



**REALTORS<sup>®</sup>**  
*Association of  
 Maui, Inc.*

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August 10, 2013

**Maui July 2013 Sales Statistics**

Aloha all!

**Brief Maui Statistics Overview:**

**Page 4 - July's Sales Unit Volume** – July's Residential sales matched June with 93 homes sold, while Condo Sales declined to 108 units sold. Land sales came in at 13 lots sold.

**Page 5 - July's Median SALES prices** –The Residential home median price declined to 488,000. The Condo median price decreased to \$370,000. Land median price declined to \$425,000.

**Page 6 - Days on Market, Residential homes = 146, Condos = 153 DOM, Land = 192 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-July 2013 to January-July 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 (580 homes sold / +64 units / +12% change YTD), average sold price = \$749,079 (+10%YTD), median price = \$536,250 (+16%YTD) and total dollar volume sold = \$460,565,956 (+24%YTD).

**Condo unit sales** increased (781 units / +31 units / +4%YTD), average sold price = \$544,354 (+17%YTD), median price = \$373,000 (+7%YTD). Total Condo dollar volume sold = \$425,140,706 (+22% 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 (111 lots / +19 units / +21% YTD), average sold price = \$819,178 (+16%), median price = \$450,000 (+20%), Total dollar volume = \$90,928,781 (+40% YTD).

**Total sales for immediate past 12 months: Residential = 1,001 (with 25.6% being REO or Short Sale), Condo = 1,285 (12.5% REO or SS), Land = 195 (13.3% REO or SS).**

**As of August 10, 2013 - Active/Pending-Continue to Show/Contingent status inventory:**

	Aug. '13	July	June	May	April	Mar.	Feb.	Jan. '13	Dec. '12	Nov.	Oct.	Sept.	Aug.
<b>Homes</b>	<b>610</b>	591	603	623	653	645	628	644	648	635	642	661	690
<b>Condos</b>	<b>785</b>	788	805	860	934	964	984	929	931	883	883	917	915
<b>Land</b>	<b>387</b>	397	398	405	408	427	426	425	430	435	429	428	444

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

**Residential = 6.6 months, Condo = 7.3 months, Land = 29.8 months of inventory.**

**For Absorption Rate enthusiasts who calculate only pure "Active," (not any pending/contingent) divided by July Sales: Residential 473 "Active"/ 91 Sold = 5.1 months.**

**Condo 634 / 124 Sold = 5.9 mos. Land 346 / 17 Sold = 26.6 mos.**

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

**July 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 11-14%** 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 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.

**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 7/31/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	19	\$8,384,550	\$409,255	20	\$9,808,955	\$430,000	16	\$6,600,499	\$397,500
Haiku	5	\$3,440,000	\$785,000	11	\$6,652,950	\$581,950	5	\$3,348,000	\$675,000
Hana	1	\$685,000	\$685,000	1	\$725,000	\$725,000	0	\$0	\$0
Kaanapali	1	\$1,150,000	\$1,150,000	1	\$1,075,000	\$1,075,000	4	\$7,488,400	\$1,750,000
Kahakuloa	1	\$655,000	\$655,000	1	\$171,299	\$171,299	0	\$0	\$0
Kapalua	2	\$5,625,000	\$2,812,500	0	\$0	\$0	0	\$0	\$0
Keanae	0	\$0	\$0	1	\$469,500	\$469,500	0	\$0	\$0
Kihei	14	\$7,925,741	\$531,000	13	\$8,715,700	\$650,000	13	\$7,358,000	\$390,000
Kula/Ulupalakua/Kanaio	13	\$9,805,525	\$537,500	11	\$9,422,388	\$760,000	11	\$6,564,535	\$515,000
Lahaina	4	\$6,074,700	\$800,850	3	\$1,264,000	\$335,000	3	\$3,673,000	\$875,000
Lanai	5	\$1,217,000	\$255,000	3	\$885,000	\$310,000	0	\$0	\$0
Makawao/Olinda/Haliimaile	8	\$3,889,500	\$388,500	7	\$3,999,000	\$370,000	3	\$1,207,011	\$395,000
Maui Meadows	2	\$2,625,000	\$1,312,500	3	\$3,537,500	\$887,500	1	\$1,300,000	\$1,300,000
Molokai	2	\$1,331,000	\$665,500	0	\$0	\$0	4	\$1,269,900	\$317,500
Nahiku	0	\$0	\$0	0	\$0	\$0	1	\$235,199	\$235,199
Napili/Kahana/Honokowai	6	\$5,380,000	\$735,000	4	\$3,874,000	\$982,000	7	\$12,841,500	\$715,000
Olowalu	1	\$1,175,000	\$1,175,000	0	\$0	\$0	0	\$0	\$0
Pukalani	6	\$2,924,000	\$462,500	3	\$1,741,000	\$615,000	6	\$3,895,000	\$562,500
Sprecklesville/Paia/Kuau	3	\$1,415,000	\$410,000	5	\$2,861,000	\$517,000	1	\$1,025,000	\$1,025,000
Wailea/Makena	0	\$0	\$0	6	\$19,550,000	\$3,000,000	1	\$1,800,000	\$1,800,000
<b>Maui Summary :</b>	<b>93</b>	<b>\$63,702,016</b>	<b>\$475,000</b>	<b>93</b>	<b>\$74,752,292</b>	<b>\$599,000</b>	<b>76</b>	<b>\$58,606,044</b>	<b>\$488,000</b>

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## Condominium Monthly Sales Volume

For Month Ending 7/31/2013

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Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	18	\$3,689,000	\$219,000	13	\$2,694,500	\$200,000	7	\$2,117,970	\$355,990
Kaanapali	12	\$13,097,250	\$1,047,450	20	\$17,553,500	\$860,000	9	\$6,953,450	\$504,900
Kapalua	4	\$6,565,000	\$845,000	1	\$675,000	\$675,000	5	\$3,170,500	\$500,000
Kihei	33	\$12,101,449	\$335,000	37	\$15,205,430	\$285,000	26	\$7,534,139	\$260,000
Lahaina	8	\$2,900,000	\$239,000	10	\$3,457,307	\$370,904	6	\$3,405,900	\$346,500
Lanai	1	\$97,000	\$97,000	3	\$272,000	\$95,000	1	\$429,000	\$429,000
Maalaea	8	\$3,162,000	\$310,000	5	\$1,709,500	\$400,000	4	\$909,000	\$229,500
Molokai	1	\$80,000	\$80,000	0	\$0	\$0	0	\$0	\$0
Napili/Kahana/Honokowai	15	\$5,924,800	\$388,800	25	\$9,853,474	\$410,000	18	\$4,370,700	\$191,750
Pukalani	1	\$398,000	\$398,000	0	\$0	\$0	1	\$408,000	\$408,000
Wailea/Makena	7	\$16,510,000	\$2,375,000	11	\$17,111,500	\$1,110,000	5	\$2,866,900	\$475,000
<b>Maui Summary :</b>	<b>108</b>	<b>\$64,524,499</b>	<b>\$370,000</b>	<b>125</b>	<b>\$68,532,211</b>	<b>\$400,000</b>	<b>82</b>	<b>\$32,165,559</b>	<b>\$332,000</b>

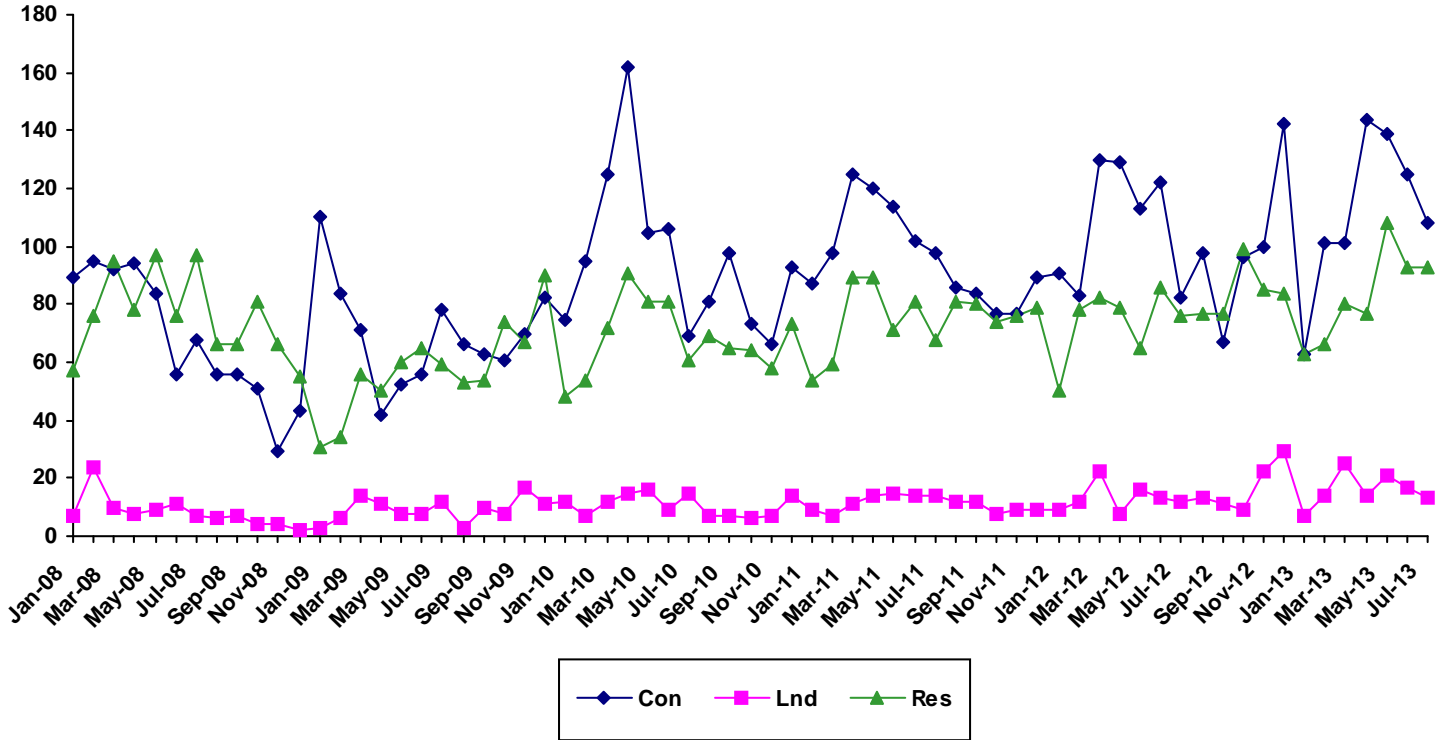
## Land Monthly Sales Volume

For Month Ending 7/31/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	0	\$0	\$0	4	\$1,500,000	\$360,000	4	\$6,568,200	\$285,000
Haiku	3	\$1,670,000	\$550,000	3	\$2,505,000	\$920,000	2	\$743,500	\$371,750
Kaanapali	1	\$830,000	\$830,000	0	\$0	\$0	1	\$450,000	\$450,000
Kahakuloa	0	\$0	\$0	1	\$210,000	\$210,000	0	\$0	\$0
Kapalua	0	\$0	\$0	0	\$0	\$0	1	\$750,000	\$750,000
Kihei	1	\$400,000	\$400,000	1	\$299,000	\$299,000	1	\$170,000	\$170,000
Kula/Ulupalakua/Kanaio	0	\$0	\$0	2	\$10,540,000	\$5,270,000	1	\$640,000	\$640,000
Lahaina	0	\$0	\$0	0	\$0	\$0	1	\$1,400,000	\$1,400,000
Makawao/Olinda/Haliimaile	1	\$181,500	\$181,500	0	\$0	\$0	0	\$0	\$0
Molokai	1	\$90,000	\$90,000	0	\$0	\$0	0	\$0	\$0
Napili/Kahana/Honokowai	0	\$0	\$0	1	\$800,000	\$800,000	0	\$0	\$0
Pukalani	2	\$520,000	\$260,000	2	\$520,000	\$260,000	0	\$0	\$0
Sprecklesville/Paia/Kuau	0	\$0	\$0	1	\$180,000	\$180,000	0	\$0	\$0
Wailea/Makena	4	\$7,275,000	\$962,500	2	\$3,419,260	\$1,709,630	1	\$725,000	\$725,000
<b>Maui Summary :</b>	<b>13</b>	<b>\$10,966,500</b>	<b>\$425,000</b>	<b>17</b>	<b>\$19,973,260</b>	<b>\$469,260</b>	<b>12</b>	<b>\$11,446,700</b>	<b>\$422,500</b>

# Sales Unit Volume By Month

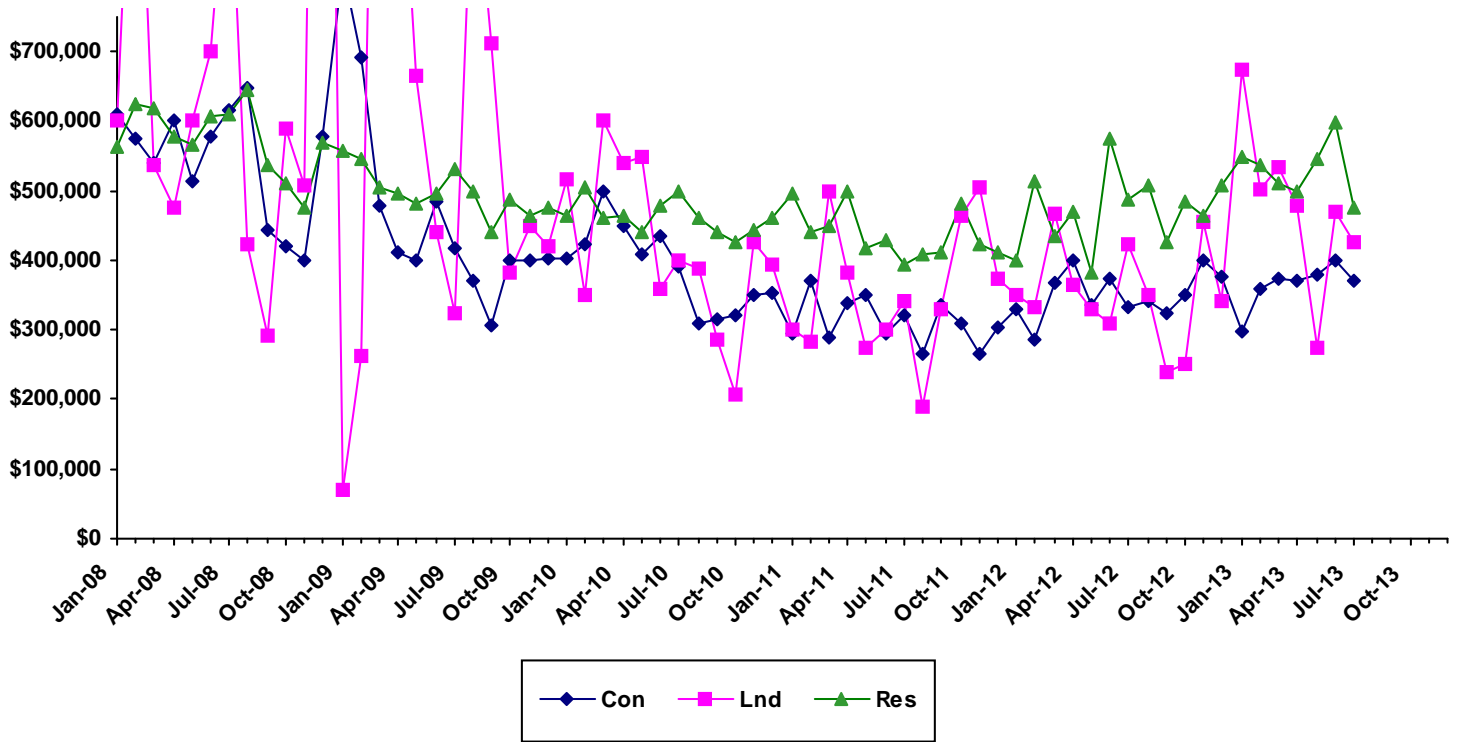
For Month Ending 7/31/2013



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	77	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	108	13
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

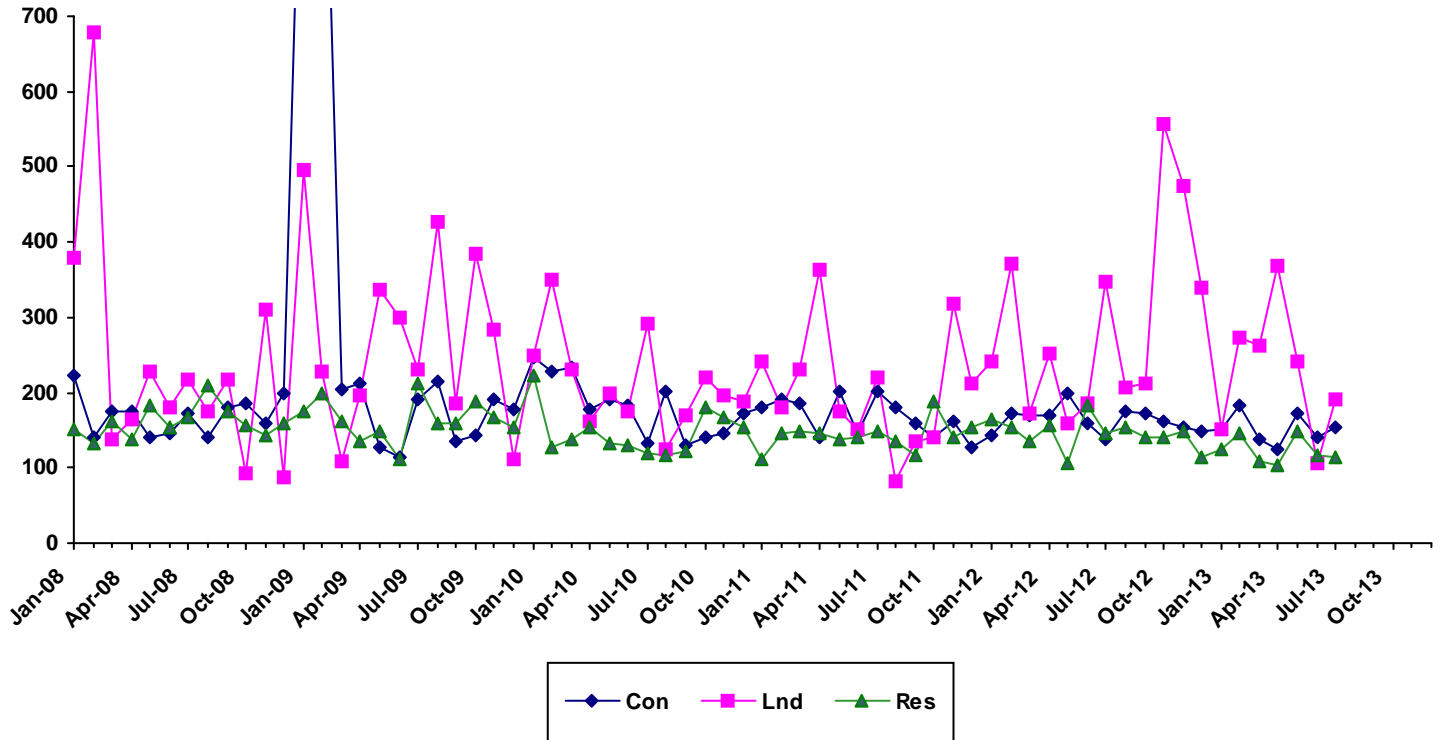
For Month Ending 7/31/2013



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	500000	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			
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 7/31/2013

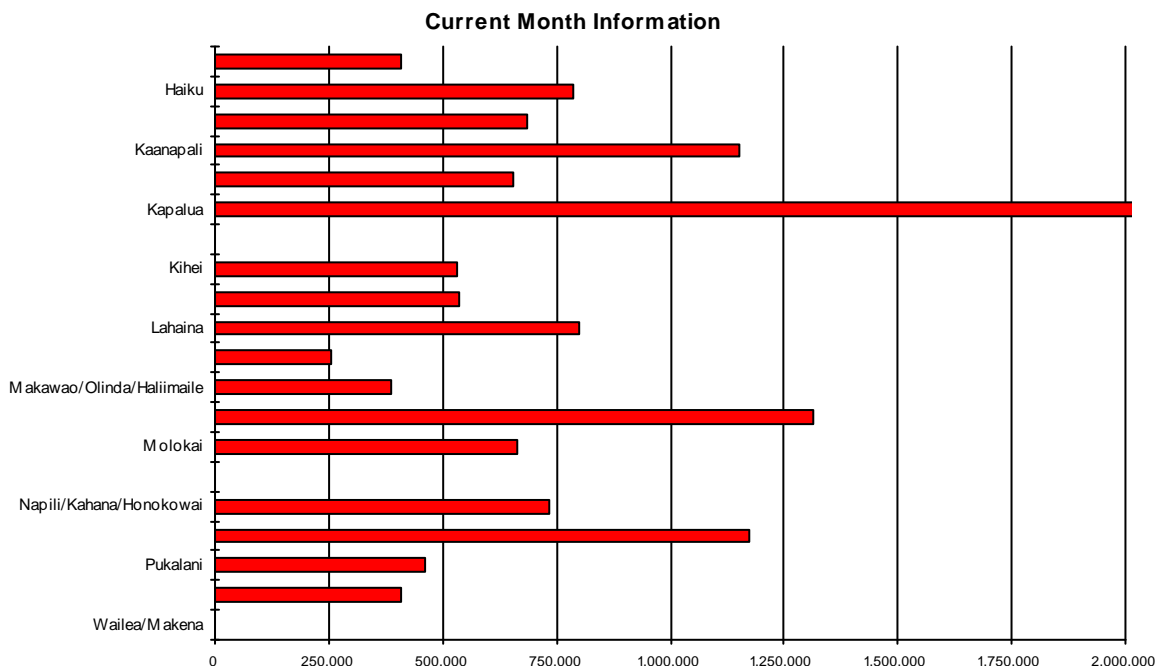


	2008			2009			2010			2011			2012			2013		
Month	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	151	223	379	176	1126	496	224	247	248	112	180	240	165	144	242	125	151	151
Feb	134	141	679	199	1152	228	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	104	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			
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 7/31/2013

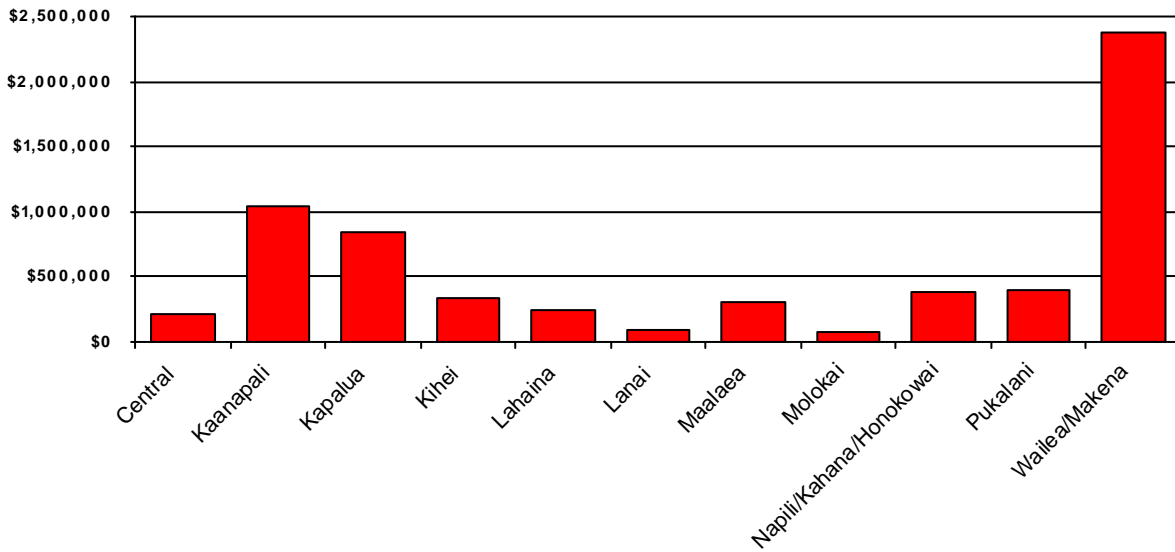


Area	Current Month	Previous Month	Year Ago Month
Central	\$409,255	\$430,000	\$900,000
Haiku	\$785,000	\$581,950	\$675,000
Hana	\$685,000	\$725,000	\$0
Kaanapali	\$1,150,000	\$1,075,000	\$1,750,000
Kahakuloa	\$655,000	\$171,299	\$0
Kapalua	\$2,812,500	\$0	\$0
Keanae	\$0	\$469,500	\$0
Kihei	\$531,000	\$650,000	\$390,000
Kula/Ulupalakua/Kanaio	\$537,500	\$760,000	\$515,000
Lahaina	\$800,850	\$335,000	\$875,000
Lanai	\$255,000	\$310,000	\$0
Makawao/Olinda/Haliimaile	\$388,500	\$370,000	\$395,000
Maui Meadows	\$1,312,500	\$887,500	\$1,300,000
Molokai	\$665,500	\$0	\$317,500
Nahiku	\$0	\$0	\$235,199
Napili/Kahana/Honokowai	\$735,000	\$982,000	\$715,000
Olowalu	\$1,175,000	\$0	\$0
Pukalani	\$462,500	\$615,000	\$562,500
Sprecklesville/Paia/Kuau	\$410,000	\$517,000	\$1,025,000
Wailea/Makena	\$0	\$3,000,000	\$1,800,000

# Condominium Median Prices by Area

For Month Ending 7/31/2013

## Current Month Information

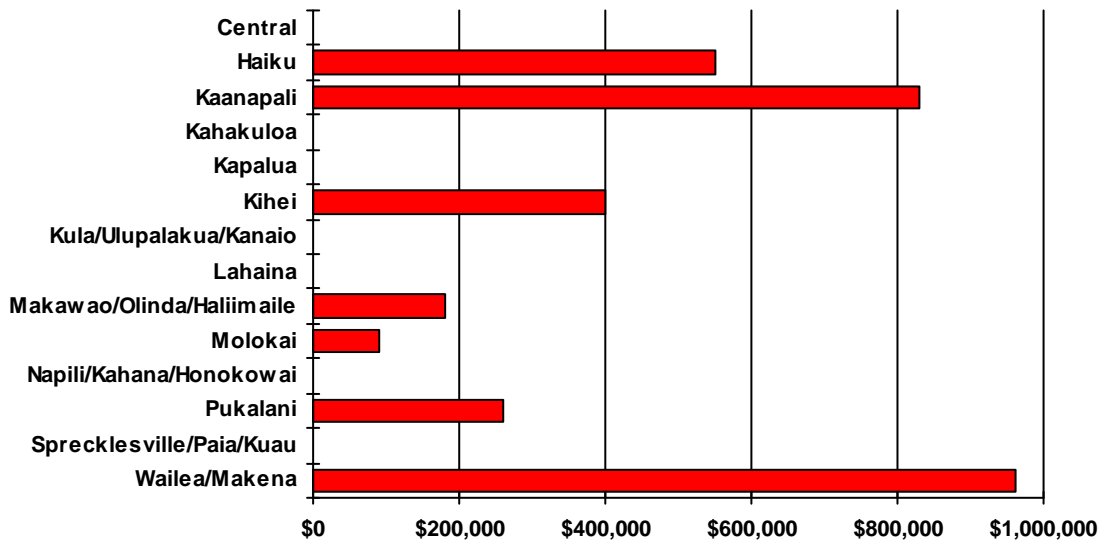


Area	Current Month	Previous Month	Year Ago Month
Central	\$219,000	\$200,000	\$355,990
Kaanapali	\$1,047,450	\$860,000	\$504,900
Kapalua	\$845,000	\$675,000	\$500,000
Kihei	\$335,000	\$285,000	\$260,000
Lahaina	\$239,000	\$370,904	\$346,500
Lanai	\$97,000	\$95,000	\$429,000
Maalaea	\$310,000	\$400,000	\$229,500
Molokai	\$80,000	\$0	\$0
Napili/Kahana/Honokowai	\$388,800	\$410,000	\$191,750
Pukalani	\$398,000	\$0	\$408,000
Wailea/Makena	\$2,375,000	\$1,110,000	\$475,000

# Land Median Prices by Area

For Month Ending 7/31/2013

## Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$0	\$360,000	\$285,000
Haiku	\$550,000	\$920,000	\$371,750
Kaanapali	\$830,000	\$0	\$450,000
Kahakuloa	\$0	\$210,000	\$0
Kapalua	\$0	\$0	\$750,000
Kihei	\$400,000	\$299,000	\$170,000
Kula/Ulupalakua/Kanaio	\$0	\$5,270,000	\$640,000
Lahaina	\$0	\$0	\$1,400,000
Makawao/Olinda/Haliimaile	\$181,500	\$0	\$0
Molokai	\$90,000	\$0	\$0
Napili/Kahana/Honokowai	\$0	\$800,000	\$0
Pukalani	\$260,000	\$260,000	\$0
Sprecklesville/Paia/Kuau	\$0	\$180,000	\$0
Wailea/Makena	\$962,500	\$1,709,630	\$725,000

# Single Family Year To Date Sales Information

Comparing 1/1/2013 thru 7/31/2013 with 1/1/2012 thru 7/31/2012

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
<b>Central</b>	156	133	23	17%	\$458,885	\$402,935	14%	\$415,500	\$367,000	13%	\$71,586,069	\$53,590,299	34%
<b>Haiku</b>	49	38	11	29%	\$663,765	\$706,276	-6%	\$596,000	\$645,000	-8%	\$32,524,500	\$26,838,500	21%
<b>Hana</b>	4	5	-1	-20%	\$707,000	\$480,980	47%	\$705,000	\$450,000	57%	\$2,828,000	\$2,404,900	18%
<b>Kaanapali</b>	11	19	-8	-42%	\$1,560,000	\$1,581,626	-1%	\$1,170,000	\$1,230,000	-5%	\$17,160,000	\$30,050,900	-43%
<b>Kahakuloa</b>	2	1	1	100%	\$413,150	\$749,900	-45%	\$413,150	\$749,900	-45%	\$826,299	\$749,900	10%
<b>Kapalua</b>	8	3	5	167%	\$3,615,000	\$2,586,667	40%	\$2,812,500	\$2,760,000	2%	\$28,920,000	\$7,760,000	273%
<b>Keanae</b>	1	0	1	N/A	\$469,500	\$0	N/A	\$469,500	\$0	N/A	\$469,500	\$0	N/A
<b>Kihei</b>	93	93	0	0%	\$624,539	\$616,150	1%	\$535,000	\$440,000	22%	\$58,082,090	\$57,301,995	1%
<b>Kipahulu</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kula/Ulupalakua/Kanaio</b>	48	44	4	9%	\$757,404	\$789,330	-4%	\$615,000	\$561,250	10%	\$36,355,413	\$34,730,535	5%
<b>Lahaina</b>	26	28	-2	-7%	\$816,404	\$884,811	-8%	\$550,000	\$477,500	15%	\$21,226,500	\$24,774,699	-14%
<b>Lanai</b>	20	8	12	150%	\$463,475	\$219,375	111%	\$300,000	\$195,000	54%	\$9,269,500	\$1,755,000	428%
<b>Makawao/Olinda/Haliimaile</b>	30	32	-2	-6%	\$549,047	\$497,105	10%	\$406,000	\$325,500	25%	\$16,471,400	\$15,907,360	4%
<b>Maui Meadows</b>	17	12	5	42%	\$1,182,676	\$1,247,542	-5%	\$1,300,000	\$1,025,000	27%	\$20,105,500	\$14,970,500	34%
<b>Molokai</b>	8	8	0	0%	\$553,711	\$315,925	75%	\$380,500	\$255,000	49%	\$4,429,688	\$2,527,400	75%
<b>Nahiku</b>	0	3	-3	-100%	\$0	\$253,066	-100%	\$0	\$235,199	-100%	\$0	\$759,199	-100%
<b>Napili/Kahana/Honokowai</b>	25	29	-4	-14%	\$817,340	\$1,051,514	-22%	\$799,000	\$610,000	31%	\$20,433,498	\$30,493,900	-33%
<b>Olowalu</b>	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%
<b>Pukalani</b>	38	25	13	52%	\$511,921	\$503,276	2%	\$504,000	\$490,000	3%	\$19,453,000	\$12,581,900	55%
<b>Sprecklesville/Paia/Kuau</b>	22	17	5	29%	\$970,568	\$809,882	20%	\$552,500	\$440,000	26%	\$21,352,500	\$13,768,000	55%
<b>Wailea/Makena</b>	21	17	4	24%	\$3,709,405	\$2,305,794	61%	\$2,800,000	\$1,365,000	105%	\$77,897,499	\$39,198,500	99%
<b>Maui Summary:</b>	580	516	64	12%	\$794,079	\$719,600	10%	\$536,250	\$461,000	16%	\$460,565,956	\$371,313,487	24%

## Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 7/31/2013 with 1/1/2012 thru 7/31/2012

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
<b>Central</b>	89	67	22	33%	\$223,360	\$220,240	1%	\$221,000	\$199,000	11%	\$19,879,040	\$14,756,060	35%
<b>Hana</b>	1	2	-1	-50%	\$475,000	\$475,000	0%	\$475,000	\$475,000	0%	\$475,000	\$950,000	-50%
<b>Kaanapali</b>	106	102	4	4%	\$934,593	\$617,196	51%	\$724,950	\$477,950	52%	\$99,066,855	\$62,953,950	57%
<b>Kapalua</b>	20	29	-9	-31%	\$1,205,575	\$893,931	35%	\$787,500	\$565,000	39%	\$24,111,500	\$25,924,000	-7%
<b>Kihei</b>	249	260	-11	-4%	\$374,209	\$330,370	13%	\$318,000	\$251,500	26%	\$93,178,013	\$85,896,304	8%
<b>Lahaina</b>	61	45	16	36%	\$345,507	\$390,828	-12%	\$350,000	\$350,000	0%	\$21,075,951	\$17,587,271	20%
<b>Lanai</b>	12	6	6	100%	\$360,475	\$632,667	-43%	\$96,000	\$524,000	-82%	\$4,325,700	\$3,796,000	14%
<b>Maalaea</b>	35	27	8	30%	\$344,730	\$316,297	9%	\$320,000	\$287,000	11%	\$12,065,550	\$8,540,011	41%
<b>Molokai</b>	4	2	2	100%	\$106,531	\$77,500	37%	\$85,500	\$77,500	10%	\$426,125	\$155,000	175%
<b>Napili/Kahana/Honokowai</b>	126	142	-16	-11%	\$389,256	\$331,665	17%	\$365,000	\$304,500	20%	\$49,046,224	\$47,096,441	4%
<b>Pukalani</b>	1	3	-2	-67%	\$398,000	\$375,000	6%	\$398,000	\$372,000	7%	\$398,000	\$1,125,000	-65%
<b>Sprecklesville/Paia/Kuau</b>	3	1	2	200%	\$263,000	\$260,000	1%	\$294,000	\$260,000	13%	\$789,000	\$260,000	203%
<b>Wailea/Makena</b>	74	64	10	16%	\$1,355,456	\$1,253,079	8%	\$980,500	\$757,500	29%	\$100,303,748	\$80,197,025	25%
<b>Maui Summary:</b>	781	750	31	4%	\$544,354	\$465,649	17%	\$373,000	\$350,000	7%	\$425,140,706	\$349,237,062	22%

## Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 7/31/2013 with 1/1/2012 thru 7/31/2012

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
<b>Central</b>	89	67	22	33%	\$223,360	\$220,240	1%	\$221,000	\$199,000	11%	\$19,879,040	\$14,756,060	35%
<b>Hana</b>	1	2	-1	-50%	\$475,000	\$475,000	0%	\$475,000	\$475,000	0%	\$475,000	\$950,000	-50%
<b>Kaanapali</b>	99	93	6	6%	\$976,569	\$648,354	51%	\$750,750	\$494,900	52%	\$96,680,355	\$60,296,950	60%
<b>Kapalua</b>	20	29	-9	-31%	\$1,205,575	\$893,931	35%	\$787,500	\$565,000	39%	\$24,111,500	\$25,924,000	-7%
<b>Kihei</b>	248	256	-8	-3%	\$374,508	\$330,572	13%	\$319,000	\$250,000	28%	\$92,878,013	\$84,626,304	10%
<b>Lahaina</b>	57	37	20	54%	\$363,104	\$463,159	-22%	\$368,000	\$365,200	1%	\$20,696,951	\$17,136,871	21%
<b>Lanai</b>	12	6	6	100%	\$360,475	\$632,667	-43%	\$96,000	\$524,000	-82%	\$4,325,700	\$3,796,000	14%
<b>Maalaea</b>	28	16	12	75%	\$373,107	\$409,867	-9%	\$363,750	\$372,500	-2%	\$10,447,000	\$6,557,866	59%
<b>Molokai</b>	4	2	2	100%	\$106,531	\$77,500	37%	\$85,500	\$77,500	10%	\$426,125	\$155,000	175%
<b>Napili/Kahana/Honokowai</b>	108	110	-2	-2%	\$407,636	\$363,907	12%	\$383,750	\$339,500	13%	\$44,024,724	\$40,029,741	10%
<b>Pukalani</b>	1	3	-2	-67%	\$398,000	\$375,000	6%	\$398,000	\$372,000	7%	\$398,000	\$1,125,000	-65%
<b>Sprecklesville/Paia/Kuau</b>	3	1	2	200%	\$263,000	\$260,000	1%	\$294,000	\$260,000	13%	\$789,000	\$260,000	203%
<b>Wailea/Makena</b>	74	64	10	16%	\$1,355,456	\$1,253,079	8%	\$980,500	\$757,500	29%	\$100,303,748	\$80,197,025	25%
<b>Maui Summary:</b>	744	686	58	8%	\$558,381	\$489,520	14%	\$377,200	\$365,643	3%	\$415,435,156	\$335,810,817	24%

## Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 7/31/2013 with 1/1/2012 thru 7/31/2012

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
<b>Kaanapali</b>	7	9	-2	-22%	\$340,929	\$295,222	15%	\$248,000	\$260,000	-5%	\$2,386,500	\$2,657,000	-10%
<b>Kihei</b>	1	4	-3	-75%	\$300,000	\$317,500	-6%	\$300,000	\$317,500	-6%	\$300,000	\$1,270,000	-76%
<b>Lahaina</b>	4	8	-4	-50%	\$94,750	\$56,300	68%	\$103,500	\$42,000	146%	\$379,000	\$450,400	-16%
<b>Maalaea</b>	7	11	-4	-36%	\$231,221	\$180,195	28%	\$210,000	\$184,000	14%	\$1,618,550	\$1,982,145	-18%
<b>Napili/Kahana/Honokowai</b>	18	32	-14	-44%	\$278,972	\$220,834	26%	\$293,750	\$125,750	134%	\$5,021,500	\$7,066,700	-29%
<b>Maui Summary:</b>	37	64	-27	-42%	\$262,312	\$209,785	25%	\$235,000	\$201,500	17%	\$9,705,550	\$13,426,245	-28%

## Land Year To Date Sales Information

Comparing 1/1/2013 thru 7/31/2013 with 1/1/2012 thru 7/31/2012

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
<b>Central</b>	11	23	-12	-52%	\$390,376	\$492,470	-21%	\$305,000	\$180,000	69%	\$4,294,135	\$11,326,817	-62%
<b>Haiku</b>	18	14	4	29%	\$584,667	\$452,071	29%	\$509,500	\$391,250	30%	\$10,524,000	\$6,329,000	66%
<b>Hana</b>	1	2	-1	-50%	\$175,000	\$442,500	-60%	\$175,000	\$442,500	-60%	\$175,000	\$885,000	-80%
<b>Kaanapali</b>	6	6	0	0%	\$672,565	\$421,667	60%	\$716,931	\$425,000	69%	\$4,035,387	\$2,530,000	60%
<b>Kahakuloa</b>	4	1	3	300%	\$227,500	\$140,000	62%	\$230,000	\$140,000	64%	\$909,999	\$140,000	550%
<b>Kapalua</b>	5	4	1	25%	\$1,274,600	\$1,005,000	27%	\$1,098,000	\$835,000	31%	\$6,373,000	\$4,020,000	59%
<b>Kihei</b>	10	5	5	100%	\$387,900	\$519,000	-25%	\$310,000	\$340,000	-9%	\$3,879,000	\$2,595,000	49%
<b>Kipahulu</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kula/Ulupalakua/Kanaio</b>	9	8	1	13%	\$2,061,333	\$992,250	108%	\$615,000	\$890,000	-31%	\$18,552,000	\$7,938,000	134%
<b>Lahaina</b>	5	8	-3	-38%	\$767,800	\$817,500	-6%	\$784,000	\$862,500	-9%	\$3,839,000	\$6,540,000	-41%
<b>Lanai</b>	3	1	2	200%	\$630,000	\$350,000	80%	\$750,000	\$350,000	114%	\$1,890,000	\$350,000	440%
<b>Makawao/Olinda/Haliimaile</b>	2	6	-4	-67%	\$315,750	\$2,204,167	-86%	\$315,750	\$300,000	5%	\$631,500	\$13,225,000	-95%
<b>Maui Meadows</b>	2	0	2	N/A	\$510,000	\$0	N/A	\$510,000	\$0	N/A	\$1,020,000	\$0	N/A
<b>Molokai</b>	7	6	1	17%	\$178,071	\$150,333	18%	\$130,000	\$54,000	141%	\$1,246,500	\$902,000	38%
<b>Nahiku</b>	1	1	0	0%	\$220,000	\$280,000	-21%	\$220,000	\$280,000	-21%	\$220,000	\$280,000	-21%
<b>Napili/Kahana/Honokowai</b>	4	3	1	33%	\$442,500	\$270,950	63%	\$362,500	\$270,000	34%	\$1,770,000	\$812,850	118%
<b>Olowalu</b>	1	1	0	0%	\$3,775,000	\$575,000	557%	\$3,775,000	\$575,000	557%	\$3,775,000	\$575,000	557%
<b>Pukalani</b>	4	1	3	300%	\$260,000	\$225,000	16%	\$260,000	\$225,000	16%	\$1,040,000	\$225,000	362%
<b>Sprecklesville/Paia/Kuau</b>	5	0	5	N/A	\$820,000	\$0	N/A	\$345,000	\$0	N/A	\$4,100,000	\$0	N/A
<b>Wailea/Makena</b>	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%
<b>Maui Summary:</b>	111	92	19	21%	\$819,178	\$704,877	16%	\$450,000	\$375,000	20%	\$90,928,781	\$64,848,667	40%