

Single Family Year To Date Sales Information

Comparing 1/1/2011 thru 12/31/2011 with 1/1/2010 thru 12/31/2010

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	%	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
Central	267	261	6	2%	\$399,550	\$438,035	-9%	\$375,000	\$430,000	-13%	\$106,679,982	\$114,327,236	-7%
Haiku	58	45	13	29%	\$740,952	\$617,049	20%	\$637,000	\$520,000	23%	\$42,975,200	\$27,767,200	55%
Hana	2	4	-2	-50%	\$233,775	\$912,500	-74%	\$233,775	\$845,000	-72%	\$467,550	\$3,650,000	-87%
Kaanapali	35	21	14	67%	\$1,348,014	\$1,252,500	8%	\$1,100,000	\$965,000	14%	\$47,180,500	\$26,302,500	79%
Kapalua	11	12	-1	-8%	\$4,261,136	\$3,404,167	25%	\$2,850,000	\$2,900,000	-2%	\$46,872,500	\$40,850,000	15%
Keanae	0	1	-1	-100%	\$0	\$450,000	-100%	\$0	\$450,000	-100%	\$0	\$450,000	-100%
Kihei	154	153	1	1%	\$597,124	\$607,292	-2%	\$404,000	\$438,710	-8%	\$91,957,107	\$92,915,642	-1%
Kula/Ulupalakua/Kanaio	64	62	2	3%	\$711,261	\$740,443	-4%	\$515,000	\$550,000	-6%	\$45,520,697	\$45,907,456	-1%
Lahaina	38	41	-3	-7%	\$967,358	\$829,435	17%	\$518,550	\$501,900	3%	\$36,759,600	\$34,006,850	8%
Lanai	13	5	8	160%	\$337,038	\$562,600	-40%	\$270,000	\$268,000	1%	\$4,381,500	\$2,813,000	56%
Makawao/Olinda/Haliimaile	52	43	9	21%	\$410,331	\$546,648	-25%	\$322,500	\$379,000	-15%	\$21,337,228	\$23,505,850	-9%
Maui Meadows	23	18	5	28%	\$910,953	\$985,544	-8%	\$770,000	\$812,500	-5%	\$20,951,915	\$17,739,800	18%
Molokai	20	9	11	122%	\$321,031	\$587,100	-45%	\$294,500	\$450,000	-35%	\$6,420,625	\$5,283,900	22%
Nahiku	0	2	-2	-100%	\$0	\$545,000	-100%	\$0	\$545,000	-100%	\$0	\$1,090,000	-100%
Napili/Kahana/Honokowai	42	27	15	56%	\$900,925	\$810,744	11%	\$605,000	\$660,000	-8%	\$37,838,836	\$21,890,100	73%
Olowalu	2	0	2	N/A	\$1,307,000	\$0	N/A	\$1,307,000	\$0	N/A	\$2,614,000	\$0	N/A
Pukalani	62	60	2	3%	\$514,883	\$475,113	8%	\$433,500	\$423,375	2%	\$31,922,750	\$28,506,800	12%
Sprecklesville/Paia/Kuau	25	24	1	4%	\$1,143,164	\$595,708	92%	\$589,000	\$515,000	14%	\$28,579,100	\$14,297,000	100%
Wailea/Makena	30	29	1	3%	\$4,492,089	\$3,754,821	20%	\$2,250,000	\$1,700,000	32%	\$134,762,667	\$108,889,800	24%
Maui Summary:	898	817	81	10%	\$787,552	\$746,870	5%	\$433,500	\$460,000	-6%	\$707,221,757	\$610,193,134	16%

Condominium Year To Date Sales Information

Comparing 1/1/2011 thru 12/31/2011 with 1/1/2010 thru 12/31/2010

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	%	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
Central	125	112	13	12%	\$199,448	\$211,593	-6%	\$179,000	\$189,500	-6%	\$24,930,946	\$23,698,377	5%
Hana	1	2	-1	-50%	\$570,000	\$650,000	-12%	\$570,000	\$650,000	-12%	\$570,000	\$1,300,000	-56%
Kaanapali	122	237	-115	-49%	\$790,643	\$1,245,722	-37%	\$646,700	\$823,250	-21%	\$96,458,450	\$295,236,038	-67%
Kapalua	30	29	1	3%	\$1,227,212	\$1,561,483	-21%	\$647,000	\$800,000	-19%	\$36,816,362	\$45,283,000	-19%
Kihei	404	370	34	9%	\$301,557	\$321,458	-6%	\$240,000	\$256,500	-6%	\$121,829,045	\$118,939,291	2%
Lahaina	83	64	19	30%	\$378,288	\$363,403	4%	\$337,205	\$378,583	-11%	\$31,397,889	\$23,257,788	35%
Lanai	8	2	6	300%	\$1,205,488	\$1,155,000	4%	\$1,022,700	\$1,155,000	-11%	\$9,643,900	\$2,310,000	317%
Maalaea	46	38	8	21%	\$298,778	\$332,322	-10%	\$263,500	\$297,500	-11%	\$13,743,800	\$12,628,250	9%
Molokai	16	16	0	0%	\$116,561	\$137,994	-16%	\$92,500	\$134,950	-31%	\$1,864,975	\$2,207,900	-16%
Napili/Kahana/Honokowai	213	173	40	23%	\$296,037	\$344,185	-14%	\$259,000	\$310,000	-16%	\$63,055,794	\$59,544,050	6%
Pukalani	4	1	3	300%	\$340,500	\$380,500	-11%	\$346,500	\$380,500	-9%	\$1,362,000	\$380,500	258%
Wailea/Makena	103	104	-1	-1%	\$1,548,654	\$1,525,521	2%	\$900,000	\$852,500	6%	\$159,511,388	\$158,654,209	1%
Maui Summary:	1155	1148	7	1%	\$485,874	\$647,595	-25%	\$310,000	\$377,500	-18%	\$561,184,549	\$743,439,403	-25%

Land Year To Date Sales Information

Comparing 1/1/2011 thru 12/31/2011 with 1/1/2010 thru 12/31/2010

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	%	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
Central	29	21	8	38%	\$286,046	\$392,153	-27%	\$150,000	\$215,000	-30%	\$8,295,324	\$8,235,220	1%
Haiku	10	17	-7	-41%	\$466,850	\$416,973	12%	\$450,000	\$405,000	11%	\$4,668,500	\$7,088,539	-34%
Hana	2	6	-4	-67%	\$347,500	\$475,104	-27%	\$347,500	\$267,500	30%	\$695,000	\$2,850,625	-76%
Kaanapali	18	9	9	100%	\$444,083	\$425,556	4%	\$425,000	\$400,000	6%	\$7,993,500	\$3,830,000	109%
Kahakuloa	5	1	4	400%	\$242,583	\$300,000	-19%	\$225,415	\$300,000	-25%	\$1,212,915	\$300,000	304%
Kapalua	5	2	3	150%	\$906,000	\$775,000	17%	\$950,000	\$775,000	23%	\$4,530,000	\$1,550,000	192%
Keanae	1	0	1	N/A	\$260,000	\$0	N/A	\$260,000	\$0	N/A	\$260,000	\$0	N/A
Kihei	7	4	3	75%	\$933,107	\$449,750	107%	\$310,000	\$442,500	-30%	\$6,531,750	\$1,799,000	263%
Kipahulu	1	0	1	N/A	\$1,825,000	\$0	N/A	\$1,825,000	\$0	N/A	\$1,825,000	\$0	N/A
Kula/Ulupalakua/Kanaio	12	11	1	9%	\$1,003,250	\$482,509	108%	\$442,500	\$380,000	16%	\$12,039,000	\$5,307,600	127%
Lahaina	14	24	-10	-42%	\$833,571	\$726,855	15%	\$715,000	\$655,280	9%	\$11,670,000	\$17,444,510	-33%
Lanai	2	0	2	N/A	\$1,956,250	\$0	N/A	\$1,956,250	\$0	N/A	\$3,912,500	\$0	N/A
Makawao/Olinda/Haliimaile	4	8	-4	-50%	\$254,500	\$901,563	-72%	\$244,500	\$632,500	-61%	\$1,018,000	\$7,212,500	-86%
Maui Meadows	0	1	-1	-100%	\$0	\$575,000	-100%	\$0	\$575,000	-100%	\$0	\$575,000	-100%
Molokai	14	11	3	27%	\$136,338	\$187,227	-27%	\$111,250	\$115,000	-3%	\$1,908,736	\$2,059,500	-7%
Nahiku	0	1	-1	-100%	\$0	\$520,000	-100%	\$0	\$520,000	-100%	\$0	\$520,000	-100%
Napili/Kahana/Honokowai	1	0	1	N/A	\$265,000	\$0	N/A	\$265,000	\$0	N/A	\$265,000	\$0	N/A
Pukalani	3	3	0	0%	\$322,667	\$285,833	13%	\$190,000	\$252,500	-25%	\$968,000	\$857,500	13%
Sprecklesville/Paia/Kuau	0	1	-1	-100%	\$0	\$150,000	-100%	\$0	\$150,000	-100%	\$0	\$150,000	-100%
Wailea/Makena	5	7	-2	-29%	\$2,624,800	\$777,643	238%	\$2,000,000	\$406,000	393%	\$13,124,000	\$5,443,500	141%
Maui Summary:	133	127	6	5%	\$608,400	\$513,571	18%	\$310,000	\$405,000	-23%	\$80,917,225	\$65,223,494	24%

SOURCE: REALTORS Association of Maui - www.RAMaui.com

MLS Sale data - Information deemed reliable, however not guaranteed