

NOVEMBER



SINGLE FAMILY



CONDOMINIUMS



VACANT LAND

MEDIAN SALES PRICE	2017	2016	2017	2016	2017	2016
	\$685,000 ▲	\$598,000	\$441,000 ▲	\$390,000	\$305,000 ▼	\$325,000

CLOSED SALES	2017	2016	2017	2016	2017	2016
	47 ▼	61	26 ▼	29	10 ▲	9

NEW ACTIVE LISTINGS	2017	2016	2017	2016	2017	2016
	36 ▼	48	25 ▲	19	11 ▼	13

VOLUME SALES	2017	2016	2017	2016	2017	2016
	\$44,903,018 ▼	\$84,327,513	\$12,610,496 ▼	\$16,213,964	\$3,289,000 ▼	\$9,382,450

NOV 2017	NOV 2016	NOV 2017	NOV 2016
Closed Sales	Closed Sales	Median Price	Median Price

**SINGLE FAMILY HOMES**

Waimea	1	8	\$420,000	\$348,500
Koloa	12	13	\$690,000	\$615,000
Lihue	5	5	\$595,000	\$600,001
Kawaihau	21	22	\$649,500	\$564,500
Hanalei	8	13	\$972,500	\$1,675,000

**CONDOMINIUMS**

Waimea	-	-	\$-	\$-
Koloa	12	13	\$505,000	\$655,000
Lihue	5	7	\$288,000	\$218,000
Kawaihau	1	5	\$200,000	\$259,000
Hanalei	8	4	\$534,500	\$777,500

**VACANT LAND**

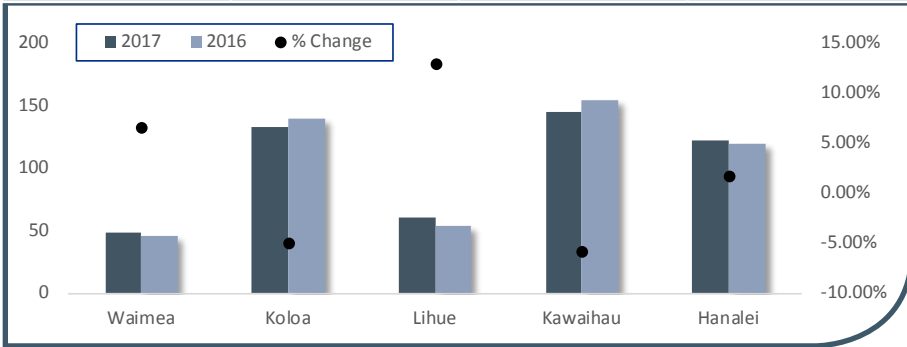
Waimea	-	2	\$-	\$215,725
Koloa	4	-	\$360,000	\$-
Lihue	1	1	\$99,000	\$325,000
Kawaihau	3	4	\$240,000	\$359,500
Hanalei	2	2	\$375,000	\$3,050,000

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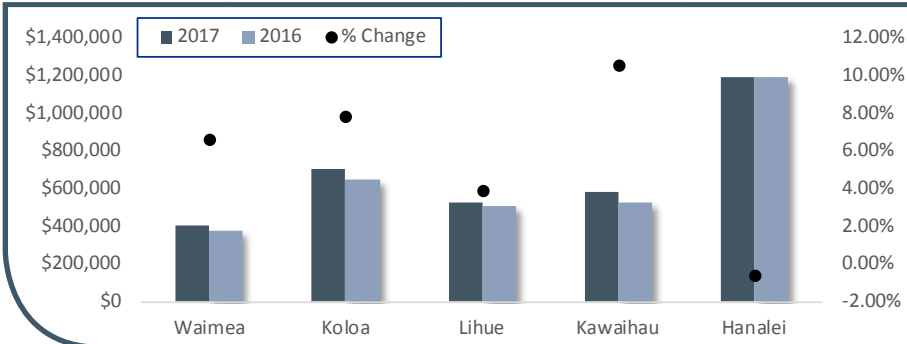
KOLOA				KAPAA						
	Bea Jeal VP, Kauai Manager, Escrow Officer BJeal@ortc.com	Kim Wallis Escrow Officer KWallis@ortc.com	Chelsey Valdez Escrow Assistant CValdez@ortc.com		Preston Brede VP, Branch Manager, Escrow Officer PBrede@ortc.com	Rochelle Keoho Escrow Officer RKeoho@ortc.com	Chasitee Kimura Escrow Assistant CKimura@ortc.com	Alison Watanabe Escrow Assistant AWatanabe@ortc.com	Allison Zarbaugh Escrow Assistant azarbaugh@ortc.com	LEAH RAGSAC Account Executive LRagsac@ortc.com Cell 808-212-4086



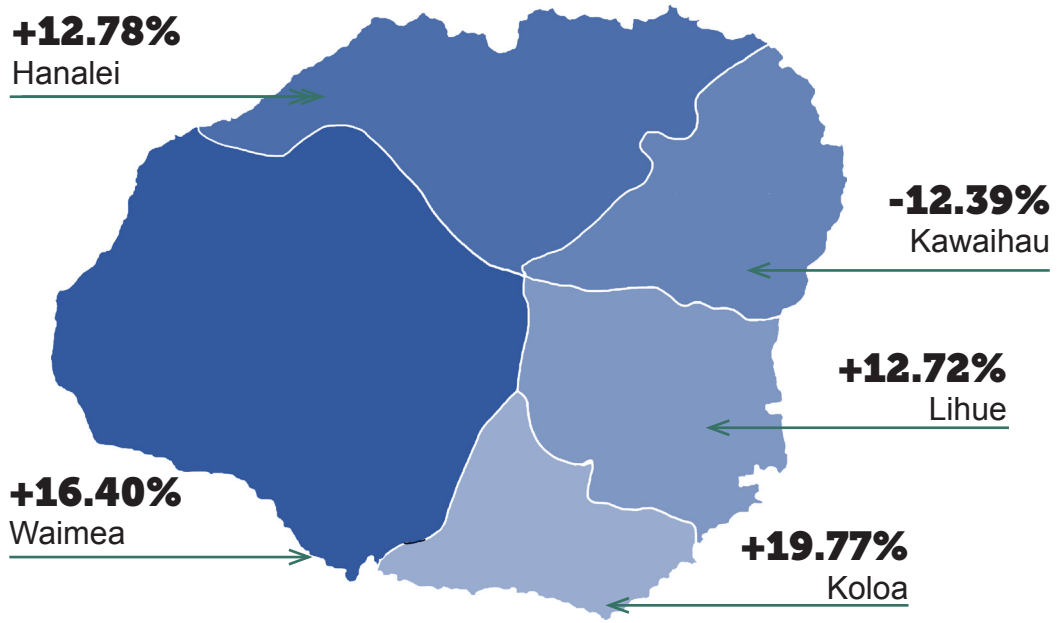
<b>CLOSED SALES</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	48	45	6.67%
Koloa	133	140	-5.00%
Lihue	61	54	12.96%
Kawaihau	145	154	-5.84%
Hanalei	122	120	1.67%
<b>SUMMARY</b>	<b>509</b>	<b>513</b>	<b>-0.78%</b>



<b>MEDIAN PRICE</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	\$400,000	\$375,000	6.67%
Koloa	\$700,000	\$649,000	7.86%
Lihue	\$530,000	\$510,000	3.92%
Kawaihau	\$585,000	\$529,000	10.59%
Hanalei	\$1,187,500	\$1,195,000	-0.63%
<b>SUMMARY</b>	<b>\$669,000</b>	<b>\$615,000</b>	<b>8.78%</b>



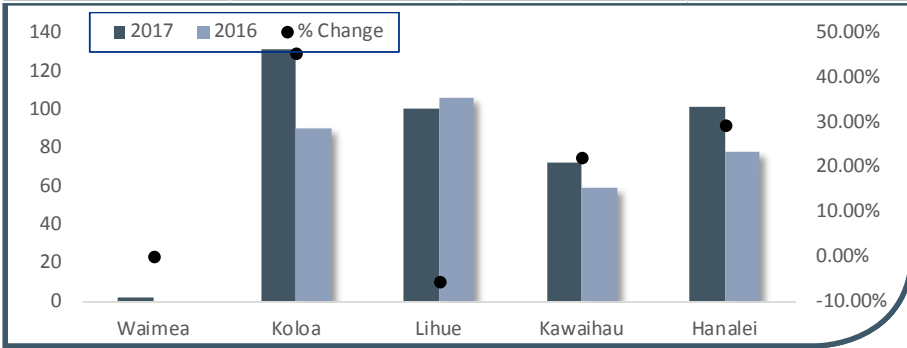
<b>SALES VOLUME</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	\$21,080,134	\$18,109,364	16.40%
Koloa	\$143,728,645	\$120,002,689	19.77%
Lihue	\$35,475,899	\$31,471,550	12.72%
Kawaihau	\$99,383,767	\$113,439,059	-12.39%
Hanalei	\$199,968,563	\$229,264,677	-12.78%
<b>SUMMARY</b>	<b>\$499,637,008</b>	<b>\$512,287,339</b>	<b>-2.47%</b>



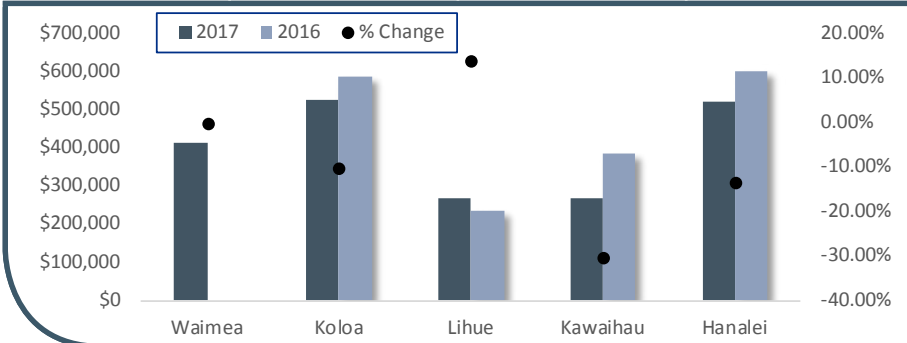
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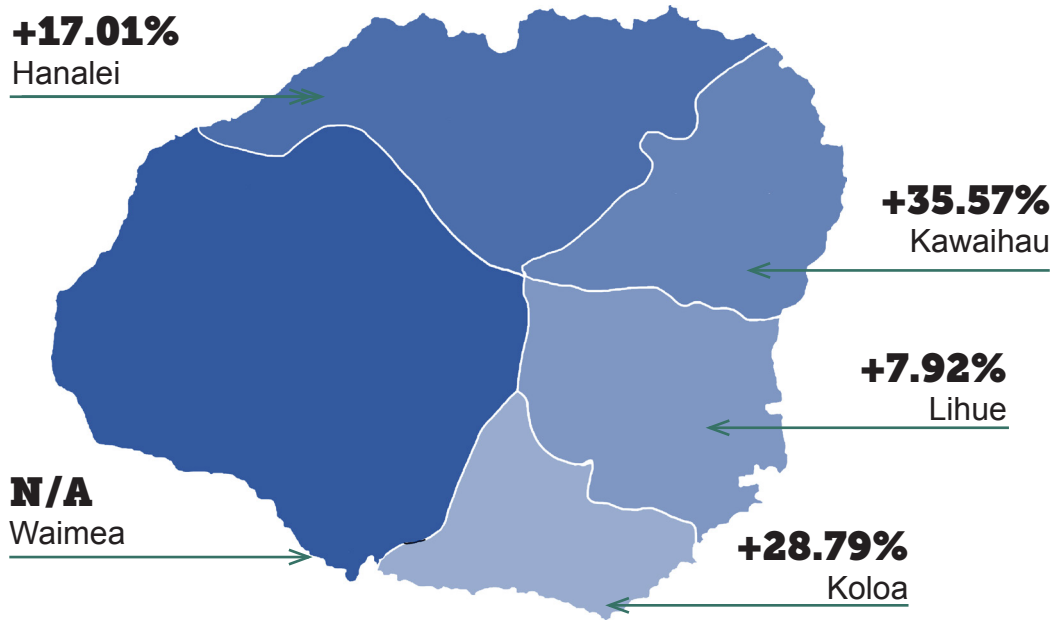
<b>CLOSED SALES</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	2	-	N/A
Koloa	131	90	45.56%
Lihue	100	106	-5.66%
Kawaihau	72	59	22.03%
Hanalei	101	78	29.49%
<b>SUMMARY</b>	<b>406</b>	<b>333</b>	<b>21.92%</b>



<b>MEDIAN PRICE</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	\$411,000	\$-	N/A
Koloa	\$525,000	\$584,629	-10.20%
Lihue	\$266,500	\$234,000	13.89%
Kawaihau	\$267,500	\$384,950	-30.51%
Hanalei	\$520,000	\$599,500	-13.26%
<b>SUMMARY</b>	<b>\$430,000</b>	<b>\$399,000</b>	<b>7.77%</b>



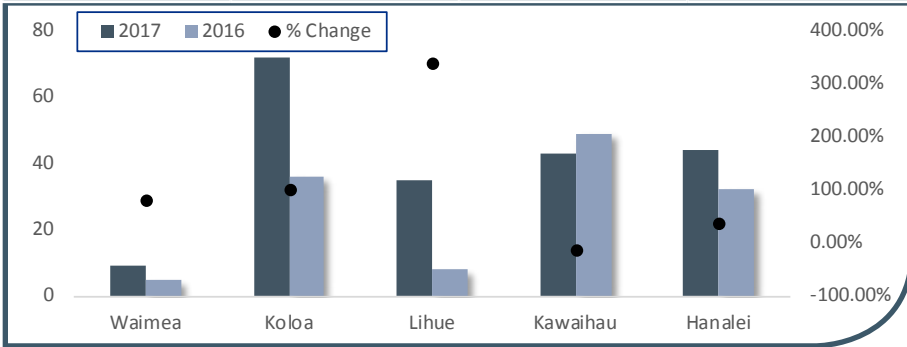
<b>SALES VOLUME</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	\$822,000	\$-	N/A
Koloa	\$73,550,313	\$57,107,372	28.79%
Lihue	\$28,893,146	\$26,772,207	7.92%
Kawaihau	\$30,385,102	\$22,412,514	35.57%
Hanalei	\$58,845,907	\$50,289,500	17.01%
<b>SUMMARY</b>	<b>\$192,496,468</b>	<b>\$156,581,593</b>	<b>22.94%</b>



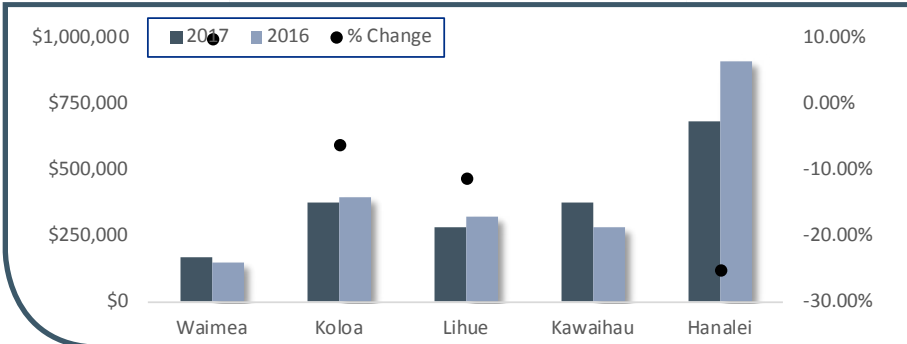
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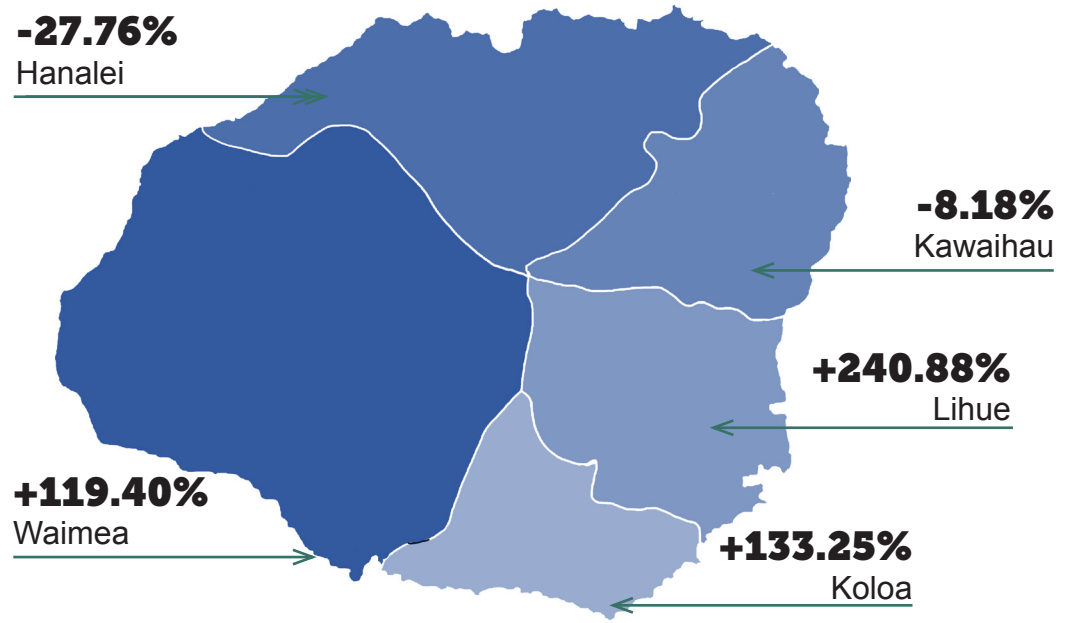
CLOSED SALES	2017	2016	% Change
Waimea	9	5	80.00%
Koloa	72	36	100.00%
Lihue	35	8	337.50%
Kawaihau	43	49	-12.24%
Hanalei	44	32	37.50%
<b>SUMMARY</b>	<b>203</b>	<b>130</b>	<b>56.15%</b>



MEDIAN PRICE	2017	2016	% Change
Waimea	\$165,000	\$150,000	10.00%
Koloa	\$373,500	\$397,500	-6.04%
Lihue	\$284,000	\$320,000	-11.25%
Kawaihau	\$375,000	\$280,000	33.93%
Hanalei	\$682,500	\$912,500	-25.21%
<b>SUMMARY</b>	<b>\$372,000</b>	<b>\$395,000</b>	<b>-5.82%</b>



SALES VOLUME	2017	2016	% Change
Waimea	\$1,714,500	\$781,450	119.40%
Koloa	\$38,745,264	\$16,611,000	133.25%
Lihue	\$10,293,000	\$3,019,500	240.88%
Kawaihau	\$21,395,160	\$23,301,070	-8.18%
Hanalei	\$36,142,000	\$50,027,500	-27.76%
<b>SUMMARY</b>	<b>\$108,289,924</b>	<b>\$93,740,520</b>	<b>15.52%</b>



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