

KAUAI | OAHU | MAUI | HAWAII ISLAND

Luxury Market Report

Hawaii, December 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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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 End of 2020 Sees Record Sales in November

As the year draws to a close, November's statistics reveal that the luxury market continues to go from strength to strength, adding still further to a year full of unexpected trends. The majority of the 101 markets reviewed in November by The Institute for Luxury Home Marketing show that, for the first time in many years, most markets showcase sellers in firm control.

From coast to coast, the diversity of markets that have seen an increase in demand for their luxury properties has been unprecedented. Many markets from small rural destinations, to established resort locations, to less densely populated metropolitans show higher than average sales for November.

Overall, the luxury market this month started to show signs of typical seasonal decreases as people prepare for the holiday season and winter weather. Though in key metropolitan cities such as Los Angeles, San Francisco, Boston, and Chicago the numbers are surprising, with sales of single-family residences either in line, but often higher, than sales during November 2019.

For the most part single family homes have seen the greatest demand, with a nearly double year over year increase in sales. Equally, and more unexpected are the number of sales for attached properties in the major metropolitan cities during the last month, which show a 57% increase compared to November 2019.

While some of this increase can be attributed to the market catching up from the pause in the first and second quarters of the year, it can also be due to lower mortgage rates and price points dropping creating unexpected opportunities, which was clearly recognized by savvy buyers.



Another reason that attached properties are seeing an uptick in sales is a result of the purchase of larger properties within the city boundaries. Demand for urban three-bedroom properties is up in many markets as some buyers look for properties that will allow them to stay in the city, but offer more square footage for the families to work and stay at home.

Indeed, despite the enormous pause during April and May, experts all agree that the luxury market has bounced back stronger than ever. Not only did this pandemic introduce some very unexpected new trends but, it has helped define several significant changes that are still impacting the market today, and probably will do so for years to come.

The most significant change has been relocating to a home that better aligns with the intangibles of family, health, and safety. As our work force moves their offices home, location choices are now more centered on lifestyle than an ideal commute time.

Home is where the heart is – never has this saying been more true than in 2020.

Not only have our homes become a place of safety and refuge, but they are where we go to work, teach our children, order meals and goods online, and cater for our activity needs. Everything we do became centered on where we live in 2020.

This is one of the key reasons why the luxury real estate market has seen such a strong resurgence. The affluent continue to turn their attention, financially, to creating a home that offers them all the attributes that they need in order to maintain a quality of lifestyle.

The last few months shows record numbers of sales in the luxury market, which further consolidates that the affluent have been preparing for a long winter with tighter restrictions, especially as COVID-19 numbers continue to rise.

There are several states that have been the recipient of the affluent's migration, namely Arizona, Colorado, Nevada, Texas – and Florida may have seen the greatest influx, especially in the last few months – double the number when compared to 2019 according to Redfin - as we head towards winter.



Buyers from the Northwest, often called snowbirds, are well known for having winter retreats in Florida. But it seems that many have taken the next step to becoming permanent residents. Often thought of a retirement destination, this trend is changing the demographic of Florida as more families with young children as well as recent empty nesters are choosing a new lifestyle. The combination of being able to work from home, lower taxes, great climate, and the pandemic has accelerated their decisions to relocate.

A quick look at the statistics for sales in Naples, Tampa, and Pinellas County on the West Coast, Boca Raton, Ft. Lauderdale, and Jacksonville on the East Coast, testifies to this extraordinary number of sales – all of these markets are now considered seller markets, due to the lack of inventory versus demand.

Another market seeing sellers with the upper hand are winter resort markets. Inventory has shrunk, summer visitors are now buying and even properties in need of large renovations are in high demand. Whether it's a more tropical destination like Hawaii or the Caribbean, or a mountain retreat like Lake Tahoe, Breckenridge, or Whistler in Canada, typically slow months i.e., October and November, have seen some of their highest recorded months for sales.

Both Hawaii and the Caribbean have seen huge increases in demand for their properties in the last few months, despite their shifting and strict travel restrictions. These locations have seen a significant increase in relocations both permanently and for the upcoming the winter months, to the point that inventory levels are at an all-time low. The combination of low COVID-19 infection rates together with tax incentives have also generated unexpected increases in new residency visas.

Equally winter ski resorts in both the US and Canada, have not only seen high sales volumes, but have continued to see inventory levels fall and price points increase during the last few months. Sellers of large or outdated properties, that have sat on the market or not been easy to sell previously, are also in high demand. Even with travel restrictions, this has not deterred buyers, some who have bought sight unseen. Many of these buyers also recognize that these resorts are more than just winter destinations now, with summer becoming just as popular.



In reaction to these destinations reporting a lack of inventory, which in turn has created a surge in the median price points, savvy buyers have started to look at other options. Even in these late Fall months, there have been many exciting new locations and property types being purchased as these buyers seek out homes to meet their requirements; often opening unexpected access to different amenities and activities.

For instance, those looking at world renowned ski or beach resorts, have discovered finding locations that are slightly further away still provides them easy access. They have also discovered that not only can

they buy more for their money, they can also afford prime properties such as lakefront locations or acreage. Indeed, other amenities not immediately available when buying in a resort have offered additional bonuses, such as walking out their back door straight into nature or quick access to the lake, and depending where they are, enjoying seasonal activities such as ice skating, cross-country skiing, fishing, boating or hiking.

Swinging back to the city, one interesting trend at the end of 2020 that could be starting to emerge; the resurgence of the once popular Pied-a-Terre. While these properties are not necessarily luxury themselves, these properties are perfect for those who have relocated their families but also not quite ready to quit the city for good. What more luxurious of a Christmas present could you possibly give them!

On that note, The Institute wishes you all a safe and wonderful holiday, and may 2021 bring portfolio growth and prosperity to all.

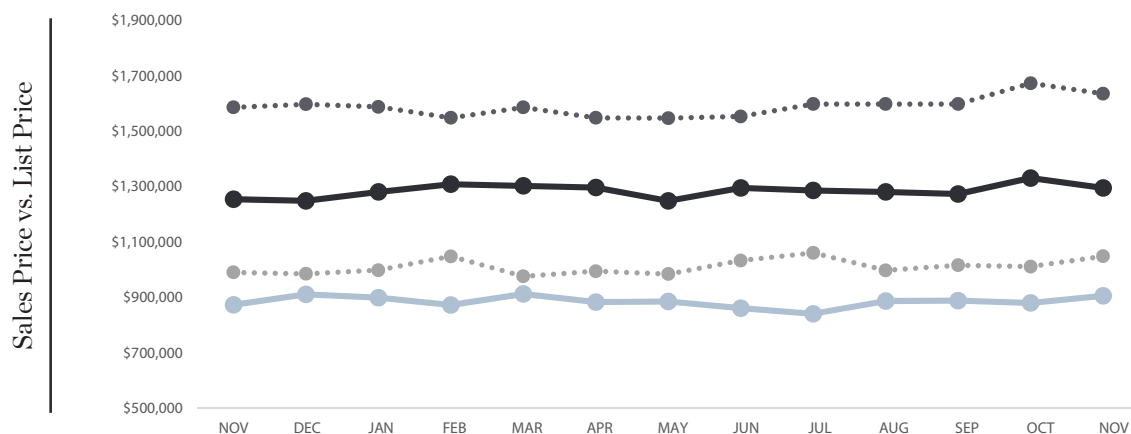
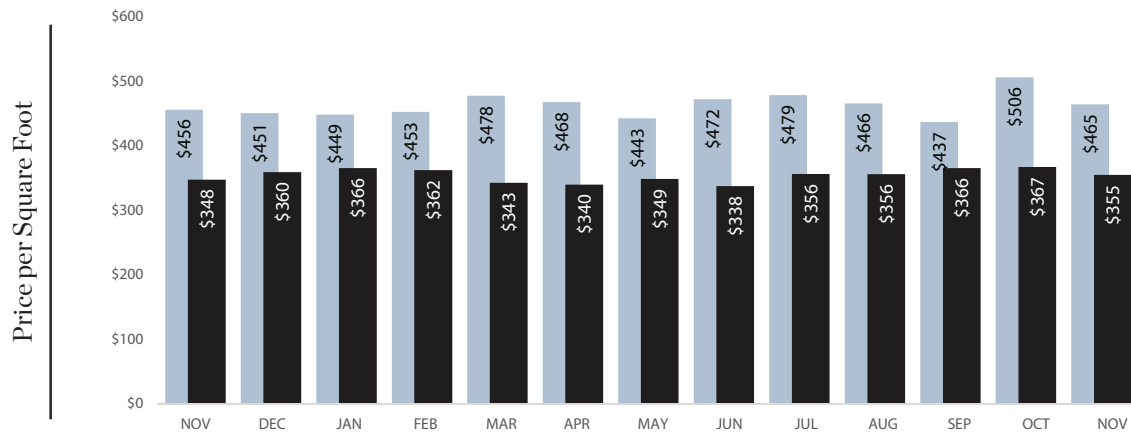
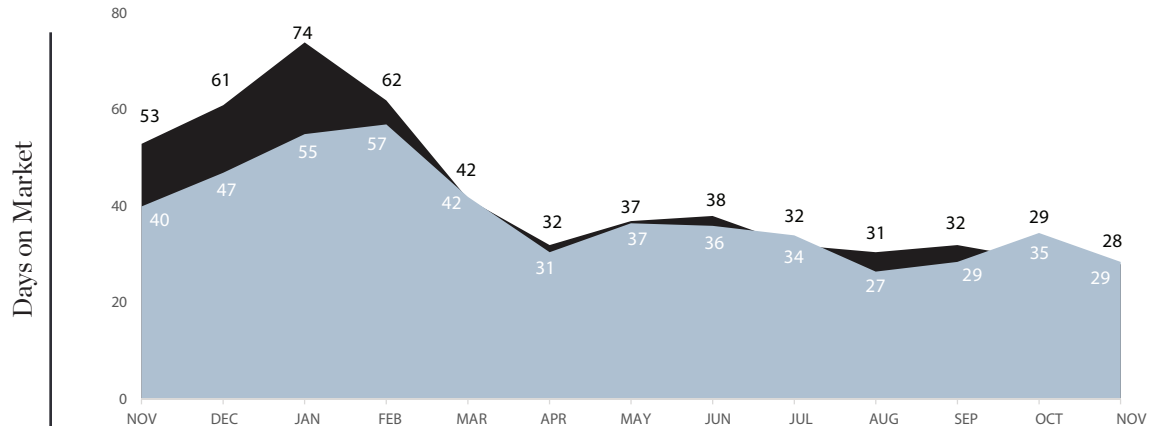


13-Month Market Trends

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.



Discrepancies in previous month statistics between the October 2020 and November 2020 reports are due to the addition of Ada County, ID.

Luxury Monthly Market Review

A Review of Key Market Differences Month Over Month

October 2020 | November 2020

Single-Family Homes

	October	November		October	November
Median List Price	\$1,675,000	\$1,637,450	Total Inventory	41,583	37,025
Median Sale Price	\$1,332,500	\$1,397,500	New Listings	12,839	8,483
Median SP/LP Ratio	98.00%	98.18%	Total Sold	15,856	13,754
Total Sales Ratio	38.13%	37.15%	Median Days on Market	29	28
Median Price per Sq. Ft.	\$367	\$355	Average Home Size	3,488	3,483

Median prices represent properties priced above respective city benchmark prices.



Single-Family Homes Market Summary | November 2020

- Official Market Type: **Seller's Market** with a 37.15% Sales Ratio.¹
- Homes are selling for an average of 98.18% of list price.
- The median luxury threshold² price is \$900,000, and the median luxury home sales price is \$1,397,500.
- Markets with the Highest Median Sales Price: LA Beach Cities (\$4,037,500), Palm Beach Towns (\$3,900,000), Vail (\$3,395,000), and San Francisco (\$3,380,000).
- Markets with the Highest Sales Ratio: Ada County (269%), Sacramento (136%), East Bay (124%) and Denver (117%).

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

October 2020 | November 2020

Attached Homes

	October	November		October	November
Median List Price	\$1,012,540	\$1,050,000	Total Inventory	19,402	17,657
Median Sale Price	\$881,250	\$907,028	New Listings	5,583	3,752
Median SP/LP Ratio	98.97%	98.60%	Total Sold	4,047	3,656
Total Sales Ratio	20.86%	20.71%	Median Days on Market	35	29
Median Price per Sq. Ft.	\$506	\$465	Average Home Size	2,002	2,010

Median prices represent properties priced above respective city benchmark prices.



Attached Homes Market Summary | November 2020

- Official Market Type: **Seller's Market** with a 20.71% Sales Ratio.¹
- Attached homes are selling for an average of 98.60% of list price.
- The median luxury threshold² price is \$701,225, and the median attached luxury sale price is \$907,028.
- Markets with the Highest Median Sales Price: Vail (\$2,700,000), Park City (\$2,615,000), San Francisco (\$2,300,000), and Greater Boston (\$1,977,500).
- Markets with the Highest Sales Ratio: GTA-Durham (269%), Summit County (100%), Anne Arundel County (91%) and East Bay (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

Single-Family Homes

State	Market Name	Median List Price	Median Sold Price	Inventory	New Listings	Sold	Days on Market	Market Status
AB	Calgary	\$1,180,000	\$994,500	485	120	74	50	Balanced
AZ	Paradise Valley	\$3,590,000	\$2,745,000	166	27	36	69	Seller's
AZ	Phoenix	\$797,000	\$647,500	391	132	333	36	Seller's
AZ	Scottsdale	\$2,084,750	\$1,385,750	506	130	184	51	Seller's
AZ	Tucson	\$799,000	\$650,000	454	97	170	10	Seller's
BC	Greater Victoria	\$2,100,000	\$2,125,000	113	32	10	54	Buyer's
BC	Okanagan Valley	\$1,675,000	\$1,410,160	373	73	70	64	Balanced
BC	Vancouver	\$4,198,000	\$3,324,000	891	190	112	31	Buyer's
CA	Central Coast	\$3,295,000	\$2,100,000	217	54	26	4	Buyer's
CA	East Bay	\$2,398,000	\$1,847,500	283	106	350	8	Seller's
CA	Lake Tahoe	\$2,678,500	\$2,150,000	170	36	97	46	Seller's
CA	Los Angeles Beach Cities	\$5,197,500	\$4,037,500	452	96	80	57	Balanced
CA	Los Angeles City	\$4,350,000	\$3,007,000	1,081	260	179	22	Balanced
CA	Los Angeles The Valley	\$2,425,000	\$1,805,400	445	138	212	26	Seller's
CA	Marin County	\$3,850,000	\$2,862,500	109	16	56	27	Seller's
CA	Napa County	\$2,985,000	\$2,800,000	131	19	16	63	Buyer's
CA	Orange County	\$2,895,000	\$1,960,000	944	235	566	25	Seller's
CA	Palm Springs/Palm Desert	\$1,975,000	\$1,475,000	337	93	107	40	Seller's
CA	Placer County	\$1,150,000	\$899,000	151	42	95	12	Seller's
CA	Sacramento	\$850,000	\$710,000	387	142	525	8	Seller's
CA	San Diego	\$2,539,999	\$1,625,000	747	207	431	16	Seller's
CA	San Francisco	\$4,499,400	\$3,380,000	100	20	56	20	Seller's
CA	San Luis Obispo County	\$1,675,000	\$1,301,305	145	29	4		Buyer's
CA	Santa Barbara	\$4,250,000	\$3,000,000	185	46	59	17	Seller's
CA	Silicon Valley	\$4,080,000	\$3,092,500	243	85	186	9	Seller's
CA	Ventura County	\$2,499,000	\$1,509,975	189	52	120	36	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
CO	Boulder	\$2,000,000	\$1,352,500	249	46	106	69	Seller's
CO	Colorado Springs	\$925,000	\$680,000	191	56	187	17	Seller's
CO	Denver	\$1,100,000	\$835,000	580	154	676	9	Seller's
CO	Douglas County	\$1,549,000	\$1,090,000	145	24	85	24	Seller's
CO	Durango	\$1,500,000	\$1,102,500	63	7	20	99	Seller's
CO	Summit County	\$1,975,000	\$2,482,500	16	7	6	5	Seller's
CO	Vail	\$5,495,000	\$3,395,000	88	9	15	124	Balanced
CT	Central Connecticut	\$675,000	\$604,475	384	60	100	30	Seller's
CT	Coastal Connecticut	\$1,900,000	\$1,400,000	943	138	255	65	Seller's
DC	Washington D.C.	\$4,600,000	\$2,200,000	58	13	14	12	Seller's
FL	Boca Raton/Delray Beach	\$2,575,000	\$1,825,000	394	65	82	59	Balanced
FL	Coastal Pinellas Towns	\$1,637,450	\$1,295,000	54	12	19	13	Seller's
FL	Greater Fort Lauderdale	\$1,579,500	\$965,000	1,038	180	232	40	Seller's
FL	Jacksonville Beaches	\$1,557,000	\$1,137,832	194	41	73	50	Seller's
FL	Lee County	\$1,795,000	\$1,289,900	399	77	59	36	Buyer's
FL	Miami	\$1,443,500	\$1,125,000	1,046	225	163	66	Balanced
FL	Naples	\$2,595,000	\$1,600,000	426	81	117	74	Seller's
FL	Orlando	\$1,595,000	\$1,335,000	379	56	64	70	Balanced
FL	Palm Beach Towns	\$3,392,500	\$3,900,000	230	55	41	59	Balanced
FL	Sarasota & Beaches	\$1,545,000	\$1,425,000	173	32	65	49	Seller's
FL	South Walton	\$2,500,000	\$2,212,500	173	35	36	47	Balanced
FL	Tampa	\$870,000	\$686,000	481	110	208	23	Seller's
GA	Atlanta	\$1,295,000	\$975,000	858	178	237	23	Seller's
HI	Island of Hawaii	\$2,862,500	\$1,780,000	132	20	29	35	Seller's
HI	Kauai	\$2,772,500	\$1,475,000	108	15	17	88	Balanced

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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	Maui	\$3,697,000	\$2,262,500	182	31	26	69	Buyer's
HI	Oahu	\$3,495,000	\$2,345,000	203	42	26	48	Buyer's
ID	Ada County	\$799,000	\$707,000	62	23	167	4	Seller's
ID	Northern Idaho	\$1,270,000	\$779,000	143	38	132	56	Seller's
IL	Chicago	\$1,347,500	\$1,065,000	1,029	223	317	41	Seller's
IL	DuPage County	\$1,100,000	\$955,000	407	91	88	36	Seller's
IL	Lake County	\$1,099,900	\$892,500	395	54	90	37	Seller's
IL	Will County	\$699,000	\$581,375	201	44	70	16	Seller's
IN	Hamilton County	\$805,000	\$684,910	124	32	84	17	Seller's
MA	Greater Boston	\$3,349,500	\$2,750,000	126	26	28	36	Seller's
MD	Anne Arundel County	\$998,725	\$945,000	192	39	79	16	Seller's
MD	Montgomery County	\$1,922,000	\$1,550,000	184	41	81	8	Seller's
MD	Talbot County	\$2,399,000	\$1,250,750	59	13	18	39	Seller's
MD	Worcester County	\$1,199,999	\$729,900	41	6	11	8	Seller's
MI	Livingston County	\$849,950	\$687,000	56	9	10	27	Balanced
MI	Monroe County	\$637,400	\$550,000	16	2	2	78	Buyer's
MI	Oakland County	\$825,000	\$615,000	673	171	224	28	Seller's
MI	Washtenaw County	\$817,500	\$842,500	139	14	32	25	Seller's
MI	Wayne County	\$744,000	\$650,000	258	75	76	22	Seller's
MO	St. Louis	\$730,000	\$615,000	135	29	52	25	Seller's
NC	Charlotte	\$980,363	\$847,500	1,040	207	281	8	Seller's
NC	Raleigh-Durham	\$789,900	\$658,500	574	124	344	2	Seller's
NJ	Ocean County	\$834,444	\$785,000	374	95	163	29	Seller's
NV	Las Vegas	\$778,515	\$639,000	1,273	349	581	24	Seller's
NV	Reno	\$1,560,000	\$1,297,000	67	10	44	68	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
NY	Brooklyn	\$1,662,500	\$1,320,000	318	45	15	138	Buyer's
NY	Nassau County	\$1,875,000	\$1,459,000	907	143	162	56	Balanced
NY	Staten Island	\$1,299,999	\$975,000	175	31	20	71	Buyer's
NY	Suffolk County	\$1,595,000	\$1,100,000	1,067	194	254	46	Seller's
ON	GTA - Durham	\$1,799,900	\$1,350,000	147	81	93	13	Seller's
ON	GTA - York	\$2,499,999	\$1,788,000	595	224	160	28	Seller's
ON	Oakville	\$2,795,000	\$2,221,000	131	51	31	12	Seller's
ON	Toronto	\$3,572,500	\$3,150,000	400	164	107	28	Seller's
TN	Knox County	\$870,000	\$711,500	132	18	71	14	Seller's
TX	Austin	\$1,249,000	\$851,350	361	105	306	9	Seller's
TX	Collin County	\$832,400	\$683,417	302	80	208	23	Seller's
TX	Dallas	\$1,150,000	\$875,000	555	118	191	28	Seller's
TX	Denton County	\$827,900	\$700,000	269	71	136	46	Seller's
TX	Fort Worth	\$899,900	\$802,000	422	100	190	36	Seller's
TX	Houston	\$829,500	\$730,000	1,873	467	357	27	Balanced
TX	San Antonio	\$822,450	\$747,000	316	65	102	60	Seller's
TX	The Woodlands & Spring	\$949,000	\$740,000	259	68	99	24	Seller's
UT	Park City	\$4,674,500	\$2,800,000	94	18	67	26	Seller's
UT	Salt Lake City	\$1,199,950	\$965,000	164	41	89	30	Seller's
VA	Arlington & Alexandria	\$1,899,900	\$1,695,000	91	30	22	18	Seller's
VA	Fairfax County	\$1,999,000	\$1,504,369	406	78	120	17	Seller's
VA	McLean & Vienna	\$2,497,000	\$1,707,500	198	34	44	22	Seller's
VA	Richmond	\$899,900	\$799,975	372	66	104	13	Seller's
WA	Greater Seattle	\$1,997,500	\$1,599,752	788	169	558	8	Seller's
WA	Seattle	\$1,775,000	\$1,450,000	233	61	162	8	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	\$954,950	\$812,500	92	16	2	31	Buyer's
AZ	Paradise Valley	-	-	-	-	-	-	-
AZ	Phoenix	-	-	-	-	-	-	-
AZ	Scottsdale	\$749,500	\$630,000	203	42	75	66	Seller's
AZ	Tucson	-	-	-	-	-	-	-
BC	Okanagan Valley	-	-	-	-	-	-	-
BC	Vancouver	\$1,899,900	\$1,700,000	845	200	75	22	Buyer's
BC	Victoria	\$1,342,000	\$987,500	22	9	4	15	Balanced
CA	Central Coast	\$992,000	\$975,000	106	42	81	11	Seller's
CA	East Bay	\$1,299,500	\$1,350,000	32	8	14	16	Seller's
CA	Lake Tahoe	\$1,649,500	\$1,382,500	260	59	72	18	Seller's
CA	Los Angeles Beach Cities	\$1,475,000	\$1,200,000	539	130	63	36	Buyer's
CA	Los Angeles City	\$712,500	\$695,000	140	52	93	21	Seller's
CA	Los Angeles The Valley	\$1,195,000	\$1,150,000	27	8	19	23	Seller's
CA	Marin County	\$1,475,000	\$1,055,000	17	6	15	32	Seller's
CA	Napa County	-	-	-	-	-	-	-
CA	Orange County	\$1,099,000	\$915,000	316	84	177	24	Seller's
CA	Palm Springs/Palm Desert	-	-	-	-	-	-	-
CA	Placer County	-	-	-	-	-	-	-
CA	Sacramento	-	-	-	-	-	-	-
CA	San Diego	\$1,163,500	\$876,000	466	120	198	22	Seller's
CA	San Francisco	\$2,850,000	\$2,300,000	153	17	44	48	Seller's
CA	San Luis Obispo County	-	-	-	-	-	-	-
CA	Santa Barbara	\$1,850,000	\$1,400,000	31	6	11	53	Seller's
CA	Silicon Valley	\$1,498,000	\$1,430,000	129	45	83	11	Seller's
CA	Ventura County	\$778,250	\$710,000	44	14	27	26	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
CO	Boulder	\$969,000	\$780,000	107	19	29	64	Seller's
CO	Colorado Springs	-	-	-	-	-	-	-
CO	Denver	\$725,000	\$624,351	473	104	275	16	Seller's
CO	Douglas County	\$585,000	\$518,000	15	7	11	5	Seller's
CO	Durango	\$775,000	\$925,000	11	6	7	316	Seller's
CO	Summit County	\$1,075,000	\$1,050,000	5	2	5	11	Seller's
CO	Vail	\$3,590,000	\$2,700,000	107	12	11	38	Buyer's
CT	Central Connecticut	-	-	-	-	-	-	-
CT	Coastal Connecticut	\$775,000	\$685,000	186	22	47	70	Seller's
DC	Washington D.C.	\$1,800,000	\$1,539,500	241	61	66	19	Seller's
FL	Boca Raton/Delray Beach	\$1,050,000	\$799,000	427	72	61	55	Buyer's
FL	Greater Fort Lauderdale	\$1,329,000	\$772,000	92	18	41	17	Seller's
FL	Jacksonville Beaches	\$889,000	\$759,900	1,274	182	121	67	Buyer's
FL	Lee County	\$1,349,450	\$965,000	26	11	7	61	Seller's
FL	Miami	\$849,900	\$812,500	274	56	56	62	Balanced
FL	Naples	\$1,050,000	\$1,050,000	2,661	302	89	213	Buyer's
FL	Orlando	\$2,395,000	\$1,775,000	201	33	35	44	Balanced
FL	Palm Beach Towns	\$720,000	\$545,000	69	10	7	68	Buyer's
FL	Pinellas County Towns	\$1,422,500	\$1,160,000	300	44	35	55	Buyer's
FL	Sarasota & Beaches	\$1,699,000	\$1,190,000	201	31	41	54	Balanced
FL	South Walton	\$1,244,000	\$1,475,000	139	16	19	8	Buyer's
FL	Tampa	\$739,000	\$580,000	125	38	33	59	Seller's
GA	Atlanta	\$650,000	\$589,447	620	122	92	31	Buyer's
HI	Island of Hawaii	\$1,980,000	\$1,750,000	69	10	13	41	Balanced
HI	Kauai	\$1,350,000	\$965,000	84	10	11	35	Buyer'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
HI	Maui	\$1,697,000	\$1,900,000	176	23	21	104	Buyer's
HI	Oahu	\$1,376,500	\$1,030,000	398	53	31	63	Buyer's
ID	Ada County	\$582,400	\$540,000	26	3	7	3	Seller's
ID	Northern	-	-	-	-	-	-	-
IL	Chicago	\$1,100,000	\$899,057	989	165	94	49	Buyer's
IL	DuPage County	\$719,900	\$702,500	57	20	6	59	Buyer's
IL	Lake County	-	-	-	-	-	-	-
IL	Will County	-	-	-	-	-	-	-
IN	Hamilton County	-	-	-	-	-	-	-
MA	Greater Boston	\$2,362,500	\$1,977,500	386	54	54	31	Buyer's
MD	Anne Arundel County	\$661,450	\$550,000	32	16	29	5	Seller's
MD	Montgomery County	\$810,000	\$711,300	153	45	94	10	Seller's
MD	Talbot County	-	-	-	-	-	-	-
MD	Worcester County	\$699,000	\$617,500	60	17	22	16	Seller's
MI	Livingston County	-	-	-	-	-	-	-
MI	Monroe County	-	-	-	-	-	-	-
MI	Oakland County	\$844,950	\$585,000	68	23	7	22	Buyer's
MI	Washtenaw County	\$590,000	\$563,571	41	7	6	27	Buyer's
MI	Wayne County	\$654,900	\$570,000	64	4	6	6	Buyer's
MO	St. Louis	-	-	-	-	-	-	-
NC	Charlotte	\$749,450	\$595,000	184	25	39	48	Seller's
NC	Raleigh-Durham	-	-	-	-	-	-	-
NJ	Ocean County	\$689,000	\$775,000	37	4	11	35	Seller's
NV	Las Vegas	-	-	-	-	-	-	-
NV	Reno	-	-	-	-	-	-	-

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	Brooklyn	\$1,288,944	\$1,105,000	682	142	70	54	Buyer's
NY	Nassau County	\$1,294,907	\$1,099,000	136	16	19	63	Buyer's
NY	Staten Island	-	-	-	-	-	-	-
NY	Suffolk County	\$799,000	\$625,000	116	15	47	49	Seller's
ON	GTA - Durham	\$799,990	\$726,500	16	18	43	6	Seller's
ON	GTA - York	\$812,450	\$885,000	290	203	180	13	Seller's
ON	Oakville	\$2,629,000	\$1,110,000	28	10	3	7	Buyer's
ON	Toronto	\$1,249,000	\$1,130,000	891	429	233	16	Seller's
TN	Knox County	-	-	-	-	-	-	-
TX	Austin	\$849,900	\$620,000	239	47	49	17	Balanced
TX	Collin County	-	-	-	-	-	-	-
TX	Dallas	\$797,000	\$745,000	224	41	23	77	Buyer's
TX	Denton County	-	-	-	-	-	-	-
TX	Fort Worth	-	-	-	-	-	-	-
TX	Houston	\$649,900	\$597,500	197	45	19	30	Buyer's
TX	San Antonio	\$757,500	\$1,415,700	42	7	4	93	Buyer's
TX	The Woodlands & Spring	-	-	-	-	-	-	-
UT	Park City	\$2,962,500	\$2,615,000	82	15	34	9	Seller's
UT	Salt Lake City	\$757,000	\$611,147	62	11	29	19	Seller's
VA	Arlington & Alexandria	\$1,162,495	\$945,000	110	49	51	7	Seller's
VA	Fairfax County	\$764,990	\$679,000	139	56	103	6	Seller's
VA	McLean & Vienna	\$1,338,000	\$939,500	36	10	8	4	Seller's
VA	Richmond	-	-	-	-	-	-	-
WA	Greater Seattle	\$1,249,000	\$1,195,000	319	89	133	7	Seller's
WA	Seattle	\$1,420,000	\$1,465,000	159	20	19	30	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 IS IN
EACH DETAIL.

HUBERT DE GIVENCHY

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 Island of Hawaii for November 2020.

Both Hawaii's traditional and luxury markets are seeing a great rebound after the slower months when the islands were closed to visitors. Property sales are up across all sectors compared to previous months as well as 2019.

A combination of factors is creating this demand; low inventory levels, great management of COVID-19 infection rates, the ability of these buyers to work from home and the investment in their family's future safety and security.

Many buyers recognize that this pandemic is not the first, and certainly will not be the last, of the potential disruptions and upheavals they will see in their future. They only have to look back at the last five years to see that many of their fellow Americans have been adversely affected by tornados, hurricanes, flooding and fires.

Hawaii's relative stability, coupled with its overall serene lifestyle has always been a draw, but the increasing number of affluent purchasing a home reaffirms that it now has become irresistible.

Overall, luxury single family home sales increased by 10% compared to October 2020, and 50% against November 2019. The Island of Hawaii and Kauai saw the largest percentage increases of luxury sales against November 2019 at 222% and 142.6% respectively, followed by Maui growing by 116% and Oahu with a 23% increase.

Last month we reported that luxury attached properties were starting to see a rebound, and that trend continues into November. Overall, sales increased by 23.6% compared to October 2020, and 38% against November 2019. The Island of Hawaii and Kauai saw the largest percentage increases of luxury sales against November 2019 at 225% and 175% respectively, followed by Maui growing by 23.5% and Oahu at par with only a 3.3% increase.

For homeowners currently looking to sell, now is the time to work with your Corcoran Pacific agent to prepare the home so that it's 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.



corcoran

PACIFIC PROPERTIES

A photograph of a modern outdoor lounge area at dusk. In the foreground, there are two lounge chairs with light-colored cushions and patterned throw pillows. A small round wooden table sits between them. The background shows a modern building with large glass windows and a pool area with more lounge chairs. The sky is a deep blue, and the scene is lit with warm ambient lights.

Kauai Hawaii

December 2020

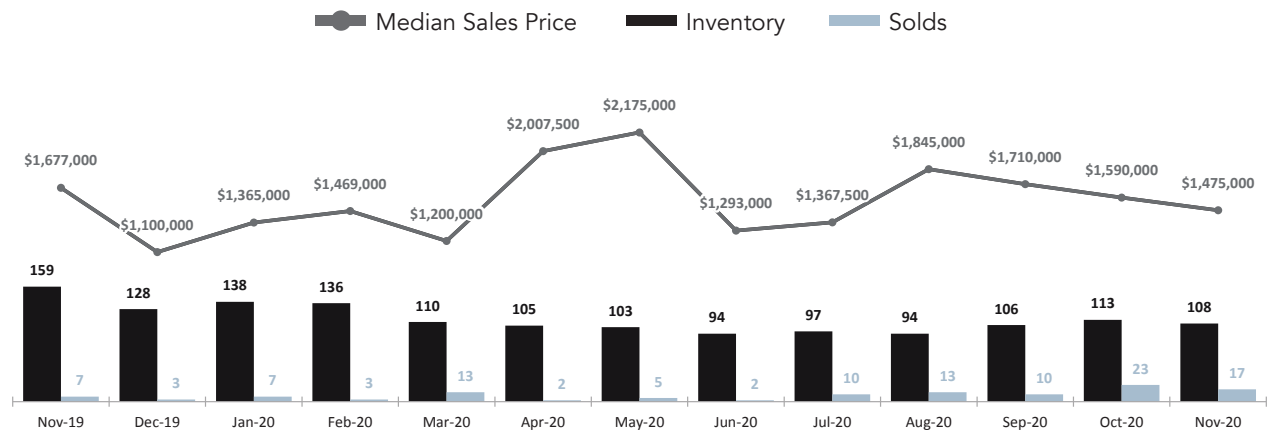
Luxury Inventory vs. Sales | November 2020

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	\$1,250,000	0	2	1	2	50%
2 Bedrooms	\$1,800,000	14	1	2	7	29%
3 Bedrooms	\$1,560,000	22	3	7	41	17%
4 Bedrooms	\$1,475,000	268	4	5	35	14%
5 Bedrooms	\$8,200,000	365	7	1	16	6%
6+ Bedrooms	\$1,212,500	754	7	1	7	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

October November
113 108

VARIANCE: -4%

Solds

October November
23 17

VARIANCE: -26%

Sales Price

October November
\$1.59m \$1.48m

VARIANCE: -7%

Sale Price Per SqFt.

October November
\$752 \$755

VARIANCE: 0%

Sale to List Price Ratio

October November
95.59% 96.81%

VARIANCE: 1%

Days on Market

October November
52 88

VARIANCE: 69%

Kauai Market Summary | November 2020

- The Kauai single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **96.81% of list price** in November 2020.
- The most active price band is **\$1,025,000-\$1,199,999**, where the sales ratio is **200%**.
- The median luxury sales price for single-family homes has decreased to **\$1,475,000**.
- The median days on market for November 2020 was **88** days, up from **52** in October 2020.

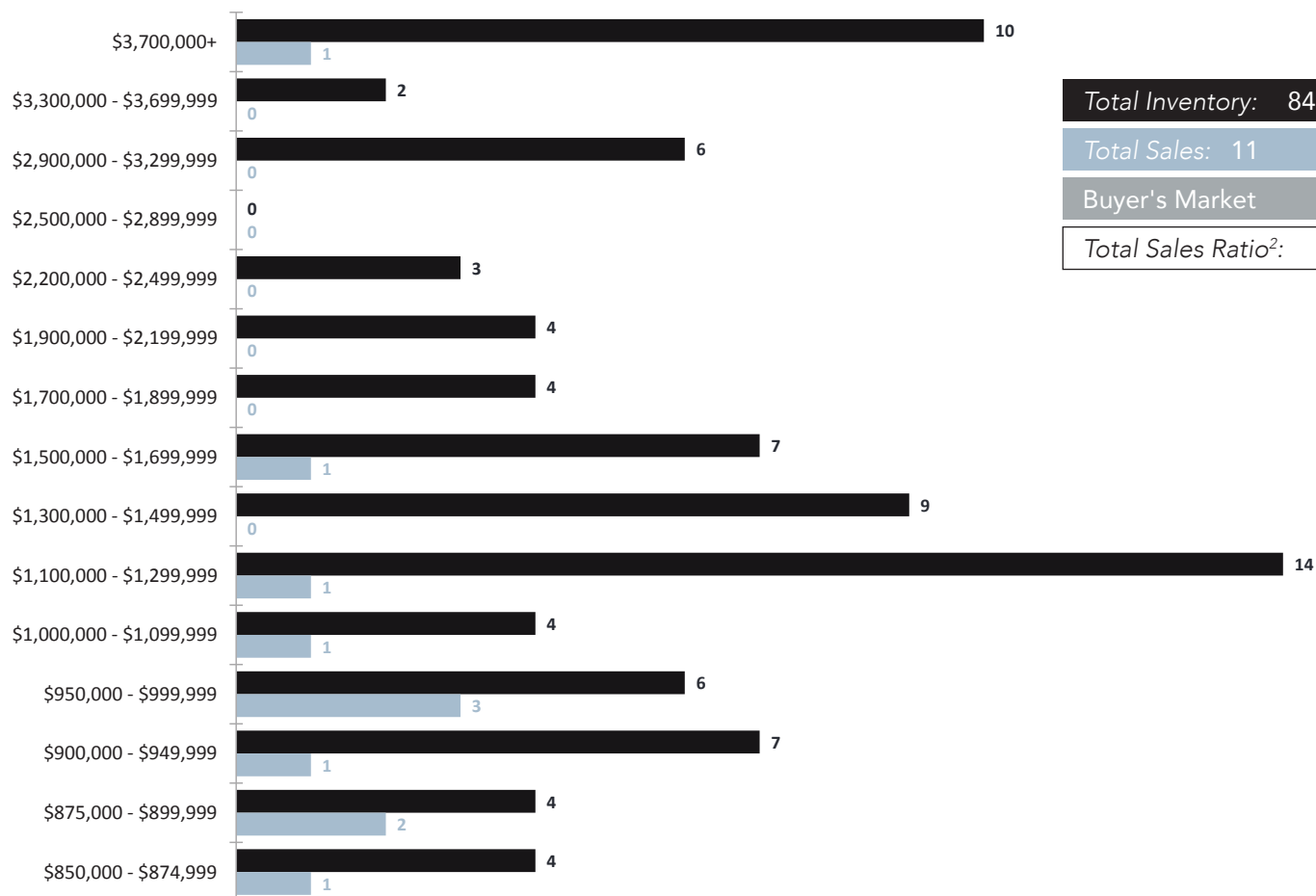
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

Luxury Inventory vs. Sales | November 2020

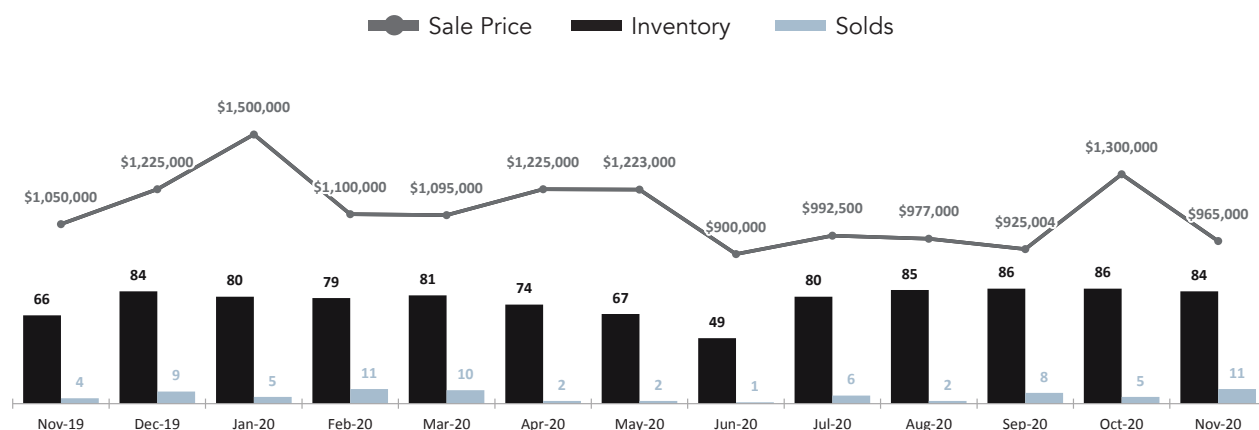
Inventory Sales

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	\$952,500	41	2	8	36	22%
3 Bedrooms	\$1,695,000	35	3	3	29	10%
4 Bedrooms	NA	NA	NA	0	10	0%
5 Bedrooms	NA	NA	NA	0	3	0%
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

October November
86 84

VARIANCE: -2%

Solds

October November
5 11

VARIANCE: 120%

Sales Price

October November
\$1.30m \$965k

VARIANCE: -26%

Sale Price Per SqFt.

October November
\$1,219 \$778

VARIANCE: -36%

Sale to List Price Ratio

October November
91.02% 96.65%

VARIANCE: 6%

Days on Market

October November
48 35

VARIANCE: -27%

Kauai Market Summary | November 2020

- The Kauai attached luxury market is a **Buyer's Market** with a **13% Sales Ratio**.
- Homes sold for a median of **96.65% of list price** in November 2020.
- The most active price band is **\$950,000-\$999,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes has decreased to **\$965,000**.
- The median days on market for November 2020 was **35** days, down from **48** in October 2020.

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

Oahu Hawaii

December 2020



Luxury Inventory vs. Sales | November 2020

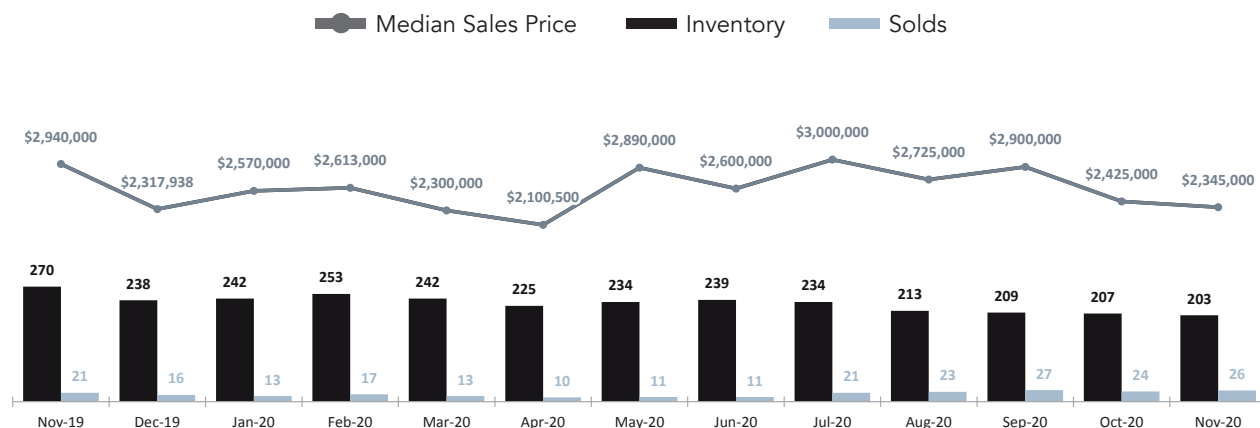
Inventory Sales

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	\$2,275,000	5	4	4	41	10%
3,000 - 3,999	\$2,242,500	4	4	7	38	18%
4,000 - 4,999	\$2,625,000	5	4	4	37	11%
5,000 - 5,999	\$2,187,500	6	6	4	34	12%
6,000 - 6,999	\$2,075,000	6	6	2	16	13%
7,000+	\$4,500,000	5	8	5	35	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

October	November
207	203

VARIANCE: -2%

Solds

October	November
24	26

VARIANCE: 8%

Sales Price

October	November
\$2.43m	\$2.35m

VARIANCE: -3%

Sale Price Per SqFt.

October	November
\$665	\$614

VARIANCE: -8%

Sale to List Price Ratio

October	November
95.98%	95.95%

VARIANCE: 0%

Days on Market

October	November
46	48

VARIANCE: 4%

Oahu Market Summary | November 2020

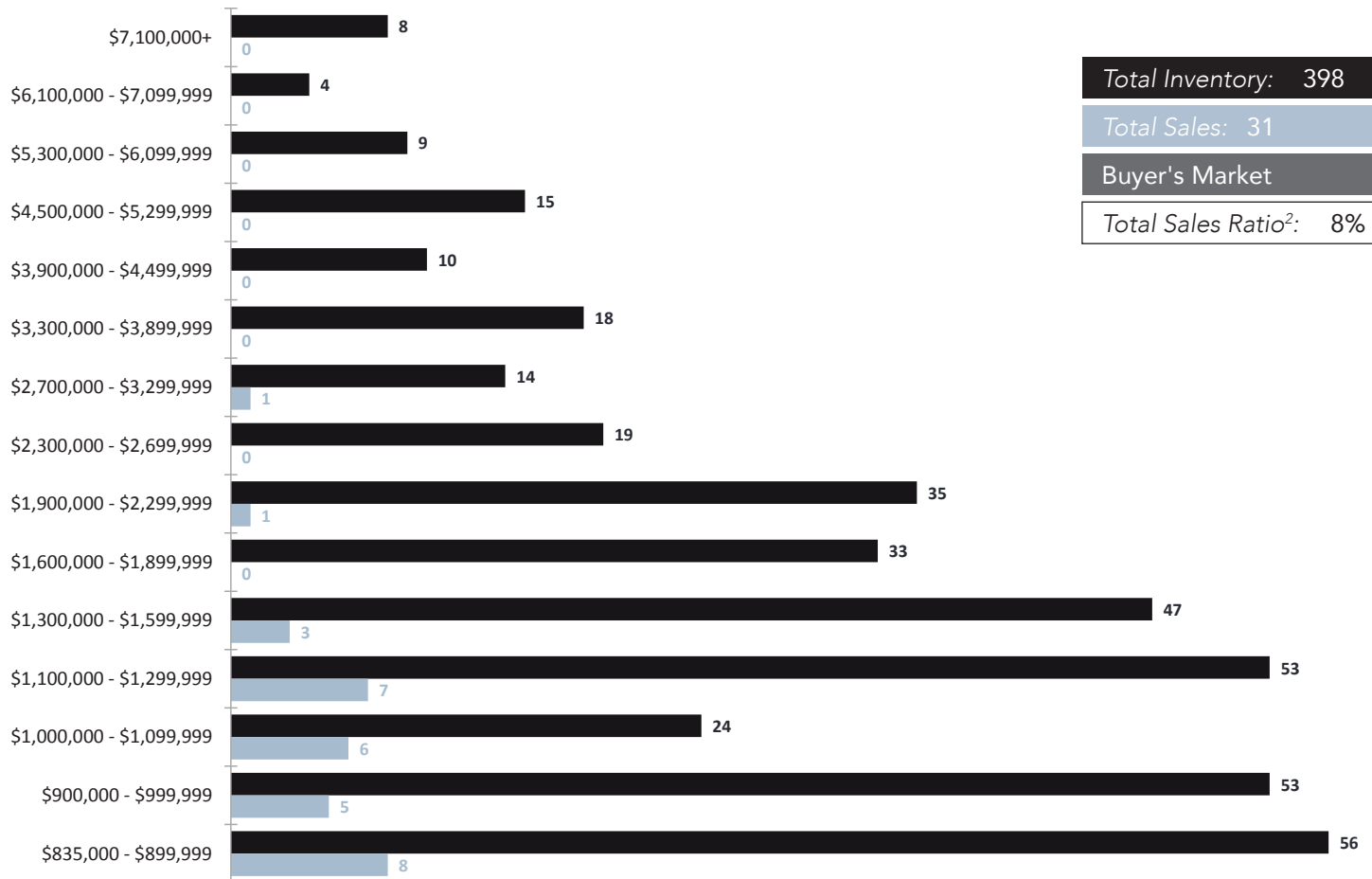
- The Oahu single-family luxury market is a **Buyer's Market** with a **13% Sales Ratio**.
- Homes sold for a median of **95.95% of list price** in November 2020.
- The most active price band is **\$1,875,000-\$1,949,999**, where the sales ratio is **80%**.
- The median luxury sales price for single-family homes has decreased to **\$2,345,000**.
- The median days on market for November 2020 was **48** days, up from **46** in October 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 | November 2020

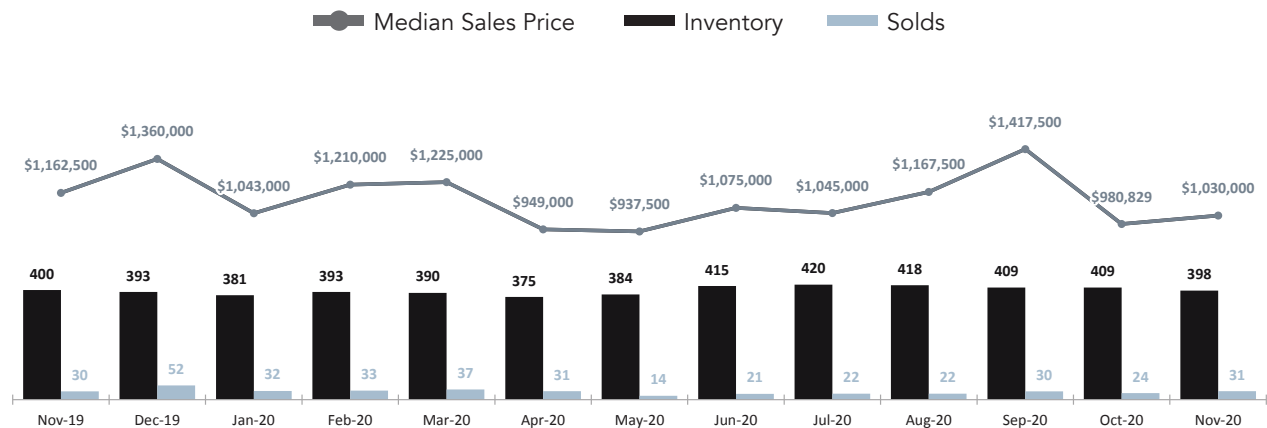
Inventory Sales

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	\$1,110,000	2	2	7	87	8%
1,000 - 1,499	\$1,027,500	2	2	18	147	12%
1,500 - 1,999	\$953,500	3	3	4	67	6%
2,000 - 2,499	\$2,150,000	3	3	2	43	5%
2,500 - 2,999	NA	NA	NA	0	25	0%
3,000+	NA	NA	NA	0	29	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

October
409

November
398

VARIANCE: -3%

Solds

October
24

November
31

VARIANCE: 29%

Sales Prices

October
\$981k

November
\$1.03m

VARIANCE: 5%

Sale Price Per SqFt.

October
\$706

November
\$832

VARIANCE: 18%

Sale to List Price Ratio

October
99.05%

November
98.24%

VARIANCE: -1%

Days on Market

October
40

November
63

VARIANCE: 58%

Oahu Market Summary | November 2020

- The Oahu attached luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **98.24% of list price** in November 2020.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **25%**.
- The median luxury sales price for attached homes has increased to **\$1,030,000**.
- The median days on market for November 2020 was **63** days, up from **40** in October 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

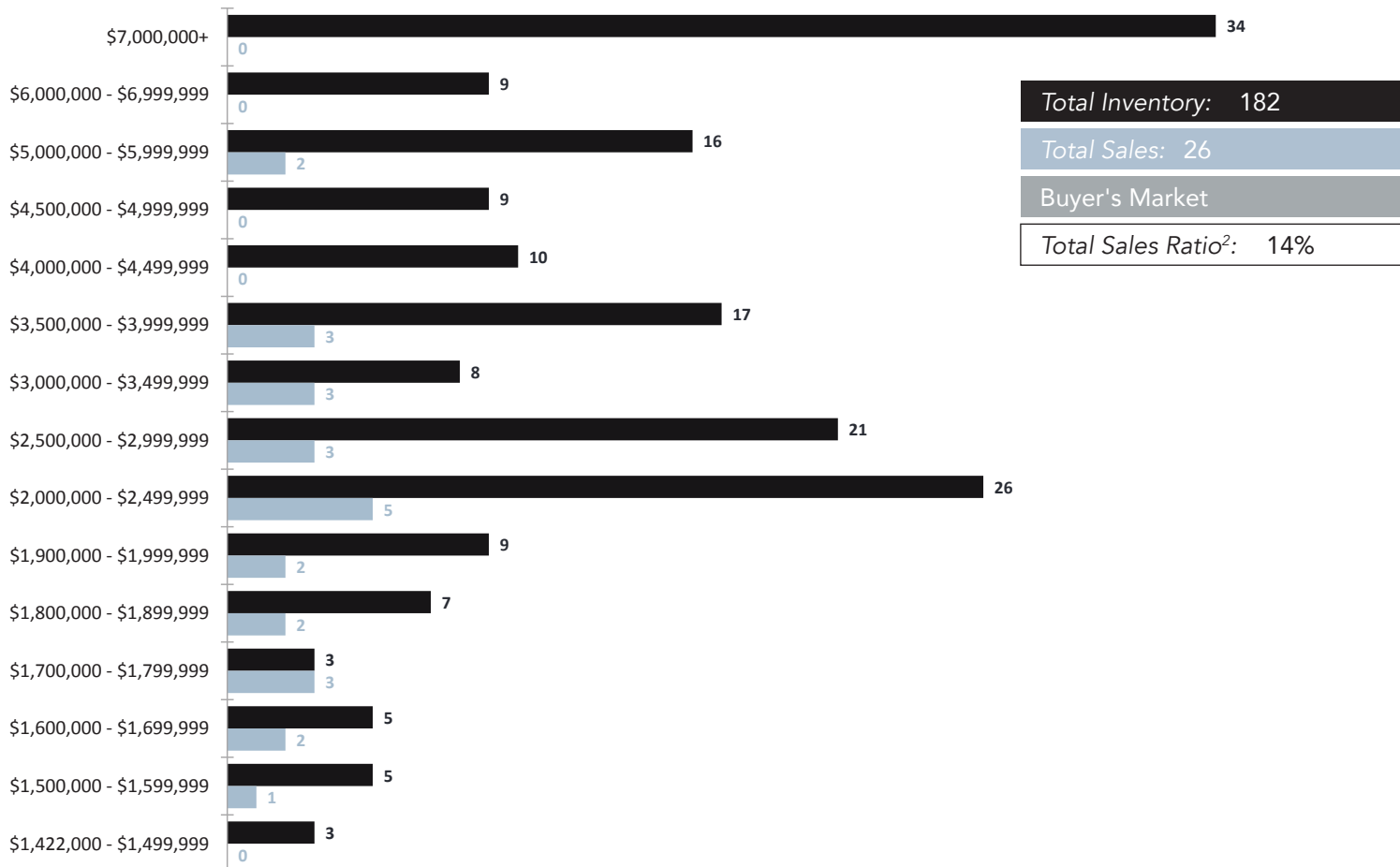
December 2020



Luxury Inventory vs. Sales | November 2020

Inventory Sales

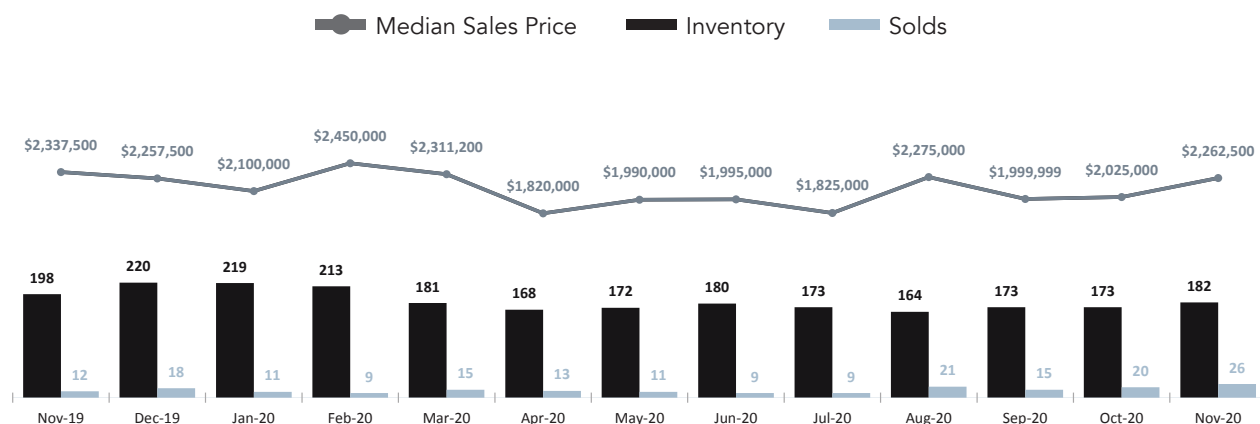
Luxury Benchmark Price¹: \$1,422,000



Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$1,765,000	3	2	3	33	9%
2,000 - 2,999	\$1,801,000	4	4	5	47	11%
3,000 - 3,999	\$3,000,000	4	4	12	47	26%
4,000 - 4,999	\$2,446,000	4	4	5	22	23%
5,000 - 5,999	\$1,600,000	5	4	1	15	7%
6,000+	NA	NA	NA	0	18	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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

October: 173
November: 182

VARIANCE: 5%

Solds

October: 20
November: 26

VARIANCE: 30%

Sales Price

October: \$2.03m
November: \$2.26m

VARIANCE: 12%

Sale Price Per SqFt.

October: \$674
November: \$829

VARIANCE: 23%

Sale to List Price Ratio

October: 97.31%
November: 96.51%

VARIANCE: -1%

Days on Market

October: 107
November: 69

VARIANCE: -36%

Maui Market Summary | November 2020

- The Maui single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **96.51% of list price** in November 2020.
- The most active price band is **\$1,700,000-\$1,799,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes has increased to **\$2,262,500**.
- The median days on market for November 2020 was **69** days, down from **107** in October 2020.

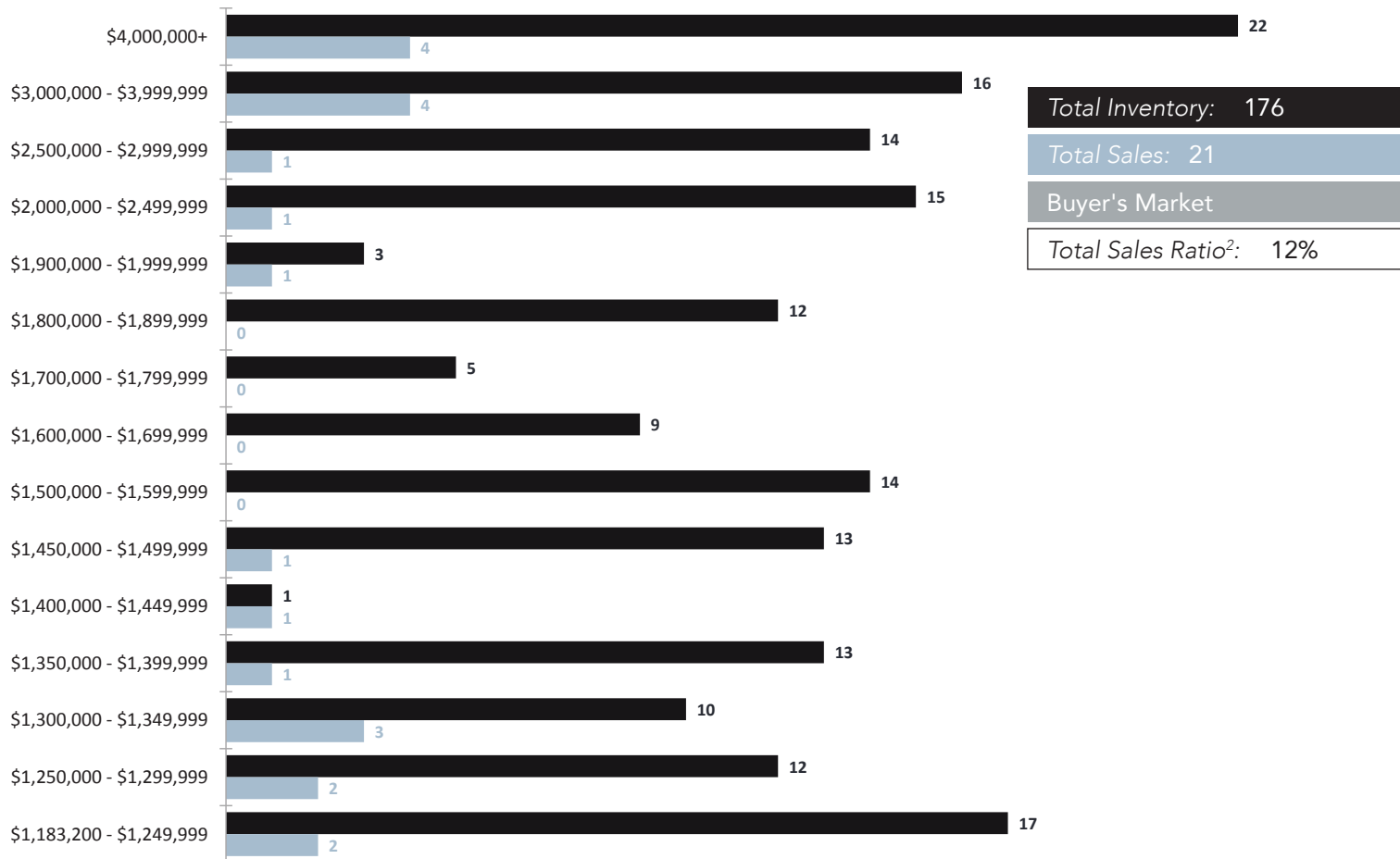
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

Luxury Inventory vs. Sales | November 2020

Inventory Sales

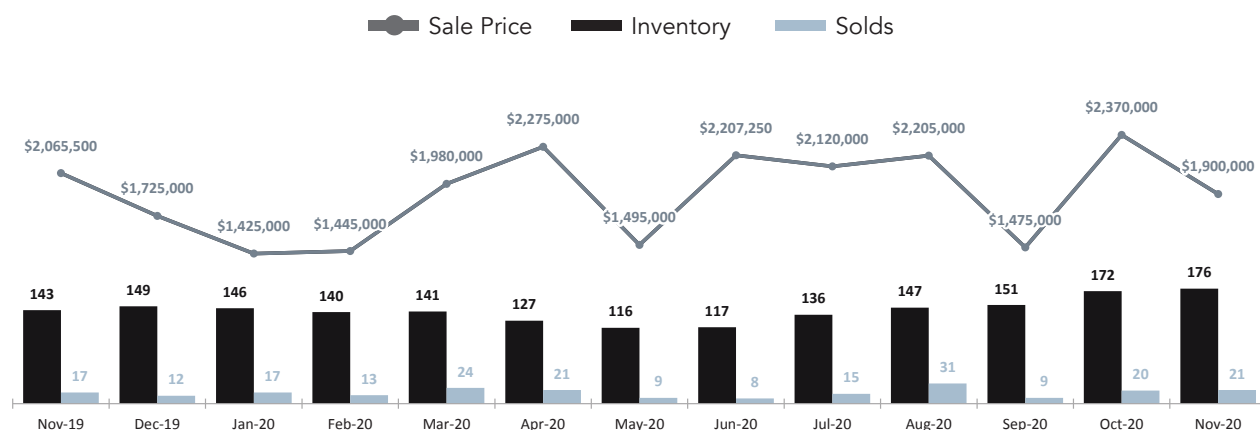
Luxury Benchmark Price¹: \$1,183,200



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	19	0%
1,000 - 1,499	\$1,424,500	3	2	4	64	6%
1,500 - 1,999	\$1,425,000	2	2	5	44	11%
2,000 - 2,499	\$1,808,815	3	3	6	22	27%
2,500 - 2,999	\$3,169,000	4	4	2	24	8%
3,000+	\$5,088,854	3	4	4	3	133%

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

October	November
172	176

VARIANCE: 2%

Solds

October	November
20	21

VARIANCE: 5%

Sales Price

October	November
\$2.37m	\$1.90m

VARIANCE: -20%

Sale Price Per SqFt.

October	November
\$1,367	\$1,216

VARIANCE: -11%

Sale to List Price Ratio

October	November
95.37%	100.00%

VARIANCE: 5%

Days on Market

October	November
175	104

VARIANCE: -41%

Maui Market Summary | November 2020

- The Maui attached luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in November 2020.
- The most active price band is **\$1,400,000-\$1,449,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes has decreased to **\$1,900,000**.
- The median days on market for November 2020 was **104** days, down from **175** in October 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.

A modern outdoor lounge area at night. In the foreground, there are two white lounge chairs with patterned cushions and a small round wooden table. A glass railing with a white handrail runs across the middle ground. In the background, there are more lounge chairs and a building with warm interior lighting. The sky is a deep blue.

Island of Hawaii

December 2020

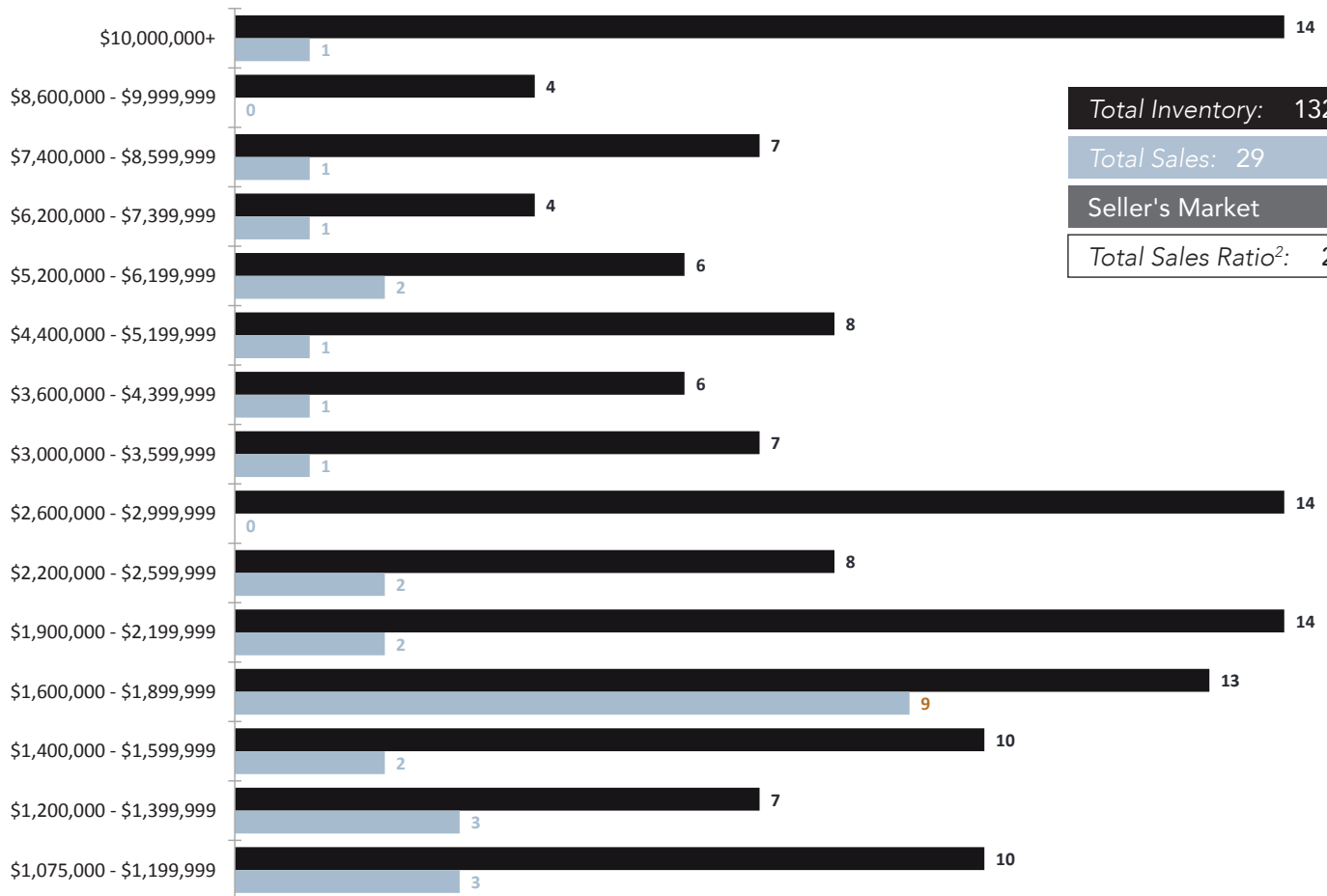
ISLAND OF HAWAII

Single-Family Homes

Luxury Inventory vs. Sales | November 2020

Inventory Sales

Luxury Benchmark Price¹: \$1,075,000



Total Inventory: 132

Total Sales: 29

Seller's Market

Total Sales Ratio²: 22%

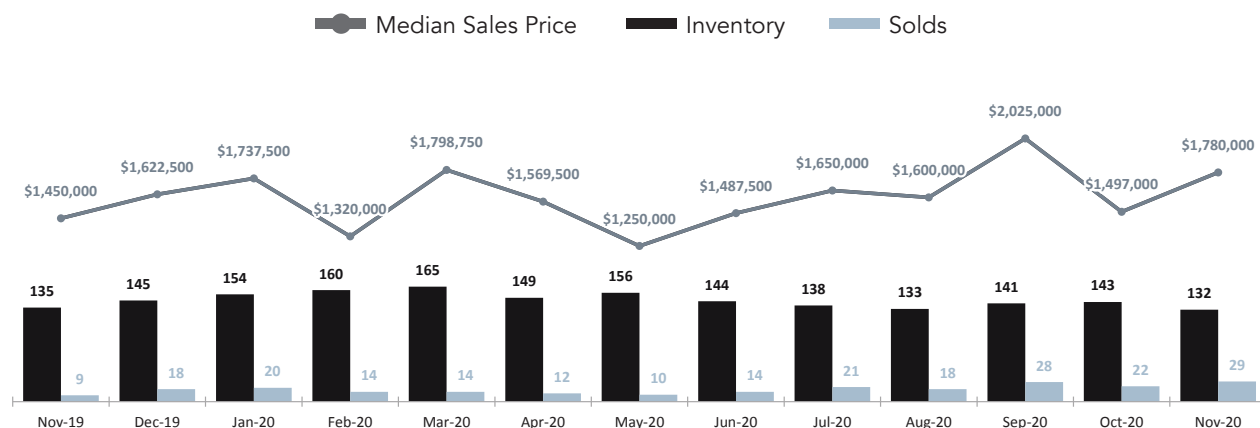
Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 2,999	\$1,797,000	4	4	9	36	25%
3,000 - 3,999	\$1,774,500	4	4	6	24	25%
4,000 - 4,999	\$1,685,000	4	5	3	21	14%
5,000 - 5,999	\$4,650,000	5	6	3	5	60%
6,000 - 6,999	NA	NA	NA	0	5	0%
7,000+	\$8,775,000	7	9	2	9	22%

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

October
143

November
132

VARIANCE: **-8%**

Solds

October
22

October
29

VARIANCE: **32%**

Sales Price

October
\$1.50m

November
\$1.78m

VARIANCE: **19%**

Sale Price Per SqFt.

October
\$621

November
\$661

VARIANCE: **6%**

Sale to List Price Ratio

October
97.12%

November
95.24%

VARIANCE: **-2%**

Days on Market

October
45

November
35

VARIANCE: **-22%**

Island of Hawaii Market Summary | November 2020

- The Island of Hawaii single-family luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **95.24% of list price** in November 2020.
- The most active price band is **\$1,600,000-\$1,899,999**, where the sales ratio is **69%**.
- The median luxury sales price for single-family homes has increased to **\$1,780,000**.
- The median days on market for November 2020 was **35** days, down from **45** in October 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 | November 2020

Inventory Sales

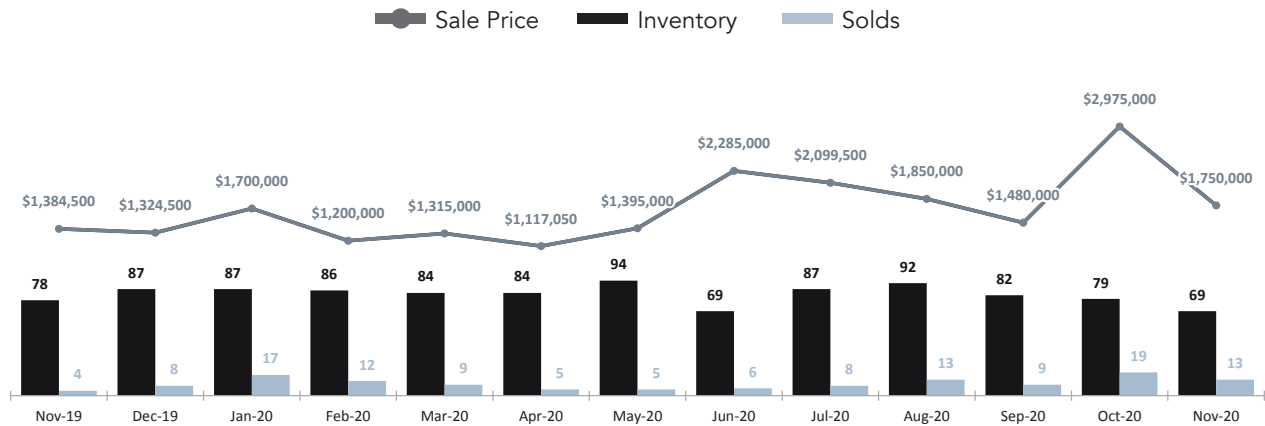
Luxury Benchmark Price¹: **\$925,000**



Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$1,690,000	1	1	5	1	500%
1,000 - 1,499	\$3,100,000	2	2	1	7	14%
1,500 - 1,999	NA	NA	NA	0	17	0%
2,000 - 2,499	\$1,750,000	3	4	3	10	30%
2,500 - 2,999	\$2,562,500	4	4	2	9	22%
3,000+	\$4,125,000	4	5	1	14	7%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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
October 79
November 69

VARIANCE: -13%

Solds
October 19
November 13

VARIANCE: -32%

Sales Price
October \$2.98m
November \$1.75m

VARIANCE: -41%

Sale Price Per SqFt.
October \$1,357
November \$1,880

VARIANCE: 39%

Sale to List Price Ratio
October 100.00%
November 100.00%

VARIANCE: 0%

Days on Market
October 11
November 41

VARIANCE: 273%

Island of Hawaii Market Summary | November 2020

- The Island of Hawaii attached luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in November 2020.
- The most active price band is **\$4,000,000-\$4,499,999**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes has decreased to **\$1,750,000**.
- The median days on market for November 2020 was **41** days, up from **11** in October 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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