



**REALTORS<sup>®</sup>**  
*Association of*  
*Maui, Inc.*

441 Ala Makani Place  
 Kahului, Maui, HI 96732-3507  
 Phone: 808-873-8585 ~ Fax: 808-871-8911  
 Direct: 808-270-4646  
 E-mail: Terry@RAMaui.com

June 11, 2010  
 Aloha all!

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

**Brief Maui Statistics Overview:**

**Pages 4 - May's Sales Volume** – Residential Sales held strong with 81 homes sold, while Condo Sales had 104 units sold. **NOTE: This month's condo figures includes 29 New Developer sales in a variety of projects island-wide ranging from \$339,990 to \$3,913,000 which affect both Average and Median Condo prices.** Land sales rose to 16 lots.

**Page 5 - May's Median SALES prices** - Homes came in at \$442,000 while Condos declined to \$412,500. Land median price was \$547,500.

**Page 6 - Days on Market** for Residential homes = 132 DOM, Condos = 192 DOM, Land = 200 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. 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 – May 2010 to January – May 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: Residential unit** sales rose (+49%), average sold price = \$774,690 (+5%), median price = \$460,000 (-9%) and total dollar volume sold = \$267,267,952 (+57%).

**Condo unit** sales increased (59%), average sold price = \$783,515 (-9%), median price = \$427,750 (-34%). Total Condo dollar volume sold = \$438,768,246 (+45%).

**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 (+48%), average sold price = \$564,471 (-62%), median price = \$530,000 (-36%), Total dollar volume = \$34,997,200 (-44%).

**Also, total sales for immediately past 12 months: Residential = 805, Condo = 1031, Land = 131.**

**June 11, 2010 - Active/Pending/Contingent status inventory:**

	June	May	April	Mar.	Feb.	Jan.	Dec.	Nov.	Oct.	Sept.	Aug.	July	June
<b>Homes</b>	<b>1,007</b>	1,040	1,059	1,043	1,040	996	1,022	1,018	1,036	1,063	1,084	1,087	1,083
<b>Condos</b>	<b>1,423</b>	1,449	1,494	1,567	1,541	1,495	1,496	1,508	1,529	1,581	1,609	1,616	1,644
<b>Land</b>	<b>591</b>	579	585	568	561	522	585	592	603	606	615	644	656

**Current Absorption Rate base on this month's inventory divided by May Sales is:**  
**Residential = 12.4 months, Condo = 13.6 months, Land = 36.9 months.**

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

The market is starting to turn, indicated by the recent increase in unit sales. While the Homebuyer Tax Credit program has ended, the resulting sales (closings) through May and June still show in this month's statistics. Anecdotal evidence from Agents, Lenders and Escrow personnel indicate that a good portion of the transactions in process (not yet closed) are outside of the Tax Credit program and that there is strong buyer-showing activity which should result in future sales. 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 start to rise. Interest Rates are remaining near historic record lows which may help motivate would-be Buyers to go ahead and buy.

**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, and 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: Low interest rates** may start to inch up. 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** – **While the Tax-Credit program has expired, many other programs are available.....** 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 5/31/2010

---

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	30	\$12,453,375	\$408,450	26	\$11,141,400	\$427,950	24	\$11,297,355	\$461,000
Haiku	4	\$3,935,000	\$697,500	2	\$685,000	\$342,500	2	\$1,130,000	\$565,000
Kaanapali	1	\$4,500,000	\$4,500,000	5	\$5,960,000	\$965,000	1	\$1,400,000	\$1,400,000
Kapalua	2	\$6,900,000	\$3,450,000	0	\$0	\$0	0	\$0	\$0
Kihei	15	\$8,088,984	\$501,000	20	\$11,574,229	\$484,273	10	\$6,449,900	\$568,000
Kula/Ulupalakua/Kanaio	6	\$3,303,500	\$500,000	7	\$5,299,000	\$540,000	4	\$2,175,000	\$430,000
Lahaina	4	\$3,719,000	\$410,000	6	\$8,088,000	\$1,607,500	3	\$3,026,000	\$1,025,000
Lanai	0	\$0	\$0	2	\$468,000	\$234,000	1	\$285,000	\$285,000
Makawao/Olinda/Haliimaile	6	\$2,239,500	\$379,500	4	\$1,969,000	\$472,500	3	\$1,493,200	\$525,700
Maui Meadows	3	\$2,775,000	\$775,000	2	\$1,590,000	\$795,000	0	\$0	\$0
Molokai	0	\$0	\$0	4	\$3,041,000	\$526,000	0	\$0	\$0
Napili/Kahana/Honokowai	1	\$799,000	\$799,000	2	\$1,735,000	\$867,500	2	\$1,661,500	\$830,750
Olowalu	0	\$0	\$0	0	\$0	\$0	1	\$3,750,000	\$3,750,000
Pukalani	4	\$2,494,000	\$429,500	5	\$2,379,900	\$420,000	5	\$2,684,000	\$449,000
Sprecklesville/Paia/Kuau	0	\$0	\$0	3	\$1,509,000	\$530,000	1	\$490,000	\$490,000
Wailea/Makena	5	\$22,043,000	\$1,265,000	2	\$21,550,000	0,775,000	3	\$3,824,000	\$1,425,000
<b>Maui Summary :</b>	<b>81</b>	<b>\$73,250,359</b>	<b>\$442,000</b>	<b>90</b>	<b>\$76,989,529</b>	<b>\$470,000</b>	<b>60</b>	<b>\$39,665,955</b>	<b>\$482,500</b>

---

## Condominium Monthly Sales Volume

For Month Ending 5/31/2010

---

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	13	\$2,977,830	\$265,000	10	\$1,346,300	\$92,650	8	\$1,116,500	\$118,750
Kaanapali	23	\$30,737,850	\$871,500	54	\$65,550,150	\$810,000	4	\$4,810,000	\$1,092,500
Kapalua	2	\$7,213,000	\$3,606,500	2	\$1,460,000	\$730,000	1	\$1,505,000	\$1,505,000
Kihei	27	\$12,486,950	\$327,500	51	\$14,895,500	\$250,000	22	\$8,378,715	\$285,000
Lahaina	8	\$2,665,250	\$398,000	4	\$2,451,000	\$588,000	4	\$1,709,000	\$404,500
Maalaea	5	\$1,281,000	\$246,000	5	\$2,290,000	\$450,000	2	\$774,000	\$387,000
Molokai	2	\$323,000	\$161,500	6	\$956,000	\$160,000	1	\$84,000	\$84,000
Napili/Kahana/Honokowai	9	\$2,970,400	\$300,000	17	\$5,692,950	\$285,000	2	\$855,500	\$427,750
Wailea/Makena	15	\$41,609,999	\$950,000	13	\$18,761,965	\$975,000	8	\$9,230,000	\$790,000
<b>Maui Summary :</b>	<b>104</b>	<b>\$102,265,279</b>	<b>\$412,500</b>	<b>162</b>	<b>\$113,403,865</b>	<b>\$450,000</b>	<b>52</b>	<b>\$28,462,715</b>	<b>\$399,000</b>

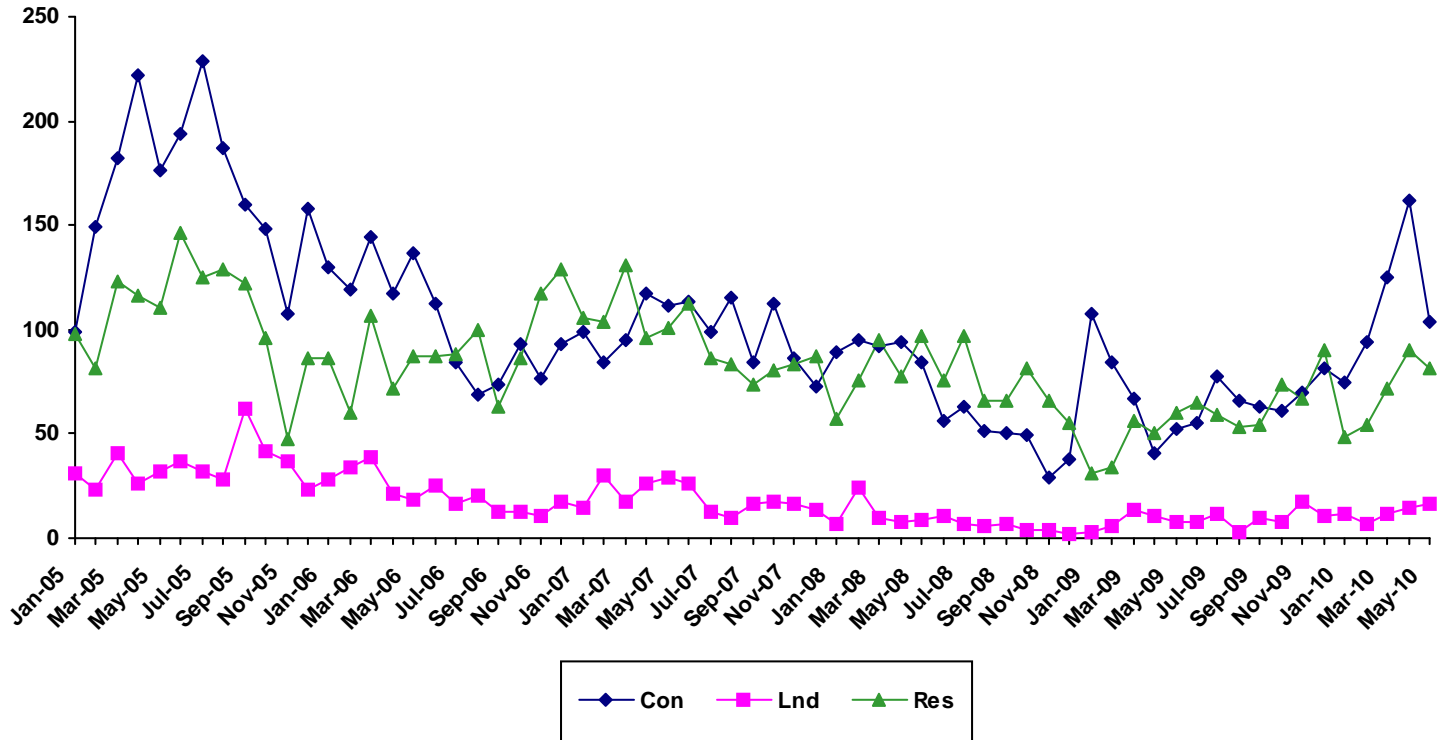
## Land Monthly Sales Volume

For Month Ending 5/31/2010

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	4	\$2,440,000	\$480,000	2	\$382,500	\$191,250	2	\$740,000	\$370,000
Haiku	2	\$830,000	\$415,000	5	\$2,405,000	\$450,000	2	\$1,245,000	\$622,500
Kaanapali	1	\$475,000	\$475,000	1	\$540,000	\$540,000	0	\$0	\$0
Kihei	0	\$0	\$0	1	\$610,000	\$610,000	0	\$0	\$0
Kula/Ulupalakua/Kanaio	1	\$230,000	\$230,000	1	\$665,000	\$665,000	0	\$0	\$0
Lahaina	4	\$3,545,000	\$872,500	1	\$725,000	\$725,000	1	\$1,050,000	\$1,050,000
Makawao/Olinda/Haliimaile	0	\$0	\$0	1	\$700,000	\$700,000	0	\$0	\$0
Maui Meadows	1	\$575,000	\$575,000	0	\$0	\$0	0	\$0	\$0
Molokai	2	\$244,500	\$122,250	0	\$0	\$0	0	\$0	\$0
Nahiku	1	\$520,000	\$520,000	0	\$0	\$0	0	\$0	\$0
Napili/Kahana/Honokowai	0	\$0	\$0	0	\$0	\$0	1	\$485,000	\$485,000
Wailea/Makena	0	\$0	\$0	3	\$3,001,000	\$1,295,000	2	\$2,940,000	\$1,470,000
<b>Maui Summary :</b>	<b>16</b>	<b>\$8,859,500</b>	<b>\$547,500</b>	<b>15</b>	<b>\$9,028,500</b>	<b>\$540,000</b>	<b>8</b>	<b>\$6,460,000</b>	<b>\$665,000</b>

# Sales Volume By Month

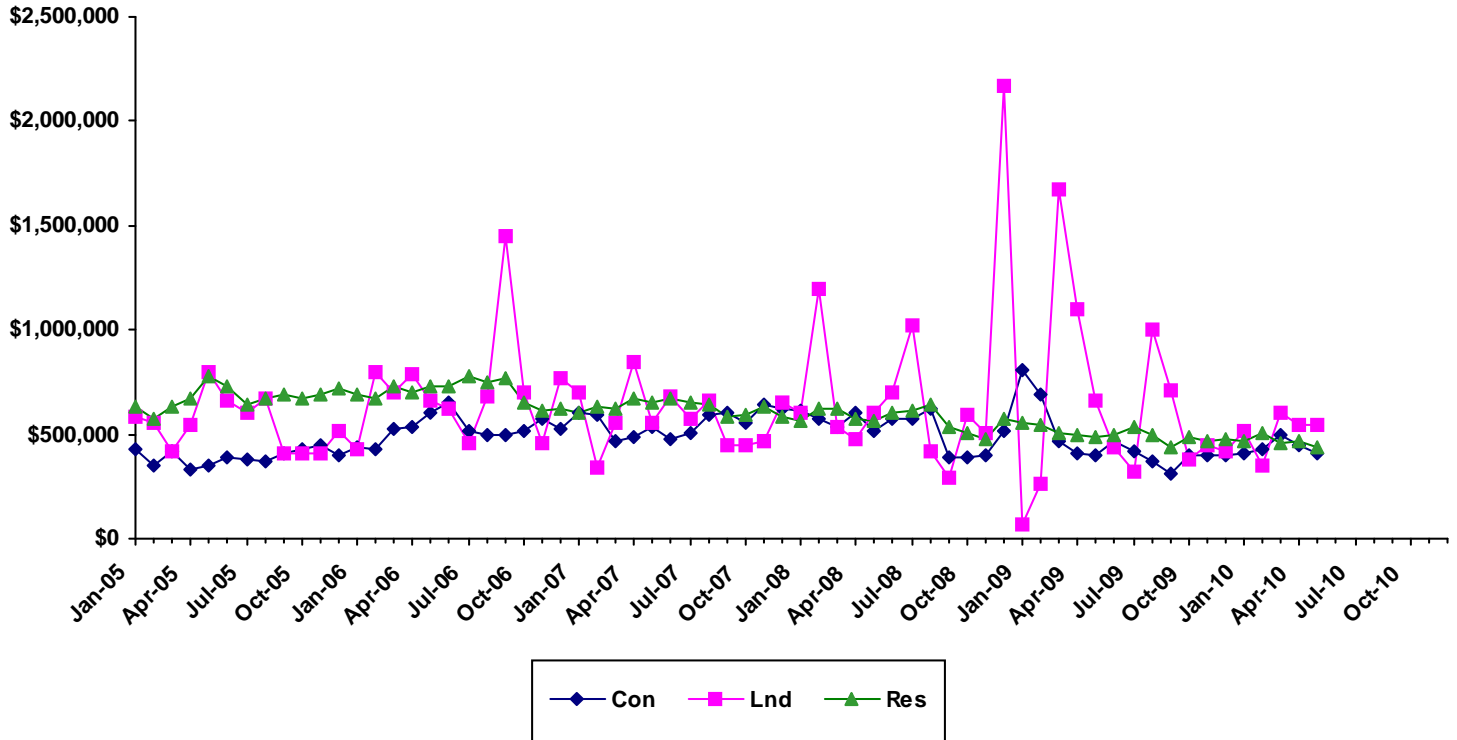
For Month Ending 5/31/2010



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	48	75	12
Feb	81	149	23	60	119	34	104	84	30	76	95	24	34	84	6	54	94	7
Mar	123	182	41	107	144	39	131	95	17	95	92	10	56	67	14	72	125	12
Apr	116	222	26	72	117	21	96	117	26	78	94	8	50	41	11	90	162	15
May	110	176	32	87	137	18	101	111	29	97	84	9	60	52	8	81	104	16
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	47	108	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	11			

# Sales Median By Month

For Month Ending 5/31/2010

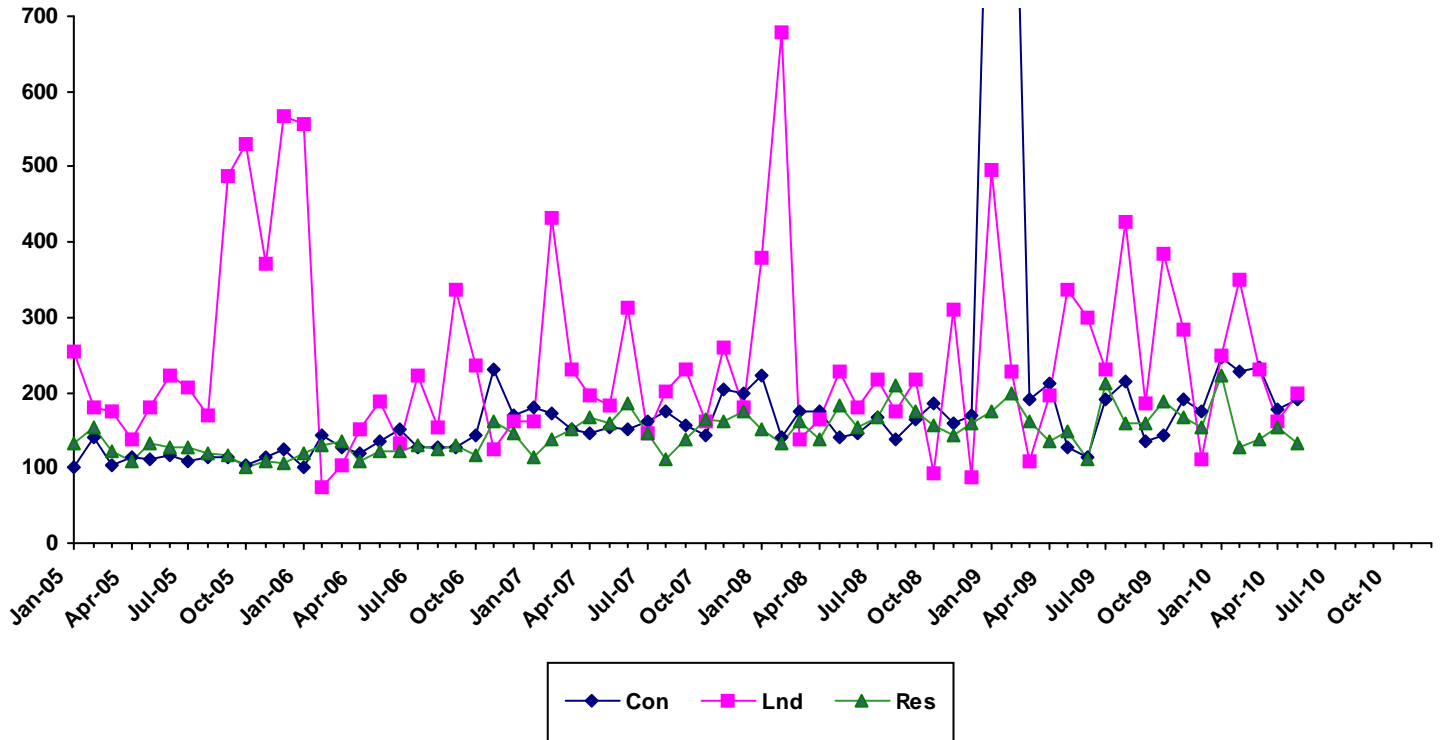


Month	2005			2006			2007			2008			2009			2010		
	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	632500	430000	584100	690500	433872	430000	602000	600000	700000	563225	610000	600000	558000	805000	70000	464500	404000	516300
Feb	575000	353523	550000	669500	430100	800000	635000	596000	342000	624391	575000	1195000	545000	692500	262500	504150	429000	350000
Mar	635000	416250	415000	725000	527625	701000	625000	469500	550000	620000	538500	537500	504500	468000	1669250	460000	499000	600000
Apr	674000	329500	547500	700000	539000	790000	671000	485000	843750	577500	600000	477000	497000	410000	1100000	470000	450000	540000
May	780000	352500	793750	729000	600000	657500	653746	531325	550000	567000	512500	600000	482500	399000	665000	442000	412500	547500
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	420000			

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

## Sales Days on Market By Month

For Month Ending 5/31/2010

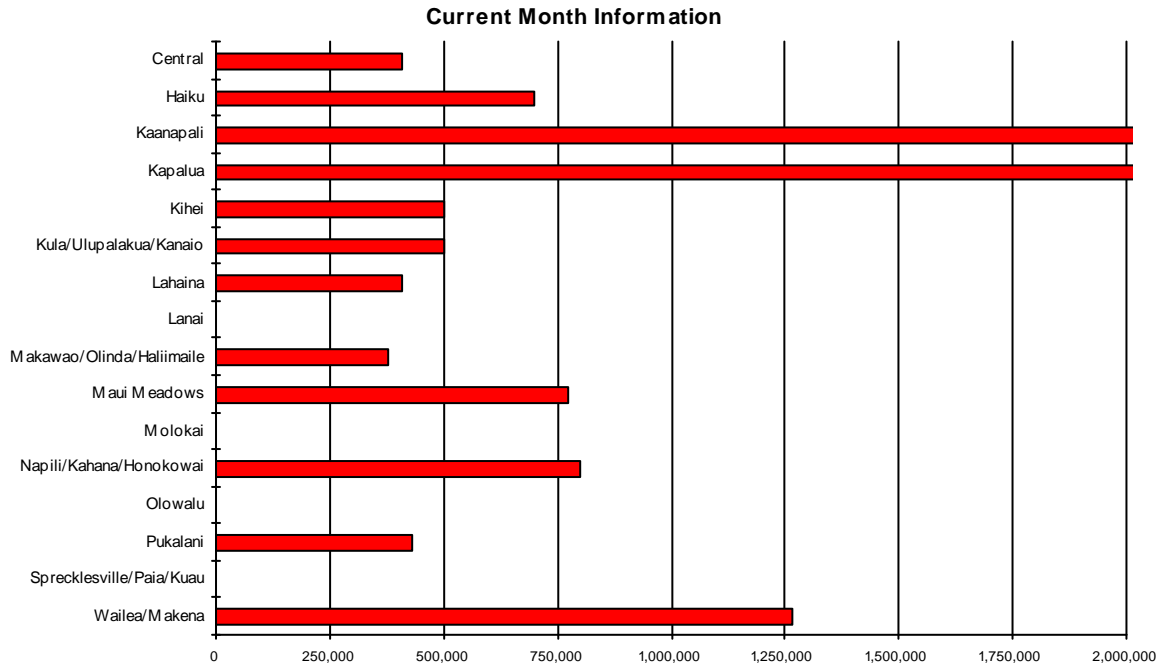


	2005			2006			2007			2008			2009			2010		
Month	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	132	102	255	121	102	558	113	180	162	151	223	379	176	1126	496	224	247	248
Feb	153	140	179	130	144	75	138	174	432	134	141	679	199	1152	228	127	228	351
Mar	123	104	176	134	126	104	150	152	230	162	176	137	163	191	108	138	233	230
Apr	110	113	139	108	121	152	167	145	197	138	175	164	137	211	195	153	179	162
May	132	111	181	121	136	189	158	153	184	183	140	227	150	127	337	132	192	200
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	111			

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 Month Ending 5/31/2010

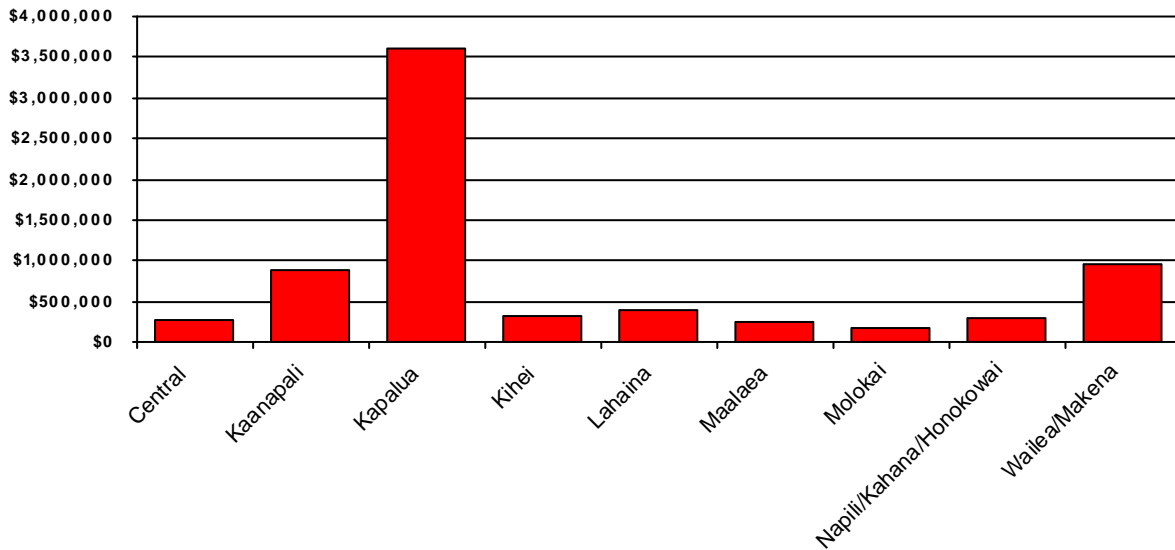


Area	Current Month	Previous Month	Year Ago Month
Central	\$408,450	\$427,950	\$461,000
Haiku	\$697,500	\$342,500	\$565,000
Kaanapali	\$4,500,000	\$965,000	\$1,400,000
Kapalua	\$3,450,000	\$0	\$0
Kihei	\$501,000	\$484,273	\$568,000
Kula/Ulupalakua/Kanaio	\$500,000	\$540,000	\$430,000
Lahaina	\$410,000	\$1,607,500	\$1,025,000
Lanai	\$0	\$234,000	\$285,000
Makawao/Olinda/Haliimaile	\$379,500	\$472,500	\$525,700
Maui Meadows	\$775,000	\$795,000	\$0
Molokai	\$0	\$526,000	\$0
Napili/Kahana/Honokowai	\$799,000	\$867,500	\$830,750
Olowalu	\$0	\$0	\$3,750,000
Pukalani	\$429,500	\$420,000	\$449,000
Sprecklesville/Paia/Kuau	\$0	\$530,000	\$490,000
Wailea/Makena	\$1,265,000	\$10,775,000	\$1,425,000

# Condominium Median Prices by Area

For Month Ending 5/31/2010

Current Month Information

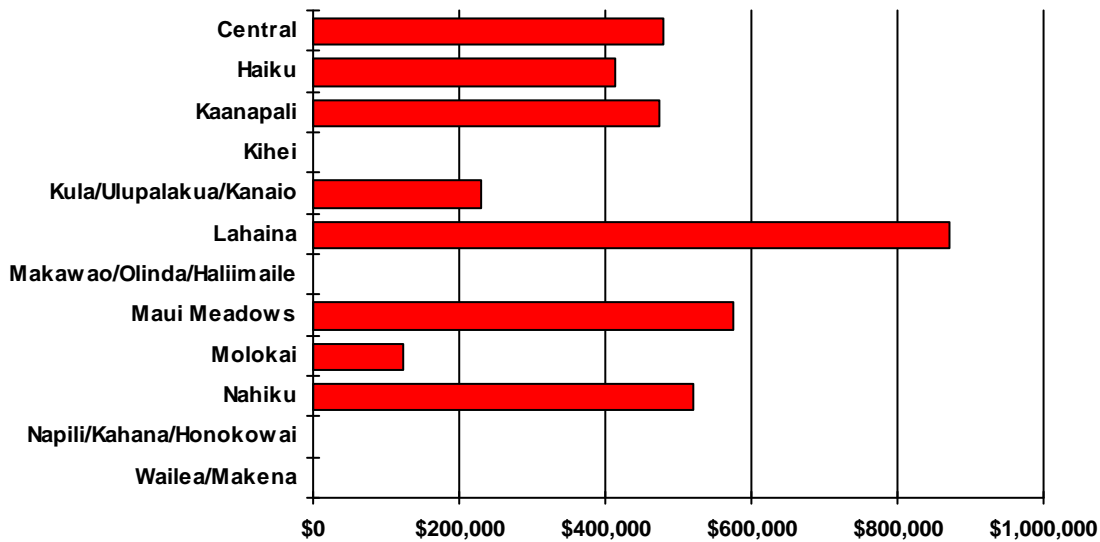


Area	Current Month	Previous Month	Year Ago Month
Central	\$265,000	\$92,650	\$118,750
Kaanapali	\$871,500	\$810,000	\$1,092,500
Kapalua	\$3,606,500	\$730,000	\$1,505,000
Kihei	\$327,500	\$250,000	\$285,000
Lahaina	\$398,000	\$588,000	\$404,500
Maalaea	\$246,000	\$450,000	\$387,000
Molokai	\$161,500	\$160,000	\$84,000
Napili/Kahana/Honokowai	\$300,000	\$285,000	\$427,750
Wailea/Makena	\$950,000	\$975,000	\$790,000

# Land Median Prices by Area

For Month Ending 5/31/2010

## Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$480,000	\$191,250	\$370,000
Haiku	\$415,000	\$450,000	\$622,500
Kaanapali	\$475,000	\$540,000	\$0
Kihei	\$0	\$610,000	\$0
Kula/Ulupalakua/Kanaio	\$230,000	\$665,000	\$0
Lahaina	\$872,500	\$725,000	\$1,050,000
Makawao/Olinda/Haliimaile	\$0	\$700,000	\$0
Maui Meadows	\$575,000	\$0	\$0
Molokai	\$122,250	\$0	\$0
Nahiku	\$520,000	\$0	\$0
Napili/Kahana/Honokowai	\$0	\$0	\$485,000
Wailea/Makena	\$0	\$1,295,000	\$1,470,000

## Single Family Year To Date Sales Information

Comparing 1/1/2010 thru 5/31/2010 with 1/1/2009 thru 5/31/2009

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
<b>Central</b>	107	93	14	15%	\$428,225	\$513,259	-17%	\$430,000	\$480,000	-10%	\$45,820,110	\$47,733,049	-4%
<b>Haiku</b>	18	8	10	125%	\$620,056	\$594,375	4%	\$520,000	\$652,500	-20%	\$11,161,000	\$4,755,000	135%
<b>Hana</b>	1	1	0	0%	\$750,000	\$1,200,000	-38%	\$750,000	\$1,200,000	-38%	\$750,000	\$1,200,000	-38%
<b>Kaanapali</b>	9	4	5	125%	\$1,606,667	\$1,393,750	15%	\$1,250,000	\$1,450,000	-14%	\$14,460,000	\$5,575,000	159%
<b>Kahakuloa</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kapalua</b>	2	3	-1	-33%	\$3,450,000	\$2,125,000	62%	\$3,450,000	\$2,325,000	48%	\$6,900,000	\$6,375,000	8%
<b>Kihei</b>	71	39	32	82%	\$528,312	\$688,562	-23%	\$449,000	\$520,000	-14%	\$37,510,142	\$26,853,919	40%
<b>Kula/Ulupalakua/Kanaio</b>	22	14	8	57%	\$599,523	\$574,500	4%	\$491,000	\$457,050	7%	\$13,189,500	\$8,043,000	64%
<b>Lahaina</b>	17	12	5	42%	\$1,007,406	\$958,850	5%	\$550,000	\$830,500	-34%	\$17,125,900	\$11,506,200	49%
<b>Lanai</b>	4	4	0	0%	\$328,250	\$1,226,250	-73%	\$264,000	\$312,500	-16%	\$1,313,000	\$4,905,000	-73%
<b>Makawao/Olinda/Haliimaile</b>	20	8	12	150%	\$519,885	\$464,783	12%	\$399,500	\$489,500	-18%	\$10,397,700	\$3,718,260	180%
<b>Maui Meadows</b>	10	1	9	900%	\$848,000	\$675,000	26%	\$737,500	\$675,000	9%	\$8,480,000	\$675,000	1156%
<b>Molokai</b>	5	2	3	150%	\$653,200	\$257,500	154%	\$450,000	\$257,500	75%	\$3,266,000	\$515,000	534%
<b>Nahiku</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Napili/Kahana/Honokowai</b>	10	7	3	43%	\$1,056,770	\$1,873,786	-44%	\$687,500	\$860,000	-20%	\$10,567,700	\$13,116,500	-19%
<b>Olowalu</b>	0	1	-1	-100%	\$0	\$3,750,000	-100%	\$0	\$3,750,000	-100%	\$0	\$3,750,000	-100%
<b>Pukalani</b>	27	22	5	23%	\$513,515	\$570,836	-10%	\$430,000	\$475,750	-10%	\$13,864,900	\$12,558,402	10%
<b>Sprecklesville/Paia/Kuau</b>	7	6	1	17%	\$577,000	\$451,500	28%	\$530,000	\$457,000	16%	\$4,039,000	\$2,708,999	49%
<b>Wailea/Makena</b>	15	6	9	150%	\$4,561,533	\$2,717,167	68%	\$1,700,000	\$1,789,500	-5%	\$68,423,000	\$16,303,000	320%
<b>Maui Summary:</b>	345	231	114	49%	\$774,690	\$737,192	5%	\$460,000	\$507,000	-9%	\$267,267,952	\$170,291,329	57%

## Condominium Year To Date Sales Information

Comparing 1/1/2010 thru 5/31/2010 with 1/1/2009 thru 5/31/2009

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
<b>Central</b>	36	26	10	38%	\$175,670	\$161,720	9%	\$167,500	\$141,083	19%	\$6,324,120	\$4,204,715	50%
<b>Hana</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kaanapali</b>	159	153	6	4%	\$1,333,547	\$1,304,642	2%	\$871,500	\$985,000	-12%	\$212,033,953	\$199,610,222	6%
<b>Kapalua</b>	12	2	10	500%	\$1,704,417	\$1,062,500	60%	\$895,000	\$1,062,500	-16%	\$20,453,000	\$2,125,000	862%
<b>Kihei</b>	168	80	88	110%	\$351,724	\$411,728	-15%	\$280,000	\$307,500	-9%	\$59,089,709	\$32,938,210	79%
<b>Lahaina</b>	31	17	14	82%	\$413,776	\$345,757	20%	\$400,000	\$399,000	0%	\$12,827,050	\$5,877,872	118%
<b>Lanai</b>	1	2	-1	-50%	\$460,000	\$1,900,000	-76%	\$460,000	\$1,900,000	-76%	\$460,000	\$3,800,000	-88%
<b>Maalaea</b>	20	10	10	100%	\$343,313	\$428,961	-20%	\$317,500	\$401,304	-21%	\$6,866,250	\$4,289,606	60%
<b>Molokai</b>	12	6	6	100%	\$153,000	\$276,583	-45%	\$160,000	\$280,500	-43%	\$1,836,000	\$1,659,500	11%
<b>Napili/Kahana/Honokowai</b>	66	29	37	128%	\$330,005	\$405,448	-19%	\$297,500	\$350,000	-15%	\$21,780,300	\$11,758,000	85%
<b>Pukalani</b>	0	5	-5	-100%	\$0	\$527,475	-100%	\$0	\$567,693	-100%	\$0	\$2,637,373	-100%
<b>Wailea/Makena</b>	55	22	33	150%	\$1,765,416	\$1,571,114	12%	\$960,000	\$1,667,500	-42%	\$97,097,864	\$34,564,500	181%
<b>Maui Summary:</b>	560	352	208	59%	\$783,515	\$862,116	-9%	\$427,750	\$650,000	-34%	\$438,768,246	\$303,464,998	45%

## Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2010 thru 5/31/2010 with 1/1/2009 thru 5/31/2009

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
<b>Central</b>	36	26	10	38%	\$175,670	\$161,720	9%	\$167,500	\$141,083	19%	\$6,324,120	\$4,204,715	50%
<b>Hana</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kaanapali</b>	158	152	6	4%	\$1,340,595	\$1,310,791	2%	\$871,500	\$990,000	-12%	\$211,813,953	\$199,240,222	6%
<b>Kapalua</b>	12	2	10	500%	\$1,704,417	\$1,062,500	60%	\$895,000	\$1,062,500	-16%	\$20,453,000	\$2,125,000	862%
<b>Kihei</b>	166	78	88	113%	\$351,896	\$413,054	-15%	\$280,000	\$307,500	-9%	\$58,414,709	\$32,218,210	81%
<b>Lahaina</b>	30	14	16	114%	\$425,293	\$390,205	9%	\$402,000	\$399,000	1%	\$12,758,800	\$5,462,872	134%
<b>Lanai</b>	1	2	-1	-50%	\$460,000	\$1,900,000	-76%	\$460,000	\$1,900,000	-76%	\$460,000	\$3,800,000	-88%
<b>Maalaea</b>	14	8	6	75%	\$381,375	\$440,826	-13%	\$392,500	\$401,304	-2%	\$5,339,250	\$3,526,606	51%
<b>Molokai</b>	12	6	6	100%	\$153,000	\$276,583	-45%	\$160,000	\$280,500	-43%	\$1,836,000	\$1,659,500	11%
<b>Napili/Kahana/Honokowai</b>	56	19	37	195%	\$342,766	\$443,184	-23%	\$300,500	\$350,000	-14%	\$19,194,900	\$8,420,500	128%
<b>Pukalani</b>	0	5	-5	-100%	\$0	\$527,475	-100%	\$0	\$567,693	-100%	\$0	\$2,637,373	-100%
<b>Wailea/Makena</b>	55	22	33	150%	\$1,765,416	\$1,571,114	12%	\$960,000	\$1,667,500	-42%	\$97,097,864	\$34,564,500	181%
<b>Maui Summary:</b>	540	334	206	62%	\$803,134	\$891,795	-10%	\$450,000	\$660,000	-32%	\$433,692,596	\$297,859,498	46%

## Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2010 thru 5/31/2010 with 1/1/2009 thru 5/31/2009

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
<b>Kaanapali</b>	1	1	0	0%	\$220,000	\$370,000	-41%	\$220,000	\$370,000	-41%	\$220,000	\$370,000	-41%
<b>Kihei</b>	2	2	0	0%	\$337,500	\$360,000	-6%	\$337,500	\$360,000	-6%	\$675,000	\$720,000	-6%
<b>Lahaina</b>	1	3	-2	-67%	\$68,250	\$138,333	-51%	\$68,250	\$105,000	-35%	\$68,250	\$415,000	-84%
<b>Maalaea</b>	6	2	4	200%	\$254,500	\$381,500	-33%	\$250,000	\$381,500	-34%	\$1,527,000	\$763,000	100%
<b>Napili/Kahana/Honokowai</b>	10	10	0	0%	\$258,540	\$333,750	-23%	\$250,000	\$280,000	-11%	\$2,585,400	\$3,337,500	-23%
<b>Maui Summary:</b>	20	18	2	11%	\$253,783	\$311,417	-19%	\$250,000	\$310,500	-19%	\$5,075,650	\$5,605,500	-9%

## Land Year To Date Sales Information

Comparing 1/1/2010 thru 5/31/2010 with 1/1/2009 thru 5/31/2009

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
<b>Central</b>	10	4	6	150%	\$349,750	\$516,250	-32%	\$191,250	\$490,000	-61%	\$3,497,500	\$2,065,000	69%
<b>Haiku</b>	8	5	3	60%	\$458,125	\$424,000	8%	\$450,000	\$400,000	13%	\$3,665,000	\$2,120,000	73%
<b>Hana</b>	1	0	1	N/A	\$1,390,000	\$0	N/A	\$1,390,000	\$0	N/A	\$1,390,000	\$0	N/A
<b>Kaanapali</b>	4	2	2	100%	\$466,250	\$775,000	-40%	\$487,500	\$775,000	-37%	\$1,865,000	\$1,550,000	20%
<b>Kapalua</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kihei</b>	1	1	0	0%	\$610,000	\$350,000	74%	\$610,000	\$350,000	74%	\$610,000	\$350,000	74%
<b>Kipahulu</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kula/Ulupalakua/Kanaio</b>	4	6	-2	-33%	\$315,725	\$846,833	-63%	\$240,000	\$755,500	-68%	\$1,262,900	\$5,081,000	-75%
<b>Lahaina</b>	15	4	11	275%	\$821,853	\$904,625	-9%	\$775,000	\$950,000	-18%	\$12,327,800	\$3,618,500	241%
<b>Makawao/Olinda/Haliimaile</b>	4	1	3	300%	\$756,125	\$80,000	845%	\$574,750	\$80,000	618%	\$3,024,500	\$80,000	3681%
<b>Maui Meadows</b>	1	0	1	N/A	\$575,000	\$0	N/A	\$575,000	\$0	N/A	\$575,000	\$0	N/A
<b>Molokai</b>	8	3	5	167%	\$219,813	\$95,792	129%	\$113,250	\$79,375	43%	\$1,758,500	\$287,375	512%
<b>Nahiku</b>	1	0	1	N/A	\$520,000	\$0	N/A	\$520,000	\$0	N/A	\$520,000	\$0	N/A
<b>Napili/Kahana/Honokowai</b>	0	3	-3	-100%	\$0	\$330,000	-100%	\$0	\$280,000	-100%	\$0	\$990,000	-100%
<b>Olowalu</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Pukalani</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Sprecklesville/Paia/Kuau</b>	1	0	1	N/A	\$150,000	\$0	N/A	\$150,000	\$0	N/A	\$150,000	\$0	N/A
<b>Wailea/Makena</b>	4	13	-9	-69%	\$1,087,750	\$3,547,885	-69%	\$1,297,500	\$2,120,000	-39%	\$4,351,000	\$46,122,500	-91%
<b>Maui Summary:</b>	62	42	20	48%	\$564,471	\$1,482,485	-62%	\$530,000	\$825,000	-36%	\$34,997,200	\$62,264,375	-44%