



**REALTORS<sup>®</sup>**  
*Association of*  
*Maui, Inc.*

441 Ala Makani Place  
 Kahului, Maui, HI 96732-3507  
 Phone: 808-873-8585 ~ Fax: 808-871-8911  
 Direct: 808-270-4646  
 E-mail: Terry@RAMaui.com

January 8, 2013

**Maui December 2012 Sales Statistics**

Aloha all!

**Brief Maui Statistics Overview:**

**Page 4 - December's Sales Unit Volume** – December's Residential sales declined slightly to 82 homes sold, while Condo Sales increased to a 33-month high of 138 units sold. Land sales rose to 26 lots sold.

**Page 5 - December's Median SALES prices** –The Residential home median price rose to \$511,750, while the Condo median price decreased to \$382,450. Land median price declined to 315,000.

**Page 6 - Days on Market for Residential homes = 114, Condos = 148 DOM, Land = 346 DOM.**  
 (General DOM Note: this is the average DOM for the properties that SOLD. If predominantly OLD inventory sells, it will move this indicator upward, and vice versa. RAM's Days on Market are calculated from List Date to Closing Date [not contract date]. As such, it includes approximately 60 days of escrow time.)

**Pages 10 - 14 – "Year to Date Sales" numbers compare January – December 2012 to January – December 2011.** Short timeframe (monthly) views do not necessarily reflect the longer timeframe trends. For a more comprehensive view, compare to 2011's Year-End (Dec. 2011) figures available at: <http://www.ramaui.com/UserFiles/File/Stats/All-Dec2011.pdf>

**Year to Date:**

**Residential unit sales** increased (933 homes sold/ +32 units / +4% YTD), average sold price = \$707,719 (-10%YTD), median price = \$470,000 (+9%YTD) and total dollar volume sold = \$660,301,782 (-7%YTD).

**Condo unit sales** increased (1,248 units / +91 units / +8%YTD), average sold price = \$470,614 (-3%YTD), median price = \$358,995 (+16%YTD). Total Condo dollar volume sold = \$587,326,038 (+4% YTD).

**Land – NOTE: Land Lot sales are such a small sampling that statistics in this property class are not necessarily reliable indicators.** Land lot sales increased (173 lots / +39 units / +29% YTD), average sold price = \$562,024 (-8%), median price = \$350,000 (+13%), Total dollar volume = \$97,230,067 (+19%).

**Total sales for immediate past 12 months: Residential = 933 (with 33.8% being REO or Short Sale), Condo = 1,248 (21.5% REO or SS), Land = 173 (18.5% REO or SS).**

**As of Jan. 8, 2013 - Active/Pending/Contingent status inventory:**

	Jan. '13	Dec. '12	Nov.	Oct.	Sept.	Aug.	July	June	May	April	Mar.	Feb.	Jan.'12
<b>Homes</b>	644	648	635	642	661	690	702	728	749	766	756	761	782
<b>Condos</b>	929	931	883	883	917	915	931	998	1,066	1,113	1,148	1,173	1,119
<b>Land</b>	425	430	435	429	428	444	455	483	521	536	542	499	508

**Current Absorption Rate base on this month's Active inventory divided by December Sales is: Residential = 7.9 months, Condo = 6.7 months, Land = 16.3 months of Active inventory.**

**IN A NUT SHELL..... the good, the bad..... AND THE ROAD AHEAD .....**

## **Mayan Calendar End-of-the-World – Avoided, Fiscal Cliff – Avoided... What's Next?**

**Increased showings and sales, multiple offers on new “good” listings, hesitant buyers become onlookers..... Window of opportunity may be closing for first-time homebuyers (see below).**

Well priced properties are attracting multiple offers making for a quick sale. **Inventories have declined 16-18%** over the past 12 months in Residential and Condo classes. Many short sales and REO (bank owned) properties are being absorbed as sales as we begin to move ahead to a more normal marketplace. Mortgage Interest Rates are still near historic record lows which may help motivate would-be Buyers to go ahead and buy IF they can qualify. While general U.S. economic news looks cautiously hopeful, current World and US events will have ripple effects on cost of living, consumer confidence, Financial and Real Estate Markets.

**FOR SELLERS: Sellers who don't really need to sell** (just “fishing?”) should stay off the market, and clear the marketplace for those who REALLY have to sell. **UNLESS- you are motivated to Upsize, Downsize or Upgrade – While selling now will “net” less, your next property will cost less.** Sharpen your pencil, talk to your CPA and Realtor® to explore the hidden benefits or consequences. **Make no assumptions that will sting later.**

**To be successful,** Sellers need to beat competing properties with better property condition, **REALISTIC pricing**, good marketing, and flexible, creative terms (Seller Second Loan, Agreement of Sale, Lease-with-option-to-buy, and Sale-with-lease-back to seller). Days on Market figures show that properties priced right will sell in a reasonable timeframe, often with multiple offers. “Priced Right” is still the determining factor.

**BEST Deals are selling, everything else is getting old.**

**Pro-Active Sellers** are getting their properties **appraised, inspected and surveyed** in advance to encourage realistic offers from knowledgeable Buyers. This can prevent unanticipated escrow fallout or Buyers whittling your price down during the transaction when previously unknown facts come to light. **Unrealistic Sellers** continue to be **ignored** by the market and miss current opportunities that later become woefully apparent. They may even end up in a Short Sale or Foreclosure situation that could have been avoided if priced properly.

**FOR BUYERS:** Very **Low interest rates** prevail, however could inch up. Buyers should get Pre-Approved so they can shop in confidence (fewer last minute disappointments due to non-funding loans). More "short-sales" and foreclosures are happening in the marketplace, yet they can be less of a bargain than they seem, requiring more hurdles to leap and more time (often 4-6 months) to close, if at all. Be prepared, but BE REALISTIC. Lenders are much more stringent now on requirements for loan approval.

**First-Time Home Buyers – Many programs are available.....** Attend a First-Time Home Buyers workshop, get familiar with the process, get qualified/approved, do your homework to get your own home. Many current owners **never thought they would be able to own** until they attended a workshop, discovered they could own a home, and are glad they did.

**This low point in the market is your rare chance, so check it out carefully.**

Disclaimer: Zooming in on the figures of a specific geographic area or property type may lead to different conclusions that looking at the overall view.

Maui's market place is much smaller than Oahu's, and a few high or low sales have a greater effect on the statistical numbers without necessarily indicating a big market swing one way or another.

**For questions regarding today's market, please call our RAM 2012-13 President, P. Denise La Costa at 808-280-2132.**

If you have any questions regarding hard numbers, call Terry at 808-270-4646.

Mahalo,  
Terry Tolman  
RAM Chief Staff Executive

# Single Family Monthly Sales Volume

For Month Ending 12/31/2012

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	27	\$13,042,410	\$435,000	28	\$13,765,551	\$405,063	22	\$7,609,800	\$355,075
Haiku	9	\$4,690,500	\$455,000	3	\$2,153,405	\$690,405	2	\$917,000	\$458,500
Hana	0	\$0	\$0	1	\$465,000	\$465,000	0	\$0	\$0
Kaanapali	2	\$2,400,000	\$1,200,000	0	\$0	\$0	3	\$4,356,000	\$1,350,000
Kahakuloa	0	\$0	\$0	1	\$373,000	\$373,000	0	\$0	\$0
Kapalua	0	\$0	\$0	0	\$0	\$0	1	\$1,900,000	\$1,900,000
Kihei	15	\$8,463,277	\$640,000	16	\$9,439,199	\$549,500	15	\$7,016,200	\$455,000
Kipahulu	0	\$0	\$0	1	\$1,166,000	\$1,166,000	0	\$0	\$0
Kula/Ulupalakua/Kanaio	2	\$1,380,000	\$690,000	5	\$2,604,000	\$470,000	6	\$5,728,999	\$694,500
Lahaina	3	\$5,183,250	\$1,871,250	3	\$1,451,000	\$490,000	0	\$0	\$0
Lanai	2	\$862,500	\$431,250	4	\$5,100,000	\$350,000	3	\$1,371,000	\$250,000
Makawao/Olinda/Haliimaile	5	\$1,969,000	\$339,000	5	\$1,838,000	\$305,000	5	\$1,679,878	\$330,000
Maui Meadows	1	\$815,000	\$815,000	2	\$1,550,000	\$775,000	3	\$2,927,515	\$850,000
Molokai	0	\$0	\$0	0	\$0	\$0	2	\$416,250	\$208,125
Nahiku	1	\$339,900	\$339,900	0	\$0	\$0	0	\$0	\$0
Napili/Kahana/Honokowai	4	\$2,991,000	\$732,500	2	\$1,467,000	\$733,500	1	\$193,900	\$193,900
Pukalani	4	\$1,952,500	\$438,750	7	\$2,946,000	\$385,000	8	\$3,891,164	\$405,500
Sprecklesville/Paia/Kuau	3	\$2,268,000	\$580,000	4	\$2,493,000	\$484,000	2	\$1,150,000	\$575,000
Wailea/Makena	4	\$34,985,000	\$5,227,500	2	\$4,450,000	\$2,225,000	6	\$33,274,500	\$3,756,250
<b>Maui Summary :</b>	<b>82</b>	<b>\$81,342,337</b>	<b>\$511,750</b>	<b>84</b>	<b>\$51,261,155</b>	<b>\$467,500</b>	<b>79</b>	<b>\$72,432,206</b>	<b>\$411,000</b>

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## Condominium Monthly Sales Volume

For Month Ending 12/31/2012

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Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	11	\$1,530,935	\$100,000	5	\$1,449,470	\$354,990	10	\$1,457,300	\$128,950
Hana	0	\$0	\$0	1	\$420,000	\$420,000	0	\$0	\$0
Kaanapali	18	\$12,953,300	\$559,950	14	\$8,884,669	\$572,450	10	\$7,164,500	\$534,900
Kapalua	8	\$5,125,000	\$650,000	6	\$4,227,500	\$643,750	5	\$3,415,000	\$525,000
Kihei	39	\$14,281,443	\$354,900	31	\$10,288,440	\$280,000	35	\$10,383,709	\$212,500
Lahaina	5	\$2,096,000	\$410,000	5	\$1,641,616	\$367,000	5	\$1,445,900	\$362,000
Lanai	12	\$8,692,250	\$267,375	3	\$5,800,000	\$1,900,000	1	\$519,000	\$519,000
Maalaea	6	\$2,104,000	\$240,750	3	\$620,000	\$120,000	5	\$1,040,900	\$205,000
Molokai	0	\$0	\$0	0	\$0	\$0	2	\$169,425	\$84,713
Napili/Kahana/Honokowai	24	\$7,934,000	\$292,500	16	\$5,648,101	\$345,000	11	\$2,587,400	\$259,000
Wailea/Makena	15	\$15,063,500	\$672,500	15	\$21,014,000	\$1,125,000	5	\$3,092,000	\$600,000
<b>Maui Summary :</b>	<b>138</b>	<b>\$69,780,428</b>	<b>\$382,450</b>	<b>99</b>	<b>\$59,993,796</b>	<b>\$400,000</b>	<b>89</b>	<b>\$31,275,134</b>	<b>\$304,000</b>

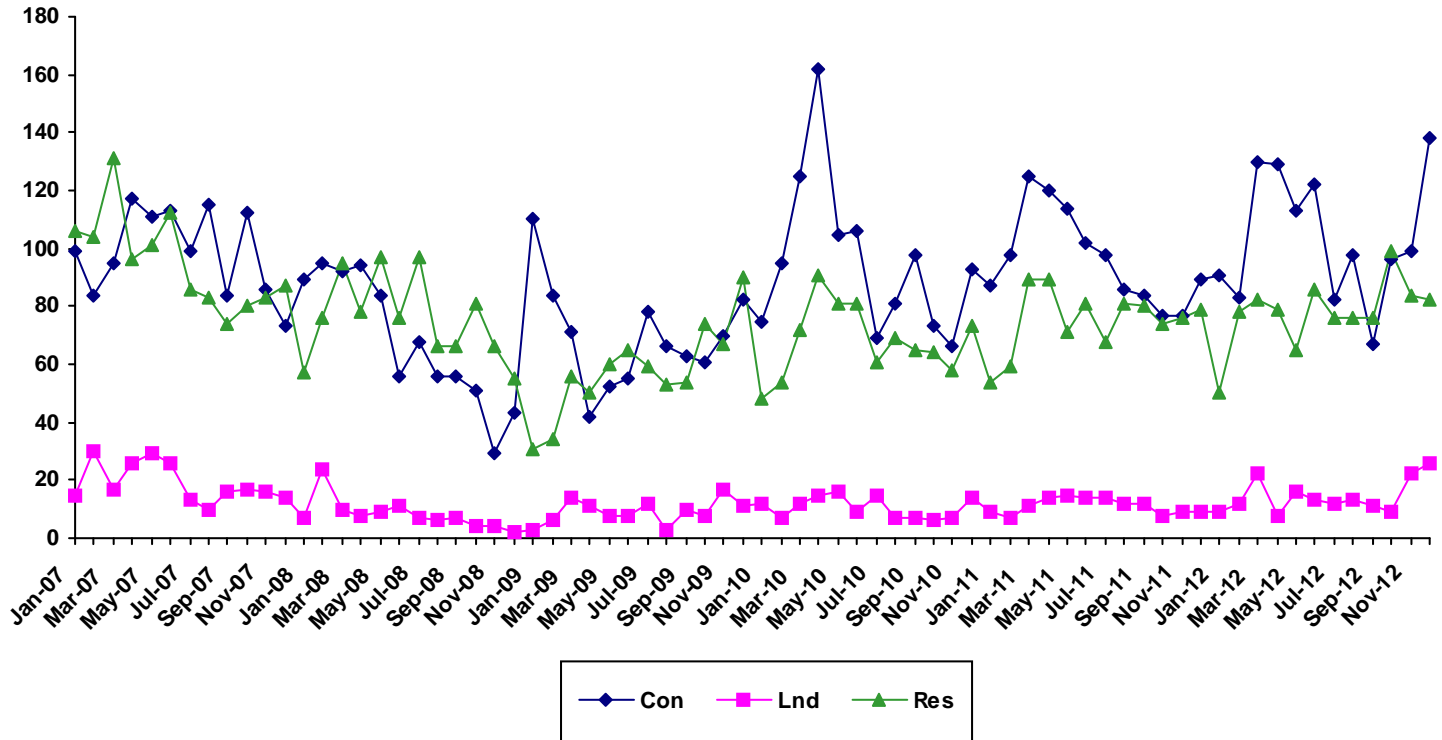
## Land Monthly Sales Volume

For Month Ending 12/31/2012

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	7	\$1,147,500	\$165,000	6	\$1,453,000	\$159,250	1	\$375,000	\$375,000
Haiku	8	\$3,010,500	\$335,000	1	\$610,000	\$610,000	0	\$0	\$0
Hana	1	\$400,000	\$400,000	0	\$0	\$0	0	\$0	\$0
Kaanapali	1	\$399,500	\$399,500	3	\$1,570,000	\$535,000	1	\$350,000	\$350,000
Kahakuloa	1	\$342,500	\$342,500	0	\$0	\$0	1	\$147,500	\$147,500
Kapalua	0	\$0	\$0	2	\$1,875,000	\$937,500	0	\$0	\$0
Kihei	1	\$199,500	\$199,500	1	\$1,350,000	\$1,350,000	0	\$0	\$0
Kula/Ulupalakua/Kanaio	1	\$1,300,000	\$1,300,000	1	\$320,000	\$320,000	0	\$0	\$0
Lahaina	1	\$400,000	\$400,000	2	\$1,750,000	\$875,000	3	\$2,325,000	\$800,000
Lanai	0	\$0	\$0	0	\$0	\$0	1	\$300,000	\$300,000
Makawao/Olinda/Haliimaile	1	\$145,000	\$145,000	1	\$75,000	\$75,000	0	\$0	\$0
Molokai	0	\$0	\$0	4	\$807,000	\$78,500	1	\$225,000	\$225,000
Olowalu	2	\$1,855,000	\$927,500	0	\$0	\$0	0	\$0	\$0
Pukalani	1	\$950,000	\$950,000	0	\$0	\$0	1	\$610,000	\$610,000
Sprecklesville/Paia/Kuau	1	\$250,000	\$250,000	1	\$680,000	\$680,000	0	\$0	\$0
<b>Maui Summary :</b>	<b>26</b>	<b>\$10,399,500</b>	<b>\$315,000</b>	<b>22</b>	<b>\$10,490,000</b>	<b>\$455,000</b>	<b>9</b>	<b>\$4,332,500</b>	<b>\$375,000</b>

# Sales Unit Volume By Month

For Month Ending 12/31/2012

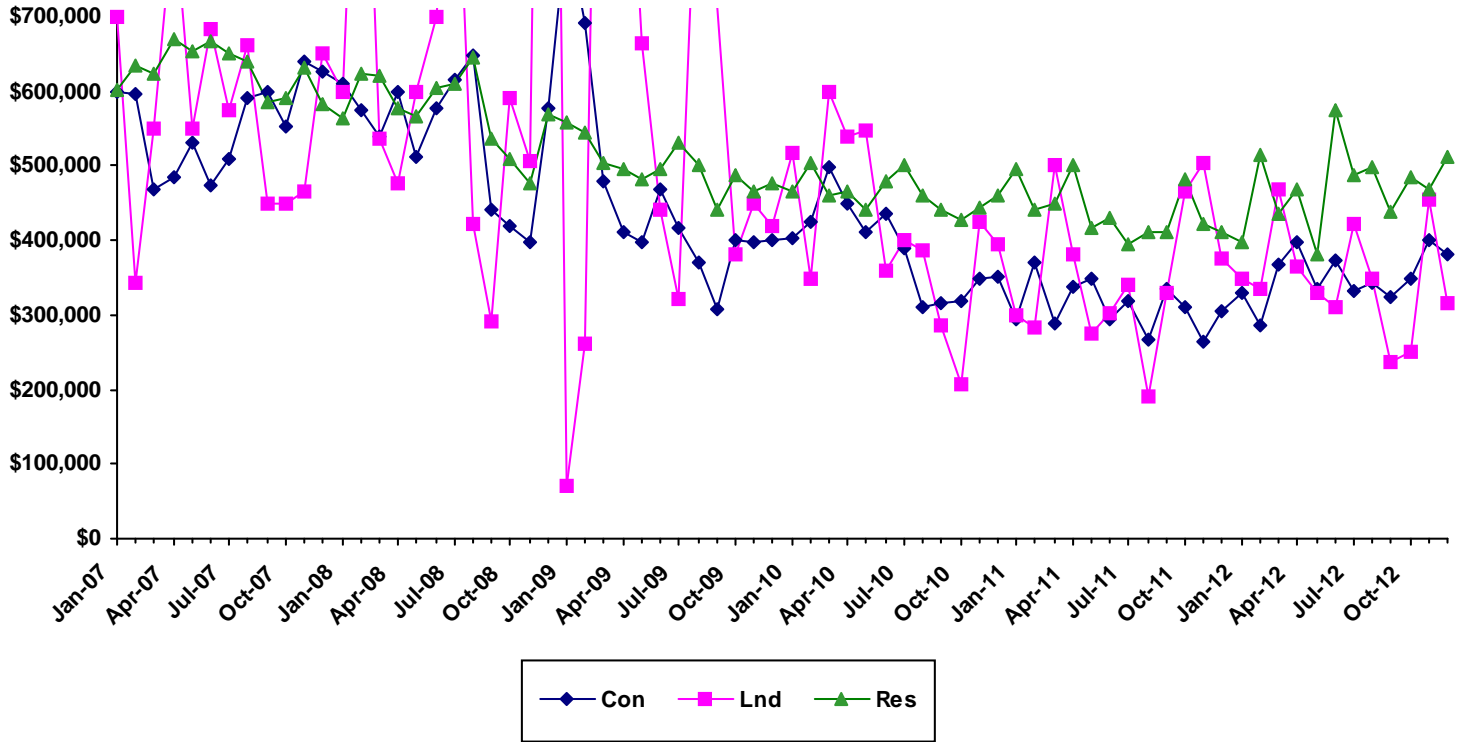


	2007			2008			2009			2010			2011			2012		
Month	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	106	99	15	57	89	7	31	110	3	48	75	12	54	87	9	50	91	9
Feb	104	84	30	76	95	24	34	84	6	54	95	7	59	98	7	78	83	12
Mar	131	95	17	95	92	10	56	71	14	72	125	12	89	125	11	82	130	22
Apr	96	117	26	78	94	8	50	42	11	91	162	15	89	120	14	79	129	8
May	101	111	29	97	84	9	60	52	8	81	105	16	71	114	15	65	113	16
Jun	112	113	26	76	56	11	65	55	8	81	106	9	81	102	14	86	122	13
Jul	86	99	13	97	68	7	59	78	12	61	69	15	68	98	14	76	82	12
Aug	83	115	10	66	56	6	53	66	3	69	81	7	81	86	12	76	98	13
Sep	74	84	16	66	56	7	54	63	10	65	98	7	80	84	12	76	67	11
Oct	80	112	17	81	51	4	74	61	8	64	73	6	74	77	8	99	96	9
Nov	83	86	16	66	29	4	67	70	17	58	66	7	76	77	9	84	99	22
Dec	87	73	14	55	43	2	90	82	11	73	93	14	79	89	9	82	138	26

SOURCE: REALTORS Association of Maui - www.RAMaui.com  
 MLS Sales data - Information deemed reliable, however not guaranteed

# Sales Median By Month

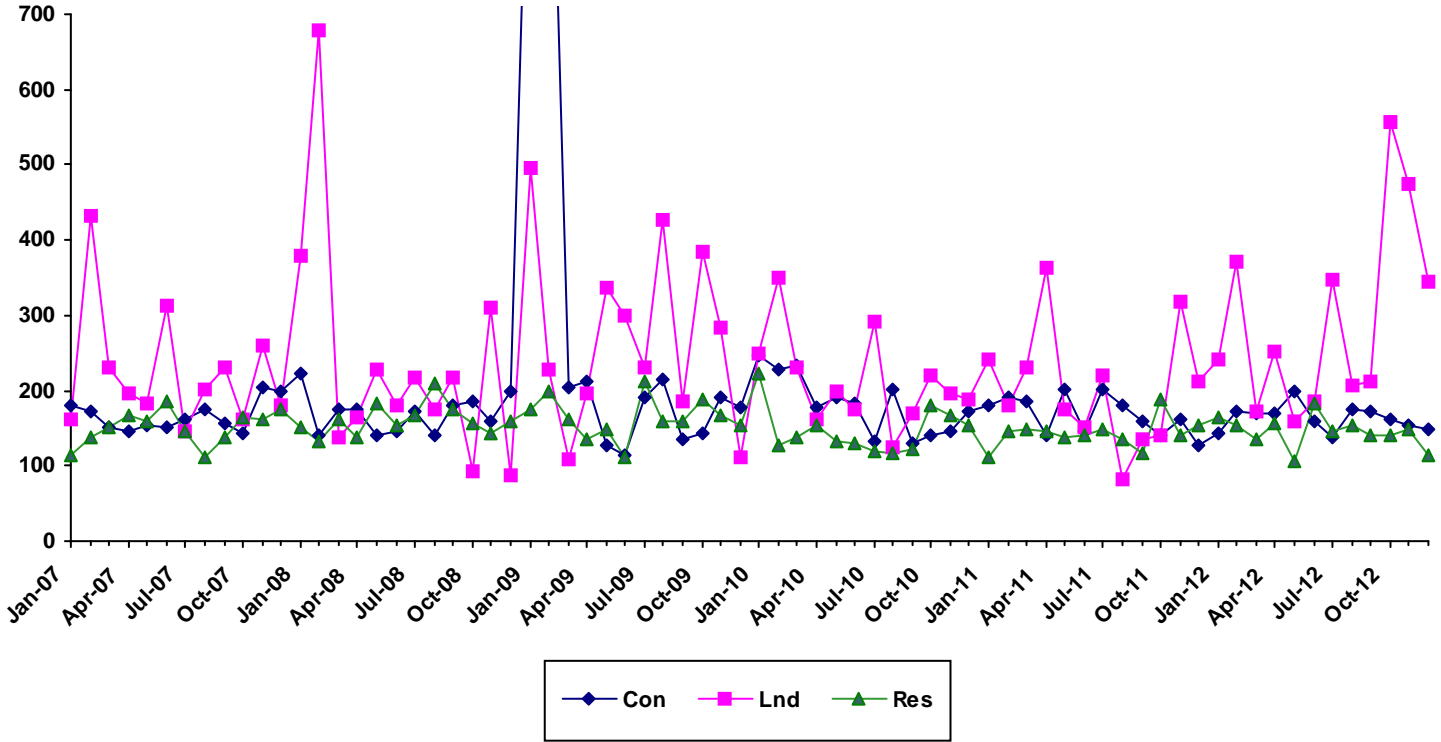
For Month Ending 12/31/2012



Month	2007			2008			2009			2010			2011			2012		
	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	602000	600000	700000	563225	610000	600000	558000	820000	70000	464500	404000	516300	495415	295000	300000	399000	330000	350000
Feb	635000	596000	342000	624391	575000	1195000	545000	692500	262500	504150	424000	350000	440000	371200	282500	513750	287000	333925
Mar	625000	469500	550000	620000	538500	537500	504500	480000	1669250	460000	499000	600000	450000	289000	500000	435000	368043	467500
Apr	671000	485000	843750	577500	600000	477000	497000	411000	1100000	465000	450000	540000	500000	338603	382500	469000	399000	365000
May	653746	531325	550000	567000	512500	600000	482500	399000	665000	442000	410000	547500	418000	349500	275000	382000	336000	330000
Jun	667000	475000	682500	606000	577500	700000	495000	469000	441000	480000	435000	360000	429000	294500	302000	575500	372990	310000
Jul	650000	510000	575000	610000	515000	1025000	532000	417000	322500	500000	390000	400000	394500	320000	340000	488000	332000	422500
Aug	639996	592000	662500	645000	647500	422505	500000	371250	999990	460000	310000	387500	410000	266000	189500	499100	342450	350000
Sep	586000	599000	450000	537500	442500	290500	440000	307500	712500	440000	315635	285000	412000	334950	330000	437500	325000	238000
Oct	591000	552000	450000	510000	420000	590000	488500	400842	382450	427500	320000	207500	482500	310000	465000	485000	349995	250000
Nov	631900	640156	465000	475500	399000	507140	465000	399000	450000	445000	349990	425000	422500	265000	505000	467500	400000	455000
Dec	582002	626000	650000	570000	577680	2171300	477000	401500	420000	460000	352000	394850	411000	304000	375000	511750	382450	315000

# Sales Days on Market By Month

For Month Ending 12/31/2012



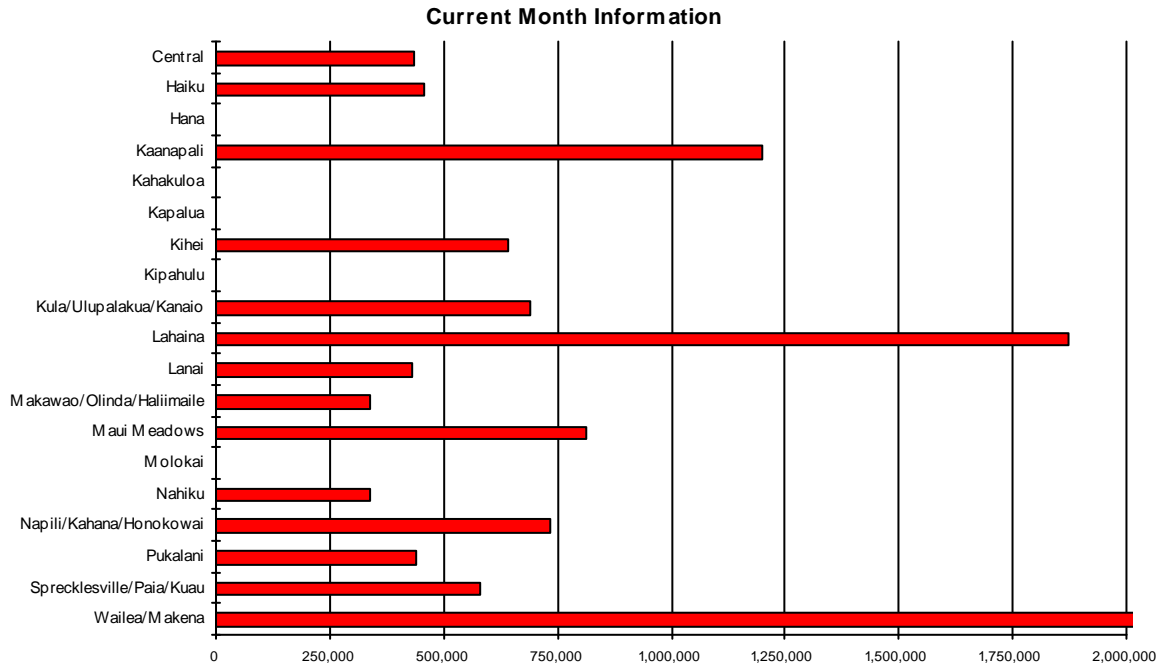
	2007			2008			2009			2010			2011			2012		
Month	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	113	180	162	151	223	379	176	1126	496	224	247	248	112	180	240	165	144	242
Feb	138	174	432	134	141	679	199	1152	228	127	229	351	147	192	180	153	172	371
Mar	150	152	230	162	176	137	163	203	108	138	233	230	150	185	231	136	171	173
Apr	167	145	197	138	175	164	137	212	195	153	179	162	146	142	362	156	170	253
May	158	153	184	183	140	227	150	127	337	132	192	200	138	201	175	106	198	159
Jun	186	152	314	154	147	180	111	115	300	131	184	174	141	145	150	183	158	186
Jul	146	161	147	167	172	218	212	190	230	119	132	292	150	201	219	146	138	347
Aug	112	175	203	209	140	174	159	216	427	118	202	124	136	179	82.5	154	175	208
Sep	137	157	231	174	180	217	158	135	185	122	129	169	117	158	136	140	172	211
Oct	165	143	163	158	186	93	190	143	384	181	141	220	187	140	140	140	161	556
Nov	163	204	259	142	160	312	168	192	284	166	147	196	140	163	317	148	153	476
Dec	176	200	181	159	200	88	154	178	111	153	172	190	155	126	211	114	148	346

SOURCE: REALTORS Association of Maui - www.RAMau.com  
 MLS Sale data - Information deemed reliable, however not guaranteed



# Single Family Median Prices by Area

For Month Ending 12/31/2012

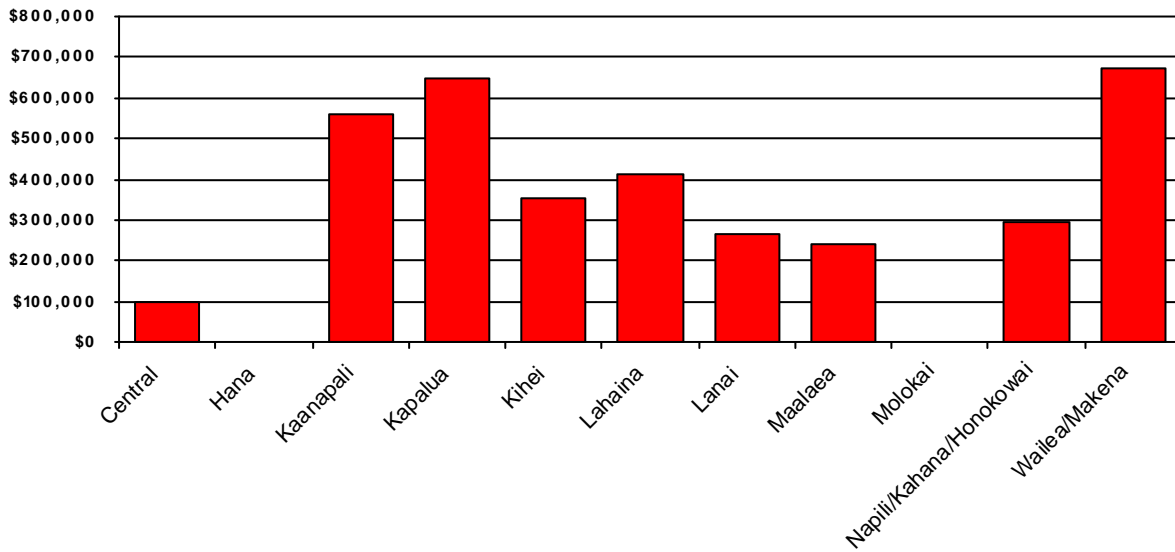


Area	Current Month	Previous Month	Year Ago Month
Central	\$435,000	\$405,063	\$355,075
Haiku	\$455,000	\$690,405	\$458,500
Hana	\$0	\$465,000	\$0
Kaanapali	\$1,200,000	\$0	\$1,350,000
Kahakuloa	\$0	\$373,000	\$0
Kapalua	\$0	\$0	\$1,900,000
Kihei	\$640,000	\$549,500	\$455,000
Kipahulu	\$0	\$1,166,000	\$0
Kula/Ulupalakua/Kanaio	\$690,000	\$470,000	\$694,500
Lahaina	\$1,871,250	\$490,000	\$0
Lanai	\$431,250	\$350,000	\$250,000
Makawao/Olinda/Haliimaile	\$339,000	\$305,000	\$330,000
Maui Meadows	\$815,000	\$775,000	\$850,000
Molokai	\$0	\$0	\$208,125
Nahiku	\$339,900	\$0	\$0
Napili/Kahana/Honokowai	\$732,500	\$733,500	\$193,900
Pukalani	\$438,750	\$385,000	\$405,500
Sprecklesville/Paia/Kuau	\$580,000	\$484,000	\$575,000
Wailea/Makena	\$5,227,500	\$2,225,000	\$3,756,250

# Condominium Median Prices by Area

For Month Ending 12/31/2012

Current Month Information

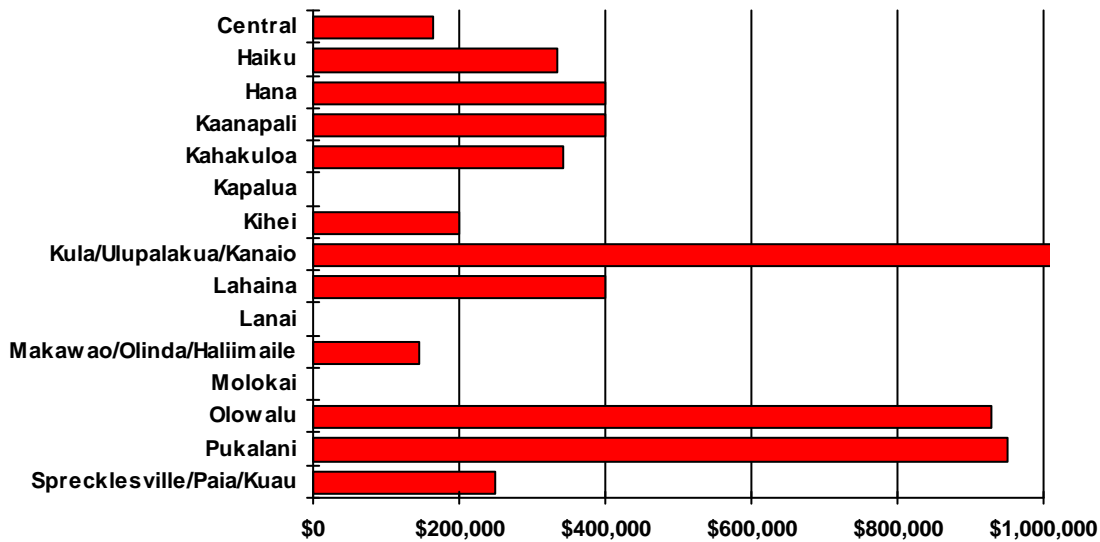


Area	Current Month	Previous Month	Year Ago Month
Central	\$100,000	\$354,990	\$128,950
Hana	\$0	\$420,000	\$0
Kaanapali	\$559,950	\$572,450	\$534,900
Kapalua	\$650,000	\$643,750	\$525,000
Kihei	\$354,900	\$280,000	\$212,500
Lahaina	\$410,000	\$367,000	\$362,000
Lanai	\$267,375	\$1,900,000	\$519,000
Maalaea	\$240,750	\$120,000	\$205,000
Molokai	\$0	\$0	\$84,713
Napili/Kahana/Honokowai	\$292,500	\$345,000	\$259,000
Wailea/Makena	\$672,500	\$1,125,000	\$600,000

# Land Median Prices by Area

For Month Ending 12/31/2012

## Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$165,000	\$159,250	\$375,000
Haiku	\$335,000	\$610,000	\$0
Hana	\$400,000	\$0	\$0
Kaanapali	\$399,500	\$535,000	\$350,000
Kahakuloa	\$342,500	\$0	\$147,500
Kapalua	\$0	\$937,500	\$0
Kihei	\$199,500	\$1,350,000	\$0
Kula/Ulupalakua/Kanaio	\$1,300,000	\$320,000	\$0
Lahaina	\$400,000	\$875,000	\$800,000
Lanai	\$0	\$0	\$300,000
Makawao/Olinda/Haliimaile	\$145,000	\$75,000	\$0
Molokai	\$0	\$78,500	\$225,000
Olowalu	\$927,500	\$0	\$0
Pukalani	\$950,000	\$0	\$610,000
Sprecklesville/Paia/Kuau	\$250,000	\$680,000	\$0

# Single Family Year To Date Sales Information

Comparing 1/1/2012 thru 12/31/2012 with 1/1/2011 thru 12/31/2011

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
<b>Central</b>	266	268	-2	-1%	\$418,214	\$399,351	5%	\$380,000	\$375,000	1%	\$111,244,954	\$107,025,982	4%
<b>Haiku</b>	72	58	14	24%	\$674,967	\$740,952	-9%	\$635,000	\$637,000	0%	\$48,597,604	\$42,975,200	13%
<b>Hana</b>	10	2	8	400%	\$508,490	\$233,775	118%	\$475,000	\$233,775	103%	\$5,084,900	\$467,550	988%
<b>Kaanapali</b>	23	35	-12	-34%	\$1,530,680	\$1,348,014	14%	\$1,230,000	\$1,100,000	12%	\$35,205,631	\$47,180,500	-25%
<b>Kahakuloa</b>	5	0	5	N/A	\$767,560	\$0	N/A	\$749,900	\$0	N/A	\$3,837,800	\$0	N/A
<b>Kapalua</b>	6	11	-5	-45%	\$3,221,105	\$4,261,136	-24%	\$2,880,000	\$2,850,000	1%	\$19,326,631	\$46,872,500	-59%
<b>Kihei</b>	159	155	4	3%	\$630,204	\$596,207	6%	\$475,000	\$405,000	17%	\$100,202,469	\$92,412,107	8%
<b>Kipahulu</b>	1	0	1	N/A	\$1,166,000	\$0	N/A	\$1,166,000	\$0	N/A	\$1,166,000	\$0	N/A
<b>Kula/Ulupalakua/Kanaio</b>	75	64	11	17%	\$755,595	\$711,261	6%	\$565,000	\$515,000	10%	\$56,669,650	\$45,520,697	24%
<b>Lahaina</b>	50	38	12	32%	\$913,637	\$967,358	-6%	\$512,500	\$518,550	-1%	\$45,681,849	\$36,759,600	24%
<b>Lanai</b>	21	13	8	62%	\$435,548	\$337,038	29%	\$245,000	\$270,000	-9%	\$9,146,500	\$4,381,500	109%
<b>Makawao/Olinda/Haliimaile</b>	57	53	4	8%	\$464,778	\$408,344	14%	\$339,000	\$315,000	8%	\$26,492,360	\$21,642,228	22%
<b>Maui Meadows</b>	21	23	-2	-9%	\$1,045,762	\$910,953	15%	\$815,000	\$770,000	6%	\$21,961,000	\$20,951,915	5%
<b>Molokai</b>	10	20	-10	-50%	\$392,490	\$321,031	22%	\$255,000	\$294,500	-13%	\$3,924,900	\$6,420,625	-39%
<b>Nahiku</b>	4	0	4	N/A	\$274,775	\$0	N/A	\$267,100	\$0	N/A	\$1,099,099	\$0	N/A
<b>Napili/Kahana/Honokowai</b>	45	42	3	7%	\$919,976	\$900,925	2%	\$632,000	\$605,000	4%	\$41,398,900	\$37,838,836	9%
<b>Olowalu</b>	1	2	-1	-50%	\$1,150,000	\$1,307,000	-12%	\$1,150,000	\$1,307,000	-12%	\$1,150,000	\$2,614,000	-56%
<b>Pukalani</b>	52	62	-10	-16%	\$495,758	\$514,883	-4%	\$488,000	\$433,500	13%	\$25,779,400	\$31,922,750	-19%
<b>Sprecklesville/Paia/Kuau</b>	28	25	3	12%	\$714,143	\$1,143,164	-38%	\$438,500	\$589,000	-26%	\$19,996,000	\$28,579,100	-30%
<b>Wailea/Makena</b>	27	30	-3	-10%	\$3,049,486	\$4,492,089	-32%	\$1,365,000	\$2,250,000	-39%	\$82,336,135	\$134,762,667	-39%
<b>Maui Summary:</b>	933	901	32	4%	\$707,719	\$786,157	-10%	\$470,000	\$432,500	9%	\$660,301,782	\$708,327,757	-7%

## Condominium Year To Date Sales Information

Comparing 1/1/2012 thru 12/31/2012 with 1/1/2011 thru 12/31/2011

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	%	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
<b>Central</b>	115	125	-10	-8%	\$212,068	\$199,448	6%	\$199,000	\$179,000	11%	\$24,387,815	\$24,930,946	-2%
<b>Hana</b>	4	1	3	300%	\$456,250	\$570,000	-20%	\$460,000	\$570,000	-19%	\$1,825,000	\$570,000	220%
<b>Kaanapali</b>	160	123	37	30%	\$642,003	\$789,703	-19%	\$499,900	\$649,900	-23%	\$102,720,484	\$97,133,450	6%
<b>Kapalua</b>	51	30	21	70%	\$805,833	\$1,227,212	-34%	\$575,000	\$647,000	-11%	\$41,097,500	\$36,816,362	12%
<b>Kihei</b>	405	405	0	0%	\$333,896	\$301,445	11%	\$270,000	\$240,000	13%	\$135,227,886	\$122,085,145	11%
<b>Lahaina</b>	80	83	-3	-4%	\$382,798	\$378,288	1%	\$365,100	\$337,205	8%	\$30,623,870	\$31,397,889	-2%
<b>Lanai</b>	23	8	15	188%	\$852,620	\$1,205,488	-29%	\$529,000	\$1,022,700	-48%	\$19,610,250	\$9,643,900	103%
<b>Maalaea</b>	53	46	7	15%	\$300,411	\$298,778	1%	\$275,000	\$263,500	4%	\$15,921,806	\$13,743,800	16%
<b>Molokai</b>	5	16	-11	-69%	\$81,000	\$116,561	-31%	\$90,000	\$92,500	-3%	\$405,000	\$1,864,975	-78%
<b>Napili/Kahana/Honokowai</b>	233	213	20	9%	\$329,051	\$296,037	11%	\$299,000	\$259,000	15%	\$76,668,902	\$63,055,794	22%
<b>Pukalani</b>	4	4	0	0%	\$387,500	\$340,500	14%	\$390,000	\$346,500	13%	\$1,550,000	\$1,362,000	14%
<b>Sprecklesville/Paia/Kuau</b>	1	0	1	N/A	\$260,000	\$0	N/A	\$260,000	\$0	N/A	\$260,000	\$0	N/A
<b>Wailea/Makena</b>	114	103	11	11%	\$1,201,996	\$1,548,654	-22%	\$757,500	\$900,000	-16%	\$137,027,525	\$159,511,388	-14%
<b>Maui Summary:</b>	1248	1157	91	8%	\$470,614	\$485,839	-3%	\$358,995	\$310,000	16%	\$587,326,038	\$562,115,649	4%

## Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2012 thru 12/31/2012 with 1/1/2011 thru 12/31/2011

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	%	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
<b>Central</b>	115	125	-10	-8%	\$212,068	\$199,448	6%	\$199,000	\$179,000	11%	\$24,387,815	\$24,930,946	-2%
<b>Hana</b>	4	1	3	300%	\$456,250	\$570,000	-20%	\$460,000	\$570,000	-19%	\$1,825,000	\$570,000	220%
<b>Kaanapali</b>	148	113	35	31%	\$668,165	\$824,199	-19%	\$507,450	\$650,000	-22%	\$98,888,484	\$93,134,450	6%
<b>Kapalua</b>	51	30	21	70%	\$805,833	\$1,227,212	-34%	\$575,000	\$647,000	-11%	\$41,097,500	\$36,816,362	12%
<b>Kihei</b>	398	404	-6	-1%	\$333,874	\$301,307	11%	\$267,500	\$240,000	11%	\$132,881,886	\$121,728,145	9%
<b>Lahaina</b>	75	76	-1	-1%	\$403,820	\$410,437	-2%	\$367,000	\$347,500	6%	\$30,286,470	\$31,193,239	-3%
<b>Lanai</b>	23	8	15	188%	\$852,620	\$1,205,488	-29%	\$529,000	\$1,022,700	-48%	\$19,610,250	\$9,643,900	103%
<b>Maalaea</b>	35	22	13	59%	\$363,068	\$438,461	-17%	\$330,000	\$417,500	-21%	\$12,707,366	\$9,646,150	32%
<b>Molokai</b>	5	14	-9	-64%	\$81,000	\$124,216	-35%	\$90,000	\$96,250	-6%	\$405,000	\$1,739,025	-77%
<b>Napili/Kahana/Honokowai</b>	196	156	40	26%	\$342,734	\$326,149	5%	\$320,000	\$270,000	19%	\$67,175,952	\$50,879,194	32%
<b>Pukalani</b>	4	4	0	0%	\$387,500	\$340,500	14%	\$390,000	\$346,500	13%	\$1,550,000	\$1,362,000	14%
<b>Sprecklesville/Paia/Kuau</b>	1	0	1	N/A	\$260,000	\$0	N/A	\$260,000	\$0	N/A	\$260,000	\$0	N/A
<b>Wailea/Makena</b>	114	103	11	11%	\$1,201,996	\$1,548,654	-22%	\$757,500	\$900,000	-16%	\$137,027,525	\$159,511,388	-14%
<b>Maui Summary:</b>	1169	1056	113	11%	\$485,974	\$512,457	-5%	\$366,086	\$330,000	11%	\$568,103,248	\$541,154,799	5%

## Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2012 thru 12/31/2012 with 1/1/2011 thru 12/31/2011

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
<b>Kaanapali</b>	12	10	2	20%	\$319,333	\$399,900	-20%	\$255,000	\$294,500	-13%	\$3,832,000	\$3,999,000	-4%
<b>Kihei</b>	7	1	6	600%	\$335,143	\$357,000	-6%	\$315,000	\$357,000	-12%	\$2,346,000	\$357,000	557%
<b>Lahaina</b>	5	7	-2	-29%	\$67,480	\$29,236	131%	\$42,000	\$29,900	40%	\$337,400	\$204,650	65%
<b>Maalaea</b>	18	24	-6	-25%	\$178,580	\$170,735	5%	\$181,500	\$150,000	21%	\$3,214,440	\$4,097,650	-22%
<b>Molokai</b>	0	2	-2	-100%	\$0	\$62,975	-100%	\$0	\$62,975	-100%	\$0	\$125,950	-100%
<b>Napili/Kahana/Honokowai</b>	37	57	-20	-35%	\$256,566	\$213,625	20%	\$135,000	\$132,000	2%	\$9,492,950	\$12,176,600	-22%
<b>Maui Summary:</b>	79	101	-22	-22%	\$243,326	\$207,533	17%	\$203,000	\$150,000	35%	\$19,222,790	\$20,960,850	-8%

## Land Year To Date Sales Information

Comparing 1/1/2012 thru 12/31/2012 with 1/1/2011 thru 12/31/2011

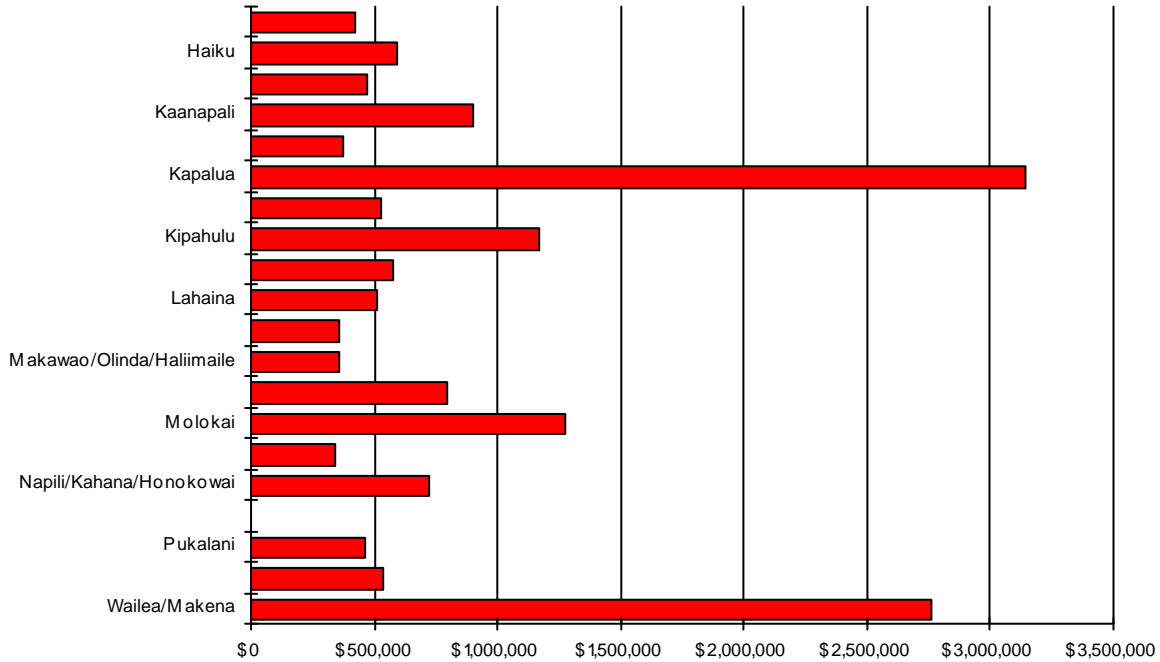
Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
<b>Central</b>	47	29	18	62%	\$342,209	\$286,046	20%	\$165,000	\$150,000	10%	\$16,083,817	\$8,295,324	94%
<b>Haiku</b>	27	10	17	170%	\$412,019	\$466,850	-12%	\$350,000	\$450,000	-22%	\$11,124,500	\$4,668,500	138%
<b>Hana</b>	4	2	2	100%	\$351,875	\$347,500	1%	\$367,500	\$347,500	6%	\$1,407,500	\$695,000	103%
<b>Kaanapali</b>	13	18	-5	-28%	\$474,577	\$444,083	7%	\$455,000	\$425,000	7%	\$6,169,500	\$7,993,500	-23%
<b>Kahakuloa</b>	2	5	-3	-60%	\$241,250	\$242,583	-1%	\$241,250	\$225,415	7%	\$482,500	\$1,212,915	-60%
<b>Kapalua</b>	6	5	1	20%	\$982,500	\$906,000	8%	\$835,000	\$950,000	-12%	\$5,895,000	\$4,530,000	30%
<b>Keanae</b>	0	1	-1	-100%	\$0	\$260,000	-100%	\$0	\$260,000	-100%	\$0	\$260,000	-100%
<b>Kihei</b>	10	7	3	43%	\$493,250	\$933,107	-47%	\$286,500	\$310,000	-8%	\$4,932,500	\$6,531,750	-24%
<b>Kipahulu</b>	1	1	0	0%	\$250,000	\$1,825,000	-86%	\$250,000	\$1,825,000	-86%	\$250,000	\$1,825,000	-86%
<b>Kula/Ulupalakua/Kanaio</b>	13	12	1	8%	\$819,692	\$1,003,250	-18%	\$640,000	\$442,500	45%	\$10,656,000	\$12,039,000	-11%
<b>Lahaina</b>	12	15	-3	-20%	\$790,833	\$831,333	-5%	\$825,000	\$790,000	4%	\$9,490,000	\$12,470,000	-24%
<b>Lanai</b>	1	2	-1	-50%	\$350,000	\$1,956,250	-82%	\$350,000	\$1,956,250	-82%	\$350,000	\$3,912,500	-91%
<b>Makawao/Olinda/Haliimaile</b>	9	4	5	125%	\$1,543,000	\$254,500	506%	\$290,000	\$244,500	19%	\$13,887,000	\$1,018,000	1264%
<b>Molokai</b>	11	14	-3	-21%	\$163,091	\$136,338	20%	\$75,000	\$111,250	-33%	\$1,794,000	\$1,908,736	-6%
<b>Nahiku</b>	1	0	1	N/A	\$280,000	\$0	N/A	\$280,000	\$0	N/A	\$280,000	\$0	N/A
<b>Napili/Kahana/Honokowai</b>	3	1	2	200%	\$270,950	\$265,000	2%	\$270,000	\$265,000	2%	\$812,850	\$265,000	207%
<b>Olowalu</b>	3	0	3	N/A	\$810,000	\$0	N/A	\$805,000	\$0	N/A	\$2,430,000	\$0	N/A
<b>Pukalani</b>	3	3	0	0%	\$470,000	\$322,667	46%	\$235,000	\$190,000	24%	\$1,410,000	\$968,000	46%
<b>Sprecklesville/Paia/Kuau</b>	2	0	2	N/A	\$465,000	\$0	N/A	\$465,000	\$0	N/A	\$930,000	\$0	N/A
<b>Wailea/Makena</b>	5	5	0	0%	\$1,768,980	\$2,624,800	-33%	\$875,000	\$2,000,000	-56%	\$8,844,900	\$13,124,000	-33%
<b>Maui Summary:</b>	173	134	39	29%	\$562,024	\$609,830	-8%	\$350,000	\$310,500	13%	\$97,230,067	\$81,717,225	19%



# Single Family Median Prices by Area

For Quarter Ending 12/31/2012

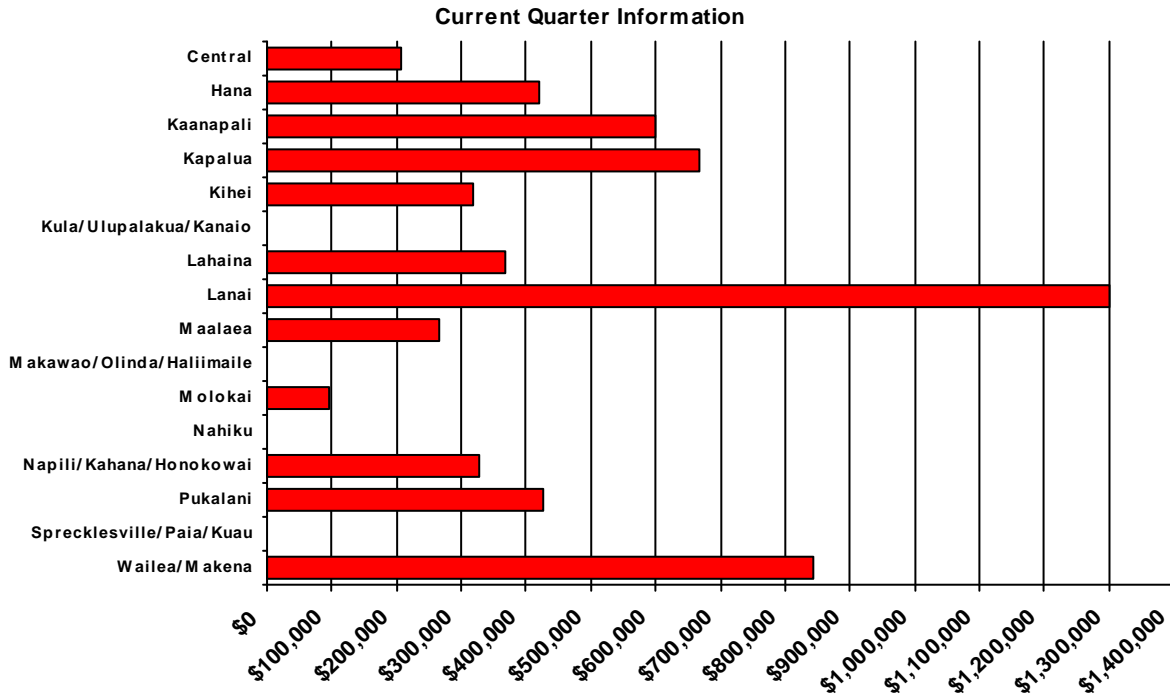
Current Quarter Information



Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$418,807	\$370,000	\$308,750
Haiku	\$595,000	\$694,000	\$612,500
Hana	\$475,000	\$675,000	\$259,000
Kaanapali	\$900,000	\$2,000,000	\$1,150,000
Kahakuloa	\$373,000	\$1,750,000	\$0
Kapalua	\$3,142,743	\$0	\$2,450,000
Kihei	\$530,000	\$497,500	\$410,000
Kipahulu	\$1,166,000	\$0	\$0
Kula/Ulupalakua/Kanaio	\$575,000	\$540,688	\$447,500
Lahaina	\$510,000	\$705,000	\$500,000
Lanai	\$355,000	\$183,000	\$250,000
Makawao/Olinda/Haliimaile	\$358,000	\$367,500	\$305,000
Maui Meadows	\$792,000	\$828,500	\$770,758
Molokai	\$1,277,500	\$150,000	\$300,000
Nahiku	\$339,900	\$235,199	\$0
Napili/Kahana/Honokowai	\$726,000	\$645,000	\$622,500
Olowalu	\$0	\$0	\$2,200,000
Pukalani	\$462,500	\$542,500	\$433,500
Sprecklesville/Paia/Kuau	\$540,000	\$437,000	\$575,000
Wailea/Makena	\$2,762,500	\$966,500	\$1,906,000

# Condominium Median Prices by Area

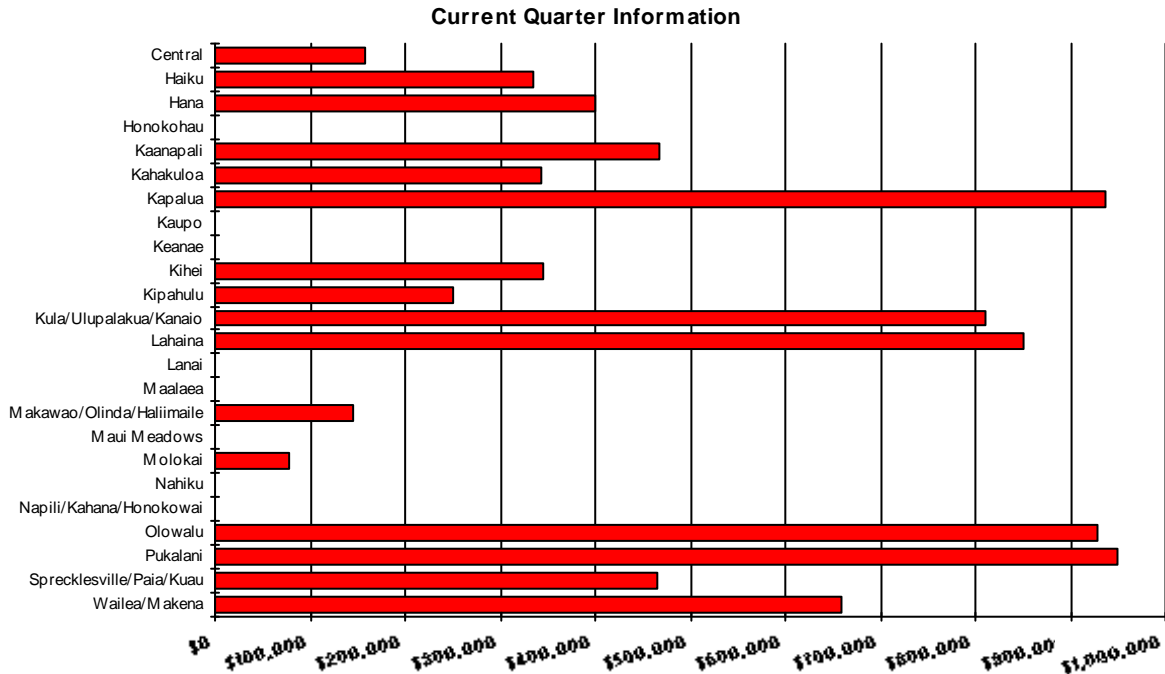
For Quarter Ending 12/31/2012



Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$207,500	\$222,500	\$152,000
Hana	\$420,000	\$455,000	\$0
Kaanapali	\$598,450	\$504,900	\$590,000
Kapalua	\$668,000	\$550,000	\$550,000
Kihei	\$317,000	\$250,000	\$255,000
Kula/Ulupalakua/Kanaio	\$0	\$0	\$0
Lahaina	\$369,000	\$354,500	\$290,500
Lanai	\$1,300,000	\$453,000	\$519,000
Maalaea	\$265,000	\$275,000	\$233,475
Makawao/Olinda/Haliimaile	\$0	\$0	\$0
Molokai	\$96,000	\$77,000	\$75,000
Nahiku	\$0	\$0	\$0
Napili/Kahana/Honokowai	\$329,000	\$257,500	\$250,000
Pukalani	\$425,000	\$408,000	\$0
Sprecklesville/Paia/Kuau	\$0	\$0	\$0
Wailea/Makena	\$845,000	\$590,000	\$803,500

# Land Median Prices by Area

For Quarter Ending 12/31/2012



Area	Current Quarter	Previous Quarter	Year Ago Quarter
Central	\$175,000	\$175,000	\$322,500
Haiku	\$335,000	\$348,500	\$529,000
Hana	\$400,000	\$122,500	\$350,000
Honokohau	\$0	\$0	\$0
Kaanapali	\$467,500	\$547,500	\$350,000
Kahakuloa	\$342,500	\$0	\$147,500
Kapalua	\$937,500	\$750,000	\$0
Kaupo	\$0	\$0	\$0
Keanae	\$0	\$0	\$0
Kihei	\$345,000	\$210,000	\$141,750
Kipahulu	\$250,000	\$0	\$0
Kula/Ulupalakua/Kanaio	\$810,000	\$430,000	\$1,100,000
Lahaina	\$850,000	\$1,100,000	\$640,000
Lanai	\$0	\$0	\$300,000
Maalaea	\$0	\$0	\$0
Makawao/Olinda/Haliimaile	\$145,000	\$0	\$230,000
Maui Meadows	\$0	\$0	\$0
Molokai	\$78,500	\$85,000	\$225,000
Nahiku	\$0	\$0	\$0
Napili/Kahana/Honokowai	\$0	\$0	\$0
Olowalu	\$927,500	\$0	\$0
Pukalani	\$950,000	\$235,000	\$610,000
Sprecklesville/Paia/Kuau	\$465,000	\$0	\$0
Wailea/Makena	\$659,950	\$1,037,500	\$2,990,000