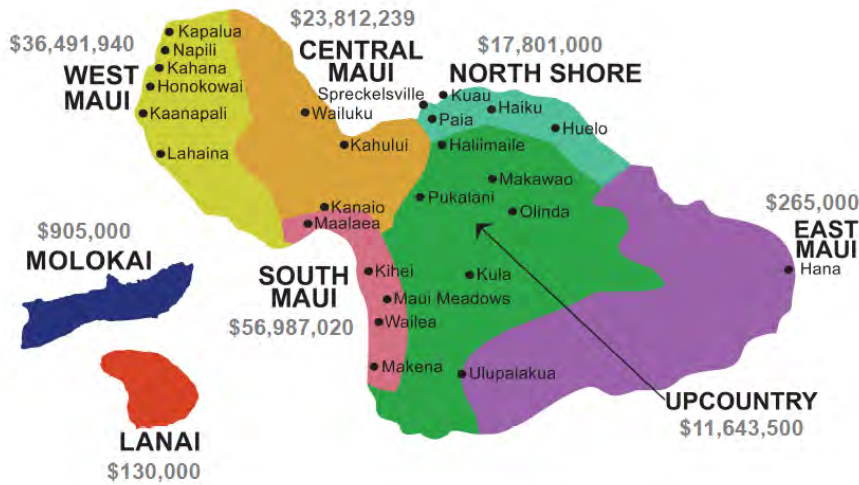


# MAUI RESIDENTIAL STATISTICS

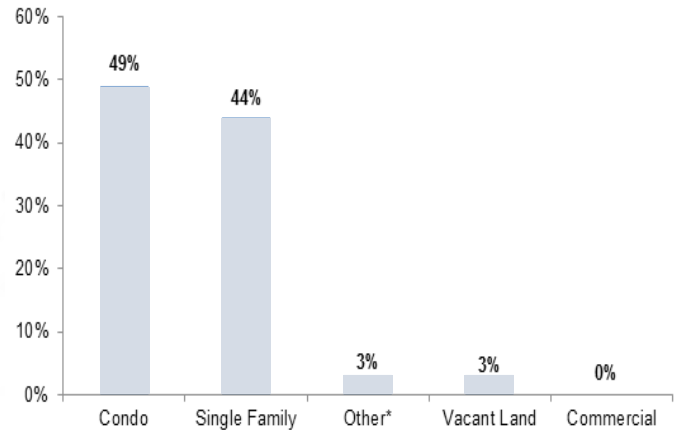
# JUNE 2016

## & YTD JUNE 2016 vs YTD JUNE 2015

JUNE 2016 BREAKDOWN  
TOTAL DOLLAR VOLUME SOLD

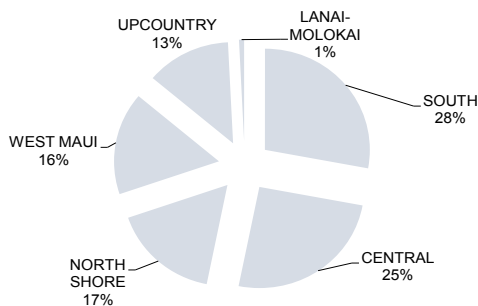


JUNE 2016 % BREAKDOWN  
OF TYPE OF PROPERTIES SOLD



### RESIDENTIAL

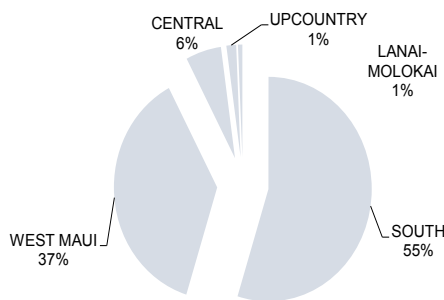
JUNE 2016 Total Dollar Volume Breakdown  
By District



SOUTH	\$22,259,769
CENTRAL	\$20,108,939
NORTH SHORE	\$13,201,000
WEST MAUI	\$13,061,590
UPCOUNTRY	\$10,428,500
LANAI-MOLOKAI	\$620,000
EAST	\$0

### CONDOMINIUM

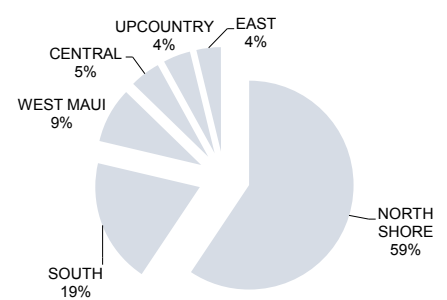
JUNE 2016 Total Dollar Volume Breakdown  
By District



SOUTH	\$33,377,251
WEST MAUI	\$22,781,400
CENTRAL	\$3,373,300
UPCOUNTRY	\$920,000
LANAI-MOLOKAI	\$415,000
NORTH SHORE	\$0
EAST	\$0

### VACANT LAND

JUNE 2016 Total Dollar Volume Breakdown  
By District



NORTH SHORE	\$4,150,000
SOUTH	\$1,350,000
WEST MAUI	\$600,000
CENTRAL	\$330,000
UPCOUNTRY	\$295,000
EAST	\$265,000
LANAI-MOLOKAI	\$0

Information Compiled by Fidelity National Title & Escrow of Hawaii

Source: Realtors Association of Maui. For more detailed info go to RaMaui.com  
Information deemed reliable but not guaranteed.



Island

Sotheby's  
INTERNATIONAL REALTY

# YTD JUNE 2016 vs YTD JUNE 2015

## THROUGH JUNE 2016

Residential Year to Date Breakdown By Districts

<h1>RESIDENTIAL</h1> <p>YEAR-OVER-YEAR</p>	<b>531</b> TOTAL NUMBER OF SALES 2016	<b>\$630,000</b> MEDIAN SALES PRICE 2016	<b>\$476,011,300</b> TOTAL DOLLAR VOLUME 2016
	<b>497</b> TOTAL NUMBER OF SALES 2015	<b>\$600,000</b> MEDIAN SALES PRICE 2015	<b>\$490,072,117</b> TOTAL DOLLAR VOLUME 2015

**7%**

**5%**

**-3%**

### Number of Sales

### Median Sales Price

### Total Dollar Volume

2016 2015 %Change 2016 2015 %Change 2016 2015 %Change

#### CENTRAL

Central	166	168	-1%	\$551,088	\$507,095	9%	\$96,362,918	\$87,462,944	10%
Kahakuloa	1	1	0%	\$800,000	\$656,000	22%	\$800,000	\$656,000	22%

#### EAST

Hana	7	6	17%	\$435,000	\$704,000	-38%	\$5,734,000	\$6,512,900	-12%
Kipahulu	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Nahiku	0	2	-100%	\$0	\$316,250	-100%	\$0	\$632,500	-100%

#### NORTH SHORE

Haiku	35	38	-8%	\$825,000	\$749,000	10%	\$30,077,000	\$44,708,950	-33%
Spreeks/Paia/Kuau	15	10	50%	\$872,000	\$729,500	20%	\$21,951,000	\$10,763,000	104%

#### SOUTH

Kihei	88	76	16%	\$615,000	\$639,000	-4%	\$62,704,268	\$80,170,204	-22%
Maui Meadows	14	10	40%	\$1,158,375	\$912,500	27%	\$15,774,550	\$10,263,888	54%
Wailea / Makena	8	11	-27%	\$4,210,000	\$2,700,000	56%	\$30,618,000	\$62,825,000	-51%

#### UPCOUNTRY

Kula/Ulu/Kanaio	39	42	-7%	\$675,000	\$798,500	-15%	\$45,021,775	\$37,515,638	20%
Mak/Olinda/Hallimaile	39	22	77%	\$619,000	\$480,000	29%	\$28,260,300	\$14,381,359	97%
Pukalani	30	29	3%	\$595,000	\$625,000	-5%	\$18,125,500	\$20,169,000	-10%

#### WEST

Kaanapali	10	15	-33%	\$1,725,000	\$1,875,000	-8%	\$20,745,500	\$30,009,999	-31%
Kapalua	9	8	13%	\$2,525,000	\$3,273,000	-23%	\$30,390,000	\$25,565,000	19%
Lahaina	35	25	40%	\$773,000	\$725,000	7%	\$45,732,274	\$32,174,830	42%
Napili/Kahana/Hon	18	15	20%	\$882,500	\$985,000	-10%	\$15,687,215	\$13,805,775	14%
Olowalu	1	2	-50%	\$1,250,000	\$1,482,500	-16%	\$1,250,000	\$2,965,000	-58%

#### LANAI - MOLOKAI

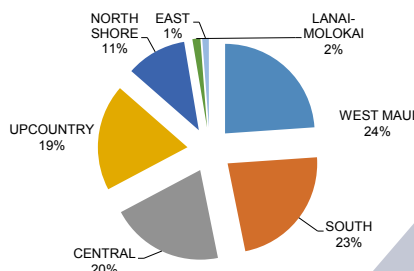
Lanai	6	7	-14%	\$462,000	\$360,000	28%	\$2,684,000	\$2,454,000	9%
Molokai	10	10	0%	\$396,000	\$412,500	-4%	\$4,093,000	\$7,036,130	-42%

<b>MAUI SUMMARY</b>	<b>531</b>	<b>497</b>	<b>7%</b>	<b>\$630,000</b>	<b>\$600,000</b>	<b>5%</b>	<b>\$476,011,300</b>	<b>\$490,072,117</b>	<b>-3%</b>
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Source: Realtors Association of Maui - www.RAMaui.com

### TOTAL DOLLAR VOLUME BY DISTRICTS, THROUGH JUNE 2016

WEST MAUI	\$113,804,989
SOUTH	\$109,096,818
CENTRAL	\$97,162,918
UPCOUNTRY	\$91,407,575
NORTH SHORE	\$52,028,000
LANAI-MOLOKAI	\$6,777,000
EAST	\$5,734,000



# YTD JUNE 2016 vs YTD JUNE 2015

THROUGH JUNE 2016

Condominium Year to Date Breakdown By Districts

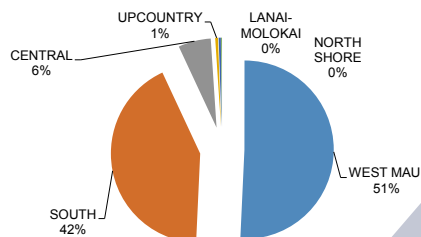
<b>CONDOMINIUM</b> YEAR-OVER-YEAR	645 TOTAL NUMBER OF SALES 2016	<b>5%</b>	\$423,000 MEDIAN SALES PRICE 2016	<b>1%</b>	\$409,955,369 TOTAL DOLLAR VOLUME 2016	<b>1%</b>
	615 TOTAL NUMBER OF SALES 2015		\$420,000 MEDIAN SALES PRICE 2015		\$407,640,380 TOTAL DOLLAR VOLUME 2015	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2016	2015	%Change	2016	2015	%Change	2016	2015	%Change
<b>CENTRAL</b>									
Central	71	58	22%	\$315,000	\$308,750	2%	\$24,185,800	\$18,472,250	31%
<b>EAST</b>									
Hana	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>NORTH SHORE</b>									
Haiku	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Sprecks/Paia/Kuau	2	2	0%	\$290,000	\$1,014,250	-71%	\$580,000	\$2,028,500	-71%
<b>SOUTH</b>									
Kihei	203	229	-11%	\$330,000	\$344,995	-4%	\$86,480,195	\$95,531,696	-9%
Maalaea	33	24	38%	\$360,000	\$350,000	3%	\$12,731,964	\$9,435,500	35%
Wailea/Makena	53	63	-16%	\$1,075,000	\$1,050,000	2%	\$74,272,600	\$91,142,629	-19%
<b>UPCOUNTRY</b>									
Pukalani	4	0	N/A	\$539,694	\$0	N/A	\$2,068,388	\$0	N/A
<b>WEST</b>									
Kaanapali	16	20	-20%	\$950,192	\$909,000	5%	\$26,009,384	\$36,529,000	-29%
Kapalua	48	56	-14%	\$486,145	\$432,500	12%	\$23,660,855	\$25,090,905	-6%
Lahaina	134	88	52%	\$421,000	\$405,000	4%	\$61,664,374	\$39,986,800	54%
Napili/Kahana/Honokowai	72	61	18%	\$1,050,000	\$1,175,000	-11%	\$96,674,809	\$84,399,600	15%
<b>LANAI - MOLOKAI</b>									
Lanai	1	3	-67%	\$130,000	\$1,800,000	-93%	\$130,000	\$3,924,000	-97%
Molokai	8	11	-27%	\$184,500	\$96,000	92%	\$1,497,000	\$1,099,500	36%
<b>MAUI SUMMARY</b>	<b>645</b>	<b>615</b>	<b>5%</b>	<b>\$423,000</b>	<b>\$420,000</b>	<b>1%</b>	<b>\$409,955,369</b>	<b>\$407,640,380</b>	<b>1%</b>

Source: Realtors Association of Maui – www.RAMaui.com

## TOTAL DOLLAR VOLUME BY DISTRICTS, THROUGH JUNE 2016

<b>WEST MAUI</b>	<b>\$208,009,422</b>
<b>SOUTH</b>	<b>\$173,484,759</b>
<b>CENTRAL</b>	<b>\$24,185,800</b>
<b>UPCOUNTRY</b>	<b>\$2,068,388</b>
<b>LANAI-MOLOKAI</b>	<b>\$1,627,000</b>
<b>NORTH SHORE</b>	<b>\$580,000</b>
<b>EAST</b>	<b>\$0</b>



# YTD JUNE 2016 vs YTD JUNE 2015

## THROUGH JUNE 2016

Vacant Land Year to Date Breakdown By Districts

<h3>VACANT LAND</h3> <p>YEAR-OVER-YEAR</p>	<b>81</b> TOTAL NUMBER OF SALES 2016	<b>\$510,000</b> MEDIAN SALES PRICE 2016	<b>\$54,672,602</b> TOTAL DOLLAR VOLUME 2016
	<b>79</b> TOTAL NUMBER OF SALES 2015	<b>\$490,000</b> MEDIAN SALES PRICE 2015	<b>\$49,411,241</b> TOTAL DOLLAR VOLUME 2015

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2016	2015	%Change	2016	2015	%Change	2016	2015	%Change
<b>CENTRAL</b>									
Central	5	14	-64%	\$308,500	\$315,000	-2%	\$1,428,500	\$6,928,741	-79%
Kahakuloa	4	1	300%	\$351,000	\$377,000	-7%	\$1,397,000	\$377,000	271%
<b>EAST</b>									
Hana	2	2	0%	\$217,500	\$345,000	-37%	\$435,000	\$690,000	-37%
Kaupo	0	1	-100%	\$0	\$468,000	-100%	\$0	\$468,000	-100%
Kipahulu	1	0	N/A	\$285,000	\$0	N/A	\$285,000	\$0	N/A
Nahiku	1	0	N/A	\$265,000	\$0	N/A	\$265,000	\$0	N/A
<b>NORTH SHORE</b>									
Haiku	12	9	33%	\$525,000	\$545,000	-4%	\$6,572,000	\$5,565,000	18%
Sprecks/Paia/Kuau	1	0	N/A	\$2,950,000	\$0	N/A	\$2,950,000	\$0	N/A
<b>SOUTH</b>									
Kihei	10	10	0%	\$449,500	\$507,500	-11%	\$7,192,500	\$4,732,500	52%
Maui Meadows	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Wailea/Makena	1	3	-67%	\$1,350,000	\$700,000	93%	\$1,350,000	\$2,550,000	-47%
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	8	10	-20%	\$554,500	\$525,000	6%	\$5,454,000	\$5,256,250	4%
Makawao/Olinda/Haliimaile	4	4	0%	\$327,500	\$300,000	9%	\$1,666,111	\$3,315,000	-50%
Pukalani	1	2	-50%	\$440,000	\$1,075,000	-59%	\$440,000	\$2,150,000	-80%
<b>WEST</b>									
Honokohau	0	1	-100%	\$0	\$300,000	-100%	\$0	\$300,000	-100%
Kaanapali	10	9	11%	\$765,125	\$585,000	31%	\$7,036,250	\$5,239,750	34%
Kapalua	2	2	0%	\$1,187,500	\$2,950,000	-60%	\$2,375,000	\$5,900,000	-60%
Lahaina	11	5	120%	\$999,000	\$620,000	61%	\$12,954,941	\$3,785,000	242%
Napili/Kahana/Honokowai	1	0	N/A	\$415,000	\$0	N/A	\$415,000	\$0	N/A
Olowalu	2	2	0%	\$747,500	\$875,000	-15%	\$1,495,000	\$1,750,000	-15%
<b>LANAI - MOLOKAI</b>									
Lanai	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Molokai	5	4	25%	\$175,000	\$115,000	52%	\$961,300	\$404,000	138%
<b>MAUI SUMMARY</b>	<b>81</b>	<b>79</b>	<b>3%</b>	<b>\$510,000</b>	<b>\$490,000</b>	<b>4%</b>	<b>\$54,672,602</b>	<b>\$49,411,241</b>	<b>11%</b>

Source: Realtors Association of Maui - www.RAMaui.com

### TOTAL DOLLAR VOLUME BY DISTRICTS, THROUGH JUNE 2016

WEST MAUI	\$24,276,191
NORTH SHORE	\$9,522,000
SOUTH	\$8,542,500
UPCOUNTRY	\$7,560,111
CENTRAL	\$2,825,500
EAST	\$985,000
LANAI-MOLOKAI	\$961,300

