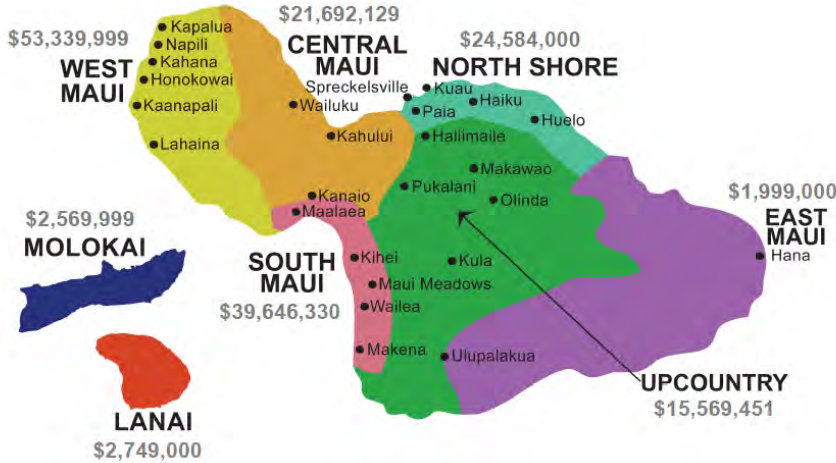


# MAUI RESIDENTIAL STATISTICS

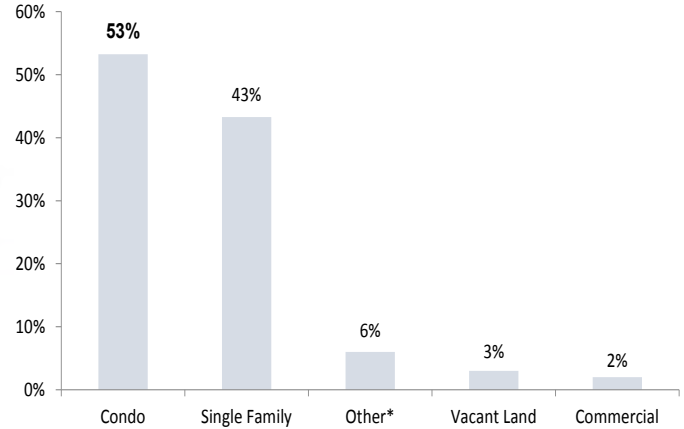
# JULY 2016

## & YTD JULY 2016 vs YTD JULY 2015

JULY 2016 BREAKDOWN  
TOTAL DOLLAR VOLUME SOLD

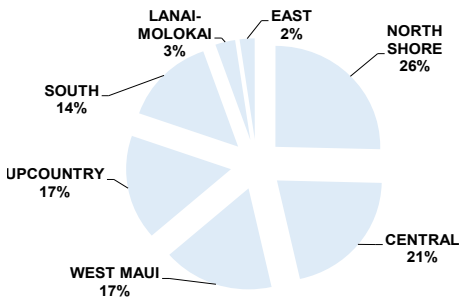


JULY 2016 % BREAKDOWN  
OF TYPE OF PROPERTIES SOLD



### RESIDENTIAL

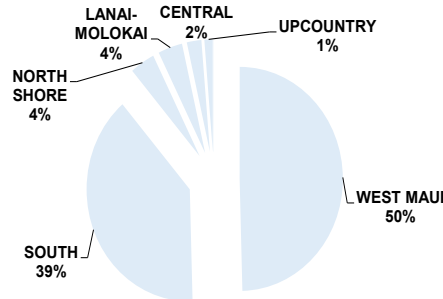
JULY 2016 Total Dollar Volume Breakdown  
By District



NORTH SHORE	\$21,859,000
CENTRAL	\$18,165,840
WEST MAUI	\$14,737,000
UPCOUNTRY	\$14,430,701
SOUTH	\$12,260,000
LANAI-MOLOKAI	\$2,653,999
EAST	\$1,999,000

### CONDOMINIUM

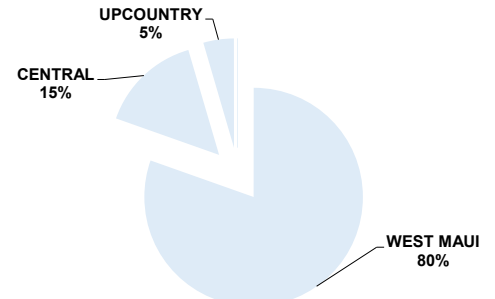
JULY 2016 Total Dollar Volume Breakdown  
By District



WEST MAUI	\$34,685,500
SOUTH	\$27,386,330
NORTH SHORE	\$2,725,000
LANAI-MOLOKAI	\$2,665,000
CENTRAL	\$1,596,289
UPCOUNTRY	\$918,750
EAST	\$0

### VACANT LAND

JULY 2016 Total Dollar Volume Breakdown  
By District



WEST MAUI	\$3,899,999
CENTRAL	\$730,000
UPCOUNTRY	\$220,000
NORTH SHORE	\$0
SOUTH	\$0
EAST	\$0
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 JULY 2016 vs YTD JULY 2015

THROUGH JULY 2016

Residential Year to Date Breakdown By Districts

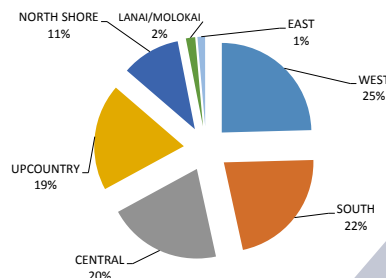
<h2>RESIDENTIAL</h2> <p>YEAR-OVER-YEAR</p>	<b>625</b> TOTAL NUMBER OF SALES 2016	<h1>0%</h1>	<b>\$625,000</b> MEDIAN SALES PRICE 2016	<h1>4%</h1>	<b>\$557,332,840.00</b> TOTAL DOLLAR VOLUME 2016
	<b>626</b> TOTAL NUMBER OF SALES 2015		<b>\$599,500</b> MEDIAN SALES PRICE 2015		<b>\$595,051,624</b> TOTAL 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	197	219	-10%	\$550,000.00	\$510,000.00	8%	\$113,431,258.00	\$115,114,571	-1%
Kahakuloa	1	1	0%	\$800,000	\$656,000	22%	\$800,000	\$656,000	22%
<b>EAST</b>									
Hana	8	6	33%	\$542,500	\$704,000	-23%	\$7,733,000	\$6,512,900	19%
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%
<b>NORTH SHORE</b>									
Haiku	40	48	-17%	\$830,000	\$726,000	14%	\$34,866,000	\$51,915,950	-33%
Sprecks/Paia/Kuau	19	13	46%	\$748,000	\$610,000	23%	\$24,228,500	\$12,311,500	97%
<b>SOUTH</b>									
Kihei	96	91	5%	\$620,000	\$625,000	-1%	\$67,859,268	\$89,387,303	-24%
Maui Meadows	16	13	23%	\$1,240,000	\$925,000	34%	\$18,449,550	\$15,643,888	18%
Wailea / Makena	10	16	-38%	\$3,460,000	\$2,725,000	27%	\$36,318,000	\$82,075,000	-56%
<b>UPCOUNTRY</b>									
Kula/Ulu/Kanaio	46	57	-19%	\$685,000	\$759,000	-10%	\$51,713,775	\$49,103,919	5%
Mak/Olinda/Hallimaile	48	26	85%	\$572,875	\$480,000	19%	\$33,175,950	\$16,717,359	98%
Pukalani	37	34	9%	\$575,000	\$611,500	-6%	\$22,432,551	\$23,278,000	-4%
<b>WEST</b>									
Kaanapali	14	17	-18%	\$1,725,000	\$2,000,000	-14%	\$28,685,500	\$36,009,999	-20%
Kapalua	9	9	0%	\$2,525,000	\$3,196,000	-21%	\$30,390,000	\$27,550,000	10%
Lahaina	40	28	43%	\$776,500	\$712,500	9%	\$56,281,274	\$34,188,830	65%
Napili/Kahana/Hon	21	21	0%	\$930,000	\$940,000	-1%	\$18,587,215	\$18,970,775	-2%
Olowalu	2	2	0%	\$1,475,000	\$1,482,500	-1%	\$2,950,000	\$2,965,000	-1%
<b>LANAI - MOLOKAI</b>									
Lanai	7	9	-22%	\$414,000	\$360,000	15%	\$2,933,000	\$3,744,000	-22%
Molokai	14	14	0%	\$405,000	\$350,000	16%	\$6,497,999	\$8,274,130	-21%
<b>MAUI SUMMARY</b>	<b>625</b>	<b>626</b>	<b>0%</b>	<b>\$625,000</b>	<b>\$599,500</b>	<b>4%</b>	<b>\$557,332,840</b>	<b>\$595,051,624</b>	<b>-6%</b>

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

## TOTAL DOLLAR VOLUME BY DISTRICTS, THROUGH JULY 2016

<b>WEST</b>	<b>\$136,893,989</b>
<b>SOUTH</b>	<b>\$122,626,818</b>
<b>CENTRAL</b>	<b>\$114,231,258</b>
<b>UPCOUNTRY</b>	<b>\$107,322,276</b>
<b>NORTH SHORE</b>	<b>\$59,094,500</b>
<b>LANAI/MOLOKAI</b>	<b>\$9,430,999</b>
<b>EAST</b>	<b>\$7,733,000</b>



# YTD JULY 2016 vs YTD JULY 2015

THROUGH JULY 2016

Condominium Year to Date Breakdown By Districts

<b>CONDOMINIUM</b> YEAR-OVER-YEAR	755 TOTAL NUMBER OF SALES 2016	<b>8%</b>	\$430,000 MEDIAN SALES PRICE 2016	<b>4%</b>	\$483,699,738 TOTAL DOLLAR VOLUME 2016	<b>6%</b>
	702 TOTAL NUMBER OF SALES 2015		\$415,000 MEDIAN SALES PRICE 2015		\$458,278,680 TOTAL DOLLAR VOLUME 2015	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2016	2015	%Change	2016	2015	%Change	2016	2015	%Change

## CENTRAL

Central	78	68	15%	\$275,000	\$311,500	-12%	\$25,987,089	\$21,547,150	21%
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## EAST

Hana	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
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## NORTH SHORE

Haiku	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Sprecks/Paia/Kuau	3	2	50%	\$325,000	\$1,014,250	-68%	\$3,305,000	\$2,028,500	63%

## SOUTH

Kihei	239	264	-9%	\$330,000	\$335,000	-1%	\$100,781,525	\$108,832,196	-7%
Maalaea	33	24	38%	\$360,000	\$350,000	3%	\$12,731,964	\$9,435,500	35%
Wailea/Makena	63	71	-11%	\$990,000	\$1,045,000	-5%	\$87,357,600	\$106,588,629	-18%

## UPCOUNTRY

Pukalani	6	0	N/A	\$494,375	\$0	N/A	\$2,987,138	\$0	N/A
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## WEST

Kaanapali	86	66	30%	\$1,050,000	\$1,187,500	-12%	\$112,662,809	\$90,981,600	24%
Kapalua	21	21	0%	\$935,384	\$900,000	4%	\$33,554,384	\$37,169,000	-10%
Lahaina	52	61	-15%	\$486,145	\$415,000	17%	\$25,993,855	\$26,648,405	-2%
Napili/Kahana/Honokowai	163	110	48%	\$419,000	\$406,550	3%	\$74,046,374	\$49,879,200	48%

## LANAI - MOLOKAI

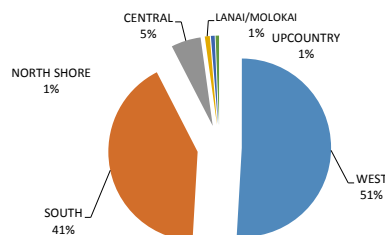
Lanai	2	3	-33%	\$1,315,000	\$1,800,000	-27%	\$2,630,000	\$3,924,000	-33%
Molokai	9	12	-25%	\$170,000	\$98,000	73%	\$1,662,000	\$1,244,500	34%

<b>MAUI SUMMARY</b>	<b>755</b>	<b>702</b>	<b>8%</b>	<b>\$430,000</b>	<b>\$415,000</b>	<b>4%</b>	<b>\$483,699,738</b>	<b>\$458,278,680</b>	<b>6%</b>
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Source: Realtors Association of Maui – www.RAMaui.com

## TOTAL DOLLAR VOLUME BY DISTRICTS, THROUGH JULY 2016

WEST	\$246,257,422
SOUTH	\$200,871,089
CENTRAL	\$25,987,089
LANAI/MOLOKAI	\$4,292,000
NORTH SHORE	\$3,305,000
UPCOUNTRY	\$2,987,138
EAST	\$0



# YTD JULY 2016 vs YTD JULY 2015

THROUGH JULY 2016

Vacant Land Year to Date Breakdown By Districts

<h2>VACANT LAND</h2> <p>YEAR-OVER-YEAR</p>	<b>88</b> <b>TOTAL NUMBER OF SALES</b> 2016	<h1>-4%</h1>	<b>\$504,500</b> <b>MEDIAN SALES PRICE</b> 2016	<h1>3%</h1>	<b>\$60,012,601</b> <b>TOTAL DOLLAR VOLUME</b> 2016
	<b>92</b> <b>TOTAL NUMBER OF SALES</b> 2015		<b>\$490,000</b> <b>MEDIAN SALES PRICE</b> 2015		<b>\$65,131,241</b> <b>TOTAL DOLLAR VOLUME</b> 2015

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2016	2015	%Change	2016	2015	%Change	2016	2015	%Change
<b>CENTRAL</b>									
Central	7	15	-53%	\$315,000	\$290,000	9%	\$2,158,500	\$7,078,741	-70%
Kahakuloa	4	1	300%	\$351,000	\$377,000	-7%	\$1,397,000	\$377,000	271%
<b>EAST</b>									
Hana	2	3	-33%	\$217,500	\$310,000	-30%	\$435,000	\$890,000	-51%
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	12	0%	\$525,000	\$470,000	12%	\$6,572,000	\$6,625,000	-1%
Sprecks/Paia/Kuau	1	0	N/A	\$2,950,000	\$0	N/A	\$2,950,000	\$0	N/A
<b>SOUTH</b>									
Kihei	10	11	-9%	\$449,500	\$490,000	-8%	\$7,192,500	\$5,047,500	42%
Maui Meadows	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Wailea/Makena	1	5	-80%	\$1,350,000	\$1,430,000	-6%	\$1,350,000	\$14,810,000	-91%
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	8	13	-38%	\$554,500	\$445,000	25%	\$5,454,000	\$6,096,250	-11%
Makawao/Olinda/Haliimaile	4	4	0%	\$327,500	\$300,000	9%	\$1,666,111	\$3,315,000	-50%
Pukalani	2	2	0%	\$330,000	\$1,075,000	-69%	\$660,000	\$2,150,000	-69%
<b>WEST</b>									
Honokohau	0	1	-100%	\$0	\$300,000	-100%	\$0	\$300,000	-100%
Kaanapali	11	10	10%	\$755,250	\$592,500	27%	\$7,526,250	\$6,114,750	23%
Kapalua	3	2	50%	\$1,450,000	\$2,950,000	-51%	\$4,175,000	\$5,900,000	-29%
Lahaina	13	5	160%	\$999,999	\$620,000	61%	\$15,054,940	\$3,785,000	298%
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	1	-100%	\$0	\$20,000	-100%	\$0	\$20,000	-100%
Molokai	5	4	25%	\$175,000	\$115,000	52%	\$961,300	\$404,000	138%
<b>MAUI SUMMARY</b>	<b>88</b>	<b>92</b>	<b>-4%</b>	<b>\$504,500</b>	<b>\$490,000</b>	<b>3%</b>	<b>\$60,012,601</b>	<b>\$65,131,241</b>	<b>-8%</b>

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

## TOTAL DOLLAR VOLUME BY DISTRICTS, THROUGH JULY 2016

<b>WEST</b>	<b>\$28,666,190</b>
<b>NORTH SHORE</b>	<b>\$9,522,000</b>
<b>SOUTH</b>	<b>\$8,542,500</b>
<b>UPCOUNTRY</b>	<b>\$7,780,111</b>
<b>CENTRAL</b>	<b>\$3,555,500</b>
<b>EAST</b>	<b>\$985,000</b>
<b>LANAI/MOLOKAI</b>	<b>\$961,300</b>

