GRIGGS REPORT #306 - APRIL 30, 2020

A TWICE MONTHLY REAL ESTATE MARKET PERSPECTIVE FOR NORTH KONA AND HAWAII ISLAND

PAGE 1

NORTH KONA RESIDENTIAL DATA

ABOUT THE PENDING RATIO:: The Pending Ratio is used throughout the report to serve as an indicator of Market Strength and Market Trend..

PENDING RATIO = NUMBER OF PENDING SALES DIVIDED BY ACTIVE LISTING TIMES 100. THE HIGHER RATIO = STRONGER MARKET DEMAND (Pending Sales) vs. SUPPLY (Active Listings).

Why this can be a useful indicator:

- 1) It is a current leading indicator of market Demand vs. Supply Dynamics based on Pending Sales (Ac & U) and Active listings (A) from MLS Data.
- It is a readily available data that indicates market strength. When tracked over time it shows the market strength trend.
- It can be used as a "Litmus Test" of market strength for any market niche with sufficient MLS active listing and pending sales data.

The following Color Codes describe what the ratio numbers mean in terms of the type of market.

PENDING RATIO 100 or GREATER PENDING RATIO FROM 51 TO 99 SELLERS MARKET -SELLER'S NEUTRAL OR STABLE MARKET PENDING RATIO FROM 30 TO 50 **BUYERS MARKET -**

PENDING RATIO BELOW 30 **BUYER'S**

				NORTH KON	IA RESIDENTIAL DATA TAB	LE
ABLE 1	ACTIVE	PENDING	PENDING	TYPE OF		N
5 \$4M	LISTINGS	SALES	RATIO	MARKET		12
						_

TABLE 1	ACTIVE	PENDING	PENDING	TYPE OF	A KESIDENTIAL DATA TAD	Number Sold	Average	VOLUME	Median	# SOLD
to \$4M	LISTINGS	SALES	RATIO	MARKET		12 Month Period	Price	MILLIONS	Price	Last 30 days
4/30/1997	369	no data	no data	no data		257	\$ 270,000	\$ 69.4	\$ 229,000	26
4/30/1998	372	73	19.62	BUYER'S		252	\$ 279,000	\$ 70.3	\$ 235,000	26
4/30/1999	283	103	36.40	PRICE LOW	>>>>>>>>	356	\$ 277,000	\$ 98.6	\$ 225,000	36
4/30/2000	185	98	52.97	SELLER'S		464	\$ 324,600	\$ 150.6	\$ 255,500	44
4/30/2001	344	135	39.24	NEUTRAL		452	\$ 354,200	\$ 160.1	\$ 265,700	45
4/30/2002	265	139	52.45	SELLER'S		532	\$ 366,300	\$ 194.9	\$ 289,000	56
4/30/2003	187	163	87.17	SELLER'S		535	\$ 389,000	\$ 208.1	\$ 333,000	58
4/30/2004	102	165	161.76	DEMAND PEAK	•	688	\$ 494,400	\$ 340.1	\$ 416,100	73
4/30/2005	150	188	125.33	PEAK		659	\$ 615,200	\$ 405.4	\$ 530,000	62
4/30/2006	328	101	30.79	PRICE PEAK	>>>>>>>>	660	\$ 735,000	\$ 485.1	\$ 626,300	58
4/30/2007	367	73	19.89	BUYER'S		450	\$ 759,800	\$ 341.9	\$ 624,000	53
4/30/2008	400	44	11.00	DEMAND LOW		337	\$ 703,500	\$ 237.1	\$ 595,900	34
4/30/2009		75	16.85	BUYER'S		212	\$ 615,400	\$ 130.5	\$ 504,000	24
4/30/2010	309	109	35.28	NEUTRAL		318	\$ 489,200	\$ 155.6	\$ 402,000	39
4/30/2011	273	92	33.70	NEUTRAL		381	\$ 465,000	\$ 177.2	\$ 395,000	39
4/30/2012	245	117	47.76	PRICE LOW	>>>>>>>>>>>>>	403	\$ 454,700	\$ 183.2	\$ 368,000	43
4/30/2013		115	68.45	SELLER'S		426	\$ 507,400	\$ 216.2	\$ 405,500	39
4/30/2014	208	78	37.50	NEUTRAL		462	\$ 585,500	\$ 270.5	\$ 465,000	41
4/30/2015		115	53.0	SELLER'S		412	\$ 663,600	\$ 273.4	\$ 550,000	47
4/30/2016	253	95	37.55	NEUTRAL		432	\$ 706,100	\$ 305.0	\$ 552,000	37
4/30/2017	208	98	47.12	NEUTRAL		483	\$ 704,800	\$ 340.4	\$ 595,000	53
4/30/2018	153	114	75	SELLER'S		502	\$ 759,100	\$ 381.1	\$630,000	41
4/30/2019	191	120	63	SELLER'S		469	\$ 739,900	\$ 347.0	\$ 633,800	39
4/30/2020	139	67	48	SELLER'S		531	\$ 791,700	\$ 420.4	\$671,000	36
19' vs 20'	-27%	-44%	-23%			13%	7%	21%	6%	-8%

TABLE 1 - THE MOST NOTABLE CHANGE IN THIS UPDATE IS THE PENDING SALES DECLINE FROM LAST YEAR. LISTING INVENTORY REMAINS FAIRLY STABLE. THE SALES DATA IS STILL QUITE POSITIVE IN BOTH THE INCREASE IN NUMBER SOLD AND THE AVERAGE AND MEDIAN PRICES. THE COVID DATA ON PAGES 10 AND 11 DOES SUGGESTS THAT THE NUMBER OF NEW CASES HAS PEAKED.

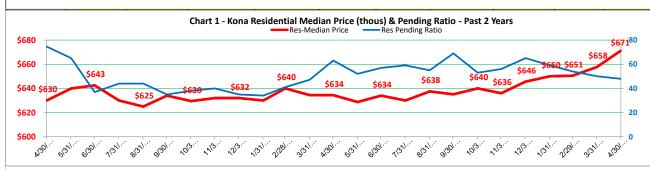
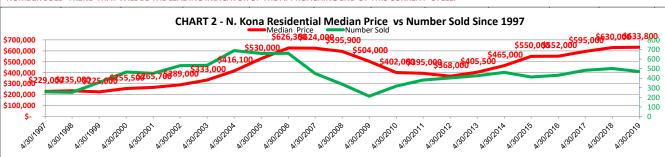


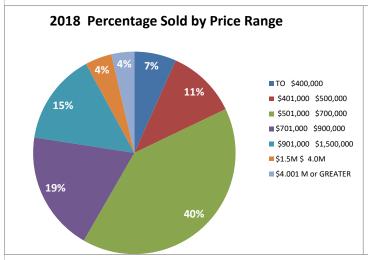
CHART 2 - BACK IN 2004 THE NUMBER OF SALES STARTED TO DECLINE. IT WASN'T UNTIL TWO YEARS LATER THAT THE PRICE STARTED TO DECLINE. IT IS THIS CHANGE IN THE NUMBER SOLD TREND THAT WILL BE THE LEADING INDICATOR OF THE APPROACHING END OF THIS CURRENT CYCLE.

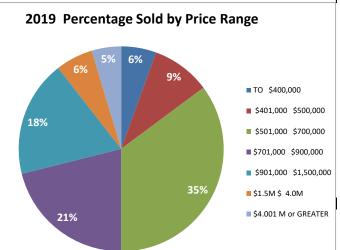


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"	ABLE 2 NORTH KONA RESIDENTIAL PRICE RANGE DATA															
	KONA		RESIDENTIAL	NUMBER		AVERAGE										
	PRICE	R	ANGE	ACTIVE		PRICE	PENDING		PRICE	PEN	DING VOL	RATIO	2019	2020	GAIN / LOSS	TOTALS
Г	ГО	,	\$ 400,000	8	\$	343,700	4		\$306,200	\$	1.2	50	33	31	-2	
,	401,000) :	\$ 500,000	5	\$	463,400	6	\$	470,100	\$	2.8	120	55	52	-3	2018
,	501,000) :	\$ 700,000	38	\$	621,600	24	\$	613,100	\$	14.7	63	199	197	-2	492
	\$701,000) :	\$ 900,000	27	\$	849,100	15	\$	798,300	\$	22.9	56	94	118	24	
	\$ 901,000) (1,500,000	38	\$	1,185,800	13	\$	1,133,900	\$	14.7	34	72	103	31	2019
\$	1.5M	T	\$ 4.0M	23		\$2,039,700	5	\$	2,087,100		\$10	22	21	33	12	560
Г	\$4.001 M	T	or GREATER	34	\$	10,550,400	2	\$	6,200,000	\$	12.4	6	18	26	8	

TABLE 2: THE SALES HAVE IMPROVED IN ALL PRICE RANGES WITH THE EXCEPTION OF THE \$401K TO \$500K RANGE. OVERALL THE NUMBER SOLD IS UP 16% FROM THE PREVIOUS 12 MONTH SALES. THE PIE CHART SHOWS THAT LAST YEAR SALE PRICE RANGING BELOW \$700,000 REPRESENT 58% OF ALL SALES. THIS YEAR IT IS ONLY 50% AS THE UPPER PRICE LEVELS CONTINUE TO HAVE A GROWING SHARE OF ALL SALES.





BIG ISLAND ACTIVE, PENDING SALES AND SALES YEAR TO DATE

TABLE 3	HI ISLE RES	NUMBER	LOW	HIGH	AVERAGE	MEDIAN	MODE	VOLUME (M)	PENDING
3-1 TO 3-4	ACTIVE	577	\$39,000	\$5,950,000	\$383,918	\$299,000	N/A	\$ 222	RATIO
ALL EAST HI	PENDING	169	\$35,000	\$2,900,000	\$320,660	\$265,000	\$339,000	\$ 54	
RESIDENTIAL	SOLD YTD	426	\$10,700	\$1,900,000	\$333,250	\$280,000	\$235,000	\$ 142	29
3-5 TO 3-9	ACTIVE	442	\$24,900	\$52,500,000	\$2,045,716	\$795,000	\$899,000	\$ 23,205	
ALL WEST HI	PENDING	146	\$12,000	\$6,750,000	\$805,834	\$592,450	\$579,000	\$ 118	
RESIDENTIAL	SOLD YTD	379	\$37,500	\$10,200,000	\$912,539	\$625,000	\$450,000	\$ 346	33
ALL HI ISLE	ACTIVE	1019	\$24,900	\$52,500,000	\$1,104,737	\$399,000	\$299,000	\$ 1,126	
ALL HI ISLE	PENDING	315	\$12,000	\$6,750,000	\$545,534	\$359,000	N/A	\$ 172	
ALL HI ISLE	SOLD YTD	805	\$10,700	\$10,200,000	\$605,984	\$410,000	\$235,000	\$ 488	31

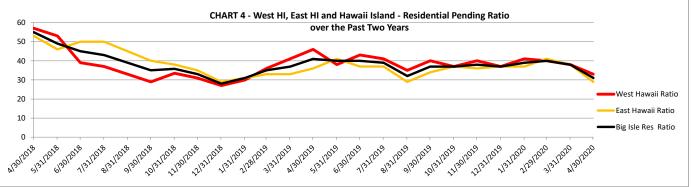


CHART 4 - THE PENDING RATIO IN HAWAII ISLAND IS CLEARLY ILLUSTRATING THE ISLAND WIDE DECLINE SINCE THE COVID 19 RESTRICTION WERE PUT INTO PLACE.

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BIG ISLAND DISTRESSED RESIDENTIAL PROPERTIES TREND

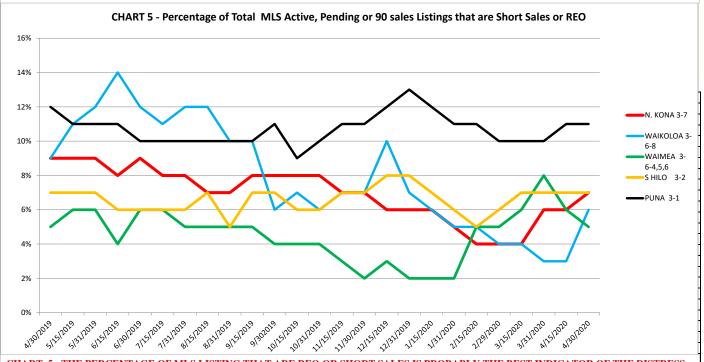


CHART 5: THE PERCENTAGE OF MLS LISTING THAT ARE REO OR SHORT SALES IS PROBABLY THE BEST INDICATOR OF THE DISTRESS PROPERTY TREND. THE PERCENTAGE ON AVERAGE IS DOWN 1% FROM LAST YEAR AND NOW STANDS AT 8%.

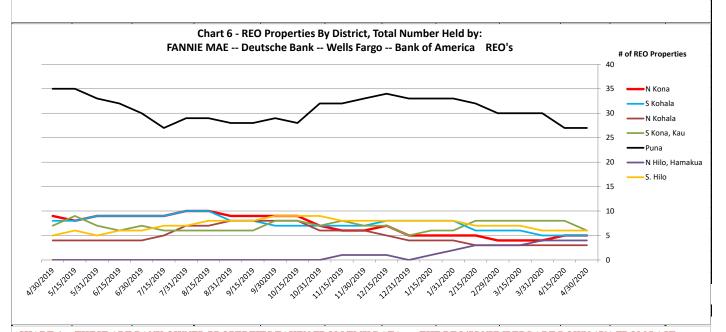


CHART 6: THESE ARE BANK OWNED PROPERTIES TAKEN FROM TMK DATA. THE REO/SS NUMBERS ARE DOWN 17% FROM LAST YEAR. THE TOTAL IS ONLY AT A RECOVEREY LOW OF 58. AT THE PEAK IN 2010 THE DEFAULTS IN MORTGAGES WAS JUST OVER 250. PUNA WITH ITS LARGE INVENTORY OF HOMES, ALSO HAS THE HIGHEST NUMBER OF BANK OWNED PROPERTIES.

PAGE 4 NORTH KONA CONDO DATA

TABLE 4	ACTIVE	PENDING	PENDING	TYPE OF		Number Sold	AVERAGE	VOLUME	MEDIAN	# SOLD
to \$1.5M			RATIO	MARKET		12 Month Period	Price	MILLIONS	Price	30 days
4/30/1997	no data	no data	no data	no data		323	\$ 134,100	\$ 43	\$ 115,000	29
4/30/1998	no data	no data	no data	PRICE LOW	>>>>>>>>>>>>>>	327	\$ 127,700	\$ 42	\$ 112,400	37
4/30/1999	252	34	13.49	BUYER'S		393	\$ 140,300	\$ 55	\$ 115,000	36
4/30/2000	162	92	56.79	SELLLER'S		492	\$ 153,600	\$ 76	\$ 135,000	52
4/30/2001	158	83	52.53	SELLLER'S		465	\$ 175,300	\$ 82	\$ 142,500	51
4/30/2002	221	135	61.09	SELLLER'S		377	\$ 194,300	\$ 73	\$ 160,000	42
4/30/2003	132	207	156.82	PEAK		551	\$ 209,100	\$ 115	\$ 187,500	57
4/30/2004	40	206	515.00	DEMAND PEAK		609	\$ 250,700	\$ 153	\$ 225,000	66
4/30/2005	129	150	116.28	PEAK		635	\$ 349,500	\$ 222	\$ 324,500	69
4/30/2006	332	45	13.55	PRICE PEAK	>>>>>>>>	617	\$ 455,500	\$ 281	\$ 415,000	48
4/30/2007	412	45	10.92	BUYER'S		335	\$ 418,000	\$ 140	\$ 385,800	32
4/30/2008	358	38	10.61	BUYER'S		235	\$ 402,000	\$ 94	\$ 340,000	23
4/30/2009	395	36	9.11	DEMAND LOW		161	\$ 338,700	\$ 55	\$ 300,000	13
4/30/2010	245	73	29.80	NEUTRAL		212	\$ 250,800	\$ 53	\$ 242,000	23
4/30/2011	204	80	39.22	NEUTRAL		298	\$ 230,000	\$ 69	\$ 180,000	24
4/30/2012	168	73	43.45	PRICE LOW	>>>>>>>>>>>>	307	\$ 206,700	\$ 63	\$ 165,000	27
4/30/2013	141	61	43.26	NEUTRAL		330	\$ 230,800	\$ 76	\$ 205,000	33
4/30/2014	138	64	46.38	NEUTRAL		365	\$ 254,400	\$ 93	\$ 229,000	36
4/30/2015	172	60	34.88	NEUTRAL		361	\$ 275,300	\$ 99	\$ 245,000	34
4/30/2016	232	56	24.14	BUYER'S		349	\$ 297,900	\$ 104	\$ 270,000	42
4/30/2017	169	76	44.97	NEUTRAL		375	308,600	\$ 116	\$ 284,500	36
4/30/2018	135	88	65.2	SELLER"S		440	\$ 323,400	\$ 142	\$ 300,000	44
4/30/2019	145	100	69	SELLER'S		417	\$ 350,000	\$ 146	\$ 314,000	52
4/30/2020	144	57	40	NEUTRAL		411	\$ 369,600	\$ 152	\$ 330,000	20
19' vs 20'	-1%	-43%	-43%			-1%	6%	4%	5%	-62%

TABLE 4 - THE CONDO STATS ARE SHOWING NUMBER VERY SIMILAR TO THE RESIDENTIAL DATA. THE DECLINES IN PENDING SALES ARE GREATER. SA LES ARE NOW OFF SLIGHTLY FROM THE PREVIOUS 12 MONTHS. PRICES ARE STILL UP FROM THE PREVIOUS 12 MONTHS. THIRTY DAY SOLDS ARE AT THE LOWEST LEVEL SINCE 2009 GREAT RECESSION. CHART 7 - THE PENDING RATIO IS IN STEEP DECLINE SINCE THE COVID 19 ONSET IN HAWAII.

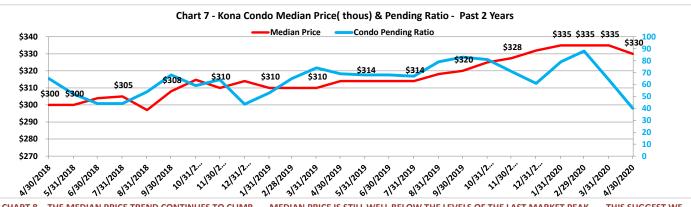
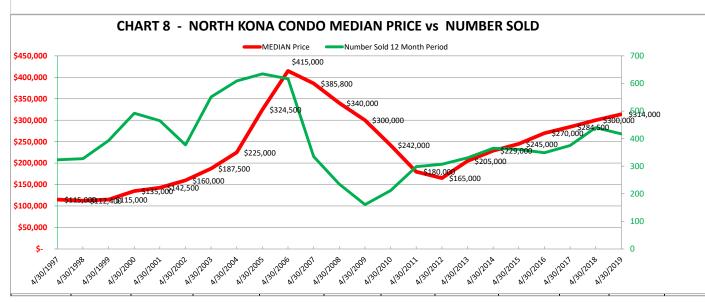


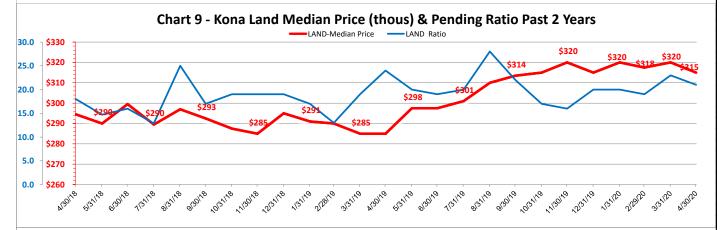
CHART 8 - THE MEDIAN PRICE TREND CONTINUES TO CLIMB. MEDIAN PRICE IS STILL WELL BELOW THE LEVELS OF THE LAST MARKET PEAK. THIS SUGGEST WE



PAGE 5 NORTH KONA LAND DATA

TABLE 5		PENDING	PENDING	TYPE OF	·	Number Sold	Average	VOLUME	Median	# SOLD
to \$1.5M	ACTIVE	SALES	RATIO	MARKET		12 Month Period	Price	MILLIONS	Price	Last 30 days
4/30/1997	no data	no data	no data	no data	•	99	\$ 176,800	\$ 17.5	\$ 140,000	19
4/30/1998	no data	no data	no data	PRICE LOW	>>>>>>>>>>	150	\$ 173,400	\$ 26.0	\$ 113,800	16
4/30/1999	361	26	7.20	BUYER'S		146	\$ 155,700	\$ 22.7	\$ 115,300	16
4/30/2000	221	73	33.03	NEUTRAL		281	\$ 167,700	\$ 47.1	\$ 120,500	40
4/30/2001	280	68	24.29	BUYER'S		257	\$ 219,900	\$ 56.5	\$ 180,000	25
4/30/2002	230	92	40.00	NEUTRAL		229	\$ 186,100	\$ 42.6	\$ 145,000	38
4/30/2003	165	109	66.06	SELLER'S		274	\$ 211,400	\$ 57.9	\$ 169,800	24
4/30/2004	47	74	157.45	DEMAND PEAK		318	\$ 296,900	\$ 94.4	\$ 264,500	39
4/30/2005	46	57	123.91	Peak		201	\$ 388,000	\$ 78.0	\$ 335,000	12
4/30/2006	136	29	21.32	PRICE PEAK	>>>>>>>>>>	144	\$ 546,700	\$ 78.7	\$ 482,500	20
4/30/2007	212	28	13.21	BUYER'S		78	\$ 496,700	\$ 38.7	\$ 452,300	3
4/30/2008	287	6	2.09	DEMAND LOW		60	\$ 448,600	\$ 26.9	\$ 362,500	9
4/30/2009	302	13	4.30	BUYER'S		42	\$ 372,300	\$ 15.6	\$ 300,000	7
4/30/2010	209	9	4.31	BUYER'S		52	\$ 303,800	\$ 15.8	\$ 260,000	8
4/30/2011	188	14	7.45	BUYER'S		71	\$ 229,900	\$ 16.3	\$ 187,000	8
4/30/2012	185	11	5.95	BUYER'S		58	\$ 300,000	\$ 17.4	\$ 190,000	6
4/30/2013	179	27	15.08	BUYER'S		109	\$ 229,200	\$ 25.0	\$ 187,000	13
4/30/2014	154	37	24.03	PRICE LOW	>>>>>>>>>>>	145	\$ 263,100	\$ 38.1	\$ 179,500	13
4/30/2015	128	19	14.84	BUYER'S		160	\$ 415,700	\$ 66.5	\$ 264,600	11
4/30/2016	153	13	8.50	BUYER'S		106	\$ 439,700	\$ 46.6	\$ 285,000	13
4/30/2017	166	32	19.28	BUYER'S	·	88	\$ 378,300	\$ 33.3	\$ 308,000	10
4/30/2018	134	24	17.9	BUYER'S		120	\$ 343,900	\$ 41.3	\$ 294,500	9
4/30/2019	121	29	24	BUYER'S		87	\$ 350,000	\$ 30.5	\$ 285,000	9
4/30/2020	96	20	21	BUYER'S		101	\$ 334,800	\$ 33.8	\$ 315,000	10
19' vs 20'	-21%	-31%	-13%			16%	-4%	11%	11%	11%

TABLE 7 and CHART 9 - IT'S INTERESTING TO NOTE THAT THE LAND STATS ARE SHOWING FAR LESS IMPACT FROM THE TRAVEL RESTRICTIONS. THE PENDING RATIO IS ACTUALLY UP FROM LAST YEAR AND LAST MONTH AS SHOWN IN CHART 9. THE CONSTUCTION INDUSTRY INCLUDING NEW HOMES APPEARS TO BE ONE OF THE BRIGHT SPOTS IN THE LOCAL ECONOMY.



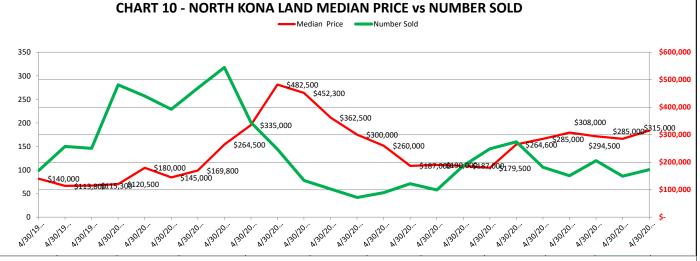
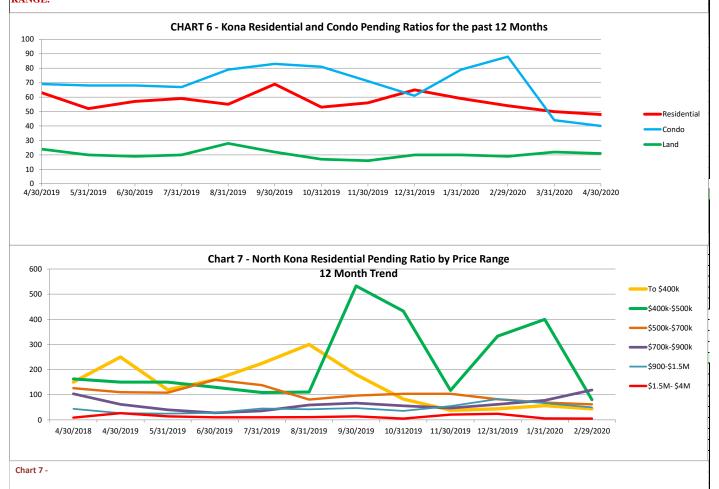


CHART 10 - THE CURRENT MEDIAN PRICE IS STILL WELL BELOW LAST PEAK PRICE. THIS SUGGESTS THERE MAY BE YEARS TO GO BEFORE NEXT MA RKET PEAK. HERE AGAIN WE SEE AT THE END OF THE LAST CYCLE THERE WAS A SHARP DROP IN SALES NUMBERS (2005) PRECEEDS THE SHARP DROP IN PRICE BY TWO YEARS (2007).

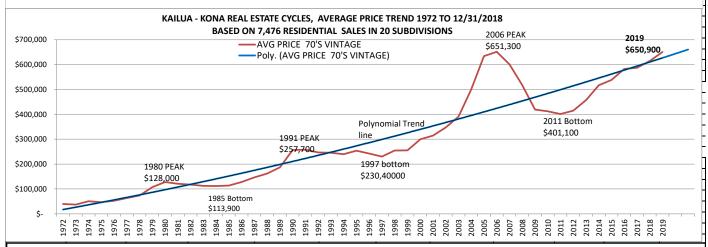
PAGE 6
SUMMARY TABLE OF PENDING RATIO TRENDS FOR N. KONA RESIDENTIAL, CONDO AND LAND, BIG ISLAND RESIDENTIAL AND

	COLOR	GUIDE	FOR	MARKET	TYPE:			PEAK	SELLERS	NEUTRAL	BUYERS		
KONA	RES, COND	O, LND & BIO	S IS PENDING	RATIO TRENI	DS	KONA RESIDENTIAL PRICE RANGE PENDING RATIO'S							
TABLE 6	Residential	Condo	Land	Average	Hawaii Island	To \$400k	\$400k \$500k	\$500k-\$700k	בייטטי לטטטו	\$000 \$1 EM	C4 5N4 C4N4		
4/30/2005	119	115	119	Average 118	i iawaii isiailu	10 φ400κ	φ400K-φ300K	\$300K-\$700K	₽ <i>1</i> 00K-\$300F	φ900-φ1.5ινι	\$1.5W- \$4W		
4/30/2006	32	15	27	24									
4/30/2007	24	11	14	16									
4/30/2008	13	8	2	8									
4/30/2009	17	9	4	10		73	32	11	5	5	3		
4/30/2010	35	30	4	23	26	72	72	30	9	5	11		
4/30/2011	34	39	7	27	27	73	37	25	8	6	14		
4/30/2012	48	43	6	32	33	120	63	20	25	10	13		
4/30/2013	68	43	15	42	40	216	147	92	24	13	3		
4/30/2014	38	46	24	36	34	142	55	43	23	14	3		
4/30/2020	53	35	15	34	36	363	127	55	25	8	29		
4/30/2016	54	58	20	44	45	350	317	59	73	22	14		
4/30/2017	47	45	19	37	45	233	156	57	68	20	8		
4/30/2018	75	65	18	53	55	150	163	126	104	44	9		
4/30/2019	63	69	24	52	41	250	150	110	62	27	27		
5/31/2019	52	68	20	47	40	120	150	108	40	25	14		
6/30/2019	57	68	19	48	40	160	130	159	28	28	10		
7/31/2019	59	67	20	49	39	225	109	138	36	45	10		
8/31/2019	55	79	28	54	32	300	111	81	59	42	11		
9/30/2019	69	83	22	58	37	180	533	97	67	47	14		
10/312019	53	81	17	50	37	83	433	104	56	36	5		
11/30/2019	56	71	16	48	38	38	117	104	47	55	21		
12/31/2019	65	61	20	49	37	44	333	82	62	83	24		
1/31/2020	59	79	20	53	39	57	400	69	78	67	6		
2/29/2020	54	88	19	54	40	44	80	62	119	50	5		
3/31/2020	50	44	22	39	38	50	233	65	66	42	12		
4/30/2020	48	40	21	36	31	50	120	63	56	34	22		
19' vs 20'	-24%	-42%	-13%	-30%	-24%	-80%	-20%	-43%	-10%	26%	-19%		

TABLE 6 - PENDING RATIO - Higher Ratio = Stronger Market
CHART 6 - THE CHART DOES SHOW THE DECLINES IN PENDING RATIO ACROSS THE BOARD WITH EXCEPTION OF \$900K TO \$1.5M PRICE
RANGE.







2017 UPDATE: The sales data for this Chart is from 20 subdivisions with total of over 3,997 lots. These were selected because the are representative of mid market housing and date back into the 70's. These homes generally are similar in lot and home size. The price range in 2019 was from \$477,500 (HILLCREST) to \$897,0300 (VISTAS I). The data totals over 7860 new sales and resales in these subdivisions: Kona Highland, Wonder View, Coast View, Palisades, K. Heights, Aloha K., Hillcrest, Seaview, Sunset, Kilo Hana, Kailua view, Komohana Kai, Kuakini Makai, Cho Cho Est, Malulani Gardens, Kealoha, Kona Vistas I, Keauhou View, Alii Heights I, Pualani Estates, Lokahi Makai.

LESSONS FROM THE PAST:

- 1) The Cycles have been getting longer: 1970 to 1980 = 10 yrs., 1980 to 1991 = 11, 1991 to 2006 = 16yrs.
- 2) THE CURRENT CYCLE IS ENTERING ITS 14TH YEAR. THIS CYCLE HAD A "CYCLE" WITHIN A CYCLE. THIS "PART I CYCLE" WAS MARKED BY AN UNPRECEDENTED NUMBER OF DISTRESSED PROPERTIES, EITHER REO OR SHORT SALES. THIS "CYCLE" WAS FROM 2009 TO 2013-14. PREVIOUS CYCLES IN KONA HAD DISTRESSED PROPERTIES AT THEIR LOW POINTS BUT THESE DID NOT DOMINATE THE LISTING INVENTORY AS WE HAVE SEEN IN THE 2009 TO 2013 PORTION OF THE CURRENT CYCLE. THIS PROBABLY HAS HAD THE EFFECT OF ADDING APPOXIMATELY FOUR YEARS ON TO THE CURRENT CYCLE. BASED ON MY INTERPRETATION OF THE DATA I PREDICT THIS CYCLES PEAK TO BE 2024-25. THIS IS MY OPINION ONLY AND SHOULD BE VIEWED, LIKE ALL FORECAST, WITH A HEALTHY DOSE OF SKEPTICISM.
- 3) Average annual price increase rate from 1972 to 2019 has been +6.9%. However, the appreciation rate seems to be slowing. Since 1987 the appreciation rate has been in the +5.6% range.
- 4) THE GREATEST ANNUAL RATE OF PRICE APPRECIATION HAS COME IN THE FINAL TWO OR THREE YEARS OF THE CYCLE.
- 5) The price change FOR 2018 TO 2019 was PLUS SIX PERCENT (+6%). IT IS INTERESTING TO NOTE THAT IN THE LAST CYCLE THE PRICE CHANGE FROM 2000 TO 2001 WAS + 5% (SAME AS 2017 TO 2018). THEN THE FOLLOWING YEAR 2001 TO 2002 WAS +10%, SIMILAR TO THE +6% OF LAST YEAR. IF HISTORY DOES REPEAT THIS SUGGESTS THAT IN FACT WE HAVE FOUR YEARS TO NEXT PEAK. THIS YEAR SHOULD SHOW APPRECIATION GREATER THAN CURRENT +6% AND THEN 2021 AND 2022 SHOULD SHOUL EVEN GREATER PRICE INCREASE?

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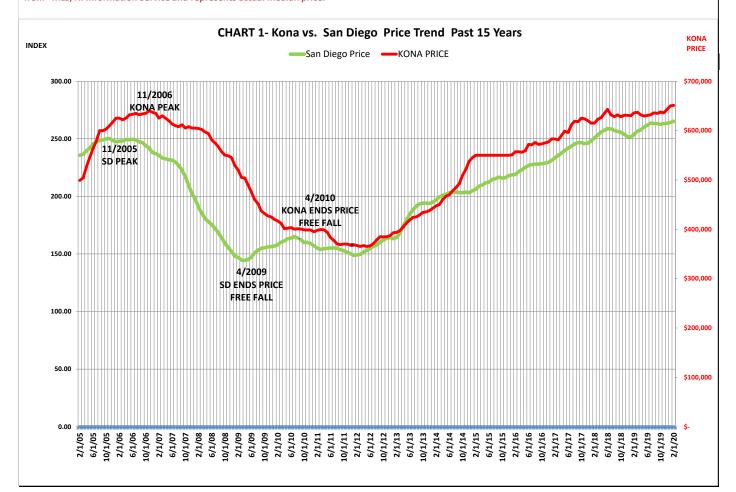
TABLE 1 - KONA & WEST COAST CITIES RESIDENTIAL SALE PRICE TRENDS - PRICE DATA TROUGH FEBRUARY 2020

After years of working with the major West Coast Cities data it became clear that San Diego data offers the best leading Indicator data for the Kona Residential Price Trend.

Sales Price data which was available from S & P Corelogic Home Price Index and Hawaii Information Service is used.

CHART 1 - This chart shows the Kona Median Price and the San Diego Home Price index number. You can clearly see that Kona price trend lags behind San Diego at times of <u>major price trend changes</u>. Currently we see San Diego and Kona is showing a fairly stable price trend. Both are increasing.

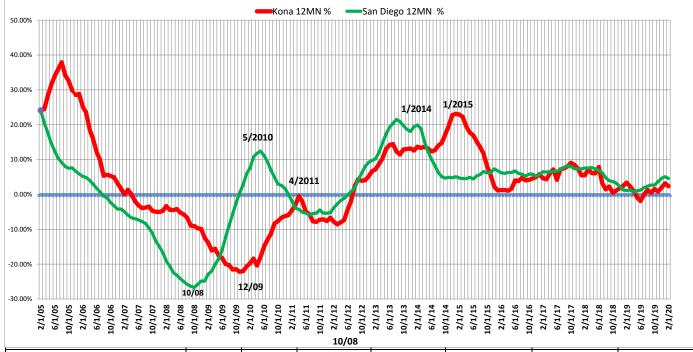
San Diego price data is a CASE SHILLER HOME PRICE INDEX NUMBER WHICH IS AN ACCURATE REPRESENTATION OF MEDIAN PRICE CHANGE. Kona prices are from MLS/HI Information Service and represents actual median price.



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THIS CHART SHOWS THE PERCENTAGE OF YEAR TO YEAR PRICE CHANGE IN SAN DIEGO AND N. KONA (THIS IS NOT ACTUAL PRICE, but annual year over year price change percentage). It is a reflection of the change in Market Demand either up or down. The Kona market typically follows major shifts in price appreciation direction of San Diego market by approximately six months to one year. When the market mood changes in San Diego it shows up in Kona in about six months to a year. Kona's year over year appreciation continues in a positive direction, up 2.4% from a year ago. San Diego continues to improve This increased appreciation in San Diego bodes well for Kona's future price appreciation if the historical trends hold with y/y appreciation now up to 4.6%.

CHART 2- Kona vs. San Diego YEAR /YEAR Price Appreciation Trend Past 15 Years



USEFUL WEBSITES:

www. nahb.org - National Association of Home Builders.

www.mba.org/ResearchandForecasts/ForecastsandCommentary - You can sign up for their monthly Economic & Finance forecasts. They are very good.

www.fnga.org/researchandrorecasts/rorecasts/andommentary - You can sign up for their monthly Economic Market Google search - "Case-Shiller Home Price Indices" www.realtor.org - NAR - Select "News Media" and look for "Economic Housing Indicators". www.hawaii.gov/dbedt - Dept. of Business and Economic Development

www.federalreserve.gov www.eia.doe.gov - Energy Information Agency - Oil and Gas prices and forecasts.

www.uhero.hawaii.edu/ Very good Hawaii State Economic reports

DATA TABULATED BY: MICHAEL B. GRIGGS, PB, GRI
THANK YOU FOR YOUR WORDS OF ENCOURAGEMENT, SUGGESTIONS AND COMMENTS THAT CONTINUE TO IMPROVE THE REPORT-

Mike Griggs - 2mikegriggs@gmail.com cell: 808 936-8134

ALL HAWAII DATA HAS BEEN COLLECTED FROM MLS HAWAII, HAWAII INFORMATION SERVICE, REALTORS.COM AND OTHER SOURCES NAMED IN THE REPORT.

NOTES:

- 1) PAGE 1- TABLE 1 RESIDENTIAL DATA IS LIMITED TO \$4M AND UNDER PRICE RANGE IN ORDER TO SCREEN OUT HIGH END ACTIVITY AT KUKIO AND HUALALAI RESORT AREA'S. SIMILARLY THE CONDO AND LAND DATA HAS AN UPPER LIMIT OF \$1.5M.
- 2) NUMBER SOLD, AVERAGE PRICE AND MEDIAN PRICE IS DATA IS FROM A MOVING 12 MONTH PERIOD. UPDATED EVERY TWO WEEKS THIS 6 A VERY ACCURATE METHOD OF TRACKING THE
- 2) NUMBER SOLD, AVERAGE PRICE AND MEDIAN PRICE IS DATA IS FROM A MOVING 12 MONTH PERIOD. UPDATED EVERY TWO WEEKS THIS S A VERY ACCURATE METHOD OF TRACKING TH SALES PRICE TRENDS.

 3) THE PENDING RATIO MAYBE A GOOD LEADING INDICATOR OF MARKET STRENGTH AND PRICE DIRECTION. THE MARKET TYPE DESIGNATION, EG. SELLER, BUYER MARKET, NEUTRAL AND PEAK IS BASED ON CALIBRATION IS USING PENDING RATIO DATA IN THE PAST MARKET CYCLE.

 3) DATA REPRESENTS THE ENTIRE NORTH KONA MARKET. IT SHOULD NOT BE CONSTRUED TO BE AN INDICATOR OF THE MARKET CONDITION IN ALL SUBMARKETS WITHIN THE MARKET AREA. EXAMPLE: MARKET CONDITIONS IN SUPPLY AND DEMAND MIGHT BE VERY TIGHT IN LOWER PRICE RANGES WHILE UPPER PRICE RANGE ARE STILL RELATIVELY SOFT MARKETS.

MICHAEL B. GRIGGS, RB AND CLARK REALTY CORPORATION ASSUMES NO RESPONSIBILITY FOR IT'S USE BY OTHERS. YOUR ARE WELCOME TO SHARE THE REPORT WITH OTHERS. PLEASE DO ACKNOWLEDGE THE SOURCE. MAHALO!

DAILY REPORT 5/1/2020 - THE PERCENTAGE OF INCREASE IN NEW CASES OF COVID 19 ON DAILY BASIS. COVID 19 CASES REPORTED BY "THE WORLD HEALTH ORGANIZATION" U.S. DATA FROM US CDC

COMPILED BY MICHAEL B. GRIGGS, PB, GRI, RB 12532

THE DATA IS THE DAILY TOTAL CASE AND THE DAILY NEW CASES THE COVID 19 VIRUS FOR THE WORLD - https://www.who.int/emergencies/diseases/novel-coronavirus-2019/situation-reports AND CDC - https://www.cdc.gov/coronavirus/2019-ncov/cases-updates/cases-in-us.html#epi-curve . THE PERCENTAGE COLUMNS REPRESENT THE CHANGE IN NUMBER OF NEW CASES DAILY. THE OBJECT IS TO DETERMINE WHEN THE DAILY NEW CASE COUNT IS SHOWING A CONSISTANT DECLINING TREND. THIS WOULD BE WHEN THE DAILY PERCENTAGE OF NEW CASES IS DECLINING PROBALBY FOR A WEEK OR TWO.

THE CHARTS REPRESENT THE DAILY NUMBER OF NEW CASES. VISUALLY YOU CAN SEE THE TREND. A RED 7 DAY MOVING AVERAGE TRENDLINE HAS BEEN ADDED.

CDC DATA IS A DAY BEHIND THE WORLD HEALTH ORGANIZATION COUNT.

IF THERE IS ENOUGH INTEREST I WILL CREATE A MAILING LIST AND SEND THE REPORT OUT REGULARLY. IF YOU ARE INTERESTED PLEASE SEND EMAIL TO:

2mikegriggs@gmail.com. SUBJECT: COVID 19 REPORT

			I	i		
	COUNT TOTALS			COUNT TOTALS		
1/21/2020	314					
1/23/2020		267		1		
1/24/2020	846	265	-0.7%	2	1	
1/25/2020	1,320	474	78.9%	2	1	
1/26/2020	2,014	694	46.4%	5	3	
1/27/2020	2,798	784	13.0%	5	ı	
1/28/2020	4,593	1,795	129.0%	5	-	
1/29/2020	6,065	1,472	-18.0%	5	-	
1/30/2020	7,818	1,753	19.1%	5	-	
1/31/2020	9,826	2,008	14.5%	7	2	
2/1/2020	11,953	2,127	5.9%	8	1	-50.0%
2/2/2020	14,557	2,604	22.4%	8	1	
2/3/2020	17,391	2,834	8.8%	11	3	
2/4/2020	20,630	3,239	14.3%	11	-	
2/5/2020	24,554	3,924	21.1%	11	-	
2/6/2020	28,300	3,746	-4.5%	11	-	
2/7/2020	31,200	2,900	-22.6%	11	-	
2/8/2020	34,886	3,686	27.1%	11	1	
2/9/2020	37,558	2,672	-27.5%	11	1	
2/10/2020	40,200	2,642	-1.1%	11	1	
2/11/2020	42,600	2,400	-9.2%	12	1	
2/12/2020	43,103	503	-79.0%	12	-	
2/13/2020	45,171	2,068	311.1%	13	1	
2/14/2020	49,053	3,882	87.7%	13	-	
2/15/2020	50,580	1,527	-60.7%	13	-	

			PAGE 11			
2/16/2020	51,857	1,277	-16.4%	13	_	
2/10/2020	71,429	1,399	9.6%	13		
2/17/2020	73,332	1,903	36.0%	13	_	
2/19/2020	74,000	668	-64.9%	13	_	
2/20/2020	75,204	1,204	80.2%	13		
			30.0%		2	
2/21/2020 2/22/2020	76,769 77,794	1,565 1,025	-34.5%	15 15		
2/22/2020	78,811	1,023	-0.8%	15		
2/23/2020	79,331	520	-48.9%	15		
2/25/2020	80,239	908	74.6%	15	_	
2/26/2020	81,109	870	-4.2%	15		
2/27/2020	82,294	1,185	36.2%	16	1	
2/28/2020	83,652	1,358	14.6%	16		
2/29/2020	85,403	1,751	28.9%	24	8	
3/1/2020	87,137	1,734	-1.0%	30	6	-25.0%
3/2/2020	88,948	1,811	4.4%	53	23	283.3%
3/3/2020	90,869	1,921	6.1%	80	27	17.4%
3/4/2020	93,091	2,222	15.7%	98	18	-33.3%
3/5/2020	95,324	2,233	0.5%	164	66	266.7%
3/6/2020	98,192	2,868	28.4%	214	50	-24.2%
3/7/2020	101,927	3,735	30.2%	279	65	30.0%
3/8/2020	105,586	3,659	-2.0%	423	144	121.5%
3/9/2020	109,557	3,971	8.5%	647	224	55.6%
3/10/2020	113,702	4,145	4.4%	937	290	29.5%
3/11/2020	118,319	4,617	11.4%	1,215	278	-4.1%
3/12/2020	125,260	6,941	50.3%	1,629	414	48.9%
3/13/2020	132,758	7,498	8.0%	1,896	267	-35.5%
3/14/2020	142,534	9,776	30.4%	2,234	338	26.6%
3/15/2020	153,517	10,983	12.3%	3,487	1,253	270.7%
3/16/2020	167,515	13,998	27.5%	4,226	739	-41.0%
3/17/2020	179,111	11,596	-17.2%	7,038	2,812	280.5%
3/18/2020	191,127	12,016	3.6%	10,442	3,404	21.1%
3/19/2020	209,839	18,712	55.7%	15,219	4,777	40.3%
3/20/2020	234,073	24,234	29.5%	18,747	3,528	-26.1%
3/21/2020	266,073	32,000	32.0%	24,583	5,836	65.4%
3/22/2020	292,142	26,069	-18.5%	33,404	8,821	51.1%
3/23/2020	332,930	40,788	56.5%	44,183	10,779	22.2%
3/24/2020	372,755	39,825	-2.4%	54,453	10,270	-4.7%
3/25/2020	413,467	40,712	2.2%	68,440	13,987	36.2%
3/26/2020	462,684	49,217	20.9%	85,356	16,916	20.9%
3/27/2020	509,164	46,480	-5.6%	103,321	17,965	6.2%
3/28/2020	571,678 624 825	62,514	34.5%	122,653	19,332	7.6% -5.6%
3/29/2020	634,835	63,157	1.0%	140,904	18,251	
3/30/2020 3/31/2020	693,224 750,890	58,389 57,666	-7.5% -1.2%	163,539	22,635	24.0% -0.3%
		57,666 72,736	-1.2% 26.1%	186,101	22,562	
4/1/2020	823626	72,736	26.1%	213,134	27,033	19.8%

			PAGE 12			
4/2/2020	896450	72,824	0.1%	239,279	26,145	-3.3%
4/3/2020	972303	75,853	4.2%	277,205	37,926	45.1%
4/4/2020	1051635	79,332	4.6%	304,826	27,621	-27.2%
4/5/2020	1133758	82,123	3.5%	330,891	26,065	-5.6%
4/6/2020	1210956	77,198	-6.0%	374,329	43,438	66.7%
4/7/2020	1279722	68,766	-10.9%	395,011	20,682	-52.4%
4/8/2020	1353361	73,639	7.1%	427,460	32,449	56.9%
4/9/2020	1436198	82,837	12.5%	459,165	31,705	-2.3%
4/10/2020	1521252	85,054	2.7%	492,416	33,251	4.9%
4/11/2020	1610909	89,657	5.4%	525,704	33,288	0.1%
4/12/2020	1696588	85,679	-4.4%	554,849	29,145	-12.4%
4/13/2020	1773084	76,496	-10.7%	579,005	24,156	-17.1%
4/14/2020	1844893	71,809	-6.1%	605,390	26,385	9.2%
4/15/2020	1914916	70,023	-2.5%	632,548	27,158	2.9%
4/16/2020	1991562	76,646	9.5%	661,712	29,164	7.4%
4/17/2020	2074529	82,967	8.2%	690,714	29,002	-0.6%
4/18/2020	2160207	85,678	3.3%	720,630	29,916	3.2%
4/19/2020	2241359	81,152	-5.3%	746,625	25,995	-13.1%
4/20/2020	2314621	73,262	-9.7%	776,093	29,468	13.4%
4/21/2020	2397216	82,595	12.7%	802,583	26,490	-10.1%
4/22/2020	2471583	74,367	-10.0%	828,441	25,858	-2.4%
4/23/2020	2544792	73,209	-1.6%	865,585	37,144	43.6%
4/24/2020	2626321	81,529	11.4%	895,766	30,181	-18.7%
4/25/2020	2719897	93,576	14.8%	926,821	31,055	2.9%
4/26/2020	2804796	84,899	-9.3%	957,875	31,054	0.0%
4/27/2020	2878196	73,400	-13.5%	981,246	23,371	-24.7%
4/28/2020	2954222	76,026	3.6%	1,005,147	23,901	2.3%
4/29/2020	3018952	64,730	-14.9%	1,031,659	26,512	10.9%
4/30/2020	3090445	71,493	10.4%	1,062,446	30,787	16.1%
5/1/2020	3175207	84,762	18.6%		·	
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