

DECEMBER



SINGLE FAMILY



CONDOMINIUMS



VACANT LAND

MEDIAN SALES PRICE	2019	\$715,000 ▲	\$689,830 ▲	\$420,000 ▼
	2018	\$625,000	\$666,043	\$427,500

CLOSED SALES	2019	41 ▼	44 ▲	6 ▼
	2018	45	40	21

NEW ACTIVE LISTINGS	2019	47 ▲	37 ▲	14 ▼
	2018	46	22	21

VOLUME SALES	2019	\$35,904,555 ▼	\$27,940,307 ▲	\$2,190,000 ▼
	2018	\$40,578,729	\$25,142,917	\$14,801,507

DEC 2019	DEC 2018	DEC 2019	DEC 2018
Closed Sales	Closed Sales	Median Price	Median Price

SINGLE FAMILY HOMES

Location	DEC 2019	DEC 2018	DEC 2019	DEC 2018
	Closed Sales	Closed Sales	Median Price	Median Price
Waimea	1	7	\$260,000	\$525,000
Koloa	12	12	\$788,900	\$715,000
Lihue	4	10	\$683,000	\$604,255
Kawaihau	17	12	\$675,000	\$687,500
Hanalei	7	4	\$770,000	\$1,285,000

CONDOMINIUMS

Location	DEC 2019	DEC 2018	DEC 2019	DEC 2018
	Closed Sales	Closed Sales	Median Price	Median Price
Waimea	-	-	\$-	\$-
Koloa	23	22	\$749,870	\$739,493
Lihue	7	7	\$324,500	\$256,000
Kawaihau	4	6	\$427,500	\$425,000
Hanalei	10	5	\$736,000	\$695,000

VACANT LAND

Location	DEC 2019	DEC 2018	DEC 2019	DEC 2018
	Closed Sales	Closed Sales	Median Price	Median Price
Waimea	1	1	\$200,000	\$250,000
Koloa	1	10	\$495,000	\$985,000
Lihue	-	4	\$-	\$185,000
Kawaihau	1	4	\$205,000	\$367,000
Hanalei	3	2	\$450,000	\$438,750

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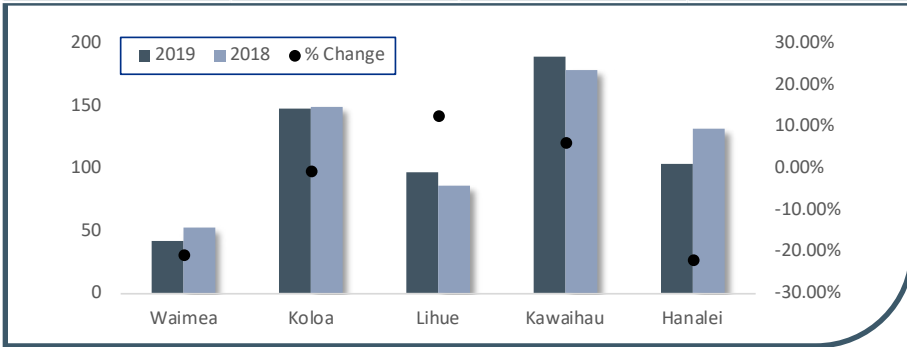


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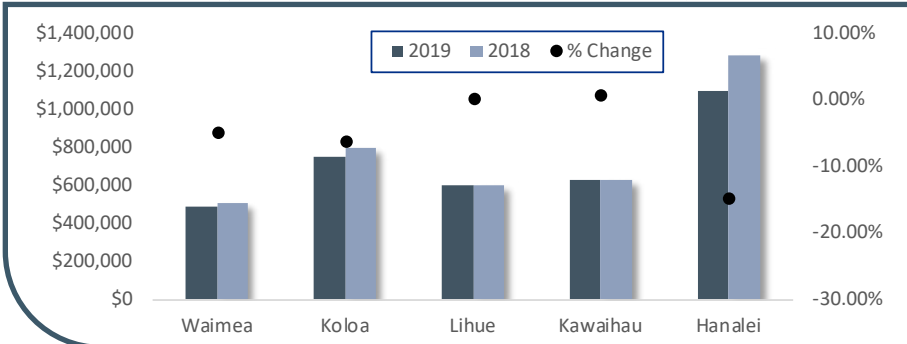




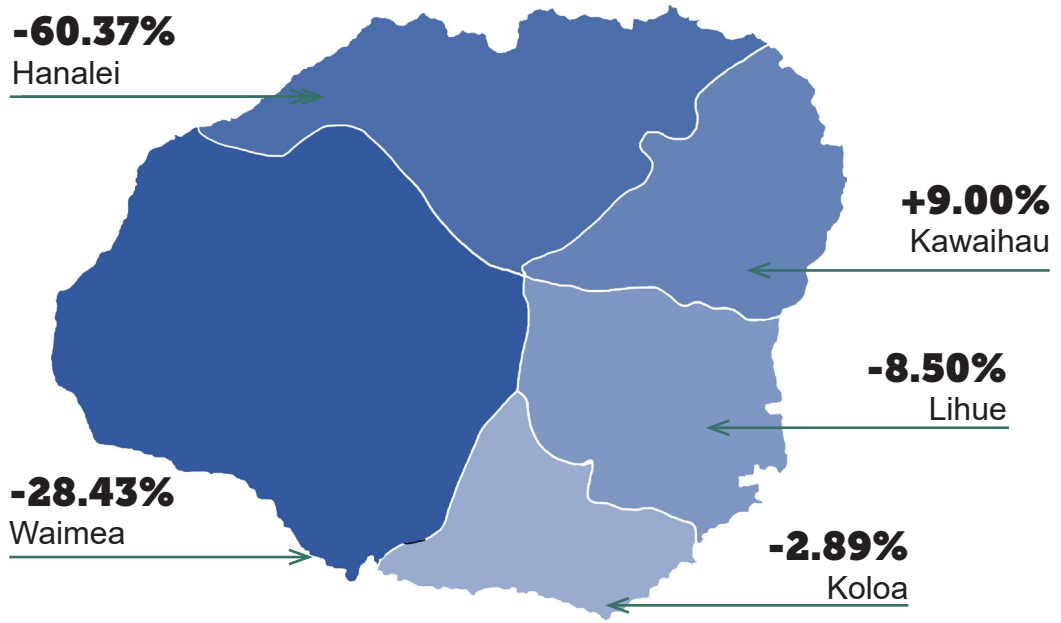
CLOSED SALES	2019	2018	% Change
Waimea	42	53	-20.75%
Koloa	148	149	-0.67%
Lihue	97	86	12.79%
Kawaihau	189	178	6.18%
Hanalei	103	132	-21.97%
SUMMARY	579	598	-3.18%



MEDIAN PRICE	2019	2018	% Change
Waimea	\$487,000	\$511,107	-4.72%
Koloa	\$751,400	\$801,000	-6.19%
Lihue	\$599,790	\$598,390	0.23%
Kawaihau	\$629,900	\$625,000	0.78%
Hanalei	\$1,100,000	\$1,290,000	-14.73%
SUMMARY	\$660,000	\$699,500	-5.65%



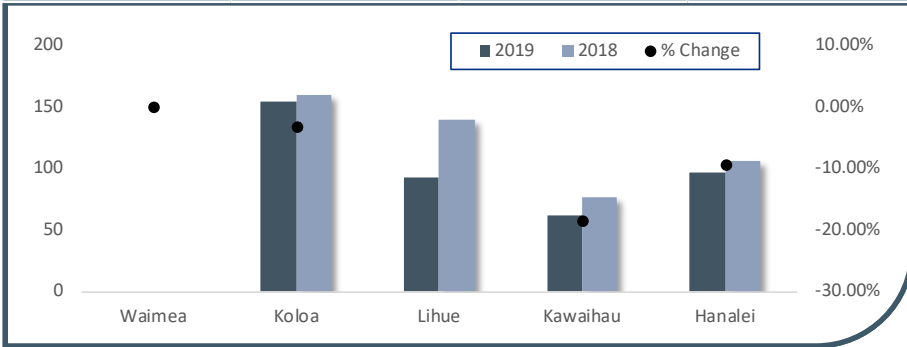
SALES VOLUME	2019	2018	% Change
Waimea	\$20,522,400	\$28,672,689	-28.43%
Koloa	\$167,448,888	\$172,428,418	-2.89%
Lihue	\$59,335,535	\$64,849,719	-8.50%
Kawaihau	\$137,528,047	\$126,173,942	9.00%
Hanalei	\$142,210,603	\$358,836,794	-60.37%
SUMMARY	\$527,045,473	\$750,961,562	-29.82%



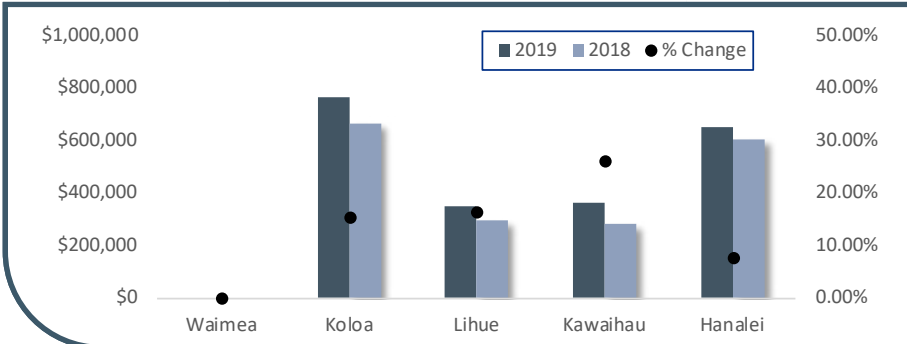
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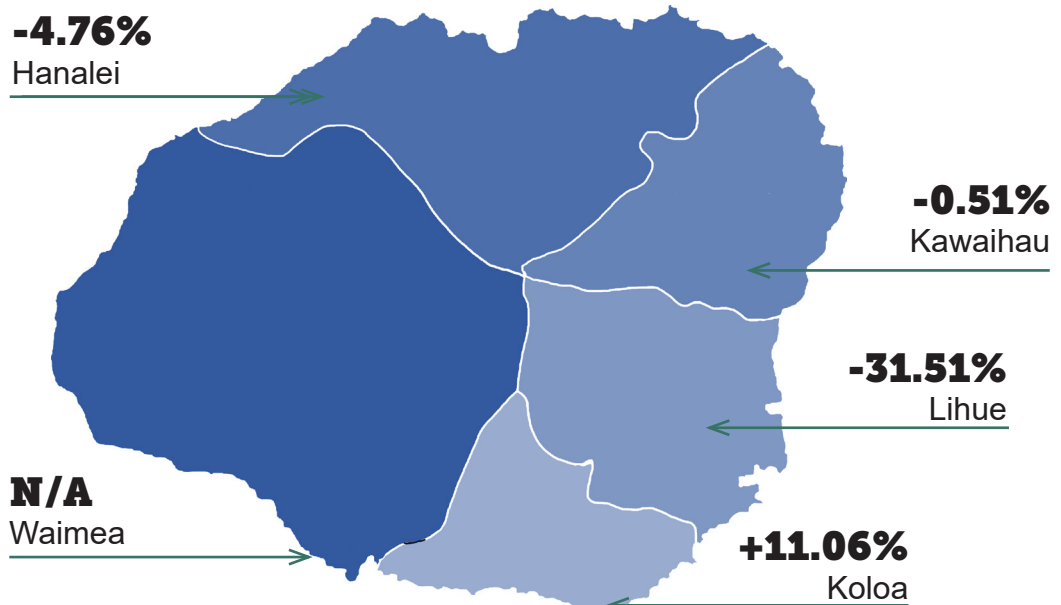
CLOSED SALES	2019	2018	% Change
Waimea	-	-	-
Koloa	154	159	-3.14%
Lihue	93	140	-33.57%
Kawaihau	62	76	-18.42%
Hanalei	96	106	-9.43%
SUMMARY	405	481	-15.80%



MEDIAN PRICE	2019	2018	% Change
Waimea	\$-	\$-	-
Koloa	\$767,000	\$664,856	15.36%
Lihue	\$346,000	\$297,000	16.50%
Kawaihau	\$359,500	\$285,000	26.14%
Hanalei	\$650,000	\$602,500	7.88%
SUMMARY	\$575,000	\$461,000	24.73%



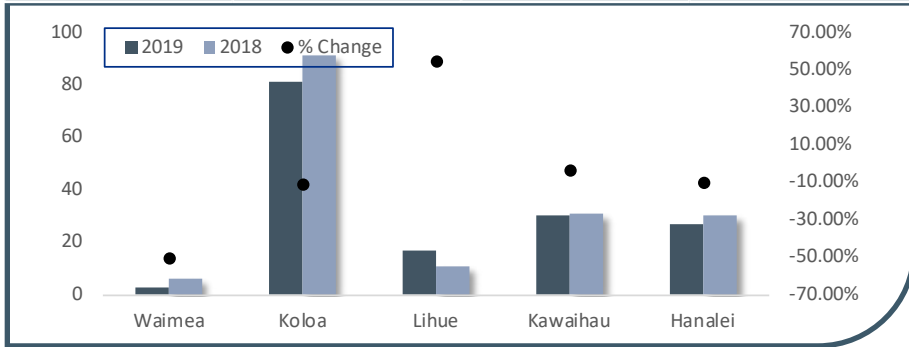
SALES VOLUME	2019	2018	% Change
Waimea	-	-	-
Koloa	\$118,637,883	\$106,823,211	11.06%
Lihue	\$55,983,919	\$81,735,600	-31.51%
Kawaihau	\$29,163,007	\$29,313,079	-0.51%
Hanalei	\$67,215,382	\$70,572,780	-4.76%
SUMMARY	\$271,000,191	\$288,444,670	-6.05%



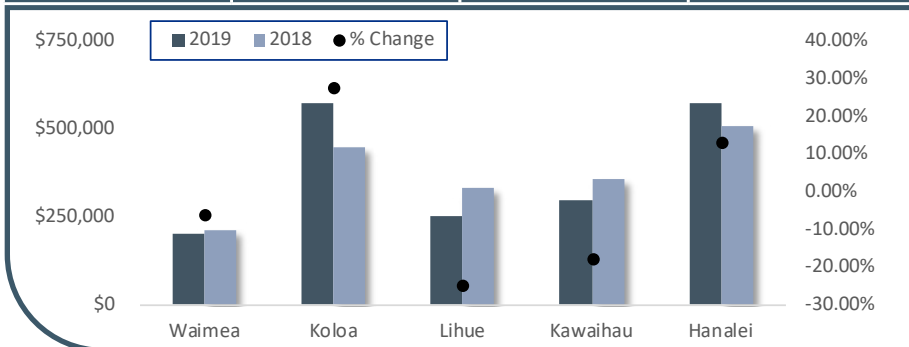
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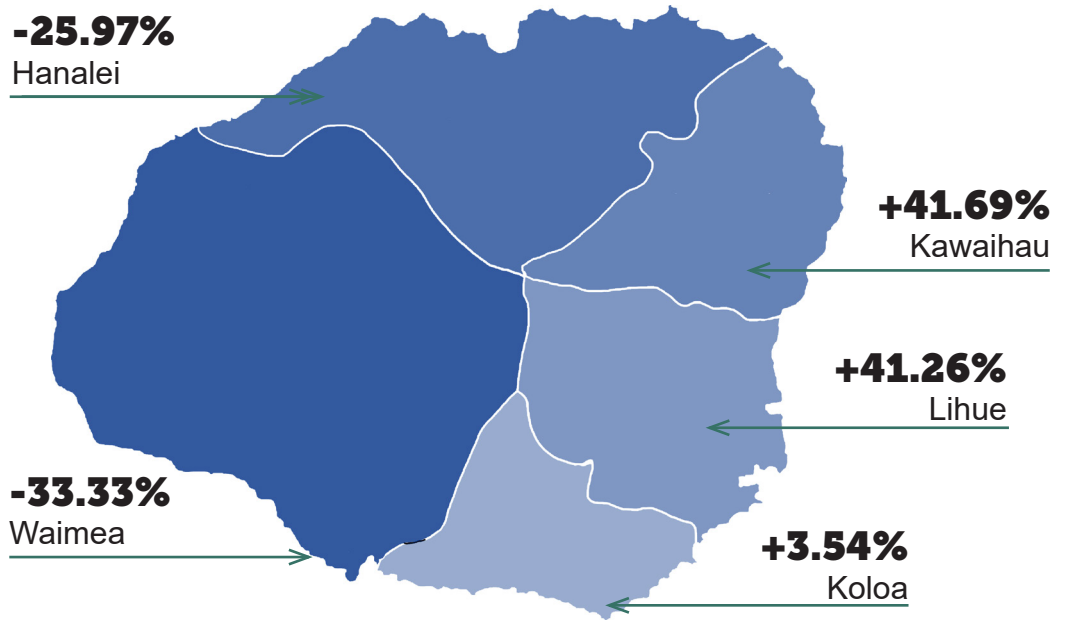
CLOSED SALES	2019	2018	% Change
Waimea	3	6	-50.00%
Koloa	81	91	-10.99%
Lihue	17	11	54.55%
Kawaihau	30	31	-3.23%
Hanalei	27	30	-10.00%
SUMMARY	158	169	-6.51%



MEDIAN PRICE	2019	2018	% Change
Waimea	\$200,000	\$212,500	-5.88%
Koloa	\$575,000	\$450,000	27.78%
Lihue	\$250,000	\$333,000	-24.92%
Kawaihau	\$294,500	\$359,000	-17.97%
Hanalei	\$575,000	\$507,500	13.30%
SUMMARY	\$469,000	\$400,000	17.25%



SALES VOLUME	2019	2018	% Change
Waimea	\$880,000	\$1,320,000	-33.33%
Koloa	\$63,254,575	\$61,094,250	3.54%
Lihue	\$4,669,500	\$3,305,507	41.26%
Kawaihau	\$15,558,500	\$10,980,722	41.69%
Hanalei	\$23,875,000	\$32,248,500	-25.97%
SUMMARY	\$108,237,575	\$108,948,979	-0.65%



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