

# Local Market Update

## Single Family Homes

### October 2018



October 2018		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale			Inventory of Homes for Sale		
		Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	7	13	-46%	7	10	-30%	\$1,529,000	\$1,171,250	31%	98.0%	95.6%	3%	43	52	-17%	50	46	9%
Ala Moana - Kakaako	1-2-3	0	0	-	3	0	-	\$1,225,000	\$0	-	98.0%	0.0%	-	9	0	-	2	1	100%
Downtown - Nuuanu	1-1-8 to 1-2-2	12	8	50%	7	8	-13%	\$1,025,888	\$751,000	37%	82.1%	94.9%	-13%	83	98	-15%	47	36	31%
Ewa Plain	1-9-1	80	83	-4%	68	78	-13%	\$720,000	\$678,444	6%	97.0%	99.8%	-3%	39	17	129%	231	166	39%
Hawaii Kai	1-3-9	20	23	-13%	9	15	-40%	\$1,120,000	\$1,200,000	-7%	100.0%	96.2%	4%	8	27	-70%	78	72	8%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	31	37	-16%	30	27	11%	\$1,240,000	\$1,175,000	6%	93.6%	92.6%	1%	29	21	38%	128	104	23%
Kalihi - Palama	1-1-2 to 1-1-7	16	12	33%	9	8	13%	\$725,000	\$755,000	-4%	103.6%	102.4%	1%	37	9	311%	74	39	90%
Kaneohe	Selected 1-4-4 to 1-4-7	26	32	-19%	27	14	93%	\$880,000	\$962,538	-9%	100.6%	97.0%	4%	25	16	56%	90	69	30%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	22	25	-12%	17	21	-19%	\$1,005,888	\$950,000	6%	105.0%	100.0%	5%	15	21	-29%	94	70	34%
Makaha - Nanakuli	1-8-1 to 1-8-9	35	38	-8%	23	38	-39%	\$495,000	\$429,250	15%	99.2%	94.5%	5%	30	14	114%	120	118	2%
Makakilo	1-9-2 to 1-9-3	22	17	29%	9	18	-50%	\$650,000	\$768,750	-15%	100.2%	98.1%	2%	10	15	-33%	54	45	20%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	19	15	27%	7	7	0%	\$1,139,000	\$1,393,000	-18%	91.1%	89.9%	1%	14	68	-79%	68	46	48%
Milliani	Selected 1-9-4 to 1-9-5	26	30	-13%	16	15	7%	\$802,000	\$804,000	0%	101.3%	98.9%	2%	10	8	25%	62	41	51%
Moanalua - Salt Lake	1-1-1	7	7	0%	2	6	-67%	\$910,000	\$864,000	5%	99.2%	100.3%	-1%	78	15	420%	16	16	0%
North Shore	1-5-6 to 1-6-9	15	12	25%	10	8	25%	\$911,750	\$762,500	20%	91.5%	94.8%	-3%	66	47	40%	67	51	31%
Pearl City - Aiea	1-9-6 to 1-9-9	30	20	50%	22	30	-27%	\$834,000	\$706,500	18%	102.6%	101.1%	1%	26	11	136%	76	72	6%
Wahiawa	1-7-1 to 1-7-7	16	9	78%	10	6	67%	\$615,000	\$567,500	8%	97.9%	102.7%	-5%	26	11	136%	26	20	30%
Waialae - Kahala	1-3-5	12	11	9%	9	9	0%	\$1,900,000	\$1,670,000	14%	96.2%	98.5%	-2%	29	69	-58%	53	60	-12%
Waikiki	1-2-6	0	0	-	0	0	-	\$0	\$0	-	0.0%	0.0%	-	0	0	-	1	0	-
Waipahu	1-9-4	23	28	-18%	20	30	-33%	\$700,000	\$706,500	-1%	100.1%	97.8%	2%	19	13	46%	61	51	20%
Windward Coast	1-4-8 to 1-5-5	10	8	25%	4	7	-43%	\$925,000	\$715,000	29%	88.3%	102.3%	-14%	50	10	400%	33	34	-3%

Year to Date		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale		
		Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	117	124	-6%	72	82	-12%	\$1,500,000	\$1,200,000	25%	94.0%	96.0%	-2%	35	22	59%
Ala Moana - Kakaako	1-2-3	13	9	44%	9	6	50%	\$1,095,000	\$955,000	15%	100.0%	96.8%	3%	10	49	-80%
Downtown - Nuuanu	1-1-8 to 1-2-2	118	121	-2%	68	77	-12%	\$973,500	\$862,500	13%	97.4%	98.0%	-1%	20	21	-5%
Ewa Plain	1-9-1	911	873	4%	637	692	-8%	\$683,000	\$654,000	4%	99.1%	99.4%	0%	16	14	14%
Hawaii Kai	1-3-9	232	235	-1%	147	144	2%	\$1,180,000	\$1,150,000	3%	98.3%	94.1%	4%	15	19	-21%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	401	369	9%	292	267	9%	\$1,150,000	\$1,125,000	2%	94.8%	95.8%	-1%	17	15	13%
Kalihi - Palama	1-1-2 to 1-1-7	175	143	22%	97	97	0%	\$758,750	\$770,000	-1%	96.2%	102.7%	-6%	21	19	11%
Kaneohe	Selected 1-4-4 to 1-4-7	293	306	-4%	203	211	-4%	\$892,500	\$862,500	3%	98.7%	97.9%	1%	15	12	25%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	256	248	3%	150	166	-10%	\$1,050,000	\$996,500	5%	97.1%	99.8%	-3%	14	16	-13%
Makaha - Nanakuli	1-8-1 to 1-8-9	389	417	-7%	274	281	-2%	\$480,000	\$455,000	5%	96.4%	98.9%	-3%	22	20	10%
Makakilo	1-9-2 to 1-9-3	198	199	-1%	136	137	-1%	\$745,000	\$715,000	4%	99.5%	98.1%	1%	15	19	-21%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	154	148	4%	83	86	-3%	\$1,249,950	\$1,125,000	11%	96.2%	93.8%	3%	22	17	29%
Milliani	Selected 1-9-4 to 1-9-5	253	234	8%	176	179	-2%	\$765,000	\$777,000	-2%	98.4%	99.7%	-1%	9	10	-10%
Moanalua - Salt Lake	1-1-1	55	51	8%	43	33	30%	\$900,000	\$860,000	5%	100.1%	95.7%	5%	11	20	-45%
North Shore	1-5-6 to 1-6-9	145	154	-6%	76	95	-20%	\$950,000	\$890,000	7%	95.5%	99.2%	-4%	18	27	-33%
Pearl City - Aiea	1-9-6 to 1-9-9	270	253	7%	213	220	-3%	\$801,000	\$750,000	7%	98.3%	99.7%	-1%	12	13	-8%
Wahiawa	1-7-1 to 1-7-7	97	110	-12%	73	85	-14%	\$615,000	\$595,000	3%	98.2%	99.2%	-1%	14	13	8%
Waialae - Kahala	1-3-5	135	167	-19%	77	103	-25%	\$1,850,000	\$1,707,500	8%	100.0%	94.2%	6%	29	53	-45%
Waikiki	1-2-6	5	4	25%	1	3	-67%	\$397,000	\$1,103,000	-64%	94.5%	84.8%	11%	0	120	-
Waipahu	1-9-4	246	227	8%	188	186	1%	\$703,000	\$673,000	4%	100.4%	99.0%	1%	17	13	31%
Windward Coast	1-4-8 to 1-5-5	80	86	-7%	43	65	-34%	\$795,000	\$755,000	5%	96.4%	100.7%	-4%	25	41	-39%

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

# Local Market Update

## Condos October 2018



October 2018		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale			Inventory of Homes for Sale		
		Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	2	0	-	0	0	-	\$0	\$0	-	0.0%	0.0%	-	0	0	-	3	0	-
Ala Moana - Kakaako	1-2-3	62	73	-15%	41	42	-2%	\$374,000	\$665,000	-44%	90.1%	96.8%	-7%	49	62	-21%	227	251	-10%
Downtown - Nuuanu	1-1-8 to 1-2-2	48	53	-9%	41	32	28%	\$377,500	\$429,950	-12%	94.6%	91.6%	3%	20	56	-64%	191	147	30%
Ewa Plain	1-9-1	66	65	2%	53	45	18%	\$429,000	\$505,000	-15%	100.0%	99.0%	1%	14	9	56%	139	100	39%
Hawaii Kai	1-3-9	30	19	58%	12	12	0%	\$580,000	\$662,500	-12%	95.6%	98.4%	-3%	19	38	-50%	74	47	57%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	7	13	-46%	6	11	-45%	\$870,000	\$540,000	61%	96.5%	100.0%	-4%	6	20	-70%	34	30	13%
Kalihi - Palama	1-1-2 to 1-1-7	13	12	8%	9	15	-40%	\$370,000	\$293,800	26%	92.8%	95.4%	-3%	15	33	-55%	36	39	-8%
Kaneohe	Selected 1-4-4 to 1-4-7	30	10	200%	8	21	-62%	\$570,000	\$450,000	27%	98.7%	100.2%	-1%	20	10	100%	57	37	54%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	7	12	-42%	6	4	50%	\$551,250	\$519,500	6%	98.7%	87.5%	13%	16	121	-87%	50	46	9%
Makaha - Nanakuli	1-8-1 to 1-8-9	27	16	69%	18	18	0%	\$160,000	\$147,250	9%	92.4%	90.6%	2%	14	26	-46%	74	76	-3%
Makakilo	1-9-2 to 1-9-3	26	22	18%	12	15	-20%	\$419,500	\$400,000	5%	98.1%	100.1%	-2%	28	8	250%	51	27	89%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	68	70	-3%	47	62	-24%	\$320,000	\$372,500	-14%	100.5%	95.5%	5%	24	24	0%	177	207	-14%
Mililani	Selected 1-9-4 to 1-9-5	46	44	5%	30	31	-3%	\$395,250	\$415,000	-5%	99.7%	101.2%	-1%	26	10	160%	90	77	17%
Moanalua - Salt Lake	1-1-1	22	16	38%	13	15	-13%	\$370,000	\$375,000	-1%	100.0%	102.7%	-3%	30	18	67%	48	33	45%
North Shore	1-5-6 to 1-6-9	9	8	13%	3	7	-57%	\$260,000	\$345,000	-25%	90.0%	96.1%	-6%	88	81	9%	25	21	19%
Pearl City - Aiea	1-9-6 to 1-9-9	44	28	57%	33	35	-6%	\$400,000	\$350,000	14%	92.0%	98.6%	-7%	43	8	438%	87	87	0%
Wahiawa	1-7-1 to 1-7-7	5	4	25%	0	8	-100%	\$0	\$202,500	-	0.0%	101.3%	-100%	0	58	-100%	11	15	-27%
Waialae - Kahala	1-3-5	3	6	-50%	6	7	-14%	\$805,000	\$650,000	24%	90.7%	94.9%	-4%	77	37	108%	18	19	-5%
Waikiki	1-2-6	152	146	4%	82	86	-5%	\$367,500	\$384,500	-4%	98.0%	98.0%	0%	51	41	24%	624	520	20%
Waipahu	1-9-4	32	31	3%	20	19	5%	\$392,500	\$355,000	11%	97.0%	101.4%	-4%	10	8	25%	57	46	24%
Windward Coast	1-4-8 to 1-5-5	3	3	0%	3	4	-25%	\$253,000	\$203,500	24%	97.7%	91.4%	7%	27	83	-67%	12	15	-20%

Year to Date		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale		
		Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change	Oct-18	Oct-17	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	7	1	600%	2	0	-	\$795,000	\$0	-	95.8%	0.0%	-	20	0	-
Ala Moana - Kakaako	1-2-3	677	726	-7%	449	469	-4%	\$620,875	\$551,000	13%	95.7%	97.5%	-2%	38	25	52%
Downtown - Nuuanu	1-1-8 to 1-2-2	530	473	12%	320	317	1%	\$525,000	\$440,500	19%	97.3%	96.8%	1%	23	21	10%
Ewa Plain	1-9-1	629	550	14%	498	448	11%	\$507,500	\$480,000	6%	99.5%	100.8%	-1%	12	10	20%
Hawaii Kai	1-3-9	227	216	5%	163	171	-5%	\$665,333	\$650,000	2%	97.1%	100.0%	-3%	16	18	-11%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	118	130	-9%	90	89	1%	\$681,000	\$550,000	24%	98.3%	100.0%	-2%	14	19	-26%
Kalihi - Palama	1-1-2 to 1-1-7	132	146	-10%	93	103	-10%	\$403,000	\$363,000	11%	98.3%	96.0%	2%	23	20	15%
Kaneohe	Selected 1-4-4 to 1-4-7	214	203	5%	159	199	-20%	\$575,000	\$535,000	7%	99.8%	101.5%	-2%	14	9	56%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	117	120	-3%	72	81	-11%	\$555,000	\$499,000	11%	99.3%	94.3%	5%	21	42	-50%
Makaha - Nanakuli	1-8-1 to 1-8-9	247	230	7%	161	154	5%	\$165,000	\$152,000	9%	94.3%	95.6%	-1%	34	30	13%
Makakilo	1-9-2 to 1-9-3	185	149	24%	128	141	-9%	\$400,000	\$370,000	8%	98.5%	98.1%	0%	12	12	0%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	659	761	-13%	506	560	-10%	\$375,000	\$368,000	2%	98.4%	98.1%	0%	18	22	-18%
Mililani	Selected 1-9-4 to 1-9-5	487	442	10%	385	367	5%	\$395,000	\$375,000	5%	100.0%	100.0%	0%	12	9	33%
Moanalua - Salt Lake	1-1-1	227	192	18%	181	181	0%	\$396,650	\$369,000	7%	99.2%	100.0%	-1%	11	18	-39%
North Shore	1-5-6 to 1-6-9	68	70	-3%	41	47	-13%	\$465,000	\$421,250	10%	89.4%	94.9%	-6%	22	24	-8%
Pearl City - Aiea	1-9-6 to 1-9-9	384	356	8%	295	291	1%	\$392,000	\$380,000	3%	98.2%	100.3%	-2%	13	10	30%
Wahiawa	1-7-1 to 1-7-7	37	55	-33%	27	35	-23%	\$220,000	\$212,000	4%	96.1%	101.0%	-5%	12	14	-14%
Waialae - Kahala	1-3-5	48	65	-26%	37	50	-26%	\$581,000	\$568,000	2%	101.0%	98.8%	2%	21	32	-34%
Waikiki	1-2-6	1631	1437	14%	989	930	6%	\$400,000	\$390,000	3%	95.3%	97.5%	-2%	35	31	13%
Waipahu	1-9-4	242	236	3%	189	199	-5%	\$385,000	\$372,250	3%	97.5%	100.9%	-3%	12	9	33%
Windward Coast	1-4-8 to 1-5-5	34	43	-21%	25	30	-17%	\$253,000	\$271,000	-7%	97.7%	92.6%	6%	27	58	-53%

SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

# Local Market Update

October 2018

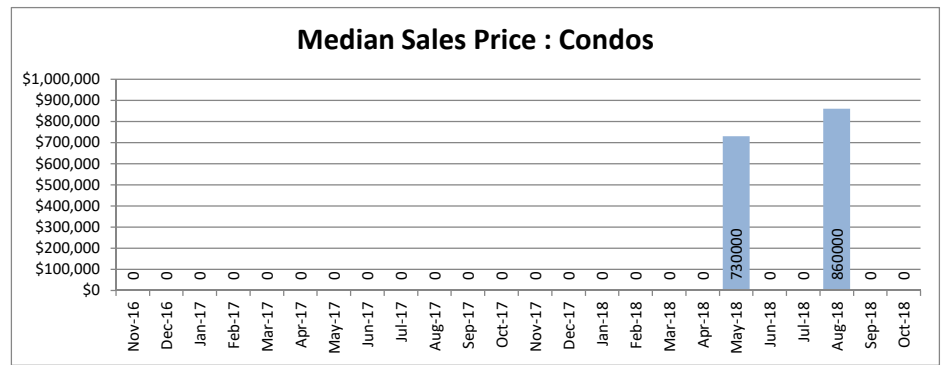
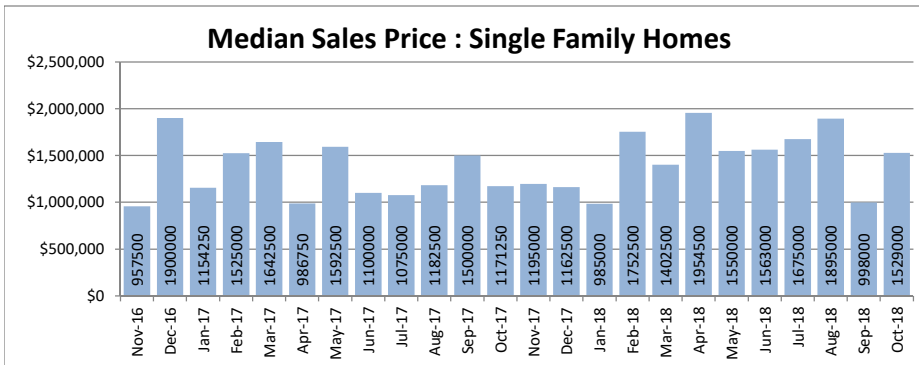
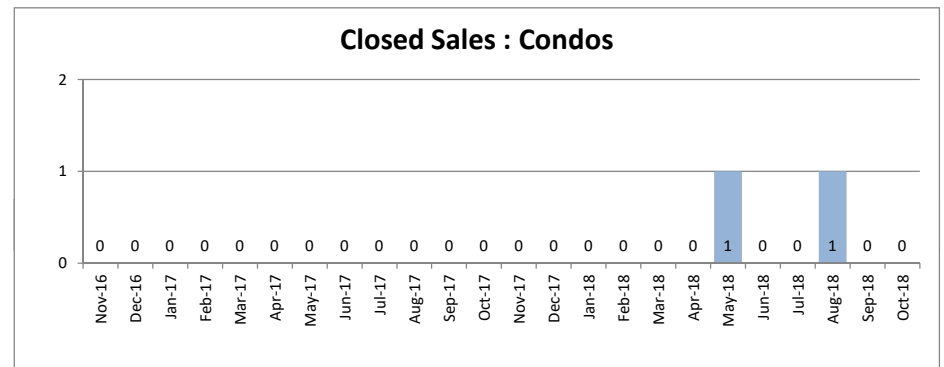
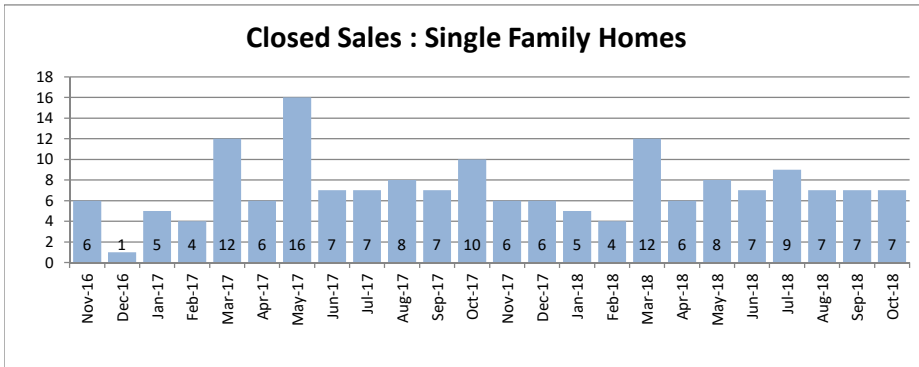


**Aina Haina - Kuliouou**  
1-3-6 to 1-3-8

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	7	13	-46%	117	124	-6%
Closed Sales	7	10	-30%	72	82	-12%
Median Sales Price	\$1,529,000	\$1,171,250	31%	\$1,500,000	\$1,200,000	25%
Percent of Original List Price Received	98.0%	95.6%	3%	94.0%	96.0%	-2%
Median Days on Market Until Sale	43	52	-17%	35	22	59%
Inventory of Homes for Sale	50	46	9%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	2	0	-	7	1	600%
Closed Sales	0	0	-	2	0	-
Median Sales Price	\$0	\$0	-	\$795,000	\$0	-
Percent of Original List Price Received	0.0%	0.0%	-	95.8%	0.0%	-
Median Days on Market Until Sale	0	0	-	20	0	-
Inventory of Homes for Sale	3	0	-	-	-	-



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

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October 2018

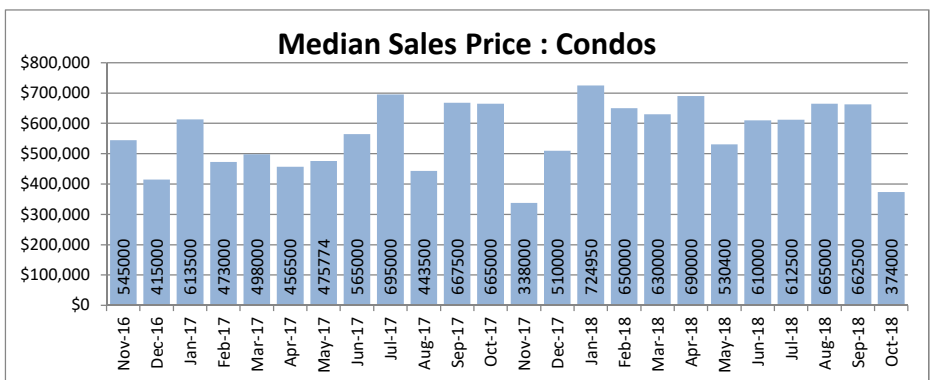
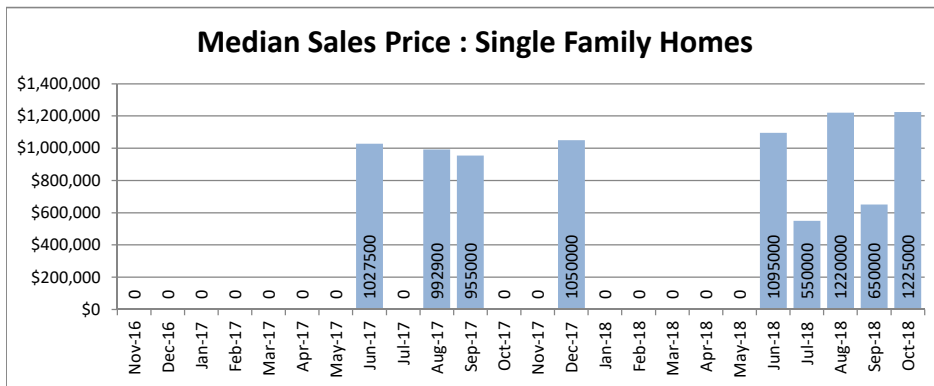
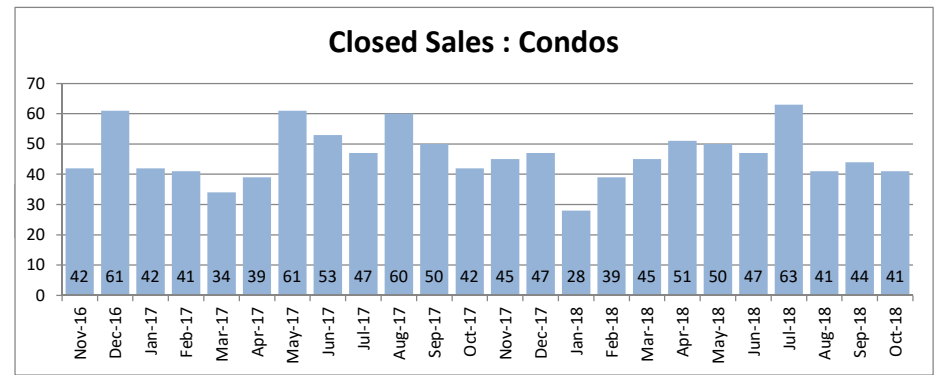
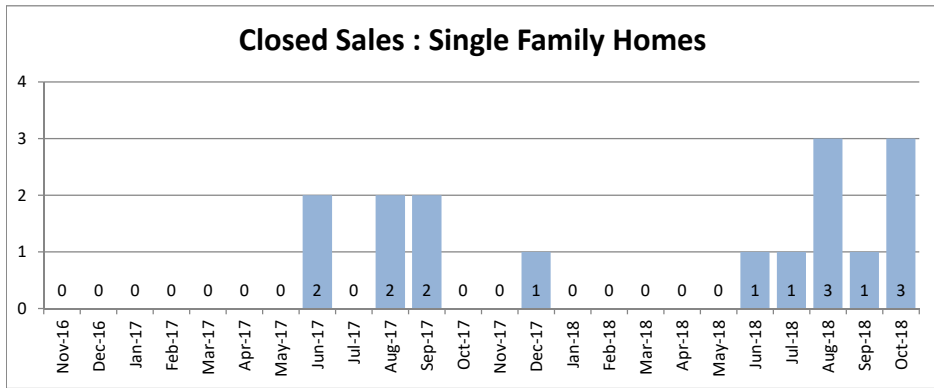


**Ala Moana - Kakaako**  
1-2-3

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	0	0	-	13	9	44%
Closed Sales	3	0	-	9	6	50%
Median Sales Price	\$1,225,000	\$0	-	\$1,095,000	\$955,000	15%
Percent of Original List Price Received	98.0%	0.0%	-	100.0%	96.8%	3%
Median Days on Market Until Sale	9	0	-	10	49	-80%
Inventory of Homes for Sale	2	1	100%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	62	73	-15%	677	726	-7%
Closed Sales	41	42	-2%	449	469	-4%
Median Sales Price	\$374,000	\$665,000	-44%	\$620,875	\$551,000	13%
Percent of Original List Price Received	90.1%	96.8%	-7%	95.7%	97.5%	-2%
Median Days on Market Until Sale	49	62	-21%	38	25	52%
Inventory of Homes for Sale	227	251	-10%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

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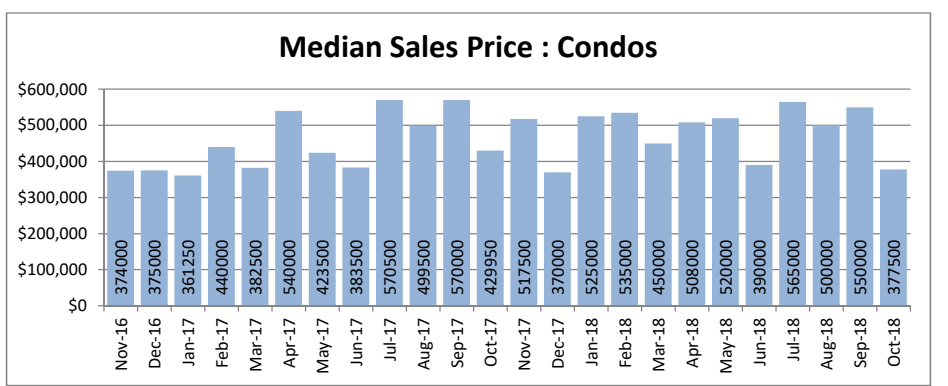
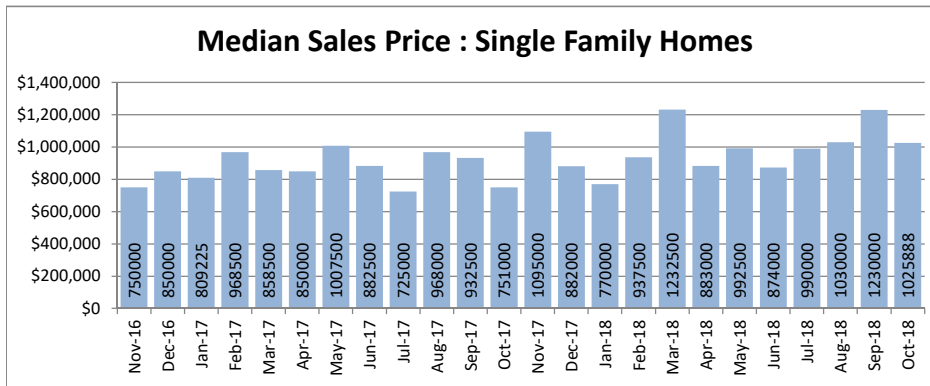
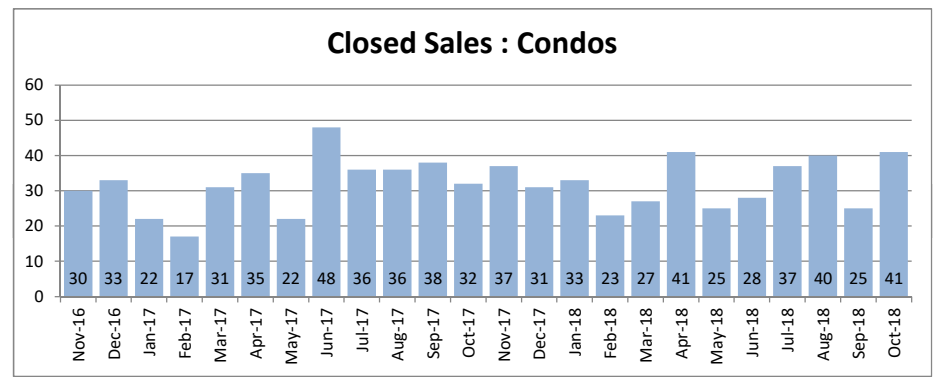
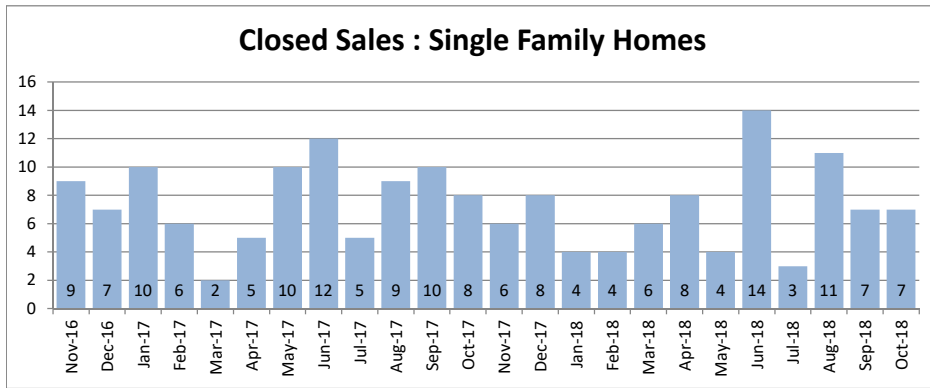


**Downtown - Nuuanu**  
1-1-8 to 1-2-2

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	12	8	50%	118	121	-2%
Closed Sales	7	8	-13%	68	77	-12%
Median Sales Price	\$1,025,888	\$751,000	37%	\$973,500	\$862,500	13%
Percent of Original List Price Received	82.1%	94.9%	-13%	97.4%	98.0%	-1%
Median Days on Market Until Sale	83	98	-15%	20	21	-5%
Inventory of Homes for Sale	47	36	31%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	48	53	-9%	530	473	12%
Closed Sales	41	32	28%	320	317	1%
Median Sales Price	\$377,500	\$429,950	-12%	\$525,000	\$440,500	19%
Percent of Original List Price Received	94.6%	91.6%	3%	97.3%	96.8%	1%
Median Days on Market Until Sale	20	56	-64%	23	21	10%
Inventory of Homes for Sale	191	147	30%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

# Local Market Update

October 2018

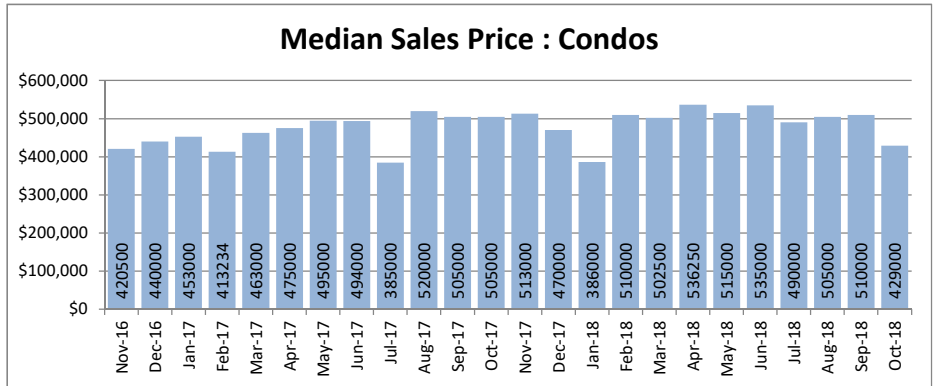
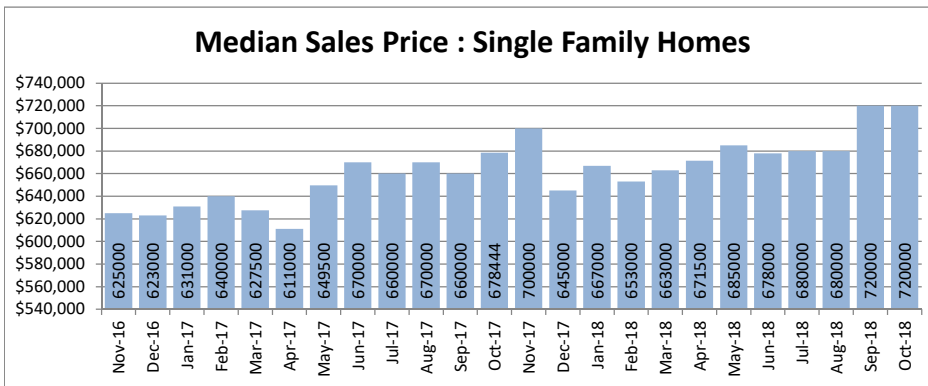
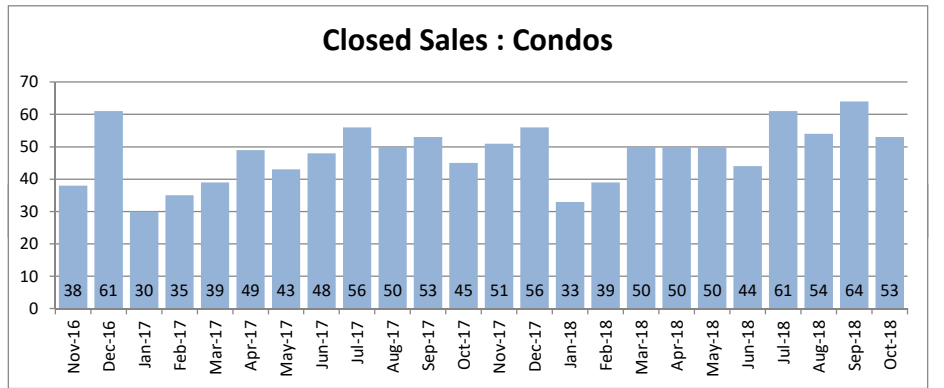
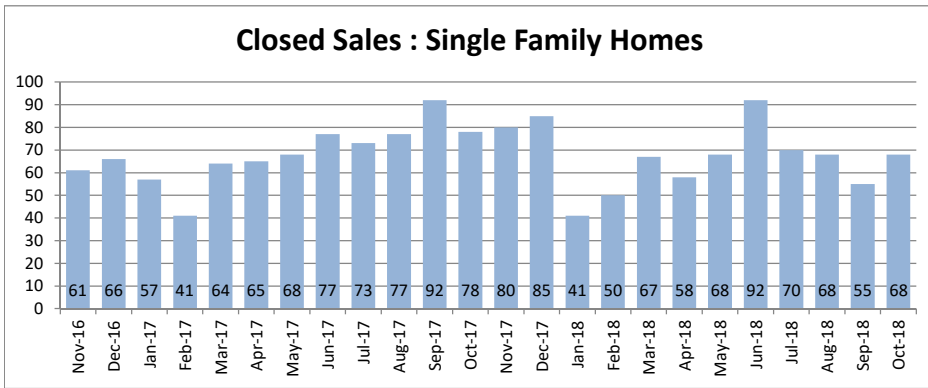


<b>Ewa Plain</b>
<b>1-9-1</b>

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	80	83	-4%	911	873	4%
Closed Sales	68	78	-13%	637	692	-8%
Median Sales Price	\$720,000	\$678,444	6%	\$683,000	\$654,000	4%
Percent of Original List Price Received	97.0%	99.8%	-3%	99.1%	99.4%	0%
Median Days on Market Until Sale	39	17	129%	16	14	14%
Inventory of Homes for Sale	231	166	39%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	66	65	2%	629	550	14%
Closed Sales	53	45	18%	498	448	11%
Median Sales Price	\$429,000	\$505,000	-15%	\$507,500	\$480,000	6%
Percent of Original List Price Received	100.0%	99.0%	1%	99.5%	100.8%	-1%
Median Days on Market Until Sale	14	9	56%	12	10	20%
Inventory of Homes for Sale	139	100	39%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

# Local Market Update

October 2018

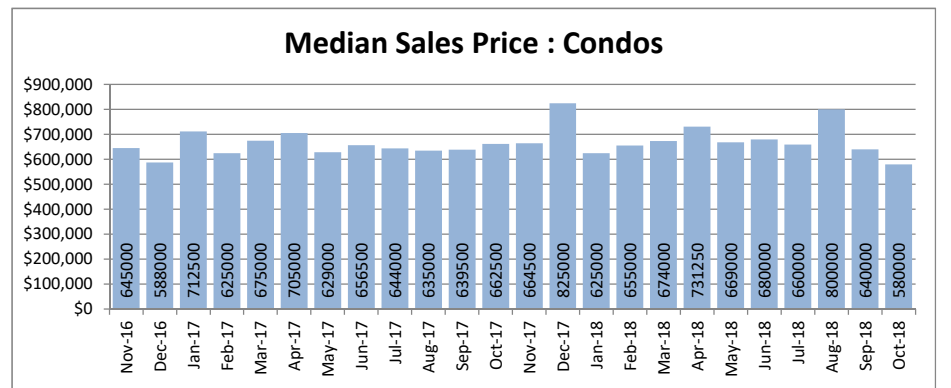
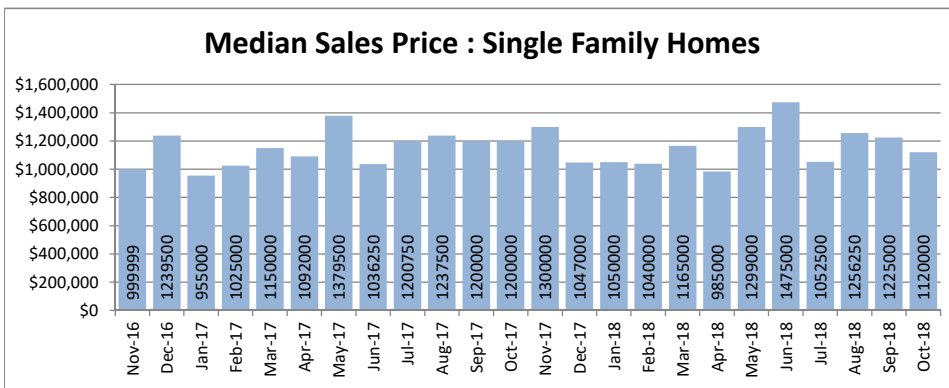
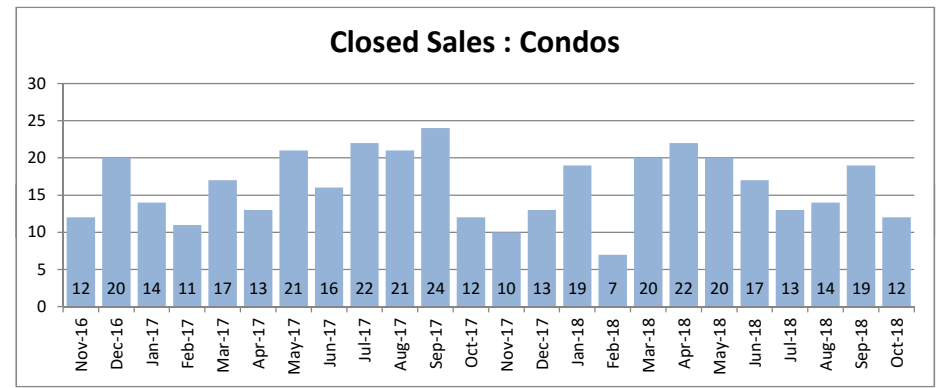
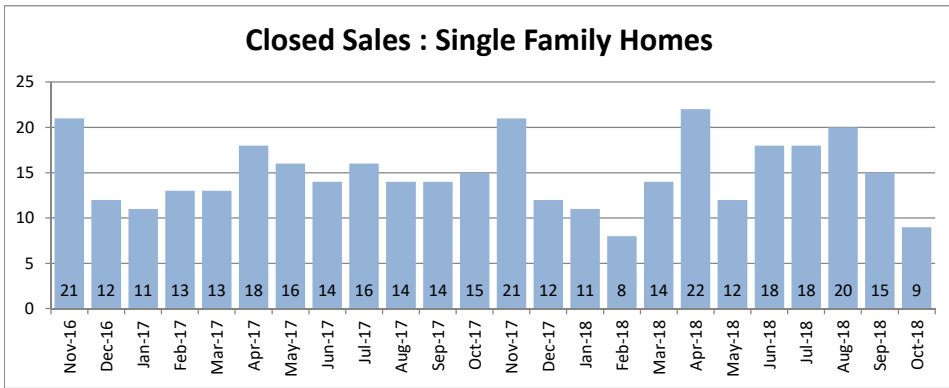


<b>Hawaii Kai</b>
<b>1-3-9</b>

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	20	23	-13%	232	235	-1%
Closed Sales	9	15	-40%	147	144	2%
Median Sales Price	\$1,120,000	\$1,200,000	-7%	\$1,180,000	\$1,150,000	3%
Percent of Original List Price Received	100.0%	96.2%	4%	98.3%	94.1%	4%
Median Days on Market Until Sale	8	27	-70%	15	19	-21%
Inventory of Homes for Sale	78	72	8%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	30	19	58%	227	216	5%
Closed Sales	12	12	0%	163	171	-5%
Median Sales Price	\$580,000	\$662,500	-12%	\$665,333	\$650,000	2%
Percent of Original List Price Received	95.6%	98.4%	-3%	97.1%	100.0%	-3%
Median Days on Market Until Sale	19	38	-50%	16	18	-11%
Inventory of Homes for Sale	74	47	57%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

# Local Market Update

October 2018

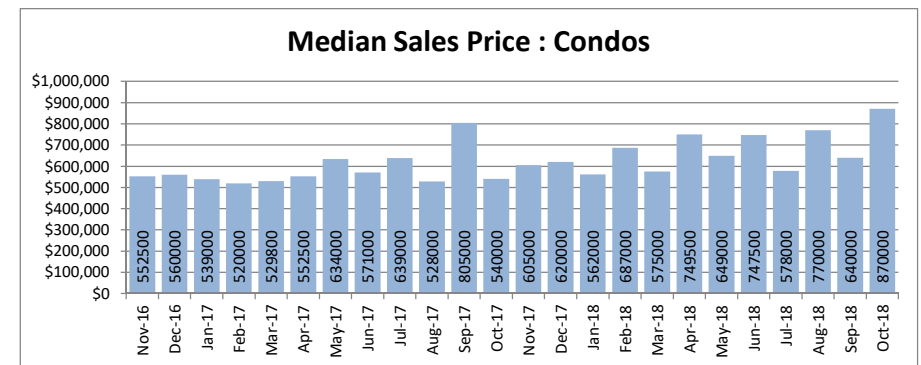
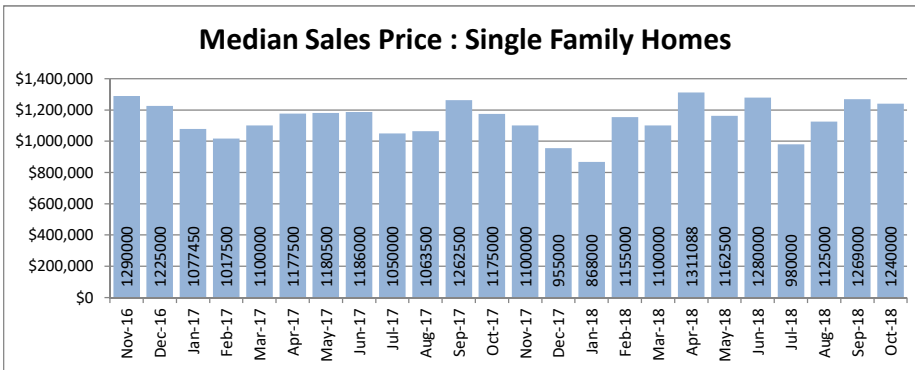
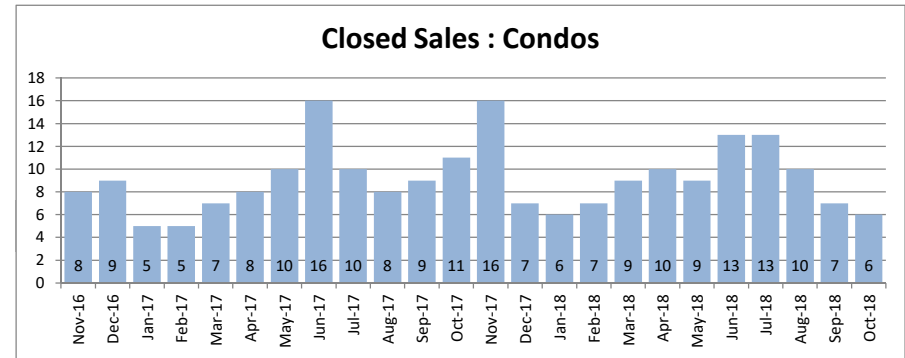
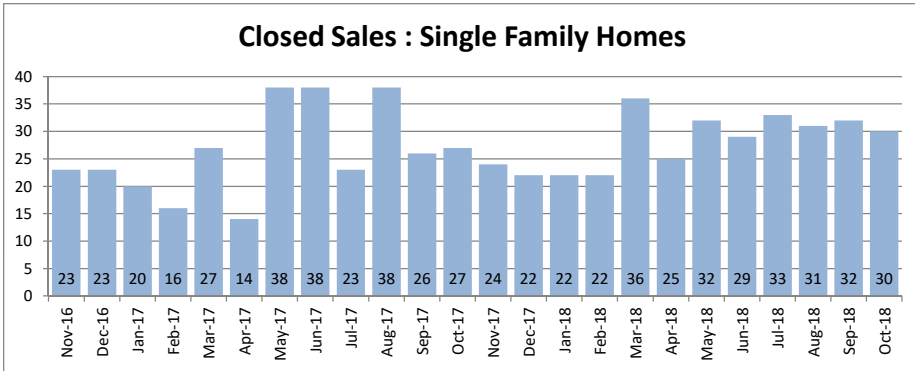


**Kailua - Waimanalo**  
1-4-1 to Selected 1-4-4

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	31	37	-16%	401	369	9%
Closed Sales	30	27	11%	292	267	9%
Median Sales Price	\$1,240,000	\$1,175,000	6%	\$1,150,000	\$1,125,000	2%
Percent of Original List Price Received	93.6%	92.6%	1%	94.8%	95.8%	-1%
Median Days on Market Until Sale	29	21	38%	17	15	13%
Inventory of Homes for Sale	128	104	23%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	7	13	-46%	118	130	-9%
Closed Sales	6	11	-45%	90	89	1%
Median Sales Price	\$870,000	\$540,000	61%	\$681,000	\$550,000	24%
Percent of Original List Price Received	96.5%	100.0%	-4%	98.3%	100.0%	-2%
Median Days on Market Until Sale	6	20	-70%	14	19	-26%
Inventory of Homes for Sale	34	30	13%	-	-	-



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.



# Local Market Update

October 2018

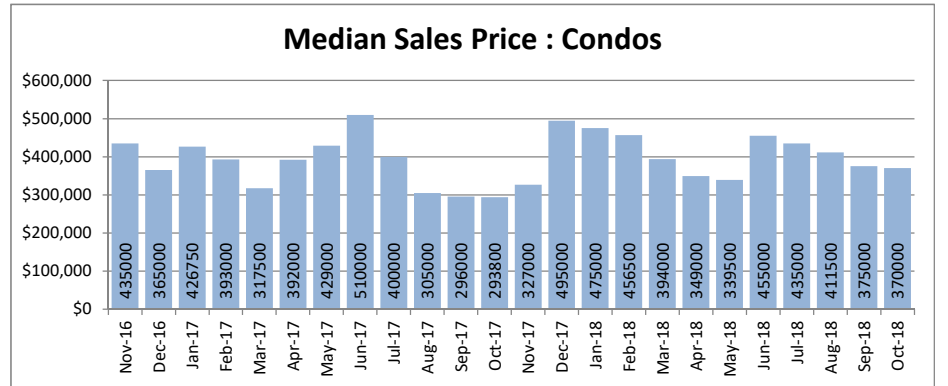
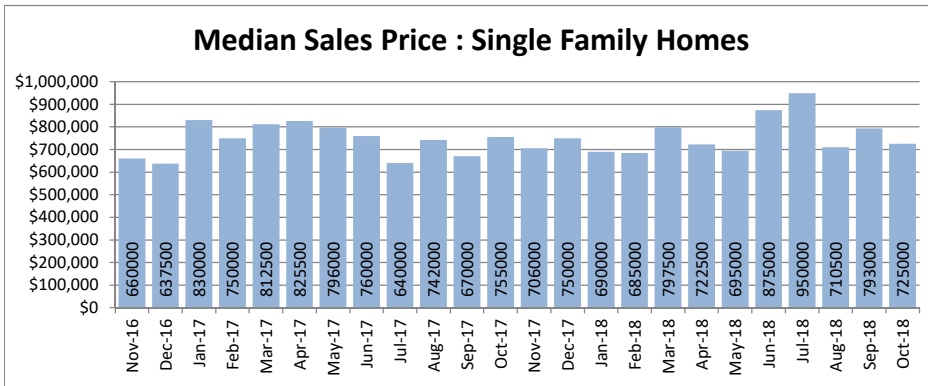
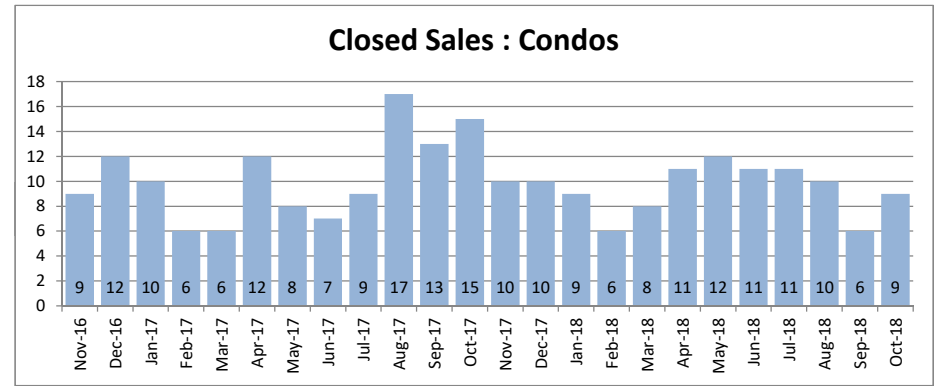
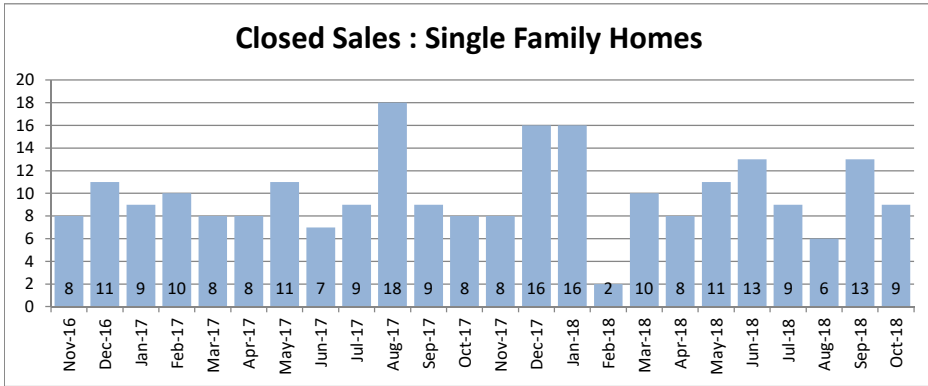


**Kalihi - Palama**  
1-1-2 to 1-1-7

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	16	12	33%	175	143	22%
Closed Sales	9	8	13%	97	97	0%
Median Sales Price	\$725,000	\$755,000	-4%	\$758,750	\$770,000	-1%
Percent of Original List Price Received	103.6%	102.4%	1%	96.2%	102.7%	-6%
Median Days on Market Until Sale	37	9	311%	21	19	11%
Inventory of Homes for Sale	74	39	90%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	13	12	8%	132	146	-10%
Closed Sales	9	15	-40%	93	103	-10%
Median Sales Price	\$370,000	\$293,800	26%	\$403,000	\$363,000	11%
Percent of Original List Price Received	92.8%	95.4%	-3%	98.3%	96.0%	2%
Median Days on Market Until Sale	15	33	-55%	23	20	15%
Inventory of Homes for Sale	36	39	-8%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

# Local Market Update

October 2018

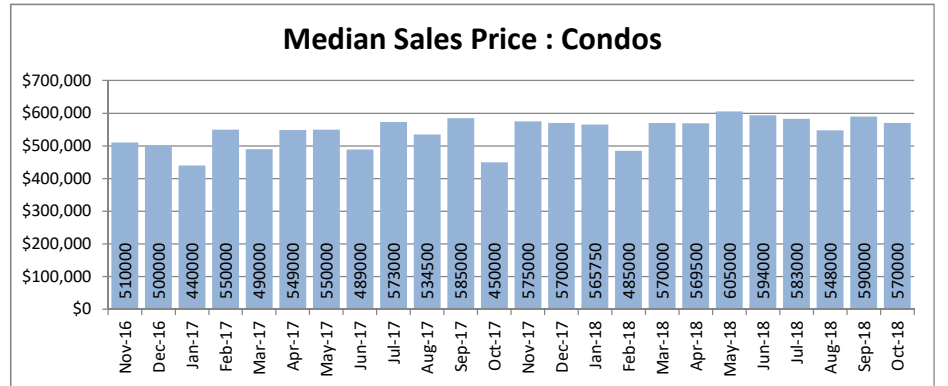
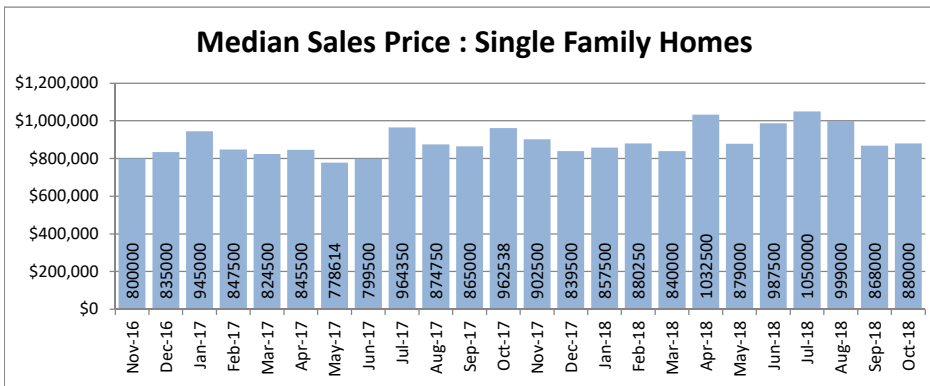
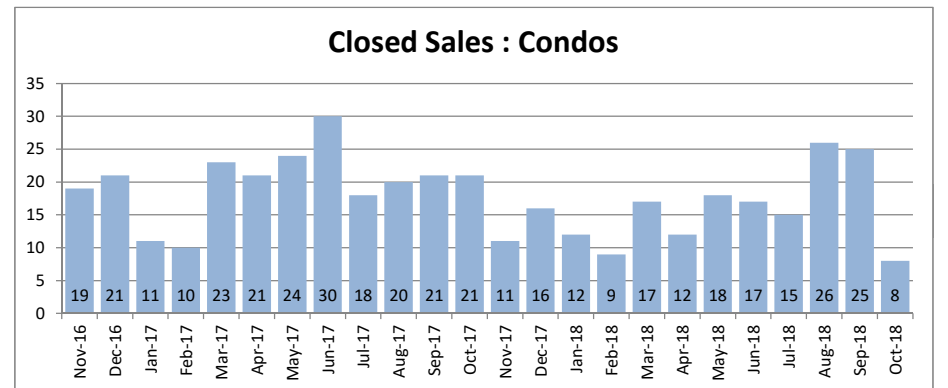
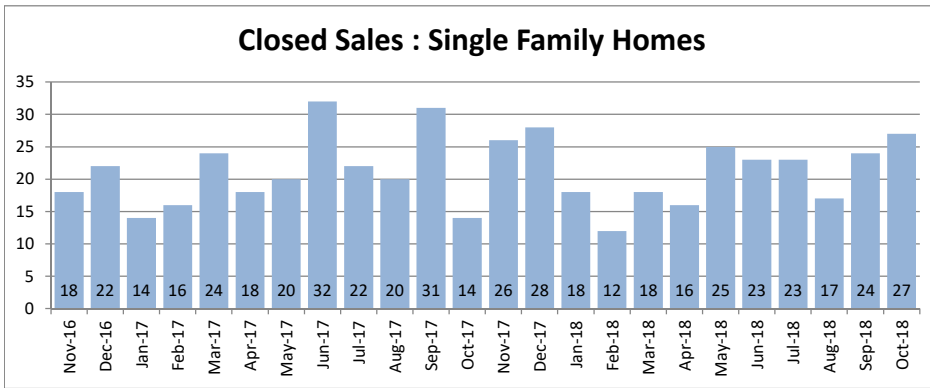


<b>Kaneohe</b>
Selected 1-4-4 to 1-4-7

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	26	32	-19%	293	306	-4%
Closed Sales	27	14	93%	203	211	-4%
Median Sales Price	\$880,000	\$962,538	-9%	\$892,500	\$862,500	3%
Percent of Original List Price Received	100.6%	97.0%	4%	98.7%	97.9%	1%
Median Days on Market Until Sale	25	16	56%	15	12	25%
Inventory of Homes for Sale	90	69	30%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	30	10	200%	214	203	5%
Closed Sales	8	21	-62%	159	199	-20%
Median Sales Price	\$570,000	\$450,000	27%	\$575,000	\$535,000	7%
Percent of Original List Price Received	98.7%	100.2%	-1%	99.8%	101.5%	-2%
Median Days on Market Until Sale	20	10	100%	14	9	56%
Inventory of Homes for Sale	57	37	54%	-	-	-



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

# Local Market Update

October 2018

## Kapahulu - Diamond Head

1-3-1 to 1-3-4

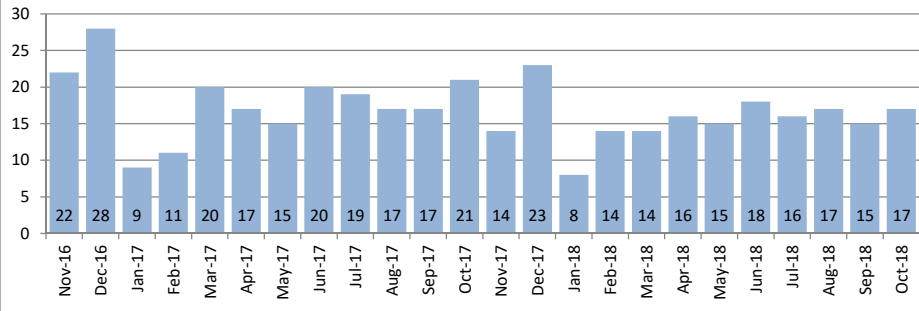


October 2018

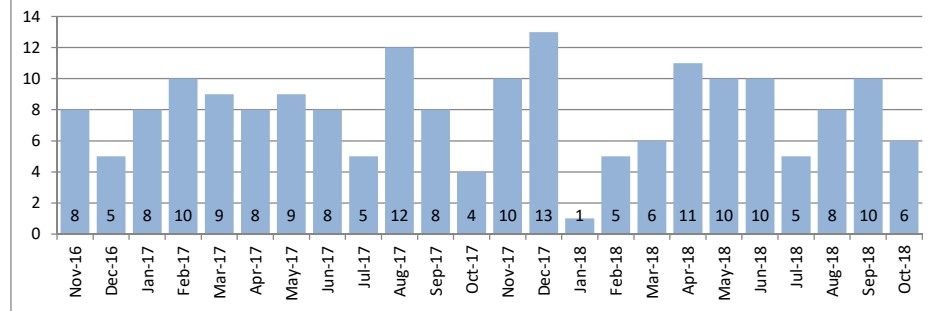
Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	22	25	-12%	256	248	3%
Closed Sales	17	21	-19%	150	166	-10%
Median Sales Price	\$1,005,888	\$950,000	6%	\$1,050,000	\$996,500	5%
Percent of Original List Price Received	105.0%	100.0%	5%	97.1%	99.8%	-3%
Median Days on Market Until Sale	15	21	-29%	14	16	-13%
Inventory of Homes for Sale	94	70	34%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	7	12	-42%	117	120	-3%
Closed Sales	6	4	50%	72	81	-11%
Median Sales Price	\$551,250	\$519,500	6%	\$555,000	\$499,000	11%
Percent of Original List Price Received	98.7%	87.5%	13%	99.3%	94.3%	5%
Median Days on Market Until Sale	16	121	-87%	21	42	-50%
Inventory of Homes for Sale	50	46	9%	-	-	-

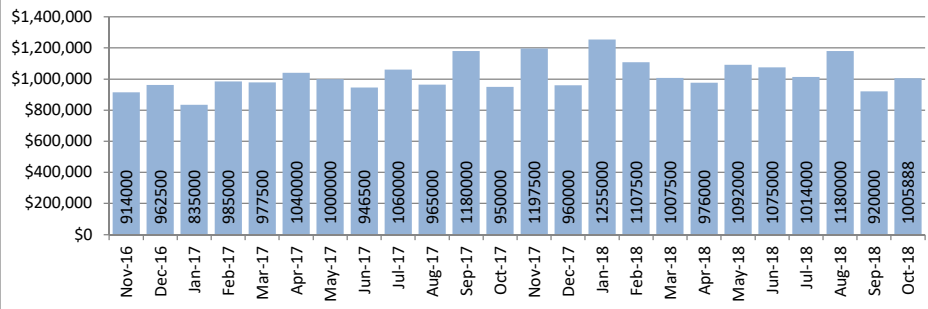
Closed Sales : Single Family Homes



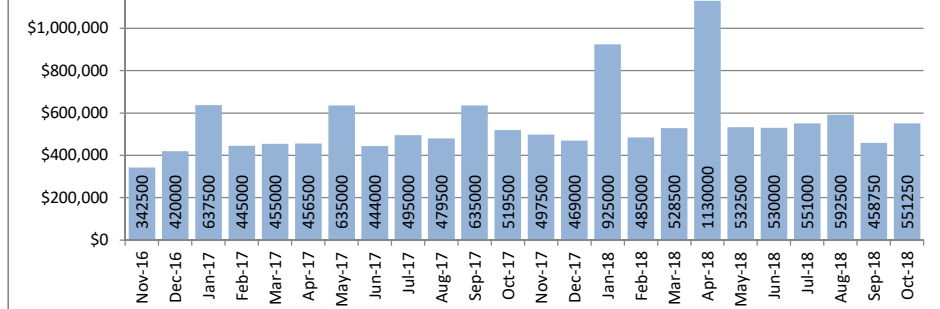
Closed Sales : Condos



Median Sales Price : Single Family Homes



Median Sales Price : Condos



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

# Local Market Update

October 2018

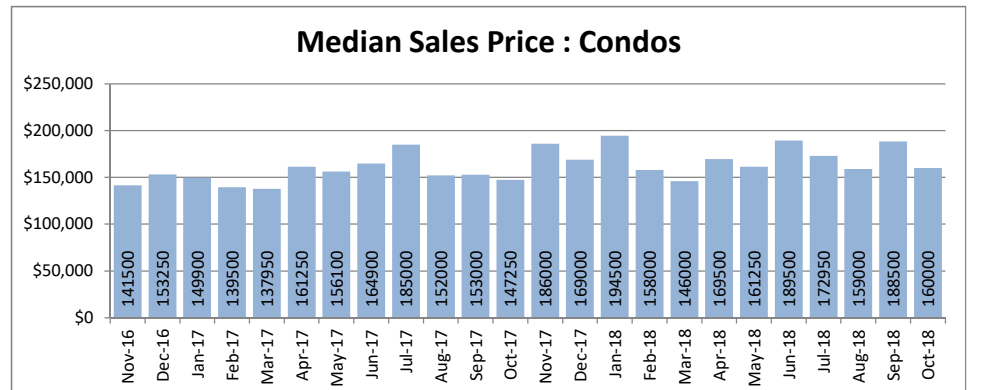
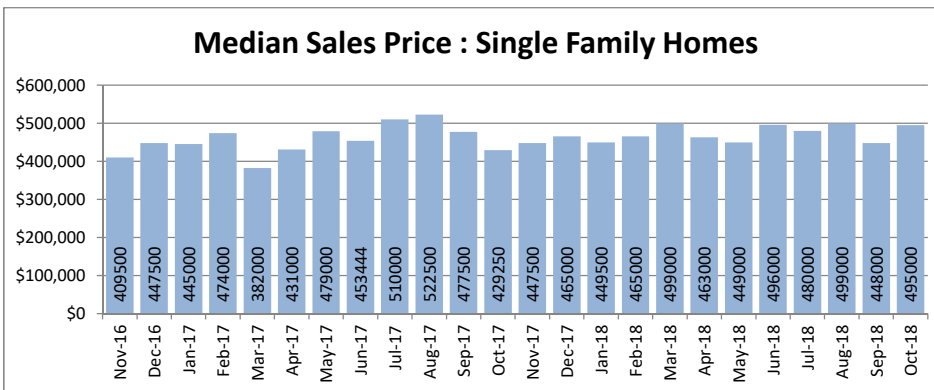
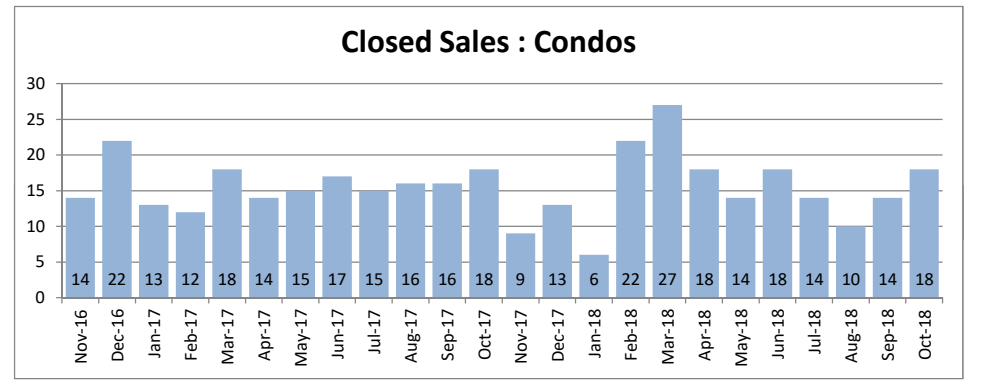
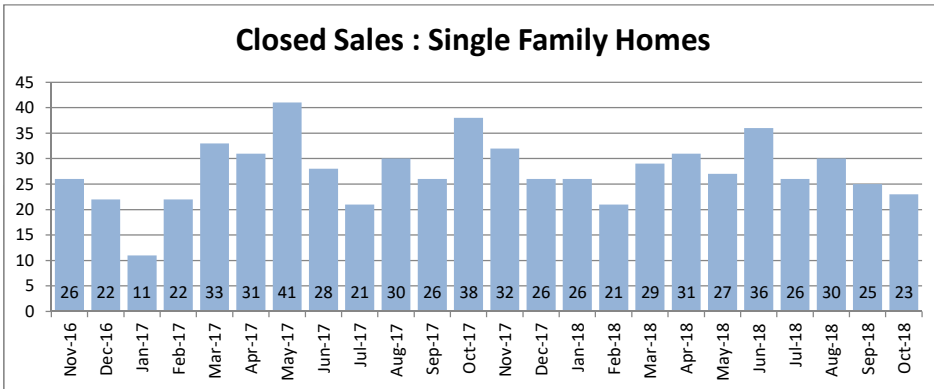


**Makaha - Nanakuli**  
1-8-1 to 1-8-9

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	35	38	-8%	389	417	-7%
Closed Sales	23	38	-39%	274	281	-2%
Median Sales Price	\$495,000	\$429,250	15%	\$480,000	\$455,000	5%
Percent of Original List Price Received	99.2%	94.5%	5%	96.4%	98.9%	-3%
Median Days on Market Until Sale	30	14	114%	22	20	10%
Inventory of Homes for Sale	120	118	2%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	27	16	69%	247	230	7%
Closed Sales	18	18	0%	161	154	5%
Median Sales Price	\$160,000	\$147,250	9%	\$165,000	\$152,000	9%
Percent of Original List Price Received	92.4%	90.6%	2%	94.3%	95.6%	-1%
Median Days on Market Until Sale	14	26	-46%	34	30	13%
Inventory of Homes for Sale	74	76	-3%	-	-	-



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

# Local Market Update

October 2018

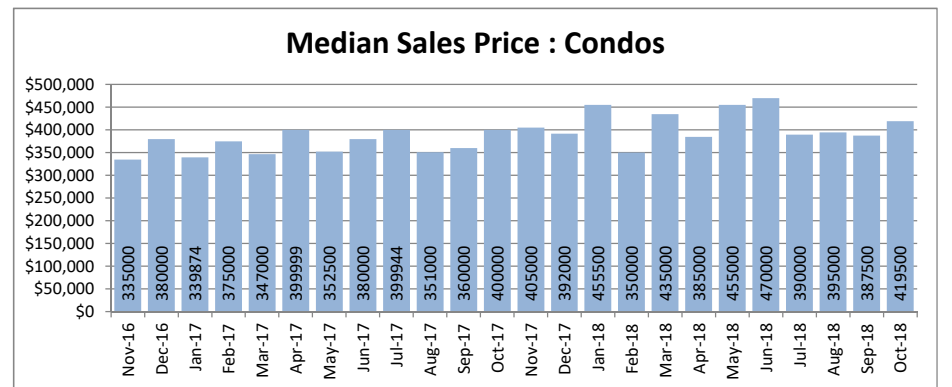
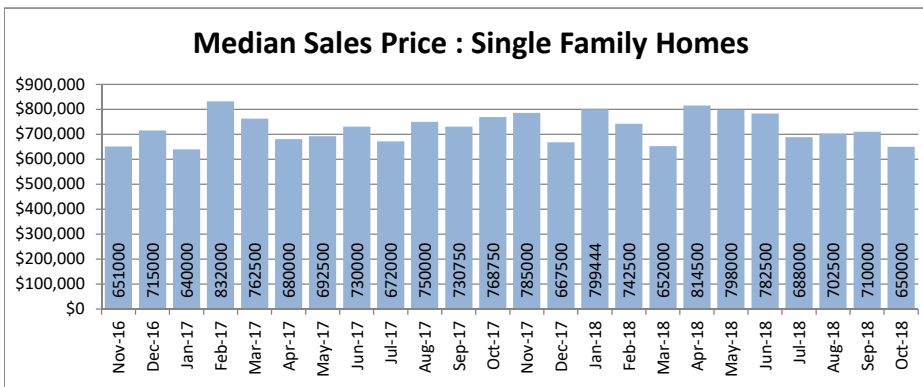
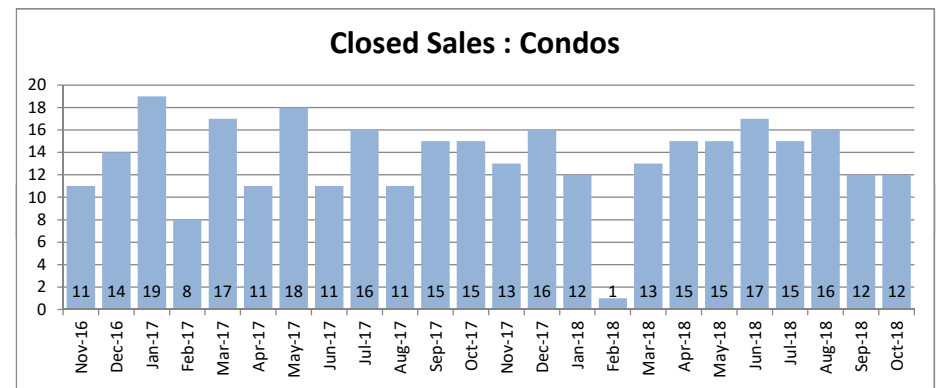
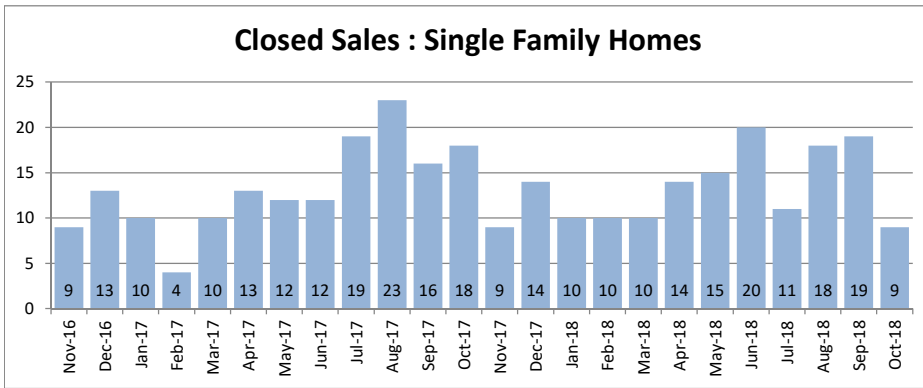


<b>Makakilo</b>
<b>1-9-2 to 1-9-3</b>

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	22	17	29%	198	199	-1%
Closed Sales	9	18	-50%	136	137	-1%
Median Sales Price	\$650,000	\$768,750	-15%	\$745,000	\$715,000	4%
Percent of Original List Price Received	100.2%	98.1%	2%	99.5%	98.1%	1%
Median Days on Market Until Sale	10	15	-33%	15	19	-21%
Inventory of Homes for Sale	54	45	20%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	26	22	18%	185	149	24%
Closed Sales	12	15	-20%	128	141	-9%
Median Sales Price	\$419,500	\$400,000	5%	\$400,000	\$370,000	8%
Percent of Original List Price Received	98.1%	100.1%	-2%	98.5%	98.1%	0%
Median Days on Market Until Sale	28	8	250%	12	12	0%
Inventory of Homes for Sale	51	27	89%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

# Local Market Update

October 2018



## Makiki - Moiliili

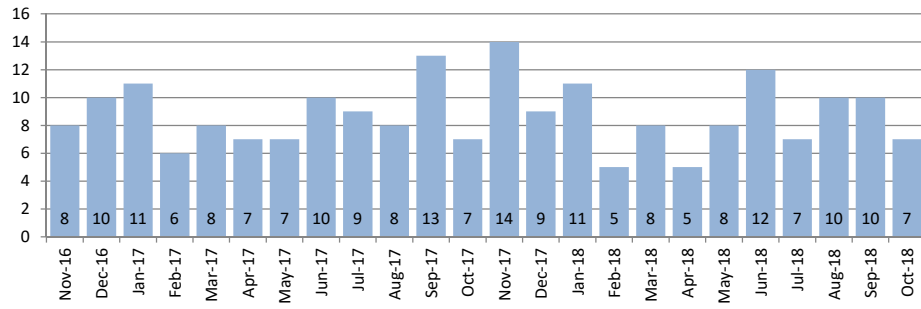
1-2-4 to 1-2-9 (except 1-2-6)

October 2018

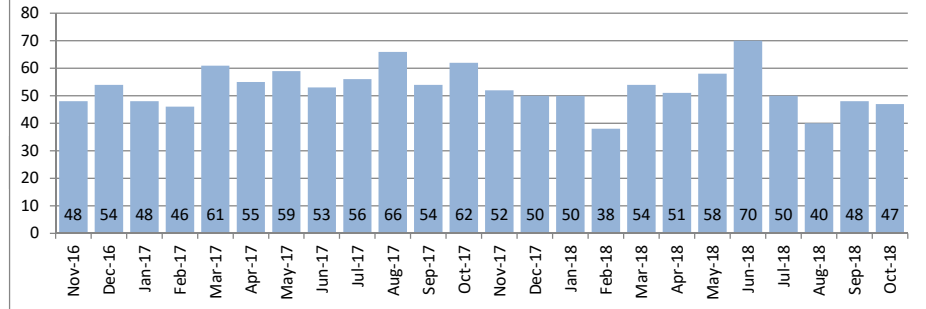
Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	19	15	27%	154	148	4%
Closed Sales	7	7	0%	83	86	-3%
Median Sales Price	\$1,139,000	\$1,393,000	-18%	\$1,249,950	\$1,125,000	11%
Percent of Original List Price Received	91.1%	89.9%	1%	96.2%	93.8%	3%
Median Days on Market Until Sale	14	68	-79%	22	17	29%
Inventory of Homes for Sale	68	46	48%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	68	70	-3%	659	761	-13%
Closed Sales	47	62	-24%	506	560	-10%
Median Sales Price	\$370,000	\$372,500	-1%	\$375,000	\$368,000	2%
Percent of Original List Price Received	100.5%	95.5%	5%	98.4%	98.1%	0%
Median Days on Market Until Sale	24	24	0%	18	22	-18%
Inventory of Homes for Sale	177	207	-14%	-	-	-

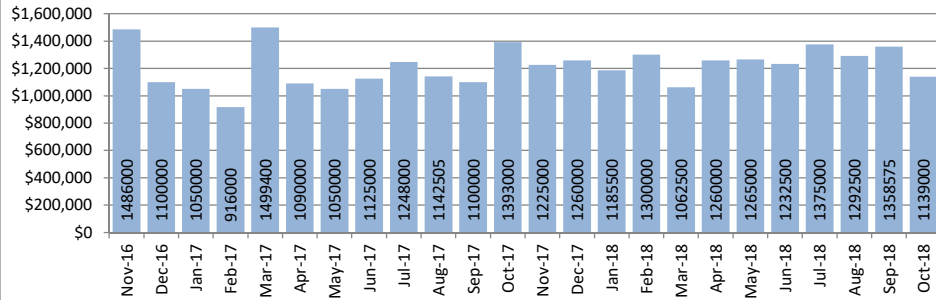
Closed Sales : Single Family Homes



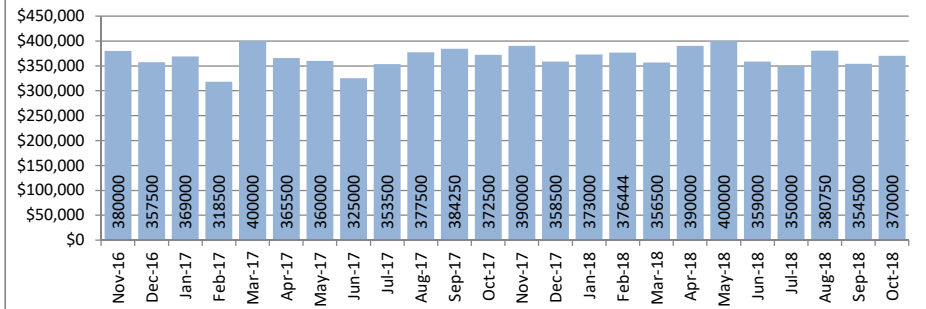
Closed Sales : Condos



Median Sales Price : Single Family Homes



Median Sales Price : Condos



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

# Local Market Update

October 2018

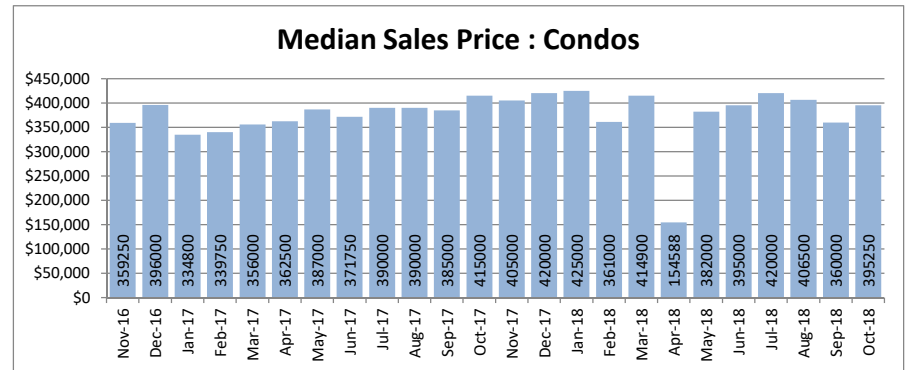
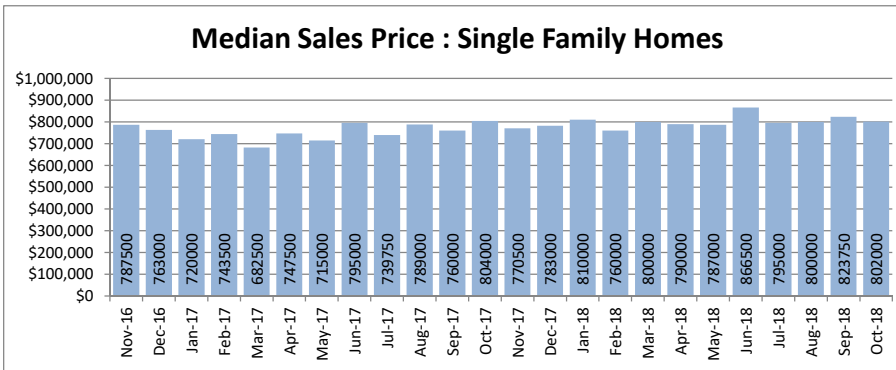
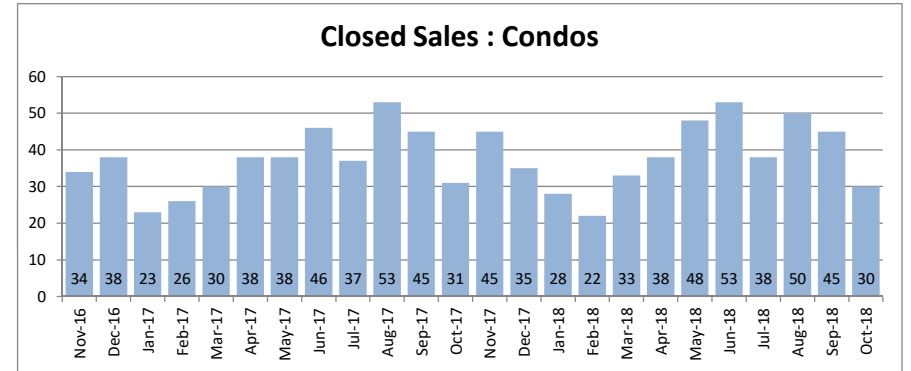
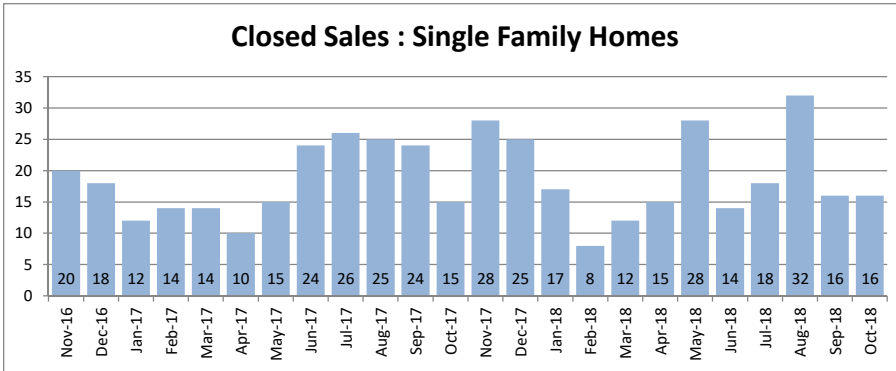


<b>Mililani</b>
Selected 1-9-4 to 1-9-5

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	26	30	-13%	253	234	8%
Closed Sales	16	15	7%	176	179	-2%
Median Sales Price	\$802,000	\$804,000	0%	\$765,000	\$777,000	-2%
Percent of Original List Price Received	101.3%	98.9%	2%	98.4%	99.7%	-1%
Median Days on Market Until Sale	10	8	25%	9	10	-10%
Inventory of Homes for Sale	62	41	51%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	46	44	5%	487	442	10%
Closed Sales	30	31	-3%	385	367	5%
Median Sales Price	\$395,250	\$415,000	-5%	\$395,000	\$375,000	5%
Percent of Original List Price Received	99.7%	101.2%	-1%	100.0%	100.0%	0%
Median Days on Market Until Sale	26	10	160%	12	9	33%
Inventory of Homes for Sale	90	77	17%	-	-	-



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

# Local Market Update

October 2018

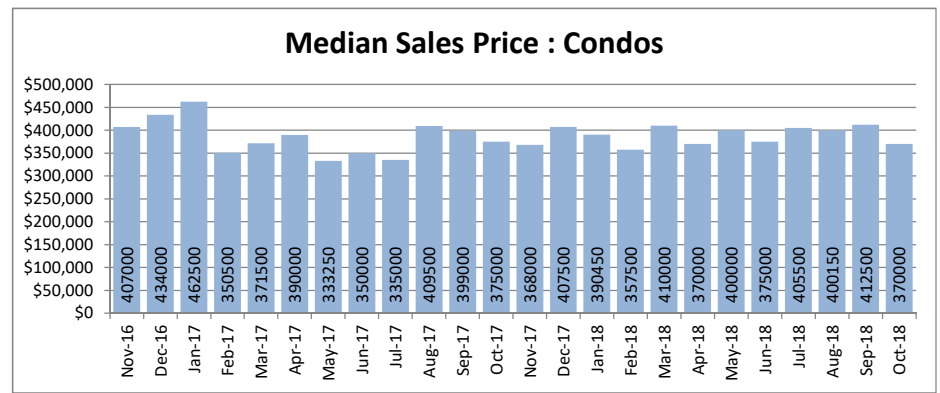
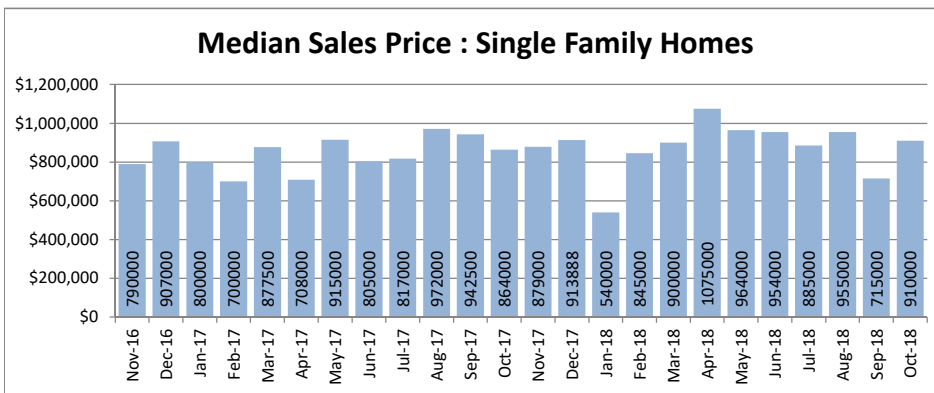
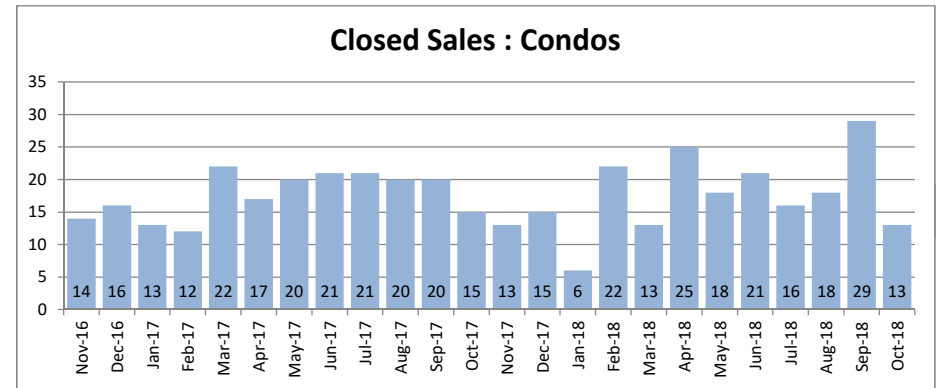
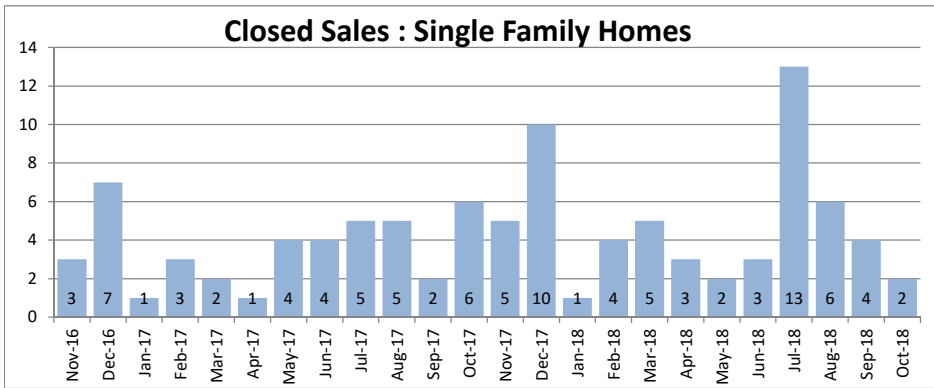


<b>Moanalua - Salt Lake</b>
<b>1-1-1</b>

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	7	7	0%	55	51	8%
Closed Sales	2	6	-67%	43	33	30%
Median Sales Price	\$910,000	\$864,000	5%	\$900,000	\$860,000	5%
Percent of Original List Price Received	99.2%	100.3%	-1%	100.1%	95.7%	5%
Median Days on Market Until Sale	78	15	420%	11	20	-45%
Inventory of Homes for Sale	16	16	0%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	22	16	38%	227	192	18%
Closed Sales	13	15	-13%	181	181	0%
Median Sales Price	\$370,000	\$375,000	-1%	\$396,650	\$369,000	7%
Percent of Original List Price Received	100.0%	102.7%	-3%	99.2%	100.0%	-1%
Median Days on Market Until Sale	30	18	67%	11	18	-39%
Inventory of Homes for Sale	48	33	45%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.



# Local Market Update

October 2018

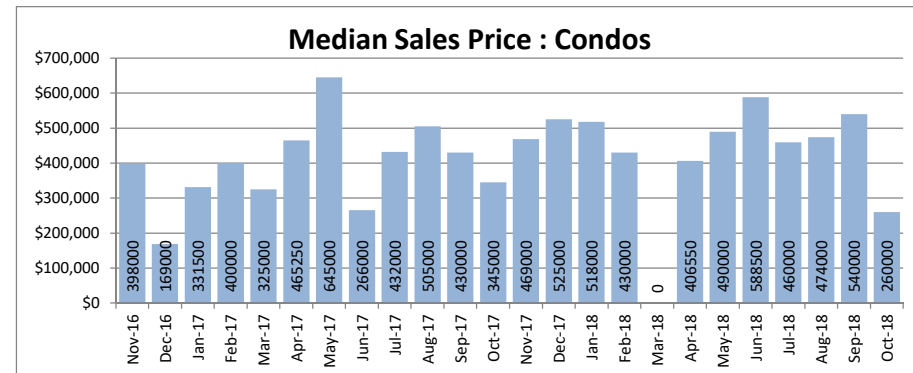
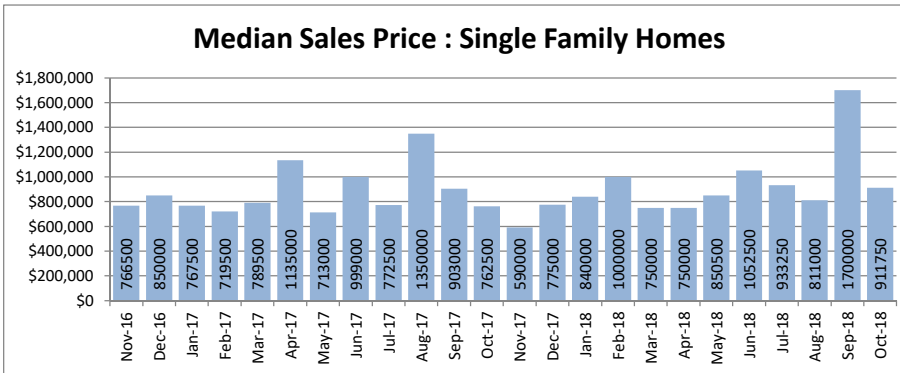
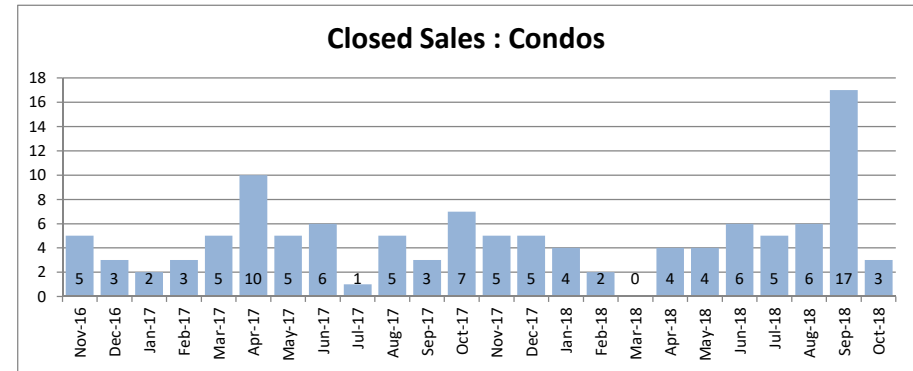
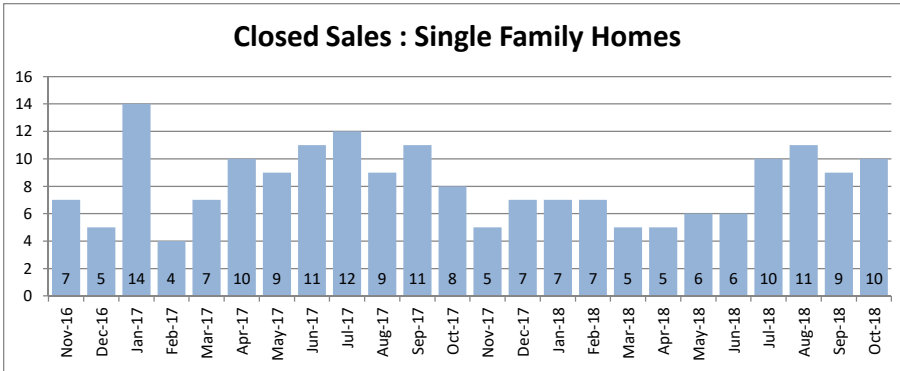


**North Shore**  
1-5-6 to 1-6-9

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	15	12	25%	145	154	-6%
Closed Sales	10	8	25%	76	95	-20%
Median Sales Price	\$911,750	\$762,500	20%	\$950,000	\$890,000	7%
Percent of Original List Price Received	91.5%	94.8%	-3%	95.5%	99.2%	-4%
Median Days on Market Until Sale	66	47	40%	18	27	-33%
Inventory of Homes for Sale	67	51	31%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	9	8	13%	68	70	-3%
Closed Sales	3	7	-57%	41	47	-13%
Median Sales Price	\$260,000	\$345,000	-25%	\$465,000	\$421,250	10%
Percent of Original List Price Received	90.0%	96.1%	-6%	89.4%	94.9%	-6%
Median Days on Market Until Sale	88	81	9%	22	24	-8%
Inventory of Homes for Sale	25	21	19%	-	-	-



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

# Local Market Update

October 2018

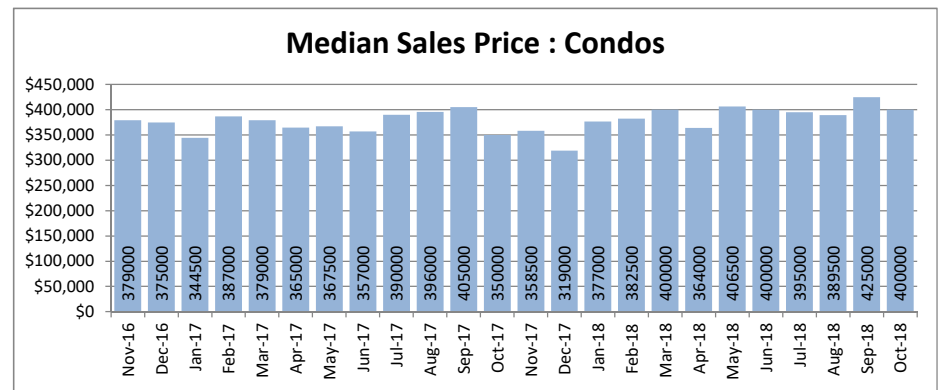
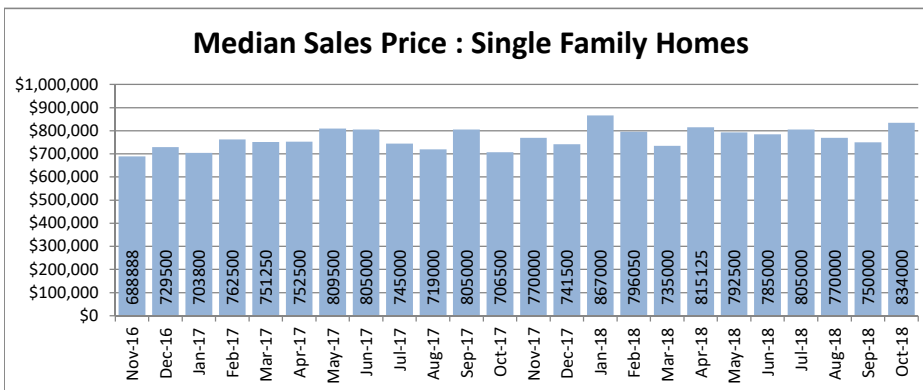
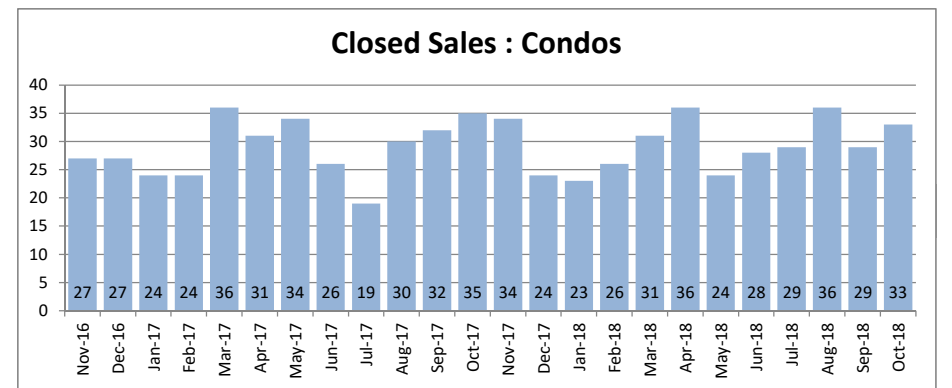
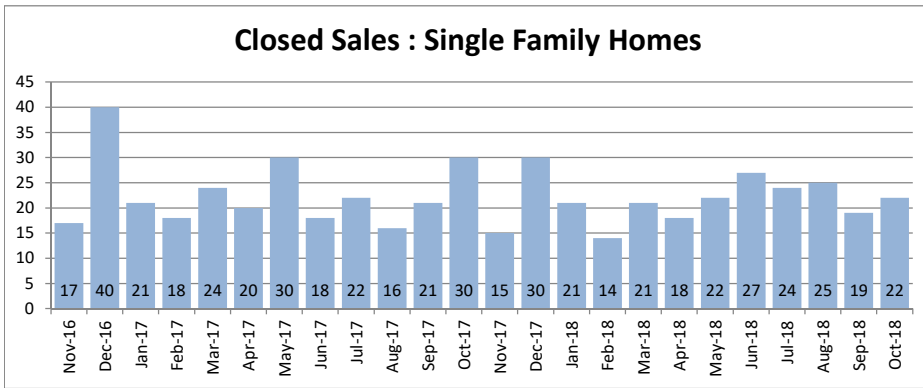


**Pearl City - Aiea**  
1-9-6 to 1-9-9

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	30	20	50%	270	253	7%
Closed Sales	22	30	-27%	213	220	-3%
Median Sales Price	\$834,000	\$706,500	18%	\$801,000	\$750,000	7%
Percent of Original List Price Received	102.6%	101.1%	1%	98.3%	99.7%	-1%
Median Days on Market Until Sale	26	11	136%	12	13	-8%
Inventory of Homes for Sale	76	72	6%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	44	28	57%	384	356	8%
Closed Sales	33	35	-6%	295	291	1%
Median Sales Price	\$400,000	\$350,000	14%	\$392,000	\$380,000	3%
Percent of Original List Price Received	92.0%	98.6%	-7%	98.2%	100.3%	-2%
Median Days on Market Until Sale	43	8	438%	13	10	30%
Inventory of Homes for Sale	87	87	0%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

# Local Market Update

October 2018

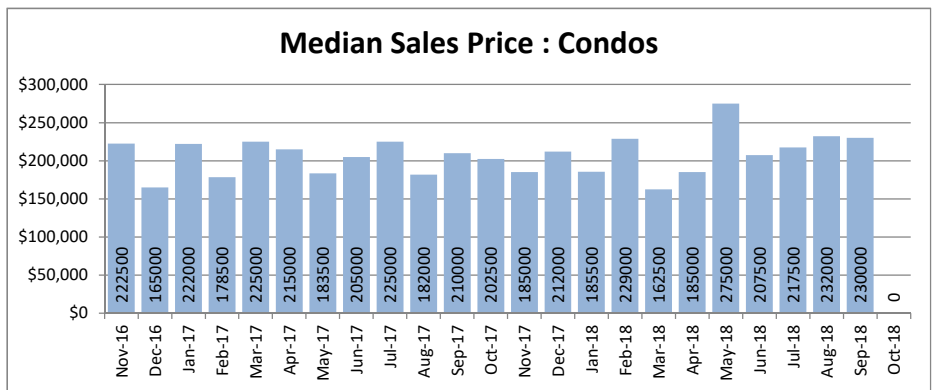
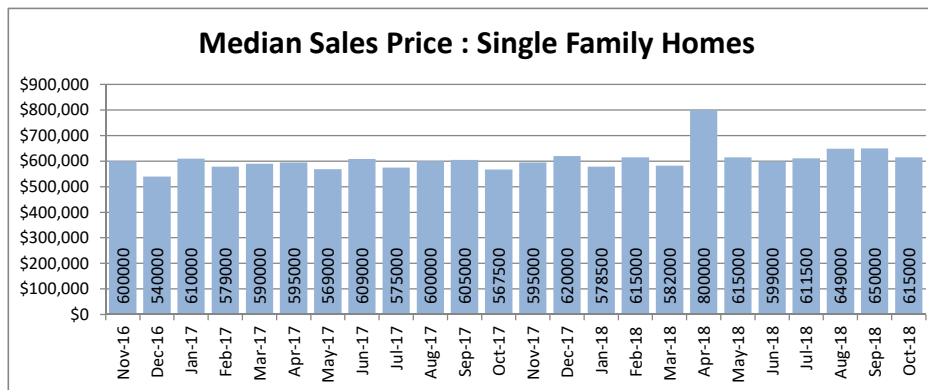
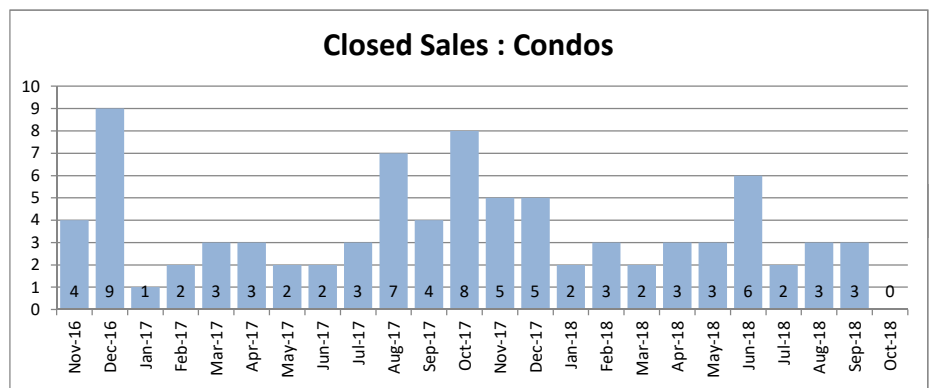
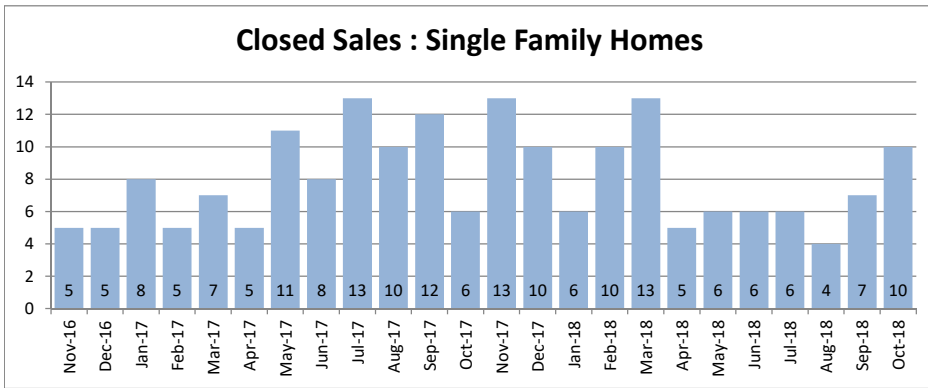


<b>Wahiawa</b>
<b>1-7-1 to 1-7-7</b>

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	16	9	78%	97	110	-12%
Closed Sales	10	6	67%	73	85	-14%
Median Sales Price	\$615,000	\$567,500	8%	\$615,000	\$595,000	3%
Percent of Original List Price Received	97.9%	102.7%	-5%	98.2%	99.2%	-1%
Median Days on Market Until Sale	26	11	136%	14	13	8%
Inventory of Homes for Sale	26	20	30%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	5	4	25%	37	55	-33%
Closed Sales	0	8	-100%	27	35	-23%
Median Sales Price	\$0	\$202,500	-100%	\$220,000	\$212,000	4%
Percent of Original List Price Received	0.0%	101.3%	-100%	96.1%	101.0%	-5%
Median Days on Market Until Sale	0	58	-100%	12	14	-14%
Inventory of Homes for Sale	11	15	-27%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

# Local Market Update

October 2018

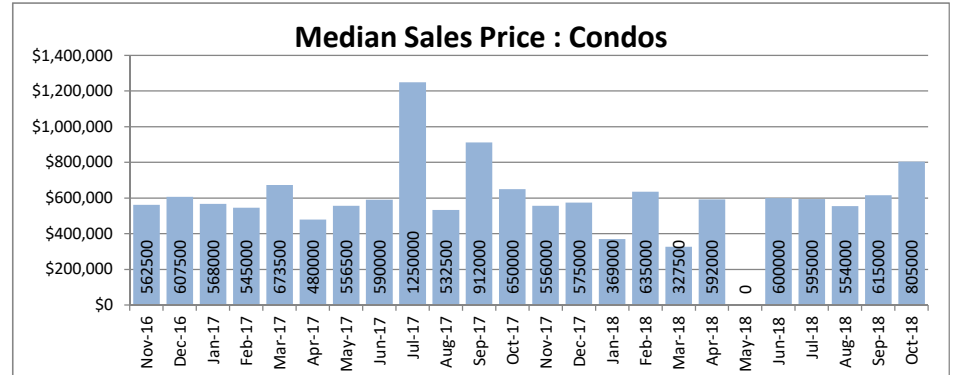
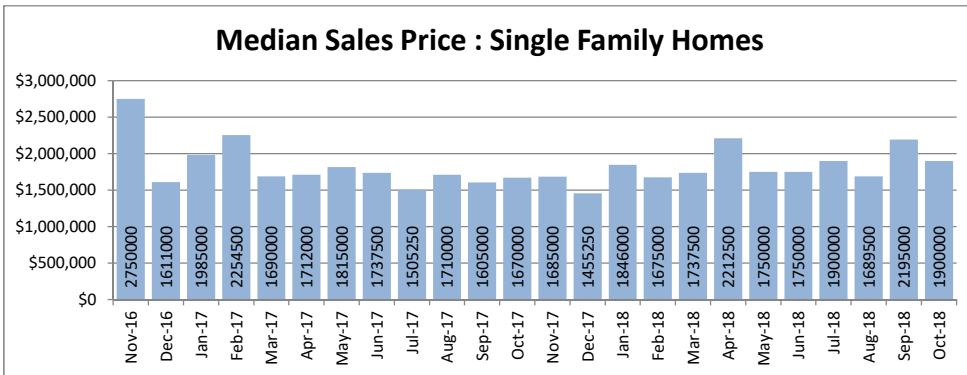
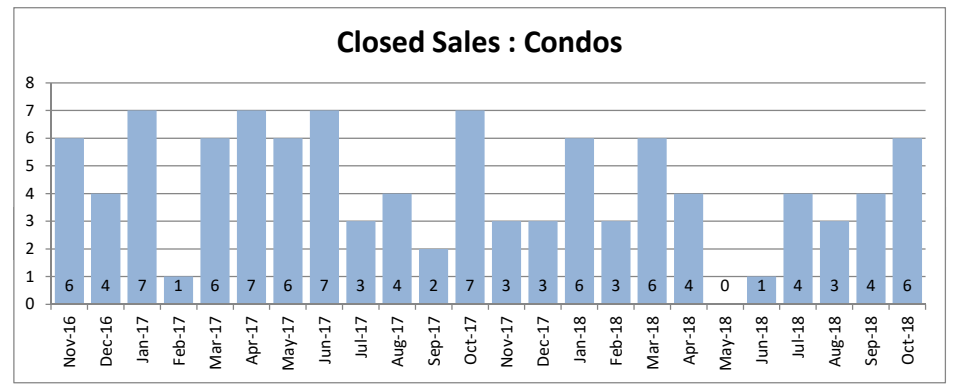
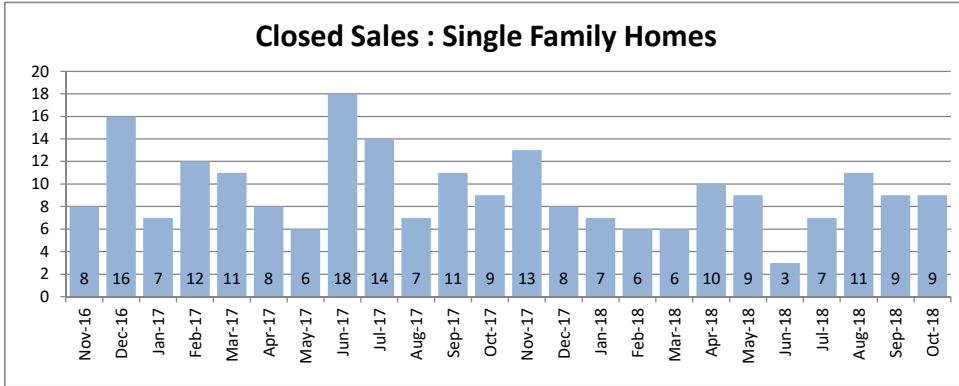


**Waialae - Kahala**  
1-3-5

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	12	11	9%	135	167	-19%
Closed Sales	9	9	0%	77	103	-25%
Median Sales Price	\$1,900,000	\$1,670,000	14%	\$1,850,000	\$1,707,500	8%
Percent of Original List Price Received	96.2%	98.5%	-2%	100.0%	94.2%	6%
Median Days on Market Until Sale	29	69	-58%	29	53	-45%
Inventory of Homes for Sale	53	60	-12%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	3	6	-50%	48	65	-26%
Closed Sales	6	7	-14%	37	50	-26%
Median Sales Price	\$805,000	\$650,000	24%	\$581,000	\$568,000	2%
Percent of Original List Price Received	90.7%	94.9%	-4%	101.0%	98.8%	2%
Median Days on Market Until Sale	77	37	108%	21	32	-34%
Inventory of Homes for Sale	18	19	-5%	-	-	-



SOURCE: Honolulu Board of REALTORS®, compiled from MLS data.

# Local Market Update

October 2018

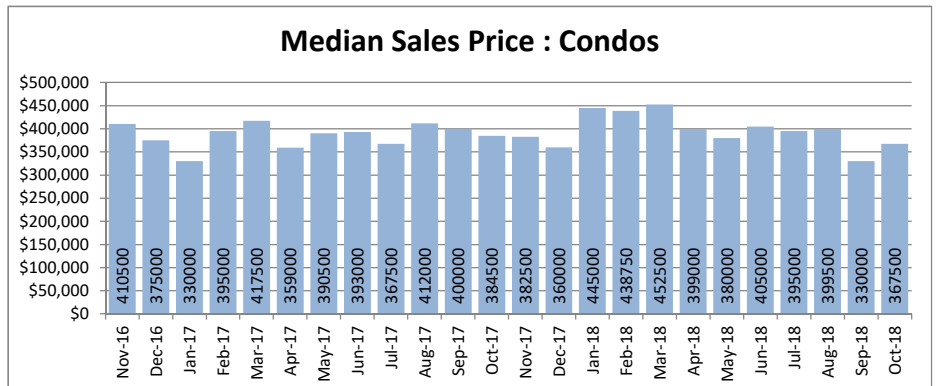
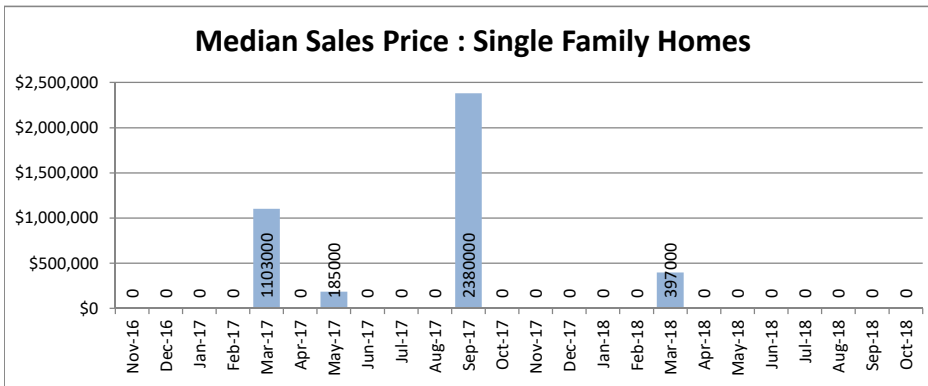
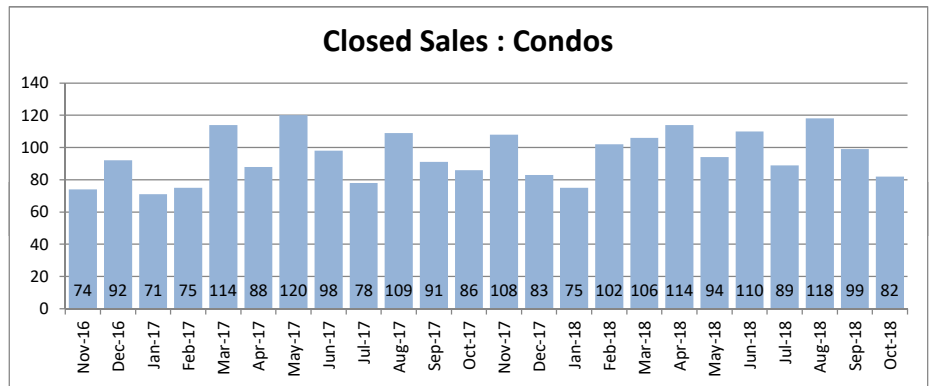
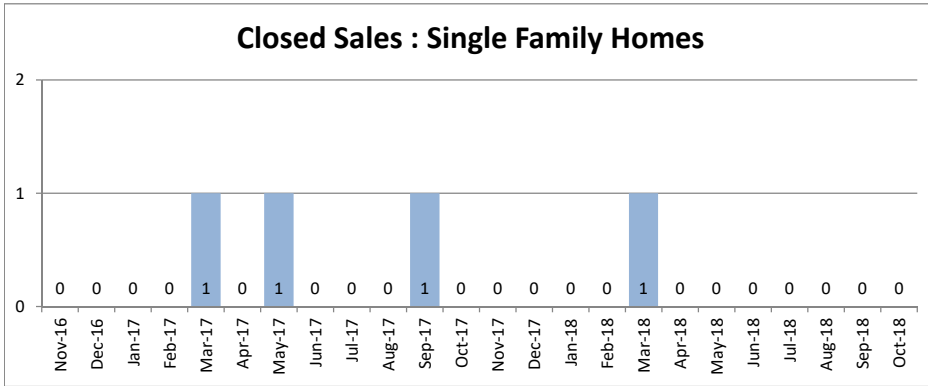


<b>Waikiki</b>
<b>1-2-6</b>

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	0	0	-	5	4	25%
Closed Sales	0	0	-	1	3	-67%
Median Sales Price	\$0	\$0	-	\$397,000	\$1,103,000	-64%
Percent of Original List Price Received	0.0%	0.0%	-	94.5%	84.8%	11%
Median Days on Market Until Sale	0	0	-	0	120	-
Inventory of Homes for Sale	1	0	-	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	152	146	4%	1631	1437	14%
Closed Sales	82	86	-5%	989	930	6%
Median Sales Price	\$367,500	\$384,500	-4%	\$400,000	\$390,000	3%
Percent of Original List Price Received	98.0%	98.0%	0%	95.3%	97.5%	-2%
Median Days on Market Until Sale	51	41	24%	35	31	13%
Inventory of Homes for Sale	624	520	20%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

# Local Market Update

October 2018

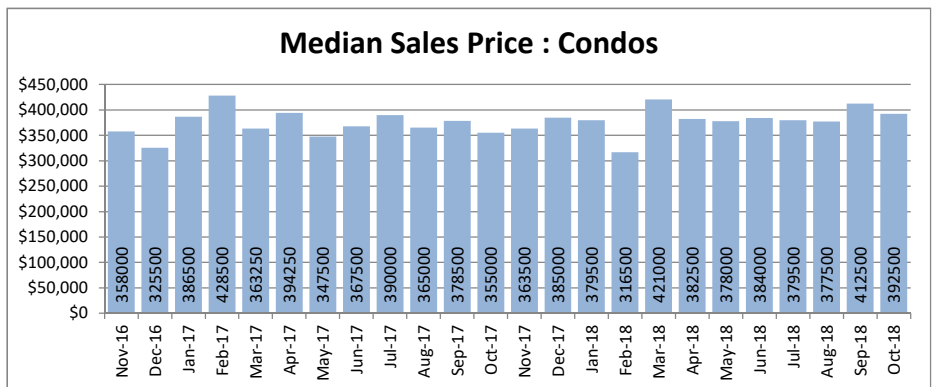
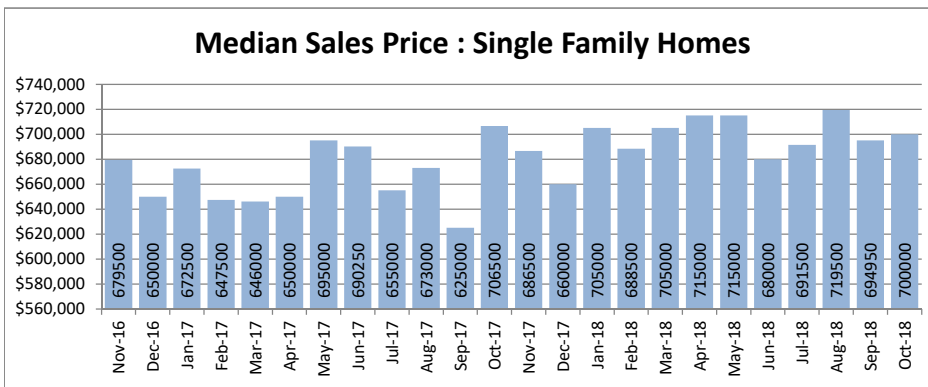
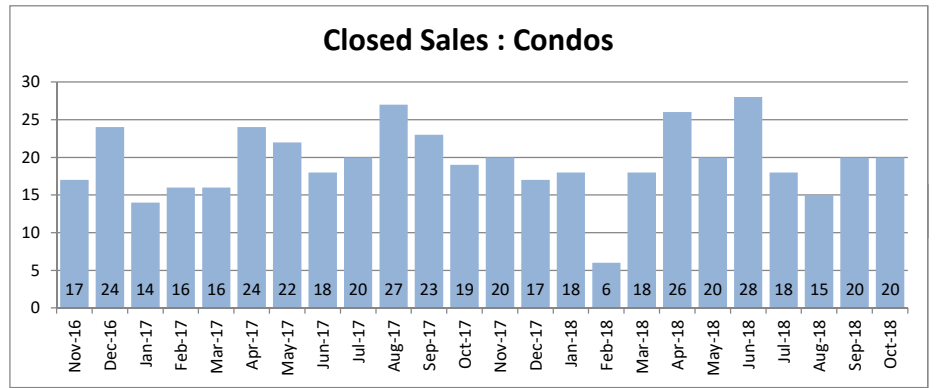
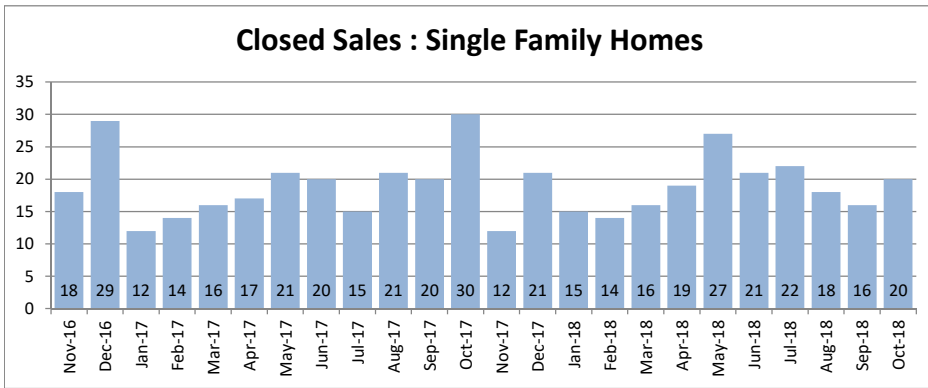


<b>Waipahu</b>
<b>1-9-4</b>

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	23	28	-18%	246	227	8%
Closed Sales	20	30	-33%	188	186	1%
Median Sales Price	\$700,000	\$706,500	-1%	\$703,000	\$673,000	4%
Percent of Original List Price Received	100.1%	97.8%	2%	100.4%	99.0%	1%
Median Days on Market Until Sale	19	13	46%	17	13	31%
Inventory of Homes for Sale	61	51	20%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	32	31	3%	242	236	3%
Closed Sales	20	19	5%	189	199	-5%
Median Sales Price	\$392,500	\$355,000	11%	\$385,000	\$372,250	3%
Percent of Original List Price Received	97.0%	101.4%	-4%	97.5%	100.9%	-3%
Median Days on Market Until Sale	10	8	25%	12	9	33%
Inventory of Homes for Sale	57	46	24%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

# Local Market Update

October 2018

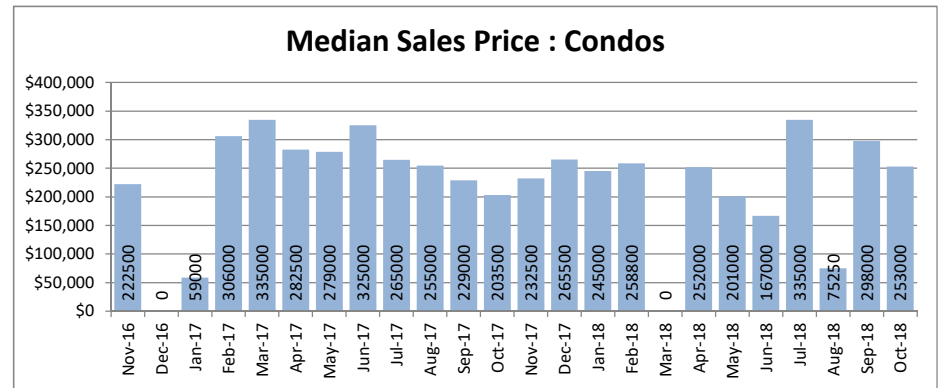
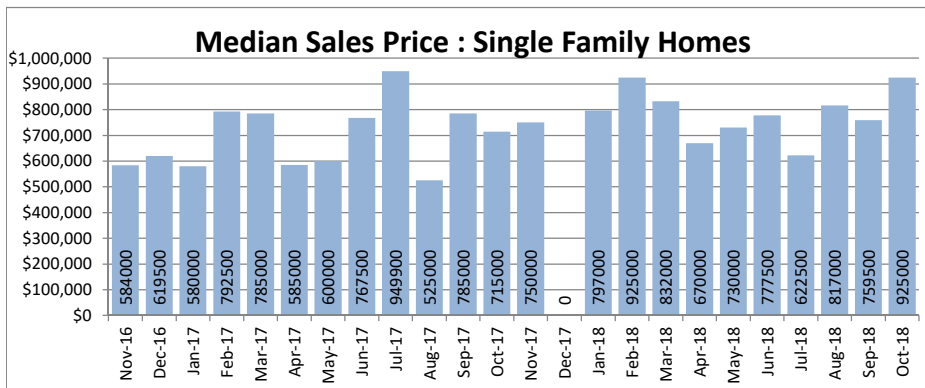
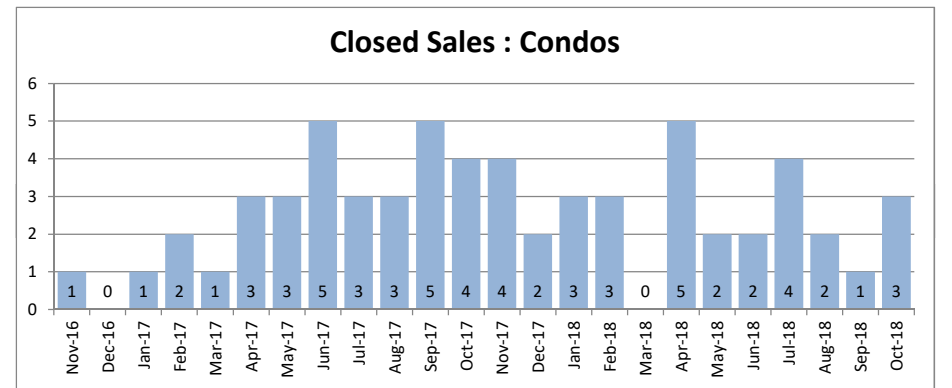
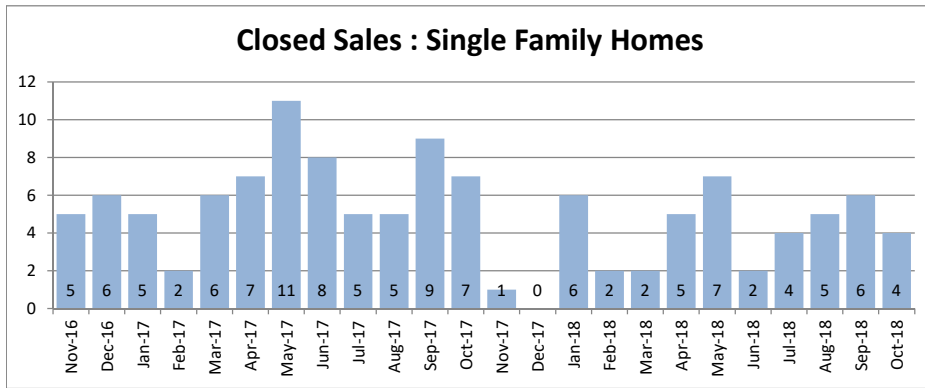


**Windward Coast**  
1-4-8 to 1-5-5

October 2018

Single Family Homes	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	10	8	25%	80	86	-7%
Closed Sales	4	7	-43%	43	65	-34%
Median Sales Price	\$925,000	\$715,000	29%	\$795,000	\$755,000	5%
Percent of Original List Price Received	88.3%	102.3%	-14%	96.4%	100.7%	-4%
Median Days on Market Until Sale	50	10	400%	25	41	-39%
Inventory of Homes for Sale	33	34	-3%	-	-	-

Condos	October			Year to Date		
	2018	2017	Change	2018	2017	Change
New Listings	3	3	0%	34	43	-21%
Closed Sales	3	4	-25%	25	30	-17%
Median Sales Price	\$253,000	\$203,500	24%	\$253,000	\$271,000	-7%
Percent of Original List Price Received	97.7%	91.4%	7%	97.7%	92.6%	6%
Median Days on Market Until Sale	27	83	-67%	27	58	-53%
Inventory of Homes for Sale	12	15	-20%	-	-	-



SOURCE: Honolulu Board of REALTORS® , compiled from MLS data.

Single Family Solds - October 2018 vs 2017 (Based on region and neighborhood groupings as listed in MLS) - Page 1 of 5

Central Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
LAUNANI VALLEY	\$ 670,000	-	-	-	3	-	-	-
MILILANI AREA	\$ 805,000	\$ 765,000	-5.0%	-\$40,000	9	9	0.0%	0
MILILANI MAUKA	\$ 860,000	\$ 910,000	5.8%	\$50,000	3	7	133.3%	4
WAHIAWA AREA	\$ 475,000	\$ 589,500	24.1%	\$114,500	1	4	300.0%	3
WAHIAWA HEIGHTS	\$ 560,000	\$ 622,500	11.2%	\$62,500	3	6	100.0%	3
WAHIAWA PARK	\$ 575,000	-	-	-	1	-	-	-
WHITMORE VILLAGE	\$ 599,000	-	-	-	1	-	-	-
<b>Central Region</b>	<b>\$ 770,000</b>	<b>\$ 757,500</b>	<b>-1.6%</b>	<b>-\$12,500</b>	<b>21</b>	<b>26</b>	<b>23.8%</b>	<b>5</b>

Diamond Hd Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
AINA HAINA AREA	\$ 949,000	\$ 1,529,000	61.1%	\$580,000	5	3	-40.0%	-2
DIAMOND HEAD	\$ 1,930,000	\$ 2,575,000	33.4%	\$645,000	3	1	-66.7%	-2
HAWAII LOA RIDGE	\$ 3,495,000	\$ 7,000,000	100.3%	\$3,505,000	2	1	-50.0%	-1
KAHALA AREA	\$ 3,022,500	\$ 3,250,000	7.5%	\$227,500	4	3	-25.0%	-1
KAIMUKI	\$ 1,686,650	\$ 900,000	-46.6%	-\$786,650	3	2	-33.3%	-1
KAPAHULU	\$ 922,500	\$ 951,000	3.1%	\$28,500	4	3	-25.0%	-1
KULIOUOU	\$ 1,502,500	-	-	-	1	-	-	-
MAUNALANI HEIGHTS	\$ 1,150,000	\$ 2,569,444	123.4%	\$1,419,444	1	2	100.0%	1
NIU VALLEY	\$ 1,200,000	\$ 1,370,000	14.2%	\$170,000	1	2	100.0%	1
PALOLO	\$ 850,232	\$ 774,000	-9.0%	-\$76,232	6	4	-33.3%	-2
ST. LOUIS	\$ 990,500	\$ 1,005,888	1.6%	\$15,388	2	1	-50.0%	-1
WAIALAE IKI	\$ 1,670,000	\$ 1,900,000	13.8%	\$230,000	1	5	400.0%	4
WAIALAE NUI RDGE	\$ 1,275,000	-	-	-	2	-	-	-
WAIALAE NUI VLY	\$ 1,174,500	\$ 1,400,000	19.2%	\$225,500	1	1	0.0%	0
WAILUPE AREA	\$ 1,700,000	\$ 2,775,000	63.2%	\$1,075,000	1	1	0.0%	0
WAIALAE G/C	\$ 930,000	-	-	-	1	-	-	-
WILHELMINA	\$ 1,000,000	\$ 924,500	-7.6%	-\$75,500	2	2	0.0%	0
<b>Diamond Hd Region</b>	<b>\$ 1,146,250</b>	<b>\$ 1,529,000</b>	<b>33.4%</b>	<b>\$382,750</b>	<b>40</b>	<b>33</b>	<b>-17.5%</b>	<b>-7</b>

Hawaii Kai Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
HAAHAIONE LOWER	\$ 1,200,000	-	-	-	1	-	-	-
HAAHAIONE UPPER	-	\$ 1,475,000	-	-	-	1	-	-
KAMEHAMEHA RIDGE	-	\$ 1,750,000	-	-	-	1	-	-
KALAMA VALLEY	\$ 995,000	-	-	-	4	-	-	-
KAMILO NUI	\$ 1,700,000	-	-	-	1	-	-	-
KOKO HEAD TERRAC	-	\$ 839,888	-	-	-	3	-	-
KOKO KAI	\$ 2,660,000	-	-	-	1	-	-	-
LUNA KAI	\$ 3,200,000	-	-	-	1	-	-	-
MARINERS COVE	\$ 1,056,000	-	-	-	2	-	-	-
MARINERS RIDGE	-	\$ 1,265,000	-	-	-	2	-	-
MARINERS VALLEY	\$ 986,250	\$ 1,320,000	33.8%	\$333,750	2	1	-50.0%	-1
QUEENS GATE	\$ 1,240,000	-	-	-	1	-	-	-
TRIANGLE	\$ 1,400,000	-	-	-	1	-	-	-
WEST MARINA	\$ 1,735,000	\$ 985,000	-43.2%	-\$750,000	1	1	0.0%	0
<b>Hawaii Kai Region</b>	<b>\$ 1,200,000</b>	<b>\$ 1,120,000</b>	<b>-6.7%</b>	<b>-\$80,000</b>	<b>15</b>	<b>9</b>	<b>-40.0%</b>	<b>-6</b>



Single Family Solds - October 2018 vs 2017 (Based on region and neighborhood groupings as listed in MLS) - Page 2 of 5

Leeward Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
LUALUALEI	\$ 725,000	\$ 580,000	-20.0%	-\$145,000	3	3	0.0%	0
MAILI	\$ 435,250	\$ 487,500	12.0%	\$52,250	18	10	-44.4%	-8
MALI SEA-MAKALAE 1	\$ 560,000	-	-	-	1	-	-	-
MALI SEA-MAKALAE 2	\$ 523,750	-	-	-	2	-	-	-
MALI SEA-NOHOKAI	\$ 530,000	\$ 640,000	20.8%	\$110,000	1	1	0.0%	0
MAKAHA	\$ 410,000	\$ 580,000	41.5%	\$170,000	9	5	-44.4%	-4
NANAKULI	\$ 315,000	-	-	-	1	-	-	-
WAIANAE	\$ 410,000	\$ 325,000	-20.7%	-\$85,000	3	4	33.3%	1
<b>Leeward Region</b>	<b>\$ 429,250</b>	<b>\$ 495,000</b>	<b>15.3%</b>	<b>\$65,750</b>	<b>38</b>	<b>23</b>	<b>-39.5%</b>	<b>-15</b>

Ewa Plain Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
EWA BEACH	\$ 516,472	\$ 630,000	22.0%	\$113,528	4	1	-75.0%	-3
EWA GEN ALII COVE	\$ 535,000	\$ 569,000	6.4%	\$34,000	2	1	-50.0%	-1
EWA GEN CORTEBELLA	\$ 525,000	-	-	-	1	-	-	-
EWA GEN HALEAKEA	\$ 999,999	\$ 919,340	-8.1%	-\$80,659	1	3	200.0%	2
EWA GEN LATITUDES	-	\$ 751,500	-	-	-	2	-	-
EWA GEN LAULANI-TIDES	\$ 589,000	-	-	-	1	-	-	-
EWA GEN LAULANI	\$ 641,250	\$ 628,500	-2.0%	-\$12,750	2	2	0.0%	0
EWA GEN LAS BRISAS	\$ 592,500	\$ 569,000	-4.0%	-\$23,500	4	2	-50.0%	-2
EWA GEN LAULANI-TRADES	\$ 636,500	-	-	-	1	-	-	-
EWA GEN MONTECITO/TUSCANY	\$ 555,000	\$ 577,500	4.1%	\$22,500	1	4	300.0%	3
EWA GEN PARKSIDE	\$ 654,250	-	-	-	2	-	-	-
EWA GEN PRESCOTT	\$ 732,500	\$ 698,000	-4.7%	-\$34,500	2	1	-50.0%	-1
EWA GEN SANDALWOOD	\$ 735,000	-	-	-	1	-	-	-
EWA GEN SUMMERHILL	\$ 638,000	\$ 640,000	0.3%	\$2,000	1	2	100.0%	1
EWA GEN SODA CREEK	\$ 615,000	-	-	-	4	-	-	-
EWA GEN SONOMA	-	\$ 780,000	-	-	-	2	-	-
EWA GEN SUN TERRA	\$ 625,000	\$ 655,000	4.8%	\$30,000	1	1	0.0%	0
EWA GEN SUN TERRA ON THE PARK	\$ 660,000	-	-	-	1	-	-	-
EWA GEN TERRAZZA	\$ 582,000	-	-	-	1	-	-	-
EWA GEN TUSCANY II	-	\$ 637,000	-	-	-	2	-	-
EWA GEN SUN TERRA SOUTH	\$ 598,500	\$ 615,000	2.8%	\$16,500	2	2	0.0%	0
EWA GEN WOODBRIDGE	\$ 835,000	\$ 900,000	7.8%	\$65,000	1	1	0.0%	0
EWA VILLAGES	\$ 535,000	\$ 665,000	24.3%	\$130,000	1	3	200.0%	2
HAWAIIAN HOMES LAND	-	\$ 550,000	-	-	-	1	-	-
HOAKALEI-KA MAKANA	\$ 770,000	\$ 747,500	-2.9%	-\$22,500	8	10	25.0%	2
HOAKALEI-KIPUKA	\$ 737,000	\$ 746,000	1.2%	\$9,000	1	2	100.0%	1
HOAKALEI-KUAPAPA	-	\$ 768,000	-	-	-	5	-	-
HUELANI	\$ 676,000	\$ 610,000	-9.8%	-\$66,000	2	1	-50.0%	-1
KAPOLEI KAI	\$ 713,000	-	-	-	1	-	-	-
KAPOLEI	\$ 575,000	\$ 710,500	23.6%	\$135,500	1	1	0.0%	0
KAPOLEI-AELOA	-	\$ 949,900	-	-	-	1	-	-
KAPOLEI-IWALANI	\$ 687,500	-	-	-	2	-	-	-
KAPOLEI-KEKUILANI	\$ 590,000	-	-	-	1	-	-	-
KAPOLEI-MALANAI	\$ 760,000	-	-	-	3	-	-	-
KAPOLEI-MEHANA-LA HIKI	\$ 680,000	-	-	-	1	-	-	-
KAPOLEI-MEHANA-KUKUNA	\$ 693,500	\$ 692,250	-0.2%	-\$1,250	2	2	0.0%	0
KAPOLEI KNOLLS	\$ 863,000	\$ 860,000	-0.3%	-\$3,000	3	1	-66.7%	-2
KO OLINA	-	\$ 1,575,000	-	-	-	1	-	-
LEEWARD ESTATES	\$ 635,000	-	-	-	1	-	-	-
NANAKAI GARDENS	\$ 595,000	\$ 615,000	3.4%	\$20,000	1	1	0.0%	0
OCEAN POINTE	\$ 726,000	\$ 729,000	0.4%	\$3,000	15	9	-40.0%	-6
WESTLOCH ESTATES	\$ 696,000	\$ 663,500	-4.7%	-\$32,500	3	5	66.7%	2
<b>Ewa Plain Region</b>	<b>\$ 678,000</b>	<b>\$ 720,000</b>	<b>6.2%</b>	<b>\$42,000</b>	<b>79</b>	<b>69</b>	<b>-12.7%</b>	<b>-10</b>

Makakilo Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
MAKAKILO-ANUHEA	\$ 705,000	-	-	-	1	-	-	-
MAKAKILO-HIGHLANDS	-	\$ 780,000	-	-	-	1	-	-
MAKAKILO-HIGHPOINTE	\$ 914,500	\$ 845,000	-7.6%	-\$69,500	2	1	-50.0%	-1
MAKAKILO-KAHIWELO	\$ 757,500	-	-	-	2	-	-	-
MAKAKILO-KUMULANI	\$ 795,000	-	-	-	1	-	-	-
MAKAKILO-ROYAL RIDGE	\$ 855,000	-	-	-	2	-	-	-
MAKAKILO-UPPER	\$ 630,316	\$ 644,000	2.2%	\$13,684	2	4	100.0%	2
MAKAKILO-LOWER	\$ 660,000	-	-	-	3	-	-	-
MAKAKILO-STARSEDGE	-	\$ 860,000	-	-	-	1	-	-
MAKAKILO-WAI KALOI	\$ 780,000	\$ 960,450	23.1%	\$180,450	3	1	-66.7%	-2
MAKAKILO-WEST HILLS	\$ 850,000	-	-	-	1	-	-	-
<b>Makakilo Region</b>	<b>\$ 780,000</b>	<b>\$ 715,000</b>	<b>-8.3%</b>	<b>-\$65,000</b>	<b>17</b>	<b>8</b>	<b>-52.9%</b>	<b>-9</b>

Single Family Solds - October 2018 vs 2017 (Based on region and neighborhood groupings as listed in MLS) - Page 3 of 5

Kailua Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
AIKAHI PARK	\$ 950,000	-	-	-	1	-	-	-
BEACHSIDE	\$ 2,198,000	-	-	-	1	-	-	-
CNTRY CLUB KNOLL	\$ 1,200,000	-	-	-	1	-	-	-
COCONUT GROVE	\$ 840,000	\$ 825,000	-1.8%	-\$15,000	3	3	0.0%	0
ENCHANTED LAKE	\$ 1,175,000	\$ 1,380,000	17.4%	\$205,000	5	3	-40.0%	-2
HILLCREST	\$ 1,269,000	-	-	-	1	-	-	-
KAOPA	-	\$ 1,050,000	-	-	-	1	-	-
KALAHEO HILLSIDE	-	\$ 1,265,000	-	-	-	4	-	-
KAILUA ESTATES	\$ 1,247,500	-	-	-	2	-	-	-
KALAMA TRACT	\$ 1,237,500	\$ 1,265,000	2.2%	\$27,500	2	1	-50.0%	-1
KALAMA/CNTRY GROV	\$ 1,107,500	\$ 1,150,000	3.8%	\$42,500	4	1	-75.0%	-3
KEOLU HILLS	-	\$ 975,000	-	-	-	3	-	-
KAWAIOA-KAILUA	\$ 1,357,500	\$ 1,500,000	10.5%	\$142,500	1	1	0.0%	0
KOOLAUPOKO	\$ 1,359,500	\$ 1,650,000	21.4%	\$290,500	2	2	0.0%	0
KUULEI TRACT	-	\$ 1,825,000	-	-	-	1	-	-
LANIKAI	\$ 2,800,000	\$ 2,450,000	-12.5%	-\$350,000	2	4	100.0%	2
MAUNAWILI	\$ 1,050,000	\$ 1,215,000	15.7%	\$165,000	1	1	0.0%	0
KUKANONO	-	\$ 1,425,000	-	-	-	1	-	-
WAIMANALO	\$ 1,175,000	\$ 265,000	-77.4%	-\$910,000	1	3	200.0%	2
POHAKUPU	-	\$ 1,225,000	-	-	-	1	-	-
<b>Kailua Region</b>	<b>\$ 1,175,000</b>	<b>\$ 1,240,000</b>	<b>5.5%</b>	<b>\$65,000</b>	<b>27</b>	<b>30</b>	<b>11.1%</b>	<b>3</b>
<b>Kaneohe Region</b>	<b>2017 Median</b>	<b>2018 Median</b>	<b>+/-</b>	<b>+/-</b>	<b>2017 Sold</b>	<b>2018 Sold</b>	<b>+/-</b>	<b>+/-</b>
AHUIMANU AREA	\$ 1,252,500	\$ 690,000	-44.9%	-\$562,500	2	2	0.0%	0
AHUIMANU HILLS	\$ 1,030,000	-	-	-	1	-	-	-
AHAOLELO	\$ 650,000	\$ 665,730	2.4%	\$15,730	1	1	0.0%	0
BAYVIEW GARDEN	-	\$ 1,262,500	-	-	-	2	-	-
CLUB VIEW ESTATE	\$ 940,000	\$ 800,000	-14.9%	-\$140,000	1	1	0.0%	0
HAIKU PARK	\$ 1,040,000	-	-	-	1	-	-	-
HAIKU VILLAGE	\$ 1,065,000	\$ 1,085,000	1.9%	\$20,000	1	1	0.0%	0
HALE KOU	-	\$ 855,000	-	-	-	2	-	-
HALEKAUWILA	-	\$ 842,500	-	-	-	2	-	-
HALEPUU	-	\$ 700,000	-	-	-	1	-	-
HAUULA	\$ 775,000	\$ 1,480,000	91.0%	\$705,000	1	2	100.0%	1
KAAAWA	\$ 915,500	-	-	-	2	-	-	-
KAALAEA	\$ 820,000	\$ 1,150,000	40.2%	\$330,000	1	1	0.0%	0
HEEIA VIEW	-	\$ 975,000	-	-	-	1	-	-
KANEOHE TOWN	\$ 748,750	-	-	-	1	-	-	-
KAHANAHOU	\$ 965,075	\$ 957,000	-0.8%	-\$8,075	1	1	0.0%	0
KUALOA BEACH	\$ 995,000	-	-	-	1	-	-	-
KANEOHE WOODS	-	\$ 880,000	-	-	-	1	-	-
KAPUNA HALA	-	\$ 760,000	-	-	-	1	-	-
LILIPUNA	-	\$ 1,312,500	-	-	-	2	-	-
LULANI OCEAN	\$ 932,500	\$ 950,000	1.9%	\$17,500	2	1	-50.0%	-1
MAHINUI	\$ 2,600,000	\$ 1,525,000	-41.3%	-\$1,075,000	2	2	0.0%	0
MIKIOLA	-	\$ 1,047,000	-	-	-	1	-	-
VALLEY ESTATES	-	\$ 672,500	-	-	-	2	-	-
WAIKALUA	-	\$ 729,000	-	-	-	1	-	-
PUNALUU	\$ 620,000	\$ 1,050,000	69.4%	\$430,000	2	1	-50.0%	-1
WOODRIDGE	-	\$ 730,000	-	-	-	1	-	-
<b>Kaneohe Region</b>	<b>\$ 950,000</b>	<b>\$ 905,000</b>	<b>-4.7%</b>	<b>-\$45,000</b>	<b>20</b>	<b>30</b>	<b>50.0%</b>	<b>10</b>

Single Family Solds - October 2018 vs 2017 (Based on region and neighborhood groupings as listed in MLS) - Page 4 of 5

Pearl City Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
AIEA AREA	\$ 802,500	-	-	-	2	-	-	-
AIEA HEIGHTS	\$ 455,500	\$ 952,000	109.0%	\$496,500	2	6	200.0%	4
HALAWA	\$ 908,500	\$ 980,000	7.9%	\$71,500	1	1	0.0%	0
FOSTER VILLAGE	-	\$ 920,000	-	-	-	3	-	-
MOMILANI	\$ 708,000	\$ 790,000	11.6%	\$82,000	3	2	-33.3%	-1
NEWTOWN	\$ 862,500	\$ 738,000	-14.4%	-\$124,500	2	2	0.0%	0
PACIFIC PALISADES	\$ 643,000	\$ 750,000	16.6%	\$107,000	9	2	-77.8%	-7
PEARL CITY-UPPER	\$ 705,000	\$ 768,750	9.0%	\$63,750	7	4	-42.9%	-3
PEARLRIDGE	\$ 960,000	\$ 862,750	-10.1%	-\$97,250	1	2	100.0%	1
WAIU	\$ 1,085,000	-	-	-	1	-	-	-
WAILUNA	\$ 728,000	-	-	-	1	-	-	-
WAIMALU	\$ 657,500	-	-	-	1	-	-	-
<b>Pearl City Region</b>	<b>\$ 706,500</b>	<b>\$ 834,000</b>	<b>18.0%</b>	<b>\$127,500</b>	<b>30</b>	<b>22</b>	<b>-26.7%</b>	<b>-8</b>

Metro Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
ALA MOANA	-	\$ 1,303,000	-	-	-	1	-	-
ALEWA HEIGHTS	\$ 815,000	-	-	-	2	-	-	-
ALIAMANU	\$ 739,500	-	-	-	3	-	-	-
KAKAAKO	-	\$ 1,225,000	-	-	-	1	-	-
KAMEHAMEHA HEIGHTS	\$ 1,247,000	\$ 800,000	-35.8%	-\$447,000	1	1	0.0%	0
KALIHI-LOWER	\$ 769,000	\$ 725,000	-5.7%	-\$44,000	2	3	50.0%	1
KALIHI-UKA	\$ 775,000	-	-	-	1	-	-	-
KALIHI-UPPER	\$ 724,944	\$ 700,000	-3.4%	-\$24,944	2	1	-50.0%	-1
KAPALAMA	-	\$ 756,500	-	-	-	2	-	-
LAKESIDE	\$ 1,210,000	-	-	-	1	-	-	-
LILIHA	\$ 760,000	\$ 350,000	-53.9%	-\$410,000	1	1	0.0%	0
MAKIKI	-	\$ 1,000,000	-	-	-	1	-	-
MAKIKI AREA	-	\$ 1,139,000	-	-	-	1	-	-
MAKIKI HEIGHTS	\$ 1,393,000	-	-	-	1	-	-	-
MANOA UPPER	\$ 1,370,000	-	-	-	1	-	-	-
MANOA AREA	\$ 2,137,500	\$ 1,300,000	-39.2%	-\$837,500	2	3	50.0%	1
MOANALUA GARDENS	\$ 888,000	\$ 950,000	7.0%	\$62,000	1	1	0.0%	0
MOANALUA VALLEY	\$ 840,000	\$ 870,000	3.6%	\$30,000	1	1	0.0%	0
MOILILI	\$ 1,650,000	-	-	-	1	-	-	-
NUUANU AREA	-	\$ 955,000	-	-	-	1	-	-
NUUANU-LOWER	\$ 722,500	\$ 720,000	-0.3%	-\$2,500	2	2	0.0%	0
PACIFIC HEIGHTS	\$ 703,000	\$ 1,025,888	45.9%	\$322,888	1	1	0.0%	0
OLD PALI	\$ 2,258,000	-	-	-	1	-	-	-
PAUOA VALLEY	\$ 625,000	\$ 1,908,000	205.3%	\$1,283,000	2	1	-50.0%	-1
PAWAA	-	\$ 670,000	-	-	-	1	-	-
PUNCHBOWL-AREA	\$ 722,000	\$ 849,000	17.6%	\$127,000	1	1	0.0%	0
PUNCHBOWL-LOWER	-	\$ 1,120,000	-	-	-	2	-	-
PUUNUI	-	\$ 1,075,000	-	-	-	1	-	-
TANTALUS	\$ 1,110,000	-	-	-	1	-	-	-
UNIVERSITY	\$ 3,205,000	\$ 1,175,000	-63.3%	-\$2,030,000	1	1	0.0%	0
<b>Metro Region</b>	<b>\$ 840,000</b>	<b>\$ 972,500</b>	<b>15.8%</b>	<b>\$132,500</b>	<b>29</b>	<b>28</b>	<b>-3.4%</b>	<b>-1</b>

North Shore Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
HALEIWA	-	\$ 900,000	-	-	-	3	-	-
KAWAIOLOA-NORTH SHORE	-	\$ 3,300,000	-	-	-	1	-	-
KAHUKU	\$ 575,000	-	-	-	1	-	-	-
LAIE	\$ 499,000	\$ 800,000	60.3%	\$301,000	1	1	0.0%	0
PUPUKEA	\$ 1,185,000	\$ 857,500	-27.6%	-\$327,500	1	1	0.0%	0
PAALAAKAI	\$ 740,000	\$ 705,000	-4.7%	-\$35,000	1	1	0.0%	0
SUNSET AREA	-	\$ 1,037,000	-	-	-	3	-	-
SUNSET/VELZY	\$ 1,099,000	-	-	-	1	-	-	-
WAIALUA	\$ 762,500	\$ 923,500	21.1%	\$161,000	4	1	-75.0%	-3
<b>North Shore Region</b>	<b>\$ 740,000</b>	<b>\$ 900,000</b>	<b>21.6%</b>	<b>\$160,000</b>	<b>9</b>	<b>11</b>	<b>22.2%</b>	<b>2</b>

Single Family Solds - October 2018 vs 2017 (Based on region and neighborhood groupings as listed in MLS) - Page 5 of 5

Waipahu Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
CRESTVIEW	\$ 600,000	\$ 692,000	15.3%	\$92,000	1	1	0.0%	0
HARBOR VIEW	-	\$ 697,500	-	-	-	4	-	-
ROYAL KUNIA	\$ 685,941	\$ 712,500	3.9%	\$26,559	8	4	-50.0%	-4
RENAISSANCE	-	\$ 845,000	-	-	-	1	-	-
SEAVIEW	\$ 1,250,000	\$ 695,000	-44.4%	-\$555,000	1	1	0.0%	0
VILLAGE PARK	\$ 619,950	\$ 630,000	1.6%	\$10,050	4	3	-25.0%	-1
WAIKELE	\$ 803,000	-	-	-	8	-	-	-
WAIPAHU-ESTATES	\$ 742,500	-	-	-	1	-	-	-
WAIPAHU-TRIANGLE	\$ 705,000	\$ 849,900	20.6%	\$144,900	3	1	-66.7%	-2
WAIPAHU-LOWER	\$ 650,000	\$ 829,500	27.6%	\$179,500	3	2	-33.3%	-1
WAIPIO GENTRY	\$ 650,000	\$ 685,000	5.4%	\$35,000	1	3	200.0%	2
<b>Waipahu Region</b>	<b>\$ 706,500</b>	<b>\$ 700,000</b>	<b>-0.9%</b>	<b>-\$6,500</b>	<b>30</b>	<b>20</b>	<b>-33.3%</b>	<b>-10</b>

Condo Solds - October 2018 vs 2017 (Based on region and neighborhood groupings as listed in MLS) - Page 1 of 3

Central Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
LAUNANI VALLEY	\$ 362,000	\$ 501,750	38.6%	\$139,750	5	2	-60.0%	-3
MILILANI AREA	\$ 379,000	\$ 401,000	5.8%	\$22,000	12	14	16.7%	2
MILILANI MAUKA	\$ 452,500	\$ 481,000	6.3%	\$28,500	9	6	-33.3%	-3
WAHIAWA HEIGHTS	\$ 120,000	-	-	-	3	-	-	-
WHITMORE VILLAGE	\$ 225,000	-	-	-	1	-	-	-
WILIKINA	\$ 223,500	-	-	-	4	-	-	-
WAIPIO ACRES/WAIKALANI WOOD	\$ 302,000	\$ 281,500	-6.8%	-\$20,500	5	8	60.0%	3
<b>Central Region</b>	<b>\$ 365,000</b>	<b>\$ 395,250</b>	<b>8.3%</b>	<b>\$30,250</b>	<b>39</b>	<b>30</b>	<b>-23.1%</b>	<b>-9</b>
<b>Diamond Hd Region</b>	<b>2017 Median</b>	<b>2018 Median</b>	<b>+/-</b>	<b>+/-</b>	<b>2017 Sold</b>	<b>2018 Sold</b>	<b>+/-</b>	<b>+/-</b>
DIAMOND HEAD	\$ 499,000	\$ 555,500	11.3%	\$56,500	3	4	33.3%	1
KAHALA AREA	\$ 1,150,000	\$ 1,168,500	1.6%	\$18,500	1	3	200.0%	2
PALOLO	-	\$ 195,000	-	-	-	1	-	-
ST. LOUIS	\$ 540,000	\$ 530,000	-1.9%	-\$10,000	1	1	0.0%	0
WAIALAE G/C	\$ 126,500	\$ 128,000	1.2%	\$1,500	2	2	0.0%	0
WAIALAE NUI VLY	\$ 650,000	\$ 710,000	9.2%	\$60,000	4	1	-75.0%	-3
<b>Diamond Hd Region</b>	<b>\$ 540,000</b>	<b>\$ 555,500</b>	<b>2.9%</b>	<b>\$15,500</b>	<b>11</b>	<b>12</b>	<b>9.1%</b>	<b>1</b>
<b>Ewa Plain Region</b>	<b>2017 Median</b>	<b>2018 Median</b>	<b>+/-</b>	<b>+/-</b>	<b>2017 Sold</b>	<b>2018 Sold</b>	<b>+/-</b>	<b>+/-</b>
AG/INDL/NAVY	\$ 265,000	\$ 299,500	13.0%	\$34,500	1	4	300.0%	3
EWA	\$ 360,000	\$ 382,000	6.1%	\$22,000	7	13	85.7%	6
EWA BEACH	-	\$ 315,000	-	-	-	1	-	-
EWA GEN	\$ 426,000	\$ 315,000	-26.1%	-\$111,000	1	1	0.0%	0
EWA GEN MONTECITO/TUSCANY	\$ 575,000	-	-	-	1	-	-	-
EWA GEN SODA CREEK	\$ 335,000	\$ 392,000	17.0%	\$57,000	3	6	100.0%	3
EWA GEN SUN TERRA ON THE PARK	\$ 310,000	-	-	-	2	-	-	-
HOAKALEI-LEI PAUKU	-	\$ 630,000	-	-	-	1	-	-
HOAKALEI-KA MAKANA	\$ 575,000	-	-	-	1	-	-	-
KAPOLEI	\$ 445,000	\$ 447,000	0.4%	\$2,000	7	7	0.0%	0
KAPOLEI-MALANAI	-	\$ 368,000	-	-	-	1	-	-
KAPOLEI-MEHANA-AWAKEA	-	\$ 580,500	-	-	-	2	-	-
KAPOLEI-MEHANA-OLINO	\$ 628,000	\$ 595,000	-5.3%	-\$33,000	1	1	0.0%	0
KO OLINA	\$ 612,000	\$ 688,625	12.5%	\$76,625	6	6	0.0%	0
WESTLOCK FAIRWAY	-	\$ 410,500	-	-	-	2	-	-
OCEAN POINTE	\$ 540,000	\$ 550,000	1.9%	\$10,000	15	8	-46.7%	-7
<b>Ewa Plain Region</b>	<b>\$ 505,000</b>	<b>\$ 429,000</b>	<b>-15.0%</b>	<b>-\$76,000</b>	<b>45</b>	<b>53</b>	<b>17.8%</b>	<b>8</b>
<b>Hawaii Kai Region</b>	<b>2017 Median</b>	<b>2018 Median</b>	<b>+/-</b>	<b>+/-</b>	<b>2017 Sold</b>	<b>2018 Sold</b>	<b>+/-</b>	<b>+/-</b>
HAAHAIONE-LOWER	\$ 610,000	\$ 493,000	-19.2%	-\$117,000	2	5	150.0%	3
NAPUA POINT	\$ 1,380,000	-	-	-	1	-	-	-
MARINERS VALLEY	\$ 733,000	-	-	-	1	-	-	-
WEST MARINA	\$ 645,000	\$ 695,000	7.8%	\$50,000	8	7	-12.5%	-1
<b>Hawaii Kai Region</b>	<b>\$ 662,500</b>	<b>\$ 580,000</b>	<b>-12.5%</b>	<b>-\$82,500</b>	<b>12</b>	<b>12</b>	<b>0.0%</b>	<b>0</b>
<b>Kailua Region</b>	<b>2017 Median</b>	<b>2018 Median</b>	<b>+/-</b>	<b>+/-</b>	<b>2017 Sold</b>	<b>2018 Sold</b>	<b>+/-</b>	<b>+/-</b>
AIKAHI PARK	\$ 540,000	-	-	-	1	-	-	-
BLUESTONE	\$ 910,000	\$ 995,000	9.3%	\$85,000	1	3	200.0%	2
COCONUT GROVE	\$ 385,000	-	-	-	1	-	-	-
ENCHANTED LAKE	\$ 640,000	\$ 805,000	25.8%	\$165,000	1	1	0.0%	0
KUKILAKILA	\$ 855,000	-	-	-	1	-	-	-
KAILUA TOWN	\$ 537,000	\$ 514,000	-4.3%	-\$23,000	6	2	-66.7%	-4
<b>Kailua Region</b>	<b>\$ 540,000</b>	<b>\$ 870,000</b>	<b>61.1%</b>	<b>\$330,000</b>	<b>11</b>	<b>6</b>	<b>-45.5%</b>	<b>-5</b>
<b>Kaneohe Region</b>	<b>2017 Median</b>	<b>2018 Median</b>	<b>+/-</b>	<b>+/-</b>	<b>2017 Sold</b>	<b>2018 Sold</b>	<b>+/-</b>	<b>+/-</b>
ALII BLUFFS	\$ 679,000	-	-	-	1	-	-	-
COUNTRY CLUB	-	\$ 649,000	-	-	-	1	-	-
HAIKU VILLAGE	\$ 519,500	-	-	-	1	-	-	-
HAIKU PLANTATION	\$ 555,000	-	-	-	1	-	-	-
HALE KOU	\$ 352,500	-	-	-	2	-	-	-
KAAAWA	\$ 459,000	\$ 350,500	-23.6%	-\$108,500	1	2	100.0%	1
LILIPUNA	\$ 637,500	\$ 629,000	-1.3%	-\$8,500	2	1	-50.0%	-1
PUNALUU	\$ 137,000	\$ 83,500	-39.1%	-\$53,500	3	1	-66.7%	-2
PUUALII	\$ 531,050	\$ 625,000	17.7%	\$93,950	2	1	-50.0%	-1
TEMPLE VALLEY	\$ 550,000	\$ 570,000	3.6%	\$20,000	5	2	-60.0%	-3
WINDWARD ESTATES	\$ 385,000	\$ 389,000	1.0%	\$4,000	7	3	-57.1%	-4
<b>Kaneohe Region</b>	<b>\$ 450,000</b>	<b>\$ 448,000</b>	<b>-0.4%</b>	<b>-\$2,000</b>	<b>25</b>	<b>11</b>	<b>-56.0%</b>	<b>-14</b>

Condo Solds - October 2018 vs 2017 (Based on region and neighborhood groupings as listed in MLS) - Page 2 of 3

Leeward Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
MAILI	\$ 150,000	\$ 160,000	6.7%	\$10,000	3	5	66.7%	2
MAKAHA	\$ 171,000	\$ 194,000	13.5%	\$23,000	8	6	-25.0%	-2
MAKAHA OCEANVIEW ESTATES	-	\$ 234,000	-	-	-	1	-	-
WAIANA E	\$ 109,900	\$ 132,300	20.4%	\$22,400	7	6	-14.3%	-1
<b>Leeward Region</b>	<b>\$ 147,250</b>	<b>\$ 160,000</b>	<b>8.7%</b>	<b>\$12,750</b>	<b>18</b>	<b>18</b>	<b>0.0%</b>	<b>0</b>
Makakilo Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
MAKAKILO-UPPER	\$ 400,000	\$ 419,500	4.9%	\$19,500	15	12	-20.0%	-3
<b>Makakilo Region</b>	<b>\$ 400,000</b>	<b>\$ 419,500</b>	<b>4.9%</b>	<b>\$19,500</b>	<b>15</b>	<b>12</b>	<b>-20.0%</b>	<b>-3</b>
Metro Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
ALA MOANA	\$ 330,000	\$ 295,000	-10.6%	-\$35,000	10	20	100.0%	10
CHINATOWN	\$ 649,250	\$ 567,500	-12.6%	-\$81,750	4	2	-50.0%	-2
DOWNTOWN	\$ 450,000	\$ 354,000	-21.3%	-\$96,000	14	12	-14.3%	-2
HOLIDAY MART	\$ 458,500	\$ 340,000	-25.8%	-\$118,500	2	3	50.0%	1
KAKAAKO	\$ 810,000	\$ 729,500	-9.9%	-\$80,500	29	28	-3.4%	-1
KALIHI-LOWER	-	\$ 291,000	-	-	-	2	-	-
KALIHI AREA	\$ 230,000	-	-	-	4	-	-	-
KAPAHULU	\$ 330,000	\$ 380,000	15.2%	\$50,000	3	2	-33.3%	-1
KAPALAMA	\$ 210,000	\$ 290,000	38.1%	\$80,000	3	2	-33.3%	-1
KALIHI LOWER	\$ 293,800	-	-	-	1	-	-	-
KAMEHAMEHA HEIGHTS	\$ 235,000	-	-	-	1	-	-	-
KAPIOLANI	\$ 505,000	\$ 518,000	2.6%	\$13,000	8	8	0.0%	0
KAPIO/KINAU/WARD	\$ 168,300	-	-	-	2	-	-	-
LILIHA	\$ 353,950	\$ 366,500	3.5%	\$12,550	2	2	0.0%	0
MAKIKI	\$ 350,000	\$ 330,000	-5.7%	-\$20,000	3	3	0.0%	0
MAKIKI AREA	\$ 370,000	\$ 345,000	-6.8%	-\$25,000	23	16	-30.4%	-7
MANOA LOWER	-	\$ 305,000	-	-	-	2	-	-
MCCULLY	\$ 202,500	\$ 128,000	-36.8%	-\$74,500	2	3	50.0%	1
MOIILILI	\$ 345,500	\$ 300,000	-13.2%	-\$45,500	14	5	-64.3%	-9
NUUANU-LOWER	\$ 849,000	\$ 390,000	-54.1%	-\$459,000	1	3	200.0%	2
PAUOA VALLEY	\$ 385,000	-	-	-	1	-	-	-
PAWAA	\$ 320,000	\$ 332,500	3.9%	\$12,500	5	4	-20.0%	-1
PUNAHOU	\$ 432,500	\$ 580,000	34.1%	\$147,500	8	5	-37.5%	-3
PUNCHBOWL AREA	\$ 579,950	\$ 333,750	-42.5%	-\$246,200	4	8	100.0%	4
PUNCHBOWL-LOWER	\$ 282,500	\$ 311,500	10.3%	\$29,000	6	8	33.3%	2
SALT LAKE	\$ 375,000	\$ 370,000	-1.3%	-\$5,000	15	13	-13.3%	-2
UNIVERSITY	\$ 475,000	-	-	-	1	-	-	-
WAIKIKI	\$ 384,500	\$ 367,500	-4.4%	-\$17,000	86	82	-4.7%	-4
<b>Metro Region</b>	<b>\$ 398,250</b>	<b>\$ 370,000</b>	<b>-7.1%</b>	<b>-\$28,250</b>	<b>252</b>	<b>233</b>	<b>-7.5%</b>	<b>-19</b>
North Shore Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
KUILIMA	\$ 470,000	-	-	-	1	-	-	-
WAIALUA	\$ 333,500	\$ 260,000	-22.0%	-\$73,500	6	3	-50.0%	-3
<b>North Shore Region</b>	<b>\$ 345,000</b>	<b>\$ 260,000</b>	<b>-24.6%</b>	<b>-\$85,000</b>	<b>7</b>	<b>3</b>	<b>-57.1%</b>	<b>-4</b>
Pearl City Region	2017 Median	2018 Median	+/-	+/-	2017 Sold	2018 Sold	+/-	+/-
HALAWA	\$ 455,000	\$ 444,500	-2.3%	-\$10,500	8	2	-75.0%	-6
MANANA	\$ 265,000	\$ 237,500	-10.4%	-\$27,500	7	4	-42.9%	-3
NEWTOWN	\$ 489,500	\$ 465,000	-5.0%	-\$24,500	2	2	0.0%	0
PEARL CITY UPPER	\$ 307,000	\$ 215,000	-30.0%	-\$92,000	1	1	0.0%	0
PEARLRIDGE	\$ 332,500	\$ 410,000	23.3%	\$77,500	14	17	21.4%	3
WAI AU	\$ 400,000	\$ 460,000	15.0%	\$60,000	1	1	0.0%	0
WAILUNA	\$ 621,750	\$ 556,500	-10.5%	-\$65,250	2	4	100.0%	2
WAIMALU	-	\$ 315,000	-	-	-	2	-	-
<b>Pearl City Region</b>	<b>\$ 350,000</b>	<b>\$ 400,000</b>	<b>14.3%</b>	<b>\$50,000</b>	<b>35</b>	<b>33</b>	<b>-5.7%</b>	<b>-2</b>

**Condo Solds - October 2018 vs 2017 (Based on region and neighborhood groupings as listed in MLS) - Page 3 of 3**

<b>Waipahu Region</b>	<b>2017 Median</b>	<b>2018 Median</b>	<b>+/-</b>	<b>+/-</b>	<b>2017 Sold</b>	<b>2018 Sold</b>	<b>+/-</b>	<b>+/-</b>
WAIKELE	\$ 425,000	\$ 420,000	-1.2%	-\$5,000	5	9	80.0%	4
ROYAL KUNIA	\$ 374,000	-	-	-	1	-	-	-
WAIPAHU-LOWER	\$ 230,000	\$ 266,500	15.9%	\$36,500	3	6	100.0%	3
WAIPIO GENTRY	\$ 345,000	\$ 408,000	18.3%	\$63,000	10	5	-50.0%	-5
<b>Waipahu Region</b>	<b>\$ 355,000</b>	<b>\$ 392,500</b>	<b>10.6%</b>	<b>\$37,500</b>	<b>19</b>	<b>20</b>	<b>5.3%</b>	<b>1</b>