



**JULY 2011**

# Local Market Updates

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# Local Market Updates Single-Family Homes Only



## July 2011

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale			Inventory of Homes for Sale		
		7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	16	10	-37.5%	3	5	66.7%	\$1,980,000	\$1,507,500	-23.9%	94.3%	88.9%	-5.8%	58	79	36.2%	40	44	10.0%
Ala Moana - Kakaako	1-2-3	2	0	-100.0%	0	1	NA	\$0	\$566,000	NA	0.0%	95.1%	NA	0	86	NA	1	3	200.0%
Downtown - Nuuanu	1-1-8 to 1-2-2	10	18	80.0%	4	9	125.0%	\$934,750	\$720,000	-23.0%	89.0%	94.1%	5.7%	58	44	-23.5%	42	39	-7.1%
Ewa Plain	1-9-1	71	49	-31.0%	51	43	-15.7%	\$428,950	\$415,000	-3.3%	97.0%	97.8%	0.8%	43	33	-23.3%	209	139	-33.5%
Hawaii Kai	1-3-9	41	33	-19.5%	20	12	-40.0%	\$810,000	\$942,500	16.4%	96.1%	96.3%	0.2%	37	18	-52.1%	98	101	3.1%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	41	36	-12.2%	26	26	0.0%	\$839,000	\$905,000	7.9%	96.3%	92.2%	-4.3%	32	47	46.9%	127	121	-4.7%
Kalihi - Palama	1-1-2 to 1-1-7	14	13	-7.1%	8	5	-37.5%	\$470,000	\$500,000	6.4%	91.7%	96.5%	5.3%	60	13	-78.3%	90	61	-32.2%
Kaneohe	Selected 1-4-4 to 1-4-7	27	36	33.3%	35	15	-57.1%	\$633,000	\$785,000	24.0%	96.0%	95.2%	-0.8%	26	32	23.1%	113	120	6.2%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	32	32	0.0%	9	12	33.3%	\$839,000	\$760,000	-9.4%	95.4%	93.1%	-2.4%	11	17	50.0%	94	97	3.2%
Makaha - Nanakuli	1-8-1 to 1-8-9	33	38	15.2%	10	14	40.0%	\$316,500	\$235,000	-25.8%	90.9%	91.6%	0.8%	64	34	-46.9%	167	131	-21.6%
Makakilo	1-9-2 to 1-9-3	4	22	450.0%	13	13	0.0%	\$465,000	\$545,000	17.2%	94.7%	94.0%	-0.7%	59	34	-42.4%	49	57	16.3%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	20	21	5.0%	7	11	57.1%	\$755,000	\$795,000	5.3%	95.5%	93.9%	-1.7%	14	28	100.0%	60	51	-15.0%
Mililani	Selected 1-9-4 to 1-9-5	25	28	12.0%	20	15	-25.0%	\$587,500	\$649,900	10.6%	96.9%	96.3%	-0.6%	34	46	35.3%	58	71	22.4%
Moanalua - Salt Lake	1-1-1	6	6	0.0%	2	5	150.0%	\$359,500	\$644,500	79.3%	106.7%	94.1%	-11.8%	15	11	-26.7%	16	24	50.0%
North Shore	1-5-6 to 1-6-9	17	11	-35.3%	6	10	66.7%	\$585,000	\$700,000	19.7%	91.5%	93.0%	1.6%	52	55	5.8%	112	82	-26.8%
Pearl City - Aiea	1-9-6 to 1-9-9	34	22	-35.3%	9	18	100.0%	\$595,000	\$550,000	-7.6%	96.4%	98.6%	2.3%	13	16	19.2%	68	75	10.3%
Wahiawa	1-7-1 to 1-7-7	11	6	-45.5%	8	6	-25.0%	\$398,000	\$424,500	6.7%	91.4%	91.5%	0.0%	54	63	16.7%	46	25	-45.7%
Waialae-Kahala	1-3-5	21	12	-42.9%	17	8	-52.9%	\$1,350,000	\$1,575,000	16.7%	98.9%	94.0%	-4.9%	22	55	147.7%	73	64	-12.3%
Waikiki	1-2-6	0	0	NA	0	0	NA	\$0	\$0	NA	0.0%	0.0%	NA	0	0	NA	0	2	NA
Waipahu	1-9-4	37	31	-16.2%	20	19	-5.0%	\$540,000	\$496,000	-8.1%	96.2%	95.6%	-0.6%	64	39	-39.1%	111	98	-11.7%
Windward Coast	1-4-8 to 1-5-5	16	12	-25.0%	2	2	0.0%	\$616,000	\$601,250	-2.4%	93.4%	93.3%	-0.1%	62	92	49.6%	67	56	-16.4%

## Year to Date

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale		
		7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	75	77	2.7%	37	45	21.6%	\$944,000	\$1,262,500	33.7%	96.7%	91.8%	-5.0%	16	64	300.0%
Ala Moana - Kakaako	1-2-3	3	4	33.3%	2	1	-50.0%	\$515,000	\$566,000	9.9%	96.4%	95.1%	-1.3%	47	86	83.0%
Downtown - Nuuanu	1-1-8 to 1-2-2	72	88	22.2%	39	46	17.9%	\$750,500	\$753,000	0.3%	92.0%	93.3%	1.4%	65	47	-27.7%
Ewa Plain	1-9-1	486	404	-16.9%	314	258	-17.8%	\$435,000	\$430,000	-1.1%	98.0%	98.1%	0.0%	34	31	-8.8%
Hawaii Kai	1-3-9	217	205	-5.5%	103	83	-19.4%	\$812,500	\$895,000	10.2%	96.7%	96.6%	0.0%	25	21	-16.0%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	266	259	-2.6%	137	138	0.7%	\$760,000	\$800,000	5.3%	95.7%	94.4%	-1.4%	35	38	7.1%
Kalihi - Palama	1-1-2 to 1-1-7	141	109	-22.7%	64	53	-17.2%	\$520,000	\$515,000	-1.0%	94.8%	95.0%	0.2%	29	30	5.3%
Kaneohe	Selected 1-4-4 to 1-4-7	263	227	-13.7%	185	107	-42.2%	\$640,000	\$675,500	5.5%	95.1%	94.9%	-0.2%	24	31	29.2%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	185	194	4.9%	108	106	-1.9%	\$775,000	\$704,500	-9.1%	97.0%	93.5%	-3.5%	15	38	153.3%
Makaha - Nanakuli	1-8-1 to 1-8-9	251	256	2.0%	101	126	24.8%	\$309,000	\$275,000	-11.0%	94.2%	93.2%	-1.0%	47	34	-28.7%
Makakilo	1-9-2 to 1-9-3	101	111	9.9%	54	50	-7.4%	\$519,000	\$510,000	-1.7%	95.3%	95.7%	0.4%	48	34	-28.4%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	119	112	-5.9%	41	54	31.7%	\$839,850	\$884,000	5.3%	94.5%	92.1%	-2.5%	18	41	127.8%
Mililani	Selected 1-9-4 to 1-9-5	162	173	6.8%	95	92	-3.2%	\$602,500	\$587,000	-2.6%	97.1%	96.9%	-0.3%	26	37	40.4%
Moanalua - Salt Lake	1-1-1	29	48	65.5%	23	34	47.8%	\$664,750	\$657,500	-1.1%	96.9%	95.0%	-1.9%	42	28	-33.3%
North Shore	1-5-6 to 1-6-9	145	126	-13.1%	48	45	-6.3%	\$660,000	\$585,000	-11.4%	89.9%	93.9%	4.5%	87	51	-41.4%
Pearl City - Aiea	1-9-6 to 1-9-9	173	183	5.8%	88	113	28.4%	\$580,000	\$575,000	-0.9%	96.5%	96.3%	-0.2%	28	36	28.6%
Wahiawa	1-7-1 to 1-7-7	82	53	-35.4%	42	44	4.8%	\$383,000	\$384,500	0.4%	93.9%	92.1%	-1.9%	32	66	106.3%
Waialae-Kahala	1-3-5	137	94	-31.4%	67	55	-17.9%	\$1,291,500	\$1,271,500	-1.5%	94.7%	92.8%	-2.0%	28	37	32.1%
Waikiki	1-2-6	3	1	-66.7%	0	0	NA	\$0	\$0	NA	0.0%	0.0%	NA	0	0	NA
Waipahu	1-9-4	256	241	-5.9%	157	137	-12.7%	\$532,000	\$515,638	-3.1%	95.2%	96.5%	1.3%	35	39	11.4%
Windward Coast	1-4-8 to 1-5-5	89	84	-5.6%	25	33	32.0%	\$510,000	\$557,500	9.3%	94.2%	90.9%	-3.4%	63	47	-25.4%

# Local Market Updates

## Condo Properties Only

### July 2011

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale			Inventory of Homes for Sale		
		7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	0	1	NA	1	0	-100.0%	\$520,000	\$0	-100.0%	96.4%	0.0%	-100.0%	74	0	-100.0%	0	2	NA
Ala Moana - Kakaako	1-2-3	64	46	-28.1%	29	29	0.0%	\$340,000	\$246,000	-27.6%	95.6%	94.7%	-0.9%	38	53	39.5%	193	188	-2.6%
Downtown - Nuuanu	1-1-8 to 1-2-2	48	36	-25.0%	20	20	0.0%	\$446,900	\$323,500	-27.6%	95.8%	90.4%	-5.7%	27	57	113.2%	179	163	-8.9%
Ewa Plain	1-9-1	32	25	-21.9%	31	18	-41.9%	\$315,000	\$309,250	-1.8%	98.1%	97.9%	-0.2%	10	36	260.0%	113	94	-16.8%
Hawaii Kai	1-3-9	19	34	78.9%	25	15	-40.0%	\$559,000	\$579,000	3.6%	97.4%	94.8%	-2.6%	28	32	14.3%	55	73	32.7%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	16	8	-50.0%	9	8	-11.1%	\$400,000	\$432,500	8.1%	98.9%	95.6%	-3.3%	20	46	127.5%	29	30	3.4%
Kalihi - Palama	1-1-2 to 1-1-7	14	14	0.0%	7	6	-14.3%	\$375,000	\$227,500	-39.3%	96.0%	94.8%	-1.3%	52	18	-66.3%	36	30	-16.7%
Kaneohe	Selected 1-4-4 to 1-4-7	22	18	-18.2%	10	12	20.0%	\$397,250	\$379,000	-4.6%	96.6%	95.2%	-1.5%	39	43	10.3%	59	65	10.2%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	25	9	-64.0%	9	2	-77.8%	\$420,000	\$322,500	-23.2%	94.5%	93.9%	-0.6%	64	55	-14.1%	70	63	-10.0%
Makaha - Nanakuli	1-8-1 to 1-8-9	18	15	-16.7%	6	3	-50.0%	\$108,750	\$80,000	-26.4%	79.8%	92.8%	16.3%	113	28	-75.2%	79	74	-6.3%
Makakilo	1-9-2 to 1-9-3	14	10	-28.6%	9	9	0.0%	\$215,000	\$232,500	8.1%	97.7%	95.0%	-2.8%	16	89	456.3%	48	24	-50.0%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	79	66	-16.5%	47	42	-10.6%	\$313,038	\$265,000	-15.3%	96.5%	94.8%	-1.8%	25	26	4.0%	241	240	-0.4%
Mililani	Selected 1-9-4 to 1-9-5	31	21	-32.3%	11	14	27.3%	\$265,000	\$263,500	-0.6%	93.7%	96.1%	2.7%	28	16	-44.6%	95	80	-15.8%
Moanalua - Salt Lake	1-1-1	18	25	38.9%	12	14	16.7%	\$281,500	\$268,500	-4.6%	94.2%	96.3%	2.3%	51	59	14.7%	54	69	27.8%
North Shore	1-5-6 to 1-6-9	8	6	-25.0%	2	3	50.0%	\$186,500	\$215,000	15.3%	95.3%	87.7%	-7.9%	111	25	-77.5%	36	27	-25.0%
Pearl City - Aiea	1-9-6 to 1-9-9	39	22	-43.6%	18	19	5.6%	\$233,500	\$222,500	-4.7%	94.9%	94.2%	-0.7%	23	44	91.3%	113	107	-5.3%
Wahiawa	1-7-1 to 1-7-7	3	2	-33.3%	2	0	-100.0%	\$97,500	\$0	-100.0%	75.0%	0.0%	-100.0%	118	0	-100.0%	21	7	-66.7%
Waiialae-Kahala	1-3-5	5	6	20.0%	10	3	-70.0%	\$452,500	\$400,000	-11.6%	97.7%	92.4%	-5.4%	73	39	-46.6%	15	13	-13.3%
Waikiki	1-2-6	138	114	-17.4%	52	64	23.1%	\$265,000	\$260,000	-1.9%	91.6%	94.3%	3.0%	52	41	-21.2%	637	497	-22.0%
Waipahu	1-9-4	45	30	-33.3%	14	19	35.7%	\$275,500	\$265,500	-3.6%	96.0%	95.5%	-0.5%	70	18	-74.1%	102	99	-2.9%
Windward Coast	1-4-8 to 1-5-5	6	6	0.0%	3	0	-100.0%	\$220,000	\$0	-100.0%	86.2%	0.0%	-100.0%	142	0	-100.0%	20	13	-35.0%

### Year to Date

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale		
		7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change	7-2010	7-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	3	6	100.0%	3	5	66.7%	\$481,500	\$550,000	14.2%	98.2%	98.5%	0.4%	3	12	300.0%
Ala Moana - Kakaako	1-2-3	382	359	-6.0%	223	206	-7.6%	\$330,000	\$356,000	7.9%	94.8%	94.7%	-0.1%	36	43	19.4%
Downtown - Nuuanu	1-1-8 to 1-2-2	356	300	-15.7%	167	164	-1.8%	\$365,000	\$378,500	3.7%	95.4%	94.2%	-1.3%	30	42	40.0%
Ewa Plain	1-9-1	265	208	-21.5%	182	171	-6.0%	\$295,000	\$307,000	4.1%	98.0%	98.8%	0.8%	30	39	32.2%
Hawaii Kai	1-3-9	170	182	7.1%	125	104	-16.8%	\$525,000	\$536,500	2.2%	97.1%	95.8%	-1.3%	18	35	94.4%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	85	63	-25.9%	47	45	-4.3%	\$386,000	\$385,000	-0.3%	96.4%	96.3%	-0.1%	23	35	52.2%
Kalihi - Palama	1-1-2 to 1-1-7	91	91	0.0%	54	50	-7.4%	\$330,000	\$250,000	-24.2%	94.8%	94.5%	-0.3%	32	35	7.8%
Kaneohe	Selected 1-4-4 to 1-4-7	149	143	-4.0%	83	78	-6.0%	\$375,000	\$383,000	2.1%	96.7%	94.5%	-2.3%	33	53	59.1%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	129	98	-24.0%	61	53	-13.1%	\$456,500	\$447,500	-2.0%	94.0%	94.7%	0.8%	22	78	254.5%
Makaha - Nanakuli	1-8-1 to 1-8-9	117	109	-6.8%	64	55	-14.1%	\$90,000	\$92,000	2.2%	87.2%	92.2%	5.7%	57	40	-29.8%
Makakilo	1-9-2 to 1-9-3	78	73	-6.4%	43	40	-7.0%	\$249,000	\$240,000	-3.6%	94.6%	95.6%	1.0%	57	47	-17.5%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	519	568	9.4%	309	275	-11.0%	\$308,250	\$296,000	-4.0%	95.9%	94.9%	-1.1%	23	37	60.9%
Mililani	Selected 1-9-4 to 1-9-5	201	187	-7.0%	109	132	21.1%	\$285,000	\$275,000	-3.5%	97.0%	94.9%	-2.2%	23	39	69.6%
Moanalua - Salt Lake	1-1-1	153	166	8.5%	117	95	-18.8%	\$270,000	\$280,000	3.7%	95.5%	95.9%	0.4%	27	38	40.7%
North Shore	1-5-6 to 1-6-9	52	43	-17.3%	17	22	29.4%	\$242,000	\$219,000	-9.5%	92.8%	93.0%	0.2%	91	23	-75.3%
Pearl City - Aiea	1-9-6 to 1-9-9	277	240	-13.4%	166	168	1.2%	\$272,500	\$260,000	-4.6%	96.1%	95.0%	-1.1%	23	44	89.1%
Wahiawa	1-7-1 to 1-7-7	27	13	-51.9%	7	8	14.3%	\$120,000	\$120,000	0.0%	78.1%	90.3%	15.7%	44	68	54.5%
Waiialae-Kahala	1-3-5	39	35	-10.3%	27	18	-33.3%	\$440,000	\$415,000	-5.7%	92.7%	94.5%	2.0%	33	22	-34.8%
Waikiki	1-2-6	974	914	-6.2%	429	493	14.9%	\$287,600	\$275,000	-4.4%	92.5%	93.2%	0.8%	48	41	-14.6%
Waipahu	1-9-4	235	208	-11.5%	145	123	-15.2%	\$270,000	\$257,000	-4.8%	97.0%	95.6%	-1.5%	31	45	45.2%
Windward Coast	1-4-8 to 1-5-5	25	21	-16.0%	7	9	28.6%	\$220,000	\$205,300	-6.7%	83.8%	87.6%	4.5%	170	83	-51.2%

# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



## Aina Haina - Kuliouou

1-3-6 to 1-3-8

**- 31.3%**

**+ 25.0%**

**+ 15.0%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	16	10	- 37.5%	75	77	+ 2.7%
Closed Sales	3	5	+ 66.7%	37	45	+ 21.6%
Median Sales Price	\$1,980,000	<b>\$1,507,500</b>	- 23.9%	\$944,000	<b>\$1,262,500</b>	+ 33.7%
Average Sales Price	\$2,036,667	<b>\$1,493,750</b>	- 26.7%	\$1,231,808	<b>\$1,358,227</b>	+ 10.3%
Percent of Original List Price Received	94.3%	<b>88.9%</b>	- 5.8%	96.7%	<b>91.8%</b>	- 5.0%
Median Days on Market Until Sale	58	<b>79</b>	+ 36.2%	16	<b>64</b>	+ 300.0%
Inventory of Homes for Sale	40	<b>44</b>	+ 10.0%	--	--	--
Months Supply of Inventory	8.4	<b>6.7</b>	- 20.6%	--	--	--

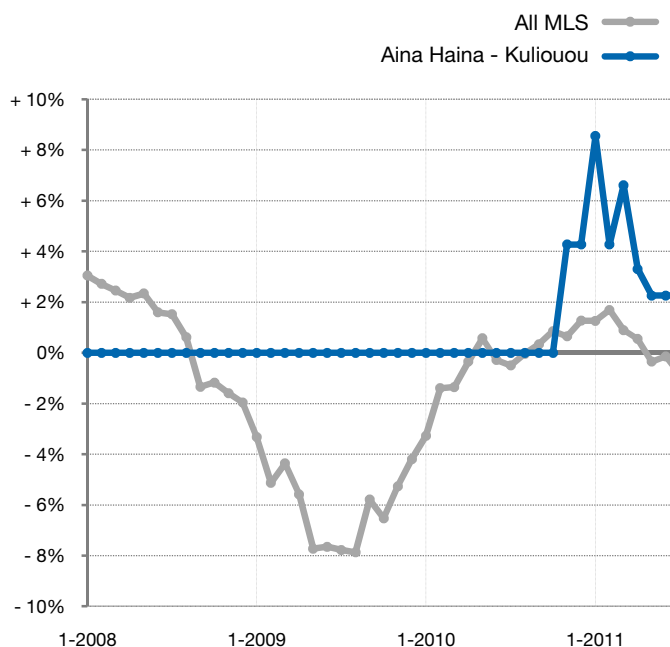
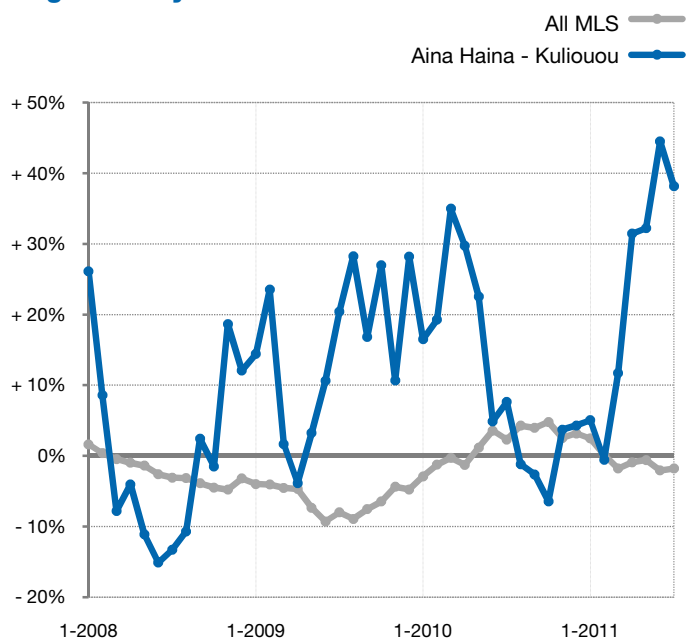
### Condo

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	0	1	--	3	6	+ 100.0%
Closed Sales	1	0	- 100.0%	3	5	+ 66.7%
Median Sales Price	\$520,000	<b>\$0</b>	- 100.0%	\$481,500	<b>\$550,000</b>	+ 14.2%
Average Sales Price	\$520,000	<b>\$0</b>	- 100.0%	\$481,500	<b>\$543,400</b>	+ 12.9%
Percent of Original List Price Received	96.4%	<b>0.0%</b>	- 100.0%	98.2%	<b>98.5%</b>	+ 0.4%
Median Days on Market Until Sale	74	<b>0</b>	- 100.0%	3	<b>12</b>	+ 300.0%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	<b>1.7</b>	--	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached

### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Ala Moana - Kakaako

1-2-3

**- 30.3%**

Change in  
**New Listings**  
All Properties

**+ 3.4%**

Change in  
**Closed Sales**  
All Properties

**- 1.5%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	2	0	- 100.0%	3	4	+ 33.3%
Closed Sales	0	1	--	2	1	- 50.0%
Median Sales Price	\$0	<b>\$566,000</b>	--	\$515,000	<b>\$566,000</b>	+ 9.9%
Average Sales Price	\$0	<b>\$566,000</b>	--	\$515,000	<b>\$566,000</b>	+ 9.9%
Percent of Original List Price Received	0.0%	<b>95.1%</b>	--	96.4%	<b>95.1%</b>	- 1.3%
Median Days on Market Until Sale	0	<b>86</b>	--	47	<b>86</b>	+ 83.0%
Inventory of Homes for Sale	1	<b>3</b>	+ 200.0%	--	--	--
Months Supply of Inventory	1.0	<b>0.0</b>	- 100.0%	--	--	--

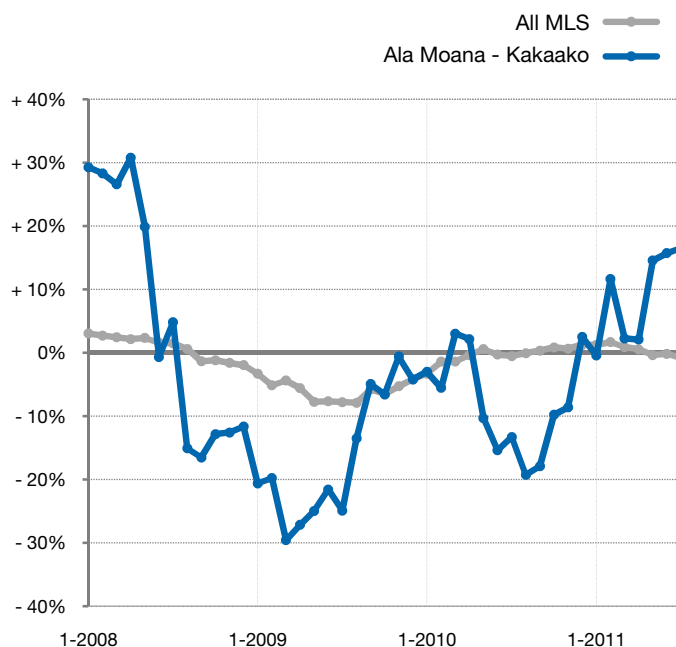
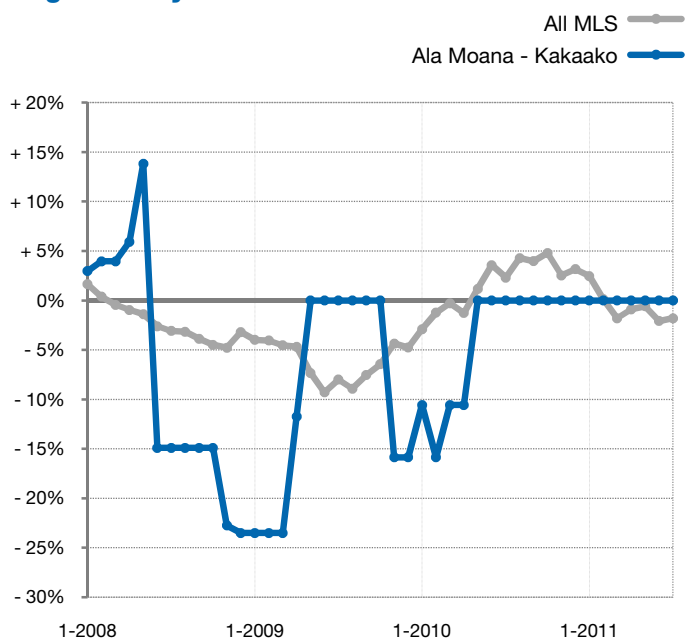
### Condo

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	64	<b>46</b>	- 28.1%	382	<b>359</b>	- 6.0%
Closed Sales	29	<b>29</b>	0.0%	223	<b>206</b>	- 7.6%
Median Sales Price	\$340,000	<b>\$246,000</b>	- 27.6%	\$330,000	<b>\$356,000</b>	+ 7.9%
Average Sales Price	\$455,098	<b>\$446,569</b>	- 1.9%	\$467,163	<b>\$515,334</b>	+ 10.3%
Percent of Original List Price Received	95.6%	<b>94.7%</b>	- 0.9%	94.8%	<b>94.7%</b>	- 0.1%
Median Days on Market Until Sale	38	<b>53</b>	+ 39.5%	36	<b>43</b>	+ 19.4%
Inventory of Homes for Sale	193	<b>188</b>	- 2.6%	--	--	--
Months Supply of Inventory	5.8	<b>6.5</b>	+ 11.1%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached

### Townhouse-Condo Attached



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# Local Market Update – July 2011

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**- 6.9%**

**+ 20.8%**

**- 8.6%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

## Downtown - Nuuanu

1-1-8 to 1-2-2

### Single-Family

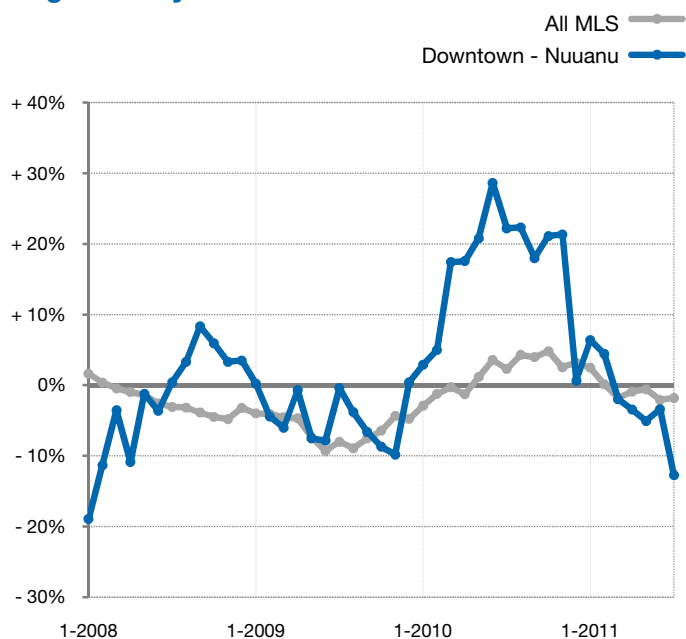
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	10	<b>18</b>	+ 80.0%	72	<b>88</b>	+ 22.2%
Closed Sales	4	<b>9</b>	+ 125.0%	39	<b>46</b>	+ 17.9%
Median Sales Price	\$934,750	<b>\$720,000</b>	- 23.0%	\$750,500	<b>\$753,000</b>	+ 0.3%
Average Sales Price	\$892,375	<b>\$831,427</b>	- 6.8%	\$860,432	<b>\$931,896</b>	+ 8.3%
Percent of Original List Price Received	89.0%	<b>94.1%</b>	+ 5.7%	92.0%	<b>93.3%</b>	+ 1.4%
Median Days on Market Until Sale	58	<b>44</b>	- 23.5%	65	<b>47</b>	- 27.7%
Inventory of Homes for Sale	42	<b>39</b>	- 7.1%	--	--	--
Months Supply of Inventory	7.4	<b>6.2</b>	- 15.8%	--	--	--

### Condo

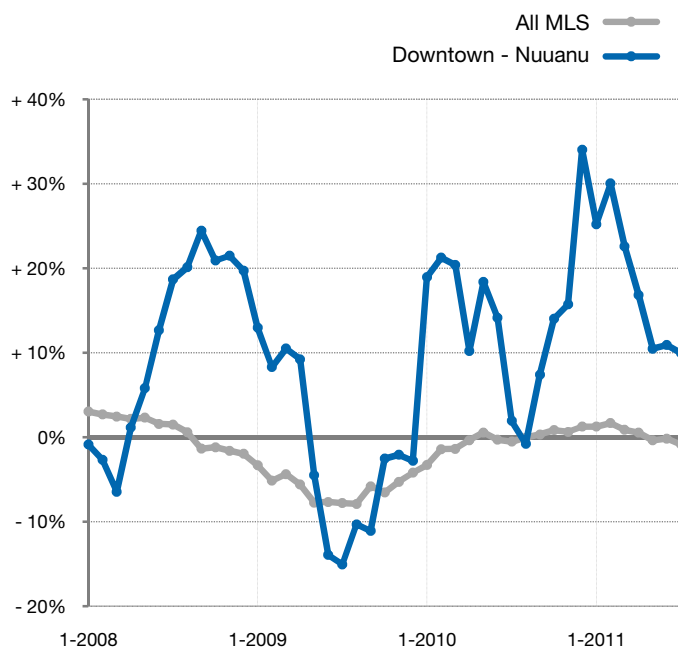
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	48	<b>36</b>	- 25.0%	356	<b>300</b>	- 15.7%
Closed Sales	20	<b>20</b>	0.0%	167	<b>164</b>	- 1.8%
Median Sales Price	\$446,900	<b>\$323,500</b>	- 27.6%	\$365,000	<b>\$378,500</b>	+ 3.7%
Average Sales Price	\$498,273	<b>\$507,345</b>	+ 1.8%	\$415,600	<b>\$458,229</b>	+ 10.3%
Percent of Original List Price Received	95.8%	<b>90.4%</b>	- 5.7%	95.4%	<b>94.2%</b>	- 1.3%
Median Days on Market Until Sale	27	<b>57</b>	+ 113.2%	30	<b>42</b>	+ 40.0%
Inventory of Homes for Sale	179	<b>163</b>	- 8.9%	--	--	--
Months Supply of Inventory	6.8	<b>7.0</b>	+ 2.9%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Ewa Plain

1-9-1

**- 28.2%**

Change in  
**New Listings**  
All Properties

**- 25.6%**

Change in  
**Closed Sales**  
All Properties

**- 27.6%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

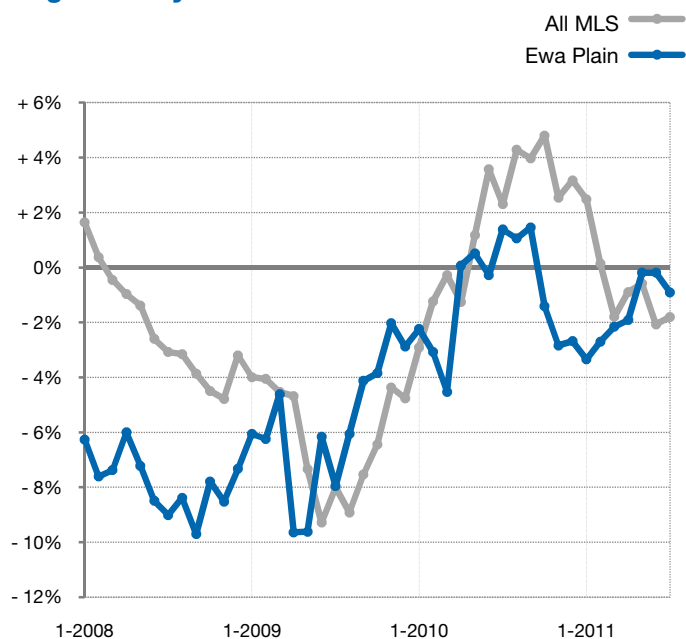
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	71	49	- 31.0%	486	404	- 16.9%
Closed Sales	51	43	- 15.7%	314	258	- 17.8%
Median Sales Price	\$428,950	<b>\$415,000</b>	- 3.3%	\$435,000	<b>\$430,000</b>	- 1.1%
Average Sales Price	\$453,018	<b>\$429,633</b>	- 5.2%	\$460,438	<b>\$449,411</b>	- 2.4%
Percent of Original List Price Received	97.0%	<b>97.8%</b>	+ 0.8%	98.0%	<b>98.1%</b>	+ 0.0%
Median Days on Market Until Sale	43	<b>33</b>	- 23.3%	34	<b>31</b>	- 8.8%
Inventory of Homes for Sale	209	<b>139</b>	- 33.5%	--	--	--
Months Supply of Inventory	4.8	<b>3.4</b>	- 29.2%	--	--	--

### Condo

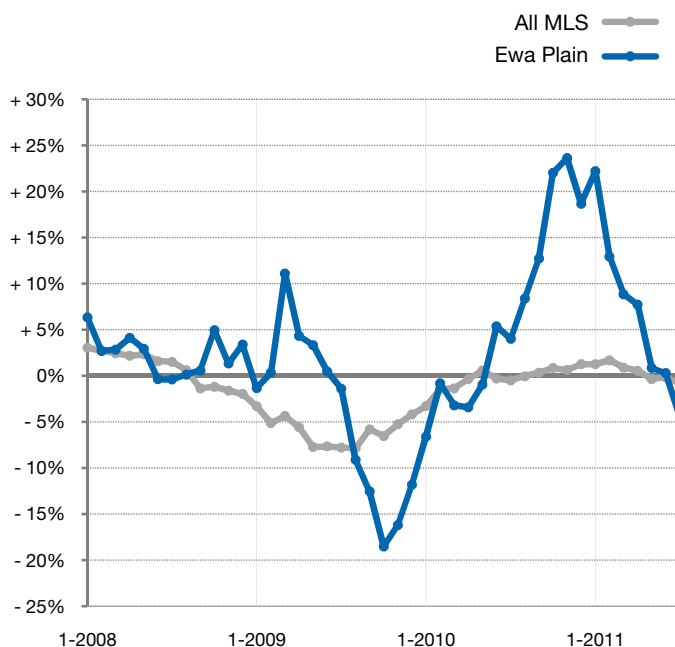
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	32	25	- 21.9%	265	208	- 21.5%
Closed Sales	31	18	- 41.9%	182	171	- 6.0%
Median Sales Price	\$315,000	<b>\$309,250</b>	- 1.8%	\$295,000	<b>\$307,000</b>	+ 4.1%
Average Sales Price	\$335,364	<b>\$333,694</b>	- 0.5%	\$304,765	<b>\$324,582</b>	+ 6.5%
Percent of Original List Price Received	98.1%	<b>97.9%</b>	- 0.2%	98.0%	<b>98.8%</b>	+ 0.8%
Median Days on Market Until Sale	10	<b>36</b>	+ 260.0%	30	<b>39</b>	+ 32.2%
Inventory of Homes for Sale	113	<b>94</b>	- 16.8%	--	--	--
Months Supply of Inventory	4.4	<b>3.8</b>	- 12.6%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Hawaii Kai

1-3-9

**+ 11.7%**

Change in  
**New Listings**  
All Properties

**- 40.0%**

Change in  
**Closed Sales**  
All Properties

**+ 13.7%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

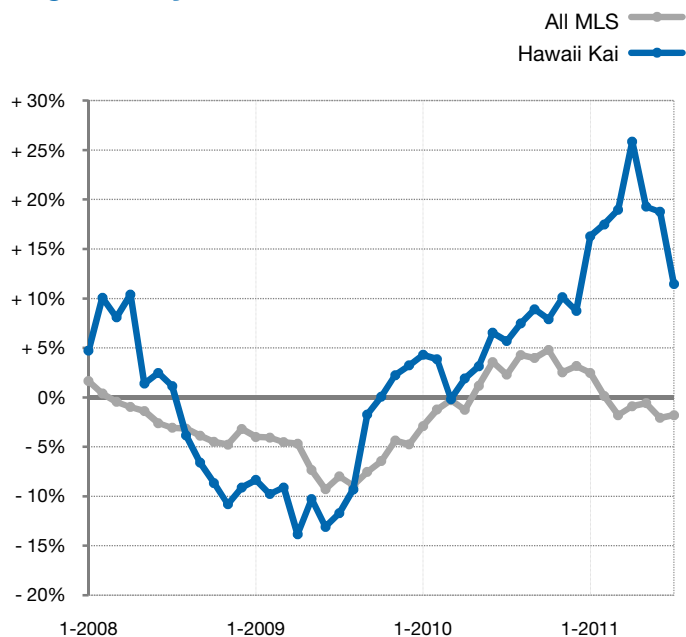
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	41	33	- 19.5%	217	205	- 5.5%
Closed Sales	20	12	- 40.0%	103	83	- 19.4%
Median Sales Price	\$810,000	<b>\$942,500</b>	+ 16.4%	\$812,500	<b>\$895,000</b>	+ 10.2%
Average Sales Price	\$948,113	<b>\$956,750</b>	+ 0.9%	\$994,002	<b>\$1,000,089</b>	+ 0.6%
Percent of Original List Price Received	96.1%	<b>96.3%</b>	+ 0.2%	96.7%	<b>96.6%</b>	- 0.0%
Median Days on Market Until Sale	37	<b>18</b>	- 52.1%	25	<b>21</b>	- 16.0%
Inventory of Homes for Sale	98	<b>101</b>	+ 3.1%	--	--	--
Months Supply of Inventory	6.2	<b>6.7</b>	+ 7.6%	--	--	--

### Condo

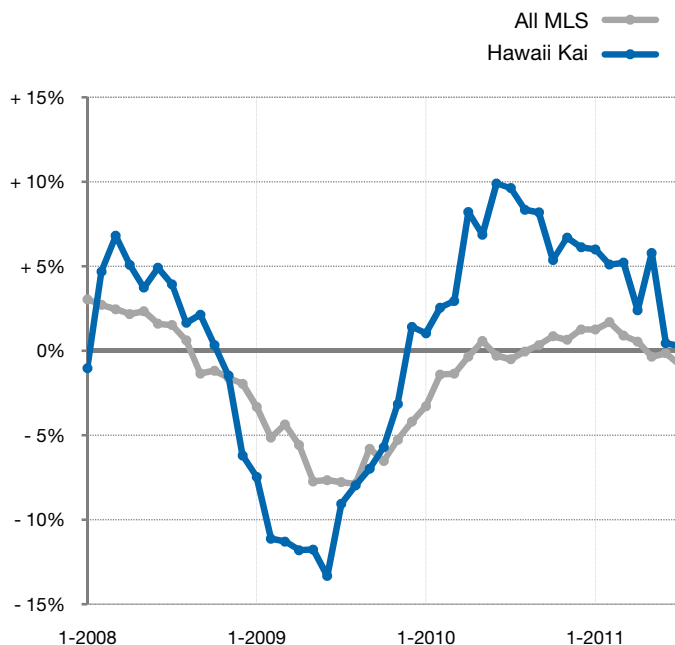
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	19	34	+ 78.9%	170	182	+ 7.1%
Closed Sales	25	15	- 40.0%	125	104	- 16.8%
Median Sales Price	\$559,000	<b>\$579,000</b>	+ 3.6%	\$525,000	<b>\$536,500</b>	+ 2.2%
Average Sales Price	\$563,760	<b>\$559,179</b>	- 0.8%	\$533,765	<b>\$547,507</b>	+ 2.6%
Percent of Original List Price Received	97.4%	<b>94.8%</b>	- 2.6%	97.1%	<b>95.8%</b>	- 1.3%
Median Days on Market Until Sale	28	<b>32</b>	+ 14.3%	18	<b>35</b>	+ 94.4%
Inventory of Homes for Sale	55	<b>73</b>	+ 32.7%	--	--	--
Months Supply of Inventory	3.2	<b>4.5</b>	+ 42.4%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Kailua - Waimanalo

1-4-1 to Selected 1-4-4

**- 22.8%**

Change in  
**New Listings**  
All Properties

**- 2.9%**

Change in  
**Closed Sales**  
All Properties

**- 3.2%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

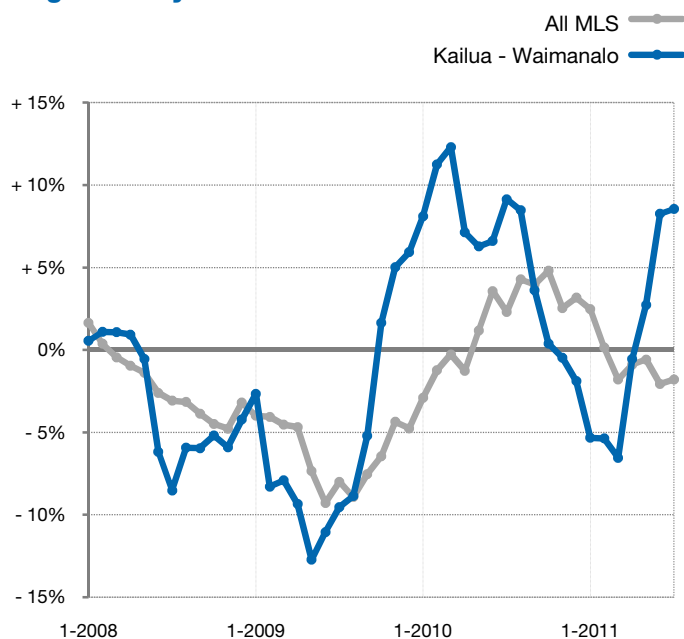
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	41	36	- 12.2%	266	259	- 2.6%
Closed Sales	26	26	0.0%	137	138	+ 0.7%
Median Sales Price	\$839,000	<b>\$905,000</b>	+ 7.9%	\$760,000	<b>\$800,000</b>	+ 5.3%
Average Sales Price	\$1,139,280	<b>\$1,315,250</b>	+ 15.4%	\$990,792	<b>\$992,978</b>	+ 0.2%
Percent of Original List Price Received	96.3%	<b>92.2%</b>	- 4.3%	95.7%	<b>94.4%</b>	- 1.4%
Median Days on Market Until Sale	32	<b>47</b>	+ 46.9%	35	<b>38</b>	+ 7.1%
Inventory of Homes for Sale	127	<b>121</b>	- 4.7%	--	--	--
Months Supply of Inventory	6.3	<b>5.6</b>	- 10.7%	--	--	--

### Condo

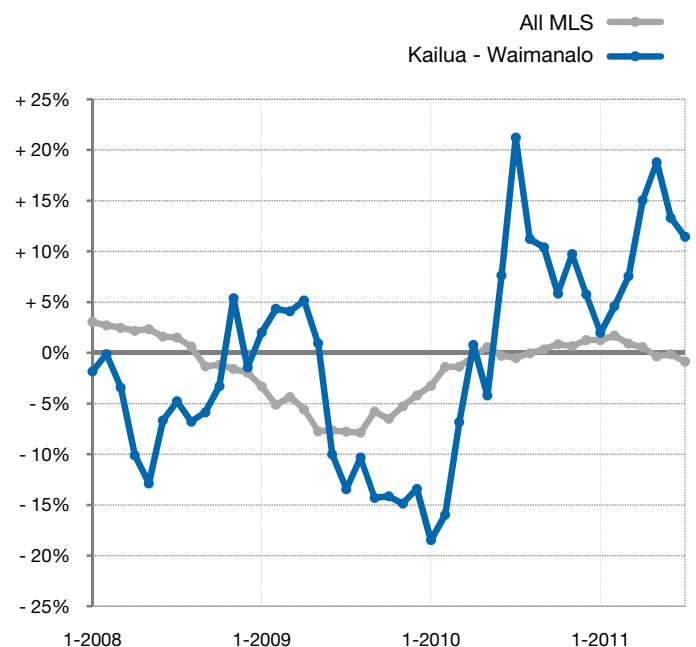
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	16	8	- 50.0%	85	63	- 25.9%
Closed Sales	9	8	- 11.1%	47	45	- 4.3%
Median Sales Price	\$400,000	<b>\$432,500</b>	+ 8.1%	\$386,000	<b>\$385,000</b>	- 0.3%
Average Sales Price	\$403,111	<b>\$481,125</b>	+ 19.4%	\$417,245	<b>\$465,878</b>	+ 11.7%
Percent of Original List Price Received	98.9%	<b>95.6%</b>	- 3.3%	96.4%	<b>96.3%</b>	- 0.1%
Median Days on Market Until Sale	20	<b>46</b>	+ 127.5%	23	<b>35</b>	+ 52.2%
Inventory of Homes for Sale	29	<b>30</b>	+ 3.4%	--	--	--
Months Supply of Inventory	4.4	<b>4.6</b>	+ 3.4%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Kalihi - Palama

1-1-2 to 1-1-7

**- 3.6%**

Change in  
**New Listings**  
All Properties

**- 26.7%**

Change in  
**Closed Sales**  
All Properties

**- 27.8%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

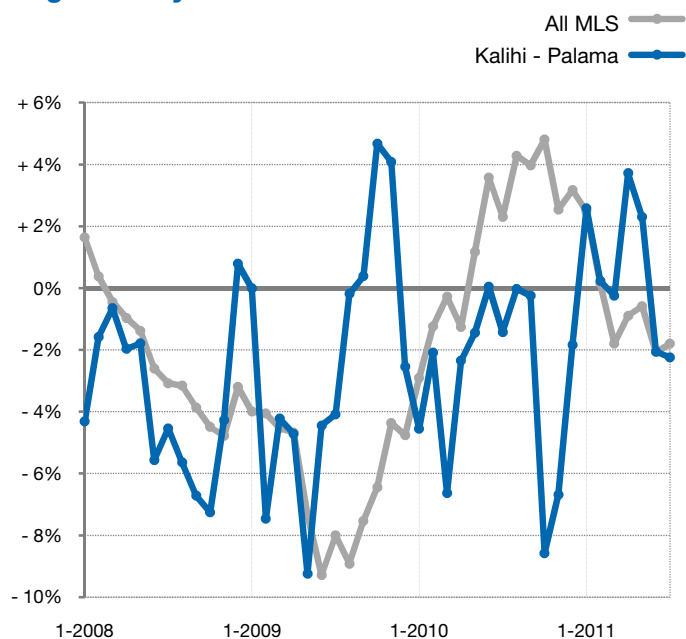
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	14	13	- 7.1%	141	109	- 22.7%
Closed Sales	8	5	- 37.5%	64	53	- 17.2%
Median Sales Price	\$470,000	\$500,000	+ 6.4%	\$520,000	\$515,000	- 1.0%
Average Sales Price	\$503,000	\$556,440	+ 10.6%	\$544,213	\$535,148	- 1.7%
Percent of Original List Price Received	91.7%	96.5%	+ 5.3%	94.8%	95.0%	+ 0.2%
Median Days on Market Until Sale	60	13	- 78.3%	29	30	+ 5.3%
Inventory of Homes for Sale	90	61	- 32.2%	--	--	--
Months Supply of Inventory	9.2	7.1	- 23.0%	--	--	--

### Condo

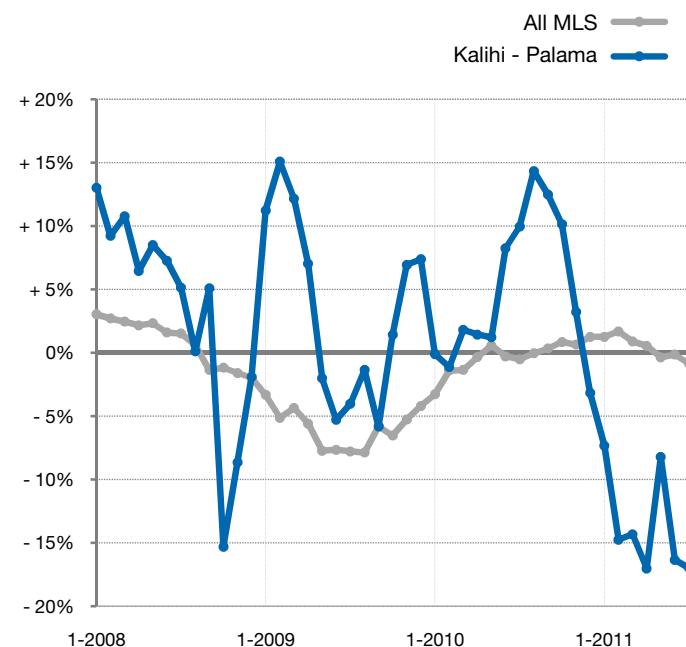
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	14	14	0.0%	91	91	0.0%
Closed Sales	7	6	- 14.3%	54	50	- 7.4%
Median Sales Price	\$375,000	\$227,500	- 39.3%	\$330,000	\$250,000	- 24.2%
Average Sales Price	\$353,800	\$239,667	- 32.3%	\$343,670	\$284,998	- 17.1%
Percent of Original List Price Received	96.0%	94.8%	- 1.3%	94.8%	94.5%	- 0.3%
Median Days on Market Until Sale	52	18	- 66.3%	32	35	+ 7.8%
Inventory of Homes for Sale	36	30	- 16.7%	--	--	--
Months Supply of Inventory	4.6	4.0	- 12.0%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Kaneohe

Selected 1-4-4 to 1-4-7

**+ 10.2%**

Change in  
**New Listings**  
All Properties

**- 40.0%**

Change in  
**Closed Sales**  
All Properties

**+ 7.6%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

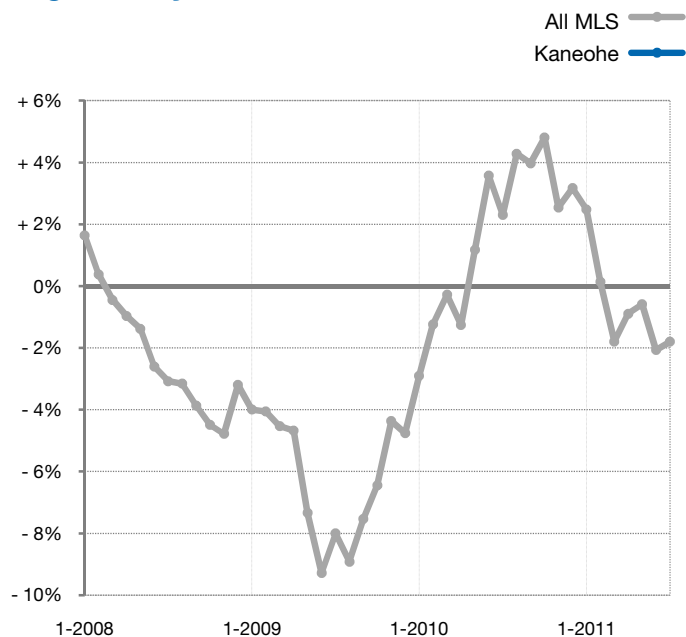
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	27	36	+ 33.3%	263	227	- 13.7%
Closed Sales	35	15	- 57.1%	185	107	- 42.2%
Median Sales Price	\$633,000	<b>\$785,000</b>	+ 24.0%	\$640,000	<b>\$675,500</b>	+ 5.5%
Average Sales Price	\$696,419	<b>\$889,467</b>	+ 27.7%	\$692,918	<b>\$752,331</b>	+ 8.6%
Percent of Original List Price Received	96.0%	<b>95.2%</b>	- 0.8%	95.1%	<b>94.9%</b>	- 0.2%
Median Days on Market Until Sale	26	32	+ 23.1%	24	31	+ 29.2%
Inventory of Homes for Sale	113	120	+ 6.2%	--	--	--
Months Supply of Inventory	4.6	6.7	+ 46.2%	--	--	--

### Condo

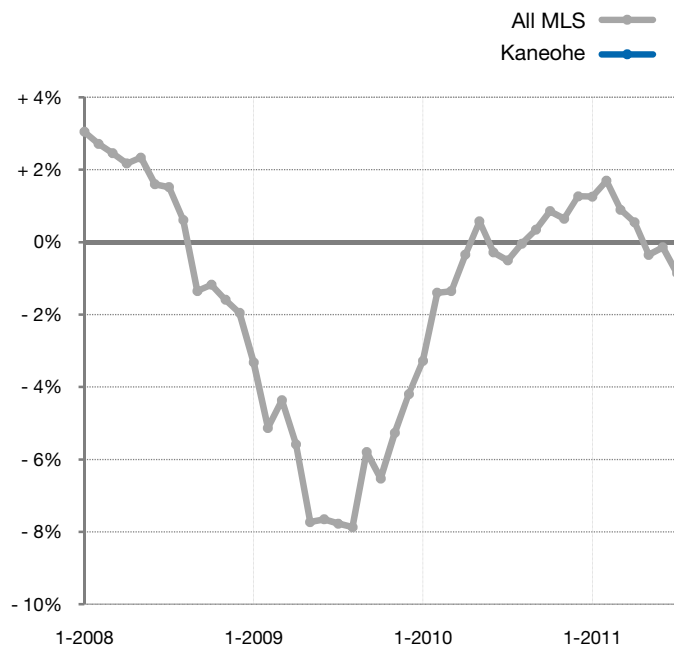
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	22	18	- 18.2%	149	143	- 4.0%
Closed Sales	10	12	+ 20.0%	83	78	- 6.0%
Median Sales Price	\$397,250	<b>\$379,000</b>	- 4.6%	\$375,000	<b>\$383,000</b>	+ 2.1%
Average Sales Price	\$381,975	<b>\$360,375</b>	- 5.7%	\$363,134	<b>\$373,410</b>	+ 2.8%
Percent of Original List Price Received	96.6%	<b>95.2%</b>	- 1.5%	96.7%	<b>94.5%</b>	- 2.3%
Median Days on Market Until Sale	39	43	+ 10.3%	33	53	+ 59.1%
Inventory of Homes for Sale	59	65	+ 10.2%	--	--	--
Months Supply of Inventory	4.5	5.6	+ 22.8%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from the HiCentral MLS, Ltd. | Powered by 10K Research & Marketing.

# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



## Kapahulu - Diamond Head

1-3-1 to 1-3-4

**- 28.1%**

Change in  
**New Listings**  
All Properties

**- 22.2%**

Change in  
**Closed Sales**  
All Properties

**- 2.4%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

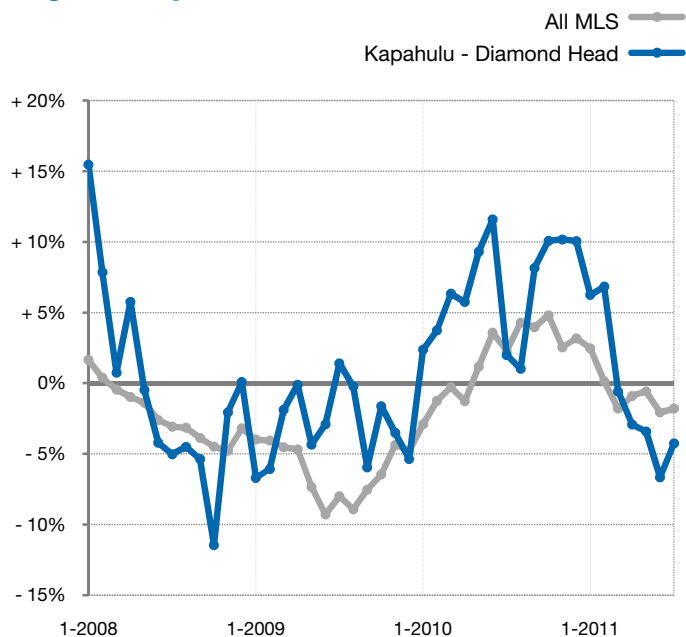
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	32	32	0.0%	185	194	+ 4.9%
Closed Sales	9	12	+ 33.3%	108	106	- 1.9%
Median Sales Price	\$839,000	<b>\$760,000</b>	- 9.4%	\$775,000	<b>\$704,500</b>	- 9.1%
Average Sales Price	\$1,119,667	<b>\$1,145,500</b>	+ 2.3%	\$907,695	<b>\$1,016,726</b>	+ 12.0%
Percent of Original List Price Received	95.4%	<b>93.1%</b>	- 2.4%	97.0%	<b>93.5%</b>	- 3.5%
Median Days on Market Until Sale	11	17	+ 50.0%	15	38	+ 153.3%
Inventory of Homes for Sale	94	97	+ 3.2%	--	--	--
Months Supply of Inventory	5.7	6.0	+ 5.3%	--	--	--

### Condo

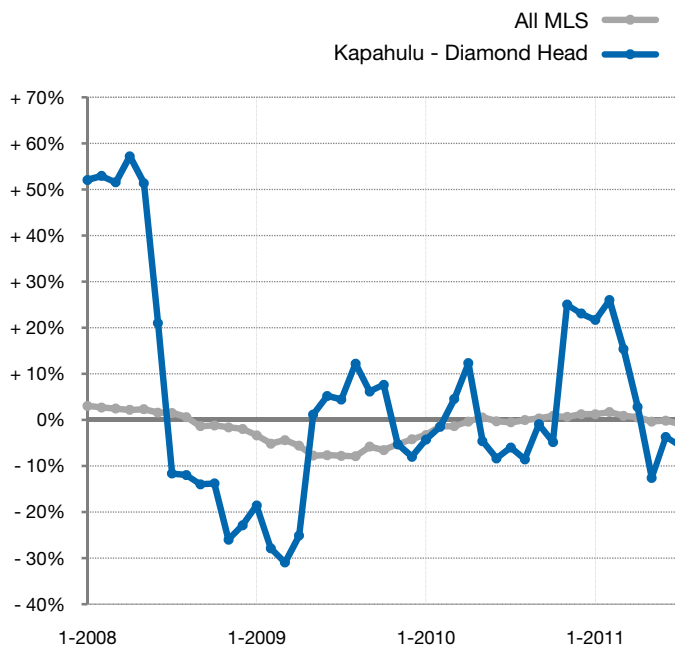
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	25	9	- 64.0%	129	98	- 24.0%
Closed Sales	9	2	- 77.8%	61	53	- 13.1%
Median Sales Price	\$420,000	<b>\$322,500</b>	- 23.2%	\$456,500	<b>\$447,500</b>	- 2.0%
Average Sales Price	\$425,488	<b>\$322,500</b>	- 24.2%	\$680,065	<b>\$655,491</b>	- 3.6%
Percent of Original List Price Received	94.5%	<b>93.9%</b>	- 0.6%	94.0%	<b>94.7%</b>	+ 0.8%
Median Days on Market Until Sale	64	55	- 14.1%	22	78	+ 254.5%
Inventory of Homes for Sale	70	63	- 10.0%	--	--	--
Months Supply of Inventory	9.1	8.9	- 2.6%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Makaha - Nanakuli

1-8-1 to 1-8-9

**+ 3.9%**

Change in  
**New Listings**  
All Properties

**+ 6.3%**

Change in  
**Closed Sales**  
All Properties

**- 16.7%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

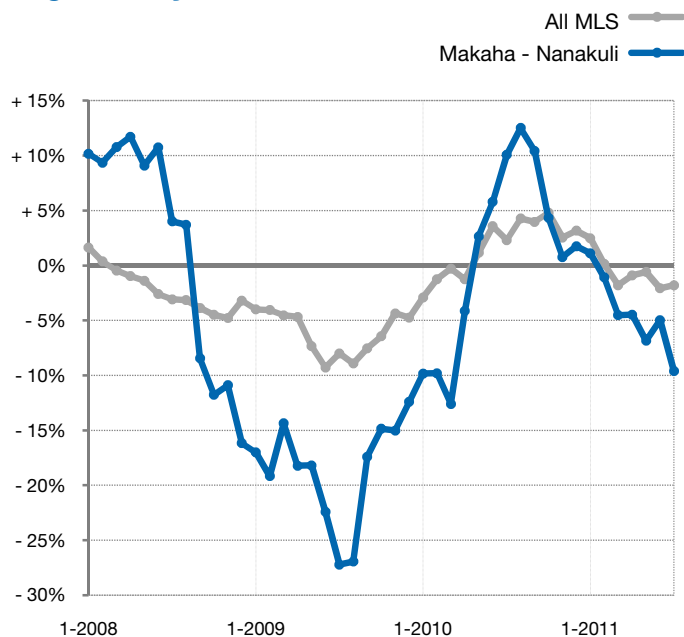
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	33	<b>38</b>	+ 15.2%	251	<b>256</b>	+ 2.0%
Closed Sales	10	<b>14</b>	+ 40.0%	101	<b>126</b>	+ 24.8%
Median Sales Price	\$316,500	<b>\$235,000</b>	- 25.8%	\$309,000	<b>\$275,000</b>	- 11.0%
Average Sales Price	\$330,690	<b>\$237,085</b>	- 28.3%	\$321,498	<b>\$297,259</b>	- 7.5%
Percent of Original List Price Received	90.9%	<b>91.6%</b>	+ 0.8%	94.2%	<b>93.2%</b>	- 1.0%
Median Days on Market Until Sale	64	<b>34</b>	- 46.9%	47	<b>34</b>	- 28.7%
Inventory of Homes for Sale	167	<b>131</b>	- 21.6%	--	--	--
Months Supply of Inventory	10.8	<b>6.8</b>	- 36.6%	--	--	--

### Condo

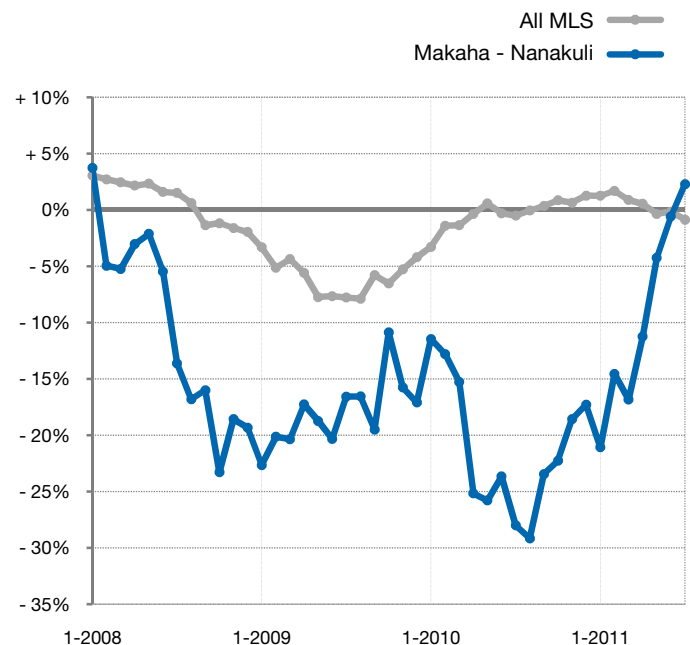
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	18	<b>15</b>	- 16.7%	117	<b>109</b>	- 6.8%
Closed Sales	6	<b>3</b>	- 50.0%	64	<b>55</b>	- 14.1%
Median Sales Price	\$108,750	<b>\$80,000</b>	- 26.4%	\$90,000	<b>\$92,000</b>	+ 2.2%
Average Sales Price	\$118,708	<b>\$89,500</b>	- 24.6%	\$115,682	<b>\$99,858</b>	- 13.7%
Percent of Original List Price Received	79.8%	<b>92.8%</b>	+ 16.3%	87.2%	<b>92.2%</b>	+ 5.7%
Median Days on Market Until Sale	113	<b>28</b>	- 75.2%	57	<b>40</b>	- 29.8%
Inventory of Homes for Sale	79	<b>74</b>	- 6.3%	--	--	--
Months Supply of Inventory	9.0	<b>9.0</b>	- 0.7%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Makakilo

1-9-2 to 1-9-3

**+ 77.8%**

Change in  
**New Listings**  
All Properties

**0.0%**

Change in  
**Closed Sales**  
All Properties

**- 16.5%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

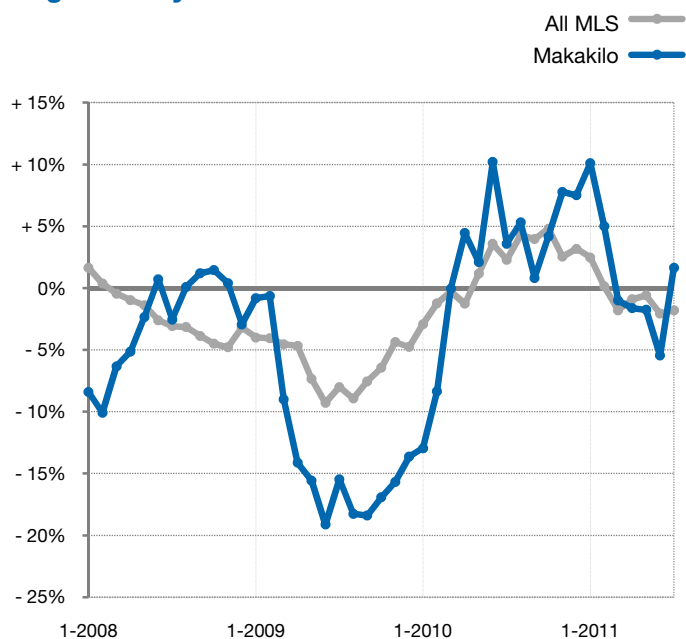
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	4	<b>22</b>	+ 450.0%	101	<b>111</b>	+ 9.9%
Closed Sales	13	<b>13</b>	0.0%	54	<b>50</b>	- 7.4%
Median Sales Price	\$465,000	<b>\$545,000</b>	+ 17.2%	\$519,000	<b>\$510,000</b>	- 1.7%
Average Sales Price	\$493,269	<b>\$543,769</b>	+ 10.2%	\$565,133	<b>\$541,207</b>	- 4.2%
Percent of Original List Price Received	94.7%	<b>94.0%</b>	- 0.7%	95.3%	<b>95.7%</b>	+ 0.4%
Median Days on Market Until Sale	59	<b>34</b>	- 42.4%	48	<b>34</b>	- 28.4%
Inventory of Homes for Sale	49	<b>57</b>	+ 16.3%	--	--	--
Months Supply of Inventory	5.0	<b>8.1</b>	+ 63.4%	--	--	--

### Condo

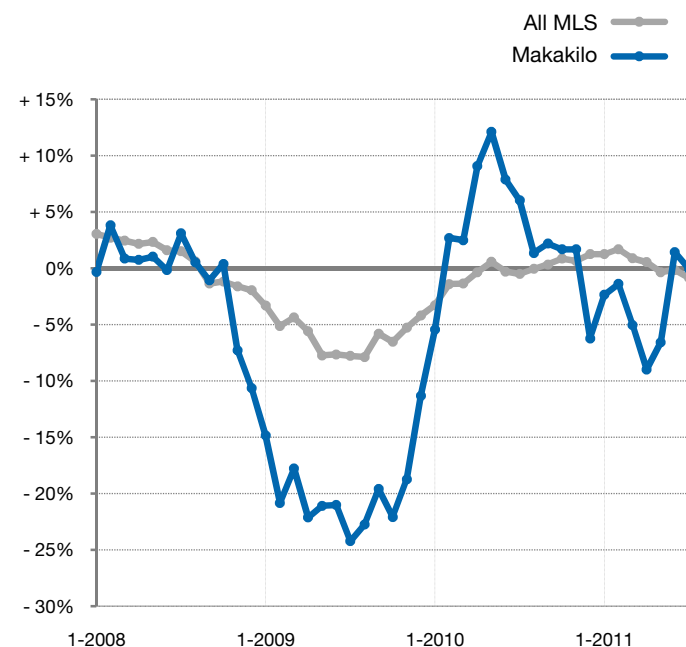
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	14	<b>10</b>	- 28.6%	78	<b>73</b>	- 6.4%
Closed Sales	9	<b>9</b>	0.0%	43	<b>40</b>	- 7.0%
Median Sales Price	\$215,000	<b>\$232,500</b>	+ 8.1%	\$249,000	<b>\$240,000</b>	- 3.6%
Average Sales Price	\$238,667	<b>\$264,044</b>	+ 10.6%	\$260,684	<b>\$263,495</b>	+ 1.1%
Percent of Original List Price Received	97.7%	<b>95.0%</b>	- 2.8%	94.6%	<b>95.6%</b>	+ 1.0%
Median Days on Market Until Sale	16	<b>89</b>	+ 456.3%	57	<b>47</b>	- 17.5%
Inventory of Homes for Sale	48	<b>24</b>	- 50.0%	--	--	--
Months Supply of Inventory	7.1	<b>3.3</b>	- 53.4%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Makiki - Moiliili

1-2-4 to 1-2-9 (except 1-2-6)

**- 12.1%**

Change in  
**New Listings**  
All Properties

**- 1.9%**

Change in  
**Closed Sales**  
All Properties

**- 3.3%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

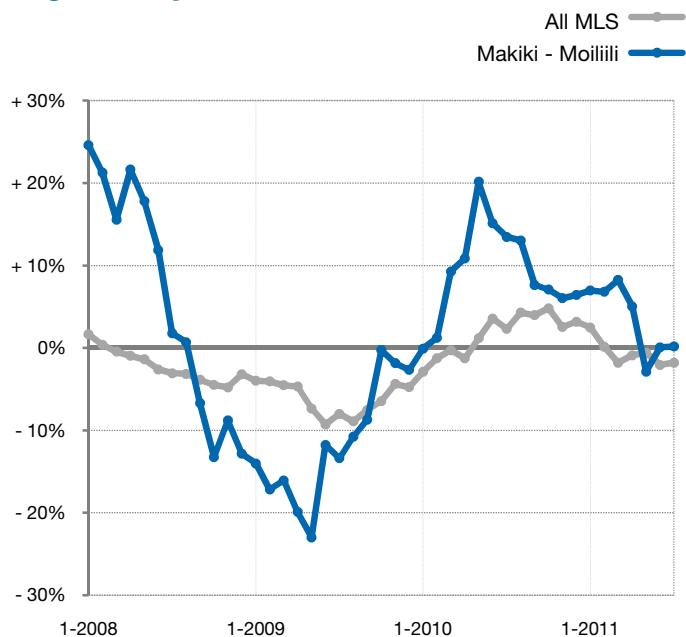
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	20	21	+ 5.0%	119	112	- 5.9%
Closed Sales	7	11	+ 57.1%	41	54	+ 31.7%
Median Sales Price	\$755,000	<b>\$795,000</b>	+ 5.3%	\$839,850	<b>\$884,000</b>	+ 5.3%
Average Sales Price	\$887,143	<b>\$896,000</b>	+ 1.0%	\$892,985	<b>\$981,074</b>	+ 9.9%
Percent of Original List Price Received	95.5%	<b>93.9%</b>	- 1.7%	94.5%	<b>92.1%</b>	- 2.5%
Median Days on Market Until Sale	14	<b>28</b>	+ 100.0%	18	<b>41</b>	+ 127.8%
Inventory of Homes for Sale	60	<b>51</b>	- 15.0%	--	--	--
Months Supply of Inventory	7.9	<b>6.2</b>	- 21.9%	--	--	--

### Condo

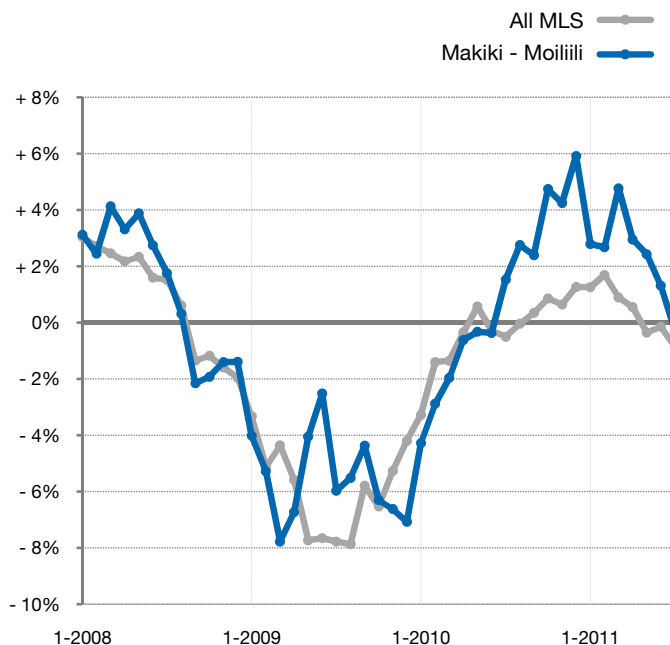
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	79	66	- 16.5%	519	568	+ 9.4%
Closed Sales	47	42	- 10.6%	309	275	- 11.0%
Median Sales Price	\$313,038	<b>\$265,000</b>	- 15.3%	\$308,250	<b>\$296,000</b>	- 4.0%
Average Sales Price	\$389,501	<b>\$278,083</b>	- 28.6%	\$332,846	<b>\$329,557</b>	- 1.0%
Percent of Original List Price Received	96.5%	<b>94.8%</b>	- 1.8%	95.9%	<b>94.9%</b>	- 1.1%
Median Days on Market Until Sale	25	<b>26</b>	+ 4.0%	23	<b>37</b>	+ 60.9%
Inventory of Homes for Sale	241	<b>240</b>	- 0.4%	--	--	--
Months Supply of Inventory	5.2	<b>5.6</b>	+ 8.6%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Mililani

Selected 1-9-4 to 1-9-5

**- 12.5%**

Change in  
**New Listings**  
All Properties

**- 6.5%**

Change in  
**Closed Sales**  
All Properties

**- 1.3%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

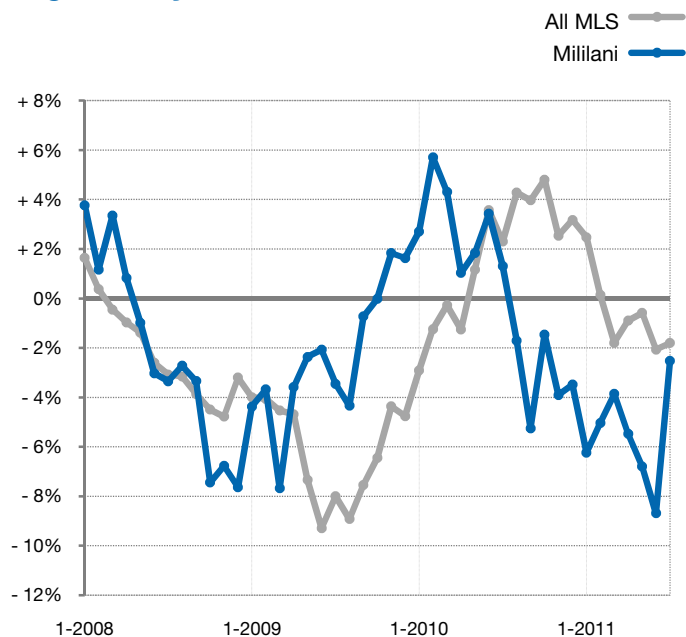
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	25	28	+ 12.0%	162	173	+ 6.8%
Closed Sales	20	15	- 25.0%	95	92	- 3.2%
Median Sales Price	\$587,500	<b>\$649,900</b>	+ 10.6%	\$602,500	<b>\$587,000</b>	- 2.6%
Average Sales Price	\$617,645	<b>\$635,560</b>	+ 2.9%	\$629,301	<b>\$597,615</b>	- 5.0%
Percent of Original List Price Received	96.9%	<b>96.3%</b>	- 0.6%	97.1%	<b>96.9%</b>	- 0.3%
Median Days on Market Until Sale	34	<b>46</b>	+ 35.3%	26	<b>37</b>	+ 40.4%
Inventory of Homes for Sale	58	<b>71</b>	+ 22.4%	--	--	--
Months Supply of Inventory	4.2	<b>5.1</b>	+ 20.2%	--	--	--

### Condo

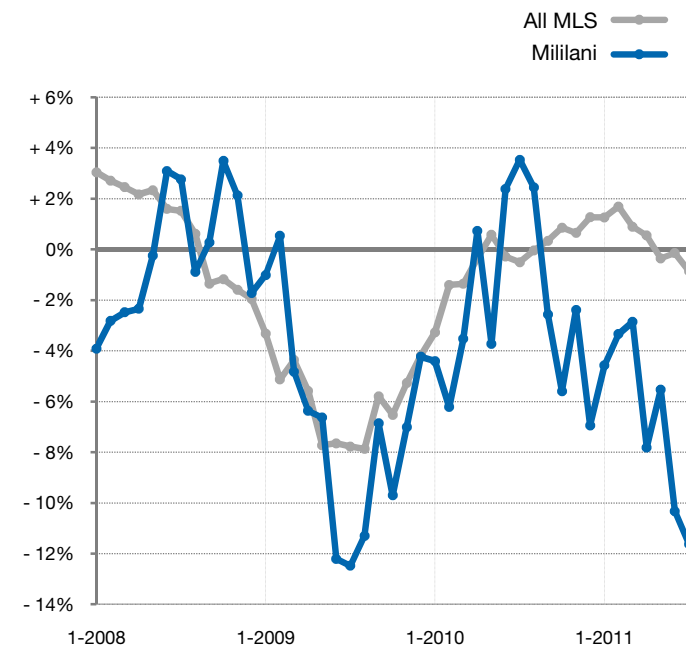
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	31	21	- 32.3%	201	187	- 7.0%
Closed Sales	11	14	+ 27.3%	109	132	+ 21.1%
Median Sales Price	\$265,000	<b>\$263,500</b>	- 0.6%	\$285,000	<b>\$275,000</b>	- 3.5%
Average Sales Price	\$248,909	<b>\$288,350</b>	+ 15.8%	\$286,047	<b>\$268,439</b>	- 6.2%
Percent of Original List Price Received	93.7%	<b>96.1%</b>	+ 2.7%	97.0%	<b>94.9%</b>	- 2.2%
Median Days on Market Until Sale	28	<b>16</b>	- 44.6%	23	<b>39</b>	+ 69.6%
Inventory of Homes for Sale	95	<b>80</b>	- 15.8%	--	--	--
Months Supply of Inventory	5.5	<b>4.2</b>	- 24.9%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Moanalua - Salt Lake

1-1-1

**+ 29.2%**

Change in  
**New Listings**  
All Properties

**+ 35.7%**

Change in  
**Closed Sales**  
All Properties

**+ 32.9%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	6	6	0.0%	29	48	+ 65.5%
Closed Sales	2	5	+ 150.0%	23	34	+ 47.8%
Median Sales Price	\$359,500	<b>\$644,500</b>	+ 79.3%	\$664,750	<b>\$657,500</b>	- 1.1%
Average Sales Price	\$359,500	<b>\$684,750</b>	+ 90.5%	\$663,206	<b>\$664,763</b>	+ 0.2%
Percent of Original List Price Received	106.7%	<b>94.1%</b>	- 11.8%	96.9%	<b>95.0%</b>	- 1.9%
Median Days on Market Until Sale	15	<b>11</b>	- 26.7%	42	<b>28</b>	- 33.3%
Inventory of Homes for Sale	16	<b>24</b>	+ 50.0%	--	--	--
Months Supply of Inventory	4.5	<b>5.6</b>	+ 25.1%	--	--	--

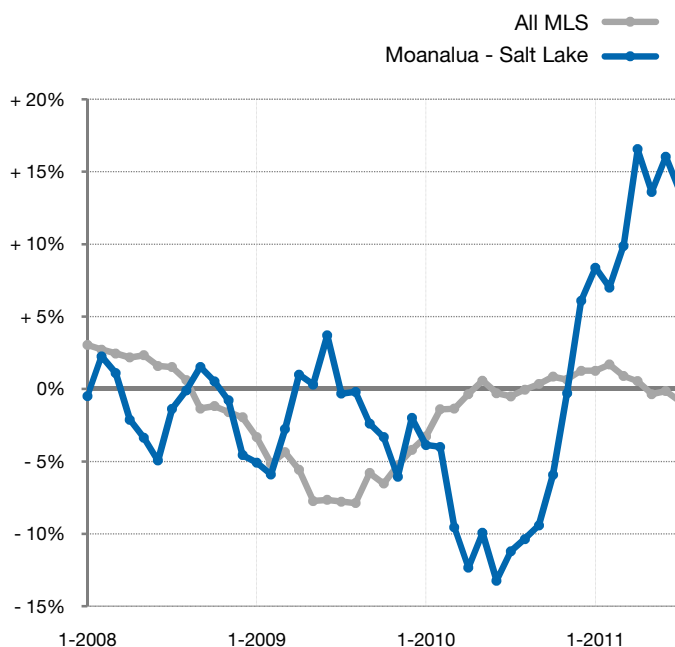
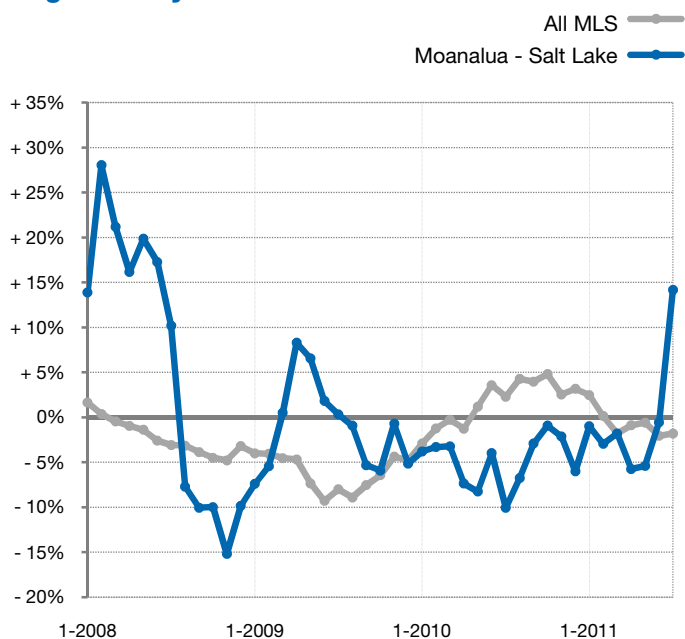
### Condo

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	18	25	+ 38.9%	153	166	+ 8.5%
Closed Sales	12	14	+ 16.7%	117	95	- 18.8%
Median Sales Price	\$281,500	<b>\$268,500</b>	- 4.6%	\$270,000	<b>\$280,000</b>	+ 3.7%
Average Sales Price	\$296,458	<b>\$320,929</b>	+ 8.3%	\$296,475	<b>\$308,712</b>	+ 4.1%
Percent of Original List Price Received	94.2%	<b>96.3%</b>	+ 2.3%	95.5%	<b>95.9%</b>	+ 0.4%
Median Days on Market Until Sale	51	<b>59</b>	+ 14.7%	27	<b>38</b>	+ 40.7%
Inventory of Homes for Sale	54	<b>69</b>	+ 27.8%	--	--	--
Months Supply of Inventory	3.3	<b>5.2</b>	+ 57.7%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached

### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## North Shore

1-5-6 to 1-6-9

**- 32.0%**

Change in  
**New Listings**  
All Properties

**+ 62.5%**

Change in  
**Closed Sales**  
All Properties

**- 26.4%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

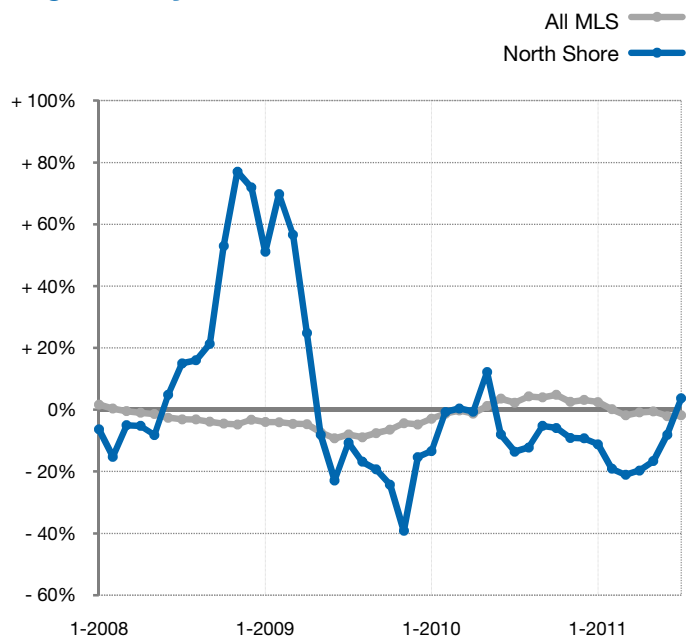
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	17	11	- 35.3%	145	126	- 13.1%
Closed Sales	6	10	+ 66.7%	48	45	- 6.3%
Median Sales Price	\$585,000	<b>\$700,000</b>	+ 19.7%	\$660,000	<b>\$585,000</b>	- 11.4%
Average Sales Price	\$596,417	<b>\$953,675</b>	+ 59.9%	\$738,783	<b>\$713,184</b>	- 3.5%
Percent of Original List Price Received	91.5%	<b>93.0%</b>	+ 1.6%	89.9%	<b>93.9%</b>	+ 4.5%
Median Days on Market Until Sale	52	<b>55</b>	+ 5.8%	87	<b>51</b>	- 41.4%
Inventory of Homes for Sale	112	<b>82</b>	- 26.8%	--	--	--
Months Supply of Inventory	16.4	<b>13.9</b>	- 15.4%	--	--	--

### Condo

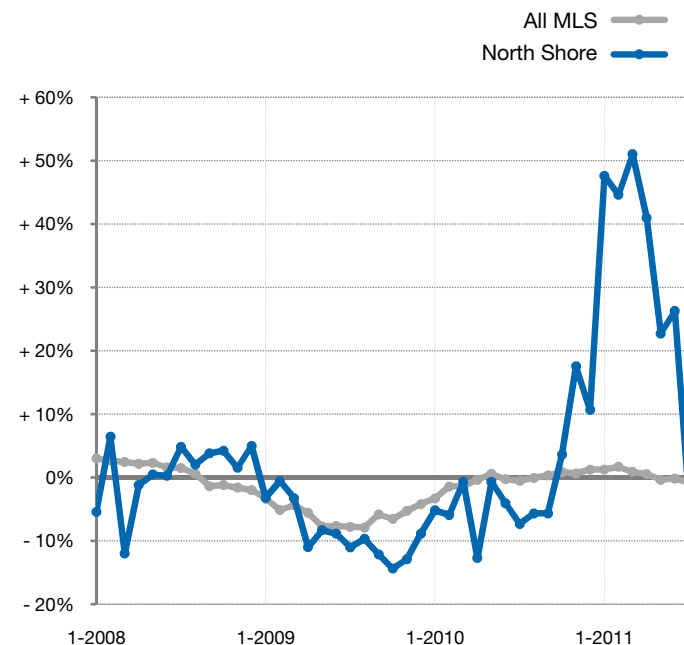
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	6	- 25.0%	52	43	- 17.3%
Closed Sales	2	3	+ 50.0%	17	22	+ 29.4%
Median Sales Price	\$186,500	<b>\$215,000</b>	+ 15.3%	\$242,000	<b>\$219,000</b>	- 9.5%
Average Sales Price	\$186,500	<b>\$446,333</b>	+ 139.3%	\$263,906	<b>\$318,873</b>	+ 20.8%
Percent of Original List Price Received	95.3%	<b>87.7%</b>	- 7.9%	92.8%	<b>93.0%</b>	+ 0.2%
Median Days on Market Until Sale	111	<b>25</b>	- 77.5%	91	<b>23</b>	- 75.3%
Inventory of Homes for Sale	36	<b>27</b>	- 25.0%	--	--	--
Months Supply of Inventory	13.5	<b>7.2</b>	- 46.3%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Pearl City - Aiea

1-9-6 to 1-9-9

**- 39.7%**

**+ 37.0%**

**+ 0.6%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

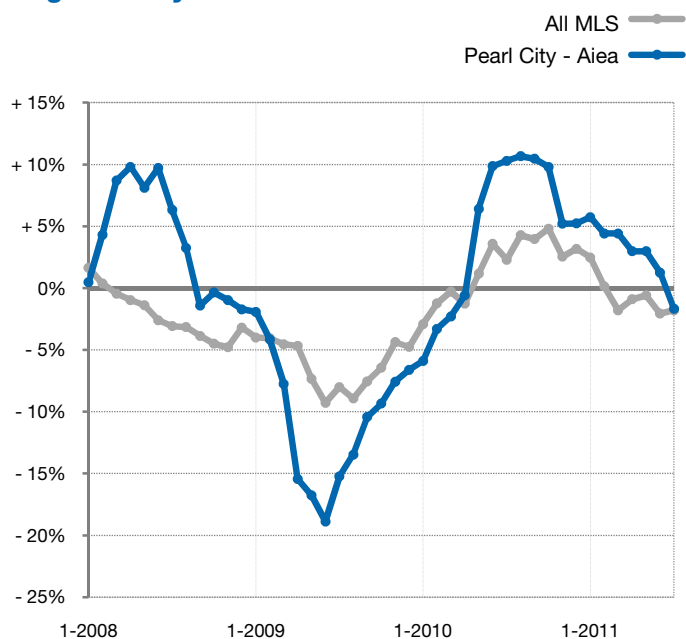
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	34	22	- 35.3%	173	183	+ 5.8%
Closed Sales	9	18	+ 100.0%	88	113	+ 28.4%
Median Sales Price	\$595,000	<b>\$550,000</b>	- 7.6%	\$580,000	<b>\$575,000</b>	- 0.9%
Average Sales Price	\$649,099	<b>\$571,114</b>	- 12.0%	\$623,379	<b>\$593,481</b>	- 4.8%
Percent of Original List Price Received	96.4%	<b>98.6%</b>	+ 2.3%	96.5%	<b>96.3%</b>	- 0.2%
Median Days on Market Until Sale	13	<b>16</b>	+ 19.2%	28	<b>36</b>	+ 28.6%
Inventory of Homes for Sale	68	<b>75</b>	+ 10.3%	--	--	--
Months Supply of Inventory	4.5	<b>4.5</b>	+ 0.3%	--	--	--

### Condo

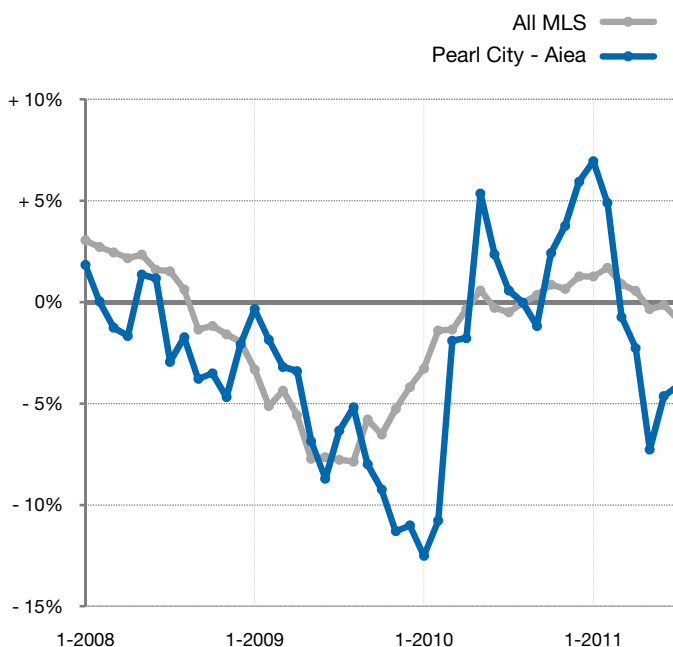
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	39	22	- 43.6%	277	240	- 13.4%
Closed Sales	18	19	+ 5.6%	166	168	+ 1.2%
Median Sales Price	\$233,500	<b>\$222,500</b>	- 4.7%	\$272,500	<b>\$260,000</b>	- 4.6%
Average Sales Price	\$244,211	<b>\$224,784</b>	- 8.0%	\$281,209	<b>\$268,639</b>	- 4.5%
Percent of Original List Price Received	94.9%	<b>94.2%</b>	- 0.7%	96.1%	<b>95.0%</b>	- 1.1%
Median Days on Market Until Sale	23	<b>44</b>	+ 91.3%	23	<b>44</b>	+ 89.1%
Inventory of Homes for Sale	113	<b>107</b>	- 5.3%	--	--	--
Months Supply of Inventory	4.5	<b>4.5</b>	- 0.7%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Wahiawa

1-7-1 to 1-7-7

**- 42.9%**

Change in  
**New Listings**  
All Properties

**- 40.0%**

Change in  
**Closed Sales**  
All Properties

**- 52.2%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

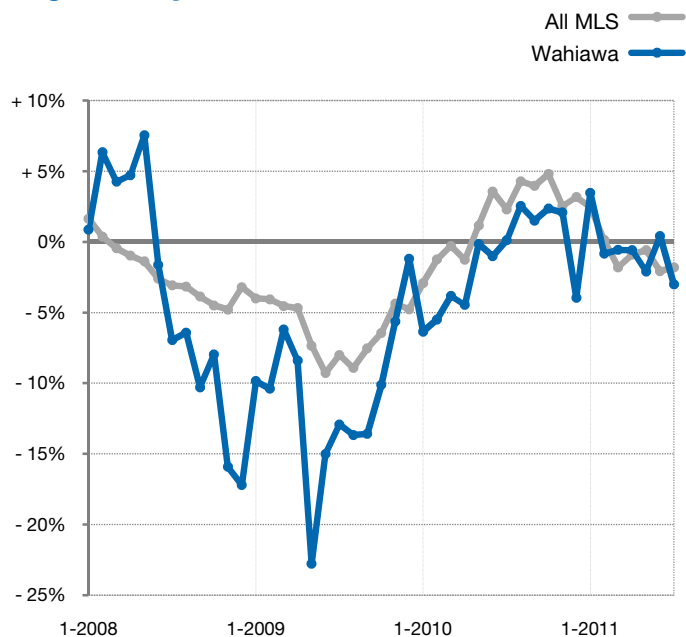
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	11	6	- 45.5%	82	53	- 35.4%
Closed Sales	8	6	- 25.0%	42	44	+ 4.8%
Median Sales Price	\$398,000	<b>\$424,500</b>	+ 6.7%	\$383,000	<b>\$384,500</b>	+ 0.4%
Average Sales Price	\$400,125	<b>\$422,667</b>	+ 5.6%	\$397,000	<b>\$405,166</b>	+ 2.1%
Percent of Original List Price Received	91.4%	<b>91.5%</b>	+ 0.0%	93.9%	<b>92.1%</b>	- 1.9%
Median Days on Market Until Sale	54	<b>63</b>	+ 16.7%	32	<b>66</b>	+ 106.3%
Inventory of Homes for Sale	46	<b>25</b>	- 45.7%	--	--	--
Months Supply of Inventory	8.4	<b>4.1</b>	- 50.9%	--	--	--

### Condo

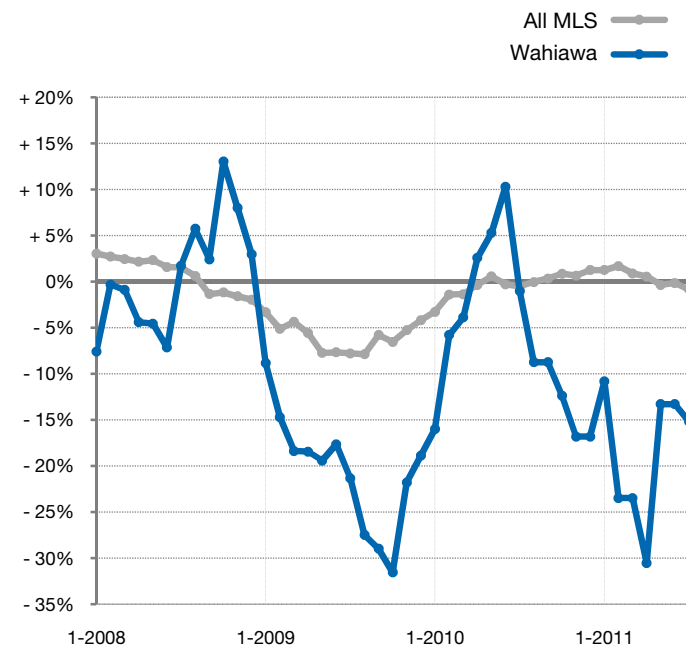
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	3	2	- 33.3%	27	13	- 51.9%
Closed Sales	2	0	- 100.0%	7	8	+ 14.3%
Median Sales Price	\$97,500	<b>\$0</b>	- 100.0%	\$120,000	<b>\$120,000</b>	0.0%
Average Sales Price	\$97,500	<b>\$0</b>	- 100.0%	\$131,000	<b>\$113,875</b>	- 13.1%
Percent of Original List Price Received	75.0%	<b>0.0%</b>	- 100.0%	78.1%	<b>90.3%</b>	+ 15.7%
Median Days on Market Until Sale	118	0	- 100.0%	44	<b>68</b>	+ 54.5%
Inventory of Homes for Sale	21	7	- 66.7%	--	--	--
Months Supply of Inventory	13.1	<b>4.0</b>	- 69.5%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Waialae-Kahala

1-3-5

**- 30.8%**

Change in  
**New Listings**  
All Properties

**- 59.3%**

Change in  
**Closed Sales**  
All Properties

**- 12.5%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

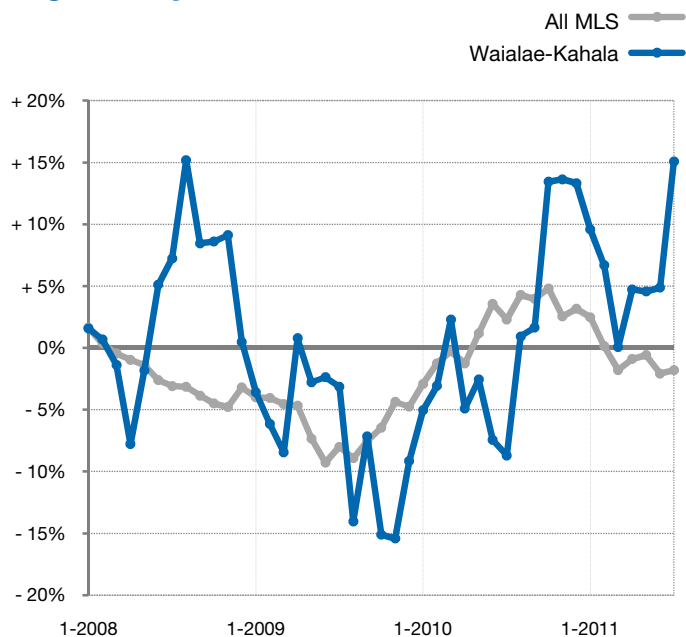
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	21	12	- 42.9%	137	94	- 31.4%
Closed Sales	17	8	- 52.9%	67	55	- 17.9%
Median Sales Price	\$1,350,000	<b>\$1,575,000</b>	+ 16.7%	\$1,291,500	<b>\$1,271,500</b>	- 1.5%
Average Sales Price	\$1,441,688	<b>\$1,737,929</b>	+ 20.5%	\$1,452,223	<b>\$1,486,960</b>	+ 2.4%
Percent of Original List Price Received	98.9%	<b>94.0%</b>	- 4.9%	94.7%	<b>92.8%</b>	- 2.0%
Median Days on Market Until Sale	22	<b>55</b>	+ 147.7%	28	<b>37</b>	+ 32.1%
Inventory of Homes for Sale	73	<b>64</b>	- 12.3%	--	--	--
Months Supply of Inventory	7.6	<b>7.6</b>	- 0.2%	--	--	--

### Condo

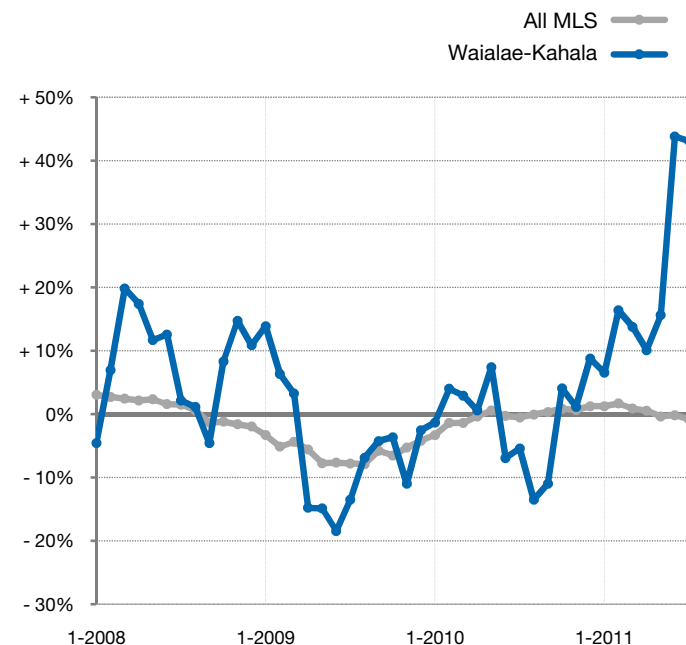
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	5	6	+ 20.0%	39	35	- 10.3%
Closed Sales	10	3	- 70.0%	27	18	- 33.3%
Median Sales Price	\$452,500	<b>\$400,000</b>	- 11.6%	\$440,000	<b>\$415,000</b>	- 5.7%
Average Sales Price	\$457,500	<b>\$296,667</b>	- 35.2%	\$366,795	<b>\$431,556</b>	+ 17.7%
Percent of Original List Price Received	97.7%	<b>92.4%</b>	- 5.4%	92.7%	<b>94.5%</b>	+ 2.0%
Median Days on Market Until Sale	73	<b>39</b>	- 46.6%	33	<b>22</b>	- 34.8%
Inventory of Homes for Sale	15	<b>13</b>	- 13.3%	--	--	--
Months Supply of Inventory	3.8	<b>4.5</b>	+ 18.9%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Waikiki

1-2-6

**- 17.4%**

Change in  
**New Listings**  
All Properties

**+ 23.1%**

Change in  
**Closed Sales**  
All Properties

**- 21.7%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

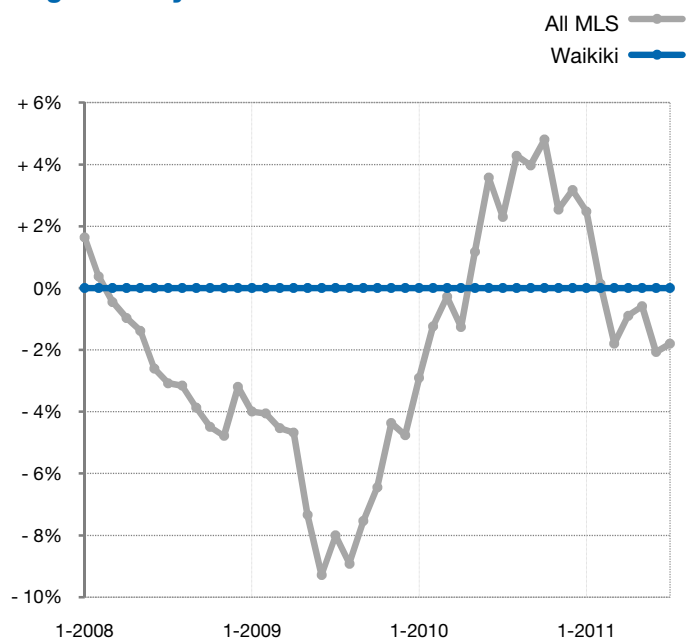
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	0	0	--	3	1	- 66.7%
Closed Sales	0	0	--	0	0	--
Median Sales Price	\$0	\$0	--	\$0	\$0	--
Average Sales Price	\$0	\$0	--	\$0	\$0	--
Percent of Original List Price Received	0.0%	0.0%	--	0.0%	0.0%	--
Median Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	2.0	--	--	--	--

### Condo

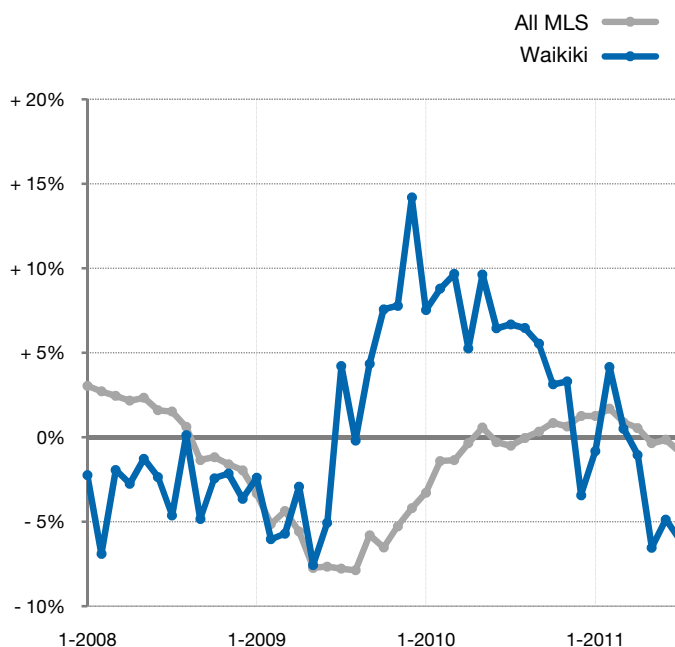
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	138	114	- 17.4%	974	914	- 6.2%
Closed Sales	52	64	+ 23.1%	429	493	+ 14.9%
Median Sales Price	\$265,000	\$260,000	- 1.9%	\$287,600	\$275,000	- 4.4%
Average Sales Price	\$284,537	\$306,515	+ 7.7%	\$326,337	\$330,481	+ 1.3%
Percent of Original List Price Received	91.6%	94.3%	+ 3.0%	92.5%	93.2%	+ 0.8%
Median Days on Market Until Sale	52	41	- 21.2%	48	41	- 14.6%
Inventory of Homes for Sale	637	497	- 22.0%	--	--	--
Months Supply of Inventory	10.4	7.4	- 28.5%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Waipahu

1-9-4

**- 25.6%**

Change in  
**New Listings**  
All Properties

**+ 11.8%**

Change in  
**Closed Sales**  
All Properties

**- 7.5%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

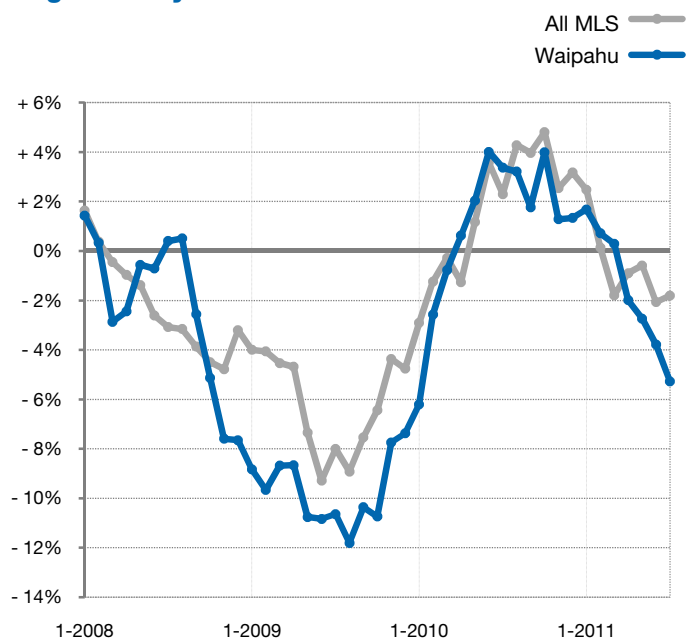
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	37	31	- 16.2%	256	241	- 5.9%
Closed Sales	20	19	- 5.0%	157	137	- 12.7%
Median Sales Price	\$540,000	<b>\$496,000</b>	- 8.1%	\$532,000	<b>\$515,638</b>	- 3.1%
Average Sales Price	\$535,700	<b>\$485,426</b>	- 9.4%	\$526,275	<b>\$510,228</b>	- 3.0%
Percent of Original List Price Received	96.2%	<b>95.6%</b>	- 0.6%	95.2%	<b>96.5%</b>	+ 1.3%
Median Days on Market Until Sale	64	<b>39</b>	- 39.1%	35	<b>39</b>	+ 11.4%
Inventory of Homes for Sale	111	<b>98</b>	- 11.7%	--	--	--
Months Supply of Inventory	4.8	<b>4.2</b>	- 13.3%	--	--	--

### Condo

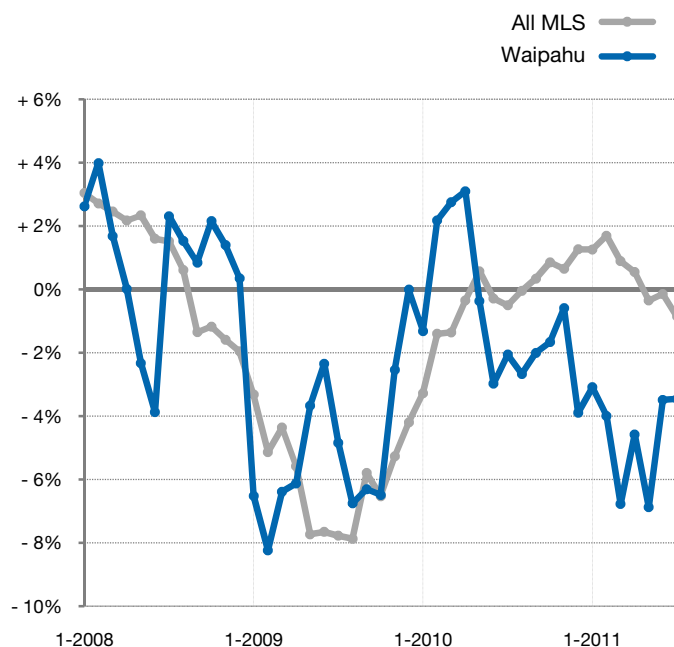
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	45	30	- 33.3%	235	208	- 11.5%
Closed Sales	14	19	+ 35.7%	145	123	- 15.2%
Median Sales Price	\$275,500	<b>\$265,500</b>	- 3.6%	\$270,000	<b>\$257,000</b>	- 4.8%
Average Sales Price	\$283,750	<b>\$267,715</b>	- 5.7%	\$277,107	<b>\$268,710</b>	- 3.0%
Percent of Original List Price Received	96.0%	<b>95.5%</b>	- 0.5%	97.0%	<b>95.6%</b>	- 1.5%
Median Days on Market Until Sale	70	<b>18</b>	- 74.1%	31	<b>45</b>	+ 45.2%
Inventory of Homes for Sale	102	<b>99</b>	- 2.9%	--	--	--
Months Supply of Inventory	4.8	<b>5.1</b>	+ 7.6%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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# Local Market Update – July 2011

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## Windward Coast

1-4-8 to 1-5-5

**- 18.2%**

Change in  
**New Listings**  
All Properties

**- 60.0%**

Change in  
**Closed Sales**  
All Properties

**- 20.7%**

Change in  
**Inventory of Homes**  
All Properties

### Single-Family

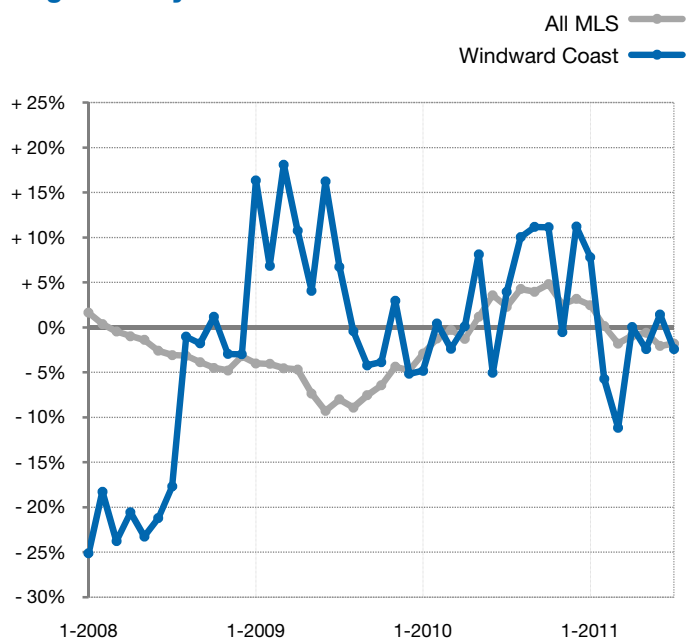
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	16	12	- 25.0%	89	84	- 5.6%
Closed Sales	2	2	0.0%	25	33	+ 32.0%
Median Sales Price	\$616,000	<b>\$601,250</b>	- 2.4%	\$510,000	<b>\$557,500</b>	+ 9.3%
Average Sales Price	\$616,000	<b>\$601,250</b>	- 2.4%	\$529,472	<b>\$543,325</b>	+ 2.6%
Percent of Original List Price Received	93.4%	<b>93.3%</b>	- 0.1%	94.2%	<b>90.9%</b>	- 3.4%
Median Days on Market Until Sale	62	<b>92</b>	+ 49.6%	63	<b>47</b>	- 25.4%
Inventory of Homes for Sale	67	<b>56</b>	- 16.4%	--	--	--
Months Supply of Inventory	19.6	<b>13.7</b>	- 30.1%	--	--	--

### Condo

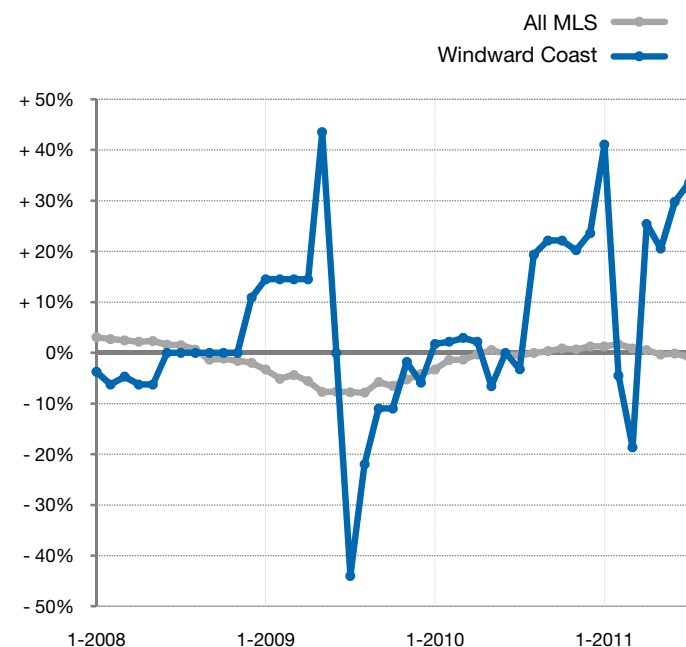
	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	6	6	0.0%	25	21	- 16.0%
Closed Sales	3	0	- 100.0%	7	9	+ 28.6%
Median Sales Price	\$220,000	<b>\$0</b>	- 100.0%	\$220,000	<b>\$205,300</b>	- 6.7%
Average Sales Price	\$197,500	<b>\$0</b>	- 100.0%	\$200,286	<b>\$213,200</b>	+ 6.4%
Percent of Original List Price Received	86.2%	<b>0.0%</b>	- 100.0%	83.8%	<b>87.6%</b>	+ 4.5%
Median Days on Market Until Sale	142	<b>0</b>	- 100.0%	170	<b>83</b>	- 51.2%
Inventory of Homes for Sale	20	<b>13</b>	- 35.0%	--	--	--
Months Supply of Inventory	14.5	<b>6.9</b>	- 52.3%	--	--	--

## Change in Median Sales Price from Prior Year (6-Month Average)\*

### Single-Family Detached



### Townhouse-Condo Attached



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