



October 2011

Local Market Updates

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Local Market Updates

Single-Family Homes Only



October 2011

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale			Inventory of Homes for Sale		
		10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	14	4	-71.4%	2	4	100.0%	\$1,610,000	\$633,750	-60.6%	96.3%	95.4%	-0.9%	14	18	29.6%	49	41	-16.3%
Ala Moana - Kakaako	1-2-3	0	1	NA	0	1	NA	\$0	\$705,000	NA	0.0%	89.2%	NA	0	54	NA	3	3	0.0%
Downtown - Nuuanu	1-1-8 to 1-2-2	11	7	-36.4%	4	4	0.0%	\$825,000	\$795,000	-3.6%	87.9%	92.5%	5.2%	17	101	512.1%	48	43	-10.4%
Ewa Plain	1-9-1	52	57	9.6%	38	35	-7.9%	\$425,000	\$490,000	15.3%	96.7%	97.3%	0.6%	57	48	-15.8%	215	128	-40.5%
Hawaii Kai	1-3-9	20	22	10.0%	21	10	-52.4%	\$836,000	\$960,000	14.8%	94.0%	97.3%	3.5%	25	55	120.0%	88	93	5.7%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	23	34	47.8%	20	13	-35.0%	\$712,000	\$610,000	-14.3%	92.9%	90.3%	-2.8%	38	66	73.7%	132	125	-5.3%
Kalihi - Palama	1-1-2 to 1-1-7	19	13	-31.6%	12	12	0.0%	\$559,000	\$582,000	4.1%	91.2%	95.1%	4.3%	72	16	-77.8%	73	56	-23.3%
Kaneohe	Selected 1-4-4 to 1-4-7	31	18	-41.9%	20	17	-15.0%	\$682,500	\$610,000	-10.6%	94.3%	93.8%	-0.5%	44	42	-3.4%	102	110	7.8%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	28	31	10.7%	9	20	122.2%	\$858,888	\$700,000	-18.5%	92.4%	94.7%	2.5%	53	27	-50.0%	96	89	-7.3%
Makaha - Nanakuli	1-8-1 to 1-8-9	27	16	-40.7%	14	13	-7.1%	\$275,000	\$282,500	2.7%	92.9%	96.8%	4.2%	26	19	-26.9%	170	114	-32.9%
Makakilo	1-9-2 to 1-9-3	15	9	-40.0%	9	9	0.0%	\$529,750	\$565,000	6.7%	94.7%	97.0%	2.4%	59	58	-1.7%	49	47	-4.1%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	17	12	-29.4%	9	10	11.1%	\$904,000	\$808,750	-10.5%	95.8%	89.0%	-7.1%	21	66	211.9%	66	47	-28.8%
Mililani	Selected 1-9-4 to 1-9-5	16	18	12.5%	18	14	-22.2%	\$631,000	\$587,000	-7.0%	94.0%	97.0%	3.2%	39	52	35.1%	60	59	-1.7%
Moanalua - Salt Lake	1-1-1	11	6	-45.5%	5	4	-20.0%	\$705,000	\$557,000	-21.0%	99.2%	94.1%	-5.1%	11	71	540.9%	18	24	33.3%
North Shore	1-5-6 to 1-6-9	17	17	0.0%	8	10	25.0%	\$600,000	\$546,500	-8.9%	87.6%	87.0%	-0.7%	79	134	69.6%	104	77	-26.0%
Pearl City - Aiea	1-9-6 to 1-9-9	25	17	-32.0%	18	14	-22.2%	\$596,200	\$618,500	3.7%	96.3%	97.0%	0.8%	25	38	50.0%	96	81	-15.6%
Wahiawa	1-7-1 to 1-7-7	6	8	33.3%	4	7	75.0%	\$458,000	\$449,000	-2.0%	94.8%	94.4%	-0.4%	29	17	-40.4%	46	26	-43.5%
Waiialae-Kahala	1-3-5	15	19	26.7%	4	6	50.0%	\$1,503,000	\$2,000,000	33.1%	96.7%	90.6%	-6.2%	35	108	211.6%	59	50	-15.3%
Waikiki	1-2-6	0	0	NA	0	0	NA	\$0	\$0	NA	0.0%	0.0%	NA	0	0	NA	0	2	NA
Waipahu	1-9-4	33	25	-24.2%	23	19	-17.4%	\$522,500	\$529,000	1.2%	95.5%	96.8%	1.3%	23	62	169.6%	105	93	-11.4%
Windward Coast	1-4-8 to 1-5-5	10	8	-20.0%	2	1	-50.0%	\$555,750	\$289,900	-47.8%	90.3%	97.0%	7.3%	189	28	-85.1%	70	55	-21.4%

Year to Date

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale		
		10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	111	98	-11.7%	53	62	17.0%	\$1,069,000	\$1,250,000	16.9%	95.8%	92.3%	-3.7%	17	31	79.4%
Ala Moana - Kakaako	1-2-3	3	7	133.3%	2	2	0.0%	\$515,000	\$635,500	23.4%	96.4%	92.2%	-4.3%	47	70	48.9%
Downtown - Nuuanu	1-1-8 to 1-2-2	108	120	11.1%	51	63	23.5%	\$758,000	\$753,000	-0.7%	91.9%	93.5%	1.7%	40	44	10.0%
Ewa Plain	1-9-1	660	548	-17.0%	421	383	-9.0%	\$435,000	\$440,000	1.1%	97.9%	97.8%	-0.2%	34	31	-8.8%
Hawaii Kai	1-3-9	286	271	-5.2%	166	132	-20.5%	\$830,000	\$889,000	7.1%	95.8%	96.4%	0.7%	26	23	-13.5%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	363	372	2.5%	203	196	-3.4%	\$770,000	\$777,500	1.0%	95.1%	94.5%	-0.7%	35	37	5.7%
Kalihi - Palama	1-1-2 to 1-1-7	194	159	-18.0%	91	85	-6.6%	\$540,000	\$500,000	-7.4%	94.1%	94.7%	0.6%	35	32	-8.6%
Kaneohe	Selected 1-4-4 to 1-4-7	362	300	-17.1%	247	167	-32.4%	\$650,000	\$640,000	-1.5%	95.0%	94.8%	-0.3%	26	32	23.1%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	263	285	8.4%	149	177	18.8%	\$792,500	\$749,000	-5.5%	96.2%	94.4%	-1.9%	18	27	50.0%
Makaha - Nanakuli	1-8-1 to 1-8-9	353	334	-5.4%	156	194	24.4%	\$298,500	\$279,000	-6.5%	93.7%	94.5%	0.8%	47	29	-37.6%
Makakilo	1-9-2 to 1-9-3	147	139	-5.4%	75	79	5.3%	\$520,000	\$517,000	-0.6%	95.7%	96.0%	0.3%	47	34	-27.7%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	166	154	-7.2%	69	80	15.9%	\$850,000	\$855,000	0.6%	94.3%	92.2%	-2.2%	21	47	123.8%
Mililani	Selected 1-9-4 to 1-9-5	219	227	3.7%	144	138	-4.2%	\$605,000	\$589,500	-2.6%	96.8%	96.8%	0.0%	29	35	20.7%
Moanalua - Salt Lake	1-1-1	56	69	23.2%	35	42	20.0%	\$670,000	\$610,000	-9.0%	97.1%	94.9%	-2.3%	35	34	-4.3%
North Shore	1-5-6 to 1-6-9	189	171	-9.5%	67	68	1.5%	\$660,000	\$570,000	-13.6%	89.5%	92.3%	3.1%	85	67	-21.8%
Pearl City - Aiea	1-9-6 to 1-9-9	262	247	-5.7%	139	154	10.8%	\$595,000	\$575,000	-3.4%	96.3%	96.2%	-0.1%	28	35	23.2%
Wahiawa	1-7-1 to 1-7-7	118	81	-31.4%	53	60	13.2%	\$386,000	\$391,500	1.4%	93.4%	92.4%	-1.1%	32	62	93.8%
Waiialae-Kahala	1-3-5	179	137	-23.5%	94	83	-11.7%	\$1,340,000	\$1,320,000	-1.5%	93.8%	92.2%	-1.7%	30	45	52.5%
Waikiki	1-2-6	4	2	-50.0%	1	0	-100.0%	\$0	\$0	NA	0.0%	0.0%	NA	1	0	-100.0%
Waipahu	1-9-4	360	325	-9.7%	219	200	-8.7%	\$522,500	\$505,000	-3.3%	95.7%	96.3%	0.6%	32	40	23.4%
Windward Coast	1-4-8 to 1-5-5	123	118	-4.1%	34	44	29.4%	\$504,500	\$520,000	3.1%	94.3%	91.3%	-3.1%	62	52	-16.3%

Local Market Updates Condo Properties Only



October 2011

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale			Inventory of Homes for Sale		
		10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	1	1	0.0%	0	0	NA	\$0	\$0	NA	0.0%	0.0%	NA	0	0	NA	1	1	0.0%
Ala Moana - Kakaako	1-2-3	40	38	-5.0%	24	34	41.7%	\$570,000	\$318,000	-44.2%	94.3%	96.7%	2.5%	43	21	-51.8%	198	188	-5.1%
Downtown - Nuuanu	1-1-8 to 1-2-2	31	34	9.7%	26	30	15.4%	\$540,000	\$404,000	-25.2%	96.1%	93.3%	-2.9%	29	74	159.6%	188	134	-28.7%
Ewa Plain	1-9-1	37	42	13.5%	29	22	-24.1%	\$303,000	\$313,750	3.5%	97.2%	96.8%	-0.3%	26	35	32.7%	114	75	-34.2%
Hawaii Kai	1-3-9	22	25	13.6%	18	19	5.6%	\$508,500	\$495,000	-2.7%	99.0%	97.0%	-2.0%	19	40	116.2%	65	80	23.1%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	8	7	-12.5%	8	5	-37.5%	\$374,500	\$587,500	56.9%	96.6%	97.2%	0.5%	85	16	-81.2%	27	25	-7.4%
Kalihi - Palama	1-1-2 to 1-1-7	10	18	80.0%	6	12	100.0%	\$353,950	\$245,000	-30.8%	97.4%	97.7%	0.4%	47	27	-42.6%	39	39	0.0%
Kaneohe	Selected 1-4-4 to 1-4-7	20	19	-5.0%	12	13	8.3%	\$325,000	\$283,400	-12.8%	97.6%	95.1%	-2.5%	16	21	35.5%	77	60	-22.1%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	8	9	12.5%	3	6	100.0%	\$563,000	\$655,000	16.3%	96.7%	92.4%	-4.5%	12	17	41.7%	82	62	-24.4%
Makaha - Nanakuli	1-8-1 to 1-8-9	30	27	-10.0%	8	6	-25.0%	\$82,500	\$71,500	-13.3%	87.7%	92.0%	5.0%	31	6	-80.3%	80	50	-37.5%
Makakilo	1-9-2 to 1-9-3	10	8	-20.0%	8	5	-37.5%	\$240,616	\$285,000	18.4%	94.8%	97.4%	2.7%	35	38	10.1%	48	15	-68.8%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	71	63	-11.3%	32	33	3.1%	\$319,000	\$305,000	-4.4%	95.2%	93.5%	-1.8%	24	40	70.2%	250	213	-14.8%
Mililani	Selected 1-9-4 to 1-9-5	32	19	-40.6%	15	15	0.0%	\$230,000	\$269,500	17.2%	96.4%	94.6%	-1.9%	18	99	450.0%	100	62	-38.0%
Moanalua - Salt Lake	1-1-1	18	16	-11.1%	14	7	-50.0%	\$257,000	\$250,000	-2.7%	95.4%	95.1%	-0.3%	22	38	72.7%	59	58	-1.7%
North Shore	1-5-6 to 1-6-9	8	5	-37.5%	1	2	100.0%	\$175,000	\$465,000	165.7%	97.2%	94.9%	-2.3%	40	51	26.3%	48	28	-41.7%
Pearl City - Aiea	1-9-6 to 1-9-9	27	38	40.7%	30	17	-43.3%	\$280,800	\$260,000	-7.4%	95.4%	94.1%	-1.4%	31	80	158.1%	129	85	-34.1%
Wahiawa	1-7-1 to 1-7-7	1	2	100.0%	1	0	-100.0%	\$145,000	\$0	-100.0%	86.8%	0.0%	-100.0%	69	0	-100.0%	20	9	-55.0%
Waialae-Kahala	1-3-5	8	10	25.0%	3	3	0.0%	\$850,000	\$215,000	-74.7%	92.5%	82.0%	-11.4%	17	89	423.5%	20	13	-35.0%
Waikiki	1-2-6	106	113	6.6%	58	72	24.1%	\$281,250	\$299,950	6.6%	91.5%	94.4%	3.1%	72	31	-56.9%	594	510	-14.1%
Waipahu	1-9-4	23	24	4.3%	21	18	-14.3%	\$265,000	\$240,750	-9.2%	94.2%	96.3%	2.3%	36	48	31.9%	114	75	-34.2%
Windward Coast	1-4-8 to 1-5-5	1	2	100.0%	1	0	-100.0%	\$125,000	\$0	-100.0%	81.5%	0.0%	-100.0%	70	0	-100.0%	21	14	-33.3%

Year to Date

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale		
		10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change	10-2010	10-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	5	7	40.0%	3	6	100.0%	\$481,500	\$545,000	13.2%	98.2%	97.9%	-0.3%	3	20	566.7%
Ala Moana - Kakaako	1-2-3	507	522	3.0%	300	319	6.3%	\$355,000	\$347,000	-2.3%	95.1%	94.8%	-0.2%	40	42	6.3%
Downtown - Nuuanu	1-1-8 to 1-2-2	496	428	-13.7%	245	238	-2.9%	\$404,000	\$380,000	-5.9%	95.6%	94.0%	-1.6%	29	45	55.2%
Ewa Plain	1-9-1	382	308	-19.4%	260	233	-10.4%	\$300,000	\$306,500	2.2%	98.1%	98.4%	0.3%	29	38	31.0%
Hawaii Kai	1-3-9	260	253	-2.7%	173	154	-11.0%	\$525,000	\$515,000	-1.9%	97.3%	96.1%	-1.2%	19	35	84.2%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	105	96	-8.6%	74	61	-17.6%	\$375,000	\$380,000	1.3%	96.5%	96.5%	-0.1%	25	35	40.0%
Kalihi - Palama	1-1-2 to 1-1-7	133	138	3.8%	80	78	-2.5%	\$325,000	\$255,000	-21.5%	95.6%	95.0%	-0.6%	32	35	9.5%
Kaneohe	Selected 1-4-4 to 1-4-7	214	197	-7.9%	120	120	0.0%	\$375,000	\$367,500	-2.0%	96.5%	94.7%	-1.9%	33	54	64.6%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	163	129	-20.9%	75	73	-2.7%	\$456,500	\$450,000	-1.4%	94.2%	94.5%	0.3%	20	59	195.0%
Makaha - Nanakuli	1-8-1 to 1-8-9	184	167	-9.2%	82	78	-4.9%	\$90,000	\$88,000	-2.2%	86.8%	91.7%	5.7%	56	32	-42.9%
Makakilo	1-9-2 to 1-9-3	112	91	-18.8%	63	64	1.6%	\$249,000	\$250,000	0.4%	94.9%	95.5%	0.6%	56	41	-26.8%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	742	772	4.0%	416	408	-1.9%	\$309,000	\$300,000	-2.9%	95.5%	94.6%	-0.9%	24	39	62.5%
Mililani	Selected 1-9-4 to 1-9-5	285	242	-15.1%	152	187	23.0%	\$282,500	\$268,750	-4.9%	96.5%	95.2%	-1.4%	25	36	44.0%
Moanalua - Salt Lake	1-1-1	213	222	4.2%	153	131	-14.4%	\$270,000	\$281,500	4.3%	95.6%	95.7%	0.2%	27	38	40.7%
North Shore	1-5-6 to 1-6-9	83	61	-26.5%	21	32	52.4%	\$240,000	\$229,000	-4.6%	92.1%	90.4%	-1.9%	81	47	-42.0%
Pearl City - Aiea	1-9-6 to 1-9-9	389	341	-12.3%	234	225	-3.8%	\$275,000	\$265,000	-3.6%	95.9%	94.9%	-1.0%	27	44	66.0%
Wahiawa	1-7-1 to 1-7-7	34	21	-38.2%	12	10	-16.7%	\$130,000	\$125,000	-3.8%	83.9%	88.2%	5.2%	57	93	63.7%
Waialae-Kahala	1-3-5	60	56	-6.7%	37	34	-8.1%	\$445,000	\$437,000	-1.8%	93.9%	94.1%	0.2%	25	22	-12.0%
Waikiki	1-2-6	1331	1297	-2.6%	593	696	17.4%	\$285,000	\$280,000	-1.8%	92.2%	93.3%	1.2%	50	42	-16.0%
Waipahu	1-9-4	312	288	-7.7%	200	192	-4.0%	\$268,000	\$257,500	-3.9%	96.5%	95.5%	-1.0%	31	39	24.2%
Windward Coast	1-4-8 to 1-5-5	34	25	-26.5%	9	11	22.2%	\$220,000	\$203,500	-7.5%	84.7%	85.7%	1.2%	142	83	-41.5%

Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



Aina Haina - Kuliouou

1-3-6 to 1-3-8

- 66.7%

+ 100.0%

- 16.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Single-Family

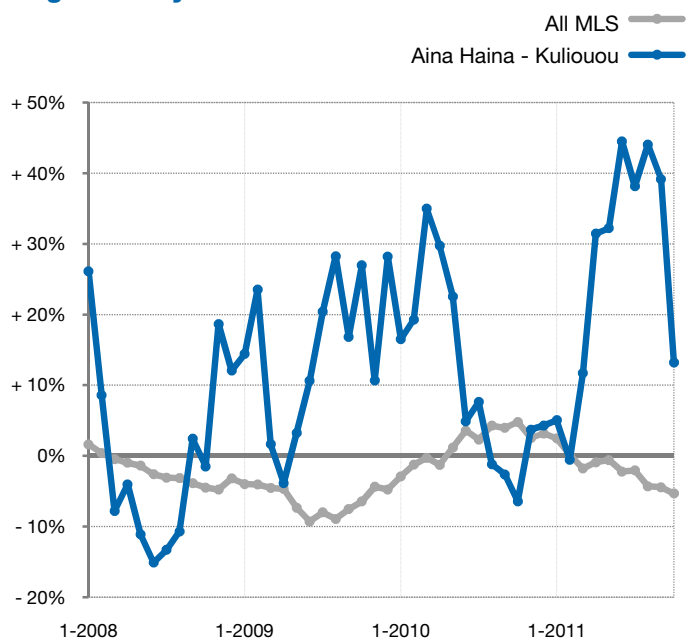
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	14	4	- 71.4%	111	98	- 11.7%
Closed Sales	2	4	+ 100.0%	53	62	+ 17.0%
Median Sales Price	\$1,610,000	\$633,750	- 60.6%	\$1,069,000	\$1,250,000	+ 16.9%
Average Sales Price	\$1,610,000	\$896,875	- 44.3%	\$1,402,560	\$1,369,361	- 2.4%
Percent of Original List Price Received	96.3%	95.4%	- 0.9%	95.8%	92.3%	- 3.7%
Median Days on Market Until Sale	14	18	+ 29.6%	17	31	+ 79.4%
Inventory of Homes for Sale	49	41	- 16.3%	--	--	--
Months Supply of Inventory	9.2	6.3	- 31.3%	--	--	--

Condo

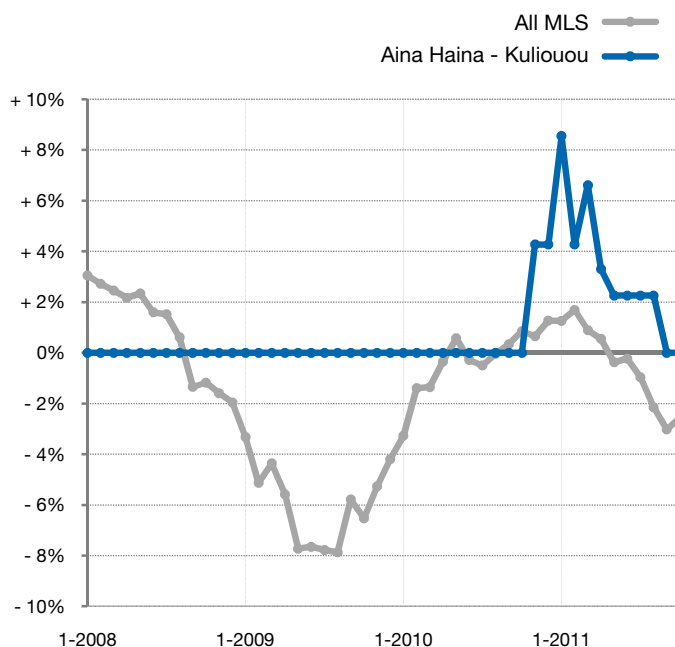
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	1	1	0.0%	5	7	+ 40.0%
Closed Sales	0	0	--	3	6	+ 100.0%
Median Sales Price	\$0	\$0	--	\$481,500	\$545,000	+ 13.2%
Average Sales Price	\$0	\$0	--	\$481,500	\$542,833	+ 12.7%
Percent of Original List Price Received	0.0%	0.0%	--	98.2%	97.9%	- 0.3%
Median Days on Market Until Sale	0	0	--	3	20	+ 566.7%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	0.9	- 14.3%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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Ala Moana - Kakaako

1-2-3

- 2.5%

+ 45.8%

- 5.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Single-Family

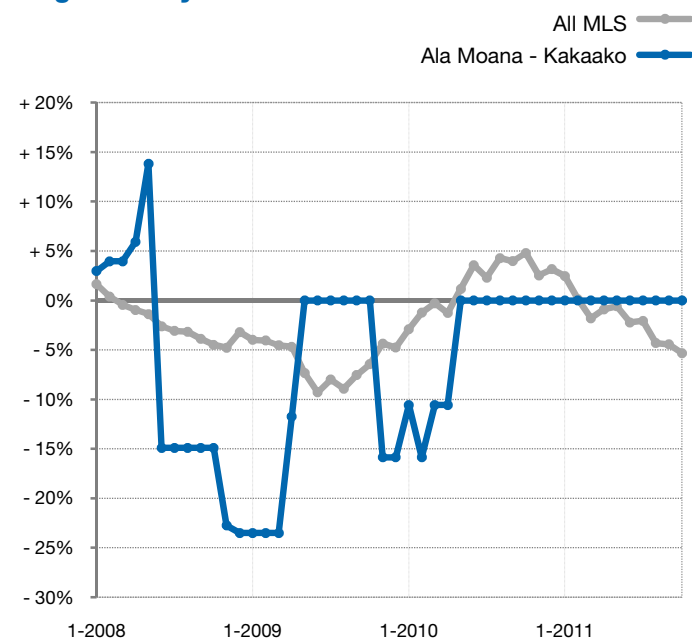
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	0	1	--	3	7	+ 133.3%
Closed Sales	0	1	--	2	2	0.0%
Median Sales Price	\$0	\$705,000	--	\$515,000	\$635,500	+ 23.4%
Average Sales Price	\$0	\$705,000	--	\$515,000	\$635,500	+ 23.4%
Percent of Original List Price Received	0.0%	89.2%	--	96.4%	92.2%	- 4.3%
Median Days on Market Until Sale	0	54	--	47	70	+ 48.9%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	3.0	3.0	0.0%	--	--	--

Condo

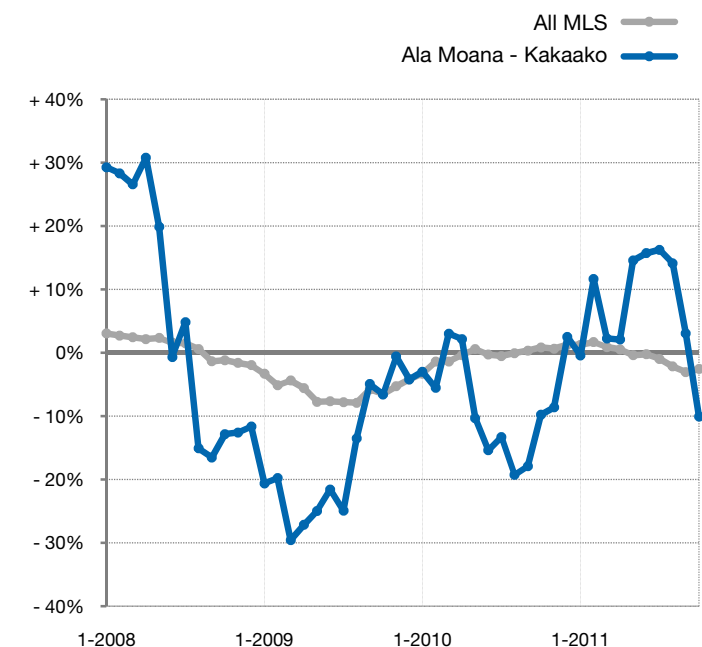
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	40	38	- 5.0%	507	522	+ 3.0%
Closed Sales	24	34	+ 41.7%	300	319	+ 6.3%
Median Sales Price	\$570,000	\$318,000	- 44.2%	\$355,000	\$347,000	- 2.3%
Average Sales Price	\$532,696	\$446,116	- 16.3%	\$514,185	\$495,319	- 3.7%
Percent of Original List Price Received	94.3%	96.7%	+ 2.5%	95.1%	94.8%	- 0.2%
Median Days on Market Until Sale	43	21	- 51.8%	40	42	+ 6.3%
Inventory of Homes for Sale	198	188	- 5.1%	--	--	--
Months Supply of Inventory	6.6	6.0	- 9.6%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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- 2.4%

Change in
New Listings
All Properties

+ 13.3%

Change in
Closed Sales
All Properties

- 25.0%

Change in
Inventory of Homes
All Properties

Downtown - Nuuanu

1-1-8 to 1-2-2

Single-Family

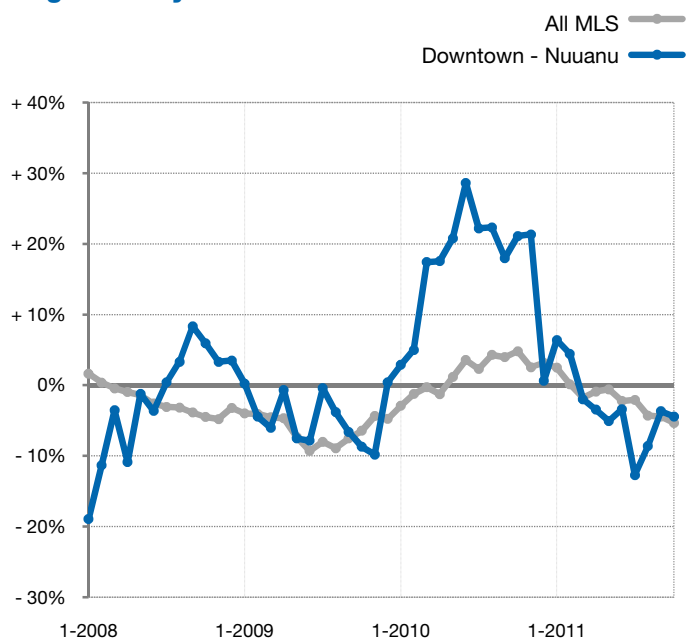
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	11	7	- 36.4%	108	120	+ 11.1%
Closed Sales	4	4	0.0%	51	63	+ 23.5%
Median Sales Price	\$825,000	\$795,000	- 3.6%	\$758,000	\$753,000	- 0.7%
Average Sales Price	\$825,000	\$809,750	- 1.8%	\$846,233	\$917,197	+ 8.4%
Percent of Original List Price Received	87.9%	92.5%	+ 5.2%	91.9%	93.5%	+ 1.7%
Median Days on Market Until Sale	17	101	+ 512.1%	40	44	+ 10.0%
Inventory of Homes for Sale	48	43	- 10.4%	--	--	--
Months Supply of Inventory	9.3	5.8	- 37.6%	--	--	--

Condo

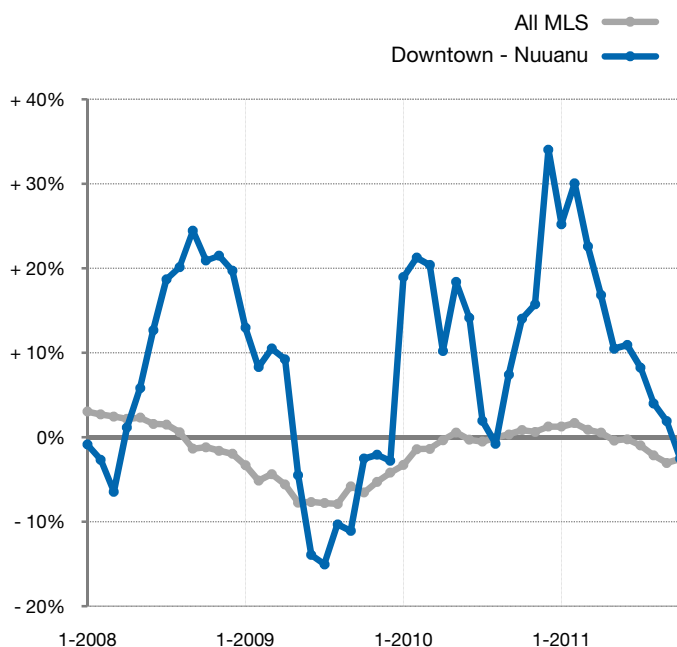
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	31	34	+ 9.7%	496	428	- 13.7%
Closed Sales	26	30	+ 15.4%	245	238	- 2.9%
Median Sales Price	\$540,000	\$404,000	- 25.2%	\$404,000	\$380,000	- 5.9%
Average Sales Price	\$507,931	\$399,697	- 21.3%	\$437,644	\$449,633	+ 2.7%
Percent of Original List Price Received	96.1%	93.3%	- 2.9%	95.6%	94.0%	- 1.6%
Median Days on Market Until Sale	29	74	+ 159.6%	29	45	+ 55.2%
Inventory of Homes for Sale	188	134	- 28.7%	--	--	--
Months Supply of Inventory	7.3	5.6	- 23.2%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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Ewa Plain

1-9-1

+ 11.2%

Change in
New Listings
All Properties

- 14.9%

Change in
Closed Sales
All Properties

- 38.3%

Change in
Inventory of Homes
All Properties

October

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	52	57	+ 9.6%	660	548	- 17.0%
Closed Sales	38	35	- 7.9%	421	383	- 9.0%
Median Sales Price	\$425,000	\$490,000	+ 15.3%	\$435,000	\$440,000	+ 1.1%
Average Sales Price	\$438,210	\$500,988	+ 14.3%	\$457,116	\$457,270	+ 0.0%
Percent of Original List Price Received	96.7%	97.3%	+ 0.6%	97.9%	97.8%	- 0.2%
Median Days on Market Until Sale	57	48	- 15.8%	34	31	- 8.8%
Inventory of Homes for Sale	215	128	- 40.5%	--	--	--
Months Supply of Inventory	5.1	3.2	- 37.9%	--	--	--

October

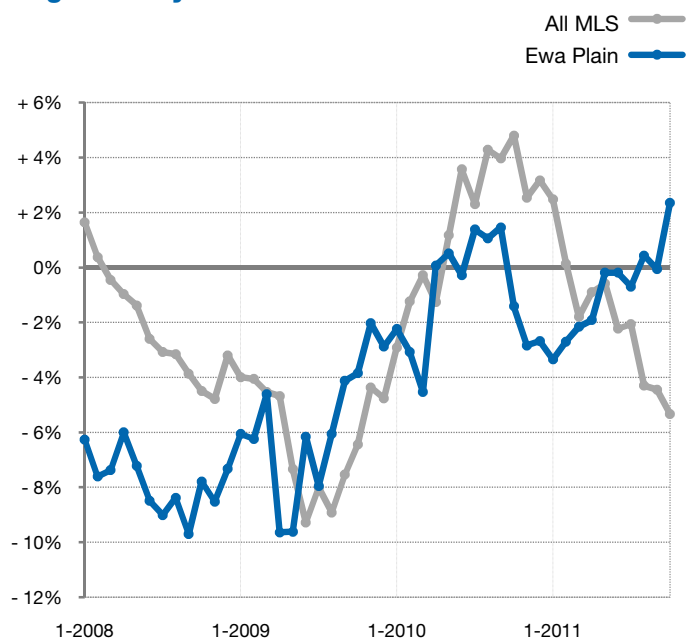
Year to Date

Condo

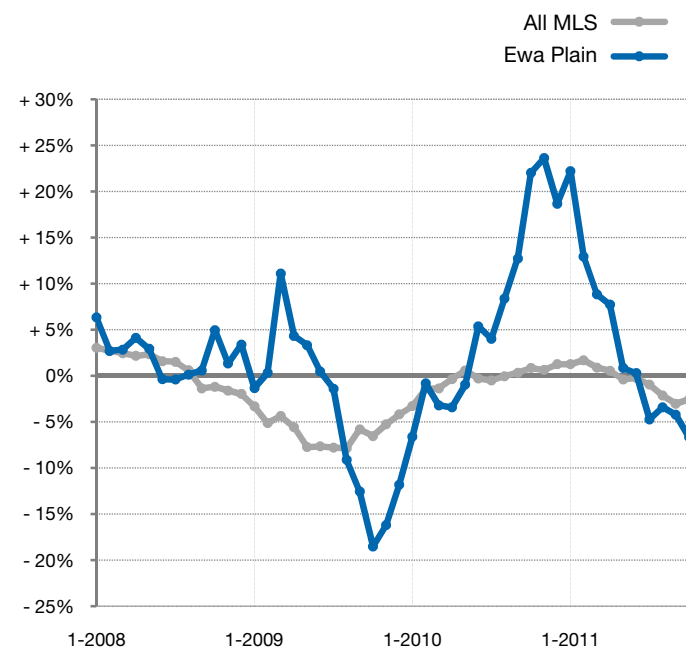
	2010	2011	+ / -	2010	2011	+ / -
New Listings	37	42	+ 13.5%	382	308	- 19.4%
Closed Sales	29	22	- 24.1%	260	233	- 10.4%
Median Sales Price	\$303,000	\$313,750	+ 3.5%	\$300,000	\$306,500	+ 2.2%
Average Sales Price	\$300,893	\$347,814	+ 15.6%	\$307,610	\$322,283	+ 4.8%
Percent of Original List Price Received	97.2%	96.8%	- 0.3%	98.1%	98.4%	+ 0.3%
Median Days on Market Until Sale	26	35	+ 32.7%	29	38	+ 31.0%
Inventory of Homes for Sale	114	75	- 34.2%	--	--	--
Months Supply of Inventory	4.5	3.1	- 30.5%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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Hawaii Kai

1-3-9

+ 11.9%

Change in
New Listings
All Properties

- 25.6%

Change in
Closed Sales
All Properties

+ 13.1%

Change in
Inventory of Homes
All Properties

October

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	20	22	+ 10.0%	286	271	- 5.2%
Closed Sales	21	10	- 52.4%	166	132	- 20.5%
Median Sales Price	\$836,000	\$960,000	+ 14.8%	\$830,000	\$889,000	+ 7.1%
Average Sales Price	\$910,738	\$1,208,056	+ 32.6%	\$1,007,944	\$1,000,193	- 0.8%
Percent of Original List Price Received	94.0%	97.3%	+ 3.5%	95.8%	96.4%	+ 0.7%
Median Days on Market Until Sale	25	55	+ 120.0%	26	23	- 13.5%
Inventory of Homes for Sale	88	93	+ 5.7%	--	--	--
Months Supply of Inventory	5.3	6.8	+ 30.3%	--	--	--

October

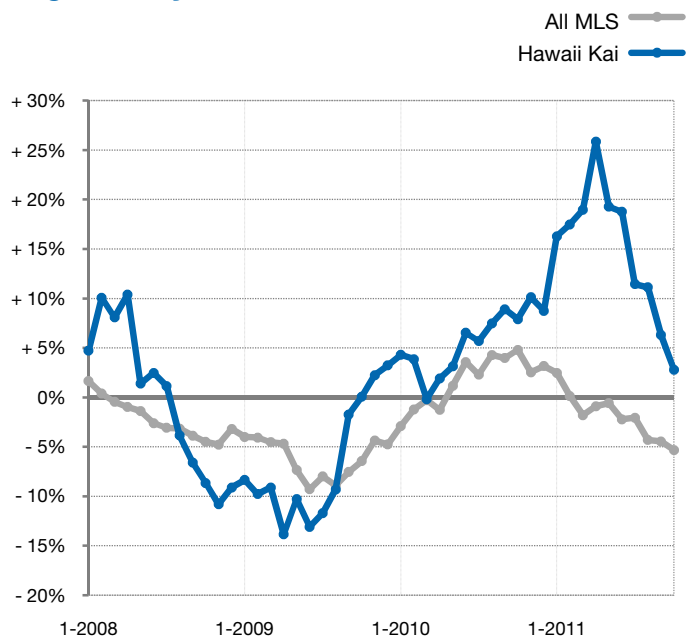
Year to Date

Condo

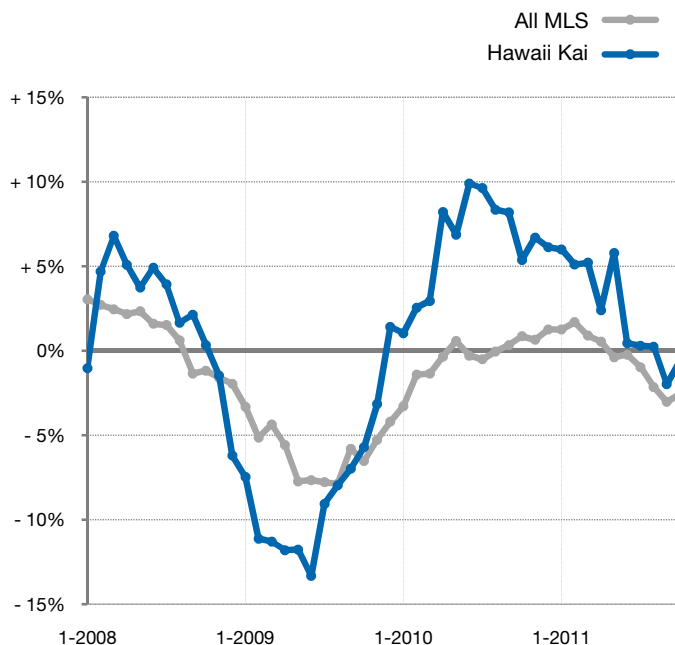
	2010	2011	+ / -	2010	2011	+ / -
New Listings	22	25	+ 13.6%	260	253	- 2.7%
Closed Sales	18	19	+ 5.6%	173	154	- 11.0%
Median Sales Price	\$508,500	\$495,000	- 2.7%	\$525,000	\$515,000	- 1.9%
Average Sales Price	\$521,222	\$514,421	- 1.3%	\$537,662	\$537,577	- 0.0%
Percent of Original List Price Received	99.0%	97.0%	- 2.0%	97.3%	96.1%	- 1.2%
Median Days on Market Until Sale	19	40	+ 116.2%	19	35	+ 84.2%
Inventory of Homes for Sale	65	80	+ 23.1%	--	--	--
Months Supply of Inventory	3.7	5.3	+ 44.2%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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Kailua - Waimanalo

1-4-1 to Selected 1-4-4

+ 32.3%

Change in
New Listings
All Properties

- 35.7%

Change in
Closed Sales
All Properties

- 5.7%

Change in
Inventory of Homes
All Properties

Single-Family

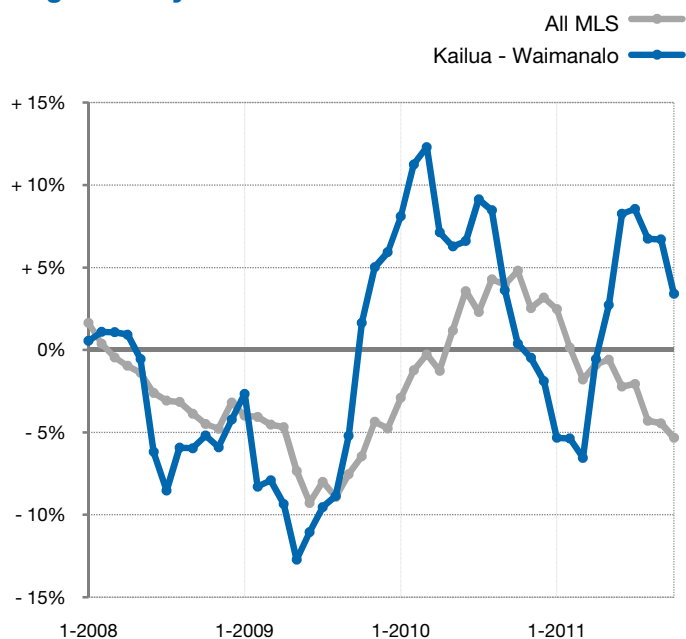
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	23	34	+ 47.8%	363	372	+ 2.5%
Closed Sales	20	13	- 35.0%	203	196	- 3.4%
Median Sales Price	\$712,000	\$610,000	- 14.3%	\$770,000	\$777,500	+ 1.0%
Average Sales Price	\$914,947	\$764,836	- 16.4%	\$1,006,090	\$936,742	- 6.9%
Percent of Original List Price Received	92.9%	90.3%	- 2.8%	95.1%	94.5%	- 0.7%
Median Days on Market Until Sale	38	66	+ 73.7%	35	37	+ 5.7%
Inventory of Homes for Sale	132	125	- 5.3%	--	--	--
Months Supply of Inventory	6.5	5.8	- 11.2%	--	--	--

Condo

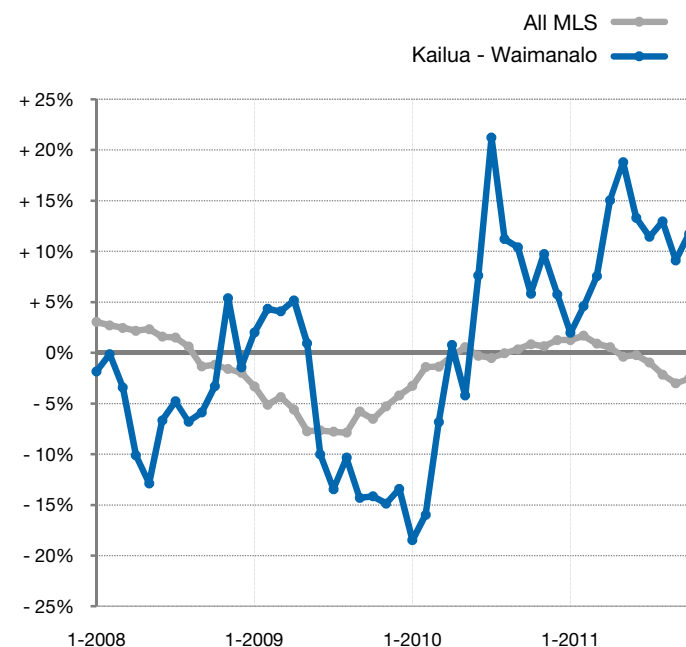
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	7	- 12.5%	105	96	- 8.6%
Closed Sales	8	5	- 37.5%	74	61	- 17.6%
Median Sales Price	\$374,500	\$587,500	+ 56.9%	\$375,000	\$380,000	+ 1.3%
Average Sales Price	\$401,081	\$551,000	+ 37.4%	\$412,501	\$449,458	+ 9.0%
Percent of Original List Price Received	96.6%	97.2%	+ 0.5%	96.5%	96.5%	- 0.1%
Median Days on Market Until Sale	85	16	- 81.2%	25	35	+ 40.0%
Inventory of Homes for Sale	27	25	- 7.4%	--	--	--
Months Supply of Inventory	4.0	4.0	0.0%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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Kalihi - Palama

1-1-2 to 1-1-7

+ 6.9%

Change in
New Listings
All Properties

+ 33.3%

Change in
Closed Sales
All Properties

- 15.2%

Change in
Inventory of Homes
All Properties

October

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	19	13	- 31.6%	194	159	- 18.0%
Closed Sales	12	12	0.0%	91	85	- 6.6%
Median Sales Price	\$559,000	\$582,000	+ 4.1%	\$540,000	\$500,000	- 7.4%
Average Sales Price	\$621,167	\$563,727	- 9.2%	\$559,949	\$529,333	- 5.5%
Percent of Original List Price Received	91.2%	95.1%	+ 4.3%	94.1%	94.7%	+ 0.6%
Median Days on Market Until Sale	72	16	- 77.8%	35	32	- 8.6%
Inventory of Homes for Sale	73	56	- 23.3%	--	--	--
Months Supply of Inventory	7.7	6.5	- 15.1%	--	--	--

October

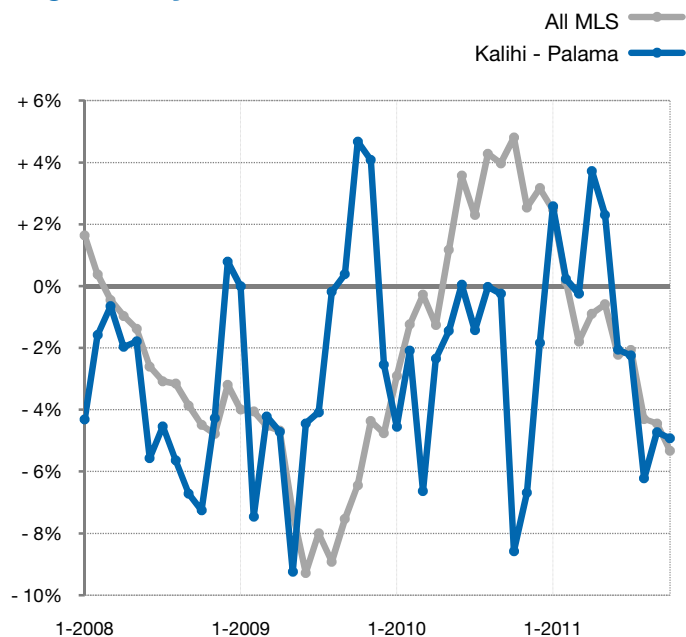
Year to Date

Condo

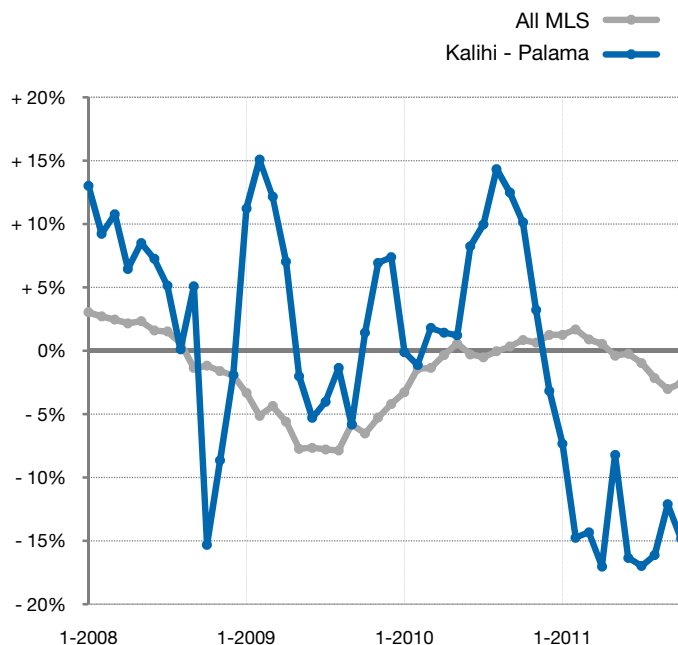
	2010	2011	+ / -	2010	2011	+ / -
New Listings	10	18	+ 80.0%	133	138	+ 3.8%
Closed Sales	6	12	+ 100.0%	80	78	- 2.5%
Median Sales Price	\$353,950	\$245,000	- 30.8%	\$325,000	\$255,000	- 21.5%
Average Sales Price	\$355,317	\$276,167	- 22.3%	\$336,834	\$288,345	- 14.4%
Percent of Original List Price Received	97.4%	97.7%	+ 0.4%	95.6%	95.0%	- 0.6%
Median Days on Market Until Sale	47	27	- 42.6%	32	35	+ 9.5%
Inventory of Homes for Sale	39	39	0.0%	--	--	--
Months Supply of Inventory	5.0	5.3	+ 5.7%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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Kaneohe

Selected 1-4-4 to 1-4-7

- 27.5%

Change in
New Listings
All Properties

- 6.3%

Change in
Closed Sales
All Properties

- 5.0%

Change in
Inventory of Homes
All Properties

Single-Family

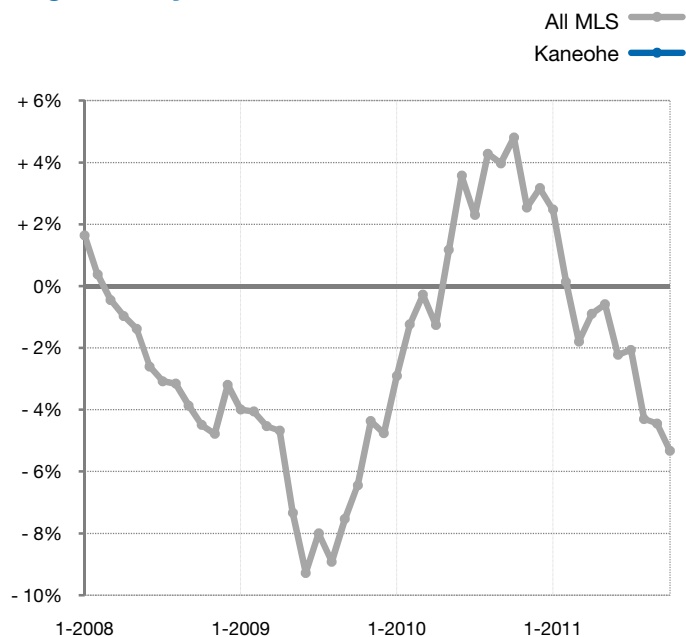
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	31	18	- 41.9%	362	300	- 17.1%
Closed Sales	20	17	- 15.0%	247	167	- 32.4%
Median Sales Price	\$682,500	\$610,000	- 10.6%	\$650,000	\$640,000	- 1.5%
Average Sales Price	\$683,920	\$659,625	- 3.6%	\$696,778	\$728,298	+ 4.5%
Percent of Original List Price Received	94.3%	93.8%	- 0.5%	95.0%	94.8%	- 0.3%
Median Days on Market Until Sale	44	42	- 3.4%	26	32	+ 23.1%
Inventory of Homes for Sale	102	110	+ 7.8%	--	--	--
Months Supply of Inventory	4.2	6.1	+ 45.3%	--	--	--

Condo

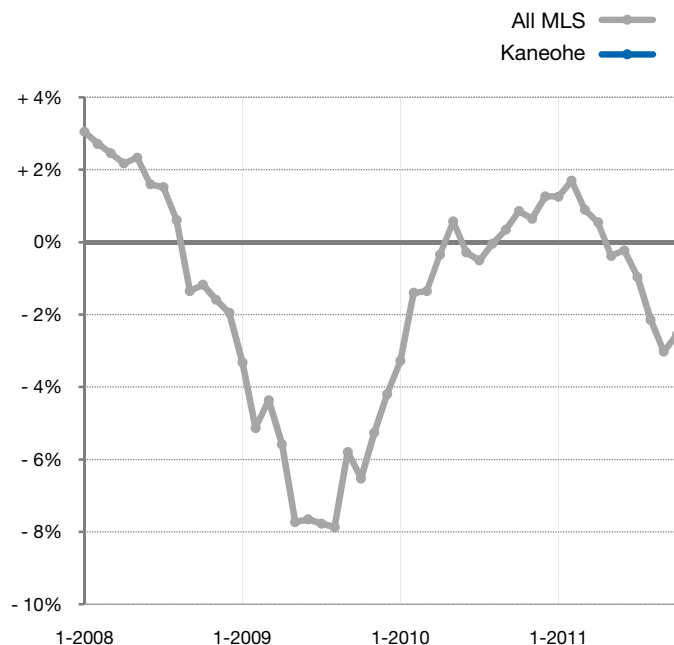
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	20	19	- 5.0%	214	197	- 7.9%
Closed Sales	12	13	+ 8.3%	120	120	0.0%
Median Sales Price	\$325,000	\$283,400	- 12.8%	\$375,000	\$367,500	- 2.0%
Average Sales Price	\$359,273	\$301,608	- 16.1%	\$361,748	\$357,379	- 1.2%
Percent of Original List Price Received	97.6%	95.1%	- 2.5%	96.5%	94.7%	- 1.9%
Median Days on Market Until Sale	16	21	+ 35.5%	33	54	+ 64.6%
Inventory of Homes for Sale	77	60	- 22.1%	--	--	--
Months Supply of Inventory	6.2	4.8	- 22.6%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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Kapahulu - Diamond Head

1-3-1 to 1-3-4

+ 11.1%

Change in
New Listings
All Properties

+ 116.7%

Change in
Closed Sales
All Properties

- 15.2%

Change in
Inventory of Homes
All Properties

Single-Family

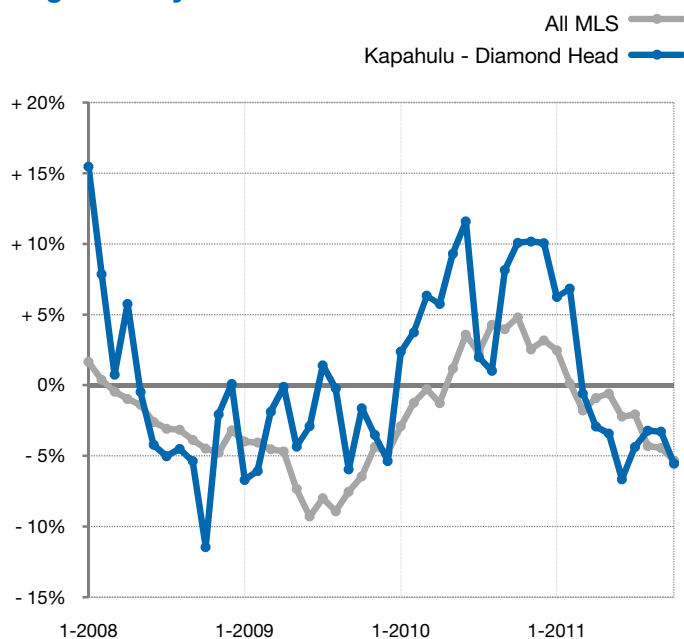
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	28	31	+ 10.7%	263	285	+ 8.4%
Closed Sales	9	20	+ 122.2%	149	177	+ 18.8%
Median Sales Price	\$858,888	\$700,000	- 18.5%	\$792,500	\$749,000	- 5.5%
Average Sales Price	\$1,087,543	\$921,451	- 15.3%	\$916,225	\$989,252	+ 8.0%
Percent of Original List Price Received	92.4%	94.7%	+ 2.5%	96.2%	94.4%	- 1.9%
Median Days on Market Until Sale	53	27	- 50.0%	18	27	+ 50.0%
Inventory of Homes for Sale	96	89	- 7.3%	--	--	--
Months Supply of Inventory	5.9	5.1	- 14.3%	--	--	--

Condo

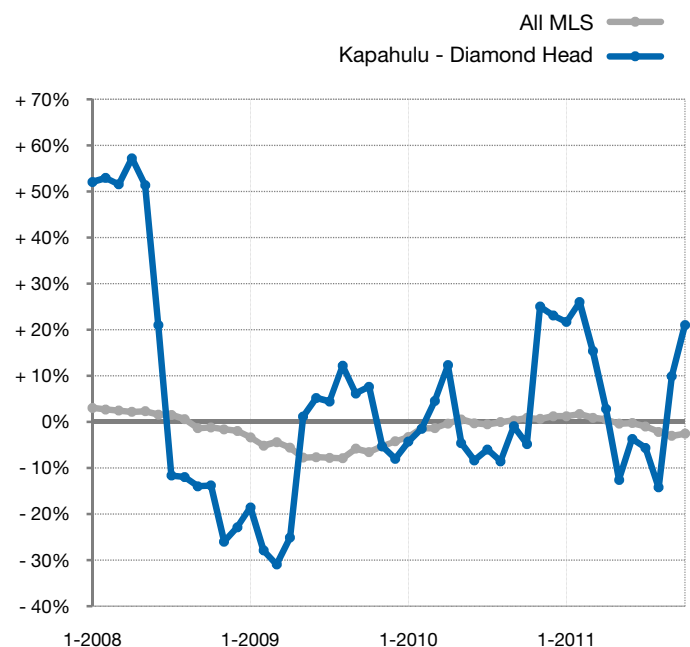
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	9	+ 12.5%	163	129	- 20.9%
Closed Sales	3	6	+ 100.0%	75	73	- 2.7%
Median Sales Price	\$563,000	\$655,000	+ 16.3%	\$456,500	\$450,000	- 1.4%
Average Sales Price	\$452,333	\$1,083,333	+ 139.5%	\$661,005	\$700,959	+ 6.0%
Percent of Original List Price Received	96.7%	92.4%	- 4.5%	94.2%	94.5%	+ 0.3%
Median Days on Market Until Sale	12	17	+ 41.7%	20	59	+ 195.0%
Inventory of Homes for Sale	82	62	- 24.4%	--	--	--
Months Supply of Inventory	10.9	8.4	- 23.5%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



Makaha - Nanakuli

1-8-1 to 1-8-9

- 24.6%

Change in
New Listings
All Properties

- 13.6%

Change in
Closed Sales
All Properties

- 34.4%

Change in
Inventory of Homes
All Properties

Single-Family

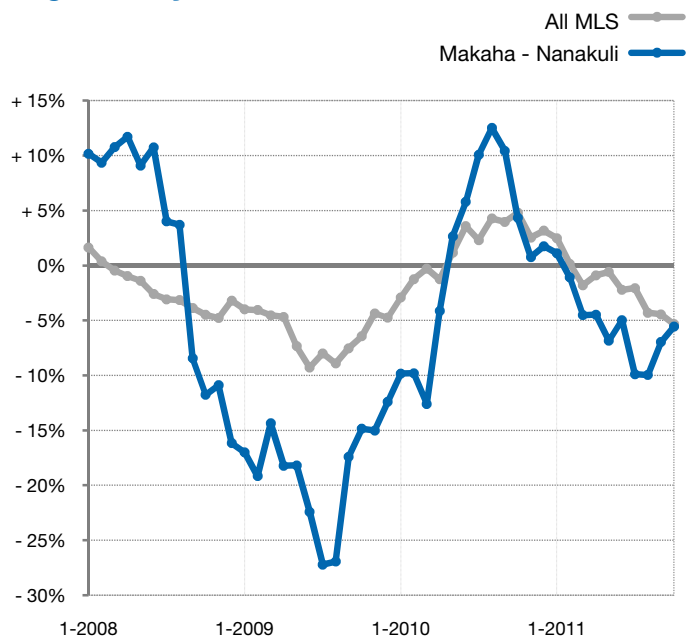
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	27	16	- 40.7%	353	334	- 5.4%
Closed Sales	14	13	- 7.1%	156	194	+ 24.4%
Median Sales Price	\$275,000	\$282,500	+ 2.7%	\$298,500	\$279,000	- 6.5%
Average Sales Price	\$290,093	\$292,480	+ 0.8%	\$317,916	\$295,535	- 7.0%
Percent of Original List Price Received	92.9%	96.8%	+ 4.2%	93.7%	94.5%	+ 0.8%
Median Days on Market Until Sale	26	19	- 26.9%	47	29	- 37.6%
Inventory of Homes for Sale	170	114	- 32.9%	--	--	--
Months Supply of Inventory	10.4	5.6	- 45.9%	--	--	--

Condo

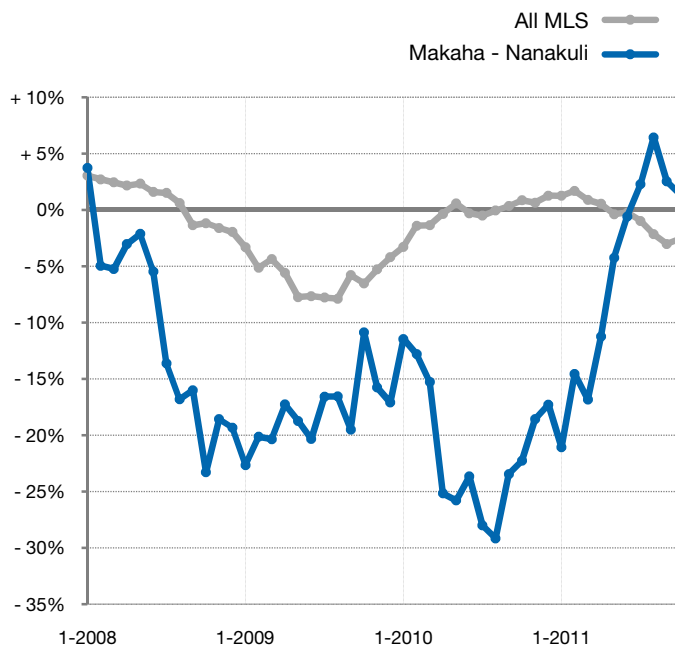
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	30	27	- 10.0%	184	167	- 9.2%
Closed Sales	8	6	- 25.0%	82	78	- 4.9%
Median Sales Price	\$82,500	\$71,500	- 13.3%	\$90,000	\$88,000	- 2.2%
Average Sales Price	\$88,100	\$74,467	- 15.5%	\$111,236	\$95,618	- 14.0%
Percent of Original List Price Received	87.7%	92.0%	+ 5.0%	86.8%	91.7%	+ 5.7%
Median Days on Market Until Sale	31	6	- 80.3%	56	32	- 42.9%
Inventory of Homes for Sale	80	50	- 37.5%	--	--	--
Months Supply of Inventory	9.6	5.9	- 38.7%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



Makakilo

1-9-2 to 1-9-3

- 32.0%

Change in
New Listings
All Properties

- 17.6%

Change in
Closed Sales
All Properties

- 36.1%

Change in
Inventory of Homes
All Properties

Single-Family

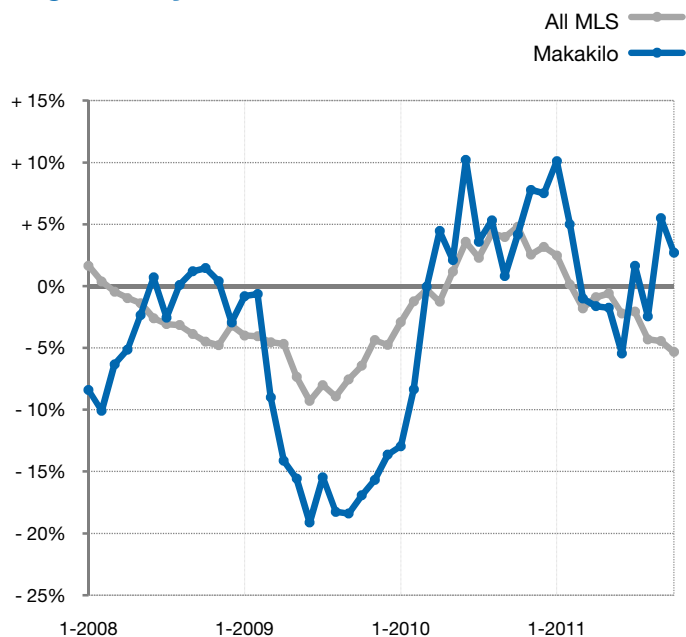
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	15	9	- 40.0%	147	139	- 5.4%
Closed Sales	9	9	0.0%	75	79	+ 5.3%
Median Sales Price	\$529,750	\$565,000	+ 6.7%	\$520,000	\$517,000	- 0.6%
Average Sales Price	\$551,750	\$620,489	+ 12.5%	\$563,035	\$553,918	- 1.6%
Percent of Original List Price Received	94.7%	97.0%	+ 2.4%	95.7%	96.0%	+ 0.3%
Median Days on Market Until Sale	59	58	- 1.7%	47	34	- 27.7%
Inventory of Homes for Sale	49	47	- 4.1%	--	--	--
Months Supply of Inventory	5.8	6.2	+ 6.5%	--	--	--

Condo

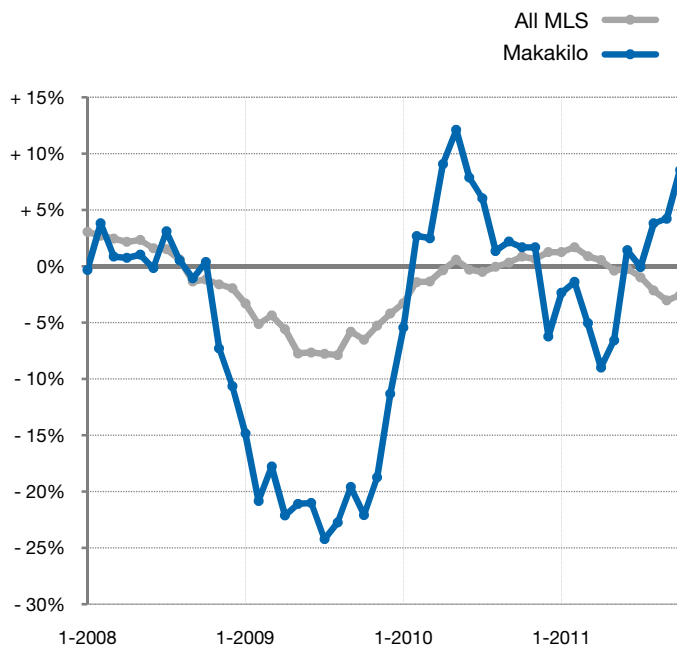
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	10	8	- 20.0%	112	91	- 18.8%
Closed Sales	8	5	- 37.5%	63	64	+ 1.6%
Median Sales Price	\$240,616	\$285,000	+ 18.4%	\$249,000	\$250,000	+ 0.4%
Average Sales Price	\$245,129	\$283,000	+ 15.4%	\$259,243	\$270,627	+ 4.4%
Percent of Original List Price Received	94.8%	97.4%	+ 2.7%	94.9%	95.5%	+ 0.6%
Median Days on Market Until Sale	35	38	+ 10.1%	56	41	- 26.8%
Inventory of Homes for Sale	48	15	- 68.8%	--	--	--
Months Supply of Inventory	7.5	2.1	- 72.0%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



Makiki - Moiliili

1-2-4 to 1-2-9 (except 1-2-6)

- 14.8%

Change in
New Listings
All Properties

+ 4.9%

Change in
Closed Sales
All Properties

- 17.7%

Change in
Inventory of Homes
All Properties

Single-Family

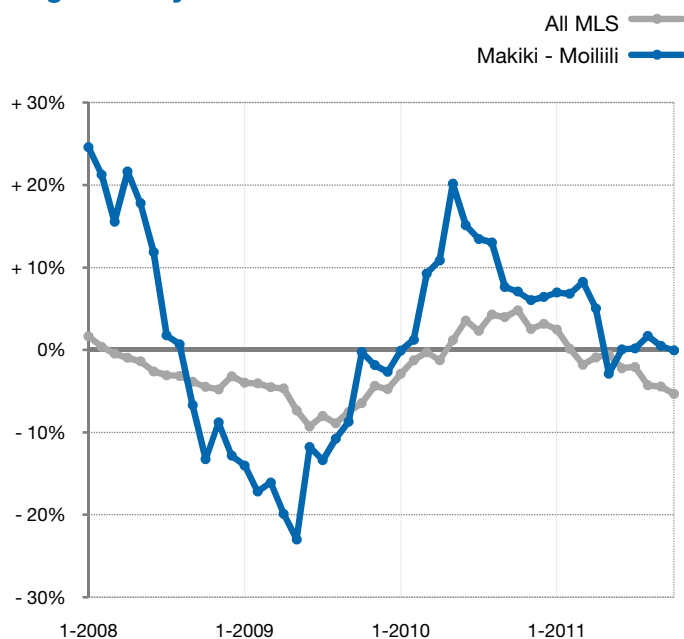
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	17	12	- 29.4%	166	154	- 7.2%
Closed Sales	9	10	+ 11.1%	69	80	+ 15.9%
Median Sales Price	\$904,000	\$808,750	- 10.5%	\$850,000	\$855,000	+ 0.6%
Average Sales Price	\$856,889	\$1,716,450	+ 100.3%	\$874,120	\$1,058,781	+ 21.1%
Percent of Original List Price Received	95.8%	89.0%	- 7.1%	94.3%	92.2%	- 2.2%
Median Days on Market Until Sale	21	66	+ 211.9%	21	47	+ 123.8%
Inventory of Homes for Sale	66	47	- 28.8%	--	--	--
Months Supply of Inventory	9.4	5.4	- 42.5%	--	--	--

Condo

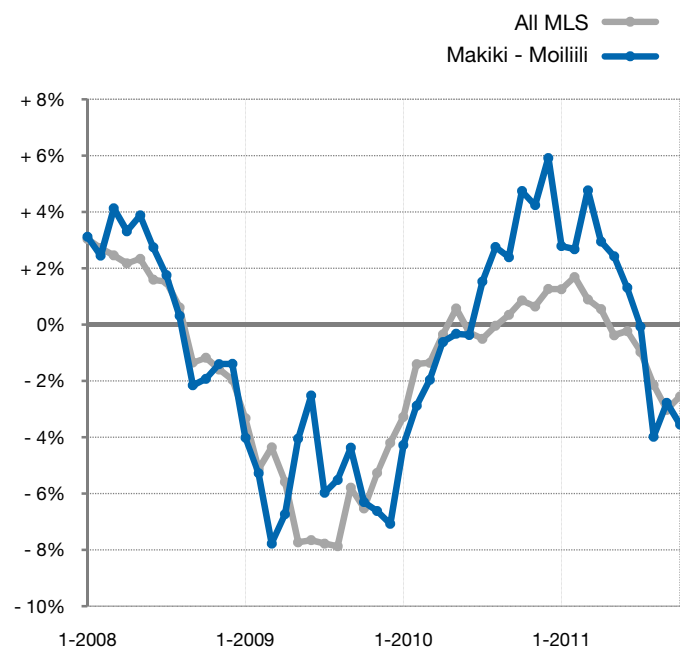
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	71	63	- 11.3%	742	772	+ 4.0%
Closed Sales	32	33	+ 3.1%	416	408	- 1.9%
Median Sales Price	\$319,000	\$305,000	- 4.4%	\$309,000	\$300,000	- 2.9%
Average Sales Price	\$357,242	\$311,970	- 12.7%	\$335,525	\$326,389	- 2.7%
Percent of Original List Price Received	95.2%	93.5%	- 1.8%	95.5%	94.6%	- 0.9%
Median Days on Market Until Sale	24	40	+ 70.2%	24	39	+ 62.5%
Inventory of Homes for Sale	250	213	- 14.8%	--	--	--
Months Supply of Inventory	5.5	4.9	- 10.7%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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Mililani

Selected 1-9-4 to 1-9-5

- 22.9%

Change in
New Listings
All Properties

- 12.1%

Change in
Closed Sales
All Properties

- 24.4%

Change in
Inventory of Homes
All Properties

Single-Family

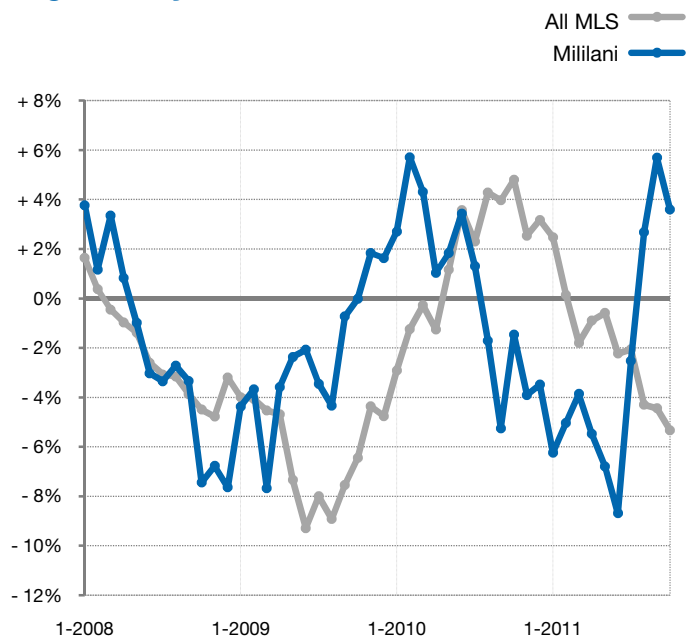
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	16	18	+ 12.5%	219	227	+ 3.7%
Closed Sales	18	14	- 22.2%	144	138	- 4.2%
Median Sales Price	\$631,000	\$587,000	- 7.0%	\$605,000	\$589,500	- 2.6%
Average Sales Price	\$682,556	\$604,979	- 11.4%	\$626,844	\$609,626	- 2.7%
Percent of Original List Price Received	94.0%	97.0%	+ 3.2%	96.8%	96.8%	- 0.0%
Median Days on Market Until Sale	39	52	+ 35.1%	29	35	+ 20.7%
Inventory of Homes for Sale	60	59	- 1.7%	--	--	--
Months Supply of Inventory	4.0	4.2	+ 4.8%	--	--	--

Condo

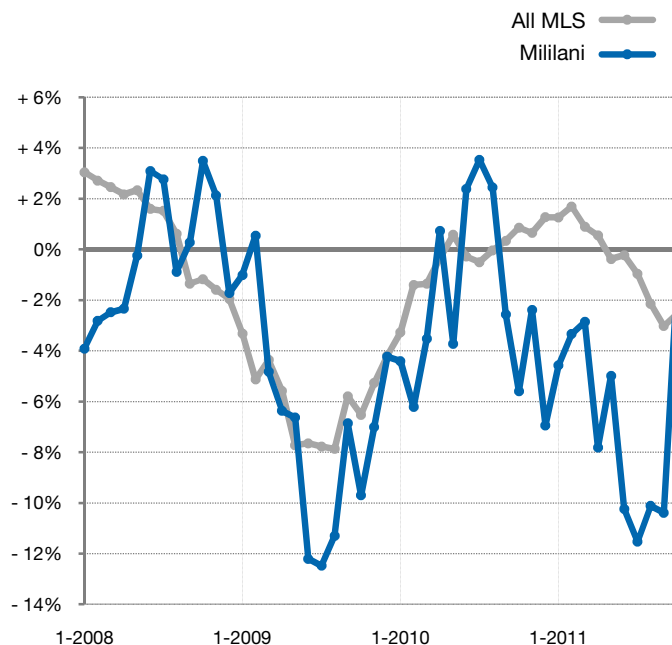
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	32	19	- 40.6%	285	242	- 15.1%
Closed Sales	15	15	0.0%	152	187	+ 23.0%
Median Sales Price	\$230,000	\$269,500	+ 17.2%	\$282,500	\$268,750	- 4.9%
Average Sales Price	\$263,767	\$248,917	- 5.6%	\$282,152	\$265,660	- 5.8%
Percent of Original List Price Received	96.4%	94.6%	- 1.9%	96.5%	95.2%	- 1.4%
Median Days on Market Until Sale	18	99	+ 450.0%	25	36	+ 44.0%
Inventory of Homes for Sale	100	62	- 38.0%	--	--	--
Months Supply of Inventory	6.4	3.2	- 49.8%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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Moanalua - Salt Lake

1-1-1

- 24.1%

Change in
New Listings
All Properties

- 42.1%

Change in
Closed Sales
All Properties

+ 6.5%

Change in
Inventory of Homes
All Properties

Single-Family

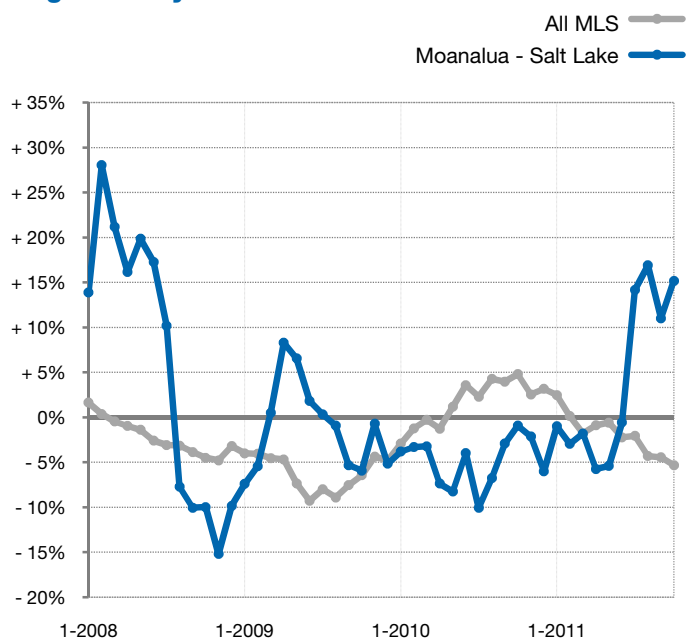
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	11	6	- 45.5%	56	69	+ 23.2%
Closed Sales	5	4	- 20.0%	35	42	+ 20.0%
Median Sales Price	\$705,000	\$557,000	- 21.0%	\$670,000	\$610,000	- 9.0%
Average Sales Price	\$751,000	\$586,000	- 22.0%	\$673,015	\$642,385	- 4.6%
Percent of Original List Price Received	99.2%	94.1%	- 5.1%	97.1%	94.9%	- 2.3%
Median Days on Market Until Sale	11	71	+ 540.9%	35	34	- 4.3%
Inventory of Homes for Sale	18	24	+ 33.3%	--	--	--
Months Supply of Inventory	4.8	6.3	+ 29.6%	--	--	--

Condo

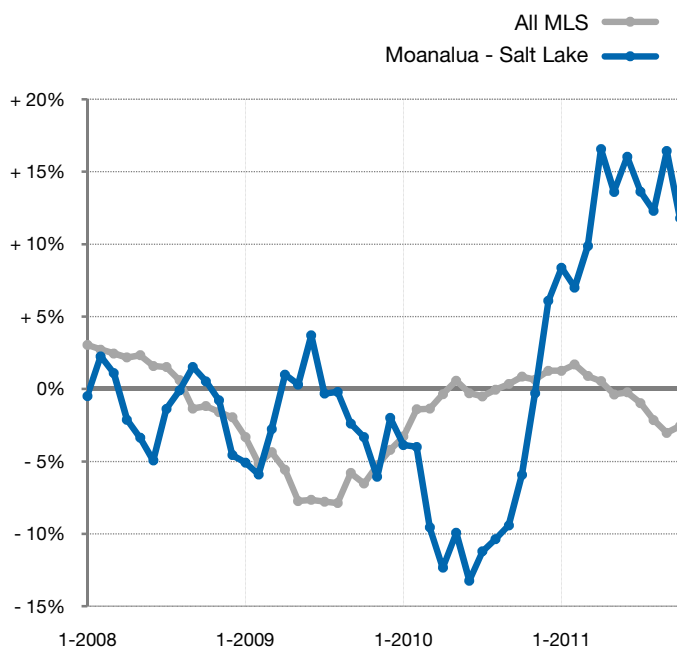
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	18	16	- 11.1%	213	222	+ 4.2%
Closed Sales	14	7	- 50.0%	153	131	- 14.4%
Median Sales Price	\$257,000	\$250,000	- 2.7%	\$270,000	\$281,500	+ 4.3%
Average Sales Price	\$286,214	\$309,143	+ 8.0%	\$296,828	\$314,907	+ 6.1%
Percent of Original List Price Received	95.4%	95.1%	- 0.3%	95.6%	95.7%	+ 0.2%
Median Days on Market Until Sale	22	38	+ 72.7%	27	38	+ 40.7%
Inventory of Homes for Sale	59	58	- 1.7%	--	--	--
Months Supply of Inventory	3.7	4.3	+ 15.3%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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North Shore

1-5-6 to 1-6-9

- 12.0%

Change in
New Listings
All Properties

+ 33.3%

Change in
Closed Sales
All Properties

- 30.9%

Change in
Inventory of Homes
All Properties

Single-Family

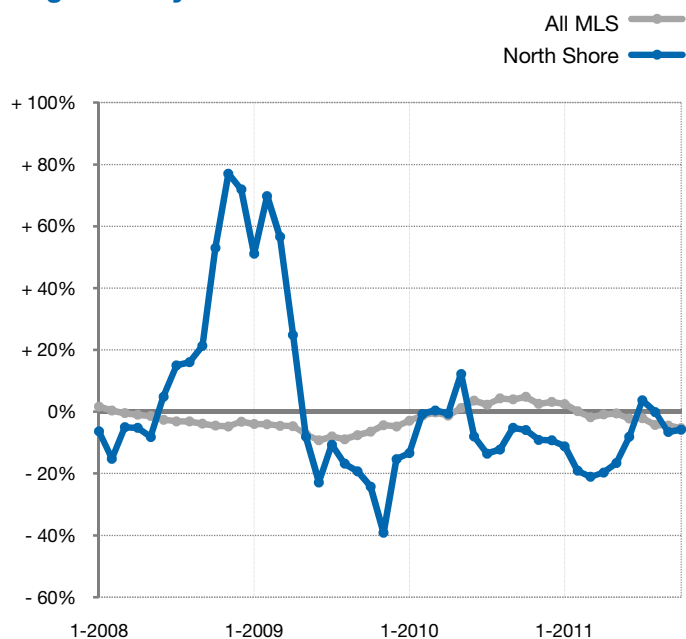
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	17	17	0.0%	189	171	- 9.5%
Closed Sales	8	10	+ 25.0%	67	68	+ 1.5%
Median Sales Price	\$600,000	\$546,500	- 8.9%	\$660,000	\$570,000	- 13.6%
Average Sales Price	\$634,875	\$847,900	+ 33.6%	\$750,391	\$712,328	- 5.1%
Percent of Original List Price Received	87.6%	87.0%	- 0.7%	89.5%	92.3%	+ 3.1%
Median Days on Market Until Sale	79	134	+ 69.6%	85	67	- 21.8%
Inventory of Homes for Sale	104	77	- 26.0%	--	--	--
Months Supply of Inventory	15.0	12.5	- 17.0%	--	--	--

Condo

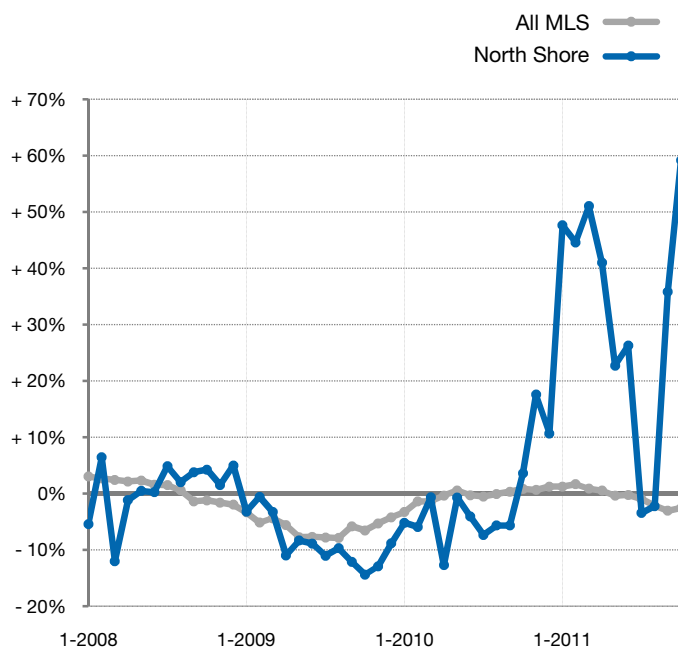
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	5	- 37.5%	83	61	- 26.5%
Closed Sales	1	2	+ 100.0%	21	32	+ 52.4%
Median Sales Price	\$175,000	\$465,000	+ 165.7%	\$240,000	\$229,000	- 4.6%
Average Sales Price	\$175,000	\$465,000	+ 165.7%	\$259,114	\$350,184	+ 35.1%
Percent of Original List Price Received	97.2%	94.9%	- 2.3%	92.1%	90.4%	- 1.9%
Median Days on Market Until Sale	40	51	+ 26.3%	81	47	- 42.0%
Inventory of Homes for Sale	48	28	- 41.7%	--	--	--
Months Supply of Inventory	17.3	7.6	- 55.8%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



Pearl City - Aiea

1-9-6 to 1-9-9

+ 5.8%

Change in
New Listings
All Properties

- 35.4%

Change in
Closed Sales
All Properties

- 26.2%

Change in
Inventory of Homes
All Properties

October

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	25	17	- 32.0%	262	247	- 5.7%
Closed Sales	18	14	- 22.2%	139	154	+ 10.8%
Median Sales Price	\$596,200	\$618,500	+ 3.7%	\$595,000	\$575,000	- 3.4%
Average Sales Price	\$624,772	\$637,071	+ 2.0%	\$620,416	\$591,114	- 4.7%
Percent of Original List Price Received	96.3%	97.0%	+ 0.8%	96.3%	96.2%	- 0.1%
Median Days on Market Until Sale	25	38	+ 50.0%	28	35	+ 23.2%
Inventory of Homes for Sale	96	81	- 15.6%	--	--	--
Months Supply of Inventory	6.7	5.1	- 23.2%	--	--	--

October

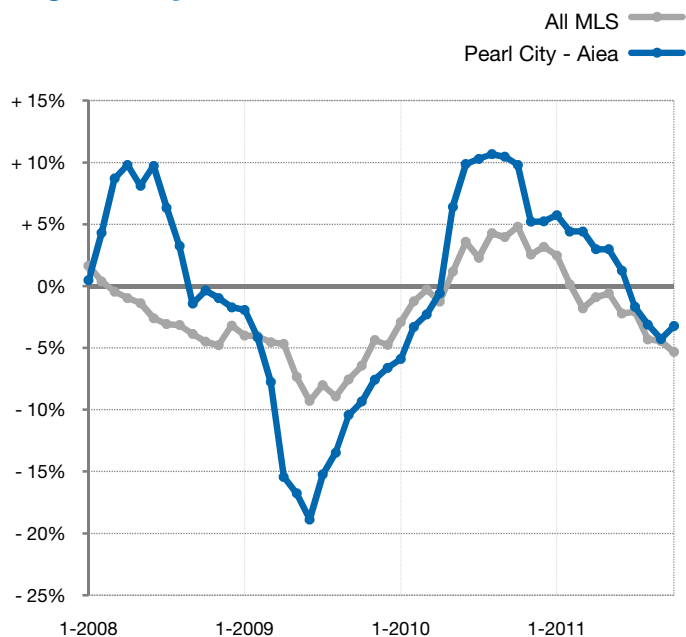
Year to Date

Condo

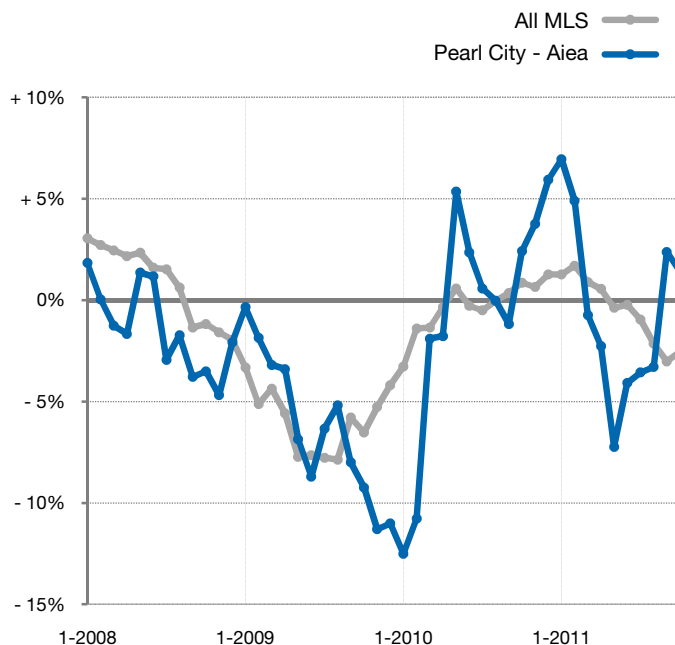
	2010	2011	+ / -	2010	2011	+ / -
New Listings	27	38	+ 40.7%	389	341	- 12.3%
Closed Sales	30	17	- 43.3%	234	225	- 3.8%
Median Sales Price	\$280,800	\$260,000	- 7.4%	\$275,000	\$265,000	- 3.6%
Average Sales Price	\$288,683	\$262,647	- 9.0%	\$283,919	\$273,605	- 3.6%
Percent of Original List Price Received	95.4%	94.1%	- 1.4%	95.9%	94.9%	- 1.0%
Median Days on Market Until Sale	31	80	+ 158.1%	27	44	+ 66.0%
Inventory of Homes for Sale	129	85	- 34.1%	--	--	--
Months Supply of Inventory	5.4	3.6	- 33.4%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Wahiawa

1-7-1 to 1-7-7

+ 42.9%

Change in
New Listings
All Properties

+ 40.0%

Change in
Closed Sales
All Properties

- 47.0%

Change in
Inventory of Homes
All Properties

October

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	6	8	+ 33.3%	118	81	- 31.4%
Closed Sales	4	7	+ 75.0%	53	60	+ 13.2%
Median Sales Price	\$458,000	\$449,000	- 2.0%	\$386,000	\$391,500	+ 1.4%
Average Sales Price	\$450,250	\$434,429	- 3.5%	\$398,396	\$409,938	+ 2.9%
Percent of Original List Price Received	94.8%	94.4%	- 0.4%	93.4%	92.4%	- 1.1%
Median Days on Market Until Sale	29	17	- 40.4%	32	62	+ 93.8%
Inventory of Homes for Sale	46	26	- 43.5%	--	--	--
Months Supply of Inventory	8.2	4.3	- 47.4%	--	--	--

October

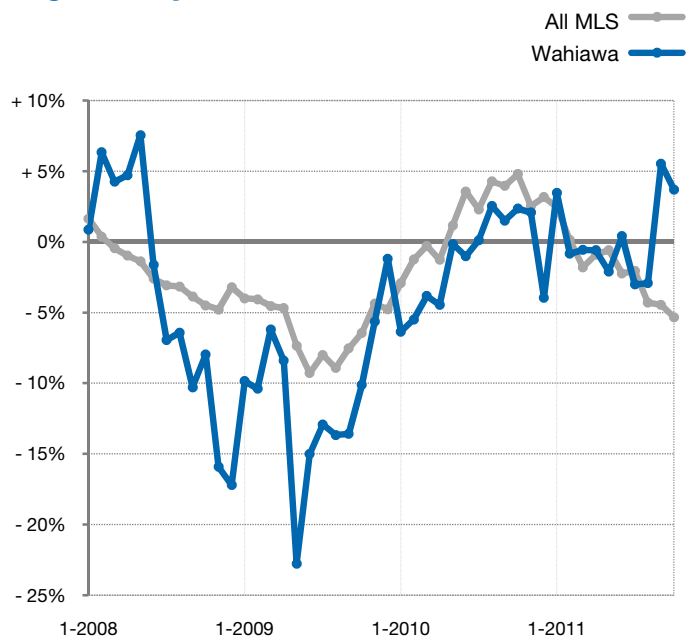
Year to Date

Condo

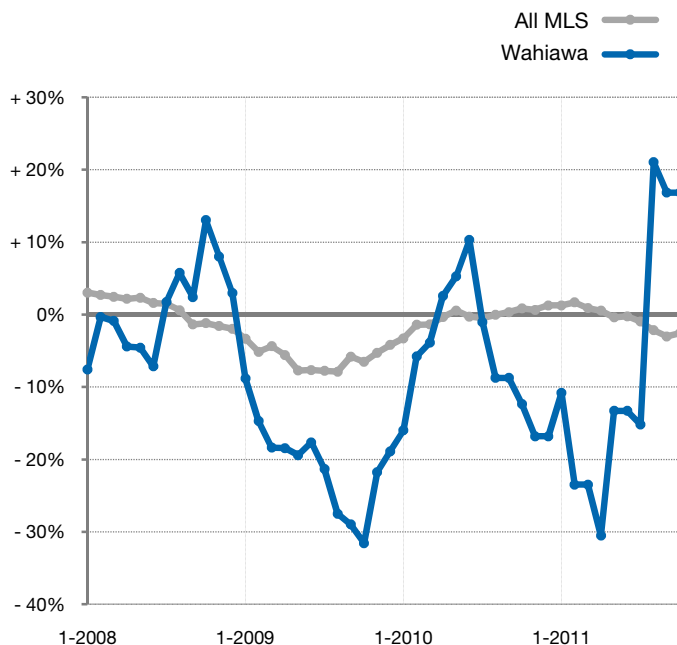
	2010	2011	+ / -	2010	2011	+ / -
New Listings	1	2	+ 100.0%	34	21	- 38.2%
Closed Sales	1	0	- 100.0%	12	10	- 16.7%
Median Sales Price	\$145,000	\$0	- 100.0%	\$130,000	\$125,000	- 3.8%
Average Sales Price	\$145,000	\$0	- 100.0%	\$126,458	\$120,100	- 5.0%
Percent of Original List Price Received	86.8%	0.0%	- 100.0%	83.9%	88.2%	+ 5.2%
Median Days on Market Until Sale	69	0	- 100.0%	57	93	+ 63.7%
Inventory of Homes for Sale	20	9	- 55.0%	--	--	--
Months Supply of Inventory	12.9	5.5	- 56.9%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Waialae-Kahala

1-3-5

+ 26.1%

Change in
New Listings
All Properties

+ 28.6%

Change in
Closed Sales
All Properties

- 20.3%

Change in
Inventory of Homes
All Properties

Single-Family

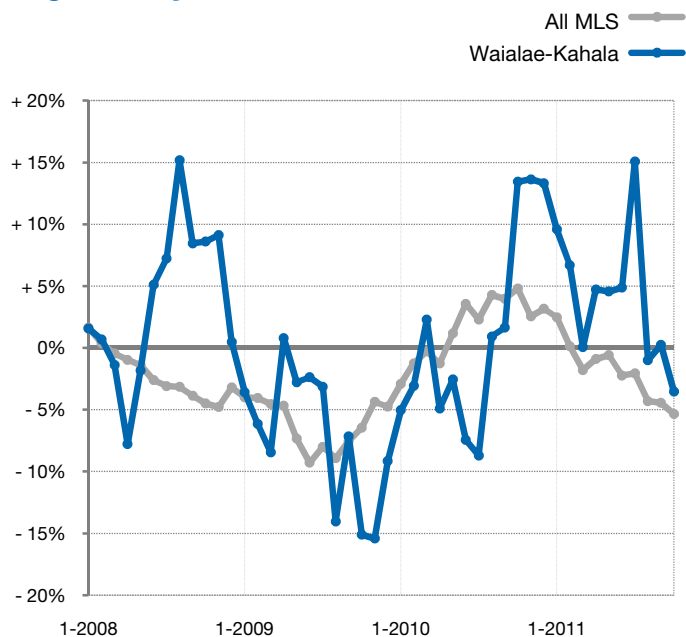
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	15	19	+ 26.7%	179	137	- 23.5%
Closed Sales	4	6	+ 50.0%	94	83	- 11.7%
Median Sales Price	\$1,503,000	\$2,000,000	+ 33.1%	\$1,340,000	\$1,320,000	- 1.5%
Average Sales Price	\$1,626,500	\$1,930,833	+ 18.7%	\$1,814,233	\$1,588,088	- 12.5%
Percent of Original List Price Received	96.7%	90.6%	- 6.2%	93.8%	92.2%	- 1.7%
Median Days on Market Until Sale	35	108	+ 211.6%	30	45	+ 52.5%
Inventory of Homes for Sale	59	50	- 15.3%	--	--	--
Months Supply of Inventory	6.3	5.7	- 9.6%	--	--	--

Condo

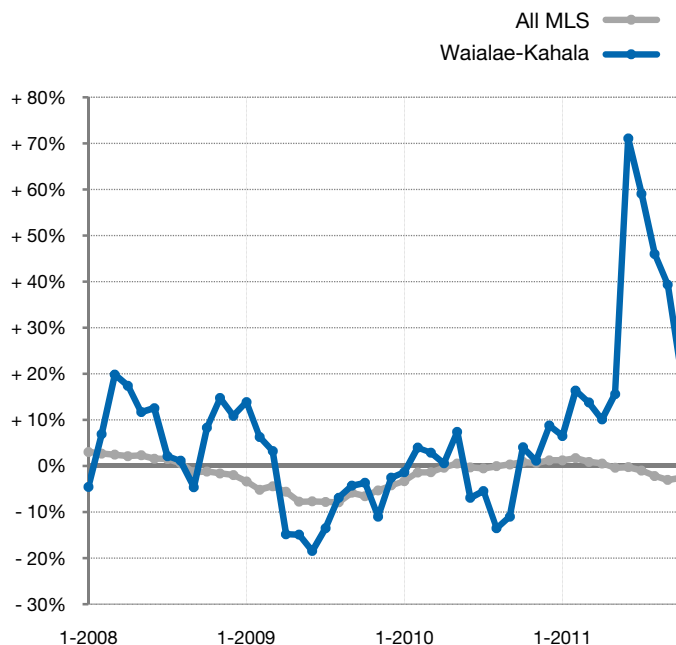
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	8	10	+ 25.0%	60	56	- 6.7%
Closed Sales	3	3	0.0%	37	34	- 8.1%
Median Sales Price	\$850,000	\$215,000	- 74.7%	\$445,000	\$437,000	- 1.8%
Average Sales Price	\$796,667	\$281,667	- 64.6%	\$428,210	\$453,758	+ 6.0%
Percent of Original List Price Received	92.5%	82.0%	- 11.4%	93.9%	94.1%	+ 0.2%
Median Days on Market Until Sale	17	89	+ 423.5%	25	22	- 12.0%
Inventory of Homes for Sale	20	13	- 35.0%	--	--	--
Months Supply of Inventory	5.4	4.0	- 25.5%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of November 7, 2011. All data from HiCentral MLS, Ltd.. | Powered by 10K Research and Marketing.

Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



Waikiki

1-2-6

+ 6.6%

Change in
New Listings
All Properties

+ 24.1%

Change in
Closed Sales
All Properties

- 13.8%

Change in
Inventory of Homes
All Properties

Single-Family

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	0	0	--	4	2	- 50.0%
Closed Sales	0	0	--	1	0	- 100.0%
Median Sales Price	\$0	\$0	--	\$0	\$0	--
Average Sales Price	\$0	\$0	--	\$0	\$0	--
Percent of Original List Price Received	0.0%	0.0%	--	0.0%	0.0%	--
Median Days on Market Until Sale	0	0	--	1	0	- 100.0%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

Condo

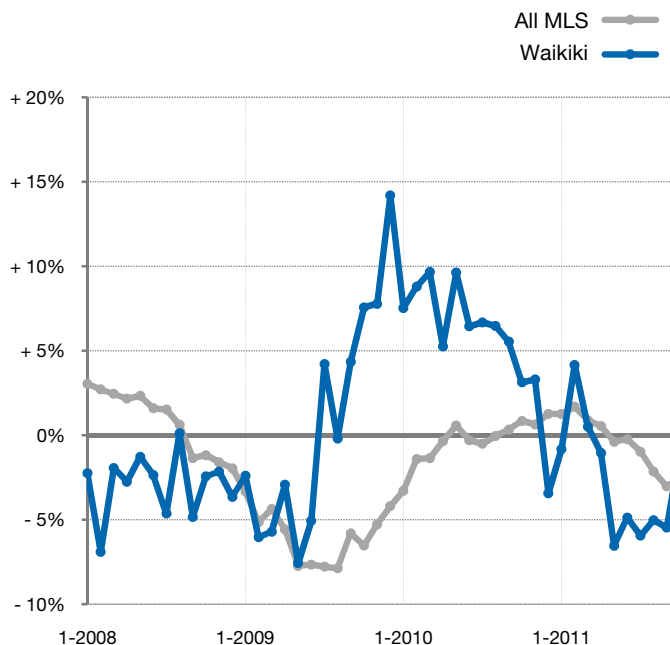
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	106	113	+ 6.6%	1,331	1,297	- 2.6%
Closed Sales	58	72	+ 24.1%	593	696	+ 17.4%
Median Sales Price	\$281,250	\$299,950	+ 6.6%	\$285,000	\$280,000	- 1.8%
Average Sales Price	\$297,652	\$428,575	+ 44.0%	\$319,468	\$348,128	+ 9.0%
Percent of Original List Price Received	91.5%	94.4%	+ 3.1%	92.2%	93.3%	+ 1.2%
Median Days on Market Until Sale	72	31	- 56.9%	50	42	- 16.0%
Inventory of Homes for Sale	594	510	- 14.1%	--	--	--
Months Supply of Inventory	9.8	7.4	- 24.2%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

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Waipahu

1-9-4

- 12.5%

Change in
New Listings
All Properties

- 15.9%

Change in
Closed Sales
All Properties

- 23.3%

Change in
Inventory of Homes
All Properties

October

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	33	25	- 24.2%	360	325	- 9.7%
Closed Sales	23	19	- 17.4%	219	200	- 8.7%
Median Sales Price	\$522,500	\$529,000	+ 1.2%	\$522,500	\$505,000	- 3.3%
Average Sales Price	\$519,909	\$506,332	- 2.6%	\$522,327	\$508,335	- 2.7%
Percent of Original List Price Received	95.5%	96.8%	+ 1.3%	95.7%	96.3%	+ 0.6%
Median Days on Market Until Sale	23	62	+ 169.6%	32	40	+ 23.4%
Inventory of Homes for Sale	105	93	- 11.4%	--	--	--
Months Supply of Inventory	4.5	4.2	- 7.1%	--	--	--

October

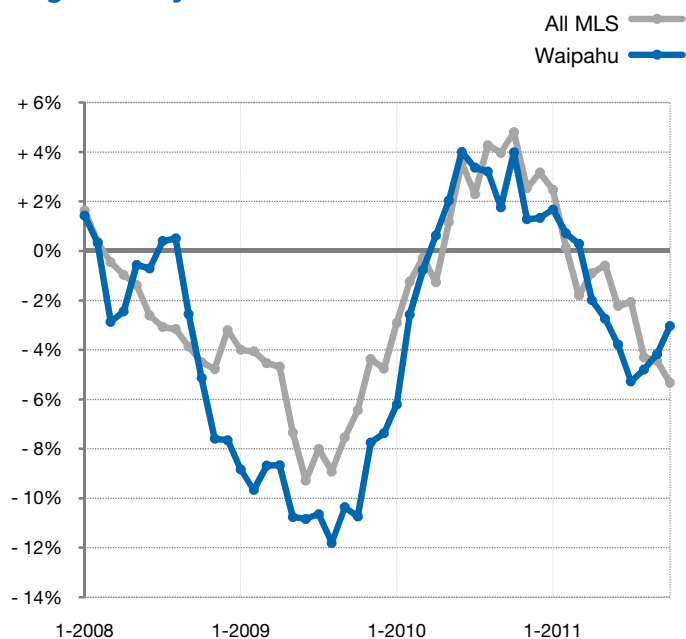
Year to Date

Condo

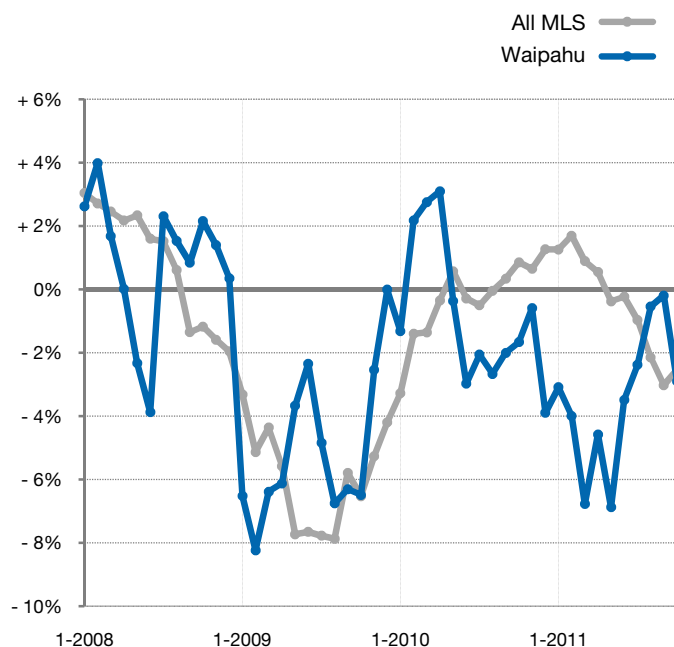
	2010	2011	+ / -	2010	2011	+ / -
New Listings	23	24	+ 4.3%	312	288	- 7.7%
Closed Sales	21	18	- 14.3%	200	192	- 4.0%
Median Sales Price	\$265,000	\$240,750	- 9.2%	\$268,000	\$257,500	- 3.9%
Average Sales Price	\$274,662	\$253,967	- 7.5%	\$275,917	\$269,981	- 2.2%
Percent of Original List Price Received	94.2%	96.3%	+ 2.3%	96.5%	95.5%	- 1.0%
Median Days on Market Until Sale	36	48	+ 31.9%	31	39	+ 24.2%
Inventory of Homes for Sale	114	75	- 34.2%	--	--	--
Months Supply of Inventory	5.6	3.8	- 32.6%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



Windward Coast

1-4-8 to 1-5-5

- 9.1%

Change in
New Listings
All Properties

- 66.7%

Change in
Closed Sales
All Properties

- 24.2%

Change in
Inventory of Homes
All Properties

Single-Family

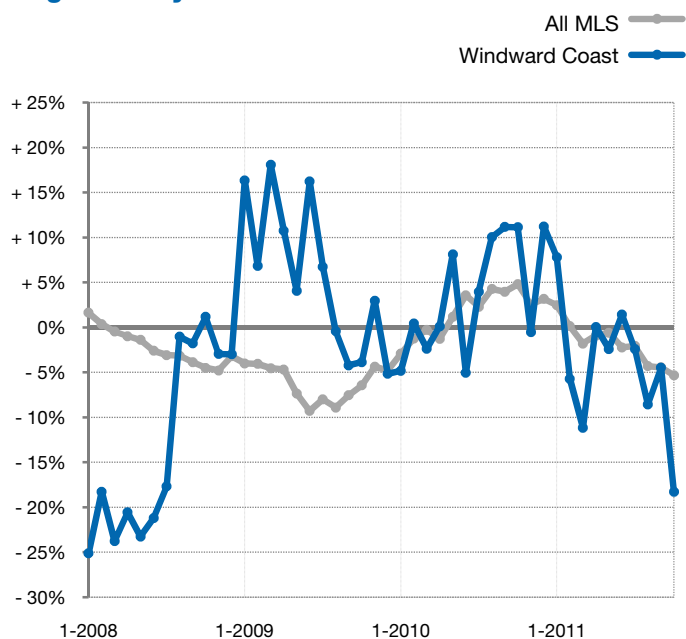
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	10	8	- 20.0%	123	118	- 4.1%
Closed Sales	2	1	- 50.0%	34	44	+ 29.4%
Median Sales Price	\$555,750	\$289,900	- 47.8%	\$504,500	\$520,000	+ 3.1%
Average Sales Price	\$555,750	\$289,900	- 47.8%	\$527,559	\$517,635	- 1.9%
Percent of Original List Price Received	90.3%	97.0%	+ 7.3%	94.3%	91.3%	- 3.1%
Median Days on Market Until Sale	189	28	- 85.1%	62	52	- 16.3%
Inventory of Homes for Sale	70	55	- 21.4%	--	--	--
Months Supply of Inventory	18.3	12.5	- 31.8%	--	--	--

Condo

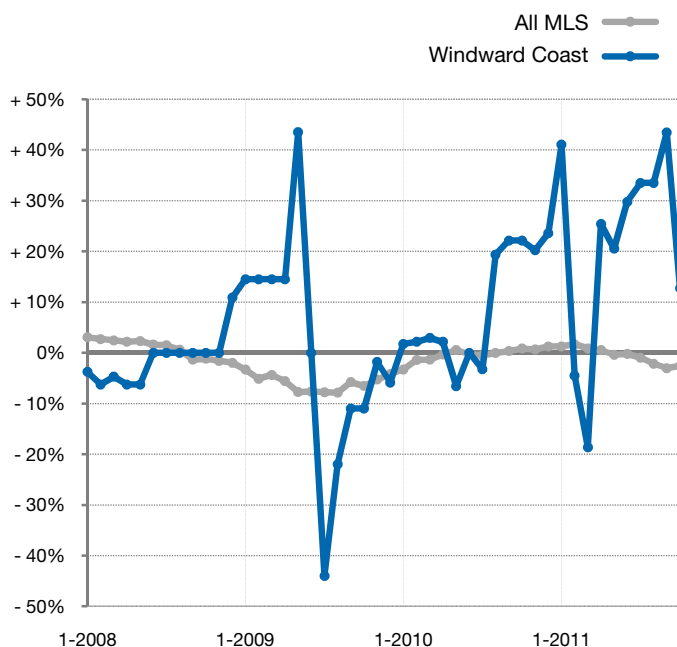
	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	1	2	+ 100.0%	34	25	- 26.5%
Closed Sales	1	0	- 100.0%	9	11	+ 22.2%
Median Sales Price	\$125,000	\$0	- 100.0%	\$220,000	\$203,500	- 7.5%
Average Sales Price	\$125,000	\$0	- 100.0%	\$198,978	\$194,155	- 2.4%
Percent of Original List Price Received	81.5%	0.0%	- 100.0%	84.7%	85.7%	+ 1.2%
Median Days on Market Until Sale	70	0	- 100.0%	142	83	- 41.5%
Inventory of Homes for Sale	21	14	- 33.3%	--	--	--
Months Supply of Inventory	14.5	9.3	- 35.8%	--	--	--

Change in Median Sales Price from Prior Year (6-Month Average)*

Single-Family Detached



Townhouse-Condo Attached



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