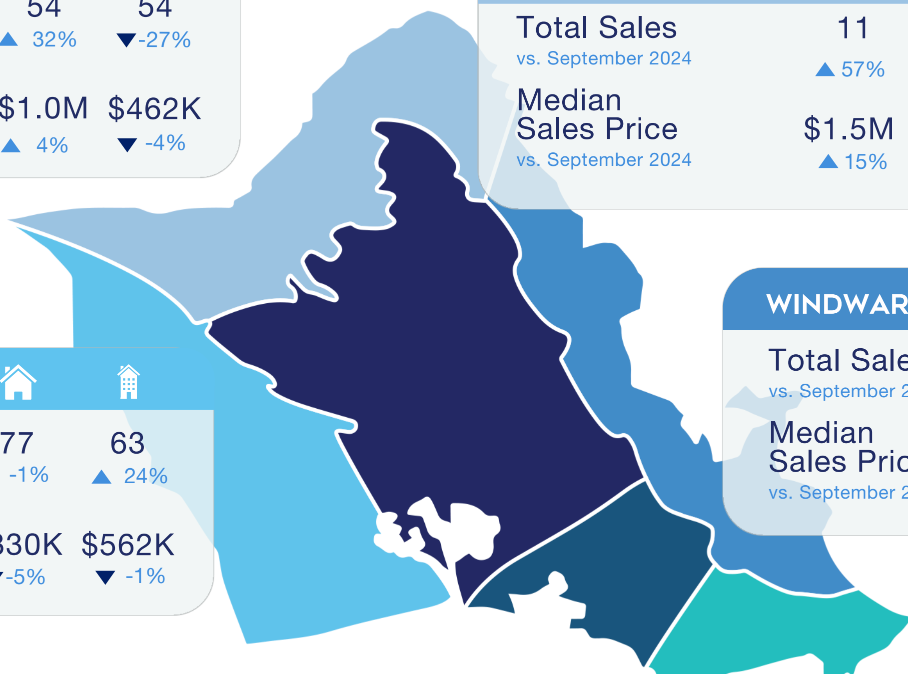
OAHU MARKET REPORT

SEPTEMBER 2025

The O‘ahu housing market continued to gain traction in September, with total sales volume rising across both single-family and condominium segments compared to last year. Buyer activity remained steady, reflecting renewed confidence supported by a balanced level of inventory and consistent demand across key districts. Looking ahead, the Fed’s recent rate cuts may provide continued relief for buyers and encourage more activity before year’s end.

ISLAND-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	275	$1,160,000	98%	29%	24	333
CONDOMINIUMS	648	$589,249	99%	9%	14	887

ISLAND-WIDE OVERVIEW



CENTRAL

	Single-Family	Condo
Total Sales	54	54
vs. September 2024	▲ 32%	▼ -27%
Median Sales Price	$1.0M	$462K
vs. September 2024	▲ 4%	▼ -4%

NORTH SHORE

	Single-Family	Condo
Total Sales	11	5
vs. September 2024	▲ 57%	▲ 25%
Median Sales Price	$1.5M	$930K
vs. September 2024	▲ 15%	▼ -17%

WINDWARD

	Single-Family	Condo
Total Sales	50	29
vs. September 2024	▲ 35%	▲ 21%
Median Sales Price	$1.5M	$725K
vs. September 2024	▲ 2%	▼ -5%

LEEWARD

	Single-Family	Condo
Total Sales	77	63
vs. September 2024	▼ -1%	▲ 24%
Median Sales Price	$830K	$562K
vs. September 2024	▼ -5%	▼ -1%

EAST HONOLULU

	Single-Family	Condo
Total Sales	36	21
vs. September 2024	▼ -20%	▼ -25%
Median Sales Price	$1.5M	$990K
vs. September 2024	▲ 2%	▲ 28%

HONOLULU

	Single-Family	Condo
Total Sales	47	476
vs. September 2024	▲ 81%	▲ 151%
Median Sales Price	$1.2M	$611K
vs. September 2024	▲ 3%	▲ 39%

SINGLE-FAMILY HOME TRANSACTIONS

SEPTEMBER 2025 VS. PERCENT CHANGE OVER LAST YEAR

COLDWELL BANKER
ISLAND PROPERTIES

Single-family home sales rose 81% year-over-year to 476 transactions, while the median sales price climbed 3% to $1.2 million. The pace of sales stayed quick, with homes continuing to sell in roughly three weeks on average. Growth was broad-based across Honolulu and the Windward side, where limited new listings kept competition elevated. Sellers maintaining realistic pricing continued to draw multiple offers.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING $/SQ FT
CENTRAL	Aiea	8 ▲ 100%	$1,219,500 ▲ 15%	98% ▼ -3%	20 ▲ 3%	13% ▼ -50%	$554 ▼ -20%
	Honolulu	2 – 0%	$1,309,000 ▲ 17%	95% ▼ -4%	96 ▲ 247%	0% ▼ -100%	$435 ▼ -44%
	Mililani	9 – 0%	$1,250,000 ▲ 32%	97% ▼ -3%	31 ▲ 94%	11% ▼ -72%	$704 ▼ -4%
	Pearl City	10 ▼ -9%	$975,000 ▼ -8%	99% ▲ 1%	10 ▲ 100%	40% ▲ 10%	$690 ▲ 9%
	Wahiawa	9 ▲ 125%	$767,000 ▼ -2%	98% ▼ -2%	21 ▲ 83%	33% ▼ -56%	$591 ▼ -12%
	Waipahu	16 ▲ 45%	$1,002,500 ▲ 4%	99% ▼ -3%	23 ▲ 130%	38% ▼ -48%	$614 ▼ -4%
NORTH SHORE	Haleiwa	3 ▲ 50%	$1,650,000 ▲ 33%	92% ▼ -2%	28 ▼ -28%	0% –	$996 ▼ -17%
	Laie	1 – 0%	$1,580,000 ▼ -9%	93% ▼ -3%	4 ▼ -91%	0% –	$2,112 ▲ 333%
	Waialua	7 ▲ 133%	$1,345,000 ▲ 3%	95% ▼ -5%	57 ▲ 375%	0% ▼ -100%	$861 ▼ -32%
EAST HONOLULU	Honolulu	36 ▼ -20%	$1,520,000 ▲ 2%	98% ▼ -1%	18 ▲ 9%	28% ▼ -22%	$818 ▼ -4%
HONOLULU	Honolulu	47 ▲ 81%	$1,235,000 ▲ 3%	99% ▲ 3%	21 – 0%	26% ▲ 33%	$738 ▲ 9%
LEEWARD	Ewa Beach	42 ▲ 14%	$906,250 ▼ -6%	99% ▼ -1%	48 ▲ 107%	36% ▼ -12%	$591 ▼ -2%
	Kapolei	11 ▼ -48%	$1,008,000 ▲ 15%	97% ▼ -3%	30 ▲ 114%	27% ▼ -5%	$595 ▼ -4%
	Waianae	24 ▲ 20%	$657,000 ▼ -3%	99% ▲ 2%	46 ▲ 100%	46% ▲ 221%	$461 ▼ 0%
WINDWARD	Kaaawa	1 –	$1,495,000 –	100% –	16 –	0% –	$1,320 –
	Kailua	30 ▲ 43%	$1,740,000 ▲ 5%	98% ▼ 0%	37 ▲ 85%	23% ▲ 23%	$1,073 ▲ 20%
	Kaneohe	17 ▲ 55%	$1,299,000 ▼ -7%	101% ▲ 4%	11 ▼ -61%	47% ▲ 159%	$712 ▼ -33%
	Waimanalo	2 ▼ -33%	$1,100,000 ▲ 51%	89% ▼ 15%	52 ▼ -17%	0% ▼ -100%	$663 ▲ 55%
GRAND TOTAL		275 ▲ 19%	$1,160,000 ▲ 5%	98% ▼ 0%	24 ▲ 33%	29% ▼ -8%	$741 ▲ 1%

CONDOMINIUM TRANSACTIONS

SEPTEMBER 2025 VS. PERCENT CHANGE OVER LAST YEAR

Condo activity surged in September, with sales jumping 151% year-over-year to 476 units and the median price rising 39% to $611,000. The sharp increase in total sales was largely driven by 242 units closing at The Park on Keeaumoku,a new two-tower residential development in Midtown Ala Moana that contributed significantly to monthly volume. This wave of new development closings underscores renewed energy in Oʻahu's urban core, where modern inventory continues to attract strong buyer demand.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING $/SQ FT
CENTRAL	Aiea	9 ▼ -53%	$439,000 ▼ -7%	96% ▼ -2%	58 ▲ 87%	22% ▲ 41%	$538 ▼ -3%
	Honolulu	1 ▼ -67%	$615,000 ▲ 6%	100% ▲ 2%	42 ▲ 2%	0% –	$704 ▲ 4%
	Mililani	21 ▼ -16%	$450,000 ▼ -13%	99% ▼ -1%	72 ▲ 350%	19% ▼ -52%	$586 ▼ -6%
	Pearl City	7 ▲ 17%	$510,000 ▲ 27%	98% ▼ -2%	37 ▲ 196%	14% ▼ -71%	$551 ▼ -5%
	Wahiawa	2 ▼ -60%	$175,000 ▼ -55%	99% ▼ -4%	58 ▲ 188%	0% ▼ -100%	$266 ▼ -37%
	Waipahu	14 ▼ -13%	$472,500 ▼ -10%	98% ▼ -1%	28 ▲ 107%	29% ▲ 129%	$622 ▼ -2%
NORTH SHORE	Kahuku	2 – 0%	$1,450,000 ▲ 5%	92% ▼ -6%	25 ▼ -21%	0% –	$1,676 ▼ -9%
	Waialua	3 ▲ 50%	$585,000 ▼ -8%	99% ▲ 1%	206 ▲ 796%	0% –	$689 ▼ -19%
EAST HONOLULU	Honolulu	21 ▼ -25%	$990,000 ▲ 28%	97% ▲ 1%	60 ▲ 118%	0% ▼ -100%	$839 ▲ 17%
HONOLULU	Honolulu	476 ▲ 151%	$611,000 ▲ 39%	99% ▲ 1%	0 ▼ ####	5% ▼ -69%	$900 ▲ 5%
LEEWARD	Ewa Beach	17 ▼ -19%	$595,000 ▲ 12%	100% ▼ 0%	32 ▼ -29%	29% ▼ -31%	$563 ▼ -7%
	Kapolei	35 ▲ 84%	$640,000 ▼ -7%	100% ▲ 1%	41 ▼ -31%	31% –	$608 ▼ -19%
	Waianae	11 – 0%	$214,900 ▼ -16%	98% ▲ 0%	17 ▼ -65%	18% –	$332 ▼ -13%
WINDWARD	Hauula	2 – 0%	$270,000 ▼ -10%	99% ▲ 12%	74 ▲ 8%	0% –	$552 ▲ 11%
	Kailua	12 ▲ 71%	$845,000 ▲ 8%	97% ▼ -1%	76 ▲ 481%	25% ▲ 75%	$717 ▼ -5%
	Kaneohe	15 – 0%	$725,000 ▼ -6%	98% ▼ -2%	15 ▲ 7%	13% ▼ -33%	$590 ▼ -14%
GRAND TOTAL		648 ▲ 75%	$589,249 ▲ 14%	99% ▲ 0%	14 ▼ -58%	9% ▼ -51%	$812 ▲ 9%

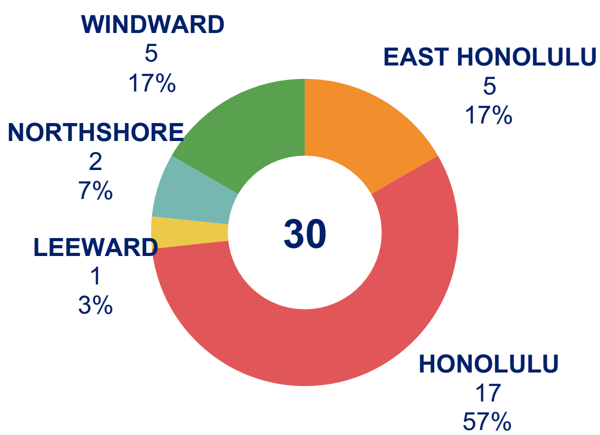
LUXURY TRANSACTIONS FOR SEPTEMBER 2025

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

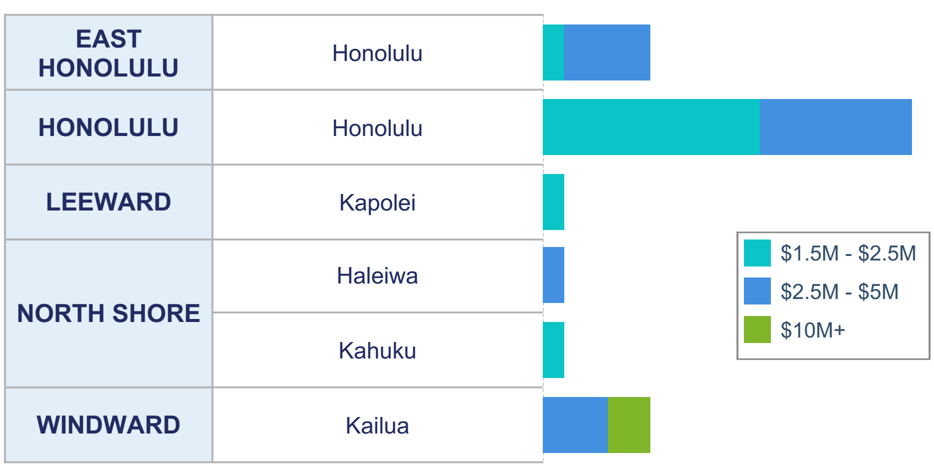
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING $/SQ FT
NORTH SHORE	Haleiwa	1	$3,300,000	$3,300,000	$3,300,000	83%	336	0%	$1,291
EAST HONOLULU	Honolulu	3	$10,150,000	$3,383,333	$3,450,000	96%	35	33%	$1,469
HONOLULU	Honolulu	2	$7,495,000	$3,747,500	$3,747,500	96%	110	0%	$1,040
WINDWARD	Kailua	5	$40,250,000	$8,050,000	$2,700,000	92%	59	0%	$1,468
Grand Total		11	$61,195,000	$5,563,182	$3,300,000	93%	59	9%	$1,388

CONDO SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING $/SQ FT
NORTH SHORE	Kahuku	1	$1,900,000	$1,900,000	$1,900,000	96%	29	0%	$1,772
EAST HONOLULU	Honolulu	2	$4,815,000	$2,407,500	$2,407,500	94%	40	0%	$1,632
HONOLULU	Honolulu	15	$32,554,500	$2,170,300	$2,200,000	95%	33	13%	$1,353
LEEWARD	Kapolei	1	$1,650,000	$1,650,000	$1,650,000	96%	5	0%	$962
Grand Total		19	$40,919,500	$2,153,658	$2,100,000	95%	29	11%	$1,373

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 Honolulu Board of REALTORS® as of 10/01/25 and is subject to change.*