



2017 VS 2016 MARCH OVERVIEW

SINGLE FAMILY | CONDOMINIUMS | VACANT LAND

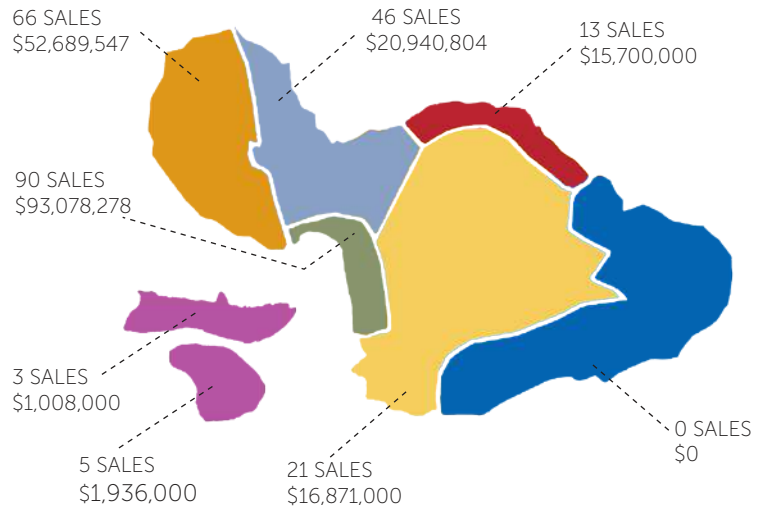
| MEDIAN SALES PRICE | 2017 | \$769,000 ▲ | \$390,000 ▼ | \$437,250 ▼ |
|--------------------|------|-------------|-------------|-------------|
| | 2016 | \$611,500 | \$494,000 | \$444,500 |

| CLOSED SALES | 2017 | 101 ▲ | 131 ▲ | 12 ▼ |
|--------------|------|-------|-------|------|
| | 2016 | 99 | 104 | 18 |

| DAYS ON MARKET | 2017 | 99.5 ▲ | 118 ▲ | 227 ▲ |
|----------------|------|--------|-------|-------|
| | 2016 | 95.5 | 106 | 130 |

| VOLUME SALES | 2017 | \$115,892,570 ▲ | \$80,633,059 ▲ | \$5,698,000 ▼ |
|--------------|------|-----------------|----------------|---------------|
| | 2016 | \$77,276,053 | \$69,569,844 | \$10,760,250 |

TOTAL UNIT & VOLUME SALES BY REGION



| | SINGLE FAMILY | | | CONDOMINIUM | | | VACANT LAND | | |
|----------------------------|---------------|--------------|-----------|-------------|--------------|-----------|-------------|-------------|-----------|
| | Sales | Volume \$ | Median \$ | Sales | Volume \$ | Median \$ | Sales | Volume \$ | Median \$ |
| CENTRAL | | | | | | | | | |
| Central | 24 | \$14,721,800 | \$593,000 | 17 | \$4,237,004 | \$234,000 | 3 | \$939,500 | \$290,000 |
| Kahakuloa | 1 | \$575,000 | \$575,000 | - | - | - | 1 | \$467,500 | \$467,500 |
| NORTH SHORE | | | | | | | | | |
| Sprecklesville/Paia/Kuau | 3 | \$8,760,000 | 1,200,000 | - | - | - | - | - | - |
| Haiku | 9 | \$6,471,000 | \$725,000 | - | - | - | 1 | \$469,000 | \$469,000 |
| EAST MAUI | | | | | | | | | |
| Hana | - | - | - | - | - | - | - | - | - |
| Kaupo | - | - | - | - | - | - | - | - | - |
| Keanae | - | - | - | - | - | - | - | - | - |
| Kipahulu | - | - | - | - | - | - | - | - | - |
| Nahiku | - | - | - | - | - | - | - | - | - |
| UPCOUNTRY | | | | | | | | | |
| Kula/Ulupalakua/Kanaio | 11 | \$10,976,000 | \$915,000 | - | - | - | 3 | \$1,640,000 | \$525,000 |
| Makawao/Olinda/Haliimaile | 2 | \$1,289,000 | \$644,500 | - | - | - | - | - | - |
| Pukalani | 4 | \$2,601,000 | \$672,500 | - | - | - | 1 | \$365,000 | \$365,000 |
| SOUTH SHORE | | | | | | | | | |
| Kihei | 14 | \$11,735,098 | \$801,850 | 42 | \$16,791,700 | \$357,000 | 2 | \$1,435,000 | \$717,500 |
| Maalaea | - | - | - | 6 | \$2,907,600 | \$331,800 | - | - | - |
| Maui Meadows | 4 | \$5,838,380 | 1,450,440 | - | - | - | - | - | - |
| Wailea/Makena | 5 | \$26,595,000 | 3,250,000 | 17 | \$27,775,500 | \$919,000 | - | - | - |
| WEST MAUI | | | | | | | | | |
| Honokohau | - | - | - | - | - | - | - | - | - |
| Kaanapali | 2 | \$1,841,000 | \$920,500 | 8 | \$9,691,500 | 1,005,000 | 1 | \$382,000 | \$382,000 |
| Kapalua | 1 | \$3,550,000 | 3,550,000 | 4 | \$3,459,500 | \$757,500 | - | - | - |
| Lahaina | 9 | \$13,190,298 | \$820,000 | 10 | \$6,160,355 | \$522,500 | - | - | - |
| Napili/Kahana/Honokowai | 6 | \$5,210,994 | \$964,000 | 25 | \$9,203,900 | \$325,000 | - | - | - |
| Olowalu | - | - | - | - | - | - | - | - | - |
| LANAI & MOLOKAI | | | | | | | | | |
| Lanai | 3 | \$1,008,000 | \$375,000 | - | - | - | - | - | - |
| Molokai | 3 | \$1,530,000 | \$460,000 | 2 | \$406,000 | \$203,000 | - | - | - |

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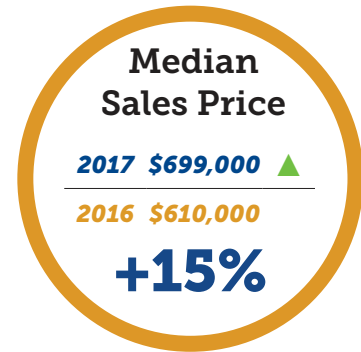
MAUI STATISTICS

COMPARING 01/01/2017 THRU 03/31/17
WITH 01/01/2016 THRU 03/31/2016

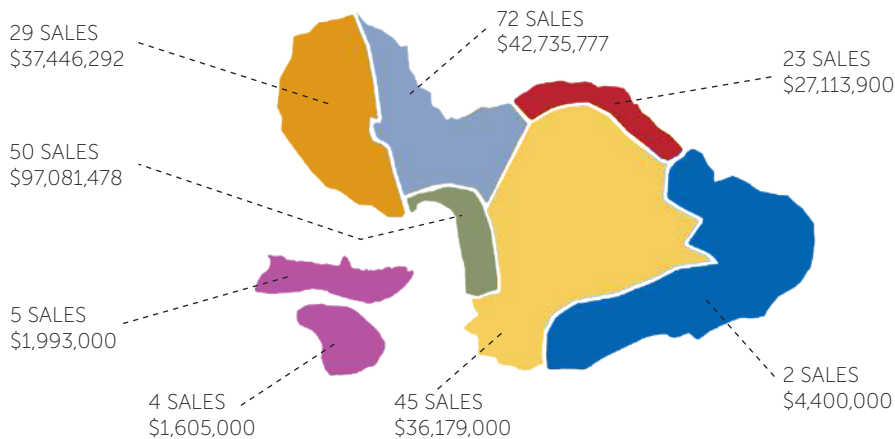


SINGLE FAMILY

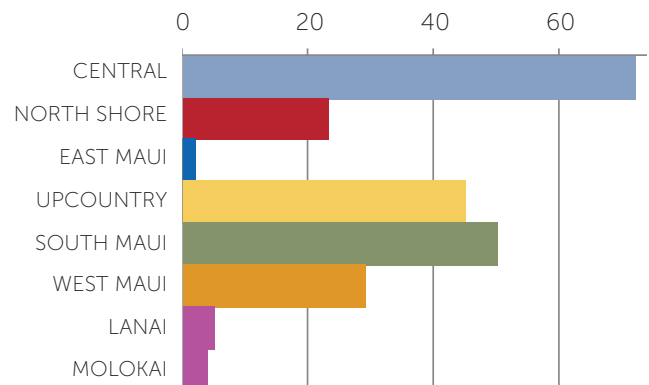
| | Sales 2017 | Sales 2016 | Volume \$ 2017 | Volume \$ 2016 | Median \$ 2017 | Median \$ 2016 |
|----------------------------|------------|------------|----------------|----------------|----------------|----------------|
| CENTRAL | | | | | | |
| Central | 71 | 80 | \$42,160,777 | \$44,587,031 | \$580,000 | \$527,750 |
| Kahakuloa | 1 | - | \$575,000 | - | \$575,000 | - |
| NORTH SHORE | | | | | | |
| Sprecklesville/Paia/Kuau | 5 | 7 | \$10,035,000 | \$4,721,000 | \$750,000 | \$590,000 |
| Haiku | 18 | 14 | \$17,078,900 | \$11,611,000 | \$785,000 | \$889,000 |
| EAST MAUI | | | | | | |
| Hana | 2 | 3 | \$4,400,000 | \$2,110,000 | \$2,200,000 | \$650,000 |
| Kaupo | - | - | - | - | - | - |
| Keanae | - | - | - | - | - | - |
| Kipahulu | - | - | - | - | - | - |
| Nahiku | - | - | - | - | - | - |
| UPCOUNTRY | | | | | | |
| Kula/Ulupalakua/Kanaio | 24 | 22 | \$22,250,000 | \$16,352,500 | \$818,500 | \$667,500 |
| Makawao/Olinda/Haliimaile | 9 | 18 | \$6,061,000 | \$13,738,200 | \$630,000 | \$627,500 |
| Pukalani | 12 | 14 | \$7,868,000 | \$8,353,500 | \$641,000 | \$595,000 |
| SOUTH MAUI | | | | | | |
| Kihei | 35 | 38 | \$30,838,098 | \$24,290,899 | \$770,000 | \$607,000 |
| Maalaea | - | - | - | - | - | - |
| Maui Meadows | 4 | 10 | \$5,838,380 | \$12,481,550 | \$1,450,440 | \$1,300,000 |
| Wailea/Makena | 11 | 1 | \$60,405,000 | \$5,500,000 | \$3,250,000 | \$5,500,000 |
| WEST MAUI | | | | | | |
| Honokohau | - | - | - | - | - | - |
| Kaanapali | 7 | 4 | \$10,232,250 | \$11,030,000 | \$1,318,250 | \$1,790,000 |
| Kapalua | 1 | 5 | \$3,550,000 | \$16,850,000 | \$3,550,000 | \$2,700,000 |
| Lahaina | 10 | 13 | \$14,194,048 | \$15,621,784 | \$911,875 | \$720,000 |
| Napili/Kahana/Honokowai | 11 | 4 | \$9,469,994 | \$3,952,700 | \$950,000 | \$996,350 |
| Olowalu | - | - | - | - | - | - |
| LANAI & MOLOKAI | | | | | | |
| Lanai | 5 | 4 | \$1,993,000 | \$2,074,000 | \$385,000 | \$527,500 |
| Molokai | 4 | 4 | \$1,605,000 | \$1,684,000 | \$340,000 | \$388,500 |



TOTAL UNIT & VOLUME SALES BY REGION



UNIT SALES BY REGION





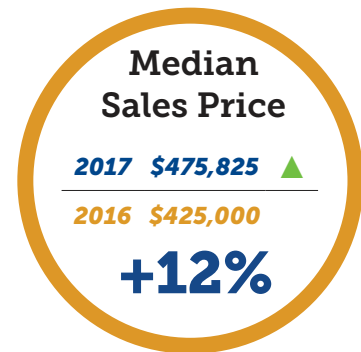
MAUI STATISTICS

COMPARING 01/01/2017 THRU 03/31/17
WITH 01/01/2016 THRU 03/31/2016

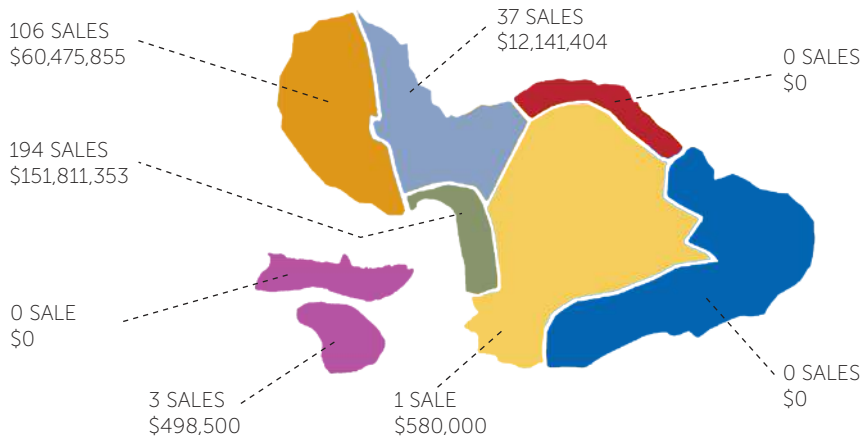


CONDOMINIUM

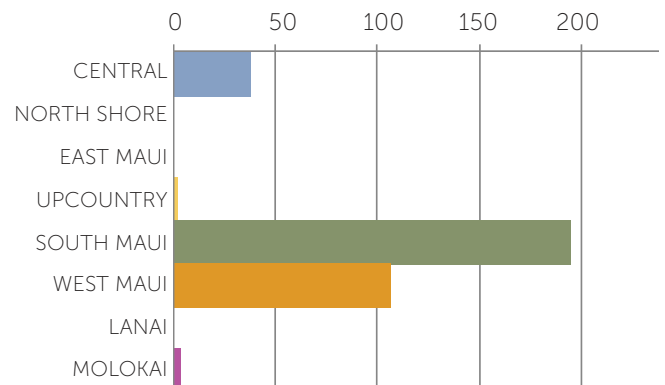
| | Sales 2017 | Sales 2016 | Volume \$ 2017 | Volume \$ 2016 | Median \$ 2017 | Median \$ 2016 |
|----------------------------|------------|------------|----------------|----------------|----------------|----------------|
| CENTRAL | | | | | | |
| Central | 37 | 36 | \$12,141,404 | \$11,572,200 | \$345,000 | \$266,000 |
| Kahakuloa | - | - | - | - | - | - |
| NORTH SHORE | | | | | | |
| Sprecklesville/Paia/Kuau | - | 2 | - | \$580,000 | - | \$290,000 |
| Haiku | - | - | - | - | - | - |
| EAST MAUI | | | | | | |
| Hana | - | - | - | - | - | - |
| Kaupo | - | - | - | - | - | - |
| Keanae | - | - | - | - | - | - |
| Kipahulu | - | - | - | - | - | - |
| Nahiku | - | - | - | - | - | - |
| UPCOUNTRY | | | | | | |
| Kula/Ulupalakua/Kanaio | - | - | - | - | - | - |
| Makawao/Olinda/Haliimaile | - | - | - | - | - | - |
| Pukalani | 1 | - | \$580,000 | - | \$580,000 | - |
| SOUTH MAUI | | | | | | |
| Kihei | 123 | 93 | \$58,146,504 | \$43,085,653 | \$395,000 | \$355,000 |
| Maalaea | 22 | 13 | \$10,513,600 | \$4,564,964 | \$412,250 | \$360,000 |
| Maui Meadows | - | - | - | - | - | - |
| Wailea/Makena | 49 | 26 | \$83,151,249 | \$35,552,100 | \$1,200,000 | \$972,500 |
| WEST MAUI | | | | | | |
| Honokohau | - | - | - | - | - | - |
| Kaanapali | 16 | 25 | \$19,542,500 | \$36,375,000 | \$911,000 | \$1,150,000 |
| Kapalua | 6 | 5 | \$5,384,500 | \$6,510,384 | \$757,500 | \$935,384 |
| Lahaina | 25 | 28 | \$13,118,255 | \$14,058,565 | \$465,000 | \$493,073 |
| Napili/Kahana/Honokowai | 59 | 60 | \$22,430,600 | \$26,420,474 | \$345,000 | \$435,000 |
| Olowalu | - | - | - | - | - | - |
| LANAI & MOLOKAI | | | | | | |
| Lanai | - | - | - | - | - | - |
| Molokai | 3 | 3 | \$498,500 | \$516,000 | \$92,500 | \$170,000 |



TOTAL UNIT & VOLUME SALES BY REGION



UNIT SALES BY REGION





MAUI STATISTICS

COMPARING 01/01/2017 THRU 03/31/17
WITH 01/01/2016 THRU 03/31/2016

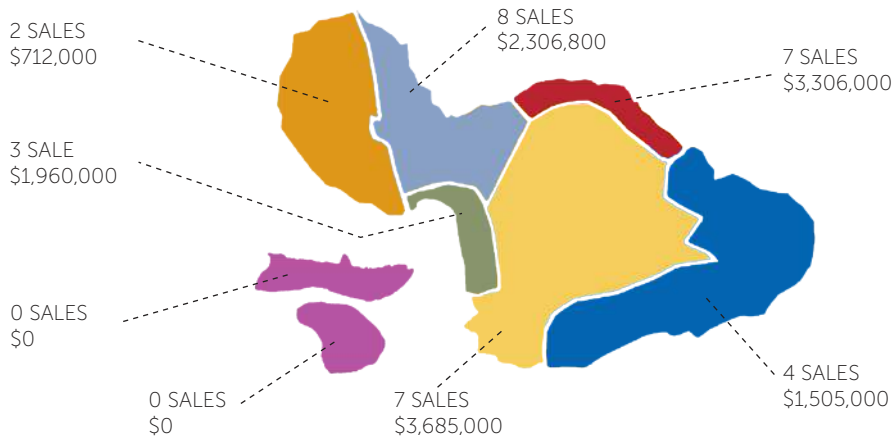


VACANT LAND

| | Sales 2017 | Sales 2016 | Volume \$ 2017 | Volume \$ 2016 | Median \$ 2017 | Median \$ 2016 |
|----------------------------|------------|------------|----------------|----------------|----------------|----------------|
| CENTRAL | | | | | | |
| Central | 7 | 3 | \$1,839,300 | \$868,500 | \$242,500 | \$308,500 |
| Kahakuloa | 1 | 1 | \$467,500 | \$375,000 | \$467,500 | \$375,000 |
| NORTH SHORE | | | | | | |
| Sprecklesville/Paia/Kuau | - | - | - | - | - | - |
| Haiku | 7 | 8 | \$3,306,000 | \$3,790,000 | \$475,000 | \$512,500 |
| EAST MAUI | | | | | | |
| Hana | 4 | - | \$1,505,000 | - | \$375,000 | - |
| Kaupo | - | - | - | - | - | - |
| Keanae | - | - | - | - | - | - |
| Kipahulu | - | 1 | - | \$285,000 | - | \$285,000 |
| Nahiku | - | - | - | - | - | - |
| UPCOUNTRY | | | | | | |
| Kula/Ulupalakua/Kanaio | 5 | 5 | \$3,210,000 | \$4,039,000 | \$525,000 | \$670,000 |
| Makawao/Olinda/Haliimaile | - | 2 | - | \$1,336,111 | - | \$668,056 |
| Pukalani | 2 | 1 | \$475,000 | \$440,000 | \$237,500 | \$440,000 |
| SOUTH MAUI | | | | | | |
| Kihei | 2 | 5 | \$1,435,000 | \$2,463,500 | \$717,500 | \$372,000 |
| Maalaea | - | - | - | - | - | - |
| Maui Meadows | 1 | - | \$525,000 | - | \$525,000 | - |
| Wailea/Makena | - | - | - | - | - | - |
| WEST MAUI | | | | | | |
| Honokohau | - | - | - | - | - | - |
| Kaanapali | 1 | 7 | \$382,000 | \$4,557,500 | \$382,000 | \$680,000 |
| Kapalua | - | 2 | - | \$2,375,000 | - | \$1,187,500 |
| Lahaina | - | 4 | - | \$3,765,000 | - | \$882,500 |
| Napili/Kahana/Honokowai | 1 | 1 | \$330,000 | \$415,000 | \$330,000 | \$415,000 |
| Olowalu | - | 1 | - | \$895,000 | - | \$895,000 |
| LANAI & MOLOKAI | | | | | | |
| Lanai | - | - | - | - | - | - |
| Molokai | - | 2 | - | \$654,000 | - | \$327,000 |



TOTAL UNIT & VOLUME SALES BY REGION



UNIT SALES BY REGION

