



REALTORS[®]
Association of
Maui, Inc.

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March 12, 2013

Maui February 2013 Sales Statistics

Aloha all!

Brief Maui Statistics Overview:

Page 4 - February's Sales Unit Volume – February's Residential sales rose slightly to 65 homes sold, while Condo Sales jumped to 100 units sold. Land sales rose to 12 lots sold.

NOTE: Condos exhibited a big 2012 year-end rush (possibly due to then-pending 2013 tax changes), yet the average of Dec. '12 and Jan. '13 is a normal looking 100 units per month.

Page 5 - February's Median SALES prices –The Residential home median price held steady at \$550,000, while the Condo median price increased substantially to \$364,950. Land median price declined to \$575,000

Page 6 - Days on Market for Residential homes = 149, Condos = 184 DOM, Land = 273 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-February 2013 to January-February 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 matched 2012 exactly (128 homes sold/ 0% change YTD), average sold price = \$718,357 (+2%YTD), median price = \$550,000 (+23%YTD) and total dollar volume sold = \$91,949,675 (+2%YTD).

Condo unit sales decreased (162 units / -12 units / -7%YTD), average sold price = \$469,596 (+18%YTD), median price = \$349,000 (+16%YTD). Total Condo dollar volume sold = \$76,074,497 (+10% YTD).

NOTE: Dec.'12 Condos sales exhibited a big year-end rush (possibly due to then-pending 2013 tax changes), yet the average of Dec. '12 and Jan. '13 is a normal looking 100 units per month. That push also skews Jan.'13 numbers downward when comparing to Jan.'12. While unit number sales are down a bit for Feb.'13, \$\$ dollar amounts are on the rise.

Land – NOTE: Land Lot sales are such a small sampling that statistics in this property class are not necessarily reliable indicators. Land lot sales decreased (19 lots / -2 units / -10% YTD), average sold price = \$897,632 (+85%), median price = \$675,000 (+93%), Total dollar volume = \$17,055,000 (+67%).

Total sales for immediate past 12 months: Residential = 937 (with 31.8% being REO or Short Sale), Condo = 1,241 (18.9% REO or SS), Land = 174 (16% REO or SS).

As of March 12, 2013 - Active/Pending/Contingent status inventory:

	Mar.'13	Feb.	Jan. '13	Dec. '12	Nov.	Oct.	Sept.	Aug.	July	June	May	April	Mar.'12
Homes	645	628	644	648	635	642	661	690	702	728	749	766	756
Condos	964	984	929	931	883	883	917	915	931	998	1,066	1,113	1,148
Land	427	426	425	430	435	429	428	444	455	483	521	536	542

Current Absorption Rate base on this month's Active inventory divided by February Sales is: Residential = 9.9 months, Condo = 9.6 months, Land = 35.6 months of Active inventory.

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

Mayan Calendar End-of-the-World – Avoided, Fiscal Cliff – Avoided... What's Next after Sequestration?

Increased showings and sales, multiple offers on “well priced” listings, hesitant buyers become onlookers..... Window of opportunity may be closing for first-time homebuyers (see below).

Well priced properties are attracting multiple offers making for a quick sale. **Inventories have declined 16-16%** over the past 12 months in Residential and Condo classes. Many short sales and REO (bank owned) properties are being absorbed as sales as we begin to move ahead to a more normal marketplace. 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.

FOR SELLERS: Sellers who don't really need to sell (just “fishing?”) should stay off the market, and clear the marketplace for those who **REALLY have to sell**. **As market prices start to rise, some owners will become sellers. Sharpen your pencil, talk to your CPA and 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, everything else is getting old.

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. **Unrealistic Sellers** continue to be **ignored** by the market and miss current opportunities that later become woefully apparent. They may even end up in a Short Sale or Foreclosure situation that could have been avoided if priced properly.

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 happening 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.

This low point in the market is your rare chance, so check it out carefully.

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, please call our RAM 2012-13 Immediate Past President, Bob Lightbourn at 808-283-4384.

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 2/28/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	15	\$5,801,500	\$365,000	19	\$9,294,727	\$449,000	23	\$9,806,400	\$372,000
Haiku	5	\$3,097,500	\$600,000	5	\$2,611,400	\$574,900	6	\$6,539,400	\$1,082,500
Hana	0	\$0	\$0	0	\$0	\$0	1	\$625,000	\$625,000
Kaanapali	2	\$5,000,000	\$2,500,000	0	\$0	\$0	2	\$1,850,000	\$925,000
Kahakuloa	0	\$0	\$0	0	\$0	\$0	1	\$749,900	\$749,900
Kapalua	1	\$1,795,000	\$1,795,000	0	\$0	\$0	2	\$5,760,000	\$2,880,000
Kihei	12	\$9,024,000	\$510,000	13	\$7,110,550	\$450,000	16	\$11,781,800	\$446,250
Kula/Ulupalakua/Kanaio	4	\$3,740,000	\$727,500	5	\$2,844,000	\$595,000	3	\$2,439,000	\$799,000
Lahaina	4	\$1,885,000	\$505,000	1	\$653,800	\$653,800	2	\$1,075,000	\$537,500
Lanai	2	\$1,340,000	\$670,000	1	\$215,000	\$215,000	2	\$475,000	\$237,500
Makawao/Olinda/Haliimaile	3	\$1,337,500	\$412,500	3	\$1,470,400	\$367,400	2	\$775,000	\$387,500
Maui Meadows	1	\$695,000	\$695,000	1	\$1,120,000	\$1,120,000	3	\$2,150,000	\$600,000
Molokai	0	\$0	\$0	0	\$0	\$0	1	\$547,500	\$547,500
Nahiku	0	\$0	\$0	0	\$0	\$0	1	\$225,000	\$225,000
Napili/Kahana/Honokowai	2	\$1,655,000	\$827,500	4	\$2,830,299	\$732,500	3	\$2,099,500	\$655,500
Pukalani	10	\$4,785,000	\$454,500	6	\$3,480,000	\$562,500	3	\$1,375,000	\$390,000
Sprecklesville/Paia/Kuau	2	\$984,000	\$492,000	2	\$1,050,000	\$525,000	2	\$658,000	\$329,000
Wailea/Makena	2	\$5,950,000	\$2,975,000	3	\$12,179,999	\$1,999,999	5	\$14,591,400	\$910,000
Maui Summary :	65	\$47,089,500	\$550,000	63	\$44,860,175	\$550,000	78	\$63,522,900	\$513,750

Condominium Monthly Sales Volume

For Month Ending 2/28/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	13	\$2,642,480	\$217,000	11	\$2,193,000	\$215,000	4	\$482,000	\$110,500
Kaanapali	12	\$6,746,750	\$498,500	4	\$5,618,300	\$755,400	9	\$4,554,200	\$469,900
Kapalua	4	\$7,286,500	\$1,155,000	2	\$1,325,000	\$662,500	2	\$1,305,000	\$652,500
Kihei	35	\$13,645,877	\$340,000	25	\$8,725,740	\$280,000	36	\$11,155,666	\$237,500
Lahaina	2	\$411,500	\$205,750	3	\$928,000	\$335,000	2	\$236,000	\$118,000
Lanai	2	\$204,700	\$102,350	0	\$0	\$0	0	\$0	\$0
Maalaea	5	\$1,630,050	\$320,000	3	\$1,160,000	\$370,000	5	\$1,824,866	\$226,000
Molokai	0	\$0	\$0	1	\$91,000	\$91,000	0	\$0	\$0
Napili/Kahana/Honokowai	16	\$6,707,600	\$330,000	10	\$4,153,500	\$395,000	20	\$6,258,300	\$274,950
Sprecklesville/Paia/Kuau	0	\$0	\$0	1	\$200,000	\$200,000	0	\$0	\$0
Wailea/Makena	11	\$11,312,000	\$815,000	2	\$1,092,500	\$546,250	5	\$3,975,500	\$660,000
Maui Summary :	100	\$50,587,457	\$364,950	62	\$25,487,040	\$292,000	83	\$29,791,532	\$287,000

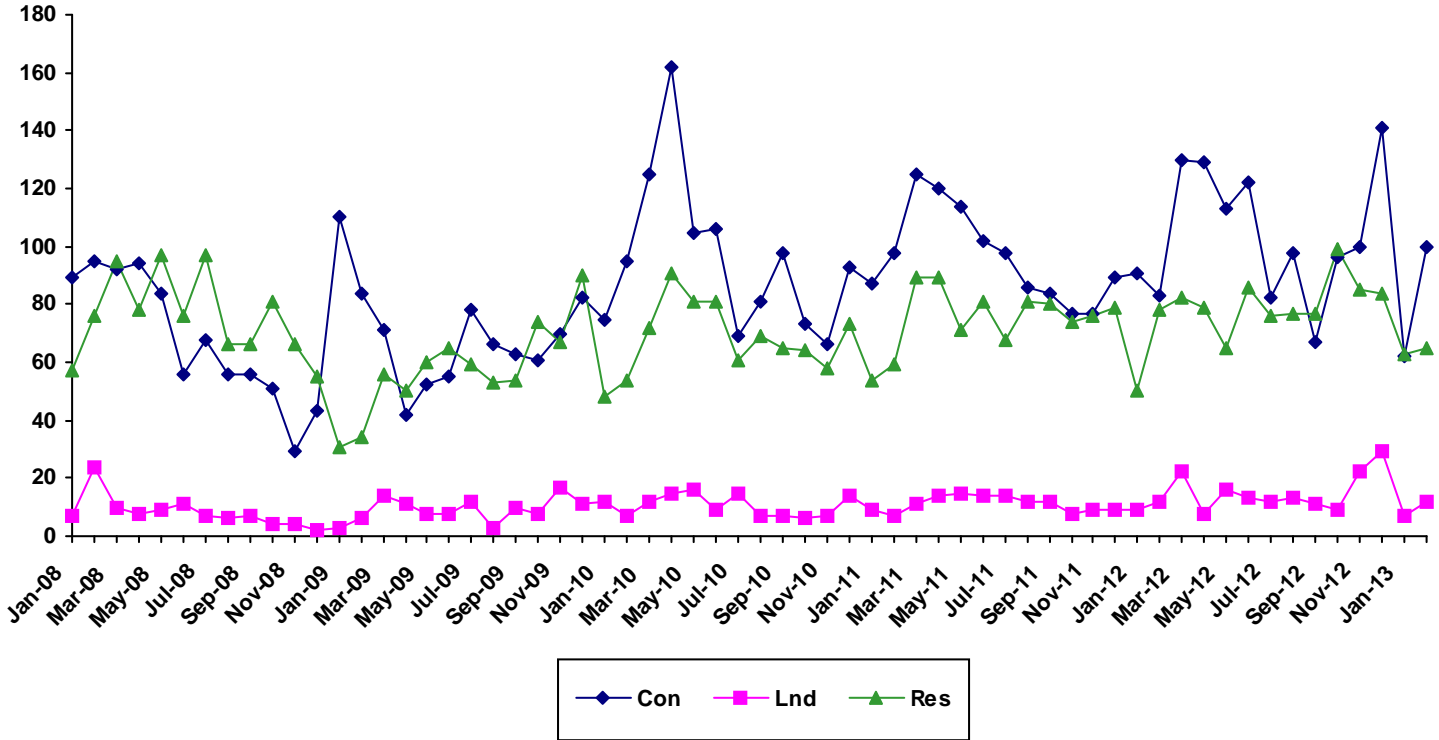
Land Monthly Sales Volume

For Month Ending 2/28/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	0	\$0	\$0	0	\$0	\$0	2	\$585,000	\$292,500
Haiku	2	\$539,000	\$269,500	1	\$262,000	\$262,000	0	\$0	\$0
Kaanapali	0	\$0	\$0	1	\$715,000	\$715,000	1	\$500,000	\$500,000
Kapalua	1	\$2,750,000	\$2,750,000	0	\$0	\$0	1	\$1,600,000	\$1,600,000
Kihei	1	\$700,000	\$700,000	0	\$0	\$0	0	\$0	\$0
Kula/Ulupalakua/Kanaio	1	\$265,000	\$265,000	2	\$4,633,000	\$2,316,500	2	\$718,000	\$359,000
Lahaina	2	\$1,654,000	\$827,000	0	\$0	\$0	1	\$950,000	\$950,000
Lanai	1	\$750,000	\$750,000	0	\$0	\$0	0	\$0	\$0
Makawao/Olinda/Haliimaile	1	\$450,000	\$450,000	0	\$0	\$0	0	\$0	\$0
Molokai	1	\$130,000	\$130,000	1	\$287,000	\$287,000	4	\$642,000	\$54,000
Napili/Kahana/Honokowai	0	\$0	\$0	0	\$0	\$0	1	\$267,850	\$267,850
Sprecklesville/Paia/Kuau	2	\$2,575,000	\$1,287,500	2	\$1,345,000	\$672,500	0	\$0	\$0
Maui Summary :	12	\$9,813,000	\$575,000	7	\$7,242,000	\$675,000	12	\$5,262,850	\$333,925

Sales Unit Volume By Month

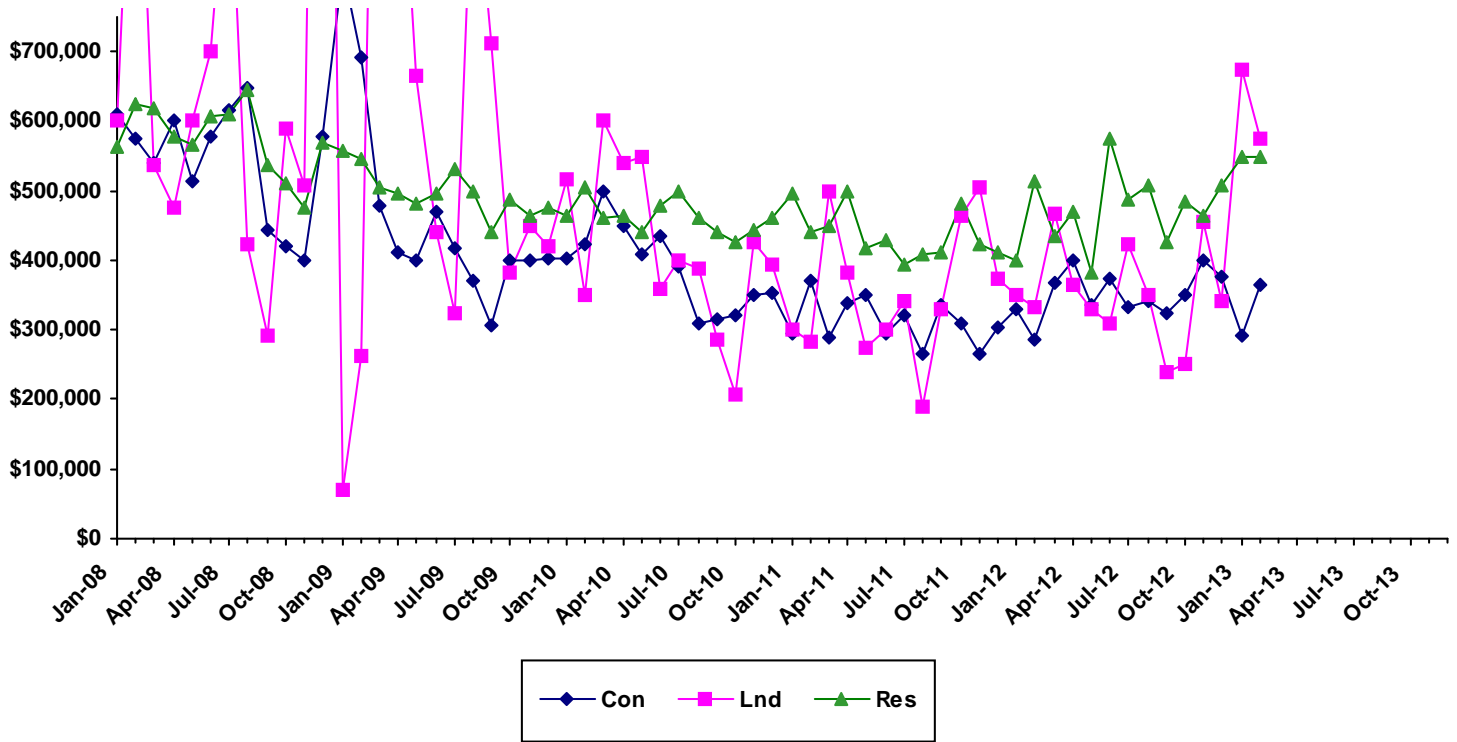
For Month Ending 2/28/2013



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	62	7
Feb	76	95	24	34	84	6	54	95	7	59	98	7	78	83	12	65	100	12
Mar	95	92	10	56	71	14	72	125	12	89	125	11	82	130	22			
Apr	78	94	8	50	42	11	91	162	15	89	120	14	79	129	8			
May	97	84	9	60	52	8	81	105	16	71	114	15	65	113	16			
Jun	76	56	11	65	55	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	141	29			

Sales Median By Month

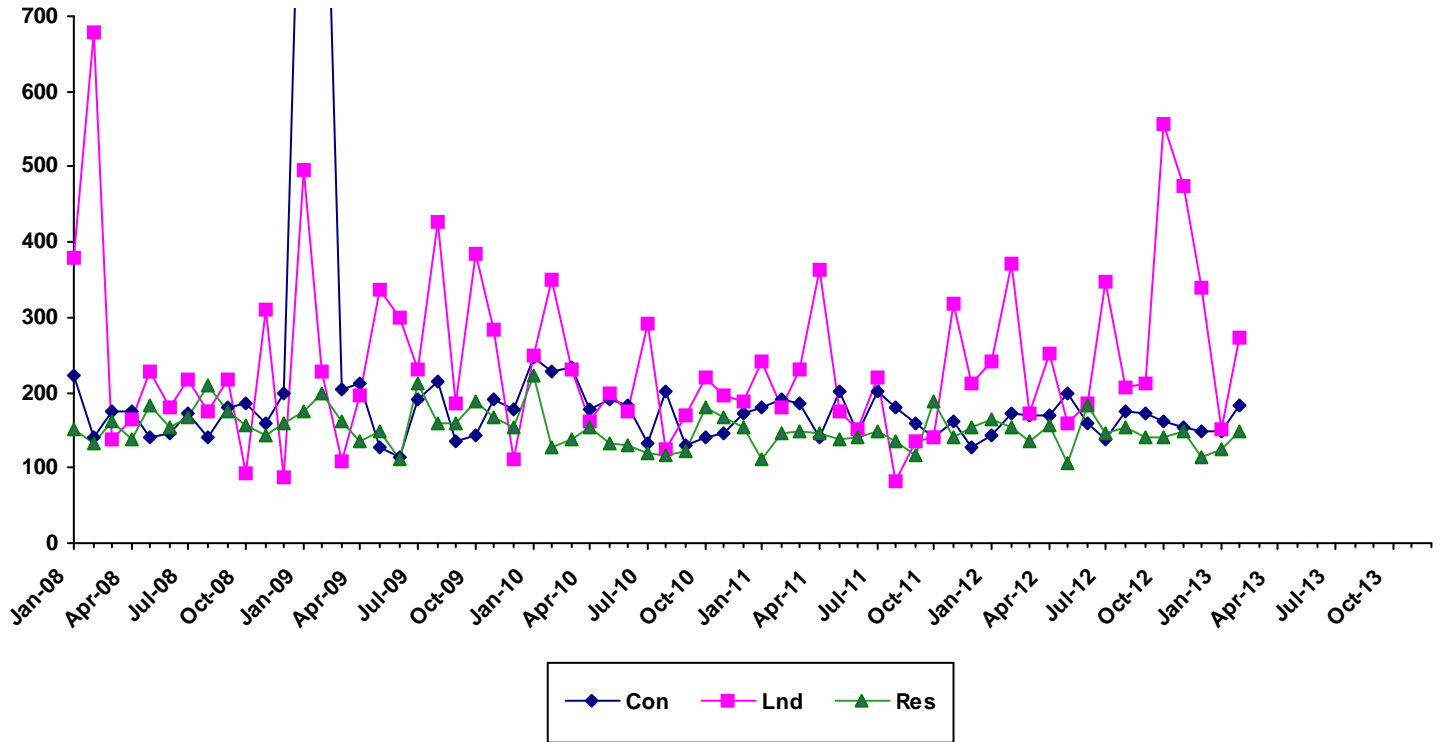
For Month Ending 2/28/2013



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	292000	675000
Feb	624391	575000	1195000	545000	692500	262500	504150	424000	350000	440000	371200	282500	513750	287000	333925	550000	364950	575000
Mar	620000	538500	537500	504500	480000	1669250	460000	499000	600000	450000	289000	500000	435000	368043	467500			
Apr	577500	600000	477000	497000	411000	1100000	465000	450000	540000	500000	338603	382500	469000	399000	365000			
May	567000	512500	600000	482500	399000	665000	442000	410000	547500	418000	349500	275000	382000	336000	330000			
Jun	606000	577500	700000	495000	469000	441000	480000	435000	360000	429000	294500	302000	575500	372990	310000			
Jul	610000	615000	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	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 2/28/2013

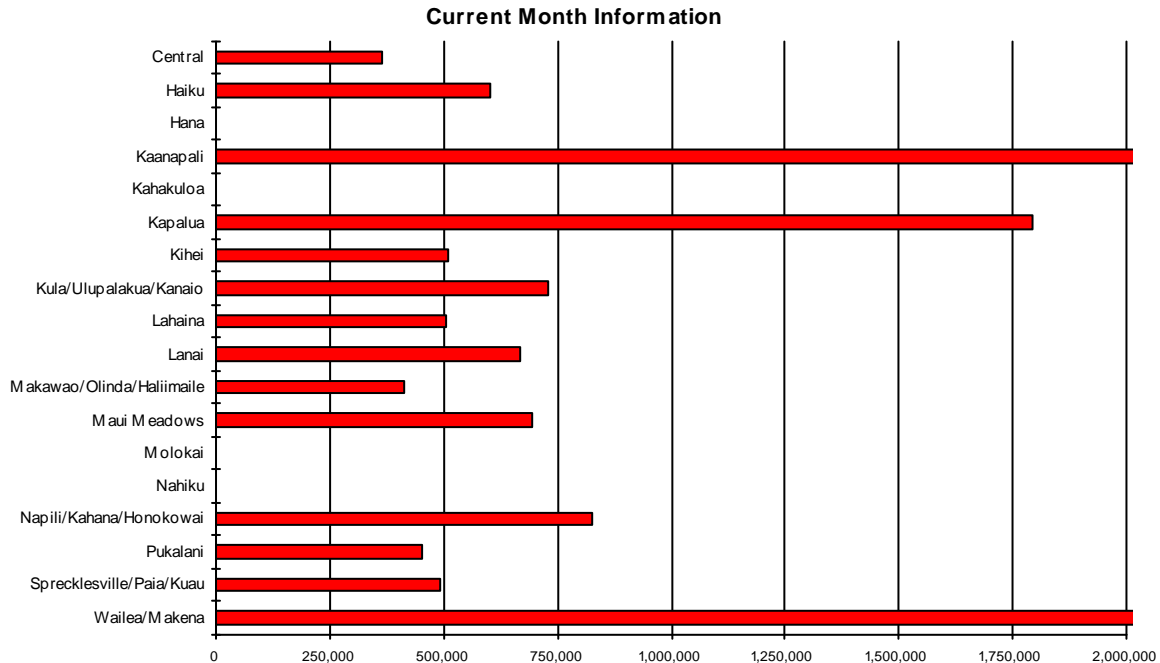


	2008			2009			2010			2011			2012			2013		
Month	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	151	223	379	176	1126	496	224	247	248	112	180	240	165	144	242	125	149	151
Feb	134	141	679	199	1152	228	127	229	351	147	192	180	153	172	371	149	184	273
Mar	162	176	137	163	203	108	138	233	230	150	185	231	136	171	173			
Apr	138	175	164	137	212	195	153	179	162	146	142	362	156	170	253			
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	149	339			

SOURCE: REALTORS Association of Maui - www.RAMaui.com
 MLS Sale data - Information deemed reliable, however not guaranteed

Single Family Median Prices by Area

For Month Ending 2/28/2013

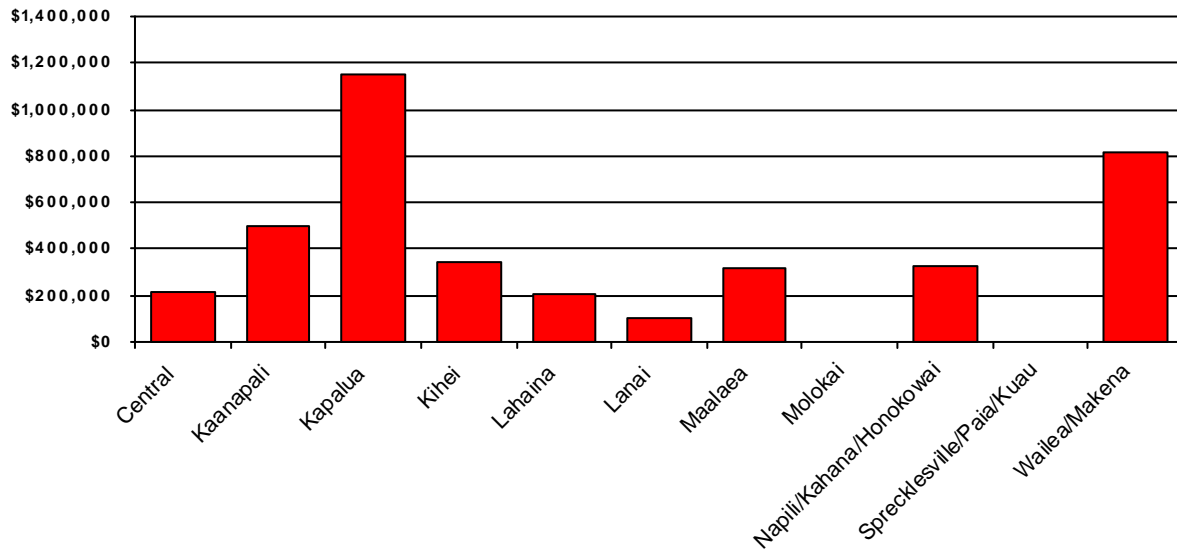


Area	Current Month	Previous Month	Year Ago Month
Central	\$365,000	\$449,000	\$372,000
Haiku	\$600,000	\$574,900	\$1,082,500
Hana	\$0	\$0	\$625,000
Kaanapali	\$2,500,000	\$0	\$925,000
Kahakuloa	\$0	\$0	\$749,900
Kapalua	\$1,795,000	\$0	\$2,880,000
Kihei	\$510,000	\$450,000	\$446,250
Kula/Ulupalakua/Kanaio	\$727,500	\$595,000	\$799,000
Lahaina	\$505,000	\$653,800	\$537,500
Lanai	\$670,000	\$215,000	\$237,500
Makawao/Olinda/Haliimaile	\$412,500	\$367,400	\$387,500
Maui Meadows	\$695,000	\$1,120,000	\$600,000
Molokai	\$0	\$0	\$547,500
Nahiku	\$0	\$0	\$225,000
Napili/Kahana/Honokowai	\$827,500	\$732,500	\$655,500
Pukalani	\$454,500	\$562,500	\$390,000
Sprecklesville/Paia/Kuau	\$492,000	\$525,000	\$329,000
Wailea/Makena	\$2,975,000	\$1,999,999	\$910,000

Condominium Median Prices by Area

For Month Ending 2/28/2013

Current Month Information

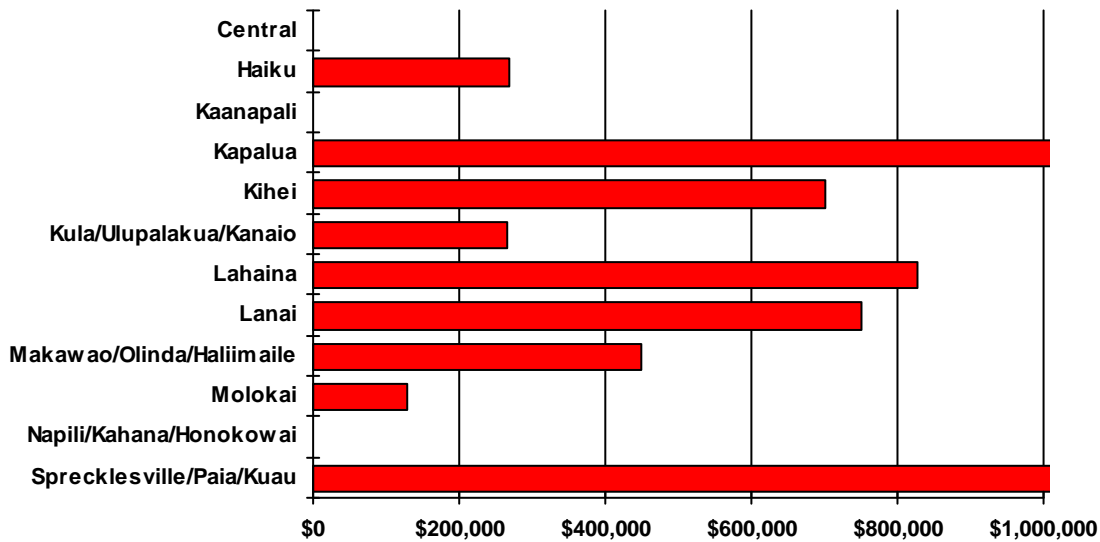


Area	Current Month	Previous Month	Year Ago Month
Central	\$217,000	\$215,000	\$110,500
Kaanapali	\$498,500	\$755,400	\$469,900
Kapalua	\$1,155,000	\$662,500	\$652,500
Kihei	\$340,000	\$280,000	\$237,500
Lahaina	\$205,750	\$335,000	\$118,000
Lanai	\$102,350	\$0	\$0
Maalaea	\$320,000	\$370,000	\$226,000
Molokai	\$0	\$91,000	\$0
Napili/Kahana/Honokowai	\$330,000	\$395,000	\$274,950
Sprecklesville/Paia/Kuau	\$0	\$200,000	\$0
Wailea/Makena	\$815,000	\$546,250	\$660,000

Land Median Prices by Area

For Month Ending 2/28/2013

Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$0	\$0	\$292,500
Haiku	\$269,500	\$262,000	\$0
Kaanapali	\$0	\$715,000	\$500,000
Kapalua	\$2,750,000	\$0	\$1,600,000
Kihei	\$700,000	\$0	\$0
Kula/Ulupalakua/Kanaio	\$265,000	\$2,316,500	\$359,000
Lahaina	\$827,000	\$0	\$950,000
Lanai	\$750,000	\$0	\$0
Makawao/Olinda/Haliimaile	\$450,000	\$0	\$0
Molokai	\$130,000	\$287,000	\$54,000
Napili/Kahana/Honokowai	\$0	\$0	\$267,850
Sprecklesville/Paia/Kuau	\$1,287,500	\$672,500	\$0

Single Family Year To Date Sales Information

Comparing 1/1/2013 thru 2/28/2013 with 1/1/2012 thru 2/29/2012

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	34	37	-3	-8%	\$444,007	\$411,551	8%	\$412,470	\$370,000	11%	\$15,096,227	\$15,227,400	-1%
Haiku	10	10	0	0%	\$570,890	\$903,240	-37%	\$587,450	\$773,500	-24%	\$5,708,900	\$9,032,400	-37%
Hana	0	1	-1	-100%	\$0	\$625,000	-100%	\$0	\$625,000	-100%	\$0	\$625,000	-100%
Kaanapali	2	2	0	0%	\$2,500,000	\$925,000	170%	\$2,500,000	\$925,000	170%	\$5,000,000	\$1,850,000	170%
Kahakuloa	0	1	-1	-100%	\$0	\$749,900	-100%	\$0	\$749,900	-100%	\$0	\$749,900	-100%
Kapalua	1	2	-1	-50%	\$1,795,000	\$2,880,000	-38%	\$1,795,000	\$2,880,000	-38%	\$1,795,000	\$5,760,000	-69%
Kihei	25	23	2	9%	\$645,382	\$661,352	-2%	\$461,000	\$448,000	3%	\$16,134,550	\$15,211,100	6%
Kipahulu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kula/Ulupalakua/Kanaio	9	8	1	13%	\$731,556	\$798,500	-8%	\$595,000	\$607,500	-2%	\$6,584,000	\$6,388,000	3%
Lahaina	5	9	-4	-44%	\$507,760	\$574,722	-12%	\$550,000	\$400,000	38%	\$2,538,800	\$5,172,500	-51%
Lanai	3	3	0	0%	\$518,333	\$240,000	116%	\$550,000	\$245,000	124%	\$1,555,000	\$720,000	116%
Makawao/Olinda/Haliimaile	6	8	-2	-25%	\$467,983	\$310,813	51%	\$389,950	\$327,500	19%	\$2,807,900	\$2,486,500	13%
Maui Meadows	2	4	-2	-50%	\$907,500	\$1,112,500	-18%	\$907,500	\$775,000	17%	\$1,815,000	\$4,450,000	-59%
Molokai	0	1	-1	-100%	\$0	\$547,500	-100%	\$0	\$547,500	-100%	\$0	\$547,500	-100%
Nahiku	0	1	-1	-100%	\$0	\$225,000	-100%	\$0	\$225,000	-100%	\$0	\$225,000	-100%
Napili/Kahana/Honokowai	6	5	1	20%	\$747,550	\$625,300	20%	\$790,000	\$565,000	40%	\$4,485,299	\$3,126,500	43%
Olowalu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Pukalani	16	5	11	220%	\$516,563	\$447,980	15%	\$507,500	\$390,000	30%	\$8,265,000	\$2,239,900	269%
Sprecklesville/Paia/Kuau	4	2	2	100%	\$508,500	\$329,000	55%	\$497,000	\$329,000	51%	\$2,034,000	\$658,000	209%
Wailea/Makena	5	6	-1	-17%	\$3,626,000	\$2,681,900	35%	\$1,999,999	\$1,205,000	66%	\$18,129,999	\$16,091,400	13%
Maui Summary:	128	128	0	0%	\$718,357	\$707,509	2%	\$550,000	\$446,250	23%	\$91,949,675	\$90,561,100	2%

Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 2/28/2013 with 1/1/2012 thru 2/29/2012

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	24	11	13	118%	\$201,478	\$162,581	24%	\$216,000	\$116,000	86%	\$4,835,480	\$1,788,390	170%
Hana	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kaanapali	16	24	-8	-33%	\$772,816	\$482,421	60%	\$623,750	\$459,900	36%	\$12,365,050	\$11,578,100	7%
Kapalua	6	7	-1	-14%	\$1,435,250	\$1,262,286	14%	\$957,500	\$575,000	67%	\$8,611,500	\$8,836,000	-3%
Kihei	60	65	-5	-8%	\$372,860	\$301,229	24%	\$329,000	\$225,000	46%	\$22,371,617	\$19,579,906	14%
Lahaina	5	6	-1	-17%	\$267,900	\$135,250	98%	\$335,000	\$117,500	185%	\$1,339,500	\$811,500	65%
Lanai	2	0	2	N/A	\$102,350	\$0	N/A	\$102,350	\$0	N/A	\$204,700	\$0	N/A
Maalaea	8	6	2	33%	\$348,756	\$359,144	-3%	\$345,000	\$278,000	24%	\$2,790,050	\$2,154,866	29%
Molokai	1	1	0	0%	\$91,000	\$60,000	52%	\$91,000	\$60,000	52%	\$91,000	\$60,000	52%
Napili/Kahana/Honokowai	26	38	-12	-32%	\$417,735	\$327,771	27%	\$370,000	\$287,450	29%	\$10,861,100	\$12,455,300	-13%
Pukalani	0	1	-1	-100%	\$0	\$372,000	-100%	\$0	\$372,000	-100%	\$0	\$372,000	-100%
Sprecklesville/Paia/Kuau	1	0	1	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A
Wailea/Makena	13	15	-2	-13%	\$954,192	\$765,700	25%	\$775,000	\$625,000	24%	\$12,404,500	\$11,485,500	8%
Maui Summary:	162	174	-12	-7%	\$469,596	\$397,250	18%	\$349,000	\$299,950	16%	\$76,074,497	\$69,121,562	10%

Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 2/28/2013 with 1/1/2012 thru 2/29/2012

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	24	11	13	118%	\$201,478	\$162,581	24%	\$216,000	\$116,000	86%	\$4,835,480	\$1,788,390	170%
Hana	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kaanapali	15	22	-7	-32%	\$807,670	\$503,141	61%	\$640,000	\$464,900	38%	\$12,115,050	\$11,069,100	9%
Kapalua	6	7	-1	-14%	\$1,435,250	\$1,262,286	14%	\$957,500	\$575,000	67%	\$8,611,500	\$8,836,000	-3%
Kihei	60	64	-4	-6%	\$372,860	\$299,139	25%	\$329,000	\$221,000	49%	\$22,371,617	\$19,144,906	17%
Lahaina	5	2	3	150%	\$267,900	\$267,500	0%	\$335,000	\$267,500	25%	\$1,339,500	\$535,000	150%
Lanai	2	0	2	N/A	\$102,350	\$0	N/A	\$102,350	\$0	N/A	\$204,700	\$0	N/A
Maalaea	6	4	2	50%	\$387,500	\$460,217	-16%	\$395,000	\$365,000	8%	\$2,325,000	\$1,840,866	26%
Molokai	1	1	0	0%	\$91,000	\$60,000	52%	\$91,000	\$60,000	52%	\$91,000	\$60,000	52%
Napili/Kahana/Honokowai	23	27	-4	-15%	\$446,504	\$365,426	22%	\$400,000	\$339,000	18%	\$10,269,600	\$9,866,500	4%
Pukalani	0	1	-1	-100%	\$0	\$372,000	-100%	\$0	\$372,000	-100%	\$0	\$372,000	-100%
Sprecklesville/Paia/Kuau	1	0	1	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A
Wailea/Makena	13	15	-2	-13%	\$954,192	\$765,700	25%	\$775,000	\$625,000	24%	\$12,404,500	\$11,485,500	8%
Maui Summary:	156	154	2	1%	\$479,282	\$422,067	14%	\$359,995	\$334,500	8%	\$74,767,947	\$64,998,262	15%

Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 2/28/2013 with 1/1/2012 thru 2/29/2012

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	1	2	-1	-50%	\$250,000	\$254,500	-2%	\$250,000	\$254,500	-2%	\$250,000	\$509,000	-51%
Kihei	0	1	-1	-100%	\$0	\$435,000	-100%	\$0	\$435,000	-100%	\$0	\$435,000	-100%
Lahaina	0	4	-4	-100%	\$0	\$69,125	-100%	\$0	\$35,500	-100%	\$0	\$276,500	-100%
Maalaea	2	2	0	0%	\$232,525	\$157,000	48%	\$232,525	\$157,000	48%	\$465,050	\$314,000	48%
Napili/Kahana/Honokowai	3	11	-8	-73%	\$197,167	\$235,345	-16%	\$215,000	\$185,000	16%	\$591,500	\$2,588,800	-77%
Maui Summary:	6	20	-14	-70%	\$217,758	\$206,165	6%	\$232,500	\$185,000	26%	\$1,306,550	\$4,123,300	-68%

Land Year To Date Sales Information

Comparing 1/1/2013 thru 2/28/2013 with 1/1/2012 thru 2/29/2012

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	0	4	-4	-100%	\$0	\$226,250	-100%	\$0	\$175,000	-100%	\$0	\$905,000	-100%
Haiku	3	2	1	50%	\$267,000	\$367,500	-27%	\$262,000	\$367,500	-29%	\$801,000	\$735,000	9%
Hana	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kaanapali	1	2	-1	-50%	\$715,000	\$425,000	68%	\$715,000	\$425,000	68%	\$715,000	\$850,000	-16%
Kahakuloa	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kapalua	1	2	-1	-50%	\$2,750,000	\$1,235,000	123%	\$2,750,000	\$1,235,000	123%	\$2,750,000	\$2,470,000	11%
Kihei	1	1	0	0%	\$700,000	\$1,125,000	-38%	\$700,000	\$1,125,000	-38%	\$700,000	\$1,125,000	-38%
Kipahulu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kula/Ulupalakua/Kanaio	3	3	0	0%	\$1,632,667	\$739,333	121%	\$675,000	\$468,000	44%	\$4,898,000	\$2,218,000	121%
Lahaina	2	1	1	100%	\$827,000	\$950,000	-13%	\$827,000	\$950,000	-13%	\$1,654,000	\$950,000	74%
Lanai	1	0	1	N/A	\$750,000	\$0	N/A	\$750,000	\$0	N/A	\$750,000	\$0	N/A
Makawao/Olinda/Haliimaile	1	0	1	N/A	\$450,000	\$0	N/A	\$450,000	\$0	N/A	\$450,000	\$0	N/A
Molokai	2	5	-3	-60%	\$208,500	\$137,400	52%	\$208,500	\$54,000	286%	\$417,000	\$687,000	-39%
Nahiku	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Napili/Kahana/Honokowai	0	1	-1	-100%	\$0	\$267,850	-100%	\$0	\$267,850	-100%	\$0	\$267,850	-100%
Olowalu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
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	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Maui Summary:	19	21	-2	-10%	\$897,632	\$486,088	85%	\$675,000	\$350,000	93%	\$17,055,000	\$10,207,850	67%