List Sotheby's INTERNATIONAL REALTY

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3RD QUARTER 2026

Luxury Market Report

Aloha and welcome to The Oahu Quarterly Luxury Market Report from List Sotheby's International Realty, where we take a closer look at the most recent real estate activity here on Oahu.

The Oahu luxury home market report is broken down into four single-family home categories and two condominium price segments.

Single-family home sales for Q3 2026 priced from $2 to $3 million increased 196.0% compared to Q3 2025, with 74 homes sold in the quarter compared to 25 homes during the same period a year ago. Months' supply of inventory decreased 14.4% compared to last year, falling to 7.7 months in Q3 2026 from 9.0 months in Q3 2025.

For single-family homes in the $3 to $5 million range, sales rose from 22 in Q3 2025 to 35 in Q3 2026, increasing 59.1% from the same time last year. Months' supply of inventory decreased 30.1% to 9.5 months from 13.6 months last year.

In the $5 to $10 million range, 10 single-family homes sold in Q3 2026, a 66.7% increase from the 6 homes sold during the same quarter last year. Months' supply of inventory decreased 10.0% to 19.0 months from 21.1 months in Q3 2025.

One single-family home sold at or above $10 million in Q3 2026, a 50.0% decrease from the 2 homes sold in Q3 2025. The sale was a home in Diamond Head that sold for $16,500,000. Months' supply of inventory decreased 24.8% from 40.3 months in Q3 2025 to 30.3 months in Q3 2026.

Condo sales in the $1 to $2.5 million range decreased 16.2% in Q3 2026 compared to Q3 2025, with 98 closed sales in the third quarter this year versus 117 closed sales during the same quarter last year. Months' supply of inventory increased 6.1% to 5.2 months from 4.9 months in Q3 2025.

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FOREIGN INVESTMENT

Source: Title Guaranty Hawaii, through June 2026

$1 - $2 MILLION

2026	#	$
JAPAN	45	$63,315,200
KOREA	15	$20,306,100
CANADA	6	$7,688,900
HONG KONG	2	$3,782,600
SINGAPORE	1	$1,965,600

2025	#	$
JAPAN	8	$11,270,000
KOREA	2	$3,315,000
CANADA	2	$3,044,200
GUAM	2	$2,367,100
GERMANY	1	$1,220,000

2024	#	$
JAPAN	69	$104,696,950
KOREA	25	$39,979,700
CANADA	4	$5,950,000
CHINA	3	$3,761,850
TAIWAN	2	$2,396,000

2023	#	$
JAPAN	80	$105,180,750
KOREA	7	$9,357,400
CANADA	4	$5,065,400
CHINA	4	$4,294,650
AMERICAN SAMOA	2	$2,700,000

$2 MILLION +

2026	#	$
JAPAN	19	$71,449,883
KOREA	7	$17,545,700
SINGAPORE	2	$5,429,000

$2 MILLION +

2025	#	$
JAPAN	15	$59,843,100
KOREA	2	$6,300,000

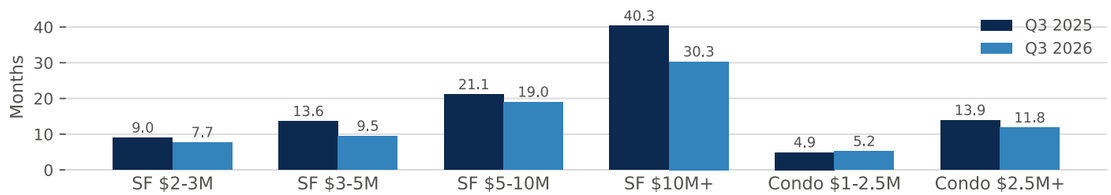
2024	#	$
JAPAN	62	$241,287,474
KOREA	9	$25,945,903
CANADA	3	$8,580,033
GUAM	1	$5,300,000
CHINA	2	$4,035,700

2023	#	$
JAPAN	21	$85,552,000
CAYMAN ISLANDS	1	$27,500,000
KOREA	3	$7,338,000
TAIWAN	1	$3,000,000
PUERTO RICO	1	$2,800,000

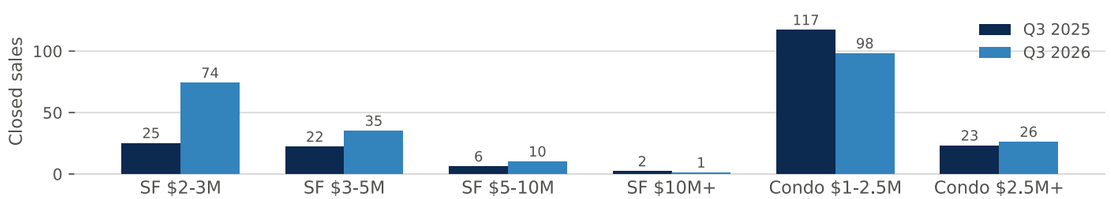
ARTFULLY UNITING EXCEPTIONAL HAWAII HOMES WITH EXTRAORDINARY LIVES

SALES ACTIVITY

MONTHS' SUPPLY OF INVENTORY - Q3 2026 VS Q3 2025



CLOSED SALES - Q3 2026 VS Q3 2025



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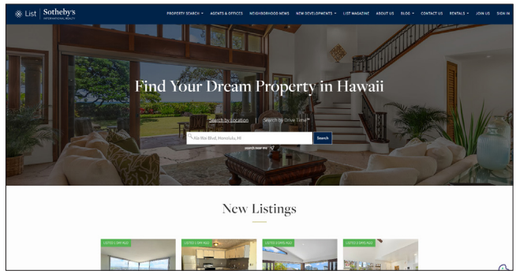
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Sales for condos priced at $2.5 million and higher rose in Q3 2026 to 26, compared to 23 sales in Q3 2025, an increase of 13.0%. Months' supply of inventory decreased 15.1% to 11.8 months in Q3 2026 from 13.9 months in Q3 2025.

Five condos sold at or above $5 million in Q3 2026. One each at 3003 Kalakaua, Trump Tower Waikiki, Park Lane, Victoria Place and Waiea. The top sale was a residence at Waiea that sold for $10,500,000.

Remember that every home and situation is unique. For guidance with your current or future home, visit listsothebysrealty.com and contact one of our experienced agents. That's the Oahu Quarterly Luxury Market Report for this quarter. Check back soon for the latest.



Sign up for our monthly market newsletter and more at: www.ListSothebysRealty.com.

OAHU LUXURY NEIGHBORHOOD DETAIL FOR SINGLE FAMILY HOMES

THROUGH THIRD QUARTER 2026

Neighborhoods	Q3 2026 Median Sales Price	Q3 2025 Median Sales Price	Q3 2024 Median Sales Price	Q3 2023 Median Sales Price	Q3 2022 Median Sales Price	Q3 2021 Median Sales Price
Aina Haina Beach	--	--	--	$1,250,000	--	$975,000
Beachside	$3,960,000	$13,500,000	--	$4,800,000	$3,585,000	$2,975,000
Black Point	--	--	$4,200,000	--	--	--
Diamond Head	$4,896,250	$4,625,000	$3,700,000	$5,700,000	$3,575,000	$3,500,000
Dowsett	$1,650,000	--	$1,763,000	$1,894,500		$1,250,000
Hawaii Loa Ridge	$3,350,000	$3,500,000	$2,737,500	$3,000,000	$3,050,000	$2,650,000
Hillcrest	--	--	$2,200,000	$2,110,000	$1,912,500	$1,685,000
Kahala Area	$4,124,500	$3,400,000	$3,500,000	$3,500,000	$3,925,000	$2,625,000
Kakaako	--	--	$1,250,000	--	--	--
Kamehame Ridge	--	--	--	--	--	--
Koko Kai	$2,400,000	$3,925,000	$2,800,000	$3,412,500	$9,200,000	$2,728,773
Lanikai	$3,615,000	$2,850,000	$2,800,000	$2,600,000	$2,400,000	$2,600,000
Makiki Heights	$1,870,000	$1,837,500	$1,725,000	$2,425,000	$1,310,000	$1,520,000
Manoa Area	$1,810,000	$1,405,000	$2,362,500	$1,543,210	$1,441,500	$1,400,000
Manoa-Woodlawn	$1,770,000	$2,275,000	$1,920,000	$1,935,000	$1,650,000	$1,556,694
Maunalani Heights	$2,200,000	$2,200,000	$1,925,000	--	$2,550,000	$1,575,000
Napali Haweo	$4,750,000	--	$3,161,500	--	$2,090,000	$3,150,000
Niu Beach	--	--	$4,985,500	--	$2,400,000	$8,500,000
North Shore	$1,900,000	$2,270,000	$1,300,000	$1,200,000	$1,050,000	$1,299,000
Pacific Heights	$1,087,620	$2,850,000	$880,000	$1,045,000	$965,000	$1,850,000
Paiko Lagoon	$3,150,000	$2,700,000	$1,388,000	--	$6,060,000	$2,100,000
Portlock	$2,050,000	--	--	--	$4,000,000	$3,845,000
Puupanini	$1,930,000	$1,930,000	$2,000,000	--	$2,000,000	$1,750,000
Tantalus	$1,650,000	--	--	--	--	--
Triangle	$2,692,500	$2,120,000	$1,085,000	$880,000	$1,050,000	$1,010,000
Waialae Golf Course	--	--	$1,225,000	--	$3,647,500	--
Waialae Iki	$2,566,350	$2,760,000	$2,500,000	$2,280,000	$2,575,000	$2,257,000
Waialae Nui Ridge	$1,775,000	$1,900,000	$1,600,000	$2,092,500	$2,070,000	$1,780,000
Wailupe Area	$2,150,000	--	$3,155,000	$5,150,000	$2,200,000	$1,750,000

dash = no sales in the time period

SALES ACTIVITY

		SINGLE-FAMILY				CONDO	
Metric	Year	$2-3 Million	$3-5 Million	$5-10 Million	$10 Million +	$1-2.5 Million	$2.5 Million +
CLOSED SALES	Q3-2021	77	32	10	2	110	22
	Q3-2022	64	21	9	1	97	14
	Q3-2023	43	18	12	1	105	14
	Q3-2024	50	30	4	1	116	6
	Q3-2025	25	22	6	2	117	23
	Q3-2026	74	35	10	1	98	26
MEDIAN SALES PRICE (in millions)	Q3-2021	$2.50	$3.60	$7.69	$12.75	$1.34	$3.18
	Q3-2022	$2.34	$3.60	$6.83	$14.00	$1.25	$3.29
	Q3-2023	$2.41	$3.81	$6.57	$10.50	$1.26	$3.55
	Q3-2024	$2.39	$3.53	$6.91	$11.00	$1.31	$4.70
	Q3-2025	$2.25	$3.42	$6.32	$16.25	$1.43	$2.95
	Q3-2026	$2.24	$3.65	$6.21	$16.50	$1.38	$3.25
MONTHS SUPPLY OF INVENTORY	Q3-2021	3.9	5.3	9.7	21.0	6.6	13.2
	Q3-2022	4.9	5.7	13.8	7.0	6.2	9.8
	Q3-2023	6.4	11.4	12.3	15.0	8.5	17.6
	Q3-2024*	8.9	10.8	26.2	47	5.5	12.8
	Q3-2025*	9.0	13.6	21.1	40.3	4.9	13.9
	Q3-2026*	7.7	9.5	19.0	30.3	5.2	11.8

Months Supply of Inventory: Calculated as the count of active listings as of the last day of the month divided by the number of closed sales during that month. Quarterly and annual months of inventory are calculated as an average of each month in that quarter or year.

SINGLE FAMILY HOMES

TOP HOME SALES - 3RD QUARTER 2026

Address	Bd/Ba	Living Sq. Ft.	Days on Market	Neighborhood	Sold Price
343 Dune Cir	4/4.0	2959	13	Beachside	$6,050,000 FS
3124 Noela Dr	5/5.2	7953	288	Diamond Head	$6,377,000 FS
61-765 Papailoa Rd	3/2.0	892	1	Kawailoa-North Shore	$7,000,000 FS
269 Kaialii Pl	7/6.2	6034	158	Hawaii Loa Ridge	$7,300,000 FS
4670 Kahala Ave	4/4.1	5472	16	Kahala Area	$8,250,000 FS
4612 Aukai Ave	5/5.1	6129	55	Kahala Area	$8,375,000 FS
218 Kaalawai Pl	5/5.2	5578	95	Diamond Head	$16,500,000 FS

CONDOMINIUM

TOP CONDO SALES - 3RD QUARTER 2026

Address	Bd/Ba	Living Sq. Ft.	Days on Market	Building	Sold Price
1100 Ala Moana Blvd #700	3/3	1851	225	Victoria Place	$4,700,000 FS
7 Polihua Way #10D	3/3.1	3385	467	Terraces at Manele	$4,775,000 FS
3003 Kalakaua Ave #5B	2/2	1984	300	3003 Kalakaua	$5,500,000 FS
223 Saratoga Rd #PHD/3805	2/2	2173	91	Trump Tower Waikiki	$5,640,000 FS
1100 Ala Moana Blvd #2200	3/3	1851	36	Victoria Place	$5,850,000 FS
1388 Ala Moana Blvd #8804	3/3.1	3252	3	Park Lane	$10,000,000 FS
1118 Ala Moana Blvd #1	4/6.3	7028	130	Waiea - 1118 Ala Moana	$10,500,000 FS