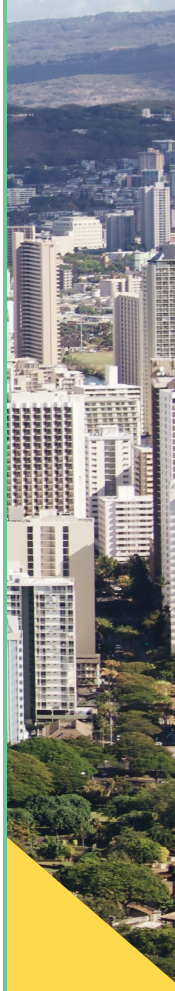
Honolulu Board of REALTORS®
The source for Hawaii's real estate

MONTHLY STATS REPORT
SEPTEMBER 2020



Executive Summary

The summer season ended on a high note with closed sales of single-family homes surpassing year-over-year activity by 12.7%, while condo sales marked a steady month-over-month improvement of 11.5%. Dynamic activity in O'ahu's single-family home market drove the median sales price to a record of $880,000 and properties are spending a record-low of just nine days on the market.

Sales of single-family homes under $700,000 dropped 36.3%, while homes priced in the $700,000 to $1,499,999 range drove the most activity with 74 more sales or an increase of 39.4% compared to this time last year. Closed sales of homes in the $1.5 million and above range saw a 42.9% year-over-year increase. Notably, closed sales of larger homes with more than 2,000 square feet in interior space saw a 37.9% year-over-year increase. Meanwhile, there is a 26.1% surge in purchasing activity backed by VA loans compared to this time last year.

The condo market fell just shy of maintaining year-over-year activity by 2.1% or about 10 fewer sales. Properties listed in $400,000 to $499,999 and the $600,000 to $699,999 price ranges marked the most activity. The median price for condos held steady at $445,000, though condos sold faster than this time last year with properties spending a median of 21 days instead of 27 days on the market. Closed condos sales also saw a 34.7% uptick in purchasing activity backed by VA loans compared to last September.

The number of single-family home sales closing over the original asking price more than doubled compared to this time last year with 163 sales versus 79 sales. Condos also saw a boost in properties selling above the asking price, with 82 closed sales this year compared to 62 in 2019.

As the market shifts into the fall season, inventory of available single-family homes and condos are down 39.3% and 5.8%, respectively, compared to this time last year. The drop in single-family home inventory is due to fewer new listings entering the market, paired with high demand and strong sales in the third quarter. While the condo market is also suffering from a lack of new listings, the decline in listings has not been as sharp compared to single-family homes. Although condo demand has grown steadily from the second quarter, sales were down 13.4% in the third quarter compared to last year.

Oahu Monthly Housing Statistics

September 2020

Honolulu Board of REALTORS®

SINGLE FAMILY HOMES

Median Sales Price	
$880,000	+13.3%
Closed Sales	
391	+12.7%
Average Sales Price	
$1,073,692	+12.8%

CONDOS

Median Sales Price	
$445,000	0.0%
Closed Sales	
456	-2.1%
Average Sales Price	
$545,367	0.0%

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SOURCE: Honolulu Board of REALTORS®, residential re-sales data compiled from HiCentral MLS, Ltd.®

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Monthly Indicators

September 2020

	Single Family Homes					
	Sep-20	Sep-19	%	YTD-20	YTD-19	%
Closed Sales	391	347	12.7%	2,735	2,774	-1.4%
Median Sales Price	$880,000	$777,000	13.3%	$811,000	$785,000	3.3%
Median Days on Market	9	29	-69.0%	17	23	-26.1%
New Listings	368	451	-18.4%	3,421	4,366	-21.6%
Pending Sales	683	494	38.3%	4,605	4,106	12.2%
Months of Inventory	1.9	3.5	-45.7%	--	--	--
Active Listings	939	1,548	-39.3%	--	--	--
Average Sales Price	$1,073,692	$952,257	12.8%	$983,726	$942,276	4.4%
% of Original Listing Price Received	100.0%	98.4%	1.6%	98.8%	98.1%	0.7%

	Condos					
	Sep-20	Sep-19	%	YTD-20	YTD-19	%
Closed Sales	456	466	-2.1%	3,305	4,074	-18.9%
Median Sales Price	$445,000	$445,000	0.0%	$430,000	$425,000	1.2%
Median Days on Market	21	27	-22.2%	28	26	7.7%
New Listings	576	638	-9.7%	5,421	6,619	-18.1%
Pending Sales	685	637	7.5%	4,960	5,673	-12.6%
Months of Inventory	4.0	3.9	2.6%	--	--	--
Active Listings	2,282	2,423	-5.8%	--	--	--
Average Sales Price	$545,367	$545,491	0.0%	$510,153	$517,035	-1.3%
% of Original Listing Price Received	98.6%	97.6%	1.0%	97.9%	97.9%	0.0%

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

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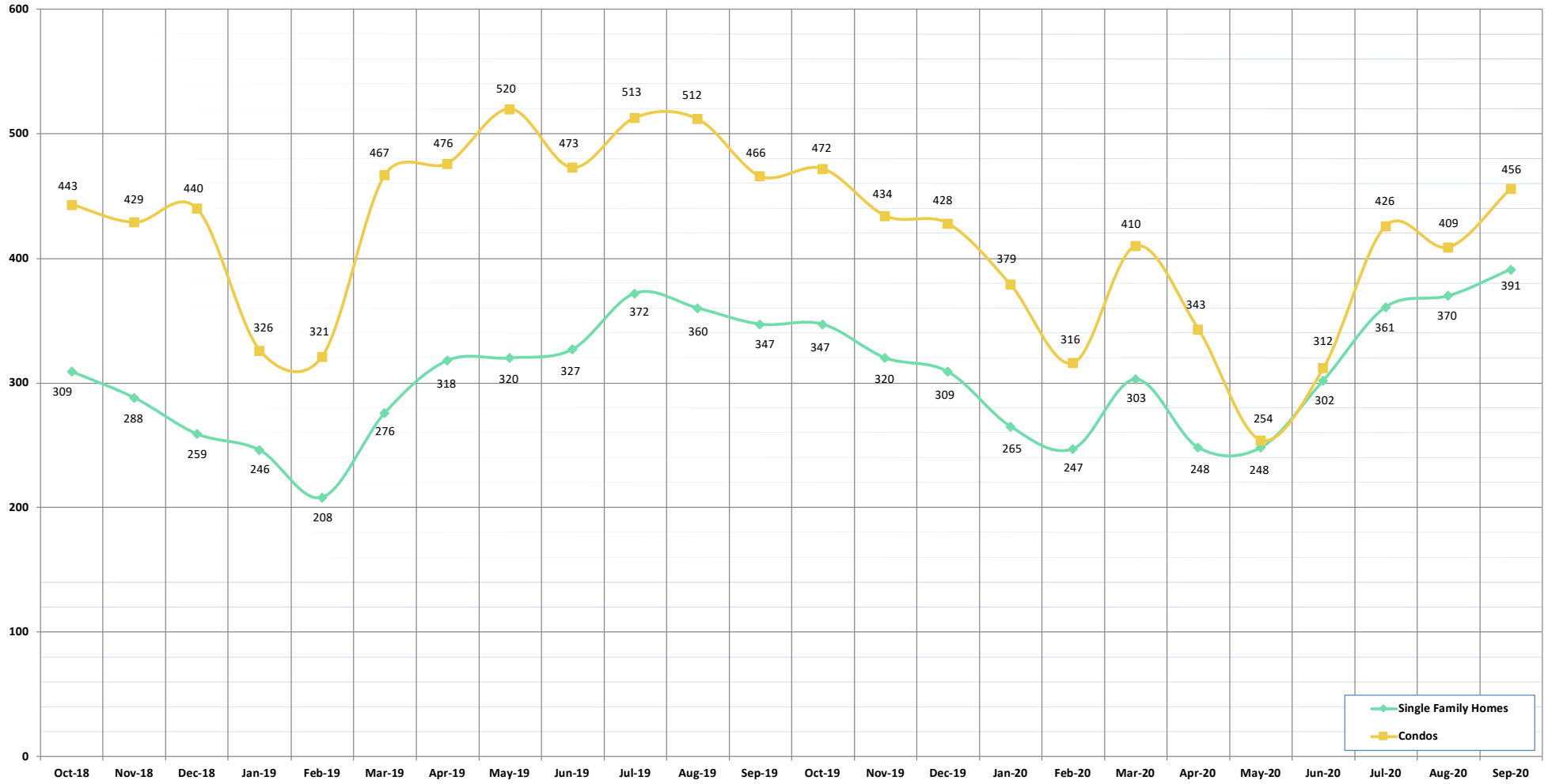
Closed Sales

September 2020

OAHU, HAWAII

(A count of all properties that have closed in a given month)



CLOSED SALES:	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Single Family Homes	309	288	259	246	208	276	318	320	327	372	360	347	347	320	309	265	247	303	248	248	302	361	370	391
Condos	443	429	440	326	321	467	476	520	473	513	512	466	472	434	428	379	316	410	343	254	312	426	409	456
TOTAL	752	717	699	572	529	743	794	840	800	885	872	813	819	754	737	644	563	713	591	502	614	787	779	847

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

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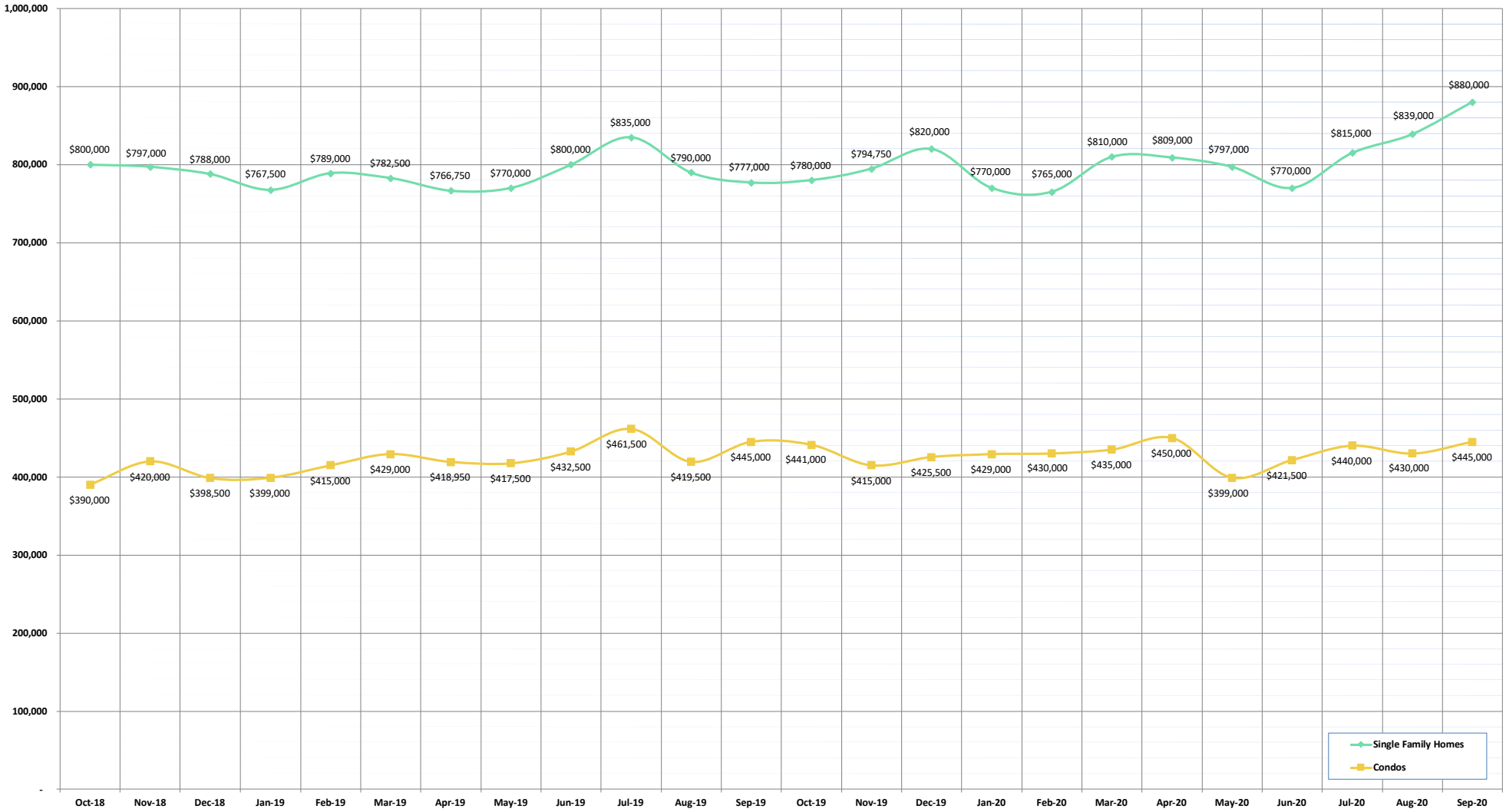
Median Sales Price

September 2020

OAHU, HAWAII

(The median sales price for all closed properties in a given month)



MEDIAN SALES PRICE:	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Single Family Homes	800,000	797,000	788,000	767,500	789,000	782,500	766,750	770,000	800,000	835,000	790,000	777,000	780,000	794,750	820,000	770,000	765,000	810,000	809,000	797,000	770,000	815,000	839,000	880,000
Condos	390,000	420,000	398,500	399,000	415,000	429,000	418,950	417,500	432,500	461,500	419,500	445,000	441,000	415,000	425,500	429,000	430,000	435,000	450,000	399,000	421,500	440,000	430,000	445,000

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

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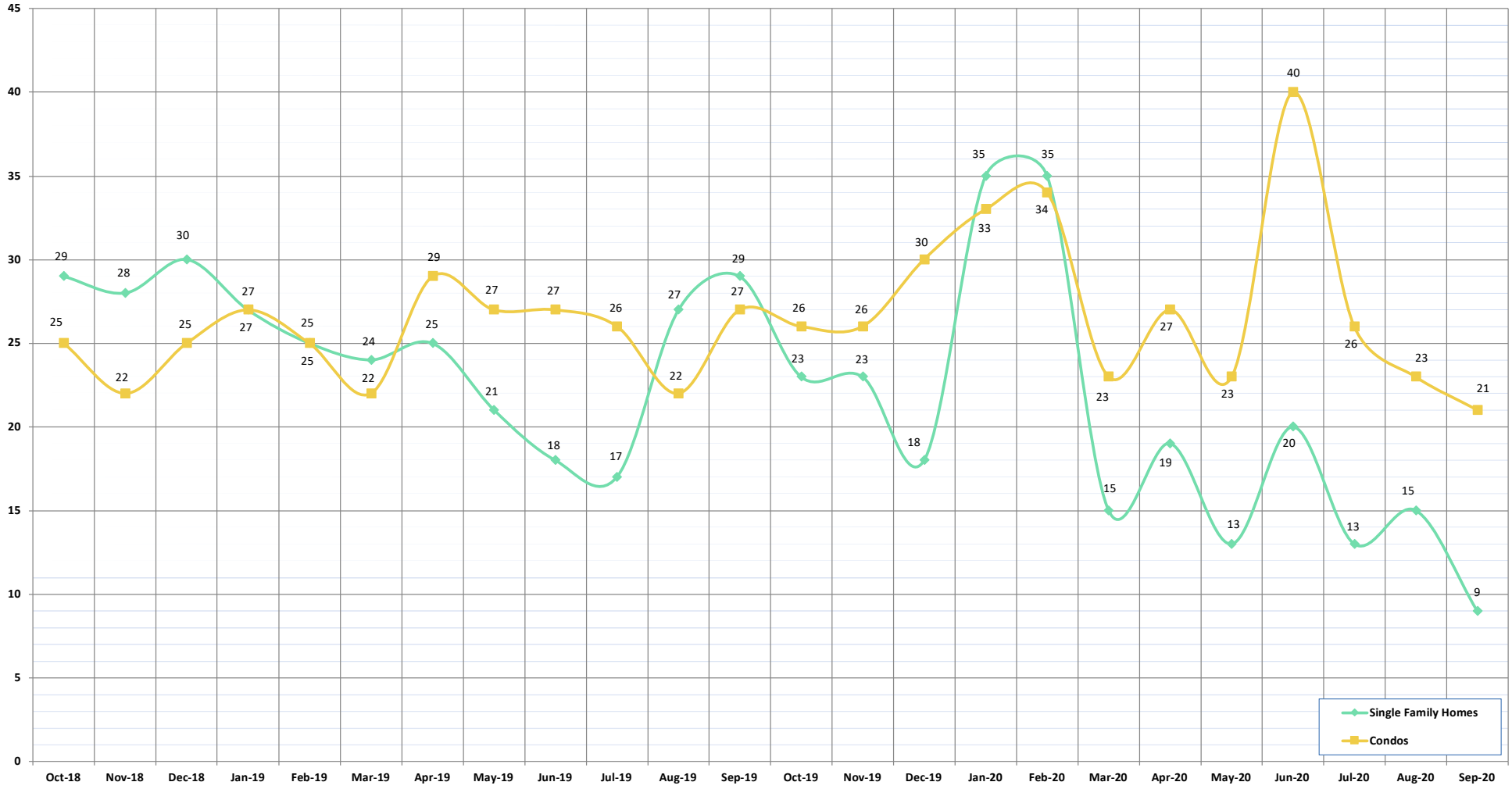
Median Days on Market

September 2020

OAHU, HAWAII

(The median number of days between when a property is first listed and when an offer is accepted)



MEDIAN DAYS ON MARKET:	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Single Family Homes	29	28	30	27	25	24	25	21	18	17	27	29	23	23	18	35	35	15	19	13	20	13	15	9
Condos	25	22	25	27	25	22	29	27	27	26	22	27	26	26	30	33	34	23	27	23	40	26	23	21

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

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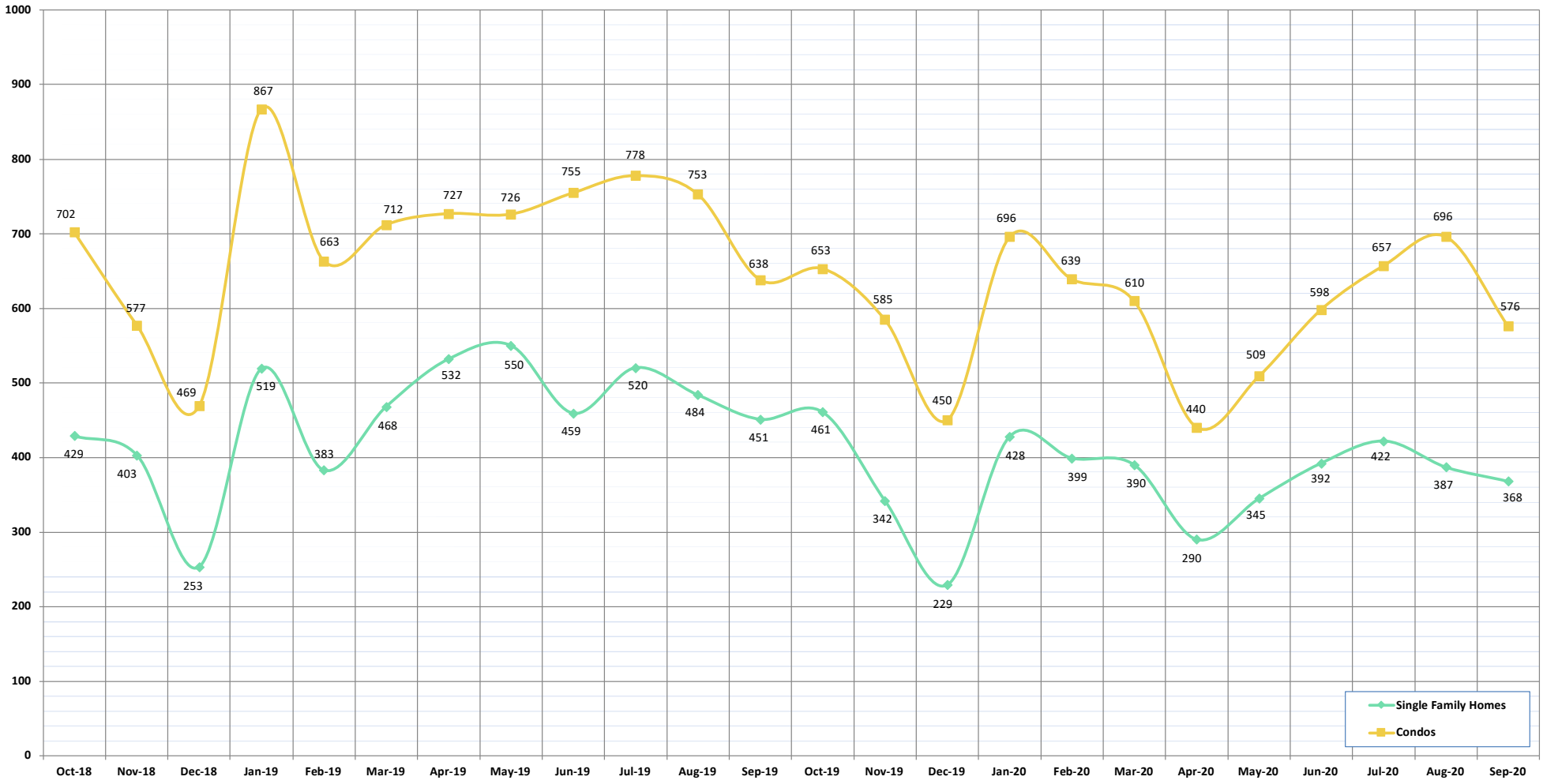
New Listings

September 2020

OAHU, HAWAII

(A count of the properties that have been newly listed on the market in a given month)



NEW LISTINGS:	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Single Family Homes	429	403	253	519	383	468	532	550	459	520	484	451	461	342	229	428	399	390	290	345	392	422	387	368
Condos	702	577	469	867	663	712	727	726	755	778	753	638	653	585	450	696	639	610	440	509	598	657	696	576
TOTAL	1131	980	722	1386	1046	1180	1259	1276	1214	1298	1237	1089	1114	927	679	1124	1038	1000	730	854	990	1079	1083	944

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

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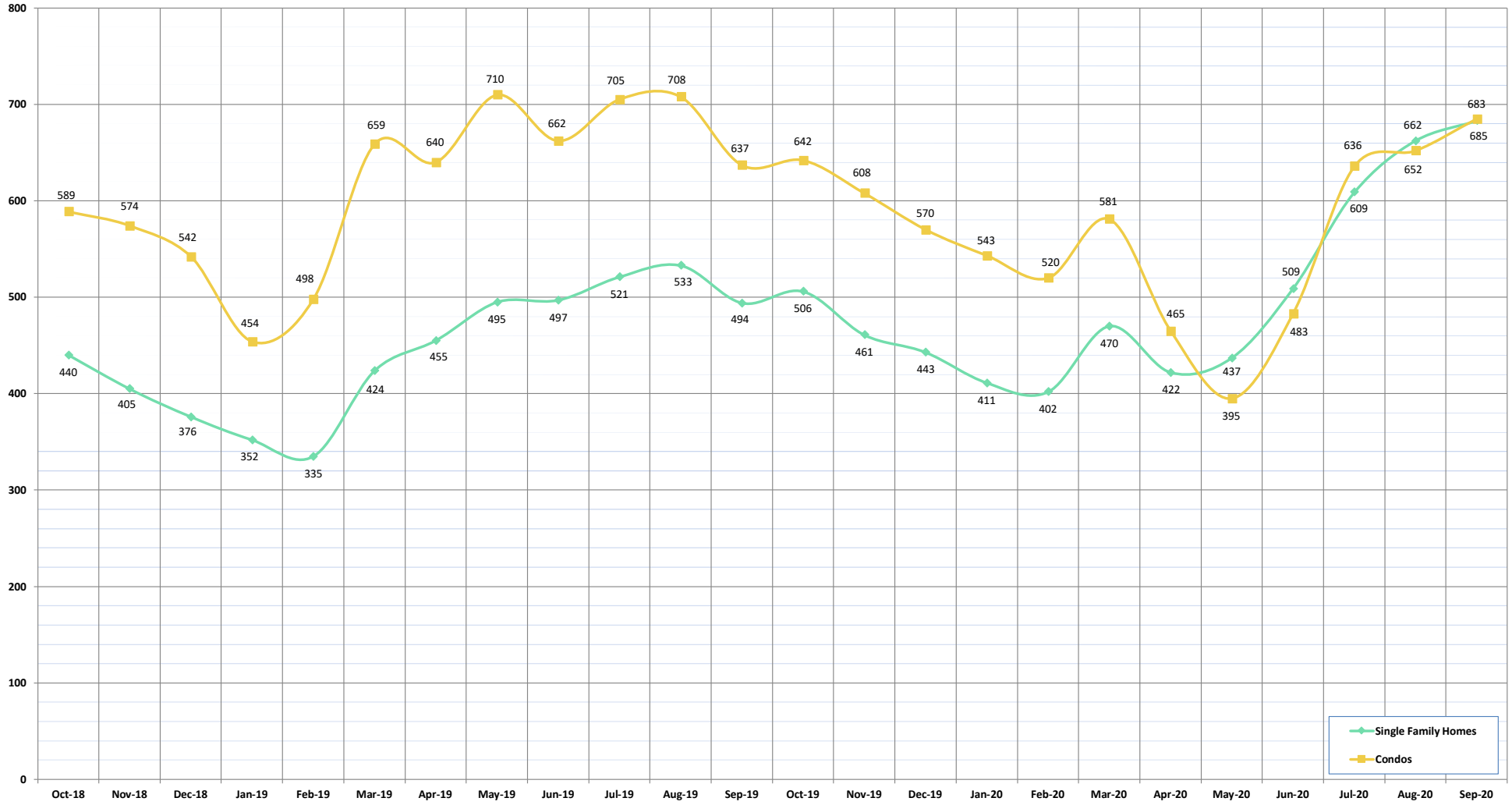
Pending Sales

September 2020

OAHU, HAWAII

(A count of the properties that have offers accepted on them in a given month)



PENDING SALES:	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Single Family Homes	440	405	376	352	335	424	455	495	497	521	533	494	506	461	443	411	402	470	422	437	509	609	662	683
Condos	589	574	542	454	498	659	640	710	662	705	708	637	642	608	570	543	520	581	465	395	483	636	652	685
TOTAL	1029	979	918	806	833	1083	1095	1205	1159	1226	1241	1131	1148	1069	1013	954	922	1051	887	832	992	1245	1314	1368

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

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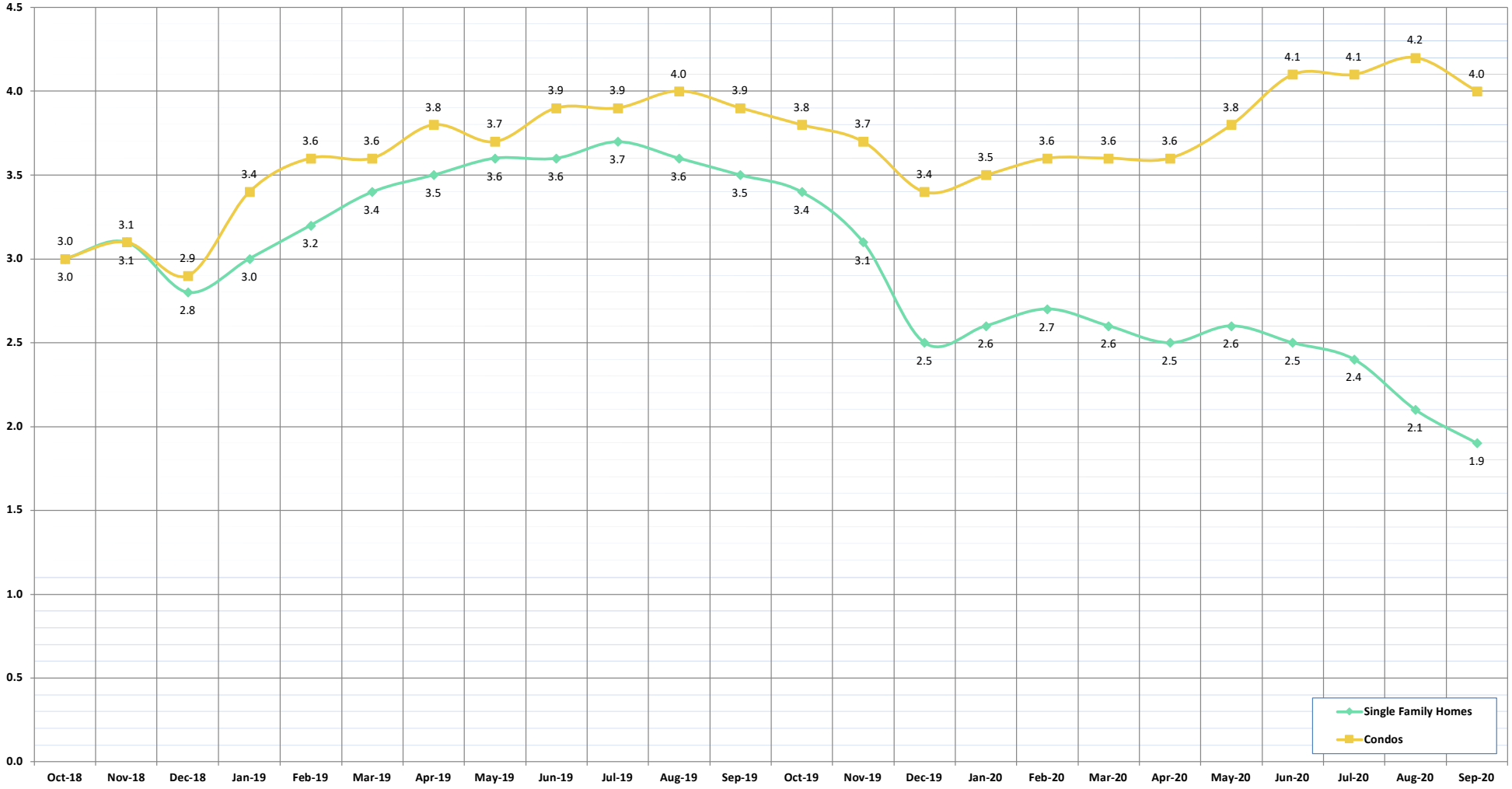
Months of Inventory

September 2020

OAHU, HAWAII

(Compares the number of active listings available to the average monthly pending sales)



MONTHS OF INVENTORY:	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Single Family Homes	3.0	3.1	2.8	3.0	3.2	3.4	3.5	3.6	3.6	3.7	3.6	3.5	3.4	3.1	2.5	2.6	2.7	2.6	2.5	2.6	2.5	2.4	2.1	1.9
Condos	3.0	3.1	2.9	3.4	3.6	3.6	3.8	3.7	3.9	3.9	4.0	3.9	3.8	3.7	3.4	3.5	3.6	3.6	3.6	3.8	4.1	4.1	4.2	4.0

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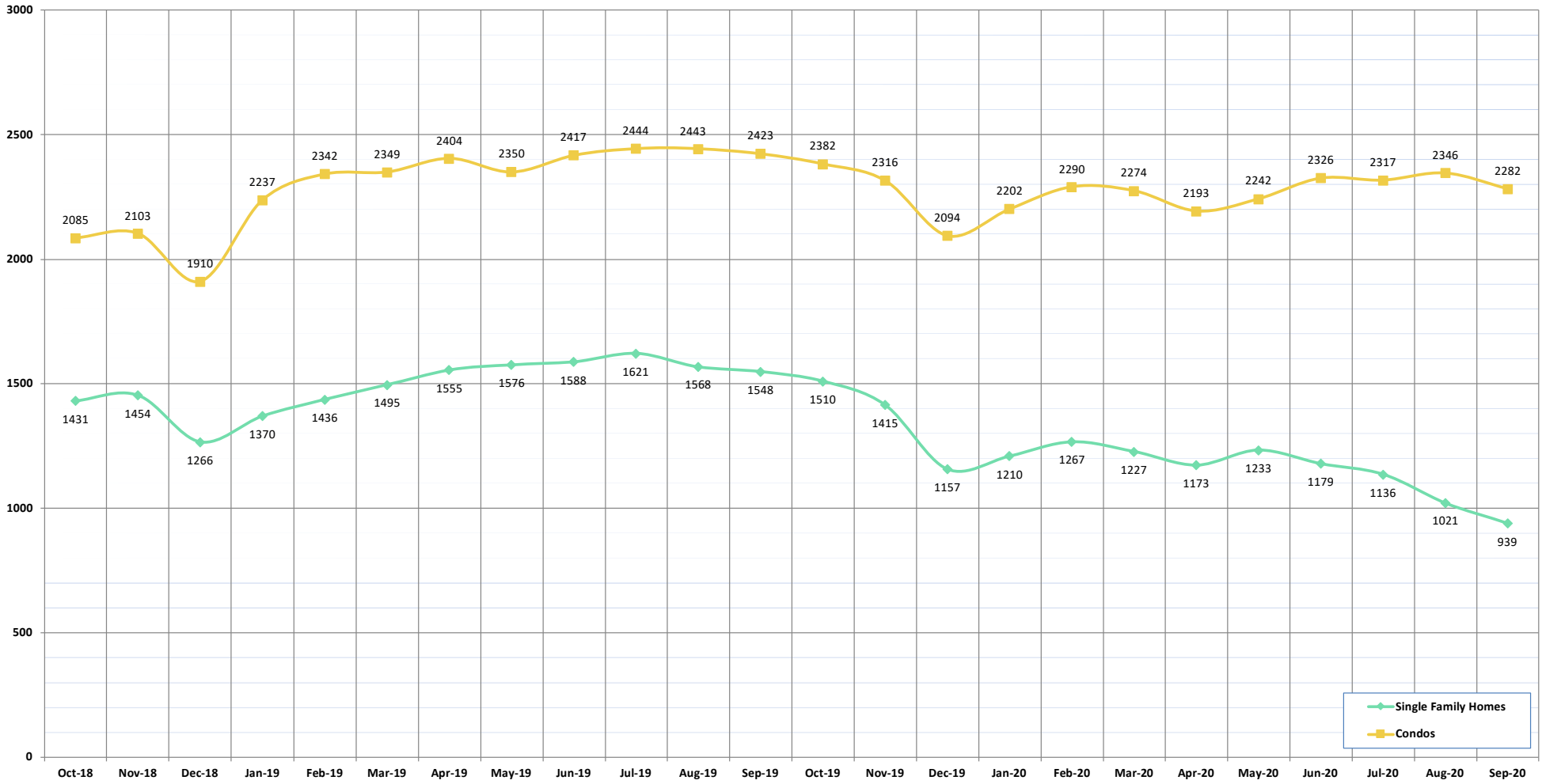
Active Listings

September 2020

OAHU, HAWAII

(The number of properties available for purchase during a given month)



ACTIVE LISTINGS:	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Single Family Homes	1431	1454	1266	1370	1436	1495	1555	1576	1588	1621	1568	1548	1510	1415	1157	1210	1267	1227	1173	1233	1179	1136	1021	939
Condos	2085	2103	1910	2237	2342	2349	2404	2350	2417	2444	2443	2423	2382	2316	2094	2202	2290	2274	2193	2242	2326	2317	2346	2282
TOTAL	3516	3557	3176	3607	3778	3844	3959	3926	4005	4065	4011	3971	3892	3731	3251	3412	3557	3501	3366	3475	3505	3453	3367	3221

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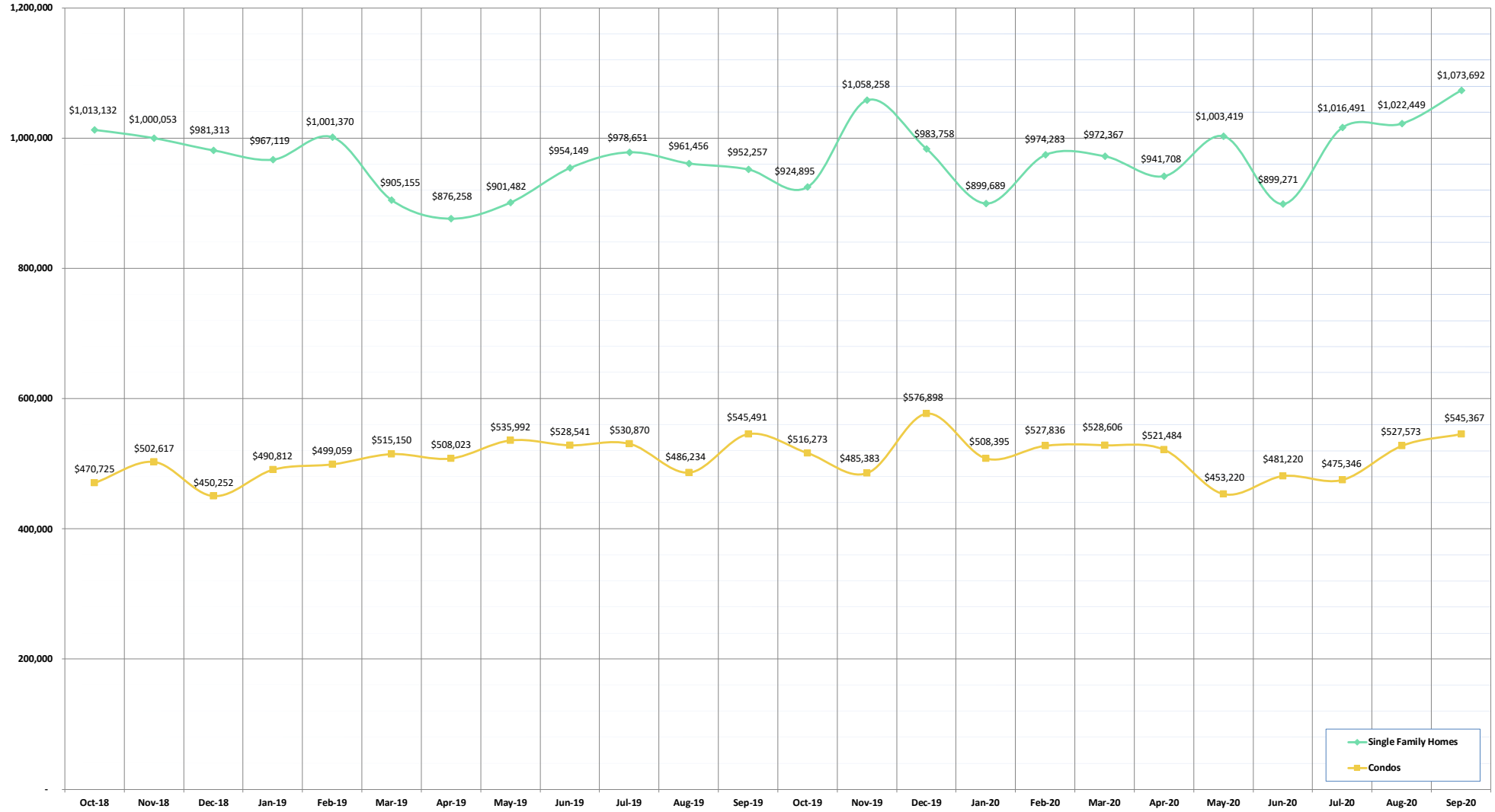
Average Sales Price

September 2020

OAHU, HAWAII

(The average sales price for all closed sales in a given month)



AVERAGE SALES PRICE:	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Single Family Homes	1,013,132	1,000,053	981,313	967,119	1,001,370	905,155	876,258	901,482	954,149	978,651	961,456	952,257	924,895	1,058,258	983,758	899,689	974,283	972,367	941,708	1,003,419	899,271	1,016,491	1,022,449	1,073,692
Condos	470,725	502,617	450,252	490,812	499,059	515,150	508,023	535,992	528,541	530,870	486,234	545,491	516,273	485,383	576,898	508,395	527,836	528,606	521,484	453,220	481,220	475,346	527,573	545,367

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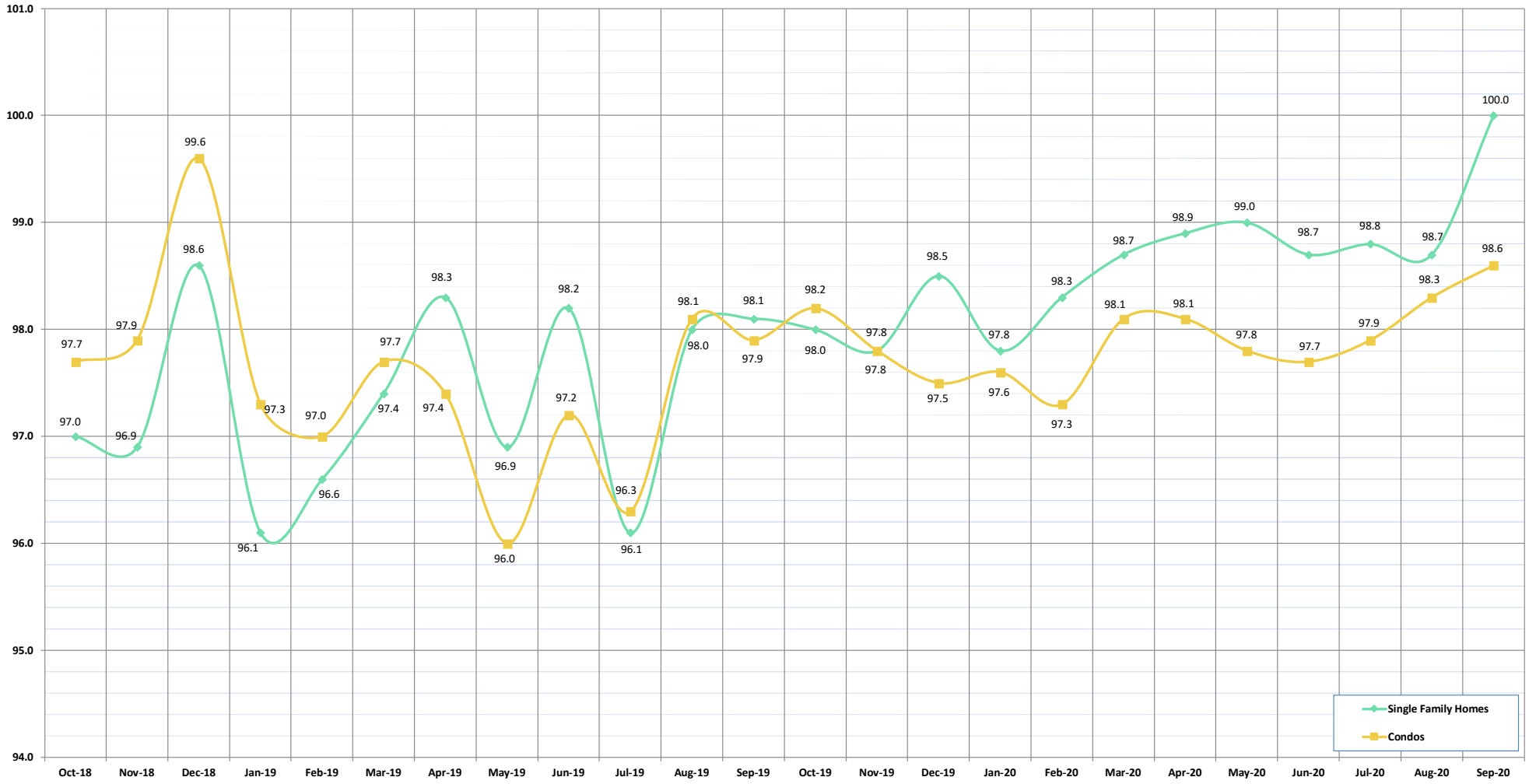
Percent of Original List Price Received

September 2020

OAHU, HAWAII

(The percentage found when dividing a property's sales price by the original list price)



% OF ORIGINAL LIST PRICE RECEIVED:	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Single Family Homes	97.0	96.9	98.6	96.1	96.6	97.4	98.3	96.9	98.2	96.1	98.0	98.1	98.0	97.8	98.5	97.8	98.3	98.7	98.9	99.0	98.7	98.8	98.7	100.0
Condos	97.7	97.9	99.6	97.3	97.0	97.7	97.4	96.0	97.2	96.3	98.1	97.9	98.2	97.8	97.5	97.6	97.3	98.1	98.1	97.8	97.7	97.9	98.3	98.6

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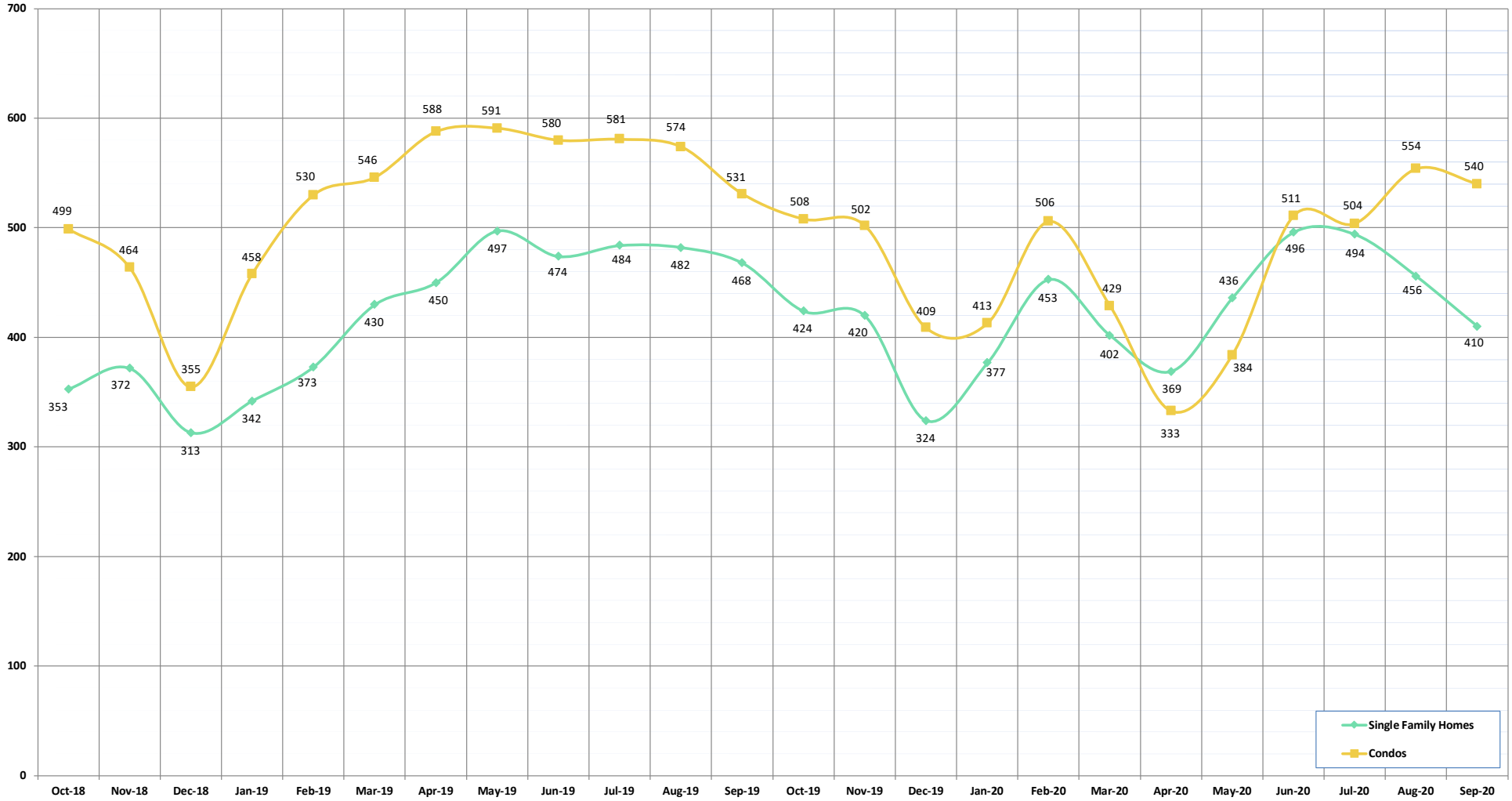
Active Continue to Show

September 2020

OAHU, HAWAII

(A count of the properties that are in "ES" status during the current month)



ACTIVE CONTINUE TO SHOW:	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
Single Family Homes	353	372	313	342	373	430	450	497	474	484	482	468	424	420	324	377	453	402	369	436	496	494	456	410
Condos	499	464	355	458	530	546	588	591	580	581	574	531	508	502	409	413	506	429	333	384	511	504	554	540
TOTAL	852	836	668	800	903	976	1038	1088	1054	1065	1056	999	932	922	733	790	959	831	702	820	1007	998	1010	950

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Housing Supply Overview

September 2020

OAHU, HAWAII

Single Family Homes	Pending Sales			Days on Market			Percentage of Original Price Received			Inventory of Homes for Sale			Months Supply of Inventory		
	Sep-20	Sep-19	%	Sep-20	Sep-19	%	Sep-20	Sep-19	%	Sep-20	Sep-19	%	Sep-20	Sep-19	%
$350,000 and Below	51	58	-12.1%	75	61	23.0%	93.4%	93.0%	0.4%	9	20	-55.0%	1.9	4.0	-50.9%
$350,001 - $475,000	130	116	12.1%	43	20	112.3%	96.6%	97.3%	-0.7%	22	28	-21.4%	2.2	2.4	-9.2%
$475,001 - $550,000	166	199	-16.6%	18	33	-46.7%	98.2%	97.3%	0.9%	29	51	-43.1%	1.8	2.8	-35.5%
$550,001 - $650,000	509	533	-4.5%	19	29	-33.8%	99.0%	98.0%	1.1%	56	148	-62.2%	1.3	3.5	-64.3%
$650,001 - $800,000	1140	1117	2.1%	15	26	-41.6%	99.4%	97.6%	1.9%	129	301	-57.1%	1.3	3.4	-60.4%
$800,001 - $1.1M	1161	1017	14.2%	20	23	-12.3%	98.6%	97.1%	1.6%	212	380	-44.2%	2.3	4.5	-48.0%
$1.1M - $1.9M	671	576	16.5%	31	31	1.9%	96.9%	94.3%	2.7%	258	342	-24.6%	5.1	6.9	-26.0%
$1.9M and Above	190	177	7.3%	68	39	77.1%	93.8%	92.2%	1.7%	224	278	-19.4%	14.8	17.9	-17.5%
All Single Family Homes	**4018**	**3793**	**5.9%**	**20**	**25**	**-20.4%**	**98.6%**	**97.4%**	**1.2%**	**939**	**1548**	**-39.3%**	**2.9**	**4.9**	**-41.7%**

Condos	Pending Sales			Days on Market			Percentage of Original Price Received			Inventory of Homes for Sale			Months Supply of Inventory		
	Sep-20	Sep-19	%	Sep-20	Sep-19	%	Sep-20	Sep-19	%	Sep-20	Sep-19	%	Sep-20	Sep-19	%
$150,000 and below	204	234	-12.8%	48	39	21.4%	92.8%	92.0%	0.8%	132	113	16.8%	7.2	5.2	36.5%
$150,001 - $200,000	187	258	-27.5%	44	33	32.2%	94.3%	96.1%	-1.9%	126	103	22.3%	6.9	4.7	47.7%
$200,001 - $250,000	279	379	-26.4%	35	27	29.4%	96.7%	96.8%	-0.1%	180	134	34.3%	6.6	4.2	57.1%
$250,001 - $300,000	311	415	-25.1%	40	28	39.0%	97.1%	97.3%	-0.2%	173	156	10.9%	5.8	4.3	33.5%
$300,001 - $375,000	777	947	-18.0%	29	20	47.8%	97.6%	98.2%	-0.6%	292	282	3.5%	4.0	3.5	12.0%
$375,001 - $475,000	1104	1120	-1.4%	23	22	0.7%	98.6%	97.7%	1.0%	362	422	-14.2%	3.9	4.3	-9.6%
$475,001 - $700,000	1421	1471	-3.4%	22	27	-16.6%	98.7%	97.8%	1.0%	464	607	-23.6%	3.7	4.8	-22.2%
$700,001 and above	624	781	-20.1%	45	39	14.2%	96.8%	96.5%	0.3%	553	606	-8.7%	8.9	9.1	-2.7%
All Condos	**4907**	**5605**	**-12.5%**	**28**	**25**	**9.2%**	**97.9%**	**97.5%**	**0.4%**	**2282**	**2423**	**-5.8%**	**5.1**	**5.0**	**1.6%**

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

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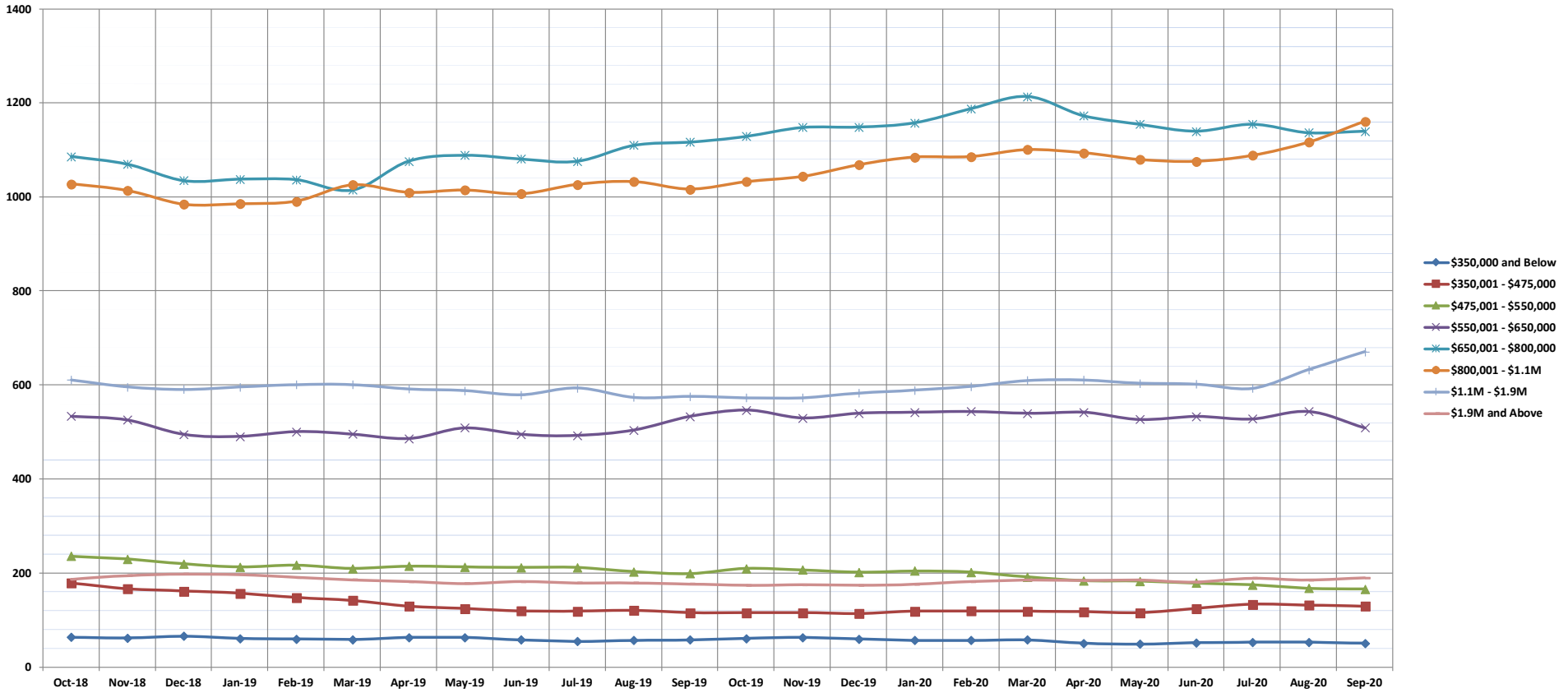
Pending Sales

September 2020

Single Family Homes: Monthly, by Price Range

(A count of properties that have offers accepted on them in a given month. Based on a 12 month rolling total.)



	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
$350,000 and Below	64	62	66	61	60	59	63	63	58	55	57	58	61	63	60	57	57	58	51	49	52	53	53	51
$350,001 - $475,000	179	167	162	157	148	142	130	125	120	119	121	116	116	116	114	119	120	119	118	116	125	134	132	130
$475,001 - $550,000	236	230	220	213	217	210	215	213	212	212	203	199	210	207	202	205	202	192	184	183	179	175	168	166
$550,001 - $650,000	534	526	495	491	501	496	486	509	495	493	504	533	547	530	540	542	544	540	542	527	533	528	544	509
$650,001 - $800,000	1086	1070	1035	1038	1037	1015	1076	1089	1081	1076	1110	1117	1129	1148	1149	1158	1188	1214	1173	1155	1140	1155	1137	1140
$800,001 - $1.1M	1028	1014	985	986	991	1026	1010	1015	1007	1027	1033	1017	1033	1044	1069	1085	1086	1101	1094	1080	1076	1089	1117	1161
$1.1M - $1.9M	611	596	591	596	601	601	592	588	579	594	574	576	573	573	583	589	597	610	611	604	602	593	633	671
$1.9M and Above	187	195	198	197	191	186	182	178	182	179	179	177	174	175	174	176	182	185	184	185	181	189	185	190
All Single Family Homes	3925	3860	3752	3739	3746	3735	3754	3780	3734	3755	3781	3793	3843	3856	3891	3931	3976	4019	3957	3899	3888	3916	3969	4018

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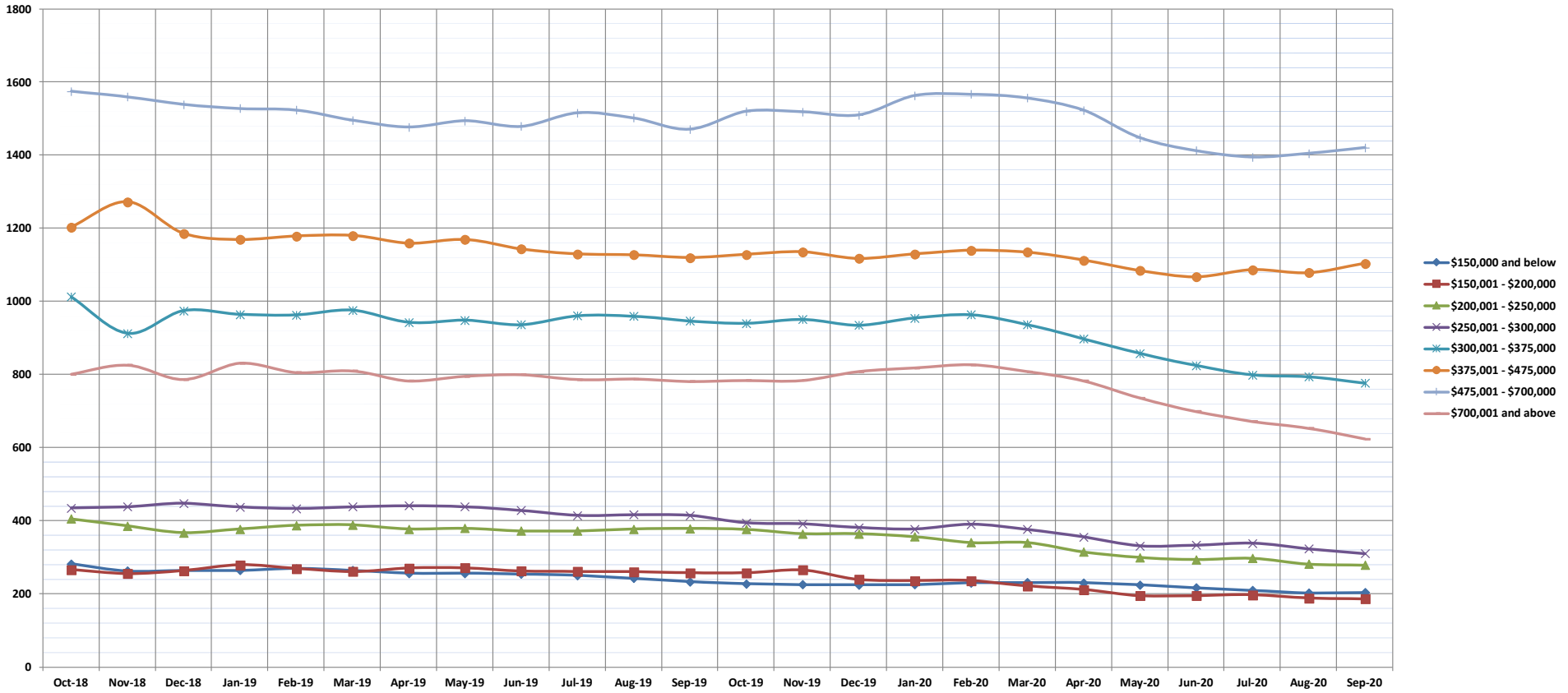
Pending Sales

September 2020

Condos: Monthly, by Price Range

(A count of properties that have offers accepted on them in a given month. Based on a 12 month rolling total.)



	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
$150,000 and below	283	263	264	265	270	265	257	257	255	251	243	234	228	226	225	226	231	232	231	225	217	210	203	204
$150,001 - $200,000	267	256	264	280	270	262	271	272	263	262	261	258	258	266	240	237	237	222	212	196	196	198	189	187
$200,001 - $250,000	406	386	368	378	388	389	378	380	373	373	378	379	377	365	365	357	341	340	315	300	294	298	282	279
$250,001 - $300,000	435	439	448	438	434	439	442	439	429	415	417	415	395	392	382	378	391	377	356	332	334	339	324	311
$300,001 - $375,000	1013	913	975	965	963	976	943	949	937	961	960	947	940	951	935	955	964	937	898	858	825	799	794	777
$375,001 - $475,000	1204	1273	1186	1170	1179	1181	1160	1170	1144	1130	1128	1120	1129	1136	1118	1130	1140	1135	1113	1085	1068	1087	1079	1104
$475,001 - $700,000	1575	1560	1539	1528	1524	1496	1477	1494	1479	1516	1502	1471	1520	1519	1510	1563	1567	1557	1523	1448	1413	1395	1405	1421
$700,001 and above	801	826	786	831	806	810	783	795	800	786	788	781	784	784	808	818	827	808	783	736	699	672	653	624
All Condos	5984	5916	5830	5855	5834	5818	5711	5756	5680	5694	5677	5605	5631	5639	5583	5664	5698	5608	5431	5180	5046	4998	4929	4907

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

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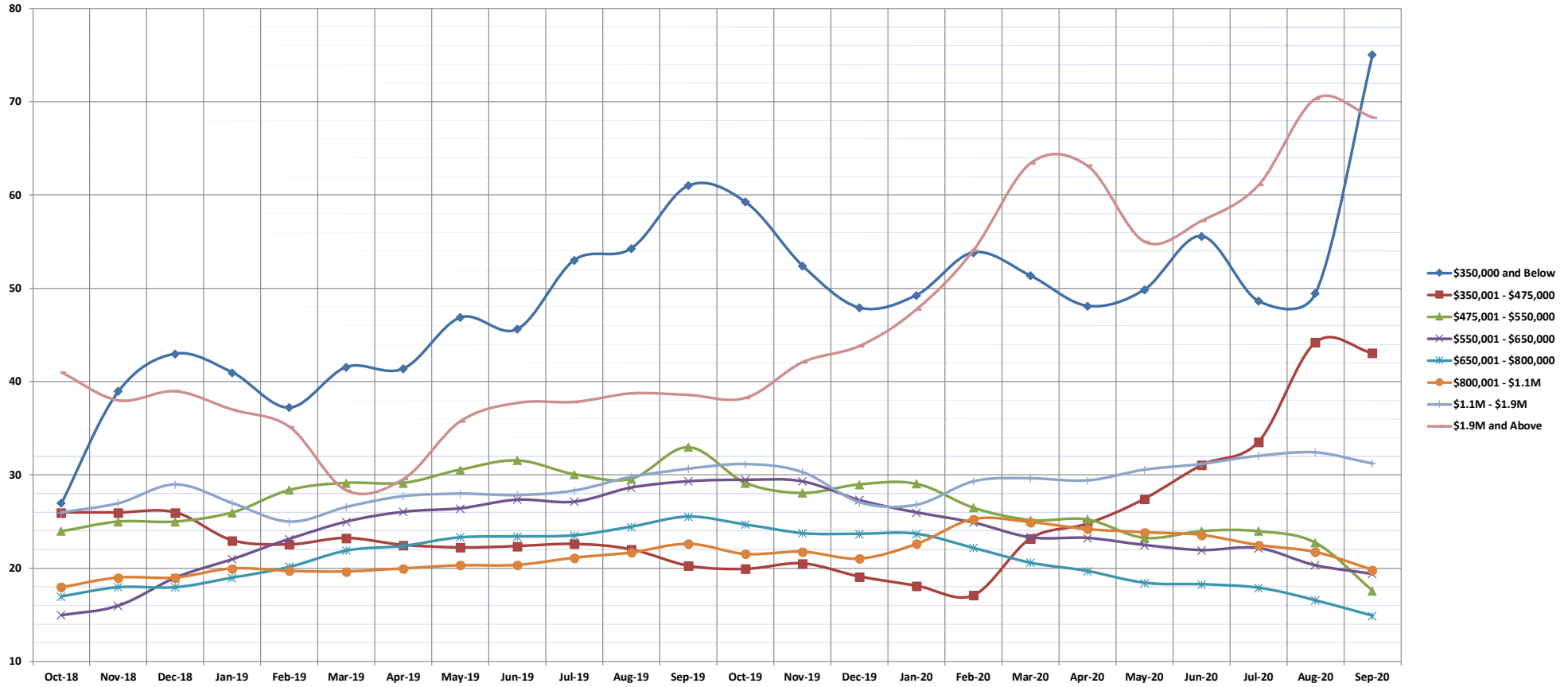
Days on Market Until Sale

September 2020

Single Family Homes: Monthly, by Price Range

(The median number of days between when a property is first listed and when an offer is accepted. Based on a 12 month rolling median.)



	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
$350,000 and Below	27	39	43	41	37	42	41	47	46	53	54	61	59	52	48	49	54	51	48	50	56	49	50	75
$350,001 - $475,000	26	26	26	23	23	23	23	22	22	23	22	20	20	21	19	18	17	23	25	27	31	34	44	43
$475,001 - $550,000	24	25	25	26	28	29	29	31	32	30	30	33	29	28	29	29	27	25	25	23	24	24	23	18
$550,001 - $650,000	15	16	19	21	23	25	26	26	27	27	29	29	30	29	27	26	25	23	23	23	22	22	20	19
$650,001 - $800,000	17	18	18	19	20	22	22	23	23	24	24	26	25	24	24	24	22	21	20	18	18	18	17	15
$800,001 - $1.1M	18	19	19	20	20	20	20	20	20	21	22	23	22	22	21	23	25	25	24	24	24	23	22	20
$1.1M - $1.9M	26	27	29	27	25	27	28	28	28	28	30	31	31	30	27	27	29	30	29	31	31	32	32	31
$1.9M and Above	41	38	39	37	35	28	30	36	38	38	39	39	38	42	44	48	54	63	63	55	57	61	70	68
All Single Family Homes	18	19	19	20	20	21	22	22	23	23	24	25	24	24	23	24	25	24	23	23	23	23	22	20

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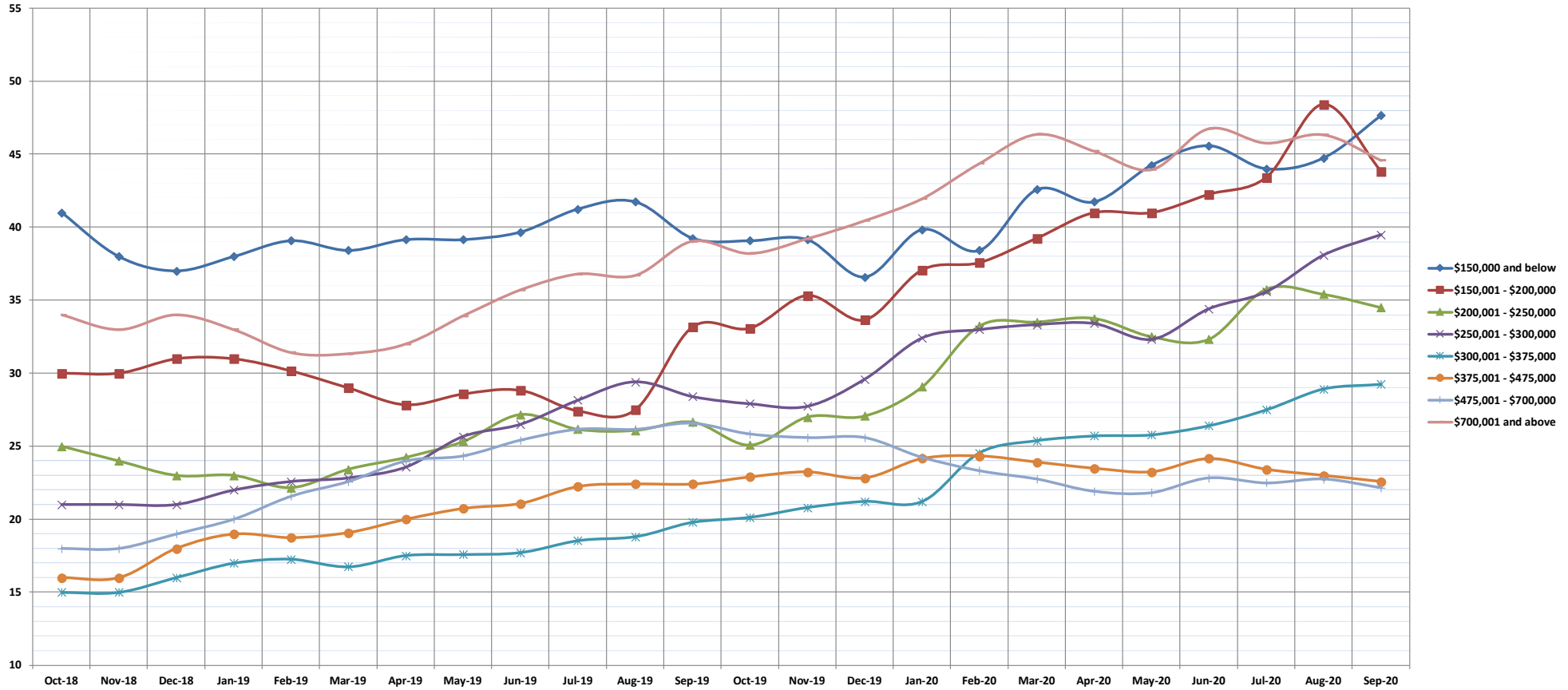
Days on Market Until Sale

September 2020

Condos: Monthly, by Price Range

(The median number of days between when a property is first listed and when an offer is accepted. Based on a 12 month rolling median.)



	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
$150,000 and below	41	38	37	38	39	38	39	39	40	41	42	39	39	39	37	40	38	43	42	44	46	44	45	48
$150,001 - $200,000	30	30	31	31	30	29	28	29	29	27	28	33	33	35	34	37	38	39	41	41	42	43	48	44
$200,001 - $250,000	25	24	23	23	22	23	24	25	27	26	26	27	25	27	27	29	33	34	34	33	32	36	35	35
$250,001 - $300,000	21	21	21	22	23	23	24	26	27	28	29	28	28	28	30	32	33	33	33	32	34	36	38	40
$300,001 - $375,000	15	15	16	17	17	17	18	18	18	19	19	20	20	21	21	21	25	25	26	26	26	28	29	29
$375,001 - $475,000	16	16	18	19	19	19	20	21	21	22	22	22	23	23	23	24	24	24	24	23	24	23	23	23
$475,001 - $700,000	18	18	19	20	22	23	24	24	25	26	26	27	26	26	26	24	23	23	22	22	23	23	23	22
$700,001 and above	34	33	34	33	31	31	32	34	36	37	37	39	38	39	40	42	44	46	45	44	47	46	46	45
All Condos	19	20	20	21	21	21	22	23	24	24	25	25	25	26	26	27	27	28	27	27	28	28	28	28

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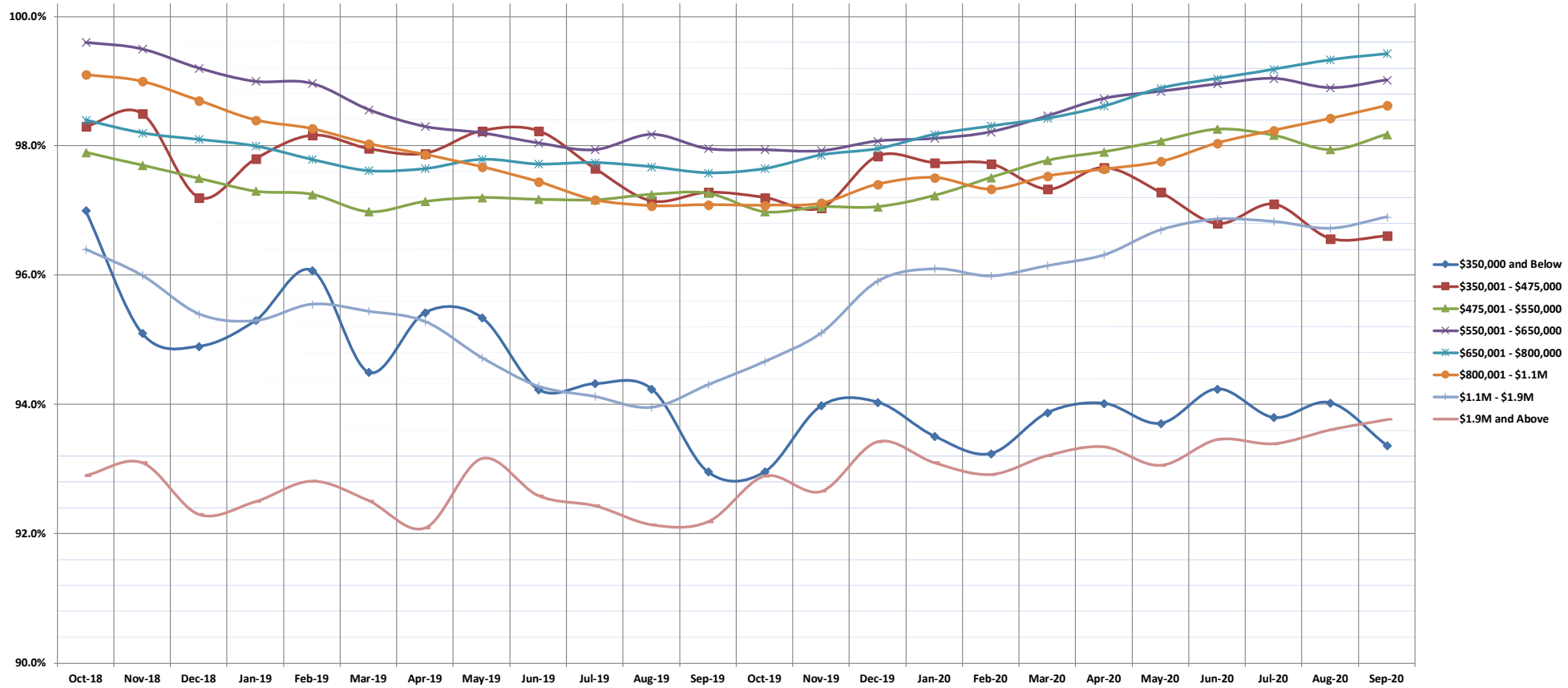
Percentage of Original List Price Received

September 2020

Single Family Homes: Monthly, by Price Range

(The average percentage found when dividing a property's sales price by the original list price. Based on a rolling 12 month average.)



	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
$350,000 and Below	97.0%	95.1%	94.9%	95.3%	96.1%	94.5%	95.4%	95.3%	94.2%	94.3%	94.2%	93.0%	93.0%	94.0%	94.0%	93.5%	93.2%	93.9%	94.0%	93.7%	94.2%	93.8%	94.0%	93.4%
$350,001 - $475,000	98.3%	98.5%	97.2%	97.8%	98.2%	98.0%	97.9%	98.2%	98.2%	97.7%	97.2%	97.3%	97.2%	97.0%	97.8%	97.7%	97.7%	97.3%	97.7%	97.3%	96.8%	97.1%	96.6%	96.6%
$475,001 - $550,000	97.9%	97.7%	97.5%	97.3%	97.3%	97.0%	97.1%	97.2%	97.2%	97.2%	97.3%	97.3%	97.0%	97.1%	97.1%	97.2%	97.5%	97.8%	97.9%	98.1%	98.3%	98.2%	97.9%	98.2%
$550,001 - $650,000	99.6%	99.5%	99.2%	99.0%	99.0%	98.6%	98.3%	98.2%	98.0%	97.9%	98.2%	98.0%	97.9%	97.9%	98.1%	98.1%	98.2%	98.5%	98.7%	98.8%	99.0%	99.0%	98.9%	99.0%
$650,001 - $800,000	98.4%	98.2%	98.1%	98.0%	97.8%	97.6%	97.7%	97.8%	97.7%	97.7%	97.7%	97.6%	97.7%	97.9%	98.0%	98.2%	98.3%	98.4%	98.6%	98.9%	99.0%	99.2%	99.3%	99.4%
$800,001 - $1.1M	99.1%	99.0%	98.7%	98.4%	98.3%	98.0%	97.9%	97.7%	97.4%	97.2%	97.1%	97.1%	97.1%	97.1%	97.4%	97.5%	97.3%	97.5%	97.6%	97.8%	98.0%	98.2%	98.4%	98.6%
$1.1M - $1.9M	96.4%	96.0%	95.4%	95.3%	95.6%	95.4%	95.3%	94.7%	94.3%	94.1%	94.0%	94.3%	94.7%	95.1%	95.9%	96.1%	96.0%	96.2%	96.3%	96.7%	96.9%	96.8%	96.7%	96.9%
$1.9M and Above	92.9%	93.1%	92.3%	92.5%	92.8%	92.5%	92.1%	93.2%	92.6%	92.4%	92.1%	92.2%	92.9%	92.7%	93.4%	93.1%	92.9%	93.2%	93.3%	93.1%	93.5%	93.4%	93.6%	93.8%
All Single Family Homes	98.4%	98.3%	98.4%	98.2%	97.9%	97.9%	97.9%	97.9%	97.8%	97.6%	97.5%	97.4%	97.5%	97.6%	97.5%	97.7%	97.8%	97.9%	98.0%	98.1%	98.2%	98.4%	98.5%	98.6%

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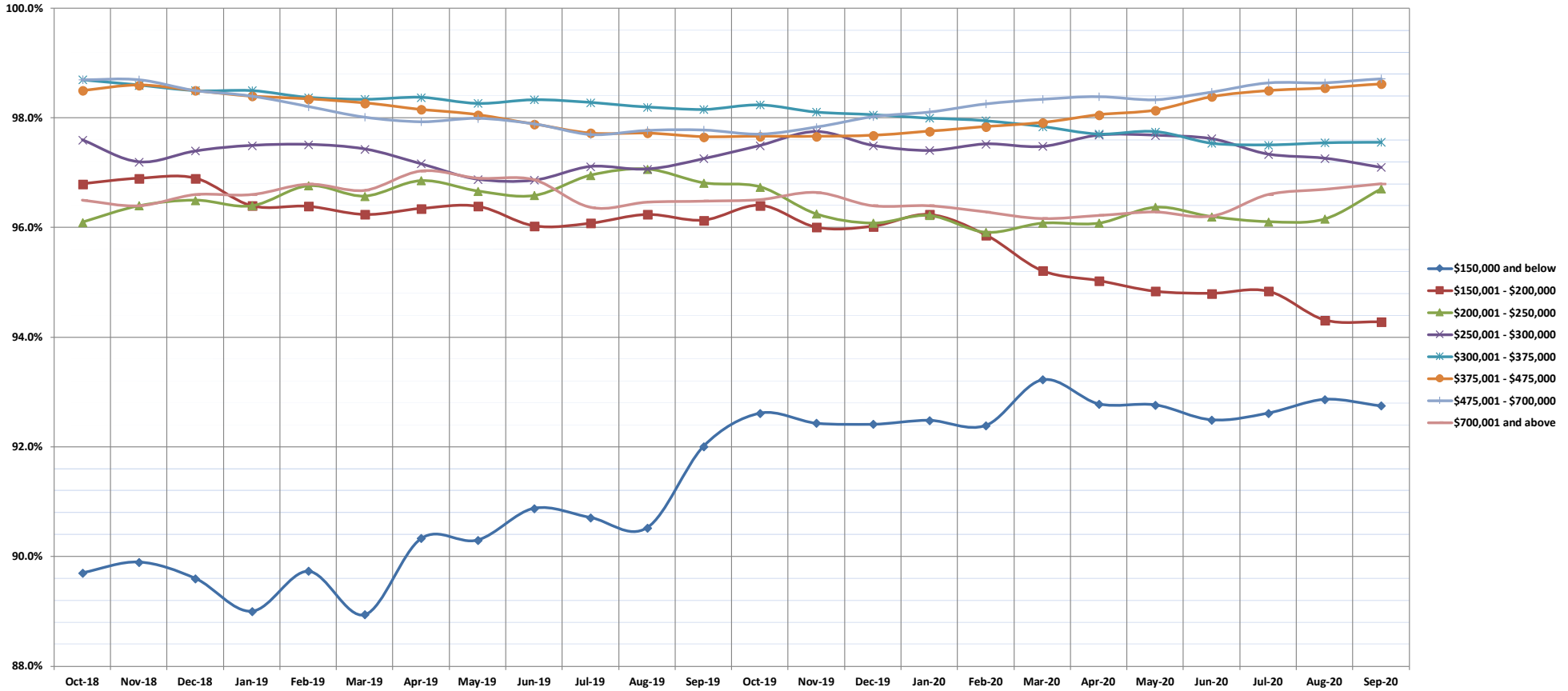
Percentage of Original List Price Received

September 2020

Condos: Monthly, by Price Range

(The average percentage found when dividing a property's sales price by the original list price. Based on a rolling 12 month average.)



	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
$150,000 and below	89.7%	89.9%	89.6%	89.0%	89.7%	88.9%	90.3%	90.3%	90.9%	90.7%	90.5%	92.0%	92.6%	92.4%	92.4%	92.5%	92.4%	93.2%	92.8%	92.8%	92.5%	92.6%	92.9%	92.8%
$150,001 - $200,000	96.8%	96.9%	96.9%	96.4%	96.4%	96.2%	96.4%	96.4%	96.0%	96.1%	96.2%	96.1%	96.4%	96.0%	96.0%	96.2%	95.9%	95.2%	95.0%	94.8%	94.8%	94.8%	94.3%	94.3%
$200,001 - $250,000	96.1%	96.4%	96.5%	96.4%	96.8%	96.6%	96.9%	96.7%	96.6%	97.0%	97.1%	96.8%	96.7%	96.3%	96.1%	96.2%	95.9%	96.1%	96.1%	96.4%	96.2%	96.1%	96.2%	96.7%
$250,001 - $300,000	97.6%	97.2%	97.4%	97.5%	97.5%	97.4%	97.2%	96.9%	96.9%	97.1%	97.1%	97.3%	97.5%	97.8%	97.5%	97.4%	97.5%	97.5%	97.7%	97.7%	97.6%	97.3%	97.3%	97.1%
$300,001 - $375,000	98.7%	98.6%	98.5%	98.5%	98.4%	98.3%	98.4%	98.3%	98.3%	98.3%	98.2%	98.2%	98.2%	98.1%	98.1%	98.0%	98.0%	97.8%	97.7%	97.8%	97.5%	97.5%	97.6%	97.6%
$375,001 - $475,000	98.5%	98.6%	98.5%	98.4%	98.4%	98.3%	98.2%	98.1%	97.9%	97.7%	97.7%	97.7%	97.7%	97.7%	97.7%	97.8%	97.8%	97.9%	98.1%	98.1%	98.4%	98.5%	98.6%	98.6%
$475,001 - $700,000	98.7%	98.7%	98.5%	98.4%	98.2%	98.0%	97.9%	98.0%	97.9%	97.7%	97.8%	97.8%	97.7%	97.8%	98.0%	98.1%	98.3%	98.3%	98.4%	98.3%	98.5%	98.6%	98.6%	98.7%
$700,001 and above	96.5%	96.4%	96.6%	96.6%	96.8%	96.7%	97.0%	96.9%	96.9%	96.4%	96.5%	96.5%	96.5%	96.6%	96.4%	96.4%	96.3%	96.2%	96.2%	96.3%	96.2%	96.6%	96.7%	96.8%
All Condos	98.3%	98.2%	98.3%	98.3%	98.2%	98.1%	98.0%	97.9%	97.8%	97.6%	97.6%	97.5%	97.5%	97.5%	97.3%	97.4%	97.4%	97.4%	97.5%	97.6%	97.7%	97.8%	97.8%	97.9%

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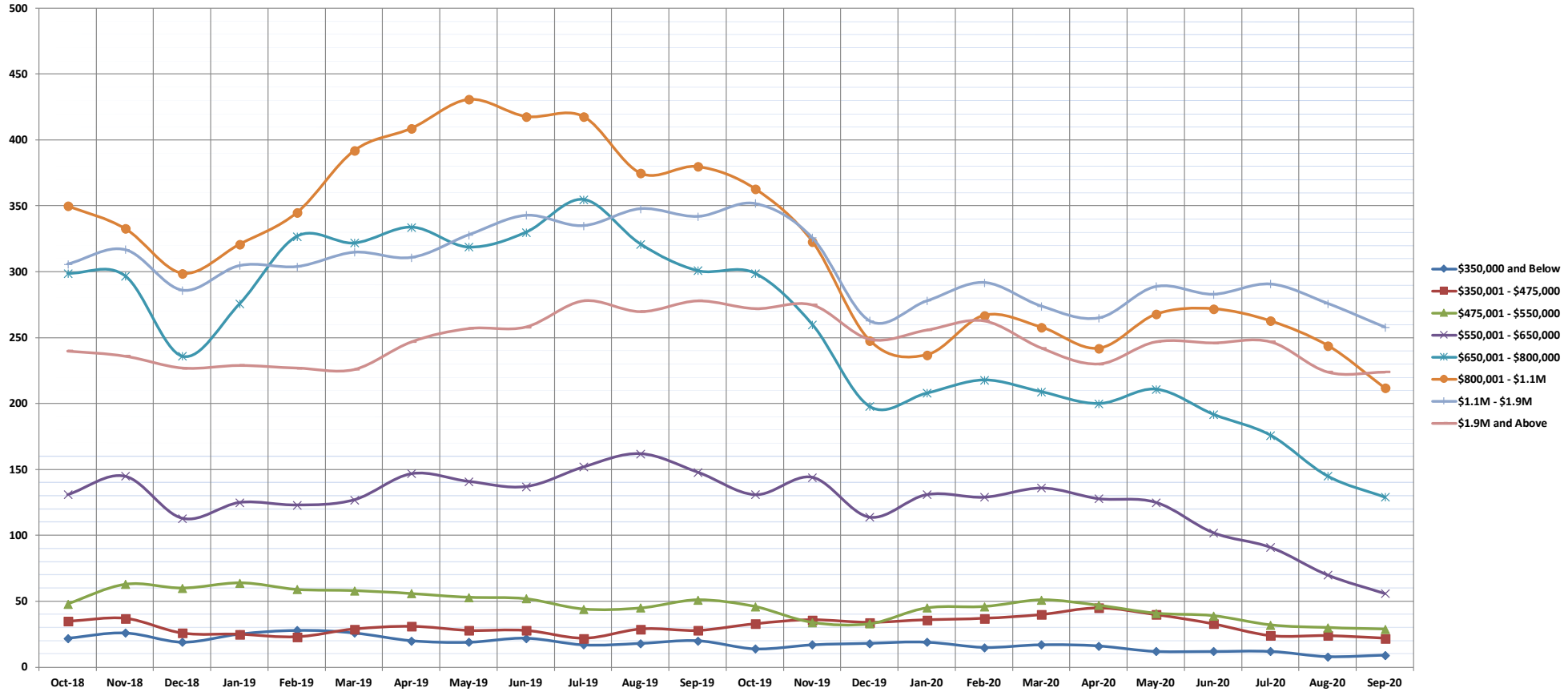
Inventory of Homes for Sale

September 2020

Single Family Homes: Monthly, by Price Range

(The number of properties available for sale in active status at the end of a given month)



	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
$350,000 and Below	22	26	19	25	28	26	20	19	22	17	18	20	14	17	18	19	15	17	16	12	12	12	8	9
$350,001 - $475,000	35	37	26	25	23	29	31	28	28	22	29	28	33	36	34	36	37	40	45	40	33	24	24	22
$475,001 - $550,000	48	63	60	64	59	58	56	53	52	44	45	51	46	34	33	45	46	51	47	41	39	32	30	29
$550,001 - $650,000	131	145	113	125	123	127	147	141	137	152	162	148	131	144	114	131	129	136	128	125	102	91	70	56
$650,001 - $800,000	299	297	236	276	327	322	334	319	330	355	321	301	299	260	198	208	218	209	200	211	192	176	145	129
$800,001 - $1.1M	350	333	299	321	345	392	409	431	418	418	375	380	363	323	248	237	267	258	242	268	272	263	244	212
$1.1M - $1.9M	306	317	286	305	304	315	311	328	343	335	348	342	352	326	263	278	292	274	265	289	283	291	276	258
$1.9M and Above	240	236	227	229	227	226	247	257	258	278	270	278	272	275	249	256	263	242	230	247	246	247	224	224
All Single Family Homes	1431	1454	1266	1370	1436	1495	1555	1576	1588	1621	1568	1548	1510	1415	1157	1210	1267	1227	1173	1233	1179	1136	1021	939

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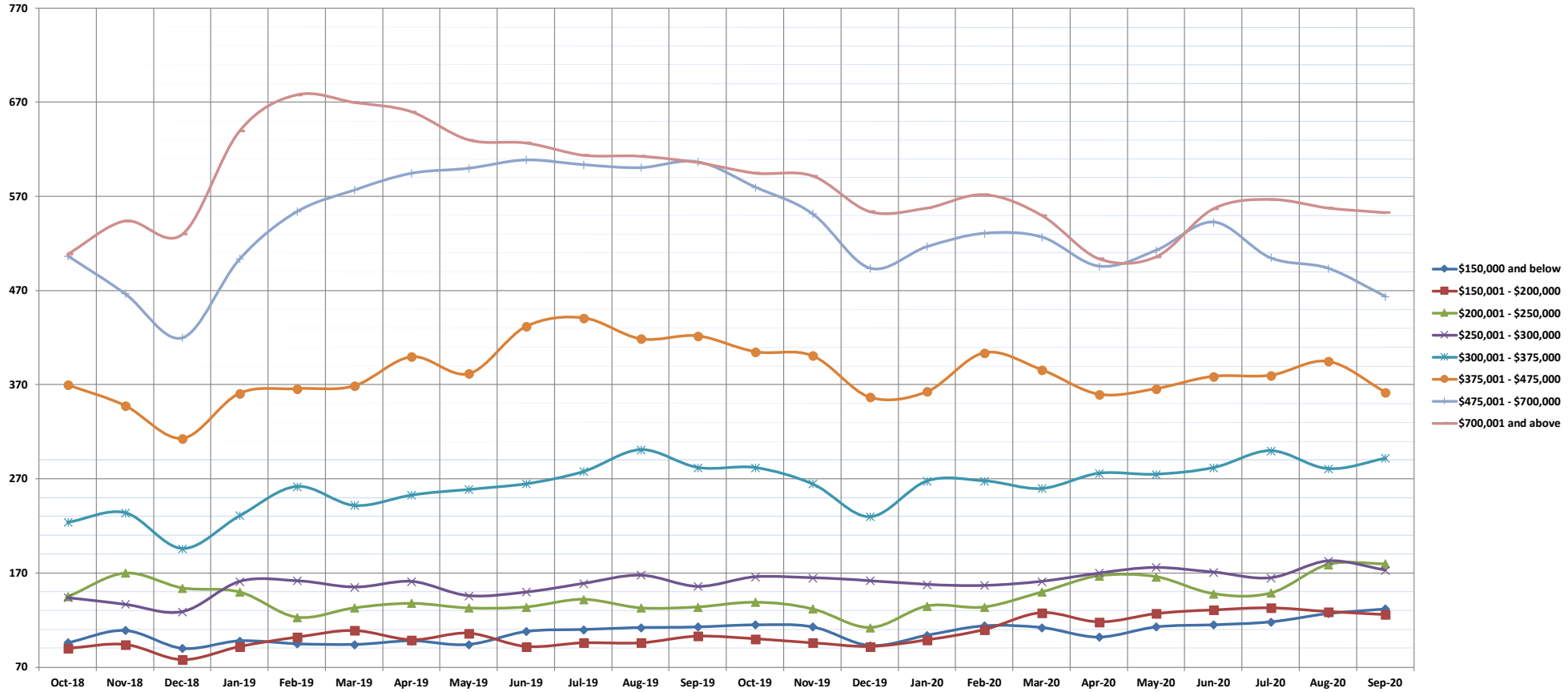
Inventory of Homes for Sale

September 2020

Condos: Monthly, by Price Range

(The number of properties available for sale in active status at the end of a given month)



	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
$150,000 and below	96	109	90	98	95	94	98	94	108	110	112	113	115	113	93	104	114	112	102	113	115	118	127	132
$150,001 - $200,000	90	94	78	92	102	109	99	106	92	96	96	103	100	96	92	99	110	128	118	127	131	133	129	126
$200,001 - $250,000	145	170	154	150	123	133	138	133	134	142	133	134	139	132	112	135	134	150	167	166	148	149	179	180
$250,001 - $300,000	144	137	129	161	162	155	161	146	150	159	168	156	166	165	162	158	157	161	170	176	171	165	183	173
$300,001 - $375,000	224	234	196	231	262	242	253	259	265	278	301	282	282	265	230	268	268	260	276	275	282	300	281	292
$375,001 - $475,000	370	348	313	361	366	369	400	382	432	441	419	422	405	401	357	363	404	386	360	366	379	380	395	362
$475,001 - $700,000	507	467	420	504	554	577	595	600	609	604	601	607	580	552	494	517	531	527	496	513	543	505	494	464
$700,001 and above	509	544	530	640	678	670	660	630	627	614	613	606	595	592	554	558	572	550	504	506	557	567	558	553
All Condos	2085	2103	1910	2237	2342	2349	2404	2350	2417	2444	2443	2423	2382	2316	2094	2202	2290	2274	2193	2242	2326	2317	2346	2282

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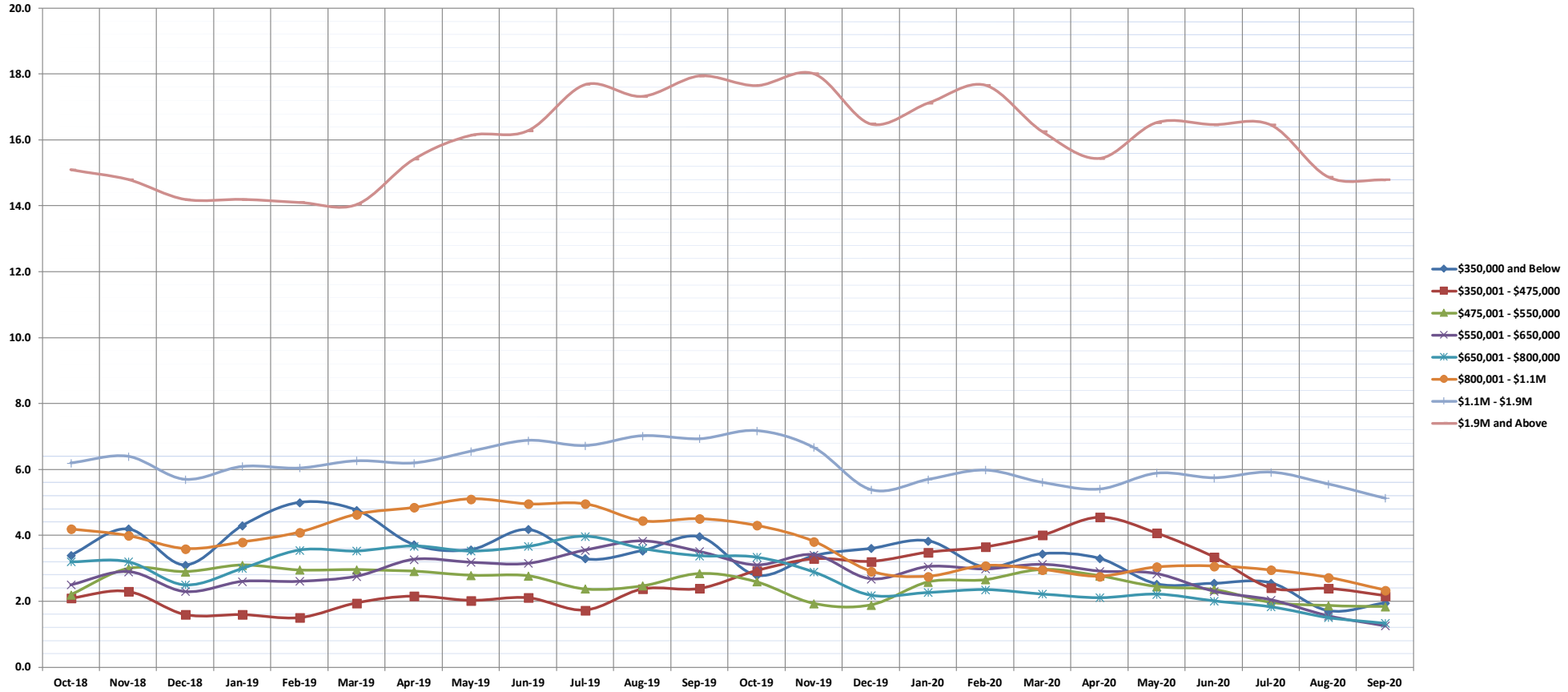
Months Supply of Inventory

September 2020

Single Family Homes: Monthly, by Price Range

(Compares the number of active listings available to the average monthly pending sales from the last 12 months)



	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
$350,000 and Below	3.4	4.2	3.1	4.3	5.0	4.8	3.7	3.6	4.2	3.3	3.5	4.0	2.8	3.4	3.6	3.8	3.0	3.4	3.3	2.5	2.5	2.6	1.7	1.9
$350,001 - $475,000	2.1	2.3	1.6	1.6	1.5	2.0	2.2	2.0	2.1	1.7	2.4	2.4	2.9	3.3	3.2	3.5	3.7	4.0	4.6	4.1	3.3	2.4	2.4	2.2
$475,001 - $550,000	2.2	3.0	2.9	3.1	3.0	3.0	2.9	2.8	2.8	2.4	2.5	2.8	2.6	1.9	1.9	2.6	2.7	3.0	2.8	2.4	2.4	2.0	1.9	1.8
$550,001 - $650,000	2.5	2.9	2.3	2.6	2.6	2.8	3.3	3.2	3.2	3.6	3.8	3.5	3.1	3.4	2.7	3.1	3.0	3.1	2.9	2.8	2.3	2.0	1.6	1.3
$650,001 - $800,000	3.2	3.2	2.5	3.0	3.6	3.5	3.7	3.5	3.7	4.0	3.6	3.4	3.3	2.9	2.2	2.3	2.4	2.2	2.1	2.2	2.0	1.8	1.5	1.3
$800,001 - $1.1M	4.2	4.0	3.6	3.8	4.1	4.6	4.8	5.1	5.0	5.0	4.4	4.5	4.3	3.8	2.9	2.8	3.1	3.0	2.8	3.0	3.1	3.0	2.7	2.3
$1.1M - $1.9M	6.2	6.4	5.7	6.1	6.0	6.3	6.2	6.6	6.9	6.7	7.0	6.9	7.2	6.7	5.4	5.7	6.0	5.6	5.4	5.9	5.8	5.9	5.6	5.1
$1.9M and Above	15.1	14.8	14.2	14.2	14.1	14.0	15.4	16.1	16.3	17.7	17.3	17.9	17.7	18.0	16.5	17.1	17.7	16.3	15.4	16.5	16.5	16.5	14.9	14.8
All Single Family Homes	4.2	4.3	3.8	4.1	4.3	4.6	4.8	4.9	5.0	5.1	5.0	4.9	4.8	4.5	3.7	3.8	4.0	3.8	3.6	3.8	3.6	3.5	3.1	2.9

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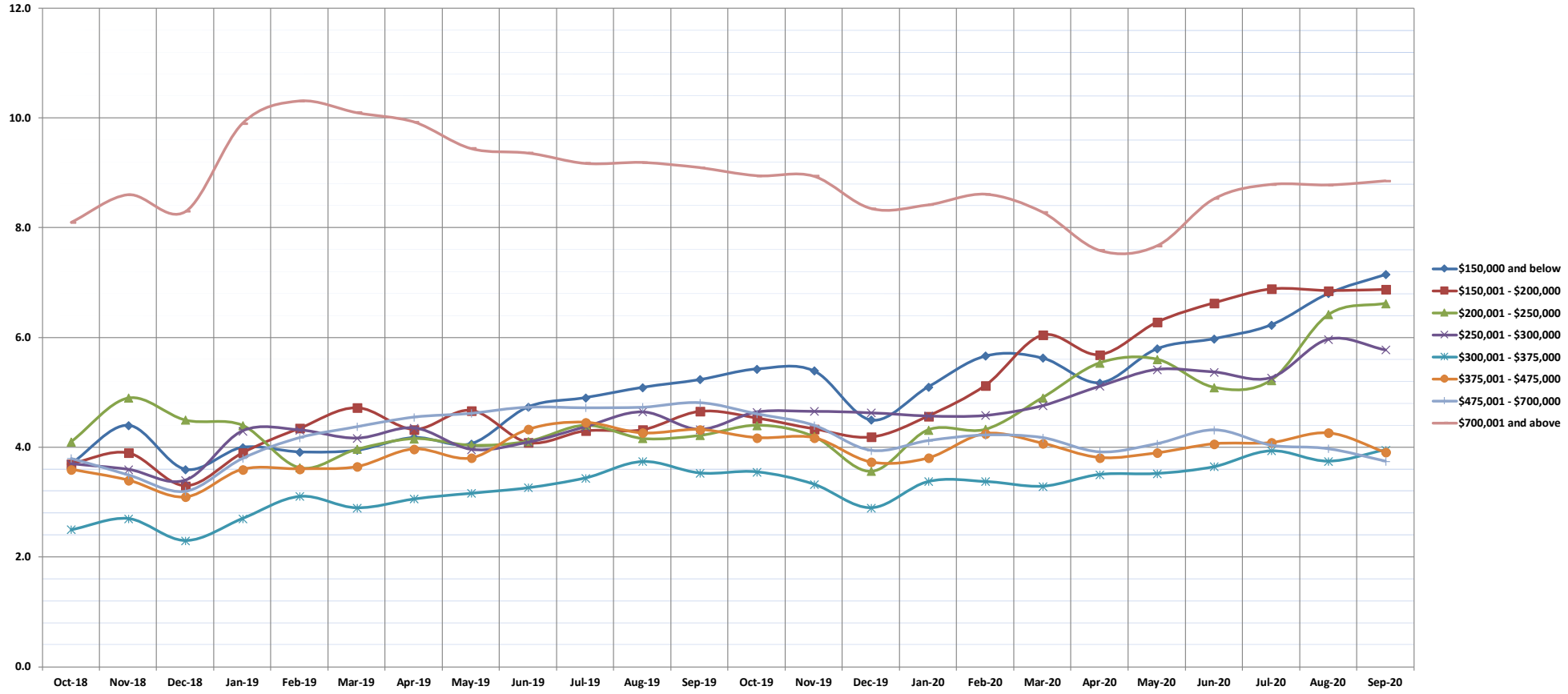
Months Supply of Inventory

September 2020

Condos: Monthly, by Price Range

(Compares the number of active listings available to the average monthly pending sales from the last 12 months)



	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20
$150,000 and below	3.7	4.4	3.6	4.0	3.9	3.9	4.2	4.1	4.7	4.9	5.1	5.2	5.4	5.4	4.5	5.1	5.7	5.6	5.2	5.8	6.0	6.2	6.8	7.2
$150,001 - $200,000	3.7	3.9	3.3	3.9	4.4	4.7	4.3	4.7	4.1	4.3	4.3	4.7	4.5	4.3	4.2	4.6	5.1	6.0	5.7	6.3	6.6	6.9	6.9	6.9
$200,001 - $250,000	4.1	4.9	4.5	4.4	3.6	4.0	4.2	4.0	4.1	4.4	4.2	4.2	4.4	4.2	3.6	4.3	4.3	4.9	5.5	5.6	5.1	5.2	6.4	6.6
$250,001 - $300,000	3.7	3.6	3.4	4.3	4.3	4.2	4.4	4.0	4.1	4.4	4.6	4.3	4.6	4.7	4.6	4.6	4.6	4.8	5.1	5.4	5.4	5.3	6.0	5.8
$300,001 - $375,000	2.5	2.7	2.3	2.7	3.1	2.9	3.1	3.2	3.3	3.4	3.7	3.5	3.6	3.3	2.9	3.4	3.4	3.3	3.5	3.5	3.6	3.9	3.7	4.0
$375,001 - $475,000	3.6	3.4	3.1	3.6	3.6	3.6	4.0	3.8	4.3	4.5	4.3	4.3	4.2	4.2	3.7	3.8	4.3	4.1	3.8	3.9	4.1	4.1	4.3	3.9
$475,001 - $700,000	3.8	3.5	3.2	3.8	4.2	4.4	4.5	4.6	4.7	4.7	4.7	4.8	4.6	4.4	3.9	4.1	4.2	4.2	3.9	4.1	4.3	4.0	4.0	3.7
$700,001 and above	8.1	8.6	8.3	9.9	10.3	10.1	9.9	9.4	9.4	9.2	9.2	9.1	8.9	8.9	8.3	8.4	8.6	8.3	7.6	7.7	8.5	8.8	8.8	8.9
All Condos	4.1	4.2	3.8	4.5	4.7	4.7	4.8	4.8	4.9	5.0	5.0	5.0	5.0	4.9	4.4	4.6	4.8	4.8	4.7	4.8	5.0	5.1	5.2	5.1

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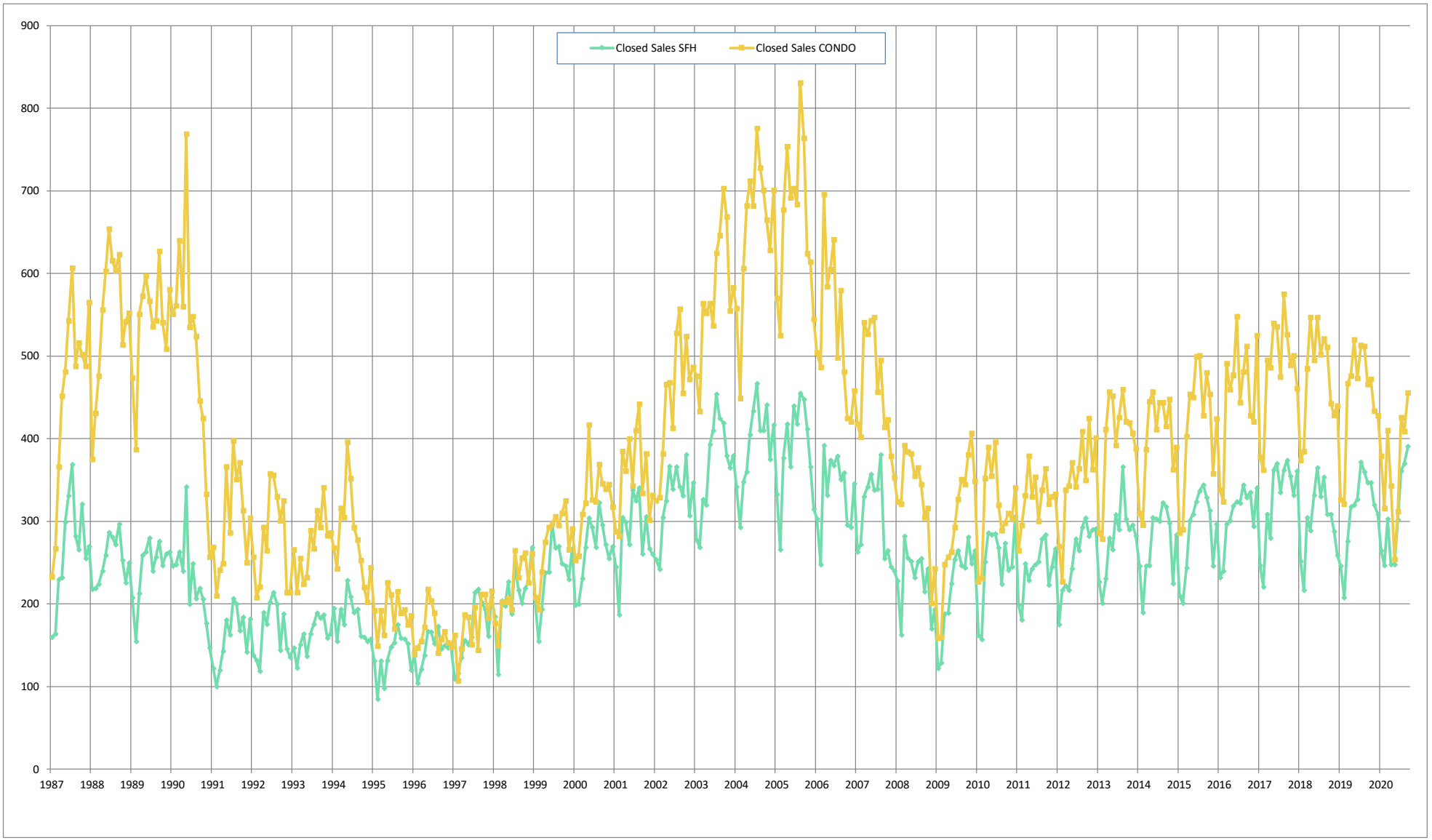
Closed Sales

Single-Family Homes and Condos

OAHU, HAWAII: Jan 1987 to the Present



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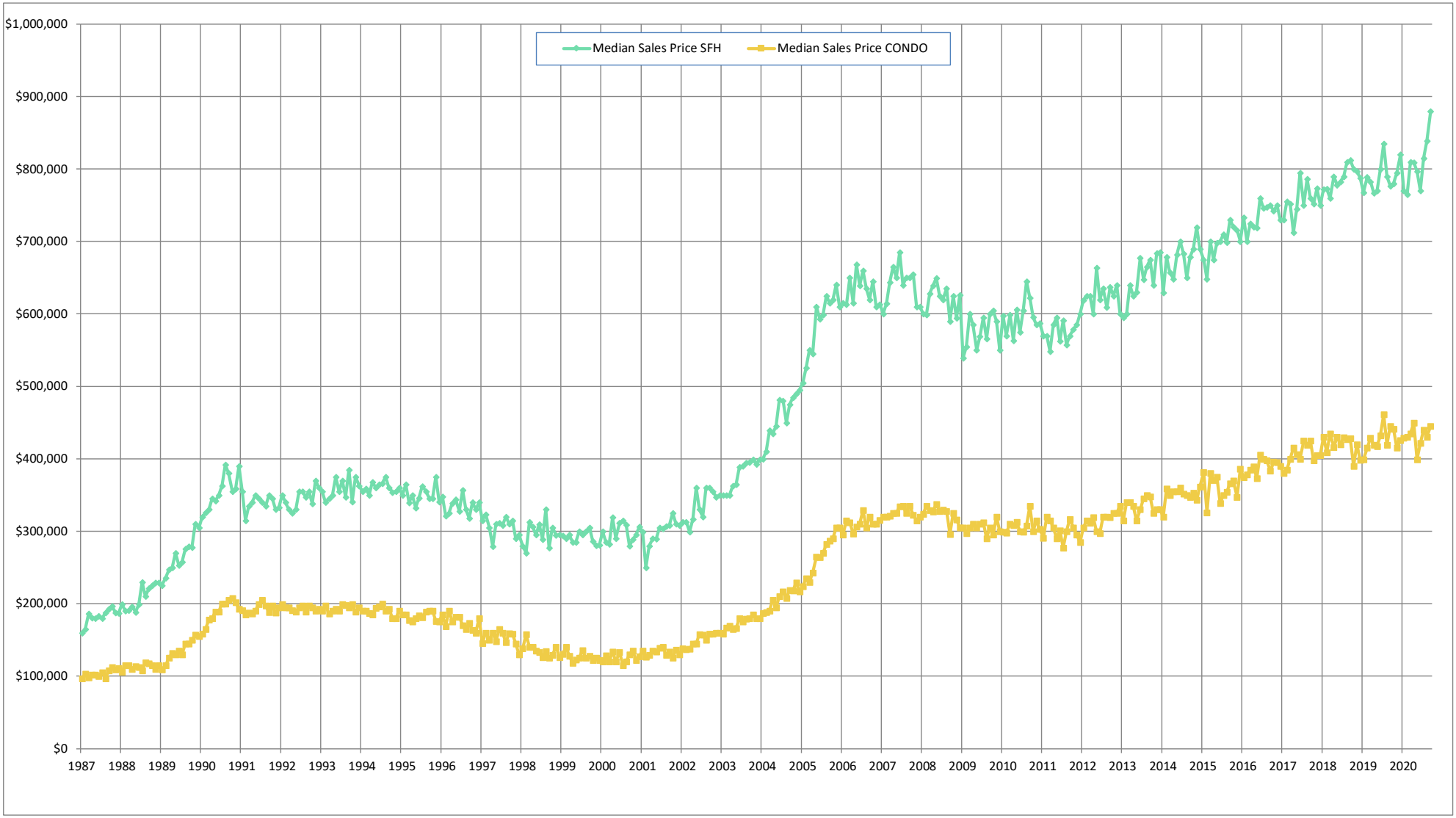
Median Sales Price

Single-Family Homes and Condos

OAHU, HAWAII: Jan 1987 to the Present



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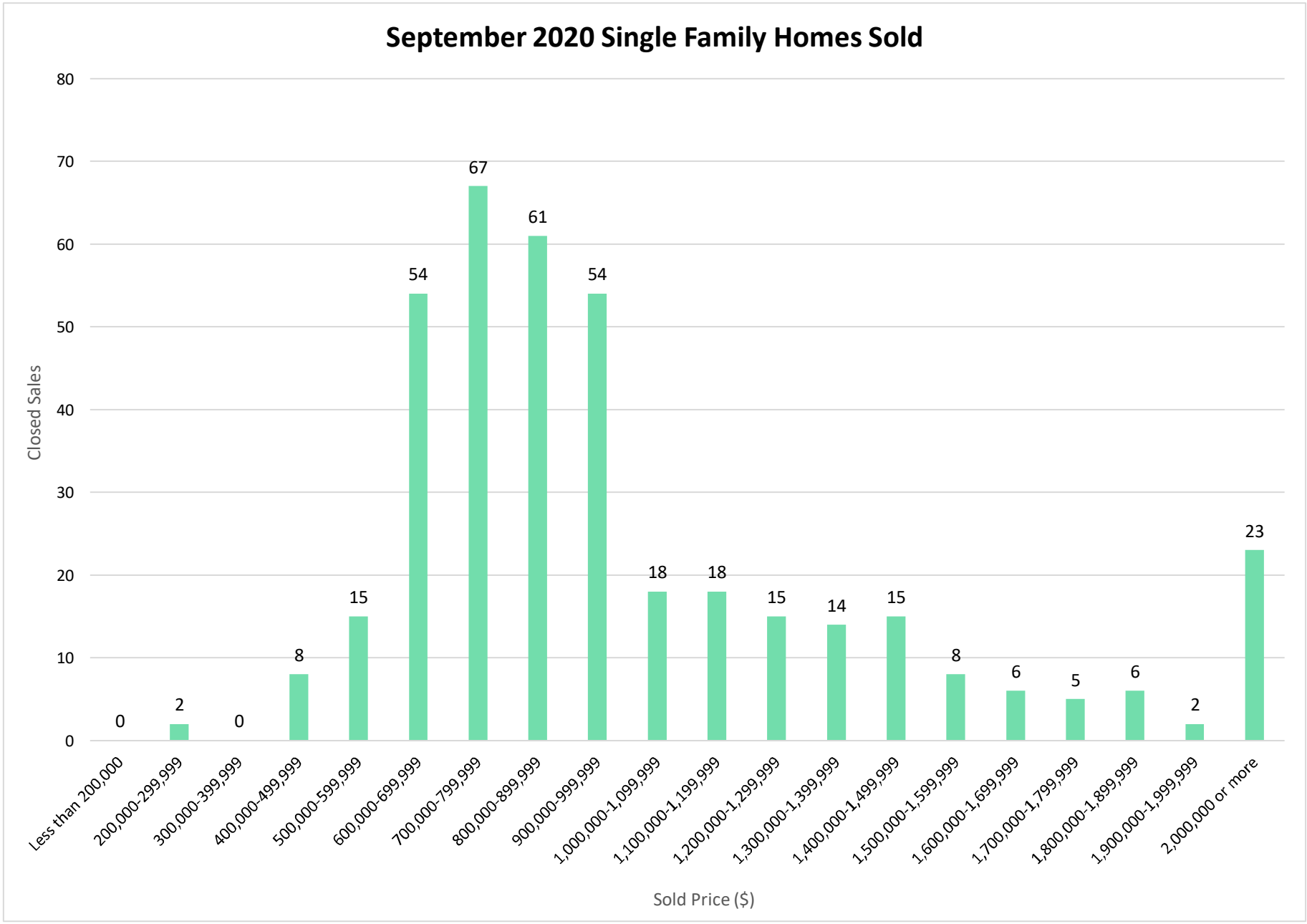

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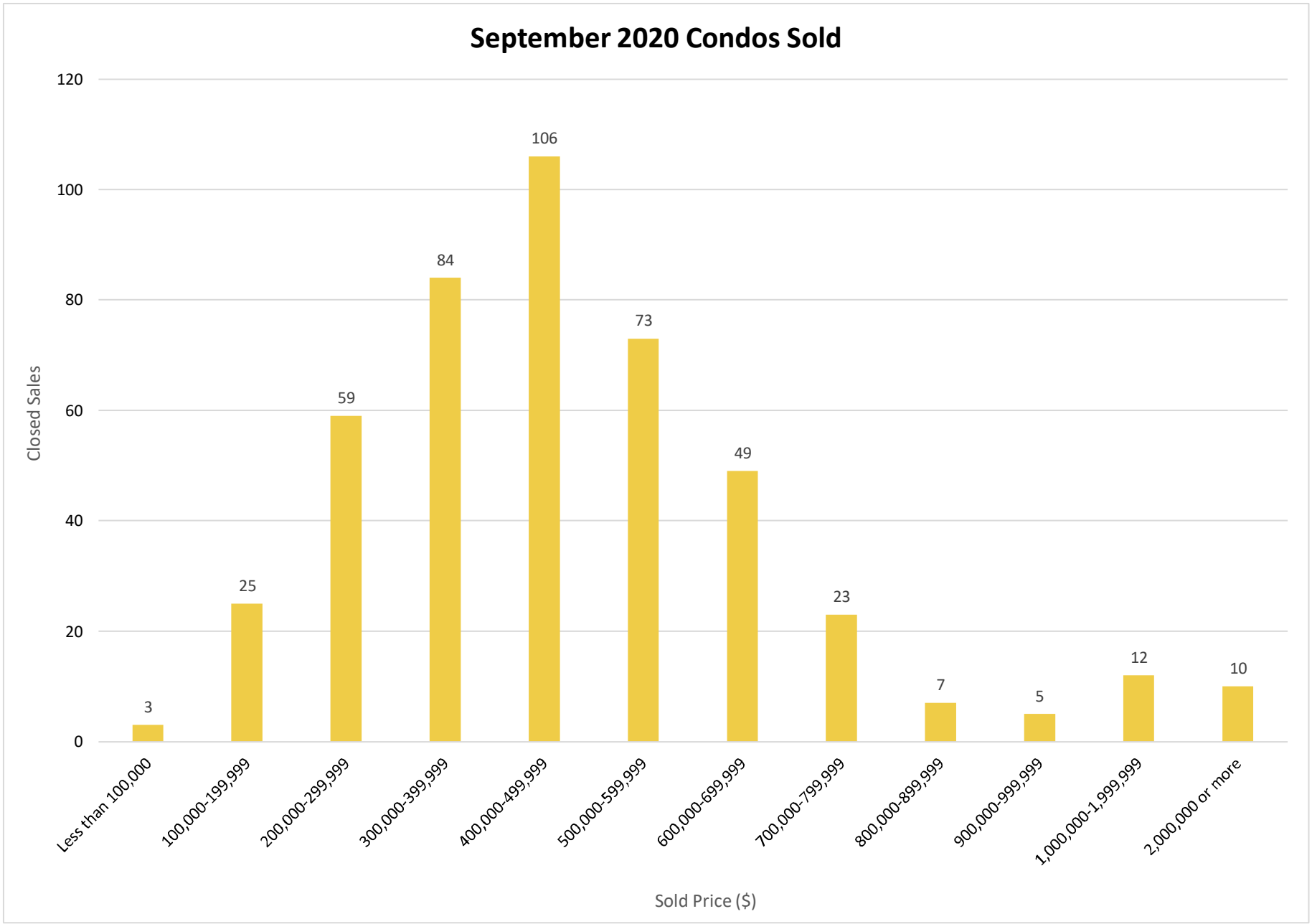

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