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October 11, 2017

Maui September 2017 Statistics

Aloha all!

Brief Maui Statistics Overview:

Page 4 - September's Sales Unit Volume – Residential and sales decreased to 81 homes sold while Condominium sales increased to 124 units sold. Land sales held steady at 18 lots sold in September.

Page 5 - September's Median SALES prices – The Residential median price declined somewhat to \$650,000. The Condo median price increased to \$433,750. Land median price increased to \$367,500.

Page 6 - Days on Market, Residential homes = 115, Condos = 108 DOM, Land = 238 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 – This month's "Year to Date Sales" numbers compare the first eight months, January-September 2017 to January-September 2016. Shorter timeframe (monthly) views do not necessarily reflect the longer timeframe trends. For a more comprehensive view, see 2016's Year-End (Dec. 2016) figures available at: <http://www.ramaui.com/UserFiles/File/Stats/All-December2016.pdf>

YTD - Residential unit sales increased somewhat compared to 2016 (826 homes sold / +20 units / +2% change YTD), average sold price = \$1,029,632 (+8% change YTD), median price = \$700,000 (+10% change YTD) and total dollar volume sold = \$850,475,716 (+11%YTD).

YTD - Condo unit sales increased (1,049 units sold / +69 units sold/ +7% change YTD), average sold price = \$677,545 (+7% change YTD), median price = \$449,000 (+8%YTD). Total Condo dollar volume sold = \$710,744,268 (+15% change YTD).

YTD - Land – NOTE: Land Lot sales are such a small sampling that statistics in this property class are not necessarily reliable indicators. (Notable increase starting to show due to new lot subdivision sales upcountry.) The number of Land lot sales increased (169 lots / +50 lots sold / +42% YTD change), average sold price = \$465,306 (-33%), median price = \$358,000 (-25% change), Total dollar volume = \$78,636,682 (-4% change YTD).

Total sales for immediate past 12 months: Residential = 1,097 (with 9.9% being REO or Short Sale), Condo = 1,380 (5.6% REO or SS), Land = 217 (1.4% REO or SS).

NOTE: 38% of these Sales in the last 12 months have been CASH transactions.

As of October 11, 2017 - Active/Pending-Continue to Show/Contingent status inventory:

	Oct. '17	Sept.	Aug.	July	June	May	April	Mar.	Feb.	Jan.	Dec. '16	Nov.	Oct. '16
Homes	639	673	681	729	716	734	737	700	693	650	648	644	627
Condos	841	827	842	854	867	890	961	1,002	992	974	961	934	893
Land	364	363	370	367	369	376	374	402	400	390	387	395	376

Current Absorption Rate base on this month's Active/Pending-Continue to Show/Contingent status inventory divided by September Sales: Residential 639 / 81 Sold = 7.9 months, Condo = 841/ 124 Sold = 6.8 months, Land 364 / 18 Sold = 20.2 months of inventory.

For Absorption Rate enthusiasts who calculate only pure "Active," (not any pending/contingent) divided by September Sales: Residential 477 "Active"/ 81 Sold = 5.9 months. Condo 651/ 124 Sold = 5.3 mos. Land 330 / 18 Sold = 18.3 months of inventory.

IN A NUT SHELL..... Residential and Condo Prices continue trending upward. Inventory is declining. Canadian investors have been big participants in Maui's real estate market in years past, and the current Canadian Dollar exchange rate (.80 US \$), while improving somewhat, may motivate Canadian investors to sell, rather than buy OR sell and reinvest in other Maui properties.

Increased showings and sales, multiple offers on "well priced" listings, hesitant buyers may become onlookers..... Window of opportunity is quickly closing for first-time homebuyers (see below). "CASH is King!" when making an offer. For several months approximately 38% of all sales were CASH. Well priced properties are attracting multiple offers making for a quick sale. REO (Foreclosures) and Short Sales are dwindling, with any "hidden inventory" (or overhang) backlog slowly trickling onto the market. Mortgage Interest Rates are ratcheting up which may help motivate would-be Buyers to go ahead and buy IF they can qualify. **Savvy Investors are buying with Cash, giving them a strong negotiating position, no financing /appraisal hassles and a quick closing.** While general U.S. economic news looks cautiously hopeful, current World and US events and "The New Administration" will have ripple effects on cost of living, consumer confidence, Financial and Real Estate Markets. Nationally, some market areas are being hit hard by natural disasters as well.

Rising Sales prices motivate some "Owners" 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. 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: Interest rates 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). **Veterans: Check out your VA Loan options.** "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 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 NOW, don't delay. The opportunity is fading quickly. If you cannot buy now, start saving your down payment for the next market cycle.

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.

If you have any questions regarding hard numbers, call Terry at 808-270-4602.

Mahalo,
Terry Tolman
RAM Chief Staff Executive

Single Family Monthly Sales Volume

For Month Ending 9/30/2017

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	37	\$22,796,546	\$610,308	29	\$19,757,324	\$650,000	21	\$11,378,267	\$527,875
Haiku	4	\$5,040,000	\$1,045,000	10	\$7,716,250	\$652,500	6	\$7,165,999	\$1,038,000
Kaanapali	1	\$1,110,000	\$1,110,000	4	\$9,320,000	\$2,150,000	1	\$1,550,000	\$1,550,000
Kapalua	0	\$0	\$0	3	\$7,825,000	\$2,575,000	1	\$4,000,000	\$4,000,000
Kihei	12	\$12,849,000	\$797,500	10	\$7,337,240	\$694,750	13	\$8,142,000	\$620,000
Kula/Ulupalakua/Kanaio	4	\$3,479,000	\$892,000	10	\$9,223,000	\$702,000	10	\$11,035,000	\$897,500
Lahaina	2	\$2,622,000	\$1,311,000	9	\$14,954,000	\$960,000	4	\$3,317,000	\$660,000
Lanai	2	\$940,000	\$470,000	4	\$1,461,000	\$343,000	2	\$541,500	\$270,750
Makawao/Olinda/Haliimaile	6	\$3,869,000	\$657,000	1	\$420,000	\$420,000	7	\$4,231,500	\$620,000
Maui Meadows	3	\$4,204,300	\$980,000	6	\$6,261,250	\$1,006,250	2	\$2,248,000	\$1,124,000
Molokai	1	\$270,000	\$270,000	5	\$1,672,000	\$265,000	0	\$0	\$0
Nahiku	0	\$0	\$0	1	\$210,000	\$210,000	0	\$0	\$0
Napili/Kahana/Honokowai	1	\$714,000	\$714,000	7	\$6,197,200	\$850,000	4	\$3,770,000	\$925,000
Olowalu	0	\$0	\$0	1	\$801,500	\$801,500	0	\$0	\$0
Pukalani	4	\$2,757,500	\$690,500	4	\$4,076,000	\$598,000	6	\$3,789,121	\$626,936
Sprecklesville/Paia/Kuau	3	\$17,332,000	\$747,000	2	\$4,925,000	\$2,462,500	1	\$800,000	\$800,000
Wailea/Makena	1	\$1,500,000	\$1,500,000	0	\$0	\$0	5	\$20,499,000	\$1,375,000
Maui Summary :	81	\$79,483,346	\$650,000	106	\$102,156,764	\$700,000	83	\$82,467,387	\$665,000

Condominium Monthly Sales Volume

For Month Ending 9/30/2017

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	19	\$6,110,314	\$275,000	18	\$4,285,475	\$240,000	14	\$5,186,000	\$350,000
Kaanapali	11	\$13,596,500	\$1,037,500	5	\$4,294,900	\$675,000	6	\$7,155,000	\$1,055,000
Kapalua	5	\$5,700,000	\$950,000	5	\$11,800,100	\$885,100	2	\$13,150,000	\$6,575,000
Kihei	37	\$16,315,150	\$360,000	45	\$18,994,128	\$378,000	43	\$16,246,900	\$340,000
Lahaina	6	\$3,203,000	\$552,000	5	\$2,449,000	\$510,000	2	\$639,000	\$319,500
Lanai	2	\$257,000	\$128,500	0	\$0	\$0	1	\$715,000	\$715,000
Maalaea	11	\$3,824,700	\$250,000	7	\$3,596,400	\$441,000	3	\$1,364,000	\$399,000
Molokai	3	\$654,000	\$250,000	1	\$92,500	\$92,500	1	\$269,000	\$269,000
Napili/Kahana/Honokowai	21	\$9,659,900	\$355,000	19	\$8,000,500	\$400,000	19	\$8,329,800	\$403,000
Pukalani	1	\$470,000	\$470,000	0	\$0	\$0	0	\$0	\$0
Sprecklesville/Paia/Kuau	0	\$0	\$0	0	\$0	\$0	1	\$318,000	\$318,000
Wailea/Makena	8	\$20,306,969	\$1,687,500	5	\$12,180,000	\$1,900,000	7	\$10,095,000	\$1,400,000
Maui Summary :	124	\$80,097,533	\$433,750	110	\$65,693,003	\$400,000	99	\$63,467,700	\$379,000

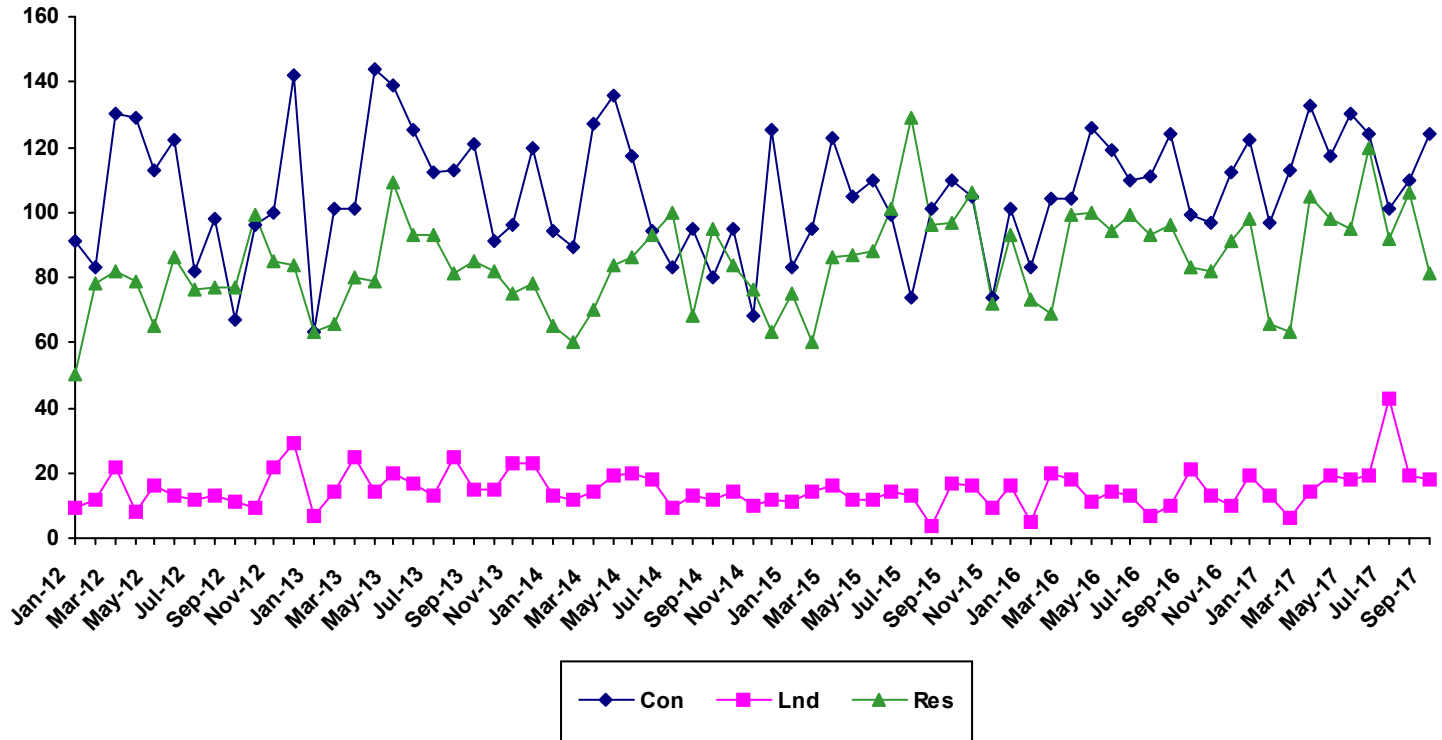
Land Monthly Sales Volume

For Month Ending 9/30/2017

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	2	\$319,000	\$159,500	3	\$1,727,999	\$413,000	2	\$520,000	\$260,000
Haiku	3	\$1,080,000	\$365,000	1	\$400,000	\$400,000	5	\$9,920,000	\$2,068,060
Kaanapali	1	\$370,000	\$370,000	0	\$0	\$0	3	\$2,270,375	\$874,125
Kahakuloa	0	\$0	\$0	0	\$0	\$0	1	\$210,000	\$210,000
Kapalua	0	\$0	\$0	1	\$1,400,000	\$1,400,000	1	\$700,000	\$700,000
Kihei	0	\$0	\$0	0	\$0	\$0	1	\$469,500	\$469,500
Kipahulu	0	\$0	\$0	1	\$140,000	\$140,000	0	\$0	\$0
Kula/Ulupalakua/Kanaio	0	\$0	\$0	0	\$0	\$0	1	\$380,000	\$380,000
Lahaina	0	\$0	\$0	1	\$1,175,000	\$1,175,000	3	\$3,623,620	\$1,340,200
Makawao/Olinda/Haliimaile	5	\$3,717,300	\$746,800	0	\$0	\$0	0	\$0	\$0
Maui Meadows	0	\$0	\$0	0	\$0	\$0	1	\$625,000	\$625,000
Molokai	0	\$0	\$0	0	\$0	\$0	1	\$150,000	\$150,000
Napili/Kahana/Honokowai	0	\$0	\$0	1	\$1,200,000	\$1,200,000	0	\$0	\$0
Pukalani	6	\$2,032,200	\$334,400	11	\$3,697,790	\$329,000	1	\$387,030	\$387,030
Wailea/Makena	1	\$500,000	\$500,000	0	\$0	\$0	1	\$675,000	\$675,000
Maui Summary :	18	\$8,018,500	\$367,500	19	\$9,740,789	\$332,000	21	\$19,930,525	\$625,000

Sales Unit Volume By Month

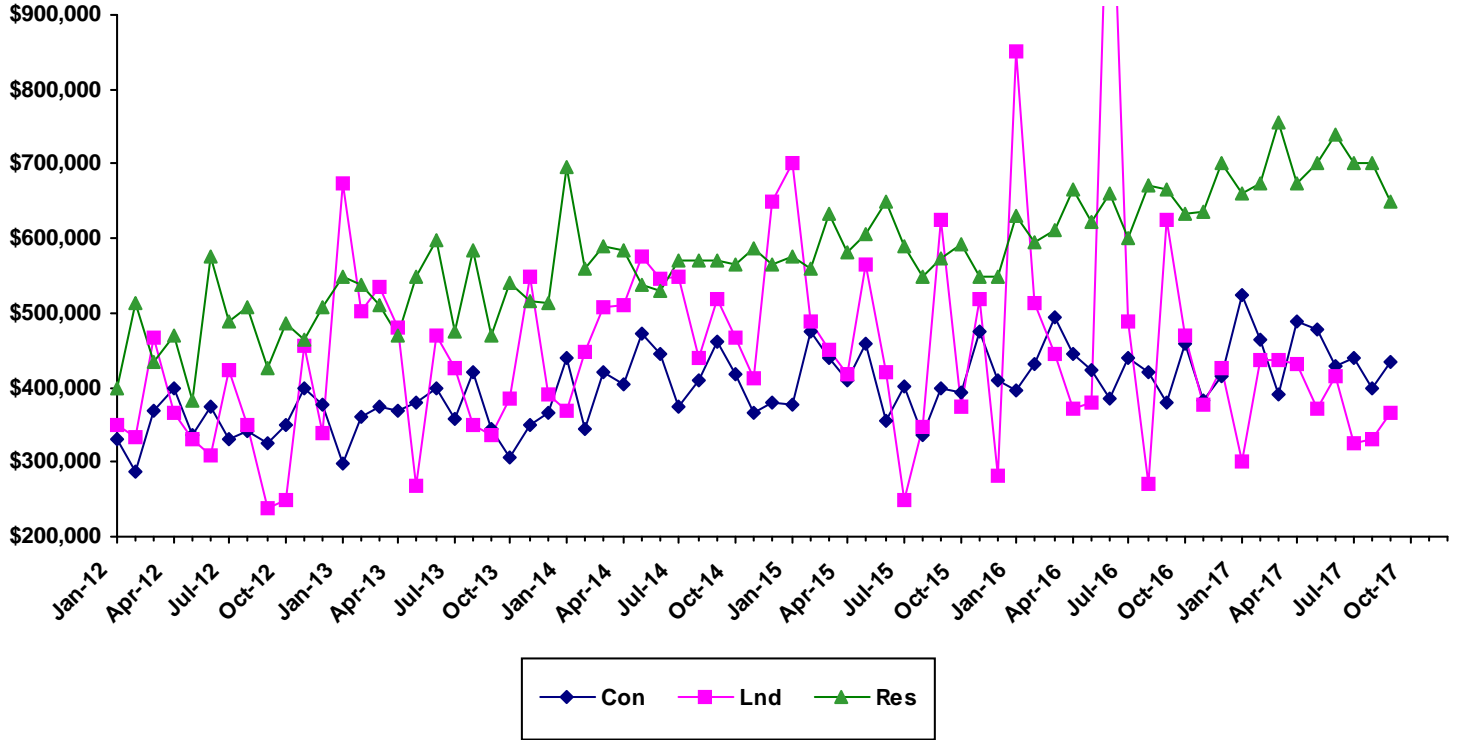
For Month Ending 9/30/2017



	2012			2013			2014			2015			2016			2017		
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	50	91	9	63	63	7	65	94	13	75	83	11	73	83	5	66	97	13
Feb	78	83	12	66	101	14	60	89	12	60	95	14	69	104	20	63	113	6
Mar	82	130	22	80	101	25	70	127	14	86	123	16	99	104	18	105	133	14
Apr	79	129	8	79	144	14	84	136	19	87	105	12	100	126	11	98	117	19
May	65	113	16	109	139	20	86	117	20	88	110	12	94	119	14	95	130	18
Jun	86	122	13	93	125	17	93	94	18	101	99	14	99	110	13	120	124	19
Jul	76	82	12	93	112	13	100	83	9	129	74	13	93	111	7	92	101	43
Aug	77	98	13	81	113	25	68	95	13	96	101	4	96	124	10	106	110	19
Sep	77	67	11	85	121	15	95	80	12	97	110	17	83	99	21	81	124	18
Oct	99	96	9	82	91	15	84	95	14	106	105	16	82	97	13			
Nov	85	100	22	75	96	23	76	68	10	72	74	9	91	112	10			
Dec	84	142	29	78	120	23	63	125	12	93	101	16	98	122	19			

Sales Median By Month

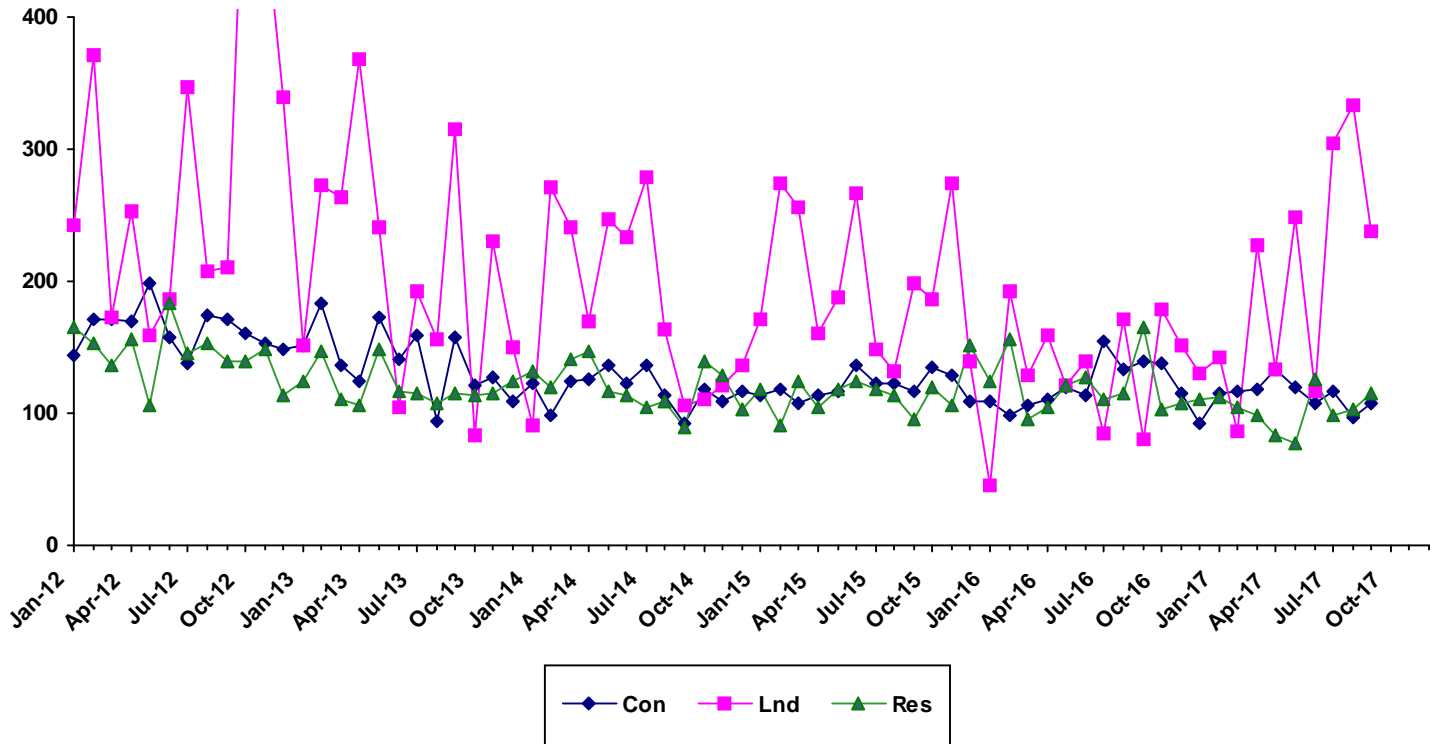
For Month Ending 9/30/2017



Month	2012			2013			2014			2015			2016			2017		
	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	399000	330000	350000	550000	297000	675000	695000	441000	370000	577000	378000	700000	630000	395000	850000	660000	525000	300000
Feb	513750	287000	333925	537500	360000	502500	560000	345000	447500	558625	475000	490000	595000	431950	512500	672575	465000	437500
Mar	435000	368043	467500	509500	375000	535000	590500	420000	507500	632625	440000	451000	611500	494000	444500	756000	390000	437250
Apr	469000	399000	365000	470000	370000	479500	583000	403500	510000	581000	410000	417500	665000	444500	372000	673000	490000	432000
May	382000	336000	330000	549000	380000	267500	537500	472000	575000	607098	459500	563750	622500	422000	378500	700000	477000	372000
Jun	575500	372990	310000	599000	400000	469260	530000	444500	545500	650000	355000	420000	659000	384000	1200000	740000	430000	415000
Jul	488000	332000	422500	475000	357625	425000	570250	375000	550000	590000	402000	250000	600000	440000	490000	701000	440000	325650
Aug	509000	342450	350000	585000	420000	350000	570000	410000	440000	550000	336000	347500	672063	420000	271500	700000	400000	332000
Sep	425000	325000	238000	470000	345000	335000	570000	462500	520000	573300	399500	625000	665000	379000	625000	650000	433750	367500
Oct	485000	349995	250000	540000	305500	385000	566000	419000	467500	592000	392900	375000	632500	460000	470000			
Nov	465000	400000	455000	515000	350000	547371	587500	366250	411500	550000	475000	520000	635000	382500	377065			
Dec	508000	376000	340000	512500	365000	390000	565000	380000	650000	550000	410000	281750	700500	414500	426524			

Sales Days on Market By Month

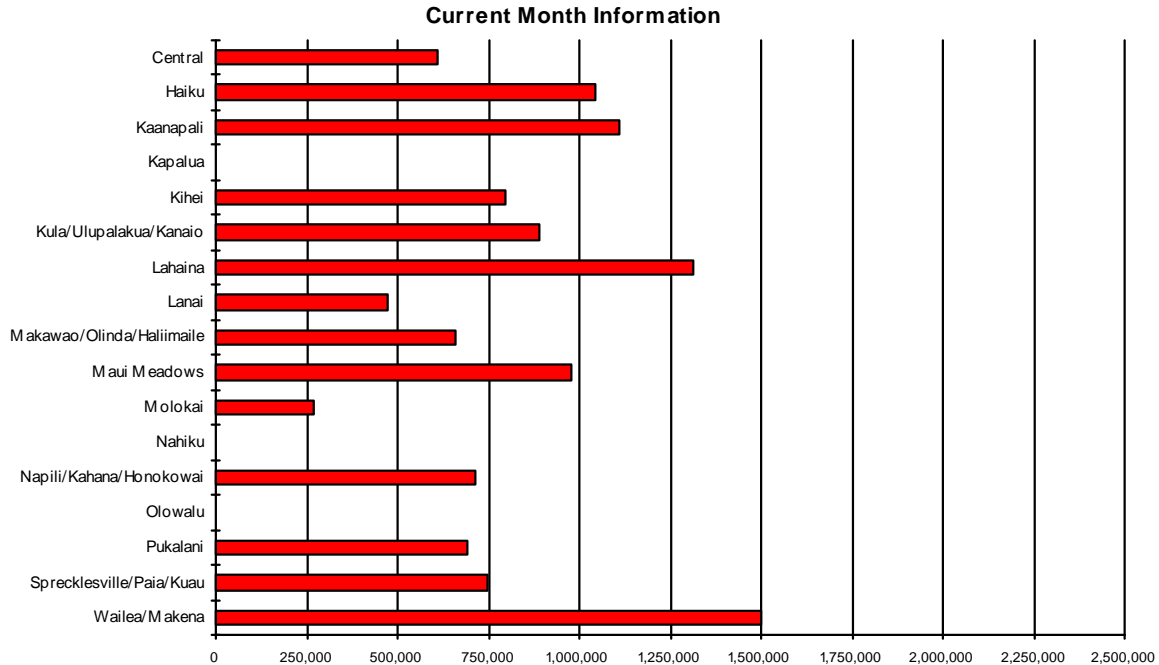
For Month Ending 9/30/2017



	2012			2013			2014			2015			2016			2017		
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	165	144	242	125	151	151	132	123	91	118	113	171	125	110	46	112	115	142
Feb	153	172	371	147	183	273	119	99	271	90.5	118	274	156	98	192	105	116	87
Mar	136	171	173	110	137	263	141	124	241	124	108	256	95.5	106	130	98	118	227
Apr	156	170	253	107	125	368	147	127	170	104	113	161	105	110	159	84	133	134
May	106	198	159	149	173	241	117	137	247	119	116	188	121	120	121	78	120	249
Jun	183	158	186	116	142	105	114	122	233	125	136	267	127	114	140	126	107	117
Jul	146	138	347	115	159	192	104	137	279	118	122	149	111	155	85	99	116	304
Aug	153	175	208	107	94	156	109	114	163	114	123	132	116	133	171	103	97	333
Sep	140	172	211	115	157	315	90	93	107	95	117	198	165	139	81	115	108	238
Oct	140	161	556	114	121	83	139	118	111	120	135	187	103	139	179			
Nov	148	153	476	115	128	231	129	109	122	106	129	275	107	115	152			
Dec	114	148	339	125	109	150	103	117	137	151	109	139	111	92	130			

Single Family Median Prices by Area

For Month Ending 9/30/2017

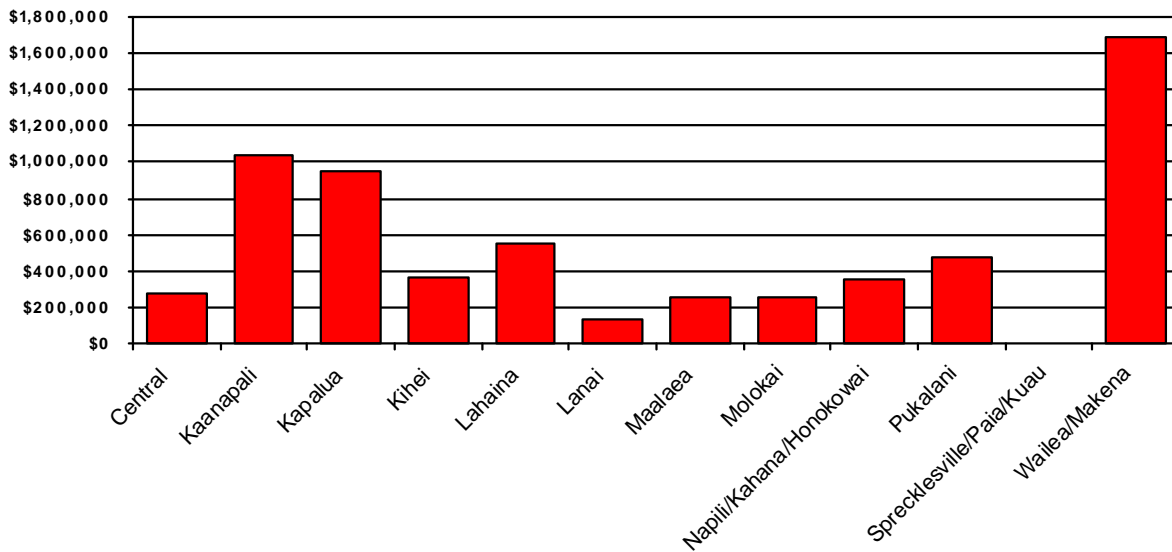


Area	Current Month	Previous Month	Year Ago Month
Central	\$610,308	\$650,000	\$527,875
Haiku	\$1,045,000	\$652,500	\$1,038,000
Kaanapali	\$1,110,000	\$2,150,000	\$1,550,000
Kapalua	\$0	\$2,575,000	\$4,000,000
Kihei	\$797,500	\$694,750	\$620,000
Kula/Ulupalakua/Kanaio	\$892,000	\$702,000	\$897,500
Lahaina	\$1,311,000	\$960,000	\$660,000
Lanai	\$470,000	\$343,000	\$270,750
Makawao/Olinda/Haliimaile	\$657,000	\$420,000	\$620,000
Maui Meadows	\$980,000	\$1,006,250	\$1,124,000
Molokai	\$270,000	\$265,000	\$0
Nahiku	\$0	\$210,000	\$0
Napili/Kahana/Honokowai	\$714,000	\$850,000	\$925,000
Olowalu	\$0	\$801,500	\$0
Pukalani	\$690,500	\$598,000	\$626,936
Sprecklesville/Paia/Kuau	\$747,000	\$2,462,500	\$800,000
Wailea/Makena	\$1,500,000	\$0	\$1,375,000

Condominium Median Prices by Area

For Month Ending 9/30/2017

Current Month Information

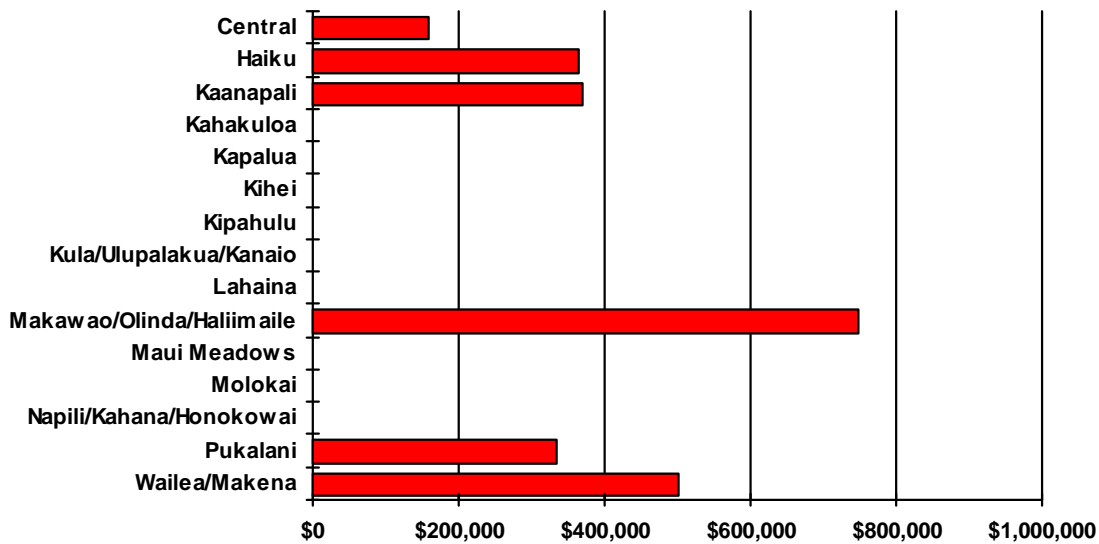


Area	Current Month	Previous Month	Year Ago Month
Central	\$275,000	\$240,000	\$350,000
Kaanapali	\$1,037,500	\$675,000	\$1,055,000
Kapalua	\$950,000	\$885,100	\$6,575,000
Kihei	\$360,000	\$378,000	\$340,000
Lahaina	\$552,000	\$510,000	\$319,500
Lanai	\$128,500	\$0	\$715,000
Maalaea	\$250,000	\$441,000	\$399,000
Molokai	\$250,000	\$92,500	\$269,000
Napili/Kahana/Honokowai	\$355,000	\$400,000	\$403,000
Pukalani	\$470,000	\$0	\$0
Sprecklesville/Paia/Kuau	\$0	\$0	\$318,000
Wailea/Makena	\$1,687,500	\$1,900,000	\$1,400,000

Land Median Prices by Area

For Month Ending 9/30/2017

Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$159,500	\$413,000	\$260,000
Haiku	\$365,000	\$400,000	\$2,068,060
Kaanapali	\$370,000	\$0	\$874,125
Kahakuloa	\$0	\$0	\$210,000
Kapalua	\$0	\$1,400,000	\$700,000
Kihei	\$0	\$0	\$469,500
Kipahulu	\$0	\$140,000	\$0
Kula/Ulupalakua/Kanaio	\$0	\$0	\$380,000
Lahaina	\$0	\$1,175,000	\$1,340,200
Makawao/Olinda/Haliimaile	\$746,800	\$0	\$0
Maui Meadows	\$0	\$0	\$625,000
Molokai	\$0	\$0	\$150,000
Napili/Kahana/Honokowai	\$0	\$1,200,000	\$0
Pukalani	\$334,400	\$329,000	\$387,030
Wailea/Makena	\$500,000	\$0	\$675,000

Single Family Year To Date Sales Information

Comparing 1/1/2017 thru 9/30/2017 with 1/1/2016 thru 9/30/2016

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	262	253	9	4%	\$625,647	\$578,134	8%	\$606,813	\$552,175	10%	\$163,919,644	\$146,267,839	12%
Haiku	64	53	11	21%	\$879,530	\$912,175	-4%	\$744,500	\$848,000	-12%	\$56,289,944	\$48,345,249	16%
Hana	6	8	-2	-25%	\$1,642,931	\$966,625	70%	\$1,148,542	\$542,500	112%	\$9,857,583	\$7,733,000	27%
Kaanapali	18	15	3	20%	\$2,006,514	\$2,015,700	0%	\$1,700,000	\$1,700,000	0%	\$36,117,250	\$30,235,500	19%
Kahakuloa	1	1	0	0%	\$575,000	\$800,000	-28%	\$575,000	\$800,000	-28%	\$575,000	\$800,000	-28%
Kapalua	6	11	-5	-45%	\$2,587,500	\$3,990,000	-35%	\$2,487,500	\$2,700,000	-8%	\$15,525,000	\$43,890,000	-65%
Kaupo	0	1	-1	-100%	\$0	\$1,300,000	-100%	\$0	\$1,300,000	-100%	\$0	\$1,300,000	-100%
Kihei	122	123	-1	-1%	\$979,324	\$757,566	29%	\$748,950	\$625,000	20%	\$119,477,499	\$93,180,649	28%
Kula/Ulupalakua/Kanaio	84	64	20	31%	\$973,056	\$1,072,262	-9%	\$833,500	\$712,500	17%	\$81,736,700	\$68,624,775	19%
Lahaina	50	53	-3	-6%	\$1,677,696	\$1,393,458	20%	\$1,334,500	\$773,000	73%	\$83,884,798	\$73,853,274	14%
Lanai	18	12	6	50%	\$399,222	\$453,625	-12%	\$380,000	\$462,000	-18%	\$7,186,000	\$5,443,500	32%
Makawao/Olinda/Haliimaile	38	58	-20	-34%	\$781,014	\$672,111	16%	\$627,500	\$572,875	10%	\$29,678,514	\$38,982,450	-24%
Maui Meadows	25	20	5	25%	\$1,346,277	\$1,237,378	9%	\$1,265,000	\$1,287,500	-2%	\$33,656,930	\$24,747,550	36%
Molokai	19	15	4	27%	\$483,535	\$451,533	7%	\$352,000	\$394,999	-11%	\$9,187,160	\$6,772,999	36%
Nahiku	1	1	0	0%	\$210,000	\$575,000	-63%	\$210,000	\$575,000	-63%	\$210,000	\$575,000	-63%
Napili/Kahana/Honokowai	34	27	7	26%	\$914,866	\$886,934	3%	\$847,500	\$835,000	1%	\$31,105,444	\$23,947,215	30%
Olowalu	1	2	-1	-50%	\$801,500	\$1,475,000	-46%	\$801,500	\$1,475,000	-46%	\$801,500	\$2,950,000	-73%
Pukalani	38	48	-10	-21%	\$710,743	\$614,056	16%	\$671,500	\$612,500	10%	\$27,008,250	\$29,474,672	-8%
Sprecklesville/Paia/Kuau	17	23	-6	-26%	\$2,471,382	\$2,054,283	20%	\$865,000	\$750,000	15%	\$42,013,500	\$47,248,500	-11%
Wailea/Makena	22	18	4	22%	\$4,647,500	\$4,031,500	15%	\$2,822,500	\$3,460,000	-18%	\$102,245,000	\$72,567,000	41%
Maui Summary:	826	806	20	2%	\$1,029,632	\$951,537	8%	\$700,000	\$635,000	10%	\$850,475,716	\$766,939,172	11%

Condominium Year To Date Sales Information

Comparing 1/1/2017 thru 9/30/2017 with 1/1/2016 thru 9/30/2016

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	123	103	20	19%	\$312,577	\$346,903	-10%	\$290,000	\$329,000	-12%	\$38,446,941	\$35,730,989	8%
Hana	1	0	1	N/A	\$760,000	\$0	N/A	\$760,000	\$0	N/A	\$760,000	\$0	N/A
Kaanapali	68	101	-33	-33%	\$1,237,806	\$1,279,629	-3%	\$922,000	\$1,050,000	-12%	\$84,170,800	\$129,242,509	-35%
Kapalua	41	26	15	58%	\$1,805,815	\$2,029,784	-11%	\$939,999	\$950,192	-1%	\$74,038,399	\$52,774,384	40%
Kihei	380	342	38	11%	\$466,902	\$416,695	12%	\$375,000	\$334,500	12%	\$177,422,612	\$142,509,850	24%
Lahaina	62	58	4	7%	\$512,585	\$488,368	5%	\$482,500	\$480,573	0%	\$31,780,255	\$28,325,355	12%
Lanai	6	4	2	50%	\$527,417	\$1,042,500	-49%	\$492,500	\$770,000	-36%	\$3,164,500	\$4,170,000	-24%
Maalaea	57	40	17	43%	\$436,960	\$402,799	8%	\$405,000	\$387,500	5%	\$24,906,700	\$16,111,964	55%
Molokai	13	12	1	8%	\$150,173	\$187,333	-20%	\$113,000	\$184,500	-39%	\$1,952,250	\$2,248,000	-13%
Napili/Kahana/Honokowai	185	203	-18	-9%	\$462,148	\$449,133	3%	\$425,000	\$417,000	2%	\$85,497,444	\$91,174,074	-6%
Pukalani	8	8	0	0%	\$581,625	\$492,767	18%	\$599,000	\$491,875	22%	\$4,653,000	\$3,942,138	18%
Sprecklesville/Paia/Kuau	0	4	-4	-100%	\$0	\$905,750	-100%	\$0	\$321,500	-100%	\$0	\$3,623,000	-100%
Wailea/Makena	105	79	26	33%	\$1,751,918	\$1,403,209	25%	\$1,150,000	\$1,100,000	5%	\$183,951,367	\$110,853,500	66%
Maui Summary:	1049	980	69	7%	\$677,545	\$633,373	7%	\$449,000	\$417,250	8%	\$710,744,268	\$620,705,763	15%

Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2017 thru 9/30/2017 with 1/1/2016 thru 9/30/2016

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	123	103	20	19%	\$312,577	\$346,903	-10%	\$290,000	\$329,000	-12%	\$38,446,941	\$35,730,989	8%
Hana	1	0	1	N/A	\$760,000	\$0	N/A	\$760,000	\$0	N/A	\$760,000	\$0	N/A
Kaanapali	60	92	-32	-35%	\$1,363,597	\$1,362,908	0%	\$962,500	\$1,080,000	-11%	\$81,815,800	\$125,387,509	-35%
Kapalua	41	26	15	58%	\$1,805,815	\$2,029,784	-11%	\$939,999	\$950,192	-1%	\$74,038,399	\$52,774,384	40%
Kihei	378	340	38	11%	\$466,925	\$416,367	12%	\$375,000	\$332,000	13%	\$176,497,612	\$141,564,850	25%
Lahaina	60	55	5	9%	\$524,189	\$508,279	3%	\$496,500	\$486,145	2%	\$31,451,355	\$27,955,355	13%
Lanai	6	4	2	50%	\$527,417	\$1,042,500	-49%	\$492,500	\$770,000	-36%	\$3,164,500	\$4,170,000	-24%
Maalaea	44	29	15	52%	\$492,873	\$465,378	6%	\$435,000	\$440,000	-1%	\$21,686,400	\$13,495,964	61%
Molokai	11	12	-1	-8%	\$165,114	\$187,333	-12%	\$119,250	\$184,500	-35%	\$1,816,250	\$2,248,000	-19%
Napili/Kahana/Honokowai	152	169	-17	-10%	\$495,983	\$477,486	4%	\$445,500	\$435,000	2%	\$75,389,440	\$80,695,100	-7%
Pukalani	8	8	0	0%	\$581,625	\$492,767	18%	\$599,000	\$491,875	22%	\$4,653,000	\$3,942,138	18%
Sprecklesville/Paia/Kuau	0	4	-4	-100%	\$0	\$905,750	-100%	\$0	\$321,500	-100%	\$0	\$3,623,000	-100%
Wailea/Makena	105	79	26	33%	\$1,751,918	\$1,403,209	25%	\$1,150,000	\$1,100,000	5%	\$183,951,367	\$110,853,500	66%
Maui Summary:	989	921	68	7%	\$701,386	\$654,116	7%	\$475,000	\$435,000	9%	\$693,671,064	\$602,440,789	15%

Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2017 thru 9/30/2017 with 1/1/2016 thru 9/30/2016

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	8	9	-1	-11%	\$294,375	\$428,333	-31%	\$252,500	\$275,000	-8%	\$2,355,000	\$3,855,000	-39%
Kihei	2	2	0	0%	\$462,500	\$472,500	-2%	\$462,500	\$472,500	-2%	\$925,000	\$945,000	-2%
Lahaina	2	3	-1	-33%	\$164,450	\$123,333	33%	\$164,450	\$125,000	32%	\$328,900	\$370,000	-11%
Maalaea	13	11	2	18%	\$247,715	\$237,818	4%	\$232,500	\$240,000	-3%	\$3,220,300	\$2,616,000	23%
Molokai	2	0	2	N/A	\$68,000	\$0	N/A	\$68,000	\$0	N/A	\$136,000	\$0	N/A
Napili/Kahana/Honokowai	33	34	-1	-3%	\$306,303	\$308,205	-1%	\$160,000	\$117,500	36%	\$10,108,004	\$10,478,974	-4%
Maui Summary:	60	59	1	2%	\$284,553	\$309,576	-8%	\$208,000	\$205,000	1%	\$17,073,204	\$18,264,974	-7%

Land Year To Date Sales Information

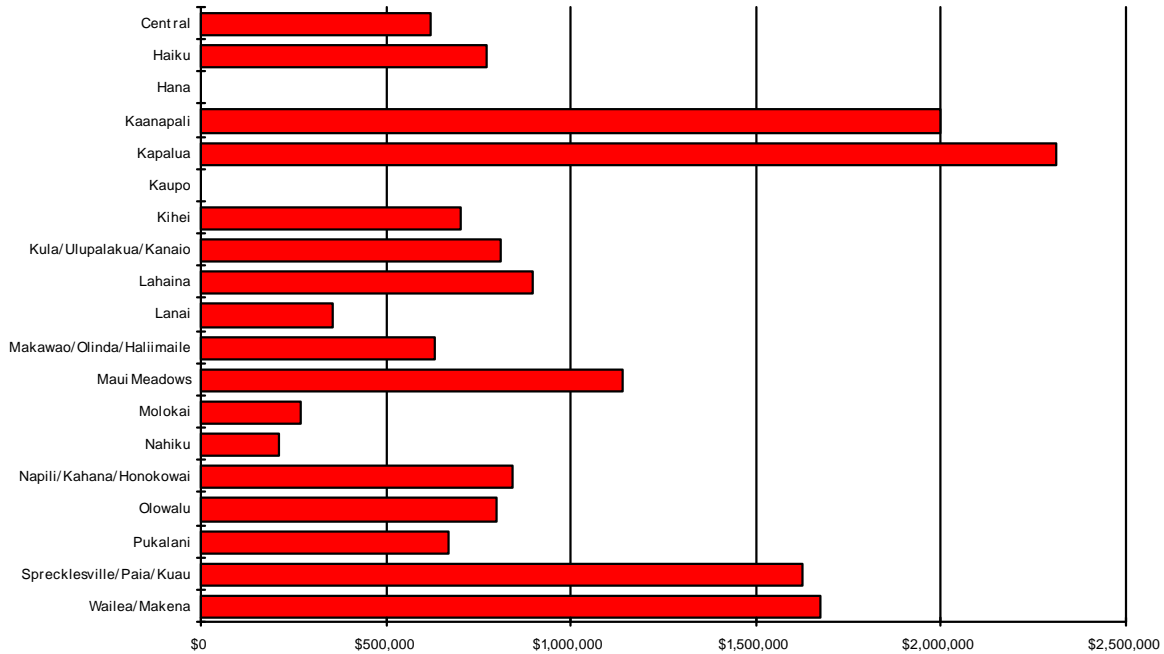
Comparing 1/1/2017 thru 9/30/2017 with 1/1/2016 thru 9/30/2016

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	26	12	14	117%	\$390,791	\$293,458	33%	\$317,500	\$292,500	9%	\$10,160,574	\$3,521,500	189%
Haiku	24	18	6	33%	\$522,528	\$933,444	-44%	\$405,000	\$544,750	-26%	\$12,540,668	\$16,802,000	-25%
Hana	6	2	4	200%	\$351,667	\$217,500	62%	\$375,000	\$217,500	72%	\$2,110,000	\$435,000	385%
Kaanapali	12	15	-3	-20%	\$669,000	\$678,108	-1%	\$643,500	\$755,250	-15%	\$8,028,000	\$10,171,625	-21%
Kahakuloa	1	5	-4	-80%	\$467,500	\$321,400	45%	\$467,500	\$345,000	36%	\$467,500	\$1,607,000	-71%
Kapalua	4	4	0	0%	\$1,032,250	\$1,218,750	-15%	\$1,007,000	\$1,187,500	-15%	\$4,129,000	\$4,875,000	-15%
Kihei	6	11	-5	-45%	\$650,667	\$696,545	-7%	\$473,500	\$469,500	1%	\$3,904,000	\$7,662,000	-49%
Kipahulu	1	1	0	0%	\$140,000	\$285,000	-51%	\$140,000	\$285,000	-51%	\$140,000	\$285,000	-51%
Kula/Ulupalakua/Kanaio	9	10	-1	-10%	\$539,000	\$605,400	-11%	\$465,000	\$429,500	8%	\$4,851,000	\$6,054,000	-20%
Lahaina	4	16	-12	-75%	\$1,109,750	\$1,167,410	-5%	\$1,170,000	\$1,050,000	11%	\$4,439,000	\$18,678,560	-76%
Makawao/Olinda/Haliimaile	9	5	4	80%	\$581,700	\$370,222	57%	\$600,000	\$185,000	224%	\$5,235,300	\$1,851,111	183%
Maui Meadows	2	1	1	100%	\$451,250	\$625,000	-28%	\$451,250	\$625,000	-28%	\$902,500	\$625,000	44%
Molokai	12	9	3	33%	\$155,200	\$163,589	-5%	\$102,250	\$150,000	-32%	\$1,862,400	\$1,472,300	26%
Nahiku	0	1	-1	-100%	\$0	\$265,000	-100%	\$0	\$265,000	-100%	\$0	\$265,000	-100%
Napili/Kahana/Honokowai	2	1	1	100%	\$765,000	\$415,000	84%	\$765,000	\$415,000	84%	\$1,530,000	\$415,000	269%
Olowalu	2	2	0	0%	\$900,000	\$747,500	20%	\$900,000	\$747,500	20%	\$1,800,000	\$1,495,000	20%
Pukalani	47	3	44	1467%	\$330,037	\$349,010	-5%	\$327,650	\$387,030	-15%	\$15,511,740	\$1,047,030	1381%
Sprecklesville/Paia/Kuau	0	1	-1	-100%	\$0	\$2,950,000	-100%	\$0	\$2,950,000	-100%	\$0	\$2,950,000	-100%
Wailea/Makena	2	2	0	0%	\$512,500	\$1,012,500	-49%	\$512,500	\$1,012,500	-49%	\$1,025,000	\$2,025,000	-49%
Maui Summary:	169	119	50	42%	\$465,306	\$691,068	-33%	\$358,000	\$479,000	-25%	\$78,636,682	\$82,237,126	-4%

Single Family Median Prices by Area

For Quarter Ending 9/30/2017

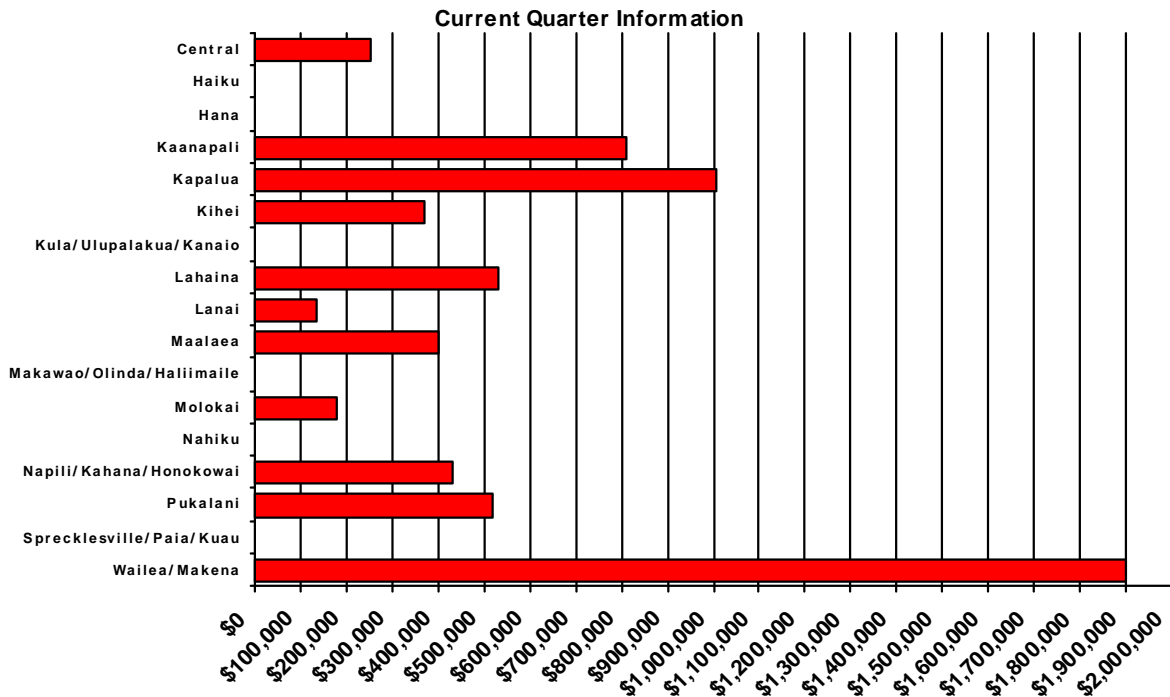
Current Quarter Information



Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$620,288	\$600,000	\$547,482
Haiku	\$772,500	\$744,500	\$920,000
Hana	\$0	\$929,792	\$1,999,000
Kaanapali	\$2,000,000	\$2,410,000	\$1,550,000
Kapalua	\$2,312,500	\$2,400,000	\$6,750,000
Kaupo	\$0	\$0	\$1,300,000
Kihei	\$702,500	\$755,200	\$635,000
Kula/Ulupalakua/Kanaio	\$807,500	\$837,000	\$752,500
Lahaina	\$895,000	\$1,655,000	\$1,025,000
Lanai	\$355,000	\$455,000	\$440,250
Makawao/Olinda/Haliimaile	\$629,500	\$623,750	\$525,000
Maui Meadows	\$1,139,000	\$1,131,500	\$1,449,000
Molokai	\$270,000	\$450,000	\$394,999
Nahiku	\$210,000	\$0	\$575,000
Napili/Kahana/Honokowai	\$845,000	\$874,000	\$820,000
Olowalu	\$801,500	\$0	\$1,700,000
Pukalani	\$668,000	\$700,000	\$619,436
Sprecklesville/Paia/Kuau	\$1,625,000	\$865,000	\$675,000
Wailea/Makena	\$1,675,000	\$3,120,000	\$3,800,000

Condominium Median Prices by Area

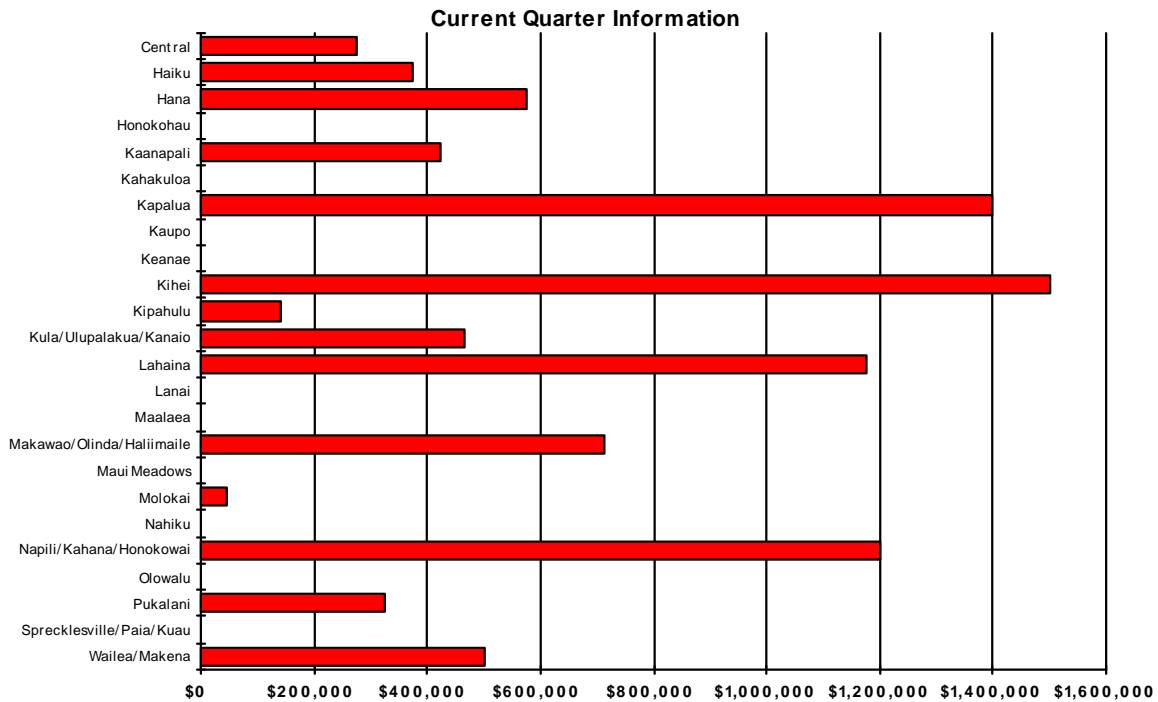
For Quarter Ending 9/30/2017



Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$251,250	\$365,250	\$335,000
Haiku	\$0	\$0	\$0
Hana	\$0	\$760,000	\$0
Kaanapali	\$812,500	\$943,750	\$885,000
Kapalua	\$1,005,000	\$902,500	\$1,167,500
Kihei	\$370,000	\$372,000	\$350,000
Kula/Ulupalakua/Kanaio	\$0	\$0	\$0
Lahaina	\$530,000	\$424,000	\$394,500
Lanai	\$135,000	\$940,000	\$825,000
Maalaea	\$400,000	\$305,000	\$595,000
Makawao/Olinda/Haliimaile	\$0	\$0	\$0
Molokai	\$180,000	\$110,000	\$192,500
Nahiku	\$0	\$0	\$0
Napili/Kahana/Honokowai	\$432,500	\$462,500	\$405,000
Pukalani	\$520,000	\$624,000	\$464,375
Sprecklesville/Paia/Kuau	\$0	\$0	\$1,521,500
Wailea/Makena	\$1,900,000	\$949,000	\$1,148,000

Land Median Prices by Area

For Quarter Ending 9/30/2017



Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$275,000	\$350,000	\$285,000
Haiku	\$375,000	\$445,000	\$1,712,380
Hana	\$575,000	\$30,000	\$0
Honokohau	\$0	\$0	\$0
Kaanapali	\$425,000	\$866,500	\$490,000
Kahakuloa	\$0	\$0	\$210,000
Kapalua	\$1,400,000	\$715,000	\$1,250,000
Kaupo	\$0	\$0	\$0
Keanae	\$0	\$0	\$0
Kihei	\$1,500,000	\$275,000	\$469,500
Kipahulu	\$140,000	\$0	\$0
Kula/Ulupalakua/Kanaio	\$465,000	\$375,000	\$300,000
Lahaina	\$1,175,000	\$1,165,000	\$1,100,000
Lanai	\$0	\$0	\$0
Maalaea	\$0	\$0	\$0
Makawao/Olinda/Haliimaile	\$713,400	\$415,000	\$185,000
Maui Meadows	\$0	\$377,500	\$625,000
Molokai	\$47,000	\$140,000	\$91,000
Nahiku	\$0	\$0	\$0
Napili/Kahana/Honokowai	\$1,200,000	\$0	\$0
Olowalu	\$0	\$900,000	\$0
Pukalani	\$323,850	\$370,500	\$303,515
Sprecklesville/Paia/Kuau	\$0	\$0	\$0
Wailea/Makena	\$500,000	\$525,000	\$675,000