

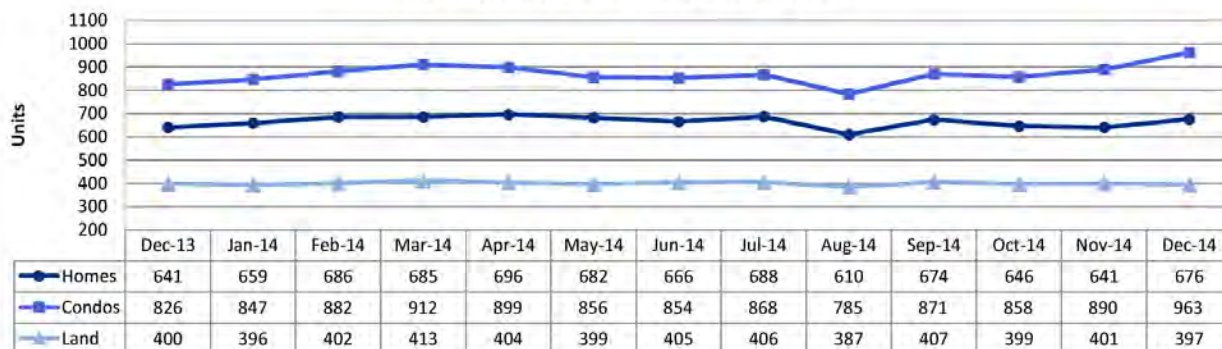
# MAUI STATISTICS

## NOVEMBER 2014

<b>RESIDENTIAL</b>	2014 Units	2013 Units	2014 Median Price	2013 Median Price	<b>CONDOMINIUM</b>	2014 Units	2013 Units	2014 Median Price	2013 Median Price	<b>LAND</b>	2014 Units	2013 Units	2014 Median Price	2013 Median Price
Central	29	31	\$476,000	\$425,688	Central	12	16	\$262,500	\$286,250	Central	3	8	\$411,000	\$697,455
Haiku	4	5	\$567,500	\$800,000	Haiku	1	0	\$425,000	\$0	Haiku	0	7	\$0	\$360,000
Hana	0	1	\$0	\$800,000	Hana	0	0	\$0	\$0	Hana	0	0	\$0	\$0
Kaanapali	3	4	\$1,450,000	\$1,196,500	Kaanapali	5	10	\$860,000	\$675,000	Kaanapali	2	3	\$770,000	\$775,000
Kahakuloa	-	-	-	-	Kahakuloa	-	-	-	-	Kahakuloa	0	1	\$0	\$1,100,000
Kapalua	0	1	\$0	\$2,600,000	Kapalua	2	1	\$4,717,500	\$1,620,000	Kapalua	0	1	\$0	\$2,700,000
Kaupo	-	-	-	-	Kaupo	-	-	-	-	Kaupo	-	-	-	-
Keanae	-	-	-	-	Keanae	-	-	-	-	Keanae	-	-	-	-
Kihei	8	6	\$671,500	\$768,323	Kihei	24	35	\$332,500	\$305,000	Kihei	0	2	\$0	\$317,500
Kipahulu	-	-	-	-	Kipahulu	-	-	-	-	Kipahulu	-	-	-	-
Kula/Ulu/Kanaio	7	3	\$795,000	\$1,500,000	Kula/Ulu/Kanaio	-	-	-	-	Kula/Ulu/Kanaio	1	0	\$565,000	\$0
Lahaina	6	3	\$985,000	\$612,500	Lahaina	8	4	\$420,000	\$305,750	Lahaina	0	0	\$0	\$0
Lanai	1	2	\$375,000	\$417,500	Lanai	0	1	\$0	\$95,000	Lanai	-	-	-	-
Maalaea	-	-	-	-	Maalaea	2	5	\$350,000	\$335,000	Maalaea	-	-	-	-
Makawao/Olin/Halii	3	4	\$340,000	\$380,000	Makawao/Olin/Halii	-	-	-	-	Makawao/Olin/Halii	3	0	\$250,000	\$0
Maui Meadows	1	2	\$1,256,000	\$1,237,500	Maui Meadows	-	-	-	-	Maui Meadows	0	1	\$0	\$530,000
Molokai	2	0	\$258,000	\$0	Molokai	0	0	\$0	\$0	Molokai	0	0	\$0	\$0
Nahiku	-	-	-	-	Nahiku	-	-	-	-	Nahiku	-	-	-	-
Napili/Kah/Hono	1	3	\$1,350,000	\$450,800	Napili/Kah/Hono	8	11	\$339,500	\$390,000	Napili/Kah/Hono	-	-	-	-
Olowalu	-	-	-	-	Olowalu	-	-	-	-	Olowalu	-	-	-	-
Pukalani	5	8	\$610,000	\$552,500	Pukalani	1	0	\$500,000	\$0	Pukalani	-	-	-	-
Sprecks/Paia/Kuau	2	2	\$625,000	\$1,767,500	Sprecks/Paia/Kuau	-	-	-	-	Sprecks/Paia/Kuau	-	-	-	-
Wailea/Makena	2	0	\$1,210,000	\$0	Wailea/Makena	5	13	\$710,000	\$1,600,000	Wailea/Makena	1	0	\$3,500,000	\$0
<b>MAUI SUMMARY</b>	<b>74</b>	<b>75</b>	<b>\$587,500</b>	<b>\$515,000</b>	<b>MAUI SUMMARY</b>	<b>68</b>	<b>96</b>	<b>\$366,250</b>	<b>\$350,000</b>	<b>MAUI SUMMARY</b>	<b>10</b>	<b>23</b>	<b>\$411,500</b>	<b>\$547,371</b>

\*All information taken from the Realtors Association of Maui. MLS Sales Data information shown herein, while not guaranteed, is derived from sources deemed reliable.

Active Inventory as of December 11, 2014



### CURRENT ABSORPTION RATE

	NOV-2014	Nov-2013
<b>RESIDENTIAL</b>	<b>9.1 months</b>	8.7 months
<b>CONDOMINIUM</b>	<b>14.2 months</b>	8.8 months
<b>LAND</b>	<b>39.7 months</b>	18.2 months

Based on this month's Active/Pending-Continue to Show Contingent Status inventory divided by July Sales.

### TOTAL SALES (for Immediate Past 12 months)

% of deals from either Real Estate Owned (REO) or Short Sales (SS)

	2014	2013
<b>RESIDENTIAL</b>	<b>958 (13.7%)</b>	987 (%)
<b>CONDOMINIUM</b>	<b>1,195 (7.7%)</b>	1,363 (10.3%)
<b>LAND</b>	<b>177 (2%)</b>	225 (15.6%)



SINGLE FAMILY YEAR TO DATE	NUMBER OF SALES		
	Current YTD Sales	Year Ago YTD	Percent Change
Olowalu	2	1	100%
Kaanapali	26	18	44%
Wailea/Makena	30	27	11%
Kihei	144	135	7%
Kula/Ulu/Kanaio	69	66	5%
Makawao/Olin/Halii	51	50	2%
Molokai	10	10	0%
Central	280	282	-1%
Lahaina	50	52	-4%
Napili/Kah/Hono	31	33	-6%
Pukalani	51	54	-6%
Haiku	67	73	-8%
Sprecks/Paia/Kuau	22	27	-19%
Maui Meadows	18	26	-31%
Lanai	17	30	-43%
Kapalua	6	11	-45%
Hana	3	8	-63%
Kahakuloa	0	2	-100%
Keanae	0	1	-100%
Kipahulu	1	0	N/A
Nahiku	1	0	N/A
<b>MAUI SUMMARY</b>	<b>879</b>	<b>906</b>	<b>-3%</b>

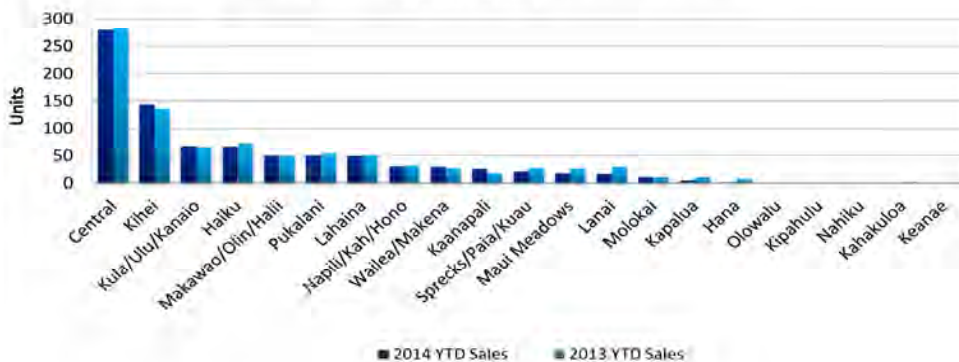
	AVERAGE SALES PRICE		
	Current YTD Average	Year Ago YTD Average	Percent Change
Olowalu	\$3,562,500	\$1,175,000	203%
Lanai	\$974,412	\$525,047	86%
Sprecks/Paia/Kuau	\$1,977,580	\$1,207,537	64%
Napili/Kah/Hono	\$1,164,192	\$803,339	45%
Kihei	\$796,735	\$628,455	27%
Lahaina	\$1,138,864	\$896,162	27%
Kaanapali	\$1,790,216	\$1,439,056	24%
Maui Meadows	\$1,527,517	\$1,248,000	22%
Pukalani	\$629,009	\$554,417	13%
Kula/Ulu/Kanaio	\$890,623	\$800,044	11%
Kapalua	\$3,666,167	\$3,438,446	7%
Central	\$485,980	\$460,449	6%
Haiku	\$700,568	\$680,719	3%
Makawao/Olin/Halii	\$582,186	\$563,128	3%
Wailea/Makena	\$3,201,250	\$3,518,056	-9%
Hana	\$428,333	\$815,563	-47%
Molokai	\$273,700	\$537,269	-49%
Kahakuloa	\$0	\$413,150	-100%
Keanae	\$0	\$469,500	-100%
Kipahulu	\$500,000	\$0	N/A
Nahiku	\$233,000	\$0	N/A
<b>MAUI SUMMARY</b>	<b>\$885,127</b>	<b>\$775,136</b>	<b>14%</b>

	MEDIAN SALES PRICE		
	Current YTD Average	Year Ago YTD Average	Percent Change
Olowalu	\$3,562,500	\$1,175,000	203%
Lanai	\$490,000	\$320,000	53%
Kaanapali	\$1,612,500	\$1,172,500	38%
Kapalua	\$3,800,000	\$2,761,152	38%
Kula/Ulu/Kanaio	\$800,000	\$602,500	33%
Lahaina	\$777,500	\$606,250	28%
Sprecks/Paia/Kuau	\$880,000	\$712,000	24%
Makawao/Olin/Halii	\$475,000	\$421,000	13%
Kihei	\$599,500	\$546,200	10%
Pukalani	\$575,000	\$527,000	9%
Haiku	\$645,000	\$599,000	8%
Central	\$443,840	\$416,253	7%
Napili/Kah/Hono	\$750,000	\$799,000	-6%
Maui Meadows	\$1,134,250	\$1,225,000	-7%
Wailea/Makena	\$2,053,750	\$2,750,000	-25%
Molokai	\$232,000	\$380,500	-39%
Hana	\$367,000	\$723,250	-49%
Kahakuloa	\$0	\$413,150	-100%
Keanae	\$0	\$469,500	-100%
Kipahulu	\$500,000	\$0	N/A
Nahiku	\$233,000	\$0	N/A
<b>MAUI SUMMARY</b>	<b>\$570,000</b>	<b>\$530,125</b>	<b>8%</b>

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### Single Family Residential Sales YTD

2014 vs 2013



### Single Family Residential Sales Volume YTD

2014 vs 2013



Total Dollar Volume	
2014	\$778,026,675
2013	\$702,273,185
<b>11%</b>	

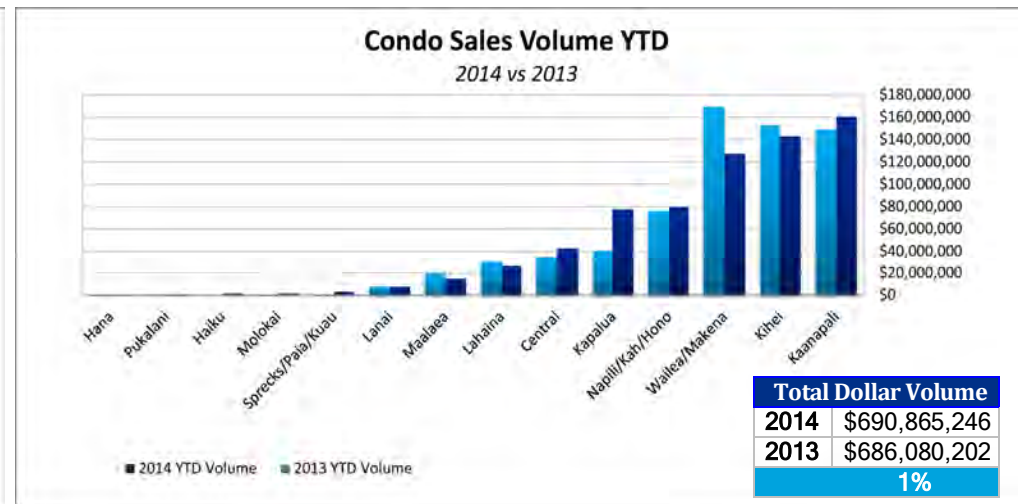
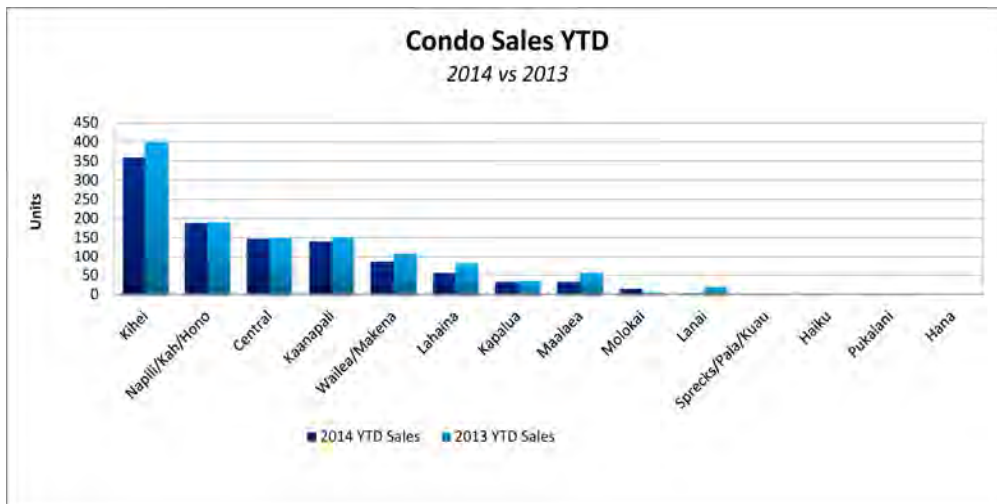


CONDO YEAR TO DATE	NUMBER OF SALES		
	Current YTD Sales	Year Ago YTD	Percent Change
Molokai	15	7	114%
Hana	1	1	0%
Sprecks/Paia/Kuau	3	3	0%
Central	147	150	-2%
Napili/Kah/Hono	188	192	-2%
Kapalua	33	35	-6%
Kaanapali	141	152	-7%
Kihei	362	401	-10%
Wailea/Makena	87	110	-21%
Lahaina	57	81	-30%
Pukalani	2	3	-33%
Maalaea	33	57	-42%
Lanai	5	21	-76%
Haiku	3	0	N/A
<b>MAUI SUMMARY</b>	<b>1077</b>	<b>1213</b>	<b>-11%</b>

	AVERAGE SALES PRICE		
	Current YTD Average	Year Ago YTD Average	Percent Change
Sprecks/Paia/Kuau	\$1,133,000	\$263,000	331%
Lanai	\$1,650,000	\$398,343	314%
Kapalua	\$2,373,394	\$1,159,400	105%
Maalaea	\$450,067	\$337,755	33%
Central	\$291,746	\$235,632	24%
Lahaina	\$460,907	\$377,130	22%
Kaanapali	\$1,139,729	\$984,616	16%
Pukalani	\$502,500	\$436,000	15%
Napili/Kah/Hono	\$428,388	\$395,224	8%
Kihei	\$395,911	\$381,089	4%
Wailea/Makena	\$1,466,386	\$1,547,357	-5%
Molokai	\$113,399	\$121,289	-7%
Hana	\$419,000	\$475,000	-12%
Haiku	\$541,600	\$0	N/A
<b>MAUI SUMMARY</b>	<b>\$641,472</b>	<b>\$565,606</b>	<b>13%</b>

	MEDIAN SALES PRICE		
	Current YTD Median	Year Ago YTD Median	Percent Change
Lanai	\$1,700,000	\$95,000	1689%
Kapalua	\$1,204,000	\$950,000	27%
Maalaea	\$385,000	\$325,000	18%
Central	\$284,000	\$244,750	16%
Lahaina	\$410,000	\$352,500	16%
Pukalani	\$502,500	\$450,000	12%
Kaanapali	\$850,000	\$762,450	11%
Napili/Kah/Hono	\$401,500	\$383,250	5%
Kihei	\$315,000	\$310,000	2%
Molokai	\$95,000	\$99,000	-4%
Sprecks/Paia/Kuau	\$279,000	\$294,000	-5%
Wailea/Makena	\$1,000,000	\$1,087,500	-8%
Hana	\$419,000	\$475,000	-12%
Haiku	\$599,900	\$0	N/A
<b>MAUI SUMMARY</b>	<b>\$415,000</b>	<b>\$374,000</b>	<b>11%</b>

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Total Dollar Volume	
2014	\$690,865,246
2013	\$686,080,202
<b>1%</b>	



Sotheby's INTERNATIONAL REALTY

# 2014 LAND Year to Date

Comparing 1/1/2014 thru 11/30/2014 with 1/1/2013 thru 11/30/2013



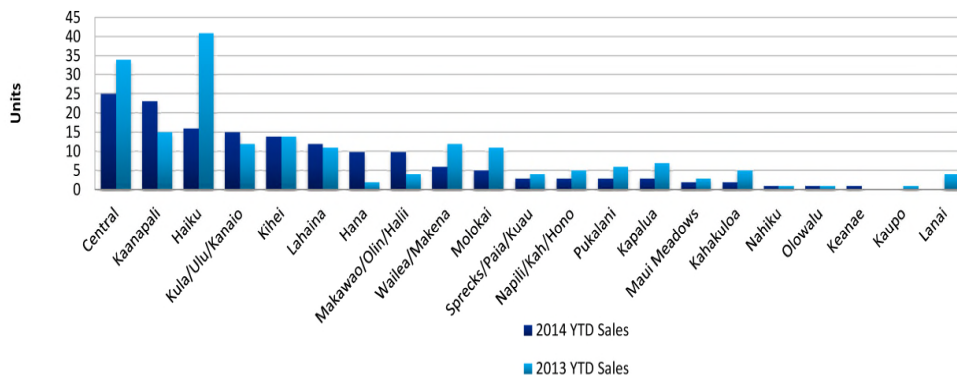
LAND YEAR TO DATE	NUMBER OF SALES		
	Current YTD Sales	Year Ago YTD	Percent Change
Hana	10	2	400%
Makawao/Olin/Halii	10	4	150%
Kaanapali	23	15	53%
Kula/Ulu/Kanaio	15	12	25%
Lahaina	12	11	9%
Kihei	14	14	0%
Nahiku	1	1	0%
Olowalu	1	1	0%
Sprecks/Paia/Kuau	3	4	-25%
Central	25	34	-26%
Maui Meadows	2	3	-33%
Napili/Kah/Hono	3	5	-40%
Pukalani	3	6	-50%
Wailea/Makena	6	12	-50%
Molokai	5	11	-55%
Kapalua	3	7	-57%
Kahakuloa	2	5	-60%
Haiku	16	41	-61%
Kaupo	0	1	-100%
Lanai	0	4	-100%
Keanae	1	0	N/A
<b>MAUI SUMMARY</b>	<b>155</b>	<b>193</b>	<b>-20%</b>

	AVERAGE SALES PRICE		
	Current YTD Average	Year Ago YTD Average	Percent Change
Hana	\$812,770	\$137,500	491%
Kahakuloa	\$972,500	\$402,000	142%
Kaanapali	\$1,131,936	\$651,184	74%
Napili/Kah/Hono	\$696,000	\$410,500	70%
Kapalua	\$2,075,000	\$1,417,571	46%
Makawao/Olin/Halii	\$556,250	\$411,625	35%
Haiku	\$623,000	\$484,146	29%
Lahaina	\$931,167	\$779,000	20%
Pukalani	\$290,000	\$244,167	19%
Wailea/Makena	\$1,554,167	\$1,471,188	6%
Nahiku	\$227,500	\$220,000	3%
Kihei	\$416,500	\$430,286	-3%
Sprecks/Paia/Kuau	\$925,000	\$956,250	-3%
Maui Meadows	\$482,500	\$516,667	-7%
Central	\$349,032	\$389,941	-10%
Molokai	\$101,000	\$232,136	-56%
Kula/Ulu/Kanaio	\$557,233	\$1,636,000	-66%
Olowalu	\$805,000	\$3,775,000	-79%
Kaupo	\$0	\$59,225	-100%
Lanai	\$0	\$503,000	-100%
Keanae	\$1,000,000	\$0	N/A
<b>MAUI SUMMARY</b>	<b>\$712,984</b>	<b>\$653,481</b>	<b>9%</b>

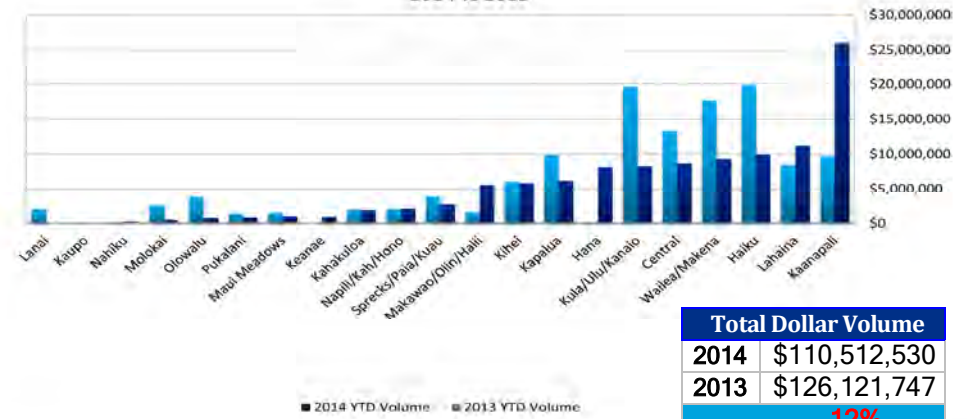
	MEDIAN SALES PRICE		
	Current YTD Median	Year Ago YTD Median	Percent Change
Kahakuloa	\$972,500	\$235,000	314%
Hana	\$367,500	\$137,500	167%
Napili/Kah/Hono	\$725,000	\$282,500	157%
Kapalua	\$2,550,000	\$1,098,000	132%
Sprecks/Paia/Kuau	\$900,000	\$672,500	34%
Haiku	\$495,000	\$395,000	25%
Kula/Ulu/Kanaio	\$650,000	\$530,000	23%
Wailea/Makena	\$1,355,000	\$1,150,000	18%
Central	\$275,000	\$252,000	9%
Kihei	\$323,500	\$315,000	3%
Nahiku	\$227,500	\$220,000	3%
Molokai	\$123,000	\$132,000	-7%
Maui Meadows	\$482,500	\$530,000	-9%
Lahaina	\$707,500	\$784,000	-10%
Pukalani	\$230,000	\$260,000	-12%
Kaanapali	\$622,500	\$715,000	-13%
Makawao/Olin/Halii	\$331,250	\$445,000	-26%
Olowalu	\$805,000	\$3,775,000	-79%
Kaupo	\$0	\$59,225	-100%
Lanai	\$0	\$445,000	-100%
Keanae	\$1,000,000	\$0	N/A
<b>MAUI SUMMARY</b>	<b>\$507,105</b>	<b>\$400,000</b>	<b>27%</b>

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### Land Sales YTD 2014 vs 2013



### Land Sales Volume YTD 2014 vs 2013



Total Dollar Volume	
2014	\$110,512,530
2013	\$126,121,747
<b>-12%</b>	