

### 2017 VS 2016 FEBRUARY OVERVIEW

SINGLE FAMILY | CONDOMINIUMS | VACANT LAND

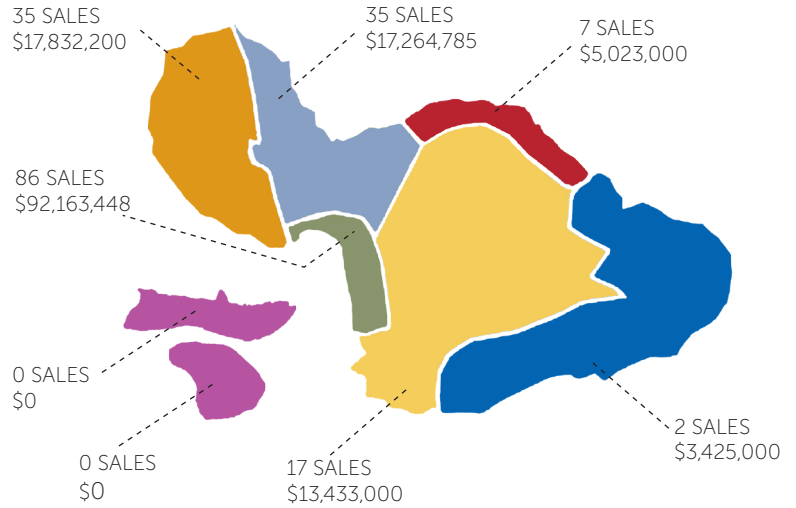
MEDIAN SALES PRICE	2017	\$672,575 ▲	\$465,000 ▲	\$437,500 ▼
	2016	\$595,000	\$431,950	\$512,500

CLOSED SALES	2017	63 ▼	113 ▲	6 ▼
	2016	69	104	20

DAYS ON MARKET	2017	105 ▼	116 ▲	87 ▼
	2016	156	98	192

VOLUME SALES	2017	\$64,510,860 ▲	\$81,275,573 ▲	\$3,355,000 ▼
	2016	\$63,582,865	\$63,953,937	\$12,444,250

### TOTAL UNIT & VOLUME SALES BY REGION



	SINGLE FAMILY			CONDOMINIUM			VACANT LAND		
	Sales	Volume \$	Median \$	Sales	Volume \$	Median \$	Sales	Volume \$	Median \$
<b>CENTRAL</b>									
Central	23	\$12,946,860	\$570,000	11	\$4,067,925	\$382,500	1	\$250,000	\$250,000
Kahakuloa	-	-	-	-	-	-	-	-	-
<b>NORTH SHORE</b>									
Sprecklesville/Paia/Kuau	1	\$750,000	\$750,000	-	-	-	-	-	-
Haiku	3	\$2,788,000	1,000,000	-	-	-	3	\$1,485,000	\$475,000
<b>EAST MAUI</b>									
Hana	1	\$3,100,000	3,100,000	-	-	-	1	\$325,000	\$325,000
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	8	\$7,079,000	\$777,500	-	-	-	1	\$1,295,000	1,295,000
Makawao/Olinda/Haliimaile	4	\$2,684,000	\$664,500	-	-	-	-	-	-
Pukalani	3	\$1,795,000	\$595,000	1	\$580,000	\$580,000	-	-	-
<b>SOUTH SHORE</b>									
Kihei	13	\$13,095,000	\$765,000	45	\$22,108,698	\$403,900	-	-	-
Maalaea	-	-	-	5	\$1,973,000	\$265,000	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	5	\$18,310,000	1,370,000	18	\$36,676,750	1,687,500	-	-	-
<b>WEST MAUI</b>									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	1	\$1,238,000	1,238,000	4	\$3,637,000	\$923,500	-	-	-
Kapalua	-	-	-	1	\$1,300,000	1,300,000	-	-	-
Lahaina	-	-	-	9	\$4,406,000	\$400,000	-	-	-
Napili/Kahana/Honokowai	1	\$725,000	\$725,000	19	\$6,526,200	\$340,000	-	-	-
Olowalu	-	-	-	-	-	-	-	-	-
<b>LANAI &amp; MOLOKAI</b>									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	-	-	-	-	-	-	-	-	-



**Lydiamae Presbitero**



**Darnell Hookano**



**Haley McCraney**



**Dawn DeRego**



**Dahlia Buffington**



**Deni Kawauchi**



**Vicki Steffan**



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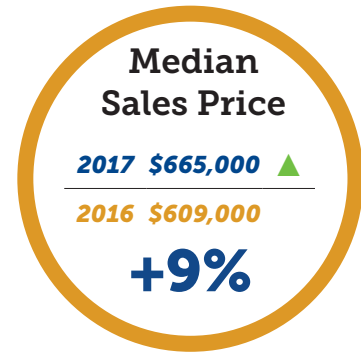
# MAUI STATISTICS

COMPARING 01/01/2017 THRU 02/28/17  
WITH 01/01/2016 THRU 02/29/2016

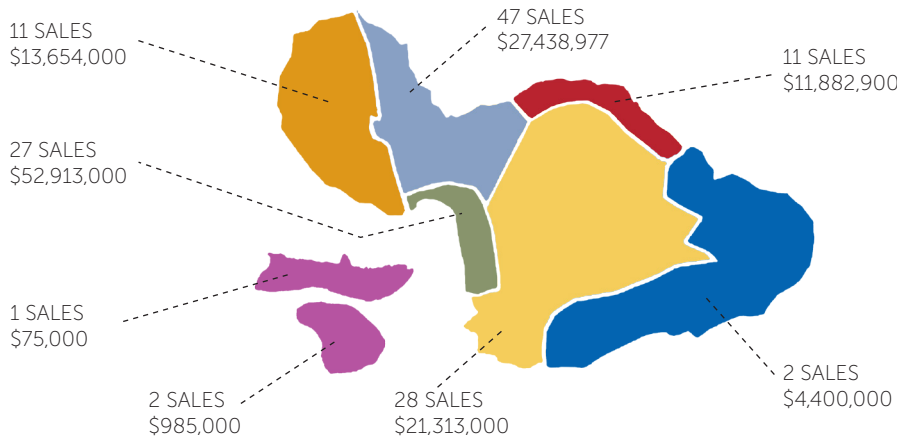


SINGLE FAMILY

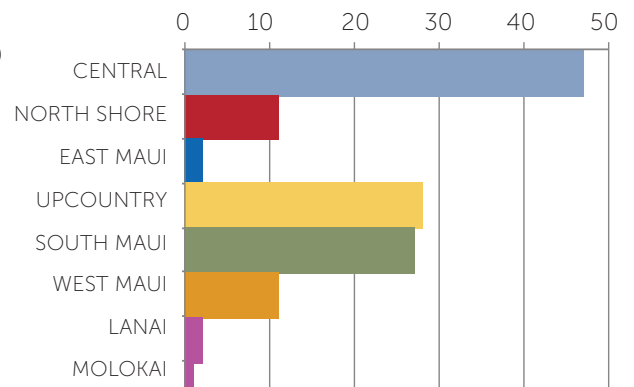
	Sales 2017	Sales 2016	Volume \$ 2017	Volume \$ 2016	Median \$ 2017	Median \$ 2016
<b>CENTRAL</b>						
Central	47	49	\$27,438,977	\$26,441,261	\$570,000	\$550,000
Kahakuloa	-	-	-	-	-	-
<b>NORTH SHORE</b>						
Sprecklesville/Paia/Kuau	2	3	\$1,275,000	\$1,991,000	\$637,500	\$589,000
Haiku	9	6	\$10,607,900	\$5,133,000	\$865,000	\$889,000
<b>EAST MAUI</b>						
Hana	2	3	\$4,400,000	\$2,110,000	\$2,200,000	\$650,000
Kaupo	-	-	-	-	-	-
Keanae	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-
<b>UPCOUNTRY</b>						
Kula/Ulupalakua/Kanaio	13	10	\$11,274,000	\$6,972,000	\$755,000	\$652,500
Makawao/Olinda/Haliimaile	7	11	\$4,772,000	\$9,546,200	\$630,000	\$780,000
Pukalani	8	8	\$5,267,000	\$5,000,000	\$641,000	\$615,000
<b>SOUTH MAUI</b>						
Kihei	21	24	\$19,103,000	\$14,956,400	\$750,000	\$580,000
Maalaea	-	-	-	-	-	-
Maui Meadows	-	6	-	\$7,296,550	-	\$1,290,000
Wailea/Makena	6	1	\$33,810,000	\$5,500,000	\$2,485,000	\$5,500,000
<b>WEST MAUI</b>						
Honokohau	-	-	-	-	-	-
Kaanapali	5	2	\$8,391,250	\$3,530,000	\$1,323,000	\$1,765,000
Kapalua	-	3	-	\$12,000,000	-	\$4,850,000
Lahaina	1	8	\$1,003,750	\$12,074,000	\$1,003,750	\$700,000
Napili/Kahana/Honokowai	5	3	\$4,259,000	\$2,902,700	\$750,000	\$942,700
Olowalu	-	-	-	-	-	-
<b>LANAI &amp; MOLOKAI</b>						
Lanai	2	1	\$985,000	\$545,000	\$492,500	\$545,000
Molokai	1	4	\$75,000	\$1,684,000	\$75,000	\$388,500



## TOTAL UNIT & VOLUME SALES BY REGION



## UNIT SALES BY REGION





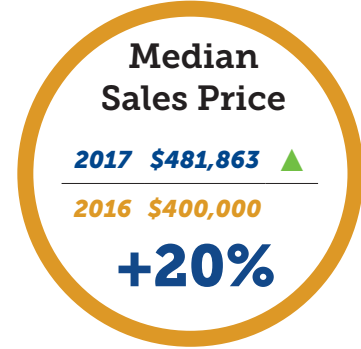
# MAUI STATISTICS

COMPARING 01/01/2017 THRU 02/28/17  
WITH 01/01/2016 THRU 02/29/2016

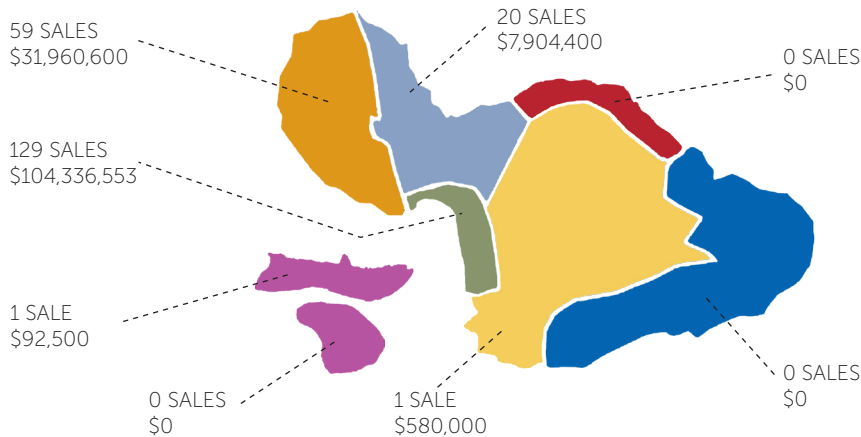


CONDOMINIUM

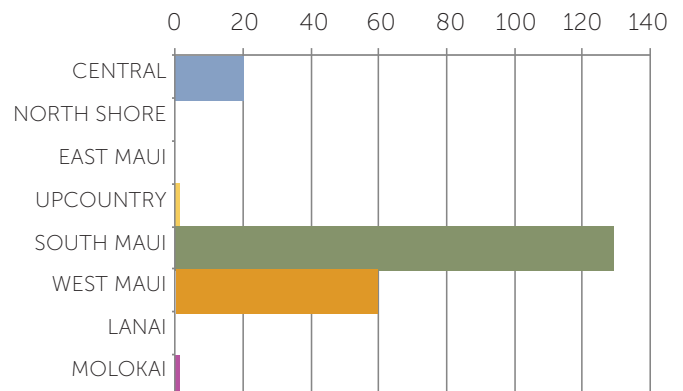
	Sales 2017	Sales 2016	Volume \$ 2017	Volume \$ 2016	Median \$ 2017	Median \$ 2016
<b>CENTRAL</b>						
Central	20	30	\$7,904,400	\$9,175,000	\$477,413	\$263,500
Kahakuloa	-	-	-	-	-	-
<b>NORTH SHORE</b>						
Sprecklesville/Paia/Kuau	-	1	-	\$255,000	-	\$255,000
Haiku	-	-	-	-	-	-
<b>EAST MAUI</b>						
Hana	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-
Keanae	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-
<b>UPCOUNTRY</b>						
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-
Pukalani	1	-	\$580,000	-	\$580,000	-
<b>SOUTH MAUI</b>						
Kihei	81	55	\$41,354,804	\$24,798,653	\$423,000	\$355,000
Maalaea	16	12	\$7,606,000	\$4,264,964	\$435,500	\$372,500
Maui Meadows	-	-	-	-	-	-
Wailea/Makena	32	14	\$55,375,749	\$23,072,100	\$1,345,000	\$1,261,500
<b>WEST MAUI</b>						
Honokohau	-	-	-	-	-	-
Kaanapali	8	12	\$9,851,000	\$16,325,000	\$866,000	\$1,200,000
Kapalua	2	4	\$1,925,000	\$5,675,384	\$962,500	\$950,192
Lahaina	15	22	\$6,957,900	\$10,801,720	\$400,000	\$495,573
Napili/Kahana/Honokowai	34	37	\$13,226,700	\$15,297,675	\$353,500	\$400,000
Olowalu	-	-	-	-	-	-
<b>LANAI &amp; MOLOKAI</b>						
Lanai	-	-	-	-	-	-
Molokai	1	-	\$92,500	-	\$92,500	-



## TOTAL UNIT & VOLUME SALES BY REGION



## UNIT SALES BY REGION





# MAUI STATISTICS

COMPARING 01/01/2017 THRU 02/28/17  
WITH 01/01/2016 THRU 02/29/2016

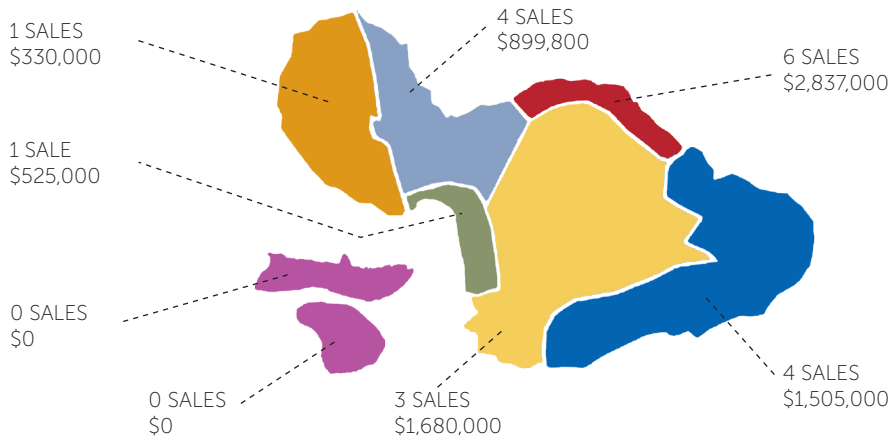


VACANT LAND

	Sales 2017	Sales 2016	Volume \$ 2017	Volume \$ 2016	Median \$ 2017	Median \$ 2016
<b>CENTRAL</b>						
Central	4	1	\$899,800	\$245,000	\$233,000	\$245,000
Kahakuloa	-	1	-	\$375,000	-	\$375,000
<b>NORTH SHORE</b>						
Sprecklesville/Paia/Kuau	-	-	-	-	-	-
Haiku	6	5	\$2,837,000	\$2,400,500	\$485,000	\$515,000
<b>EAST MAUI</b>						
Hana	4	-	\$1,505,000	-	\$375,000	-
Kaupo	-	-	-	-	-	-
Keanae	-	-	-	-	-	-
Kipahulu	-	1	-	\$285,000	-	\$285,000
Nahiku	-	-	-	-	-	-
<b>UPCOUNTRY</b>						
Kula/Ulupalakua/Kanaio	2	1	\$1,570,000	\$385,000	\$785,000	\$385,000
Makawao/Olinda/Haliimaile	-	2	-	\$1,336,111	-	\$668,056
Pukalani	1	1	\$110,000	\$440,000	\$110,000	\$440,000
<b>SOUTH MAUI</b>						
Kihei	-	3	-	\$1,721,500	-	\$499,000
Maalaea	-	-	-	-	-	-
Maui Meadows	1	-	\$525,000	-	\$525,000	-
Wailea/Makena	-	-	-	-	-	-
<b>WEST MAUI</b>						
Honokohau	-	-	-	-	-	-
Kaanapali	-	3	-	\$2,480,250	-	\$755,250
Kapalua	-	2	-	\$2,375,000	-	\$1,187,500
Lahaina	-	3	-	\$2,865,000	-	\$865,000
Napili/Kahana/Honokowai	1	1	\$330,000	\$415,000	\$330,000	\$415,000
Olowalu	-	-	-	-	-	-
<b>LANAI &amp; MOLOKAI</b>						
Lanai	-	-	-	-	-	-
Molokai	-	1	-	\$175,000	-	\$175,000



## TOTAL UNIT & VOLUME SALES BY REGION



## UNIT SALES BY REGION

