



**REALTORS®**  
*Association of  
Maui, Inc.*

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January 4, 2008

Aloha All!

Attached are the Maui December 2007 Year-End Sales Statistics.

Brief overview:

Page 4 - December's Sales Volume - The number of Residential home SALES remained steady, while Condos and Land dropped slightly from November's sales number.

Page 5 - December's Median Residential SALES prices declined back to \$582,002, Condos down slightly to \$626,000 and Land rose to \$575,000.

Page 6 - Days on Market were up and down in the last quarter of 2007, with Dec. showing Residential homes=176 DOM, Condos=184 DOM and Land=160 DOM.

(Note: this is the average DOM for the properties that SOLD. If predominantly OLD inventory sells, it can move this indicator upward, and vice versa. Also, RAM's Days on Market are calculated from List Date to Closing date [not contract date]. As such, it includes approximately 60 days of escrow time.)

Pages 10 - 14 - "Year to Date Sales"

**Residential Homes** are showing gains (unit sales = 1138 [+5%] and dollar volume \$1,047,878,879 [+4%]) compared to 2006 Year-end.

**Condos** are off the 2006 mark on Unit Sales and Total Dollar Volume, however the Average and Median Prices have risen 4 and 6 percent respectively.

**Land Sales** still trail behind YTD2006 in all categories, Unit Sales, Avg. and Median Prices and Total Dollar Volume.

Better overview is available from these pages at the end of each year such as 2006's Year End (Dec. 2006) available at:

[http://www.mauiboard.com/download\\_files/file\\_1168463298.pdf](http://www.mauiboard.com/download_files/file_1168463298.pdf)

**January 4, 2008 - Active/Pending/Contingent status inventory:**

**RESIDENTIAL = 1087 homes**, Nov.(1,046), Oct.(1,016), Sept.(968), Aug.(958), July (943), June (972), May (985)

**CONDO = 1,368 units**, Nov.(1,325), Oct.(1,283), Sept.(1,334), Aug.(1,284), July (1,270), June (1,269), May (1,261)

**LAND (all sizes) = 514 Lots**, Nov.(492 lots), Oct.(497), Sept.(472), Aug.(469), July (465), June (474 lots), May (476 lots)

**IN A NUT SHELL..... It's a good time to buy..... and hold**

Despite some sad markets on the Mainland, folks still want to buy Maui.

Inventory of Condos, Homes and Land Lots has grown somewhat, and relatively low interest rates provide plenty of options for Buyers.

Buyers should get Pre-Approved so they can shop in confidence (no last minute disappointments due to non-funding loans).

Some "short-sales" are appearing on the marketplace.

Many Sellers resist the realities of the softened market and may be left behind as sales continue.

Realistic Sellers can beat competing properties with better property condition, **careful pricing**, good marketing, and flexible terms.

Zooming in on the figures of a specific geographic area or property type may lead to different conclusions that the overall view. (Choose carefully ;-)

**Disclaimer:** As always, I will remind everyone that Maui's market place is much smaller than Oahu's, and that 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 me at 270-4646.  
Mahalo and Happy New Year!

Terry Tolman

## Single Family Monthly Sales Volume

For Month Ending 12/31/2007

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	48	\$26,038,808	\$566,370	48	\$26,550,725	\$578,900	68	\$33,618,095	\$456,025
Haiku	2	\$2,125,000	\$1,062,500	3	\$3,842,000	\$942,000	6	\$6,752,000	\$952,500
Kaanapali	0	\$0	\$0	1	\$1,700,000	\$1,700,000	1	\$1,200,000	\$1,200,000
Kapalua	1	\$4,150,000	\$4,150,000	1	\$5,300,000	\$5,300,000	0	\$0	\$0
Keanae	0	\$0	\$0	0	\$0	\$0	1	\$234,000	\$234,000
Kihei	10	\$6,848,435	\$608,892	10	\$8,240,410	\$820,000	21	\$19,371,825	\$972,000
Kula/Ulupalakua/Kanaio	4	\$4,500,000	\$730,000	4	\$3,677,900	\$822,500	6	\$5,781,374	\$876,937
Lahaina	3	\$1,535,000	\$400,000	5	\$5,473,000	\$885,000	7	\$8,690,000	\$875,000
Lanai	3	\$1,275,000	\$455,000	0	\$0	\$0	0	\$0	\$0
Makawao/Olinda/Haliimaile	3	\$3,424,500	\$539,500	4	\$2,014,000	\$484,500	7	\$5,881,000	\$560,000
Maui Meadows	1	\$995,000	\$995,000	0	\$0	\$0	1	\$875,000	\$875,000
Napili/Kahana/Honokowai	3	\$2,999,000	\$985,000	1	\$875,000	\$875,000	6	\$5,870,000	\$895,000
Olowalu	1	\$500,000	\$500,000	0	\$0	\$0	0	\$0	\$0
Pukalani	3	\$1,775,000	\$500,000	2	\$1,825,000	\$912,500	3	\$1,778,000	\$650,000
Sprecklesville/Paia/Kuau	1	\$6,000,000	\$6,000,000	3	\$2,527,500	\$770,000	1	\$580,000	\$580,000
Wailea/Makena	2	\$12,740,000	\$6,370,000	1	\$901,000	\$901,000	1	\$1,246,950	\$1,246,950
<b>Maui Summary :</b>	<b>85</b>	<b>\$74,905,743</b>	<b>\$582,002</b>	<b>83</b>	<b>\$62,926,535</b>	<b>\$631,900</b>	<b>129</b>	<b>\$91,878,244</b>	<b>\$625,205</b>

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## Condominium Monthly Sales Volume

For Month Ending 12/31/2007

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Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	6	\$1,842,000	\$280,000	9	\$2,549,600	\$280,000	10	\$2,936,000	\$293,500
Kaanapali	2	\$2,620,000	\$1,310,000	2	\$2,800,000	\$1,400,000	2	\$2,167,000	\$1,083,500
Kapalua	4	\$7,390,000	\$1,547,500	1	\$5,100,000	\$5,100,000	1	\$760,000	\$760,000
Kihei	31	\$17,422,703	\$535,000	37	\$19,662,837	\$560,000	28	\$10,707,000	\$322,500
Lahaina	2	\$1,410,000	\$705,000	3	\$1,747,000	\$525,000	13	\$9,003,000	\$559,000
Lanai	1	\$291,000	\$291,000	2	\$3,105,000	\$1,552,500	0	\$0	\$0
Maalaea	1	\$827,000	\$827,000	1	\$277,000	\$277,000	1	\$323,000	\$323,000
Molokai	1	\$200,000	\$200,000	0	\$0	\$0	2	\$489,000	\$244,500
Napili/Kahana/Honokowai	7	\$3,320,500	\$510,000	9	\$6,283,000	\$674,000	15	\$11,709,999	\$620,000
Wailea/Makena	16	\$37,255,328	\$2,021,386	21	\$39,889,232	\$1,500,000	21	\$33,539,968	\$1,346,712
<b>Maui Summary :</b>	<b>71</b>	<b>\$72,578,531</b>	<b>\$626,000</b>	<b>85</b>	<b>\$81,413,669</b>	<b>\$635,000</b>	<b>93</b>	<b>\$71,634,967</b>	<b>\$525,000</b>

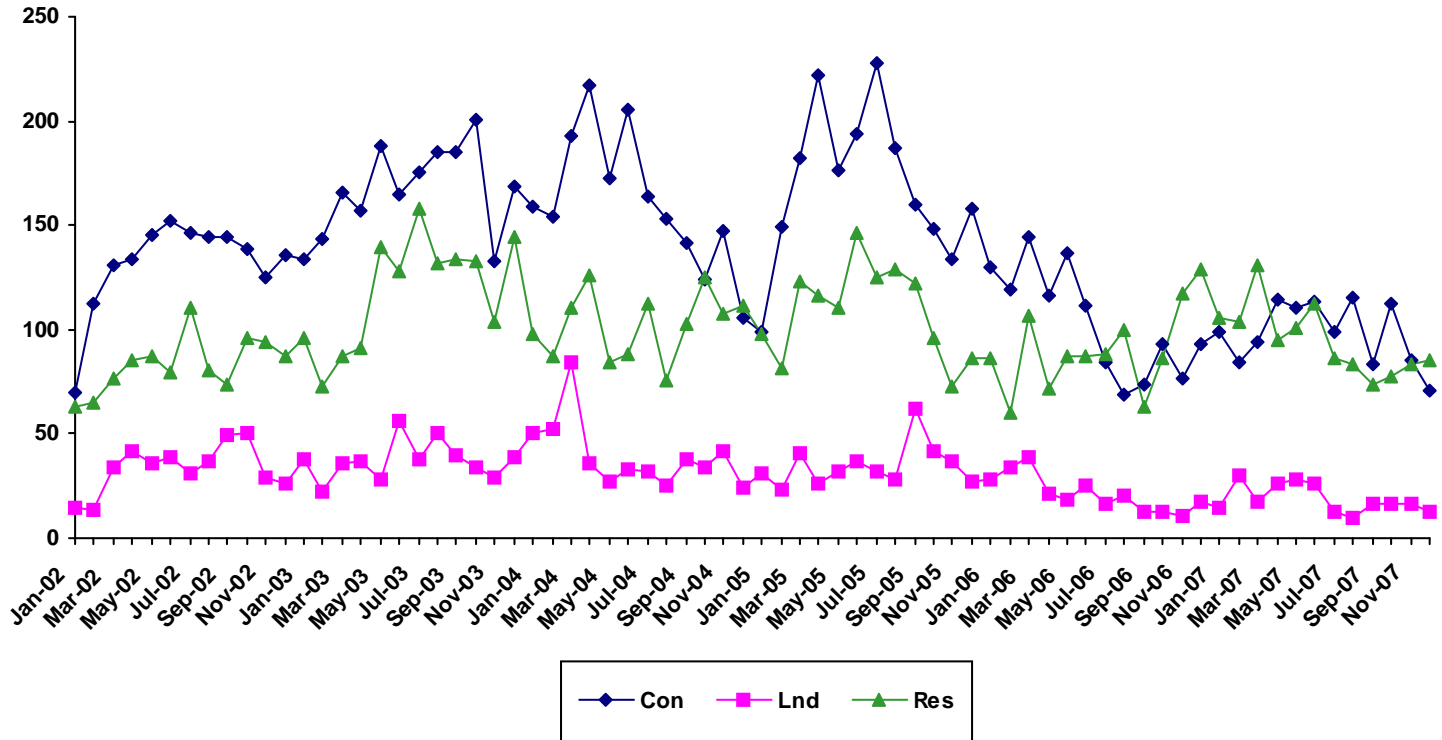
## Land Monthly Sales Volume

For Month Ending 12/31/2007

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	3	\$1,477,000	\$552,000	4	\$1,720,000	\$380,000	4	\$3,186,668	\$690,834
Haiku	2	\$910,000	\$455,000	1	\$280,000	\$280,000	1	\$355,000	\$355,000
Hana	2	\$2,281,999	\$1,141,000	0	\$0	\$0	0	\$0	\$0
Kaanapali	1	\$800,000	\$800,000	0	\$0	\$0	1	\$593,000	\$593,000
Kapalua	1	\$2,175,000	\$2,175,000	1	\$4,500,000	\$4,500,000	1	\$1,550,000	\$1,550,000
Kaupo	0	\$0	\$0	1	\$505,000	\$505,000	0	\$0	\$0
Kihei	0	\$0	\$0	0	\$0	\$0	2	\$2,840,000	\$1,420,000
Kula/Ulupalakua/Kanaio	1	\$808,000	\$808,000	2	\$846,000	\$423,000	3	\$13,050,000	\$4,000,000
Lahaina	1	\$550,000	\$550,000	0	\$0	\$0	3	\$2,557,472	\$767,472
Maui Meadows	0	\$0	\$0	0	\$0	\$0	1	\$575,000	\$575,000
Molokai	0	\$0	\$0	1	\$15,000	\$15,000	0	\$0	\$0
Nahiku	0	\$0	\$0	2	\$2,525,000	\$1,262,500	0	\$0	\$0
Olowalu	0	\$0	\$0	3	\$3,765,000	\$1,275,000	0	\$0	\$0
Pukalani	0	\$0	\$0	0	\$0	\$0	1	\$335,000	\$335,000
Wailea/Makena	2	\$2,650,000	\$1,325,000	1	\$1,050,000	\$1,050,000	0	\$0	\$0
<b>Maui Summary :</b>	<b>13</b>	<b>\$11,651,999</b>	<b>\$575,000</b>	<b>16</b>	<b>\$15,206,000</b>	<b>\$465,000</b>	<b>17</b>	<b>\$25,042,140</b>	<b>\$767,472</b>

# Sales Volume By Month

For Month Ending 12/31/2007

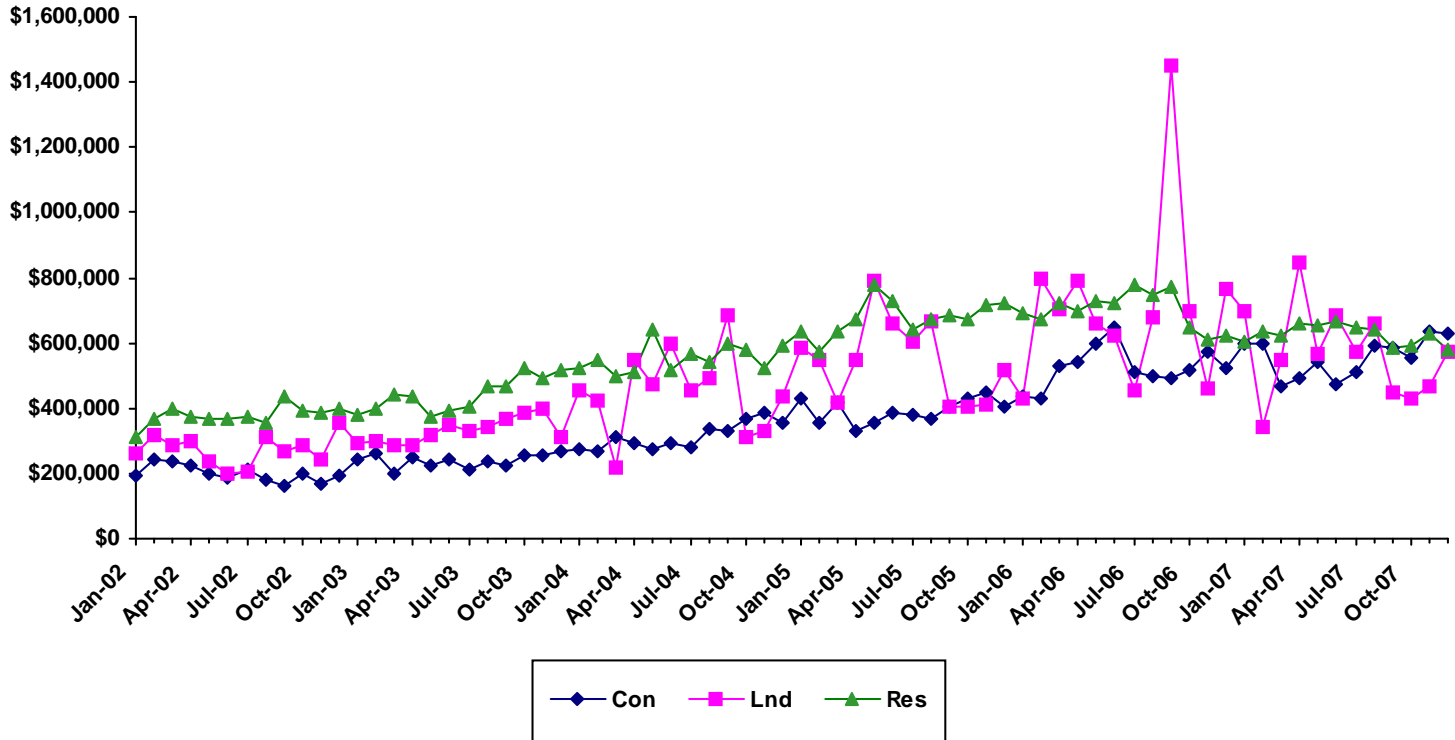


Month	2002			2003			2004			2005			2006			2007		
	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	63	70	15	96	134	38	98	159	50	98	99	31	86	130	28	106	99	15
Feb	65	112	14	73	143	22	87	154	52	81	149	23	60	119	34	104	84	30
Mar	77	131	34	87	166	36	110	193	84	123	182	41	107	144	39	131	94	17
Apr	85	134	42	91	157	37	126	217	36	116	222	26	72	116	21	95	114	26
May	87	145	36	140	188	28	84	172	27	110	176	32	87	137	18	101	110	28
Jun	79	152	39	128	165	56	88	205	33	146	194	37	87	111	25	112	113	26
Jul	110	146	31	158	175	38	112	164	32	125	228	32	88	84	16	86	99	13
Aug	80	144	37	132	185	50	76	153	25	129	187	28	100	69	20	83	115	10
Sep	74	144	49	134	185	40	103	141	38	122	160	62	63	74	13	74	83	16
Oct	96	139	50	133	201	34	125	124	34	96	148	42	86	93	13	78	112	16
Nov	94	125	29	104	133	29	108	147	42	73	134	37	117	77	11	83	85	16
Dec	87	136	26	144	169	39	111	106	24	86	158	27	129	93	17	85	71	13

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

# Sales Median By Month

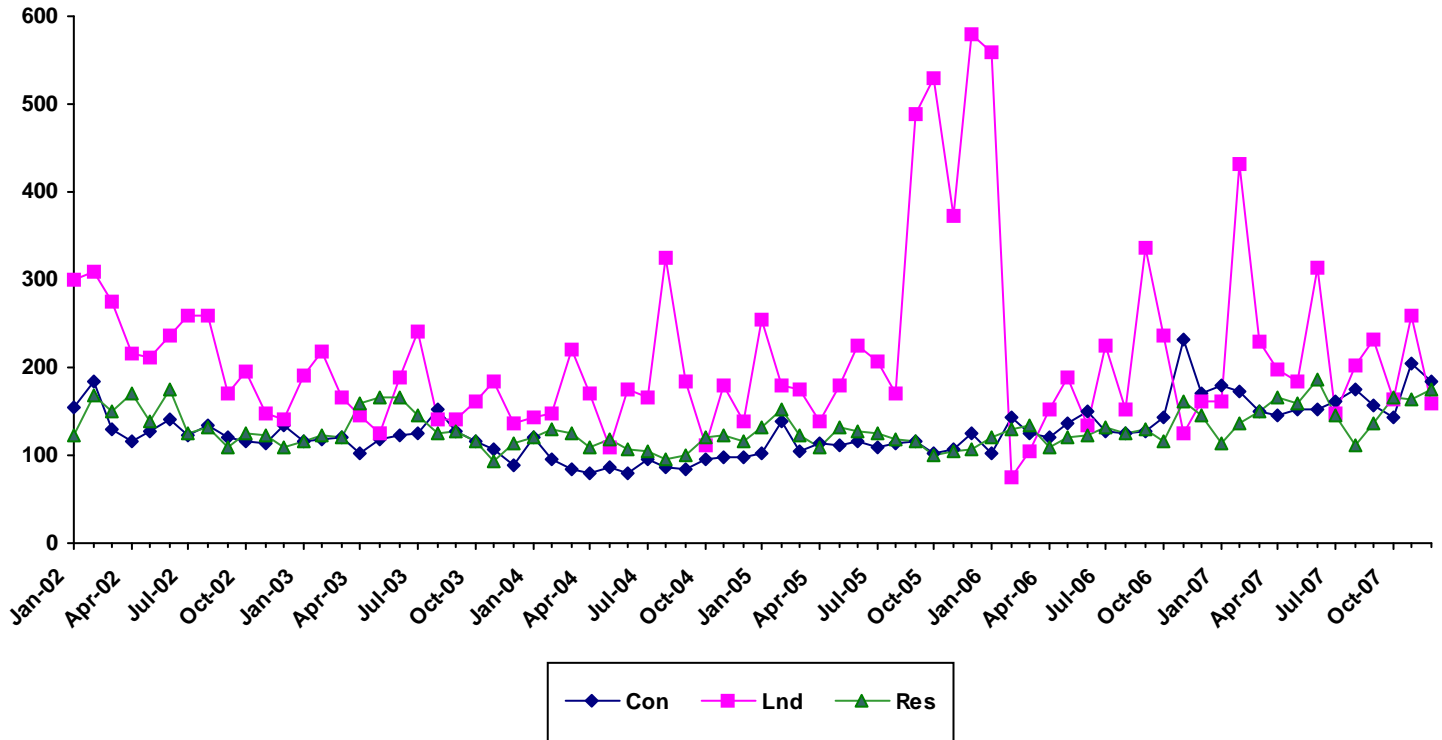
For Month Ending 12/31/2007



Month	2002			2003			2004			2005			2006			2007		
	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	310000	191000	262760	379500	239813	292500	520000	275000	454500	632500	430000	584100	690500	433872	430000	602000	600000	700000
Feb	367000	245000	315000	400000	260000	298500	550000	267450	421500	575000	353523	550000	669500	430100	800000	635000	596000	342000
Mar	400000	238000	287500	442000	199750	284750	499000	310000	218750	635000	416250	415000	725000	527625	701000	625000	469250	550000
Apr	375000	226250	301501	436739	250000	285000	512500	295000	550000	674000	329500	547500	700000	539500	790000	662000	493500	843750
May	369000	199000	237760	372500	222500	316450	640000	277000	475000	780000	352500	793750	729000	600000	657500	653746	539063	567000
Jun	365000	187988	200000	395000	243000	350000	516000	295000	600000	727500	387500	662145	725000	649000	625000	667000	475000	682500
Jul	375000	210000	205000	406500	214000	328000	567000	277425	452500	642600	380000	603479	780000	512500	452500	650000	510000	575000
Aug	352000	179500	310000	468500	235000	340000	542500	339000	490000	670000	366500	667500	749500	495000	680000	639996	592000	662500
Sep	437000	159500	268000	464500	222000	369500	596000	330000	687500	687250	405000	405000	769000	494500	1450000	586000	586000	450000
Oct	391220	200000	284775	520000	255000	388000	580000	367500	312500	674500	429500	405000	650000	515000	700000	591000	552000	432500
Nov	388500	168000	242500	492500	255000	398050	525000	385000	333000	719000	450000	410000	609881	575000	460000	631900	635000	465000
Dec	400000	196000	355000	515000	269000	310150	590000	355000	436000	722500	402500	514000	625205	525000	767472	582002	626000	575000

# Sales Days on Market By Month

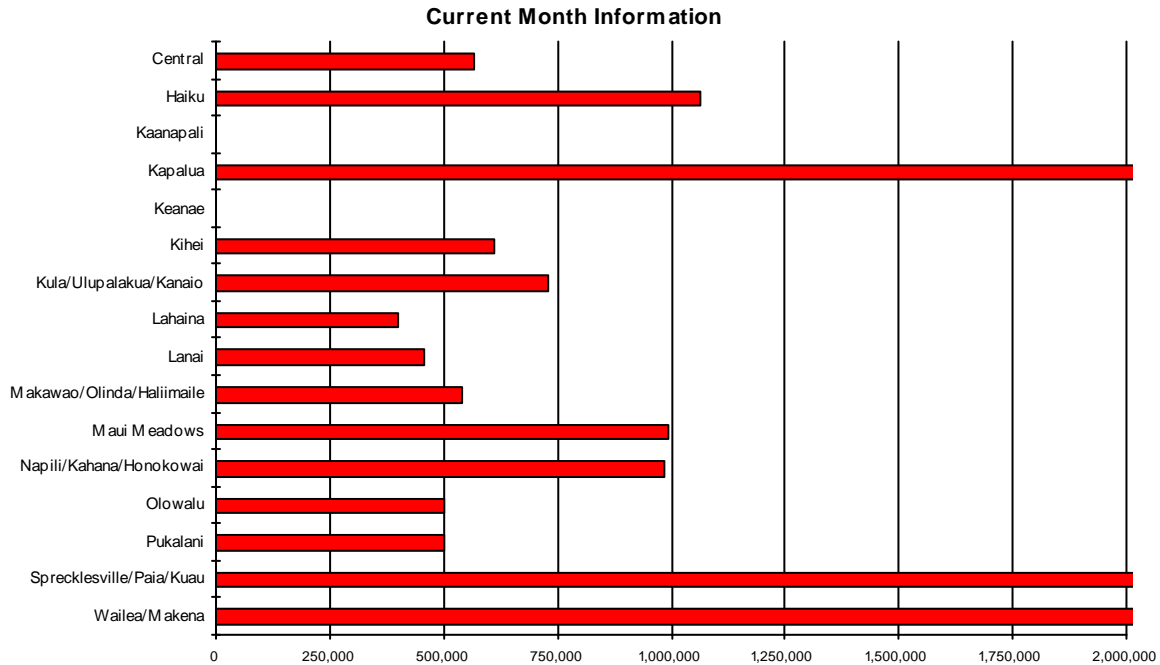
For Month Ending 12/31/2007



	2002			2003			2004			2005			2006			2007		
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	122	156	299	117	116	191	120	121	143	132	102	255	121	102	558	113	180	162
Feb	169	185	310	122	119	219	130	95	148	153	140	179	130	144	75	138	174	432
Mar	150	130	275	120	120	165	124	83	221	123	104	176	134	126	104	150	150	230
Apr	170	117	215	158	103	145	109	79	170	110	113	139	108	121	152	166	145	197
May	139	127	212	167	119	125	119	86	108	132	111	181	121	136	189	158	153	184
Jun	176	142	236	167	122	190	106	80	175	128	116	224	123	151	133	186	152	314
Jul	125	124	258	146	125	242	105	95.5	166	126	109	207	131	127	224	146	161	147
Aug	131	135	259	125	153	141	95	87	325	119	115	170	125	126	153	112	175	203
Sep	109	120	170	128	128	140	101	85	184	117	115	489	129	128	337	137	157	231
Oct	125	117	195	116	115	161	120	96	113	101	103	530	116	144	236	165	143	163
Nov	123	114	148	93	106	184	123	97	180	105	106	372	162	232	124	163	204	259
Dec	109	134	142	113	88	138	117	98	139	106	126	580	145	170	161	176	184	160

# Single Family Median Prices by Area

For Month Ending 12/31/2007



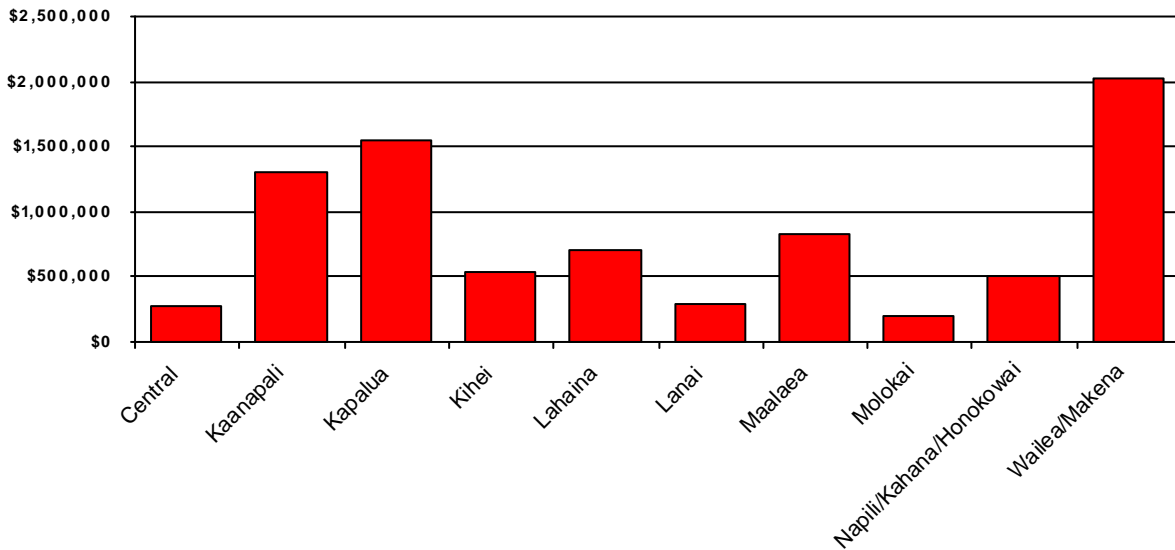
Area	Current Month	Previous Month	Year Ago Month
Central	\$566,370	\$578,900	\$456,025
Haiku	\$1,062,500	\$942,000	\$952,500
Kaanapali	\$0	\$1,700,000	\$1,200,000
Kapalua	\$4,150,000	\$5,300,000	\$0
Keanae	\$0	\$0	\$234,000
Kihei	\$608,892	\$820,000	\$972,000
Kula/Upalakua/Kanaio	\$730,000	\$822,500	\$876,937
Lahaina	\$400,000	\$885,000	\$875,000
Lanai	\$455,000	\$0	\$0
Makawao/Olinda/Haliimaile	\$539,500	\$484,500	\$560,000
Maui Meadows	\$995,000	\$0	\$875,000
Napili/Kahana/Honokowai	\$985,000	\$875,000	\$895,000
Olowalu	\$500,000	\$0	\$0
Pukalani	\$500,000	\$912,500	\$650,000
Sprecklesville/Paia/Kuau	\$6,000,000	\$770,000	\$580,000
Wailea/Makena	\$6,370,000	\$901,000	\$1,246,950



# Condominium Median Prices by Area

For Month Ending 12/31/2007

Current Month Information

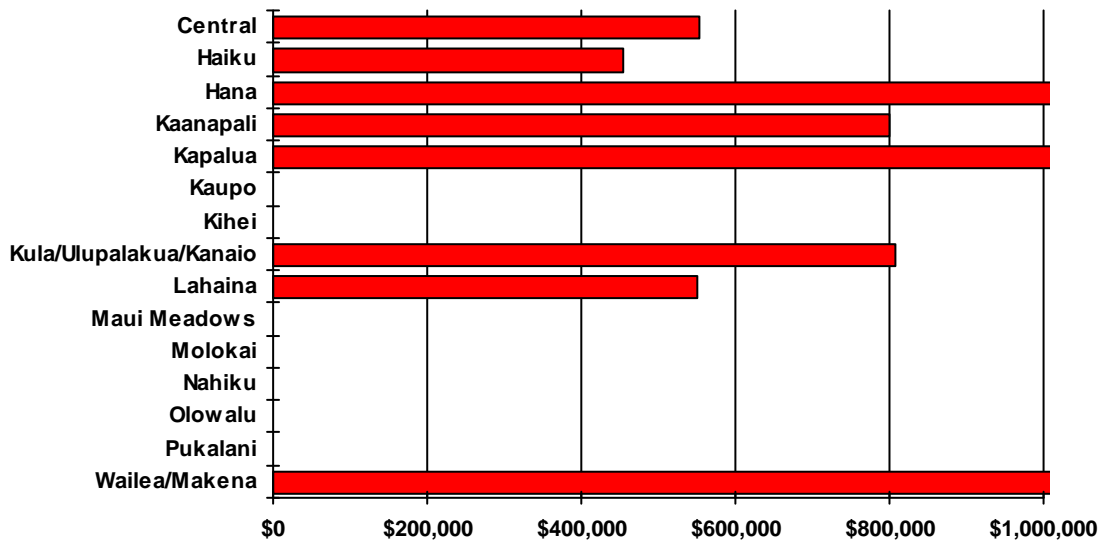


Area	Current Month	Previous Month	Year Ago Month
Central	\$280,000	\$280,000	\$293,500
Kaanapali	\$1,310,000	\$1,400,000	\$1,083,500
Kapalua	\$1,547,500	\$5,100,000	\$760,000
Kihei	\$535,000	\$560,000	\$322,500
Lahaina	\$705,000	\$525,000	\$559,000
Lanai	\$291,000	\$1,552,500	\$0
Maalaea	\$827,000	\$277,000	\$323,000
Molokai	\$200,000	\$0	\$244,500
Napili/Kahana/Honokowai	\$510,000	\$674,000	\$620,000
Wailea/Makena	\$2,021,386	\$1,500,000	\$1,346,712

# Land Median Prices by Area

For Month Ending 12/31/2007

## Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$552,000	\$380,000	\$690,834
Haiku	\$455,000	\$280,000	\$355,000
Hana	\$1,141,000	\$0	\$0
Kaanapali	\$800,000	\$0	\$593,000
Kapalua	\$2,175,000	\$4,500,000	\$1,550,000
Kaupo	\$0	\$505,000	\$0
Kihei	\$0	\$0	\$1,420,000
Kula/Ulupalakua/Kanaio	\$808,000	\$423,000	\$4,000,000
Lahaina	\$550,000	\$0	\$767,472
Maui Meadows	\$0	\$0	\$575,000
Molokai	\$0	\$15,000	\$0
Nahiku	\$0	\$1,262,500	\$0
Olowalu	\$0	\$1,275,000	\$0
Pukalani	\$0	\$0	\$335,000
Wailea/Makena	\$1,325,000	\$1,050,000	\$0

# Single Family Year To Date Sales Information

Comparing 1/1/2007 thru 12/31/2007 with 1/1/2006 thru 12/31/2006

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>	512	371	141	38%	\$538,048	\$592,022	-9%	\$558,941	\$597,240	-6%	\$275,480,632	\$219,640,103	25%
<b>Haiku</b>	59	69	-10	-14%	\$1,148,784	\$1,080,562	6%	\$942,000	\$895,000	5%	\$67,778,250	\$74,558,790	-9%
<b>Hana</b>	8	6	2	33%	\$805,438	\$1,044,167	-23%	\$712,500	\$1,167,500	-39%	\$6,443,500	\$6,265,000	3%
<b>Kaanapali</b>	18	16	2	13%	\$2,450,514	\$2,306,375	6%	\$2,300,875	\$2,222,500	4%	\$44,109,250	\$36,902,000	20%
<b>Kahakuloa</b>	2	0	2	N/A	\$1,287,900	\$0	N/A	\$1,287,900	\$0	N/A	\$2,575,800	\$0	N/A
<b>Kapalua</b>	12	4	8	200%	\$5,441,996	\$3,725,000	46%	\$4,150,000	\$3,700,000	12%	\$65,303,950	\$14,900,000	338%
<b>Keanae</b>	1	1	0	0%	\$865,000	\$234,000	270%	\$865,000	\$234,000	270%	\$865,000	\$234,000	270%
<b>Kihei</b>	182	210	-28	-13%	\$807,552	\$898,876	-10%	\$729,850	\$757,500	-4%	\$146,974,552	\$188,763,895	-22%
<b>Kula/Ulupalakua/Kanaio</b>	70	82	-12	-15%	\$1,019,081	\$1,046,162	-3%	\$764,000	\$820,000	-7%	\$71,335,700	\$85,785,274	-17%
<b>Lahaina</b>	40	58	-18	-31%	\$1,658,941	\$1,309,674	27%	\$1,125,000	\$962,500	17%	\$66,357,637	\$75,961,074	-13%
<b>Lanai</b>	19	14	5	36%	\$1,053,316	\$398,000	165%	\$425,000	\$405,000	5%	\$20,013,000	\$5,572,000	259%
<b>Makawao/Olinda/Haliimaile</b>	48	58	-10	-17%	\$619,063	\$742,334	-17%	\$571,250	\$637,500	-10%	\$29,715,000	\$43,055,383	-31%
<b>Maui Meadows</b>	11	20	-9	-45%	\$1,351,182	\$1,516,500	-11%	\$1,197,000	\$1,100,000	9%	\$14,863,000	\$30,330,000	-51%
<b>Molokai</b>	3	13	-10	-77%	\$520,000	\$768,038	-32%	\$415,000	\$450,000	-8%	\$1,560,000	\$9,984,500	-84%
<b>Nahiku</b>	1	2	-1	-50%	\$925,000	\$975,000	-5%	\$925,000	\$975,000	-5%	\$925,000	\$1,950,000	-53%
<b>Napili/Kahana/Honokowai</b>	37	38	-1	-3%	\$1,312,459	\$1,123,842	17%	\$985,000	\$995,000	-1%	\$48,561,000	\$42,706,000	14%
<b>Olowalu</b>	1	0	1	N/A	\$500,000	\$0	N/A	\$500,000	\$0	N/A	\$500,000	\$0	N/A
<b>Pukalani</b>	55	60	-5	-8%	\$700,114	\$707,330	-1%	\$667,000	\$697,500	-4%	\$38,506,250	\$42,439,800	-9%
<b>Sprecklesville/Paia/Kuau</b>	23	28	-5	-18%	\$1,180,984	\$803,815	47%	\$635,000	\$621,500	2%	\$27,162,625	\$22,506,826	21%
<b>Wailea/Makena</b>	36	32	4	13%	\$3,301,354	\$3,396,829	-3%	\$2,028,500	\$2,065,000	-2%	\$118,848,733	\$108,698,512	9%
<b>Maui Summary:</b>	1138	1082	56	5%	\$920,807	\$933,691	-1%	\$630,069	\$690,000	-9%	1,047,878,879	1,010,253,157	4%

## Condominium Year To Date Sales Information

Comparing 1/1/2007 thru 12/31/2007 with 1/1/2006 thru 12/31/2006

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>	85	149	-64	-43%	\$300,705	\$294,206	2%	\$300,000	\$290,000	3%	\$25,559,910	\$43,836,645	-42%
<b>Hana</b>	1	3	-2	-67%	\$289,000	\$317,900	-9%	\$289,000	\$312,200	-7%	\$289,000	\$953,700	-70%
<b>Kaanapali</b>	55	73	-18	-25%	\$1,332,865	\$1,437,281	-7%	\$1,100,000	\$1,300,000	-15%	\$73,307,580	\$104,921,500	-30%
<b>Kapalua</b>	34	29	5	17%	\$1,630,971	\$1,653,345	-1%	\$1,256,500	\$1,100,000	14%	\$55,452,999	\$47,946,999	16%
<b>Kihei</b>	485	401	84	21%	\$469,617	\$447,930	5%	\$427,000	\$395,000	8%	\$227,764,053	\$179,619,764	27%
<b>Lahaina</b>	75	82	-7	-9%	\$611,567	\$610,799	0%	\$529,000	\$536,000	-1%	\$45,867,500	\$50,085,500	-8%
<b>Lanai</b>	9	3	6	200%	\$1,798,963	\$2,553,267	-30%	\$2,279,663	\$2,384,800	-4%	\$16,190,663	\$7,659,800	111%
<b>Maalaea</b>	28	38	-10	-26%	\$501,007	\$621,711	-19%	\$500,000	\$650,000	-23%	\$14,028,200	\$23,625,000	-41%
<b>Makawao/Olinda/Haliimaile</b>	0	1	-1	-100%	\$0	\$324,000	-100%	\$0	\$324,000	-100%	\$0	\$324,000	-100%
<b>Molokai</b>	7	11	-4	-36%	\$280,886	\$1,079,455	-74%	\$305,000	\$315,000	-3%	\$1,966,200	\$11,874,000	-83%
<b>Napili/Kahana/Honokowai</b>	163	250	-87	-35%	\$593,573	\$583,114	2%	\$550,000	\$534,500	3%	\$96,752,349	\$145,778,615	-34%
<b>Pukalani</b>	0	2	-2	-100%	\$0	\$627,500	-100%	\$0	\$627,500	-100%	\$0	\$1,255,000	-100%
<b>Sprecklesville/Paia/Kuau</b>	4	3	1	33%	\$1,422,250	\$1,420,833	0%	\$1,304,500	\$1,862,500	-30%	\$5,689,000	\$4,262,500	33%
<b>Wailea/Makena</b>	233	202	31	15%	\$1,717,677	\$1,753,226	-2%	\$1,328,775	\$1,375,181	-3%	\$400,218,813	\$354,151,622	13%
<b>Maui Summary:</b>	1179	1247	-68	-5%	\$816,867	\$782,915	4%	\$550,000	\$518,000	6%	\$963,086,267	\$976,294,645	-1%

## Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2007 thru 12/31/2007 with 1/1/2006 thru 12/31/2006

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>	85	149	-64	-43%	\$300,705	\$294,206	2%	\$300,000	\$290,000	3%	\$25,559,910	\$43,836,645	-42%
<b>Hana</b>	1	3	-2	-67%	\$289,000	\$317,900	-9%	\$289,000	\$312,200	-7%	\$289,000	\$953,700	-70%
<b>Kaanapali</b>	54	69	-15	-22%	\$1,349,029	\$1,481,036	-9%	\$1,124,500	\$1,350,000	-17%	\$72,847,580	\$102,191,500	-29%
<b>Kapalua</b>	34	29	5	17%	\$1,630,971	\$1,653,345	-1%	\$1,256,500	\$1,100,000	14%	\$55,452,999	\$47,946,999	16%
<b>Kihei</b>	481	396	85	21%	\$468,677	\$445,578	5%	\$425,000	\$394,450	8%	\$225,433,493	\$176,448,764	28%
<b>Lahaina</b>	75	76	-1	-1%	\$611,567	\$634,336	-4%	\$529,000	\$542,500	-2%	\$45,867,500	\$48,209,500	-5%
<b>Lanai</b>	9	3	6	200%	\$1,798,963	\$2,553,267	-30%	\$2,279,663	\$2,384,800	-4%	\$16,190,663	\$7,659,800	111%
<b>Maalaea</b>	17	22	-5	-23%	\$586,912	\$717,909	-18%	\$635,000	\$676,250	-6%	\$9,977,500	\$15,794,000	-37%
<b>Makawao/Olinda/Haliimaile</b>	0	1	-1	-100%	\$0	\$324,000	-100%	\$0	\$324,000	-100%	\$0	\$324,000	-100%
<b>Molokai</b>	6	11	-5	-45%	\$294,367	\$1,079,455	-73%	\$307,000	\$315,000	-3%	\$1,766,200	\$11,874,000	-85%
<b>Napili/Kahana/Honokowai</b>	129	185	-56	-30%	\$613,549	\$604,671	1%	\$555,000	\$540,000	3%	\$79,147,849	\$111,864,215	-29%
<b>Pukalani</b>	0	2	-2	-100%	\$0	\$627,500	-100%	\$0	\$627,500	-100%	\$0	\$1,255,000	-100%
<b>Sprecklesville/Paia/Kuau</b>	4	3	1	33%	\$1,422,250	\$1,420,833	0%	\$1,304,500	\$1,862,500	-30%	\$5,689,000	\$4,262,500	33%
<b>Wailea/Makena</b>	233	202	31	15%	\$1,717,677	\$1,753,226	-2%	\$1,328,775	\$1,375,181	-3%	\$400,218,813	\$354,151,622	13%
<b>Maui Summary:</b>	1128	1151	-23	-2%	\$831,951	\$805,189	3%	\$550,000	\$520,000	6%	\$938,440,507	\$926,772,245	1%

## Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2007 thru 12/31/2007 with 1/1/2006 thru 12/31/2006

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>	1	4	-3	-75%	\$460,000	\$682,500	-33%	\$460,000	\$530,000	-13%	\$460,000	\$2,730,000	-83%
<b>Kihei</b>	4	5	-1	-20%	\$582,640	\$634,200	-8%	\$577,000	\$640,000	-10%	\$2,330,560	\$3,171,000	-27%
<b>Lahaina</b>	0	6	-6	-100%	\$0	\$312,667	-100%	\$0	\$300,000	-100%	\$0	\$1,876,000	-100%
<b>Maalaea</b>	11	16	-5	-31%	\$368,245	\$489,438	-25%	\$310,000	\$517,000	-40%	\$4,050,700	\$7,831,000	-48%
<b>Molokai</b>	1	0	1	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A	\$200,000	\$0	N/A
<b>Napili/Kahana/Honokowai</b>	34	65	-31	-48%	\$517,779	\$521,760	-1%	\$487,500	\$514,000	-5%	\$17,604,500	\$33,914,400	-48%
<b>Maui Summary:</b>	51	96	-45	-47%	\$483,250	\$515,858	-6%	\$460,000	\$509,500	-10%	\$24,645,760	\$49,522,400	-50%

## Land Year To Date Sales Information

Comparing 1/1/2007 thru 12/31/2007 with 1/1/2006 thru 12/31/2006

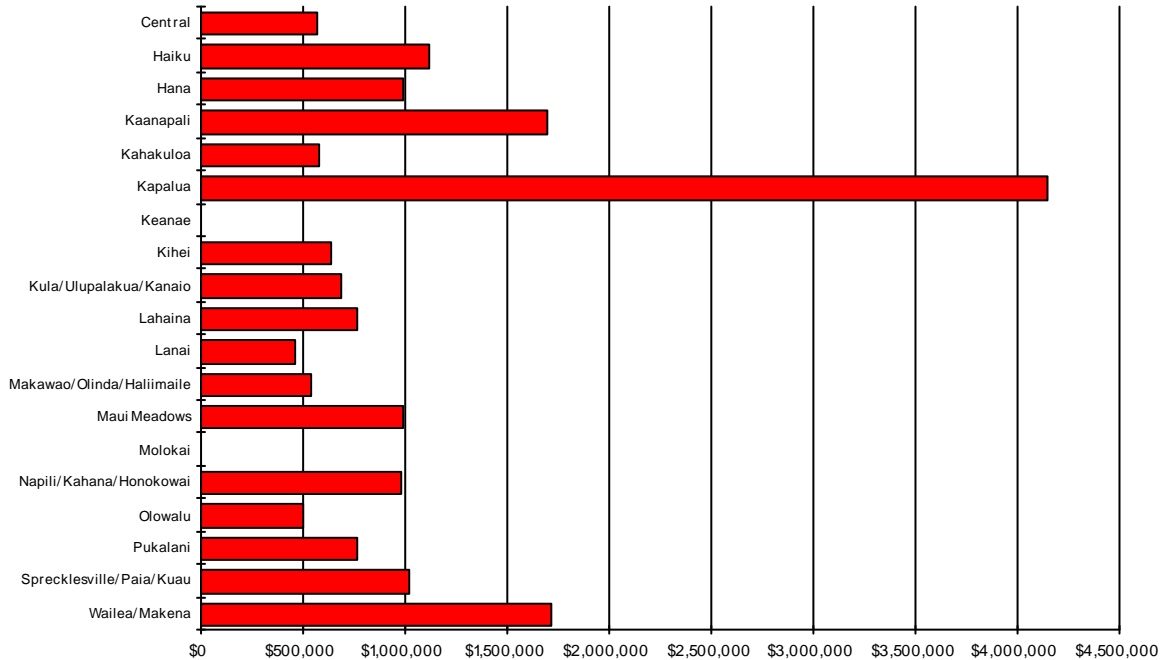
Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
Central	71	50	21	42%	\$440,005	\$549,210	-20%	\$346,500	\$420,000	-18%	\$31,240,390	\$27,460,487	14%
Haiku	17	19	-2	-11%	\$659,824	\$712,572	-7%	\$475,000	\$585,000	-19%	\$11,217,000	\$13,538,870	-17%
Hana	4	4	0	0%	\$810,500	\$708,750	14%	\$480,000	\$670,000	-28%	\$3,241,999	\$2,835,000	14%
Kaanapali	20	44	-24	-55%	\$865,025	\$837,786	3%	\$759,500	\$795,000	-4%	\$17,300,500	\$36,862,600	-53%
Kahakuloa	1	4	-3	-75%	\$499,000	\$630,000	-21%	\$499,000	\$610,000	-18%	\$499,000	\$2,520,000	-80%
Kapalua	14	13	1	8%	\$2,112,500	\$2,054,154	3%	\$1,712,500	\$1,700,000	1%	\$29,575,000	\$26,704,000	11%
Kaupo	1	2	-1	-50%	\$505,000	\$1,582,500	-68%	\$505,000	\$1,582,500	-68%	\$505,000	\$3,165,000	-84%
Keanae	0	2	-2	-100%	\$0	\$199,500	-100%	\$0	\$199,500	-100%	\$0	\$399,000	-100%
Kihei	13	14	-1	-7%	\$880,635	\$1,370,064	-36%	\$675,000	\$632,500	7%	\$11,448,250	\$19,180,900	-40%
Kipahulu	0	1	-1	-100%	\$0	\$1,550,000	-100%	\$0	\$1,550,000	-100%	\$0	\$1,550,000	-100%
Kula/Ulupalakua/Kanaio	14	24	-10	-42%	\$872,714	\$2,564,750	-66%	\$532,500	\$818,000	-35%	\$12,218,000	\$61,554,000	-80%
Lahaina	19	21	-2	-10%	\$1,487,684	\$1,036,481	44%	\$1,450,000	\$975,000	49%	\$28,266,000	\$21,766,107	30%
Lanai	3	1	2	200%	\$583,333	\$660,000	-12%	\$645,000	\$660,000	-2%	\$1,750,000	\$660,000	165%
Makawao/Olinda/Haliimaile	1	6	-5	-83%	\$525,000	\$581,917	-10%	\$525,000	\$532,500	-1%	\$525,000	\$3,491,500	-85%
Maui Meadows	0	4	-4	-100%	\$0	\$1,001,250	-100%	\$0	\$815,000	-100%	\$0	\$4,005,000	-100%
Molokai	25	21	4	19%	\$196,180	\$372,193	-47%	\$90,000	\$301,550	-70%	\$4,904,500	\$7,816,050	-37%
Nahiku	2	2	0	0%	\$1,262,500	\$1,310,000	-4%	\$1,262,500	\$1,310,000	-4%	\$2,525,000	\$2,620,000	-4%
Napili/Kahana/Honokowai	3	2	1	50%	\$749,000	\$573,500	31%	\$565,000	\$573,500	-1%	\$2,247,000	\$1,147,000	96%
Olowalu	5	4	1	25%	\$1,311,000	\$1,218,000	8%	\$1,295,000	\$1,245,000	4%	\$6,555,000	\$4,872,000	35%
Pukalani	1	3	-2	-67%	\$375,000	\$386,667	-3%	\$375,000	\$335,000	12%	\$375,000	\$1,160,000	-68%
Sprecklesville/Paia/Kuau	2	1	1	100%	\$909,500	\$600,000	52%	\$909,500	\$600,000	52%	\$1,819,000	\$600,000	203%
Wailea/Makena	10	13	-3	-23%	\$2,387,500	\$1,743,923	37%	\$2,000,000	\$1,250,000	60%	\$23,875,000	\$22,671,000	5%
<b>Maui Summary:</b>	226	255	-29	-11%	\$841,091	\$1,045,406	-20%	\$562,500	\$688,066	-18%	\$190,086,639	\$266,578,514	-29%

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 Quarter Ending 12/31/2007

## Current Quarter Information



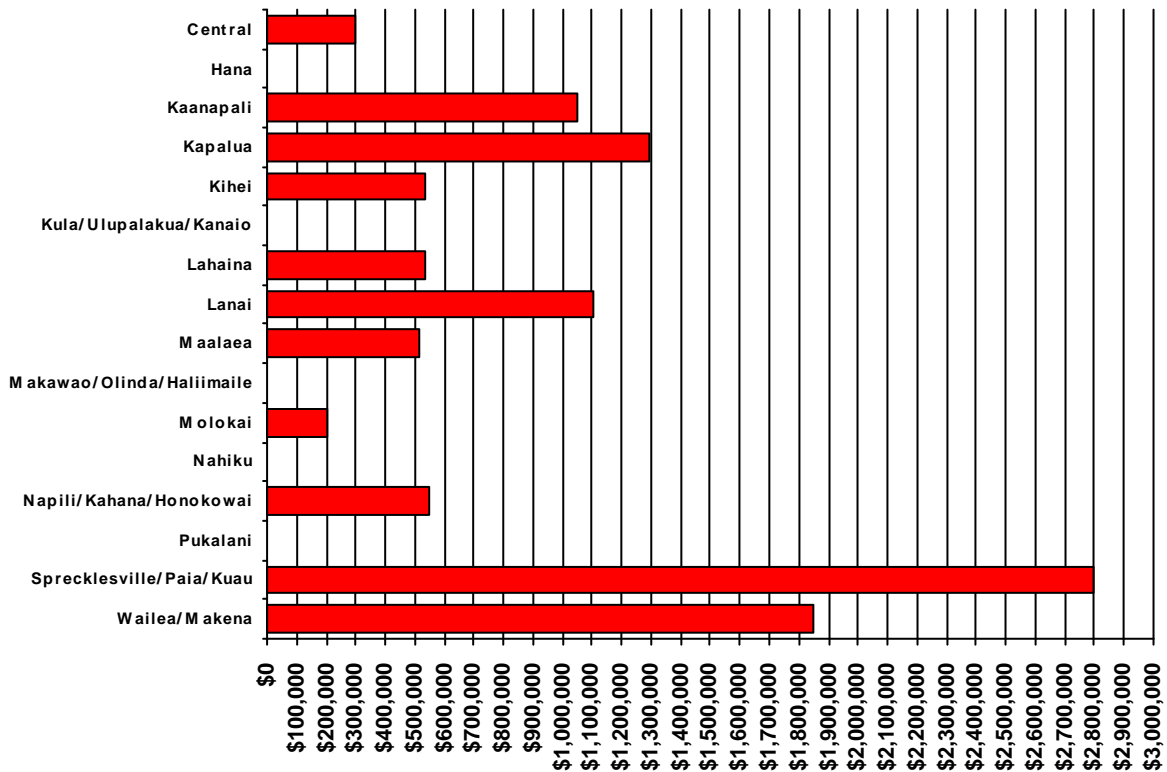
Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$570,000	\$559,655	\$530,000
Haiku	\$1,114,500	\$820,000	\$850,000
Hana	\$995,000	\$450,000	\$1,475,000
Kaanapali	\$1,700,000	\$2,000,000	\$1,535,000
Kahakuloa	\$575,800	\$0	\$0
Kapalua	\$4,150,000	\$3,875,000	\$0
Keanae	\$0	\$0	\$234,000
Kihei	\$635,000	\$699,000	\$789,000
Kula/Ulupalakua/Kanaio	\$685,000	\$714,500	\$825,000
Lahaina	\$760,000	\$1,651,500	\$875,000
Lanai	\$457,500	\$387,000	\$425,000
Makawao/Olinda/Haliimaile	\$542,250	\$547,500	\$575,000
Maui Meadows	\$995,000	\$1,197,000	\$897,000
Molokai	\$0	\$850,000	\$402,750
Napili/Kahana/Honokowai	\$982,500	\$885,000	\$900,000
Olowalu	\$500,000	\$0	\$0
Pukalani	\$765,000	\$644,000	\$642,500
Sprecklesville/Paia/Kuau	\$1,016,250	\$761,500	\$580,000
Wailea/Makena	\$1,720,000	\$2,175,000	\$1,423,475



# Condominium Median Prices by Area

For Quarter Ending 12/31/2007

## Current Quarter Information

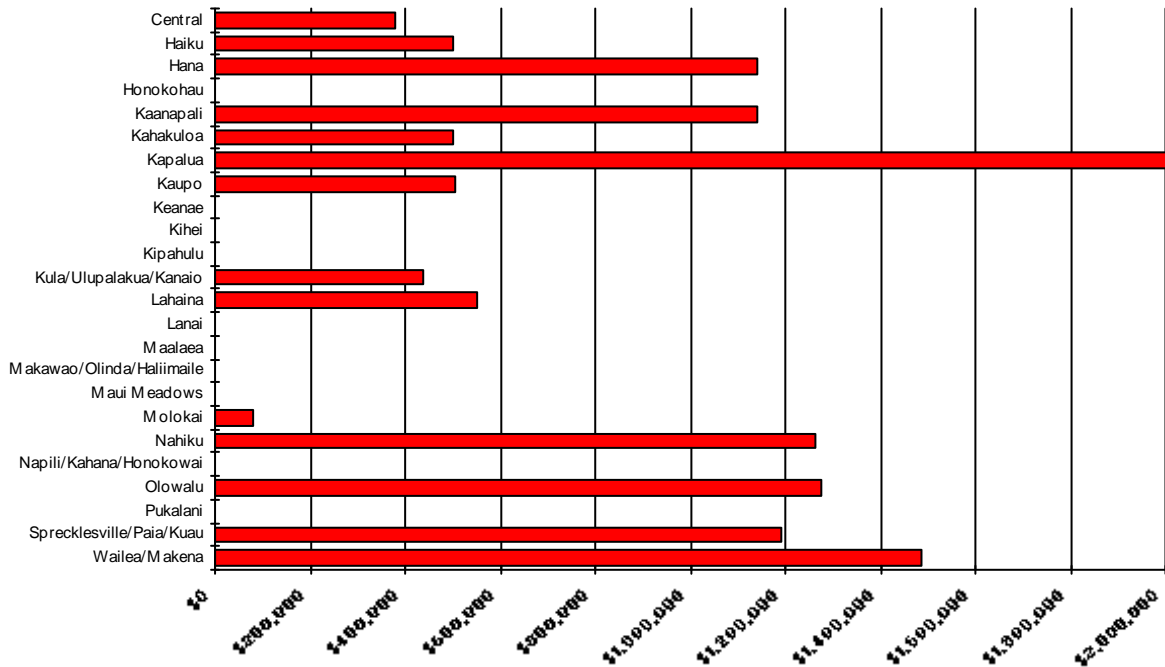


Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$300,000	\$315,000	\$271,000
Hana	\$0	\$0	\$0
Kaanapali	\$1,050,000	\$1,062,500	\$1,087,500
Kapalua	\$1,295,000	\$1,550,000	\$1,000,000
Kihei	\$538,000	\$430,000	\$349,000
Kula/Ulupalakua/Kanaio	\$0	\$0	\$0
Lahaina	\$535,000	\$535,000	\$545,000
Lanai	\$1,105,000	\$0	\$0
Maalaea	\$517,500	\$635,000	\$545,000
Makawao/Olinda/Haliimaile	\$0	\$0	\$0
Molokai	\$200,000	\$361,200	\$295,000
Nahiku	\$0	\$0	\$0
Napili/Kahana/Honokowai	\$550,000	\$556,250	\$620,000
Pukalani	\$0	\$0	\$0
Sprecklesville/Paia/Kuuu	\$2,800,000	\$309,000	\$340,000
Wailea/Makena	\$1,850,000	\$1,450,000	\$1,141,512

# Land Median Prices by Area

For Quarter Ending 12/31/2007

## Current Quarter Information



Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$380,000	\$496,250	\$547,500
Haiku	\$500,000	\$412,500	\$489,000
Hana	\$1,141,000	\$310,000	\$495,000
Honokohau	\$0	\$0	\$0
Kaanapali	\$1,142,500	\$800,000	\$593,000
Kahakuloa	\$499,000	\$0	\$0
Kapalua	\$3,337,500	\$1,430,000	\$1,485,000
Kaupo	\$505,000	\$0	\$0
Keanae	\$0	\$0	\$0
Kihei	\$0	\$685,000	\$349,900
Kipahulu	\$0	\$0	\$0
Kula/Ulupalakua/Kanaio	\$437,500	\$550,000	\$4,000,000
Lahaina	\$550,000	\$1,283,000	\$800,000
Lanai	\$0	\$645,000	\$0
Maalaea	\$0	\$0	\$0
Makawao/Olinda/Haliimaile	\$0	\$0	\$641,500
Maui Meadows	\$0	\$0	\$1,187,500
Molokai	\$78,000	\$15,000	\$301,550
Nahiku	\$1,262,500	\$0	\$0
Napili/Kahana/Honokowai	\$0	\$0	\$0
Olowalu	\$1,275,000	\$0	\$1,195,000
Pukalani	\$0	\$0	\$335,000
Sprecklesville/Paia/Kuau	\$1,190,000	\$629,000	\$0
Wailea/Makena	\$1,487,500	\$4,200,000	\$915,000