



TITLE GUARANTY

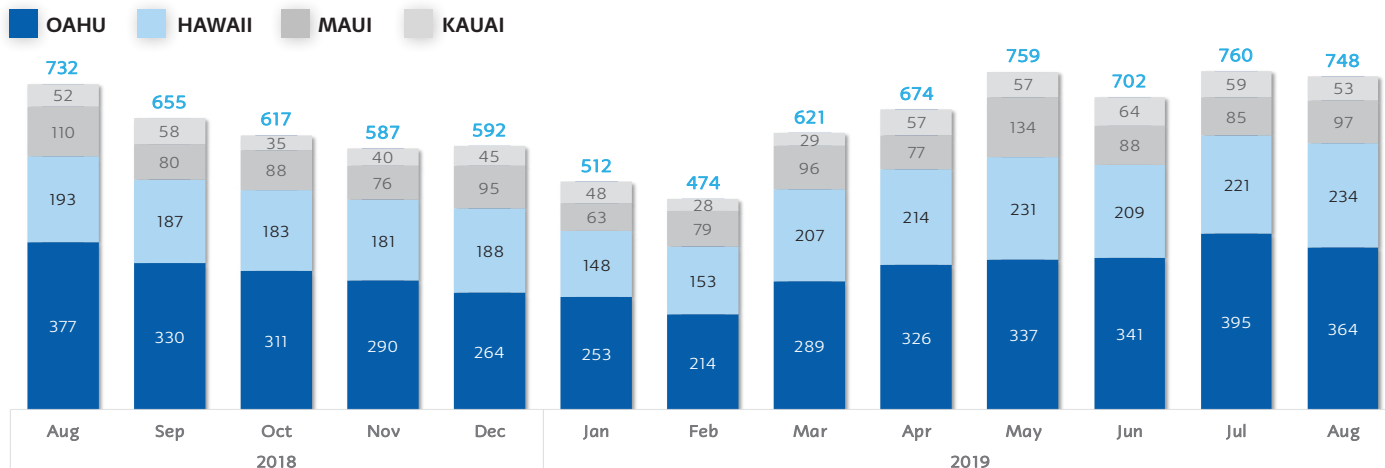
TITLE & ESCROW SERVICES

RESIDENTIAL SALES REPORT AUGUST 2019

HAWAII

ISLAND SALES

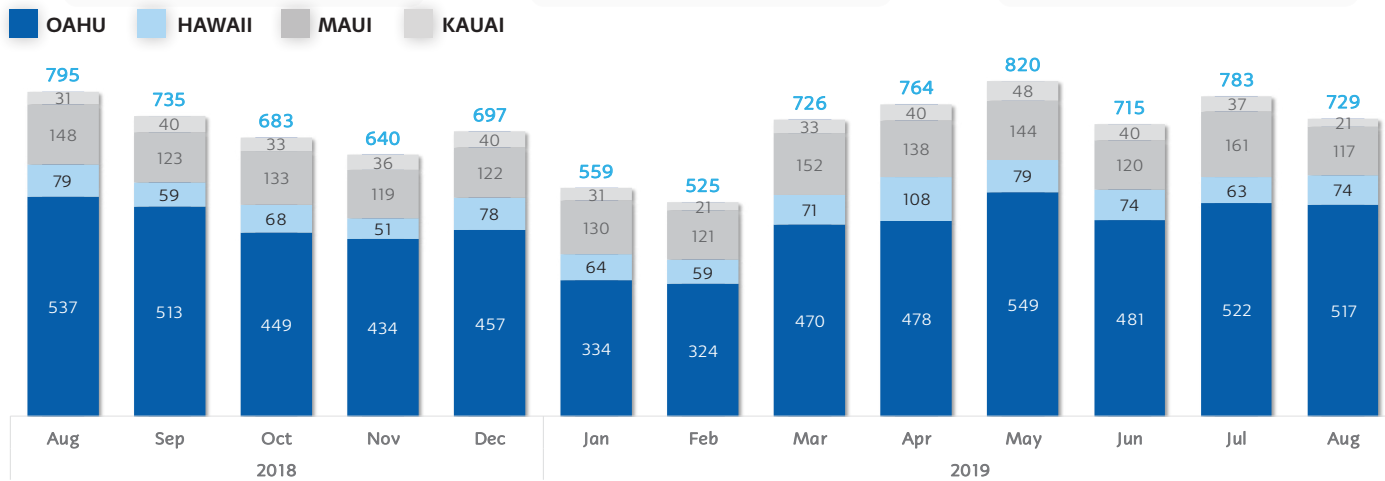
SINGLE FAMILY HOME



OF SALES
234
 ↑ 5.9% VS. LAST MONTH
 ↑ 21.2% VS. LAST YEAR

MEDIAN SALES PRICE
\$400,000
 ↑ 5.5% VS. LAST MONTH
 ↑ 11.4% VS. LAST YEAR

TOTAL \$ OF SALES
\$143,255,288
 ↑ 28.1% VS. LAST MONTH
 ↑ 54.6% VS. LAST YEAR



OF SALES
74
 ↑ 17.5% VS. LAST MONTH
 ↓ 6.3% VS. LAST YEAR

MEDIAN SALES PRICE
\$325,000
 0.0% VS. LAST MONTH
 ↓ 1.5% VS. LAST YEAR

TOTAL \$ OF SALES
\$32,968,776
 ↓ 1.4% VS. LAST MONTH
 ↓ 18.0% VS. LAST YEAR



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Don Watson Real Estate
and Property Management in Hawaii

Information effective 9/1/2019

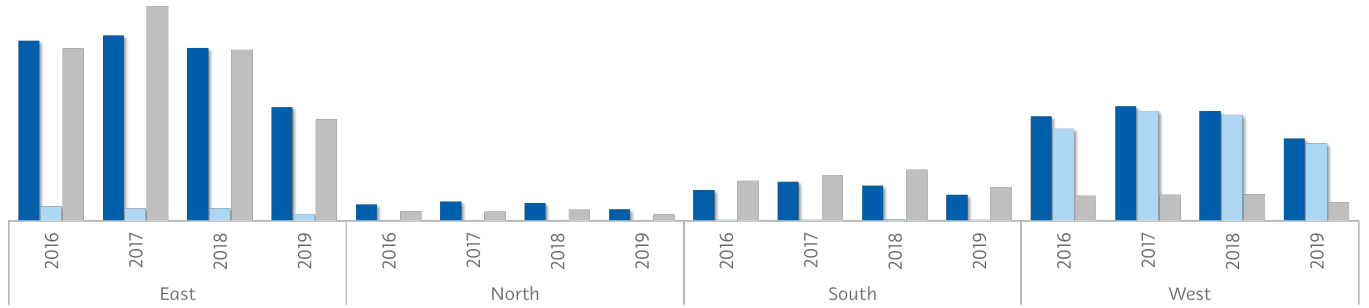


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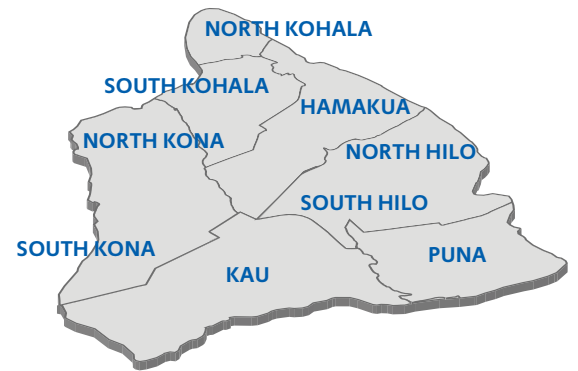
TITLE & ESCROW SERVICES

REGIONAL SALES

SALES (#) COMPARISON (YEAR OVER YEAR)



	YEAR			TOTAL	
EAST	2016	1,247	99	1,196	2,515
	2017	1,284	87	1,490	2,861
	2018	1,197	86	1,185	2,468
	2019	788	47	704	1,539
NORTH	2016	113		66	179
	2017	131		63	194
	2018	122		75	197
	2019	80	1	43	124
SOUTH	2016	211	7	276	494
	2017	268	5	316	589
	2018	243	9	352	604
	2019	179	6	234	419
WEST	2016	723	637	172	1,532
	2017	795	761	178	1,734
	2018	760	735	184	1,679
	2019	570	538	127	1,235



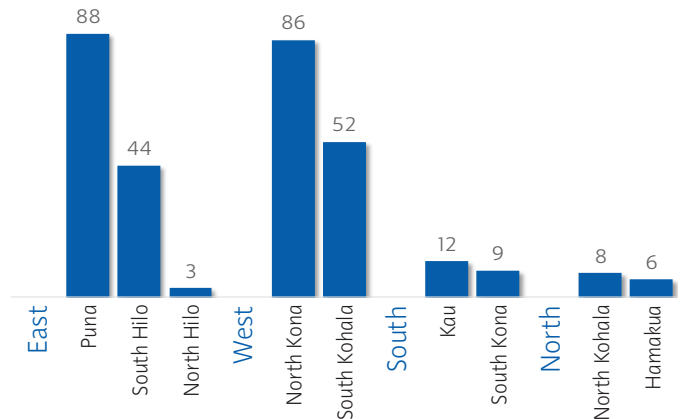
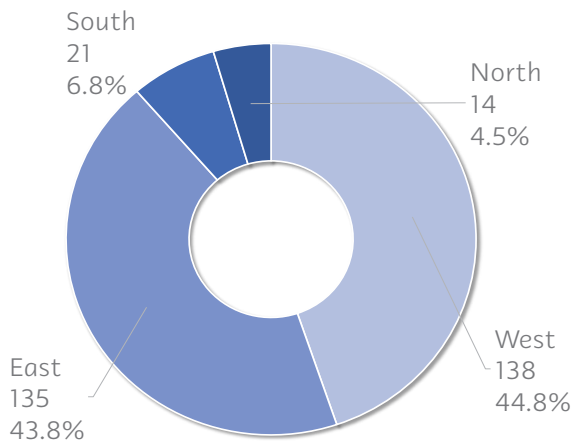
EAST	North Hilo
	Puna
	South Hilo
NORTH	Hamakua
	North Kohala
WEST	North Kona
	South Kohala
SOUTH	Kau
	South Kona

Property Type

- SINGLE FAMILY HOMES
- CONDOMINIUM
- VACANT LAND

* YTD Sales (#) vs. same period of previous years

OF SALES BY REGION



* Excluding Vacant Land Sales

RESIDENTIAL SALES REPORT

HAWAII

AUGUST 2019

SALES BY REGION (CURRENT MONTH)

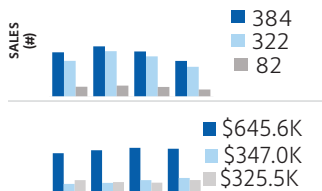
▲ Increase/Decrease vs. Last Year ● No Change or No Value vs. Last Year

		SINGLE FAMILY HOMES			CONDOMINIUM			VACANT LAND		
		#	\$ AMT	MEDIAN	#	\$ AMT	MEDIAN	#	\$ AMT	MEDIAN
WEST	North Kona	48 ▲	\$63.3M ▲	\$725.0K ▲	38 ▲	\$17.1M ▲	\$325.0K ▲	10 ▲	\$5.2M ▲	\$379.0K ▲
	South Kohala	29 ▼	\$20.6M ▼	\$565.0K ▲	23 ▼	\$13.3M ▼	\$525.0K ▼	7 ▲	\$3.0M ▲	\$197.9K ▼
	WEST TOTAL	77 ▲	\$83.8M ▲	\$635.0K ▲	61 ▼	\$30.4M ▼	\$374.0K ▼	17 ▲	\$8.2M ▲	\$375.0K ▲
EAST	Puna	88 ▲	\$22.7M ▲	\$237.5K ▲	--	--	--	80 ▼	\$3.1M ▼	\$24.5K ▲
	South Hilo	33 ▲	\$14.2M ▲	\$382.5K ▲	11 ●	\$2.0M ▲	\$180.9K ▲	11 ▼	\$3.3M ▼	\$270.0K ▲
	North Hilo	3 ▼	\$1.4M ▼	\$485.0K ▲	--	--	--	1 ●	\$335.0K ▼	\$335.0K ▼
EAST TOTAL	124 ▲	\$38.3M ▲	\$280.0K ▲	11 ●	\$2.0M ▲	\$180.9K ▲	92 ▼	\$6.8M ▼	\$25.8K ▼	
NORTH	North Kohala	7 ▲	\$8.8M ▲	\$1.3M ▼	1 -	\$398.9K -	\$398.9K -	4 ▼	\$1.5M ▼	\$320.0K ▼
	Hamakua	6 ▲	\$2.2M ▲	\$387.5K ▼	--	--	--	--	--	--
NORTH TOTAL	13 ▲	\$11.0M ▲	\$485.0K ▼	1 -	\$398.9K -	\$398.9K -	4 ▼	\$1.5M ▼	\$320.0K ▼	
SOUTH	Kau	11 ▲	\$2.7M ▲	\$225.0K ▲	1 ●	\$170.0K ▲	\$170.0K ▲	35 ▲	\$923.3K ▼	\$8.5K ▼
	South Kona	9 ▲	\$7.4M ▲	\$603.5K ▲	--	--	--	4 ▼	\$328.1K ▼	\$50.0K ▼
SOUTH TOTAL	20 ▲	\$10.2M ▲	\$352.5K ▲	1 ●	\$170.0K ▲	\$170.0K ▲	39 ▲	\$1.3M ▼	\$16.5K ▼	

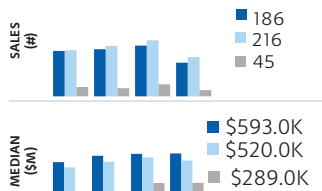
SALES COMPARISON (YEAR OVER YEAR & 2019 YTD SHOWN)

TOP NEIGHBORHOODS BY # OF SALES (CURRENT MONTH)

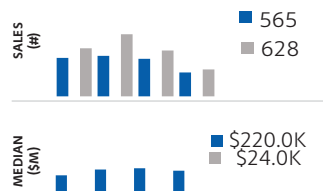
NORTH KONA



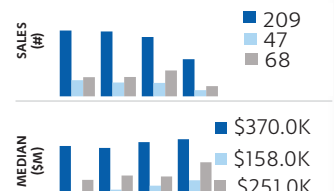
SOUTH KOHALA



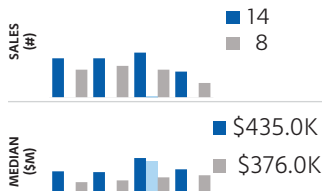
PUNA



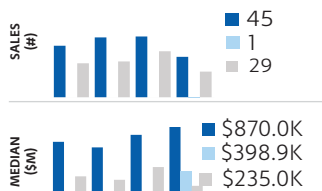
SOUTH HILO



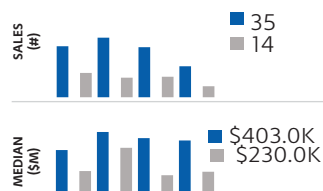
NORTH HILO



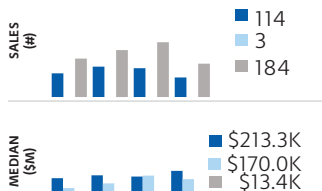
NORTH KOHALA



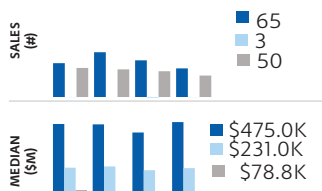
HAMAKUA



KAU



SOUTH KONA



YEAR TO DATE STATISTICS (VS. SAME PERIOD LAST YEAR)

SINGLE FAMILY HOMES

OF SALES: 1,617 ▲ 2.1%
 MEDIAN SALES PRICE: \$380.0K ▲ 4.4%
 TOTAL \$ OF SALES: \$866.0M ▼ 3.1%

CONDOMINIUM

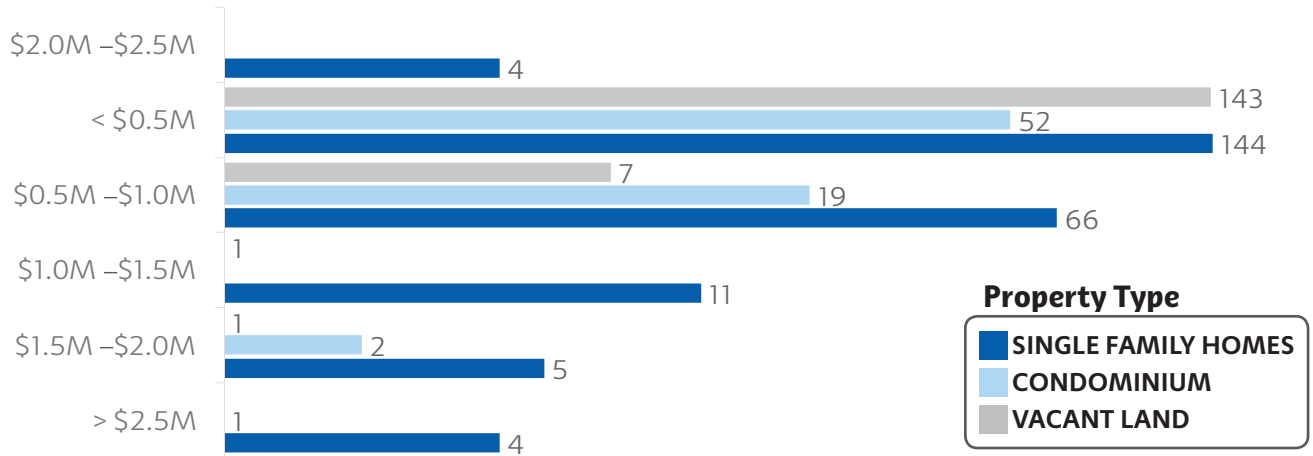
OF SALES: 592 ▲ 3.1%
 MEDIAN SALES PRICE: \$364.3K ▲ 1.0%
 TOTAL \$ OF SALES: \$323.9M ▼ 3.1%

VACANT LAND

OF SALES: 1,108 ▲ 16.0%
 MEDIAN SALES PRICE: \$32.0K ▲ 6.7%
 TOTAL \$ OF SALES: \$177.0M ▼ 0.2%

* Annual trend shown include 2016 to present

ISLAND SALES (#) BY PRICE RANGE



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Let Us Be A Part Of Your Solution!



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