

MLS Sales Statistics

Number of Sales

| Big Island | | MONTH OF | | | | YEAR | | | |
|--------------|----------------|----------------------|----------------------|------------|------------|----------------------|----------------------|------------|------------|
| | | March | | Increase / | Increase / | TO DATE | | Increase / | Increase / |
| | | 3/1/18 to 3/31/18 | 3/1/19 to 3/31/19 | <Decrease> | <Decrease> | 1/1/18 to 3/31/18 | 1/1/19 to 3/31/19 | <Decrease> | <Decrease> |
| ENTIRE | Residential | 250 | 206 | <44> | <17.60%> | 585 | 508 | <77> | <13.16%> |
| | Vacant Land | 204 | 158 | <46> | <22.55%> | 533 | 368 | <165> | <30.96%> |
| | Commercial/MTF | 4 | 6 | 2 | 50.00% | 12 | 22 | 10 | 83.33% |
| | Condominium | 85 | 71 | <14> | <16.47%> | 200 | 194 | <6> | <3.00%> |
| | Business | 1 | 0 | <1> | <100%> | 1 | 0 | <1> | <100%> |
| PUNA | Residential | 101 | 74 | <27> | <26.73%> | 231 | 188 | <43> | <18.61%> |
| | Vacant Land | 119 | 102 | <17> | <14.29%> | 294 | 218 | <76> | <25.85%> |
| | Commercial/MTF | 1 | 1 | 0 | 0.00% | 2 | 4 | 2 | 100.00% |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 1 | 0 | <1> | <100%> | 1 | 0 | <1> | <100%> |
| SOUTH HILO | Residential | 20 | 21 | 1 | 5.00% | 63 | 61 | <2> | <3.17%> |
| | Vacant Land | 10 | 3 | <7> | <70.00%> | 57 | 17 | <40> | <70.18%> |
| | Commercial/MTF | 2 | 5 | 3 | 150.00% | 7 | 14 | 7 | 100.00% |
| | Condominium | 9 | 4 | <5> | <55.56%> | 26 | 13 | <13> | <50.00%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH HILO | Residential | 0 | 1 | 1 | N/A | 2 | 2 | 0 | 0.00% |
| | Vacant Land | 2 | 0 | <2> | <100%> | 5 | 2 | <3> | <60.00%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| HAMA KUA | Residential | 4 | 7 | 3 | 75.00% | 9 | 13 | 4 | 44.44% |
| | Vacant Land | 3 | 1 | <2> | <66.67%> | 10 | 5 | <5> | <50.00%> |
| | Commercial/MTF | 0 | 0 | 0 | | 1 | 1 | 0 | 0.00% |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KOHALA | Residential | 10 | 5 | <5> | <50.00%> | 23 | 10 | <13> | <56.52%> |
| | Vacant Land | 4 | 4 | 0 | 0.00% | 11 | 9 | <2> | <18.18%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 1 | 1 | N/A |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KOHALA | Residential | 26 | 19 | <7> | <26.92%> | 60 | 53 | <7> | <11.67%> |
| | Vacant Land | 13 | 3 | <10> | <76.92%> | 24 | 10 | <14> | <58.33%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 1 | 1 | N/A |
| | Condominium | 35 | 27 | <8> | <22.86%> | 79 | 75 | <4> | <5.06%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KONA | Residential | 58 | 55 | <3> | <5.17%> | 122 | 125 | 3 | 2.46% |
| | Vacant Land | 9 | 10 | 1 | 11.11% | 35 | 26 | <9> | <25.71%> |
| | Commercial/MTF | 1 | 0 | <1> | <100%> | 2 | 1 | <1> | <50.00%> |
| | Condominium | 40 | 39 | <1> | <2.50%> | 93 | 102 | 9 | 9.68% |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KONA | Residential | 12 | 10 | <2> | <16.67%> | 25 | 23 | <2> | <8.00%> |
| | Vacant Land | 10 | 11 | 1 | 10.00% | 16 | 26 | 10 | 62.50% |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 0 | 1 | 1 | N/A | 1 | 3 | 2 | 200.00% |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| KA'U | Residential | 19 | 14 | <5> | <26.32%> | 50 | 33 | <17> | <34.00%> |
| | Vacant Land | 34 | 24 | <10> | <29.41%> | 81 | 55 | <26> | <32.10%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 1 | 0 | <1> | <100%> | 1 | 1 | 0 | 0.00% |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |

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MLS Sales Statistics

Sales Volume

| | | | | | | | | |
|--|-----------------|-------------|--------------|------------|----------------|-------------|---------------|------------|
| | 284,831,709 | 206,080,133 | <78,751,576> | <27.65%> | 565,709,216 | 451,173,057 | <114,536,159> | <20.25%> |
| | MONTH OF | | | | YEAR | | | |
| | March | | | | TO DATE | | | |
| | 3/1/18 to | 3/1/19 to | Increase / | Increase / | 1/1/18 to | 1/1/19 to | Increase / | Increase / |
| | 3/31/18 | 3/31/19 | <Decrease> | <Decrease> | 3/31/18 | 3/31/19 | <Decrease> | <Decrease> |

| Big Island | | MONTH OF March | | | | YEAR TO DATE | | | |
|--------------|----------------|-------------------|-------------------|-----------------------|-----------------------|-------------------|-------------------|-----------------------|-----------------------|
| | | 3/1/18 to 3/31/18 | 3/1/19 to 3/31/19 | Increase / <Decrease> | Increase / <Decrease> | 1/1/18 to 3/31/18 | 1/1/19 to 3/31/19 | Increase / <Decrease> | Increase / <Decrease> |
| ENTIRE | Residential | 191,372,349 | 126,732,035 | <64,640,314> | <33.78%> | 356,929,416 | 270,155,810 | <86,773,606> | <24.31%> |
| | Vacant Land | 30,134,710 | 26,460,398 | <3,674,312> | <12.19%> | 78,617,114 | 54,743,297 | <23,873,817> | <30.37%> |
| | Commercial/MTF | 4,892,000 | 1,454,400 | <3,437,600> | <70.27%> | 12,383,000 | 11,418,400 | <964,600> | <7.79%> |
| | Condominium | 58,262,650 | 51,433,300 | <6,829,350> | <11.72%> | 117,609,686 | 114,855,550 | <2,754,136> | <2.34%> |
| | Business | 170,000 | 0 | <170,000> | <100%> | 170,000 | 0 | <170,000> | <100%> |
| PUNA | Residential | 23,803,350 | 17,135,275 | <6,668,075> | <28.01%> | 54,223,906 | 42,332,776 | <11,891,130> | <21.93%> |
| | Vacant Land | 4,863,210 | 4,117,498 | <745,712> | <15.33%> | 9,642,700 | 8,714,598 | <928,102> | <9.62%> |
| | Commercial/MTF | 280,000 | 300,000 | 20,000 | 7.14% | 540,000 | 1,183,000 | 643,000 | 119.07% |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 170,000 | 0 | <170,000> | <100%> | 170,000 | 0 | <170,000> | <100%> |
| SOUTH HILO | Residential | 7,918,000 | 8,977,605 | 1,059,605 | 13.38% | 22,659,600 | 23,554,805 | 895,205 | 3.95% |
| | Vacant Land | 1,821,900 | 898,000 | <923,900> | <50.71%> | 10,131,850 | 5,914,550 | <4,217,300> | <41.62%> |
| | Commercial/MTF | 1,512,000 | 1,154,400 | <357,600> | <23.65%> | 4,304,000 | 6,730,400 | 2,426,400 | 56.38% |
| | Condominium | 1,835,900 | 511,900 | <1,324,000> | <72.12%> | 4,524,400 | 2,041,575 | <2,482,825> | <54.88%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH HILO | Residential | 0 | 400,000 | 400,000 | N/A | 2,075,000 | 805,000 | <1,270,000> | <61.20%> |
| | Vacant Land | 810,000 | 0 | <810,000> | <100%> | 1,730,000 | 935,000 | <795,000> | <45.95%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| HAMAKUA | Residential | 1,898,000 | 3,184,000 | 1,286,000 | 67.76% | 4,210,550 | 6,010,000 | 1,799,450 | 42.74% |
| | Vacant Land | 3,662,000 | 775,000 | <2,887,000> | <78.84%> | 5,729,300 | 1,625,000 | <4,104,300> | <71.64%> |
| | Commercial/MTF | 0 | 0 | 0 | | 569,000 | 1,000,000 | 431,000 | 75.75% |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KOHALA | Residential | 9,384,000 | 5,400,000 | <3,984,000> | <42.46%> | 21,465,000 | 10,207,550 | <11,257,450> | <52.45%> |
| | Vacant Land | 2,280,000 | 810,000 | <1,470,000> | <64.47%> | 5,412,500 | 2,758,500 | <2,654,000> | <49.03%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 1,450,000 | 1,450,000 | N/A |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KOHALA | Residential | 39,341,113 | 12,800,545 | <26,540,568> | <67.46%> | 75,127,669 | 35,250,397 | <39,877,272> | <53.08%> |
| | Vacant Land | 11,121,300 | 1,748,000 | <9,373,300> | <84.28%> | 23,701,100 | 5,016,999 | <18,684,101> | <78.83%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 155,000 | 155,000 | N/A |
| | Condominium | 23,581,250 | 22,113,900 | <1,467,350> | <6.22%> | 53,333,786 | 47,549,800 | <5,783,986> | <10.84%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KONA | Residential | 99,030,111 | 71,620,640 | <27,409,471> | <27.68%> | 155,003,859 | 133,119,632 | <21,884,227> | <14.12%> |
| | Vacant Land | 3,464,000 | 15,564,000 | 12,100,000 | 349.31% | 16,989,500 | 24,335,650 | 7,346,150 | 43.24% |
| | Commercial/MTF | 3,100,000 | 0 | <3,100,000> | <100%> | 6,970,000 | 900,000 | <6,070,000> | <87.09%> |
| | Condominium | 32,663,500 | 28,593,500 | <4,070,000> | <12.46%> | 59,349,500 | 64,443,175 | 5,093,675 | 8.58% |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KONA | Residential | 6,457,000 | 4,448,590 | <2,008,410> | <31.10%> | 12,658,354 | 12,290,770 | <367,584> | <2.90%> |
| | Vacant Land | 1,420,400 | 1,732,000 | 311,600 | 21.94% | 2,661,914 | 3,597,600 | 935,686 | 35.15% |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 0 | 214,000 | 214,000 | N/A | 220,000 | 682,000 | 462,000 | 210.00% |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| KA'U | Residential | 3,540,775 | 2,765,380 | <775,395> | <21.90%> | 9,505,478 | 6,584,880 | <2,920,598> | <30.73%> |
| | Vacant Land | 691,900 | 815,900 | 124,000 | 17.92% | 2,618,250 | 1,845,400 | <772,850> | <29.52%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 182,000 | 0 | <182,000> | <100%> | 182,000 | 139,000 | <43,000> | <23.63%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |

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MLS Sales Statistics

Median Sales Price

| Big Island | | 1,747,750 | 1,026,740 | <721,010> | <41.25%> | 1,393,750 | 1,096,350 | <297,400> | <21.34%> |
|--------------|----------------|-------------------|-------------------|-------------|------------|-------------------|-------------------|-------------|------------|
| | | MONTH OF | | # | % | YEAR | | # | % |
| | | March | | Increase / | Increase / | TO DATE | | Increase / | Increase / |
| | | 3/1/18 to 3/31/18 | 3/1/19 to 3/31/19 | <Decrease> | <Decrease> | 1/1/18 to 3/31/18 | 1/1/19 to 3/31/19 | <Decrease> | <Decrease> |
| ENTIRE | Residential | 382,500 | 384,440 | 1,940 | 0.51% | 335,000 | 372,500 | 37,500 | 11.19% |
| | Vacant Land | 29,250 | 34,000 | 4,750 | 16.24% | 31,000 | 34,950 | 3,950 | 12.74% |
| | Commercial/MTF | 756,000 | 233,300 | <522,700> | <69.14%> | 484,000 | 331,400 | <152,600> | <31.53%> |
| | Condominium | 410,000 | 375,000 | <35,000> | <8.54%> | 373,750 | 357,500 | <16,250> | <4.35%> |
| | Business | 170,000 | 0 | <170,000> | <100%> | 170,000 | 0 | <170,000> | <100%> |
| PUNA | Residential | 223,000 | 214,000 | <9,000> | <4.04%> | 220,000 | 211,000 | <9,000> | <4.09%> |
| | Vacant Land | 25,000 | 29,250 | 4,250 | 17.00% | 22,000 | 29,000 | 7,000 | 31.82% |
| | Commercial/MTF | 280,000 | 300,000 | 20,000 | 7.14% | 270,000 | 316,500 | 46,500 | 17.22% |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 170,000 | 0 | <170,000> | <100%> | 170,000 | 0 | <170,000> | <100%> |
| SOUTH HILO | Residential | 360,750 | 393,000 | 32,250 | 8.94% | 335,000 | 366,500 | 31,500 | 9.40% |
| | Vacant Land | 155,000 | 278,000 | 123,000 | 79.35% | 161,814 | 252,000 | 90,186 | 55.73% |
| | Commercial/MTF | 756,000 | 190,000 | <566,000> | <74.87%> | 399,000 | 324,500 | <74,500> | <18.67%> |
| | Condominium | 203,000 | 137,000 | <66,000> | <32.51%> | 170,000 | 147,500 | <22,500> | <13.24%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH HILO | Residential | 0 | 400,000 | 400,000 | N/A | 1,037,500 | 402,500 | <635,000> | <61.20%> |
| | Vacant Land | 405,000 | 0 | <405,000> | <100%> | 325,000 | 467,500 | 142,500 | 43.85% |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| HAMAKUA | Residential | 506,000 | 395,000 | <111,000> | <21.94%> | 500,000 | 403,000 | <97,000> | <19.40%> |
| | Vacant Land | 192,000 | 775,000 | 583,000 | 303.65% | 190,240 | 188,000 | <2,240> | <1.18%> |
| | Commercial/MTF | 0 | 0 | 0 | | 569,000 | 1,000,000 | 431,000 | 75.75% |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KOHALA | Residential | 825,000 | 1,040,000 | 215,000 | 26.06% | 755,000 | 810,000 | 55,000 | 7.28% |
| | Vacant Land | 490,000 | 210,000 | <280,000> | <57.14%> | 430,000 | 230,000 | <200,000> | <46.51%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 1,450,000 | 1,450,000 | N/A |
| | Condominium | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KOHALA | Residential | 654,000 | 627,000 | <27,000> | <4.13%> | 654,000 | 593,000 | <61,000> | <9.33%> |
| | Vacant Land | 299,000 | 508,000 | 209,000 | 69.90% | 297,000 | 500,000 | 203,000 | 68.35% |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 155,000 | 155,000 | N/A |
| | Condominium | 495,000 | 440,000 | <55,000> | <11.11%> | 495,000 | 470,000 | <25,000> | <5.05%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| NORTH KONA | Residential | 780,000 | 679,000 | <101,000> | <12.95%> | 627,500 | 645,705 | 18,205 | 2.90% |
| | Vacant Land | 335,000 | 372,500 | 37,500 | 11.19% | 335,000 | 308,875 | <26,125> | <7.80%> |
| | Commercial/MTF | 3,100,000 | 0 | <3,100,000> | <100%> | 3,485,000 | 900,000 | <2,585,000> | <74.18%> |
| | Condominium | 367,000 | 375,000 | 8,000 | 2.18% | 360,000 | 351,250 | <8,750> | <2.43%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| SOUTH KONA | Residential | 544,500 | 475,000 | <69,500> | <12.76%> | 515,000 | 500,000 | <15,000> | <2.91%> |
| | Vacant Land | 114,950 | 80,000 | <34,950> | <30.40%> | 149,250 | 63,000 | <86,250> | <57.79%> |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 0 | 214,000 | 214,000 | N/A | 220,000 | 231,000 | 11,000 | 5.00% |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |
| KA'U | Residential | 200,000 | 174,440 | <25,560> | <12.78%> | 177,000 | 180,000 | 3,000 | 1.69% |
| | Vacant Land | 10,750 | 16,500 | 5,750 | 53.49% | 10,000 | 18,000 | 8,000 | 80.00% |
| | Commercial/MTF | 0 | 0 | 0 | | 0 | 0 | 0 | |
| | Condominium | 182,000 | 0 | <182,000> | <100%> | 182,000 | 139,000 | <43,000> | <23.63%> |
| | Business | 0 | 0 | 0 | | 0 | 0 | 0 | |

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