

Kauai Island		MLS Sales Statistics							
		Number of Sales				YEAR			
		422 Oct-Dec 2003	354 2004	<68> # <Decrease>	<16.11%> % <Decrease>	1709 TO DATE 2003	1639 2004	<70> # <Decrease>	<4.10%> % <Decrease>
ENTIRE	Residential	186	169	<17>	<9.14%>	677	697	20	2.95%
	Vacant Land	94	84	<10>	<10.64%>	475	398	<77>	<16.21%>
	Commercial	6	1	<5>	<83.33%>	19	18	<1>	<5.26%>
	Condominium	135	100	<35>	<25.93%>	535	521	<14>	<2.62%>
	Business	1	0	<1>	<100.00%>	3	5	2	66.67%
WAIMEA	Residential	13	11	<2>	<15.38%>	60	55	<5>	<8.33%>
	Vacant Land	3	2	<1>	<33.33%>	22	15	<7>	<31.82%>
	Commercial	2	0	<2>	<100.00%>	5	2	<3>	<60.00%>
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
KOLOA	Residential	46	35	<11>	<23.91%>	151	149	<2>	<1.32%>
	Vacant Land	18	36	18	100.00%	118	135	17	14.41%
	Commercial	0	0	0		3	3	0	0.00%
	Condominium	28	18	<10>	<35.71%>	130	134	4	3.08%
	Business	0	0	0		0	0	0	
LIHUE	Residential	32	19	<13>	<40.63%>	96	81	<15>	<15.63%>
	Vacant Land	10	5	<5>	<50.00%>	71	29	<42>	<59.15%>
	Commercial	2	1	<1>	<50.00%>	6	8	2	33.33%
	Condominium	39	26	<13>	<33.33%>	154	125	<29>	<18.83%>
	Business	1	0	<1>	<100.00%>	2	0	<2>	<100.00%>
KAWAIHAU	Residential	65	56	<9>	<13.85%>	230	241	11	4.78%
	Vacant Land	38	20	<18>	<47.37%>	142	120	<22>	<15.49%>
	Commercial	1	0	<1>	<100.00%>	4	5	1	25.00%
	Condominium	11	19	8	72.73%	57	60	3	5.26%
	Business	0	0	0		0	1	1	0.00%
HANAIEI	Residential	30	48	18	60.00%	140	171	31	22.14%
	Vacant Land	25	21	<4>	<16.00%>	122	99	<23>	<18.85%>
	Commercial	1	0	<1>	<100.00%>	1	0	<1>	<100.00%>
	Condominium	57	37	<20>	<35.09%>	194	202	8	4.12%
	Business	0	0	0		1	4	3	300.00%

MLS Sales Statistics									
Sales Volume									
		186,645,906	215,983,437	29,337,531	15.72%	722,903,445	930,588,657	207,685,212	28.73%
		Oct-Dec		#	%	YEAR		#	%
Kauai	4th Quarter			Increase /	Increase /	TO DATE		Increase /	Increase /
Island	2003	2004	<Decrease>	<Decrease>	2003	2004	<Decrease>	<Decrease>	
ENTIRE	Residential	94,950,248	124,687,398	29,737,150	31.32%	340,053,647	449,364,592	109,310,945	32.15%
	Vacant Land	38,712,350	48,926,389	10,214,039	26.38%	194,749,234	249,322,030	54,572,796	28.02%
	Commercial	3,885,000	570,000	<3,315,000>	<85.33%>	13,667,475	17,629,300	3,961,825	28.99%
	Condominium	48,123,308	41,799,650	<6,323,658>	<13.14%>	173,140,089	213,749,735	40,609,646	23.45%
	Business	975,000	0	<975,000>	<100.00%>	1,293,000	523,000	<770,000>	<59.55%>
WAIMEA	Residential	3,961,000	4,721,500	760,500	19.20%	17,949,200	21,423,550	3,474,350	19.36%
	Vacant Land	499,000	330,000	<169,000>	<33.87%>	3,276,500	2,626,000	<650,500>	<19.85%>
	Commercial	420,000	0	<420,000>	<100.00%>	1,220,000	845,000	<375,000>	<30.74%>
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
KOLOA	Residential	27,940,849	28,342,500	401,651	1.44%	84,808,099	98,465,489	13,657,390	16.10%
	Vacant Land	5,455,050	9,399,500	3,944,450	72.31%	50,556,586	62,842,259	12,285,673	24.30%
	Commercial	0	0	0		2,404,570	6,251,900	3,847,330	160.00%
	Condominium	11,303,000	8,802,500	<2,500,500>	<22.12%>	50,527,390	60,202,150	9,674,760	19.15%
	Business	0	0	0		0	0	0	
LIHUE	Residential	10,199,150	9,625,049	<574,101>	<5.63%>	31,868,989	35,033,099	3,164,110	9.93%
	Vacant Land	2,723,900	6,907,509	4,183,609	153.59%	10,730,610	14,466,009	3,735,399	34.81%
	Commercial	680,000	570,000	<110,000>	<16.18%>	2,052,905	6,439,900	4,386,995	213.70%
	Condominium	7,331,400	7,927,000	595,600	8.12%	26,769,045	32,250,599	5,481,554	20.48%
	Business	975,000	0	<975,000>	<100.00%>	1,055,000	0	<1,055,000>	<100.00%>
KAWAIHAU	Residential	26,663,749	33,675,849	7,012,100	26.30%	92,302,509	128,263,229	35,960,720	38.96%
	Vacant Land	12,524,500	8,994,250	<3,530,250>	<28.19%>	43,030,138	56,116,182	13,086,044	30.41%
	Commercial	435,000	0	<435,000>	<100.00%>	5,640,000	4,092,500	<1,547,500>	<27.44%>
	Condominium	3,550,400	5,563,000	2,012,600	56.69%	13,528,440	19,478,633	5,950,193	43.98%
	Business	0	0	0		0	20,000	20,000	0.00%
HANAIEI	Residential	26,185,500	48,322,500	22,137,000	84.54%	113,124,850	166,179,225	53,054,375	46.90%
	Vacant Land	17,509,900	23,295,130	5,785,230	33.04%	87,155,400	113,271,580	26,116,180	29.97%
	Commercial	2,350,000	0	<2,350,000>	<100.00%>	2,350,000	0	<2,350,000>	<100.00%>
	Condominium	25,938,508	19,507,150	<6,431,358>	<24.79%>	82,315,214	101,818,353	19,503,139	23.69%
	Business	0	0	0		238,000	503,000	265,000	111.34%

		MLS Sales Statistics							
		Median Sales Price							
		2,288,700	1,869,000	<419,700>	<18.34%>	1,562,000	1,778,360	216,360	13.85%
		Oct-Dec		#	%	YEAR		#	%
Kauai Island		4th Quarter		Increase /	Increase /	TO DATE		Increase /	Increase /
		2003	2004	<Decrease>	<Decrease>	2003	2004	<Decrease>	<Decrease>
ENTIRE	Residential	367,750	575,000	207,250	56.36%	367,000	499,000	132,000	35.97%
	Vacant Land	263,450	325,000	61,550	23.36%	235,000	303,860	68,860	29.30%
	Commercial	337,500	570,000	232,500	68.89%	435,000	522,500	87,500	20.11%
	Condominium	345,000	399,000	54,000	15.65%	287,000	375,000	88,000	30.66%
	Business	975,000	0	<975,000>	<100.00%>	238,000	78,000	<160,000>	<67.23%>
WAIMEA	Residential	330,000	435,000	105,000	31.82%	267,500	345,000	77,500	28.97%
	Vacant Land	175,000	165,000	<10,000>	<5.71%>	109,000	150,000	41,000	37.61%
	Commercial	210,000	0	<210,000>	<100.00%>	200,000	422,500	222,500	111.25%
	Condominium	0	0	0		0	0	0	
	Business	0	0	0		0	0	0	
KOLOA	Residential	457,500	605,000	147,500	32.24%	415,000	550,000	135,000	32.53%
	Vacant Land	237,500	177,500	<60,000>	<25.26%>	229,500	225,000	<4,500>	<1.96%>
	Commercial	0	0	0		952,285	2,150,000	1,197,715	125.77%
	Condominium	400,000	408,500	8,500	2.13%	365,000	398,500	33,500	9.18%
	Business	0	0	0		0	0	0	
LIHUE	Residential	298,000	450,000	152,000	51.01%	298,500	398,900	100,400	33.63%
	Vacant Land	191,950	940,000	748,050	389.71%	124,000	250,000	126,000	101.61%
	Commercial	340,000	570,000	230,000	67.65%	340,000	597,500	257,500	75.74%
	Condominium	180,000	272,000	92,000	51.11%	162,750	239,999	77,249	47.46%
	Business	975,000	0	<975,000>	<100.00%>	527,500	0	<527,500>	<100.00%>
KAWAIHAU	Residential	360,000	512,500	152,500	42.36%	329,500	450,000	120,500	36.57%
	Vacant Land	265,000	387,500	122,500	46.23%	225,000	300,000	75,000	33.33%
	Commercial	435,000	0	<435,000>	<100.00%>	972,500	400,000	<572,500>	<58.87%>
	Condominium	290,000	223,000	<67,000>	<23.10%>	195,940	274,500	78,560	40.09%
	Business	0	0	0		0	20,000	20,000	0.00%
HANAIEI	Residential	635,000	748,750	113,750	17.91%	609,500	795,000	185,500	30.43%
	Vacant Land	350,000	605,000	255,000	72.86%	375,000	625,000	250,000	66.67%
	Commercial	2,350,000	0	<2,350,000>	<100.00%>	2,350,000	0	<2,350,000>	<100.00%>
	Condominium	470,000	465,000	<5,000>	<1.06%>	427,500	464,000	36,500	8.54%
	Business	0	0	0		238,000	94,000	<144,000>	<60.50%>