



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

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September 9, 2013

Maui August 2013 Sales Statistics (Revised)

Aloha all!

Brief Maui Statistics Overview:

Pages 1 and 2 – Residential and Condo prices show strong month over month increases.

Page 4 - August's Sales Unit Volume – August's Residential sales declined to 79 homes sold after a strong 3-month rush in May, June and July. Condo Sales remained steady with 113 units sold. Land sales came in strong at 25 lots sold.

Page 5 - August's Median SALES prices –The Residential home median price increased to \$585,000. The Condo median price increased to \$420,000. Land median price declined to \$350,000.

Page 6 - Days on Market, Residential homes = 107, Condos = 94 DOM, Land = 156 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-August 2013 to January-August 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 increased (660 homes sold / +67 units / +11% change YTD), average sold price = \$796,660 (+12%YTD), median price = \$539,444 (+16%YTD) and total dollar volume sold = \$525,795,298 (+24%YTD).

Condo unit sales increased (896 units / +48 units / +6%YTD), average sold price = \$544,705 (+18%YTD), median price = \$377,200 (+8%YTD). Total Condo dollar volume sold = \$488,056,068 (+25% 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 (136 lots / +31 units / +30% YTD), average sold price = \$752,576 (+14%), median price = \$432,500 (+18%), Total dollar volume = \$102,350,281 (+48% YTD).

Total sales for immediate past 12 months: Residential = 1,004 (with 23% being REO or Short Sale), Condo = 1,301 (11.2% REO or SS), Land = 207 (14.5% REO or SS).

As of Sept. 9, 2013 - Active/Pending-Continue to Show/Contingent status inventory:

	Sept.'13	Aug.	July	June	May	April	Mar.	Feb.	Jan. '13	Dec. '12	Nov.	Oct.	Sept.'12
Homes	582	610	591	603	623	653	645	628	644	648	635	642	661
Condos	756	785	788	805	860	934	964	984	929	931	883	883	917
Land	399	387	397	398	405	408	427	426	425	430	435	429	428

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

Residential = 7.4 months, Condo = 6.7 months, Land = 16 months of inventory.

For Absorption Rate enthusiasts who calculate only pure "Active," (not any pending/contingent) divided by August Sales: Residential 457 "Active" / 79 Sold = 5.8 months.

Condo 608 / 113 Sold = 5.4 mos. Land 363 / 25 Sold = 14.5 mos.

IN A NUT SHELL..... Inventory down, Sales up, Prices rising “Game On!”

August monthly numbers take seasonal “breather” after Winter-Spring rush. 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 12-17%** 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 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. 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,” 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, 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.

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 8/31/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	25	\$11,312,689	\$415,260	19	\$8,384,550	\$409,255	22	\$8,055,943	\$370,000
Haiku	4	\$4,165,000	\$850,000	5	\$3,440,000	\$785,000	9	\$7,178,000	\$740,000
Hana	2	\$2,175,000	\$1,087,500	1	\$685,000	\$685,000	1	\$675,000	\$675,000
Kaanapali	1	\$830,000	\$830,000	1	\$1,150,000	\$1,150,000	1	\$2,050,000	\$2,050,000
Kahakuloa	0	\$0	\$0	1	\$655,000	\$655,000	1	\$1,750,000	\$1,750,000
Kapalua	1	\$3,541,754	\$3,541,754	2	\$5,625,000	\$2,812,500	0	\$0	\$0
Kihei	10	\$5,374,499	\$557,600	14	\$7,925,741	\$531,000	8	\$9,723,999	\$547,500
Kula/Ulupalakua/Kanaio	6	\$3,929,000	\$620,000	13	\$9,805,525	\$537,500	9	\$8,104,000	\$771,300
Lahaina	11	\$10,695,000	\$885,000	4	\$6,074,700	\$800,850	4	\$2,229,900	\$397,450
Lanai	2	\$1,846,900	\$923,450	5	\$1,217,000	\$255,000	3	\$625,000	\$215,000
Makawao/Olinda/Haliimaile	6	\$3,827,000	\$477,500	8	\$3,889,500	\$388,500	8	\$4,241,000	\$375,500
Maui Meadows	2	\$2,050,000	\$1,025,000	2	\$2,625,000	\$1,312,500	4	\$3,328,500	\$739,250
Molokai	0	\$0	\$0	2	\$1,331,000	\$665,500	0	\$0	\$0
Napili/Kahana/Honokowai	2	\$1,650,000	\$825,000	6	\$5,380,000	\$735,000	5	\$3,345,000	\$645,000
Olowalu	0	\$0	\$0	1	\$1,175,000	\$1,175,000	0	\$0	\$0
Pukalani	3	\$1,739,000	\$529,000	6	\$2,924,000	\$462,500	1	\$299,000	\$299,000
Sprecklesville/Paia/Kuau	2	\$3,764,500	\$1,882,250	3	\$1,415,000	\$410,000	1	\$437,000	\$437,000
Wailea/Makena	2	\$7,880,000	\$3,940,000	0	\$0	\$0	0	\$0	\$0
Maui Summary :	79	\$64,780,342	\$585,000	93	\$63,702,016	\$475,000	77	\$52,042,342	\$509,000

Condominium Monthly Sales Volume

For Month Ending 8/31/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	10	\$2,012,410	\$185,580	18	\$3,689,000	\$219,000	16	\$3,236,490	\$222,500
Hana	0	\$0	\$0	0	\$0	\$0	1	\$455,000	\$455,000
Kaanapali	8	\$8,894,800	\$777,450	12	\$13,097,250	\$1,047,450	14	\$9,601,300	\$559,450
Kapalua	7	\$6,082,500	\$925,000	5	\$7,240,000	\$675,000	2	\$1,085,000	\$542,500
Kihei	42	\$19,293,359	\$352,000	34	\$12,351,449	\$330,000	30	\$11,074,390	\$337,500
Lahaina	8	\$3,359,593	\$386,547	8	\$2,900,000	\$239,000	3	\$781,500	\$367,000
Lanai	3	\$1,581,500	\$111,500	1	\$97,000	\$97,000	1	\$869,000	\$869,000
Maalaea	5	\$1,874,000	\$399,000	8	\$3,162,000	\$310,000	5	\$1,231,795	\$225,000
Molokai	0	\$0	\$0	1	\$80,000	\$80,000	1	\$64,000	\$64,000
Napili/Kahana/Honokowai	21	\$8,786,950	\$455,000	15	\$5,924,800	\$388,800	19	\$6,315,000	\$300,000
Pukalani	0	\$0	\$0	1	\$398,000	\$398,000	0	\$0	\$0
Wailea/Makena	9	\$10,105,250	\$998,750	7	\$16,510,000	\$2,375,000	6	\$6,493,000	\$575,000
Maui Summary :	113	\$61,990,362	\$420,000	110	\$65,449,499	\$370,000	98	\$41,206,475	\$342,450

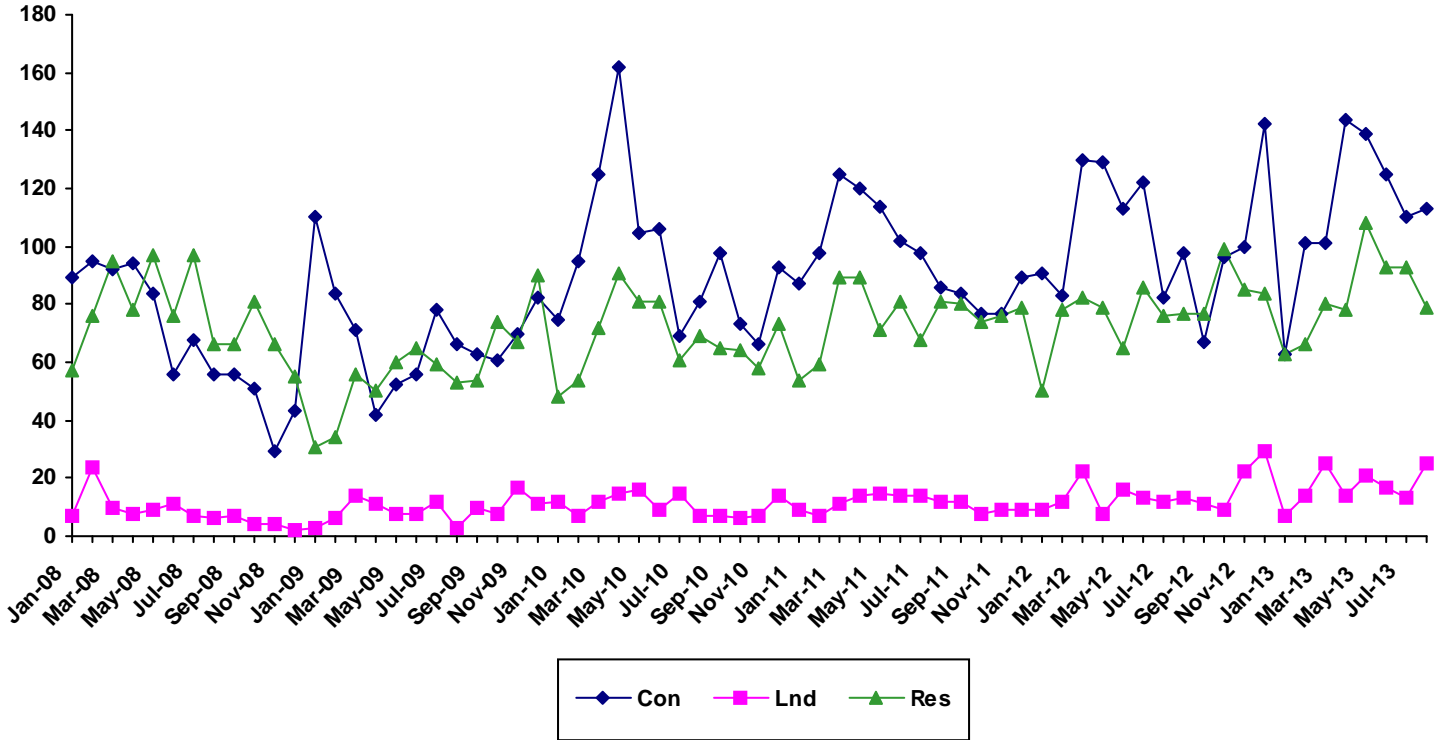
Land Monthly Sales Volume

For Month Ending 8/31/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	4	\$765,000	\$189,500	0	\$0	\$0	6	\$1,184,000	\$138,413
Haiku	5	\$2,825,000	\$600,000	3	\$1,670,000	\$550,000	1	\$465,000	\$465,000
Kaanapali	2	\$800,000	\$400,000	1	\$830,000	\$830,000	2	\$1,095,000	\$547,500
Kapalua	1	\$850,000	\$850,000	0	\$0	\$0	0	\$0	\$0
Kihei	1	\$310,000	\$310,000	1	\$400,000	\$400,000	1	\$210,000	\$210,000
Kula/Ulupalakua/Kanaio	1	\$200,000	\$200,000	0	\$0	\$0	1	\$420,000	\$420,000
Lahaina	4	\$3,805,000	\$1,002,500	0	\$0	\$0	1	\$800,000	\$800,000
Lanai	1	\$122,000	\$122,000	0	\$0	\$0	0	\$0	\$0
Makawao/Olinda/Haliimaile	2	\$1,015,000	\$507,500	1	\$181,500	\$181,500	0	\$0	\$0
Molokai	2	\$247,000	\$123,500	1	\$90,000	\$90,000	0	\$0	\$0
Napili/Kahana/Honokowai	1	\$282,500	\$282,500	0	\$0	\$0	0	\$0	\$0
Pukalani	1	\$200,000	\$200,000	2	\$520,000	\$260,000	1	\$235,000	\$235,000
Wailea/Makena	0	\$0	\$0	4	\$7,275,000	\$962,500	0	\$0	\$0
Maui Summary :	25	\$11,421,500	\$350,000	13	\$10,966,500	\$425,000	13	\$4,409,000	\$350,000

Sales Unit Volume By Month

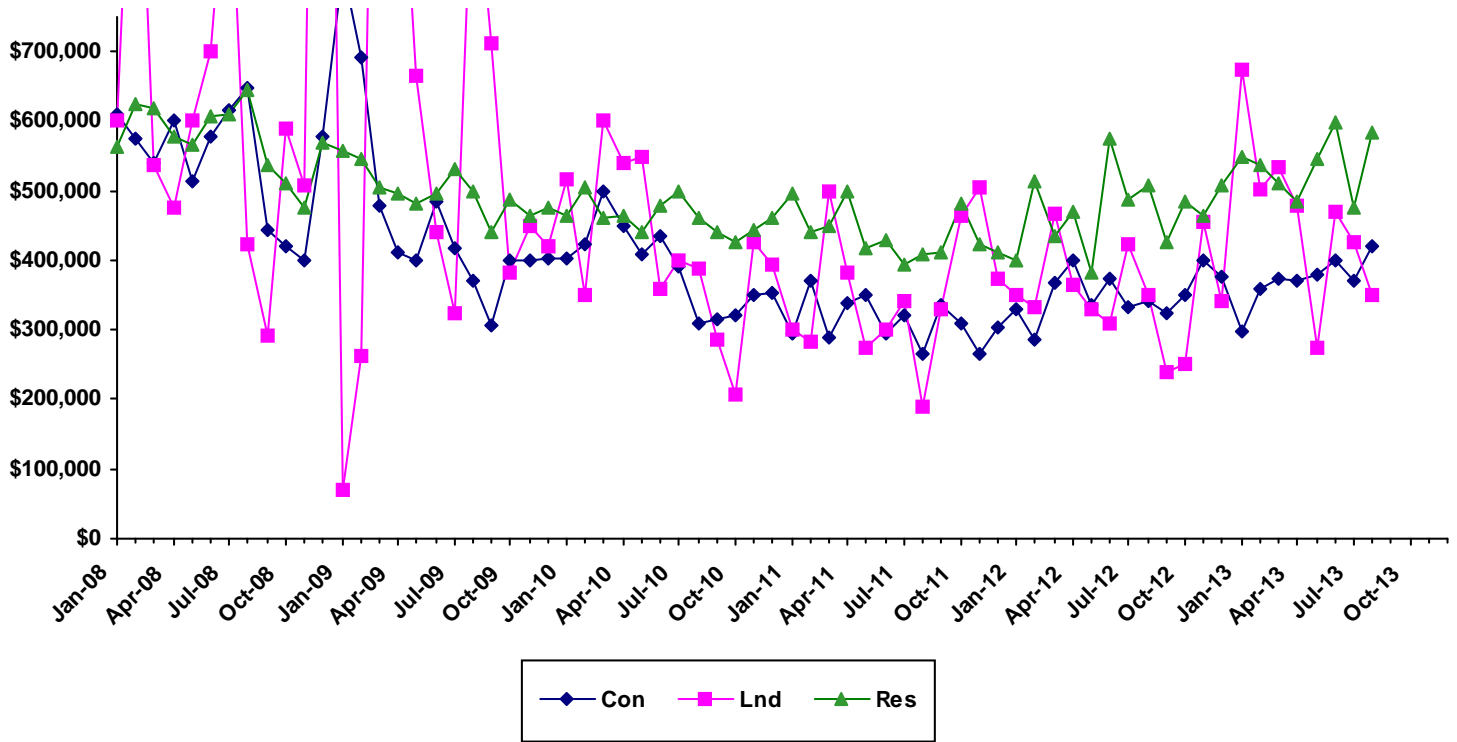
For Month Ending 8/31/2013



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	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	78	144	14
May	97	84	9	60	52	8	81	105	16	71	114	15	65	113	16	108	139	21
Jun	76	56	11	65	56	8	81	106	9	81	102	14	86	122	13	93	125	17
Jul	97	68	7	59	78	12	61	69	15	68	98	14	76	82	12	93	110	13
Aug	66	56	6	53	66	3	69	81	7	81	86	12	77	98	13	79	113	25
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

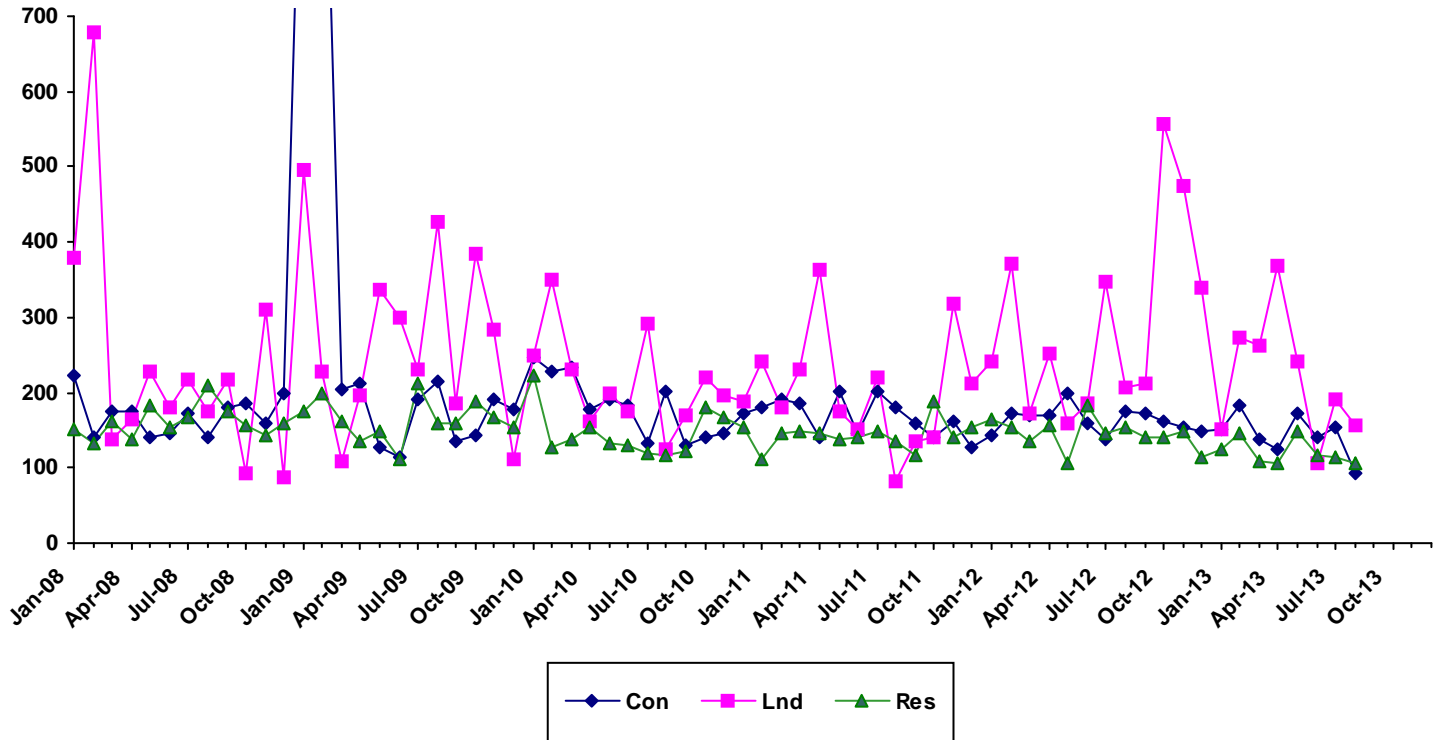
For Month Ending 8/31/2013



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	624391	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	338603	382500	469000	399000	365000	485000	370000	479500
May	567000	512500	600000	482500	399000	665000	442000	410000	547500	418000	349500	275000	382000	336000	330000	544500	380000	275000
Jun	606000	577500	700000	495000	484500	441000	480000	435000	360000	429000	294500	302000	575500	372990	310000	599000	400000	469260
Jul	610000	615000	1025000	532000	417000	322500	500000	390000	400000	394500	320000	340000	488000	332000	422500	488000	370000	425000
Aug	645000	647500	422505	500000	371250	999990	460000	310000	387500	410000	266000	189500	509000	342450	350000	585000	420000	350000
Sep	537500	442500	290500	440000	307500	712500	440000	315635	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	2171300	477000	401500	420000	460000	352000	394850	411000	304000	375000	508000	376000	340000			

Sales Days on Market By Month

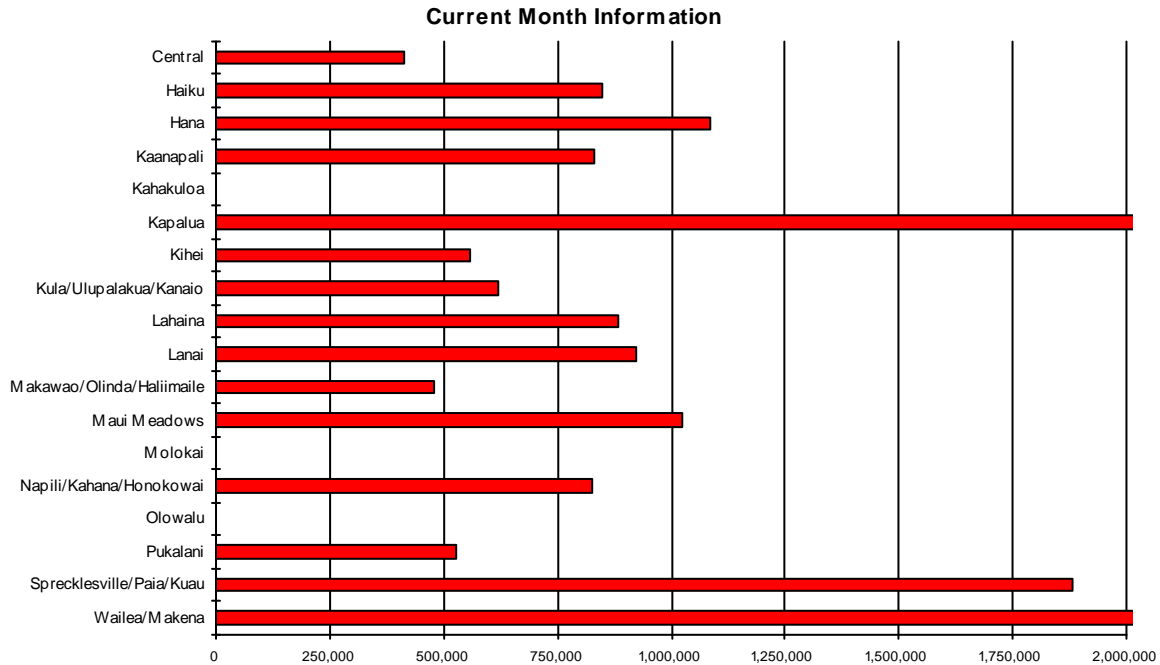
For Month Ending 8/31/2013



	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	1126	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	106	125	368
May	183	140	227	150	127	337	132	192	200	138	201	175	106	198	159	149	173	241
Jun	154	147	180	111	115	300	131	184	174	141	145	150	183	158	186	116	142	105
Jul	167	172	218	212	190	230	119	132	292	150	201	219	146	138	347	146	153	192
Aug	209	140	174	159	216	427	118	202	124	136	179	82.5	153	175	208	107	94	156
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 8/31/2013

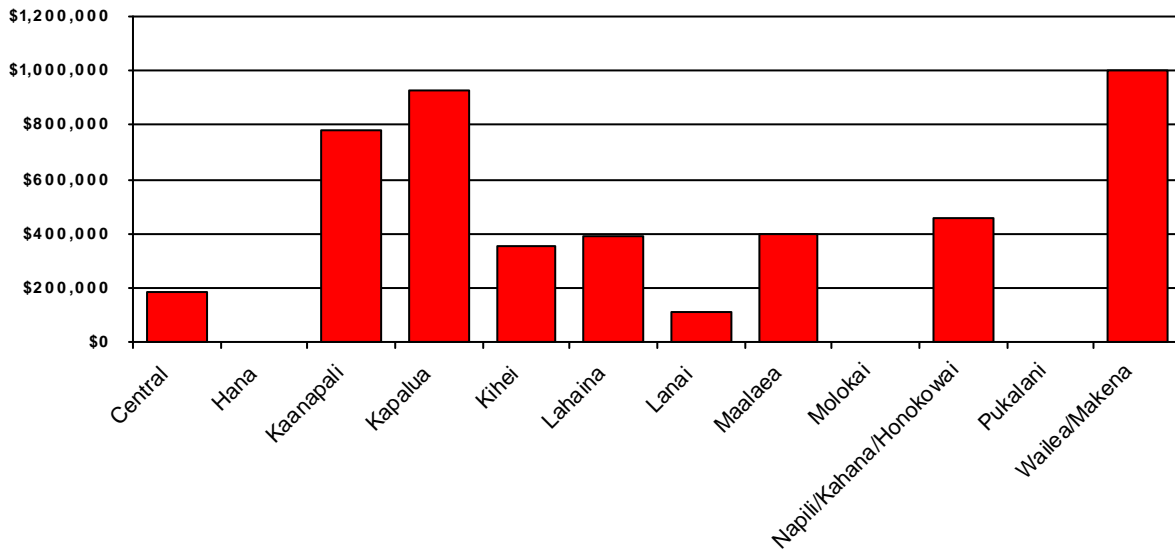


Area	Current Month	Previous Month	Year Ago Month
Central	\$415,260	\$409,255	\$370,000
Haiku	\$850,000	\$785,000	\$740,000
Hana	\$1,087,500	\$685,000	\$675,000
Kaanapali	\$830,000	\$1,150,000	\$2,050,000
Kahakuloa	\$0	\$655,000	\$1,750,000
Kapalua	\$3,541,754	\$2,812,500	\$0
Kihei	\$557,600	\$531,000	\$547,500
Kula/Ulupalakua/Kanaio	\$620,000	\$537,500	\$771,300
Lahaina	\$885,000	\$800,850	\$397,450
Lanai	\$923,450	\$255,000	\$215,000
Makawao/Olinda/Haliimaile	\$477,500	\$388,500	\$375,500
Maui Meadows	\$1,025,000	\$1,312,500	\$739,250
Molokai	\$0	\$665,500	\$0
Napili/Kahana/Honokowai	\$825,000	\$735,000	\$645,000
Olowalu	\$0	\$1,175,000	\$0
Pukalani	\$529,000	\$462,500	\$299,000
Sprecklesville/Paia/Kuau	\$1,882,250	\$410,000	\$437,000
Wailea/Makena	\$3,940,000	\$0	\$0

Condominium Median Prices by Area

For Month Ending 8/31/2013

Current Month Information

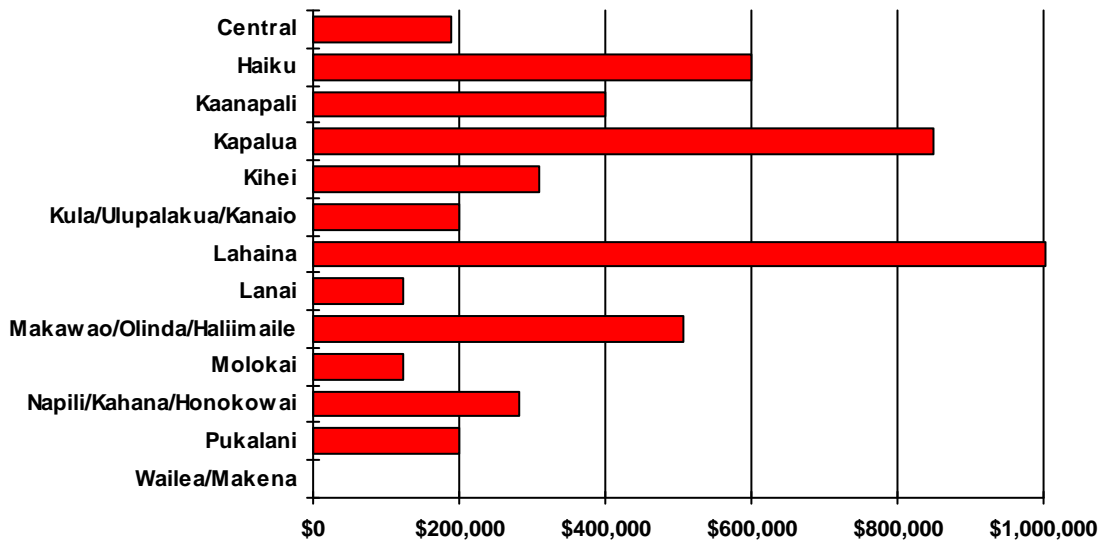


Area	Current Month	Previous Month	Year Ago Month
Central	\$185,580	\$219,000	\$222,500
Hana	\$0	\$0	\$455,000
Kaanapali	\$777,450	\$1,047,450	\$559,450
Kapalua	\$925,000	\$675,000	\$542,500
Kihei	\$352,000	\$330,000	\$337,500
Lahaina	\$386,547	\$239,000	\$367,000
Lanai	\$111,500	\$97,000	\$869,000
Maalaea	\$399,000	\$310,000	\$225,000
Molokai	\$0	\$80,000	\$64,000
Napili/Kahana/Honokowai	\$455,000	\$388,800	\$300,000
Pukalani	\$0	\$398,000	\$0
Wailea/Makena	\$998,750	\$2,375,000	\$575,000

Land Median Prices by Area

For Month Ending 8/31/2013

Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$189,500	\$0	\$138,413
Haiku	\$600,000	\$550,000	\$465,000
Kaanapali	\$400,000	\$830,000	\$547,500
Kapalua	\$850,000	\$0	\$0
Kihei	\$310,000	\$400,000	\$210,000
Kula/Ulupalakua/Kanaio	\$200,000	\$0	\$420,000
Lahaina	\$1,002,500	\$0	\$800,000
Lanai	\$122,000	\$0	\$0
Makawao/Olinda/Haliimaile	\$507,500	\$181,500	\$0
Molokai	\$123,500	\$90,000	\$0
Napili/Kahana/Honokowai	\$282,500	\$0	\$0
Pukalani	\$200,000	\$260,000	\$235,000
Wailea/Makena	\$0	\$962,500	\$0

Single Family Year To Date Sales Information

Comparing 1/1/2013 thru 8/31/2013 with 1/1/2012 thru 8/31/2012

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	181	155	26	17%	\$458,004	\$397,718	15%	\$415,260	\$367,000	13%	\$82,898,758	\$61,646,242	34%
Haiku	53	47	6	13%	\$692,255	\$723,755	-4%	\$599,000	\$670,000	-11%	\$36,689,500	\$34,016,500	8%
Hana	6	6	0	0%	\$833,833	\$513,317	62%	\$705,000	\$537,500	31%	\$5,003,000	\$3,079,900	62%
Kaanapali	12	20	-8	-40%	\$1,499,167	\$1,605,045	-7%	\$1,160,000	\$1,290,000	-10%	\$17,990,000	\$32,100,900	-44%
Kahakuloa	2	2	0	0%	\$413,150	\$1,249,950	-67%	\$413,150	\$1,249,950	-67%	\$826,299	\$2,499,900	-67%
Kapalua	9	3	6	200%	\$3,606,862	\$2,586,667	39%	\$3,500,000	\$2,760,000	27%	\$32,461,754	\$7,760,000	318%
Keanae	1	0	1	N/A	\$469,500	\$0	N/A	\$469,500	\$0	N/A	\$469,500	\$0	N/A
Kihei	103	101	2	2%	\$616,083	\$663,624	-7%	\$535,000	\$444,000	20%	\$63,456,589	\$67,025,994	-5%
Kipahulu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kula/Ulupalakua/Kanaio	54	53	1	2%	\$746,008	\$808,199	-8%	\$615,000	\$580,000	6%	\$40,284,413	\$42,834,535	-6%
Lahaina	37	32	5	16%	\$862,743	\$843,894	2%	\$600,000	\$437,500	37%	\$31,921,500	\$27,004,599	18%
Lanai	22	11	11	100%	\$505,291	\$216,364	134%	\$305,000	\$195,000	56%	\$11,116,400	\$2,380,000	367%
Makawao/Olinda/Haliimaile	37	40	-3	-8%	\$560,741	\$503,709	11%	\$412,000	\$325,500	27%	\$20,747,400	\$20,148,360	3%
Maui Meadows	19	16	3	19%	\$1,166,079	\$1,143,688	2%	\$1,300,000	\$889,250	46%	\$22,155,500	\$18,299,000	21%
Molokai	8	8	0	0%	\$553,711	\$315,925	75%	\$380,500	\$255,000	49%	\$4,429,688	\$2,527,400	75%
Nahiku	0	3	-3	-100%	\$0	\$253,066	-100%	\$0	\$235,199	-100%	\$0	\$759,199	-100%
Napili/Kahana/Honokowai	27	34	-7	-21%	\$817,907	\$995,262	-18%	\$799,000	\$617,500	29%	\$22,083,498	\$33,838,900	-35%
Olowalu	1	1	0	0%	\$1,175,000	\$1,150,000	2%	\$1,175,000	\$1,150,000	2%	\$1,175,000	\$1,150,000	2%
Pukalani	41	26	15	58%	\$516,878	\$495,419	4%	\$515,000	\$490,000	5%	\$21,192,000	\$12,880,900	65%
Sprecklesville/Paia/Kuau	24	18	6	33%	\$1,046,542	\$789,167	33%	\$574,500	\$438,500	31%	\$25,117,000	\$14,205,000	77%
Wailea/Makena	23	17	6	35%	\$3,729,456	\$2,305,794	62%	\$2,800,000	\$1,365,000	105%	\$85,777,499	\$39,198,500	119%
Maui Summary:	660	593	67	11%	\$796,660	\$713,922	12%	\$539,444	\$465,000	16%	\$525,795,298	\$423,355,829	24%

Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 8/31/2013 with 1/1/2012 thru 8/31/2012

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	99	83	16	19%	\$221,126	\$216,778	2%	\$220,000	\$199,000	11%	\$21,891,450	\$17,992,550	22%
Hana	1	3	-2	-67%	\$475,000	\$468,333	1%	\$475,000	\$465,000	2%	\$475,000	\$1,405,000	-66%
Kaanapali	114	116	-2	-2%	\$947,032	\$625,476	51%	\$724,950	\$483,950	50%	\$107,961,655	\$72,555,250	49%
Kapalua	28	31	-3	-10%	\$1,102,464	\$871,258	27%	\$787,500	\$560,000	41%	\$30,869,000	\$27,009,000	14%
Kihei	292	290	2	1%	\$386,032	\$334,382	15%	\$319,000	\$256,000	25%	\$112,721,372	\$96,970,694	16%
Lahaina	69	48	21	44%	\$354,138	\$382,683	-7%	\$359,000	\$350,000	3%	\$24,435,544	\$18,368,771	33%
Lanai	15	7	8	114%	\$393,813	\$666,429	-41%	\$97,000	\$529,000	-82%	\$5,907,200	\$4,665,000	27%
Maalaea	40	32	8	25%	\$348,489	\$305,369	14%	\$327,500	\$281,000	17%	\$13,939,550	\$9,771,806	43%
Molokai	4	3	1	33%	\$106,531	\$73,000	46%	\$85,500	\$64,000	34%	\$426,125	\$219,000	95%
Napili/Kahana/Honokowai	147	161	-14	-9%	\$393,423	\$331,748	19%	\$385,000	\$300,000	28%	\$57,833,174	\$53,411,441	8%
Pukalani	1	3	-2	-67%	\$398,000	\$375,000	6%	\$398,000	\$372,000	7%	\$398,000	\$1,125,000	-65%
Sprecklesville/Paia/Kuau	3	1	2	200%	\$263,000	\$260,000	1%	\$294,000	\$260,000	13%	\$789,000	\$260,000	203%
Wailea/Makena	83	70	13	19%	\$1,330,229	\$1,238,429	7%	\$998,750	\$745,500	34%	\$110,408,998	\$86,690,025	27%
Maui Summary:	896	848	48	6%	\$544,705	\$460,429	18%	\$377,200	\$350,000	8%	\$488,056,068	\$390,443,537	25%

Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 8/31/2013 with 1/1/2012 thru 8/31/2012

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	99	83	16	19%	\$221,126	\$216,778	2%	\$220,000	\$199,000	11%	\$21,891,450	\$17,992,550	22%
Hana	1	3	-2	-67%	\$475,000	\$468,333	1%	\$475,000	\$465,000	2%	\$475,000	\$1,405,000	-66%
Kaanapali	107	105	2	2%	\$986,684	\$661,650	49%	\$750,750	\$499,900	50%	\$105,575,155	\$69,473,250	52%
Kapalua	28	31	-3	-10%	\$1,102,464	\$871,258	27%	\$787,500	\$560,000	41%	\$30,869,000	\$27,009,000	14%
Kihei	291	284	7	2%	\$386,328	\$334,066	16%	\$320,000	\$254,750	26%	\$112,421,372	\$94,874,694	18%
Lahaina	65	39	26	67%	\$370,101	\$458,304	-19%	\$370,000	\$366,086	1%	\$24,056,544	\$17,873,871	35%
Lanai	15	7	8	114%	\$393,813	\$666,429	-41%	\$97,000	\$529,000	-82%	\$5,907,200	\$4,665,000	27%
Maalaea	33	20	13	65%	\$373,364	\$383,818	-3%	\$370,000	\$337,500	10%	\$12,321,000	\$7,676,366	61%
Molokai	4	3	1	33%	\$106,531	\$73,000	46%	\$85,500	\$64,000	34%	\$426,125	\$219,000	95%
Napili/Kahana/Honokowai	127	125	2	2%	\$410,564	\$367,478	12%	\$390,000	\$340,000	15%	\$52,141,674	\$45,934,741	14%
Pukalani	1	3	-2	-67%	\$398,000	\$375,000	6%	\$398,000	\$372,000	7%	\$398,000	\$1,125,000	-65%
Sprecklesville/Paia/Kuau	3	1	2	200%	\$263,000	\$260,000	1%	\$294,000	\$260,000	13%	\$789,000	\$260,000	203%
Wailea/Makena	83	70	13	19%	\$1,330,229	\$1,238,429	7%	\$998,750	\$745,500	34%	\$110,408,998	\$86,690,025	27%
Maui Summary:	857	774	83	11%	\$557,387	\$484,753	15%	\$380,000	\$365,100	4%	\$477,680,518	\$375,198,497	27%

Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 8/31/2013 with 1/1/2012 thru 8/31/2012

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	7	11	-4	-36%	\$340,929	\$280,182	22%	\$248,000	\$250,000	-1%	\$2,386,500	\$3,082,000	-23%
Kihei	1	6	-5	-83%	\$300,000	\$349,333	-14%	\$300,000	\$335,000	-10%	\$300,000	\$2,096,000	-86%
Lahaina	4	9	-5	-56%	\$94,750	\$54,989	72%	\$103,500	\$42,000	146%	\$379,000	\$494,900	-23%
Maalaea	7	12	-5	-42%	\$231,221	\$174,620	32%	\$210,000	\$174,750	20%	\$1,618,550	\$2,095,440	-23%
Napili/Kahana/Honokowai	20	36	-16	-44%	\$284,575	\$207,686	37%	\$293,750	\$57,000	415%	\$5,691,500	\$7,476,700	-24%
Maui Summary:	39	74	-35	-47%	\$266,040	\$206,014	29%	\$235,000	\$192,500	22%	\$10,375,550	\$15,245,040	-32%

Land Year To Date Sales Information

Comparing 1/1/2013 thru 8/31/2013 with 1/1/2012 thru 8/31/2012

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	15	29	-14	-48%	\$337,276	\$431,407	-22%	\$249,000	\$170,000	46%	\$5,059,135	\$12,510,817	-60%
Haiku	23	15	8	53%	\$580,391	\$452,933	28%	\$510,000	\$395,000	29%	\$13,349,000	\$6,794,000	96%
Hana	1	2	-1	-50%	\$175,000	\$442,500	-60%	\$175,000	\$442,500	-60%	\$175,000	\$885,000	-80%
Kaanapali	8	8	0	0%	\$604,423	\$453,125	33%	\$635,000	\$452,500	40%	\$4,835,387	\$3,625,000	33%
Kahakuloa	4	1	3	300%	\$227,500	\$140,000	62%	\$230,000	\$140,000	64%	\$909,999	\$140,000	550%
Kapalua	6	4	2	50%	\$1,203,833	\$1,005,000	20%	\$974,000	\$835,000	17%	\$7,223,000	\$4,020,000	80%
Kihei	11	6	5	83%	\$380,818	\$467,500	-19%	\$310,000	\$275,000	13%	\$4,189,000	\$2,805,000	49%
Kipahulu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kula/Ulupalakua/Kanaio	10	9	1	11%	\$1,875,200	\$928,667	102%	\$577,500	\$780,000	-26%	\$18,752,000	\$8,358,000	124%
Lahaina	9	9	0	0%	\$849,333	\$815,556	4%	\$870,000	\$800,000	9%	\$7,644,000	\$7,340,000	4%
Lanai	4	1	3	300%	\$503,000	\$350,000	44%	\$445,000	\$350,000	27%	\$2,012,000	\$350,000	475%
Makawao/Olinda/Haliimaile	4	6	-2	-33%	\$411,625	\$2,204,167	-81%	\$445,000	\$300,000	48%	\$1,646,500	\$13,225,000	-88%
Maui Meadows	2	0	2	N/A	\$510,000	\$0	N/A	\$510,000	\$0	N/A	\$1,020,000	\$0	N/A
Molokai	9	6	3	50%	\$165,944	\$150,333	10%	\$130,000	\$54,000	141%	\$1,493,500	\$902,000	66%
Nahiku	1	1	0	0%	\$220,000	\$280,000	-21%	\$220,000	\$280,000	-21%	\$220,000	\$280,000	-21%
Napili/Kahana/Honokowai	5	3	2	67%	\$410,500	\$270,950	52%	\$282,500	\$270,000	5%	\$2,052,500	\$812,850	153%
Olowalu	1	1	0	0%	\$3,775,000	\$575,000	557%	\$3,775,000	\$575,000	557%	\$3,775,000	\$575,000	557%
Pukalani	5	2	3	150%	\$248,000	\$230,000	8%	\$260,000	\$230,000	13%	\$1,240,000	\$460,000	170%
Spreecklesville/Paia/Kuau	5	0	5	N/A	\$820,000	\$0	N/A	\$345,000	\$0	N/A	\$4,100,000	\$0	N/A
Wailea/Makena	13	2	11	550%	\$1,742,635	\$3,087,500	-44%	\$1,225,000	\$3,087,500	-60%	\$22,654,260	\$6,175,000	267%
Maui Summary:	136	105	31	30%	\$752,576	\$659,597	14%	\$432,500	\$365,000	18%	\$102,350,281	\$69,257,667	48%