



MAUI STATISTICS

AUGUST 2015



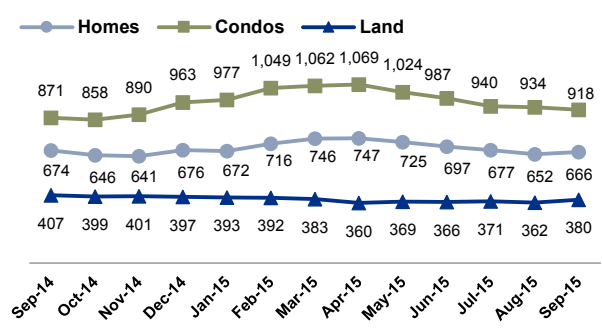
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SINGLE FAMILY RESIDENCE	2015 Units	2014 Units	2015 Median Price	2014 Median Price	CONDOMINIUM	2015 Units	2014 Units	2015 Median Price	2014 Median Price	LAND	2015 Units	2014 Units	2015 Median Price	2014 Median Price
Central	42	21	\$477,500	\$489,000	Central	12	16	\$293,000	\$242,500	Central	0	2	\$0	\$243,000
Haiku	8	9	\$830,000	\$520,000	Haiku	-	-	-	-	Haiku	1	0	\$440,000	\$0
Hana	1	0	\$340,000	\$0	Hana	-	-	-	-	Hana	0	1	\$0	\$200,000
Honokohau	-	-	-	-	Honokohau	-	-	-	-	Honokohau	-	-	-	-
Kaanapali	0	2	\$0	\$1,650,000	Kaanapali	9	11	\$1,050,000	\$815,000	Kaanapali	0	0	\$0	\$0
Kahakuloa	-	-	-	-	Kahakuloa	-	-	-	-	Kapalua	0	2	\$0	\$2,575,000
Kapalua	0	0	\$0	\$0	Kapalua	3	6	\$1,200,000	\$6,125,000	Keanae	-	-	-	-
Kihei	9	11	\$700,000	\$595,000	Kihei	37	30	\$335,000	\$322,500	Kihei	0	3	\$0	\$525,000
Kipahulu	0	1	\$0	\$500,000	Kipahulu	-	-	-	-	Kipahulu	-	-	-	-
Kula/Ulu/Kanao	5	6	\$975,000	\$692,500	Kula/Ulu/Kanao	-	-	-	-	Kula/Ulu/Kanao	0	1	\$0	\$335,000
Lahaina	5	6	\$580,000	\$810,000	Lahaina	12	3	\$487,645	\$220,000	Lahaina	-	-	-	-
Lanai	1	0	\$325,000	\$0	Lanai	0	1	\$0	\$675,000	Lanai	0	0	\$0	\$0
Maalaea	-	-	-	-	Maalaea	0	2	\$0	\$550,000	Maalaea	-	-	-	-
Makawao/Olin/Halii	9	5	\$550,000	\$428,000	Makawao/Olin/Halii	-	-	-	-	Makawao/Olin/Halii	1	0	\$255,000	\$0
Maui Meadows	2	1	\$965,000	\$1,287,000	Maui Meadows	-	-	-	-	Maui Meadows	0	1	\$0	\$475,000
Molokai	1	1	\$166,000	\$147,000	Molokai	1	2	\$90,000	\$87,250	Molokai	1	0	\$20,000	\$0
Nahiku	-	-	-	-	Nahiku	-	-	-	-	Nahiku	-	-	-	-
Napili/Kah/Hono	2	1	\$895,000	\$697,000	Napili/Kah/Hono	18	17	\$299,000	\$410,000	Napili/Kah/Hono	-	-	-	-
Olowalu	-	-	-	-	Olowalu	-	-	-	-	Olowalu	0	1	\$0	\$805,000
Pukalani	8	3	\$613,500	\$475,000	Pukalani	1	0	\$655,000	\$0	Pukalani	0	2	\$0	\$335,000
Sprecks/Paia/Kuau	1	1	\$650,000	\$1,410,000	Sprecks/Paia/Kuau	-	-	-	-	Sprecks/Paia/Kuau	-	-	-	-
Wailea/Makena	2	0	\$1,825,000	\$0	Wailea/Makena	6	7	\$2,737,500	\$1,197,000	Wailea/Makena	1	0	\$7,800,000	\$0
SUMMARY	96	68	\$550,000	\$570,000	SUMMARY	99	95	\$355,000	\$410,000	SUMMARY	4	13	\$347,500	\$440,000

Active/ Pending-Continue to Show/ Contingent Status Inventory As of Sept. 10, 2015



KAHULUI

Lydiamae Presbitero
VP, Maui Manager,
Escrow Officer

Dennis Hinahara
Consultant

Darnell Hookano
Escrow Officer

LAHAINA

Dawn DeRego
Project Division
Manager

Haley McCraney
Escrow Officer

WAILEA

Deni Kawauchi
VP, Branch Manager,
Escrow Officer

Vicki Steffan
Sr. Escrow
Officer

Your Partner in Success

CURRENT ABSORPTION RATE

	AUG 2015	AUG 2014
RESIDENTIAL	7 months	9.9 months
CONDOMINIUM	9.3 months	9.3 months
LAND	95 months	29 months

Based on this month's Active/Pending-Continue to Show Contingent Status inventory divided by this month's sales.

TOTAL SALES

(for Immediate Past 12 months) % of deals from either Real Estate Owned (REO) or Short Sales (SS)

	AUG 2015	AUG 2014
RESIDENTIAL	1,038 (11.5%)	945 (14.7%)
CONDOMINIUM	1,175 (7.2%)	1,273 (8.3%)
LAND	144 (4.2%)	203 (5.9%)

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SINGLE FAMILY RESIDENCE Year-to-Date Data

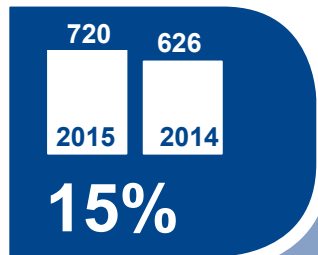
Comparing 1/1/2015 thru 8/31/2015 with 1/1/2014 thru 8/31/2014

NUMBER OF SALES			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	261	188	39%
Haiku	55	47	17%
Hana	7	3	133%
Kaanapali	17	20	-15%
Kahakuloa	1	0	N/A
Kapalua	9	5	80%
Kihei	100	113	-12%
Kipahulu	0	1	-100%
Kula/Ulu/Kanao	62	49	27%
Lahaina	33	36	-8%
Lanai	10	11	-9%
Makawao/Olin/Halii	35	38	-8%
Maui Meadows	15	12	25%
Molokai	15	7	114%
Nahiku	2	1	100%
Napili/Kahana/ Hono	23	26	-12%
Olowalu	2	2	0%
Pukalani	42	31	35%
Sprecks/Paia/Kuau	13	15	-13%
Wailea/Makena	18	21	-14%
MAUI SUMMARY	720	626	15%

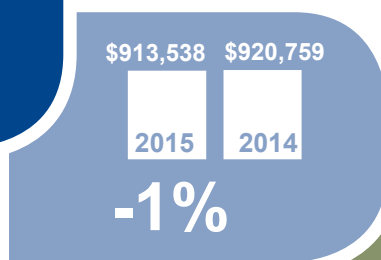
AVERAGE SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	\$517,353	\$464,124	11%
Haiku	\$1,053,963	\$732,588	44%
Hana	\$978,986	\$428,333	129%
Kaanapali	\$2,118,235	\$1,912,031	11%
Kahakuloa	\$656,000	\$0	N/A
Kapalua	\$3,061,111	\$3,419,400	-10%
Kihei	\$969,798	\$768,354	26%
Kipahulu	\$0	\$500,000	-100%
Kula/Ulu/Kanao	\$869,483	\$886,192	-2%
Lahaina	\$1,166,965	\$1,267,292	-8%
Lanai	\$406,900	\$982,727	-59%
Makawao/Olin/Halii	\$658,467	\$590,684	11%
Maui Meadows	\$1,171,593	\$1,717,275	-32%
Molokai	\$562,675	\$235,143	139%
Nahiku	\$316,250	\$233,000	36%
Napili/Kahana/ Hono	\$902,642	\$1,224,188	-26%
Olowalu	\$1,482,500	\$3,562,500	-58%
Pukalani	\$680,000	\$624,982	9%
Sprecks/Paia/Kuau	\$962,423	\$2,298,450	-58%
Wailea/Makena	\$4,762,500	\$3,484,190	37%
MAUI SUMMARY	\$913,538	\$920,759	-1%

MEDIAN SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	\$507,190	\$430,000	18%
Haiku	\$745,000	\$645,000	16%
Hana	\$688,000	\$367,000	87%
Kaanapali	\$2,000,000	\$1,767,500	13%
Kahakuloa	\$656,000	\$0	N/A
Kapalua	\$3,196,000	\$3,250,000	-2%
Kihei	\$635,000	\$596,000	7%
Kipahulu	\$0	\$500,000	-100%
Kula/Ulu/Kanao	\$773,000	\$815,000	-5%
Lahaina	\$700,000	\$810,000	-14%
Lanai	\$342,500	\$440,000	-22%
Makawao/Olin/Halii	\$490,000	\$517,500	-5%
Maui Meadows	\$925,000	\$1,112,500	-17%
Molokai	\$350,000	\$224,000	56%
Nahiku	\$316,250	\$233,000	36%
Napili/Kahana/ Hono	\$940,000	\$755,000	25%
Olowalu	\$1,482,500	\$3,562,500	-58%
Pukalani	\$611,500	\$560,000	9%
Sprecks/Paia/Kuau	\$643,500	\$1,375,000	-53%
Wailea/Makena	\$2,275,000	\$2,850,000	-20%
MAUI SUMMARY	\$590,190	\$570,000	4%

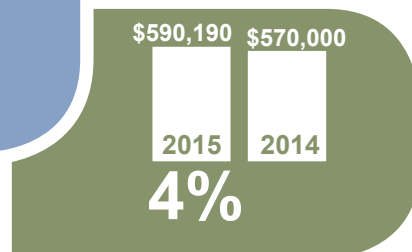
Number of Sales



Average Sales Price

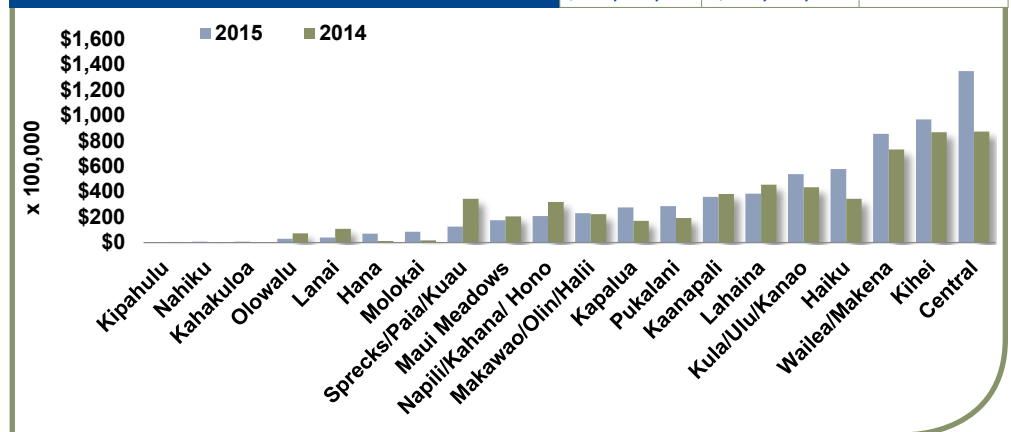


Median Sales Price



Single Family Residence Sales Volume YTD 2015 vs 2014

2015	Total Top Dollar Volume	
	2015	2014
\$657,747,643	\$576,394,900	14%



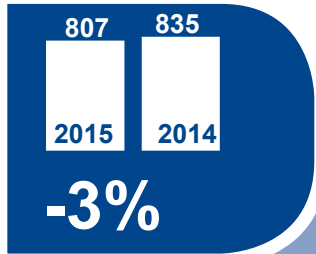
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NUMBER OF SALES			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	81	107	-24%
Haiku	0	0	N/A
Hana	0	0	N/A
Kaanapali	75	115	-35%
Kapalua	24	25	-4%
Kihei	304	278	9%
Lahaina	74	46	61%
Lanai	3	5	-40%
Maalaea	23	25	-8%
Molokai	13	10	30%
Napili/Kahana/ Hono	129	152	-15%
Pukalani	2	0	N/A
Sprecks/Paia/Kuau	2	3	-33%
Wailea/Makena	77	69	12%
MAUI SUMMARY	807	835	-3%

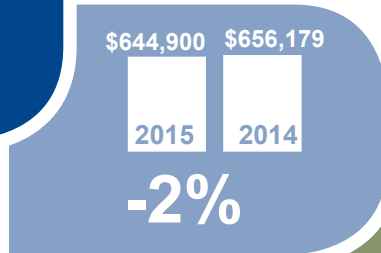
AVERAGE SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	\$307,341	\$278,837	10%
Haiku	\$0	\$0	N/A
Hana	\$0	\$0	N/A
Kaanapali	\$1,350,821	\$1,151,381	17%
Kapalua	\$1,817,042	\$2,527,520	-28%
Kihei	\$411,933	\$390,967	5%
Lahaina	\$437,866	\$481,841	-9%
Lanai	\$1,308,000	\$1,650,000	-21%
Maalaea	\$386,326	\$446,548	-13%
Molokai	\$102,654	\$122,449	-16%
Napili/Kahana/ Hono	\$433,071	\$440,322	-2%
Pukalani	\$572,500	\$0	N/A
Sprecks/Paia/Kuau	\$1,014,250	\$1,133,000	-10%
Wailea/Makena	\$1,555,924	\$1,458,799	7%
MAUI SUMMARY	\$644,900	\$656,179	-2%

MEDIAN SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	\$310,000	\$268,500	15%
Haiku	\$0	\$0	N/A
Hana	\$0	\$0	N/A
Kaanapali	\$1,175,000	\$820,000	43%
Kapalua	\$909,000	\$1,204,000	-25%
Kihei	\$338,500	\$320,000	6%
Lahaina	\$422,500	\$409,500	3%
Lanai	\$1,800,000	\$1,700,000	6%
Maalaea	\$350,000	\$385,000	-9%
Molokai	\$96,000	\$107,500	-11%
Napili/Kahana/ Hono	\$396,000	\$399,000	-1%
Pukalani	\$572,500	\$0	N/A
Sprecks/Paia/Kuau	\$1,014,250	\$279,000	264%
Wailea/Makena	\$1,050,000	\$1,000,000	5%
MAUI SUMMARY	\$407,500	\$414,750	-2%

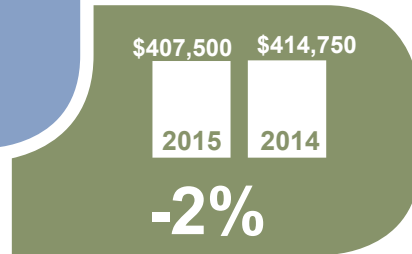
Number of Sales



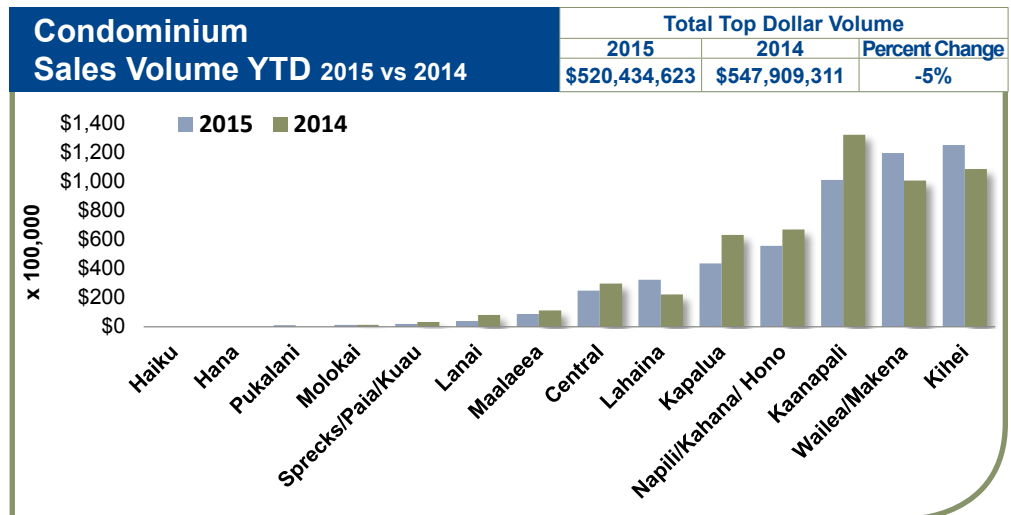
Average Sales Price



Median Sales Price



Condominium Sales Volume YTD 2015 vs 2014



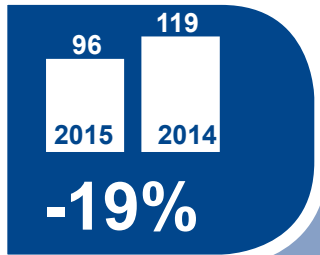
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NUMBER OF SALES			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	15	15	0%
Haiku	13	12	8%
Hana	3	9	-67%
Honokohau	1	0	N/A
Kaanapali	10	18	-44%
Kahakuloa	1	1	0%
Kapalua	2	3	-33%
Kaupo	1	0	N/A
Keanae	0	1	-100%
Kihei	11	13	-15%
Kula/Ulu/Kanao	13	12	8%
Lahaina	5	10	-50%
Lanai	1	0	N/A
Makawao/Olin/Halii	5	5	0%
Maui Meadows	0	1	-100%
Molokai	5	4	25%
Nahiku	0	1	-100%
Napili/Kahana/ Hono	0	3	-100%
Olowalu	2	1	100%
Pukalanai	2	3	-33%
Sprecks/Paia/Kuau	0	3	-100%
Wailea/Makena	6	4	50%
MAUI SUMMARY	96	119	-19%

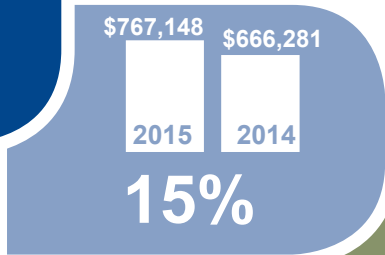
AVERAGE SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	\$471,916	\$384,867	23%
Haiku	\$543,462	\$647,333	-16%
Hana	\$296,667	\$890,300	-67%
Honokohau	\$300,000	\$0	N/A
Kaanapali	\$611,475	\$613,849	0%
Kahakuloa	\$377,000	\$1,600,000	-76%
Kapalua	\$2,950,000	\$2,075,000	42%
Kaupo	\$468,000	\$0	N/A
Keanae	\$0	\$1,000,000	-100%
Kihei	\$458,864	\$420,846	9%
Kula/Ulu/Kanao	\$468,942	\$540,292	-13%
Lahaina	\$757,000	\$975,400	-22%
Lanai	\$20,000	\$0	N/A
Makawao/Olin/Halii	\$714,000	\$715,500	0%
Maui Meadows	\$0	\$475,000	-100%
Molokai	\$84,800	\$89,500	-5%
Nahiku	\$0	\$227,500	-100%
Napili/Kahana/ Hono	\$0	\$696,000	-100%
Olowalu	\$875,000	\$805,000	9%
Pukalanai	\$1,075,000	\$290,000	271%
Sprecks/Paia/Kuau	\$0	\$925,000	-100%
Wailea/Makena	\$3,768,333	\$1,243,750	203%
MAUI SUMMARY	\$767,148	\$666,281	15%

MEDIAN SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	\$290,000	\$276,000	5%
Haiku	\$440,000	\$520,000	-15%
Hana	\$310,000	\$375,000	-17%
Honokohau	\$300,000	\$0	N/A
Kaanapali	\$592,500	\$576,933	3%
Kahakuloa	\$377,000	\$1,600,000	-76%
Kapalua	\$2,950,000	\$2,550,000	16%
Kaupo	\$468,000	\$0	N/A
Keanae	\$0	\$1,000,000	-100%
Kihei	\$490,000	\$320,000	53%
Kula/Ulu/Kanao	\$445,000	\$612,000	-27%
Lahaina	\$620,000	\$707,500	-12%
Lanai	\$20,000	\$0	N/A
Makawao/Olin/Halii	\$285,000	\$352,500	-19%
Maui Meadows	\$0	\$475,000	-100%
Molokai	\$95,000	\$91,500	4%
Nahiku	\$0	\$227,500	-100%
Napili/Kahana/ Hono	\$0	\$725,000	-100%
Olowalu	\$875,000	\$805,000	9%
Pukalanai	\$1,075,000	\$230,000	367%
Sprecks/Paia/Kuau	\$0	\$900,000	-100%
Wailea/Makena	\$1,445,000	\$1,355,000	7%
MAUI SUMMARY	\$487,500	\$515,000	-5%

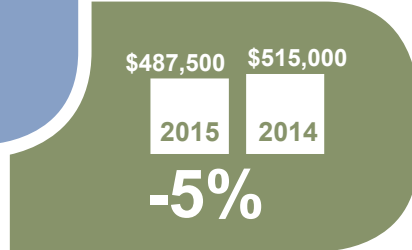
Number of Sales



Average Sales Price

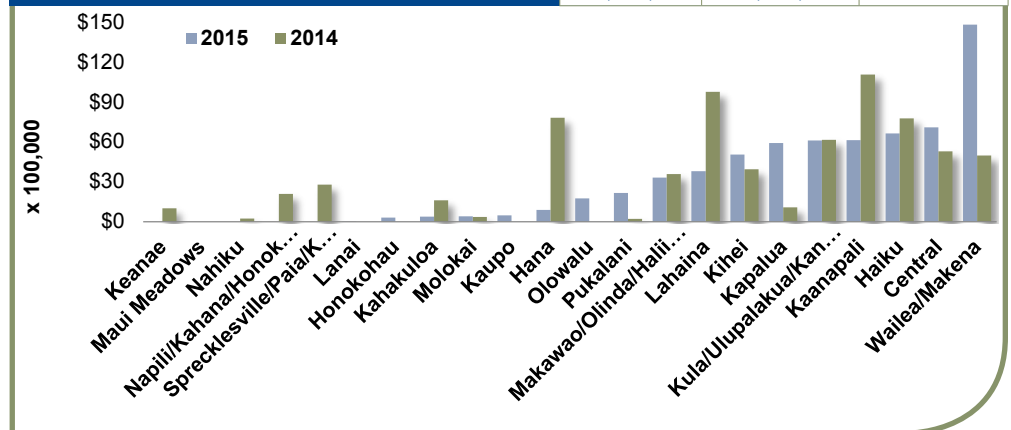


Median Sales Price



Land Sales Volume YTD 2015 vs 2014

	Total Top Dollar Volume		Percent Change
	2015	2014	
	\$73,646,241	\$79,287,475	-7%



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