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August 6, 2014 Aloha all!

Maui July 2014 Statistics

Brief Maui Statistics Overview:

Page 4 - July's Sales Unit Volume – Residential sales increased to 98 homes sold while Condominium sales decreased to 82 units sold. Land sales decreased to 9 lots sold.

Page 5 - July's Median SALES prices –The Residential median price increased to \$573,750 while Condo median price decreased to \$387,500. Land median price held steady at \$550,000.

Page 6 - Days on Market, Residential homes = 107, Condos = 138 DOM, Land = 279 DOM. (General DOM Note: this is the average DOM for the properties that SOLD. If predominantly OLD inventory sells, it will move this indicator upward, and vice versa. RAM's Days on Market are calculated from List Date to Closing Date [not contract date], including approximately 60 days of escrow time.)

Pages 10 - 14 – "Year to Date Sales" numbers compare January-July 2014 to January-July 2013. Shorter timeframe (monthly) views do not necessarily reflect the longer timeframe trends. For a more comprehensive view, compare to 2013's Year-End (Dec. 2013) figures available at: http://www.ramaui.com/UserFiles/File/Stats/All-December2013.pdf

YTD - Residential unit sales decreased (554 homes sold / -29 units / -5% change YTD), average sold price = \$952,120 (+19%YTD), median price = \$574,500 (+7%YTD) and total dollar volume sold = \$527,474,535 (+13%YTD).

YTD - Condo unit sales decreased (738 units sold / -47 units / -6%YTD), average sold price = \$638,761 (+18%YTD), median price = \$417,500 (+12%YTD). Total Condo dollar volume sold = \$471,405,911 (+11% YTD).

Land – NOTE: Land Lot sales are such a small sampling that statistics in this property class are not necessarily reliable indicators. Land lot sales decreased (106 lots / -4 units / -4% YTD), average sold price = \$656,788 (-16%), median price = \$540,500 (20%), Total dollar volume = \$69,619,475 (-19% YTD).

Total sales for immediate past 12 months: Residential = 955 (with 14.9% being REO or Short Sale), Condo = 1,291 (8.7% REO or SS), Land = 214 (7.5% REO or SS).

NOTE: 44% of these Sales in the last 12 months have been CASH transactions.

As of August 6, 2014 - Active/Pending-Continue to Show/Contingent status inventory:

	Aug.'14	July	June	May	April	Mar.	Feb.	Jan.'14	Dec.'13	Nov.	Oct.	Sept.	Aug. '13
Homes	675	688	666	682	696	685	686	659	641	618	600	582	610
Condos	900	868	854	856	899	912	882	847	826	773	744	756	785
Land	414	406	405	399	404	413	402	396	400	405	398	399	387

Current Absorption Rate base on this month's <u>Active/Pending-Continue to Show/Contingent status</u> inventory divided by July Sales: Residential = 6.9 months, Condo = 11 months, Land = 46 months of inventory.

For Absorption Rate enthusiasts who calculate only pure "Active," (not any pending/contingent) divided by July Sales: Residential 556 "Active"/ 98 Sold = 5.7 months. Condo 782 / 82 Sold = 9.5 mos. Land 387 / 9 Sold = 43 months of inventory.

IN A NUT SHELL..... Monthly Residential Sales Unit numbers steady, Monthly Condo Sales Unit numbers take a dip, Inventory stable

Year-to-Date Median and Average prices are rising in Residential and Condo markets. Increased showings and sales, multiple offers on "well priced" listings, hesitant buyers become onlookers...... Window of opportunity is quickly closing for first-time homebuyers (see below). "CASH is King!" when making an offer.

Well priced properties are attracting multiple offers making for a quick sale. Inventories in Residential and Condo classes remain steady as Sale Prices increase. REO (Foreclosures) and Short Sales are dwindling, with any "hidden inventory" (or overhang) backlog slowly trickling onto the market. Mortgage Interest Rates are inching up slightly which may help motivate would-be Buyers to go ahead and buy IF they can qualify. Savvy Investors are buying with Cash, giving them a strong negotiating position, no financing/appraisal hassles and a quick closing. While general U.S. economic news looks cautiously hopeful, current World and US events will have ripple effects on cost of living, consumer confidence, Financial and Real Estate Markets. Rising Sales prices cause some "Owners" to become "Sellers," putting their homes on the market.

FOR SELLERS: Sharpen your pencil, talk to your CPA and your Realtor® to explore the hidden benefits or consequences. Make no assumptions that will sting later.

To be successful, Sellers need to beat competing properties with better property condition, **REALISTIC pricing**, good marketing, and flexible, creative terms (Seller Second Loan, Agreement of Sale, Lease-with-option-to-buy, and Sale-with-lease-back to seller). Days on Market figures show that properties <u>priced right</u> will sell in a reasonable timeframe, often with multiple offers. "Priced Right" is still the determining factor. **BEST Deals are selling, while significantly over-priced listings remain un-sold.**

Pro-Active Sellers are getting their properties **appraised**, **inspected and surveyed** in advance to encourage realistic offers from knowledgeable Buyers. This can prevent unanticipated escrow fallout or Buyers whittling your price down during the transaction when previously unknown facts come to light.

FOR BUYERS: Low interest rates prevail; however have started to nudge up. Buyers should get **Pre-Approved** so they can shop in confidence (fewer last minute disappointments due to non-funding loans). "Short-sales" and foreclosures are still in the marketplace, yet they can be less of a bargain than they seem, requiring more hurdles to leap and more time (often 4-6-12 months) to close, if at all. Be prepared, but BE REALISTIC. Lenders are much more stringent on requirements now for loan approval, compared to 2004-2008.

<u>First-Time Home Buyers</u> – **Many programs are available.....** Attend a First-Time Home Buyers workshop, get familiar with the process, get qualified/approved, do your homework to get your own home. Many current owners **never thought they would be able to own** until they attended a workshop, discovered they could own a home, and are glad they did.

<u>The low point in the market has passed, so check it out carefully NOW, don't delay. The opportunity is fading quickly.</u> If you can't buy now, start saving your down payment for the next market cycle.

Disclaimer: Zooming in on the figures of a specific geographic area or property type may lead to different conclusions that looking at the overall view.

Maui's market place is much smaller than Oahu's, and a few high or low sales have a greater effect on the statistical numbers without necessarily indicating a big market swing one way or another.

If you have any questions regarding hard numbers, call Terry at 808-270-4602. Mahalo.

Terry Tolman

RAM Chief Staff Executive

Single Family Monthly Sales Volume

Area Name		Current	Month		Previous			Year Ago	Month
	Ur	nits Volume	e Median	Ur	nits Volume	e Median	Un	its Volume	Median
Central	31	315,222,301	\$449,560	29	\$12,567,935	\$426,000	19	\$8,384,550	\$409,255
Haiku	3	\$1,946,000	\$685,000	9	\$4,770,000	\$480,000	5	\$3,440,000	\$785,000
Hana	1	\$367,000	\$367,000	0	\$0	\$0	1	\$685,000	\$685,000
Kaanapali	5	\$8,840,000	\$1,735,000	4	\$7,597,500	1,912,500	1	\$1,150,000	1,150,000
Kahakuloa	0	\$0	\$0	0	\$0	\$0	1	\$655,000	\$655,000
Kapalua	0	\$0	\$0	0	\$0	\$0	2	\$5,625,000	2,812,500
Kihei	11	\$9,822,500	\$650,000	18	\$11,380,800	\$537,500	14	\$7,925,741	\$531,000
Kula/Ulupalakua/Kanaio	12	\$9,798,500	\$797,000	6	\$4,239,000	\$737,000	13	\$9,805,525	\$537,500
Lahaina	6	\$6,910,000	\$627,500	4	\$6,405,000	\$932,500	4	\$6,074,700	\$800,850
Lanai	2	\$865,000	\$432,500	0	\$0	\$0	5	\$1,217,000	\$255,000
Makawao/Olinda/Haliimaile	4	\$2,101,500	\$521,500	4	\$3,343,750	\$621,875	8	\$3,889,500	\$388,500
Maui Meadows	2	\$2,030,000	\$1,015,000	2	\$1,700,000	\$850,000	2	\$2,625,000	1,312,500
Molokai	1	\$150,000	\$150,000	1	\$240,000	\$240,000	2	\$1,331,000	\$665,500
Napili/Kahana/Honokowai	9	314,179,000	\$850,000	5	\$3,603,000	\$708,000	6	\$5,380,000	\$735,000
Olowalu	0	\$0	\$0	1	\$5,700,000	5,700,000	1	\$1,175,000	1,175,000
Pukalani	6	\$3,577,875	\$575,000	5	\$3,075,559	\$625,000	6	\$2,924,000	\$462,500
Sprecklesville/Paia/Kuau	3	\$1,562,250	\$519,750	1	\$1,550,000	1,550,000	3	\$1,415,000	\$410,000
Wailea/Makena	2	312,350,000	\$6,175,000	4	\$11,047,500	2,537,500	0	\$0	\$0
Maui Summary :	98	\$89,721,926	\$573,750	93	\$77,220,044	\$530,000	93	\$63,702,016	\$475,000

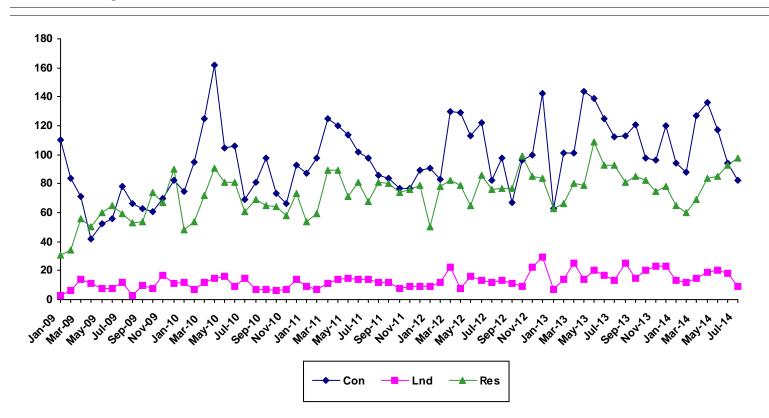
Condominium Monthly Sales Volume

Area Name		Current	Month		Previous			Year Ago	Month
	Un	its Volume	Median	Un	its Volume	Median	Ur	nits Volume	Median
Central	10	\$2,091,000	\$207,000	14	\$5,145,500	\$319,750	19	\$3,731,000	\$218,000
Haiku	0	\$0	\$0	2	\$1,199,800	\$599,900	0	\$0	\$0
Kaanapali	7	\$6,794,800	\$764,900	12	\$14,034,325	\$912,500	12	\$13,097,250	1,047,450
Kapalua	3	\$9,932,500	\$4,300,000	0	\$0	\$0	5	\$7,240,000	\$675,000
Kihei	23	\$9,587,900	\$300,000	24	\$10,827,600	\$404,750	34	\$12,351,449	\$330,000
Lahaina	10	\$2,952,700	\$260,000	2	\$314,500	\$157,250	8	\$2,900,000	\$239,000
Lanai	0	\$0	\$0	1	\$2,825,000	2,825,000	1	\$97,000	\$97,000
Maalaea	5	\$1,763,700	\$320,000	6	\$1,814,500	\$293,500	9	\$3,462,000	\$300,000
Molokai	2	\$185,000	\$92,500	1	\$82,500	\$82,500	1	\$80,000	\$80,000
Napili/Kahana/Honokowai	11	\$5,107,000	\$440,000	23	\$10,507,499	\$405,000	15	\$5,924,800	\$388,800
Pukalani	0	\$0	\$0	0	\$0	\$0	1	\$398,000	\$398,000
Sprecklesville/Paia/Kuau	1	\$2,850,000	\$2,850,000	0	\$0	\$0	0	\$0	\$0
Wailea/Makena	10	\$9,537,500	\$975,000	9	\$12,870,000	\$870,000	7	\$16,510,000	2,375,000
Maui Summary :	82	\$50,802,100	\$387,500	94	\$59,621,224	\$444,500	112	\$65,791,499	\$357,625

Land Monthly Sales Volume

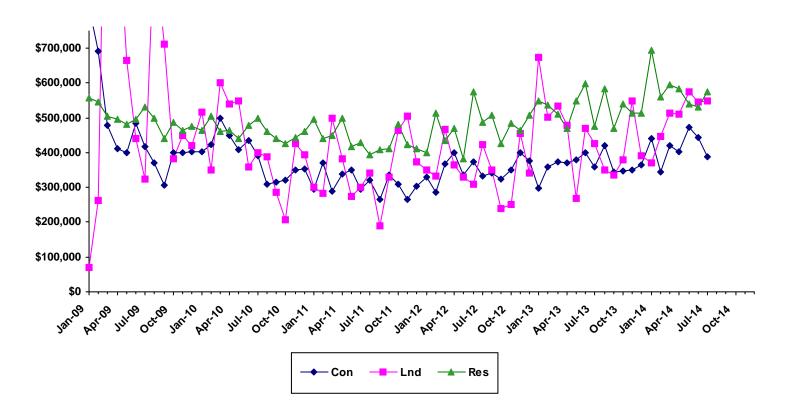
Area Name		Current	Month		Previous	Month		Year Ago	Month
	Uni	ts Volume	Median	Unit	s Volume	Median	Un	its Volume	Median
Central	1	\$465,000	\$465,000	3	\$1,385,500	\$541,000	0	\$0	\$0
Haiku	4	\$2,245,000	\$520,000	2	\$823,000	\$411,500	3	\$1,670,000	\$550,000
Hana	0	\$0	\$0	2	\$575,700	\$287,850	0	\$0	\$0
Kaanapali	0	\$0	\$0	2	\$1,281,660	\$640,830	1	\$830,000	\$830,000
Keanae	1	\$1,000,000	1,000,000	0	\$0	\$0	0	\$0	\$0
Kihei	0	\$0	\$0	1	\$295,000	\$295,000	1	\$400,000	\$400,000
Lahaina	0	\$0	\$0	3	\$2,380,000	\$685,000	0	\$0	\$0
Makawao/Olinda/Haliimaile	1	\$2,400,000	2,400,000	1	\$225,000	\$225,000	1	\$181,500	\$181,500
Molokai	0	\$0	\$0	2	\$183,000	\$91,500	1	\$90,000	\$90,000
Napili/Kahana/Honokowai	0	\$0	\$0	1	\$725,000	\$725,000	0	\$0	\$0
Pukalani	0	\$0	\$0	0	\$0	\$0	2	\$520,000	\$260,000
Sprecklesville/Paia/Kuau	2	\$1,850,000	\$925,000	1	\$900,000	\$900,000	0	\$0	\$0
Wailea/Makena	0	\$0	\$0	0	\$0	\$0	4	\$7,275,000	\$962,500
Maui Summary :	9	\$7,960,000	\$550,000	18	\$8,773,860	\$545,500	13	\$10,966,500	\$425,000

Sales Unit Volume By Month



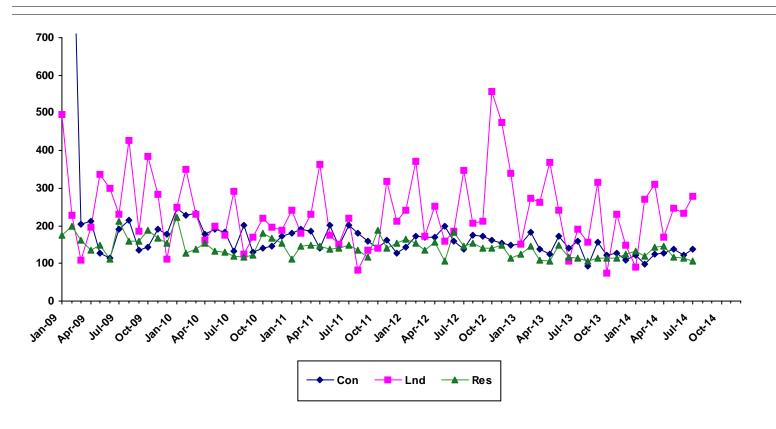
		2009			2010			2011			2012			2013			2014	
Month	Single Family	Condo	Land															
Jan	31	110	3	48	75	12	54	87	9	50	91	9	63	63	7	65	94	13
Feb	34	84	6	54	95	7	59	98	7	78	83	12	66	101	14	60	88	12
Mar	56	71	14	72	125	12	89	125	11	82	130	22	80	101	25	69	127	15
Apr	50	42	11	91	162	15	89	120	14	79	129	8	79	144	14	84	136	19
May	60	52	8	81	105	16	71	114	15	65	113	16	109	139	20	85	117	20
Jun	65	56	8	81	106	9	81	102	14	86	122	13	93	125	17	93	94	18
Jul	59	78	12	61	69	15	68	98	14	76	82	12	93	112	13	98	82	9
Aug	53	66	3	69	81	7	81	86	12	77	98	13	81	113	25			
Sep	54	63	10	65	98	7	80	84	12	77	67	11	85	121	15			
Oct	74	61	8	64	73	6	74	77	8	99	96	9	82	98	20			
Nov	67	70	17	58	66	7	76	77	9	85	100	22	75	96	23			
Dec	90	82	11	73	93	14	79	89	9	84	142	29	78	120	23			

Sales Median By Month



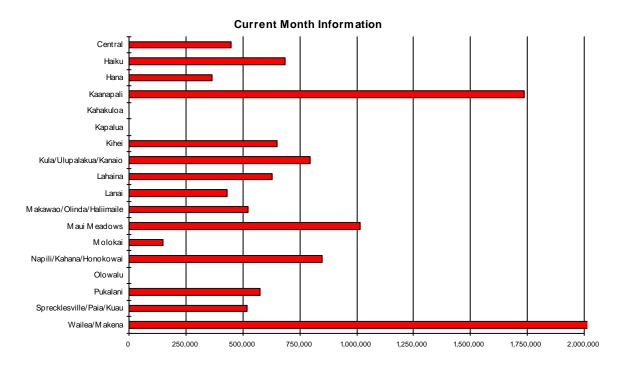
	2	2009			2010			2011			2012			2013			2014	
Month	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	558000 8	820000	70000	464500	404000	516300	495415	295000	300000	399000	330000	350000	550000	297000	675000	695000	441000	370000
Feb	545000 (692500	262500	504150	424000	350000	440000	371200	282500	513750	287000	333925	537500	360000	502500	560000	345000	447500
Mar	504500	480000	1669250	460000	499000	600000	450000	289000	500000	435000	368043	467500	509500	375000	535000	596000	420000	515000
Apr	497000 4	411000	1100000	465000	450000	540000	500000	338603	382500	469000	399000	365000	470000	370000	479500	583000	403500	510000
May	482500	399000	665000	442000	410000	547500	418000	349500	275000	382000	336000	330000	549000	380000	267500	540000	472000	575000
Jun	495000 4	484500	441000	480000	435000	360000	429000	294500	302000	575500	372990	310000	599000	400000	469260	530000	444500	545500
Jul	532000 4	17000	322500	500000	390000	400000	394500	320000	340000	488000	332000	422500	475000	357625	425000	573750	387500	550000
Aug	500000	371250	999990	460000	310000	387500	410000	266000	189500	509000	342450	350000	585000	420000	350000			
Sep	440000	307500	712500	440000	315635	285000	412000	334950	330000	425000	325000	238000	470000	345000	335000			
Oct	488500	400842	382450	427500	320000	207500	482500	310000	465000	485000	349995	250000	540000	347500	380500			
Nov	465000	399000	450000	445000	349990	425000	422500	265000	505000	465000	400000	455000	515000	350000	547371			
Dec	477000 4	401500	420000	460000	352000	394850	411000	304000	375000	508000	376000	340000	512500	365000	390000			

Sales Days on Market By Month



		2009			2010			2011			2012			2013			2014	
Month	Single Family	Condo	Land															
Jan	176	1126	496	224	247	248	112	180	240	165	144	242	125	151	151	132	123	91
Feb	199	1152	228	127	229	351	147	192	180	153	172	371	147	183	273	119	99	271
Mar	163	203	108	138	233	230	150	185	231	136	171	173	110	137	263	143	124	310
Apr	137	212	195	153	179	162	146	142	362	156	170	253	107	125	368	147	127	170
May	150	127	337	132	192	200	138	201	175	106	198	159	149	173	241	117	137	247
Jun	111	115	300	131	184	174	141	145	150	183	158	186	116	142	105	114	122	233
Jul	212	190	230	119	132	292	150	201	219	146	138	347	146	159	192	107	138	279
Aug	159	216	427	118	202	124	136	179	82.5	153	175	208	107	94	156			
Sep	158	135	185	122	129	169	117	158	136	140	172	211	115	157	315			
Oct	190	143	384	181	141	220	187	140	140	140	161	556	114	122	75			
Nov	168	192	284	166	147	196	140	163	317	148	153	476	115	128	231			
Dec	154	178	111	153	172	190	155	126	211	114	148	339	125	109	150			

Single Family Median Prices by Area

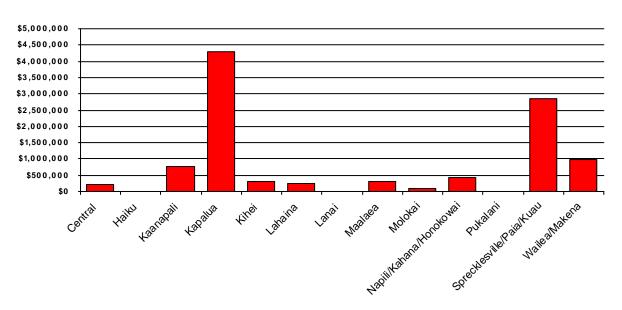


Area	Current Month	Previous Month	Year Ago Month
Central	\$449,560	\$426,000	\$409,255
Haiku	\$685,000	\$480,000	\$785,000
Hana	\$367,000	\$0	\$685,000
Kaanapali	\$1,735,000	\$1,912,500	\$1,150,000
Kahakuloa	\$0	\$0	\$655,000
Kapalua	\$0	\$0	\$2,812,500
Kihei	\$650,000	\$537,500	\$531,000
Kula/Ulupalakua/Kanaio	\$797,000	\$737,000	\$537,500
Lahaina	\$627,500	\$932,500	\$800,850
Lanai	\$432,500	\$0	\$255,000
Makawao/Olinda/Haliimaile	\$521,500	\$621,875	\$388,500
Maui Meadows	\$1,015,000	\$850,000	\$1,312,500
Molokai	\$150,000	\$240,000	\$665,500
Napili/Kahana/Honokowai	\$850,000	\$708,000	\$735,000
Olowalu	\$0	\$5,700,000	\$1,175,000
Pukalani	\$575,000	\$625,000	\$462,500
Sprecklesville/Paia/Kuau	\$519,750	\$1,550,000	\$410,000
Wailea/Makena	\$6,175,000	\$2,537,500	\$0

Condominium Median Prices by Area

For Month Ending 7/31/2014

Current Month Information

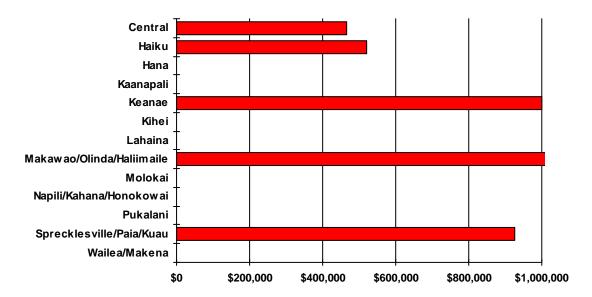


Area	Current Month	Previous Month	Year Ago Month
Central	\$207,000	\$319,750	\$218,000
Haiku	\$0	\$599,900	\$0
Kaanapali	\$764,900	\$912,500	\$1,047,450
Kapalua	\$4,300,000	\$0	\$675,000
Kihei	\$300,000	\$404,750	\$330,000
Lahaina	\$260,000	\$157,250	\$239,000
Lanai	\$0	\$2,825,000	\$97,000
Maalaea	\$320,000	\$293,500	\$300,000
Molokai	\$92,500	\$82,500	\$80,000
Napili/Kahana/Honokowai	\$440,000	\$405,000	\$388,800
Pukalani	\$0	\$0	\$398,000
Sprecklesville/Paia/Kuau	\$2,850,000	\$0	\$0
Wailea/Makena	\$975,000	\$870,000	\$2,375,000

Land Median Prices by Area

For Month Ending 7/31/2014

Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$465,000	\$541,000	\$0
Haiku	\$520,000	\$411,500	\$550,000
Hana	\$0	\$287,850	\$0
Kaanapali	\$0	\$640,830	\$830,000
Keanae	\$1,000,000	\$0	\$0
Kihei	\$0	\$295,000	\$400,000
Lahaina	\$0	\$685,000	\$0
Makawao/Olinda/Haliimaile	\$2,400,000	\$225,000	\$181,500
Molokai	\$0	\$91,500	\$90,000
Napili/Kahana/Honokowai	\$0	\$725,000	\$0
Pukalani	\$0	\$0	\$260,000
Sprecklesville/Paia/Kuau	\$925,000	\$900,000	\$0
Wailea/Makena	\$0	\$0	\$962,500

Single Family Year To Date Sales Information

	Nu	ımber of	Sales		Avei	rage Sales Pr	ice	Med	dian Sales Pri	ce	Total l	Dollar Volum	e
Area	Current YTD Sales	Year Ago YTD	Cha Units	anges	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume		Percent Change
Central	165	156	9	6%	\$455,523	\$458,885	-1%	\$428,000	\$415,500	3%	\$75,161,277	\$71,586,069	5%
Haiku	38	49	-11	-22%	\$763,618	\$663,765	15%	\$652,500	\$596,000	9%	\$29,017,500	\$32,524,500	-11%
Hana	3	4	-1	-25%	\$428,333	\$707,000	-39%	\$367,000	\$705,000	-48%	\$1,285,000	\$2,828,000	-55%
Kaanapali	18	11	7	64%	\$1,941,146	\$1,560,000	24%	\$1,767,500	\$1,170,000	51%	\$34,940,620	\$17,160,000) 104%
Kahakuloa	0	2	-2	-100%	\$0	\$413,150	-100%	\$0	\$413,150	-100%	\$0	\$826,299	-100%
Kapalua	5	8	-3	-38%	\$3,419,400	\$3,615,000	-5%	\$3,250,000	\$2,812,500	16%	\$17,097,000	\$28,920,000	-41%
Keanae	0	1	-1	-100%	\$0	\$469,500	-100%	\$0	\$469,500	-100%	\$0	\$469,500	-100%
Kihei	102	93	9	10%	\$785,686	\$624,539	26%	\$597,500	\$535,000	12%	\$80,139,974	\$58,082,090	38%
Kula/Ulupalakua/Kanaio	43	48	-5	-10%	\$887,995	\$757,404	17%	\$844,995	\$615,000	37%	\$38,183,780	\$36,355,413	3 5%
Lahaina	30	26	4	15%	\$1,307,583	\$816,404	60%	\$840,000	\$550,000	53%	\$39,227,500	\$21,226,500	85%
Lanai	11	20	-9	-45%	\$982,727	\$463,475	112%	\$440,000	\$300,000	47%	\$10,810,000	\$9,269,500	17%
Makawao/Olinda/Haliimaile	31	31	0	0%	\$586,258	\$545,819	7%	\$561,250	\$412,000	36%	\$18,174,000	\$16,920,400	7%
Maui Meadows	11	17	-6	-35%	\$1,756,391	\$1,182,676	49%	\$1,050,000	\$1,300,000	-19%	\$19,320,300	\$20,105,500	-4%
Molokai	6	9	-3	-33%	\$249,833	\$531,965	-53%	\$232,000	\$365,000	-36%	\$1,499,000	\$4,787,688	-69%
Nahiku	1	0	1	N/A	\$233,000	\$0	N/A	\$233,000	\$0	N/A	\$233,000	\$0) N/A
Napili/Kahana/Honokowai	25	25	0	0%	\$1,245,276	\$817,340	52%	\$760,000	\$799,000	-5%	\$31,131,900	\$20,433,498	3 52%
Olowalu	2	1	1	100%	\$3,562,500	\$1,175,000	203%	\$3,562,500	\$1,175,000	203%	\$7,125,000	\$1,175,000	506%
Pukalani	27	38	-11	-29%	\$641,886	\$511,921	25%	\$579,000	\$504,000	15%	\$17,330,934	\$19,453,000	-11%
Sprecklesville/Paia/Kuau	15	22	-7	-32%	\$2,241,983	\$970,568	131%	\$865,000	\$552,500	57%	\$33,629,750	\$21,352,500	57%
Wailea/Makena	21	22	-1	-5%	\$3,484,190	\$3,768,068	-8%	\$2,850,000	\$3,000,000	-5%	\$73,168,000	\$82,897,499	-12%
Maui Summary:	554	583	-29	-5%	\$952,120	\$799,954	19%	\$574,500	\$535,000	7%	\$527,474,535	\$466,372,956	5 13%

Condominium Year To Date Sales Information

	Nu	ımber of	Sales		Average Sales Price				dian Sales Pri	ice	Total Dollar Volume			
Area	Current YTD Sales	Year Ago YTD	Cha Units	nnges	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume		Percent Change	
Central	91	90	1	1%	\$279,533	\$221,345	26%	\$270,000	\$220,750	22%	\$25,437,500	\$19,921,040) 28%	
Haiku	2	0	2	N/A	\$599,900	\$0	N/A	\$599,900	\$0	N/A	\$1,199,800	\$0) N/A	
Hana	0	1	-1	-100%	\$0	\$475,000	-100%	\$0	\$475,000	-100%	\$0	\$475,000	-100%	
Kaanapali	104	106	-2	-2%	\$1,173,210	\$934,593	26%	\$822,450	\$724,950	13%	\$122,013,825	\$99,066,855	5 23%	
Kapalua	19	21	-2	-10%	\$1,746,474	\$1,180,310	48%	\$1,200,000	\$780,000	54%	\$33,182,999	\$24,786,500	34%	
Kihei	244	250	-6	-2%	\$396,332	\$373,712	6%	\$315,000	\$316,500	0%	\$96,704,915	\$93,428,013	3 4%	
Lahaina	43	61	-18	-30%	\$495,888	\$345,507	44%	\$410,000	\$350,000	17%	\$21,323,200	\$21,075,951	1 1%	
Lanai	4	12	-8	-67%	\$1,893,750	\$360,475	425%	\$1,725,000	\$96,000	1697%	\$7,575,000	\$4,325,700	75%	
Maalaea	23	36	-13	-36%	\$437,552	\$343,488	27%	\$380,000	\$320,000	19%	\$10,063,700	\$12,365,550	-19%	
Molokai	8	4	4	100%	\$131,249	\$106,531	23%	\$127,495	\$85,500	49%	\$1,049,990	\$426,125	5 146%	
Napili/Kahana/Honokowai	135	126	9	7%	\$442,779	\$389,256	14%	\$389,000	\$365,000	7%	\$59,775,208	\$49,046,224	1 22%	
Pukalani	0	1	-1	-100%	\$0	\$398,000	-100%	\$0	\$398,000	-100%	\$0	\$398,000	-100%	
Sprecklesville/Paia/Kuau	3	3	0	0%	\$1,133,000	\$263,000	331%	\$279,000	\$294,000	-5%	\$3,399,000	\$789,000	331%	
Wailea/Makena	62	74	-12	-16%	\$1,446,464	\$1,355,456	7%	\$1,000,000	\$980,500	2%	\$89,680,774	\$100,303,748	3 -11%	
Maui Summary:	738	785	-47	-6%	\$638,761	\$543,195	18%	\$417,500	\$372,000	12%	\$471,405,911	\$426,407,706	5 11%	

Fee Simple Condominium Year To Date Sales Information

	Nu	ımber of	Sales		Avei	rage Sales Pr	ice	Med	dian Sales Pri	ce	Total Dollar Volume		
Area	Current YTD Sales	Year Ago YTD	Cha Units	nges %	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume		Percent Change
Central	91	90	1	1%	\$279,533	\$221,345	26%	\$270,000	\$220,750	22%	\$25,437,500	\$19,921,040	28%
Haiku	2	0	2	N/A	\$599,900	\$0	N/A	\$599,900	\$0	N/A	\$1,199,800	\$0) N/A
Hana	0	1	-1 -	-100%	\$0	\$475,000	-100%	\$0	\$475,000	-100%	\$0	\$475,000	-100%
Kaanapali	96	99	-3	-3%	\$1,245,352	\$976,569	28%	\$964,900	\$750,750	29%	\$119,553,825	\$96,680,355	5 24%
Kapalua	19	21	-2	-10%	\$1,746,474	\$1,180,310	48%	\$1,200,000	\$780,000	54%	\$33,182,999	\$24,786,500	34%
Kihei	243	249	-6	-2%	\$396,514	\$374,008	6%	\$315,000	\$318,000	-1%	\$96,352,915	\$93,128,013	3 3%
Lahaina	40	57	-17	-30%	\$524,130	\$363,104	44%	\$417,500	\$368,000	13%	\$20,965,200	\$20,696,951	1 1%
Lanai	4	12	-8	-67%	\$1,893,750	\$360,475	425%	\$1,725,000	\$96,000	1697%	\$7,575,000	\$4,325,700	75%
Maalaea	22	28	-6	-21%	\$444,714	\$373,107	19%	\$382,500	\$363,750	5%	\$9,783,700	\$10,447,000	-6%
Molokai	8	4	4	100%	\$131,249	\$106,531	23%	\$127,495	\$85,500	49%	\$1,049,990	\$426,125	5 146%
Napili/Kahana/Honokowai	120	108	12	11%	\$438,741	\$407,636	8%	\$399,000	\$383,750	4%	\$52,648,908	\$44,024,724	1 20%
Pukalani	0	1	-1 -	-100%	\$0	\$398,000	-100%	\$0	\$398,000	-100%	\$0	\$398,000	-100%
Sprecklesville/Paia/Kuau	3	3	0	0%	\$1,133,000	\$263,000	331%	\$279,000	\$294,000	-5%	\$3,399,000	\$789,000	331%
Wailea/Makena	62	74	-12	-16%	\$1,446,464	\$1,355,456	7%	\$1,000,000	\$980,500	2%	\$89,680,774	\$100,303,748	3 -11%
Maui Summary:	710	747	-37	-5%	\$649,056	\$557,433	16%	\$425,000	\$375,900	13%	\$460,829,611	\$416,402,156	5 11%

Leasehold Condominium Year To Date Sales Information

Area	Nu	ımber of	Sales		Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD		anges	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
Kaanapali	8	7	1	14%	\$307,500	\$340,929	-10%	\$241,750	\$248,000	-3%	\$2,460,000	\$2,386,500	3%
Kihei	1	1	0	0%	\$352,000	\$300,000	17%	\$352,000	\$300,000	17%	\$352,000	\$300,000	17%
Lahaina	3	4	-1	-25%	\$119,333	\$94,750	26%	\$110,000	\$103,500	6%	\$358,000	\$379,000	-6%
Maalaea	1	8	-7	-88%	\$280,000	\$239,819	17%	\$280,000	\$210,500	33%	\$280,000	\$1,918,550	-85%
Napili/Kahana/Honokowai	15	18	-3	-17%	\$475,087	\$278,972	70%	\$317,500	\$293,750	8%	\$7,126,300	\$5,021,500	42%
Maui Summary:	28	38	-10	-26%	\$377,725	\$263,304	43%	\$270,250	\$240,000	13%	\$10,576,300	\$10,005,550) 6%

Land Year To Date Sales Information

Area	Nu	ımber of	Sales		Ave	rage Sales Pr	ice	Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD		anges	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume		Percent Change
Central	12	11	1	9%	\$394,750	\$390,376	1%	\$277,500	\$305,000	-9%	\$4,737,000	\$4,294,135	10%
Haiku	12	18	-6	-33%	\$647,333	\$584,667	11%	\$520,000	\$509,500	2%	\$7,768,000	\$10,524,000	-26%
Hana	8	1	7	700%	\$976,587	\$175,000	458%	\$412,500	\$175,000	136%	\$7,812,699	\$175,000	4364%
Kaanapali	18	6	12	200%	\$613,849	\$672,565	-9%	\$576,933	\$716,931	-20%	\$11,049,276	\$4,035,387	174%
Kahakuloa	1	4	-3	-75%	\$1,600,000	\$227,500	603%	\$1,600,000	\$230,000	596%	\$1,600,000	\$909,999	76%
Kapalua	1	5	-4	-80%	\$1,075,000	\$1,274,600	-16%	\$1,075,000	\$1,098,000	-2%	\$1,075,000	\$6,373,000	-83%
Kaupo	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Keanae	1	0	1	N/A	\$1,000,000	\$0	N/A	\$1,000,000	\$0	N/A	\$1,000,000	\$0	N/A
Kihei	10	10	0	0%	\$392,400	\$387,900	1%	\$320,000	\$310,000	3%	\$3,924,000	\$3,879,000	1%
Kula/Ulupalakua/Kanaio	11	9	2	22%	\$558,955	\$2,061,333	-73%	\$675,000	\$615,000	10%	\$6,148,500	\$18,552,000	-67%
Lahaina	10	5	5	100%	\$975,400	\$767,800	27%	\$707,500	\$784,000	-10%	\$9,754,000	\$3,839,000	154%
Lanai	0	3	-3	-100%	\$0	\$630,000	-100%	\$0	\$750,000	-100%	\$0	\$1,890,000	-100%
Makawao/Olinda/Haliimaile	5	2	3	150%	\$715,500	\$315,750	127%	\$352,500	\$315,750	12%	\$3,577,500	\$631,500	467%
Maui Meadows	0	2	-2	-100%	\$0	\$510,000	-100%	\$0	\$510,000	-100%	\$0	\$1,020,000	-100%
Molokai	4	7	-3	-43%	\$89,500	\$178,071	-50%	\$91,500	\$130,000	-30%	\$358,000	\$1,246,500	-71%
Nahiku	1	1	0	0%	\$227,500	\$220,000	3%	\$227,500	\$220,000	3%	\$227,500	\$220,000	3%
Napili/Kahana/Honokowai	3	4	-1	-25%	\$696,000	\$442,500	57%	\$725,000	\$362,500	100%	\$2,088,000	\$1,770,000	18%
Olowalu	0	1	-1	-100%	\$0	\$3,775,000	-100%	\$0	\$3,775,000	-100%	\$0	\$3,775,000	-100%
Pukalani	1	4	-3	-75%	\$200,000	\$260,000	-23%	\$200,000	\$260,000	-23%	\$200,000	\$1,040,000	-81%
Sprecklesville/Paia/Kuau	4	5	-1	-20%	\$831,250	\$820,000	1%	\$737,500	\$345,000	114%	\$3,325,000	\$4,100,000	-19%
Wailea/Makena	4	12	-8	-67%	\$1,243,750	\$1,471,188	-15%	\$1,355,000	\$1,150,000	18%	\$4,975,000	\$17,654,260	-72%
Maui Summary:	106	110	-4	-4%	\$656,788	\$781,171	-16%	\$540,500	\$450,000	20%	\$69,619,475	\$85,928,781	-19%