

**MLS Sales Statistics**

**Number of Sales**

| Kauai<br>Island |             | MONTH OF |      |                          |                          | YEAR    |      |                          |                          |
|-----------------|-------------|----------|------|--------------------------|--------------------------|---------|------|--------------------------|--------------------------|
|                 |             | January  |      | #                        | %                        | TO DATE |      | #                        | %                        |
|                 |             | 2011     | 2012 |                          |                          | 2011    | 2012 |                          |                          |
|                 |             | 58       | 63   | 5                        | 8.62%                    | 58      | 63   | 5                        | 8.62%                    |
|                 |             |          |      | Increase /<br><Decrease> | Increase /<br><Decrease> |         |      | Increase /<br><Decrease> | Increase /<br><Decrease> |
| ENTIRE          | Residential | 29       | 30   | 1                        | 3.45%                    | 29      | 30   | 1                        | 3.45%                    |
|                 | Vacant Land | 8        | 8    | 0                        | 0.00%                    | 8       | 8    | 0                        | 0.00%                    |
|                 | Commercial  | 1        | 4    | 3                        | 300.00%                  | 1       | 4    | 3                        | 300.00%                  |
|                 | Condominium | 20       | 21   | 1                        | 5.00%                    | 20      | 21   | 1                        | 5.00%                    |
|                 | Business    | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| WAIMEA          | Residential | 4        | 4    | 0                        | 0.00%                    | 4       | 4    | 0                        | 0.00%                    |
|                 | Vacant Land | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
|                 | Commercial  | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
|                 | Condominium | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
|                 | Business    | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| KOLOA           | Residential | 6        | 4    | <2>                      | <33.33%>                 | 6       | 4    | <2>                      | <33.33%>                 |
|                 | Vacant Land | 3        | 2    | <1>                      | <33.33%>                 | 3       | 2    | <1>                      | <33.33%>                 |
|                 | Commercial  | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
|                 | Condominium | 3        | 5    | 2                        | 66.67%                   | 3       | 5    | 2                        | 66.67%                   |
|                 | Business    | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| LIHUE           | Residential | 4        | 4    | 0                        | 0.00%                    | 4       | 4    | 0                        | 0.00%                    |
|                 | Vacant Land | 2        | 2    | 0                        | 0.00%                    | 2       | 2    | 0                        | 0.00%                    |
|                 | Commercial  | 1        | 2    | 1                        | 100.00%                  | 1       | 2    | 1                        | 100.00%                  |
|                 | Condominium | 8        | 4    | <4>                      | <50.00%>                 | 8       | 4    | <4>                      | <50.00%>                 |
|                 | Business    | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| KAWAIHAU        | Residential | 8        | 10   | 2                        | 25.00%                   | 8       | 10   | 2                        | 25.00%                   |
|                 | Vacant Land | 2        | 3    | 1                        | 50.00%                   | 2       | 3    | 1                        | 50.00%                   |
|                 | Commercial  | 0        | 2    | 2                        | 0.00%                    | 0       | 2    | 2                        | 0.00%                    |
|                 | Condominium | 4        | 4    | 0                        | 0.00%                    | 4       | 4    | 0                        | 0.00%                    |
|                 | Business    | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
| HANALEI         | Residential | 7        | 8    | 1                        | 14.29%                   | 7       | 8    | 1                        | 14.29%                   |
|                 | Vacant Land | 1        | 1    | 0                        | 0.00%                    | 1       | 1    | 0                        | 0.00%                    |
|                 | Commercial  | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |
|                 | Condominium | 5        | 8    | 3                        | 60.00%                   | 5       | 8    | 3                        | 60.00%                   |
|                 | Business    | 0        | 0    | 0                        |                          | 0       | 0    | 0                        |                          |

**MLS Sales Statistics**

**Sales Volume**

38,402,310 30,919,500 <7,482,810> <19.49%>

38,402,310 30,919,500 <7,482,810> <19.49%>

| Kauai<br>Island |             | MONTH OF   |            |                          |                          | YEAR       |            |                          |                          |
|-----------------|-------------|------------|------------|--------------------------|--------------------------|------------|------------|--------------------------|--------------------------|
|                 |             | January    |            | #                        | %                        | TO DATE    |            | #                        | %                        |
|                 |             | 2011       | 2012       | Increase /<br><Decrease> | Increase /<br><Decrease> | 2011       | 2012       | Increase /<br><Decrease> | Increase /<br><Decrease> |
| <b>ENTIRE</b>   | Residential | 30,558,900 | 17,515,500 | <13,043,400>             | <42.68%>                 | 30,558,900 | 17,515,500 | <13,043,400>             | <42.68%>                 |
|                 | Vacant Land | 2,394,000  | 2,687,100  | 293,100                  | 12.24%                   | 2,394,000  | 2,687,100  | 293,100                  | 12.24%                   |
|                 | Commercial  | 600,000    | 3,709,000  | 3,109,000                | 518.17%                  | 600,000    | 3,709,000  | 3,109,000                | 518.17%                  |
|                 | Condominium | 4,849,410  | 7,007,900  | 2,158,490                | 44.51%                   | 4,849,410  | 7,007,900  | 2,158,490                | 44.51%                   |
|                 | Business    | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |
| <b>WAIMEA</b>   | Residential | 1,157,900  | 1,112,000  | <45,900>                 | <3.96%>                  | 1,157,900  | 1,112,000  | <45,900>                 | <3.96%>                  |
|                 | Vacant Land | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |
|                 | Commercial  | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |
|                 | Condominium | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |
|                 | Business    | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |
| <b>KOLOA</b>    | Residential | 4,617,100  | 2,284,500  | <2,332,600>              | <50.52%>                 | 4,617,100  | 2,284,500  | <2,332,600>              | <50.52%>                 |
|                 | Vacant Land | 835,000    | 460,000    | <375,000>                | <44.91%>                 | 835,000    | 460,000    | <375,000>                | <44.91%>                 |
|                 | Commercial  | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |
|                 | Condominium | 1,101,500  | 1,298,000  | 196,500                  | 17.84%                   | 1,101,500  | 1,298,000  | 196,500                  | 17.84%                   |
|                 | Business    | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |
| <b>LIHUE</b>    | Residential | 1,311,500  | 2,179,000  | 867,500                  | 66.15%                   | 1,311,500  | 2,179,000  | 867,500                  | 66.15%                   |
|                 | Vacant Land | 400,000    | 274,900    | <125,100>                | <31.28%>                 | 400,000    | 274,900    | <125,100>                | <31.28%>                 |
|                 | Commercial  | 600,000    | 1,550,000  | 950,000                  | 158.33%                  | 600,000    | 1,550,000  | 950,000                  | 158.33%                  |
|                 | Condominium | 1,488,510  | 792,400    | <696,110>                | <46.77%>                 | 1,488,510  | 792,400    | <696,110>                | <46.77%>                 |
|                 | Business    | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |
| <b>KAWAIHAU</b> | Residential | 3,089,900  | 3,459,000  | 369,100                  | 11.95%                   | 3,089,900  | 3,459,000  | 369,100                  | 11.95%                   |
|                 | Vacant Land | 909,000    | 1,647,200  | 738,200                  | 81.21%                   | 909,000    | 1,647,200  | 738,200                  | 81.21%                   |
|                 | Commercial  | 0          | 2,159,000  | 2,159,000                | 0.00%                    | 0          | 2,159,000  | 2,159,000                | 0.00%                    |
|                 | Condominium | 684,400    | 418,500    | <265,900>                | <38.85%>                 | 684,400    | 418,500    | <265,900>                | <38.85%>                 |
|                 | Business    | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |
| <b>HANAIEI</b>  | Residential | 20,382,500 | 8,481,000  | <11,901,500>             | <58.39%>                 | 20,382,500 | 8,481,000  | <11,901,500>             | <58.39%>                 |
|                 | Vacant Land | 250,000    | 305,000    | 55,000                   | 22.00%                   | 250,000    | 305,000    | 55,000                   | 22.00%                   |
|                 | Commercial  | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |
|                 | Condominium | 1,575,000  | 4,499,000  | 2,924,000                | 185.65%                  | 1,575,000  | 4,499,000  | 2,924,000                | 185.65%                  |
|                 | Business    | 0          | 0          | 0                        |                          | 0          | 0          | 0                        |                          |

**MLS Sales Statistics**

**Median Sales Price**

1,575,750    1,704,700    128,950    8.18%

1,575,750    1,704,700    128,950    8.18%

| Kauai<br>Island |             | MONTH OF  |           |                          |                          | YEAR      |           |                          |                          |
|-----------------|-------------|-----------|-----------|--------------------------|--------------------------|-----------|-----------|--------------------------|--------------------------|
|                 |             | January   |           | Increase /<br><Decrease> | Increase /<br><Decrease> | TO DATE   |           | Increase /<br><Decrease> | Increase /<br><Decrease> |
|                 |             | 2011      | 2012      |                          |                          | 2011      | 2012      |                          |                          |
| <b>ENTIRE</b>   | Residential | 420,000   | 374,750   | <45,250>                 | <10.77%>                 | 420,000   | 374,750   | <45,250>                 | <10.77%>                 |
|                 | Vacant Land | 255,000   | 234,950   | <20,050>                 | <7.86%>                  | 255,000   | 234,950   | <20,050>                 | <7.86%>                  |
|                 | Commercial  | 600,000   | 775,000   | 175,000                  | 29.17%                   | 600,000   | 775,000   | 175,000                  | 29.17%                   |
|                 | Condominium | 300,750   | 320,000   | 19,250                   | 6.40%                    | 300,750   | 320,000   | 19,250                   | 6.40%                    |
|                 | Business    | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |
| <b>WAIMEA</b>   | Residential | 263,950   | 311,500   | 47,550                   | 18.01%                   | 263,950   | 311,500   | 47,550                   | 18.01%                   |
|                 | Vacant Land | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |
|                 | Commercial  | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |
|                 | Condominium | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |
|                 | Business    | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |
| <b>KOLOA</b>    | Residential | 568,100   | 334,750   | <233,350>                | <41.08%>                 | 568,100   | 334,750   | <233,350>                | <41.08%>                 |
|                 | Vacant Land | 260,000   | 230,000   | <30,000>                 | <11.54%>                 | 260,000   | 230,000   | <30,000>                 | <11.54%>                 |
|                 | Commercial  | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |
|                 | Condominium | 475,000   | 270,000   | <205,000>                | <43.16%>                 | 475,000   | 270,000   | <205,000>                | <43.16%>                 |
|                 | Business    | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |
| <b>LIHUE</b>    | Residential | 414,500   | 699,500   | 285,000                  | 68.76%                   | 414,500   | 699,500   | 285,000                  | 68.76%                   |
|                 | Vacant Land | 200,000   | 137,450   | <62,550>                 | <31.28%>                 | 200,000   | 137,450   | <62,550>                 | <31.28%>                 |
|                 | Commercial  | 600,000   | 775,000   | 175,000                  | 29.17%                   | 600,000   | 775,000   | 175,000                  | 29.17%                   |
|                 | Condominium | 197,505   | 318,750   | 121,245                  | 61.39%                   | 197,505   | 318,750   | 121,245                  | 61.39%                   |
|                 | Business    | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |
| <b>KAWAIHAU</b> | Residential | 377,500   | 327,900   | <49,600>                 | <13.14%>                 | 377,500   | 327,900   | <49,600>                 | <13.14%>                 |
|                 | Vacant Land | 454,500   | 367,200   | <87,300>                 | <19.21%>                 | 454,500   | 367,200   | <87,300>                 | <19.21%>                 |
|                 | Commercial  | 0         | 1,079,500 | 1,079,500                | 0.00%                    | 0         | 1,079,500 | 1,079,500                | 0.00%                    |
|                 | Condominium | 232,500   | 183,900   | <48,600>                 | <20.90%>                 | 232,500   | 183,900   | <48,600>                 | <20.90%>                 |
|                 | Business    | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |
| <b>HANAIEI</b>  | Residential | 1,306,250 | 902,500   | <403,750>                | <30.91%>                 | 1,306,250 | 902,500   | <403,750>                | <30.91%>                 |
|                 | Vacant Land | 250,000   | 305,000   | 55,000                   | 22.00%                   | 250,000   | 305,000   | 55,000                   | 22.00%                   |
|                 | Commercial  | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |
|                 | Condominium | 342,500   | 582,500   | 240,000                  | 70.07%                   | 342,500   | 582,500   | 240,000                  | 70.07%                   |
|                 | Business    | 0         | 0         | 0                        |                          | 0         | 0         | 0                        |                          |