



**REALTORS<sup>®</sup>**  
*Association of*  
*Maui, Inc.*

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February 9, 2013

## Maui January 2013 Sales Statistics

Aloha all!

### Brief Maui Statistics Overview:

**Page 4 - January's Sales Unit Volume** – January's Residential sales declined slightly to 63 homes sold, while Condo Sales declined to 60 units sold. Land sales declined to 7 lots sold.

**NOTE: Condos exhibited a big 2012 year-end rush (possibly due to then-pending 2013 tax changes), yet the average of Dec. '12 and Jan. '13 is a normal looking 100 units per month.**

**Page 5 - January's Median SALES prices** –The Residential home median price rose again to \$550,000, while the Condo median price decreased to \$292,000. Land median price increased to \$675,000

**Page 6 - Days on Market for Residential homes = 125, Condos = 155 DOM, Land = 151 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 – "Year to Date Sales" numbers compare only one month, January 2013 to January 2012.** Short timeframe (monthly) views do not necessarily reflect the longer timeframe trends. For a more comprehensive view, compare to 2012's Year-End (Dec. 2012) figures available at:

<http://www.ramaui.com/UserFiles/File/Stats/All-December2012.pdf>

### Year to Date:

**Residential unit sales** increased (63 homes sold/ +13 units / +26% YTD), average sold price = \$712,066 (+32%YTD), median price = \$550,000 (+38%YTD) and total dollar volume sold = \$44,860,175 (+66%YTD).

**Condo unit sales** decreased (60 units / -31 units / -34%YTD), average sold price = \$411,202 (-5%YTD), median price = \$292,000 (-12%YTD). Total Condo dollar volume sold = \$24,672,140 (-37% YTD).

**NOTE: Dec.'12 Condos sales exhibited a big year-end rush (possibly due to then-pending 2013 tax changes), yet the average of Dec. '12 and Jan. '13 is a normal looking 100 units per month. That push also skews these Jan.'13 numbers downward when comparing to Jan.'12. Watch for more normal condo numbers next month.**

**Land – NOTE: Land Lot sales are such a small sampling that statistics in this property class are not necessarily reliable indicators.** Land lot sales decreased (7 lots / -2 units / -22% YTD), average sold price = \$1,034,571 (+88%), median price = \$675,000 (+93%), Total dollar volume = \$7,242,000 (+46%).

**Total sales for immediate past 12 months: Residential = 951 (with 32.7% being REO or Short Sale), Condo = 1,221 (20.1% REO or SS), Land = 174 (16.6% REO or SS).**

### As of Feb. 9, 2013 - Active/Pending/Contingent status inventory:

	Feb.'13	Jan. '13	Dec. '12	Nov.	Oct.	Sept.	Aug.	July	June	May	April	Mar.	Feb.'12
<b>Homes</b>	<b>628</b>	644	648	635	642	661	690	702	728	749	766	756	761
<b>Condos</b>	<b>984</b>	929	931	883	883	917	915	931	998	1,066	1,113	1,148	1,173
<b>Land</b>	<b>426</b>	425	430	435	429	428	444	455	483	521	536	542	499

**Current Absorption Rate base on this month's Active inventory divided by January Sales is: Residential = 10 months, Condo = 16.4 months, Land = 60.8 months of Active inventory.**

**IN A NUT SHELL..... the good, the bad..... AND THE ROAD AHEAD .....**

## **Mayan Calendar End-of-the-World – Avoided, Fiscal Cliff – Avoided... What's Next?**

**Increased showings and sales, multiple offers on new “good” listings, hesitant buyers become onlookers..... Window of opportunity may be closing for first-time homebuyers (see below).**

Well priced properties are attracting multiple offers making for a quick sale. **Inventories have declined 16-18%** over the past 12 months in Residential and Condo classes. Many short sales and REO (bank owned) properties are being absorbed as sales as we begin to move ahead to a more normal marketplace. Mortgage Interest Rates are still near historic record lows which may help motivate would-be Buyers to go ahead and buy IF they can qualify. While general U.S. economic news looks cautiously hopeful, current World and US events will have ripple effects on cost of living, consumer confidence, Financial and Real Estate Markets.

**FOR SELLERS: Sellers who don't really need to sell** (just “fishing?”) should stay off the market, and clear the marketplace for those who REALLY have to sell. **UNLESS- you are motivated to Upsize, Downsize or Upgrade – While selling now will “net” less, your next property will cost less.** Sharpen your pencil, talk to your CPA and 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 (Seller Second Loan, Agreement of Sale, Lease-with-option-to-buy, and Sale-with-lease-back to seller). 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, everything else is getting old.**

**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. **Unrealistic Sellers** continue to be **ignored** by the market and miss current opportunities that later become woefully apparent. They may even end up in a Short Sale or Foreclosure situation that could have been avoided if priced properly.

**FOR BUYERS:** Very **Low interest rates** prevail, however could inch up. Buyers should get **Pre-Approved** so they can shop in confidence (fewer last minute disappointments due to non-funding loans).

"Short-sales" and foreclosures are happening 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 months) to close, if at all.

Be prepared, but BE REALISTIC. Lenders are much more stringent on requirements now for loan approval.

**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.

**This low point in the market is your rare chance, so check it out carefully.**

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.

**For questions regarding today's market, please call our RAM 2012-13 President, P. Denise La Costa at 808-280-2132.**

If you have any questions regarding hard numbers, call Terry at 808-270-4646.

Mahalo,

Terry Tolman

RAM Chief Staff Executive

## Single Family Monthly Sales Volume

For Month Ending 1/31/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	19	\$9,294,727	\$449,000	27	\$13,042,410	\$435,000	14	\$5,421,000	\$358,500
Haiku	5	\$2,611,400	\$574,900	9	\$4,690,500	\$455,000	4	\$2,493,000	\$605,000
Kaanapali	0	\$0	\$0	2	\$2,400,000	\$1,200,000	0	\$0	\$0
Kihei	13	\$7,110,550	\$450,000	17	\$8,963,277	\$620,000	7	\$3,429,300	\$510,000
Kula/Ulupalakua/Kanaio	5	\$2,844,000	\$595,000	2	\$1,380,000	\$690,000	5	\$3,949,000	\$565,000
Lahaina	1	\$653,800	\$653,800	3	\$5,183,250	\$1,871,250	7	\$4,097,500	\$372,500
Lanai	1	\$215,000	\$215,000	2	\$862,500	\$431,250	1	\$245,000	\$245,000
Makawao/Olinda/Haliimaile	3	\$1,470,400	\$367,400	5	\$1,969,000	\$339,000	6	\$1,711,500	\$305,000
Maui Meadows	1	\$1,120,000	\$1,120,000	1	\$815,000	\$815,000	1	\$2,300,000	\$2,300,000
Nahiku	0	\$0	\$0	1	\$339,900	\$339,900	0	\$0	\$0
Napili/Kahana/Honokowai	4	\$2,830,299	\$732,500	4	\$2,991,000	\$732,500	2	\$1,027,000	\$513,500
Pukalani	6	\$3,480,000	\$562,500	4	\$1,952,500	\$438,750	2	\$864,900	\$432,450
Sprecklesville/Paia/Kuau	2	\$1,050,000	\$525,000	3	\$2,268,000	\$580,000	0	\$0	\$0
Wailea/Makena	3	\$12,179,999	\$1,999,999	4	\$34,985,000	\$5,227,500	1	\$1,500,000	\$1,500,000
<b>Maui Summary :</b>	<b>63</b>	<b>\$44,860,175</b>	<b>\$550,000</b>	<b>84</b>	<b>\$81,842,337</b>	<b>\$508,000</b>	<b>50</b>	<b>\$27,038,200</b>	<b>\$399,000</b>

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## Condominium Monthly Sales Volume

For Month Ending 1/31/2013

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Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	11	\$2,193,000	\$215,000	12	\$1,705,935	\$112,500	7	\$1,306,390	\$130,000
Kaanapali	4	\$5,618,300	\$755,400	18	\$12,953,300	\$559,950	15	\$7,023,900	\$429,900
Kapalua	2	\$1,325,000	\$662,500	8	\$5,125,000	\$650,000	5	\$7,531,000	\$575,000
Kihei	24	\$8,125,840	\$267,500	40	\$14,374,543	\$349,661	29	\$8,424,240	\$203,500
Lahaina	3	\$928,000	\$335,000	5	\$2,096,000	\$410,000	4	\$575,500	\$117,500
Lanai	0	\$0	\$0	12	\$8,692,250	\$267,375	0	\$0	\$0
Maalaea	3	\$1,160,000	\$370,000	6	\$2,104,000	\$240,750	1	\$330,000	\$330,000
Molokai	1	\$91,000	\$91,000	0	\$0	\$0	1	\$60,000	\$60,000
Napili/Kahana/Honokowai	9	\$3,938,500	\$400,000	24	\$7,934,000	\$292,500	18	\$6,197,000	\$290,000
Pukalani	0	\$0	\$0	0	\$0	\$0	1	\$372,000	\$372,000
Sprecklesville/Paia/Kuau	1	\$200,000	\$200,000	0	\$0	\$0	0	\$0	\$0
Wailea/Makena	2	\$1,092,500	\$546,250	15	\$15,063,500	\$672,500	10	\$7,510,000	\$600,000
<b>Maui Summary :</b>	<b>60</b>	<b>\$24,672,140</b>	<b>\$292,000</b>	<b>140</b>	<b>\$70,048,528</b>	<b>\$377,950</b>	<b>91</b>	<b>\$39,330,030</b>	<b>\$330,000</b>

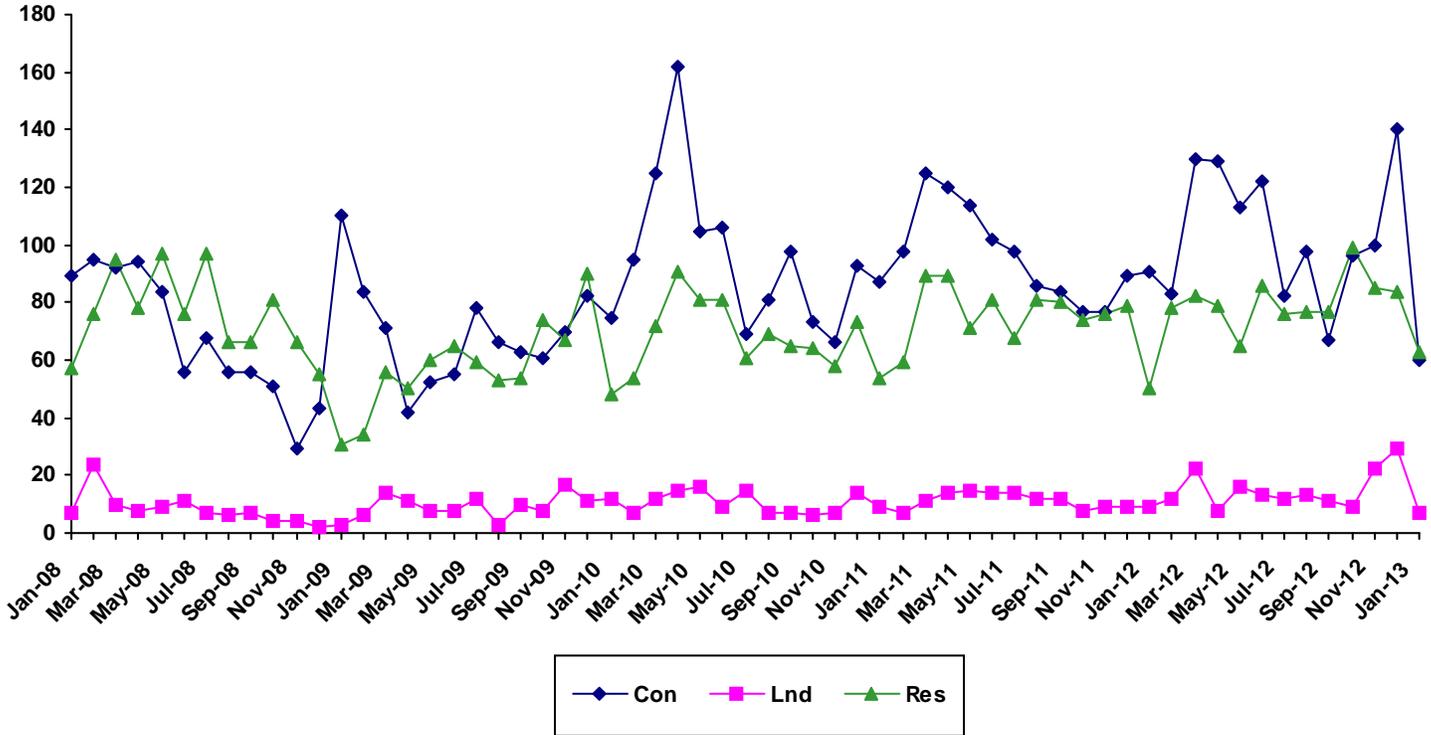
## Land Monthly Sales Volume

For Month Ending 1/31/2013

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	0	\$0	\$0	7	\$1,147,500	\$165,000	2	\$320,000	\$160,000
Haiku	1	\$262,000	\$262,000	10	\$3,870,562	\$365,469	2	\$735,000	\$367,500
Hana	0	\$0	\$0	1	\$400,000	\$400,000	0	\$0	\$0
Kaanapali	1	\$715,000	\$715,000	1	\$399,500	\$399,500	1	\$350,000	\$350,000
Kahakuloa	0	\$0	\$0	1	\$342,500	\$342,500	0	\$0	\$0
Kapalua	0	\$0	\$0	0	\$0	\$0	1	\$870,000	\$870,000
Kihei	0	\$0	\$0	1	\$199,500	\$199,500	1	\$1,125,000	\$1,125,000
Kula/Ulupalakua/Kanaio	2	\$4,633,000	\$2,316,500	1	\$1,300,000	\$1,300,000	1	\$1,500,000	\$1,500,000
Lahaina	0	\$0	\$0	2	\$1,600,000	\$800,000	0	\$0	\$0
Makawao/Olinda/Haliimaile	0	\$0	\$0	1	\$145,000	\$145,000	0	\$0	\$0
Molokai	1	\$287,000	\$287,000	0	\$0	\$0	1	\$45,000	\$45,000
Olowalu	0	\$0	\$0	2	\$1,855,000	\$927,500	0	\$0	\$0
Pukalani	0	\$0	\$0	1	\$950,000	\$950,000	0	\$0	\$0
Sprecklesville/Paia/Kuau	2	\$1,345,000	\$672,500	1	\$250,000	\$250,000	0	\$0	\$0
<b>Maui Summary :</b>	<b>7</b>	<b>\$7,242,000</b>	<b>\$675,000</b>	<b>29</b>	<b>\$12,459,562</b>	<b>\$340,000</b>	<b>9</b>	<b>\$4,945,000</b>	<b>\$350,000</b>

# Sales Unit Volume By Month

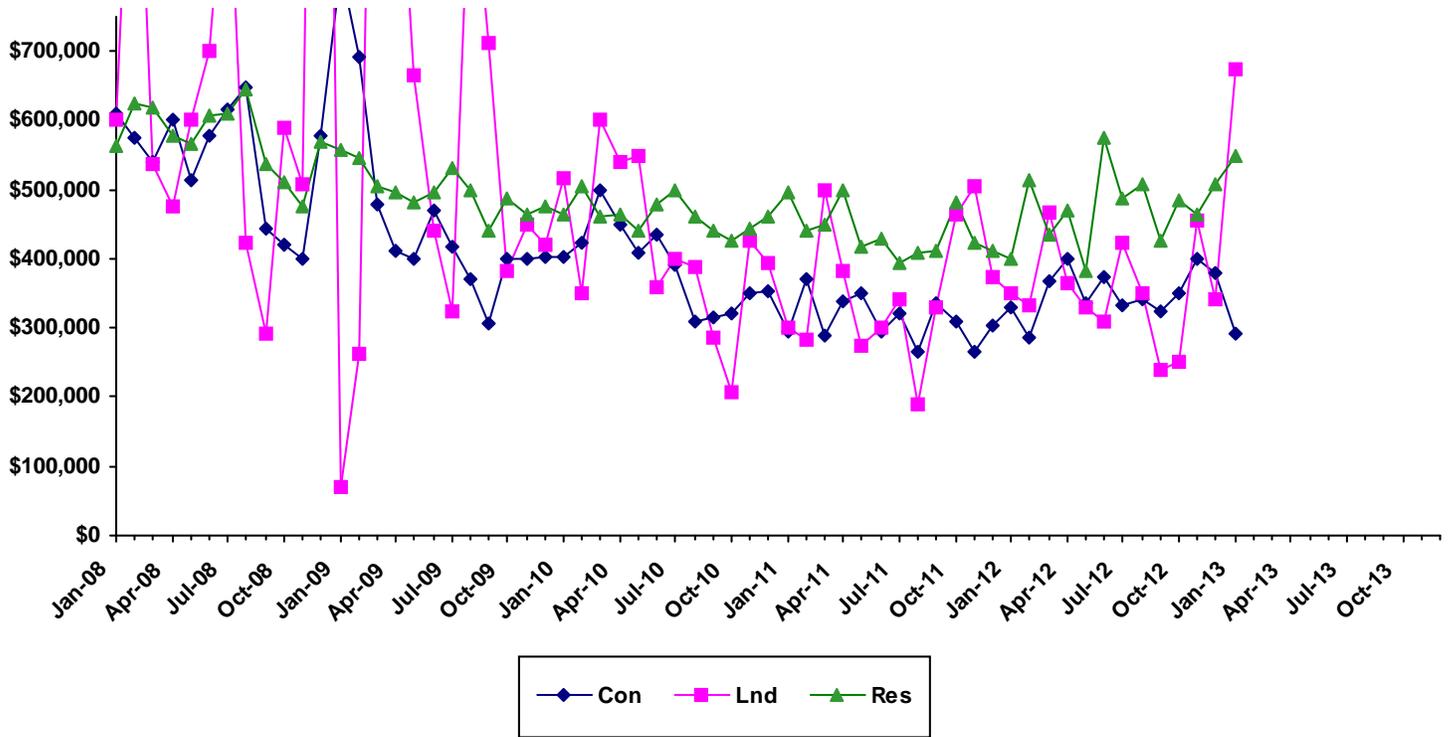
For Month Ending 1/31/2013



Month	2008			2009			2010			2011			2012			2013		
	Single Family	Condo	Land															
Jan	57	89	7	31	110	3	48	75	12	54	87	9	50	91	9	63	60	7
Feb	76	95	24	34	84	6	54	95	7	59	98	7	78	83	12			
Mar	95	92	10	56	71	14	72	125	12	89	125	11	82	130	22			
Apr	78	94	8	50	42	11	91	162	15	89	120	14	79	129	8			
May	97	84	9	60	52	8	81	105	16	71	114	15	65	113	16			
Jun	76	56	11	65	55	8	81	106	9	81	102	14	86	122	13			
Jul	97	68	7	59	78	12	61	69	15	68	98	14	76	82	12			
Aug	66	56	6	53	66	3	69	81	7	81	86	12	77	98	13			
Sep	66	56	7	54	63	10	65	98	7	80	84	12	77	67	11			
Oct	81	51	4	74	61	8	64	73	6	74	77	8	99	96	9			
Nov	66	29	4	67	70	17	58	66	7	76	77	9	85	100	22			
Dec	55	43	2	90	82	11	73	93	14	79	89	9	84	140	29			

# Sales Median By Month

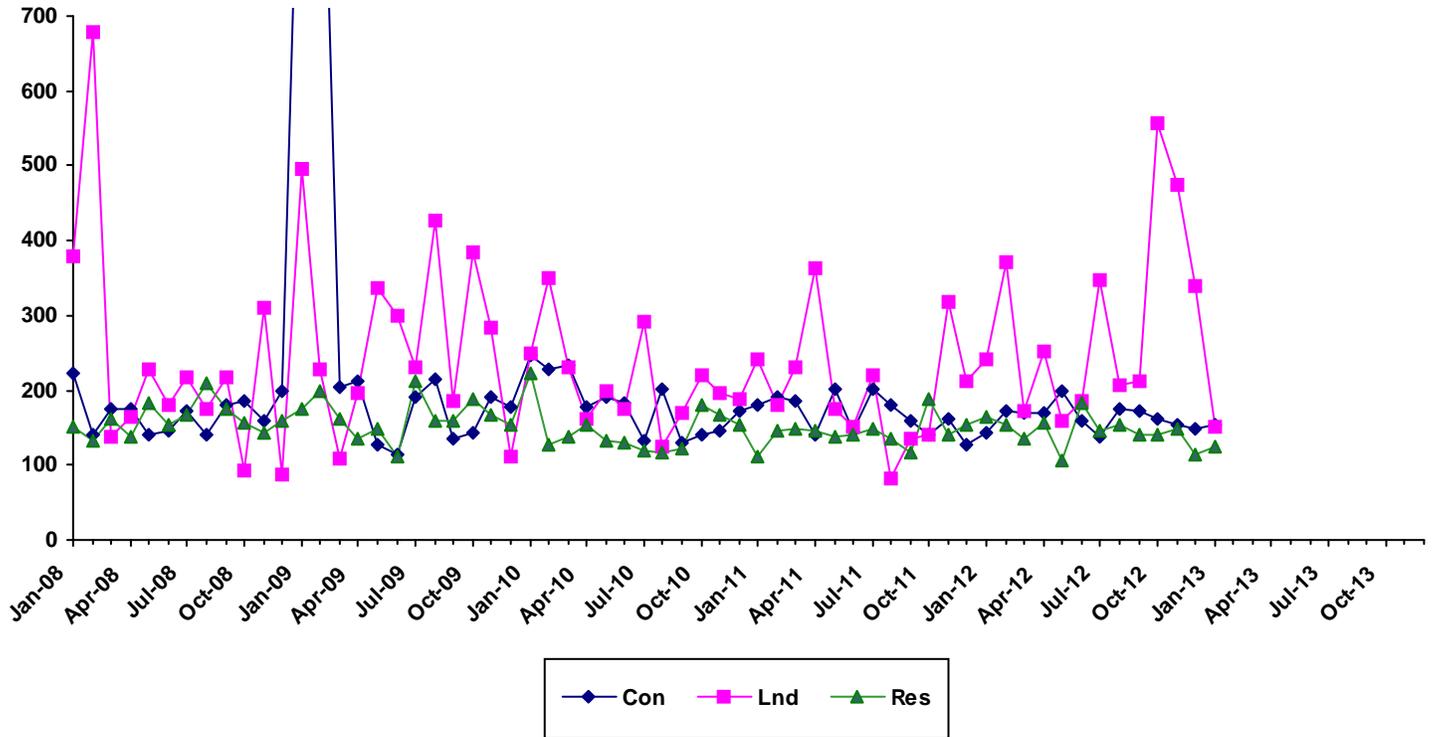
For Month Ending 1/31/2013



Month	2008			2009			2010			2011			2012			2013		
	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	563225	610000	600000	558000	820000	70000	464500	404000	516300	495415	295000	300000	399000	330000	350000	550000	292000	675000
Feb	624391	575000	1195000	545000	692500	262500	504150	424000	350000	440000	371200	282500	513750	287000	333925			
Mar	620000	538500	537500	504500	480000	1669250	460000	499000	600000	450000	289000	500000	435000	368043	467500			
Apr	577500	600000	477000	497000	411000	1100000	465000	450000	540000	500000	338603	382500	469000	399000	365000			
May	567000	512500	600000	482500	399000	665000	442000	410000	547500	418000	349500	275000	382000	336000	330000			
Jun	606000	577500	700000	495000	469000	441000	480000	435000	360000	429000	294500	302000	575500	372990	310000			
Jul	610000	615000	1025000	532000	417000	322500	500000	390000	400000	394500	320000	340000	488000	332000	422500			
Aug	645000	647500	422505	500000	371250	999990	460000	310000	387500	410000	266000	189500	509000	342450	350000			
Sep	537500	442500	290500	440000	307500	712500	440000	315635	285000	412000	334950	330000	425000	325000	238000			
Oct	510000	420000	590000	488500	400842	382450	427500	320000	207500	482500	310000	465000	485000	349995	250000			
Nov	475500	399000	507140	465000	399000	450000	445000	349990	425000	422500	265000	505000	465000	400000	455000			
Dec	570000	577680	2171300	477000	401500	420000	460000	352000	394850	411000	304000	375000	508000	377950	340000			

# Sales Days on Market By Month

For Month Ending 1/31/2013

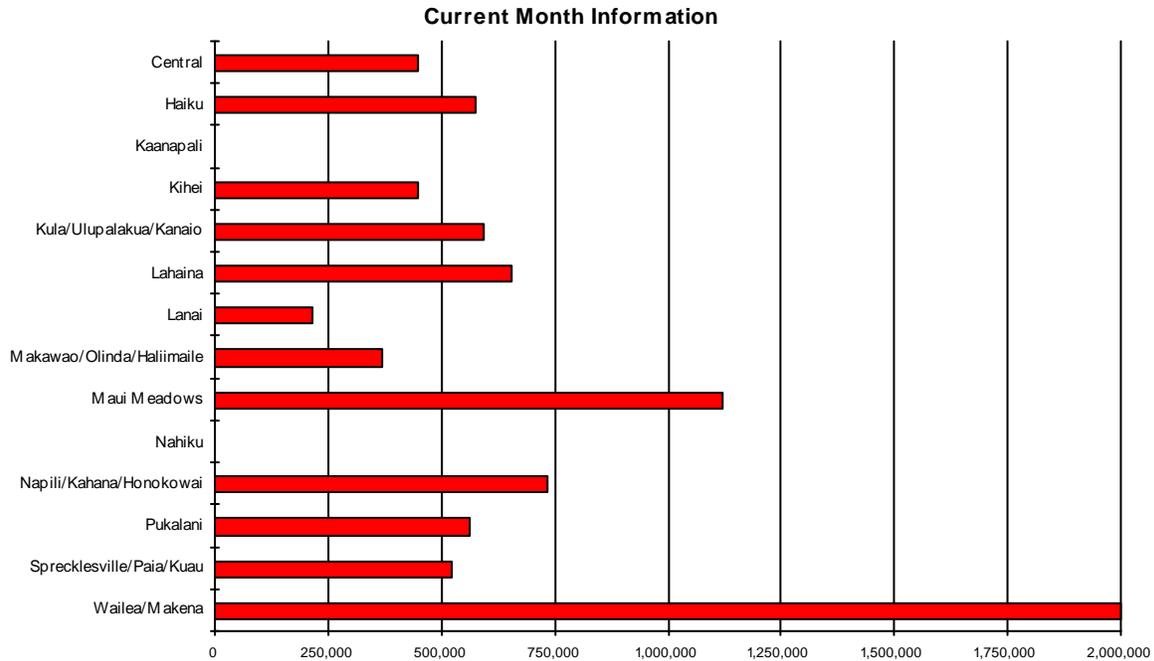


	2008			2009			2010			2011			2012			2013		
Month	Single Family	Condo	Land															
Jan	151	223	379	176	1126	496	224	247	248	112	180	240	165	144	242	125	155	151
Feb	134	141	679	199	1152	228	127	229	351	147	192	180	153	172	371			
Mar	162	176	137	163	203	108	138	233	230	150	185	231	136	171	173			
Apr	138	175	164	137	212	195	153	179	162	146	142	362	156	170	253			
May	183	140	227	150	127	337	132	192	200	138	201	175	106	198	159			
Jun	154	147	180	111	115	300	131	184	174	141	145	150	183	158	186			
Jul	167	172	218	212	190	230	119	132	292	150	201	219	146	138	347			
Aug	209	140	174	159	216	427	118	202	124	136	179	82.5	153	175	208			
Sep	174	180	217	158	135	185	122	129	169	117	158	136	140	172	211			
Oct	158	186	93	190	143	384	181	141	220	187	140	140	140	161	556			
Nov	142	160	312	168	192	284	166	147	196	140	163	317	148	153	476			
Dec	159	200	88	154	178	111	153	172	190	155	126	211	114	149	339			

SOURCE: REALTORS Association of Maui - [www.RAMaui.com](http://www.RAMaui.com)  
 MLS Sale data - Information deemed reliable, however not guaranteed

# Single Family Median Prices by Area

For Month Ending 1/31/2013

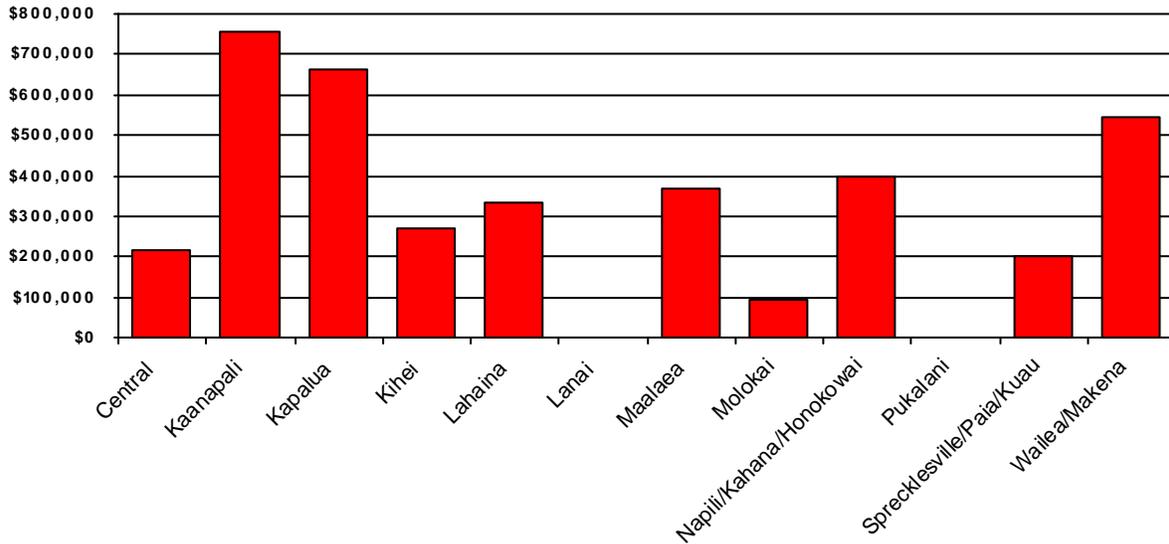


Area	Current Month	Previous Month	Year Ago Month
Central	\$449,000	\$435,000	\$358,500
Haiku	\$574,900	\$455,000	\$605,000
Kaanapali	\$0	\$1,200,000	\$0
Kihei	\$450,000	\$620,000	\$510,000
Kula/Ulupalakua/Kanaio	\$595,000	\$690,000	\$565,000
Lahaina	\$653,800	\$1,871,250	\$372,500
Lanai	\$215,000	\$431,250	\$245,000
Makawao/Olinda/Haliimaile	\$367,400	\$339,000	\$305,000
Maui Meadows	\$1,120,000	\$815,000	\$2,300,000
Nahiku	\$0	\$339,900	\$0
Napili/Kahana/Honokowai	\$732,500	\$732,500	\$513,500
Pukalani	\$562,500	\$438,750	\$432,450
Sprecklesville/Paia/Kuau	\$525,000	\$580,000	\$0
Wailea/Makena	\$1,999,999	\$5,227,500	\$1,500,000

# Condominium Median Prices by Area

For Month Ending 1/31/2013

## Current Month Information

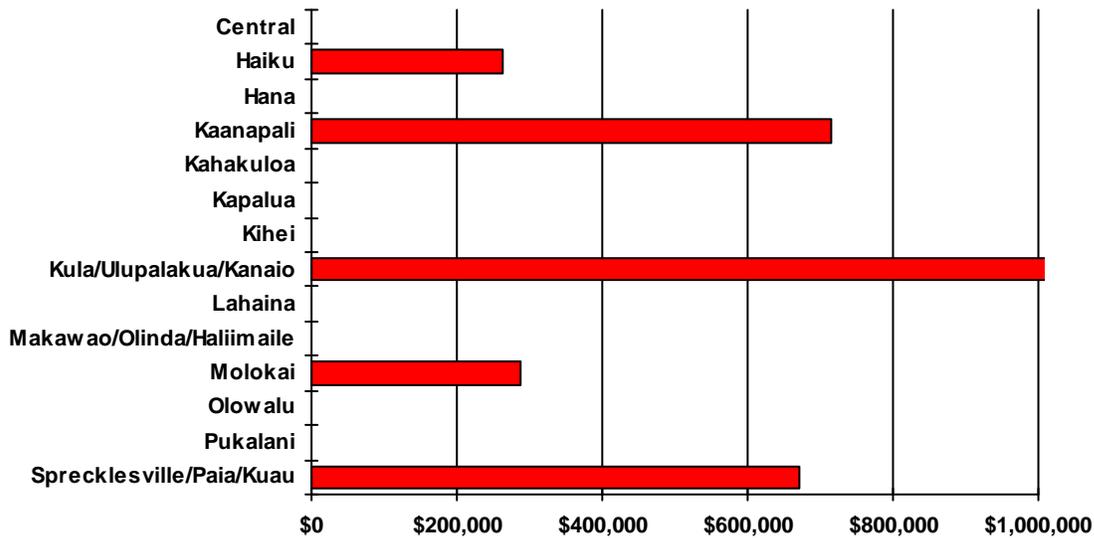


Area	Current Month	Previous Month	Year Ago Month
Central	\$215,000	\$112,500	\$130,000
Kaanapali	\$755,400	\$559,950	\$429,900
Kapalua	\$662,500	\$650,000	\$575,000
Kihei	\$267,500	\$349,661	\$203,500
Lahaina	\$335,000	\$410,000	\$117,500
Lanai	\$0	\$267,375	\$0
Maalaea	\$370,000	\$240,750	\$330,000
Molokai	\$91,000	\$0	\$60,000
Napili/Kahana/Honokowai	\$400,000	\$292,500	\$290,000
Pukalani	\$0	\$0	\$372,000
Sprecklesville/Paia/Kuau	\$200,000	\$0	\$0
Wailea/Makena	\$546,250	\$672,500	\$600,000

# Land Median Prices by Area

For Month Ending 1/31/2013

## Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$0	\$165,000	\$160,000
Haiku	\$262,000	\$365,469	\$367,500
Hana	\$0	\$400,000	\$0
Kaanapali	\$715,000	\$399,500	\$350,000
Kahakuloa	\$0	\$342,500	\$0
Kapalua	\$0	\$0	\$870,000
Kihei	\$0	\$199,500	\$1,125,000
Kula/Ulupalakua/Kanaio	\$2,316,500	\$1,300,000	\$1,500,000
Lahaina	\$0	\$800,000	\$0
Makawao/Olinda/Haliimaile	\$0	\$145,000	\$0
Molokai	\$287,000	\$0	\$45,000
Olowalu	\$0	\$927,500	\$0
Pukalani	\$0	\$950,000	\$0
Sprecklesville/Paia/Kuau	\$672,500	\$250,000	\$0

# Single Family Year To Date Sales Information

Comparing 1/1/2013 thru 1/31/2013 with 1/1/2012 thru 1/31/2012

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>	19	14	5	36%	\$489,196	\$387,214	26%	\$449,000	\$358,500	25%	\$9,294,727	\$5,421,000	71%
<b>Haiku</b>	5	4	1	25%	\$522,280	\$623,250	-16%	\$574,900	\$605,000	-5%	\$2,611,400	\$2,493,000	5%
<b>Hana</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kaanapali</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kahakuloa</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kapalua</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kihei</b>	13	7	6	86%	\$546,965	\$489,900	12%	\$450,000	\$510,000	-12%	\$7,110,550	\$3,429,300	107%
<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>	5	5	0	0%	\$568,800	\$789,800	-28%	\$595,000	\$565,000	5%	\$2,844,000	\$3,949,000	-28%
<b>Lahaina</b>	1	7	-6	-86%	\$653,800	\$585,357	12%	\$653,800	\$372,500	76%	\$653,800	\$4,097,500	-84%
<b>Lanai</b>	1	1	0	0%	\$215,000	\$245,000	-12%	\$215,000	\$245,000	-12%	\$215,000	\$245,000	-12%
<b>Makawao/Olinda/Haliimaile</b>	3	6	-3	-50%	\$490,133	\$285,250	72%	\$367,400	\$305,000	20%	\$1,470,400	\$1,711,500	-14%
<b>Maui Meadows</b>	1	1	0	0%	\$1,120,000	\$2,300,000	-51%	\$1,120,000	\$2,300,000	-51%	\$1,120,000	\$2,300,000	-51%
<b>Molokai</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Nahiku</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Napili/Kahana/Honokowai</b>	4	2	2	100%	\$707,575	\$513,500	38%	\$732,500	\$513,500	43%	\$2,830,299	\$1,027,000	176%
<b>Olowalu</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Pukalani</b>	6	2	4	200%	\$580,000	\$432,450	34%	\$562,500	\$432,450	30%	\$3,480,000	\$864,900	302%
<b>Sprecklesville/Paia/Kuau</b>	2	0	2	N/A	\$525,000	\$0	N/A	\$525,000	\$0	N/A	\$1,050,000	\$0	N/A
<b>Wailea/Makena</b>	3	1	2	200%	\$4,060,000	\$1,500,000	171%	\$1,999,999	\$1,500,000	33%	\$12,179,999	\$1,500,000	712%
<b>Maui Summary:</b>	63	50	13	26%	\$712,066	\$540,764	32%	\$550,000	\$399,000	38%	\$44,860,175	\$27,038,200	66%

## Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 1/31/2013 with 1/1/2012 thru 1/31/2012

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>Central</b>	11	7	4	57%	\$199,364	\$186,627	7%	\$215,000	\$130,000	65%	\$2,193,000	\$1,306,390	68%
<b>Hana</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kaanapali</b>	4	15	-11	-73%	\$1,404,575	\$468,260	200%	\$755,400	\$429,900	76%	\$5,618,300	\$7,023,900	-20%
<b>Kapalua</b>	2	5	-3	-60%	\$662,500	\$1,506,200	-56%	\$662,500	\$575,000	15%	\$1,325,000	\$7,531,000	-82%
<b>Kihei</b>	24	29	-5	-17%	\$338,577	\$290,491	17%	\$267,500	\$203,500	31%	\$8,125,840	\$8,424,240	-4%
<b>Lahaina</b>	3	4	-1	-25%	\$309,333	\$143,875	115%	\$335,000	\$117,500	185%	\$928,000	\$575,500	61%
<b>Lanai</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Maalaea</b>	3	1	2	200%	\$386,667	\$330,000	17%	\$370,000	\$330,000	12%	\$1,160,000	\$330,000	252%
<b>Molokai</b>	1	1	0	0%	\$91,000	\$60,000	52%	\$91,000	\$60,000	52%	\$91,000	\$60,000	52%
<b>Napili/Kahana/Honokowai</b>	9	18	-9	-50%	\$437,611	\$344,278	27%	\$400,000	\$290,000	38%	\$3,938,500	\$6,197,000	-36%
<b>Pukalani</b>	0	1	-1	-100%	\$0	\$372,000	-100%	\$0	\$372,000	-100%	\$0	\$372,000	-100%
<b>Sprecklesville/Paia/Kuau</b>	1	0	1	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A
<b>Wailea/Makena</b>	2	10	-8	-80%	\$546,250	\$751,000	-27%	\$546,250	\$600,000	-9%	\$1,092,500	\$7,510,000	-85%
<b>Maui Summary:</b>	60	91	-31	-34%	\$411,202	\$432,198	-5%	\$292,000	\$330,000	-12%	\$24,672,140	\$39,330,030	-37%

## Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 1/31/2013 with 1/1/2012 thru 1/31/2012

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>Central</b>	11	7	4	57%	\$199,364	\$186,627	7%	\$215,000	\$130,000	65%	\$2,193,000	\$1,306,390	68%
<b>Hana</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kaanapali</b>	4	13	-9	-69%	\$1,404,575	\$501,146	180%	\$755,400	\$449,900	68%	\$5,618,300	\$6,514,900	-14%
<b>Kapalua</b>	2	5	-3	-60%	\$662,500	\$1,506,200	-56%	\$662,500	\$575,000	15%	\$1,325,000	\$7,531,000	-82%
<b>Kihei</b>	24	29	-5	-17%	\$338,577	\$290,491	17%	\$267,500	\$203,500	31%	\$8,125,840	\$8,424,240	-4%
<b>Lahaina</b>	3	1	2	200%	\$309,333	\$320,000	-3%	\$335,000	\$320,000	5%	\$928,000	\$320,000	190%
<b>Lanai</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Maalaea</b>	2	1	1	100%	\$427,500	\$330,000	30%	\$427,500	\$330,000	30%	\$855,000	\$330,000	159%
<b>Molokai</b>	1	1	0	0%	\$91,000	\$60,000	52%	\$91,000	\$60,000	52%	\$91,000	\$60,000	52%
<b>Napili/Kahana/Honokowai</b>	8	12	-4	-33%	\$458,875	\$355,125	29%	\$412,500	\$317,000	30%	\$3,671,000	\$4,261,500	-14%
<b>Pukalani</b>	0	1	-1	-100%	\$0	\$372,000	-100%	\$0	\$372,000	-100%	\$0	\$372,000	-100%
<b>Sprecklesville/Paia/Kuau</b>	1	0	1	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A
<b>Wailea/Makena</b>	2	10	-8	-80%	\$546,250	\$751,000	-27%	\$546,250	\$600,000	-9%	\$1,092,500	\$7,510,000	-85%
<b>Maui Summary:</b>	58	80	-22	-28%	\$415,511	\$457,875	-9%	\$292,000	\$343,995	-15%	\$24,099,640	\$36,630,030	-34%

## Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2013 thru 1/31/2013 with 1/1/2012 thru 1/31/2012

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>	0	2	-2	-100%	\$0	\$254,500	-100%	\$0	\$254,500	-100%	\$0	\$509,000	-100%
<b>Kihei</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Lahaina</b>	0	3	-3	-100%	\$0	\$85,167	-100%	\$0	\$50,000	-100%	\$0	\$255,500	-100%
<b>Maalaea</b>	1	0	1	N/A	\$305,000	\$0	N/A	\$305,000	\$0	N/A	\$305,000	\$0	N/A
<b>Napili/Kahana/Honokowai</b>	1	6	-5	-83%	\$267,500	\$322,583	-17%	\$267,500	\$194,000	38%	\$267,500	\$1,935,500	-86%
<b>Maui Summary:</b>	2	11	-9	-82%	\$286,250	\$245,455	17%	\$286,250	\$185,000	55%	\$572,500	\$2,700,000	-79%

## Land Year To Date Sales Information

Comparing 1/1/2013 thru 1/31/2013 with 1/1/2012 thru 1/31/2012

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	0	2	-2	-100%	\$0	\$160,000	-100%	\$0	\$160,000	-100%	\$0	\$320,000	-100%
Haiku	1	2	-1	-50%	\$262,000	\$367,500	-29%	\$262,000	\$367,500	-29%	\$262,000	\$735,000	-64%
Hana	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kaanapali	1	1	0	0%	\$715,000	\$350,000	104%	\$715,000	\$350,000	104%	\$715,000	\$350,000	104%
Kahakuloa	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kapalua	0	1	-1	-100%	\$0	\$870,000	-100%	\$0	\$870,000	-100%	\$0	\$870,000	-100%
Kihei	0	1	-1	-100%	\$0	\$1,125,000	-100%	\$0	\$1,125,000	-100%	\$0	\$1,125,000	-100%
Kipahulu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kula/Ulupalakua/Kanaio	2	1	1	100%	\$2,316,500	\$1,500,000	54%	\$2,316,500	\$1,500,000	54%	\$4,633,000	\$1,500,000	209%
Lahaina	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Lanai	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Makawao/Olinda/Haliimaile	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Molokai	1	1	0	0%	\$287,000	\$45,000	538%	\$287,000	\$45,000	538%	\$287,000	\$45,000	538%
Nahiku	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Napili/Kahana/Honokowai	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Olowalu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Pukalani	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Sprecklesville/Paia/Kuau	2	0	2	N/A	\$672,500	\$0	N/A	\$672,500	\$0	N/A	\$1,345,000	\$0	N/A
Wailea/Makena	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Maui Summary:</b>	7	9	-2	-22%	\$1,034,571	\$549,444	88%	\$675,000	\$350,000	93%	\$7,242,000	\$4,945,000	46%