



September 2011

Local Market Updates

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Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



Aina Haina - Kuliouou

1-3-6 to 1-3-8

- 61.5%

Change in
New Listings
All Properties

- 44.4%

Change in
Closed Sales
All Properties

0.0%

Change in
Inventory of Homes
All Properties

Single-Family

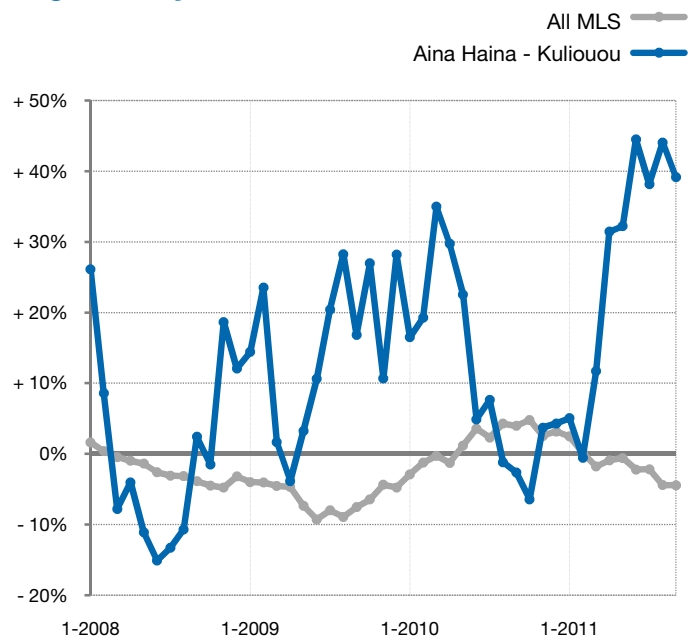
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	12	5	- 58.3%	97	94	- 3.1%
Closed Sales	9	5	- 44.4%	51	58	+ 13.7%
Median Sales Price	\$1,208,000	\$1,075,000	- 11.0%	\$1,069,000	\$1,250,000	+ 16.9%
Average Sales Price	\$1,952,556	\$1,898,900	- 2.7%	\$1,394,262	\$1,402,518	+ 0.6%
Percent of Original List Price Received	94.4%	91.6%	- 3.0%	95.8%	92.0%	- 3.9%
Median Days on Market Until Sale	92	29	- 68.5%	17	38	+ 120.6%
Inventory of Homes for Sale	46	45	- 2.2%	--	--	--
Months Supply of Inventory	8.6	7.1	- 17.6%	--	--	--

Condo

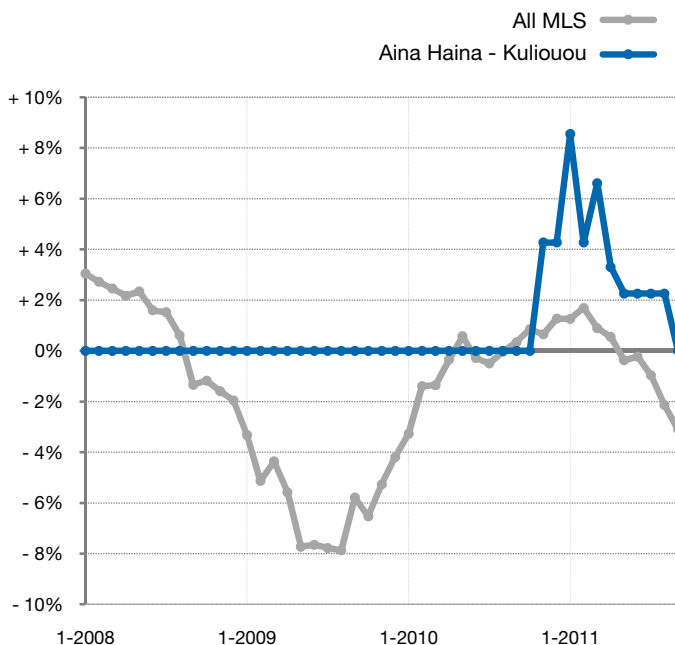
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	1	0	- 100.0%	4	6	+ 50.0%
Closed Sales	0	0	--	3	6	+ 100.0%
Median Sales Price	\$0	\$0	--	\$481,500	\$545,000	+ 13.2%
Average Sales Price	\$0	\$0	--	\$481,500	\$542,833	+ 12.7%
Percent of Original List Price Received	0.0%	0.0%	--	98.2%	97.9%	- 0.3%
Median Days on Market Until Sale	0	0	--	3	20	+ 566.7%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	1.0	1.7	+ 71.4%	--	--	--

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 October 6, 2011. All data from HiCentral MLS, Ltd.. | Powered by 10K Research and Marketing.

Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



Ala Moana - Kakaako

1-2-3

+ 42.5%

+ 42.9%

- 7.8%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Single-Family

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	0	0	--	3	6	+ 100.0%
Closed Sales	0	0	--	2	1	- 50.0%
Median Sales Price	\$0	\$0	--	\$515,000	\$566,000	+ 9.9%
Average Sales Price	\$0	\$0	--	\$515,000	\$566,000	+ 9.9%
Percent of Original List Price Received	0.0%	0.0%	--	96.4%	95.1%	- 1.3%
Median Days on Market Until Sale	0	0	--	47	86	+ 83.0%
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--
Months Supply of Inventory	3.0	4.0	+ 33.3%	--	--	--

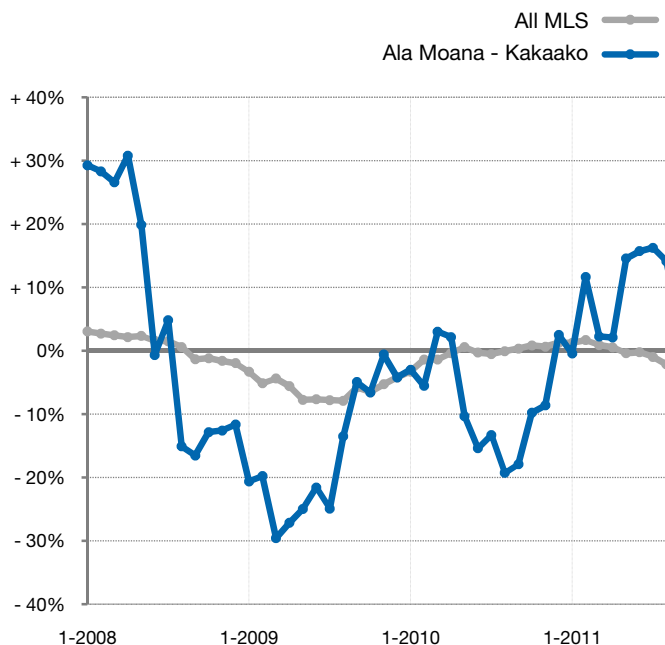
Condo

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	40	57	+ 42.5%	467	484	+ 3.6%
Closed Sales	28	40	+ 42.9%	276	285	+ 3.3%
Median Sales Price	\$660,000	\$346,500	- 47.5%	\$339,500	\$349,000	+ 2.8%
Average Sales Price	\$727,064	\$426,042	- 41.4%	\$512,509	\$501,231	- 2.2%
Percent of Original List Price Received	97.5%	95.1%	- 2.5%	95.1%	94.6%	- 0.5%
Median Days on Market Until Sale	74	34	- 53.7%	40	45	+ 13.9%
Inventory of Homes for Sale	201	184	- 8.5%	--	--	--
Months Supply of Inventory	6.4	6.0	- 5.5%	--	--	--

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 October 6, 2011. All data from HiCentral MLS, Ltd.. | Powered by 10K Research and Marketing.

Local Market Updates

Condo Properties Only



September 2011

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale			Inventory of Homes for Sale		
		9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	1	0	-100.0%	0	0	NA	\$0	\$0	NA	0.0%	0.0%	NA	0	0	NA	1	2	100.0%
Ala Moana - Kakaako	1-2-3	40	57	42.5%	28	40	42.9%	\$660,000	\$346,500	-47.5%	97.5%	95.1%	-2.5%	74	34	-53.7%	201	184	-8.5%
Downtown - Nuuanu	1-1-8 to 1-2-2	50	41	-18.0%	37	19	-48.6%	\$500,000	\$370,000	-26.0%	96.1%	92.8%	-3.4%	18	40	122.2%	188	151	-19.7%
Ewa Plain	1-9-1	36	34	-5.6%	24	17	-29.2%	\$305,500	\$308,000	0.8%	97.1%	98.4%	1.3%	61	43	-29.5%	118	71	-39.8%
Hawaii Kai	1-3-9	34	20	-41.2%	16	18	12.5%	\$550,000	\$491,500	-10.6%	97.8%	95.7%	-2.1%	40	34	-16.3%	53	84	58.5%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	5	13	160.0%	10	6	-40.0%	\$376,250	\$352,500	-6.3%	97.7%	98.5%	0.8%	16	18	12.5%	28	26	-7.1%
Kalihi - Palama	1-1-2 to 1-1-7	11	16	45.5%	11	10	-9.1%	\$278,000	\$323,000	16.2%	97.5%	95.3%	-2.3%	25	36	42.0%	46	35	-23.9%
Kaneohe	Selected 1-4-4 to 1-4-7	24	13	-45.8%	7	14	100.0%	\$397,000	\$361,000	-9.1%	95.6%	95.7%	0.0%	33	49	48.5%	67	62	-7.5%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	10	7	-30.0%	6	4	-33.3%	\$365,750	\$1,525,000	317.0%	94.3%	95.1%	0.8%	18	26	41.7%	87	64	-26.4%
Makaha - Nanakuli	1-8-1 to 1-8-9	20	20	0.0%	7	8	14.3%	\$110,000	\$80,000	-27.3%	89.1%	91.0%	2.2%	42	27	-35.7%	79	70	-11.4%
Makakilo	1-9-2 to 1-9-3	12	7	-41.7%	6	9	50.0%	\$280,000	\$250,000	-10.7%	97.0%	95.0%	-2.1%	71	23	-70.9%	44	6	-86.4%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	78	72	-7.7%	39	53	35.9%	\$295,000	\$329,000	11.5%	93.6%	94.3%	0.7%	41	37	-9.8%	242	223	-7.9%
Mililani	Selected 1-9-4 to 1-9-5	23	15	-34.8%	14	20	42.9%	\$275,000	\$255,000	-7.3%	93.9%	97.2%	3.6%	68	25	-63.0%	103	62	-39.8%
Moanalua - Salt Lake	1-1-1	24	16	-33.3%	13	17	30.8%	\$252,900	\$300,000	18.6%	95.9%	94.3%	-1.7%	56	54	-3.6%	55	72	30.9%
North Shore	1-5-6 to 1-6-9	11	6	-45.5%	1	6	500.0%	\$150,000	\$380,750	153.8%	84.7%	78.0%	-8.0%	21	107	409.5%	42	32	-23.8%
Pearl City - Aiea	1-9-6 to 1-9-9	42	33	-21.4%	16	23	43.8%	\$264,500	\$302,500	14.4%	95.3%	94.3%	-1.0%	37	23	-37.8%	123	91	-26.0%
Wahiawa	1-7-1 to 1-7-7	2	3	50.0%	0	1	NA	\$0	\$140,000	NA	0.0%	73.7%	NA	0	170	NA	19	7	-63.2%
Waialae-Kahala	1-3-5	7	3	-57.1%	2	8	300.0%	\$545,000	\$625,000	14.7%	99.6%	91.0%	-8.6%	27	20	-27.8%	18	14	-22.2%
Waikiki	1-2-6	116	132	13.8%	53	66	24.5%	\$320,000	\$282,500	-11.7%	92.3%	92.6%	0.3%	33	51	54.5%	641	497	-22.5%
Waipahu	1-9-4	23	17	-26.1%	15	21	40.0%	\$315,000	\$310,000	-1.6%	96.0%	98.0%	2.0%	38	21	-44.7%	119	84	-29.4%
Windward Coast	1-4-8 to 1-5-5	3	0	-100.0%	0	2	NA	\$0	\$108,450	NA	0.0%	77.5%	NA	0	73	NA	25	16	-36.0%

Year to Date

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale		
		9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	4	6	50.0%	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	467	484	3.6%	276	285	3.3%	\$339,500	\$349,000	2.8%	95.1%	94.6%	-0.5%	40	45	13.9%
Downtown - Nuuanu	1-1-8 to 1-2-2	465	394	-15.3%	219	208	-5.0%	\$395,000	\$379,000	-4.1%	95.5%	94.1%	-1.4%	30	42	40.0%
Ewa Plain	1-9-1	345	266	-22.9%	231	210	-9.1%	\$300,000	\$305,000	1.7%	98.2%	98.6%	0.4%	30	39	28.3%
Hawaii Kai	1-3-9	238	229	-3.8%	155	134	-13.5%	\$525,000	\$517,000	-1.5%	97.1%	95.9%	-1.2%	19	35	84.2%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	97	87	-10.3%	66	56	-15.2%	\$377,500	\$376,000	-0.4%	96.5%	96.4%	-0.1%	22	36	61.4%
Kalihi - Palama	1-1-2 to 1-1-7	123	120	-2.4%	74	66	-10.8%	\$320,000	\$270,000	-15.6%	95.4%	94.5%	-1.0%	29	36	24.6%
Kaneohe	Selected 1-4-4 to 1-4-7	194	177	-8.8%	108	106	-1.9%	\$375,500	\$374,000	-0.4%	96.4%	94.7%	-1.8%	34	61	77.9%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	155	120	-22.6%	72	67	-6.9%	\$448,000	\$432,500	-3.5%	94.1%	94.7%	0.6%	21	76	261.9%
Makaha - Nanakuli	1-8-1 to 1-8-9	154	140	-9.1%	74	72	-2.7%	\$90,000	\$89,450	-0.6%	86.7%	91.7%	5.8%	57	38	-33.3%
Makakilo	1-9-2 to 1-9-3	102	83	-18.6%	55	59	7.3%	\$249,000	\$250,000	0.4%	94.9%	95.3%	0.5%	71	44	-38.0%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	671	709	5.7%	384	375	-2.3%	\$308,750	\$300,000	-2.8%	95.5%	94.7%	-0.8%	25	39	59.2%
Mililani	Selected 1-9-4 to 1-9-5	253	222	-12.3%	137	172	25.5%	\$285,000	\$268,000	-6.0%	96.5%	95.3%	-1.3%	26	31	17.3%
Moanalua - Salt Lake	1-1-1	195	206	5.6%	139	124	-10.8%	\$270,000	\$283,000	4.8%	95.6%	95.8%	0.2%	29	37	27.6%
North Shore	1-5-6 to 1-6-9	75	56	-25.3%	20	30	50.0%	\$241,000	\$226,000	-6.2%	91.9%	90.1%	-1.9%	86	41	-52.3%
Pearl City - Aiea	1-9-6 to 1-9-9	362	303	-16.3%	204	208	2.0%	\$272,500	\$265,000	-2.8%	95.9%	95.0%	-1.0%	26	43	66.7%
Wahiawa	1-7-1 to 1-7-7	33	19	-42.4%	11	10	-9.1%	\$120,000	\$125,000	4.2%	83.6%	88.2%	5.5%	44	93	110.2%
Waialae-Kahala	1-3-5	52	45	-13.5%	34	31	-8.8%	\$440,000	\$443,500	0.8%	94.1%	95.3%	1.3%	27	22	-17.0%
Waikiki	1-2-6	1225	1182	-3.5%	535	622	16.3%	\$285,000	\$275,000	-3.5%	92.3%	93.2%	0.9%	47	42	-10.6%
Waipahu	1-9-4	289	263	-9.0%	179	174	-2.8%	\$269,000	\$260,000	-3.3%	96.8%	95.4%	-1.4%	31	38	22.6%
Windward Coast	1-4-8 to 1-5-5	33	23	-30.3%	8	11	37.5%	\$221,000	\$203,500	-7.9%	85.2%	85.7%	0.7%	156	83	-46.8%

Local Market Updates Single-Family Homes Only



September 2011

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale			Inventory of Homes for Sale		
		9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	12	5	-58.3%	9	5	-44.4%	\$1,208,000	\$1,075,000	-11.0%	94.4%	91.6%	-3.0%	92	29	-68.5%	46	45	-2.2%
Ala Moana - Kakaako	1-2-3	0	0	NA	0	0	NA	\$0	\$0	NA	0.0%	0.0%	NA	0	0	NA	3	4	33.3%
Downtown - Nuuanu	1-1-8 to 1-2-2	13	7	-46.2%	0	5	NA	\$0	\$622,500	NA	0.0%	96.7%	NA	0	26	NA	44	53	20.5%
Ewa Plain	1-9-1	52	45	-13.5%	45	48	6.7%	\$456,500	\$452,500	-0.9%	99.4%	96.9%	-2.5%	27	29	5.6%	224	116	-48.2%
Hawaii Kai	1-3-9	17	25	47.1%	20	18	-10.0%	\$930,000	\$808,000	-13.1%	93.5%	95.4%	2.1%	39	23	-42.3%	99	91	-8.1%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	43	45	4.7%	27	24	-11.1%	\$786,000	\$730,000	-7.1%	94.1%	95.4%	1.4%	43	29	-33.7%	130	126	-3.1%
Kalihi - Palama	1-1-2 to 1-1-7	15	13	-13.3%	11	12	9.1%	\$540,000	\$495,000	-8.3%	94.1%	95.6%	1.6%	71	36	-50.0%	76	66	-13.2%
Kaneohe	Selected 1-4-4 to 1-4-7	24	22	-8.3%	27	19	-29.6%	\$675,000	\$592,000	-12.3%	95.1%	93.4%	-1.8%	27	57	111.1%	112	116	3.6%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	23	26	13.0%	15	28	86.7%	\$930,000	\$889,000	-4.4%	91.4%	95.2%	4.2%	37	22	-40.5%	102	96	-5.9%
Makaha - Nanakuli	1-8-1 to 1-8-9	38	25	-34.2%	19	29	52.6%	\$299,000	\$295,000	-1.3%	92.8%	96.0%	3.5%	45	22	-51.1%	162	123	-24.1%
Makakilo	1-9-2 to 1-9-3	15	10	-33.3%	8	11	37.5%	\$492,250	\$530,000	7.7%	97.3%	97.5%	0.3%	27	36	33.3%	45	50	11.1%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	16	16	0.0%	9	9	0.0%	\$799,000	\$830,000	3.9%	93.8%	94.4%	0.6%	34	49	44.1%	62	53	-14.5%
Mililani	Selected 1-9-4 to 1-9-5	25	15	-40.0%	12	16	33.3%	\$609,500	\$637,500	4.6%	96.8%	97.3%	0.5%	30	28	-5.1%	54	65	20.4%
Moanalua - Salt Lake	1-1-1	7	7	0.0%	3	3	0.0%	\$710,000	\$501,000	-29.4%	94.5%	97.7%	3.4%	97	20	-79.4%	18	29	61.1%
North Shore	1-5-6 to 1-6-9	15	13	-13.3%	6	9	50.0%	\$722,500	\$593,700	-17.8%	92.0%	90.3%	-1.8%	39	67	74.0%	103	77	-25.2%
Pearl City - Aiea	1-9-6 to 1-9-9	33	26	-21.2%	16	13	-18.8%	\$590,000	\$545,000	-7.6%	94.5%	93.7%	-0.9%	26	38	46.2%	86	77	-10.5%
Wahiawa	1-7-1 to 1-7-7	19	11	-42.1%	2	2	0.0%	\$270,000	\$440,000	63.0%	79.7%	97.0%	21.7%	87	81	-7.5%	46	33	-28.3%
Waialae-Kahala	1-3-5	11	12	9.1%	12	11	-8.3%	\$1,419,000	\$1,400,000	-1.3%	93.1%	91.1%	-2.2%	28	68	147.3%	64	57	-10.9%
Waikiki	1-2-6	1	0	-100.0%	1	0	-100.0%	\$0	\$0	NA	0.0%	0.0%	NA	1	0	-100.0%	0	2	NA
Waipahu	1-9-4	36	29	-19.4%	26	16	-38.5%	\$490,000	\$497,000	1.4%	97.4%	95.6%	-1.9%	37	28	-24.3%	113	104	-8.0%
Windward Coast	1-4-8 to 1-5-5	16	13	-18.8%	3	3	0.0%	\$380,000	\$300,000	-21.1%	95.8%	89.4%	-6.7%	83	76	-8.4%	72	54	-25.0%

Year to Date

		New Listings			Closed Sales			Median Sales Price			Percent of Original Price Received			Days on Market Until Sale		
		9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change	9-2010	9-2011	Change
Aina Haina - Kuliouou	1-3-6 to 1-3-8	97	94	-3.1%	51	58	13.7%	\$1,069,000	\$1,250,000	16.9%	95.8%	92.0%	-3.9%	17	38	120.6%
Ala Moana - Kakaako	1-2-3	3	6	100.0%	2	1	-50.0%	\$515,000	\$566,000	9.9%	96.4%	95.1%	-1.3%	47	86	83.0%
Downtown - Nuuanu	1-1-8 to 1-2-2	97	113	16.5%	47	58	23.4%	\$750,500	\$756,000	0.7%	92.1%	93.4%	1.4%	63	44	-30.2%
Ewa Plain	1-9-1	608	490	-19.4%	383	348	-9.1%	\$435,000	\$435,000	0.0%	98.0%	97.8%	-0.2%	31	31	0.0%
Hawaii Kai	1-3-9	266	247	-7.1%	145	122	-15.9%	\$830,000	\$879,000	5.9%	96.0%	96.4%	0.4%	26	22	-17.3%
Kailua - Waimanalo	1-4-1 to Selected 1-4-4	340	338	-0.6%	183	183	0.0%	\$775,000	\$790,000	1.9%	95.4%	94.8%	-0.6%	35	35	0.0%
Kalihi - Palama	1-1-2 to 1-1-7	175	145	-17.1%	79	73	-7.6%	\$532,500	\$495,000	-7.0%	94.6%	94.6%	0.1%	33	34	3.0%
Kaneohe	Selected 1-4-4 to 1-4-7	331	281	-15.1%	227	150	-33.9%	\$650,000	\$650,000	0.0%	95.1%	94.9%	-0.2%	24	32	33.3%
Kapahulu - Diamond Head	1-3-1 to 1-3-4	235	254	8.1%	140	156	11.4%	\$775,000	\$749,500	-3.3%	96.5%	94.4%	-2.2%	17	29	75.8%
Makaha - Nanakuli	1-8-1 to 1-8-9	326	318	-2.5%	142	180	26.8%	\$305,000	\$275,000	-9.8%	93.8%	94.2%	0.5%	47	30	-36.2%
Makakilo	1-9-2 to 1-9-3	132	131	-0.8%	66	70	6.1%	\$520,000	\$510,000	-1.9%	95.8%	95.9%	0.1%	45	32	-28.1%
Makiki - Moiliili	1-2-4 to 1-2-9 (except 1-2-6)	149	142	-4.7%	60	70	16.7%	\$843,925	\$877,500	4.0%	94.0%	92.6%	-1.5%	21	41	95.2%
Mililani	Selected 1-9-4 to 1-9-5	203	209	3.0%	126	124	-1.6%	\$600,000	\$592,500	-1.3%	97.2%	96.7%	-0.4%	29	35	22.8%
Moanalua - Salt Lake	1-1-1	45	63	40.0%	30	38	26.7%	\$665,000	\$620,000	-6.8%	96.8%	95.0%	-1.8%	39	28	-27.3%
North Shore	1-5-6 to 1-6-9	172	154	-10.5%	59	57	-3.4%	\$660,000	\$586,250	-11.2%	89.8%	93.2%	3.8%	85	66	-22.4%
Pearl City - Aiea	1-9-6 to 1-9-9	237	230	-3.0%	121	140	15.7%	\$595,000	\$570,000	-4.2%	96.3%	96.1%	-0.2%	28	35	23.2%
Wahiawa	1-7-1 to 1-7-7	112	73	-34.8%	49	52	6.1%	\$380,000	\$389,500	2.5%	93.3%	92.1%	-1.2%	32	78	143.8%
Waialae-Kahala	1-3-5	164	118	-28.0%	90	77	-14.4%	\$1,340,000	\$1,285,000	-4.1%	93.7%	92.3%	-1.5%	30	39	32.2%
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	327	300	-8.3%	196	181	-7.7%	\$522,500	\$505,000	-3.3%	95.7%	96.3%	0.5%	34	39	14.7%
Windward Coast	1-4-8 to 1-5-5	113	110	-2.7%	32	43	34.4%	\$504,500	\$524,500	4.0%	94.5%	91.2%	-3.5%	62	55	-10.6%

Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



- 23.8%

Change in
New Listings
All Properties

- 35.1%

Change in
Closed Sales
All Properties

- 12.1%

Change in
Inventory of Homes
All Properties

Downtown - Nuuanu

1-1-8 to 1-2-2

Single-Family

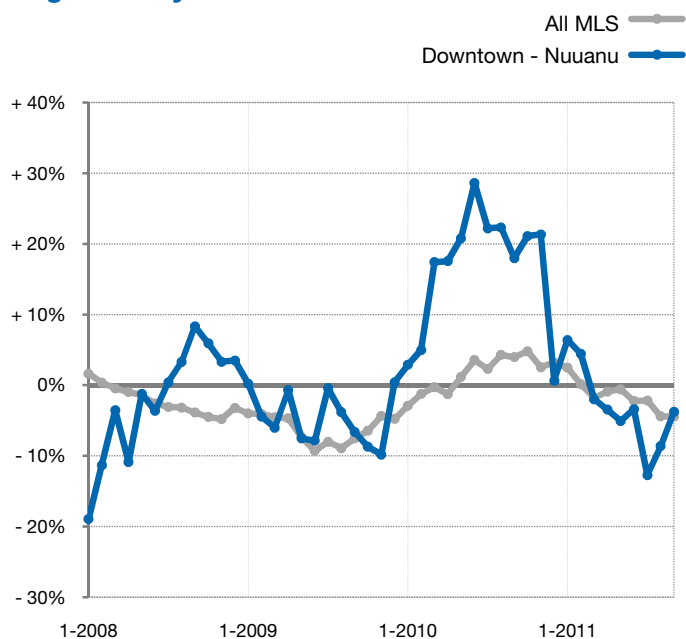
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	13	7	- 46.2%	97	113	+ 16.5%
Closed Sales	0	5	--	47	58	+ 23.4%
Median Sales Price	\$0	\$622,500	--	\$750,500	\$756,000	+ 0.7%
Average Sales Price	\$0	\$848,750	--	\$847,617	\$930,478	+ 9.8%
Percent of Original List Price Received	0.0%	96.7%	--	92.1%	93.4%	+ 1.4%
Median Days on Market Until Sale	0	26	--	63	44	- 30.2%
Inventory of Homes for Sale	44	53	+ 20.5%	--	--	--
Months Supply of Inventory	8.0	8.0	- 0.6%	--	--	--

Condo

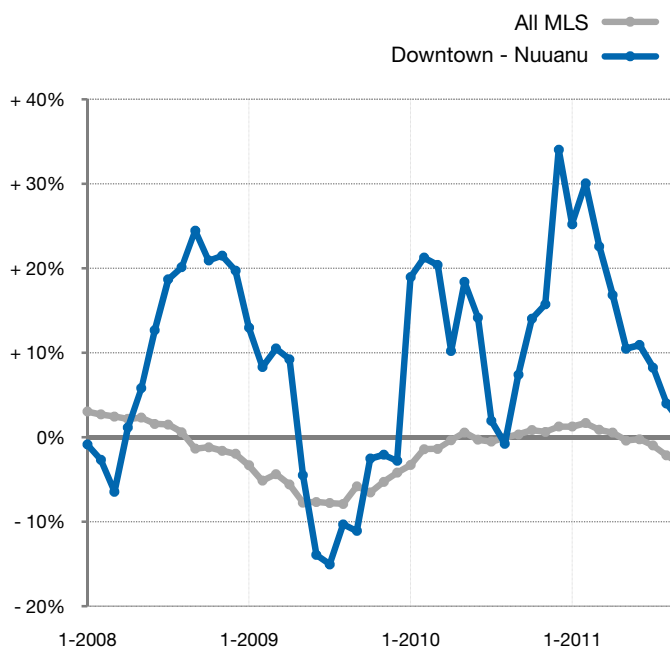
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	50	41	- 18.0%	465	394	- 15.3%
Closed Sales	37	19	- 48.6%	219	208	- 5.0%
Median Sales Price	\$500,000	\$370,000	- 26.0%	\$395,000	\$379,000	- 4.1%
Average Sales Price	\$497,465	\$454,631	- 8.6%	\$429,144	\$456,870	+ 6.5%
Percent of Original List Price Received	96.1%	92.8%	- 3.4%	95.5%	94.1%	- 1.4%
Median Days on Market Until Sale	18	40	+ 122.2%	30	42	+ 40.0%
Inventory of Homes for Sale	188	151	- 19.7%	--	--	--
Months Supply of Inventory	7.1	6.6	- 5.9%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Ewa Plain

1-9-1

- 10.2%

Change in
New Listings
All Properties

- 5.8%

Change in
Closed Sales
All Properties

- 45.3%

Change in
Inventory of Homes
All Properties

Single-Family

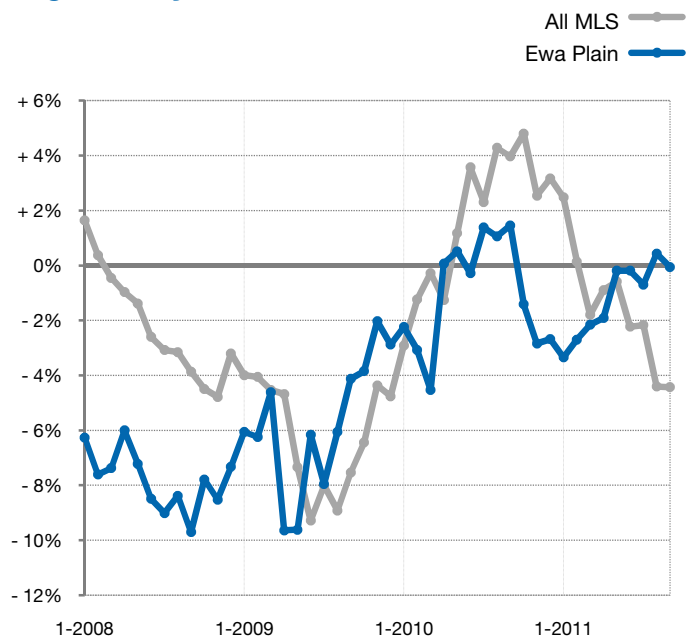
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	52	45	- 13.5%	608	490	- 19.4%
Closed Sales	45	48	+ 6.7%	383	348	- 9.1%
Median Sales Price	\$456,500	\$452,500	- 0.9%	\$435,000	\$435,000	0.0%
Average Sales Price	\$470,206	\$460,522	- 2.1%	\$459,002	\$452,962	- 1.3%
Percent of Original List Price Received	99.4%	96.9%	- 2.5%	98.0%	97.8%	- 0.2%
Median Days on Market Until Sale	27	29	+ 5.6%	31	31	0.0%
Inventory of Homes for Sale	224	116	- 48.2%	--	--	--
Months Supply of Inventory	5.2	2.8	- 45.9%	--	--	--

Condo

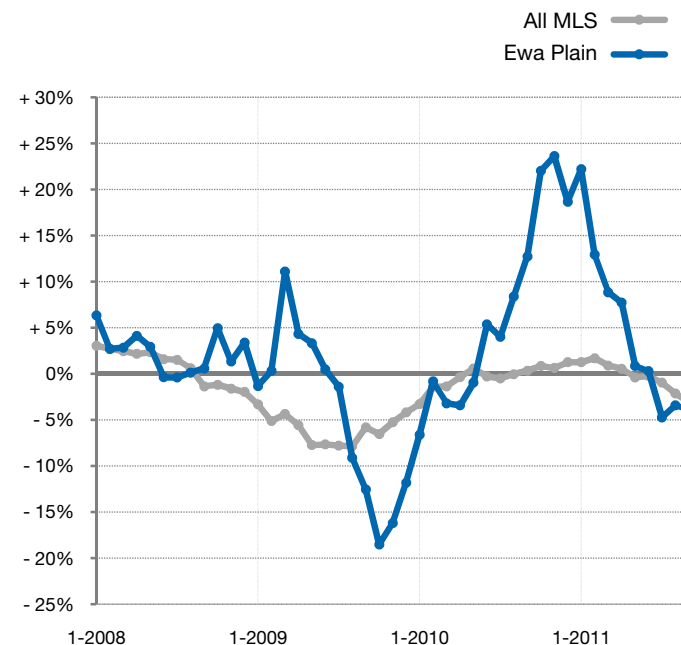
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	36	34	- 5.6%	345	266	- 22.9%
Closed Sales	24	17	- 29.2%	231	210	- 9.1%
Median Sales Price	\$305,500	\$308,000	+ 0.8%	\$300,000	\$305,000	+ 1.7%
Average Sales Price	\$305,863	\$298,445	- 2.4%	\$308,465	\$320,180	+ 3.8%
Percent of Original List Price Received	97.1%	98.4%	+ 1.3%	98.2%	98.6%	+ 0.4%
Median Days on Market Until Sale	61	43	- 29.5%	30	39	+ 28.3%
Inventory of Homes for Sale	118	71	- 39.8%	--	--	--
Months Supply of Inventory	4.6	2.9	- 37.0%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Hawaii Kai

1-3-9

- 11.8%

Change in
New Listings
All Properties

0.0%

Change in
Closed Sales
All Properties

+ 15.1%

Change in
Inventory of Homes
All Properties

September

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	17	25	+ 47.1%	266	247	- 7.1%
Closed Sales	20	18	- 10.0%	145	122	- 15.9%
Median Sales Price	\$930,000	\$808,000	- 13.1%	\$830,000	\$879,000	+ 5.9%
Average Sales Price	\$1,184,500	\$870,118	- 26.5%	\$1,022,120	\$984,603	- 3.7%
Percent of Original List Price Received	93.5%	95.4%	+ 2.1%	96.0%	96.4%	+ 0.4%
Median Days on Market Until Sale	39	23	- 42.3%	26	22	- 17.3%
Inventory of Homes for Sale	99	91	- 8.1%	--	--	--
Months Supply of Inventory	5.9	6.6	+ 12.5%	--	--	--

September

Year to Date

Condo

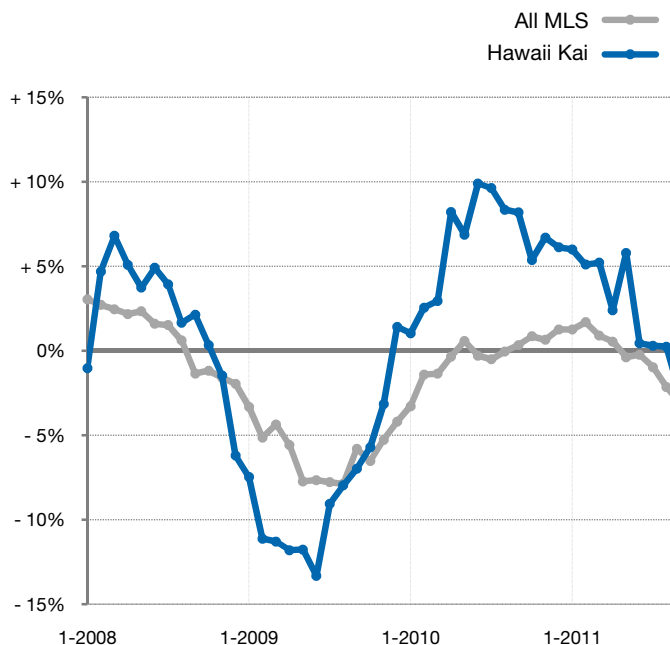
	2010	2011	+ / -	2010	2011	+ / -
New Listings	34	20	- 41.2%	238	229	- 3.8%
Closed Sales	16	18	+ 12.5%	155	134	- 13.5%
Median Sales Price	\$550,000	\$491,500	- 10.6%	\$525,000	\$517,000	- 1.5%
Average Sales Price	\$557,300	\$515,028	- 7.6%	\$539,609	\$540,899	+ 0.2%
Percent of Original List Price Received	97.8%	95.7%	- 2.1%	97.1%	95.9%	- 1.2%
Median Days on Market Until Sale	40	34	- 16.3%	19	35	+ 84.2%
Inventory of Homes for Sale	53	84	+ 58.5%	--	--	--
Months Supply of Inventory	3.0	5.5	+ 82.9%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Kailua - Waimanalo

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

+ 20.8%

Change in
New Listings
All Properties

- 18.9%

Change in
Closed Sales
All Properties

- 3.8%

Change in
Inventory of Homes
All Properties

September

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	43	45	+ 4.7%	340	338	- 0.6%
Closed Sales	27	24	- 11.1%	183	183	0.0%
Median Sales Price	\$786,000	\$730,000	- 7.1%	\$775,000	\$790,000	+ 1.9%
Average Sales Price	\$1,008,000	\$828,543	- 17.8%	\$1,015,819	\$949,254	- 6.6%
Percent of Original List Price Received	94.1%	95.4%	+ 1.4%	95.4%	94.8%	- 0.6%
Median Days on Market Until Sale	43	29	- 33.7%	35	35	0.0%
Inventory of Homes for Sale	130	126	- 3.1%	--	--	--
Months Supply of Inventory	6.2	6.0	- 2.7%	--	--	--

September

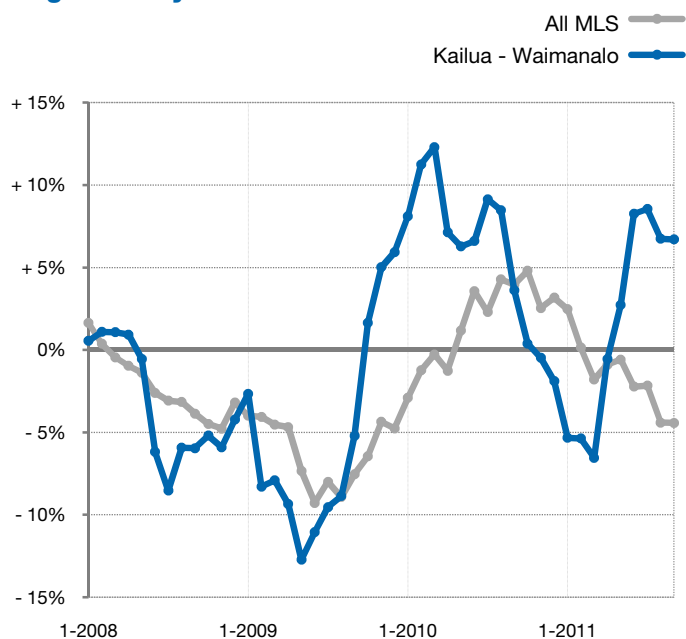
Year to Date

Condo

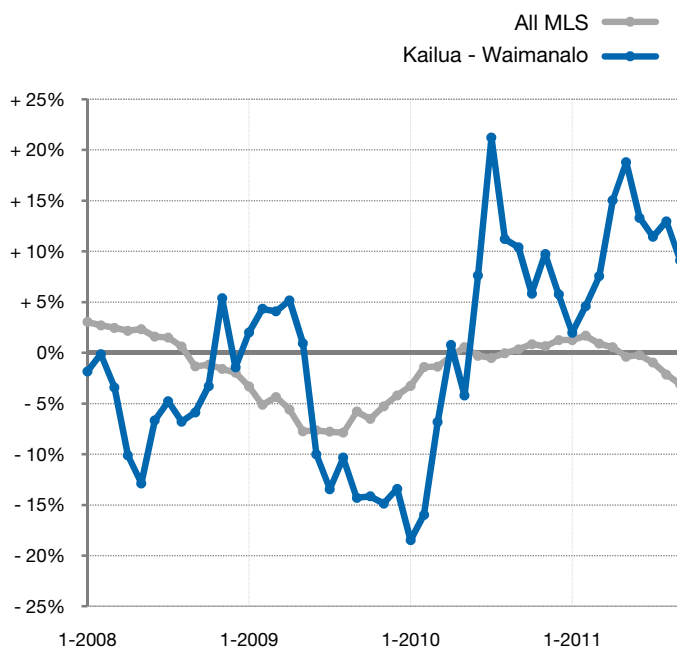
	2010	2011	+ / -	2010	2011	+ / -
New Listings	5	13	+ 160.0%	97	87	- 10.3%
Closed Sales	10	6	- 40.0%	66	56	- 15.2%
Median Sales Price	\$376,250	\$352,500	- 6.3%	\$377,500	\$376,000	- 0.4%
Average Sales Price	\$421,400	\$369,583	- 12.3%	\$413,906	\$442,205	+ 6.8%
Percent of Original List Price Received	97.7%	98.5%	+ 0.8%	96.5%	96.4%	- 0.1%
Median Days on Market Until Sale	16	18	+ 12.5%	22	36	+ 61.4%
Inventory of Homes for Sale	28	26	- 7.1%	--	--	--
Months Supply of Inventory	4.1	4.4	+ 5.9%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Kalihi - Palama

1-1-2 to 1-1-7

+ 11.5%

Change in
New Listings
All Properties

0.0%

Change in
Closed Sales
All Properties

- 17.2%

Change in
Inventory of Homes
All Properties

September

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	15	13	- 13.3%	175	145	- 17.1%
Closed Sales	11	12	+ 9.1%	79	73	- 7.6%
Median Sales Price	\$540,000	\$495,000	- 8.3%	\$532,500	\$495,000	- 7.0%
Average Sales Price	\$566,909	\$530,575	- 6.4%	\$550,531	\$524,078	- 4.8%
Percent of Original List Price Received	94.1%	95.6%	+ 1.6%	94.6%	94.6%	+ 0.1%
Median Days on Market Until Sale	71	36	- 50.0%	33	34	+ 3.0%
Inventory of Homes for Sale	76	66	- 13.2%	--	--	--
Months Supply of Inventory	7.7	8.2	+ 6.5%	--	--	--

September

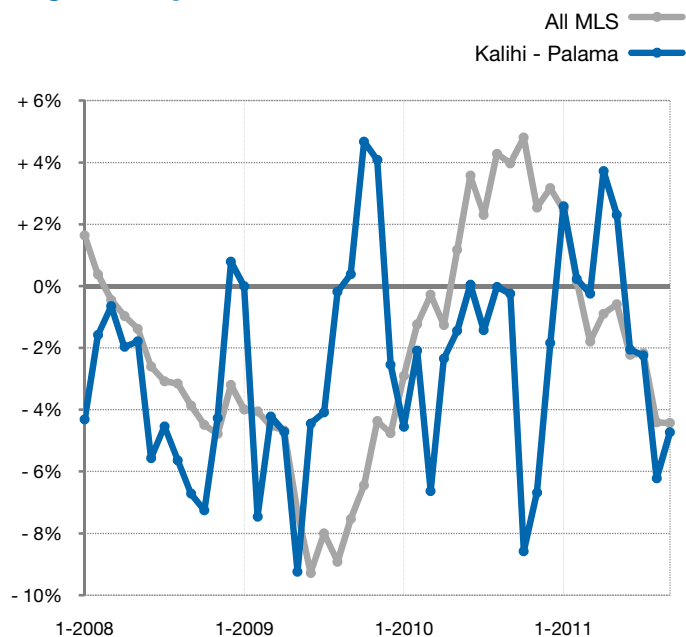
Year to Date

Condo

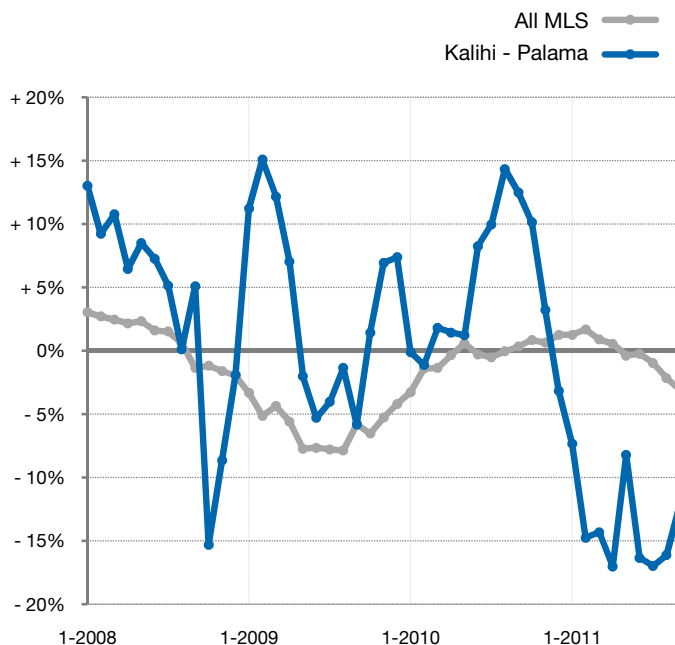
	2010	2011	+ / -	2010	2011	+ / -
New Listings	11	16	+ 45.5%	123	120	- 2.4%
Closed Sales	11	10	- 9.1%	74	66	- 10.8%
Median Sales Price	\$278,000	\$323,000	+ 16.2%	\$320,000	\$270,000	- 15.6%
Average Sales Price	\$270,409	\$293,778	+ 8.6%	\$335,315	\$290,665	- 13.3%
Percent of Original List Price Received	97.5%	95.3%	- 2.3%	95.4%	94.5%	- 1.0%
Median Days on Market Until Sale	25	36	+ 42.0%	29	36	+ 24.6%
Inventory of Homes for Sale	46	35	- 23.9%	--	--	--
Months Supply of Inventory	5.8	4.8	- 17.9%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Kaneohe

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

- 27.1%

Change in
New Listings
All Properties

- 2.9%

Change in
Closed Sales
All Properties

- 0.6%

Change in
Inventory of Homes
All Properties

Single-Family

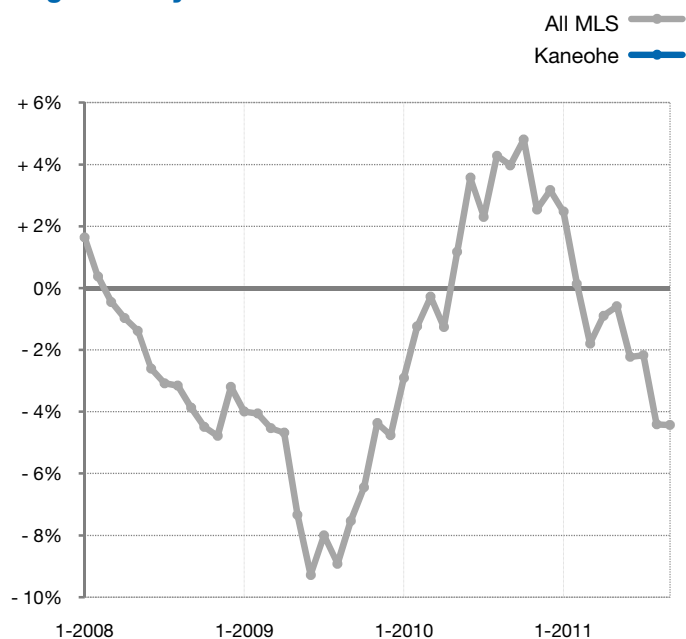
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	24	22	- 8.3%	331	281	- 15.1%
Closed Sales	27	19	- 29.6%	227	150	- 33.9%
Median Sales Price	\$675,000	\$592,000	- 12.3%	\$650,000	\$650,000	0.0%
Average Sales Price	\$737,515	\$787,869	+ 6.8%	\$697,942	\$735,672	+ 5.4%
Percent of Original List Price Received	95.1%	93.4%	- 1.8%	95.1%	94.9%	- 0.2%
Median Days on Market Until Sale	27	57	+ 111.1%	24	32	+ 33.3%
Inventory of Homes for Sale	112	116	+ 3.6%	--	--	--
Months Supply of Inventory	4.6	6.5	+ 41.8%	--	--	--

Condo

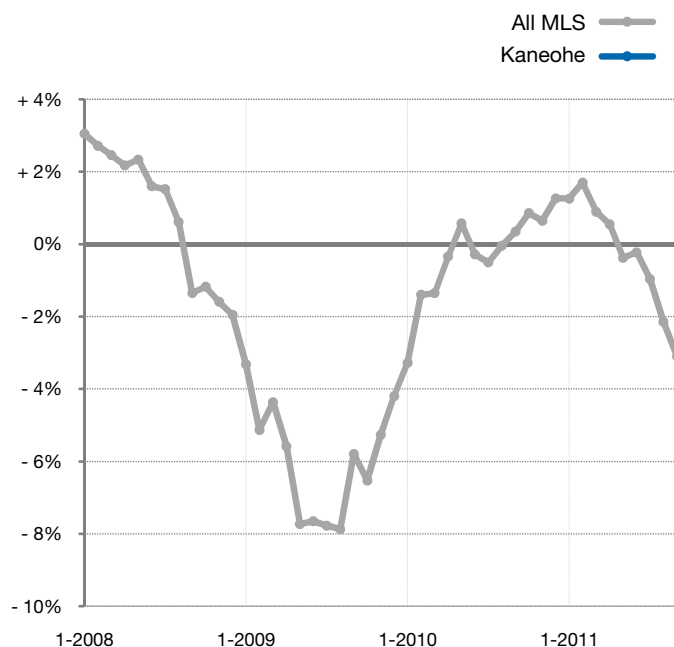
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	24	13	- 45.8%	194	177	- 8.8%
Closed Sales	7	14	+ 100.0%	108	106	- 1.9%
Median Sales Price	\$397,000	\$361,000	- 9.1%	\$375,500	\$374,000	- 0.4%
Average Sales Price	\$352,271	\$336,231	- 4.6%	\$362,000	\$363,224	+ 0.3%
Percent of Original List Price Received	95.6%	95.7%	+ 0.0%	96.4%	94.7%	- 1.8%
Median Days on Market Until Sale	33	49	+ 48.5%	34	61	+ 77.9%
Inventory of Homes for Sale	67	62	- 7.5%	--	--	--
Months Supply of Inventory	5.4	5.1	- 6.8%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Kapahulu - Diamond Head

1-3-1 to 1-3-4

0.0%

+ 52.4%

- 15.3%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	23	26	+ 13.0%	235	254	+ 8.1%
Closed Sales	15	28	+ 86.7%	140	156	+ 11.4%
Median Sales Price	\$930,000	\$889,000	- 4.4%	\$775,000	\$749,500	- 3.3%
Average Sales Price	\$926,034	\$1,000,732	+ 8.1%	\$904,970	\$996,688	+ 10.1%
Percent of Original List Price Received	91.4%	95.2%	+ 4.2%	96.5%	94.4%	- 2.2%
Median Days on Market Until Sale	37	22	- 40.5%	17	29	+ 75.8%
Inventory of Homes for Sale	102	96	- 5.9%	--	--	--
Months Supply of Inventory	6.2	5.6	- 9.6%	--	--	--

September

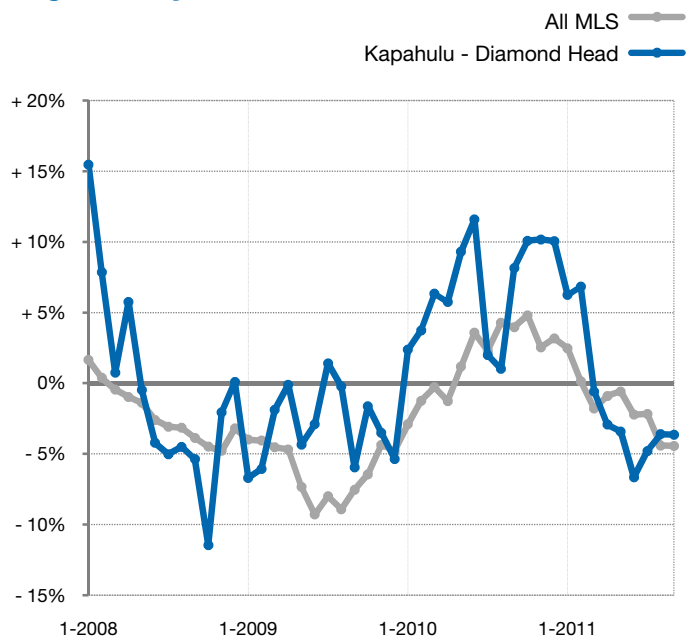
Year to Date

Condo

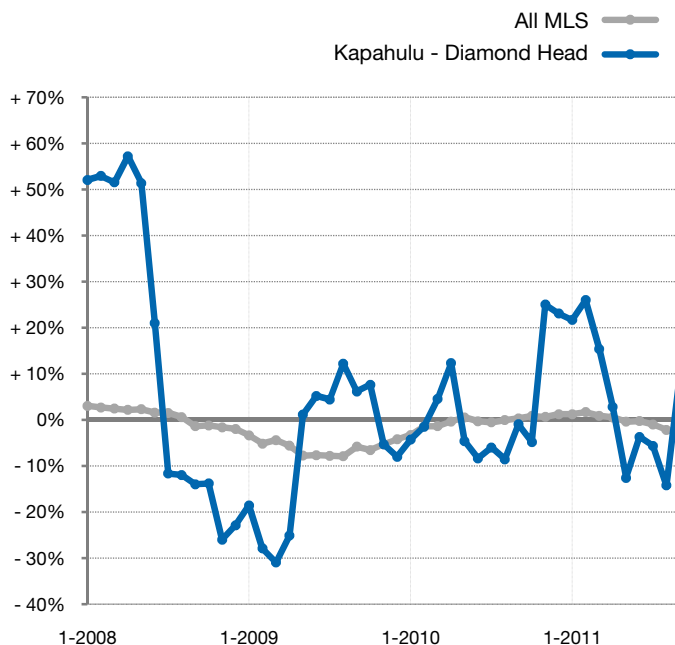
	2010	2011	+ / -	2010	2011	+ / -
New Listings	10	7	- 30.0%	155	120	- 22.6%
Closed Sales	6	4	- 33.3%	72	67	- 6.9%
Median Sales Price	\$365,750	\$1,525,000	+ 317.0%	\$448,000	\$432,500	- 3.5%
Average Sales Price	\$755,250	\$1,370,000	+ 81.4%	\$669,822	\$666,198	- 0.5%
Percent of Original List Price Received	94.3%	95.1%	+ 0.8%	94.1%	94.7%	+ 0.6%
Median Days on Market Until Sale	18	26	+ 41.7%	21	76	+ 261.9%
Inventory of Homes for Sale	87	64	- 26.4%	--	--	--
Months Supply of Inventory	11.5	8.9	- 22.2%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Makaha - Nanakuli

1-8-1 to 1-8-9

- 22.4%

Change in
New Listings
All Properties

+ 42.3%

Change in
Closed Sales
All Properties

- 19.9%

Change in
Inventory of Homes
All Properties

Single-Family

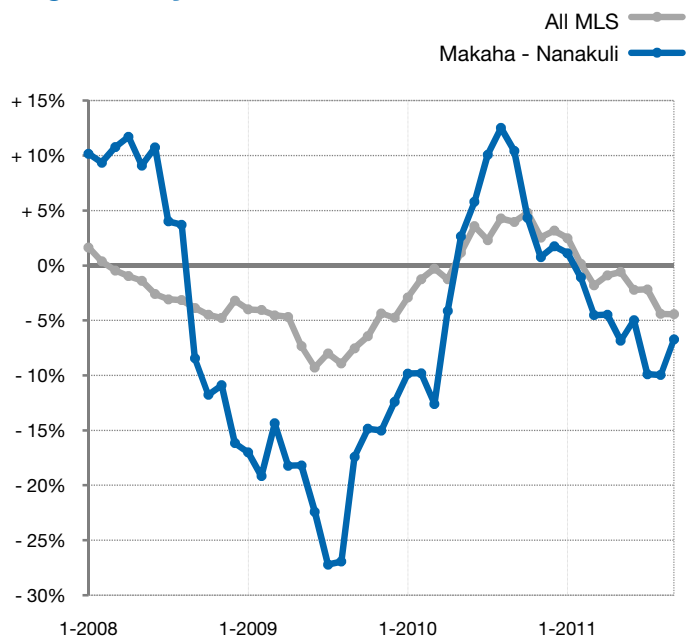
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	38	25	- 34.2%	326	318	- 2.5%
Closed Sales	19	29	+ 52.6%	142	180	+ 26.8%
Median Sales Price	\$299,000	\$295,000	- 1.3%	\$305,000	\$275,000	- 9.8%
Average Sales Price	\$307,435	\$309,034	+ 0.5%	\$320,867	\$296,223	- 7.7%
Percent of Original List Price Received	92.8%	96.0%	+ 3.5%	93.8%	94.2%	+ 0.5%
Median Days on Market Until Sale	45	22	- 51.1%	47	30	- 36.2%
Inventory of Homes for Sale	162	123	- 24.1%	--	--	--
Months Supply of Inventory	10.0	6.1	- 39.4%	--	--	--

Condo

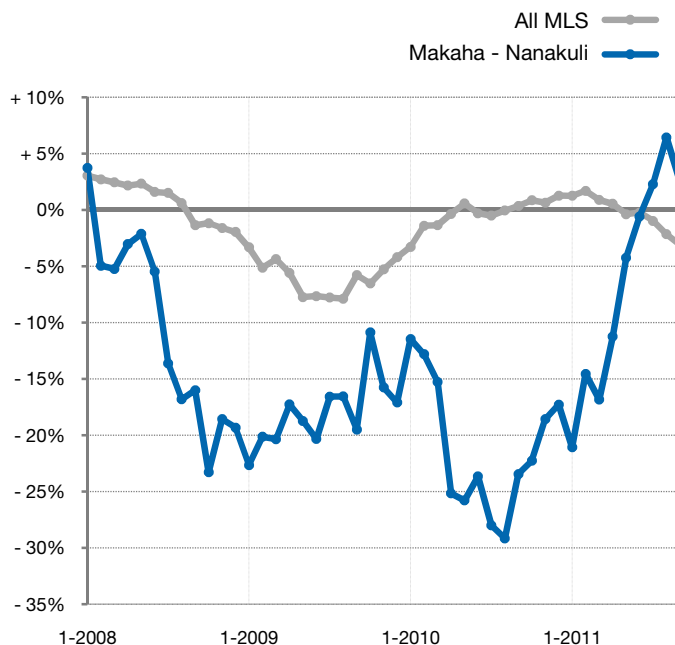
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	20	20	0.0%	154	140	- 9.1%
Closed Sales	7	8	+ 14.3%	74	72	- 2.7%
Median Sales Price	\$110,000	\$80,000	- 27.3%	\$90,000	\$89,450	- 0.6%
Average Sales Price	\$111,286	\$78,218	- 29.7%	\$113,737	\$97,381	- 14.4%
Percent of Original List Price Received	89.1%	91.0%	+ 2.2%	86.7%	91.7%	+ 5.8%
Median Days on Market Until Sale	42	27	- 35.7%	57	38	- 33.3%
Inventory of Homes for Sale	79	70	- 11.4%	--	--	--
Months Supply of Inventory	9.2	8.3	- 9.6%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Makakilo

1-9-2 to 1-9-3

- 37.0%

Change in
New Listings
All Properties

+ 42.9%

Change in
Closed Sales
All Properties

- 37.1%

Change in
Inventory of Homes
All Properties

September

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	15	10	- 33.3%	132	131	- 0.8%
Closed Sales	8	11	+ 37.5%	66	70	+ 6.1%
Median Sales Price	\$492,250	\$530,000	+ 7.7%	\$520,000	\$510,000	- 1.9%
Average Sales Price	\$527,428	\$519,564	- 1.5%	\$564,424	\$545,235	- 3.4%
Percent of Original List Price Received	97.3%	97.5%	+ 0.3%	95.8%	95.9%	+ 0.1%
Median Days on Market Until Sale	27	36	+ 33.3%	45	32	- 28.1%
Inventory of Homes for Sale	45	50	+ 11.1%	--	--	--
Months Supply of Inventory	5.2	6.5	+ 24.4%	--	--	--

September

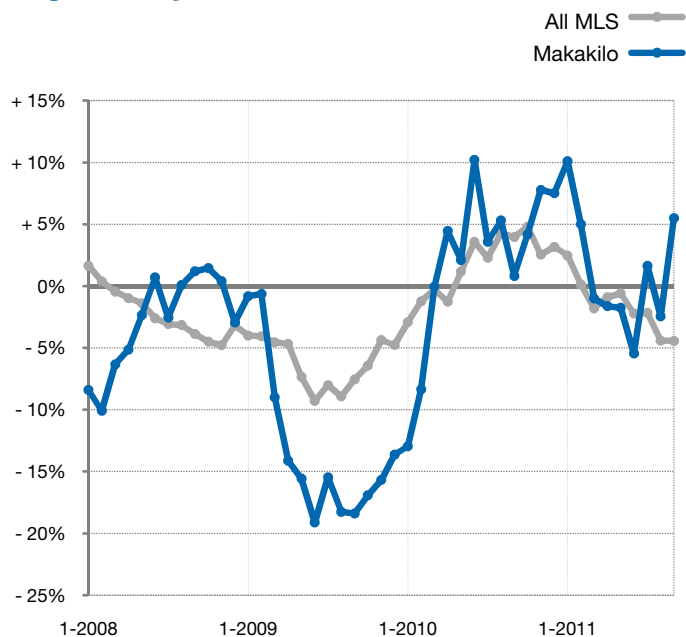
Year to Date

Condo

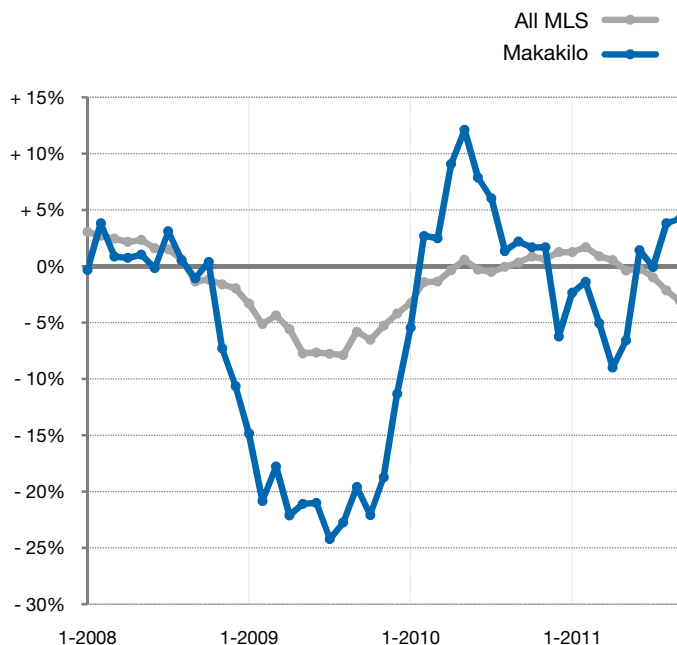
	2010	2011	+ / -	2010	2011	+ / -
New Listings	12	7	- 41.7%	102	83	- 18.6%
Closed Sales	6	9	+ 50.0%	55	59	+ 7.3%
Median Sales Price	\$280,000	\$250,000	- 10.7%	\$249,000	\$250,000	+ 0.4%
Average Sales Price	\$290,833	\$254,656	- 12.4%	\$261,296	\$269,578	+ 3.2%
Percent of Original List Price Received	97.0%	95.0%	- 2.1%	94.9%	95.3%	+ 0.5%
Median Days on Market Until Sale	79	23	- 70.9%	71	44	- 38.0%
Inventory of Homes for Sale	44	6	- 86.4%	--	--	--
Months Supply of Inventory	6.3	0.8	- 86.8%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Makiki - Moiliili

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

- 6.4%

Change in
New Listings
All Properties

+ 29.2%

Change in
Closed Sales
All Properties

- 9.2%

Change in
Inventory of Homes
All Properties

Single-Family

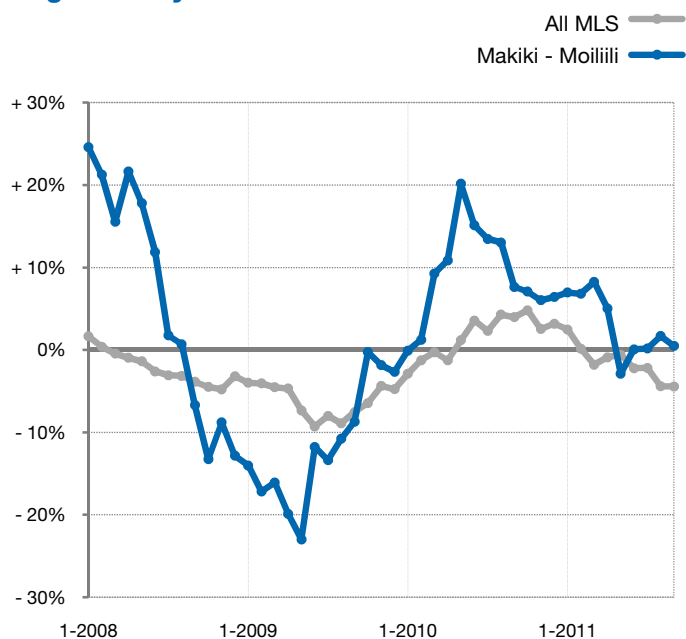
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	16	16	0.0%	149	142	- 4.7%
Closed Sales	9	9	0.0%	60	70	+ 16.7%
Median Sales Price	\$799,000	\$830,000	+ 3.9%	\$843,925	\$877,500	+ 4.0%
Average Sales Price	\$799,400	\$884,556	+ 10.7%	\$876,793	\$964,829	+ 10.0%
Percent of Original List Price Received	93.8%	94.4%	+ 0.6%	94.0%	92.6%	- 1.5%
Median Days on Market Until Sale	34	49	+ 44.1%	21	41	+ 95.2%
Inventory of Homes for Sale	62	53	- 14.5%	--	--	--
Months Supply of Inventory	8.7	6.5	- 25.0%	--	--	--

Condo

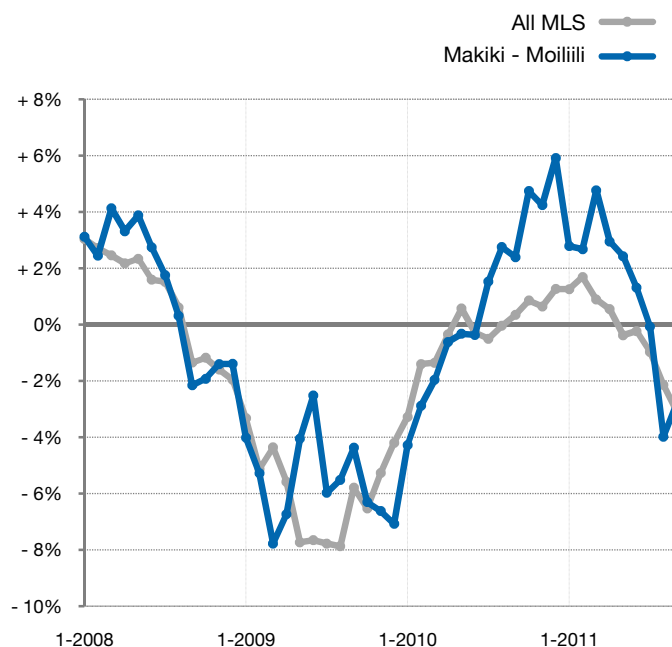
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	78	72	- 7.7%	671	709	+ 5.7%
Closed Sales	39	53	+ 35.9%	384	375	- 2.3%
Median Sales Price	\$295,000	\$329,000	+ 11.5%	\$308,750	\$300,000	- 2.8%
Average Sales Price	\$330,815	\$347,065	+ 4.9%	\$333,735	\$327,675	- 1.8%
Percent of Original List Price Received	93.6%	94.3%	+ 0.7%	95.5%	94.7%	- 0.8%
Median Days on Market Until Sale	41	37	- 9.8%	25	39	+ 59.2%
Inventory of Homes for Sale	242	223	- 7.9%	--	--	--
Months Supply of Inventory	5.2	5.2	- 0.5%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Mililani

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

- 37.5%

Change in
New Listings
All Properties

+ 38.5%

Change in
Closed Sales
All Properties

- 19.1%

Change in
Inventory of Homes
All Properties

Single-Family

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	25	15	- 40.0%	203	209	+ 3.0%
Closed Sales	12	16	+ 33.3%	126	124	- 1.6%
Median Sales Price	\$609,500	\$637,500	+ 4.6%	\$600,000	\$592,500	- 1.3%
Average Sales Price	\$593,950	\$621,463	+ 4.6%	\$618,822	\$610,151	- 1.4%
Percent of Original List Price Received	96.8%	97.3%	+ 0.5%	97.2%	96.7%	- 0.4%
Median Days on Market Until Sale	30	28	- 5.1%	29	35	+ 22.8%
Inventory of Homes for Sale	54	65	+ 20.4%	--	--	--
Months Supply of Inventory	3.6	4.6	+ 25.3%	--	--	--

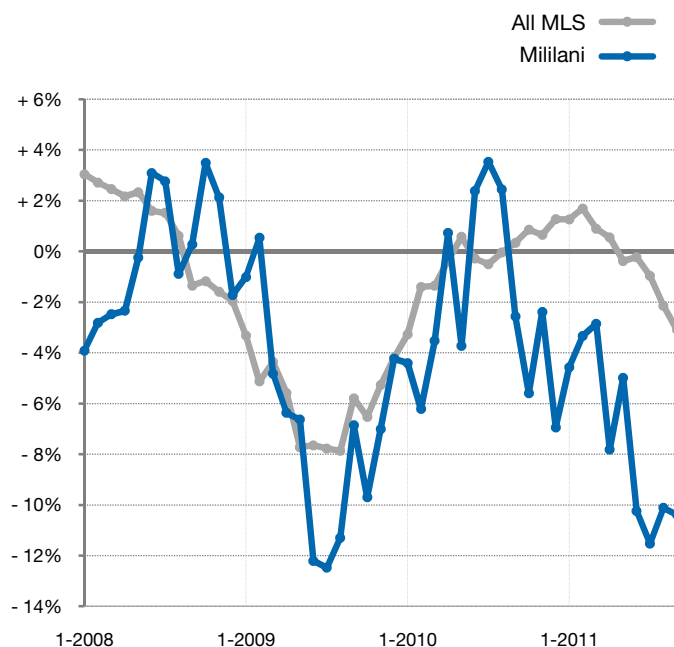
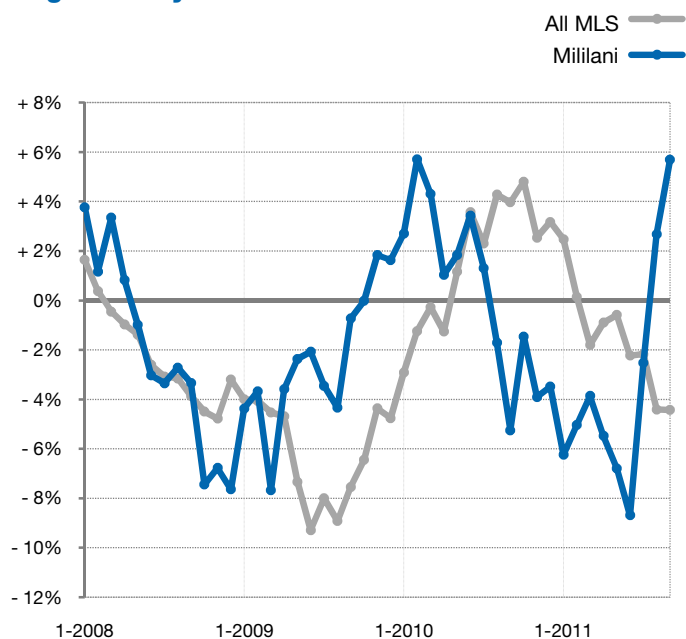
Condo

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	23	15	- 34.8%	253	222	- 12.3%
Closed Sales	14	20	+ 42.9%	137	172	+ 25.5%
Median Sales Price	\$275,000	\$255,000	- 7.3%	\$285,000	\$268,000	- 6.0%
Average Sales Price	\$281,036	\$253,790	- 9.7%	\$284,165	\$267,128	- 6.0%
Percent of Original List Price Received	93.9%	97.2%	+ 3.6%	96.5%	95.3%	- 1.3%
Median Days on Market Until Sale	68	25	- 63.0%	26	31	+ 17.3%
Inventory of Homes for Sale	103	62	- 39.8%	--	--	--
Months Supply of Inventory	6.3	3.1	- 50.8%	--	--	--

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

Single-Family Detached

Townhouse-Condo Attached



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Local Market Update – September 2011

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Moanalua - Salt Lake

1-1-1

- 25.8%

+ 25.0%

+ 38.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Single-Family

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	7	7	0.0%	45	63	+ 40.0%
Closed Sales	3	3	0.0%	30	38	+ 26.7%
Median Sales Price	\$710,000	\$501,000	- 29.4%	\$665,000	\$620,000	- 6.8%
Average Sales Price	\$629,000	\$503,000	- 20.0%	\$659,570	\$648,650	- 1.7%
Percent of Original List Price Received	94.5%	97.7%	+ 3.4%	96.8%	95.0%	- 1.8%
Median Days on Market Until Sale	97	20	- 79.4%	39	28	- 27.3%
Inventory of Homes for Sale	18	29	+ 61.1%	--	--	--
Months Supply of Inventory	5.0	7.6	+ 52.8%	--	--	--

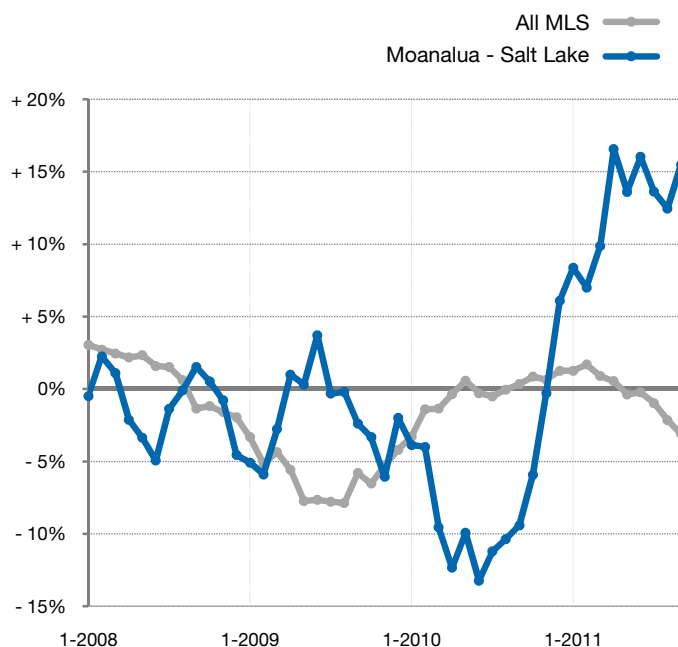
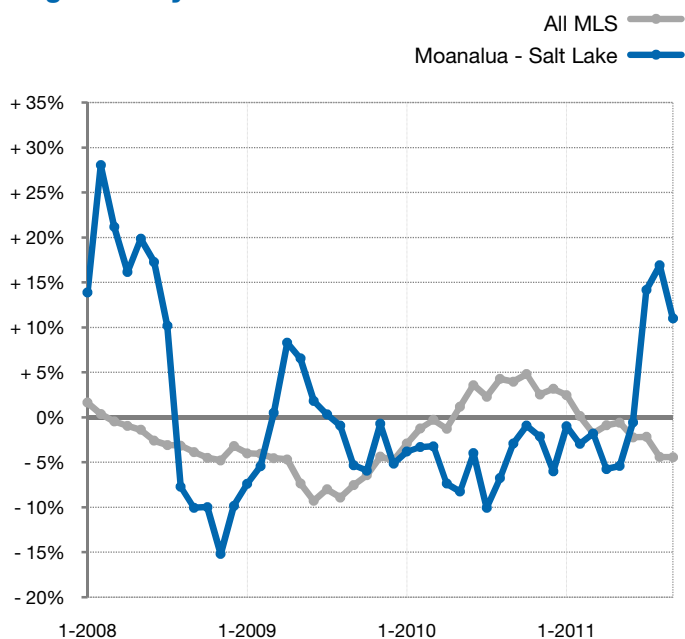
Condo

	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	24	16	- 33.3%	195	206	+ 5.6%
Closed Sales	13	17	+ 30.8%	139	124	- 10.8%
Median Sales Price	\$252,900	\$300,000	+ 18.6%	\$270,000	\$283,000	+ 4.8%
Average Sales Price	\$286,646	\$338,171	+ 18.0%	\$297,912	\$315,235	+ 5.8%
Percent of Original List Price Received	95.9%	94.3%	- 1.7%	95.6%	95.8%	+ 0.2%
Median Days on Market Until Sale	56	54	- 3.6%	29	37	+ 27.6%
Inventory of Homes for Sale	55	72	+ 30.9%	--	--	--
Months Supply of Inventory	3.5	5.2	+ 47.5%	--	--	--

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

Single-Family Detached

Townhouse-Condo Attached



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Local Market Update – September 2011

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North Shore

1-5-6 to 1-6-9

- 26.9%

Change in
New Listings
All Properties

+ 114.3%

Change in
Closed Sales
All Properties

- 24.8%

Change in
Inventory of Homes
All Properties

September

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	15	13	- 13.3%	172	154	- 10.5%
Closed Sales	6	9	+ 50.0%	59	57	- 3.4%
Median Sales Price	\$722,500	\$593,700	- 17.8%	\$660,000	\$586,250	- 11.2%
Average Sales Price	\$845,817	\$595,675	- 29.6%	\$766,603	\$692,265	- 9.7%
Percent of Original List Price Received	92.0%	90.3%	- 1.8%	89.8%	93.2%	+ 3.8%
Median Days on Market Until Sale	39	67	+ 74.0%	85	66	- 22.4%
Inventory of Homes for Sale	103	77	- 25.2%	--	--	--
Months Supply of Inventory	14.2	13.2	- 7.1%	--	--	--

September

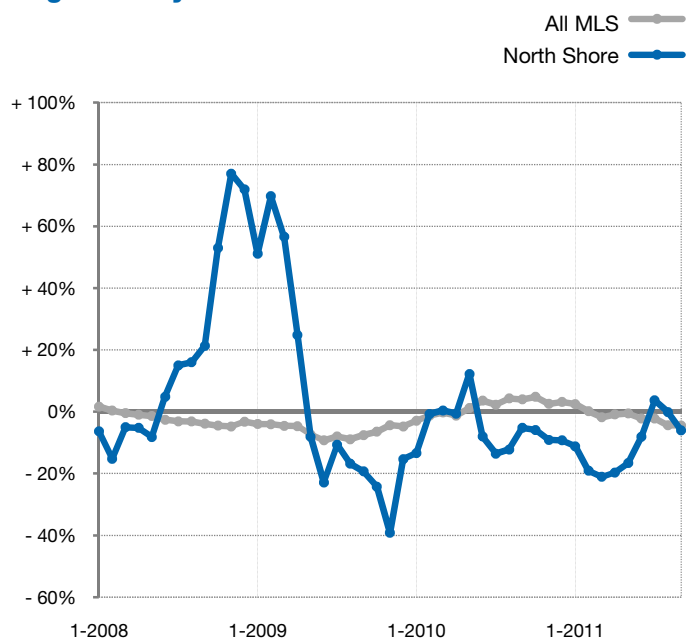
Year to Date

Condo

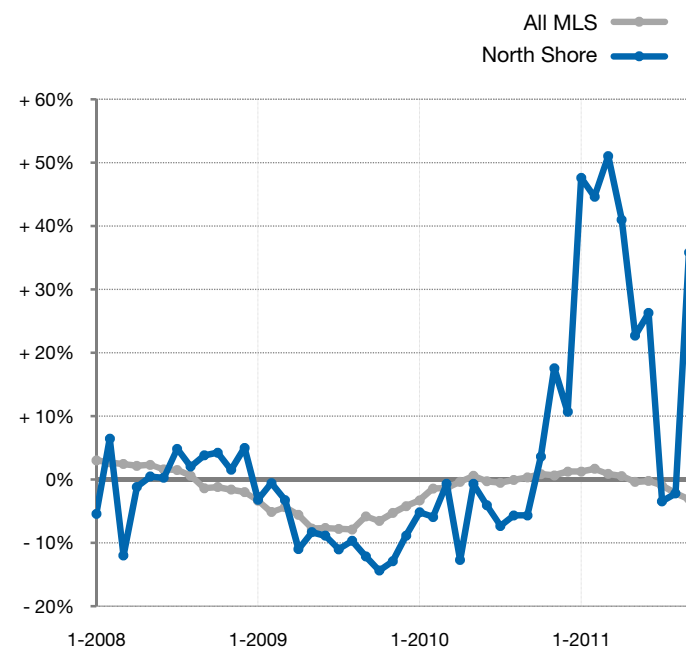
	2010	2011	+ / -	2010	2011	+ / -
New Listings	11	6	- 45.5%	75	56	- 25.3%
Closed Sales	1	6	+ 500.0%	20	30	+ 50.0%
Median Sales Price	\$150,000	\$380,750	+ 153.8%	\$241,000	\$226,000	- 6.2%
Average Sales Price	\$150,000	\$435,083	+ 190.1%	\$263,320	\$342,266	+ 30.0%
Percent of Original List Price Received	84.7%	78.0%	- 8.0%	91.9%	90.1%	- 1.9%
Median Days on Market Until Sale	21	107	+ 409.5%	86	41	- 52.3%
Inventory of Homes for Sale	42	32	- 23.8%	--	--	--
Months Supply of Inventory	15.1	9.1	- 39.5%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Pearl City - Aiea

1-9-6 to 1-9-9

- 21.3%

+ 12.5%

- 19.6%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Single-Family

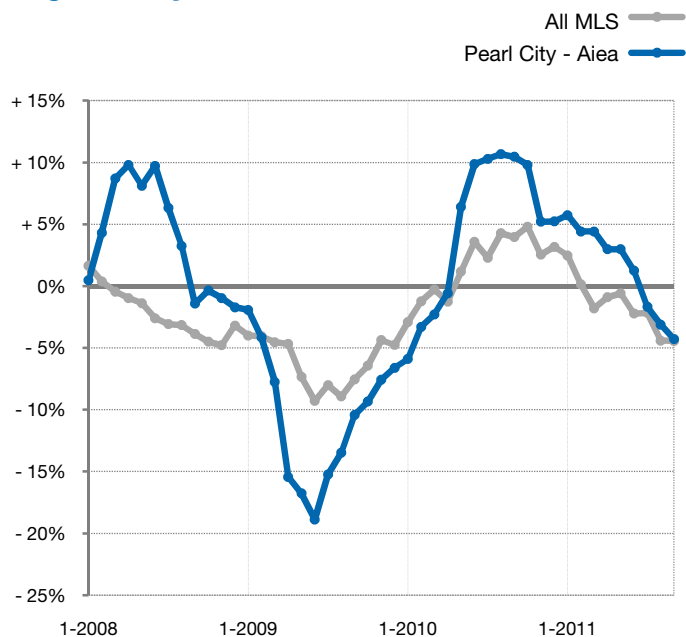
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	33	26	- 21.2%	237	230	- 3.0%
Closed Sales	16	13	- 18.8%	121	140	+ 15.7%
Median Sales Price	\$590,000	\$545,000	- 7.6%	\$595,000	\$570,000	- 4.2%
Average Sales Price	\$600,693	\$528,040	- 12.1%	\$619,757	\$586,485	- 5.4%
Percent of Original List Price Received	94.5%	93.7%	- 0.9%	96.3%	96.1%	- 0.2%
Median Days on Market Until Sale	26	38	+ 46.2%	28	35	+ 23.2%
Inventory of Homes for Sale	86	77	- 10.5%	--	--	--
Months Supply of Inventory	5.9	4.9	- 16.6%	--	--	--

Condo

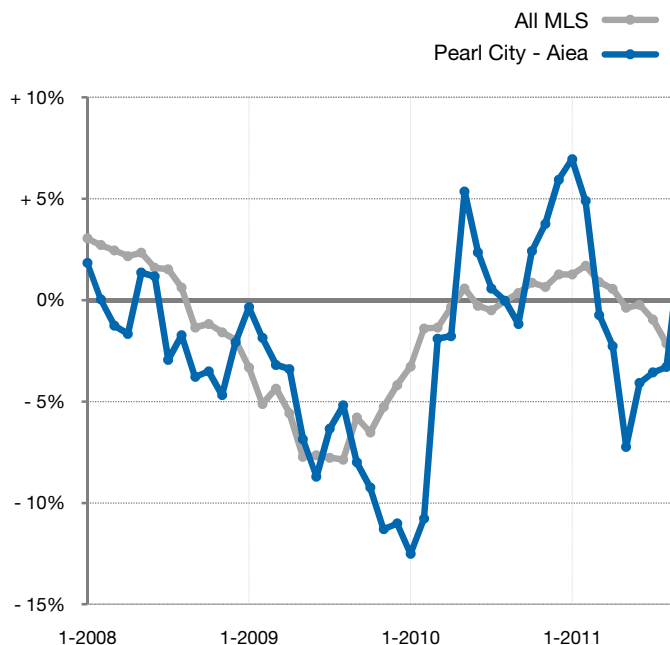
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	42	33	- 21.4%	362	303	- 16.3%
Closed Sales	16	23	+ 43.8%	204	208	+ 2.0%
Median Sales Price	\$264,500	\$302,500	+ 14.4%	\$272,500	\$265,000	- 2.8%
Average Sales Price	\$274,781	\$301,665	+ 9.8%	\$283,242	\$274,505	- 3.1%
Percent of Original List Price Received	95.3%	94.3%	- 1.0%	95.9%	95.0%	- 1.0%
Median Days on Market Until Sale	37	23	- 37.8%	26	43	+ 66.7%
Inventory of Homes for Sale	123	91	- 26.0%	--	--	--
Months Supply of Inventory	5.1	3.9	- 23.7%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Wahiawa

1-7-1 to 1-7-7

- 33.3%

Change in
New Listings
All Properties

+ 50.0%

Change in
Closed Sales
All Properties

- 38.5%

Change in
Inventory of Homes
All Properties

September

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	19	11	- 42.1%	112	73	- 34.8%
Closed Sales	2	2	0.0%	49	52	+ 6.1%
Median Sales Price	\$270,000	\$440,000	+ 63.0%	\$380,000	\$389,500	+ 2.5%
Average Sales Price	\$270,000	\$440,000	+ 63.0%	\$394,163	\$405,390	+ 2.8%
Percent of Original List Price Received	79.7%	97.0%	+ 21.7%	93.3%	92.1%	- 1.2%
Median Days on Market Until Sale	87	81	- 7.5%	32	78	+ 143.8%
Inventory of Homes for Sale	46	33	- 28.3%	--	--	--
Months Supply of Inventory	8.1	5.7	- 30.3%	--	--	--

September

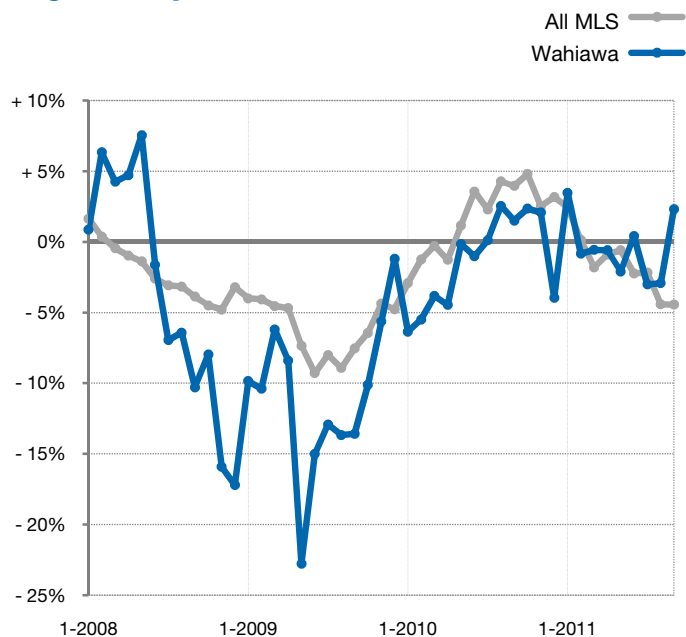
Year to Date

Condo

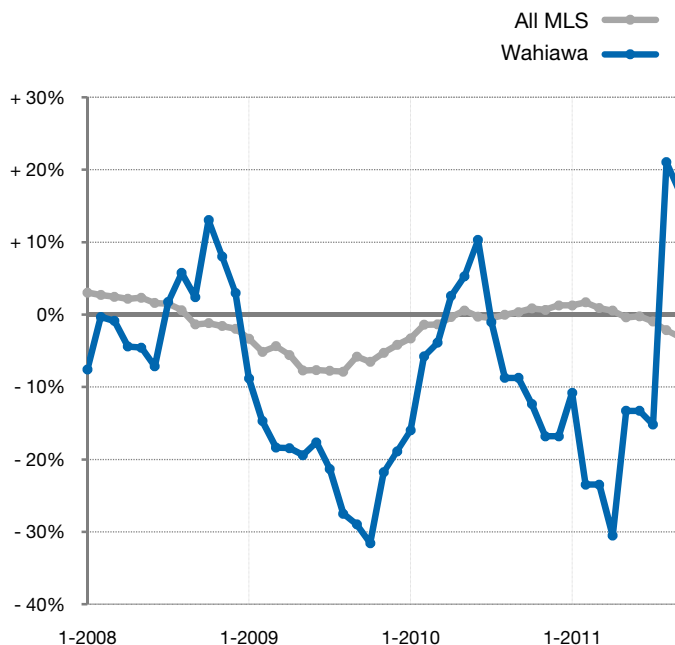
	2010	2011	+ / -	2010	2011	+ / -
New Listings	2	3	+ 50.0%	33	19	- 42.4%
Closed Sales	0	1	--	11	10	- 9.1%
Median Sales Price	\$0	\$140,000	--	\$120,000	\$125,000	+ 4.2%
Average Sales Price	\$0	\$140,000	--	\$124,773	\$120,100	- 3.7%
Percent of Original List Price Received	0.0%	73.7%	--	83.6%	88.2%	+ 5.5%
Median Days on Market Until Sale	0	170	--	44	93	+ 110.2%
Inventory of Homes for Sale	19	7	- 63.2%	--	--	--
Months Supply of Inventory	11.9	4.1	- 65.6%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Waialae-Kahala

1-3-5

- 16.7%

Change in
New Listings
All Properties

+ 35.7%

Change in
Closed Sales
All Properties

- 13.4%

Change in
Inventory of Homes
All Properties

Single-Family

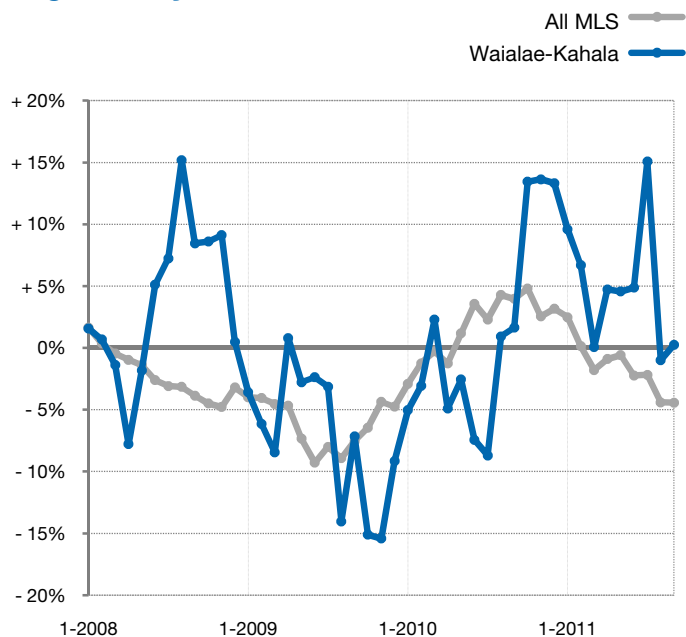
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	11	12	+ 9.1%	164	118	- 28.0%
Closed Sales	12	11	- 8.3%	90	77	- 14.4%
Median Sales Price	\$1,419,000	\$1,400,000	- 1.3%	\$1,340,000	\$1,285,000	- 4.1%
Average Sales Price	\$3,275,250	\$1,548,000	- 52.7%	\$1,822,671	\$1,559,917	- 14.4%
Percent of Original List Price Received	93.1%	91.1%	- 2.2%	93.7%	92.3%	- 1.5%
Median Days on Market Until Sale	28	68	+ 147.3%	30	39	+ 32.2%
Inventory of Homes for Sale	64	57	- 10.9%	--	--	--
Months Supply of Inventory	6.2	6.8	+ 9.5%	--	--	--

Condo

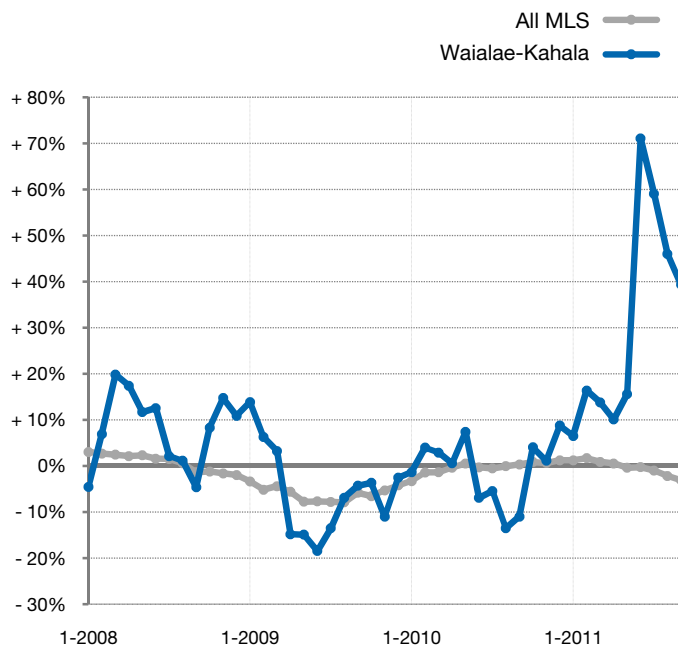
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	7	3	- 57.1%	52	45	- 13.5%
Closed Sales	2	8	+ 300.0%	34	31	- 8.8%
Median Sales Price	\$545,000	\$625,000	+ 14.7%	\$440,000	\$443,500	+ 0.8%
Average Sales Price	\$545,000	\$633,714	+ 16.3%	\$388,732	\$470,967	+ 21.2%
Percent of Original List Price Received	99.6%	91.0%	- 8.6%	94.1%	95.3%	+ 1.3%
Median Days on Market Until Sale	27	20	- 27.8%	27	22	- 17.0%
Inventory of Homes for Sale	18	14	- 22.2%	--	--	--
Months Supply of Inventory	4.4	4.5	+ 3.2%	--	--	--

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 October 6, 2011. All data from HiCentral MLS, Ltd.. | Powered by 10K Research and Marketing.

Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



Waikiki

1-2-6

+ 12.8%

Change in
New Listings
All Properties

+ 22.2%

Change in
Closed Sales
All Properties

- 22.2%

Change in
Inventory of Homes
All Properties

September

Year to Date

Single-Family

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1	0	- 100.0%	4	2	- 50.0%
Closed Sales	1	0	- 100.0%	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	1	0	- 100.0%	1	0	- 100.0%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	2.0	--	--	--	--

September

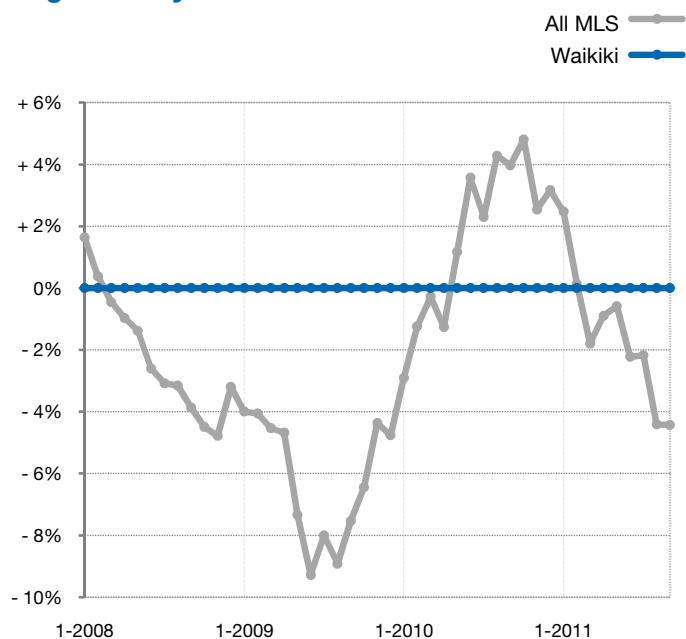
Year to Date

Condo

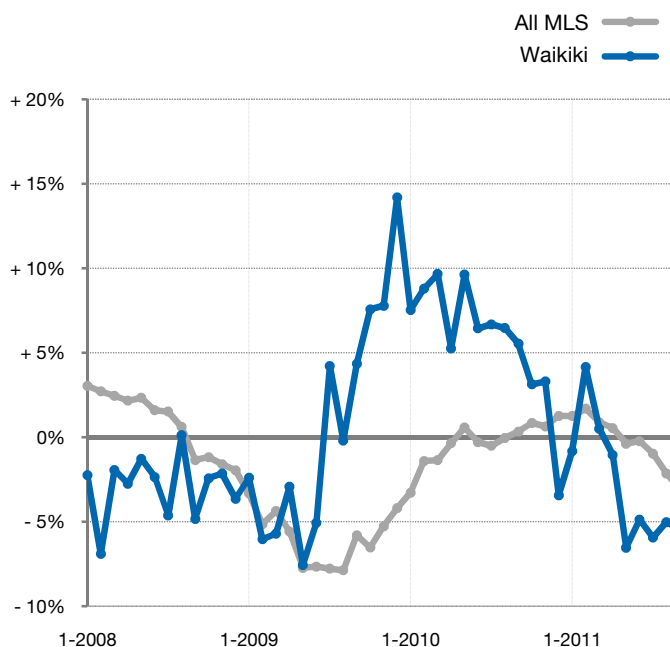
	2010	2011	+ / -	2010	2011	+ / -
New Listings	116	132	+ 13.8%	1,225	1,182	- 3.5%
Closed Sales	53	66	+ 24.5%	535	622	+ 16.3%
Median Sales Price	\$320,000	\$282,500	- 11.7%	\$285,000	\$275,000	- 3.5%
Average Sales Price	\$362,396	\$378,223	+ 4.4%	\$321,931	\$338,785	+ 5.2%
Percent of Original List Price Received	92.3%	92.6%	+ 0.3%	92.3%	93.2%	+ 0.9%
Median Days on Market Until Sale	33	51	+ 54.5%	47	42	- 10.6%
Inventory of Homes for Sale	641	497	- 22.5%	--	--	--
Months Supply of Inventory	10.5	7.2	- 31.1%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Waipahu

1-9-4

- 22.0%

Change in
New Listings
All Properties

- 9.8%

Change in
Closed Sales
All Properties

- 19.0%

Change in
Inventory of Homes
All Properties

Single-Family

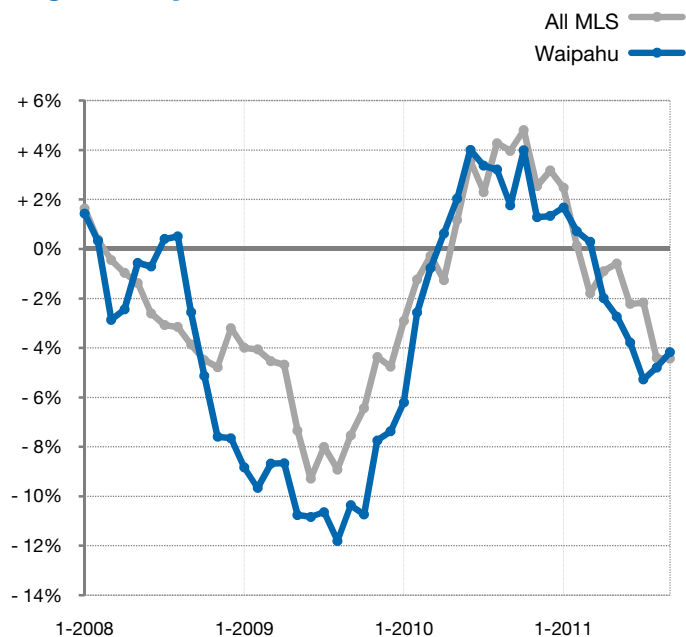
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	36	29	- 19.4%	327	300	- 8.3%
Closed Sales	26	16	- 38.5%	196	181	- 7.7%
Median Sales Price	\$490,000	\$497,000	+ 1.4%	\$522,500	\$505,000	- 3.3%
Average Sales Price	\$500,231	\$509,344	+ 1.8%	\$522,601	\$508,548	- 2.7%
Percent of Original List Price Received	97.4%	95.6%	- 1.9%	95.7%	96.3%	+ 0.5%
Median Days on Market Until Sale	37	28	- 24.3%	34	39	+ 14.7%
Inventory of Homes for Sale	113	104	- 8.0%	--	--	--
Months Supply of Inventory	4.9	4.7	- 4.9%	--	--	--

Condo

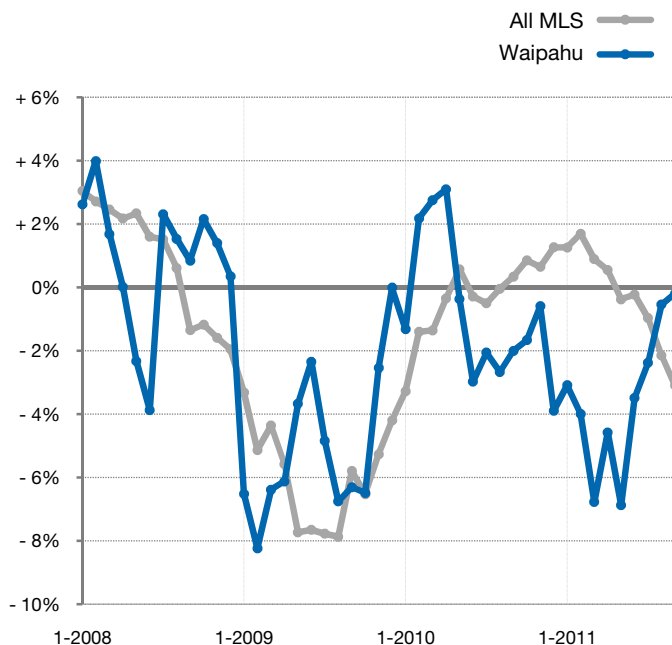
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	23	17	- 26.1%	289	263	- 9.0%
Closed Sales	15	21	+ 40.0%	179	174	- 2.8%
Median Sales Price	\$315,000	\$310,000	- 1.6%	\$269,000	\$260,000	- 3.3%
Average Sales Price	\$296,800	\$317,274	+ 6.9%	\$276,066	\$271,647	- 1.6%
Percent of Original List Price Received	96.0%	98.0%	+ 2.0%	96.8%	95.4%	- 1.4%
Median Days on Market Until Sale	38	21	- 44.7%	31	38	+ 22.6%
Inventory of Homes for Sale	119	84	- 29.4%	--	--	--
Months Supply of Inventory	5.7	4.2	- 26.2%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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Local Market Update – September 2011

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Windward Coast

1-4-8 to 1-5-5

- 31.6%

Change in
New Listings
All Properties

+ 66.7%

Change in
Closed Sales
All Properties

- 27.8%

Change in
Inventory of Homes
All Properties

Single-Family

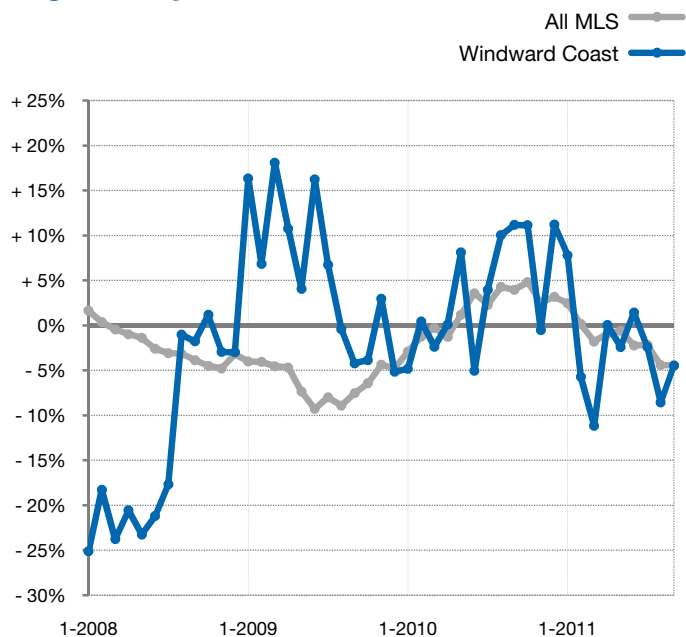
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	16	13	- 18.8%	113	110	- 2.7%
Closed Sales	3	3	0.0%	32	43	+ 34.4%
Median Sales Price	\$380,000	\$300,000	- 21.1%	\$504,500	\$524,500	+ 4.0%
Average Sales Price	\$424,333	\$471,333	+ 11.1%	\$525,797	\$523,057	- 0.5%
Percent of Original List Price Received	95.8%	89.4%	- 6.7%	94.5%	91.2%	- 3.5%
Median Days on Market Until Sale	83	76	- 8.4%	62	55	- 10.6%
Inventory of Homes for Sale	72	54	- 25.0%	--	--	--
Months Supply of Inventory	19.6	12.0	- 38.9%	--	--	--

Condo

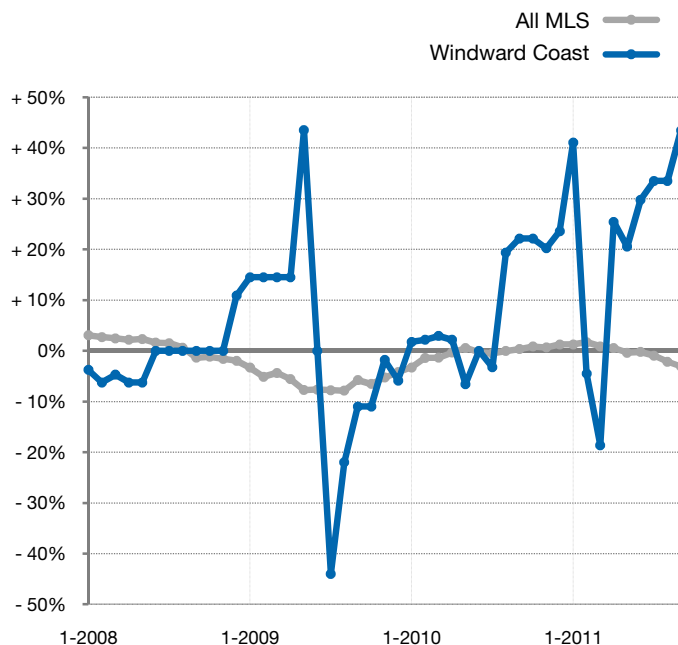
	September			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	3	0	- 100.0%	33	23	- 30.3%
Closed Sales	0	2	--	8	11	+ 37.5%
Median Sales Price	\$0	\$108,450	--	\$221,000	\$203,500	- 7.9%
Average Sales Price	\$0	\$108,450	--	\$208,225	\$194,155	- 6.8%
Percent of Original List Price Received	0.0%	77.5%	--	85.2%	85.7%	+ 0.7%
Median Days on Market Until Sale	0	73	--	156	83	- 46.8%
Inventory of Homes for Sale	25	16	- 36.0%	--	--	--
Months Supply of Inventory	20.0	9.1	- 54.3%	--	--	--

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

Single-Family Detached



Townhouse-Condo Attached



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