

Land Year To Date Sales Information

Comparing 1/1/2012 thru 3/31/2012 with 1/1/2011 thru 3/31/2011

| 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 | 5 | 6 | 120% | \$320,273 | \$573,040 | -44% | \$198,000 | \$670,498 | -70% | \$3,523,000 | \$2,865,200 | 23% |
| Haiku | 5 | 3 | 2 | 67% | \$457,000 | \$328,333 | 39% | \$425,000 | \$300,000 | 42% | \$2,285,000 | \$985,000 | 132% |
| Hana | 1 | 0 | 1 | N/A | \$335,000 | \$0 | N/A | \$335,000 | \$0 | N/A | \$335,000 | \$0 | N/A |
| Kaanapali | 4 | 4 | 0 | 0% | \$426,250 | \$450,875 | -5% | \$427,500 | \$423,000 | 1% | \$1,705,000 | \$1,803,500 | -5% |
| Kahakuloa | 1 | 1 | 0 | 0% | \$140,000 | \$280,000 | -50% | \$140,000 | \$280,000 | -50% | \$140,000 | \$280,000 | -50% |
| Kapalua | 1 | 2 | -1 | -50% | \$1,600,000 | \$1,025,000 | 56% | \$1,600,000 | \$1,025,000 | 56% | \$1,600,000 | \$2,050,000 | -22% |
| Keanae | 0 | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Kihei | 2 | 4 | -2 | -50% | \$642,500 | \$1,432,500 | -55% | \$642,500 | \$330,000 | 95% | \$1,285,000 | \$5,730,000 | -78% |
| Kipahulu | 0 | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Kula/Ulupalakua/Kanaio | 6 | 1 | 5 | 500% | \$849,667 | \$220,000 | 286% | \$890,000 | \$220,000 | 305% | \$5,098,000 | \$220,000 | 2217% |
| Lahaina | 4 | 1 | 3 | 300% | \$886,250 | \$790,000 | 12% | \$967,500 | \$790,000 | 22% | \$3,545,000 | \$790,000 | 349% |
| Lanai | 0 | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Makawao/Olinda/Haliimaile | 1 | 1 | 0 | 0% | \$290,000 | \$259,000 | 12% | \$290,000 | \$259,000 | 12% | \$290,000 | \$259,000 | 12% |
| Molokai | 5 | 3 | 2 | 67% | \$137,400 | \$133,375 | 3% | \$54,000 | \$135,000 | -60% | \$687,000 | \$400,126 | 72% |
| Napili/Kahana/Honokowai | 1 | 1 | 0 | 0% | \$267,850 | \$265,000 | 1% | \$267,850 | \$265,000 | 1% | \$267,850 | \$265,000 | 1% |
| Pukalani | 0 | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Wailea/Makena | 0 | 1 | -1 | -100% | \$0 | \$7,300,000 | -100% | \$0 | \$7,300,000 | -100% | \$0 | \$7,300,000 | -100% |
| Maui Summary: | 42 | 27 | 15 | 56% | \$494,306 | \$849,919 | -42% | \$400,000 | \$310,000 | 29% | \$20,760,850 | \$22,947,826 | -10% |