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February 12, 2016
 Aloha all!

Maui January 2016 Statistics

Brief Maui Statistics Overview:

Page 4 - January's Sales Unit Volume – Residential sales declined to 73 homes sold while Condominium sales declined to 82 units sold. Land sales declined to 5 lots sold in January. This decline is normal for the Dec. – Jan. transition most years.

Page 5 - January's Median SALES prices –The Residential median price increased to \$630,000 while the Condo median price declined to \$397,500. Land median price rose to \$850,000 (only 5 sales, with 3 highest between 850,000 and \$865,000).

Page 6 - Days on Market, Residential homes = 125, Condos = 113 DOM, Land = 46 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 one month, January 2016 to January 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 decreased (73 homes sold / -2 units / -3% change YTD), average sold price = \$741,086 (-2% change YTD), median price = \$630,000 (+9% change YTD) and total dollar volume sold = \$54,099,246 (-4%YTD).

YTD - Condo unit sales decreased (82 units sold / -1 units change/ -1% change YTD), average sold price = \$555,873 (+6% change YTD), median price = \$397,500 (+5%YTD). Total Condo dollar volume sold = \$45,581,559 (+5% change YTD).

Land – NOTE: Land Lot sales are such a small sampling that statistics in this property class are not necessarily reliable indicators. Big percentage changes may be misleading or misunderstood so be careful. Land lot sales declined (5 lots / -6 units / -55% YTD change), average sold price = \$610,822 (-29%), median price = \$850,000 (+21%), Total dollar volume = \$3,054,111 (-68% YTD).

Total sales for immediate past 12 months: Residential = 1,088 (with 11.9% being REO or Short Sale), Condo = 1,199 (6.2% REO or SS), Land = 148 (3.4% REO or SS).

NOTE: 36% of these Sales in the last 12 months have been CASH transactions.

As of February 12, 2016 - Active/Pending-Continue to Show/Contingent status inventory:

	Feb. '16	Jan.	Dec.'15	Nov.	Oct.	Sept.	Aug.	July	June	May	April	Mar.	Feb. '15
Homes	747	695	683	651	633	666	652	677	697	725	747	746	716
Condos	1,062	951	926	834	860	918	934	940	987	1,024	1,069	1,062	1,049
Land	377	370	393	379	381	380	362	371	366	369	360	383	392

Current Absorption Rate base on this month's Active/Pending-Continue to Show/Contingent status inventory divided by January Sales: Residential = 10.2 months, Condo = 13 months, Land = 75 months of inventory.

For Absorption Rate enthusiasts who calculate only pure "Active," (not any pending/contingent) divided by January Sales: Residential 598 "Active"/73 Sold = 8.2 months. Condo 906 / 82 Sold = 11 mos. Land 347 / 5 Sold = 69 months of inventory.

IN A NUT SHELL..... Monthly Residential and Condo Unit Sales numbers dipped (usually they do each January after end-of-year rush to close transactions). Canadian investors have been big participants in Maui's real estate market in past years, however the current Canadian Dollar exchange rate (.72 US \$) may motivate Canadian investors to sell, rather than buy.

Increased showings and sales, multiple offers on "well priced" listings, hesitant buyers 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 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 have started to nudge up and are predicted to rise later in 2015. 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 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 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.

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 1/31/2016

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	26	\$14,166,546	\$558,588	40	\$20,288,153	\$502,500	23	\$11,574,965	\$507,500
Haiku	5	\$3,983,000	\$848,000	1	\$415,000	\$415,000	4	\$2,477,000	\$650,500
Hana	1	\$435,000	\$435,000	0	\$0	\$0	2	\$749,900	\$374,950
Kaanapali	2	\$3,530,000	\$1,765,000	0	\$0	\$0	4	\$6,575,000	\$1,437,500
Kihei	10	\$6,688,000	\$624,500	14	\$9,489,449	\$647,275	17	\$12,692,000	\$680,000
Kipahulu	0	\$0	\$0	1	\$1,795,000	\$1,795,000	0	\$0	\$0
Kula/Ulupalakua/Kanaio	3	\$2,170,000	\$720,000	9	\$10,671,500	\$693,500	6	\$5,300,000	\$835,000
Lahaina	4	\$5,784,000	\$654,500	6	\$11,030,000	\$1,525,000	3	\$6,700,000	\$2,200,000
Lanai	1	\$545,000	\$545,000	1	\$365,000	\$365,000	3	\$1,394,000	\$417,000
Makawao/Olinda/Haliimaile	8	\$6,384,200	\$824,750	4	\$2,063,000	\$509,000	2	\$870,000	\$435,000
Maui Meadows	3	\$4,073,800	\$1,394,000	0	\$0	\$0	2	\$1,875,000	\$937,500
Molokai	2	\$470,000	\$235,000	3	\$1,119,700	\$473,500	1	\$135,000	\$135,000
Nahiku	0	\$0	\$0	1	\$540,000	\$540,000	1	\$265,000	\$265,000
Napili/Kahana/Honokowai	2	\$1,777,700	\$888,850	2	\$1,328,000	\$664,000	2	\$1,750,000	\$875,000
Pukalani	4	\$2,690,000	\$634,500	9	\$6,077,000	\$681,000	2	\$943,500	\$471,750
Sprecklesville/Paia/Kuau	2	\$1,402,000	\$701,000	1	\$425,000	\$425,000	1	\$849,000	\$849,000
Wailea/Makena	0	\$0	\$0	1	\$1,032,500	\$1,032,500	2	\$2,455,000	\$1,227,500
Maui Summary :	73	\$54,099,246	\$630,000	93	\$66,639,302	\$550,000	75	\$56,605,365	\$577,000

Condominium Monthly Sales Volume

For Month Ending 1/31/2016

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	10	\$3,478,000	\$373,500	9	\$2,821,000	\$320,000	11	\$2,640,900	\$290,000
Kaanapali	4	\$5,845,000	\$1,187,500	7	\$5,185,000	\$835,000	6	\$7,451,900	\$781,250
Kapalua	1	\$935,384	\$935,384	5	\$9,397,388	\$1,050,000	1	\$660,000	\$660,000
Kihei	24	\$8,976,000	\$315,500	44	\$16,444,749	\$353,000	34	\$13,913,000	\$331,250
Lahaina	14	\$7,009,575	\$511,000	5	\$5,436,000	\$420,000	8	\$3,677,570	\$424,210
Maalaea	4	\$1,519,000	\$382,500	5	\$1,564,300	\$267,300	2	\$676,500	\$338,250
Molokai	0	\$0	\$0	1	\$79,000	\$79,000	4	\$319,500	\$64,500
Napili/Kahana/Honokowai	19	\$8,048,500	\$410,000	15	\$5,497,900	\$410,000	9	\$3,709,300	\$440,000
Pukalani	0	\$0	\$0	1	\$485,000	\$485,000	0	\$0	\$0
Sprecklesville/Paia/Kuau	1	\$255,000	\$255,000	0	\$0	\$0	1	\$1,748,500	\$1,748,500
Wailea/Makena	5	\$9,515,100	\$1,900,100	9	\$18,445,500	\$1,040,000	7	\$8,627,250	\$625,000
Maui Summary :	82	\$45,581,559	\$397,500	101	\$65,355,837	\$410,000	83	\$43,424,420	\$378,000

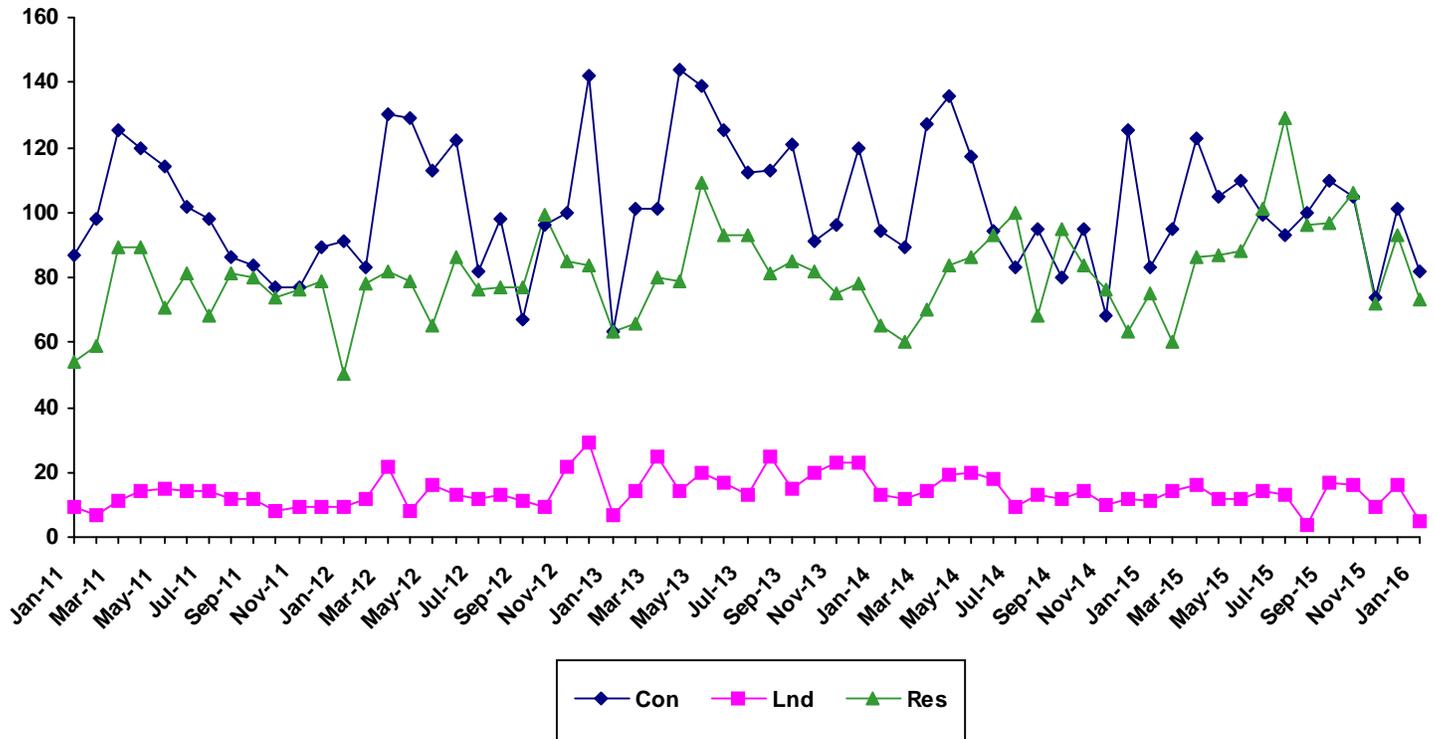
Land Monthly Sales Volume

For Month Ending 1/31/2016

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	1	\$245,000	\$245,000	7	\$3,118,000	\$220,000	4	\$1,774,450	\$415,000
Haiku	1	\$243,000	\$243,000	2	\$688,500	\$344,250	0	\$0	\$0
Hana	0	\$0	\$0	2	\$399,000	\$199,500	0	\$0	\$0
Kaanapali	0	\$0	\$0	0	\$0	\$0	1	\$600,000	\$600,000
Kihei	0	\$0	\$0	2	\$465,000	\$232,500	0	\$0	\$0
Kula/Ulupalakua/Kanaio	0	\$0	\$0	2	\$1,650,000	\$825,000	2	\$1,025,000	\$512,500
Lahaina	2	\$1,715,000	\$857,500	0	\$0	\$0	1	\$1,325,000	\$1,325,000
Makawao/Olinda/Haliimaile	1	\$851,111	\$851,111	0	\$0	\$0	1	\$2,500,000	\$2,500,000
Molokai	0	\$0	\$0	1	\$175,000	\$175,000	0	\$0	\$0
Pukalani	0	\$0	\$0	0	\$0	\$0	1	\$1,600,000	\$1,600,000
Wailea/Makena	0	\$0	\$0	0	\$0	\$0	1	\$700,000	\$700,000
Maui Summary :	5	\$3,054,111	\$850,000	16	\$6,495,500	\$281,750	11	\$9,524,450	\$700,000

Sales Unit Volume By Month

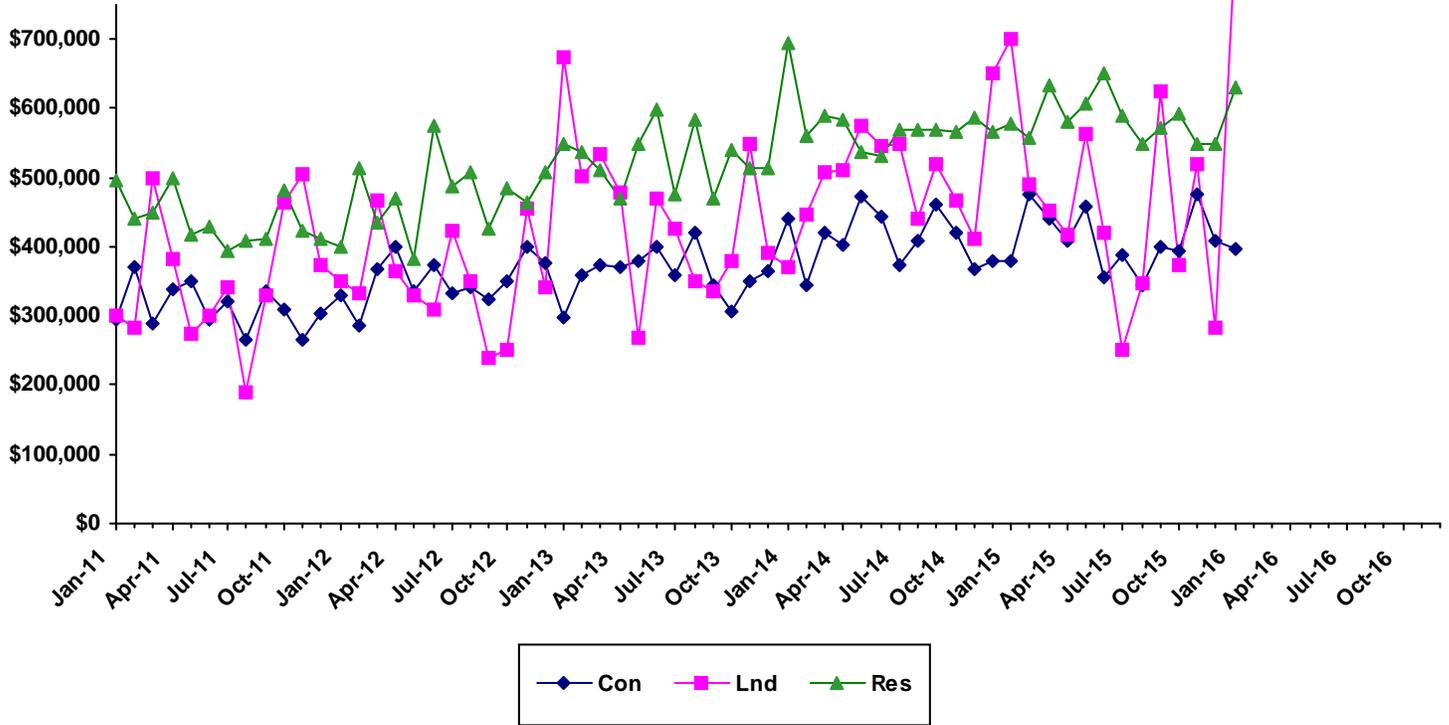
For Month Ending 1/31/2016



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

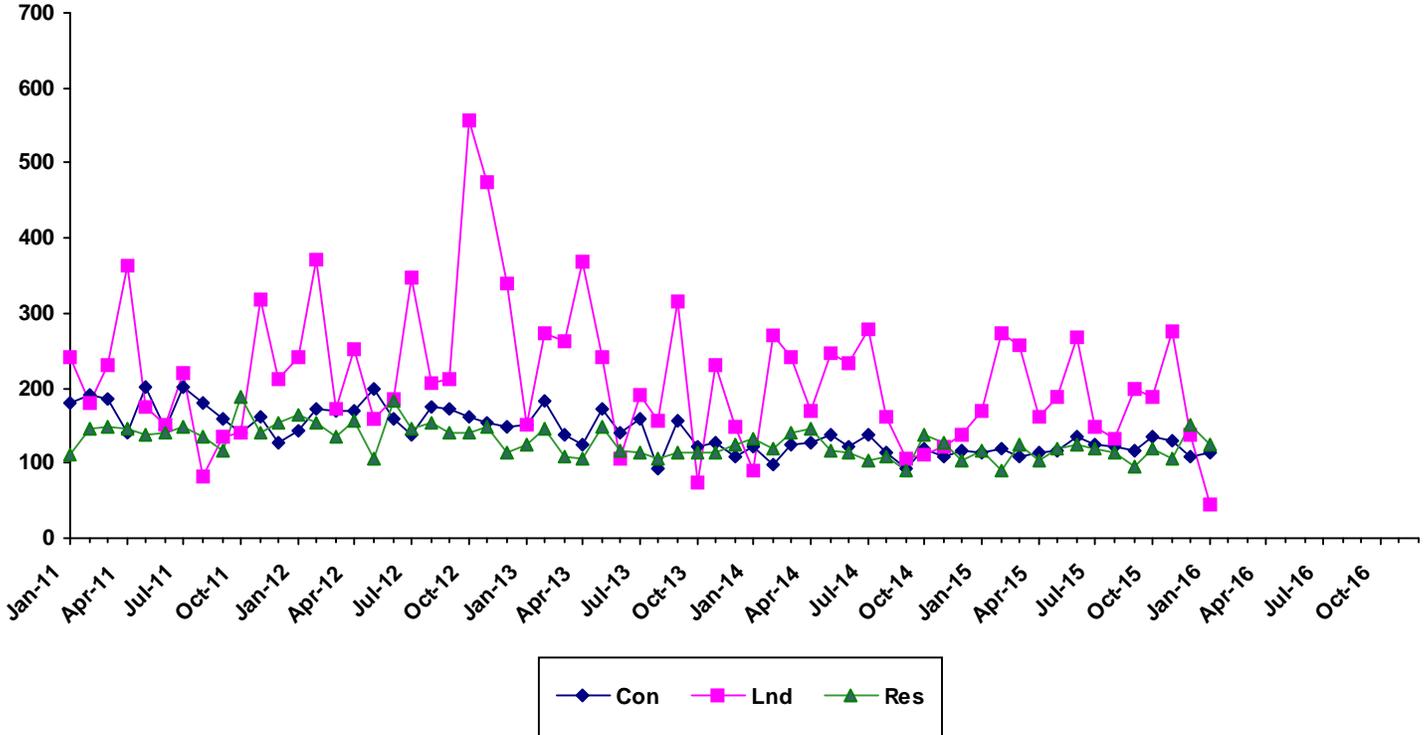
For Month Ending 1/31/2016



Month	2011			2012			2013			2014			2015			2016		
	Single Family	Condo	Land															
Jan	495415	295000	300000	399000	330000	350000	550000	297000	675000	695000	441000	370000	577000	378000	700000	630000	397500	850000
Feb	440000	371200	282500	513750	287000	333925	537500	360000	502500	560000	345000	447500	558625	475000	490000			
Mar	450000	289000	500000	435000	368043	467500	509500	375000	535000	590500	420000	507500	632625	440000	451000			
Apr	500000	338603	382500	469000	399000	365000	470000	370000	479500	583000	403500	510000	581000	410000	417500			
May	418000	349500	275000	382000	336000	330000	549000	380000	267500	537500	472000	575000	607098	459500	563750			
Jun	429000	294500	302000	575500	372990	310000	599000	400000	469260	530000	444500	545500	650000	355000	420000			
Jul	394500	320000	340000	488000	332000	422500	475000	357625	425000	570250	375000	550000	590000	389000	250000			
Aug	410000	266000	189500	509000	342450	350000	585000	420000	350000	570000	410000	440000	550000	345500	347500			
Sep	412000	334950	330000	425000	325000	238000	470000	345000	335000	570000	462500	520000	573300	399500	625000			
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 1/31/2016

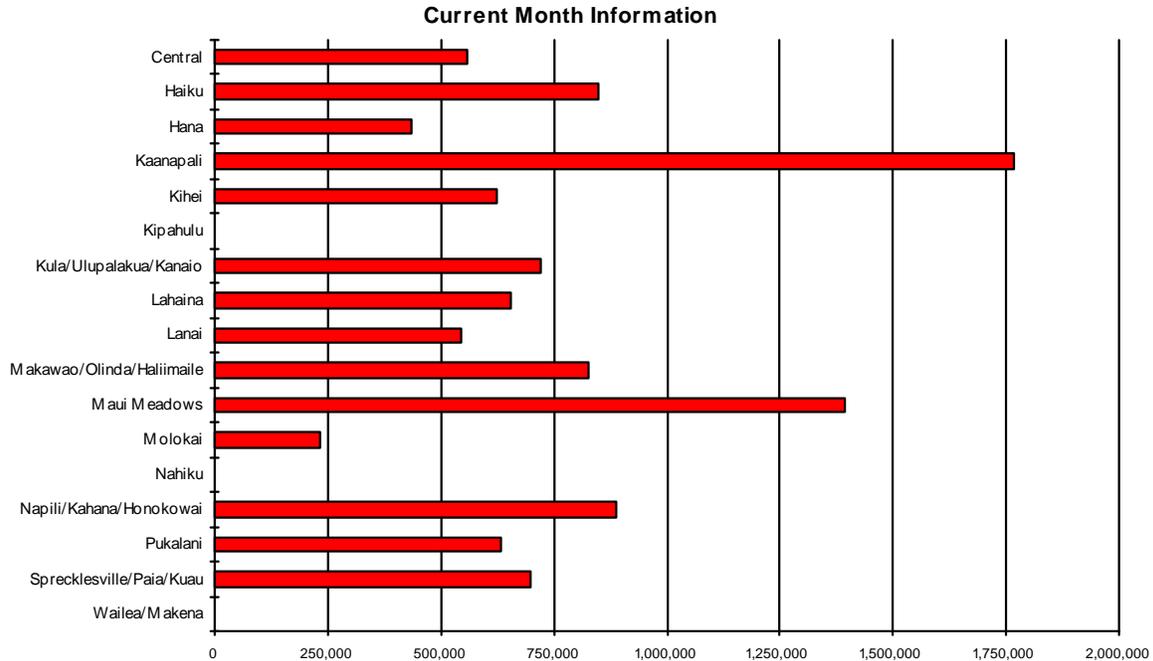


	2011			2012			2013			2014			2015			2016		
Month	Single Family	Condo	Land															
Jan	112	180	240	165	144	242	125	151	151	132	123	91	118	113	171	125	113	46
Feb	147	192	180	153	172	371	147	183	273	119	99	271	90.5	118	274			
Mar	150	185	231	136	171	173	110	137	263	141	124	241	124	108	256			
Apr	146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

SOURCE: REALTORS Association of Maui - www.RAMaui.com
 MLS Sale data - Information deemed reliable, however not guaranteed

Single Family Median Prices by Area

For Month Ending 1/31/2016

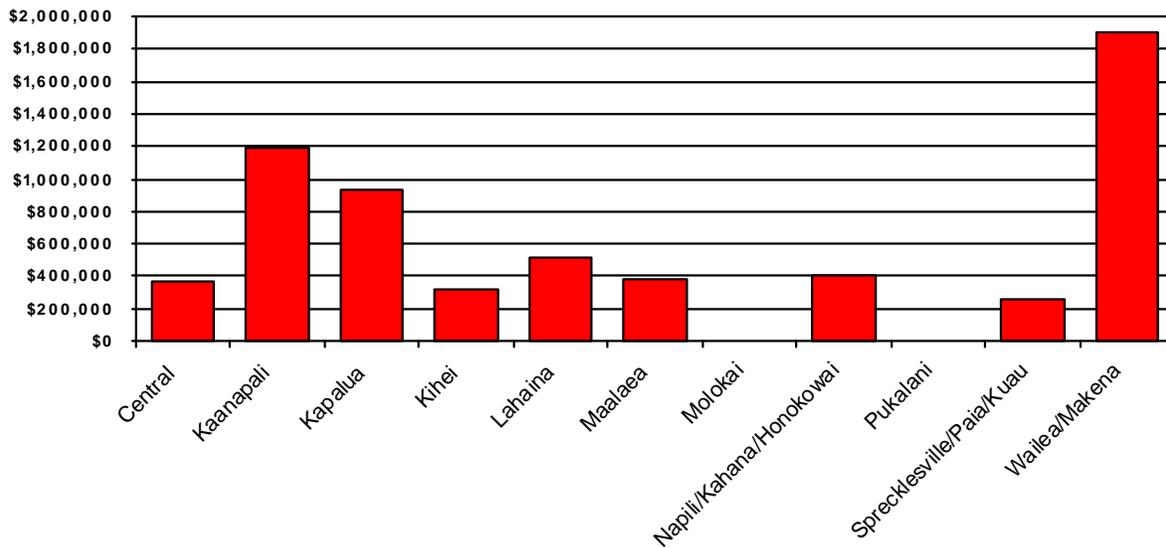


Area	Current Month	Previous Month	Year Ago Month
Central	\$558,588	\$502,500	\$507,500
Haiku	\$848,000	\$415,000	\$650,500
Hana	\$435,000	\$0	\$374,950
Kaanapali	\$1,765,000	\$0	\$1,437,500
Kihei	\$624,500	\$647,275	\$680,000
Kipahulu	\$0	\$1,795,000	\$0
Kula/Ulupalakua/Kanaio	\$720,000	\$693,500	\$835,000
Lahaina	\$654,500	\$1,525,000	\$2,200,000
Lanai	\$545,000	\$365,000	\$417,000
Makawao/Olinda/Haliimaile	\$824,750	\$509,000	\$435,000
Maui Meadows	\$1,394,000	\$0	\$937,500
Molokai	\$235,000	\$473,500	\$135,000
Nahiku	\$0	\$540,000	\$265,000
Napili/Kahana/Honokowai	\$888,850	\$664,000	\$875,000
Pukalani	\$634,500	\$681,000	\$471,750
Sprecklesville/Paia/Kuau	\$701,000	\$425,000	\$849,000
Wailea/Makena	\$0	\$1,032,500	\$1,227,500

Condominium Median Prices by Area

For Month Ending 1/31/2016

Current Month Information

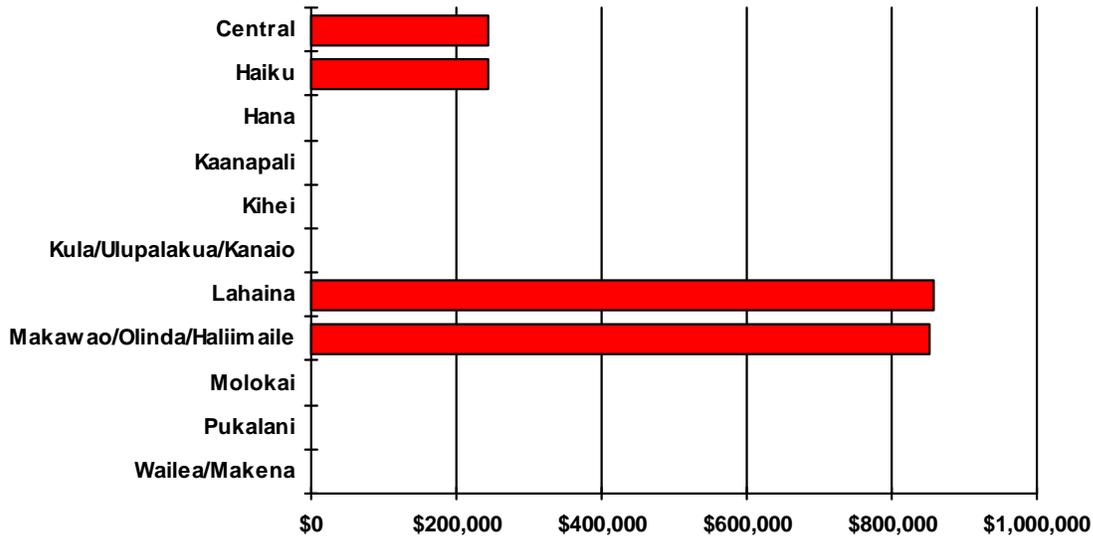


Area	Current Month	Previous Month	Year Ago Month
Central	\$373,500	\$320,000	\$290,000
Kaanapali	\$1,187,500	\$835,000	\$781,250
Kapalua	\$935,384	\$1,050,000	\$660,000
Kihei	\$315,500	\$353,000	\$331,250
Lahaina	\$511,000	\$420,000	\$424,210
Maalaea	\$382,500	\$267,300	\$338,250
Molokai	\$0	\$79,000	\$64,500
Napili/Kahana/Honokowai	\$410,000	\$410,000	\$440,000
Pukalani	\$0	\$485,000	\$0
Sprecklesville/Paia/Kuau	\$255,000	\$0	\$1,748,500
Wailea/Makena	\$1,900,100	\$1,040,000	\$625,000

Land Median Prices by Area

For Month Ending 1/31/2016

Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$245,000	\$220,000	\$415,000
Haiku	\$243,000	\$344,250	\$0
Hana	\$0	\$199,500	\$0
Kaanapali	\$0	\$0	\$600,000
Kihei	\$0	\$232,500	\$0
Kula/Ulupalakua/Kanaio	\$0	\$825,000	\$512,500
Lahaina	\$857,500	\$0	\$1,325,000
Makawao/Olinda/Haliimaile	\$851,111	\$0	\$2,500,000
Molokai	\$0	\$175,000	\$0
Pukalani	\$0	\$0	\$1,600,000
Wailea/Makena	\$0	\$0	\$700,000

Single Family Year To Date Sales Information

Comparing 1/1/2016 thru 1/31/2016 with 1/1/2015 thru 1/31/2015

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	26	23	3	13%	\$544,867	\$503,259	8%	\$558,588	\$507,500	10%	\$14,166,546	\$11,574,965	22%
Haiku	5	4	1	25%	\$796,600	\$619,250	29%	\$848,000	\$650,500	30%	\$3,983,000	\$2,477,000	61%
Hana	1	2	-1	-50%	\$435,000	\$374,950	16%	\$435,000	\$374,950	16%	\$435,000	\$749,900	-42%
Kaanapali	2	4	-2	-50%	\$1,765,000	\$1,643,750	7%	\$1,765,000	\$1,437,500	23%	\$3,530,000	\$6,575,000	-46%
Kahakuloa	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kapalua	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kihei	10	17	-7	-41%	\$668,800	\$746,588	-10%	\$624,500	\$680,000	-8%	\$6,688,000	\$12,692,000	-47%
Kipahulu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kula/Ulupalakua/Kanaio	3	6	-3	-50%	\$723,333	\$883,333	-18%	\$720,000	\$835,000	-14%	\$2,170,000	\$5,300,000	-59%
Lahaina	4	3	1	33%	\$1,446,000	\$2,233,333	-35%	\$654,500	\$2,200,000	-70%	\$5,784,000	\$6,700,000	-14%
Lanai	1	3	-2	-67%	\$545,000	\$464,667	17%	\$545,000	\$417,000	31%	\$545,000	\$1,394,000	-61%
Makawao/Olinda/Haliimaile	8	2	6	300%	\$798,025	\$435,000	83%	\$824,750	\$435,000	90%	\$6,384,200	\$870,000	634%
Maui Meadows	3	2	1	50%	\$1,357,933	\$937,500	45%	\$1,394,000	\$937,500	49%	\$4,073,800	\$1,875,000	117%
Molokai	2	1	1	100%	\$235,000	\$135,000	74%	\$235,000	\$135,000	74%	\$470,000	\$135,000	248%
Nahiku	0	1	-1	-100%	\$0	\$265,000	-100%	\$0	\$265,000	-100%	\$0	\$265,000	-100%
Napili/Kahana/Honokowai	2	2	0	0%	\$888,850	\$875,000	2%	\$888,850	\$875,000	2%	\$1,777,700	\$1,750,000	2%
Olowalu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Pukalani	4	2	2	100%	\$672,500	\$471,750	43%	\$634,500	\$471,750	34%	\$2,690,000	\$943,500	185%
Sprecklesville/Paia/Kuau	2	1	1	100%	\$701,000	\$849,000	-17%	\$701,000	\$849,000	-17%	\$1,402,000	\$849,000	65%
Wailea/Makena	0	2	-2	-100%	\$0	\$1,227,500	-100%	\$0	\$1,227,500	-100%	\$0	\$2,455,000	-100%
Maui Summary:	73	75	-2	-3%	\$741,086	\$754,738	-2%	\$630,000	\$577,000	9%	\$54,099,246	\$56,605,365	-4%

Condominium Year To Date Sales Information

Comparing 1/1/2016 thru 1/31/2016 with 1/1/2015 thru 1/31/2015

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	10	11	-1	-9%	\$347,800	\$240,082	45%	\$373,500	\$290,000	29%	\$3,478,000	\$2,640,900	32%
Kaanapali	4	6	-2	-33%	\$1,461,250	\$1,241,983	18%	\$1,187,500	\$781,250	52%	\$5,845,000	\$7,451,900	-22%
Kapalua	1	1	0	0%	\$935,384	\$660,000	42%	\$935,384	\$660,000	42%	\$935,384	\$660,000	42%
Kihei	24	34	-10	-29%	\$374,000	\$409,206	-9%	\$315,500	\$331,250	-5%	\$8,976,000	\$13,913,000	-35%
Lahaina	14	8	6	75%	\$500,684	\$459,696	9%	\$511,000	\$424,210	20%	\$7,009,575	\$3,677,570	91%
Lanai	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Maalaea	4	2	2	100%	\$379,750	\$338,250	12%	\$382,500	\$338,250	13%	\$1,519,000	\$676,500	125%
Molokai	0	4	-4	-100%	\$0	\$79,875	-100%	\$0	\$64,500	-100%	\$0	\$319,500	-100%
Napili/Kahana/Honokowai	19	9	10	111%	\$423,605	\$412,144	3%	\$410,000	\$440,000	-7%	\$8,048,500	\$3,709,300	117%
Pukalani	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Sprecklesville/Paia/Kuau	1	1	0	0%	\$255,000	\$1,748,500	-85%	\$255,000	\$1,748,500	-85%	\$255,000	\$1,748,500	-85%
Wailea/Makena	5	7	-2	-29%	\$1,903,020	\$1,232,464	54%	\$1,900,100	\$625,000	204%	\$9,515,100	\$8,627,250	10%
Maui Summary:	82	83	-1	-1%	\$555,873	\$523,186	6%	\$397,500	\$378,000	5%	\$45,581,559	\$43,424,420	5%

Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2016 thru 1/31/2016 with 1/1/2015 thru 1/31/2015

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
Central	10	11	-1	-9%	\$347,800	\$240,082	45%	\$373,500	\$290,000	29%	\$3,478,000	\$2,640,900	32%
Kaanapali	4	6	-2	-33%	\$1,461,250	\$1,241,983	18%	\$1,187,500	\$781,250	52%	\$5,845,000	\$7,451,900	-22%
Kapalua	1	1	0	0%	\$935,384	\$660,000	42%	\$935,384	\$660,000	42%	\$935,384	\$660,000	42%
Kihei	24	34	-10	-29%	\$374,000	\$409,206	-9%	\$315,500	\$331,250	-5%	\$8,976,000	\$13,913,000	-35%
Lahaina	13	8	5	63%	\$529,583	\$459,696	15%	\$517,000	\$424,210	22%	\$6,884,575	\$3,677,570	87%
Lanai	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Maalaea	3	2	1	50%	\$398,000	\$338,250	18%	\$405,000	\$338,250	20%	\$1,194,000	\$676,500	76%
Molokai	0	4	-4	-100%	\$0	\$79,875	-100%	\$0	\$64,500	-100%	\$0	\$319,500	-100%
Napili/Kahana/Honokowai	16	6	10	167%	\$470,688	\$408,883	15%	\$416,500	\$430,000	-3%	\$7,531,000	\$2,453,300	207%
Pukalani	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Sprecklesville/Paia/Kuau	1	1	0	0%	\$255,000	\$1,748,500	-85%	\$255,000	\$1,748,500	-85%	\$255,000	\$1,748,500	-85%
Wailea/Makena	5	7	-2	-29%	\$1,903,020	\$1,232,464	54%	\$1,900,100	\$625,000	204%	\$9,515,100	\$8,627,250	10%
Maui Summary:	77	80	-3	-4%	\$579,403	\$527,105	10%	\$410,000	\$377,250	9%	\$44,614,059	\$42,168,420	6%

Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2016 thru 1/31/2016 with 1/1/2015 thru 1/31/2015

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
Kaanapali	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kihei	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Lahaina	1	0	1	N/A	\$125,000	\$0	N/A	\$125,000	\$0	N/A	\$125,000	\$0	N/A
Maalaea	1	0	1	N/A	\$325,000	\$0	N/A	\$325,000	\$0	N/A	\$325,000	\$0	N/A
Napili/Kahana/Honokowai	3	3	0	0%	\$172,500	\$418,667	-59%	\$95,000	\$575,000	-83%	\$517,500	\$1,256,000	-59%
Maui Summary:	5	3	2	67%	\$193,500	\$418,667	-54%	\$125,000	\$575,000	-78%	\$967,500	\$1,256,000	-23%

Land Year To Date Sales Information

Comparing 1/1/2016 thru 1/31/2016 with 1/1/2015 thru 1/31/2015

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	1	4	-3	-75%	\$245,000	\$443,613	-45%	\$245,000	\$415,000	-41%	\$245,000	\$1,774,450	-86%
Haiku	1	0	1	N/A	\$243,000	\$0	N/A	\$243,000	\$0	N/A	\$243,000	\$0	N/A
Hana	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Honokohau	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kaanapali	0	1	-1	-100%	\$0	\$600,000	-100%	\$0	\$600,000	-100%	\$0	\$600,000	-100%
Kahakuloa	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kapalua	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kaupo	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kihei	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kula/Ulupalakua/Kanaio	0	2	-2	-100%	\$0	\$512,500	-100%	\$0	\$512,500	-100%	\$0	\$1,025,000	-100%
Lahaina	2	1	1	100%	\$857,500	\$1,325,000	-35%	\$857,500	\$1,325,000	-35%	\$1,715,000	\$1,325,000	29%
Lanai	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Makawao/Olinda/Haliimaile	1	1	0	0%	\$851,111	\$2,500,000	-66%	\$851,111	\$2,500,000	-66%	\$851,111	\$2,500,000	-66%
Maui Meadows	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Molokai	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	1	-1	-100%	\$0	\$1,600,000	-100%	\$0	\$1,600,000	-100%	\$0	\$1,600,000	-100%
Wailea/Makena	0	1	-1	-100%	\$0	\$700,000	-100%	\$0	\$700,000	-100%	\$0	\$700,000	-100%
Maui Summary:	5	11	-6	-55%	\$610,822	\$865,859	-29%	\$850,000	\$700,000	21%	\$3,054,111	\$9,524,450	-68%