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HOME SALES DROP SLIGHTLY IN JULY, BUT DEMAND STILL STRONG, ACCORDING TO HONOLULU BOARD OF REALTORS®

HONOLULU — The Honolulu Board of REALTORS® released resale figures today for the month of July 2016. According to the analysis conducted by the Board, using data collected from its computerized Multiple Listing Service (MLS) system, the statistics are:

<u>Single-Family Home Resales</u>				
	<u>Number of Sales</u>	<u>This Month Compared To</u>	<u>Median* Sales Price</u>	<u>This Month Compared To</u>
July 2016	322		\$746,000	
July 2015	337	-4.5%	\$710,000	5.1%
<u>Condominium Resales</u>				
	<u>Number of Sales</u>	<u>This Month Compared To</u>	<u>Median* Sales Price</u>	<u>This Month Compared To</u>
July 2016	444		\$400,000	
July 2015	501	-11.4%	\$350,000	14.3%

***Median price means half the prices were above and half below the given price.**

During July 2016, sales of single-family homes decreased by 4.5 percent compared to July 2015, while condominium sales decreased by 11.4 percent compared to July 2015. The median price paid for single-family homes in July 2016 increased by 5.1 percent from the same month last year to \$746,000. The median price for condominiums increased by 14.3 percent from July 2015 to \$400,000. According to the *Days on Market* indicator, the median days on market for single-family homes was 16 days, and 18 days for condominiums.

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“While sales of both single-family homes and condos dipped compared to the previous year, the increase in prices year-over-year for both indicates the housing market is still very strong,” said Kalama Kim, 2016 president of the Honolulu Board of REALTORS®. “The drop in condo sales is typical of the cyclical nature of the real estate market. Historically, we’ve seen a peak in condo resales during the summer, followed by a slight dip the following month. As for prices, a decrease in the number of sales with a corresponding increase in prices usually means buyers are being more aggressive with their offers. That said, home affordability is more favorable than a decade ago because of extremely low mortgage interest rates.”

The public is encouraged to visit www.hicentral.com to see what’s happening in the housing market. Consumers have the ability to browse Oahu single-family home and condominium listings, available for sale and for rent, and to see a comprehensive guide of homes that will be open to visit this Sunday. All searches can be done by geographic location, price range or both, and [hicentral.com](http://www.hicentral.com) provides useful information about buying and selling real estate in Hawaii.

Established in 1922, the Honolulu Board of REALTORS® is one of the largest of 1,200 boards of REALTORS® in the nation, and, with more than 6,000 members, is one of the largest trade organizations on Oahu. Membership is available to licensed real estate brokers, agents, property managers, appraisers, counselors and others engaged in all aspects of the real estate industry who pledge to adhere to a strict Code of Ethics and Standards of Practice. For more information, call [\(808\) 732-3000](tel:8087323000) or visit www.hicentral.com.

(This report reflects information about resales of existing properties only and does not include new home sales. All of the MLS information is compiled from sales reported during the cited months; this data is known only after closing of escrow. The time delay between the signing of a sales contract and the closing of escrow is usually between one and three months.)

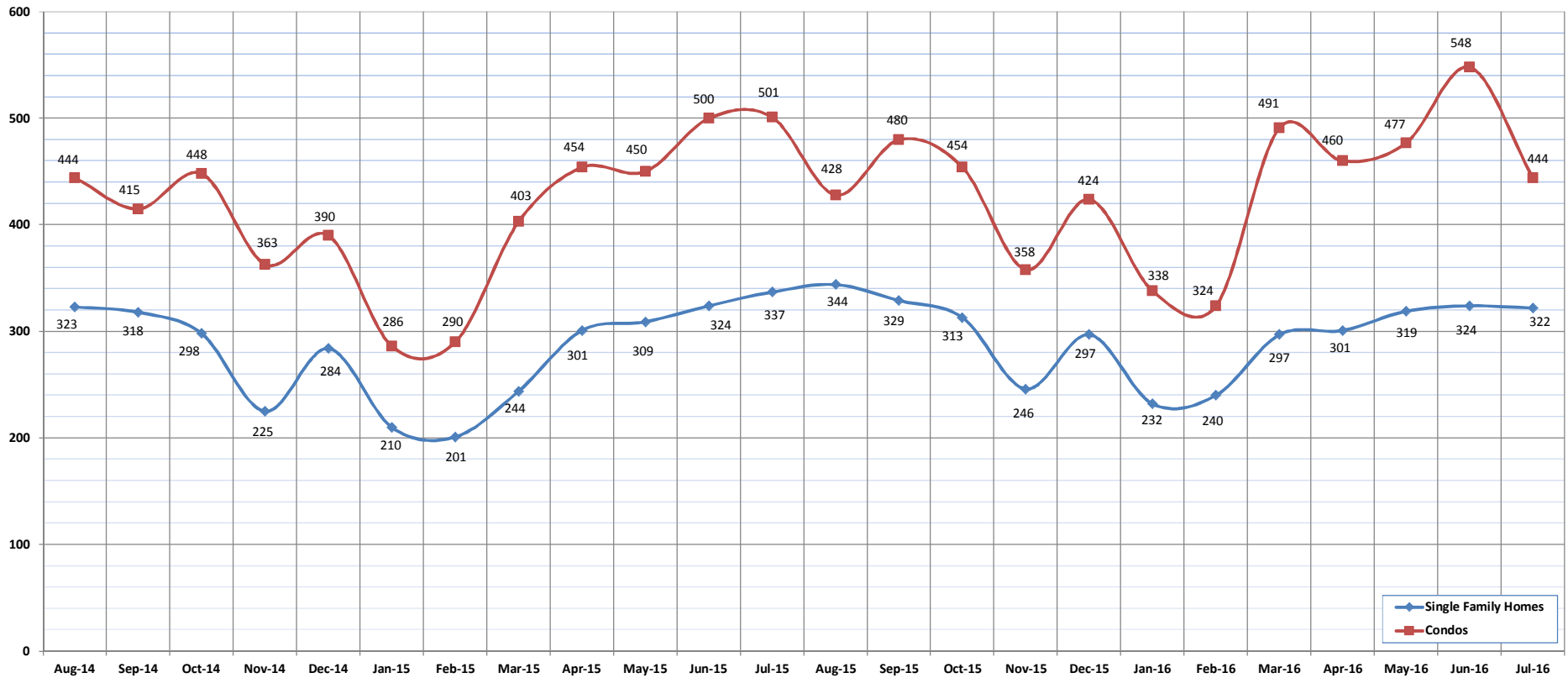
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Closed Sales

July-16

OAHU, HAWAII

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



	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16
Closed Sales: Single Family Homes	323	318	298	225	284	210	201	244	301	309	324	337	344	329	313	246	297	232	240	297	301	319	324	322
Closed Sales: Condos	444	415	448	363	390	286	290	403	454	450	500	501	428	480	454	358	424	338	324	491	460	477	548	444
Closed Sales: Total	767	733	746	588	674	496	491	647	755	759	824	838	772	809	767	604	721	570	564	788	761	796	872	766

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

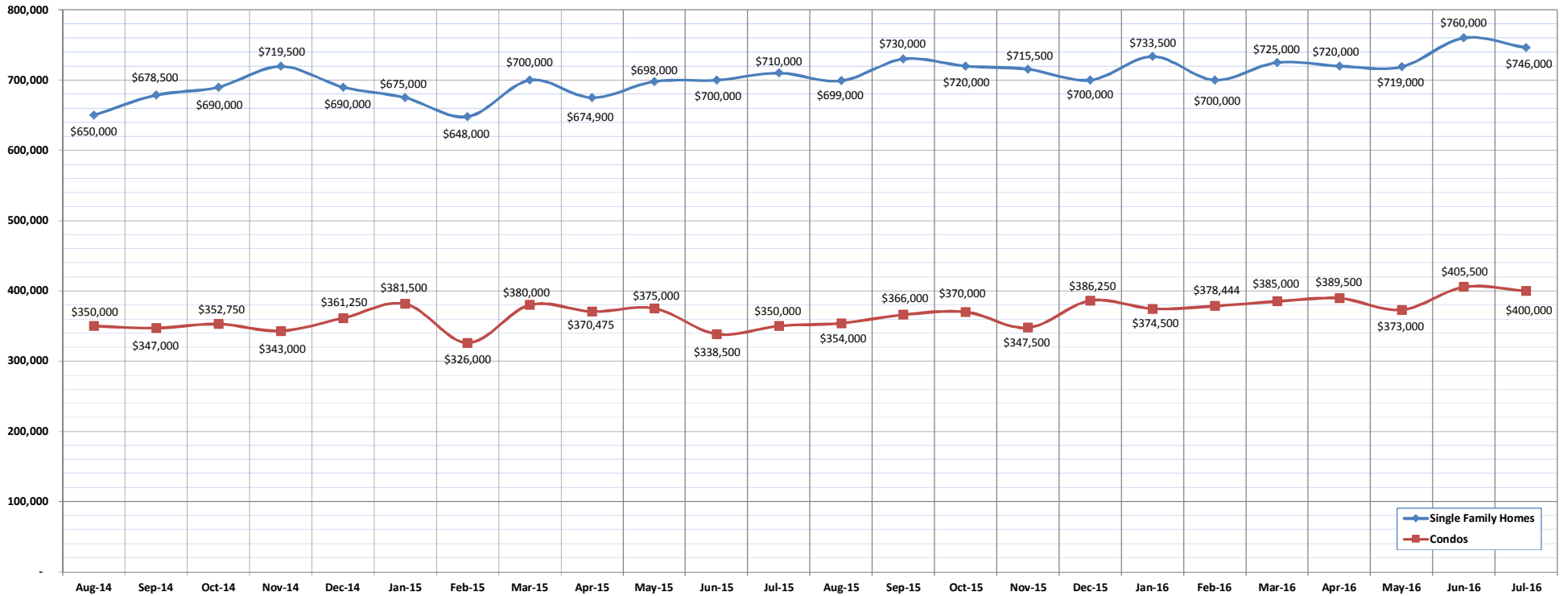


Median Sales Price

July-16

OAHU, HAWAII

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



	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16
Median Sales Price : SFH	650,000	678,500	690,000	719,500	690,000	675,000	648,000	700,000	674,900	698,000	700,000	710,000	699,000	730,000	720,000	715,500	700,000	733,500	700,000	725,000	720,000	719,000	760,000	746,000
Median Sales Price: Condos	350,000	347,000	352,750	343,000	361,250	381,500	326,000	380,000	370,475	375,000	338,500	350,000	354,000	366,000	370,000	347,500	386,250	374,500	378,444	385,000	389,500	373,000	405,500	400,000

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

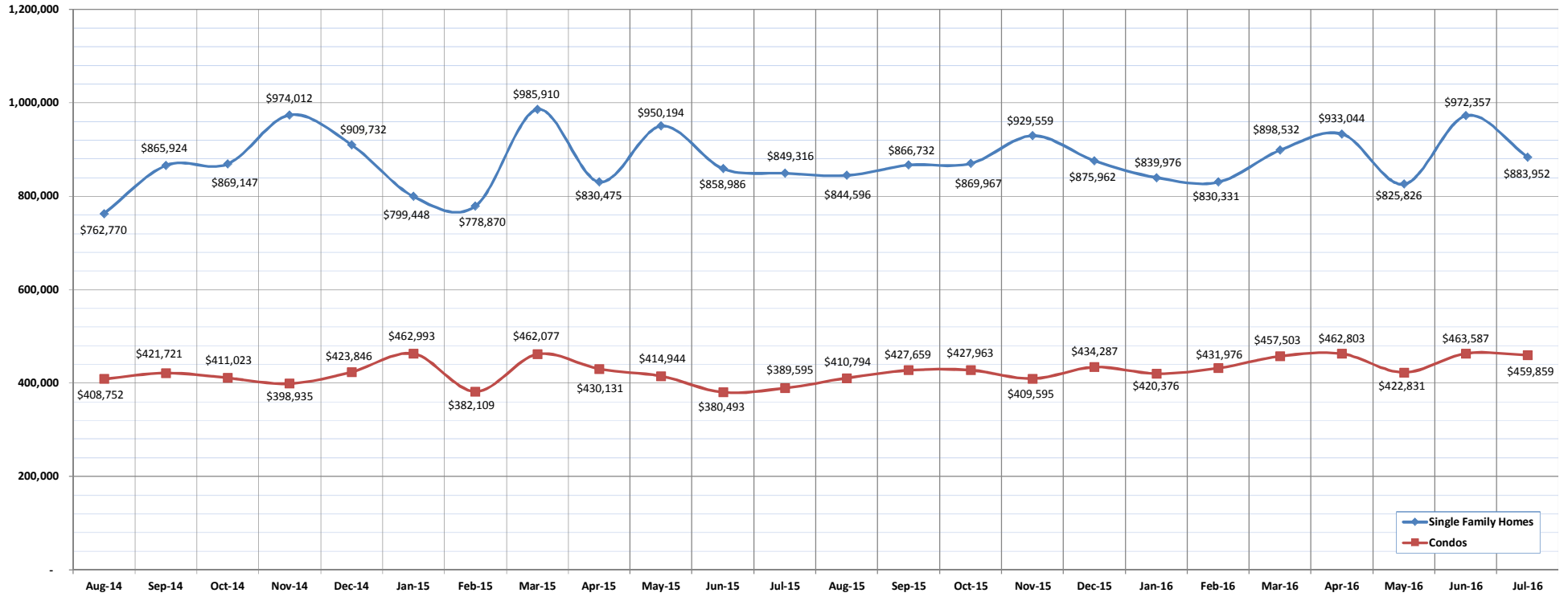


Average Sales Price

July-16

OAHU, HAWAII

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



	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16
Average Sales Price: SFH	762,770	865,924	869,147	974,012	909,732	799,448	778,870	985,910	830,475	950,194	858,986	849,316	844,596	866,732	869,967	929,559	875,962	839,976	830,331	898,532	933,044	825,826	972,357	883,952
Average Sales Price: Condos	408,752	421,721	411,023	398,935	423,846	462,993	382,109	462,077	430,131	414,944	380,493	389,595	410,794	427,659	427,963	409,595	434,287	420,376	431,976	457,503	462,803	422,831	463,587	459,859

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

