

**MLS Sales Statistics**

**Number of Sales**

Big Island		1368	1140	<228>	<16.67%>	4145	3901	<244>	<5.89%>
		Jul-Sep		#	%	YEAR		#	%
		3rd Quarter		Increase /	Increase /	TO DATE		Increase /	Increase /
		2017	2018	<Decrease>	<Decrease>	2017	2018	<Decrease>	<Decrease>
ENTIRE	Residential	638	566	<72>	<11.29%>	1873	1777	<96>	<5.13%>
	Vacant Land	500	374	<126>	<25.20%>	1576	1448	<128>	<8.12%>
	Commercial/MTF	20	15	<5>	<25.00%>	45	43	<2>	<4.44%>
	Condominium	209	185	<24>	<11.48%>	649	632	<17>	<2.62%>
	Business	1	0	<1>	<100%>	2	1	<1>	<50.00%>
PUNA	Residential	250	210	<40>	<16.00%>	699	633	<66>	<9.44%>
	Vacant Land	347	216	<131>	<37.75%>	1043	818	<225>	<21.57%>
	Commercial/MTF	5	3	<2>	<40.00%>	9	9	0	0.00%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	1	1	N/A
SOUTH HILO	Residential	101	98	<3>	<2.97%>	271	244	<27>	<9.96%>
	Vacant Land	25	31	6	24.00%	88	128	40	45.45%
	Commercial/MTF	12	7	<5>	<41.67%>	22	19	<3>	<13.64%>
	Condominium	19	24	5	26.32%	66	69	3	4.55%
	Business	1	0	<1>	<100%>	1	0	<1>	<100%>
NORTH HILO	Residential	5	11	6	120.00%	17	19	2	11.76%
	Vacant Land	4	4	0	0.00%	12	14	2	16.67%
	Commercial/MTF	0	0	0		0	0	0	
	Condominium	0	0	0		0	1	1	N/A
	Business	0	0	0		0	0	0	
HAMAKUA	Residential	17	13	<4>	<23.53%>	44	43	<1>	<2.27%>
	Vacant Land	5	4	<1>	<20.00%>	15	15	0	0.00%
	Commercial/MTF	0	2	2	N/A	0	3	3	N/A
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
NORTH KOHALA	Residential	11	9	<2>	<18.18%>	47	51	4	8.51%
	Vacant Land	6	9	3	50.00%	36	39	3	8.33%
	Commercial/MTF	0	0	0		1	1	0	0.00%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
SOUTH KOHALA	Residential	57	76	19	33.33%	188	217	29	15.43%
	Vacant Land	8	20	12	150.00%	40	63	23	57.50%
	Commercial/MTF	0	0	0		1	1	0	0.00%
	Condominium	67	71	4	5.97%	212	242	30	14.15%
	Business	0	0	0		1	0	<1>	<100%>
NORTH KONA	Residential	137	100	<37>	<27.01%>	409	377	<32>	<7.82%>
	Vacant Land	33	20	<13>	<39.39%>	100	81	<19>	<19.00%>
	Commercial/MTF	3	2	<1>	<33.33%>	9	9	0	0.00%
	Condominium	122	87	<35>	<28.69%>	368	313	<55>	<14.95%>
	Business	0	0	0		0	0	0	
SOUTH KONA	Residential	20	16	<4>	<20.00%>	70	64	<6>	<8.57%>
	Vacant Land	15	15	0	0.00%	49	49	0	0.00%
	Commercial/MTF	0	0	0		3	0	<3>	<100%>
	Condominium	0	1	1	N/A	0	3	3	N/A
	Business	0	0	0		0	0	0	
KA'U	Residential	40	33	<7>	<17.50%>	128	129	1	0.78%
	Vacant Land	57	55	<2>	<3.51%>	193	241	48	24.87%
	Commercial/MTF	0	1	1	N/A	0	1	1	N/A
	Condominium	1	2	1	100.00%	3	4	1	33.33%
	Business	0	0	0		0	0	0	

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**MLS Sales Statistics**

**Sales Volume**

	581,068,393	440,294,644	<140,773,749>	<24.23%>	1,624,179,462	1,596,687,979	<27,491,483>	<1.69%>
	<b>Jul-Sep</b>		<b>#</b>	<b>%</b>	<b>YEAR</b>		<b>#</b>	<b>%</b>
<b>Big Island</b>	<b>3rd Quarter</b>		Increase /	Increase /	<b>TO DATE</b>		Increase /	Increase /
	2017	2018	<Decrease>	<Decrease>	2017	2018	<Decrease>	<Decrease>

		Jul-Sep		#	%	YEAR		#	%
		2017	2018			2017	2018		
<b>ENTIRE</b>	Residential	369,599,969	278,647,889	<90,952,080>	<24.61%>	1,030,684,345	988,609,888	<42,074,457>	<4.08%>
	Vacant Land	57,825,801	50,676,316	<7,149,485>	<12.36%>	182,270,431	195,523,885	13,253,454	7.27%
	Commercial/MTF	30,309,000	18,779,829	<11,529,171>	<38.04%>	45,098,150	49,607,829	4,509,679	10.00%
	Condominium	121,208,623	92,190,610	<29,018,013>	<23.94%>	363,826,536	362,776,377	<1,050,159>	<0.29%>
	Business	2,125,000	0	<2,125,000>	<100%>	2,300,000	170,000	<2,130,000>	<92.61%>
<b>PUNA</b>	Residential	63,664,223	50,206,753	<13,457,470>	<21.14%>	169,178,305	153,933,985	<15,244,320>	<9.01%>
	Vacant Land	11,786,581	7,259,027	<4,527,554>	<38.41%>	31,769,933	25,889,633	<5,880,300>	<18.51%>
	Commercial/MTF	1,650,500	841,175	<809,325>	<49.04%>	3,157,150	8,811,175	5,654,025	179.09%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	170,000	170,000	N/A
<b>SOUTH HILO</b>	Residential	41,630,163	42,844,619	1,214,456	2.92%	108,920,053	101,731,319	<7,188,734>	<6.60%>
	Vacant Land	5,434,060	7,911,500	2,477,440	45.59%	18,102,217	26,471,350	8,369,133	46.23%
	Commercial/MTF	5,864,500	11,169,000	5,304,500	90.45%	10,695,000	23,395,000	12,700,000	118.75%
	Condominium	3,221,000	3,605,000	384,000	11.92%	9,060,377	10,996,900	1,936,523	21.37%
	Business	2,125,000	0	<2,125,000>	<100%>	2,125,000	0	<2,125,000>	<100%>
<b>NORTH HILO</b>	Residential	1,761,500	4,918,900	3,157,400	179.24%	8,611,000	10,239,400	1,628,400	18.91%
	Vacant Land	1,395,000	1,332,000	<63,000>	<4.52%>	4,527,500	5,097,000	569,500	12.58%
	Commercial/MTF	0	0	0		0	0	0	
	Condominium	0	0	0		0	515,000	515,000	N/A
	Business	0	0	0		0	0	0	
<b>HAMAKUA</b>	Residential	10,398,754	5,281,193	<5,117,561>	<49.21%>	22,392,754	18,072,769	<4,319,985>	<19.29%>
	Vacant Land	1,844,000	989,500	<854,500>	<46.34%>	6,699,000	6,924,800	225,800	3.37%
	Commercial/MTF	0	1,540,000	1,540,000	N/A	0	2,109,000	2,109,000	N/A
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
<b>NORTH KOHALA</b>	Residential	8,289,200	11,843,650	3,554,450	42.88%	35,029,459	52,153,150	17,123,691	48.88%
	Vacant Land	2,545,000	6,207,000	3,662,000	143.89%	19,175,125	25,877,500	6,702,375	34.95%
	Commercial/MTF	0	0	0		585,000	522,000	<63,000>	<10.77%>
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
<b>SOUTH KOHALA</b>	Residential	37,286,252	49,969,221	12,682,969	34.02%	199,513,167	190,001,798	<9,511,369>	<4.77%>
	Vacant Land	5,428,800	9,810,890	4,382,090	80.72%	22,704,600	47,667,030	24,962,430	109.94%
	Commercial/MTF	0	0	0		95,000	87,000	<8,000>	<8.42%>
	Condominium	49,847,188	49,559,775	<287,413>	<0.58%>	153,015,188	181,768,810	28,753,622	18.79%
	Business	0	0	0		175,000	0	<175,000>	<100%>
<b>NORTH KONA</b>	Residential	185,987,307	99,180,029	<86,807,278>	<46.67%>	428,394,235	404,500,692	<23,893,543>	<5.58%>
	Vacant Land	21,952,500	9,495,999	<12,456,501>	<56.74%>	64,264,731	39,993,699	<24,271,032>	<37.77%>
	Commercial/MTF	22,794,000	5,029,654	<17,764,346>	<77.93%>	29,377,000	14,483,654	<14,893,346>	<50.70%>
	Condominium	67,955,435	38,505,335	<29,450,100>	<43.34%>	201,441,971	167,968,167	<33,473,804>	<16.62%>
	Business	0	0	0		0	0	0	
<b>SOUTH KONA</b>	Residential	11,913,896	7,468,224	<4,445,672>	<37.32%>	33,983,097	33,462,387	<520,710>	<1.53%>
	Vacant Land	5,353,625	3,658,000	<1,695,625>	<31.67%>	10,050,139	8,720,164	<1,329,975>	<13.23%>
	Commercial/MTF	0	0	0		1,189,000	0	<1,189,000>	<100%>
	Condominium	0	178,500	178,500	N/A	0	773,500	773,500	N/A
	Business	0	0	0		0	0	0	
<b>KA'U</b>	Residential	8,668,674	6,935,300	<1,733,374>	<20.00%>	24,662,275	24,514,388	<147,887>	<0.60%>
	Vacant Land	2,086,235	4,012,400	1,926,165	92.33%	4,977,186	8,882,709	3,905,523	78.47%
	Commercial/MTF	0	200,000	200,000	N/A	0	200,000	200,000	N/A
	Condominium	185,000	342,000	157,000	84.86%	309,000	754,000	445,000	144.01%
	Business	0	0	0		0	0	0	

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		MLS Sales Statistics							
		Median Sales Price							
		3,098,950	1,260,500	<1,838,450>	<59.32%>	2,256,000	1,487,000	<769,000>	<34.09%>
		Jul-Sep		#	%	YEAR		#	%
		3rd Quarter		Increase /	Increase /	TO DATE		Increase /	Increase /
		2017	2018	<Decrease>	<Decrease>	2017	2018	<Decrease>	<Decrease>
Big Island									
ENTIRE	Residential	334,950	350,500	15,550	4.64%	342,000	362,000	20,000	5.85%
	Vacant Land	25,000	35,000	10,000	40.00%	25,000	30,000	5,000	20.00%
	Commercial/MTF	315,000	570,000	255,000	80.95%	421,500	570,000	148,500	35.23%
	Condominium	299,000	305,000	6,000	2.01%	317,500	355,000	37,500	11.81%
	Business	2,125,000	0	<2,125,000>	<100%>	1,150,000	170,000	<980,000>	<85.22%>
PUNA	Residential	233,000	231,000	<2,000>	<0.86%>	225,000	230,000	5,000	2.22%
	Vacant Land	19,000	26,500	7,500	39.47%	19,500	21,000	1,500	7.69%
	Commercial/MTF	275,000	321,000	46,000	16.73%	275,000	340,000	65,000	23.64%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	170,000	170,000	N/A
SOUTH HILO	Residential	320,000	372,500	52,500	16.41%	325,000	350,000	25,000	7.69%
	Vacant Land	187,000	186,000	<1,000>	<0.53%>	183,500	175,000	<8,500>	<4.63%>
	Commercial/MTF	262,500	1,800,000	1,537,500	585.71%	310,000	745,000	435,000	140.32%
	Condominium	160,000	110,750	<49,250>	<30.78%>	109,607	146,000	36,393	33.20%
	Business	2,125,000	0	<2,125,000>	<100%>	2,125,000	0	<2,125,000>	<100%>
NORTH HILO	Residential	315,000	440,000	125,000	39.68%	325,000	546,500	221,500	68.15%
	Vacant Land	350,000	288,500	<61,500>	<17.57%>	335,000	352,500	17,500	5.22%
	Commercial/MTF	0	0	0		0	0	0	
	Condominium	0	0	0		0	515,000	515,000	N/A
	Business	0	0	0		0	0	0	
HAMAKUA	Residential	500,000	368,000	<132,000>	<26.40%>	417,450	385,000	<32,450>	<7.77%>
	Vacant Land	313,000	205,000	<108,000>	<34.50%>	375,000	195,000	<180,000>	<48.00%>
	Commercial/MTF	0	770,000	770,000	N/A	0	569,000	569,000	N/A
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
NORTH KOHALA	Residential	640,000	525,000	<115,000>	<17.97%>	640,000	797,000	157,000	24.53%
	Vacant Land	400,000	350,000	<50,000>	<12.50%>	307,500	452,000	144,500	46.99%
	Commercial/MTF	0	0	0		585,000	522,000	<63,000>	<10.77%>
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
SOUTH KOHALA	Residential	540,000	582,500	42,500	7.87%	560,700	595,000	34,300	6.12%
	Vacant Land	214,500	286,250	71,750	33.45%	200,000	270,000	70,000	35.00%
	Commercial/MTF	0	0	0		95,000	87,000	<8,000>	<8.42%>
	Condominium	475,000	515,000	40,000	8.42%	489,000	522,000	33,000	6.75%
	Business	0	0	0		175,000	0	<175,000>	<100%>
NORTH KONA	Residential	660,000	637,830	<22,170>	<3.36%>	635,000	655,000	20,000	3.15%
	Vacant Land	305,000	289,500	<15,500>	<5.08%>	325,000	315,000	<10,000>	<3.08%>
	Commercial/MTF	560,000	2,514,827	1,954,827	349.08%	900,000	810,000	<90,000>	<10.00%>
	Condominium	290,000	305,000	15,000	5.17%	300,000	330,000	30,000	10.00%
	Business	0	0	0		0	0	0	
SOUTH KONA	Residential	500,000	327,500	<172,500>	<34.50%>	445,000	410,000	<35,000>	<7.87%>
	Vacant Land	71,250	150,000	78,750	110.53%	66,000	130,000	64,000	96.97%
	Commercial/MTF	0	0	0		479,000	0	<479,000>	<100%>
	Condominium	0	178,500	178,500	N/A	0	220,000	220,000	N/A
	Business	0	0	0		0	0	0	
KA'U	Residential	209,500	200,000	<9,500>	<4.53%>	182,000	178,000	<4,000>	<2.20%>
	Vacant Land	13,000	14,500	1,500	11.54%	11,900	12,500	600	5.04%
	Commercial/MTF	0	200,000	200,000	N/A	0	200,000	200,000	N/A
	Condominium	185,000	171,000	<14,000>	<7.57%>	112,000	188,500	76,500	68.30%
	Business	0	0	0		0	0	0	

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