



2ND QUARTER 2022

Luxury Market Report



Sotheby's
INTERNATIONAL REALTY

Aloha and welcome to The Oahu Quarterly Luxury Market Report from List Sotheby's International Realty, where we take a closer look at the most recent real estate activity here on Oahu.

The Oahu luxury home market report is broken down into four single-family home categories and two condominium price segments.

Single-family home sales for Q2 2022 priced from \$2 to \$3 million decreased 8% compared to Q2 2021, with 81 homes sold in the quarter versus 88 homes in the same period a year ago. Months' supply of inventory increased 28.2% compared to last year, up to 4.7 months from 3.7 months.

For single-family homes in the \$3 to \$5 million range, sales rose from 30 in Q2 2021 to 38 in Q2 2022, increasing 26.7% than the year prior. Months' supply of inventory decreased 24.8% to 5.2 months from 6.9 months last year.

In the \$5 to \$10 million range, 9 single-family homes sold in Q2 2022, down 18.2% from the same quarter last year. Months' supply of inventory declined by 3.9% to 12 months from 12.5 months in Q2 2021.

Four single-family homes sold at or above \$10 million in Q2, which includes one sale apiece in Kailua, Kahala, Diamond Head, and Portlock. The top sale was a \$12,800,000 home in the Beachside neighborhood of Kailua. Months' supply of inventory fell from 30 months in Q2 2021 to 11.1 months in the second quarter of 2022.

Condo sales in the \$1 to \$2.5 million range increased 40.4% in Q2 2022 from Q2 2021, with 160 closed sales in Q2 2022 versus 114 closed sales in the second quarter last year. Months' supply of inventory fell 38.1% to 5.1 months from 8.3 months in Q2 2021.

Sales for condos priced at \$2.5 million and higher remained at the same level in Q2 2022 compared to Q2 2021, with a total of 21 sales for the quarter. Months' supply of inventory fell 32% compared to Q2 2021, to 10.3 months from 15.1 months the same quarter last year.

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FOREIGN INVESTMENT

\$1 - \$2 MILLION

Source: Title Guaranty Hawaii, through March 2022.

2022	#	\$
CANADA	4	\$6,564,250
JAPAN	4	\$5,305,900
GUAM	1	\$1,065,000

2021	#	\$
JAPAN	64	\$86,855,832
KOREA	11	\$14,210,150
CANADA	7	\$10,389,250
CHINA	6	\$7,684,475
GUAM	5	\$7,255,150

2020	#	\$
JAPAN	9	\$14,331,133
CANADA	3	\$3,689,000
KOREA	2	\$3,030,000
UNITED KINGDOM	1	\$1,925,000
SINGAPORE	1	\$1,803,100

2019	#	\$
JAPAN	68	\$98,359,775
KOREA	10	\$14,187,000
HONG KONG	5	\$8,809,000
CANADA	4	\$6,106,000
TAIWAN	2	\$2,443,000

\$2 MILLION +

2022	#	\$
JAPAN	9	\$9,570,000
CHINA	1	\$5,600,000
KOREA	1	\$2,600,000
HONG KONG	1	\$2,400,000
SINGAPORE	1	\$2,238,000

2021	#	\$
JAPAN	19	\$80,643,283
KOREA	4	\$20,150,000
CANADA	4	\$14,175,200
HONG KONG	2	\$10,150,000
TAIWAN	1	\$4,050,000

2020	#	\$
JAPAN	13	\$48,241,333
CANADA	4	\$11,755,000
SINGAPORE	2	\$11,800,000
GUAM	2	\$6,925,000
NEW ZEALAND	2	\$5,800,000

2019	#	\$
JAPAN	33	\$116,429,433
KOREA	4	\$10,220,900
SINGAPORE	2	\$6,802,000
CANADA	1	\$3,635,000
MALAYSIA	1	\$2,400,000

SALES ACTIVITY

Metric	Year	SINGLE-FAMILY				CONDO	
		\$2-3 Million	\$3-5 Million	\$5-10 Million	\$10 Million +	\$1-2.5 Million	\$2.5 Million +
CLOSED SALES	2017	109	50	11	2	432	229
	2018	96	45	17	11	281	71
	2019	95	40	18	5	258	51
	2020	114	55	22	3	155	31
	2021	299	129	37	3	407	79
	2022 YTD	125	71	25	9	305	39
MEDIAN SALES PRICE (in millions)	2017	\$2.37	\$3.53	\$6.39	\$12.65	\$1.38	\$4.31
	2018	\$2.36	\$3.70	\$6.38	\$15.15	\$1.30	\$3.80
	2019	\$2.30	\$3.70	\$5.55	\$13.00	\$1.35	\$3.98
	2020	\$2.33	\$3.50	\$6.64	\$12.50	\$1.25	\$3.95
	2021	\$2.45	\$3.60	\$6.40	\$10.99	\$1.28	\$3.25
	2022 YTD	\$2.40	\$3.52	\$6.00	\$12.10	\$1.33	\$3.74
MONTHS SUPPLY OF INVENTORY	2017	9.8	13.3	30.5	23.0	5.4	6.8
	2018	12.1	14.8	20.4	13.5	9.9	18.3
	2019	12.9	18.6	29.3	24.0	9.9	19.3
	2020	8.2	11.8	18.0	27.0	18.2	24.6
	2021	3.0	4.5	9.5	25.0	6.2	11.3
	2022 YTD	4.7	5.2	12.0	11.1	5.1	10.3

SINGLE FAMILY & CONDO

HISTORICAL GRAPH

\$ Million +

Q2 2019

Q2 2020

Q2 2021

Q2 2022

Closed Sales



Median Sales Price



Months Supply of Inventory



CONDOMINIUM

HISTORICAL GRAPH

\$1 Million +

Q2 2019

Q2 2020

Q2 2021

Q2 2022

Closed Sales



Median Sales Price



Months Supply of Inventory

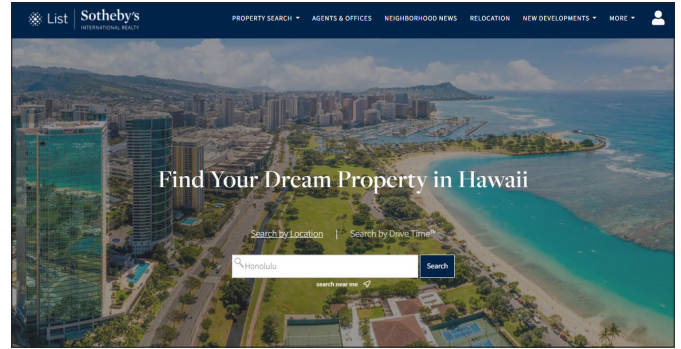


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Four condos sold at or above \$5 million in Q2 which includes three units at Park Lane and one unit at Hokua. The top sale was at \$12,150,000 for a unit at Park Lane.

Remember that every home and situation is unique. For guidance with your current or future home, visit listsothebysrealty.com and contact one of our experienced agents.

That's the Oahu Quarterly Luxury Market Report for this quarter. Check back soon for the latest.



Sign up for our monthly market newsletter and more at:
www.ListSothebysRealty.com or www.ListHawaii-mls.com

OAHU LUXURY NEIGHBORHOOD DETAIL FOR SINGLE FAMILY HOMES

THROUGH SECOND QUARTER 2022

Neighborhoods	2022 YTD Median Sales Price	2021 Median Sales Price	2020 Median Sales Price	2019 Median Sales Price	2018 Median Sales Price	2017 Median Sales Price
Aina Haina Beach	--	\$1,987,500	\$1,225,000	\$1,222,000	\$10,772,500	\$1,400,000
Beachside	\$4,300,000	\$2,997,500	\$3,200,000	\$2,000,000	\$2,800,000	\$2,094,000
Black Point	--	\$4,150,000	\$1,360,000	\$4,025,000	\$2,500,000	--
Diamond Head	\$4,700,000	\$3,275,000	\$2,900,000	\$2,530,000	\$2,990,000	\$2,375,000
Dowsett	\$1,770,000	\$1,500,000	\$1,350,000	\$1,134,000	\$1,745,000	\$1,622,500
Hawaii Loa Ridge	\$3,076,904	\$2,624,500	\$2,084,000	\$2,100,000	\$2,175,000	\$2,430,000
Hillcrest	\$1,800,000	\$1,665,000	\$1,330,000	\$1,236,250	\$1,272,500	\$1,269,000
Kahala Area	\$3,607,500	\$3,000,000	\$2,600,000	\$2,617,500	\$2,600,000	\$2,435,000
Kakaako	\$1,243,000	--	--	--	\$1,437,500	\$1,050,000
Kamehame Ridge	\$1,390,000	\$1,327,500	\$1,930,000	\$1,495,000	\$1,750,000	\$1,114,000
Koko Kai	\$3,322,250	\$3,297,500	\$2,325,000	\$2,392,500	\$2,025,000	\$2,660,000
Lanikai	\$5,000,000	\$2,600,000	\$2,183,000	\$2,200,000	\$3,200,000	\$2,297,826
Makiki Heights	\$3,107,500	\$1,605,000	\$1,300,000	\$1,300,000	\$1,125,000	\$1,393,000
Manoa Area	\$1,792,000	\$1,462,500	\$1,322,500	\$1,249,000	\$1,262,500	\$1,279,500
Manoa-Woodlawn	\$1,875,000	\$1,600,000	\$1,314,000	\$1,093,750	\$1,312,500	\$1,288,000
Maunalani Heights	\$1,799,000	\$1,700,000	\$1,275,000	\$1,275,300	\$1,276,500	\$1,295,000
Napali Haweo	\$1,995,000	\$2,850,000	\$1,957,000	\$1,414,500	\$1,710,000	\$1,900,000
Niu Beach	\$2,600,000	\$3,250,000	\$2,357,000	\$3,770,000	\$1,325,000	\$4,300,000
North Shore	\$1,300,000	\$1,150,000	\$1,005,000	\$785,000	\$889,500	\$755,000
Pacific Heights	\$1,700,000	\$1,750,000	\$1,580,500	\$1,060,000	\$1,140,000	\$968,000
Paiko Lagoon	\$1,470,000	\$1,800,000	\$1,302,000	\$1,075,000	\$3,344,000	\$3,327,500
Portlock	\$3,761,213	\$3,462,500	\$3,000,000	\$2,500,000	\$1,525,000	\$2,650,000
Puupanini	\$1,999,999	\$1,500,000	\$1,425,000	\$1,075,000	\$1,487,500	\$3,889,000
Tantalus	\$1,908,000	\$1,425,000	\$1,950,000	\$1,020,000	\$1,326,000	\$1,110,000
Triangle	\$1,487,500	\$1,512,500	\$1,195,000	\$1,457,625	\$1,400,000	\$835,000
Waialae Golf Course	\$3,150,000	\$2,750,000	\$2,153,750	\$1,950,000	\$3,197,500	\$2,510,000
Waialae Iki	\$2,150,000	\$2,172,000	\$1,532,500	\$1,650,000	\$1,725,000	\$1,656,250
Waialae Nui Ridge	\$1,735,000	\$1,775,000	\$1,450,000	\$1,347,000	\$1,525,000	\$1,400,000
Wailupe Area	\$3,275,000	\$2,375,000	\$2,200,000	\$1,582,500	\$2,775,000	\$2,500,000

dash = no sales in the time period

List Sotheby's International Realty
4211 Waiialae Avenue, Suite 8060 | Honolulu, HI 96816
(808) 735-2411

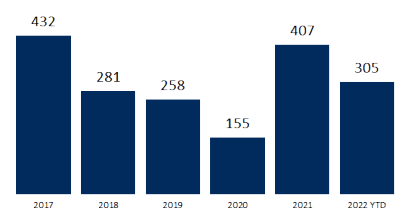
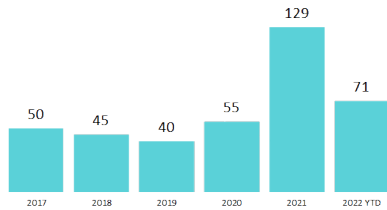
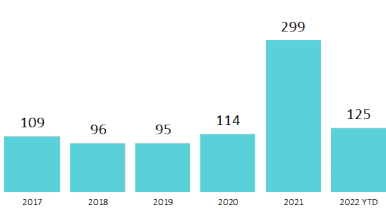


Scott K. Startzman
REALTOR-ASSOCIATE®
RS-62384
808.291.5441
scott@hiestates.com

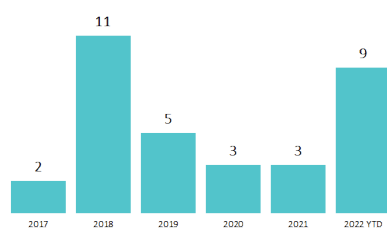
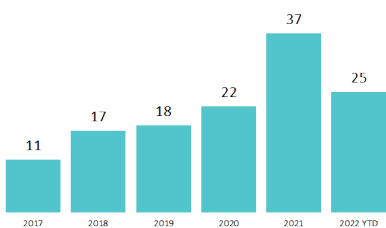
ARTFULLY UNITING EXCEPTIONAL HAWAII HOMES WITH EXTRAORDINARY LIVES

SALES ACTIVITY

SINGLE FAMILY CONDOMINIUM
\$2-3 MILLION \$3-5 MILLION \$1-2.5 MILLION



\$5-10 MILLION \$10 MILLION +



\$2.5 MILLION +

