



Sotheby's
INTERNATIONAL REALTY

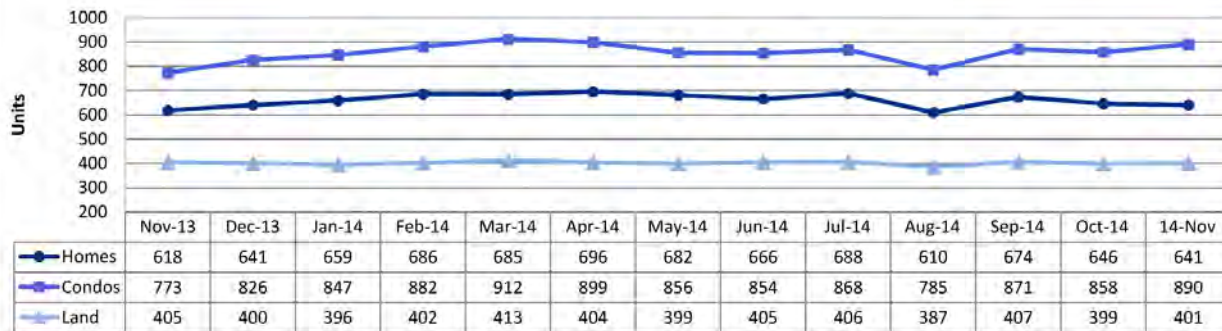
MAUI STATISTICS

OCTOBER 2014

<u>RESIDENTIAL</u>	2014 Units	2013 Units	2014 Median Price	2013 Median Price	<u>CONDOMINIUM</u>	2014 Units	2013 Units	2014 Median Price	2013 Median Price	<u>LAND</u>	2014 Units	2013 Units	2014 Median Price	2013 Median Price
Central	28	28	\$499,500	\$419,365	Central	18	12	\$324,000	\$271,500	Central	3	5	\$267,500	\$200,000
Haiku	8	8	\$567,500	\$635,000	Haiku	-	-	-	-	Haiku	2	8	\$417,500	\$380,500
Hana	0	1	\$0	\$721,500	Hana	-	-	-	-	Hana	1	0	\$115,000	\$0
Kaanapali	0	1	\$0	\$1,300,000	Kaanapali	11	12	\$1,000,000	\$842,400	Kaanapali	2	3	\$3,272,625	\$522,500
Kahakuloa	-	-	-	-	Kahakuloa	-	-	-	-	Kahakuloa	1	0	\$345,000	\$0
Kapalua	0	1	\$0	\$2,761,152	Kapalua	3	2	\$850,000	\$1,120,000	Kapalua	-	-	-	-
Kaupo	-	-	-	-	Kaupo	-	-	-	-	Kaupo	-	-	-	-
Keanae	-	-	-	-	Keanae	-	-	-	-	Keanae	-	-	-	-
Kihei	10	12	\$706,950	\$457,500	Kihei	31	35	\$304,000	\$265,000	Kihei	0	0	\$0	\$0
Kipahulu	-	-	-	-	Kipahulu	-	-	-	-	Kipahulu	-	-	-	-
Kula/Ulu/Kanaio	6	5	\$804,000	\$500,000	Kula/Ulu/Kanaio	-	-	-	-	Kula/Ulu/Kanaio	1	1	\$660,000	\$520,000
Lahaina	4	7	\$530,000	\$880,000	Lahaina	0	4	\$0	\$271,500	Lahaina	1	1	\$800,000	\$500,000
Lanai	2	1	\$412,500	\$575,000	Lanai	0	3	\$0	\$85,000	Lanai	-	-	-	-
Maalaea	-	-	-	-	Maalaea	5	7	\$575,000	\$370,000	Maalaea	-	-	-	-
Makawao/Olin/Halii	4	3	\$441,500	\$572,000	Makawao/Olin/Halii	-	-	-	-	Makawao/Olin/Halii	0	0	\$0	\$0
Maui Meadows	0	4	\$0	\$1,550,000	Maui Meadows	-	-	-	-	Maui Meadows	1	0	\$490,000	\$0
Molokai	0	1	\$0	\$585,000	Molokai	4	2	\$85,500	\$161,950	Molokai	1	0	\$147,000	\$0
Nahiku	-	-	-	-	Nahiku	-	-	-	-	Nahiku	-	-	-	-
Napili/Kah/Hono	3	2	\$750,000	\$903,500	Napili/Kah/Hono	16	11	\$372,500	\$255,000	Napili/Kah/Hono	-	-	-	-
Olowalu	-	-	-	-	Olowalu	-	-	-	-	Olowalu	-	-	-	-
Pukalani	8	2	\$602,500	\$875,000	Pukalani	0	1	\$0	\$450,000	Pukalani	0	1	\$0	\$225,000
Sprecks/Paia/Kuau	4	4	\$650,000	\$795,750	Sprecks/Paia/Kuau	-	-	-	-	Sprecks/Paia/Kuau	0	1	\$0	\$700,000
Wailea/Makena	3	2	\$2,600,000	\$1,300,000	Wailea/Makena	6	9	\$1,875,000	\$1,000,000	Wailea/Makena	1	0	\$850,000	\$0
MAUI SUMMARY	80	82	\$564,000	\$540,000	MAUI SUMMARY	94	98	\$407,000	\$347,500	MAUI SUMMARY	14	20	\$467,500	\$380,500

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Active Inventory as of November 7, 2014



CURRENT ABSORPTION RATE

	OCT-2014	Oct-2013
RESIDENTIAL	8 months	7.6 months
CONDOMINIUM	9.5 months	7.6 months
LAND	28.6 months	17.6 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
RESIDENTIAL	957 (13.8%)	996 (20.7%)
CONDOMINIUM	1,222 (7.7%)	1,363 (10.3%)
LAND	190 (2%)	225 (15.6%)



Sotheby's
INTERNATIONAL REALTY

2014 SINGLE FAMILY Year to Date

Comparing 1/1/2014 thru 10/31/2014 with 1/1/2013 thru 10/31/2013



SINGLE FAMILY YEAR TO DATE	NUMBER OF SALES		
	Current YTD Sales	Year Ago YTD	Percent Change
Olowalu	2	1	100%
Kaanapali	23	14	64%
Kihei	135	129	5%
Wailea/Makena	28	27	4%
Makawao/Olin/Halii	47	46	2%
Central	247	247	0%
Pukalani	46	46	0%
Kula/Ulu/Kanaio	62	63	-2%
Napili/Kah/Hono	29	30	-3%
Haiku	63	68	-7%
Lahaina	44	49	-10%
Molokai	8	10	-20%
Sprecks/Paia/Kuau	23	29	-21%
Maui Meadows	17	24	-29%
Kapalua	6	10	-40%
Lanai	16	28	-43%
Hana	3	7	-57%
Kahakuloa	0	2	-100%
Keanae	0	1	-100%
Kipahulu	1	0	N/A
Nahiku	1	0	N/A
MAUI SUMMARY	801	831	-4%

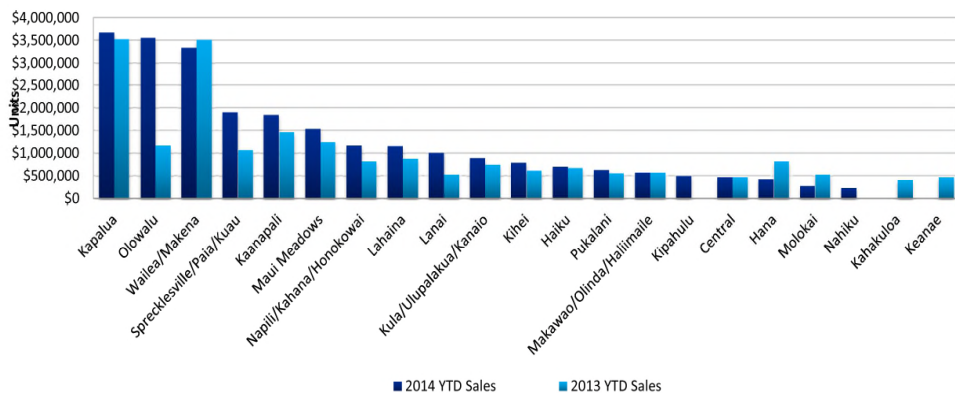
AVERAGE SALES PRICE	AVERAGE SALES PRICE		
	Current YTD Average	Year Ago YTD Average	Percent Change
Olowalu	\$3,562,500	\$1,175,000	203%
Lanai	\$1,011,875	\$532,729	90%
Sprecks/Paia/Kuau	\$1,904,098	\$1,070,293	78%
Napili/Kah/Hono	\$1,174,100	\$828,017	42%
Lahaina	\$1,161,437	\$876,590	32%
Kihei	\$795,110	\$609,029	31%
Kaanapali	\$1,844,592	\$1,456,429	27%
Maui Meadows	\$1,543,488	\$1,248,875	24%
Kula/Ulu/Kanaio	\$885,694	\$748,459	18%
Pukalani	\$627,162	\$552,402	14%
Haiku	\$708,859	\$679,684	4%
Kapalua	\$3,666,167	\$3,522,291	4%
Central	\$470,195	\$463,959	1%
Makawao/Olin/Halii	\$564,755	\$564,704	0%
Wailea/Makena	\$3,343,482	\$3,518,056	-5%
Hana	\$428,333	\$817,786	-48%
Molokai	\$277,625	\$537,269	-48%
Kahakuloa	\$0	\$413,150	-100%
Keanae	\$0	\$469,500	-100%
Kipahulu	\$500,000	\$0	N/A
Nahiku	\$233,000	\$0	N/A
MAUI SUMMARY	\$897,905	\$777,149	16%

MEDIAN SALES PRICE	MEDIAN SALES PRICE		
	Current YTD Average	Year Ago YTD Average	Percent Change
Olowalu	\$3,562,500	\$1,175,000	203%
Lanai	\$505,000	\$312,500	62%
Sprecks/Paia/Kuau	\$865,000	\$589,000	47%
Kaanapali	\$1,675,000	\$1,160,000	44%
Kula/Ulu/Kanaio	\$807,500	\$595,000	36%
Lahaina	\$735,000	\$600,000	23%
Kapalua	\$3,800,000	\$3,130,576	21%
Makawao/Olin/Halii	\$475,000	\$426,000	12%
Kihei	\$596,000	\$535,000	11%
Haiku	\$660,000	\$597,500	10%
Pukalani	\$567,500	\$527,000	8%
Central	\$435,845	\$415,260	5%
Napili/Kah/Hono	\$750,000	\$811,000	-8%
Maui Meadows	\$1,093,500	\$1,225,000	-11%
Wailea/Makena	\$2,354,000	\$2,750,000	-14%
Molokai	\$232,000	\$380,500	-39%
Hana	\$367,000	\$721,500	-49%
Kahakuloa	\$0	\$413,150	-100%
Keanae	\$0	\$469,500	-100%
Kipahulu	\$500,000	\$0	N/A
Nahiku	\$233,000	\$0	N/A
MAUI SUMMARY	\$570,000	\$532,500	7%

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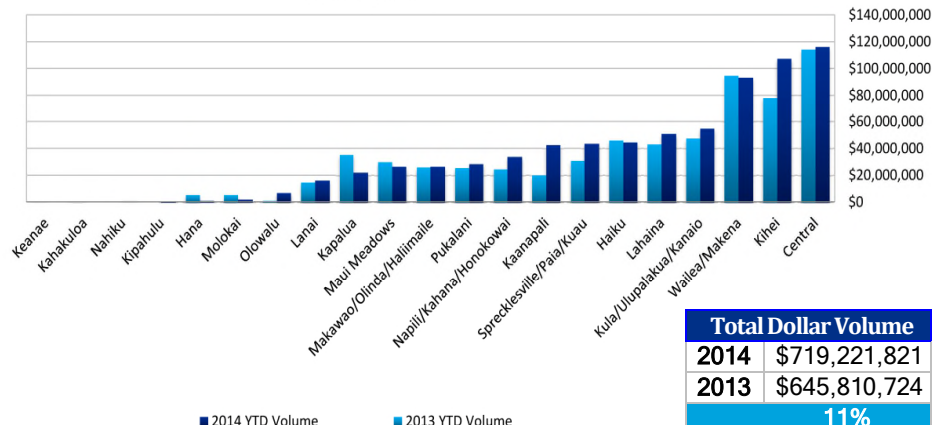
Single Family Residential Sales YTD

2014 vs 2013



Single Family Residential Sales Volume YTD

2014 vs 2013



SINGLE FAMILY

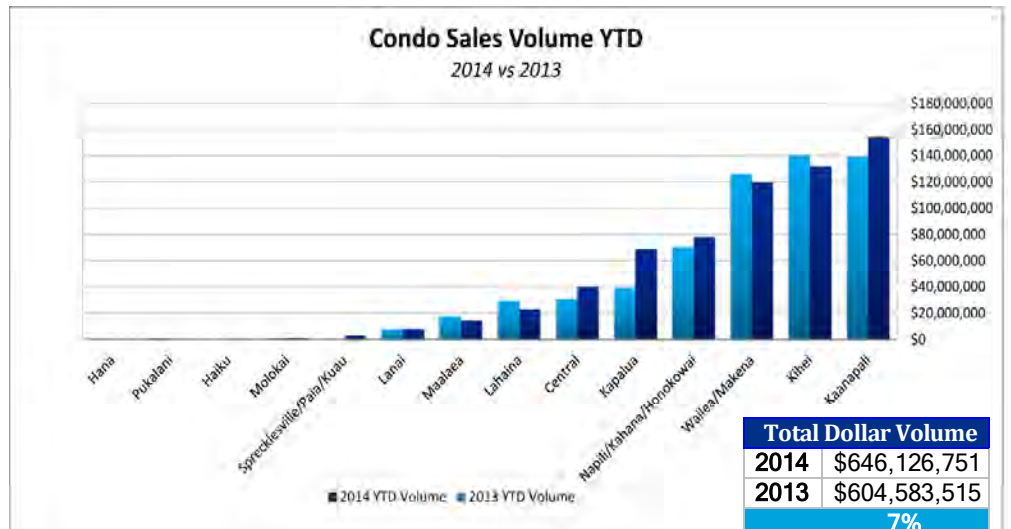
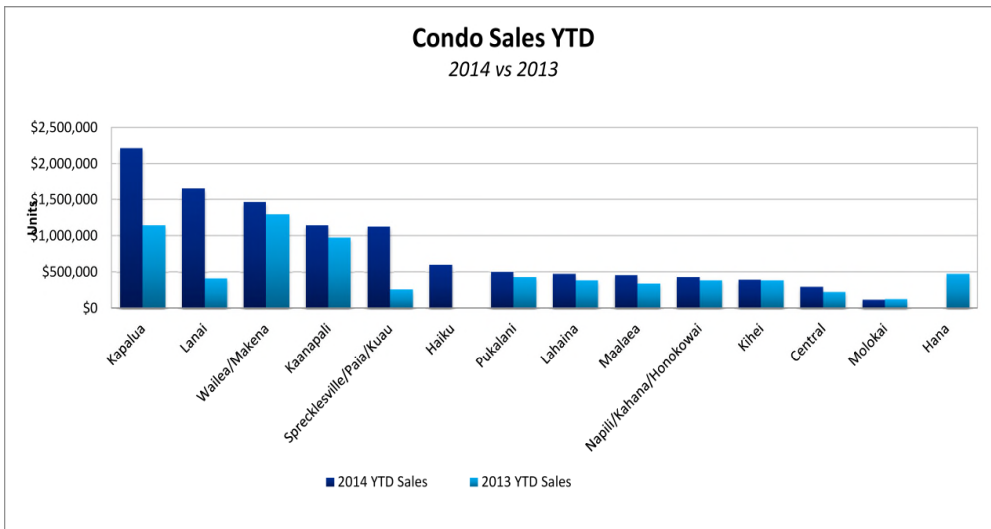


CONDO YEAR TO DATE	NUMBER OF SALES		
	Current YTD Sales	Year Ago YTD	Percent Change
Molokai	15	7	114%
Central	135	134	1%
Sprecks/Paia/Kuau	3	3	0%
Napili/Kah/Hono	180	181	-1%
Kaanapali	136	142	-4%
Kihei	338	366	-8%
Kapalua	31	34	-9%
Wailea/Makena	82	97	-15%
Lahaina	49	77	-36%
Maalaea	31	52	-40%
Pukalani	1	3	-67%
Lanai	5	20	-75%
Hana	0	1	-100%
Haiku	2	0	N/A
MAUI SUMMARY	1008	1117	-10%

	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	\$413,510	299%
Kapalua	\$2,222,161	\$1,145,853	94%
Maalaea	\$456,523	\$340,876	34%
Central	\$293,023	\$229,932	27%
Lahaina	\$474,382	\$381,182	24%
Kaanapali	\$1,143,351	\$980,612	17%
Pukalani	\$505,000	\$436,000	16%
Wailea/Makena	\$1,462,343	\$1,299,062	13%
Napili/Kah/Hono	\$432,877	\$390,229	11%
Kihei	\$390,249	\$382,947	2%
Molokai	\$113,399	\$121,289	-7%
Hana	\$0	\$475,000	-100%
Haiku	\$599,900	\$0	N/A
MAUI SUMMARY	\$640,999	\$541,257	18%

	MEDIAN SALES PRICE		
	Current YTD Median	Year Ago YTD Median	Percent Change
Lanai	\$1,700,000	\$96,000	1671%
Kapalua	\$1,200,000	\$937,500	28%
Central	\$284,000	\$233,750	21%
Maalaea	\$385,000	\$325,000	18%
Lahaina	\$410,000	\$359,000	14%
Pukalani	\$505,000	\$450,000	12%
Kaanapali	\$837,450	\$767,400	9%
Napili/Kah/Hono	\$403,375	\$380,000	6%
Wailea/Makena	\$1,006,250	\$998,750	1%
Kihei	\$315,000	\$312,500	1%
Molokai	\$95,000	\$99,000	-4%
Sprecks/Paia/Kuau	\$279,000	\$294,000	-5%
Hana	\$0	\$475,000	-100%
Haiku	\$599,900	\$0	N/A
MAUI SUMMARY	\$418,000	\$375,000	11%

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Total Dollar Volume	
2014	\$646,126,751
2013	\$604,583,515
7%	



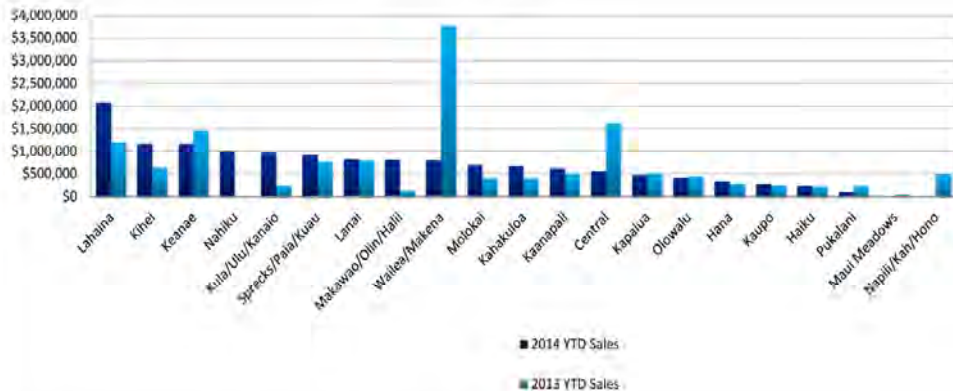
LAND YEAR TO DATE	NUMBER OF SALES		
	Current YTD Sales	Year Ago YTD	Percent Change
Hana	10	2	400%
Kaanapali	21	12	75%
Makawao/Olin/Halii	7	4	75%
Kihei	14	12	17%
Kula/Ulu/Kanaio	14	12	17%
Lahaina	12	11	9%
Maui Meadows	2	2	0%
Nahiku	1	1	0%
Olowalu	1	1	0%
Central	21	24	-13%
Sprecks/Paia/Kuau	4	6	-33%
Napili/Kah/Hono	3	5	-40%
Kahakuloa	2	4	-50%
Kapalua	3	6	-50%
Pukalani	3	6	-50%
Haiku	16	34	-53%
Molokai	5	11	-55%
Wailea/Makena	5	12	-58%
Kaupo	0	1	-100%
Lanai	0	4	-100%
Keanae	1	0	N/A
MAUI SUMMARY	145	170	-15%

	AVERAGE SALES PRICE		
	Current YTD Average	Year Ago YTD Average	Percent Change
Makawao/Olin/Halii	\$812,770	\$137,500	491%
Kula/Ulu/Kanaio	\$972,500	\$227,500	327%
Kihei	\$1,166,406	\$625,449	86%
Lahaina	\$2,075,000	\$1,203,833	72%
Molokai	\$696,000	\$410,500	70%
Kahakuloa	\$686,071	\$411,625	67%
Kaanapali	\$623,000	\$507,794	23%
Sprecks/Paia/Kuau	\$931,167	\$779,000	20%
Kaupo	\$290,000	\$244,167	19%
Hana	\$338,229	\$292,047	16%
Lanai	\$831,250	\$800,000	4%
Haiku	\$227,500	\$220,000	3%
Kapalua	\$482,500	\$510,000	-5%
Olowalu	\$416,500	\$449,083	-7%
Keanae	\$1,165,000	\$1,471,188	-21%
Pukalani	\$101,000	\$232,136	-56%
Central	\$556,679	\$1,636,000	-66%
Wailea/Makena	\$805,000	\$3,775,000	-79%
Maui Meadows	\$0	\$59,225	-100%
Napili/Kah/Hono	\$0	\$503,000	-100%
Nahiku	\$1,000,000	\$0	N/A
MAUI SUMMARY	\$710,859	\$653,150	9%

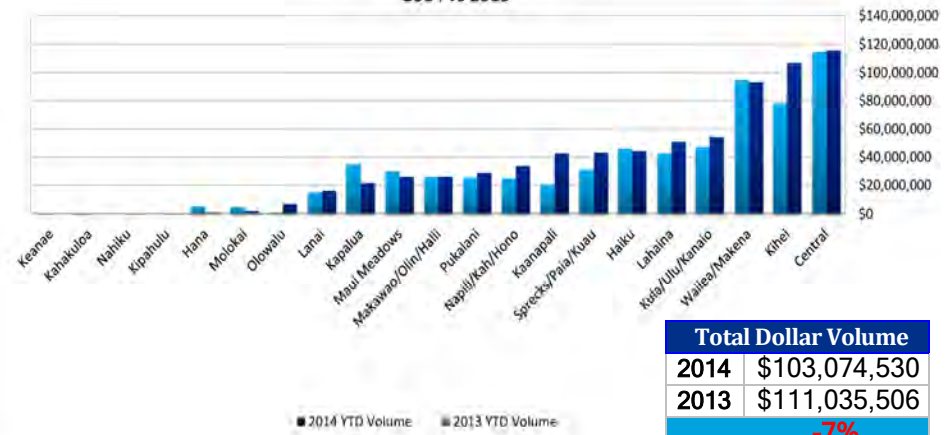
	MEDIAN SALES PRICE		
	Current YTD Median	Year Ago YTD Median	Percent Change
Kahakuloa	\$972,500	\$230,000	323%
Hana	\$367,500	\$137,500	167%
Kapalua	\$2,550,000	\$974,000	162%
Napili/Kah/Hono	\$725,000	\$282,500	157%
Sprecks/Paia/Kuau	\$737,500	\$522,500	41%
Haiku	\$495,000	\$400,000	24%
Kula/Ulu/Kanaio	\$655,000	\$530,000	24%
Central	\$267,500	\$228,500	17%
Kihei	\$323,500	\$312,500	4%
Nahiku	\$227,500	\$220,000	3%
Wailea/Makena	\$1,160,000	\$1,150,000	1%
Kaanapali	\$610,000	\$635,000	-4%
Maui Meadows	\$482,500	\$510,000	-5%
Molokai	\$123,000	\$132,000	-7%
Lahaina	\$707,500	\$784,000	-10%
Makawao/Olin/Halii	\$400,000	\$445,000	-10%
Pukalani	\$230,000	\$260,000	-12%
Olowalu	\$805,000	\$3,775,000	-79%
Kaupo	\$0	\$59,225	-100%
Lanai	\$0	\$445,000	-100%
Keanae	\$1,000,000	\$0	N/A
MAUI SUMMARY	\$510,000	\$399,500	28%

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Land Sales YTD
2014 vs 2013



Land Sales Volume YTD
2014 vs 2013



Total Dollar Volume	
2014	\$103,074,530
2013	\$111,035,506
	-7%