

**MLS Sales Statistics**

**Number of Sales**

Big Island		MONTH OF				YEAR			
		December				TO DATE			
		2003	2004	Increase / <Decrease>	Increase / <Decrease>	2003	2004	Increase / <Decrease>	Increase / <Decrease>
		676	807	131	19.38%	6494	9512	3018	46.47%
ENTIRE	Residential	243	203	<40>	<16.46%>	2310	2692	382	16.54%
	Vacant Land	327	515	188	57.49%	3158	5639	2481	78.56%
	Commercial	9	10	1	11.11%	59	81	22	37.29%
	Condominium	97	79	<18>	<18.56%>	956	1080	124	12.97%
	Business	0	0	0		11	20	9	81.82%
PUNA	Residential	69	62	<7>	<10.14%>	585	872	287	49.06%
	Vacant Land	166	315	149	89.76%	1471	3175	1704	115.84%
	Commercial	0	3	3	0.00%	3	10	7	233.33%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		2	3	1	50.00%
SOUTH HILO	Residential	60	29	<31>	<51.67%>	412	393	<19>	<4.61%>
	Vacant Land	31	25	<6>	<19.35%>	284	365	81	28.52%
	Commercial	4	4	0	0.00%	26	41	15	57.69%
	Condominium	11	13	2	18.18%	130	132	2	1.54%
	Business	0	0	0		4	7	3	75.00%
NORTH HILO	Residential	1	3	2	200.00%	20	25	5	25.00%
	Vacant Land	12	5	<7>	<58.33%>	51	45	<6>	<11.76%>
	Commercial	0	0	0		1	2	1	100.00%
	Condominium	0	0	0		0	1	1	0.00%
	Business	0	0	0		0	0	0	
HAMAKUA	Residential	5	8	3	60.00%	44	45	1	2.27%
	Vacant Land	2	4	2	100.00%	42	56	14	33.33%
	Commercial	0	0	0		2	4	2	100.00%
	Condominium	0	0	0		1	0	<1>	<100.00%>
	Business	0	0	0		0	0	0	
NORTH KOHALA	Residential	1	7	6	600.00%	77	64	<13>	<16.88%>
	Vacant Land	16	5	<11>	<68.75%>	159	140	<19>	<11.95%>
	Commercial	0	0	0		0	3	3	0.00%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	1	1	0.00%
SOUTH KOHALA	Residential	18	28	10	55.56%	299	333	34	11.37%
	Vacant Land	13	14	1	7.69%	168	203	35	20.83%
	Commercial	0	0	0		1	2	1	100.00%
	Condominium	21	16	<5>	<23.81%>	190	312	122	64.21%
	Business	0	0	0		0	2	2	0.00%
NORTH KONA	Residential	67	54	<13>	<19.40%>	637	689	52	8.16%
	Vacant Land	22	25	3	13.64%	263	298	35	13.31%
	Commercial	5	3	<2>	<40.00%>	23	15	<8>	<34.78%>
	Condominium	64	50	<14>	<21.88%>	625	615	<10>	<1.60%>
	Business	0	0	0		3	7	4	133.33%
SOUTH KONA	Residential	11	4	<7>	<63.64%>	93	109	16	17.20%
	Vacant Land	16	9	<7>	<43.75%>	164	207	43	26.22%
	Commercial	0	0	0		2	4	2	100.00%
	Condominium	1	0	<1>	<100.00%>	2	9	7	350.00%
	Business	0	0	0		2	0	<2>	<100.00%>
KA'U	Residential	11	8	<3>	<27.27%>	143	162	19	13.29%
	Vacant Land	49	113	64	130.61%	556	1150	594	106.83%
	Commercial	0	0	0		1	0	<1>	<100.00%>
	Condominium	0	0	0		8	11	3	37.50%
	Business	0	0	0		0	0	0	

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**MLS Sales Statistics**

**Sales Volume**

132,746,036 165,948,092 33,202,056 25.01% 1,239,057,092 2,005,330,706 766,273,614 61.84%

Big Island		MONTH OF		#		%		YEAR		#		%	
		December		Increase / <Decrease>	Increase / <Decrease>	TO DATE		Increase / <Decrease>	Increase / <Decrease>	2003	2004	Increase / <Decrease>	Increase / <Decrease>
		2003	2004			2003	2004						
ENTIRE	Residential	72,266,010	92,626,208	20,360,198	28.17%	670,641,622	997,857,807	327,216,185	48.79%				
	Vacant Land	28,808,292	43,324,360	14,516,068	50.39%	309,985,650	569,943,656	259,958,006	83.86%				
	Commercial	4,508,000	3,684,650	<823,350>	<18.26%>	28,936,948	46,061,058	17,124,110	59.18%				
	Condominium	27,163,734	26,312,874	<850,860>	<3.13%>	227,045,372	384,288,994	157,243,622	69.26%				
	Business	0	0	0		2,447,500	7,179,191	4,731,691	193.33%				
PUNA	Residential	9,760,402	13,039,174	3,278,772	33.59%	75,647,218	156,204,853	80,557,635	106.49%				
	Vacant Land	3,428,952	10,165,600	6,736,648	196.46%	29,846,078	88,441,624	58,595,546	196.33%				
	Commercial	0	996,150	996,150	0.00%	2,600,000	2,382,650	<217,350>	<8.36%>				
	Condominium	0	0	0		0	0	0					
	Business	0	0	0		398,500	975,000	576,500	144.67%				
SOUTH HILO	Residential	11,856,100	8,568,400	<3,287,700>	<27.73%>	82,198,232	105,124,605	22,926,373	27.89%				
	Vacant Land	3,800,900	4,918,000	1,117,100	29.39%	62,249,668	71,901,150	9,651,482	15.50%				
	Commercial	1,845,000	999,000	<846,000>	<45.85%>	10,071,648	19,340,158	9,268,510	92.03%				
	Condominium	1,094,500	1,508,700	414,200	37.84%	8,652,609	12,677,095	4,024,486	46.51%				
	Business	0	0	0		1,140,000	3,844,000	2,704,000	237.19%				
NORTH HILO	Residential	512,500	1,216,500	704,000	137.37%	7,472,400	8,711,000	1,238,600	16.58%				
	Vacant Land	3,134,000	1,146,030	<1,987,970>	<63.43%>	9,739,663	12,645,368	2,905,705	29.83%				
	Commercial	0	0	0		180,000	1,385,000	1,205,000	669.44%				
	Condominium	0	0	0		0	225,000	225,000	0.00%				
	Business	0	0	0		0	0	0					
HAMAKUA	Residential	1,395,700	3,324,725	1,929,025	138.21%	12,288,100	14,421,225	2,133,125	17.36%				
	Vacant Land	425,000	1,232,000	807,000	189.88%	9,025,500	13,964,000	4,938,500	54.72%				
	Commercial	0	0	0		835,000	2,557,750	1,722,750	206.32%				
	Condominium	0	0	0		115,000	0	<115,000>	<100.00%>				
	Business	0	0	0		0	0	0					
NORTH KOHALA	Residential	425,000	4,982,500	4,557,500	1072.35%	37,054,000	42,244,500	5,190,500	14.01%				
	Vacant Land	4,757,750	2,260,000	<2,497,750>	<52.50%>	52,682,978	68,751,434	16,068,456	30.50%				
	Commercial	0	0	0		0	2,592,000	2,592,000	0.00%				
	Condominium	0	0	0		0	0	0					
	Business	0	0	0		0	95,000	95,000	0.00%				
SOUTH KOHALA	Residential	9,004,411	23,092,650	14,088,239	156.46%	120,038,754	186,887,974	66,849,220	55.69%				
	Vacant Land	1,905,500	5,946,400	4,040,900	212.07%	47,075,850	81,168,670	34,092,820	72.42%				
	Commercial	0	0	0		110,000	945,000	835,000	759.09%				
	Condominium	6,915,800	6,750,800	<165,000>	<2.39%>	72,759,400	171,608,995	98,849,595	135.86%				
	Business	0	0	0		0	355,000	355,000	0.00%				
NORTH KONA	Residential	32,777,897	34,163,889	1,385,992	4.23%	283,622,541	403,469,290	119,846,749	42.26%				
	Vacant Land	5,423,084	10,787,179	5,364,095	98.91%	69,750,534	149,100,212	79,349,678	113.76%				
	Commercial	2,663,000	1,689,500	<973,500>	<36.56%>	13,205,300	15,428,500	2,223,200	16.84%				
	Condominium	18,933,434	18,053,374	<880,060>	<4.65%>	144,288,063	195,512,654	51,224,591	35.50%				
	Business	0	0	0		487,500	1,910,191	1,422,691	291.83%				
SOUTH KONA	Residential	5,287,500	1,995,500	<3,292,000>	<62.26%>	34,033,950	51,663,790	17,629,840	51.80%				
	Vacant Land	1,850,400	2,966,601	1,116,201	60.32%	17,676,261	44,545,580	26,869,319	152.01%				
	Commercial	0	0	0		1,585,000	1,430,000	<155,000>	<9.78%>				
	Condominium	220,000	0	<220,000>	<100.00%>	370,000	2,394,750	2,024,750	547.23%				
	Business	0	0	0		421,500	0	<421,500>	<100.00%>				
KA'U	Residential	1,246,500	2,242,870	996,370	79.93%	18,286,427	29,130,570	10,844,143	59.30%				
	Vacant Land	4,082,706	3,902,550	<180,156>	<4.41%>	11,939,118	39,425,618	27,486,500	230.22%				
	Commercial	0	0	0		350,000	0	<350,000>	<100.00%>				
	Condominium	0	0	0		860,300	1,870,500	1,010,200	117.42%				
	Business	0	0	0		0	0	0					

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**MLS Sales Statistics**

**Median Sales Price**

Big Island		853,000	971,250	118,250	13.86%	929,987	1,215,000	285,013	30.65%
		MONTH OF		#	%	YEAR		#	%
		December	December	Increase /	Increase /	TO DATE	TO DATE	Increase /	Increase /
		2003	2004	<Decrease>	<Decrease>	2003	2004	<Decrease>	<Decrease>
ENTIRE	Residential	220,000	369,000	149,000	67.73%	235,000	290,000	55,000	23.40%
	Vacant Land	20,000	35,000	15,000	75.00%	17,487	25,000	7,513	42.96%
	Commercial	390,000	237,250	<152,750>	<39.17%>	345,000	350,000	5,000	1.45%
	Condominium	223,000	330,000	107,000	47.98%	185,000	275,000	90,000	48.65%
	Business	0	0	0		147,500	275,000	127,500	86.44%
PUNA	Residential	128,000	177,500	49,500	38.67%	115,000	160,000	45,000	39.13%
	Vacant Land	12,000	30,000	18,000	150.00%	11,500	17,000	5,500	47.83%
	Commercial	0	186,150	186,150	0.00%	400,000	172,575	<227,425>	<56.86%>
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		199,250	275,000	75,750	38.02%
SOUTH HILO	Residential	187,000	262,000	75,000	40.11%	179,450	229,000	49,550	27.61%
	Vacant Land	95,000	144,000	49,000	51.58%	105,750	143,000	37,250	35.22%
	Commercial	435,000	222,500	<212,500>	<48.85%>	231,000	220,000	<11,000>	<4.76%>
	Condominium	95,000	102,500	7,500	7.89%	47,750	77,600	29,850	62.51%
	Business	0	0	0		56,000	299,000	243,000	433.93%
NORTH HILO	Residential	512,500	460,000	<52,500>	<10.24%>	279,500	310,000	30,500	10.91%
	Vacant Land	225,000	173,030	<51,970>	<23.10%>	150,000	240,000	90,000	60.00%
	Commercial	0	0	0		180,000	692,500	512,500	284.72%
	Condominium	0	0	0		0	225,000	225,000	0.00%
	Business	0	0	0		0	0	0	
HAMAKUA	Residential	250,000	421,250	171,250	68.50%	256,000	300,000	44,000	17.19%
	Vacant Land	212,500	268,500	56,000	26.35%	165,000	195,000	30,000	18.18%
	Commercial	0	0	0		417,500	673,875	256,375	61.41%
	Condominium	0	0	0		115,000	0	<115,000>	<100.00%>
	Business	0	0	0		0	0	0	
NORTH KOHALA	Residential	425,000	369,000	<56,000>	<13.18%>	350,000	545,000	195,000	55.71%
	Vacant Land	290,000	390,000	100,000	34.48%	222,500	372,000	149,500	67.19%
	Commercial	0	0	0		0	460,000	460,000	0.00%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	95,000	95,000	0.00%
SOUTH KOHALA	Residential	364,900	508,000	143,100	39.22%	301,000	424,900	123,900	41.16%
	Vacant Land	125,000	295,000	170,000	136.00%	107,000	185,000	78,000	72.90%
	Commercial	0	0	0		110,000	472,500	362,500	329.55%
	Condominium	195,000	315,000	120,000	61.54%	242,500	450,000	207,500	85.57%
	Business	0	0	0		0	177,500	177,500	0.00%
NORTH KONA	Residential	460,000	559,000	99,000	21.52%	394,900	489,000	94,100	23.83%
	Vacant Land	245,000	325,000	80,000	32.65%	225,000	310,000	85,000	37.78%
	Commercial	379,000	750,000	371,000	97.89%	395,000	655,000	260,000	65.82%
	Condominium	242,500	362,500	120,000	49.48%	200,000	289,900	89,900	44.95%
	Business	0	0	0		147,500	186,000	38,500	26.10%
SOUTH KONA	Residential	360,000	485,750	125,750	34.93%	295,000	391,500	96,500	32.71%
	Vacant Land	57,500	105,101	47,601	82.78%	59,450	77,000	17,550	29.52%
	Commercial	0	0	0		792,500	265,000	<527,500>	<66.56%>
	Condominium	220,000	0	<220,000>	<100.00%>	185,000	242,000	57,000	30.81%
	Business	0	0	0		210,750	0	<210,750>	<100.00%>
KA'U	Residential	107,500	240,000	132,500	123.26%	119,000	150,750	31,750	26.68%
	Vacant Land	15,500	27,750	12,250	79.03%	7,500	16,250	8,750	116.67%
	Commercial	0	0	0		350,000	0	<350,000>	<100.00%>
	Condominium	0	0	0		92,950	160,000	67,050	72.14%
	Business	0	0	0		0	0	0	

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