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## FOR IMMEDIATE RELEASE

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### HONOLULU'S CONDO MARKET REALIZES DOUBLE-DIGIT GROWTH IN DECEMBER, ACCORDING TO THE HONOLULU BOARD OF REALTORS®

## \*\*Sales of Single-Family Homes Also Continue to Increase\*\*

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

|                     | Single-Fa                 | mily Home Re              | ne Resales                    |                           |  |  |  |  |  |  |  |  |  |
|---------------------|---------------------------|---------------------------|-------------------------------|---------------------------|--|--|--|--|--|--|--|--|--|
|                     | Number of<br><u>Sales</u> | This Month<br>Compared To | Median*<br>Sales Price        | This Month<br>Compared To |  |  |  |  |  |  |  |  |  |
| December 2012       | 291                       |                           | \$600,000                     |                           |  |  |  |  |  |  |  |  |  |
| December 2011       | 268                       | +8.6%                     | \$605,000                     | -0.8%                     |  |  |  |  |  |  |  |  |  |
| Condominium Resales |                           |                           |                               |                           |  |  |  |  |  |  |  |  |  |
|                     | Number of<br><u>Sales</u> | This Month<br>Compared To | Median*<br><u>Sales Price</u> | This Month<br>Compared To |  |  |  |  |  |  |  |  |  |
| December 2012       | 401                       |                           | \$335,000                     |                           |  |  |  |  |  |  |  |  |  |
| December 2011       | 333                       | +20.4%                    | \$285,000                     | +17.5%                    |  |  |  |  |  |  |  |  |  |
| *Median p           | rice means half the p     | rices were above and h    | nalf below the given          | price.                    |  |  |  |  |  |  |  |  |  |

During December, sales of single-family homes and condominiums increased by 8.6 percent and by 20.4 percent, respectively, from December 2011. The median price paid for island properties in December was \$605,000 for single-family homes and \$335,000 for condominiums, a decrease of 0.8 percent and increase of 17.5 percent, respectively, compared to the same month last year. According to the *Days on Market* indicator, sales of both single-family homes and condominiums were accepted at a faster pace last month compared to a year ago, with single-family properties listing for 30 days and condominiums listing for 26 days.

#### News Release/ December 2012 Housing Statistics

"December was another great month for the local real estate market, with the number of closed sales and the median sales price for condominiums experiencing double-digit growth," said Kevin Miyama, president of the Honolulu Board of REALTORS<sup>®</sup>. "While the median sales price for single-family homes was relatively flat, the number of overall sales increased in what is typically a slower time in the real estate market. All of these are great indicators of our continued recovery."

The public is encouraged to visit the Board's Internet web site at www.HiCentral.com to see what's happening in the housing market. The public has the ability to search through Oahu single-family home and condominium listings, available for sale and for rent, and to see a comprehensive guide of homes that will be open to visit this Sunday. All searches can be done by geographic location, price range or both. HiCentral.com provides useful information about buying and selling real estate in Hawaii.

Established in 1922, the Honolulu Board of REALTORS® is one of the largest of 1,500 boards of REALTORS® in the nation and, with over 5,300 members, one of the largest trade organizations on Oahu. Membership is available to licensed real estate brokers, agents, property managers, appraisers, counselors and others engaged in all aspects of the real estate industry who pledge to adhere to a strict Code of Ethics and Standards of Practice. For more information, call (808) 732-3000 or visit www.HiCentral.com.

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

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# **Closed Sales**

December-12

OAHU, HAWAII

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



|  | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 | Sep-11 | Oct-11 | Nov-11 | Dec-11 | Jan-12 | Feb-12 | Mar-12 | Apr-12 | May-12 | Jun-12 | Jul-12 | Aug-12 | Sep-12 | Oct-12 | Nov-12 | Dec-12 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| <b>Closed Sales: Single Family Homes</b> | 199    | 181    | 249    | 229    | 243    | 248    | 251    | 279    | 284    | 223    | 251    | 268    | 175    | 217    | 222    | 217    | 243    | 279    | 265    | 293    | 304    | 282    | 290    | 291    |
| Closed Sales: Condos                     | 265    | 295    | 331    | 379    | 330    | 354    | 300    | 338    | 364    | 321    | 333    | 333    | 270    | 227    | 338    | 343    | 371    | 342    | 364    | 409    | 350    | 425    | 363    | 401    |
| Closed Sales: Total                      | 464    | 476    | 580    | 608    | 573    | 602    | 551    | 617    | 648    | 544    | 584    | 601    | 445    | 444    | 560    | 560    | 614    | 621    | 629    | 702    | 654    | 707    | 653    | 692    |

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



## **Median Sales Price**

December-12

OAHU, HAWAII

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



|                            | Jan-11  | Feb-11  | Mar-11  | Apr-11  | May-11  | Jun-11  | Jul-11  | Aug-11  | Sep-11  | Oct-11  | Nov-11  | Dec-11  | Jan-12  | Feb-12  | Mar-12  | Apr-12  | May-12  | Jun-12  | Jul-12  | Aug-12  | Sep-12  | Oct-12  | Nov-12  | Dec-12  |
|----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Sales Price : SFH   | 570,000 | 570,000 | 548,500 | 585,000 | 595,000 | 562,500 | 591,000 | 557,500 | 570,000 | 579,000 | 580,000 | 605,000 | 618,900 | 625,000 | 625,000 | 600,000 | 664,000 | 620,000 | 635,000 | 609,000 | 637,000 | 625,000 | 640,000 | 600,000 |
| Median Sales Price: Condos | 291,000 | 320,000 | 315,000 | 305,000 | 290,000 | 301,000 | 277,000 | 300,000 | 316,500 | 305,000 | 295,000 | 285,000 | 305,000 | 315,000 | 311,750 | 319,000 | 300,000 | 297,000 | 320,000 | 320,000 | 319,500 | 325,000 | 325,000 | 335,000 |



## **Average Sales Price**

December-12

OAHU, HAWAII

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



|                             | Jan-11  | Feb-11  | Mar-11  | Apr-11  | May-11  | Jun-11  | Jul-11  | Aug-11  | Sep-11  | Oct-11  | Nov-11  | Dec-11  | Jan-12  | Feb-12  | Mar-12  | Apr-12  | May-12  | Jun-12  | Jul-12  | Aug-12  | Sep-12  | Oct-12  | Nov-12  | Dec-12  |
|-----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Average Sales Price: SFH    | 700,055 | 699,034 | 693,645 | 719,097 | 730,318 | 643,243 | 752,600 | 701,376 | 690,628 | 729,970 | 716,921 | 685,857 | 682,616 | 726,080 | 747,016 | 727,214 | 798,573 | 719,412 | 729,172 | 719,392 | 768,405 | 813,421 | 773,316 | 855,199 |
| Average Sales Price: Condos | 316,802 | 392,714 | 370,301 | 366,113 | 341,273 | 371,259 | 338,964 | 348,916 | 369,685 | 376,651 | 367,160 | 329,545 | 352,083 | 388,454 | 359,316 | 377,534 | 358,633 | 351,596 | 365,912 | 366,072 | 375,914 | 403,538 | 373,740 | 393,083 |

