

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2022

KAUAI

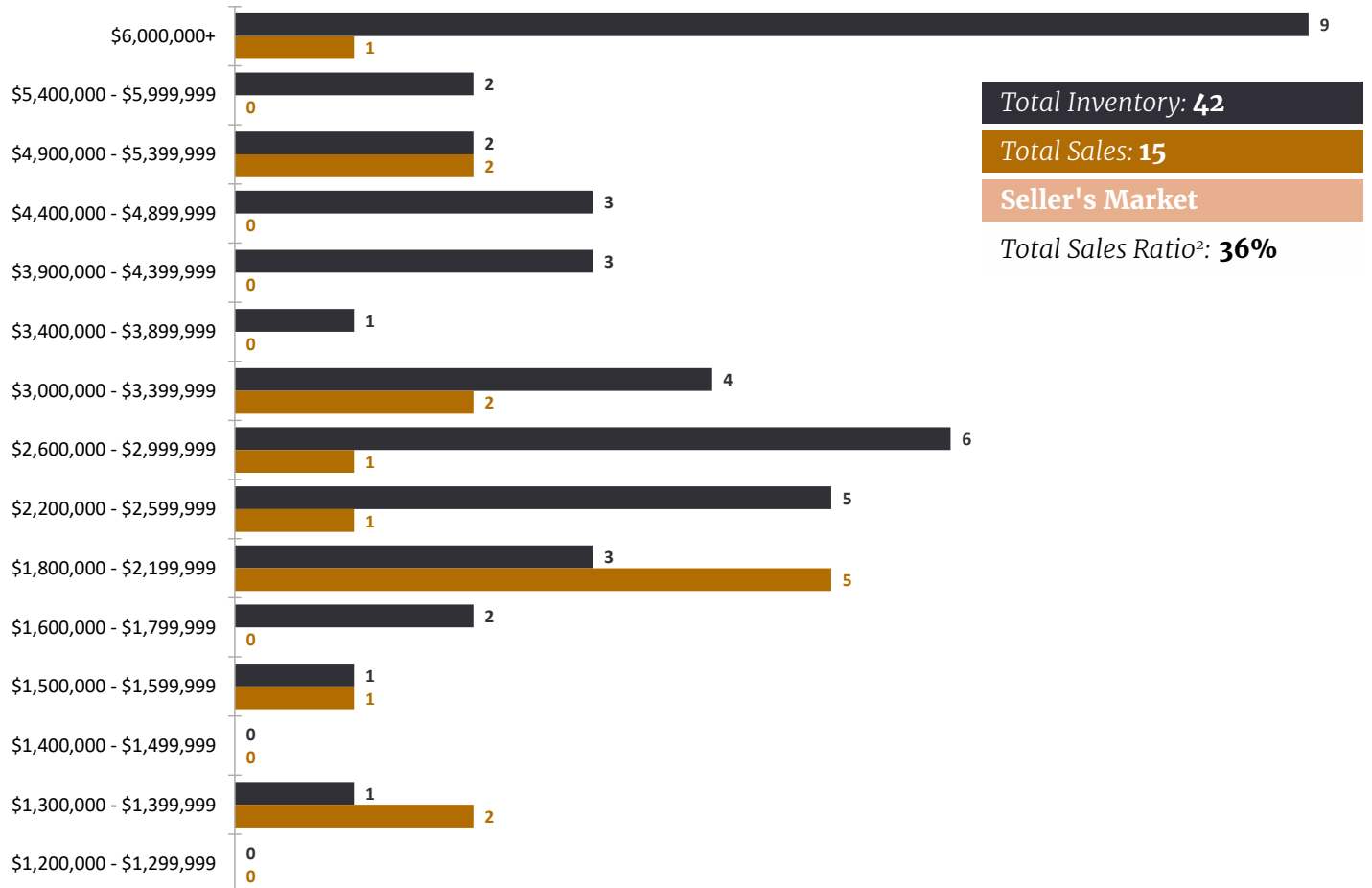
HAWAII

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

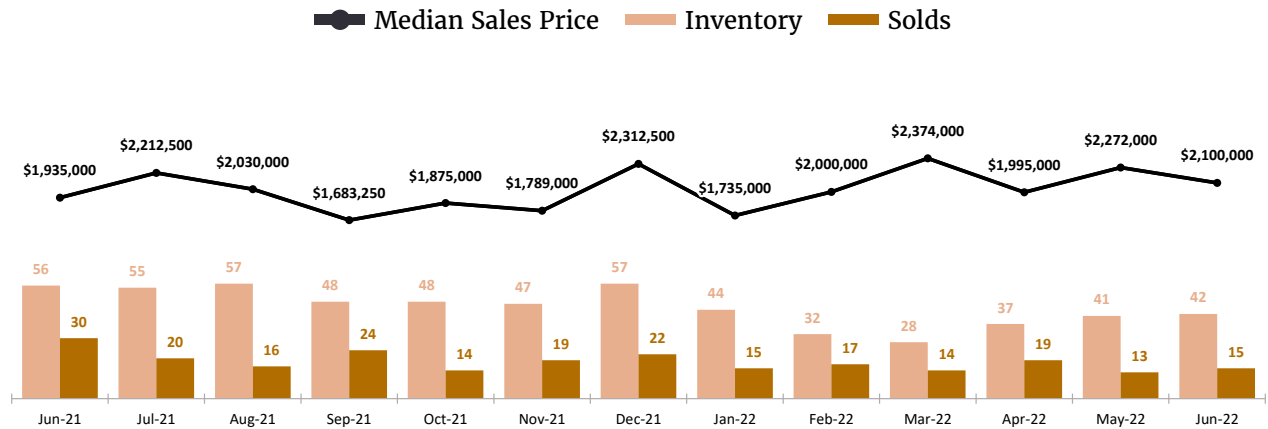
Luxury Benchmark Price¹: **\$1,200,000**



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	1	0%
2 Bedrooms	\$1,895,000	0	3	3	4	75%
3 Bedrooms	\$2,100,000	6	2	7	11	64%
4 Bedrooms	\$3,376,000	4	4	4	13	31%
5 Bedrooms	\$3,027,500	39	3	1	7	14%
6+ Bedrooms	NA	NA	NA	0	6	0%

¹The 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 REVIEW | JUNE

TOTAL INVENTORY

Jun. 2021	Jun. 2022
56	42

VARIANCE: **-25%**

TOTAL SOLDS

Jun. 2021	Jun. 2022
30	15

VARIANCE: **-50%**

SALES PRICE

Jun. 2021	Jun. 2022
\$1.94m	\$2.10m

VARIANCE: **9%**

SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$721	\$1,192

VARIANCE: **65%**

SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
98.61%	100.00%

VARIANCE: **1%**

DAYS ON MARKET

Jun. 2021	Jun. 2022
36	6

VARIANCE: **-83%**

KAUAI MARKET SUMMARY | JUNE 2022

- The Kauai single-family luxury market is a **Seller's Market** with a **36% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in June 2022.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **200%**.
- The median luxury sales price for single-family homes is **\$2,100,000**.
- The median days on market for June 2022 was **6** days, down from **36** in June 2021.

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 | JUNE 2022

Inventory Sales

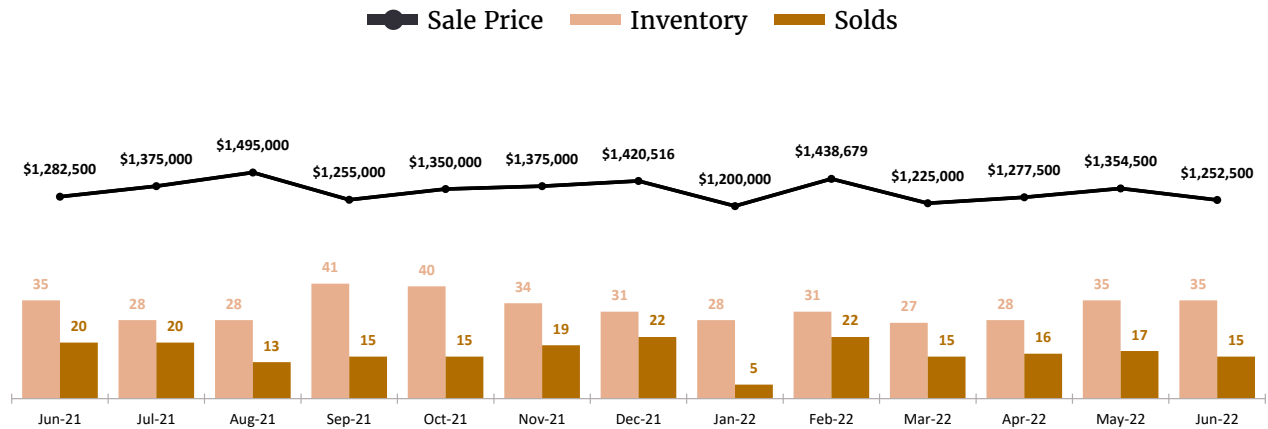
Luxury Benchmark Price¹: **\$950,000**



Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	\$1,085,000	6	2	2	2	100%
2 Bedrooms	\$1,252,500	15	2	9	13	69%
3 Bedrooms	\$1,620,000	50	3	3	13	23%
4 Bedrooms	NA	NA	NA	0	5	0%
5 Bedrooms	NA	NA	NA	0	2	0%
6+ Bedrooms	\$1,008,000	0	3	1	0	NA

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13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2021	Jun. 2022
35	35

VARIANCE: **0%**

TOTAL SOLDS

Jun. 2021	Jun. 2022
20	15

VARIANCE: **-25%**

SALES PRICE

Jun. 2021	Jun. 2022
\$1.28m	\$1.25m

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
\$878	\$1,083

VARIANCE: **23%**

SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
96.93%	100.00%

VARIANCE: **3%**

DAYS ON MARKET

Jun. 2021	Jun. 2022
62	11

VARIANCE: **-82%**

KAUAI MARKET SUMMARY | JUNE 2022

- The Kauai attached luxury market is a **Seller's Market** with a **43% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in June 2022.
- The most active price bands are **\$950,000-\$999,999** and **\$1,000,000-\$1,099,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,252,500**.
- The median days on market for June 2022 was **11** days, down from **62** in June 2021.

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.