Kahala Associates
REAL ESTATE

O'ahu Luxury Real Estate Market Overview & Prior Year History

First Qtr 2012

Quarterly Review

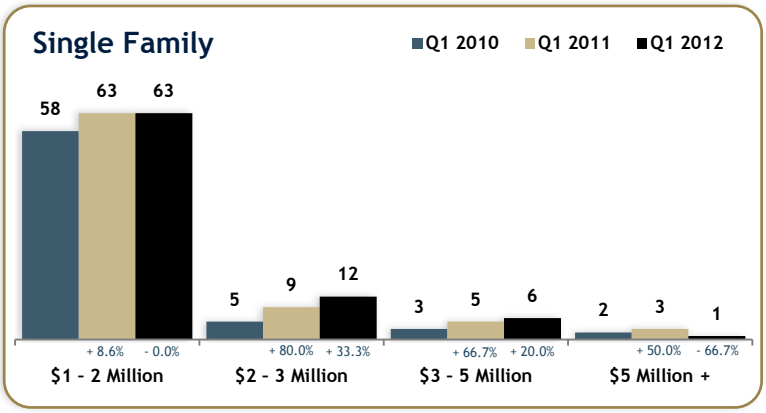
		Single-Family				Condo	
		$1 - 2 Million	$2 - 3 Million	$3 - 5 Million	$5 Million +	$800,000 - $1 Million	$1 Million +
Closed Sales	Q1 2010	58	5	3	2	10	13
	Q1 2011	63	9	5	3	22	30
	Q1 2012	**63**	**12**	**6**	**1**	**22**	**20**
Median Sales Price *(in millions)*	Q1 2010	$1.25	$2.35	$3.50	$6.18	$0.88	$1.73
	Q1 2011	$1.25	$2.24	$3.90	$5.75	$0.89	$1.25
	Q1 2012	**$1.24**	**$2.40**	**$3.38**	**$5.00**	**$0.89**	**$1.43**
Months Supply of Inventory	Q1 2010	10.8	30.5	24.1	40.0	10.1	21.0
	Q1 2011	9.2	14.4	17.2	30.3	8.0	12.5
	Q1 2012	**8.0**	**17.8**	**18.6**	**30.8**	**8.6**	**14.1**

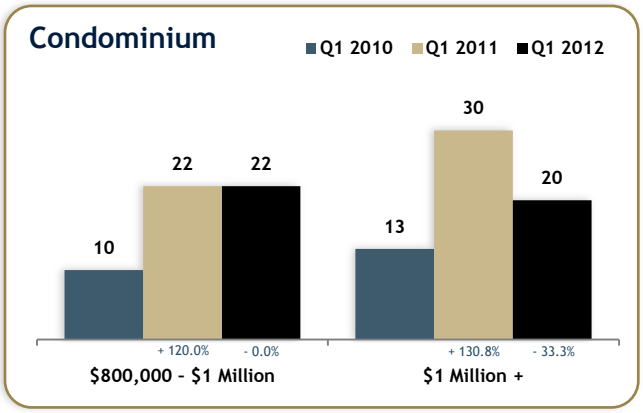
Prior Year History

		Single-Family				Condo	
		$1 - 2 Million	$2 - 3 Million	$3 - 5 Million	$5 Million +	$800,000 - $1 Million	$1 Million +
Closed Sales	2006	427	67	35	19	312	290
	2007	436	62	42	15	160	108
	2008	289	41	25	21	89	82
	2009	216	26	23	9	54	61
	2010	306	40	24	10	70	109
	2011	**320**	**39**	**28**	**9**	**76**	**113**
Median Sales Price *(in millions)*	2006	$1.28	$2.46	$3.60	$6.10	$0.88	$1.40
	2007	$1.24	$2.28	$3.67	$6.25	$0.87	$1.44
	2008	$1.28	$2.35	$3.68	$7.15	$0.87	$1.31
	2009	$1.25	$2.40	$3.50	$5.50	$0.85	$1.43
	2010	$1.25	$2.45	$3.60	$6.90	$0.88	$1.48
	2011	**$1.25**	**$2.32**	**$3.40**	**$6.10**	**$0.89**	**$1.50**
Months Supply of Inventory	2006	10.0	16.6	14.3	31.1	4.8	4.7
	2007	9.3	16.5	17.7	28.2	6.9	15.9
	2008	15.1	22.6	32.4	24.0	16.6	25.8
	2009	11.2	24.0	26.1	42.9	11.2	27.2
	2010	8.9	19.2	20.3	29.6	10.7	13.3
	2011	8.3	19.4	19.6	37.6	9.9	15.3

Closed Sales

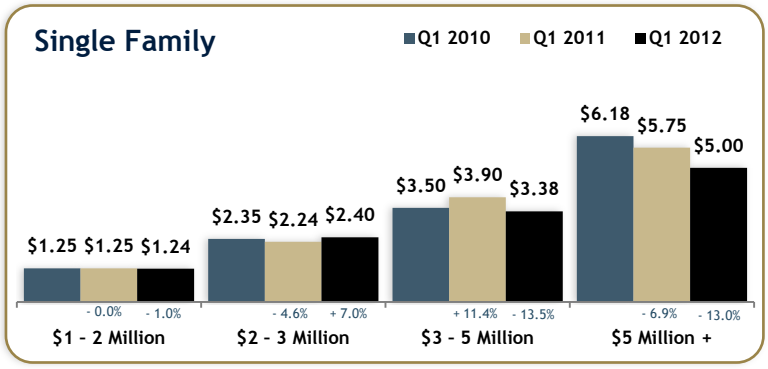
A count of the sales that have closed in a given quarter.

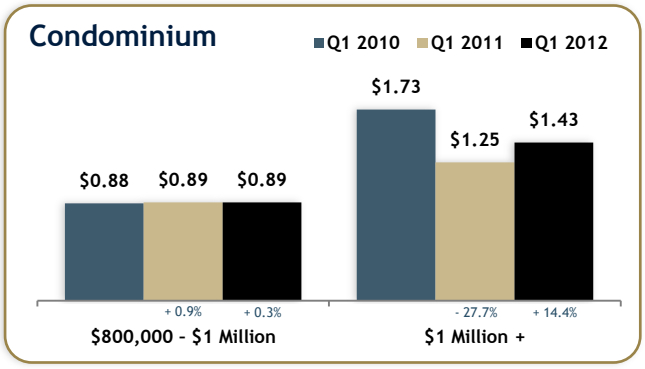




Median Sales Price

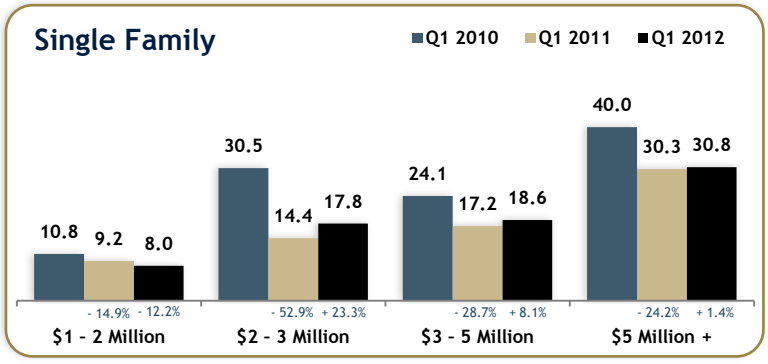
The median sales price for all closed sales in a given quarter for sold properties only.

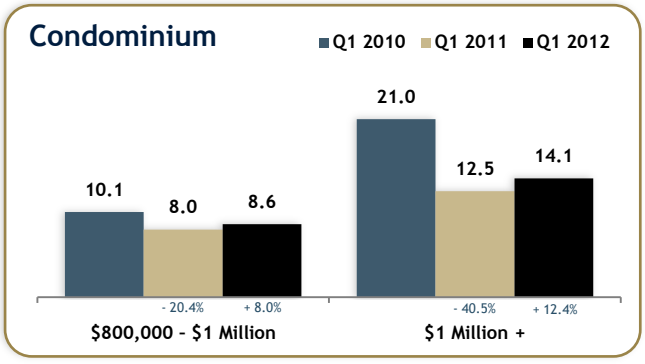




Months Supply of Inventory

Compares the number of active listings available to the average quarterly pending sales for the last 12 months.





The Top Hawaii Luxury Home Specialists

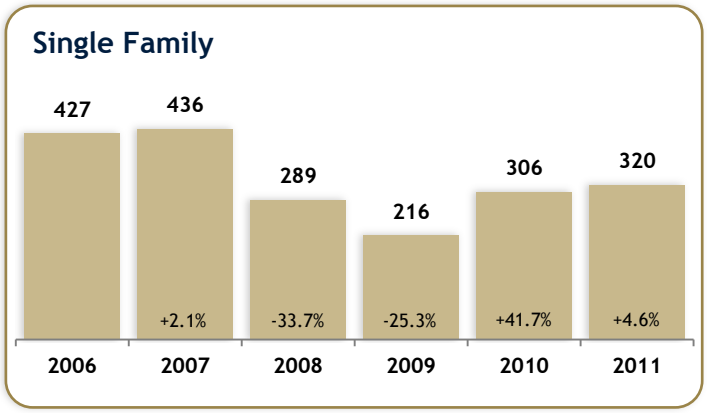
Kahala Associates is honored to have the highest number of Certified Luxury Home Marketing Specialists™ in Hawaii, documenting performance in the top 10% of the market.

O'ahu Luxury Real Estate Prior Year History

As of First Qtr 2012

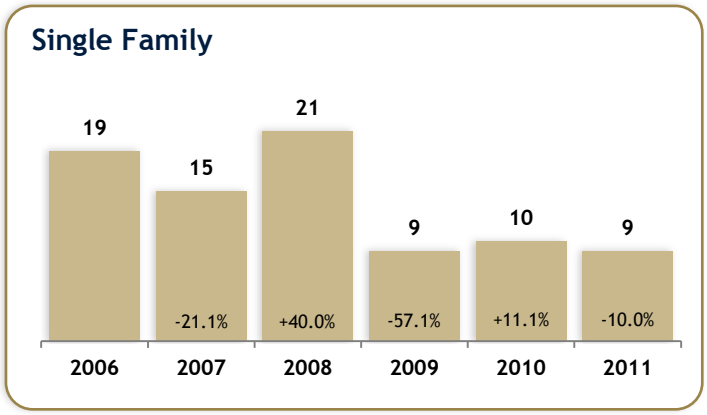
Closed Sales

$1 – 2 Million



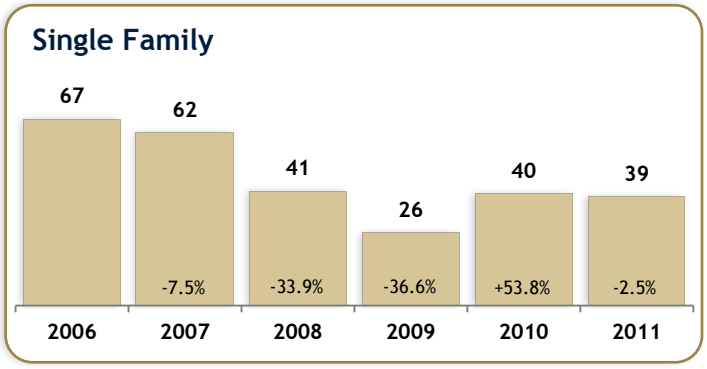
Closed Sales

$5 Million +



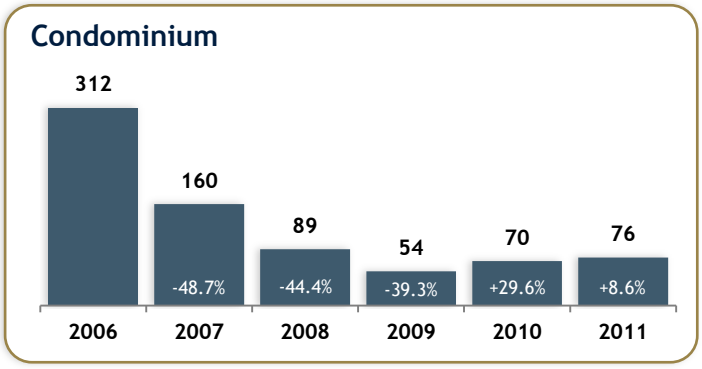
Closed Sales

$2 – 3 Million



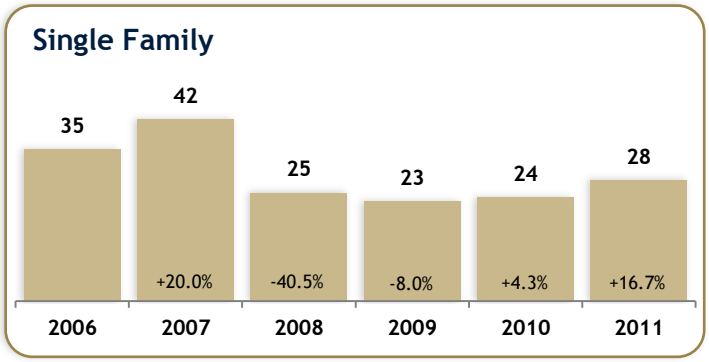
Closed Sales

$800,000 – $1 Million



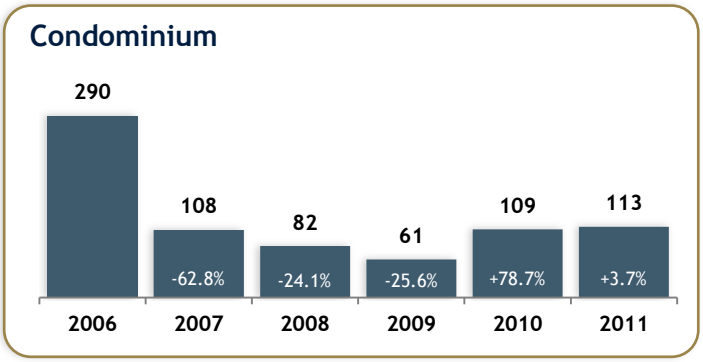
Closed Sales

$3 – 5 Million



Closed Sales

$1 Million +



LUXURY PORTFOLIO INTERNATIONAL™

The Largest Luxury Network

Kahala Associates is a charter member of Luxury Portfolio International, the largest global network of premier locally branded companies dominated by many of the world's most powerful luxury brokerages.

O'ahu Luxury Real Estate Single-Family Annual Review

As of First Qtr 2012

Neighborhoods	2012 YTD Median Sales Price	2011 Median Sales Price	2010 Median Sales Price	2009 Median Sales Price	2008 Median Sales Price	2007 Median Sales Price
Aina Haina Beach	$0	$2,000,000	$3,500,000	$3,105,000	$0	$1,714,300
Beachside	$1,515,000	$1,687,500	$1,712,500	$1,775,000	$1,800,000	$2,100,000
Black Point	$3,200,000	$2,210,000	$3,375,000	$3,625,000	$4,350,000	$3,350,000
Diamond Head	$2,150,000	$2,062,500	$2,075,000	$1,812,500	$3,375,000	$2,585,000
Dowsett	$680,000	$1,127,500	$950,000	$976,025	$1,025,000	$1,100,000
Hawaii Loa Ridge	$1,592,500	$1,590,000	$1,633,750	$1,475,000	$1,725,000	$1,730,000
Hillcrest	$925,750	$980,000	$904,000	$970,000	$1,417,500	$987,000
Kahala Area	$1,850,000	$1,730,000	$1,600,000	$1,495,000	$2,250,000	$1,812,500
Kamehame Ridge	$0	$1,000,300	$1,115,000	$795,000	$1,322,500	$750,400
Koko Kai	$2,450,000	$1,640,000	$2,700,000	$2,100,000	$1,815,000	$2,172,500
Lanikai	$1,300,000	$1,295,000	$1,700,000	$2,700,000	$1,515,000	$2,317,500
Makiki Heights	$875,000	$1,875,000	$927,500	$1,098,000	$1,125,000	$1,017,500
Manoa Area	$927,500	$975,000	$950,000	$852,500	$880,000	$975,000
Manoa-Woodlawn	$759,000	$800,000	$899,500	$897,500	$850,000	$1,100,000
Maunalani Heights	$885,000	$1,425,000	$1,011,500	$1,059,500	$1,100,000	$1,172,500
Napali Haweo	$1,512,500	$1,425,000	$1,321,500	$1,075,000	$1,700,000	$1,510,000
Niu Beach	$3,165,000	$2,400,000	$1,695,000	$2,650,000	$2,450,000	$2,550,000
Pacific Heights	$1,065,000	$720,000	$1,012,500	$721,250	$644,500	$1,160,000
Paiko Lagoon	$0	$3,150,000	$2,500,000	$2,170,000	$1,267,500	$0
Portlock	$2,700,000	$3,175,000	$2,200,000	$1,955,000	$2,500,000	$2,850,288
Puupanini	$2,347,500	$1,162,500	$1,100,000	$2,337,500	$1,275,000	$1,133,061
Tantalus	$0	$1,200,000	$0	$1,918,750	$0	$1,775,000
Triangle	$1,315,000	$1,130,000	$1,100,000	$1,135,000	$1,237,500	$1,250,000
Waialae Golf Course	$1,510,000	$4,650,000	$2,300,000	$1,900,000	$2,500,000	$2,400,000
Waialae Iki	$1,250,000	$1,250,000	$1,300,000	$1,250,000	$1,295,000	$1,335,000
Waialae Nui Rdge	$940,000	$907,500	$925,000	$908,444	$1,257,500	$1,000,000
Wailupe Area	$0	$0	$1,505,000	$3,100,000	$0	$1,650,000

Kahala Associates REAL ESTATE

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