

Monthly Housing Statistics

March 2018



SINGLE FAMILY HOMES

| Median Sales Price | |
|---------------------|-------|
| \$760,000 | +1.1% |
| Closed Sales | |
| 305 | -1.3% |
| Average Sales Price | |
| \$1,002,305 | +7.0% |

CONDOS

| Median Sales Price | |
|---------------------|-------|
| \$435,000 | +8.8% |
| Closed Sales | |
| 485 | -2.0% |
| Average Sales Price | |
| \$485,145 | +4.2% |

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Monthly Indicators

March 2018

| | Single Family Homes | | | | | |
|--------------------------------------|---------------------|-----------|--------|-----------|-----------|-------|
| | Mar-18 | Mar-17 | % | YTD-18 | YTD-17 | % |
| Closed Sales | 305 | 309 | -1.3% | 774 | 777 | -0.4% |
| Median Sales Price | \$760,000 | \$752,000 | 1.1% | \$765,000 | \$750,000 | 2.0% |
| Median Days on Market | 14 | 16 | -12.5% | 18 | 19 | -5.3% |
| New Listings | 415 | 492 | -15.7% | 1,218 | 1,310 | -7.0% |
| Pending Sales | 469 | 535 | -12.3% | 1,262 | 1,388 | -9.1% |
| Months of Inventory | 2.1 | 2.7 | -22.2% | -- | -- | -- |
| Active Listings | 1,119 | 1,159 | -3.5% | -- | -- | -- |
| Average Sales Price | \$1,002,305 | \$936,331 | 7.0% | \$980,350 | \$911,704 | 7.5% |
| % of Original Listing Price Received | 97.4% | 98.3% | -0.9% | 98.1% | 99.1% | -1.0% |

| | Condos | | | | | |
|--------------------------------------|-----------|-----------|--------|-----------|-----------|--------|
| | Mar-18 | Mar-17 | % | YTD-18 | YTD-17 | % |
| Closed Sales | 485 | 495 | -2.0% | 1,244 | 1,235 | 0.7% |
| Median Sales Price | \$435,000 | \$400,000 | 8.8% | \$425,000 | \$390,000 | 9.0% |
| Median Days on Market | 16 | 15 | 6.7% | 18 | 20 | -10.0% |
| New Listings | 687 | 754 | -8.9% | 2,084 | 1,960 | 6.3% |
| Pending Sales | 708 | 796 | -11.1% | 1,874 | 2,043 | -8.3% |
| Months of Inventory | 2.6 | 2.7 | -3.7% | -- | -- | -- |
| Active Listings | 1,905 | 1,712 | 11.3% | -- | -- | -- |
| Average Sales Price | \$485,145 | \$465,399 | 4.2% | \$493,369 | \$460,197 | 7.2% |
| % of Original Listing Price Received | 98.9% | 97.6% | 1.3% | 98.8% | 97.7% | 1.1% |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

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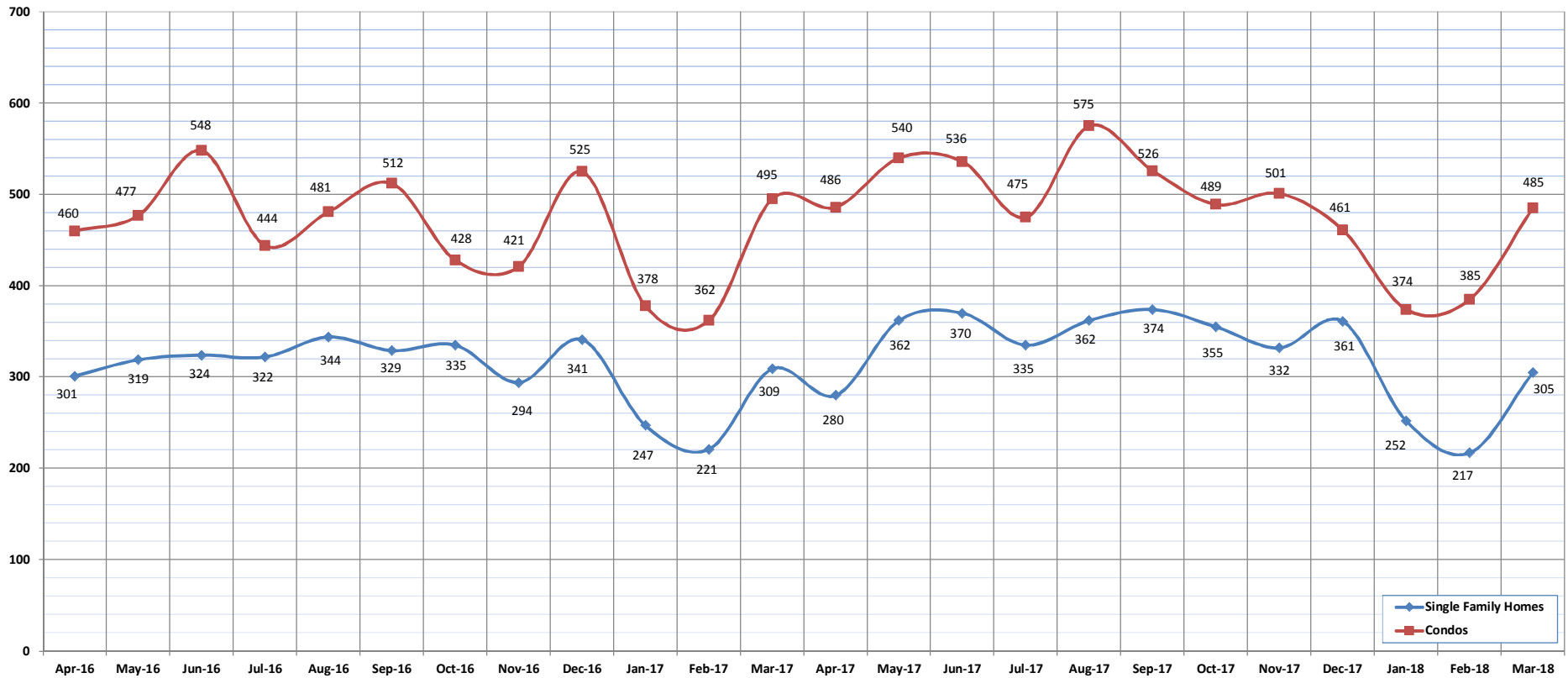


Closed Sales

March-18

OAHU, HAWAII

(A count of all properties that have closed in a given month.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|-----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Closed Sales: Single Family Homes | 301 | 319 | 324 | 322 | 344 | 329 | 335 | 294 | 341 | 247 | 221 | 309 | 280 | 362 | 370 | 335 | 362 | 374 | 355 | 332 | 361 | 252 | 217 | 305 |
| Closed Sales: Condos | 460 | 477 | 548 | 444 | 481 | 512 | 428 | 421 | 525 | 378 | 362 | 495 | 486 | 540 | 536 | 475 | 575 | 526 | 489 | 501 | 461 | 374 | 385 | 485 |
| Closed Sales: Total | 761 | 796 | 872 | 766 | 825 | 841 | 763 | 715 | 866 | 625 | 583 | 804 | 766 | 902 | 906 | 810 | 937 | 900 | 844 | 833 | 822 | 626 | 602 | 790 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

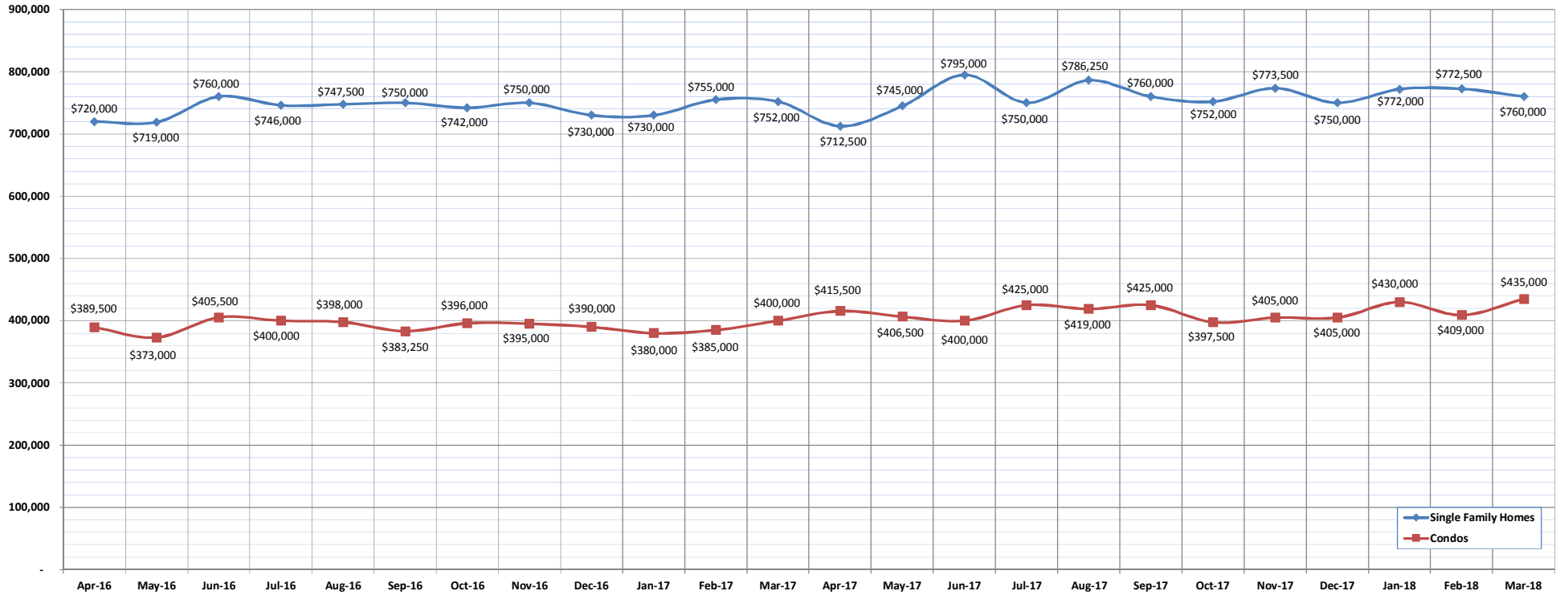


Median Sales Price

March-18

OAHU, HAWAII

(The median sales price for all closed properties in a given month.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Sales Price : SFH | 720,000 | 719,000 | 760,000 | 746,000 | 747,500 | 750,000 | 742,000 | 750,000 | 730,000 | 730,000 | 755,000 | 752,000 | 712,500 | 745,000 | 795,000 | 750,000 | 786,250 | 760,000 | 752,000 | 773,500 | 750,000 | 772,000 | 772,500 | 760,000 |
| Median Sales Price: Condos | 389,500 | 373,000 | 405,500 | 400,000 | 398,000 | 383,250 | 396,000 | 395,000 | 390,000 | 380,000 | 385,000 | 400,000 | 415,500 | 406,500 | 400,000 | 425,000 | 419,000 | 425,000 | 397,500 | 405,000 | 405,000 | 430,000 | 409,000 | 435,000 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

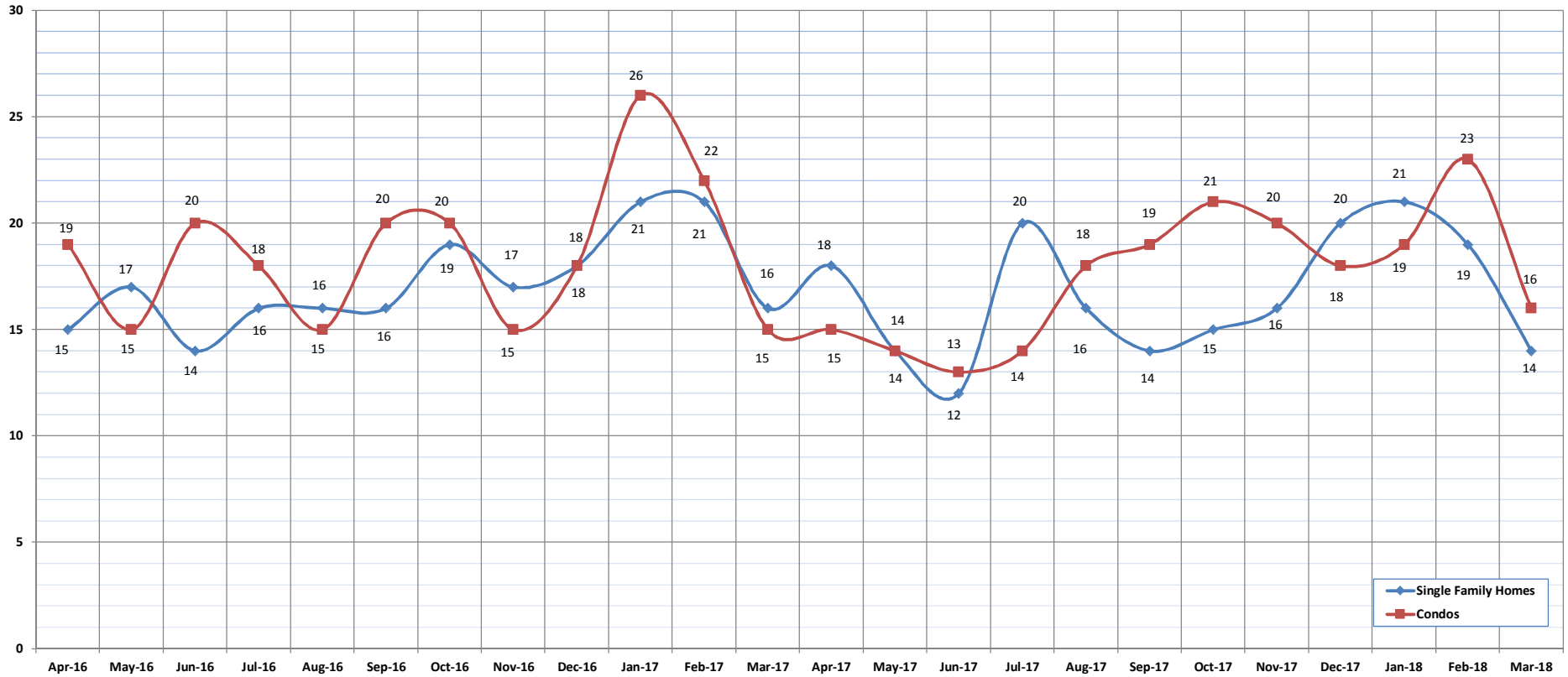


Median Days on Market

March-18

OAHU, HAWAII

(The median number of days between when a property is first listed and when an offer is accepted.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|-------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Median Days on Market: SFH | 15 | 17 | 14 | 16 | 16 | 16 | 19 | 17 | 18 | 21 | 21 | 16 | 18 | 14 | 12 | 20 | 16 | 14 | 15 | 16 | 20 | 21 | 19 | 14 |
| Median Days on Market: Condos | 19 | 15 | 20 | 18 | 15 | 20 | 20 | 15 | 18 | 26 | 22 | 15 | 15 | 14 | 13 | 14 | 18 | 19 | 21 | 20 | 18 | 19 | 23 | 16 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

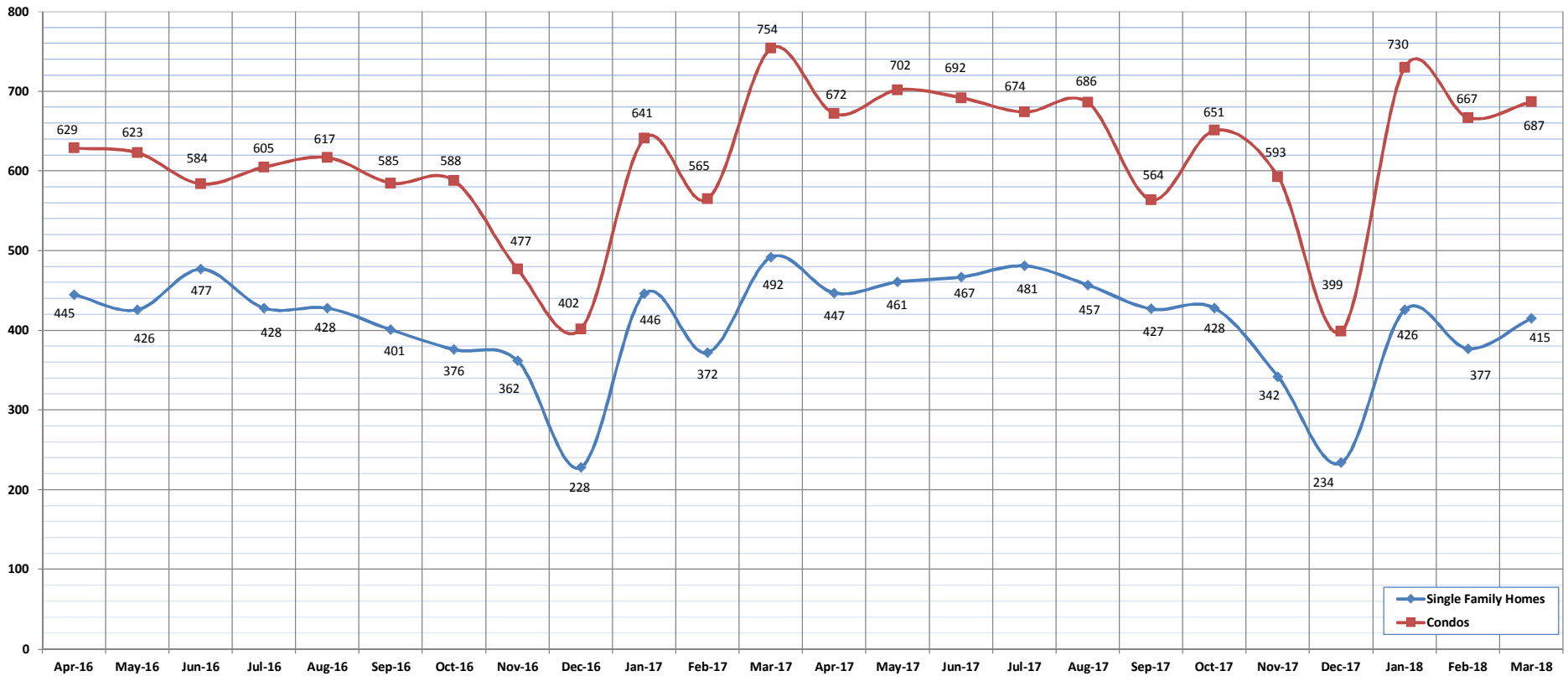


New Listings

March-18

OAHU, HAWAII

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



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| New Listings: Single Family Homes | 445 | 426 | 477 | 428 | 428 | 401 | 376 | 362 | 228 | 446 | 372 | 492 | 447 | 461 | 467 | 481 | 457 | 427 | 428 | 342 | 234 | 426 | 377 | 415 |
| New Listings: Condos | 629 | 623 | 584 | 605 | 617 | 585 | 588 | 477 | 402 | 641 | 565 | 754 | 672 | 702 | 692 | 674 | 686 | 564 | 651 | 593 | 399 | 730 | 667 | 687 |
| New Listings: Total | 1074 | 1049 | 1061 | 1033 | 1045 | 986 | 964 | 839 | 630 | 1087 | 937 | 1246 | 1119 | 1163 | 1159 | 1155 | 1143 | 991 | 1079 | 935 | 633 | 1156 | 1044 | 1102 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

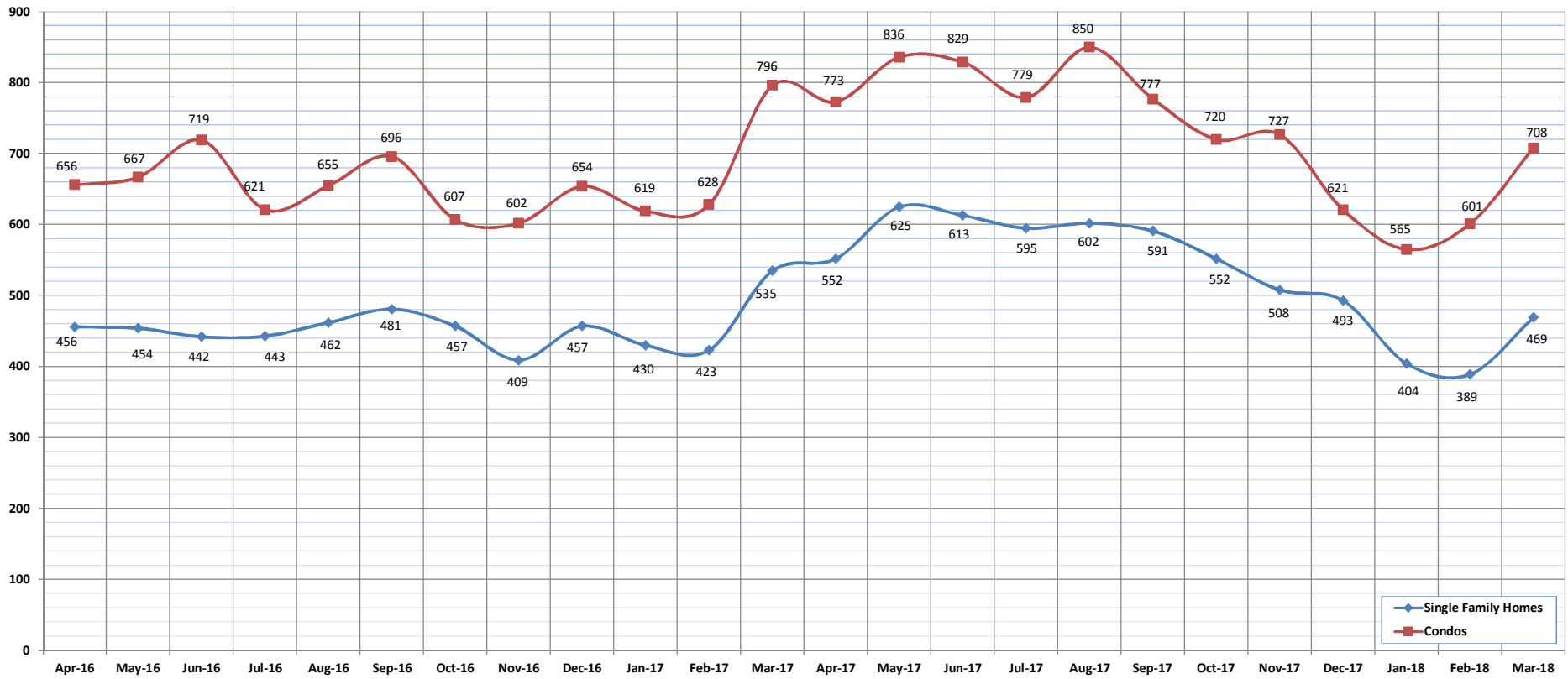


Pending Sales

March-18

OAHU, HAWAII

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



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Pending Sales: Single Family Homes | 456 | 454 | 442 | 443 | 462 | 481 | 457 | 409 | 457 | 430 | 423 | 535 | 552 | 625 | 613 | 595 | 602 | 591 | 552 | 508 | 493 | 404 | 389 | 469 |
| Pending Sales: Condos | 656 | 667 | 719 | 621 | 655 | 696 | 607 | 602 | 654 | 619 | 628 | 796 | 773 | 836 | 829 | 779 | 850 | 777 | 720 | 727 | 621 | 565 | 601 | 708 |
| Pending Sales: Total | 1112 | 1121 | 1161 | 1064 | 1117 | 1177 | 1064 | 1011 | 1111 | 1049 | 1051 | 1331 | 1325 | 1461 | 1442 | 1374 | 1452 | 1368 | 1272 | 1235 | 1114 | 969 | 990 | 1177 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

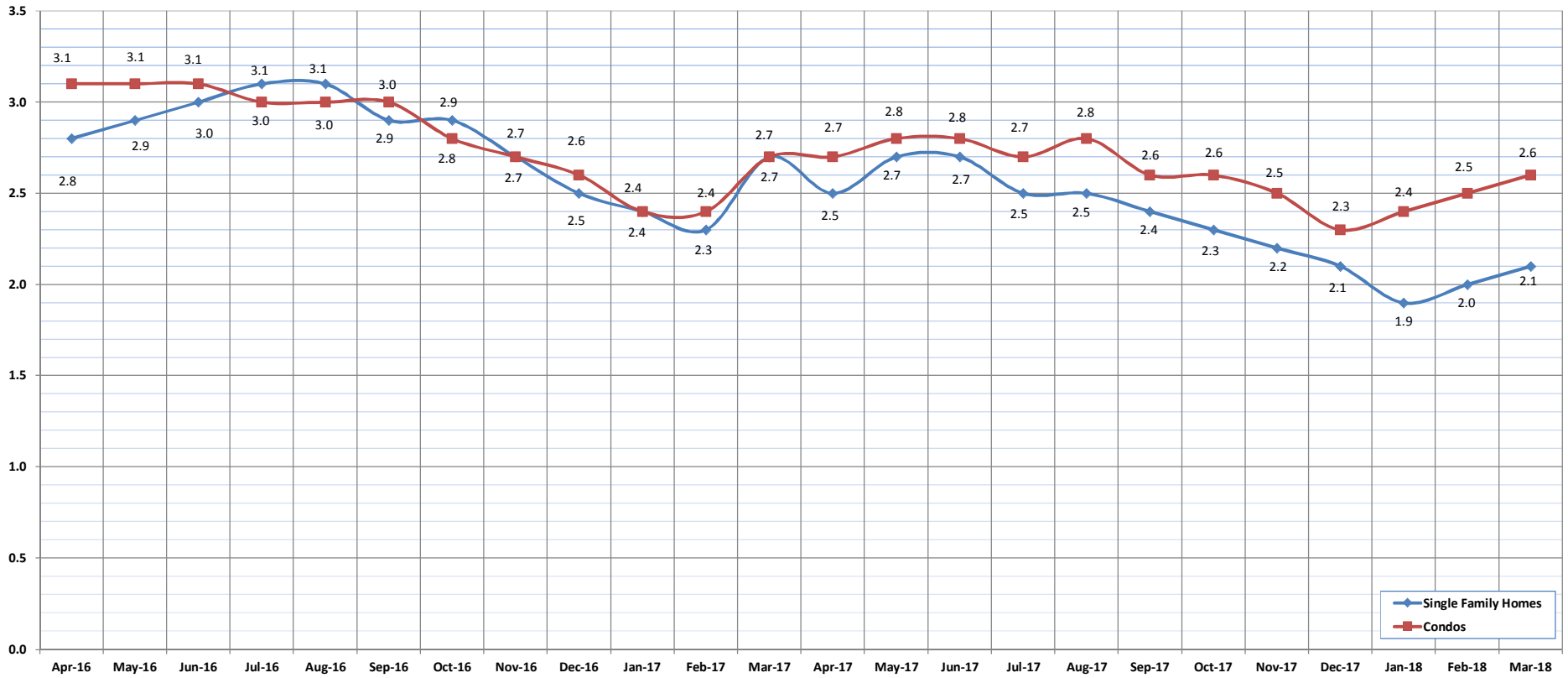


Months of Inventory

March-18

OAHU, HAWAII

(Compares the number of active listings available to the average monthly pending sales.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Month of Inventory : SFH | 2.8 | 2.9 | 3.0 | 3.1 | 3.1 | 2.9 | 2.9 | 2.7 | 2.5 | 2.4 | 2.3 | 2.7 | 2.5 | 2.7 | 2.7 | 2.5 | 2.5 | 2.4 | 2.3 | 2.2 | 2.1 | 1.9 | 2.0 | 2.1 |
| Months of Inventory: Condos | 3.1 | 3.1 | 3.1 | 3.0 | 3.0 | 3.0 | 2.8 | 2.7 | 2.6 | 2.4 | 2.4 | 2.7 | 2.7 | 2.8 | 2.8 | 2.7 | 2.8 | 2.6 | 2.6 | 2.5 | 2.3 | 2.4 | 2.5 | 2.6 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

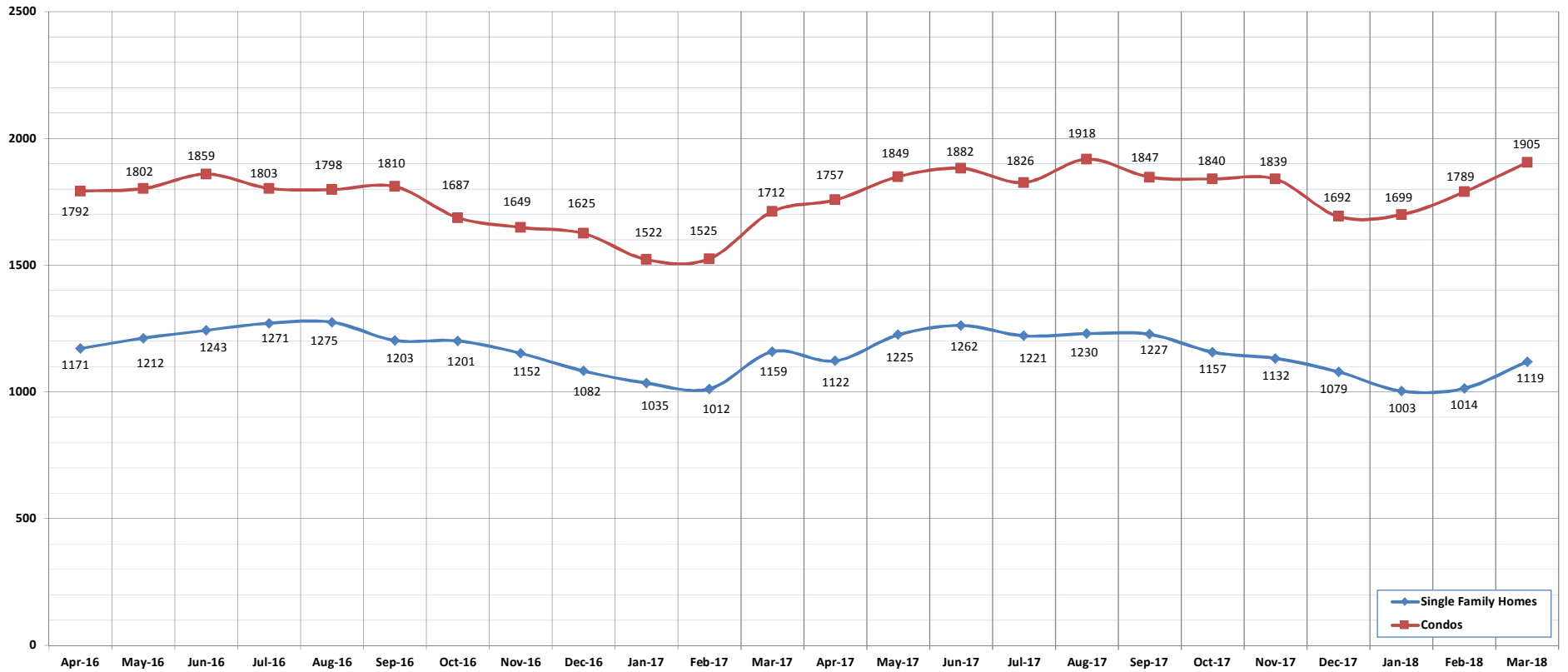


Active Listings

March-18

OAHU, HAWAII

(The number of properties available for purchase during a given month.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 | |
|--------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|------|
| Active Listings: Single Family Homes | 1171 | 1212 | 1243 | 1271 | 1275 | 1203 | 1201 | 1152 | 1082 | 1035 | 1012 | 1159 | 1122 | 1225 | 1262 | 1221 | 1230 | 1227 | 1157 | 1132 | 1132 | 1079 | 1003 | 1014 | 1119 |
| Active Listings: Condos | 1792 | 1802 | 1859 | 1803 | 1798 | 1810 | 1687 | 1649 | 1625 | 1522 | 1525 | 1712 | 1757 | 1849 | 1882 | 1826 | 1918 | 1847 | 1840 | 1839 | 1692 | 1699 | 1789 | 1905 | |
| Active Listings: Total | 2963 | 3014 | 3102 | 3074 | 3073 | 3013 | 2888 | 2801 | 2707 | 2557 | 2537 | 2871 | 2879 | 3074 | 3144 | 3047 | 3148 | 3074 | 2997 | 2971 | 2771 | 2702 | 2803 | 3024 | |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

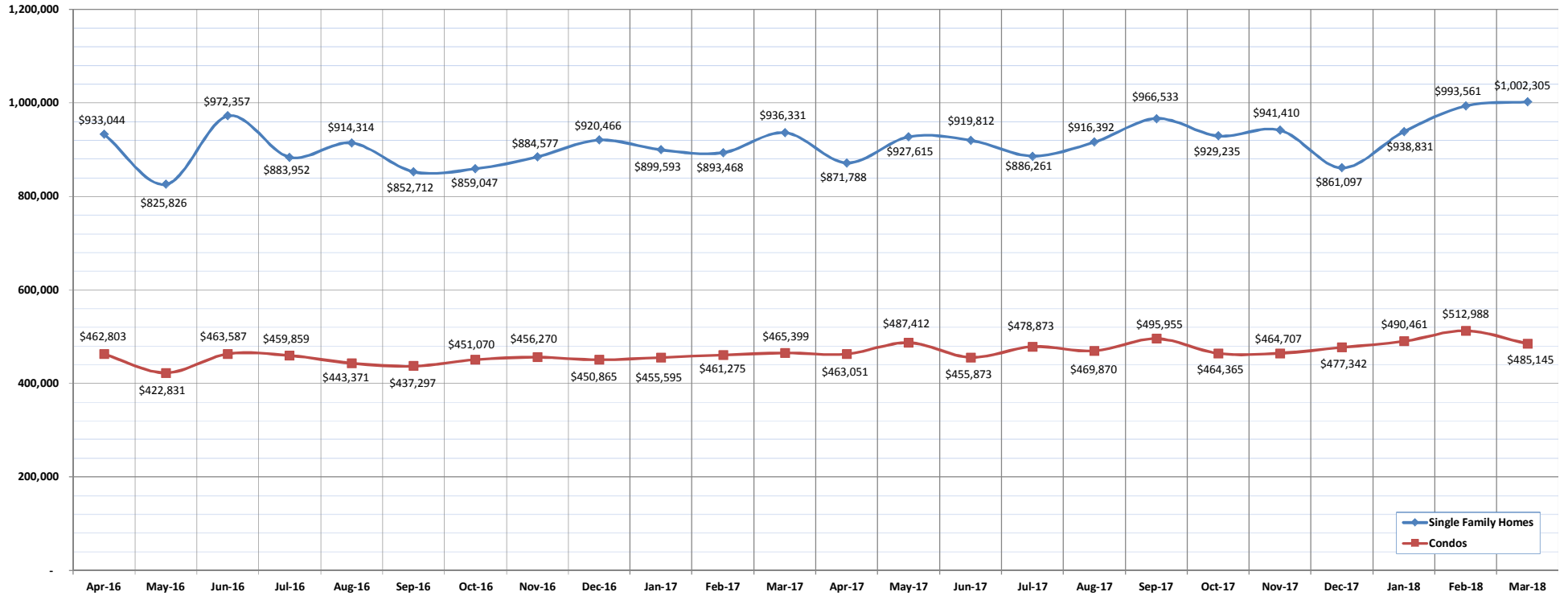


Average Sales Price

March-18

OAHU, HAWAII

(The average sales price for all closed sales in a given month.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|-----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|
| Average Sales Price: SFH | 933,044 | 825,826 | 972,357 | 883,952 | 914,314 | 852,712 | 859,047 | 884,577 | 920,466 | 899,593 | 893,468 | 936,331 | 871,788 | 927,615 | 919,812 | 886,261 | 916,392 | 966,533 | 929,235 | 941,410 | 861,097 | 938,831 | 993,561 | 1,002,305 |
| Average Sales Price: Condos | 462,803 | 422,831 | 463,587 | 459,859 | 443,371 | 437,297 | 451,070 | 456,270 | 450,865 | 455,595 | 461,275 | 465,399 | 463,051 | 487,412 | 455,873 | 478,873 | 469,870 | 495,955 | 464,365 | 464,707 | 477,342 | 490,461 | 512,988 | 485,145 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

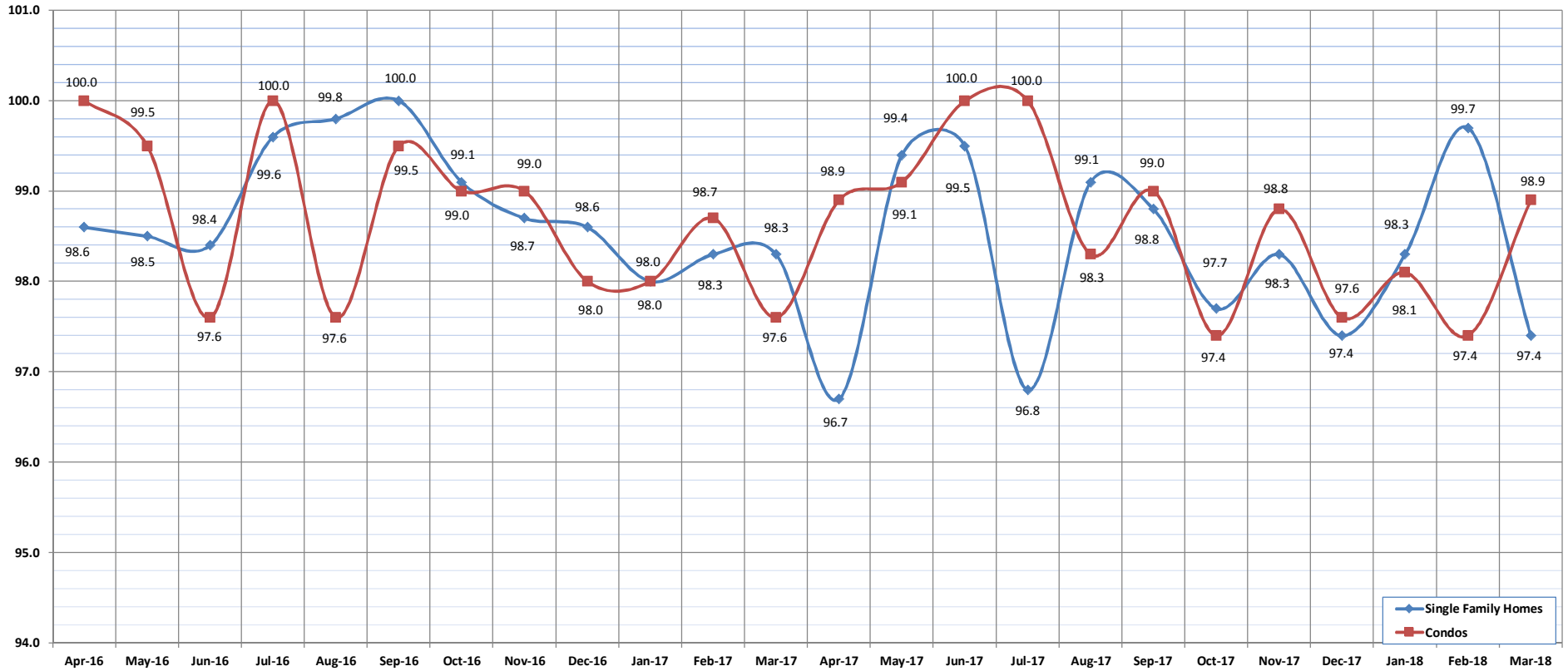


Percent of Original List Price Received

March-18

OAHU, HAWAII

(The percentage found when dividing a property's sales price by the original list price.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Percent of Original List Price: SFH | 98.6 | 98.5 | 98.4 | 99.6 | 99.8 | 100.0 | 99.1 | 98.7 | 98.6 | 98.0 | 98.3 | 98.3 | 96.7 | 99.4 | 99.5 | 96.8 | 99.1 | 98.8 | 97.7 | 98.3 | 97.4 | 98.3 | 99.7 | 97.4 |
| Percent of Original List Price: Condos | 100.0 | 99.5 | 97.6 | 100.0 | 97.6 | 99.5 | 99.0 | 99.0 | 98.0 | 98.0 | 98.7 | 97.6 | 98.9 | 99.1 | 100.0 | 100.0 | 98.3 | 99.0 | 97.4 | 98.8 | 97.6 | 98.1 | 97.4 | 98.9 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

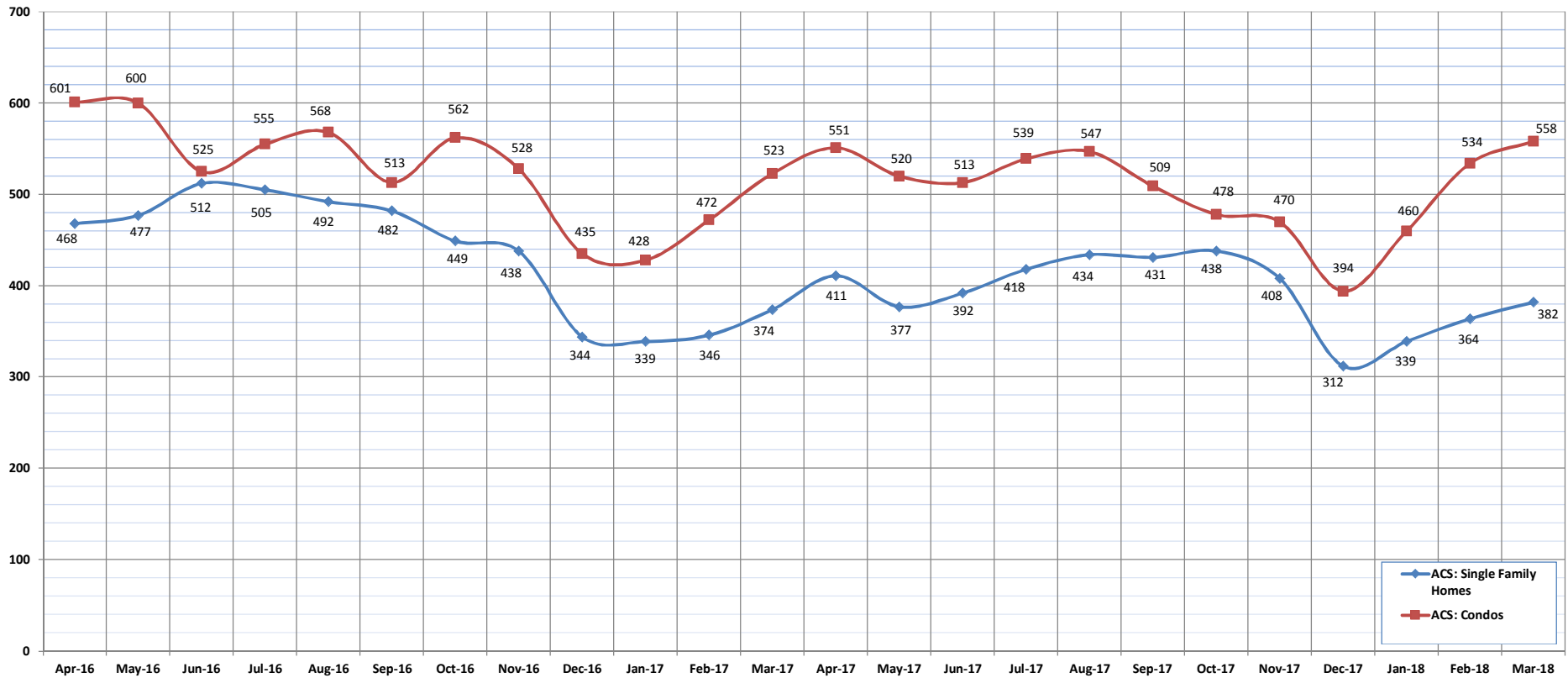


Active Continue to Show

March-18

OAHU, HAWAII

(A count of the properties that are in ACS during the current month.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|--------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| ACS: Single Family Homes | 468 | 477 | 512 | 505 | 492 | 482 | 449 | 438 | 344 | 339 | 346 | 374 | 411 | 377 | 392 | 418 | 434 | 431 | 438 | 408 | 312 | 339 | 364 | 382 |
| ACS: Condos | 601 | 600 | 525 | 555 | 568 | 513 | 562 | 528 | 435 | 428 | 472 | 523 | 551 | 520 | 513 | 539 | 547 | 509 | 478 | 470 | 394 | 460 | 534 | 558 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.



Housing Supply Overview

March 2018

| Single Family Homes | Pending Sales | | | Days on Market | | | Percentage of Original Price Received | | | Inventory of Homes for Sale | | | Months Supply of Inventory | | |
|--------------------------------|---------------|-------------|-------------|----------------|-----------|--------------|---------------------------------------|--------------|--------------|-----------------------------|-------------|--------------|----------------------------|------------|--------------|
| | Mar-18 | Mar-17 | % | Mar-18 | Mar-17 | % | Mar-18 | Mar-17 | % | Mar-18 | Mar-17 | % | Mar-18 | Mar-17 | % |
| \$350,000 and Below | 79 | 117 | -32.5% | 36 | 27 | 33.3% | 96.5% | 96.0% | 0.5% | 14 | 34 | -58.8% | 1.6 | 3.4 | -52.9% |
| \$350,001 - \$475,000 | 198 | 224 | -11.6% | 27 | 22 | 22.7% | 98.5% | 97.9% | 0.6% | 39 | 44 | -11.4% | 2.3 | 2.1 | 9.5% |
| \$475,001 - \$550,000 | 266 | 307 | -13.4% | 15 | 15 | 0.0% | 99.1% | 98.9% | 0.2% | 55 | 57 | -3.5% | 2.3 | 2.0 | 15.0% |
| \$550,001 - \$650,000 | 658 | 678 | -2.9% | 12 | 13 | -7.7% | 99.6% | 100.1% | -0.5% | 111 | 105 | 5.7% | 1.9 | 1.8 | 5.6% |
| \$650,001 - \$800,000 | 1126 | 1053 | 6.9% | 16 | 16 | 0.0% | 98.8% | 98.9% | -0.1% | 199 | 249 | -20.1% | 2.2 | 3.0 | -26.7% |
| \$800,001 - \$1.1M | 996 | 879 | 13.3% | 15 | 18 | -16.7% | 99.2% | 98.3% | 0.9% | 229 | 211 | 8.5% | 2.9 | 3.1 | -6.5% |
| \$1.1M - \$1.9M | 600 | 512 | 17.2% | 31 | 32 | -3.1% | 95.9% | 96.6% | -0.7% | 247 | 222 | 11.3% | 5.3 | 5.5 | -3.6% |
| \$1.9M and Above | 185 | 178 | 3.9% | 63 | 73 | -13.7% | 93.2% | 90.9% | 2.5% | 225 | 237 | -5.1% | 14.6 | 16.5 | -11.5% |
| All Single Family Homes | 4108 | 3948 | 4.1% | 17 | 18 | -5.6% | 98.3% | 98.9% | -0.6% | 1119 | 1159 | -3.5% | 3.3 | 3.6 | -8.3% |

| Condos | Pending Sales | | | Days on Market | | | Percentage of Original Price Received | | | Inventory of Homes for Sale | | | Months Supply of Inventory | | |
|-----------------------|---------------|-------------|-------------|----------------|-----------|--------------|---------------------------------------|--------------|--------------|-----------------------------|-------------|--------------|----------------------------|------------|-------------|
| | Mar-18 | Mar-17 | % | Mar-18 | Mar-17 | % | Mar-18 | Mar-17 | % | Mar-18 | Mar-17 | % | Mar-18 | Mar-17 | % |
| \$150,000 and below | 332 | 366 | -9.3% | 43 | 42 | 2.4% | 93.5% | 91.0% | 2.7% | 156 | 125 | 24.8% | 5.5 | 3.9 | 41.0% |
| \$150,001 - \$200,000 | 314 | 357 | -12.0% | 28 | 25 | 12.0% | 96.5% | 96.4% | 0.1% | 94 | 86 | 9.3% | 3.4 | 3.1 | 9.7% |
| \$200,001 - \$250,000 | 438 | 422 | 3.8% | 21 | 23 | -8.7% | 96.6% | 97.0% | -0.4% | 116 | 107 | 8.4% | 3.2 | 3.1 | 3.2% |
| \$250,001 - \$300,000 | 486 | 562 | -13.5% | 21 | 18 | 16.7% | 97.7% | 98.2% | -0.5% | 132 | 141 | -6.4% | 3.1 | 2.8 | 10.7% |
| \$300,001 - \$375,000 | 1081 | 1073 | 0.7% | 13 | 14 | -7.1% | 98.9% | 99.2% | -0.3% | 216 | 223 | -3.1% | 2.4 | 2.6 | -7.7% |
| \$375,001 - \$475,000 | 1219 | 1188 | 2.6% | 14 | 13 | 7.7% | 98.4% | 98.7% | -0.3% | 287 | 265 | 8.3% | 2.8 | 2.8 | 0.0% |
| \$475,001 - \$700,000 | 1613 | 1339 | 20.5% | 15 | 18 | -16.7% | 98.8% | 98.7% | 0.1% | 401 | 337 | 19.0% | 3.3 | 3.4 | -2.9% |
| \$700,001 and above | 727 | 607 | 19.8% | 40 | 52 | -23.1% | 96.8% | 95.5% | 1.4% | 503 | 428 | 17.5% | 9.1 | 9.3 | -2.2% |
| All Condos | 6210 | 5914 | 5.0% | 18 | 19 | -5.3% | 98.6% | 98.7% | -0.1% | 1905 | 1712 | 11.3% | 3.8 | 3.7 | 2.7% |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

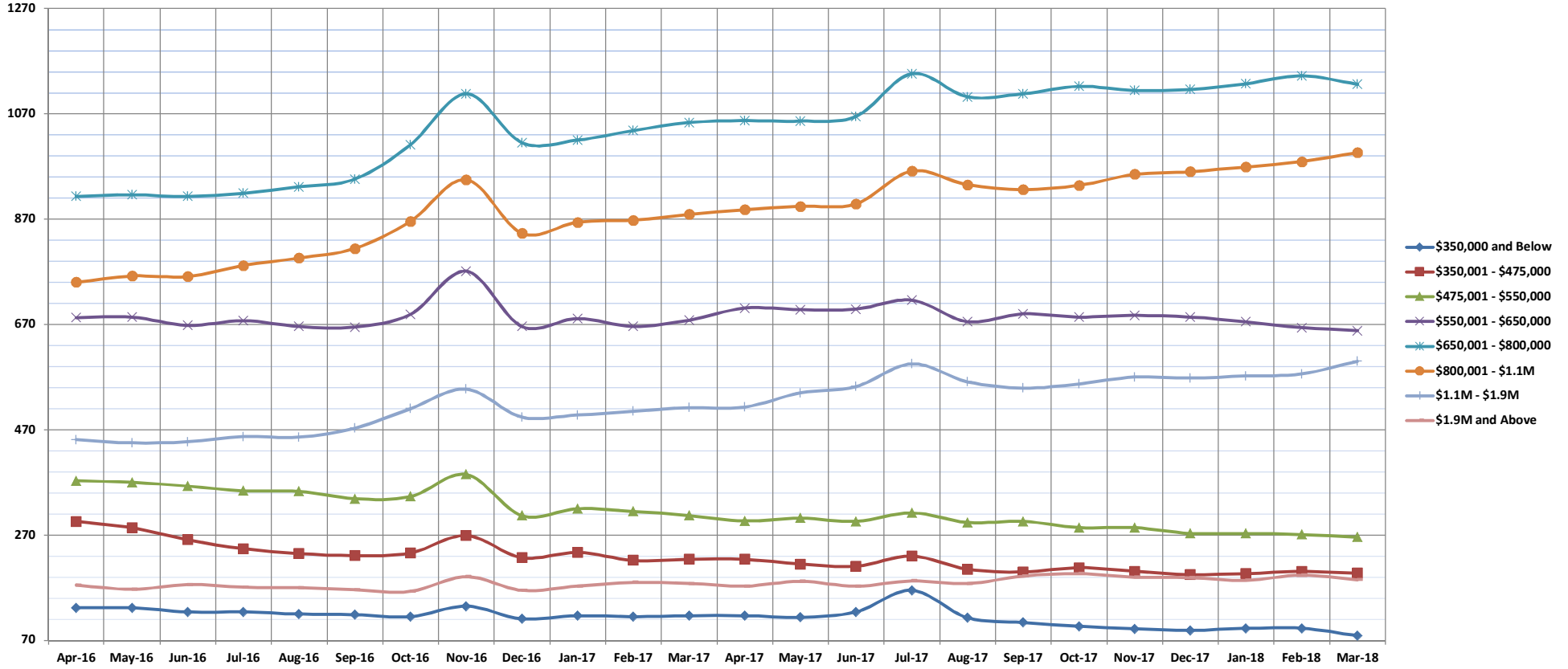


Pending Sales

Mar-18

Single Family Homes: Monthly, by Price Range

(A count of properties that have offers accepted on them in a given month. Based on a 12 month rolling total.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| \$350,000 and Below | 132 | 132 | 124 | 124 | 120 | 119 | 115 | 135 | 111 | 117 | 115 | 117 | 117 | 114 | 124 | 165 | 113 | 104 | 97 | 92 | 89 | 93 | 93 | 79 |
| \$350,001 - \$475,000 | 296 | 284 | 261 | 244 | 235 | 231 | 236 | 269 | 227 | 237 | 222 | 224 | 224 | 215 | 211 | 230 | 205 | 200 | 208 | 201 | 195 | 197 | 201 | 198 |
| \$475,001 - \$550,000 | 373 | 370 | 363 | 354 | 353 | 339 | 343 | 385 | 307 | 320 | 315 | 307 | 297 | 302 | 296 | 312 | 294 | 296 | 284 | 284 | 273 | 273 | 271 | 266 |
| \$550,001 - \$650,000 | 683 | 684 | 668 | 677 | 666 | 665 | 689 | 771 | 666 | 681 | 666 | 678 | 701 | 698 | 699 | 716 | 675 | 690 | 684 | 687 | 684 | 675 | 664 | 658 |
| \$650,001 - \$800,000 | 913 | 916 | 913 | 919 | 931 | 946 | 1011 | 1108 | 1015 | 1020 | 1038 | 1053 | 1057 | 1056 | 1065 | 1146 | 1102 | 1108 | 1122 | 1114 | 1116 | 1127 | 1142 | 1126 |
| \$800,001 - \$1.1M | 750 | 762 | 761 | 782 | 796 | 814 | 866 | 945 | 843 | 864 | 868 | 879 | 888 | 894 | 899 | 961 | 935 | 926 | 934 | 955 | 960 | 969 | 979 | 996 |
| \$1.1M - \$1.9M | 451 | 445 | 447 | 457 | 456 | 473 | 510 | 547 | 494 | 498 | 505 | 512 | 513 | 540 | 552 | 595 | 561 | 549 | 557 | 570 | 568 | 572 | 576 | 600 |
| \$1.9M and Above | 175 | 167 | 176 | 171 | 170 | 166 | 163 | 191 | 165 | 173 | 180 | 178 | 173 | 182 | 173 | 183 | 178 | 192 | 197 | 190 | 189 | 184 | 194 | 185 |
| All Single Family Homes | 3773 | 3760 | 3713 | 3728 | 3727 | 3753 | 3933 | 4351 | 3828 | 3910 | 3909 | 3948 | 3970 | 4001 | 4019 | 4308 | 4063 | 4065 | 4083 | 4093 | 4074 | 4090 | 4120 | 4108 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

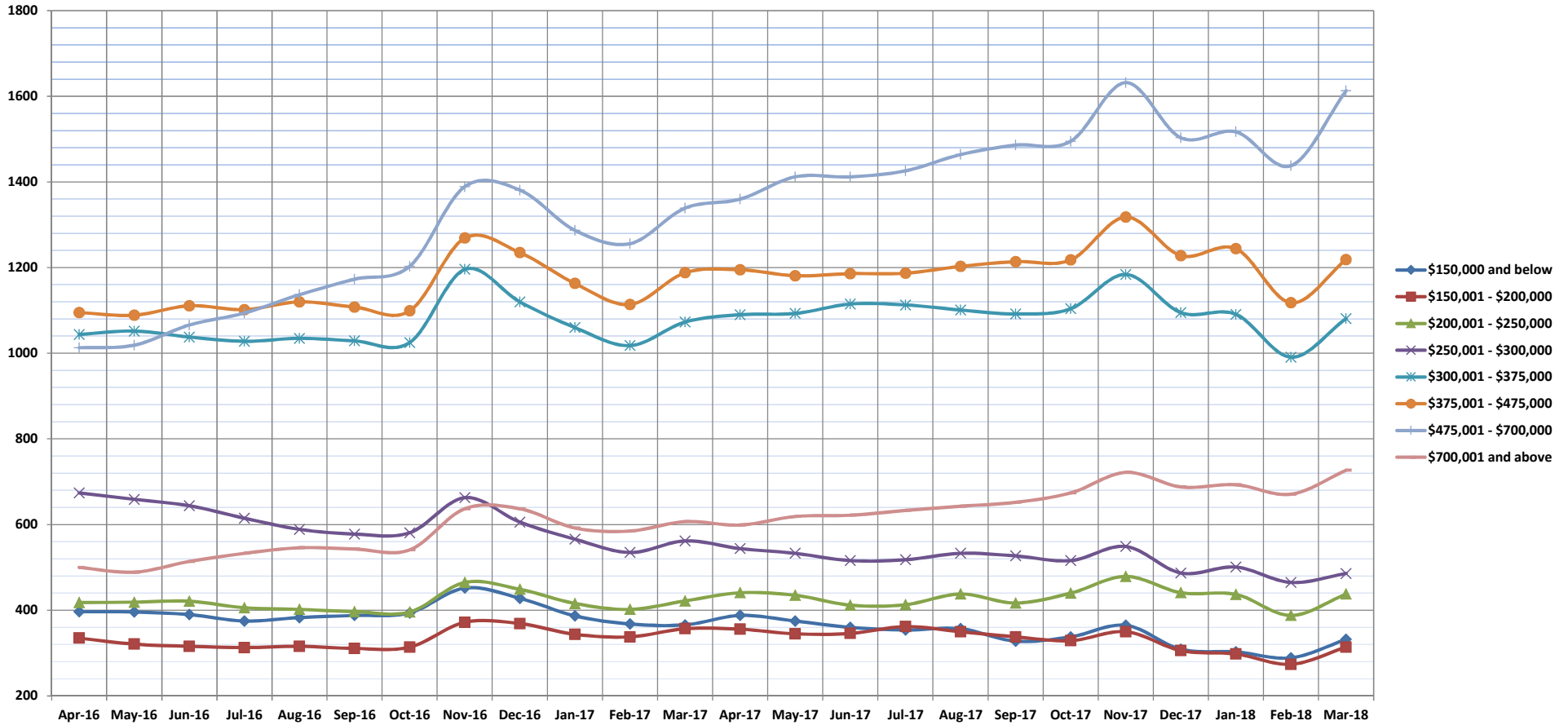


Pending Sales

Mar-18

Condos: Monthly, by Price Range

(A count of properties that have offers accepted on them in a given month. Based on a 12 month rolling total.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| \$150,000 and below | 397 | 396 | 390 | 375 | 383 | 388 | 394 | 452 | 428 | 387 | 368 | 366 | 388 | 375 | 360 | 354 | 357 | 328 | 338 | 365 | 309 | 303 | 289 | 332 |
| \$150,001 - \$200,000 | 335 | 321 | 316 | 313 | 316 | 311 | 314 | 372 | 369 | 344 | 338 | 357 | 356 | 345 | 346 | 362 | 350 | 338 | 329 | 350 | 306 | 298 | 274 | 314 |
| \$200,001 - \$250,000 | 418 | 419 | 421 | 406 | 402 | 397 | 396 | 465 | 449 | 416 | 402 | 422 | 441 | 435 | 412 | 413 | 438 | 417 | 440 | 479 | 441 | 437 | 388 | 438 |
| \$250,001 - \$300,000 | 674 | 659 | 644 | 615 | 589 | 578 | 581 | 663 | 606 | 566 | 535 | 562 | 544 | 533 | 516 | 518 | 533 | 527 | 516 | 549 | 487 | 501 | 465 | 486 |
| \$300,001 - \$375,000 | 1044 | 1052 | 1038 | 1028 | 1035 | 1029 | 1025 | 1196 | 1120 | 1060 | 1018 | 1073 | 1090 | 1093 | 1115 | 1113 | 1101 | 1092 | 1104 | 1184 | 1095 | 1091 | 991 | 1081 |
| \$375,001 - \$475,000 | 1095 | 1089 | 1111 | 1102 | 1120 | 1108 | 1099 | 1269 | 1235 | 1163 | 1114 | 1188 | 1195 | 1181 | 1186 | 1187 | 1203 | 1214 | 1218 | 1318 | 1228 | 1244 | 1118 | 1219 |
| \$475,001 - \$700,000 | 1013 | 1019 | 1066 | 1094 | 1137 | 1173 | 1203 | 1389 | 1381 | 1287 | 1256 | 1339 | 1360 | 1412 | 1412 | 1426 | 1464 | 1486 | 1495 | 1632 | 1503 | 1517 | 1438 | 1613 |
| \$700,001 and above | 500 | 489 | 514 | 533 | 546 | 543 | 541 | 637 | 637 | 592 | 585 | 607 | 599 | 619 | 622 | 633 | 643 | 652 | 674 | 722 | 688 | 693 | 671 | 727 |
| All Condos | 5476 | 5444 | 5500 | 5466 | 5528 | 5527 | 5553 | 6443 | 6225 | 5815 | 5616 | 5914 | 5973 | 5993 | 5969 | 6006 | 6089 | 6054 | 6114 | 6599 | 6057 | 6084 | 5634 | 6210 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

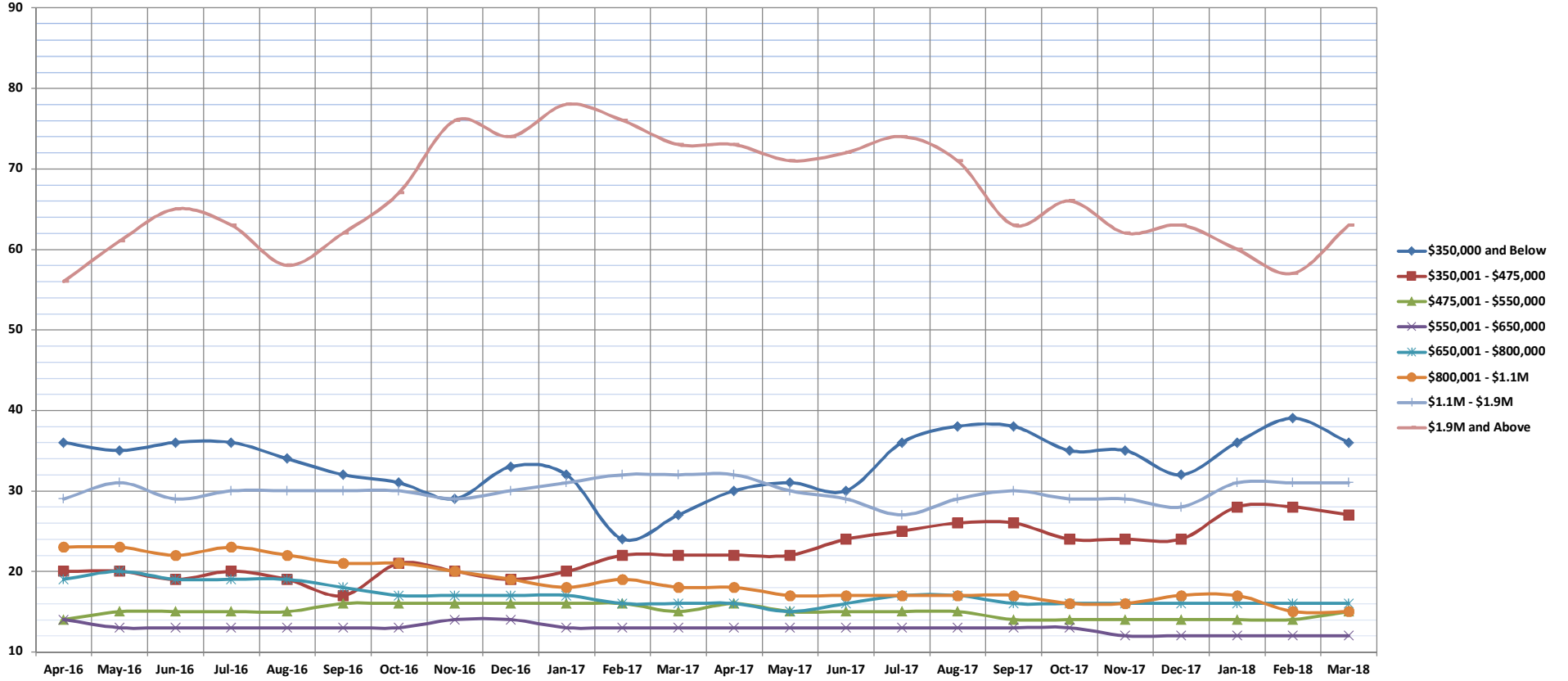


Days on Market Until Sale

Mar-18

Single Family Homes: Monthly, by Price Range

(The median number of days between when a property is first listed and when an offer is accepted. Based on a 12 month rolling median.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| \$350,000 and Below | 36 | 35 | 36 | 36 | 34 | 32 | 31 | 29 | 33 | 32 | 24 | 27 | 30 | 31 | 30 | 36 | 38 | 38 | 35 | 35 | 32 | 36 | 39 | 36 |
| \$350,001 - \$475,000 | 20 | 20 | 19 | 20 | 19 | 17 | 21 | 20 | 19 | 20 | 22 | 22 | 22 | 22 | 24 | 25 | 26 | 26 | 24 | 24 | 24 | 28 | 28 | 27 |
| \$475,001 - \$550,000 | 14 | 15 | 15 | 15 | 15 | 16 | 16 | 16 | 16 | 16 | 16 | 15 | 16 | 15 | 15 | 15 | 15 | 14 | 14 | 14 | 14 | 14 | 14 | 15 |
| \$550,001 - \$650,000 | 14 | 13 | 13 | 13 | 13 | 13 | 13 | 14 | 14 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 12 | 12 | 12 | 12 | 12 |
| \$650,001 - \$800,000 | 19 | 20 | 19 | 19 | 19 | 18 | 17 | 17 | 17 | 17 | 16 | 16 | 16 | 15 | 16 | 17 | 17 | 16 | 16 | 16 | 16 | 16 | 16 | 16 |
| \$800,001 - \$1.1M | 23 | 23 | 22 | 23 | 22 | 21 | 21 | 20 | 19 | 18 | 19 | 18 | 18 | 17 | 17 | 17 | 17 | 17 | 16 | 16 | 17 | 17 | 15 | 15 |
| \$1.1M - \$1.9M | 29 | 31 | 29 | 30 | 30 | 30 | 30 | 29 | 30 | 31 | 32 | 32 | 32 | 30 | 29 | 27 | 29 | 30 | 29 | 29 | 28 | 31 | 31 | 31 |
| \$1.9M and Above | 56 | 61 | 65 | 63 | 58 | 62 | 67 | 76 | 74 | 78 | 76 | 73 | 73 | 71 | 72 | 74 | 71 | 63 | 66 | 62 | 63 | 60 | 57 | 63 |
| All Single Family Homes | 19 | 19 | 19 | 19 | 19 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 17 | 17 | 17 | 17 | 17 | 17 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

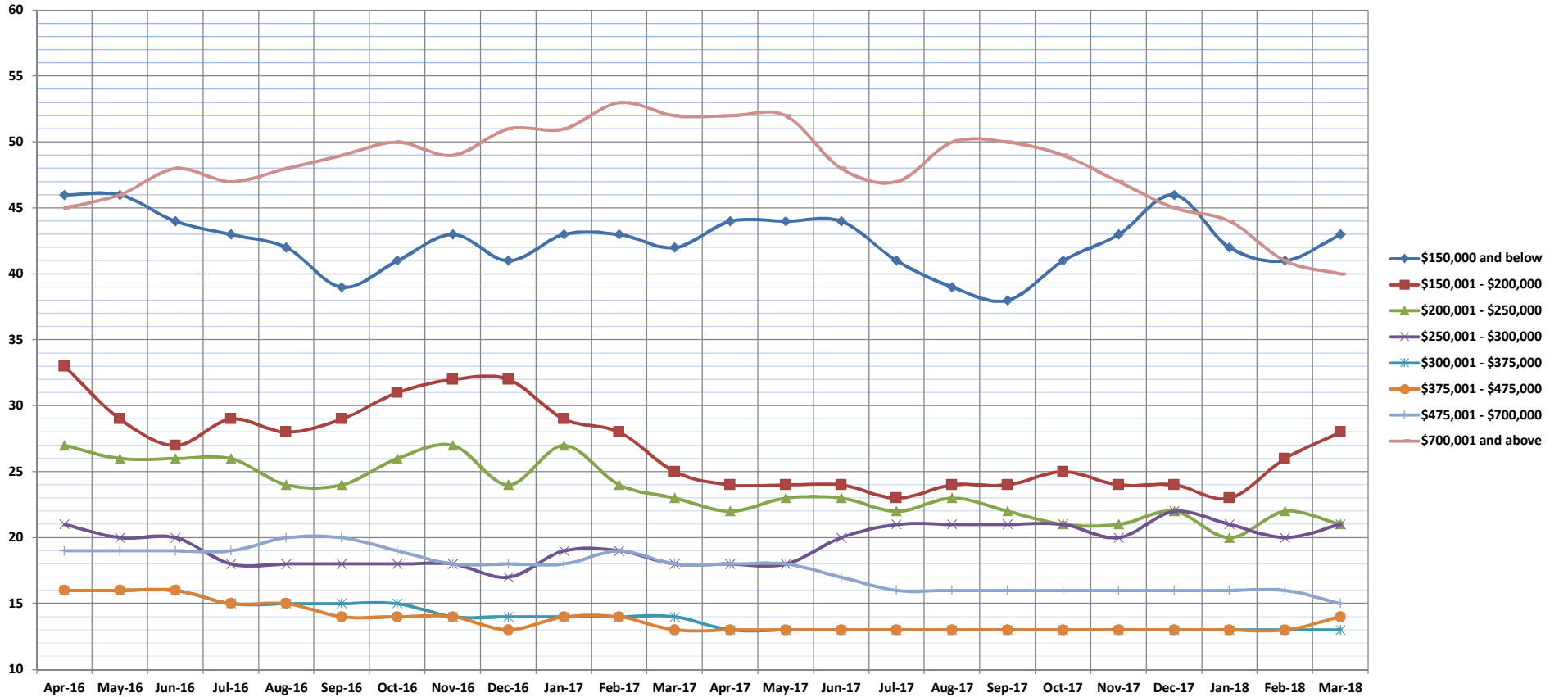


Days on Market Until Sale

Mar-18

Condos: Monthly, by Price Range

(The median number of days between when a property is first listed and when an offer is accepted. Based on a 12 month rolling median.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|-----------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| \$150,000 and below | 46 | 46 | 44 | 43 | 42 | 39 | 41 | 43 | 41 | 43 | 43 | 42 | 44 | 44 | 44 | 41 | 39 | 38 | 41 | 43 | 46 | 42 | 41 | 43 |
| \$150,001 - \$200,000 | 33 | 29 | 27 | 29 | 28 | 29 | 31 | 32 | 32 | 29 | 28 | 25 | 24 | 24 | 24 | 23 | 24 | 24 | 25 | 24 | 24 | 23 | 26 | 28 |
| \$200,001 - \$250,000 | 27 | 26 | 26 | 26 | 24 | 24 | 26 | 27 | 24 | 27 | 24 | 23 | 22 | 23 | 23 | 22 | 23 | 22 | 21 | 21 | 22 | 20 | 22 | 21 |
| \$250,001 - \$300,000 | 21 | 20 | 20 | 18 | 18 | 18 | 18 | 18 | 17 | 19 | 19 | 18 | 18 | 18 | 20 | 21 | 21 | 21 | 21 | 20 | 22 | 21 | 20 | 21 |
| \$300,001 - \$375,000 | 16 | 16 | 16 | 15 | 15 | 15 | 15 | 14 | 14 | 14 | 14 | 14 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 |
| \$375,001 - \$475,000 | 16 | 16 | 16 | 15 | 15 | 14 | 14 | 14 | 13 | 14 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 13 | 14 |
| \$475,001 - \$700,000 | 19 | 19 | 19 | 19 | 20 | 20 | 19 | 18 | 18 | 18 | 19 | 18 | 18 | 18 | 17 | 16 | 16 | 16 | 16 | 16 | 16 | 16 | 16 | 15 |
| \$700,001 and above | 45 | 46 | 48 | 47 | 48 | 49 | 50 | 49 | 51 | 51 | 53 | 52 | 52 | 52 | 48 | 47 | 50 | 50 | 49 | 47 | 45 | 44 | 41 | 40 |
| All Condos | 21 | 21 | 21 | 20 | 20 | 20 | 20 | 20 | 19 | 20 | 20 | 19 | 19 | 19 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 17 | 17 | 18 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

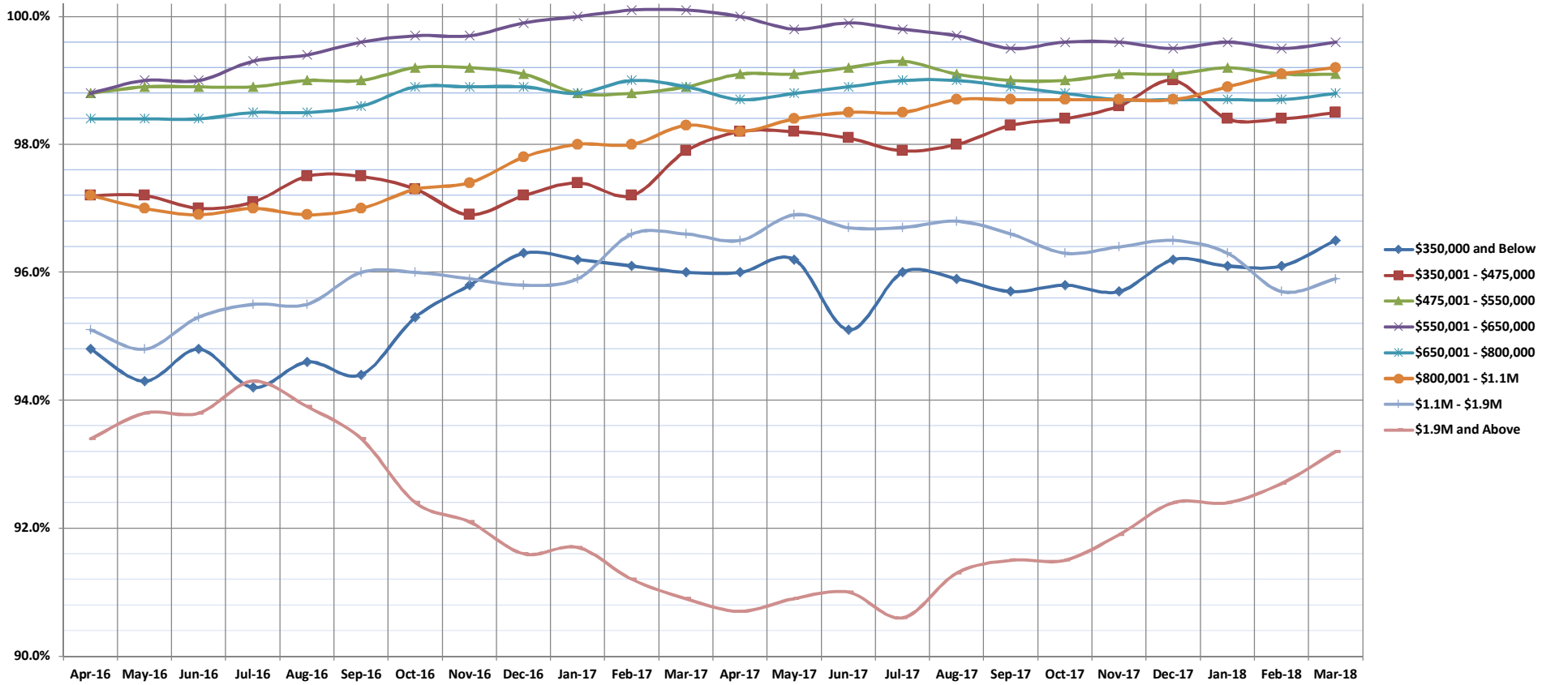


Percentage of Original Price Received

Mar-18

Single Family Homes: Monthly, by Price Range

(The average percentage found when dividing a property's sales price by the original list price. Based on a rolling 12 month average.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| \$350,000 and Below | 94.8% | 94.3% | 94.8% | 94.2% | 94.6% | 94.4% | 95.3% | 95.8% | 96.3% | 96.2% | 96.1% | 96.0% | 96.0% | 96.2% | 95.1% | 96.0% | 95.9% | 95.7% | 95.8% | 95.7% | 96.2% | 96.1% | 96.1% | 96.5% |
| \$350,001 - \$475,000 | 97.2% | 97.2% | 97.0% | 97.1% | 97.5% | 97.5% | 97.3% | 96.9% | 97.2% | 97.4% | 97.2% | 97.9% | 98.2% | 98.2% | 98.1% | 97.9% | 98.0% | 98.3% | 98.4% | 98.6% | 99.0% | 98.4% | 98.4% | 98.5% |
| \$475,001 - \$550,000 | 98.8% | 98.9% | 98.9% | 98.9% | 99.0% | 99.0% | 99.2% | 99.2% | 99.1% | 98.8% | 98.8% | 98.9% | 99.1% | 99.1% | 99.2% | 99.3% | 99.1% | 99.0% | 99.0% | 99.1% | 99.1% | 99.2% | 99.1% | 99.1% |
| \$550,001 - \$650,000 | 98.8% | 99.0% | 99.0% | 99.3% | 99.4% | 99.6% | 99.7% | 99.7% | 99.9% | 100.0% | 100.1% | 100.1% | 100.0% | 99.8% | 99.9% | 99.8% | 99.7% | 99.5% | 99.6% | 99.6% | 99.5% | 99.6% | 99.5% | 99.6% |
| \$650,001 - \$800,000 | 98.4% | 98.4% | 98.4% | 98.5% | 98.5% | 98.6% | 98.9% | 98.9% | 98.9% | 98.8% | 99.0% | 98.9% | 98.7% | 98.8% | 98.9% | 99.0% | 99.0% | 98.9% | 98.8% | 98.7% | 98.7% | 98.7% | 98.7% | 98.8% |
| \$800,001 - \$1.1M | 97.2% | 97.0% | 96.9% | 97.0% | 96.9% | 97.0% | 97.3% | 97.4% | 97.8% | 98.0% | 98.0% | 98.3% | 98.2% | 98.4% | 98.5% | 98.5% | 98.7% | 98.7% | 98.7% | 98.7% | 98.7% | 98.7% | 98.7% | 99.2% |
| \$1.1M - \$1.9M | 95.1% | 94.8% | 95.3% | 95.5% | 96.0% | 96.0% | 95.9% | 95.8% | 95.9% | 96.6% | 96.6% | 96.5% | 96.9% | 96.7% | 96.7% | 96.8% | 96.8% | 96.6% | 96.3% | 96.4% | 96.5% | 96.3% | 95.7% | 95.9% |
| \$1.9M and Above | 93.4% | 93.8% | 93.8% | 94.3% | 93.9% | 93.4% | 92.4% | 92.1% | 91.6% | 91.7% | 91.2% | 90.9% | 90.7% | 90.9% | 91.0% | 90.6% | 91.3% | 91.5% | 91.5% | 91.9% | 92.4% | 92.4% | 92.7% | 93.2% |
| All Single Family Homes | 98.6% | 98.7% | 98.6% | 98.8% | 98.8% | 98.9% | 99.1% | 99.1% | 99.1% | 99.1% | 99.0% | 98.9% | 98.7% | 98.8% | 98.9% | 98.7% | 98.6% | 98.5% | 98.4% | 98.3% | 98.2% | 98.2% | 98.3% | 98.3% |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

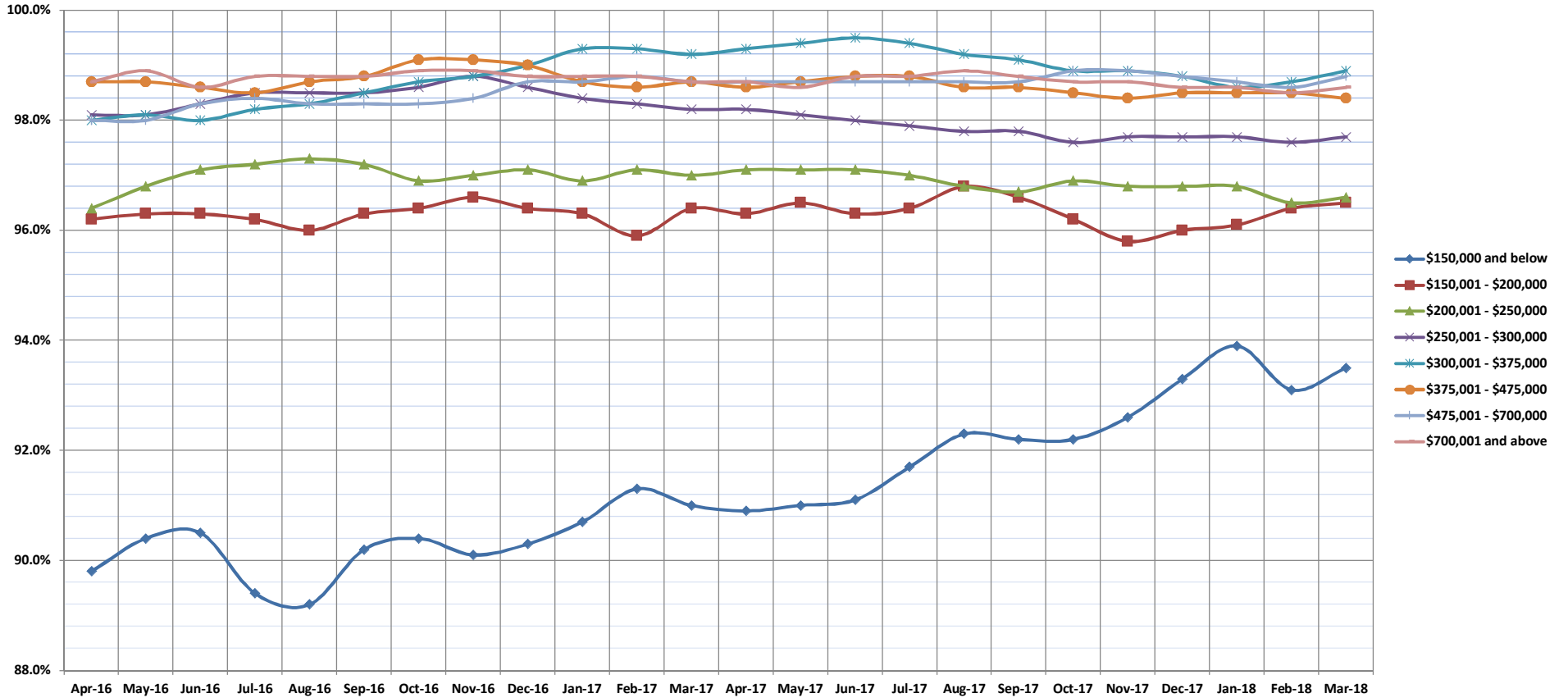


Percentage of Original Price Received

Mar-18

Condos: Monthly, by Price Range

(The average percentage found when dividing a property's sales price by the original list price. Based on a rolling 12 month average.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 | |
|------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| \$150,000 and below | 89.8% | 90.4% | 90.5% | 89.4% | 89.2% | 90.2% | 90.4% | 90.1% | 90.3% | 90.7% | 91.3% | 91.0% | 90.9% | 91.0% | 91.1% | 91.7% | 92.3% | 92.2% | 92.2% | 92.6% | 93.3% | 93.9% | 93.1% | 93.5% | |
| \$150,001 - \$200,000 | 96.2% | 96.3% | 96.3% | 96.2% | 96.0% | 96.3% | 96.4% | 96.6% | 96.4% | 96.3% | 95.9% | 96.4% | 96.3% | 96.5% | 96.3% | 96.4% | 96.8% | 96.6% | 96.2% | 95.8% | 96.0% | 96.1% | 96.4% | 96.5% | |
| \$200,001 - \$250,000 | 96.4% | 96.8% | 97.1% | 97.2% | 97.3% | 97.2% | 96.9% | 97.0% | 97.1% | 96.9% | 97.1% | 97.0% | 97.1% | 97.1% | 97.1% | 97.0% | 96.8% | 96.7% | 96.9% | 96.8% | 96.8% | 96.8% | 96.8% | 96.5% | 96.6% |
| \$250,001 - \$300,000 | 98.1% | 98.1% | 98.3% | 98.5% | 98.5% | 98.5% | 98.6% | 98.8% | 98.6% | 98.4% | 98.3% | 98.2% | 98.2% | 98.1% | 98.0% | 97.9% | 97.8% | 97.8% | 97.6% | 97.7% | 97.7% | 97.7% | 97.6% | 97.7% | |
| \$300,001 - \$375,000 | 98.0% | 98.1% | 98.0% | 98.2% | 98.3% | 98.5% | 98.7% | 98.8% | 99.0% | 99.3% | 99.3% | 99.2% | 99.3% | 99.4% | 99.5% | 99.4% | 99.2% | 99.1% | 98.9% | 98.9% | 98.8% | 98.6% | 98.7% | 98.9% | |
| \$375,001 - \$475,000 | 98.7% | 98.7% | 98.6% | 98.5% | 98.7% | 98.8% | 99.1% | 99.1% | 99.0% | 98.7% | 98.6% | 98.7% | 98.6% | 98.7% | 98.8% | 98.8% | 98.6% | 98.6% | 98.5% | 98.4% | 98.5% | 98.5% | 98.5% | 98.4% | |
| \$475,001 - \$700,000 | 98.0% | 98.0% | 98.3% | 98.4% | 98.3% | 98.3% | 98.3% | 98.4% | 98.7% | 98.7% | 98.8% | 98.7% | 98.7% | 98.7% | 98.7% | 98.7% | 98.7% | 98.7% | 98.7% | 98.7% | 98.8% | 98.8% | 98.7% | 98.8% | |
| \$700,001 and above | 95.1% | 95.3% | 95.1% | 94.9% | 94.9% | 94.9% | 94.8% | 94.5% | 94.0% | 94.4% | 94.6% | 95.5% | 95.7% | 95.4% | 95.7% | 95.8% | 95.8% | 95.7% | 95.8% | 96.1% | 96.5% | 96.6% | 96.7% | 96.8% | |
| All Condos | 98.7% | 98.9% | 98.6% | 98.8% | 98.8% | 98.8% | 98.9% | 98.9% | 98.8% | 98.8% | 98.8% | 98.7% | 98.7% | 98.6% | 98.8% | 98.8% | 98.9% | 98.8% | 98.7% | 98.7% | 98.6% | 98.6% | 98.5% | 98.6% | |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

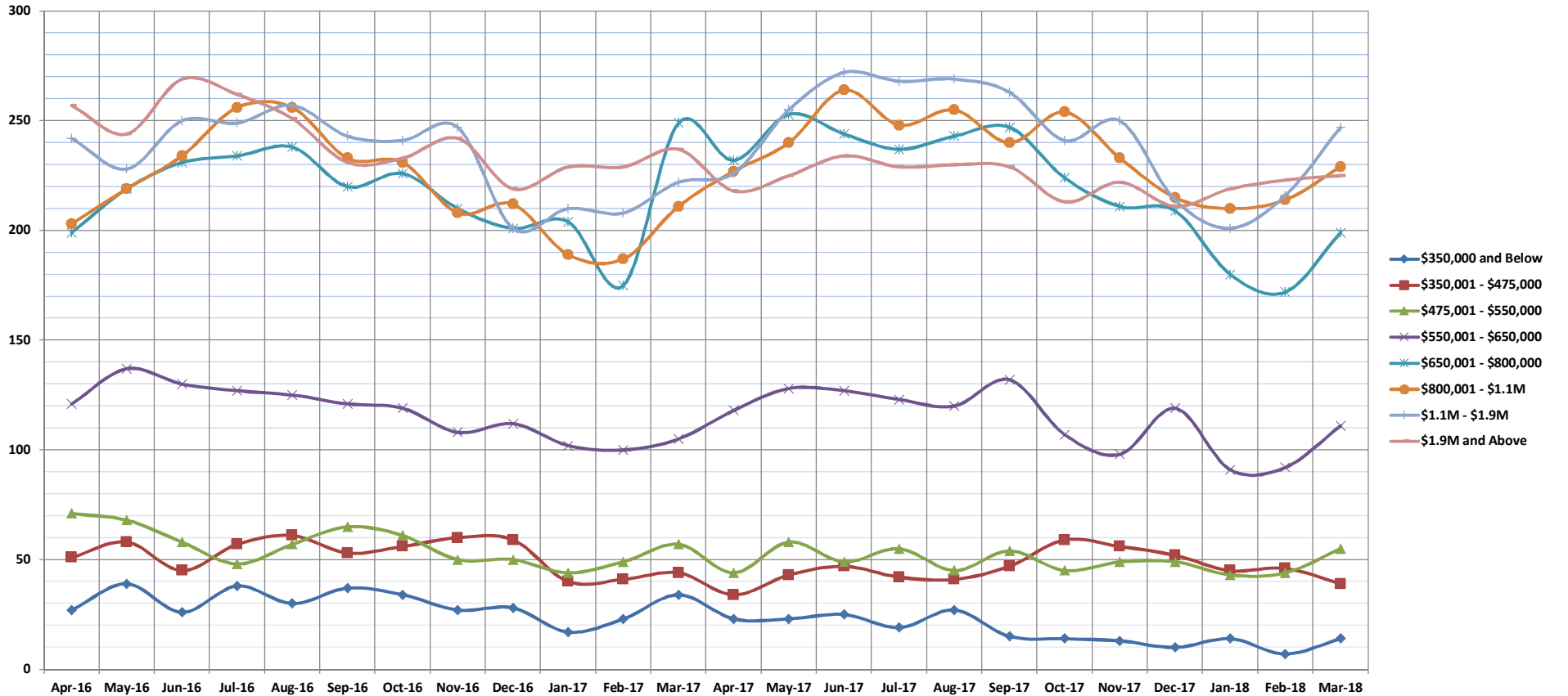


Inventory of Homes for Sale

Mar-18

Single Family Homes: Monthly, by Price Range

(The number of properties available for sale in active status at the end of a given month.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| \$350,000 and Below | 27 | 39 | 26 | 38 | 30 | 37 | 34 | 27 | 28 | 17 | 23 | 34 | 23 | 23 | 25 | 19 | 27 | 15 | 14 | 13 | 10 | 14 | 7 | 14 |
| \$350,001 - \$475,000 | 51 | 58 | 45 | 57 | 61 | 53 | 56 | 60 | 59 | 40 | 41 | 44 | 34 | 43 | 47 | 42 | 41 | 47 | 59 | 56 | 52 | 45 | 46 | 39 |
| \$475,001 - \$550,000 | 71 | 68 | 58 | 48 | 57 | 65 | 61 | 50 | 50 | 44 | 49 | 57 | 44 | 58 | 49 | 55 | 45 | 54 | 45 | 49 | 49 | 43 | 44 | 55 |
| \$550,001 - \$650,000 | 121 | 137 | 130 | 127 | 125 | 121 | 119 | 108 | 112 | 102 | 100 | 105 | 118 | 128 | 127 | 123 | 120 | 132 | 107 | 98 | 119 | 91 | 92 | 111 |
| \$650,001 - \$800,000 | 199 | 219 | 231 | 234 | 238 | 220 | 226 | 210 | 201 | 204 | 175 | 249 | 232 | 253 | 244 | 237 | 243 | 247 | 224 | 211 | 209 | 180 | 172 | 199 |
| \$800,001 - \$1.1M | 203 | 219 | 234 | 256 | 256 | 233 | 231 | 208 | 212 | 189 | 187 | 211 | 227 | 240 | 264 | 248 | 255 | 240 | 254 | 233 | 215 | 210 | 214 | 229 |
| \$1.1M - \$1.9M | 242 | 228 | 250 | 249 | 257 | 243 | 241 | 247 | 201 | 210 | 208 | 222 | 226 | 255 | 272 | 268 | 269 | 263 | 241 | 250 | 214 | 201 | 216 | 247 |
| \$1.9M and Above | 257 | 244 | 269 | 262 | 251 | 231 | 233 | 242 | 219 | 229 | 229 | 237 | 218 | 225 | 234 | 229 | 230 | 229 | 213 | 222 | 211 | 219 | 223 | 225 |
| All Single Family Homes | 1171 | 1212 | 1243 | 1271 | 1275 | 1203 | 1201 | 1152 | 1082 | 1035 | 1012 | 1159 | 1112 | 1225 | 1262 | 1221 | 1230 | 1227 | 1157 | 1132 | 1079 | 1003 | 1014 | 1119 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

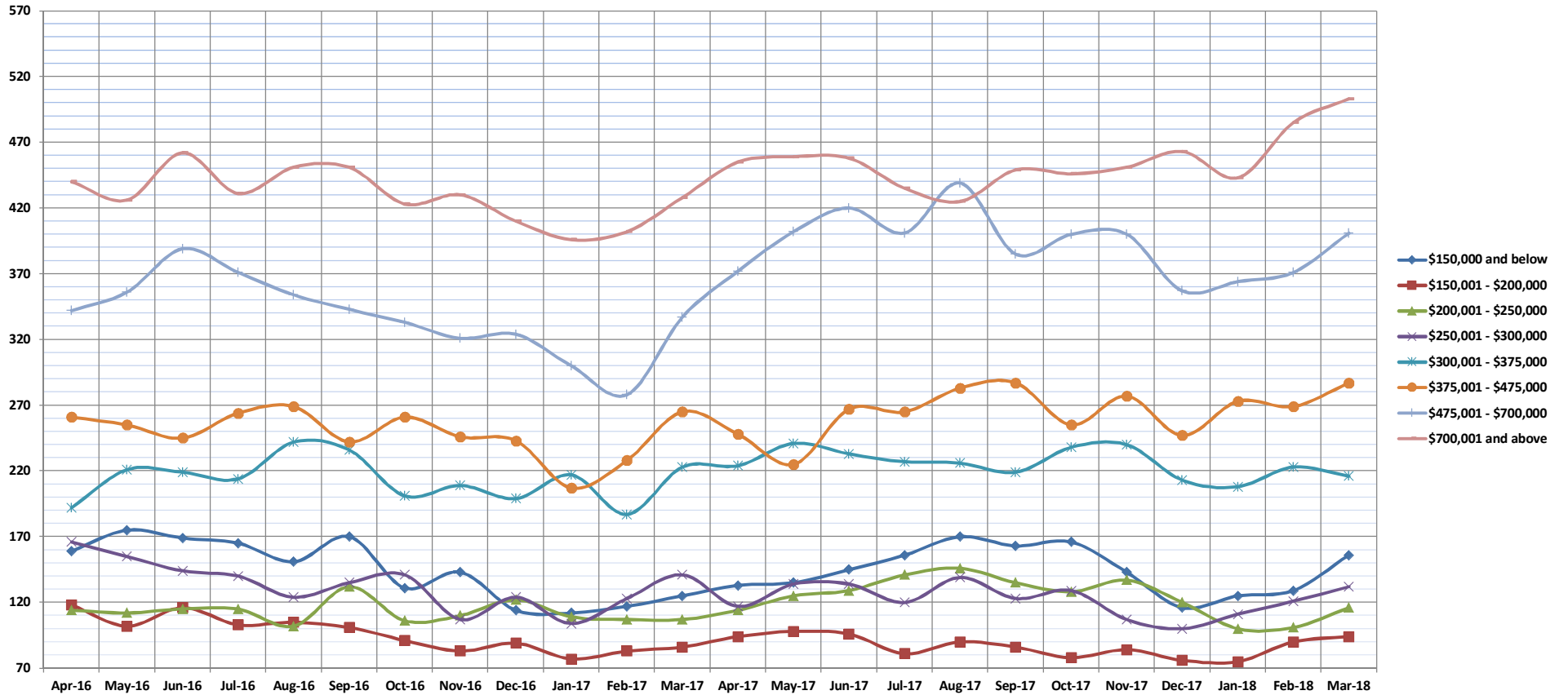


Inventory of Homes for Sale

Mar-18

Condos: Monthly, by Price Range

(The number of properties available for sale in active status at the end of a given month.)



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|-----------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| \$150,000 and below | 159 | 175 | 169 | 165 | 151 | 170 | 131 | 143 | 114 | 112 | 117 | 125 | 133 | 135 | 145 | 156 | 170 | 163 | 166 | 143 | 116 | 125 | 129 | 156 |
| \$150,001 - \$200,000 | 118 | 102 | 116 | 103 | 105 | 101 | 91 | 83 | 89 | 77 | 83 | 86 | 94 | 98 | 96 | 81 | 90 | 86 | 78 | 84 | 76 | 75 | 90 | 94 |
| \$200,001 - \$250,000 | 114 | 112 | 115 | 115 | 102 | 132 | 106 | 110 | 122 | 109 | 107 | 107 | 114 | 125 | 129 | 141 | 146 | 135 | 128 | 137 | 120 | 100 | 101 | 116 |
| \$250,001 - \$300,000 | 166 | 155 | 144 | 140 | 124 | 135 | 141 | 107 | 124 | 104 | 123 | 141 | 117 | 134 | 134 | 120 | 139 | 123 | 129 | 107 | 100 | 111 | 121 | 132 |
| \$300,001 - \$375,000 | 192 | 221 | 219 | 214 | 242 | 236 | 201 | 209 | 199 | 217 | 187 | 223 | 224 | 241 | 233 | 227 | 226 | 219 | 238 | 240 | 213 | 208 | 223 | 216 |
| \$375,001 - \$475,000 | 261 | 255 | 245 | 264 | 269 | 242 | 261 | 246 | 243 | 207 | 228 | 265 | 248 | 225 | 267 | 265 | 283 | 287 | 255 | 277 | 247 | 273 | 269 | 287 |
| \$475,001 - \$700,000 | 342 | 356 | 389 | 371 | 354 | 343 | 333 | 321 | 324 | 300 | 278 | 337 | 372 | 402 | 420 | 401 | 439 | 385 | 400 | 400 | 357 | 364 | 371 | 401 |
| \$700,001 and above | 440 | 426 | 462 | 431 | 451 | 451 | 423 | 430 | 410 | 396 | 402 | 428 | 455 | 459 | 458 | 435 | 425 | 449 | 446 | 451 | 463 | 443 | 485 | 503 |
| All Condos | 1792 | 1802 | 1859 | 1803 | 1798 | 1810 | 1687 | 1649 | 1625 | 1522 | 1525 | 1712 | 1757 | 1849 | 1882 | 1826 | 1918 | 1847 | 1840 | 1839 | 1692 | 1699 | 1789 | 1905 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

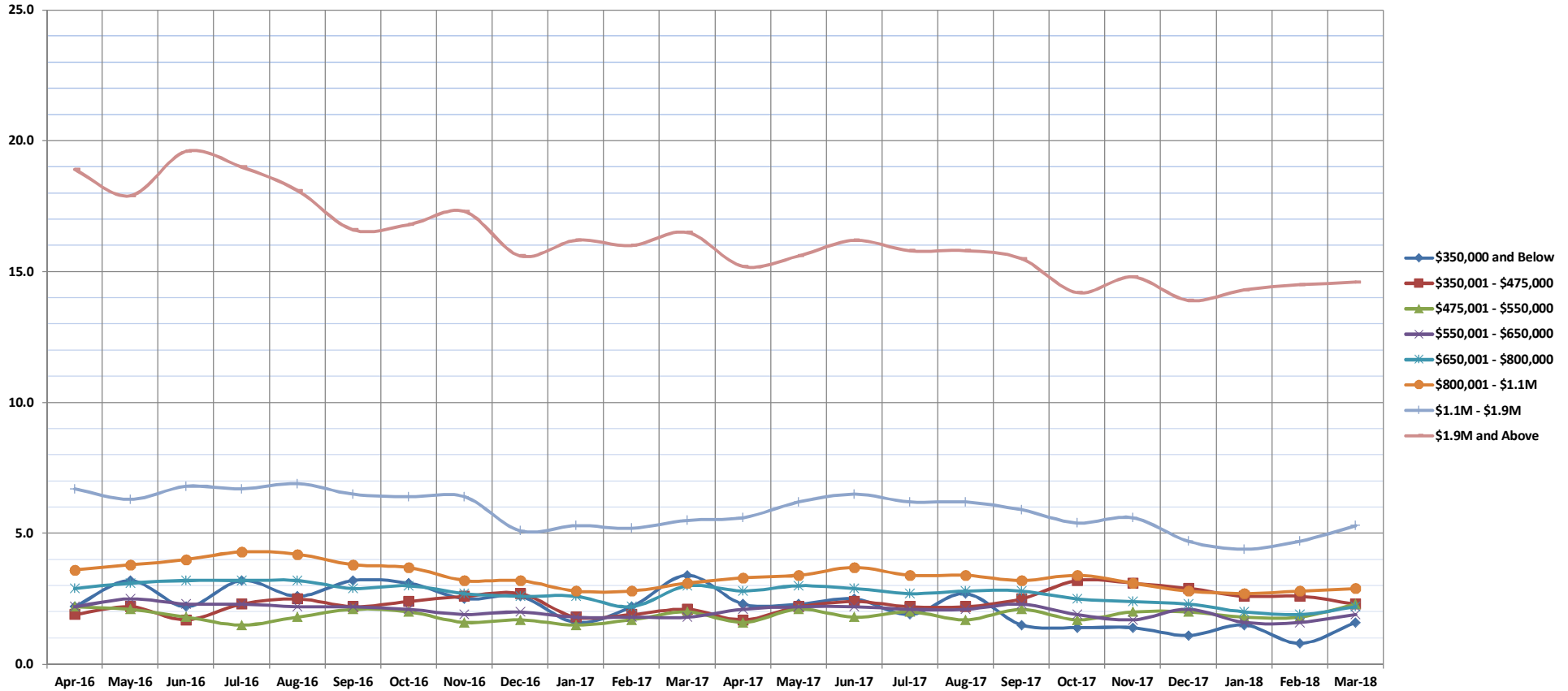


Months Supply of Inventory

Mar-18

Single Family Homes: Monthly, by Price Range

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



| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| \$350,000 and Below | 2.2 | 3.2 | 2.2 | 3.2 | 2.6 | 3.2 | 3.1 | 2.5 | 2.6 | 1.6 | 2.2 | 3.4 | 2.3 | 2.3 | 2.5 | 1.9 | 2.7 | 1.5 | 1.4 | 1.4 | 1.1 | 1.5 | 0.8 | 1.6 |
| \$350,001 - \$475,000 | 1.9 | 2.2 | 1.7 | 2.3 | 2.5 | 2.2 | 2.4 | 2.6 | 2.7 | 1.8 | 1.9 | 2.1 | 1.7 | 2.2 | 2.4 | 2.2 | 2.2 | 2.5 | 3.2 | 3.1 | 2.9 | 2.6 | 2.6 | 2.3 |
| \$475,001 - \$550,000 | 2.2 | 2.1 | 1.8 | 1.5 | 1.8 | 2.1 | 2.0 | 1.6 | 1.7 | 1.5 | 1.7 | 2.0 | 1.6 | 2.1 | 1.8 | 2.0 | 1.7 | 2.1 | 1.7 | 2.0 | 2.0 | 1.8 | 1.8 | 2.3 |
| \$550,001 - \$650,000 | 2.2 | 2.5 | 2.3 | 2.3 | 2.2 | 2.2 | 2.1 | 1.9 | 2.0 | 1.8 | 1.8 | 1.8 | 2.1 | 2.2 | 2.2 | 2.1 | 2.1 | 2.3 | 1.9 | 1.7 | 2.1 | 1.6 | 1.6 | 1.9 |
| \$650,001 - \$800,000 | 2.9 | 3.1 | 3.2 | 3.2 | 3.2 | 2.9 | 3.0 | 2.7 | 2.6 | 2.6 | 2.2 | 3.0 | 2.8 | 3.0 | 2.9 | 2.7 | 2.8 | 2.8 | 2.5 | 2.4 | 2.3 | 2.0 | 1.9 | 2.2 |
| \$800,001 - \$1.1M | 3.6 | 3.8 | 4.0 | 4.3 | 4.2 | 3.8 | 3.7 | 3.2 | 3.2 | 2.8 | 2.8 | 3.1 | 3.3 | 3.4 | 3.7 | 3.4 | 3.4 | 3.2 | 3.4 | 3.1 | 2.8 | 2.7 | 2.8 | 2.9 |
| \$1.1M - \$1.9M | 6.7 | 6.3 | 6.8 | 6.7 | 6.9 | 6.5 | 6.4 | 6.4 | 5.1 | 5.3 | 5.2 | 5.5 | 5.6 | 6.2 | 6.5 | 6.2 | 6.2 | 5.9 | 5.4 | 5.6 | 4.7 | 4.4 | 4.7 | 5.3 |
| \$1.9M and Above | 18.9 | 17.9 | 19.6 | 19.0 | 18.1 | 16.6 | 16.8 | 17.3 | 15.6 | 16.2 | 16.0 | 16.5 | 15.2 | 15.6 | 16.2 | 15.8 | 15.8 | 15.5 | 14.2 | 14.8 | 13.9 | 14.3 | 14.5 | 14.6 |
| All Single Family Homes | 3.9 | 4.0 | 4.0 | 4.1 | 4.1 | 3.9 | 3.9 | 3.6 | 3.4 | 3.3 | 3.2 | 3.6 | 3.5 | 3.8 | 3.9 | 3.7 | 3.7 | 3.7 | 3.4 | 3.4 | 3.2 | 3.0 | 3.0 | 3.3 |

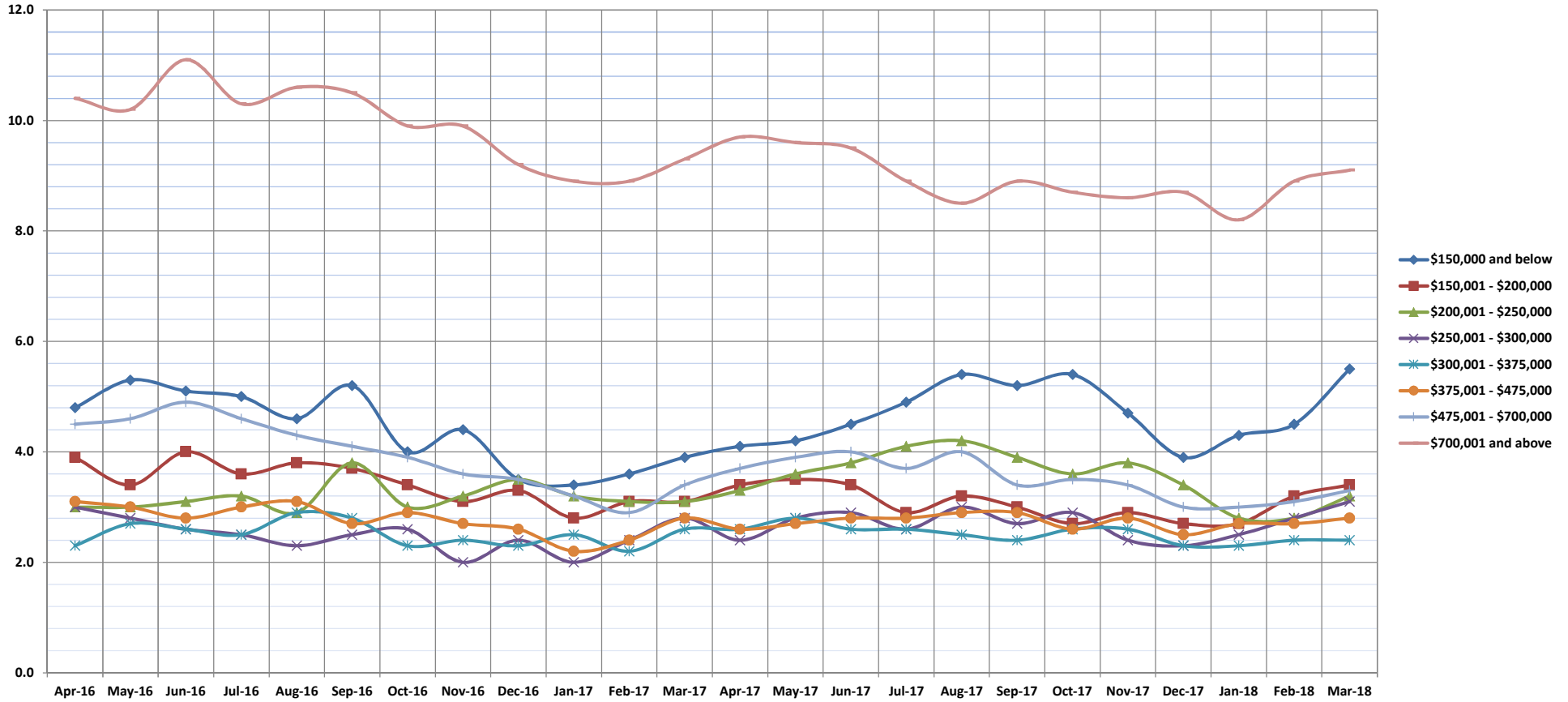
SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

Months Supply of Inventory

Mar-18

Condos: Monthly, by Price Range

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



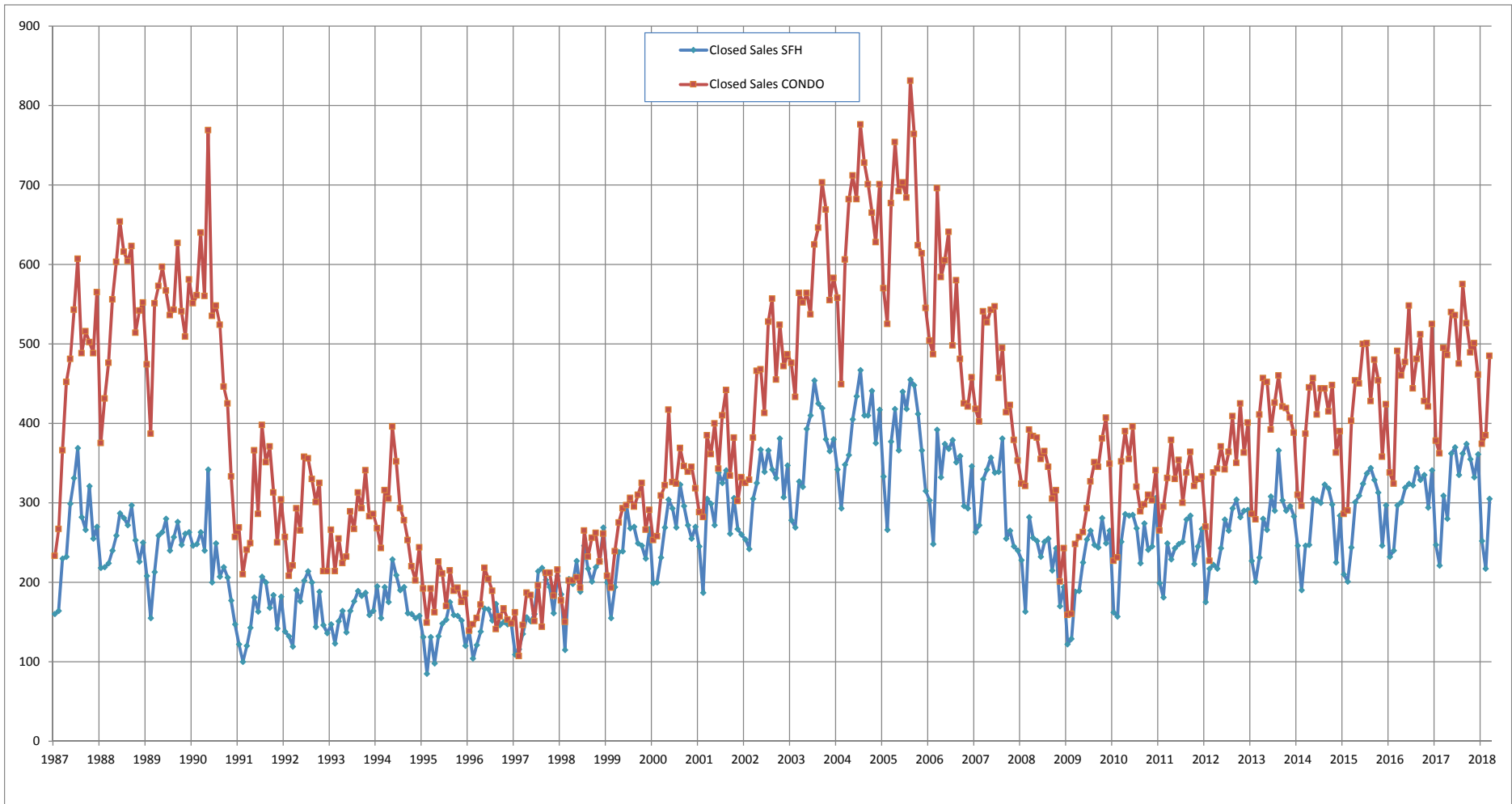
| | Apr-16 | May-16 | Jun-16 | Jul-16 | Aug-16 | Sep-16 | Oct-16 | Nov-16 | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | Jan-18 | Feb-18 | Mar-18 |
|-----------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| \$150,000 and below | 4.8 | 5.3 | 5.1 | 5.0 | 4.6 | 5.2 | 4.0 | 4.4 | 3.5 | 3.4 | 3.6 | 3.9 | 4.1 | 4.2 | 4.5 | 4.9 | 5.4 | 5.2 | 5.4 | 4.7 | 3.9 | 4.3 | 4.5 | 5.5 |
| \$150,001 - \$200,000 | 3.9 | 3.4 | 4.0 | 3.6 | 3.8 | 3.7 | 3.4 | 3.1 | 3.3 | 2.8 | 3.1 | 3.1 | 3.4 | 3.5 | 3.4 | 2.9 | 3.2 | 3.0 | 2.7 | 2.9 | 2.7 | 2.7 | 3.2 | 3.4 |
| \$200,001 - \$250,000 | 3.0 | 3.0 | 3.1 | 3.2 | 2.9 | 3.8 | 3.0 | 3.2 | 3.5 | 3.2 | 3.1 | 3.1 | 3.3 | 3.6 | 3.8 | 4.1 | 4.2 | 3.9 | 3.6 | 3.8 | 3.4 | 2.8 | 2.8 | 3.2 |
| \$250,001 - \$300,000 | 3.0 | 2.8 | 2.6 | 2.5 | 2.3 | 2.5 | 2.6 | 2.0 | 2.4 | 2.0 | 2.4 | 2.8 | 2.4 | 2.8 | 2.9 | 2.6 | 3.0 | 2.7 | 2.9 | 2.4 | 2.3 | 2.5 | 2.8 | 3.1 |
| \$300,001 - \$375,000 | 2.3 | 2.7 | 2.6 | 2.5 | 2.9 | 2.8 | 2.3 | 2.4 | 2.3 | 2.5 | 2.2 | 2.6 | 2.6 | 2.8 | 2.6 | 2.6 | 2.5 | 2.4 | 2.6 | 2.6 | 2.3 | 2.3 | 2.4 | 2.4 |
| \$375,001 - \$475,000 | 3.1 | 3.0 | 2.8 | 3.0 | 3.1 | 2.7 | 2.9 | 2.7 | 2.6 | 2.2 | 2.4 | 2.8 | 2.6 | 2.7 | 2.8 | 2.8 | 2.9 | 2.9 | 2.6 | 2.8 | 2.5 | 2.7 | 2.7 | 2.8 |
| \$475,001 - \$700,000 | 4.5 | 4.6 | 4.9 | 4.6 | 4.3 | 4.1 | 3.9 | 3.6 | 3.5 | 3.2 | 2.9 | 3.4 | 3.7 | 3.9 | 4.0 | 3.7 | 4.0 | 3.4 | 3.5 | 3.4 | 3.0 | 3.0 | 3.1 | 3.3 |
| \$700,001 and above | 10.4 | 10.2 | 11.1 | 10.3 | 10.6 | 10.5 | 9.9 | 9.9 | 9.2 | 8.9 | 8.9 | 9.3 | 9.7 | 9.6 | 9.5 | 8.9 | 8.5 | 8.9 | 8.7 | 8.6 | 8.7 | 8.2 | 8.9 | 9.1 |
| All Condos | 4.0 | 4.1 | 4.2 | 4.0 | 4.0 | 4.0 | 3.7 | 3.6 | 3.5 | 3.3 | 3.3 | 3.7 | 3.7 | 3.9 | 3.9 | 3.8 | 3.9 | 3.8 | 3.7 | 3.7 | 3.4 | 3.4 | 3.6 | 3.8 |

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

Closed Sales

Single Family Homes and Condos

OAHU, HAWAII: Jan 1987 to the Present



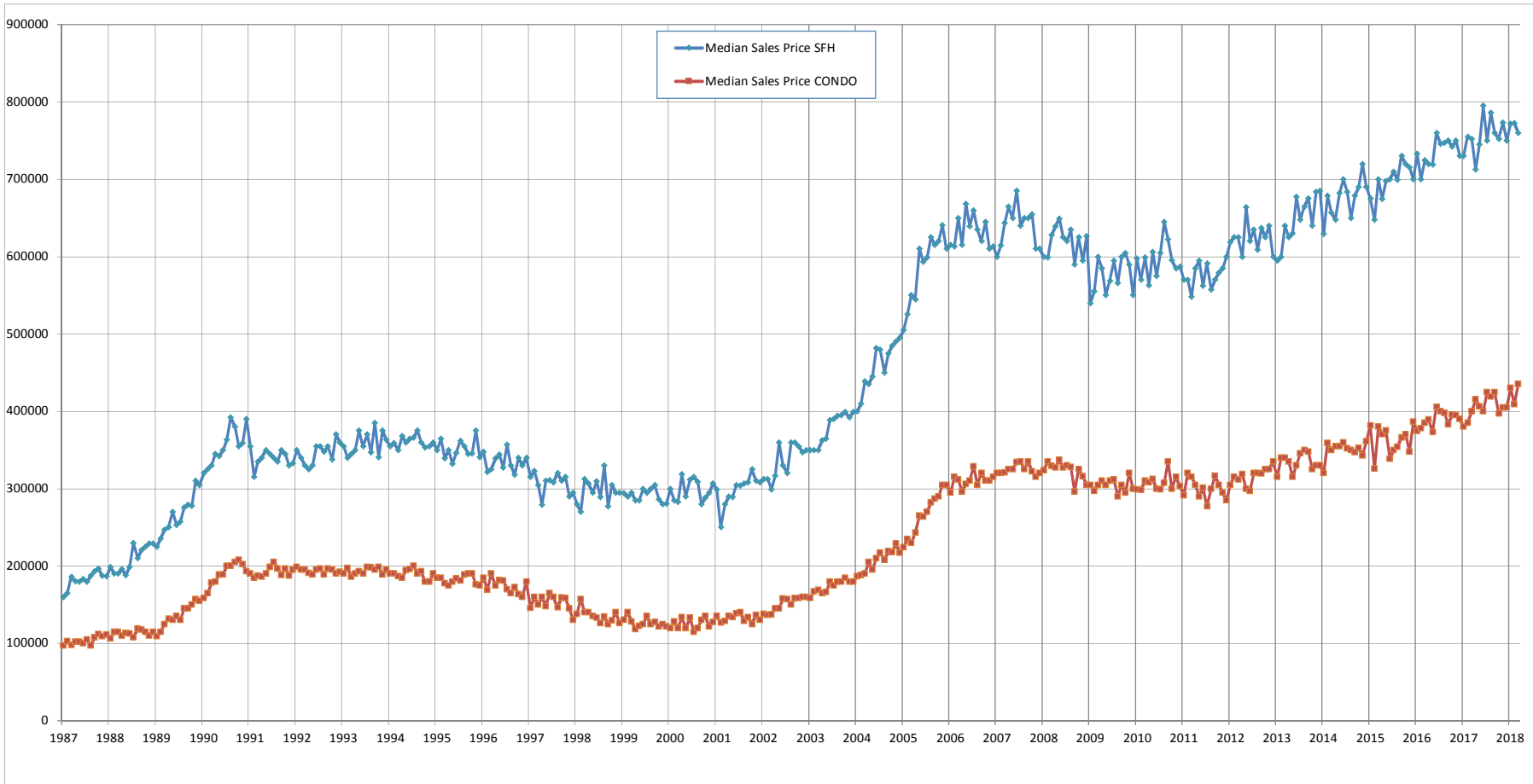
SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.



Median Sales Price

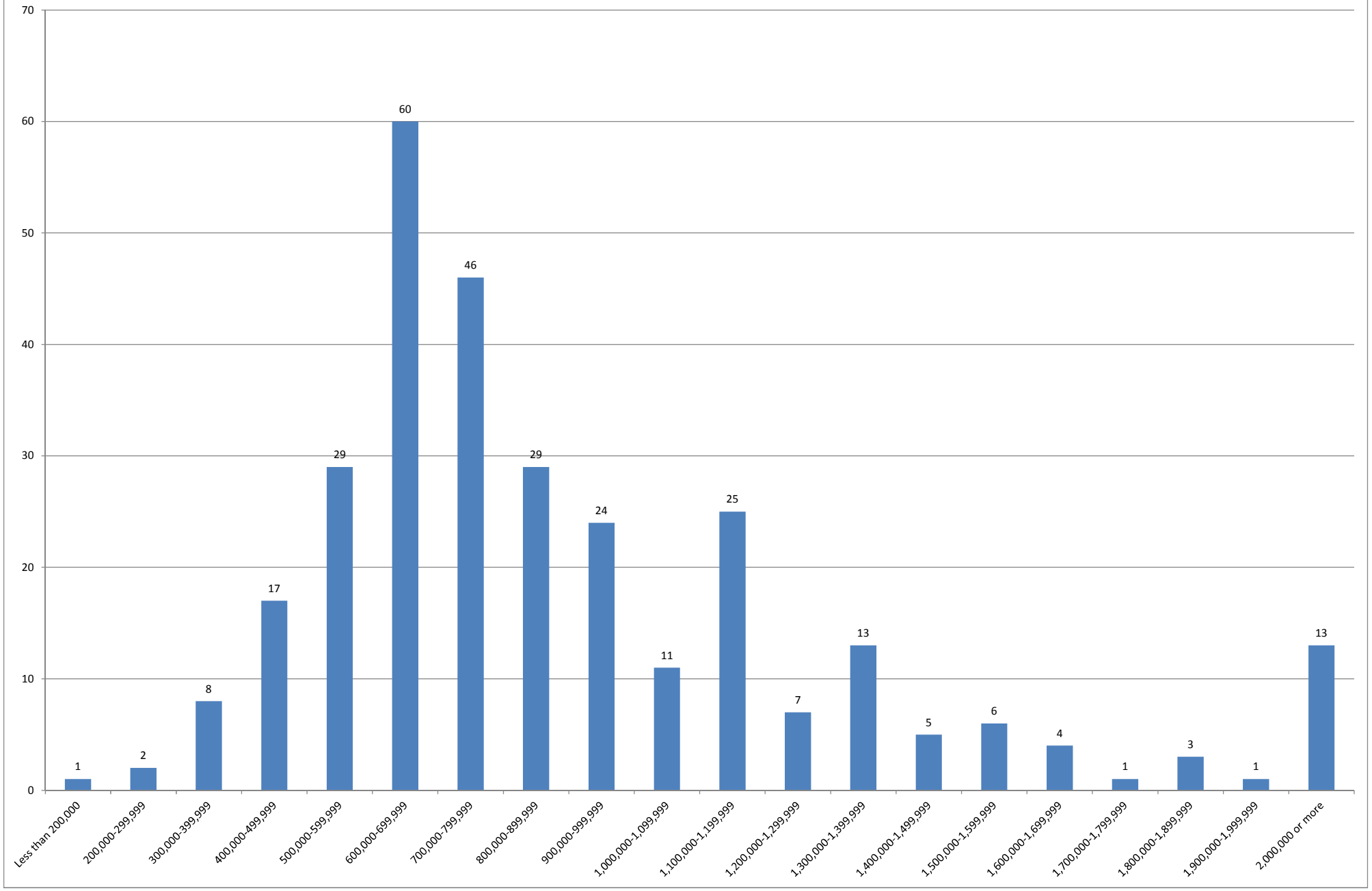
Single Family Homes and Condos

OAHU, HAWAII: Jan 1987 to the Present



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

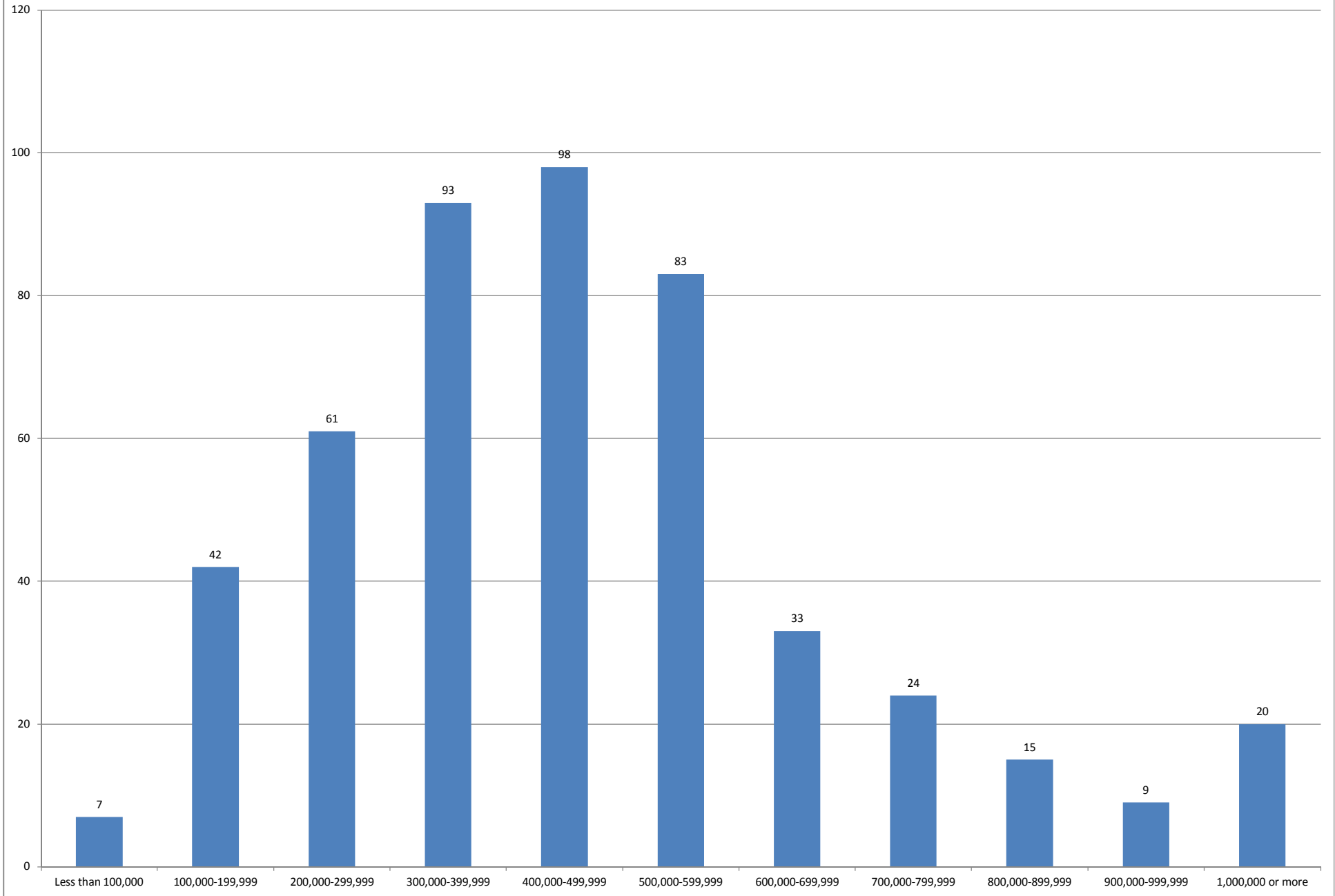
March 2018 Single Family Homes Sold



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.



March 2018 Condos Sold



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

