



- Wiliwilinui was once the name for this entire ridge, given because of the wiliwili trees that bloomed here so beautifully. The famous trail at the top still bears that name, while the rest was later renamed Waialae Iki after the Waialae Springs.
- Waialae Iki is one of the city's first luxury-view ridge developments.
- Many homes in the luxury hillside neighborhood are situated at high elevations of approximately 800+ feet above sea level with panoramic ocean views and cool island tradewinds.



- Neighborhood has over 1,200 homes and a gated area at the top of the ridge, Waialae Iki V, with a guarded security gate, tennis courts.
- Development of Waialae Iki was constructed over five phases ascending the ridge above Wailupe Beach and Waialae Golf Course
- Waialae Iki homes come with 'protected view channels' ensuring ocean views for the vast majority of Waialae Iki homes.

**1960's:** Development started on lower Waialae Iki in the 1960s

Waialae Iki, hilltop community created in the 1960s overlooking Oahu's southeastern coastline, Waialae Golf Course and Diamond Head.

**1983:** Waialae Iki V, a gated community that broke ground in 1983 and includes a pavilion for community use and tennis courts.

**1985:** The Gentry Companies, residential and commercial developers, sponsored the first official USTA Women's Circuit of Hawaii tournament held September 30th to October 6th, 1985, at one of its newest developments, Waialae Iki 5.



Copy

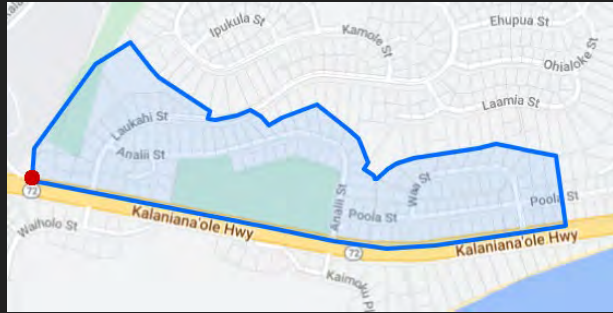


# Waialae Iki

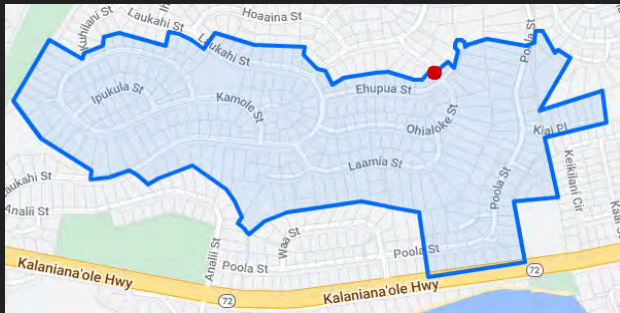
Historical Statistics and Comparisons

# Map references by Phase

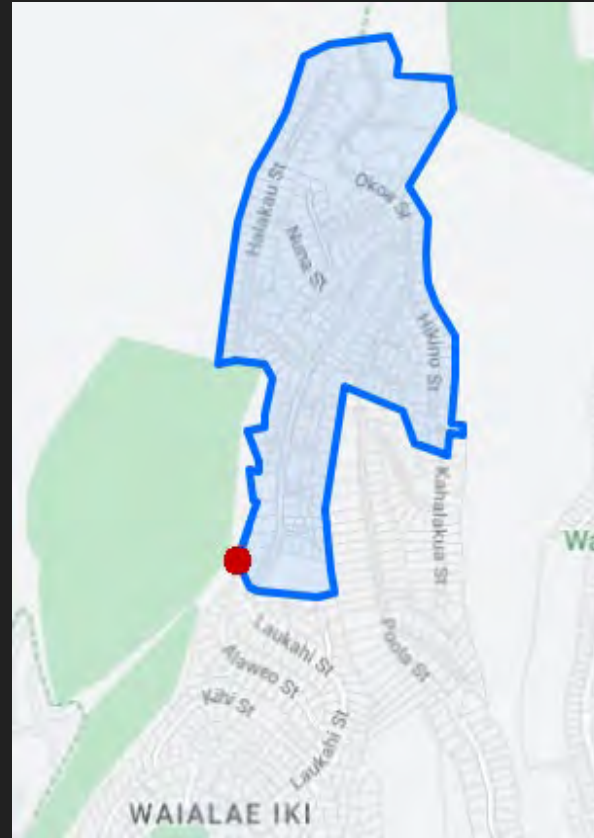
I/Lower



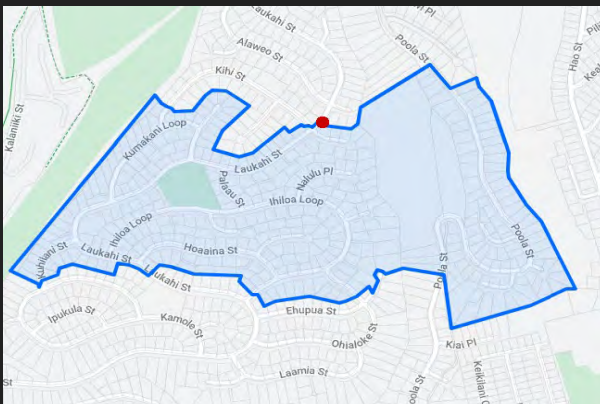
II



V



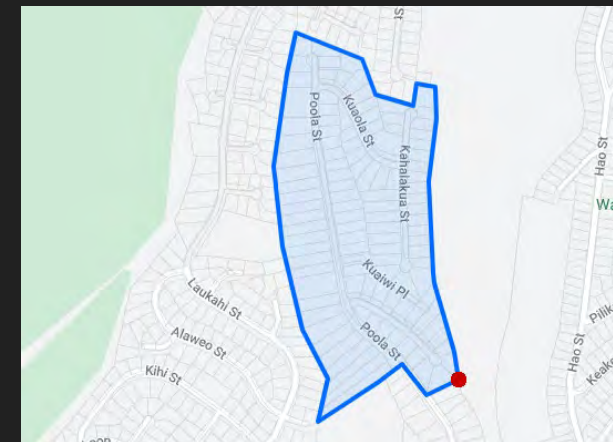
III



IV



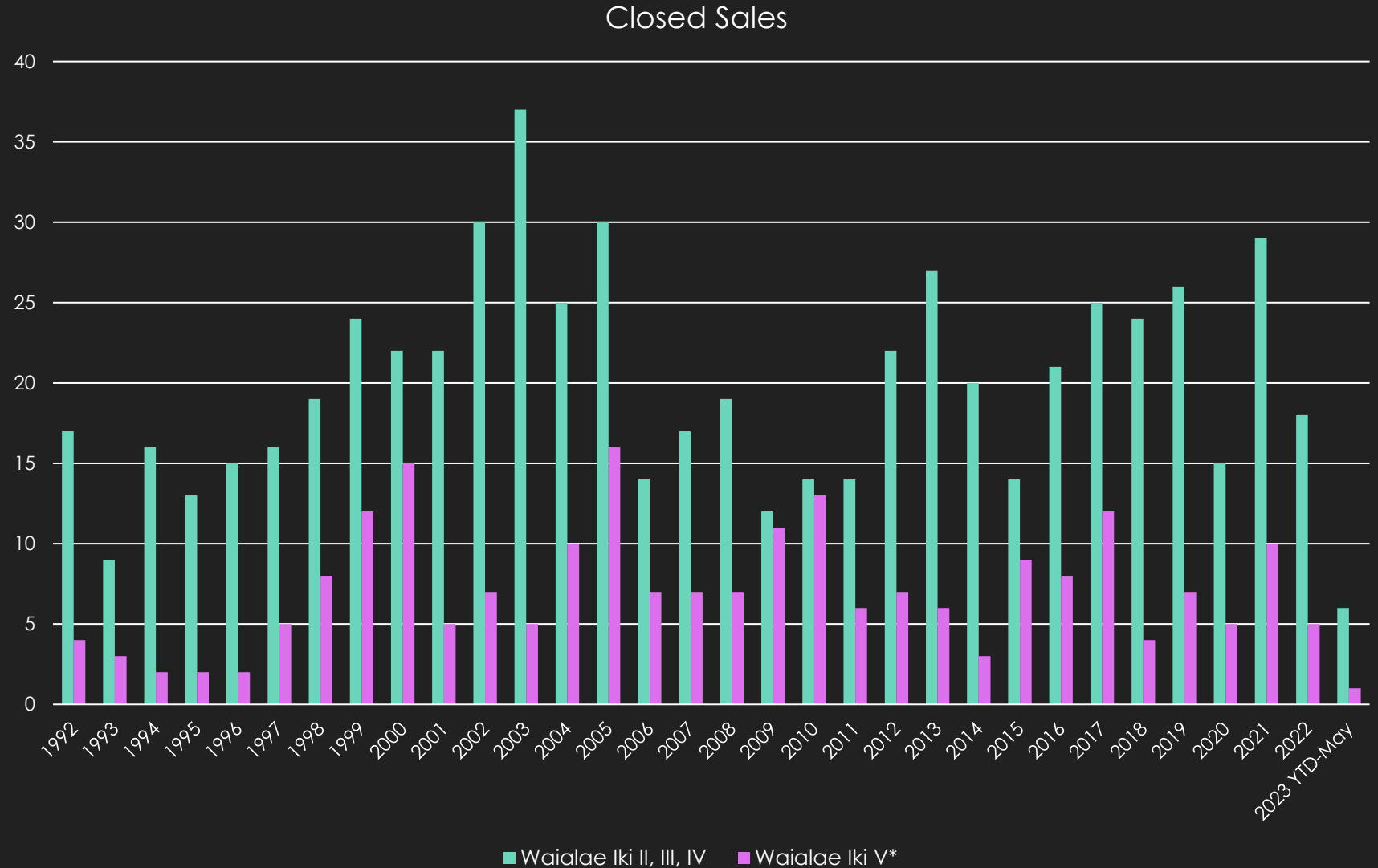
Kahala Kua



# ○ Closed Sales – Comparison of Waialae Iki Phases (II, III, & IV) vs. (V)

○ \*Waialae Iki “V” data excludes Estate Parcels

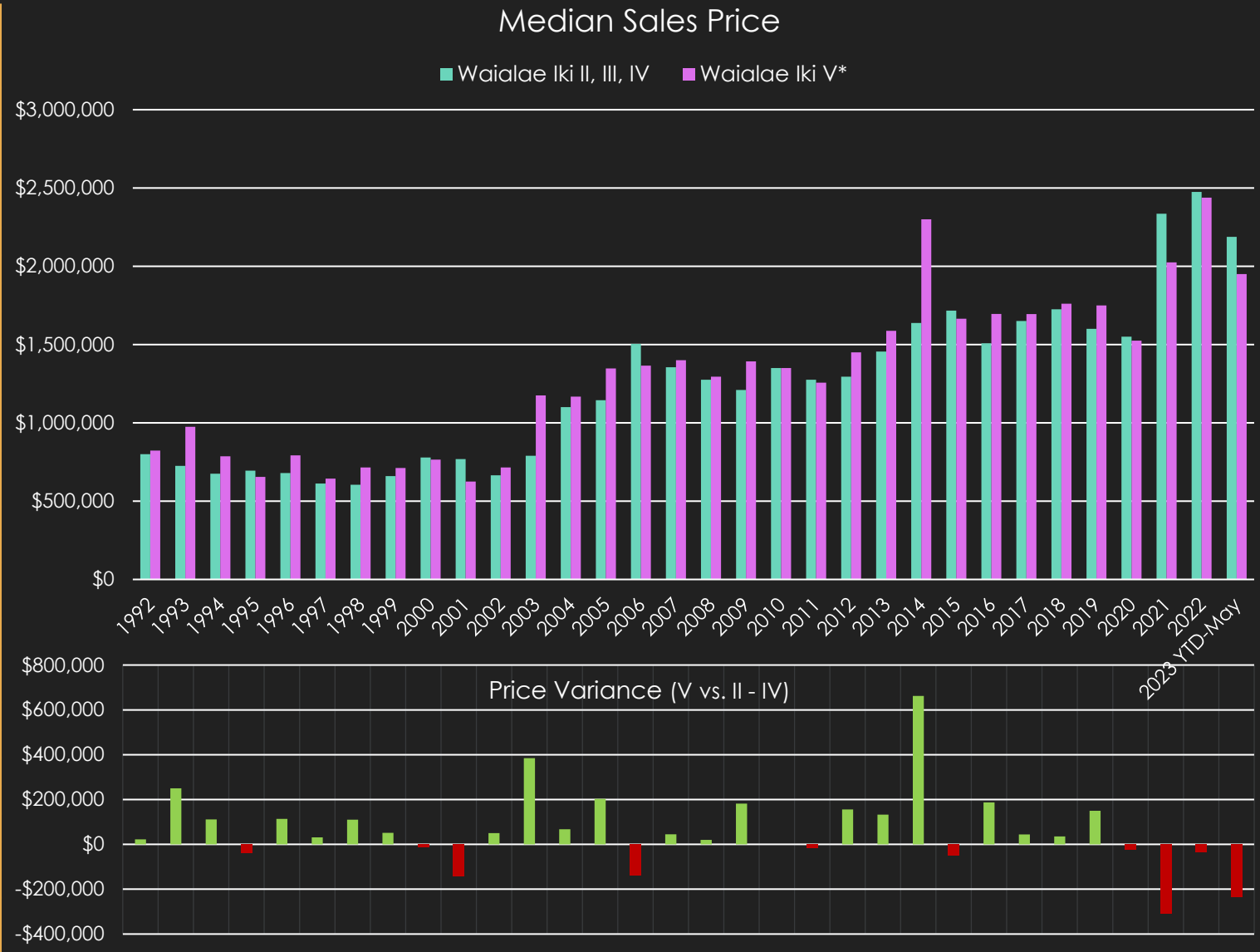
| Year         | Waialae Iki II, III, IV | Waialae Iki V* |
|--------------|-------------------------|----------------|
| 1992         | 17                      | 4              |
| 1993         | 9                       | 3              |
| 1994         | 16                      | 2              |
| 1995         | 13                      | 2              |
| 1996         | 15                      | 2              |
| 1997         | 16                      | 5              |
| 1998         | 19                      | 8              |
| 1999         | 24                      | 12             |
| 2000         | 22                      | 15             |
| 2001         | 22                      | 5              |
| 2002         | 30                      | 7              |
| 2003         | 37                      | 5              |
| 2004         | 25                      | 10             |
| 2005         | 30                      | 16             |
| 2006         | 14                      | 7              |
| 2007         | 17                      | 7              |
| 2008         | 19                      | 7              |
| 2009         | 12                      | 11             |
| 2010         | 14                      | 13             |
| 2011         | 14                      | 6              |
| 2012         | 22                      | 7              |
| 2013         | 27                      | 6              |
| 2014         | 20                      | 3              |
| 2015         | 14                      | 9              |
| 2016         | 21                      | 8              |
| 2017         | 25                      | 12             |
| 2018         | 24                      | 4              |
| 2019         | 26                      | 7              |
| 2020         | 15                      | 5              |
| 2021         | 29                      | 10             |
| 2022         | 18                      | 5              |
| 2023 YTD-May | 6                       | 1              |



# ○ Median Sales Price – Comparison of Waialae Iki Phases (II, III, & IV) vs. (V)

○ \*Waialae Iki “V” data excludes Estate Parcels

| Year         | Waialae Iki II, III, IV | YOY %chg | Waialae Iki V* | YOY %chg |
|--------------|-------------------------|----------|----------------|----------|
| 1992         | \$800,000               | --       | \$822,500      | --       |
| 1993         | \$725,000               | -9.4%    | \$975,000      | 18.5%    |
| 1994         | \$675,000               | -6.9%    | \$786,500      | -19.3%   |
| 1995         | \$695,000               | 3.0%     | \$655,000      | -16.7%   |
| 1996         | \$679,000               | -2.3%    | \$792,500      | 21.0%    |
| 1997         | \$612,500               | -9.8%    | \$643,500      | -18.8%   |
| 1998         | \$605,000               | -1.2%    | \$715,000      | 11.1%    |
| 1999         | \$660,000               | 9.1%     | \$711,250      | -0.5%    |
| 2000         | \$779,000               | 18.0%    | \$765,000      | 7.6%     |
| 2001         | \$768,750               | -1.3%    | \$625,000      | -18.3%   |
| 2002         | \$665,000               | -13.5%   | \$715,000      | 14.4%    |
| 2003         | \$790,000               | 18.8%    | \$1,175,000    | 64.3%    |
| 2004         | \$1,100,000             | 39.2%    | \$1,167,500    | -0.6%    |
| 2005         | \$1,144,500             | 4.0%     | \$1,347,500    | 15.4%    |
| 2006         | \$1,504,000             | 31.4%    | \$1,365,000    | 1.3%     |
| 2007         | \$1,355,000             | -9.9%    | \$1,400,000    | 2.6%     |
| 2008         | \$1,275,000             | -5.9%    | \$1,295,000    | -7.5%    |
| 2009         | \$1,210,000             | -5.1%    | \$1,392,000    | 7.5%     |
| 2010         | \$1,350,000             | 11.6%    | \$1,350,000    | -3.0%    |
| 2011         | \$1,275,000             | -5.6%    | \$1,256,500    | -6.9%    |
| 2012         | \$1,294,375             | 1.5%     | \$1,450,000    | 15.4%    |
| 2013         | \$1,455,000             | 12.4%    | \$1,587,500    | 9.5%     |
| 2014         | \$1,637,500             | 12.5%    | \$2,300,000    | 44.9%    |
| 2015         | \$1,716,500             | 4.8%     | \$1,665,000    | -27.6%   |
| 2016         | \$1,507,500             | -12.2%   | \$1,695,000    | 1.8%     |
| 2017         | \$1,650,000             | 9.5%     | \$1,694,500    | 0.0%     |
| 2018         | \$1,725,000             | 4.5%     | \$1,760,500    | 3.9%     |
| 2019         | \$1,600,000             | -7.2%    | \$1,750,000    | -0.6%    |
| 2020         | \$1,550,000             | -3.1%    | \$1,525,000    | -12.9%   |
| 2021         | \$2,335,000             | 50.6%    | \$2,025,000    | 32.8%    |
| 2022         | \$2,475,000             | 6.0%     | \$2,438,000    | 20.4%    |
| 2023 YTD-May | \$2,187,500             | -11.6%   | \$1,950,000    | -20.0%   |

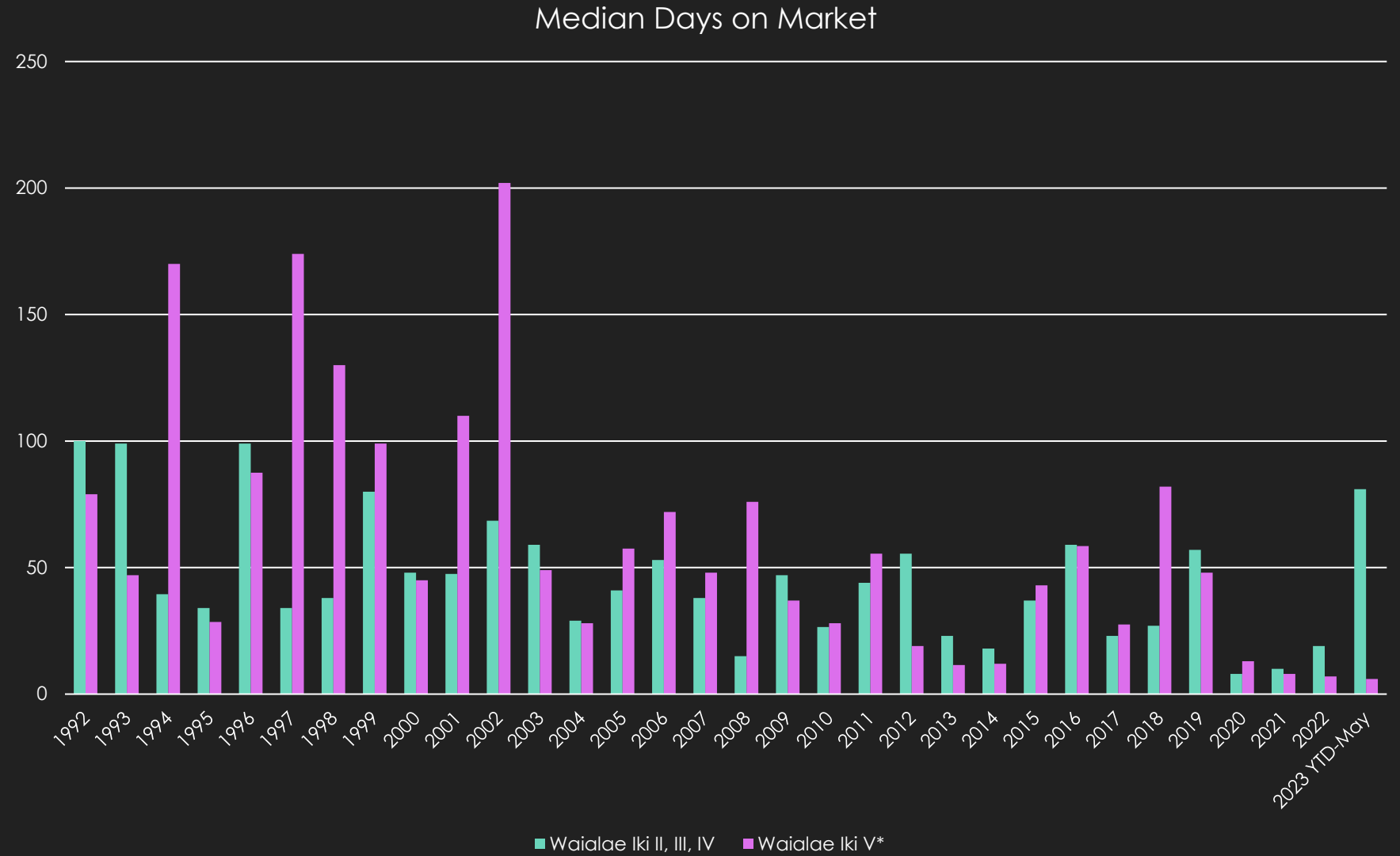




# ○ Median Days on Market – Comparison of Waialae Iki Phases (II, III, & IV) vs. (V)

○ \*Waialae Iki “V” data excludes Estate Parcels

| Year         | Waialae Iki II, III, IV | Waialae Iki V* |
|--------------|-------------------------|----------------|
| 1992         | 100                     | 79             |
| 1993         | 99                      | 47             |
| 1994         | 40                      | 170            |
| 1995         | 34                      | 29             |
| 1996         | 99                      | 88             |
| 1997         | 34                      | 174            |
| 1998         | 38                      | 130            |
| 1999         | 80                      | 99             |
| 2000         | 48                      | 45             |
| 2001         | 48                      | 110            |
| 2002         | 69                      | 202            |
| 2003         | 59                      | 49             |
| 2004         | 29                      | 28             |
| 2005         | 41                      | 58             |
| 2006         | 53                      | 72             |
| 2007         | 38                      | 48             |
| 2008         | 15                      | 76             |
| 2009         | 47                      | 37             |
| 2010         | 27                      | 28             |
| 2011         | 44                      | 56             |
| 2012         | 56                      | 19             |
| 2013         | 23                      | 12             |
| 2014         | 18                      | 12             |
| 2015         | 37                      | 43             |
| 2016         | 59                      | 59             |
| 2017         | 23                      | 28             |
| 2018         | 27                      | 82             |
| 2019         | 57                      | 48             |
| 2020         | 8                       | 13             |
| 2021         | 10                      | 8              |
| 2022         | 19                      | 7              |
| 2023 YTD-May | 81                      | 6              |



# Comparison of Waialae Iki (I/Lower) vs. (II, III, & IV) vs. (V) vs. Kahala Kua

\*Waialae Iki "V" data excludes Estate Parcels

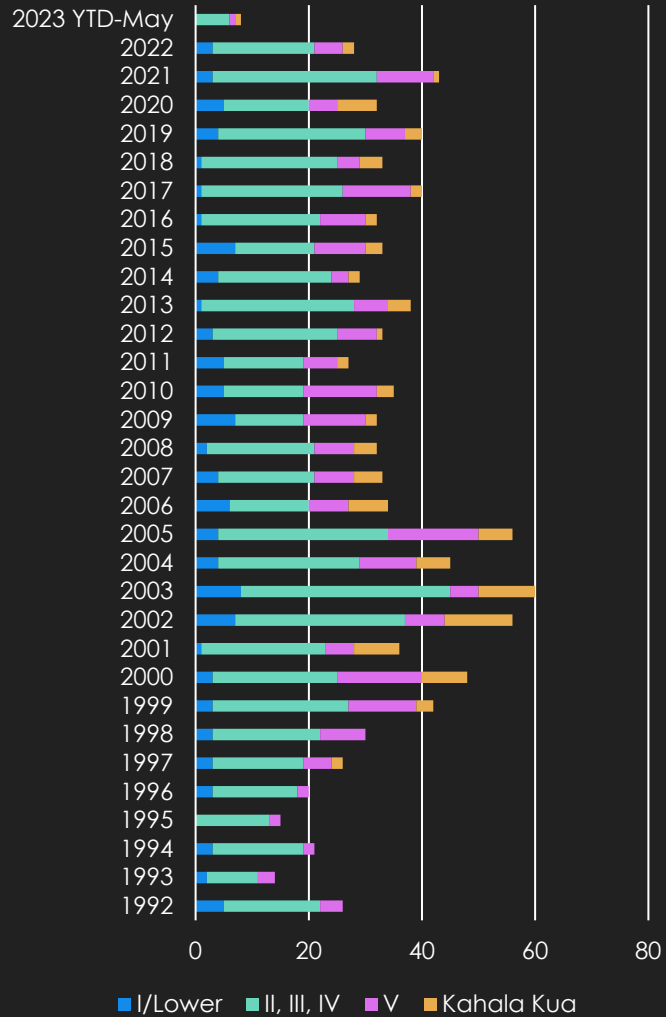
| Year         | Waialae Iki I/Lower |              | Waialae Iki II, III, IV |              | Waialae Iki V* |              | Kahala Kua |              |
|--------------|---------------------|--------------|-------------------------|--------------|----------------|--------------|------------|--------------|
|              | Sold#               | Median Price | Sold#                   | Median Price | Sold#          | Median Price | Sold#      | Median Price |
| 1992         | 5                   | \$725,000    | 17                      | \$800,000    | 4              | \$822,500    | n/a        | n/a          |
| 1993         | 2                   | \$545,000    | 9                       | \$725,000    | 3              | \$975,000    | n/a        | n/a          |
| 1994         | 3                   | \$661,000    | 16                      | \$675,000    | 2              | \$786,500    | n/a        | n/a          |
| 1995         | n/a                 | n/a          | 13                      | \$695,000    | 2              | \$655,000    | n/a        | n/a          |
| 1996         | 3                   | \$465,000    | 15                      | \$679,000    | 2              | \$792,500    | n/a        | n/a          |
| 1997         | 3                   | \$440,000    | 16                      | \$612,500    | 5              | \$643,500    | 2          | \$642,000    |
| 1998         | 3                   | \$490,000    | 19                      | \$605,000    | 8              | \$715,000    | n/a        | n/a          |
| 1999         | 3                   | \$515,000    | 24                      | \$660,000    | 12             | \$711,250    | 3          | \$845,000    |
| 2000         | 3                   | \$645,000    | 22                      | \$779,000    | 15             | \$765,000    | 8          | \$732,000    |
| 2001         | 1                   | \$555,000    | 22                      | \$768,750    | 5              | \$625,000    | 8          | \$771,000    |
| 2002         | 7                   | \$575,000    | 30                      | \$665,000    | 7              | \$715,000    | 12         | \$805,000    |
| 2003         | 8                   | \$644,500    | 37                      | \$790,000    | 5              | \$1,175,000  | 10         | \$920,000    |
| 2004         | 4                   | \$847,500    | 25                      | \$1,100,000  | 10             | \$1,167,500  | 6          | \$986,500    |
| 2005         | 4                   | \$899,000    | 30                      | \$1,144,500  | 16             | \$1,347,500  | 6          | \$1,240,000  |
| 2006         | 6                   | \$980,000    | 14                      | \$1,504,000  | 7              | \$1,365,000  | 7          | \$1,280,000  |
| 2007         | 4                   | \$1,053,500  | 17                      | \$1,355,000  | 7              | \$1,400,000  | 5          | \$1,325,000  |
| 2008         | 2                   | \$1,013,000  | 19                      | \$1,275,000  | 7              | \$1,295,000  | 4          | \$1,317,000  |
| 2009         | 7                   | \$950,000    | 12                      | \$1,210,000  | 11             | \$1,392,000  | 2          | \$1,217,500  |
| 2010         | 5                   | \$950,000    | 14                      | \$1,350,000  | 13             | \$1,350,000  | 3          | \$1,150,000  |
| 2011         | 5                   | \$1,030,000  | 14                      | \$1,275,000  | 6              | \$1,256,500  | 2          | \$1,340,225  |
| 2012         | 3                   | \$1,100,000  | 22                      | \$1,294,375  | 7              | \$1,450,000  | 1          | \$1,989,000  |
| 2013         | 1                   | \$1,650,000  | 27                      | \$1,455,000  | 6              | \$1,587,500  | 4          | \$1,435,000  |
| 2014         | 4                   | \$1,412,500  | 20                      | \$1,637,500  | 3              | \$2,300,000  | 2          | \$2,546,000  |
| 2015         | 7                   | \$1,250,000  | 14                      | \$1,716,500  | 9              | \$1,665,000  | 3          | \$1,410,000  |
| 2016         | 1                   | \$2,000,000  | 21                      | \$1,507,500  | 8              | \$1,695,000  | 2          | \$1,325,000  |
| 2017         | 1                   | \$1,040,000  | 25                      | \$1,650,000  | 12             | \$1,694,500  | 2          | \$1,280,000  |
| 2018         | 1                   | \$1,425,000  | 24                      | \$1,725,000  | 4              | \$1,760,500  | 4          | \$2,265,000  |
| 2019         | 4                   | \$1,357,750  | 26                      | \$1,600,000  | 7              | \$1,750,000  | 3          | \$1,700,000  |
| 2020         | 5                   | \$1,358,000  | 15                      | \$1,550,000  | 5              | \$1,525,000  | 7          | \$1,600,000  |
| 2021         | 3                   | \$1,800,000  | 29                      | \$2,335,000  | 10             | \$2,025,000  | 1          | \$2,210,000  |
| 2022         | 3                   | \$1,950,000  | 18                      | \$2,475,000  | 5              | \$2,438,000  | 2          | \$2,677,500  |
| 2023 YTD-May | n/a                 | n/a          | 6                       | \$2,187,500  | 1              | \$1,950,000  | 1          | \$3,888,999  |

# Comparison of Waialae Iki (I/Lower) vs. (II, III, & IV) vs. (V) vs. Kahala Kua

\*Waialae Iki "V" data excludes Estate Parcels

## Closed Sales

Waialae Iki Phases + Kahala Kua



## Median Sales Price

