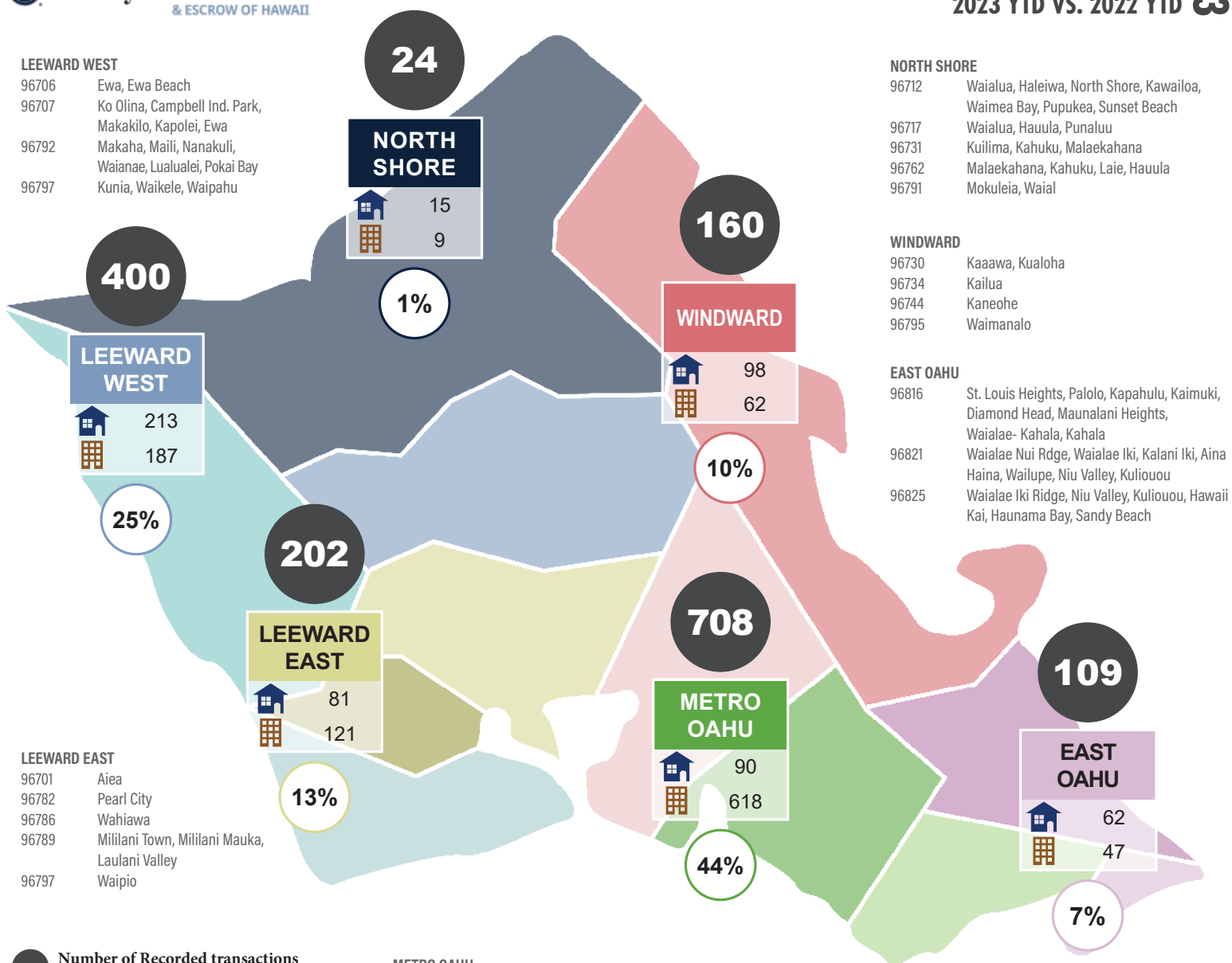


OAHU REAL ESTATE REPORT



OAHU | 1ST QUARTER 2023

2023 YTD VS. 2022 YTD



Number of Recorded transactions from January 1, 2023 – March 31, 2023

Single Family Homes

Condominiums

% of Closed Sales by Districts through March 31, 2023

*Source:
<https://www.hicentral.com/market-press-releases.php>

METRO OAHU

96813 Nuuanu, Chinatown, Downtown, Punchbowl, Pauoa, Makiki, Pacific Heights, Kinau, Ward, Kakaako, Ala Moana, Kapiolani, Moiliili, Waikiki
96814 McCully (Ward Ave. - Kalakaua Ave.), Punchbowl, Pawaa, Makiki, Kapio, Kinau, Ward, Kakaako, Holiday Mart, Ala Moana, Waikiki
96815 Holiday Mart, Ala Moana, Waikiki, Kapahulu, Diamond Head
96817 Kalihi, Dillingham, Palama, Chinatown, Downtown, Alewa, Kapalama, Liliha, Kuakini, Makiki, Nuuanu, Kamehameha Heights, Dowsett, Old Pali, Puunui
96818 Halawa, Salt Lake, Aliamanu, Foster Village
96819 Salt Lake, Moanalua, Moanalua Gardens, Moanalua Valley, Kalihi Valley, Kapalama
96822 Makiki, Punchbowl, Punahou, Manoa, Ala Moana, Kapiolani, Moiliili
96826 Makiki, Punahou, Kapiolani, Manoa, McCully, Pawaa, Moiliili, Kapahulu, St. Louis, University, Waikiki, Waialae Nui Valley, Diamond Head

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE		
SINGLE FAMILY HOMES	35%	559	▼	-37%	\$1,025,000	▼	-7%
CONDOMINIUM	65%	1,044	▼	-39%	\$500,000	▼	-2%
OAHU TOTAL SALES		1,603	▼	-38%			



Yvonne Ahsing | Henson Balais | Jasmine Bishaw | Kalina Goulette | Daniele Leong | Mandy Marumoto | David Palk | Kristina Piasecki | Daisy Su | Kai Li Woolworth | Charlene Valencia | Kerra Wong

OAHU REAL ESTATE REPORT



SINGLE FAMILY HOMES March 2023 vs. March 2022

HOME
SALES
236
DOWN 27%
VS 2022 (321)

MEDIAN
SALES PRICE
\$1,083,750
DOWN 6%
VS 2022 (\$1,150,000)

MEDIAN
DAY ON THE
MARKET
36
UP 300%
VS 2022 (9)

TOP 10 # OF SALES BY NEIGHBORHOOD

Single Family Homes	2023	2022	% Change
Ewa Plain	44	57	-23%
Makaha - Nanakuli	22	26	-15%
Kailua - Waimanalo	19	21	-10%
Pearl City - Aiea	18	23	-22%
Waipahu	16	17	-6%
Hawaii Kai	14	19	-26%
Kaneohe	14	27	-48%
Makiki - Moiliili	14	12	17%
Mililani	14	21	-33%
Kapahulu - Diamond Head	13	19	-32%

OAHU | MARCH 2023

MARCH 2023 VS. MARCH 2022

SINGLE FAMILY HOMES

	Number of Sales MAR 2023 vs. MAR 2022			Median Sales Price MAR 2023 vs. MAR 2022		
	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliuouou	4	9	-56%	\$3,270,000	\$1,830,000	79%
Ala Moana - Kakaako	-	-	-	-	-	-
Downtown - Nuuanu	3	5	-40%	\$1,310,000	\$1,400,000	-6%
Ewa Plain	44	57	-23%	\$945,950	\$935,000	1%
Hawaii Kai	14	19	-26%	\$1,775,000	\$1,900,000	-7%
Kailua - Waimanalo	19	21	-10%	\$1,522,000	\$1,863,000	-18%
Kalihi - Palama	9	13	-31%	\$940,000	\$985,000	-5%
Kaneohe	14	27	-48%	\$1,100,000	\$1,300,000	-15%
Kapahulu - Diamond Head	13	19	-32%	\$1,675,000	\$1,500,000	12%
Makaha - Nanakuli	22	26	-15%	\$656,500	\$739,000	-11%
Makakilo	8	13	-38%	\$1,100,000	\$990,000	11%
Makiki - Moiliili	14	12	17%	\$1,500,000	\$1,575,000	-5%
Mililani	14	21	-33%	\$1,022,000	\$1,096,491	-7%
Moanalua - Salt Lake	5	5	0%	\$1,300,000	\$1,420,000	-8%
North Shore	4	10	-60%	\$1,194,000	\$1,822,500	-34%
Pearl City - Aiea	18	23	-22%	\$990,000	\$1,023,000	-3%
Wahiawa	4	6	-33%	\$734,500	\$950,000	-23%
Waialae - Kahala	8	8	0%	\$1,875,000	\$1,875,000	0%
Waikiki	-	1	-100%	-	\$1,500,000	-
Waipahu	16	17	-6%	\$935,000	\$950,000	-2%
Windward Coast	3	9	-67%	\$990,000	\$1,155,000	-14%
SUMMARY	236	321	-27%	\$1,083,750	\$1,150,000	-6%

CONDOMINIUM March 2023 vs. March 2022

HOME
SALES
444
DOWN 34%
VS 2022 (672)

MEDIAN
SALES PRICE
\$536,000
UP 4%
VS 2022 (\$515,500)

MEDIAN
DAY ON THE
MARKET
24
UP 167%
VS 2022 (9)

TOP 10 # OF SALES BY NEIGHBORHOOD

Condominium	2023	2022	% Change
Waikiki	97	132	-27%
Ala Moana - Kakaako	55	76	-28%
Makiki - Moiliili	41	82	-50%
Ewa Plain	36	67	-46%
Downtown - Nuuanu	32	42	-24%
Hawaii Kai	24	19	26%
Mililani	22	37	-41%
Pearl City - Aiea	22	31	-29%
Kalihi - Palama	17	12	42%
Makakilo	17	18	-6%

NEIGHBORHOOD

	Number of Sales MAR 2023 vs. MAR 2022			Median Sales Price MAR 2023 vs. MAR 2022		
	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliuouou	-	-	-	-	-	-
Ala Moana - Kakaako	55	76	-28%	\$830,000	\$760,500	9%
Downtown - Nuuanu	32	42	-24%	\$590,500	\$605,000	-2%
Ewa Plain	36	67	-46%	\$652,500	\$675,000	-3%
Hawaii Kai	24	19	26%	\$845,000	\$915,000	-8%
Kailua - Waimanalo	11	11	0%	\$675,000	\$775,000	-13%
Kalihi - Palama	17	12	42%	\$385,000	\$415,000	-7%
Kaneohe	14	26	-46%	\$610,000	\$697,000	-12%
Kapahulu - Diamond Head	4	13	-69%	\$943,500	\$600,000	57%
Makaha - Nanakuli	14	37	-62%	\$249,500	\$225,000	11%
Makakilo	17	18	-6%	\$530,000	\$551,000	-4%
Makiki - Moiliili	41	82	-50%	\$430,000	\$426,500	1%
Mililani	22	37	-41%	\$510,000	\$515,000	-1%
Moanalua - Salt Lake	12	28	-57%	\$433,750	\$470,000	-8%
North Shore	4	9	-56%	\$1,007,500	\$805,000	25%
Pearl City - Aiea	22	31	-29%	\$466,250	\$480,000	-3%
Wahiawa	2	2	0%	\$372,500	\$260,000	43%
Waialae - Kahala	4	5	-20%	\$602,500	\$660,000	-9%
Waikiki	97	132	-27%	\$470,000	\$442,500	6%
Waipahu	15	22	-32%	\$500,000	\$510,000	-2%
Windward Coast	1	3	-67%	\$85,000	\$465,000	-82%
SUMMARY	444	672	-34%	\$536,000	\$515,500	4%

*Source: <https://www.hicentral.com/market-press-releases.php>



SINGLE FAMILY HOMES

YEAR-TO-DATE

559

HOMES SOLD

2023

888

HOMES SOLD

2022

-37%**\$1,025,000**

MEDIAN SALES PRICE

2023

\$1,100,000

MEDIAN SALES PRICE

2022

-7%**36**

MEDIAN DAYS ON THE MARKET

2023

11

MEDIAN DAYS ON THE MARKET

2022

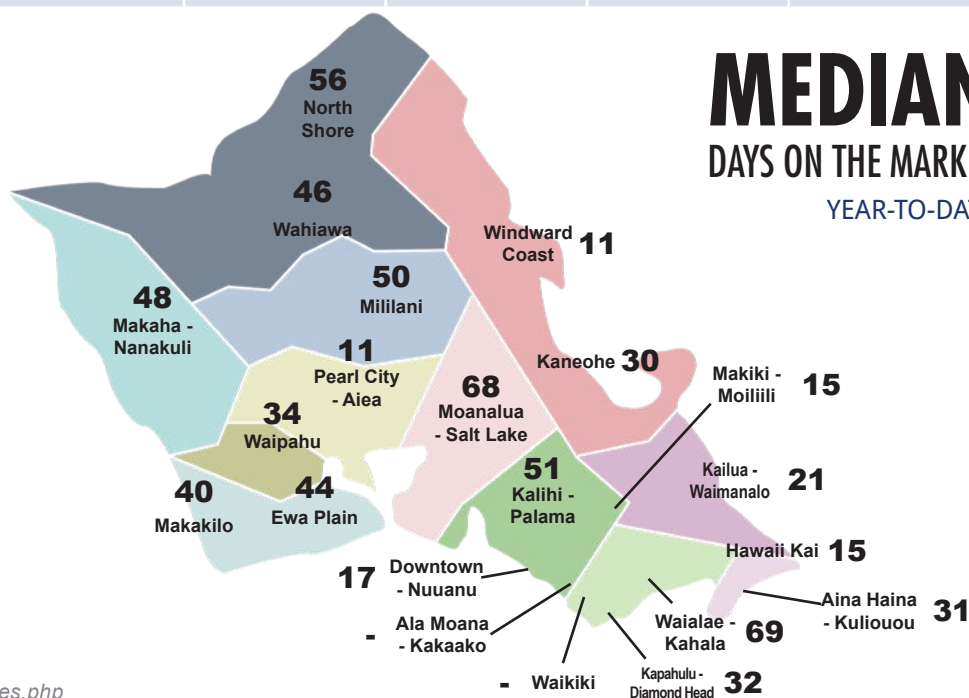
227%

SINGLE FAMILY HOMES

	Number of Sales			Median Sales Price		
	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliouou	14	20	-30%	\$2,579,000	\$1,765,000	46%
Ala Moana - Kakaako	-	1	-100%	-	\$1,205,000	-
Downtown - Nuuanu	11	24	-54%	\$1,148,000	\$1,240,000	-7%
Ewa Plain	99	188	-47%	\$900,000	\$920,000	-2%
Hawaii Kai	30	53	-43%	\$1,512,500	\$1,650,000	-8%
Kailua - Waimanalo	55	76	-28%	\$1,500,000	\$1,565,000	-4%
Kalihi - Palama	24	33	-27%	\$845,000	\$970,000	-13%
Kaneohe	35	50	-30%	\$1,100,000	\$1,300,000	-15%
Kapahulu - Diamond Head	26	50	-48%	\$1,327,500	\$1,550,000	-14%
Makaha - Nanakuli	59	78	-24%	\$658,000	\$712,500	-8%
Makakilo	21	40	-48%	\$980,000	\$994,000	-1%
Makiki - Moiliili	23	27	-15%	\$1,500,000	\$1,600,000	-6%
Mililani	20	46	-57%	\$1,022,000	\$1,060,000	-4%
Moanalua - Salt Lake	6	11	-45%	\$1,175,000	\$1,375,000	-15%
North Shore	15	24	-38%	\$1,198,000	\$1,650,000	-27%
Pearl City - Aiea	49	56	-13%	\$910,000	\$1,054,000	-14%
Wahiawa	12	18	-33%	\$750,000	\$950,000	-21%
Waialae - Kahala	18	19	-5%	\$2,250,000	\$2,400,000	-6%
Waikiki	-	1	-100%	-	\$1,500,000	-
Waipahu	34	54	-37%	\$925,000	\$920,000	1%
Windward Coast	8	19	-58%	\$1,035,000	\$1,305,000	-21%
SUMMARY	559	888	-37%	\$1,025,000	\$1,100,000	-7%

TOP 10 # OF SALES BY NEIGHBORHOOD

Homes	2023	2022	% Change
Ewa Plain	99	188	-47%
Makaha - Nanakuli	59	78	-24%
Kailua - Waimanalo	55	76	-28%
Pearl City - Aiea	49	56	-13%
Kaneohe	35	50	-30%
Waipahu	34	54	-37%
Hawaii Kai	30	53	-43%
Kalihi - Palama	26	50	-48%
Kapahulu - Diamond Head	24	33	-27%
Makakilo	23	27	-15%

*Source: <https://www.hicentral.com/market-press-releases.php>



CONDOMINIUM

YEAR-TO-DATE

1,044

CONDOS SOLD

2023

1,710

CONDOS SOLD

2022

-39%

\$500,000

MEDIAN SALES PRICE

2023

\$510,000

MEDIAN SALES PRICE

2022

-2%

25

MEDIAN DAYS ON THE MARKET

2023

11

MEDIAN DAYS ON THE MARKET

2022

127%

CONDOMINIUM

Number of Sales

2023

2022

% Change

Median Sales Price

2023

2022

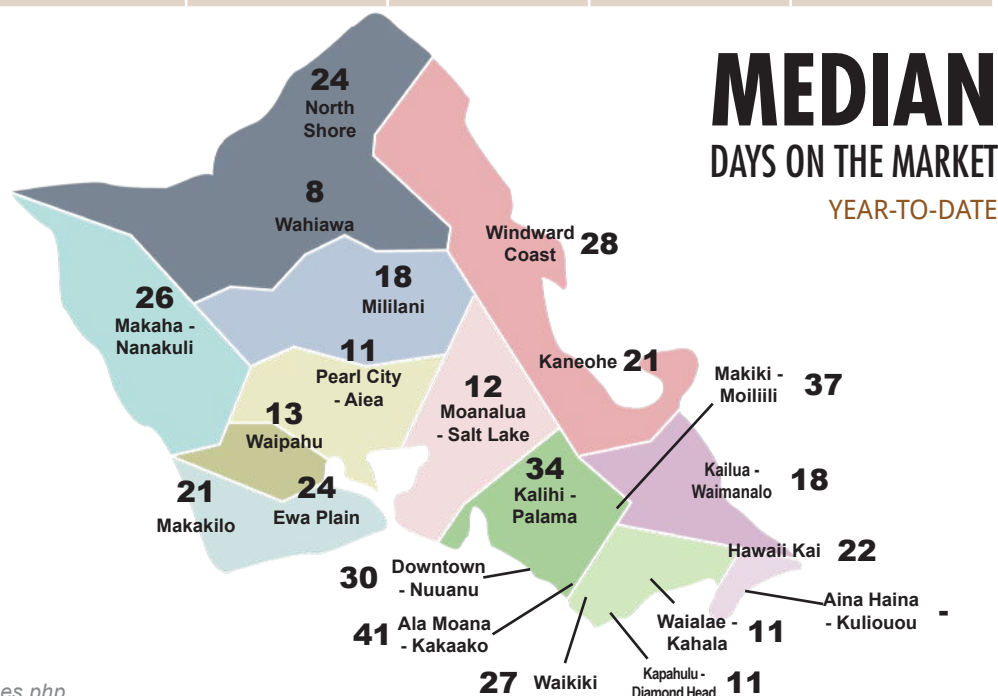
% Change

Aina Haina - Kuliouou	-	-	-	-	-	-
Ala Moana - Kakaako	124	199	-38%	\$645,000	\$775,000	-17%
Downtown - Nuuanu	89	120	-26%	\$583,000	\$529,000	10%
Ewa Plain	87	161	-46%	\$600,000	\$680,000	-12%
Hawaii Kai	40	51	-22%	\$792,000	\$842,500	-6%
Kailua - Waimanalo	28	27	4%	\$735,000	\$750,000	-2%
Kalihi - Palama	27	37	-27%	\$400,000	\$425,000	-6%
Kaneohe	32	54	-41%	\$642,000	\$710,000	-10%
Kapahulu - Diamond Head	14	36	-61%	\$713,500	\$587,500	21%
Makaha - Nanakuli	33	68	-51%	\$245,000	\$227,500	8%
Makakilo	32	45	-29%	\$547,500	\$550,000	0%
Makiki - Moiliili	86	192	-55%	\$404,500	\$415,000	-3%
Mililani	61	113	-46%	\$475,000	\$515,000	-8%
Moanalua - Salt Lake	27	68	-60%	\$440,000	\$450,000	-2%
North Shore	9	22	-59%	\$1,000,000	\$850,000	18%
Pearl City - Aiea	56	97	-42%	\$455,000	\$460,000	-1%
Wahiawa	4	7	-43%	\$291,000	\$135,000	116%
Waialae - Kahala	7	15	-53%	\$580,000	\$660,000	-12%
Waikiki	251	333	-25%	\$435,000	\$424,000	3%
Waipahu	35	58	-40%	\$499,500	\$490,000	2%
Windward Coast	2	7	-71%	\$280,000	\$360,000	-22%
SUMMARY	1,044	1,710	-39%	\$500,000	\$510,000	-2%

TOP 10 # OF SALES

BY NEIGHBORHOOD

Condominium	2023	2022	% Change
Waikiki	251	333	-25%
Ala Moana - Kakaako	124	199	-38%
Downtown - Nuuanu	89	120	-26%
Ewa Plain	87	161	-46%
Makiki - Moiliili	86	192	-55%
Mililani	61	113	-46%
Pearl City - Aiea	56	97	-42%
Hawaii Kai	40	51	-22%
Waipahu	35	58	-40%
Makaha - Nanakuli	33	68	-51%

*Source: <https://www.hicentral.com/market-press-releases.php>

SINGLE FAMILY HOMES

▼ HOME SALES
VS 2022 (888)

559
DOWN 37%

\$1,025,000
DOWN 7%

MEDIAN SALES PRICE ▼
VS 2022 (\$1,100,000)

▲ MEDIAN
DAY ON THE MARKET
VS 2022 (11)

36
UP 227%

794
DOWN 28%

NEW LISTINGS ▼
VS 2022 (1,099)

▼ % OF ORIGINAL
LISTING PRICE RECEIVED
VS 2022
(101%)

96%
DOWN 5%

CONDOMINIUM

▼ HOME SALES
VS 2022 (1,710)

1,044
DOWN 39%

\$500,000
DOWN 2%

MEDIAN SALES PRICE ▼
VS 2022 (\$510,000)

▲ MEDIAN
DAY ON THE MARKET
VS 2022 (11)

25
UP 127%

1,516
DOWN 29%

NEW LISTINGS ▼
VS 2022 (2,119)

▼ % OF ORIGINAL
LISTING PRICE RECEIVED
VS 2022
(100%)

98%
DOWN 2%





Conveyance Tax Law

STATE OF HAWAII

The tax imposed by section 247-1 shall be based on the actual and full consideration (whether cash or otherwise, including any promise, act, forbearance, property interest, value, gain, advantage, benefit, or profit), paid or to be paid for all transfers or conveyance of realty or any interest therein, that shall include any liens or encumbrances thereon at the time of sale, lease, sublease, assignment, transfer, or conveyance, and shall be at the following rates:

BASIS AND RATE OF CONVEYANCE TAX

CONSIDERATION PAID		Scale #1:	Scale #2:
At Least	But Less Than	Applies to all transfers or conveyance of realty or any interest therein, except for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowners' exemption. (increments of \$100 of sale price will be added proportionately to tax)	Applies to sales of condominium or single family residence where the purchaser is not eligible for the county homeowner's exemption. (increments of \$100 of sale price will be added proportionately to tax)
\$0	\$600,000	10¢	15¢
\$600,000	\$1 Million	20¢	25¢
\$1 Million	\$2 Million	30¢	40¢
\$2 Million	\$4 Million	50¢	60¢
\$4 Million	\$6 Million	70¢	85¢
\$6 million	\$10 million	90¢	\$1.10
\$10 Million and Above		\$1.00	\$1.25

This information is presented for informational purposes only and is deemed reliable but is not guaranteed.



Buyer & Seller Portions

of Closing Costs

The standard purchase contract in Hawaii specifies closing costs split between Buyers & Sellers. The following is a list of customary closing costs and is NOT intended to be all-inclusive.



CLOSING COSTS	BUYER	SELLER
FIDELITY NATIONAL TITLE FEES:		
Standard Coverage for Title Insurance Premium*	40%	60%
Additional Premium for any Extended Coverage Policy (including ALTA Homeowners Policy and/or Lender's Policy)	X	
Lien Report* if applicable	X	
Financing Statement*, if applicable	X	
Escrow Fees*	X	X
THIRD PARTY FEES:		
Cost of Drafting Mortgage and Note or Agreement of Sale	X	
Cost of Drafting Conveyance Documents & Bills of Sale		X
Cost of Obtaining Buyer's Consents	X	
Cost of Obtaining Seller's Consents (e.g., Lessor's Consent)		X
Buyers Notary Fees, if applicable	X	
Seller's Notary Fees, if applicable		X
Recording Fees except Documents to Clear Seller's Title (e.g., Deed, Encroachment Agreements)	50%	50%
Recording Fees to Clear Seller's Title (e.g. Mortgage Release)		X
Required Staking or Survey		X
Homeowner's Condominium Documents, if applicable		X
Condominium and Association Ownership Transfer Fees	X	
FHA or VA Discount Points and any Mortgage Fees	X	
FHA or VA Mandatory Closing Fees		X
Conveyance Tax		X
FIRPTA (Federal Withholding, if applicable)		X
HARPTA (State Withholding, if applicable)		X

NOTE: *General excise tax (GET) will be charged on the fee

This information is presented for informational purposes only and is deemed reliable but is not guaranteed. It is not our intention to provide any legal financial or business advice. For specific information, please consult a qualified advisor.

HARPTA - Hawaii Real Property Tax Act

The Hawaii Real Property Tax Act (HARPTA) requires the buyer who purchases real property from a non-resident of Hawaii to withhold **7.25%*** of the amount realized (generally the sales price) and remit it to the Department of Taxation within 20 days of closing unless an exemption applies.

The 7.25% withholding represents an estimate of the Hawaii capital gains tax that may be owed by the non-resident when selling real property in Hawaii.

The standard Hawaii Association of Realtors Purchase Contract provides that escrow is to withhold and remit the HARPTA amount to the Department of Taxation unless the seller provides the buyer with a certificate of exemption or waiver from HARPTA.

It is the seller's burden to prove that an exemption / waiver applies and for the buyer to acknowledge and approve the seller's exemption / waiver prior to closing. Under Hawaii law, it is the buyer's responsibility to determine if the seller is a non-resident of Hawaii and that the proper withholding amount is remitted to the Department of Taxation on a timely basis.

FIRPTA - Foreign Investment Real Property Tax Act

The Foreign Investment in Real Property Tax Act (FIRPTA) requires the buyer who purchases real property from a foreign seller to withhold **10% or 15%** of the amount realized (generally the sales price) and remit it to the IRS within 20 days of closing unless an exemption applies. The withholding percentage will depend upon the sales price and whether the buyer or buyer's family member intends to use the real property as a residence.*

The withholding percentage represents an estimate of the federal capital gains tax that may be owed by the foreign seller when selling real property in the United States.

The standard Hawaii Association of REALTORS® Purchase Contract provides that escrow is to withhold and remit the FIRPTA amount to the IRS unless the seller provides the buyer with a certificate of exemption or waiver from HARPTA.

It is the seller's burden to prove that an exemption / waiver applies and for the buyer to acknowledge and approve the seller's exemption / waiver prior to closing. Under federal law, it is the buyer's responsibility to determine if the seller is a foreigner subject to FIRPTA withholding and that the proper withholding amount is remitted to the IRS on a timely basis.

*Buyer or member of buyer's family must have definite plans to reside in the property for at least 50% of the number of days the property is used by any person during each of the first two 12-month periods following the date of transfer.

This information is presented for informational purposes only and is deemed reliable but is not guaranteed. It is not our intention to provide any legal financial or business advice. For specific information, please consult a qualified advisor.

*FNT Internal Update November, 2018

STATE OF HAWAII | ALL COUNTIES

REAL PROPERTY TAX

FISCAL YEAR JULY 1, 2022 TO JUNE 30, 2023

Honolulu, Oahu County

CLASS	Taxable Building per/\$1,000
Agricultural	\$5.70
Bed and Breakfast Home	\$6.50
Commercial	\$12.40
Hotel/Resort	\$13.90
Industrial	\$12.40
Preservation	\$5.70
Public Service	\$0.00
Residential Principal Resident	\$3.50
Residential A-Tier 1*	\$4.50
Tax rate applied to the net taxable value of the property up to \$1,000,000	
Residential A - Tier 2*	\$10.50
Tax rate applied to the net taxable value of the property in excess of \$1,000,000	
Vacant Agricultural	\$8.50

REAL PROPERTY TAX DUE DATES:

Aug 20, 2022 1st half of fiscal year tax payment due
Sep 30, 2022 Deadline for filing exemption claims & ownership documents
Feb 20, 2023 2nd half of fiscal year tax payment due

For More Information, Visit:

<https://hnldec.hawaii.gov/hnldec/document-download?id=9995>

Hawai'i County

CLASS	Tax Rate per/\$1,000
Affordable Rental Housing	\$6.15
Residential *Portion valued less than \$2 million	\$11.10
Residential *Portion valued at \$2 million and more	\$13.60
Apartment	\$11.70
Commercial	\$10.70
Industrial	\$10.70
Agricultural and Native Forest	\$9.35
Conservation	\$11.55
Hotel/Resort	\$11.55
Homeowner	\$6.15

REAL PROPERTY TAX DUE DATES:

Aug 20, 2022 1st half of fiscal year tax payment due
Dec 31, 2022 Deadline for filing exemption claims & ownership documents
Feb 20, 2023 2nd half of fiscal year tax payment due

For More Information, Visit:

https://www.hawaiipropertytax.com/tax_rates.html

Maui County

2022-2023

CLASS	All rates are per \$1,000 of net taxable assessed valuation
Owner Occupied - Tier 1 up to \$1m	\$2.00
Owner Occupied - Tier 2 more than \$1,000,001 - \$3m	\$2.10
Owner Occupied - Tier 3 more than \$3m	\$2.71
Non-Owner Occupied - Tier 1 up to \$1m	\$5.85
Non-Owner Occupied - Tier 2 more than \$1,000,001 - \$4.5m	\$8.00
Non-Owner Occupied - Tier 3 more than \$4.5m	\$12.50
Apartment	\$3.50
Hotel/Resort	\$11.75
Time share	\$14.60
Agricultural	\$5.74
Short-Term Rental - Tier 1 up to \$1m	\$11.85
Short-Term Rental - Tier 2 more than \$1,000,001 - \$3m	\$11.85
Short-Term Rental - Tier 3 more than \$3m	\$11.85
Conservation	\$6.43
Commercial	\$6.05
Industrial	\$7.05
Commercial Residential	\$4.40
*Long-Term Rental - Tier 1 up to \$1m	\$3.00
*Long-Term Rental - Tier 2 more than \$1,000,001 - \$3m	\$5.00
*Long-Term Rental - Tier 3 more than \$3m	\$8.00

*NEW CLASSIFICATION

REAL PROPERTY TAX DUE DATES:

Aug 20, 2022 1st half of fiscal year tax payment due
Dec 31, 2022 Deadline for filing exemption claims & ownership documents
Feb 20, 2023 2nd half of fiscal year tax payment due

For More Information, Visit:

<https://www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes>

Kauai County

CLASS	Tax Rate per/\$1,000
Homestead	\$3.05
Residential	\$6.05
Vacation Rental	\$9.85
Hotel/Resort	\$10.85
Commercial	\$8.10
Industrial	\$8.10
Agricultural	\$6.75
Conservation	\$6.75
Residential Investor	\$9.40
Commercialized Home Use	\$5.05

REAL PROPERTY TAX DUE DATES:

Aug 20, 2022 1st half of fiscal year tax payment due
Sep 30, 2022 Deadline for filing exemption claims & ownership documents
Feb 20, 2023 2nd half of fiscal year tax payment due

For More Information, Visit:

<https://www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property/Tax-Rates>

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Hawaii Sales Team

Reta Chin | Cody Day | Kurt Johnson | Joanne Mackey | Olivia Morikawa | Mercy Palmer | Christine Parke

