

JUNE



SINGLE FAMILY



CONDOMINIUMS



VACANT LAND

| JUNE 2016 | JUNE 2015 | JUNE 2016 | JUNE 2015 |
|--------------|--------------|--------------|--------------|
| Closed Sales | Closed Sales | Median Price | Median Price |

| MEDIAN SALES PRICE | 2016 | 2016 | 2016 |
|--------------------|-----------|-------------|-------------|
| | 2015 | \$743,500 ▲ | \$344,000 ▲ |
| | \$570,000 | \$306,504 | \$370,000 |

| CLOSED SALES | 2016 | 2016 | 2016 |
|--------------|------|------|------|
| | 2015 | 60 ▲ | 22 ▼ |
| | 47 | 42 | 13 |

| NEW ACTIVE LISTINGS | 2016 | 2016 | 2016 |
|---------------------|------|------|------|
| | 2015 | 41 ▼ | 25 ▲ |
| | 52 | 22 | 9 |

| VOLUME SALES | 2016 | 2016 | 2016 |
|--------------|--------------|----------------|----------------|
| | 2015 | \$59,110,798 ▲ | \$10,072,250 ▼ |
| | \$46,421,500 | \$14,264,682 | \$5,170,000 |

SINGLE FAMILY HOMES

| Area | 2016 | 2015 | 2016 | 2015 |
|----------|--------------|--------------|--------------|--------------|
| | Closed Sales | Closed Sales | Median Price | Median Price |
| Waimea | 4 | 3 | \$464,500 | \$324,500 |
| Koloa | 10 | 8 | \$1,043,500 | \$577,500 |
| Lihue | 7 | 7 | \$549,000 | \$505,000 |
| Kawaihau | 23 | 13 | \$580,000 | \$445,000 |
| Hanalei | 16 | 16 | \$1,117,500 | \$1,217,500 |

CONDOMINIUMS

| Area | 2016 | 2015 | 2016 | 2015 |
|----------|--------------|--------------|--------------|--------------|
| | Closed Sales | Closed Sales | Median Price | Median Price |
| Waimea | 0 | 0 | \$0 | \$0 |
| Koloa | 2 | 12 | \$569,375 | \$330,000 |
| Lihue | 9 | 12 | \$235,000 | \$218,500 |
| Kawaihau | 4 | 10 | \$312,500 | \$239,750 |
| Hanalei | 7 | 8 | \$657,000 | \$423,500 |

VACANT LAND


| Area | 2016 | 2015 | 2016 | 2015 |
|----------|--------------|--------------|--------------|--------------|
| | Closed Sales | Closed Sales | Median Price | Median Price |
| Waimea | 0 | 0 | \$0 | \$0 |
| Koloa | 6 | 3 | \$472,500 | \$400,000 |
| Lihue | 0 | 1 | \$0 | \$300,000 |
| Kawaihau | 2 | 6 | \$827,000 | \$252,500 |
| Hanalei | 2 | 3 | \$1,737,500 | \$425,000 |

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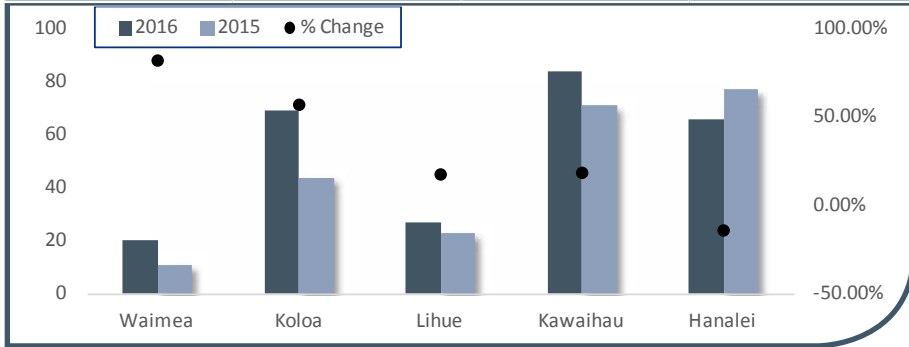
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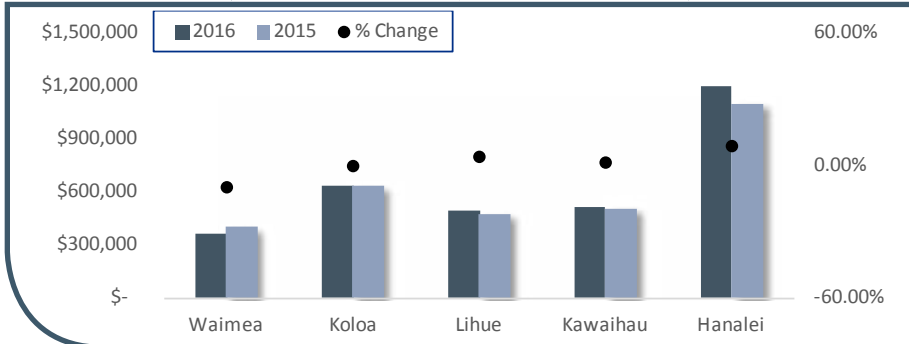
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**SINGLE
FAMILY**

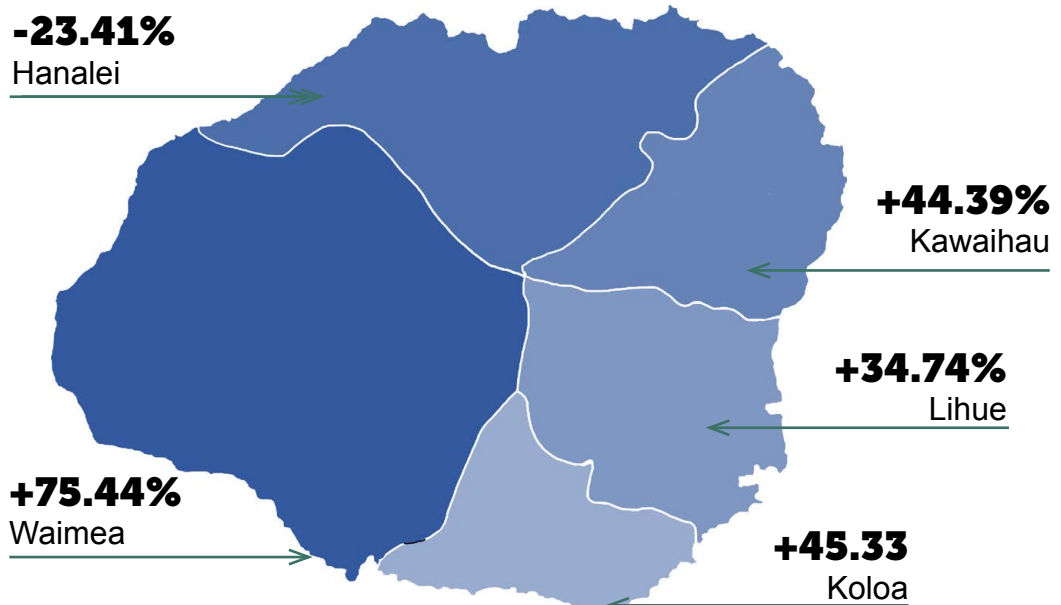
| CLOSED SALES | 2016 | 2015 | % Change |
|---------------------|-------------|-------------|-----------------|
| Waimea | 20 | 11 | 81.82% |
| Koloa | 69 | 44 | 56.82% |
| Lihue | 27 | 23 | 17.39% |
| Kawaihau | 84 | 71 | 18.31% |
| Hanalei | 66 | 77 | -14.29% |
| SUMMARY | 266 | 226 | 17.70% |



| MEDIAN PRICE | 2016 | 2015 | % Change |
|---------------------|------------------|------------------|-----------------|
| Waimea | \$360,000 | \$400,000 | -10.00% |
| Koloa | \$630,000 | \$632,500 | -0.40% |
| Lihue | \$495,000 | \$477,000 | 3.77% |
| Kawaihau | \$515,000 | \$509,000 | 1.18% |
| Hanalei | \$1,195,000 | \$1,100,000 | 8.64% |
| SUMMARY | \$600,000 | \$620,000 | -3.23% |



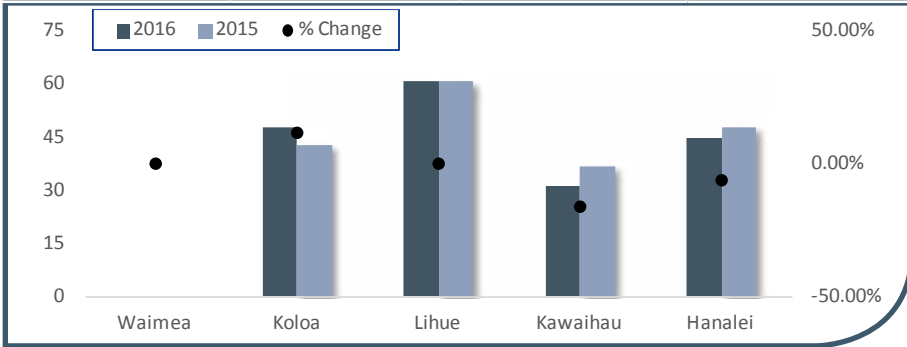
| SALES VOLUME | 2016 | 2015 | % Change |
|---------------------|----------------------|----------------------|-----------------|
| Waimea | \$7,963,920 | \$4,539,500 | 75.44% |
| Koloa | \$62,907,899 | \$43,285,000 | 45.33% |
| Lihue | \$14,932,649 | \$11,082,500 | 34.74% |
| Kawaihau | \$65,960,651 | \$45,681,600 | 44.39% |
| Hanalei | \$118,269,999 | \$154,419,500 | -23.41% |
| SUMMARY | \$270,035,118 | \$259,008,100 | 4.26% |



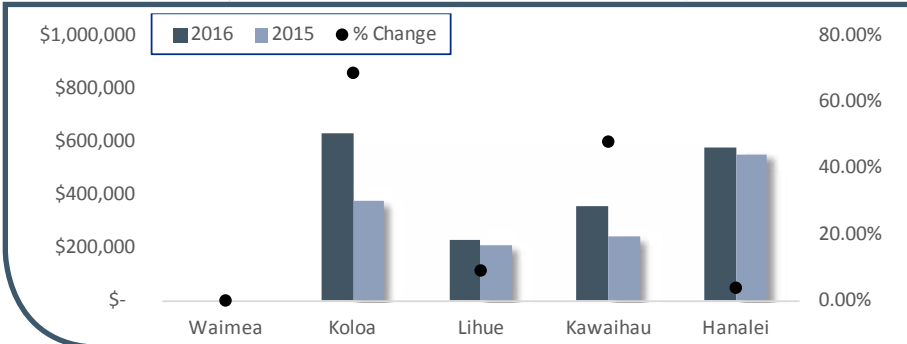
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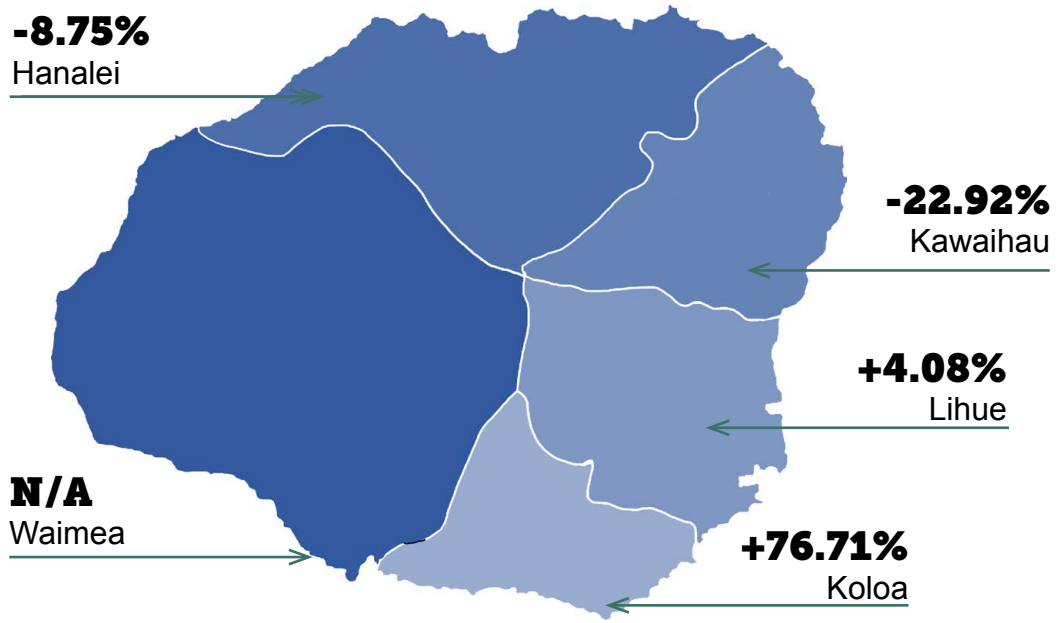
| CLOSED SALES | 2016 | 2015 | % Change |
|---------------------|-------------|-------------|-----------------|
| Waimea | 0 | 0 | 0.00% |
| Koloa | 48 | 43 | 11.63% |
| Lihue | 61 | 61 | 0.00% |
| Kawaihau | 31 | 37 | -16.22% |
| Hanalei | 45 | 48 | -6.25% |
| SUMMARY | 185 | 189 | -2.12% |



| MEDIAN PRICE | 2016 | 2015 | % Change |
|---------------------|------------------|------------------|-----------------|
| Waimea | \$0 | \$0 | 0.00% |
| Koloa | \$632,500 | \$375,000 | 68.67% |
| Lihue | \$229,000 | \$210,000 | 9.05% |
| Kawaihau | \$355,000 | \$240,000 | 47.92% |
| Hanalei | \$575,000 | \$553,750 | 3.84% |
| SUMMARY | \$390,000 | \$340,000 | 14.71% |



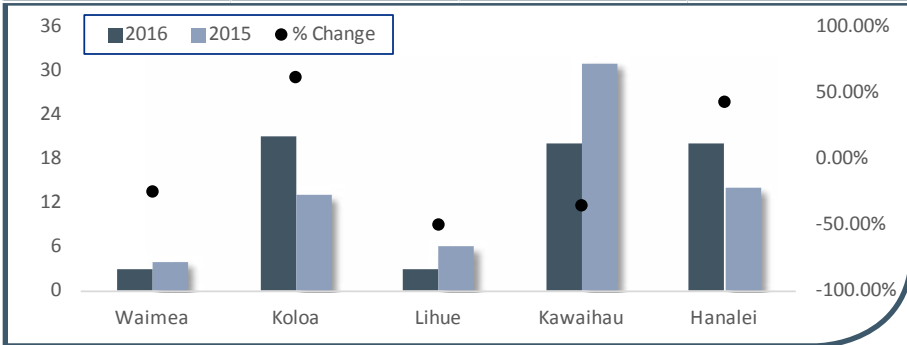
| SALES VOLUME | 2016 | 2015 | % Change |
|---------------------|---------------------|---------------------|-----------------|
| Waimea | \$0 | \$0 | 0.00% |
| Koloa | \$29,913,520 | \$16,927,714 | 76.71% |
| Lihue | \$15,190,107 | \$14,594,801 | 4.08% |
| Kawaihau | \$10,304,550 | \$13,367,907 | -22.92% |
| Hanalei | \$26,825,500 | \$29,396,907 | -8.75% |
| SUMMARY | \$82,233,677 | \$74,287,329 | 10.70% |



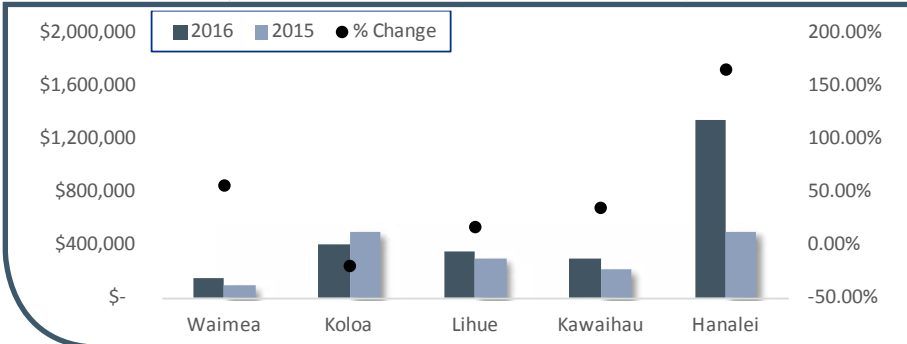
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**VACANT
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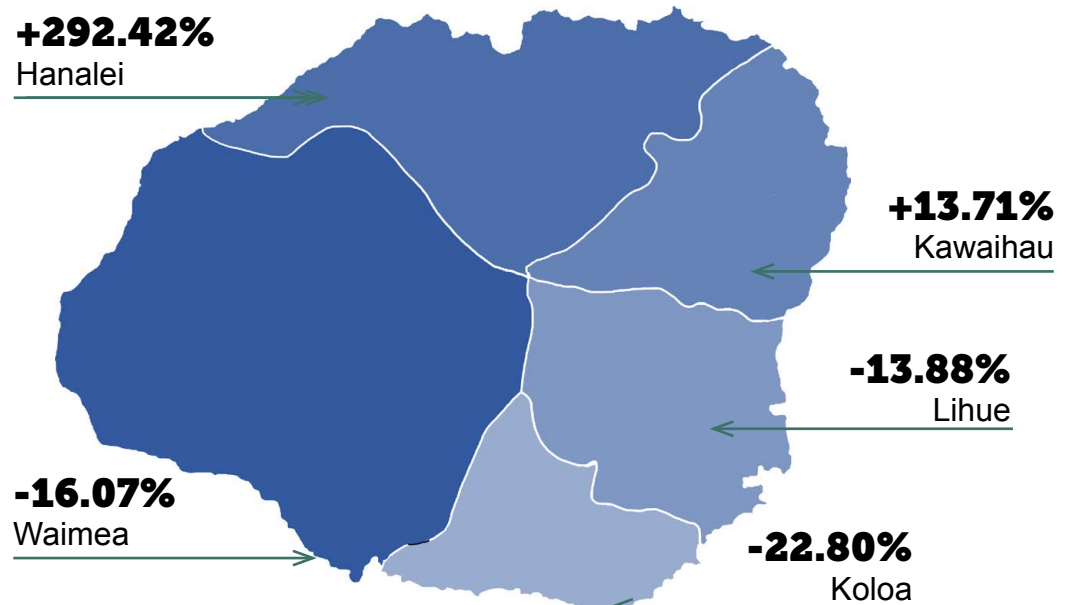
| CLOSED SALES | 2016 | 2015 | % Change |
|---------------------|-------------|-------------|-----------------|
| Waimea | 3 | 4 | -25.00% |
| Koloa | 21 | 13 | 61.54% |
| Lihue | 3 | 6 | -50.00% |
| Kawaihau | 20 | 31 | -35.48% |
| Hanalei | 20 | 14 | 42.86% |
| SUMMARY | 67 | 68 | -2.12% |



| MEDIAN PRICE | 2016 | 2015 | % Change |
|---------------------|------------------|------------------|-----------------|
| Waimea | \$150,000 | \$96,250 | 55.84% |
| Koloa | \$400,000 | \$500,000 | -20.00% |
| Lihue | \$350,000 | \$300,000 | 16.67% |
| Kawaihau | \$296,500 | \$220,000 | 34.77% |
| Hanalei | \$1,337,500 | \$504,500 | 165.11% |
| SUMMARY | \$390,000 | \$340,000 | 27.13% |



| SALES VOLUME | 2016 | 2015 | % Change |
|---------------------|---------------------|---------------------|-----------------|
| Waimea | \$350,000 | \$417,000 | -16.07% |
| Koloa | \$10,896,500 | \$14,115,000 | -22.80% |
| Lihue | \$1,520,000 | \$1,765,000 | -13.88% |
| Kawaihau | \$12,226,000 | \$10,751,500 | 13.71% |
| Hanalei | \$36,088,500 | \$9,196,499 | 292.42% |
| SUMMARY | \$61,081,000 | \$36,244,999 | 68.52% |



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