

Monthly Indicators



September 2017

Every market is unique, yet the national sentiment has given rise to the notion that housing markets are stalling. Although desirous buyers are out on an increasing number of showings, there remains a limited number of desirable listings. And although mortgage rates have remained enticingly low, home prices have reached unaffordable levels for many new entrants into the housing pool at exactly the same time that established owners are proving to be less interested in moving.

New Listings increased 8.7 percent for Single Family homes and 13.9 percent for Condominium homes. Pending Sales increased 4.9 percent for Single Family homes and 22.0 percent for Condominium homes. Inventory decreased 7.7 percent for Single Family homes and 19.4 percent for Condominium homes.

Median Sales Price decreased 2.3 percent to \$650,000 for Single Family homes but increased 14.4 percent to \$433,750 for Condominium homes. Days on Market decreased 20.9 percent for Single Family homes and 5.7 percent for Condominium homes. Months Supply of Inventory decreased 17.5 percent for Single Family homes and 29.2 percent for Condominium homes.

Last year at this time, the national storyline was about how high demand was propping up sales and prices despite low inventory and months of supply. That has actually continued to be a familiar refrain for many months in 2017 and now for the past couple of years. But with the likes of Hurricanes Harvey and Irma, different employment outlooks, disparate incomes, varying new construction expectations and potential housing policy shifts, regional differences are becoming more prevalent and pronounced.

Quick Facts

| | | |
|---|---|---|
| + 9.9% | + 0.9% | - 12.9% |
| Year-Over-Year Change in Closed Sales All Properties | Year-Over-Year Change in Median Sales Price All Properties | Year-Over-Year Change in Homes for Sale All Properties |

This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



| Key Metrics | Historical Sparkbars | 9-2016 | 9-2017 | % Change | YTD 2016 | YTD 2017 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|--------------------|----------|
| New Listings | | 103 | 112 | + 8.7% | 1,150 | 1,268 | + 10.3% |
| Pending Sales | | 81 | 85 | + 4.9% | 816 | 929 | + 13.8% |
| Closed Sales | | 83 | 81 | - 2.4% | 805 | 826 | + 2.6% |
| Days on Market Until Sale | | 182 | 144 | - 20.9% | 160 | 144 | - 10.0% |
| Median Sales Price | | \$665,000 | \$650,000 | - 2.3% | \$635,000 | \$700,000 | + 10.2% |
| Average Sales Price | | \$993,583 | \$981,276 | - 1.2% | \$952,291 | \$1,030,054 | + 8.2% |
| Percent of List Price Received | | 95.6% | 96.4% | + 0.8% | 96.4% | 96.6% | + 0.2% |
| Housing Affordability Index | | 61 | 60 | - 1.6% | 63 | 56 | - 11.1% |
| Inventory of Homes for Sale | | 546 | 504 | - 7.7% | — | — | — |
| Months Supply of Inventory | | 6.3 | 5.2 | - 17.5% | — | — | — |

Condominium Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



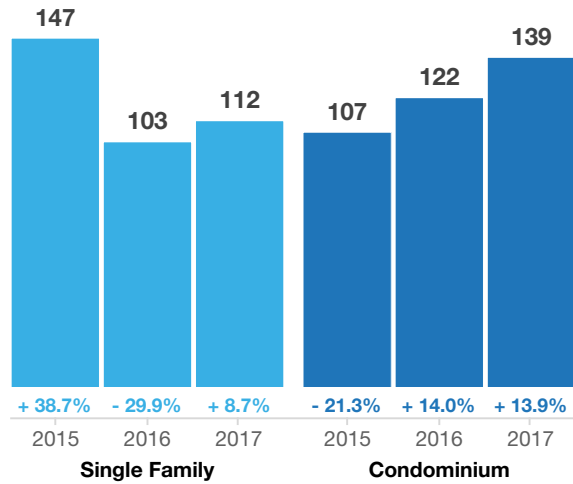
| Key Metrics | Historical Sparkbars | 9-2016 | 9-2017 | % Change | YTD 2016 | YTD 2017 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 122 | 139 | + 13.9% | 1,502 | 1,447 | - 3.7% |
| Pending Sales | | 100 | 122 | + 22.0% | 996 | 1,147 | + 15.2% |
| Closed Sales | | 99 | 124 | + 25.3% | 980 | 1,048 | + 6.9% |
| Days on Market Until Sale | | 175 | 165 | - 5.7% | 161 | 152 | - 5.6% |
| Median Sales Price | | \$379,000 | \$433,750 | + 14.4% | \$417,250 | \$449,500 | + 7.7% |
| Average Sales Price | | \$641,088 | \$645,948 | + 0.8% | \$633,358 | \$678,010 | + 7.1% |
| Percent of List Price Received | | 95.5% | 96.5% | + 1.0% | 96.2% | 96.6% | + 0.4% |
| Housing Affordability Index | | 106 | 90 | - 15.1% | 96 | 87 | - 9.4% |
| Inventory of Homes for Sale | | 779 | 628 | - 19.4% | — | — | — |
| Months Supply of Inventory | | 7.2 | 5.1 | - 29.2% | — | — | — |

New Listings

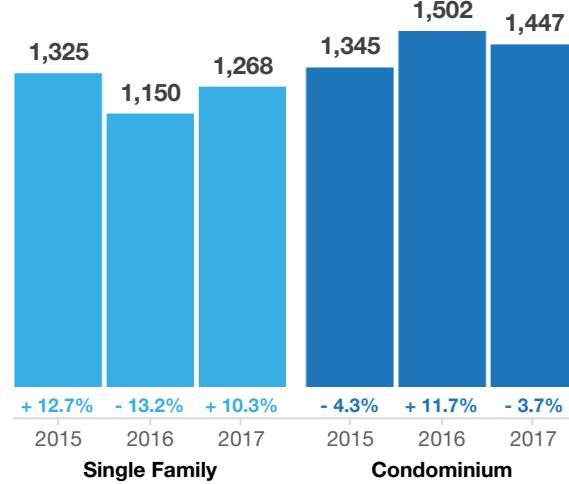
A count of the properties that have been newly listed on the market in a given month.



September

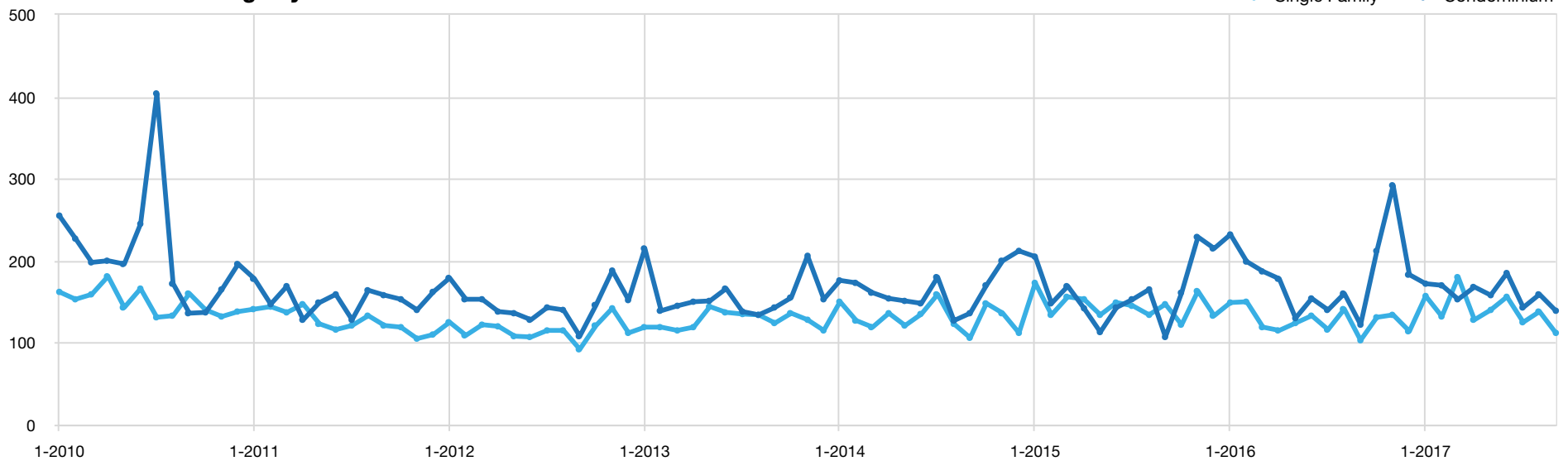


Year to Date



| New Listings | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Oct-2016 | 131 | + 7.4% | 212 | + 31.7% |
| Nov-2016 | 134 | - 17.8% | 292 | + 27.5% |
| Dec-2016 | 114 | - 14.3% | 183 | - 14.9% |
| Jan-2017 | 157 | + 5.4% | 172 | - 25.9% |
| Feb-2017 | 132 | - 12.0% | 170 | - 14.6% |
| Mar-2017 | 180 | + 51.3% | 153 | - 18.2% |
| Apr-2017 | 128 | + 11.3% | 168 | - 5.6% |
| May-2017 | 140 | + 12.9% | 158 | + 21.5% |
| Jun-2017 | 156 | + 17.3% | 185 | + 20.1% |
| Jul-2017 | 125 | + 7.8% | 143 | + 2.1% |
| Aug-2017 | 138 | - 2.1% | 159 | - 0.6% |
| Sep-2017 | 112 | + 8.7% | 139 | + 13.9% |
| 12-Month Avg | 137 | + 4.6% | 178 | + 1.1% |

Historical New Listings by Month

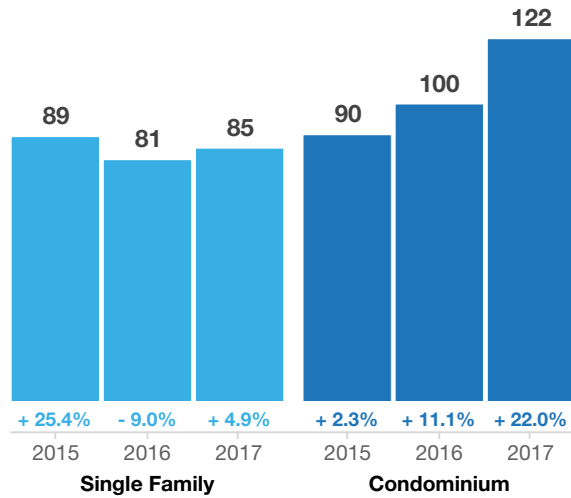


Pending Sales

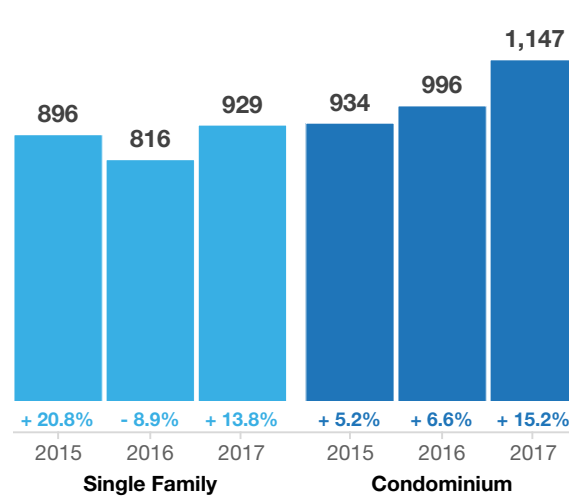
A count of the properties on which offers have been accepted in a given month.



September

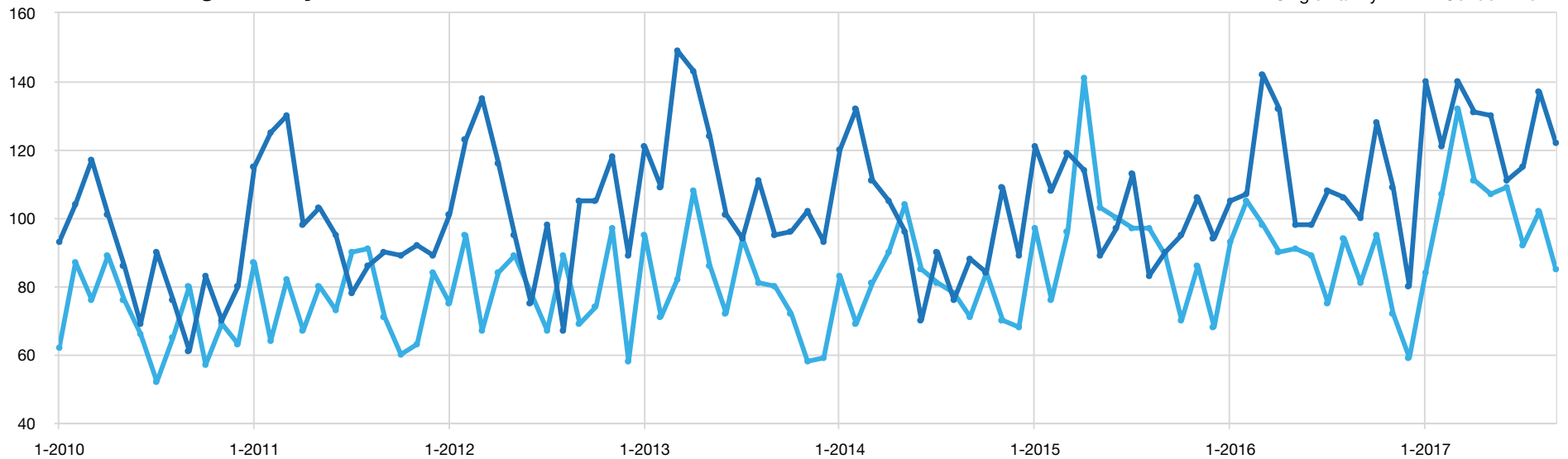


Year to Date



| Pending Sales | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Oct-2016 | 95 | + 35.7% | 128 | + 34.7% |
| Nov-2016 | 72 | - 16.3% | 109 | + 2.8% |
| Dec-2016 | 59 | - 13.2% | 80 | - 14.9% |
| Jan-2017 | 84 | - 9.7% | 140 | + 33.3% |
| Feb-2017 | 107 | + 1.9% | 121 | + 13.1% |
| Mar-2017 | 132 | + 34.7% | 140 | - 1.4% |
| Apr-2017 | 111 | + 23.3% | 131 | - 0.8% |
| May-2017 | 107 | + 17.6% | 130 | + 32.7% |
| Jun-2017 | 109 | + 22.5% | 111 | + 13.3% |
| Jul-2017 | 92 | + 22.7% | 115 | + 6.5% |
| Aug-2017 | 102 | + 8.5% | 137 | + 29.2% |
| Sep-2017 | 85 | + 4.9% | 122 | + 22.0% |
| 12-Month Avg | 96 | + 10.3% | 122 | + 13.0% |

Historical Pending Sales by Month

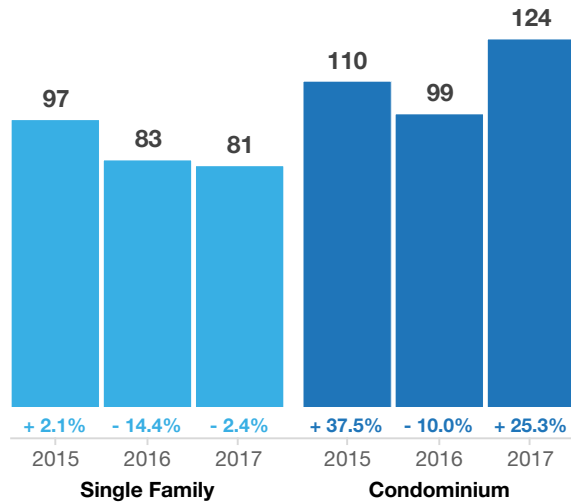


Closed Sales

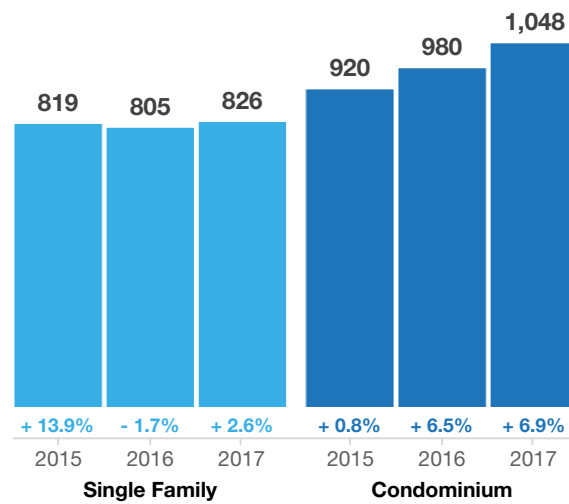
A count of the actual sales that closed in a given month.



September

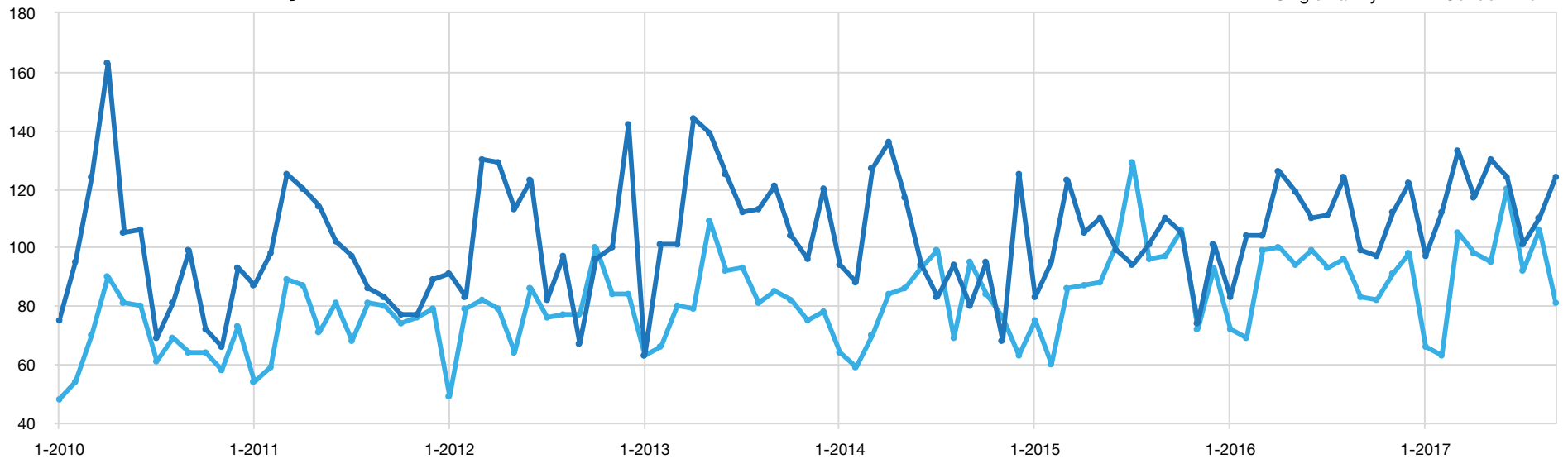


Year to Date



| Closed Sales | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Oct-2016 | 82 | -22.6% | 97 | -7.6% |
| Nov-2016 | 91 | +26.4% | 112 | +51.4% |
| Dec-2016 | 98 | +5.4% | 122 | +20.8% |
| Jan-2017 | 66 | -8.3% | 97 | +16.9% |
| Feb-2017 | 63 | -8.7% | 112 | +7.7% |
| Mar-2017 | 105 | +6.1% | 133 | +27.9% |
| Apr-2017 | 98 | -2.0% | 117 | -7.1% |
| May-2017 | 95 | +1.1% | 130 | +9.2% |
| Jun-2017 | 120 | +21.2% | 124 | +12.7% |
| Jul-2017 | 92 | -1.1% | 101 | -9.0% |
| Aug-2017 | 106 | +10.4% | 110 | -11.3% |
| Sep-2017 | 81 | -2.4% | 124 | +25.3% |
| 12-Month Avg | 91 | +1.1% | 115 | +9.5% |

Historical Closed Sales by Month

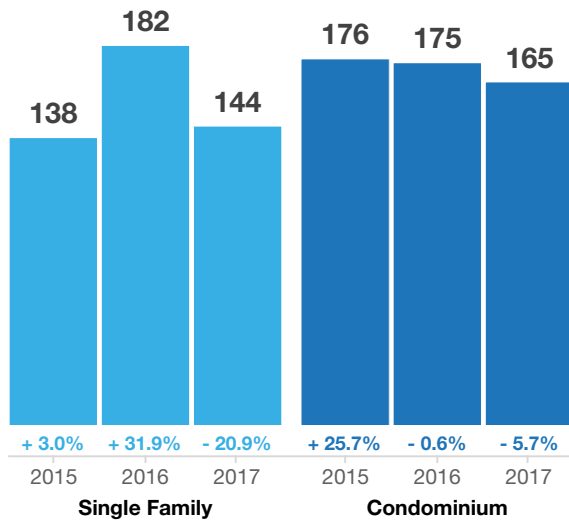


Days on Market Until Sale

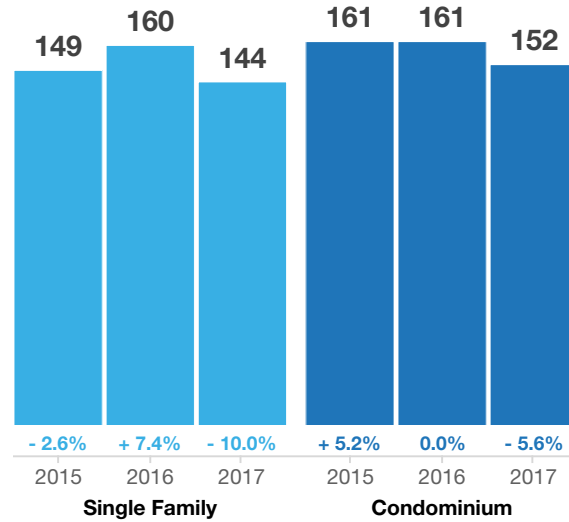
Average number of days between when a property is listed and when it closed in a given month.



September



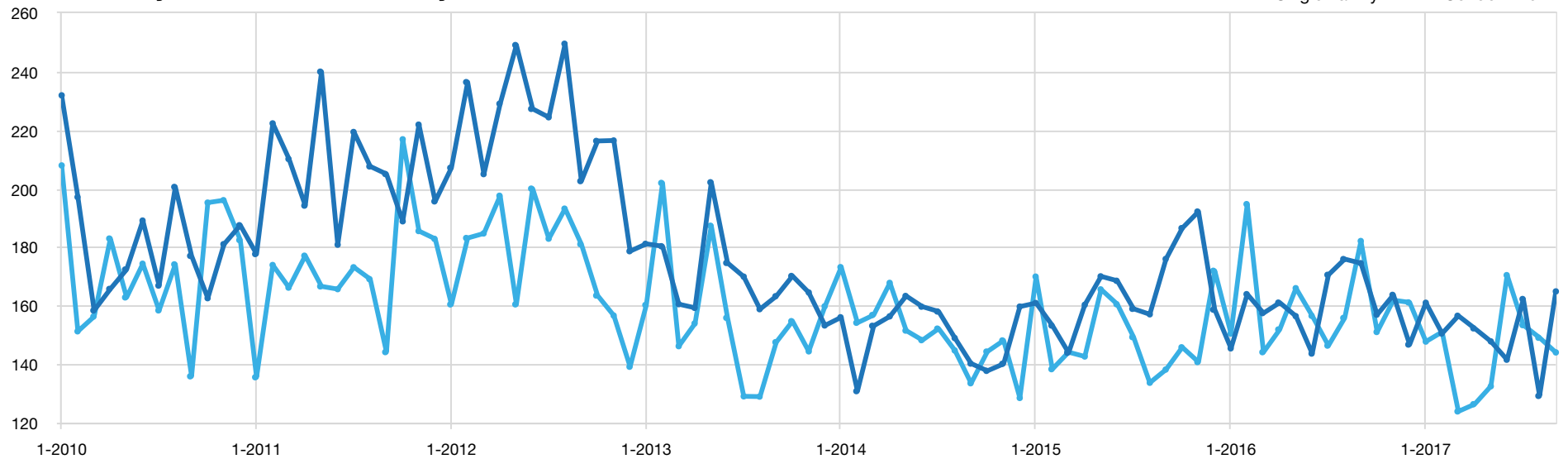
Year to Date



| Days on Market | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Oct-2016 | 151 | + 3.4% | 157 | - 16.0% |
| Nov-2016 | 162 | + 14.9% | 164 | - 14.6% |
| Dec-2016 | 161 | - 6.4% | 147 | - 7.5% |
| Jan-2017 | 148 | - 1.3% | 161 | + 11.0% |
| Feb-2017 | 151 | - 22.6% | 151 | - 7.9% |
| Mar-2017 | 124 | - 13.9% | 157 | 0.0% |
| Apr-2017 | 126 | - 17.1% | 152 | - 5.6% |
| May-2017 | 132 | - 20.5% | 148 | - 5.1% |
| Jun-2017 | 170 | + 8.3% | 142 | - 1.4% |
| Jul-2017 | 153 | + 4.8% | 162 | - 5.3% |
| Aug-2017 | 149 | - 4.5% | 129 | - 26.7% |
| Sep-2017 | 144 | - 20.9% | 165 | - 5.7% |
| 12-Month Avg* | 148 | - 6.5% | 153 | - 7.6% |

* Days on Market for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

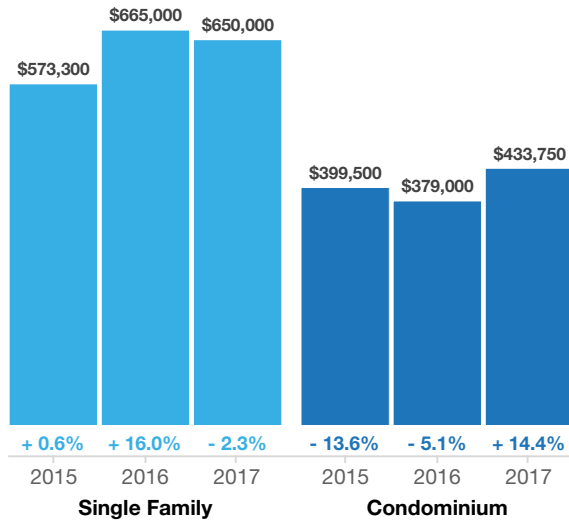


Median Sales Price

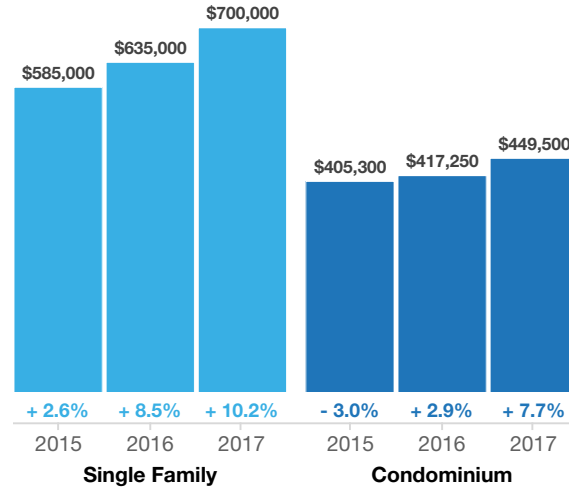
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



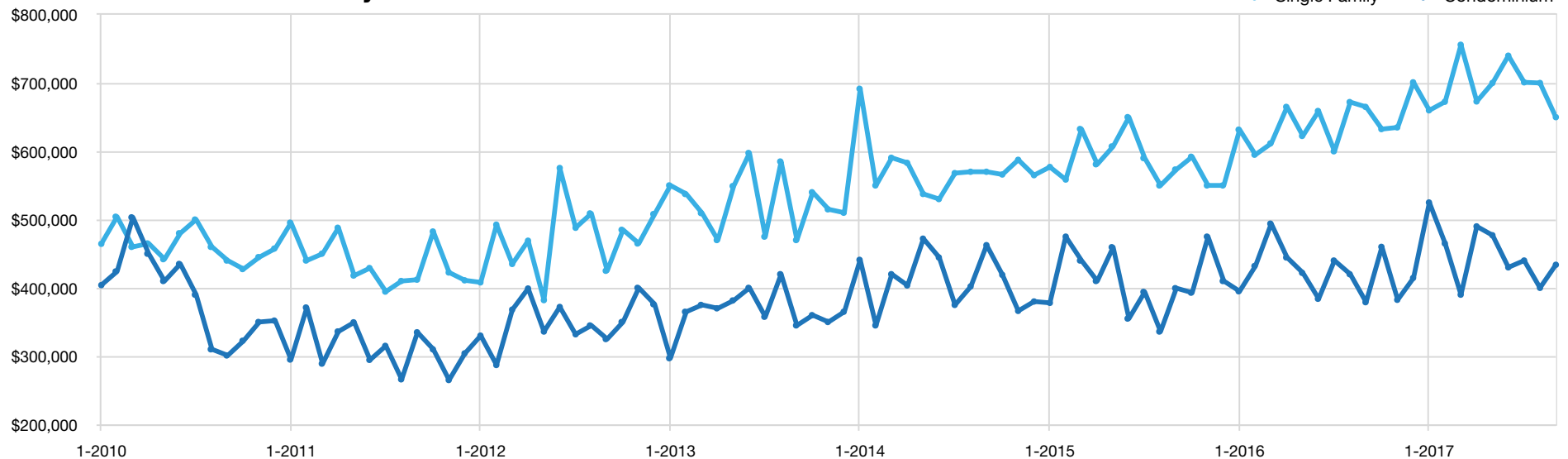
Year to Date



| Median Sales Price | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| Oct-2016 | \$632,500 | + 6.8% | \$460,000 | + 17.1% |
| Nov-2016 | \$635,000 | + 15.5% | \$382,500 | - 19.5% |
| Dec-2016 | \$701,000 | + 27.5% | \$414,500 | + 1.1% |
| Jan-2017 | \$660,000 | + 4.5% | \$525,000 | + 32.9% |
| Feb-2017 | \$672,575 | + 13.0% | \$465,000 | + 7.7% |
| Mar-2017 | \$756,000 | + 23.6% | \$390,000 | - 21.1% |
| Apr-2017 | \$673,000 | + 1.2% | \$490,000 | + 10.2% |
| May-2017 | \$700,000 | + 12.4% | \$477,000 | + 13.0% |
| Jun-2017 | \$740,000 | + 12.3% | \$430,000 | + 12.0% |
| Jul-2017 | \$701,000 | + 16.8% | \$440,000 | 0.0% |
| Aug-2017 | \$700,000 | + 4.2% | \$400,000 | - 4.8% |
| Sep-2017 | \$650,000 | - 2.3% | \$433,750 | + 14.4% |
| 12-Month Avg* | \$690,000 | + 11.3% | \$439,000 | + 5.2% |

* Median Sales Price for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Median Sales Price by Month

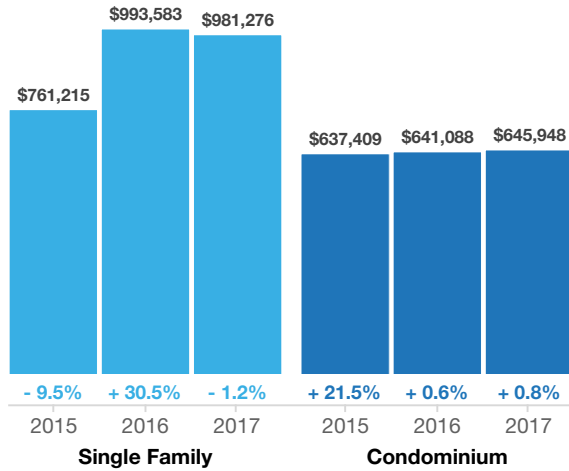


Average Sales Price

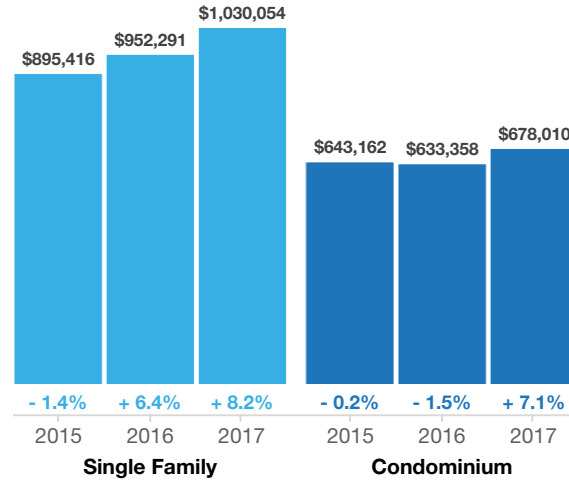
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



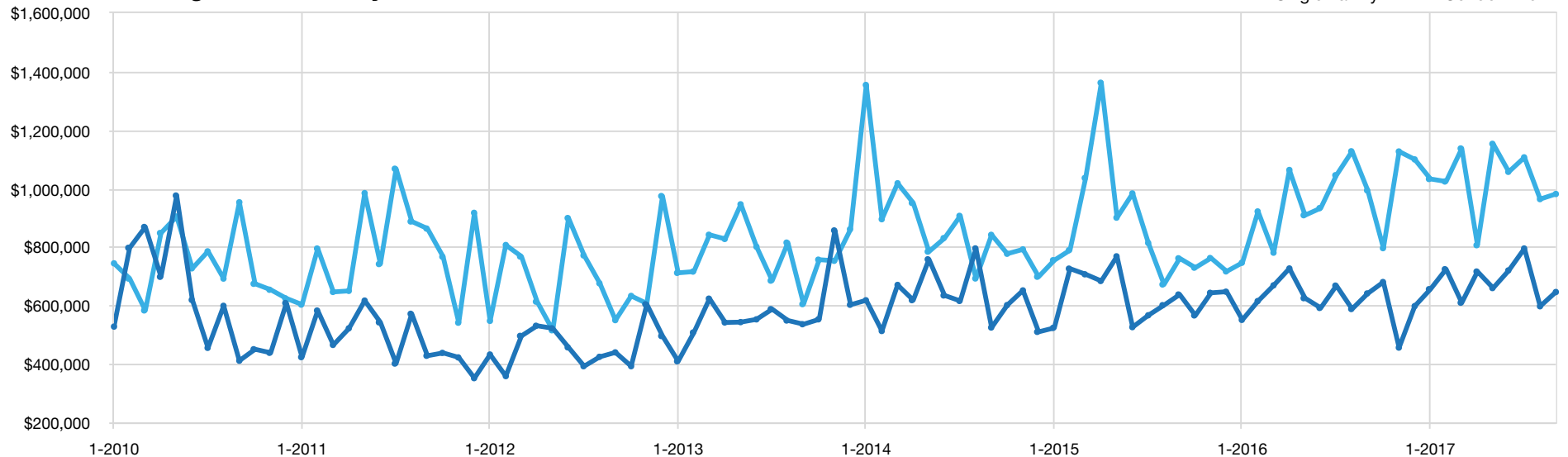
Year to Date



| Avg. Sales Price | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|------------------|------------------|-----------------------|------------------|-----------------------|
| Oct-2016 | \$796,059 | + 9.2% | \$680,081 | + 20.2% |
| Nov-2016 | \$1,126,619 | + 47.8% | \$455,940 | - 29.1% |
| Dec-2016 | \$1,099,465 | + 53.4% | \$597,765 | - 7.6% |
| Jan-2017 | \$1,032,591 | + 38.4% | \$655,654 | + 19.0% |
| Feb-2017 | \$1,023,982 | + 11.1% | \$723,978 | + 17.7% |
| Mar-2017 | \$1,136,899 | + 45.7% | \$609,385 | - 8.9% |
| Apr-2017 | \$806,109 | - 24.2% | \$715,983 | - 1.4% |
| May-2017 | \$1,152,746 | + 26.9% | \$659,559 | + 5.5% |
| Jun-2017 | \$1,057,009 | + 13.3% | \$719,692 | + 21.7% |
| Jul-2017 | \$1,106,498 | + 5.8% | \$794,823 | + 19.0% |
| Aug-2017 | \$963,743 | - 14.5% | \$597,209 | + 1.6% |
| Sep-2017 | \$981,276 | - 1.2% | \$645,948 | + 0.8% |
| 12-Month Avg* | \$1,026,708 | + 14.4% | \$653,020 | + 3.7% |

* Avg. Sales Price for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Average Sales Price by Month

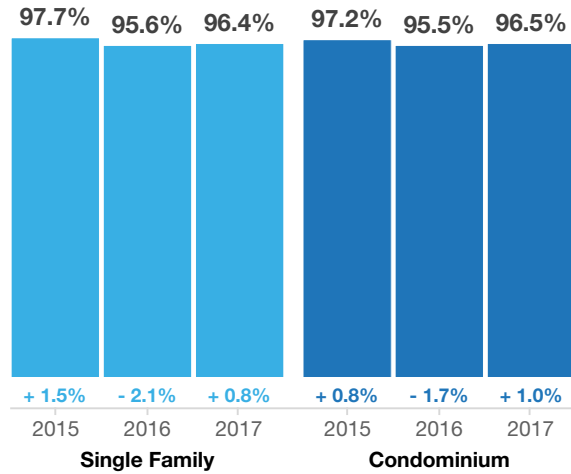


Percent of List Price Received

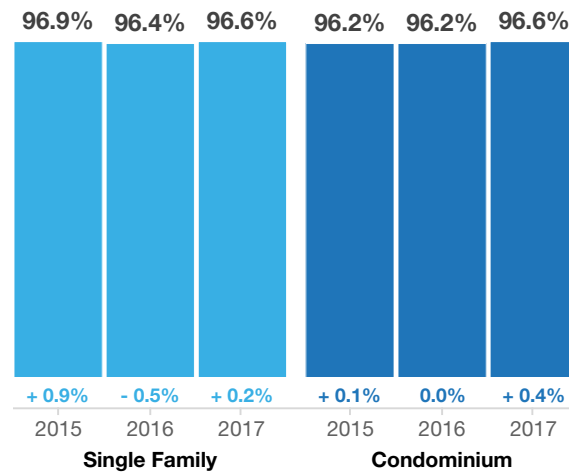
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



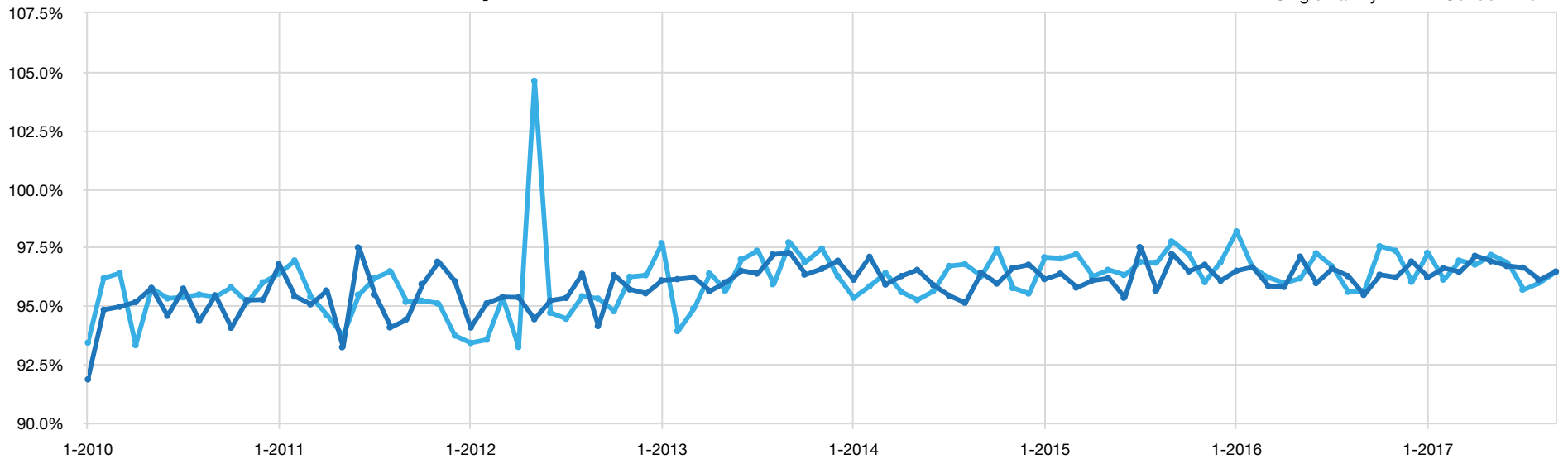
Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|--------------|-----------------------|
| Oct-2016 | 97.5% | + 0.3% | 96.3% | - 0.2% |
| Nov-2016 | 97.3% | + 1.4% | 96.2% | - 0.5% |
| Dec-2016 | 96.0% | - 0.9% | 96.9% | + 0.8% |
| Jan-2017 | 97.3% | - 0.9% | 96.2% | - 0.3% |
| Feb-2017 | 96.1% | - 0.5% | 96.6% | 0.0% |
| Mar-2017 | 96.9% | + 0.7% | 96.4% | + 0.6% |
| Apr-2017 | 96.8% | + 0.8% | 97.1% | + 1.4% |
| May-2017 | 97.2% | + 1.0% | 96.9% | - 0.2% |
| Jun-2017 | 96.8% | - 0.4% | 96.7% | + 0.7% |
| Jul-2017 | 95.7% | - 1.0% | 96.6% | 0.0% |
| Aug-2017 | 96.0% | + 0.4% | 96.1% | - 0.2% |
| Sep-2017 | 96.4% | + 0.8% | 96.5% | + 1.0% |
| 12-Month Avg* | 96.7% | + 0.2% | 96.6% | + 0.3% |

* Pct. of List Price Received for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

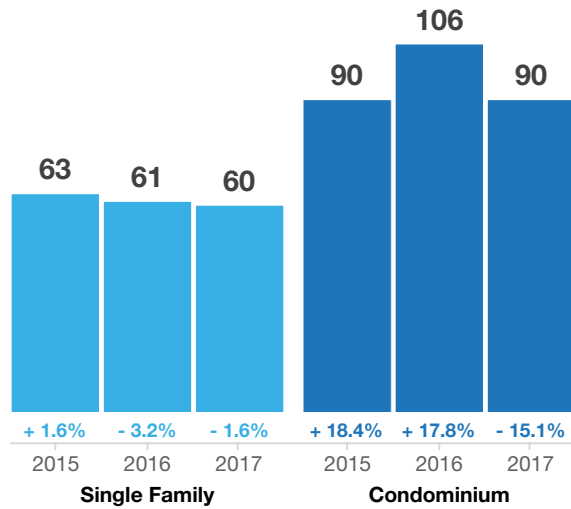


Housing Affordability Index

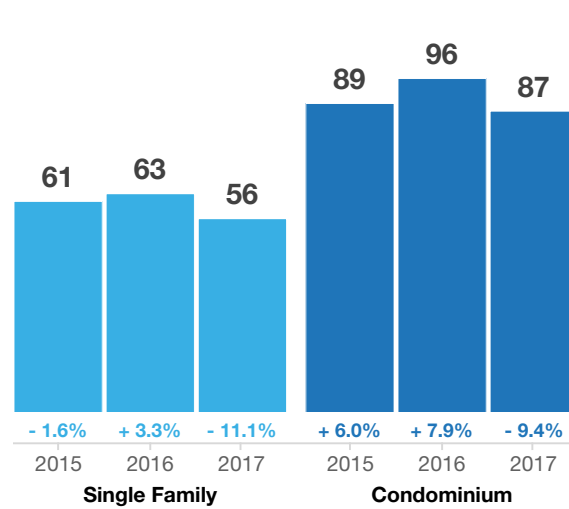
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

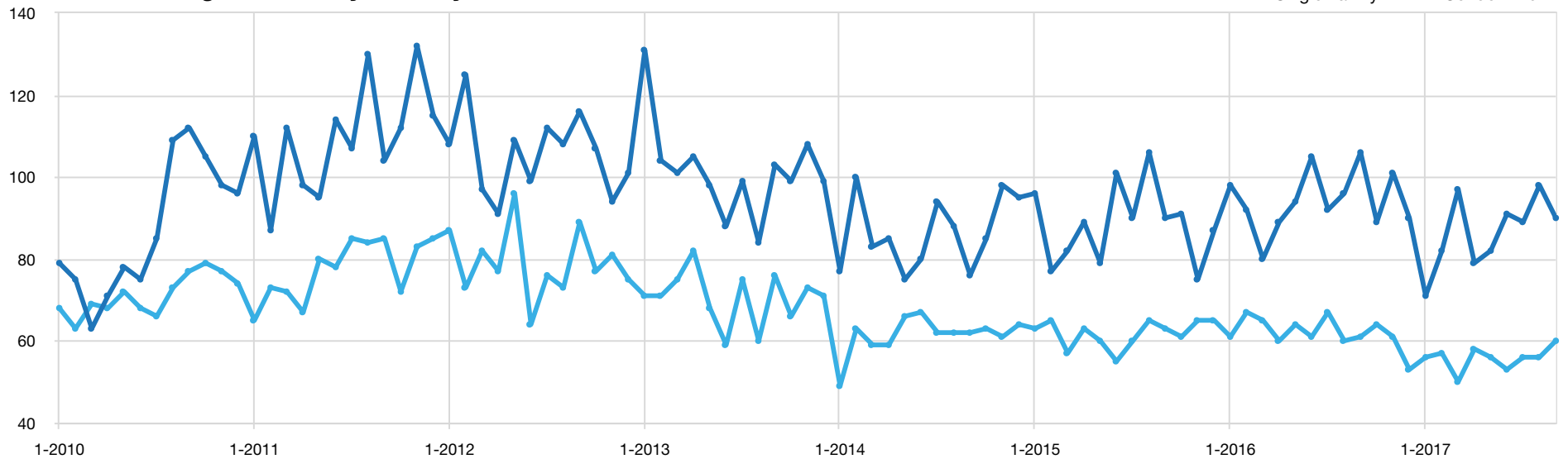


Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------|-----------------------|
| Oct-2016 | 64 | + 4.9% | 89 | - 2.2% |
| Nov-2016 | 61 | - 6.2% | 101 | + 34.7% |
| Dec-2016 | 53 | - 18.5% | 90 | + 3.4% |
| Jan-2017 | 56 | - 8.2% | 71 | - 27.6% |
| Feb-2017 | 57 | - 14.9% | 82 | - 10.9% |
| Mar-2017 | 50 | - 23.1% | 97 | + 21.3% |
| Apr-2017 | 58 | - 3.3% | 79 | - 11.2% |
| May-2017 | 56 | - 12.5% | 82 | - 12.8% |
| Jun-2017 | 53 | - 13.1% | 91 | - 13.3% |
| Jul-2017 | 56 | - 16.4% | 89 | - 3.3% |
| Aug-2017 | 56 | - 6.7% | 98 | + 2.1% |
| Sep-2017 | 60 | - 1.6% | 90 | - 15.1% |
| 12-Month Avg | 57 | - 9.5% | 88 | - 4.3% |

Historical Housing Affordability Index by Month

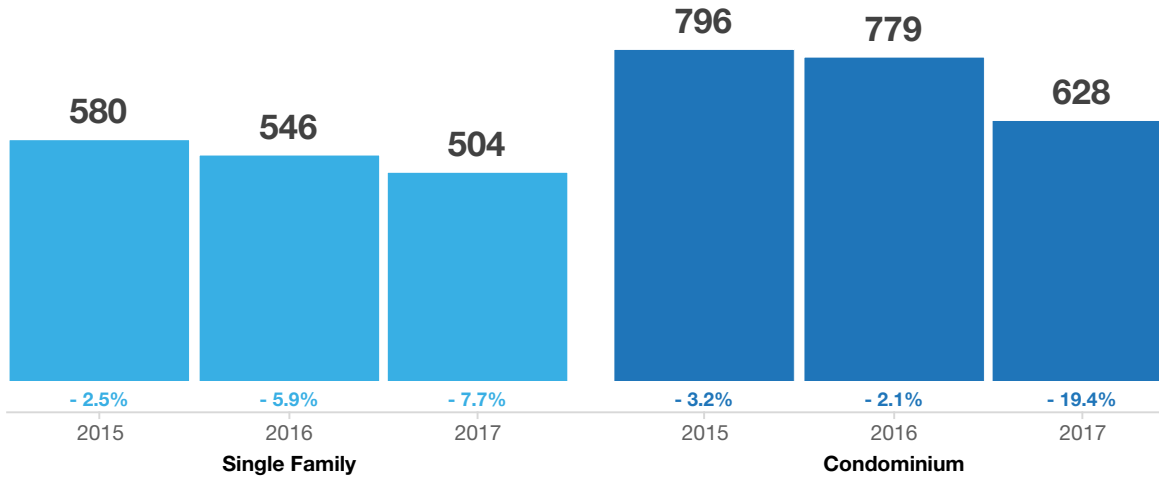


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

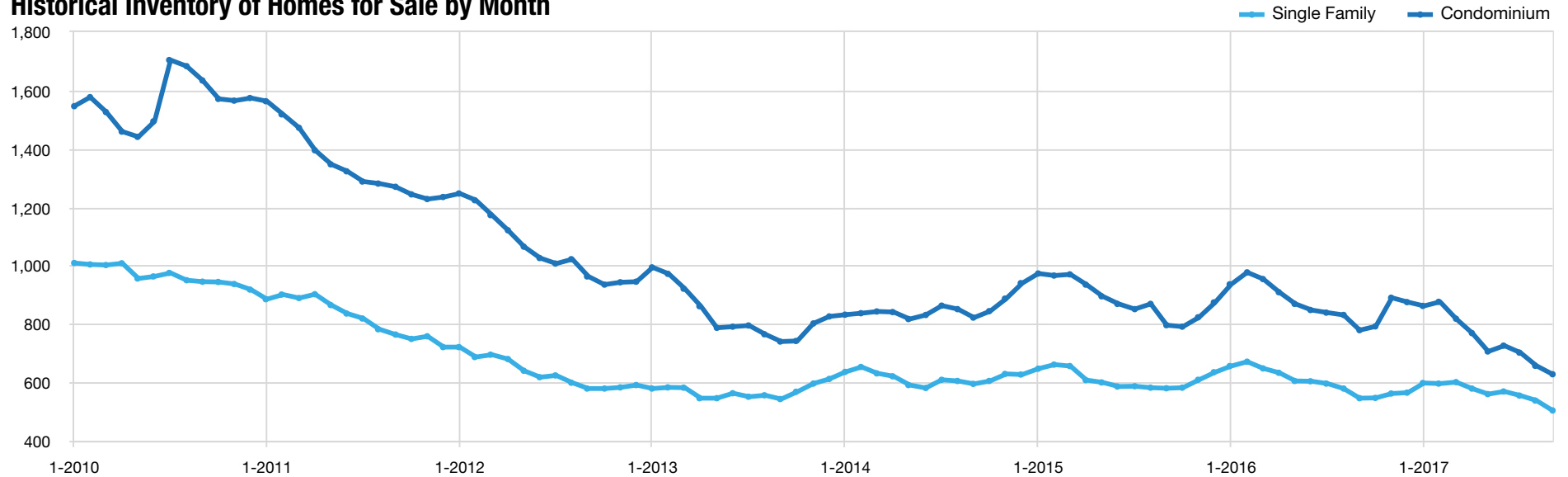


September



| Homes for Sale | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Oct-2016 | 547 | - 6.0% | 792 | + 0.1% |
| Nov-2016 | 562 | - 7.7% | 890 | + 8.1% |
| Dec-2016 | 565 | - 11.0% | 875 | + 0.1% |
| Jan-2017 | 598 | - 8.8% | 862 | - 7.9% |
| Feb-2017 | 596 | - 11.2% | 876 | - 10.3% |
| Mar-2017 | 601 | - 7.3% | 818 | - 14.3% |
| Apr-2017 | 579 | - 8.5% | 769 | - 15.4% |
| May-2017 | 560 | - 7.4% | 706 | - 18.8% |
| Jun-2017 | 569 | - 5.8% | 726 | - 14.4% |
| Jul-2017 | 555 | - 6.9% | 702 | - 16.3% |
| Aug-2017 | 538 | - 7.1% | 657 | - 20.9% |
| Sep-2017 | 504 | - 7.7% | 628 | - 19.4% |
| 12-Month Avg | 565 | - 8.0% | 775 | - 10.8% |

Historical Inventory of Homes for Sale by Month

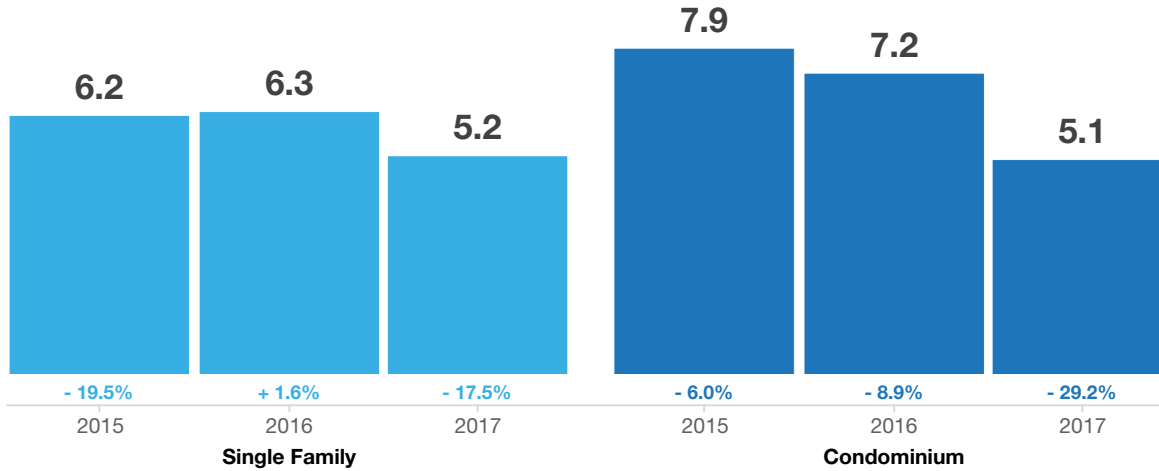


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



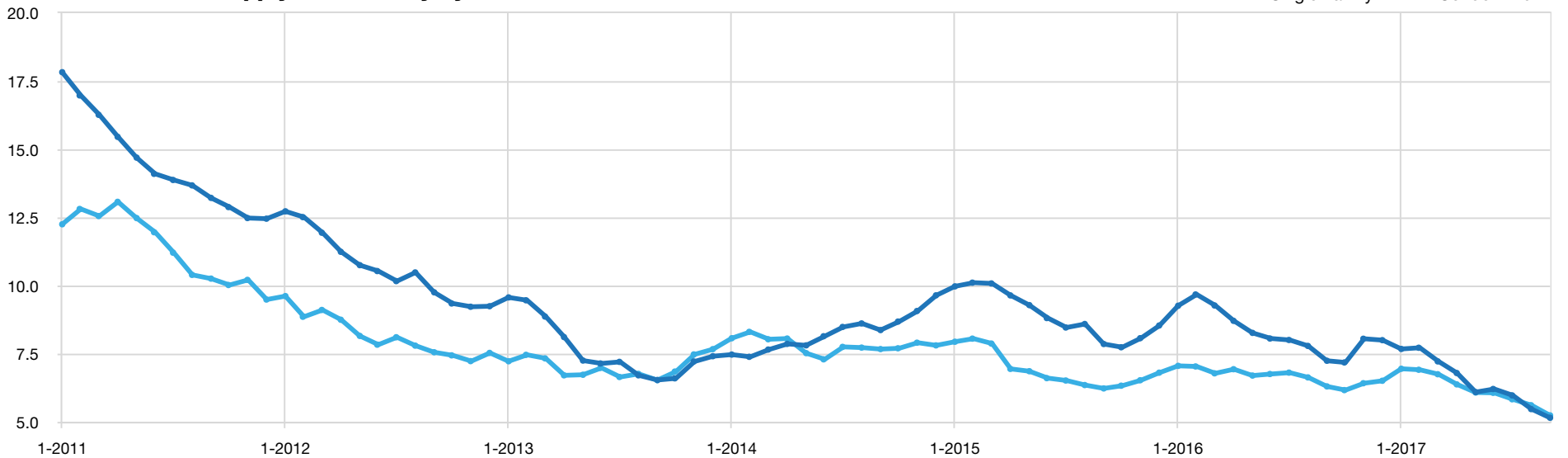
September



| Months Supply | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Oct-2016 | 6.2 | - 1.6% | 7.2 | - 6.5% |
| Nov-2016 | 6.4 | - 1.5% | 8.0 | - 1.2% |
| Dec-2016 | 6.5 | - 4.4% | 8.0 | - 5.9% |
| Jan-2017 | 6.9 | - 2.8% | 7.7 | - 17.2% |
| Feb-2017 | 6.9 | - 1.4% | 7.7 | - 20.6% |
| Mar-2017 | 6.7 | - 1.5% | 7.2 | - 22.6% |
| Apr-2017 | 6.4 | - 7.2% | 6.8 | - 21.8% |
| May-2017 | 6.1 | - 9.0% | 6.1 | - 26.5% |
| Jun-2017 | 6.1 | - 10.3% | 6.2 | - 23.5% |
| Jul-2017 | 5.8 | - 14.7% | 6.0 | - 25.0% |
| Aug-2017 | 5.6 | - 15.2% | 5.5 | - 29.5% |
| Sep-2017 | 5.2 | - 17.5% | 5.1 | - 29.2% |
| 12-Month Avg* | 6.2 | - 7.1% | 6.8 | - 19.0% |

* Months Supply for all properties from October 2016 through September 2017. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics | Historical Sparkbars | 9-2016 | 9-2017 | % Change | YTD 2016 | YTD 2017 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 287 | 294 | + 2.4% | 2,995 | 3,025 | + 1.0% |
| Pending Sales | | 224 | 227 | + 1.3% | 1,974 | 2,219 | + 12.4% |
| Closed Sales | | 203 | 223 | + 9.9% | 1,904 | 2,043 | + 7.3% |
| Days on Market Until Sale | | 179 | 163 | - 8.9% | 161 | 154 | - 4.3% |
| Median Sales Price | | \$540,000 | \$545,000 | + 0.9% | \$545,950 | \$577,700 | + 5.8% |
| Average Sales Price | | \$817,072 | \$751,567 | - 8.0% | \$771,808 | \$802,759 | + 4.0% |
| Percent of List Price Received | | 95.6% | 96.4% | + 0.8% | 96.2% | 96.5% | + 0.3% |
| Housing Affordability Index | | 75 | 72 | - 4.0% | 74 | 68 | - 8.1% |
| Inventory of Homes for Sale | | 1,684 | 1,466 | - 12.9% | — | — | — |
| Months Supply of Inventory | | 8.0 | 6.3 | - 21.3% | — | — | — |

Single Family Monthly Sales Volume

September 2017



| Area Name | September 2017 | | | August 2017 | | | September 2016 | | |
|---------------------------|----------------|---------------------|--------------------|-------------|----------------------|--------------------|----------------|---------------------|--------------------|
| | Units | Dollar Volume | Median Sales Price | Units | Dollar Volume | Median Sales Price | Units | Dollar Volume | Median Sales Price |
| Haiku | 4 | \$5,040,000 | \$1,045,000 | 10 | \$7,716,250 | \$652,500 | 6 | \$7,165,999 | \$1,038,000 |
| Hana | 0 | -- | -- | 1 | \$210,000 | \$210,000 | 0 | -- | -- |
| Honokohau | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kaanapali | 1 | \$1,110,000 | \$1,110,000 | 4 | \$9,320,000 | \$2,150,000 | 1 | \$1,550,000 | \$1,550,000 |
| Kahakuloa | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kahului | 16 | \$9,331,000 | \$597,500 | 11 | \$7,730,000 | \$655,000 | 12 | \$6,710,267 | \$545,688 |
| Kapalua | 0 | -- | -- | 3 | \$7,825,000 | \$2,575,000 | 1 | \$4,000,000 | \$4,000,000 |
| Kaupo | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Keanae | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kihei | 12 | \$12,849,000 | \$797,500 | 15 | \$10,661,240 | \$689,500 | 13 | \$8,142,000 | \$620,000 |
| Kipahulu | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kula/Ulupalakua/Kanaio | 3 | \$2,274,000 | \$850,000 | 5 | \$5,899,000 | \$1,100,000 | 9 | \$10,346,000 | \$1,040,000 |
| Lahaina | 2 | \$2,622,000 | \$1,311,000 | 9 | \$14,954,000 | \$960,000 | 4 | \$3,317,000 | \$660,000 |
| Maalaea | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Makawao/Olinda/Haliimaile | 6 | \$3,869,000 | \$657,000 | 2 | \$948,000 | \$474,000 | 6 | \$3,551,500 | \$557,500 |
| Maui Meadows | 3 | \$4,204,300 | \$980,000 | 6 | \$6,261,250 | \$1,006,250 | 2 | \$2,248,000 | \$1,124,000 |
| Nahiku | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Napili/Kahana/Honokowai | 1 | \$714,000 | \$714,000 | 7 | \$6,197,200 | \$850,000 | 4 | \$3,770,000 | \$925,000 |
| Olowalu | 0 | -- | -- | 1 | \$801,500 | \$801,500 | 0 | -- | -- |
| Pukalani | 5 | \$3,962,500 | \$696,000 | 3 | \$3,548,000 | \$668,000 | 7 | \$4,478,121 | \$635,000 |
| Spreckelsville/Paia/Kuau | 2 | \$16,747,000 | \$8,373,500 | 2 | \$4,925,000 | \$2,462,500 | 2 | \$1,480,000 | \$740,000 |
| Wailea/Makena | 1 | \$1,500,000 | \$1,500,000 | 0 | -- | -- | 5 | \$20,499,000 | \$1,375,000 |
| Wailuku | 22 | \$14,050,546 | \$618,850 | 18 | \$12,027,324 | \$647,500 | 9 | \$4,668,000 | \$476,000 |
| All MLS | 81 | \$79,483,346 | \$650,000 | 106 | \$102,156,764 | \$700,000 | 83 | \$82,467,387 | \$665,000 |

Condominium Monthly Sales Volume

September 2017



| Area Name | September 2017 | | | August 2017 | | | September 2016 | | |
|---------------------------|----------------|---------------------|--------------------|-------------|---------------------|--------------------|----------------|---------------------|--------------------|
| | Units | Dollar Volume | Median Sales Price | Units | Dollar Volume | Median Sales Price | Units | Dollar Volume | Median Sales Price |
| Haiku | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Hana | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Honokohau | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kaanapali | 13 | \$14,820,400 | \$904,000 | 10 | \$6,939,900 | \$647,450 | 9 | \$8,730,000 | \$855,000 |
| Kahakuloa | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kahului | 3 | \$290,000 | \$92,000 | 8 | \$1,099,400 | \$92,150 | 0 | -- | -- |
| Kapalua | 5 | \$5,700,000 | \$950,000 | 5 | \$11,800,100 | \$885,100 | 2 | \$13,150,000 | \$6,575,000 |
| Kaupo | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Keanae | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kihei | 40 | \$17,879,150 | \$365,000 | 49 | \$21,045,628 | \$385,000 | 45 | \$17,015,900 | \$347,000 |
| Kipahulu | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kula/Ulupalakua/Kanaio | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Lahaina | 6 | \$3,203,000 | \$552,000 | 5 | \$2,449,000 | \$510,000 | 2 | \$639,000 | \$319,500 |
| Maalaea | 8 | \$2,260,700 | \$250,000 | 3 | \$1,544,900 | \$424,900 | 1 | \$595,000 | \$595,000 |
| Makawao/Olinda/Haliimaile | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Maui Meadows | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Nahiku | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Napili/Kahana/Honokowai | 19 | \$8,436,000 | \$355,000 | 14 | \$5,355,500 | \$365,500 | 16 | \$6,754,800 | \$403,000 |
| Olowalu | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Pukalani | 1 | \$470,000 | \$470,000 | 0 | -- | -- | 0 | -- | -- |
| Spreckelsville/Paia/Kuuu | 0 | -- | -- | 0 | -- | -- | 1 | \$318,000 | \$318,000 |
| Wailea/Makena | 8 | \$20,306,969 | \$1,687,500 | 5 | \$12,180,000 | \$1,900,000 | 7 | \$10,095,000 | \$1,400,000 |
| Wailuku | 16 | \$5,820,314 | \$404,500 | 10 | \$3,186,075 | \$297,500 | 14 | \$5,186,000 | \$350,000 |
| All MLS | 124 | \$80,097,533 | \$433,750 | 110 | \$65,693,003 | \$400,000 | 99 | \$63,467,700 | \$379,000 |

Land Monthly Sales Volume

September 2017



| Area Name | September 2017 | | | August 2017 | | | September 2016 | | |
|---------------------------|----------------|--------------------|--------------------|-------------|--------------------|--------------------|----------------|---------------------|--------------------|
| | Units | Dollar Volume | Median Sales Price | Units | Dollar Volume | Median Sales Price | Units | Dollar Volume | Median Sales Price |
| Haiku | 3 | \$1,080,000 | \$365,000 | 1 | \$400,000 | \$400,000 | 5 | \$9,920,000 | \$2,068,060 |
| Hana | 0 | -- | -- | 1 | \$140,000 | \$140,000 | 0 | -- | -- |
| Honokohau | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kaanapali | 1 | \$370,000 | \$370,000 | 0 | -- | -- | 3 | \$2,270,375 | \$874,125 |
| Kahakuloa | 0 | -- | -- | 0 | -- | -- | 1 | \$210,000 | \$210,000 |
| Kahului | 0 | -- | -- | 1 | \$315,000 | \$315,000 | 0 | -- | -- |
| Kapalua | 0 | -- | -- | 1 | \$1,400,000 | \$1,400,000 | 1 | \$700,000 | \$700,000 |
| Kaupo | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Keanae | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kihei | 0 | -- | -- | 0 | -- | -- | 1 | \$469,500 | \$469,500 |
| Kipahulu | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kula/Ulupalakua/Kanaio | 0 | -- | -- | 0 | -- | -- | 1 | \$380,000 | \$380,000 |
| Lahaina | 0 | -- | -- | 1 | \$1,175,000 | \$1,175,000 | 3 | \$3,623,620 | \$1,340,200 |
| Maalaea | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Makawao/Olinda/Haliimaile | 5 | \$3,717,300 | \$746,800 | 0 | -- | -- | 0 | -- | -- |
| Maui Meadows | 0 | -- | -- | 0 | -- | -- | 1 | \$625,000 | \$625,000 |
| Nahiku | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Napili/Kahana/Honokowai | 0 | -- | -- | 1 | \$1,200,000 | \$1,200,000 | 0 | -- | -- |
| Olowalu | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Pukalani | 6 | \$2,032,200 | \$334,400 | 11 | \$3,697,790 | \$329,000 | 1 | \$387,030 | \$387,030 |
| Spreckelsville/Paia/Kuau | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Wailea/Makena | 1 | \$500,000 | \$500,000 | 0 | -- | -- | 1 | \$675,000 | \$675,000 |
| Wailuku | 2 | \$319,000 | \$159,500 | 2 | \$1,412,999 | \$706,500 | 2 | \$520,000 | \$260,000 |
| All MLS | 18 | \$8,018,500 | \$367,500 | 19 | \$9,740,789 | \$332,000 | 21 | \$19,930,525 | \$625,000 |

Single Family Sales – Year to Date

September 2017 YTD



| Area Name | Number of Sales | | | | Average Sales Price | | | | Median Sales Price | | | | Total Dollar Volume | | | |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|------------------|----------------|--------------------|-------------------|------------------|----------------|----------------------|----------------------|----------------------|----------------|
| | Sep-17 YTD Sales | Sep-16 YTD Sales | Unit Change | Percent Change | Sep-17 YTD Average | Sep-16 YTD Average | Dollar Change | Percent Change | Sep-17 YTD Median | Sep-16 YTD Median | Dollar Change | Percent Change | Sep-17 YTD Volume | Sep-16 YTD Volume | Dollar Change | Percent Change |
| Haiku | 64 | 52 | +12 | +23.1% | \$879,530 | \$922,697 | -\$43,167 | -4.7% | \$744,500 | \$861,500 | -\$117,000 | -13.6% | \$56,289,944 | \$47,980,249 | +\$8,309,695 | +17.3% |
| Hana | 7 | 9 | -2 | -22.2% | \$1,438,226 | \$923,111 | +\$515,115 | +55.8% | \$997,083 | \$575,000 | +\$422,083 | +73.4% | \$10,067,583 | \$8,308,000 | +\$1,759,583 | +21.2% |
| Honokohau | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kaanapali | 18 | 15 | +3 | +20.0% | \$2,006,514 | \$2,015,700 | -\$9,186 | -0.5% | \$1,700,000 | \$1,700,000 | \$0 | 0.0% | \$36,117,250 | \$30,235,500 | +\$5,881,750 | +19.5% |
| Kahakuloa | 1 | 1 | 0 | 0.0% | \$575,000 | \$800,000 | -\$225,000 | -28.1% | \$575,000 | \$800,000 | -\$225,000 | -28.1% | \$575,000 | \$800,000 | -\$225,000 | -28.1% |
| Kahului | 112 | 116 | -4 | -3.4% | \$602,296 | \$561,935 | +\$40,361 | +7.2% | \$597,000 | \$553,588 | +\$43,413 | +7.8% | \$67,457,122 | \$65,184,424 | +\$2,272,698 | +3.5% |
| Kapalua | 6 | 11 | -5 | -45.5% | \$2,587,500 | \$3,990,000 | -\$1,402,500 | -35.2% | \$2,487,500 | \$2,700,000 | -\$212,500 | -7.9% | \$15,525,000 | \$43,890,000 | -\$28,365,000 | -64.6% |
| Kaupo | 0 | 1 | -1 | -100.0% | -- | \$1,300,000 | -- | -- | -- | \$1,300,000 | -- | -- | \$0 | \$1,300,000 | -\$1,300,000 | -100.0% |
| Kearnae | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kihei | 138 | 133 | +5 | +3.8% | \$939,504 | \$744,151 | +\$195,352 | +26.3% | \$707,000 | \$615,000 | +\$92,000 | +15.0% | \$129,651,499 | \$98,972,149 | +\$30,679,350 | +31.0% |
| Kipahulu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kula/Ulupalakua/Kanaio | 64 | 51 | +13 | +25.5% | \$1,037,542 | \$1,096,162 | -\$58,620 | -5.3% | \$849,500 | \$820,000 | +\$29,500 | +3.6% | \$66,402,700 | \$55,904,275 | +\$10,498,425 | +18.8% |
| Lahaina | 50 | 55 | -5 | -9.1% | \$1,684,676 | \$1,381,114 | +\$303,562 | +22.0% | \$1,334,500 | \$773,000 | +\$561,500 | +72.6% | \$84,233,798 | \$75,961,274 | +\$8,272,524 | +10.9% |
| Maalaea | 0 | 1 | -1 | -100.0% | -- | \$1,450,000 | -- | -- | -- | \$1,450,000 | -- | -- | \$0 | \$1,450,000 | -\$1,450,000 | -100.0% |
| Makawao/Olinda/Haliimaile | 40 | 50 | -10 | -20.0% | \$802,288 | \$680,239 | +\$122,049 | +17.9% | \$634,500 | \$601,625 | +\$32,875 | +5.5% | \$32,091,514 | \$34,011,950 | -\$1,920,436 | -5.6% |
| Maui Meadows | 25 | 20 | +5 | +25.0% | \$1,346,277 | \$1,237,378 | +\$108,900 | +8.8% | \$1,265,000 | \$1,287,500 | -\$22,500 | -1.7% | \$33,656,930 | \$24,747,550 | +\$8,909,380 | +36.0% |
| Nahiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Napili/Kahana/Honokowai | 34 | 26 | +8 | +30.8% | \$914,866 | \$905,354 | +\$9,512 | +1.1% | \$847,500 | \$882,500 | -\$35,000 | -4.0% | \$31,105,444 | \$23,539,215 | +\$7,566,229 | +32.1% |
| Olowalu | 1 | 1 | 0 | 0.0% | \$801,500 | \$1,250,000 | -\$448,500 | -35.9% | \$801,500 | \$1,250,000 | -\$448,500 | -35.9% | \$801,500 | \$1,250,000 | -\$448,500 | -35.9% |
| Pukalani | 37 | 50 | -13 | -26.0% | \$753,115 | \$615,873 | +\$137,241 | +22.3% | \$675,000 | \$615,000 | +\$60,000 | +9.8% | \$27,865,250 | \$30,793,672 | -\$2,928,422 | -9.5% |
| Spreckelsville/Paia/Kuau | 17 | 28 | -11 | -39.3% | \$2,480,500 | \$1,803,268 | +\$677,232 | +37.6% | \$865,000 | \$734,000 | +\$131,000 | +17.8% | \$42,168,500 | \$50,491,500 | -\$8,323,000 | -16.5% |
| Wailea/Makena | 22 | 18 | +4 | +22.2% | \$4,647,500 | \$4,314,833 | +\$332,667 | +7.7% | \$2,822,500 | \$3,899,500 | -\$1,077,000 | -27.6% | \$102,245,000 | \$77,667,000 | +\$24,578,000 | +31.6% |
| Wailuku | 153 | 140 | +13 | +9.3% | \$641,814 | \$584,935 | +\$56,879 | +9.7% | \$615,000 | \$550,000 | +\$65,000 | +11.8% | \$98,197,522 | \$81,890,915 | +\$16,306,607 | +19.9% |
| All MLS | 826 | 805 | +21 | +2.6% | \$1,030,054 | \$952,291 | +\$77,763 | +8.2% | \$700,000 | \$635,000 | +\$65,000 | +10.2% | \$850,824,716 | \$766,594,172 | +\$84,230,544 | +11.0% |

Total Condominium Sales – Year to Date

September 2017 YTD



| Area Name | Number of Sales | | | | Average Sales Price | | | | Median Sales Price | | | | Total Dollar Volume | | | |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|------------------|----------------|--------------------|-------------------|------------------|----------------|----------------------|----------------------|----------------------|----------------|
| | Sep-17 YTD Sales | Sep-16 YTD Sales | Unit Change | Percent Change | Sep-17 YTD Average | Sep-16 YTD Average | Dollar Change | Percent Change | Sep-17 YTD Median | Sep-16 YTD Median | Dollar Change | Percent Change | Sep-17 YTD Volume | Sep-16 YTD Volume | Dollar Change | Percent Change |
| Haiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Hana | 1 | 0 | +1 | -- | \$760,000 | -- | -- | -- | \$760,000 | -- | -- | -- | \$760,000 | \$0 | +\$760,000 | -- |
| Honokohau | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kaanapali | 89 | 126 | -37 | -29.4% | \$1,082,399 | \$1,146,147 | -\$63,748 | -5.6% | \$780,000 | \$875,000 | -\$95,000 | -10.9% | \$96,333,540 | \$144,414,509 | -\$48,080,969 | -33.3% |
| Kahakuloa | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kahului | 29 | 14 | +15 | +107.1% | \$123,596 | \$136,057 | -\$12,461 | -9.2% | \$95,000 | \$93,500 | +\$1,500 | +1.6% | \$3,584,280 | \$1,904,800 | +\$1,679,480 | +88.2% |
| Kapalua | 40 | 26 | +14 | +53.8% | \$1,817,847 | \$2,029,784 | -\$211,937 | -10.4% | \$925,000 | \$950,192 | -\$25,193 | -2.7% | \$72,713,899 | \$52,774,384 | +\$19,939,515 | +37.8% |
| Kaupo | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kearnae | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kihei | 402 | 368 | +34 | +9.2% | \$471,942 | \$420,354 | +\$51,588 | +12.3% | \$379,000 | \$340,000 | +\$39,000 | +11.5% | \$189,720,612 | \$154,690,340 | +\$35,030,272 | +22.6% |
| Kipahulu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kula/Ulupalakua/Kanaio | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Lahaina | 62 | 58 | +4 | +6.9% | \$512,585 | \$488,368 | +\$24,217 | +5.0% | \$482,500 | \$480,573 | +\$1,928 | +0.4% | \$31,780,255 | \$28,325,355 | +\$3,454,900 | +12.2% |
| Maalaea | 34 | 14 | +20 | +142.9% | \$365,256 | \$279,786 | +\$85,470 | +30.5% | \$314,300 | \$282,500 | +\$31,800 | +11.3% | \$12,418,700 | \$3,917,000 | +\$8,501,700 | +217.0% |
| Makawao/Olinda/Haliimaile | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Maui Meadows | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Nahiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Napili/Kahana/Honokowai | 165 | 178 | -13 | -7.3% | \$452,480 | \$426,978 | +\$25,502 | +6.0% | \$410,000 | \$405,000 | +\$5,000 | +1.2% | \$74,659,204 | \$76,002,074 | -\$1,342,870 | -1.8% |
| Olowalu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Pukalani | 8 | 8 | 0 | 0.0% | \$581,625 | \$492,767 | +\$88,858 | +18.0% | \$599,000 | \$491,875 | +\$107,125 | +21.8% | \$4,653,000 | \$3,942,138 | +\$710,862 | +18.0% |
| Spreckelsville/Paia/Kuau | 0 | 4 | -4 | -100.0% | -- | \$905,750 | -- | -- | -- | \$321,500 | -- | -- | \$0 | \$3,623,000 | -\$3,623,000 | -100.0% |
| Wailea/Makena | 105 | 79 | +26 | +32.9% | \$1,751,918 | \$1,403,209 | +\$348,709 | +24.9% | \$1,150,000 | \$1,100,000 | +\$50,000 | +4.5% | \$183,951,367 | \$110,853,500 | +\$73,097,867 | +65.9% |
| Wailuku | 94 | 89 | +5 | +5.6% | \$370,879 | \$380,070 | -\$9,190 | -2.4% | \$378,750 | \$345,000 | +\$33,750 | +9.8% | \$34,862,661 | \$33,826,189 | +\$1,036,472 | +3.1% |
| All MLS | 1,048 | 980 | +68 | +6.9% | \$678,010 | \$633,358 | +\$44,651 | +7.1% | \$449,500 | \$417,250 | +\$32,250 | +7.7% | \$710,554,268 | \$620,691,289 | +\$89,862,979 | +14.5% |

Fee Simple Condominium Sales – Year to Date

September 2017 YTD



| Area Name | Number of Sales | | | | Average Sales Price | | | | Median Sales Price | | | | Total Dollar Volume | | | |
|---------------------------|---------------------|---------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|----------------------|-------------------|
| | Sep-17 YTD Sales | Sep-16 YTD Sales | Unit Change | Percent Change | Sep-17 YTD Average | Sep-16 YTD Average | Dollar Change | Percent Change | Sep-17 YTD Median | Sep-16 YTD Median | Dollar Change | Percent Change | Sep-17 YTD Volume | Sep-16 YTD Volume | Dollar Change | Percent Change |
| Haiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Hana | 1 | 0 | +1 | -- | \$760,000 | -- | -- | -- | \$760,000 | -- | -- | -- | \$760,000 | \$0 | +\$760,000 | -- |
| Honokohau | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kaanapali | 77 | 115 | -38 | -33.0% | \$1,203,747 | \$1,217,778 | -\$14,031 | -1.2% | \$900,000 | \$925,000 | -\$25,000 | -2.7% | \$92,688,540 | \$140,044,509 | -\$47,355,969 | -33.8% |
| Kahakuloa | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kahului | 29 | 14 | +15 | +107.1% | \$123,596 | \$136,057 | -\$12,461 | -9.2% | \$95,000 | \$93,500 | +\$1,500 | +1.6% | \$3,584,280 | \$1,904,800 | +\$1,679,480 | +88.2% |
| Kapalua | 40 | 26 | +14 | +53.8% | \$1,817,847 | \$2,029,784 | -\$211,937 | -10.4% | \$925,000 | \$950,192 | -\$25,193 | -2.7% | \$72,713,899 | \$52,774,384 | +\$19,939,515 | +37.8% |
| Kaupo | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kearnae | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kihei | 394 | 363 | +31 | +8.5% | \$475,713 | \$421,053 | +\$54,660 | +13.0% | \$383,000 | \$340,000 | +\$43,000 | +12.6% | \$187,431,112 | \$152,842,340 | +\$34,588,772 | +22.6% |
| Kipahulu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kula/Ulupalakua/Kanaio | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Lahaina | 60 | 55 | +5 | +9.1% | \$524,189 | \$508,279 | +\$15,910 | +3.1% | \$496,500 | \$486,145 | +\$10,355 | +2.1% | \$31,451,355 | \$27,955,355 | +\$3,496,000 | +12.5% |
| Maalaea | 27 | 5 | +22 | +440.0% | \$391,219 | \$361,000 | +\$30,219 | +8.4% | \$395,000 | \$360,000 | +\$35,000 | +9.7% | \$10,562,900 | \$1,805,000 | +\$8,757,900 | +485.2% |
| Makawao/Olinda/Haliimaile | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Maui Meadows | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Nahiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Napili/Kahana/Honokowai | 135 | 144 | -9 | -6.3% | \$485,564 | \$456,883 | +\$28,682 | +6.3% | \$440,000 | \$418,500 | +\$21,500 | +5.1% | \$65,551,200 | \$65,791,100 | -\$239,900 | -0.4% |
| Olowalu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Pukalani | 8 | 8 | 0 | 0.0% | \$581,625 | \$492,767 | +\$88,858 | +18.0% | \$599,000 | \$491,875 | +\$107,125 | +21.8% | \$4,653,000 | \$3,942,138 | +\$710,862 | +18.0% |
| Spreckelsville/Paia/Kuau | 0 | 4 | -4 | -100.0% | -- | \$905,750 | -- | -- | -- | \$321,500 | -- | -- | \$0 | \$3,623,000 | -\$3,623,000 | -100.0% |
| Wailea/Makena | 105 | 79 | +26 | +32.9% | \$1,751,918 | \$1,403,209 | +\$348,709 | +24.9% | \$1,150,000 | \$1,100,000 | +\$50,000 | +4.5% | \$183,951,367 | \$110,853,500 | +\$73,097,867 | +65.9% |
| Wailuku | 94 | 89 | +5 | +5.6% | \$370,879 | \$380,070 | -\$9,190 | -2.4% | \$378,750 | \$345,000 | +\$33,750 | +9.8% | \$34,862,661 | \$33,826,189 | +\$1,036,472 | +3.1% |
| All MLS | 987 | 918 | +69 | +7.5% | \$702,321 | \$655,534 | +\$46,787 | +7.1% | \$475,000 | \$438,250 | +\$36,750 | +8.4% | \$693,191,064 | \$601,780,315 | +\$91,410,749 | +15.2% |

Leasehold Condominium Sales – Year to Date

September 2017 YTD



| Area Name | Number of Sales | | | | Average Sales Price | | | | Median Sales Price | | | | Total Dollar Volume | | | |
|---------------------------|---------------------|---------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|---------------------|-------------------|
| | Sep-17 YTD Sales | Sep-16 YTD Sales | Unit Change | Percent Change | Sep-17 YTD Average | Sep-16 YTD Average | Dollar Change | Percent Change | Sep-17 YTD Median | Sep-16 YTD Median | Dollar Change | Percent Change | Sep-17 YTD Volume | Sep-16 YTD Volume | Dollar Change | Percent Change |
| Haiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Hana | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Honokohau | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kaanapali | 12 | 11 | +1 | +9.1% | \$303,750 | \$397,273 | -\$93,523 | -23.5% | \$270,000 | \$275,000 | -\$5,000 | -1.8% | \$3,645,000 | \$4,370,000 | -\$725,000 | -16.6% |
| Kahakuloa | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kahului | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kapalua | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kaupo | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kearnae | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kihei | 8 | 5 | +3 | +60.0% | \$286,188 | \$369,600 | -\$83,413 | -22.6% | \$241,250 | \$395,000 | -\$153,750 | -38.9% | \$2,289,500 | \$1,848,000 | +\$441,500 | +23.9% |
| Kipahulu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kula/Ulupalakua/Kanaio | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Lahaina | 2 | 3 | -1 | -33.3% | \$164,450 | \$123,333 | +\$41,117 | +33.3% | \$164,450 | \$125,000 | +\$39,450 | +31.6% | \$328,900 | \$370,000 | -\$41,100 | -11.1% |
| Maalaea | 7 | 9 | -2 | -22.2% | \$265,114 | \$234,667 | +\$30,448 | +13.0% | \$290,000 | \$215,000 | +\$75,000 | +34.9% | \$1,855,800 | \$2,112,000 | -\$256,200 | -12.1% |
| Makawao/Olinda/Haliimaile | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Maui Meadows | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Nahiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Napili/Kahana/Honokowai | 30 | 34 | -4 | -11.8% | \$303,600 | \$300,323 | +\$3,277 | +1.1% | \$141,875 | \$115,000 | +\$26,875 | +23.4% | \$9,108,004 | \$10,210,974 | -\$1,102,970 | -10.8% |
| Olowalu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Pukalani | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Spreckelsville/Paia/Kuau | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Wailea/Makena | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Wailuku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| All MLS | 61 | 62 | -1 | -1.6% | \$284,643 | \$305,016 | -\$20,373 | -6.7% | \$211,000 | \$205,000 | +\$6,000 | +2.9% | \$17,363,204 | \$18,910,974 | -\$1,547,770 | -8.2% |

Land Sales – Year to Date

September 2017 YTD



| Area Name | Number of Sales | | | | Average Sales Price | | | | Median Sales Price | | | | Total Dollar Volume | | | |
|---------------------------|---------------------|---------------------|----------------|-------------------|-----------------------|-----------------------|-------------------|-------------------|----------------------|----------------------|-------------------|-------------------|----------------------|----------------------|---------------------|-------------------|
| | Sep-17 YTD Sales | Sep-16 YTD Sales | Unit Change | Percent Change | Sep-17 YTD Average | Sep-16 YTD Average | Dollar Change | Percent Change | Sep-17 YTD Median | Sep-16 YTD Median | Dollar Change | Percent Change | Sep-17 YTD Volume | Sep-16 YTD Volume | Dollar Change | Percent Change |
| Haiku | 24 | 18 | +6 | +33.3% | \$522,528 | \$933,444 | -\$410,917 | -44.0% | \$405,000 | \$544,750 | -\$139,750 | -25.7% | \$12,540,668 | \$16,802,000 | -\$4,261,332 | -25.4% |
| Hana | 7 | 3 | +4 | +133.3% | \$321,429 | \$240,000 | +\$81,429 | +33.9% | \$325,000 | \$285,000 | +\$40,000 | +14.0% | \$2,250,000 | \$720,000 | +\$1,530,000 | +212.5% |
| Honokohau | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kaanapali | 12 | 15 | -3 | -20.0% | \$669,000 | \$678,108 | -\$9,108 | -1.3% | \$643,500 | \$755,250 | -\$111,750 | -14.8% | \$8,028,000 | \$10,171,625 | -\$2,143,625 | -21.1% |
| Kahakuloa | 1 | 4 | -3 | -75.0% | \$467,500 | \$308,000 | +\$159,500 | +51.8% | \$467,500 | \$332,500 | +\$135,000 | +40.6% | \$467,500 | \$1,232,000 | -\$764,500 | -62.1% |
| Kahului | 3 | 0 | +3 | -- | \$291,667 | -- | -- | -- | \$315,000 | -- | -- | -- | \$875,000 | \$0 | +\$875,000 | -- |
| Kapalua | 4 | 4 | 0 | 0.0% | \$1,032,250 | \$1,218,750 | -\$186,500 | -15.3% | \$1,007,000 | \$1,187,500 | -\$180,500 | -15.2% | \$4,129,000 | \$4,875,000 | -\$746,000 | -15.3% |
| Kaupo | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kearnae | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kihei | 6 | 11 | -5 | -45.5% | \$650,667 | \$696,545 | -\$45,879 | -6.6% | \$473,500 | \$469,500 | +\$4,000 | +0.9% | \$3,904,000 | \$7,662,000 | -\$3,758,000 | -49.0% |
| Kipahulu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kula/Ulupalakua/Kanaio | 9 | 10 | -1 | -10.0% | \$539,000 | \$605,400 | -\$66,400 | -11.0% | \$465,000 | \$429,500 | +\$35,500 | +8.3% | \$4,851,000 | \$6,054,000 | -\$1,203,000 | -19.9% |
| Lahaina | 5 | 16 | -11 | -68.8% | \$1,027,800 | \$1,167,410 | -\$139,610 | -12.0% | \$1,165,000 | \$1,050,000 | +\$115,001 | +11.0% | \$5,139,000 | \$18,678,560 | -\$13,539,560 | -72.5% |
| Maalaea | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Makawao/Olinda/Haliimaile | 10 | 5 | +5 | +100.0% | \$559,230 | \$370,222 | +\$189,008 | +51.1% | \$507,500 | \$185,000 | +\$322,500 | +174.3% | \$5,592,300 | \$1,851,111 | +\$3,741,189 | +202.1% |
| Maui Meadows | 2 | 1 | +1 | +100.0% | \$451,250 | \$625,000 | -\$173,750 | -27.8% | \$451,250 | \$625,000 | -\$173,750 | -27.8% | \$902,500 | \$625,000 | +\$277,500 | +44.4% |
| Nahiku | 0 | 1 | -1 | -100.0% | -- | \$265,000 | -- | -- | -- | \$265,000 | -- | -- | \$0 | \$265,000 | -\$265,000 | -100.0% |
| Napili/Kahana/Honokowai | 2 | 1 | +1 | +100.0% | \$765,000 | \$415,000 | +\$350,000 | +84.3% | \$765,000 | \$415,000 | +\$350,000 | +84.3% | \$1,530,000 | \$415,000 | +\$1,115,000 | +268.7% |
| Olowalu | 1 | 2 | -1 | -50.0% | \$1,100,000 | \$747,500 | +\$352,500 | +47.2% | \$1,100,000 | \$747,500 | +\$352,500 | +47.2% | \$1,100,000 | \$1,495,000 | -\$395,000 | -26.4% |
| Pukalani | 46 | 3 | +43 | +1,433.3% | \$329,451 | \$349,010 | -\$19,559 | -5.6% | \$326,650 | \$387,030 | -\$60,380 | -15.6% | \$15,154,740 | \$1,047,030 | +\$14,107,710 | +1,347.4% |
| Spreckelsville/Paia/Kuau | 1 | 1 | 0 | 0.0% | \$1,300,000 | \$2,950,000 | -\$1,650,000 | -55.9% | \$1,300,000 | \$2,950,000 | -\$1,650,000 | -55.9% | \$1,300,000 | \$2,950,000 | -\$1,650,000 | -55.9% |
| Wailea/Makena | 2 | 2 | 0 | 0.0% | \$512,500 | \$1,012,500 | -\$500,000 | -49.4% | \$512,500 | \$1,012,500 | -\$500,000 | -49.4% | \$1,025,000 | \$2,025,000 | -\$1,000,000 | -49.4% |
| Wailuku | 22 | 13 | +9 | +69.2% | \$363,890 | \$299,731 | +\$64,159 | +21.4% | \$305,000 | \$300,000 | +\$5,000 | +1.7% | \$8,005,574 | \$3,896,500 | +\$4,109,074 | +105.5% |
| All MLS | 169 | 119 | +50 | +42.0% | \$465,424 | \$691,068 | -\$225,644 | -32.7% | \$358,000 | \$479,000 | -\$121,000 | -25.3% | \$78,656,682 | \$82,237,126 | -\$3,580,444 | -4.4% |