

MAUI RESIDENTIAL STATISTICS

MARCH 2017



YTD Through March 2017 vs YTD Through March 2016

RESIDENTIAL

\$699,000 (+15%)
Median Sales Price

\$1,028,387 (+24%)
Average Sales Price

CONDOMINIUM

\$475,825 (+12%)
Median Sales Price

\$661,311 (+7%)
Average Sales Price

VACANT LAND

\$400,000 (-20%)
Median Sales Price

\$434,671 (-29%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

| | |
|-------------------|----------------|
| Wailea/Makena | • \$60,405,000 |
| Central | • \$42,160,777 |
| Kihei | • \$30,838,098 |
| Kula/Ulu/Kanaio | • \$22,250,000 |
| Haiku | • \$17,078,900 |
| Lahaina | • \$14,194,048 |
| Kaanapali | • \$10,232,250 |
| Sprecks/Pa/a/Kuau | • \$10,035,000 |
| Nap/Kah/Honokowai | • \$9,469,994 |
| Pukalani | • \$7,868,000 |

230
HOMES SOLD
(-5% vs 2016)

RESIDENTIAL

NUMBER OF SALES
By Districts

| | |
|---------------|------|
| Central | • 72 |
| South | • 50 |
| Upcountry | • 45 |
| West Maui | • 29 |
| North Shore | • 23 |
| Lanai-Molokai | • 9 |
| East | • 2 |

341
CONDOS SOLD
(+17% vs 2016)

CONDOMINIUM

NUMBER OF SALES
By Districts

| | |
|---------------|-------|
| South | • 194 |
| West Maui | • 106 |
| Central | • 37 |
| Lanai-Molokai | • 3 |
| Upcountry | • 1 |
| North Shore | • 0 |
| East | • 0 |

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

| | |
|-------------------|----------------|
| Wailea/Makena | • \$83,151,249 |
| Kihei | • \$58,146,504 |
| Nap/Kah/Honokowai | • \$22,430,600 |
| Kaanapali | • \$19,542,500 |
| Lahaina | • \$13,118,255 |
| Central | • \$12,141,404 |
| Maalaea | • \$10,513,600 |
| Kapalua | • \$5,384,500 |
| Pukalani | • \$580,000 |
| Molokai | • \$498,500 |

31
LAND SOLD
(-28% vs 2016)

VACANT LAND

NUMBER OF SALES
By Districts

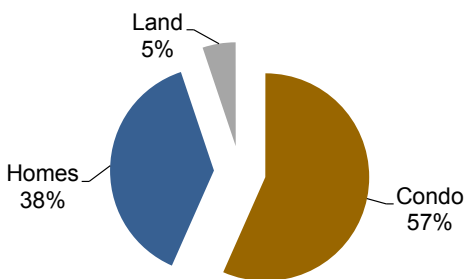
| | |
|---------------|-----|
| Central | • 8 |
| Upcountry | • 7 |
| North Shore | • 7 |
| East | • 4 |
| South | • 3 |
| West Maui | • 2 |
| Lanai-Molokai | • 0 |

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

| | |
|-------------------|---------------|
| Haiku | • \$3,306,000 |
| Kula/Ulu/Kanaio | • \$3,210,000 |
| Central | • \$1,839,300 |
| Hana | • \$1,505,000 |
| Kihei | • \$1,435,000 |
| Maui Meadows | • \$525,000 |
| Pukalani | • \$475,000 |
| Kahakuloa | • \$467,500 |
| Kaanapali | • \$382,000 |
| Nap/Kah/Honokowai | • \$330,000 |

TYPES OF PROPERTIES SOLD



Source: Realtors Association of Maui.
Information deemed reliable but not guaranteed.

MEDIAN DAYS ON MARKET

| RESIDENTIAL | CONDOMINIUM | VACANT LAND |
|-------------|-------------|-------------|
| 98 | 110 | 227 |

Fidelity National Title & Escrow of Hawaii

7 Experienced Officers | 2 Sales Executives | 214 Years of Combined Experience

Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404

Rose Bento | Mary Jo Cabral | Reta Chin-Chiarella | Shannon Cortez | Wendy Gomes | Noreen Koki | Kosei Nagata | Mercy Palmer | Pam Teal

YTD Through March 2017 vs YTD Through March 2016

RESIDENTIAL YEAR-OVER-YEAR

230
TOTAL NUMBER OF SALES
2017

241
TOTAL NUMBER OF SALES
2016

-5%

\$699,000
MEDIAN SALES PRICE
2017

\$610,000
MEDIAN SALES PRICE
2016

15%

\$248,554,447
TOTAL DOLLAR VOLUME
2017

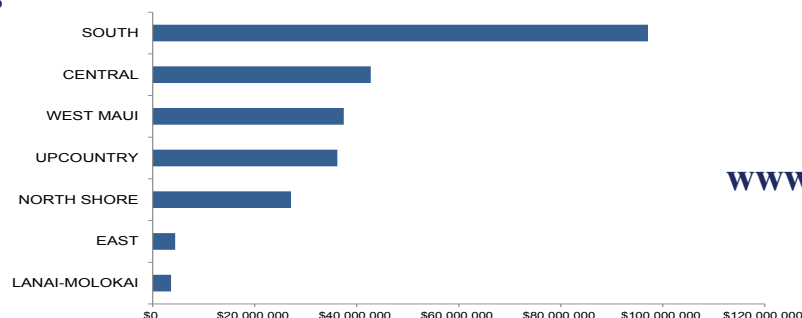
\$194,958,164
TOTAL DOLLAR VOLUME
2016

27%

| | Number of Sales | | | Median Sales Price | | | Total Dollar Volume | | |
|---------------------------|-----------------|------------|------------|--------------------|------------------|------------|----------------------|----------------------|------------|
| | 2017 | 2016 | %Change | 2017 | 2016 | %Change | 2017 | 2016 | %Change |
| CENTRAL | | | | | | | | | |
| Central | 71 | 80 | -11% | \$580,000 | \$527,750 | 10% | \$42,160,777 | \$44,587,031 | -5% |
| Kahakuloa | 1 | 0 | N/A | \$575,000 | \$0 | N/A | \$575,000 | \$0 | N/A |
| EAST | | | | | | | | | |
| Hana | 2 | 3 | -33% | \$2,200,000 | \$650,000 | 238% | \$4,400,000 | \$2,110,000 | 109% |
| Kaupo | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Kipahulu | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Nahiku | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| NORTH SHORE | | | | | | | | | |
| Haiku | 18 | 14 | 29% | \$785,000 | \$889,000 | -12% | \$17,078,900 | \$11,611,000 | 47% |
| Sprecks/Paia/Kuau | 5 | 7 | -29% | \$750,000 | \$590,000 | 27% | \$10,035,000 | \$4,721,000 | 113% |
| SOUTH | | | | | | | | | |
| Kihei | 35 | 38 | -8% | \$770,000 | \$607,000 | 27% | \$30,838,098 | \$24,290,899 | 27% |
| Maui Meadows | 4 | 10 | -60% | \$1,450,440 | \$1,300,000 | 12% | \$5,838,380 | \$12,481,550 | -53% |
| Wailea/Makena | 11 | 1 | 1000% | \$3,250,000 | \$5,500,000 | -41% | \$60,405,000 | \$5,500,000 | 998% |
| UPCOUNTRY | | | | | | | | | |
| Kula/Ulupalakua/Kanaio | 24 | 22 | 9% | \$818,500 | \$667,500 | 23% | \$22,250,000 | \$16,352,500 | 36% |
| Makawao/Olinda/Haliimaile | 9 | 18 | -50% | \$630,000 | \$627,500 | 0% | \$6,061,000 | \$13,738,200 | -56% |
| Pukalani | 12 | 14 | -14% | \$641,000 | \$595,000 | 8% | \$7,868,000 | \$8,353,500 | -6% |
| WEST | | | | | | | | | |
| Kaanapali | 7 | 4 | 75% | \$1,318,250 | \$1,790,000 | -26% | \$10,232,250 | \$11,030,000 | -7% |
| Kapalua | 1 | 5 | -80% | \$3,550,000 | \$2,700,000 | 31% | \$3,550,000 | \$16,850,000 | -79% |
| Lahaina | 10 | 13 | -23% | \$911,875 | \$720,000 | 27% | \$14,194,048 | \$15,621,784 | -9% |
| Napili/Kahana/Honokowai | 11 | 4 | 175% | \$950,000 | \$996,350 | -5% | \$9,469,994 | \$3,952,700 | 140% |
| Olowalu | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| LANAI - MOLOKAI | | | | | | | | | |
| Lanai | 5 | 4 | 25% | \$385,000 | \$527,500 | -27% | \$1,993,000 | \$2,074,000 | -4% |
| Molokai | 4 | 4 | 0% | \$340,000 | \$388,500 | -12% | \$1,605,000 | \$1,684,000 | -5% |
| MAUI SUMMARY | 230 | 241 | -5% | \$699,000 | \$610,000 | 15% | \$248,554,447 | \$194,958,164 | 27% |

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH MARCH 2017

| | |
|----------------------|---------------------|
| SOUTH | \$97,081,478 |
| CENTRAL | \$42,735,777 |
| WEST MAUI | \$37,446,292 |
| UPCOUNTRY | \$36,179,000 |
| NORTH SHORE | \$27,113,900 |
| EAST | \$4,400,000 |
| LANAI-MOLOKAI | \$3,598,000 |



YTD Through March 2017 vs YTD Through March 2016

| | | | |
|--|---|--|---|
| <h2>CONDOMINIUM</h2> <p>YEAR-OVER-YEAR</p> | 341 TOTAL NUMBER OF SALES 2017 | \$475,825 MEDIAN SALES PRICE 2017 | \$225,507,112 TOTAL DOLLAR VOLUME 2017 |
| | 291 TOTAL NUMBER OF SALES 2016 | \$425,000 MEDIAN SALES PRICE 2016 | \$179,235,340 TOTAL DOLLAR VOLUME 2016 |

17%

12%

26%

| | Number of Sales | | | Median Sales Price | | | Total Dollar Volume | | |
|--------------------|-----------------|------|---------|--------------------|-----------|---------|---------------------|--------------|---------|
| | 2017 | 2016 | %Change | 2017 | 2016 | %Change | 2017 | 2016 | %Change |
| CENTRAL | | | | | | | | | |
| Central | 37 | 36 | 3% | \$345,000 | \$266,000 | 30% | \$12,141,404 | \$11,572,200 | 5% |
| EAST | | | | | | | | | |
| Hana | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| NORTH SHORE | | | | | | | | | |
| Haiku | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Sprecks/Paia/Kuau | 0 | 2 | -100% | \$0 | \$290,000 | -100% | \$0 | \$580,000 | -100% |
| SOUTH | | | | | | | | | |
| Kihei | 123 | 93 | 32% | \$395,000 | \$355,000 | 11% | \$58,146,504 | \$43,085,653 | 35% |
| Maalaea | 22 | 13 | 69% | \$412,250 | \$360,000 | 15% | \$10,513,600 | \$4,564,964 | 130% |
| Wailea/Makena | 49 | 26 | 88% | \$1,200,000 | \$972,500 | 23% | \$83,151,249 | \$35,552,100 | 134% |
| UPCOUNTRY | | | | | | | | | |
| Pukalani | 1 | 0 | N/A | \$580,000 | \$0 | N/A | \$580,000 | \$0 | N/A |

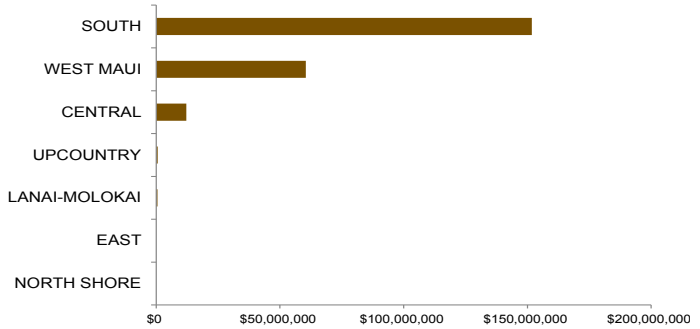
| | | | | | | | | | |
|-------------------------|----|----|------|-----------|-------------|------|--------------|--------------|------|
| WEST | | | | | | | | | |
| Kaanapali | 16 | 25 | -36% | \$911,000 | \$1,150,000 | -21% | \$19,542,500 | \$36,375,000 | -46% |
| Kapalua | 6 | 5 | 20% | \$757,500 | \$935,384 | -19% | \$5,384,500 | \$6,510,384 | -17% |
| Lahaina | 25 | 28 | -11% | \$465,000 | \$493,073 | -6% | \$13,118,255 | \$14,058,565 | -7% |
| Napili/Kahana/Honokowai | 59 | 60 | -2% | \$345,000 | \$435,000 | -21% | \$22,430,600 | \$26,420,474 | -15% |

| | | | | | | | | | |
|------------------------|---|---|-----|----------|-----------|------|-----------|-----------|-----|
| LANAI - MOLOKAI | | | | | | | | | |
| Lanai | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Molokai | 3 | 3 | 0% | \$92,500 | \$170,000 | -46% | \$498,500 | \$516,000 | -3% |

| | | | | | | | | | |
|---------------------|------------|------------|------------|------------------|------------------|------------|----------------------|----------------------|------------|
| MAUI SUMMARY | 341 | 291 | 17% | \$475,825 | \$425,000 | 12% | \$225,507,112 | \$179,235,340 | 26% |
|---------------------|------------|------------|------------|------------------|------------------|------------|----------------------|----------------------|------------|

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH MARCH 2017

| | |
|----------------------|----------------------|
| SOUTH | \$151,811,353 |
| WEST MAUI | \$60,475,855 |
| CENTRAL | \$12,141,404 |
| UPCOUNTRY | \$580,000 |
| LANAI-MOLOKAI | \$498,500 |
| NORTH SHORE | \$0 |
| EAST | \$0 |



Source: Realtors Association of Maui - www.RAMaui.com

YTD Through March 2017 vs YTD Through March 2016

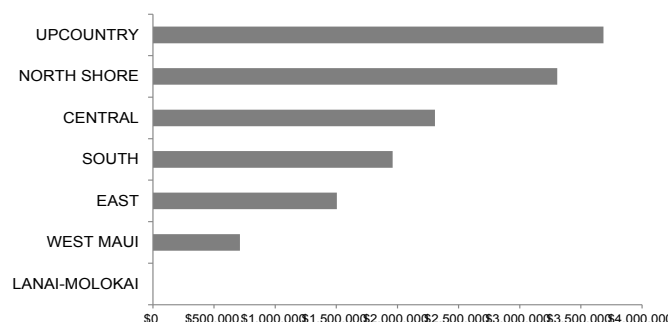
| | | | |
|--|--|--|--|
| <h2>VACANT LAND</h2> <p>YEAR-OVER-YEAR</p> | 31 TOTAL NUMBER OF SALES 2017 | \$400,000 MEDIAN SALES PRICE 2017 | \$13,474,800 TOTAL DOLLAR VOLUME 2017 |
| | 43 TOTAL NUMBER OF SALES 2016 | \$499,000 MEDIAN SALES PRICE 2016 | \$26,258,611 TOTAL DOLLAR VOLUME 2016 |

-28%
-20%
-49%

| | Number of Sales | | | Median Sales Price | | | Total Dollar Volume | | |
|---------------------------|-----------------|-----------|-------------|--------------------|------------------|-------------|---------------------|---------------------|-------------|
| | 2017 | 2016 | %Change | 2017 | 2016 | %Change | 2017 | 2016 | %Change |
| CENTRAL | | | | | | | | | |
| Central | 7 | 3 | 133% | \$242,500 | \$308,500 | -21% | \$1,839,300 | \$868,500 | 112% |
| Kahakuloa | 1 | 1 | 0% | \$467,500 | \$375,000 | 25% | \$467,500 | \$375,000 | 25% |
| EAST | | | | | | | | | |
| Hana | 4 | 0 | N/A | \$375,000 | \$0 | N/A | \$1,505,000 | \$0 | N/A |
| Kaupo | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Kipahulu | 0 | 1 | -100% | \$0 | \$285,000 | -100% | \$0 | \$285,000 | -100% |
| Nahiku | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| NORTH SHORE | | | | | | | | | |
| Haiku | 7 | 8 | -13% | \$475,000 | \$512,500 | -7% | \$3,306,000 | \$3,790,000 | -13% |
| Sprecks/Paia/Kuau | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| SOUTH | | | | | | | | | |
| Kihei | 2 | 5 | -60% | \$717,500 | \$372,000 | 93% | \$1,435,000 | \$2,463,500 | -42% |
| Maui Meadows | 1 | 0 | N/A | \$525,000 | \$0 | N/A | \$525,000 | \$0 | N/A |
| Wailea/Makena | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| UPCOUNTRY | | | | | | | | | |
| Kula/Ulupalakua/Kanaio | 5 | 5 | 0% | \$525,000 | \$670,000 | -22% | \$3,210,000 | \$4,039,000 | -21% |
| Makawao/Olinda/Haliimaile | 0 | 2 | -100% | \$0 | \$668,056 | -100% | \$0 | \$1,336,111 | -100% |
| Pukalani | 2 | 1 | 100% | \$237,500 | \$440,000 | -46% | \$475,000 | \$440,000 | 8% |
| WEST | | | | | | | | | |
| Honokohau | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Kaanapali | 1 | 7 | -86% | \$382,000 | \$680,000 | -44% | \$382,000 | \$4,557,500 | -92% |
| Kapalua | 0 | 2 | -100% | \$0 | \$1,187,500 | -100% | \$0 | \$2,375,000 | -100% |
| Lahaina | 0 | 4 | -100% | \$0 | \$882,500 | -100% | \$0 | \$3,765,000 | -100% |
| Napili/Kahana/Honokowai | 1 | 1 | 0% | \$330,000 | \$415,000 | -20% | \$330,000 | \$415,000 | -20% |
| Olowalu | 0 | 1 | -100% | \$0 | \$895,000 | -100% | \$0 | \$895,000 | -100% |
| LANAI - MOLOKAI | | | | | | | | | |
| Lanai | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Molokai | 0 | 2 | -100% | \$0 | \$327,000 | -100% | \$0 | \$654,000 | -100% |
| MAUI SUMMARY | 31 | 43 | -28% | \$400,000 | \$499,000 | -20% | \$13,474,800 | \$26,258,611 | -49% |

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH MARCH 2017

| | |
|---------------|-------------|
| UPCOUNTRY | \$3,685,000 |
| NORTH SHORE | \$3,306,000 |
| CENTRAL | \$2,306,800 |
| SOUTH | \$1,960,000 |
| EAST | \$1,505,000 |
| WEST MAUI | \$712,000 |
| LANAI-MOLOKAI | \$0 |



Source: Realtors Association of Maui - www.RAMaui.com