

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



March 2011

Quick Facts

- 5.7%

Change in
Closed Sales
All Properties

- 2.4%

Change in
Closed Sales
Single-Family Only

- 8.1%

Change in
Closed Sales
Condo Only

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Single-Family Market Overview

Key market metrics for the current month and year-to-date figures for **Single-Family Homes Only**.



Key Metrics	Historical Sparklines	3-2010	3-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		547	476	- 13.0%	1,438	1,277	- 11.2%
Pending Sales		311	322	+ 3.5%	770	805	+ 4.5%
Closed Sales		255	249	- 2.4%	611	634	+ 3.8%
Days on Market Until Sale		34	41	+ 22.4%	38	45	+ 18.4%
Median Sales Price		\$600,000	\$548,500	- 8.6%	\$591,500	\$559,000	- 5.5%
Average Sales Price		\$687,148	\$693,645	+ 0.9%	\$684,832	\$695,964	+ 1.6%
Percent of Original List Price Received		95.6%	95.5%	- 0.1%	95.3%	94.9%	- 0.4%
Housing Affordability Index		61	71	+ 15.1%	61	71	+ 15.1%
Inventory of Homes for Sale		1,593	1,401	- 12.1%	--	--	--
Months Supply of Homes for Sale		6.6	5.4	- 18.0%	--	--	--

Condo Market Overview

Key market metrics for the current month and year-to-date figures for **Townhouse-Condo Properties Only**.



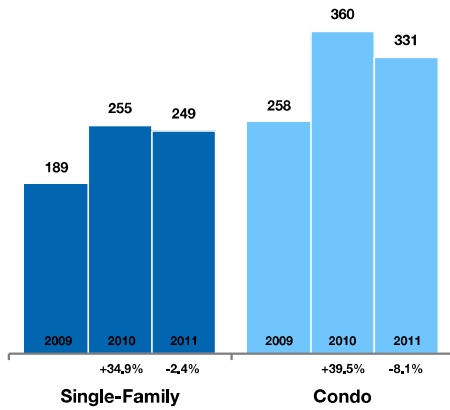
Key Metrics	Historical Sparklines	3-2010	3-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		715	616	- 13.8%	1,874	1,780	- 5.0%
Pending Sales		424	442	+ 4.2%	1,057	1,147	+ 8.5%
Closed Sales		360	331	- 8.1%	846	903	+ 6.7%
Days on Market Until Sale		36	46	+ 29.6%	38	52	+ 36.8%
Median Sales Price		\$310,000	\$315,000	+ 1.6%	\$302,500	\$310,000	+ 2.5%
Average Sales Price		\$342,395	\$370,301	+ 8.2%	\$346,438	\$361,125	+ 4.2%
Percent of Original List Price Received		94.6%	94.5%	- 0.1%	94.2%	94.4%	+ 0.1%
Housing Affordability Index		113	118	+ 4.1%	113	118	+ 4.1%
Inventory of Homes for Sale		2,056	1,948	- 5.3%	--	--	--
Months Supply of Homes for Sale		6.3	5.8	- 8.0%	--	--	--

Closed Sales

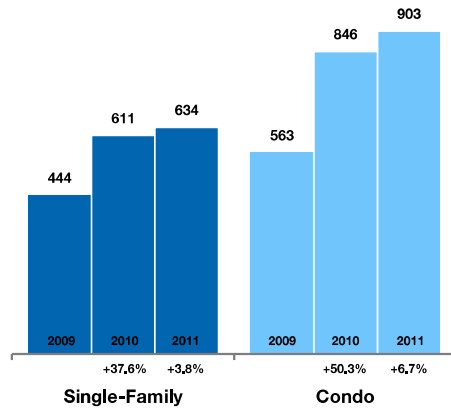
A count of the properties that have closed in a given month.



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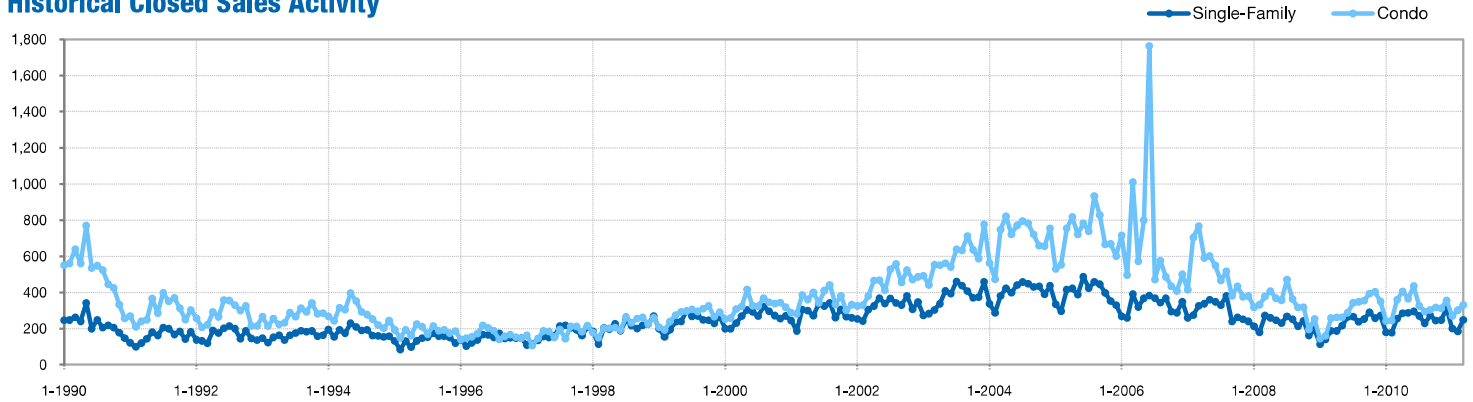


Year to Date



	Single-Family	YoY Chg.	Condo	YoY Chg.
4-2010	285	+ 52.4%	406	+ 54.4%
5-2010	287	+ 32.9%	365	+ 39.3%
6-2010	295	+ 11.7%	436	+ 51.4%
7-2010	270	+ 1.5%	327	- 4.7%
8-2010	230	- 3.4%	294	- 15.5%
9-2010	273	+ 7.9%	304	- 14.1%
10-2010	245	- 15.5%	317	- 19.5%
11-2010	247	- 4.3%	312	- 22.8%
12-2010	312	+ 14.7%	355	+ 1.4%
1-2011	201	+ 12.3%	270	+ 11.6%
2-2011	184	+ 4.0%	302	+ 23.8%
3-2011	249	- 2.4%	331	- 8.1%
Total	3,078	+ 7.8%	4,019	+ 4.3%

Historical Closed Sales Activity

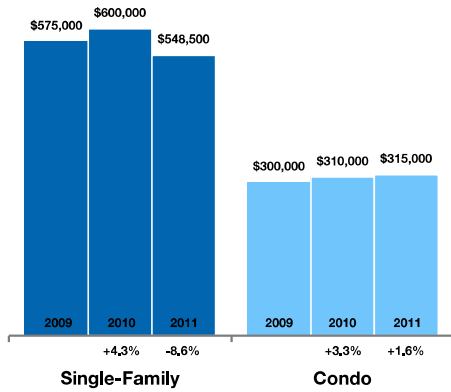


Median Sales Price

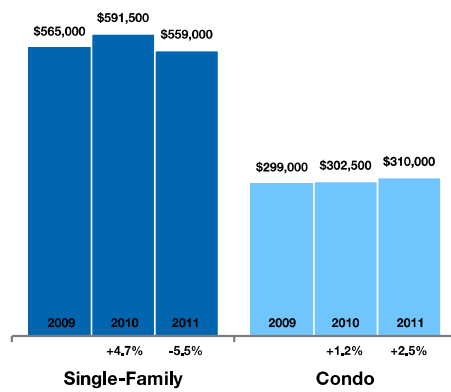
The median sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions.



March

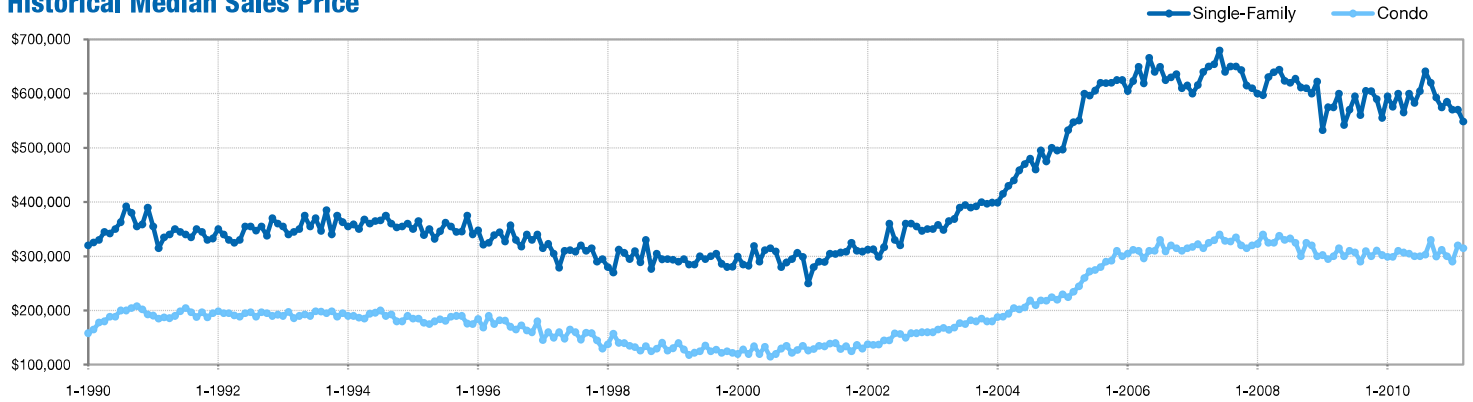


Year to Date



	Single-Family	YoY Chg.	Condo	YoY Chg.
4-2010	\$565,000	- 5.8%	\$307,000	- 2.5%
5-2010	\$600,000	+ 10.7%	\$305,000	+ 1.7%
6-2010	\$582,500	+ 2.2%	\$300,000	- 3.2%
7-2010	\$604,500	+ 1.6%	\$300,000	- 2.4%
8-2010	\$640,639	+ 14.4%	\$303,000	+ 4.5%
9-2010	\$620,000	+ 2.5%	\$330,000	+ 6.6%
10-2010	\$592,500	- 2.0%	\$299,500	- 0.2%
11-2010	\$574,500	- 2.6%	\$312,000	+ 0.5%
12-2010	\$585,000	+ 5.4%	\$300,000	- 0.8%
1-2011	\$570,000	- 4.2%	\$290,500	- 2.8%
2-2011	\$570,000	- 1.0%	\$320,000	+ 7.0%
3-2011	\$548,500	- 8.6%	\$315,000	+ 1.6%
Average	\$585,000	+ 0.9%	\$308,000	+ 1.0%

Historical Median Sales Price

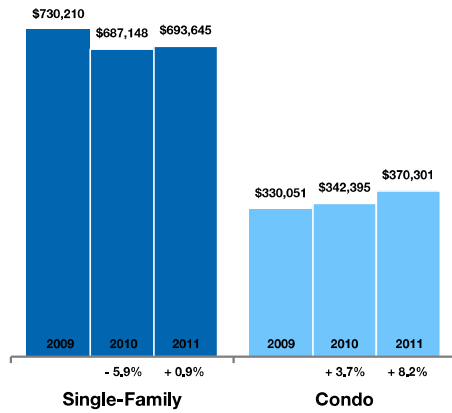


Average Sales Price

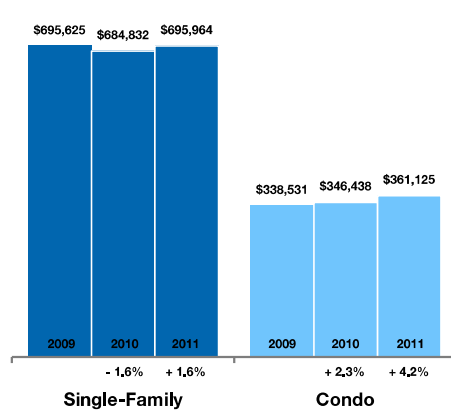
The average sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions.



March

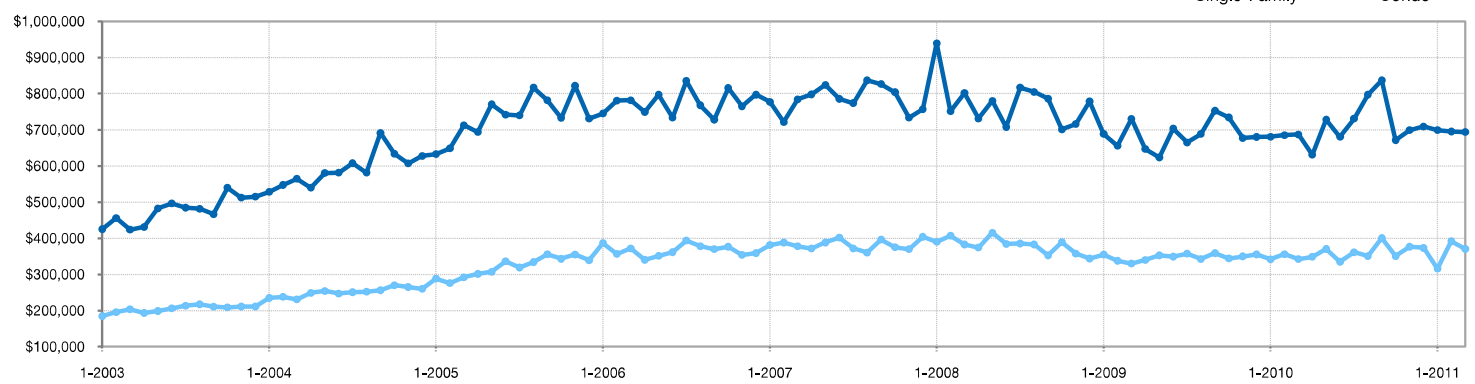


Year to Date



	Single-Family	YoY Chg.	Condo	YoY Chg.
4-2010	\$630,761	-2.4%	\$348,502	+2.5%
5-2010	\$727,973	+16.8%	\$370,506	+5.0%
6-2010	\$680,717	-3.2%	\$335,192	-4.2%
7-2010	\$730,763	+9.9%	\$361,342	+1.0%
8-2010	\$797,022	+15.8%	\$351,145	+2.4%
9-2010	\$837,082	+11.2%	\$400,445	+11.6%
10-2010	\$671,512	-8.6%	\$350,858	+1.8%
11-2010	\$699,299	+3.3%	\$376,686	+7.6%
12-2010	\$708,973	+4.2%	\$373,694	+5.0%
1-2011	\$699,379	+2.7%	\$315,644	-7.8%
2-2011	\$695,463	+1.5%	\$391,642	+9.9%
3-2011	\$693,645	+0.9%	\$370,301	+8.2%
Average	\$714,174	+3.9%	\$361,785	+3.5%

Historical Average Sales Price

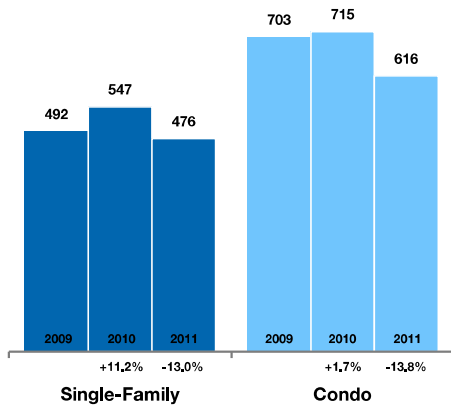


New Listings

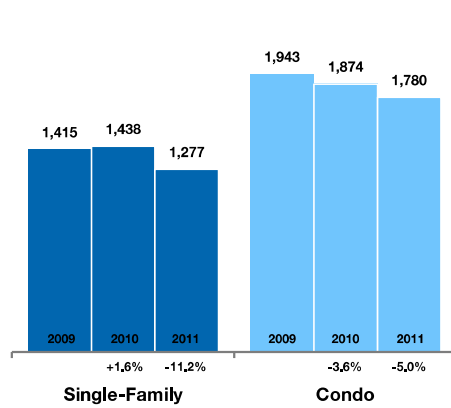
A count of the properties that have been newly listed on the market in a given month.



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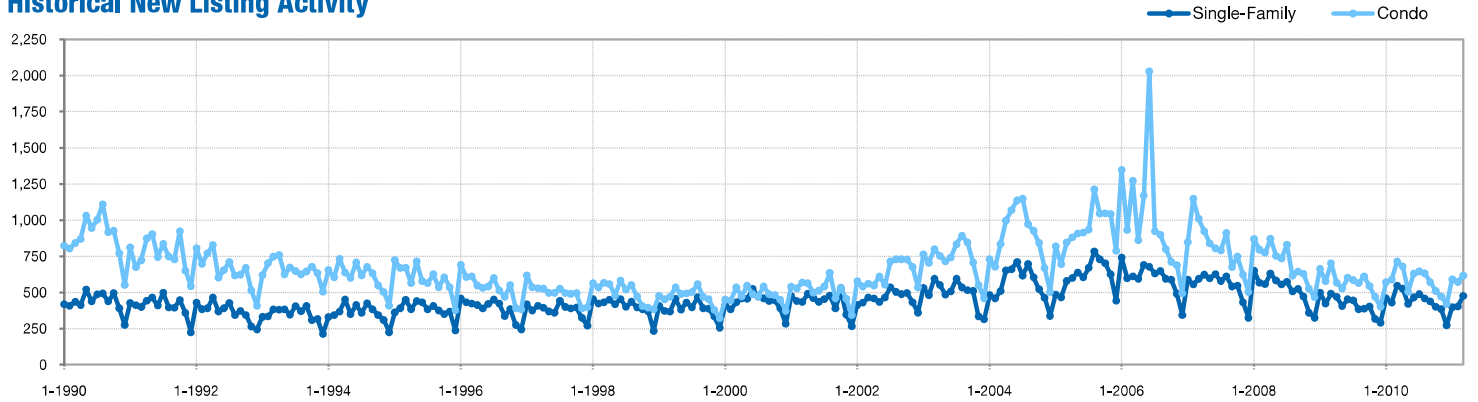


Year to Date



	Single-Family	YoY Chg.	Condo	YoY Chg.
4-2010	526	+ 12.2%	680	+ 19.7%
5-2010	420	+ 3.4%	506	- 4.2%
6-2010	466	+ 3.1%	630	+ 4.5%
7-2010	488	+ 9.4%	646	+ 10.2%
8-2010	458	+ 19.0%	632	+ 11.9%
9-2010	439	+ 13.1%	571	- 6.7%
10-2010	401	- 0.7%	510	- 6.4%
11-2010	385	+ 21.5%	472	+ 0.6%
12-2010	273	- 6.2%	420	+ 4.5%
1-2011	398	- 13.5%	591	+ 3.7%
2-2011	403	- 6.5%	573	- 2.7%
3-2011	476	- 13.0%	616	- 13.8%
Average	5,133	+ 2.7%	6,847	+ 1.4%

Historical New Listing Activity

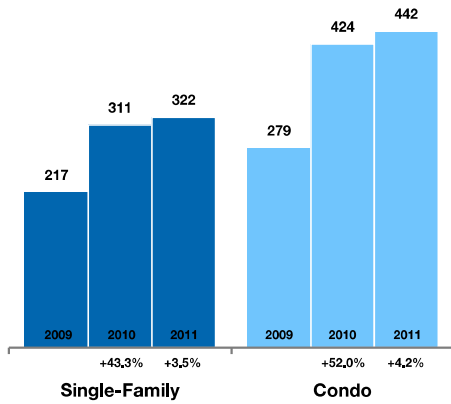


Pending Sales

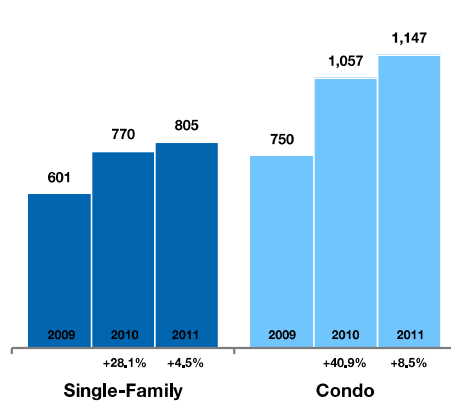
A count of the properties that have offers accepted on them in a given month.



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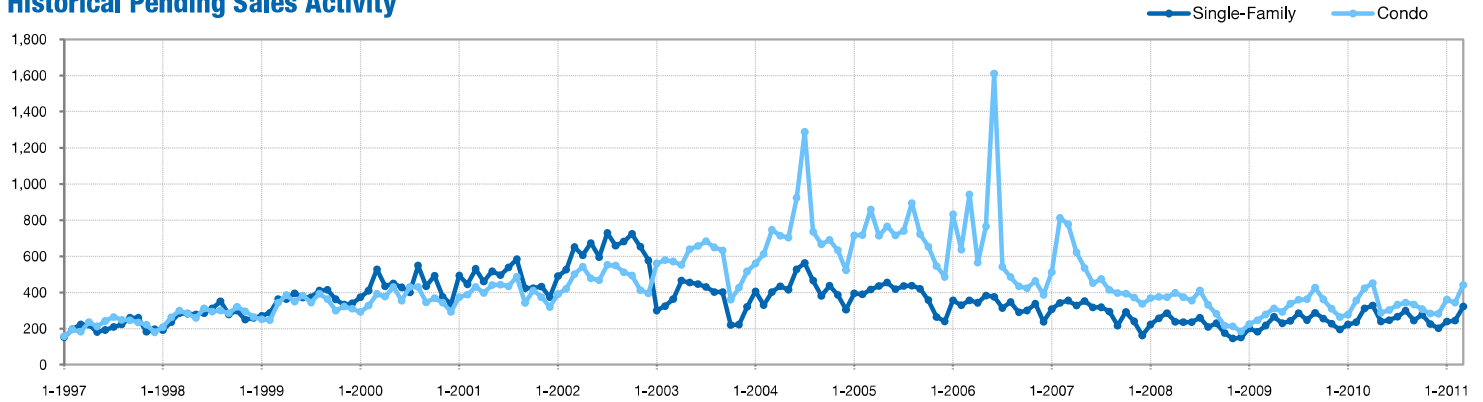


Year to Date



	Single-Family	YoY Chg.	Condo	YoY Chg.
4-2010	328	+ 23.3%	452	+ 44.9%
5-2010	239	+ 4.4%	288	- 1.7%
6-2010	246	+ 1.2%	303	- 10.1%
7-2010	266	- 7.0%	332	- 7.5%
8-2010	299	+ 20.6%	345	- 5.0%
9-2010	245	- 14.6%	334	- 21.6%
10-2010	278	+ 8.6%	307	- 15.2%
11-2010	226	- 0.4%	284	- 8.4%
12-2010	202	+ 3.6%	283	+ 7.2%
1-2011	239	+ 7.2%	361	+ 29.9%
2-2011	244	+ 3.4%	344	- 3.1%
3-2011	322	+ 3.5%	442	+ 4.2%
Average	3,134	+ 4.2%	4,075	- 0.2%

Historical Pending Sales Activity

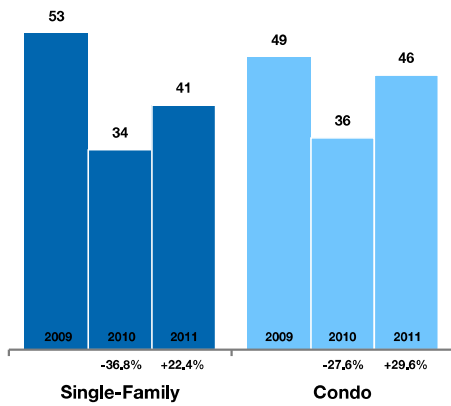


Days on Market Until Sale

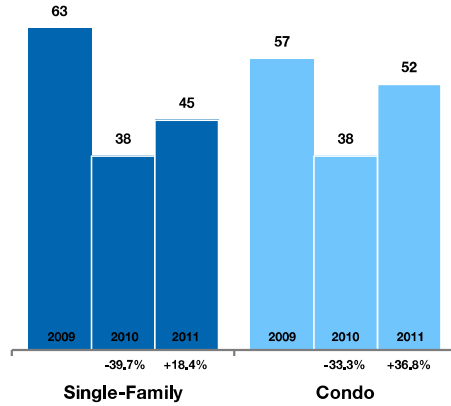
The average number of days between when a property is first listed and when an offer is accepted. Sold properties only.



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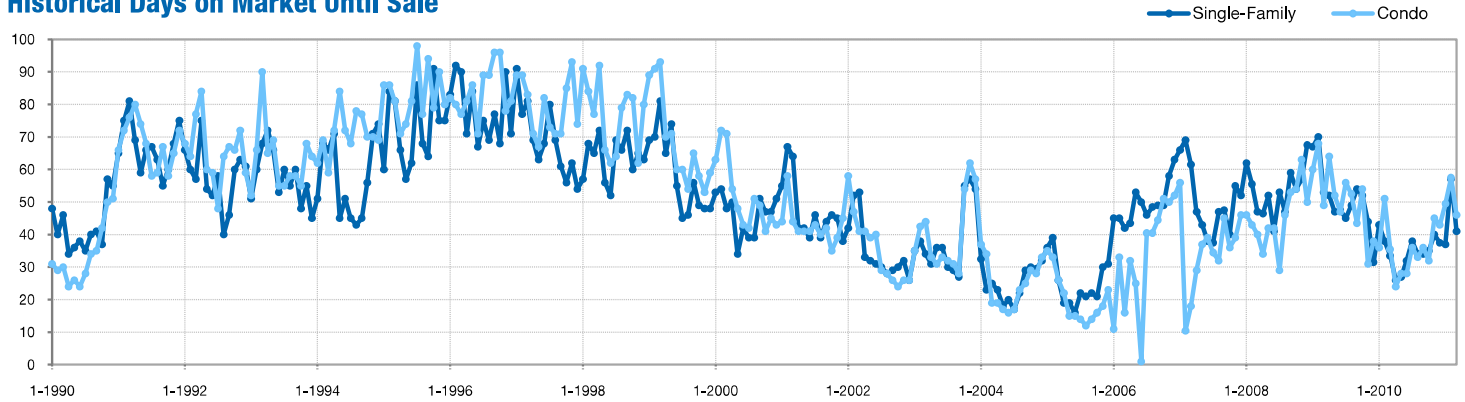


Year to Date



	Single-Family	YoY Chg.	Condo	YoY Chg.
4-2010	26	-50.0%	24	-62.5%
5-2010	27	-42.6%	28	-46.2%
6-2010	32	-32.6%	28	-40.4%
7-2010	38	-15.6%	36	-35.7%
8-2010	34	-30.6%	33	-37.1%
9-2010	34	-37.0%	36	-17.2%
10-2010	35	-32.7%	32	-40.7%
11-2010	40	-9.1%	45	+45.2%
12-2010	38	+19.0%	43	+13.2%
1-2011	37	-14.0%	50	+37.5%
2-2011	57	+50.0%	58	+12.7%
3-2011	41	+22.4%	46	+29.6%
Average	35	-23.9%	37	-19.6%

Historical Days on Market Until Sale

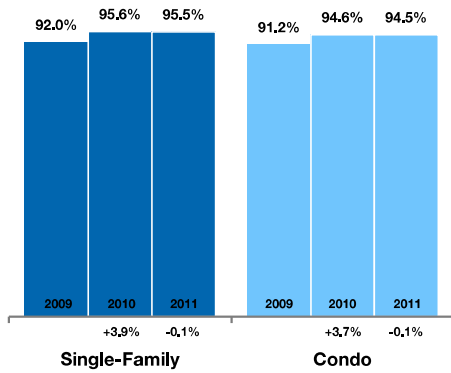


Percent of Original List Price Received

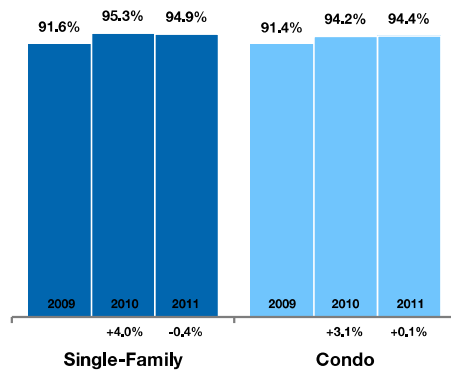
The average percentage found when dividing a property's sales price by the original list price. Sold properties only. Does not account for seller concessions.



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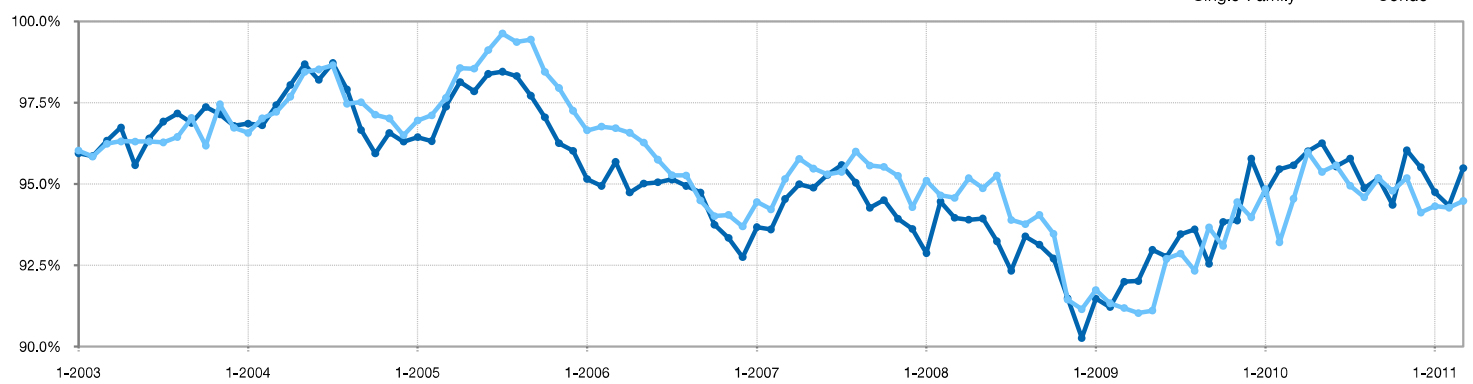


Year to Date



	Single-Family	YoY Chg.	Condo	YoY Chg.
4-2010	96.0%	+ 4.3%	96.0%	+ 5.4%
5-2010	96.3%	+ 3.5%	95.4%	+ 4.7%
6-2010	95.5%	+ 3.0%	95.6%	+ 3.1%
7-2010	95.8%	+ 2.5%	95.0%	+ 2.2%
8-2010	94.9%	+ 1.4%	94.6%	+ 2.4%
9-2010	95.2%	+ 2.8%	95.2%	+ 1.6%
10-2010	94.4%	+ 0.6%	94.8%	+ 1.8%
11-2010	96.0%	+ 2.3%	95.2%	+ 0.8%
12-2010	95.5%	- 0.3%	94.1%	+ 0.2%
1-2011	94.8%	+ 0.0%	94.3%	- 0.5%
2-2011	94.3%	- 1.2%	94.3%	+ 1.1%
3-2011	95.5%	- 0.1%	94.5%	- 0.1%
Average	95.4%	+ 1.6%	95.0%	+ 1.9%

Historical Percent of Original List Price Received

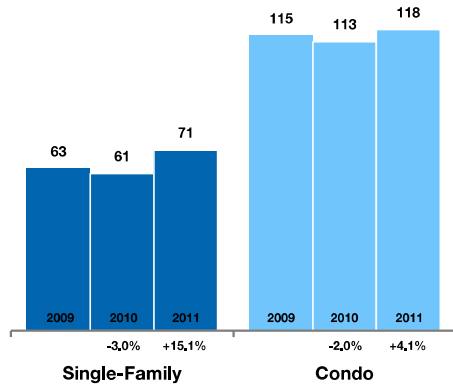


Housing Affordability Index

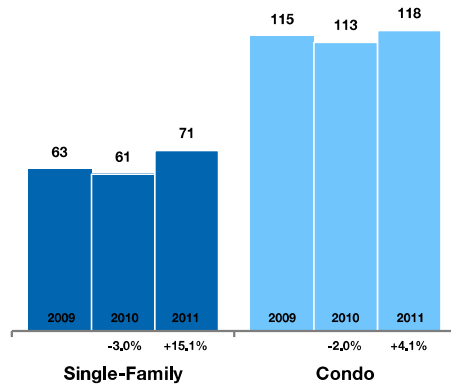
This index measures housing affordability for the region. An index of 120 would mean the median household income was 120% of what's necessary to qualify for the median priced home under prevailing interest rates. The higher the number, the more affordable our housing is.



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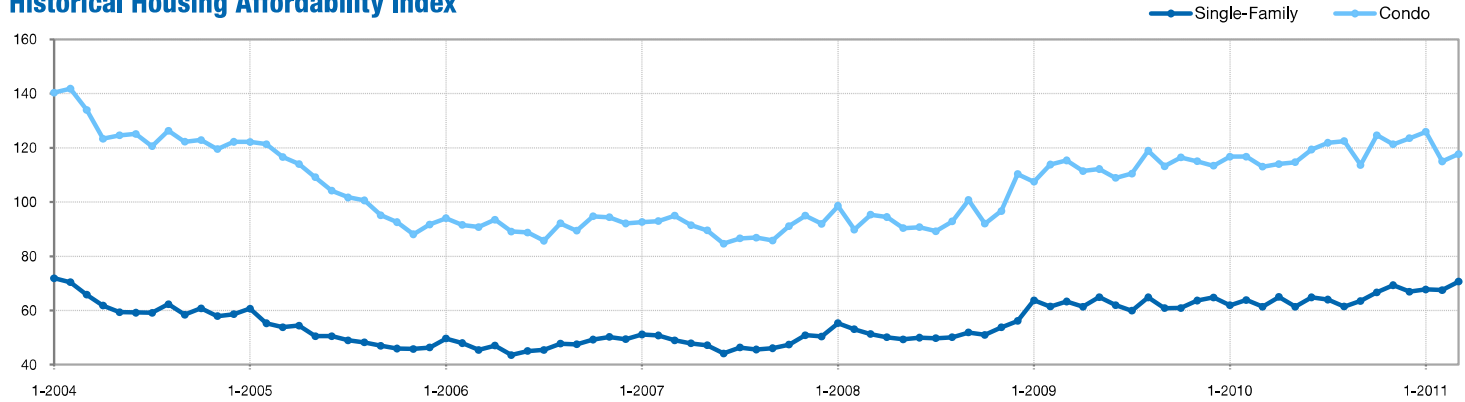


Year to Date



	Single-Family	YoY Chg.	Condo	YoY Chg.
4-2010	65	+ 5.8%	114	+ 2.3%
5-2010	61	- 5.5%	115	+ 2.3%
6-2010	65	+ 4.6%	119	+ 9.6%
7-2010	64	+ 6.8%	122	+ 10.3%
8-2010	61	- 5.3%	122	+ 3.0%
9-2010	64	+ 4.2%	114	+ 0.4%
10-2010	67	+ 9.4%	125	+ 7.1%
11-2010	69	+ 8.9%	121	+ 5.4%
12-2010	67	+ 3.3%	124	+ 8.9%
1-2011	68	+ 9.6%	126	+ 7.8%
2-2011	68	+ 5.7%	115	- 1.5%
3-2011	71	+ 15.1%	118	+ 4.1%
Average	66		120	

Historical Housing Affordability Index

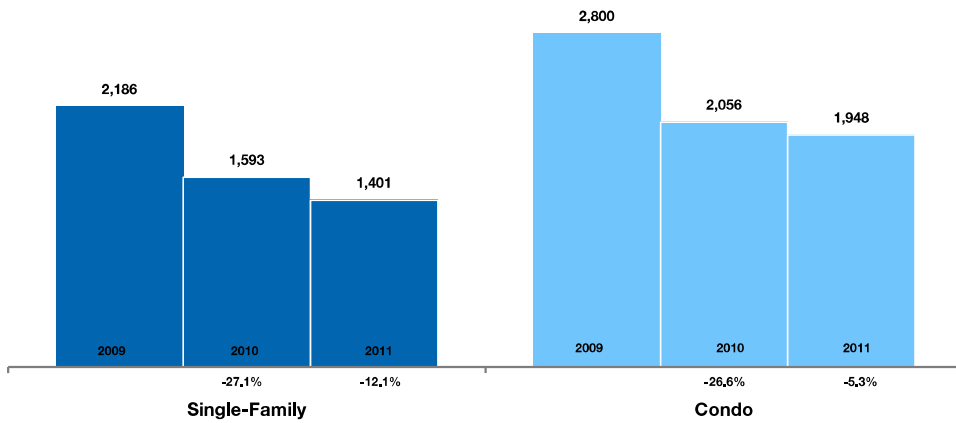


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the month.

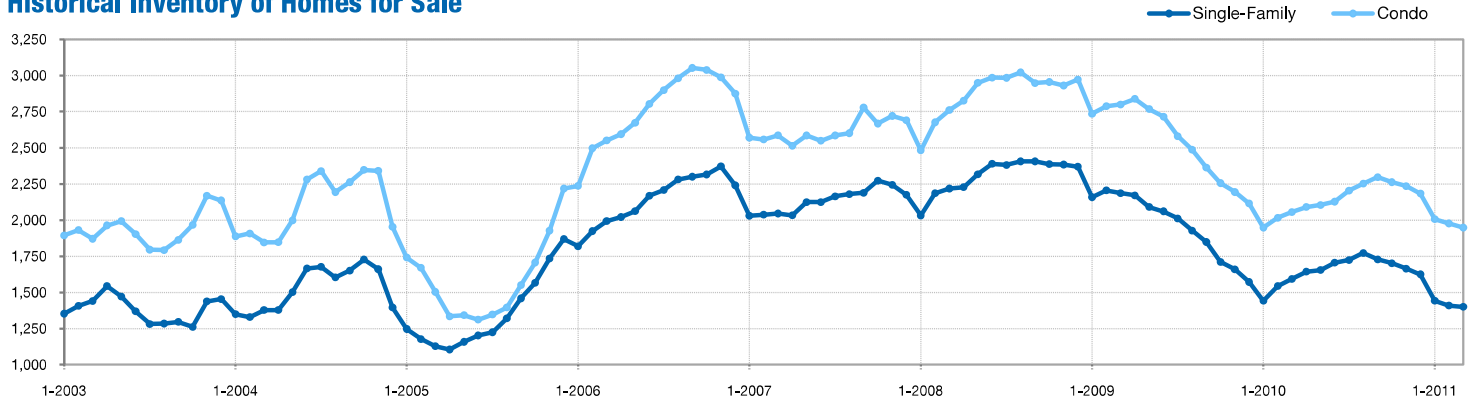


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	Single-Family	YoY Chg.	Condo	YoY Chg.
4-2010	1,644	-24.3%	2,091	-26.3%
5-2010	1,656	-20.8%	2,104	-24.0%
6-2010	1,705	-17.3%	2,128	-21.6%
7-2010	1,725	-14.3%	2,205	-14.6%
8-2010	1,773	-8.0%	2,252	-9.4%
9-2010	1,728	-6.5%	2,297	-2.8%
10-2010	1,703	-0.5%	2,263	+0.3%
11-2010	1,665	+0.3%	2,236	+1.9%
12-2010	1,625	+3.4%	2,184	+3.3%
1-2011	1,442	0.0%	2,006	+2.9%
2-2011	1,410	-8.7%	1,977	-2.0%
3-2011	1,401	-12.1%	1,948	-5.3%
Average	1,623	-10.0%	2,141	-9.4%

Historical Inventory of Homes for Sale

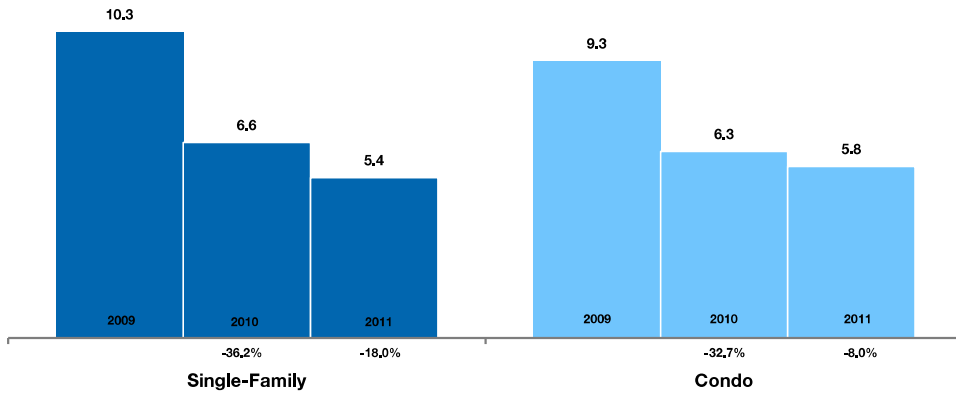


Months Supply of Inventory

Compares the number of active listings available to the average monthly pending sales for the last 12 months.



March



	Single-Family	YoY Chg.	Condo	YoY Chg.
4-2010	6.6	-37.5%	6.1	-36.5%
5-2010	6.5	-35.2%	6.0	-38.2%
6-2010	6.6	-32.7%	6.1	-37.8%
7-2010	6.7	-30.2%	6.3	-32.0%
8-2010	6.9	-23.8%	6.5	-28.6%
9-2010	6.7	-22.7%	6.7	-22.3%
10-2010	6.7	-14.7%	6.7	-14.4%
11-2010	6.5	-12.0%	6.7	-8.1%
12-2010	6.3	-6.6%	6.6	-3.7%
1-2011	5.6	-8.4%	6.0	-2.5%
2-2011	5.4	-16.2%	5.8	-7.7%
3-2011	5.4	-18.0%	5.8	-8.0%
Average	6.3	-23.2%	6.3	-22.2%

Historical Months Supply of Inventory

