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## Single Family Monthly Sales Volume

For Month Ending 12/31/2015

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| Area Name                 | Current Month |                     |                  | Previous Month |                     |                  | Year Ago Month |                     |                  |
|---------------------------|---------------|---------------------|------------------|----------------|---------------------|------------------|----------------|---------------------|------------------|
|                           | Units         | Volume              | Median           | Units          | Volume              | Median           | Units          | Volume              | Median           |
| Central                   | 39            | \$19,729,153        | \$495,000        | 26             | \$12,407,944        | \$459,500        | 21             | \$9,984,170         | \$478,000        |
| Haiku                     | 1             | \$415,000           | \$415,000        | 6              | \$3,924,000         | \$579,500        | 6              | \$4,785,500         | \$704,500        |
| Kaanapali                 | 0             | \$0                 | \$0              | 2              | \$4,975,000         | 2,487,500        | 1              | \$1,575,000         | \$1,575,000      |
| Kapalua                   | 0             | \$0                 | \$0              | 0              | \$0                 | \$0              | 1              | \$2,200,000         | \$2,200,000      |
| Kihei                     | 14            | \$9,489,449         | \$647,275        | 7              | \$4,566,125         | \$525,000        | 11             | \$6,837,715         | \$575,000        |
| Kipahulu                  | 1             | \$1,795,000         | \$1,795,000      | 0              | \$0                 | \$0              | 1              | \$2,000,000         | \$2,000,000      |
| Kula/Ulupalakua/Kanaio    | 9             | \$10,671,500        | \$693,500        | 9              | \$6,803,875         | \$721,875        | 5              | \$3,406,500         | \$599,000        |
| Lahaina                   | 6             | \$11,030,000        | \$1,525,000      | 2              | \$1,946,900         | \$973,450        | 2              | \$1,207,500         | \$603,750        |
| Lanai                     | 1             | \$365,000           | \$365,000        | 2              | \$2,985,000         | \$1,492,500      | 1              | \$325,000           | \$325,000        |
| Makawao/Olinda/Haliimaile | 4             | \$2,063,000         | \$509,000        | 4              | \$3,407,000         | \$872,500        | 3              | \$1,510,000         | \$470,000        |
| Maui Meadows              | 0             | \$0                 | \$0              | 1              | \$849,000           | \$849,000        | 2              | \$2,052,100         | \$1,026,050      |
| Molokai                   | 3             | \$1,119,700         | \$473,500        | 1              | \$252,000           | \$252,000        | 1              | \$85,000            | \$85,000         |
| Nahiku                    | 1             | \$540,000           | \$540,000        | 0              | \$0                 | \$0              | 0              | \$0                 | \$0              |
| Napili/Kahana/Honokowai   | 2             | \$1,328,000         | \$664,000        | 2              | \$1,215,000         | \$607,500        | 3              | \$3,155,000         | \$710,000        |
| Pukalani                  | 9             | \$6,077,000         | \$681,000        | 4              | \$2,199,000         | \$517,500        | 3              | \$2,055,000         | \$600,000        |
| Sprecklesville/Paia/Kuau  | 1             | \$425,000           | \$425,000        | 3              | \$4,020,500         | \$680,000        | 0              | \$0                 | \$0              |
| Wailea/Makena             | 1             | \$1,032,500         | \$1,032,500      | 3              | \$5,325,000         | \$1,880,000      | 2              | \$2,815,000         | \$1,407,500      |
| <b>Maui Summary :</b>     | <b>92</b>     | <b>\$66,080,302</b> | <b>\$545,788</b> | <b>72</b>      | <b>\$54,876,344</b> | <b>\$550,000</b> | <b>63</b>      | <b>\$43,993,485</b> | <b>\$565,000</b> |

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## Condominium Monthly Sales Volume

For Month Ending 12/31/2015

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| Area Name                | Current Month |                     |                  | Previous Month |                     |                  | Year Ago Month |                     |                  |
|--------------------------|---------------|---------------------|------------------|----------------|---------------------|------------------|----------------|---------------------|------------------|
|                          | Units         | Volume              | Median           | Units          | Volume              | Median           | Units          | Volume              | Median           |
| Central                  | 9             | \$2,821,000         | \$320,000        | 9              | \$3,243,300         | \$360,000        | 17             | \$4,433,400         | \$245,000        |
| Kaanapali                | 7             | \$5,185,000         | \$835,000        | 3              | \$7,401,900         | 2,149,500        | 10             | \$11,501,350        | \$832,500        |
| Kapalua                  | 5             | \$9,397,388         | 1,050,000        | 3              | \$3,893,220         | \$828,332        | 2              | \$1,685,000         | \$842,500        |
| Kihei                    | 44            | \$16,444,749        | \$353,000        | 23             | \$9,904,794         | \$342,000        | 50             | \$22,008,789        | \$334,500        |
| Lahaina                  | 5             | \$5,436,000         | \$420,000        | 4              | \$1,867,290         | \$495,573        | 15             | \$6,130,595         | \$485,000        |
| Lanai                    | 0             | \$0                 | \$0              | 0              | \$0                 | \$0              | 1              | \$2,625,000         | 2,625,000        |
| Maalaea                  | 5             | \$1,564,300         | \$267,300        | 2              | \$810,000           | \$405,000        | 3              | \$1,330,000         | \$470,000        |
| Molokai                  | 1             | \$79,000            | \$79,000         | 1              | \$115,000           | \$115,000        | 0              | \$0                 | \$0              |
| Napili/Kahana/Honokowai  | 15            | \$5,497,900         | \$410,000        | 20             | \$10,350,500        | \$422,500        | 21             | \$8,264,000         | \$378,000        |
| Pukalani                 | 1             | \$485,000           | \$485,000        | 0              | \$0                 | \$0              | 0              | \$0                 | \$0              |
| Sprecklesville/Paia/Kuau | 0             | \$0                 | \$0              | 0              | \$0                 | \$0              | 1              | \$301,000           | \$301,000        |
| Wailea/Makena            | 9             | \$18,445,500        | 1,040,000        | 9              | \$10,015,000        | \$735,000        | 5              | \$5,437,888         | 1,040,000        |
| <b>Maui Summary :</b>    | <b>101</b>    | <b>\$65,355,837</b> | <b>\$410,000</b> | <b>74</b>      | <b>\$47,601,004</b> | <b>\$475,000</b> | <b>125</b>     | <b>\$63,717,022</b> | <b>\$380,000</b> |

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## Land Monthly Sales Volume

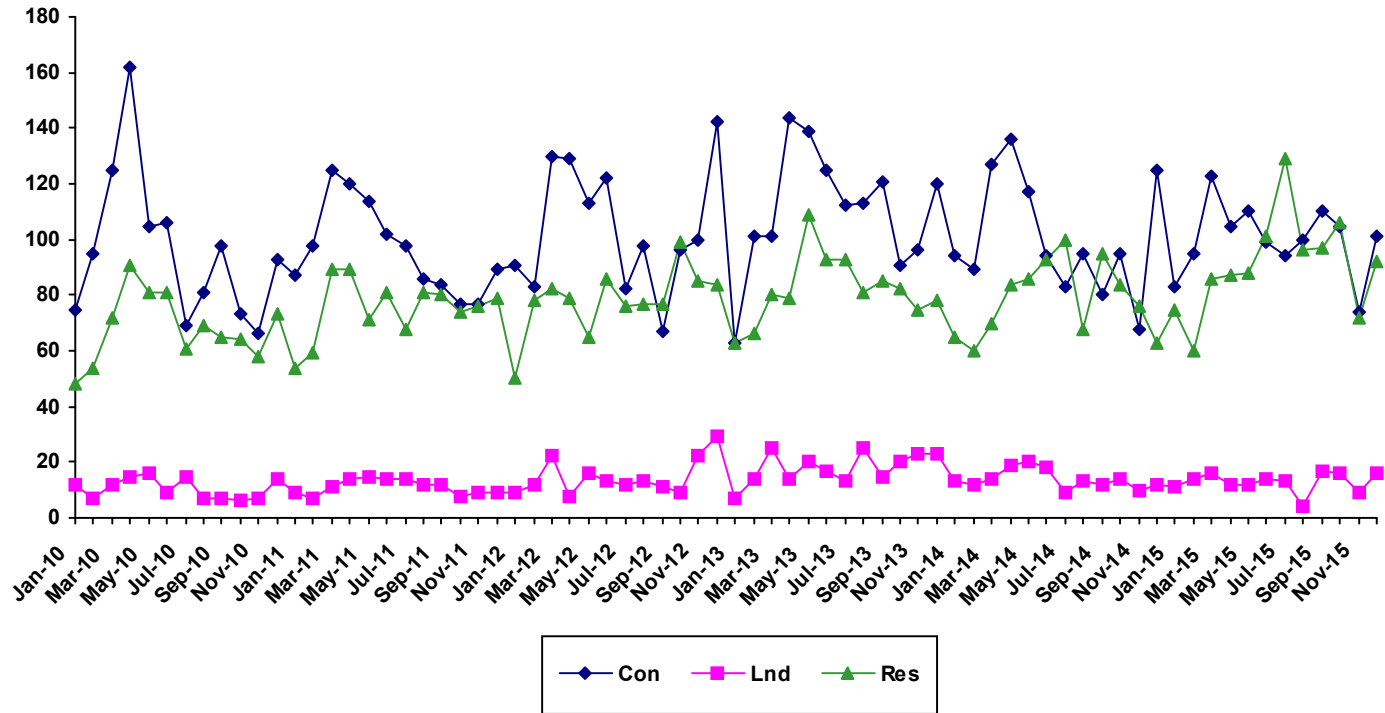
For Month Ending 12/31/2015

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| Area Name                 | Current Month |                    |                  | Previous Month |                     |                  | Year Ago Month |                    |                  |
|---------------------------|---------------|--------------------|------------------|----------------|---------------------|------------------|----------------|--------------------|------------------|
|                           | Units         | Volume             | Median           | Units          | Volume              | Median           | Units          | Volume             | Median           |
| Central                   | 7             | \$3,118,000        | \$220,000        | 2              | \$540,000           | \$270,000        | 1              | \$350,000          | \$350,000        |
| Haiku                     | 2             | \$688,500          | \$344,250        | 0              | \$0                 | \$0              | 3              | \$3,143,000        | \$625,000        |
| Hana                      | 2             | \$399,000          | \$199,500        | 0              | \$0                 | \$0              | 0              | \$0                | \$0              |
| Kaanapali                 | 0             | \$0                | \$0              | 1              | \$710,000           | \$710,000        | 4              | \$2,592,925        | \$540,100        |
| Kihei                     | 2             | \$465,000          | \$232,500        | 0              | \$0                 | \$0              | 0              | \$0                | \$0              |
| Kula/Ulupalakua/Kanaio    | 2             | \$1,650,000        | \$825,000        | 0              | \$0                 | \$0              | 1              | \$700,000          | \$700,000        |
| Lahaina                   | 0             | \$0                | \$0              | 3              | \$1,827,000         | \$527,000        | 0              | \$0                | \$0              |
| Lanai                     | 0             | \$0                | \$0              | 1              | \$350,000           | \$350,000        | 0              | \$0                | \$0              |
| Makawao/Olinda/Haliimaile | 0             | \$0                | \$0              | 0              | \$0                 | \$0              | 1              | \$675,000          | \$675,000        |
| Molokai                   | 1             | \$175,000          | \$175,000        | 0              | \$0                 | \$0              | 0              | \$0                | \$0              |
| Olowalu                   | 0             | \$0                | \$0              | 0              | \$0                 | \$0              | 1              | \$702,000          | \$702,000        |
| Wailea/Makena             | 0             | \$0                | \$0              | 2              | \$9,520,000         | 4,760,000        | 1              | \$1,550,000        | \$1,550,000      |
| <b>Maui Summary :</b>     | <b>16</b>     | <b>\$6,495,500</b> | <b>\$281,750</b> | <b>9</b>       | <b>\$12,947,000</b> | <b>\$520,000</b> | <b>12</b>      | <b>\$9,712,925</b> | <b>\$650,000</b> |

# Sales Unit Volume By Month

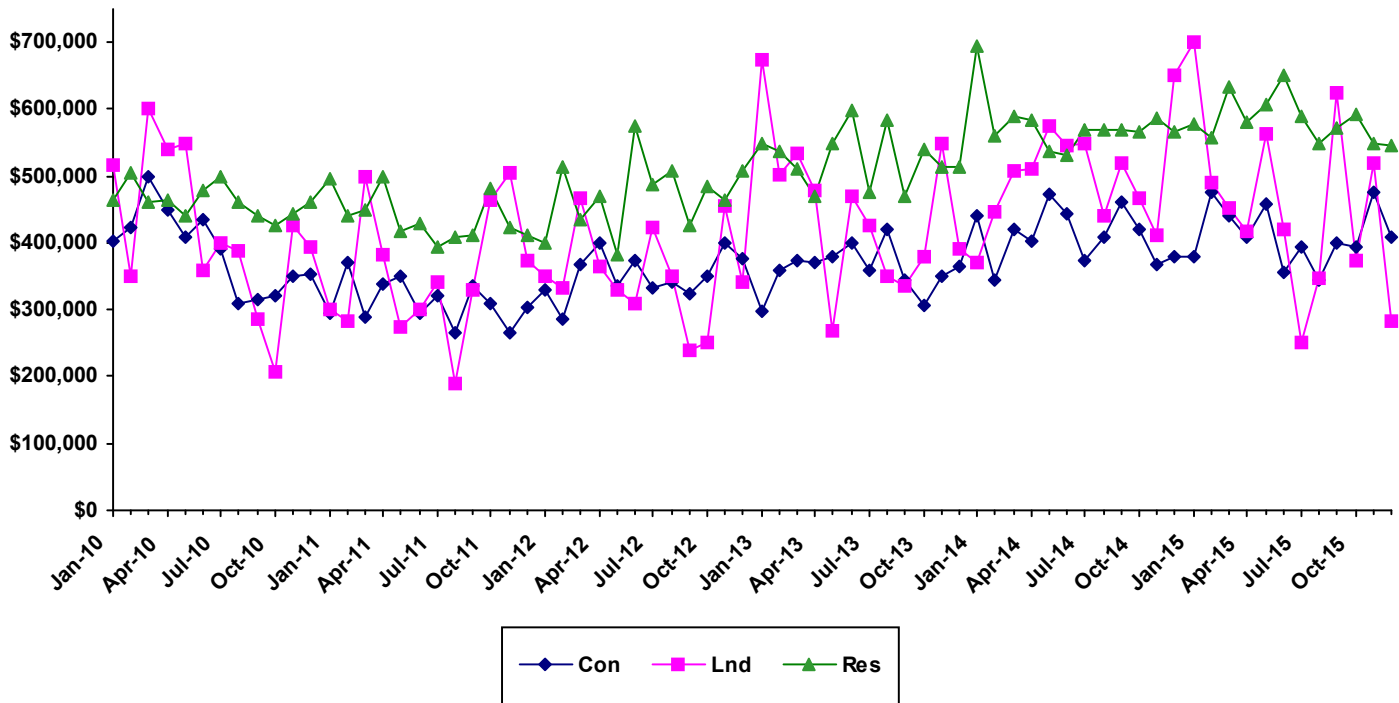
For Month Ending 12/31/2015



| Month | 2010          |       |      | 2011          |       |      | 2012          |       |      | 2013          |       |      | 2014          |       |      | 2015          |       |      |
|-------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|
|       | Single Family | Condo | Land | Single Family | Condo | Land | Single Family | Condo | Land | Single Family | Condo | Land | Single Family | Condo | Land | Single Family | Condo | Land |
| Jan   | 48            | 75    | 12   | 54            | 87    | 9    | 50            | 91    | 9    | 63            | 63    | 7    | 65            | 94    | 13   | 75            | 83    | 11   |
| Feb   | 54            | 95    | 7    | 59            | 98    | 7    | 78            | 83    | 12   | 66            | 101   | 14   | 60            | 89    | 12   | 60            | 95    | 14   |
| Mar   | 72            | 125   | 12   | 89            | 125   | 11   | 82            | 130   | 22   | 80            | 101   | 25   | 70            | 127   | 14   | 86            | 123   | 16   |
| Apr   | 91            | 162   | 15   | 89            | 120   | 14   | 79            | 129   | 8    | 79            | 144   | 14   | 84            | 136   | 19   | 87            | 105   | 12   |
| May   | 81            | 105   | 16   | 71            | 114   | 15   | 65            | 113   | 16   | 109           | 139   | 20   | 86            | 117   | 20   | 88            | 110   | 12   |
| Jun   | 81            | 106   | 9    | 81            | 102   | 14   | 86            | 122   | 13   | 93            | 125   | 17   | 93            | 94    | 18   | 101           | 99    | 14   |
| Jul   | 61            | 69    | 15   | 68            | 98    | 14   | 76            | 82    | 12   | 93            | 112   | 13   | 100           | 83    | 9    | 129           | 94    | 13   |
| Aug   | 69            | 81    | 7    | 81            | 86    | 12   | 77            | 98    | 13   | 81            | 113   | 25   | 68            | 95    | 13   | 96            | 100   | 4    |
| Sep   | 65            | 98    | 7    | 80            | 84    | 12   | 77            | 67    | 11   | 85            | 121   | 15   | 95            | 80    | 12   | 97            | 110   | 17   |
| Oct   | 64            | 73    | 6    | 74            | 77    | 8    | 99            | 96    | 9    | 82            | 91    | 20   | 84            | 95    | 14   | 106           | 105   | 16   |
| Nov   | 58            | 66    | 7    | 76            | 77    | 9    | 85            | 100   | 22   | 75            | 96    | 23   | 76            | 68    | 10   | 72            | 74    | 9    |
| Dec   | 73            | 93    | 14   | 79            | 89    | 9    | 84            | 142   | 29   | 78            | 120   | 23   | 63            | 125   | 12   | 92            | 101   | 16   |

## Sales Median By Month

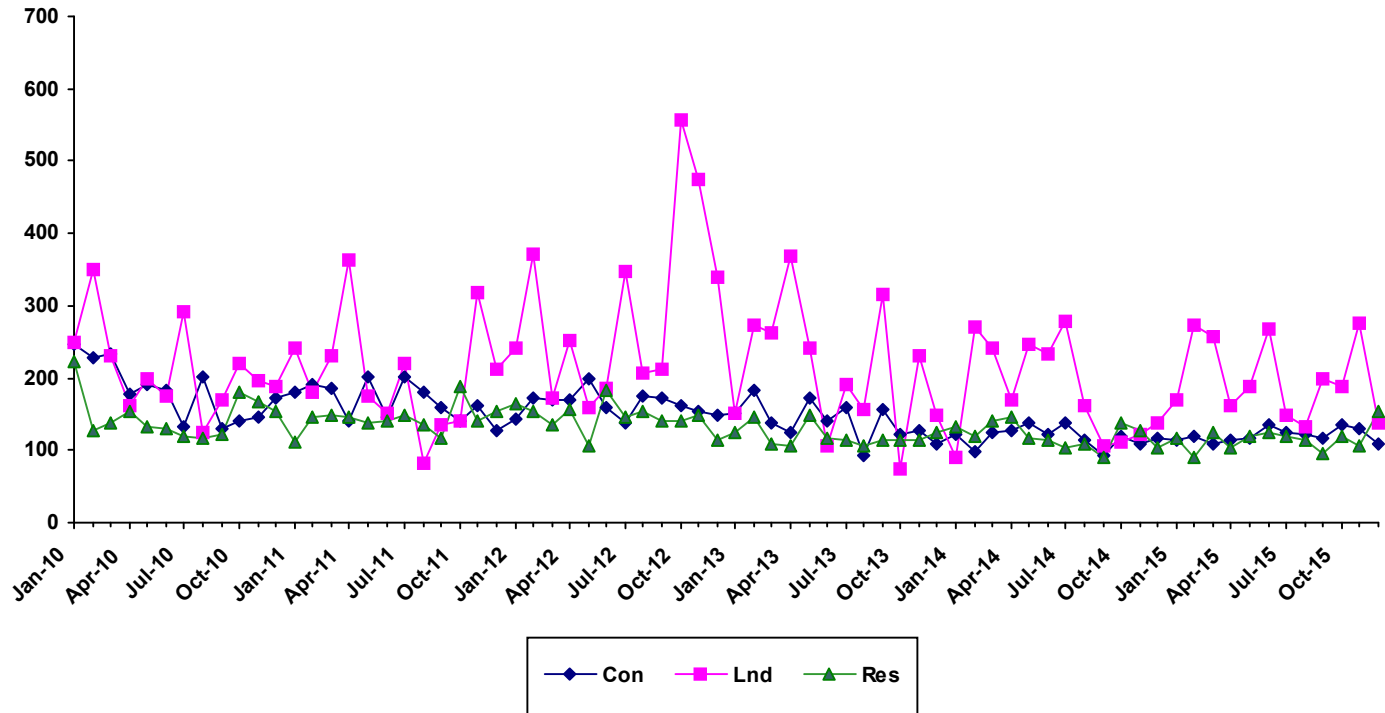
For Month Ending 12/31/2015



| Month | 2010          |        |        | 2011          |        |        | 2012          |        |        | 2013          |        |        | 2014          |        |        | 2015          |        |        |
|-------|---------------|--------|--------|---------------|--------|--------|---------------|--------|--------|---------------|--------|--------|---------------|--------|--------|---------------|--------|--------|
|       | Single Family | Condo  | Land   | Single Family | Condo  | Land   | Single Family | Condo  | Land   | Single Family | Condo  | Land   | Single Family | Condo  | Land   | Single Family | Condo  | Land   |
| Jan   | 464500        | 404000 | 516300 | 495415        | 295000 | 300000 | 399000        | 330000 | 350000 | 550000        | 297000 | 675000 | 695000        | 441000 | 370000 | 577000        | 378000 | 700000 |
| Feb   | 504150        | 424000 | 350000 | 440000        | 371200 | 282500 | 513750        | 287000 | 333925 | 537500        | 360000 | 502500 | 560000        | 345000 | 447500 | 558625        | 475000 | 490000 |
| Mar   | 460000        | 499000 | 600000 | 450000        | 289000 | 500000 | 435000        | 368043 | 467500 | 509500        | 375000 | 535000 | 590500        | 420000 | 507500 | 632625        | 440000 | 451000 |
| Apr   | 465000        | 450000 | 540000 | 500000        | 338603 | 382500 | 469000        | 399000 | 365000 | 470000        | 370000 | 479500 | 583000        | 403500 | 510000 | 581000        | 410000 | 417500 |
| May   | 442000        | 410000 | 547500 | 418000        | 349500 | 275000 | 382000        | 336000 | 330000 | 549000        | 380000 | 267500 | 537500        | 472000 | 575000 | 607098        | 459500 | 563750 |
| Jun   | 480000        | 435000 | 360000 | 429000        | 294500 | 302000 | 575500        | 372990 | 310000 | 599000        | 400000 | 469260 | 530000        | 444500 | 545500 | 650000        | 355000 | 420000 |
| Jul   | 500000        | 390000 | 400000 | 394500        | 320000 | 340000 | 488000        | 332000 | 422500 | 475000        | 357625 | 425000 | 570250        | 375000 | 550000 | 590000        | 394000 | 250000 |
| Aug   | 460000        | 310000 | 387500 | 410000        | 266000 | 189500 | 509000        | 342450 | 350000 | 585000        | 420000 | 350000 | 570000        | 410000 | 440000 | 550000        | 345500 | 347500 |
| Sep   | 440000        | 315635 | 285000 | 412000        | 334950 | 330000 | 425000        | 325000 | 238000 | 470000        | 345000 | 335000 | 570000        | 462500 | 520000 | 573300        | 399500 | 625000 |
| Oct   | 427500        | 320000 | 207500 | 482500        | 310000 | 465000 | 485000        | 349995 | 250000 | 540000        | 305500 | 380500 | 566000        | 419000 | 467500 | 592000        | 392900 | 375000 |
| Nov   | 445000        | 349990 | 425000 | 422500        | 265000 | 505000 | 465000        | 400000 | 455000 | 515000        | 350000 | 547371 | 587500        | 366250 | 411500 | 550000        | 475000 | 520000 |
| Dec   | 460000        | 352000 | 394850 | 411000        | 304000 | 375000 | 508000        | 376000 | 340000 | 512500        | 365000 | 390000 | 565000        | 380000 | 650000 | 545788        | 410000 | 281750 |

## Sales Days on Market By Month

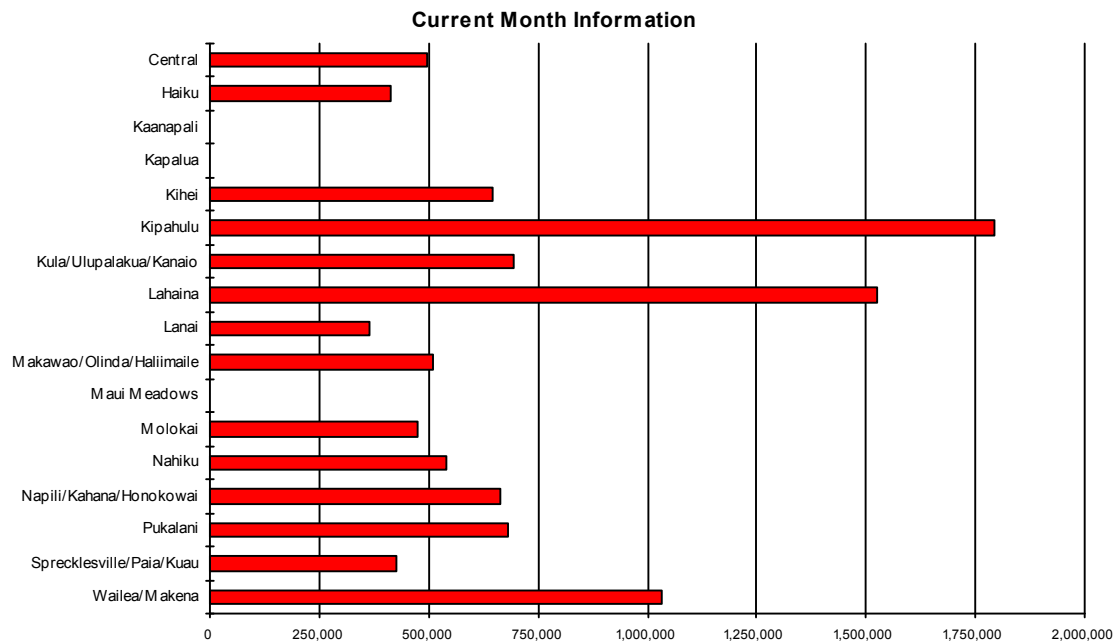
For Month Ending 12/31/2015



| Month | 2010          |       |      | 2011          |       |      | 2012          |       |      | 2013          |       |      | 2014          |       |      | 2015          |       |      |
|-------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|
|       | Single Family | Condo | Land | Single Family | Condo | Land | Single Family | Condo | Land | Single Family | Condo | Land | Single Family | Condo | Land | Single Family | Condo | Land |
| Jan   | 224           | 247   | 248  | 112           | 180   | 240  | 165           | 144   | 242  | 125           | 151   | 151  | 132           | 123   | 91   | 118           | 113   | 171  |
| Feb   | 127           | 229   | 351  | 147           | 192   | 180  | 153           | 172   | 371  | 147           | 183   | 273  | 119           | 99    | 271  | 90.5          | 118   | 274  |
| Mar   | 138           | 233   | 230  | 150           | 185   | 231  | 136           | 171   | 173  | 110           | 137   | 263  | 141           | 124   | 241  | 124           | 108   | 256  |
| Apr   | 153           | 179   | 162  | 146           | 142   | 362  | 156           | 170   | 253  | 107           | 125   | 368  | 147           | 127   | 170  | 104           | 113   | 161  |
| May   | 132           | 192   | 200  | 138           | 201   | 175  | 106           | 198   | 159  | 149           | 173   | 241  | 117           | 137   | 247  | 119           | 116   | 188  |
| Jun   | 131           | 184   | 174  | 141           | 145   | 150  | 183           | 158   | 186  | 116           | 142   | 105  | 114           | 122   | 233  | 125           | 136   | 267  |
| Jul   | 119           | 132   | 292  | 150           | 201   | 219  | 146           | 138   | 347  | 115           | 159   | 192  | 104           | 137   | 279  | 118           | 124   | 149  |
| Aug   | 118           | 202   | 124  | 136           | 179   | 82.5 | 153           | 175   | 208  | 107           | 94    | 156  | 109           | 114   | 163  | 114           | 123   | 132  |
| Sep   | 122           | 129   | 169  | 117           | 158   | 136  | 140           | 172   | 211  | 115           | 157   | 315  | 90            | 93    | 107  | 95            | 117   | 198  |
| Oct   | 181           | 141   | 220  | 187           | 140   | 140  | 140           | 161   | 556  | 114           | 121   | 75   | 139           | 118   | 111  | 120           | 135   | 187  |
| Nov   | 166           | 147   | 196  | 140           | 163   | 317  | 148           | 153   | 476  | 115           | 128   | 231  | 129           | 109   | 122  | 106           | 129   | 275  |
| Dec   | 153           | 172   | 190  | 155           | 126   | 211  | 114           | 148   | 339  | 125           | 109   | 150  | 103           | 117   | 137  | 153           | 109   | 139  |

# Single Family Median Prices by Area

For Month Ending 12/31/2015

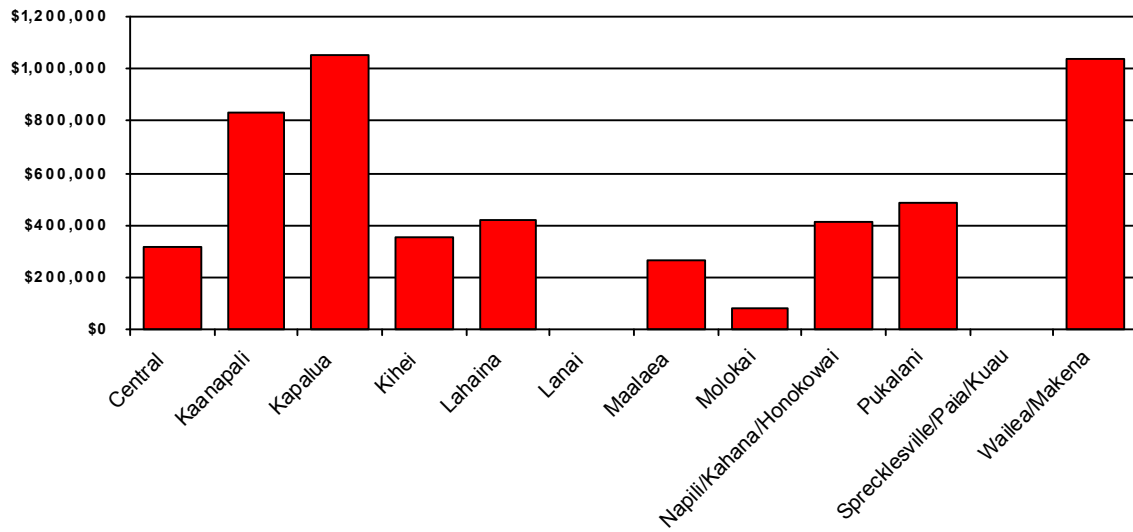


| Area                      | Current Month | Previous Month | Year Ago Month |
|---------------------------|---------------|----------------|----------------|
| Central                   | \$495,000     | \$459,500      | \$478,000      |
| Haiku                     | \$415,000     | \$579,500      | \$704,500      |
| Kaanapali                 | \$0           | \$2,487,500    | \$1,575,000    |
| Kapalua                   | \$0           | \$0            | \$2,200,000    |
| Kihei                     | \$647,275     | \$525,000      | \$575,000      |
| Kipahulu                  | \$1,795,000   | \$0            | \$2,000,000    |
| Kula/Ulupalakua/Kanaio    | \$693,500     | \$721,875      | \$599,000      |
| Lahaina                   | \$1,525,000   | \$973,450      | \$603,750      |
| Lanai                     | \$365,000     | \$1,492,500    | \$325,000      |
| Makawao/Olinda/Haliimaile | \$509,000     | \$872,500      | \$470,000      |
| Maui Meadows              | \$0           | \$849,000      | \$1,026,050    |
| Molokai                   | \$473,500     | \$252,000      | \$85,000       |
| Nahiku                    | \$540,000     | \$0            | \$0            |
| Napili/Kahana/Honokowai   | \$664,000     | \$607,500      | \$710,000      |
| Pukalani                  | \$681,000     | \$517,500      | \$600,000      |
| Sprecklesville/Paia/Kuau  | \$425,000     | \$680,000      | \$0            |
| Wailea/Makena             | \$1,032,500   | \$1,880,000    | \$1,407,500    |

# Condominium Median Prices by Area

For Month Ending 12/31/2015

Current Month Information



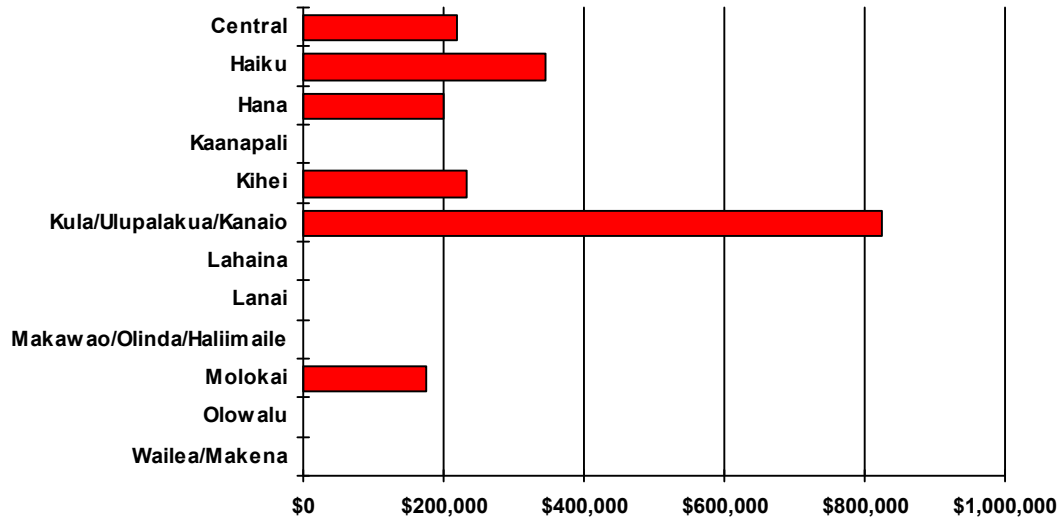
| Area                     | Current Month | Previous Month | Year Ago Month |
|--------------------------|---------------|----------------|----------------|
| Central                  | \$320,000     | \$360,000      | \$245,000      |
| Kaanapali                | \$835,000     | \$2,149,500    | \$832,500      |
| Kapalua                  | \$1,050,000   | \$828,332      | \$842,500      |
| Kihei                    | \$353,000     | \$342,000      | \$334,500      |
| Lahaina                  | \$420,000     | \$495,573      | \$485,000      |
| Lanai                    | \$0           | \$0            | \$2,625,000    |
| Maalaea                  | \$267,300     | \$405,000      | \$470,000      |
| Molokai                  | \$79,000      | \$115,000      | \$0            |
| Napili/Kahana/Honokowai  | \$410,000     | \$422,500      | \$378,000      |
| Pukalani                 | \$485,000     | \$0            | \$0            |
| Sprecklesville/Paia/Kuau | \$0           | \$0            | \$301,000      |
| Wailea/Makena            | \$1,040,000   | \$735,000      | \$1,040,000    |



# Land Median Prices by Area

For Month Ending 12/31/2015

## Current Month Information



| Area                      | Current Month | Previous Month | Year Ago Month |
|---------------------------|---------------|----------------|----------------|
| Central                   | \$220,000     | \$270,000      | \$350,000      |
| Haiku                     | \$344,250     | \$0            | \$625,000      |
| Hana                      | \$199,500     | \$0            | \$0            |
| Kaanapali                 | \$0           | \$710,000      | \$540,100      |
| Kihei                     | \$232,500     | \$0            | \$0            |
| Kula/Ulupalakua/Kanaio    | \$825,000     | \$0            | \$700,000      |
| Lahaina                   | \$0           | \$527,000      | \$0            |
| Lanai                     | \$0           | \$350,000      | \$0            |
| Makawao/Olinda/Haliimaile | \$0           | \$0            | \$675,000      |
| Molokai                   | \$175,000     | \$0            | \$0            |
| Olowalu                   | \$0           | \$0            | \$702,000      |
| Wailea/Makena             | \$0           | \$4,760,000    | \$1,550,000    |

## Single Family Year To Date Sales Information

Comparing 1/1/2015 thru 12/31/2015 with 1/1/2014 thru 12/31/2014

| 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 |
| <b>Central</b>                   | 400               | 301          | 99            | 33%  | \$522,015           | \$485,245            | 8%             | \$507,286          | \$445,000           | 14%            | \$208,805,989       | \$146,058,613       | 43%            |
| <b>Haiku</b>                     | 81                | 73           | 8             | 11%  | \$950,396           | \$708,542            | 34%            | \$700,000          | \$650,000           | 8%             | \$76,982,084        | \$51,723,589        | 49%            |
| <b>Hana</b>                      | 8                 | 3            | 5             | 167% | \$901,613           | \$428,333            | 110%           | \$594,000          | \$367,000           | 62%            | \$7,212,900         | \$1,285,000         | 461%           |
| <b>Kaanapali</b>                 | 22                | 27           | -5            | -19% | \$2,043,636         | \$1,782,245          | 15%            | \$1,785,000        | \$1,600,000         | 12%            | \$44,959,999        | \$48,120,620        | -7%            |
| <b>Kahakuloa</b>                 | 1                 | 0            | 1             | N/A  | \$656,000           | \$0                  | N/A            | \$656,000          | \$0                 | N/A            | \$656,000           | \$0                 | N/A            |
| <b>Kapalua</b>                   | 10                | 7            | 3             | 43%  | \$3,005,000         | \$3,456,714          | -13%           | \$2,848,000        | \$3,250,000         | -12%           | \$30,050,000        | \$24,197,000        | 24%            |
| <b>Kihei</b>                     | 147               | 155          | -8            | -5%  | \$865,772           | \$784,307            | 10%            | \$600,000          | \$599,000           | 0%             | \$127,268,421       | \$121,567,589       | 5%             |
| <b>Kipahulu</b>                  | 1                 | 2            | -1            | -50% | \$1,795,000         | \$1,250,000          | 44%            | \$1,795,000        | \$1,250,000         | 44%            | \$1,795,000         | \$2,500,000         | -28%           |
| <b>Kula/Ulupalakua/Kanaio</b>    | 97                | 74           | 23            | 31%  | \$933,087           | \$876,480            | 6%             | \$725,000          | \$785,000           | -8%            | \$90,509,394        | \$64,859,510        | 40%            |
| <b>Lahaina</b>                   | 51                | 53           | -2            | -4%  | \$1,133,269         | \$1,158,504          | -2%            | \$700,000          | \$775,000           | -10%           | \$57,796,730        | \$61,400,711        | -6%            |
| <b>Lanai</b>                     | 14                | 18           | -4            | -22% | \$558,500           | \$938,333            | -40%           | \$375,000          | \$465,000           | -19%           | \$7,819,000         | \$16,890,000        | -54%           |
| <b>Makawao/Olinda/Haliimaile</b> | 58                | 54           | 4             | 7%   | \$658,790           | \$577,806            | 14%            | \$529,500          | \$472,500           | 12%            | \$38,209,847        | \$31,201,500        | 22%            |
| <b>Maui Meadows</b>              | 21                | 20           | 1             | 5%   | \$1,187,471         | \$1,477,370          | -20%           | \$1,025,000        | \$1,072,800         | -4%            | \$24,936,888        | \$29,547,400        | -16%           |
| <b>Molokai</b>                   | 23                | 11           | 12            | 109% | \$453,232           | \$256,545            | 77%            | \$252,000          | \$224,000           | 13%            | \$10,424,330        | \$2,822,000         | 269%           |
| <b>Nahiku</b>                    | 3                 | 1            | 2             | 200% | \$390,833           | \$233,000            | 68%            | \$367,500          | \$233,000           | 58%            | \$1,172,500         | \$233,000           | 403%           |
| <b>Napili/Kahana/Honokowai</b>   | 30                | 34           | -4            | -12% | \$867,793           | \$1,154,263          | -25%           | \$881,000          | \$750,000           | 17%            | \$26,033,775        | \$39,244,944        | -34%           |
| <b>Olowalu</b>                   | 3                 | 2            | 1             | 50%  | \$1,168,333         | \$3,562,500          | -67%           | \$1,475,000        | \$3,562,500         | -59%           | \$3,505,000         | \$7,125,000         | -51%           |
| <b>Pukalani</b>                  | 69                | 54           | 15            | 28%  | \$678,977           | \$632,119            | 7%             | \$624,000          | \$576,250           | 8%             | \$46,849,400        | \$34,134,434        | 37%            |
| <b>Sprecklesville/Paia/Kuau</b>  | 23                | 23           | 0             | 0%   | \$892,478           | \$1,913,337          | -53%           | \$610,000          | \$875,000           | -30%           | \$20,527,000        | \$44,006,750        | -53%           |
| <b>Wailea/Makena</b>             | 27                | 32           | -5            | -16% | \$3,930,833         | \$3,089,141          | 27%            | \$1,900,000        | \$1,892,250         | 0%             | \$106,132,500       | \$98,852,500        | 7%             |
| <b>Maui Summary:</b>             | 1089              | 944          | 145           | 15%  | \$855,507           | \$874,757            | -2%            | \$580,000          | \$570,000           | 2%             | \$931,646,757       | \$825,770,160       | 13%            |

## Condominium Year To Date Sales Information

Comparing 1/1/2015 thru 12/31/2015 with 1/1/2014 thru 12/31/2014

| 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 |
| <b>Central</b>                  | 131               | 164          | -33           | -20%  | \$320,139           | \$288,537            | 11%            | \$315,000          | \$280,000           | 13%            | \$41,938,150        | \$47,320,000        | -11%           |
| <b>Haiku</b>                    | 0                 | 1            | -1            | -100% | \$0                 | \$425,000            | -100%          | \$0                | \$425,000           | -100%          | \$0                 | \$425,000           | -100%          |
| <b>Hana</b>                     | 0                 | 1            | -1            | -100% | \$0                 | \$419,000            | -100%          | \$0                | \$419,000           | -100%          | \$0                 | \$419,000           | -100%          |
| <b>Kaanapali</b>                | 102               | 151          | -49           | -32%  | \$1,261,621         | \$1,140,418          | 11%            | \$992,500          | \$850,000           | 17%            | \$128,685,375       | \$172,203,075       | -25%           |
| <b>Kapalua</b>                  | 42                | 35           | 7             | 20%   | \$1,913,665         | \$2,285,914          | -16%           | \$1,029,444        | \$1,200,000         | -14%           | \$80,373,936        | \$80,006,999        | 0%             |
| <b>Kihei</b>                    | 444               | 415          | 29            | 7%    | \$403,461           | \$402,355            | 0%             | \$343,250          | \$320,000           | 7%             | \$179,136,738       | \$166,977,344       | 7%             |
| <b>Lahaina</b>                  | 103               | 72           | 31            | 43%   | \$466,697           | \$450,032            | 4%             | \$440,000          | \$420,000           | 5%             | \$48,069,785        | \$32,402,290        | 48%            |
| <b>Lanai</b>                    | 3                 | 6            | -3            | -50%  | \$1,308,000         | \$1,812,500          | -28%           | \$1,800,000        | \$1,725,000         | 4%             | \$3,924,000         | \$10,875,000        | -64%           |
| <b>Maalaea</b>                  | 43                | 36           | 7             | 19%   | \$362,363           | \$449,506            | -19%           | \$340,000          | \$385,000           | -12%           | \$15,581,625        | \$16,182,200        | -4%            |
| <b>Molokai</b>                  | 17                | 15           | 2             | 13%   | \$100,147           | \$113,399            | -12%           | \$92,000           | \$95,000            | -3%            | \$1,702,500         | \$1,700,990         | 0%             |
| <b>Napili/Kahana/Honokowai</b>  | 197               | 209          | -12           | -6%   | \$443,811           | \$424,884            | 4%             | \$400,000          | \$399,000           | 0%             | \$87,430,833        | \$88,800,858        | -2%            |
| <b>Pukalani</b>                 | 4                 | 2            | 2             | 100%  | \$533,500           | \$502,500            | 6%             | \$497,000          | \$502,500           | -1%            | \$2,134,000         | \$1,005,000         | 112%           |
| <b>Sprecklesville/Paia/Kuau</b> | 2                 | 4            | -2            | -50%  | \$1,014,250         | \$925,000            | 10%            | \$1,014,250        | \$290,000           | 250%           | \$2,028,500         | \$3,700,000         | -45%           |
| <b>Wailea/Makena</b>            | 111               | 92           | 19            | 21%   | \$1,556,762         | \$1,445,799          | 8%             | \$1,026,880        | \$1,021,250         | 1%             | \$172,800,629       | \$133,013,512       | 30%            |
| <b>Maui Summary:</b>            | 1199              | 1203         | -4            | 0%    | \$637,036           | \$627,624            | 1%             | \$410,000          | \$415,000           | -1%            | \$763,806,071       | \$755,031,268       | 1%             |

## Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2015 thru 12/31/2015 with 1/1/2014 thru 12/31/2014

| 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 |
| <b>Central</b>                  | 131               | 164          | -33           | -20%  | \$320,139           | \$288,537            | 11%            | \$315,000          | \$280,000           | 13%            | \$41,938,150        | \$47,320,000        | -11%           |
| <b>Haiku</b>                    | 0                 | 1            | -1            | -100% | \$0                 | \$425,000            | -100%          | \$0                | \$425,000           | -100%          | \$0                 | \$425,000           | -100%          |
| <b>Hana</b>                     | 0                 | 1            | -1            | -100% | \$0                 | \$419,000            | -100%          | \$0                | \$419,000           | -100%          | \$0                 | \$419,000           | -100%          |
| <b>Kaanapali</b>                | 96                | 141          | -45           | -32%  | \$1,325,577         | \$1,200,589          | 10%            | \$1,112,500        | \$964,900           | 15%            | \$127,255,375       | \$169,283,075       | -25%           |
| <b>Kapalua</b>                  | 42                | 35           | 7             | 20%   | \$1,913,665         | \$2,285,914          | -16%           | \$1,029,444        | \$1,200,000         | -14%           | \$80,373,936        | \$80,006,999        | 0%             |
| <b>Kihei</b>                    | 439               | 411          | 28            | 7%    | \$403,927           | \$402,617            | 0%             | \$342,000          | \$315,000           | 9%             | \$177,323,738       | \$165,475,544       | 7%             |
| <b>Lahaina</b>                  | 100               | 67           | 33            | 49%   | \$476,658           | \$475,243            | 0%             | \$446,710          | \$425,700           | 5%             | \$47,665,785        | \$31,841,290        | 50%            |
| <b>Lanai</b>                    | 3                 | 6            | -3            | -50%  | \$1,308,000         | \$1,812,500          | -28%           | \$1,800,000        | \$1,725,000         | 4%             | \$3,924,000         | \$10,875,000        | -64%           |
| <b>Maalaea</b>                  | 29                | 34           | -5            | -15%  | \$409,732           | \$457,712            | -10%           | \$376,500          | \$395,000           | -5%            | \$11,882,225        | \$15,562,200        | -24%           |
| <b>Molokai</b>                  | 17                | 15           | 2             | 13%   | \$100,147           | \$113,399            | -12%           | \$92,000           | \$95,000            | -3%            | \$1,702,500         | \$1,700,990         | 0%             |
| <b>Napili/Kahana/Honokowai</b>  | 160               | 178          | -18           | -10%  | \$490,760           | \$436,656            | 12%            | \$420,000          | \$405,000           | 4%             | \$78,521,533        | \$77,724,808        | 1%             |
| <b>Pukalani</b>                 | 4                 | 2            | 2             | 100%  | \$533,500           | \$502,500            | 6%             | \$497,000          | \$502,500           | -1%            | \$2,134,000         | \$1,005,000         | 112%           |
| <b>Sprecklesville/Paia/Kuau</b> | 2                 | 4            | -2            | -50%  | \$1,014,250         | \$925,000            | 10%            | \$1,014,250        | \$290,000           | 250%           | \$2,028,500         | \$3,700,000         | -45%           |
| <b>Wailea/Makena</b>            | 111               | 92           | 19            | 21%   | \$1,556,762         | \$1,445,799          | 8%             | \$1,026,880        | \$1,021,250         | 1%             | \$172,800,629       | \$133,013,512       | 30%            |
| <b>Maui Summary:</b>            | 1134              | 1151         | -17           | -1%   | \$659,215           | \$641,488            | 3%             | \$422,500          | \$425,000           | -1%            | \$747,550,371       | \$738,352,418       | 1%             |

## Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2015 thru 12/31/2015 with 1/1/2014 thru 12/31/2014

| 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 |
| <b>Kaanapali</b>               | 6                 | 10           | -4            | -40% | \$238,333           | \$292,000            | -18%           | \$232,500          | \$241,750           | -4%            | \$1,430,000         | \$2,920,000         | -51%           |
| <b>Kihei</b>                   | 5                 | 4            | 1             | 25%  | \$362,600           | \$375,450            | -3%            | \$360,000          | \$358,400           | 0%             | \$1,813,000         | \$1,501,800         | 21%            |
| <b>Lahaina</b>                 | 3                 | 5            | -2            | -40% | \$134,667           | \$112,200            | 20%            | \$136,000          | \$110,000           | 24%            | \$404,000           | \$561,000           | -28%           |
| <b>Maalaea</b>                 | 14                | 2            | 12            | 600% | \$264,243           | \$310,000            | -15%           | \$256,500          | \$310,000           | -17%           | \$3,699,400         | \$620,000           | 497%           |
| <b>Napili/Kahana/Honokowai</b> | 37                | 31           | 6             | 19%  | \$240,792           | \$357,292            | -33%           | \$200,000          | \$275,500           | -27%           | \$8,909,300         | \$11,076,050        | -20%           |
| <b>Maui Summary:</b>           | 65                | 52           | 13            | 25%  | \$250,088           | \$320,747            | -22%           | \$240,000          | \$257,000           | -7%            | \$16,255,700        | \$16,678,850        | -3%            |

## Land Year To Date Sales Information

Comparing 1/1/2015 thru 12/31/2015 with 1/1/2014 thru 12/31/2014

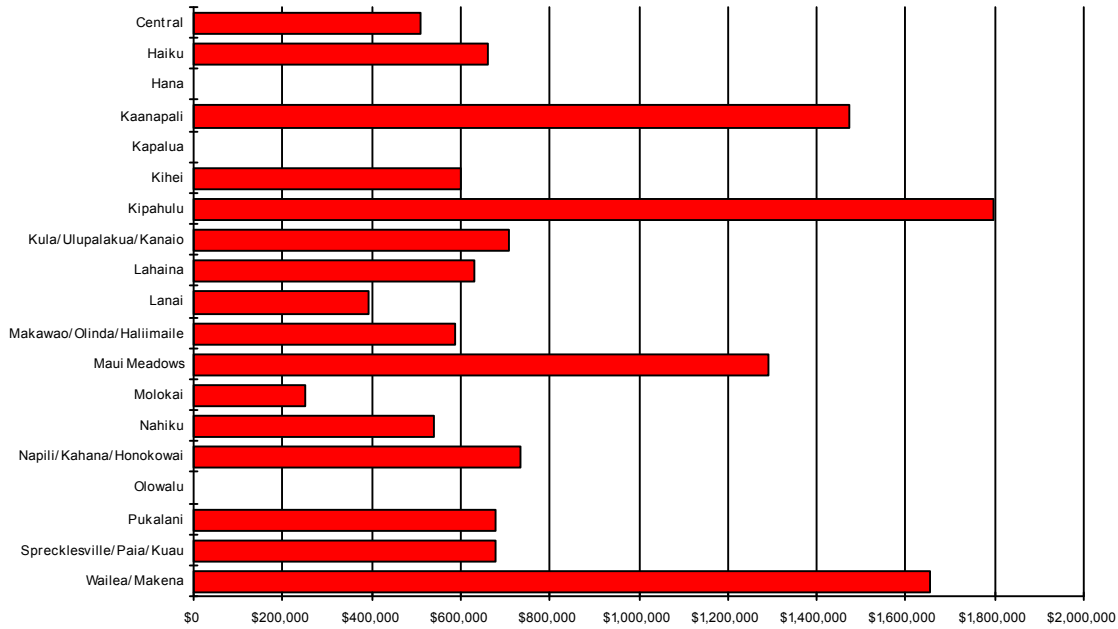
| Area                      | Number of Sales   |              |               |       | Average Sales Price |                      |                | Median Sales Price |                     |                | Total Dollar Volume |                     |                |
|---------------------------|-------------------|--------------|---------------|-------|---------------------|----------------------|----------------|--------------------|---------------------|----------------|---------------------|---------------------|----------------|
|                           | 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                   | 26                | 26           | 0             | 0%    | \$422,952           | \$349,069            | 21%            | \$263,000          | \$275,500           | -5%            | \$10,996,741        | \$9,075,805         | 21%            |
| Haiku                     | 22                | 19           | 3             | 16%   | \$556,991           | \$690,053            | -19%           | \$417,500          | \$500,000           | -17%           | \$12,253,800        | \$13,111,000        | -7%            |
| Hana                      | 5                 | 10           | -5            | -50%  | \$257,800           | \$812,770            | -68%           | \$300,000          | \$367,500           | -18%           | \$1,289,000         | \$8,127,699         | -84%           |
| Honokohau                 | 1                 | 0            | 1             | N/A   | \$300,000           | \$0                  | N/A            | \$300,000          | \$0                 | N/A            | \$300,000           | \$0                 | N/A            |
| Kaanapali                 | 14                | 27           | -13           | -48%  | \$669,911           | \$1,060,276          | -37%           | \$642,500          | \$610,000           | 5%             | \$9,378,750         | \$28,627,451        | -67%           |
| Kahakuloa                 | 1                 | 2            | -1            | -50%  | \$377,000           | \$972,500            | -61%           | \$377,000          | \$972,500           | -61%           | \$377,000           | \$1,945,000         | -81%           |
| Kapalua                   | 2                 | 3            | -1            | -33%  | \$2,950,000         | \$2,075,000          | 42%            | \$2,950,000        | \$2,550,000         | 16%            | \$5,900,000         | \$6,225,000         | -5%            |
| Kaupo                     | 1                 | 0            | 1             | N/A   | \$468,000           | \$0                  | N/A            | \$468,000          | \$0                 | N/A            | \$468,000           | \$0                 | N/A            |
| Keanae                    | 0                 | 1            | -1            | -100% | \$0                 | \$1,000,000          | -100%          | \$0                | \$1,000,000         | -100%          | \$0                 | \$1,000,000         | -100%          |
| Kihei                     | 15                | 14           | 1             | 7%    | \$509,767           | \$416,500            | 22%            | \$450,000          | \$323,500           | 39%            | \$7,646,500         | \$5,831,000         | 31%            |
| Kula/Ulupalakua/Kanaio    | 19                | 15           | 4             | 27%   | \$537,961           | \$544,233            | -1%            | \$550,000          | \$650,000           | -15%           | \$10,221,250        | \$8,163,500         | 25%            |
| Lahaina                   | 10                | 12           | -2            | -17%  | \$617,200           | \$931,167            | -34%           | \$508,500          | \$707,500           | -28%           | \$6,172,000         | \$11,174,000        | -45%           |
| Lanai                     | 3                 | 0            | 3             | N/A   | \$563,333           | \$0                  | N/A            | \$350,000          | \$0                 | N/A            | \$1,690,000         | \$0                 | N/A            |
| Makawao/Olinda/Haliimaile | 5                 | 11           | -6            | -55%  | \$714,000           | \$567,045            | 26%            | \$285,000          | \$352,500           | -19%           | \$3,570,000         | \$6,237,500         | -43%           |
| Maui Meadows              | 1                 | 2            | -1            | -50%  | \$625,000           | \$482,500            | 30%            | \$625,000          | \$482,500           | 30%            | \$625,000           | \$965,000           | -35%           |
| Molokai                   | 11                | 5            | 6             | 120%  | \$89,136            | \$101,000            | -12%           | \$56,000           | \$123,000           | -54%           | \$980,500           | \$505,000           | 94%            |
| Nahiku                    | 0                 | 1            | -1            | -100% | \$0                 | \$227,500            | -100%          | \$0                | \$227,500           | -100%          | \$0                 | \$227,500           | -100%          |
| Napili/Kahana/Honokowai   | 1                 | 3            | -2            | -67%  | \$975,000           | \$696,000            | 40%            | \$975,000          | \$725,000           | 34%            | \$975,000           | \$2,088,000         | -53%           |
| Olowalu                   | 2                 | 2            | 0             | 0%    | \$875,000           | \$753,500            | 16%            | \$875,000          | \$753,500           | 16%            | \$1,750,000         | \$1,507,000         | 16%            |
| Pukalani                  | 3                 | 3            | 0             | 0%    | \$818,333           | \$290,000            | 182%           | \$550,000          | \$230,000           | 139%           | \$2,455,000         | \$870,000           | 182%           |
| Sprecklesville/Paia/Kuau  | 0                 | 3            | -3            | -100% | \$0                 | \$925,000            | -100%          | \$0                | \$900,000           | -100%          | \$0                 | \$2,775,000         | -100%          |
| Wailea/Makena             | 12                | 7            | 5             | 71%   | \$4,942,083         | \$1,553,571          | 218%           | \$4,630,000        | \$1,550,000         | 199%           | \$59,305,000        | \$10,875,000        | 445%           |
| <b>Maui Summary:</b>      | 154               | 166          | -12           | -7%   | \$885,413           | \$718,858            | 23%            | \$447,650          | \$520,000           | -14%           | \$136,353,541       | \$119,330,455       | 14%            |

SOURCE: REALTORS Association of Maui - [www.RAMaui.com](http://www.RAMaui.com)  
 MLS Sale data - Information deemed reliable, however not guaranteed

# Single Family Median Prices by Area

For Quarter Ending 12/31/2015

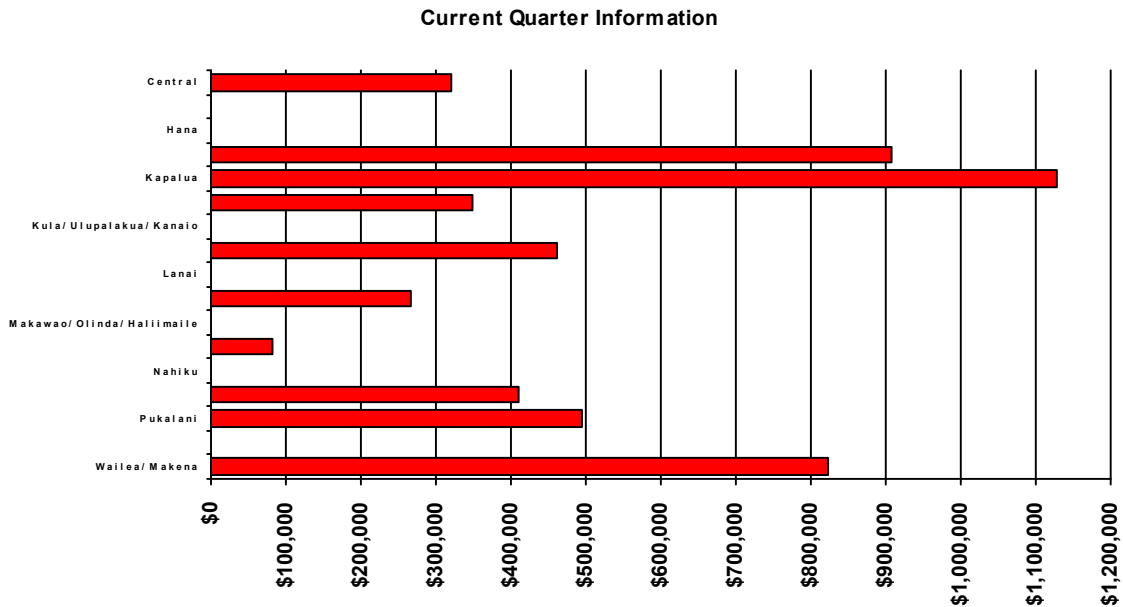
## Current Quarter Information



| Area                      | Current Quarter | Previous Quarter | Year Ago Quarter |
|---------------------------|-----------------|------------------|------------------|
| Central                   | \$510,000       | \$507,500        | \$452,475        |
| Haiku                     | \$659,000       | \$758,500        | \$617,500        |
| Hana                      | \$0             | \$350,000        | \$0              |
| Kaanapali                 | \$1,475,000     | \$2,500,000      | \$1,460,000      |
| Kapalua                   | \$0             | \$2,242,500      | \$2,200,000      |
| Kihei                     | \$599,000       | \$586,250        | \$670,000        |
| Kipahulu                  | \$1,795,000     | \$0              | \$2,000,000      |
| Kula/Ulupalakua/Kanaio    | \$707,688       | \$711,000        | \$732,750        |
| Lahaina                   | \$632,000       | \$680,000        | \$712,500        |
| Lanai                     | \$392,500       | \$325,000        | \$350,000        |
| Makawao/Olinda/Haliimaile | \$586,000       | \$540,000        | \$435,000        |
| Maui Meadows              | \$1,291,000     | \$970,000        | \$1,052,100      |
| Molokai                   | \$252,000       | \$191,750        | \$111,000        |
| Nahiku                    | \$540,000       | \$0              | \$0              |
| Napili/Kahana/Honokowai   | \$732,500       | \$940,000        | \$730,000        |
| Olowalu                   | \$0             | \$540,000        | \$0              |
| Pukalani                  | \$679,500       | \$611,500        | \$605,000        |
| Sprecklesville/Paia/Kuau  | \$680,000       | \$552,500        | \$800,000        |
| Wailea/Makena             | \$1,652,500     | \$2,375,000      | \$1,725,000      |

# Condominium Median Prices by Area

For Quarter Ending 12/31/2015



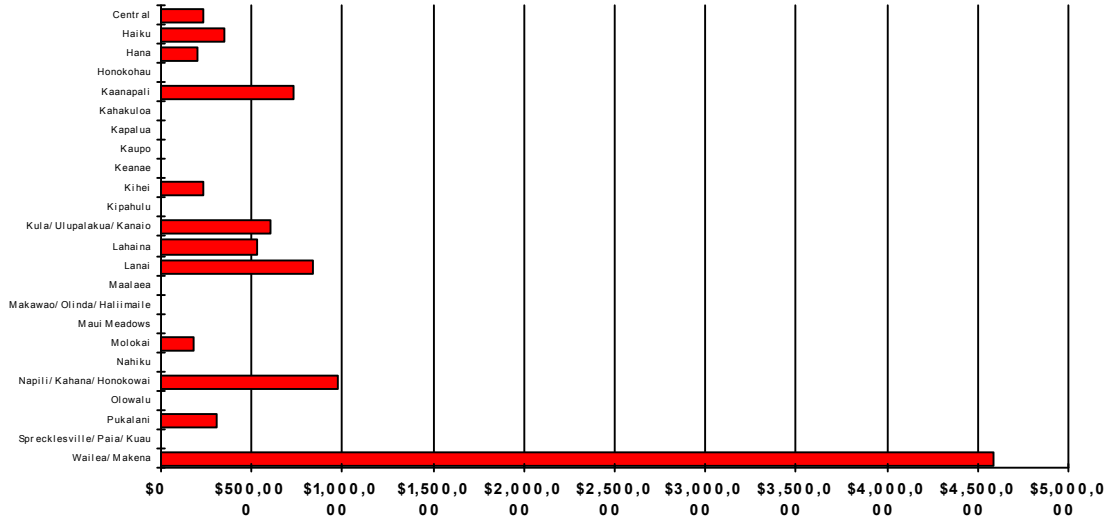
| Area                      | Current Quarter | Previous Quarter | Year Ago Quarter |
|---------------------------|-----------------|------------------|------------------|
| Central                   | \$320,500       | \$313,000        | \$282,500        |
| Haiku                     | \$0             | \$0              | \$425,000        |
| Hana                      | \$0             | \$0              | \$419,000        |
| Kaanapali                 | \$907,500       | \$750,000        | \$974,500        |
| Kapalua                   | \$1,128,944     | \$1,958,444      | \$870,000        |
| Kihei                     | \$347,750       | \$335,000        | \$330,000        |
| Kula/Ulupalakua/Kanaio    | \$0             | \$0              | \$0              |
| Lahaina                   | \$461,145       | \$462,323        | \$480,000        |
| Lanai                     | \$0             | \$0              | \$2,625,000      |
| Maalaea                   | \$267,300       | \$305,000        | \$419,500        |
| Makawao/Olinda/Haliimaile | \$0             | \$0              | \$0              |
| Molokai                   | \$82,000        | \$92,000         | \$85,500         |
| Nahiku                    | \$0             | \$0              | \$0              |
| Napili/Kahana/Honokowai   | \$410,000       | \$348,500        | \$378,000        |
| Pukalani                  | \$494,500       | \$572,500        | \$500,000        |
| Sprecklesville/Paia/Kuau  | \$0             | \$0              | \$301,000        |
| Wailea/Makena             | \$824,000       | \$1,020,000      | \$1,142,500      |



# Land Median Prices by Area

For Quarter Ending 12/31/2015

## Current Quarter Information



| Area                      | Current Quarter | Previous Quarter | Year Ago Quarter |
|---------------------------|-----------------|------------------|------------------|
| Central                   | \$235,000       | \$100,000        | \$350,000        |
| Haiku                     | \$350,000       | \$440,000        | \$445,000        |
| Hana                      | \$199,500       | \$200,000        | \$115,000        |
| Honokohau                 | \$0             | \$0              | \$0              |
| Kaanapali                 | \$730,000       | \$875,000        | \$770,000        |
| Kahakuloa                 | \$0             | \$0              | \$345,000        |
| Kapalua                   | \$0             | \$0              | \$0              |
| Kaupo                     | \$0             | \$0              | \$0              |
| Keanae                    | \$0             | \$0              | \$0              |
| Kihei                     | \$235,000       | \$1,107,000      | \$0              |
| Kipahulu                  | \$0             | \$0              | \$0              |
| Kula/Ulupalakua/Kanaio    | \$600,000       | \$490,000        | \$660,000        |
| Lahaina                   | \$527,000       | \$280,000        | \$800,000        |
| Lanai                     | \$835,000       | \$20,000         | \$0              |
| Maalaea                   | \$0             | \$0              | \$0              |
| Makawao/Olinda/Haliimaile | \$0             | \$255,000        | \$280,000        |
| Maui Meadows              | \$0             | \$625,000        | \$490,000        |
| Molokai                   | \$175,000       | \$31,500         | \$147,000        |
| Nahiku                    | \$0             | \$0              | \$0              |
| Napili/Kahana/Honokowai   | \$975,000       | \$0              | \$0              |
| Olowalu                   | \$0             | \$0              | \$702,000        |
| Pukalani                  | \$305,000       | \$0              | \$0              |
| Sprecklesville/Paia/Kuau  | \$0             | \$0              | \$0              |
| Wailea/Makena             | \$4,587,500     | \$9,000,000      | \$1,550,000      |