

Monthly Indicators



January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt take advantage of rising prices, expect buyers to be more selective.

New Listings decreased 16.6 percent for Single Family homes but increased 12.2 percent for Condominium homes. Pending Sales increased 36.9 percent for Single Family homes and 12.9 percent for Condominium homes. Inventory decreased 12.9 percent for Single Family homes and 24.0 percent for Condominium homes.

Median Sales Price increased 7.1 percent to \$707,000 for Single Family homes but decreased 3.7 percent to \$505,563 for Condominium homes. Days on Market increased 2.0 percent for Single Family homes and 8.7 percent for Condominium homes. Months Supply of Inventory decreased 24.3 percent for Single Family homes and 31.6 percent for Condominium homes.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Quick Facts

+ 26.7%

Year-Over-Year Change in
Closed Sales
All Properties

+ 6.0%

Year-Over-Year Change in
Median Sales Price
All Properties

- 16.9%

Year-Over-Year Change in
Homes for Sale
All Properties

This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	1-2017	1-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		157	131	- 16.6%	157	131	- 16.6%
Pending Sales		84	115	+ 36.9%	84	115	+ 36.9%
Closed Sales		66	86	+ 30.3%	66	86	+ 30.3%
Days on Market Until Sale		148	151	+ 2.0%	148	151	+ 2.0%
Median Sales Price		\$660,000	\$707,000	+ 7.1%	\$660,000	\$707,000	+ 7.1%
Average Sales Price		\$1,032,591	\$1,162,768	+ 12.6%	\$1,032,591	\$1,162,768	+ 12.6%
Percent of List Price Received		97.3%	96.9%	- 0.4%	97.3%	96.9%	- 0.4%
Housing Affordability Index		51	48	- 5.9%	51	48	- 5.9%
Inventory of Homes for Sale		603	525	- 12.9%	—	—	—
Months Supply of Inventory		7.0	5.3	- 24.3%	—	—	—

Condominium Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



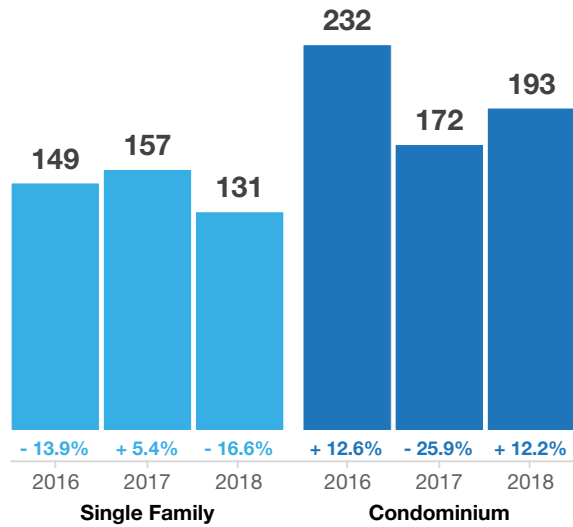
Key Metrics	Historical Sparkbars	1-2017	1-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		172	193	+ 12.2%	172	193	+ 12.2%
Pending Sales		140	158	+ 12.9%	140	158	+ 12.9%
Closed Sales		97	120	+ 23.7%	97	120	+ 23.7%
Days on Market Until Sale		161	175	+ 8.7%	161	175	+ 8.7%
Median Sales Price		\$525,000	\$505,563	- 3.7%	\$525,000	\$505,563	- 3.7%
Average Sales Price		\$655,654	\$651,174	- 0.7%	\$655,654	\$651,174	- 0.7%
Percent of List Price Received		96.2%	97.2%	+ 1.0%	96.2%	97.2%	+ 1.0%
Housing Affordability Index		64	67	+ 4.7%	64	67	+ 4.7%
Inventory of Homes for Sale		863	656	- 24.0%	—	—	—
Months Supply of Inventory		7.6	5.2	- 31.6%	—	—	—

New Listings

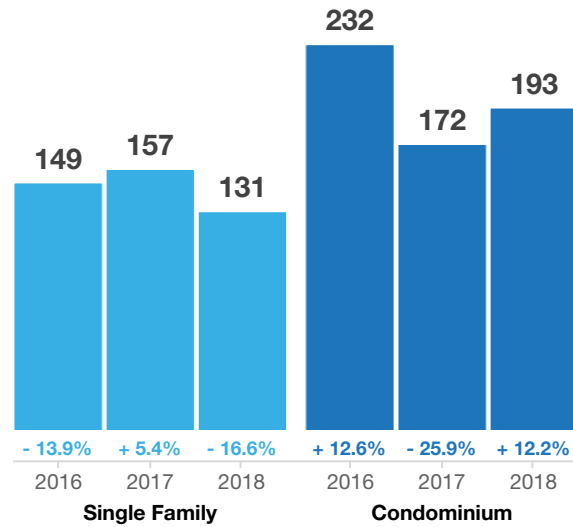
A count of the properties that have been newly listed on the market in a given month.



January

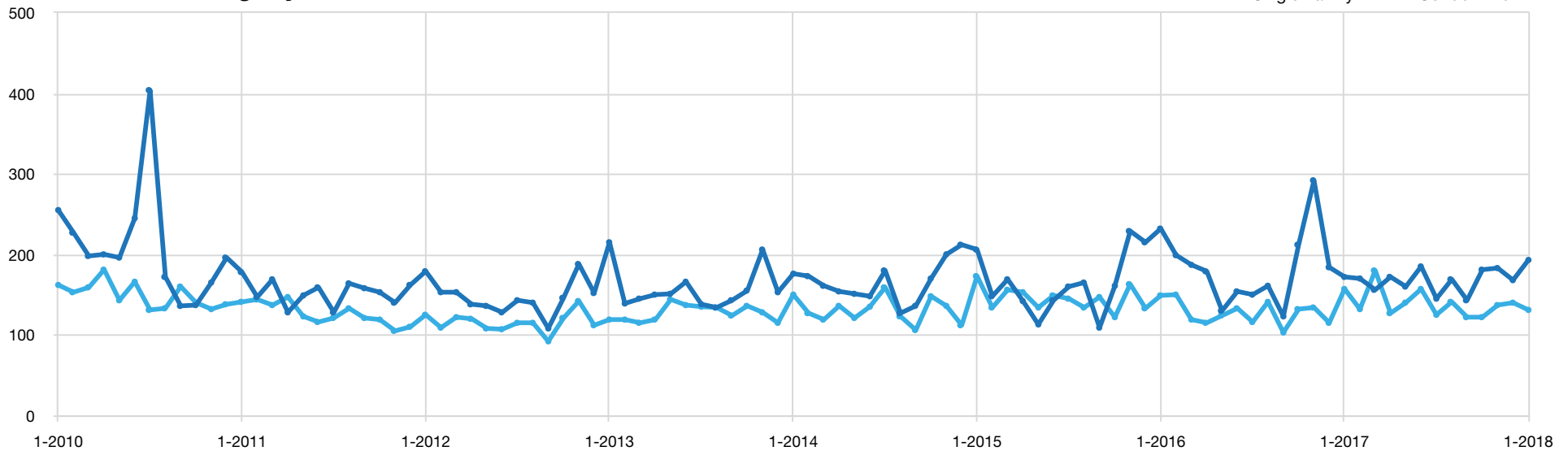


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2017	132	- 12.0%	170	- 14.6%
Mar-2017	180	+ 51.3%	156	- 16.6%
Apr-2017	127	+ 10.4%	172	- 3.9%
May-2017	140	+ 12.9%	160	+ 23.1%
Jun-2017	157	+ 18.0%	185	+ 20.1%
Jul-2017	125	+ 7.8%	145	- 3.3%
Aug-2017	141	0.0%	169	+ 5.0%
Sep-2017	122	+ 18.4%	143	+ 16.3%
Oct-2017	122	- 7.6%	181	- 14.6%
Nov-2017	137	+ 2.2%	183	- 37.3%
Dec-2017	140	+ 21.7%	168	- 8.7%
Jan-2018	131	- 16.6%	193	+ 12.2%
12-Month Avg	138	+ 7.8%	169	- 5.6%

Historical New Listings by Month

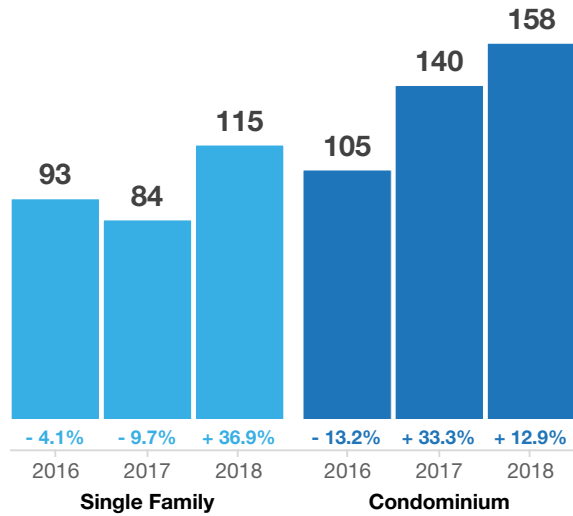


Pending Sales

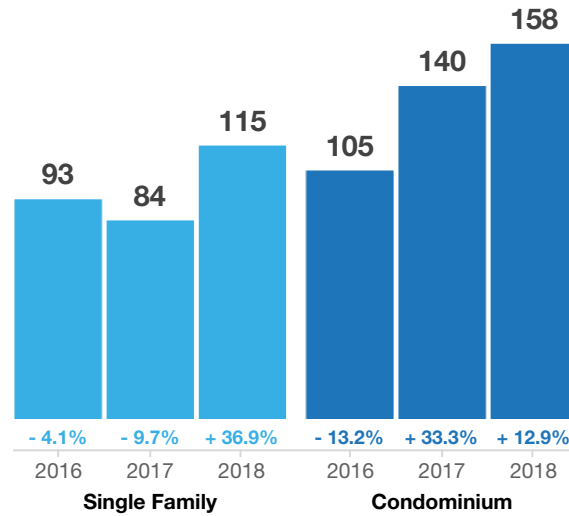
A count of the properties on which offers have been accepted in a given month.



January

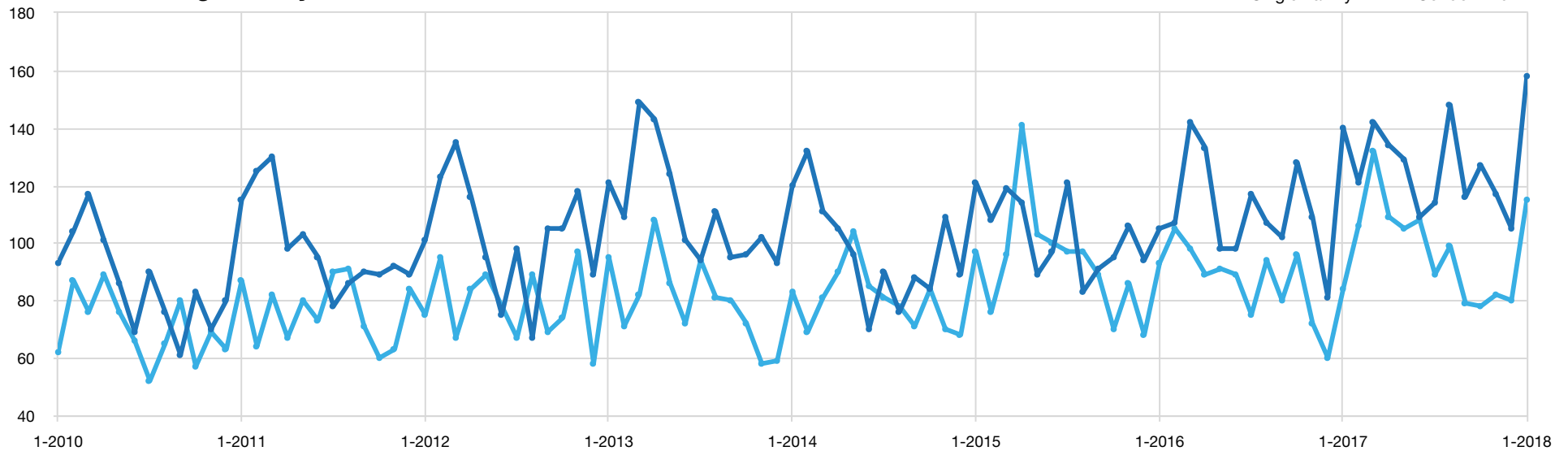


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2017	106	+ 1.0%	121	+ 13.1%
Mar-2017	132	+ 34.7%	142	0.0%
Apr-2017	109	+ 22.5%	134	+ 0.8%
May-2017	105	+ 15.4%	129	+ 31.6%
Jun-2017	108	+ 21.3%	109	+ 11.2%
Jul-2017	89	+ 18.7%	114	- 2.6%
Aug-2017	99	+ 5.3%	148	+ 38.3%
Sep-2017	79	- 1.3%	116	+ 13.7%
Oct-2017	78	- 18.8%	127	- 0.8%
Nov-2017	82	+ 13.9%	117	+ 7.3%
Dec-2017	80	+ 33.3%	105	+ 29.6%
Jan-2018	115	+ 36.9%	158	+ 12.9%
12-Month Avg	99	+ 15.1%	127	+ 11.4%

Historical Pending Sales by Month

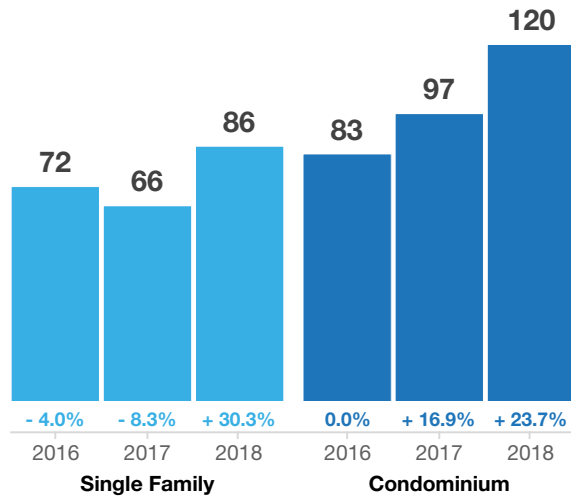


Closed Sales

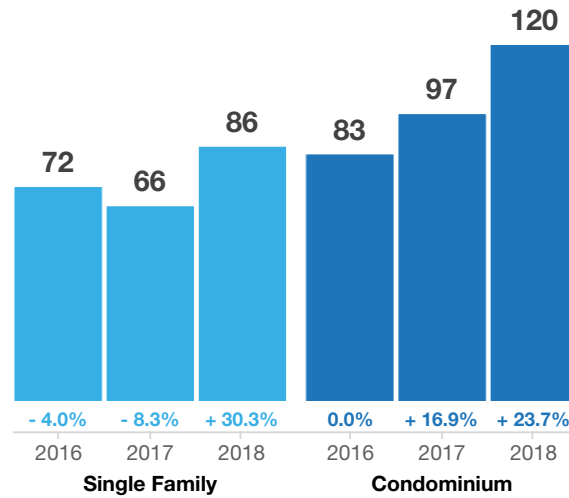
A count of the actual sales that closed in a given month.



January

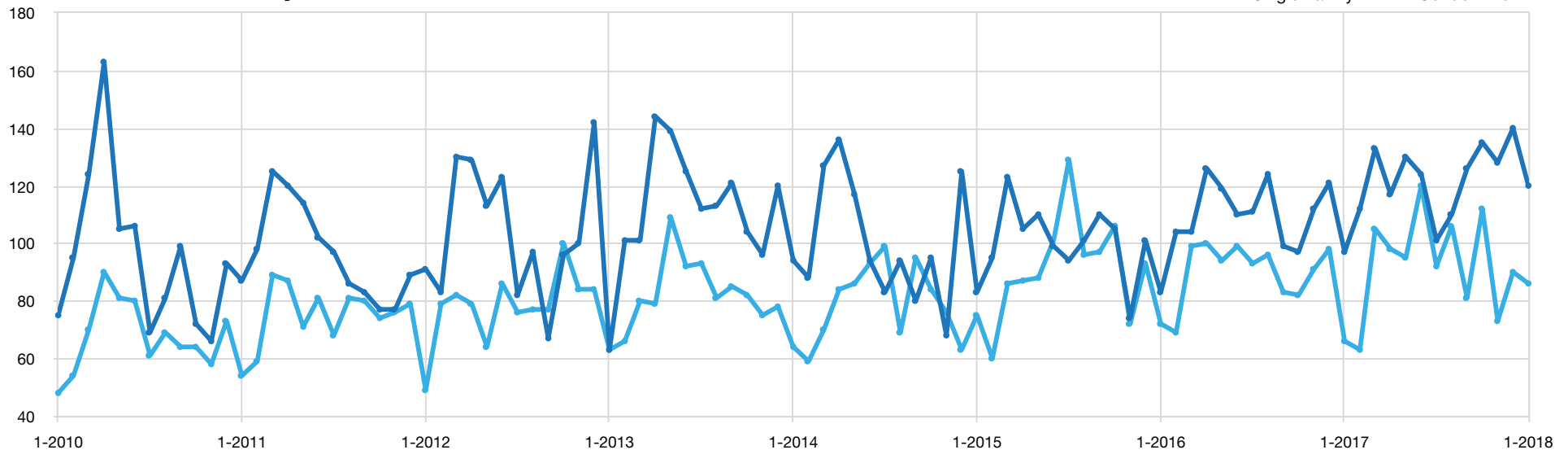


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2017	63	- 8.7%	112	+ 7.7%
Mar-2017	105	+ 6.1%	133	+ 27.9%
Apr-2017	98	- 2.0%	117	- 7.1%
May-2017	95	+ 1.1%	130	+ 9.2%
Jun-2017	120	+ 21.2%	124	+ 12.7%
Jul-2017	92	- 1.1%	101	- 9.0%
Aug-2017	106	+ 10.4%	110	- 11.3%
Sep-2017	81	- 2.4%	126	+ 27.3%
Oct-2017	112	+ 36.6%	135	+ 39.2%
Nov-2017	73	- 19.8%	128	+ 14.3%
Dec-2017	90	- 8.2%	140	+ 15.7%
Jan-2018	86	+ 30.3%	120	+ 23.7%
12-Month Avg	93	+ 4.5%	123	+ 11.8%

Historical Closed Sales by Month

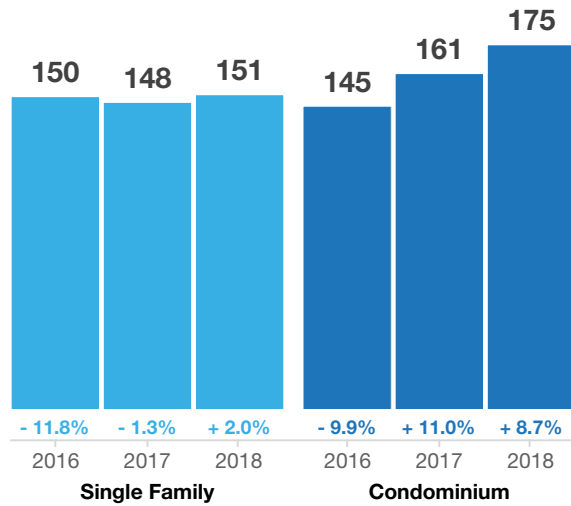


Days on Market Until Sale

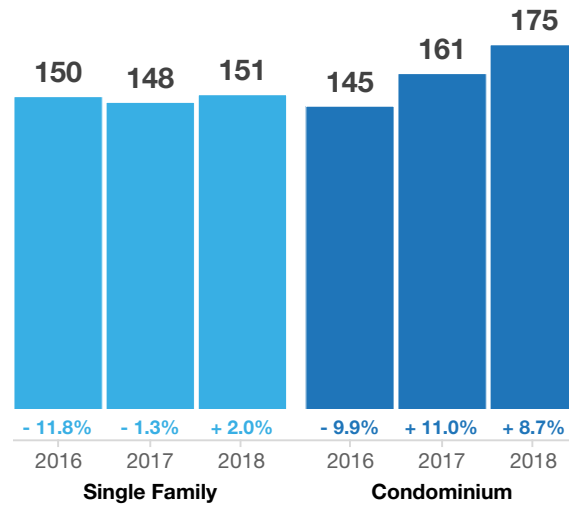
Average number of days between when a property is listed and when it closed in a given month.



January



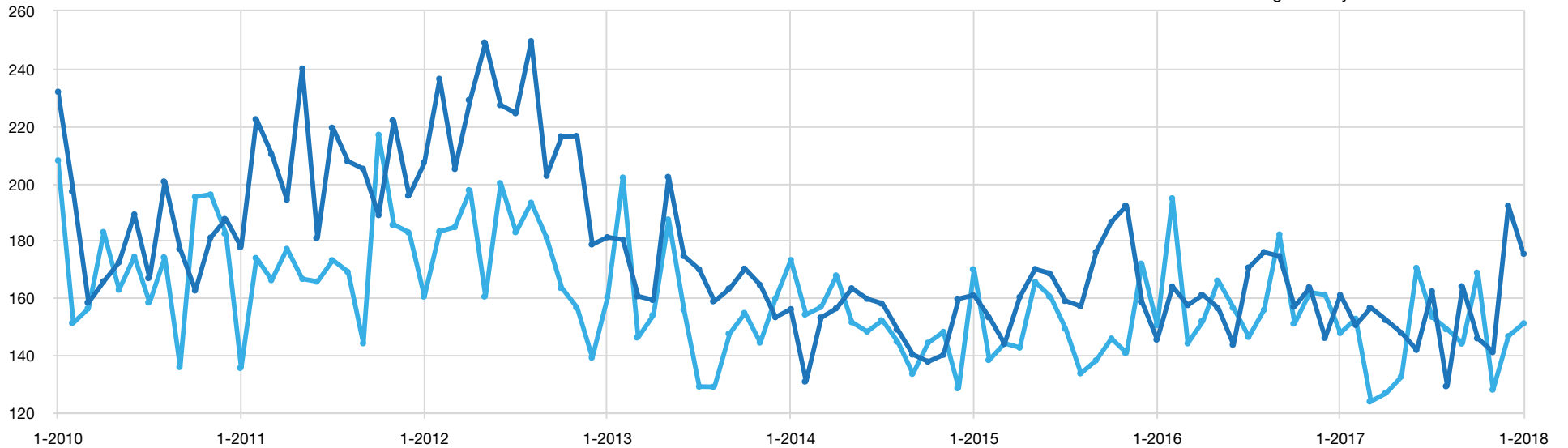
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2017	153	- 21.5%	151	- 7.9%
Mar-2017	124	- 13.9%	157	0.0%
Apr-2017	127	- 16.4%	152	- 5.6%
May-2017	132	- 20.5%	148	- 5.1%
Jun-2017	170	+ 8.3%	142	- 1.4%
Jul-2017	153	+ 4.8%	162	- 5.3%
Aug-2017	149	- 4.5%	129	- 26.7%
Sep-2017	144	- 20.9%	164	- 6.3%
Oct-2017	169	+ 11.9%	146	- 7.0%
Nov-2017	128	- 21.0%	141	- 14.0%
Dec-2017	147	- 8.7%	192	+ 31.5%
Jan-2018	151	+ 2.0%	175	+ 8.7%
12-Month Avg*	146	- 8.1%	155	- 3.5%

* Days on Market for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

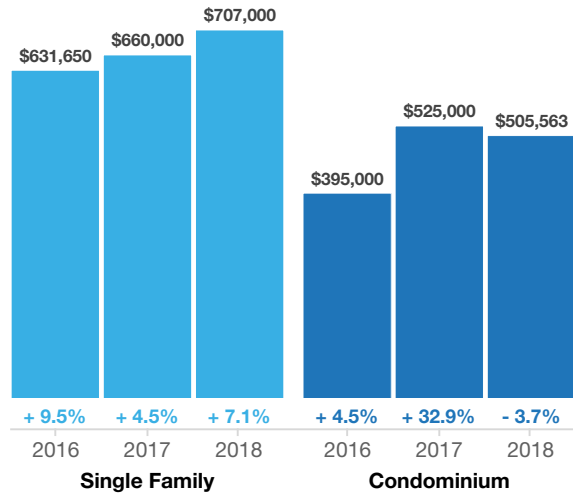


Median Sales Price

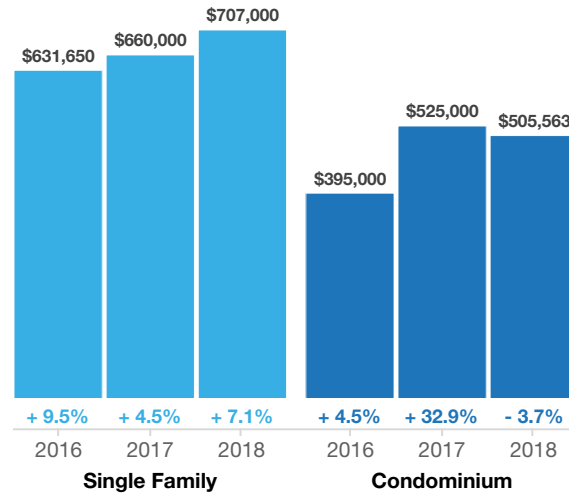
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



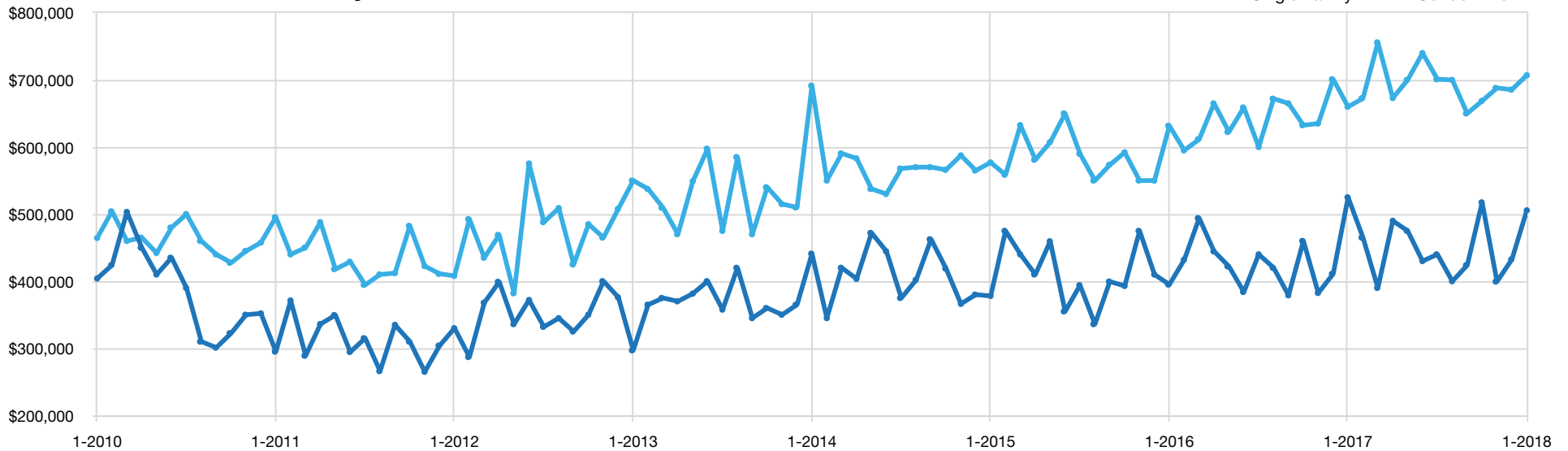
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2017	\$672,575	+ 13.0%	\$465,000	+ 7.7%
Mar-2017	\$756,000	+ 23.6%	\$390,000	- 21.1%
Apr-2017	\$673,000	+ 1.2%	\$490,000	+ 10.2%
May-2017	\$700,000	+ 12.4%	\$475,000	+ 12.6%
Jun-2017	\$740,000	+ 12.3%	\$430,000	+ 12.0%
Jul-2017	\$701,000	+ 16.8%	\$440,000	0.0%
Aug-2017	\$700,000	+ 4.2%	\$400,000	- 4.8%
Sep-2017	\$650,000	- 2.3%	\$423,750	+ 11.8%
Oct-2017	\$668,675	+ 5.7%	\$517,500	+ 12.5%
Nov-2017	\$688,000	+ 8.3%	\$399,500	+ 4.4%
Dec-2017	\$685,500	- 2.2%	\$432,500	+ 5.2%
Jan-2018	\$707,000	+ 7.1%	\$505,563	- 3.7%
12-Month Avg*	\$695,050	+ 8.6%	\$445,000	+ 5.4%

* Median Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Median Sales Price by Month

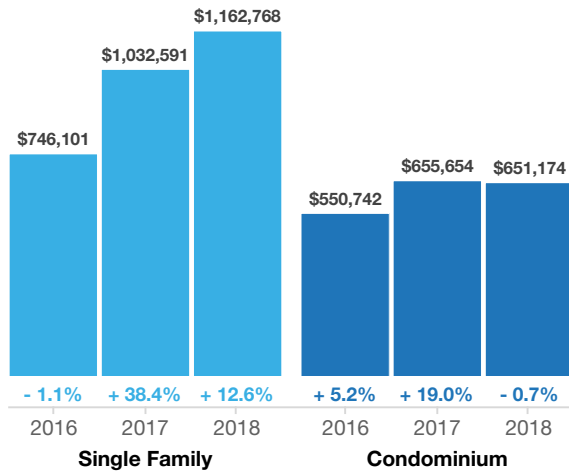


Average Sales Price

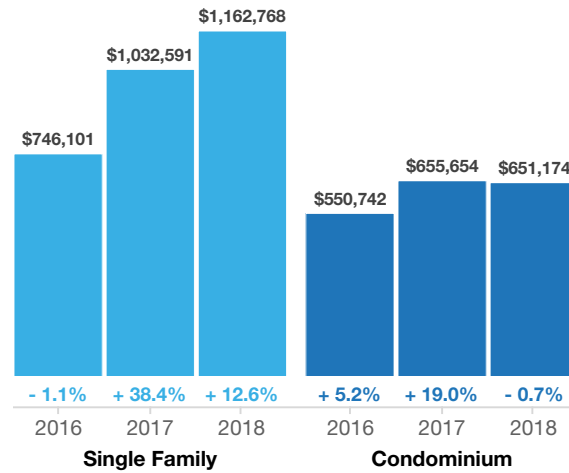
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



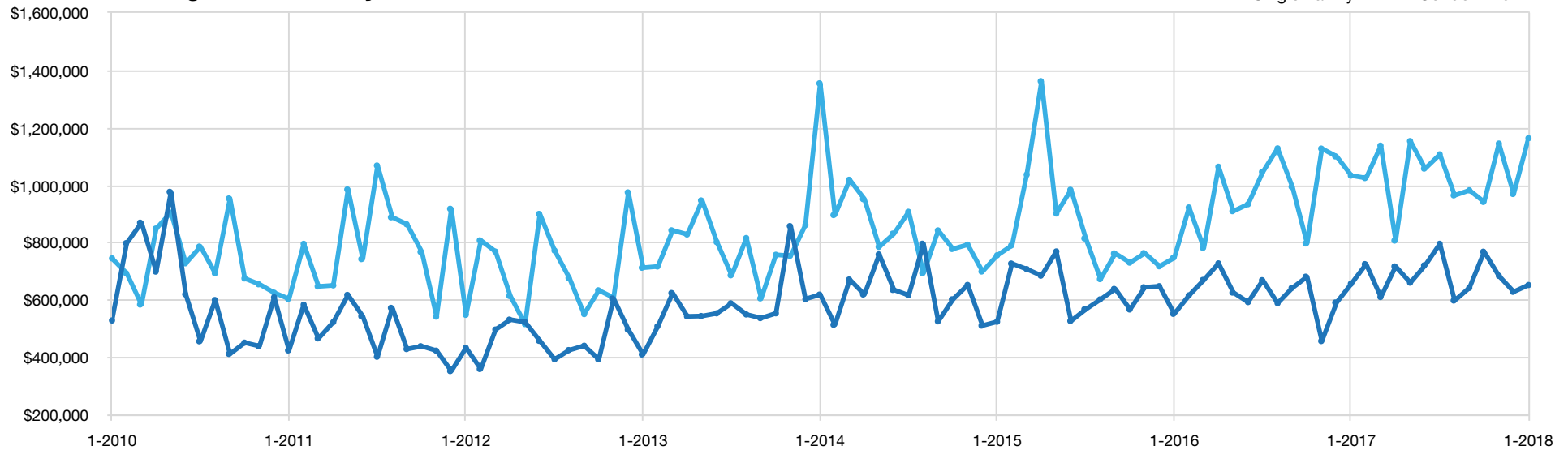
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2017	\$1,023,982	+ 11.1%	\$723,978	+ 17.7%
Mar-2017	\$1,136,899	+ 45.7%	\$609,385	- 8.9%
Apr-2017	\$806,109	- 24.2%	\$715,983	- 1.4%
May-2017	\$1,152,746	+ 26.9%	\$659,405	+ 5.5%
Jun-2017	\$1,057,009	+ 13.3%	\$719,692	+ 21.7%
Jul-2017	\$1,106,498	+ 5.8%	\$794,823	+ 19.0%
Aug-2017	\$963,743	- 14.5%	\$597,209	+ 1.6%
Sep-2017	\$981,276	- 1.2%	\$641,318	+ 0.0%
Oct-2017	\$940,865	+ 18.2%	\$767,237	+ 12.8%
Nov-2017	\$1,144,137	+ 1.6%	\$683,017	+ 49.8%
Dec-2017	\$968,559	- 11.9%	\$627,597	+ 6.4%
Jan-2018	\$1,162,768	+ 12.6%	\$651,174	- 0.7%
12-Month Avg*	\$1,033,667	+ 4.7%	\$680,658	+ 9.0%

* Avg. Sales Price for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month

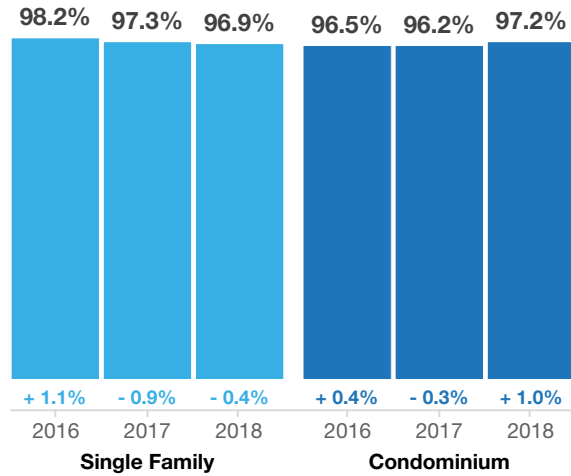


Percent of List Price Received

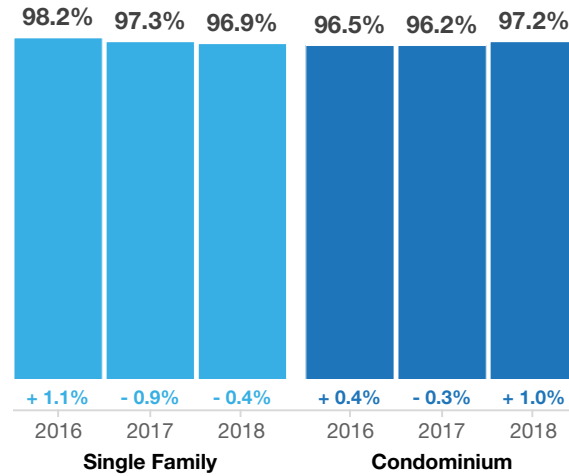
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



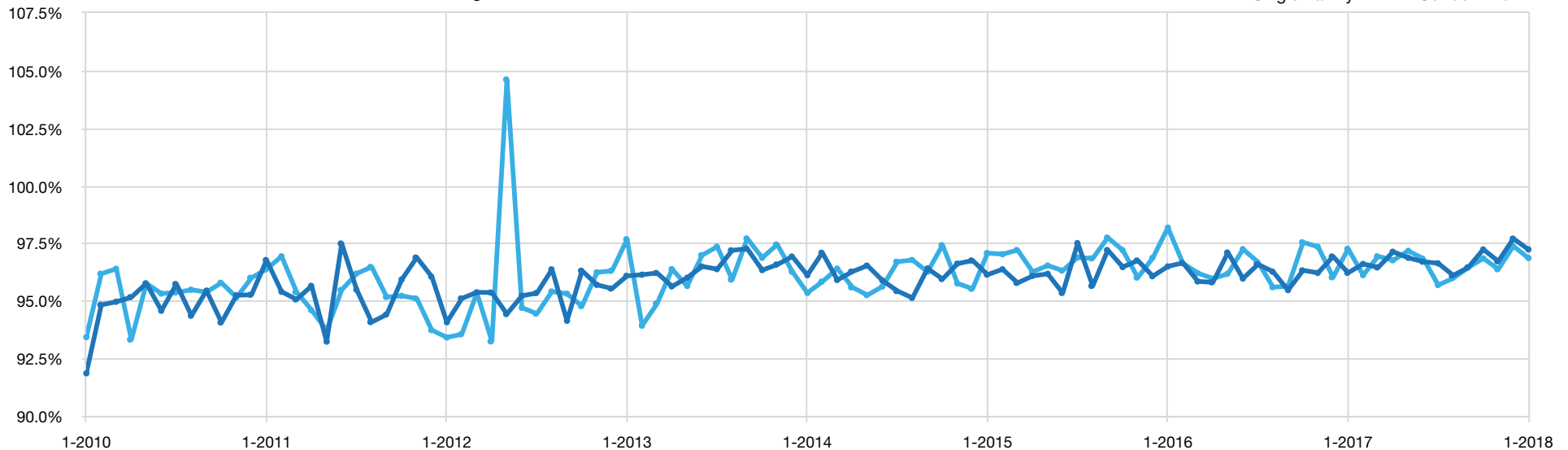
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2017	96.1%	- 0.5%	96.6%	0.0%
Mar-2017	96.9%	+ 0.7%	96.4%	+ 0.6%
Apr-2017	96.8%	+ 0.8%	97.1%	+ 1.4%
May-2017	97.2%	+ 1.0%	96.9%	- 0.2%
Jun-2017	96.8%	- 0.4%	96.7%	+ 0.7%
Jul-2017	95.7%	- 1.0%	96.6%	0.0%
Aug-2017	96.0%	+ 0.4%	96.1%	- 0.2%
Sep-2017	96.4%	+ 0.8%	96.5%	+ 1.0%
Oct-2017	96.8%	- 0.7%	97.2%	+ 0.9%
Nov-2017	96.4%	- 0.9%	96.7%	+ 0.5%
Dec-2017	97.4%	+ 1.5%	97.7%	+ 0.8%
Jan-2018	96.9%	- 0.4%	97.2%	+ 1.0%
12-Month Avg*	96.6%	+ 0.1%	96.8%	+ 0.6%

* Pct. of List Price Received for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

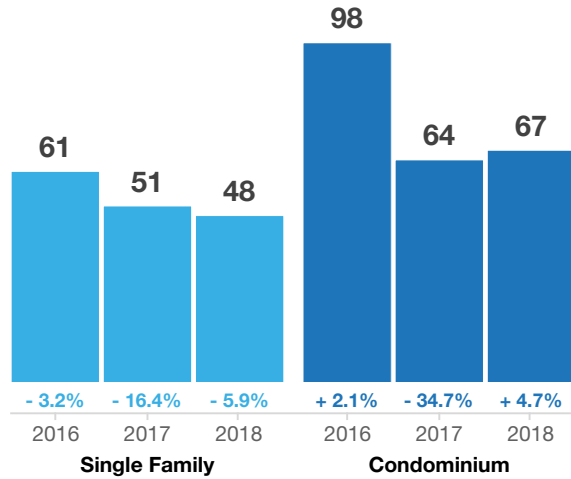


Housing Affordability Index

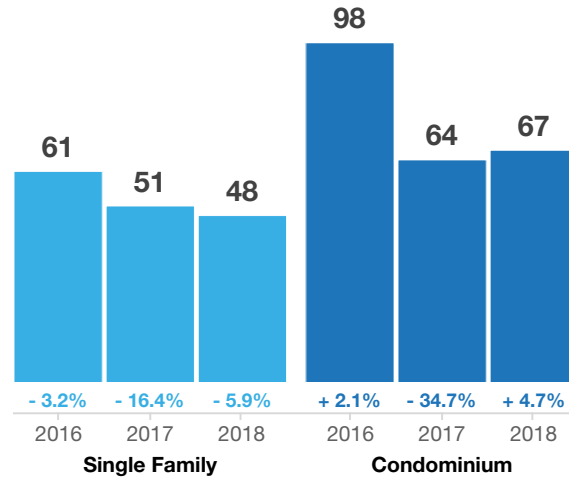
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

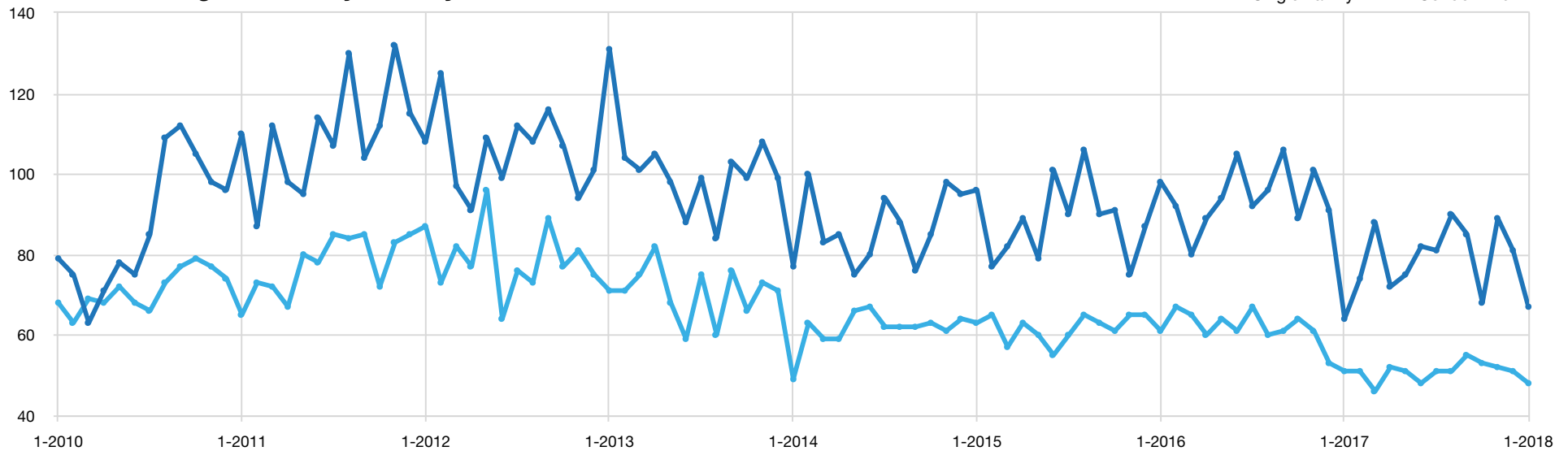


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2017	51	-23.9%	74	-19.6%
Mar-2017	46	-29.2%	88	+10.0%
Apr-2017	52	-13.3%	72	-19.1%
May-2017	51	-20.3%	75	-20.2%
Jun-2017	48	-21.3%	82	-21.9%
Jul-2017	51	-23.9%	81	-12.0%
Aug-2017	51	-15.0%	90	-6.3%
Sep-2017	55	-9.8%	85	-19.8%
Oct-2017	53	-17.2%	68	-23.6%
Nov-2017	52	-14.8%	89	-11.9%
Dec-2017	51	-3.8%	81	-11.0%
Jan-2018	48	-5.9%	67	+4.7%
12-Month Avg	51	-16.4%	79	-14.1%

Historical Housing Affordability Index by Month

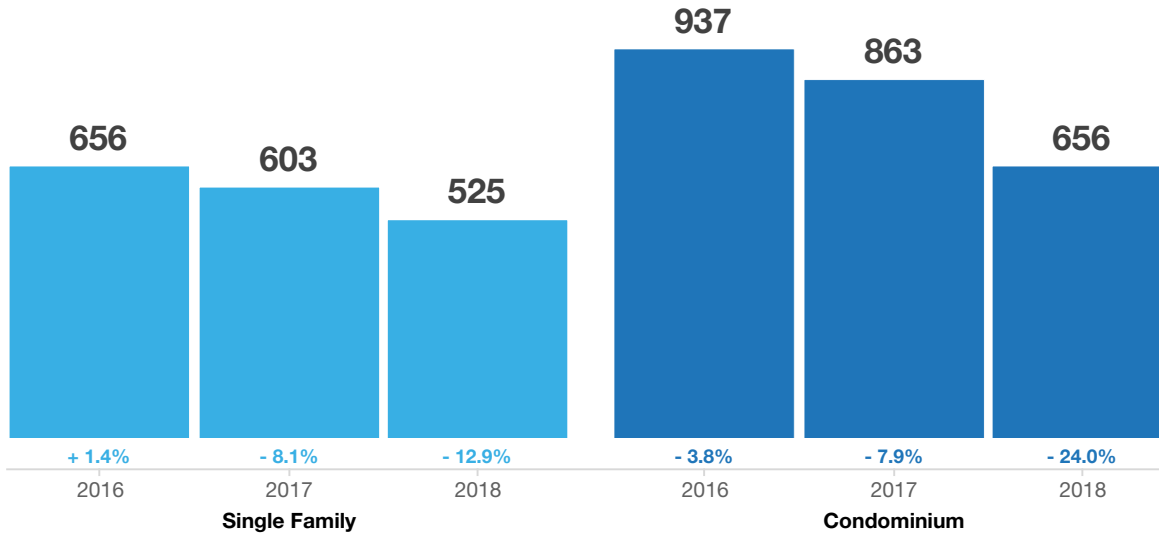


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

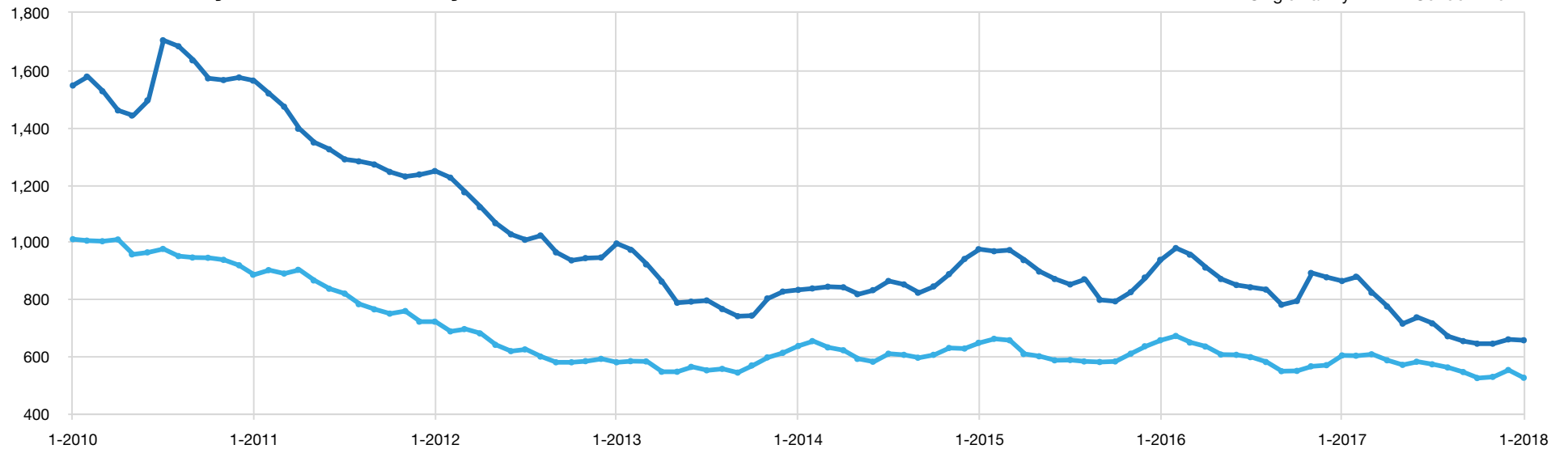


January



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2017	602	- 10.3%	878	- 10.2%
Mar-2017	607	- 6.3%	822	- 13.9%
Apr-2017	586	- 7.6%	774	- 14.9%
May-2017	570	- 5.9%	714	- 17.9%
Jun-2017	581	- 4.0%	736	- 13.3%
Jul-2017	572	- 4.2%	715	- 15.0%
Aug-2017	561	- 3.3%	670	- 19.6%
Sep-2017	545	- 0.5%	653	- 16.3%
Oct-2017	524	- 4.6%	644	- 18.8%
Nov-2017	528	- 6.5%	644	- 27.7%
Dec-2017	552	- 3.0%	659	- 24.8%
Jan-2018	525	- 12.9%	656	- 24.0%
12-Month Avg	563	- 5.9%	714	- 17.9%

Historical Inventory of Homes for Sale by Month

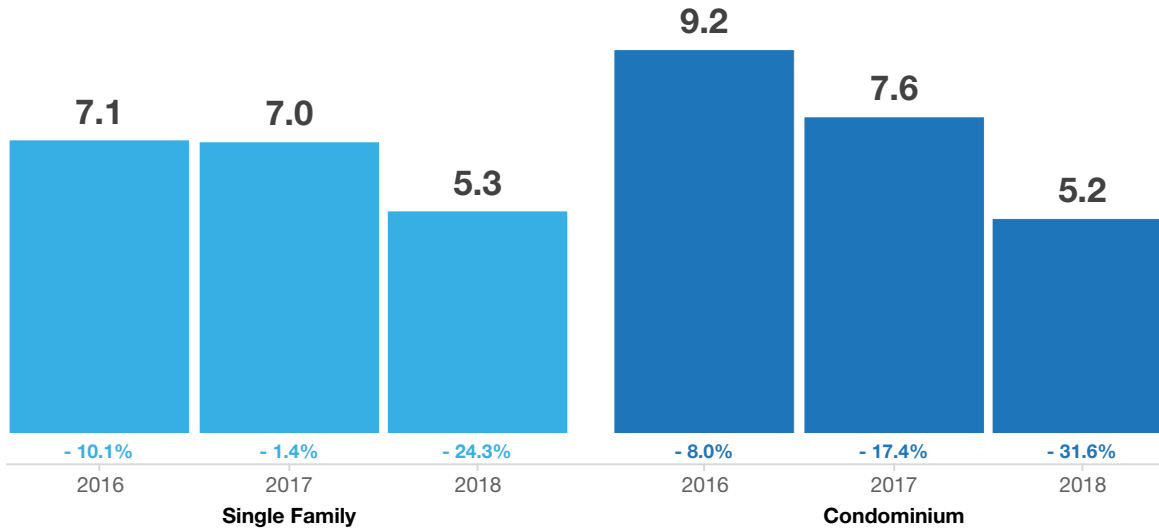


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



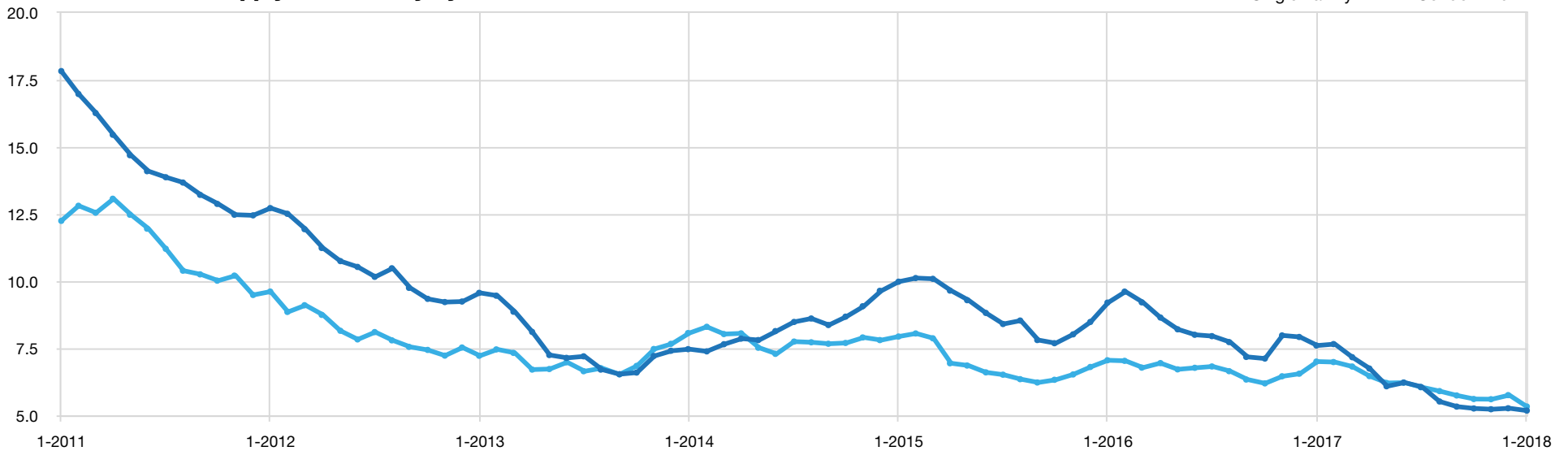
January



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2017	7.0	0.0%	7.7	-19.8%
Mar-2017	6.8	0.0%	7.2	-21.7%
Apr-2017	6.5	-5.8%	6.7	-22.1%
May-2017	6.2	-7.5%	6.1	-25.6%
Jun-2017	6.2	-8.8%	6.2	-22.5%
Jul-2017	6.0	-11.8%	6.1	-23.8%
Aug-2017	5.9	-10.6%	5.5	-28.6%
Sep-2017	5.7	-9.5%	5.3	-26.4%
Oct-2017	5.6	-9.7%	5.3	-25.4%
Nov-2017	5.6	-13.8%	5.2	-35.0%
Dec-2017	5.8	-12.1%	5.3	-32.9%
Jan-2018	5.3	-24.3%	5.2	-31.6%
12-Month Avg*	6.1	-9.4%	6.0	-26.2%

* Months Supply for all properties from February 2017 through January 2018. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	1-2017	1-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		368	405	+ 10.1%	368	405	+ 10.1%
Pending Sales		234	292	+ 24.8%	234	292	+ 24.8%
Closed Sales		176	223	+ 26.7%	176	223	+ 26.7%
Days on Market Until Sale		161	178	+ 10.6%	161	178	+ 10.6%
Median Sales Price		\$585,000	\$619,920	+ 6.0%	\$585,000	\$619,920	+ 6.0%
Average Sales Price		\$773,701	\$853,164	+ 10.3%	\$773,701	\$853,164	+ 10.3%
Percent of List Price Received		96.3%	96.9%	+ 0.6%	96.3%	96.9%	+ 0.6%
Housing Affordability Index		58	55	- 5.2%	58	55	- 5.2%
Inventory of Homes for Sale		1,851	1,539	- 16.9%	—	—	—
Months Supply of Inventory		8.5	6.4	- 24.7%	—	—	—

Single Family Monthly Sales Volume

January 2018



Area Name	January 2018			December 2017			January 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	6	\$5,752,000	\$832,250	8	\$7,922,500	\$1,080,000	6	\$7,819,900	\$852,500
Hana	1	\$760,000	\$760,000	1	\$749,000	\$749,000	1	\$1,300,000	\$1,300,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$5,355,000	\$2,677,500	2	\$4,160,000	\$2,080,000	4	\$7,153,250	\$1,486,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	16	\$10,643,607	\$659,500	8	\$5,696,500	\$677,000	8	\$4,886,340	\$605,813
Kapalua	0	--	--	1	\$2,995,000	\$2,995,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	9	\$7,527,920	\$673,000	21	\$17,254,962	\$670,000	9	\$6,663,000	\$720,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	9	\$9,000,000	\$975,000	5	\$4,452,000	\$740,000	3	\$2,140,000	\$685,000
Lahaina	6	\$17,814,900	\$855,000	6	\$8,905,000	\$907,500	1	\$1,003,750	\$1,003,750
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	4	\$2,130,450	\$502,750	7	\$6,435,000	\$835,000	3	\$2,088,000	\$625,000
Mau Meadows	3	\$2,680,000	\$900,000	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	1	\$4,050,000	\$4,050,000	1	\$1,130,000	\$1,130,000	4	\$3,534,000	\$897,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,615,000	\$807,500	4	\$4,051,000	\$742,000	6	\$4,872,000	\$670,000
Spreckelsville/Paia/Kuau	3	\$4,715,000	\$600,000	2	\$6,280,200	\$3,140,100	1	\$525,000	\$525,000
Wailea/Makena	4	\$16,275,000	\$2,900,000	1	\$2,092,000	\$2,092,000	1	\$15,500,000	\$15,500,000
Wailuku	16	\$8,923,139	\$610,000	22	\$14,937,130	\$621,758	16	\$9,605,777	\$509,500
Lanai	2	\$1,775,000	\$887,500	0	--	--	2	\$985,000	\$492,500
Molokai	2	\$981,000	\$490,500	1	\$110,000	\$110,000	1	\$75,000	\$75,000
All MLS	86	\$99,998,016	\$707,000	90	\$87,170,292	\$685,500	66	\$68,151,017	\$660,000

Condominium Monthly Sales Volume

January 2018



Area Name	January 2018			December 2017			January 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	10	\$10,077,400	\$773,500	12	\$8,047,450	\$572,500	4	\$6,214,000	\$799,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	4	\$634,600	\$114,800	1	\$115,000	\$115,000	1	\$95,000	\$95,000
Kapalua	4	\$4,167,000	\$859,000	3	\$5,833,000	\$725,000	1	\$625,000	\$625,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	35	\$15,699,100	\$410,000	64	\$27,867,059	\$387,000	42	\$22,529,606	\$475,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	5	\$1,693,626	\$335,000	3	\$1,944,000	\$585,000	6	\$2,551,900	\$452,500
Maalaea	4	\$1,398,000	\$384,000	5	\$1,773,375	\$327,875	5	\$2,349,500	\$419,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	19	\$8,406,500	\$455,000	16	\$7,458,500	\$438,000	15	\$6,700,500	\$395,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$655,000	\$655,000	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	26	\$30,875,946	\$943,741	14	\$25,778,661	\$1,329,000	14	\$18,698,999	\$1,075,000
Wailuku	11	\$4,375,700	\$495,725	21	\$8,917,500	\$492,650	8	\$3,741,475	\$480,975
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$158,000	\$158,000	1	\$129,000	\$129,000	1	\$92,500	\$92,500
All MLS	120	\$78,140,872	\$505,563	140	\$87,863,545	\$432,500	97	\$63,598,480	\$525,000

Land Monthly Sales Volume

January 2018



Area Name	January 2018			December 2017			January 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$1,154,000	\$375,000	4	\$1,600,000	\$387,500	3	\$1,352,000	\$495,000
Hana	0	--	--	1	\$450,000	\$450,000	3	\$1,180,000	\$425,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$950,000	\$950,000	3	\$2,635,750	\$869,000	0	--	--
Kahakuloa	0	--	--	1	\$300,000	\$300,000	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	1	\$775,000	\$775,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	3	\$1,360,850	\$375,000	1	\$960,000	\$960,000	1	\$275,000	\$275,000
Lahaina	4	\$6,150,000	\$1,525,000	2	\$2,151,000	\$1,075,500	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$878,900	\$878,900	1	\$250,000	\$250,000	0	--	--
Maui Meadows	0	--	--	0	--	--	1	\$525,000	\$525,000
Nahiku	1	\$246,000	\$246,000	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	1	\$330,000	\$330,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$765,000	\$382,500	0	--	--	1	\$110,000	\$110,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	3	\$2,205,000	\$555,000	0	--	--
Wailuku	1	\$500,000	\$500,000	0	--	--	3	\$649,800	\$233,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$112,000	\$112,000	5	\$631,000	\$125,000	0	--	--
All MLS	17	\$12,116,750	\$450,000	22	\$11,957,750	\$475,000	13	\$4,421,800	\$300,000

Single Family Sales – Year to Date

January 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-18 YTD Sales	Jan-17 YTD Sales	Unit Change	Percent Change	Jan-18 YTD Average	Jan-17 YTD Average	Dollar Change	Percent Change	Jan-18 YTD Median	Jan-17 YTD Median	Dollar Change	Percent Change	Jan-18 YTD Volume	Jan-17 YTD Volume	Dollar Change	Percent Change
Haiku	6	6	0	0.0%	\$958,667	\$1,303,317	-\$344,650	-26.4%	\$832,250	\$852,500	-\$20,250	-2.4%	\$5,752,000	\$7,819,900	-\$2,067,900	-26.4%
Hana	1	1	0	0.0%	\$760,000	\$1,300,000	-\$540,000	-41.5%	\$760,000	\$1,300,000	-\$540,000	-41.5%	\$760,000	\$1,300,000	-\$540,000	-41.5%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	2	4	-2	-50.0%	\$2,677,500	\$1,788,313	+\$889,188	+49.7%	\$2,677,500	\$1,486,500	+\$1,191,000	+80.1%	\$5,355,000	\$7,153,250	-\$1,798,250	-25.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	16	8	+8	+100.0%	\$665,225	\$610,793	+\$54,433	+8.9%	\$659,500	\$605,813	+\$53,688	+8.9%	\$10,643,607	\$4,886,340	+\$5,757,267	+117.8%
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	9	9	0	0.0%	\$836,436	\$740,333	+\$96,102	+13.0%	\$673,000	\$720,000	-\$47,000	-6.5%	\$7,527,920	\$6,663,000	+\$864,920	+13.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	9	3	+6	+200.0%	\$1,000,000	\$713,333	+\$286,667	+40.2%	\$975,000	\$685,000	+\$290,000	+42.3%	\$9,000,000	\$2,140,000	+\$6,860,000	+320.6%
Lahaina	6	1	+5	+500.0%	\$2,969,150	\$1,003,750	+\$1,965,400	+195.8%	\$855,000	\$1,003,750	-\$148,750	-14.8%	\$17,814,900	\$1,003,750	+\$16,811,150	+1,674.8%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	4	3	+1	+33.3%	\$532,613	\$696,000	-\$163,388	-23.5%	\$502,750	\$625,000	-\$122,250	-19.6%	\$2,130,450	\$2,088,000	+\$42,450	+2.0%
Maui Meadows	3	0	+3	--	\$893,333	--	--	--	\$900,000	--	--	--	\$2,680,000	\$0	+\$2,680,000	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	1	4	-3	-75.0%	\$4,050,000	\$883,500	+\$3,166,500	+358.4%	\$4,050,000	\$897,500	+\$3,152,500	+351.3%	\$4,050,000	\$3,534,000	+\$516,000	+14.6%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	6	-4	-66.7%	\$807,500	\$812,000	-\$4,500	-0.6%	\$807,500	\$670,000	+\$137,500	+20.5%	\$1,615,000	\$4,872,000	-\$3,257,000	-66.9%
Spreckelsville/Paia/Kuau	3	1	+2	+200.0%	\$1,571,667	\$525,000	+\$1,046,667	+199.4%	\$600,000	\$525,000	+\$75,000	+14.3%	\$4,715,000	\$525,000	+\$4,190,000	+798.1%
Wailea/Makena	4	1	+3	+300.0%	\$4,068,750	\$15,500,000	-\$11,451,250	-73.8%	\$2,900,000	\$15,500,000	-\$12,600,000	-81.3%	\$16,275,000	\$15,500,000	+\$775,000	+5.0%
Wailuku	16	16	0	0.0%	\$557,696	\$600,361	-\$42,665	-7.1%	\$610,000	\$509,500	+\$100,500	+19.7%	\$8,923,139	\$9,605,777	-\$682,638	-7.1%
Lanai	2	2	0	0.0%	\$887,500	\$492,500	+\$395,000	+80.2%	\$887,500	\$492,500	+\$395,000	+80.2%	\$1,775,000	\$985,000	+\$790,000	+80.2%
Molokai	2	1	+1	+100.0%	\$490,500	\$75,000	+\$415,500	+554.0%	\$490,500	\$75,000	+\$415,500	+554.0%	\$981,000	\$75,000	+\$906,000	+1,208.0%
All MLS	86	66	+20	+30.3%	\$1,162,768	\$1,032,591	+\$130,176	+12.6%	\$707,000	\$660,000	+\$47,000	+7.1%	\$99,998,016	\$68,151,017	+\$31,846,999	+46.7%

Total Condominium Sales – Year to Date

January 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-18 YTD Sales	Jan-17 YTD Sales	Unit Change	Percent Change	Jan-18 YTD Average	Jan-17 YTD Average	Dollar Change	Percent Change	Jan-18 YTD Median	Jan-17 YTD Median	Dollar Change	Percent Change	Jan-18 YTD Volume	Jan-17 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	10	4	+6	+150.0%	\$1,007,740	\$1,553,500	-\$545,760	-35.1%	\$773,500	\$799,500	-\$26,000	-3.3%	\$10,077,400	\$6,214,000	+\$3,863,400	+62.2%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	4	1	+3	+300.0%	\$158,650	\$95,000	+\$63,650	+67.0%	\$114,800	\$95,000	+\$19,800	+20.8%	\$634,600	\$95,000	+\$539,600	+568.0%
Kapalua	4	1	+3	+300.0%	\$1,041,750	\$625,000	+\$416,750	+66.7%	\$859,000	\$625,000	+\$234,000	+37.4%	\$4,167,000	\$625,000	+\$3,542,000	+566.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	35	42	-7	-16.7%	\$448,546	\$536,419	-\$87,873	-16.4%	\$410,000	\$475,000	-\$65,000	-13.7%	\$15,699,100	\$22,529,606	-\$6,830,506	-30.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	5	6	-1	-16.7%	\$338,725	\$425,317	-\$86,591	-20.4%	\$335,000	\$452,500	-\$117,500	-26.0%	\$1,693,626	\$2,551,900	-\$858,274	-33.6%
Maalaea	4	5	-1	-20.0%	\$349,500	\$469,900	-\$120,400	-25.6%	\$384,000	\$419,500	-\$35,500	-8.5%	\$1,398,000	\$2,349,500	-\$951,500	-40.5%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	19	15	+4	+26.7%	\$442,447	\$446,700	-\$4,253	-1.0%	\$455,000	\$395,000	+\$60,000	+15.2%	\$8,406,500	\$6,700,500	+\$1,706,000	+25.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	0	+1	--	\$655,000	--	--	--	\$655,000	--	--	--	\$655,000	\$0	+\$655,000	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	26	14	+12	+85.7%	\$1,187,536	\$1,335,643	-\$148,106	-11.1%	\$943,741	\$1,075,000	-\$131,260	-12.2%	\$30,875,946	\$18,698,999	+\$12,176,947	+65.1%
Wailuku	11	8	+3	+37.5%	\$397,791	\$467,684	-\$69,893	-14.9%	\$495,725	\$480,975	+\$14,750	+3.1%	\$4,375,700	\$3,741,475	+\$634,225	+17.0%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	1	1	0	0.0%	\$158,000	\$92,500	+\$65,500	+70.8%	\$158,000	\$92,500	+\$65,500	+70.8%	\$158,000	\$92,500	+\$65,500	+70.8%
All MLS	120	97	+23	+23.7%	\$651,174	\$655,654	-\$4,480	-0.7%	\$505,563	\$525,000	-\$19,438	-3.7%	\$78,140,872	\$63,598,480	+\$14,542,392	+22.9%

Fee Simple Condominium Sales – Year to Date

January 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-18 YTD Sales	Jan-17 YTD Sales	Unit Change	Percent Change	Jan-18 YTD Average	Jan-17 YTD Average	Dollar Change	Percent Change	Jan-18 YTD Median	Jan-17 YTD Median	Dollar Change	Percent Change	Jan-18 YTD Volume	Jan-17 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	8	3	+5	+166.7%	\$1,155,300	\$1,866,333	-\$711,033	-38.1%	\$925,500	\$860,000	+\$65,500	+7.6%	\$9,242,400	\$5,599,000	+\$3,643,400	+65.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	4	1	+3	+300.0%	\$158,650	\$95,000	+\$63,650	+67.0%	\$114,800	\$95,000	+\$19,800	+20.8%	\$634,600	\$95,000	+\$539,600	+568.0%
Kapalua	4	1	+3	+300.0%	\$1,041,750	\$625,000	+\$416,750	+66.7%	\$859,000	\$625,000	+\$234,000	+37.4%	\$4,167,000	\$625,000	+\$3,542,000	+566.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	34	41	-7	-17.1%	\$452,326	\$545,283	-\$92,957	-17.0%	\$421,250	\$475,000	-\$53,750	-11.3%	\$15,379,100	\$22,356,606	-\$6,977,506	-31.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	4	5	-1	-20.0%	\$382,500	\$490,600	-\$108,100	-22.0%	\$355,000	\$505,000	-\$150,000	-29.7%	\$1,530,000	\$2,453,000	-\$923,000	-37.6%
Maalaea	1	4	-3	-75.0%	\$388,000	\$498,625	-\$110,625	-22.2%	\$388,000	\$472,250	-\$84,250	-17.8%	\$388,000	\$1,994,500	-\$1,606,500	-80.5%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	18	14	+4	+28.6%	\$428,750	\$471,464	-\$42,714	-9.1%	\$402,500	\$472,500	-\$70,000	-14.8%	\$7,717,500	\$6,600,500	+\$1,117,000	+16.9%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	0	+1	--	\$655,000	--	--	--	\$655,000	--	--	--	\$655,000	\$0	+\$655,000	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	26	14	+12	+85.7%	\$1,187,536	\$1,335,643	-\$148,106	-11.1%	\$943,741	\$1,075,000	-\$131,260	-12.2%	\$30,875,946	\$18,698,999	+\$12,176,947	+65.1%
Wailuku	11	8	+3	+37.5%	\$397,791	\$467,684	-\$69,893	-14.9%	\$495,725	\$480,975	+\$14,750	+3.1%	\$4,375,700	\$3,741,475	+\$634,225	+17.0%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	1	1	0	0.0%	\$158,000	\$92,500	+\$65,500	+70.8%	\$158,000	\$92,500	+\$65,500	+70.8%	\$158,000	\$92,500	+\$65,500	+70.8%
All MLS	112	92	+20	+21.7%	\$670,743	\$676,702	-\$5,959	-0.9%	\$508,563	\$550,000	-\$41,438	-7.5%	\$75,123,246	\$62,256,580	+\$12,866,666	+20.7%

Leasehold Condominium Sales – Year to Date

January 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-18 YTD Sales	Jan-17 YTD Sales	Unit Change	Percent Change	Jan-18 YTD Average	Jan-17 YTD Average	Dollar Change	Percent Change	Jan-18 YTD Median	Jan-17 YTD Median	Dollar Change	Percent Change	Jan-18 YTD Volume	Jan-17 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	2	1	+1	+100.0%	\$417,500	\$615,000	-\$197,500	-32.1%	\$417,500	\$615,000	-\$197,500	-32.1%	\$835,000	\$615,000	+\$220,000	+35.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	1	1	0	0.0%	\$320,000	\$173,000	+\$147,000	+85.0%	\$320,000	\$173,000	+\$147,000	+85.0%	\$320,000	\$173,000	+\$147,000	+85.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	1	1	0	0.0%	\$163,626	\$98,900	+\$64,726	+65.4%	\$163,626	\$98,900	+\$64,726	+65.4%	\$163,626	\$98,900	+\$64,726	+65.4%
Maalaea	3	1	+2	+200.0%	\$336,667	\$355,000	-\$18,333	-5.2%	\$380,000	\$355,000	+\$25,000	+7.0%	\$1,010,000	\$355,000	+\$655,000	+184.5%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	1	1	0	0.0%	\$689,000	\$100,000	+\$589,000	+589.0%	\$689,000	\$100,000	+\$589,000	+589.0%	\$689,000	\$100,000	+\$589,000	+589.0%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
All MLS	8	5	+3	+60.0%	\$377,203	\$268,380	+\$108,823	+40.5%	\$350,000	\$173,000	+\$177,000	+102.3%	\$3,017,626	\$1,341,900	+\$1,675,726	+124.9%

Land Sales – Year to Date

January 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-18 YTD Sales	Jan-17 YTD Sales	Unit Change	Percent Change	Jan-18 YTD Average	Jan-17 YTD Average	Dollar Change	Percent Change	Jan-18 YTD Median	Jan-17 YTD Median	Dollar Change	Percent Change	Jan-18 YTD Volume	Jan-17 YTD Volume	Dollar Change	Percent Change
Haiku	3	3	0	0.0%	\$384,667	\$450,667	-\$66,000	-14.6%	\$375,000	\$495,000	-\$120,000	-24.2%	\$1,154,000	\$1,352,000	-\$198,000	-14.6%
Hana	0	3	-3	-100.0%	--	\$393,333	--	--	--	\$425,000	--	--	\$0	\$1,180,000	-\$1,180,000	-100.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	1	0	+1	--	\$950,000	--	--	--	\$950,000	--	--	--	\$950,000	\$0	+\$950,000	--
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	3	1	+2	+200.0%	\$453,617	\$275,000	+\$178,617	+65.0%	\$375,000	\$275,000	+\$100,000	+36.4%	\$1,360,850	\$275,000	+\$1,085,850	+394.9%
Lahaina	4	0	+4	--	\$1,537,500	--	--	--	\$1,525,000	--	--	--	\$6,150,000	\$0	+\$6,150,000	--
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	1	0	+1	--	\$878,900	--	--	--	\$878,900	--	--	--	\$878,900	\$0	+\$878,900	--
Maui Meadows	0	1	-1	-100.0%	--	\$525,000	--	--	--	\$525,000	--	--	\$0	\$525,000	-\$525,000	-100.0%
Nahiku	1	0	+1	--	\$246,000	--	--	--	\$246,000	--	--	--	\$246,000	\$0	+\$246,000	--
Napili/Kahana/Honokowai	0	1	-1	-100.0%	--	\$330,000	--	--	--	\$330,000	--	--	\$0	\$330,000	-\$330,000	-100.0%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	1	+1	+100.0%	\$382,500	\$110,000	+\$272,500	+247.7%	\$382,500	\$110,000	+\$272,500	+247.7%	\$765,000	\$110,000	+\$655,000	+595.5%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	1	3	-2	-66.7%	\$500,000	\$216,600	+\$283,400	+130.8%	\$500,000	\$233,000	+\$267,000	+114.6%	\$500,000	\$649,800	-\$149,800	-23.1%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	1	0	+1	--	\$112,000	--	--	--	\$112,000	--	--	--	\$112,000	\$0	+\$112,000	--
All MLS	17	13	+4	+30.8%	\$712,750	\$340,138	+\$372,612	+109.5%	\$450,000	\$300,000	+\$150,000	+50.0%	\$12,116,750	\$4,421,800	+\$7,694,950	+174.0%