

**MLS Sales Statistics**

**Number of Sales**

|                            | 59              |      | 58         |            | 577            |      | 618        |            | 41         |            | 7.11% |   |
|----------------------------|-----------------|------|------------|------------|----------------|------|------------|------------|------------|------------|-------|---|
|                            | <b>MONTH OF</b> |      | #          | %          | <b>YEAR</b>    |      | #          | %          | Increase / | Increase / | #     | % |
|                            | <b>October</b>  |      |            |            | <b>TO DATE</b> |      |            |            |            |            |       |   |
| <b>Kauai Island</b>        | 2010            | 2011 | Increase / | Increase / | 2010           | 2011 | <Decrease> | <Decrease> |            |            |       |   |
| Residential                | 26              | 26   | 0          | 0.00%      | 276            | 294  | 18         | 6.52%      |            |            |       |   |
| Vacant Land                | 11              | 10   | <1>        | <9.09%>    | 93             | 80   | <13>       | <13.98%>   |            |            |       |   |
| <b>ENTIRE</b> Commercial   | 0               | 2    | 2          | 0.00%      | 8              | 9    | 1          | 12.50%     |            |            |       |   |
| Condominium                | 22              | 20   | <2>        | <9.09%>    | 200            | 233  | 33         | 16.50%     |            |            |       |   |
| Business                   | 0               | 0    | 0          |            | 0              | 2    | 2          | 0.00%      |            |            |       |   |
| Residential                | 0               | 3    | 3          | 0.00%      | 14             | 25   | 11         | 78.57%     |            |            |       |   |
| Vacant Land                | 0               | 0    | 0          |            | 4              | 2    | <2>        | <50.00%>   |            |            |       |   |
| <b>WAIMEA</b> Commercial   | 0               | 1    | 1          | 0.00%      | 0              | 1    | 1          | 0.00%      |            |            |       |   |
| Condominium                | 0               | 0    | 0          |            | 0              | 0    | 0          |            |            |            |       |   |
| Business                   | 0               | 0    | 0          |            | 0              | 0    | 0          |            |            |            |       |   |
| Residential                | 0               | 5    | 5          | 0.00%      | 63             | 65   | 2          | 3.17%      |            |            |       |   |
| Vacant Land                | 4               | 3    | <1>        | <25.00%>   | 33             | 26   | <7>        | <21.21%>   |            |            |       |   |
| <b>KOLOA</b> Commercial    | 0               | 0    | 0          |            | 2              | 4    | 2          | 100.00%    |            |            |       |   |
| Condominium                | 7               | 6    | <1>        | <14.29%>   | 35             | 38   | 3          | 8.57%      |            |            |       |   |
| Business                   | 0               | 0    | 0          |            | 0              | 1    | 1          | 0.00%      |            |            |       |   |
| Residential                | 2               | 4    | 2          | 100.00%    | 33             | 30   | <3>        | <9.09%>    |            |            |       |   |
| Vacant Land                | 0               | 0    | 0          |            | 11             | 7    | <4>        | <36.36%>   |            |            |       |   |
| <b>LIHUE</b> Commercial    | 0               | 0    | 0          |            | 1              | 1    | 0          | 0.00%      |            |            |       |   |
| Condominium                | 6               | 4    | <2>        | <33.33%>   | 64             | 85   | 21         | 32.81%     |            |            |       |   |
| Business                   | 0               | 0    | 0          |            | 0              | 0    | 0          |            |            |            |       |   |
| Residential                | 16              | 4    | <12>       | <75.00%>   | 97             | 96   | <1>        | <1.03%>    |            |            |       |   |
| Vacant Land                | 4               | 3    | <1>        | <25.00%>   | 23             | 24   | 1          | 4.35%      |            |            |       |   |
| <b>KAWAIHAU</b> Commercial | 0               | 1    | 1          | 0.00%      | 4              | 2    | <2>        | <50.00%>   |            |            |       |   |
| Condominium                | 6               | 4    | <2>        | <33.33%>   | 46             | 46   | 0          | 0.00%      |            |            |       |   |
| Business                   | 0               | 0    | 0          |            | 0              | 0    | 0          |            |            |            |       |   |
| Residential                | 8               | 10   | 2          | 25.00%     | 69             | 78   | 9          | 13.04%     |            |            |       |   |
| Vacant Land                | 3               | 4    | 1          | 33.33%     | 22             | 21   | <1>        | <4.55%>    |            |            |       |   |
| <b>HANAIEI</b> Commercial  | 0               | 0    | 0          |            | 1              | 1    | 0          | 0.00%      |            |            |       |   |
| Condominium                | 3               | 6    | 3          | 100.00%    | 55             | 64   | 9          | 16.36%     |            |            |       |   |
| Business                   | 0               | 0    | 0          |            | 0              | 1    | 1          | 0.00%      |            |            |       |   |

**MLS Sales Statistics**

**Sales Volume**

|                     |                | 29,354,700      | 28,471,500 | <883,200>   | <3.01%>    | 307,699,359    | 308,376,823 | 677,464      | 0.22%      |
|---------------------|----------------|-----------------|------------|-------------|------------|----------------|-------------|--------------|------------|
|                     |                | <b>MONTH OF</b> |            | <b>#</b>    | <b>%</b>   | <b>YEAR</b>    |             | <b>#</b>     | <b>%</b>   |
| <b>Kauai Island</b> | <b>October</b> |                 |            | Increase /  | Increase / | <b>TO DATE</b> |             | Increase /   | Increase / |
|                     | 2010           | 2011            |            | <Decrease>  | <Decrease> | 2010           | 2011        | <Decrease>   | <Decrease> |
|                     | Residential    | 16,447,300      | 13,932,450 | <2,514,850> | <15.29%>   | 181,638,074    | 202,607,923 | 20,969,849   | 11.54%     |
|                     | Vacant Land    | 7,866,000       | 6,790,000  | <1,076,000> | <13.68%>   | 53,178,750     | 37,940,000  | <15,238,750> | <28.66%>   |
| <b>ENTIRE</b>       | Commercial     | 0               | 876,000    | 876,000     | 0.00%      | 9,272,000      | 4,490,000   | <4,782,000>  | <51.57%>   |
|                     | Condominium    | 5,041,400       | 6,873,050  | 1,831,650   | 36.33%     | 63,610,535     | 62,032,900  | <1,577,635>  | <2.48%>    |
|                     | Business       | 0               | 0          | 0           |            | 0              | 1,306,000   | 1,306,000    | 0.00%      |
|                     | Residential    | 0               | 815,000    | 815,000     | 0.00%      | 6,346,000      | 9,979,600   | 3,633,600    | 57.26%     |
|                     | Vacant Land    | 0               | 0          | 0           |            | 410,000        | 308,000     | <102,000>    | <24.88%>   |
| <b>WAIMEA</b>       | Commercial     | 0               | 326,000    | 326,000     | 0.00%      | 0              | 326,000     | 326,000      | 0.00%      |
|                     | Condominium    | 0               | 0          | 0           |            | 0              | 0           | 0            |            |
|                     | Business       | 0               | 0          | 0           |            | 0              | 0           | 0            |            |
|                     | Residential    | 0               | 2,207,450  | 2,207,450   | 0.00%      | 39,263,223     | 39,156,350  | <106,873>    | <0.27%>    |
|                     | Vacant Land    | 1,094,000       | 1,555,000  | 461,000     | 42.14%     | 9,546,750      | 14,352,000  | 4,805,250    | 50.33%     |
| <b>KOLOA</b>        | Commercial     | 0               | 0          | 0           |            | 1,635,000      | 1,764,000   | 129,000      | 7.89%      |
|                     | Condominium    | 1,773,500       | 2,455,550  | 682,050     | 38.46%     | 14,349,900     | 17,747,015  | 3,397,115    | 23.67%     |
|                     | Business       | 0               | 0          | 0           |            | 0              | 1,244,000   | 1,244,000    | 0.00%      |
|                     | Residential    | 1,040,000       | 1,875,000  | 835,000     | 80.29%     | 15,715,150     | 10,874,875  | <4,840,275>  | <30.80%>   |
|                     | Vacant Land    | 0               | 0          | 0           |            | 2,888,000      | 1,537,500   | <1,350,500>  | <46.76%>   |
| <b>LIHUE</b>        | Commercial     | 0               | 0          | 0           |            | 1,050,000      | 600,000     | <450,000>    | <42.86%>   |
|                     | Condominium    | 814,900         | 995,000    | 180,100     | 22.10%     | 11,063,640     | 9,979,085   | <1,084,555>  | <9.80%>    |
|                     | Business       | 0               | 0          | 0           |            | 0              | 0           | 0            |            |
|                     | Residential    | 8,994,300       | 1,390,500  | <7,603,800> | <84.54%>   | 59,878,801     | 44,670,949  | <15,207,852> | <25.40%>   |
|                     | Vacant Land    | 1,134,000       | 2,930,000  | 1,796,000   | 158.38%    | 8,043,000      | 9,161,000   | 1,118,000    | 13.90%     |
| <b>KAWAIHAU</b>     | Commercial     | 0               | 550,000    | 550,000     | 0.00%      | 3,087,000      | 1,100,000   | <1,987,000>  | <64.37%>   |
|                     | Condominium    | 1,643,000       | 1,064,500  | <578,500>   | <35.21%>   | 13,671,665     | 8,411,300   | <5,260,365>  | <38.48%>   |
|                     | Business       | 0               | 0          | 0           |            | 0              | 0           | 0            |            |
|                     | Residential    | 6,413,000       | 7,644,500  | 1,231,500   | 19.20%     | 60,434,900     | 97,926,149  | 37,491,249   | 62.04%     |
|                     | Vacant Land    | 5,638,000       | 2,305,000  | <3,333,000> | <59.12%>   | 32,291,000     | 12,581,500  | <19,709,500> | <61.04%>   |
| <b>HANAIEI</b>      | Commercial     | 0               | 0          | 0           |            | 3,500,000      | 700,000     | <2,800,000>  | <80.00%>   |
|                     | Condominium    | 810,000         | 2,358,000  | 1,548,000   | 191.11%    | 24,525,330     | 25,895,500  | 1,370,170    | 5.59%      |
|                     | Business       | 0               | 0          | 0           |            | 0              | 62,000      | 62,000       | 0.00%      |

**MLS Sales Statistics**

**Median Sales Price**

|                     | 1,235,000 | 1,794,000 | 559,000    | 45.26%     | 2,065,500 | 2,256,500 | 191,000     | 9.25%      |
|---------------------|-----------|-----------|------------|------------|-----------|-----------|-------------|------------|
|                     | MONTH OF  |           | #          | %          | YEAR      |           | #           | %          |
| <b>Kauai Island</b> | October   |           | Increase / | Increase / | TO DATE   |           | Increase /  | Increase / |
|                     | 2010      | 2011      | <Decrease> | <Decrease> | 2010      | 2011      | <Decrease>  | <Decrease> |
| Residential         | 550,000   | 379,000   | <171,000>  | <31.09%>   | 480,000   | 429,000   | <51,000>    | <10.63%>   |
| Vacant Land         | 385,000   | 605,000   | 220,000    | 57.14%     | 290,000   | 315,000   | 25,000      | 8.62%      |
| <b>ENTIRE</b>       | 0         | 438,000   | 438,000    | 0.00%      | 950,000   | 550,000   | <400,000>   | <42.11%>   |
| Condominium         | 300,000   | 372,000   | 72,000     | 24.00%     | 345,500   | 309,500   | <36,000>    | <10.42%>   |
| Business            | 0         | 0         | 0          |            | 0         | 653,000   | 653,000     | 0.00%      |
| Residential         | 0         | 270,000   | 270,000    | 0.00%      | 397,500   | 330,000   | <67,500>    | <16.98%>   |
| Vacant Land         | 0         | 0         | 0          |            | 63,750    | 154,000   | 90,250      | 141.57%    |
| <b>WAIMEA</b>       | 0         | 326,000   | 326,000    | 0.00%      | 0         | 326,000   | 326,000     | 0.00%      |
| Condominium         | 0         | 0         | 0          |            | 400,000   | 540,000   | 140,000     | 35.00%     |
| Business            | 0         | 0         | 0          |            | 0         | 0         | 0           |            |
| Residential         | 0         | 312,500   | 312,500    | 0.00%      | 477,500   | 414,000   | <63,500>    | <13.30%>   |
| Vacant Land         | 254,500   | 290,000   | 35,500     | 13.95%     | 250,000   | 287,500   | 37,500      | 15.00%     |
| <b>KOLOA</b>        | 0         | 0         | 0          |            | 817,500   | 400,000   | <417,500>   | <51.07%>   |
| Condominium         | 275,000   | 360,000   | 85,000     | 30.91%     | 400,000   | 489,000   | 89,000      | 22.25%     |
| Business            | 0         | 0         | 0          |            | 0         | 1,244,000 | 1,244,000   | 0.00%      |
| Residential         | 520,000   | 412,500   | <107,500>  | <20.67%>   | 440,000   | 355,000   | <85,000>    | <19.32%>   |
| Vacant Land         | 0         | 0         | 0          |            | 247,000   | 205,000   | <42,000>    | <17.00%>   |
| <b>LIHUE</b>        | 0         | 0         | 0          |            | 1,050,000 | 600,000   | <450,000>   | <42.86%>   |
| Condominium         | 67,500    | 260,500   | 193,000    | 285.93%    | 149,000   | 82,500    | <66,500>    | <44.63%>   |
| Business            | 0         | 0         | 0          |            | 0         | 0         | 0           |            |
| Residential         | 397,500   | 340,000   | <57,500>   | <14.47%>   | 405,000   | 350,000   | <55,000>    | <13.58%>   |
| Vacant Land         | 317,000   | 1,225,000 | 908,000    | 286.44%    | 250,000   | 322,500   | 72,500      | 29.00%     |
| <b>KAWAIHAU</b>     | 0         | 550,000   | 550,000    | 0.00%      | 632,500   | 550,000   | <82,500>    | <13.04%>   |
| Condominium         | 407,500   | 127,500   | <280,000>  | <68.71%>   | 373,000   | 274,500   | <98,500>    | <26.41%>   |
| Business            | 0         | 0         | 0          |            | 0         | 0         | 0           |            |
| Residential         | 590,000   | 669,250   | 79,250     | 13.43%     | 640,000   | 675,000   | 35,000      | 5.47%      |
| Vacant Land         | 1,000,000 | 605,000   | <395,000>  | <39.50%>   | 625,000   | 520,000   | <105,000>   | <16.80%>   |
| <b>HANAIEI</b>      | 0         | 0         | 0          |            | 3,500,000 | 700,000   | <2,800,000> | <80.00%>   |
| Condominium         | 444,000   | 584,500   | 140,500    | 31.64%     | 448,900   | 395,000   | <53,900>    | <12.01%>   |
| Business            | 0         | 0         | 0          |            | 0         | 62,000    | 62,000      | 0.00%      |