

**MLS Sales Statistics**

**Number of Sales**

Big Island		302	313	11	3.64%	3370	3280	<90>	<2.67%>
		MONTH OF December		#	%	YEAR TO DATE		#	%
		2011	2012	Increase / <Decrease>	Increase / <Decrease>	2011	2012	Increase / <Decrease>	Increase / <Decrease>
ENTIRE	Residential	123	157	34	27.64%	1619	1609	<10>	<0.62%>
	Vacant Land	113	96	<17>	<15.04%>	1125	1042	<83>	<7.38%>
	Commercial	2	5	3	150.00%	20	34	14	70.00%
	Condominium	64	54	<10>	<15.63%>	606	591	<15>	<2.48%>
	Business	0	1	1	0.00%	0	4	4	0.00%
PUNA	Residential	40	43	3	7.50%	504	495	<9>	<1.79%>
	Vacant Land	72	50	<22>	<30.56%>	673	591	<82>	<12.18%>
	Commercial	0	0	0		3	10	7	233.33%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
SOUTH HILO	Residential	15	27	12	80.00%	194	197	3	1.55%
	Vacant Land	2	9	7	350.00%	59	63	4	6.78%
	Commercial	1	4	3	300.00%	12	17	5	41.67%
	Condominium	2	2	0	0.00%	46	37	<9>	<19.57%>
	Business	0	0	0		0	0	0	
NORTH HILO	Residential	0	0	0		16	20	4	25.00%
	Vacant Land	1	0	<1>	<100.00%>	11	6	<5>	<45.45%>
	Commercial	0	0	0		1	0	<1>	<100.00%>
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
HAMAKUA	Residential	5	1	<4>	<80.00%>	37	41	4	10.81%
	Vacant Land	2	0	<2>	<100.00%>	16	19	3	18.75%
	Commercial	0	0	0		0	1	1	0.00%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
NORTH KOHALA	Residential	5	4	<1>	<20.00%>	54	49	<5>	<9.26%>
	Vacant Land	1	1	0	0.00%	32	36	4	12.50%
	Commercial	0	0	0		0	1	1	0.00%
	Condominium	0	0	0		0	0	0	
	Business	0	1	1	0.00%	0	1	1	0.00%
SOUTH KOHALA	Residential	16	14	<2>	<12.50%>	214	203	<11>	<5.14%>
	Vacant Land	2	3	1	50.00%	43	45	2	4.65%
	Commercial	0	0	0		0	1	1	0.00%
	Condominium	22	21	<1>	<4.55%>	233	209	<24>	<10.30%>
	Business	0	0	0		0	0	0	
NORTH KONA	Residential	32	49	17	53.13%	417	429	12	2.88%
	Vacant Land	5	13	8	160.00%	82	110	28	34.15%
	Commercial	1	1	0	0.00%	4	4	0	0.00%
	Condominium	40	31	<9>	<22.50%>	325	343	18	5.54%
	Business	0	0	0		0	3	3	0.00%
SOUTH KONA	Residential	4	12	8	200.00%	56	65	9	16.07%
	Vacant Land	2	1	<1>	<50.00%>	28	34	6	21.43%
	Commercial	0	0	0		0	0	0	
	Condominium	0	0	0		1	1	0	0.00%
	Business	0	0	0		0	0	0	
KA'U	Residential	6	7	1	16.67%	127	110	<17>	<13.39%>
	Vacant Land	26	19	<7>	<26.92%>	181	138	<43>	<23.76%>
	Commercial	0	0	0		0	0	0	
	Condominium	0	0	0		1	1	0	0.00%
	Business	0	0	0		0	0	0	

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MLS Sales Statistics

Sales Volume

77,709,168 91,644,378 13,935,210 17.93% 1,036,671,806 1,063,048,084 26,376,278 2.54%

Big Island		MONTH OF				YEAR			
		December		#	%	TO DATE		#	%
		2011	2012	Increase / <Decrease>	Increase / <Decrease>	2011	2012	Increase / <Decrease>	Increase / <Decrease>
ENTIRE	Residential	48,397,622	59,616,454	11,218,832	23.18%	666,087,536	653,354,314	<12,733,222>	<1.91%>
	Vacant Land	7,084,752	8,930,024	1,845,272	26.05%	137,962,339	140,036,628	2,074,289	1.50%
	Commercial	2,760,000	1,605,000	<1,155,000>	<41.85%>	12,297,500	12,899,900	602,400	4.90%
	Condominium	19,466,794	21,433,900	1,967,106	10.10%	220,324,431	256,360,242	36,035,811	16.36%
	Business	0	59,000	59,000	0.00%	0	397,000	397,000	0.00%
PUNA	Residential	6,764,597	7,286,773	522,176	7.72%	81,063,390	83,687,169	2,623,779	3.24%
	Vacant Land	1,762,553	1,055,199	<707,354>	<40.13%>	19,324,834	16,151,134	<3,173,700>	<16.42%>
	Commercial	0	0	0		2,092,500	3,253,400	1,160,900	55.48%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
SOUTH HILO	Residential	3,751,900	7,578,600	3,826,700	101.99%	55,474,751	62,902,188	7,427,437	13.39%
	Vacant Land	386,000	2,042,700	1,656,700	429.20%	12,618,675	15,587,700	2,969,025	23.53%
	Commercial	260,000	1,015,000	755,000	290.38%	4,297,000	5,633,500	1,336,500	31.10%
	Condominium	270,000	185,000	<85,000>	<31.48%>	4,753,813	4,698,250	<55,563>	<1.17%>
	Business	0	0	0		0	0	0	
NORTH HILO	Residential	0	0	0		7,187,000	6,893,500	<293,500>	<4.08%>
	Vacant Land	250,000	0	<250,000>	<100.00%>	2,837,000	1,459,000	<1,378,000>	<48.57%>
	Commercial	0	0	0		448,000	0	<448,000>	<100.00%>
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
HAMAKUA	Residential	3,184,000	325,000	<2,859,000>	<89.79%>	11,980,959	12,277,705	296,746	2.48%
	Vacant Land	505,000	0	<505,000>	<100.00%>	8,063,000	3,537,000	<4,526,000>	<56.13%>
	Commercial	0	0	0		0	250,000	250,000	0.00%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
NORTH KOHALA	Residential	2,839,500	3,200,000	360,500	12.70%	33,753,850	27,418,100	<6,335,750>	<18.77%>
	Vacant Land	290,000	250,000	<40,000>	<13.79%>	13,207,000	14,807,000	1,600,000	12.11%
	Commercial	0	0	0		0	595,000	595,000	0.00%
	Condominium	0	0	0		0	0	0	
	Business	0	59,000	59,000	0.00%	0	59,000	59,000	0.00%
SOUTH KOHALA	Residential	10,172,211	7,340,500	<2,831,711>	<27.84%>	108,717,731	123,482,363	14,764,632	13.58%
	Vacant Land	1,146,000	1,290,000	144,000	12.57%	18,575,650	15,835,250	<2,740,400>	<14.75%>
	Commercial	0	0	0		0	970,000	970,000	0.00%
	Condominium	11,470,449	12,987,500	1,517,051	13.23%	106,270,872	118,422,753	12,151,881	11.43%
	Business	0	0	0		0	0	0	
NORTH KONA	Residential	18,819,414	27,898,625	9,079,211	48.24%	326,877,266	299,083,933	<27,793,333>	<8.50%>
	Vacant Land	1,925,000	3,644,900	1,719,900	89.35%	55,424,310	64,919,350	9,495,040	17.13%
	Commercial	2,500,000	590,000	<1,910,000>	<76.40%>	5,460,000	2,198,000	<3,262,000>	<59.74%>
	Condominium	7,726,345	8,261,400	535,055	6.93%	109,129,746	132,977,239	23,847,493	21.85%
	Business	0	0	0		0	338,000	338,000	0.00%
SOUTH KONA	Residential	2,144,000	5,039,000	2,895,000	135.03%	23,959,850	24,534,259	574,409	2.40%
	Vacant Land	204,000	46,500	<157,500>	<77.21%>	3,576,700	4,486,700	910,000	25.44%
	Commercial	0	0	0		0	0	0	
	Condominium	0	0	0		75,000	160,000	85,000	113.33%
	Business	0	0	0		0	0	0	
KA'U	Residential	722,000	947,956	225,956	31.30%	17,072,739	13,075,097	<3,997,642>	<23.42%>
	Vacant Land	616,199	600,725	<15,474>	<2.51%>	4,335,170	3,253,494	<1,081,676>	<24.95%>
	Commercial	0	0	0		0	0	0	
	Condominium	0	0	0		95,000	102,000	7,000	7.37%
	Business	0	0	0		0	0	0	

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**MLS Sales Statistics**

**Median Sales Price**

	1,901,125	937,750	<963,375>	<50.67%>		872,400	904,700	32,300	3.70%
	<b>MONTH OF</b>		#	%		<b>YEAR</b>		#	%
	<b>December</b>		Increase /	Increase /		<b>TO DATE</b>		Increase /	Increase /
	2011	2012	<Decrease>	<Decrease>		2011	2012	<Decrease>	<Decrease>

Big Island	Residential	MONTH OF December				YEAR TO DATE			
		2011	2012	Increase / <Decrease>	% Increase / <Decrease>	2011	2012	Increase / <Decrease>	% Increase / <Decrease>
ENTIRE	Residential	287,500	307,000	19,500	6.78%	247,000	260,000	13,000	5.26%
	Vacant Land	20,000	25,750	5,750	28.75%	24,900	25,700	800	3.21%
	Commercial	1,380,000	220,000	<1,160,000>	<84.06%>	388,250	264,500	<123,750>	<31.87%>
	Condominium	213,625	326,000	112,375	52.60%	212,250	258,000	45,750	21.55%
	Business	0	59,000	59,000	0.00%	0	96,500	96,500	0.00%
PUNA	Residential	139,000	165,000	26,000	18.71%	140,000	149,000	9,000	6.43%
	Vacant Land	19,850	17,250	<2,600>	<13.10%>	20,000	20,000	0	0.00%
	Commercial	0	0	0		490,000	244,750	<245,250>	<50.05%>
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
SOUTH HILO	Residential	245,000	250,000	5,000	2.04%	241,000	248,000	7,000	2.90%
	Vacant Land	193,000	250,000	57,000	29.53%	195,000	204,500	9,500	4.87%
	Commercial	260,000	200,000	<60,000>	<23.08%>	337,500	275,000	<62,500>	<18.52%>
	Condominium	135,000	92,500	<42,500>	<31.48%>	88,007	129,000	40,993	46.58%
	Business	0	0	0		0	0	0	
NORTH HILO	Residential	0	0	0		275,000	300,000	25,000	9.09%
	Vacant Land	250,000	0	<250,000>	<100.00%>	295,000	264,500	<30,500>	<10.34%>
	Commercial	0	0	0		448,000	0	<448,000>	<100.00%>
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
HAMAKUA	Residential	300,000	325,000	25,000	8.33%	294,000	290,000	<4,000>	<1.36%>
	Vacant Land	252,500	0	<252,500>	<100.00%>	252,500	130,000	<122,500>	<48.51%>
	Commercial	0	0	0		0	250,000	250,000	0.00%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
NORTH KOHALA	Residential	550,000	787,500	237,500	43.18%	497,500	455,000	<42,500>	<8.54%>
	Vacant Land	290,000	250,000	<40,000>	<13.79%>	249,125	250,000	875	0.35%
	Commercial	0	0	0		0	595,000	595,000	0.00%
	Condominium	0	0	0		0	0	0	
	Business	0	59,000	59,000	0.00%	0	59,000	59,000	0.00%
SOUTH KOHALA	Residential	453,856	402,500	<51,356>	<11.32%>	335,500	340,000	4,500	1.34%
	Vacant Land	573,000	400,000	<173,000>	<30.19%>	180,000	160,000	<20,000>	<11.11%>
	Commercial	0	0	0		0	970,000	970,000	0.00%
	Condominium	377,500	411,500	34,000	9.01%	348,000	411,500	63,500	18.25%
	Business	0	0	0		0	0	0	
NORTH KONA	Residential	346,450	399,000	52,550	15.17%	370,313	397,500	27,187	7.34%
	Vacant Land	180,000	195,000	15,000	8.33%	231,500	197,950	<33,550>	<14.49%>
	Commercial	2,500,000	590,000	<1,910,000>	<76.40%>	1,380,000	388,500	<991,500>	<71.85%>
	Condominium	153,000	275,000	122,000	79.74%	170,000	189,500	19,500	11.47%
	Business	0	0	0		0	108,000	108,000	0.00%
SOUTH KONA	Residential	482,500	442,500	<40,000>	<8.29%>	315,000	325,000	10,000	3.17%
	Vacant Land	102,000	46,500	<55,500>	<54.41%>	82,500	72,750	<9,750>	<11.82%>
	Commercial	0	0	0		0	0	0	
	Condominium	0	0	0		75,000	160,000	85,000	113.33%
	Business	0	0	0		0	0	0	
KA'U	Residential	124,500	155,000	30,500	24.50%	119,000	106,500	<12,500>	<10.50%>
	Vacant Land	8,600	19,000	10,400	120.93%	12,000	16,375	4,375	36.46%
	Commercial	0	0	0		0	0	0	
	Condominium	0	0	0		95,000	102,000	7,000	7.37%
	Business	0	0	0		0	0	0	

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