

KAUAI | OAHU | MAUI | HAWAII ISLAND

Luxury Market Report

Hawaii, September 2020

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PACIFIC PROPERTIES

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Over the past 15+ years, honoring this philosophy, we established a culture of service and efficiency fueled by high-tech, smart investments in agents, and the tools they need to deliver world-class service while helping clients achieve their real estate goals.

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With our clients at the heart of our business, Corcoran Pacific Properties is dedicated to excellence, innovation and to continuously raising the bar when it comes to impeccable service, expert insight and a relationship-first approach.

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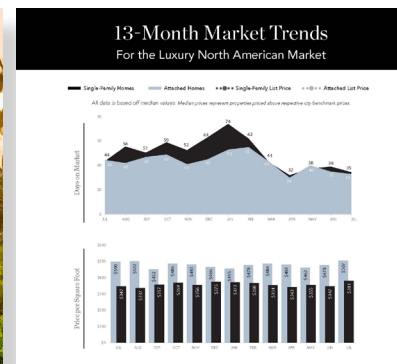
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Luxury Report Explained

The Institute for Luxury Home Marketing has analyzed a number of metrics — including sales prices, sales volumes, number of sales, sales-price-to-list-price ratios, days on market and price-per-square-foot – to provide you a comprehensive North American Luxury Market report.

Additionally, we have further examined all of the individual luxury markets to provide both an overview and an in-depth analysis - including, where data is sufficient, a breakdown by luxury single-family homes and luxury attached homes.

It is our intention to include additional luxury markets on a continual basis. If your market is not featured, please contact us so we can implement the necessary qualification process. More in-depth reports on the luxury communities in your market are available as well.

Looking through this report, you will notice three distinct market statuses, Buyer's Market, Seller's Market, and Balanced Market. A **Buyer's Market** indicates that buyers have greater control over the price point. This market type is demonstrated by a substantial number of homes on the market and few sales, suggesting demand for residential properties is slow for that market and/or price point.

By contrast, a **Seller's Market** gives sellers greater control over the price point. Typically, this means there are few homes on the market and a generous demand, causing competition between buyers who ultimately drive sales prices higher.

A **Balanced Market** indicates that neither the buyers nor the sellers control the price point at which that property will sell and that there is neither a glut nor a lack of inventory. Typically, this type of market sees a stabilization of both the list and sold price, the length of time the property is on the market as well as the expectancy amongst homeowners in their respective communities – so long as their home is priced in accordance with the current market value.

Report Glossary

REMAINING INVENTORY: The total number of homes available at the close of a month.

DAYS ON MARKET: Measures the number of days a home is available on the market before a purchase offer is accepted.

LUXURY BENCHMARK PRICE: The price point that marks the transition from traditional homes to luxury homes.

NEW LISTINGS: The number of homes that entered the market during the current month.

PRICE PER SQUARE FOOT: Measures the dollar amount of the home's price for an individual square foot.

SALES RATIO: Sales Ratio defines market speed and determines whether the market currently favors buyers or sellers. Buyer's Market = up to 14%; Balanced Market = 15 to 20%; Seller's Market = 21% plus. If >100%, sales from previous month exceed current inventory.

SP/LP RATIO: The Sales Price/List Price Ratio compares the value of the sold price to the value of the list price.

This is your Luxury Market Report



Map of Luxury Residential Markets

Welcome to the Luxury Market Report, your guide to luxury real estate market data and trends for North America. Produced monthly by The Institute for Luxury Home Marketing, this report provides an in-depth look at the top residential markets across the United States and Canada. Within the individual markets, you will find established luxury benchmark prices and detailed survey of luxury active and sold properties designed to showcase current market status and recent trends. The national report illustrates a compilation of the top North American markets to review overall standards and trends.

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The Luxury Market Report is a monthly analysis provided by The Institute for Luxury Home Marketing. Luxury benchmark prices are determined by The Institute. This active and sold data has been compiled by various sources, including local MLS boards, local tax records and Realtor.com. Data is deemed reliable to the best of our knowledge, but is not guaranteed.



North American Luxury Review

The Changing Face of Luxury

Exactly one year ago, we reported that demand for large properties, mega mansions, private estates, and luxury ranches had reduced significantly over the previous few years; especially from the younger generation of luxury property buyers.

The demand shift was not so much about price, but rather the result of the affluent changing their lifestyle preferences and assessing the value they could obtain for their money. These larger properties were viewed as too labor-intensive and expensive to run and manage.

Last year, many home purchase decisions were based on the experience and amenities that a property could afford its owner. From condos to private homes, the inclusive requirement of community, resort-style amenities were very much in vogue - including services such as concierge, wellness facilities, housekeeping, spa amenities, and walking proximity to nightlife.

Equally, there was a growing trend for the wealthy to diversify and purchase not one, but several smaller residences in various locations, nationally and globally, to further enhance their need for unparalleled lifestyle experiences. This also explains why luxury buyers were downsizing and prioritizing quality over space.

One year later, and the not only have we seen a major swing in demand for these larger properties, but also a significant change in the preferences and lifestyle requirements of the affluent. COVID-19 has had a major impact on everyone's lives, not just in terms of its potential health concerns, but from restrictions in the way we travel, socialize and work, to where and the types of homes in which we live.

The pandemic's effect on the luxury real estate market has been contrary to all initial predictions of an impending global recession. Even during the first couple of months, when the industry 'paused,' overall there was very little impact on the value of properties. In fact, the last 6 months has seen a resurgence in buying luxury properties especially if they offer established indoor and outdoor spaces, home offices, and private wellness amenities such as gyms, swimming pools, yoga studios, and recreation rooms.



Our report indicates that the median sale price for luxury homes rose 2.9% year over year during the last three months, June – August 2020. In a recent report by Redfin they believe that luxury real estate prices may continue to strengthen further into the third quarter, as the affluent continue to see large investment returns from the currently strong stock market.

Coupled with the low interest rates, the policies granting (and insisting) on working from home implemented by many employers, and the concerns of the pandemic, all translate to the affluent increasingly leaving trading in their city lifestyle for a home that has it all.

According to Redfin, New York, NY, and San Francisco, CA were the top two metros with the most people looking to leave for another metro in the second quarter of 2020, while places including Phoenix, AZ and Miami, FL were among the most popular destinations.

Equally popular are less urban areas; with many escaping to the countryside, lake country, mountain resorts and beach communities. Previously, many of these destinations were considered to be second home markets, but now for many they have become their primary residence.

These second home markets span the gamut with new communities such as Truckee, CA and Coeur d'Alene, ID seeing an upsurge in new buyers and existing luxury destinations such as Vail and Aspen in Colorado, The Hamptons, NY and Boca Raton, FL seeing current homeowners deciding to relocate indefinitely.

A term seeing traction in the journalist community is "Zoom towns" which describes markets that are booming due to these homeowners being able to work remotely. Many of the new Zoom towns are seeing an increase in popularity. Not only do they offer the space, privacy, and outdoor lifestyle that these affluent buyers now crave, but also properties with lower price points; in other words, value for money that simply cannot be matched by buyers looking in major metropolitan cities.

As affluent millennials are starting to consider the prospect of buying a home, especially those in their 30's who are still employed, the pandemic has focused their preferences from purchasing in hip urban districts in expensive cities to looking at more affordable suburban or less expensive rural communities. Redfin's recent report shows more home searches and higher price increases in both these housing markets.

According to Wealth-X, in the 15 years prior to 2020 the world's wealthy has grown in size continuously with the number of global millionaires (those with \$1m+ in net worth) doubling to more than 25 million.

As wealth has grown, so too has the world of luxury and its accessibility. Bain & Company's research shows that the wealth of the affluent has expanded from €147bn in 2005 to €1.3trn in 2019.¹ In turn, this has led to an increase in the number of services and products being offered to this more diverse range of consumers.

Similar to the real estate market, the luxury industry in general was also halted by the pandemic initially, but



differs in so much that many of its players are still facing large challenges, and now having to transform their methods of delivery in order to meet demands. As Wealth-X explains in their “Wealth-X Global Luxury Outlook 2020 Report,” the wealthy have continued to spend on luxury during 2020 although differently, so innovative suppliers have been finding ways to offer their services directly into the home.

“Restaurants are offering dine-at-home options and companies are providing home delivery of ingredients for the wealthy’s private chefs to use. Real estate agents are seeing demand spiral for high-end properties that are closer to nature and offer security and safety. Auction houses have pivoted towards online auctions and are reporting robust demand.² Interest has grown in securing additional passports for, or residency of, countries considered more secure. Meanwhile, the private jet market has not been nearly as badly hit as the commercial airline industry. Private aviation started picking up towards the middle of the year, attracting new types of customers seeking to reduce the number of touchpoints that could be contaminated with the virus. In the process of adjusting to this new normal, the wealthy’s preferences and demands are altering in ways that will influence on the luxury industry for many years to come.”

Wealth-X has identified three key preference changes in the way the affluent are spending their wealth.

Digital shopping for luxury goods has grown beyond expectations as the affluent have become more accustomed to this medium. Reports show that luxury providers are not only expanding but enhancing their digital footprint and its felt that this trend is likely to continue.

The pandemic has prompted the wealthy to ensure that their family are safe and healthy – as such there has been an upsurge in the purchase of intangible assets. This demand includes a ‘wellness’ aspect as the affluent have recognized the need for a healthy balance that supports their holistic well-being as well ‘safety’ requirement for their family.

Finally, there has been an increase of private luxury, with many services being delivered to ensure that these wealthy are able enjoy them at home or on their estates.

The changing face of the real estate industry now fully recognizes the importance of including amenities that address the physical, social, and mental/emotional/spiritual dimensions of its residents.

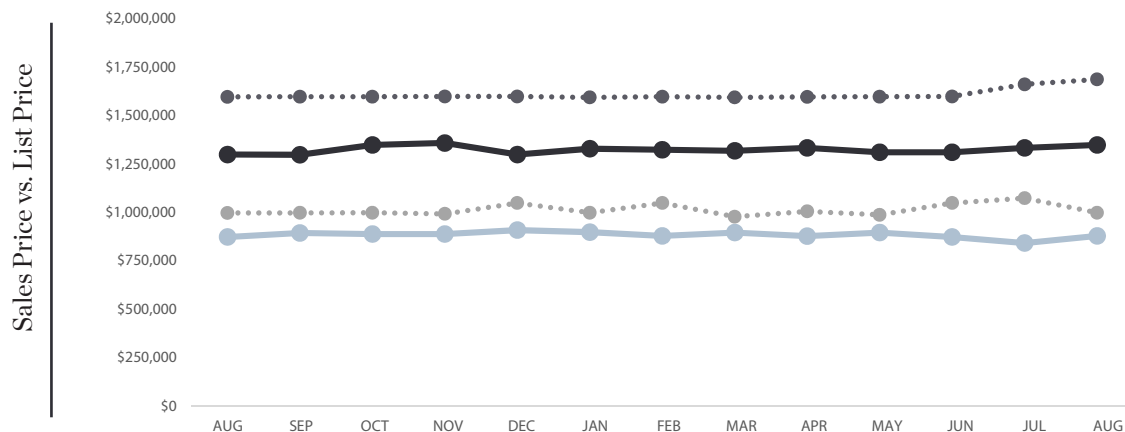
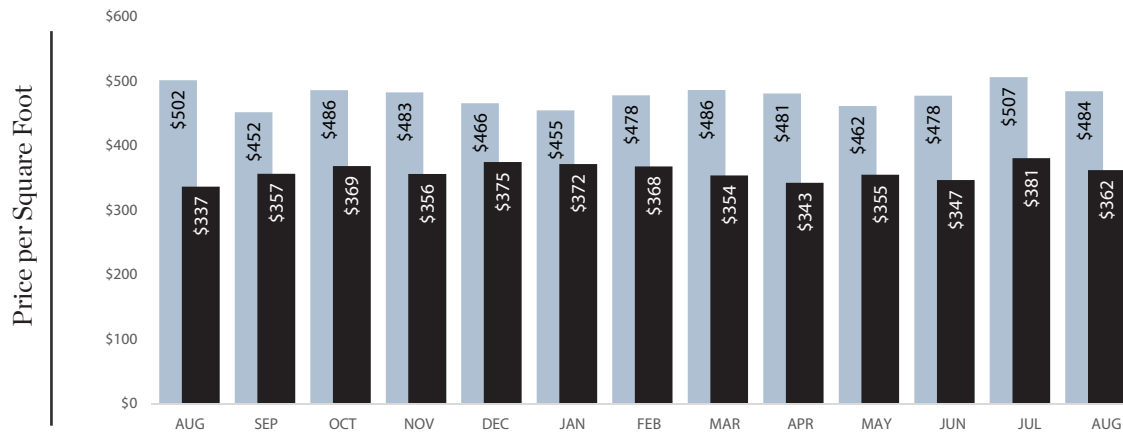
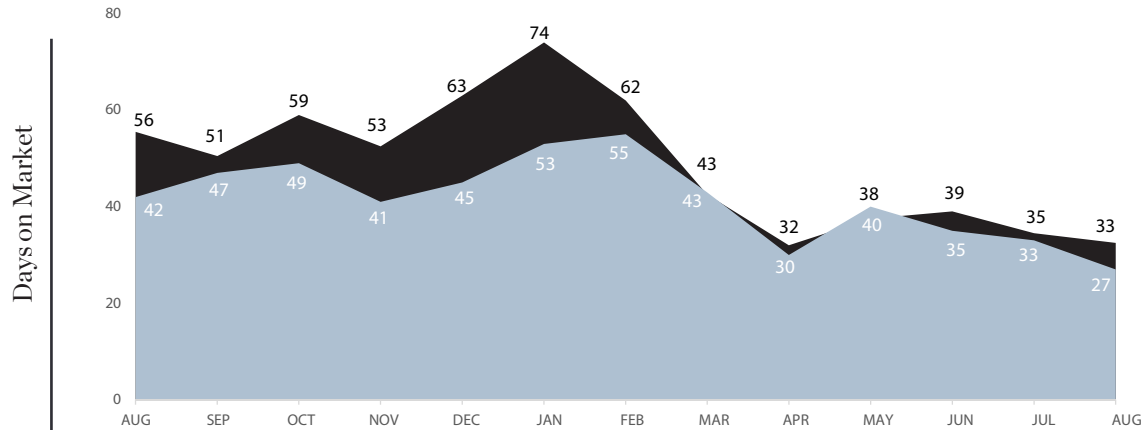
¹ Source: Bain & Company (includes personal luxury goods, luxury cars, luxury hospitality, fine wines and spirits, gourmet food and fine dining, high-end furniture and housewares, fine art, private jets, yachts and luxury cruises). ² Source: Financial Times

13-Month Market Trends

For the Luxury North American Market

■ Single-Family Homes
■ Attached Homes
●●●● Single-Family List Price
●●●● Attached List Price

All data is based off median values. Median prices represent properties priced above respective city benchmark prices.



Luxury Monthly Market Review

A Review of Key Market Differences Month Over Month

July 2020 | August 2020

Single-Family Homes

	July	August		July	August
Median List Price	\$1,662,500	\$1,688,000	Total Inventory	45,543	44,148
Median Sale Price	\$1,334,500	\$1,350,000	New Listings	14,178	13,387
Median SP/LP Ratio	97.52%	97.79%	Total Sold	14,230	14,605
Total Sales Ratio	31.25%	33.08%	Median Days on Market	35	33
Median Price per Sq. Ft.	\$381	\$362	Average Home Size	3,559	3,545

Median prices represent properties priced above respective city benchmark prices.



Single-Family Homes Market Summary | July 2020

- Official Market Type: **Seller's Market** with a **33.08% Sales Ratio**.¹
- Homes are selling for an average of **97.79% of list price**.
- The median luxury threshold² price is **\$940,000**, and the median luxury home sales price is **\$1,350,000**.
- Markets with the Highest Median Sales Price: **LA Beach Cities** (\$3,663,125), **Vail** (\$3,500,000), **San Francisco** (\$3,300,000), and **Vancouver** (\$3,285,000).
- Markets with the Highest Sales Ratio: **East Bay** (137%), **Sacramento** (101%), **Denver** (77%) and **Seattle** (76%).

¹Sales Ratio defines market speed and market type: Buyer's < 15.5%; Balanced >= 15.5 to < 20.5%; Seller's >= 20.5% plus. If >100%, sales from previous month exceeds current inventory. ²The luxury threshold price is set by The Institute for Luxury Home Marketing.

Luxury Monthly Market Review

A Review of Key Market Differences Month Over Month

July 2020 | August 2020

Attached Homes

	July	August		July	August
Median List Price	\$1,075,000	\$1,000,000	Total Inventory	19,271	19,207
Median Sale Price	\$843,513	\$880,000	New Listings	6,135	5,722
Median SP/LP Ratio	98.18%	98.23%	Total Sold	3,562	3,686
Total Sales Ratio	18.48%	19.19%	Median Days on Market	33	27
Median Price per Sq. Ft.	\$507	\$484	Average Home Size	1,980	1,960

Median prices represent properties priced above respective city benchmark prices.



Attached Homes Market Summary | July 2020

- Official Market Type: **Balanced Market** with a **19.19% Sales Ratio**.¹
- Attached homes are selling for an average of **98.23% of list price**.
- The median luxury threshold² price is **\$700,000**, and the median attached luxury sale price is **\$880,000**.
- Markets with the Highest Median Sales Price: **Vail** (\$2,650,000), **San Francisco** (\$2,360,000), **Maui** (\$2,205,000), and **Naples** (\$2,090,000).
- Markets with the Highest Sales Ratio: **GTA-Durham** (132%), **East Bay** (101%), **Ocean County** (100%), and **Marin County** (88%).

¹Sales Ratio defines market speed and market type: Buyer's < 15.5%; Balanced >= 15.5 to < 20.5%; Seller's >= 20.5% plus. If >100%, sales from previous month exceeds current inventory. ²The luxury threshold price is set by The Institute for Luxury Home Marketing.

Luxury Monthly Market Review

Single-Family Homes

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$1,195,000	\$1,024,500	647	204	96	37	Buyer's
AZ	Paradise Valley	\$3,300,000	\$2,300,000	178	37	22	137	Buyer's
AZ	Phoenix	\$782,500	\$619,500	452	209	320	46	Seller's
AZ	Scottsdale	\$1,897,000	\$1,282,600	570	171	165	79	Seller's
AZ	Tucson	\$795,000	\$645,000	498	135	165	24	Seller's
BC	Okanagan Valley	\$1,600,000	\$1,600,000	513	116	73	67	Buyer's
BC	Vancouver	\$4,190,000	\$3,285,000	992	313	86	23	Buyer's
BC	Victoria	\$1,788,000	\$1,550,000	607	189	12	23	Buyer's
CA	Central Coast	\$3,200,000	\$2,650,000	249	56	26	6	Buyer's
CA	East Bay	\$2,498,500	\$1,860,000	242	125	331	9	Seller's
CA	Lake Tahoe	\$2,595,000	\$1,950,000	143	65	101	28	Seller's
CA	Los Angeles Beach Cities	\$5,274,500	\$3,663,125	460	145	104	40	Seller's
CA	Los Angeles City	\$4,380,000	\$2,900,000	1,095	355	151	23	Buyer's
CA	Los Angeles The Valley	\$2,324,000	\$1,785,000	518	200	252	21	Seller's
CA	Marin County	\$4,199,000	\$3,085,000	129	34	73	39	Seller's
CA	Napa County	\$3,225,000	\$1,950,000	152	22	35	78	Seller's
CA	Orange County	\$2,750,000	\$1,977,750	1,133	363	462	36	Seller's
CA	Palm Springs/Palm Desert	\$1,785,000	\$1,515,000	345	105	122	64	Seller's
CA	Placer County	\$988,000	\$942,500	188	79	120	17	Seller's
CA	Sacramento	\$799,900	\$731,925	539	261	546	12	Seller's
CA	San Diego	\$2,536,560	\$1,600,000	833	318	431	23	Seller's
CA	San Francisco	\$3,995,000	\$3,300,000	125	22	43	24	Seller's
CA	San Luis Obispo County	\$1,699,500	\$1,899,950	159	35	6	N/A	Buyer's
CA	Santa Barbara	\$4,175,000	\$2,700,000	253	68	61	20	Seller's

Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

Luxury Monthly Market Review

Single-Family Homes

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CA	Silicon Valley	\$4,195,000	\$3,195,000	287	137	172	11	Seller's
CA	Ventura County	\$2,245,000	\$1,495,000	285	92	117	45	Seller's
CO	Boulder	\$2,000,000	\$1,391,438	209	53	97	56	Seller's
CO	Colorado Springs	\$849,950	\$710,000	304	91	209	18	Seller's
CO	Denver	\$1,100,000	\$825,000	965	369	740	13	Seller's
CO	Douglas County	\$1,342,450	\$995,000	226	58	117	22	Seller's
CO	Durango	\$1,499,000	\$1,075,000	96	10	22	90	Seller's
CO	Summit County	\$1,995,000	\$1,637,500	26	8	12	53	Seller's
CO	Vail	\$6,775,000	\$3,500,000	76	17	15	49	Balanced
CT	Central Connecticut	\$649,900	\$582,500	417	99	143	24	Seller's
CT	Coastal Connecticut	\$1,899,000	\$1,450,000	1,168	253	381	70	Seller's
DC	Washington D.C.	\$2,999,500	\$2,857,500	68	15	15	36	Seller's
FL	Boca Raton/Delray Beach	\$2,390,000	\$1,675,000	468	100	65	75	Buyer's
FL	Coastal Pinellas Towns	\$1,914,500	\$1,350,000	52	14	29	103	Seller's
FL	Greater Fort Lauderdale	\$1,375,000	\$940,000	1,227	260	237	53	Balanced
FL	Jacksonville Beaches	\$1,345,000	\$1,175,000	225	53	67	48	Seller's
FL	Lee County	\$1,697,000	\$1,280,000	462	70	56	146	Buyer's
FL	Miami	\$1,495,000	\$980,000	1,136	250	138	116	Buyer's
FL	Naples	\$2,399,000	\$1,750,000	543	79	91	89	Balanced
FL	Orlando	\$1,595,000	\$1,305,000	443	94	52	43	Buyer's
FL	Palm Beach Towns	\$3,342,500	\$3,037,500	274	40	50	127	Balanced
FL	Sarasota & Beaches	\$1,845,000	\$1,867,500	285	59	80	78	Seller's
FL	Tampa	\$849,000	\$677,250	571	165	276	26	Seller's
GA	Atlanta	\$1,245,000	\$950,000	1,046	324	278	27	Seller's

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Luxury Monthly Market Review

Single-Family Homes

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
HI	Island of Hawaii	\$2,300,000	\$1,600,000	133	30	18	31	Buyer's
HI	Kauai	\$2,590,000	\$1,845,000	94	23	13	13	Buyer's
HI	Maui	\$3,225,000	\$2,275,000	164	36	21	190	Buyer's
HI	Oahu	\$3,200,000	\$2,725,000	213	36	23	84	Buyer's
ID	Northern Idaho	\$954,900	\$779,500	277	97	160	67	Seller's
IL	Chicago	\$1,299,000	\$1,050,000	1,382	510	542	53	Seller's
IL	DuPage County	\$1,099,000	\$930,000	515	145	155	81	Seller's
IL	Lake County	\$999,999	\$871,500	531	159	109	75	Balanced
IL	Will County	\$690,000	\$582,500	229	67	94	41	Seller's
IN	Hamilton County	\$824,900	\$697,500	176	46	107	19	Seller's
MA	Greater Boston	\$3,395,000	\$2,350,008	133	30	41	35	Seller's
MD	Anne Arundel County	\$1,100,000	\$890,000	236	59	116	26	Seller's
MD	Montgomery County	\$1,797,500	\$1,505,000	240	78	107	16	Seller's
MD	Talbot County	\$2,450,000	\$1,747,500	59	16	20	62	Seller's
MD	Worcester County	\$1,262,500	\$815,500	44	10	10	46	Seller's
MI	Oakland County	\$775,000	\$636,500	797	287	292	32	Seller's
MO	St. Louis	\$755,000	\$696,000	162	51	72	40	Seller's
NC	Charlotte	\$1,000,000	\$817,500	652	178	374	17	Seller's
NC	Raleigh-Durham	\$749,900	\$675,000	800	203	395	3	Seller's
NJ	Ocean County	\$1,039,000	\$808,750	760	280	350	15	Seller's
NV	Las Vegas	\$749,970	\$624,500	1,572	521	492	33	Seller's
NV	Reno	\$1,547,000	\$1,206,000	78	20	41	77	Seller's
NY	Brooklyn	\$1,589,000	\$1,590,000	323	74	5	232	Buyer's
NY	Nassau County	\$1,688,000	\$1,457,500	1,204	268	144	73	Buyer's

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Luxury Monthly Market Review

Single-Family Homes

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
NY	Staten Island	\$1,200,000	\$1,174,000	199	52	6	166	Buyer's
NY	Suffolk County	\$1,589,000	\$1,015,000	1,302	332	114	71	Buyer's
ON	GTA - Durham	\$1,600,000	\$1,260,000	213	135	112	16	Seller's
ON	GTA - York	\$2,387,000	\$1,800,000	737	399	176	20	Seller's
ON	Oakville	\$2,498,000	\$2,395,000	318	107	45	22	Buyer's
ON	Toronto	\$3,577,500	\$3,250,000	450	257	122	16	Seller's
TN	Knox County	\$824,950	\$657,250	152	44	81	22	Seller's
TN	Nashville	\$1,137,000	\$980,000	332	115	129	6	Seller's
TX	Austin	\$1,212,250	\$875,000	554	215	374	13	Seller's
TX	Collin County	\$750,000	\$682,000	547	165	279	29	Seller's
TX	Dallas	\$1,092,500	\$860,000	702	202	218	30	Seller's
TX	Fort Worth	\$899,000	\$800,000	630	166	261	23	Seller's
TX	Houston	\$829,900	\$752,500	2,227	616	383	25	Balanced
TX	San Antonio	\$839,000	\$735,000	424	96	83	55	Balanced
TX	The Woodlands & Spring	\$899,000	\$707,750	377	106	108	25	Seller's
UT	Park City	\$3,495,000	\$2,800,000	200	40	64	50	Seller's
UT	Salt Lake City	\$1,249,000	\$950,000	268	99	91	57	Seller's
VA	Arlington & Alexandria	\$1,891,000	\$1,640,000	92	26	35	10	Seller's
VA	Fairfax County	\$1,769,000	\$1,480,000	459	129	131	20	Seller's
VA	McLean & Vienna	\$2,359,000	\$1,685,000	213	58	55	21	Seller's
VA	Richmond	\$895,000	\$789,000	209	57	107	19	Seller's
WA	Greater Seattle	\$1,999,250	\$1,562,000	632	272	473	8	Seller's
WA	Seattle	\$1,750,000	\$1,400,000	258	138	195	7	Seller's

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Luxury Monthly Market Review

Attached Homes

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$985,375	\$782,500	96	21	6	84	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$725,000	\$650,000	235	66	58	93	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,884,000	\$1,632,500	824	332	112	23	Buyer's
BC	Victoria	\$790,075	\$733,250	352	130	12	20	Buyer's
CA	Central Coast	\$1,250,000	\$1,250,000	32	7	5	13	Balanced
CA	East Bay	\$998,000	\$965,000	82	46	83	12	Seller's
CA	Lake Tahoe	\$1,325,000	\$1,250,000	43	14	25	44	Seller's
CA	Los Angeles Beach Cities	\$1,747,000	\$1,387,500	280	103	82	19	Seller's
CA	Los Angeles City	\$1,499,000	\$1,222,500	541	191	78	29	Buyer's
CA	Los Angeles The Valley	\$745,000	\$689,000	147	78	89	15	Seller's
CA	Marin County	\$1,475,000	\$1,055,000	17	6	15	32	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,099,800	\$910,000	722	280	153	21	Seller's
CA	Palm Springs/Palm Desert	-	-	-	-	-	-	-
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,150,000	\$870,000	529	227	228	26	Seller's
CA	San Francisco	\$2,613,900	\$2,360,000	197	44	29	13	Buyer's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,797,500	\$1,525,000	38	7	9	21	Seller's

Markets with dashes do not have a significant luxury market for this report. Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

Luxury Monthly Market Review

Attached Homes

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
CA	Silicon Valley	\$1,449,995	\$1,424,000	166	84	86	10	Seller's
CA	Ventura County	\$775,900	\$732,500	43	16	32	32	Seller's
CO	Boulder	\$882,000	\$785,000	87	29	27	52	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$725,000	\$599,500	623	205	254	11	Seller's
CO	Douglas County	\$564,900	\$570,000	15	8	13	4	Seller's
CO	Durango	\$775,000	\$720,000	20	3	7	120	Seller's
CO	Summit County	\$985,000	\$1,125,000	8	3	4	18	Seller's
CO	Vail	\$3,495,000	\$2,650,000	116	32	11	126	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$792,500	\$692,500	252	73	66	74	Seller's
DC	Washington D.C.	\$1,895,000	\$1,500,000	213	66	55	8	Seller's
FL	Boca Raton/Delray Beach	\$1,075,000	\$672,500	445	69	36	61	Buyer's
FL	Coastal Pinellas	\$1,167,500	\$837,500	114	28	42	63	Seller's
FL	Greater Fort Lauderdale	\$869,000	\$705,000	1,281	205	60	143	Buyer's
FL	Jacksonville Beaches	\$1,199,444	\$940,000	29	10	19	34	Seller's
FL	Lee County	\$877,000	\$805,000	310	33	31	40	Buyer's
FL	Miami	\$1,000,000	\$880,000	2,734	286	69	295	Buyer's
FL	Naples	\$2,072,500	\$2,090,000	252	79	101	0	Seller's
FL	Orlando	\$660,750	\$733,000	72	10	8	71	Buyer's
FL	Palm Beach Towns	\$1,467,500	\$1,254,000	382	56	34	109	Buyer's
FL	Sarasota & Beaches	\$1,350,000	\$1,215,000	214	32	28	116	Buyer's
FL	Tampa	\$726,450	\$669,990	138	37	43	16	Seller's
GA	Atlanta	\$664,900	\$607,500	647	220	100	29	Balanced

Markets with dashes do not have a significant luxury market for this report. Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

Luxury Monthly Market Review

Attached Homes

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
HI	Island of Hawaii	\$1,782,500	\$1,850,000	92	16	13	45	Buyer's
HI	Kauai	\$1,355,000	\$977,000	85	13	2	0	Buyer's
HI	Maui	\$1,799,000	\$2,205,000	147	40	31	408	Seller's
HI	Oahu	\$1,299,444	\$1,167,500	418	67	22	36	Buyer's
ID	Northern Idaho	-	-	-	-	-	-	-
IL	Chicago	\$1,140,000	\$897,000	1,134	380	162	70	Buyer's
IL	DuPage County	\$731,700	\$675,000	54	23	15	27	Seller's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,295,000	\$1,850,000	334	84	57	25	Balanced
MD	Anne Arundel County	\$712,250	\$565,000	38	17	28	14	Seller's
MD	Montgomery County	\$825,000	\$695,843	157	47	86	8	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$749,890	\$610,000	55	19	27	54	Seller's
MI	Oakland County	\$888,899	\$596,250	56	25	20	23	Seller's
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$729,450	\$552,768	218	60	38	23	Balanced
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$579,900	\$585,000	9	3	9	11	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-
NY	Brooklyn	\$1,289,500	\$1,180,000	656	184	40	201	Buyer's
NY	Nassau County	\$1,360,407	\$1,175,000	145	25	15	210	Buyer's

Markets with dashes do not have a significant luxury market for this report. Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

Luxury Monthly Market Review

Attached Homes

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
NY	Staten Island	-	-	-	-	-	-	-
NY	Suffolk County	\$775,000	\$610,000	167	38	25	37	Buyer's
ON	GTA - Durham	\$829,990	\$730,200	25	25	33	8	Seller's
ON	GTA - York	\$874,500	\$864,444	374	355	238	10	Seller's
ON	Oakville	\$1,399,000	\$1,145,000	55	23	5	20	Buyer's
ON	Toronto	\$1,244,900	\$1,144,500	903	627	262	11	Seller's
TN	Knox County	-	-	-	-	-	-	-
TN	Nashville	\$787,450	\$699,000	112	38	11	37	Buyer's
TX	Austin	\$849,900	\$632,500	269	66	46	16	Balanced
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$769,000	\$618,050	251	46	26	40	Buyer's
TX	Fort Worth	-	-	-	-	-	-	-
TX	Houston	\$649,900	\$620,000	191	53	19	42	Buyer's
TX	San Antonio	\$659,000	\$1,110,000	47	9	1	53	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,297,500	\$1,824,500	130	26	26	32	Balanced
UT	Salt Lake City	\$768,400	\$599,200	83	16	18	42	Seller's
VA	Arlington & Alexandria	\$1,189,500	\$979,600	98	38	62	8	Seller's
VA	Fairfax County	\$764,000	\$653,800	152	67	127	6	Seller's
VA	McLean & Vienna	\$1,199,495	\$895,575	38	10	6	12	Balanced
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,238,800	\$998,820	267	98	81	12	Seller's
WA	Seattle	\$1,475,000	\$1,111,000	151	48	25	12	Balanced

Markets with dashes do not have a significant luxury market for this report. Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cities are shown in Canadian Dollars.

Hawaii

Luxury Market Review

Corcoran Pacific Properties is pleased to present a closer look at the luxury real estate market in Hawaii, showcasing detailed statistical analysis of Kauai, Oahu, Maui and the Big Island of Hawaii for August 2020.

Hawaii's travel restrictions continue with both residents and travellers arriving from out-of-state still subject to a mandatory 14-day self-quarantine. However, as of October 15th the Pre-Travel Testing Program is scheduled to be implemented, which provides travelers with an alternative if they are tested no earlier than 72 hours before their flight arrives. This must be an FDA-approved nucleic acid amplification test (NAAT), performed using a nasal swab, and can show proof of negative test results from a CLIA certified laboratory. For more information visit: <https://www.hawaiiitourismauthority.org/covid-19-updates/>

This is exciting news, as it does offer some semblance of normality for the real estate market, allowing those looking to purchase a property the opportunity to come and physically view homes within their time limitations. It is expected that this will also assist the badly hit tourism and vacation rental sector, which is so important to Hawaii's economy.

Interestingly, the last 5-6 months have created quite a dramatic shift in the real estate market, not just in how real estate agents are doing business, but also the types of buyers who are choosing to purchase a home in Hawaii.

Agents are reporting that many of Hawaii's new buyers, tired of the living in their mainland city especially due to the impact of COVID-19, are looking to move to Hawaii, with a view to making it their primary home. They are looking for a better lifestyle which offers a healthier, safer environment. For many the ability to work from home has now become a way of life, so properties that facilitate a private office or two, plenty of space both inside and out and importantly are move-in ready are seeing the most attention.

Luxury real estate statistics clearly show a return to normal for the number of sales as compared to August 2019 for single family homes, although condos sales are still lower. The median sold price for single family homes have increased on Oahu and Kauai, while remaining on par for the Island of Hawaii and Maui. Inventory levels are down significantly on Kauai by 40%, Maui by 21% and Oahu by 19%.

For homeowners currently not living in their properties and looking to sell, now is the time to work with your Corcoran Pacific agent to prepare the home so that its turnkey, as statistics show that these properties are in high demand and fetching close to relatable asking prices.

As always, a real estate expert familiar with local trends is the best resource to navigate a specific market.

The logo for Corcoran Pacific Properties features the word "corcoran" in a stylized, lowercase, serif font. Below the text is a horizontal bar with a rainbow gradient, transitioning from blue on the left to red on the right.

corcoran

PACIFIC PROPERTIES

Kauai Hawaii

September 2020



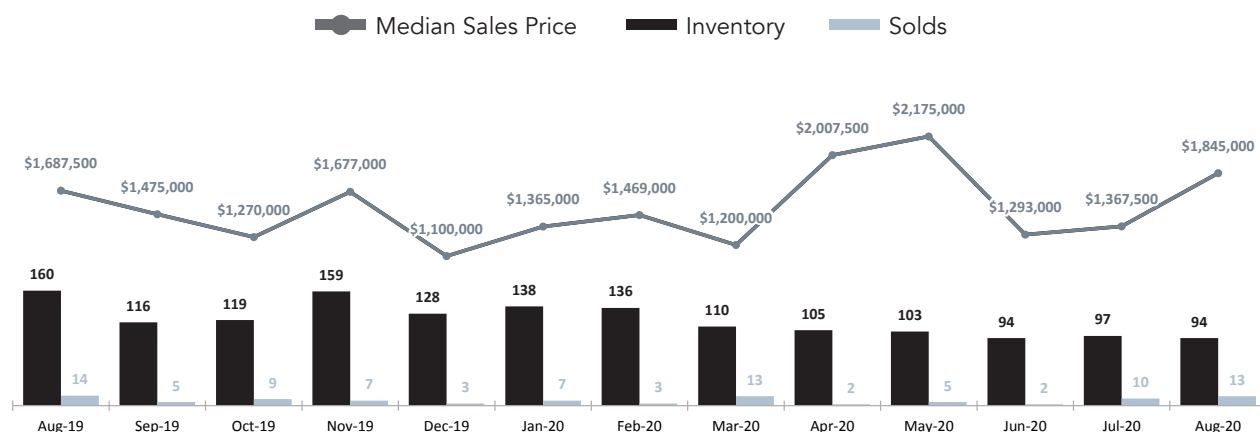
Luxury Inventory vs. Sales | August 2020

Inventory Sales

Luxury Benchmark Price¹: \$1,025,000

Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	NA	NA	NA	0	2	0%
2 Bedrooms	\$1,625,000	28	2	3	8	38%
3 Bedrooms	\$1,823,500	7	3	6	39	15%
4 Bedrooms	\$3,260,000	10	5	3	29	10%
5 Bedrooms	\$5,361,732	0	6	1	12	8%
6+ Bedrooms	NA	NA	NA	0	4	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-Month Luxury Market Trend⁴

Median Data

Inventory

July
97

August
94

VARIANCE: -3%

Solds

July
10

August
13

VARIANCE: 30%

Sales Price

July
\$1.37m

August
\$1.85m

VARIANCE: 35%

Sale Price Per SqFt.

July
\$767

August
\$1,255

VARIANCE: 64%

Sale to List Price Ratio

July
98.53%

August
95.45%

VARIANCE: -3%

Days on Market

July
30

August
13

VARIANCE: -57%

Kauai Market Summary | August 2020

- The Kauai single-family luxury market is a Buyer's Market with a 14% Sales Ratio.
- Homes sold for a median of 95.45% of list price in August 2020.
- The most active price band is \$5,100,000-\$6,099,999, where the sales ratio is 50%.
- The median luxury sales price for single-family homes has increased to \$1,845,000.
- The median days on market for August 2020 was 13 days, down from 30 in July 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.

Luxury Inventory vs. Sales | August 2020

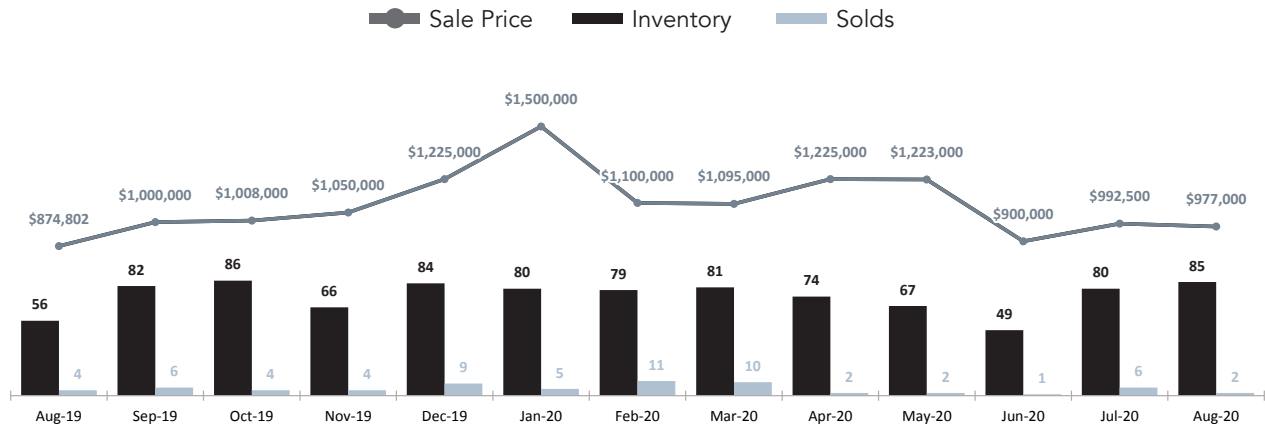
Inventory Sales

Luxury Benchmark Price¹: \$850,000



Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	NA	NA	NA	0	2	0%
2 Bedrooms	\$925,000	0	3	1	39	3%
3 Bedrooms	\$1,029,000	0	3	1	29	3%
4 Bedrooms	NA	NA	NA	0	10	0%
5 Bedrooms	NA	NA	NA	0	2	0%
6+ Bedrooms	NA	NA	NA	0	3	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-Month Luxury Market Trend⁴

Median Data

Inventory

July August
80 85

VARIANCE: 6%

Solds

July August
6 2

VARIANCE: -67%

Sales Price

July August
\$993k \$977k

VARIANCE: -2%

Sale Price Per SqFt.

July August
\$672 \$697

VARIANCE: 4%

Sale to List Price Ratio

July August
96.15% 98.23%

VARIANCE: 2%

Days on Market

July August
57 0

VARIANCE: -100%

Kauai Market Summary | August 2020

- The Kauai attached luxury market is a Buyer's Market with a 2% Sales Ratio.
- Homes sold for a median of 98.23% of list price in August 2020.
- The most active price band is \$900,000-\$949,999, where the sales ratio is 33%.
- The median luxury sales price for attached homes has decreased to \$977,000.
- The median days on market for August 2020 was 0 days, down from 57 in July 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

Oahu Hawaii

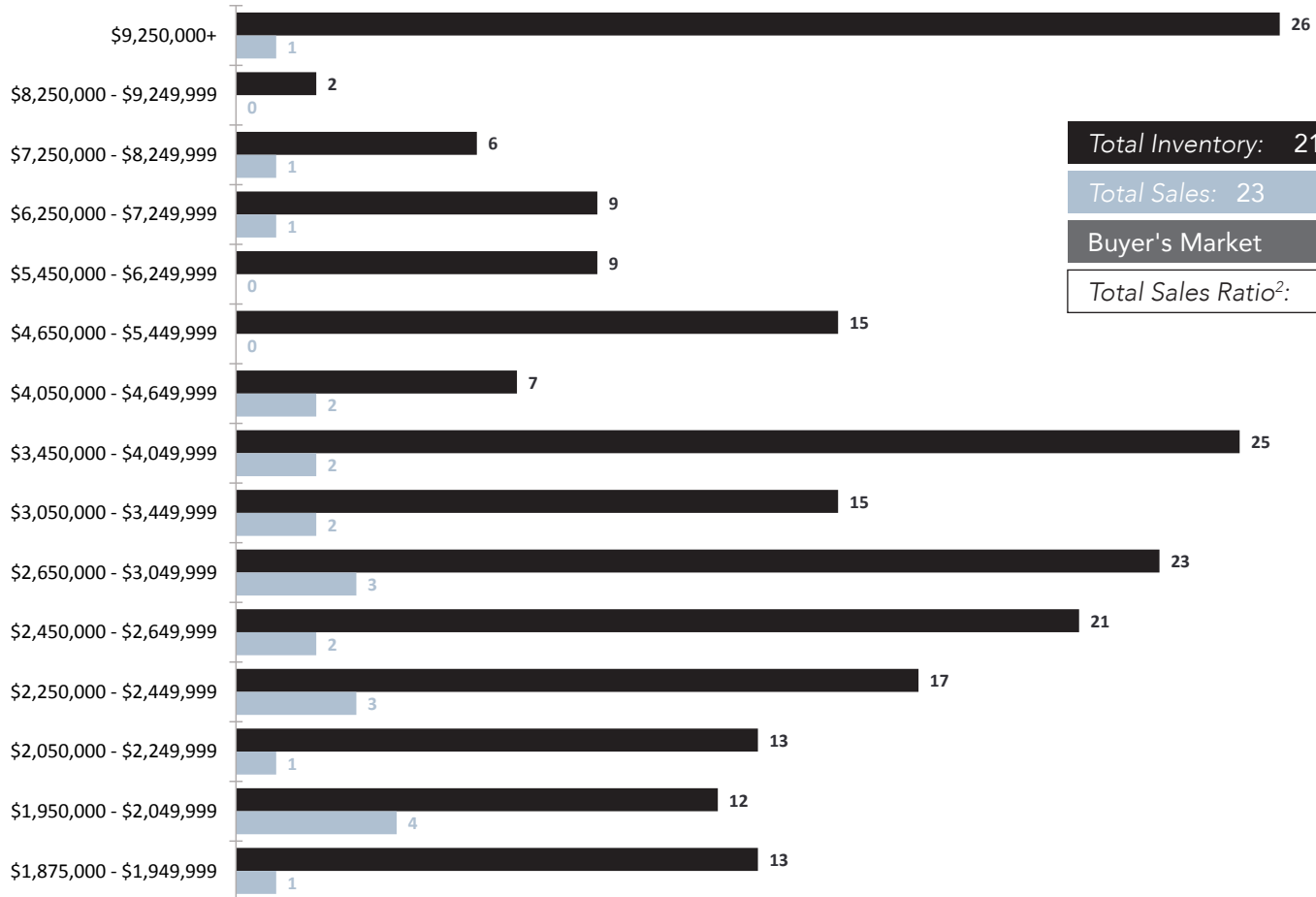
September 2020



Luxury Inventory vs. Sales | August 2020

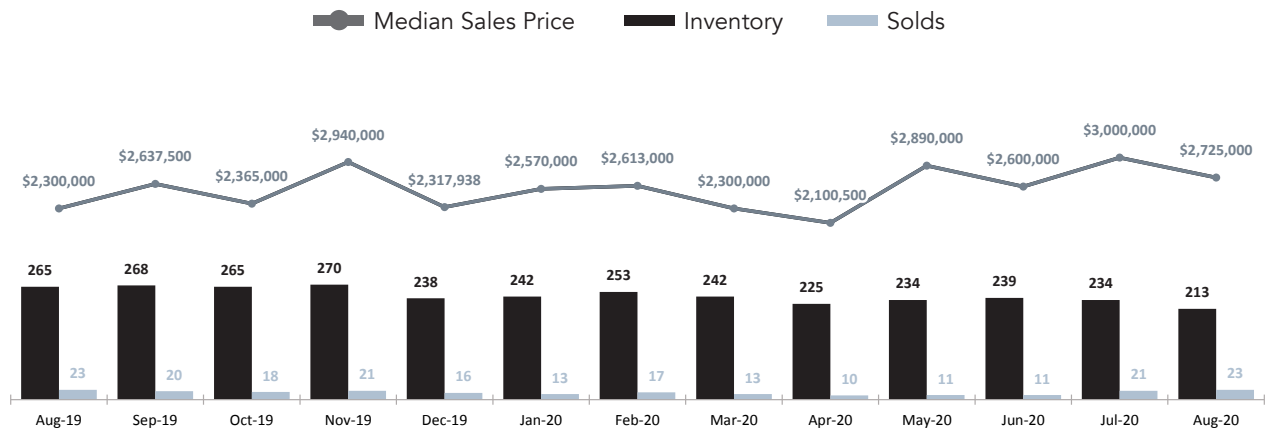
Inventory Sales

Luxury Benchmark Price¹: \$1,875,000



Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$2,600,000	4	3	1	44	2%
3,000 - 3,999	\$2,548,000	4	4	9	34	26%
4,000 - 4,999	\$2,990,000	5	5	7	45	16%
5,000 - 5,999	\$4,890,000	4	5	2	38	5%
6,000 - 6,999	\$4,500,000	5	6	3	17	18%
7,000+	\$2,340,000	4	5	1	33	3%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-Month Luxury Market Trend⁴

Median Data

Inventory

July
234

August
213

VARIANCE: -9%

Solds

July
21

August
23

VARIANCE: 10%

Sales Price

July
\$3.00m

August
\$2.73m

VARIANCE: -9%

Sale Price Per SqFt.

July
\$719

August
\$706

VARIANCE: -2%

Sale to List Price Ratio

July
95.72%

August
94.92%

VARIANCE: -1%

Days on Market

July
66

August
84

VARIANCE: 27%

Oahu Market Summary | August 2020

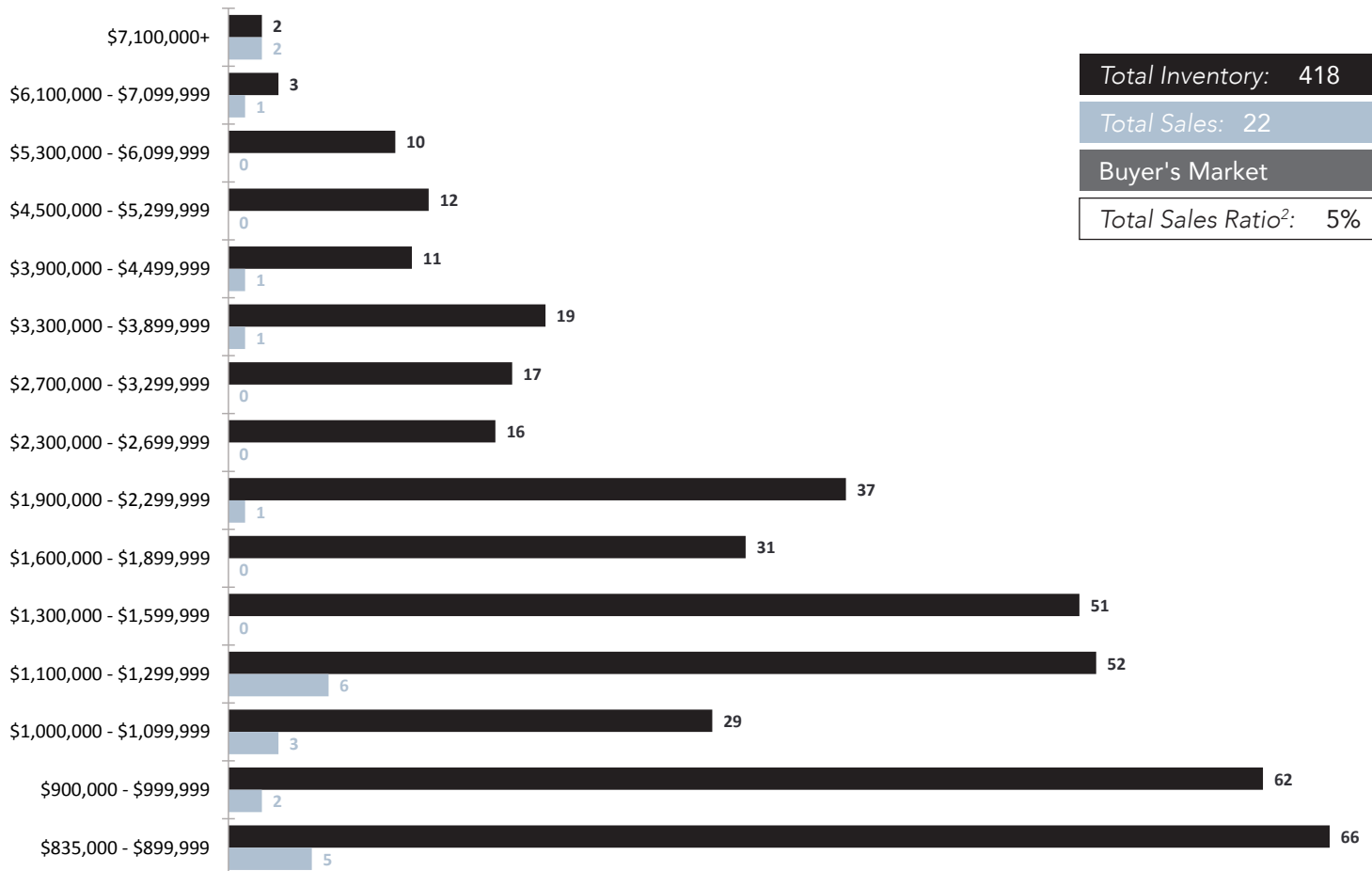
- The Oahu single-family luxury market is a Buyer's Market with an 11% Sales Ratio.
- Homes sold for a median of 94.92% of list price in August 2020.
- The most active price band is \$1,950,000-\$2,049,999, where the sales ratio is 33%.
- The median luxury sales price for single-family homes has decreased to \$2,725,000.
- The median days on market for August 2020 was 84 days, up from 66 in July 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

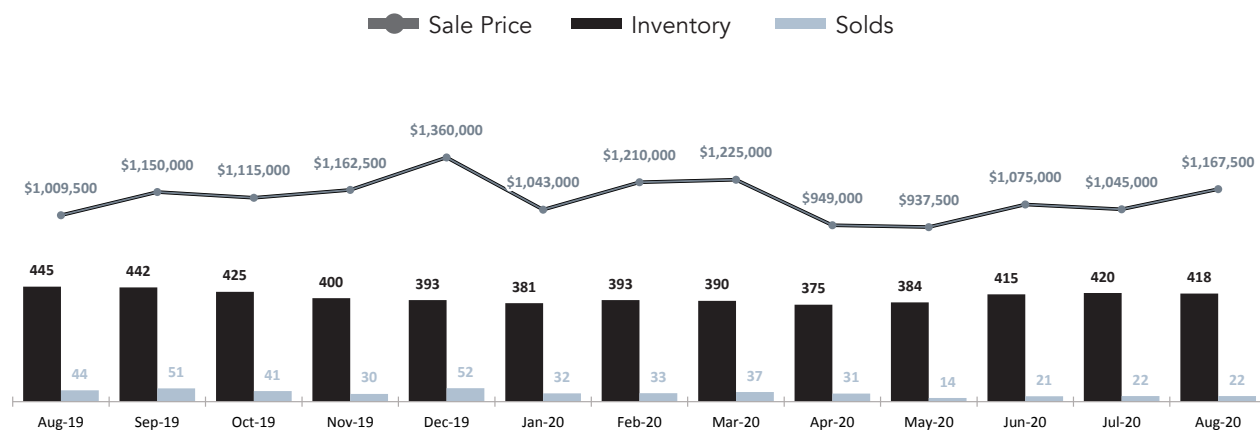
Luxury Inventory vs. Sales | August 2020

Inventory Sales

Luxury Benchmark Price¹: \$835,000

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$1,060,000	1	1	5	102	5%
1,000 - 1,499	\$1,050,000	2	2	7	157	4%
1,500 - 1,999	\$975,000	3	3	4	76	5%
2,000 - 2,499	\$3,800,000	3	3	3	41	7%
2,500 - 2,999	NA	NA	NA	0	19	0%
3,000+	\$7,275,000	3	4	3	22	14%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-Month Luxury Market Trend⁴

Median Data

Inventory

July August
420 418

VARIANCE: 0%

Solds

July August
22 22

VARIANCE: 0%

Sales Price

July August
\$1.05m \$1.17m

VARIANCE: 12%

Sale Price Per SqFt.

July August
\$883 \$924

VARIANCE: 5%

Sale to List Price Ratio

July August
96.27% 99.11%

VARIANCE: 3%

Days on Market

July August
48 36

VARIANCE: -25%

Oahu Market Summary | August 2020

- The Oahu attached luxury market is a Buyer's Market with a 5% Sales Ratio.
- Homes sold for a median of 99.11% of list price in August 2020.
- The most active price band is \$7,100,000+, where the sales ratio is 100%.
- The median luxury sales price for attached homes has increased to \$1,167,500.
- The median days on market for August 2020 was 36 days, down from 48 in July 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.

Maui Hawaii

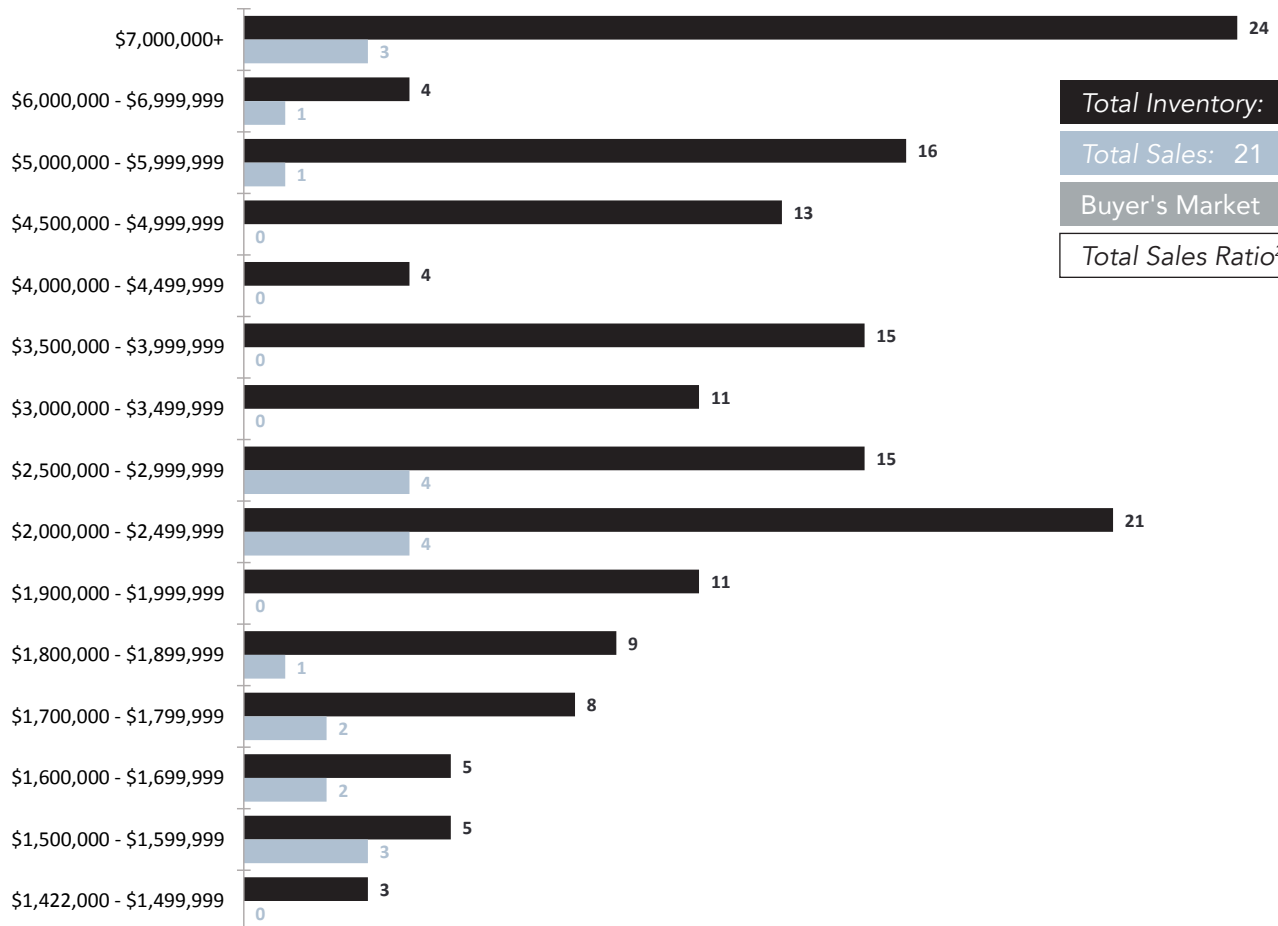
September 2020



Luxury Inventory vs. Sales | August 2020

Inventory Sales

Luxury Benchmark Price¹: \$1,422,000



Total Inventory: 164

Total Sales: 21

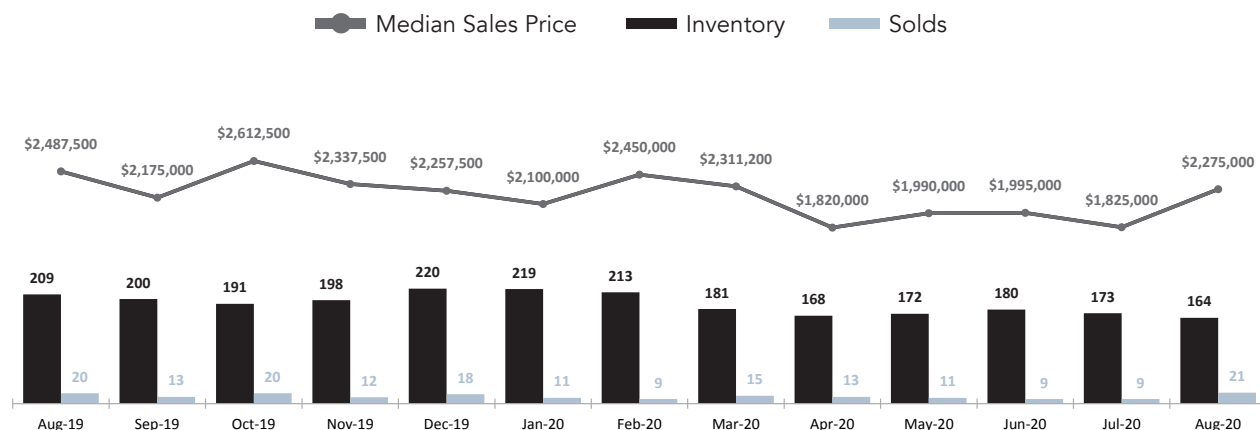
Buyer's Market

Total Sales Ratio²: 13%

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$1,973,000	2	2	4	30	13%
2,000 - 2,999	\$1,750,000	3	4	7	37	19%
3,000 - 3,999	\$3,732,324	4	4	6	51	12%
4,000 - 4,999	\$4,964,222	4	5	4	20	20%
5,000 - 5,999	NA	NA	NA	0	9	0%
6,000+	NA	NA	NA	0	17	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-Month Luxury Market Trend⁴



Median Data

Inventory

July
173

August
164

VARIANCE: -5%

Solds

July
9

August
21

VARIANCE: 133%

Sales Price

July
\$1.83m

August
\$2.28m

VARIANCE: 25%

Sale Price Per SqFt.

July
\$850

August
\$965

VARIANCE: 14%

Sale to List Price Ratio

July
94.05%

August
97.49%

VARIANCE: 4%

Days on Market

July
140

August
190

VARIANCE: 36%

Maui Market Summary | August 2020

- The Maui single-family luxury market is a Buyer's Market with a 13% Sales Ratio.
- Homes sold for a median of 97.49% of list price in August 2020.
- The most active price band is \$1,500,000-\$1,599,999, where the sales ratio is 60%.
- The median luxury sales price for single-family homes has increased to \$2,275,000.
- The median days on market for August 2020 was 190 days, up from 140 in July 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

Luxury Inventory vs. Sales | August 2020

Inventory Sales

Luxury Benchmark Price¹: \$1,183,200



Total Inventory: 147

Total Sales: 31

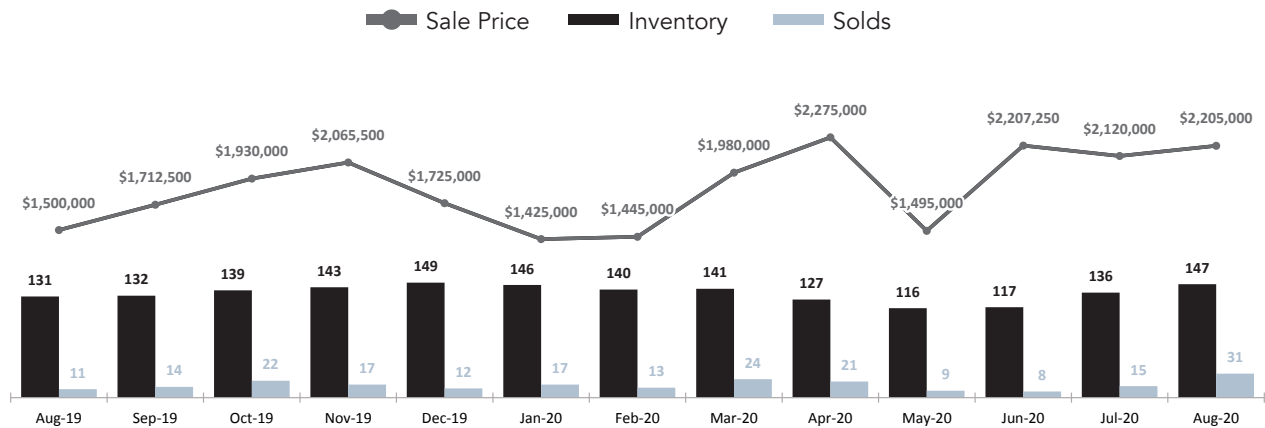
Seller's Market

Total Sales Ratio²: 21%

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$1,250,000	1	2	1	18	6%
1,000 - 1,499	\$1,522,500	2	2	4	48	8%
1,500 - 1,999	\$1,782,500	3	2	4	40	10%
2,000 - 2,499	\$2,215,000	3	3	19	17	112%
2,500 - 2,999	\$4,159,000	3	4	3	22	14%
3,000+	NA	NA	NA	0	2	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-Month Luxury Market Trend⁴



MEDIAN DATA

Inventory

July
136

August
147

VARIANCE: 8%

Solds

July
15

August
31

VARIANCE: 107%

Sales Price

July
\$2.12m

August
\$2.21m

VARIANCE: 4%

Sale Price Per SqFt.

July
\$1,045

August
\$1,092

VARIANCE: 4%

Sale to List Price Ratio

July
100.00%

August
100.00%

VARIANCE: 0%

Days on Market

July
205

August
408

VARIANCE: 99%

Maui Market Summary | August 2020

- The Maui attached luxury market is a Seller's Market with a 21% Sales Ratio.
- Homes sold for a median of 100.00% of list price in August 2020.
- The most active price band is \$2,000,000-\$2,499,999, where the sales ratio is 100%.
- The median luxury sales price for attached homes has increased to \$2,205,000.
- The median days on market for August 2020 was 408 days, up from 205 in July 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

Island of Hawaii

September 2020



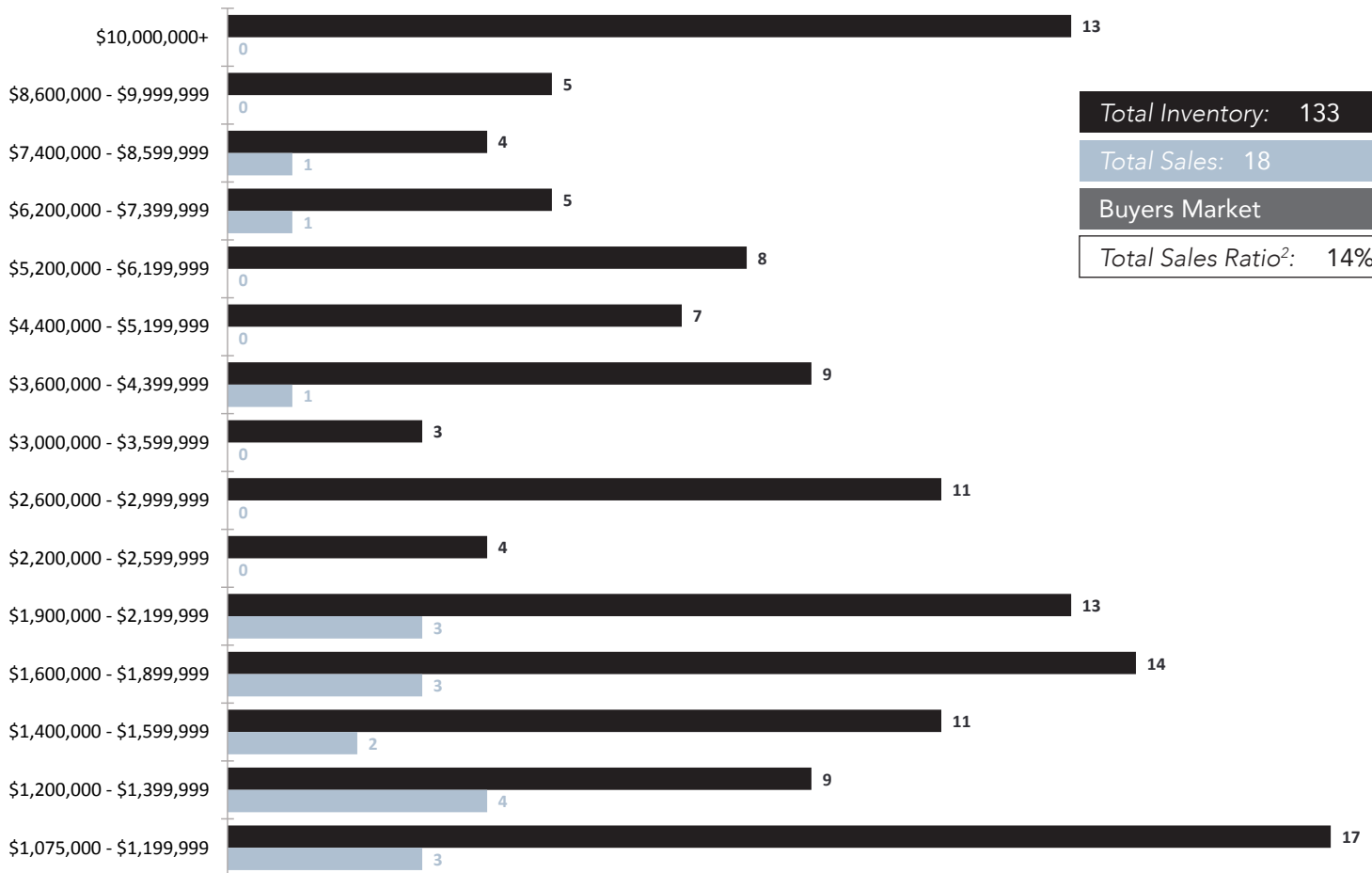
ISLAND OF HAWAII

Single-Family Homes

Luxury Inventory vs. Sales | August 2020

Inventory Sales

Luxury Benchmark Price¹: \$1,075,000



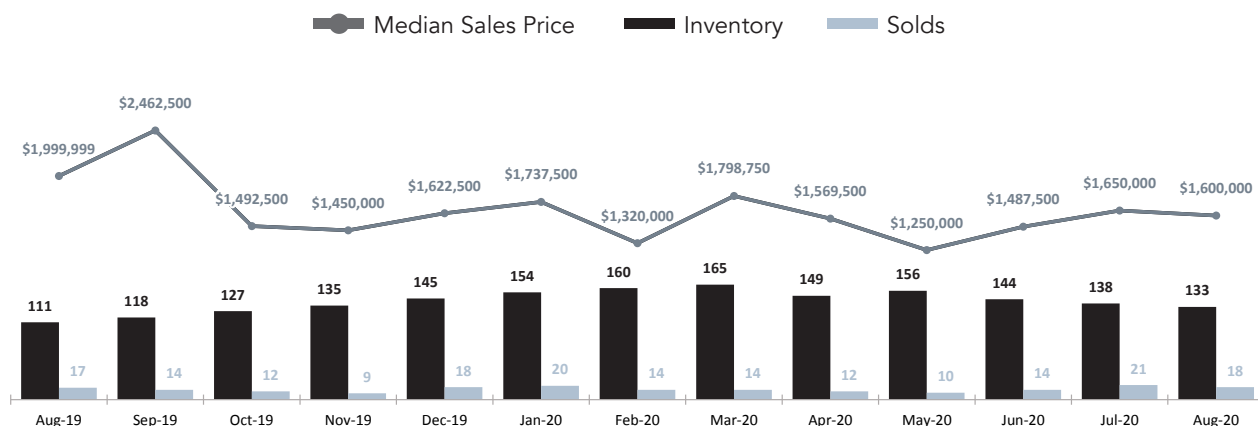
Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$1,200,000	3	3	8	34	24%
3,000 - 3,999	\$1,800,000	5	5	1	31	3%
4,000 - 4,999	\$2,150,000	4	6	3	18	17%
5,000 - 5,999	\$7,700,000	5	6	1	7	14%
6,000 - 6,999	NA	NA	NA	0	4	0%
7,000+	NA	NA	NA	0	8	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

ISLAND OF HAWAII

Single-Family Homes

13-Month Luxury Market Trend⁴



Median Data

Inventory

July
138

August
133

VARIANCE: -4%

Solds

July
21

August
18

VARIANCE: -14%

Sales Price

July
\$1.65m

August
\$1.60m

VARIANCE: -3%

Sale Price Per SqFt.

July
\$795

August
\$483

VARIANCE: -39%

Sale to List Price Ratio

July
96.25%

August
93.21%

VARIANCE: -3%

Days on Market

July
90

August
31

VARIANCE: -66%

Island of Hawaii Market Summary | August 2020

- The Island of Hawaii single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **93.21% of list price** in August 2020.
- The most active price band is **\$1,200,000-\$1,399,999**, where the sales ratio is **44%**.
- The median luxury sales price for single-family homes has decreased to **\$1,600,000**.
- The median days on market for August 2020 was **31** days, down from **90** in July 2020.

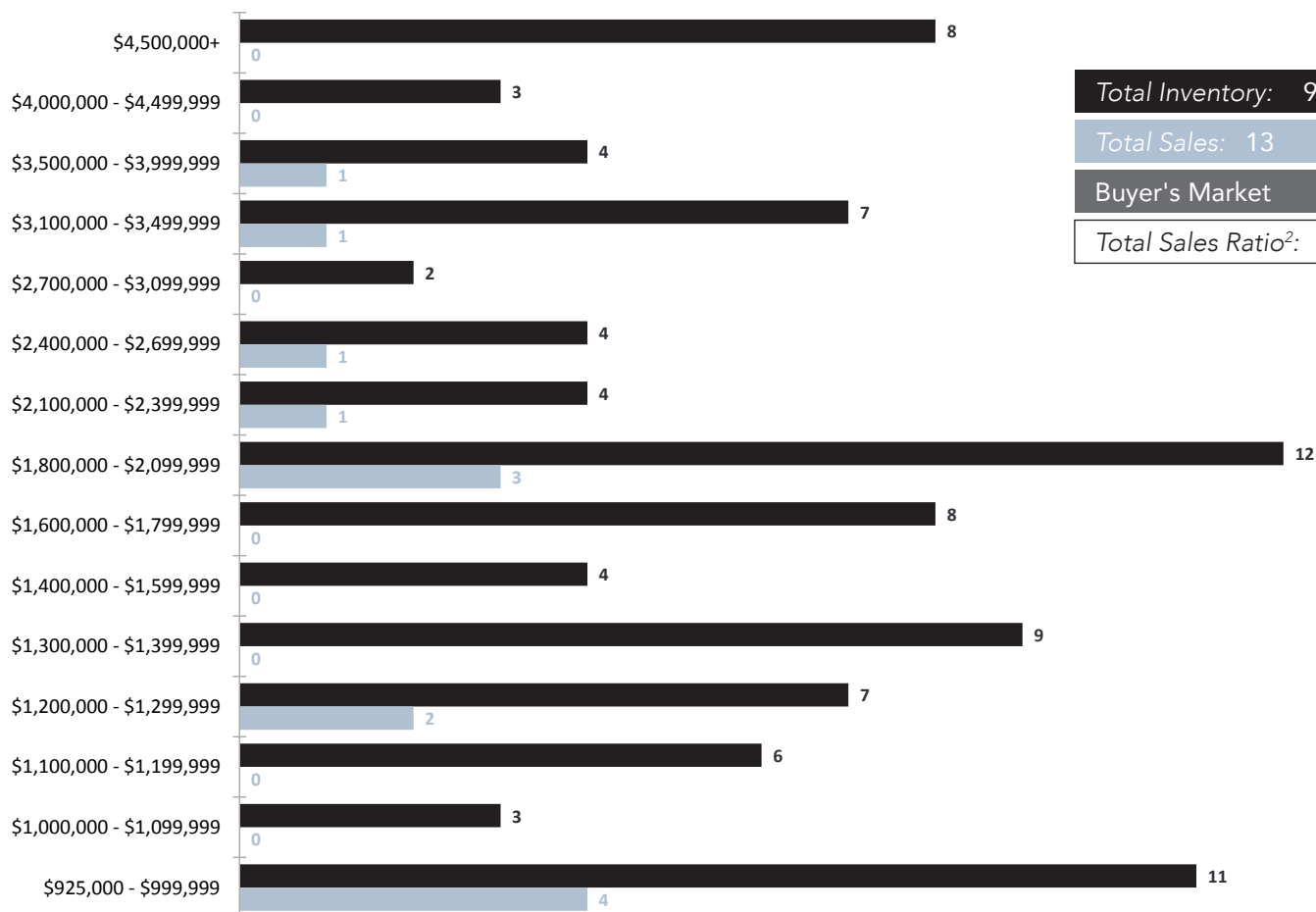
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

Luxury Inventory vs. Sales | August 2020

Inventory Sales

Luxury Benchmark Price¹: **\$925,000**



Total Inventory: 92

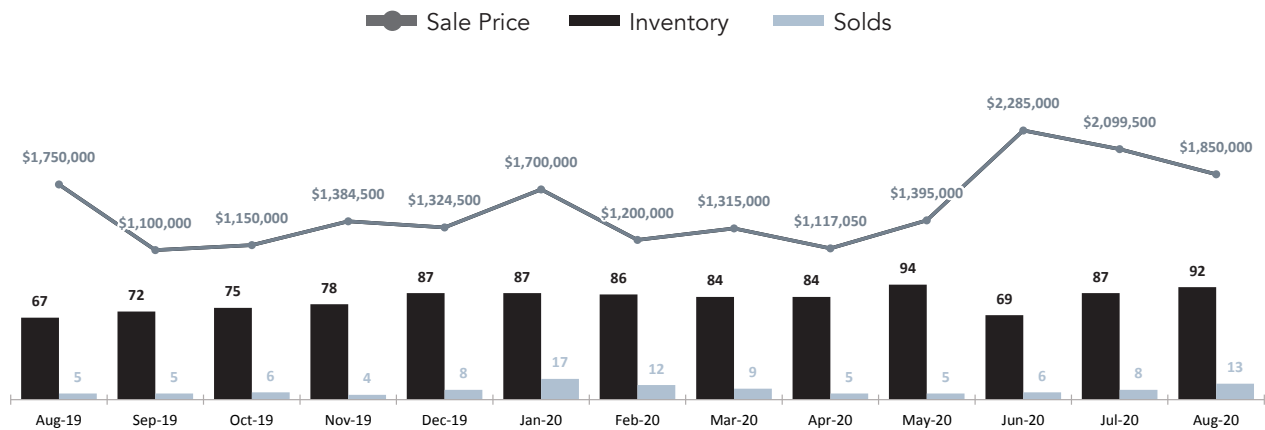
Total Sales: 13

Buyer's Market

Total Sales Ratio²: 14%

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	NA	NA	NA	0	3	0%
1,000 - 1,499	\$1,850,000	2	3	1	10	10%
1,500 - 1,999	\$965,000	3	3	3	18	17%
2,000 - 2,499	\$1,470,000	3	4	2	20	10%
2,500 - 2,999	\$1,950,000	3	4	5	13	38%
3,000+	\$2,925,000	5	6	2	14	14%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-Month Luxury Market Trend⁴

Median Data

Inventory

July August
87 92

VARIANCE: 6%

Solds

July August
8 13

VARIANCE: 63%

Sales Price

July August
\$2.10m \$1.85m

VARIANCE: -12%

Sale Price Per SqFt.

July August
\$775 \$728

VARIANCE: -6%

Sale to List Price Ratio

July August
96.27% 95.15%

VARIANCE: -1%

Days on Market

July August
143 45

VARIANCE: -69%

Island of Hawaii Market Summary | August 2020

- The Island of Hawaii attached luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **95.15% of list price** in August 2020.
- The most active price band is **\$925,000-\$999,999**, where the sales ratio is **36%**.
- The median luxury sales price for attached homes has decreased to **\$1,850,000**.
- The median days on market for August 2020 was **45** days, down from **143** in July 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.

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