

Kauai Real Estate Market Report, Q4 2021

Presented by **Tiffany Spencer**, REALTOR(S) | (808) 652-5264



Q4 2021 Remains a Seller's Market: Prices Continue to Rise, Inventory Contracts

Seller's Market

Inventory has decreased by more than **-38%** in the last 12 months, while the volume of sales has also decreased **-18%** over the same period. Each of the last 12 months have seen fewer and fewer active listings.

-18%

Sold Listings

Q4 property sales were **160**, **-18%** lower than the 195 sales in Q4 the previous year.

+21%

Avg Sold Price/SF

Average Sold Price per Square Foot of **\$846** was up **+21%** from \$695 in Q4 2020.

\$1.69M

Average Sales Price is up **17%** from \$1.5M in Q4 2020.

-38%

Current Inventory is **113**, down **-38%** from 183 in Q4 2020.

MONTHS OF INVENTORY

Current Inventory is **2.1 months**, down **-30%** from 3 months in Q4 2020.

UNDER CONTRACT

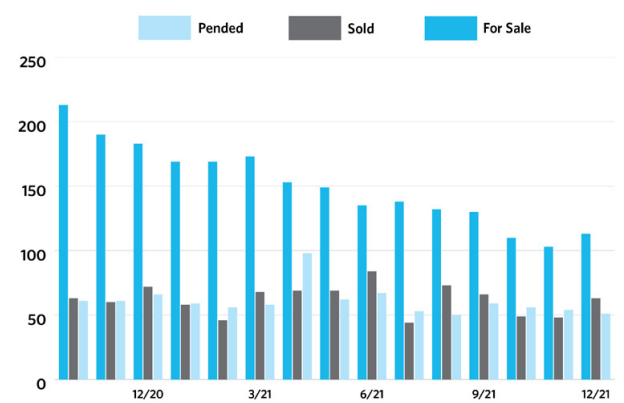
There was a **-14%** decrease in the pending properties in Q4, with **161** properties versus 188 in Q4 2020.

-27%

Days On Market

The average DOM for Q4 was **68**, down **-27%** from 93 days in Q4 2020.

Kauai Market Statistics Overview

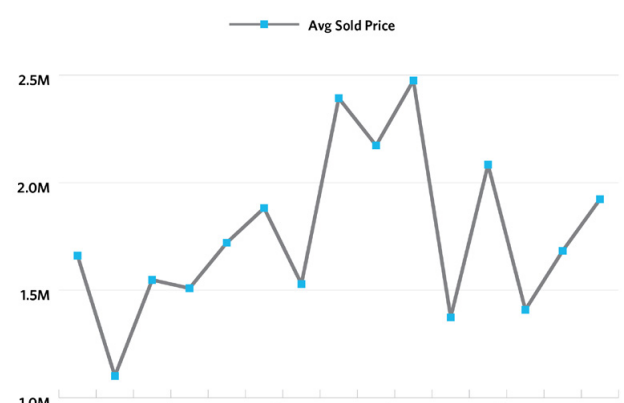


INVENTORY

There are currently **113** active residential listings on Kauai, a decrease of **-38%** comparing Q4 2021 to Q4 2020. **Number of homes available for sale have continued to decrease as inventory is absorbed at record rates and at record prices.**

There were **160** sales on Kauai in Q4 2021, a decrease of **-18%** over 195 sales in Q4 2020.

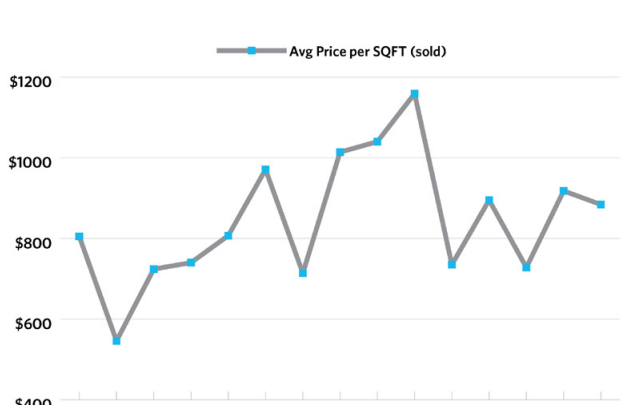
Homes under contract are currently **161**, a decrease of **-14%** over the same period last year, in which 188 homes were under contract in Q4 2020.



AVERAGE SALES PRICE

For the fourth quarter of 2021, the average sales price of single family homes on Kauai was **\$1.694M**, an increase of **+17%** over the average sales price of \$1.447M during Q4 2020.

Prices are holding, and continuing to rise, as inventory continues its downward trend.

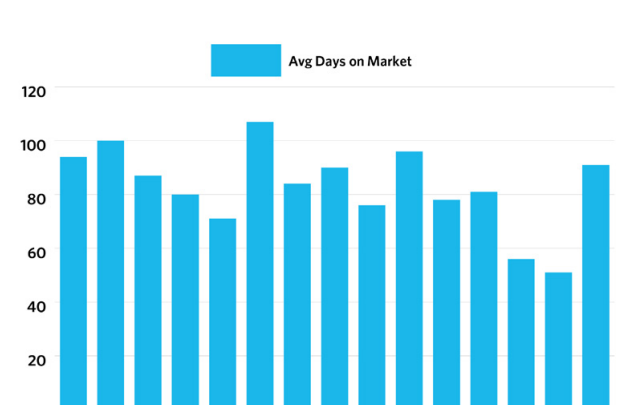


AVERAGE PRICE PER SQUARE FOOT

Since Median Sold Price and Average Sold Price can be impacted by the mix of high or low end properties in the market, the Average Sold Price per Square Footage is a more normalized indicator on the direction of property values.

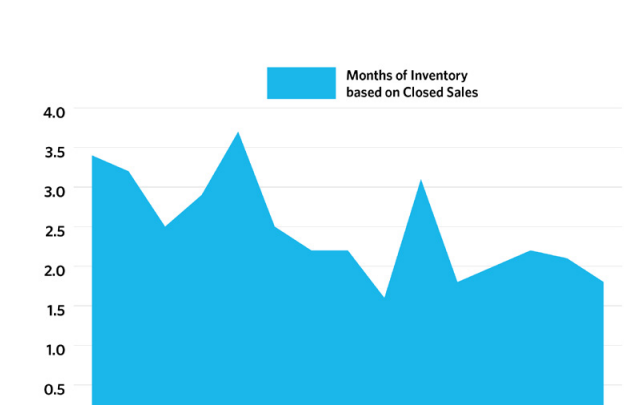
For Kauai, the average price per square foot has shown a steady increase over the last 12 months, with the year over year increase growing to **\$846/foot** at the end of December 2021, an increase of **+21%** comparing Q4 2021 to Q4 2020.

Residential properties are commanding more value per square foot.



DAYS ON MARKET

The average Days on Market (DOM) shows how many days the average property is on the market before it sells. The downward trend indicates a move towards more of a Seller's market. While some of the previous 12 months have been outliers, **the overall trendline shows that Days on Market is decreasing.** Q4 2021 reported an average number of days on the market as **64 DOM**, a decrease of **-27%** compared to 93 DOM Q4 2020.



MONTHS OF INVENTORY

Current months of inventory available is **2.1 months**, a decrease of **-30%** comparing Q4 2021 to 3 months in Q4 2020.

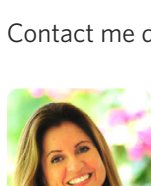
The real estate market inventory on Kauai continues to be whittled down.

North Shore Kauai Snapshot

Residential Properties	Q4 2021	Q4 2020	% change
For Sale	50	61	▼ - 18.0%
Sold Listings	45	54	▼ - 16.7%
Avg Price / SF (sold)	\$1,102	\$1,034	▲ + 6.6%
Avg Sales Price	\$2,593,000	\$2,597,000	▼ - 0.2%
Avg Days on Market	107	130	▼ - 17.7%

It's an exciting time in Hawaii real estate. I'm here to help.

Contact me directly for real estate information.



Tiffany Spencer REALTOR(S), RS-62202
808.652.5264 | Tiffany@HawaiiLife.com