

SEPTEMBER



SINGLE FAMILY



CONDOMINIUMS



VACANT LAND

MEDIAN SALES PRICE	2017	\$625,000 ▲	\$437,500 ▼	\$430,004 ▲
	2016	\$580,000	\$445,000	\$400,000

CLOSED SALES	2017	43 ▼	36 ▲	16 ▲
	2016	47	31	9

NEW ACTIVE LISTINGS	2017	23 ▼	17 ▼	17 ▲
	2016	30	18	16

VOLUME SALES	2017	\$54,243,507 ▲	\$18,074,500 ▲	\$12,767,007 ▲
	2016	\$34,113,175	\$13,705,507	\$3,273,500

SEPT 2017	SEPT 2016	SEPT 2017	SEPT 2016
Closed Sales	Closed Sales	Median Price	Median Price

### SINGLE FAMILY HOMES

Waimea	6	9	\$315,250	\$389,000
Koloa	10	8	\$661,250	\$635,000
Lihue	5	5	\$485,000	\$474,900
Kawaihau	11	13	\$615,000	\$580,000
Hanalei	11	12	\$1,300,000	\$880,000

### CONDOMINIUMS

Waimea	0	0	\$0	\$0
Koloa	10	6	\$530,000	\$553,304
Lihue	9	9	\$255,600	\$235,000
Kawaihau	4	6	\$270,750	\$362,475
Hanalei	13	10	\$585,000	\$584,500

### VACANT LAND

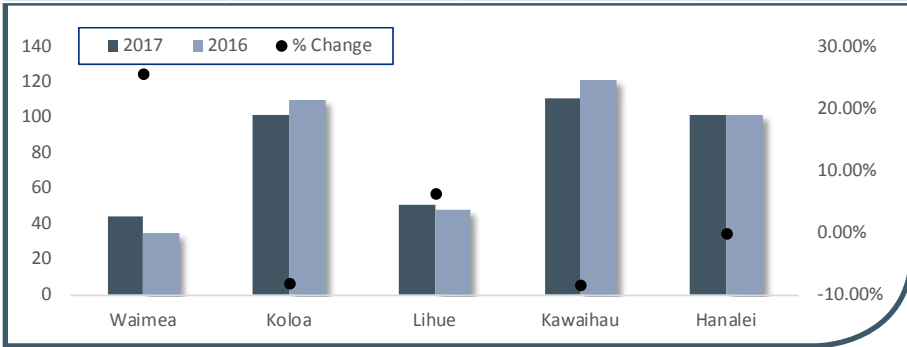
Waimea	1	0	\$30,000	\$0
Koloa	2	1	\$276,000	\$427,000
Lihue	1	1	\$335,000	\$252,500
Kawaihau	4	4	\$407,504	\$270,000
Hanalei	8	3	\$775,000	\$479,000

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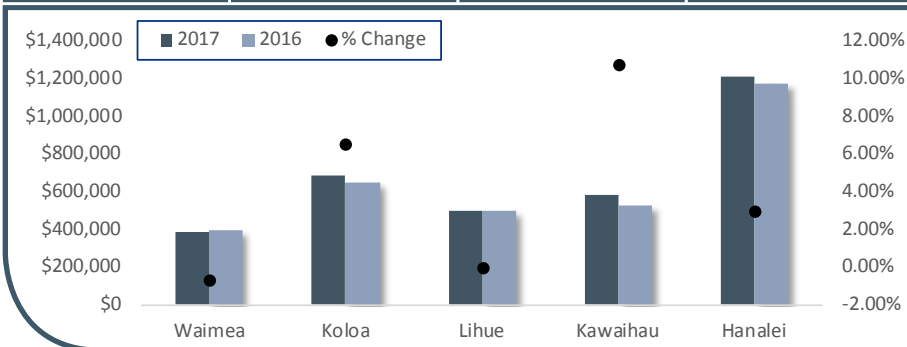
<b>KOLOA</b>				<b>KAPAA</b>						
	Bea Jeal VP, Kauai Manager, Escrow Officer BJeal@ortc.com	Kim Wallis Escrow Officer KWallis@ortc.com	Chelsey Valdez Escrow Assistant CValdez@ortc.com		Preston Brede VP, Branch Manager, Escrow Officer PBrede@ortc.com	Rochelle Keoho Escrow Officer RKeoho@ortc.com	Chasitee 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



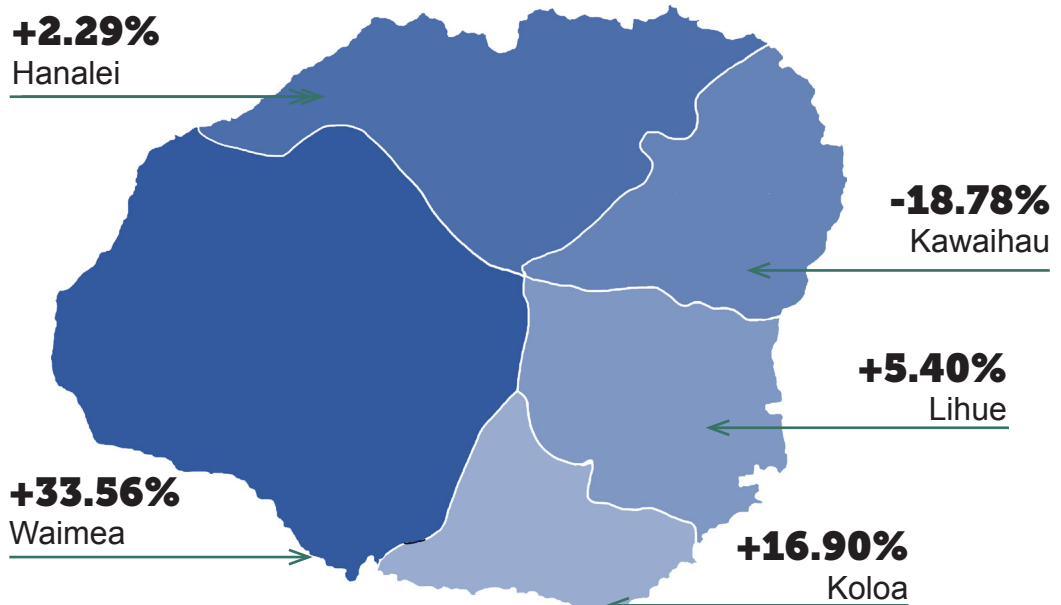
<b>CLOSED SALES</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	44	35	25.71%
Koloa	101	110	-8.18%
Lihue	51	48	6.25%
Kawaihau	111	121	-8.26%
Hanalei	101	101	0.00%
<b>SUMMARY</b>	<b>408</b>	<b>415</b>	<b>-1.69%</b>



<b>MEDIAN PRICE</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	\$388,500	\$391,020	-0.64%
Koloa	\$690,000	\$647,500	6.56%
Lihue	\$500,000	\$500,000	0.00%
Kawaihau	\$585,000	\$528,000	10.80%
Hanalei	\$1,210,000	\$1,175,000	2.98%
<b>SUMMARY</b>	<b>\$660,000</b>	<b>\$625,000</b>	<b>5.60%</b>



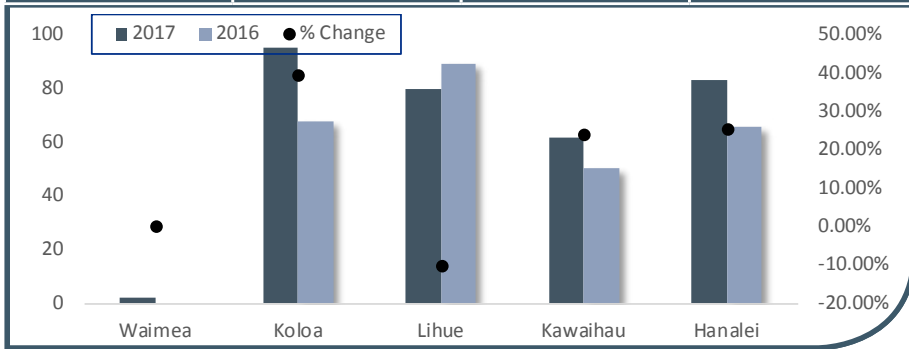
<b>SALES VOLUME</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	\$19,183,134	\$14,363,420	33.56%
Koloa	\$111,801,940	\$95,639,689	16.90%
Lihue	\$29,293,000	\$27,791,549	5.40%
Kawaihau	\$72,660,763	\$89,461,051	-18.78%
Hanalei	\$175,415,563	\$171,486,677	2.29%
<b>SUMMARY</b>	<b>\$408,354,400</b>	<b>\$398,742,386</b>	<b>2.41%</b>



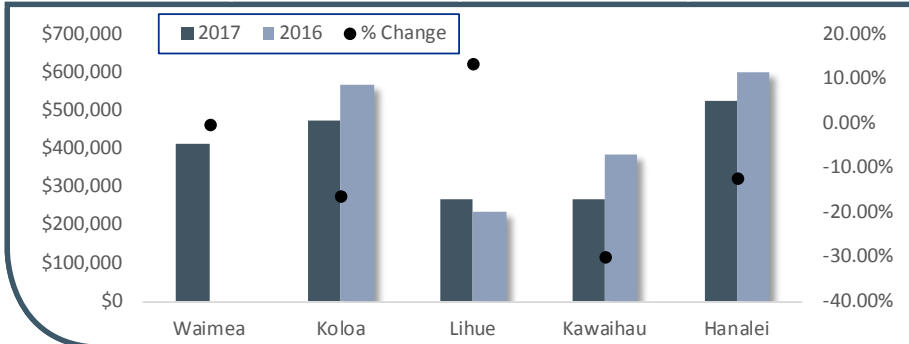
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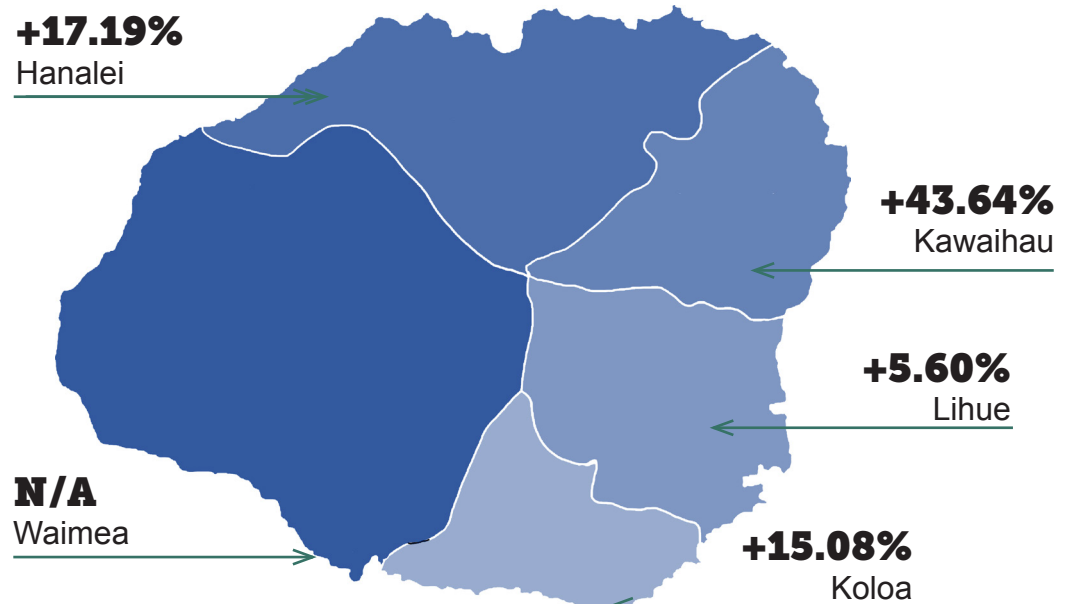
<b>CLOSED SALES</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	2	-	N/A
Koloa	95	68	39.71%
Lihue	80	89	-10.11%
Kawaihau	62	50	24.00%
Hanalei	83	66	25.76%
<b>SUMMARY</b>	<b>322</b>	<b>273</b>	<b>17.95%</b>



<b>MEDIAN PRICE</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	\$411,000	-	N/A
Koloa	\$475,000	\$567,504	-16.30%
Lihue	\$266,500	\$235,000	13.40%
Kawaihau	\$270,000	\$384,950	-29.86%
Hanalei	\$525,000	\$599,500	-12.43%
<b>SUMMARY</b>	<b>\$427,500</b>	<b>\$399,000</b>	<b>7.14%</b>



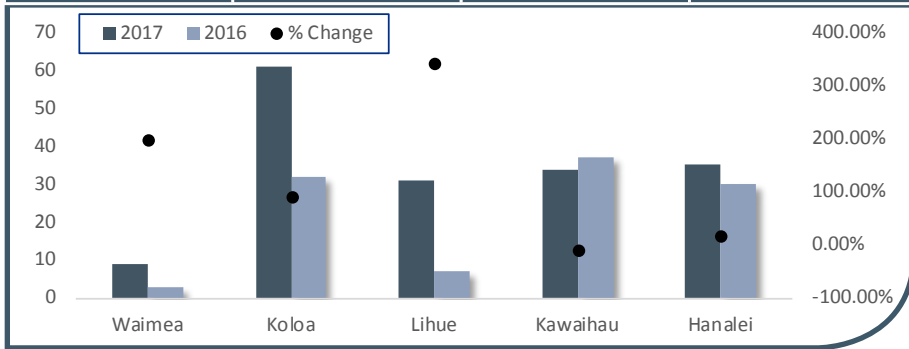
<b>SALES VOLUME</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	\$822,000	-	N/A
Koloa	\$48,344,000	\$42,008,022	15.08%
Lihue	\$23,964,146	\$22,693,107	5.60%
Kawaihau	\$27,528,214	\$19,164,900	43.64%
Hanalei	\$49,703,907	\$42,412,500	17.19%
<b>SUMMARY</b>	<b>\$150,362,267</b>	<b>\$126,278,529</b>	<b>19.07%</b>



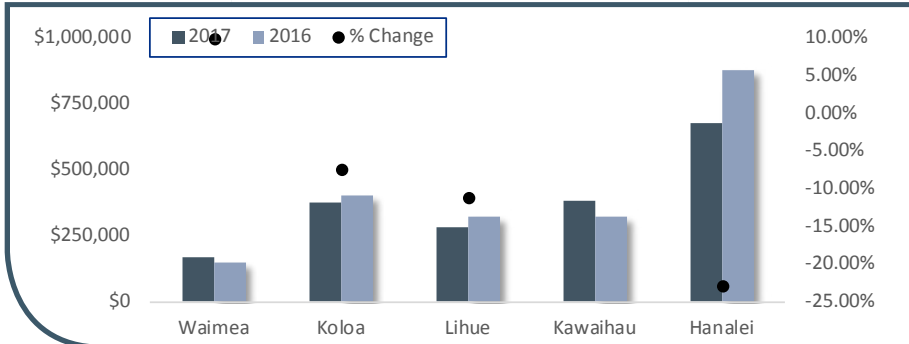
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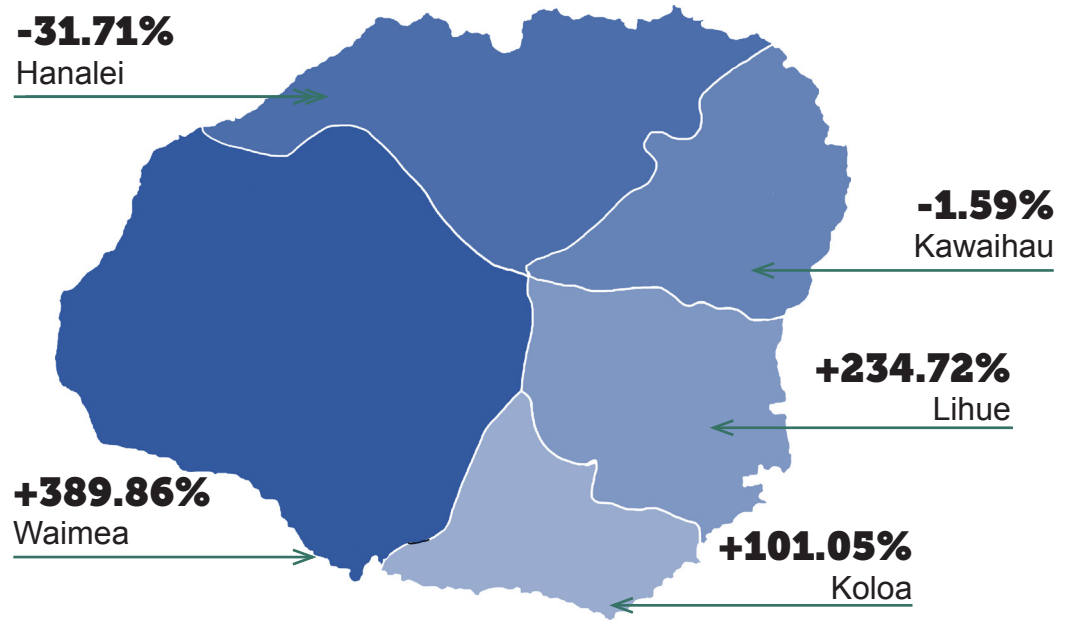
<b>CLOSED SALES</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	9	3	200.00%
Koloa	61	32	90.63%
Lihue	31	7	342.86%
Kawaihau	34	37	-8.11%
Hanalei	35	30	16.67%
<b>SUMMARY</b>	<b>170</b>	<b>109</b>	<b>55.96%</b>



<b>MEDIAN PRICE</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	\$165,000	\$150,000	10.00%
Koloa	\$375,000	\$405,000	-7.41%
Lihue	\$284,000	\$320,000	-11.25%
Kawaihau	\$382,500	\$323,000	18.42%
Hanalei	\$675,000	\$875,000	-22.86%
<b>SUMMARY</b>	<b>\$370,000</b>	<b>\$400,000</b>	<b>-7.50%</b>



<b>SALES VOLUME</b>	<b>2017</b>	<b>2016</b>	<b>% Change</b>
Waimea	\$1,714,500	\$350,000	389.86%
Koloa	\$31,165,264	\$15,501,000	101.05%
Lihue	\$9,019,000	\$2,694,500	234.72%
Kawaihau	\$18,210,160	\$17,926,000	1.59%
Hanalei	\$29,997,000	\$43,927,500	-31.71%
<b>SUMMARY</b>	<b>\$90,105,924</b>	<b>\$80,399,000</b>	<b>12.07%</b>



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