

**MLS Sales Statistics**

**Number of Sales**

Kauai Island		189	242	53	28.04%	761	887	126	16.56%
		Oct-Dec		#	%	YEAR		#	%
		4th Quarter		Increase /	Increase /	TO DATE		Increase /	Increase /
		2011	2012	<Decrease>	<Decrease>	2011	2012	<Decrease>	<Decrease>
ENTIRE	Residential	93	123	30	32.26%	362	422	60	16.57%
	Vacant Land	27	34	7	25.93%	97	129	32	32.99%
	Commercial	4	2	<2>	<50.00%>	11	18	7	63.64%
	Condominium	65	83	18	27.69%	289	318	29	10.03%
	Business	0	0	0		2	0	<2>	<100.00%>
WAIMEA	Residential	8	6	<2>	<25.00%>	30	22	<8>	<26.67%>
	Vacant Land	0	2	2	0.00%	2	5	3	150.00%
	Commercial	1	0	<1>	<100.00%>	1	1	0	0.00%
	Condominium	0	0	0		0	1	1	0.00%
	Business	0	0	0		0	0	0	
KOLOA	Residential	23	33	10	43.48%	83	101	18	21.69%
	Vacant Land	8	10	2	25.00%	31	44	13	41.94%
	Commercial	1	0	<1>	<100.00%>	5	0	<5>	<100.00%>
	Condominium	20	15	<5>	<25.00%>	64	66	2	3.13%
	Business	0	0	0		1	0	<1>	<100.00%>
LIHUE	Residential	10	15	5	50.00%	36	43	7	19.44%
	Vacant Land	3	2	<1>	<33.33%>	10	9	<1>	<10.00%>
	Commercial	0	1	1	0.00%	1	8	7	700.00%
	Condominium	20	24	4	20.00%	102	79	<23>	<22.55%>
	Business	0	0	0		0	0	0	
KAWAIHAU	Residential	24	43	19	79.17%	117	159	42	35.90%
	Vacant Land	9	5	<4>	<44.44%>	30	30	0	0.00%
	Commercial	1	1	0	0.00%	2	9	7	350.00%
	Condominium	12	17	5	41.67%	54	70	16	29.63%
	Business	0	0	0		0	0	0	
HANALEI	Residential	28	26	<2>	<7.14%>	96	97	1	1.04%
	Vacant Land	7	15	8	114.29%	24	41	17	70.83%
	Commercial	1	0	<1>	<100.00%>	2	0	<2>	<100.00%>
	Condominium	13	27	14	107.69%	69	102	33	47.83%
	Business	0	0	0		1	0	<1>	<100.00%>

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**MLS Sales Statistics**

**Sales Volume**

134,657,016 155,737,535 21,080,519 15.65% 436,169,739 523,012,603 86,842,864 19.91%

Kauai Island		Oct-Dec 4th Quarter				YEAR TO DATE			
		2011		2012		2011		2012	
		#		#		#		#	
		Increase /		Increase /		Increase /		Increase /	
		<Decrease>		<Decrease>		<Decrease>		<Decrease>	
<b>ENTIRE</b>	Residential	95,447,300	96,886,294	1,438,994	1.51%	288,822,773	315,611,527	26,788,754	9.28%
	Vacant Land	16,224,381	33,245,000	17,020,619	104.91%	47,374,381	78,861,849	31,487,468	66.47%
	Commercial	3,162,000	502,081	<2,659,919>	<84.12%>	6,776,000	20,124,086	13,348,086	196.99%
	Condominium	19,823,335	25,104,160	5,280,825	26.64%	91,890,585	108,415,141	16,524,556	17.98%
	Business	0	0	0		1,306,000	0	<1,306,000>	<100.00%>
<b>WAIMEA</b>	Residential	2,180,500	1,893,900	<286,600>	<13.14%>	11,345,100	7,042,900	<4,302,200>	<37.92%>
	Vacant Land	0	162,000	162,000	0.00%	308,000	578,000	270,000	87.66%
	Commercial	326,000	0	<326,000>	<100.00%>	326,000	284,477	<41,523>	<12.74%>
	Condominium	0	0	0		0	252,800	252,800	0.00%
	Business	0	0	0		0	0	0	
<b>KOLOA</b>	Residential	16,845,950	33,258,833	16,412,883	97.43%	53,794,850	85,015,383	31,220,533	58.04%
	Vacant Land	3,007,000	2,841,000	<166,000>	<5.52%>	15,804,000	17,899,000	2,095,000	13.26%
	Commercial	1,348,000	0	<1,348,000>	<100.00%>	3,112,000	0	<3,112,000>	<100.00%>
	Condominium	8,178,550	6,346,735	<1,831,815>	<22.40%>	40,486,415	30,216,785	<10,269,630>	<25.37%>
	Business	0	0	0		1,244,000	0	<1,244,000>	<100.00%>
<b>LIHUE</b>	Residential	4,412,000	8,027,900	3,615,900	81.96%	13,411,875	20,672,349	7,260,474	54.13%
	Vacant Land	1,054,881	530,000	<524,881>	<49.76%>	2,592,381	2,339,400	<252,981>	<9.76%>
	Commercial	0	2,081	2,081	0.00%	600,000	5,937,081	5,337,081	889.51%
	Condominium	2,950,100	5,073,800	2,123,700	71.99%	12,074,185	14,837,350	2,763,165	22.88%
	Business	0	0	0		0	0	0	
<b>KAWAIHAU</b>	Residential	11,584,850	18,778,161	7,193,311	62.09%	59,565,299	69,009,245	9,443,946	15.85%
	Vacant Land	4,262,500	1,087,500	<3,175,000>	<74.49%>	10,493,500	9,971,950	<521,550>	<4.97%>
	Commercial	550,000	500,000	<50,000>	<9.09%>	1,100,000	13,902,528	12,802,528	1163.87%
	Condominium	2,586,685	4,843,325	2,256,640	87.24%	9,933,485	16,944,855	7,011,370	70.58%
	Business	0	0	0		0	0	0	
<b>HANAIEI</b>	Residential	60,424,000	34,927,500	<25,496,500>	<42.20%>	150,705,649	133,871,650	<16,833,999>	<11.17%>
	Vacant Land	7,900,000	28,624,500	20,724,500	262.34%	18,176,500	48,073,499	29,896,999	164.48%
	Commercial	938,000	0	<938,000>	<100.00%>	1,638,000	0	<1,638,000>	<100.00%>
	Condominium	6,108,000	8,840,300	2,732,300	44.73%	29,396,500	46,163,351	16,766,851	57.04%
	Business	0	0	0		62,000	0	<62,000>	<100.00%>

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**MLS Sales Statistics**

**Median Sales Price**

Kauai Island		1,814,000	1,328,541	<485,459>	<26.76%>	2,176,000	1,820,000	<356,000>	<16.36%>
		Oct-Dec		#	%	YEAR		#	%
		4th Quarter		Increase /	Increase /	TO DATE		Increase /	Increase /
		2011	2012	<Decrease>	<Decrease>	2011	2012	<Decrease>	<Decrease>
ENTIRE	Residential	475,000	460,000	<15,000>	<3.16%>	455,000	457,500	2,500	0.55%
	Vacant Land	345,000	337,500	<7,500>	<2.17%>	290,000	275,000	<15,000>	<5.17%>
	Commercial	744,000	251,041	<492,959>	<66.26%>	550,000	797,500	247,500	45.00%
	Condominium	250,000	280,000	30,000	12.00%	228,000	290,000	62,000	27.19%
	Business	0	0	0		653,000	0	<653,000>	<100.00%>
WAIMEA	Residential	251,750	335,000	83,250	33.07%	317,500	314,000	<3,500>	<1.10%>
	Vacant Land	0	81,000	81,000	0.00%	154,000	100,000	<54,000>	<35.06%>
	Commercial	326,000	0	<326,000>	<100.00%>	326,000	284,477	<41,523>	<12.74%>
	Condominium	0	0	0		0	252,800	252,800	0.00%
	Business	0	0	0		0	0	0	
KOLOA	Residential	452,000	600,000	148,000	32.74%	512,500	527,000	14,500	2.83%
	Vacant Land	285,000	287,500	2,500	0.88%	285,000	265,000	<20,000>	<7.02%>
	Commercial	1,348,000	0	<1,348,000>	<100.00%>	550,000	0	<550,000>	<100.00%>
	Condominium	349,500	360,000	10,500	3.00%	460,000	348,000	<112,000>	<24.35%>
	Business	0	0	0		1,244,000	0	<1,244,000>	<100.00%>
LIHUE	Residential	385,000	450,000	65,000	16.88%	349,438	400,000	50,562	14.47%
	Vacant Land	270,000	265,000	<5,000>	<1.85%>	224,000	250,000	26,000	11.61%
	Commercial	0	2,081	2,081	0.00%	600,000	705,000	105,000	17.50%
	Condominium	112,500	184,500	72,000	64.00%	69,500	150,000	80,500	115.83%
	Business	0	0	0		0	0	0	
KAWAIHAU	Residential	361,500	385,000	23,500	6.50%	390,000	375,000	<15,000>	<3.85%>
	Vacant Land	258,000	180,000	<78,000>	<30.23%>	254,000	245,625	<8,375>	<3.30%>
	Commercial	550,000	500,000	<50,000>	<9.09%>	550,000	1,273,742	723,742	131.59%
	Condominium	123,750	150,000	26,250	21.21%	126,250	141,125	14,875	11.78%
	Business	0	0	0		0	0	0	
HANALEI	Residential	775,000	865,000	90,000	11.61%	758,000	925,000	167,000	22.03%
	Vacant Land	750,000	875,000	125,000	16.67%	537,500	400,000	<137,500>	<25.58%>
	Commercial	938,000	0	<938,000>	<100.00%>	819,000	0	<819,000>	<100.00%>
	Condominium	399,000	292,000	<107,000>	<26.82%>	355,000	373,750	18,750	5.28%
	Business	0	0	0		62,000	0	<62,000>	<100.00%>

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