## Kauai Snapshot

Quarter 3 2023 vs. Quarter 3 2022

|               |  | Sales Volume                                 |  |                            |               | # of Sales    |                             |   | Median Sales Price                      |                            |  |
|---------------|--|--|--|----------------------------|---------------|---------------|-----------------------------|---|---|----------------------------|--|
|               |  | Q3 '22                                       | Q3 '23                                       | % change                   | Q3 '22        | Q3 '23        | % change                    | Q3 '22                                  | Q3 '23                                  | % change                   |  |
| Entire Island | Residential<br>Vacant Land<br>Commercial | \$179,430,145<br>\$24,065,000<br>\$7,576,000 | \$111,618,062<br>\$24,607,250<br>\$4,345,000 | <37.79%><br>2%<br><42.65%> | 94<br>25<br>6 | 51<br>30<br>4 | <45.74%><br>20%<br><33.33%> | \$1,002,500<br>\$700,000<br>\$1,292,500 | \$1,300,000<br>\$802,500<br>\$1,300,000 | 29.68%<br>14.64%<br>0.0058 |  |
|               | Condominium                              | \$84,572,900                                 | \$71,116,023                                 | <15.91%>                   | 100           | 73            | <27.00%>                    | \$702,500                               | \$780,000                               | 0.1103                     |  |
|               | Business                                 | \$0  | \$2,498,000                                  | N/A                        | 0             | 2             | N/A                         | \$0                                     | \$1,249,000                             | N/A                        |  |
| Waimea        | Residential                              | \$6,450,555                                  | \$3,532,500                                  | <45.24%>                   | 8             | 4             | <50.00%>                    | \$757,778                               | \$854,250                               | 12.73%                     |  |
|               | Vacant Land                              | \$650,000                                    | \$396,000                                    | <39.08%>                   | 2             | 2             | 0%                          | \$325,000                               | \$198,000                               | <39.08%>                   |  |
|               | Commercial                               | \$2,410,000                                  | \$0  | <100%>                     | 2             | 0             | <100%>                      | \$1,205,000                             | \$0                                     | <100%>                     |  |
|               | Condominium                              | \$0  | \$O  |                            | 0             | 0             |                             | \$0                                     | \$O                                     |                            |  |
|               | Business                                 | \$0  | \$O  |                            | 0             | 0             |                             | \$O                                     | \$0                                     |                            |  |
| Koloa         | Residential                              | \$55,697,900                                 | \$21,079,254                                 | <62.15%>                   | 30            | 10            | <66.67%>                    | \$1,002,500                             | \$1,249,500                             | 24.64%                     |  |
|               | Vacant Land                              | \$11,081,000                                 | \$9,482,000                                  | <14.43%>                   | 8             | 9             | 13%                         | \$1,625,000                             | \$1,000,000                             | <38.46%>                   |  |
|               | Commercial                               | \$O  | \$2,600,000                                  | N/A                        | 0             | 2             | N/A                         | \$O                                     | \$1,300,000                             | N/A                        |  |
|               | Condominium                              | 31,430,500                                   | \$26,342,523                                 | <16.19%>                   | 34            | 24            | <29.41%>                    | \$759,000                               | \$862,500                               | 0.1364                     |  |
|               | Business                                 | \$O  | \$O  |                            | 0             | 0             |                             | \$O                                     | \$0                                     |                            |  |
| Lihue         | Residential                              | \$6,874,990                                  | \$4,175,000                                  | <39.27%>                   | 8             | 4             | <50.00%>                    | \$867,500                               | \$1,025,000                             | 18.16%                     |  |
|               | Vacant Land                              | \$580,000                                    | \$10,799,750                                 | 1762%                      | 1             | 13            | 1200%                       | \$580,000                               | \$895,000                               | 0.5431                     |  |
|               | Commercial                               | \$1,300,000                                  | \$O  | <100%>                     | 1             | 0             | <100%>                      | \$1,300,000                             | \$0                                     | <100%>                     |  |
|               | Condominium                              | \$13,020,000                                 | \$8,850,000                                  | <32.03%>                   | 22            | 17            | <22.73%>                    | \$507,500                               | \$545,000                               | 7.39%                      |  |
|               | Business                                 | \$O  | \$2,498,000                                  | N/A                        | 0             | 2             | N/A                         | \$O                                     | \$1,249,000                             | N/A                        |  |
| Kawaihau      | Residential                              | \$36,761,700                                 | \$19,961,308                                 | <45.70%>                   | 31            | 16            | <48.39%>                    | \$920,000                               | \$1,110,000                             | 20.65%                     |  |
|               | Vacant Land                              | \$6,040,000                                  | \$2,152,000                                  | <64.37%>                   | 8             | 4             | <50.00%>                    | \$675,000                               | \$523,000                               | <22.52%>                   |  |
|               | Commercial                               | \$3,866,000                                  | \$1,745,000                                  | <54.86%>                   | 3             | 2             | <33.33%>                    | \$1,526,000                             | \$872,500                               | <42.82%>                   |  |
|               | Condominium                              | \$16,653,400                                 | \$11,434,000                                 | <31.34%>                   | 22            | 13            | <40.91%>                    | \$549,950                               | \$623,000                               | 13.28%                     |  |
|               | Business                                 | \$0  | \$O  |                            | 0             | 0             |                             | \$O                                     | \$O                                     |                            |  |
| Hanalei       | Residential                              | \$73,645,000                                 | \$62,870,000                                 | <14.63%>                   | 17            | 17            | 0%                          | \$2,750,000                             | \$3,025,000                             | 10.00%                     |  |
|               | Vacant Land                              | \$5,714,000                                  | \$1,777,500                                  | <68.89%>                   | 6             | 2             | <66.67%>                    | \$787,500                               | \$888,750                               | 12.86%                     |  |
|               | Commercial                               | \$O  | \$O  |                            | 0             | 0             |                             | \$O                                     | \$O                                     |                            |  |
|               | Condominium                              | \$23,469,000                                 | \$24,489,500                                 | 4%                         | 22            | 19            | <13.64%>                    | \$997,500                               | \$1,360,000                             | 36.34%                     |  |
|               | Business                                 | \$O  | \$O  |                            | 0             | 0             |                             | \$O                                     | \$O                                     |                            |  |

Source: MLS records

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