



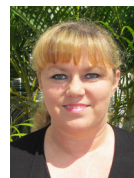
<u>SINGLE FAMILY RESIDENTIAL SALES</u>	OCT. 2012 Units	OCT. 2013 Units	OCT. 2012 Median Price	OCT. 2013 Median Price	<u>CONDOMINIUM SALES</u>	OCT. 2012 Units	OCT. 2013 Units	OCT. 2012 Median Price	OCT. 2013 Median Price	<u>LAND SALES</u>	OCT. 2012 Units	OCT. 2013 Units	OCT. 2012 Median Price	OCT. 2013 Median Price
Puna	42	59	\$141,750	\$159,000	Puna	0	0	\$0	\$0	Puna	53	79	\$21,400	\$18,000
South Hilo	15	27	\$463,500	\$339,000	South Hilo	4	7	\$80,000	\$72,000	South Hilo	9	12	\$262,000	\$179,500
North Hilo	4	0	\$340,750	\$0	North Hilo	0	0	\$0	\$0	North Hilo	0	1	\$0	\$214,500
Hamakua	3	2	\$300,000	\$415,000	Hamakua	0	0	\$0	\$0	Hamakua	3	0	\$100,000	\$0
North Kohala	4	1	\$275,000	\$208,850	North Kohala	0	0	\$0	\$0	North Kohala	4	3	\$165,000	\$312,500
South Kohala	21	18	\$350,000	\$436,548	South Kohala	9	25	\$395,000	\$244,200	South Kohala	2	2	\$102,575	\$260,000
North Kona	47	28	\$425,000	\$429,086	North Kona	32	27	\$182,500	\$225,000	North Kona	10	21	\$177,500	\$175,000
South Kona	9	7	\$368,000	\$425,000	South Kona	0	1	\$0	\$130,501	South Kona	7	6	\$189,000	\$52,500
Ka'u	12	10	\$135,000	\$129,950	Ka'u	0	1	\$0	\$150,000	Ka'u	14	11	\$14,250	\$19,500
SUMMARY	157	152	\$299,999	\$271,000	SUMMARY	45	61	\$215,000	\$218,950	SUMMARY	102	135	\$28,000	\$31,000

Big Island Active Listings*			
Month	Residential	Condominium	Vacant Land
Oct-12	45	12	70
Nov-12	44	10	85
Dec-12	44	8	96
Jan-13	77	24	134
Feb-13	69	15	132
Mar-13	62	23	171
Apr-13	96	24	153
May-13	122	31	166
Jun-13	127	33	145
July-13	130	33	150
Aug-13	126	54	159
Sept-13	162	50	120
Oct-13	148	52	155

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Our Promise

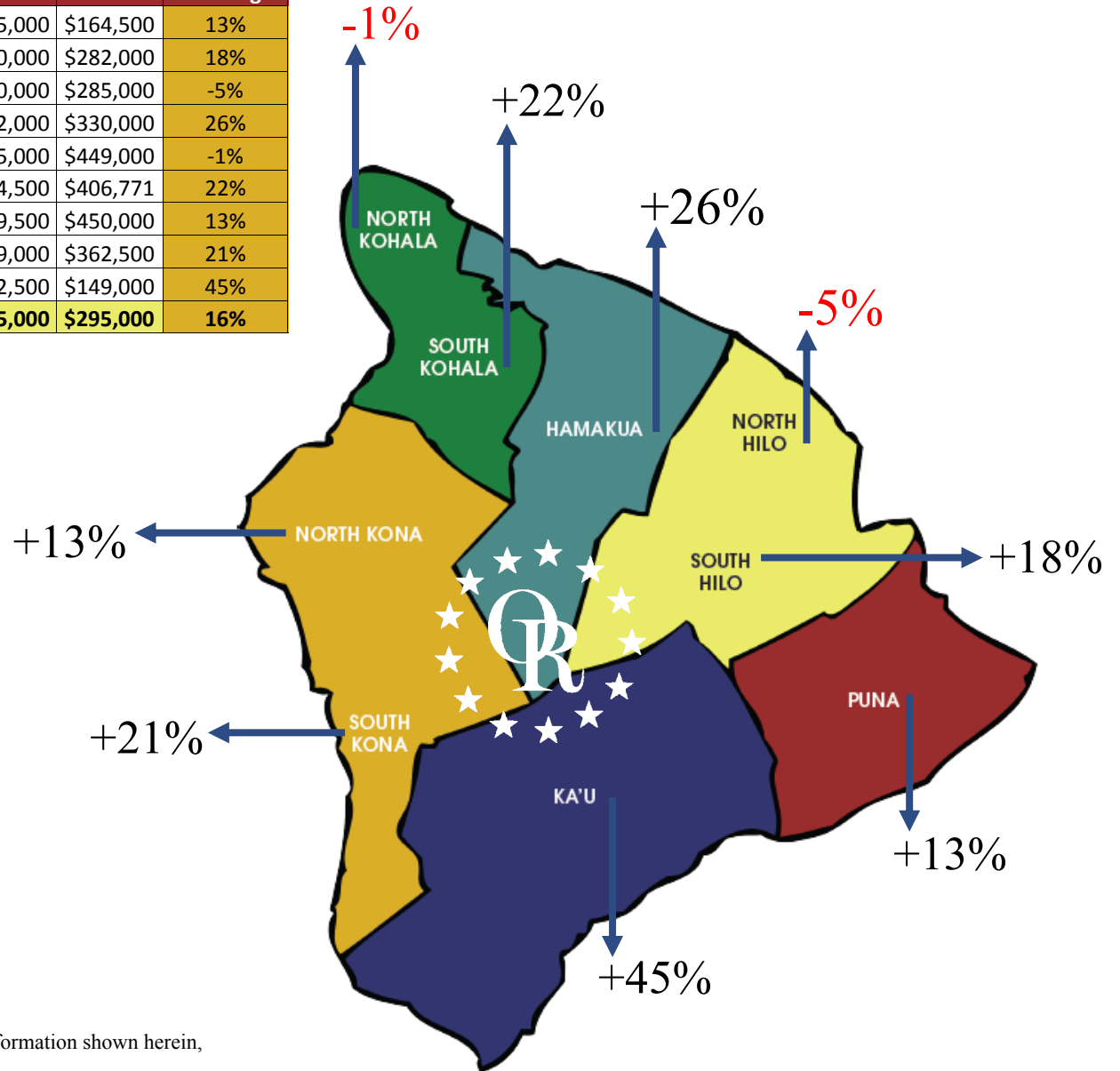
"We increase the value of real estate transactions for all participants by identifying, underwriting and managing each transaction with the highest standards of technical skill, client service and professional integrity"

2013 SINGLE FAMILY Year to Date Median Sales Price

(comparing 01/01/2012 thru 10/31/2012 with 01/01/2013 thru 10/31/2013)

SINGLE FAMILY Year to Date Sales	2012	2013	% Change
Puna	407	480	18%
South Hilo	156	211	35%
North Hilo	19	20	5%
Hamakua	39	41	5%
North Kohala	43	61	42%
South Kohala	172	185	8%
North Kona	358	412	15%
South Kona	51	69	35%
Ka'u	90	88	-2%
SUMMARY	1335	1567	17%

2012 Median Sales Price	2013 Median Sales Price	% Change
\$145,000	\$164,500	13%
\$240,000	\$282,000	18%
\$300,000	\$285,000	-5%
\$262,000	\$330,000	26%
\$455,000	\$449,000	-1%
\$334,500	\$406,771	22%
\$399,500	\$450,000	13%
\$299,000	\$362,500	21%
\$102,500	\$149,000	45%
\$255,000	\$295,000	16%



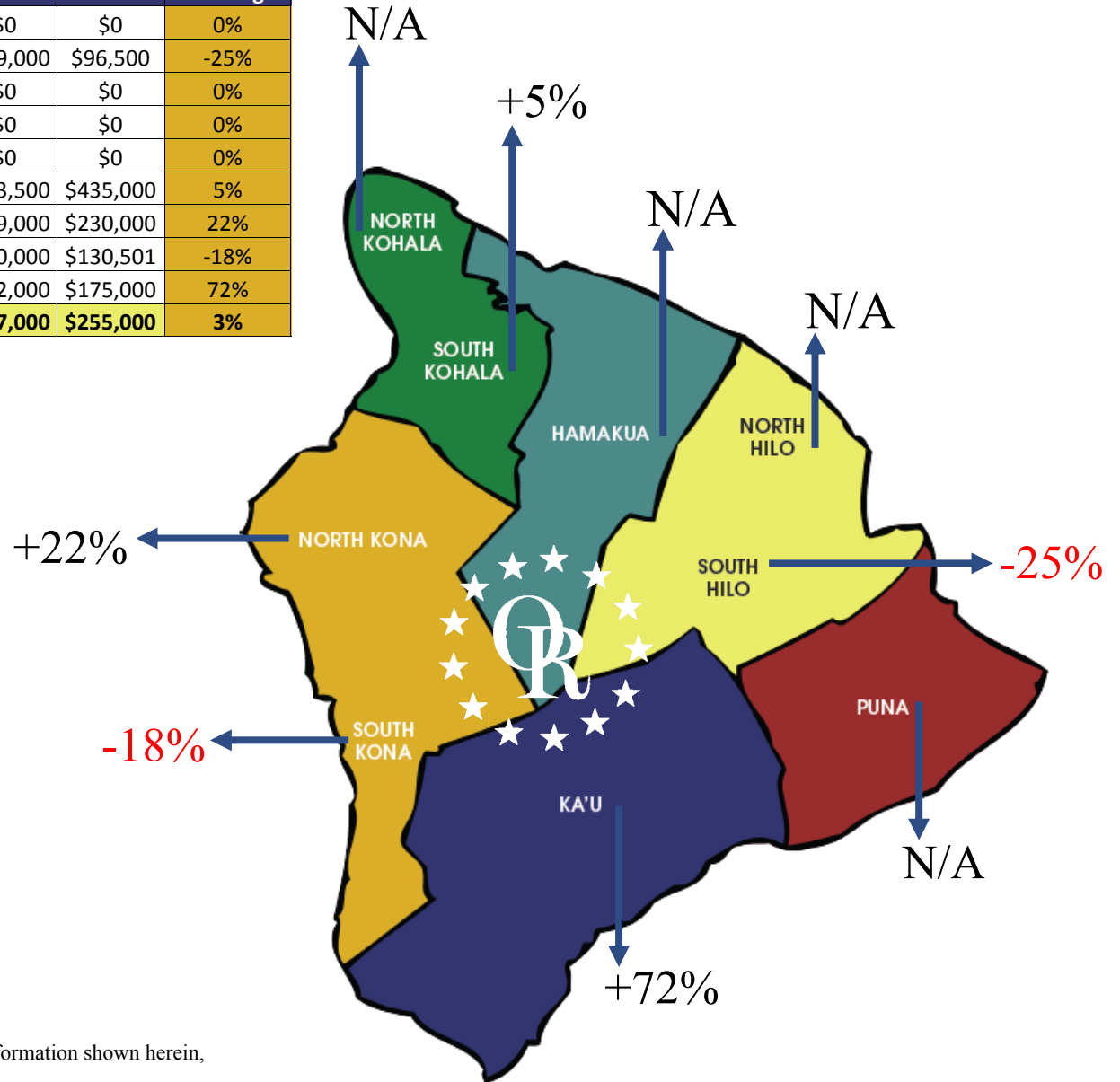
'All information taken from Hawaii Information Services. MLS data information shown herein, while not guaranteed, is derived from sources deemed reliable.'

2013 CONDOMINIUM Year to Date Median Sales Price

(comparing 01/01/2012 thru 10/31/2012 with 01/01/2013 thru 10/31/2013)

CONDOMINIUM Year to Date Sales	2012	2013	% Change
Puna	0	0	0%
South Hilo	35	49	40%
North Hilo	0	0	0%
Hamakua	0	0	0%
North Kohala	0	0	0%
South Kohala	176	185	5%
North Kona	295	306	4%
South Kona	1	1	0%
Ka'u	1	2	100%
SUMMARY	508	543	7%

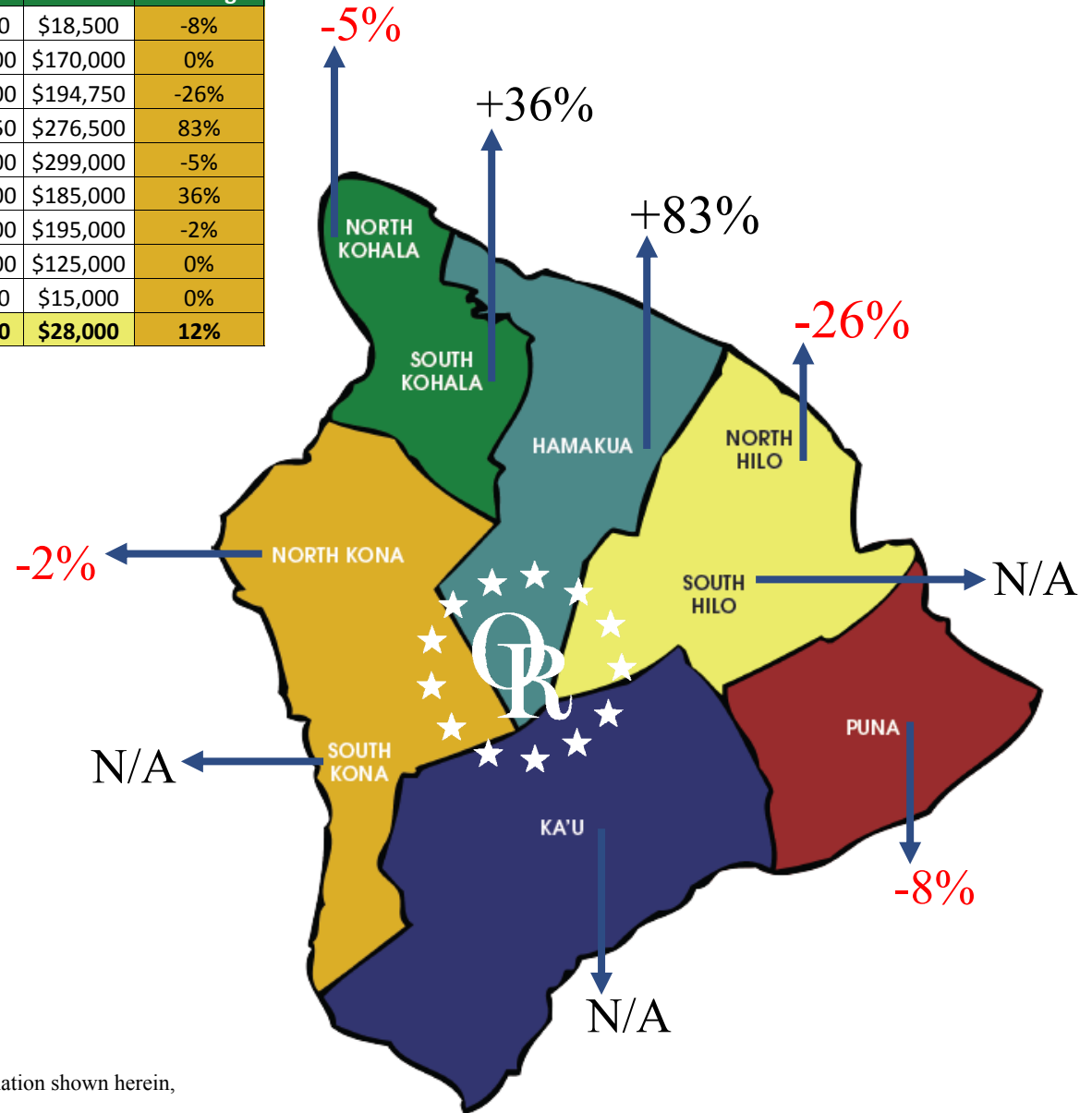
2012 Median Sales Price	2013 Median Sales Price	% Change
\$0	\$0	0%
\$129,000	\$96,500	-25%
\$0	\$0	0%
\$0	\$0	0%
\$0	\$0	0%
\$413,500	\$435,000	5%
\$189,000	\$230,000	22%
\$160,000	\$130,501	-18%
\$102,000	\$175,000	72%
\$247,000	\$255,000	3%



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<u>LAND</u> Year to Date Sales	2012	2013	% Change
Puna	484	761	57%
South Hilo	48	85	77%
North Hilo	6	12	100%
Hamakua	16	16	0%
North Kohala	30	42	40%
South Kohala	38	53	39%
North Kona	87	155	78%
South Kona	29	53	83%
Ka'u	107	145	36%
SUMMARY	845	1322	56%

2012 Median Sales Price	2013 Median Sales Price	% Change
\$20,000	\$18,500	-8%
\$170,000	\$170,000	0%
\$264,500	\$194,750	-26%
\$151,250	\$276,500	83%
\$315,000	\$299,000	-5%
\$136,000	\$185,000	36%
\$199,000	\$195,000	-2%
\$125,000	\$125,000	0%
\$15,000	\$15,000	0%
\$25,000	\$28,000	12%



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