



SINGLE FAMILY



CONDOMINIUMS



VACANT LAND

MEDIAN SALES PRICE	2021	\$1,077,500 ▲	\$660,000 ▼	\$612,500 ▼
	2020	\$750,000	\$699,950	\$1,200,000

CLOSED SALES	2021	68 ▲	58 ▲	24 ▲
	2020	54	39	3

NEW ACTIVE LISTINGS	2021	42 ▲	22 ▼	14 ▲
	2020	29	33	9

VOLUME SALES	2021	\$127,990,195 ▲	\$40,913,699 ▲	\$20,239,000 ▲
	2020	\$55,620,757	\$27,380,064	\$8,215,000

MAR 2021	MAR 2020	MAR 2021	MAR 2020
Closed Sales	Closed Sales	Median Price	Median Price

SINGLE FAMILY HOMES

Waimea	5	6	\$375,000	\$538,250
Koloa	18	10	\$1,235,000	\$1,017,500
Lihue	3	2	\$770,000	\$575,000
Kawaihau	25	24	\$799,000	\$717,000
Hanalei	17	12	\$1,649,000	\$1,079,125

CONDOMINIUMS

Waimea	-	-	-	-
Koloa	21	16	\$775,000	\$815,000
Lihue	11	14	\$380,000	\$354,000
Kawaihau	7	3	\$389,000	\$465,000
Hanalei	19	6	\$685,000	\$993,500

VACANT LAND

Waimea	1	-	\$216,000	-
Koloa	15	1	\$750,000	\$6,280,000
Lihue	-	-	-	-
Kawaihau	5	-	\$265,000	-
Hanalei	3	2	\$550,000	\$967,500

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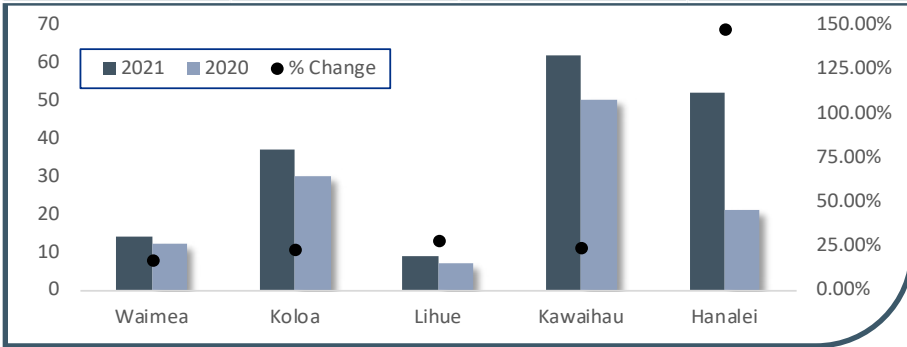
Oceanfront | **Sotheby's**
INTERNATIONAL REALTY

4480 Ahukini Road
Lihue, Hawaii 96766 United States

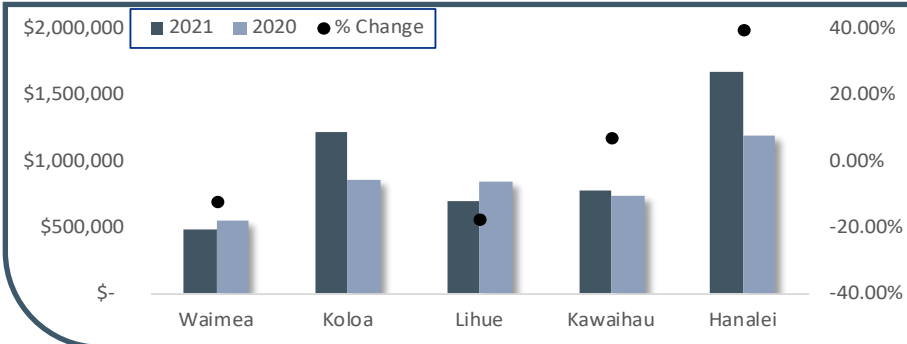



**SINGLE
FAMILY**

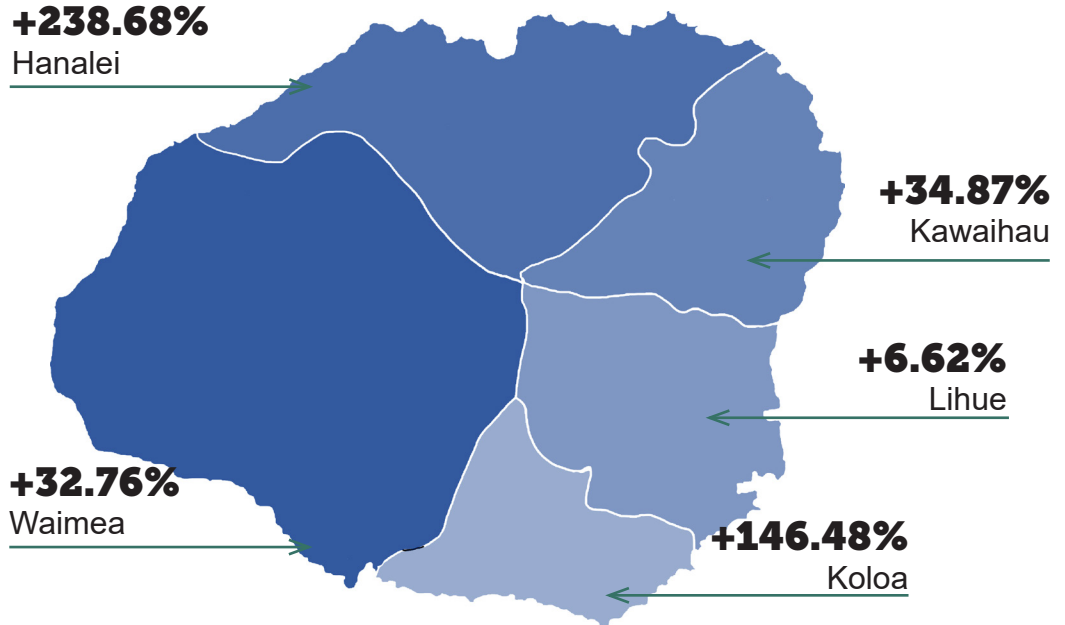
CLOSED SALES	2021	2020	% Change
Waimea	14	12	16.67%
Koloa	37	30	23.33%
Lihue	9	7	28.57%
Kawaihau	62	50	24.00%
Hanalei	52	21	147.62%
SUMMARY	174	120	45.00%



MEDIAN PRICE	2021	2020	% Change
Waimea	\$482,500	\$547,500	-11.87%
Koloa	\$1,225,000	\$857,500	42.86%
Lihue	\$700,000	\$848,000	-17.45%
Kawaihau	\$784,500	\$732,500	7.10%
Hanalei	\$1,678,500	\$1,200,000	39.88%
SUMMARY	\$1,055,500	\$777,500	35.76%



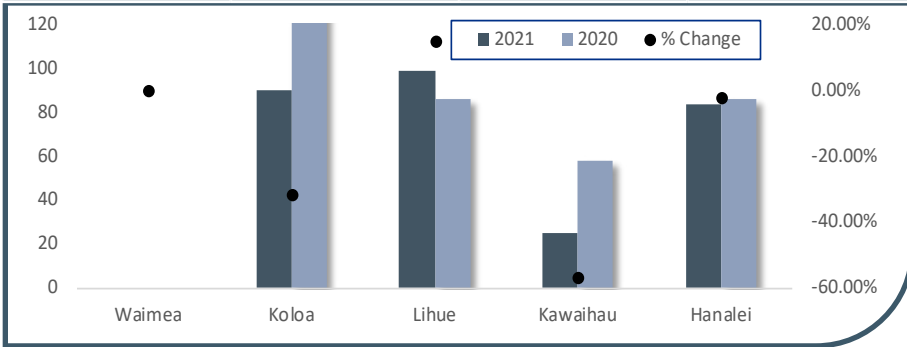
SALES VOLUME	2021	2020	% Change
Waimea	\$8,971,400	\$6,757,507	32.76%
Koloa	\$76,775,101	\$31,149,000	146.48%
Lihue	\$6,171,000	\$5,788,000	6.62%
Kawaihau	\$60,867,694	\$45,131,507	34.87%
Hanalei	\$143,700,000	\$42,429,270	238.68%
SUMMARY	\$296,485,195	\$131,255,284	125.88%



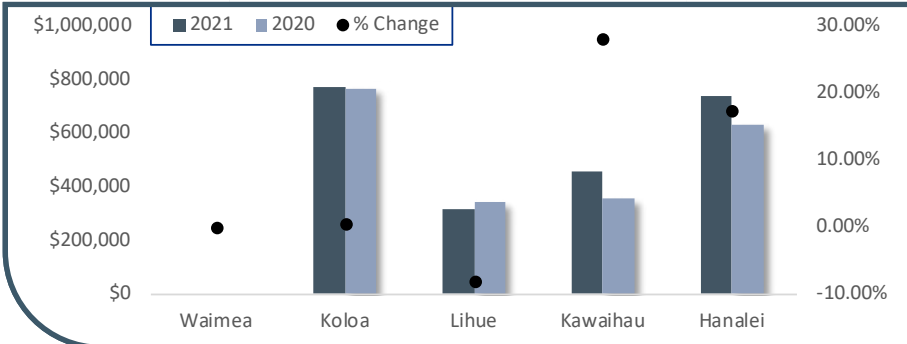
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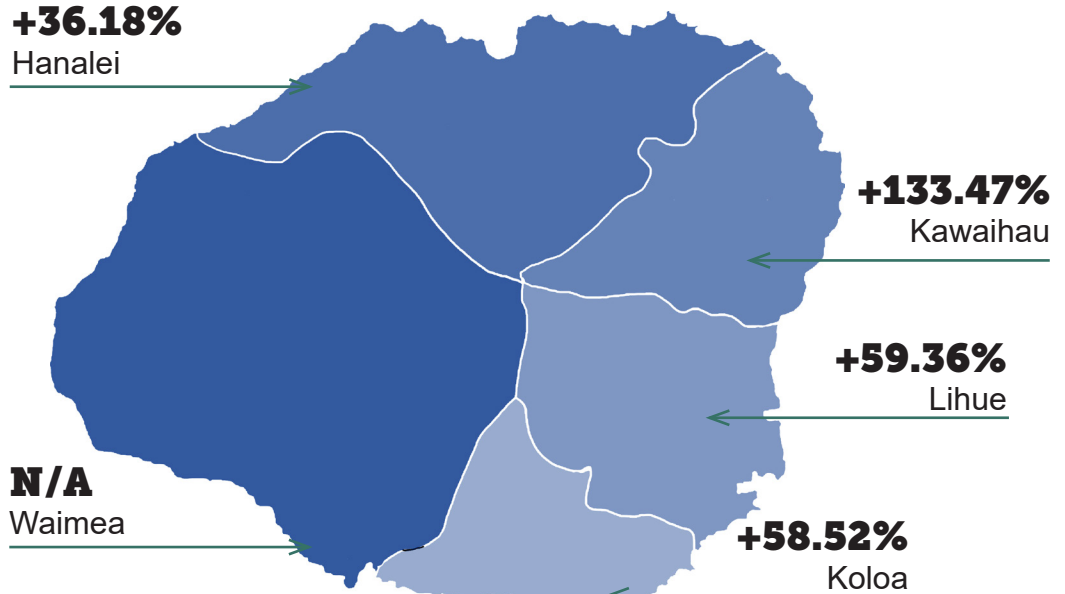
CLOSED SALES	2021	2020	% Change
Waimea	-	-	-
Koloa	49	29	68.97%
Lihue	25	25	0.00%
Kawaihau	25	9	177.78%
Hanalei	36	25	44.00%
SUMMARY	135	88	53.41%



MEDIAN PRICE	2021	2020	% Change
Waimea	-	-	-
Koloa	\$775,000	\$832,760	-6.94%
Lihue	\$360,000	\$340,000	5.88%
Kawaihau	\$350,000	\$500,000	-30.00%
Hanalei	\$695,000	\$792,000	-12.25%
SUMMARY	\$620,000	\$619,000	0.16%



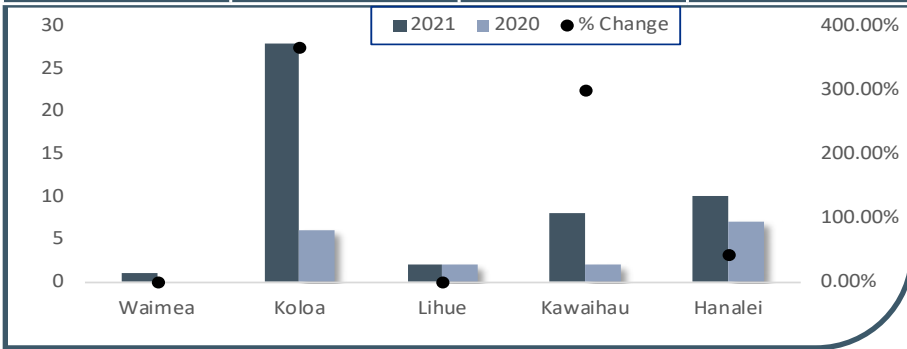
SALES VOLUME	2021	2020	% Change
Waimea	-	-	-
Koloa	\$39,575,199	\$24,964,667	58.52%
Lihue	\$17,557,011	\$11,017,150	59.36%
Kawaihau	\$11,748,000	\$5,032,007	133.47%
Hanalei	\$30,496,690	\$22,394,500	36.18%
SUMMARY	\$99,376,900	\$63,408,324	56.73%



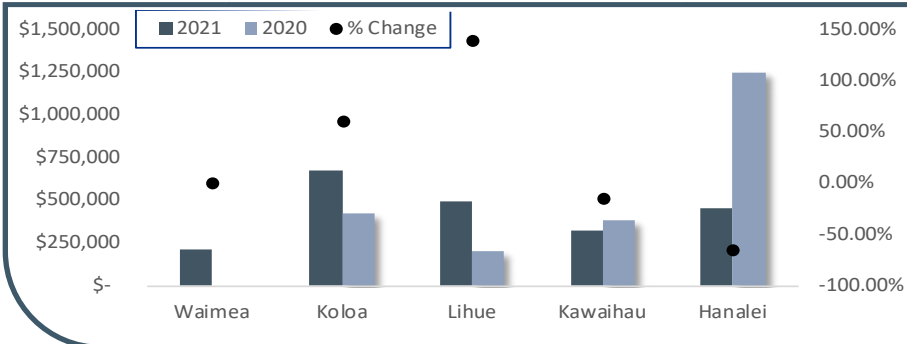
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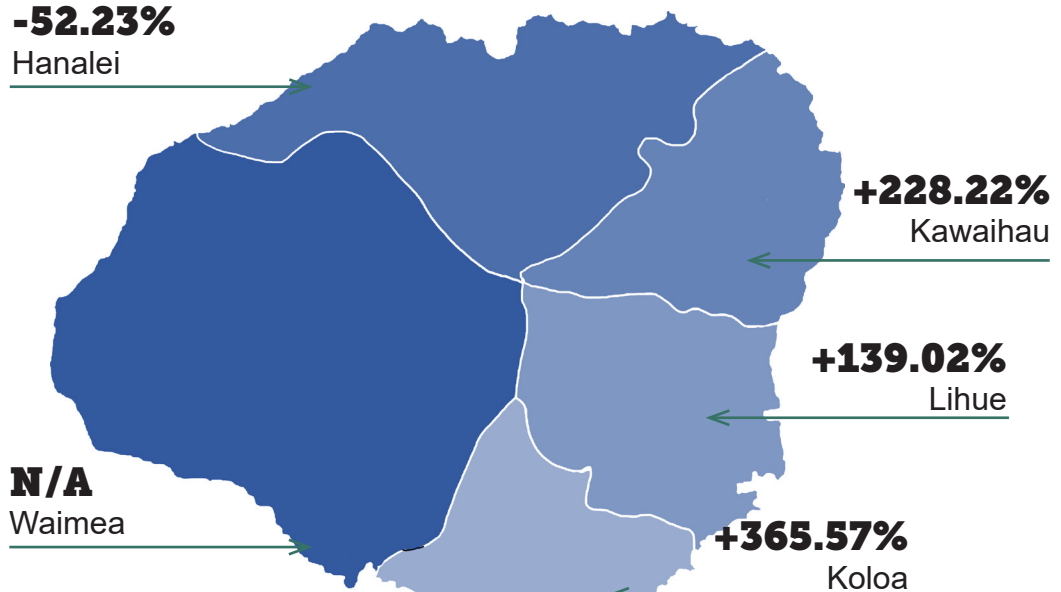
CLOSED SALES	2021	2020	% Change
Waimea	1	-	-
Koloa	28	6	366.67%
Lihue	2	2	0.00%
Kawaihau	8	2	300.00%
Hanalei	10	7	42.86%
SUMMARY	49	17	188.24%



MEDIAN PRICE	2021	2020	% Change
Waimea	\$216,000	-	-
Koloa	\$675,000	\$420,000	60.71%
Lihue	\$490,000	\$205,000	139.02%
Kawaihau	\$323,000	\$380,000	-15.00%
Hanalei	\$449,500	\$1,250,000	-64.04%
SUMMARY	\$475,000	\$550,000	-13.64%



SALES VOLUME	2021	2020	% Change
Waimea	\$216,000	-	-
Koloa	\$44,317,767	\$9,519,000	365.57%
Lihue	\$980,000	\$410,000	139.02%
Kawaihau	\$2,494,500	\$760,000	228.22%
Hanalei	\$6,331,750	\$13,255,000	-52.23%
SUMMARY	\$54,340,017	\$23,944,000	126.95%



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