



TITLE GUARANTY HAWAII

HAWAII

RESIDENTIAL SALES REPORT MARCH 2020

ISLAND SALES

Single Family Condominium

AVERAGE LIST PRICE



\$573.3 K \$645.7 K

AVERAGE SOLD PRICE



\$555.5 K \$604.2 K

MAX SOLD PRICE



\$6.2 M \$3.7 M

% OF LIST PRICE RECEIVED



96.90% 93.58%

AVERAGE PRICE PER SQFT



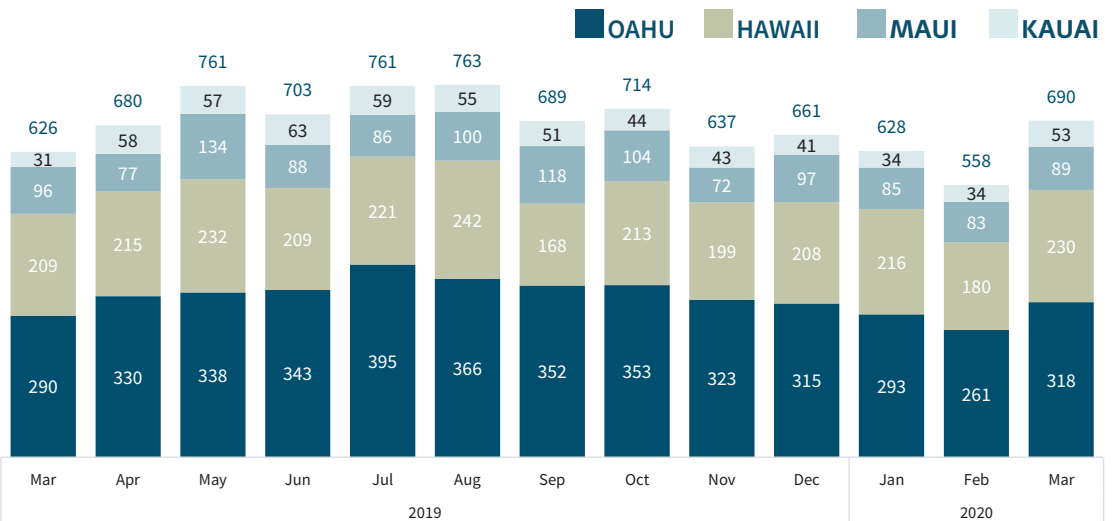
\$309.54 \$410.76

AVERAGE DOM



99 88

SINGLE FAMILY HOMES



# OF SALES

230

27.8% VS. LAST MONTH  
10.0% VS. LAST YEAR

MEDIAN SALES PRICE

\$413,500

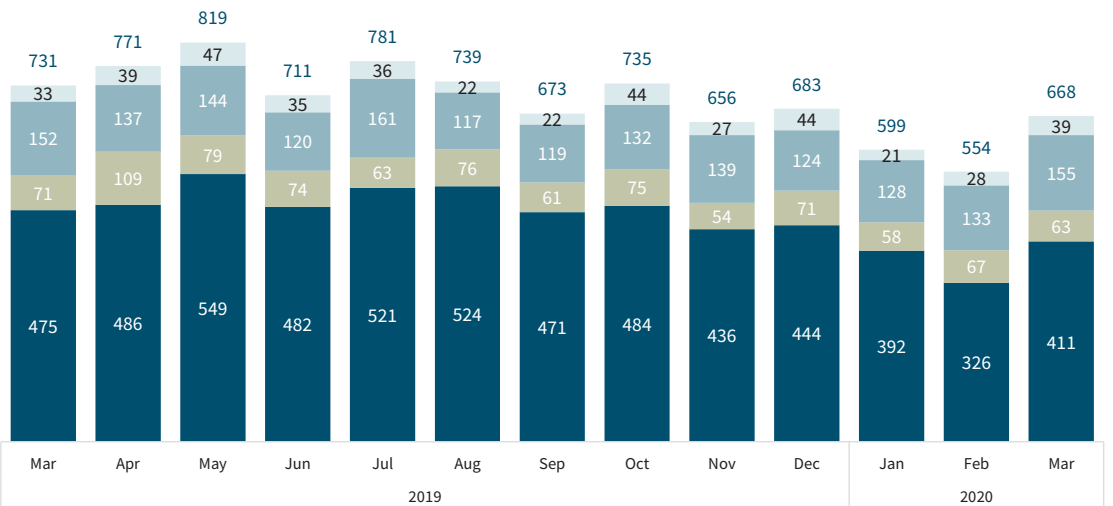
8.1% VS. LAST MONTH  
7.7% VS. LAST YEAR

TOTAL \$ OF SALES

\$127,756,489

16.9% VS. LAST MONTH  
0.0% VS. LAST YEAR

CONDOMINIUM



# OF SALES

63

6.0% VS. LAST MONTH  
11.3% VS. LAST YEAR

MEDIAN SALES PRICE

\$395,000

21.9% VS. LAST MONTH  
5.3% VS. LAST YEAR

TOTAL \$ OF SALES

\$38,064,900

0.4% VS. LAST MONTH  
26.0% VS. LAST YEAR

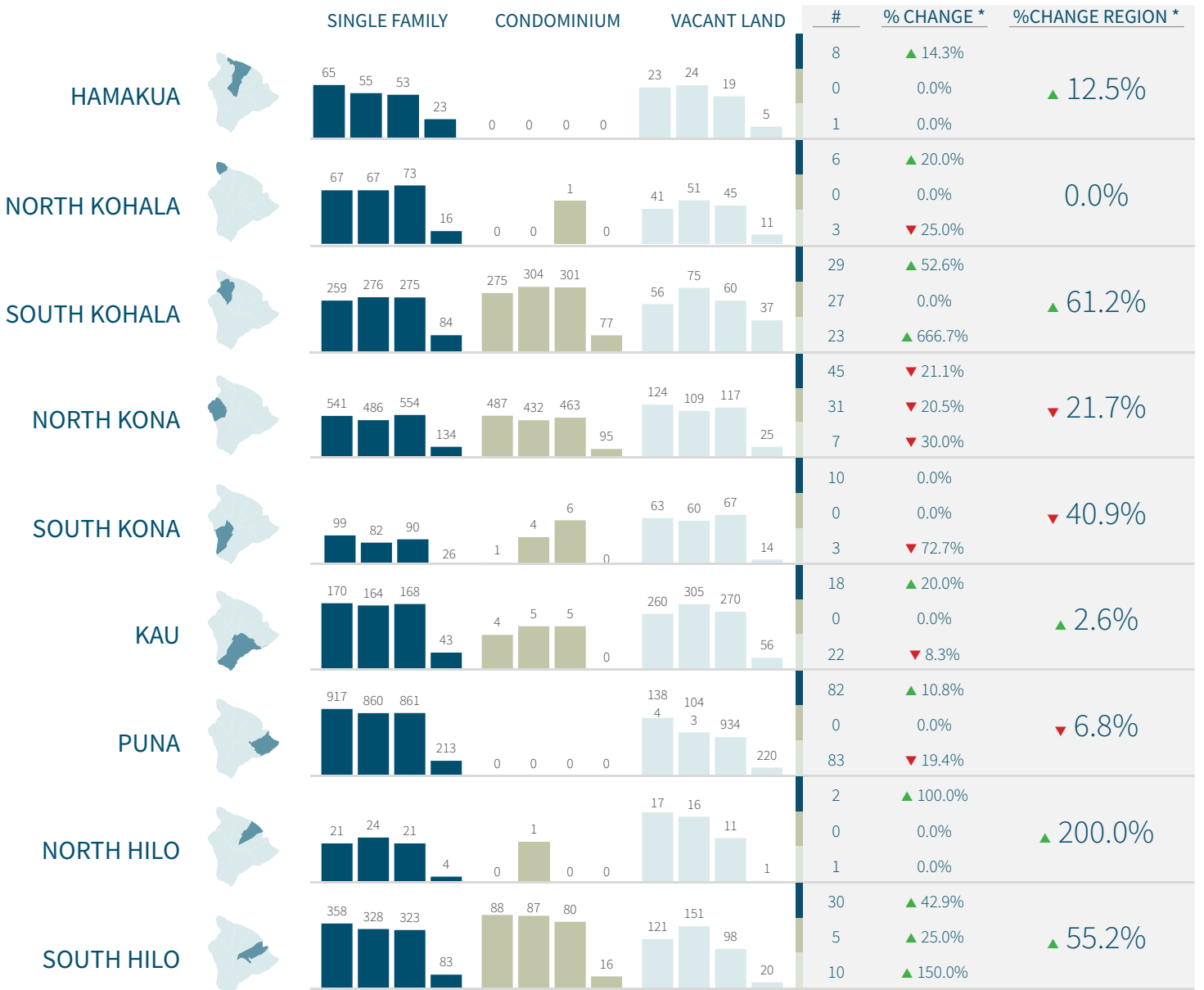
# REGIONAL SALES HAWAII

## SALES COMPARISON

■ Single Family ■ Condominium ■ Vacant Land

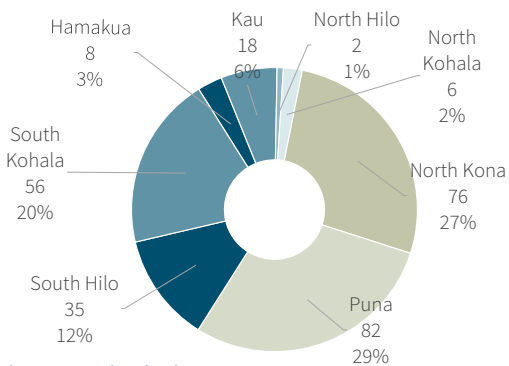
### YTD TREND

### MONTH



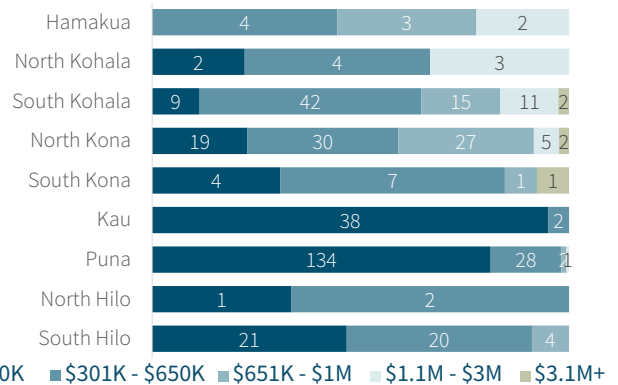
\*vs. same month last year

## SALES BY REGION



\*excluding vacant land sales

## SALES BY PRICE RANGE



■ < \$300K ■ \$301K - \$650K ■ \$651K - \$1M ■ \$1.1M - \$3M ■ \$3.1M+

# NEIGHBORHOOD SALES HAWAII

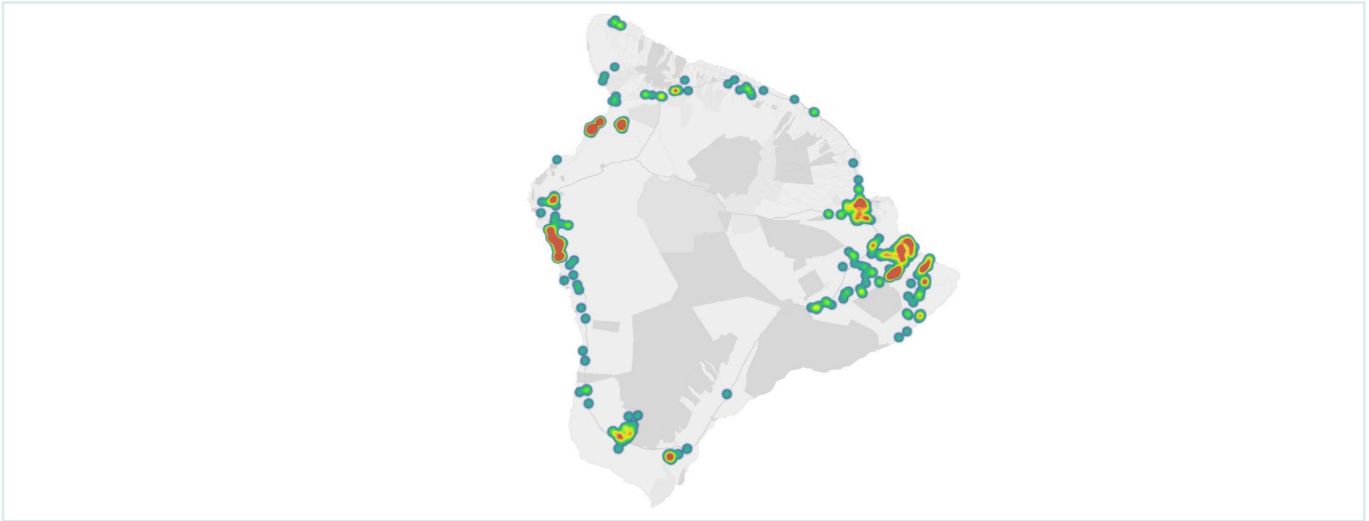
## NEIGHBORHOOD COMPARISON

▲ Increase/Decrease vs. Last Year

● No Change or No Value vs. Last Year

		SINGLE FAMILY HOMES			CONDOMINIUM			VACANT LAND		
		#	\$ AMT	MEDIAN	#	\$ AMT	MEDIAN	#	\$ AMT	MEDIAN
NORTH	Hamakua	8 ▲	\$5.7 M ▲	\$680.5 K ▲	--	--	--	1 -	\$389.0 K ▼	\$389.0 K ▼
	North Kohala	6 ▲	\$8.4 M ▲	\$1.3 M ▲	--	--	--	3 ▼	\$883.0 K ▲	\$180.0 K ▼
WEST	South Kohala	29 ▲	\$24.2 M ▲	\$540.0 K ▼	27 -	\$23.3 M ▲	\$727.5 K ▲	23 ▲	\$14.0 M ▲	\$525.0 K ▲
	North Kona	45 ▼	\$39.7 M ▼	\$747.0 K ▲	31 ▼	\$14.1 M ▼	\$318.0 K ▼	7 ▼	\$3.0 M ▼	\$340.0 K ▼
	South Kona	10 -	\$9.5 M ▲	\$451.0 K ▼	--	--	--	3 ▼	\$562.0 K ▼	\$250.0 K ▲
SOUTH	Kau	18 ▲	\$4.3 M ▲	\$244.5 K ▲	--	--	--	22 ▼	\$302.5 K ▼	\$8.5 K ▼
	Puna	82 ▲	\$22.1 M ▲	\$240.0 K ▲	--	--	--	83 ▼	\$2.4 M ▼	\$18.0 K ▼
EAST	South Hilo	30 ▲	\$13.1 M ▲	\$405.0 K ▲	5 ▲	\$684.0 K ▲	\$134.0 K ▼	10 ▲	\$1.8 M ▲	\$177.5 K ▼

## MONTHLY SALES HEAT MAP



### TOP NEIGHBORHOOD

	#
HAWAIIAN PARADISE PARK	44
AINALOA	27
HOVE	25
KE KAILANI S/D	21
MAUNA LANI RESORT	12
WAIKOLOA VILLAGE	12
HAWAIIAN ACRES	10
ORCHID LAND ESTATES	9
DISCOVERY HARBOUR	8
HAWAIIAN SHORES RECREATIONAL ESTATES	8

### TOP CONDO

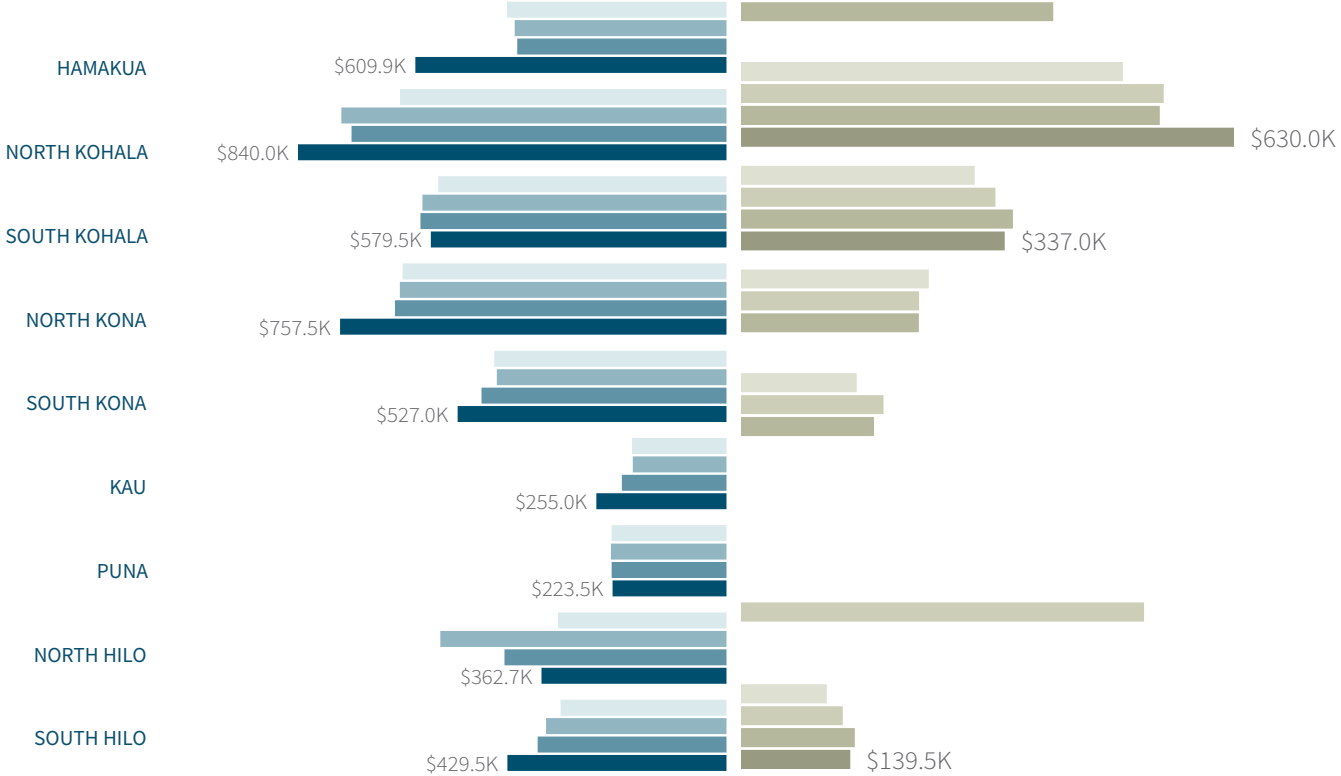
	#
KA MILO AT MAUNA LANI	4
KE KAILANI	4
KANALOA AT KONA	4
KONA SHORES	3
SHORES AT WAIKOLOA BEACH RESORT	3
ALII LANI	2
KONA KAI	2
FAIRWAYS AT MAUNA LANI	2
GOLF VILLAS AT MAUNA LANI RESORT	2
KEAUHOU KONA SURF & RACQUET CLUB	2

# YEAR TO DATE HAWAII

## SINGLE FAMILY MEDIAN

## CONDOMINIUM MEDIAN

2017 2018 2019 2020



## YEAR TO DATE STATISTICS



### SINGLE FAMILY HOMES

# OF SALES

**626**

↑ **22.5%** VS. LAST YEAR

MEDIAN SALES PRICE

**\$429,750**

↑ **16.1%** VS. LAST YEAR

TOTAL \$ OF SALES

**\$390,364,778**

↑ **44.0%** VS. LAST YEAR



### CONDOMINIUM

# OF SALES

**188**

↓ **3.1%** VS. LAST YEAR

MEDIAN SALES PRICE

**\$382,500**

↑ **7.0%** VS. LAST YEAR

TOTAL \$ OF SALES

**\$115,263,105**

↑ **0.4%** VS. LAST YEAR



### VACANT LAND

# OF SALES

**389**

↑ **4.0%** VS. LAST YEAR

MEDIAN SALES PRICE

**\$30,000**

↓ **14.3%** VS. LAST YEAR

TOTAL \$ OF SALES

**\$53,392,033**

↓ **3.2%** VS. LAST YEAR



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