

Single Family Monthly Sales Volume

For Month Ending 8/31/2016

| Area Name | Current Month | | | Previous Month | | | Year Ago Month | | |
|---------------------------|---------------|----------------------|------------------|----------------|---------------------|------------------|----------------|---------------------|------------------|
| | Units | Volume | Median | Units | Volume | Median | Units | Volume | Median |
| Central | 35 | \$21,458,314 | \$579,000 | 31 | \$17,068,340 | \$545,900 | 42 | \$19,914,519 | \$477,500 |
| Haiku | 7 | \$6,313,250 | \$808,000 | 4 | \$3,339,000 | \$880,000 | 8 | \$7,402,000 | \$830,000 |
| Hana | 0 | \$0 | \$0 | 1 | \$1,999,000 | \$1,999,000 | 1 | \$340,000 | \$340,000 |
| Kaanapali | 0 | \$0 | \$0 | 4 | \$7,940,000 | \$1,670,000 | 0 | \$0 | \$0 |
| Kapalua | 1 | \$9,500,000 | \$9,500,000 | 0 | \$0 | \$0 | 0 | \$0 | \$0 |
| Kaupo | 1 | \$1,300,000 | \$1,300,000 | 0 | \$0 | \$0 | 0 | \$0 | \$0 |
| Kihei | 14 | \$17,179,381 | \$681,250 | 8 | \$5,155,000 | \$642,500 | 9 | \$7,592,500 | \$700,000 |
| Kula/Ulupalakua/Kanaio | 7 | \$5,101,000 | \$705,000 | 6 | \$6,042,000 | \$827,500 | 5 | \$4,804,000 | \$975,000 |
| Lahaina | 9 | \$14,255,000 | \$1,300,000 | 5 | \$10,549,000 | \$2,960,000 | 5 | \$4,321,000 | \$580,000 |
| Lanai | 3 | \$1,969,000 | \$560,000 | 1 | \$249,000 | \$249,000 | 1 | \$325,000 | \$325,000 |
| Makawao/Olinda/Haliimaile | 3 | \$1,575,000 | \$500,000 | 9 | \$4,915,650 | \$525,000 | 9 | \$6,329,000 | \$550,000 |
| Maui Meadows | 2 | \$4,050,000 | \$2,025,000 | 2 | \$2,675,000 | \$1,337,500 | 2 | \$1,930,000 | \$965,000 |
| Molokai | 1 | \$275,000 | \$275,000 | 4 | \$2,404,999 | \$405,000 | 1 | \$166,000 | \$166,000 |
| Nahiku | 1 | \$575,000 | \$575,000 | 0 | \$0 | \$0 | 0 | \$0 | \$0 |
| Napili/Kahana/Honokowai | 2 | \$1,590,000 | \$795,000 | 3 | \$2,900,000 | \$1,050,000 | 2 | \$1,790,000 | \$895,000 |
| Olowalu | 0 | \$0 | \$0 | 1 | \$1,700,000 | \$1,700,000 | 0 | \$0 | \$0 |
| Pukalani | 5 | \$3,253,000 | \$675,000 | 7 | \$4,307,051 | \$528,000 | 8 | \$5,282,000 | \$613,500 |
| Sprecklesville/Paia/Kuau | 2 | \$4,220,000 | \$2,110,000 | 5 | \$20,277,500 | \$600,000 | 1 | \$650,000 | \$650,000 |
| Wailea/Makena | 2 | \$14,800,000 | \$7,400,000 | 2 | \$5,700,000 | \$2,850,000 | 2 | \$3,650,000 | \$1,825,000 |
| Maui Summary : | 95 | \$107,413,945 | \$669,125 | 93 | \$97,221,540 | \$600,000 | 96 | \$64,496,019 | \$550,000 |

Condominium Monthly Sales Volume

For Month Ending 8/31/2016

| Area Name | Current Month | | | Previous Month | | | Year Ago Month | | |
|--------------------------|---------------|---------------------|------------------|----------------|---------------------|------------------|----------------|---------------------|------------------|
| | Units | Volume | Median | Units | Volume | Median | Units | Volume | Median |
| Central | 10 | \$4,297,000 | \$345,000 | 7 | \$1,801,289 | \$271,000 | 12 | \$3,267,500 | \$293,000 |
| Kaanapali | 9 | \$9,424,700 | \$782,000 | 14 | \$15,988,000 | \$993,750 | 9 | \$10,330,000 | \$1,050,000 |
| Kapalua | 3 | \$6,070,000 | \$935,000 | 5 | \$7,545,000 | \$920,000 | 3 | \$6,440,000 | \$1,200,000 |
| Kihei | 59 | \$25,096,425 | \$360,000 | 37 | \$14,686,330 | \$315,000 | 38 | \$15,326,299 | \$331,500 |
| Lahaina | 4 | \$1,692,500 | \$445,000 | 4 | \$2,333,000 | \$397,500 | 12 | \$5,364,644 | \$487,645 |
| Lanai | 1 | \$825,000 | \$825,000 | 1 | \$2,500,000 | \$2,500,000 | 0 | \$0 | \$0 |
| Maalaea | 4 | \$2,016,000 | \$623,500 | 0 | \$0 | \$0 | 0 | \$0 | \$0 |
| Molokai | 2 | \$317,000 | \$158,500 | 1 | \$165,000 | \$165,000 | 1 | \$90,000 | \$90,000 |
| Napili/Kahana/Honokowai | 21 | \$8,797,900 | \$405,000 | 29 | \$12,382,000 | \$417,000 | 18 | \$5,732,000 | \$299,000 |
| Pukalani | 2 | \$955,000 | \$477,500 | 2 | \$918,750 | \$459,375 | 1 | \$655,000 | \$655,000 |
| Sprecklesville/Paia/Kuau | 0 | \$0 | \$0 | 1 | \$2,725,000 | \$2,725,000 | 0 | \$0 | \$0 |
| Wailea/Makena | 9 | \$13,400,900 | \$1,100,000 | 10 | \$13,085,000 | \$757,500 | 6 | \$13,217,500 | \$2,737,500 |
| Maui Summary : | 124 | \$72,892,425 | \$420,000 | 111 | \$74,129,369 | \$440,000 | 100 | \$60,422,943 | \$345,500 |

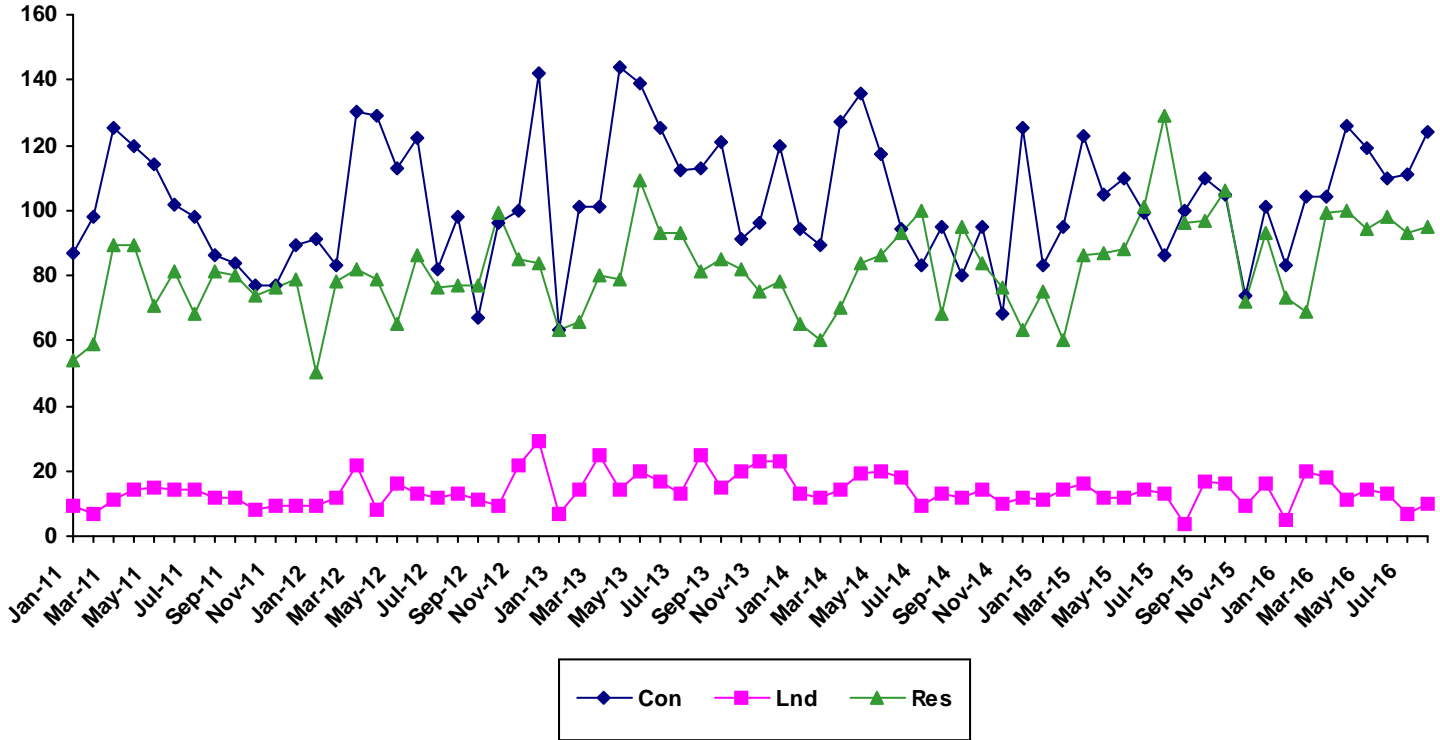
Land Monthly Sales Volume

For Month Ending 8/31/2016

| Area Name | Current Month | | | Previous Month | | | Year Ago Month | | |
|---------------------------|---------------|--------------------|------------------|----------------|--------------------|------------------|----------------|--------------------|------------------|
| | Units | Volume | Median | Units | Volume | Median | Units | Volume | Median |
| Central | 3 | \$843,000 | \$285,000 | 2 | \$730,000 | \$365,000 | 0 | \$0 | \$0 |
| Haiku | 1 | \$310,000 | \$310,000 | 0 | \$0 | \$0 | 1 | \$440,000 | \$440,000 |
| Kaanapali | 1 | \$375,000 | \$375,000 | 1 | \$490,000 | \$490,000 | 0 | \$0 | \$0 |
| Kapalua | 0 | \$0 | \$0 | 1 | \$1,800,000 | \$1,800,000 | 0 | \$0 | \$0 |
| Kula/Ulupalakua/Kanaio | 1 | \$220,000 | \$220,000 | 0 | \$0 | \$0 | 0 | \$0 | \$0 |
| Lahaina | 0 | \$0 | \$0 | 2 | \$2,099,999 | \$1,050,000 | 0 | \$0 | \$0 |
| Makawao/Olinda/Haliimaile | 1 | \$185,000 | \$185,000 | 0 | \$0 | \$0 | 1 | \$255,000 | \$255,000 |
| Molokai | 3 | \$361,000 | \$32,000 | 0 | \$0 | \$0 | 1 | \$20,000 | \$20,000 |
| Pukalani | 0 | \$0 | \$0 | 1 | \$220,000 | \$220,000 | 0 | \$0 | \$0 |
| Wailea/Makena | 0 | \$0 | \$0 | 0 | \$0 | \$0 | 1 | \$7,800,000 | \$7,800,000 |
| Maui Summary : | 10 | \$2,294,000 | \$271,500 | 7 | \$5,339,999 | \$490,000 | 4 | \$8,515,000 | \$347,500 |

Sales Unit Volume By Month

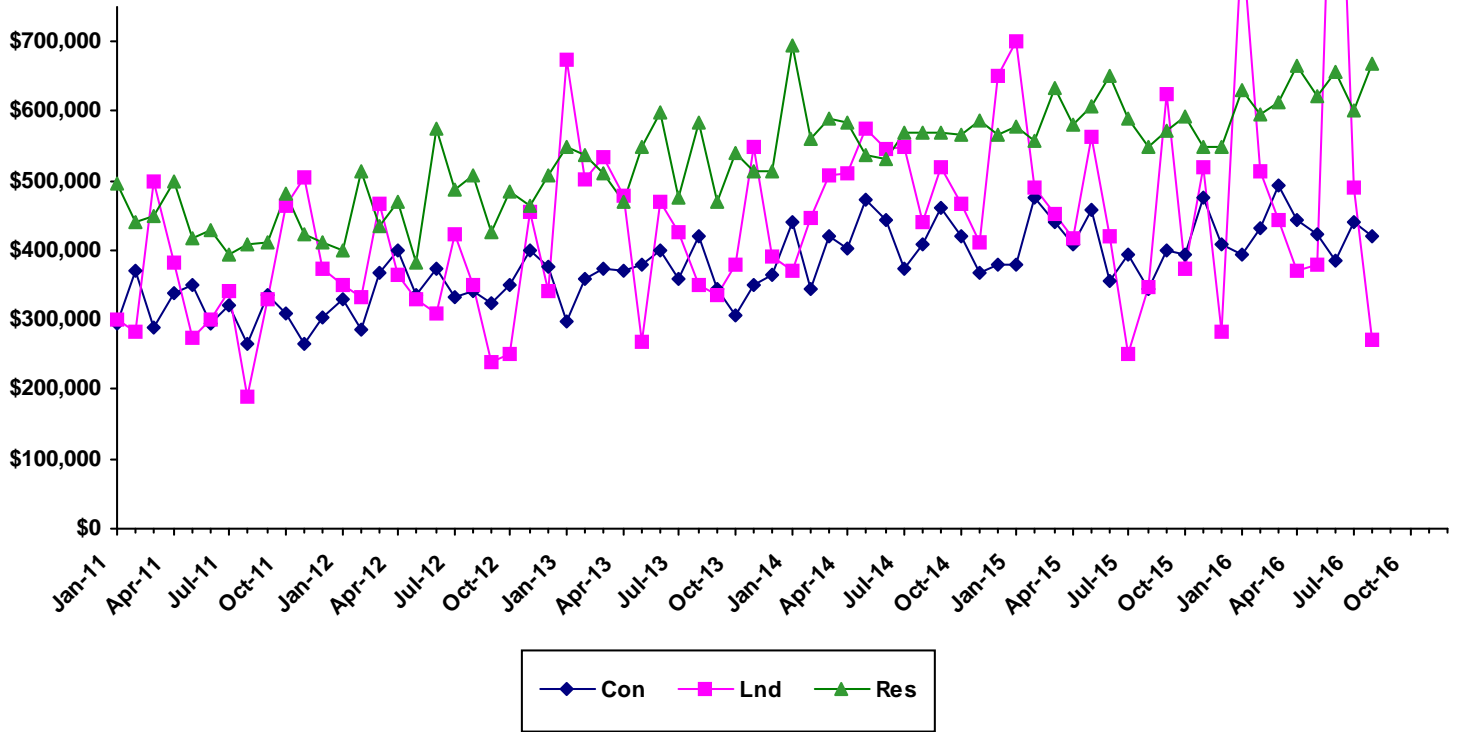
For Month Ending 8/31/2016



| Month | 2011 | | | 2012 | | | 2013 | | | 2014 | | | 2015 | | | 2016 | | |
|-------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|
| | 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 | 54 | 87 | 9 | 50 | 91 | 9 | 63 | 63 | 7 | 65 | 94 | 13 | 75 | 83 | 11 | 73 | 83 | 5 |
| Feb | 59 | 98 | 7 | 78 | 83 | 12 | 66 | 101 | 14 | 60 | 89 | 12 | 60 | 95 | 14 | 69 | 104 | 20 |
| Mar | 89 | 125 | 11 | 82 | 130 | 22 | 80 | 101 | 25 | 70 | 127 | 14 | 86 | 123 | 16 | 99 | 104 | 18 |
| Apr | 89 | 120 | 14 | 79 | 129 | 8 | 79 | 144 | 14 | 84 | 136 | 19 | 87 | 105 | 12 | 100 | 126 | 11 |
| May | 71 | 114 | 15 | 65 | 113 | 16 | 109 | 139 | 20 | 86 | 117 | 20 | 88 | 110 | 12 | 94 | 119 | 14 |
| Jun | 81 | 102 | 14 | 86 | 122 | 13 | 93 | 125 | 17 | 93 | 94 | 18 | 101 | 99 | 14 | 98 | 110 | 13 |
| Jul | 68 | 98 | 14 | 76 | 82 | 12 | 93 | 112 | 13 | 100 | 83 | 9 | 129 | 86 | 13 | 93 | 111 | 7 |
| Aug | 81 | 86 | 12 | 77 | 98 | 13 | 81 | 113 | 25 | 68 | 95 | 13 | 96 | 100 | 4 | 95 | 124 | 10 |
| Sep | 80 | 84 | 12 | 77 | 67 | 11 | 85 | 121 | 15 | 95 | 80 | 12 | 97 | 110 | 17 | | | |
| Oct | 74 | 77 | 8 | 99 | 96 | 9 | 82 | 91 | 20 | 84 | 95 | 14 | 106 | 105 | 16 | | | |
| Nov | 76 | 77 | 9 | 85 | 100 | 22 | 75 | 96 | 23 | 76 | 68 | 10 | 72 | 74 | 9 | | | |
| Dec | 79 | 89 | 9 | 84 | 142 | 29 | 78 | 120 | 23 | 63 | 125 | 12 | 93 | 101 | 16 | | | |

Sales Median By Month

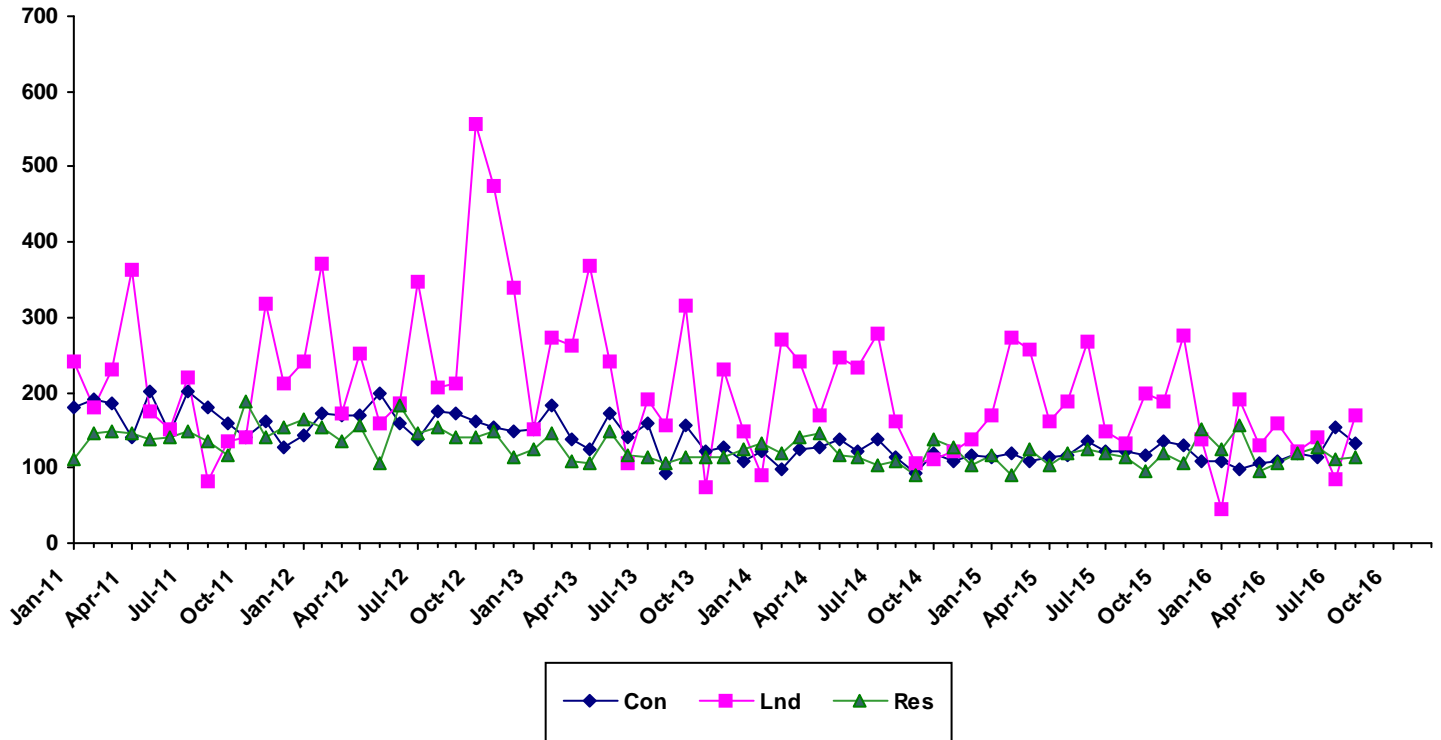
For Month Ending 8/31/2016



| Month | 2011 | | | 2012 | | | 2013 | | | 2014 | | | 2015 | | | 2016 | | |
|-------|---------------|--------|--------|---------------|--------|--------|---------------|--------|--------|---------------|--------|--------|---------------|--------|--------|---------------|--------|--------|
| | 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 | 495415 | 295000 | 300000 | 399000 | 330000 | 350000 | 550000 | 297000 | 675000 | 695000 | 441000 | 370000 | 577000 | 378000 | 700000 | 630000 | 395000 | 850000 |
| Feb | 440000 | 371200 | 282500 | 513750 | 287000 | 333925 | 537500 | 360000 | 502500 | 560000 | 345000 | 447500 | 558625 | 475000 | 490000 | 595000 | 431950 | 512500 |
| Mar | 450000 | 289000 | 500000 | 435000 | 368043 | 467500 | 509500 | 375000 | 535000 | 590500 | 420000 | 507500 | 632625 | 440000 | 451000 | 611500 | 494000 | 444500 |
| Apr | 500000 | 338603 | 382500 | 469000 | 399000 | 365000 | 470000 | 370000 | 479500 | 583000 | 403500 | 510000 | 581000 | 410000 | 417500 | 665000 | 444500 | 372000 |
| May | 418000 | 349500 | 275000 | 382000 | 336000 | 330000 | 549000 | 380000 | 267500 | 537500 | 472000 | 575000 | 607098 | 459500 | 563750 | 622500 | 422000 | 378500 |
| Jun | 429000 | 294500 | 302000 | 575500 | 372990 | 310000 | 599000 | 400000 | 469260 | 530000 | 444500 | 545500 | 650000 | 355000 | 420000 | 657000 | 384000 | 120000 |
| Jul | 394500 | 320000 | 340000 | 488000 | 332000 | 422500 | 475000 | 357625 | 425000 | 570250 | 375000 | 550000 | 590000 | 393000 | 250000 | 600000 | 440000 | 490000 |
| Aug | 410000 | 266000 | 189500 | 509000 | 342450 | 350000 | 585000 | 420000 | 350000 | 570000 | 410000 | 440000 | 550000 | 345500 | 347500 | 669125 | 420000 | 271500 |
| Sep | 412000 | 334950 | 330000 | 425000 | 325000 | 238000 | 470000 | 345000 | 335000 | 570000 | 462500 | 520000 | 573300 | 399500 | 625000 | | | |
| Oct | 482500 | 310000 | 465000 | 485000 | 349995 | 250000 | 540000 | 305500 | 380500 | 566000 | 419000 | 467500 | 592000 | 392900 | 375000 | | | |
| Nov | 422500 | 265000 | 505000 | 465000 | 400000 | 455000 | 515000 | 350000 | 547371 | 587500 | 366250 | 411500 | 550000 | 475000 | 520000 | | | |
| Dec | 411000 | 304000 | 375000 | 508000 | 376000 | 340000 | 512500 | 365000 | 390000 | 565000 | 380000 | 650000 | 550000 | 410000 | 281750 | | | |

Sales Days on Market By Month

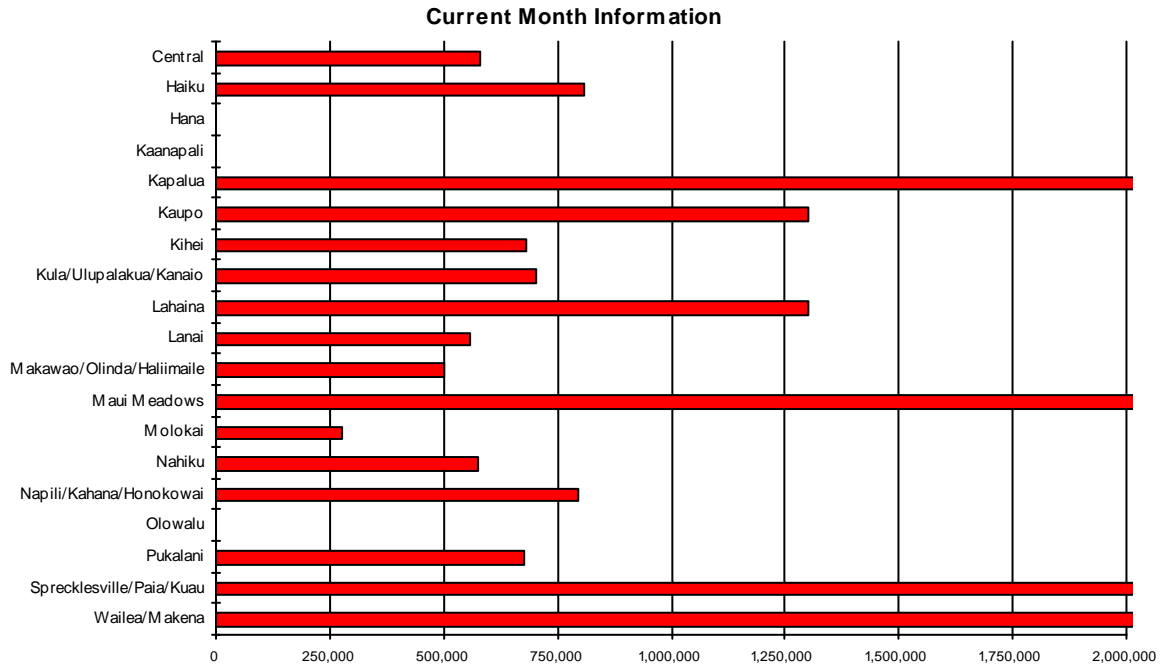
For Month Ending 8/31/2016



| | 2011 | | | 2012 | | | 2013 | | | 2014 | | | 2015 | | | 2016 | | |
|-------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|---------------|-------|------|
| 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 | 112 | 180 | 240 | 165 | 144 | 242 | 125 | 151 | 151 | 132 | 123 | 91 | 118 | 113 | 171 | 125 | 110 | 46 |
| Feb | 147 | 192 | 180 | 153 | 172 | 371 | 147 | 183 | 273 | 119 | 99 | 271 | 90.5 | 118 | 274 | 156 | 98 | 192 |
| Mar | 150 | 185 | 231 | 136 | 171 | 173 | 110 | 137 | 263 | 141 | 124 | 241 | 124 | 108 | 256 | 95.5 | 106 | 130 |
| Apr | 146 | 142 | 362 | 156 | 170 | 253 | 107 | 125 | 368 | 147 | 127 | 170 | 104 | 113 | 161 | 105 | 110 | 159 |
| May | 138 | 201 | 175 | 106 | 198 | 159 | 149 | 173 | 241 | 117 | 137 | 247 | 119 | 116 | 188 | 121 | 120 | 121 |
| Jun | 141 | 145 | 150 | 183 | 158 | 186 | 116 | 142 | 105 | 114 | 122 | 233 | 125 | 136 | 267 | 127 | 114 | 140 |
| Jul | 150 | 201 | 219 | 146 | 138 | 347 | 115 | 159 | 192 | 104 | 137 | 279 | 118 | 122 | 149 | 111 | 155 | 85 |
| Aug | 136 | 179 | 82.5 | 153 | 175 | 208 | 107 | 94 | 156 | 109 | 114 | 163 | 114 | 123 | 132 | 114 | 133 | 171 |
| Sep | 117 | 158 | 136 | 140 | 172 | 211 | 115 | 157 | 315 | 90 | 93 | 107 | 95 | 117 | 198 | | | |
| Oct | 187 | 140 | 140 | 140 | 161 | 556 | 114 | 121 | 75 | 139 | 118 | 111 | 120 | 135 | 187 | | | |
| Nov | 140 | 163 | 317 | 148 | 153 | 476 | 115 | 128 | 231 | 129 | 109 | 122 | 106 | 129 | 275 | | | |
| Dec | 155 | 126 | 211 | 114 | 148 | 339 | 125 | 109 | 150 | 103 | 117 | 137 | 151 | 109 | 139 | | | |

Single Family Median Prices by Area

For Month Ending 8/31/2016

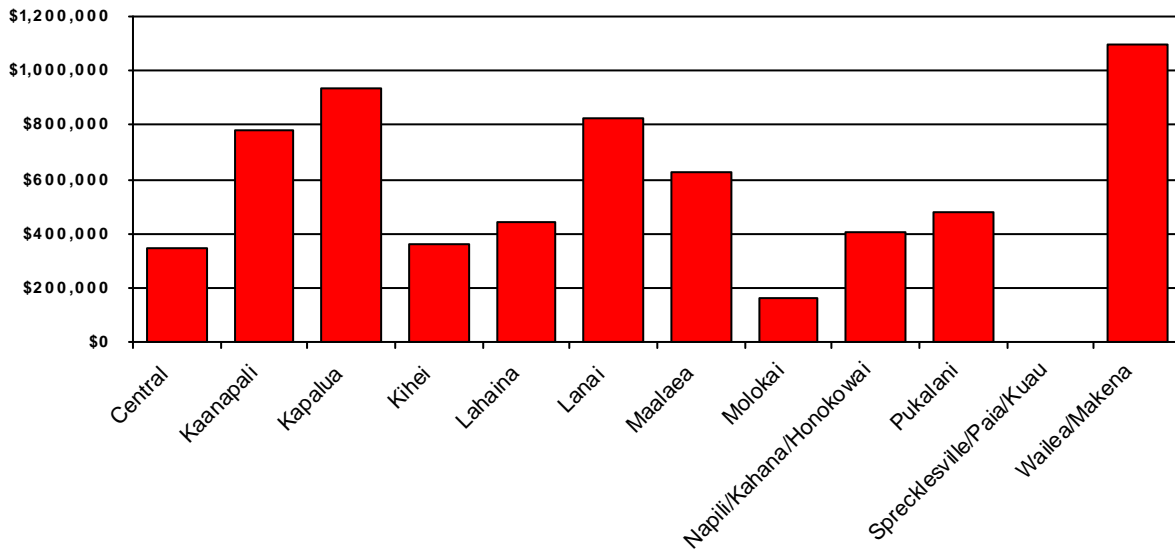


| Area | Current Month | Previous Month | Year Ago Month |
|---------------------------|---------------|----------------|----------------|
| Central | \$579,000 | \$545,900 | \$477,500 |
| Haiku | \$808,000 | \$880,000 | \$830,000 |
| Hana | \$0 | \$1,999,000 | \$340,000 |
| Kaanapali | \$0 | \$1,670,000 | \$0 |
| Kapalua | \$9,500,000 | \$0 | \$0 |
| Kaupo | \$1,300,000 | \$0 | \$0 |
| Kihei | \$681,250 | \$642,500 | \$700,000 |
| Kula/Ulupalakua/Kanaio | \$705,000 | \$827,500 | \$975,000 |
| Lahaina | \$1,300,000 | \$2,960,000 | \$580,000 |
| Lanai | \$560,000 | \$249,000 | \$325,000 |
| Makawao/Olinda/Haliimaile | \$500,000 | \$525,000 | \$550,000 |
| Maui Meadows | \$2,025,000 | \$1,337,500 | \$965,000 |
| Molokai | \$275,000 | \$405,000 | \$166,000 |
| Nahiku | \$575,000 | \$0 | \$0 |
| Napili/Kahana/Honokowai | \$795,000 | \$1,050,000 | \$895,000 |
| Olowalu | \$0 | \$1,700,000 | \$0 |
| Pukalani | \$675,000 | \$528,000 | \$613,500 |
| Sprecklesville/Paia/Kuau | \$2,110,000 | \$600,000 | \$650,000 |
| Wailea/Makena | \$7,400,000 | \$2,850,000 | \$1,825,000 |

Condominium Median Prices by Area

For Month Ending 8/31/2016

Current Month Information

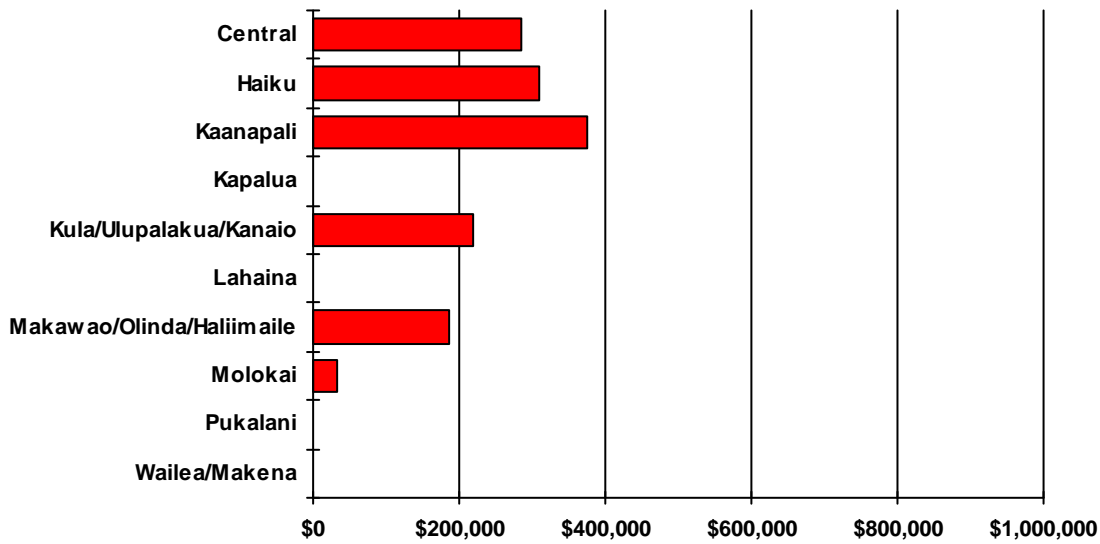


| Area | Current Month | Previous Month | Year Ago Month |
|--------------------------|---------------|----------------|----------------|
| Central | \$345,000 | \$271,000 | \$293,000 |
| Kaanapali | \$782,000 | \$993,750 | \$1,050,000 |
| Kapalua | \$935,000 | \$920,000 | \$1,200,000 |
| Kihei | \$360,000 | \$315,000 | \$331,500 |
| Lahaina | \$445,000 | \$397,500 | \$487,645 |
| Lanai | \$825,000 | \$2,500,000 | \$0 |
| Maalaea | \$623,500 | \$0 | \$0 |
| Molokai | \$158,500 | \$165,000 | \$90,000 |
| Napili/Kahana/Honokowai | \$405,000 | \$417,000 | \$299,000 |
| Pukalani | \$477,500 | \$459,375 | \$655,000 |
| Sprecklesville/Paia/Kuau | \$0 | \$2,725,000 | \$0 |
| Wailea/Makena | \$1,100,000 | \$757,500 | \$2,737,500 |

Land Median Prices by Area

For Month Ending 8/31/2016

Current Month Information



| Area | Current Month | Previous Month | Year Ago Month |
|---------------------------|---------------|----------------|----------------|
| Central | \$285,000 | \$365,000 | \$0 |
| Haiku | \$310,000 | \$0 | \$440,000 |
| Kaanapali | \$375,000 | \$490,000 | \$0 |
| Kapalua | \$0 | \$1,800,000 | \$0 |
| Kula/Ulupalakua/Kanaio | \$220,000 | \$0 | \$0 |
| Lahaina | \$0 | \$1,050,000 | \$0 |
| Makawao/Olinda/Haliimaile | \$185,000 | \$0 | \$255,000 |
| Molokai | \$32,000 | \$0 | \$20,000 |
| Pukalani | \$0 | \$220,000 | \$0 |
| Wailea/Makena | \$0 | \$0 | \$7,800,000 |

Single Family Year To Date Sales Information

Comparing 1/1/2016 thru 8/31/2016 with 1/1/2015 thru 8/31/2015

| 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 | 232 | 261 | -29 | -11% | \$581,421 | \$517,353 | 12% | \$553,750 | \$507,190 | 9% | \$134,889,572 | \$135,029,090 | 0% |
| Haiku | 47 | 56 | -9 | -16% | \$876,154 | \$1,059,249 | -17% | \$825,000 | \$749,000 | 10% | \$41,179,250 | \$59,317,950 | -31% |
| Hana | 8 | 7 | 1 | 14% | \$966,625 | \$978,986 | -1% | \$542,500 | \$688,000 | -21% | \$7,733,000 | \$6,852,900 | 13% |
| Kaanapali | 14 | 17 | -3 | -18% | \$2,048,964 | \$2,118,235 | -3% | \$1,725,000 | \$2,000,000 | -14% | \$28,685,500 | \$36,009,999 | -20% |
| Kahakuloa | 1 | 1 | 0 | 0% | \$800,000 | \$656,000 | 22% | \$800,000 | \$656,000 | 22% | \$800,000 | \$656,000 | 22% |
| Kapalua | 10 | 9 | 1 | 11% | \$3,989,000 | \$3,061,111 | 30% | \$2,612,500 | \$3,196,000 | -18% | \$39,890,000 | \$27,550,000 | 45% |
| Kaupo | 1 | 0 | 1 | N/A | \$1,300,000 | \$0 | N/A | \$1,300,000 | \$0 | N/A | \$1,300,000 | \$0 | N/A |
| Kihei | 110 | 100 | 10 | 10% | \$773,079 | \$969,798 | -20% | \$625,000 | \$635,000 | -2% | \$85,038,649 | \$96,979,803 | -12% |
| Kipahulu | 0 | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Kula/Ulupalakua/Kanaio | 53 | 62 | -9 | -15% | \$1,071,977 | \$869,483 | 23% | \$695,000 | \$773,000 | -10% | \$56,814,775 | \$53,907,919 | 5% |
| Lahaina | 49 | 33 | 16 | 48% | \$1,439,516 | \$1,166,965 | 23% | \$780,000 | \$700,000 | 11% | \$70,536,274 | \$38,509,830 | 83% |
| Lanai | 10 | 10 | 0 | 0% | \$490,200 | \$406,900 | 20% | \$514,500 | \$342,500 | 50% | \$4,902,000 | \$4,069,000 | 20% |
| Makawao/Olinda/Haliimaile | 51 | 35 | 16 | 46% | \$681,391 | \$658,467 | 3% | \$561,500 | \$490,000 | 15% | \$34,750,950 | \$23,046,359 | 51% |
| Maui Meadows | 18 | 15 | 3 | 20% | \$1,249,975 | \$1,171,593 | 7% | \$1,287,500 | \$925,000 | 39% | \$22,499,550 | \$17,573,888 | 28% |
| Molokai | 15 | 15 | 0 | 0% | \$451,533 | \$562,675 | -20% | \$394,999 | \$350,000 | 13% | \$6,772,999 | \$8,440,130 | -20% |
| Nahiku | 1 | 2 | -1 | -50% | \$575,000 | \$316,250 | 82% | \$575,000 | \$316,250 | 82% | \$575,000 | \$632,500 | -9% |
| Napili/Kahana/Honokowai | 23 | 23 | 0 | 0% | \$877,270 | \$902,642 | -3% | \$835,000 | \$940,000 | -11% | \$20,177,215 | \$20,760,775 | -3% |
| Olowalu | 2 | 2 | 0 | 0% | \$1,475,000 | \$1,482,500 | -1% | \$1,475,000 | \$1,482,500 | -1% | \$2,950,000 | \$2,965,000 | -1% |
| Pukalani | 42 | 42 | 0 | 0% | \$611,561 | \$680,000 | -10% | \$595,000 | \$611,500 | -3% | \$25,685,551 | \$28,560,000 | -10% |
| Sprecklesville/Paia/Kuau | 22 | 14 | 8 | 57% | \$2,111,295 | \$925,821 | 128% | \$749,000 | \$626,750 | 20% | \$46,448,500 | \$12,961,500 | 258% |
| Wailea/Makena | 12 | 18 | -6 | -33% | \$4,259,833 | \$4,762,500 | -11% | \$4,550,000 | \$2,275,000 | 100% | \$51,118,000 | \$85,725,000 | -40% |
| Maui Summary: | 721 | 722 | -1 | 0% | \$946,944 | \$913,501 | 4% | \$630,000 | \$590,190 | 7% | \$682,746,785 | \$659,547,643 | 4% |

Condominium Year To Date Sales Information

Comparing 1/1/2016 thru 8/31/2016 with 1/1/2015 thru 8/31/2015

| 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 | 89 | 80 | 9 | 11% | \$343,202 | \$310,183 | 11% | \$315,000 | \$311,500 | 1% | \$30,544,989 | \$24,814,650 | 23% |
| Kaanapali | 95 | 75 | 20 | 27% | \$1,285,132 | \$1,350,821 | -5% | \$1,050,000 | \$1,175,000 | -11% | \$122,087,509 | \$101,311,600 | 21% |
| Kapalua | 24 | 24 | 0 | 0% | \$1,651,016 | \$1,817,042 | -9% | \$935,192 | \$909,000 | 3% | \$39,624,384 | \$43,609,000 | -9% |
| Kihei | 299 | 301 | -2 | -1% | \$422,284 | \$409,929 | 3% | \$330,000 | \$335,000 | -1% | \$126,262,950 | \$123,388,495 | 2% |
| Lahaina | 56 | 73 | -17 | -23% | \$494,399 | \$438,535 | 13% | \$483,645 | \$430,000 | 12% | \$27,686,355 | \$32,013,049 | -14% |
| Lanai | 3 | 3 | 0 | 0% | \$1,151,667 | \$1,308,000 | -12% | \$825,000 | \$1,800,000 | -54% | \$3,455,000 | \$3,924,000 | -12% |
| Maalaea | 37 | 24 | 13 | 54% | \$398,594 | \$393,146 | 1% | \$385,000 | \$350,000 | 10% | \$14,747,964 | \$9,435,500 | 56% |
| Molokai | 11 | 13 | -2 | -15% | \$179,909 | \$102,654 | 75% | \$170,000 | \$96,000 | 77% | \$1,979,000 | \$1,334,500 | 48% |
| Napili/Kahana/Honokowai | 184 | 128 | 56 | 44% | \$450,241 | \$434,463 | 4% | \$417,500 | \$397,500 | 5% | \$82,844,274 | \$55,611,200 | 49% |
| Pukalani | 8 | 1 | 7 | 700% | \$492,767 | \$655,000 | -25% | \$491,875 | \$655,000 | -25% | \$3,942,138 | \$655,000 | 502% |
| Sprecklesville/Paia/Kuau | 3 | 2 | 1 | 50% | \$1,101,667 | \$1,014,250 | 9% | \$325,000 | \$1,014,250 | -68% | \$3,305,000 | \$2,028,500 | 63% |
| Wailea/Makena | 72 | 77 | -5 | -6% | \$1,399,424 | \$1,555,924 | -10% | \$1,032,500 | \$1,050,000 | -2% | \$100,758,500 | \$119,806,129 | -16% |
| Maui Summary: | 881 | 801 | 80 | 10% | \$632,506 | \$646,606 | -2% | \$429,000 | \$410,000 | 5% | \$557,238,063 | \$517,931,623 | 8% |

Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2016 thru 8/31/2016 with 1/1/2015 thru 8/31/2015

| 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 | 89 | 80 | 9 | 11% | \$343,202 | \$310,183 | 11% | \$315,000 | \$311,500 | 1% | \$30,544,989 | \$24,814,650 | 23% |
| Kaanapali | 88 | 72 | 16 | 22% | \$1,350,313 | \$1,396,897 | -3% | \$1,055,000 | \$1,250,000 | -16% | \$118,827,509 | \$100,576,600 | 18% |
| Kapalua | 24 | 24 | 0 | 0% | \$1,651,016 | \$1,817,042 | -9% | \$935,192 | \$909,000 | 3% | \$39,624,384 | \$43,609,000 | -9% |
| Kihei | 298 | 298 | 0 | 0% | \$421,856 | \$410,656 | 3% | \$330,000 | \$335,000 | -1% | \$125,712,950 | \$122,375,495 | 3% |
| Lahaina | 53 | 70 | -17 | -24% | \$515,403 | \$451,558 | 14% | \$486,145 | \$436,238 | 11% | \$27,316,355 | \$31,609,049 | -14% |
| Lanai | 3 | 3 | 0 | 0% | \$1,151,667 | \$1,308,000 | -12% | \$825,000 | \$1,800,000 | -54% | \$3,455,000 | \$3,924,000 | -12% |
| Maalaea | 26 | 16 | 10 | 63% | \$466,614 | \$449,219 | 4% | \$440,000 | \$387,750 | 13% | \$12,131,964 | \$7,187,500 | 69% |
| Molokai | 11 | 13 | -2 | -15% | \$179,909 | \$102,654 | 75% | \$170,000 | \$96,000 | 77% | \$1,979,000 | \$1,334,500 | 48% |
| Napili/Kahana/Honokowai | 155 | 105 | 50 | 48% | \$471,218 | \$470,631 | 0% | \$430,000 | \$411,000 | 5% | \$73,038,800 | \$49,416,300 | 48% |
| Pukalani | 8 | 1 | 7 | 700% | \$492,767 | \$655,000 | -25% | \$491,875 | \$655,000 | -25% | \$3,942,138 | \$655,000 | 502% |
| Sprecklesville/Paia/Kuau | 3 | 2 | 1 | 50% | \$1,101,667 | \$1,014,250 | 9% | \$325,000 | \$1,014,250 | -68% | \$3,305,000 | \$2,028,500 | 63% |
| Wailea/Makena | 72 | 77 | -5 | -6% | \$1,399,424 | \$1,555,924 | -10% | \$1,032,500 | \$1,050,000 | -2% | \$100,758,500 | \$119,806,129 | -16% |
| Maui Summary: | 830 | 761 | 69 | 9% | \$651,369 | \$666,671 | -2% | \$440,000 | \$420,000 | 5% | \$540,636,589 | \$507,336,723 | 7% |

Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2016 thru 8/31/2016 with 1/1/2015 thru 8/31/2015

| 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 | 7 | 3 | 4 | 133% | \$465,714 | \$245,000 | 90% | \$265,000 | \$250,000 | 6% | \$3,260,000 | \$735,000 | 344% |
| Kihei | 1 | 3 | -2 | -67% | \$550,000 | \$337,667 | 63% | \$550,000 | \$331,000 | 66% | \$550,000 | \$1,013,000 | -46% |
| Lahaina | 3 | 3 | 0 | 0% | \$123,333 | \$134,667 | -8% | \$125,000 | \$136,000 | -8% | \$370,000 | \$404,000 | -8% |
| Maalaea | 11 | 8 | 3 | 38% | \$237,818 | \$281,000 | -15% | \$240,000 | \$309,500 | -22% | \$2,616,000 | \$2,248,000 | 16% |
| Napili/Kahana/Honokowai | 29 | 23 | 6 | 26% | \$338,120 | \$269,343 | 26% | \$115,000 | \$210,000 | -45% | \$9,805,474 | \$6,194,900 | 58% |
| Maui Summary: | 51 | 40 | 11 | 28% | \$325,519 | \$264,873 | 23% | \$215,000 | \$235,000 | -9% | \$16,601,474 | \$10,594,900 | 57% |

Land Year To Date Sales Information

Comparing 1/1/2016 thru 8/31/2016 with 1/1/2015 thru 8/31/2015

| 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 | 10 | 15 | -5 | -33% | \$300,150 | \$471,916 | -36% | \$304,250 | \$290,000 | 5% | \$3,001,500 | \$7,078,741 | -58% |
| Haiku | 13 | 13 | 0 | 0% | \$529,385 | \$543,462 | -3% | \$515,000 | \$440,000 | 17% | \$6,882,000 | \$7,065,000 | -3% |
| Hana | 2 | 3 | -1 | -33% | \$217,500 | \$296,667 | -27% | \$217,500 | \$310,000 | -30% | \$435,000 | \$890,000 | -51% |
| Honokohau | 0 | 1 | -1 | -100% | \$0 | \$300,000 | -100% | \$0 | \$300,000 | -100% | \$0 | \$300,000 | -100% |
| Kaanapali | 12 | 10 | 2 | 20% | \$658,438 | \$611,475 | 8% | \$717,625 | \$592,500 | 21% | \$7,901,250 | \$6,114,750 | 29% |
| Kahakuloa | 4 | 1 | 3 | 300% | \$349,250 | \$377,000 | -7% | \$351,000 | \$377,000 | -7% | \$1,397,000 | \$377,000 | 271% |
| Kapalua | 3 | 2 | 1 | 50% | \$1,391,667 | \$2,950,000 | -53% | \$1,450,000 | \$2,950,000 | -51% | \$4,175,000 | \$5,900,000 | -29% |
| Kaupo | 0 | 1 | -1 | -100% | \$0 | \$468,000 | -100% | \$0 | \$468,000 | -100% | \$0 | \$468,000 | -100% |
| Kihei | 10 | 11 | -1 | -9% | \$719,250 | \$458,864 | 57% | \$449,500 | \$490,000 | -8% | \$7,192,500 | \$5,047,500 | 42% |
| Kipahulu | 1 | 0 | 1 | N/A | \$285,000 | \$0 | N/A | \$285,000 | \$0 | N/A | \$285,000 | \$0 | N/A |
| Kula/Ulupalakua/Kanaio | 9 | 13 | -4 | -31% | \$630,444 | \$468,942 | 34% | \$439,000 | \$445,000 | -1% | \$5,674,000 | \$6,096,250 | -7% |
| Lahaina | 13 | 5 | 8 | 160% | \$1,158,072 | \$757,000 | 53% | \$999,999 | \$620,000 | 61% | \$15,054,940 | \$3,785,000 | 298% |
| Lanai | 0 | 1 | -1 | -100% | \$0 | \$20,000 | -100% | \$0 | \$20,000 | -100% | \$0 | \$20,000 | -100% |
| Makawao/Olinda/Haliimaile | 5 | 5 | 0 | 0% | \$370,222 | \$714,000 | -48% | \$185,000 | \$285,000 | -35% | \$1,851,111 | \$3,570,000 | -48% |
| Maui Meadows | 0 | 0 | 0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A | \$0 | \$0 | N/A |
| Molokai | 8 | 5 | 3 | 60% | \$165,288 | \$84,800 | 95% | \$113,500 | \$95,000 | 19% | \$1,322,300 | \$424,000 | 212% |
| Nahiku | 1 | 0 | 1 | N/A | \$265,000 | \$0 | N/A | \$265,000 | \$0 | N/A | \$265,000 | \$0 | N/A |
| Napili/Kahana/Honokowai | 1 | 0 | 1 | N/A | \$415,000 | \$0 | N/A | \$415,000 | \$0 | N/A | \$415,000 | \$0 | N/A |
| Olowalu | 2 | 2 | 0 | 0% | \$747,500 | \$875,000 | -15% | \$747,500 | \$875,000 | -15% | \$1,495,000 | \$1,750,000 | -15% |
| Pukalani | 2 | 2 | 0 | 0% | \$330,000 | \$1,075,000 | -69% | \$330,000 | \$1,075,000 | -69% | \$660,000 | \$2,150,000 | -69% |
| Sprecklesville/Paia/Kuau | 1 | 0 | 1 | N/A | \$2,950,000 | \$0 | N/A | \$2,950,000 | \$0 | N/A | \$2,950,000 | \$0 | N/A |
| Wailea/Makena | 1 | 6 | -5 | -83% | \$1,350,000 | \$3,768,333 | -64% | \$1,350,000 | \$1,445,000 | -7% | \$1,350,000 | \$22,610,000 | -94% |
| Maui Summary: | 98 | 96 | 2 | 2% | \$635,782 | \$767,148 | -17% | \$445,000 | \$487,500 | -9% | \$62,306,601 | \$73,646,241 | -15% |