

# How's the Market?

## U.S. Homes Jan - June 2021 vs. Jan - June 2020

Inventory ↓51%

Under Contract ↓0.5%

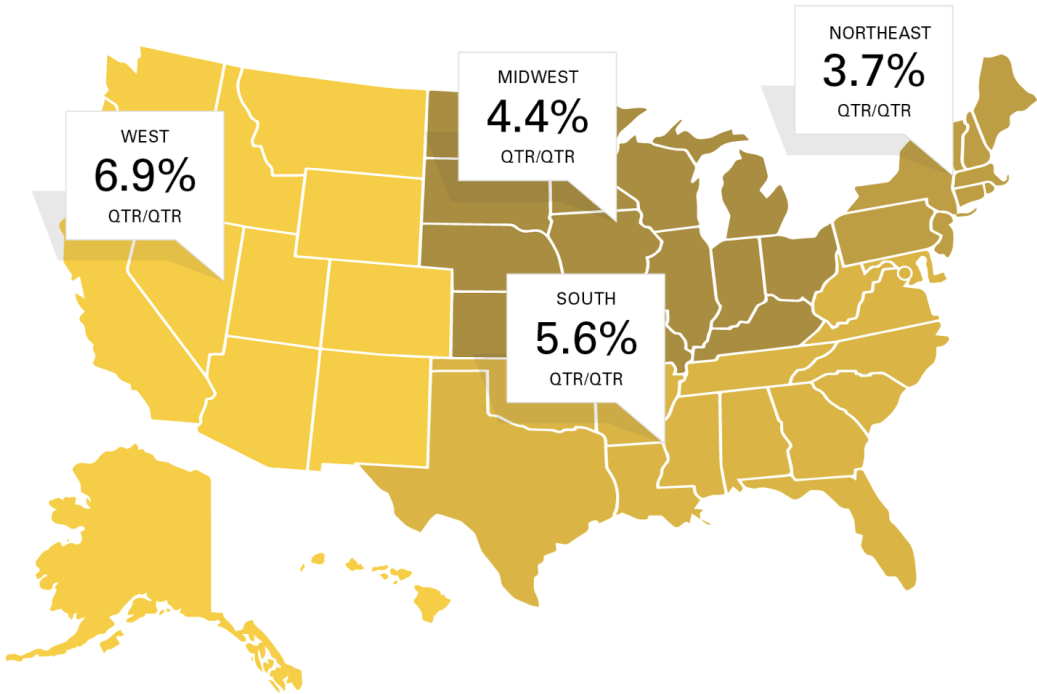
Closed Sales ↑14%

## National Home Price Appreciation/Depreciation

**5.2%**  
QTR/QTR

**15.5%**  
YR/YR

**2.4%**  
Distressed Saturation



Data Sources: ClearCapital.com, Hawai'i Information Service, HiCentral MLS, Ltd., Kaua'i Board of REALTORS®, REALTORS® Association of Maui, Terradatum, Inc., and the Institute for Luxury Home Marketing.

# How's the Market?

## LUXURY MARKET North America

May 2021 vs. May 2020

Single Family Homes	Condominiums
<b>Sales Volume ↑69%</b> 21,307 vs 6,681	<b>Sales Volume ↑72%</b> 5,817 vs 1,615
<b>Median Sales Price ↑2%</b> \$1,342,500 vs \$1,318,750	<b>Median Sales Price ↑3%</b> \$885,000 vs \$857,500
<b>Median Days on Market ↓218%</b> 11 vs 35	<b>Median Days on Market ↓177%</b> 13 vs 36

## HAWAI'I Statewide

Jan - June 2021 vs. Jan - June 2020

Single Family Homes	Condominiums
<b>Sales Volume ↑44%</b> 4,855 vs. 3,384	<b>Sales Volume ↑84%</b> 5,715 vs. 3,133
<b>Median Sales Price ↑29%</b> \$871,244 vs. \$676,293	<b>Median Sales Price ↑13%</b> \$541,500 vs. \$478,938

Data Sources: ClearCapital.com, Hawai'i information Service, HiCentral MLS, Ltd., Kaua'i Board of REALTORS®, REALTORS® Association of Maui, Terradatum, Inc., and the Institute for Luxury Home Marketing.

# How's the Market?

## KAUAI

Jan - June 2021 vs. Jan - June 2020

Single Family Homes	Condominiums
<p><b>Closed Sales: ↑95%</b> 397 vs. 204</p> <p><b>Median \$: ↑42%</b> \$1,077,000 vs. \$760,000</p> <p><b>Sales Volume: ↑209%</b> \$751,900,017 vs. \$243,514,084</p>	<p><b>Closed Sales: ↑102%</b> 325 vs. 161</p> <p><b>Median \$: ↑11%</b> \$611,000 vs. \$550,000</p> <p><b>Sales Volume: ↑135%</b> \$230,318,719 vs. \$98,199,131</p>

May 2021 vs. May 2020

Luxury Single Family Benchmark : \$1,025,000	Luxury Condominiums Benchmark: \$850,000
<p><b>Luxury Sales Volume ↑83%</b> 24 vs 4</p> <p><b>Median Luxury Sales Price ↓39%</b> \$2,150,000 vs \$2,990,000</p> <p><b>Median Days on Market ↓1,075%</b> 28 vs 329</p>	<p><b>Luxury Sales Volume ↑93%</b> 30 vs 2</p> <p><b>Median Luxury Sales Price ↓8%</b> \$1,130,000 vs \$1,220,000</p> <p><b>Median Days on Market ↓383%</b> 24 vs 116</p>

### In the news

#### MEDIAN HOME PRICE ON KAUAI NEARLY DOUBLES IN JUNE

Pacific Business News - July 6, 2021

Single-family home sales on Kauai nearly quadrupled in June as the median price nearly doubled, compared to last year, while condominium sales increased by more than four fold, according to statistics provided by Hawaii Information Service on behalf of the Kauai Board of Realtors.

There were 85 single-family homes sold on Kauai in June, an increase of 269.57% from the 23 homes that sold in June 2020, when Hawaii was starting to emerge from the initial Covid-19 lockdown. The median price surpassed \$1 million for the sixth month in a row this year to \$1.1 million, which was an increase of 81.82% from the median of \$605,000 in June 2020.

Data Sources: ClearCapital.com, Hawai'i information Service, HiCentral MLS, Ltd., Kaua'i Board of REALTORS®, REALTORS® Association of Maui, Terradatum, Inc., and the Institute for Luxury Home Marketing.

# How's the Market?

## O'AHU

Jan - June 2021 vs. Jan - June 2020

Single Family Homes	Condominiums
<b>Closed Sales ↑33%</b> 2,143 vs 1,613	<b>Closed Sales ↑71%</b> 3,437 sales in 2021 vs. 2,004 sales in 2020
<b>Median Sales Price ↑21%</b> \$949,474 vs \$785,000	<b>Median Sales Price ↑6.4%</b> \$455,000 in 2021 vs. \$427,750 in 2020
<b>Months of Inventory ↓52%</b> 1.2 vs 2.5	<b>Months of Inventory ↓49%</b> 2.1 vs 4.1

May 2021 vs. May 2020

Luxury Single Family Benchmark : \$1,875,000	Luxury Condominiums Benchmark : \$835,000
<b>Luxury Sales Volume ↑79%</b> 53 vs 11	<b>Luxury Sales Volume ↑77%</b> 62 vs 14
<b>Median Luxury Sales Price ↓12%</b> \$2,580,000 vs \$2,890,000	<b>Median Luxury Sales Price ↑22%</b> \$1,210,000 vs \$938,000
<b>Median Days on Market ↓133%</b> 12 vs 28	<b>Median Days on Market ↓29%</b> 17 vs 22

## In the news

### O'AHU CONDO SALES DOUBLE, SINGLE-FAMILY HOME PRICE HITS NEW RECORD

Pacific Business News - July 6, 2021

Sales of O'ahu condominiums more than doubled in June, compared to a year ago, while single-family home sales rose 49% and the median price jumped 27% to a new record as it inched closer to \$1 million, according to statistics from the Honolulu Board of Realtors.

The median price of a single-family home in June was \$979,000, which was a 27.1% increase from \$770,000 in June 2020, when the Covid-19 pandemic was being deeply felt in Hawaii's real estate industry.

Data Sources: ClearCapital.com, Hawai'i Information Service, HiCentral MLS, Ltd., Kaua'i Board of REALTORS®, REALTORS® Association of Maui, Terradatum, Inc., and the Institute for Luxury Home Marketing.

# How's the Market?

## MAUI

Jan - June 2021 vs. Jan - June 2020

Single Family Homes	Condominiums
<b>Closed Sales ↑51%</b> 692 vs 457	<b>Closed Sales ↑101%</b> 1,266 vs 631
<b>Median Sales Price ↑29%</b> \$986,000 vs \$765,173	<b>Median Sales Price ↑9%</b> \$620,000 vs \$569,999
<b>Months of Inventory ↓60%</b> 2.1 vs. 5.3	<b>Months of Inventory ↓81%</b> 1.1 vs 5.8

May 2021 vs. May 2020

Luxury Single Family Benchmark : \$1,422,000	Luxury Condominiums Benchmark : \$1,183,200
<b>Luxury Sales Volume ↑69%</b> 36 vs 11	<b>Luxury Sales Volume ↑82%</b> 51 vs 9
<b>Median Luxury Sales Price ↑12%</b> \$2,260,000 vs \$1,990,000	<b>Median Luxury Sales Price ↑22%</b> \$1,740,000 vs \$1,500,000
<b>Median Days on Market ↑3%</b> 113 vs 110	<b>Median Days on Market ↓86%</b> 109 vs 203

## In the news

### MAUI MEDIAN HOME PRICE PASSES \$1M FOR SECOND MONTH

Pacific Business News - July 9, 2021

The median price of a single-family home on Maui rose 44% to more than \$1 million in June for the second month in a row while the median price of a condominium increased by 26% to more than triple the number of sales last year, according to statistics from the Realtors Association of Maui.

# How's the Market?

## HAWAII ISLAND

Jan - June 2021 vs. Jan - June 2020

Single Family Homes	Condominiums
<b>Closed Sales ↑46%</b> 1,623 vs 1,110	<b>Closed Sales ↑71%</b> 3,437 sales in 2021 vs. 2,0043 sales in 2020
<b>Median Sales Price ↑20%</b> \$472,500 vs. \$395,000	<b>Median Sales Price ↑6.4%</b> \$455,000 in 2021 vs. \$427,750 in 2020
<b>Sales Volume: ↑56%</b> \$1,508,949,690 vs \$667,468,526	<b>Sales Volume: ↑64%</b> \$515,661,425 vs \$186,901,453

May 2021 vs. May 2020

Luxury Single Family Benchmark : \$1,075,000	Luxury Condominiums Benchmark : \$925,000
<b>Luxury Sales Volume ↑75%</b> 40 vs 10	<b>Luxury Sales Volume ↑72%</b> 18 vs 5
<b>Median Luxury Sales Price ↑48%</b> \$2,400,000 vs \$1,250,000	<b>Median Luxury Sales Price ↑10%</b> \$1,550,000 vs \$1,400,000
<b>Median Days on Market ↓45%</b> 47 vs 68	<b>Median Days on Market ↓808%</b> 12 vs 109

## In the news

### HAWAII ISLAND CONDO SALES MORE THAN DOUBLED IN JUNE

Pacific Business News - July 7, 2021

Sales of condominiums on Hawaii Island in June were two-and-a-half times the number sold a year ago, while single-family home sales increased 65% and prices rose by at least 24%, according to statistics provided by Hawaii Information Service on behalf of Hawaii Island Realtors.

There were 106 condos sold on Hawaii Island last month, an increase of 146.51% from the 43 units that sold in June 2020, when the Covid-19 pandemic had slowed sales to a crawl. The median price of those condos was \$465,000, which was a 24% increase from the \$375,000 median price in June last year.

The median price of a single-family home in June was \$465,000, which was a 24% increase from the median price of \$375,000 in June 2020. That was based on sales of 272 homes, a 64.85% increase from 165 homes sold last year.

Data Sources: ClearCapital.com, Hawaii information Service, HiCentral MLS, Ltd., Kaua'i Board of REALTORS®, REALTORS® Association of Maui, Terradatum, Inc., and the Institute for Luxury Home Marketing.