



REALTORS®
*Association of
Maui, Inc.*

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February 7, 2010

Aloha all!

Attached are the **Maui January 2010 Sales Statistics**

ATTENTION HOME BUYERS!

Bringing the Dream of Homeownership Within Reach

As part of its plan to stimulate the U.S. housing market and address the economic challenges facing our nation, Congress has passed new legislation that:

- Extends the First-Time Home Buyer Tax Credit of up to \$8,000 to first-time home buyers until April 30, 2010.
- Expands the credit to grant up to \$6,500 credit to current home owners purchasing a new or existing home between November 7, 2009 and April 30, 2010.
- Income limits increased to \$125,000 for single buyers, married couples up to \$225,000.

For more information visit:

http://www.realtor.org/home_buyers_and_sellers/2009_first_time_home_buyer_tax_credit

Brief Maui Statistics Overview:

Pages 4 - January's Sales Volume – Residential Sales dropped to 46 following December's 17-month high (90 sales) possibly caused by Sellers/Buyers timing the transaction closing dates to fall in 2009 for tax reasons. Condo Sales dropped slightly to 71 sales (Dec. rose to 80 units similar to Residential for end of year). Land sales came in at 11 lots.

Page 5 - January's Median SALES prices - Homes slipped slightly to \$469,000 while Condos rose to \$424,000. Land rose to \$583,100.

Page 6 - Days on Market for Residential homes = 224 DOM, Condos = 240 DOM, Land = 245 DOM. (General DOM Note: this is the average DOM for the properties that SOLD. If predominantly OLD inventory sells, it can move this indicator upward, and vice versa. Also, RAM's Days on Market are calculated from List Date to Closing Date [not contract date]. As such, it includes approximately 60 days of escrow time.) Also – Short Sales transactions can often take 4-6 months to close thereby extending the marketplace's average DOM.

Pages 10 - 14 - "Year to Date Sales" numbers only compare January 2010 to January 2009. Short timeframe (monthly) views do not necessarily reflect the longer timeframe trends. Better overview is available from these pages at the end of each year such as 2009's Year End (Dec. 2009) available at: <http://www.ramaui.com/UserFiles/File/Stats/All-December2009.pdf>

Year to Date (Only Jan. '10 to Jan. '09): Residential unit sales rose (+48%), average sold price = \$763,437 (-12%), median price = \$469,000 (-16%) and total dollar volume sold = \$35,118,122 (+30%).
NOTE: January '09 Condo sales included 65 New sales at a luxury complex - Honua Kai - totaling 65 units, selling in a price range of \$4,400,000 to \$587,810. Avg. price was \$1,383,896, and median was \$1,250,000, for a total volume of \$89,953,286. This skews perception of Jan. 2010 numbers compared to '09.

Condo unit sales decreased (34%), average sold price = \$537,579 (-51%), median price = \$424,000 (-47%). Total Condo dollar volume sold = \$38,168,110 (-67%).

Land – NOTE: Land Lot sales are such a small sampling that statistics in this property class are not necessarily reliable indicators. Land lot sales increased (+267%), average sold price = \$528,391 (+340%), median price = \$583,100 (+733%), Total dollar volume = \$5,812,300 (+1515%).

Also, total sales for immediately past 12 months: Residential = 709, Condo = 798, Land = 117.

February 7, 2010 - Active/Pending/Contingent status inventory:

	Feb.	Jan.	Dec.	Nov.	Oct.	Sept.	Aug.	July	June	May	April	March
Homes	1,040	996	1,022	1,018	1,036	1,063	1,084	1,087	1,083	1,086	1,150	1,144
Condos	1,541	1,495	1,496	1,508	1,529	1,581	1,609	1,616	1,644	1,675	1,796	1,794
Land	561	522	585	592	603	606	615	644	656	648	662	667

Current Absorption Rate base on this month's inventory divided by January Sales is:
Residential = 22.6 months, Condo = 21.7 months, Land = 51 months.

IN A NUT SHELL..... the good, the bad..... AND THE ROAD AHEAD

The market seems to be getting its footing generally, although this month has several conflicting indicators. Sales numbers increased last month, dropped this month. Inventory was decreasing, yet bumped up this month. Median Prices bounce along the bottom. The inventory includes many short sales and REO (bank owned) properties which will need to be absorbed as sales before we can move ahead to a more normal marketplace, at which time prices will eventually start to rise. Interest Rates remain at historic record lows, however qualifications are stiffer.

FOR SELLERS: Sellers who don't really need to sell (just "fishing?") should stay off the market, and clear the marketplace for those who REALLY have to sell. UNLESS- you are motivated to Upsize, Downsize or Upgrade – While selling now will net less, your next property will cost less. Sharpen your pencil, talk to your CPA and Realtor® to explore the hidden benefits or consequences. Make no assumptions that will sting later.

To be successful, Sellers need to beat competing properties with better property condition, **REALISTIC pricing**, good marketing, and flexible, creative terms (Seller Second Loan, Agreement of Sale, Lease-with-option-to-buy, Sale-with-lease-back to seller). Days on Market figures show that properties priced right will sell in a reasonable timeframe. "Priced Right" is still the determining factor.

BEST Deals are selling, everything else is getting old.

Pro-Active Sellers are getting their properties **appraised, inspected and surveyed** in advance to encourage knowledgeable offers from realistic Buyers. This can prevent unanticipated escrow fallout or Buyers whittling your price down during the transaction when previously unknown facts come to light. **Unrealistic Sellers** continue to be **ignored** by the market and miss current opportunities that later become woefully apparent. They may even end up in a Short Sale or Foreclosure situation that could have been avoided.

FOR BUYERS: Continued low interest rates and Newly Extended first time/move-up **homebuyer incentives** provide plenty of options for Buyers who qualify. Buyers should get Pre-Approved so they can shop in confidence (fewer last minute disappointments due to non-funding loans).

More "short-sales" and foreclosures are happening in the marketplace, yet they can be less of a bargain than they seem, requiring more hurdles to leap and more time (often 4-6 months) to close, if at all. Be prepared, but BE REALISTIC.

First-Time Home Buyers – This is your opportunity to purchase. Don't let it pass you by....

See link on page 1, attend a First-Time Home Buyers workshop, get familiar with the process, get qualified/approved, do your homework to get your own home. Many current owners never thought they would be able to own until they attended a workshop, discovered they could, and are glad they did. This low point in the market is your rare chance, so check it out carefully.

Disclaimer: Zooming in on the figures of a specific geographic area or property type may lead to different conclusions than the overall view.

Maui's market place is much smaller than Oahu's, and a few high or low sales have a greater effect on the statistical numbers without necessarily indicating a big market swing one way or another.

For questions regarding today's market, please call RAM 2010 President, Bruce Faulkner at 808-575-5300

If you have any questions regarding hard numbers, call 808-270-4646.

Mahalo,

Terry Tolman

RAM Chief Staff Executive

Single Family Monthly Sales Volume

For Month Ending 1/31/2010

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	7	\$2,967,000	\$405,000	31	\$14,812,725	\$438,000	15	\$8,379,900	\$540,000
Haiku	1	\$250,000	\$250,000	5	\$2,669,500	\$448,500	0	\$0	\$0
Hana	1	\$750,000	\$750,000	1	\$1,165,000	\$1,165,000	0	\$0	\$0
Kaanapali	1	\$1,250,000	\$1,250,000	2	\$2,245,000	\$1,122,500	0	\$0	\$0
Kahakuloa	0	\$0	\$0	1	\$821,700	\$821,700	0	\$0	\$0
Kihei	10	\$4,634,122	\$419,256	19	\$14,177,150	\$435,000	8	\$6,234,900	\$662,500
Kula/Ulupalakua/Kanaio	3	\$1,314,000	\$469,000	8	\$7,062,000	\$825,000	1	\$810,000	\$810,000
Lahaina	4	\$3,855,000	\$795,000	4	\$6,049,000	\$1,215,000	1	\$1,250,000	\$1,250,000
Lanai	0	\$0	\$0	1	\$285,000	\$285,000	1	\$340,000	\$340,000
Makawao/Olinda/Haliimaile	2	\$750,000	\$375,000	5	\$1,746,000	\$345,000	0	\$0	\$0
Maui Meadows	2	\$1,295,000	\$647,500	0	\$0	\$0	0	\$0	\$0
Molokai	1	\$225,000	\$225,000	0	\$0	\$0	0	\$0	\$0
Napili/Kahana/Honokowai	2	\$1,375,000	\$687,500	2	\$1,534,000	\$767,000	1	\$788,000	\$788,000
Pukalani	7	\$4,192,000	\$510,000	4	\$2,036,000	\$467,000	1	\$445,000	\$445,000
Sprecklesville/Paia/Kuau	2	\$1,225,000	\$612,500	3	\$3,375,000	\$450,000	2	\$929,999	\$465,000
Wailea/Makena	3	\$11,036,000	\$3,500,000	4	\$6,365,000	\$1,700,000	1	\$7,750,000	\$7,750,000
Maui Summary :	46	\$35,118,122	\$469,000	90	\$64,343,075	\$477,000	31	\$26,927,799	\$558,000

Condominium Monthly Sales Volume

For Month Ending 1/31/2010

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	3	\$789,000	\$280,000	5	\$1,483,600	\$443,600	5	\$549,500	\$68,000
Kaanapali	8	\$7,070,000	\$722,500	11	\$22,650,000	\$1,500,000	69	\$92,923,286	\$1,173,810
Kapalua	5	\$7,447,500	\$840,000	4	\$8,195,000	\$1,385,000	1	\$620,000	\$620,000
Kihei	28	\$10,736,660	\$326,950	24	\$7,099,800	\$275,000	12	\$4,221,495	\$265,300
Lahaina	5	\$2,119,000	\$424,000	8	\$4,889,000	\$398,000	0	\$0	\$0
Maalaea	3	\$1,214,500	\$410,000	4	\$1,055,050	\$258,525	4	\$1,701,000	\$410,500
Molokai	1	\$59,000	\$59,000	0	\$0	\$0	2	\$575,000	\$287,500
Napili/Kahana/Honokowai	12	\$4,070,450	\$308,000	13	\$4,344,000	\$320,000	6	\$2,030,000	\$260,000
Pukalani	0	\$0	\$0	2	\$886,000	\$443,000	3	\$1,724,373	\$577,680
Wailea/Makena	6	\$4,662,000	\$682,500	10	\$13,326,742	\$770,000	6	\$13,007,000	\$2,074,500
Maui Summary :	71	\$38,168,110	\$424,000	81	\$63,929,192	\$399,000	108	117,351,654	\$805,000

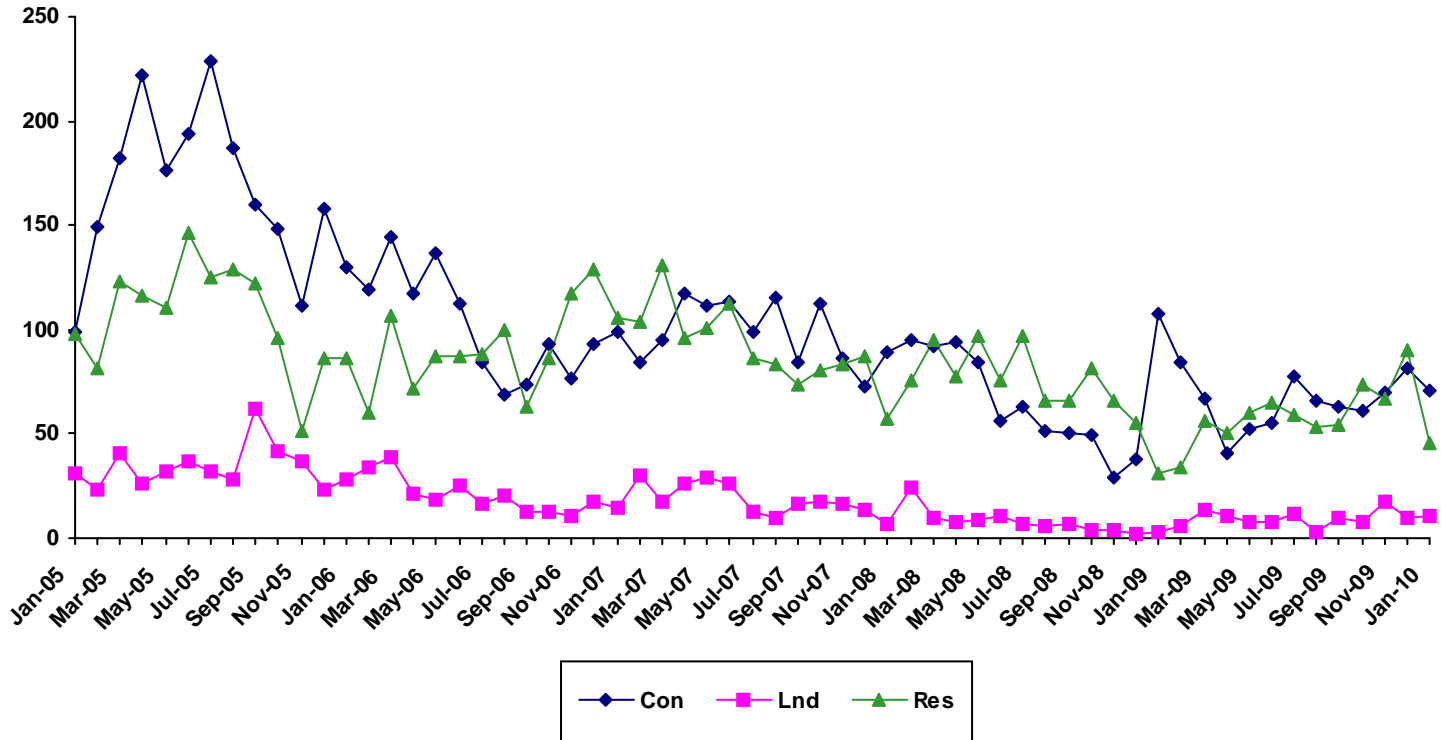
Land Monthly Sales Volume

For Month Ending 1/31/2010

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	2	\$290,000	\$145,000	3	\$850,000	\$180,000	0	\$0	\$0
Haiku	0	\$0	\$0	2	\$545,000	\$272,500	0	\$0	\$0
Hana	1	\$1,390,000	\$1,390,000	0	\$0	\$0	0	\$0	\$0
Kapalua	0	\$0	\$0	1	\$2,100,000	\$2,100,000	0	\$0	\$0
Kihei	0	\$0	\$0	2	\$590,000	\$295,000	0	\$0	\$0
Kula/Ulupalakua/Kanaio	1	\$250,000	\$250,000	1	\$775,000	\$775,000	2	\$320,000	\$160,000
Lahaina	5	\$3,207,800	\$627,200	0	\$0	\$0	0	\$0	\$0
Makawao/Olinda/Haliimaile	2	\$674,500	\$337,250	0	\$0	\$0	0	\$0	\$0
Molokai	0	\$0	\$0	0	\$0	\$0	1	\$40,000	\$40,000
Pukalani	0	\$0	\$0	1	\$530,000	\$530,000	0	\$0	\$0
Maui Summary :	11	\$5,812,300	\$583,100	10	\$5,390,000	\$362,500	3	\$360,000	\$70,000

Sales Volume By Month

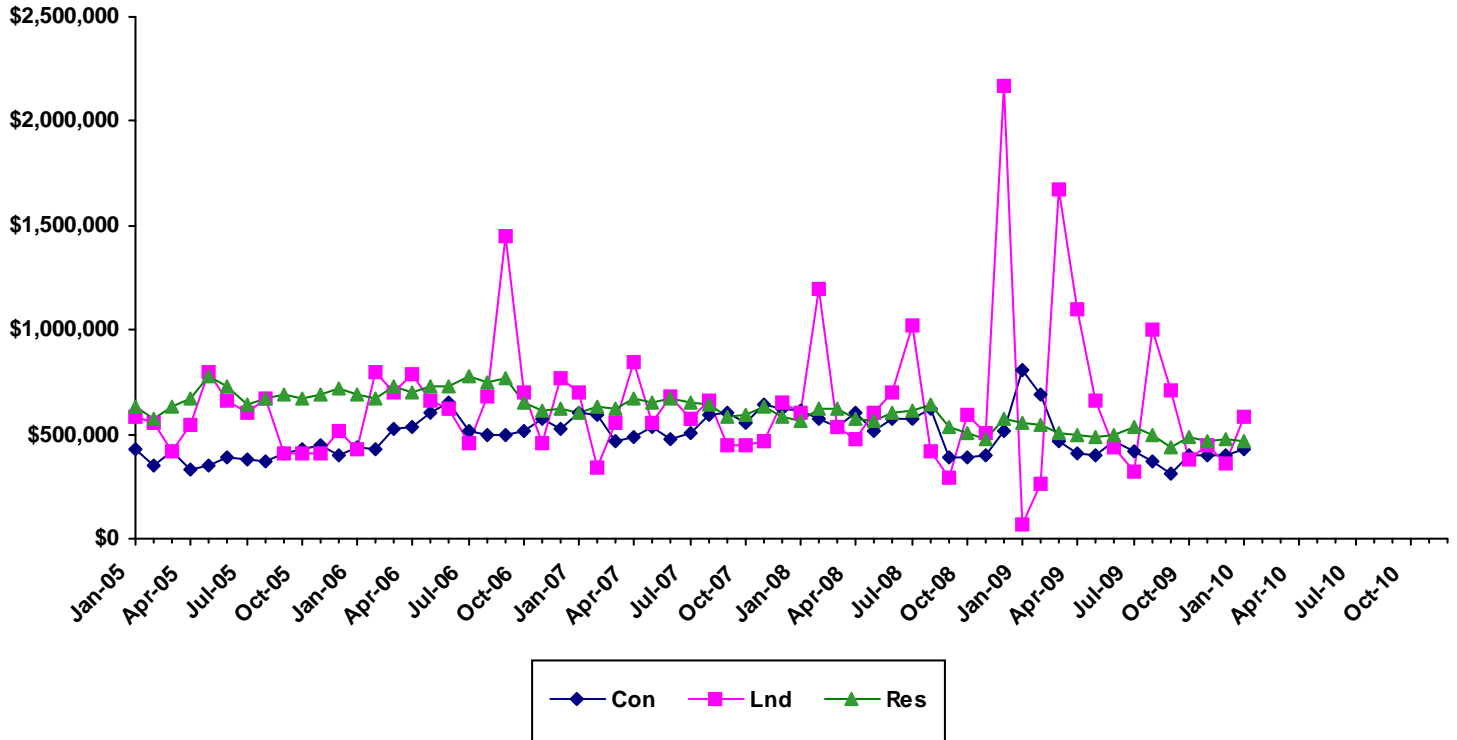
For Month Ending 1/31/2010



Month	2005			2006			2007			2008			2009			2010		
	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	98	99	31	86	130	28	106	99	15	57	89	7	31	108	3	46	71	11
Feb	81	149	23	60	119	34	104	84	30	76	95	24	34	84	6			
Mar	123	182	41	107	144	39	131	95	17	95	92	10	56	67	14			
Apr	116	222	26	72	117	21	96	117	26	78	94	8	50	41	11			
May	110	176	32	87	137	18	101	111	29	97	84	9	60	52	8			
Jun	146	194	37	87	112	25	112	113	26	76	56	11	65	55	8			
Jul	125	229	32	88	84	16	86	99	13	97	63	7	59	78	12			
Aug	129	187	28	100	69	20	83	115	10	66	51	6	53	66	3			
Sep	122	160	62	63	74	13	74	84	16	66	50	7	54	63	10			
Oct	96	148	42	86	93	13	80	112	17	81	49	4	74	61	8			
Nov	51	111	37	117	77	11	83	86	16	66	29	4	67	70	17			
Dec	86	158	23	129	93	17	87	73	14	55	38	2	90	81	10			

Sales Median By Month

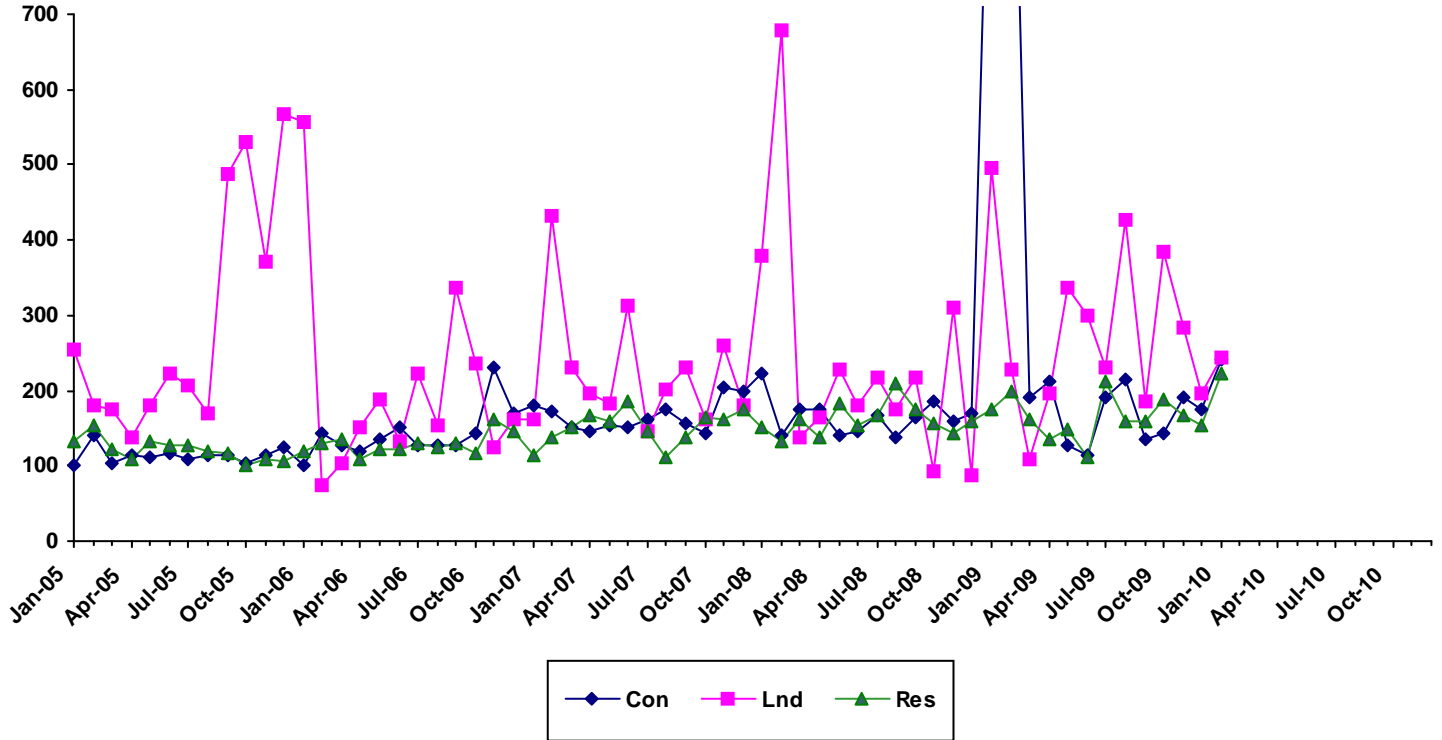
For Month Ending 1/31/2010



Month	2005			2006			2007			2008			2009			2010		
	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	632500	430000	584100	690500	433872	430000	602000	600000	700000	563225	610000	600000	558000	805000	70000	469000	424000	583100
Feb	575000	353523	550000	669500	430100	800000	635000	596000	342000	624391	575000	1195000	545000	692500	262500			
Mar	635000	416250	415000	725000	527625	701000	625000	469500	550000	620000	538500	537500	504500	468000	1669250			
Apr	674000	329500	547500	700000	539000	790000	671000	485000	843750	577500	600000	477000	497000	410000	1100000			
May	780000	352500	793750	729000	600000	657500	653746	531325	550000	567000	512500	600000	482500	399000	665000			
Jun	727500	387500	662145	725000	647000	625000	667000	475000	682500	606000	577500	700000	495000	469000	441000			
Jul	642600	380000	603479	780000	512500	452500	650000	510000	575000	610000	575000	1025000	532000	417000	322500			
Aug	670000	366500	667500	749500	495000	680000	639996	592000	662500	645000	625000	422505	500000	371250	999990			
Sep	687250	405000	405000	769000	494500	1450000	586000	599000	450000	537500	388500	290500	440000	307500	712500			
Oct	674500	429500	405000	650000	515000	700000	591000	552000	450000	510000	385000	590000	488500	400842	382450			
Nov	695000	450000	410000	609881	575000	460000	631900	640156	465000	475500	399000	507140	465000	399000	450000			
Dec	722500	402500	517500	625205	525000	767472	582002	626000	650000	570000	517000	2171300	477000	399000	362500			

Sales Days on Market By Month

For Month Ending 1/31/2010

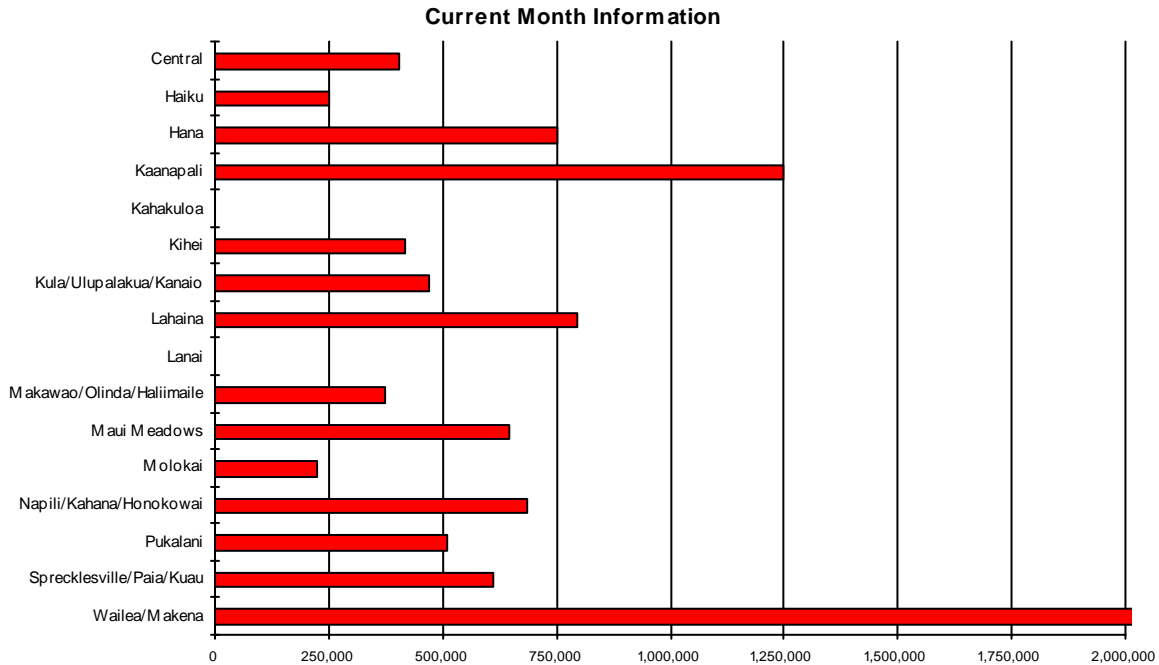


	2005			2006			2007			2008			2009			2010		
Month	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	132	102	255	121	102	558	113	180	162	151	223	379	176	1126	496	224	240	245
Feb	153	140	179	130	144	75	138	174	432	134	141	679	199	1152	228			
Mar	123	104	176	134	126	104	150	152	230	162	176	137	163	191	108			
Apr	110	113	139	108	121	152	167	145	197	138	175	164	137	211	195			
May	132	111	181	121	136	189	158	153	184	183	140	227	150	127	337			
Jun	128	116	224	123	151	133	186	152	314	154	147	180	111	115	300			
Jul	126	109	207	131	127	224	146	161	147	167	167	218	212	190	230			
Aug	119	115	170	125	126	153	112	175	203	209	138	174	159	216	427			
Sep	117	115	489	129	128	337	137	157	231	174	164	217	158	135	185			
Oct	101	103	530	116	144	236	165	143	163	158	186	93	190	143	384			
Nov	109	114	372	162	232	124	163	204	259	142	160	312	168	192	284			
Dec	106	126	568	145	170	161	176	200	181	159	169	88	154	175	196			

SOURCE: REALTORS Association of Maui - www.RAMaui.com
 MLS Sale data - Information deemed reliable, however not guaranteed

Single Family Median Prices by Area

For Month Ending 1/31/2010

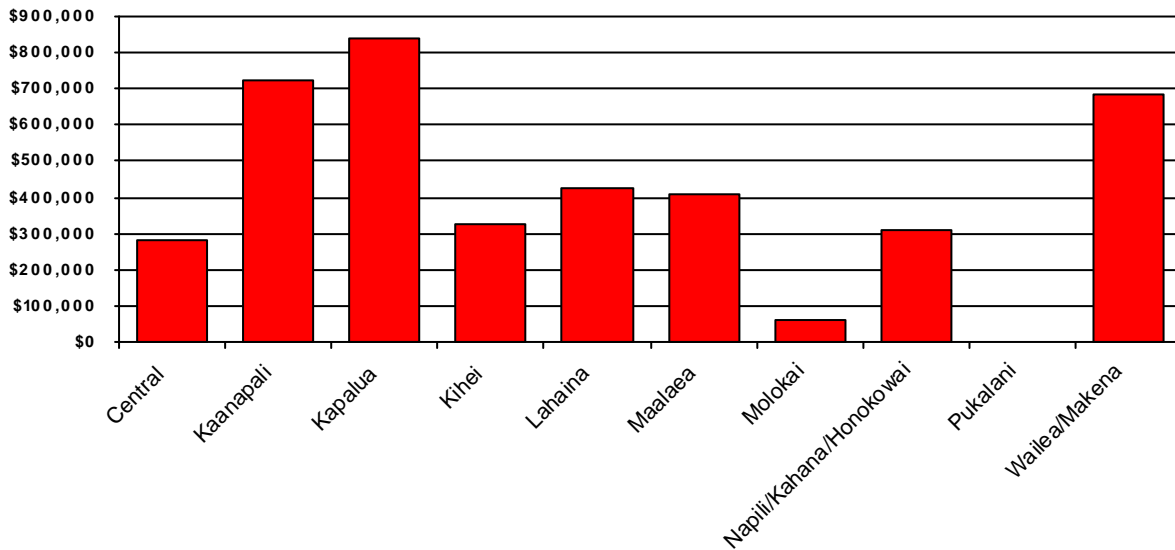


Area	Current Month	Previous Month	Year Ago Month
Central	\$405,000	\$438,000	\$540,000
Haiku	\$250,000	\$448,500	\$0
Hana	\$750,000	\$1,165,000	\$0
Kaanapali	\$1,250,000	\$1,122,500	\$0
Kahakuloa	\$0	\$821,700	\$0
Kihei	\$419,256	\$435,000	\$662,500
Kula/Ulupalakua/Kanaio	\$469,000	\$825,000	\$810,000
Lahaina	\$795,000	\$1,215,000	\$1,250,000
Lanai	\$0	\$285,000	\$340,000
Makawao/Olinda/Haliimaile	\$375,000	\$345,000	\$0
Maui Meadows	\$647,500	\$0	\$0
Molokai	\$225,000	\$0	\$0
Napili/Kahana/Honokowai	\$687,500	\$767,000	\$788,000
Pukalani	\$510,000	\$467,000	\$445,000
Sprecklesville/Paia/Kuau	\$612,500	\$450,000	\$465,000
Wailea/Makena	\$3,500,000	\$1,700,000	\$7,750,000

Condominium Median Prices by Area

For Month Ending 1/31/2010

Current Month Information

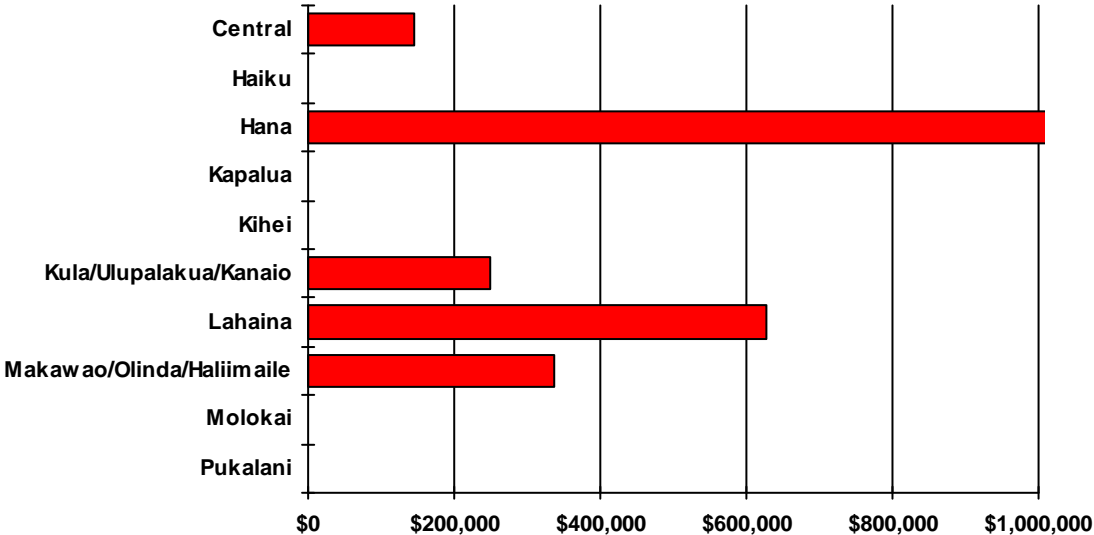


Area	Current Month	Previous Month	Year Ago Month
Central	\$280,000	\$443,600	\$68,000
Kaanapali	\$722,500	\$1,500,000	\$1,173,810
Kapalua	\$840,000	\$1,385,000	\$620,000
Kihei	\$326,950	\$275,000	\$265,300
Lahaina	\$424,000	\$398,000	\$0
Maalaea	\$410,000	\$258,525	\$410,500
Molokai	\$59,000	\$0	\$287,500
Napili/Kahana/Honokowai	\$308,000	\$320,000	\$260,000
Pukalani	\$0	\$443,000	\$577,680
Wailea/Makena	\$682,500	\$770,000	\$2,074,500

Land Median Prices by Area

For Month Ending 1/31/2010

Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$145,000	\$180,000	\$0
Haiku	\$0	\$272,500	\$0
Hana	\$1,390,000	\$0	\$0
Kapalua	\$0	\$2,100,000	\$0
Kihei	\$0	\$295,000	\$0
Kula/Ulupalakua/Kanaio	\$250,000	\$775,000	\$160,000
Lahaina	\$627,200	\$0	\$0
Makawao/Olinda/Haliimaile	\$337,250	\$0	\$0
Molokai	\$0	\$0	\$40,000
Pukalani	\$0	\$530,000	\$0

Single Family Year To Date Sales Information

Comparing 1/1/2010 thru 1/31/2010 with 1/1/2009 thru 1/31/2009

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	7	15	-8	-53%	\$423,857	\$558,660	-24%	\$405,000	\$540,000	-25%	\$2,967,000	\$8,379,900	-65%
Haiku	1	0	1	N/A	\$250,000	\$0	N/A	\$250,000	\$0	N/A	\$250,000	\$0	N/A
Hana	1	0	1	N/A	\$750,000	\$0	N/A	\$750,000	\$0	N/A	\$750,000	\$0	N/A
Kaanapali	1	0	1	N/A	\$1,250,000	\$0	N/A	\$1,250,000	\$0	N/A	\$1,250,000	\$0	N/A
Kahakuloa	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kapalua	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kihei	10	8	2	25%	\$463,412	\$779,363	-41%	\$419,256	\$662,500	-37%	\$4,634,122	\$6,234,900	-26%
Kula/Ulupalakua/Kanaio	3	1	2	200%	\$438,000	\$810,000	-46%	\$469,000	\$810,000	-42%	\$1,314,000	\$810,000	62%
Lahaina	4	1	3	300%	\$963,750	\$1,250,000	-23%	\$795,000	\$1,250,000	-36%	\$3,855,000	\$1,250,000	208%
Lanai	0	1	-1	-100%	\$0	\$340,000	-100%	\$0	\$340,000	-100%	\$0	\$340,000	-100%
Makawao/Olinda/Haliimaile	2	0	2	N/A	\$375,000	\$0	N/A	\$375,000	\$0	N/A	\$750,000	\$0	N/A
Maui Meadows	2	0	2	N/A	\$647,500	\$0	N/A	\$647,500	\$0	N/A	\$1,295,000	\$0	N/A
Molokai	1	0	1	N/A	\$225,000	\$0	N/A	\$225,000	\$0	N/A	\$225,000	\$0	N/A
Nahiku	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Napili/Kahana/Honokowai	2	1	1	100%	\$687,500	\$788,000	-13%	\$687,500	\$788,000	-13%	\$1,375,000	\$788,000	74%
Olowalu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Pukalani	7	1	6	600%	\$598,857	\$445,000	35%	\$510,000	\$445,000	15%	\$4,192,000	\$445,000	842%
Sprecklesville/Paia/Kuau	2	2	0	0%	\$612,500	\$465,000	32%	\$612,500	\$465,000	32%	\$1,225,000	\$929,999	32%
Wailea/Makena	3	1	2	200%	\$3,678,667	\$7,750,000	-53%	\$3,500,000	\$7,750,000	-55%	\$11,036,000	\$7,750,000	42%
Maui Summary:	46	31	15	48%	\$763,437	\$868,639	-12%	\$469,000	\$558,000	-16%	\$35,118,122	\$26,927,799	30%

Condominium Year To Date Sales Information

Comparing 1/1/2010 thru 1/31/2010 with 1/1/2009 thru 1/31/2009

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	3	5	-2	-40%	\$263,000	\$109,900	139%	\$280,000	\$68,000	312%	\$789,000	\$549,500	44%
Hana	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kaanapali	8	69	-61	-88%	\$883,750	\$1,346,714	-34%	\$722,500	\$1,173,810	-38%	\$7,070,000	\$92,923,286	-92%
Kapalua	5	1	4	400%	\$1,489,500	\$620,000	140%	\$840,000	\$620,000	35%	\$7,447,500	\$620,000	1101%
Kihei	28	12	16	133%	\$383,452	\$351,791	9%	\$326,950	\$265,300	23%	\$10,736,660	\$4,221,495	154%
Lahaina	5	0	5	N/A	\$423,800	\$0	N/A	\$424,000	\$0	N/A	\$2,119,000	\$0	N/A
Lanai	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Maalaea	3	4	-1	-25%	\$404,833	\$425,250	-5%	\$410,000	\$410,500	0%	\$1,214,500	\$1,701,000	-29%
Molokai	1	2	-1	-50%	\$59,000	\$287,500	-79%	\$59,000	\$287,500	-79%	\$59,000	\$575,000	-90%
Napili/Kahana/Honokowai	12	6	6	100%	\$339,204	\$338,333	0%	\$308,000	\$260,000	18%	\$4,070,450	\$2,030,000	101%
Pukalani	0	3	-3	-100%	\$0	\$574,791	-100%	\$0	\$577,680	-100%	\$0	\$1,724,373	-100%
Wailea/Makena	6	6	0	0%	\$777,000	\$2,167,833	-64%	\$682,500	\$2,074,500	-67%	\$4,662,000	\$13,007,000	-64%
Maui Summary:	71	108	-37	-34%	\$537,579	\$1,086,589	-51%	\$424,000	\$805,000	-47%	\$38,168,110	\$117,351,654	-67%

Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2010 thru 1/31/2010 with 1/1/2009 thru 1/31/2009

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	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	3	5	-2	-40%	\$263,000	\$109,900	139%	\$280,000	\$68,000	312%	\$789,000	\$549,500	44%
Hana	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kaanapali	8	68	-60	-88%	\$883,750	\$1,361,078	-35%	\$722,500	\$1,211,905	-40%	\$7,070,000	\$92,553,286	-92%
Kapalua	5	1	4	400%	\$1,489,500	\$620,000	140%	\$840,000	\$620,000	35%	\$7,447,500	\$620,000	1101%
Kihei	28	11	17	155%	\$383,452	\$359,227	7%	\$326,950	\$260,600	25%	\$10,736,660	\$3,951,495	172%
Lahaina	5	0	5	N/A	\$423,800	\$0	N/A	\$424,000	\$0	N/A	\$2,119,000	\$0	N/A
Lanai	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Maalaea	3	3	0	0%	\$404,833	\$450,000	-10%	\$410,000	\$470,000	-13%	\$1,214,500	\$1,350,000	-10%
Molokai	1	2	-1	-50%	\$59,000	\$287,500	-79%	\$59,000	\$287,500	-79%	\$59,000	\$575,000	-90%
Napili/Kahana/Honokowai	10	2	8	400%	\$364,045	\$661,500	-45%	\$347,500	\$661,500	-47%	\$3,640,450	\$1,323,000	175%
Pukalani	0	3	-3	-100%	\$0	\$574,791	-100%	\$0	\$577,680	-100%	\$0	\$1,724,373	-100%
Wailea/Makena	6	6	0	0%	\$777,000	\$2,167,833	-64%	\$682,500	\$2,074,500	-67%	\$4,662,000	\$13,007,000	-64%
Maui Summary:	69	101	-32	-32%	\$546,929	\$1,145,086	-52%	\$425,000	\$885,000	-52%	\$37,738,110	\$115,653,654	-67%

Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2010 thru 1/31/2010 with 1/1/2009 thru 1/31/2009

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	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
Kaanapali	0	1	-1	-100%	\$0	\$370,000	-100%	\$0	\$370,000	-100%	\$0	\$370,000	-100%
Kihei	0	1	-1	-100%	\$0	\$270,000	-100%	\$0	\$270,000	-100%	\$0	\$270,000	-100%
Lahaina	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Maalaea	0	1	-1	-100%	\$0	\$351,000	-100%	\$0	\$351,000	-100%	\$0	\$351,000	-100%
Napili/Kahana/Honokowai	2	4	-2	-50%	\$215,000	\$176,750	22%	\$215,000	\$138,500	55%	\$430,000	\$707,000	-39%
Maui Summary:	2	7	-5	-71%	\$215,000	\$242,571	-11%	\$215,000	\$270,000	-20%	\$430,000	\$1,698,000	-75%

Land Year To Date Sales Information

Comparing 1/1/2010 thru 1/31/2010 with 1/1/2009 thru 1/31/2009

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	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	2	0	2	N/A	\$145,000	\$0	N/A	\$145,000	\$0	N/A	\$290,000	\$0	N/A
Haiku	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Hana	1	0	1	N/A	\$1,390,000	\$0	N/A	\$1,390,000	\$0	N/A	\$1,390,000	\$0	N/A
Kaanapali	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kapalua	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kihei	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kipahulu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kula/Ulupalakua/Kanaio	1	2	-1	-50%	\$250,000	\$160,000	56%	\$250,000	\$160,000	56%	\$250,000	\$320,000	-22%
Lahaina	5	0	5	N/A	\$641,560	\$0	N/A	\$627,200	\$0	N/A	\$3,207,800	\$0	N/A
Makawao/Olinda/Haliimaile	2	0	2	N/A	\$337,250	\$0	N/A	\$337,250	\$0	N/A	\$674,500	\$0	N/A
Molokai	0	1	-1	-100%	\$0	\$40,000	-100%	\$0	\$40,000	-100%	\$0	\$40,000	-100%
Nahiku	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Napili/Kahana/Honokowai	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Olowalu	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Pukalani	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Wailea/Makena	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Maui Summary:	11	3	8	267%	\$528,391	\$120,000	340%	\$583,100	\$70,000	733%	\$5,812,300	\$360,000	1515%