# Local Market Update Single Family Homes January 2016



January	2016	N	ew Listing	gs	С	losed Sal	es	Med	an Sales Pric	e	Percent of C	Original Price	Received	Days on	Market U	Intil Sale	Inventor	y of Home	s for Sale
		Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	13	15	-13%	5	7	-29%	\$819,000	\$935,000	-12%	100.0%	100.0%	0%	5	17	-71%	42	47	-11%
Ala Moana - Kakaako	1-2-3	1	1	0%	2	2	0%	\$795,000	\$1,525,000	-48%	91.0%	92.8%	-2%	49	52	-6%	4	4	0%
Downtown - Nuuanu	1-1-8 to 1-2-2	14	11	27%	4	5	-20%	\$1,047,500	\$770,000	36%	88.8%	98.1%	-9%	54	22	145%	28	31	-10%
Ewa Plain	1-9-1	82	71	15%	39	41	-5%	\$620,000	\$580,000	7%	98.4%	98.5%	0%	12	28	-57%	137	136	1%
Hawaii Kai	1-3-9	21	19	11%	12	13	-8%	\$1,092,500	\$914,000	20%	93.5%	97.4%	-4%	69	16	331%	65	72	-10%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	25	38	-34%	19	20	-5%	\$900,000	\$921,500	-2%	94.7%	95.8%	-1%	9	30	-70%	100	101	-1%
Kalihi - Palama	1-1-2 to 1-1-7	14	7	100%	4	14	-71%	\$825,000	\$757,500	9%	91.7%	89.2%	3%	28	16	75%	33	41	-20%
Kaneohe	Selected 1-4-4 to 1-4-7	22	28	-21%	11	15	-27%	\$760,000	\$697,000	9%	95.1%	100.0%	-5%	38	32	19%	63	70	-10%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	25	24	4%	16	12	33%	\$928,000	\$840,000	10%	96.7%	100.7%	-4%	54	20	170%	68	73	-7%
Makaha - Nanakuli	1-8-1 to 1-8-9	44	33	33%	20	10	100%	\$363,450	\$310,000	17%	100.0%	98.4%	2%	18	62	-71%	92	78	18%
Makakilo	1-9-2 to 1-9-3	19	13	46%	8	14	-43%	\$733,500	\$595,450	23%	99.0%	96.9%	2%	35	33	6%	42	51	-18%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	11	16	-31%	12	4	200%	\$1,145,000	\$1,111,500	3%	97.4%	97.3%	0%	48	36	33%	51	38	34%
Mililani	Selected 1-9-4 to 1-9-5	19	26	-27%	27	14	93%	\$700,000	\$687,222	2%	96.0%	97.5%	-2%	31	28	11%	51	52	-2%
Moanalua - Salt Lake	1-1-1	5	8	-38%	3	1	200%	\$815,000	\$440,800	85%	82.5%	100.0%	-18%	43	1	4200%	10	11	-9%
North Shore	1-5-6 to 1-6-9	21	14	50%	4	5	-20%	\$745,000	\$665,000	12%	102.8%	102.3%	0%	9	25	-64%	76	63	21%
Pearl City - Aiea	1-9-6 to 1-9-9	29	15	93%	18	13	38%	\$757,000	\$670,000	13%	95.6%	99.3%	-4%	19	32	-41%	52	47	11%
Wahiawa	1-7-1 to 1-7-7	8	3	167%	3	5	-40%	\$555,000	\$450,000	23%	101.1%	94.7%	7%	15	21	-29%	15	19	-21%
Waialae - Kahala	1-3-5	18	18	0%	10	2	400%	\$2,125,000	\$1,275,000	67%	92.8%	100.0%	-7%	16	15	7%	83	60	38%
Waikiki	1-2-6	0	0	-	0	0	-	\$0	\$0	-	0.0%	0.0%	-	0	0	-	0	0	-
Waipahu	1-9-4	16	25	-36%	10	9	11%	\$631,000	\$550,000	15%	98.7%	93.4%	6%	14	28	-50%	40	43	-7%
Windward Coast	1-4-8 to 1-5-5	13	9	44%	5	4	25%	\$550,000	\$619,500	-11%	86.6%	96.1%	-10%	33	57	-42%	38	40	-5%

Year to	Date	N	ew Listin	gs	С	losed Sale	es	Med	ian Sales Pri	ce	Percent of C	riginal Price	Received	Days on	Market U	Intil Sale
		Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	13	15	-13%	5	7	-29%	\$819,000	\$935,000	-12%	100.0%	100.0%	0%	5	17	-71%
Ala Moana - Kakaako	1-2-3	1	1	0%	2	2	0%	\$795,000	\$1,525,000	-48%	91.0%	92.8%	-2%	49	52	-6%
Downtown - Nuuanu	1-1-8 to 1-2-2	14	11	27%	4	5	-20%	\$1,047,500	\$770,000	36%	88.8%	98.1%	-9%	54	22	145%
Ewa Plain	1-9-1	82	71	15%	39	41	-5%	\$620,000	\$580,000	7%	98.4%	98.5%	0%	12	28	-57%
Hawaii Kai	1-3-9	21	19	11%	12	13	-8%	\$1,092,500	\$914,000	20%	93.5%	97.4%	-4%	69	16	331%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	25	38	-34%	19	20	-5%	\$900,000	\$921,500	-2%	94.7%	95.8%	-1%	9	30	-70%
Kalihi - Palama	1-1-2 to 1-1-7	14	7	100%	4	14	-71%	\$825,000	\$757,500	9%	91.7%	89.2%	3%	28	16	75%
Kaneohe	Selected 1-4-4 to 1-4-7	22	28	-21%	11	15	-27%	\$760,000	\$697,000	9%	95.1%	100.0%	-5%	38	32	19%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	25	24	4%	16	12	33%	\$928,000	\$840,000	10%	96.7%	100.7%	-4%	54	20	170%
Makaha - Nanakuli	1-8-1 to 1-8-9	44	33	33%	20	10	100%	\$363,450	\$310,000	17%	100.0%	98.4%	2%	18	62	-71%
Makakilo	1-9-2 to 1-9-3	19	13	46%	8	14	-43%	\$733,500	\$595,450	23%	99.0%	96.9%	2%	35	33	6%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	11	16	-31%	12	4	200%	\$1,145,000	\$1,111,500	3%	97.4%	97.3%	0%	48	36	33%
Mililani	Selected 1-9-4 to 1-9-5	19	26	-27%	27	14	93%	\$700,000	\$687,222	2%	96.0%	97.5%	-2%	31	28	11%
Moanalua - Salt Lake	1-1-1	5	8	-38%	3	1	200%	\$815,000	\$440,800	85%	82.5%	100.0%	-18%	43	1	4200%
North Shore	1-5-6 to 1-6-9	21	14	50%	4	5	-20%	\$745,000	\$665,000	12%	102.8%	102.3%	0%	9	25	-64%
Pearl City - Aiea	1-9-6 to 1-9-9	29	15	93%	18	13	38%	\$757,000	\$670,000	13%	95.6%	99.3%	-4%	19	32	-41%
Wahiawa	1-7-1 to 1-7-7	8	3	167%	3	5	-40%	\$555,000	\$450,000	23%	101.1%	94.7%	7%	15	21	-29%
Waialae - Kahala	1-3-5	18	18	0%	10	2	400%	\$2,125,000	\$1,275,000	67%	92.8%	100.0%	-7%	16	15	7%
Waikiki	1-2-6	0	0	-	0	0	-	\$0	\$0	-	0.0%	0.0%	-	0	0	-
Waipahu	1-9-4	16	25	-36%	10	9	11%	\$631,000	\$550,000	15%	98.7%	93.4%	6%	14	28	-50%
Windward Coast	1-4-8 to 1-5-5	13	9	44%	5	4	25%	\$550,000	\$619,500	-11%	86.6%	96.1%	-10%	33	57	-42%

# Local Market Update Condos January 2016



January	2016	N	lew Listing	gs	С	losed Sal	es	Med	ian Sales Pr	ice	Percent of C	Original Price	Received	Days on	Market U	Intil Sale	Inventor	y of Home	s for Sale
		Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	0	1	-	0	1	-	\$0	\$640,000		0.0%	95.8%	-	0	135	-	0	2	-
Ala Moana - Kakaako	1-2-3	52	54	-4%	26	29	-10%	\$392,500	\$405,000	-3%	103.3%	93.1%	11%	32	37	-14%	231	211	9%
Downtown - Nuuanu	1-1-8 to 1-2-2	46	49	-6%	21	22	-5%	\$353,000	\$550,000	-36%	95.4%	92.1%	4%	30	45	-33%	119	120	-1%
Ewa Plain	1-9-1	55	46	20%	31	32	-3%	\$428,000	\$372,500	15%	98.6%	99.3%	-1%	22	16	38%	99	98	1%
Hawaii Kai	1-3-9	22	30	-27%	10	11	-9%	\$748,500	\$640,000	17%	100.6%	97.1%	4%	81	12	575%	53	49	8%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	10	5	100%	4	1	300%	\$625,500	\$810,000	-23%	103.0%	95.9%	7%	16	87	-82%	15	8	88%
Kalihi - Palama	1-1-2 to 1-1-7	12	7	71%	6	2	200%	\$235,000	\$538,500	-56%	100.2%	94.5%	6%	24	72	-67%	21	21	0%
Kaneohe	Selected 1-4-4 to 1-4-7	13	17	-24%	16	14	14%	\$455,000	\$505,000	-10%	100.6%	99.6%	1%	13	18	-28%	33	35	-6%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	16	5	220%	3	7	-57%	\$699,000	\$750,000	-7%	100.0%	94.0%	6%	19	84	-77%	56	40	40%
Makaha - Nanakuli	1-8-1 to 1-8-9	27	14	93%	13	5	160%	\$125,000	\$175,000	-29%	86.3%	97.2%	-11%	53	37	43%	62	57	9%
Makakilo	1-9-2 to 1-9-3	15	18	-17%	7	12	-42%	\$449,000	\$290,000	55%	100.0%	96.7%	3%	22	21	5%	27	31	-13%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	54	73	-26%	50	38	32%	\$375,000	\$380,000	-1%	97.7%	98.1%	0%	19	19	0%	166	173	-4%
Mililani	Selected 1-9-4 to 1-9-5	22	35	-37%	22	15	47%	\$360,250	\$370,000	-3%	100.9%	97.4%	4%	8	15	-47%	41	54	-24%
Moanalua - Salt Lake	1-1-1	17	21	-19%	20	10	100%	\$305,000	\$271,250	12%	99.2%	97.9%	1%	9	36	-75%	44	34	29%
North Shore	1-5-6 to 1-6-9	6	9	-33%	6	5	20%	\$402,500	\$418,000	-4%	97.7%	93.9%	4%	24	73	-67%	23	22	5%
Pearl City - Aiea	1-9-6 to 1-9-9	30	35	-14%	25	20	25%	\$335,000	\$362,500	-8%	91.3%	99.3%	-8%	11	19	-42%	62	77	-19%
Wahiawa	1-7-1 to 1-7-7	4	6	-33%	1	3	-67%	\$190,000	\$163,000	17%	106.1%	101.9%	4%	9	28	-68%	8	12	-33%
Waialae - Kahala	1-3-5	7	5	40%	4	2	100%	\$565,000	\$549,500	3%	101.5%	94.7%	7%	15	124	-88%	19	13	46%
Waikiki	1-2-6	135	149	-9%	63	43	47%	\$335,000	\$400,000	-16%	95.7%	95.2%	1%	39	39	0%	517	509	2%
Waipahu	1-9-4	22	21	5%	8	12	-33%	\$401,450	\$307,500	31%	99.8%	99.2%	1%	21	17	24%	30	52	-42%
Windward Coast	1-4-8 to 1-5-5	1	5	-80%	2	2	0%	\$215,000	\$238,000	-10%	96.2%	96.0%	0%	7	20	-65%	16	12	33%

Year to	Date	N	lew Listin	gs	С	losed Sale	es	Med	ian Sales Pr	ice	Percent of C	Original Price	Received	Days on	Market U	Intil Sale
		Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change	Jan-16	Jan-15	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	0	1	-100%	0	1	-100%	\$0	\$640,000	-100%	0.0%	95.8%	-100%	0	135	-100%
Ala Moana - Kakaako	1-2-3	52	54	-4%	26	29	-10%	\$392,500	\$405,000	-3%	103.3%	93.1%	11%	32	37	-14%
Downtown - Nuuanu	1-1-8 to 1-2-2	46	49	-6%	21	22	-5%	\$353,000	\$550,000	-36%	95.4%	92.1%	4%	30	45	-33%
Ewa Plain	1-9-1	55	46	20%	31	32	-3%	\$428,000	\$372,500	15%	98.6%	99.3%	-1%	22	16	38%
Hawaii Kai	1-3-9	22	30	-27%	10	11	-9%	\$748,500	\$640,000	17%	100.6%	97.1%	4%	81	12	575%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	10	5	100%	4	1	300%	\$625,500	\$810,000	-23%	103.0%	95.9%	7%	16	87	-82%
Kalihi - Palama	1-1-2 to 1-1-7	12	7	71%	6	2	200%	\$235,000	\$538,500	-56%	100.2%	94.5%	6%	24	72	-67%
Kaneohe	Selected 1-4-4 to 1-4-7	13	17	-24%	16	14	14%	\$455,000	\$505,000	-10%	100.6%	99.6%	1%	13	18	-28%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	16	5	220%	3	7	-57%	\$699,000	\$750,000	-7%	100.0%	94.0%	6%	19	84	-77%
Makaha - Nanakuli	1-8-1 to 1-8-9	27	14	93%	13	5	160%	\$125,000	\$175,000	-29%	86.3%	97.2%	-11%	53	37	43%
Makakilo	1-9-2 to 1-9-3	15	18	-17%	7	12	-42%	\$449,000	\$290,000	55%	100.0%	96.7%	3%	22	21	5%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	54	73	-26%	50	38	32%	\$375,000	\$380,000	-1%	97.7%	98.1%	0%	19	19	0%
Mililani	Selected 1-9-4 to 1-9-5	22	35	-37%	22	15	47%	\$360,250	\$370,000	-3%	100.9%	97.4%	4%	8	15	-47%
Moanalua - Salt Lake	1-1-1	17	21	-19%	20	10	100%	\$305,000	\$271,250	12%	99.2%	97.9%	1%	9	36	-75%
North Shore	1-5-6 to 1-6-9	6	9	-33%	6	5	20%	\$402,500	\$418,000	-4%	97.7%	93.9%	4%	24	73	-67%
Pearl City - Aiea	1-9-6 to 1-9-9	30	35	-14%	25	20	25%	\$335,000	\$362,500	-8%	91.3%	99.3%	-8%	11	19	-42%
Wahiawa	1-7-1 to 1-7-7	4	6	-33%	1	3	-67%	\$190,000	\$163,000	17%	106.1%	101.9%	4%	9	28	-68%
Waialae - Kahala	1-3-5	7	5	40%	4	2	100%	\$565,000	\$549,500	3%	101.5%	94.7%	7%	15	124	-88%
Waikiki	1-2-6	135	149	-9%	63	43	47%	\$335,000	\$400,000	-16%	95.7%	95.2%	1%	39	39	0%
Waipahu	1-9-4	22	21	5%	8	12	-33%	\$401,450	\$307,500	31%	99.8%	99.2%	1%	21	17	24%
Windward Coast	1-4-8 to 1-5-5	1	5	-80%	2	2	0%	\$215,000	\$238,000	-10%	96.2%	96.0%	0%	7	20	-65%

January 2016

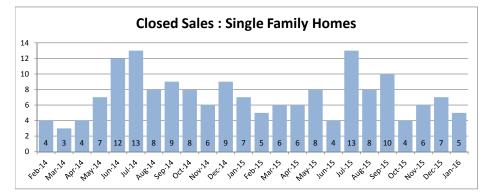
Aina Haina - Kuliouou 1-3-6 to 1-3-8

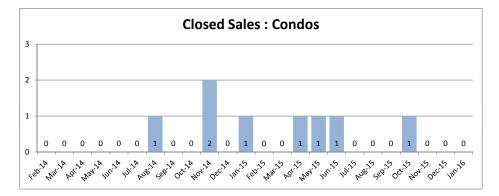


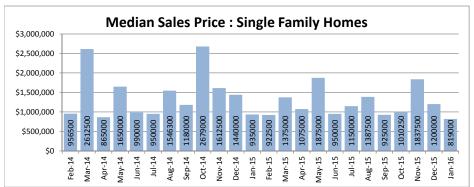
January 2016

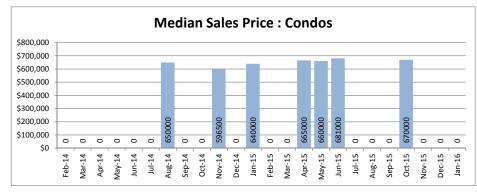
Single Family Homes		January		Year to Date			
Single railing florines	2016	2015	Change	2016	2015	Change	
New Listings	13	15	-13%	13	15	-13%	
Closed Sales	5	7	-29%	5	7	-29%	
Median Sales Price	\$819,000	\$935,000	-12%	\$819,000	\$935,000	-12%	
Percent of Original List Price Received	100.0%	100.0%	0%	100.0%	100.0%	0%	
Median Days on Market Until Sale	5	17	-71%	5	17	-71%	
Inventory of Homes for Sale	42	47	-11%	-	-	-	

Condos		January		Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	0	1		0	1	-	
Closed Sales	0	1	-	0	1	-	
Median Sales Price	\$0	\$640,000	-	\$0	\$640,000	-	
Percent of Original List Price Received	0.0%	95.8%	-	0.0%	95.8%	-	
Median Days on Market Until Sale	0	135	-	0	135	-	
Inventory of Homes for Sale	0	2	-	-	-	-	









January 2016

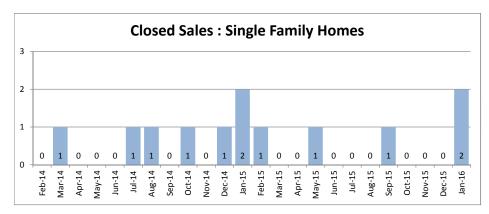
Ala Moana - Kakaako 1-2-3



January 2016

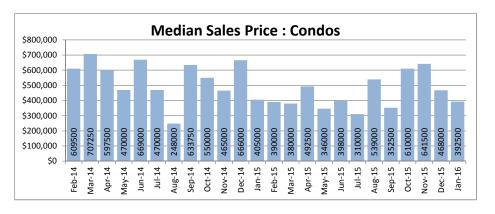
Single Family Homes		January		Year to Date			
Single Failing Florites	2016	2015	Change	2016	2015	Change	
New Listings	1	1	0%	1	1	0%	
Closed Sales	2	2	0%	2	2	0%	
Median Sales Price	\$795,000	\$1,525,000	-48%	\$795,000	\$1,525,000	-48%	
Percent of Original List Price Received	91.0%	92.8%	-2%	91.0%	92.8%	-2%	
Median Days on Market Until Sale	49	52	-6%	49	52	-6%	
Inventory of Homes for Sale	4	4	0%	-	-	-	

Condos		January		Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	52	54	-4%	52	54	-4%	
Closed Sales	26	29	-10%	26	29	-10%	
Median Sales Price	\$392,500	\$405,000	-3%	\$392,500	\$405,000	-3%	
Percent of Original List Price Received	103.3%	93.1%	11%	103.3%	93.1%	11%	
Median Days on Market Until Sale	32	37	-14%	32	37	-14%	
Inventory of Homes for Sale	231	211	9%	-	-	-	









January 2016

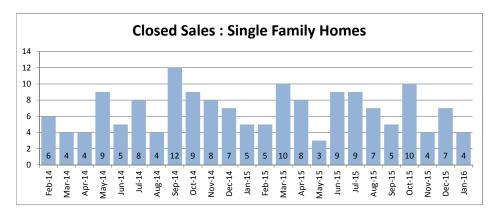
Downtown - Nuuanu 1-1-8 to 1-2-2



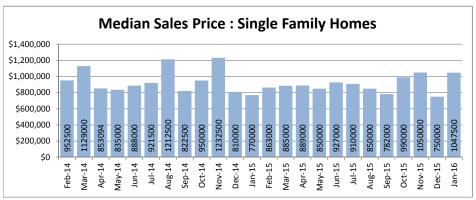
January 2016

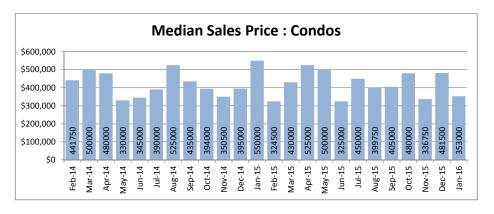
Single Family Homes		January		Year to Date			
Single Failing Fiornes	2016	2015	Change	2016	2015	Change	
New Listings	14	11	27%	14	11	27%	
Closed Sales	4	5	-20%	4	5	-20%	
Median Sales Price	\$1,047,500	\$770,000	36%	\$1,047,500	\$770,000	36%	
Percent of Original List Price Received	88.8%	98.1%	-9%	88.8%	98.1%	-9%	
Median Days on Market Until Sale	54	22	145%	54	22	145%	
Inventory of Homes for Sale	28	31	-10%	-	-	-	

Condos		January		Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	46	49	-6%	46	49	-6%	
Closed Sales	21	22	-5%	21	22	-5%	
Median Sales Price	\$353,000	\$550,000	-36%	\$353,000	\$550,000	-36%	
Percent of Original List Price Received	95.4%	92.1%	4%	95.4%	92.1%	4%	
Median Days on Market Until Sale	30	45	-33%	30	45	-33%	
Inventory of Homes for Sale	119	120	-1%	1	-	-	









January 2016

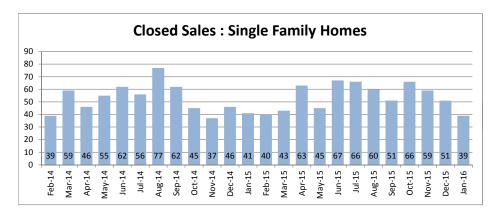
Ewa Plain	
1-9-1	



January 2016

Single Family Homes		January		Year to Date			
Single Failing Homes	2016	2015	Change	2016	2015	Change	
New Listings	82	71	15%	82	71	15%	
Closed Sales	39	41	-5%	39	41	-5%	
Median Sales Price	\$620,000	\$580,000	7%	\$620,000	\$580,000	7%	
Percent of Original List Price Received	98.4%	98.5%	0%	98.4%	98.5%	0%	
Median Days on Market Until Sale	12	28	-57%	12	28	-57%	
Inventory of Homes for Sale	137	136	1%	-	-	-	

Condos		January		Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	55	46	20%	55	46	20%	
Closed Sales	31	32	-3%	31	32	-3%	
Median Sales Price	\$428,000	\$372,500	15%	\$428,000	\$372,500	15%	
Percent of Original List Price Received	98.6%	99.3%	-1%	98.6%	99.3%	-1%	
Median Days on Market Until Sale	22	16	38%	22	16	38%	
Inventory of Homes for Sale	99	98	1%		-	-	









January 2016

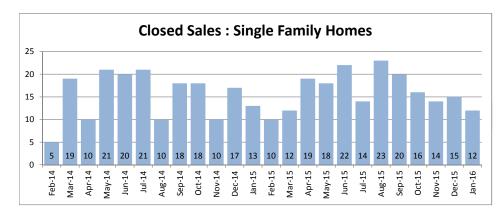




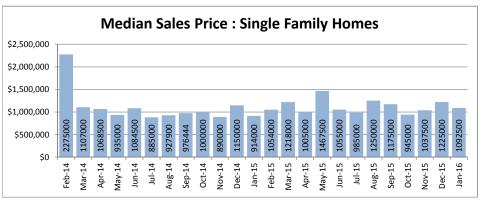
January 2016

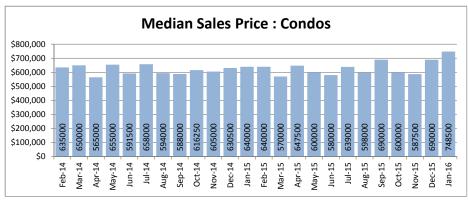
Single Family Homes	January			Year to Date			
Single railing fromes	2016	2015	Change	2016	2015	Change	
New Listings	21	19	11%	21	19	11%	
Closed Sales	12	13	-8%	12	13	-8%	
Median Sales Price	\$1,092,500	\$914,000	20%	\$1,092,500	\$914,000	20%	
Percent of Original List Price Received	93.5%	97.4%	-4%	93.5%	97.4%	-4%	
Median Days on Market Until Sale	69	16	331%	69	16	331%	
Inventory of Homes for Sale	65	72	-10%	-	-	-	

Condos	January			Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	22	30	-27%	22	30	-27%	
Closed Sales	10	11	-9%	10	11	-9%	
Median Sales Price	\$748,500	\$640,000	17%	\$748,500	\$640,000	17%	
Percent of Original List Price Received	100.6%	97.1%	4%	100.6%	97.1%	4%	
Median Days on Market Until Sale	81	12	575%	81	12	575%	
Inventory of Homes for Sale	53	49	8%	•	-	-	









#### January 2016

Kailua - Waimanalo

1-4-1 to Selected 1-4-4

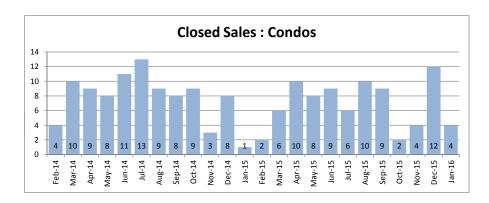


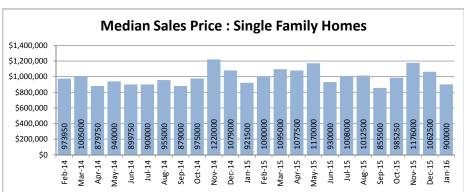
January 2016

Single Family Homes		January		Year to Date		
Single running fromes	2016	2015	Change	2016	2015	Change
New Listings	25	38	-34%	25	38	-34%
Closed Sales	19	20	-5%	19	20	-5%
Median Sales Price	\$900,000	\$921,500	-2%	\$900,000	\$921,500	-2%
Percent of Original List Price Received	94.7%	95.8%	-1%	94.7%	95.8%	-1%
Median Days on Market Until Sale	9	30	-70%	9	30	-70%
Inventory of Homes for Sale	100	101	-1%	-	-	-

Condos	January			Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	10	5	100%	10	5	100%	
Closed Sales	4	1	300%	4	1	300%	
Median Sales Price	\$625,500	\$810,000	-23%	\$625,500	\$810,000	-23%	
Percent of Original List Price Received	103.0%	95.9%	7%	103.0%	95.9%	7%	
Median Days on Market Until Sale	16	87	-82%	16	87	-82%	
Inventory of Homes for Sale	15	8	88%	-	-	-	









January 2016

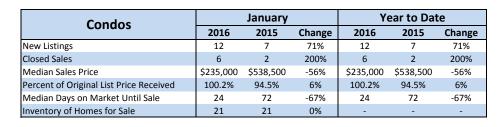
Kalihi - Palama

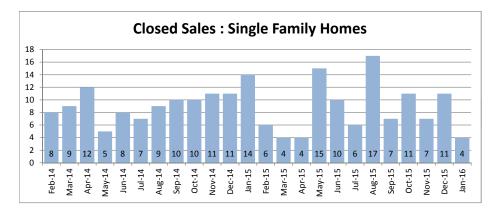
1-1-2 to 1-1-7



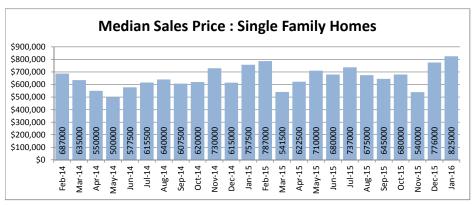
January 2016

Single Family Homes		January			Year to Date			
Single Failing Homes	2016	2015	Change	2016	2015	Change		
New Listings	14	7	100%	14	7	100%		
Closed Sales	4	14	-71%	4	14	-71%		
Median Sales Price	\$825,000	\$757,500	9%	\$825,000	\$757,500	9%		
Percent of Original List Price Received	91.7%	89.2%	3%	91.7%	89.2%	3%		
Median Days on Market Until Sale	28	16	75%	28	16	75%		
Inventory of Homes for Sale	33	41	-20%	-	-	-		











January 2016

Kaneohe

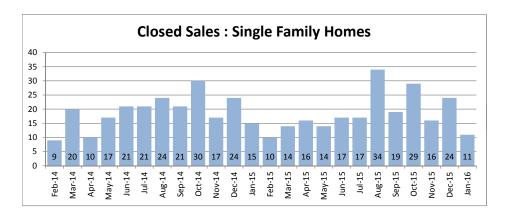
Selected 1-4-4 to 1-4-7

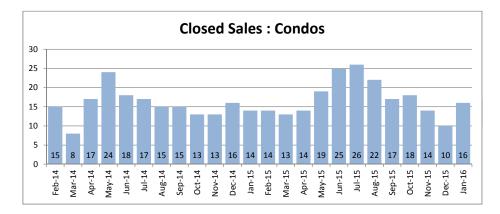


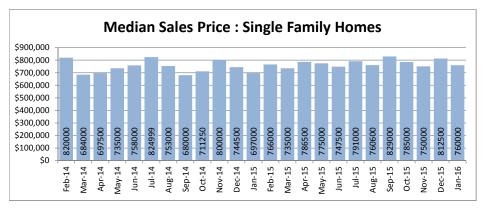
January 2016

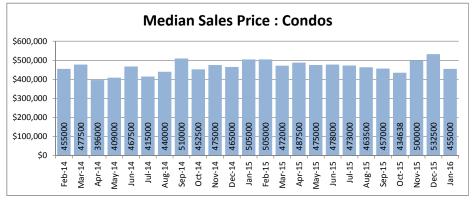
Single Family Homes	January			Year to Date			
Single Failing Homes	2016	2015	Change	2016	2015	Change	
New Listings	22	28	-21%	22	28	-21%	
Closed Sales	11	15	-27%	11	15	-27%	
Median Sales Price	\$760,000	\$697,000	9%	\$760,000	\$697,000	9%	
Percent of Original List Price Received	95.1%	100.0%	-5%	95.1%	100.0%	-5%	
Median Days on Market Until Sale	38	32	19%	38	32	19%	
Inventory of Homes for Sale	63	70	-10%	-	-	-	

Condos	January			Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	13	17	-24%	13	17	-24%	
Closed Sales	16	14	14%	16	14	14%	
Median Sales Price	\$455,000	\$505,000	-10%	\$455,000	\$505,000	-10%	
Percent of Original List Price Received	100.6%	99.6%	1%	100.6%	99.6%	1%	
Median Days on Market Until Sale	13	18	-28%	13	18	-28%	
Inventory of Homes for Sale	33	35	-6%	-	-	-	









#### January 2016

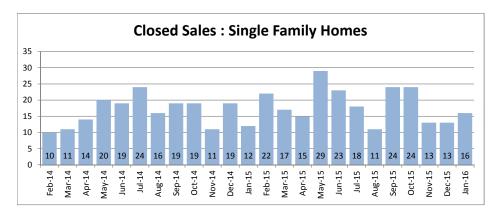
Kapahulu - Diamond Head 1-3-1 to 1-3-4



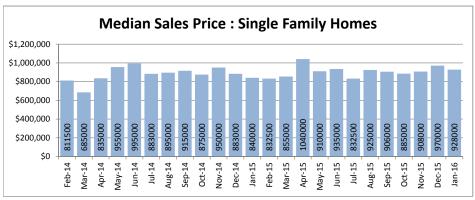
January 2016

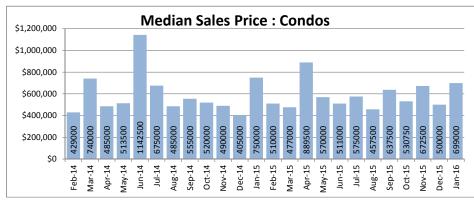
Single Family Homes	January			Year to Date		
Single Failing Florites	2016	2015	Change	2016	2015	Change
New Listings	25	24	4%	25	24	4%
Closed Sales	16	12	33%	16	12	33%
Median Sales Price	\$928,000	\$840,000	10%	\$928,000	\$840,000	10%
Percent of Original List Price Received	96.7%	100.7%	-4%	96.7%	100.7%	-4%
Median Days on Market Until Sale	54	20	170%	54	20	170%
Inventory of Homes for Sale	68	73	-7%	-	-	-

Condos		January		Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	16	5	220%	16	5	220%	
Closed Sales	3	7	-57%	3	7	-57%	
Median Sales Price	\$699,000	\$750,000	-7%	\$699,000	\$750,000	-7%	
Percent of Original List Price Received	100.0%	94.0%	6%	100.0%	94.0%	6%	
Median Days on Market Until Sale	19	84	-77%	19	84	-77%	
Inventory of Homes for Sale	56	40	40%	-	-	-	









January 2016

#### Makaha - Nanakuli

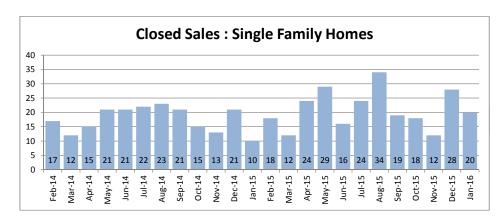
1-8-1 to 1-8-9

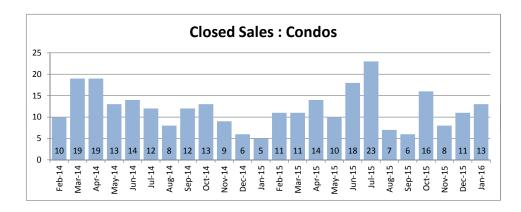


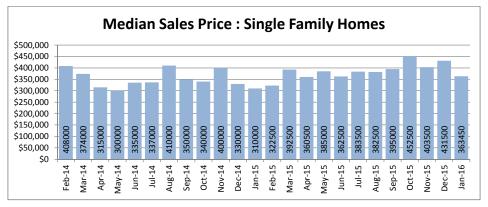
January 2016

Single Family Homes	January			Year to Date		
Single Failing Homes	2016	2015	Change	2016	2015	Change
New Listings	44	33	33%	44	33	33%
Closed Sales	20	10	100%	20	10	100%
Median Sales Price	\$363,450	\$310,000	17%	\$363,450	\$310,000	17%
Percent of Original List Price Received	100.0%	98.4%	2%	100.0%	98.4%	2%
Median Days on Market Until Sale	18	62	-71%	18	62	-71%
Inventory of Homes for Sale	92	78	18%	-	-	-

Condos	January			Year to Date		
Condos	2016	2015	Change	2016	2015	Change
New Listings	27	14	93%	27	14	93%
Closed Sales	13	5	160%	13	5	160%
Median Sales Price	\$125,000	\$175,000	-29%	\$125,000	\$175,000	-29%
Percent of Original List Price Received	86.3%	97.2%	-11%	86.3%	97.2%	-11%
Median Days on Market Until Sale	53	37	43%	53	37	43%
Inventory of Homes for Sale	62	57	9%	-	-	-









January 2016

#### Makakilo

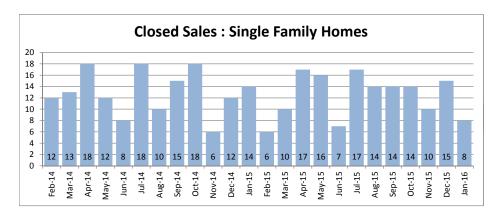
1-9-2 to 1-9-3



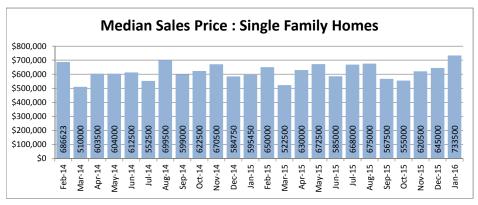
January 2016

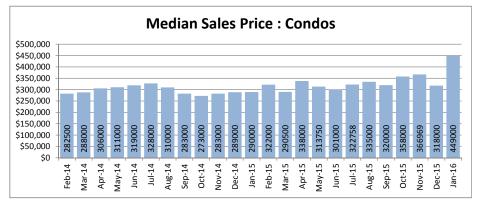
Single Family Homes	January			Year to Date			
Single railing fromes	2016	2015	Change	2016	2015	Change	
New Listings	19	13	46%	19	13	46%	
Closed Sales	8	14	-43%	8	14	-43%	
Median Sales Price	\$733,500	\$595,450	23%	\$733,500	\$595,450	23%	
Percent of Original List Price Received	99.0%	96.9%	2%	99.0%	96.9%	2%	
Median Days on Market Until Sale	35	33	6%	35	33	6%	
Inventory of Homes for Sale	42	51	-18%	-	-	-	

Condos		January			Year to Date			
Condos	2016	2015	Change	2016	2015	Change		
New Listings	15	18	-17%	15	18	-17%		
Closed Sales	7	12	-42%	7	12	-42%		
Median Sales Price	\$449,000	\$290,000	55%	\$449,000	\$290,000	55%		
Percent of Original List Price Received	100.0%	96.7%	3%	100.0%	96.7%	3%		
Median Days on Market Until Sale	22	21	5%	22	21	5%		
Inventory of Homes for Sale	27	31	-13%		-	-		









January 2016

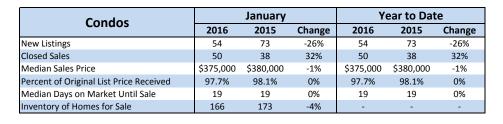
Makiki - Moiliili

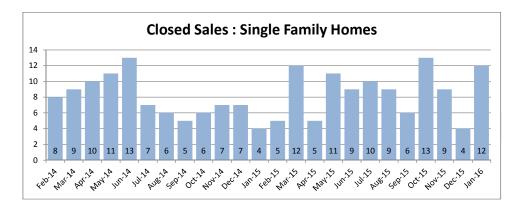
1-2-4 to 1-2-9 (except 1-2-6)



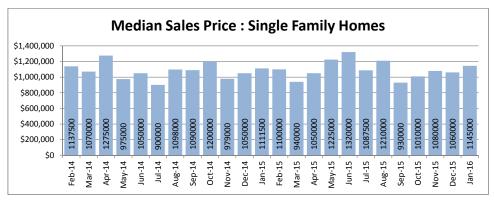
January 2016

Single Family Homes		January		Year to Date			
Single Failing Homes	2016	2015	Change	2016	2015	Change	
New Listings	11	16	-31%	11	16	-31%	
Closed Sales	12	4	200%	12	4	200%	
Median Sales Price	\$1,145,000	\$1,111,500	3%	\$1,145,000	\$1,111,500	3%	
Percent of Original List Price Received	97.4%	97.3%	0%	97.4%	97.3%	0%	
Median Days on Market Until Sale	48	36	33%	48	36	33%	
Inventory of Homes for Sale	51	38	34%	-	-	-	











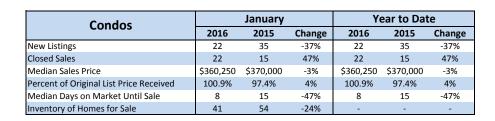
#### January 2016

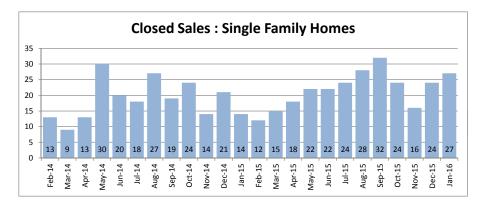
Mililani Selected 1-9-4 to 1-9-5



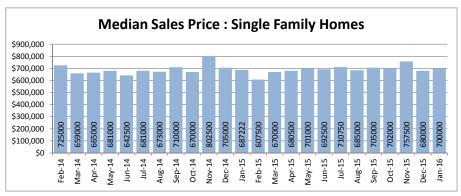
January 2016

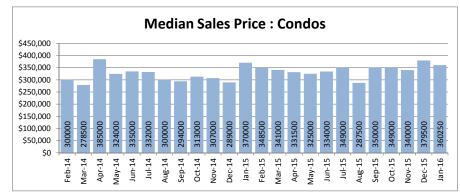
Single Family Homes		January			Year to Date			
Single Failing Florines	2016	2015	Change	2016	2015	Change		
New Listings	19	26	-27%	19	26	-27%		
Closed Sales	27	14	93%	27	14	93%		
Median Sales Price	\$700,000	\$687,222	2%	\$700,000	\$687,222	2%		
Percent of Original List Price Received	96.0%	97.5%	-2%	96.0%	97.5%	-2%		
Median Days on Market Until Sale	31	28	11%	31	28	11%		
Inventory of Homes for Sale	51	52	-2%	-	-	-		











January 2016

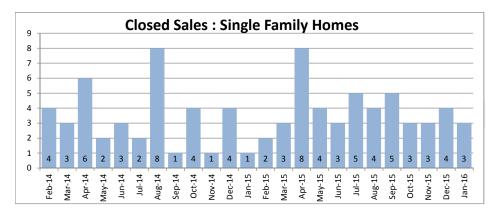
Moanalua - Salt Lake

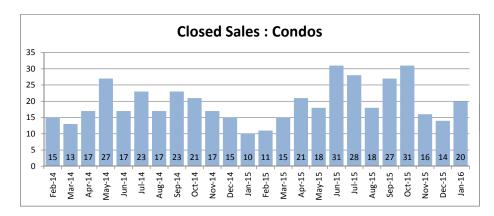


January 2016

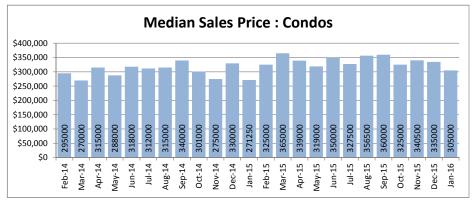
Single Family Homes	January			Year to Date		
Single Failing Homes	2016	2015	Change	2016	2015	Change
New Listings	5	8	-38%	5	8	-38%
Closed Sales	3	1	200%	3	1	200%
Median Sales Price	\$815,000	\$440,800	85%	\$815,000	\$440,800	85%
Percent of Original List Price Received	82.5%	100.0%	-18%	82.5%	100.0%	-18%
Median Days on Market Until Sale	43	1	4200%	43	1	4200%
Inventory of Homes for Sale	10	11	-9%	-	-	-

Condos	January			Year to Date		
Condos	2016	2015	Change	2016	2015	Change
New Listings	17	21	-19%	17	21	-19%
Closed Sales	20	10	100%	20	10	100%
Median Sales Price	\$305,000	\$271,250	12%	\$305,000	\$271,250	12%
Percent of Original List Price Received	99.2%	97.9%	1%	99.2%	97.9%	1%
Median Days on Market Until Sale	9	36	-75%	9	36	-75%
Inventory of Homes for Sale	44	34	29%		-	-









January 2016

#### **North Shore**

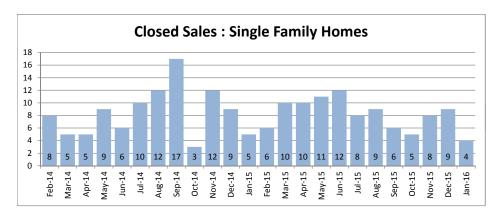
1-5-6 to 1-6-9



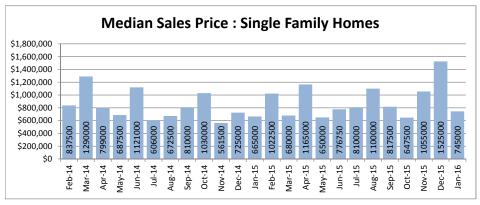
January 2016

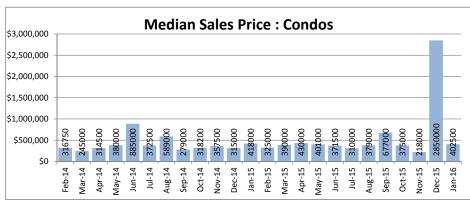
Single Family Homes	January			Year to Date		
Single Failing Flories	2016	2015	Change	2016	2015	Change
New Listings	21	14	50%	21	14	50%
Closed Sales	4	5	-20%	4	5	-20%
Median Sales Price	\$745,000	\$665,000	12%	\$745,000	\$665,000	12%
Percent of Original List Price Received	102.8%	102.3%	0%	102.8%	102.3%	0%
Median Days on Market Until Sale	9	25	-64%	9	25	-64%
Inventory of Homes for Sale	76	63	21%		-	-

Condos	January			Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	6	9	-33%	6	9	-33%	
Closed Sales	6	5	20%	6	5	20%	
Median Sales Price	\$402,500	\$418,000	-4%	\$402,500	\$418,000	-4%	
Percent of Original List Price Received	97.7%	93.9%	4%	97.7%	93.9%	4%	
Median Days on Market Until Sale	24	73	-67%	24	73	-67%	
Inventory of Homes for Sale	23	22	5%		-	-	









January 2016

Pearl City - Aiea

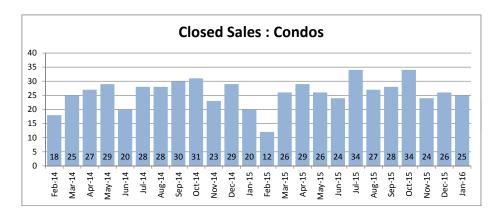


January 2016

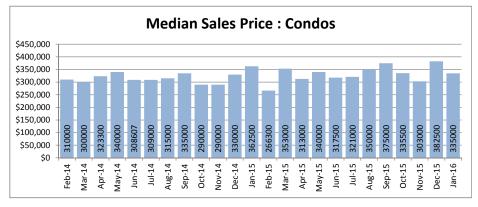
Single Family Homes	January			Year to Date			
Single Failing Florites	2016	2015	Change	2016	2015	Change	
New Listings	29	15	93%	29	15	93%	
Closed Sales	18	13	38%	18	13	38%	
Median Sales Price	\$757,000	\$670,000	13%	\$757,000	\$670,000	13%	
Percent of Original List Price Received	95.6%	99.3%	-4%	95.6%	99.3%	-4%	
Median Days on Market Until Sale	19	32	-41%	19	32	-41%	
Inventory of Homes for Sale	52	47	11%	-	-	-	

Condos	January			Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	30	35	-14%	30	35	-14%	
Closed Sales	25	20	25%	25	20	25%	
Median Sales Price	\$335,000	\$362,500	-8%	\$335,000	\$362,500	-8%	
Percent of Original List Price Received	91.3%	99.3%	-8%	91.3%	99.3%	-8%	
Median Days on Market Until Sale	11	19	-42%	11	19	-42%	
Inventory of Homes for Sale	62	77	-19%	•	-	-	









January 2016

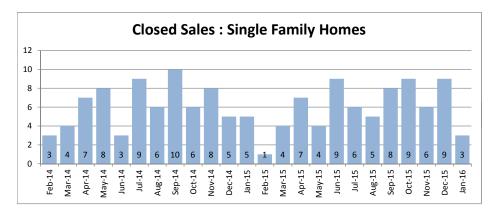
Wahiawa 1-7-1 to 1-7-7



January 2016

Single Family Homes	January			Year to Date			
Single Failing Florites	2016	2015	Change	2016	2015	Change	
New Listings	8	3	167%	8	3	167%	
Closed Sales	3	5	-40%	3	5	-40%	
Median Sales Price	\$555,000	\$450,000	23%	\$555,000	\$450,000	23%	
Percent of Original List Price Received	101.1%	94.7%	7%	101.1%	94.7%	7%	
Median Days on Market Until Sale	15	21	-29%	15	21	-29%	
Inventory of Homes for Sale	15	19	-21%	-	-	-	

Condos	January			Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	4	6	-33%	4	6	-33%	
Closed Sales	1	3	-67%	1	3	-67%	
Median Sales Price	\$190,000	\$163,000	17%	\$190,000	\$163,000	17%	
Percent of Original List Price Received	106.1%	101.9%	4%	106.1%	101.9%	4%	
Median Days on Market Until Sale	9	28	-68%	9	28	-68%	
Inventory of Homes for Sale	8	12	-33%	-	-	-	









January 2016

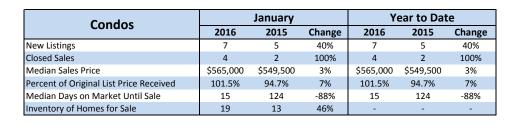
Waialae - Kahala

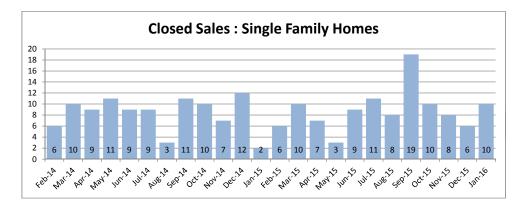
1-3-5



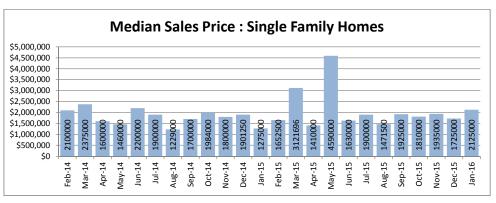
January 2016

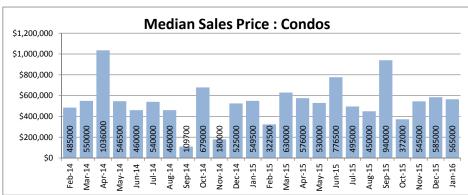
Single Family Homes		January		Year to Date			
Single Failing Homes	2016	2015	Change	2016	2015	Change	
New Listings	18	18	0%	18	18	0%	
Closed Sales	10	2	400%	10	2	400%	
Median Sales Price	\$2,125,000	\$1,275,000	67%	\$2,125,000	\$1,275,000	67%	
Percent of Original List Price Received	92.8%	100.0%	-7%	92.8%	100.0%	-7%	
Median Days on Market Until Sale	16	15	7%	16	15	7%	
Inventory of Homes for Sale	83	60	38%	-	-	-	











#### January 2016

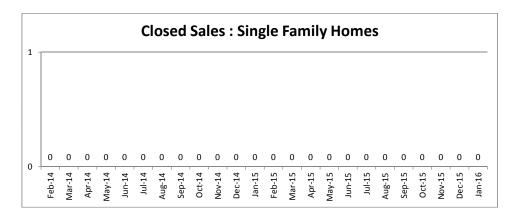




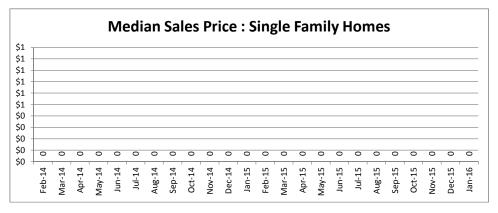
January 2016

Single Family Homes		January		Year to Date			
Single Failing Homes	2016	2015	Change	2016	2015	Change	
New Listings	0	0	-	0	0	-	
Closed Sales	0	0	-	0	0	-	
Median Sales Price	\$0	\$0	-	\$0	\$0	-	
Percent of Original List Price Received	0.0%	0.0%	-	0.0%	0.0%	-	
Median Days on Market Until Sale	0	0	-	0	0	-	
Inventory of Homes for Sale	0	0	-	-	-	-	

Condos		January		Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	135	149	-9%	135	149	-9%	
Closed Sales	63	43	47%	63	43	47%	
Median Sales Price	\$335,000	\$400,000	-16%	\$335,000	\$400,000	-16%	
Percent of Original List Price Received	95.7%	95.2%	1%	95.7%	95.2%	1%	
Median Days on Market Until Sale	39	39	0%	39	39	0%	
Inventory of Homes for Sale	517	509	2%	-	-	-	









January 2016





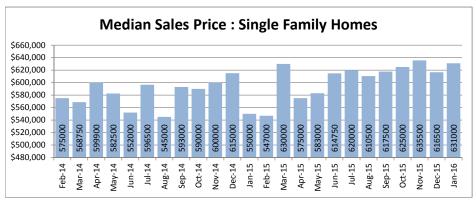
January 2016

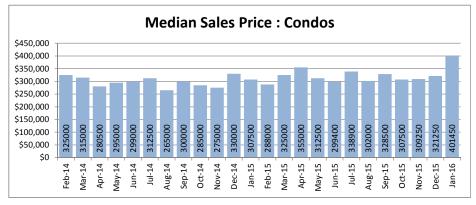
Single Family Homes		January		Year to Date			
Single Failing Homes	2016	2015	Change	2016	2015	Change	
New Listings	16	25	-36%	16	25	-36%	
Closed Sales	10	9	11%	10	9	11%	
Median Sales Price	\$631,000	\$550,000	15%	\$631,000	\$550,000	15%	
Percent of Original List Price Received	98.7%	93.4%	6%	98.7%	93.4%	6%	
Median Days on Market Until Sale	14	28	-50%	14	28	-50%	
Inventory of Homes for Sale	40	43	-7%	-	-	-	

Condos		January		Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	22	21	5%	22	21	5%	
Closed Sales	8	12	-33%	8	12	-33%	
Median Sales Price	\$401,450	\$307,500	31%	\$401,450	\$307,500	31%	
Percent of Original List Price Received	99.8%	99.2%	1%	99.8%	99.2%	1%	
Median Days on Market Until Sale	21	17	24%	21	17	24%	
Inventory of Homes for Sale	30	52	-42%	•	-	-	









January 2016

#### **Windward Coast**

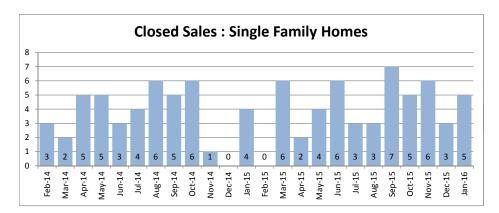
1-4-8 to 1-5-5



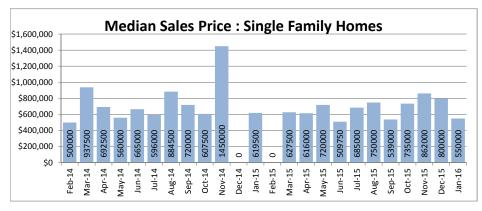
January 2016

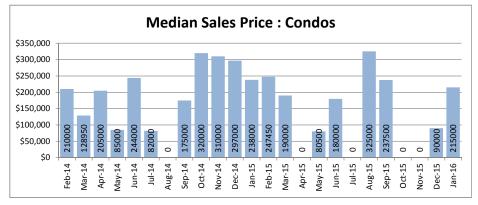
Single Family Homes		January		Year to Date			
Single Failing Homes	2016	2015	Change	2016	2015	Change	
New Listings	13	9	44%	13	9	44%	
Closed Sales	5	4	25%	5	4	25%	
Median Sales Price	\$550,000	\$619,500	-11%	\$550,000	\$619,500	-11%	
Percent of Original List Price Received	86.6%	96.1%	-10%	86.6%	96.1%	-10%	
Median Days on Market Until Sale	33	57	-42%	33	57	-42%	
Inventory of Homes for Sale	38	40	-5%	-	-	-	

Condos		January		Year to Date			
Condos	2016	2015	Change	2016	2015	Change	
New Listings	1	5	-80%	1	5	-80%	
Closed Sales	2	2	0%	2	2	0%	
Median Sales Price	\$215,000	\$238,000	-10%	\$215,000	\$238,000	-10%	
Percent of Original List Price Received	96.2%	96.0%	0%	96.2%	96.0%	0%	
Median Days on Market Until Sale	7	20	-65%	7	20	-65%	
Inventory of Homes for Sale	16	12	33%	•	-		









Single Family Solds - January 2016 vs 2015 (Based on region and neighborhood groupings as listed in MLS) - Page 1 of 4 2015 Median 2015 Sold 2016 Sold **Central Region** 2016 Median +/-+/-+/-+/-LAUNANI VALLEY \$ 635,000 1 MILILANI AREA 632,000 662,500 4.8% \$30,500 8 16 100.0% 8 \$ MILILANI MAUKA Ś 849,500 818,000 -3.7% \$ -\$31,500 6 10 66.7% 4 WAHIAWA AREA \$ 534,000 555,000 3.9% \$21,000 2 3 50.0% \$ 1 WAHIAWA HEIGHTS \$ 450,000 3 **Central Region** 659,000 690,000 4.7% \$31,000 19 30 57.9% 11 **Diamond Hd Region** 2015 Median 2016 Median +/-+/-2015 Sold 2016 Sold +/-+/-AINA HAINA AREA 815,500 \$ 625.000 -23.4% -\$190,500 -50.0% \$ 1 -1 2 HAWAII LOA RIDGE 2,488,800 \$ 1 **BLACK POINT** \$ 2,175,000 \_ \_ 1 \_ \_ DIAMOND HEAD 7,050,000 1 KAHALA AREA \$ 1,300,000 \$ 2,150,000 65.4% \$850,000 1 5 400.0% 4 KAIMUKI \$ 935,000 \$ 950,000 1.6% \$15,000 4 3 -25.0% -1 **KAPAHULU** \$ 860,000 \$ 980,000 14.0% \$120,000 3 2 -33.3% -1 KULIOUOU \$ 909,000 \$ 697,000 -23.3% -\$212,000 1 2 100.0% 1 KALANI IKI \$ 1,050,000 1 -MAUNALANI HEIGHTS \$ 1,210,000 3 **NIU VALLEY** \$ 942,500 \$ 1,650,000 75.1% \$707,500 2 1 -50.0% -1 PAIKO LAGOON \$ 1,300,000 --1 -**PALOLO** \$ 1,017,500 \$ 717,500 -29.5% -\$300,000 2 6 200.0% 4 \$ 1,525,000 ST. LOUIS 714,950 Ś 113.3% \$810,050 2 1 -50.0% -1 WAIALAE IKI Ś 1.250.000 1,688,000 35.0% \$438,000 3 200.0% 2 Ś 1 **WAILUPE AREA** \$ 850,000 \_ -\_ 1 \_ \_ 906,000 WILHELMINA Ś 1 **Diamond Hd Region** \$ 935,000 \$ 1,050,000 12.3% \$115,000 21 31 47.6% 10 2015 Sold 2016 Sold Hawaii Kai Region 2015 Median 2016 Median +/-+/-+/-+/-\$ -14.7% -\$142,500 HAHAIONE-LOWER 970,000 827,500 2 -50.0% -1 **KALAMA VALLEY** \$ 835,000 3 --KOKO KAI \$ 2,185,000 \_ 1 \_ \_ **KAMILO NUI** 1,250,000 1 KAMILO IKI \$ 735,000 1 **KOKO HEAD TERRAC** \$ 892,000 952,500 6.8% \$60,500 2 0.0% 0 LUNA KAI \$ 840,000 1 **KOKO VILLAS** 1.448.000 \$ 1 MARINERS COVE \$ \$ 1,140,000 39.9% \$325,000 0.0% 0 815,000 1 1 MARINERS VALLEY \$ 980,000 1 \_ MARINERS RIDGE \$ 1,161,500 --2 -**PORTLOCK** 2,630,000

1,298,500

1,092,500

19.5%

1,145,000

896,000

914,000

\$

1

12

-7.7%

-1

1

2

13

\$178,500

**TRIANGLE** 

**QUEENS GATE** 

**WEST MARINA** 

Hawaii Kai Region

Single Family Solds - January 2016 vs 2015 (Based on region and neighborhood groupings as listed in MLS) - Page 2 of 4

Leeward Region	201	L5 Median	201	L6 Median	+/-	+/-	2015 Sold	2016 Sold	+/-	+/-
LUALUALEI	\$	279,000	\$	388,000	39.1%	\$109,000	2	4	100.0%	2
MAILI	\$	311,000	\$	365,000	17.4%	\$54,000	4	7	75.0%	3
MAILI SEA-MAKALAE 1		-	\$	390,950	-	-	-	2	-	-
МАКАНА	\$	582,500	\$	297,500	-48.9%	-\$285,000	2	4	100.0%	2
NANAKULI	\$	250,000		-	-	<del>-</del>	1	-	-	-
WAIANAE	\$	345,000	\$	380,000	10.1%	\$35,000	1	3	200.0%	2
Leeward Region	\$	310,000	\$	363,450	17.2%	\$53,450	10	20	100.0%	10
Ewa Plain Region	201	L5 Median	201	L6 Median	+/-	+/-	2015 Sold	2016 Sold	+/-	+/-
EWA GEN BREAKERS		-	\$	660,000	-	-	1	1	0.0%	0
EWA GEN ALII COVE	\$	315,000		-	-	-	1	-	-	-
EWA GEN KULA LEI	\$	500,000	\$	669,000	33.8%	\$169,000	3	1	-66.7%	-2
EWA GEN LAULANI-TIDES		-	\$	550,000	-	-	-	1	-	-
EWA GEN LOMBARD WAY		-	\$	413,400	-	-	-	1	-	-
EWA GEN LATITUDES	\$	644,000		-	-	-	1	-	-	-
EWA GEN WOODBRIDGE		-	\$	755,000	-	-	-	3	-	-
EWA GEN MONTECITO/TUSCANY		-	\$	540,000	-	-	-	1	-	-
EWA GEN PRESCOTT	\$	626,000	\$	680,000	8.6%	\$54,000	1	2	100.0%	1
EWA GEN SODA CREEK	\$	480,000	\$	615,000	28.1%	\$135,000	1	1	0.0%	0
EWA GEN SONOMA	\$	668,000	\$	689,500	3.2%	\$21,500	1	1	0.0%	0
EWA GEN SUN TERRA	\$	490,222	\$	575,000	17.3%	\$84,778	3	1	-66.7%	-2
EWA GEN SUN TERRAZZA		-	\$	520,000	-	-	-	2	-	-
EWA GEN SUN TERRA ON THE PARK	\$	505,000	\$	543,950	7.7%	\$38,950	1	1	0.0%	0
EWA GEN SUMMERHILL	\$	520,000	\$	600,000	15.4%	\$80,000	1	1	0.0%	0
EWA GEN TUSCANY II	\$	479,000		-	-	-	1	-	-	-
EWA VILLAGES		-	\$	623,500	-	-	-	2	-	-
HAWAIIAN HOMES LAND	\$	433,000	\$	500,000	15.5%	\$67,000	1	1	0.0%	0
HOAKALEI-KA MAKANA	\$	780,000	\$	662,500	-15.1%	-\$117,500	5	2	-60.0%	-3
HUELANI		-	\$	560,000	-	<del>-</del>	-	1	-	-
KAPOLEI	\$	485,000		-	-	-	1	-	-	-
KAPOLEI KAI		-	\$	590,000	-	-	-	1	-	-
KAPOLEI-IWALANI	\$	580,000		-	-	-	1	-	-	-
KAPOLEI-KEKUILANI	\$	596,000		-	-	-	1	-	-	-
KAPOLEI-MALANAI	\$	700,000	\$	670,000	-4.3%	-\$30,000	1	1	0.0%	0
LEEWARD ESTATES	\$	440,750		-	-	<del>-</del>	2	-	-	-
OCEAN POINTE	\$	635,625	\$	659,000	3.7%	\$23,375	10	11	10.0%	1
WESTLOCH FAIRWAY	\$	524,500	-	-	-	-	2	-	-	-
WESTLOCH ESTATES	\$	588,750	\$	588,000	-0.1%	-\$750	2	3	50.0%	1
Ewa Plain Region	\$	580,000	\$	620,000	6.9%	\$40,000	41	39	-4.9%	-2
		•		•						
Makakilo Region	201	L5 Median	201	L6 Median	+/-	+/-	2015 Sold	2016 Sold	+/-	+/-
MAKAKILO-ANUHEA	\$	632,000		-	-	-	2	-	-	-
MAKAKILO-HIGHPOINTE		-	\$	737,000	-	-	-	1	-	-
MAKAKILO-KAHIWELO		-	\$	758,750	-	-	-	2	-	-
MAKAKILO-KUMULANI	\$	915,000		-	-	-	1	-	-	-
MAKAKILO-UPPER	\$	595,450	\$	537,500	-9.7%	-\$57,950	4	2	-50.0%	-2
MAKAKILO-LOWER	\$	454,000		629,000	38.5%	\$175,000	4	1	-75.0%	-3
MAKAKILO-ROYAL RIDGE	\$	610,000	Ė	-	-	-	2	-	-	-
MAKAKILO-WAI KALOI	•	-	\$	730,000	-	-	-	1	-	-
MAKAKILO-STARSEDGE	\$	665,000	\$	779,000	17.1%	\$114,000	1	1	0.0%	0

Single Family Solds - January 2016 vs 20	015	(Based on re	gior	and neighbo	orhood gro	upings as listed ir	n MLS) - Page 3	of 4		
Kailua Region	20	15 Median	20	16 Median	+/-	+/-	2015 Sold	2016 Sold	+/-	+/-
COCONUT GROVE	\$	639,500	\$	670,000	4.8%	\$30,500	4	3	-25.0%	-1
ENCHANTED LAKE	\$	932,500	\$	1,050,000	12.6%	\$117,500	4	4	0.0%	0
KAOPA	\$	770,000	\$	1,125,000	46.1%	\$355,000	1	1	0.0%	0
KAWAILOA	\$	1,415,000		-	-	-	1	-	-	-
KAIMALINO	•	-	\$	1,738,400	-	-	-	1	-	-
KALAHEO HILLSIDE		-	\$	830,000	-	-	-	1	-	-
KEOLU HILLS	\$	782,500	\$	813,000	3.9%	\$30,500	2	4	100.0%	2
KOOLAUPOKO	\$	1,345,000	\$	1,200,000	-10.8%	-\$145,000	3	1	-66.7%	-2
KUKANONO	\$	1,200,000		-	-	-	1	-	-	-
KUULEI TRACT	\$	1,522,500	\$	1,200,000	-21.2%	-\$322,500	2	1	-50.0%	-1
MAUNAWILI	\$	1,200,000	\$	925,000	-22.9%	-\$275,000	1	2	100.0%	1
OLOMANA	Ė	-	\$	900,000	-	-	_	1	_	-
WAIMANALO	\$	110,000	•	-	-	-	1	-	-	-
Kailua Region	\$	921,500	\$	900,000	-2.3%	-\$21,500	20	19	-5.0%	-1
Pearl City Region	20	15 Median	20	016 Median	+/-	+/-	2015 Sold	2016 Sold	+/-	+/-
AIEA AREA	\$	575,000	\$	645,000	12.2%	\$70,000	1	1	0.0%	0
AIEA HEIGHTS		-	\$	996,000	-	-	-	2	-	-
FOSTER VILLAGE	\$	750,000	\$	730,000	-2.7%	-\$20,000	5	1	-80.0%	-4
HALAWA	\$	670,000	\$	810,000	20.9%	\$140,000	1	1	0.0%	0
MOMILANI	\$	709,000	Υ.	-	-	-	2	-	-	-
NEWTOWN	Ť	-	\$	825,000	_	-		4	_	_
PACIFIC PALISADES	\$	612,500	Υ.	-	_	-	2	<u>-</u>	_	_
PEARL CITY-UPPER	Y	-	\$	630,000	_	_		7	_	_
ROYAL SUMMIT	\$	1,100,000	Y	-	_	<u>-</u>	1	<u>-</u>	_	_
WAILUNA	Y	-	\$	840,000	-	_	_	1	_	_
WAIMALU	\$	428,000	\$	615,000	43.7%	\$187,000	1	1	0.0%	0
Pearl City Region	\$	670,000	\$	757,500	13.1%	\$87,500	13	18	38.5%	5
Kaneohe Region		15 Median		)16 Median	+/-	+/-		2016 Sold	+/-	+/-
AHUIMANU AREA	\$	587,000	\$	822,500	40.1%	\$235,500	2	2	0.0%	0
BAYVIEW GARDEN		-	\$	1,320,000	-	-	-	1	-	-
CLUB VIEW ESTATE	\$	700,000		-	-	-	3	-	-	-
CROWN TERRACE		-	\$	760,000	-	-	-	1	-	-
HAIKU PLANTATION		-	\$	1,300,000	-	-	-	1	-	-
HAIKU VILLAGE	\$	750,000	_	-	-	- -	1	-	-	-
HALE KOU	\$	659,000	\$	774,000	17.5%	\$115,000	1	1	0.0%	0
HALEKAUWILA		-	\$	515,000	-	- A46:	-	1	-	-
HAUULA	\$	540,000	\$	550,000	1.9%	\$10,000	3	3	0.0%	0
KAAAWA	\$	699,000		-	-	-	1	-	-	-
KAALAEA	\$	640,000		-	-	-	1	-	-	-
KEAPUKA		-	\$	570,000	-	-	-	1	-	-
KAPUNA HALA	\$	639,000		-	-	-	1	-	-	-
LILIPUNA		-	\$	1,125,000	-	-	-	1	-	-
LULANI OCEAN	\$	1,400,000		-	-	-	1	-	-	-
	\$	904,000		-	-	-	2	-	-	-
MAHINUI		755,000		-	-	-	2	-	-	-
MIKIOLA	\$	733,000								
MIKIOLA PUALUU	\$	-	\$	650,000	-	-	-	1	-	-
MIKIOLA PUALUU	\$		\$ \$	650,000 670,000	-	- -	<del>-</del>	1 1	-	-
MIKIOLA PUALUU WAIKALUA	\$	-		•						- - -
MAHINUI MIKIOLA PUALUU WAIKALUA WOODRIDGE PUOHALA VILLAGE		- -		670,000	-	-	-	1	-	- - -

Single Family Solds - January 2016 vs 2015 (Based on region and neighborhood groupings as listed in MLS) - Page 4 of 4 **North Shore Region** 2015 Median 2016 Median +/-2015 Sold 2016 Sold +/-+/-+/-HALEIWA 725,000 \$ 1 LAIE \$ 430,000 1 **METCALF ACRES** \$ 770,000 3 SUNSET/VELZY \$ 687,500 1 643,500 WAIALUA 4 North Shore Region 665,000 720,000 8.3% \$55,000 5 0.0% 0 Waipahu Region 2015 Median 2016 Median +/-2015 Sold 2016 Sold +/-+/-+/-RENAISSANCE \$ 649,000 1 \_ **ROBINSON HEIGHTS** \$ 525,000 1 \$ 650,000 10.2% 5 150.0% **ROYAL KUNIA** \$ 590,000 \$60,000 2 3 VILLAGE PARK 672,500 2 WAIPAHU-GARDENS \$ 470,000 \$ 575,000 22.3% \$105,000 1 1 0.0% 0 WAIPAHU-LOWER \$ 549,000 1 WAIPAHU-TRIANGLE \$ 500,000 1 -6.6% -\$40,000 0.0% 0 **WAIPIO GENTRY** 605,000 565,000 Waipahu Region \$ 550,000 631,000 \$81,000 9 10 14.7% 11.1% 1 **Metro Region** 2015 Median 2016 Median +/-+/-2015 Sold 2016 Sold +/-+/-**ALEWA HEIGHTS** \$ 1,110,000 -1 --ALA MOANA \$ 750,000 \$ 800,000 6.7% \$50,000 1 0.0% 0 1 **ALIAMANU** \$ 440,800 \$ 815,000 84.9% \$374,200 3 200.0% 1 2 **DOWSETT** 780,000 \$ \_ 1 \_ \_ KALIHI-UPPER \$ 860,000 -1 \_ KALIHI-LOWER \$ 675,000 \_ 3

1

2

3

2

1

4

1

\_

1

1

4

26

1

1

2

1

1

3

2

4

1

1

2

25

-66.7%

-50.0%

100.0%

-25.0%

\_

-

-3.8%

-2

-1

1

-1

\_

-1

KALIHI-AREA

KALIHI VALLEY

KAM HEIGHTS

MAKIKI AREA

MANOA AREA

MAKIKI HEIGHTS

MANOA-LOWER

MANOA-UPPER

**PUNCHBOWL AREA** 

**NUUANU AREA** 

**PAUOA VALLEY** 

**Metro Region** 

**NUUANU LOWER** 

**MCCULLY** 

PAWAA

**PUUNUI** 

KAPALAMA

KALIHI UKA

\$

\$

\$

\$

\$

\$

\$

\$

740,000

698,000

881,550

800,000

1,111,500

2.300.000

785,000

835,000

719,000

772,500 \$

595,000 \$

\$

\$

\$

\$

\$

\$

\$

\$

\$

869,000

650,000

825,000

2,750,000

1,275,000

1,190,000

1,065,000

1,090,000

790,000

855,000

869,000

1,092,500

46.1%

-26.3%

3.1%

7.1%

\_

-

12.5%

\$274,000

-\$231,550

\$25,000

\$78,500

\_

-

\$96,500

Single Family Solds - January 2016 vs 2015 (Based on region and neighborhood groupings as listed in MLS) - Page 1 of 4 2015 Median 2016 Median +/-2015 Sold 2016 Sold +/-**Central Region** +/-+/-LAUNANI VALLEY 270,000 \$ 36.4% \$98,250 100.0% 2 368.250 2 4 MILILANI AREA \$ 400,600 \$ 400,000 -0.1% -\$600 8 -12.5% -1 MILILANI MAUKA Ś 372.500 418,250 \$45,750 4 0.0% \$ 12.3% 4 0 WILIKINA 163,000 190,000 3 -66.7% -2 \$ 16.6% \$27,000 1 WAIPIO ACRES/WAIKALANI WOOD 336,000 \$ 235,000 -30.1% -\$101,000 7 600.0% 6 1 \$ **Central Region** 352,500 354,000 0.4% \$1,500 18 23 27.8% 5 **Diamond Hd Region** 2015 Median 2016 Median +/-+/-2015 Sold 2016 Sold +/-+/-DIAMOND HEAD 750.000 \$ 1,462,000 94.9% \$712,000 -71.4% \$ 2 -5 7 KAHALA AREA \$ 960,000 1 KULIOUOU \$ 640,000 \_ \_ 1 \_ \_ \_ KALANI IKI 975,000 1 ST. LOUIS \$ 699,000 \_ 1 \_ \_ WAIALAE G/C 139,000 1 WAIALAE NUI VLY \$ 562,000 3 **Diamond Hd Region** 719,500 \$ 568,000 -21.1% -\$151,500 10 7 -30.0% -3 2015 Median 2016 Median 2015 Sold 2016 Sold +/-**Ewa Plain Region** +/-+/-AG/INDL/NAVY 210,000 2 **EWA** \$ 260,500 \$ 426,500 63.7% \$166,000 8 5 -37.5% -3 **EWA GEN** 270,000 \$ 1 EWA GEN SUN TERRA ON THE PARK \_ \_ \$ 261,500 \_ 1 \_ **FWA GEN SODA CREEK** 247,500 \$ 270,000 9.1% \$22,500 200.0% \$ 1 3 2 --HOAKALEI-KA MAKANA \$ 530,000 \_ 2 \_ **KAPOLEI** \$ 375,000 \$ 346,638 -7.6% -\$28,362 7 3 -57.1% -4 **KO OLINA** 515,000 \$ 625,000 21.4% \$110,000 4 9 125.0% 5 **OCEAN POINTE** 420,888 422,500 0.4% \$1,612 9 -11.1% -1 **Ewa Plain Region** 372,500 428,000 14.9% \$55,500 32 31 -3.1% -1 +/-2015 Sold 2016 Sold Hawaii Kai Region 2015 Median 2016 Median +/-+/-**HAHAIONE-LOWER** 525,500 \$ 545,000 3.7% \$19,500 -66.7% -4 6 2 **MARINERS VALLEY** 578,800 1 WEST MARINA 735,000 \$ 759,000 3.3% \$24,000 5 7 40.0% 2 Hawaii Kai Region 640,000 \$ 748,500 17.0% 11 -9.1% \$ \$108,500 10 -1 2015 Sold 2016 Sold **Kailua Region** 2015 Median 2016 Median +/-+/-+/-+/-**BLUESTONE** \$ 1,150,000 1 **ENCHANTED LAKE** 570,000 1 KUKILAKILA \$ 810,000 1 **KAILUA TOWN** 568,000 2 810,000 300.0% **Kailua Region** \$ \$ 625,500 -22.8% -\$184,500 1 4 3 **Kaneohe Region** 2015 Median 2016 Median +/-+/-2015 Sold 2016 Sold +/-+/-**COUNTRY CLUB** 510,000 \$ 643,000 26.1% \$133,000 1 1 0.0% 0 GOVERNMENT 500,000 \$ 1 HAIKU PLANTATION 525,000 545,000 3.8% \$20,000 0.0% \$ 1 1 0 431,000 HAIKU VILLAGE \$ \_ \_ 1 \_ \_ \_ KAAAWA \$ 238,000 2 LILIPUNA 532,500 2 \$ **PARKWAY** 520,000 1 **PUNALUU** \$ 215,000 2 **PUUALII** \$ 390,000 432.500 10.9% \$42.500 4 4 0.0% 0

Ś

\$

\$

465,500

424,500

429,500

-13.0%

11.7%

-12.7%

-\$69,500

\$44,500

-\$62,500

3

1

1

16

4

4

18

33.3%

\_

300.0%

12.5%

1

\_

3

2

535,000

512,000

380,000

492,000

\$

\$

\$

**TEMPLE VALLEY** 

**Kaneohe Region** 

WINDWARD ESTATES

WAIHFF

Leeward Region	201	L5 Median	20:	16 Median	+/-	+/-	2015 Sold	2016 Sold	+/-	+/-
MAILI		-	\$	229,500	-	-	-	2	-	-
WAIANAE		-	\$	117,500	-	-	-	2	-	-
МАКАНА	\$	175,000	\$	130,000	-25.7%	-\$45,000	5	9	80.0%	4
Leeward Region	\$	175,000	\$	125,000	-28.6%	-\$50,000	5	13	160.0%	8
Makakilo Region	201	L5 Median	20:	16 Median	+/-	+/-	2015 Sold	2016 Sold	+/-	+/-
MAKAKILO-UPPER	\$	290,000	\$	449,000	54.8%	\$159,000	12	7	-41.7%	-5
Makakilo Region	\$	290,000	\$	449,000	54.8%	\$159,000	12	7	-41.7%	-5
Metro Region	201	L5 Median	20:	16 Median	+/-	+/-	2015 Sold	2016 Sold	+/-	+/-
ALA MOANA	\$	710,000	\$	335,000	-52.8%	-\$375,000	7	9	28.6%	2
CHINATOWN	\$	538,500	\$	375,000	-30.4%	-\$163,500	2	1	-50.0%	-1
DOWNTOWN	\$	498,000	\$	330,000	-33.7%	-\$168,000	12	13	8.3%	1
HOLIDAY MART	\$	315,000	\$	324,000	2.9%	\$9,000	7	3	-57.1%	-4
KAKAAKO	\$	840,000	\$	669,000	-20.4%	-\$171,000	15	13	-13.3%	-2
KALIHI LOWER	<b>7</b>	-	\$	212,000	-	-	-	1	-	-
KAPAHULU	\$	330,000	\$	425,000	28.8%	\$95,000	3	2	-33.3%	-1
KAPALAMA	Y	-	\$	220,000	-	-	-	1	-	-
KAPIO/KINAU/WARD		_	\$	262,000	_	-	<u>-</u>	1	-	_
KAPIOLANI	\$	478,000	\$	622,500	30.2%	\$144,500	11	11	0.0%	0
KUAKINI	Ą	-	\$	445,000	-	-	-	1	-	-
MAKIKI	\$	360,000	\$	325,000	-9.7%	-\$35,000	6	1	-83.3%	-5
MAKIKI AREA	Ą	-	\$	335,000	-9.770	-533,000	-	15	-03.370	-J -
MCCULLY		_	\$	197,500	-		<del>-</del>	2	-	_
MOILIILI	\$	299,000	\$	350,000	17.1%	\$51,000	9	11	22.2%	2
NUUANU-LOWER	\$	502,000	\$	487,000	-3.0%	-\$15,000	2	4	100.0%	2
PALAMA	Ą	-	\$	232,500	-3.070	-\$15,000	-	2	-	-
PAWAA	\$	225,000	\$	•	10.2%		5	1	-80.0%	-4
PUNAHOU	\$ \$	512,500	\$	248,000		\$23,000	2	6	200.0%	-4 4
	\$ \$	380,000	\$	351,750	-31.4%	-\$160,750	9	5		-4
PUNCHBOWL AREA		•	Ş	575,000	51.3%	\$195,000	1	- -	-44.4% -	
PUNCHBOWL-LOWER	\$	300,000	¢							-
SALT LAKE	\$	271,250	\$	305,000	12.4%	\$33,750	10	20	100.0%	10
WAIKIKI	\$	400,000	\$	335,000	-16.3%	-\$65,000	43	63	46.5%	20
Metro Region	\$	400,000	\$	348,750	-12.8%	-\$51,250	144	186	29.2%	42
North Shore Region		15 Median		16 Median	+/-	+/-		2016 Sold	+/-	+/-
KUILIMA	\$	1,034,000	\$	430,000	-58.4%	-\$604,000	4	3	-25.0%	-1
MOKULEIA		-	\$	820,000	-	-	-	1	-	-
WAIALUA  North Shore Region	\$ <b>\$</b>	264,000 <b>418,000</b>	\$ <b>\$</b>	284,000 <b>402,500</b>	7.6% -3.7%	\$20,000 -\$15,500	5	2 <b>6</b>	100.0%	1
Ŭ		·					20			
Pearl City Region		L5 Median	20:	L6 Median	+/-	+/-		2016 Sold	+/-	+/-
AIEA AREA	\$	199,900		-	-	-	1	-	-	-
HALAWA	\$	420,000		294,500	-29.9%	-\$125,500	1	2	100.0%	1
MANANA	\$	246,000	\$	324,000	31.7%	\$78,000	1	1	0.0%	0
NEWTOWN		-	\$	499,000	-	-	-	3	-	-
PEARL CITY-LOWER	\$	94,349		-	-	-	1	-	-	-
PEARLRIDGE	\$	345,000	\$	325,000	-5.8%	-\$20,000	10	15	50.0%	5
WAIAU	\$	363,750	\$	360,000	-1.0%	-\$3,750	4	1	-75.0%	-3
WAIMALU	\$	500,000	\$	239,000	-52.2%	-\$261,000	2	1	-50.0%	-1
WAILUNA		-	\$	467,000	-	-	_	2	-	-

362,500 \$ 335,000

-7.6%

-\$27,500

25

25.0%

5

**Pearl City Region** 

#### Condo Solds - January 2016 vs 2015 (Based on region and neighborhood groupings as listed in MLS) - Page 3 of 3

Waipahu Region	201	5 Median	201	.6 Median	+/-	+/-	2015 Sold	2016 Sold	+/-	+/-
ROYAL KUNIA	\$	330,000		-	-	-	1	-	-	-
VILLAGE PARK	\$	305,000		-	-	-	1	-	-	-
WAIKELE	\$	377,000	\$	490,000	30.0%	\$113,000	4	4	0.0%	0
WAIPAHU-LOWER	\$	302,000	\$	215,000	-28.8%	-\$87,000	1	1	0.0%	0
WAIPIO GENTRY	\$	250,000	\$	280,000	12.0%	\$30,000	5	3	-40.0%	-2
Waipahu Region	\$	307,500	\$	401,450	30.6%	\$93,950	12	8	-33.3%	-4