



TITLE GUARANTY

TITLE & ESCROW SERVICES

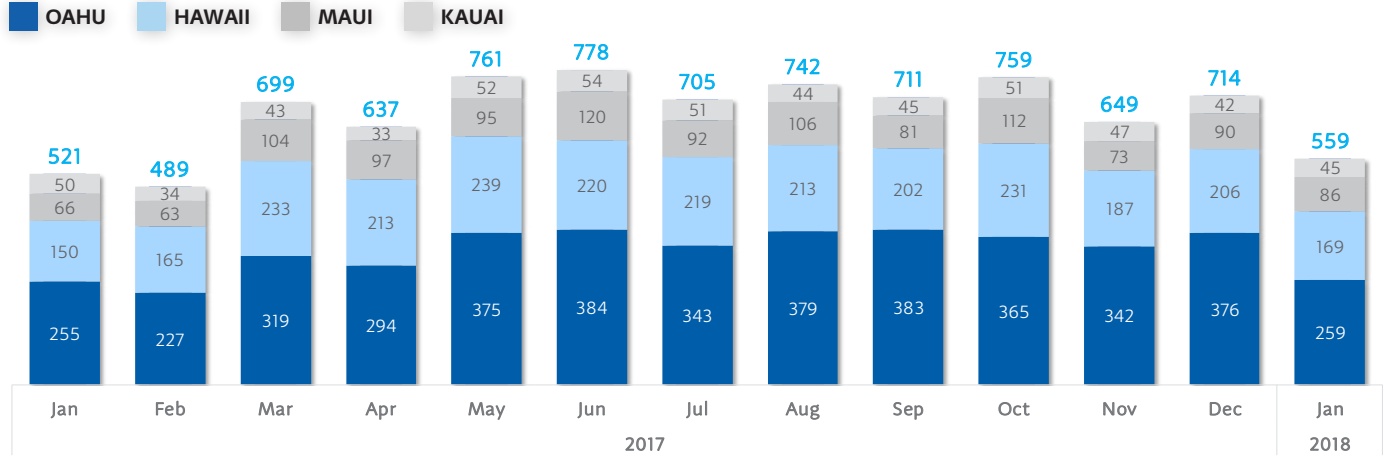
RESIDENTIAL SALES REPORT JANUARY 2018

MAUI

ISLAND SALES

SINGLE FAMILY HOME

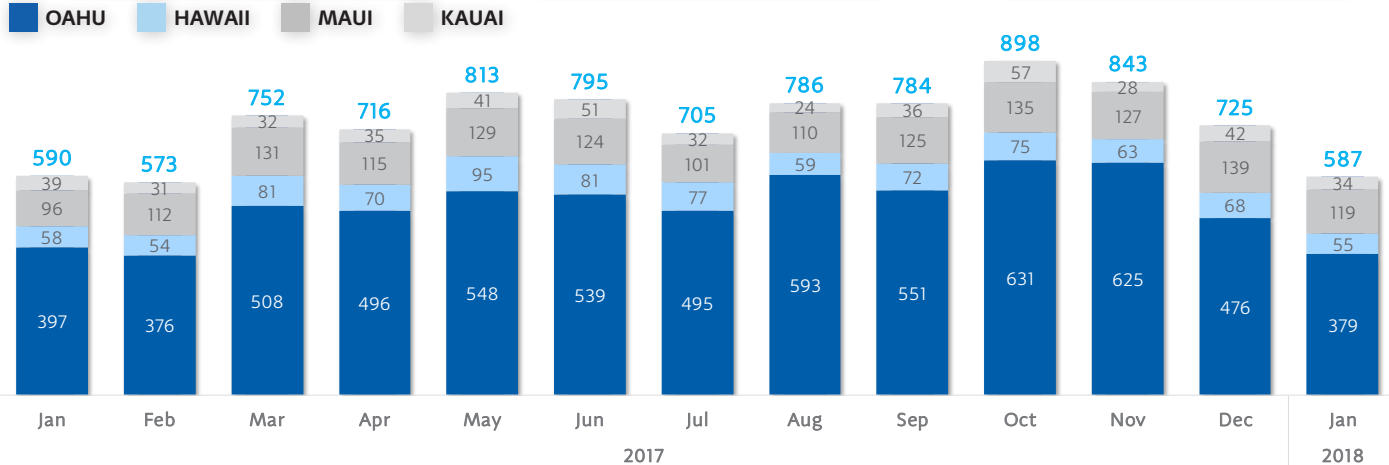
CONDOMINIUM



OF SALES
86
 ↓ 4.4% VS. LAST MONTH
 ↑ 30.3% VS. LAST YEAR

MEDIAN SALES PRICE
\$707,000
 ↑ 2.2% VS. LAST MONTH
 ↑ 7.9% VS. LAST YEAR

AVE. DAYS ON MARKET (D.O.M.)
158
TOTAL \$ OF SALES
\$99,998,016



OF SALES
119
 ↓ 14.4% VS. LAST MONTH
 ↑ 24.0% VS. LAST YEAR

MEDIAN SALES PRICE
\$506,000
 ↑ 16.3% VS. LAST MONTH
 ↓ 3.6% VS. LAST YEAR

AVE. DAYS ON MARKET (D.O.M.)
223
TOTAL \$ OF SALES
\$77,915,872



GRAY MARINO

ACCOUNT MANAGER
MAUI

gmarino@tghawaii.com
(808) 745-7445

Information effective 02/02/2018

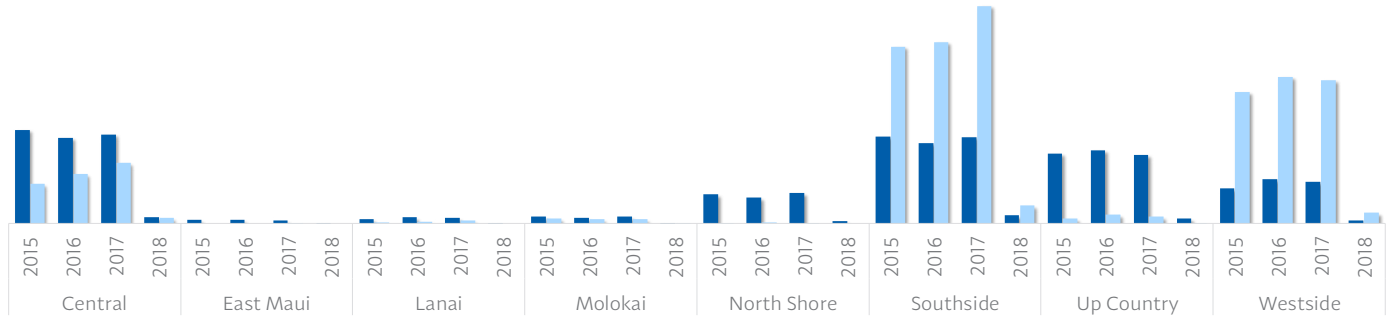


TITLE GUARANTY

TITLE & ESCROW SERVICES

REGIONAL SALES

SALES (#) COMPARISON (YEAR OVER YEAR)



	YEAR	PROPERTY TYPE		TOTAL
		SINGLE FAMILY HOMES	CONDOMINIUM	
CENTRAL	2015	309	131	440
	2016	284	165	449
	2017	295	200	495
	2018	21	19	40
EAST MAUI	2015	12		12
	2016	13		13
	2017	10	1	11
	2018	1		1
LANAI	2015	14	3	17
	2016	20	6	26
	2017	19	10	29
	2018	2		2
MOLOKAI	2015	23	17	40
	2016	18	15	33
	2017	22	15	37
	2018	2	1	3

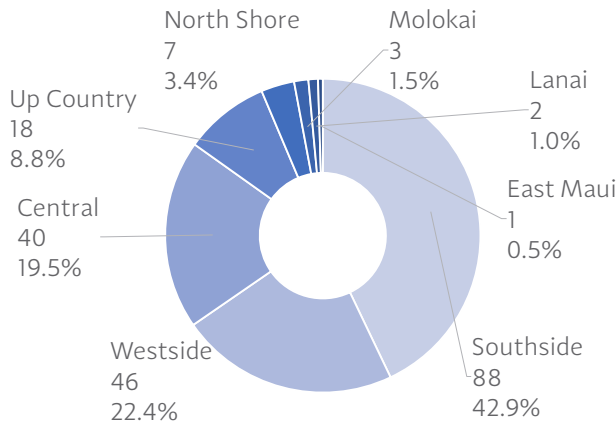
	YEAR	PROPERTY TYPE		TOTAL
		SINGLE FAMILY HOMES	CONDOMINIUM	
NORTH SHORE	2015	97	2	99
	2016	85	4	89
	2017	101	2	103
	2018	7		7
SOUTHSIDE	2015	287	585	872
	2016	266	601	867
	2017	286	719	1,005
	2018	27	61	88
UP COUNTRY	2015	232	16	248
	2016	242	29	271
	2017	227	22	249
	2018	17	1	18
WESTSIDE	2015	116	435	551
	2016	147	485	632
	2017	139	475	614
	2018	9	37	46

Property Type

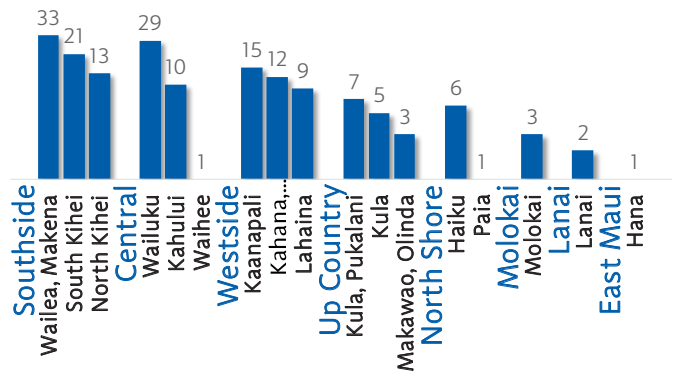


* YTD Sales (#) vs. same period of previous years

OF SALES BY REGION



* Excluding Vacant Land Sales



* Top 3 Neighborhoods Shown—Excluding Vacant Land Sales

RESIDENTIAL SALES REPORT

MAUI JANUARY 2018

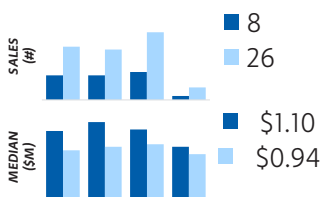
SINGLE FAMILY HOMES

CONDOMINIUM

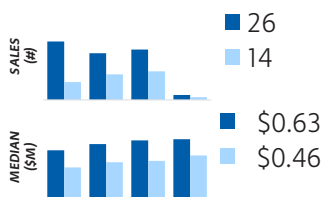
		#	\$ AMT	MEDIAN	AVE D.O.M.	#	\$ AMT	MEDIAN	AVE D.O.M.
SOUTHSIDE	Wailea, Makena	7-	\$19.0M-	\$1.2M-	191-	26▲	\$30.9M▼	\$0.9M▼	489▲
	South Kihei	3▼	\$2.4M▼	\$0.8M▲	121▼	18▼	\$9.2M▼	\$441.3K▲	146▼
	Wailuku	11▲	\$7.3M▼	\$0.7M▲	180▼	--	--	--	--
SOUTHSIDE TOTAL		21▲	\$28.7M▲	\$0.8M▲	175▲	44▲	\$40.1M▼	\$0.8M▲	349▲
WESTSIDE	Kaanapali	2▼	\$5.4M▼	\$2.7M▲	566▲	13▲	\$11.7M▼	\$0.6M▼	188▼
	Launiupoko	1●	\$11.4M▲	\$11.4M▲	106▼	--	--	--	--
	Lahaina	4-	\$5.6M-	\$0.7M-	121-	5●	\$1.7M▼	\$335.0K▼	49▼
WESTSIDE TOTAL		7▲	\$22.3M▲	\$1.7M▲	246▲	18▲	\$13.4M▼	\$0.6M▲	147▼
CENTRAL	Wailuku	15●	\$8.1M▼	\$0.6M▲	143▼	14▲	\$5.8M▼	\$459.3K▼	275▲
	Kahului	5▲	\$3.3M▲	\$0.7M▲	143▼	5▲	\$0.8M▲	\$119.6K▲	134▼
	Waihee	1●	\$0.8M▼	\$0.8M▲	158▲	--	--	--	--
CENTRAL TOTAL		21▲	\$12.2M▼	\$0.6M▲	144▼	19▲	\$6.6M▼	\$330.0K▼	238▲
UP COUNTRY	Kula, Pukalani	6●	\$5.2M▼	\$0.9M▲	115▼	1-	\$0.7M-	\$0.7M-	154-
	Kula	5●	\$5.4M▼	\$1.2M▲	164▲	--	--	--	--
	Makawao, Olinda	3●	\$1.7M▼	\$0.5M▼	184▼	--	--	--	--
UP COUNTRY TOTAL		14●	\$12.2M▼	\$0.9M▲	147▲	1▼	\$0.7M▼	\$0.7M▼	154▼
NORTH SHORE	Haiku	6●	\$5.8M▼	\$0.8M▼	106▼	--	--	--	--
	Paia	1●	\$3.6M▲	\$3.6M▲	104▲	--	--	--	--
NORTH SHORE TOTAL		7●	\$9.4M▼	\$0.9M▲	106▼	--	--	--	--
LANAI	Lanai	2●	\$1.8M▼	\$0.9M▲	155▼	--	--	--	--
LANAI TOTAL		2●	\$1.8M▼	\$0.9M▲	155▼	--	--	--	--
MOLOKAI	Molokai	2▲	\$1.0M▲	\$490.5K▲	117▲	1●	\$158.0K▼	\$158.0K▲	55▼
MOLOKAI TOTAL		2▲	\$1.0M▲	\$490.5K▲	117▲	1●	\$158.0K▼	\$158.0K▲	55▼
EAST MAUI	Hana	1●	\$0.8M▼	\$0.8M▼	440▲	--	--	--	--
EAST MAUI TOTAL		1●	\$0.8M▼	\$0.8M▼	440▲	--	--	--	--

SALES (#) COMPARISON (YEAR OVER YEAR)

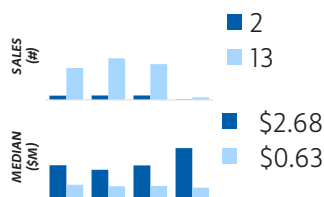
WAILEA, MAKENA



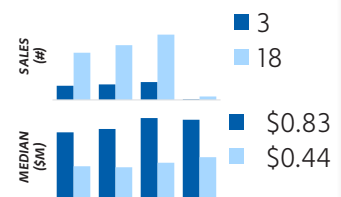
WAILUKU



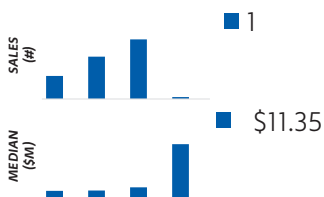
KAANAPALI



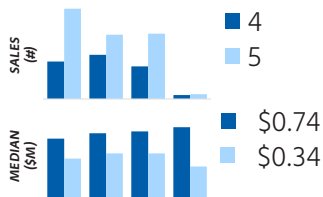
SOUTH KIHEI



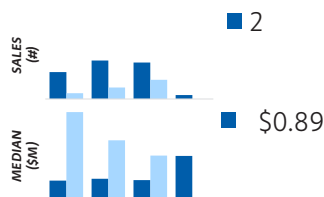
LAUNIUPOKO



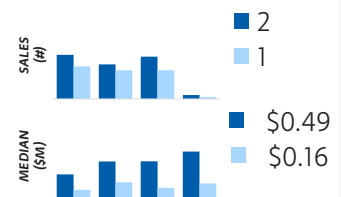
LAHAINA



LANAI



MOLOKAI



Median Sales (Year to Date)

SINGLE FAMILY HOMES

\$707,000

↑ 7.9% VS. SAME PERIOD LAST YEAR

CONDOMINIUM

\$506,000

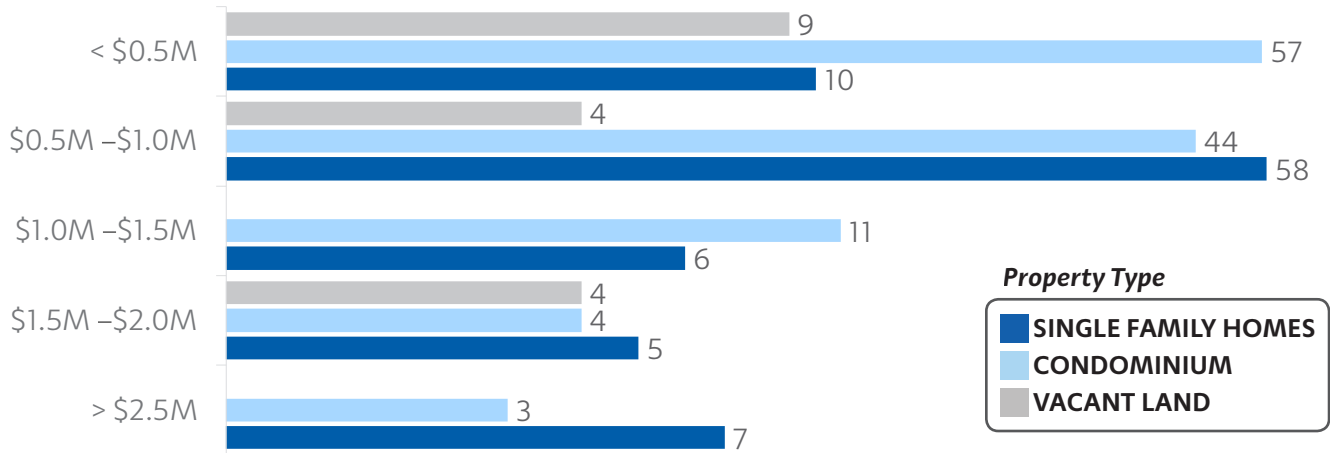
↓ 3.6% VS. SAME PERIOD LAST YEAR

* Annual trend shown include 2015 to present; Top 6 & Lanai/Molokai Neighborhood Shown

NEIGHBORHOOD SALES

Information Deemed Reliable But Not Guaranteed. SOURCE: Multiple Listing Services from respective Boards of REALTORS®, Bureau of Conveyances, and Title Guaranty.

ISLAND SALES (#) BY PRICE RANGE



TG TEAM — Maui

Let Us Be A Part Of Your Solution!



Matt Takata
Senior Vice President
State Mgr.—Neighbor Islands
mtakata@tghawaii.com
(808) 241-4369



Michael Gamberdell
Regional Manager
Maui
mgamberdell@tghawaii.com
(808) 871-2200



Tamara Cabanilla-Aricayos
Assistant Branch Manager
Wailea
tcabanilla@tghawaii.com
(808) 875-6686



Gray Marino
Account Manager
Maui
gmarino@tghawaii.com
(808) 745-7445



Dorie Kekaha
Escrow Officer
Kahului
dkekaha@tghawaii.com
(808) 871-2298



Robyn Delapinia
Escrow Officer
Kahului
rdelapinia@tghawaii.com
(808) 875-6679



Pearl Gore
Escrow Officer
Lahaina
pgore@tghawaii.com
(808) 661-1286



Twyla Kukahiko
Escrow Officer
Lahaina
tkukahiko@tghawaii.com
(808) 661-1216

Visit a TG Maui Branch Near You!

KAHULUI

📍 80 S. Puunene Avenue
Kahului, HI 96732
☎ 808-871-2200
✉ kahului@tghawaii.com

LAHAINA

📍 3350 Lwr Honoapiilani Road, Suite 213
Lahaina, HI 96761
☎ 808-661-8715
✉ lahaina@tghawaii.com

WAILEA

📍 161 Wailea Ike Place, Unit C101, Suite 2
Kihei, HI 96753
☎ 808-891-1170
✉ wailea@tghawaii.com