



# O'ahu \$3m+

## LUXURY REAL ESTATE MARKET OVERVIEW, Q2 2023

*In Q2 2023, O'ahu's luxury real estate market saw a slight rise in sale prices, accompanied by an increase in the value per square foot.*



## O'ahu Market Statistics Overview

### Residential Sales Above \$3M

There are currently **109** active residential listings above \$3M on O'ahu, an increase of **5.8%** compared to 103 listings in Q2 2022. As inventory experiences a replenishment, shift in the number of homes available for sale continues upward.

There were **24** luxury home sales on O'ahu in Q2 2023, a decrease of **-52.9%** over 51 sales in Q2 2022.

New pending single-family homes put under contract above \$3M were **27**, a decrease of **-22.9%** over the same period in Q2 2022, in which 35 homes were under contract.

For the second quarter of 2023, O'ahu saw a rise in the median price of luxury residential properties. The median sold price of single-family homes was **\$3.925M**, an increase of **6.1%** over the median sold price of \$3.7M during Q2 2022.

For O'ahu's luxury market, the average price per square foot rose from \$1,187 in Q2 2022 to **\$1,320/foot** an increase of **11.2%** comparing Q2 2022 to Q2 2023.

### BEHIND THE NUMBERS

After reaching the lowest point in February 2022 for homes and March for condos, active inventory on Oahu began climbing, ushering a subsequent rise observed across the island chain. Since July 2022, Oahu's days on market (DOM) has consistently been trending upward for all property types. Although 2023 started off slow, the current data strongly suggests a resurgence of sales activity on Oahu if the growth in inventory and DOM persist, especially if mortgage rates retreat from the July 2023 high.

### Active Residential Listings

The number of sales has decreased **-52.9%** over the past 12 months, while the number of active listings has grown over the same period. In the last year, inventory has seen a **5.8%** increase.

### 24 Sold Listings

Q2 residential property sales above \$3M were **24**, **-52.9%** lower than the 51 sales in Q2 the previous year.

### \$1,320 Avg Sold Price/SF

The Average Sold Price per Square Foot of luxury homes was up **11.2%** from \$1,187 in Q2 2022 to **\$1,320** in Q2 2023.

### \$3.925M

The **Median Sold Price** of luxury homes is up **6.1%** from \$3.7M in Q2 2022.

### +5.8%

**Current Inventory** of Luxury Homes is **109**, up **5.8%** from 103 in Q2 2022.

### MONTHS OF INVENTORY

Months of inventory for homes above \$3M is **13.6** months, up **123%** from 6.1 months in Q2 2022.

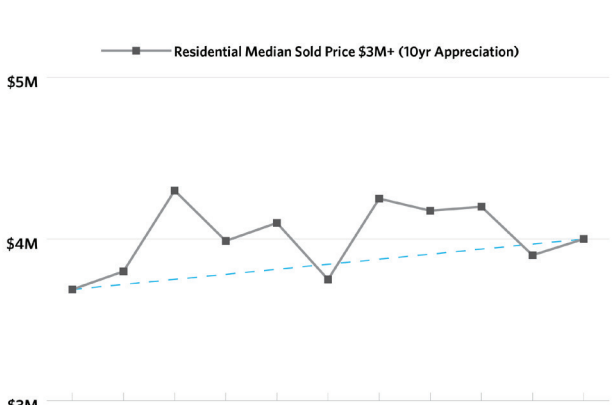
### PENDEd PROPERTIES

There was a **-22.9%** decrease in pending luxury residential properties in Q2 2023, with **27** properties versus 35 in Q2 2022.

### 87 Days On Market

Luxury homes stayed on the market for an average of **87** days in Q2 2023, up **29.9%** from 67 days in Q2 2022.

## O'ahu's 10-Year Residential Real Estate Appreciation



### 10 YEAR MEDIAN HOME VALUE

Over the past decade, Oahu was no stranger to fluctuations, with sold listings inching up and dipping slightly. In 2021, the pandemic's impact on the luxury real estate market was apparent in the spike in sold listings, with 110% increase comparing year-end 2020 to 2021. What makes this number even more remarkable is that by year-end 2020, there was a -27.4% decline in sold listings. The sold-to-list ratio of 97% also demonstrated the tightest negotiation rate yet of only 3%. The island's days on market saw a bump up 32.3% from 2019 to 2020, before a pandemic-related drop of -38.2% in 2021. If the days on market is any indication, the surge isn't over, as DOM fell once again in 2022, dropping -16%.

### LOOKING FORWARD

Over the past 10 years, Oahu's property values have changed substantially. It's especially important to consider that the real estate market became more volatile once the pandemic ended and interest rates started rising. With too few houses and properties available for sale, there was an inconsistency in the types of properties being traded month over month, which resulted in a massive spike in luxury property sales by year-end 2021. Based on the subtle -3% decrease in sold properties by year-end 2022, we expect that the new, soaring threshold that was set is going to relax at a much more gradual pace.

Do you have questions about this report? I'm here to help. Contact me and let's discuss it together.



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