



REALTORS®
*Association of
 Maui, Inc.*

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July 10, 2014
 Aloha all!

Maui June 2014 Statistics

Brief Maui Statistics Overview:

Page 4 - June's Sales Unit Volume – Residential sales increased to 91 homes sold while Condominium sales decreased to 94 units sold. Land sales came in at 18 lots sold.

Page 5 - June's Median SALES prices –The Residential median price decreased slightly to \$535,000 and Condo median price decreased to \$444,500. Land median price decreased to \$545,500.

Page 6 - Days on Market, Residential homes = 119, Condos = 122 DOM, Land = 233 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-June 2014 to January-June 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 (454 homes sold / -36 units / -7% change YTD), average sold price = \$962,620 (+17%YTD), median price = \$575,000 (+7%YTD) and total dollar volume sold = \$437,029,609 (+9%YTD).

YTD - Condo unit sales decreased (656 units sold / -17 units / -3%YTD), average sold price = \$641,164 (+20%YTD), median price = \$422,750 (+13%YTD). Total Condo dollar volume sold = \$420,603,811 (+17% 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 exactly matches 2013 YTD (97 lots / 0 units change / 0% YTD), average sold price = \$635,665 (-18%), median price = \$515,000 (14%), Total dollar volume = \$61,659,475 (-18% YTD).

Total sales for immediate past 12 months: Residential = 949 (with 15.4% being REO or Short Sale), Condo = 1,321 (8.7% REO or SS), Land = 218 (7.8% REO or SS).

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

As of July 10, 2014 - Active/Pending-Continue to Show/Contingent status inventory:

	July '14	June	May	April	Mar.	Feb.	Jan.'14	Dec.'13	Nov.	Oct.	Sept.	Aug.	July '13
Homes	688	666	682	696	685	686	659	641	618	600	582	610	591
Condos	868	854	856	899	912	882	847	826	773	744	756	785	788
Land	406	405	399	404	413	402	396	400	405	398	399	387	397

Current Absorption Rate base on this month's Active/Pending-Continue to Show/Contingent status inventory divided by June Sales: Residential = 7.6 months, Condo = 9.2 months, Land = 22.5 months of inventory.

For Absorption Rate enthusiasts who calculate only pure "Active," (not any pending/contingent) divided by June Sales: Residential 560 "Active" / 91 Sold = 6.2 months. Condo 758 / 94 Sold = 8 mos. Land 386 / 18 Sold = 18 months of inventory.

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

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 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 6/30/2014

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	28	\$12,084,935	\$424,000	29	\$12,731,161	\$429,000	20	\$9,808,955	\$430,000
Haiku	9	\$4,770,000	\$480,000	5	\$5,753,000	\$785,000	11	\$6,652,950	\$581,950
Hana	0	\$0	\$0	0	\$0	\$0	1	\$725,000	\$725,000
Kaanapali	4	\$7,597,500	\$1,912,500	1	\$3,035,000	\$3,035,000	1	\$1,075,000	\$1,075,000
Kahakuloa	0	\$0	\$0	0	\$0	\$0	1	\$171,299	\$171,299
Keanae	0	\$0	\$0	0	\$0	\$0	1	\$469,500	\$469,500
Kihei	18	\$11,380,800	\$537,500	18	\$10,610,979	\$517,125	13	\$8,715,700	\$650,000
Kula/Ulupalakua/Kanaio	6	\$4,239,000	\$737,000	7	\$9,073,785	\$1,175,000	11	\$9,422,388	\$760,000
Lahaina	4	\$6,405,000	\$932,500	5	\$8,276,500	\$1,550,000	3	\$1,264,000	\$335,000
Lanai	0	\$0	\$0	0	\$0	\$0	3	\$885,000	\$310,000
Makawao/Olinda/Haliimaile	4	\$3,343,750	\$621,875	7	\$3,995,000	\$600,000	7	\$3,999,000	\$370,000
Maui Meadows	2	\$1,700,000	\$850,000	1	\$3,000,000	\$3,000,000	3	\$3,537,500	\$887,500
Molokai	0	\$0	\$0	1	\$224,000	\$224,000	0	\$0	\$0
Napili/Kahana/Honokowai	5	\$3,603,000	\$708,000	5	\$3,275,000	\$600,000	4	\$3,874,000	\$982,000
Olowalu	1	\$5,700,000	\$5,700,000	0	\$0	\$0	0	\$0	\$0
Pukalani	5	\$3,075,559	\$625,000	4	\$2,075,000	\$547,500	3	\$1,741,000	\$615,000
Sprecklesville/Paia/Kuau	1	\$1,550,000	\$1,550,000	0	\$0	\$0	5	\$2,861,000	\$517,000
Wailea/Makena	4	\$11,047,500	\$2,537,500	2	\$4,935,000	\$2,467,500	6	\$19,550,000	\$3,000,000
Maui Summary :	91	\$76,497,044	\$535,000	85	\$66,984,425	\$540,000	93	\$74,752,292	\$599,000

Condominium Monthly Sales Volume

For Month Ending 6/30/2014

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	14	\$5,145,500	\$319,750	11	\$3,708,900	\$330,000	13	\$2,694,500	\$200,000
Haiku	2	\$1,199,800	\$599,900	0	\$0	\$0	0	\$0	\$0
Kaanapali	12	\$14,034,325	\$912,500	27	\$33,651,850	\$1,075,000	20	\$17,553,500	\$860,000
Kapalua	0	\$0	\$0	3	\$7,435,000	\$1,725,000	1	\$675,000	\$675,000
Kihei	24	\$10,827,600	\$404,750	34	\$11,858,298	\$322,500	37	\$15,205,430	\$285,000
Lahaina	2	\$314,500	\$157,250	8	\$4,352,000	\$460,000	10	\$3,457,307	\$370,904
Lanai	1	\$2,825,000	\$2,825,000	0	\$0	\$0	3	\$272,000	\$95,000
Maalaea	6	\$1,814,500	\$293,500	0	\$0	\$0	5	\$1,709,500	\$400,000
Molokai	1	\$82,500	\$82,500	0	\$0	\$0	0	\$0	\$0
Napili/Kahana/Honokowai	23	\$10,507,499	\$405,000	23	\$12,321,304	\$463,000	25	\$9,853,474	\$410,000
Sprecklesville/Paia/Kuau	0	\$0	\$0	1	\$279,000	\$279,000	0	\$0	\$0
Wailea/Makena	9	\$12,870,000	\$870,000	10	\$15,055,987	\$1,325,000	11	\$17,111,500	\$1,110,000
Maui Summary :	94	\$59,621,224	\$444,500	117	\$88,662,339	\$472,000	125	\$68,532,211	\$400,000

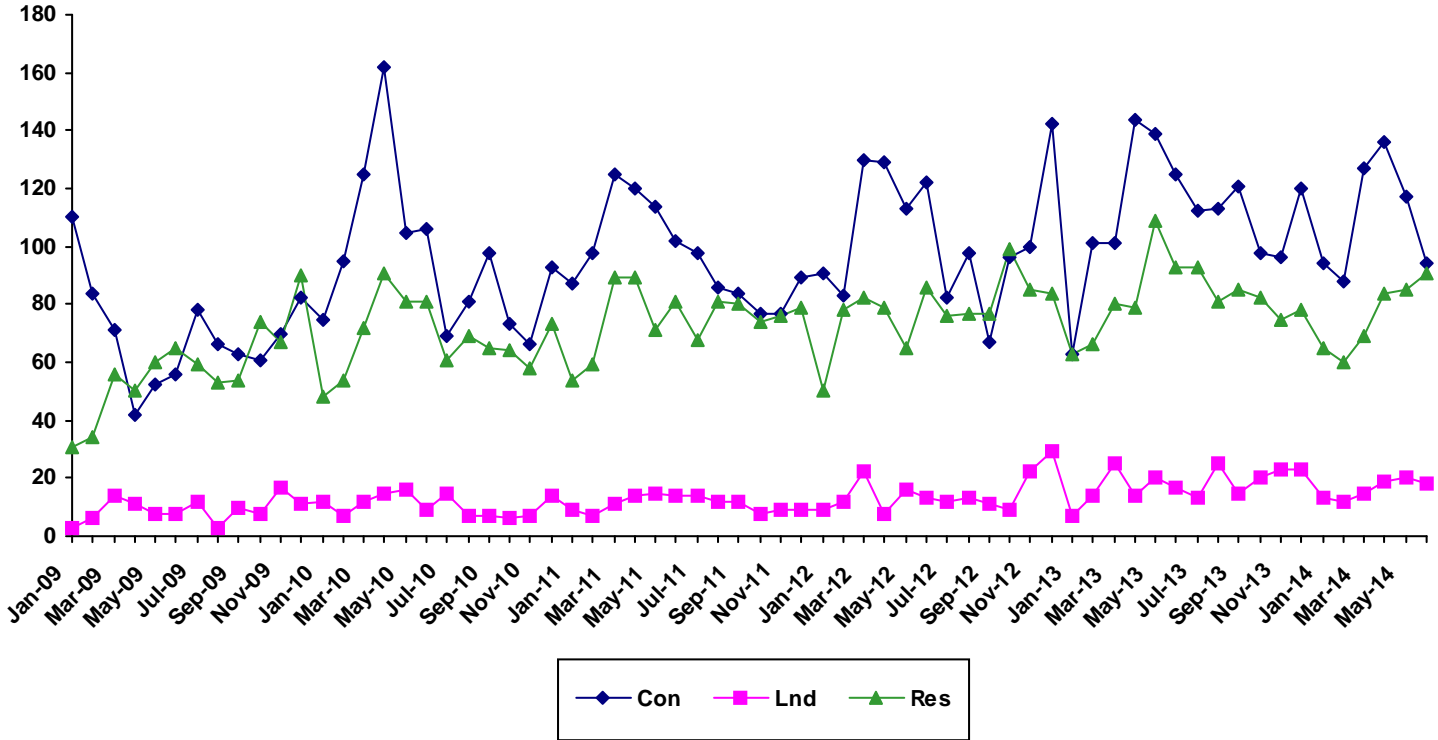
Land Monthly Sales Volume

For Month Ending 6/30/2014

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	3	\$1,385,500	\$541,000	3	\$1,423,500	\$218,000	4	\$1,500,000	\$360,000
Haiku	2	\$823,000	\$411,500	2	\$1,750,000	\$875,000	3	\$2,505,000	\$920,000
Hana	2	\$575,700	\$287,850	1	\$1,000,000	\$1,000,000	0	\$0	\$0
Kaanapali	2	\$1,281,660	\$640,830	3	\$1,982,866	\$577,866	0	\$0	\$0
Kahakuloa	0	\$0	\$0	1	\$1,600,000	\$1,600,000	1	\$210,000	\$210,000
Kihei	1	\$295,000	\$295,000	5	\$1,762,000	\$320,000	1	\$299,000	\$299,000
Kula/Ulupalakua/Kanaio	0	\$0	\$0	2	\$1,614,000	\$807,000	2	\$10,540,000	\$5,270,000
Lahaina	3	\$2,380,000	\$685,000	2	\$1,975,000	\$987,500	0	\$0	\$0
Makawao/Olinda/Haliimaile	1	\$225,000	\$225,000	0	\$0	\$0	0	\$0	\$0
Molokai	2	\$183,000	\$91,500	0	\$0	\$0	0	\$0	\$0
Napili/Kahana/Honokowai	1	\$725,000	\$725,000	0	\$0	\$0	1	\$800,000	\$800,000
Pukalani	0	\$0	\$0	0	\$0	\$0	2	\$520,000	\$260,000
Sprecklesville/Paia/Kuau	1	\$900,000	\$900,000	1	\$575,000	\$575,000	1	\$180,000	\$180,000
Wailea/Makena	0	\$0	\$0	0	\$0	\$0	2	\$3,419,260	\$1,709,630
Maui Summary :	18	\$8,773,860	\$545,500	20	\$13,682,366	\$575,000	17	\$19,973,260	\$469,260

Sales Unit Volume By Month

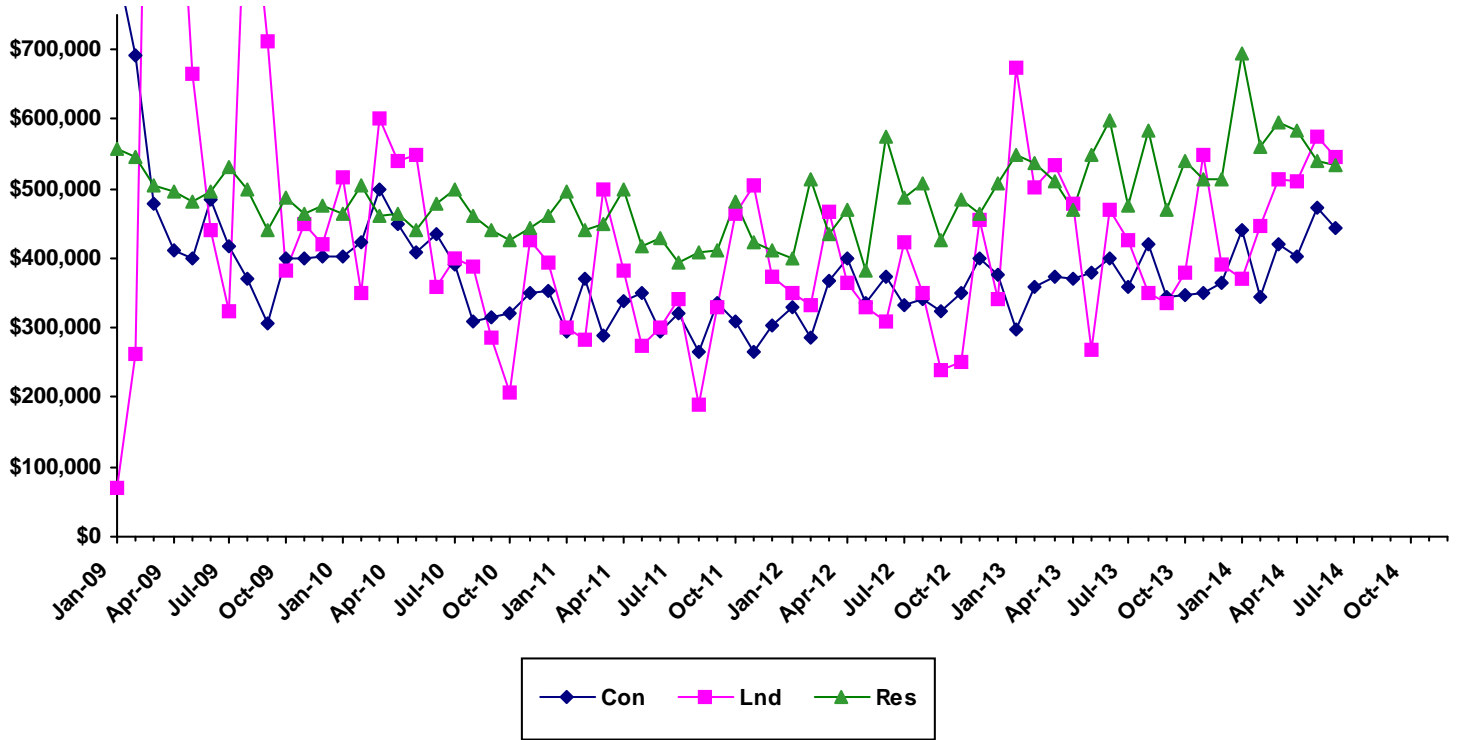
For Month Ending 6/30/2014



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	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	91	94	18
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	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

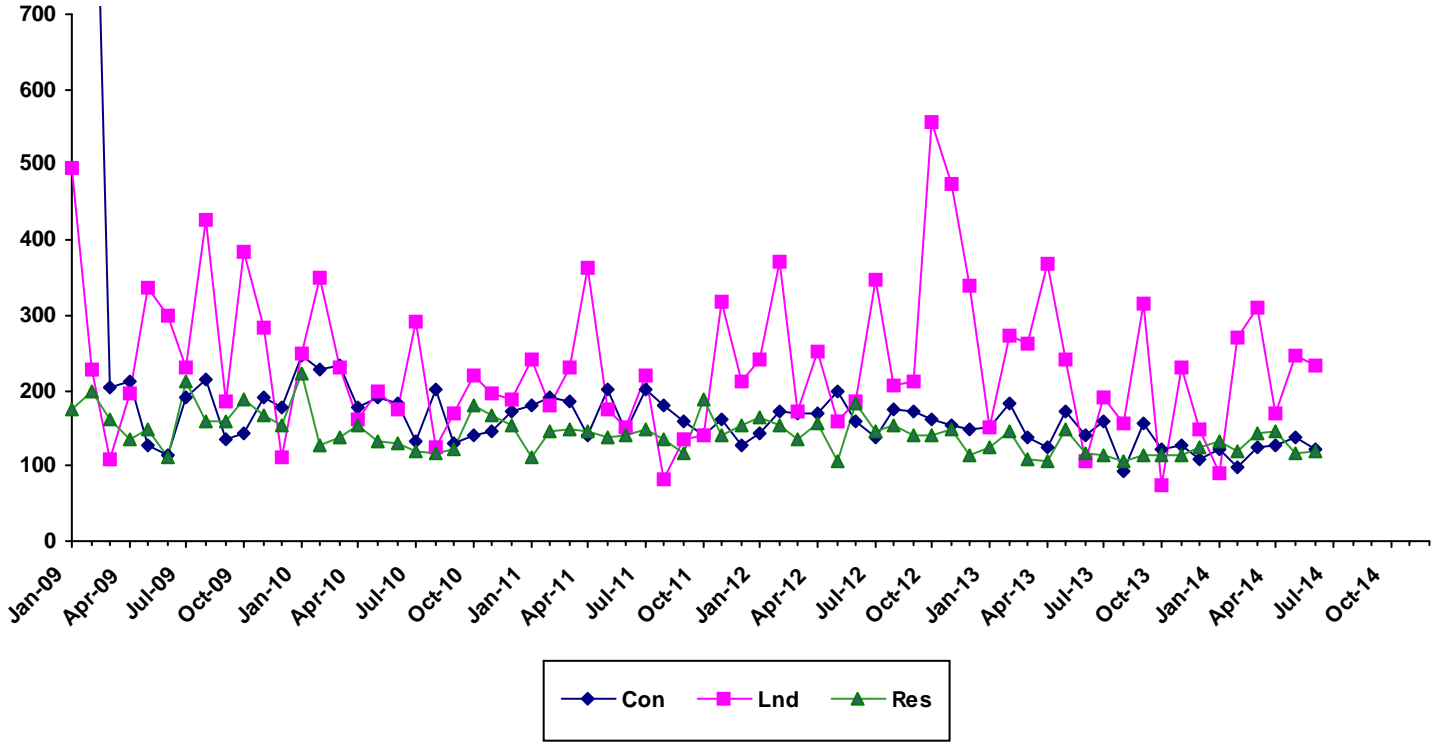
For Month Ending 6/30/2014



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	447500
Mar	504500	480000	1669250	460000	499000	600000	450000	289000	500000	435000	368043	467500	509500	375000	535000	596000	420000	515000
Apr	497000	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	484500	441000	480000	435000	360000	429000	294500	302000	575500	372990	310000	599000	400000	469260	535000	444500	545500
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	347500	380500			
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

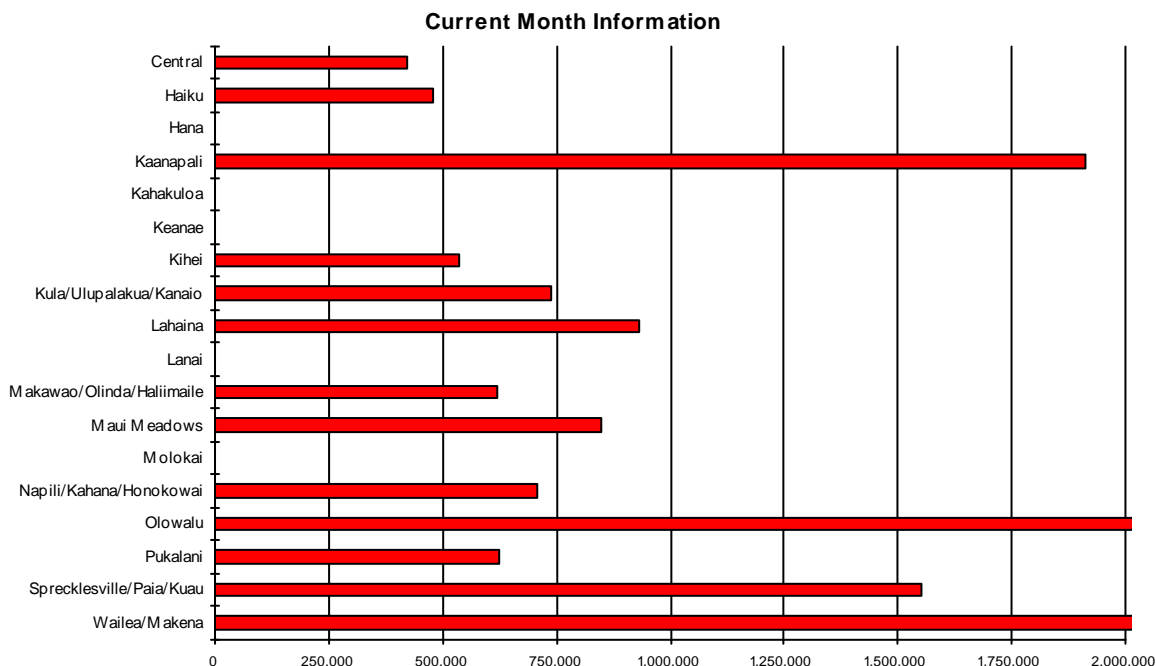
For Month Ending 6/30/2014



	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	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	119	122	233
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	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

For Month Ending 6/30/2014

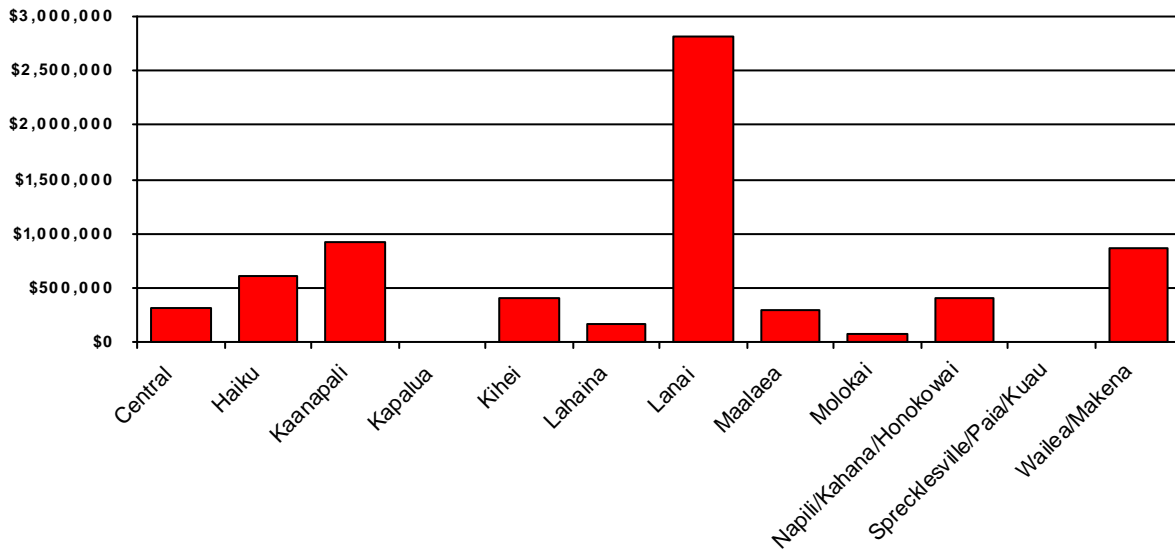


Area	Current Month	Previous Month	Year Ago Month
Central	\$424,000	\$429,000	\$430,000
Haiku	\$480,000	\$785,000	\$581,950
Hana	\$0	\$0	\$725,000
Kaanapali	\$1,912,500	\$3,035,000	\$1,075,000
Kahakuloa	\$0	\$0	\$171,299
Keanae	\$0	\$0	\$469,500
Kihei	\$537,500	\$517,125	\$650,000
Kula/Ulupalakua/Kanaio	\$737,000	\$1,175,000	\$760,000
Lahaina	\$932,500	\$1,550,000	\$335,000
Lanai	\$0	\$0	\$310,000
Makawao/Olinda/Haliimaile	\$621,875	\$600,000	\$370,000
Maui Meadows	\$850,000	\$3,000,000	\$887,500
Molokai	\$0	\$224,000	\$0
Napili/Kahana/Honokowai	\$708,000	\$600,000	\$982,000
Olowalu	\$5,700,000	\$0	\$0
Pukalani	\$625,000	\$547,500	\$615,000
Sprecklesville/Paia/Kuau	\$1,550,000	\$0	\$517,000
Wailea/Makena	\$2,537,500	\$2,467,500	\$3,000,000

Condominium Median Prices by Area

For Month Ending 6/30/2014

Current Month Information

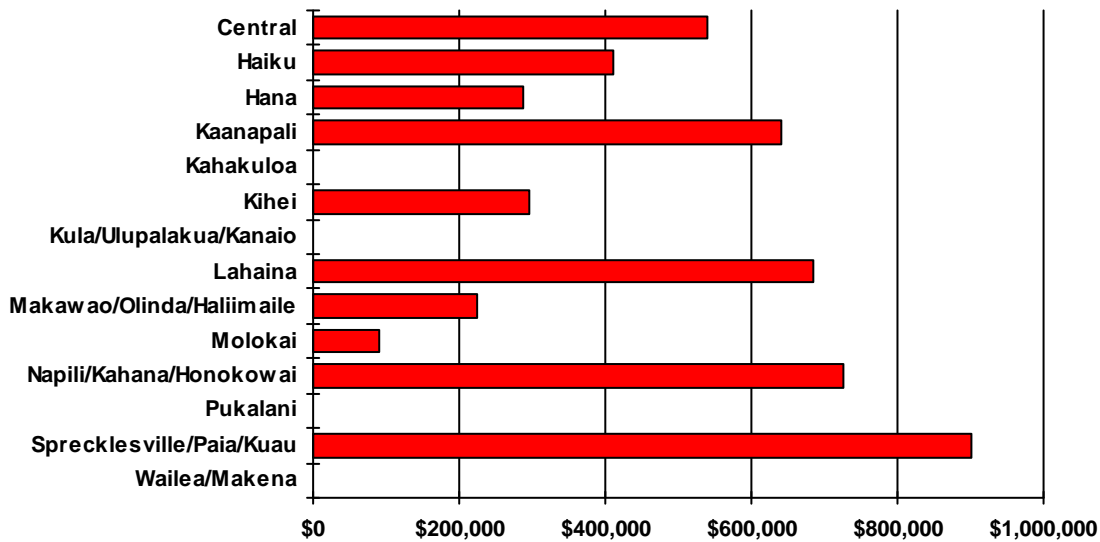


Area	Current Month	Previous Month	Year Ago Month
Central	\$319,750	\$330,000	\$200,000
Haiku	\$599,900	\$0	\$0
Kaanapali	\$912,500	\$1,075,000	\$860,000
Kapalua	\$0	\$1,725,000	\$675,000
Kihei	\$404,750	\$322,500	\$285,000
Lahaina	\$157,250	\$460,000	\$370,904
Lanai	\$2,825,000	\$0	\$95,000
Maalaea	\$293,500	\$0	\$400,000
Molokai	\$82,500	\$0	\$0
Napili/Kahana/Honokowai	\$405,000	\$463,000	\$410,000
Sprecklesville/Paia/Kuau	\$0	\$279,000	\$0
Wailea/Makena	\$870,000	\$1,325,000	\$1,110,000

Land Median Prices by Area

For Month Ending 6/30/2014

Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$541,000	\$218,000	\$360,000
Haiku	\$411,500	\$875,000	\$920,000
Hana	\$287,850	\$1,000,000	\$0
Kaanapali	\$640,830	\$577,866	\$0
Kahakuloa	\$0	\$1,600,000	\$210,000
Kihei	\$295,000	\$320,000	\$299,000
Kula/Ulupalakua/Kanaio	\$0	\$807,000	\$5,270,000
Lahaina	\$685,000	\$987,500	\$0
Makawao/Olinda/Haliimaile	\$225,000	\$0	\$0
Molokai	\$91,500	\$0	\$0
Napili/Kahana/Honokowai	\$725,000	\$0	\$800,000
Pukalani	\$0	\$0	\$260,000
Sprecklesville/Paia/Kuau	\$900,000	\$575,000	\$180,000
Wailea/Makena	\$0	\$0	\$1,709,630

Single Family Year To Date Sales Information

Comparing 1/1/2014 thru 6/30/2014 with 1/1/2013 thru 6/30/2013

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
Central	133	137	-4	-3%	\$447,037	\$461,325	-3%	\$423,286	\$416,000	2%	\$59,455,976	\$63,201,519	-6%
Haiku	35	44	-9	-20%	\$773,471	\$661,011	17%	\$645,000	\$588,975	10%	\$27,071,500	\$29,084,500	-7%
Hana	2	3	-1	-33%	\$459,000	\$714,333	-36%	\$459,000	\$725,000	-37%	\$918,000	\$2,143,000	-57%
Kaanapali	13	10	3	30%	\$2,007,740	\$1,601,000	25%	\$1,800,000	\$1,335,000	35%	\$26,100,620	\$16,010,000	63%
Kahakuloa	0	1	-1	-100%	\$0	\$171,299	-100%	\$0	\$171,299	-100%	\$0	\$171,299	-100%
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	1	-1	-100%	\$0	\$469,500	-100%	\$0	\$469,500	-100%	\$0	\$469,500	-100%
Kihei	91	79	12	15%	\$772,719	\$634,890	22%	\$585,000	\$535,000	9%	\$70,317,474	\$50,156,349	40%
Kula/Ulupalakua/Kanaio	31	35	-4	-11%	\$915,654	\$758,568	21%	\$844,995	\$635,000	33%	\$28,385,280	\$26,549,888	7%
Lahaina	24	22	2	9%	\$1,346,563	\$688,718	96%	\$1,076,250	\$505,000	113%	\$32,317,500	\$15,151,800	113%
Lanai	9	15	-6	-40%	\$1,105,000	\$536,833	106%	\$440,000	\$310,000	42%	\$9,945,000	\$8,052,500	24%
Makawao/Olinda/Haliimaile	27	23	4	17%	\$595,278	\$566,561	5%	\$561,250	\$412,500	36%	\$16,072,500	\$13,030,900	23%
Maui Meadows	9	15	-6	-40%	\$1,921,144	\$1,165,367	65%	\$1,050,000	\$1,300,000	-19%	\$17,290,300	\$17,480,500	-1%
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	16	19	-3	-16%	\$1,059,556	\$792,289	34%	\$699,000	\$799,000	-13%	\$16,952,900	\$15,053,498	13%
Olowalu	2	0	2	N/A	\$3,562,500	\$0	N/A	\$3,562,500	\$0	N/A	\$7,125,000	\$0	N/A
Pukalani	21	32	-11	-34%	\$654,908	\$516,531	27%	\$579,000	\$511,500	13%	\$13,753,059	\$16,529,000	-17%
Sprecklesville/Paia/Kuau	12	19	-7	-37%	\$2,672,292	\$1,049,342	155%	\$1,387,500	\$560,000	148%	\$32,067,500	\$19,937,500	61%
Wailea/Makena	19	22	-3	-14%	\$3,200,947	\$3,768,068	-15%	\$2,108,000	\$3,000,000	-30%	\$60,818,000	\$82,897,499	-27%
Maui Summary:	454	490	-36	-7%	\$962,620	\$821,777	17%	\$575,000	\$539,444	7%	\$437,029,609	\$402,670,940	9%

Condominium Year To Date Sales Information

Comparing 1/1/2014 thru 6/30/2014 with 1/1/2013 thru 6/30/2013

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
Central	81	71	10	14%	\$288,228	\$228,029	26%	\$276,000	\$244,000	13%	\$23,346,500	\$16,190,040	44%
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	97	94	3	3%	\$1,187,825	\$914,570	30%	\$824,900	\$709,950	16%	\$115,219,025	\$85,969,605	34%
Kapalua	16	16	0	0%	\$1,453,156	\$1,096,656	33%	\$1,087,000	\$787,500	38%	\$23,250,499	\$17,546,500	33%
Kihei	221	216	5	2%	\$394,195	\$375,354	5%	\$315,000	\$308,000	2%	\$87,117,015	\$81,076,564	7%
Lahaina	33	53	-20	-38%	\$556,682	\$342,942	62%	\$420,000	\$368,000	14%	\$18,370,500	\$18,175,951	1%
Lanai	4	11	-7	-64%	\$1,893,750	\$384,427	393%	\$1,725,000	\$95,000	1716%	\$7,575,000	\$4,228,700	79%
Maalaea	18	27	-9	-33%	\$461,111	\$329,761	40%	\$420,000	\$325,000	29%	\$8,300,000	\$8,903,550	-7%
Molokai	6	3	3	100%	\$144,165	\$115,375	25%	\$134,995	\$91,000	48%	\$864,990	\$346,125	150%
Napili/Kahana/Honokowai	124	111	13	12%	\$440,873	\$388,481	13%	\$375,000	\$350,000	7%	\$54,668,208	\$43,121,424	27%
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	52	67	-15	-22%	\$1,541,217	\$1,250,653	23%	\$1,006,250	\$890,000	13%	\$80,143,274	\$83,793,748	-4%
Maui Summary:	656	673	-17	-3%	\$641,164	\$535,834	20%	\$422,750	\$373,000	13%	\$420,603,811	\$360,616,207	17%

Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2014 thru 6/30/2014 with 1/1/2013 thru 6/30/2013

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
Central	81	71	10	14%	\$288,228	\$228,029	26%	\$276,000	\$244,000	13%	\$23,346,500	\$16,190,040	44%
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	89	87	2	2%	\$1,266,955	\$960,725	32%	\$965,000	\$750,000	29%	\$112,759,025	\$83,583,105	35%
Kapalua	16	16	0	0%	\$1,453,156	\$1,096,656	33%	\$1,087,000	\$787,500	38%	\$23,250,499	\$17,546,500	33%
Kihei	220	215	5	2%	\$394,386	\$375,705	5%	\$315,000	\$315,000	0%	\$86,765,015	\$80,776,564	7%
Lahaina	30	49	-19	-39%	\$600,417	\$363,203	65%	\$450,000	\$370,202	22%	\$18,012,500	\$17,796,951	1%
Lanai	4	11	-7	-64%	\$1,893,750	\$384,427	393%	\$1,725,000	\$95,000	1716%	\$7,575,000	\$4,228,700	79%
Maalaea	18	22	-4	-18%	\$461,111	\$350,273	32%	\$420,000	\$363,750	15%	\$8,300,000	\$7,706,000	8%
Molokai	6	3	3	100%	\$144,165	\$115,375	25%	\$134,995	\$91,000	48%	\$864,990	\$346,125	150%
Napili/Kahana/Honokowai	112	96	16	17%	\$436,901	\$407,499	7%	\$382,000	\$357,500	7%	\$48,932,908	\$39,119,924	25%
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	52	67	-15	-22%	\$1,541,217	\$1,250,653	23%	\$1,006,250	\$890,000	13%	\$80,143,274	\$83,793,748	-4%
Maui Summary:	632	641	-9	-1%	\$651,422	\$549,691	19%	\$425,000	\$378,500	12%	\$411,698,511	\$352,351,657	17%

Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2014 thru 6/30/2014 with 1/1/2013 thru 6/30/2013

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
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	0	5	-5	-100%	\$0	\$239,510	-100%	\$0	\$210,000	-100%	\$0	\$1,197,550	-100%
Napili/Kahana/Honokowai	12	15	-3	-20%	\$477,942	\$266,767	79%	\$287,750	\$267,500	8%	\$5,735,300	\$4,001,500	43%
Maui Summary:	24	32	-8	-25%	\$371,054	\$258,267	44%	\$241,750	\$240,000	1%	\$8,905,300	\$8,264,550	8%

Land Year To Date Sales Information

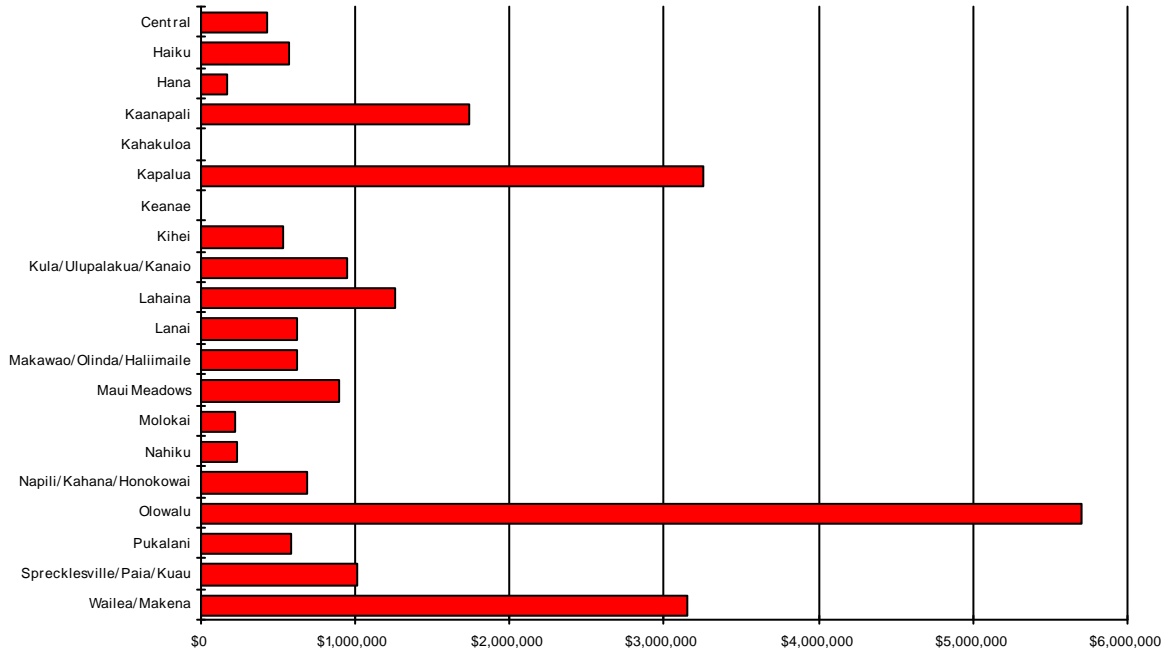
Comparing 1/1/2014 thru 6/30/2014 with 1/1/2013 thru 6/30/2013

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
Central	11	11	0	0%	\$388,364	\$390,376	-1%	\$275,000	\$305,000	-10%	\$4,272,000	\$4,294,135	-1%
Haiku	8	15	-7	-47%	\$690,375	\$590,267	17%	\$460,000	\$509,000	-10%	\$5,523,000	\$8,854,000	-38%
Hana	8	1	7	700%	\$976,587	\$175,000	458%	\$412,500	\$175,000	136%	\$7,812,699	\$175,000	4364%
Kaanapali	18	5	13	260%	\$613,849	\$641,077	-4%	\$576,933	\$715,000	-19%	\$11,049,276	\$3,205,387	245%
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
Kihei	10	9	1	11%	\$392,400	\$386,556	2%	\$320,000	\$305,000	5%	\$3,924,000	\$3,479,000	13%
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	4	1	3	300%	\$294,375	\$450,000	-35%	\$288,750	\$450,000	-36%	\$1,177,500	\$450,000	162%
Maui Meadows	0	2	-2	-100%	\$0	\$510,000	-100%	\$0	\$510,000	-100%	\$0	\$1,020,000	-100%
Molokai	4	6	-2	-33%	\$89,500	\$192,750	-54%	\$91,500	\$140,000	-35%	\$358,000	\$1,156,500	-69%
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	2	-1	-50%	\$200,000	\$260,000	-23%	\$200,000	\$260,000	-23%	\$200,000	\$520,000	-62%
Sprecklesville/Paia/Kuau	2	5	-3	-60%	\$737,500	\$820,000	-10%	\$737,500	\$345,000	114%	\$1,475,000	\$4,100,000	-64%
Wailea/Makena	4	8	-4	-50%	\$1,243,750	\$1,297,408	-4%	\$1,355,000	\$1,150,000	18%	\$4,975,000	\$10,379,260	-52%
Maui Summary:	97	97	0	0%	\$635,665	\$772,807	-18%	\$515,000	\$450,000	14%	\$61,659,475	\$74,962,281	-18%

Single Family Median Prices by Area

For Quarter Ending 6/30/2014

Current Quarter Information

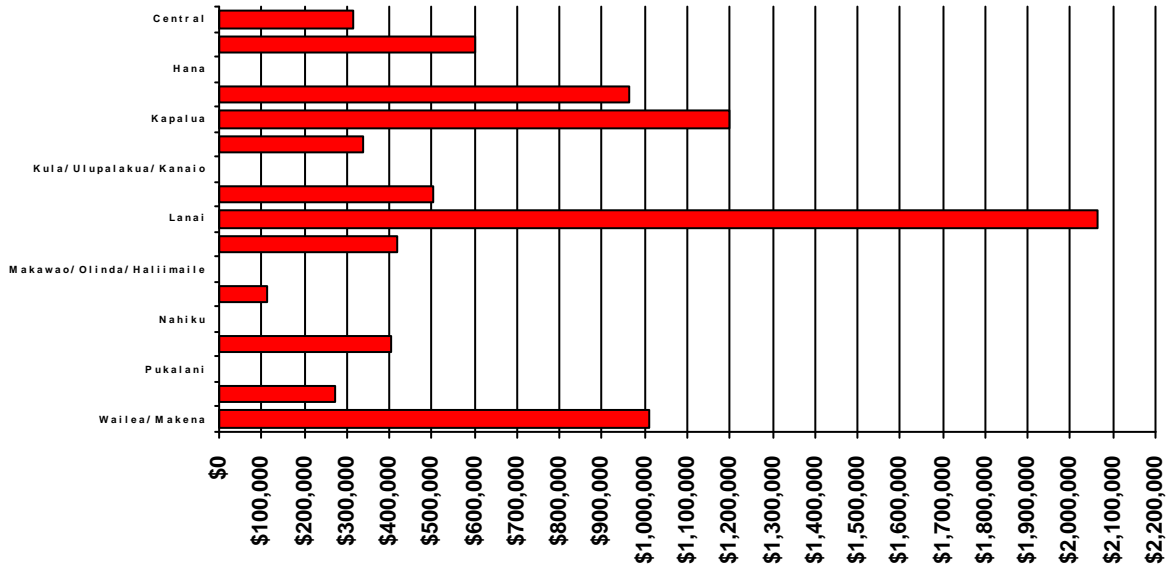


Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$426,185	\$411,198	\$33,500
Haiku	\$575,000	\$732,500	\$581,950
Hana	\$168,000	\$750,000	\$725,000
Kaanapali	\$1,737,500	\$2,565,000	\$1,122,500
Kahakuloa	\$0	\$0	\$171,299
Kapalua	\$3,250,000	\$3,200,000	\$3,850,000
Keanae	\$0	\$0	\$469,500
Kihei	\$537,500	\$600,000	\$618,000
Kula/Ulupalakua/Kanaio	\$942,893	\$740,000	\$702,500
Lahaina	\$1,260,000	\$775,000	\$550,000
Lanai	\$625,000	\$432,500	\$300,000
Makawao/Olinda/Haliimaile	\$625,000	\$500,000	\$432,000
Maui Meadows	\$900,000	\$1,175,000	\$1,350,000
Molokai	\$224,000	\$250,000	\$361,500
Nahiku	\$233,000	\$0	\$0
Napili/Kahana/Honokowai	\$685,000	\$975,000	\$799,000
Olowalu	\$5,700,000	\$1,425,000	\$0
Pukalani	\$579,000	\$581,250	\$530,000
Sprecklesville/Paia/Kuau	\$1,009,750	\$2,700,000	\$560,000
Wailea/Makena	\$3,150,000	\$1,826,500	\$3,200,000

Condominium Median Prices by Area

For Quarter Ending 6/30/2014

Current Quarter Information

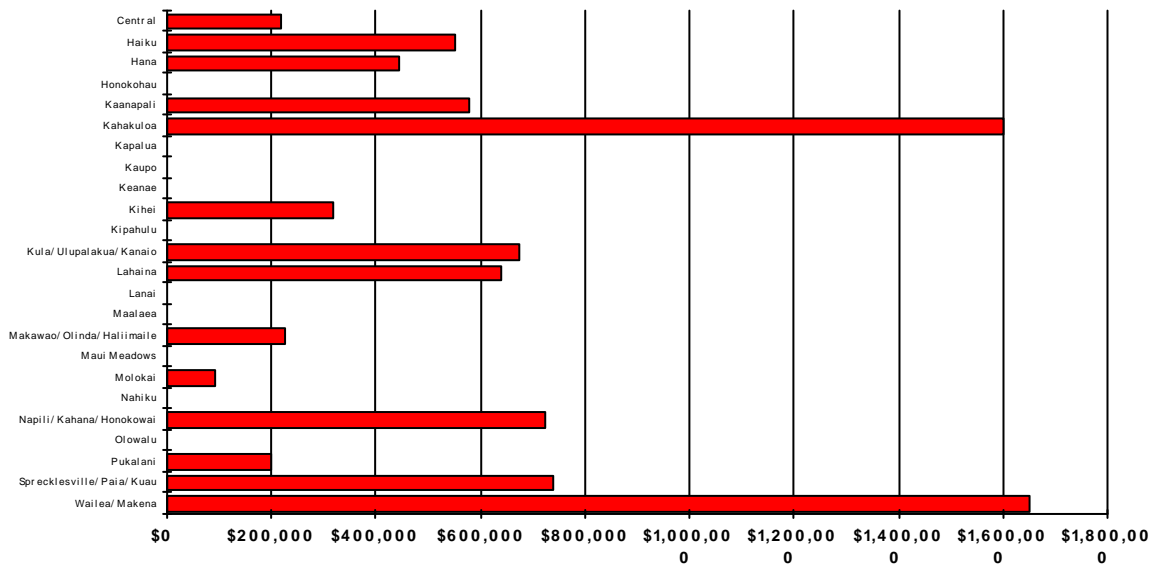


Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$317,000	\$217,500	\$249,500
Haiku	\$599,900	\$0	\$0
Hana	\$0	\$0	\$475,000
Kaanapali	\$964,950	\$794,900	\$730,000
Kapalua	\$1,200,000	\$974,000	\$797,500
Kihei	\$337,000	\$310,000	\$322,500
Kula/Ulupalakua/Kanaio	\$0	\$0	\$0
Lahaina	\$505,000	\$420,000	\$360,251
Lanai	\$2,062,500	\$1,725,000	\$95,000
Maalaea	\$417,500	\$477,500	\$330,000
Makawao/Olinda/Haliimaile	\$0	\$0	\$0
Molokai	\$111,250	\$164,995	\$185,000
Nahiku	\$0	\$0	\$0
Napili/Kahana/Honokowai	\$405,000	\$349,900	\$357,500
Pukalani	\$0	\$0	\$0
Sprecklesville/Paia/Kuau	\$274,500	\$0	\$294,500
Wailea/Makena	\$1,012,500	\$999,000	\$1,105,000

Land Median Prices by Area

For Quarter Ending 6/30/2014

Current Quarter Information



Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$218,000	\$277,500	\$280,000
Haiku	\$550,000	\$370,000	\$547,500
Hana	\$442,500	\$405,000	\$175,000
Honokohau	\$0	\$0	\$0
Kaanapali	\$576,933	\$583,875	\$718,862
Kahakuloa	\$1,600,000	\$0	\$224,999
Kapalua	\$0	\$1,075,000	\$1,098,000
Kaupo	\$0	\$0	\$0
Keanae	\$0	\$0	\$0
Kihei	\$317,500	\$323,500	\$299,000
Kipahulu	\$0	\$0	\$0
Kula/ Ulupalakua/ Kanaio	\$675,000	\$623,500	\$1,170,000
Lahaina	\$640,000	\$1,590,000	\$825,000
Lanai	\$0	\$0	\$140,000
Maalaea	\$0	\$0	\$0
Makawao/ Olinda/ Haliimaile	\$225,000	\$352,500	\$0
Maui Meadows	\$0	\$0	\$0
Molokai	\$91,500	\$0	\$69,750
Nahiku	\$0	\$227,500	\$220,000
Napili/ Kahana/ Honokowai	\$725,000	\$681,500	\$362,500
Olowalu	\$0	\$0	\$3,775,000
Pukalani	\$200,000	\$0	\$260,000
Sprecklesville/ Paia/ Kuau	\$737,500	\$0	\$180,000
Wailea/ Makena	\$1,650,000	\$837,500	\$1,487,500