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## FEATURED LISTING BY THE STYRING TEAM

**JOE AND JANE,**

It would be our honor to feature your home and get incredible results. Please call us to discuss the possibilities.



**JUST LISTED IN KANOEHE**

47-795 MALUMALU PLACE

3  
Beds

2  
Baths

1,594  
Sq. Ft.

Listed for  
**\$1,450,000**

## FEATURED SUCCESS BY THE STYRING TEAM



**IN ESCROW**

751 KAIPI'I STREET

4  
Beds

2.5  
Baths

1,370  
Sq. Ft.

Listed for  
**\$898,000**



**IN ESCROW IN 4 DAYS!**

41-1694A KALANIANA'OLE HIGHWAY

3  
Beds

2.5  
Baths

2,546  
Sq. Ft.

Listed for  
**\$1,250,000**

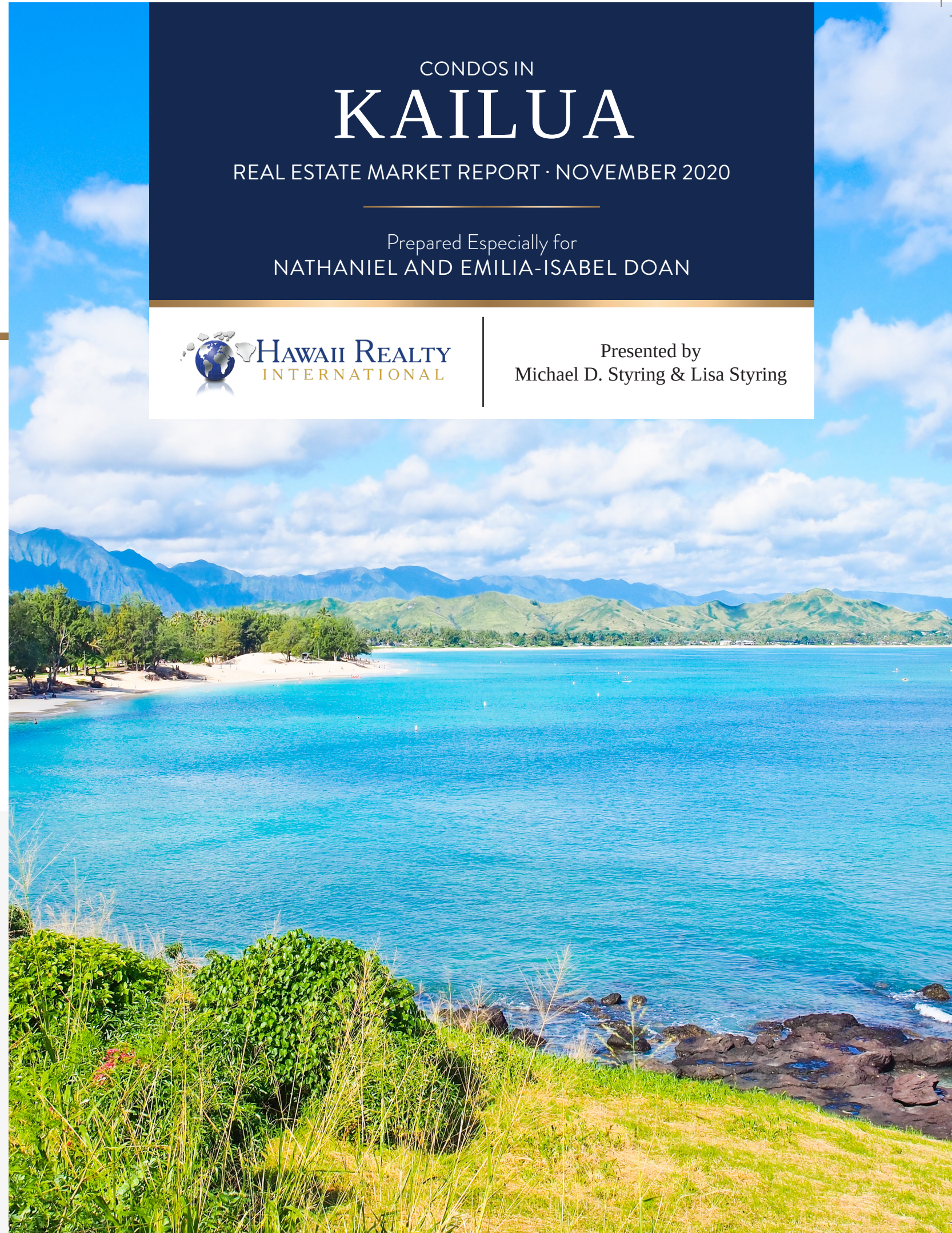
# CONDOS IN KAILUA

REAL ESTATE MARKET REPORT · NOVEMBER 2020

Prepared Especially for  
**NATHANIEL AND EMILIA-ISABEL DOAN**



Presented by  
Michael D. Styring & Lisa Styring





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## CONDOS IN KAILUA

CURRENT MARKET ACTIVITY

20  
HOMES  
FOR SALE

19  
HOMES SOLD  
IN THE LAST 30 DAYS

AVAILABLE PRICE RANGE **\$511,000 - \$973,900**  
SOLD PRICE RANGE **\$415,000 - \$1,107,500**

## CONDOS IN KAILUA

This statistical analysis represents the current market trends during the third quarter in **Condos in Kailua**.  
To discuss how best to navigate this market when you're trying to buy or sell, please give us a call to discuss the possibilities.

### THIRD QUARTER REVIEW

**44**  
Total Sales  
In Q3 2020

15 More Sales than Q3 2019

Avg. Sold Price/List Price Ratio

**99%**

Low: 92% · High: 105%  
-1% from Q3 2019

Avg. Days On Market

**49**

Low: 0 · High: 272  
16 Days Slower than Q3 2019

Avg. Price Per Sq. Ft.

**\$542**

Low: \$331 · High: \$833  
-1% from Q3 2019

Avg. Sold Price

**\$654,938**

Low: \$390,000 · High: \$1,185,000  
+8% from Q3 2019

Data based on listings from HiCentral MLS from July 1<sup>st</sup> to September 30<sup>th</sup> 2019 and 2020. Information deemed accurate but not guaranteed.

## KIND WORDS FROM A HAPPY CLIENT

"Lisa was great to work with! This was the first house my husband and I have sold and she made the process easy and painless. You can tell she really cares about her clients, is a genuine person, and does her job well. She answered every call I made to her and she was able to answer all of my questions. She even answered my text messages outside of her business hours. She would send me regular updates

regarding escrow and what steps we should be looking forward to next. She made great suggestions regarding small upgrades that helped our home sell for more than the asking price. She had a maintenance man and a cleaning professional on retainer that were reasonably priced. In the event that I am able to come back to Hawaii and purchase a home, Lisa will no doubt be the only Realtor® I call."

*- Five-Star Zillow Review*

If you would like more information about any of these homes or if you would like to know the value of your home, please contact us.

**Michael D. Styring 808.381.2750 | Lisa Styring 808.381.5857**

### HOMES AVAILABLE FOR PURCHASE

| STATUS | BUILDING NAME    | # OF HOMES | BEDS RANGE | BATHS RANGE | EST. SQ. FT.* RANGE | LIST PRICE RANGE    |
|--------|------------------|------------|------------|-------------|---------------------|---------------------|
| Active | Ka Malanai       | 8          | 1-3        | 1/0-2/0     | 700-1,700           | \$640,000-\$973,900 |
| Active | Lakeview         | 2          | 3          | 2/0         | 1,500-1,600         | \$725,000-\$727,000 |
| Active | Meridian East    | 1          | 3          | 2/0         | 1,200               | \$815,000           |
| Active | Poinciana Manor  | 1          | 2          | 2/0         | 1,000               | \$535,000           |
| Active | Windward Cove    | 2          | 3          | 2/0         | 1,300-1,600         | \$660,000-\$685,000 |
| Active | Windward Harbour | 3          | 1-3        | 1/0-2/0     | 1,300-2,300         | \$525,000-\$709,000 |
| Active | Windward Passage | 3          | 1-3        | 1/0-2/0     | 700-1,300           | \$511,000-\$739,000 |

### HOMES SOLD IN THE LAST 30 DAYS

| STATUS | BUILDING NAME      | BEDS | BATHS | EST. SQ. FT. | LIST PRICE  | SOLD PRICE  | SOLD DATE |
|--------|--------------------|------|-------|--------------|-------------|-------------|-----------|
| Sold   | Aikahi Gardens     | 3    | 2/0   | 1,611        | \$675,000   | \$661,000   | 10/01/20  |
| Sold   | Bluestone          | 3    | 2/1   | 2,493        | \$1,155,000 | \$1,107,500 | 10/02/20  |
| Sold   | Gardenia Manor     | 3    | 2/0   | 1,706        | \$750,000   | \$725,000   | 10/07/20  |
| Sold   | Gardenia Manor     | 3    | 1/1   | 1,724        | \$589,000   | \$570,000   | 09/29/20  |
| Sold   | Gardenia Manor     | 3    | 2/0   | 1,243        | \$615,000   | \$615,000   | 09/25/20  |
| Sold   | Hokulani In Kailua | 2    | 2/0   | 849          | \$565,000   | \$585,000   | 09/25/20  |
| Sold   | Hokulani in Kailua | 1    | 1/0   | 623          | \$415,000   | \$415,000   | 09/17/20  |
| Sold   | Ka Malanai         | 3    | 2/0   | 1,533        | \$909,000   | \$905,000   | 10/06/20  |
| Sold   | Ka Malanai         | 2    | 2/0   | 1,373        | \$895,000   | \$865,000   | 09/23/20  |
| Sold   | Koolau Vista       | 2    | 1/1   | 783          | \$448,000   | \$445,000   | 10/09/20  |
| Sold   | Koolau Vista       | 2    | 1/1   | 783          | \$459,000   | \$455,000   | 09/18/20  |
| Sold   | Lakeview           | 3    | 2/0   | 1,623        | \$740,000   | \$655,000   | 10/07/20  |
| Sold   | Lakeview           | 3    | 2/0   | 1,501        | \$770,000   | \$763,500   | 09/17/20  |
| Sold   | Poinciana Manor    | 2    | 2/0   | 1,225        | \$570,000   | \$570,000   | 10/09/20  |
| Sold   | Poinciana Manor    | 2    | 2/0   | 1,041        | \$570,000   | \$570,000   | 10/09/20  |
| Sold   | Poinciana Manor    | 2    | 2/0   | 1,041        | \$570,000   | \$570,000   | 10/02/20  |
| Sold   | Poinciana Manor    | 2    | 1/0   | 825          | \$512,000   | \$512,000   | 10/01/20  |
| Sold   | Windward Passage   | 3    | 2/0   | 1,321        | \$1,198,000 | \$1,100,000 | 09/17/20  |
| Sold   | Windward Passage   | 3    | 2/0   | 1,321        | \$1,069,000 | \$1,069,000 | 09/16/20  |

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