

**MLS Sales Statistics**

**Number of Sales**

| Big Island   |                | MONTH OF |      |                          |                          | YEAR    |      |                          |                          |
|--------------|----------------|----------|------|--------------------------|--------------------------|---------|------|--------------------------|--------------------------|
|              |                | June     |      |                          |                          | TO DATE |      |                          |                          |
|              |                | 2017     | 2018 | Increase /<br><Decrease> | Increase /<br><Decrease> | 2017    | 2018 | Increase /<br><Decrease> | Increase /<br><Decrease> |
| ENTIRE       | Residential    | 226      | 226  | 0                        | 0.00%                    | 1235    | 1211 | <24>                     | <1.94%>                  |
|              | Vacant Land    | 200      | 126  | <74>                     | <37.00%>                 | 1076    | 1072 | <4>                      | <0.37%>                  |
|              | Commercial/MTF | 4        | 5    | 1                        | 25.00%                   | 25      | 27   | 2                        | 8.00%                    |
|              | Condominium    | 82       | 79   | <3>                      | <3.66%>                  | 440     | 447  | 7                        | 1.59%                    |
|              | Business       | 1        | 0    | <1>                      | <100%>                   | 1       | 1    | 0                        | 0.00%                    |
| PUNA         | Residential    | 81       | 62   | <19>                     | <23.46%>                 | 449     | 423  | <26>                     | <5.79%>                  |
|              | Vacant Land    | 120      | 70   | <50>                     | <41.67%>                 | 696     | 601  | <95>                     | <13.65%>                 |
|              | Commercial/MTF | 0        | 1    | 1                        | N/A                      | 4       | 6    | 2                        | 50.00%                   |
|              | Condominium    | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
|              | Business       | 0        | 0    | 0                        |                          | 0       | 1    | 1                        | N/A                      |
| SOUTH HILO   | Residential    | 34       | 32   | <2>                      | <5.88%>                  | 170     | 146  | <24>                     | <14.12%>                 |
|              | Vacant Land    | 14       | 9    | <5>                      | <35.71%>                 | 63      | 97   | 34                       | 53.97%                   |
|              | Commercial/MTF | 2        | 1    | <1>                      | <50.00%>                 | 10      | 12   | 2                        | 20.00%                   |
|              | Condominium    | 5        | 11   | 6                        | 120.00%                  | 47      | 45   | <2>                      | <4.26%>                  |
|              | Business       | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| NORTH HILO   | Residential    | 1        | 2    | 1                        | 100.00%                  | 12      | 8    | <4>                      | <33.33%>                 |
|              | Vacant Land    | 1        | 1    | 0                        | 0.00%                    | 8       | 10   | 2                        | 25.00%                   |
|              | Commercial/MTF | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
|              | Condominium    | 0        | 1    | 1                        | N/A                      | 0       | 1    | 1                        | N/A                      |
|              | Business       | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| HAMAKUA      | Residential    | 5        | 11   | 6                        | 120.00%                  | 27      | 30   | 3                        | 11.11%                   |
|              | Vacant Land    | 0        | 0    | 0                        |                          | 10      | 11   | 1                        | 10.00%                   |
|              | Commercial/MTF | 0        | 0    | 0                        |                          | 0       | 1    | 1                        | N/A                      |
|              | Condominium    | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
|              | Business       | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| NORTH KOHALA | Residential    | 9        | 9    | 0                        | 0.00%                    | 36      | 42   | 6                        | 16.67%                   |
|              | Vacant Land    | 6        | 9    | 3                        | 50.00%                   | 30      | 30   | 0                        | 0.00%                    |
|              | Commercial/MTF | 0        | 1    | 1                        | N/A                      | 1       | 1    | 0                        | 0.00%                    |
|              | Condominium    | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
|              | Business       | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| SOUTH KOHALA | Residential    | 26       | 29   | 3                        | 11.54%                   | 131     | 141  | 10                       | 7.63%                    |
|              | Vacant Land    | 5        | 5    | 0                        | 0.00%                    | 32      | 43   | 11                       | 34.38%                   |
|              | Commercial/MTF | 0        | 0    | 0                        |                          | 1       | 1    | 0                        | 0.00%                    |
|              | Condominium    | 28       | 28   | 0                        | 0.00%                    | 145     | 171  | 26                       | 17.93%                   |
|              | Business       | 1        | 0    | <1>                      | <100%>                   | 1       | 0    | <1>                      | <100%>                   |
| NORTH KONA   | Residential    | 52       | 56   | 4                        | 7.69%                    | 272     | 277  | 5                        | 1.84%                    |
|              | Vacant Land    | 21       | 7    | <14>                     | <66.67%>                 | 67      | 61   | <6>                      | <8.96%>                  |
|              | Commercial/MTF | 2        | 2    | 0                        | 0.00%                    | 6       | 6    | 0                        | 0.00%                    |
|              | Condominium    | 49       | 39   | <10>                     | <20.41%>                 | 246     | 226  | <20>                     | <8.13%>                  |
|              | Business       | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| SOUTH KONA   | Residential    | 4        | 6    | 2                        | 50.00%                   | 50      | 48   | <2>                      | <4.00%>                  |
|              | Vacant Land    | 4        | 3    | <1>                      | <25.00%>                 | 34      | 33   | <1>                      | <2.94%>                  |
|              | Commercial/MTF | 0        | 0    | 0                        |                          | 3       | 0    | <3>                      | <100%>                   |
|              | Condominium    | 0        | 0    | 0                        |                          | 0       | 2    | 2                        | N/A                      |
|              | Business       | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| KA'U         | Residential    | 14       | 19   | 5                        | 35.71%                   | 88      | 96   | 8                        | 9.09%                    |
|              | Vacant Land    | 29       | 22   | <7>                      | <24.14%>                 | 136     | 186  | 50                       | 36.76%                   |
|              | Commercial/MTF | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
|              | Condominium    | 0        | 0    | 0                        |                          | 2       | 2    | 0                        | 0.00%                    |
|              | Business       | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |

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**MLS Sales Statistics**

**Sales Volume**

|                   |                 |             |                          |                          |                |               |                          |                          |
|-------------------|-----------------|-------------|--------------------------|--------------------------|----------------|---------------|--------------------------|--------------------------|
|                   | 228,220,471     | 205,537,303 | <22,683,168>             | <9.94%>                  | 1,043,111,069  | 1,155,608,334 | 112,497,265              | 10.78%                   |
|                   | <b>MONTH OF</b> |             |                          |                          | <b>YEAR</b>    |               |                          |                          |
|                   | <b>June</b>     |             | <b>#</b>                 | <b>%</b>                 | <b>TO DATE</b> |               | <b>#</b>                 | <b>%</b>                 |
| <b>Big Island</b> | 2017            | 2018        | Increase /<br><Decrease> | Increase /<br><Decrease> | 2017           | 2018          | Increase /<br><Decrease> | Increase /<br><Decrease> |

|                     |                | MONTH OF    |             | #            | %        | YEAR        |             | #            | %        |
|---------------------|----------------|-------------|-------------|--------------|----------|-------------|-------------|--------------|----------|
|                     |                | 2017        | 2018        |              |          | TO DATE     | TO DATE     |              |          |
| <b>ENTIRE</b>       | Residential    | 145,469,572 | 124,237,844 | <21,231,728> | <14.60%> | 661,084,376 | 709,961,999 | 48,877,623   | 7.39%    |
|                     | Vacant Land    | 24,230,084  | 19,152,809  | <5,077,275>  | <20.95%> | 124,444,630 | 144,512,568 | 20,067,938   | 16.13%   |
|                     | Commercial/MTF | 5,450,000   | 10,102,000  | 4,652,000    | 85.36%   | 14,789,150  | 30,378,000  | 15,588,850   | 105.41%  |
|                     | Condominium    | 52,895,815  | 52,044,650  | <851,165>    | <1.61%>  | 242,617,913 | 270,585,767 | 27,967,854   | 11.53%   |
|                     | Business       | 175,000     | 0           | <175,000>    | <100%>   | 175,000     | 170,000     | <5,000>      | <2.86%>  |
| <b>PUNA</b>         | Residential    | 18,091,191  | 15,921,260  | <2,169,931>  | <11.99%> | 105,514,082 | 103,727,232 | <1,786,850>  | <1.69%>  |
|                     | Vacant Land    | 3,784,809   | 2,086,550   | <1,698,259>  | <44.87%> | 19,983,352  | 18,630,605  | <1,352,747>  | <6.77%>  |
|                     | Commercial/MTF | 0           | 3,950,000   | 3,950,000    | N/A      | 1,506,650   | 7,970,000   | 6,463,350    | 428.99%  |
|                     | Condominium    | 0           | 0           | 0            |          | 0           | 0           | 0            |          |
|                     | Business       | 0           | 0           | 0            |          | 0           | 170,000     | 170,000      | N/A      |
| <b>SOUTH HILO</b>   | Residential    | 14,877,882  | 15,337,650  | 459,768      | 3.09%    | 67,289,890  | 58,886,700  | <8,403,190>  | <12.49%> |
|                     | Vacant Land    | 3,012,800   | 2,686,000   | <326,800>    | <10.85%> | 12,668,157  | 18,559,850  | 5,891,693    | 46.51%   |
|                     | Commercial/MTF | 2,550,000   | 4,565,000   | 2,015,000    | 79.02%   | 4,830,500   | 12,226,000  | 7,395,500    | 153.10%  |
|                     | Condominium    | 841,830     | 1,560,000   | 718,170      | 85.31%   | 5,839,377   | 7,391,900   | 1,552,523    | 26.59%   |
|                     | Business       | 0           | 0           | 0            |          | 0           | 0           | 0            |          |
| <b>NORTH HILO</b>   | Residential    | 399,000     | 559,000     | 160,000      | 40.10%   | 6,849,500   | 5,320,500   | <1,529,000>  | <22.32%> |
|                     | Vacant Land    | 115,000     | 525,000     | 410,000      | 356.52%  | 3,132,500   | 3,765,000   | 632,500      | 20.19%   |
|                     | Commercial/MTF | 0           | 0           | 0            |          | 0           | 0           | 0            |          |
|                     | Condominium    | 0           | 515,000     | 515,000      | N/A      | 0           | 515,000     | 515,000      | N/A      |
|                     | Business       | 0           | 0           | 0            |          | 0           | 0           | 0            |          |
| <b>HAMAKUA</b>      | Residential    | 2,304,000   | 4,373,000   | 2,069,000    | 89.80%   | 11,994,000  | 12,791,576  | 797,576      | 6.65%    |
|                     | Vacant Land    | 0           | 0           | 0            |          | 4,855,000   | 5,935,300   | 1,080,300    | 22.25%   |
|                     | Commercial/MTF | 0           | 0           | 0            |          | 0           | 569,000     | 569,000      | N/A      |
|                     | Condominium    | 0           | 0           | 0            |          | 0           | 0           | 0            |          |
|                     | Business       | 0           | 0           | 0            |          | 0           | 0           | 0            |          |
| <b>NORTH KOHALA</b> | Residential    | 6,792,500   | 7,483,200   | 690,700      | 10.17%   | 26,740,259  | 40,309,500  | 13,569,241   | 50.74%   |
|                     | Vacant Land    | 3,603,625   | 6,568,000   | 2,964,375    | 82.26%   | 16,630,125  | 19,670,500  | 3,040,375    | 18.28%   |
|                     | Commercial/MTF | 0           | 522,000     | 522,000      | N/A      | 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    | 38,626,000  | 21,035,429  | <17,590,571> | <45.54%> | 162,226,915 | 140,032,577 | <22,194,338> | <13.68%> |
|                     | Vacant Land    | 3,489,500   | 4,005,760   | 516,260      | 14.79%   | 17,275,800  | 37,856,140  | 20,580,340   | 119.13%  |
|                     | Commercial/MTF | 0           | 0           | 0            |          | 95,000      | 87,000      | <8,000>      | <8.42%>  |
|                     | Condominium    | 21,172,000  | 25,016,250  | 3,844,250    | 18.16%   | 103,168,000 | 132,209,035 | 29,041,035   | 28.15%   |
|                     | Business       | 175,000     | 0           | <175,000>    | <100%>   | 175,000     | 0           | <175,000>    | <100%>   |
| <b>NORTH KONA</b>   | Residential    | 60,507,219  | 52,805,955  | <7,701,264>  | <12.73%> | 242,406,928 | 305,320,663 | 62,913,735   | 25.95%   |
|                     | Vacant Land    | 9,148,000   | 2,473,000   | <6,675,000>  | <72.97%> | 42,312,231  | 30,497,700  | <11,814,531> | <27.92%> |
|                     | Commercial/MTF | 2,900,000   | 1,065,000   | <1,835,000>  | <63.28%> | 6,583,000   | 9,004,000   | 2,421,000    | 36.78%   |
|                     | Condominium    | 30,881,985  | 24,953,400  | <5,928,585>  | <19.20%> | 133,486,536 | 129,462,832 | <4,023,704>  | <3.01%>  |
|                     | Business       | 0           | 0           | 0            |          | 0           | 0           | 0            |          |
| <b>SOUTH KONA</b>   | Residential    | 1,605,000   | 3,091,500   | 1,486,500    | 92.62%   | 22,069,201  | 25,994,163  | 3,924,962    | 17.78%   |
|                     | Vacant Land    | 516,000     | 514,500     | <1,500>      | <0.29%>  | 4,696,514   | 4,727,164   | 30,650       | 0.65%    |
|                     | Commercial/MTF | 0           | 0           | 0            |          | 1,189,000   | 0           | <1,189,000>  | <100%>   |
|                     | Condominium    | 0           | 0           | 0            |          | 0           | 595,000     | 595,000      | N/A      |
|                     | Business       | 0           | 0           | 0            |          | 0           | 0           | 0            |          |
| <b>KA'U</b>         | Residential    | 2,266,780   | 3,630,850   | 1,364,070    | 60.18%   | 15,993,601  | 17,579,088  | 1,585,487    | 9.91%    |
|                     | Vacant Land    | 560,350     | 293,999     | <266,351>    | <47.53%> | 2,890,951   | 4,870,309   | 1,979,358    | 68.47%   |
|                     | Commercial/MTF | 0           | 0           | 0            |          | 0           | 0           | 0            |          |
|                     | Condominium    | 0           | 0           | 0            |          | 124,000     | 412,000     | 288,000      | 232.26%  |
|                     | Business       | 0           | 0           | 0            |          | 0           | 0           | 0            |          |

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**MLS Sales Statistics**  
**Median Sales Price**

|                   |                 |           |                   |                   |                |           |                   |                   |
|-------------------|-----------------|-----------|-------------------|-------------------|----------------|-----------|-------------------|-------------------|
|                   | 2,324,500       | 1,583,250 | <741,250>         | <31.89%>          | 1,366,950      | 1,517,500 | 150,550           | 11.01%            |
|                   | <b>MONTH OF</b> |           | <b>#</b>          | <b>%</b>          | <b>YEAR</b>    |           | <b>#</b>          | <b>%</b>          |
| <b>Big Island</b> | <b>June</b>     |           | <b>Increase /</b> | <b>Increase /</b> | <b>TO DATE</b> |           | <b>Increase /</b> | <b>Increase /</b> |
|                   | 2017            | 2018      | <Decrease>        | <Decrease>        | 2017           | 2018      | <Decrease>        | <Decrease>        |

|                     |                | MONTH OF  |           | #                        | %                        | YEAR      |         | #                        | %                        |
|---------------------|----------------|-----------|-----------|--------------------------|--------------------------|-----------|---------|--------------------------|--------------------------|
|                     |                | 2017      | 2018      | Increase /<br><Decrease> | Increase /<br><Decrease> | 2017      | 2018    | Increase /<br><Decrease> | Increase /<br><Decrease> |
| <b>ENTIRE</b>       | Residential    | 351,250   | 381,250   | 30,000                   | 8.54%                    | 345,000   | 370,000 | 25,000                   | 7.25%                    |
|                     | Vacant Land    | 29,500    | 29,500    | 0                        | 0.00%                    | 25,000    | 28,500  | 3,500                    | 14.00%                   |
|                     | Commercial/MTF | 1,400,000 | 810,000   | <590,000>                | <42.14%>                 | 489,950   | 574,000 | 84,050                   | 17.15%                   |
|                     | Condominium    | 368,750   | 362,500   | <6,250>                  | <1.69%>                  | 332,000   | 375,000 | 43,000                   | 12.95%                   |
|                     | Business       | 175,000   | 0         | <175,000>                | <100%>                   | 175,000   | 170,000 | <5,000>                  | <2.86%>                  |
| <b>PUNA</b>         | Residential    | 200,000   | 265,750   | 65,750                   | 32.88%                   | 216,300   | 230,000 | 13,700                   | 6.33%                    |
|                     | Vacant Land    | 23,000    | 19,250    | <3,750>                  | <16.30%>                 | 20,000    | 19,800  | <200>                    |                          |
|                     | Commercial/MTF | 0         | 3,950,000 | 3,950,000                | N/A                      | 374,975   | 490,000 | 115,025                  | 30.68%                   |
|                     | Condominium    | 0         | 0         | 0                        |                          | 0         | 0       | 0                        |                          |
|                     | Business       | 0         | 0         | 0                        |                          | 0         | 170,000 | 170,000                  | N/A                      |
| <b>SOUTH HILO</b>   | Residential    | 377,500   | 348,000   | <29,500>                 | <7.81%>                  | 335,000   | 349,750 | 14,750                   | 4.40%                    |
|                     | Vacant Land    | 202,500   | 300,000   | 97,500                   | 48.15%                   | 180,000   | 170,000 | <10,000>                 | <5.56%>                  |
|                     | Commercial/MTF | 1,275,000 | 4,565,000 | 3,290,000                | 258.04%                  | 383,250   | 710,000 | 326,750                  | 85.26%                   |
|                     | Condominium    | 169,800   | 130,000   | <39,800>                 | <23.44%>                 | 109,606   | 151,900 | 42,294                   | 38.59%                   |
|                     | Business       | 0         | 0         | 0                        |                          | 0         | 0       | 0                        |                          |
| <b>NORTH HILO</b>   | Residential    | 399,000   | 279,500   | <119,500>                | <29.95%>                 | 362,000   | 575,000 | 213,000                  | 58.84%                   |
|                     | Vacant Land    | 115,000   | 525,000   | 410,000                  | 356.52%                  | 310,000   | 357,500 | 47,500                   | 15.32%                   |
|                     | Commercial/MTF | 0         | 0         | 0                        |                          | 0         | 0       | 0                        |                          |
|                     | Condominium    | 0         | 515,000   | 515,000                  | N/A                      | 0         | 515,000 | 515,000                  | N/A                      |
|                     | Business       | 0         | 0         | 0                        |                          | 0         | 0       | 0                        |                          |
| <b>HAMAKUA</b>      | Residential    | 320,000   | 360,000   | 40,000                   | 12.50%                   | 385,000   | 397,500 | 12,500                   | 3.25%                    |
|                     | Vacant Land    | 0         | 0         | 0                        |                          | 382,500   | 192,000 | <190,500>                | <49.80%>                 |
|                     | Commercial/MTF | 0         | 0         | 0                        |                          | 0         | 569,000 | 569,000                  | N/A                      |
|                     | Condominium    | 0         | 0         | 0                        |                          | 0         | 0       | 0                        |                          |
|                     | Business       | 0         | 0         | 0                        |                          | 0         | 0       | 0                        |                          |
| <b>NORTH KOHALA</b> | Residential    | 650,000   | 678,500   | 28,500                   | 4.38%                    | 625,000   | 825,000 | 200,000                  | 32.00%                   |
|                     | Vacant Land    | 540,000   | 575,000   | 35,000                   | 6.48%                    | 297,500   | 540,000 | 242,500                  | 81.51%                   |
|                     | Commercial/MTF | 0         | 522,000   | 522,000                  | N/A                      | 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    | 580,000   | 557,000   | <23,000>                 | <3.97%>                  | 569,000   | 600,000 | 31,000                   | 5.45%                    |
|                     | Vacant Land    | 192,000   | 179,880   | <12,120>                 | <6.31%>                  | 200,000   | 270,000 | 70,000                   | 35.00%                   |
|                     | Commercial/MTF | 0         | 0         | 0                        |                          | 95,000    | 87,000  | <8,000>                  | <8.42%>                  |
|                     | Condominium    | 567,000   | 650,000   | 83,000                   | 14.64%                   | 512,000   | 525,000 | 13,000                   | 2.54%                    |
|                     | Business       | 175,000   | 0         | <175,000>                | <100%>                   | 175,000   | 0       | <175,000>                | <100%>                   |
| <b>NORTH KONA</b>   | Residential    | 675,250   | 657,750   | <17,500>                 | <2.59%>                  | 613,375   | 660,500 | 47,125                   | 7.68%                    |
|                     | Vacant Land    | 275,000   | 360,000   | 85,000                   | 30.91%                   | 325,000   | 325,000 | 0                        | 0.00%                    |
|                     | Commercial/MTF | 1,450,000 | 532,500   | <917,500>                | <63.28%>                 | 1,105,000 | 692,000 | <413,000>                | <37.38%>                 |
|                     | Condominium    | 317,500   | 350,000   | 32,500                   | 10.24%                   | 308,500   | 346,000 | 37,500                   | 12.16%                   |
|                     | Business       | 0         | 0         | 0                        |                          | 0         | 0       | 0                        |                          |
| <b>SOUTH KONA</b>   | Residential    | 387,500   | 412,000   | 24,500                   | 6.32%                    | 433,500   | 461,125 | 27,625                   | 6.37%                    |
|                     | Vacant Land    | 164,000   | 40,000    | <124,000>                | <75.61%>                 | 63,500    | 99,900  | 36,400                   | 57.32%                   |
|                     | Commercial/MTF | 0         | 0         | 0                        |                          | 479,000   | 0       | <479,000>                | <100%>                   |
|                     | Condominium    | 0         | 0         | 0                        |                          | 0         | 297,500 | 297,500                  | N/A                      |
|                     | Business       | 0         | 0         | 0                        |                          | 0         | 0       | 0                        |                          |
| <b>KA'U</b>         | Residential    | 140,500   | 147,000   | 6,500                    | 4.63%                    | 175,000   | 172,500 | <2,500>                  | <1.43%>                  |
|                     | Vacant Land    | 12,500    | 7,500     | <5,000>                  | <40.00%>                 | 11,450    | 12,000  | 550                      | 4.80%                    |
|                     | Commercial/MTF | 0         | 0         | 0                        |                          | 0         | 0       | 0                        |                          |
|                     | Condominium    | 0         | 0         | 0                        |                          | 62,000    | 206,000 | 144,000                  | 232.26%                  |
|                     | Business       | 0         | 0         | 0                        |                          | 0         | 0       | 0                        |                          |

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