

At first look at this report from the top, left hand side we see the following:

The Average Sold Price is virtually flat and Unit Sales are up ever so slightly.

The Odds of Selling are good and I am amazed that they still are when the Average Sold Price is in the \$900,000's. This might mean that there are yet still plenty of buyers who can afford a home in this price area.

D.O.M. or Days On Market continue to dip lower and lower in the past consecutive years as limited inventory helps encourage prospective buyers to move and along and do the deal as soon as possible before they lose the home to some other buyer.

The amount of New Listings are flat but of course the Average For Sale of New Listings keeps rising in large percentage increases which is what is also happening all over the Island in Condos as well.

Finally, inventory is the challenge in finding a home on Oahu, especially one that you can afford.

A word or two for prospective buyers, better have all your ducks in a row when it comes to having your Down Payment and Loan ready to roll if you want to stand a chance of getting a home you want.

Condos

Building	Avg. Sold Price	Units Sold	Odds of Selling	Avg. D.O.M.	New Listings	Avg. Price New Listings	Avg. Inventory	% +/- From Avg. Inventory	Avg. For Sale Price	Real D.O.M.	Units & Months
Oahu Condo	\$676,805	6109	19 to 25	45	2218	\$483,288	2,227	147%	\$123,470	85	885
December 31st, 2017											
North Shore 155-169	\$465,230	59	7 to 25	49	57	\$726,605	4,831	13%	\$753,229	78	20
Mililani Town	\$484,330	143	25 to 25	15	71	\$394,628	1,311	46%	\$384,022	37	22
Mililani Mauka	\$421,467	97	25 to 25	14	38	\$433,207	0,72	56%	\$440,284	19	7
Keolu	\$475,314	73	12 to 25	28	120	\$446,265	1,35	37%	\$506,206	87	30
Makahaione	\$387,763	163	25 to 25	19	62	\$427,685	0,73	48%	\$446,108	24	11
Kapolei	\$339,646	76	25 to 25	21	26	\$426,245	0,93	28%	\$429,123	80	8
East 151 151	\$482,856	571	8 to 25	33	283	\$277,664	1,36	37%	\$483,074	62	102
Kailua	\$595,721	149	10 to 25	35	148	\$609,135	3,20	13%	\$653,734	50	51
Hawaii Kai	\$763,432	193	67 to 100	30	187	\$703,048	2,33	24%	\$717,767	60	59

Kailua Condos Executive Summary ALL Selected Buildings Year End 2017

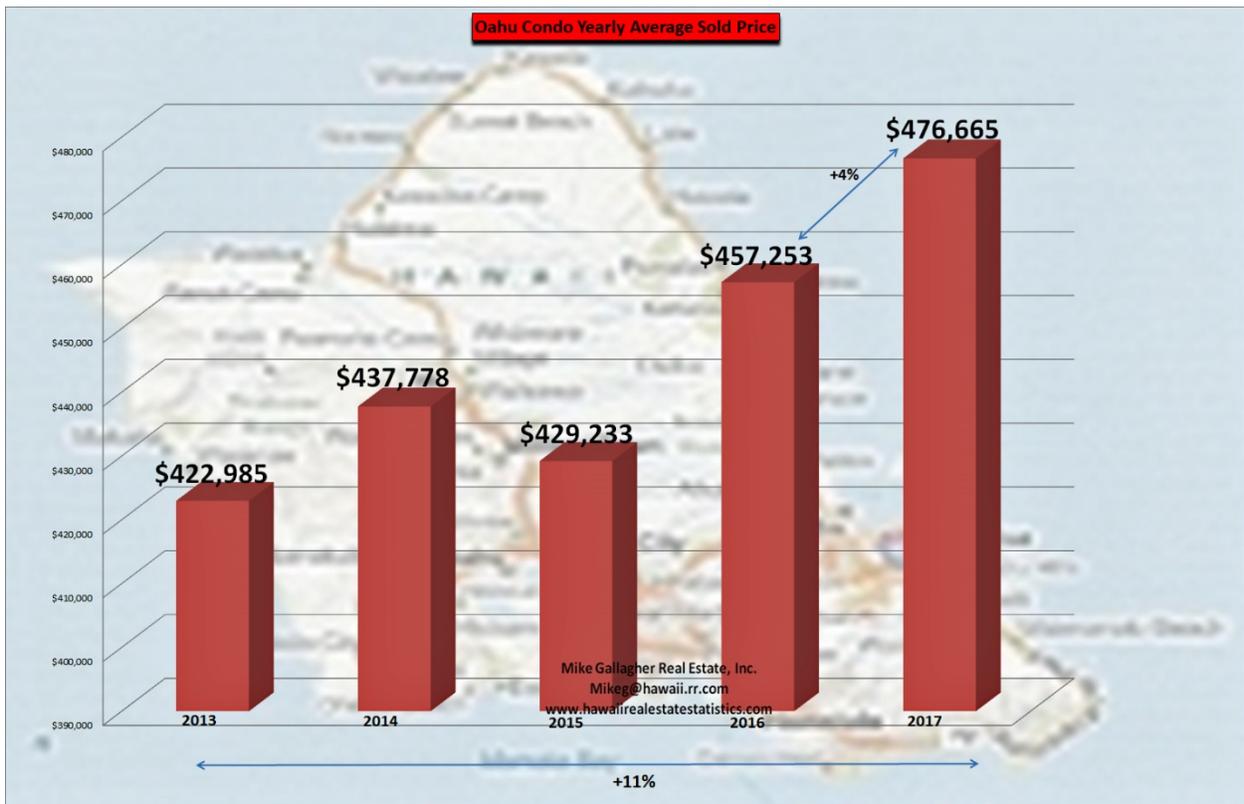
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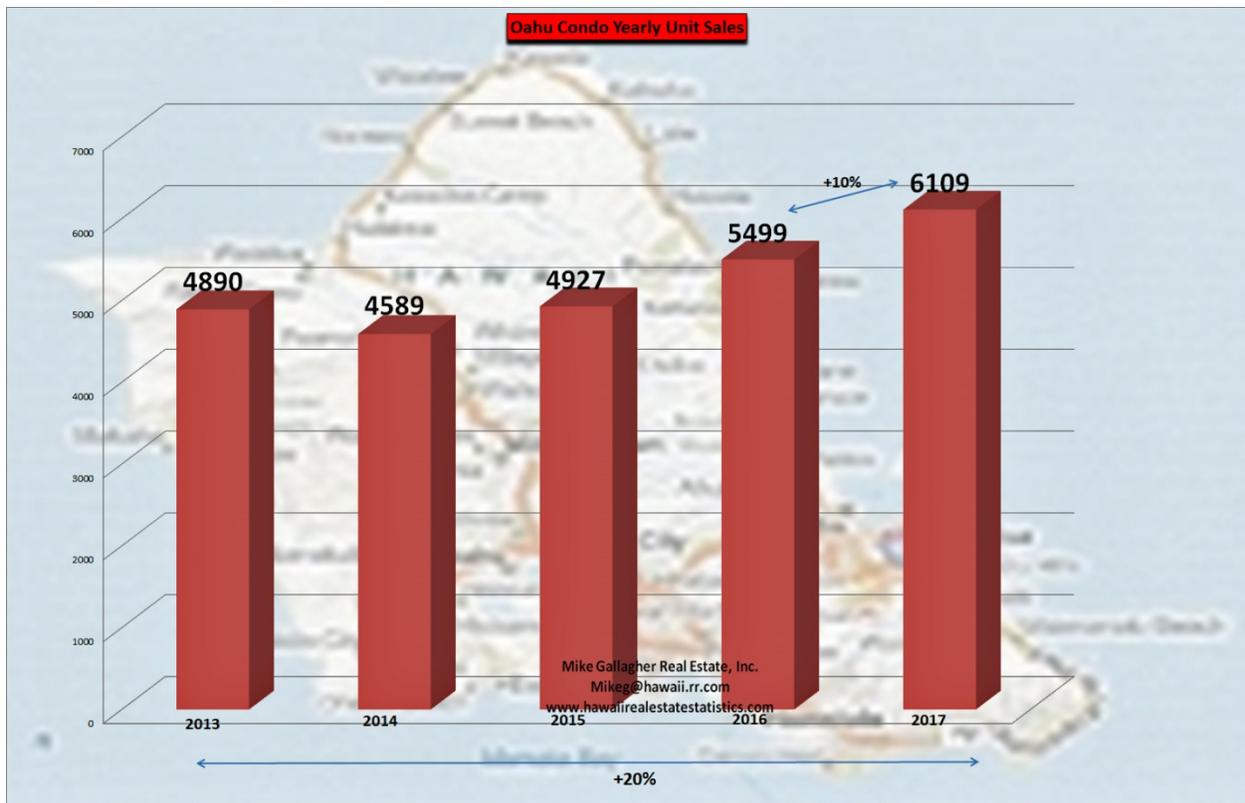
Once again, in two words to describe the Condo Market for Kailua in year 2017:

Flat
Faster

The Average Sold Price is flat but there is a huge increase in Unit Sales further emphasizing the fact now that homes on Oahu are about Condos, Condos and more Condos.

The Odds of Selling are on the rise and are good odds in that Sellers will sell their home and most likely for more money than they thought they could.





New Listings, Inventory and Months of Supply are all more or less flat-line which tells me that the Average Sold and For Sale Prices of Oahu's Condos have a long way to go up and then go up some more driven by a very strong demand.

For now the Average For Sale Price and the Average For Sale Price of New Listings is taking a breather and I have to tell you that if you are in the market for a Condo I would act upon a purchase sooner than later before prices start to climb. Right now they are flat and do not think that will be for long.

The fact that the current year end Months of Supply is at 2.82 months tells us there is very little inventory to be had and high demand.

Do you know what I find amazing? It is the higher end of the Condo Luxury market with Condos selling for \$800,000 plus.

January/2017	February/2017	March/2017	April/2017	May/2017	June/2017	July/2017	August/2017	September/2017	October/2017	November/2017	December/2017		
33	40	41	43	52	52	66	64	64	65	64	58	642	\$0-\$99,999
64	72	67	70	68	72	82	82	78	71	62	48	836	\$100,000-\$149,000
70	75	74	79	82	79	67	68	69	72	73	72	880	\$150,000-\$199,999
78	77	77	84	81	98	121	107	100	97	97	81	1098	\$200,000-\$249,999
85	105	97	82	95	100	89	103	98	105	92	82	1133	\$250,000-\$299,999
86	78	90	89	97	92	96	92	97	102	100	83	1102	\$300,000-\$349,999
90	82	97	94	99	92	94	109	104	116	116	108	1201	\$350,000-\$399,999
148	147	141	136	144	158	180	162	172	166	159	152	1865	\$400,000-\$499,999
97	113	114	125	138	153	131	138	125	144	141	110	1529	\$500,000-\$599,999
85	84	80	91	85	110	99	96	93	92	96	97	1108	\$600,000-\$699,999
45	47	58	66	52	53	49	63	61	60	65	73	692	\$700,000-\$799,999
387	393	389	429	444	445	428	408	392	396	399	402	4912	\$800,000+
1268	1313	1325	1388	1437	1504	1502	1492	1453	1486	1464	1366		

This is a photo of an Excel spread I use to track For Sale Condos. In December there were 402 Condos For Sale priced over \$800,000. That is a whole lot of Condos.

402	4912	\$800,000+
1366		

Four hundred and two Condos For Sale out of a total of 1,366 Condos equals 30% of the entire Condo market.

Let us not forget that Park Lane sold 30 two bedroom Condos last month alone for an Average Sold Price of over \$4,000,000 each. That is over \$120,000,000 sold for just December 2017, alone.

Happy New Year to All!

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