

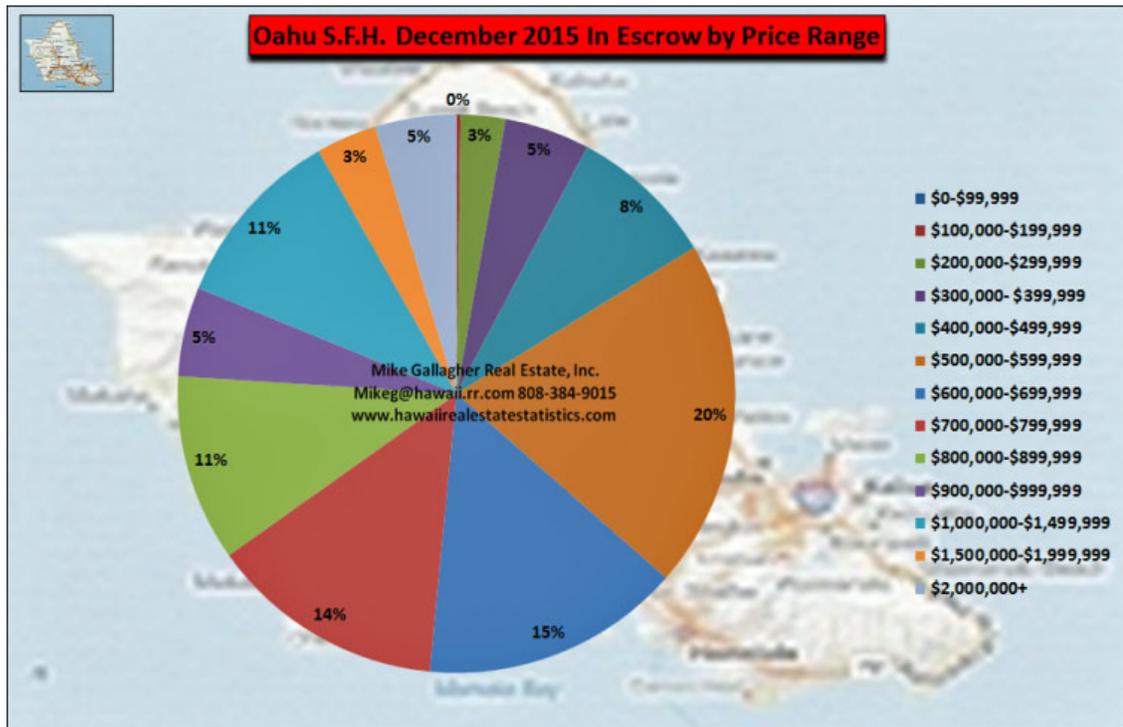
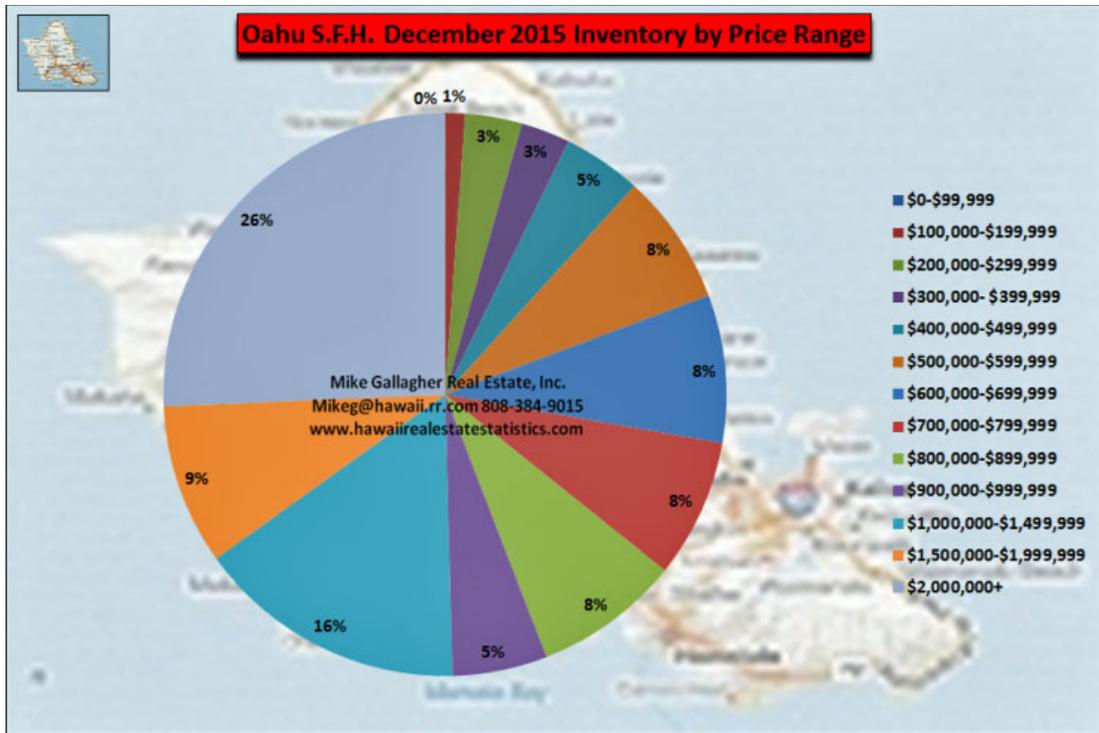
## Oahu S.F.H. & Condo End of Year 2015

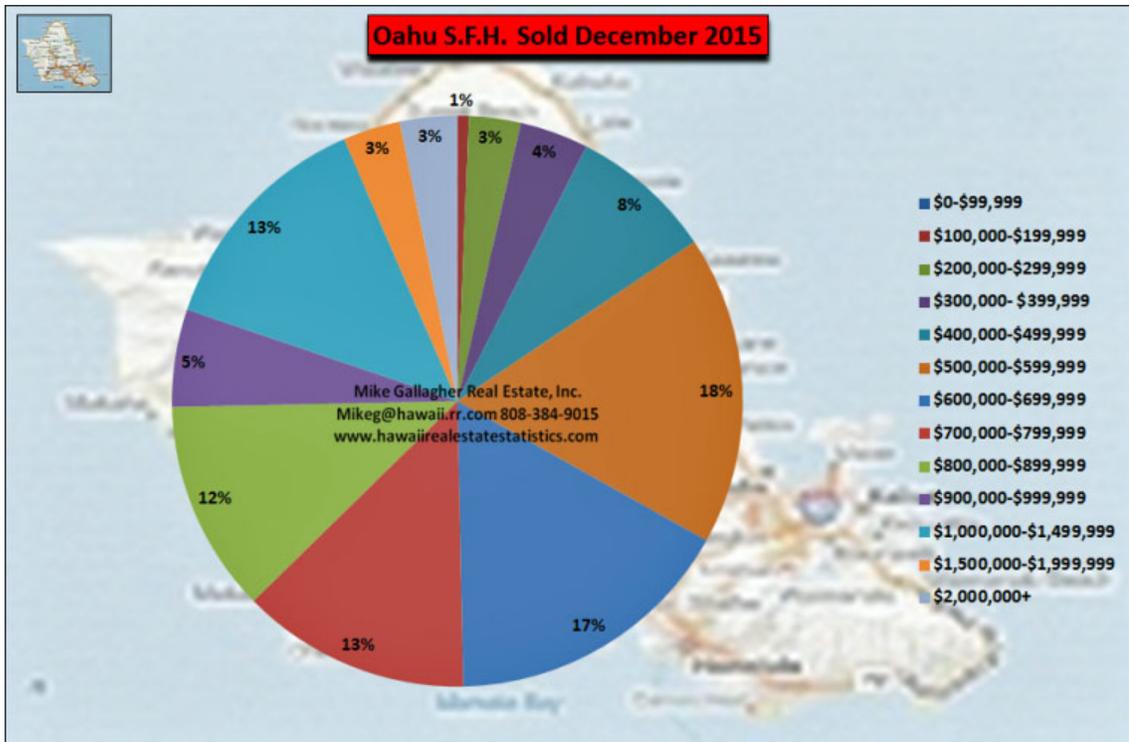
- Oahu's Single Family Home **Sold Prices** are up **+6** over last year. **Unit Sales** are about even. The **Odds of Selling** a home on Oahu is **13 in 50** which is down **-1%** from last year. **New listings** are up **+4%** over last year. The **Average For Sale Price of New Listings** is almost **flat line** from last year. **Inventory** and the **Average For Sale Price** are **flat line** compared to last year.

I believe that in the short term the Average For Sale and Sold Prices will moderate and loose traction from this year's slight rise. Beginning in the Spring of 2016 we will see prices rise dramatically again if there is not more inventory on the market by then, which I do not think is going to happen. I believe inventory will remain short and severely critically short in the affordable price ranges.

Executive Summary December 2015			
Oahu Single Family Homes			Plus Or Minus
Current Month vs. Twelve Months Ago	Dec. 2015	12 Months Ago	Same Month Last Year
Average Sold Price:	<b>\$1,014,228</b>	<b>\$908,424</b>	<b>Plus 10%</b>
Units Sold	<b>308</b>	<b>297</b>	<b>Plus 4%</b>
Average Days On Market	<b>106</b>	<b>123</b>	<b>Minus 14%</b>
New Listings	<b>221</b>	<b>180</b>	<b>Plus 19%</b>
Average Price New Listings	<b>\$1,128,584</b>	<b>\$1,104,866</b>	<b>Plus 2%</b>
Months of Supply	<b>3.10</b>	<b>3.27</b>	<b>Minus 5%</b>
Inventory	<b>954</b>	<b>970</b>	<b>Minus 2%</b>
Average For Sale Price	<b>\$1,112,762</b>	<b>\$1,047,649</b>	<b>Plus 6%</b>
The Real Days On Market	<b>107</b>	<b>116</b>	<b>Minus 8%</b>
Expired and Withdrawn Listings	<b>125</b>	<b>113</b>	<b>1000%</b>

Year to Date														
Oahu S.F.H.	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002
Dec 2015	308	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 2015	308	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 2014	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 2013	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 2012	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 2011	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 2010	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 2009	297	297	297	297	297	297	297	297	297	297	297	297	297	297
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YTD 2007	297	297	297	297	297	297	297	297	297	297	297	297	297	297
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YTD 2004	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 2003	297	297	297	297	297	297	297	297	297	297	297	297	297	297
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YTD 1999	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 1998	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 1997	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 1996	297	297	297	297	297	297	297	297	297	297	297	297	297	297
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YTD 1994	297	297	297	297	297	297	297	297	297	297	297	297	297	297
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YTD 1951	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 1950	297	297	297	297	297	297	297	297	297	297	297	297	297	297
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YTD 1948	297	297	297	297	297	297	297	297	297	297	297	297	297	297
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YTD 1944	297	297	297	297	297	297	297	297	297	297	297	297	297	297
YTD 1943	297	297	297	297										





Oahu SFH Sold by Price Range Video 2011 to 2015.wmv

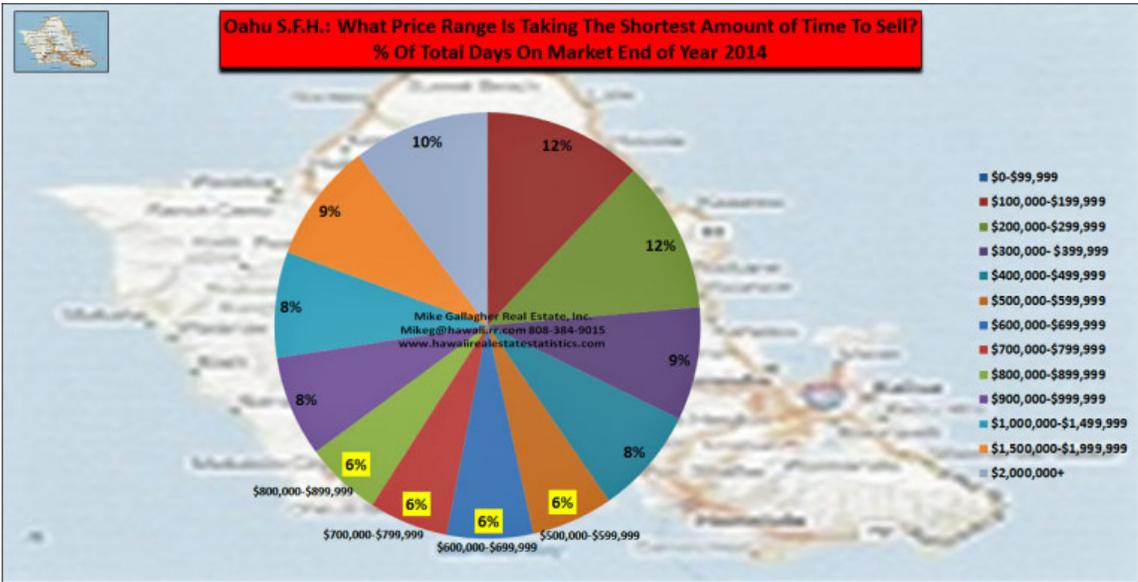
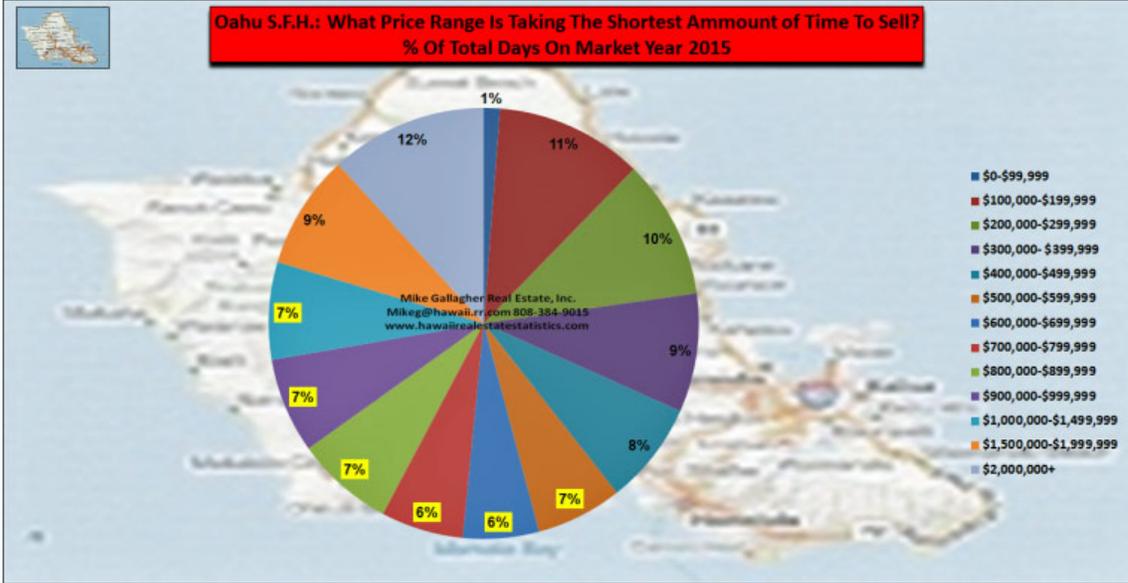
Let us take a closer look at the Executive Summary End of Year 2015:

Year to Date		+ Or -		+ Or -		
<b>Oahu S.F.H.</b>	<b>\$967,889</b>	<b>Plus 6%</b>	<b>3394</b>	<b>Minus 1%</b>	<b>13 In 50</b>	<b>Minus 1%</b>
<b>December 2015</b>	<b>Avg. Sold Price:</b>		<b>Units Sold</b>		<b>Odds of Selling</b>	
North Shore 155-169	\$1,070,490	Plus 13%	109	Minus 7%	3 In 25	Minus 1%
Mililani Town	\$680,196	Plus 7%	117	Plus 14%	11 In 25	Minus 32%
Mililani Mauka	\$776,157	Minus 4%	104	Minus 4%	11 In 25	Minus 32%
Kaneohe	\$787,842	Plus 5%	269	Plus 8%	29 In 100	Minus 7%
Makakilo	\$649,647	Less Than 1%	215	Minus 2%	43 In 100	No Change
Kapolei	\$519,714	Minus 9%	22	Minus 65%	27 In 50	Minus 17%
Ewa 191-191	\$604,797	Plus 6%	682	Plus 3%	29 In 50	Plus 6%
Kailua	\$1,173,571	Minus 11%	256	Plus 2%	23 In 100	Minus 6%
Hawaii Kai	\$1,261,809	Plus 4%	196	Plus 10%	6 In 25	No Change

**Best Increase in Sold Price: North Shore and Ewa Area.**

**Best Increase in Unit Sales: Mililani Town, Hawaii Kai and**

**Kaneohe.**

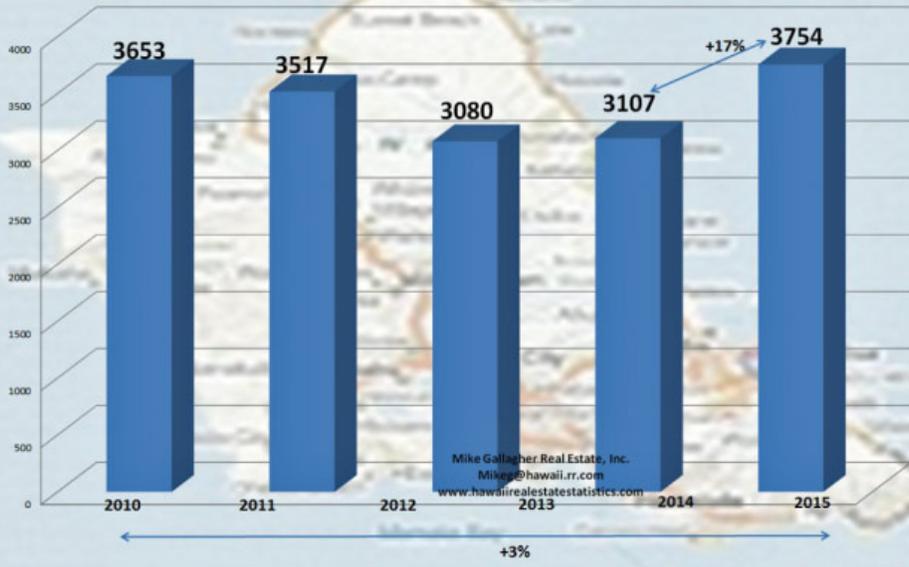


The comparison between the two years is that there are now two more higher price ranges that are selling quickly and the fastest selling price ranges for 2015 were \$500,000 to \$1,499,999. However most of the sales now come from the West Side of the Island such as the Ewa Area and Kapolei because they are more affordable.

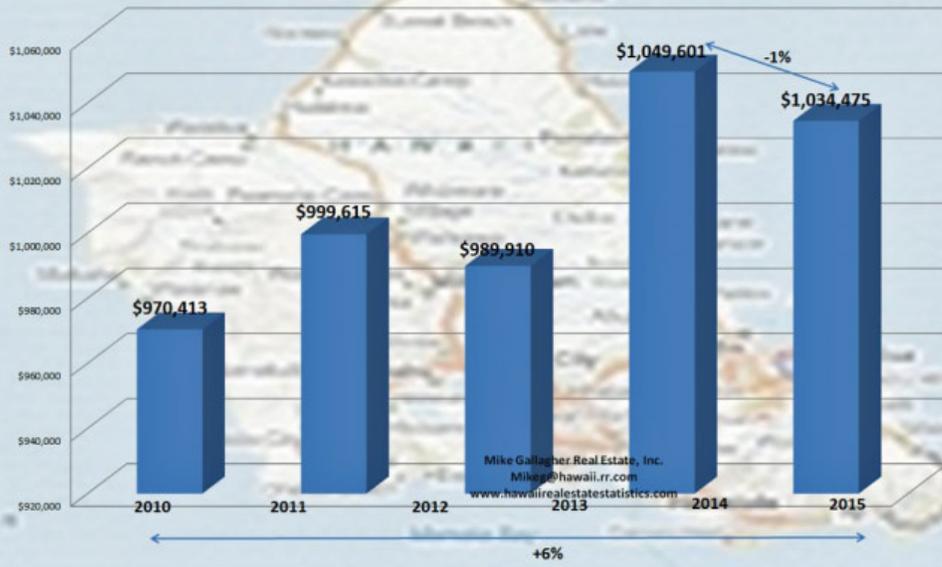


**Big surprise that year 2015 was -6% from year 2007.**

**Oahu S.F.H. Yearly New Listings**



**Oahu S.F.H. Yearly Average For Sale Price New Listings**





The Other Big Surprise.

## Condos

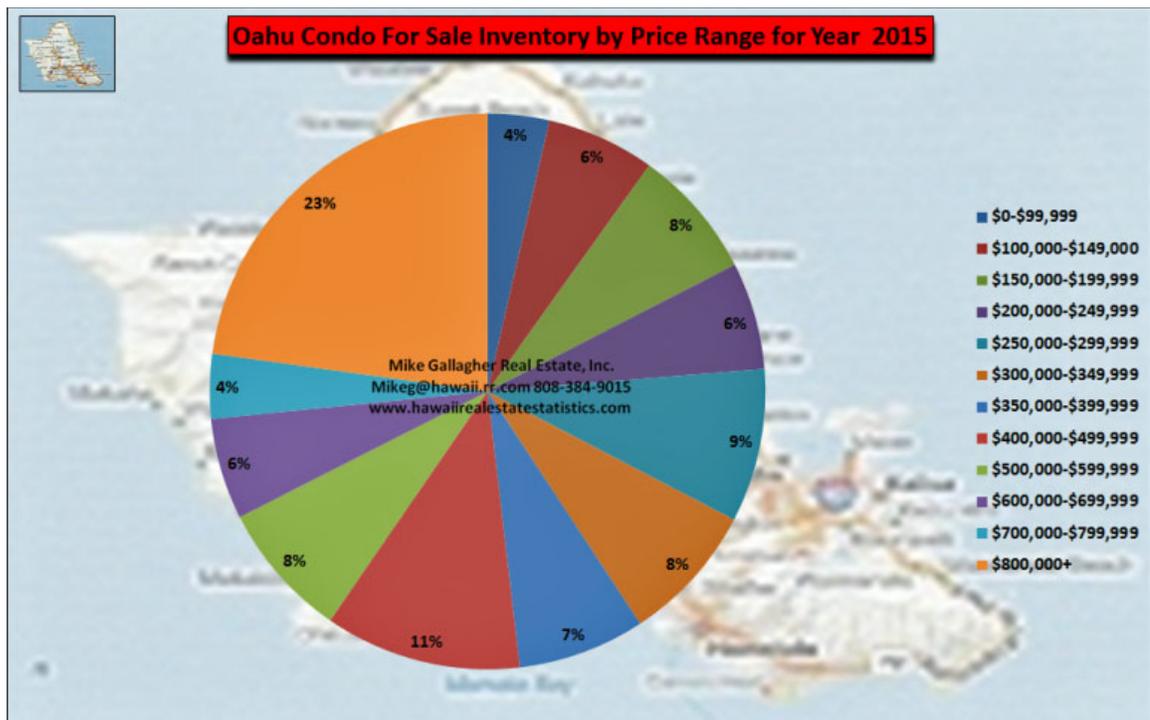
Executive Summary December 2015			
Oahu Condos			Plus Or Minus
Current Month vs. Twelve Months Ago	Dec. 2015	12 Months Ago	Same Month Last Year
Average Sold Price:	\$421,372	\$429,453	Minus 2%
Units Sold	427	380	Plus 11%
Average Days On Market	90	84	Plus 7%
New Listings	338	304	Plus 10%
Average Price New Listings	\$483,572	\$459,534	Plus 5%
Months of Supply	3.27	3.53	Minus 7%
Inventory	1398	1342	Plus 4%
Average For Sale Price	\$489,783	\$481,531	Plus 2%
The Real Days On Market	106	90	Plus 15%
Expired and Withdrawn Listings	164	172	Minus 5%

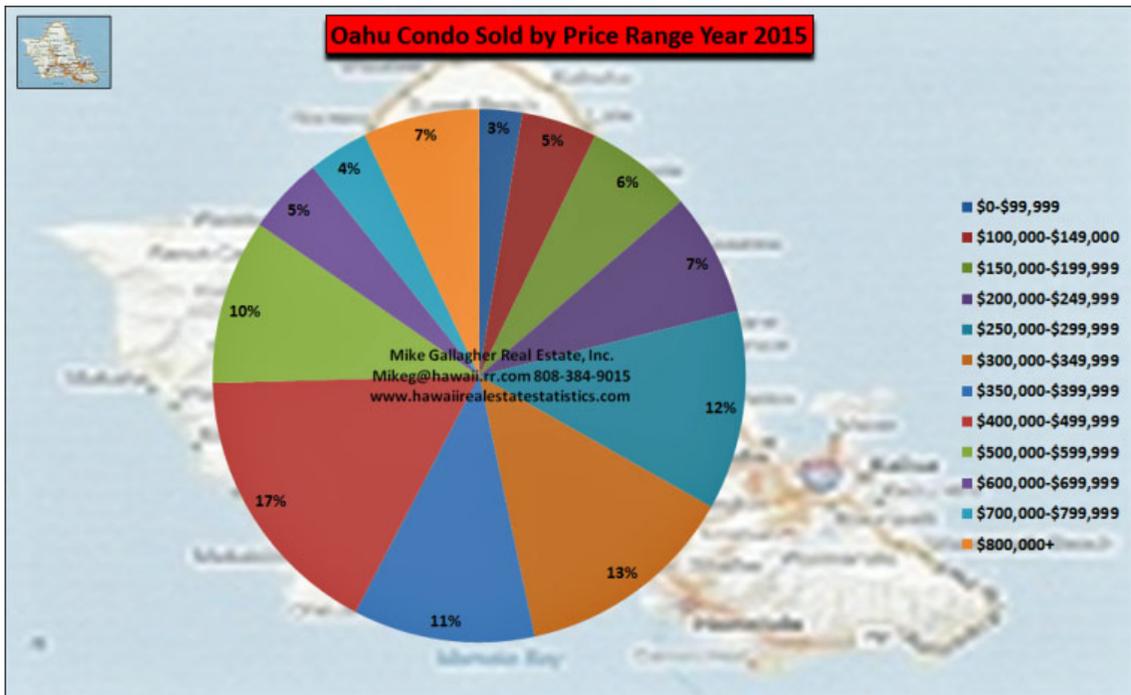
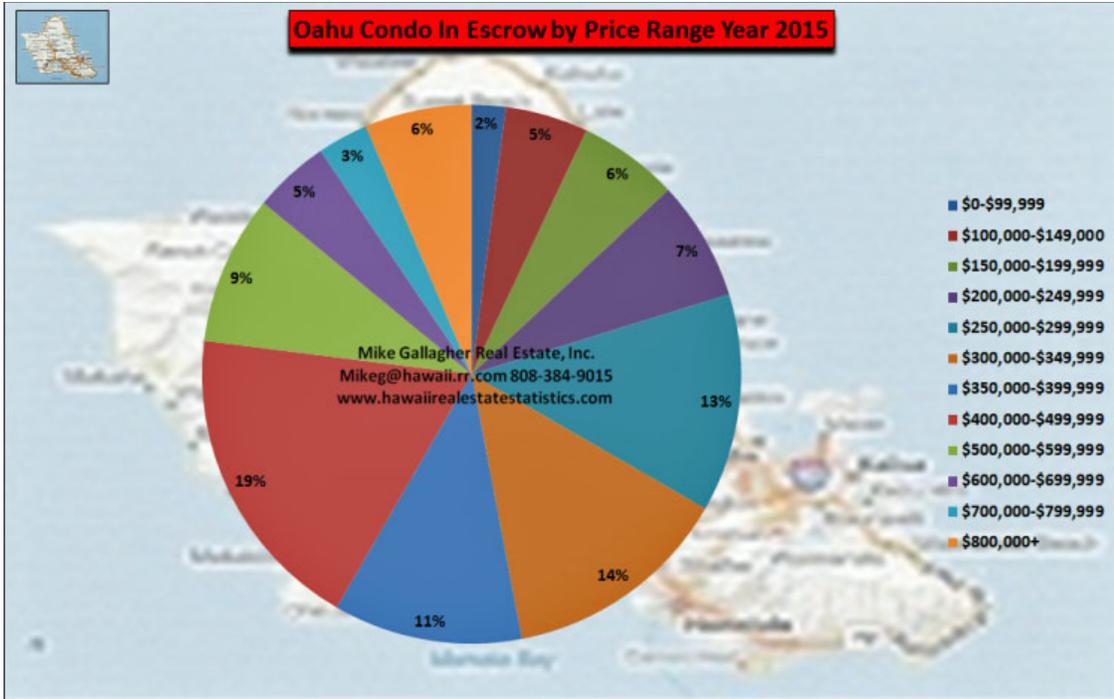
Oahu Condo	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991	1990
December 2015	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453	\$421,372	\$429,453

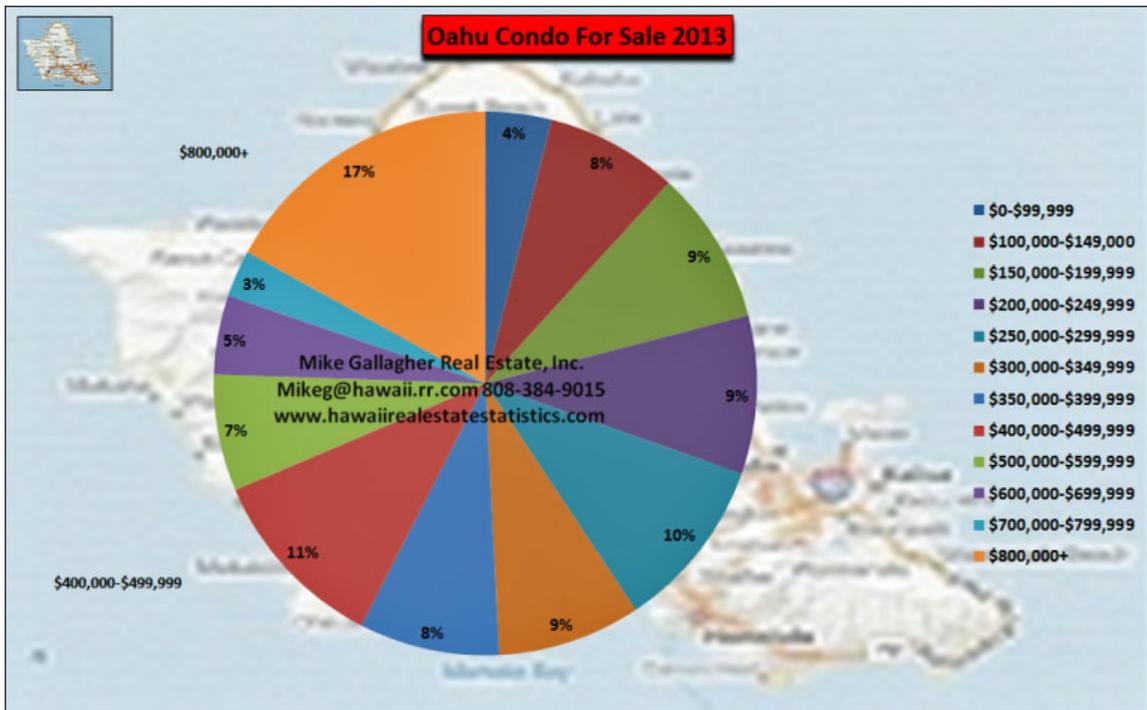
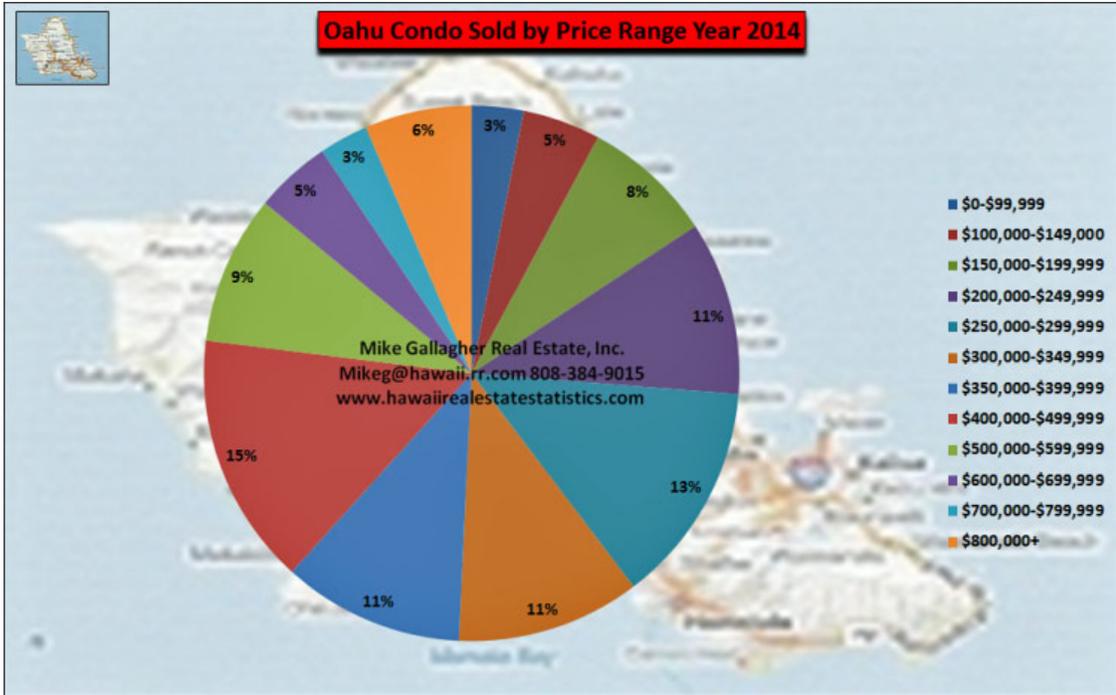
## Oahu Condo Executive Summary End of Year 2015

- Very similar to the Single Family Home Market, Oahu's Condo **Average Sold Price** is almost **flat line** from last year. **Unit Sales** are up **+7%**. The **Odds of Selling** are 13 in 50 which is down **-2%** from last year. **New Listings** are way up **+11%** while the **Average Price of New Listings** is down **-6%** from last year.
- Condos are the "Affordable" option today for both Young and Old and all buyers are mostly purchasing lower priced home, thus the reduction in New Listing Price and the Flat Line for Average Sold Prices. Interesting that **inventory** year to date is up **+8%** and this might have future effects upon Sold Prices in a negative manner. To top it all off the '**Real**' **D.O.M. or Days On Market** are up **+4%** which means it is taking longer to sell our Condos over last year.

I am not so sure that the Condo Market will take the same path as Oahu's Single Family Homes for 2016. Single Family Home numbers will not change much in 2016 versus 2015 but Condos will be different. I believe that inventory is going to get out of hand, that any affordable Inventory is going to very hard to come by and that the Average Sold Price and Unit Sales will fall in Condos in 2016





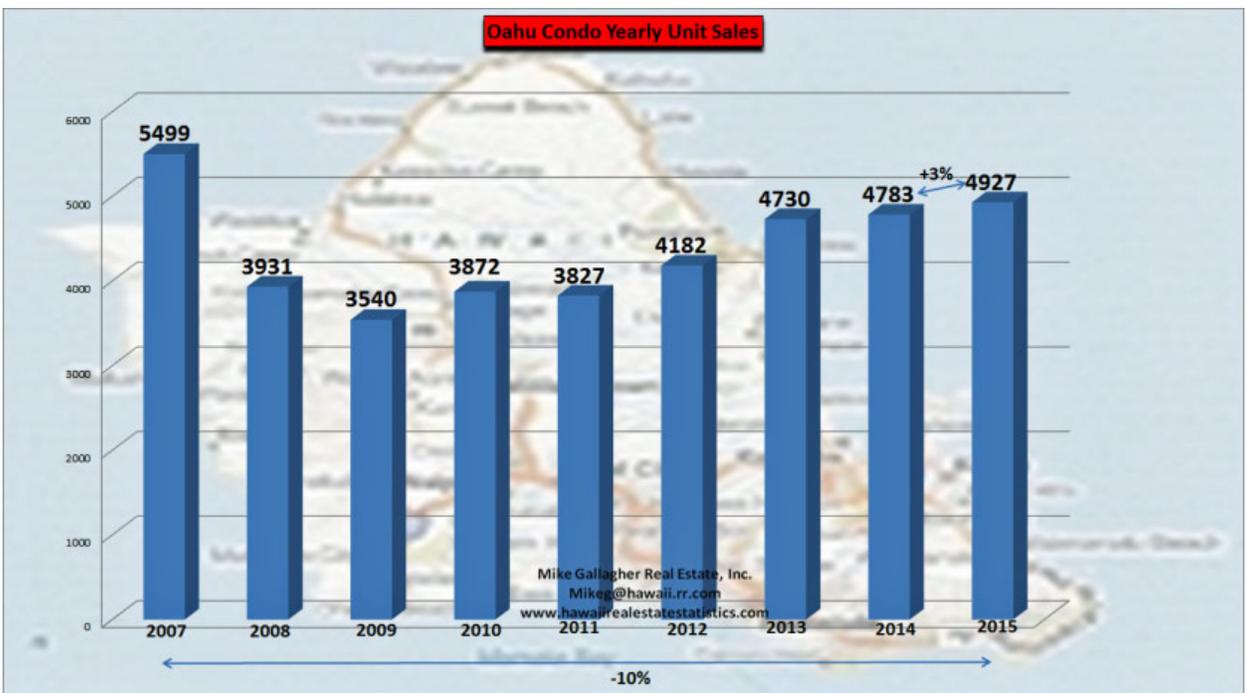


		+ Or -		+ Or -		
<b>Oahu Condo</b>	<b>\$429,333</b>	<b>Minus 2%</b>	<b>4927</b>	<b>Plus 7%</b>	<b>13 In 50</b>	<b>Minus 2%</b>
<b>December 2015</b>	<b>Avg. Sold Price:</b>		<b>Units Sold</b>		<b>Odds of Selling</b>	
North Shore 155-169	\$688,120	Plus 38%	50	Plus 6%	13 In 50	Minus 7%
Mililani Town	\$364,783	Plus 9%	135	Plus 24%	77 In 100	Minus 1%
Mililani Mauka	\$373,519	Plus 8%	123	Plus 15%	25 In 25	Plus 56%
Kaneohe	\$439,236	Plus 9%	199	Plus 9%	25 In 50	Minus 7%
Makakilo	\$330,179	Plus 9%	152	Plus 33%	69 In 100	Plus 20%
Kapolei	\$363,427	Minus 7%	57	Minus 56%	18 In 25	Plus 19%
Ewa 191-191	\$410,396	Less Than 1%	446	Plus 2%	53 In 100	Plus 9%
Kailua	\$600,191	Plus 18%	124	Plus 15%	9 In 25	Minus 37%
Hawaii Kai	\$650,301	Less Than 1%	186	Minus 5%	23 In 50	Minus 1%

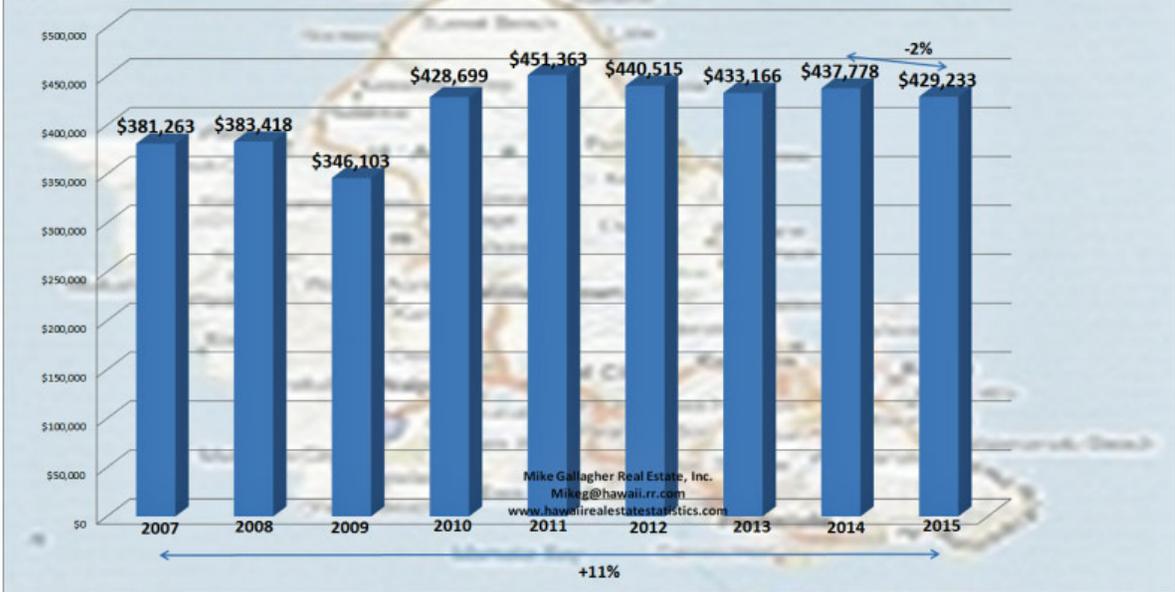
**Best Unit Sales** increase over last year: Makakilo, Mililani Town, Mililani Mauka and Kailua.

**Best Average Sold** increase over last year: North Shore and Kailua.

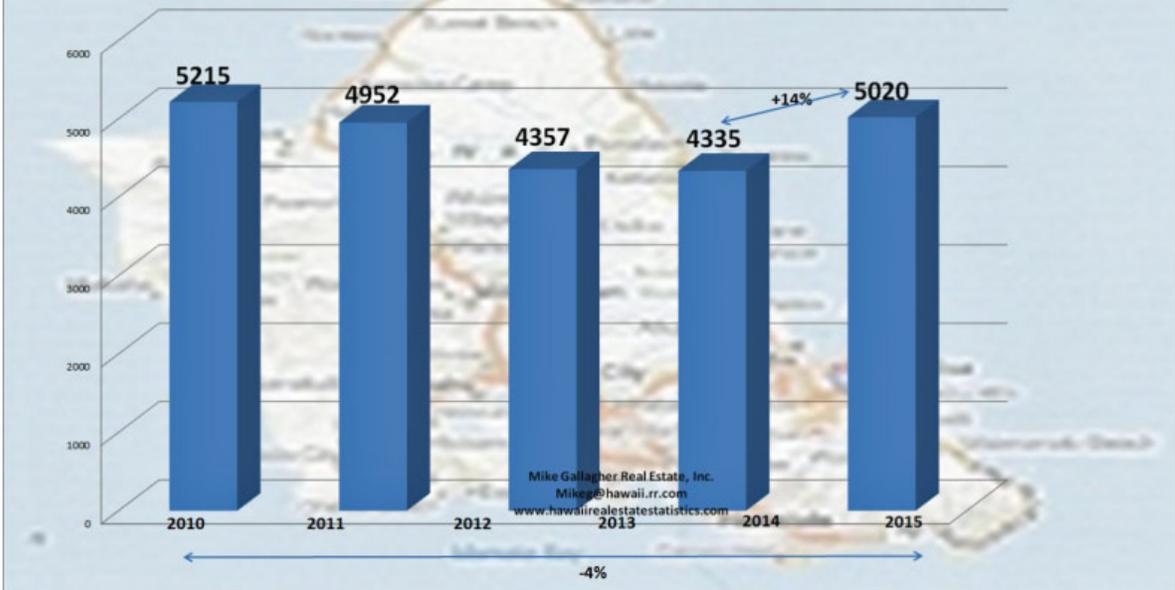
**Best increase in the Odds of Selling:** Mililani Mauka and Makakilo.

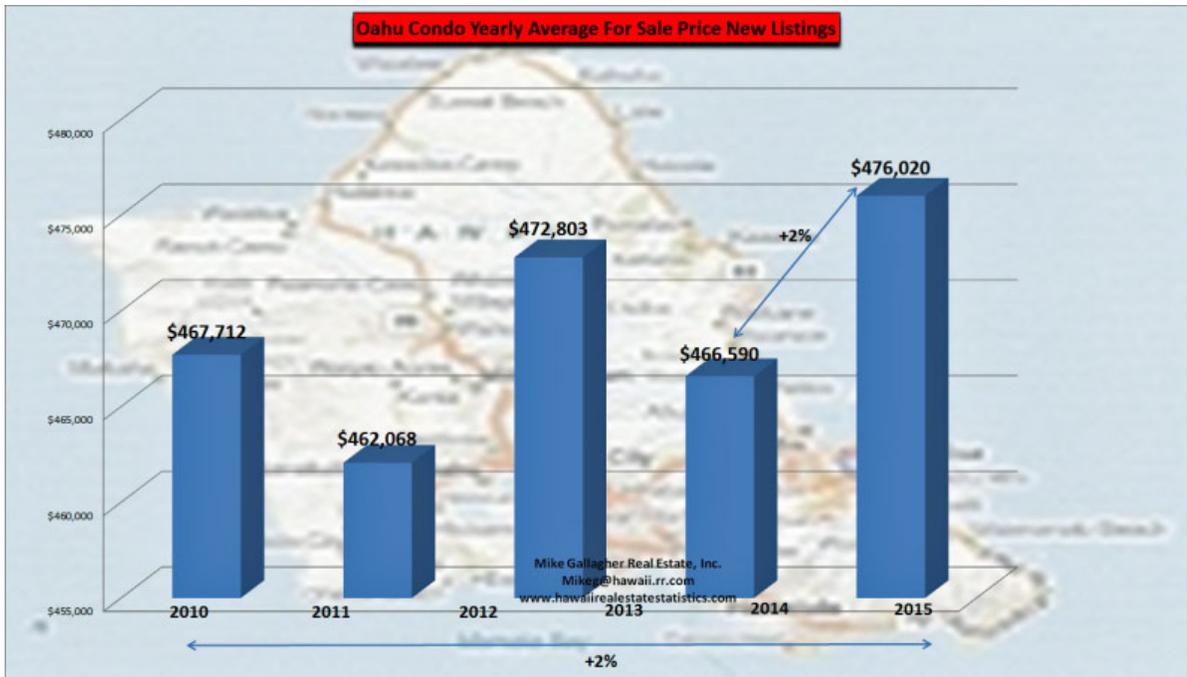


Oahu Condo Yearly Average Sold Price



Oahu Condo Yearly New Listings





Oh,...and you will love this:

# Think Kaka'ako is only for the super-rich?



## Think again.

It's a common misperception that most new Kaka'ako condominiums are priced in the multi-millions, or are targeted only to wealthy out-of-towners.

The fact is, the median price of Kaka'ako's roughly 4,500 new condo units built in the last three years, or currently in development, is approximately \$650,000... below O'ahu's median home price.

More than a third were sold or are priced at under \$500,000, many to owner-residents who must qualify under federal affordable housing guidelines. And more than 500 additional units are rentals, targeted to local residents.

Less than 30% are priced over a million dollars.

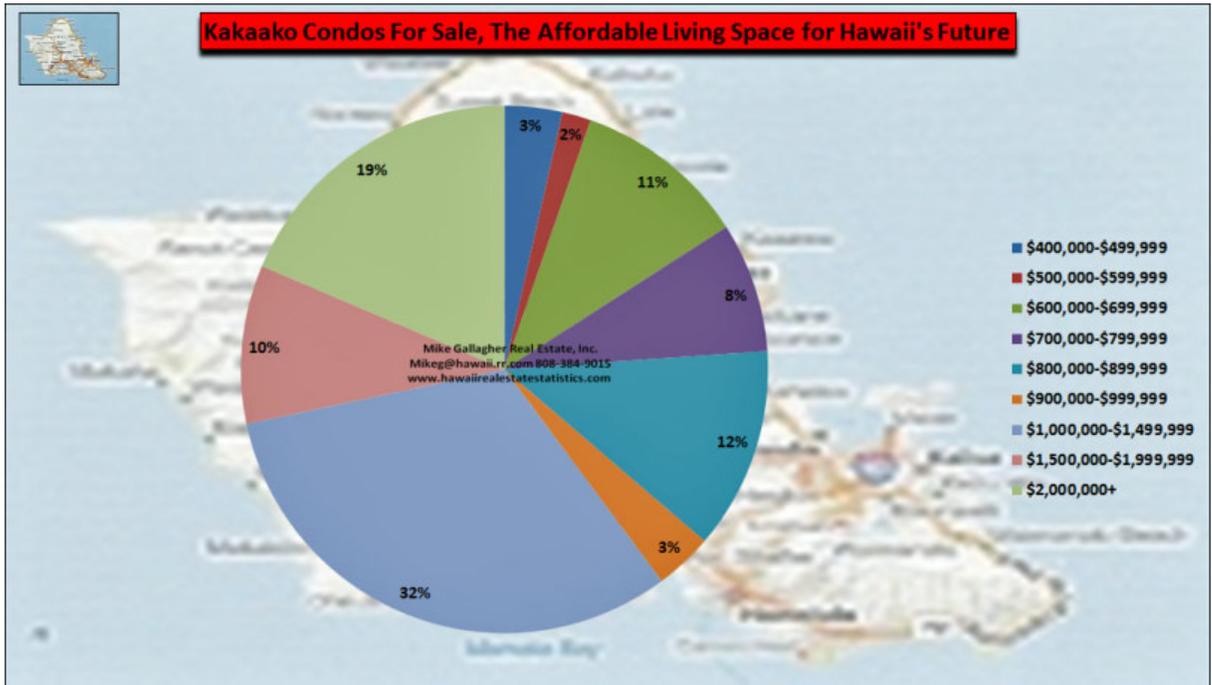
What's more, the vast majority of purchases to date have been made by local residents.

Our real problem is despite construction in Kaka'ako, the Ewa Plain and elsewhere on the island, new home creation is far behind pace of what's needed to satisfy housing demands for O'ahu families.

The need for more housing in Honolulu's urban core is particularly acute, as local residents seek new options to long commutes to work, school and activities.

O'ahu needs more housing islandwide, and we need it now. To learn more, visit [HawaiiMovingAhead.com](http://HawaiiMovingAhead.com)

\* Projects include 400 Koaue, 801 South Street, 803 Waimanu, 988 Halekauwila, Aie'o, Anaha, Gateway Towers, Keahou Place, Symphony Honolulu, The Collection, Vida at 888 Ala Moana, and Waiea. Data is based on surveys and published reports.



Really? It is scary to read what you might interpret as news and fact since it is in the Newspaper when in reality you better do your own checking. Affordable Kakaako????  
Excuse Me?

I hope you have enjoyed this recap. If you need anything else, such as more in depth reporting and individual Neighborhoods or Building just let me know.

Much Aloha,  
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[www.hawaii realestate statistics.com](http://www.hawaii realestate statistics.com)