



REAL ESTATE REPORT

Q4 2023

OAHU

Aloha,

The Quarterly Report offers insight into residential real estate sales activity and regional trends. It complements the Area Report, giving you a broader look at the real estate market. If you are interested in receiving the Area Report, please let me know. I would be happy to set that up for you.

The market summary below offers a look at sales activity for the prior quarter and year, along with current and past year-to-date statistics. The graphs cover several different aspects of the real estate market. Note how some of the graphs break out trends by price increments. Please contact me if you would like more information on your current market.



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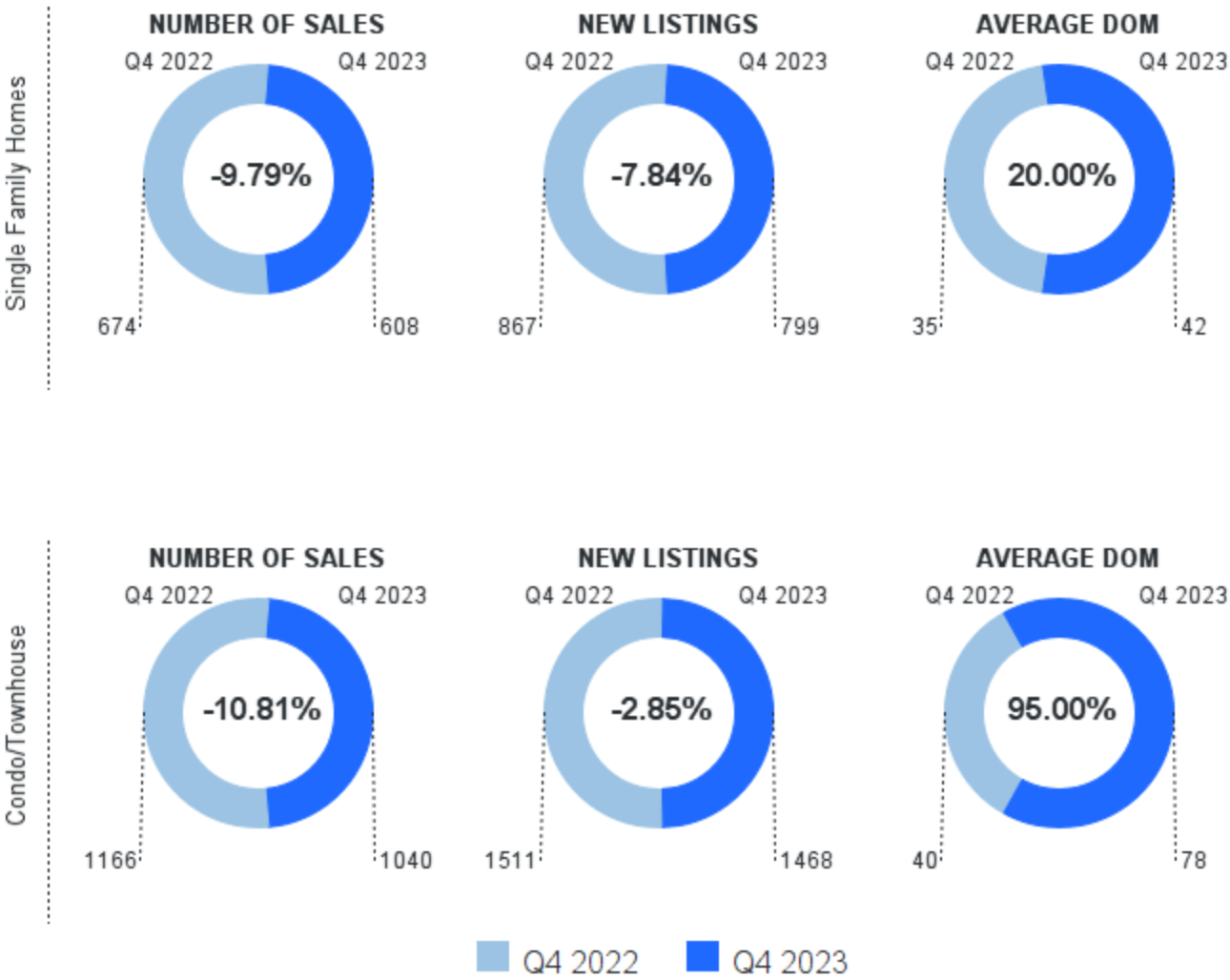
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REAL ESTATE SNAPSHOT - Change since this time last year




































































REAL ESTATE SNAPSHOT

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Q4 2023

-10.43% PROPERTIES SOLD
ALL PROPERTY TYPES3.25% AVERAGE SOLD PRICE
ALL PROPERTY TYPES0.57% MEDIAN SOLD PRICE
ALL PROPERTY TYPES-4.67% NEW LISTINGS
ALL PROPERTY TYPES3.97% AVERAGE LIST PRICE
ALL PROPERTY TYPES1.05% MEDIAN LIST PRICE
ALL PROPERTY TYPES-0.63% LIST/SELL PRICE RATIO
ALL PROPERTY TYPES71.05% AVERAGE DAYS ON MARKET
ALL PROPERTY TYPES15.00% MEDIAN DAYS ON MARKET
ALL PROPERTY TYPES

	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q4 2023	Q4 2022	Change	Q4 2023	Q4 2022	Change	Q4 2023	Q4 2022	Change	Q4 2023	Q4 2022	Change
Aiea	74	66	12% 	52	73	-29% 	\$530 K	\$600 K	-12% 	24	13	85% 
Single Family Homes	24	21	14% 	21	23	-8.70% 	\$1.07 M	\$1.10 M	-3.18% 	27	18	50% 
Condo/Townhouse	50	45	11% 	31	50	-38% 	\$450 K	\$471 K	-4.51% 	24	11	118% 
Ewa Beach	194	258	-25% 	140	148	-5.41% 	\$828 K	\$800 K	3.44% 	18	21	-14% 
Single Family Homes	138	179	-23% 	97	92	5.43% 	\$899 K	\$874 K	2.90% 	21	31	-32% 
Condo/Townhouse	56	79	-29% 	43	56	-23% 	\$599 K	\$561 K	6.77% 	16	15	6.67% 
Haleiwa	15	11	36% 	3	13	-77% 	\$1.70 M	\$1.99 M	-15% 	94	43	119% 
Single Family Homes	15	11	36% 	3	11	-73% 	\$1.70 M	\$2.20 M	-23% 	94	23	309% 
Condo/Townhouse	0	0		0	2		\$0	\$813 K		0	125	
Hauula	25	23	8.70% 	10	16	-38% 	\$761 K	\$505 K	51% 	19	15	27% 
Single Family Homes	13	11	18% 	9	7	29% 	\$770 K	\$1.12 M	-31% 	22	14	57% 
Condo/Townhouse	12	12	0.00%	1	9	-89% 	\$415 K	\$400 K	3.75% 	3	34	-91% 
Honolulu	1284	1261	1.82% 	896	928	-3.45% 	\$625 K	\$600 K	4.17% 	27	23	17% 
Single Family Homes	241	232	3.88% 	178	187	-4.81% 	\$1.29 M	\$1.34 M	-3.73% 	19	17	12% 
Condo/Townhouse	1043	1029	1.36% 	718	741	-3.10% 	\$515 K	\$470 K	9.61% 	29	25	16% 
Kaaawa	4	4	0.00%	4	7	-43% 	\$515 K	\$1.00 M	-49% 	33	17	94% 
Single Family Homes	2	4	-50% 	1	5	-80% 	\$1.06 M	\$1.10 M	-3.65% 	57	17	235% 
Condo/Townhouse	2	0		3	2	50% 	\$515 K	\$445 K	16% 	21	28	-25% 

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REAL ESTATE SNAPSHOT | Q4 2023









	New Listings			Properties Sold			Median Sold Price			Median DOM		
	Q4 2023	Q4 2022	Change	Q4 2023	Q4 2022	Change	Q4 2023	Q4 2022	Change	Q4 2023	Q4 2022	Change
Kahuku	9	9	0.00%	5	9	-44%	\$3.00 M	\$1.22 M	146%	22	36	-39%
Single Family Homes	4	4	0.00%	2	3	-33%	\$3.65 M	\$1.08 M	239%	185	88	110%
Condo/Townhouse	5	5	0.00%	3	6	-50%	\$1.25 M	\$1.22 M	2.48%	22	33	-33%
Kailua	69	91	-24%	69	69	0.00%	\$1.48 M	\$1.50 M	-1.07%	20	17	18%
Single Family Homes	49	69	-29%	57	51	12%	\$1.60 M	\$1.65 M	-2.97%	19	17	12%
Condo/Townhouse	20	22	-9.09%	12	18	-33%	\$724 K	\$716 K	1.01%	21	20	5.00%
Kaneohe	95	88	7.95%	75	76	-1.32%	\$980 K	\$983 K	-0.25%	12	17	-29%
Single Family Homes	58	47	23%	51	46	11%	\$1.20 M	\$1.19 M	0.71%	12	18	-33%
Condo/Townhouse	37	41	-9.76%	24	30	-20%	\$729 K	\$699 K	4.29%	12	16	-25%
Kapolei	97	131	-26%	81	107	-24%	\$800 K	\$740 K	8.11%	24	28	-14%
Single Family Homes	35	46	-24%	30	36	-17%	\$943 K	\$925 K	1.89%	29	39	-26%
Condo/Townhouse	62	85	-27%	51	71	-28%	\$640 K	\$615 K	4.07%	21	27	-22%
Laie	8	2	300%	5	0		\$1.30 M	\$0		14	0	
Single Family Homes	8	2	300%	5	0		\$1.30 M	\$0		14	0	
Condo/Townhouse	0	0		0	0		\$0	\$0		0	0	
Mililani	88	103	-15%	87	105	-17%	\$569 K	\$599 K	-5.01%	19	13	46%
Single Family Homes	24	29	-17%	23	31	-26%	\$1.03 M	\$1.08 M	-4.36%	21	18	17%
Condo/Townhouse	64	74	-14%	64	74	-14%	\$510 K	\$535 K	-4.77%	19	12	58%
Pearl City	48	46	4.35%	39	41	-4.88%	\$831 K	\$765 K	8.63%	18	13	38%
Single Family Homes	25	29	-14%	27	25	8.00%	\$940 K	\$920 K	2.17%	16	14	14%
Condo/Townhouse	23	17	35%	12	16	-25%	\$460 K	\$488 K	-5.60%	25	12	108%
Wahiawa	30	24	25%	25	30	-17%	\$757 K	\$790 K	-4.18%	21	18	17%
Single Family Homes	21	18	17%	15	22	-32%	\$800 K	\$840 K	-4.76%	21	25	-16%
Condo/Townhouse	9	6	50%	10	8	25%	\$292 K	\$205 K	43%	30	9	233%
Waialua	15	16	-6.25%	13	8	63%	\$800 K	\$1.20 M	-33%	19	46	-59%
Single Family Homes	9	11	-18%	7	6	17%	\$1.03 M	\$1.37 M	-25%	23	46	-50%
Condo/Townhouse	6	5	20%	6	2	200%	\$453 K	\$667 K	-32%	13	37	-65%
Waianae	137	148	-7.43%	78	133	-41%	\$558 K	\$659 K	-15%	38	23	65%
Single Family Homes	88	94	-6.38%	48	83	-42%	\$678 K	\$825 K	-18%	40	29	38%
Condo/Townhouse	49	54	-9.26%	30	50	-40%	\$242 K	\$259 K	-6.56%	33	19	74%
Waimanalo	5	9	-44%	3	5	-40%	\$1.01 M	\$910 K	11%	19	11	73%
Single Family Homes	4	9	-56%	3	5	-40%	\$1.01 M	\$910 K	11%	19	11	73%
Condo/Townhouse	1	0		0	0		\$0	\$0		0	0	
Waipahu	70	87	-20%	63	72	-13%	\$664 K	\$797 K	-17%	21	20	5.00%
Single Family Homes	41	50	-18%	31	41	-24%	\$980 K	\$895 K	9.50%	25	19	32%
Condo/Townhouse	29	37	-22%	32	31	3.23%	\$518 K	\$520 K	-0.47%	16	21	-24%
Total	2267	2378	-4.67%	1648	1840	-10%	\$715 K	\$711 K	0.57%	23	20	15%
Single Family Homes	799	867	-7.84%	608	674	-9.79%	\$1.05 M	\$1.05 M	-0.33%	20	20	0.00%
Condo/Townhouse	1468	1511	-2.85%	1040	1166	-11%	\$519 K	\$500 K	3.70%	25	20	25%

REAL ESTATE SNAPSHOT

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MARKET OVERVIEW

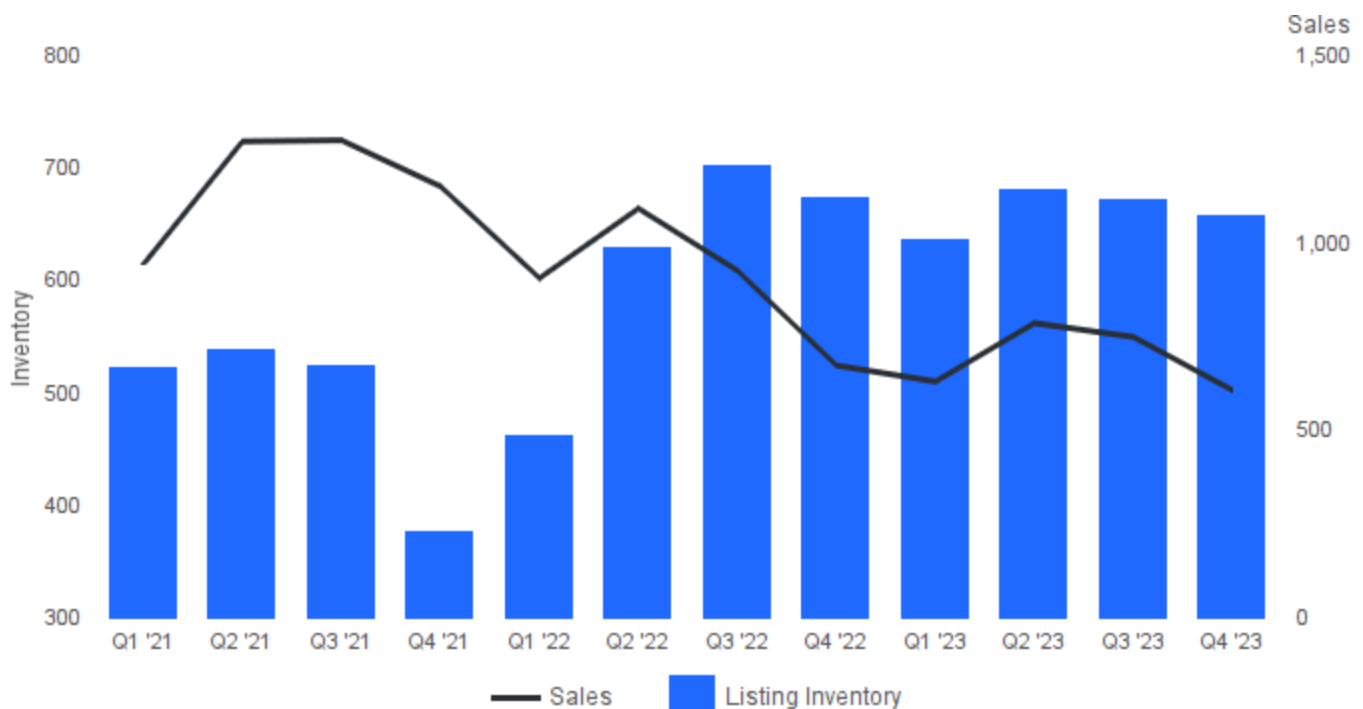
Q4 2023 | Single Family Homes ?

-9.79%  PROPERTIES SOLD SINGLE FAMILY HOMES	0.69%  AVERAGE SOLD PRICE SINGLE FAMILY HOMES	-0.33%  MEDIAN SOLD PRICE SINGLE FAMILY HOMES
-7.84%  NEW LISTINGS SINGLE FAMILY HOMES	1.67%  AVERAGE LIST PRICE SINGLE FAMILY HOMES	-2.33%  MEDIAN LIST PRICE SINGLE FAMILY HOMES
-0.88%  LIST/SELL PRICE RATIO SINGLE FAMILY HOMES	20.00%  AVERAGE DAYS ON MARKET SINGLE FAMILY HOMES	0.00% MEDIAN DAYS ON MARKET SINGLE FAMILY HOMES

LISTING INVENTORY AND NUMBER OF SALES

Q4 2023 | Single Family Homes ?

Quarterly inventory of properties for sale along with number of sales

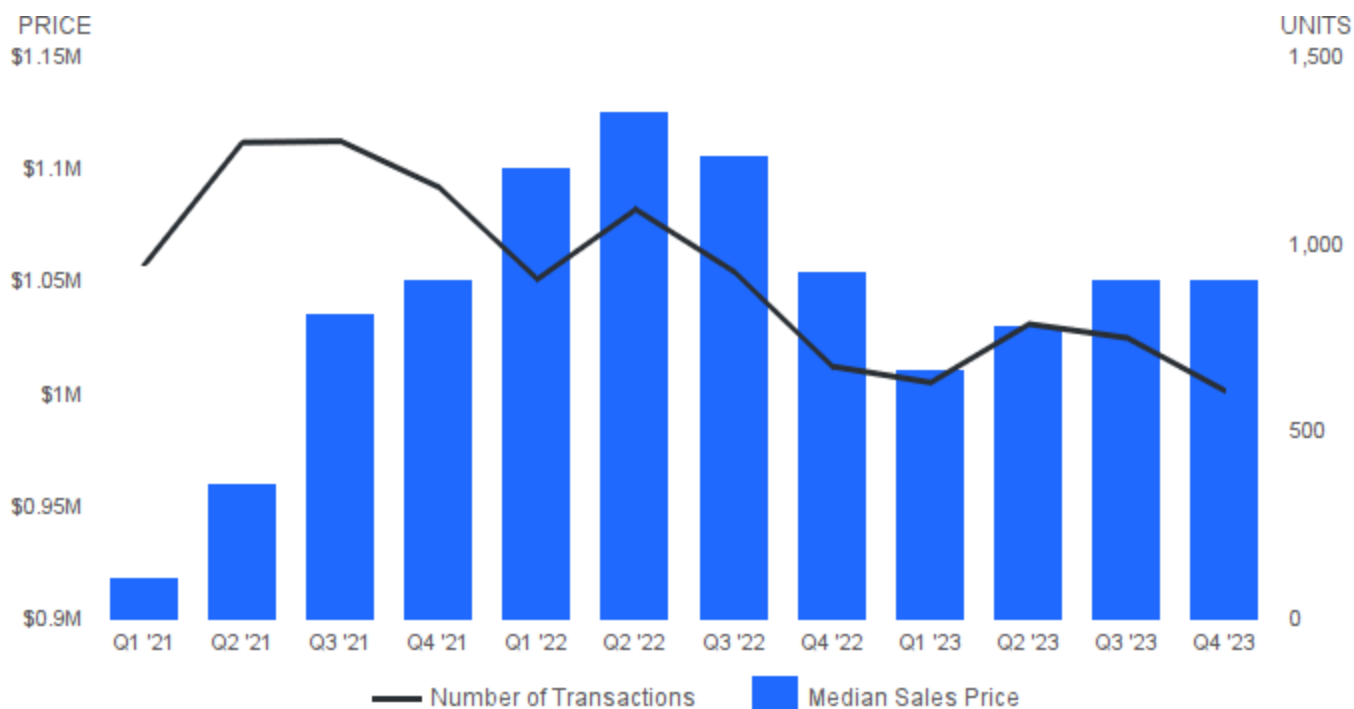


MEDIAN SALES PRICE AND NUMBER OF SALES

Q4 2023 | Single Family Homes ?

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

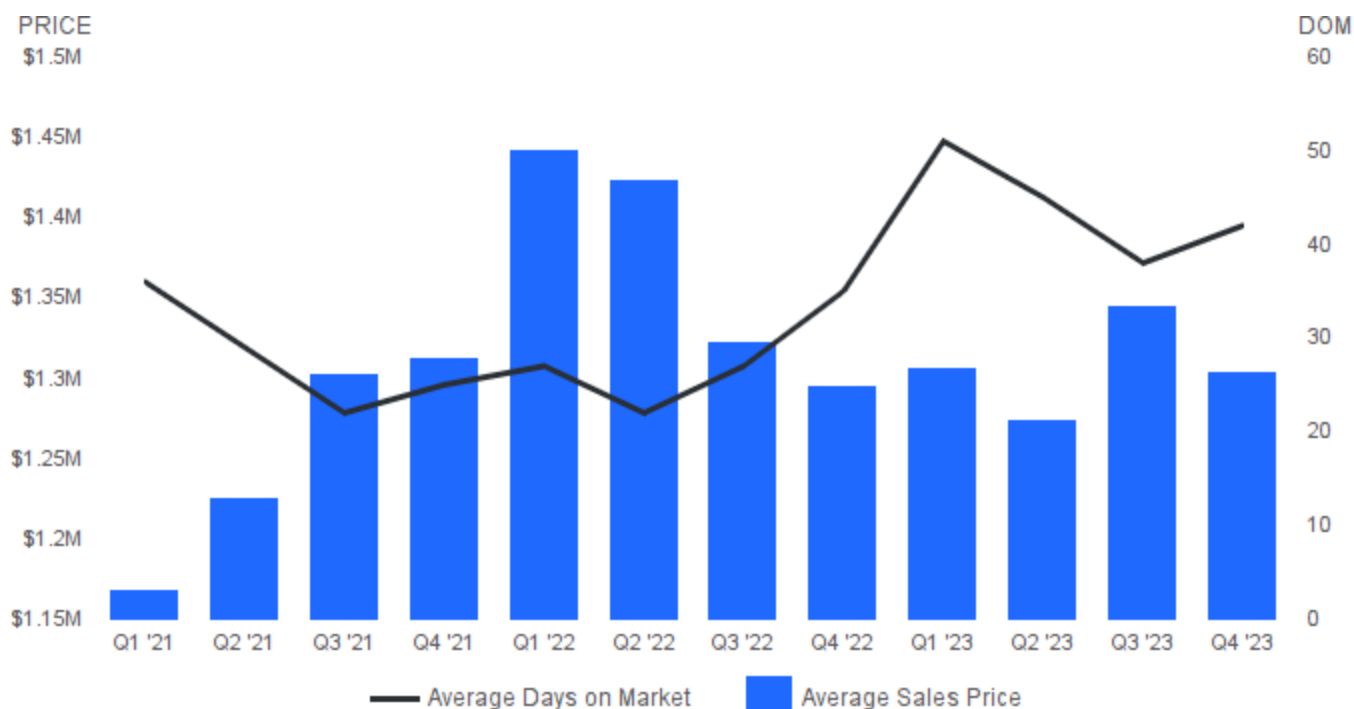


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q4 2023 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.

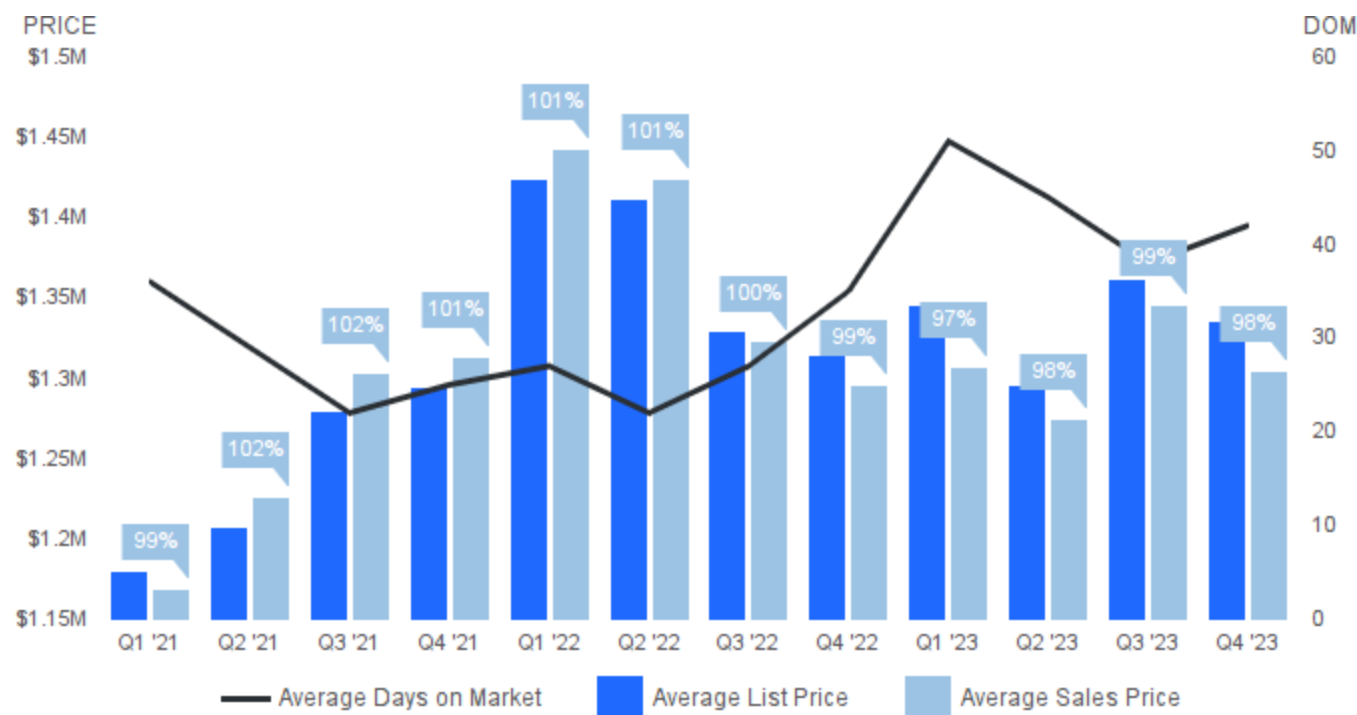
Average Days on Market | Average days on market for all properties sold.



SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q4 2023 | Single Family Homes ?

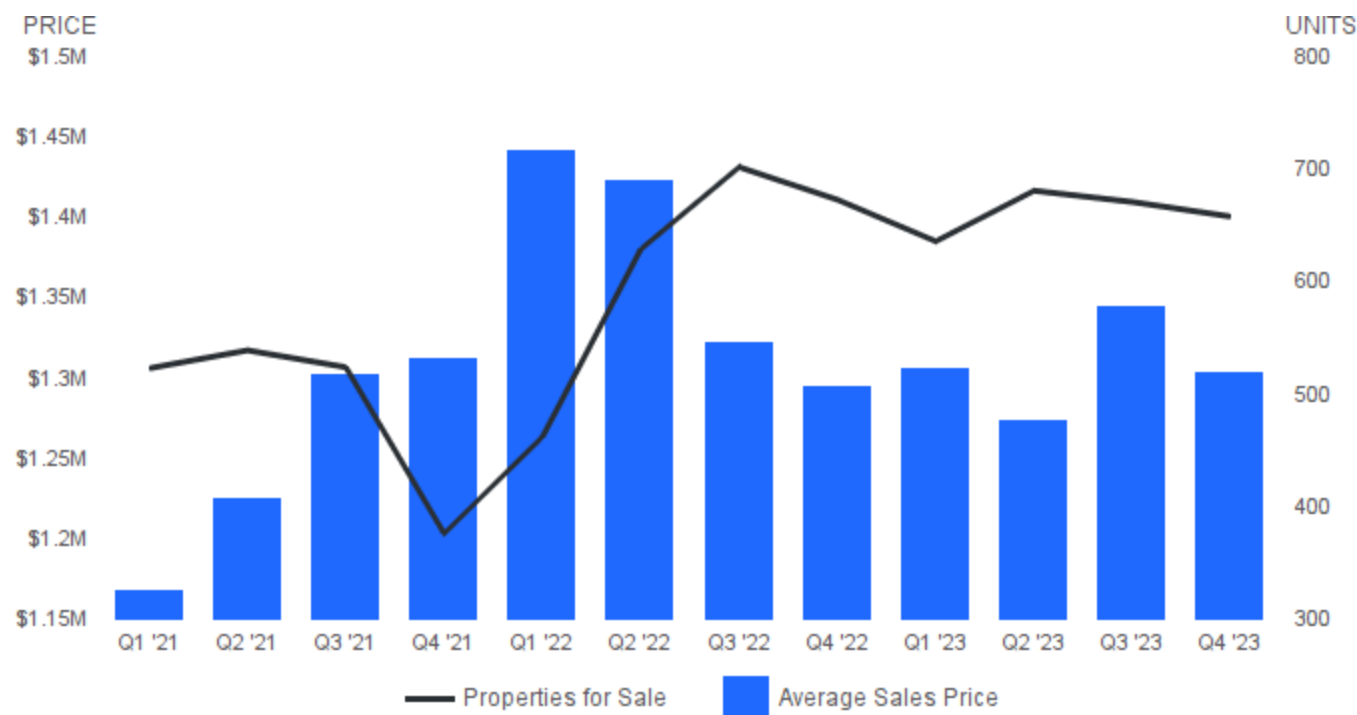
Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.
Average Days on Market | Average days on market for all properties sold.



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q4 2023 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.
Properties for Sale | Number of properties listed for sale at the end of quarter.

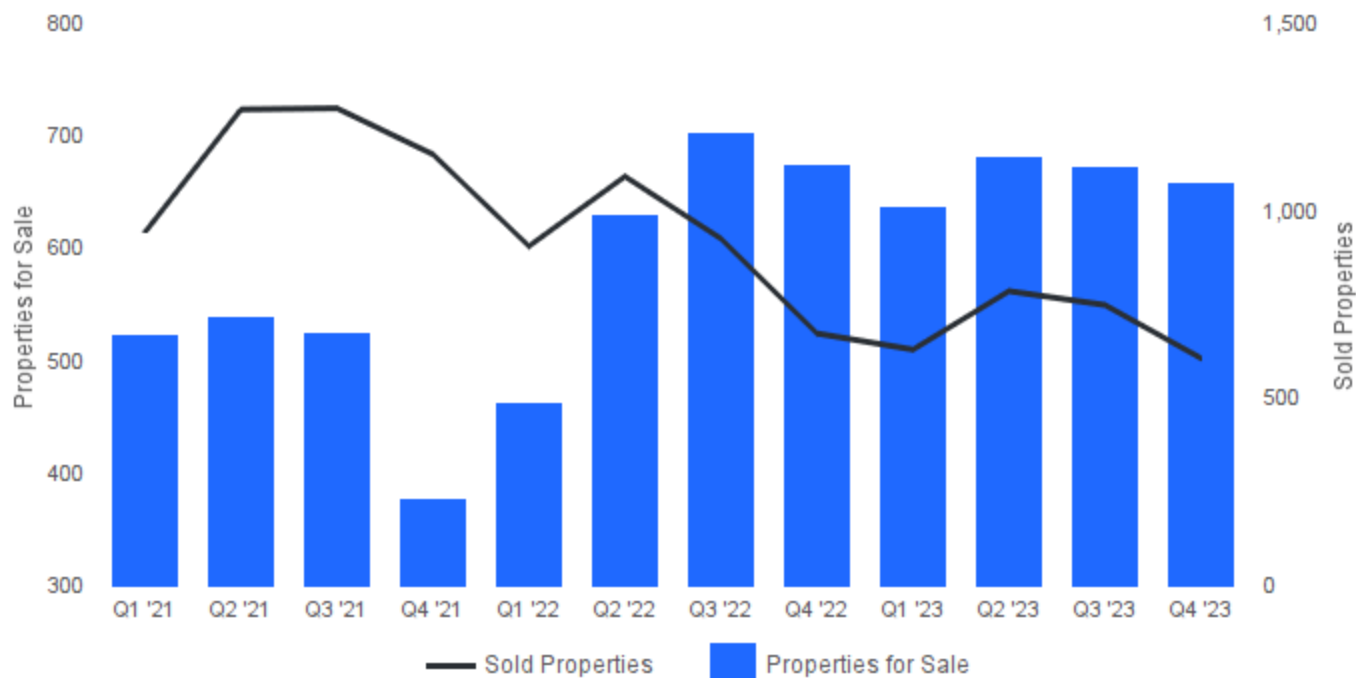


PROPERTIES FOR SALE AND SOLD PROPERTIES

Q4 2023 | Single Family Homes ?

Properties for Sale | Number of properties listed for sale at the end of quarter.

Sold Properties | Number of properties sold.



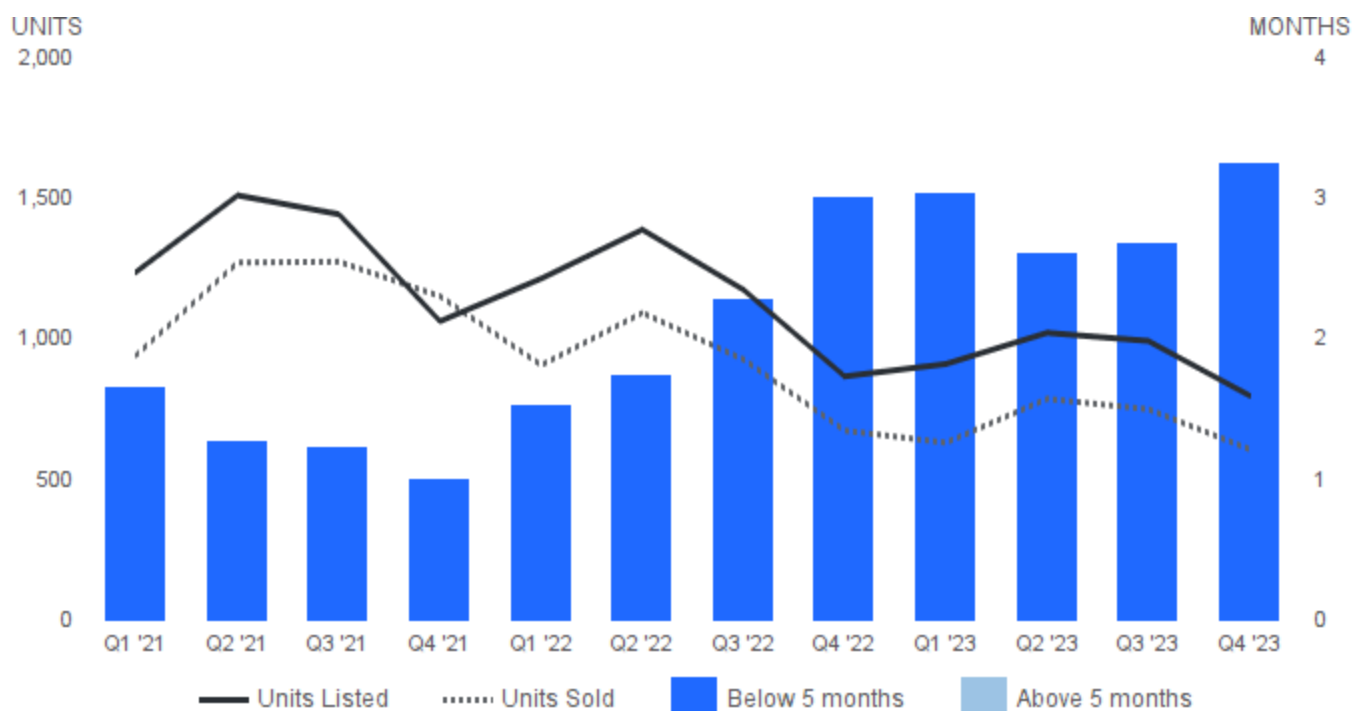
MONTHS SUPPLY OF INVENTORY

Q4 2023 | Single Family Homes ?

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.












REAL ESTATE SNAPSHOT

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MARKET OVERVIEW

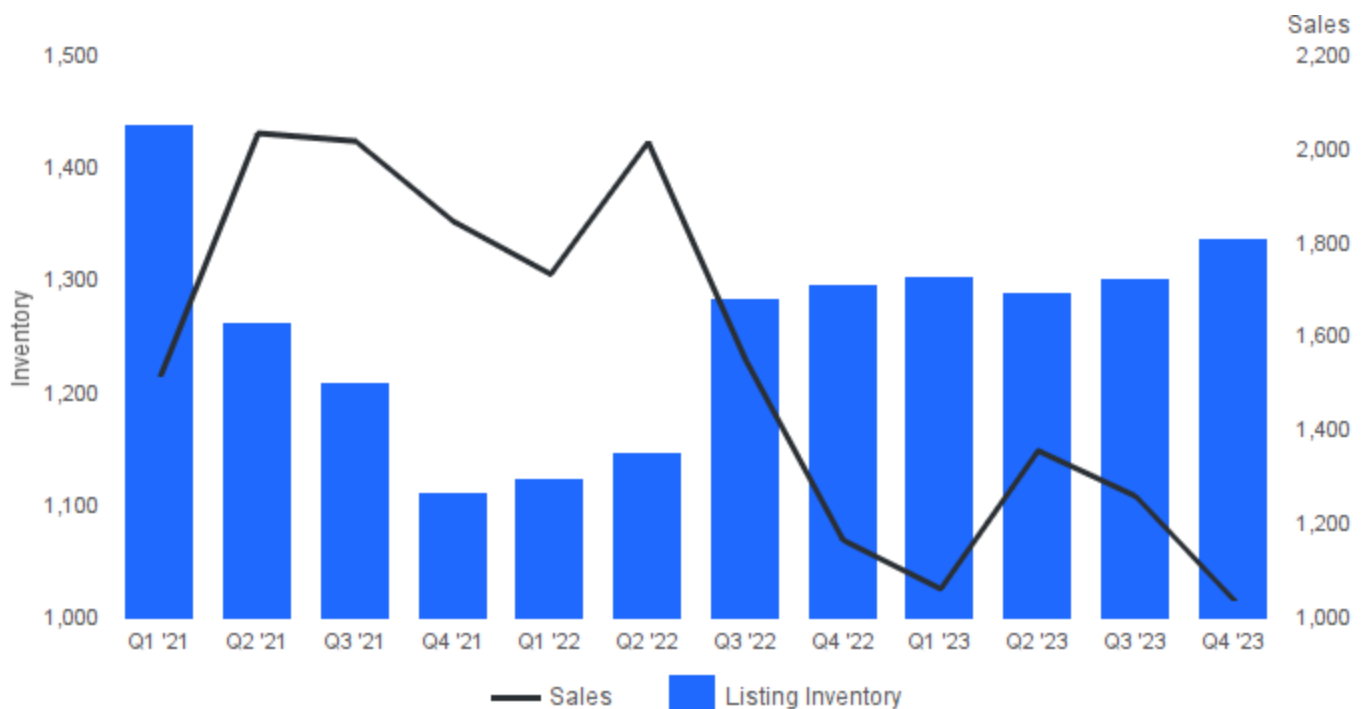
Q4 2023 | Condo/Townhouse ?

-10.81% 	5.91% 	3.70% 
PROPERTIES SOLD CONDO/TOWNHOUSE	AVERAGE SOLD PRICE CONDO/TOWNHOUSE	MEDIAN SOLD PRICE CONDO/TOWNHOUSE
-2.85% 	6.30% 	5.21% 
NEW LISTINGS CONDO/TOWNHOUSE	AVERAGE LIST PRICE CONDO/TOWNHOUSE	MEDIAN LIST PRICE CONDO/TOWNHOUSE
-0.49% 	95.00% 	25.00% 
LIST/SELL PRICE RATIO CONDO/TOWNHOUSE	AVERAGE DAYS ON MARKET CONDO/TOWNHOUSE	MEDIAN DAYS ON MARKET CONDO/TOWNHOUSE

LISTING INVENTORY AND NUMBER OF SALES

Q4 2023 | Condo/Townhouse ?

Quarterly inventory of properties for sale along with number of sales



MEDIAN SALES PRICE AND NUMBER OF SALES

Q4 2023 | Condo/Townhouse ?

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

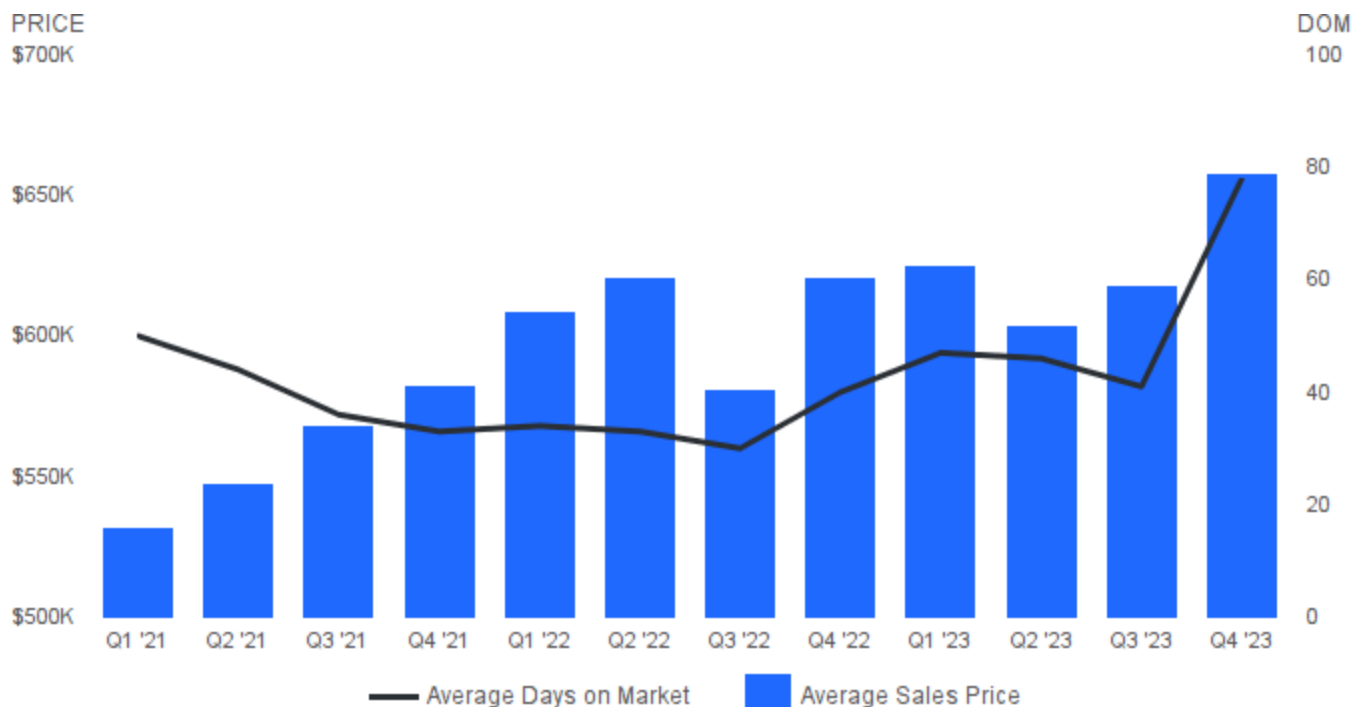


AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

Q4 2023 | Condo/Townhouse ?

Average Sales Price | Average sales price for all properties sold.

Average Days on Market | Average days on market for all properties sold.

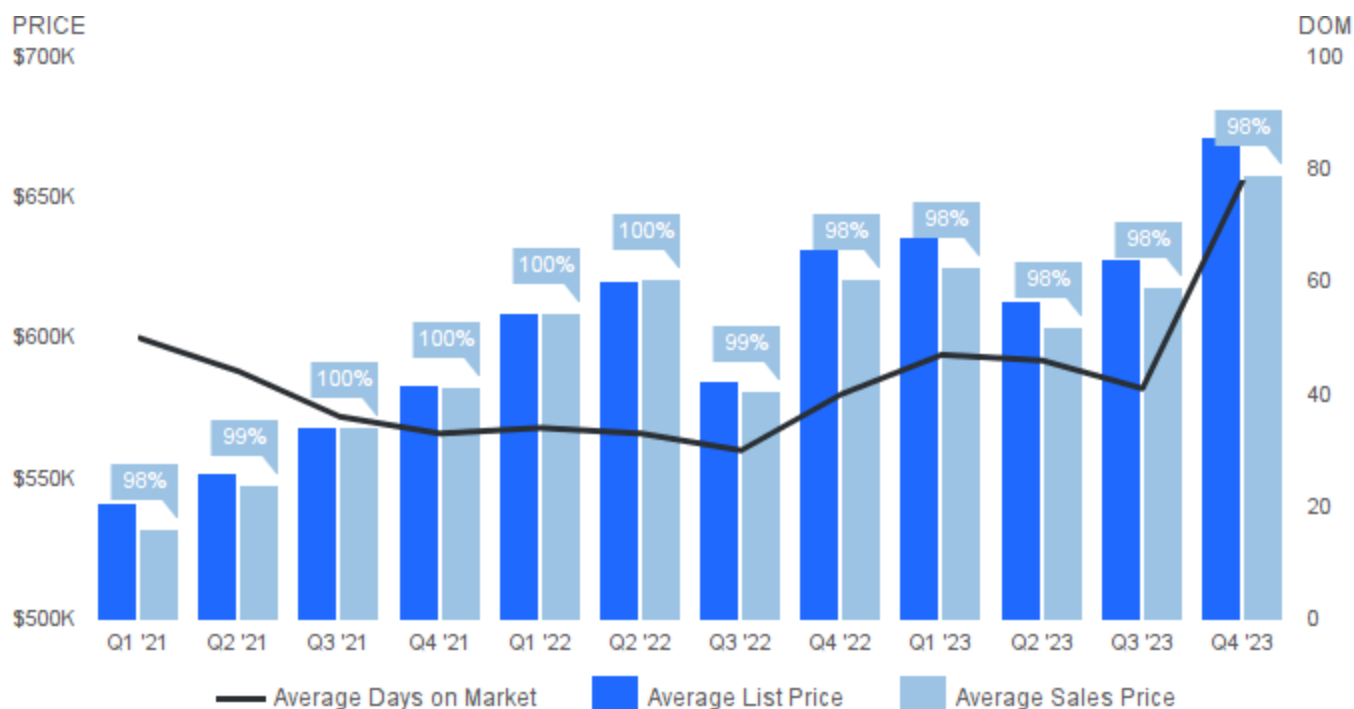


SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE & AVERAGE DOM

Q4 2023 | Condo/Townhouse ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

Average Days on Market | Average days on market for all properties sold.

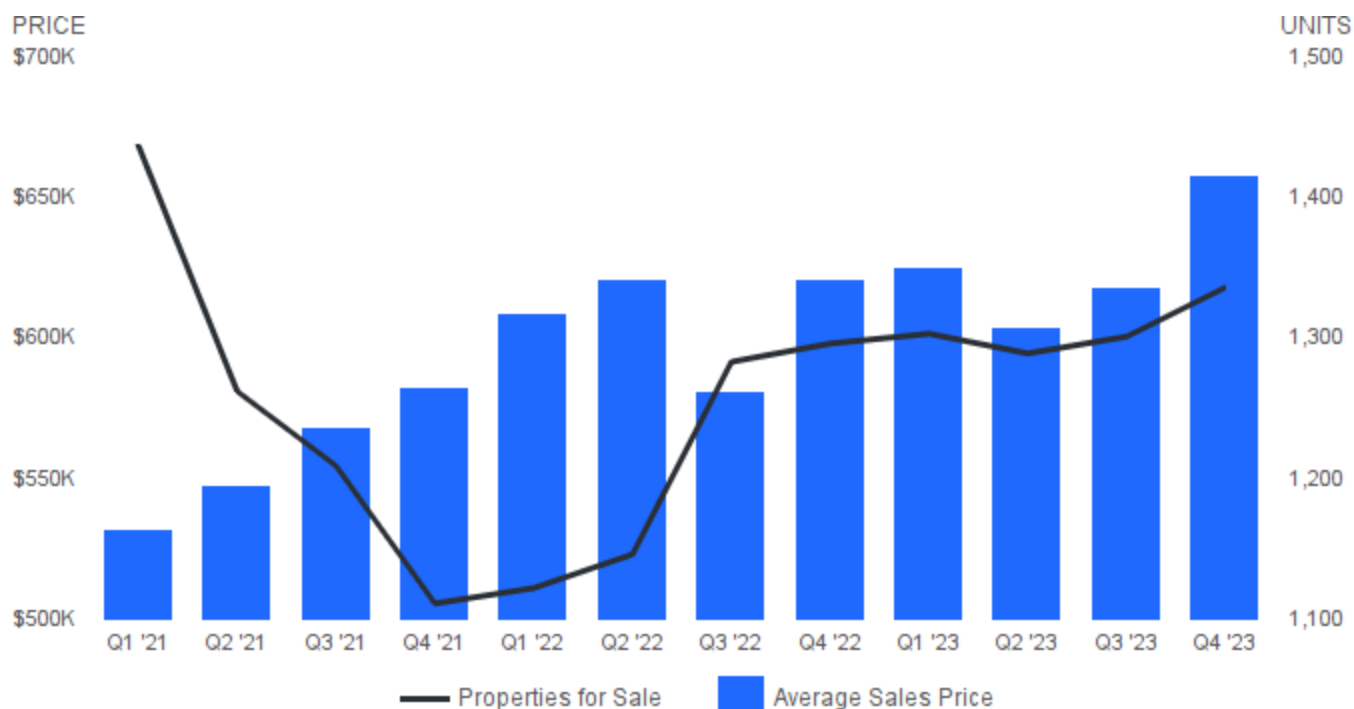


AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

Q4 2023 | Condo/Townhouse ?

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of quarter.

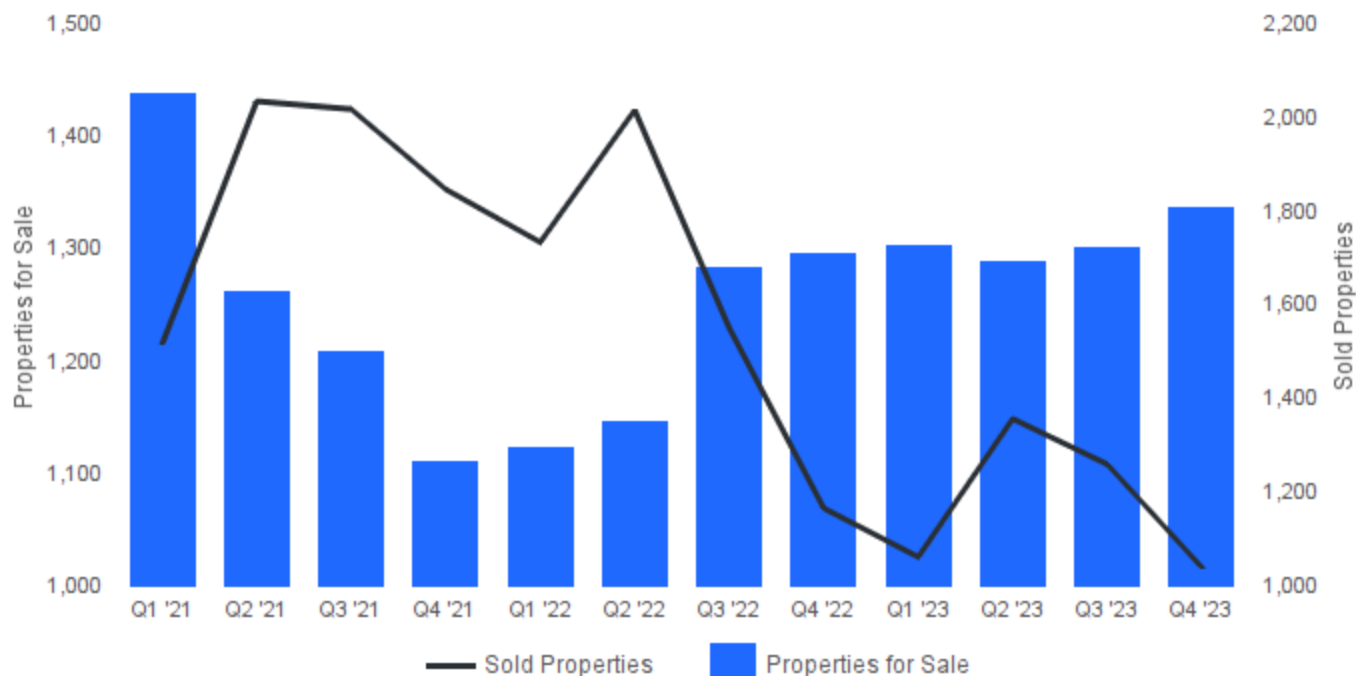


PROPERTIES FOR SALE AND SOLD PROPERTIES

Q4 2023 | Condo/Townhouse ?

Properties for Sale | Number of properties listed for sale at the end of quarter.

Sold Properties | Number of properties sold.



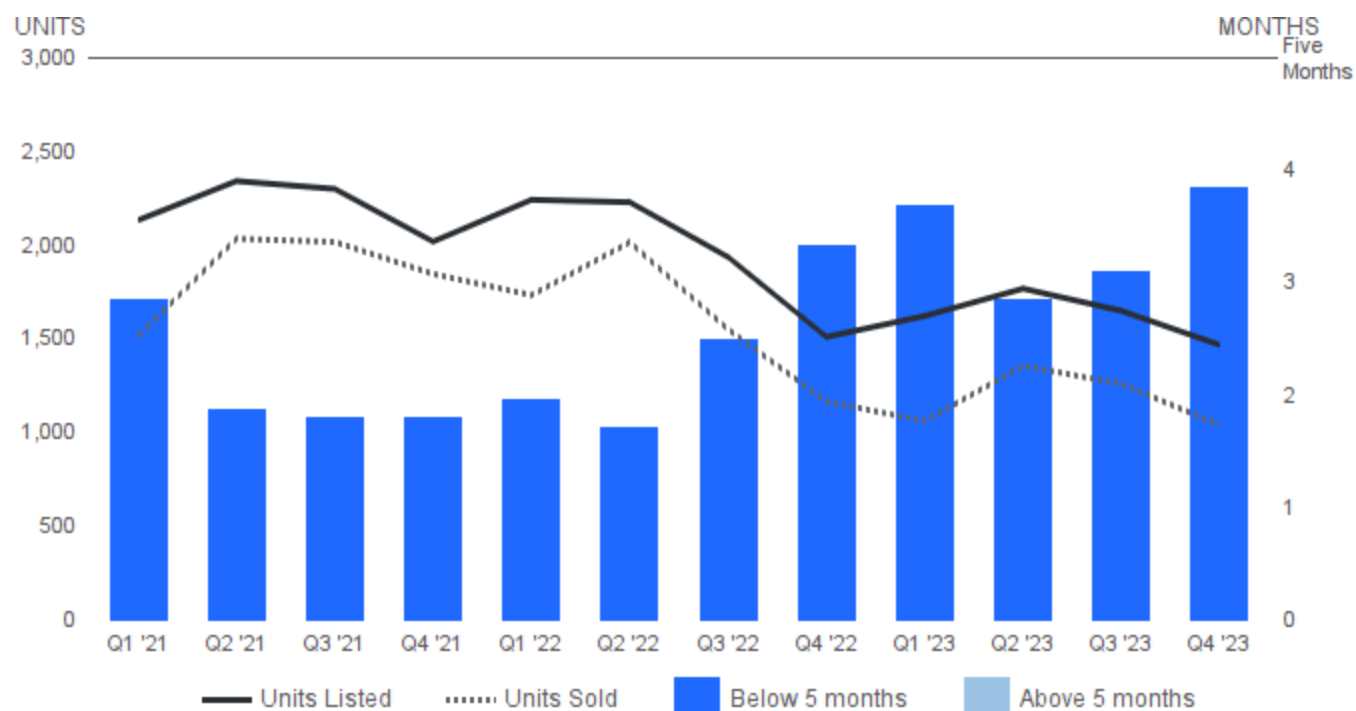
MONTHS SUPPLY OF INVENTORY

Q4 2023 | Condo/Townhouse ?

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.



ADDITIONAL REPORTS

OAHU

Q4 2023

CENTRAL REGION

[Monthly Report](#)

[Quarterly Report](#)

DIAMOND HEAD REGION

[Monthly Report](#)

[Quarterly Report](#)

EWAPLAIN REGION

[Monthly Report](#)

[Quarterly Report](#)

HAWAII KAI REGION

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MONTHLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

QUARTERLY REPORT AVAILABLE FOR SPECIFIED CITY/AREA/NEIGHBORHOOD.

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