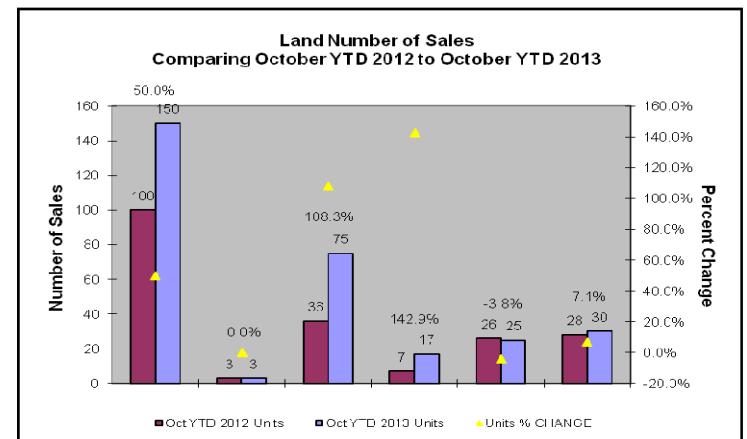
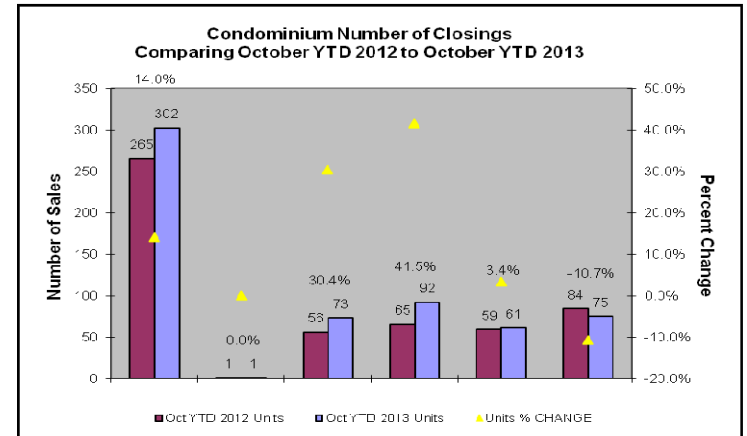
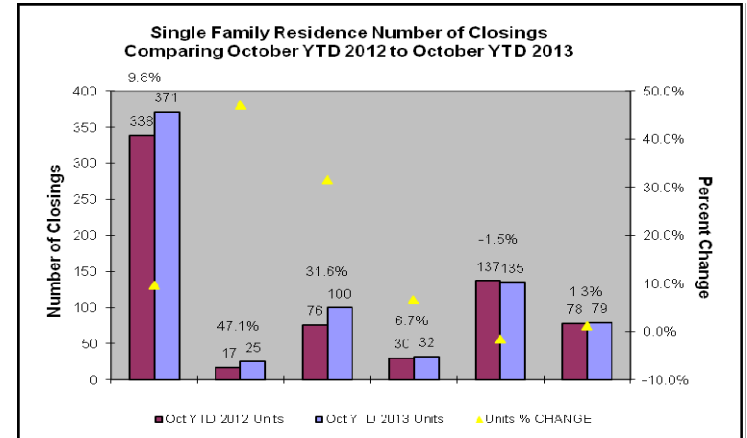


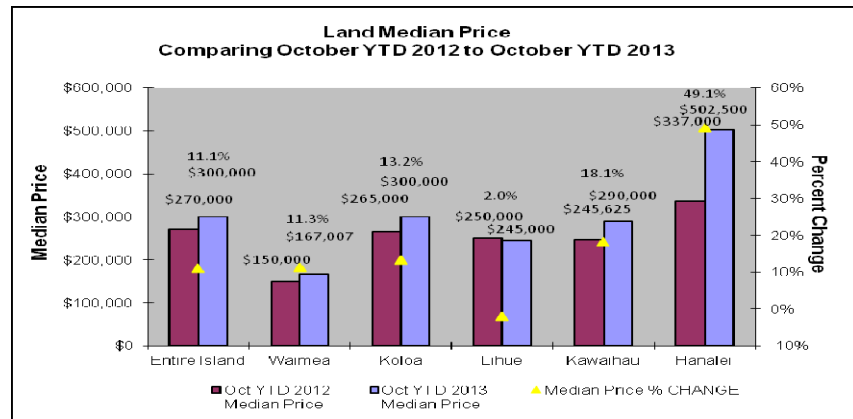
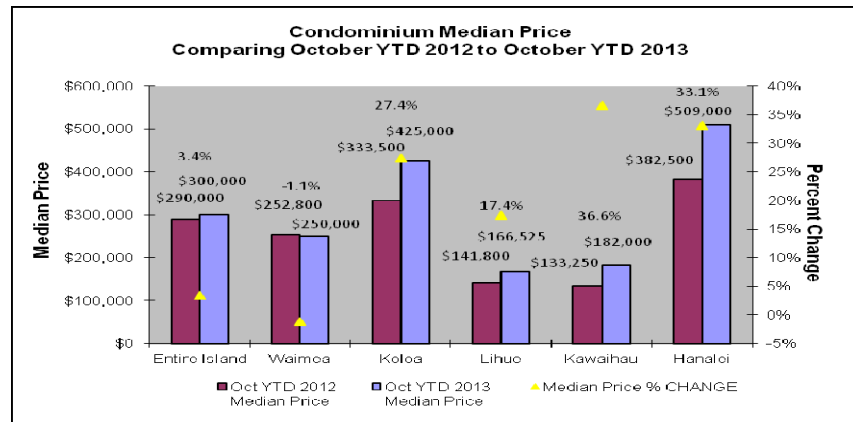
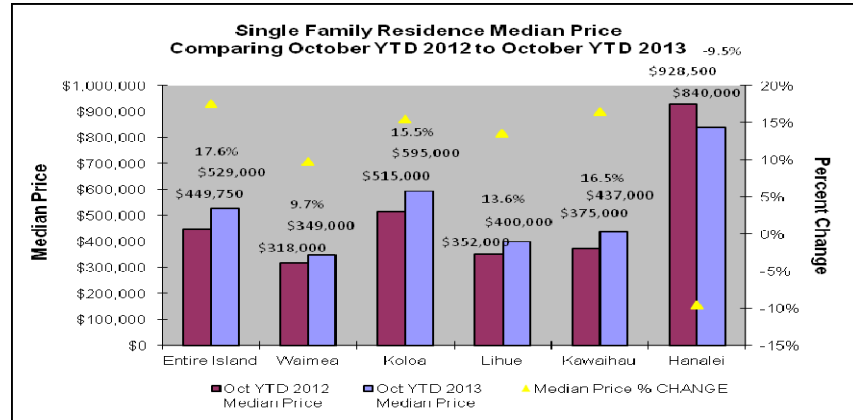
Number of Closings

SINGLE FAMILY RESIDENCE	Oct 2012 Units	Oct 2013 Units	Units % CHANGE	Oct YTD 2012 Units	Oct YTD 2013 Units	Units % CHANGE
Entire Island	39	29	-25.6%	338	371	9.8%
Waimea	1	3	200.0%	17	25	47.1%
Koloa	8	8	0.0%	76	100	31.6%
Lihue	2	5	150.0%	30	32	6.7%
Kawaihau	21	7	-66.7%	137	135	-1.5%
Hanalei	7	6	-14.3%	78	79	1.3%
CONDOMINIUM	Oct 2012 Units	Oct 2013 Units	Units % CHANGE	Oct YTD 2012 Units	Oct YTD 2013 Units	Units % CHANGE
Entire Island	29	33	13.8%	265	302	14.0%
Waimea	0	0		1	1	0.0%
Koloa	5	6	20.0%	56	73	30.4%
Lihue	9	14	55.6%	65	92	41.5%
Kawaihau	6	6	0.0%	59	61	3.4%
Hanalei	9	7	-22.2%	84	75	-10.7%
LAND	Oct 2012 Units	Oct 2013 Units	Units % CHANGE	Oct YTD 2012 Units	Oct YTD 2013 Units	Units % CHANGE
Entire Island	5	15	200.0%	100	150	50.0%
Waimea	0	0		3	3	0.0%
Koloa	2	6	200.0%	36	75	108.3%
Lihue	0	0		7	17	142.9%
Kawaihau	1	4	300.0%	26	25	-3.8%
Hanalei	2	5	150.0%	28	30	7.1%



*All information taken from Kauai Board of Realtors, MLS Sales Data information shown herein, while not guaranteed, is derived from sources deemed reliable.

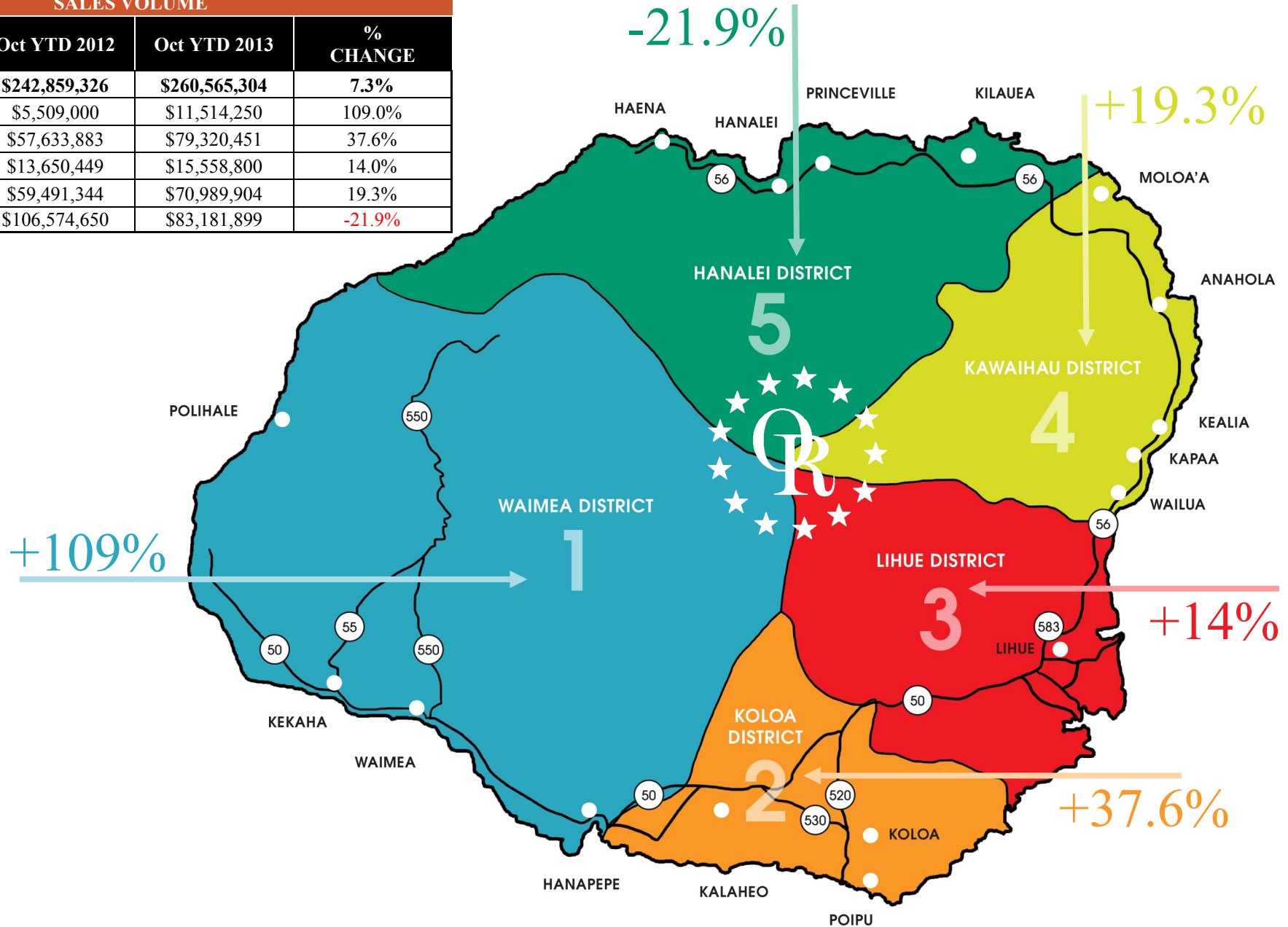
Median Price			
SINGLE FAMILY RESIDENCE	Oct YTD 2012 Median Price	Oct YTD 2013 Median Price	Median Price % CHANGE
Entire Island	\$449,750	\$529,000	17.6%
Waimea	\$318,000	\$349,000	9.7%
Koloa	\$515,000	\$595,000	15.5%
Lihue	\$352,000	\$400,000	13.6%
Kawaihau	\$375,000	\$437,000	16.5%
Hanalei	\$928,500	\$840,000	-9.5%
CONDO-MINIUM	Oct YTD 2012 Median Price	Oct YTD 2013 Median Price	Median Price % CHANGE
Entire Island	\$290,000	\$300,000	3.4%
Waimea	\$252,800	\$250,000	-1.1%
Koloa	\$333,500	\$425,000	27.4%
Lihue	\$141,800	\$166,525	17.4%
Kawaihau	\$133,250	\$182,000	36.6%
Hanalei	\$382,500	\$509,000	33.1%
LAND	Oct YTD 2012 Median Price	Oct YTD 2013 Median Price	Median Price % CHANGE
Entire Island	\$270,000	\$300,000	11.1%
Waimea	\$150,000	\$167,007	11.3%
Koloa	\$265,000	\$300,000	13.2%
Lihue	\$250,000	\$245,000	-2.0%
Kawaihau	\$245,625	\$290,000	18.1%
Hanalei	\$337,000	\$502,500	49.1%



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SALES VOLUME

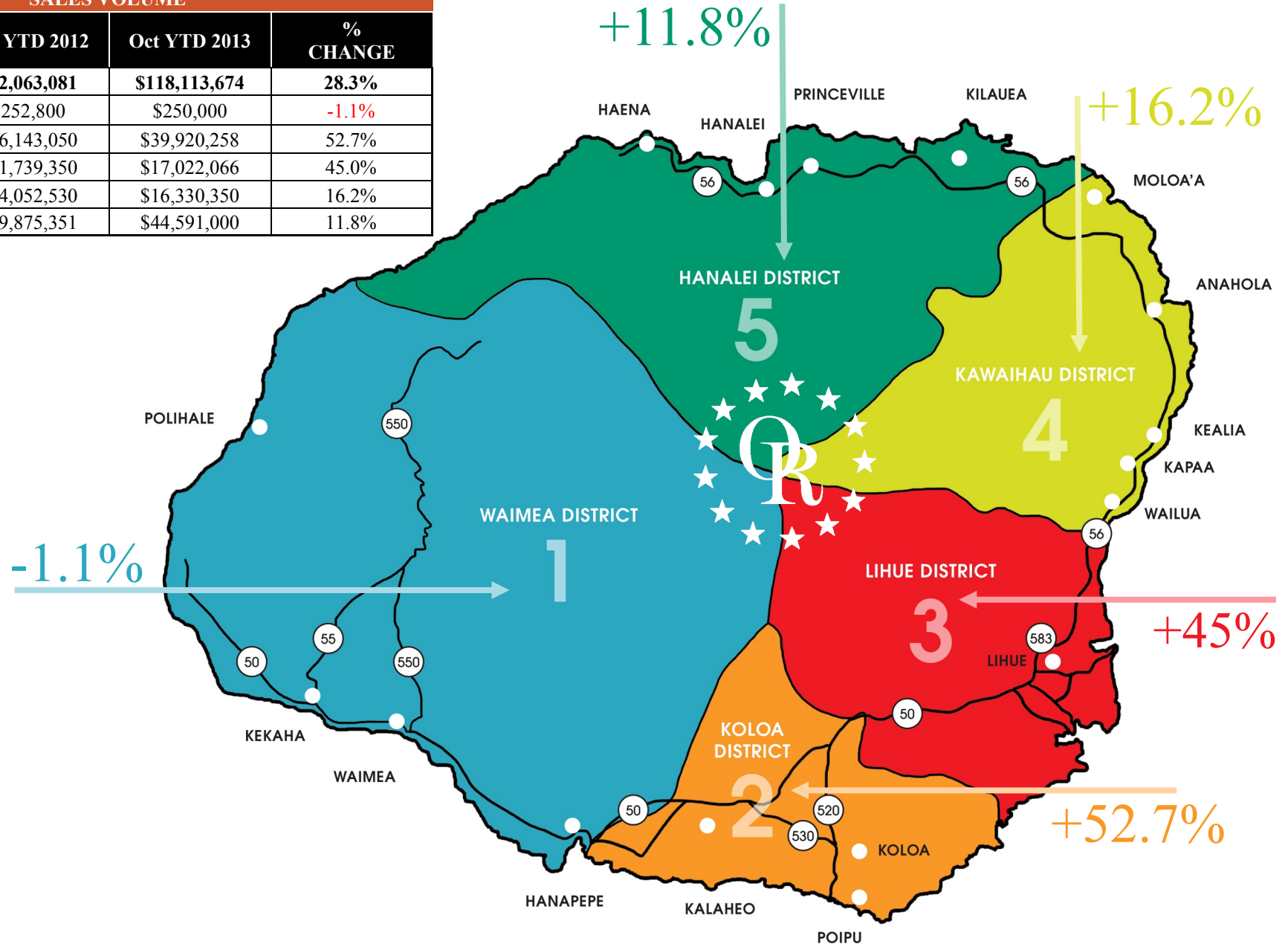
Single Family Residence	Oct YTD 2012	Oct YTD 2013	% CHANGE
Entire Island	\$242,859,326	\$260,565,304	7.3%
Waimea	\$5,509,000	\$11,514,250	109.0%
Koloa	\$57,633,883	\$79,320,451	37.6%
Lihue	\$13,650,449	\$15,558,800	14.0%
Kawaihau	\$59,491,344	\$70,989,904	19.3%
Hanalei	\$106,574,650	\$83,181,899	-21.9%



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SALES VOLUME

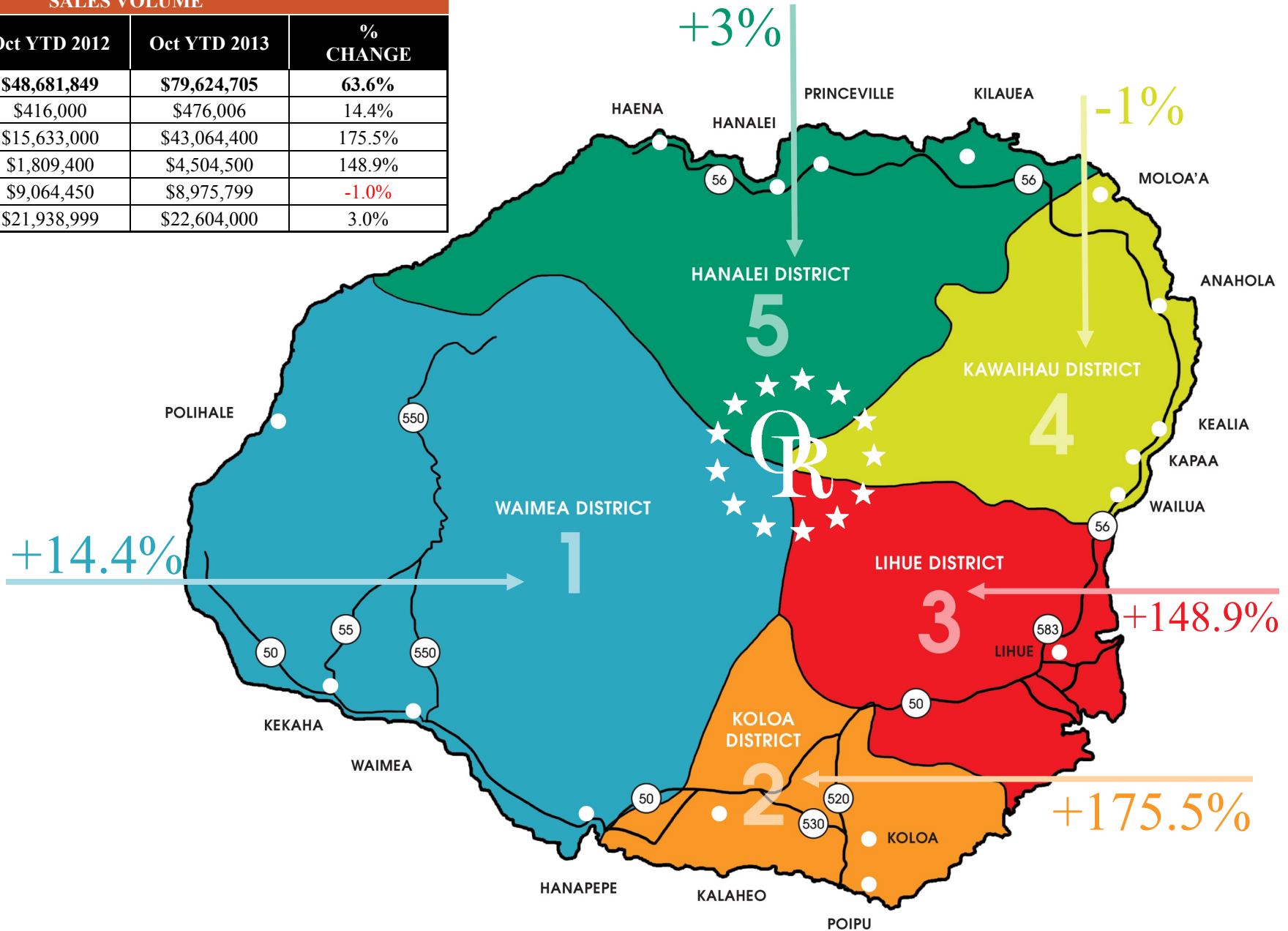
Condominium	Oct YTD 2012	Oct YTD 2013	% CHANGE
Entire Island	\$92,063,081	\$118,113,674	28.3%
Waimea	\$252,800	\$250,000	-1.1%
Koloa	\$26,143,050	\$39,920,258	52.7%
Lihue	\$11,739,350	\$17,022,066	45.0%
Kawaihau	\$14,052,530	\$16,330,350	16.2%
Hanalei	\$39,875,351	\$44,591,000	11.8%



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SALES VOLUME

Land	Oct YTD 2012	Oct YTD 2013	% CHANGE
Entire Island	\$48,681,849	\$79,624,705	63.6%
Waimea	\$416,000	\$476,006	14.4%
Koloa	\$15,633,000	\$43,064,400	175.5%
Lihue	\$1,809,400	\$4,504,500	148.9%
Kauai	\$9,064,450	\$8,975,799	-1.0%
Hanalei	\$21,938,999	\$22,604,000	3.0%



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What is Absorption Rate?* The rate at which available homes are sold in a specific real estate market during a given time period. It is calculated by dividing the total number of available homes by the number of sales per month. The figure shows how many months it will take to exhaust the current supply of homes on the market. A high absorption rate may indicate that the supply of available homes will shrink rapidly, increasing the odds that a homeowner will sell a piece of property in a shorter period of time.

Investopedia explains 'Absorption Rate'

For example, suppose that a city has 1,000 homes currently on the market to be sold. If buyers snap up 100 homes per month, the supply of homes will be exhausted in 10 months (1,000 homes divided by 100 homes sold per month). If a homeowner is looking to sell a piece of property, he knows that half of the market will be sold out in five months. This rate does not take in to account additional homes that enter the market. The absorption rate can also be a signal to developers to start building new homes.

October Absorption Rate	Inventory as of October 31, 2012**	Inventory as of October 31, 2013**
Active Listings of Single Family Residence (SFR)	436	470
SFR Absorption Rate	11 Months of SFR Inventory Available	16 Months of SFR Inventory Available
Active Listings of Condominiums	351	322
Condominium Absorption Rate	12 Months of Condo Inventory Available	10 Months of Condo Inventory Available
Active Listings of Land	386	317
Land Absorption Rate	77 Months of Land Inventory Available	21 Months of Land Inventory Available

September Absorption Rate	Inventory as of October 31, 2012**	Inventory as of October 31, 2013**
Active Listings of Single Family Residence (SFR)	436	470
SFR Absorption Rate	13 Months of SFR Inventory Available	12 Months of SFR Inventory Available
Active Listings of Condominiums	351	322
Condominium Absorption Rate	17 Months of Condo Inventory Available	12 Months of Condo Inventory Available
Active Listings of Land	386	317
Land Absorption Rate	48 Months of Land Inventory Available	26 Months of Land Inventory Available



*Definition Source: Investopedia

**Active Listings includes pending and contingent listings. Inventory as of October 31st of each year.
All information provided by Hawaii Information, while not guaranteed, is derived from sources deemed reliable.

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