

### Executive Summary

Buyer activity continues to slow with closed sales of single-family homes dropping 41.7% and condos falling 28.8%. Median sales price growth has also decelerated, though prices remained up year-over-year, with single-family homes increasing 5.0% to \$1,050,000 and condos rising 4.0% to \$520,000.

Properties that closed in October were on the market for a median of 19 days in both markets, up approximately eight to nine days year-over-year. Bidding over the asking price is shifting downward in both markets. For single-family homes, sales this October were split, with 50% of single-family home sellers receiving their full asking price or more, while the other 50% of sales closed below the original asking price. That's a notable difference considering 75% of single-family homes sold at full asking price or more in October 2021. The condo market also saw 48% of sales close at the full asking price or more, compared to 59% last year.

Single-family homes in the \$800,000 to \$999,999 range made up the largest portion of sales, accounting for 31.5%, though the number of sales in that range decreased 42.6% compared to October 2021. Higher-priced properties at \$2 million and above saw a sharp 63.3% drop in sales. The Diamond Head and Ewa Plain regions experienced the most significant reduction in sales volume, falling 62% and 53%, respectively.

Like September, the decline in condo sales occurred primarily in the \$799,999 and below range, dropping 34.4% year-over-year, while sales in the \$800,000 and above range saw a modest increase of 4.6%. The Ewa Plain and Metro regions recorded the most significant sales drops, declining 50% and 24%, respectively.

In October, fewer new listings were added to the market, dropping 24.2% for single-family homes and 25.8% for condos year-over-year. Compared to last year, both markets saw a smaller portion of new listings in escrow or sold by the end of the month. Approximately 30% of the new listings were in escrow or sold by the end of October. Last year, that portion was 56% for single-family homes and 48% for condos.

Most single-family home price points saw an increase in active inventory, though properties in the \$800,000 to \$999,999 price range more than doubled, skyrocketing 153.2% compared to a year ago. All regions saw an increase in active inventory of single-family homes. Several regions, including Ewa Plain, Leeward, Makakilo, and Pearl City, saw more than double the inventory from last year. Similarly, active inventory for condos increased across most of the island, though inventory was down in Diamond Head and Pearl City, dropping 43% and 26%, respectively. Condo active inventory declined 22.6% in the \$100,000 to \$399,999 range, while the \$500,000 to \$699,999 price range saw the largest increase, up 73.4% from a year ago.

Pending sales for both markets declined in October, with contract signings down 50.5% for single-family homes and 45.7% for condos.



# Oahu Monthly Housing Statistics

## October 2022



### SINGLE-FAMILY HOMES

| Median Sales Price  | YoY %chg |
|---------------------|----------|
| \$1,050,000         | +5.0%    |
| Closed Sales        | YoY %chg |
| 222                 | -41.7%   |
| Average Sales Price | YoY %chg |
| \$1,243,960         | -6.8%    |

### CONDOS

| Median Sales Price  | YoY %chg |
|---------------------|----------|
| \$520,000           | +4.0%    |
| Closed Sales        | YoY %chg |
| 435                 | -28.8%   |
| Average Sales Price | YoY %chg |
| \$676,988           | +16.2%   |

YoY % chg = year-over-year percent change comparing current month to the same month last year.

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# Monthly Indicators

OAHU, HAWAII

## October 2022

|   | Single-Family Homes |             |          |             |          |
|---|---------------------|-------------|----------|-------------|----------|
|   | Oct-22              | Oct-21      | YoY %chg | Sep-22      | MoM %chg |
| <b>Closed Sales</b>                         | <b>222</b>          | 381         | -41.7%   | 278         | -20.1%   |
| <b>Median Sales Price</b>                   | <b>\$1,050,000</b>  | \$1,000,000 | 5.0%     | \$1,100,000 | -4.5%    |
| <b>Average Sales Price</b>                  | <b>\$1,243,960</b>  | \$1,335,171 | -6.8%    | \$1,307,249 | -4.8%    |
| <b>Median Days on Market</b>                | <b>19</b>           | 10          | 90.0%    | 18          | 5.6%     |
| <b>Percent of Orig. List Price Received</b> | <b>99.8%</b>        | 102.2%      | -2.3%    | 99.2%       | 0.6%     |
| <b>New Listings</b>                         | <b>285</b>          | 376         | -24.2%   | 304         | -6.3%    |
| <b>Pending Sales*</b>                       | <b>198</b>          | 400         | -50.5%   | 224         | -11.6%   |
| <b>Active Inventory*</b>                    | <b>656</b>          | 401         | 63.6%    | 629         | 4.3%     |
| <b>Total Inventory in Escrow*</b>           | <b>345</b>          | 663         | -48.0%   | 388         | -11.1%   |
| <b>Months Supply of Active Inventory*</b>   | <b>2.1</b>          | 1.1         | 90.9%    | 1.9         | 10.5%    |

|   | Condos           |           |          |           |          |
|---|------------------|-----------|----------|-----------|----------|
|   | Oct-22           | Oct-21    | YoY %chg | Sep-22    | MoM %chg |
| <b>Closed Sales</b>                         | <b>435</b>       | 611       | -28.8%   | 496       | -12.3%   |
| <b>Median Sales Price</b>                   | <b>\$520,000</b> | \$500,000 | 4.0%     | \$502,500 | 3.5%     |
| <b>Average Sales Price</b>                  | <b>\$676,988</b> | \$582,509 | 16.2%    | \$607,502 | 11.4%    |
| <b>Median Days on Market</b>                | <b>19</b>        | 11        | 72.7%    | 14        | 35.7%    |
| <b>Percent of Orig. List Price Received</b> | <b>99.0%</b>     | 100.0%    | -1.0%    | 100.0%    | -1.0%    |
| <b>New Listings</b>                         | <b>532</b>       | 717       | -25.8%   | 601       | -11.5%   |
| <b>Pending Sales*</b>                       | <b>342</b>       | 630       | -45.7%   | 436       | -21.6%   |
| <b>Active Inventory*</b>                    | <b>1,194</b>     | 1,039     | 14.9%    | 1,141     | 4.6%     |
| <b>Total Inventory in Escrow*</b>           | <b>506</b>       | 935       | -45.9%   | 590       | -14.2%   |
| <b>Months Supply of Active Inventory*</b>   | <b>2.1</b>       | 1.8       | 16.7%    | 2.0       | 5.0%     |

\*see footnotes on pages 9-12 regarding methodology updates

YoY % chg = year-over-year percent change comparing current month to the same month last year.  
MoM% chg = month-over-month percent change comparing current month to the previous month.

## Year-to-Date

|   | Single-Family Homes |             |           |           |           |
|---|---------------------|-------------|-----------|-----------|-----------|
|   | YTD-2022            | YTD-2021    | 1-yr %chg | YTD-2020  | 2-yr %chg |
| <b>Closed Sales</b>                         | <b>3,080</b>        | 3,777       | -18.5%    | 3,080     | 0.0%      |
| <b>Median Sales Price</b>                   | <b>\$1,106,000</b>  | \$975,000   | 13.4%     | \$818,500 | 35.1%     |
| <b>Average Sales Price</b>                  | <b>\$1,384,727</b>  | \$1,240,879 | 11.6%     | \$992,798 | 39.5%     |
| <b>Median Days on Market</b>                | <b>11</b>           | 9           | 22.2%     | 15        | -26.7%    |
| <b>Percent of Orig. List Price Received</b> | <b>100.6%</b>       | 102.0%      | -1.4%     | 98.9%     | 1.7%      |
| <b>New Listings</b>                         | <b>3,715</b>        | 4,214       | -11.8%    | 3,801     | -2.3%     |
| <b>Pending Sales*</b>                       | <b>3,073</b>        | 4,013       | -23.4%    | 3,614     | -15.0%    |

|   | Condos           |           |           |           |           |
|---|------------------|-----------|-----------|-----------|-----------|
|   | YTD-2022         | YTD-2021  | 1-yr %chg | YTD-2020  | 2-yr %chg |
| <b>Closed Sales</b>                         | <b>5,653</b>     | 6,009     | -5.9%     | 3,785     | 49.4%     |
| <b>Median Sales Price</b>                   | <b>\$510,000</b> | \$470,000 | 8.5%      | \$432,750 | 17.9%     |
| <b>Average Sales Price</b>                  | <b>\$613,246</b> | \$553,458 | 10.8%     | \$506,156 | 21.2%     |
| <b>Median Days on Market</b>                | <b>12</b>        | 12        | 0.0%      | 26        | -53.8%    |
| <b>Percent of Orig. List Price Received</b> | <b>100.0%</b>    | 100.0%    | 0.0%      | 98.0%     | 2.0%      |
| <b>New Listings</b>                         | <b>6,571</b>     | 7,010     | -6.3%     | 6,085     | 8.0%      |
| <b>Pending Sales*</b>                       | <b>5,410</b>     | 6,388     | -15.3%    | 4,161     | 30.0%     |

\*see footnotes on pages 9-12 regarding methodology updates

1-yr % chg = percent change comparing the current YTD time period to the same YTD time period one year ago.  
2-yr % chg = percent change comparing the current YTD time period to the same YTD time period two years ago.

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

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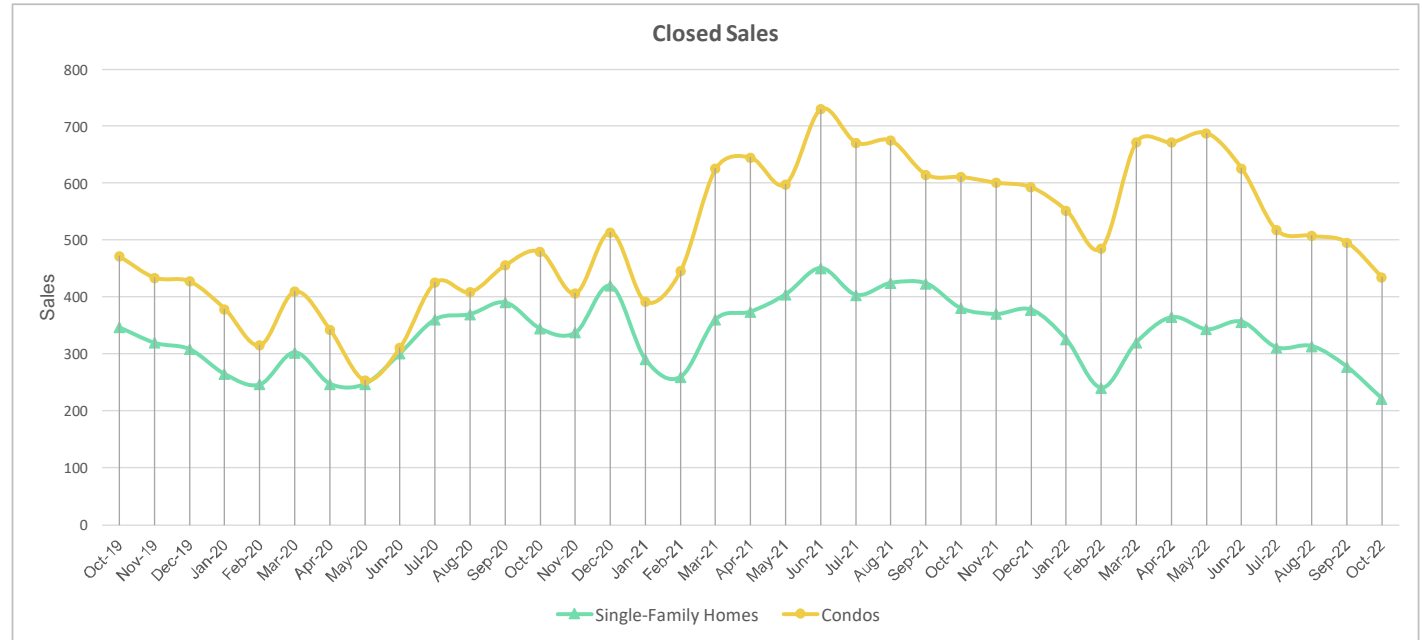
# Closed Sales

October 2022

OAHU, HAWAII

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

| Mo-Yr         | Single-Family Homes | Condos     | Total      |
|---------------|---------------------|------------|------------|
| Oct-19        | 347                 | 472        | 819        |
| Nov-19        | 320                 | 434        | 754        |
| Dec-19        | 309                 | 428        | 737        |
| Jan-20        | 265                 | 379        | 644        |
| Feb-20        | 247                 | 316        | 563        |
| Mar-20        | 303                 | 410        | 713        |
| Apr-20        | 248                 | 343        | 591        |
| May-20        | 248                 | 254        | 502        |
| Jun-20        | 302                 | 312        | 614        |
| Jul-20        | 361                 | 426        | 787        |
| Aug-20        | 370                 | 409        | 779        |
| Sep-20        | 391                 | 456        | 847        |
| Oct-20        | 345                 | 480        | 825        |
| Nov-20        | 338                 | 407        | 745        |
| Dec-20        | 420                 | 514        | 934        |
| Jan-21        | 291                 | 392        | 683        |
| Feb-21        | 260                 | 446        | 706        |
| Mar-21        | 361                 | 626        | 987        |
| Apr-21        | 375                 | 645        | 1,020      |
| May-21        | 405                 | 598        | 1,003      |
| Jun-21        | 451                 | 730        | 1,181      |
| Jul-21        | 404                 | 671        | 1,075      |
| Aug-21        | 425                 | 675        | 1,100      |
| Sep-21        | 424                 | 615        | 1,039      |
| Oct-21        | 381                 | 611        | 992        |
| Nov-21        | 371                 | 601        | 972        |
| Dec-21        | 378                 | 593        | 971        |
| Jan-22        | 326                 | 552        | 878        |
| Feb-22        | 241                 | 486        | 727        |
| Mar-22        | 321                 | 672        | 993        |
| Apr-22        | 365                 | 672        | 1,037      |
| May-22        | 344                 | 688        | 1,032      |
| Jun-22        | 357                 | 626        | 983        |
| Jul-22        | 312                 | 518        | 830        |
| Aug-22        | 314                 | 508        | 822        |
| Sep-22        | 278                 | 496        | 774        |
| <b>Oct-22</b> | <b>222</b>          | <b>435</b> | <b>657</b> |

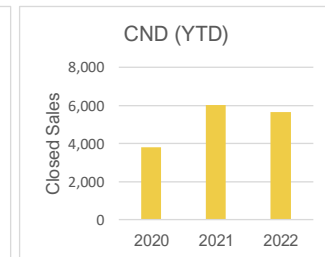
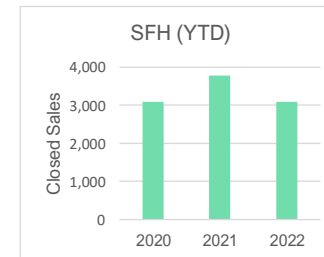
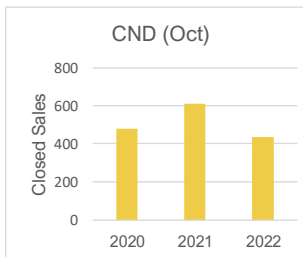
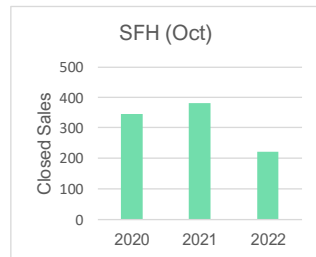


### Monthly Closed Sales

| October     | SFH        | YoY %chg      | CND        | YoY %chg      |
|-------------|------------|---------------|------------|---------------|
| 2020        | 345        | -0.6%         | 480        | 1.7%          |
| 2021        | 381        | 10.4%         | 611        | 27.3%         |
| <b>2022</b> | <b>222</b> | <b>-41.7%</b> | <b>435</b> | <b>-28.8%</b> |

### Year-to-Date Closed Sales

| October     | YTD SFH      | YoY %chg      | YTD CND      | YoY %chg     |
|-------------|--------------|---------------|--------------|--------------|
| 2020        | 3,080        | -1.3%         | 3,785        | -16.7%       |
| 2021        | 3,777        | 22.6%         | 6,009        | 58.8%        |
| <b>2022</b> | <b>3,080</b> | <b>-18.5%</b> | <b>5,653</b> | <b>-5.9%</b> |



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

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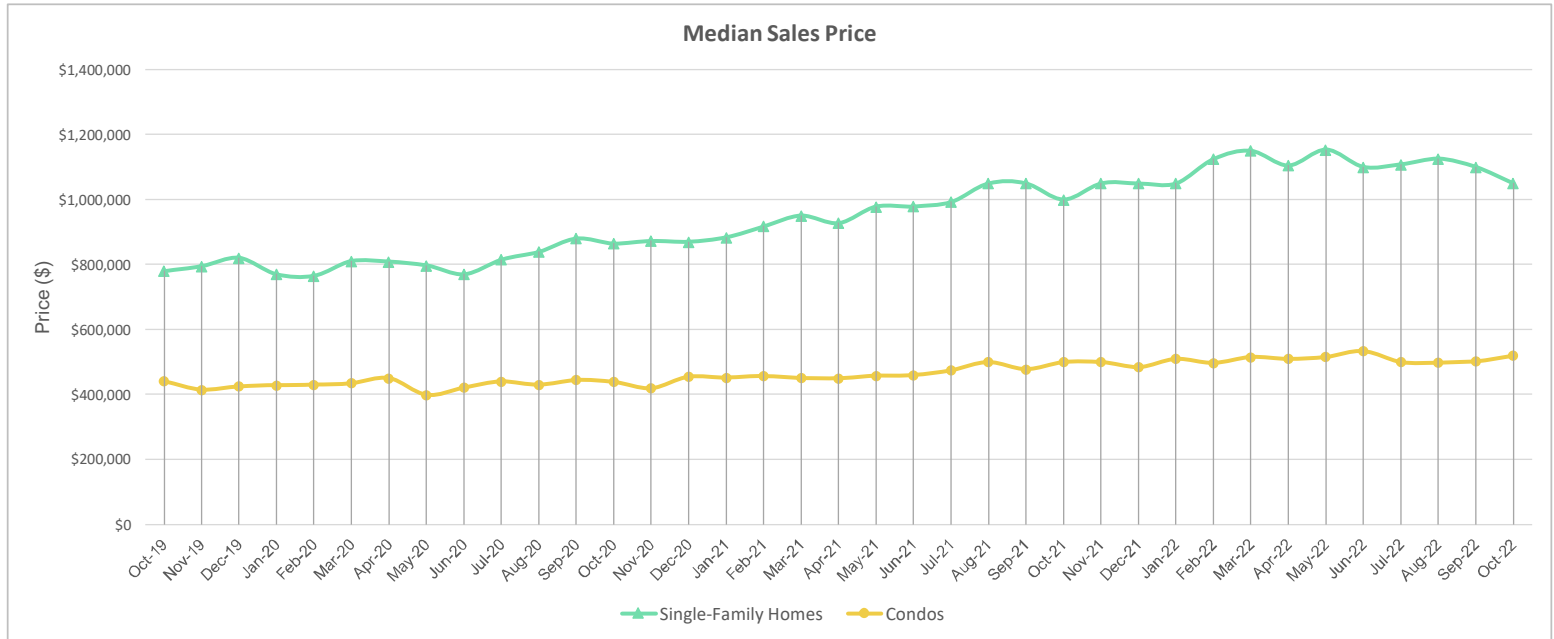
# Median Sales Price

October 2022

OAHU, HAWAII

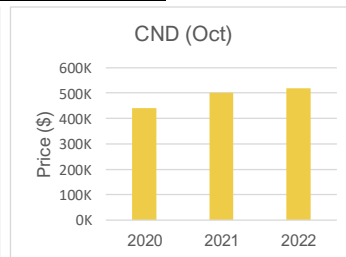
(The median sales price of all closed properties in a given month)

| Mo/Yr         | Single-Family Homes | Condos           |
|---------------|---------------------|------------------|
| Oct-19        | \$780,000           | \$441,000        |
| Nov-19        | \$794,750           | \$415,000        |
| Dec-19        | \$820,000           | \$425,500        |
| Jan-20        | \$770,000           | \$429,000        |
| Feb-20        | \$765,000           | \$430,000        |
| Mar-20        | \$810,000           | \$435,000        |
| Apr-20        | \$809,000           | \$450,000        |
| May-20        | \$797,000           | \$399,000        |
| Jun-20        | \$770,000           | \$421,500        |
| Jul-20        | \$815,000           | \$440,000        |
| Aug-20        | \$839,000           | \$430,000        |
| Sep-20        | \$880,000           | \$445,000        |
| Oct-20        | \$865,000           | \$439,500        |
| Nov-20        | \$872,500           | \$420,000        |
| Dec-20        | \$870,000           | \$455,000        |
| Jan-21        | \$883,000           | \$452,000        |
| Feb-21        | \$917,500           | \$457,500        |
| Mar-21        | \$950,000           | \$451,000        |
| Apr-21        | \$928,000           | \$450,000        |
| May-21        | \$978,000           | \$457,750        |
| Jun-21        | \$979,000           | \$460,000        |
| Jul-21        | \$992,500           | \$475,000        |
| Aug-21        | \$1,050,000         | \$500,000        |
| Sep-21        | \$1,050,000         | \$478,000        |
| Oct-21        | \$1,000,000         | \$500,000        |
| Nov-21        | \$1,050,000         | \$500,000        |
| Dec-21        | \$1,050,000         | \$485,000        |
| Jan-22        | \$1,050,000         | \$510,000        |
| Feb-22        | \$1,125,000         | \$497,000        |
| Mar-22        | \$1,150,000         | \$515,500        |
| Apr-22        | \$1,105,000         | \$510,000        |
| May-22        | \$1,153,500         | \$516,500        |
| Jun-22        | \$1,100,000         | \$534,000        |
| Jul-22        | \$1,107,944         | \$500,000        |
| Aug-22        | \$1,125,500         | \$498,500        |
| Sep-22        | \$1,100,000         | \$502,500        |
| <b>Oct-22</b> | <b>\$1,050,000</b>  | <b>\$520,000</b> |



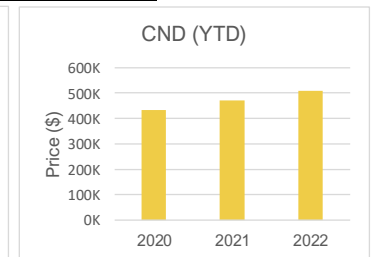
### Monthly Median Sales Price

| October     | SFH                | YoY %chg    | CND              | YoY %chg    |
|-------------|--------------------|-------------|------------------|-------------|
| 2020        | \$865,000          | 10.9%       | \$439,500        | -0.3%       |
| 2021        | \$1,000,000        | 15.6%       | \$500,000        | 13.8%       |
| <b>2022</b> | <b>\$1,050,000</b> | <b>5.0%</b> | <b>\$520,000</b> | <b>4.0%</b> |



### Year-to-Date Median Sales Price

| October     | YTD SFH            | YoY %chg     | YTD CND          | YoY %chg    |
|-------------|--------------------|--------------|------------------|-------------|
| 2020        | \$818,500          | 4.3%         | \$432,750        | 1.1%        |
| 2021        | \$975,000          | 19.1%        | \$470,000        | 8.6%        |
| <b>2022</b> | <b>\$1,106,000</b> | <b>13.4%</b> | <b>\$510,000</b> | <b>8.5%</b> |



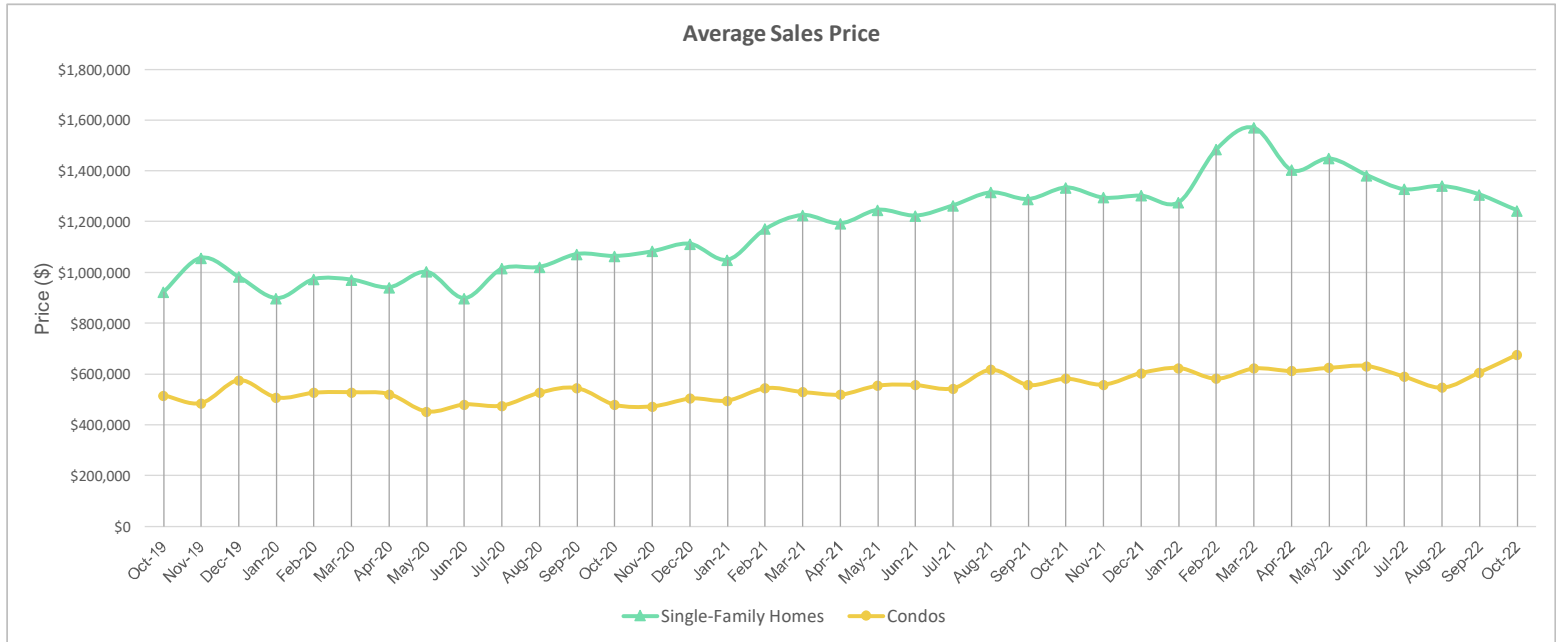
# Average Sales Price

October 2022

OAHU, HAWAII

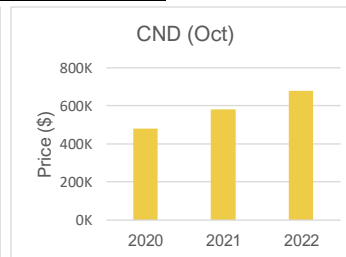
(The average sales price of all closed properties in a given month)

| Mo/Yr         | Single-Family Homes | Condos           |
|---------------|---------------------|------------------|
| Oct-19        | \$924,895           | \$516,273        |
| Nov-19        | \$1,058,258         | \$485,383        |
| Dec-19        | \$983,758           | \$576,898        |
| Jan-20        | \$899,689           | \$508,395        |
| Feb-20        | \$974,283           | \$527,836        |
| Mar-20        | \$972,367           | \$528,606        |
| Apr-20        | \$941,708           | \$521,484        |
| May-20        | \$1,003,419         | \$453,220        |
| Jun-20        | \$899,271           | \$481,220        |
| Jul-20        | \$1,016,491         | \$475,346        |
| Aug-20        | \$1,022,449         | \$527,573        |
| Sep-20        | \$1,073,692         | \$545,367        |
| Oct-20        | \$1,065,594         | \$479,736        |
| Nov-20        | \$1,084,834         | \$472,726        |
| Dec-20        | \$1,113,076         | \$504,222        |
| Jan-21        | \$1,050,263         | \$496,296        |
| Feb-21        | \$1,172,804         | \$545,629        |
| Mar-21        | \$1,226,827         | \$530,257        |
| Apr-21        | \$1,194,150         | \$520,192        |
| May-21        | \$1,246,611         | \$555,798        |
| Jun-21        | \$1,225,011         | \$557,302        |
| Jul-21        | \$1,265,382         | \$544,064        |
| Aug-21        | \$1,316,681         | \$618,612        |
| Sep-21        | \$1,289,510         | \$558,002        |
| Oct-21        | \$1,335,171         | \$582,509        |
| Nov-21        | \$1,296,551         | \$559,007        |
| Dec-21        | \$1,303,481         | \$604,749        |
| Jan-22        | \$1,277,309         | \$623,928        |
| Feb-22        | \$1,486,088         | \$583,367        |
| Mar-22        | \$1,570,668         | \$623,684        |
| Apr-22        | \$1,404,481         | \$613,189        |
| May-22        | \$1,450,008         | \$625,327        |
| Jun-22        | \$1,382,559         | \$631,822        |
| Jul-22        | \$1,329,023         | \$590,934        |
| Aug-22        | \$1,341,958         | \$547,319        |
| Sep-22        | \$1,307,249         | \$607,502        |
| <b>Oct-22</b> | <b>\$1,243,960</b>  | <b>\$676,988</b> |



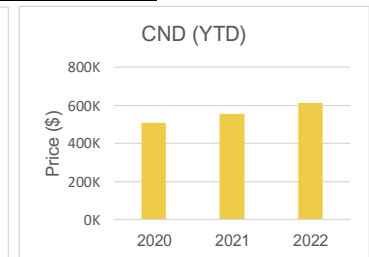
### Monthly Average Sales Price

| October     | SFH                | YoY %chg     | CND              | YoY %chg     |
|-------------|--------------------|--------------|------------------|--------------|
| 2020        | \$1,065,594        | 15.2%        | \$479,736        | -7.1%        |
| 2021        | \$1,335,171        | 25.3%        | \$582,509        | 21.4%        |
| <b>2022</b> | <b>\$1,243,960</b> | <b>-6.8%</b> | <b>\$676,988</b> | <b>16.2%</b> |



### Year-to-Date Average Sales Price

| October     | YTD SFH            | YoY %chg     | YTD CND          | YoY %chg     |
|-------------|--------------------|--------------|------------------|--------------|
| 2020        | \$992,798          | 5.6%         | \$506,156        | -2.1%        |
| 2021        | \$1,240,879        | 25.0%        | \$553,458        | 9.3%         |
| <b>2022</b> | <b>\$1,384,727</b> | <b>11.6%</b> | <b>\$613,246</b> | <b>10.8%</b> |



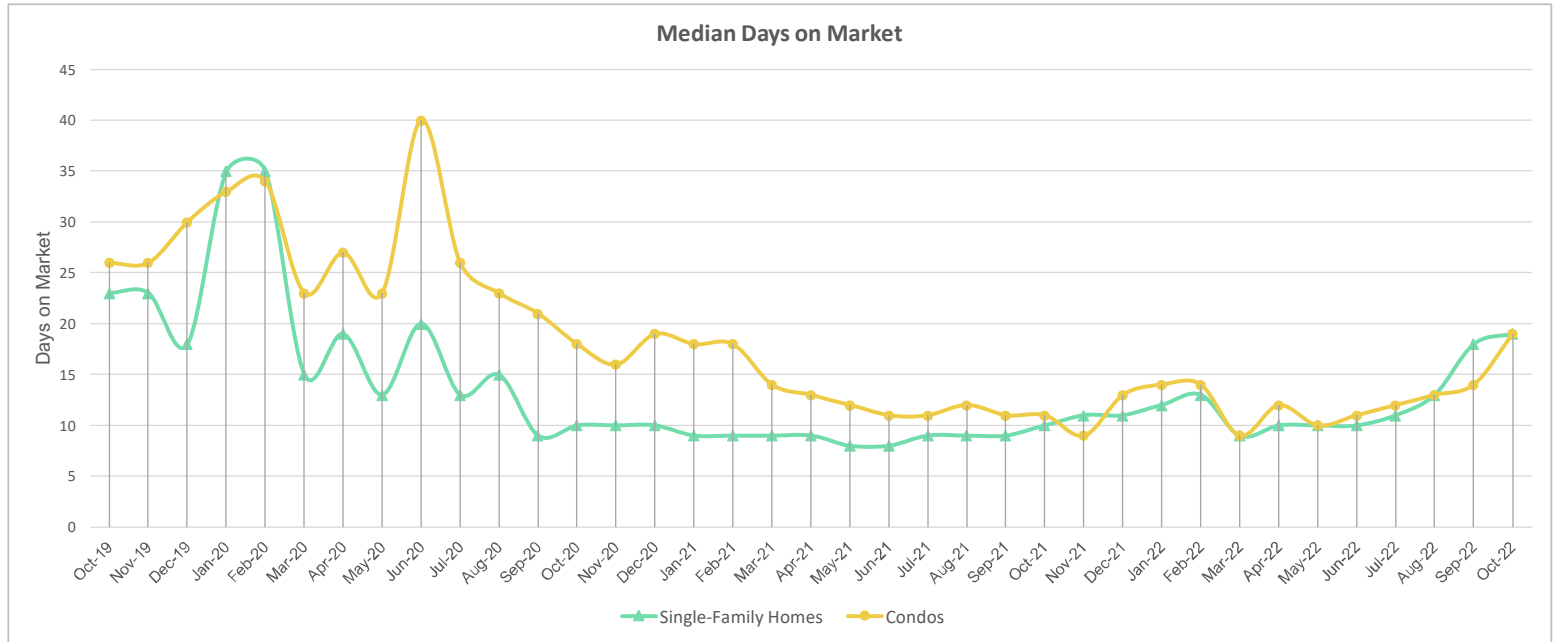
# Median Days on Market

October 2022

OAHU, HAWAII

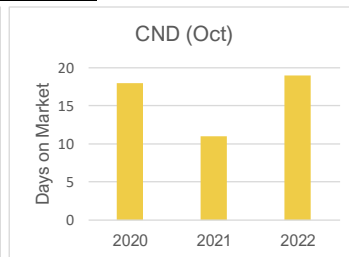
(Days on Market represents the number of days from when a property is first listed to when an offer is accepted; the Median Days on Market represents the median of all sales in a given month)

| Mo/Yr         | Single-Family Homes | Condos    |
|---------------|---------------------|-----------|
| Oct-19        | 23                  | 26        |
| Nov-19        | 23                  | 26        |
| Dec-19        | 18                  | 30        |
| Jan-20        | 35                  | 33        |
| Feb-20        | 35                  | 34        |
| Mar-20        | 15                  | 23        |
| Apr-20        | 19                  | 27        |
| May-20        | 13                  | 23        |
| Jun-20        | 20                  | 40        |
| Jul-20        | 13                  | 26        |
| Aug-20        | 15                  | 23        |
| Sep-20        | 9                   | 21        |
| Oct-20        | 10                  | 18        |
| Nov-20        | 10                  | 16        |
| Dec-20        | 10                  | 19        |
| Jan-21        | 9                   | 18        |
| Feb-21        | 9                   | 18        |
| Mar-21        | 9                   | 14        |
| Apr-21        | 9                   | 13        |
| May-21        | 8                   | 12        |
| Jun-21        | 8                   | 11        |
| Jul-21        | 9                   | 11        |
| Aug-21        | 9                   | 12        |
| Sep-21        | 9                   | 11        |
| Oct-21        | 10                  | 11        |
| Nov-21        | 11                  | 9         |
| Dec-21        | 11                  | 13        |
| Jan-22        | 12                  | 14        |
| Feb-22        | 13                  | 14        |
| Mar-22        | 9                   | 9         |
| Apr-22        | 10                  | 12        |
| May-22        | 10                  | 10        |
| Jun-22        | 10                  | 11        |
| Jul-22        | 11                  | 12        |
| Aug-22        | 13                  | 13        |
| Sep-22        | 18                  | 14        |
| <b>Oct-22</b> | <b>19</b>           | <b>19</b> |



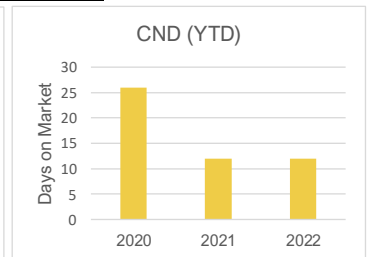
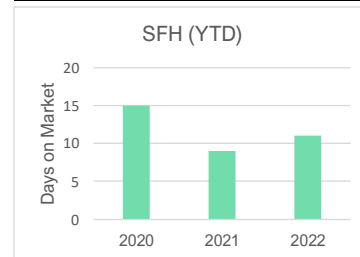
### Monthly Median Days on Market

| October     | SFH       | YoY %chg     | CND       | YoY %chg     |
|-------------|-----------|--------------|-----------|--------------|
| 2020        | 10        | -56.5%       | 18        | -30.8%       |
| 2021        | 10        | 0.0%         | 11        | -38.9%       |
| <b>2022</b> | <b>19</b> | <b>90.0%</b> | <b>19</b> | <b>72.7%</b> |



### Year-to-Date Median Days on Market

| October     | YTD SFH   | YoY %chg     | YTD CND   | YoY %chg    |
|-------------|-----------|--------------|-----------|-------------|
| 2020        | 15        | -34.8%       | 26        | 0.0%        |
| 2021        | 9         | -40.0%       | 12        | -53.8%      |
| <b>2022</b> | <b>11</b> | <b>22.2%</b> | <b>12</b> | <b>0.0%</b> |





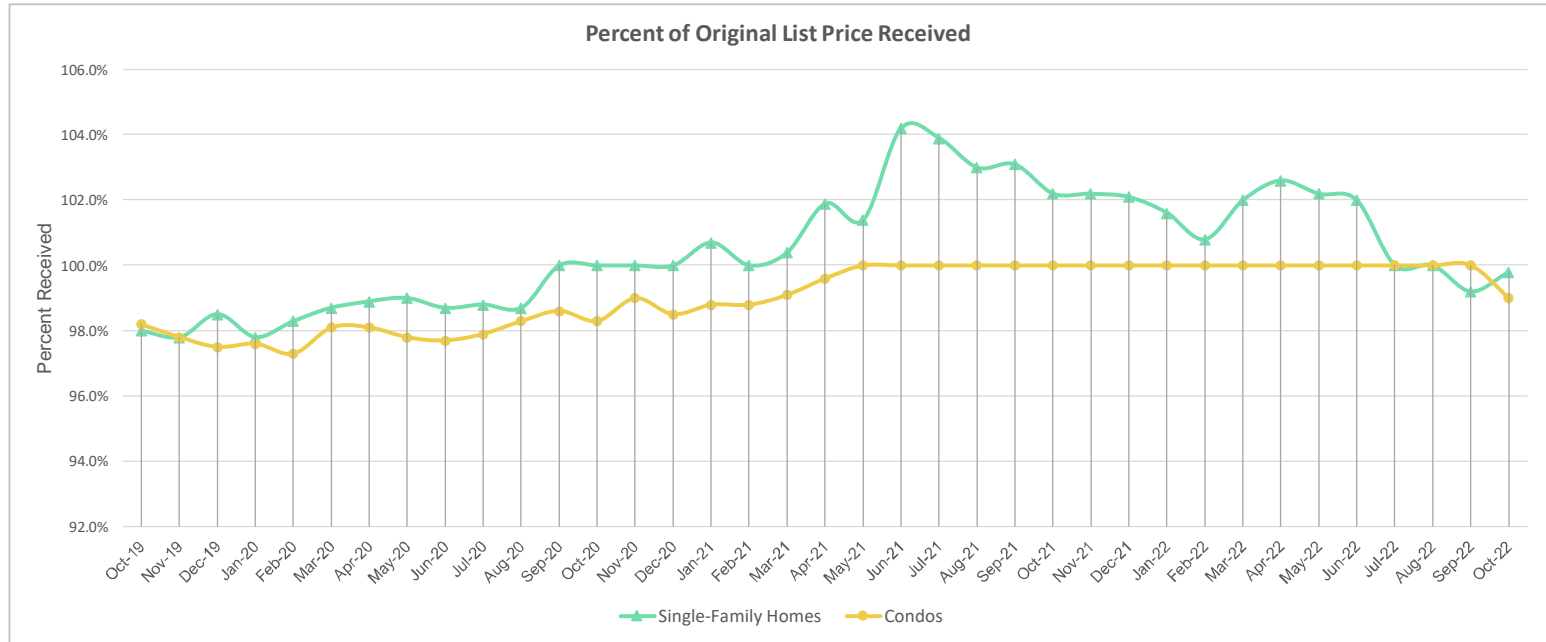
# Percent of Original List Price Received

October 2022

OAHU, HAWAII

(The percentage found when dividing a property's sales price by the original list price; reported percentage is the median of all sales for the period indicated)

| Mo/Yr         | Single-Family Homes | Condos       |
|---------------|---------------------|--------------|
| Oct-19        | 98.0%               | 98.2%        |
| Nov-19        | 97.8%               | 97.8%        |
| Dec-19        | 98.5%               | 97.5%        |
| Jan-20        | 97.8%               | 97.6%        |
| Feb-20        | 98.3%               | 97.3%        |
| Mar-20        | 98.7%               | 98.1%        |
| Apr-20        | 98.9%               | 98.1%        |
| May-20        | 99.0%               | 97.8%        |
| Jun-20        | 98.7%               | 97.7%        |
| Jul-20        | 98.8%               | 97.9%        |
| Aug-20        | 98.7%               | 98.3%        |
| Sep-20        | 100.0%              | 98.6%        |
| Oct-20        | 100.0%              | 98.3%        |
| Nov-20        | 100.0%              | 99.0%        |
| Dec-20        | 100.0%              | 98.5%        |
| Jan-21        | 100.7%              | 98.8%        |
| Feb-21        | 100.0%              | 98.8%        |
| Mar-21        | 100.4%              | 99.1%        |
| Apr-21        | 101.9%              | 99.6%        |
| May-21        | 101.4%              | 100.0%       |
| Jun-21        | 104.2%              | 100.0%       |
| Jul-21        | 103.9%              | 100.0%       |
| Aug-21        | 103.0%              | 100.0%       |
| Sep-21        | 103.1%              | 100.0%       |
| Oct-21        | 102.2%              | 100.0%       |
| Nov-21        | 102.2%              | 100.0%       |
| Dec-21        | 102.1%              | 100.0%       |
| Jan-22        | 101.6%              | 100.0%       |
| Feb-22        | 100.8%              | 100.0%       |
| Mar-22        | 102.0%              | 100.0%       |
| Apr-22        | 102.6%              | 100.0%       |
| May-22        | 102.2%              | 100.0%       |
| Jun-22        | 102.0%              | 100.0%       |
| Jul-22        | 100.0%              | 100.0%       |
| Aug-22        | 100.0%              | 100.0%       |
| Sep-22        | 99.2%               | 100.0%       |
| <b>Oct-22</b> | <b>99.8%</b>        | <b>99.0%</b> |

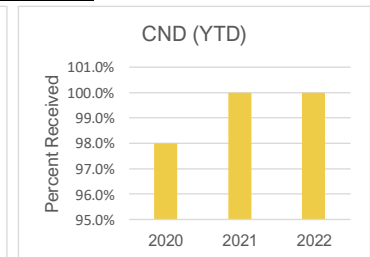
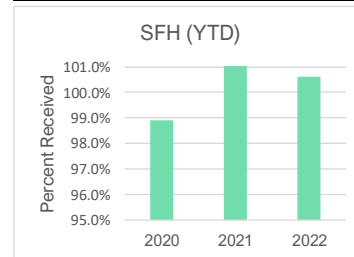
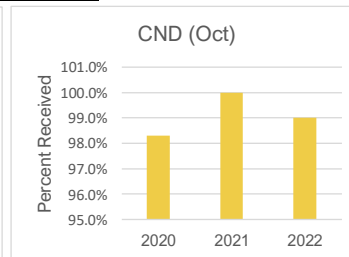
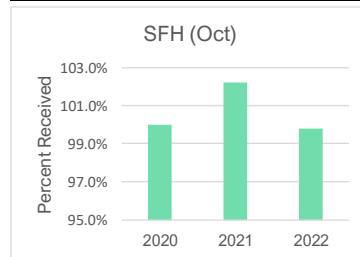


### Monthly Percent of Original List Price Received

| October     | SFH          | YoY %chg     | CND          | YoY %chg     |
|-------------|--------------|--------------|--------------|--------------|
| 2020        | 100.0%       | 2.0%         | 98.3%        | 0.1%         |
| 2021        | 102.2%       | 2.2%         | 100.0%       | 1.7%         |
| <b>2022</b> | <b>99.8%</b> | <b>-2.3%</b> | <b>99.0%</b> | <b>-1.0%</b> |

### Year-to-Date Percent of Original List Price Received

| October     | YTD SFH       | YoY %chg     | YTD CND       | YoY %chg    |
|-------------|---------------|--------------|---------------|-------------|
| 2020        | 98.9%         | 1.7%         | 98.0%         | 0.1%        |
| 2021        | 102.0%        | 3.1%         | 100.0%        | 2.0%        |
| <b>2022</b> | <b>100.6%</b> | <b>-1.4%</b> | <b>100.0%</b> | <b>0.0%</b> |





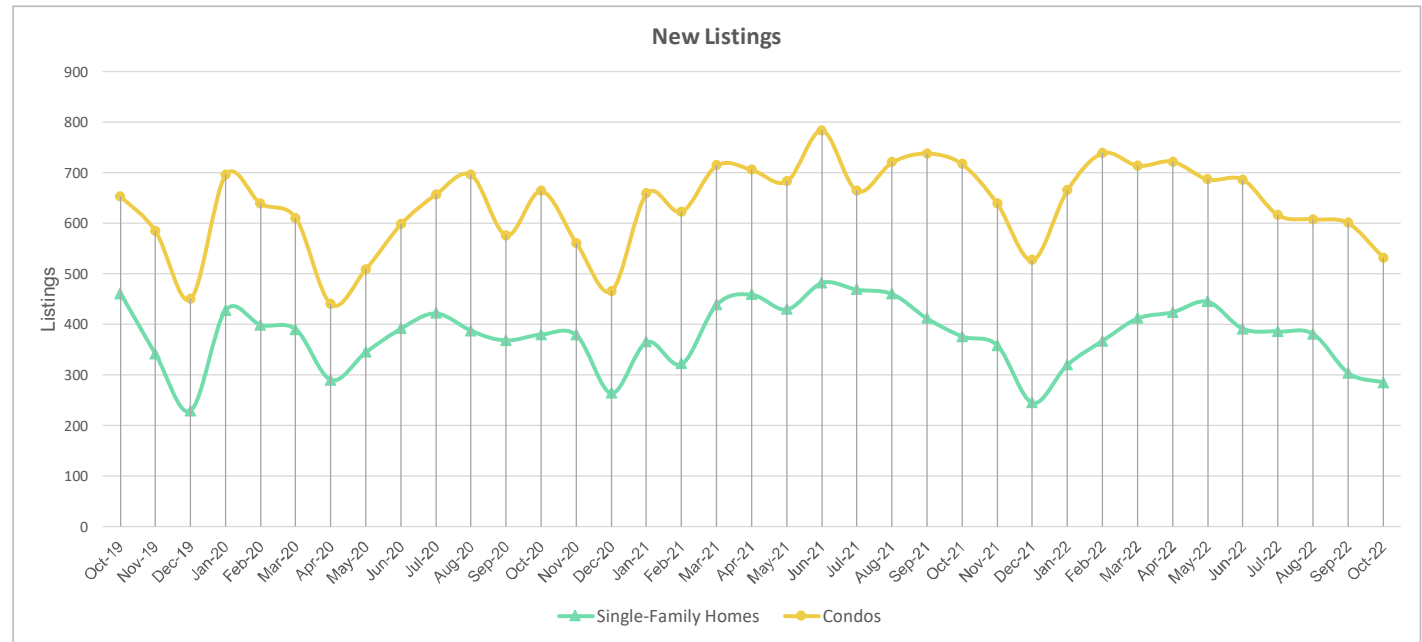
# New Listings

October 2022

OAHU, HAWAII

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

| Mo-Yr         | Single-Family Homes | Condos     | Total      |
|---------------|---------------------|------------|------------|
| Oct-19        | 461                 | 653        | 1,114      |
| Nov-19        | 342                 | 585        | 927        |
| Dec-19        | 229                 | 450        | 679        |
| Jan-20        | 428                 | 696        | 1,124      |
| Feb-20        | 399                 | 639        | 1,038      |
| Mar-20        | 390                 | 610        | 1,000      |
| Apr-20        | 290                 | 440        | 730        |
| May-20        | 345                 | 509        | 854        |
| Jun-20        | 392                 | 598        | 990        |
| Jul-20        | 422                 | 657        | 1,079      |
| Aug-20        | 387                 | 696        | 1,083      |
| Sep-20        | 368                 | 576        | 944        |
| Oct-20        | 380                 | 664        | 1,044      |
| Nov-20        | 379                 | 561        | 940        |
| Dec-20        | 264                 | 466        | 730        |
| Jan-21        | 365                 | 659        | 1,024      |
| Feb-21        | 322                 | 623        | 945        |
| Mar-21        | 439                 | 715        | 1,154      |
| Apr-21        | 459                 | 706        | 1,165      |
| May-21        | 430                 | 683        | 1,113      |
| Jun-21        | 482                 | 784        | 1,266      |
| Jul-21        | 469                 | 664        | 1,133      |
| Aug-21        | 460                 | 721        | 1,181      |
| Sep-21        | 412                 | 738        | 1,150      |
| Oct-21        | 376                 | 717        | 1,093      |
| Nov-21        | 358                 | 639        | 997        |
| Dec-21        | 245                 | 527        | 772        |
| Jan-22        | 320                 | 666        | 986        |
| Feb-22        | 367                 | 739        | 1,106      |
| Mar-22        | 412                 | 714        | 1,126      |
| Apr-22        | 424                 | 722        | 1,146      |
| May-22        | 445                 | 687        | 1,132      |
| Jun-22        | 391                 | 686        | 1,077      |
| Jul-22        | 386                 | 616        | 1,002      |
| Aug-22        | 381                 | 608        | 989        |
| Sep-22        | 304                 | 601        | 905        |
| <b>Oct-22</b> | <b>285</b>          | <b>532</b> | <b>817</b> |

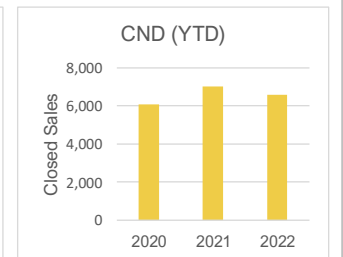
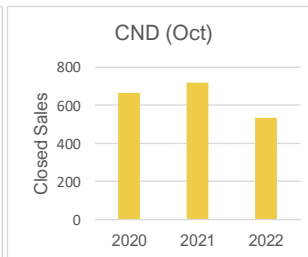
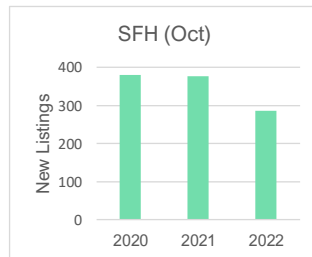


### Monthly New Listings

| October     | SFH        | YoY %chg      | CND        | YoY %chg      |
|-------------|------------|---------------|------------|---------------|
| 2020        | 380        | -17.6%        | 664        | 1.7%          |
| 2021        | 376        | -1.1%         | 717        | 8.0%          |
| <b>2022</b> | <b>285</b> | <b>-24.2%</b> | <b>532</b> | <b>-25.8%</b> |

### Year-to-Date New Listings

| October     | YTD SFH      | YoY %chg      | YTD CND      | YoY %chg     |
|-------------|--------------|---------------|--------------|--------------|
| 2020        | 3,801        | -21.3%        | 6,085        | -16.3%       |
| 2021        | 4,214        | 10.9%         | 7,010        | 15.2%        |
| <b>2022</b> | <b>3,715</b> | <b>-11.8%</b> | <b>6,571</b> | <b>-6.3%</b> |



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

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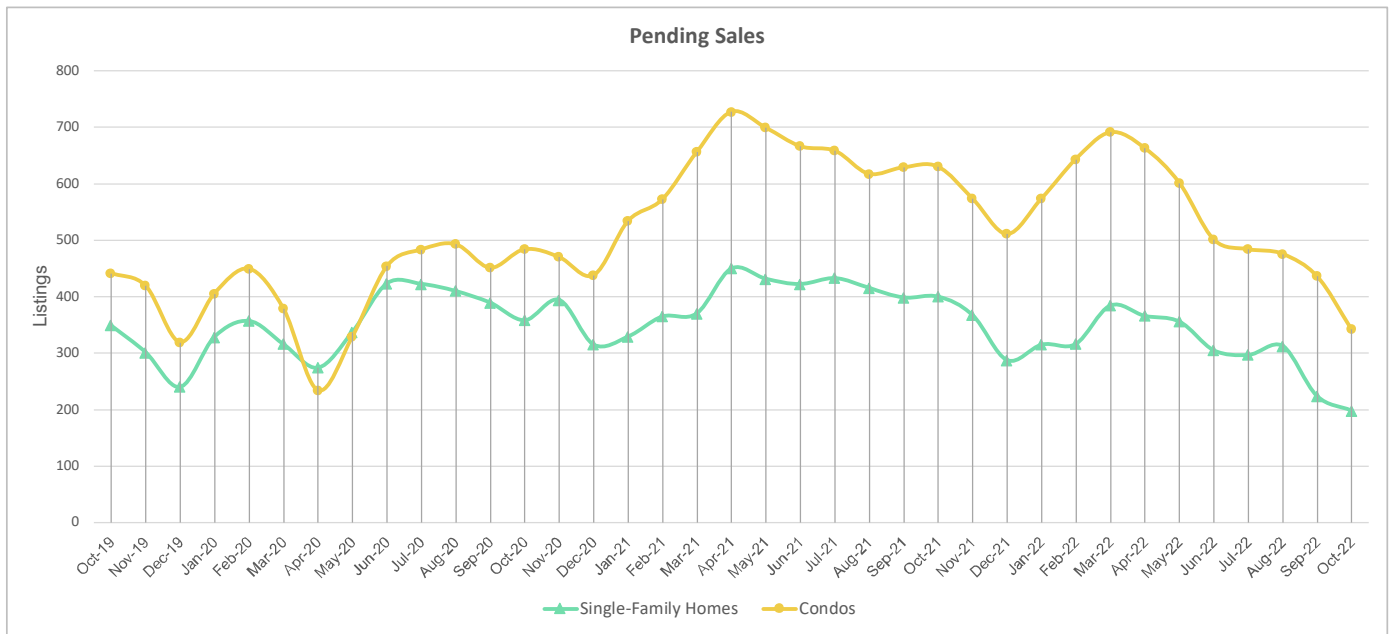
# Pending Sales\*

October 2022

OAHU, HAWAII

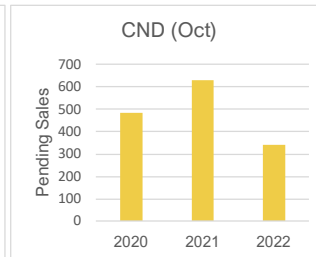
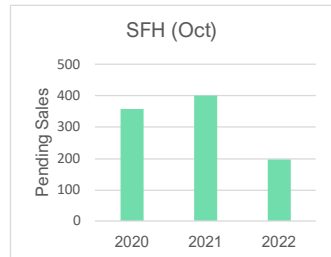
(A measure of contract activity represented by a count of properties that have had offers accepted on them during a given month)

| Mo/Yr         | Single-Family Homes | Condos     | Total      |
|---------------|---------------------|------------|------------|
| Oct-19        | 349                 | 441        | 790        |
| Nov-19        | 301                 | 419        | 720        |
| Dec-19        | 240                 | 319        | 559        |
| Jan-20        | 328                 | 405        | 733        |
| Feb-20        | 357                 | 449        | 806        |
| Mar-20        | 316                 | 379        | 695        |
| Apr-20        | 274                 | 234        | 508        |
| May-20        | 337                 | 329        | 666        |
| Jun-20        | 423                 | 454        | 877        |
| Jul-20        | 422                 | 483        | 905        |
| Aug-20        | 410                 | 493        | 903        |
| Sep-20        | 389                 | 451        | 840        |
| Oct-20        | 358                 | 484        | 842        |
| Nov-20        | 394                 | 470        | 864        |
| Dec-20        | 315                 | 438        | 753        |
| Jan-21        | 329                 | 534        | 863        |
| Feb-21        | 365                 | 572        | 937        |
| Mar-21        | 370                 | 656        | 1,026      |
| Apr-21        | 450                 | 727        | 1,177      |
| May-21        | 431                 | 699        | 1,130      |
| Jun-21        | 422                 | 666        | 1,088      |
| Jul-21        | 433                 | 658        | 1,091      |
| Aug-21        | 415                 | 617        | 1,032      |
| Sep-21        | 398                 | 629        | 1,027      |
| Oct-21        | 400                 | 630        | 1,030      |
| Nov-21        | 367                 | 573        | 940        |
| Dec-21        | 287                 | 511        | 798        |
| Jan-22        | 315                 | 574        | 889        |
| Feb-22        | 316                 | 643        | 959        |
| Mar-22        | 384                 | 691        | 1,075      |
| Apr-22        | 366                 | 663        | 1,029      |
| May-22        | 356                 | 601        | 957        |
| Jun-22        | 305                 | 501        | 806        |
| Jul-22        | 297                 | 484        | 781        |
| Aug-22        | 312                 | 475        | 787        |
| Sep-22        | 224                 | 436        | 660        |
| <b>Oct-22</b> | <b>198</b>          | <b>342</b> | <b>540</b> |



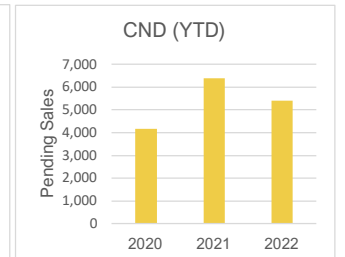
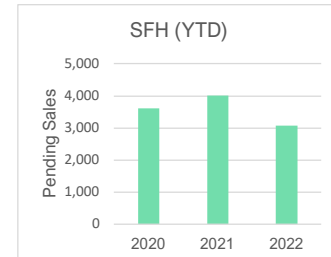
### Monthly Pending Sales

| October     | SFH        | YoY %chg      | CND        | YoY %chg      |
|-------------|------------|---------------|------------|---------------|
| 2020        | 358        | 2.6%          | 484        | 9.8%          |
| 2021        | 400        | 11.7%         | 630        | 30.2%         |
| <b>2022</b> | <b>198</b> | <b>-50.5%</b> | <b>342</b> | <b>-45.7%</b> |



### Year-to-Date Pending Sales

| October     | YTD SFH      | YoY %chg      | YTD CND      | YoY %chg      |
|-------------|--------------|---------------|--------------|---------------|
| 2020        | 3,614        | 2.0%          | 4,161        | -13.9%        |
| 2021        | 4,013        | 11.0%         | 6,388        | 53.5%         |
| <b>2022</b> | <b>3,073</b> | <b>-23.4%</b> | <b>5,410</b> | <b>-15.3%</b> |



\*Methodology updated as of 2021 to reflect a count of properties that entered contract within the given month and remain in escrow status at the end of the month (also applied to historical data shown above).

Pending Sales, in reports prior to 2021, reflect a count of all listings that held a Pending (EN) status throughout the given month.

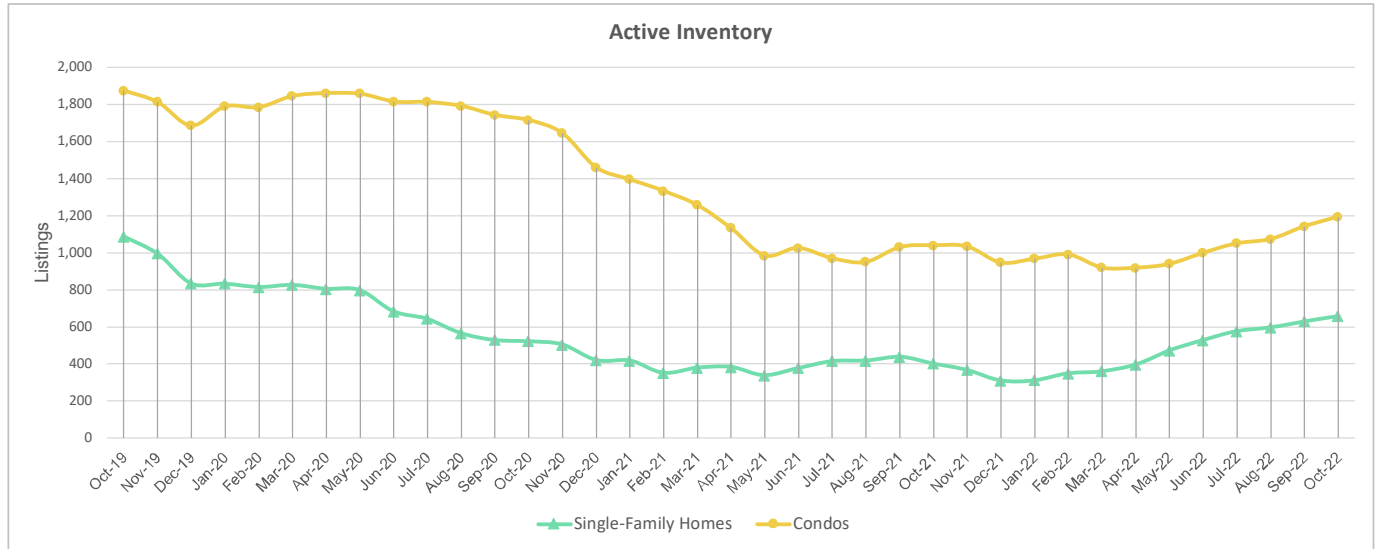
# Active Inventory\*

October 2022

OAHU, HAWAII

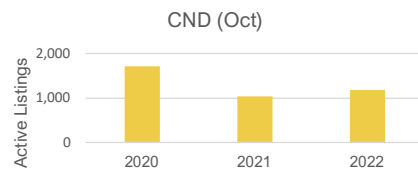
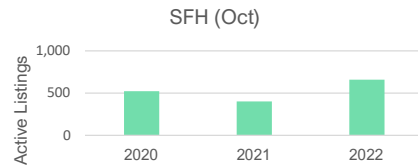
(The number of properties in Active (A) status at the end of the given month)

| Mo/Yr         | Single-Family Homes | Condos       | Total        |
|---------------|---------------------|--------------|--------------|
| Oct-19        | 1,086               | 1,874        | 2,960        |
| Nov-19        | 995                 | 1,814        | 2,809        |
| Dec-19        | 833                 | 1,685        | 2,518        |
| Jan-20        | 833                 | 1,789        | 2,622        |
| Feb-20        | 814                 | 1,784        | 2,598        |
| Mar-20        | 825                 | 1,845        | 2,670        |
| Apr-20        | 804                 | 1,860        | 2,664        |
| May-20        | 797                 | 1,858        | 2,655        |
| Jun-20        | 683                 | 1,815        | 2,498        |
| Jul-20        | 642                 | 1,813        | 2,455        |
| Aug-20        | 565                 | 1,792        | 2,357        |
| Sep-20        | 529                 | 1,742        | 2,271        |
| Oct-20        | 521                 | 1,715        | 2,236        |
| Nov-20        | 503                 | 1,645        | 2,148        |
| Dec-20        | 419                 | 1,459        | 1,878        |
| Jan-21        | 417                 | 1,396        | 1,813        |
| Feb-21        | 350                 | 1,332        | 1,682        |
| Mar-21        | 379                 | 1,257        | 1,636        |
| Apr-21        | 381                 | 1,133        | 1,514        |
| May-21        | 337                 | 983          | 1,320        |
| Jun-21        | 377                 | 1,025        | 1,402        |
| Jul-21        | 415                 | 969          | 1,384        |
| Aug-21        | 416                 | 950          | 1,366        |
| Sep-21        | 437                 | 1,030        | 1,467        |
| Oct-21        | 401                 | 1,039        | 1,440        |
| Nov-21        | 366                 | 1,033        | 1,399        |
| Dec-21        | 309                 | 946          | 1,255        |
| Jan-22        | 311                 | 967          | 1,278        |
| Feb-22        | 348                 | 989          | 1,337        |
| Mar-22        | 360                 | 919          | 1,279        |
| Apr-22        | 395                 | 917          | 1,312        |
| May-22        | 471                 | 939          | 1,410        |
| Jun-22        | 527                 | 998          | 1,525        |
| Jul-22        | 576                 | 1,050        | 1,626        |
| Aug-22        | 596                 | 1,073        | 1,669        |
| Sep-22        | 629                 | 1,141        | 1,770        |
| <b>Oct-22</b> | <b>656</b>          | <b>1,194</b> | <b>1,850</b> |

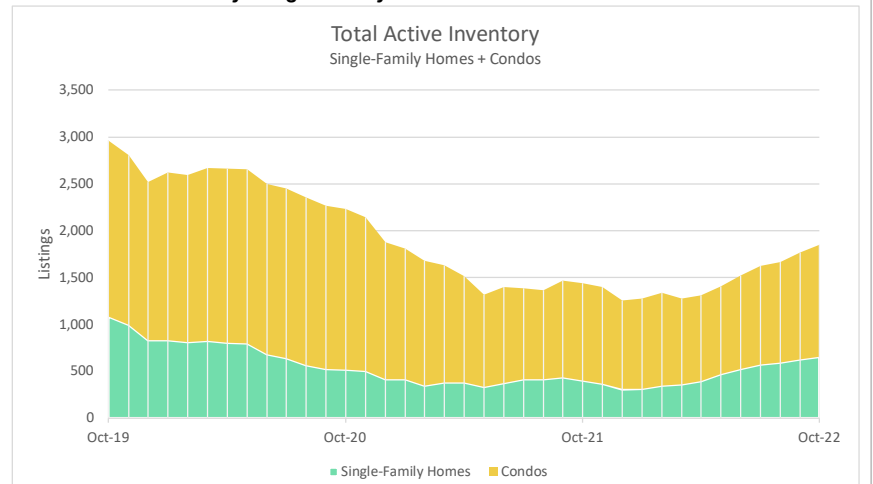


### Active Inventory

| October     | SFH        | YoY %chg     | CND          | YoY %chg     |
|-------------|------------|--------------|--------------|--------------|
| 2020        | 521        | -52.0%       | 1,715        | -8.5%        |
| 2021        | 401        | -23.0%       | 1,039        | -39.4%       |
| <b>2022</b> | <b>656</b> | <b>63.6%</b> | <b>1,194</b> | <b>14.9%</b> |



### Total Active Inventory: Single-Family Homes + Condos



\*Indicator modified as of 2021 to reflect Active status listings only and applied to historical monthly data shown above. Previous report indicator, referred to as Active Listings, reflected all actively marketed listings in A and ES status.

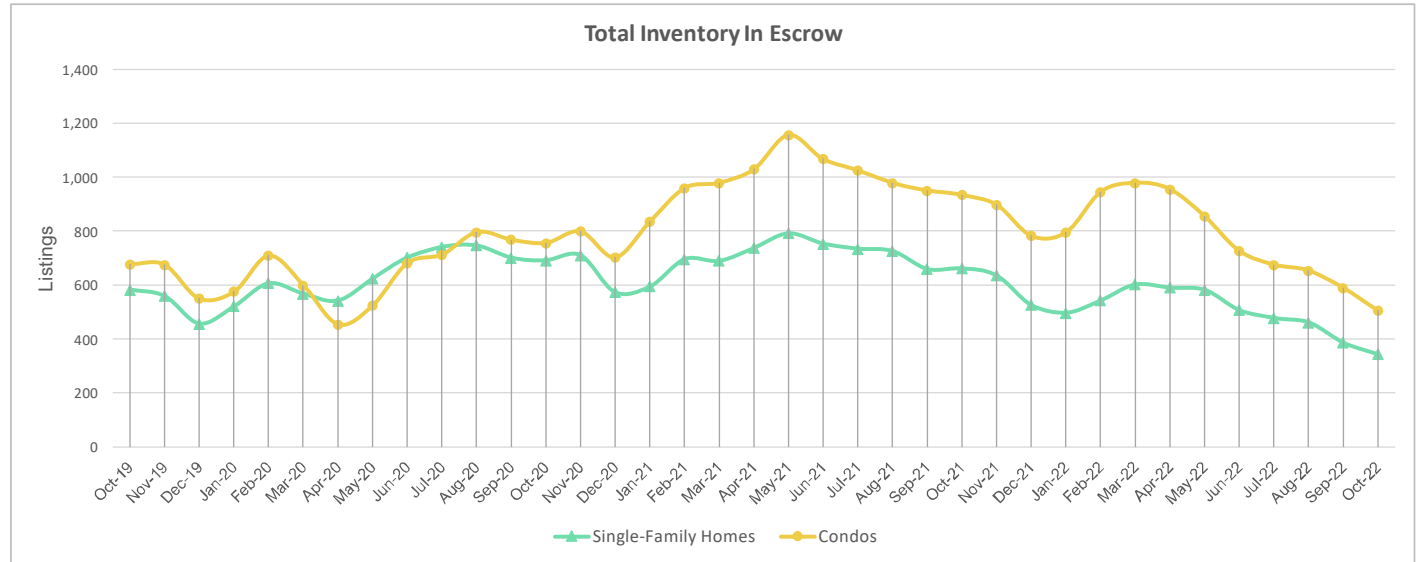
# Total Inventory In Escrow\*

October 2022

OAHU, HAWAII

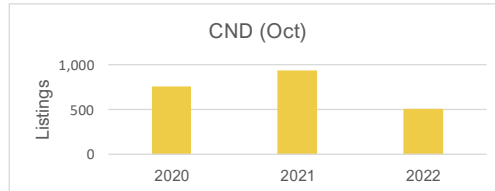
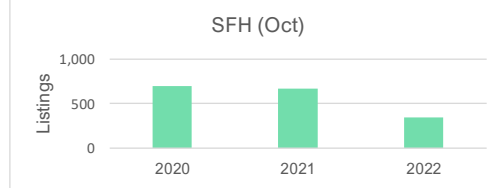
(The number of properties in escrow at the end of the given month / combined listings in ES and EN status)

| Mo/Yr         | Single-Family Homes | Condos     | Total      |
|---------------|---------------------|------------|------------|
| Oct-19        | 583                 | 678        | 1,261      |
| Nov-19        | 561                 | 676        | 1,237      |
| Dec-19        | 458                 | 551        | 1,009      |
| Jan-20        | 523                 | 577        | 1,100      |
| Feb-20        | 608                 | 710        | 1,318      |
| Mar-20        | 569                 | 600        | 1,169      |
| Apr-20        | 543                 | 455        | 998        |
| May-20        | 625                 | 525        | 1,150      |
| Jun-20        | 703                 | 682        | 1,385      |
| Jul-20        | 742                 | 714        | 1,456      |
| Aug-20        | 748                 | 797        | 1,545      |
| Sep-20        | 702                 | 769        | 1,471      |
| Oct-20        | 693                 | 757        | 1,450      |
| Nov-20        | 711                 | 800        | 1,511      |
| Dec-20        | 575                 | 703        | 1,278      |
| Jan-21        | 596                 | 837        | 1,433      |
| Feb-21        | 697                 | 960        | 1,657      |
| Mar-21        | 691                 | 979        | 1,670      |
| Apr-21        | 739                 | 1,030      | 1,769      |
| May-21        | 793                 | 1,157      | 1,950      |
| Jun-21        | 754                 | 1,068      | 1,822      |
| Jul-21        | 735                 | 1,026      | 1,761      |
| Aug-21        | 727                 | 979        | 1,706      |
| Sep-21        | 660                 | 951        | 1,611      |
| Oct-21        | 663                 | 935        | 1,598      |
| Nov-21        | 637                 | 899        | 1,536      |
| Dec-21        | 528                 | 784        | 1,312      |
| Jan-22        | 498                 | 797        | 1,295      |
| Feb-22        | 544                 | 946        | 1,490      |
| Mar-22        | 603                 | 980        | 1,583      |
| Apr-22        | 592                 | 956        | 1,548      |
| May-22        | 583                 | 856        | 1,439      |
| Jun-22        | 509                 | 728        | 1,237      |
| Jul-22        | 479                 | 676        | 1,155      |
| Aug-22        | 462                 | 654        | 1,116      |
| Sep-22        | 388                 | 590        | 978        |
| <b>Oct-22</b> | <b>345</b>          | <b>506</b> | <b>851</b> |

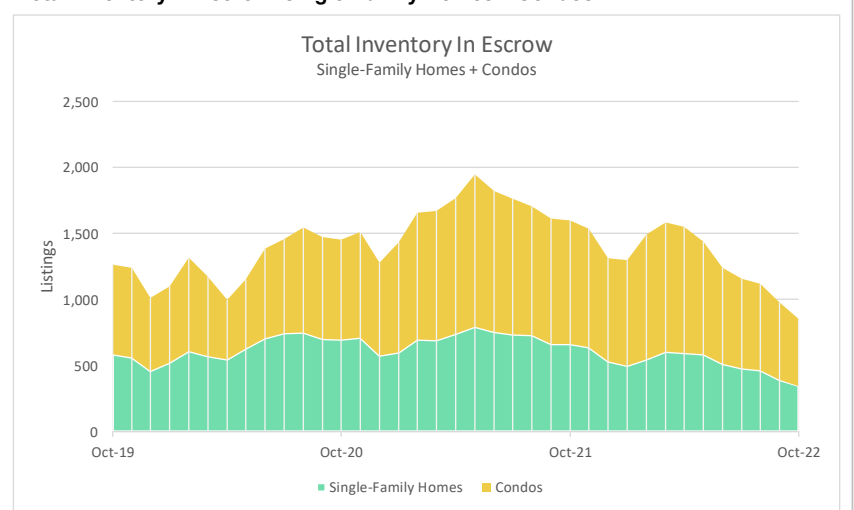


Total Inventory In Escrow

| October     | SFH        | YoY %chg      | CND        | YoY %chg      |
|-------------|------------|---------------|------------|---------------|
| 2020        | 693        | 18.9%         | 757        | 11.7%         |
| 2021        | 663        | -4.3%         | 935        | 23.5%         |
| <b>2022</b> | <b>345</b> | <b>-48.0%</b> | <b>506</b> | <b>-45.9%</b> |



Total Inventory In Escrow: Single-Family Homes + Condos



\*New indicator added to reports as of 2021, including applicable historical data.

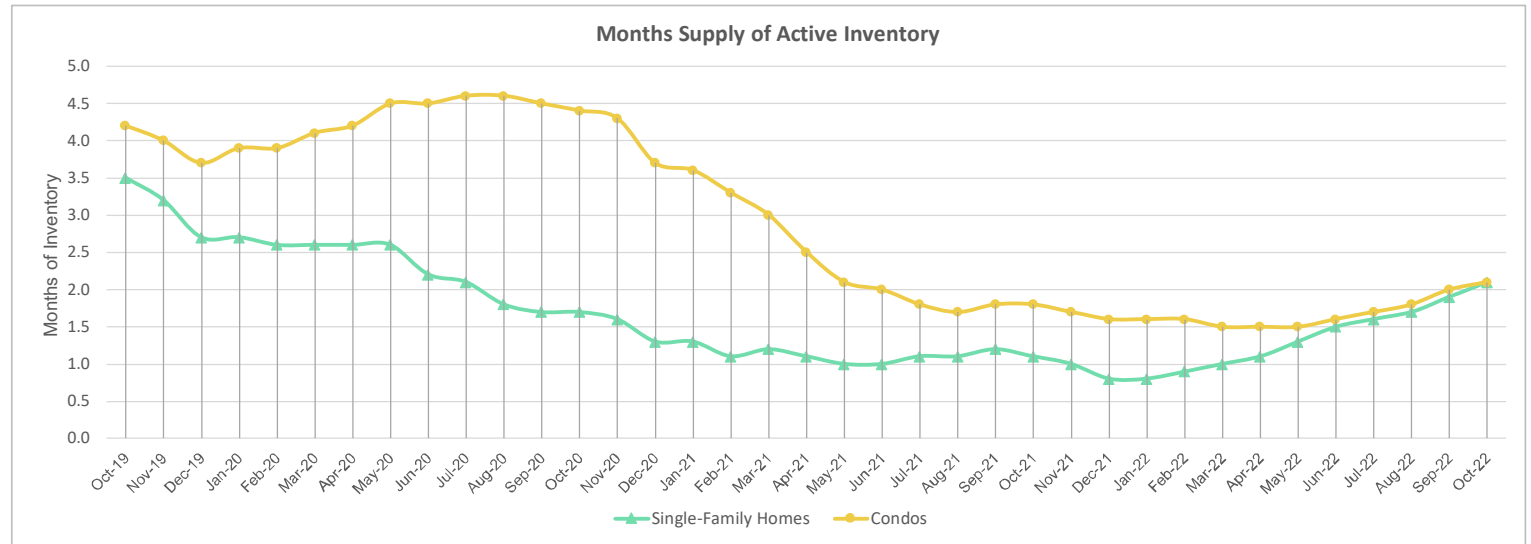
# Months Supply of Active Inventory\*

October 2022

OAHU, HAWAII

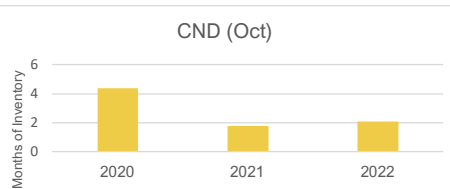
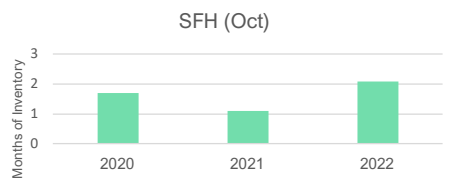
(Compares active inventory to a rolling 12-month average closed sales)

| Mo/Yr  | Single-Family Homes | Condos |
|--------|---------------------|--------|
| Oct-19 | 3.5                 | 4.2    |
| Nov-19 | 3.2                 | 4.0    |
| Dec-19 | 2.7                 | 3.7    |
| Jan-20 | 2.7                 | 3.9    |
| Feb-20 | 2.6                 | 3.9    |
| Mar-20 | 2.6                 | 4.1    |
| Apr-20 | 2.6                 | 4.2    |
| May-20 | 2.6                 | 4.5    |
| Jun-20 | 2.2                 | 4.5    |
| Jul-20 | 2.1                 | 4.6    |
| Aug-20 | 1.8                 | 4.6    |
| Sep-20 | 1.7                 | 4.5    |
| Oct-20 | 1.7                 | 4.4    |
| Nov-20 | 1.6                 | 4.3    |
| Dec-20 | 1.3                 | 3.7    |
| Jan-21 | 1.3                 | 3.6    |
| Feb-21 | 1.1                 | 3.3    |
| Mar-21 | 1.2                 | 3.0    |
| Apr-21 | 1.1                 | 2.5    |
| May-21 | 1.0                 | 2.1    |
| Jun-21 | 1.0                 | 2.0    |
| Jul-21 | 1.1                 | 1.8    |
| Aug-21 | 1.1                 | 1.7    |
| Sep-21 | 1.2                 | 1.8    |
| Oct-21 | 1.1                 | 1.8    |
| Nov-21 | 1.0                 | 1.7    |
| Dec-21 | 0.8                 | 1.6    |
| Jan-22 | 0.8                 | 1.6    |
| Feb-22 | 0.9                 | 1.6    |
| Mar-22 | 1.0                 | 1.5    |
| Apr-22 | 1.1                 | 1.5    |
| May-22 | 1.3                 | 1.5    |
| Jun-22 | 1.5                 | 1.6    |
| Jul-22 | 1.6                 | 1.7    |
| Aug-22 | 1.7                 | 1.8    |
| Sep-22 | 1.9                 | 2.0    |
| Oct-22 | 2.1                 | 2.1    |

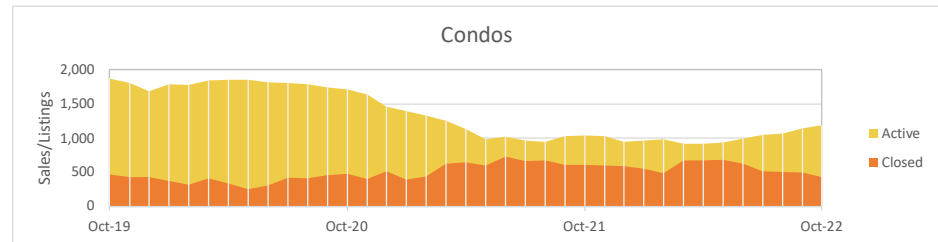
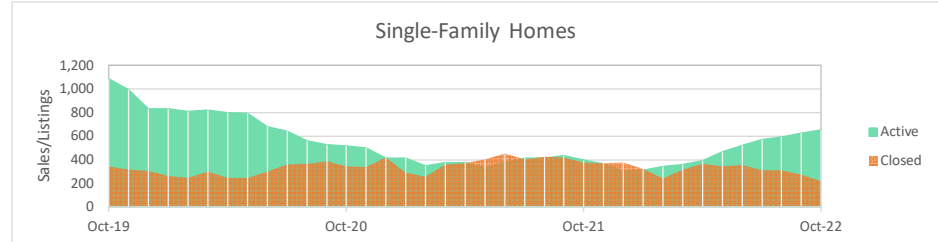


## Months Supply of Active Inventory

| October | SFH | YoY %chg | CND | YoY %chg |
|---------|-----|----------|-----|----------|
| 2020    | 1.7 | -51.4%   | 4.4 | 4.8%     |
| 2021    | 1.1 | -35.3%   | 1.8 | -59.1%   |
| 2022    | 2.1 | 90.9%    | 2.1 | 16.7%    |



## Active Inventory vs. Closed Sales



\*Methodology updated as of 2021 (also applied to historical data shown on this chart).

Months of Inventory, in reports prior to 2021, reflect a comparison of active listings to average pending sales.

# Housing Supply Overview

October 2022

OAHU, HAWAII

(A year-over-year overview of the availability and sales of properties in a given month, by price range)

| Single-Family Homes              | Closed Sales |            |               | Median Days on Market |           |              | Percent of Original List Price Received |               |              | New Listings |            |               | Pending Sales |            |               | Active Inventory |            |              | Total Inventory In Escrow |            |               | Months Supply of Active Inventory |            |              |
|----------------------------------|--------------|------------|---------------|-----------------------|-----------|--------------|---|---------------|--------------|--------------|------------|---------------|---------------|------------|---------------|------------------|------------|--------------|---------------------------|------------|---------------|-----------------------------------|------------|--------------|
|                                  | Oct-22       | Oct-21     | %chg          | Oct-22                | Oct-21    | %chg         | Oct-22                                  | Oct-21        | %chg         | Oct-22       | Oct-21     | %chg          | Oct-22        | Oct-21     | %chg          | Oct-22           | Oct-21     | %chg         | Oct-22                    | Oct-21     | %chg          | Oct-22                            | Oct-21     | %chg         |
| <b>\$449,999 and below</b>       | 0            | 3          | -100.0%       | -                     | 70        | -            | -                                       | 108.6%        | -            | 6            | 3          | 100.0%        | 3             | 2          | 50.0%         | 6                | 6          | 0.0%         | 7                         | 11         | -36.4%        | 3.0                               | 1.0        | 200.0%       |
| <b>\$450,000 - \$599,999</b>     | 6            | 9          | -33.3%        | 56                    | 11        | 409.1%       | 91.4%                                   | 101.9%        | -10.3%       | 5            | 12         | -58.3%        | 3             | 13         | -76.9%        | 8                | 12         | -33.3%       | 12                        | 23         | -47.8%        | 1.1                               | 0.8        | 37.5%        |
| <b>\$600,000 - \$699,999</b>     | 6            | 23         | -73.9%        | 39                    | 9         | 333.3%       | 97.7%                                   | 102.3%        | -4.5%        | 15           | 15         | 0.0%          | 8             | 15         | -46.7%        | 31               | 14         | 121.4%       | 18                        | 36         | -50.0%        | 3.1                               | 0.5        | 520.0%       |
| <b>\$700,000 - \$799,999</b>     | 18           | 31         | -41.9%        | 18                    | 8         | 125.0%       | 98.9%                                   | 103.2%        | -4.2%        | 31           | 42         | -26.2%        | 23            | 42         | -45.2%        | 49               | 25         | 96.0%        | 41                        | 68         | -39.7%        | 2.0                               | 0.5        | 300.0%       |
| <b>\$800,000 - \$899,999</b>     | 39           | 56         | -30.4%        | 22                    | 9         | 144.4%       | 98.8%                                   | 103.3%        | -4.4%        | 42           | 56         | -25.0%        | 27            | 60         | -55.0%        | 77               | 29         | 165.5%       | 45                        | 99         | -54.5%        | 2.0                               | 0.5        | 300.0%       |
| <b>\$900,000 - \$999,999</b>     | 31           | 66         | -53.0%        | 20                    | 12        | 66.7%        | 100.0%                                  | 101.3%        | -1.3%        | 37           | 44         | -15.9%        | 21            | 61         | -65.6%        | 80               | 33         | 142.4%       | 33                        | 96         | -65.6%        | 1.7                               | 0.7        | 142.9%       |
| <b>\$1,000,000 - \$1,499,999</b> | 83           | 104        | -20.2%        | 15                    | 10        | 50.0%        | 100.0%                                  | 104.1%        | -3.9%        | 75           | 115        | -34.8%        | 69            | 120        | -42.5%        | 152              | 95         | 60.0%        | 110                       | 191        | -42.4%        | 1.3                               | 0.9        | 44.4%        |
| <b>\$1,500,000 - 1,999,999</b>   | 21           | 40         | -47.5%        | 18                    | 10        | 80.0%        | 98.5%                                   | 102.4%        | -3.8%        | 38           | 43         | -11.6%        | 22            | 40         | -45.0%        | 91               | 60         | 51.7%        | 38                        | 65         | -41.5%        | 2.3                               | 1.7        | 35.3%        |
| <b>\$2,000,000 - \$2,999,999</b> | 10           | 32         | -68.8%        | 12                    | 12        | 0.0%         | 100.0%                                  | 100.2%        | -0.2%        | 21           | 23         | -8.7%         | 15            | 26         | -42.3%        | 67               | 46         | 45.7%        | 25                        | 39         | -35.9%        | 3.4                               | 1.9        | 78.9%        |
| <b>\$3,000,000 and above</b>     | 8            | 17         | -52.9%        | 49                    | 29        | 69.0%        | 97.4%                                   | 95.6%         | 1.9%         | 15           | 23         | -34.8%        | 7             | 21         | -66.7%        | 95               | 81         | 17.3%        | 16                        | 35         | -54.3%        | 6.3                               | 6.2        | 1.6%         |
| <b>All Single-Family Homes</b>   | <b>222</b>   | <b>381</b> | <b>-41.7%</b> | <b>19</b>             | <b>10</b> | <b>90.0%</b> | <b>99.8%</b>                            | <b>102.2%</b> | <b>-2.3%</b> | <b>285</b>   | <b>376</b> | <b>-24.2%</b> | <b>198</b>    | <b>400</b> | <b>-50.5%</b> | <b>656</b>       | <b>401</b> | <b>63.6%</b> | <b>345</b>                | <b>663</b> | <b>-48.0%</b> | <b>2.1</b>                        | <b>1.1</b> | <b>90.9%</b> |

| Condos                           | Closed Sales |            |               | Median Days on Market |           |              | Percent of Original List Price Received |               |              | New Listings |            |               | Pending Sales |            |               | Active Inventory |              |              | Total Inventory In Escrow |            |               | Months Supply of Active Inventory |            |              |
|----------------------------------|--------------|------------|---------------|-----------------------|-----------|--------------|---|---------------|--------------|--------------|------------|---------------|---------------|------------|---------------|------------------|--------------|--------------|---------------------------|------------|---------------|-----------------------------------|------------|--------------|
|                                  | Oct-22       | Oct-21     | %chg          | Oct-22                | Oct-21    | %chg         | Oct-22                                  | Oct-21        | %chg         | Oct-22       | Oct-21     | %chg          | Oct-22        | Oct-21     | %chg          | Oct-22           | Oct-21       | %chg         | Oct-22                    | Oct-21     | %chg          | Oct-22                            | Oct-21     | %chg         |
| <b>\$149,999 and below</b>       | 21           | 17         | 23.5%         | 29                    | 28        | 3.6%         | 97.7%                                   | 98.0%         | -0.3%        | 14           | 22         | -36.4%        | 10            | 19         | -47.4%        | 27               | 49           | -44.9%       | 13                        | 28         | -53.6%        | 1.6                               | 2.2        | -27.3%       |
| <b>\$150,000 - \$299,999</b>     | 52           | 99         | -47.5%        | 22                    | 28        | -21.4%       | 99.2%                                   | 96.1%         | 3.2%         | 60           | 96         | -37.5%        | 40            | 96         | -58.3%        | 156              | 169          | -7.7%        | 60                        | 140        | -57.1%        | 2.2                               | 1.8        | 22.2%        |
| <b>\$300,000 - \$399,999</b>     | 72           | 92         | -21.7%        | 23                    | 25        | -8.0%        | 99.3%                                   | 99.9%         | -0.6%        | 83           | 109        | -23.9%        | 71            | 98         | -27.6%        | 113              | 157          | -28.0%       | 106                       | 150        | -29.3%        | 1.3                               | 1.6        | -18.8%       |
| <b>\$400,000 - \$499,999</b>     | 60           | 96         | -37.5%        | 11                    | 8         | 37.5%        | 100.0%                                  | 100.0%        | 0.0%         | 70           | 136        | -48.5%        | 56            | 128        | -56.3%        | 154              | 145          | 6.2%         | 85                        | 187        | -54.5%        | 1.5                               | 1.4        | 7.1%         |
| <b>\$500,000 - \$599,999</b>     | 47           | 84         | -44.0%        | 10                    | 9         | 11.1%        | 100.0%                                  | 100.9%        | -0.9%        | 68           | 94         | -27.7%        | 40            | 87         | -54.0%        | 144              | 85           | 69.4%        | 63                        | 132        | -52.3%        | 1.7                               | 1.0        | 70.0%        |
| <b>\$600,000 - \$699,999</b>     | 48           | 75         | -36.0%        | 11                    | 9         | 22.2%        | 100.0%                                  | 101.1%        | -1.1%        | 66           | 77         | -14.3%        | 47            | 72         | -34.7%        | 130              | 73           | 78.1%        | 62                        | 107        | -42.1%        | 2.1                               | 1.1        | 90.9%        |
| <b>\$700,000 - \$999,999</b>     | 82           | 99         | -17.2%        | 27                    | 8         | 237.5%       | 98.6%                                   | 100.8%        | -2.2%        | 94           | 108        | -13.0%        | 55            | 82         | -32.9%        | 210              | 143          | 46.9%        | 78                        | 123        | -36.6%        | 2.1                               | 2.0        | 5.0%         |
| <b>\$1,000,000 - \$1,499,999</b> | 28           | 32         | -12.5%        | 35                    | 15        | 133.3%       | 96.2%                                   | 98.4%         | -2.2%        | 30           | 46         | -34.8%        | 11            | 32         | -65.6%        | 115              | 75           | 53.3%        | 21                        | 46         | -54.3%        | 3.8                               | 3.3        | 15.2%        |
| <b>\$1,500,000 - \$1,999,999</b> | 9            | 7          | 28.6%         | 34                    | 70        | -51.4%       | 95.5%                                   | 97.2%         | -1.7%        | 25           | 11         | 127.3%        | 7             | 8          | -12.5%        | 72               | 45           | 60.0%        | 10                        | 10         | 0.0%          | 8.0                               | 7.5        | 6.7%         |
| <b>\$2,000,000 and above</b>     | 16           | 10         | 60.0%         | 46                    | 7         | 557.1%       | 96.8%                                   | 100.0%        | -3.2%        | 22           | 18         | 22.2%         | 5             | 8          | -37.5%        | 73               | 98           | -25.5%       | 8                         | 12         | -33.3%        | 7.3                               | 12.3       | -40.7%       |
| <b>All Condos</b>                | <b>435</b>   | <b>611</b> | <b>-28.8%</b> | <b>19</b>             | <b>11</b> | <b>72.7%</b> | <b>99.0%</b>                            | <b>100.0%</b> | <b>-1.0%</b> | <b>532</b>   | <b>717</b> | <b>-25.8%</b> | <b>342</b>    | <b>630</b> | <b>-45.7%</b> | <b>1,194</b>     | <b>1,039</b> | <b>14.9%</b> | <b>506</b>                | <b>935</b> | <b>-45.9%</b> | <b>2.1</b>                        | <b>1.8</b> | <b>16.7%</b> |

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

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# Closed Sales by Price Range: Single-Family Homes

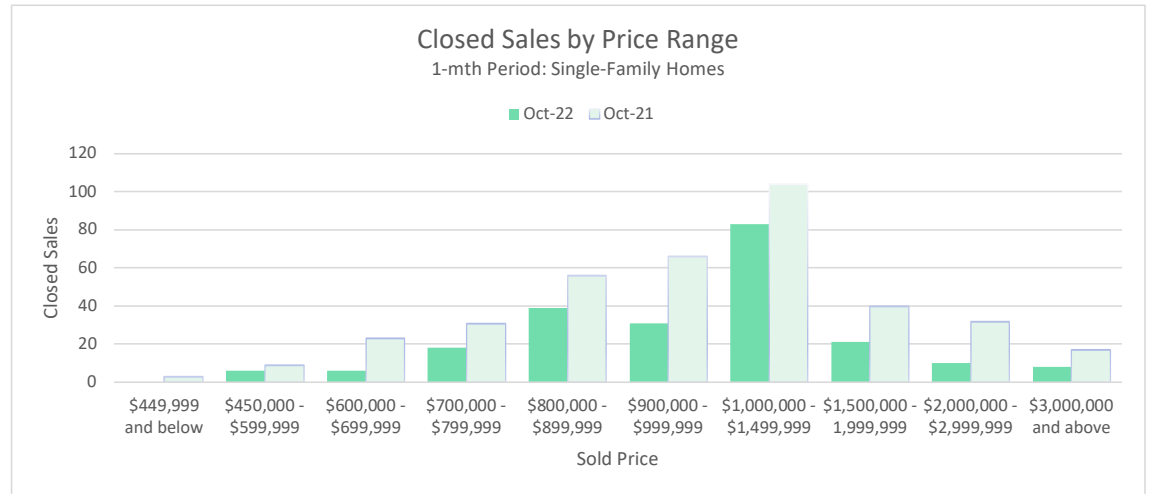
October 2022

OAHU, HAWAII

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

| Single-Family Homes            | Oct-22     | Oct-21     | %chg          | 12-mth Total This Period | 12-mth Total Last Period | %chg          |
|--------------------------------|------------|------------|---------------|--------------------------|--------------------------|---------------|
| \$449,999 and below            | 0          | 3          | -100.0%       | 28                       | 70                       | -60.0%        |
| \$450,000 - \$599,999          | 6          | 9          | -33.3%        | 81                       | 184                      | -56.0%        |
| \$600,000 - \$699,999          | 6          | 23         | -73.9%        | 117                      | 343                      | -65.9%        |
| \$700,000 - \$799,999          | 18         | 31         | -41.9%        | 293                      | 585                      | -49.9%        |
| \$800,000 - \$899,999          | 39         | 56         | -30.4%        | 470                      | 709                      | -33.7%        |
| \$900,000 - \$999,999          | 31         | 66         | -53.0%        | 555                      | 558                      | -0.5%         |
| \$1,000,000 - \$1,499,999      | 83         | 104        | -20.2%        | 1,389                    | 1,230                    | 12.9%         |
| \$1,500,000 - 1,999,999        | 21         | 40         | -47.5%        | 476                      | 417                      | 14.1%         |
| \$2,000,000 - \$2,999,999      | 10         | 32         | -68.8%        | 239                      | 284                      | -15.8%        |
| \$3,000,000 and above          | 8          | 17         | -52.9%        | 181                      | 155                      | 16.8%         |
| <b>All Single-Family Homes</b> | <b>222</b> | <b>381</b> | <b>-41.7%</b> | <b>3,829</b>             | <b>4,535</b>             | <b>-15.6%</b> |

This 12-month period reflects the consecutive 12-month period up through the current month, while last period reflects the same 12-month period one year prior.





# Closed Sales by Price Range: Condos

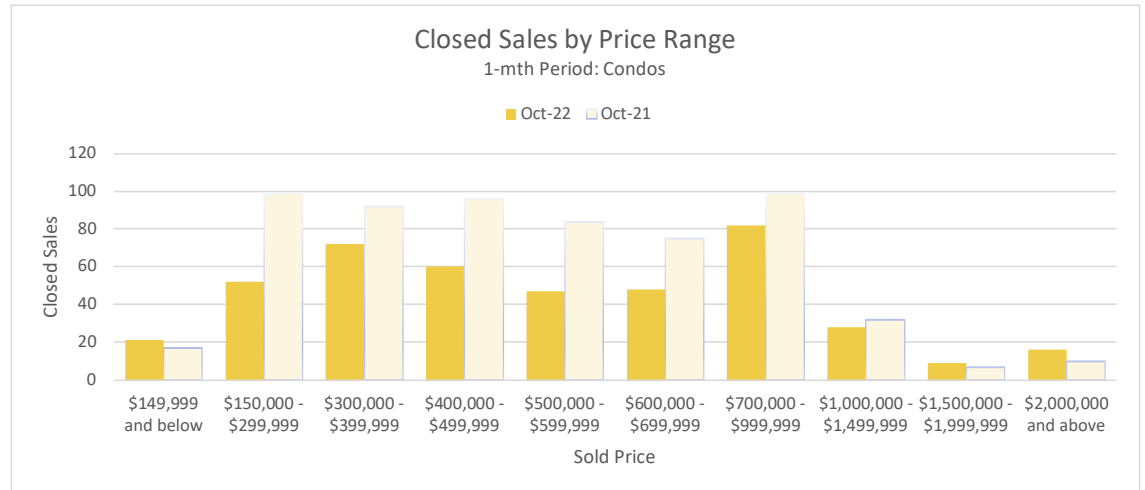
October 2022

OAHU, HAWAII

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

| Condos                    | Oct-22     | Oct-21     | %chg          | 12-mth Total This Period | 12-mth Total Last Period | %chg         |
|---------------------------|------------|------------|---------------|--------------------------|--------------------------|--------------|
| \$149,999 and below       | 21         | 17         | 23.5%         | 198                      | 259                      | -23.6%       |
| \$150,000 - \$299,999     | 52         | 99         | -47.5%        | 846                      | 1,101                    | -23.2%       |
| \$300,000 - \$399,999     | 72         | 92         | -21.7%        | 1,044                    | 1,183                    | -11.7%       |
| \$400,000 - \$499,999     | 60         | 96         | -37.5%        | 1,208                    | 1,276                    | -5.3%        |
| \$500,000 - \$599,999     | 47         | 84         | -44.0%        | 1,024                    | 1,039                    | -1.4%        |
| \$600,000 - \$699,999     | 48         | 75         | -36.0%        | 741                      | 779                      | -4.9%        |
| \$700,000 - \$999,999     | 82         | 99         | -17.2%        | 1,198                    | 853                      | 40.4%        |
| \$1,000,000 - \$1,499,999 | 28         | 32         | -12.5%        | 362                      | 273                      | 32.6%        |
| \$1,500,000 - \$1,999,999 | 9          | 7          | 28.6%         | 110                      | 73                       | 50.7%        |
| \$2,000,000 and above     | 16         | 10         | 60.0%         | 116                      | 94                       | 23.4%        |
| <b>All Condos</b>         | <b>435</b> | <b>611</b> | <b>-28.8%</b> | <b>6,847</b>             | <b>6,930</b>             | <b>-1.2%</b> |

This 12-month period reflects the consecutive 12-month period up through the current month, while last period reflects the same 12-month period one year prior.



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

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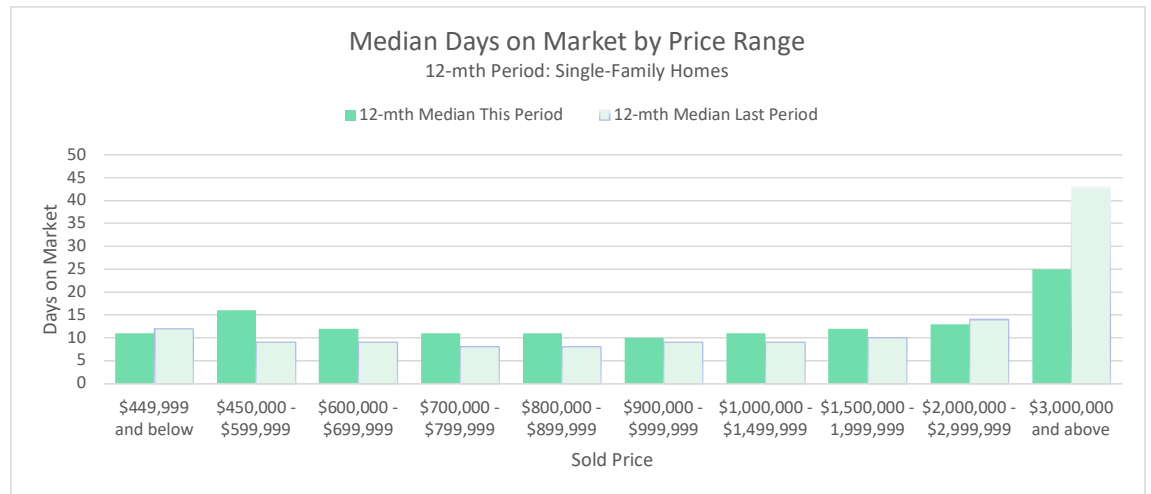
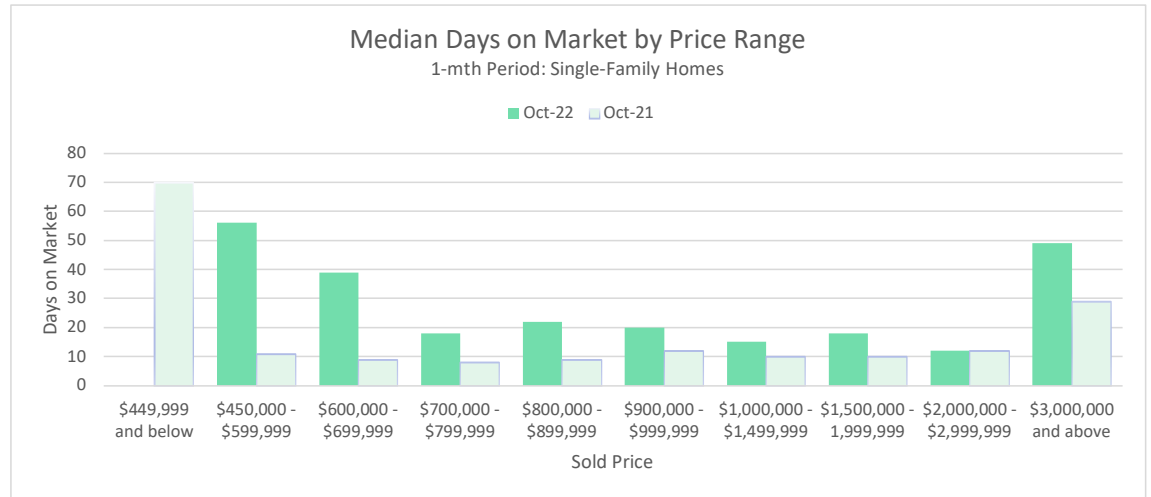
# Median Days on Market by Price Range: Single-Family Homes

October 2022

OAHU, HAWAII

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

| Single-Family Homes            | Oct-22    | Oct-21    | %chg         | 12-mth Median This Period | 12-mth Median Last Period | %chg         |
|--------------------------------|-----------|-----------|--------------|---------------------------|---------------------------|--------------|
| \$449,999 and below            | -         | 70        | -            | 11                        | 12                        | -8.3%        |
| \$450,000 - \$599,999          | 56        | 11        | 409.1%       | 16                        | 9                         | 77.8%        |
| \$600,000 - \$699,999          | 39        | 9         | 333.3%       | 12                        | 9                         | 33.3%        |
| \$700,000 - \$799,999          | 18        | 8         | 125.0%       | 11                        | 8                         | 37.5%        |
| \$800,000 - \$899,999          | 22        | 9         | 144.4%       | 11                        | 8                         | 37.5%        |
| \$900,000 - \$999,999          | 20        | 12        | 66.7%        | 10                        | 9                         | 11.1%        |
| \$1,000,000 - \$1,499,999      | 15        | 10        | 50.0%        | 11                        | 9                         | 22.2%        |
| \$1,500,000 - 1,999,999        | 18        | 10        | 80.0%        | 12                        | 10                        | 20.0%        |
| \$2,000,000 - \$2,999,999      | 12        | 12        | 0.0%         | 13                        | 14                        | -7.1%        |
| \$3,000,000 and above          | 49        | 29        | 69.0%        | 25                        | 43                        | -41.9%       |
| <b>All Single-Family Homes</b> | <b>19</b> | <b>10</b> | <b>90.0%</b> | <b>11</b>                 | <b>9</b>                  | <b>22.2%</b> |



This 12-month period reflects the consecutive 12-month period up through the current month, while last period reflects the same 12-month period one year prior.

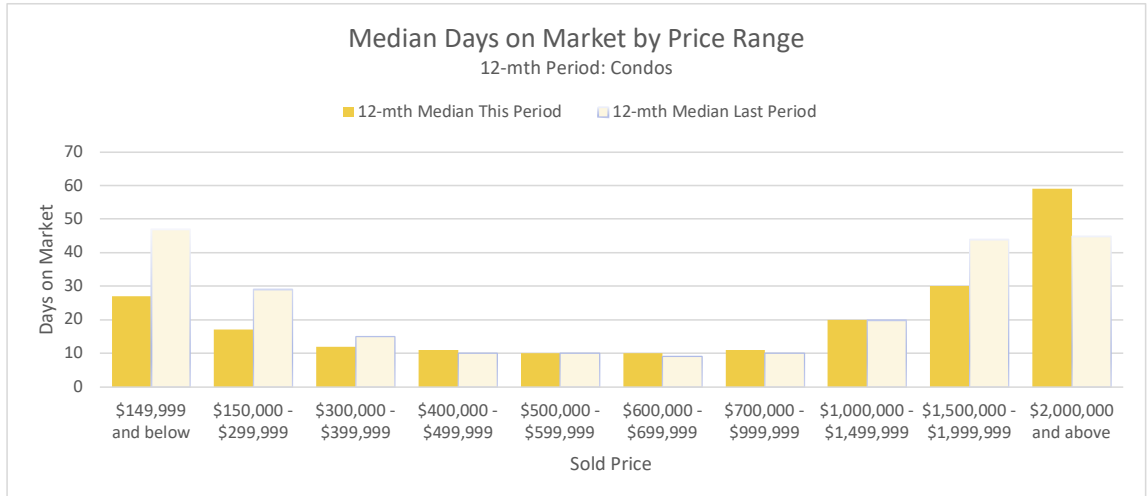
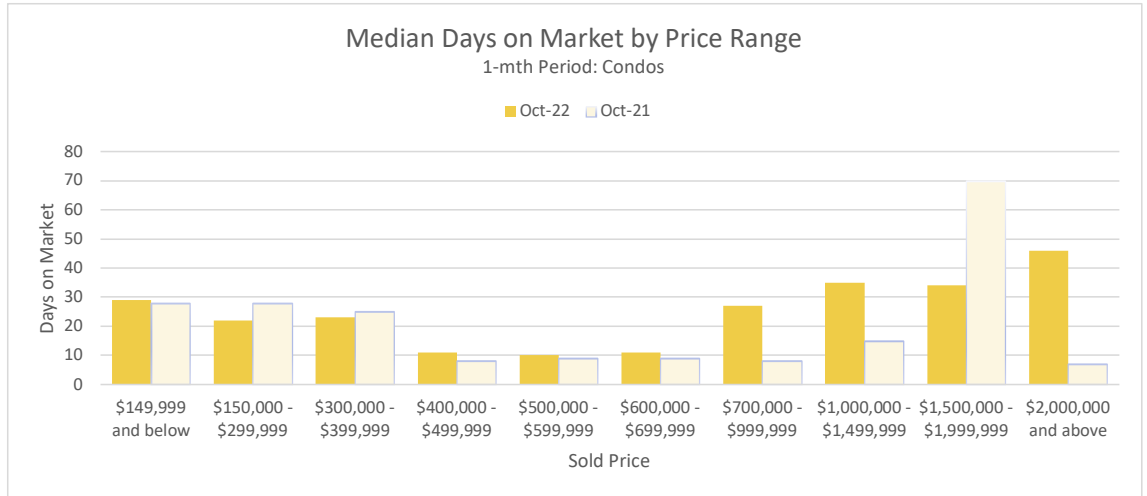
# Median Days on Market by Price Range: Condos

October 2022

OAHU, HAWAII

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

| Condos                    | Oct-22    | Oct-21    | %chg         | 12-mth Median This Period | 12-mth Median Last Period | %chg         |
|---------------------------|-----------|-----------|--------------|---------------------------|---------------------------|--------------|
| \$149,999 and below       | 29        | 28        | 3.6%         | 27                        | 47                        | -42.6%       |
| \$150,000 - \$299,999     | 22        | 28        | -21.4%       | 17                        | 29                        | -41.4%       |
| \$300,000 - \$399,999     | 23        | 25        | -8.0%        | 12                        | 15                        | -20.0%       |
| \$400,000 - \$499,999     | 11        | 8         | 37.5%        | 11                        | 10                        | 10.0%        |
| \$500,000 - \$599,999     | 10        | 9         | 11.1%        | 10                        | 10                        | 0.0%         |
| \$600,000 - \$699,999     | 11        | 9         | 22.2%        | 10                        | 9                         | 11.1%        |
| \$700,000 - \$999,999     | 27        | 8         | 237.5%       | 11                        | 10                        | 10.0%        |
| \$1,000,000 - \$1,499,999 | 35        | 15        | 133.3%       | 20                        | 20                        | 0.0%         |
| \$1,500,000 - \$1,999,999 | 34        | 70        | -51.4%       | 30                        | 44                        | -31.8%       |
| \$2,000,000 and above     | 46        | 7         | 557.1%       | 59                        | 45                        | 31.1%        |
| <b>All Condos</b>         | <b>19</b> | <b>11</b> | <b>72.7%</b> | <b>12</b>                 | <b>13</b>                 | <b>-7.7%</b> |



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

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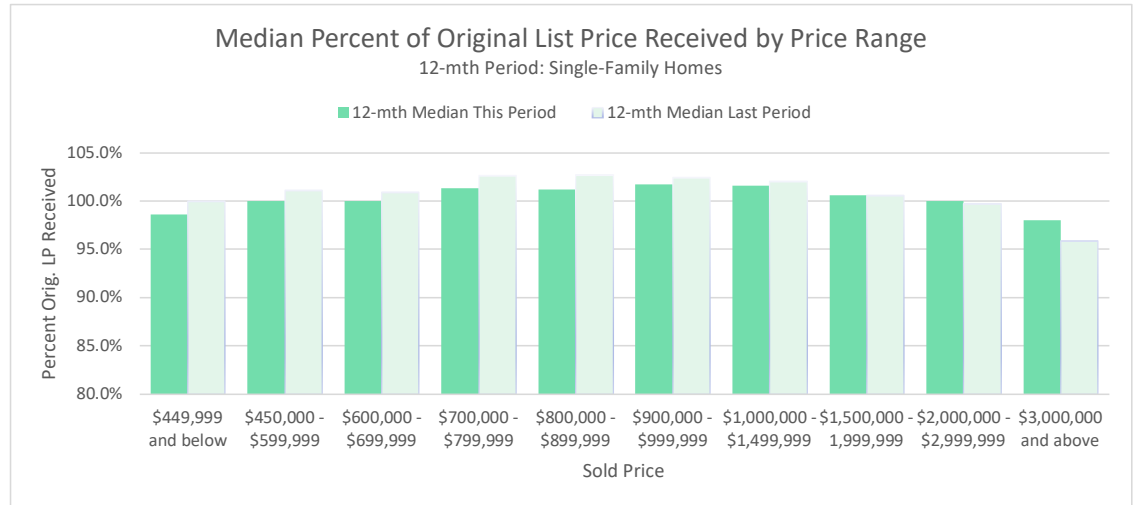
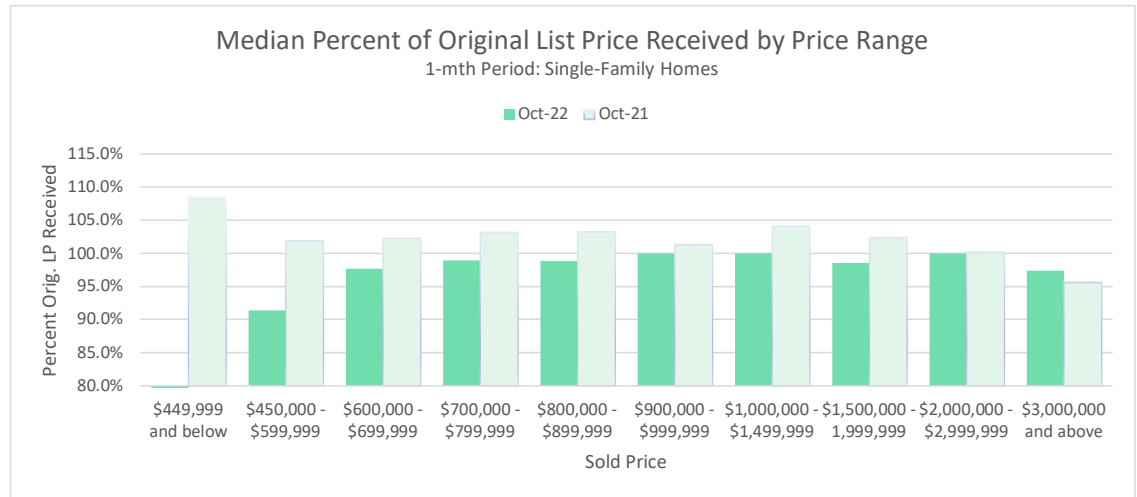
# Median Percent of Original List Price Received by Price Range: Single-Family Homes

October 2022

OAHU, HAWAII

(The percentage found when dividing a property's sales price by the original list price; reported percentage is the median of all sales for the period and price range indicated)

| Single-Family Homes            | Oct-22       | Oct-21        | %chg         | 12-mth Median This Period | 12-mth Median Last Period | %chg         |
|--------------------------------|--------------|---------------|--------------|---------------------------|---------------------------|--------------|
| \$449,999 and below            | -            | 108.6%        | -            | 98.6%                     | 100.0%                    | -1.4%        |
| \$450,000 - \$599,999          | 91.4%        | 101.9%        | -10.3%       | 100.0%                    | 101.1%                    | -1.1%        |
| \$600,000 - \$699,999          | 97.7%        | 102.3%        | -4.5%        | 100.0%                    | 100.9%                    | -0.9%        |
| \$700,000 - \$799,999          | 98.9%        | 103.2%        | -4.2%        | 101.3%                    | 102.6%                    | -1.3%        |
| \$800,000 - \$899,999          | 98.8%        | 103.3%        | -4.4%        | 101.2%                    | 102.7%                    | -1.5%        |
| \$900,000 - \$999,999          | 100.0%       | 101.3%        | -1.3%        | 101.7%                    | 102.4%                    | -0.7%        |
| \$1,000,000 - \$1,499,999      | 100.0%       | 104.1%        | -3.9%        | 101.6%                    | 102.0%                    | -0.4%        |
| \$1,500,000 - 1,999,999        | 98.5%        | 102.4%        | -3.8%        | 100.6%                    | 100.6%                    | 0.0%         |
| \$2,000,000 - \$2,999,999      | 100.0%       | 100.2%        | -0.2%        | 100.0%                    | 99.7%                     | 0.3%         |
| \$3,000,000 and above          | 97.4%        | 95.6%         | 1.9%         | 98.0%                     | 95.9%                     | 2.2%         |
| <b>All Single-Family Homes</b> | <b>99.8%</b> | <b>102.2%</b> | <b>-2.3%</b> | <b>100.9%</b>             | <b>101.5%</b>             | <b>-0.6%</b> |



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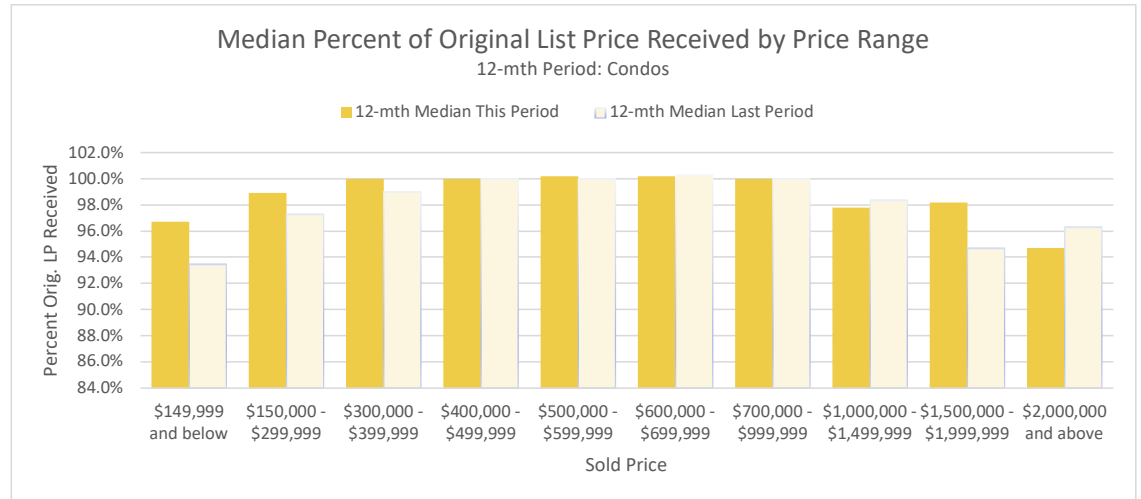
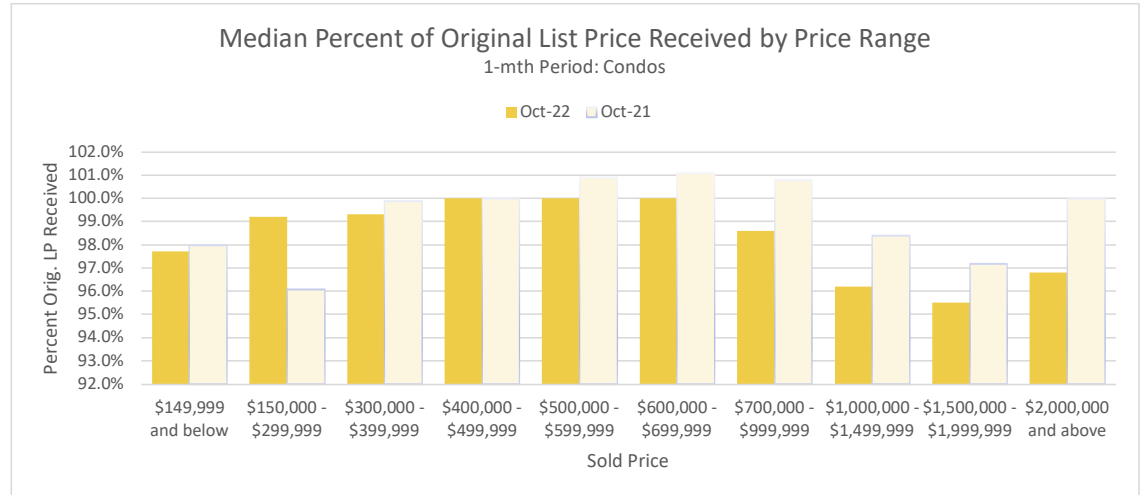
# Median Percent of Original List Price Received by Price Range: Condos

October 2022

OAHU, HAWAII

(The percentage found when dividing a property's sales price by the original list price; reported percentage is the median of all sales for the period and price range indicated)

| Condos                    | Oct-22       | Oct-21        | %chg         | 12-mth Median This Period | 12-mth Median Last Period | %chg        |
|---------------------------|--------------|---------------|--------------|---------------------------|---------------------------|-------------|
| \$149,999 and below       | 97.7%        | 98.0%         | -0.3%        | 96.7%                     | 93.5%                     | 3.4%        |
| \$150,000 - \$299,999     | 99.2%        | 96.1%         | 3.2%         | 98.9%                     | 97.3%                     | 1.6%        |
| \$300,000 - \$399,999     | 99.3%        | 99.9%         | -0.6%        | 100.0%                    | 99.0%                     | 1.0%        |
| \$400,000 - \$499,999     | 100.0%       | 100.0%        | 0.0%         | 100.0%                    | 100.0%                    | 0.0%        |
| \$500,000 - \$599,999     | 100.0%       | 100.9%        | -0.9%        | 100.2%                    | 100.0%                    | 0.2%        |
| \$600,000 - \$699,999     | 100.0%       | 101.1%        | -1.1%        | 100.2%                    | 100.3%                    | -0.1%       |
| \$700,000 - \$999,999     | 98.6%        | 100.8%        | -2.2%        | 100.0%                    | 100.0%                    | 0.0%        |
| \$1,000,000 - \$1,499,999 | 96.2%        | 98.4%         | -2.2%        | 97.8%                     | 98.4%                     | -0.6%       |
| \$1,500,000 - \$1,999,999 | 95.5%        | 97.2%         | -1.7%        | 98.2%                     | 94.7%                     | 3.7%        |
| \$2,000,000 and above     | 96.8%        | 100.0%        | -3.2%        | 94.7%                     | 96.3%                     | -1.7%       |
| <b>All Condos</b>         | <b>99.0%</b> | <b>100.0%</b> | <b>-1.0%</b> | <b>100.0%</b>             | <b>100.0%</b>             | <b>0.0%</b> |



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# New Listings by Price Range: Single-Family Homes

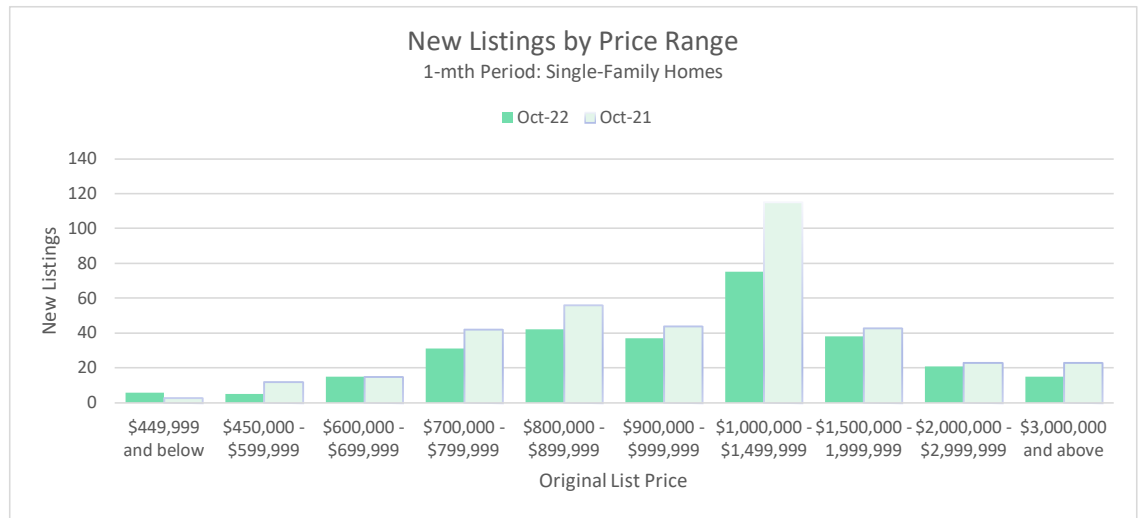
October 2022

OAHU, HAWAII

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

| Single-Family Homes            | Oct-22     | Oct-21     | %chg          | 12-mth Total This Period | 12-mth Total Last Period | %chg          |
|--------------------------------|------------|------------|---------------|--------------------------|--------------------------|---------------|
| \$449,999 and below            | 6          | 3          | 100.0%        | 29                       | 64                       | -54.7%        |
| \$450,000 - \$599,999          | 5          | 12         | -58.3%        | 80                       | 200                      | -60.0%        |
| \$600,000 - \$699,999          | 15         | 15         | 0.0%          | 176                      | 408                      | -56.9%        |
| \$700,000 - \$799,999          | 31         | 42         | -26.2%        | 353                      | 625                      | -43.5%        |
| \$800,000 - \$899,999          | 42         | 56         | -25.0%        | 558                      | 750                      | -25.6%        |
| \$900,000 - \$999,999          | 37         | 44         | -15.9%        | 629                      | 629                      | 0.0%          |
| \$1,000,000 - \$1,499,999      | 75         | 115        | -34.8%        | 1,371                    | 1,162                    | 18.0%         |
| \$1,500,000 - 1,999,999        | 38         | 43         | -11.6%        | 524                      | 466                      | 12.4%         |
| \$2,000,000 - \$2,999,999      | 21         | 23         | -8.7%         | 320                      | 290                      | 10.3%         |
| \$3,000,000 and above          | 15         | 23         | -34.8%        | 278                      | 263                      | 5.7%          |
| <b>All Single-Family Homes</b> | <b>285</b> | <b>376</b> | <b>-24.2%</b> | <b>4,318</b>             | <b>4,857</b>             | <b>-11.1%</b> |

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# New Listings by Price Range: Condos

October 2022

OAHU, HAWAII

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

| Condos                    | Oct-22     | Oct-21     | %chg          | 12-mth Total This Period | 12-mth Total Last Period | %chg         |
|---------------------------|------------|------------|---------------|--------------------------|--------------------------|--------------|
| \$149,999 and below       | 14         | 22         | -36.4%        | 195                      | 271                      | -28.0%       |
| \$150,000 - \$299,999     | 60         | 96         | -37.5%        | 955                      | 1,263                    | -24.4%       |
| \$300,000 - \$399,999     | 83         | 109        | -23.9%        | 1,178                    | 1,423                    | -17.2%       |
| \$400,000 - \$499,999     | 70         | 136        | -48.5%        | 1,271                    | 1,480                    | -14.1%       |
| \$500,000 - \$599,999     | 68         | 94         | -27.7%        | 1,100                    | 1,136                    | -3.2%        |
| \$600,000 - \$699,999     | 66         | 77         | -14.3%        | 874                      | 818                      | 6.8%         |
| \$700,000 - \$999,999     | 94         | 108        | -13.0%        | 1,340                    | 951                      | 40.9%        |
| \$1,000,000 - \$1,499,999 | 30         | 46         | -34.8%        | 446                      | 362                      | 23.2%        |
| \$1,500,000 - \$1,999,999 | 25         | 11         | 127.3%        | 193                      | 133                      | 45.1%        |
| \$2,000,000 and above     | 22         | 18         | 22.2%         | 185                      | 200                      | -7.5%        |
| <b>All Condos</b>         | <b>532</b> | <b>717</b> | <b>-25.8%</b> | <b>7,737</b>             | <b>8,037</b>             | <b>-3.7%</b> |



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# Pending Sales by Price Range: Single-Family Homes

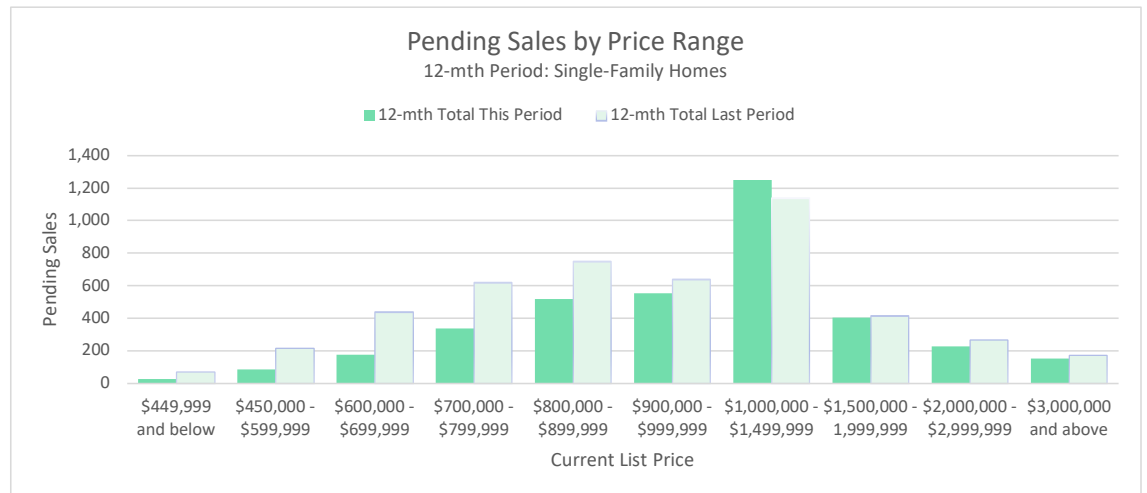
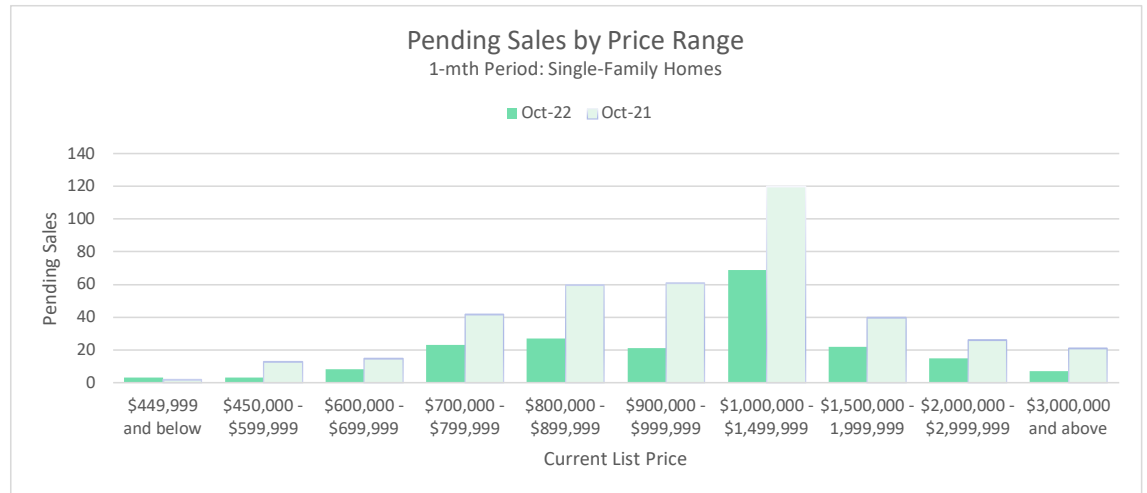
## October 2022

OAHU, HAWAII

(A measure of contract activity / a count of properties that have had offers accepted on them in a given month)

| Single-Family Homes            | Oct-22     | Oct-21     | %chg          | 12-mth Total This Period | 12-mth Total Last Period | %chg          |
|--------------------------------|------------|------------|---------------|--------------------------|--------------------------|---------------|
| \$449,999 and below            | 3          | 2          | 50.0%         | 26                       | 68                       | -61.8%        |
| \$450,000 - \$599,999          | 3          | 13         | -76.9%        | 86                       | 214                      | -59.8%        |
| \$600,000 - \$699,999          | 8          | 15         | -46.7%        | 175                      | 437                      | -60.0%        |
| \$700,000 - \$799,999          | 23         | 42         | -45.2%        | 336                      | 618                      | -45.6%        |
| \$800,000 - \$899,999          | 27         | 60         | -55.0%        | 516                      | 751                      | -31.3%        |
| \$900,000 - \$999,999          | 21         | 61         | -65.6%        | 554                      | 640                      | -13.4%        |
| \$1,000,000 - \$1,499,999      | 69         | 120        | -42.5%        | 1,251                    | 1,140                    | 9.7%          |
| \$1,500,000 - 1,999,999        | 22         | 40         | -45.0%        | 405                      | 417                      | -2.9%         |
| \$2,000,000 - \$2,999,999      | 15         | 26         | -42.3%        | 227                      | 265                      | -14.3%        |
| \$3,000,000 and above          | 7          | 21         | -66.7%        | 151                      | 172                      | -12.2%        |
| <b>All Single-Family Homes</b> | <b>198</b> | <b>400</b> | <b>-50.5%</b> | <b>3,727</b>             | <b>4,722</b>             | <b>-21.1%</b> |

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# Pending Sales by Price Range: Condos

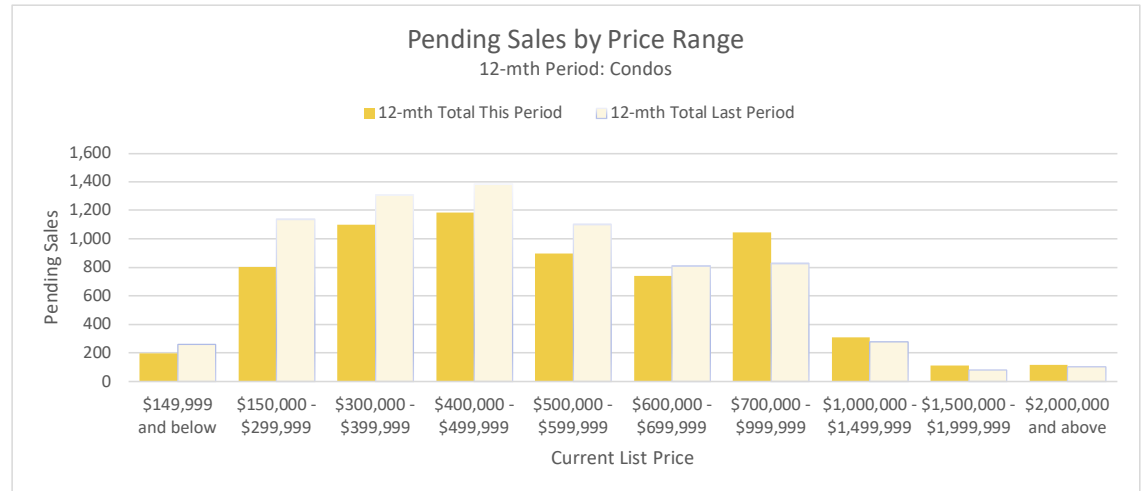
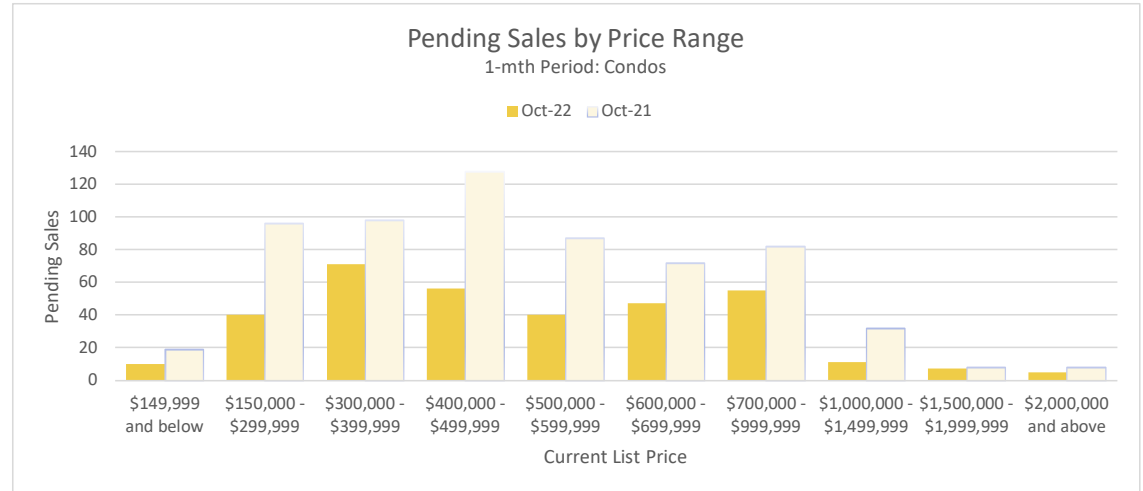
October 2022

OAHU, HAWAII

(A measure of contract activity / a count of properties that have had offers accepted on them in a given month)

| Condos                    | Oct-22     | Oct-21     | %chg          | 12-mth Total This Period | 12-mth Total Last Period | %chg          |
|---------------------------|------------|------------|---------------|--------------------------|--------------------------|---------------|
| \$149,999 and below       | 10         | 19         | -47.4%        | 196                      | 258                      | -24.0%        |
| \$150,000 - \$299,999     | 40         | 96         | -58.3%        | 803                      | 1,140                    | -29.6%        |
| \$300,000 - \$399,999     | 71         | 98         | -27.6%        | 1,097                    | 1,308                    | -16.1%        |
| \$400,000 - \$499,999     | 56         | 128        | -56.3%        | 1,182                    | 1,386                    | -14.7%        |
| \$500,000 - \$599,999     | 40         | 87         | -54.0%        | 899                      | 1,101                    | -18.3%        |
| \$600,000 - \$699,999     | 47         | 72         | -34.7%        | 740                      | 810                      | -8.6%         |
| \$700,000 - \$999,999     | 55         | 82         | -32.9%        | 1,043                    | 831                      | 25.5%         |
| \$1,000,000 - \$1,499,999 | 11         | 32         | -65.6%        | 309                      | 278                      | 11.2%         |
| \$1,500,000 - \$1,999,999 | 7          | 8          | -12.5%        | 110                      | 81                       | 35.8%         |
| \$2,000,000 and above     | 5          | 8          | -37.5%        | 115                      | 103                      | 11.7%         |
| <b>All Condos</b>         | <b>342</b> | <b>630</b> | <b>-45.7%</b> | <b>6,494</b>             | <b>7,296</b>             | <b>-11.0%</b> |

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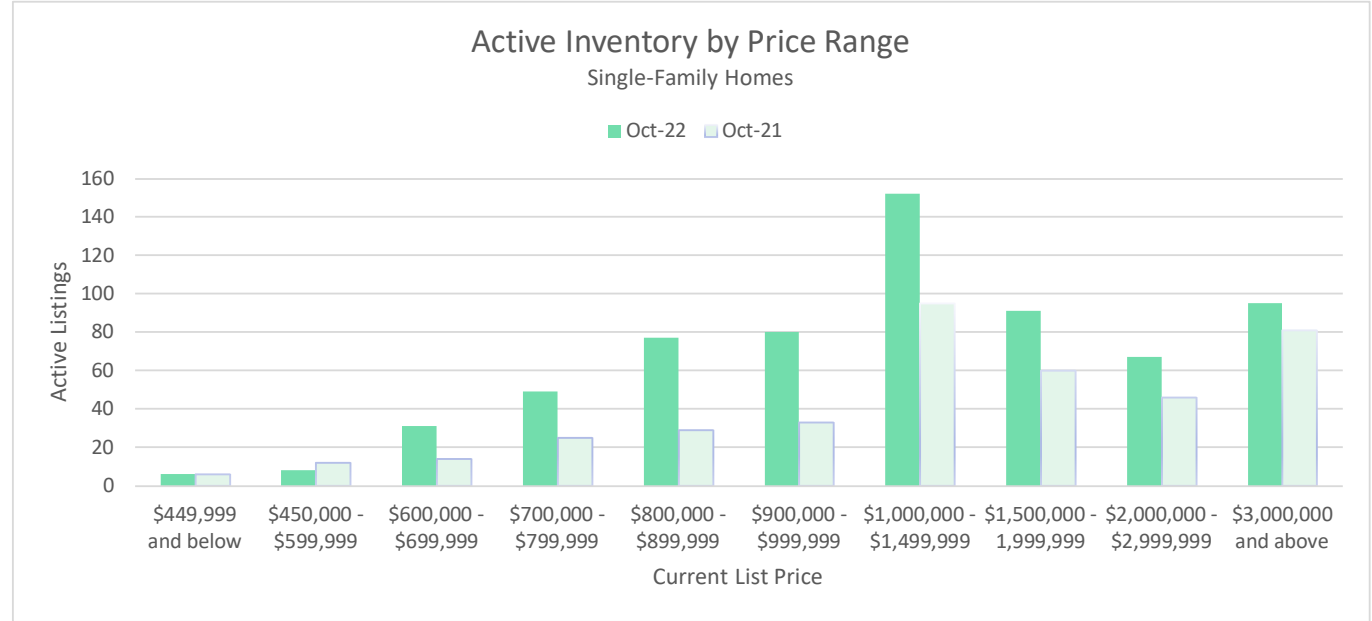
# Active Inventory\* by Price Range: Single-Family Homes

October 2022

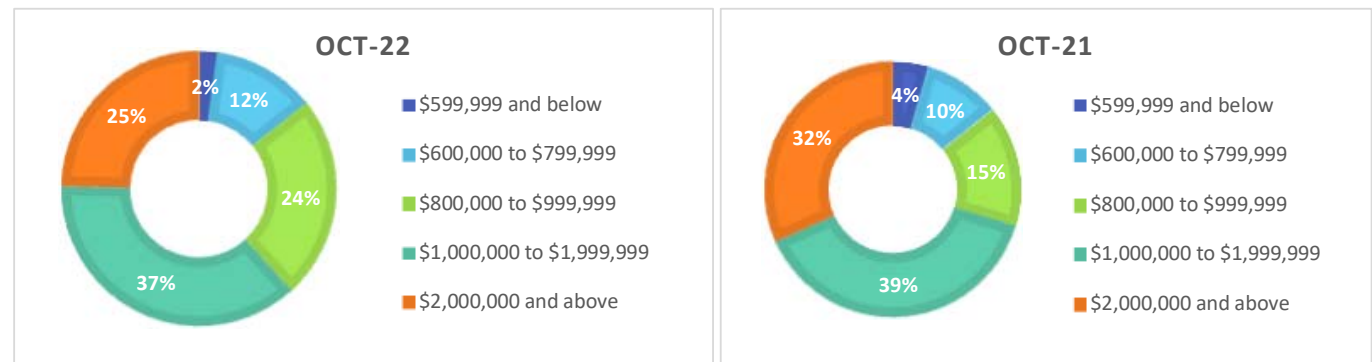
OAHU, HAWAII

(The number of properties active on market at the end of a given month)

| Single-Family Homes            | Oct-22     | Oct-21     | YOY chg      |
|--------------------------------|------------|------------|--------------|
| \$449,999 and below            | 6          | 6          | 0.0%         |
| \$450,000 - \$599,999          | 8          | 12         | -33.3%       |
| \$600,000 - \$699,999          | 31         | 14         | 121.4%       |
| \$700,000 - \$799,999          | 49         | 25         | 96.0%        |
| \$800,000 - \$899,999          | 77         | 29         | 165.5%       |
| \$900,000 - \$999,999          | 80         | 33         | 142.4%       |
| \$1,000,000 - \$1,499,999      | 152        | 95         | 60.0%        |
| \$1,500,000 - 1,999,999        | 91         | 60         | 51.7%        |
| \$2,000,000 - \$2,999,999      | 67         | 46         | 45.7%        |
| \$3,000,000 and above          | 95         | 81         | 17.3%        |
| <b>All Single-Family Homes</b> | <b>656</b> | <b>401</b> | <b>63.6%</b> |



Active Inventory - Percent Share by Price Range (portion of total active status listings represented by a given price range)



\*Indicator modified as of 2021 to reflect Active status listings only and applied to historical monthly data shown above. Previous report indicator, referred to as Active Listings, reflected all actively marketed listings in A and ES status.

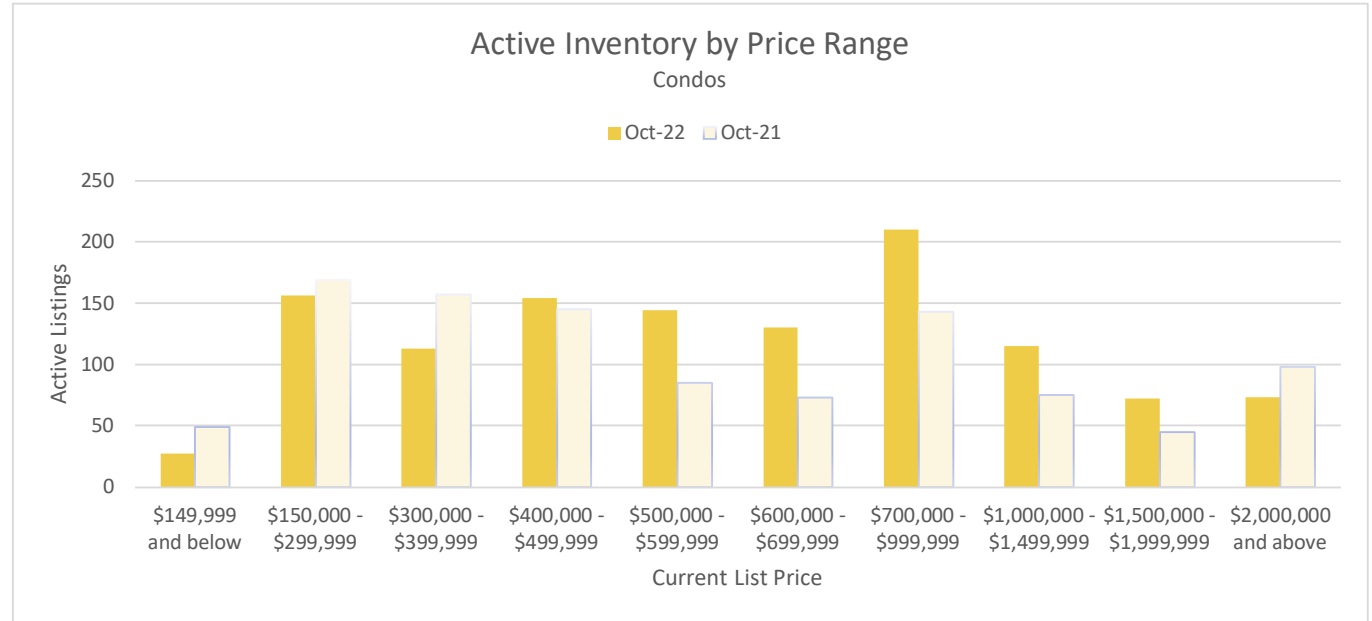
# Active Inventory\* by Price Range: Condos

October 2022

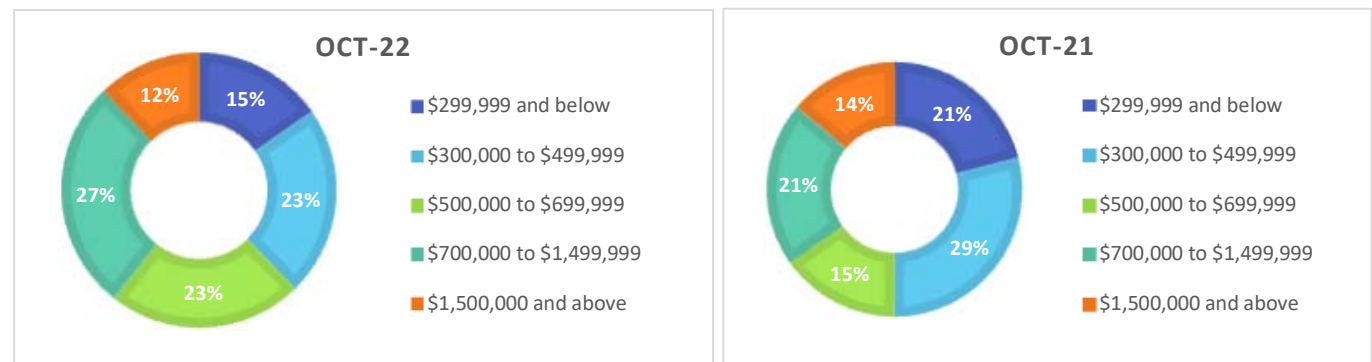
OAHU, HAWAII

(The number of properties active on market at the end of a given month)

| Condos                    | Oct-22       | Oct-21       | YOY chg      |
|---------------------------|--------------|--------------|--------------|
| \$149,999 and below       | 27           | 49           | -44.9%       |
| \$150,000 - \$299,999     | 156          | 169          | -7.7%        |
| \$300,000 - \$399,999     | 113          | 157          | -28.0%       |
| \$400,000 - \$499,999     | 154          | 145          | 6.2%         |
| \$500,000 - \$599,999     | 144          | 85           | 69.4%        |
| \$600,000 - \$699,999     | 130          | 73           | 78.1%        |
| \$700,000 - \$999,999     | 210          | 143          | 46.9%        |
| \$1,000,000 - \$1,499,999 | 115          | 75           | 53.3%        |
| \$1,500,000 - \$1,999,999 | 72           | 45           | 60.0%        |
| \$2,000,000 and above     | 73           | 98           | -25.5%       |
| <b>All Condos</b>         | <b>1,194</b> | <b>1,039</b> | <b>14.9%</b> |



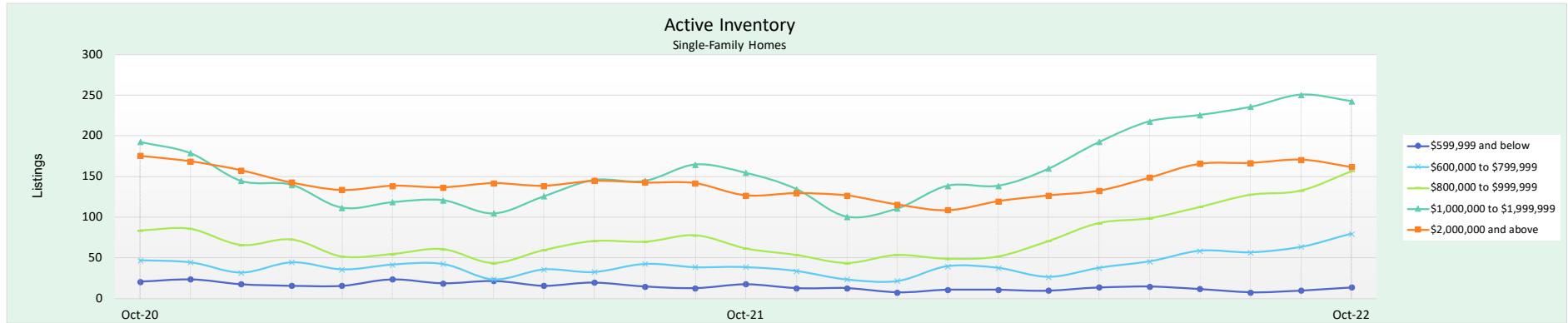
Active Inventory - Percent Share by Price Range (portion of total active status listings represented by a given price range)



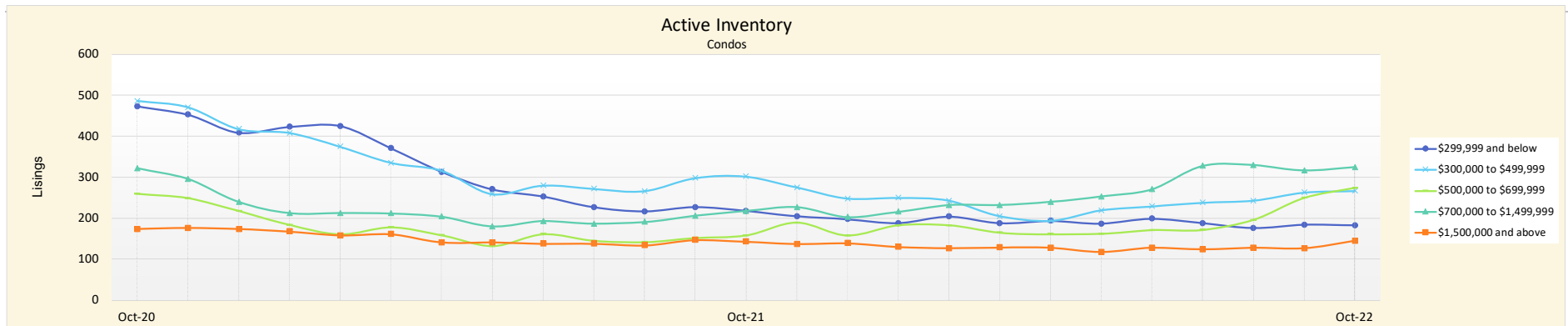
\*Indicator modified as of 2021 to reflect Active status listings only and applied to historical monthly data shown above. Previous report indicator, referred to as Active Listings, reflected all actively marketed listings in A and ES status.

# Active Inventory\*: Single-Family Homes and Condos

October 2022  
OAHU, HAWAII



| Single-Family Homes        | O-20       | N-20       | D-20       | J-21       | F-21       | M-21       | A-21       | M-21       | J-21       | J-21       | A-21       | S-21       | O-21       | N-21       | D-21       | J-22       | F-22       | M-22       | A-22       | M-22       | J-22       | J-22       | A-22       | S-22       | O-22       |
|----------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$599,999 and below        | 21         | 24         | 18         | 16         | 16         | 24         | 19         | 22         | 16         | 20         | 15         | 13         | 18         | 13         | 13         | 8          | 11         | 11         | 10         | 14         | 15         | 12         | 8          | 10         | 14         |
| \$600,000 to \$799,999     | 47         | 45         | 32         | 45         | 36         | 42         | 43         | 24         | 36         | 33         | 43         | 39         | 39         | 34         | 24         | 22         | 40         | 38         | 27         | 38         | 46         | 59         | 57         | 64         | 80         |
| \$800,000 to \$999,999     | 84         | 86         | 66         | 73         | 52         | 55         | 61         | 44         | 60         | 71         | 70         | 78         | 62         | 54         | 44         | 54         | 49         | 52         | 71         | 93         | 99         | 113        | 128        | 133        | 157        |
| \$1,000,000 to \$1,999,999 | 193        | 179        | 145        | 140        | 112        | 119        | 121        | 105        | 126        | 146        | 145        | 165        | 155        | 135        | 101        | 111        | 139        | 139        | 160        | 193        | 218        | 226        | 236        | 251        | 243        |
| \$2,000,000 and above      | 176        | 169        | 158        | 143        | 134        | 139        | 137        | 142        | 139        | 145        | 143        | 142        | 127        | 130        | 127        | 116        | 109        | 120        | 127        | 133        | 149        | 166        | 167        | 171        | 162        |
| <b>Total</b>               | <b>521</b> | <b>503</b> | <b>419</b> | <b>417</b> | <b>350</b> | <b>379</b> | <b>381</b> | <b>337</b> | <b>377</b> | <b>415</b> | <b>416</b> | <b>437</b> | <b>401</b> | <b>366</b> | <b>309</b> | <b>311</b> | <b>348</b> | <b>360</b> | <b>395</b> | <b>471</b> | <b>527</b> | <b>576</b> | <b>596</b> | <b>629</b> | <b>656</b> |



| Condos                   | O-20         | N-20         | D-20         | J-21         | F-21         | M-21         | A-21         | M-21       | J-21         | J-21       | A-21       | S-21         | O-21         | N-21         | D-21       | J-22       | F-22       | M-22       | A-22       | M-22       | J-22       | J-22         | A-22         | S-22         | O-22         |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|------------|------------|--------------|--------------|--------------|------------|------------|------------|------------|------------|------------|------------|--------------|--------------|--------------|--------------|
| \$299,999 and below      | 473          | 453          | 409          | 423          | 425          | 371          | 313          | 271        | 253          | 227        | 217        | 227          | 218          | 205          | 198        | 188        | 204        | 188        | 194        | 187        | 199        | 188          | 176          | 184          | 183          |
| \$300,000 to \$499,999   | 486          | 471          | 418          | 408          | 375          | 335          | 316          | 259        | 280          | 272        | 266        | 298          | 302          | 275          | 248        | 250        | 243        | 205        | 194        | 219        | 229        | 238          | 243          | 263          | 267          |
| \$500,000 to \$699,999   | 260          | 249          | 218          | 184          | 161          | 178          | 159          | 132        | 161          | 145        | 142        | 152          | 158          | 189          | 158        | 183        | 183        | 165        | 161        | 162        | 171        | 172          | 196          | 250          | 274          |
| \$700,000 to \$1,499,999 | 322          | 296          | 240          | 213          | 213          | 212          | 204          | 180        | 193          | 187        | 191        | 206          | 218          | 227          | 203        | 216        | 232        | 232        | 240        | 253        | 271        | 328          | 330          | 317          | 325          |
| \$1,500,000 and above    | 174          | 176          | 174          | 168          | 158          | 161          | 141          | 141        | 138          | 138        | 134        | 147          | 143          | 137          | 139        | 130        | 127        | 129        | 128        | 118        | 128        | 124          | 128          | 127          | 145          |
| <b>Total</b>             | <b>1,715</b> | <b>1,645</b> | <b>1,459</b> | <b>1,396</b> | <b>1,332</b> | <b>1,257</b> | <b>1,133</b> | <b>983</b> | <b>1,025</b> | <b>969</b> | <b>950</b> | <b>1,030</b> | <b>1,039</b> | <b>1,033</b> | <b>946</b> | <b>967</b> | <b>989</b> | <b>919</b> | <b>917</b> | <b>939</b> | <b>998</b> | <b>1,050</b> | <b>1,073</b> | <b>1,141</b> | <b>1,194</b> |

\*Indicator modified as of 2021 to reflect Active status listings only and applied to historical monthly data shown above. Previous report indicator, referred to as Active Listings, reflected all actively marketed listings in A and ES status.

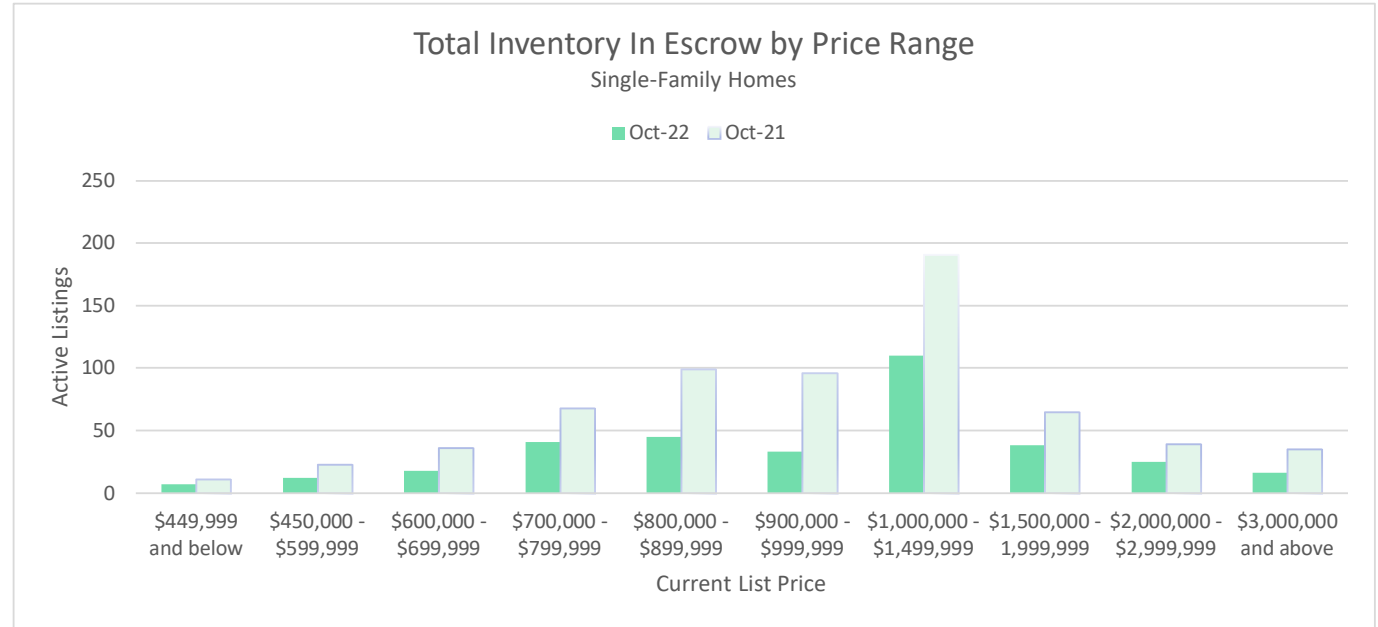
# Total Inventory In Escrow\* by Price Range: Single-Family Homes

October 2022

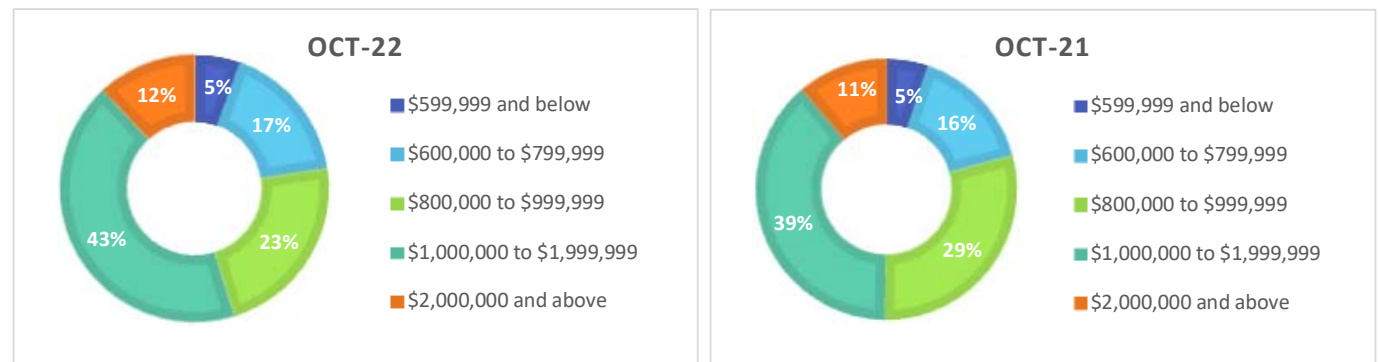
OAHU, HAWAII

(The number of properties in an escrow status at the end of a given month)

| Single-Family Homes            | Oct-22     | Oct-21     | YOY chg       |
|--------------------------------|------------|------------|---------------|
| \$449,999 and below            | 7          | 11         | -36.4%        |
| \$450,000 - \$599,999          | 12         | 23         | -47.8%        |
| \$600,000 - \$699,999          | 18         | 36         | -50.0%        |
| \$700,000 - \$799,999          | 41         | 68         | -39.7%        |
| \$800,000 - \$899,999          | 45         | 99         | -54.5%        |
| \$900,000 - \$999,999          | 33         | 96         | -65.6%        |
| \$1,000,000 - \$1,499,999      | 110        | 191        | -42.4%        |
| \$1,500,000 - 1,999,999        | 38         | 65         | -41.5%        |
| \$2,000,000 - \$2,999,999      | 25         | 39         | -35.9%        |
| \$3,000,000 and above          | 16         | 35         | -54.3%        |
| <b>All Single-Family Homes</b> | <b>345</b> | <b>663</b> | <b>-48.0%</b> |



**Total Inventory In Escrow - Percent Share by Price Range** (portion of total inventory in escrow represented by a given price range)



\*New indicator added to reports as of 2021, including applicable historical data.

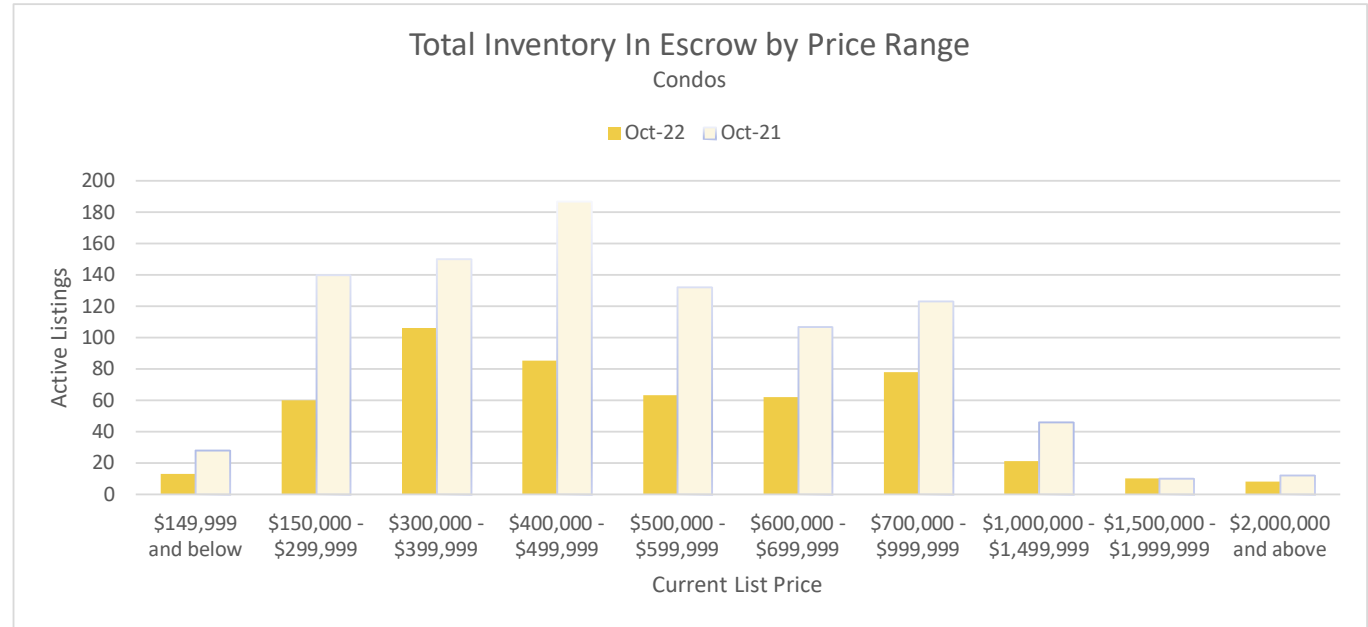
# Total Inventory In Escrow\* by Price Range: Condos

October 2022

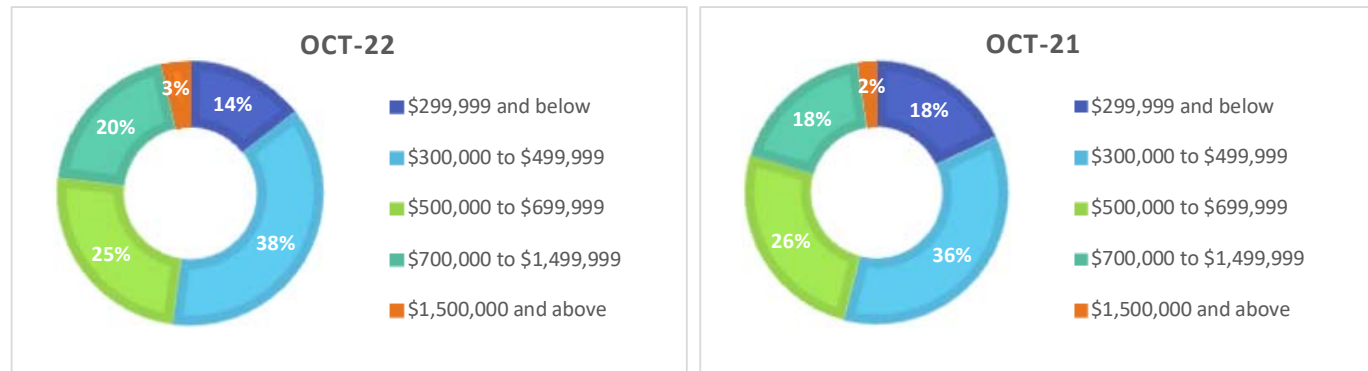
OAHU, HAWAII

(The number of properties in an escrow status at the end of a given month)

| Condos                    | Oct-22     | Oct-21     | YOY chg       |
|---------------------------|------------|------------|---------------|
| \$149,999 and below       | 13         | 28         | -53.6%        |
| \$150,000 - \$299,999     | 60         | 140        | -57.1%        |
| \$300,000 - \$399,999     | 106        | 150        | -29.3%        |
| \$400,000 - \$499,999     | 85         | 187        | -54.5%        |
| \$500,000 - \$599,999     | 63         | 132        | -52.3%        |
| \$600,000 - \$699,999     | 62         | 107        | -42.1%        |
| \$700,000 - \$999,999     | 78         | 123        | -36.6%        |
| \$1,000,000 - \$1,499,999 | 21         | 46         | -54.3%        |
| \$1,500,000 - \$1,999,999 | 10         | 10         | 0.0%          |
| \$2,000,000 and above     | 8          | 12         | -33.3%        |
| <b>All Condos</b>         | <b>506</b> | <b>935</b> | <b>-45.9%</b> |



**Total Inventory In Escrow - Percent Share by Price Range** (portion of total inventory in escrow represented by a given price range)



\*New indicator added to reports as of 2021, including applicable historical data.



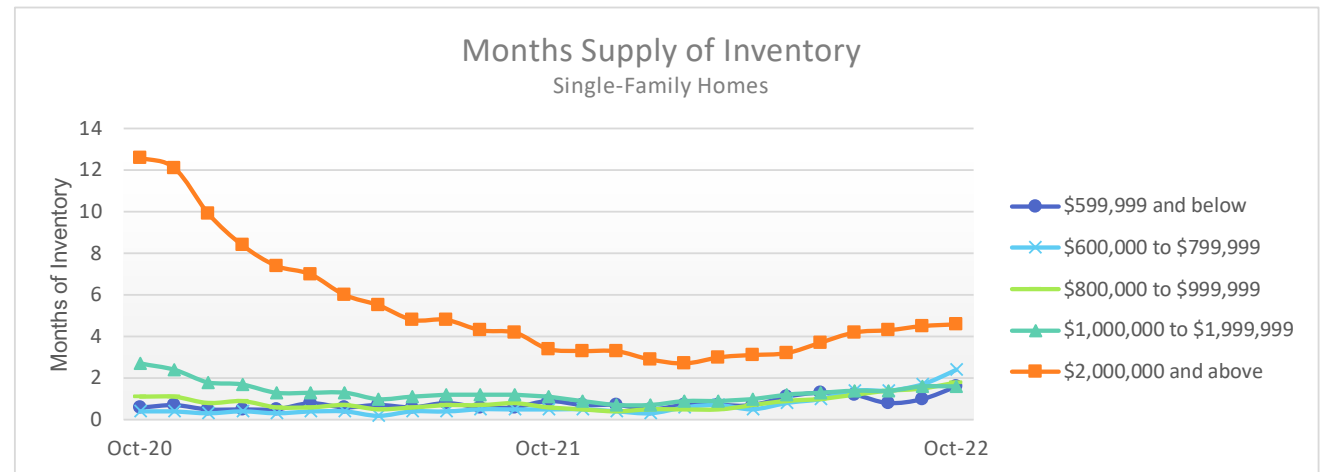
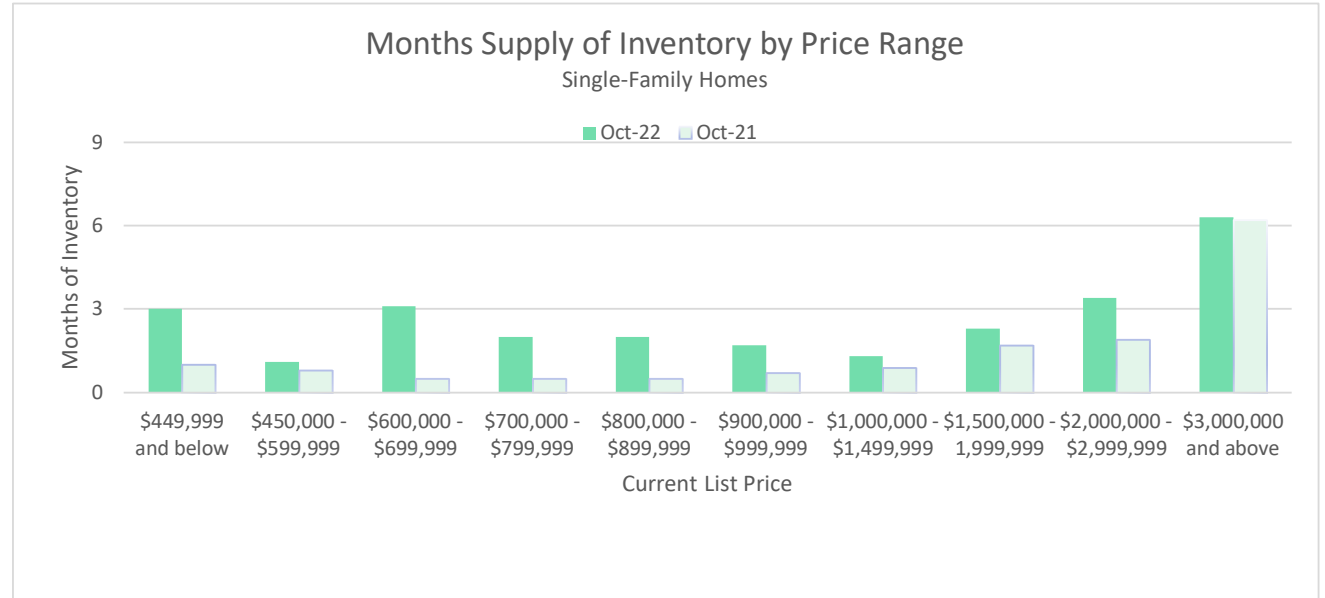
# Months Supply of Active Inventory by Price Range: Single-Family Homes

October 2022

OAHU, HAWAII

(Compares active inventory to a rolling 12-month average closed sales)

| Single-Family Homes            | Oct-22     | Oct-21     | YOY chg      |
|--------------------------------|------------|------------|--------------|
| \$449,999 and below            | 3.0        | 1.0        | 200.0%       |
| \$450,000 - \$599,999          | 1.1        | 0.8        | 37.5%        |
| \$600,000 - \$699,999          | 3.1        | 0.5        | 520.0%       |
| \$700,000 - \$799,999          | 2.0        | 0.5        | 300.0%       |
| \$800,000 - \$899,999          | 2.0        | 0.5        | 300.0%       |
| \$900,000 - \$999,999          | 1.7        | 0.7        | 142.9%       |
| \$1,000,000 - \$1,499,999      | 1.3        | 0.9        | 44.4%        |
| \$1,500,000 - 1,999,999        | 2.3        | 1.7        | 35.3%        |
| \$2,000,000 - \$2,999,999      | 3.4        | 1.9        | 78.9%        |
| \$3,000,000 and above          | 6.3        | 6.2        | 1.6%         |
| <b>All Single-Family Homes</b> | <b>2.1</b> | <b>1.1</b> | <b>90.9%</b> |



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

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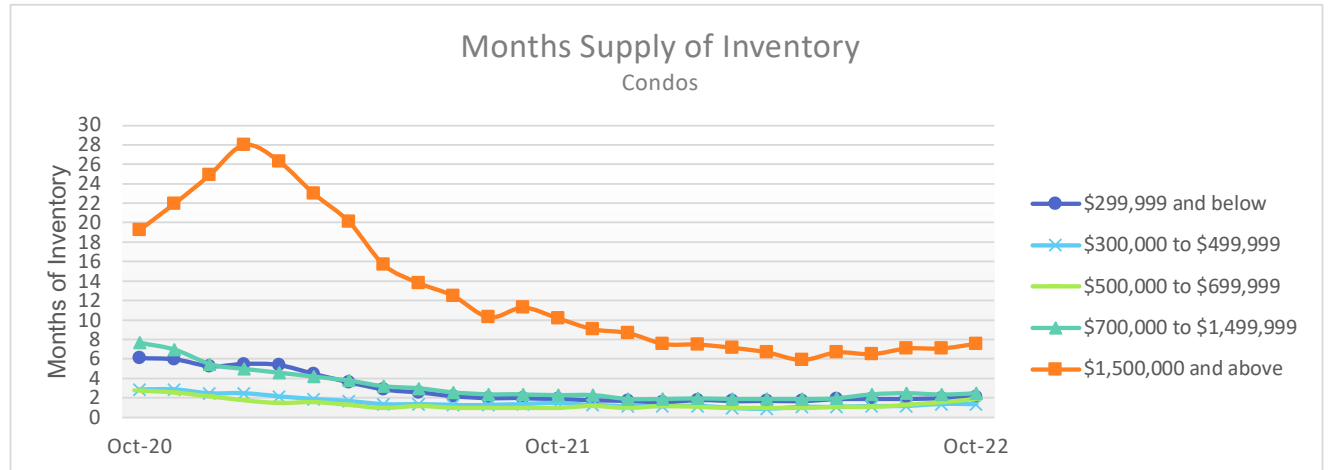
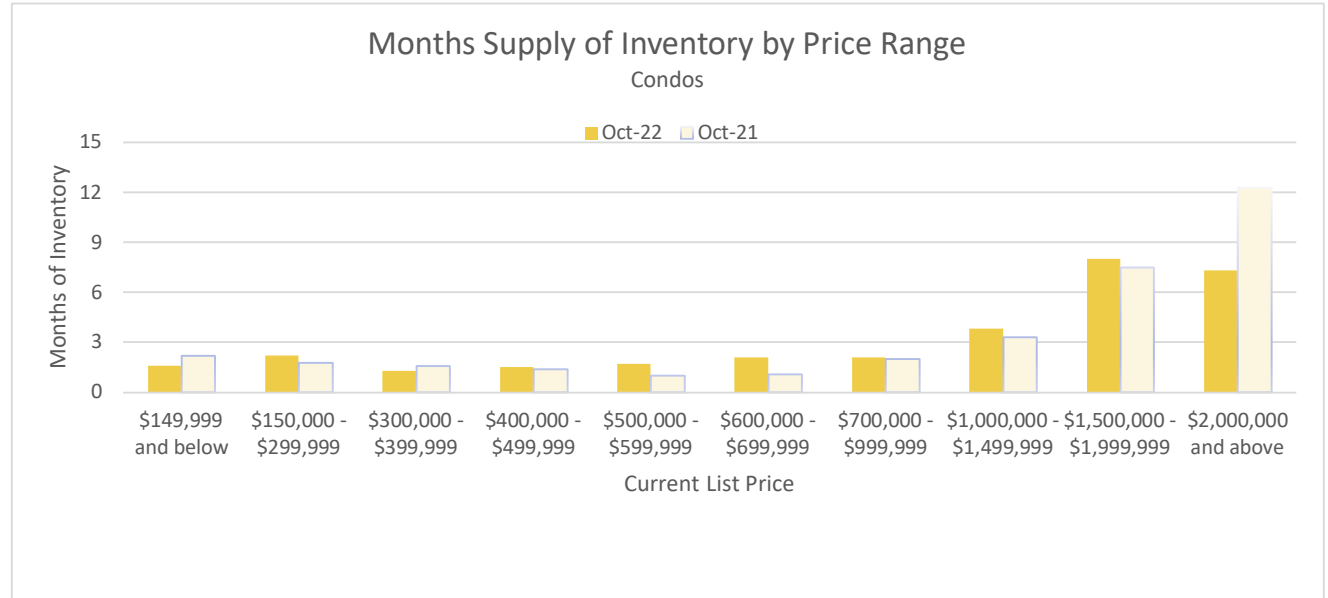
# Months Supply of Active Inventory by Price Range: Condos

October 2022

OAHU, HAWAII

(Compares active inventory to a rolling 12-month average closed sales)

| Condos                    | Oct-22     | Oct-21     | YOY chg      |
|---------------------------|------------|------------|--------------|
| \$149,999 and below       | 1.6        | 2.2        | -27.3%       |
| \$150,000 - \$299,999     | 2.2        | 1.8        | 22.2%        |
| \$300,000 - \$399,999     | 1.3        | 1.6        | -18.8%       |
| \$400,000 - \$499,999     | 1.5        | 1.4        | 7.1%         |
| \$500,000 - \$599,999     | 1.7        | 1.0        | 70.0%        |
| \$600,000 - \$699,999     | 2.1        | 1.1        | 90.9%        |
| \$700,000 - \$999,999     | 2.1        | 2.0        | 5.0%         |
| \$1,000,000 - \$1,499,999 | 3.8        | 3.3        | 15.2%        |
| \$1,500,000 - \$1,999,999 | 8.0        | 7.5        | 6.7%         |
| \$2,000,000 and above     | 7.3        | 12.3       | -40.7%       |
| <b>All Condos</b>         | <b>2.1</b> | <b>1.8</b> | <b>16.7%</b> |



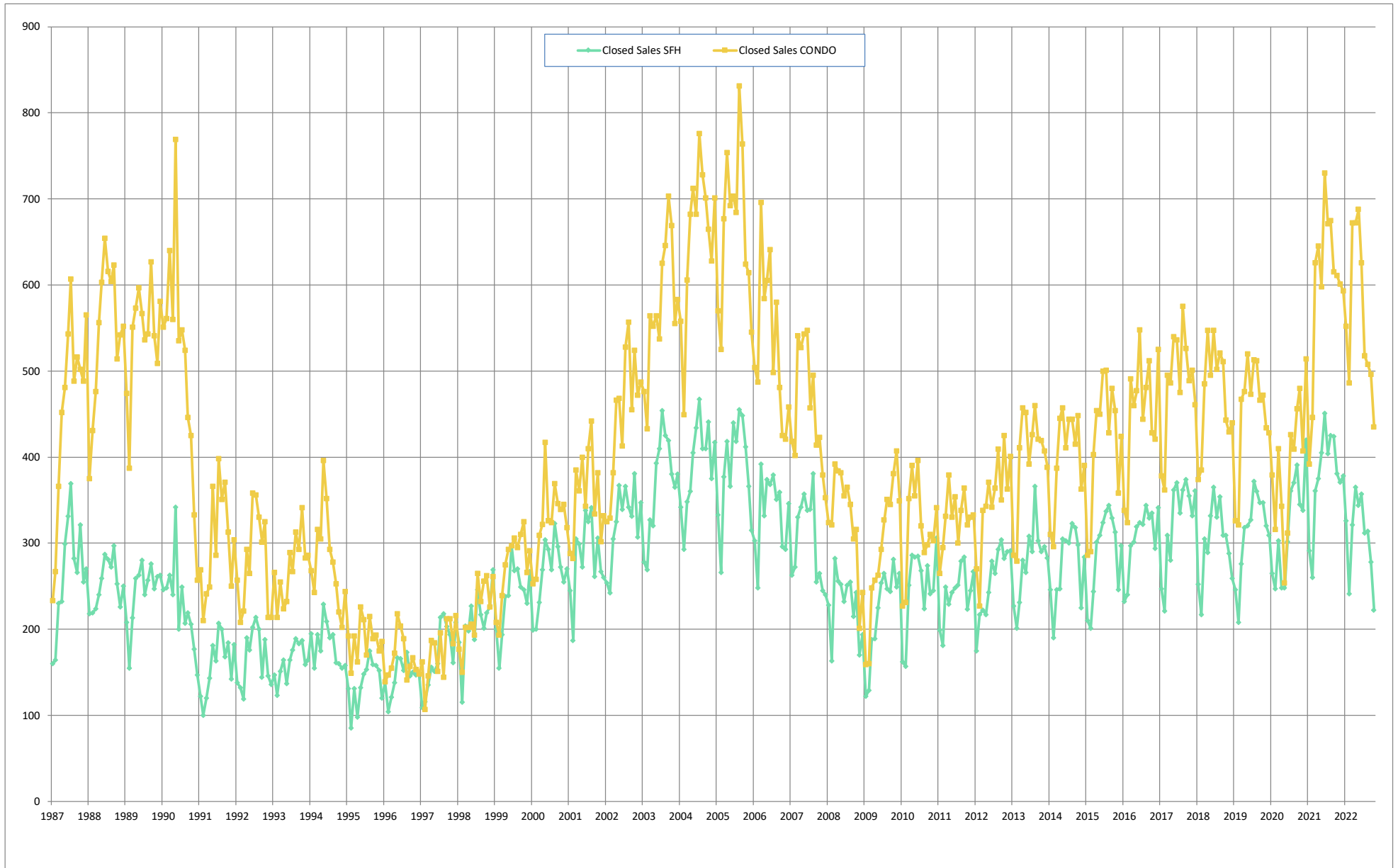
SOURCE: Honolulu Board of REALTORS®, residential resales compiled from MLS data.

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# Closed Sales

## Single-Family Homes and Condos

OAHU, HAWAII: Jan 1987 to the Present



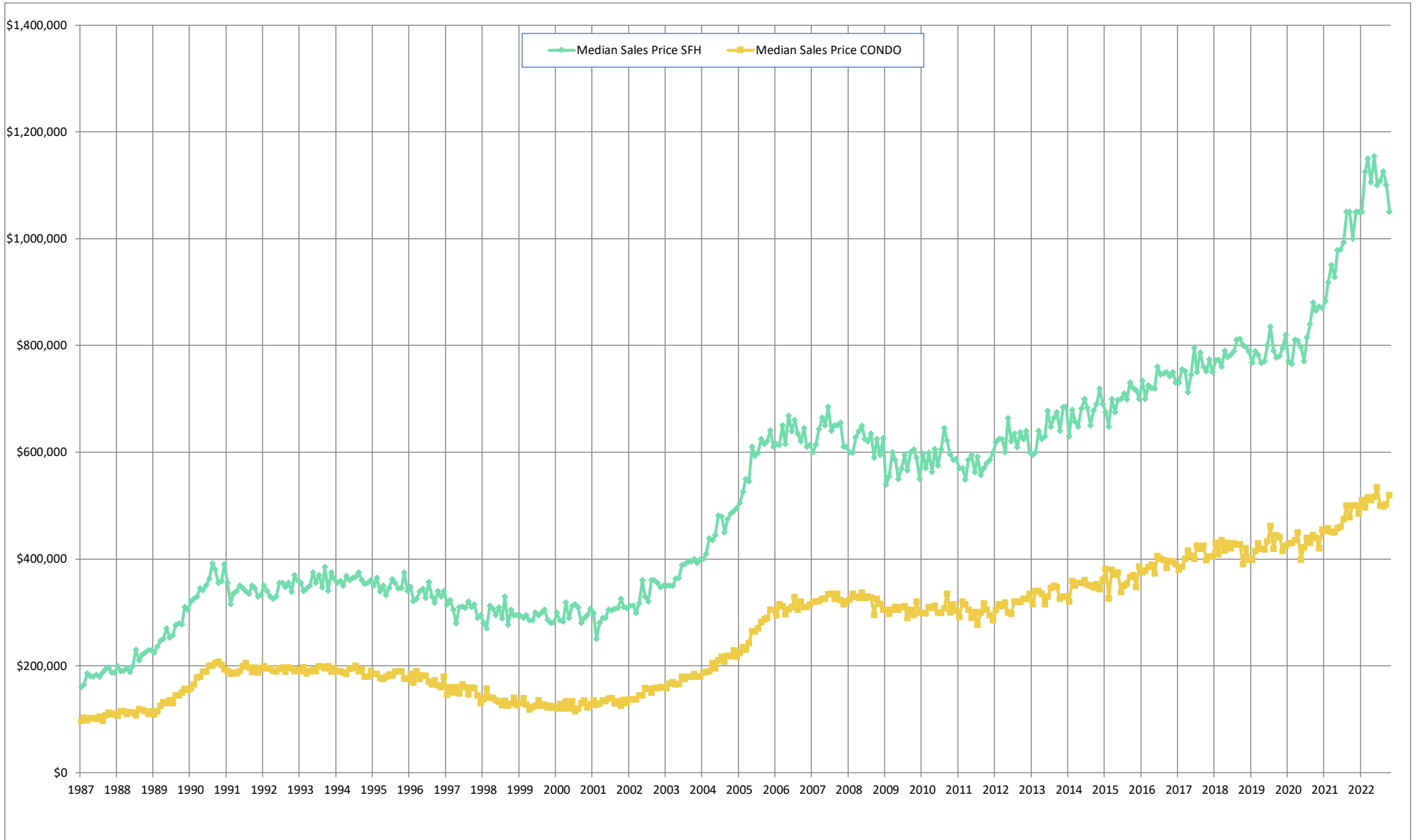
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# Median Sales Price

## Single-Family Homes and Condos

OAHU, HAWAII: Jan 1987 to the Present



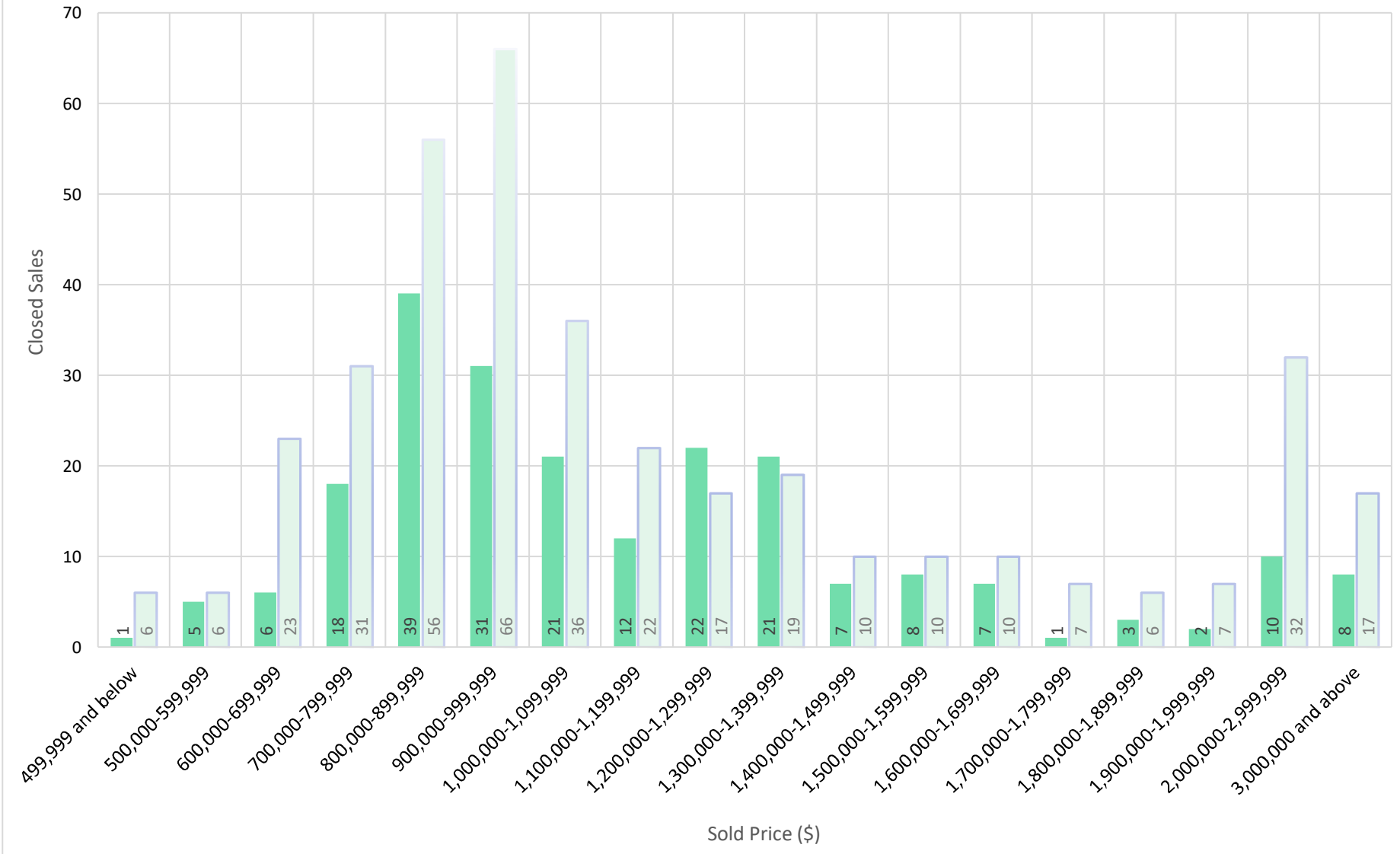
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# Single-Family Homes Sold

October 2022 vs. October 2021

2022 2021



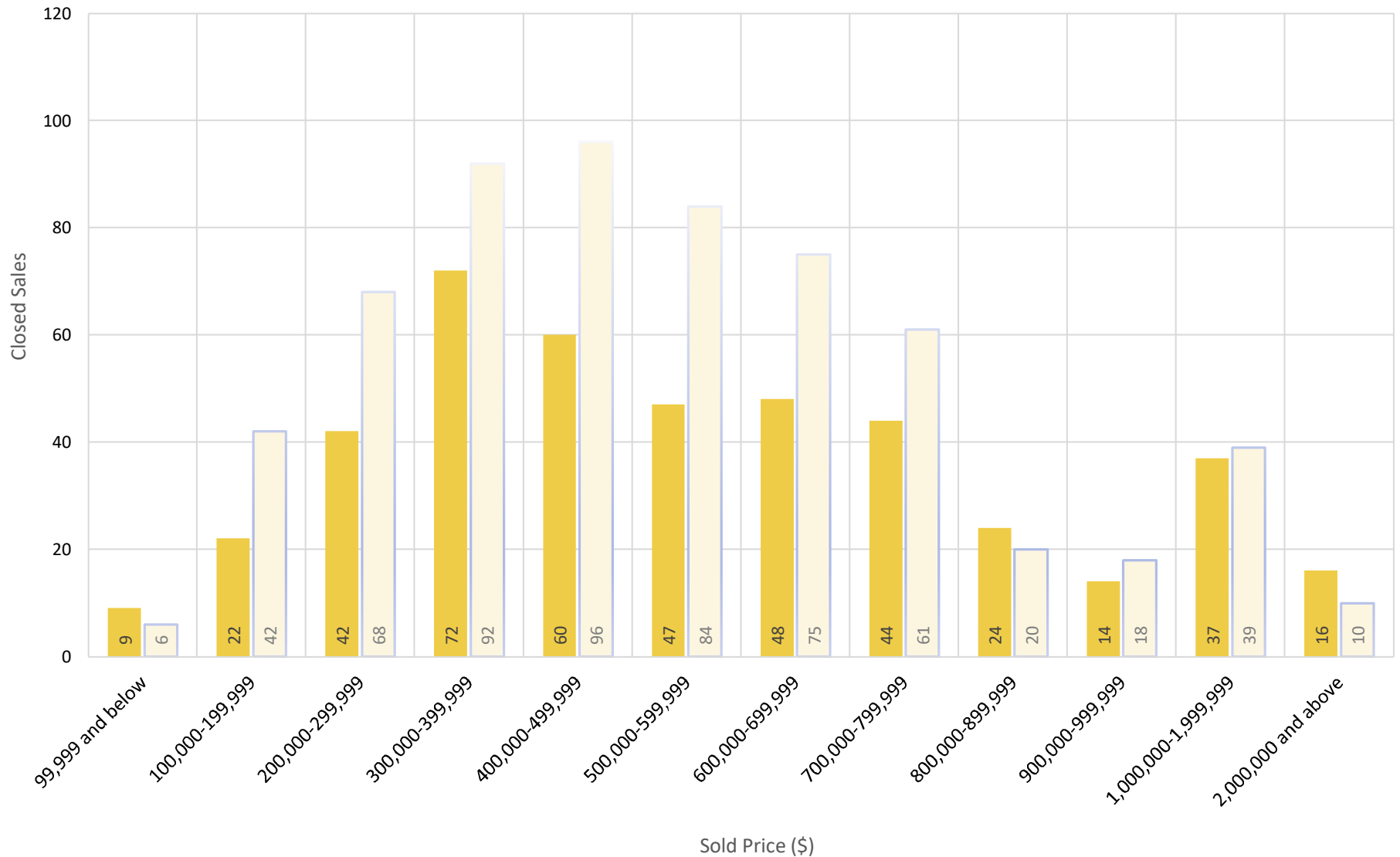
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## Condos Sold

October 2022 vs. October 2021

2022 2021



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