

Kimi Cook-Walls, Broker | 808.938.3040 | CWI@livekohala.net | www.livekohala.net

KOHALA RANCH (RESIDENTIAL)

for the period: January 1, 2011 – December 12, 2011



“We could chat about ‘challenging’ market conditions, but homes are still selling in Kohala Ranch. There are fewer showings right now, but we are coming into our “busy buying” season. The real challenge is realistic pricing.”

***NOTE: For history of a specific listing, please email us at cwi@livekohala.com**

HOMES SOLD (1/1/11 TO 12/12/11)										MLS DATA
MLS #	Tp	St	DOM	Tax-Key	Tnr	List Price	Location	Land area	Sq.Ft. Bed/Bath	
232550	RES	S	88	3-5-9-9-2	FS	\$1,107,000	59-1764 Kohala Ranch Rd	12.74 ac	4,998 5/5.00	
SOLD 7/20/2011 for \$1,060,000 (CNV) DOM 88										
224627	RES	S	548	3-5-9-9-42	FS	\$1,295,000	59-1481 Kohala Ranch Rd	10.01 ac	3,799 4/4.01	
SOLD 7/1/2011 for \$1,250,000 (CASH) DOM 548										
236111	RES	S	293	3-5-9-12-41	FS	\$1,349,000	59-400 Pupu Pl	5.00 ac	2,986 #0 3/3.01	
SOLD 6/15/2011 for \$1,300,000 (CASH) DOM 293										
239886	RES	S	69	3-5-9-12-44	FS	\$1,290,000	59-400 Haloku Pl	5.05 ac	2,062 3/2.00	
SOLD 3/31/2011 for \$1,290,000 (CNV) DOM 69										
237796	RES	S	181	3-5-9-12-57	FS	\$2,200,000	59-468 Pili Pl	5.00 ac	4,211 3/3.01	
SOLD 3/11/2011 for \$1,925,000 (PMM, Other) DOM 181										
245248	RES	S	84	3-5-9-13-65	FS	\$899,000	59-206 Ka Nani Dr	3.27 ac	2,924 2/3.00	
SOLD 10/10/2011 for \$840,000 (CASH, CNV) DOM 84										
238789	RES	S	74	3-5-9-13-81	FS	\$1,620,000	59-229 Kanaloa Dr	3.00 ac	3,594 5/5.00	
SOLD 3/24/2011 for \$1,400,000 (PMM) DOM 74										
232138	RES	S	444	3-5-9-13-94	FS	\$679,000	59-232 Kanaloa Pl	3.00 ac	2,200 3/2.00	
SOLD 7/12/2011 for \$630,000 (CNV) DOM 444										

“The savvy seller knows that by aggressively pricing their home at market- rather than ‘testing’ the market, will alleviate the negative implications that come with an overextended listing. One of the first thing a Buyer will check is the DOM - Days on the Market. The first thing that comes to mind is “Is there something really wrong with this property? Why has it been on the market for so long?”

HOMES CURRENTLY LISTED (12/12/11)										MLS DATA
MLS #	Tp	DOM	Tax-Key	Tnr	List Price	Location	Lot Area	Sq.Ft. Bed/Bath		
249723	RES	35	3-5-9-10-7	FS	\$2,400,000	59-931 Kamakani Lp	10.86 ac	4,079 4/4.01		
240849	RES	357	3-5-9-10-14	FS	*\$2,599,000	59-1177 Kamakani Lp	11.74 ac	4,590 5/5.01		
246249	RES	176	3-5-9-11-34	FS	\$2,198,000	59-727 Kaala Rd	3.33 ac	3,608 4/4.00		
249188	RES	56	3-5-9-12-18	FS	\$965,000	59-499 Kaala Rd	3.48 ac	2,784 3/3.00		
219339	RES	1037	3-5-9-12-25	FS	\$1,775,000	59-514 Kaala Rd	3.42 ac	3,922 3/3.01		
243939	RES	250	3-5-9-12-31	FS	*\$899,000	59-380 Olomana Rd	3.23 ac	3,172 4/3.00		
240141	RES	381	3-5-9-12-46	FS	\$1,999,000	59-415 Haloku Pl	5.36 ac	4,064 4/5.00		
249483	RES	50	3-5-9-13-34	FS	\$675,000	59-228 Maki Pl	3.34 ac	2,877 3/3.00		
245291	RES	211	3-5-9-14-19	FS	\$1,229,000	59-330 Welina Pl	4.80 ac	2,569 3/3.00		
245561	RES	196	3-5-9-14-26	FS	\$2,100,000	59-294 Kanaloa Dr	3.01 ac	4,478 4/3.01		

Kohala Ranch Area	Tax-Key	ITEM	DESCRIPTION	ITEM	DESCRIPTION
The Summit	3-5-9- 9 & 10	MLS #	Multiple Listing Service Number	LN	Vacant Land
The Meadows	3-5-9- 13, 14 & 15	TP	Type of Property (Condo, Single Family Detached)	DOM	Days on Market
The Heathers	3-5-9- 11 & 12	Res	Residential	FS	Fee Simple

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KOHALA RANCH (LAND)

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“Kohala Ranch Lot prices have dropped considerably - in some cases as much as 40%. The majority of these sales were to All-Cash Buyers, which may indicate people are seeing Kohala Ranch lots as a good investment. Also of note is that some believe it is actually more economical to build your exact ‘dream home’, rather than buy an existing home. It really depends on the client’s objectives.”

***NOTE: For history of a specific listing, please email us at cwi@livekohala.com**

LOTS SOLD (1/1/11 TO 12/12/11)

MLS DATA

<u>MLS #</u>	<u>Tp</u>	<u>St</u>	<u>DOM</u>	<u>Tax-Key</u>	<u>Tnr</u>	<u>List Price</u>	<u>Location</u>	<u>Land Area</u>
240673	LND	S	36	3-5-9-11-47	FS	\$495,000	Kohala Ranch Lot #:253	3.25 ac
SOLD 2/11/2011 for \$450,000 (CASH) DOM 36								
219231	LND	S	732	3-5-9-12-4	FS	\$695,000	Kohala Ranch Lot #:209	3.51 ac
SOLD 2/7/2011 for \$637,500 (CASH) DOM 732								
237880	LND	S	239	3-5-9-12-29	FS	\$450,000	Kohala Ranch Lot #:273	3.33 ac
SOLD 6/15/2011 for \$345,000 (1031) DOM 239								
239013	LND	S	159	3-5-9-12-59	FS	\$450,000	Kohala Ranch Lot #:328	5.00 ac
SOLD 4/29/2011 for \$425,000 (CASH) DOM 159								
240069	LND	S	81	3-5-9-13-23	FS	\$225,000	Maki Way	3.25 ac
SOLD 2/28/2011 for \$200,000 (CASH) DOM 81								
243018	LND	S	73	3-5-9-14-14	FS	\$249,000	Kohala Ranch Lot #:472	3.61 ac
SOLD 6/9/2011 for \$225,000 (CNV) DOM 73								
237530	LND	S	368	3-5-9-14-22	FS	\$190,000	Kohala Ranch Lot #:480	3.03 ac
SOLD 9/22/2011 for \$190,000 (PMM) DOM 368								
242919	LND	S	13	3-5-9-14-39	FS	\$145,000	Kohala Ranch Lot #:497	3.62 ac
SOLD 5/11/2011 for \$145,000 (CNV) DOM 13								
239223	LND	S	36	3-5-9-15-83	FS	\$243,250	Kohala Ranch Lot #:700	5.02 ac
SOLD 2/25/2011 for \$243,250 (CNV) DOM 36								

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Kohala Ranch Area	Tax-Key	ITEM	DESCRIPTION	ITEM	DESCRIPTION
The Summit	3-5-9- 9 & 10	MLS #	Multiple Listing Service Number	LN	Vacant Land
The Meadows	3-5-9- 13, 14 & 15	TP	Type of Property (Condo, Single Family Detached)	DOM	Days on Market
The Heathers	3-5-9- 11 & 12	Res	Residential	FS	Fee Simple

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“With land loans becoming more and more difficult to find, the cash buyer is your best bet. No cash offers? Then Sellers you better start seriously thinking about Seller Financing.”

***NOTE: CWI Listing Highlighted & for history of a specific listing, please email us at cwi@livekohala.com**

LOTS CURRENTLY LISTED FOR SALE (42)

MLS #	TP	DOM	Tax-Key	Tnr	List Price	Location	Lot Size
239988	A	<u>406</u>	3-5-9-9-12	FS	\$349,700	Kohala Ranch Lot #:90	11.26 ac
237843	A	<u>483</u>	3-5-9-9-14	FS	\$340,000	Kohala Ranch Lot #:92	12.39 ac
247173	A	<u>143</u>	3-5-9-9-21	FS	\$495,000	Kohala Ranch Lot #:99	14.83 ac
249864	A	<u>26</u>	3-5-9-9-50	FS	\$335,000	Kohala Ranch Lot #:147	11.43 ac
229348	A	<u>592</u>	3-5-9-10-2	FS	\$348,500	Kohala Ranch Lot #:109	13.80 ac
231493	A	<u>639</u>	3-5-9-10-15	FS	\$385,000	Kohala Ranch Lot #:122	10.86 ac
238977	A	<u>404</u>	3-5-9-10-21	FS	\$499,000	Kohala Ranch Lot #:149	11.13 ac
247274	A	<u>141</u>	3-5-9-10-29	FS	\$430,000	Kohala Ranch Road	11.93 ac
249434	A	<u>34</u>	3-5-9-11-2	FS	\$349,000	Kohala Ranch Lot #:186	3.54 ac
245165	A	<u>217</u>	3-5-9-11-13	FS	\$199,900	Kohala Ranch Lot #:197	3.05 ac
241832	A	<u>340</u>	3-5-9-11-15	FS	\$315,000	59-229 Olomana Rd	3.47 ac
244062	A	<u>259</u>	3-5-9-11-32	FS	\$849,000	59-681 Kaala Rd	3.78 ac
249696	A	<u>29</u>	3-5-9-11-41	FS	\$299,000	Kohala Ranch Lot #:247	3.58 ac
249999	A	<u>13</u>	3-5-9-11-62	FS	\$795,000	Kohala Ranch Lot #:284	3.57 ac
229974	A	<u>679</u>	3-5-9-11-81	FS	\$399,000	Kohala Ranch Lot #:303	3.08 ac
246424	A	<u>175</u>	3-5-9-12-9	FS	\$699,000	Kohala Ranch Lot #:214	3.00 ac
246192	A	<u>176</u>	3-5-9-12-29	FS	\$299,000	Kohala Ranch Lot #:273	3.33 ac
245458	A	<u>203</u>	3-5-9-12-37	FS	\$279,500	Kohala Ranch Lot #:281	3.50 ac
222008	A	<u>958</u>	3-5-9-12-52	FS	\$399,000	Kohala Ranch Lot #:321	5.00 ac
236118	A	<u>540</u>	3-5-9-13-17	FS	\$349,000	388 Ka Nani Dr	3.07 ac
247497	A	<u>121</u>	3-5-9-13-37	FS	\$329,000	Ka Nani Dr	3.57 ac
243875	A	<u>266</u>	3-5-9-13-40	FS	\$379,000	Kohala Ranch Lot #:411	3.19 ac
245072	A	<u>215</u>	3-5-9-13-44	FS	\$359,500	59-234 Kipa Mai Pl	3.88 ac
247922	A	<u>113</u>	3-5-9-13-67	FS	\$199,900	Kohala Ranch Lot #:438	3.72 ac
244161	A	<u>256</u>	3-5-9-13-72	FS	\$199,900	Kohala Ranch Lot #:	3.24 ac
250487	A	<u>9</u>	3-5-9-13-79	FS	\$224,000	Kohala Ranch Lot #:	3.00 ac
237936	A	<u>328</u>	3-5-9-14-1	FS	\$239,000	Kohala Ranch Lot #:459	3.71 ac
248921	A	<u>56</u>	3-5-9-14-9	FS	\$225,000	Kohala Ranch Lot #:467	3.24 ac
244876	A	<u>209</u>	3-5-9-14-15	FS	\$249,000	59-313 Welina Pl	3.50 ac
247756	A	<u>122</u>	3-5-9-14-20	FS	\$329,000	Welina Place	3.89 ac
230288	A	<u>691</u>	3-5-9-14-27	FS	\$219,000	Kohala Ranch Lot #:	3.10 ac
246528	A	<u>134</u>	3-5-9-14-28	FS	\$250,000	Kanaloa Drive #	3.31 ac
249885	A	<u>18</u>	3-5-9-14-41	FS	\$189,000	Kohala Ranch Lot #:499	3.82 ac
175610	A	<u>2067</u>	3-5-9-14-43	FS	\$375,000	Kohala Ranch Lot #: 501	3.68 ac
250235	A	<u>14</u>	3-5-9-14-46	FS	\$219,000	Lehiwa Place	4.51 ac
242288	A	<u>323</u>	3-5-9-14-52	FS	\$350,000	Kohala Ranch Lot #:510	3.76 ac
245628	A	<u>174</u>	3-5-9-15-70	FS	\$325,000	Kohala Ranch Lot #:687	5.03 ac
204688	A	<u>1444</u>	3-5-9-15-71	FS	\$459,900	Kohala Ranch Lot #:734	5.34 ac
241884	A	<u>334</u>	3-5-9-15-77	FS	\$365,000	59-644 Ualani	5.02 ac
227870	A	<u>812</u>	3-5-9-15-78	FS	\$399,000	Kohala Ranch Lot #:695	5.08 ac
238234	A	<u>467</u>	3-5-9-15-84	FS	\$200,000	Kohala Ranch Lot #:701	5.03 ac
244901	A	<u>395</u>	3-5-9-15-90	FS	\$299,000	59-1137 Kalama Wy	5.28 ac

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