



REALTORS®
*Association of
 Maui, Inc.*

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May 23, 2013

Maui April 2013 Sales Statistics – Full Version

Aloha all!

We'd like to thank Leil Koch, REALTOR, CCIM (the man behind the curtain) for his invaluable help each month in the production of our Statistical Reports. This month when we had a major problem and publication was delayed, Leil saved the day.... Mahalo!

Brief Maui Statistics Overview:

Page 4 - April's Sales Unit Volume – April's Residential sales remained steady at 77 homes sold, while Condo Sales rose significantly (41%) to 143 units sold. Land sales declined to 14 lots sold.

Page 5 - April's Median SALES prices –The Residential home median price declined slightly to 500,000, while the Condo median price decreased slightly to \$370,000. Land median price came in at \$479,500.

Page 6 - Days on Market for Residential homes = 104, Condos = 127 DOM, Land = 368 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 only compare January-April 2013 to January-April 2012. Short timeframe (monthly) views do not necessarily reflect the longer timeframe trends. For a more comprehensive view, compare to 2012's Year-End (Dec. 2012) figures available at:
<http://www.ramaui.com/UserFiles/File/Stats/All-December2012.pdf>

Year to Date:

Residential unit sales decreased slightly (286 homes sold / -3 units / -1% change YTD), average sold price = \$783,252 (+12%YTD), median price = \$513,250 (+15%YTD) and total dollar volume sold = \$224,010,050 (+11%YTD).

Condo unit sales decreased (408 units / -25 units / -6%YTD), average sold price = \$530,715 (+14%YTD), median price = \$369,900 (+6%YTD). Total Condo dollar volume sold = \$216,531,642 (+7% 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 (60 lots / +9 units / +18% YTD), average sold price = \$680,529 (+40%), median price = \$509,500 (+27%), Total dollar volume = \$40,831,746 (+65% YTD).

Total sales for immediate past 12 months: Residential = 934 (with 29.2% being REO or Short Sale), Condo = 1,228 (16% REO or SS), Land = 185 (16.8% REO or SS).

As of May 15, 2013 - Active/Pending-Continue to Show/Contingent status inventory:

	May '13	April	Mar.	Feb.	Jan. '13	Dec. '12	Nov.	Oct.	Sept.	Aug.	July	June	May'12
Homes	623	653	645	628	644	648	635	642	661	690	702	728	749
Condos	860	934	964	984	929	931	883	883	917	915	931	998	1,066
Land	405	408	427	426	425	430	435	429	428	444	455	483	521

Current Absorption Rate base on this month's Active/Pending-Continue to Show/Contingent status inventory divided by April Sales is:

Residential = 8 months, Condo = 6 months, Land = 28.9 months of inventory.

For Absorption Rate enthusiasts who calculate only pure “Active,” (not any pending/contingent) divided by April Sales: Residential 455 “Active”/ 77 Sold = 5.9 months. Condo 667 / 143 Sold = 4.7 mos. Land 377 / 14 Sold = 26.9 mos.

IN A NUT SHELL..... the good, the bad..... AND THE ROAD AHEAD

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 have declined 16-19%** over the past 12 months in Residential and Condo classes. REO (Foreclosures) and Short Sales are dwindling, with any “hidden inventory” (or overhang) backlog slowly trickling onto the market. Mortgage Interest Rates are still near historic record lows which may help motivate would-be Buyers to go ahead and buy IF they can qualify. 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. **As prices rise, some “Owners” will decide to become “Sellers.”**

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: Very **Low interest rates** prevail, however could inch 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 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 is your rare chance, so check it out carefully, don’t delay. The opportunity is fading quickly.

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.

Again, we apologize for the delayed report this month; Mahalo to Leil Koch for his help.

For questions regarding today’s market condition, please call our RAM 2012-13 President, P. Denise La Costa at 808-280-2132.

If you have any questions regarding hard numbers, call Terry at 808-270-4646.

Mahalo,

Terry Tolman

RAM Chief Staff Executive

Single Family Monthly Sales Volume

For Month Ending 4/30/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	27	\$10,311,354	\$380,000	17	\$7,394,183	\$420,000	17	\$6,200,000	\$350,000
Haiku	6	\$5,457,250	\$871,125	9	\$6,327,100	\$611,100	9	\$6,936,100	\$730,000
Hana	0	\$0	\$0	0	\$0	\$0	1	\$450,000	\$450,000
Kaanapali	3	\$3,830,000	\$1,170,000	2	\$3,475,000	\$1,737,500	0	\$0	\$0
Kapalua	1	\$4,500,000	\$4,500,000	0	\$0	\$0	0	\$0	\$0
Kihei	14	\$7,215,000	\$481,500	15	\$9,561,600	\$499,100	12	\$7,887,845	\$476,000
Kula/Ulupalakua/Kanaio	2	\$1,080,000	\$540,000	7	\$5,273,500	\$514,500	9	\$6,443,000	\$700,000
Lahaina	4	\$3,630,000	\$900,000	4	\$1,904,500	\$443,500	3	\$2,160,000	\$630,000
Lanai	2	\$595,000	\$297,500	5	\$4,572,500	\$398,500	2	\$495,000	\$247,500
Makawao/Olinda/Haliimaile	1	\$350,000	\$350,000	3	\$1,650,000	\$400,000	6	\$3,064,000	\$377,000
Maui Meadows	4	\$4,775,000	\$1,350,000	2	\$2,278,000	\$1,139,000	3	\$3,045,000	\$1,100,000
Molokai	3	\$1,140,888	\$365,000	1	\$240,000	\$240,000	1	\$200,000	\$200,000
Nahiku	0	\$0	\$0	0	\$0	\$0	1	\$299,000	\$299,000
Napili/Kahana/Honokowai	2	\$1,708,000	\$854,000	4	\$3,300,000	\$800,000	6	\$4,336,400	\$675,750
Pukalani	3	\$1,400,000	\$470,000	3	\$1,319,000	\$508,000	5	\$2,016,000	\$469,000
Sprecklesville/Paia/Kuau	1	\$500,000	\$500,000	6	\$12,307,500	\$691,250	2	\$1,865,000	\$932,500
Wailea/Makena	4	\$18,070,000	\$4,487,500	2	\$7,737,500	\$3,868,750	2	\$3,084,000	\$1,542,000
Maui Summary :	77	\$64,562,492	\$500,000	80	\$67,340,383	\$509,500	79	\$48,481,345	\$469,000

Condominium Monthly Sales Volume

For Month Ending 4/30/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	15	\$4,041,940	\$249,000	7	\$1,251,500	\$252,000	11	\$2,237,990	\$200,000
Hana	0	\$0	\$0	0	\$0	\$0	1	\$465,000	\$465,000
Kaanapali	20	\$20,627,655	\$607,000	19	\$20,099,700	\$855,000	17	\$9,374,500	\$434,900
Kapalua	3	\$3,345,000	\$1,250,000	4	\$3,636,000	\$647,500	5	\$2,552,500	\$485,000
Kihei	44	\$17,117,797	\$312,500	27	\$8,619,820	\$256,000	48	\$16,173,905	\$238,000
Lahaina	9	\$2,629,000	\$320,000	13	\$5,509,509	\$375,000	5	\$3,391,755	\$389,000
Lanai	2	\$177,000	\$88,500	3	\$2,075,000	\$95,000	0	\$0	\$0
Maalaea	4	\$1,225,000	\$295,500	2	\$475,000	\$237,500	3	\$1,332,000	\$420,000
Molokai	1	\$185,000	\$185,000	1	\$70,125	\$70,125	1	\$95,000	\$95,000
Napili/Kahana/Honokowai	27	\$8,904,750	\$286,000	13	\$5,623,000	\$257,000	20	\$7,240,901	\$325,000
Pukalani	0	\$0	\$0	0	\$0	\$0	1	\$345,000	\$345,000
Sprecklesville/Paia/Kuau	1	\$294,000	\$294,000	0	\$0	\$0	0	\$0	\$0
Wailea/Makena	17	\$18,426,349	\$1,100,000	12	\$15,589,000	\$890,000	17	\$25,158,500	\$965,000
Maui Summary :	143	\$76,973,491	\$370,000	101	\$62,948,654	\$375,000	129	\$68,367,051	\$399,000

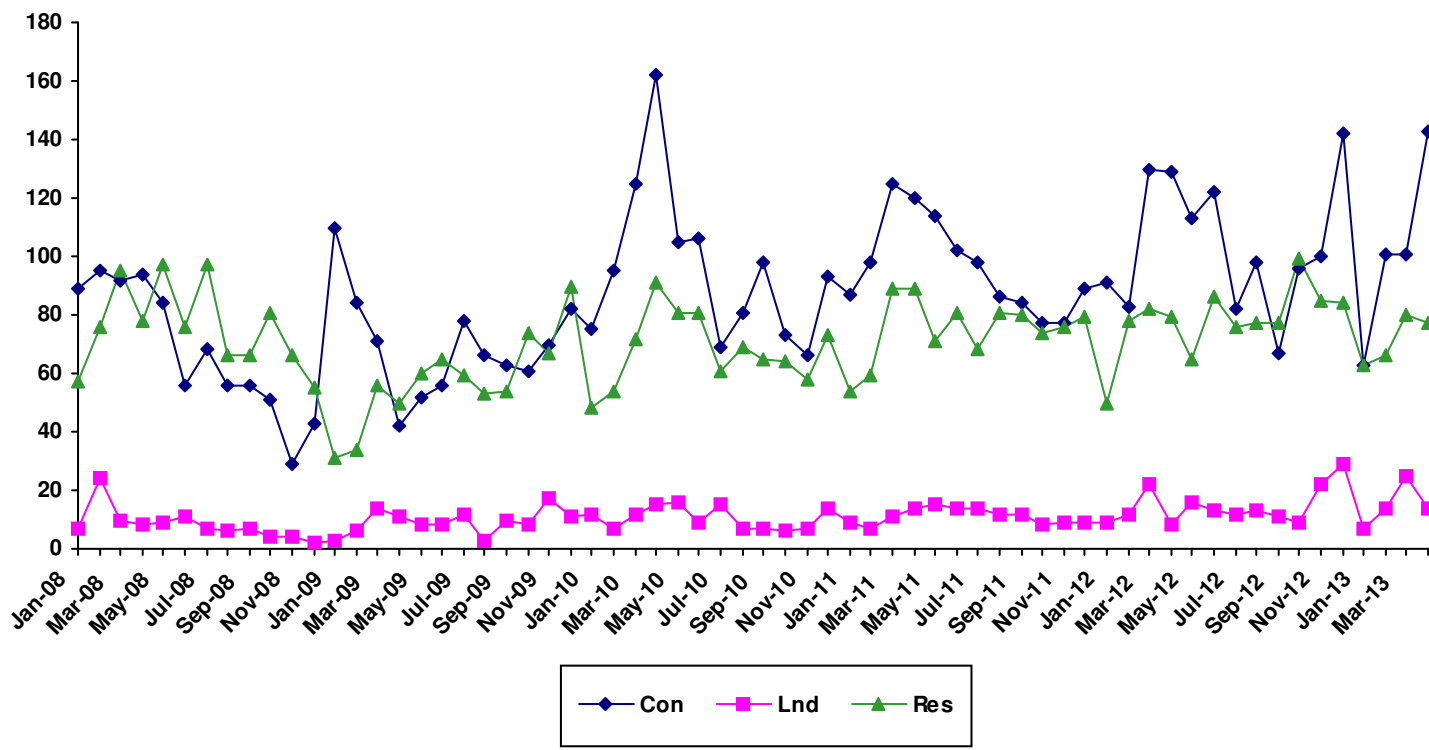
Land Monthly Sales Volume

For Month Ending 4/30/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	2	\$445,000	\$222,500	3	\$1,901,385	\$395,000	1	\$6,100	\$6,100
Haiku	4	\$2,078,000	\$509,500	2	\$820,000	\$410,000	3	\$1,591,500	\$387,500
Kaanapali	1	\$718,862	\$718,862	0	\$0	\$0	1	\$375,000	\$375,000
Kahakuloa	1	\$224,999	\$224,999	1	\$240,000	\$240,000	0	\$0	\$0
Kapalua	0	\$0	\$0	3	\$2,525,000	\$775,000	0	\$0	\$0
Kihei	0	\$0	\$0	5	\$1,920,000	\$315,000	0	\$0	\$0
Kula/Ulupalakua/Kanaio	1	\$299,000	\$299,000	1	\$615,000	\$615,000	0	\$0	\$0
Lahaina	2	\$1,650,000	\$825,000	1	\$535,000	\$535,000	0	\$0	\$0
Lanai	0	\$0	\$0	1	\$1,000,000	\$1,000,000	0	\$0	\$0
Makawao/Olinda/Haliimaile	0	\$0	\$0	0	\$0	\$0	1	\$355,000	\$355,000
Maui Meadows	0	\$0	\$0	2	\$1,020,000	\$510,000	0	\$0	\$0
Molokai	1	\$44,500	\$44,500	2	\$600,000	\$300,000	0	\$0	\$0
Napili/Kahana/Honokowai	1	\$450,000	\$450,000	0	\$0	\$0	1	\$275,000	\$275,000
Olowalu	0	\$0	\$0	0	\$0	\$0	1	\$575,000	\$575,000
Wailea/Makena	1	\$1,750,000	\$1,750,000	4	\$3,985,000	\$962,500	0	\$0	\$0
Maui Summary :	14	\$7,660,361	\$479,500	25	\$15,161,385	\$535,000	8	\$3,177,600	\$365,000

Sales Volume By Month

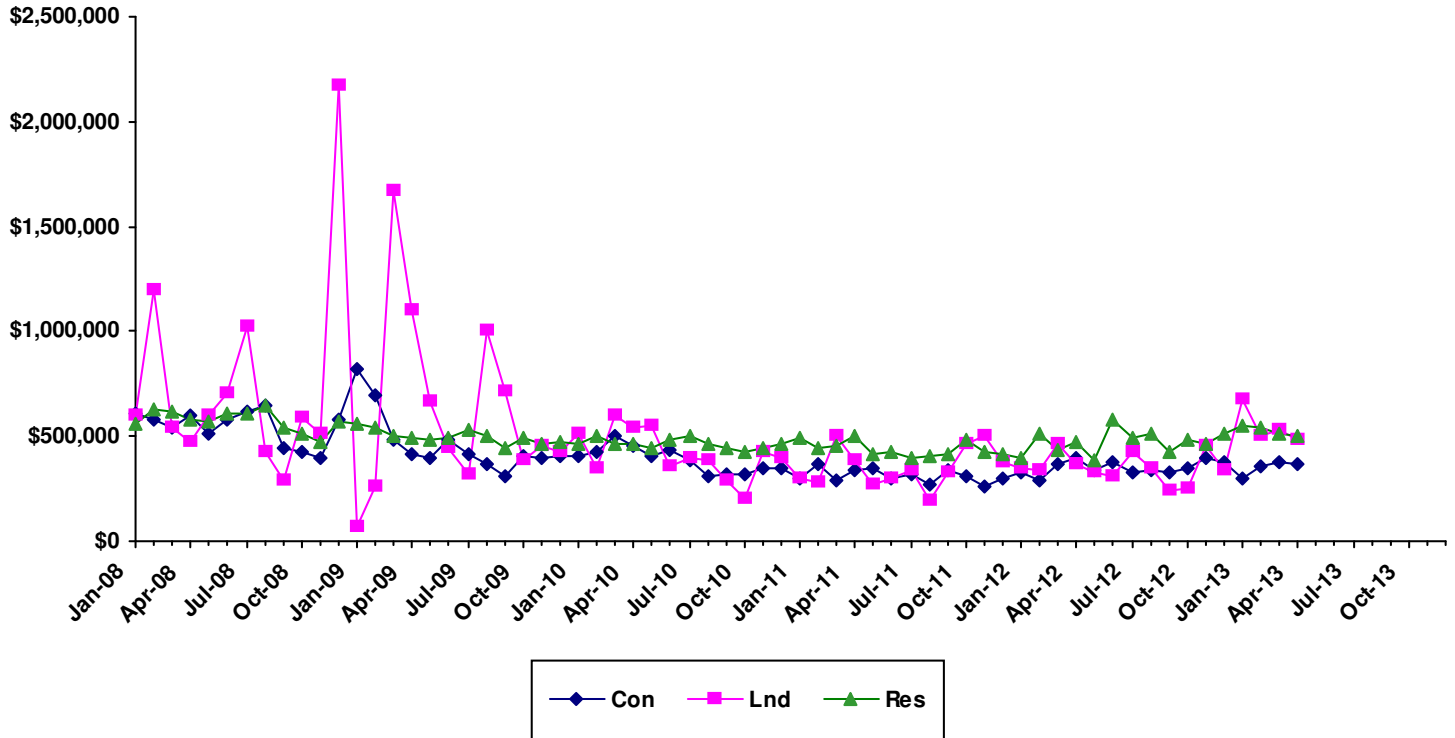
For Month Ending 4/30/2013



	2008			2009			2010			2011			2012			2013		
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	57	89	7	31	110	3	48	75	12	54	87	9	50	91	9	63	63	7
Feb	76	95	24	34	84	6	54	95	7	59	98	7	78	83	12	66	101	14
Mar	95	92	10	56	71	14	72	125	12	89	125	11	82	130	22	80	101	25
Apr	78	94	8	50	42	11	91	162	15	89	120	14	79	129	8	77	143	14
May	97	84	9	60	52	8	81	105	16	71	114	15	65	113	16			
Jun	76	56	11	65	56	8	81	106	9	81	102	14	86	122	13			
Jul	97	68	7	59	78	12	61	69	15	68	98	14	76	82	12			
Aug	66	56	6	53	66	3	69	81	7	81	86	12	77	98	13			
Sep	66	56	7	54	63	10	65	98	7	80	84	12	77	67	11			
Oct	81	51	4	74	61	8	64	73	6	74	77	8	99	96	9			
Nov	66	29	4	67	70	17	58	66	7	76	77	9	85	100	22			
Dec	55	43	2	90	82	11	73	93	14	79	89	9	84	142	29			

Sales Median By Month

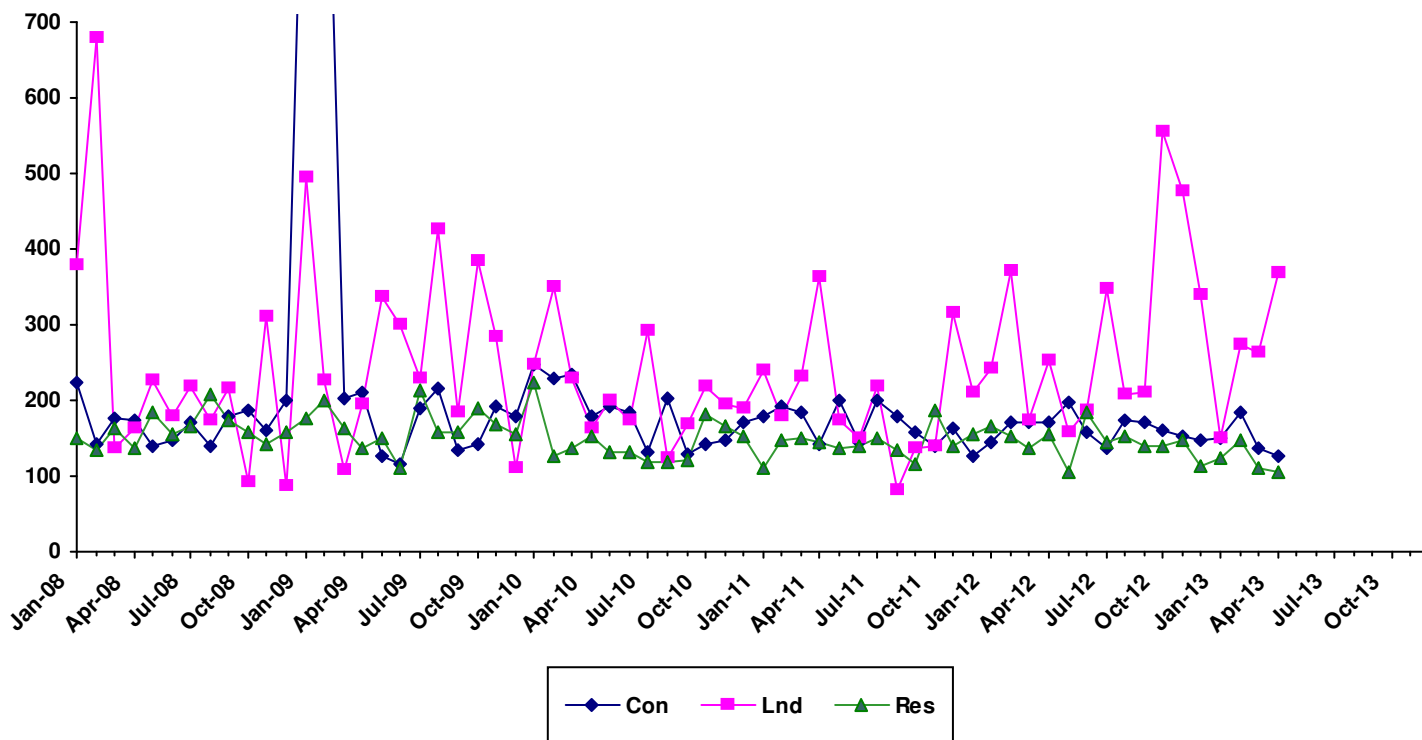
For Month Ending 4/30/2013



Month	2008			2009			2010			2011			2012			2013		
	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	563225	610000	600000	558000	820000	70000	464500	404000	516300	495415	295000	300000	399000	330000	350000	550000	297000	675000
Feb	624390	575000	1195000	545000	692500	262500	504150	424000	350000	440000	371200	282500	513750	287000	333925	537500	360000	502500
Mar	620000	538500	537500	504500	480000	1669250	460000	499000	600000	450000	289000	500000	435000	368043	467500	509500	375000	535000
Apr	577500	600000	477000	497000	411000	1100000	465000	450000	540000	500000	338600	382500	469000	399000	365000	500000	370000	479500
May	567000	512500	600000	482500	399000	665000	442000	410000	547500	418000	349500	275000	382000	336000	330000			
Jun	606000	577500	700000	495000	484500	441000	480000	435000	360000	429000	294500	302000	575500	372990	310000			
Jul	610000	515000	1025000	532000	417000	322500	500000	390000	400000	394500	320000	340000	488000	332000	422500			
Aug	645000	647500	422505	500000	371250	999990	460000	310000	387500	410000	266000	189500	509000	342450	350000			
Sep	537500	442500	290500	440000	307500	712500	440000	315630	285000	412000	334950	330000	425000	325000	238000			
Oct	510000	420000	590000	488500	400842	382450	427500	320000	207500	482500	310000	465000	485000	349995	250000			
Nov	475500	399000	507140	465000	399000	450000	445000	349990	425000	422500	265000	505000	465000	400000	455000			
Dec	570000	577680	2E+06	477000	401500	420000	460000	352000	394850	411000	304000	375000	508000	376000	340000			

Sales Days on Market By Month

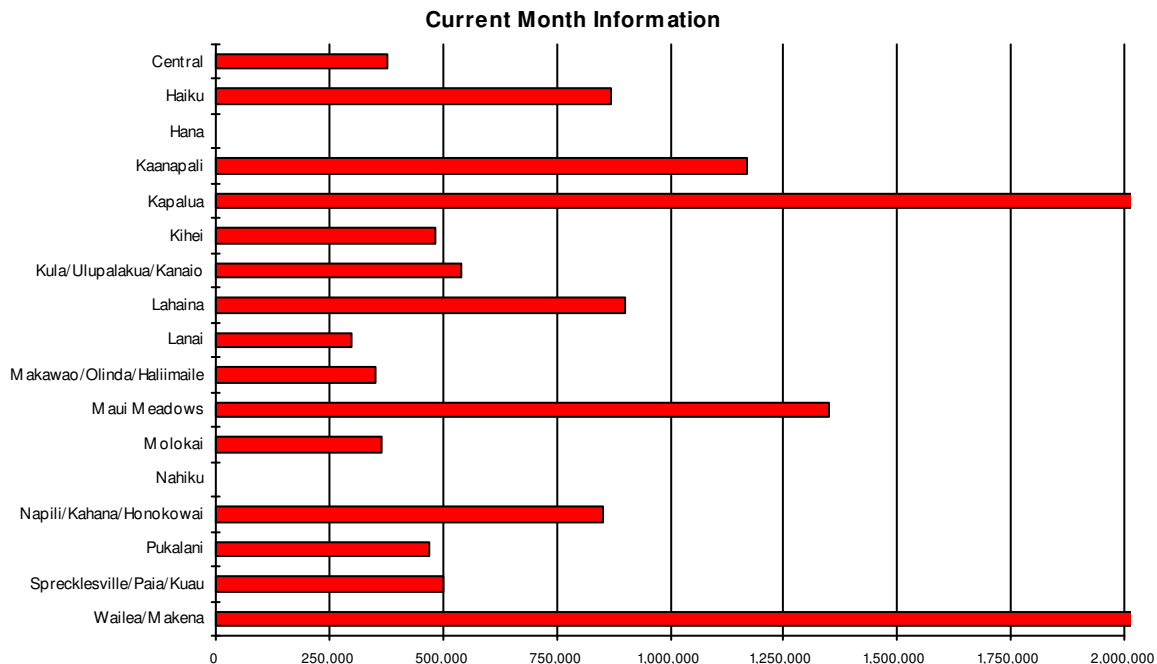
For Month Ending 4/30/2013



	2008			2009			2010			2011			2012			2013		
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	151	223	379	176	1130	496	224	247	248	112	180	240	165	144	242	125	151	151
Feb	134	141	679	199	1152	228	127	229	351	147	192	180	153	172	371	147	183	273
Mar	162	176	137	163	203	108	138	233	230	150	185	231	136	171	173	110	137	263
Apr	138	175	164	137	212	195	153	179	162	146	142	362	156	170	253	104	127	368
May	183	140	227	150	127	337	132	192	200	138	201	175	106	198	159			
Jun	154	147	180	111	115	300	131	184	174	141	145	150	183	158	186			
Jul	167	172	218	212	190	230	119	132	292	150	201	219	146	138	347			
Aug	209	140	174	159	216	427	118	202	124	136	179	82.5	153	175	208			
Sep	174	180	217	158	135	185	122	129	169	117	158	136	140	172	211			
Oct	158	186	93	190	143	384	181	141	220	187	140	140	140	161	556			
Nov	142	160	312	168	192	284	166	147	196	140	163	317	148	153	476			
Dec	159	200	88	154	178	111	153	172	190	155	126	211	114	148	339			

Single Family Median Prices by Area

For Month Ending 4/30/2013

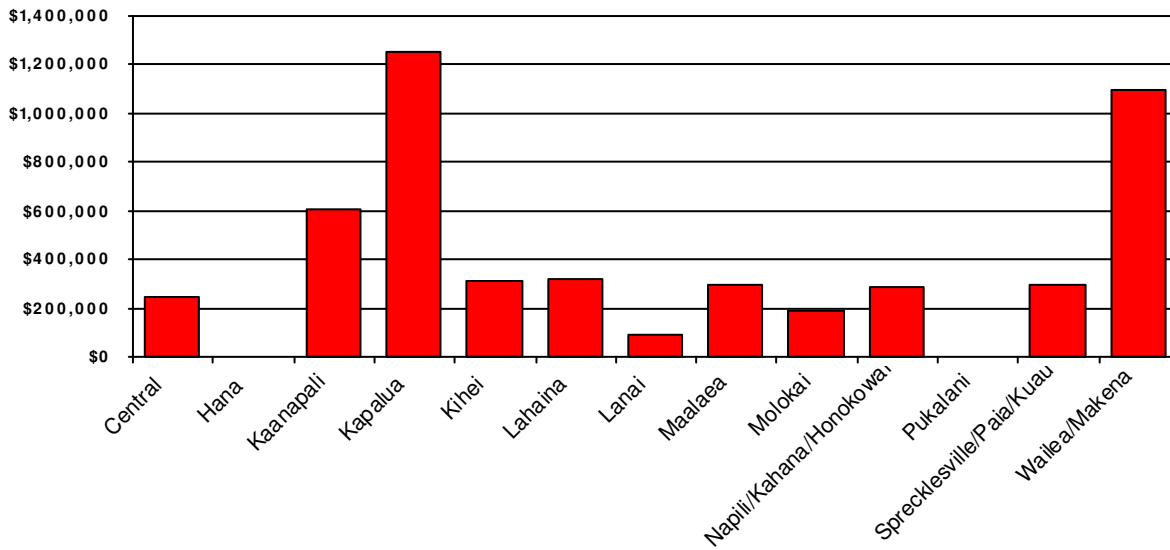


Area	Current Month	Previous Month	Year Ago Month
Central	\$380,000	\$420,000	\$350,000
Haiku	\$871,125	\$611,100	\$730,000
Hana	\$0	\$0	\$450,000
Kaanapali	\$1,170,000	\$1,737,500	\$0
Kapalua	\$4,500,000	\$0	\$0
Kihei	\$481,500	\$499,100	\$476,000
Kula/Ulupalakua/Kanaio	\$540,000	\$514,500	\$700,000
Lahaina	\$900,000	\$443,500	\$630,000
Lanai	\$297,500	\$398,500	\$247,500
Makawao/Olinda/Haliimaile	\$350,000	\$400,000	\$377,000
Maui Meadows	\$1,350,000	\$1,139,000	\$1,100,000
Molokai	\$365,000	\$240,000	\$200,000
Nahiku	\$0	\$0	\$299,000
Napili/Kahana/Honokowai	\$854,000	\$800,000	\$675,750
Pukalani	\$470,000	\$508,000	\$469,000
Sprecklesville/Paia/Kuau	\$500,000	\$691,250	\$932,500
Wailea/Makena	\$4,487,500	\$3,868,750	\$1,542,000

Condominium Median Prices by Area

For Month Ending 4/30/2013

Current Month Information

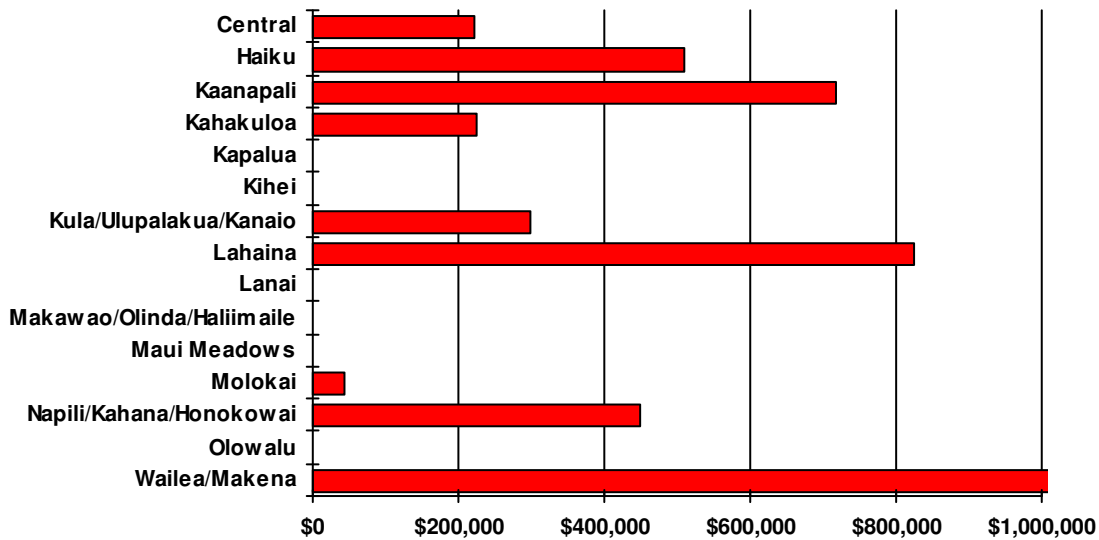


Area	Current Month	Previous Month	Year Ago Month
Central	\$249,000	\$252,000	\$200,000
Hana	\$0	\$0	\$465,000
Kaanapali	\$607,000	\$855,000	\$434,900
Kapalua	\$1,250,000	\$647,500	\$485,000
Kihei	\$312,500	\$256,000	\$238,000
Lahaina	\$320,000	\$375,000	\$389,000
Lanai	\$88,500	\$95,000	\$0
Maalaea	\$295,500	\$237,500	\$420,000
Molokai	\$185,000	\$70,125	\$95,000
Napili/Kahana/Honokowai	\$286,000	\$257,000	\$325,000
Pukalani	\$0	\$0	\$345,000
Sprecklesville/Paia/Kuau	\$294,000	\$0	\$0
Wailea/Makena	\$1,100,000	\$890,000	\$965,000

Land Median Prices by Area

For Month Ending 4/30/2013

Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$222,500	\$395,000	\$6,100
Haiku	\$509,500	\$410,000	\$387,500
Kaanapali	\$718,862	\$0	\$375,000
Kahakuloa	\$224,999	\$240,000	\$0
Kapalua	\$0	\$775,000	\$0
Kihei	\$0	\$315,000	\$0
Kula/Ulupalakua/Kanaio	\$299,000	\$615,000	\$0
Lahaina	\$825,000	\$535,000	\$0
Lanai	\$0	\$1,000,000	\$0
Makawao/Olinda/Haliimaile	\$0	\$0	\$355,000
Maui Meadows	\$0	\$510,000	\$0
Molokai	\$44,500	\$300,000	\$0
Napili/Kahana/Honokowai	\$450,000	\$0	\$275,000
Olowalu	\$0	\$0	\$575,000
Wailea/Makena	\$1,750,000	\$962,500	\$0

Single Family Year To Date Sales Information

Comparing 1/1/2013 thru 4/30/2013 with 1/1/2012 thru 4/30/2012

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	79	73	6	8%	\$417,206	\$392,623	6%	\$397,979	\$367,000	8%	\$32,959,264	\$28,661,499	15%
Haiku	25	25	0	0%	\$699,730	\$760,940	-8%	\$625,000	\$672,000	-7%	\$17,493,250	\$19,023,500	-8%
Hana	0	4	-4	-100%	\$0	\$421,225	-100%	\$0	\$399,950	-100%	\$0	\$1,684,900	-100%
Kaanapali	7	7	0	0%	\$1,757,857	\$1,816,286	-3%	\$1,500,000	\$1,350,000	11%	\$12,305,000	\$12,714,000	-3%
Kahakuloa	0	1	-1	-100%	\$0	\$749,900	-100%	\$0	\$749,900	-100%	\$0	\$749,900	-100%
Kapalua	2	2	0	0%	\$3,147,500	\$2,880,000	9%	\$3,147,500	\$2,880,000	9%	\$6,295,000	\$5,760,000	9%
Kihei	54	54	0	0%	\$609,466	\$595,692	2%	\$487,500	\$449,000	9%	\$32,911,150	\$32,167,345	2%
Kipahulu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kula/Ulupalakua/Kanaio	18	23	-5	-22%	\$718,750	\$798,109	-10%	\$592,500	\$565,000	5%	\$12,937,500	\$18,356,500	-30%
Lahaina	13	16	-3	-19%	\$621,023	\$567,469	9%	\$550,000	\$432,500	27%	\$8,073,300	\$9,079,500	-11%
Lanai	10	7	3	43%	\$672,250	\$229,286	193%	\$349,250	\$195,000	79%	\$6,722,500	\$1,605,000	319%
Makawao/Olinda/Haliimaile	10	18	-8	-44%	\$480,790	\$486,750	-1%	\$400,000	\$338,000	18%	\$4,807,900	\$8,761,500	-45%
Maui Meadows	8	9	-1	-11%	\$1,108,500	\$1,153,889	-4%	\$1,235,000	\$950,000	30%	\$8,868,000	\$10,385,000	-15%
Molokai	4	3	1	33%	\$345,222	\$339,167	2%	\$302,500	\$270,000	12%	\$1,380,888	\$1,017,500	36%
Nahiku	0	2	-2	-100%	\$0	\$262,000	-100%	\$0	\$262,000	-100%	\$0	\$524,000	-100%
Napili/Kahana/Honokowai	12	14	-2	-14%	\$791,108	\$930,029	-15%	\$836,500	\$608,250	38%	\$9,493,299	\$13,020,400	-27%
Olowalu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Pukalani	22	14	8	57%	\$499,273	\$445,993	12%	\$485,000	\$479,500	1%	\$10,984,000	\$6,243,900	76%
Sprecklesville/Paia/Kuau	11	6	5	83%	\$1,349,227	\$560,000	141%	\$545,000	\$394,000	38%	\$14,841,500	\$3,360,000	342%
Wailea/Makena	11	11	0	0%	\$3,994,318	\$2,624,127	52%	\$2,750,000	\$1,305,000	111%	\$43,937,499	\$28,865,400	52%
Maui Summary:	286	289	-3	-1%	\$783,252	\$698,892	12%	\$513,250	\$448,000	15%	\$224,010,050	\$201,979,844	11%

Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 4/30/2013 with 1/1/2012 thru 4/30/2012

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	46	38	8	21%	\$220,194	\$199,417	10%	\$242,000	\$160,000	51%	\$10,128,920	\$7,577,860	34%
Hana	0	1	-1	-100%	\$0	\$465,000	-100%	\$0	\$465,000	-100%	\$0	\$465,000	-100%
Kaanapali	55	60	-5	-8%	\$965,316	\$575,155	68%	\$679,900	\$459,900	48%	\$53,092,405	\$34,509,300	54%
Kapalua	13	16	-3	-19%	\$1,199,423	\$987,719	21%	\$795,000	\$570,500	39%	\$15,592,500	\$15,803,500	-1%
Kihei	132	150	-18	-12%	\$366,055	\$335,199	9%	\$299,500	\$240,000	25%	\$48,319,234	\$50,279,915	-4%
Lahaina	28	25	3	12%	\$350,107	\$359,661	-3%	\$347,000	\$346,676	0%	\$9,803,009	\$8,991,518	9%
Lanai	7	1	6	600%	\$350,957	\$585,000	-40%	\$95,000	\$585,000	-84%	\$2,456,700	\$585,000	320%
Maalaea	14	12	2	17%	\$320,718	\$359,322	-11%	\$312,500	\$308,500	1%	\$4,490,050	\$4,311,866	4%
Molokai	3	2	1	50%	\$115,375	\$77,500	49%	\$91,000	\$77,500	17%	\$346,125	\$155,000	123%
Napili/Kahana/Honokowai	66	84	-18	-21%	\$384,680	\$341,192	13%	\$322,500	\$297,000	9%	\$25,388,850	\$28,660,101	-11%
Pukalani	0	2	-2	-100%	\$0	\$358,500	-100%	\$0	\$358,500	-100%	\$0	\$717,000	-100%
Sprecklesville/Paia/Kuau	2	0	2	N/A	\$247,000	\$0	N/A	\$247,000	\$0	N/A	\$494,000	\$0	N/A
Wailea/Makena	42	42	0	0%	\$1,105,235	\$1,188,170	-7%	\$877,000	\$730,000	20%	\$46,419,849	\$49,903,125	-7%
Maui Summary:	408	433	-25	-6%	\$530,715	\$466,418	14%	\$369,900	\$350,000	6%	\$216,531,642	\$201,959,185	7%

Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 4/30/2013 with 1/1/2012 thru 4/30/2012

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	46	38	8	21%	\$220,194	\$199,417	10%	\$242,000	\$160,000	51%	\$10,128,920	\$7,577,860	34%
Hana	0	1	-1	-100%	\$0	\$465,000	-100%	\$0	\$465,000	-100%	\$0	\$465,000	-100%
Kaanapali	53	55	-2	-4%	\$992,687	\$604,387	64%	\$695,000	\$469,900	48%	\$52,612,405	\$33,241,300	58%
Kapalua	13	16	-3	-19%	\$1,199,423	\$987,719	21%	\$795,000	\$570,500	39%	\$15,592,500	\$15,803,500	-1%
Kihei	131	149	-18	-12%	\$366,559	\$334,530	10%	\$299,000	\$240,000	25%	\$48,019,234	\$49,844,915	-4%
Lahaina	25	21	4	19%	\$381,300	\$415,001	-8%	\$368,000	\$365,000	1%	\$9,532,509	\$8,715,018	9%
Lanai	7	1	6	600%	\$350,957	\$585,000	-40%	\$95,000	\$585,000	-84%	\$2,456,700	\$585,000	320%
Maalaea	11	10	1	10%	\$349,091	\$399,787	-13%	\$370,000	\$365,000	1%	\$3,840,000	\$3,997,866	-4%
Molokai	3	2	1	50%	\$115,375	\$77,500	49%	\$91,000	\$77,500	17%	\$346,125	\$155,000	123%
Napili/Kahana/Honokowai	54	67	-13	-19%	\$423,932	\$359,825	18%	\$347,500	\$325,000	7%	\$22,892,350	\$24,108,301	-5%
Pukalani	0	2	-2	-100%	\$0	\$358,500	-100%	\$0	\$358,500	-100%	\$0	\$717,000	-100%
Sprecklesville/Paia/Kuau	2	0	2	N/A	\$247,000	\$0	N/A	\$247,000	\$0	N/A	\$494,000	\$0	N/A
Wailea/Makena	42	42	0	0%	\$1,105,235	\$1,188,170	-7%	\$877,000	\$730,000	20%	\$46,419,849	\$49,903,125	-7%
Maui Summary:	387	404	-17	-4%	\$548,668	\$482,955	14%	\$370,990	\$365,000	2%	\$212,334,592	\$195,113,885	9%

Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 4/30/2013 with 1/1/2012 thru 4/30/2012

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	2	5	-3	-60%	\$240,000	\$253,600	-5%	\$240,000	\$230,000	4%	\$480,000	\$1,268,000	-62%
Kihei	1	1	0	0%	\$300,000	\$435,000	-31%	\$300,000	\$435,000	-31%	\$300,000	\$435,000	-31%
Lahaina	3	4	-1	-25%	\$90,167	\$69,125	30%	\$102,000	\$35,500	187%	\$270,500	\$276,500	-2%
Maalaea	3	2	1	50%	\$216,683	\$157,000	38%	\$185,000	\$157,000	18%	\$650,050	\$314,000	107%
Napili/Kahana/Honokowai	12	17	-5	-29%	\$208,042	\$267,753	-22%	\$162,000	\$245,000	-34%	\$2,496,500	\$4,551,800	-45%
Maui Summary:	21	29	-8	-28%	\$199,860	\$236,045	-15%	\$185,000	\$224,000	-17%	\$4,197,050	\$6,845,300	-39%

Land Year To Date Sales Information

Comparing 1/1/2013 thru 4/30/2013 with 1/1/2012 thru 4/30/2012

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	5	12	-7	-58%	\$469,277	\$294,092	60%	\$305,000	\$191,500	59%	\$2,346,385	\$3,529,100	-34%
Haiku	9	8	1	13%	\$411,000	\$484,563	-15%	\$399,000	\$406,250	-2%	\$3,699,000	\$3,876,500	-5%
Hana	0	1	-1	-100%	\$0	\$335,000	-100%	\$0	\$335,000	-100%	\$0	\$335,000	-100%
Kaanapali	3	5	-2	-40%	\$662,954	\$416,000	59%	\$715,000	\$400,000	79%	\$1,988,862	\$2,080,000	-4%
Kahakuloa	2	1	1	100%	\$232,500	\$140,000	66%	\$232,500	\$140,000	66%	\$464,999	\$140,000	232%
Kapalua	4	2	2	100%	\$1,318,750	\$1,235,000	7%	\$937,500	\$1,235,000	-24%	\$5,275,000	\$2,470,000	114%
Kihei	6	2	4	200%	\$436,667	\$642,500	-32%	\$335,000	\$642,500	-48%	\$2,620,000	\$1,285,000	104%
Kipahulu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kula/Ulupalakua/Kanaio	6	6	0	0%	\$1,035,333	\$849,667	22%	\$507,500	\$890,000	-43%	\$6,212,000	\$5,098,000	22%
Lahaina	5	4	1	25%	\$767,800	\$886,250	-13%	\$784,000	\$967,500	-19%	\$3,839,000	\$3,545,000	8%
Lanai	2	0	2	N/A	\$875,000	\$0	N/A	\$875,000	\$0	N/A	\$1,750,000	\$0	N/A
Makawao/Olinda/Haliimaile	1	2	-1	-50%	\$450,000	\$322,500	40%	\$450,000	\$322,500	40%	\$450,000	\$645,000	-30%
Maui Meadows	2	0	2	N/A	\$510,000	\$0	N/A	\$510,000	\$0	N/A	\$1,020,000	\$0	N/A
Molokai	5	5	0	0%	\$212,300	\$137,400	55%	\$150,000	\$54,000	178%	\$1,061,500	\$687,000	55%
Nahiku	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Napili/Kahana/Honokowai	1	2	-1	-50%	\$450,000	\$271,425	66%	\$450,000	\$271,425	66%	\$450,000	\$542,850	-17%
Olowalu	0	1	-1	-100%	\$0	\$575,000	-100%	\$0	\$575,000	-100%	\$0	\$575,000	-100%
Pukalani	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Sprecklesville/Paia/Kuau	4	0	4	N/A	\$980,000	\$0	N/A	\$672,500	\$0	N/A	\$3,920,000	\$0	N/A
Wailea/Makena	5	0	5	N/A	\$1,147,000	\$0	N/A	\$1,075,000	\$0	N/A	\$5,735,000	\$0	N/A
Maui Summary:	60	51	9	18%	\$680,529	\$486,440	40%	\$509,500	\$400,000	27%	\$40,831,746	\$24,808,450	65%