

Hualalai Resort Market Dashboard
Quarter 2 2020

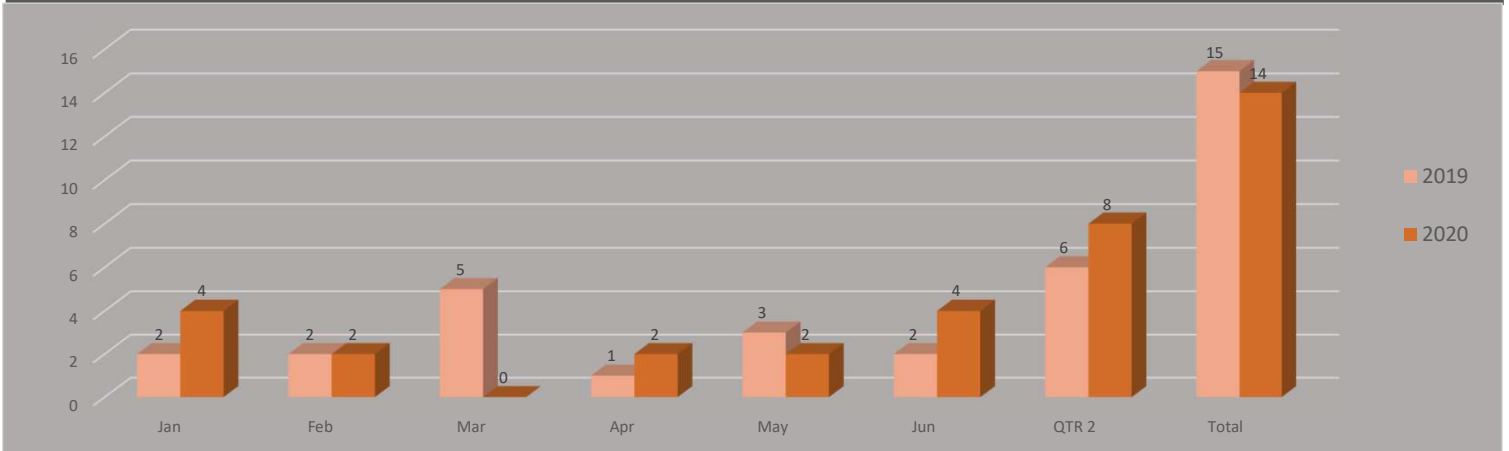
Residential Single Family

| | | | | | |
|----------------|--------------------|--------------------|-------------------|----------------|------------------|
| 1 | \$5,600,000 | 137 | 1 | 3 | 5 |
| # Closed Sales | Median Sales Price | Ave Days On Market | Currently Pending | # New Listings | Currently Active |

Condominiums

| | | | | | |
|----------------|--------------------|--------------------|-------------------|----------------|------------------|
| 7 | \$2,340,000 | 70 | 2 | 5 | 13 |
| # Closed Sales | Median Sales Price | Ave Days On Market | Currently Pending | # New Listings | Currently Active |

2020 Total Sales vs. 2019 (Incl. single family, condo & land)



| Closed Sales | Type | List Price | Sold Price |
|--------------------------|------|-------------|-------------|
| Hainoa Villas 2901B | CND | \$1,450,000 | \$1,450,000 |
| Hainoa Villas 2901A | CND | \$1,520,000 | \$1,475,000 |
| Waiulu Villas 3208 | CND | \$2,195,000 | \$2,125,000 |
| Villas At Ke Alaula 219B | CND | \$2,450,000 | \$2,340,000 |
| Villas At Ke Alaula 228C | CND | \$2,775,000 | \$2,690,000 |
| Na Hale at Kahikole 206 | CND | \$3,875,000 | \$3,550,000 |
| Na Hale at Kahikole #7 | CND | \$3,950,000 | \$3,950,000 |
| 72-127 PUUKOLE ST | RES | \$5,995,000 | \$5,600,000 |

| New Listings | Type | List Price |
|------------------------|------|--------------|
| Hainoa Villas 2901B | CND | \$1,450,000 |
| Waiulu Villas 3208 | CND | \$2,195,000 |
| KAULU VILLA 131D | CND | \$2,249,000 |
| Na Hale at Kahikole #7 | CND | \$3,950,000 |
| Estate Villa 173A | CND | \$5,695,000 |
| 72-147 PAKUI ST | RES | \$4,125,000 |
| 72-170 KE ALAULA ST | RES | \$7,650,000 |
| 72-395 KAUPULEHU DR | RES | \$12,500,000 |

| North Kona | Median Sales Price | | Number of Sales | |
|-------------|--------------------|------------|-----------------|----------|
| | 2019 YTD | 2020 YTD | 2019 YTD | 2020 YTD |
| Residential | \$ 646,353 | \$ 750,500 | 288 | 240 |
| Condominium | \$ 360,000 | \$ 345,000 | 248 | 159 |
| Land | \$ 320,000 | \$ 287,500 | 63 | 46 |

| All Big Island | Median Sales Price | | Number of Sales | |
|----------------|--------------------|------------|-----------------|----------|
| | 2019 YTD | 2020 YTD | 2019 YTD | 2020 YTD |
| Residential | \$ 379,000 | \$ 395,000 | 1168 | 1107 |
| Condominium | \$ 375,000 | \$ 365,000 | 457 | 303 |
| Land | \$ 32,000 | \$ 26,000 | 835 | 771 |



Jill Furneisen, R(S)
jill@BigIslandBob.com
808-896-7301
HI RS-80818



Bob Furneisen, R(B)
bob@BigIslandBob.com
808-339-2038
HI RB-22360



www.BigIslandBob.com