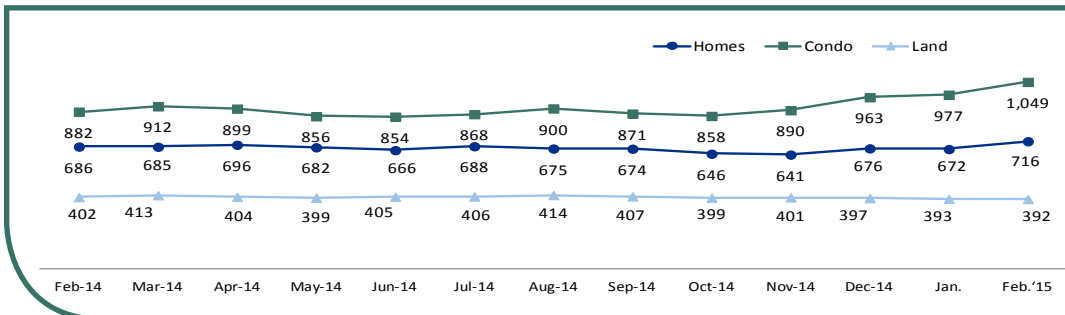




MAUI STATISTICS

JANUARY 2015

SINGLE FAMILY RESIDENCE	2015 Units	2014 Units	2015 Median Price	2014 Median Price	CONDOMINIUM	2015 Units	2014 Units	2015 Median Price	2014 Median Price	LAND	2015 Units	2014 Units	2015 Median Price	2014 Median Price
Central	23	14	\$507,500	\$405,698	Central	11	9	\$290,000	\$72,500	Central	4	2	\$415,000	\$245,000
Haiku	4	4	\$650,500	\$627,500	Haiku	-	-	-	-	Haiku	0	1	\$0	\$370,000
Hana	2	0	\$374,950	\$0	Hana	-	-	-	-	Hana	0	1	\$0	\$4,587,999
Kaanapali	4	2	1,437,500	2,082,500	Kaanapali	6	10	\$781,250	\$1,157,500	Kaanapali	1	1	\$600,000	\$500,000
Kapalua	0	0	\$0	\$0	Kapalua	1	1	\$660,000	\$1,412,500	Kapalua	-	-	-	-
Kihei	17	12	\$680,000	\$585,000	Kihei	34	32	\$331,250	\$400,000	Kihei	0	2	\$0	\$635,000
Kipahulu	0	0	\$0	\$0	Kipahulu	-	-	-	-	Kipahulu	-	-	-	-
Kula/Ulu/Kanao	6	5	\$835,000	\$875,000	Kula/Ulu/Kanao	-	-	-	-	Kula/Ulu/Kanao	2	1	\$512,500	\$549,000
Lahaina	3	5	2,200,000	1,187,500	Lahaina	8	5	\$424,210	\$490,000	Lahaina	1	0	\$1,325,000	\$0
Lanai	3	2	\$417,000	3,220,000	Lanai	0	2	\$0	\$1,725,000	Lanai	-	-	-	-
Maalaea	-	-	-	-	Maalaea	2	3	\$338,250	\$570,000	Maalaea	-	-	-	-
Makawao/Olin/Halii	2	4	\$435,000	\$543,125	Makawao/Olin/Halii	-	-	-	-	Makawao/Olin/Halii	1	1	\$2,500,000	\$352,500
Maui Meadows	2	1	\$937,500	1,300,000	Maui Meadows	-	-	-	-	Maui Meadows	-	-	-	-
Molokai	1	1	\$135,000	\$250,000	Molokai	4	1	\$64,500	\$222,500	Molokai	-	-	-	-
Nahiku	1	0	\$265,000	\$0	Nahiku	-	-	-	-	Nahiku	0	1	\$0	\$227,500
Napili/Kah/Hono	2	2	\$875,000	\$587,450	Napili/Kah/Hono	9	23	\$440,000	\$357,500	Napili/Kah/Hono	0	2	\$0	\$681,500
Olowalu	0	1	\$0	1,425,000	Olowalu	-	-	-	-	Olowalu	0	0	\$0	\$0
Pukalani	2	4	\$471,750	\$756,500	Pukalani	-	-	-	-	Pukalani	1	0	\$1,600,000	\$0
Sprecks/Paia/Kuau	1	2	\$849,000	5,975,000	Sprecks/Paia/Kuau	1	0	\$1,748,500	\$0	Sprecks/Paia/Kuau	-	-	-	-
Wailea/Makena	2	6	1,227,500	2,250,000	Wailea/Makena	7	8	\$625,000	\$860,000	Wailea/Makena	1	1	\$700,000	\$1,160,000
SUMMARY	75	65	\$577,000	\$695,000	SUMMARY	83	94	\$378,000	\$441,000	SUMMARY	11	13	\$700,000	\$370,000



Active Sales Inventory
As of 2/9/2015

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CURRENT ABSORPTION RATE		
	JANUARY 2015	JANUARY 2014
RESIDENTIAL	9.5 months	10 months
CONDOMINIUM	12.6 months	16.4 months
LAND	335.6 months	60.8 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)		
	JANUARY 2015	JANUARY 2014
RESIDENTIAL	953 (12.6%)	951 (32.7%)
CONDOMINIUM	1,190 (8%)	1,221 (20.1%)
LAND	164 (3%)	225 (15.6%)



SINGLE FAMILY RESIDENCE Year-to-Date Data

Comparing 1/1/2015 thru 1/31/2015 with 1/1/2014 thru 1/31/2014

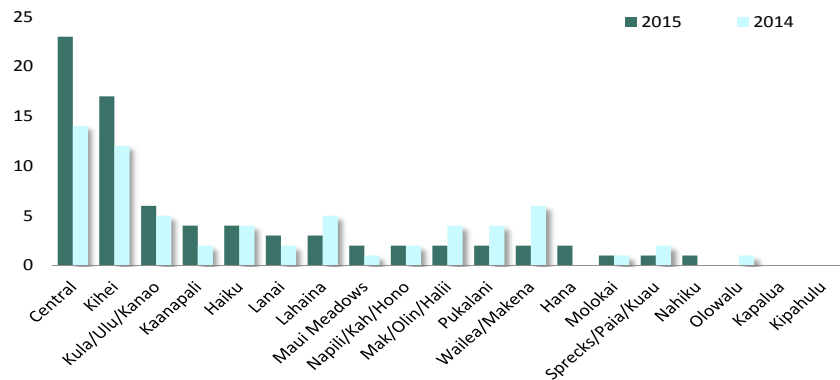
NUMBER OF SALES			
	Current YTD Sales	Year Ago YTD	Percent Change
Kaanapali	4	2	100%
Maui Meadows	2	1	100%
Central	23	14	64%
Lanai	3	2	50%
Kihei	17	12	42%
Kula/Ulu/Kanao	6	5	20%
Haiku	4	4	0%
Molokai	1	1	0%
Napili/Kah/Hono	2	2	0%
Lahaina	3	5	-40%
Makawao/Olin/Halii	2	4	-50%
Pukalani	2	4	-50%
Sprecks/Paia/Kuau	1	2	-50%
Wailea/Makena	2	6	-67%
Olowalu	0	1	-100%
Hana	2	0	N/A
Kapalua	0	0	N/A
Kipahulu	0	0	N/A
Nahiku	1	0	N/A
Kipahulu	1	0	N/A
Nahiku	1	0	N/A
MAUI SUMMARY	75	65	15%

AVERAGE SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Lahaina	\$2,233,333	\$1,030,200	117%
Napili/Kah/Hono	\$875,000	\$587,450	49%
Central	\$503,259	\$407,957	23%
Haiku	\$619,250	\$638,750	-3%
Kula/Ulu/Kanao	\$883,333	\$1,013,000	-13%
Makawao/Olin/Halii	\$435,000	\$520,313	-16%
Kaanapali	\$1,643,750	\$2,082,500	-21%
Maui Meadows	\$937,500	\$1,300,000	-28%
Kihei	\$746,588	\$1,245,158	-40%
Molokai	\$135,000	\$250,000	-46%
Pukalani	\$471,750	\$1,122,625	-58%
Wailea/Makena	\$1,227,500	\$3,777,083	-68%
Lanai	\$464,667	\$3,220,000	-86%
Sprecks/Paia/Kuau	\$849,000	\$5,975,000	-86%
Olowalu	\$0	\$1,425,000	-100%
Hana	\$374,950	\$0	N/A
Kapalua	\$0	\$0	N/A
Kipahulu	\$0	\$0	N/A
Nahiku	\$265,000	\$0	N/A
Kipahulu	\$500,000	\$0	N/A
Nahiku	\$233,000	\$0	N/A
MAUI SUMMARY	\$754,738	\$1,374,822	-45%

MEDIAN SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Lahaina	\$2,200,000	\$1,187,500	85%
Napili/Kah/Hono	\$875,000	\$587,450	49%
Central	\$507,500	\$405,698	25%
Kihei	\$680,000	\$585,000	16%
Haiku	\$650,500	\$627,500	4%
Kula/Ulu/Kanao	\$835,000	\$875,000	-5%
Makawao/Olin/Halii	\$435,000	\$543,125	-20%
Maui Meadows	\$937,500	\$1,300,000	-28%
Kaanapali	\$1,437,500	\$2,082,500	-31%
Pukalani	\$471,750	\$756,500	-38%
Wailea/Makena	\$1,227,500	\$2,250,000	-45%
Molokai	\$135,000	\$250,000	-46%
Sprecks/Paia/Kuau	\$849,000	\$5,975,000	-86%
Lanai	\$417,000	\$3,220,000	-87%
Olowalu	\$0	\$1,425,000	-100%
Hana	\$374,950	\$0	N/A
Kapalua	\$0	\$0	N/A
Kipahulu	\$0	\$0	N/A
Nahiku	\$265,000	\$0	N/A
Kipahulu	\$500,000	\$0	N/A
Nahiku	\$233,000	\$0	N/A
MAUI SUMMARY	\$577,000	\$695,000	-17%

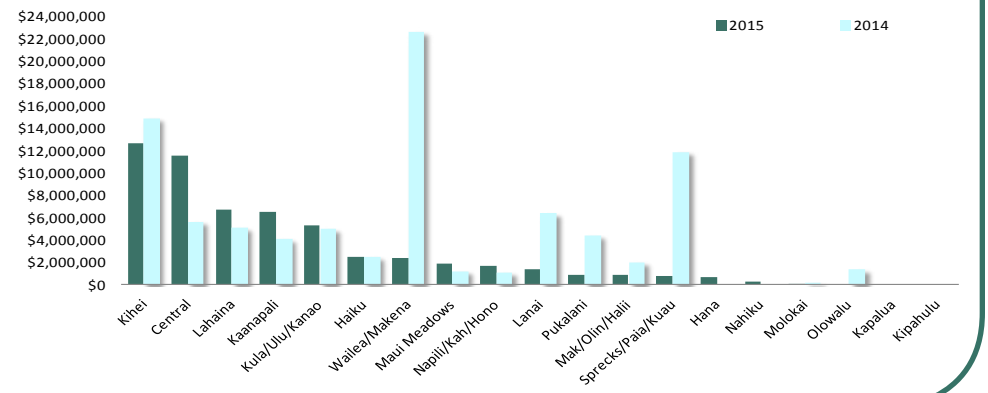
Single Family Residence Unit Sales YTD

2015 vs 2014



Single Family Residence Sales Volume YTD

2015 vs 2014



Total Top Dollar Volume		
2015	2014	Percent Change
\$56,605,365	\$89,363,445	-37%

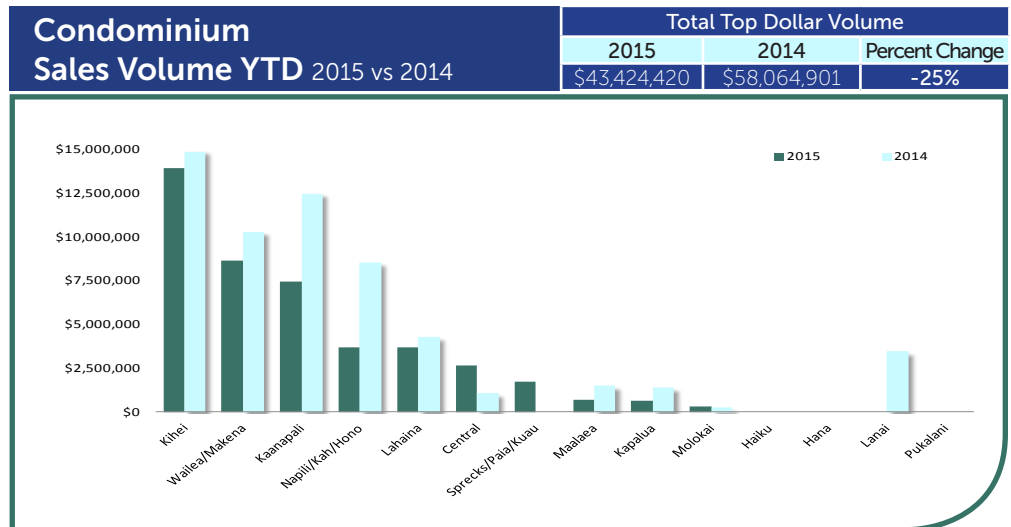
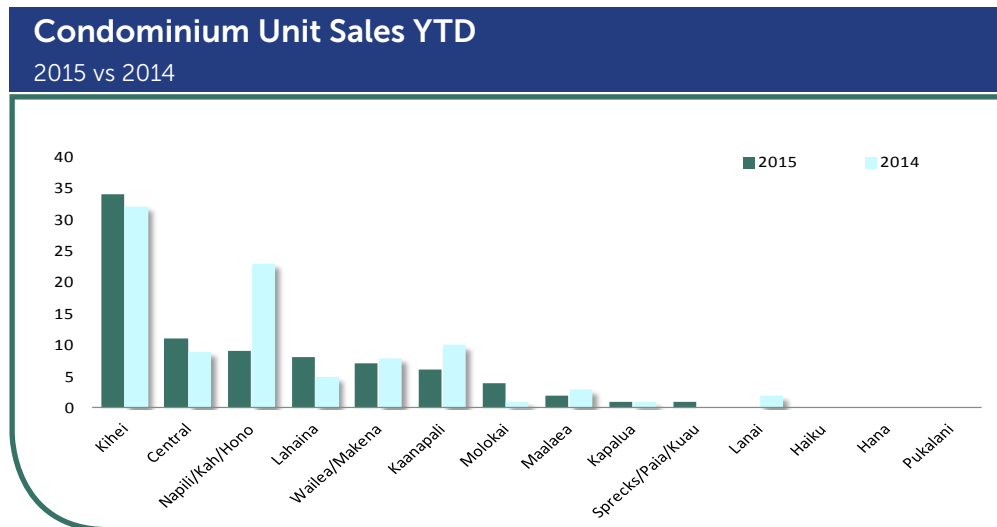
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CONDOMINIUM Year-to-Date Data

NUMBER OF SALES			
	Current YTD Sales	Year Ago YTD	Percent Change
Molokai	4	1	300%
Lahaina	8	5	60%
Central	11	9	22%
Kihei	34	32	6%
Kapalua	1	1	0%
Wailea/Makena	7	8	-13%
Maalaea	2	3	-33%
Kaanapali	6	10	-40%
Napili/Kah/Hono	9	23	-61%
Lanai	0	2	-100%
Haiku	0	0	N/A
Hana	0	0	N/A
Pukalani	0	0	N/A
Sprecks/Paia/Kuau	1	0	N/A
MAUI SUMMARY	1077	1213	-11%

AVERAGE SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	\$240,082	\$120,556	99%
Napili/Kah/Hono	\$412,144	\$370,500	11%
Kaanapali	\$1,241,983	\$1,244,900	0%
Wailea/Makena	\$1,232,464	\$1,283,750	-4%
Kihei	\$409,206	\$464,231	-12%
Maalaea	\$338,250	\$501,667	-33%
Lahaina	\$459,696	\$858,800	-46%
Kapalua	\$660,000	\$1,412,500	-53%
Molokai	\$79,875	\$222,500	-64%
Lanai	\$0	\$1,725,000	-100%
Haiku	\$0	\$0	N/A
Hana	\$0	\$0	N/A
Pukalani	\$0	\$0	N/A
Sprecks/Paia/Kuau	\$1,748,500	\$0	N/A
MAUI SUMMARY	\$523,186	\$617,712	-15%

MEDIAN SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	\$290,000	\$72,500	300%
Napili/Kah/Hono	\$440,000	\$357,500	23%
Lahaina	\$424,210	\$490,000	-13%
Kihei	\$331,250	\$400,000	-17%
Wailea/Makena	\$625,000	\$860,000	-27%
Kaanapali	\$781,250	\$1,157,500	-33%
Maalaea	\$338,250	\$570,000	-41%
Kapalua	\$660,000	\$1,412,500	-53%
Molokai	\$64,500	\$222,500	-71%
Lanai	\$0	\$1,725,000	-100%
Haiku	\$0	\$0	N/A
Hana	\$0	\$0	N/A
Pukalani	\$0	\$0	N/A
Sprecks/Paia/Kuau	\$1,748,500	\$0	N/A
MAUI SUMMARY	\$378,000	\$441,000	-14%



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LAND Year-to-Date Data

Comparing 1/1/2015 thru 1/31/2015 with 1/1/2014 thru 1/31/2014

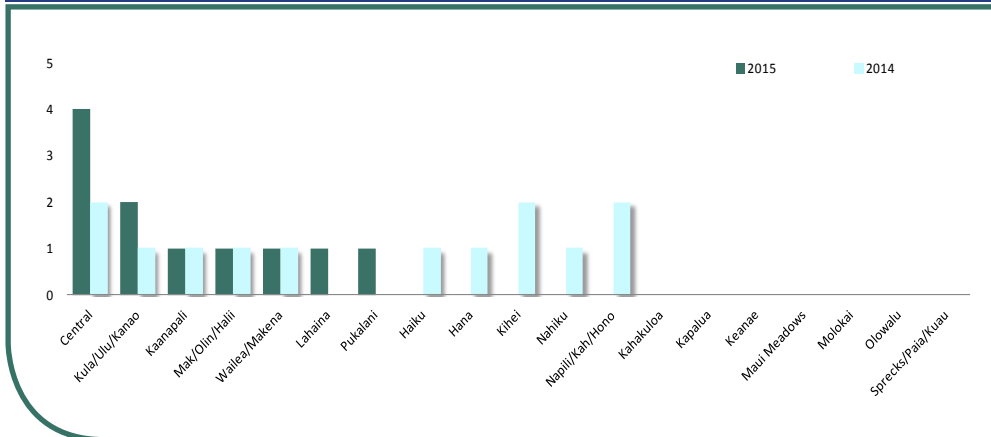
NUMBER OF SALES			
	Current YTD Sales	Year Ago YTD	Percent Change
Central	4	2	100%
Kula/Ulu/Kanao	2	1	100%
Kaanapali	1	1	0%
Makawao/Olin/Halii	1	1	0%
Wailea/Makena	1	1	0%
Haiku	0	1	-100%
Hana	0	1	-100%
Kihei	0	2	-100%
Nahiku	0	1	-100%
Napili/Kah/Hono	0	2	-100%
Kahakuloa	0	0	N/A
Kapalua	0	0	N/A
Keanae	0	0	N/A
Lahaina	1	0	N/A
Maui Meadows	0	0	N/A
Molokai	0	0	N/A
Olowalu	0	0	N/A
Pukalani	1	0	N/A
Sprecks/Paia/Kuau	0	0	N/A
MAUI SUMMARY	11	13	-15%

AVERAGE SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Makawao/Olin/Halii	\$2,500,000	\$352,500	609%
Central	\$443,613	\$245,000	81%
Kaanapali	\$600,000	\$500,000	20%
Kula/Ulu/Kanao	\$512,500	\$549,000	-7%
Wailea/Makena	\$700,000	\$1,160,000	-40%
Haiku	\$0	\$370,000	-100%
Hana	\$0	\$4,587,999	-100%
Kihei	\$0	\$635,000	-100%
Nahiku	\$0	\$227,500	-100%
Napili/Kah/Hono	\$0	\$681,500	-100%
Kahakuloa	\$0	\$0	N/A
Kapalua	\$0	\$0	N/A
Keanae	\$0	\$0	N/A
Lahaina	\$1,325,000	\$0	N/A
Maui Meadows	\$0	\$0	N/A
Molokai	\$0	\$0	N/A
Olowalu	\$0	\$0	N/A
Pukalani	\$1,600,000	\$0	N/A
Sprecks/Paia/Kuau	\$0	\$0	N/A
MAUI SUMMARY	\$712,984	\$653,481	9%

MEDIAN SALES PRICE			
	Current YTD Sales	Year Ago YTD	Percent Change
Makawao/Olin/Halii	\$2,500,000	\$352,500	609%
Central	\$415,000	\$245,000	69%
Kaanapali	\$600,000	\$500,000	20%
Kula/Ulu/Kanao	\$512,500	\$549,000	-7%
Wailea/Makena	\$700,000	\$1,160,000	-40%
Haiku	\$0	\$370,000	-100%
Hana	\$0	\$4,587,999	-100%
Kihei	\$0	\$635,000	-100%
Nahiku	\$0	\$227,500	-100%
Napili/Kah/Hono	\$0	\$681,500	-100%
Kahakuloa	\$0	\$0	N/A
Kapalua	\$0	\$0	N/A
Keanae	\$0	\$0	N/A
Lahaina	\$1,325,000	\$0	N/A
Maui Meadows	\$0	\$0	N/A
Molokai	\$0	\$0	N/A
Olowalu	\$0	\$0	N/A
Pukalani	\$1,600,000	\$0	N/A
Sprecks/Paia/Kuau	\$0	\$0	N/A
MAUI SUMMARY	\$507,105	\$400,000	27%

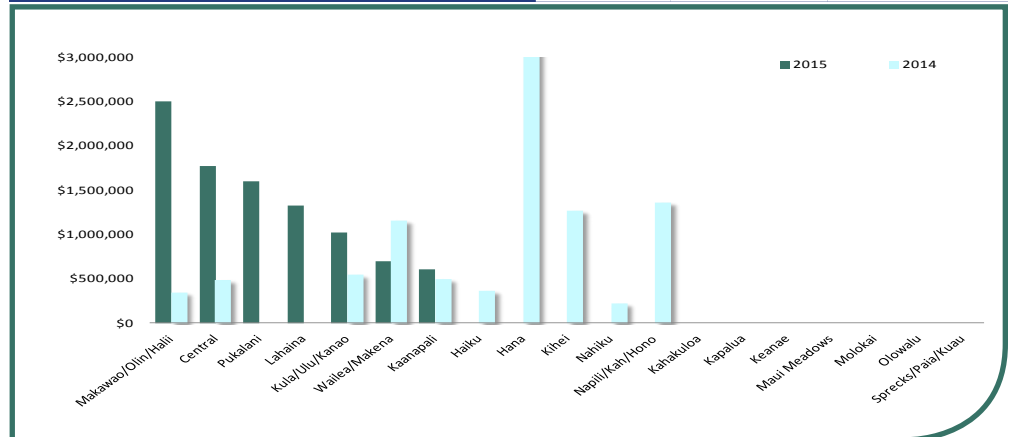
Land Sales YTD

2015 vs 2014



Land Sales Volume YTD 2015 vs 2014

Total Top Dollar Volume		
2015	2014	Percent Change
\$9,524,450	\$10,869,999	-12



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