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October 7, 2016

## Maui September 2016 Statistics

Aloha all!

### **Brief Maui Statistics Overview:**

**Page 4 - September's Sales Unit Volume** – Residential sales decreased to 82 homes sold while Condominium sales decreased to 98 units sold. Land sales increased to 17 lots sold in September.

**Page 5 - September's Median SALES prices** –The Residential median price declined slightly to \$667,500 while the Condo median price decreased to \$377,000. Land median price increased to \$469,500.

**Page 6 - Days on Market, Residential homes = 173, Condos = 145 DOM, Land = 107 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 only the first nine months, January-September 2016 to January-September 2015.** Shorter timeframe (monthly) views do not necessarily reflect the longer timeframe trends.

For a more comprehensive view, see 2015's Year-End (Dec. 2015) figures available at:

<http://www.ramaui.com/UserFiles/File/Stats/All-December2015.pdf>

**YTD - Residential unit sales** declined slightly (804 homes sold / -15 units / -2% change YTD), average sold price = \$951,908 (+6% change YTD), median price = \$635,000 (+9% change YTD) and total dollar volume sold = \$765,334,172 (+4%YTD). [Note: The large increase in this year's Sprecklesville/Paia/Kuau Residential YTD Total Dollar Volume is due to the sale of an unlisted \$18,000,000 beachfront property in July.]

**YTD - Condo unit sales** increased (979 units sold / +68 units sold/ +7% change YTD), average sold price = \$631,467 (-2% change YTD), median price = \$417,000 (+2%YTD). Total Condo dollar volume sold = \$618,205,763 (+5% change YTD).

**YTD - Land – NOTE: Land Lot sales are such a small sampling that statistics in this property class are not necessarily reliable indicators.** The number of Land lot sales remained steady (115 lots / +2 lots sold / +2% YTD change), average sold price = \$632,540 (-28%), median price = \$450,000 (-8% change), Total dollar volume = \$72,742,126 (-27% YTD).

**Total sales for immediate past 12 months: Residential = 1,075 (with 10.1% being REO or Short Sale), Condo = 1,259 (5.0% REO or SS), Land = 156 (2.6% REO or SS).**

**NOTE: 37.3% of these Sales in the last 12 months have been CASH transactions.**

### **As of Oct. 7, 2016 - Active/Pending-Continue to Show/Contingent status inventory:**

	Oct. '16	Sept.	Aug.	July	June	May	April	Mar.	Feb.	Jan.	Dec.'15	Nov.	Oct. '15
<b>Homes</b>	627	655	704	705	697	728	735	761	747	695	683	651	633
<b>Condos</b>	893	930	954	988	993	1,053	1,102	1,100	1,062	951	926	834	860
<b>Land</b>	376	381	395	392	402	390	383	373	377	370	393	379	381

**Current Absorption Rate base on this month's Active/Pending-Continue to Show/Contingent status inventory divided by September Sales: Residential 627/82 Sold = 7.6 months, Condo = 893/98 Sold = 9.1 months, Land 376/17 Sold = 22.1 months of inventory.**

**For Absorption Rate enthusiasts who calculate only pure "Active," (not any pending/contingent) divided by September Sales: Residential 482 "Active"/ 82 Sold = 5.9 months. Condo 741 / 98 Sold = 7.6 mos. Land 350/ 17 Sold = 20.6 months of inventory.**

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**IN A NUT SHELL.....** Monthly Residential and Condo sales decreased while Land sales numbers increased. Inventory has decreased from Jan. – May (High Season) numbers. Canadian investors have been big participants in Maui's real estate market in years past, however the current Canadian Dollar exchange rate (.75 US \$) 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 37% 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 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, 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 Election” will have ripple effects on cost of living, consumer confidence, Financial and Real Estate Markets.

**Rising Sales prices cause 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: Low interest rates** prevail; however may start 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 can't 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 than 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 9/30/2016

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	20	\$10,723,267	\$527,438	35	\$21,458,314	\$579,000	36	\$20,157,882	\$504,750
Haiku	6	\$7,165,999	\$1,038,000	7	\$6,313,250	\$808,000	8	\$5,696,500	\$703,250
Hana	0	\$0	\$0	0	\$0	\$0	1	\$360,000	\$360,000
Kaanapali	1	\$1,550,000	\$1,550,000	0	\$0	\$0	1	\$1,100,000	\$1,100,000
Kapalua	1	\$4,000,000	\$4,000,000	1	\$9,500,000	\$9,500,000	1	\$2,500,000	\$2,500,000
Kaupo	0	\$0	\$0	1	\$1,300,000	\$1,300,000	0	\$0	\$0
Kihei	13	\$8,142,000	\$620,000	14	\$17,179,381	\$681,250	16	\$9,800,044	\$580,000
Kula/Ulupalakua/Kanaio	10	\$11,035,000	\$897,500	8	\$5,876,000	\$707,500	7	\$12,140,000	\$711,000
Lahaina	4	\$3,317,000	\$660,000	9	\$14,255,000	\$1,300,000	5	\$3,497,000	\$700,000
Lanai	2	\$541,500	\$270,750	3	\$1,969,000	\$560,000	0	\$0	\$0
Makawao/Olinda/Haliimaile	7	\$4,231,500	\$620,000	3	\$1,575,000	\$500,000	5	\$2,824,500	\$427,000
Maui Meadows	2	\$2,248,000	\$1,124,000	2	\$4,050,000	\$2,025,000	0	\$0	\$0
Molokai	0	\$0	\$0	1	\$275,000	\$275,000	3	\$422,500	\$110,000
Nahiku	0	\$0	\$0	1	\$575,000	\$575,000	0	\$0	\$0
Napili/Kahana/Honokowai	4	\$3,770,000	\$925,000	2	\$1,590,000	\$795,000	1	\$965,000	\$965,000
Olowalu	0	\$0	\$0	0	\$0	\$0	1	\$540,000	\$540,000
Pukalani	6	\$3,789,121	\$626,936	5	\$3,253,000	\$675,000	7	\$3,854,400	\$620,000
Sprecklesville/Paia/Kuau	1	\$800,000	\$800,000	2	\$4,220,000	\$2,110,000	2	\$1,105,000	\$552,500
Wailea/Makena	5	\$20,499,000	\$1,375,000	2	\$14,800,000	\$7,400,000	3	\$8,875,000	\$2,850,000
<b>Maui Summary :</b>	<b>82</b>	<b>\$81,812,387</b>	<b>\$667,500</b>	<b>96</b>	<b>\$108,188,945</b>	<b>\$672,063</b>	<b>97</b>	<b>\$73,837,826</b>	<b>\$573,300</b>

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## Condominium Monthly Sales Volume

For Month Ending 9/30/2016

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Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	14	\$5,186,000	\$350,000	10	\$4,297,000	\$345,000	20	\$6,555,900	\$320,750
Kaanapali	5	\$4,655,000	\$885,000	9	\$9,424,700	\$782,000	9	\$6,065,000	\$630,000
Kapalua	2	\$13,150,000	\$6,575,000	3	\$6,070,000	\$935,000	4	\$13,375,776	\$3,733,444
Kihei	43	\$16,246,900	\$340,000	59	\$25,096,425	\$360,000	31	\$12,745,400	\$370,000
Lahaina	2	\$639,000	\$319,500	4	\$1,692,500	\$445,000	8	\$3,675,076	\$490,645
Lanai	1	\$715,000	\$715,000	1	\$825,000	\$825,000	0	\$0	\$0
Maalaea	3	\$1,364,000	\$399,000	4	\$2,016,000	\$623,500	10	\$3,381,000	\$305,000
Molokai	1	\$269,000	\$269,000	2	\$317,000	\$158,500	1	\$92,000	\$92,000
Napili/Kahana/Honokowai	19	\$8,329,800	\$403,000	21	\$8,797,900	\$405,000	19	\$9,326,333	\$460,000
Pukalani	0	\$0	\$0	2	\$955,000	\$477,500	0	\$0	\$0
Sprecklesville/Paia/Kuau	1	\$318,000	\$318,000	0	\$0	\$0	0	\$0	\$0
Wailea/Makena	7	\$10,095,000	\$1,400,000	9	\$13,400,900	\$1,100,000	8	\$14,898,500	\$1,325,000
<b>Maui Summary :</b>	<b>98</b>	<b>\$60,967,700</b>	<b>\$377,000</b>	<b>124</b>	<b>\$72,892,425</b>	<b>\$420,000</b>	<b>110</b>	<b>\$70,114,985</b>	<b>\$399,500</b>

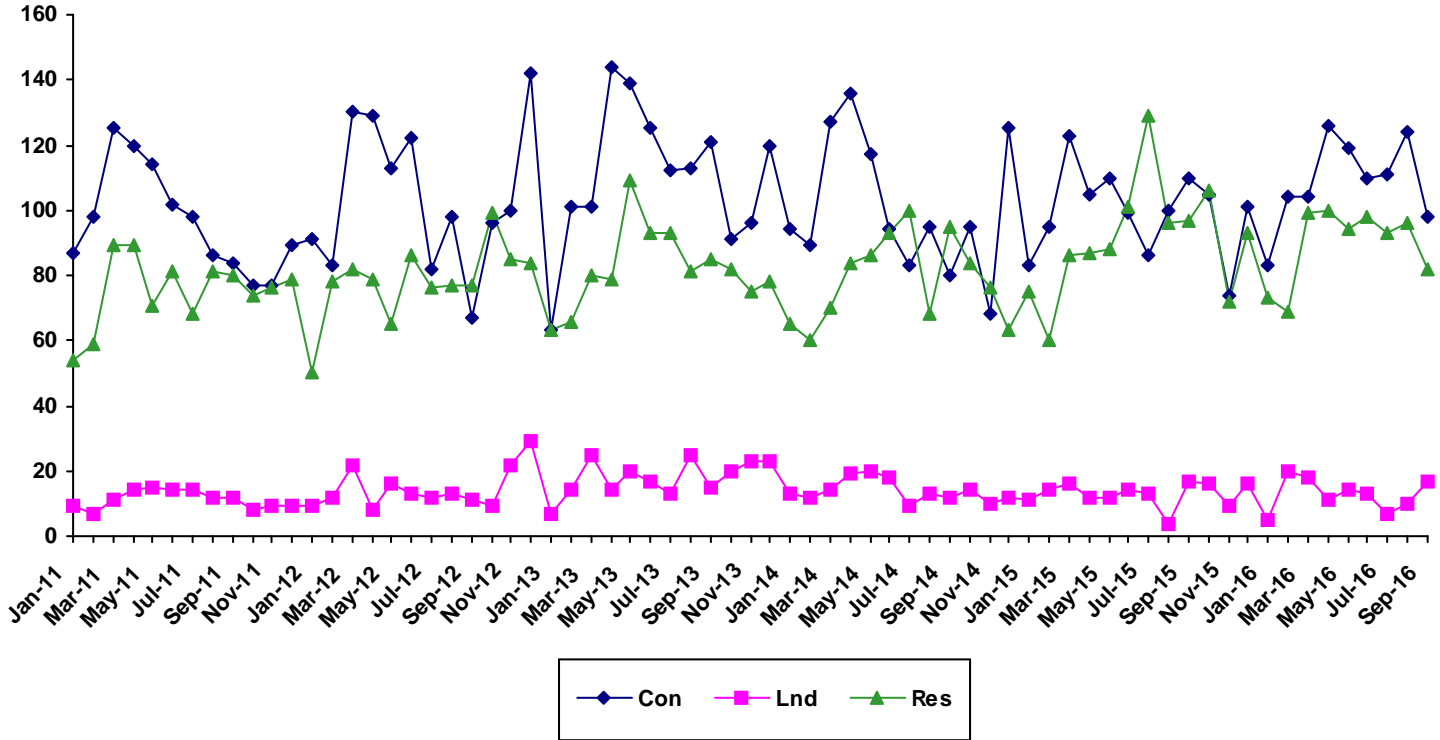
## Land Monthly Sales Volume

For Month Ending 9/30/2016

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	2	\$520,000	\$260,000	3	\$843,000	\$285,000	1	\$50,000	\$50,000
Haiku	1	\$425,000	\$425,000	1	\$310,000	\$310,000	3	\$1,461,300	\$445,300
Kaanapali	3	\$2,270,375	\$874,125	1	\$375,000	\$375,000	2	\$1,804,000	\$902,000
Kahakuloa	1	\$210,000	\$210,000	0	\$0	\$0	0	\$0	\$0
Kapalua	1	\$700,000	\$700,000	0	\$0	\$0	0	\$0	\$0
Kihei	1	\$469,500	\$469,500	0	\$0	\$0	1	\$1,899,000	\$1,899,000
Kula/Ulupalakua/Kanaio	1	\$380,000	\$380,000	1	\$220,000	\$220,000	2	\$1,705,000	\$852,500
Lahaina	3	\$3,623,620	\$1,340,200	0	\$0	\$0	2	\$560,000	\$280,000
Makawao/Olinda/Haliimaile	0	\$0	\$0	1	\$185,000	\$185,000	0	\$0	\$0
Maui Meadows	1	\$625,000	\$625,000	0	\$0	\$0	1	\$625,000	\$625,000
Molokai	1	\$150,000	\$150,000	3	\$361,000	\$32,000	3	\$95,500	\$31,500
Pukalani	1	\$387,030	\$387,030	0	\$0	\$0	0	\$0	\$0
Wailea/Makena	1	\$675,000	\$675,000	0	\$0	\$0	2	\$18,000,000	\$9,000,000
<b>Maui Summary :</b>	<b>17</b>	<b>\$10,435,525</b>	<b>\$469,500</b>	<b>10</b>	<b>\$2,294,000</b>	<b>\$271,500</b>	<b>17</b>	<b>\$26,199,800</b>	<b>\$625,000</b>

# Sales Unit Volume By Month

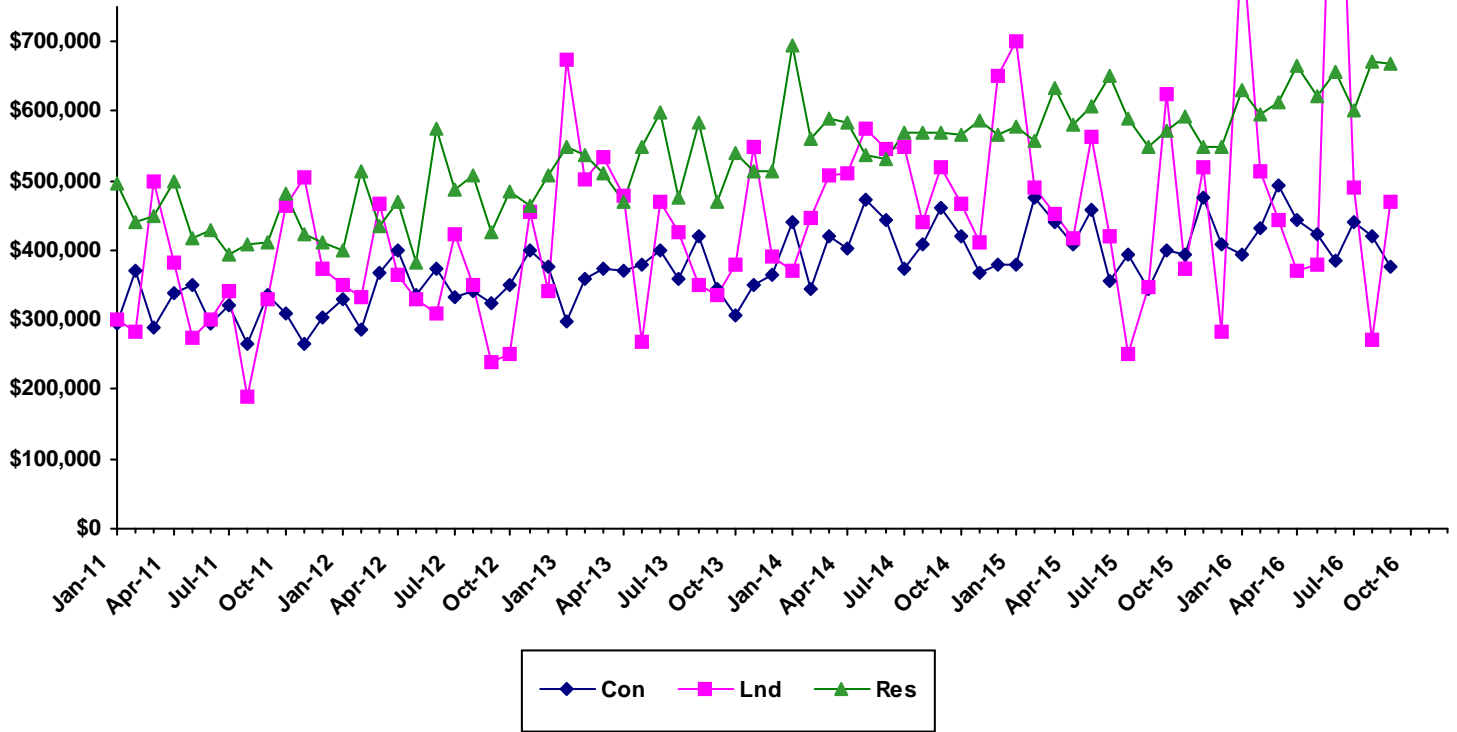
For Month Ending 9/30/2016



Month	2011			2012			2013			2014			2015			2016		
	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	54	87	9	50	91	9	63	63	7	65	94	13	75	83	11	73	83	5
Feb	59	98	7	78	83	12	66	101	14	60	89	12	60	95	14	69	104	20
Mar	89	125	11	82	130	22	80	101	25	70	127	14	86	123	16	99	104	18
Apr	89	120	14	79	129	8	79	144	14	84	136	19	87	105	12	100	126	11
May	71	114	15	65	113	16	109	139	20	86	117	20	88	110	12	94	119	14
Jun	81	102	14	86	122	13	93	125	17	93	94	18	101	99	14	98	110	13
Jul	68	98	14	76	82	12	93	112	13	100	83	9	129	86	13	93	111	7
Aug	81	86	12	77	98	13	81	113	25	68	95	13	96	100	4	96	124	10
Sep	80	84	12	77	67	11	85	121	15	95	80	12	97	110	17	82	98	17
Oct	74	77	8	99	96	9	82	91	20	84	95	14	106	105	16			
Nov	76	77	9	85	100	22	75	96	23	76	68	10	72	74	9			
Dec	79	89	9	84	142	29	78	120	23	63	125	12	93	101	16			

# Sales Median By Month

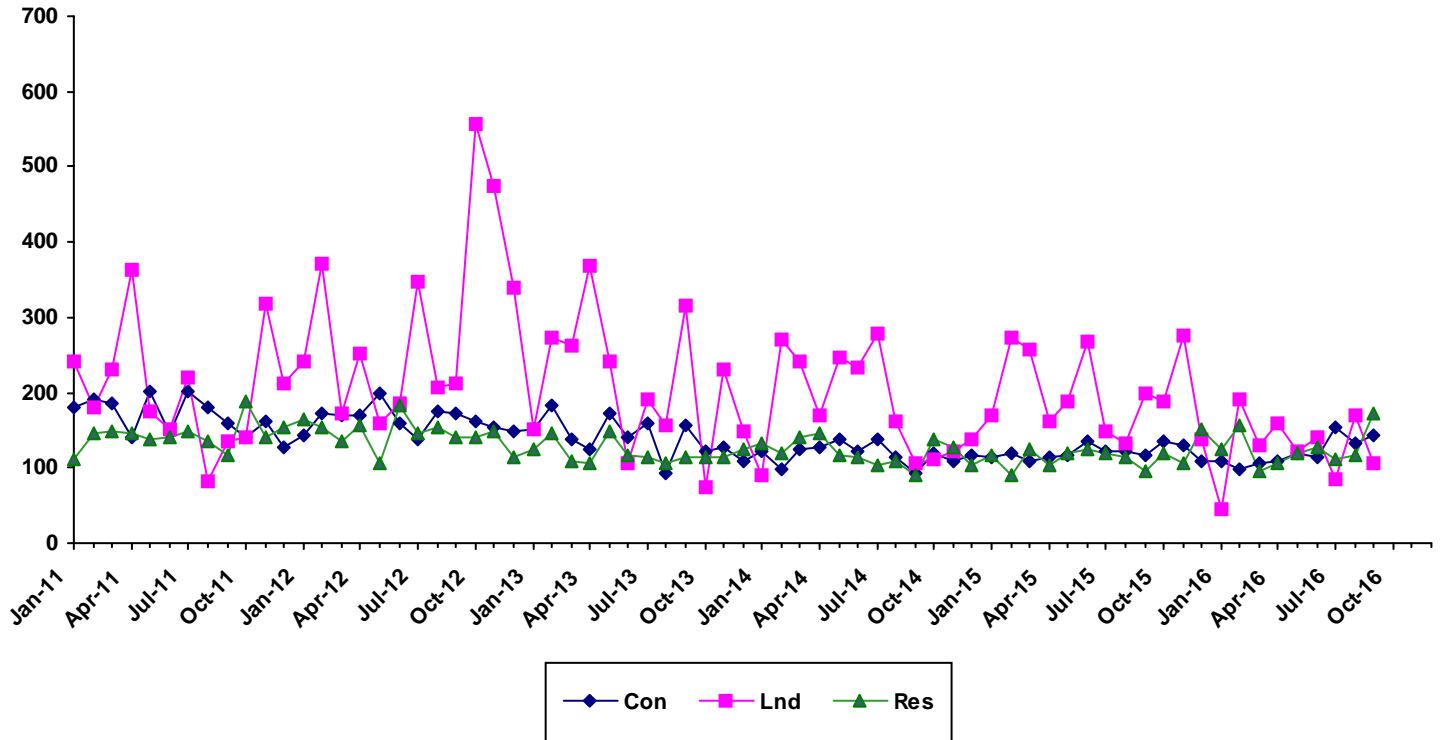
For Month Ending 9/30/2016



Month	2011			2012			2013			2014			2015			2016		
	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	495415	295000	300000	399000	330000	350000	550000	297000	675000	695000	441000	370000	577000	378000	700000	630000	395000	850000
Feb	440000	371200	282500	513750	287000	333925	537500	360000	502500	560000	345000	447500	558625	475000	490000	595000	431950	512500
Mar	450000	289000	500000	435000	368043	467500	509500	375000	535000	590500	420000	507500	632625	440000	451000	611500	494000	444500
Apr	500000	338603	382500	469000	399000	365000	470000	370000	479500	583000	403500	510000	581000	410000	417500	665000	444500	372000
May	418000	349500	275000	382000	336000	330000	549000	380000	267500	537500	472000	575000	607098	459500	563750	622500	422000	378500
Jun	429000	294500	302000	575500	372990	310000	599000	400000	469260	530000	444500	545500	650000	355000	420000	657000	384000	120000
Jul	394500	320000	340000	488000	332000	422500	475000	357625	425000	570250	375000	550000	590000	393000	250000	600000	440000	490000
Aug	410000	266000	189500	509000	342450	350000	585000	420000	350000	570000	410000	440000	550000	345500	347500	672063	420000	271500
Sep	412000	334950	330000	425000	325000	238000	470000	345000	335000	570000	462500	520000	573300	399500	625000	667500	377000	469500
Oct	482500	310000	465000	485000	349995	250000	540000	305500	380500	566000	419000	467500	592000	392900	375000			
Nov	422500	265000	505000	465000	400000	455000	515000	350000	547371	587500	366250	411500	550000	475000	520000			
Dec	411000	304000	375000	508000	376000	340000	512500	365000	390000	565000	380000	650000	550000	410000	281750			

# Sales Days on Market By Month

For Month Ending 9/30/2016

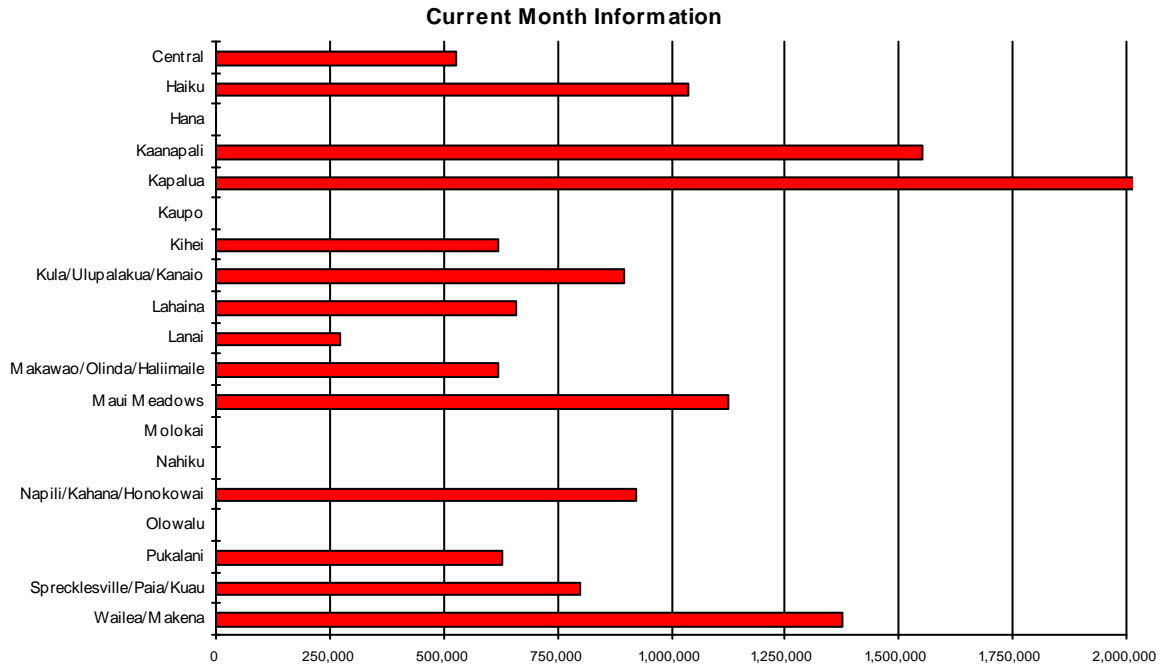


	2011			2012			2013			2014			2015			2016		
Month	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	112	180	240	165	144	242	125	151	151	132	123	91	118	113	171	125	110	46
Feb	147	192	180	153	172	371	147	183	273	119	99	271	90.5	118	274	156	98	192
Mar	150	185	231	136	171	173	110	137	263	141	124	241	124	108	256	95.5	106	130
Apr	146	142	362	156	170	253	107	125	368	147	127	170	104	113	161	105	110	159
May	138	201	175	106	198	159	149	173	241	117	137	247	119	116	188	121	120	121
Jun	141	145	150	183	158	186	116	142	105	114	122	233	125	136	267	127	114	140
Jul	150	201	219	146	138	347	115	159	192	104	137	279	118	122	149	111	155	85
Aug	136	179	82.5	153	175	208	107	94	156	109	114	163	114	123	132	116	133	171
Sep	117	158	136	140	172	211	115	157	315	90	93	107	95	117	198	173	145	107
Oct	187	140	140	140	161	556	114	121	75	139	118	111	120	135	187			
Nov	140	163	317	148	153	476	115	128	231	129	109	122	106	129	275			
Dec	155	126	211	114	148	339	125	109	150	103	117	137	151	109	139			



# Single Family Median Prices by Area

For Month Ending 9/30/2016

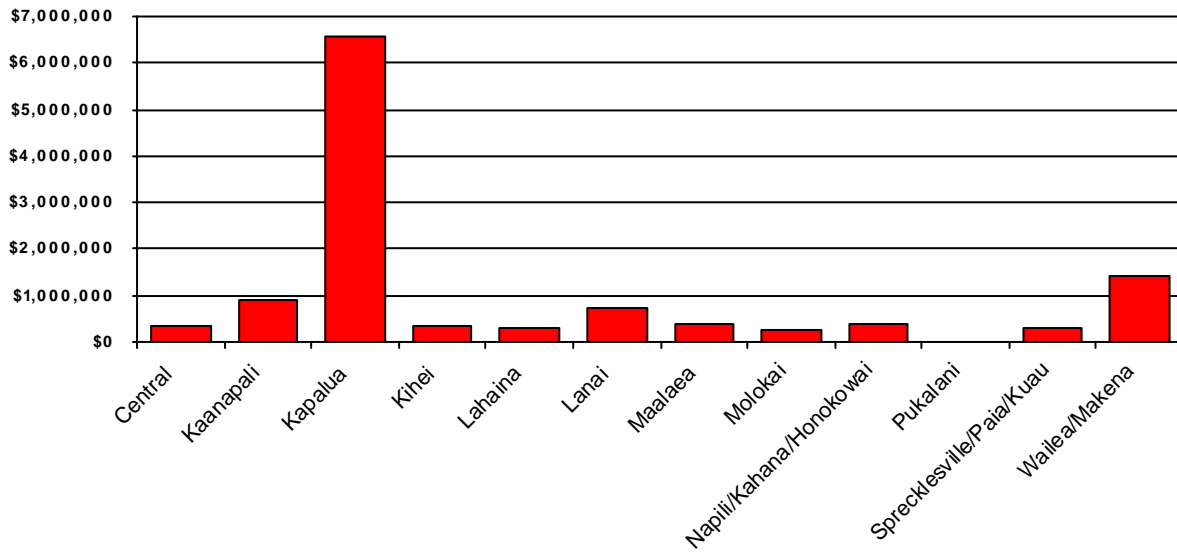


Area	Current Month	Previous Month	Year Ago Month
Central	\$527,438	\$579,000	\$504,750
Haiku	\$1,038,000	\$808,000	\$703,250
Hana	\$0	\$0	\$360,000
Kaanapali	\$1,550,000	\$0	\$1,100,000
Kapalua	\$4,000,000	\$9,500,000	\$2,500,000
Kaupo	\$0	\$1,300,000	\$0
Kihei	\$620,000	\$681,250	\$580,000
Kula/Ulupalakua/Kanaio	\$897,500	\$707,500	\$711,000
Lahaina	\$660,000	\$1,300,000	\$700,000
Lanai	\$270,750	\$560,000	\$0
Makawao/Olinda/Haliimaile	\$620,000	\$500,000	\$427,000
Maui Meadows	\$1,124,000	\$2,025,000	\$0
Molokai	\$0	\$275,000	\$110,000
Nahiku	\$0	\$575,000	\$0
Napili/Kahana/Honokowai	\$925,000	\$795,000	\$965,000
Olowalu	\$0	\$0	\$540,000
Pukalani	\$626,936	\$675,000	\$620,000
Sprecklesville/Paia/Kuau	\$800,000	\$2,110,000	\$552,500
Wailea/Makena	\$1,375,000	\$7,400,000	\$2,850,000

# Condominium Median Prices by Area

For Month Ending 9/30/2016

## Current Month Information

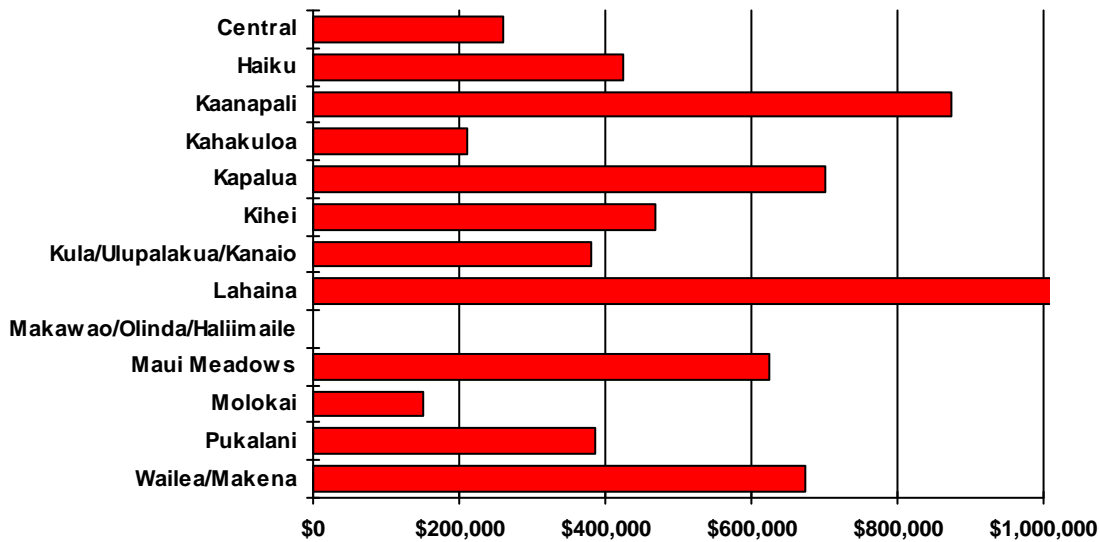


Area	Current Month	Previous Month	Year Ago Month
Central	\$350,000	\$345,000	\$320,750
Kaanapali	\$885,000	\$782,000	\$630,000
Kapalua	\$6,575,000	\$935,000	\$3,733,444
Kihei	\$340,000	\$360,000	\$370,000
Lahaina	\$319,500	\$445,000	\$490,645
Lanai	\$715,000	\$825,000	\$0
Maalaea	\$399,000	\$623,500	\$305,000
Molokai	\$269,000	\$158,500	\$92,000
Napili/Kahana/Honokowai	\$403,000	\$405,000	\$460,000
Pukalani	\$0	\$477,500	\$0
Sprecklesville/Paia/Kuau	\$318,000	\$0	\$0
Wailea/Makena	\$1,400,000	\$1,100,000	\$1,325,000

# Land Median Prices by Area

For Month Ending 9/30/2016

## Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$260,000	\$285,000	\$50,000
Haiku	\$425,000	\$310,000	\$445,300
Kaanapali	\$874,125	\$375,000	\$902,000
Kahakuloa	\$210,000	\$0	\$0
Kapalua	\$700,000	\$0	\$0
Kihei	\$469,500	\$0	\$1,899,000
Kula/Ulupalakua/Kanaio	\$380,000	\$220,000	\$852,500
Lahaina	\$1,340,200	\$0	\$280,000
Makawao/Olinda/Haliimaile	\$0	\$185,000	\$0
Maui Meadows	\$625,000	\$0	\$625,000
Molokai	\$150,000	\$32,000	\$31,500
Pukalani	\$387,030	\$0	\$0
Wailea/Makena	\$675,000	\$0	\$9,000,000

# Single Family Year To Date Sales Information

Comparing 1/1/2016 thru 9/30/2016 with 1/1/2015 thru 9/30/2015

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>	252	297	-45	-15%	\$577,829	\$522,515	11%	\$551,088	\$507,190	9%	\$145,612,839	\$155,186,972	-6%
<b>Haiku</b>	53	64	-11	-17%	\$912,175	\$1,015,851	-10%	\$848,000	\$749,000	13%	\$48,345,249	\$65,014,450	-26%
<b>Hana</b>	8	8	0	0%	\$966,625	\$901,613	7%	\$542,500	\$594,000	-9%	\$7,733,000	\$7,212,900	7%
<b>Kaanapali</b>	15	18	-3	-17%	\$2,015,700	\$2,061,667	-2%	\$1,700,000	\$1,937,500	-12%	\$30,235,500	\$37,109,999	-19%
<b>Kahakuloa</b>	1	1	0	0%	\$800,000	\$656,000	22%	\$800,000	\$656,000	22%	\$800,000	\$656,000	22%
<b>Kapalua</b>	11	10	1	10%	\$3,990,000	\$3,005,000	33%	\$2,700,000	\$2,848,000	-5%	\$43,890,000	\$30,050,000	46%
<b>Kaupo</b>	1	0	1	N/A	\$1,300,000	\$0	N/A	\$1,300,000	\$0	N/A	\$1,300,000	\$0	N/A
<b>Kihei</b>	123	116	7	6%	\$757,566	\$920,516	-18%	\$625,000	\$606,000	3%	\$93,180,649	\$106,779,847	-13%
<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>	64	69	-5	-7%	\$1,072,262	\$957,216	12%	\$712,500	\$759,000	-6%	\$68,624,775	\$66,047,919	4%
<b>Lahaina</b>	53	38	15	39%	\$1,393,458	\$1,105,443	26%	\$773,000	\$700,000	10%	\$73,853,274	\$42,006,830	76%
<b>Lanai</b>	12	10	2	20%	\$453,625	\$406,900	11%	\$462,000	\$342,500	35%	\$5,443,500	\$4,069,000	34%
<b>Makawao/Olinda/Haliimaile</b>	58	40	18	45%	\$672,111	\$646,771	4%	\$572,875	\$487,500	18%	\$38,982,450	\$25,870,859	51%
<b>Maui Meadows</b>	20	15	5	33%	\$1,237,378	\$1,171,593	6%	\$1,287,500	\$925,000	39%	\$24,747,550	\$17,573,888	41%
<b>Molokai</b>	15	18	-3	-17%	\$451,533	\$492,368	-8%	\$394,999	\$255,500	55%	\$6,772,999	\$8,862,630	-24%
<b>Nahiku</b>	1	2	-1	-50%	\$575,000	\$316,250	82%	\$575,000	\$316,250	82%	\$575,000	\$632,500	-9%
<b>Napili/Kahana/Honokowai</b>	27	24	3	13%	\$886,934	\$905,241	-2%	\$835,000	\$952,500	-12%	\$23,947,215	\$21,725,775	10%
<b>Olowalu</b>	2	3	-1	-33%	\$1,475,000	\$1,168,333	26%	\$1,475,000	\$1,475,000	0%	\$2,950,000	\$3,505,000	-16%
<b>Pukalani</b>	48	49	-1	-2%	\$614,056	\$661,518	-7%	\$612,500	\$615,000	0%	\$29,474,672	\$32,414,400	-9%
<b>Sprecklesville/Paia/Kuau</b>	23	16	7	44%	\$2,054,283	\$879,156	134%	\$750,000	\$604,500	24%	\$47,248,500	\$14,066,500	236%
<b>Wailea/Makena</b>	17	21	-4	-19%	\$4,212,765	\$4,504,762	-6%	\$3,800,000	\$2,700,000	41%	\$71,617,000	\$94,600,000	-24%
<b>Maui Summary:</b>	804	819	-15	-2%	\$951,908	\$895,465	6%	\$635,000	\$585,000	9%	\$765,334,172	\$733,385,469	4%

## Condominium Year To Date Sales Information

Comparing 1/1/2016 thru 9/30/2016 with 1/1/2015 thru 9/30/2015

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>	103	100	3	3%	\$346,903	\$313,706	11%	\$329,000	\$312,750	5%	\$35,730,989	\$31,370,550	14%
<b>Kaanapali</b>	100	84	16	19%	\$1,267,425	\$1,278,293	-1%	\$1,037,500	\$1,075,000	-3%	\$126,742,509	\$107,376,600	18%
<b>Kapalua</b>	26	28	-2	-7%	\$2,029,784	\$2,035,171	0%	\$950,192	\$1,004,444	-5%	\$52,774,384	\$56,984,776	-7%
<b>Kihei</b>	342	332	10	3%	\$416,695	\$410,042	2%	\$334,500	\$335,000	0%	\$142,509,850	\$136,133,895	5%
<b>Lahaina</b>	58	81	-23	-28%	\$488,368	\$440,594	11%	\$480,573	\$437,475	10%	\$28,325,355	\$35,688,125	-21%
<b>Lanai</b>	4	3	1	33%	\$1,042,500	\$1,308,000	-20%	\$770,000	\$1,800,000	-57%	\$4,170,000	\$3,924,000	6%
<b>Maalaea</b>	40	34	6	18%	\$402,799	\$376,956	7%	\$387,500	\$345,000	12%	\$16,111,964	\$12,816,500	26%
<b>Molokai</b>	12	14	-2	-14%	\$187,333	\$101,893	84%	\$184,500	\$94,000	96%	\$2,248,000	\$1,426,500	58%
<b>Napili/Kahana/Honokowai</b>	203	147	56	38%	\$449,133	\$441,752	2%	\$417,000	\$399,000	5%	\$91,174,074	\$64,937,533	40%
<b>Pukalani</b>	8	1	7	700%	\$492,767	\$655,000	-25%	\$491,875	\$655,000	-25%	\$3,942,138	\$655,000	502%
<b>Sprecklesville/Paia/Kuau</b>	4	2	2	100%	\$905,750	\$1,014,250	-11%	\$321,500	\$1,014,250	-68%	\$3,623,000	\$2,028,500	79%
<b>Wailea/Makena</b>	79	85	-6	-7%	\$1,403,209	\$1,584,760	-11%	\$1,100,000	\$1,050,000	5%	\$110,853,500	\$134,704,629	-18%
<b>Maui Summary:</b>	979	911	68	7%	\$631,467	\$645,496	-2%	\$417,000	\$407,500	2%	\$618,205,763	\$588,046,608	5%

## Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2016 thru 9/30/2016 with 1/1/2015 thru 9/30/2015

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>	103	100	3	3%	\$346,903	\$313,706	11%	\$329,000	\$312,750	5%	\$35,730,989	\$31,370,550	14%
<b>Kaanapali</b>	91	79	12	15%	\$1,350,412	\$1,343,375	1%	\$1,060,000	\$1,175,000	-10%	\$122,887,509	\$106,126,600	16%
<b>Kapalua</b>	26	28	-2	-7%	\$2,029,784	\$2,035,171	0%	\$950,192	\$1,004,444	-5%	\$52,774,384	\$56,984,776	-7%
<b>Kihei</b>	340	329	11	3%	\$416,367	\$410,702	1%	\$332,000	\$335,000	-1%	\$141,564,850	\$135,120,895	5%
<b>Lahaina</b>	55	78	-23	-29%	\$508,279	\$452,361	12%	\$486,145	\$442,500	10%	\$27,955,355	\$35,284,125	-21%
<b>Lanai</b>	4	3	1	33%	\$1,042,500	\$1,308,000	-20%	\$770,000	\$1,800,000	-57%	\$4,170,000	\$3,924,000	6%
<b>Maalaea</b>	29	24	5	21%	\$465,378	\$419,521	11%	\$440,000	\$375,750	17%	\$13,495,964	\$10,068,500	34%
<b>Molokai</b>	12	14	-2	-14%	\$187,333	\$101,893	84%	\$184,500	\$94,000	96%	\$2,248,000	\$1,426,500	58%
<b>Napili/Kahana/Honokowai</b>	169	122	47	39%	\$477,486	\$473,874	1%	\$435,000	\$415,500	5%	\$80,695,100	\$57,812,633	40%
<b>Pukalani</b>	8	1	7	700%	\$492,767	\$655,000	-25%	\$491,875	\$655,000	-25%	\$3,942,138	\$655,000	502%
<b>Sprecklesville/Paia/Kuau</b>	4	2	2	100%	\$905,750	\$1,014,250	-11%	\$321,500	\$1,014,250	-68%	\$3,623,000	\$2,028,500	79%
<b>Wailea/Makena</b>	79	85	-6	-7%	\$1,403,209	\$1,584,760	-11%	\$1,100,000	\$1,050,000	5%	\$110,853,500	\$134,704,629	-18%
<b>Maui Summary:</b>	920	865	55	6%	\$652,110	\$665,326	-2%	\$435,000	\$420,000	4%	\$599,940,789	\$575,506,708	4%

## Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2016 thru 9/30/2016 with 1/1/2015 thru 9/30/2015

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>	9	5	4	80%	\$428,333	\$250,000	71%	\$275,000	\$250,000	10%	\$3,855,000	\$1,250,000	208%
<b>Kihei</b>	2	3	-1	-33%	\$472,500	\$337,667	40%	\$472,500	\$331,000	43%	\$945,000	\$1,013,000	-7%
<b>Lahaina</b>	3	3	0	0%	\$123,333	\$134,667	-8%	\$125,000	\$136,000	-8%	\$370,000	\$404,000	-8%
<b>Maalaea</b>	11	10	1	10%	\$237,818	\$274,800	-13%	\$240,000	\$282,000	-15%	\$2,616,000	\$2,748,000	-5%
<b>Napili/Kahana/Honokowai</b>	34	25	9	36%	\$308,205	\$284,996	8%	\$117,500	\$220,000	-47%	\$10,478,974	\$7,124,900	47%
<b>Maui Summary:</b>	59	46	13	28%	\$309,576	\$272,607	14%	\$205,000	\$247,500	-17%	\$18,264,974	\$12,539,900	46%

## Land Year To Date Sales Information

Comparing 1/1/2016 thru 9/30/2016 with 1/1/2015 thru 9/30/2015

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	12	16	-4	-25%	\$293,458	\$445,546	-34%	\$292,500	\$280,000	4%	\$3,521,500	\$7,128,741	-51%
Haiku	14	16	-2	-13%	\$521,929	\$532,894	-2%	\$512,500	\$442,650	16%	\$7,307,000	\$8,526,300	-14%
Hana	2	3	-1	-33%	\$217,500	\$296,667	-27%	\$217,500	\$310,000	-30%	\$435,000	\$890,000	-51%
Honokohau	0	1	-1	-100%	\$0	\$300,000	-100%	\$0	\$300,000	-100%	\$0	\$300,000	-100%
Kaanapali	15	12	3	25%	\$678,108	\$659,896	3%	\$755,250	\$617,500	22%	\$10,171,625	\$7,918,750	28%
Kahakuloa	5	1	4	400%	\$321,400	\$377,000	-15%	\$345,000	\$377,000	-8%	\$1,607,000	\$377,000	326%
Kapalua	4	2	2	100%	\$1,218,750	\$2,950,000	-59%	\$1,187,500	\$2,950,000	-60%	\$4,875,000	\$5,900,000	-17%
Kaupo	0	1	-1	-100%	\$0	\$468,000	-100%	\$0	\$468,000	-100%	\$0	\$468,000	-100%
Kihei	11	12	-1	-8%	\$696,545	\$578,875	20%	\$469,500	\$507,500	-7%	\$7,662,000	\$6,946,500	10%
Kipahulu	1	0	1	N/A	\$285,000	\$0	N/A	\$285,000	\$0	N/A	\$285,000	\$0	N/A
Kula/Ulupalakua/Kanaio	10	15	-5	-33%	\$605,400	\$520,083	16%	\$429,500	\$490,000	-12%	\$6,054,000	\$7,801,250	-22%
Lahaina	16	7	9	129%	\$1,167,410	\$620,714	88%	\$1,050,000	\$490,000	114%	\$18,678,560	\$4,345,000	330%
Lanai	0	1	-1	-100%	\$0	\$20,000	-100%	\$0	\$20,000	-100%	\$0	\$20,000	-100%
Makawao/Olinda/Haliimaile	5	5	0	0%	\$370,222	\$714,000	-48%	\$185,000	\$285,000	-35%	\$1,851,111	\$3,570,000	-48%
Maui Meadows	1	1	0	0%	\$625,000	\$625,000	0%	\$625,000	\$625,000	0%	\$625,000	\$625,000	0%
Molokai	9	8	1	13%	\$163,589	\$64,938	152%	\$150,000	\$33,750	344%	\$1,472,300	\$519,500	183%
Nahiku	1	0	1	N/A	\$265,000	\$0	N/A	\$265,000	\$0	N/A	\$265,000	\$0	N/A
Napili/Kahana/Honokowai	1	0	1	N/A	\$415,000	\$0	N/A	\$415,000	\$0	N/A	\$415,000	\$0	N/A
Olowalu	2	2	0	0%	\$747,500	\$875,000	-15%	\$747,500	\$875,000	-15%	\$1,495,000	\$1,750,000	-15%
Pukalani	3	2	1	50%	\$349,010	\$1,075,000	-68%	\$387,030	\$1,075,000	-64%	\$1,047,030	\$2,150,000	-51%
Sprecklesville/Paia/Kuau	1	0	1	N/A	\$2,950,000	\$0	N/A	\$2,950,000	\$0	N/A	\$2,950,000	\$0	N/A
Wailea/Makena	2	8	-6	-75%	\$1,012,500	\$5,076,250	-80%	\$1,012,500	\$4,630,000	-78%	\$2,025,000	\$40,610,000	-95%
<b>Maui Summary:</b>	115	113	2	2%	\$632,540	\$883,593	-28%	\$450,000	\$490,000	-8%	\$72,742,126	\$99,846,041	-27%