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June 5, 2014 Aloha all!

#### **Maui May 2014 Statistics**

#### **Brief Maui Statistics Overview:**

Page 4 - May's Sales Unit Volume — Residential sales remained steady at 85 homes sold while Condominium sales decreased somewhat to 116 units sold. Land sales came in at 20 lots sold.

**Page 5 - May's Median SALES prices –**The Residential median price decreased to \$540,000 and Condo median price rose to \$476,000. Land median price rose to \$575,000.

Page 6 - Days on Market, Residential homes = 117, Condos = 141 DOM, Land = 247 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-May 2014 to January-May 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: <a href="http://www.ramaui.com/UserFiles/File/Stats/All-December2013.pdf">http://www.ramaui.com/UserFiles/File/Stats/All-December2013.pdf</a>

YTD - Residential unit sales decreased (363 homes sold / -34 units / -9% change YTD), average sold price = \$993,203 (+20%YTD), median price = \$577,500 (+9%YTD) and total dollar volume sold = \$360,532,565 (+10%YTD).

YTD - Condo unit sales increased (561 units / +13 units / +2%YTD), average sold price = \$642,866 (+21%YTD), median price = \$420,000 (+13%YTD). Total Condo dollar volume sold = \$360,647,587 (+23% 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 slightly YTD (79 lots / -1 units / -1% YTD), average sold price = \$669,438 (-3%), median price = \$512,000 (14%), Total dollar volume = \$52,885,615 (-4% YTD).

Total sales for immediate past 12 months: Residential = 948 (with 14.8% being REO or Short Sale), Condo = 1,351 (9% REO or SS), Land = 217 (7.4% REO or SS).

NOTE: 45% of these Sales in the last 12 months have been CASH transactions.

As of June 5, 2014 - Active/Pending-Continue to Show/Contingent status inventory:

	June '14	May	April	Mar.	Feb.	Jan.'14	Dec.'13	Nov.	Oct.	Sept.	Aug.	July	June '13
Homes	666	682	696	685	686	659	641	618	600	582	610	591	603
Condos	854	856	899	912	882	847	826	773	744	756	785	788	805
Land	405	399	404	413	402	396	400	405	398	399	387	397	398

Current Absorption Rate base on this month's <u>Active/Pending-Continue to Show/Contingent status</u> inventory divided by May Sales: Residential = 7.8 months, Condo = 7.4 months, Land = 20.5 months of inventory.

For Absorption Rate enthusiasts who calculate only pure "Active," (not any pending/contingent) divided by May Sales: Residential 526 "Active"/ 85 Sold = 6.2 months. Condo 730 / 116 Sold = 6.3 mos. Land 371 / 19 Sold = 18.6 months of inventory.

IN A NUT SHELL..... Monthly Residential Sales Unit numbers steady, Inventory declines slightly ......

Year-to-Date 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 decrease somewhat 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.

The low point in the market has passed, so check it out carefully NOW, don't delay. The opportunity is fading quickly. 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	Month		Year Ago	Month
	Ur	nits Volume	e Median	Ur	nits Volume	e Median	Ur	its Volume	Median
Central	29	312,731,161	\$429,000	26	\$11,999,320	\$429,973	38	\$20,433,300	\$451,700
Haiku	5	\$5,753,000	\$785,000	9	\$7,083,500	\$800,000	8	\$4,938,300	\$508,500
Hana	0	\$0	\$0	1	\$168,000	\$168,000	2	\$1,418,000	\$709,000
Kaanapali	1	\$3,035,000	\$3,035,000	5	\$8,220,000	1,675,000	2	\$2,630,000	1,315,000
Kapalua	0	\$0	\$0	3	\$10,697,000	3,250,000	4	\$17,000,000	2,975,000
Kihei	18	310,610,979	\$517,125	12	\$8,304,100	\$667,825	12	\$8,529,499	\$568,500
Kula/Ulupalakua/Kanaio	7	\$9,073,785	\$1,175,000	3	\$3,419,995	\$875,000	6	\$4,190,000	\$519,500
Lahaina	5	\$8,276,500	\$1,550,000	4	\$3,850,000	\$905,000	6	\$5,814,500	\$542,250
Lanai	0	\$0	\$0	3	\$1,890,000	\$625,000	2	\$445,000	\$222,500
Makawao/Olinda/Haliimaile	7	\$3,995,000	\$600,000	6	\$3,727,500	\$693,750	5	\$3,775,000	\$675,000
Maui Meadows	1	\$3,000,000	\$3,000,000	2	\$1,775,000	\$887,500	4	\$5,075,000	1,400,000
Molokai	1	\$224,000	\$224,000	0	\$0	\$0	2	\$1,717,800	\$858,900
Nahiku	0	\$0	\$0	1	\$233,000	\$233,000	0	\$0	\$0
Napili/Kahana/Honokowai	5	\$3,275,000	\$600,000	1	\$575,000	\$575,000	3	\$1,686,199	\$662,000
Pukalani	4	\$2,075,000	\$547,500	2	\$1,166,000	\$583,000	7	\$3,804,000	\$549,000
Sprecklesville/Paia/Kuau	0	\$0	\$0	3	\$2,494,500	\$644,500	3	\$2,235,000	\$750,000
Wailea/Makena	2	\$4,935,000	\$2,467,500	3	\$14,250,000	5,900,000	5	\$19,410,000	4,000,000
Maui Summary :	85	\$66,984,425	\$540,000	84	\$79,852,915	\$583,000	109	103,101,598	\$549,000

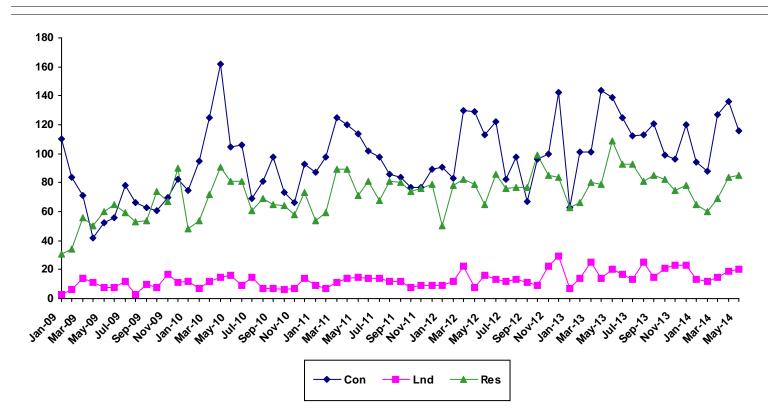
# **Condominium Monthly Sales Volume**

Area Name		Current	Month		Previous	Month		Year Ago	Month
Alou Numo	Un	its Volume	Median	Un	its Volume	Median	Ur	nits Volume	Median
Central	11	\$3,708,900	\$330,000	18	\$5,367,800	\$269,250	12	\$3,366,620	\$270,000
Hana	0	\$0	\$0	0	\$0	\$0	1	\$475,000	\$475,000
Kaanapali	27	\$33,651,850	\$1,075,000	15	\$21,071,500	\$767,500	19	\$15,323,700	\$700,000
Kapalua	3	\$7,435,000	\$1,725,000	4	\$4,380,000	1,062,500	2	\$1,279,000	\$639,500
Kihei	33	\$11,523,298	\$310,000	56	\$21,897,700	\$315,000	47	\$17,551,900	\$364,000
Lahaina	8	\$4,352,000	\$460,000	7	\$4,793,000	\$685,000	15	\$4,915,635	\$370,835
Lanai	0	\$0	\$0	1	\$1,300,000	1,300,000	1	\$1,500,000	1,500,000
Maalaea	0	\$0	\$0	6	\$2,915,500	\$530,000	8	\$2,704,000	\$327,500
Molokai	0	\$0	\$0	1	\$140,000	\$140,000	0	\$0	\$0
Napili/Kahana/Honokowai	23	\$12,321,304	\$463,000	17	\$6,812,750	\$365,000	19	\$7,334,100	\$395,000
Sprecklesville/Paia/Kuau	1	\$279,000	\$279,000	1	\$270,000	\$270,000	1	\$295,000	\$295,000
Wailea/Makena	10	\$15,055,987	\$1,325,000	10	\$15,127,499	1,006,250	14	\$20,262,399	\$960,000
Maui Summary :	116	\$88,327,339	\$476,000	136	\$84,075,749	\$403,500	139	\$75,007,354	\$380,000

# **Land Monthly Sales Volume**

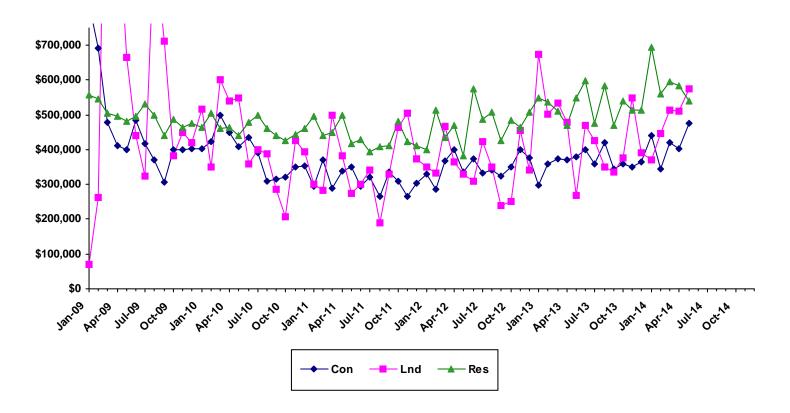
Area Name		Curren	t Month		Previous	Month		Year Ago	Month
	Un	its Volum	e Median	Un	its Volume	Median	Un	its Volume	Median
Central	3	\$1,423,500	\$218,000	1	\$193,000	\$193,000	2	\$447,750	\$223,875
Haiku	2	\$1,750,000	\$875,000	1	\$750,000	\$750,000	3	\$2,650,000	\$400,000
Hana	1	\$1,000,000	1,000,000	1	\$510,000	\$510,000	1	\$175,000	\$175,000
Kaanapali	3	\$1,982,866	\$577,866	5	\$2,798,500	\$576,000	2	\$1,216,525	\$608,263
Kahakuloa	1	\$1,600,000	1,600,000	0	\$0	\$0	1	\$235,000	\$235,000
Kapalua	0	\$0	\$0	0	\$0	\$0	1	\$1,098,000	1,098,000
Kihei	5	\$1,762,000	\$320,000	0	\$0	\$0	2	\$560,000	\$280,000
Kula/Ulupalakua/Kanaio	2	\$1,614,000	\$807,000	3	\$1,385,000	\$475,000	1	\$1,800,000	1,800,000
Lahaina	2	\$1,975,000	\$987,500	3	\$2,219,000	\$575,000	0	\$0	\$0
Lanai	0	\$0	\$0	0	\$0	\$0	1	\$140,000	\$140,000
Molokai	0	\$0	\$0	2	\$175,000	\$87,500	1	\$95,000	\$95,000
Nahiku	0	\$0	\$0	0	\$0	\$0	1	\$220,000	\$220,000
Napili/Kahana/Honokowai	0	\$0	\$0	0	\$0	\$0	2	\$520,000	\$260,000
Olowalu	0	\$0	\$0	0	\$0	\$0	1	\$3,775,000	3,775,000
Pukalani	0	\$0	\$0	1	\$200,000	\$200,000	0	\$0	\$0
Sprecklesville/Paia/Kuau	1	\$575,000	\$575,000	0	\$0	\$0	0	\$0	\$0
Wailea/Makena	0	\$0	\$0	2	\$3,300,000	1,650,000	1	\$1,225,000	1,225,000
Maui Summary :	20	\$13,682,366	\$575,000	19	\$11,530,500	\$510,000	20	\$14,157,275	\$267,500

# Sales Unit Volume By Month



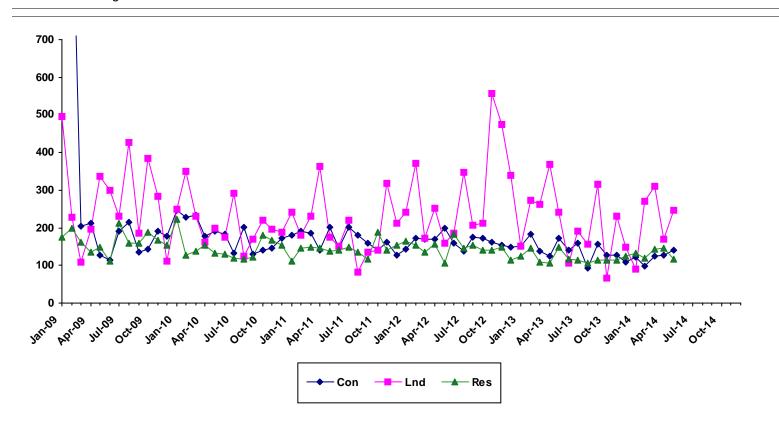
		2009			2010			2011			2012			2013			2014	
Month	Single Family	Condo	Land															
Jan	31	110	3	48	75	12	54	87	9	50	91	9	63	63	7	65	94	13
Feb	34	84	6	54	95	7	59	98	7	78	83	12	66	101	14	60	88	12
Mar	56	71	14	72	125	12	89	125	11	82	130	22	80	101	25	69	127	15
Apr	50	42	11	91	162	15	89	120	14	79	129	8	79	144	14	84	136	19
May	60	52	8	81	105	16	71	114	15	65	113	16	109	139	20	85	116	20
Jun	65	56	8	81	106	9	81	102	14	86	122	13	93	125	17			
Jul	59	78	12	61	69	15	68	98	14	76	82	12	93	112	13			
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	99	21			
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



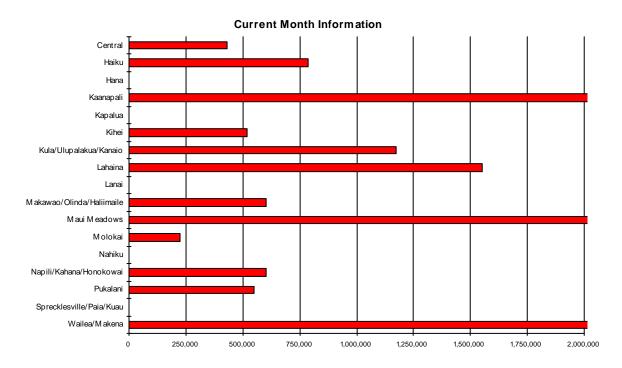
	20	009			2010			2011			2012			2013			2014	
Month	Single C Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo		Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	558000 82	20000	70000	464500	404000	516300	495415	295000	300000	399000	330000	350000	550000	297000	675000	695000	441000	370000
Feb	545000 69	92500	262500	504150	424000	350000	440000	371200	282500	513750	287000	333925	537500	360000	502500	560000	345000	447500
Mar	504500 48	80000	1669250	460000	499000	600000	450000	289000	500000	435000	368043	467500	509500	375000	535000	596000	420000	515000
Apr	497000 4	11000	1100000	465000	450000	540000	500000	338603	382500	469000	399000	365000	470000	370000	479500	583000	403500	510000
May	482500 39	99000	665000	442000	410000	547500	418000	349500	275000	382000	336000	330000	549000	380000	267500	540000	476000	575000
Jun	495000 48	84500	441000	480000	435000	360000	429000	294500	302000	575500	372990	310000	599000	400000	469260			
Jul	532000 41	7000	322500	500000	390000	400000	394500	320000	340000	488000	332000	422500	488000	357625	425000			
Aug	500000 37	71250	999990	460000	310000	387500	410000	266000	189500	509000	342450	350000	585000	420000	350000			
Sep	440000 30	07500	712500	440000	315635	285000	412000	334950	330000	425000	325000	238000	470000	345000	335000			
Oct	488500 40	00842	382450	427500	320000	207500	482500	310000	465000	485000	349995	250000	540000	360000	376000			
Nov	465000 39	99000	450000	445000	349990	425000	422500	265000	505000	465000	400000	455000	515000	350000	547371			
Dec	477000 40	01500	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	141	247
Jun	111	115	300	131	184	174	141	145	150	183	158	186	116	142	105			
Jul	212	190	230	119	132	292	150	201	219	146	138	347	146	159	192			
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	128	67			
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

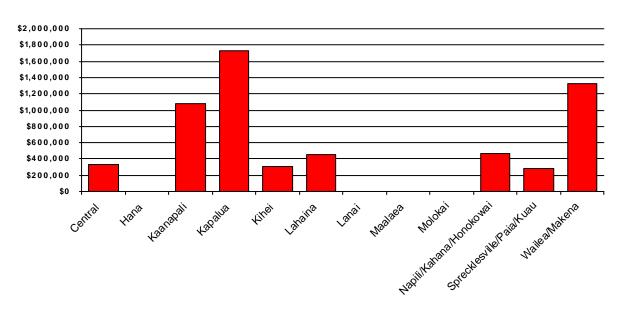


Area	<b>Current Month</b>	Previous Month	Year Ago Month
Central	\$429,000	\$429,973	\$451,700
Haiku	\$785,000	\$800,000	\$508,500
Hana	\$0	\$168,000	\$709,000
Kaanapali	\$3,035,000	\$1,675,000	\$1,315,000
Kapalua	\$0	\$3,250,000	\$2,975,000
Kihei	\$517,125	\$667,825	\$568,500
Kula/Ulupalakua/Kanaio	\$1,175,000	\$875,000	\$519,500
Lahaina	\$1,550,000	\$905,000	\$542,250
Lanai	\$0	\$625,000	\$222,500
Makawao/Olinda/Haliimaile	\$600,000	\$693,750	\$675,000
Maui Meadows	\$3,000,000	\$887,500	\$1,400,000
Molokai	\$224,000	\$0	\$858,900
Nahiku	\$0	\$233,000	<b>\$0</b>
Napili/Kahana/Honokowai	\$600,000	\$575,000	\$662,000
Pukalani	\$547,500	\$583,000	\$549,000
Sprecklesville/Paia/Kuau	\$0	\$644,500	\$750,000
Wailea/Makena	\$2,467,500	\$5,900,000	\$4,000,000

## **Condominium Median Prices by Area**

For Month Ending 5/31/2014

#### **Current Month Information**

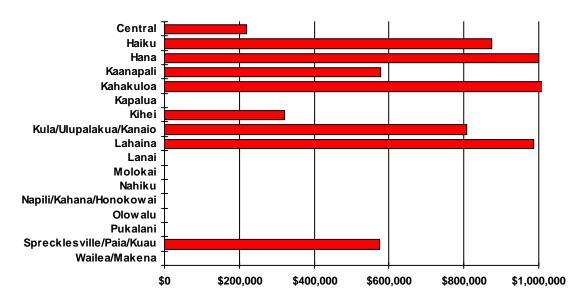


Area	<b>Current Month</b>	Previous Month	Year Ago Month
Central	\$330,000	\$269,250	\$270,000
Hana	\$0	\$0	\$475,000
Kaanapali	\$1,075,000	\$767,500	\$700,000
Kapalua	\$1,725,000	\$1,062,500	\$639,500
Kihei	\$310,000	\$315,000	\$364,000
Lahaina	\$460,000	\$685,000	\$370,835
Lanai	\$0	\$1,300,000	\$1,500,000
Maalaea	\$0	\$530,000	\$327,500
Molokai	\$0	\$140,000	<b>\$0</b>
Napili/Kahana/Honokowai	\$463,000	\$365,000	\$395,000
Sprecklesville/Paia/Kuau	\$279,000	\$270,000	\$295,000
Wailea/Makena	\$1,325,000	\$1,006,250	\$960,000

## **Land Median Prices by Area**

For Month Ending 5/31/2014

#### **Current Month Information**



Area	<b>Current Month</b>	Previous Month	Year Ago Month
Central	\$218,000	\$193,000	\$223,875
Haiku	\$875,000	\$750,000	\$400,000
Hana	\$1,000,000	\$510,000	\$175,000
Kaanapali	\$577,866	\$576,000	\$608,263
Kahakuloa	\$1,600,000	\$0	\$235,000
Kapalua	\$0	\$0	\$1,098,000
Kihei	\$320,000	\$0	\$280,000
Kula/Ulupalakua/Kanaio	\$807,000	\$475,000	\$1,800,000
Lahaina	\$987,500	\$575,000	<b>\$0</b>
Lanai	\$0	\$0	\$140,000
Molokai	\$0	\$87,500	\$95,000
Nahiku	\$0	\$0	\$220,000
Napili/Kahana/Honokowai	\$0	\$0	\$260,000
Olowalu	\$0	\$0	\$3,775,000
Pukalani	\$0	\$200,000	<b>\$0</b>
Sprecklesville/Paia/Kuau	\$575,000	\$0	<b>\$0</b>
Wailea/Makena	\$0	\$1,650,000	\$1,225,000

## **Single Family Year To Date Sales Information**

	Nu	ımber of	Sales		Avei	rage Sales Pr	ice	Med	dian Sales Pri	ice	Total 1	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	105	117	-12	-10%	\$451,153	\$456,347	-1%	\$423,286	\$407,938	4%	\$47,371,041	\$53,392,564	4 -11%
Haiku	26	33	-7	-21%	\$857,750	\$679,744	26%	\$792,500	\$600,000	32%	\$22,301,500	\$22,431,550	-1%
Hana	2	2	0	0%	\$459,000	\$709,000	-35%	\$459,000	\$709,000	-35%	\$918,000	\$1,418,000	-35%
Kaanapali	9	9	0	0%	\$2,055,902	\$1,659,444	24%	\$1,800,000	\$1,500,000	20%	\$18,503,120	\$14,935,000	) 24%
Kahakuloa	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	) N/A
Kapalua	5	6	-1	-17%	\$3,419,400	\$3,882,500	-12%	\$3,250,000	\$2,975,000	9%	\$17,097,000	\$23,295,000	-27%
Keanae	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	) N/A
Kihei	73	66	7	11%	\$807,352	\$627,889	29%	\$596,000	\$512,050	16%	\$58,936,674	\$41,440,649	42%
Kula/Ulupalakua/Kanaio	25	24	1	4%	\$965,851	\$713,646	35%	\$865,000	\$565,000	53%	\$24,146,280	\$17,127,500	) 41%
Lahaina	20	19	1	5%	\$1,295,625	\$730,937	77%	\$1,223,750	\$550,000	123%	\$25,912,500	\$13,887,800	87%
Lanai	9	12	-3	-25%	\$1,105,000	\$597,292	85%	\$440,000	\$305,000	44%	\$9,945,000	\$7,167,500	39%
Makawao/Olinda/Haliimaile	23	16	7	44%	\$553,424	\$564,494	-2%	\$561,250	\$430,750	30%	\$12,728,750	\$9,031,900	) 41%
Maui Meadows	7	12	-5	-42%	\$2,227,186	\$1,161,917	92%	\$1,175,000	\$1,325,000	-11%	\$15,590,300	\$13,943,000	) 12%
Molokai	4	7	-3	-43%	\$277,250	\$493,813	-44%	\$237,000	\$358,000	-34%	\$1,109,000	\$3,456,688	-68%
Nahiku	1	0	1	N/A	\$233,000	\$0	N/A	\$233,000	\$0	N/A	\$233,000	\$0	) N/A
Napili/Kahana/Honokowai	11	15	-4	-27%	\$1,213,627	\$745,300	63%	\$690,000	\$730,000	-5%	\$13,349,900	\$11,179,498	3 19%
Olowalu	1	0	1	N/A	\$1,425,000	\$0	N/A	\$1,425,000	\$0	N/A	\$1,425,000	\$0	) N/A
Pukalani	16	29	-13	-45%	\$667,344	\$509,931	31%	\$578,250	\$508,000	14%	\$10,677,500	\$14,788,000	-28%
Sprecklesville/Paia/Kuau	11	14	-3	-21%	\$2,774,318	\$1,219,750	127%	\$1,375,000	\$617,000	123%	\$30,517,500	\$17,076,500	79%
Wailea/Makena	15	16	-1	-6%	\$3,318,033	\$3,959,219	-16%	\$2,108,000	\$3,375,000	-38%	\$49,770,500	\$63,347,499	-21%
Maui Summary:	363	397	-34	-9%	\$993,203	\$825,992	20%	\$577,500	\$530,000	9%	\$360,532,565	\$327,918,648	3 10%

#### **Condominium Year To Date Sales Information**

	Nu	ımber of	Sales		Ave	rage Sales Pr	Me	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	67	58	9	16%	\$271,657	\$232,682	17%	\$265,000	\$244,250	8%	\$18,201,000	\$13,495,540	) 35%
Hana	0	1		-100%	\$0	\$475,000		\$0	\$475,000		\$0	\$475,000	
Kaanapali	85	74	11	15%	\$1,190,408	\$924,542		\$824,900	\$687,450		\$101,184,700	\$68,416,105	
Kapalua	16	15	1	7%	\$1,453,156	\$1,124,767	29%	\$1,087,000	\$795,000		\$23,250,499	\$16,871,500	38%
Kihei	196	179	17	9%	\$387,523	\$367,995	5%	\$313,500	\$320,000	-2%	\$75,954,415	\$65,871,134	15%
Lahaina	31	43	-12	-28%	\$582,452	\$342,294	70%	\$450,000	\$350,300	28%	\$18,056,000	\$14,718,644	23%
Lanai	3	8	-5	-63%	\$1,583,333	\$494,588	220%	\$1,700,000	\$97,375	1646%	\$4,750,000	\$3,956,700	20%
Maalaea	12	22	-10	-45%	\$540,458	\$327,002	65%	\$530,000	\$322,500	64%	\$6,485,500	\$7,194,050	-10%
Molokai	5	3	2	67%	\$156,498	\$115,375	36%	\$140,000	\$91,000	54%	\$782,490	\$346,125	126%
Napili/Kahana/Honokowai	101	86	15	17%	\$437,235	\$386,837	13%	\$375,000	\$347,500	8%	\$44,160,709	\$33,267,950	33%
Pukalani	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	) N/A
Sprecklesville/Paia/Kuau	2	3	-1	-33%	\$274,500	\$263,000	4%	\$274,500	\$294,000	-7%	\$549,000	\$789,000	-30%
Wailea/Makena	43	56	-13	-23%	\$1,564,495	\$1,190,754	31%	\$1,012,500	\$877,000	15%	\$67,273,274	\$66,682,248	3 1%
Maui Summary:	561	548	13	2%	\$642,866	\$533,000	21%	\$420,000	\$371,750	13%	\$360,647,587	\$292,083,996	5 23%

# Fee Simple Condominium Year To Date Sales Information

Area	Nu	ımber of	Sales		Avei	rage Sales Pr	ice	Me	dian Sales Pri	ice	Total Dollar Volume		
	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	67	58	9	16%	\$271,657	\$232,682	17%	\$265,000	\$244,250	8%	\$18,201,000	\$13,495,540	35%
Hana	0	1	-1	-100%	\$0	\$475,000	-100%	\$0	\$475,000		\$0	\$475,000	-100%
Kaanapali	78	69	9	13%	\$1,268,394	\$973,545	30%	\$964,950	\$700,000	38%	\$98,934,700	\$67,174,605	47%
Kapalua	16	15	1	7%	\$1,453,156	\$1,124,767	29%	\$1,087,000	\$795,000	37%	\$23,250,499	\$16,871,500	38%
Kihei	195	178	17	10%	\$387,705	\$368,377	5%	\$312,000	\$322,500	-3%	\$75,602,415	\$65,571,134	15%
Lahaina	29	40	-11	-28%	\$614,069	\$361,116	70%	\$450,000	\$369,000	22%	\$17,808,000	\$14,444,644	23%
Lanai	3	8	-5	-63%	\$1,583,333	\$494,588	220%	\$1,700,000	\$97,375	1646%	\$4,750,000	\$3,956,700	20%
Maalaea	12	18	-6	-33%	\$540,458	\$344,806	57%	\$530,000	\$343,750	54%	\$6,485,500	\$6,206,500	4%
Molokai	5	3	2	67%	\$156,498	\$115,375	36%	\$140,000	\$91,000	54%	\$782,490	\$346,125	126%
Napili/Kahana/Honokowai	90	72	18	25%	\$430,010	\$410,923	5%	\$375,000	\$352,500	6%	\$38,700,909	\$29,586,450	31%
Pukalani	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Sprecklesville/Paia/Kuau	2	3	-1	-33%	\$274,500	\$263,000	4%	\$274,500	\$294,000	-7%	\$549,000	\$789,000	-30%
Wailea/Makena	43	56	-13	-23%	\$1,564,495	\$1,190,754	31%	\$1,012,500	\$877,000	15%	\$67,273,274	\$66,682,248	1%
Maui Summary:	540	521	19	4%	\$652,477	\$548,176	19%	\$425,000	\$375,000	13%	\$352,337,787	\$285,599,446	23%

#### **Leasehold Condominium Year To Date Sales Information**

Area	Number of Sales				Ave	rage Sales Pr	ice	Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD		anges ts %	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago I YTD Volume	Percent Change
Kaanapali	7	5	2	40%	\$321,429	\$248,300	29%	\$248,500	\$248,000	0%	\$2,250,000	\$1,241,500	81%
Kihei	1	1	0	0%	\$352,000	\$300,000	17%	\$352,000	\$300,000	17%	\$352,000	\$300,000	17%
Lahaina	2	3	-1	-33%	\$124,000	\$91,333	36%	\$124,000	\$102,000	22%	\$248,000	\$274,000	-9%
Maalaea	0	4	-4	-100%	\$0	\$246,888	-100%	\$0	\$255,000	-100%	\$0	\$987,550	-100%
Napili/Kahana/Honokowai	11	14	-3	-21%	\$496,345	\$262,964	89%	\$300,000	\$248,750	21%	\$5,459,800	\$3,681,500	48%
Maui Summary:	21	27	-6	-22%	\$395,705	\$240,169	65%	\$248,500	\$235,000	6%	\$8,309,800	\$6,484,550	28%

#### **Land Year To Date Sales Information**

	Nu	mber of	Sales		Avei	age Sales Pr	ice	Med	dian Sales Pri	ce	Total Dollar Volume		
Area	Current YTD Sales	Year Ago YTD		anges s %	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume		Percent Change
Central	8	7	1	14%	\$360,813	\$399,162	-10%	\$246,500	\$249,000	-1%	\$2,886,500	\$2,794,135	3%
Haiku	6	12	-6	-50%	\$783,333	\$529,083	48%	\$560,000	\$399,500	40%	\$4,700,000	\$6,349,000	-26%
Hana	6	1	5	500%	\$1,206,167	\$175,000	589%	\$480,000	\$175,000	174%	\$7,236,999	\$175,000	4035%
Kaanapali	16	5	11	220%	\$610,476	\$641,077	-5%	\$576,933	\$715,000	-19%	\$9,767,616	\$3,205,387	205%
Kahakuloa	1	3	-2	-67%	\$1,600,000	\$233,333	586%	\$1,600,000	\$235,000	581%	\$1,600,000	\$699,999	129%
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
Kihei	9	8	1	13%	\$403,222	\$397,500	1%	\$320,000	\$310,000	3%	\$3,629,000	\$3,180,000	14%
Kula/Ulupalakua/Kanaio	11	7	4	57%	\$558,955	\$1,144,571	-51%	\$675,000	\$615,000	10%	\$6,148,500	\$8,012,000	-23%
Lahaina	7	5	2	40%	\$1,053,429	\$767,800	37%	\$730,000	\$784,000	-7%	\$7,374,000	\$3,839,000	92%
Lanai	0	3	-3	-100%	\$0	\$630,000	-100%	\$0	\$750,000	-100%	\$0	\$1,890,000	-100%
Makawao/Olinda/Haliimaile	3	1	2	200%	\$317,500	\$450,000	-29%	\$352,500	\$450,000	-22%	\$952,500	\$450,000	112%
Maui Meadows	0	2	-2	-100%	\$0	\$510,000	-100%	\$0	\$510,000	-100%	\$0	\$1,020,000	-100%
Molokai	2	6	-4	-67%	\$87,500	\$192,750	-55%	\$87,500	\$140,000	-38%	\$175,000	\$1,156,500	-85%
Nahiku	1	1	0	0%	\$227,500	\$220,000	3%	\$227,500	\$220,000	3%	\$227,500	\$220,000	3%
Napili/Kahana/Honokowai	2	3	-1	-33%	\$681,500	\$323,333	111%	\$681,500	\$275,000	148%	\$1,363,000	\$970,000	41%
Olowalu	0	1	-1	-100%	\$0	\$3,775,000	-100%	\$0	\$3,775,000	-100%	\$0	\$3,775,000	-100%
Pukalani	1	0	1	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A	\$200,000	\$0	) N/A
Sprecklesville/Paia/Kuau	1	4	-3	-75%	\$575,000	\$980,000	-41%	\$575,000	\$672,500	-14%	\$575,000	\$3,920,000	-85%
Wailea/Makena	4	6	-2	-33%	\$1,243,750	\$1,160,000	7%	\$1,355,000	\$1,150,000	18%	\$4,975,000	\$6,960,000	-29%
Maui Summary:	79	80	-1	-1%	\$669,438	\$687,363	-3%	\$512,000	\$450,000	14%	\$52,885,615	\$54,989,021	-4%