



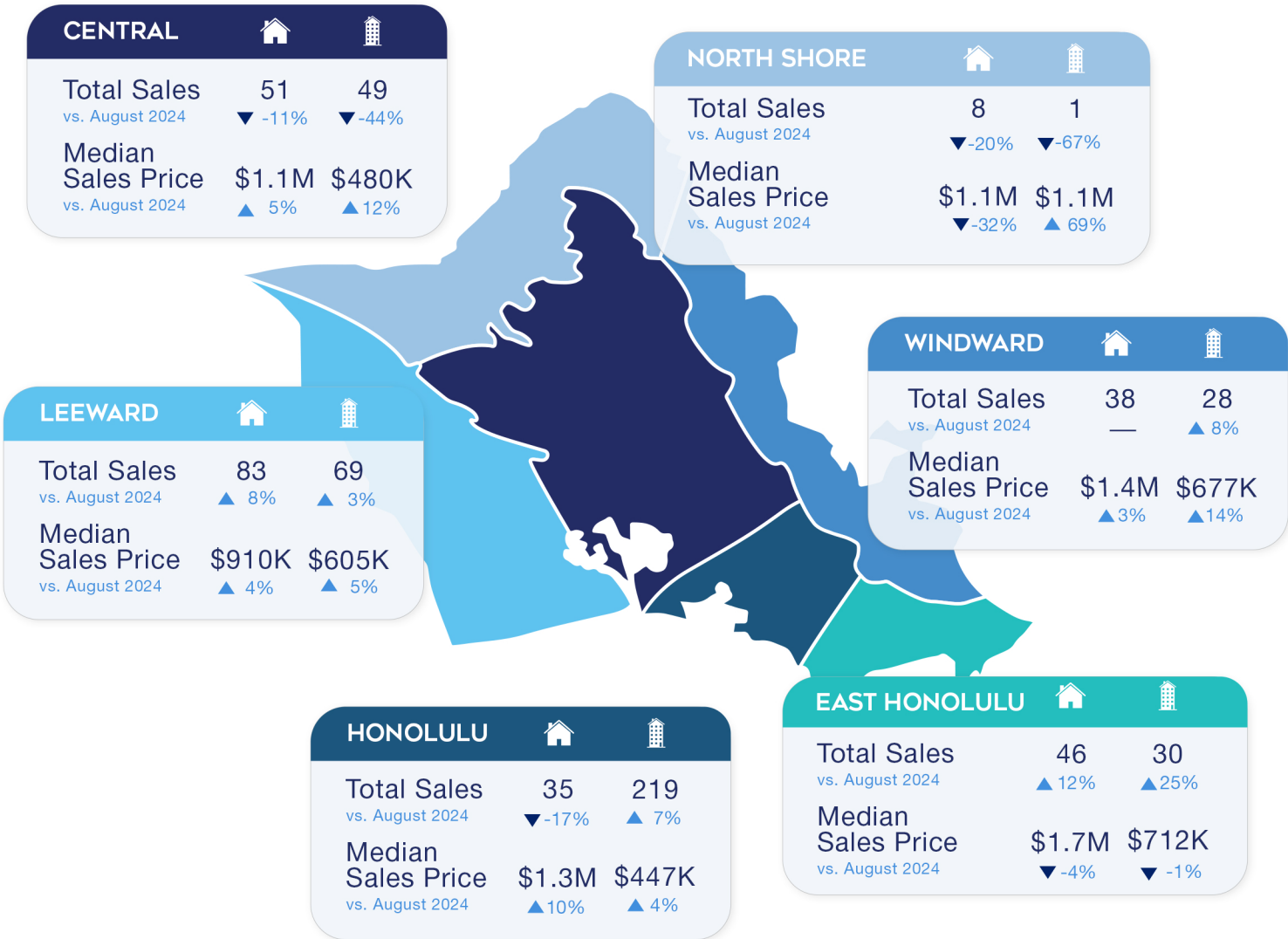
OAHU MARKET REPORT

AUGUST 2025

The Oahu real estate market remained relatively stable in August, with only slight changes in total sales, median prices, and days on market as we moved past the peak summer season. Most notably, the months of remaining inventory declined for both single-family homes and condos, strengthening sellers' positions and increasing competition among buyers. Whether you're buying or selling, the market appears to have found its footing and is gaining momentum as we head into the latter half of the year.

ISLAND-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	261	\$1,110,000	99%	35%	21	325
CONDOMINIUMS	396	\$520,000	98%	12%	48	637

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

AUGUST 2025 VS. PERCENT CHANGE OVER LAST YEAR



Single-family homes continue to sell in just under three weeks. Since the beginning of the year, pending sales have steadily increased. In August, that number rose to 331 properties, the highest level since May 2022. With new listings trending lower, expect price appreciation, heightened competition, and stronger negotiating power for sellers. Buyers should be prepared to act quickly and make competitive offers if the trend continues.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Aiea	5 ▼ -38%	\$1,250,000 ▲ 22%	98% ▲ 0%	14 ▼ -58%	0% ▼ -100%	\$626 ▲ 6%
	Honolulu	5 —	\$1,050,000 —	98% —	25 —	0% —	\$758 —
	Mililani	11 ▼ -39%	\$1,115,000 ▲ 7%	99% ▲ 0%	45 ▲ 275%	27% ▼ -18%	\$656 ▲ 3%
	Pearl City	10 ▲ 43%	\$1,075,000 ▼ -1%	106% ▲ 5%	9 ▼ -44%	70% ▲ 23%	\$638 ▲ 6%
	Wahiawa	6 ▲ 20%	\$782,500 ▼ -32%	98% ▼ -1%	16 ▲ 60%	33% ▲ 67%	\$655 ▲ 22%
	Waipahu	14 ▼ -26%	\$965,000 ▲ 1%	100% ▼ -1%	18 ▲ 94%	43% ▼ -19%	\$538 ▼ -19%
NORTH SHORE	Haleiwa	3 — 0%	\$2,300,000 ▲ 48%	100% ▼ -1%	6 ▼ -54%	33% ▼ -50%	\$1,576 ▲ 16%
	Kahuku	2 — 0%	\$851,000 ▼ -59%	99% ▲ 4%	96 ▲ 61%	50% —	\$412 ▼ -59%
	Waialua	3 ▼ -40%	\$1,025,000 ▼ -44%	99% ▼ -2%	33 ▲ 450%	33% ▼ -17%	\$911 ▼ -16%
EAST HONOLULU	Honolulu	46 ▲ 12%	\$1,684,500 ▼ -4%	98% ▲ 0%	13 ▼ -28%	35% ▲ 43%	\$874 ▼ -5%
HONOLULU	Honolulu	35 ▼ -17%	\$1,250,000 ▲ 10%	97% ▼ -2%	21 ▲ 35%	37% ▲ 11%	\$730 ▼ -1%
LEEWARD	Ewa Beach	43 ▲ 19%	\$995,000 ▲ 6%	99% ▼ 0%	34 ▲ 84%	23% ▼ -24%	\$609 ▲ 3%
	Kapolei	21 ▲ 24%	\$936,000 ▼ -4%	99% ▲ 0%	33 ▲ 40%	24% ▲ 7%	\$594 ▼ -7%
	Waianae	19 ▼ -21%	\$748,000 ▲ 15%	99% ▼ 0%	38 ▲ 23%	37% ▲ 15%	\$521 ▲ 5%
WINDWARD	Hauula	2 ▼ -33%	\$812,500 ▲ 7%	94% ▲ 1%	42 ▼ -2%	0% —	\$1,116 ▲ 66%
	Kailua	16 — 0%	\$1,619,500 ▲ 1%	100% ▼ -1%	14 ▼ -30%	50% ▲ 33%	\$895 ▼ -5%
	Kaneohe	18 — 0%	\$1,226,500 ▲ 2%	101% ▲ 4%	13 ▼ -19%	56% ▲ 233%	\$757 ▲ 24%
	Waimanalo	2 ▲ 100%	\$5,255,000 ▲ 68%	110% ▲ 18%	6 ▼ -93%	50% —	\$2,936 ▲ 347%
GRAND TOTAL		261 ▼ -2%	\$1,110,000 ▲ 1%	99% ▲ 0%	21 ▲ 31%	35% ▲ 12%	\$740 ▲ 1%

CONDOMINIUM TRANSACTIONS

AUGUST 2025 VS. PERCENT CHANGE OVER LAST YEAR

An oversupply of condo inventory is beginning to correct itself. Months of remaining inventory have dropped back to six months, signaling a balanced market. This shift is fueled by a sharp decline in new listings and overall condos for sale. As inventory decreases, prices have seen a moderate increase, rising to \$522,500, which is 4.5% higher year over year and notably higher than last month's median of \$495,000.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Aiea	6 ▼ -73%	\$447,500 ▼ -11%	99% ▼ 0%	87 ▲ 335%	17% ▼ -39%	\$539 ▼ -1%
	Honolulu	2 — 0%	\$515,000 ▼ -2%	99% ▼ -1%	171 ▲ 847%	0% —	\$423 ▼ -45%
	Mililani	23 ▼ -34%	\$500,000 ▲ 10%	99% ▼ 0%	34 ▲ 55%	22% ▲ 9%	\$614 ▲ 3%
	Pearl City	3 ▼ -63%	\$358,000 ▼ -2%	101% ▲ 4%	23 ▲ 70%	33% —	\$617 ▲ 1%
	Wahiawa	1 ▼ -80%	\$358,000 ▼ -1%	100% ▲ 2%	54 ▼ -53%	0% ▼ -100%	\$406 ▲ 9%
	Waipahu	14 ▼ -7%	\$494,500 ▲ 25%	99% ▲ 1%	24 ▼ -35%	14% ▼ -64%	\$648 ▲ 23%
NORTH SHORE	Kahuku	1 —	\$1,051,000 —	107% —	7 —	100% —	\$1,939 —
EAST HONOLULU	Honolulu	30 ▲ 25%	\$712,500 ▼ -1%	96% ▼ -3%	49 ▲ 149%	10% ▼ -40%	\$728 ▼ -17%
HONOLULU	Honolulu	219 ▲ 7%	\$447,000 ▲ 4%	97% ▼ 0%	53 ▲ 51%	7% ▼ -46%	\$940 ▲ 16%
LEEWARD	Ewa Beach	24 ▼ -8%	\$545,000 ▼ -10%	100% ▲ 0%	36 ▲ 125%	50% ▲ 30%	\$607 ▲ 3%
	Kapolei	35 ▲ 21%	\$665,000 ▼ -4%	99% ▼ 0%	51 ▲ 82%	11% ▼ -45%	\$699 ▲ 3%
	Waianae	10 ▼ -17%	\$270,000 ▲ 21%	98% ▲ 1%	45 ▼ -13%	10% —	\$401 ▲ 10%
WINDWARD	Hauula	2 ▼ -33%	\$341,000 ▲ 97%	101% ▲ 1%	45 ▲ 137%	50% ▲ 50%	\$718 ▲ 67%
	Kaaawa	1 —	\$396,000 —	99% —	8 —	0% —	\$763 —
	Kailua	12 ▲ 100%	\$814,000 ▼ -18%	98% ▼ -1%	24 ▲ 2%	8% ▼ -75%	\$833 ▼ -8%
	Kaneohe	13 ▼ -24%	\$650,000 ▲ 13%	97% ▼ -3%	25 ▼ -11%	0% ▼ -100%	\$608 ▲ 1%
GRAND TOTAL		396 ▼ -3%	\$520,000 ▲ 4%	98% ▼ -1%	48 ▲ 66%	12% ▼ -34%	\$800 ▲ 12%

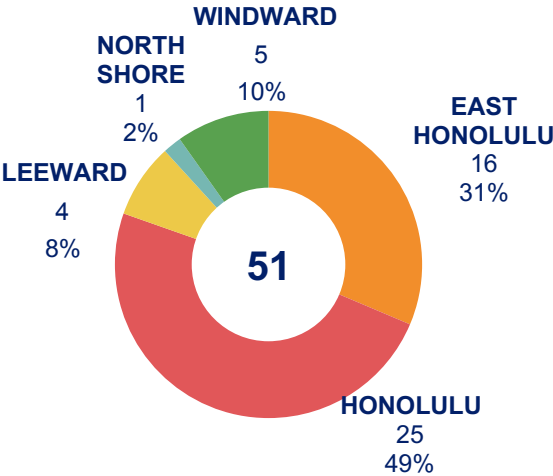
LUXURY TRANSACTIONS FOR AUGUST 2025

FOR SINGLE-FAMILY HOME SALES OVER \$2.5M AND CONDO SALES OVER \$1.5M

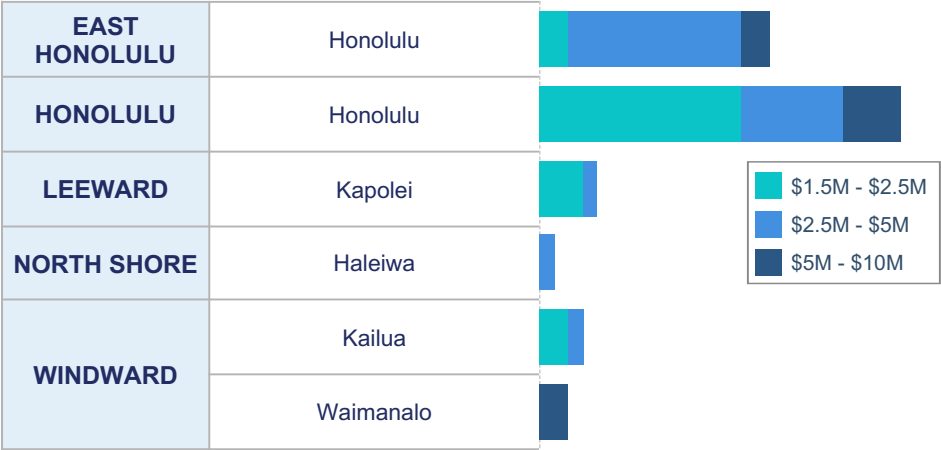
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
NORTH SHORE	Haleiwa	1	\$3,150,000	\$3,150,000	\$3,150,000	100%	0	0%	\$2,853
EAST HONOLULU	Honolulu	14	\$51,548,800	\$3,682,057	\$3,062,500	95%	33	14%	\$979
HONOLULU	Honolulu	3	\$11,827,500	\$3,942,500	\$3,000,000	98%	57	67%	\$864
WINDWARD	Kailua	1	\$2,500,000	\$2,500,000	\$2,500,000	104%	9	100%	\$799
	Waimanalo	2	\$10,510,000	\$5,255,000	\$5,255,000	110%	6	50%	\$2,936
GRAND TOTAL		21	\$79,536,300	\$3,787,443	\$3,125,000	98%	21	29%	\$1,072

CONDO SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
EAST HONOLULU	Honolulu	2	\$3,630,000	\$1,815,000	\$1,815,000	112%	19	100%	\$2,083
HONOLULU	Honolulu	22	\$59,601,888	\$2,709,177	\$1,900,000	97%	93	5%	\$1,826
LEEWARD	Kapolei	4	\$9,009,000	\$2,252,250	\$2,079,500	97%	224	0%	\$1,585
WINDWARD	Kailua	2	\$3,309,000	\$1,654,500	\$1,654,500	100%	23	0%	\$957
GRAND TOTAL		30	\$75,549,888	\$2,518,330	\$1,875,000	98%	78	10%	\$1,736

TOTAL LUXURY SALES BY DISTRICT



LUXURY SALES BY PRICE RANGE



* The information in this report is deemed reliable but not guaranteed. Data provided by the REALTORS® Association of Maui as of 09/01/25 and is subject to change.