## Local Market Update Single Family Homes January 2019



Januar	y 2019	N	ew Listin	gs	Cl	osed Sal	es	Medi	an Sales Pric	e	Percent of C	Original Price	Received	Days on	Market U	Jntil Sale	Inventor	y of Home	s for Sale
		Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	23	20	15%	1	5	-80%	\$710,000	\$985,000	-28%	88.9%	92.9%	-4%	59	30	97%	53	45	18%
Ala Moana - Kakaako	1-2-3	1	2	-50%	0	0	-	\$0	\$0	-	0.0%	0.0%	-	0	0	-	3	2	50%
Downtown - Nuuanu	1-1-8 to 1-2-2	14	11	27%	4	4	0%	\$1,135,000	\$770,000	47%	94.6%	97.5%	-3%	38	17	124%	39	26	50%
Ewa Plain	1-9-1	83	81	2%	44	41	7%	\$701,500	\$667,000	5%	97.2%	101.2%	-4%	46	10	360%	209	119	76%
Hawaii Kai	1-3-9	28	30	-7%	6	11	-45%	\$1,040,000	\$1,050,000	-1%	90.1%	90.7%	-1%	37	48	-23%	77	62	24%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	37	34	9%	22	22	0%	\$982,000	\$868,000	13%	98.8%	96.5%	2%	18	27	-33%	120	96	25%
Kalihi - Palama	1-1-2 to 1-1-7	18	16	13%	15	16	-6%	\$805,000	\$690,000	17%	94.9%	101.6%	-7%	19	22	-14%	65	53	23%
Kaneohe	Selected 1-4-4 to 1-4-7	33	29	14%	19	18	6%	\$835,000	\$857,500	-3%	98.2%	100.0%	-2%	13	18	-28%	69	66	5%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	39	19	105%	18	8	125%	\$1,262,500	\$1,255,000	1%	96.3%	101.4%	-5%	17	32	-47%	90	53	70%
Makaha - Nanakuli	1-8-1 to 1-8-9	49	41	20%	24	26	-8%	\$437,500	\$449,500	-3%	99.5%	98.8%	1%	38	55	-31%	126	103	22%
Makakilo	1-9-2 to 1-9-3	16	14	14%	12	10	20%	\$682,000	\$799,444	-15%	94.4%	98.5%	-4%	31	34	-9%	56	33	70%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	23	12	92%	9	11	-18%	\$1,117,500	\$1,185,500	-6%	93.4%	91.2%	2%	32	31	3%	68	48	42%
Mililani	Selected 1-9-4 to 1-9-5	22	15	47%	14	17	-18%	\$762,500	\$810,000	-6%	97.4%	101.4%	-4%	20	13	54%	48	32	50%
Moanalua - Salt Lake	1-1-1	3	5	-40%	4	1	300%	\$781,100	\$540,000	45%	89.4%	66.8%	34%	39	113	-65%	15	7	114%
North Shore	1-5-6 to 1-6-9	24	11	118%	2	7	-71%	\$812,500	\$840,000	-3%	102.0%	93.4%	9%	6	21	-71%	68	52	31%
Pearl City - Aiea	1-9-6 to 1-9-9	32	21	52%	20	21	-5%	\$735,000	\$867,000	-15%	95.2%	88.0%	8%	20	21	-5%	64	50	28%
Wahiawa	1-7-1 to 1-7-7	12	14	-14%	11	6	83%	\$627,000	\$578,500	8%	98.1%	91.5%	7%	26	87	-70%	30	15	100%
	1-3-5	18	17	6%	8	7	14%	\$1,850,000	\$1,846,000	0%	77.5%	102.6%	-24%	85	58	47%	60	58	3%
Waikiki	1-2-6	1	0	-	0	0	-	\$0	\$0	-	0.0%	0.0%	-	0	0	-	2	1	100%
Waipahu	1-9-4	28	27	4%	12	15	-20%	\$732,750	\$705,000	4%	98.5%	97.2%	1%	18	15	20%	69	50	38%
Windward Coast	1-4-8 to 1-5-5	15	7	114%	1	6	-83%	\$860,000	\$797,000	8%	90.5%	94.3%	-4%	1	32	-97%	39	32	22%

Year to	o Date	N	ew Listin	gs	C	losed Sal	es	Medi	an Sales Pric	e	Percent of O	riginal Price	Received	Days on	Market U	ntil Sale
		Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	23	20	15%	1	5	-80%	\$710,000	\$985,000	-28%	88.9%	92.9%	-4%	59	30	97%
Ala Moana - Kakaako	1-2-3	1	2	-50%	0	0	-	\$0	\$0	-	0.0%	0.0%	-	0	0	-
Downtown - Nuuanu	1-1-8 to 1-2-2	14	11	27%	4	4	0%	\$1,135,000	\$770,000	47%	94.6%	97.5%	-3%	38	17	124%
Ewa Plain	1-9-1	83	81	2%	44	41	7%	\$701,500	\$667,000	5%	97.2%	101.2%	-4%	46	10	360%
Hawaii Kai	1-3-9	28	30	-7%	6	11	-45%	\$1,040,000	\$1,050,000	-1%	90.1%	90.7%	-1%	37	48	-23%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	37	34	9%	22	22	0%	\$982,000	\$868,000	13%	98.8%	96.5%	2%	18	27	-33%
Kalihi - Palama	1-1-2 to 1-1-7	18	16	13%	15	16	-6%	\$805,000	\$690,000	17%	94.9%	101.6%	-7%	19	22	-14%
Kaneohe	Selected 1-4-4 to 1-4-7	33	29	14%	19	18	6%	\$835,000	\$857,500	-3%	98.2%	100.0%	-2%	13	18	-28%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	39	19	105%	18	8	125%	\$1,262,500	\$1,255,000	1%	96.3%	101.4%	-5%	17	32	-47%
Makaha - Nanakuli	1-8-1 to 1-8-9	49	41	20%	24	26	-8%	\$437,500	\$449,500	-3%	99.5%	98.8%	1%	38	55	-31%
Makakilo	1-9-2 to 1-9-3	16	14	14%	12	10	20%	\$682,000	\$799,444	-15%	94.4%	98.5%	-4%	31	34	-9%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	23	12	92%	9	11	-18%	\$1,117,500	\$1,185,500	-6%	93.4%	91.2%	2%	32	31	3%
Mililani	Selected 1-9-4 to 1-9-5	22	15	47%	14	17	-18%	\$762,500	\$810,000	-6%	97.4%	101.4%	-4%	20	13	54%
Moanalua - Salt Lake	1-1-1	3	5	-40%	4	1	300%	\$781,100	\$540,000	45%	89.4%	66.8%	34%	39	113	-65%
North Shore	1-5-6 to 1-6-9	24	11	118%	2	7	-71%	\$812,500	\$840,000	-3%	102.0%	93.4%	9%	6	21	-71%
Pearl City - Aiea	1-9-6 to 1-9-9	32	21	52%	20	21	-5%	\$735,000	\$867,000	-15%	95.2%	88.0%	8%	20	21	-5%
Wahiawa	1-7-1 to 1-7-7	12	14	-14%	11	6	83%	\$627,000	\$578,500	8%	98.1%	91.5%	7%	26	87	-70%
Waialae - Kahala	1-3-5	18	17	6%	8	7	14%	\$1,850,000	\$1,846,000	0%	77.5%	102.6%	-24%	85	58	47%
Waikiki	1-2-6	1	0	-	0	0	-	\$0	\$0	-	0.0%	0.0%	-	0	0	-
Waipahu	1-9-4	28	27	4%	12	15	-20%	\$732,750	\$705,000	4%	98.5%	97.2%	1%	18	15	20%
Windward Coast	1-4-8 to 1-5-5	15	7	114%	1	6	-83%	\$860,000	\$797,000	8%	90.5%	94.3%	-4%	1	32	-97%

# Local Market Update Condos January 2019



Januar	y 2019	N	ew Listin	gs	С	losed Sale	S	Med	ian Sales Pr	ice	Percent of C	Original Price	Received	Days on	Market L	Intil Sale	Inventor	y of Home	s for Sale
		Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	0	0	1	1	0	-	\$685,000	\$0	-	96.6%	0.0%	-	25	0		1	0	-
Ala Moana - Kakaako	1-2-3	90	70	29%	33	28	18%	\$595,000	\$724,950	-18%	96.7%	94.8%	2%	40	57	-30%	334	214	56%
Downtown - Nuuanu	1-1-8 to 1-2-2	90	40	125%	24	33	-27%	\$640,000	\$525,000	22%	96.7%	92.3%	5%	24	29	-17%	202	133	52%
Ewa Plain	1-9-1	75	58	29%	23	33	-30%	\$530,000	\$386,000	37%	99.1%	96.7%	2%	25	16	56%	141	84	68%
Hawaii Kai	1-3-9	29	25	16%	10	19	-47%	\$752,000	\$625,000	20%	94.7%	98.4%	-4%	62	21	195%	64	48	33%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	13	14	-7%	14	6	133%	\$699,500	\$562,000	24%	98.5%	99.5%	-1%	40	21	90%	28	26	8%
Kalihi - Palama	1-1-2 to 1-1-7	16	20	-20%	6	9	-33%	\$392,000	\$475,000	-17%	96.8%	95.2%	2%	22	47	-53%	46	38	21%
	Selected 1-4-4 to 1-4-7	37	16	131%	10	12	-17%	\$543,750	\$565,750	-4%	96.8%	100.9%	-4%	15	16	-6%	54	22	145%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	11	13	-15%	6	1	500%	\$387,500	\$925,000	-58%	95.7%	97.4%	-2%	23	22	5%	49	47	4%
Makaha - Nanakuli	1-8-1 to 1-8-9	34	30	13%	15	6	150%	\$170,000	\$194,500	-13%	98.8%	92.8%	6%	26	82	-68%	72	53	36%
	1-9-2 to 1-9-3	22	13	69%	10	12	-17%	\$377,000	\$455,500	-17%	96.2%	99.3%	-3%	26	11	136%	43	25	72%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	81	66	23%	31	50	-38%	\$358,000	\$373,000	-4%	95.5%	95.4%	0%	37	32	16%	187	155	21%
Mililani	Selected 1-9-4 to 1-9-5	46	57	-19%	24	28	-14%	\$418,500	\$425,000	-2%	99.1%	100.0%	-1%	26	13	100%	84	68	24%
Moanalua - Salt Lake	1-1-1	27	21	29%	17	6	183%	\$402,500	\$390,450	3%	98.4%	95.1%	3%	16	24	-33%	44	38	16%
North Shore	1-5-6 to 1-6-9	5	6	-17%	3	4	-25%	\$554,439	\$518,000	7%	85.0%	98.9%	-14%	49	6	717%	19	20	-5%
Pearl City - Aiea	1-9-6 to 1-9-9	39	59	-34%	22	23	-4%	\$341,000	\$377,000	-10%	97.7%	101.9%	-4%	25	14	79%	82	80	3%
Wahiawa	1-7-1 to 1-7-7	7	4	75%	4	2	100%	\$216,175	\$185,500	17%	94.2%	101.9%	-8%	8	12	-33%	12	6	100%
Waialae - Kahala	1-3-5	6	5	20%	3	6	-50%	\$585,000	\$369,000	59%	98.3%	96.0%	2%	6	25	-76%	25	22	14%
Waikiki	1-2-6	201	190	6%	53	75	-29%	\$346,000	\$445,000	-22%	89.9%	98.9%	-9%	37	19	95%	666	561	19%
Waipahu	1-9-4	38	19	100%	16	18	-11%	\$381,000	\$379,500	0%	97.7%	102.2%	-4%	16	12	33%	65	42	55%
Windward Coast	1-4-8 to 1-5-5	0	4	-100%	1	3	-67%	\$355,000	\$245,000	45%	102.9%	100.0%	3%	8	9	-11%	19	17	12%

Year to	o Date	N	ew Listin	gs	C	losed Sal	es	Med	ian Sales Pr	rice	Percent of C	Original Price	Received	Days on	Market L	Intil Sale
		Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change	Jan-19	Jan-18	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	0	0	-	1	0	-	\$685,000	\$0	-	96.6%	0.0%	-	25	0	-
Ala Moana - Kakaako	1-2-3	90	70	29%	33	28	18%	\$595,000	\$724,950	-18%	96.7%	94.8%	2%	40	57	-30%
Downtown - Nuuanu	1-1-8 to 1-2-2	90	40	125%	24	33	-27%	\$640,000	\$525,000	22%	96.7%	92.3%	5%	24	29	-17%
Ewa Plain	1-9-1	75	58	29%	23	33	-30%	\$530,000	\$386,000	37%	99.1%	96.7%	2%	25	16	56%
Hawaii Kai	1-3-9	29	25	16%	10	19	-47%	\$752,000	\$625,000	20%	94.7%	98.4%	-4%	62	21	195%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	13	14	-7%	14	6	133%	\$699,500	\$562,000	24%	98.5%	99.5%	-1%	40	21	90%
Kalihi - Palama	1-1-2 to 1-1-7	16	20	-20%	6	9	-33%	\$392,000	\$475,000	-17%	96.8%	95.2%	2%	22	47	-53%
Kaneohe	Selected 1-4-4 to 1-4-7	37	16	131%	10	12	-17%	\$543,750	\$656,750	-17%	96.8%	100.9%	-4%	15	16	-6%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	11	13	-15%	6	1	500%	\$387,500	\$925,000	-58%	95.7%	97.4%	-2%	23	22	5%
Makaha - Nanakuli	1-8-1 to 1-8-9	34	30	13%	15	6	150%	\$170,000	\$194,500	-13%	98.8%	92.8%	6%	26	82	-68%
Makakilo	1-9-2 to 1-9-3	22	13	69%	10	12	-17%	\$377,000	\$455,500	-17%	96.2%	99.3%	-3%	26	11	136%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	81	66	23%	31	50	-38%	\$358,000	\$373,000	-4%	95.5%	95.4%	0%	37	32	16%
Mililani	Selected 1-9-4 to 1-9-5	46	57	-19%	24	28	-14%	\$418,500	\$425,000	-2%	99.1%	100.0%	-1%	26	13	100%
Moanalua - Salt Lake	1-1-1	27	21	29%	17	6	183%	\$402,500	\$390,450	3%	98.4%	95.1%	3%	16	24	-33%
North Shore	1-5-6 to 1-6-9	5	6	-17%	3	4	-25%	\$554,439	\$518,000	7%	85.0%	98.9%	-14%	49	6	717%
Pearl City - Aiea	1-9-6 to 1-9-9	39	59	-34%	22	23	-4%	\$341,000	\$377,000	-10%	97.7%	101.9%	-4%	25	14	79%
Wahiawa	1-7-1 to 1-7-7	7	4	75%	4	2	100%	\$216,175	\$185,500	17%	94.2%	101.9%	-8%	8	12	-33%
Waialae - Kahala	1-3-5	6	5	20%	3	6	-50%	\$585,000	\$369,000	59%	98.3%	96.0%	2%	6	25	-76%
Waikiki	1-2-6	201	190	6%	53	75	-29%	\$346,000	\$445,000	-22%	89.9%	98.9%	-9%	37	19	95%
Waipahu	1-9-4	38	19	100%	16	18	-11%	\$381,000	\$379,500	0%	97.7%	102.2%	-4%	16	12	33%
Windward Coast	1-4-8 to 1-5-5	0	4	-100%	1	3	-67%	\$355,000	\$245,000	45%	102.9%	100.0%	3%	8	9	-11%

## Local Market Update January 2019

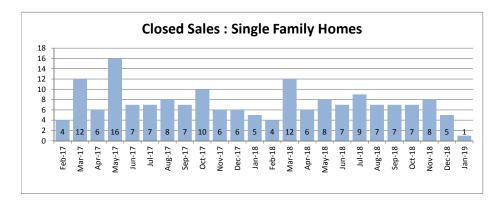
Aina Haina - Kuliouou 1-3-6 to 1-3-8

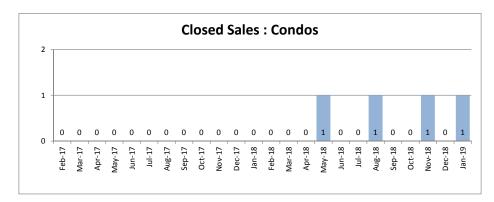


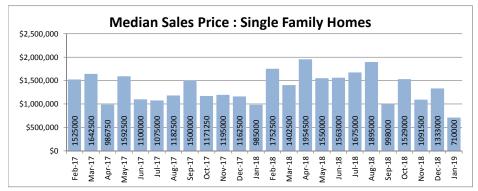
January 2019

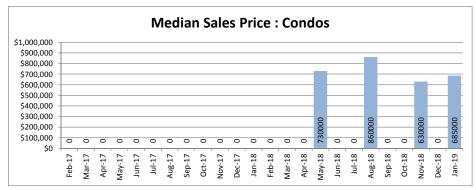
Single Family Homes		January		Year to Date				
Single railing florines	2019	2018	Change	2019	2018	Change		
New Listings	23	20	15%	23	20	15%		
Closed Sales	1	5	-80%	1	5	-80%		
Median Sales Price	\$710,000	\$985,000	-28%	\$710,000	\$985,000	-28%		
Percent of Original List Price Received	88.9%	92.9%	-4%	88.9%	92.9%	-4%		
Median Days on Market Until Sale	59	30	97%	59	30	97%		
Inventory of Homes for Sale	53	45	18%	•	-	-		

Condos		January		Year to Date			
Condos	2019	2018	Change	2019	2018	Change	
New Listings	0	0	-	0	0	-	
Closed Sales	1	0	-	1	0	-	
Median Sales Price	\$685,000	\$0	-	\$685,000	\$0	-	
Percent of Original List Price Received	96.6%	0.0%	-	96.6%	0.0%	-	
Median Days on Market Until Sale	25	0	-	25	0	-	
Inventory of Homes for Sale	1	0	-	-	=	-	









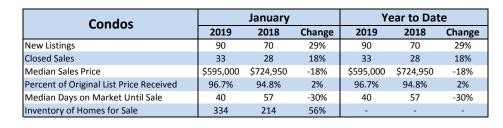
#### January 2019

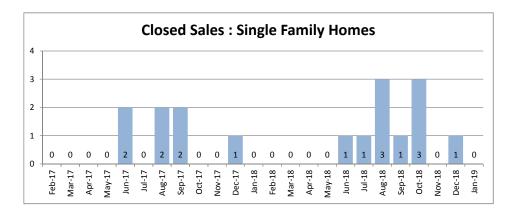
Ala Moana - Kakaako 1-2-3



January 2019

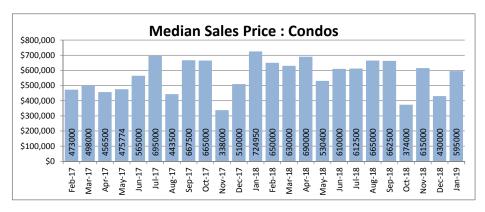
Single Family Homes		January		Year to Date			
Single Fairing Homes	2019	2018	Change	2019	2018	Change	
New Listings	1	2	-50%	1	2	-50%	
Closed Sales	0	0	-	0	0	-	
Median Sales Price	\$0	\$0	-	\$0	\$0	-	
Percent of Original List Price Received	0.0%	0.0%	-	0.0%	0.0%	-	
Median Days on Market Until Sale	0	0	-	0	0	-	
Inventory of Homes for Sale	3	2	50%	-	-	-	











January 2019

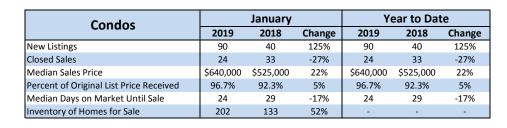
**Downtown - Nuuanu** 

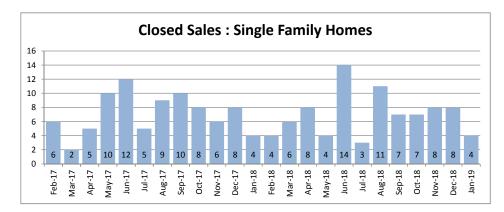
1-1-8 to 1-2-2

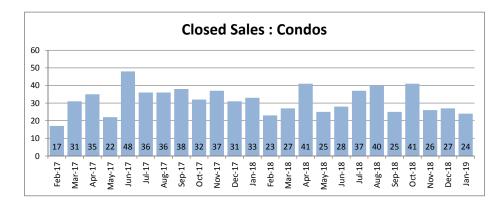


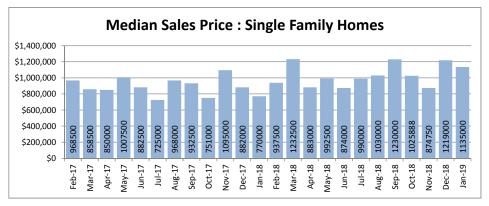
January 2019

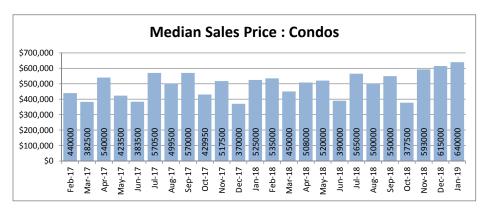
Single Family Homes		January		Year to Date			
Single Fairing Homes	2019	2018	Change	2019	2018	Change	
New Listings	14	11	27%	14	11	27%	
Closed Sales	4	4	0%	4	4	0%	
Median Sales Price	\$1,135,000	\$770,000	47%	\$1,135,000	\$770,000	47%	
Percent of Original List Price Received	94.6%	97.5%	-3%	94.6%	97.5%	-3%	
Median Days on Market Until Sale	38	17	124%	38	17	124%	
Inventory of Homes for Sale	39	26	50%	-	-	-	











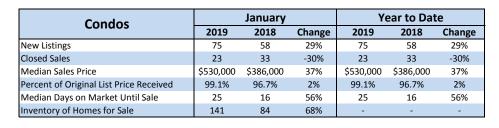
#### January 2019

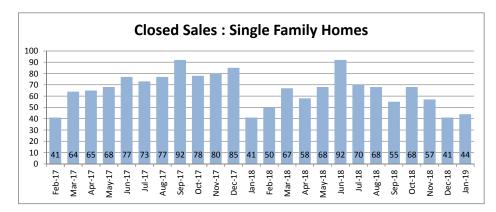




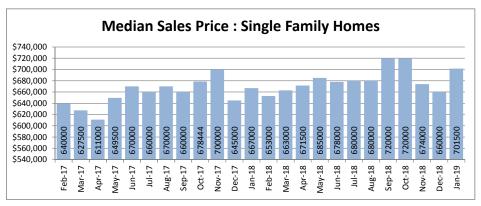
January 2019

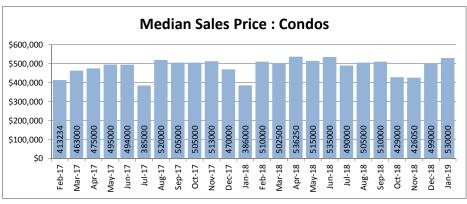
Single Family Homes		January		Year to Date			
Single Fairing Homes	2019	2018	Change	2019	2018	Change	
New Listings	83	81	2%	83	81	2%	
Closed Sales	44	41	7%	44	41	7%	
Median Sales Price	\$701,500	\$667,000	5%	\$701,500	\$667,000	5%	
Percent of Original List Price Received	97.2%	101.2%	-4%	97.2%	101.2%	-4%	
Median Days on Market Until Sale	46	10	360%	46	10	360%	
Inventory of Homes for Sale	209	119	76%	-	-	-	



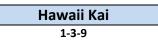








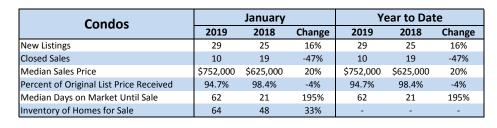
#### January 2019

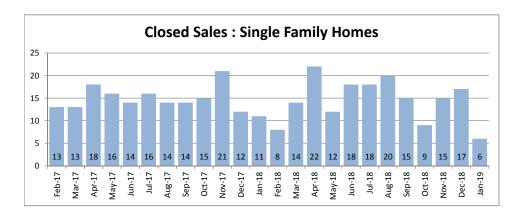




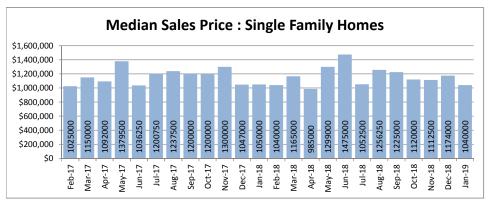
January 2019

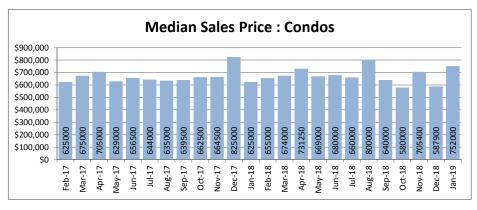
Single Family Homes		January		Year to Date				
Single Failing Homes	2019	2018	Change	2019	2018	Change		
New Listings	28	30	-7%	28	30	-7%		
Closed Sales	6	11	-45%	6	11	-45%		
Median Sales Price	\$1,040,000	\$1,050,000	-1%	\$1,040,000	\$1,050,000	-1%		
Percent of Original List Price Received	90.1%	90.7%	-1%	90.1%	90.7%	-1%		
Median Days on Market Until Sale	37	48	-23%	37	48	-23%		
Inventory of Homes for Sale	77	62	24%	-	-	-		











January 2019

Kailua - Waimanalo

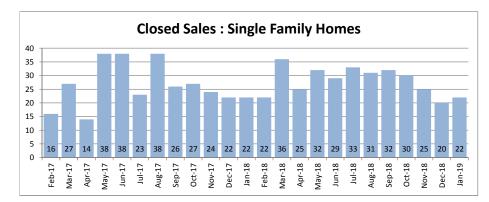
1-4-1 to Selected 1-4-4



January 2019

Single Family Homes		January		Year to Date			
Siligle Faililly Hollies	2019	2018	Change	2019	2018	Change	
New Listings	37	34	9%	37	34	9%	
Closed Sales	22	22	0%	22	22	0%	
Median Sales Price	\$982,000	\$868,000	13%	\$982,000	\$868,000	13%	
Percent of Original List Price Received	98.8%	96.5%	2%	98.8%	96.5%	2%	
Median Days on Market Until Sale	18	27	-33%	18	27	-33%	
Inventory of Homes for Sale	120	96	25%	-	-	-	

Condos		January		Year to Date			
Condos	2019	2018	Change	2019	2018	Change	
New Listings	13	14	-7%	13	14	-7%	
Closed Sales	14	6	133%	14	6	133%	
Median Sales Price	\$699,500	\$562,000	24%	\$699,500	\$562,000	24%	
Percent of Original List Price Received	98.5%	99.5%	-1%	98.5%	99.5%	-1%	
Median Days on Market Until Sale	40	21	90%	40	21	90%	
Inventory of Homes for Sale	28	26	8%	-	-	-	









January 2019

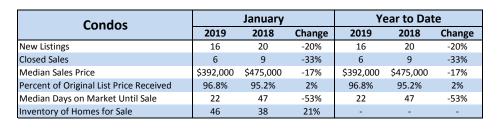
Kalihi - Palama

1-1-2 to 1-1-7



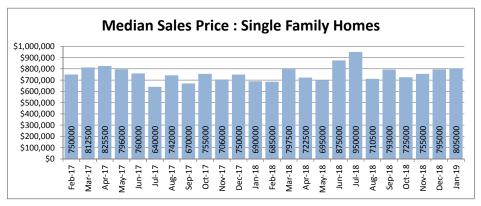
January 2019

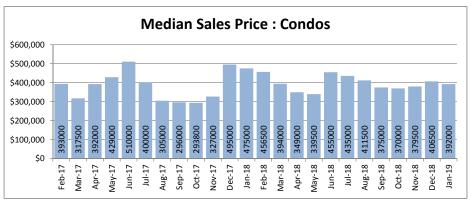
Single Family Homes	January			Year to Date			
Single running monies	2019	2018	Change	2019	2018	Change	
New Listings	18	16	13%	18	16	13%	
Closed Sales	15	16	-6%	15	16	-6%	
Median Sales Price	\$805,000	\$690,000	17%	\$805,000	\$690,000	17%	
Percent of Original List Price Received	94.9%	101.6%	-7%	94.9%	101.6%	-7%	
Median Days on Market Until Sale	19	22	-14%	19	22	-14%	
Inventory of Homes for Sale	65	53	23%	-	-	-	











#### January 2019

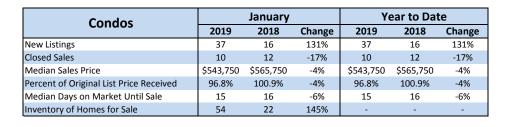
Kaneohe

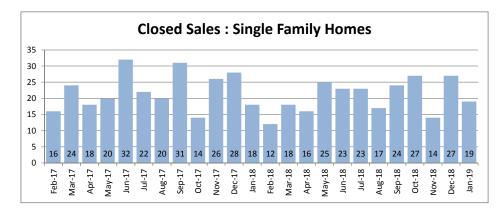
Selected 1-4-4 to 1-4-7



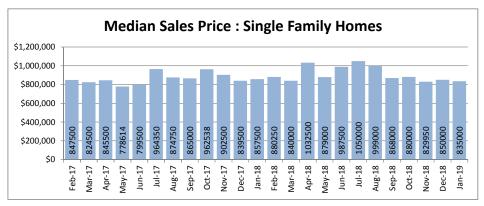
January 2019

Single Family Homes	January			Year to Date			
Single raining monies	2019	2018	Change	2019	2018	Change	
New Listings	33	29	14%	33	29	14%	
Closed Sales	19	18	6%	19	18	6%	
Median Sales Price	\$835,000	\$857,500	-3%	\$835,000	\$857,500	-3%	
Percent of Original List Price Received	98.2%	100.0%	-2%	98.2%	100.0%	-2%	
Median Days on Market Until Sale	13	18	-28%	13	18	-28%	
Inventory of Homes for Sale	69	66	5%	-	-	-	











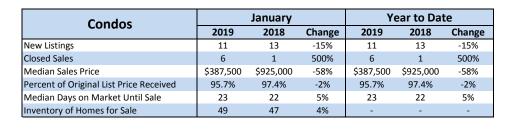
#### January 2019

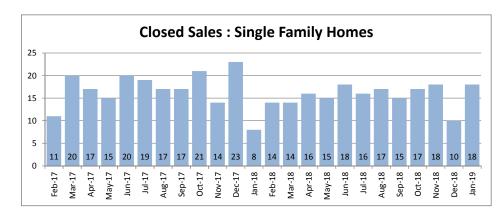
Kapahulu - Diamond Head 1-3-1 to 1-3-4



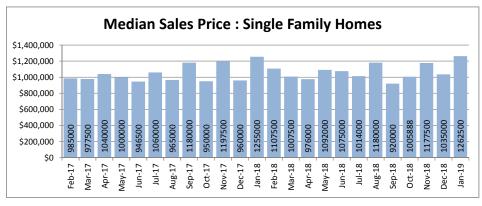
January 2019

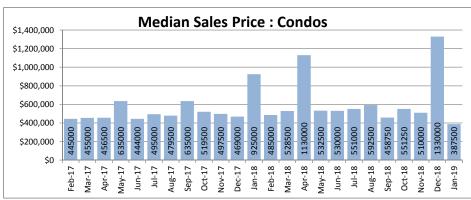
Single Family Homes	January			Year to Date			
Single running monies	2019	2018	Change	2019	2018	Change	
New Listings	39	19	105%	39	19	105%	
Closed Sales	18	8	125%	18	8	125%	
Median Sales Price	\$1,262,500	\$1,255,000	1%	\$1,262,500	\$1,255,000	1%	
Percent of Original List Price Received	96.3%	101.4%	-5%	96.3%	101.4%	-5%	
Median Days on Market Until Sale	17	32	-47%	17	32	-47%	
Inventory of Homes for Sale	90	53	70%	-	-	-	











#### January 2019

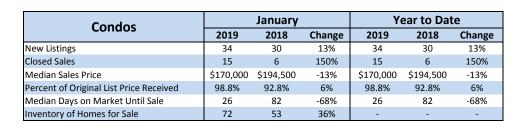
Makaha - Nanakuli

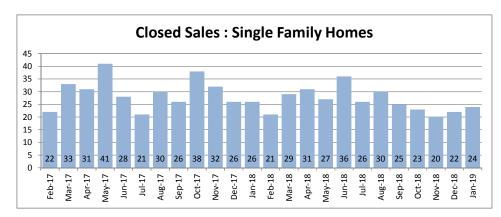
1-8-1 to 1-8-9

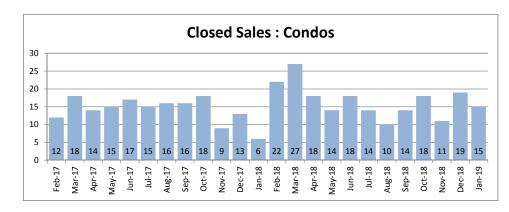


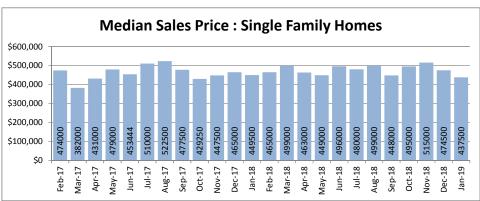
January 2019

Single Family Homes		January			Year to Date			
Single running monnes	2019	2018	Change	2019	2018	Change		
New Listings	49	41	20%	49	41	20%		
Closed Sales	24	26	-8%	24	26	-8%		
Median Sales Price	\$437,500	\$449,500	-3%	\$437,500	\$449,500	-3%		
Percent of Original List Price Received	99.5%	98.8%	1%	99.5%	98.8%	1%		
Median Days on Market Until Sale	38	55	-31%	38	55	-31%		
Inventory of Homes for Sale	126	103	22%	-	-	-		











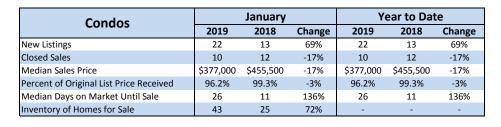
#### January 2019

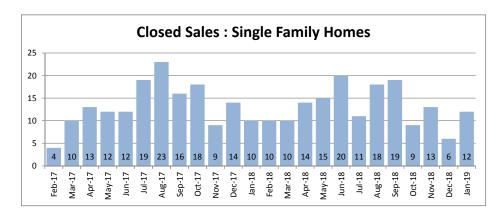
Makakilo 1-9-2 to 1-9-3



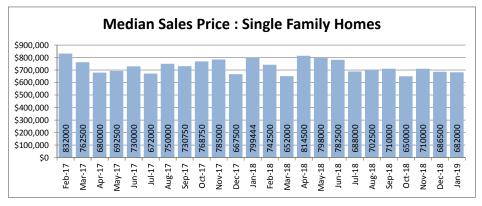
January 2019

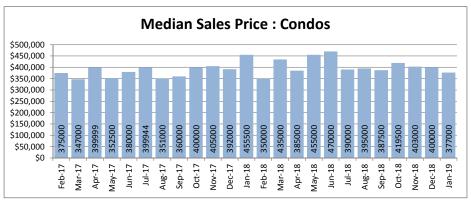
Single Family Homes		January			Year to Date			
Single Family Florines	2019	2018	Change	2019	2018	Change		
New Listings	16	14	14%	16	14	14%		
Closed Sales	12	10	20%	12	10	20%		
Median Sales Price	\$682,000	\$799,444	-15%	\$682,000	\$799,444	-15%		
Percent of Original List Price Received	94.4%	98.5%	-4%	94.4%	98.5%	-4%		
Median Days on Market Until Sale	31	34	-9%	31	34	-9%		
Inventory of Homes for Sale	56	33	70%	-	-	-		











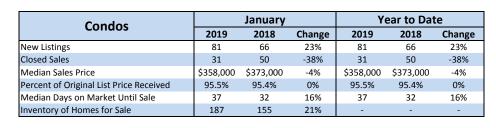
January 2019

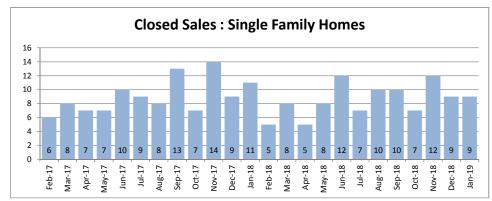
Makiki - Moiliili 1-2-4 to 1-2-9 (except 1-2-6)



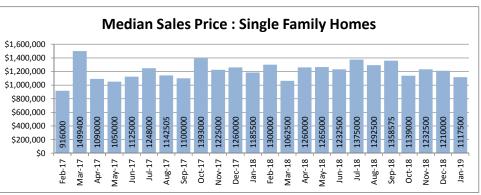
January 2019

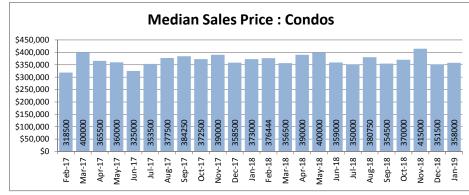
Single Family Homes	January			Year to Date			
Single Fairing Florines	2019	2018	Change	2019	2018	Change	
New Listings	23	12	92%	23	12	92%	
Closed Sales	9	11	-18%	9	11	-18%	
Median Sales Price	\$1,117,500	\$1,185,500	-6%	\$1,117,500	\$1,185,500	-6%	
Percent of Original List Price Received	93.4%	91.2%	2%	93.4%	91.2%	2%	
Median Days on Market Until Sale	32	31	3%	32	31	3%	
Inventory of Homes for Sale	68	48	42%	-	-	-	











January 2019



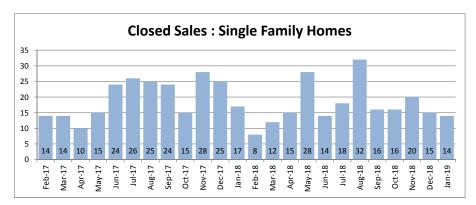
Selected 1-9-4 to 1-9-5



January 2019

Single Family Homes	January			Year to Date		
Single Fairling Homes	2019	2018	Change	2019	2018	Change
New Listings	22	15	47%	22	15	47%
Closed Sales	14	17	-18%	14	17	-18%
Median Sales Price	\$762,500	\$810,000	-6%	\$762,500	\$810,000	-6%
Percent of Original List Price Received	97.4%	101.4%	-4%	97.4%	101.4%	-4%
Median Days on Market Until Sale	20	13	54%	20	13	54%
Inventory of Homes for Sale	48	32	50%	-	-	-

Condos	January			Year to Date			
Condos	2019	2018	Change	2019	2018	Change	
New Listings	46	57	-19%	46	57	-19%	
Closed Sales	24	28	-14%	24	28	-14%	
Median Sales Price	\$418,500	\$425,000	-2%	\$418,500	\$425,000	-2%	
Percent of Original List Price Received	99.1%	100.0%	-1%	99.1%	100.0%	-1%	
Median Days on Market Until Sale	26	13	100%	26	13	100%	
Inventory of Homes for Sale	84	68	24%	-	-	-	









January 2019

## Moanalua - Salt Lake



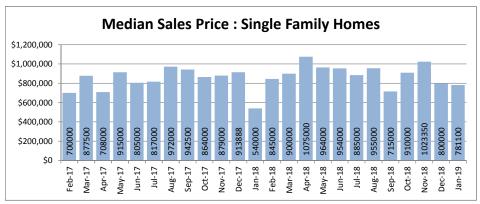
January 2019

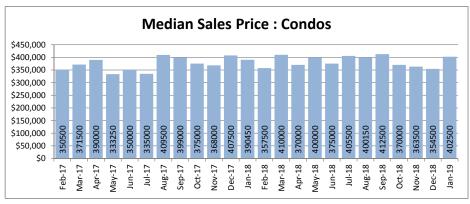
Single Family Homes	January			Year to Date			
Single running monies	2019	2018	Change	2019	2018	Change	
New Listings	3	5	-40%	3	5	-40%	
Closed Sales	4	1	300%	4	1	300%	
Median Sales Price	\$781,100	\$540,000	45%	\$781,100	\$540,000	45%	
Percent of Original List Price Received	89.4%	66.8%	34%	89.4%	66.8%	34%	
Median Days on Market Until Sale	39	113	-65%	39	113	-65%	
Inventory of Homes for Sale	15	7	114%	-	-	-	

Condos	January			Year to Date		
Condos	2019	2018	Change	2019	2018	Change
New Listings	27	21	29%	27	21	29%
Closed Sales	17	6	183%	17	6	183%
Median Sales Price	\$402,500	\$390,450	3%	\$402,500	\$390,450	3%
Percent of Original List Price Received	98.4%	95.1%	3%	98.4%	95.1%	3%
Median Days on Market Until Sale	16	24	-33%	16	24	-33%
Inventory of Homes for Sale	44	38	16%	-	-	-









January 2019

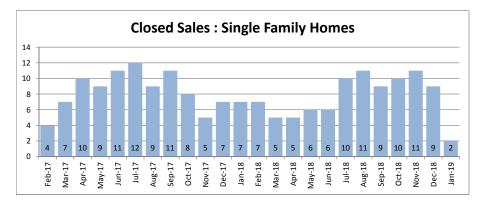
North Shore 1-5-6 to 1-6-9



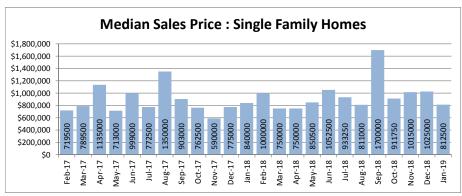
January 2019

Single Family Homes	January			Year to Date		
Single Fairing Florines	2019	2018	Change	2019	2018	Change
New Listings	24	11	118%	24	11	118%
Closed Sales	2	7	-71%	2	7	-71%
Median Sales Price	\$812,500	\$840,000	-3%	\$812,500	\$840,000	-3%
Percent of Original List Price Received	102.0%	93.4%	9%	102.0%	93.4%	9%
Median Days on Market Until Sale	6	21	-71%	6	21	-71%
Inventory of Homes for Sale	68	52	31%	-	-	-

Condos	January			Year to Date		
Condos	2019	2018	Change	2019	2018	Change
New Listings	5	6	-	5	6	-17%
Closed Sales	3	4	-25%	3	4	-25%
Median Sales Price	\$554,439	\$518,000	7%	\$554,439	\$518,000	7%
Percent of Original List Price Received	85.0%	98.9%	-14%	85.0%	98.9%	-14%
Median Days on Market Until Sale	49	6	717%	49	6	717%
Inventory of Homes for Sale	19	20	-5%	-	-	-









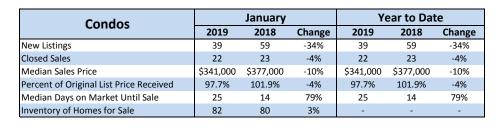
January 2019

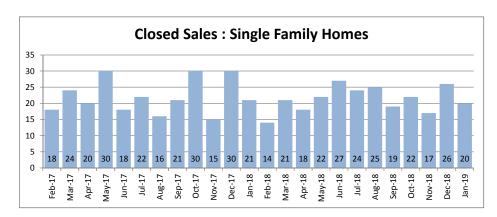
Pearl City - Aiea

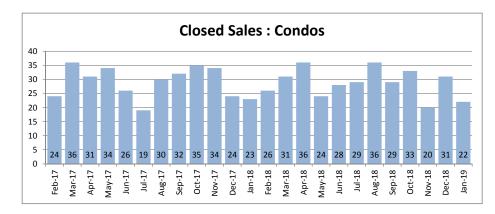


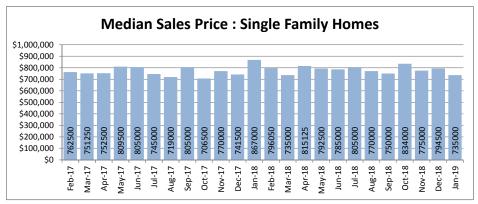
January 2019

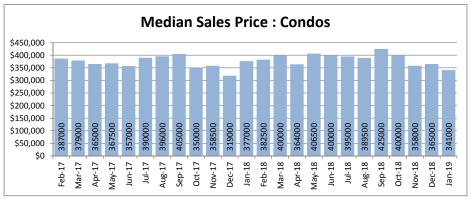
Single Family Homes		January		Year to Date				
Single Failing Homes	2019	2018	Change	2019	2018	Change		
New Listings	32	21	52%	32	21	52%		
Closed Sales	20	21	-5%	20	21	-5%		
Median Sales Price	\$735,000	\$867,000	-15%	\$735,000	\$867,000	-15%		
Percent of Original List Price Received	95.2%	88.0%	8%	95.2%	88.0%	8%		
Median Days on Market Until Sale	20	21	-5%	20	21	-5%		
Inventory of Homes for Sale	64	50	28%	-	-	-		











January 2019

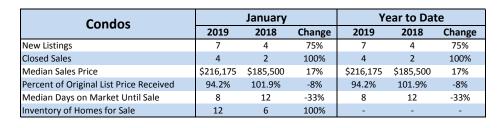


1-7-1 to 1-7-7



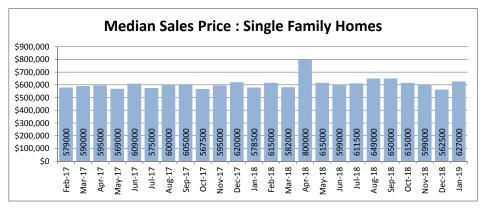
January 2019

Single Family Homes		January		Year to Date				
Single Failing Homes	2019	2018	Change	2019	2018	Change		
New Listings	12	14	-14%	12	14	-14%		
Closed Sales	11	6	83%	11	6	83%		
Median Sales Price	\$627,000	\$578,500	8%	\$627,000	\$578,500	8%		
Percent of Original List Price Received	98.1%	91.5%	7%	98.1%	91.5%	7%		
Median Days on Market Until Sale	26	87	-70%	26	87	-70%		
Inventory of Homes for Sale	30	15	100%	-	-	-		











January 2019

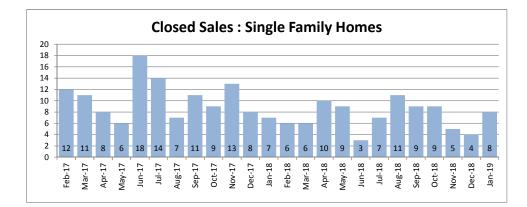
Waialae - Kahala 1-3-5



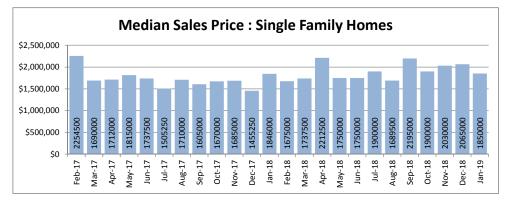
January 2019

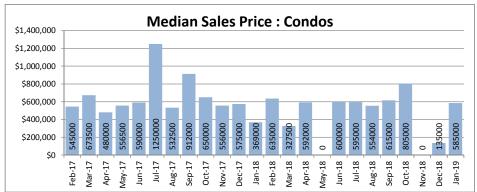
Single Family Homes		January		Year to Date				
Single Failing Homes	2019	2018	Change	2019	2018	Change		
New Listings	18	17	6%	18	17	6%		
Closed Sales	8	7	14%	8	7	14%		
Median Sales Price	\$1,850,000	\$1,846,000	0%	\$1,850,000	\$1,846,000	0%		
Percent of Original List Price Received	77.5%	102.6%	-24%	77.5%	102.6%	-24%		
Median Days on Market Until Sale	85	58	47%	85	58	47%		
Inventory of Homes for Sale	60	58	3%	-	-	-		

Condos		January		Year to Date				
Condos	2019	2018	Change	2019	2018	Change		
New Listings	6	5	20%	6	5	20%		
Closed Sales	3	6	-50%	3	6	-50%		
Median Sales Price	\$585,000	\$369,000	59%	\$585,000	\$369,000	59%		
Percent of Original List Price Received	98.3%	96.0%	2%	98.3%	96.0%	2%		
Median Days on Market Until Sale	6	25	-76%	6	25	-76%		
Inventory of Homes for Sale	25	22	14%	-	-	-		









#### January 2019

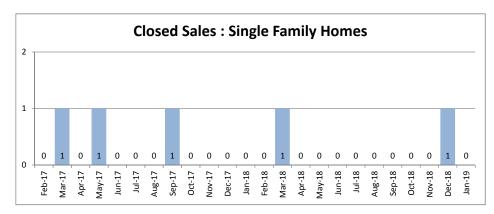




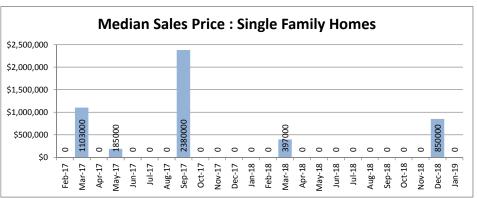
January 2019

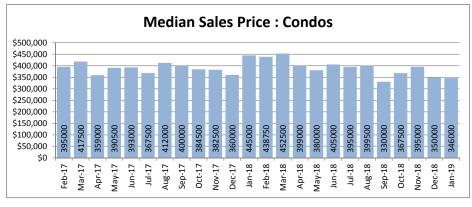
Single Family Homes		January		Year to Date				
Single Fairing Homes	2019	2018	Change	2019	2018	Change		
New Listings	1	0	-	1	0	-		
Closed Sales	0	0	-	0	0	-		
Median Sales Price	\$0	\$0	-	\$0	\$0	-		
Percent of Original List Price Received	0.0%	0.0%	-	0.0%	0.0%	-		
Median Days on Market Until Sale	0	0	-	0	0	-		
Inventory of Homes for Sale	2	1	100%	-	-	-		

Condos		January		Year to Date				
Condos	2019	2018	Change	2019	2018	Change		
New Listings	201	190	6%	201	190	6%		
Closed Sales	53	75	-29%	53	75	-29%		
Median Sales Price	\$346,000	\$445,000	-22%	\$346,000	\$445,000	-22%		
Percent of Original List Price Received	89.9%	98.9%	-9%	89.9%	98.9%	-9%		
Median Days on Market Until Sale	37	19	95%	37	19	95%		
Inventory of Homes for Sale	666	561	19%	-	-	-		

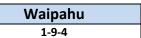








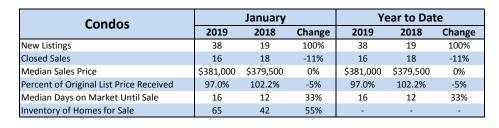
January 2019

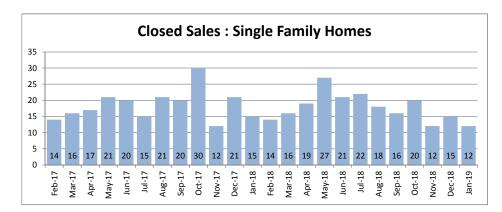




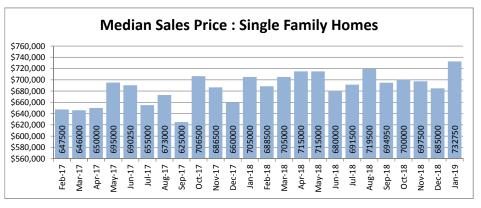
January 2019

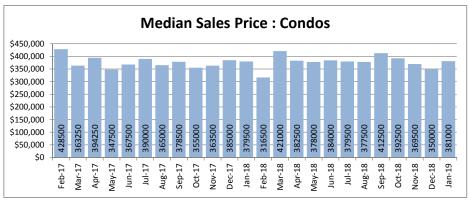
Single Family Homes		January		Year to Date				
Single Failing Homes	2019	2018	Change	2019	2018	Change		
New Listings	28	27	4%	28	27	4%		
Closed Sales	12	15	-20%	12	15	-20%		
Median Sales Price	\$732,750	\$705,000	4%	\$732,750	\$705,000	4%		
Percent of Original List Price Received	98.5%	97.2%	1%	98.5%	97.2%	1%		
Median Days on Market Until Sale	18	15	20%	18	15	20%		
Inventory of Homes for Sale	69	50	38%	-	-	-		











January 2019

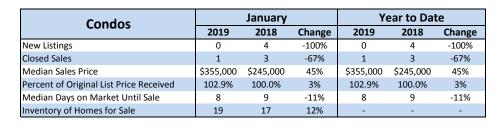
#### **Windward Coast**

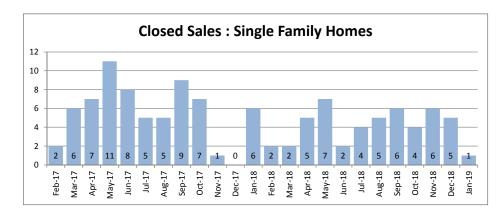
1-4-8 to 1-5-5



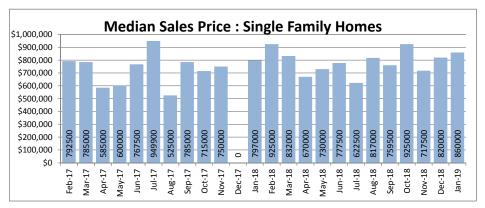
January 2019

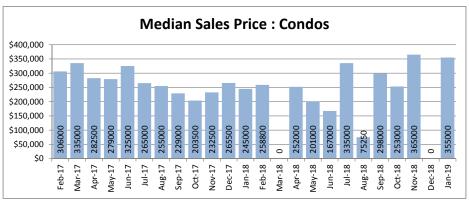
,								
Single Family Homes		January		Year to Date				
Single Failing Homes	2019	2018	Change	2019	2018	Change		
New Listings	15	7	114%	15	7	114%		
Closed Sales	1	6	-83%	1	6	-83%		
Median Sales Price	\$860,000	\$797,000	8%	\$860,000	\$797,000	8%		
Percent of Original List Price Received	90.5%	94.3%	-4%	90.5%	94.3%	-4%		
Median Days on Market Until Sale	1	32	-97%	1	32	-97%		
Inventory of Homes for Sale	39	32	22%	-	-	-		











						,				
Central Region		18 Median		019 Median	+/-	+/-	2018 Sold		+/-	+/-
MILILANI AREA	\$	755,500	\$	742,500	-1.7%	-\$13,000	8	10	25.0%	2
MILILANI MAUKA	\$	897,500	\$	795,000	-11.4%	-\$102,500	8	3	-62.5%	-5
WAHIAWA AREA	\$	622,500	\$	570,000	-8.4%	-\$52,500	4	4	0.0%	0
WAHIAWA HEIGHTS	\$	480,880	\$	650,000	35.2%	\$169,120	1	3	200.0%	2
WAIPIO ACRES/WAIKALANI WOODL	\$	625,000	\$	649,000	3.8%	\$24,000	1	1	0.0%	0
WHITMORE VILLAGE	\$	542,000	\$	615,000	13.5%	\$73,000	1	4	300.0%	3
Central Region	\$	760,000	\$	690,000	-9.2%	-\$70,000	23	25	8.7%	2
Diamond Hd Region	20	18 Median	2	019 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/-
AINA HAINA AREA	\$	935,000	\$	710,000	-24.1%	-\$225,000	2	1	-50.0%	-1
DIAMOND HEAD	\$	4,685,000	\$	8,650,000	84.6%	\$3,965,000	2	2	0.0%	0
HAWAII LOA RIDGE	\$	2,830,000		-	-	-	1	-	-	-
KAHALA AREA	\$	2,838,000	\$	3,250,000	14.5%	\$412,000	3	4	33.3%	1
KAHALA KUA	\$	3,075,000		-	-	-	1	-	-	-
KAHALA-PUU PANINI		-	\$	2,454,000	-	-	-	2	-	-
KAIMUKI	\$	1,002,500	\$	1,200,000	19.7%	\$197,500	2	5	150.0%	3
KALANI IKI	\$	1,200,000		-	-	-	1	-	-	-
KAPAHULU	\$	886,000	\$	1,182,500	33.5%	\$296,500	1	4	300.0%	3
NIU VALLEY	\$	980,000		-	-	-	2	-	-	-
PALOLO		-	\$	1,212,500	-	-	-	2	-	-
ST. LOUIS	\$	1,235,000		-	-	-	1	-	-	-
WAIALAE G/C		-	\$	2,050,000	-	-	-	1	-	-
WAIALAE IKI	\$	1,445,000	\$	1,525,000	5.5%	\$80,000	2	2	0.0%	0
WAIALAE NUI-LWR		-	\$	1,000,000	-	-	-	1	-	-
WILHELMINA	\$	1,287,500	\$	1,650,000	28.2%	\$362,500	2	3	50.0%	1
Diamond Hd Region	\$	1,287,500	\$	1,360,000	5.6%	\$72,500	20	27	35.0%	7
wa Plain Region	20	18 Median	21	019 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/
EWA BEACH	\$	685.000	\$	850,000	24.1%	\$165,000	3	3	0.0%	0
EWA GEN ALII COURT	\$	550,000	Ÿ	-	-	-	1	-	-	-
EWA GEN ALII COVE	Ų	-	\$	569,000	-	-	_	1	-	
EWA GEN CORTEBELLA		-	\$	539,000	-	_	_	2	-	_
EWA GEN HALEAKEA	\$	865,000	\$	809,500	-6.4%	-\$55,500	1	1	0.0%	0
EWA GEN KULA LEI	\$	720,000	Ť	-	-	-	1	-	-	-
EWA GEN LAS BRISAS	\$	558,500	\$	569,000	1.9%	\$10,500	2	2	0.0%	0
EWA GEN LAULANI	\$	640,000		-		-	1	-	-	_
WA GEN LAULANI TIDES	\$	630,000		-	-	-	1	-		-
EWA GEN LOFTS	\$	525,000		-	-	_	1	-	-	-
EWA GEN MONTECITO/TUSCANY	\$	620,000		-	-	_	1	-	-	-
EWA GEN PARKSIDE	\$	667,000	\$	650,000	-2.5%	-\$17,000	1	1	0.0%	0
EWA GEN PRESCOTT		- 1	\$	705,000	-	-	-	1	-	-
EWA GEN SANDALWOOD		-	\$	765,000	-	-	-	1	-	-
EWA GEN SODA CREEK	\$	690,000		-	-	-	1	-	-	-
EWA GEN SONOMA		-	\$	770,000	-	-	-	1	-	-
EWA GEN SUN TERRA	\$	637,500	\$	599,995	-5.9%	-\$37,505	2	1	-50.0%	-1
EWA GEN SUN TERRA ON THE PARK	\$	715,000		-	-	-	1	-	-	-
EWA GEN SUN TERRA SOUTH		-	\$	698,000	-	-	-	1	-	-
EWA GEN TERRAZZA	\$	610,000		-	-	-	1	-	-	-
EWA GEN TIBURON		-	\$	575,000	-	-	-	1	-	-
EWA GEN TROVARE		-	\$	688,000	-	-	-	1	-	-
WA GEN TUSCANY II	\$	584,000		-	-	-	1	-	-	-
EWA GEN WOODBRIDGE		-	\$	877,500	-	-	-	2	-	-
EWA VILLAGES	\$	530,000	\$	614,000	15.8%	\$84,000	2	2	0.0%	0
HOAKALEI-KA MAKANA	\$	824,500	\$	835,000	1.3%	\$10,500	2	5	150.0%	3
HOAKALEI-KIPUKA		-	\$	723,500	-	-	-	1	-	-
IUELANI	\$	699,000		-	-	-	1	-	-	-
(APOLEI	\$	640,500	\$	575,000	-10.2%	-\$65,500	2	1	-50.0%	-1
(APOLEI-AELOA	\$	792,500		-	-	-	1	-	-	-
(APOLEI-IWALANI	\$	750,000	\$	633,250	-15.6%	-\$116,750	1	2	100.0%	1
(APOLEI-KAI	\$	657,000	\$	720,000	9.6%	\$63,000	1	1	0.0%	0
(APOLEI-MALANAI	\$	617,000		-	-	-	1	-	-	-
(APOLEI-MEHANA-KUKUNA		-	\$	683,000	-	-	-	1	-	-
(APOLEI-MEHANA-LA HIKI		-	\$	715,000	-	-	-	1	-	-
(APOLEI-MEHANA-OLINO	\$	735,000	_	-	-	-	2	-	-	-
(O OLINA		-	\$	1,800,000	-	-	-	1	-	-
LEEWARD ESTATES	\$	679,000	,	-	-	-	1	-	0.651	-
NANAKAI GARDENS	\$	799,888	\$	700,000	-12.5%	-\$99,888	1	1	0.0%	0
OCEAN POINTE	\$	693,000	\$	746,000	7.6%	\$53,000	7	9	28.6%	2
WESTLOCH FAIRWAY	\$	600,000	\$	655,000	9.2%	\$55,000	1	1	0.0%	0

Single Family Solds - January 2019 v	s 2018 (B	ased on regio	n an	d neighborhoo	d grouping	s as listed in MLS	) - Page 2 of 3			
Hawaii Kai Region	20	18 Median	2	019 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/-
KALAMA VALLEY	\$	879,000	\$	1,175,000	33.7%	\$296,000	4	1	-75.0%	-3
KAMILO IKI		-	\$	940,000	-	-	-	1	-	-
KAMILO NUI	\$	1,700,000		-	-	-	1	-	-	-
KEALAULA KAI	\$	2,800,000		-	-	-	1	-	-	-
KOKO HEAD TERRAC	\$	895,000		-	-	-	1	-	-	-
KOKO KAI		-	\$	3,500,000	-	-	-	1	-	-
LAULIMA		-	\$	1,030,000	-	-	_	1	-	-
MARINERS RIDGE	\$	1,105,000	\$	1,050,000	-5.0%	-\$55,000	2	1	-50.0%	-1
QUEENS GATE	\$	1,075,000	\$	1,014,000	-5.7%	-\$61,000	1	1	0.0%	0
TRIANGLE	\$	1,100,000	Ţ	-	-5.770	-301,000	1	-	-	-
			ŕ			Ć10.000	11		-45.5%	
Hawaii Kai Region	\$	1,050,000	\$	1,040,000	-1.0%	-\$10,000	11	6	-45.5%	-5
Kailua Region	20	18 Median	20	019 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/-
COCONUT GROVE	\$	843,000	\$	900,000	6.8%	\$57,000	8	1	-87.5%	-7
ENCHANTED LAKE	\$	1,145,000	\$	1,004,500	-12.3%	-\$140,500	3	4	33.3%	1
HILLCREST	\$	1,228,000	Ť	-	-	-	1		-	
KAILUA BLUFFS	\$	721,000	\$	715,000	-0.8%	-\$6,000	1	1	0.0%	0
KAIMALINO	\$	1,300,000	Ţ	713,000	-0.070	-90,000	1	_	0.070	U
	Ş		\$	040.000	-			1	-	-
KALAHEO HILLSIDE		-		940,000	-	-	-			
KALAMA/CNUT GROV		-	\$	999,398	-	-	-	1	-	-
KAOPA		4 275 000	\$	871,500	2.00/	- -	-	1	- 0.00/	-
KAWAILOA-KAILUA	\$	1,275,000	\$	1,300,000	2.0%	\$25,000	1	1	0.0%	0
KEOLU HILLS	\$	806,500	\$	800,500	-0.7%	-\$6,000	2	4	100.0%	2
KUULEI TRACT	\$	1,595,000	\$	1,742,000	9.2%	\$147,000	1	1	0.0%	0
LANIKAI		-	\$	1,545,000	-	-	-	2	-	-
OLOMANA		-	\$	992,500	-	-	-	2	-	-
POHAKUPU	\$	850,000		-	-	-	1	-	-	-
WAIMANALO	\$	462,000	\$	1,400,000	203.0%	\$938,000	3	3	0.0%	0
Kailua Region	\$	868,000	\$	982,000	13.1%	\$114,000	22	22	0.0%	0
		!!			,	,			,	
Kaneohe Region		18 Median	20	019 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/-
AHAOLELO	\$	1,070,000		-	-	-	1	-	-	-
AHUIMANU AREA	\$	875,000	\$	889,000	1.6%	\$14,000	1	1	0.0%	0
ALII SHORES		-	\$	1,050,000	-	-	-	1	-	-
BAY VIEW GOLF COURSE	\$	1,400,000	\$	1,300,000	-7.1%	-\$100,000	1	1	0.0%	0
CLUB VIEW ESTATE	\$	909,000		-	-	-	3	-	-	-
CROWN TERRACE		-	\$	800,000	-	-	-	1	-	-
HAIKU KNOLLS		-	\$	1,095,000	-	-	-	1	-	-
HAIKU PLANTATION		-	\$	1,500,000	-	-	-	1	-	-
HAIKU VILLAGE		-	\$	990,000	-	-	-	1	-	-
HALE KOU		-	\$	749,000	-	-	-	3	-	-
HALEKAUWILA		-	\$	797,500	-	-	-	2	-	-
HALEPUU	\$	688,000		-	-	-	1	-	-	-
HAUULA	\$	679,000		-	_	-	2	_	_	_
KAAAWA	\$	1,007,500	\$	860,000	-14.6%	-\$147,500	2	1	-50.0%	-1
KAALAEA	\$	880,000	\$	1,300,000	47.7%	\$420,000	1	1	0.0%	0
KANEOHE BUS	\$	730,000	Y	-	-	-	1	-	-	-
KAPUNA HALA	Ý	-	\$	980,000		_		1		
KEAPUKA		-	\$	791,250	-	-	-	2	-	
	Ś		ڔ	791,230				2		
MAHALANI		742,000	ċ	010 200	16.00/	¢1E4 700	1	1	0.00/	0
MAHINUI	\$		\$	810,300	-16.0%	-\$154,700	1	1	0.0%	0
MIKIOLA	\$	855,000		-	-	-	1	-	-	-
PARKWAY	\$	649,000		-	-	-	1	-	-	-
PIKOILOA	\$	860,000		-	-	-	1	-	-	-
PUOHALA VILLAGE	\$	760,000		-	-	-	1	-	-	-
VALLEY ESTATES	\$	532,500	\$	730,000	37.1%	\$197,500	2	1	-50.0%	-1
WAIKALUA	\$	596,000		-	-	-	1	-	-	-
WAIKANE	\$	585,000		-	-	-	1	-	-	-
WOODRIDGE		-	\$	755,000	-	-	-	1	-	-
Kaneohe Region	\$	855,000	\$	847,500	-0.9%	-\$7,500	23	20	-13.0%	-3
Leeward Region		18 Median		019 Median	+/-	+/-		2019 Sold	+/-	+/-
LUALUALEI	\$	434,500	\$	445,000	2.4%	\$10,500	4	5	25.0%	1
MAILI	\$	425,000	\$	427,000	0.5%	\$2,000	9	6	-33.3%	-3
MAILI SEA-MAKALAE 1	\$	561,000	\$	579,944	3.4%	\$18,944	2	2	0.0%	0
MAILI SEA-NOHOKAI	\$	569,482		-	-	-	2	-	-	-
МАКАНА	\$	561,000	\$	395,000	-29.6%	-\$166,000	7	8	14.3%	1
					_		1	-	-	-
NANAKULI	\$	280,000		-	-	-	1			
NANAKULI WAIANAE	\$ \$		\$	400,000			1	3		2
		280,000 330,000 <b>449,500</b>	\$ <b>\$</b>	400,000	21.2% - <b>2.7%</b>	\$70,000 - <b>\$12,000</b>			200.0%	2 -2

Makakilo Region	20	18 Median	201	L9 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/
MAKAKILO-ANUHEA	\$	753,000		-	-	-	1	-	-	-
MAKAKILO-HIGHLANDS		-	\$	789,000	-	-	-	1	-	-
MAKAKILO-HIGHPOINTE	\$	799,000	\$	830,000	3.9%	\$31,000	1	1	0.0%	0
MAKAKILO-KAHIWELO	\$	858,000	\$	777,000	-9.4%	-\$81.000	1	1	0.0%	0
MAKAKILO-KUMULANI	\$	875,000	Y	-	-	-	1	-	-	-
MAKAKILO-LOWER	\$	651,000	\$	647,000	-0.6%	-\$4,000	3	4	33.3%	1
	\$		Ą	047,000	-0.070	-54,000	1	-	33.370	
MAKAKILO-STARSEDGE	Ş	800,000	<u>,</u>	-		-	1		-	-
MAKAKILO-UPPER		-	\$	650,000	-	-	-	3	-	-
MAKAKILO-WEST HILLS	\$	801,000	\$	875,000	9.2%	\$74,000	1	1	0.0%	0
Makakilo Region	\$	799,000	\$	664,000	-16.9%	-\$135,000	9	11	22.2%	2
Matus Basisa	20	10 Madian	201	O Madian	. ,	. 1	2010 5-14	2010 C-14	.,	+/
Metro Region		18 Median		L9 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	
ALEWA HEIGHTS	\$	730,000	\$	1,000,000	37.0%	\$270,000	1	1	0.0%	0
ALIAMANU		-	\$	630,000	-	-	-	1	-	-
DOWSETT	\$	1,590,000		-	-	-	1	-	-	-
KALIHI UKA	\$	654,500	\$	975,000	49.0%	\$320,500	4	2	-50.0%	-2
KALIHI VALLEY		-	\$	903,000	-	-	-	1	-	-
KALIHI-LOWER	\$	739,000	\$	702,500	-4.9%	-\$36,500	2	4	100.0%	2
KALIHI-UPPER	\$	707,000	•	_	_	-	3	_	_	_
KAMEHAMEHA HEIGHTS	\$	635,000	\$	750,000	18.1%	\$115,000	1	1	0.0%	0
KAPALAMA	\$	637,500	\$	850,000	33.3%	\$212,500	2	5	150.0%	3
KUAKINI	\$	670,000		-	-	-	1	-	-	-
LILIHA	\$	813,500	\$	870,000	6.9%	\$56,500	2	1	-50.0%	-1
MAKIKI		-	\$	950,000	-	-	-	1	-	-
MAKIKI HEIGHTS	\$	830,000	\$	1,105,000	33.1%	\$275,000	2	1	-50.0%	-:
MANOA AREA	\$	1,249,950	\$	1,179,000	-5.7%	-\$70,950	4	2	-50.0%	-2
MANOA-LOWER	\$	1,185,000	\$	1,117,500	-5.7%	-\$67,500	1	1	0.0%	0
MANOA-UPPER	\$	1,350,000	\$	988,000	-26.8%	-\$362,000	3	1	-66.7%	-2
MANOA-WOODLAWN	Ş	-	\$		-20.8%	-\$362,000	-	2	-00.770	-2
				1,695,000					-	
MOANALUA GARDENS		-	\$	869,500	-	-	-	2	-	-
MOANALUA VALLEY	\$	540,000	\$	763,200	41.3%	\$223,200	1	1	0.0%	0
MOILIILI		-	\$	698,000	-	-	-	1	-	-
NUUANU AREA		-	\$	1,300,000	-	-	-	1	-	-
NUUANU-LOWER	\$	860,000	\$	661,300	-23.1%	-\$198,700	1	2	100.0%	1
PUNCHBOWL AREA	\$	495,000	\$	1,270,000	156.6%	\$775,000	1	1	0.0%	0
PUNCHBOWL-LOWER	\$	810,000	Ť	-	-	-	1	-	0.070	-
		•		_		-		_	_	
JNIVERSITY	\$	1,168,000		-	-	-	1	-		
Metro Region	\$	810,000	\$	921,500	13.8%	\$111,500	32	32	0.0%	0
North Shore Region	20	18 Median	201	19 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/
	20	-			-/-	<del>-</del> /-	2018 3010	1	-	+/
HALEIWA			\$	825,000		-		1		
KAHUKU	\$	595,000		-	-	-	1	-	-	-
KAWELA BAY	\$	2,207,777		-	-	-	1	-	-	-
LAIE	\$	799,000		-	-	-	1	-	-	-
SUNSET/VELZY	\$	923,000		-	-	-	2	-	-	-
WAIALUA	\$	840,000	\$	800,000	-4.8%	-\$40,000	3	1	-66.7%	-2
North Shore Region	\$	819,500	\$	812,500	-0.9%	-\$7,000	8	2	-75.0%	-6
<u> </u>										
Pearl City Region	20	18 Median	201	L9 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/
AIEA AREA	\$	786,500		-	-	-	2	-	-	-
AIEA HEIGHTS	\$	1,100,000	\$	715,000	-35.0%	-\$385,000	3	3	0.0%	0
	\$	950,000					3	4		1
FOSTER VILLAGE	\$		\$	931,500	-1.9%	-\$18,500			33.3%	
HALAWA		-	\$	910,000	-	-	-	2	-	-
MOMILANI	\$	857,500	\$	685,000	-20.1%	-\$172,500	2	3	50.0%	1
NEWTOWN	\$	941,000	\$	755,000	-19.8%	-\$186,000	2	1	-50.0%	-1
PACIFIC PALISADES	\$	657,750	\$	632,500	-3.8%	-\$25,250	4	4	0.0%	0
PEARL CITY-UPPER	\$	760,000		-	-	-	3	-	-	-
PEARLRIDGE	\$	1,020,000		-	-	-	2	-	-	-
		- , - ,	\$	990,000	-	-	-	1	-	
ROYAL SUMMIT		_	\$	672,000	_	-	_	2	_	
		867,000	\$	735,000	-15.2%	-\$132,000	21	20	-4.8%	-1
WAIMALU	ć	007,000	پ	, 33,000	-13.270	-9132,000	21	20	- <del></del> .0/0	
WAIMALU	\$				+/-	+/-	2018 Sold	2019 Sold	+/-	+/
WAIMALU Pearl City Region		18 Median	201	L9 Median		٠,			-50.0%	
ROYAL SUMMIT WAIMALU Pearl City Region Waipahu Region	20	18 Median		L9 Median		\$20 E00	2	1		-1
WAIMALU Pearl City Region Waipahu Region HARBOR VIEW		<b>18 Median</b> 548,500	\$	578,000	5.4%	\$29,500	2	1	-30.076	
WAIMALU Pearl City Region Waipahu Region HARBOR VIEW RENAISSANCE	<b>20</b> \$	548,500 -	\$ \$	578,000 844,000	5.4%	-	-	1	-	
WAIMALU Pearl City Region Waipahu Region HARBOR VIEW RENAISSANCE	<b>20</b> \$	548,500 - 737,500	\$	578,000	5.4%	-\$2,500	- 2	1 1	-50.0%	
WAIMALU Pearl City Region  Waipahu Region  HARBOR VIEW  RENAISSANCE  ROBINSON HEIGHTS	<b>20</b> \$	548,500 -	\$ \$	578,000 844,000	5.4%	-	-	1	-	-:
WAIMALU Pearl City Region  Waipahu Region  HARBOR VIEW RENAISSANCE ROBINSON HEIGHTS ROYAL KUNIA	<b>20</b> \$	548,500 - 737,500	\$ \$ \$	578,000 844,000 735,000	5.4% - -0.3%	-\$2,500	- 2	1 1	- -50.0%	-: C
WAIMALU  Pearl City Region  Waipahu Region  HARBOR VIEW  RENAISSANCE  ROBINSON HEIGHTS  ROYAL KUNIA  WAIKELE	\$ \$ \$ \$ \$	548,500 - 737,500 714,500 700,000	\$ \$ \$	578,000 844,000 735,000 782,750	5.4% - -0.3% 9.6%	-\$2,500 \$68,250	- 2 2	1 1 2	- -50.0%	-: C
WAIMALU Pearl City Region  Waipahu Region  HARBOR VIEW  RENAISSANCE  ROBINSON HEIGHTS  ROYAL KUNIA  WAIKELE  WAIPAHU ESTATES	<b>20</b> \$ \$ \$	548,500 - 737,500 714,500 700,000 635,000	\$ \$ \$ \$	578,000 844,000 735,000 782,750	5.4% - -0.3% 9.6% -	-\$2,500 \$68,250 -	- 2 2 3	1 1 2 -	- -50.0%	-1 C -
WAIMALU Pearl City Region  Waipahu Region  HARBOR VIEW RENAISSANCE ROBINSON HEIGHTS ROYAL KUNIA  WAIKELE WAIPAHU ESTATES  WAIPAHU GARDENS	\$ \$ \$ \$ \$ \$	548,500 - 737,500 714,500 700,000 635,000	\$ \$ \$	578,000 844,000 735,000 782,750 - - 740,000	5.4% - -0.3% 9.6% - -	-\$2,500 \$68,250 -	2 2 3 1	1 1 2 - -	- -50.0% 0.0% - -	-: C - -
WAIMALU Pearl City Region  Waipahu Region  HARBOR VIEW RENAISSANCE ROBINSON HEIGHTS ROYAL KUNIA  WAIKELE WAIPAHU ESTATES WAIPAHU GARDENS WAIPAHU TRIANGLE	20 \$ \$ \$ \$ \$ \$ \$	548,500 - 737,500 714,500 700,000 635,000 - 895,000	\$ \$ \$ \$	578,000 844,000 735,000 782,750 - - 740,000	5.4% - -0.3% 9.6% - - -	-\$2,500 \$68,250 - - - -	- 2 2 3 1 -	1 1 2 - - 1	-50.0% 0.0% - - -	-1 0 -
WAIMALU  Pearl City Region  Waipahu Region  HARBOR VIEW  RENAISSANCE  ROBINSON HEIGHTS  ROYAL KUNIA  WAIKELE  WAIPAHU ESTATES  WAIPAHU GARDENS	\$ \$ \$ \$ \$ \$	548,500 - 737,500 714,500 700,000 635,000	\$ \$ \$ \$	578,000 844,000 735,000 782,750 - - 740,000	5.4% - -0.3% 9.6% - -	-\$2,500 \$68,250 -	2 2 3 1	1 1 2 - -	- -50.0% 0.0% - -	-1 0 - -

Condo Solds - January 2019 vs 2018 (Based on region and neighborhood groupings as listed in MLS) - Page 1 of 2

Central Region		18 Median		19 Median	+/-	+/-		2019 Sold	+/-	+/-
LAUNANI VALLEY	\$	370,000	\$	404,750	9.4%	\$34,750	5	4	-20.0%	-1
MILILANI AREA	\$	437,500	\$	399,000	-8.8%	-\$38,500	8	7	-12.5%	-1
MILILANI MAUKA	\$	495,000	\$	481,500	-2.7%	-\$13,500	9	8	-11.1%	-1
WAHIAWA HEIGHTS	\$	116,000	\$	250,000	115.5%	\$134,000	1	1	0.0%	0
WAIPIO ACRES/WAIKALANI WOOD	\$	286,000	\$	260,000	-9.1%	-\$26,000	6	5	-16.7%	-1
WHITMORE VILLAGE		-	\$	216,175	-	-	-	2	-	-
WILKINA	\$	255,000	\$	205,000	-19.6%	-\$50,000	1	1	0.0%	0
Central Region	\$	410,000	\$	404,750	-1.3%	-\$5,250	30	28	-6.7%	-2
Diamond Hd Region	20	18 Median	20	19 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/-
DIAMOND HEAD	\$	925,000		-	-	-	1	-	-	-
KAHALA AREA	\$	555,000		_	-	-	1	-	-	_
KAIMUKI		- 1	\$	399,900	-	-	-	3	-	-
KAPAHULU		-	\$	385,000	-	-	-	1	-	-
PAIKO LAGOON		-	\$	685,000	-	-	-	1	-	-
PALOLO		-	\$	202,000	-	-	-	2	-	-
WAIALAE G/C	\$	225,000		-	-	-	3	-	-	-
WAIALAE NUI VLY	\$	524,000	\$	585,000	11.6%	\$61,000	2	3	50.0%	1
Diamond Hd Region	\$	493,000	\$	399,900	-18.9%	-\$93,100	7	10	42.9%	3
Ewa Plain Region		18 Median	20	19 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/-
AG/INDL/NAVY	\$	299,000		-	-	-	3	-	-	-
EWA	\$	385,000	\$	345,000	-10.4%	-\$40,000	3	2	-33.3%	-1
EWA GEN CORTEBELLA	\$	472,117		-	-	-	1	-	-	-
EWA GEN SODA CREEK	\$	355,000	\$	357,000	0.6%	\$2,000	4	2	-50.0%	-2
EWA GEN SUN TERRA ON THE PARK		-	\$	287,500	-	-	-	2	-	-
HOAKALEI-KA MAKANA		-	\$	575,000	-	-	-	1	-	-
KAPOLEI	\$	350,000	\$	381,000	8.9%	\$31,000	5	4	-20.0%	-1
KAPOLEI-KAHIKU AT MEHANA	\$	586,250		-	-	-	2	-	-	-
KAPOLEI-MALANAI	\$	352,000	\$	346,000	-1.7%	-\$6,000	1	2	100.0%	1
KAPOLEI-MEHANA-AWAKEA		-	\$	540,000	-	-	-	1	-	-
KO OLINA	\$	707,794	\$	891,500	26.0%	\$183,706	6	6	0.0%	0
OCEAN POINTE	\$	532,500	\$	553,000	3.8%	\$20,500	6	3	-50.0%	-3
WESTLOCH FAIRWAY	\$	360,500		-	-	-	2	-	-	-
Ewa Plain Region	\$	386,000	\$	530,000	37.3%	\$144,000	33	23	-30.3%	-10
Hawaii Kai Region	20	18 Median	20	19 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/-
HAHAIONE-LOWER	\$	562,000	Ś	540,000	-3.9%	-\$22.000	9	2	-77.8%	-7
MARINERS VALLEY	\$	632,000	Ψ.	-	-	-	2	-	-	-
NAPUA POINT	\$	1,300,000		_	_	-	1	_	_	_
WEST MARINA	\$	663,000	\$	777,500	17.3%	\$114,500	7	8	14.3%	1
Hawaii Kai Region	\$	625,000	\$	752,000	20.3%	\$127,000	19	10	-47.4%	-9
-										
Kailua Region		18 Median		19 Median	+/-	+/-		2019 Sold	+/-	+/-
BLUESTONE	\$	1,030,000	\$	1,240,000	20.4%	\$210,000	1	2	100.0%	1
COCONUT GROVE	\$	315,000		-	-	-	-	1	-	-
ENCHANTED LAKE	\$	750,000		-	-	-	-	1	-	-
KAILUA TOWN	\$	495,000	\$	595,032	20.2%	\$100,032	5	9	80.0%	4
KUKILAKILA		-	\$	949,000	-	-	-	1	-	-
Kailua Region	\$	515,000	\$	699,500	35.8%	\$184,500	6	14	133.3%	8
Kaneohe Region	20	18 Median	20	19 Median	+/-	+/-	2018 Sold	2019 Sold	+/-	+/-
HAIKU PLANTATION	\$	605,000		-	-	-	1	-	-	-
HAIKU VILLAGE	\$	639,000		_	_	-	1	_	_	_
KAAAWA	\$	•	\$	355,000	26.8%	\$75,000	2	1	-50.0%	-1
LILIPUNA	\$		\$	626,000	6.1%	\$36,000	1	2	100.0%	1
PUNALUU	\$	225,000	Y	-	-	-	1	-	-	-
PUOHALA VILLAGE	Y	-	\$	322,500	-	-	-	1	-	-
PUUALII	\$	473,000	Y	-	_	-	3	-	-	_
TEMPLE VALLEY	\$	562,500	\$	5,953,000	958.3%	\$5,390,500	3	3	0.0%	0
WINDWARD ESTATES	\$	429,000	\$	454,000	5.8%	\$25,000	3	4	33.3%	1
Kaneohe Region	\$	473,000	\$	502,500	6.2%	\$29,500	15	11	-26.7%	-4
Maricolle Region	Ą	7,3,000	Ÿ	302,300	0.270	723,300	13		20.770	-

Condo Solds - January 2019 vs 2018 (Based on region and neighborhood groupings as listed in MLS) - Page 2 of 2 +/-2018 Median 2018 Sold 2019 Sold **Leeward Region** 2019 Median +/-+/-+/-MAILI 87,500 3 \$ 5 Ś MAKAHA 259,000 \$ 199,000 -23.2% -\$60,000 10 100.0% 5 WAIANAE 127,500 ς -1 9% -\$2,500 2 100.0% 130,000 1 \$ \$ 194,500 170,000 -12.6% -\$24,500 150.0% **Leeward Region** 6 15 9 +/-**Makakilo Region** 2018 Median +/-+/-2018 Sold 2019 Sold +/-2019 Median MAKAKILO-UPPER \$ 455,500 \$ 377,000 -17.2% -\$78,500 10 -16.7% 12 -2 Makakilo Region \$ 455,500 \$ 377,000 -17.2% -\$78,500 12 10 -16.7% -2 **Metro Region** 2018 Median 2019 Median +/-+/-2018 Sold 2019 Sold +/-+/-ALA MOANA \$ 420,000 \$ 330,000 -21.4% -\$90,000 15 11 -26.7% -4 **CHINATOWN** 495,000 \$ 525,000 6.1% \$30,000 6 2 -66.7% Ś -4 515,000 DILLINGHAM Ś 1 **DOWNTOWN** Ś 352.500 330.000 -6.4% -\$22.500 10 7 -30.0% -3 Ś 365,000 **HOLIDAY MART** \$ \$ 347,500 -4.8% -\$17,500 2 4 100.0% 2 KAKAAKO \$ 784,000 809,000 3.2% \$25,000 20 28 40.0% 8 KAMEHAMEHA HEIGHTS \$ 281,000 1 \$ 371,450 KAPAHUIU 2 KAPALAMA Ś 375.000 Ś 260.000 -30.7% -\$115.000 1 1 0.0% 0 **KAPIOLANI** \$ 512,500 \$ 480,000 -6.3% -\$32,500 7 3 -57.1% -4 400,000 KUAKINI \$ 1 MAKIKI \$ 373,000 2 \$12,500 340,000 352,500 3.7% MAKIKI AREA Ś Ś 15 14 -6.7% -1 780,000 MANOA AREA \$ 780,000 0.0% \$0 0.0% 0 1 1 MANOA-LOWER 255,000 \$ 1 **MCCULLY** 192,500 2 MOILIILI \$ 370,000 \$ 323,000 -12.7% -\$47,000 11 8 -27.3% -3 **NUUANU-LOWER** \$ 501,500 \$ 385,000 -23.2% -\$116,500 4 3 -25.0% -1 \$ 505,000 PAWAA Ś 252,000 -50.1% -\$253,000 2 2 0.0% n PUNAHOU \$ 425,000 380,000 -\$45,000 5 -40.0% -2 -10.6% 3 **PUNCHBOWL AREA** \$ 380,000 \$ 387,500 2.0% \$7,500 9 4 -55.6% -5 **PUNCHBOWL-LOWER** \$ 216,000 5 SALT LAKE \$ 390,450 \$ 402,500 3.1% \$12,050 6 17 183.3% 11 WAIKIKI 445,000 346,000 -22.2% -29.3% \$ -\$99,000 75 53 -22 **Metro Region** \$ 433,000 394,750 -8.8% -\$38,250 201 164 -18.4% -37 2018 Median 2019 Median +/-2018 Sold 2019 Sold +/-**North Shore Region** +/-+/-KUILIMA 595.000 606.720 2.0% \$11.720 3 2 -33.3% \$ Ś -1 MOKULEIA 518,000 1 \$ WAIALUA 304,000 1 **North Shore Region** \$ 518,000 \$ 554,439 7.0% \$36,439 3 -25.0% -1 **Pearl City Region** 2018 Median 2019 Median +/-+/-2018 Sold 2019 Sold +/-+/-259,900 357,500 \$97,600 100.0% **HALAWA** \$ 37.6% 1 2 1 MANANA Ś 257.940 \$ 241.500 2 50.0% -6.4% -\$16,440 3 1 NAVY/FEDERAL \$ 350,000 1 **NEWTOWN** \$ 455,000 1 PEARL CITY-LOWER 363,000 215,000 PEARL CITY-UPPER Ś Ś 246,250 14.5% \$31.250 1 2 100.0% 1 420,000 **PEARLRIDGE** \$ \$ 330,000 -21.4% -\$90,000 11 10 -9.1% -1 WAIAU Ś 377,000 11.3% \$42,500 5 2 -60.0% -3 Ś 419.500 WAILUNA \$ 587,000 \$ 595,000 1.4% \$8,000 1 0.0% 0 1 WAIMALU \$ 265,000 1 **Pearl City Region** \$ 377,000 341,000 -9.5% -\$36,000 23 -4.3% -1 2018 Sold 2019 Sold Waipahu Region 2018 Median 2019 Median +/-+/-ROYAL KUNIA \$ 380,000 \_ 1 VILLAGE PARK Ś 323.000 1 WAIKELE \$ 445,000 \$ 406,000 -8.8% -\$39,000 6 3 -50.0% -3 WAIPAHU-LOWER \$ 241,500 \$ 258,750 7.1% \$17,250 4 4 0.0% 0 WAIPIO GENTRY \$ 366,000 388,000 6.0% \$22,000 9 50.0% 3 6

Waipahu Region

\$

379,500

381,000

0.4%

\$1,500

18

16

-11.1%

-2