



# TITLE GUARANTY

TITLE & ESCROW SERVICES

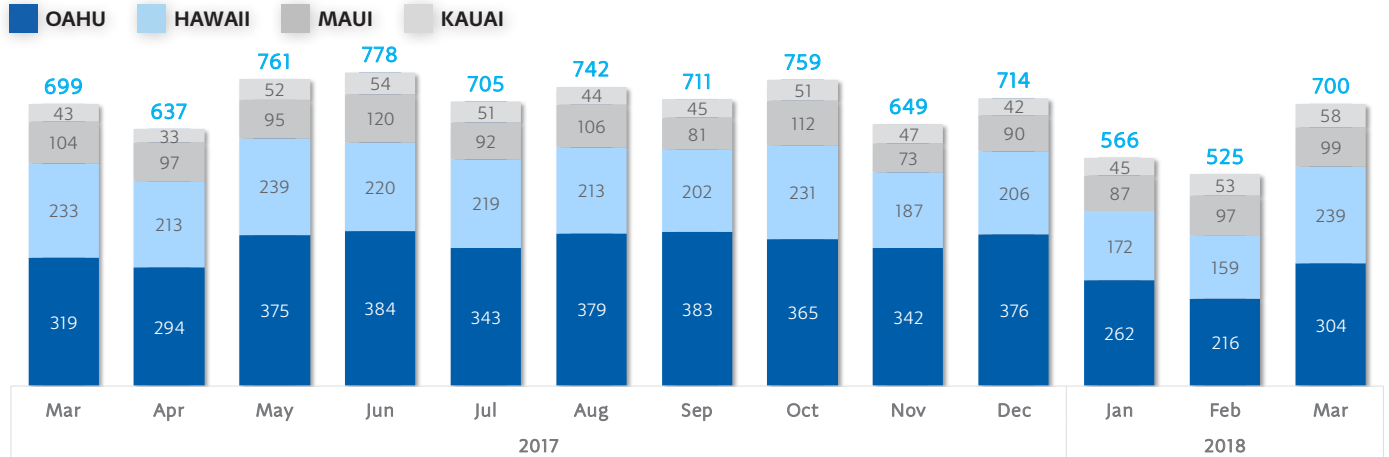
## RESIDENTIAL SALES REPORT MARCH 2018

# MAUI

ISLAND SALES

SINGLE FAMILY HOME

CONDOMINIUM



**# OF SALES**  
**99**

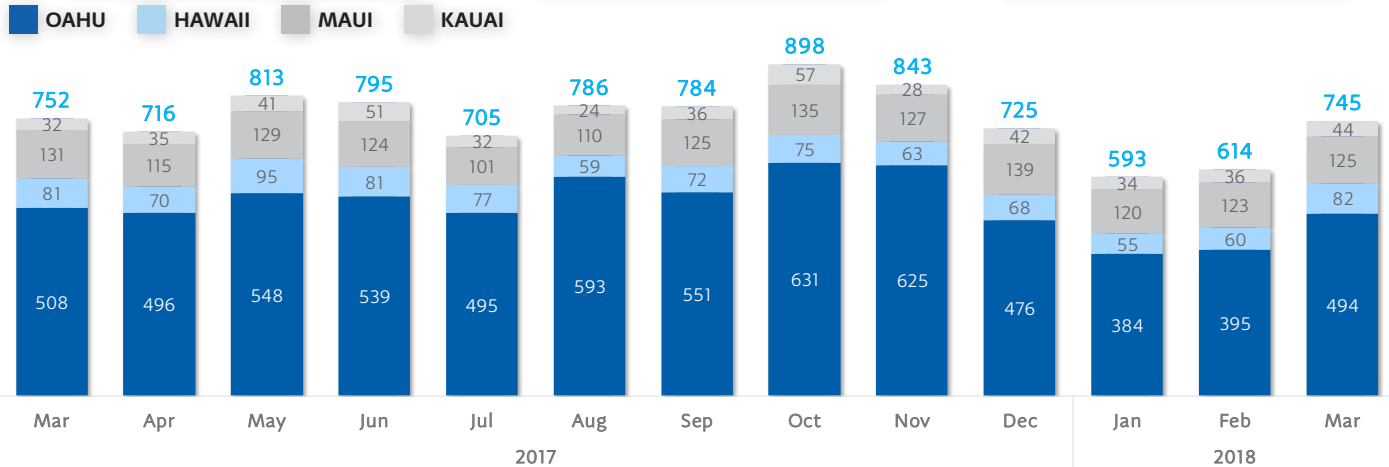
↑ 2.1% VS. LAST MONTH  
↓ 4.8% VS. LAST YEAR

**MEDIAN SALES PRICE**  
**\$680,000**

↓ 0.7% VS. LAST MONTH  
↓ 11.6% VS. LAST YEAR

**AVE. DAYS ON MARKET (D.O.M.)**  
**148**

**TOTAL \$ OF SALES**  
**\$105,133,542**



**# OF SALES**  
**125**

↑ 1.6% VS. LAST MONTH  
↓ 4.6% VS. LAST YEAR

**MEDIAN SALES PRICE**  
**\$450,000**

↓ 3.9% VS. LAST MONTH  
↑ 15.4% VS. LAST YEAR

**AVE. DAYS ON MARKET (D.O.M.)**  
**141**

**TOTAL \$ OF SALES**  
**\$91,388,697**



## GRAY MARINO

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Maui

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Information effective 04/02/2018

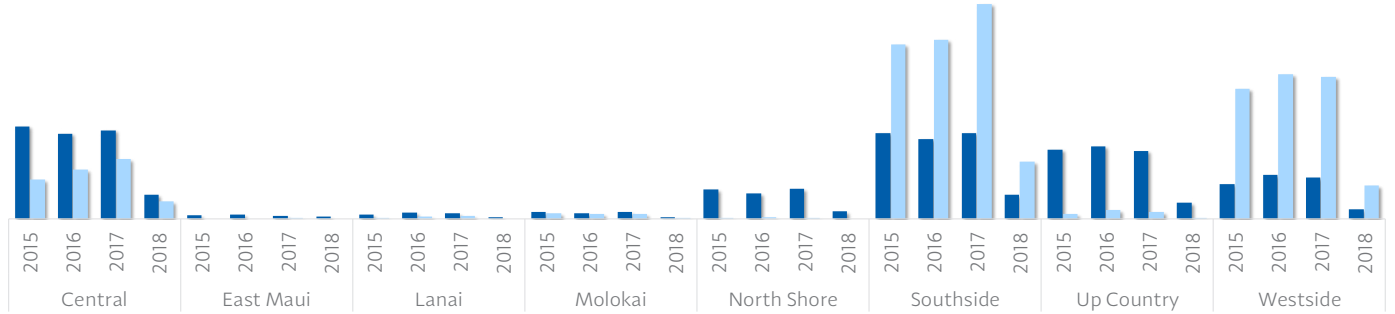


# TITLE GUARANTY

TITLE & ESCROW SERVICES

REGIONAL SALES

## SALES (#) COMPARISON (YEAR OVER YEAR)



	YEAR	SINGLE FAMILY HOMES	CONDOMINIUM	TOTAL
CENTRAL	2015	309	131	440
	2016	284	165	449
	2017	295	200	495
	2018	81	59	140
EAST MAUI	2015	12		12
	2016	13		13
	2017	10	1	11
	2018	6		6
LANAI	2015	14	3	17
	2016	20	6	26
	2017	19	10	29
	2018	4		4
MOLOKAI	2015	23	17	40
	2016	18	15	33
	2017	22	15	37
	2018	4	3	7

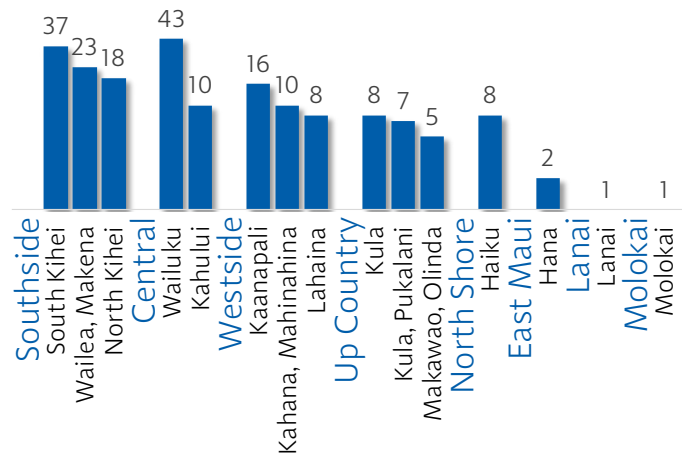
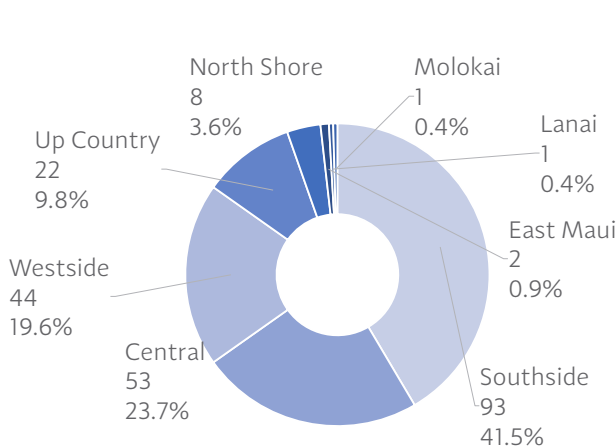
	YEAR	SINGLE FAMILY HOMES	CONDOMINIUM	TOTAL
NORTH SHORE	2015	97	2	99
	2016	85	4	89
	2017	101	2	103
	2018	24		24
SOUTHSIDE	2015	287	585	872
	2016	266	601	867
	2017	286	719	1,005
	2018	80	191	271
UP COUNTRY	2015	232	16	248
	2016	242	29	271
	2017	227	22	249
	2018	53	3	56
WESTSIDE	2015	116	435	551
	2016	147	485	632
	2017	139	475	614
	2018	31	112	143

### 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 MARCH 2018

### SALES BY REGION (CURRENT MONTH)



Increase/Decrease vs. Last Year



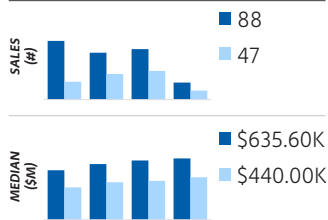
No Change or No Value vs. Last Year

		SINGLE FAMILY HOMES				CONDOMINIUM			
		#	\$ AMT	MEDIAN	AVE D.O.M.	#	\$ AMT	MEDIAN	AVE D.O.M.
SOUTHSIDE	South Kihei	7 ▼	\$6.1M ▼	\$669.0K ▼	141 ▲	30 ▲	\$17.9M ▼	\$493.8K ▲	136 ▼
	Wailea, Makena	7 ▼	\$13.9M ▼	\$1.4M ▼	116 ▼	16 ▼	\$31.1M ▼	\$1.6M ▲	149 ▼
	North Kihei	5 ▲	\$3.1M ▲	\$585.0K ▼	138 ▲	13 ▼	\$4.5M ▼	\$345.0K ▼	137 ▼
<b>SOUTHSIDE TOTAL</b>		<b>23 ▼</b>	<b>\$25.7M ▼</b>	<b>\$702.0K ▼</b>	<b>133 ▼</b>	<b>70 ▲</b>	<b>\$58.6M ▼</b>	<b>\$500.0K ▲</b>	<b>136 ▼</b>
WESTSIDE	Kaanapali	6 ▲	\$14.2M ▲	\$1.9M ▲	263 ▲	10 ▼	\$9.3M ▼	\$744.8K ▲	121 ▼
	Kahana, Mahinahina	2 ▼	\$2.2M ▼	\$1.1M ▲	131 ▲	8 ▼	\$3.6M ▼	\$406.0K ▲	210 ▲
	Lahaina	2 ▼	\$1.9M ▼	\$1.0M ▲	213 ▲	6 ▼	\$3.5M ▼	\$476.3K ▼	122 ▲
<b>WESTSIDE TOTAL</b>		<b>12 ▼</b>	<b>\$21.6M ▼</b>	<b>\$1.7M ▲</b>	<b>207 ▲</b>	<b>32 ▼</b>	<b>\$24.6M ▼</b>	<b>\$537.0K ▲</b>	<b>146 ▼</b>
UP COUNTRY	Kula, Pukalani	7 ▼	\$6.7M ▼	\$750.0K ▼	103 ▼	--	--	--	--
	Kula	8 ▲	\$6.1M ▼	\$615.0K ▼	158 ▲	--	--	--	--
	Makawao, Olinda	5 ▲	\$3.5M ▲	\$680.0K ▼	58 ▼	--	--	--	--
<b>UP COUNTRY TOTAL</b>		<b>22 ▲</b>	<b>\$27.6M ▼</b>	<b>\$680.0K ▼</b>	<b>128 ▼</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
CENTRAL	Wailuku	25 ▲	\$15.1M ▼	\$641.1K ▼	147 ▲	18 ▲	\$7.4M ▲	\$409.0K ▲	159 ▲
	Kahului	6 ▼	\$4.0M ▼	\$676.3K ▲	130 ▼	4 ▼	\$661.0K ▼	\$177.5K ▲	89 ▼
<b>CENTRAL TOTAL</b>		<b>31 ▲</b>	<b>\$19.1M ▼</b>	<b>\$645.5K ▲</b>	<b>143 ▲</b>	<b>22 ▲</b>	<b>\$8.0M ▼</b>	<b>\$369.2K ▲</b>	<b>146 ▲</b>
NORTH SHORE	Haiku	8 ▼	\$7.8M ▼	\$850.0K ▲	172 ▲	--	--	--	--
<b>NORTH SHORE TOTAL</b>		<b>8 ▼</b>	<b>\$7.8M ▼</b>	<b>\$850.0K ▲</b>	<b>172 ▲</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
EAST MAUI	Hana	2 --	\$3.1M --	\$1.5M --	171 --	--	--	--	--
<b>EAST MAUI TOTAL</b>		<b>2 --</b>	<b>\$3.1M --</b>	<b>\$1.5M --</b>	<b>171 --</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
LANAI	Lanai	1 ▼	\$315.0K ▼	\$315.0K ▼	109 ▼	--	--	--	--
<b>LANAI TOTAL</b>		<b>1 ▼</b>	<b>\$315.0K ▼</b>	<b>\$315.0K ▼</b>	<b>109 ▼</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
MOLOKAI	Molokai	--	--	--	--	1 ▼	\$140.0K ▼	\$140.0K ▼	219 ▼
<b>MOLOKAI TOTAL</b>		<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>1 ▼</b>	<b>\$140.0K ▼</b>	<b>\$140.0K ▼</b>	<b>219 ▼</b>

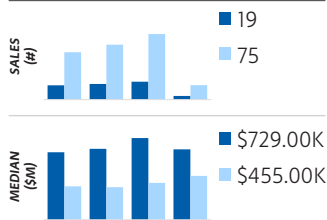
### SALES (#) COMPARISON (YEAR OVER YEAR & 2018 YTD SHOWN)

#### TOP NEIGHBORHOODS BY # OF SALES

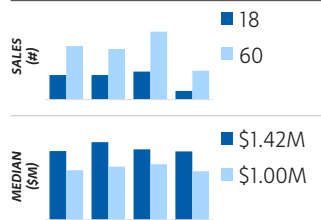
#### WAILUKU



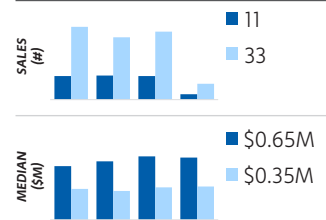
#### SOUTH KIHEI



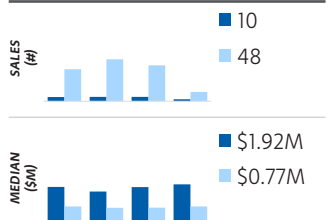
#### WALEA, MAKENA



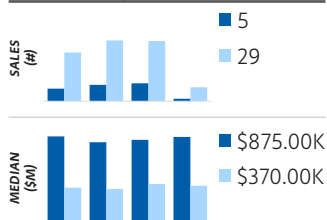
#### NORTH KIHEI



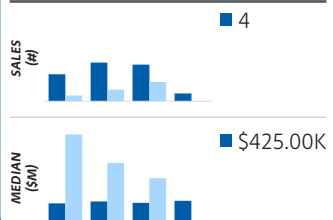
#### KAANAPALI



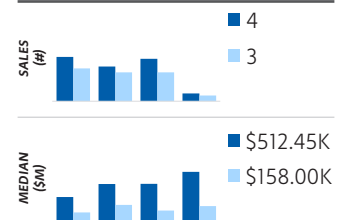
#### KAHANA, MAHINAHINA



#### LANAI



#### MOLOKAI



### YEAR TO DATE STATISTICS (VS. SAME PERIOD LAST)

SINGLE FAMILY HOMES	
# OF SALES	MEDIAN SALES PRICE
<b>283</b> ▲ 21.5%	<b>\$688,000</b> ▼ 1.6%
TOTAL \$ OF SALES	
<b>\$533.4M</b> ▲ 7.7%	

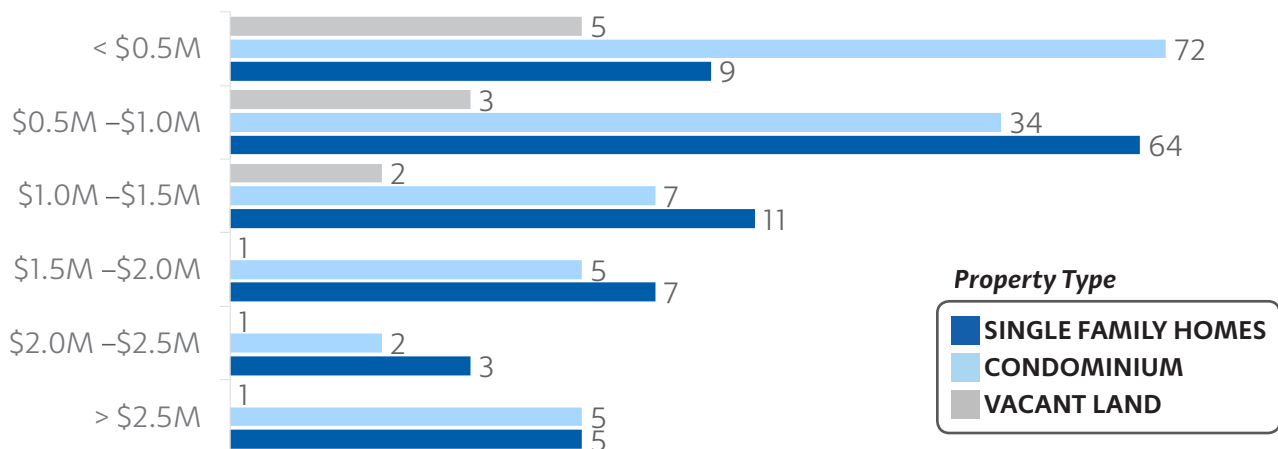
CONDOMINIUM	
# OF SALES	MEDIAN SALES PRICE
<b>368</b> ▲ 8.6%	<b>\$482,800</b> ▲ 1.6%
TOTAL \$ OF SALES	
<b>\$418.7M</b> ▼ 6.1%	

\* 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!



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