

MLS Sales Statistics

Number of Sales

| Big Island | | 364 | 353 | <11> | <3.02%> | 3927 | 3757 | <170> | <4.33%> |
|--------------|----------------|-------------------|-------------------|------------|------------|-------------------|-------------------|------------|------------|
| | | MONTH OF | | # | % | YEAR | | # | % |
| | | September | | Increase / | Increase / | TO DATE | | Increase / | Increase / |
| | | 9/1/18 to 9/30/18 | 9/1/19 to 9/30/19 | <Decrease> | <Decrease> | 1/1/18 to 9/30/18 | 1/1/19 to 9/30/19 | <Decrease> | <Decrease> |
| ENTIRE | Residential | 188 | 164 | <24> | <12.77%> | 1788 | 1796 | 8 | 0.45% |
| | Vacant Land | 113 | 121 | 8 | 7.08% | 1460 | 1241 | <219> | <15.00%> |
| | Commercial/MTF | 4 | 6 | 2 | 50.00% | 43 | 60 | 17 | 39.53% |
| | Condominium | 59 | 61 | 2 | 3.39% | 635 | 658 | 23 | 3.62% |
| | Business | 0 | 1 | 1 | N/A | 1 | 2 | 1 | 100.00% |
| PUNA | Residential | 73 | 57 | <16> | <21.92%> | 643 | 625 | <18> | <2.80%> |
| | Vacant Land | 68 | 70 | 2 | 2.94% | 825 | 705 | <120> | <14.55%> |
| | Commercial/MTF | 0 | 0 | 0 | | 9 | 8 | <1> | <11.11%> |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 1 | 0 | <1> | <100%> |
| SOUTH HILO | Residential | 32 | 22 | <10> | <31.25%> | 244 | 233 | <11> | <4.51%> |
| | Vacant Land | 6 | 5 | <1> | <16.67%> | 128 | 75 | <53> | <41.41%> |
| | Commercial/MTF | 4 | 3 | <1> | <25.00%> | 19 | 26 | 7 | 36.84% |
| | Condominium | 7 | 6 | <1> | <14.29%> | 71 | 53 | <18> | <25.35%> |
| | Business | 0 | 1 | 1 | N/A | 0 | 1 | 1 | N/A |
| NORTH HILO | Residential | 3 | 2 | <1> | <33.33%> | 19 | 16 | <3> | <15.79%> |
| | Vacant Land | 1 | 0 | <1> | <100%> | 14 | 8 | <6> | <42.86%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 0 | 0 | 0 | | 1 | 0 | <1> | <100%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| HAMA KUA | Residential | 7 | 4 | <3> | <42.86%> | 43 | 40 | <3> | <6.98%> |
| | Vacant Land | 2 | 2 | 0 | 0.00% | 16 | 16 | 0 | 0.00% |
| | Commercial/MTF | 0 | 0 | 0 | | 3 | 2 | <1> | <33.33%> |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KOHALA | Residential | 3 | 6 | 3 | 100.00% | 51 | 51 | 0 | 0.00% |
| | Vacant Land | 3 | 4 | 1 | 33.33% | 39 | 34 | <5> | <12.82%> |
| | Commercial/MTF | 0 | 0 | 0 | | 1 | 2 | 1 | 100.00% |
| | Condominium | 0 | 0 | 0 | | 0 | 1 | 1 | N/A |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KOHALA | Residential | 17 | 15 | <2> | <11.76%> | 217 | 204 | <13> | <5.99%> |
| | Vacant Land | 8 | 4 | <4> | <50.00%> | 63 | 49 | <14> | <22.22%> |
| | Commercial/MTF | 0 | 1 | 1 | N/A | 1 | 8 | 7 | 700.00% |
| | Condominium | 21 | 19 | <2> | <9.52%> | 243 | 237 | <6> | <2.47%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KONA | Residential | 38 | 45 | 7 | 18.42% | 377 | 432 | 55 | 14.59% |
| | Vacant Land | 9 | 12 | 3 | 33.33% | 81 | 95 | 14 | 17.28% |
| | Commercial/MTF | 0 | 1 | 1 | N/A | 9 | 12 | 3 | 33.33% |
| | Condominium | 29 | 35 | 6 | 20.69% | 313 | 360 | 47 | 15.02% |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KONA | Residential | 8 | 3 | <5> | <62.50%> | 64 | 69 | 5 | 7.81% |
| | Vacant Land | 2 | 3 | 1 | 50.00% | 49 | 53 | 4 | 8.16% |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 1 | 1 | N/A |
| | Condominium | 1 | 1 | 0 | 0.00% | 3 | 4 | 1 | 33.33% |
| | Business | 0 | 0 | 0 | | 0 | 1 | 1 | N/A |
| KA'U | Residential | 7 | 10 | 3 | 42.86% | 130 | 126 | <4> | <3.08%> |
| | Vacant Land | 14 | 21 | 7 | 50.00% | 245 | 206 | <39> | <15.92%> |
| | Commercial/MTF | 0 | 1 | 1 | N/A | 1 | 1 | 0 | 0.00% |
| | Condominium | 1 | 0 | <1> | <100%> | 4 | 3 | <1> | <25.00%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |

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MLS Sales Statistics

Sales Volume

| | | | | | | | | |
|-------------------|------------------|-------------|------------|------------|----------------|---------------|--------------|------------|
| | 146,587,855 | 176,243,803 | 29,655,948 | 20.23% | 1,601,198,890 | 1,590,910,322 | <10,288,568> | <0.64%> |
| | MONTH OF | | # | % | YEAR | | # | % |
| Big Island | September | | Increase / | Increase / | TO DATE | | Increase / | Increase / |
| | 9/1/18 to | 9/1/19 to | <Decrease> | <Decrease> | 1/1/18 to | 1/1/19 to | <Decrease> | <Decrease> |
| | 9/30/18 | 9/30/19 | | | 9/30/18 | 9/30/19 | | |

| Island | Property Type | MONTH OF | | # | % | YEAR | | # | % |
|--------------|----------------|-------------------|-------------------|-----------------------|-----------------------|-------------------|-------------------|-----------------------|-----------------------|
| | | 9/1/18 to 9/30/18 | 9/1/19 to 9/30/19 | Increase / <Decrease> | Increase / <Decrease> | 1/1/18 to 9/30/18 | 1/1/19 to 9/30/19 | Increase / <Decrease> | Increase / <Decrease> |
| ENTIRE | Residential | 93,570,240 | 124,050,673 | 30,480,433 | 32.57% | 990,020,799 | 994,921,078 | 4,900,279 | 0.49% |
| | Vacant Land | 17,638,340 | 17,236,730 | <401,610> | <2.28%> | 195,993,885 | 195,348,850 | <645,035> | <0.33%> |
| | Commercial/MTF | 4,955,000 | 4,215,000 | <740,000> | <14.93%> | 49,607,829 | 42,799,940 | <6,807,889> | <13.72%> |
| | Condominium | 30,424,275 | 30,716,400 | 292,125 | 0.96% | 365,406,377 | 357,440,454 | <7,965,923> | <2.18%> |
| | Business | 0 | 25,000 | 25,000 | N/A | 170,000 | 400,000 | 230,000 | 135.29% |
| PUNA | Residential | 16,501,265 | 13,191,300 | <3,309,965> | <20.06%> | 155,222,076 | 148,709,534 | <6,512,542> | <4.20%> |
| | Vacant Land | 2,174,190 | 2,693,750 | 519,560 | 23.90% | 25,988,233 | 27,084,177 | 1,095,944 | 4.22% |
| | Commercial/MTF | 0 | 0 | 0 | | 8,811,175 | 2,038,000 | <6,773,175> | <76.87%> |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 170,000 | 0 | <170,000> | <100%> |
| SOUTH HILO | Residential | 16,777,369 | 9,402,700 | <7,374,669> | <43.96%> | 101,731,319 | 95,260,331 | <6,470,988> | <6.36%> |
| | Vacant Land | 2,837,000 | 1,314,000 | <1,523,000> | <53.68%> | 26,471,350 | 25,068,123 | <1,403,227> | <5.30%> |
| | Commercial/MTF | 4,955,000 | 2,615,000 | <2,340,000> | <47.23%> | 23,395,000 | 15,330,400 | <8,064,600> | <34.47%> |
| | Condominium | 986,500 | 821,500 | <165,000> | <16.73%> | 11,126,900 | 8,676,213 | <2,450,687> | <22.02%> |
| | Business | 0 | 25,000 | 25,000 | N/A | 0 | 25,000 | 25,000 | N/A |
| NORTH HILO | Residential | 1,373,900 | 797,900 | <576,000> | <41.92%> | 10,239,400 | 7,495,400 | <2,744,000> | <26.80%> |
| | Vacant Land | 630,000 | 0 | <630,000> | <100%> | 5,097,000 | 3,222,150 | <1,874,850> | <36.78%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 0 | 0 | 0 | | 515,000 | 0 | <515,000> | <100%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| HAMAKUA | Residential | 2,649,193 | 1,362,000 | <1,287,193> | <48.59%> | 18,072,769 | 16,765,700 | <1,307,069> | <7.23%> |
| | Vacant Land | 510,000 | 247,000 | <263,000> | <51.57%> | 7,219,800 | 5,475,400 | <1,744,400> | <24.16%> |
| | Commercial/MTF | 0 | 0 | 0 | | 2,109,000 | 1,340,000 | <769,000> | <36.46%> |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KOHALA | Residential | 1,337,500 | 5,338,000 | 4,000,500 | 299.10% | 52,153,150 | 52,022,849 | <130,301> | <0.25%> |
| | Vacant Land | 2,120,000 | 1,565,000 | <555,000> | <26.18%> | 25,877,500 | 10,185,000 | <15,692,500> | <60.64%> |
| | Commercial/MTF | 0 | 0 | 0 | | 522,000 | 2,095,000 | 1,573,000 | 301.34% |
| | Condominium | 0 | 0 | 0 | | 0 | 398,868 | 398,868 | N/A |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KOHALA | Residential | 10,822,439 | 11,508,125 | 685,686 | 6.34% | 190,016,368 | 154,943,205 | <35,073,163> | <18.46%> |
| | Vacant Land | 5,028,750 | 652,880 | <4,375,870> | <87.02%> | 47,667,030 | 26,646,139 | <21,020,891> | <44.10%> |
| | Commercial/MTF | 0 | 55,000 | 55,000 | N/A | 87,000 | 4,804,040 | 4,717,040 | 5421.89% |
| | Condominium | 15,718,000 | 12,068,500 | <3,649,500> | <23.22%> | 184,268,810 | 155,747,789 | <28,521,021> | <15.48%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KONA | Residential | 40,157,550 | 79,127,398 | 38,969,848 | 97.04% | 404,500,692 | 454,128,410 | 49,627,718 | 12.27% |
| | Vacant Land | 4,040,000 | 9,986,000 | 5,946,000 | 147.18% | 39,984,699 | 84,262,150 | 44,277,451 | 110.74% |
| | Commercial/MTF | 0 | 745,000 | 745,000 | N/A | 14,483,654 | 14,942,500 | 458,846 | 3.17% |
| | Condominium | 13,346,275 | 17,523,900 | 4,177,625 | 31.30% | 167,968,167 | 191,139,084 | 23,170,917 | 13.79% |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KONA | Residential | 2,830,524 | 1,285,650 | <1,544,874> | <54.58%> | 33,450,637 | 37,786,219 | 4,335,582 | 12.96% |
| | Vacant Land | 142,500 | 145,000 | 2,500 | 1.75% | 8,715,164 | 7,709,214 | <1,005,950> | <11.54%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 1,450,000 | 1,450,000 | N/A |
| | Condominium | 178,500 | 302,500 | 124,000 | 69.47% | 773,500 | 984,500 | 211,000 | 27.28% |
| | Business | 0 | 0 | 0 | | 0 | 375,000 | 375,000 | N/A |
| KA'U | Residential | 1,120,500 | 2,037,600 | 917,100 | 81.85% | 24,634,388 | 27,809,430 | 3,175,042 | 12.89% |
| | Vacant Land | 155,900 | 633,100 | 477,200 | 306.09% | 8,973,109 | 5,696,497 | <3,276,612> | <36.52%> |
| | Commercial/MTF | 0 | 800,000 | 800,000 | N/A | 200,000 | 800,000 | 600,000 | 300.00% |
| | Condominium | 195,000 | 0 | <195,000> | <100%> | 754,000 | 494,000 | <260,000> | <34.48%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |

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MLS Sales Statistics

Median Sales Price

| Big Island | | 1,871,720 | 1,551,500 | <320,220> | <17.11%> | 1,481,000 | 1,452,750 | <28,250> | <1.91%> |
|--------------|----------------|-------------------|-------------------|------------|------------|-------------------|-------------------|------------|------------|
| | | MONTH OF | | # | % | YEAR | | # | % |
| | | September | | Increase / | Increase / | TO DATE | | Increase / | Increase / |
| | | 9/1/18 to 9/30/18 | 9/1/19 to 9/30/19 | <Decrease> | <Decrease> | 1/1/18 to 9/30/18 | 1/1/19 to 9/30/19 | <Decrease> | <Decrease> |
| ENTIRE | Residential | 356,720 | 399,500 | 42,780 | 11.99% | 360,000 | 380,500 | 20,500 | 5.69% |
| | Vacant Land | 32,500 | 25,000 | <7,500> | <23.08%> | 30,000 | 32,000 | 2,000 | 6.67% |
| | Commercial/MTF | 1,185,000 | 747,500 | <437,500> | <36.92%> | 570,000 | 477,500 | <92,500> | <16.23%> |
| | Condominium | 297,500 | 354,500 | 57,000 | 19.16% | 351,000 | 362,750 | 11,750 | 3.35% |
| | Business | 0 | 25,000 | 25,000 | N/A | 170,000 | 200,000 | 30,000 | 17.65% |
| PUNA | Residential | 220,000 | 234,000 | 14,000 | 6.36% | 227,000 | 222,000 | <5,000> | <2.20%> |
| | Vacant Land | 28,000 | 17,250 | <10,750> | <38.39%> | 21,000 | 24,000 | 3,000 | 14.29% |
| | Commercial/MTF | 0 | 0 | 0 | | 340,000 | 275,000 | <65,000> | <19.12%> |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 170,000 | 0 | <170,000> | <100%> |
| SOUTH HILO | Residential | 438,000 | 410,000 | <28,000> | <6.39%> | 350,000 | 375,000 | 25,000 | 7.14% |
| | Vacant Land | 208,500 | 185,000 | <23,500> | <11.27%> | 175,000 | 240,000 | 65,000 | 37.14% |
| | Commercial/MTF | 1,185,000 | 750,000 | <435,000> | <36.71%> | 745,000 | 385,000 | <360,000> | <48.32%> |
| | Condominium | 93,000 | 111,500 | 18,500 | 19.89% | 135,000 | 153,000 | 18,000 | 13.33% |
| | Business | 0 | 25,000 | 25,000 | N/A | 0 | 25,000 | 25,000 | N/A |
| NORTH HILO | Residential | 580,000 | 398,950 | <181,050> | <31.22%> | 546,500 | 435,000 | <111,500> | <20.40%> |
| | Vacant Land | 630,000 | 0 | <630,000> | <100%> | 352,500 | 376,000 | 23,500 | 6.67% |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 0 | 0 | 0 | | 515,000 | 0 | <515,000> | <100%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| HAMAKUA | Residential | 368,000 | 381,000 | 13,000 | 3.53% | 385,000 | 399,000 | 14,000 | 3.64% |
| | Vacant Land | 255,000 | 123,500 | <131,500> | <51.57%> | 200,500 | 217,500 | 17,000 | 8.48% |
| | Commercial/MTF | 0 | 0 | 0 | | 569,000 | 670,000 | 101,000 | 17.75% |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KOHALA | Residential | 490,000 | 940,000 | 450,000 | 91.84% | 797,000 | 900,000 | 103,000 | 12.92% |
| | Vacant Land | 270,000 | 380,000 | 110,000 | 40.74% | 452,000 | 237,500 | <214,500> | <47.46%> |
| | Commercial/MTF | 0 | 0 | 0 | | 522,000 | 1,047,500 | 525,500 | 100.67% |
| | Condominium | 0 | 0 | 0 | | 0 | 398,868 | 398,868 | N/A |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KOHALA | Residential | 615,500 | 632,500 | 17,000 | 2.76% | 595,000 | 594,000 | <1,000> | <0.17%> |
| | Vacant Land | 468,750 | 174,940 | <293,810> | <62.68%> | 270,000 | 235,000 | <35,000> | <12.96%> |
| | Commercial/MTF | 0 | 55,000 | 55,000 | N/A | 87,000 | 219,000 | 132,000 | 151.72% |
| | Condominium | 477,000 | 625,000 | 148,000 | 31.03% | 525,000 | 524,500 | <500> | <0.10%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KONA | Residential | 719,500 | 688,000 | <31,500> | <4.38%> | 655,000 | 648,838 | <6,162> | <0.94%> |
| | Vacant Land | 285,000 | 301,000 | 16,000 | 5.61% | 315,000 | 325,000 | 10,000 | 3.17% |
| | Commercial/MTF | 0 | 745,000 | 745,000 | N/A | 810,000 | 899,500 | 89,500 | 11.05% |
| | Condominium | 297,500 | 339,000 | 41,500 | 13.95% | 330,000 | 343,250 | 13,250 | 4.02% |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KONA | Residential | 315,450 | 440,000 | 124,550 | 39.48% | 410,000 | 465,000 | 55,000 | 13.41% |
| | Vacant Land | 71,250 | 30,000 | <41,250> | <57.89%> | 130,000 | 77,500 | <52,500> | <40.38%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 1,450,000 | 1,450,000 | N/A |
| | Condominium | 178,500 | 302,500 | 124,000 | 69.47% | 220,000 | 234,000 | 14,000 | 6.36% |
| | Business | 0 | 0 | 0 | | 0 | 375,000 | 375,000 | N/A |
| KA'U | Residential | 175,000 | 199,750 | 24,750 | 14.14% | 176,500 | 206,500 | 30,000 | 17.00% |
| | Vacant Land | 10,000 | 21,000 | 11,000 | 110.00% | 12,500 | 14,500 | 2,000 | 16.00% |
| | Commercial/MTF | 0 | 800,000 | 800,000 | N/A | 200,000 | 800,000 | 600,000 | 300.00% |
| | Condominium | 195,000 | 0 | <195,000> | <100%> | 188,500 | 170,000 | <18,500> | <9.81%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |

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