

WHAT WILL THE FUTURE BRING?



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Aloha,

No one can predict the future. But we can see patterns that repeat themselves over the years or every year. Squirrels gather nuts in the fall because they are abundant and help them prepare for the winter. Even though they don't know what winter will bring, they collect them anyway.

I don't know what fall and winter will bring to mortgage interest rates. Right now, they're at historically low levels. There isn't much room for them to go down, and it's certain they will go up. But when? A low interest rate makes a big difference in the price of a home you can afford. Just a small up-tick in rates might make the home of your dreams, just a dream.

What about home prices? Will they continue to fall? I wish I could predict that with certainty but no one can. I do know that prices have dropped for most homes, but that many homes have seen a modest change in their value over time. Let's explore your individual situation to help you determine whether this is a good time to buy or sell.

Will my home sell if I put it on the market now? The availability of single family homes and condominiums for sale is at the lowest level it's been since the winter of 2006 when we were in a "sellers" market. Lately, I've seen properties receive multiple offers. Every situation is different. That I know for certain.

I have a host of detailed statistical information squirreled away that I would be happy to share with you. On top of that, I can provide you with a free market



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analysis to help you determine the current value of your home. I can also help you decide whether this might be the time for you to buy a home. Don't ask yourself later if you were "nuts" to miss the opportunities this market could bring. Give me a call or email and let's talk.

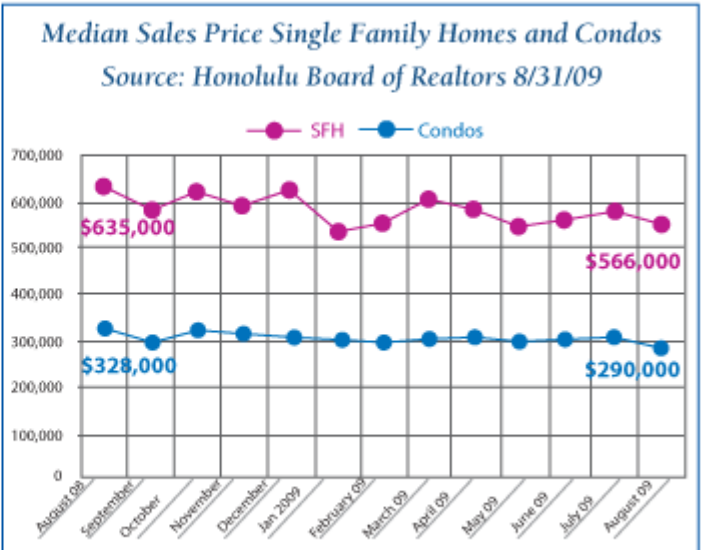
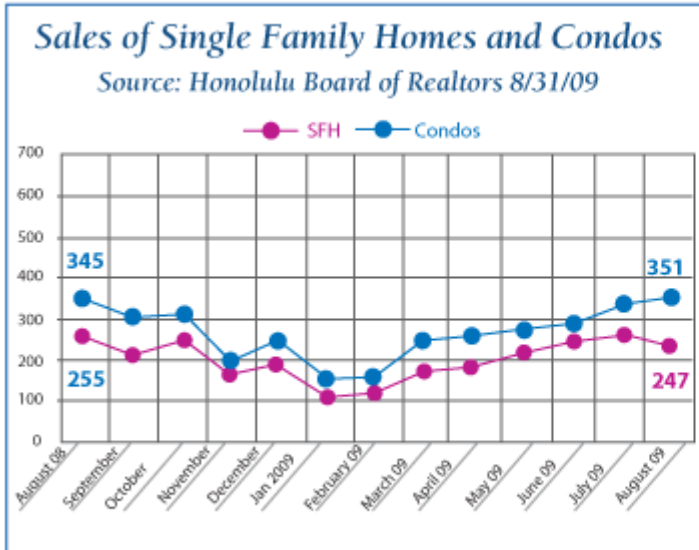
P.S. If you're a first time home buyer, don't miss out on the \$8000 federal tax credit. You'll need to find a home immediately in order to close by the deadline of November 30, 2009.



Monthly Year-to-date Resale Activity by Neighborhood Groups as of August 31, 2009

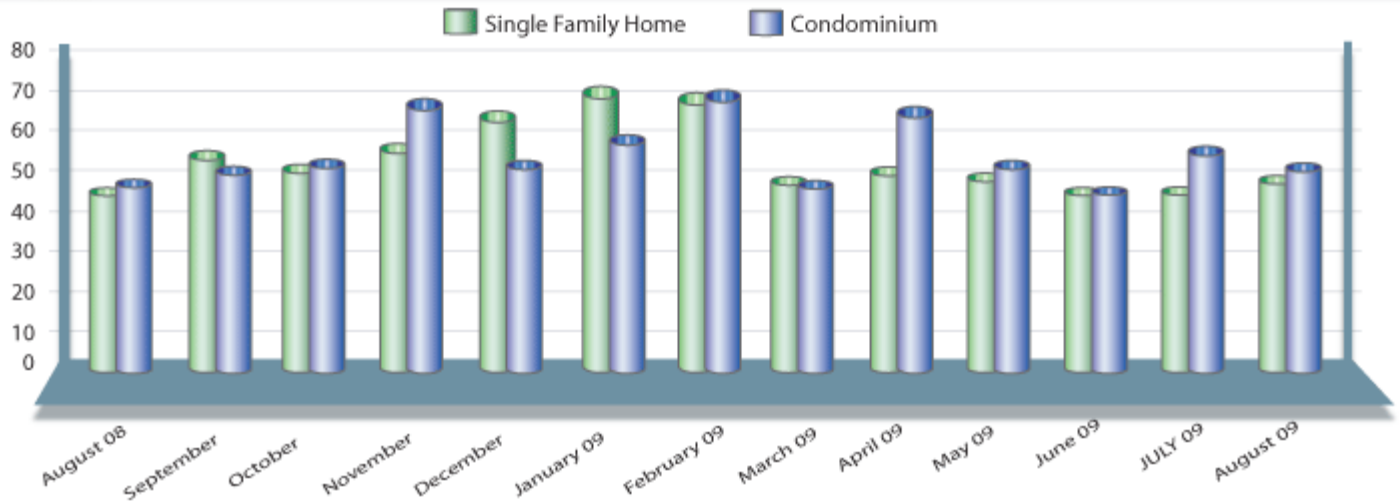
For Oahu overall, there was a 9.4% decrease in the median sales price of single family homes in August year-to-date: \$570,000 versus \$629,000 in 2008. And, the number of sales dropped 15.6% versus the same period in 2008. Kaneohe and Makakilo actually saw an increase in sales year-to-date. And, many Oahu neighborhoods had higher sales in the month of August 2009 compared to August 2008. Get much more information by contacting me.

Single Family Homes					Condominiums				
Neighborhood	# of Units Sold		Median Sales Price		Neighborhood	# of Units Sold		Median Sales Price	
	2009	2008	2009	2008		2009	2008	2009	2008
Moanalua-Kalihi	75	93	\$ 555,000	\$ 610,000	Moanalua-Salt Lake	94	131	\$ 302,500	\$ 285,000
Honolulu	94	130	\$ 707,500	\$ 827,500	Kalihi-Palama	50	58	\$ 301,500	\$ 308,800
Kapahulu-Diamond Head	95	117	\$ 747,000	\$ 790,000	Downtown-Nuuanu	139	237	\$ 340,000	\$ 426,000
Waiatae-Kahala	57	69	\$ 1,300,000	\$ 1,525,000	Ala Moana-Kakaako	189	231	\$ 386,000	\$ 500,000
Aina Haina - Kuliouou	33	45	\$ 875,000	\$ 885,000	Waikiki	357	577	\$ 278,000	\$ 295,000
Hawaii Kai	105	114	\$ 765,000	\$ 852,500	Makiki-Moiliili	258	349	\$ 306,000	\$ 322,000
Kailua - Waimanalo	139	171	\$ 720,000	\$ 785,000	Kapahulu-Kuliouou	59	82	\$ 395,000	\$ 444,500
Kaneohe	98	96	\$ 625,000	\$ 696,000	Hawaii Kai	117	137	\$ 485,000	\$ 545,000
Windward Coast	34	51	\$ 577,500	\$ 677,000	Kailua-Waimanalo	43	62	\$ 380,000	\$ 400,000
North Shore	41	50	\$ 645,000	\$ 765,000	Kaneohe	79	97	\$ 380,000	\$ 399,900
Wahiawa	26	37	\$ 408,000	\$ 419,000	Windward Coast	4	3	\$ 393,800	\$ 280,000
Milliani	137	180	\$ 585,000	\$ 606,000	North Shore	14	26	\$ 263,500	\$ 407,000
Makaha - Nanakuli	97	126	\$ 282,000	\$ 389,500	Wahiawa	10	17	\$ 140,000	\$ 187,000
Ewa Plain	279	328	\$ 440,000	\$ 470,000	Milliani	161	213	\$ 295,000	\$ 320,000
Makakilo	70	57	\$ 492,300	\$ 579,000	Makaha-Nanakuli	48	48	\$ 120,000	\$ 155,000
Waipahu	136	136	\$ 505,500	\$ 565,000	Ewa Plain	119	171	\$ 270,000	\$ 305,000
Pearl City-Aiea	103	119	\$ 550,000	\$ 635,000	Makakilo	49	56	\$ 235,000	\$ 299,500
					Waipahu	110	152	\$ 284,000	\$ 284,500
					Pearl City-Aiea	158	221	\$ 283,000	\$ 305,000
Overall Oahu	1619	1,919	\$ 570,000	\$ 629,000	Overall Oahu	2,058	2,868	\$ 305,000	\$ 330,000



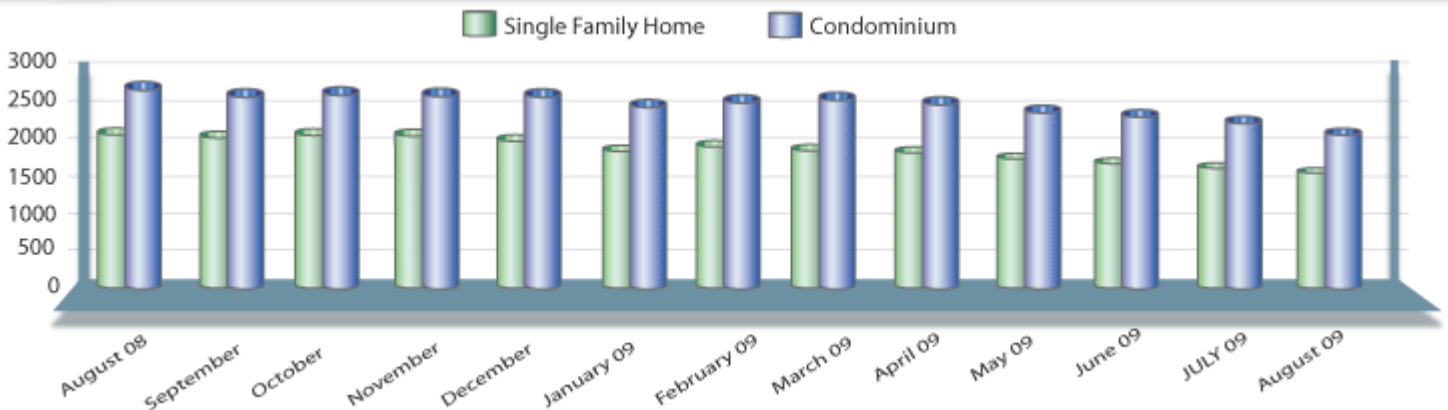
Median Number of Days on the Market as of August 31, 2009

The median number of days on the market in August was 48 for single family homes and 51 days for condominiums. Many homes, assuming they're priced right, are selling quickly—and sometimes with multiple offers.



Inventory of Active Residential Listings as of August 31, 2009

Total inventory was only 1,624 for single family homes and 2,140 for condominiums. Listing your home immediately means less competition for the many buyers actively looking for homes right now.



At Coldwell Banker Pacific Properties, our mission is to provide you with a real estate experience that exceeds your expectations. Whatever the market, we deliver.

For more information, visit coldwellbankerpacific.com