



Time to Jump in?

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Aloha,

Spring doesn't arrive until later this month. That's when many folks start thinking about real estate in preparation for moves during the summer. But this year, you might want to consider jumping in early, before the crowd, since the conditions for a home sale or purchase are quite favorable.

The latest statistics released by the Honolulu Board of Realtors, show continuing positive trends—more home sales activity, stable prices and low housing inventory.

What does that mean to you?

If you put your home on the market, and you price it right, it could sell quickly. Many homes in most price ranges are attracting a lot of attention, crowded Open Houses, and multiple offers. This attractive climate may not last long as more people catch on to the trend and put their homes on the market. That typically happens every spring as things warm up.

If you're in the market for a home, there are many reasons why diving in now could be a good decision. Interest rates remain quite low, and it's not certain when they'll move higher. Many homes are priced to sell. And, the [Extended and Expanded Home Buyers Tax Credit](#) could provide you with an extra dollar incentive, but you need to move quickly and be in escrow by April 30, 2010.

Maybe you should take the plunge and maybe you shouldn't. But to know that, get

Mineko Kawamura
Realtor

**Coldwell Banker Pacific
Properties**

Kahala Mall Roof Top
4211 Waialae Avenue, #9000
Honolulu, Hawaii 96816
cell 808.780.5524

minekok@cbpacific.com
www.minekokawamura.com

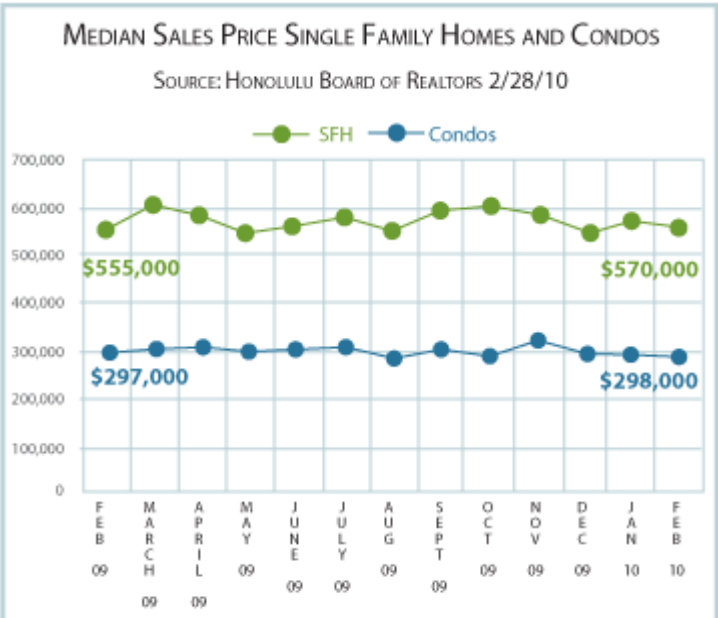
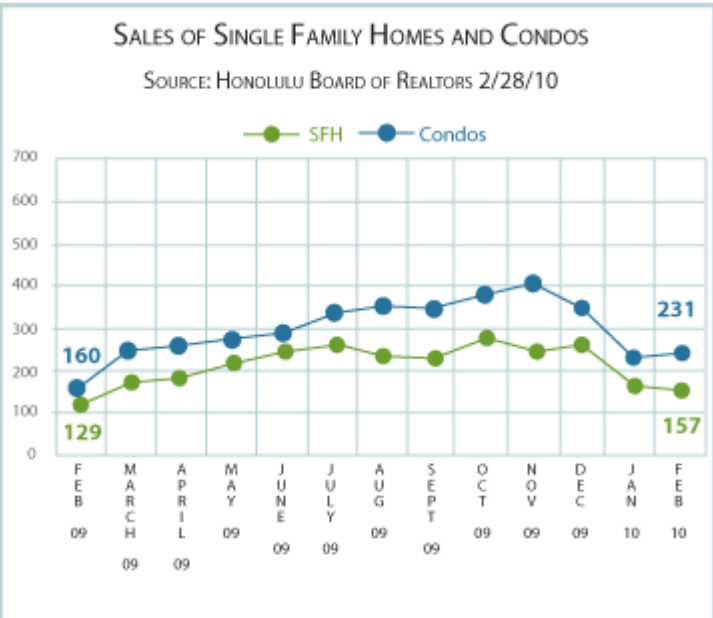
some expert advice. Learn more about the market than what's apparent on the surface.

I'm in the market every day, so I can provide you with a depth of information to align with your goals and your unique situation. With more information, you'll make the decision that's right for you. A quick call or email could help you enjoy a well executed and smooth dive.

Monthly Year-to-date Resale Activity by Neighborhood Groups as of February 28, 2010.

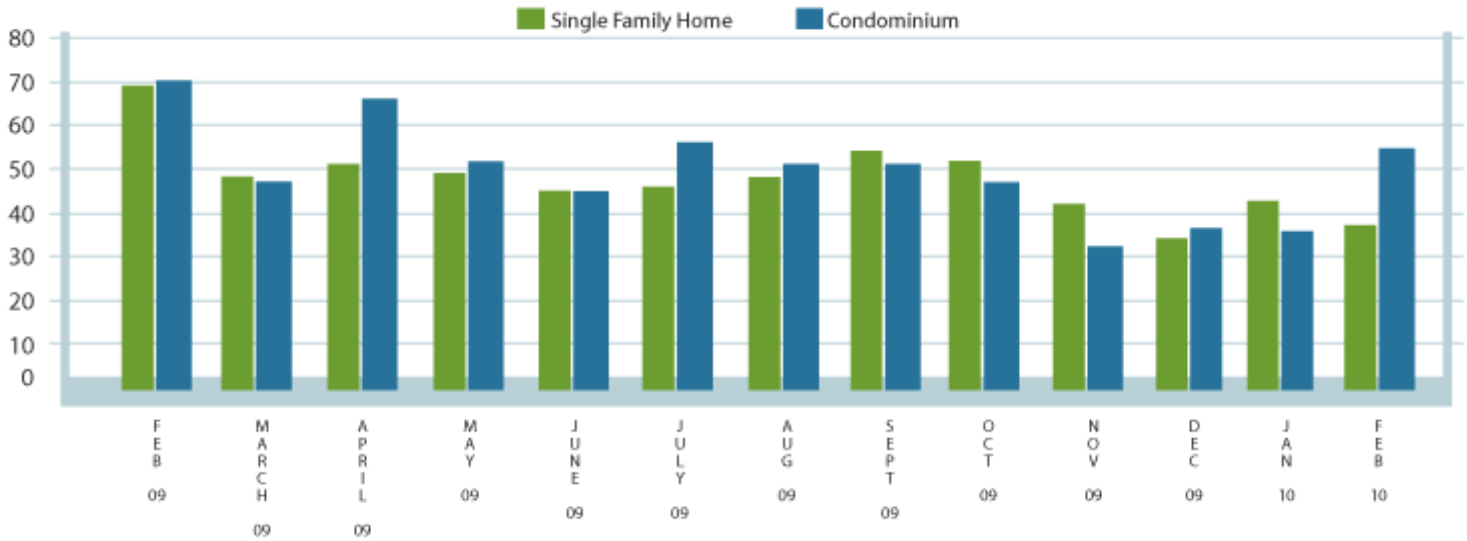
For Oahu overall, there was a 29.1% increase in single family home sales in February, 2010 year-to-date compared to the same period in 2009. Condominium sales were up 47.6%. The median sales price of single family homes increased 7.3% compared to a year ago: \$590,000 versus \$550,000 in February, 2009 year-to-date. For condominiums, prices fell a mere 0.1%. Slight variations in prices are occurring each month, but the overall trend is quite stable. Oahu is comprised of many neighborhoods, each performing somewhat differently than the norm. Check the chart to review statistics for your neighborhood of interest.

Single Family Homes					Condominiums				
Neighborhood	# of Units Sold		Median Sales Price		Neighborhood	# of Units Sold		Median Sales Price	
	2010	2009	2010	2009		2010	2009	2010	2009
Moanalua-Kalihi	18	16	\$ 571,250	\$ 520,000	Moanalua-Salt Lake	27	22	\$ 265,000	\$ 299,000
Honolulu	14	13	\$ 724,500	\$ 690,000	Kalihi-Palama	14	6	\$ 327,500	\$ 397,500
Kapahulu-Diamond Head	20	8	\$ 807,263	\$ 577,500	Downtown-Nuuanu	31	19	\$ 440,000	\$ 294,000
Waiatae-Kahala	14	13	\$ 1,250,000	\$ 1,300,000	Ala Moana-Kakaako	42	23	\$ 383,000	\$ 330,000
Aina Haina - Kuliouou	6	9	\$ 872,500	\$ 875,000	Waikiki	95	55	\$ 258,000	\$ 280,000
Hawaii Kai	15	16	\$ 820,000	\$ 755,000	Makiki-Moiliili	55	39	\$ 285,000	\$ 285,000
Kailua - Waimanalo	29	20	\$ 775,000	\$ 714,800	Kapahulu-Kuliouou	19	9	\$ 385,000	\$ 295,000
Kaneohe	23	14	\$ 630,000	\$ 609,000	Hawaii Kai	21	20	\$ 498,000	\$ 455,000
Windward Coast	10	5	\$ 452,500	\$ 435,000	Kailua-Waimanalo	9	8	\$ 305,000	\$ 382,500
North Shore	10	10	\$ 796,000	\$ 567,600	Kaneohe	12	10	\$ 315,000	\$ 407,500
Wahiawa	8	4	\$ 388,250	\$ 466,800	Windward Coast	0	0	N/A	N/A
Milliani	17	24	\$ 600,000	\$ 585,000	North Shore	1	0	\$ 145,000	N/A
Makaha - Nanakuli	16	19	\$ 309,000	\$ 350,000	Wahiawa	2	2	\$ 152,500	\$ 147,500
Ewa Plain	59	38	\$ 425,000	\$ 456,500	Milliani	22	26	\$ 286,500	\$ 319,000
Makakilo	7	7	\$ 610,000	\$ 530,000	Makaha-Nanakuli	15	8	\$ 90,000	\$ 115,000
Waipahu	35	26	\$ 532,000	\$ 510,000	Ewa Plain	31	18	\$ 251,000	\$ 270,500
Pearl City-Aiea	23	9	\$ 556,000	\$ 465,000	Makakilo	13	6	\$ 250,000	\$ 215,000
					Waipahu	35	22	\$ 280,000	\$ 311,000
					Pearl City-Aiea	27	26	\$ 280,000	\$ 272,500
Overall Oahu	324	251	\$ 590,000	\$ 550,000	Overall Oahu	471	319	\$ 298,000	\$ 300,000



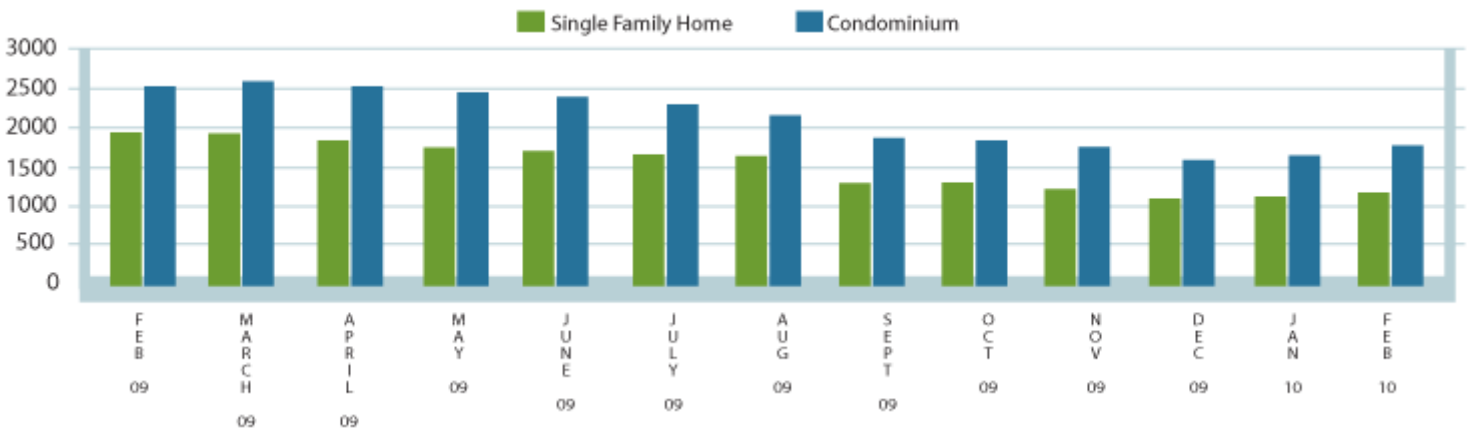
Median Number of Days on the Market as of February 28, 2010.

The median number of days on the market in February, 2010 was only 38 for single family homes and 55 for condominiums. In February of 2009, this was 69 days for single family homes and 70 days for condominiums. Many properties are moving quickly.



Inventory of Active Residential Listings as of February 28, 2010.

Total inventory was only 1,221 for single family homes and 1,693 for condominiums. Homes available for sale are down over 34% compared to this time last year. There are some great homes on the market, but buyers are looking for more selection.



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