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**Featured Maui Real Estate**

Market Update

11/3/13



<b>Market Summary</b>	<b>Kapalua Resort</b>	<b>Kaanapali</b>	<b>Launiupoko</b>	<b>Wailea/Makena</b>	<b>W Maui Oceanfront</b>	<b>S Maui Oceanfront</b>
Active Listings	95	166	25	124	13	13
Potential Short Sale	1	2	0	1	0	0
Bank Owned (REO)	3	0	0	0	0	0
Average List Price	\$3,212,192	\$1,339,439	\$2,268,699	\$2,596,570	\$8,923,230	\$5,027,307
Average Days on Market	312	273	263	172	253	132
Listing Volume	\$305,158,307	\$222,346,978	\$56,717,490	\$321,974,799	\$116,002,000	\$65,355,000
<b>HOMES</b>	<b>Kapalua Resort</b>	<b>Kaanapali</b>	<b>Launiupoko</b>	<b>Wailea/Makena</b>	<b>W Maui Oceanfront</b>	<b>S Maui Oceanfront</b>
Active Listings	32	34	13	33	13	7
Low List Price	\$2,300,000	\$999,000	\$1,100,000	\$825,000	\$1,499,000 Leasehold	\$1,795,000
Average List Price	\$6,711,900	\$2,513,794	\$3,009,192	\$4,015,121	\$9,183,500	\$7,316,428
High List Price	\$28,000,000	\$5,988,000	\$5,799,000	\$14,000,000	\$28,000,000	\$17,500,000
<b>VACANT LAND</b>	<b>Kapalua Resort</b>	<b>Kaanapali</b>	<b>Launiupoko</b>	<b>Wailea/Makena</b>	<b>W Maui Oceanfront</b>	<b>S Maui Oceanfront</b>
Active Listings	15	38	12	7	1	6
Low List Price	\$975,000	\$349,000	\$550,000	\$475,000	\$5,800,000	\$1,725,000
Average List Price	\$1,791,533	\$750,951	\$1,466,499	\$1,894,714	\$5,800,000	\$2,356,666
High List Price	\$3,500,000	\$2,990,000	\$2,900,000	\$3,600,000	\$5,800,000	\$3,520,000
<b>CONDOS</b>	<b>Kapalua Resort</b>	<b>Kaanapali</b>	<b>Launiupoko</b>	<b>Wailea/Makena</b>	<b>W Maui Oceanfront</b>	<b>S Maui Oceanfront</b>
Active Listings	48	94	NA	84	NA	NA
Low List Price	\$715,000	\$230,000 Leasehold		\$515,000		
Average List Price	\$1,323,010	\$1,152,572		\$2,097,771		
High List Price	\$4,375,000	\$3,775,000		\$10,900,000		
<b>Pending Sales</b>	<b>Kapalua Resort</b>	<b>Kaanapali</b>	<b>Launiupoko</b>	<b>Wailea/Makena</b>	<b>W Maui Oceanfront</b>	<b>S Maui Oceanfront</b>
Total	6	35	1	11	0	5
Short Sale	2	4	1	0	NA	0
Bank Owned	0	1	0	0	NA	0

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2013 YTD Volume	Kapalua*	Kaanapali	Launiupoko	Wailea/Makena	W Maui Oceanfront	S Maui Oceanfront
# of Sales	47	186	23	137	4	10
Short Sale	2	5	4	6	1	0
Bank Owned	2	5	1	5	0	2
Low Sale	\$479,000	\$215,000 Leasehold	\$500,000	\$310,000	\$430,000	\$1,600,000
Average Sale	\$1,661,806	\$950,991	\$1,351,773	\$1,828,837	\$3,676,250	\$4,429,999
High Sale	\$9,700,000	\$4,450,000	\$4,233,000	\$10,000,000	\$9,700,000	\$9,200,000
Average DOM	313	502	223	193	382	244
2013 YTD Volume	\$78,104,906	\$176,884,342	\$31,090,800	\$250,550,757	\$14,705,000	\$44,299,999
2012 YTD	Kapalua*	Kaanapali	Launiupoko	Wailea/Makena	W Maui Oceanfront	S Maui Oceanfront
2012 # Sales	49	190	22	114	5	6
2012 Average Sale	\$1,247,919	\$690,692	\$1,174,000	\$1,391,018	\$4,387,500	\$5,353,333
2012 Volume	\$61,148,031	\$131,231,546	\$25,828,000	\$158,576,060	\$21,937,500	\$28,449,999
2012 Total	Kapalua*	Kaanapali	Launiupoko	Wailea/Makena	W Maui Oceanfront	S Maui Oceanfront
2012 # Sales	63	234	27	145	6	7
2012 Low Sale	\$330,000	\$150,000 Leasehold	\$320,000	\$370,000	\$1,050,000 Leasehold	\$2,500,000
2012 Average Sale	\$1,113,104	\$683,179	\$1,178,564	\$1,428,576	\$4,012,916	\$7,349,999
2012 High Sale	\$5,988,888	\$3,999,000	\$2,900,000	\$9,850,000	\$8,600,000	\$23,000,000
2012 Volume	\$70,125,531	\$159,864,015	\$31,821,250	\$207,143,560	\$24,077,500	\$51,449,999

\*2012 Sales data for Kapalua includes a Coconut Grove transaction not reported in MLS

Information in MLS is provided by third parties and is subject to change. It may not reflect all transactions in the real estate market.

This Year vs. Last YTD	Kapalua Resort	Kaanapali	Launiupoko	Wailea/Makena	W Maui Oceanfront	S Maui Oceanfront
\$ volume	22%	26%	17%	37%	-49%	36%
Avg Sale	25%	27%	13%	24%	-19%	-21%
# sales	-4%	-2%	5%	20%	-20%	67%

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