



**REALTORS®**  
*Association of  
 Maui, Inc.*

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March 12, 2014

## Maui February 2014 Statistics

Aloha all!

**SPECIAL NOTE:** Two Sales were incorrectly reported in January skewing our January Statistical Report; they have been corrected in our database, as well as this and future reports. **Please refer to this report's January Sales numbers for correct analysis.**

**Brief Maui Statistics Overview:**

**Page 4 - February's Sales Unit Volume** – Residential sales declined to 60 homes sold while Condominium sales decreased to 87 units sold. Land sales came in at 11 lots sold.

**Page 5 - February's Median SALES prices** –The Residential and Condo median prices decreased to \$560,000 and \$345,000 respectively. Land median price came in at \$400,000.

**Page 6 - Days on Market, Residential homes = 119, Condos = 99 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 – WARNING!! "Year to Date Sales" numbers compare only two months, January-February 2014 to January-February 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>

**Residential unit sales** decreased (125 homes sold / -4 units / -3% change YTD), average sold price = \$1,142,909 (+60%YTD), median price = \$585,000 (+6%YTD) and total dollar volume sold = \$142,863,582 (+55%YTD).

**Condo unit sales** increased (181 units / +17 units / +10%YTD), average sold price = \$572,457 (+23%YTD), median price = \$390,000 (+13%YTD). Total Condo dollar volume sold = \$103,614,752 (+35% 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 increased (24 lots / +3 units / +14% YTD), average sold price = \$669,021 (-22%), median price = \$385,000 (-31%), Total dollar volume = \$16,056,499 (-11% YTD).

**Total sales for immediate past 12 months: Residential = 977 (with 17.3% being REO or Short Sale), Condo = 1,357 (9.7% REO or SS), Land = 224 (9.4% REO or SS).**

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

**As of March 12, 2014 - Active/Pending-Continue to Show/Contingent status inventory:**

	Mar.'14	Feb.'14	Jan.'14	Dec.'13	Nov.	Oct.	Sept.	Aug.	July	June	May	April	Mar.'13
<b>Homes</b>	685	686	659	641	618	600	582	610	591	603	623	653	645
<b>Condos</b>	912	882	847	826	773	744	756	785	788	805	860	934	964
<b>Land</b>	413	402	396	400	405	398	399	387	397	398	405	408	427

**Current Absorption Rate** base on this month's Active/Pending-Continue to Show/Contingent status inventory divided by February Sales: Residential = 11.4 months, Condo = 10.5 months, Land = 37.5 months of inventory.

**For Absorption Rate enthusiasts who calculate only pure "Active," (not any pending/contingent) divided by February Sales: Residential 560 "Active" / 60 Sold = 9.3 months. Condo 752 / 87 Sold = 8.6 mos. Land 372 / 11 Sold = 33.8 months of inventory.**

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**IN A NUT SHELL..... Sales Unit numbers seesaw, Inventory growing due to rising Prices .....**

**Year-to-Date prices are rising. 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).**

Well priced properties are attracting multiple offers making for a quick sale. **Inventories in Residential and Condo classes are increasing** 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 priced right 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.

**First-Time Home Buyers – 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

For Month Ending 2/28/2014

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	15	\$6,079,272	\$404,195	13	\$5,148,395	\$404,000	16	\$5,959,000	\$349,500
Haiku	2	\$1,580,000	\$790,000	4	\$2,555,000	\$627,500	5	\$3,097,500	\$600,000
Hana	1	\$750,000	\$750,000	0	\$0	\$0	0	\$0	\$0
Kaanapali	1	\$3,083,120	\$3,083,120	2	\$4,165,000	\$2,082,500	2	\$5,000,000	\$2,500,000
Kapalua	1	\$1,700,000	\$1,700,000	0	\$0	\$0	1	\$1,795,000	\$1,795,000
Kihei	17	\$10,660,945	\$580,000	12	\$14,941,900	\$585,000	12	\$9,024,000	\$510,000
Kula/Ulupalakua/Kanaio	5	\$2,807,500	\$600,000	5	\$5,065,000	\$875,000	4	\$3,740,000	\$727,500
Lahaina	4	\$7,560,000	\$910,000	5	\$5,151,000	\$1,187,500	4	\$1,885,000	\$505,000
Lanai	2	\$800,000	\$400,000	2	\$6,440,000	\$3,220,000	2	\$1,340,000	\$670,000
Makawao/Olinda/Haliimaile	4	\$1,865,000	\$467,500	4	\$2,081,250	\$543,125	3	\$1,337,500	\$412,500
Maui Meadows	2	\$2,015,300	\$1,007,650	1	\$1,300,000	\$1,300,000	1	\$695,000	\$695,000
Molokai	0	\$0	\$0	1	\$250,000	\$250,000	0	\$0	\$0
Napili/Kahana/Honokowai	0	\$0	\$0	2	\$1,174,900	\$587,450	2	\$1,655,000	\$827,500
Olowalu	0	\$0	\$0	1	\$1,425,000	\$1,425,000	0	\$0	\$0
Pukalani	2	\$1,089,000	\$544,500	4	\$4,490,500	\$756,500	10	\$4,785,000	\$454,500
Sprecklesville/Paia/Kuau	2	\$9,115,000	\$4,557,500	3	\$12,513,000	\$4,000,000	2	\$984,000	\$492,000
Wailea/Makena	2	\$4,395,000	\$2,197,500	6	\$22,662,500	\$2,250,000	2	\$5,950,000	\$2,975,000
<b>Maui Summary :</b>	<b>60</b>	<b>\$53,500,137</b>	<b>\$560,000</b>	<b>65</b>	<b>\$89,363,445</b>	<b>\$695,000</b>	<b>66</b>	<b>\$47,247,000</b>	<b>\$537,500</b>

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## Condominium Monthly Sales Volume

For Month Ending 2/28/2014

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Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	10	\$2,928,500	\$323,500	9	\$1,085,000	\$72,500	13	\$2,642,480	\$217,000
Kaanapali	9	\$6,103,300	\$770,000	10	\$12,449,000	\$1,157,500	12	\$6,746,750	\$498,500
Kapalua	2	\$1,870,000	\$935,000	1	\$1,412,500	\$1,412,500	4	\$7,286,500	\$1,155,000
Kihei	29	\$11,789,268	\$305,000	32	\$14,855,401	\$400,000	36	\$13,855,877	\$338,000
Lahaina	2	\$1,710,000	\$855,000	5	\$4,294,000	\$490,000	2	\$411,500	\$205,750
Lanai	0	\$0	\$0	2	\$3,450,000	\$1,725,000	2	\$204,700	\$102,350
Maalaea	3	\$2,065,000	\$385,000	3	\$1,505,000	\$570,000	5	\$1,630,050	\$320,000
Molokai	3	\$419,990	\$129,990	1	\$222,500	\$222,500	0	\$0	\$0
Napili/Kahana/Honokowai	23	\$7,207,905	\$315,000	23	\$8,521,500	\$357,500	16	\$6,707,600	\$330,000
Wailea/Makena	6	\$11,455,888	\$1,800,444	8	\$10,270,000	\$860,000	11	\$11,312,000	\$815,000
<b>Maui Summary :</b>	<b>87</b>	<b>\$45,549,851</b>	<b>\$345,000</b>	<b>94</b>	<b>\$58,064,901</b>	<b>\$441,000</b>	<b>101</b>	<b>\$50,797,457</b>	<b>\$360,000</b>

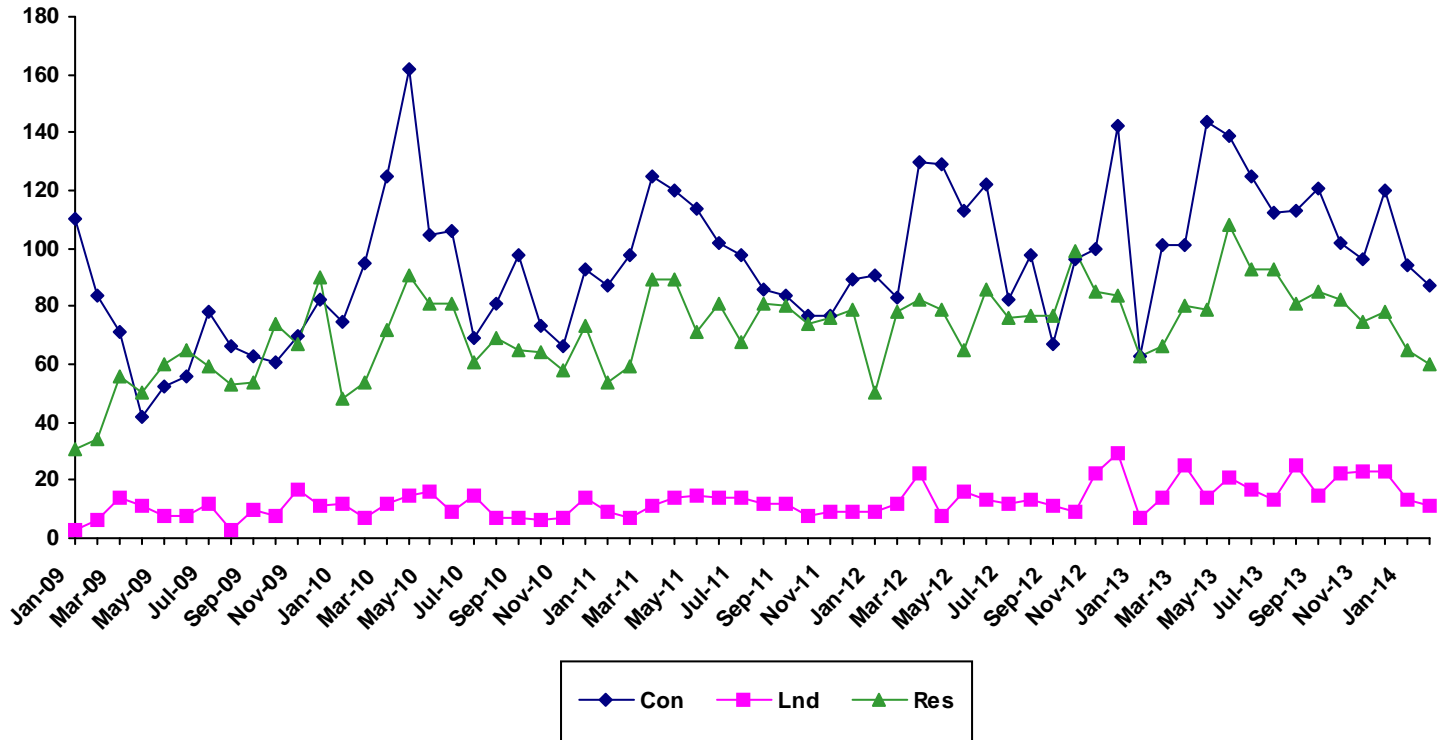
## Land Monthly Sales Volume

For Month Ending 2/28/2014

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	1	\$280,000	\$280,000	2	\$490,000	\$245,000	0	\$0	\$0
Haiku	0	\$0	\$0	1	\$370,000	\$370,000	2	\$539,000	\$269,500
Hana	1	\$360,000	\$360,000	1	\$4,587,999	\$4,587,999	0	\$0	\$0
Kaanapali	5	\$3,007,000	\$610,000	1	\$500,000	\$500,000	1	\$555,000	\$555,000
Kapalua	0	\$0	\$0	0	\$0	\$0	1	\$2,750,000	\$2,750,000
Kihei	1	\$327,000	\$327,000	2	\$1,270,000	\$635,000	1	\$700,000	\$700,000
Kula/Ulupalakua/Kanaio	1	\$82,500	\$82,500	1	\$549,000	\$549,000	2	\$665,000	\$332,500
Lahaina	1	\$730,000	\$730,000	0	\$0	\$0	2	\$1,654,000	\$827,000
Lanai	0	\$0	\$0	0	\$0	\$0	1	\$750,000	\$750,000
Makawao/Olinda/Haliimaile	1	\$400,000	\$400,000	1	\$352,500	\$352,500	1	\$450,000	\$450,000
Molokai	0	\$0	\$0	0	\$0	\$0	1	\$130,000	\$130,000
Nahiku	0	\$0	\$0	1	\$227,500	\$227,500	0	\$0	\$0
Napili/Kahana/Honokowai	0	\$0	\$0	2	\$1,363,000	\$681,500	0	\$0	\$0
Sprecklesville/Paia/Kuau	0	\$0	\$0	0	\$0	\$0	2	\$2,575,000	\$1,287,500
Wailea/Makena	0	\$0	\$0	1	\$1,160,000	\$1,160,000	0	\$0	\$0
<b>Maui Summary :</b>	<b>11</b>	<b>\$5,186,500</b>	<b>\$400,000</b>	<b>13</b>	<b>\$10,869,999</b>	<b>\$370,000</b>	<b>14</b>	<b>\$10,768,000</b>	<b>\$502,500</b>

# Sales Unit Volume By Month

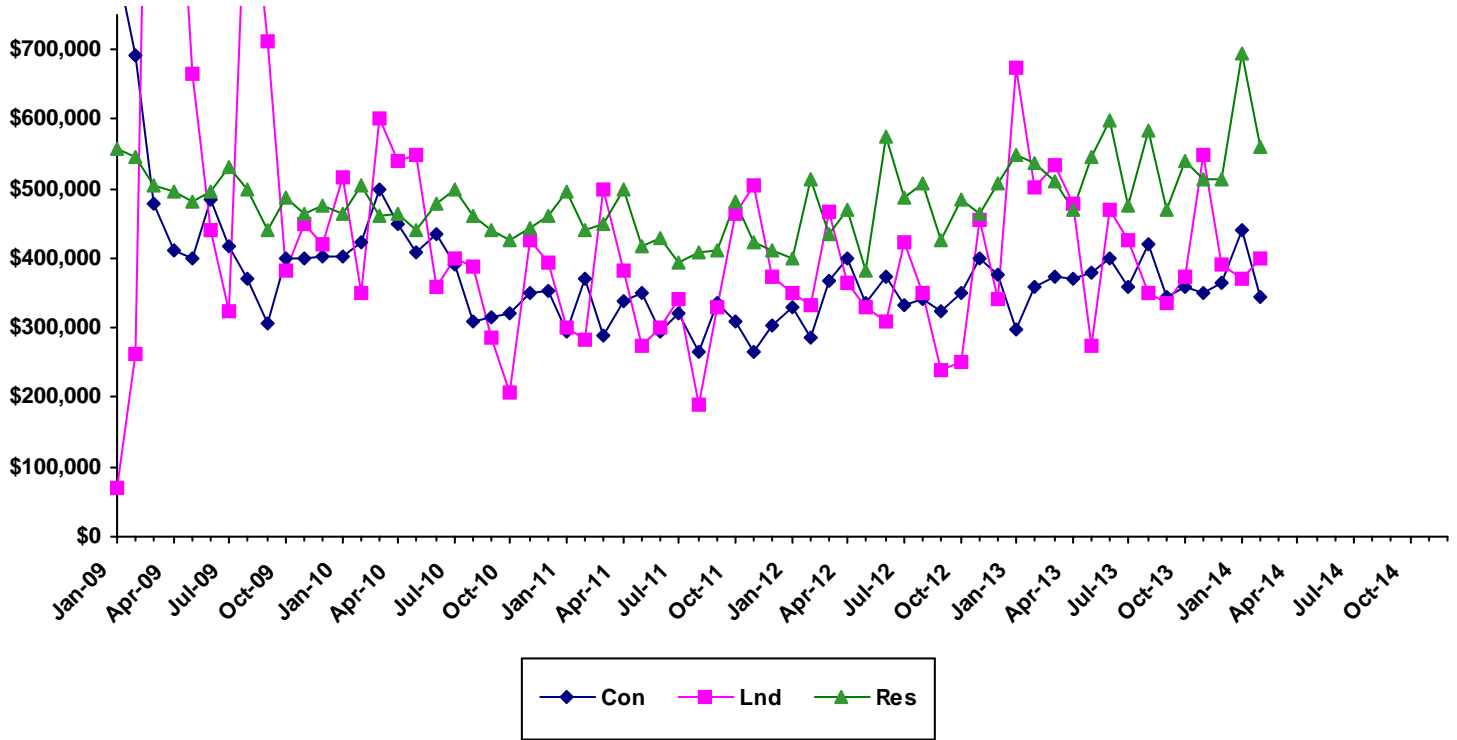
For Month Ending 2/28/2014



Month	2009			2010			2011			2012			2013			2014		
	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	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	87	11
Mar	56	71	14	72	125	12	89	125	11	82	130	22	80	101	25			
Apr	50	42	11	91	162	15	89	120	14	79	129	8	79	144	14			
May	60	52	8	81	105	16	71	114	15	65	113	16	108	139	21			
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	102	22			
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

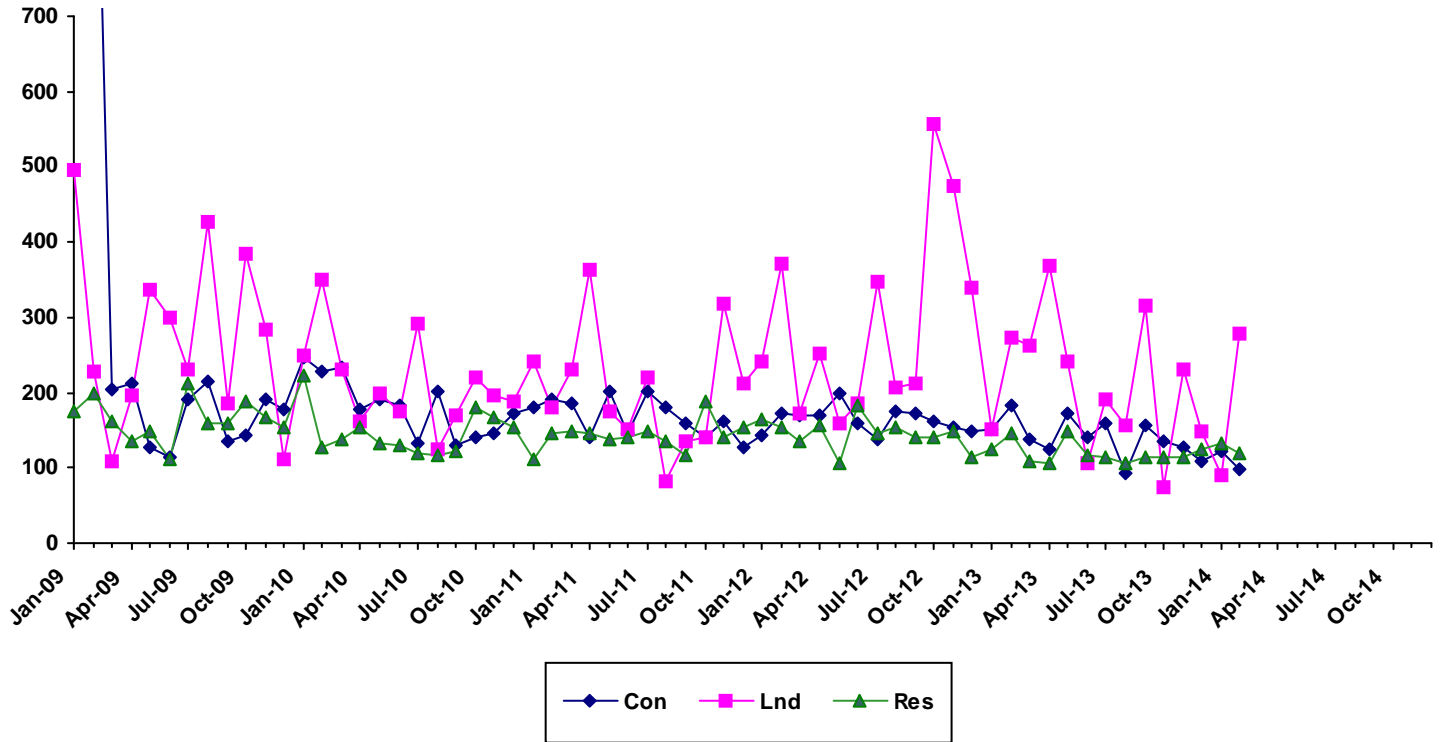
For Month Ending 2/28/2014



Month	2009			2010			2011			2012			2013			2014		
	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	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	400000
Mar	504500	480000	1669250	460000	499000	600000	450000	289000	500000	435000	368043	467500	509500	375000	535000			
Apr	497000	411000	1100000	465000	450000	540000	500000	338603	382500	469000	399000	365000	470000	370000	479500			
May	482500	399000	665000	442000	410000	547500	418000	349500	275000	382000	336000	330000	544500	380000	275000			
Jun	495000	484500	441000	480000	435000	360000	429000	294500	302000	575500	372990	310000	599000	400000	469260			
Jul	532000	417000	322500	500000	390000	400000	394500	320000	340000	488000	332000	422500	488000	357625	425000			
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	360000	373000			
Nov	465000	399000	450000	445000	349990	425000	422500	265000	505000	465000	400000	455000	515000	350000	547371			
Dec	477000	401500	420000	460000	352000	394850	411000	304000	375000	508000	376000	340000	512500	365000	390000			

# Sales Days on Market By Month

For Month Ending 2/28/2014



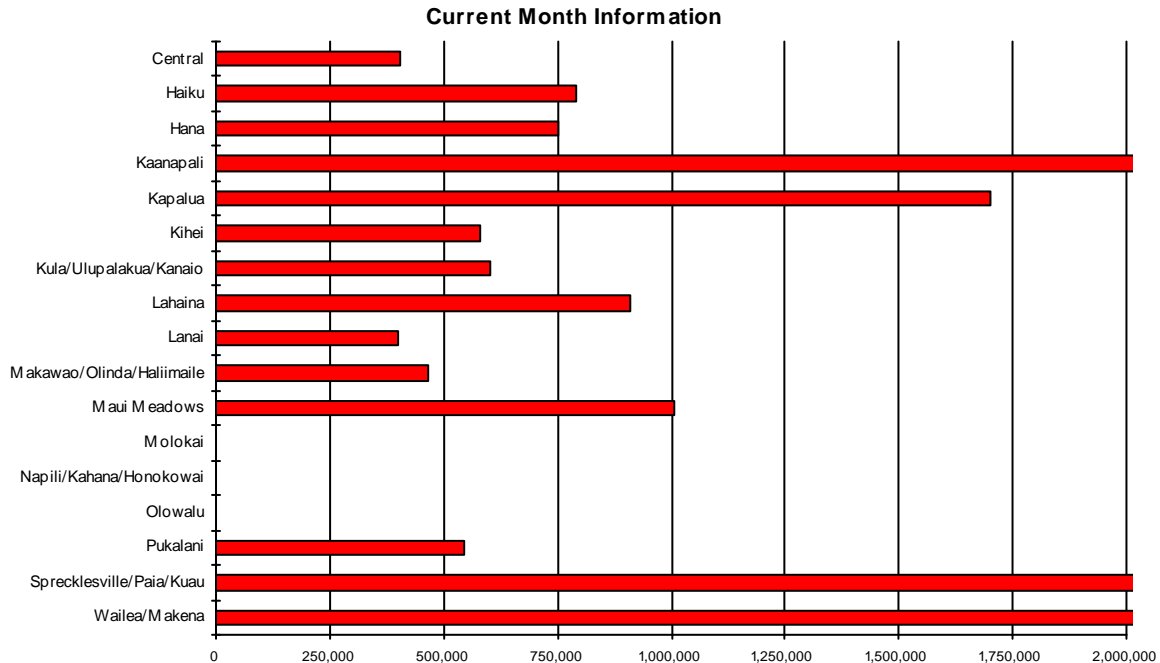
	2009			2010			2011			2012			2013			2014		
Month	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	176	1126	496	224	247	248	112	180	240	165	144	242	125	151	151	132	123	91
Feb	199	1152	228	127	229	351	147	192	180	153	172	371	147	183	273	119	99	279
Mar	163	203	108	138	233	230	150	185	231	136	171	173	110	137	263			
Apr	137	212	195	153	179	162	146	142	362	156	170	253	107	125	368			
May	150	127	337	132	192	200	138	201	175	106	198	159	149	173	241			
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	136	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			

SOURCE: REALTORS Association of Maui - [www.RAMaui.com](http://www.RAMaui.com)  
 MLS Sale data - Information deemed reliable, however not guaranteed



# Single Family Median Prices by Area

For Month Ending 2/28/2014

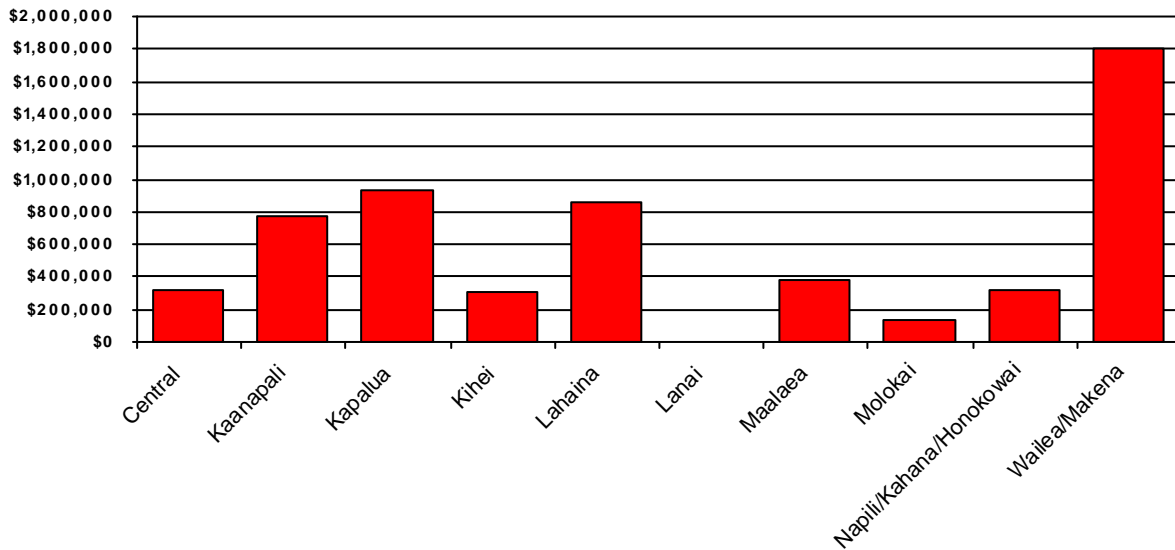


Area	Current Month	Previous Month	Year Ago Month
Central	\$404,195	\$404,000	\$349,500
Haiku	\$790,000	\$627,500	\$600,000
Hana	\$750,000	\$0	\$0
Kaanapali	\$3,083,120	\$2,082,500	\$2,500,000
Kapalua	\$1,700,000	\$0	\$1,795,000
Kihei	\$580,000	\$585,000	\$510,000
Kula/Ulupalakua/Kanaio	\$600,000	\$875,000	\$727,500
Lahaina	\$910,000	\$1,187,500	\$505,000
Lanai	\$400,000	\$3,220,000	\$670,000
Makawao/Olinda/Haliimaile	\$467,500	\$543,125	\$412,500
Maui Meadows	\$1,007,650	\$1,300,000	\$695,000
Molokai	\$0	\$250,000	\$0
Napili/Kahana/Honokowai	\$0	\$587,450	\$827,500
Olowalu	\$0	\$1,425,000	\$0
Pukalani	\$544,500	\$756,500	\$454,500
Sprecklesville/Paia/Kuau	\$4,557,500	\$4,000,000	\$492,000
Wailea/Makena	\$2,197,500	\$2,250,000	\$2,975,000

# Condominium Median Prices by Area

For Month Ending 2/28/2014

## Current Month Information

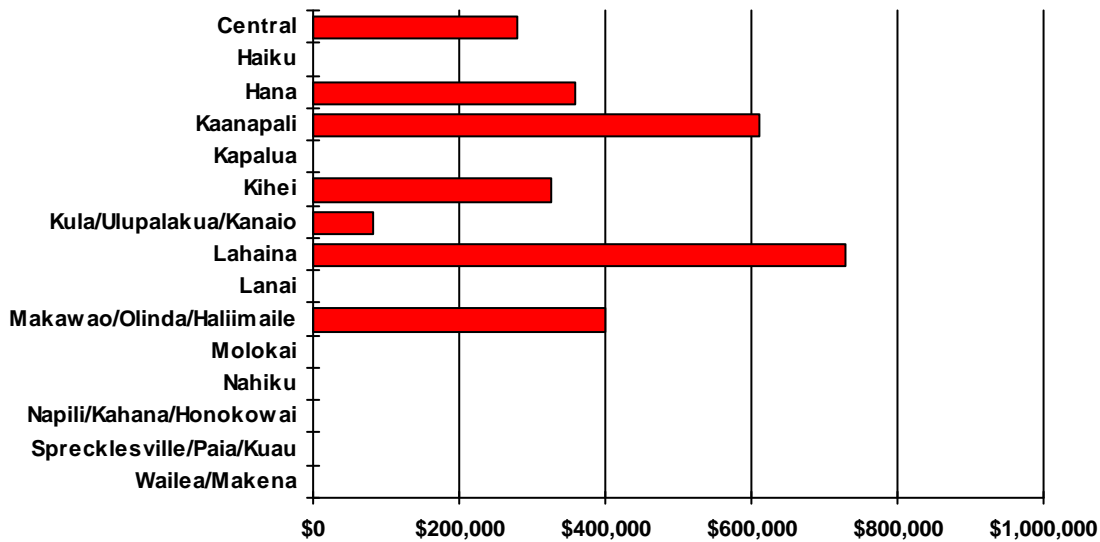


Area	Current Month	Previous Month	Year Ago Month
Central	\$323,500	\$72,500	\$217,000
Kaanapali	\$770,000	\$1,157,500	\$498,500
Kapalua	\$935,000	\$1,412,500	\$1,155,000
Kihei	\$305,000	\$400,000	\$338,000
Lahaina	\$855,000	\$490,000	\$205,750
Lanai	\$0	\$1,725,000	\$102,350
Maalaea	\$385,000	\$570,000	\$320,000
Molokai	\$129,990	\$222,500	\$0
Napili/Kahana/Honokowai	\$315,000	\$357,500	\$330,000
Wailea/Makena	\$1,800,444	\$860,000	\$815,000

# Land Median Prices by Area

For Month Ending 2/28/2014

## Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$280,000	\$245,000	\$0
Haiku	\$0	\$370,000	\$269,500
Hana	\$360,000	\$4,587,999	\$0
Kaanapali	\$610,000	\$500,000	\$555,000
Kapalua	\$0	\$0	\$2,750,000
Kihei	\$327,000	\$635,000	\$700,000
Kula/Ulupalakua/Kanaio	\$82,500	\$549,000	\$332,500
Lahaina	\$730,000	\$0	\$827,000
Lanai	\$0	\$0	\$750,000
Makawao/Olinda/Haliimaile	\$400,000	\$352,500	\$450,000
Molokai	\$0	\$0	\$130,000
Nahiku	\$0	\$227,500	\$0
Napili/Kahana/Honokowai	\$0	\$681,500	\$0
Sprecklesville/Paia/Kuau	\$0	\$0	\$1,287,500
Wailea/Makena	\$0	\$1,160,000	\$0

## Single Family Year To Date Sales Information

Comparing 1/1/2014 thru 2/28/2014 with 1/1/2013 thru 2/28/2013

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	%	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
<b>Central</b>	28	35	-7	-20%	\$400,988	\$435,821	-8%	\$404,098	\$408,515	-1%	\$11,227,667	\$15,253,727	-26%
<b>Haiku</b>	6	10	-4	-40%	\$689,167	\$570,890	21%	\$722,500	\$587,450	23%	\$4,135,000	\$5,708,900	-28%
<b>Hana</b>	1	0	1	N/A	\$750,000	\$0	N/A	\$750,000	\$0	N/A	\$750,000	\$0	N/A
<b>Kaanapali</b>	3	2	1	50%	\$2,416,040	\$2,500,000	-3%	\$2,565,000	\$2,500,000	3%	\$7,248,120	\$5,000,000	45%
<b>Kahakuloa</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kapalua</b>	1	1	0	0%	\$1,700,000	\$1,795,000	-5%	\$1,700,000	\$1,795,000	-5%	\$1,700,000	\$1,795,000	-5%
<b>Keanae</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kihei</b>	29	25	4	16%	\$882,857	\$645,382	37%	\$585,000	\$461,000	27%	\$25,602,845	\$16,134,550	59%
<b>Kula/Ulupalakua/Kanaio</b>	10	9	1	11%	\$787,250	\$731,556	8%	\$712,500	\$595,000	20%	\$7,872,500	\$6,584,000	20%
<b>Lahaina</b>	9	5	4	80%	\$1,412,333	\$507,760	178%	\$1,187,500	\$550,000	116%	\$12,711,000	\$2,538,800	401%
<b>Lanai</b>	4	3	1	33%	\$1,810,000	\$518,333	249%	\$495,000	\$550,000	-10%	\$7,240,000	\$1,555,000	366%
<b>Makawao/Olinda/Haliimaile</b>	8	6	2	33%	\$493,281	\$467,983	5%	\$500,000	\$389,950	28%	\$3,946,250	\$2,807,900	41%
<b>Maui Meadows</b>	3	2	1	50%	\$1,105,100	\$907,500	22%	\$1,050,000	\$907,500	16%	\$3,315,300	\$1,815,000	83%
<b>Molokai</b>	1	0	1	N/A	\$250,000	\$0	N/A	\$250,000	\$0	N/A	\$250,000	\$0	N/A
<b>Napili/Kahana/Honokowai</b>	2	6	-4	-67%	\$587,450	\$747,550	-21%	\$587,450	\$790,000	-26%	\$1,174,900	\$4,485,299	-74%
<b>Olowalu</b>	1	0	1	N/A	\$1,425,000	\$0	N/A	\$1,425,000	\$0	N/A	\$1,425,000	\$0	N/A
<b>Pukalani</b>	6	16	-10	-63%	\$929,917	\$516,563	80%	\$663,500	\$507,500	31%	\$5,579,500	\$8,265,000	-32%
<b>Sprecklesville/Paia/Kuau</b>	5	4	1	25%	\$4,325,600	\$508,500	751%	\$4,000,000	\$497,000	705%	\$21,628,000	\$2,034,000	963%
<b>Wailea/Makena</b>	8	5	3	60%	\$3,382,188	\$3,626,000	-7%	\$2,197,500	\$1,999,999	10%	\$27,057,500	\$18,129,999	49%
<b>Maui Summary:</b>	125	129	-4	-3%	\$1,142,909	\$714,009	60%	\$585,000	\$550,000	6%	\$142,863,582	\$92,107,175	55%

## Condominium Year To Date Sales Information

Comparing 1/1/2014 thru 2/28/2014 with 1/1/2013 thru 2/28/2013

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	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
<b>Central</b>	19	24	-5	-21%	\$211,237	\$201,478	5%	\$160,000	\$216,000	-26%	\$4,013,500	\$4,835,480	-17%
<b>Hana</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kaanapali</b>	19	16	3	19%	\$976,437	\$772,816	26%	\$820,000	\$623,750	31%	\$18,552,300	\$12,365,050	50%
<b>Kapalua</b>	3	6	-3	-50%	\$1,094,167	\$1,435,250	-24%	\$1,250,000	\$957,500	31%	\$3,282,500	\$8,611,500	-62%
<b>Kihei</b>	61	61	0	0%	\$436,798	\$370,190	18%	\$335,000	\$325,000	3%	\$26,644,669	\$22,581,617	18%
<b>Lahaina</b>	7	6	1	17%	\$857,714	\$277,417	209%	\$490,000	\$330,000	48%	\$6,004,000	\$1,664,500	261%
<b>Lanai</b>	2	2	0	0%	\$1,725,000	\$102,350	1585%	\$1,725,000	\$102,350	1585%	\$3,450,000	\$204,700	1585%
<b>Maalaea</b>	6	8	-2	-25%	\$595,000	\$348,756	71%	\$477,500	\$345,000	38%	\$3,570,000	\$2,790,050	28%
<b>Molokai</b>	4	1	3	300%	\$160,623	\$91,000	77%	\$164,995	\$91,000	81%	\$642,490	\$91,000	606%
<b>Napili/Kahana/Honokowai</b>	46	26	20	77%	\$341,944	\$417,735	-18%	\$335,000	\$370,000	-9%	\$15,729,405	\$10,861,100	45%
<b>Pukalani</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Sprecklesville/Paia/Kuau</b>	0	1	-1	-100%	\$0	\$200,000	-100%	\$0	\$200,000	-100%	\$0	\$200,000	-100%
<b>Wailea/Makena</b>	14	13	1	8%	\$1,551,849	\$954,192	63%	\$1,085,000	\$775,000	40%	\$21,725,888	\$12,404,500	75%
<b>Maui Summary:</b>	181	164	17	10%	\$572,457	\$467,131	23%	\$390,000	\$344,000	13%	\$103,614,752	\$76,609,497	35%

## Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2014 thru 2/28/2014 with 1/1/2013 thru 2/28/2013

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	%	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
<b>Central</b>	19	24	-5	-21%	\$211,237	\$201,478	5%	\$160,000	\$216,000	-26%	\$4,013,500	\$4,835,480	-17%
<b>Hana</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kaanapali</b>	16	15	1	7%	\$1,105,550	\$807,670	37%	\$1,075,000	\$640,000	68%	\$17,688,800	\$12,115,050	46%
<b>Kapalua</b>	3	6	-3	-50%	\$1,094,167	\$1,435,250	-24%	\$1,250,000	\$957,500	31%	\$3,282,500	\$8,611,500	-62%
<b>Kihei</b>	61	61	0	0%	\$436,798	\$370,190	18%	\$335,000	\$325,000	3%	\$26,644,669	\$22,581,617	18%
<b>Lahaina</b>	7	6	1	17%	\$857,714	\$277,417	209%	\$490,000	\$330,000	48%	\$6,004,000	\$1,664,500	261%
<b>Lanai</b>	2	2	0	0%	\$1,725,000	\$102,350	1585%	\$1,725,000	\$102,350	1585%	\$3,450,000	\$204,700	1585%
<b>Maalaea</b>	6	6	0	0%	\$595,000	\$387,500	54%	\$477,500	\$395,000	21%	\$3,570,000	\$2,325,000	54%
<b>Molokai</b>	4	1	3	300%	\$160,623	\$91,000	77%	\$164,995	\$91,000	81%	\$642,490	\$91,000	606%
<b>Napili/Kahana/Honokowai</b>	45	23	22	96%	\$347,942	\$446,504	-22%	\$345,000	\$400,000	-14%	\$15,657,405	\$10,269,600	52%
<b>Pukalani</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Sprecklesville/Paia/Kuau</b>	0	1	-1	-100%	\$0	\$200,000	-100%	\$0	\$200,000	-100%	\$0	\$200,000	-100%
<b>Wailea/Makena</b>	14	13	1	8%	\$1,551,849	\$954,192	63%	\$1,085,000	\$775,000	40%	\$21,725,888	\$12,404,500	75%
<b>Maui Summary:</b>	177	158	19	12%	\$580,109	\$476,601	22%	\$400,000	\$359,490	11%	\$102,679,252	\$75,302,947	36%

## Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2014 thru 2/28/2014 with 1/1/2013 thru 2/28/2013

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	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
<b>Kaanapali</b>	3	1	2	200%	\$287,833	\$250,000	15%	\$265,000	\$250,000	6%	\$863,500	\$250,000	245%
<b>Kihei</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Lahaina</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Maalaea</b>	0	2	-2	-100%	\$0	\$232,525	-100%	\$0	\$232,525	-100%	\$0	\$465,050	-100%
<b>Napili/Kahana/Honokowai</b>	1	3	-2	-67%	\$72,000	\$197,167	-63%	\$72,000	\$215,000	-67%	\$72,000	\$591,500	-88%
<b>Maui Summary:</b>	4	6	-2	-33%	\$233,875	\$217,758	7%	\$256,750	\$232,500	10%	\$935,500	\$1,306,550	-28%

## Land Year To Date Sales Information

Comparing 1/1/2014 thru 2/28/2014 with 1/1/2013 thru 2/28/2013

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	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
<b>Central</b>	3	0	3	N/A	\$256,667	\$0	N/A	\$275,000	\$0	N/A	\$770,000	\$0	N/A
<b>Haiku</b>	1	3	-2	-67%	\$370,000	\$267,000	39%	\$370,000	\$262,000	41%	\$370,000	\$801,000	-54%
<b>Hana</b>	2	0	2	N/A	\$2,474,000	\$0	N/A	\$2,474,000	\$0	N/A	\$4,947,999	\$0	N/A
<b>Kaanapali</b>	6	2	4	200%	\$584,500	\$635,000	-8%	\$555,000	\$635,000	-13%	\$3,507,000	\$1,270,000	176%
<b>Kahakuloa</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kapalua</b>	0	1	-1	-100%	\$0	\$2,750,000	-100%	\$0	\$2,750,000	-100%	\$0	\$2,750,000	-100%
<b>Kaupo</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kihei</b>	3	1	2	200%	\$532,333	\$700,000	-24%	\$327,000	\$700,000	-53%	\$1,597,000	\$700,000	128%
<b>Kula/Ulupalakua/Kanaio</b>	2	4	-2	-50%	\$315,750	\$1,324,500	-76%	\$315,750	\$537,500	-41%	\$631,500	\$5,298,000	-88%
<b>Lahaina</b>	1	2	-1	-50%	\$730,000	\$827,000	-12%	\$730,000	\$827,000	-12%	\$730,000	\$1,654,000	-56%
<b>Lanai</b>	0	1	-1	-100%	\$0	\$750,000	-100%	\$0	\$750,000	-100%	\$0	\$750,000	-100%
<b>Makawao/Olinda/Haliimaile</b>	2	1	1	100%	\$376,250	\$450,000	-16%	\$376,250	\$450,000	-16%	\$752,500	\$450,000	67%
<b>Maui Meadows</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Molokai</b>	0	2	-2	-100%	\$0	\$208,500	-100%	\$0	\$208,500	-100%	\$0	\$417,000	-100%
<b>Nahiku</b>	1	0	1	N/A	\$227,500	\$0	N/A	\$227,500	\$0	N/A	\$227,500	\$0	N/A
<b>Napili/Kahana/Honokowai</b>	2	0	2	N/A	\$681,500	\$0	N/A	\$681,500	\$0	N/A	\$1,363,000	\$0	N/A
<b>Olowalu</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Pukalani</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Sprecklesville/Paia/Kuau</b>	0	4	-4	-100%	\$0	\$980,000	-100%	\$0	\$672,500	-100%	\$0	\$3,920,000	-100%
<b>Wailea/Makena</b>	1	0	1	N/A	\$1,160,000	\$0	N/A	\$1,160,000	\$0	N/A	\$1,160,000	\$0	N/A
<b>Maui Summary:</b>	24	21	3	14%	\$669,021	\$857,619	-22%	\$385,000	\$555,000	-31%	\$16,056,499	\$18,010,000	-11%