

**Table 21.37-- FORECLOSURE MARKET STATISTICS FOR
HAWAII AND THE UNITED STATES: 2010**

Subject	Hawaii	United States
Total foreclosure sales 1/	1,670	831,574
Percent change from 2009	11.33	-31.14
Percent change from 2008	232.01	-13.76
Percent of all sales 2/	11.06	25.96
Average foreclosure sales price (in dollars) 3/	380,661	172,030
Average foreclosure discount 4/	14.32	28.13
Average real estate owned (REO) discount (%) 5/	23.77	36.30
Average pre-foreclosure discount (%) 6/	7.93	15.06

1/ A foreclosure sale is a sale of a property that occurs while the property is actively in some stage of foreclosure. These stages include Notice of Default, Lis Pendens, Notice of Trustee Sale, Notice of Foreclosure Sale or Real Estate Owned (REO) properties which are properties that are actively bank owned. This includes only sales to third-party buyers or investors not involved in the foreclosure process. It does not include property transfers from the owner in default to the foreclosing bank or lender.

2/ Total number of foreclosure sales (or pre-foreclosure sales or REO sales) as a percentage of all residential sales during the quarter or year.

3/ The average sales price of foreclosure sales (or pre-foreclosure sales or REO sales) during the quarter or year, excluding sales with no sales price.

4/ The percentage difference between the average sales price of foreclosure sales and the average sales price of non-foreclosure sales during the quarter or year.

5/ The percentage difference between the average sales price of real estate owned (REO) sales and the average sales price of non-foreclosure sales during the quarter or year.

6/ The percentage difference between the average sales price of pre-foreclosure sales and the average sales price of non-foreclosure sales during the quarter or year.

Source: RealtyTrac, "2010 Year-End and Q4 Foreclosure Sales Report" (February 23, 2011) <<http://www.realtytrac.com/content/press-releases/2010-year-end-and-q4-foreclosure-sales-report-6402>> accessed June 9, 2011.