

# Monthly Indicators



## August 2018

Rising home prices, higher interest rates and increased building material costs have pressured housing affordability to a ten-year low, according to the National Association of Home Builders. Keen market observers have been watching this situation take shape for quite some time. Nationally, median household income has risen 2.6% in the last 12 months, while home prices are up 6.0%. That kind of gap will eventually create fewer sales due to affordability concerns, which is happening in several markets, especially in the middle to high-middle price ranges.

New Listings decreased 18.1 percent for Single Family homes and 25.0 percent for Condominium homes. Pending Sales decreased 6.1 percent for Single Family homes and 22.8 percent for Condominium homes. Inventory decreased 15.7 percent for Single Family homes and 18.4 percent for Condominium homes.

Median Sales Price remained flat for Single Family homes but increased 27.5 percent to \$700,000 for Condominium properties. Days on Market decreased 4.7 percent for Single Family homes but increased 23.3 percent for Condominium homes. Months Supply of Inventory decreased 13.1 percent for Single Family homes and 25.0 percent for Condominium homes.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

## Quick Facts

**+ 14.9%**

Change in Number of  
**Closed Sales**  
All Properties

**+ 13.4%**

Change in Number of  
**Median Sales Price**  
All Properties

**- 15.9%**

Change in Number of  
**Homes for Sale**  
All Properties

This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



| Key Metrics                           | Historical Sparkbars | 8-2017    | 8-2018           | % Change | YTD 2017    | YTD 2018           | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-------------|--------------------|----------|
| <b>New Listings</b>                   |                      | 144       | <b>118</b>       | - 18.1%  | 1,163       | <b>1,019</b>       | - 12.4%  |
| <b>Pending Sales</b>                  |                      | 98        | <b>92</b>        | - 6.1%   | 826         | <b>776</b>         | - 6.1%   |
| <b>Closed Sales</b>                   |                      | 106       | <b>109</b>       | + 2.8%   | 745         | <b>799</b>         | + 7.2%   |
| <b>Days on Market Until Sale</b>      |                      | 149       | <b>142</b>       | - 4.7%   | 145         | <b>153</b>         | + 5.5%   |
| <b>Median Sales Price</b>             |                      | \$700,000 | <b>\$700,000</b> | 0.0%     | \$702,000   | <b>\$700,000</b>   | - 0.3%   |
| <b>Average Sales Price</b>            |                      | \$963,743 | <b>\$860,508</b> | - 10.7%  | \$1,035,358 | <b>\$1,034,098</b> | - 0.1%   |
| <b>Percent of List Price Received</b> |                      | 96.0%     | <b>96.7%</b>     | + 0.7%   | 96.6%       | <b>96.8%</b>       | + 0.2%   |
| <b>Housing Affordability Index</b>    |                      | 51        | <b>48</b>        | - 5.9%   | 51          | <b>48</b>          | - 5.9%   |
| <b>Inventory of Homes for Sale</b>    |                      | 578       | <b>487</b>       | - 15.7%  | —           | —                  | —        |
| <b>Months Supply of Inventory</b>     |                      | 6.1       | <b>5.3</b>       | - 13.1%  | —           | —                  | —        |

# Condominium Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



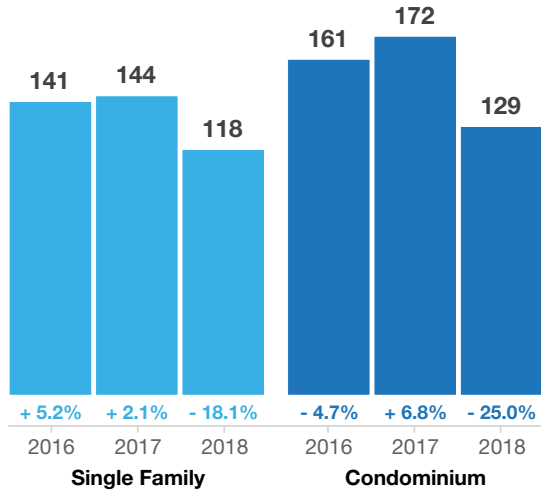
| Key Metrics                           | Historical Sparkbars | 8-2017    | 8-2018           | % Change | YTD 2017  | YTD 2018         | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| <b>New Listings</b>                   |                      | 172       | <b>129</b>       | - 25.0%  | 1,352     | <b>1,271</b>     | - 6.0%   |
| <b>Pending Sales</b>                  |                      | 149       | <b>115</b>       | - 22.8%  | 1,048     | <b>1,115</b>     | + 6.4%   |
| <b>Closed Sales</b>                   |                      | 110       | <b>146</b>       | + 32.7%  | 924       | <b>1,154</b>     | + 24.9%  |
| <b>Days on Market Until Sale</b>      |                      | 129       | <b>159</b>       | + 23.3%  | 150       | <b>157</b>       | + 4.7%   |
| <b>Median Sales Price</b>             |                      | \$400,000 | <b>\$509,998</b> | + 27.5%  | \$450,000 | <b>\$499,250</b> | + 10.9%  |
| <b>Average Sales Price</b>            |                      | \$597,209 | <b>\$813,839</b> | + 36.3%  | \$682,291 | <b>\$731,516</b> | + 7.2%   |
| <b>Percent of List Price Received</b> |                      | 96.1%     | <b>97.6%</b>     | + 1.6%   | 96.6%     | <b>97.3%</b>     | + 0.7%   |
| <b>Housing Affordability Index</b>    |                      | 90        | <b>66</b>        | - 26.7%  | 80        | <b>67</b>        | - 16.3%  |
| <b>Inventory of Homes for Sale</b>    |                      | 685       | <b>559</b>       | - 18.4%  | —         | —                | —        |
| <b>Months Supply of Inventory</b>     |                      | 5.6       | <b>4.2</b>       | - 25.0%  | —         | —                | —        |

# New Listings

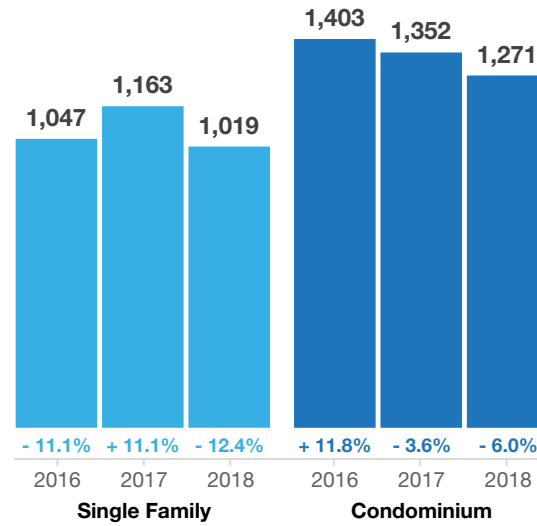
A count of the properties that have been newly listed on the market in a given month.



## August

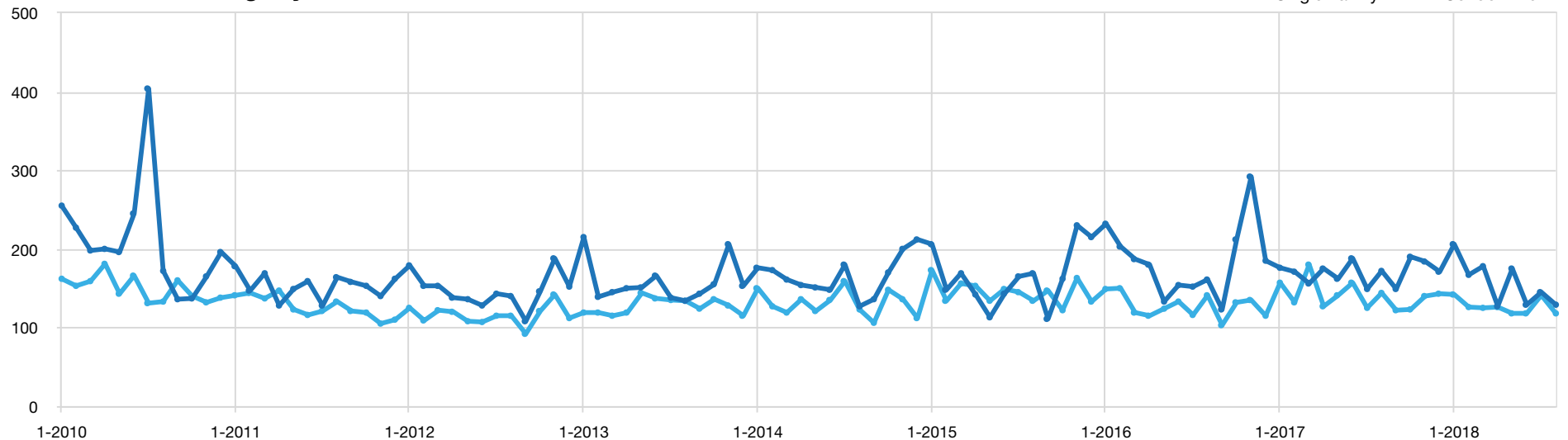


## Year to Date



| New Listings    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2017        | 122           | + 18.4%               | 149         | + 21.1%               |
| Oct-2017        | 123           | - 6.8%                | 190         | - 10.4%               |
| Nov-2017        | 140           | + 3.7%                | 184         | - 37.0%               |
| Dec-2017        | 143           | + 24.3%               | 171         | - 7.6%                |
| Jan-2018        | 142           | - 9.6%                | 206         | + 17.0%               |
| Feb-2018        | 126           | - 4.5%                | 167         | - 2.3%                |
| Mar-2018        | 125           | - 30.6%               | 178         | + 14.1%               |
| Apr-2018        | 126           | - 0.8%                | 127         | - 27.4%               |
| May-2018        | 118           | - 16.3%               | 175         | + 8.0%                |
| Jun-2018        | 118           | - 24.8%               | 129         | - 31.4%               |
| Jul-2018        | 141           | + 12.8%               | 145         | - 2.7%                |
| <b>Aug-2018</b> | <b>118</b>    | <b>- 18.1%</b>        | <b>129</b>  | <b>- 25.0%</b>        |
| 12-Month Avg    | 129           | - 5.8%                | 163         | - 9.4%                |

## Historical New Listings by Month

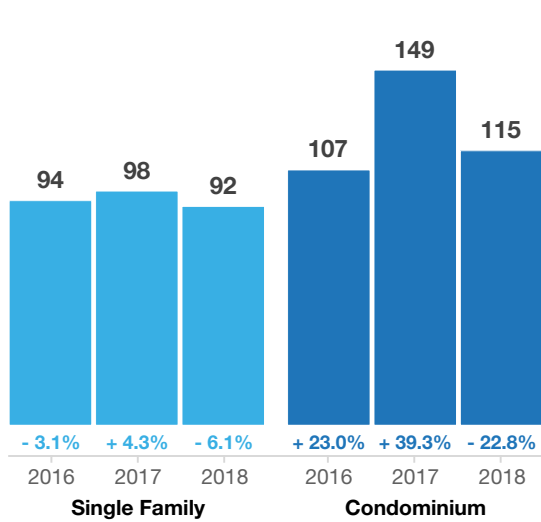


# Pending Sales

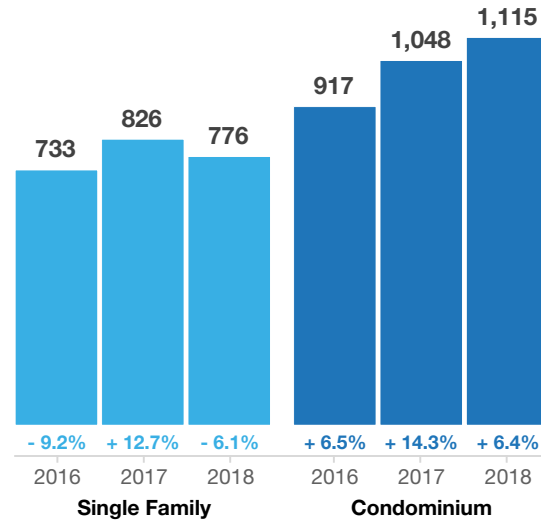
A count of the properties on which offers have been accepted in a given month.



## August

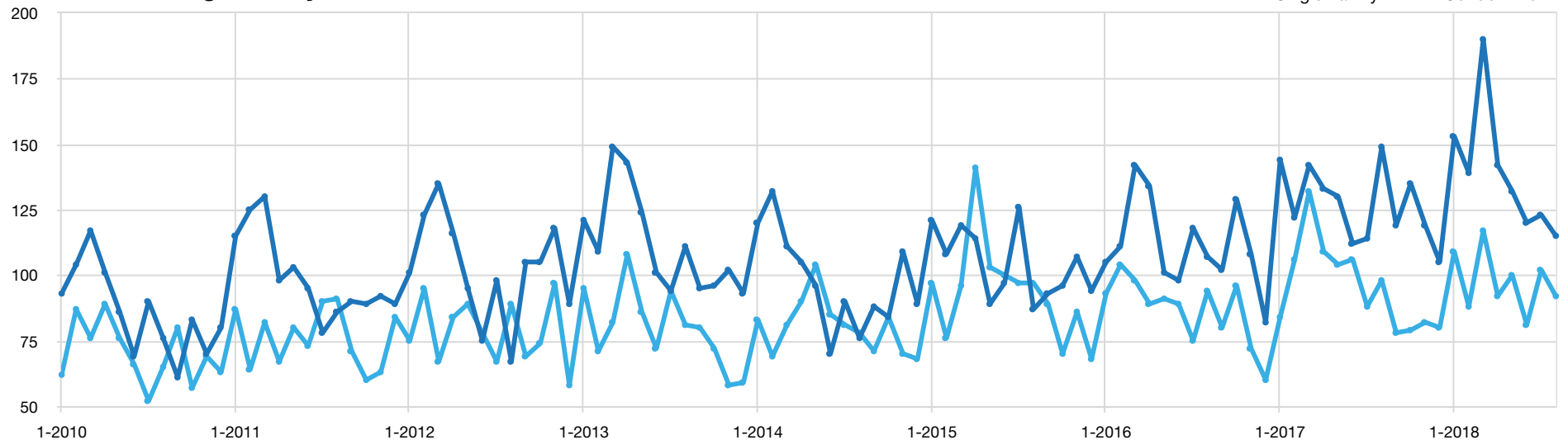


## Year to Date



| Pending Sales   | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2017        | 78            | - 2.5%                | 119         | + 16.7%               |
| Oct-2017        | 79            | - 17.7%               | 135         | + 4.7%                |
| Nov-2017        | 82            | + 13.9%               | 119         | + 10.2%               |
| Dec-2017        | 80            | + 33.3%               | 105         | + 28.0%               |
| Jan-2018        | 109           | + 29.8%               | 153         | + 6.3%                |
| Feb-2018        | 88            | - 17.0%               | 139         | + 13.9%               |
| Mar-2018        | 117           | - 11.4%               | 190         | + 33.8%               |
| Apr-2018        | 92            | - 15.6%               | 142         | + 6.8%                |
| May-2018        | 100           | - 3.8%                | 132         | + 1.5%                |
| Jun-2018        | 81            | - 23.6%               | 120         | + 7.1%                |
| Jul-2018        | 102           | + 15.9%               | 123         | + 7.9%                |
| <b>Aug-2018</b> | <b>92</b>     | <b>- 6.1%</b>         | <b>115</b>  | <b>- 22.8%</b>        |
| 12-Month Avg    | 92            | - 3.2%                | 133         | + 9.0%                |

## Historical Pending Sales by Month

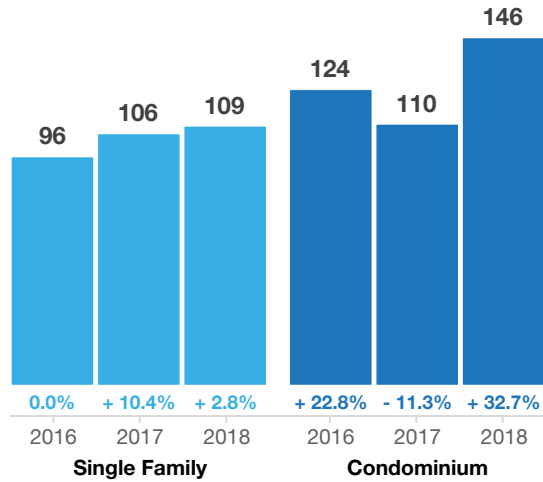


# Closed Sales

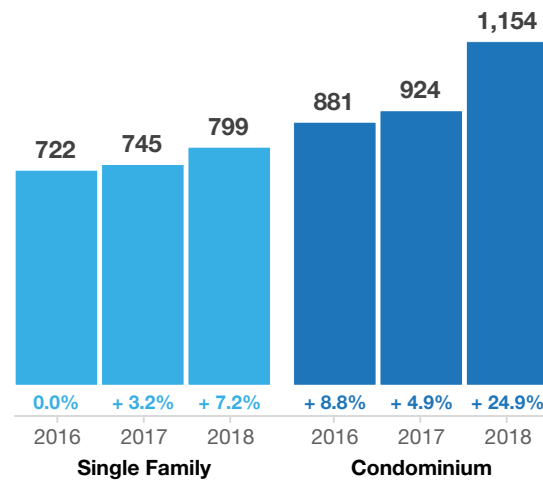
A count of the actual sales that closed in a given month.



## August

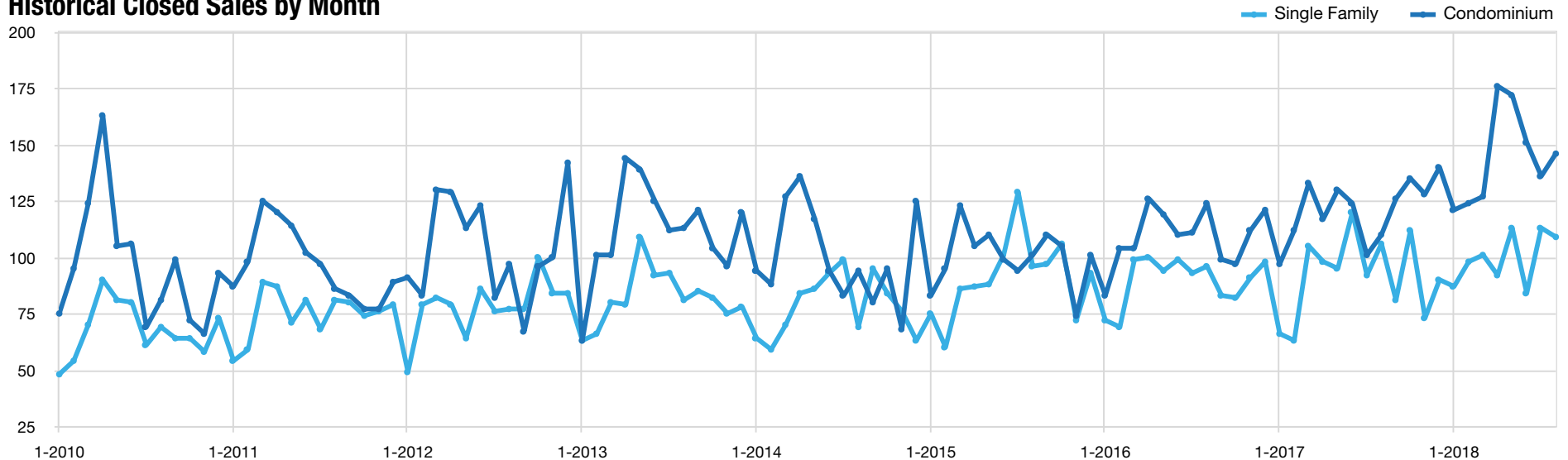


## Year to Date



| Closed Sales    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2017        | 81            | -2.4%                 | 126         | +27.3%                |
| Oct-2017        | 112           | +36.6%                | 135         | +39.2%                |
| Nov-2017        | 73            | -19.8%                | 128         | +14.3%                |
| Dec-2017        | 90            | -8.2%                 | 140         | +15.7%                |
| Jan-2018        | 87            | +31.8%                | 121         | +24.7%                |
| Feb-2018        | 98            | +55.6%                | 124         | +10.7%                |
| Mar-2018        | 101           | -3.8%                 | 127         | -4.5%                 |
| Apr-2018        | 92            | -6.1%                 | 176         | +50.4%                |
| May-2018        | 113           | +18.9%                | 172         | +32.3%                |
| Jun-2018        | 84            | -30.0%                | 151         | +21.8%                |
| Jul-2018        | 113           | +22.8%                | 136         | +34.7%                |
| <b>Aug-2018</b> | <b>109</b>    | <b>+2.8%</b>          | <b>146</b>  | <b>+32.7%</b>         |
| 12-Month Avg    | 96            | +4.3%                 | 140         | +23.9%                |

## Historical Closed Sales by Month

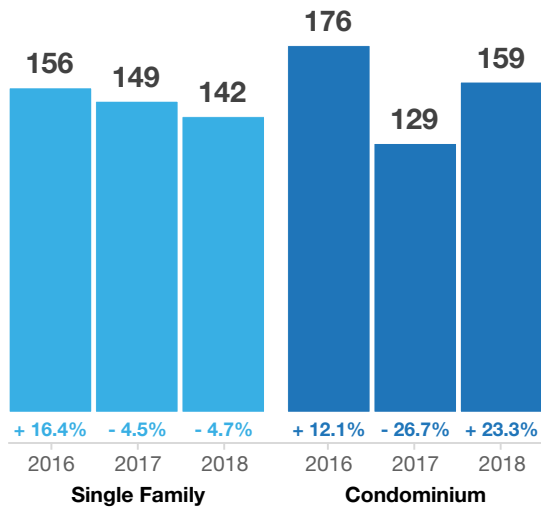


# Days on Market Until Sale

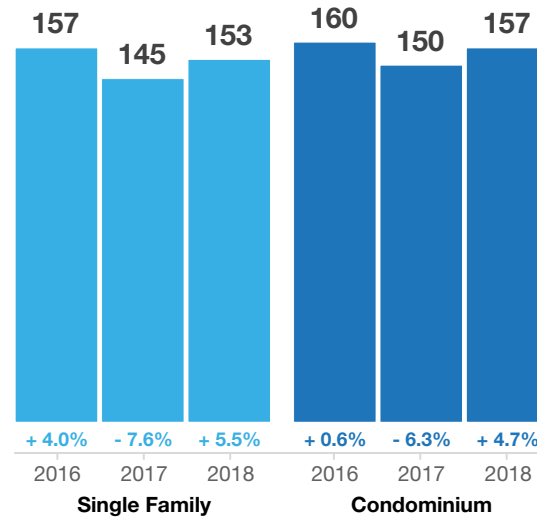
Average number of days between when a property is listed and when it closed in a given month.



## August



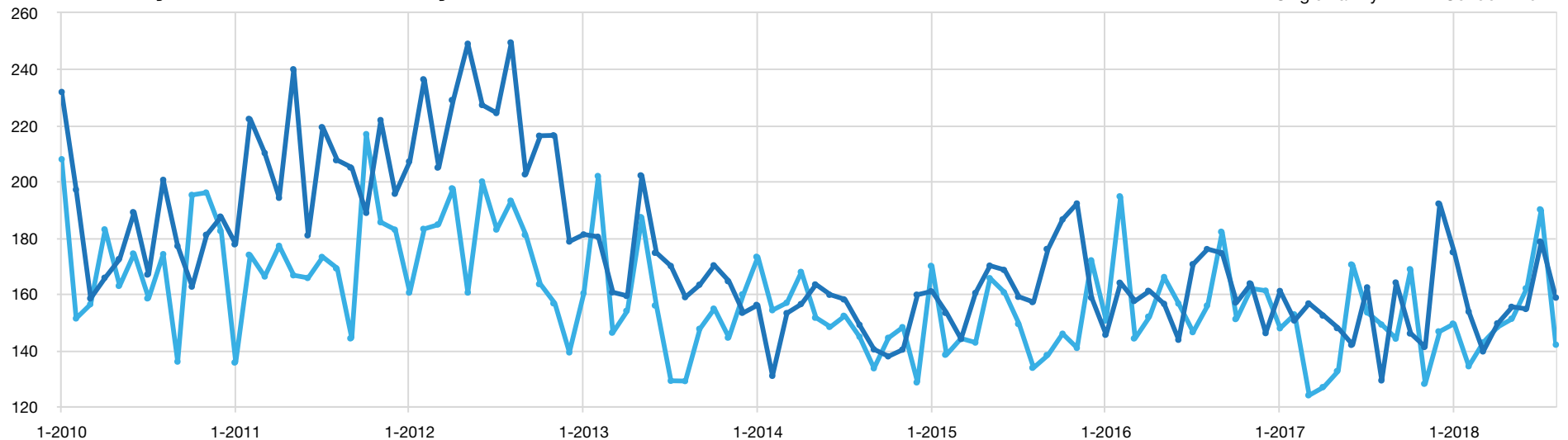
## Year to Date



| Days on Market  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2017        | 144           | - 20.9%               | 164         | - 6.3%                |
| Oct-2017        | 169           | + 11.9%               | 146         | - 7.0%                |
| Nov-2017        | 128           | - 21.0%               | 141         | - 14.0%               |
| Dec-2017        | 147           | - 8.7%                | 192         | + 31.5%               |
| Jan-2018        | 149           | + 0.7%                | 175         | + 8.7%                |
| Feb-2018        | 134           | - 12.4%               | 154         | + 2.0%                |
| Mar-2018        | 143           | + 15.3%               | 139         | - 11.5%               |
| Apr-2018        | 148           | + 16.5%               | 149         | - 2.0%                |
| May-2018        | 151           | + 14.4%               | 155         | + 4.7%                |
| Jun-2018        | 162           | - 4.7%                | 155         | + 9.2%                |
| Jul-2018        | 190           | + 24.2%               | 179         | + 10.5%               |
| <b>Aug-2018</b> | <b>142</b>    | <b>- 4.7%</b>         | <b>159</b>  | <b>+ 23.3%</b>        |
| 12-Month Avg*   | 152           | + 0.6%                | 159         | + 3.7%                |

\* Days on Market for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

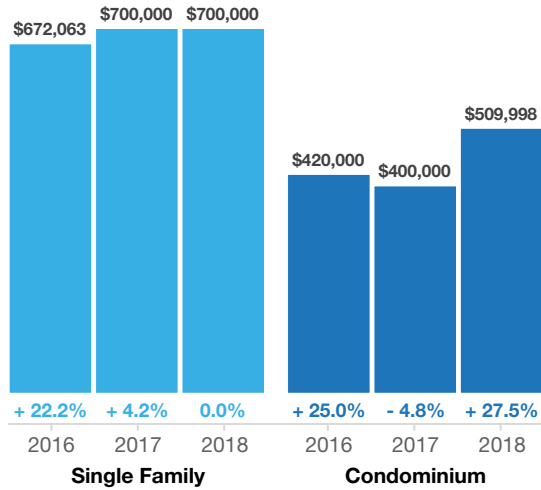


# Median Sales Price

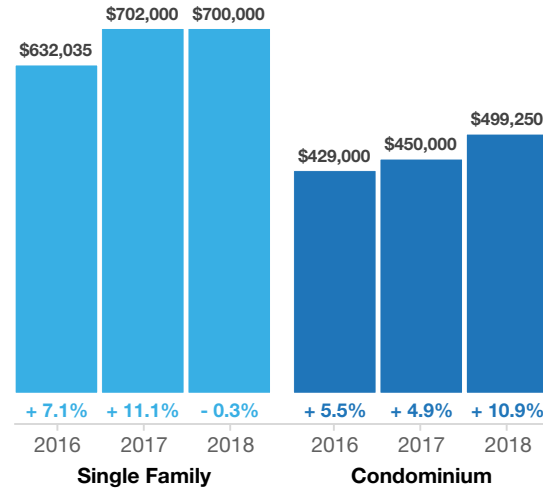
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



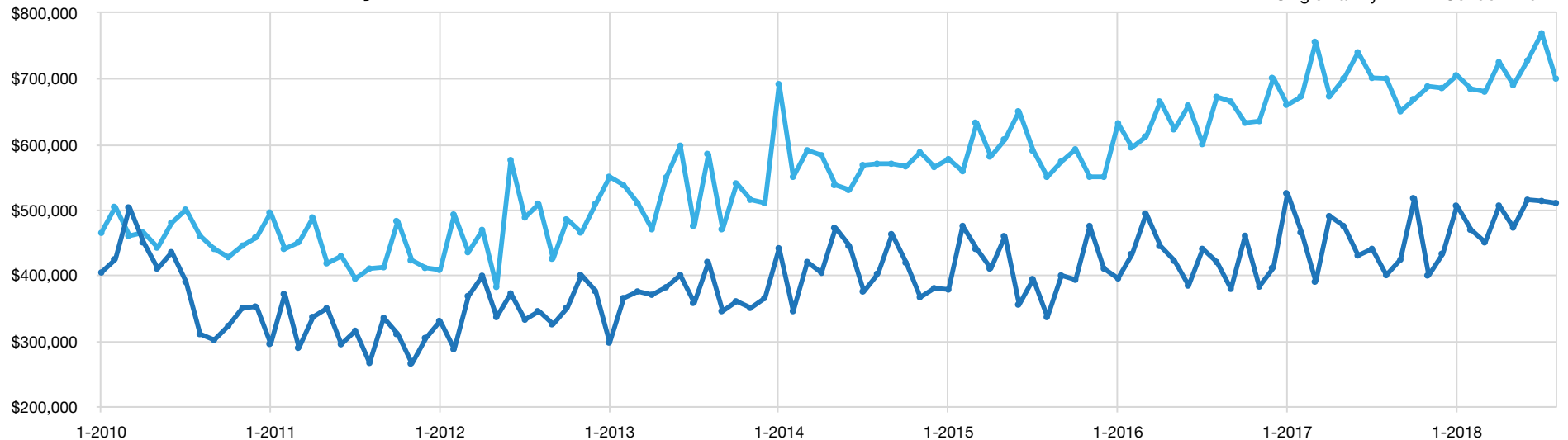
## Year to Date



| Median Sales Price | Single Family    | Year-Over-Year Change | Condominium      | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| Sep-2017           | \$650,000        | -2.3%                 | \$423,750        | +11.8%                |
| Oct-2017           | \$668,675        | +5.7%                 | \$517,500        | +12.5%                |
| Nov-2017           | \$688,000        | +8.3%                 | \$399,500        | +4.4%                 |
| Dec-2017           | \$685,500        | -2.2%                 | \$432,500        | +5.2%                 |
| Jan-2018           | \$705,000        | +6.8%                 | \$506,000        | -3.6%                 |
| Feb-2018           | \$684,350        | +1.8%                 | \$469,250        | +0.9%                 |
| Mar-2018           | \$680,000        | -10.1%                | \$450,000        | +15.4%                |
| Apr-2018           | \$725,000        | +7.7%                 | \$506,113        | +3.3%                 |
| May-2018           | \$690,000        | -1.4%                 | \$472,500        | -0.5%                 |
| Jun-2018           | \$727,500        | -1.7%                 | \$515,000        | +19.8%                |
| Jul-2018           | \$769,000        | +9.7%                 | \$513,163        | +16.6%                |
| <b>Aug-2018</b>    | <b>\$700,000</b> | <b>0.0%</b>           | <b>\$509,998</b> | <b>+27.5%</b>         |
| 12-Month Avg*      | \$692,265        | +0.3%                 | \$480,000        | +11.6%                |

\* Median Sales Price for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



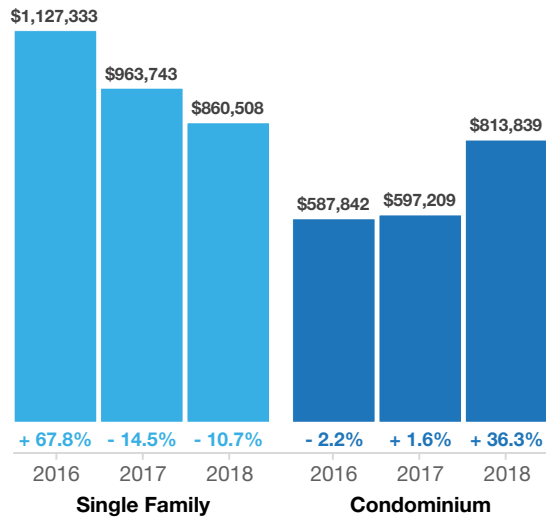


# Average Sales Price

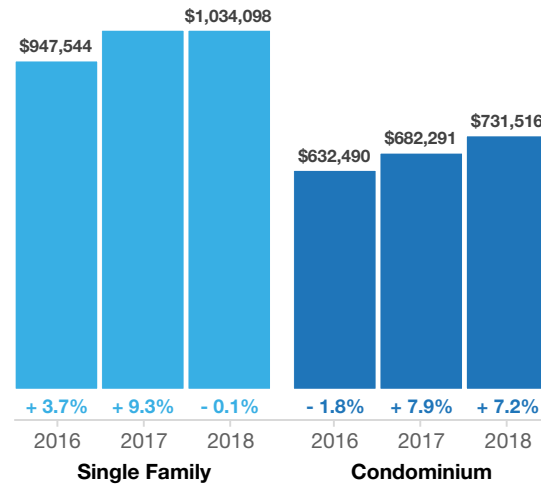
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



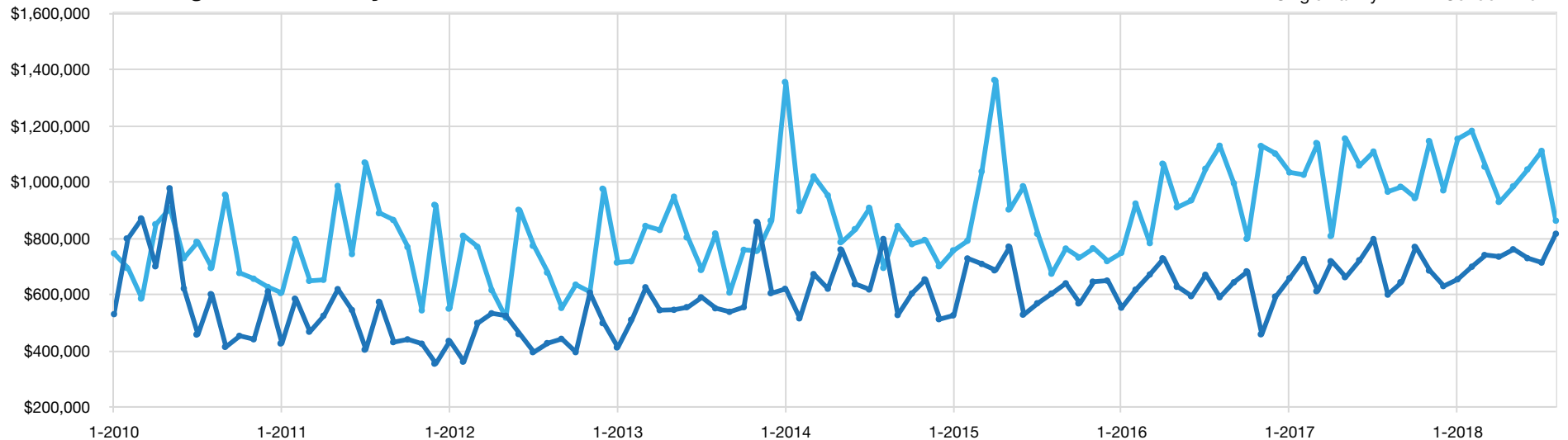
## Year to Date



| Avg. Sales Price | Single Family    | Year-Over-Year Change | Condominium      | Year-Over-Year Change |
|------------------|------------------|-----------------------|------------------|-----------------------|
| Sep-2017         | \$981,276        | - 1.2%                | \$641,318        | + 0.0%                |
| Oct-2017         | \$940,865        | + 18.2%               | \$767,237        | + 12.8%               |
| Nov-2017         | \$1,144,137      | + 1.6%                | \$683,017        | + 49.8%               |
| Dec-2017         | \$968,559        | - 11.9%               | \$627,597        | + 6.4%                |
| Jan-2018         | \$1,151,931      | + 11.6%               | \$651,825        | - 0.6%                |
| Feb-2018         | \$1,180,498      | + 15.3%               | \$696,502        | - 3.8%                |
| Mar-2018         | \$1,052,880      | - 7.4%                | \$738,198        | + 21.1%               |
| Apr-2018         | \$927,469        | + 15.1%               | \$732,331        | + 2.3%                |
| May-2018         | \$982,847        | - 14.7%               | \$758,613        | + 15.0%               |
| Jun-2018         | \$1,043,116      | - 1.3%                | \$727,059        | + 1.0%                |
| Jul-2018         | \$1,108,962      | + 0.2%                | \$711,234        | - 10.5%               |
| <b>Aug-2018</b>  | <b>\$860,508</b> | <b>- 10.7%</b>        | <b>\$813,839</b> | <b>+ 36.3%</b>        |
| 12-Month Avg*    | \$1,023,201      | - 0.4%                | \$715,295        | + 9.7%                |

\* Avg. Sales Price for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

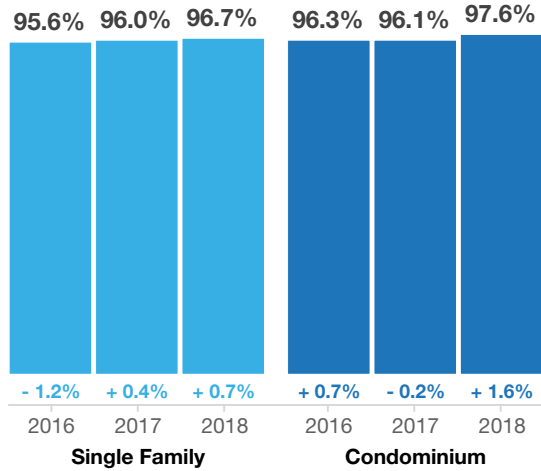


# Percent of List Price Received

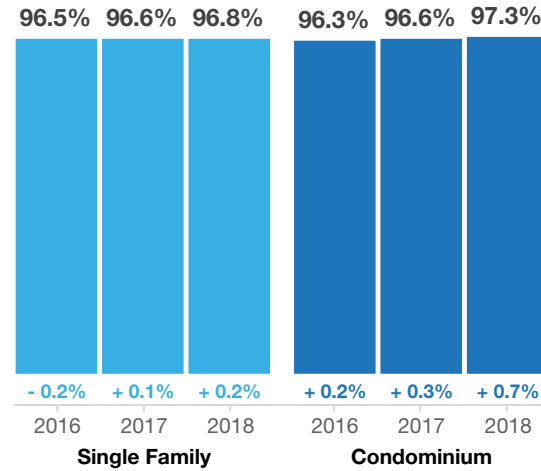
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August



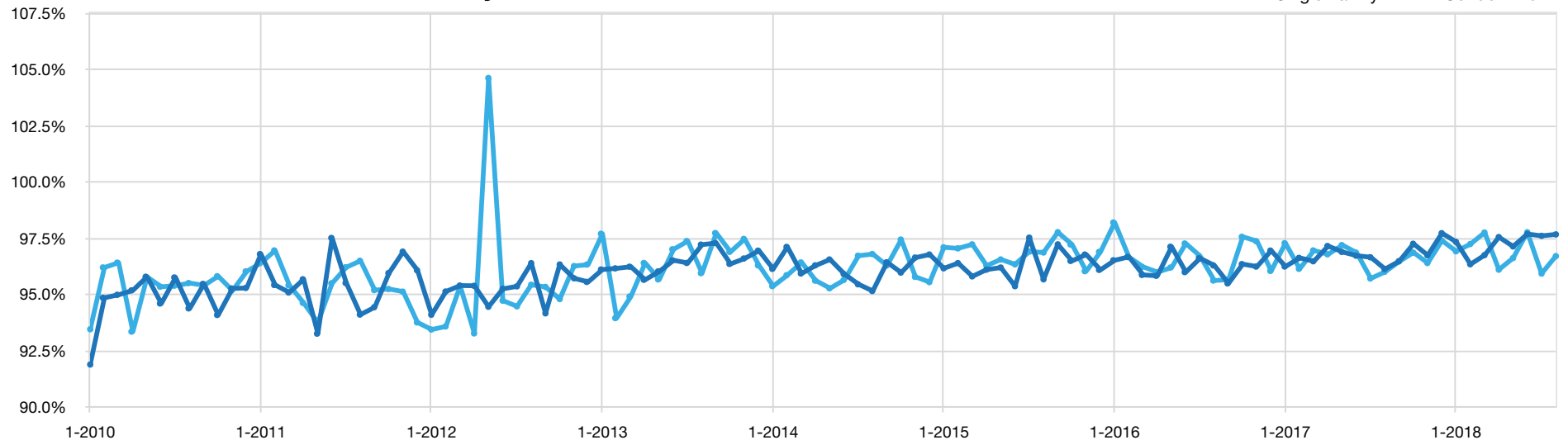
## Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condominium  | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|--------------|-----------------------|
| Sep-2017                    | 96.4%         | + 0.8%                | 96.5%        | + 1.0%                |
| Oct-2017                    | 96.8%         | - 0.7%                | 97.2%        | + 0.9%                |
| Nov-2017                    | 96.4%         | - 0.9%                | 96.7%        | + 0.5%                |
| Dec-2017                    | 97.4%         | + 1.5%                | 97.7%        | + 0.8%                |
| Jan-2018                    | 96.9%         | - 0.4%                | 97.3%        | + 1.1%                |
| Feb-2018                    | 97.2%         | + 1.1%                | 96.3%        | - 0.3%                |
| Mar-2018                    | 97.7%         | + 0.8%                | 96.7%        | + 0.3%                |
| Apr-2018                    | 96.1%         | - 0.7%                | 97.5%        | + 0.4%                |
| May-2018                    | 96.6%         | - 0.6%                | 97.1%        | + 0.2%                |
| Jun-2018                    | 97.7%         | + 0.9%                | 97.7%        | + 1.0%                |
| Jul-2018                    | 95.9%         | + 0.2%                | 97.6%        | + 1.0%                |
| <b>Aug-2018</b>             | <b>96.7%</b>  | <b>+ 0.7%</b>         | <b>97.6%</b> | <b>+ 1.6%</b>         |
| 12-Month Avg*               | 96.8%         | + 0.2%                | 97.2%        | + 0.7%                |

\* Pct. of List Price Received for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

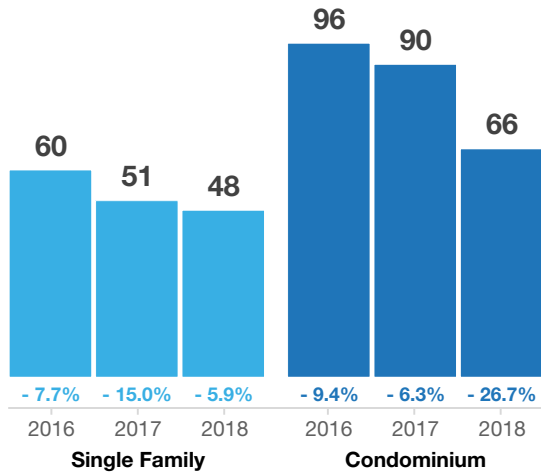


# Housing Affordability Index

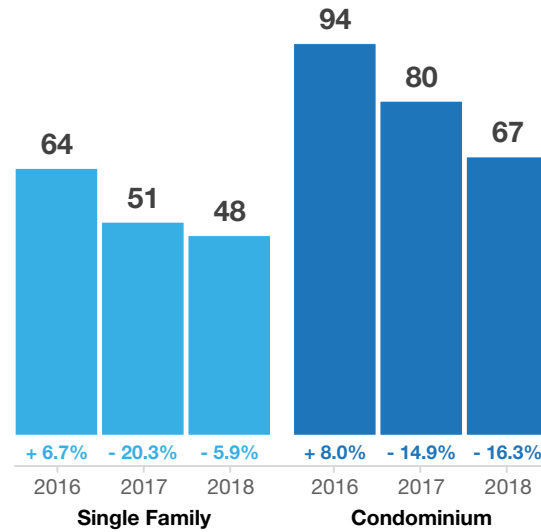
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## August

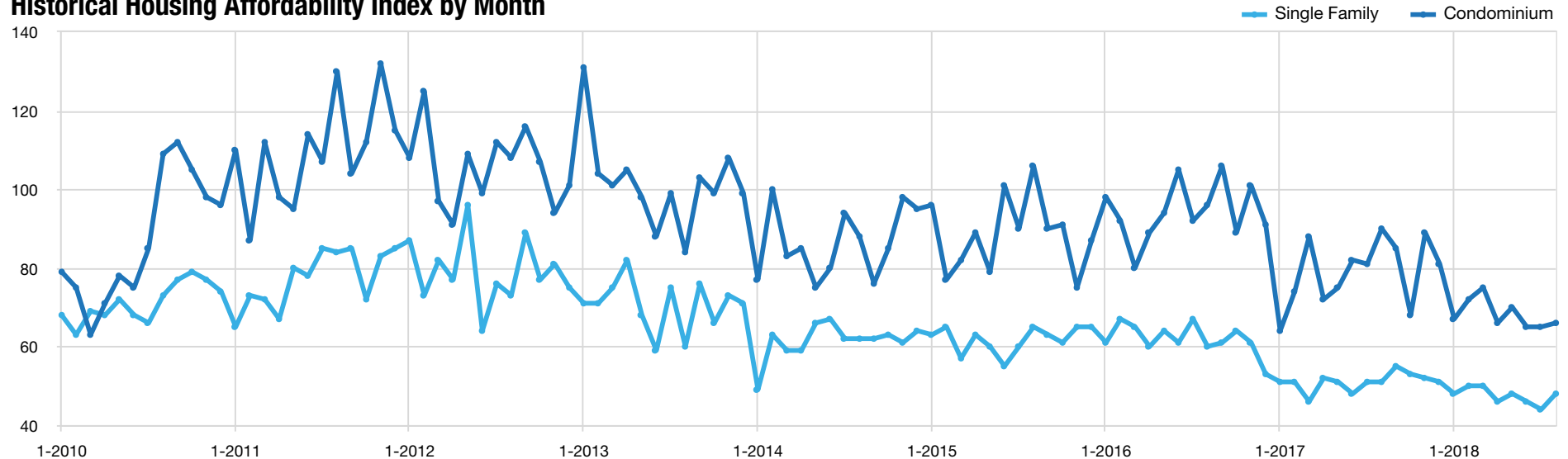


## Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2017            | 55            | -9.8%                 | 85          | -19.8%                |
| Oct-2017            | 53            | -17.2%                | 68          | -23.6%                |
| Nov-2017            | 52            | -14.8%                | 89          | -11.9%                |
| Dec-2017            | 51            | -3.8%                 | 81          | -11.0%                |
| Jan-2018            | 48            | -5.9%                 | 67          | +4.7%                 |
| Feb-2018            | 50            | -2.0%                 | 72          | -2.7%                 |
| Mar-2018            | 50            | +8.7%                 | 75          | -14.8%                |
| Apr-2018            | 46            | -11.5%                | 66          | -8.3%                 |
| May-2018            | 48            | -5.9%                 | 70          | -6.7%                 |
| Jun-2018            | 46            | -4.2%                 | 65          | -20.7%                |
| Jul-2018            | 44            | -13.7%                | 65          | -19.8%                |
| <b>Aug-2018</b>     | <b>48</b>     | <b>-5.9%</b>          | <b>66</b>   | <b>-26.7%</b>         |
| 12-Month Avg        | 49            | -7.5%                 | 72          | -14.3%                |

## Historical Housing Affordability Index by Month

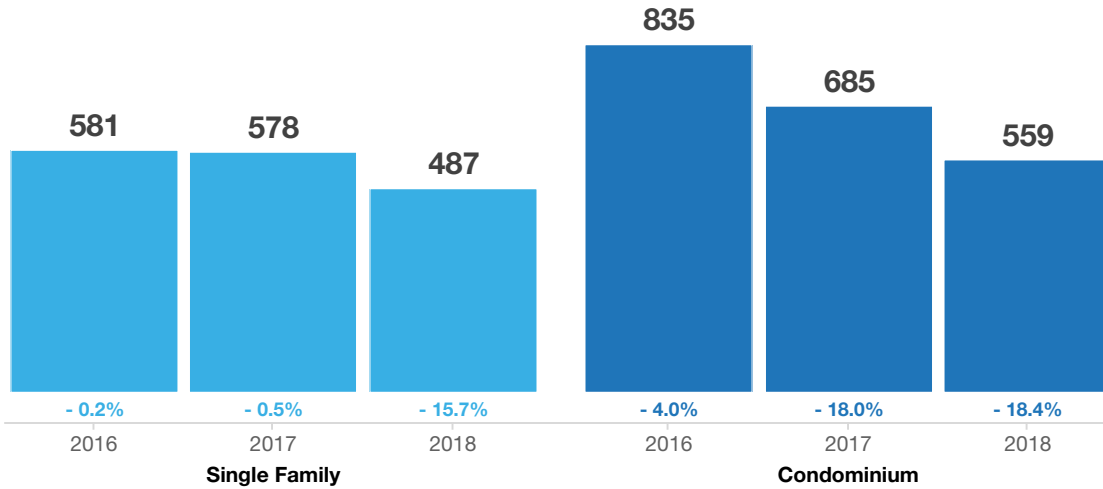


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

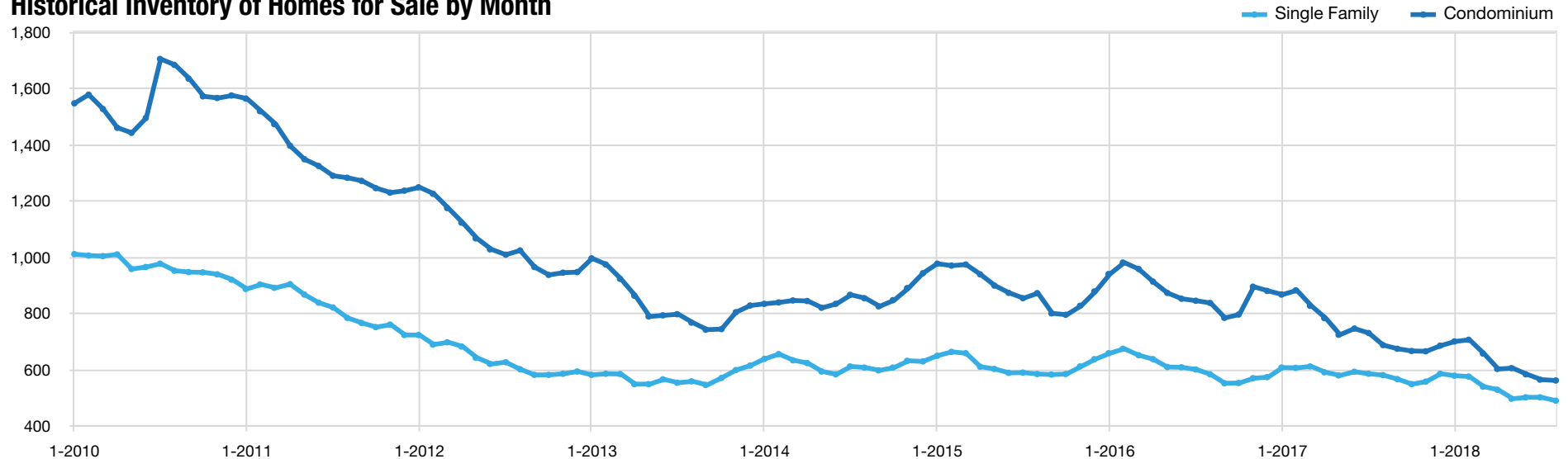


## August



| Homes for Sale  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2017        | 564           | + 2.7%                | 672         | - 14.1%               |
| Oct-2017        | 546           | - 0.7%                | 664         | - 16.4%               |
| Nov-2017        | 555           | - 2.1%                | 663         | - 25.8%               |
| Dec-2017        | 583           | + 2.1%                | 683         | - 22.2%               |
| Jan-2018        | 576           | - 4.8%                | 698         | - 19.3%               |
| Feb-2018        | 573           | - 5.1%                | 704         | - 20.0%               |
| Mar-2018        | 537           | - 11.8%               | 655         | - 20.6%               |
| Apr-2018        | 526           | - 10.5%               | 600         | - 23.2%               |
| May-2018        | 494           | - 14.4%               | 603         | - 16.5%               |
| Jun-2018        | 499           | - 15.4%               | 581         | - 21.9%               |
| Jul-2018        | 499           | - 14.4%               | 562         | - 22.8%               |
| <b>Aug-2018</b> | <b>487</b>    | <b>- 15.7%</b>        | <b>559</b>  | <b>- 18.4%</b>        |
| 12-Month Avg    | 537           | - 7.6%                | 637         | - 20.2%               |

## Historical Inventory of Homes for Sale by Month

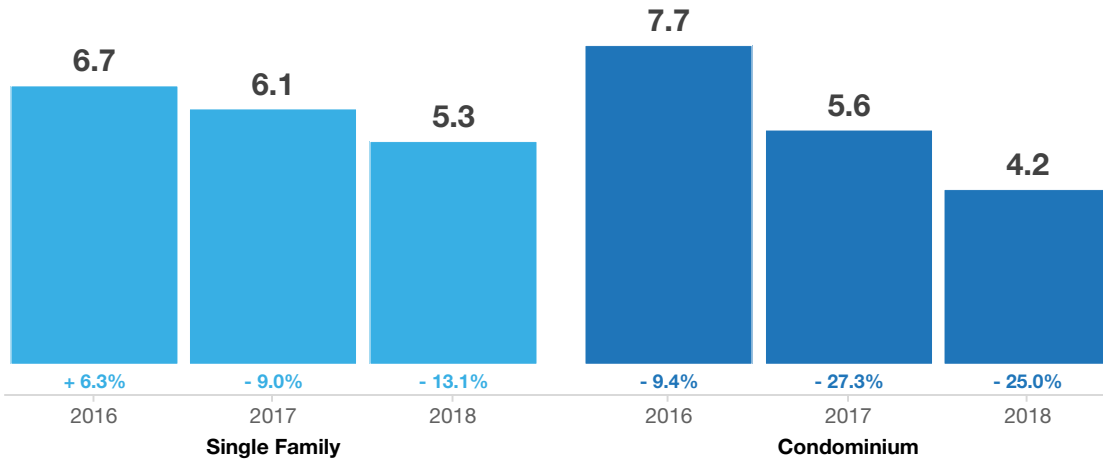


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



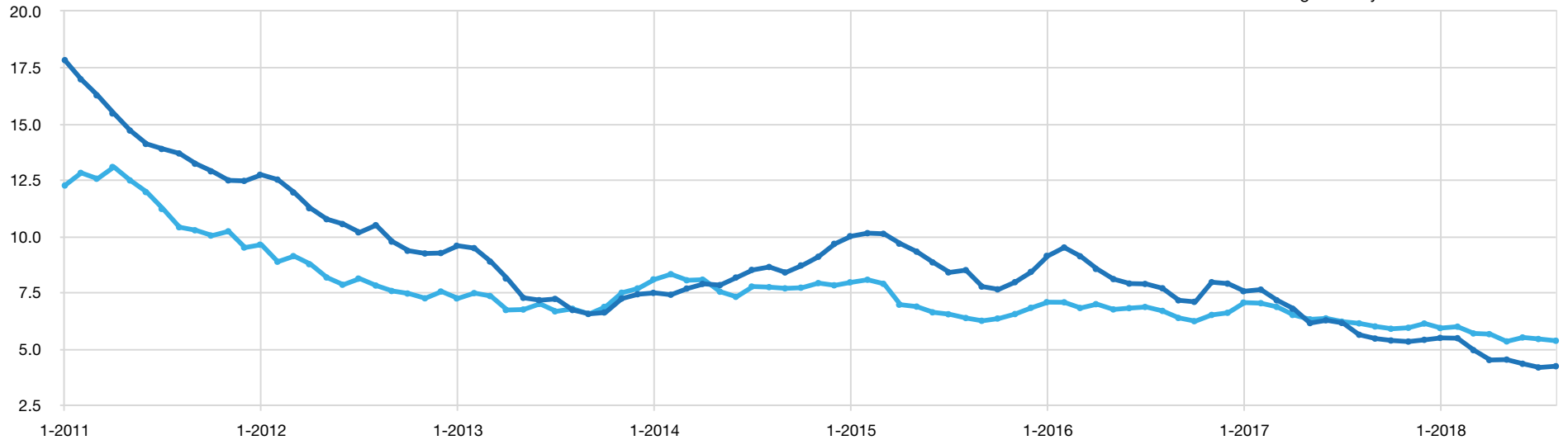
## August



| Months Supply   | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2017        | 6.0           | - 6.3%                | 5.4         | - 23.9%               |
| Oct-2017        | 5.9           | - 4.8%                | 5.3         | - 25.4%               |
| Nov-2017        | 5.9           | - 9.2%                | 5.3         | - 32.9%               |
| Dec-2017        | 6.1           | - 7.6%                | 5.4         | - 31.6%               |
| Jan-2018        | 5.9           | - 15.7%               | 5.5         | - 26.7%               |
| Feb-2018        | 6.0           | - 14.3%               | 5.5         | - 27.6%               |
| Mar-2018        | 5.7           | - 16.2%               | 4.9         | - 31.0%               |
| Apr-2018        | 5.6           | - 13.8%               | 4.5         | - 33.8%               |
| May-2018        | 5.3           | - 15.9%               | 4.5         | - 26.2%               |
| Jun-2018        | 5.5           | - 12.7%               | 4.3         | - 30.6%               |
| Jul-2018        | 5.4           | - 12.9%               | 4.1         | - 32.8%               |
| <b>Aug-2018</b> | <b>5.3</b>    | <b>- 13.1%</b>        | <b>4.2</b>  | <b>- 25.0%</b>        |
| 12-Month Avg*   | 5.8           | - 11.2%               | 4.9         | - 29.0%               |

\* Months Supply for all properties from September 2017 through August 2018. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics                           | Historical Sparkbars | 8-2017    | 8-2018           | % Change | YTD 2017  | YTD 2018         | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| <b>New Listings</b>                   |                      | 346       | <b>277</b>       | - 19.9%  | 2,787     | <b>2,605</b>     | - 6.5%   |
| <b>Pending Sales</b>                  |                      | 263       | <b>218</b>       | - 17.1%  | 1,995     | <b>2,032</b>     | + 1.9%   |
| <b>Closed Sales</b>                   |                      | 235       | <b>270</b>       | + 14.9%  | 1,820     | <b>2,102</b>     | + 15.5%  |
| <b>Days on Market Until Sale</b>      |                      | 147       | <b>156</b>       | + 6.1%   | 153       | <b>160</b>       | + 4.6%   |
| <b>Median Sales Price</b>             |                      | \$551,250 | <b>\$625,000</b> | + 13.4%  | \$580,000 | <b>\$615,000</b> | + 6.0%   |
| <b>Average Sales Price</b>            |                      | \$755,704 | <b>\$825,542</b> | + 9.2%   | \$809,020 | <b>\$850,891</b> | + 5.2%   |
| <b>Percent of List Price Received</b> |                      | 96.1%     | <b>97.2%</b>     | + 1.1%   | 96.5%     | <b>96.9%</b>     | + 0.4%   |
| <b>Housing Affordability Index</b>    |                      | 65        | <b>54</b>        | - 16.9%  | 62        | <b>54</b>        | - 12.9%  |
| <b>Inventory of Homes for Sale</b>    |                      | 1,616     | <b>1,359</b>     | - 15.9%  | —         | —                | —        |
| <b>Months Supply of Inventory</b>     |                      | 6.9       | <b>5.6</b>       | - 18.8%  | —         | —                | —        |

# Single Family Monthly Sales Volume

## August 2018



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | August 2018 |                     |                    | July 2018  |                      |                    | August 2017 |                      |                    |
|---------------------------|-------------|---------------------|--------------------|------------|----------------------|--------------------|-------------|----------------------|--------------------|
|                           | Units       | Dollar Volume       | Median Sales Price | Units      | Dollar Volume        | Median Sales Price | Units       | Dollar Volume        | Median Sales Price |
| Haiku                     | 9           | \$8,027,250         | \$850,000          | 2          | \$1,850,000          | \$925,000          | 10          | \$7,716,250          | \$652,500          |
| Hana                      | 4           | \$2,900,000         | \$750,000          | 0          | --                   | --                 | 1           | \$210,000            | \$210,000          |
| Honokohau                 | 0           | --                  | --                 | 0          | --                   | --                 | 0           | --                   | --                 |
| Kaanapali                 | 2           | \$5,450,000         | \$2,725,000        | 3          | \$7,125,000          | \$2,050,000        | 4           | \$9,320,000          | \$2,150,000        |
| Kahakuloa                 | 0           | --                  | --                 | 0          | --                   | --                 | 0           | --                   | --                 |
| Kahului                   | 7           | \$4,776,000         | \$679,000          | 16         | \$11,904,000         | \$690,000          | 11          | \$7,730,000          | \$655,000          |
| Kapalua                   | 1           | \$1,970,000         | \$1,970,000        | 0          | --                   | --                 | 3           | \$7,825,000          | \$2,575,000        |
| Kaupo                     | 0           | --                  | --                 | 0          | --                   | --                 | 0           | --                   | --                 |
| Keanae                    | 0           | --                  | --                 | 0          | --                   | --                 | 0           | --                   | --                 |
| Kihei                     | 20          | \$21,199,000        | \$731,000          | 17         | \$12,641,400         | \$725,000          | 15          | \$10,661,240         | \$689,500          |
| Kipahulu                  | 0           | --                  | --                 | 0          | --                   | --                 | 0           | --                   | --                 |
| Kula/Ulupalakua/Kanaio    | 7           | \$7,087,500         | \$795,000          | 6          | \$7,430,000          | \$812,500          | 5           | \$5,899,000          | \$1,100,000        |
| Lahaina                   | 2           | \$2,080,750         | \$1,040,375        | 7          | \$12,630,000         | \$820,000          | 9           | \$14,954,000         | \$960,000          |
| Maalaea                   | 0           | --                  | --                 | 0          | --                   | --                 | 0           | --                   | --                 |
| Makawao/Olinda/Haliimaile | 6           | \$3,770,000         | \$562,500          | 5          | \$4,659,000          | \$930,000          | 2           | \$948,000            | \$474,000          |
| Maui Meadows              | 1           | \$815,000           | \$815,000          | 7          | \$9,267,100          | \$1,395,000        | 6           | \$6,261,250          | \$1,006,250        |
| Nahiku                    | 0           | --                  | --                 | 0          | --                   | --                 | 0           | --                   | --                 |
| Napili/Kahana/Honokowai   | 5           | \$4,943,500         | \$1,150,000        | 2          | \$1,685,000          | \$842,500          | 7           | \$6,197,200          | \$850,000          |
| Olowalu                   | 0           | --                  | --                 | 0          | --                   | --                 | 1           | \$801,500            | \$801,500          |
| Pukalani                  | 6           | \$4,799,500         | \$696,750          | 7          | \$6,274,000          | \$845,000          | 3           | \$3,548,000          | \$668,000          |
| Spreckelsville/Paia/Kuau  | 0           | --                  | --                 | 2          | \$1,255,000          | \$627,500          | 2           | \$4,925,000          | \$2,462,500        |
| Wailea/Makena             | 2           | \$2,890,000         | \$1,445,000        | 7          | \$27,371,000         | \$2,430,000        | 0           | --                   | --                 |
| Wailuku                   | 26          | \$18,887,481        | \$697,128          | 28         | \$19,446,286         | \$677,153          | 18          | \$12,027,324         | \$647,500          |
| Lanai                     | 2           | \$840,000           | \$420,000          | 2          | \$1,175,000          | \$587,500          | 4           | \$1,461,000          | \$343,000          |
| Molokai                   | 9           | \$3,359,400         | \$309,900          | 3          | \$837,969            | \$238,000          | 5           | \$1,672,000          | \$265,000          |
| <b>All MLS</b>            | <b>109</b>  | <b>\$93,795,381</b> | <b>\$700,000</b>   | <b>114</b> | <b>\$125,550,755</b> | <b>\$764,500</b>   | <b>106</b>  | <b>\$102,156,764</b> | <b>\$700,000</b>   |

# Condominium Monthly Sales Volume

## August 2018



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | August 2018 |                      |                    | July 2018  |                     |                    | August 2017 |                     |                    |
|---------------------------|-------------|----------------------|--------------------|------------|---------------------|--------------------|-------------|---------------------|--------------------|
|                           | Units       | Dollar Volume        | Median Sales Price | Units      | Dollar Volume       | Median Sales Price | Units       | Dollar Volume       | Median Sales Price |
| Haiku                     | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Hana                      | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Honokohau                 | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Kaanapali                 | 18          | \$20,673,000         | \$895,000          | 11         | \$12,365,999        | \$915,000          | 10          | \$6,939,900         | \$647,450          |
| Kahakuloa                 | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Kahului                   | 2           | \$400,000            | \$200,000          | 3          | \$578,000           | \$135,000          | 8           | \$1,099,400         | \$92,150           |
| Kapalua                   | 3           | \$9,355,000          | \$3,810,000        | 9          | \$12,574,900        | \$900,000          | 5           | \$11,800,100        | \$885,100          |
| Kaupo                     | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Keanae                    | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Kihei                     | 51          | \$25,796,500         | \$425,000          | 52         | \$24,237,675        | \$388,000          | 49          | \$21,045,628        | \$385,000          |
| Kipahulu                  | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Kula/Ulupalakua/Kanaio    | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Lahaina                   | 9           | \$5,905,500          | \$477,500          | 10         | \$6,781,500         | \$585,000          | 5           | \$2,449,000         | \$510,000          |
| Maalaea                   | 4           | \$2,177,500          | \$586,250          | 3          | \$1,725,000         | \$565,000          | 3           | \$1,544,900         | \$424,900          |
| Makawao/Olinda/Haliimaile | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Maui Meadows              | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Nahiku                    | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Napili/Kahana/Honokowai   | 32          | \$17,914,995         | \$485,000          | 20         | \$9,663,500         | \$424,500          | 14          | \$5,355,500         | \$365,500          |
| Olowalu                   | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Pukalani                  | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Spreckelsville/Paia/Kuau  | 1           | \$350,000            | \$350,000          | 1          | \$372,000           | \$372,000          | 0           | --                  | --                 |
| Wailea/Makena             | 19          | \$33,327,145         | \$1,101,217        | 19         | \$25,619,474        | \$1,375,000        | 5           | \$12,180,000        | \$1,900,000        |
| Wailuku                   | 7           | \$2,920,825          | \$474,000          | 8          | \$3,177,825         | \$373,500          | 10          | \$3,186,075         | \$297,500          |
| Lanai                     | 0           | --                   | --                 | 0          | --                  | --                 | 0           | --                  | --                 |
| Molokai                   | 0           | --                   | --                 | 1          | \$107,000           | \$107,000          | 1           | \$92,500            | \$92,500           |
| <b>All MLS</b>            | <b>146</b>  | <b>\$118,820,465</b> | <b>\$509,998</b>   | <b>137</b> | <b>\$97,202,873</b> | <b>\$508,825</b>   | <b>110</b>  | <b>\$65,693,003</b> | <b>\$400,000</b>   |



# Land Monthly Sales Volume

## August 2018



| Area Name                 | August 2018 |                     |                    | July 2018 |                    |                    | August 2017 |                    |                    |
|---------------------------|-------------|---------------------|--------------------|-----------|--------------------|--------------------|-------------|--------------------|--------------------|
|                           | Units       | Dollar Volume       | Median Sales Price | Units     | Dollar Volume      | Median Sales Price | Units       | Dollar Volume      | Median Sales Price |
| Haiku                     | 5           | \$2,635,000         | \$485,000          | 3         | \$1,186,700        | \$445,000          | 1           | \$400,000          | \$400,000          |
| Hana                      | 1           | \$450,000           | \$450,000          | 1         | \$250,000          | \$250,000          | 1           | \$140,000          | \$140,000          |
| Honokohau                 | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Kaanapali                 | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Kahakuloa                 | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Kahului                   | 0           | --                  | --                 | 1         | \$2,195,000        | \$2,195,000        | 1           | \$315,000          | \$315,000          |
| Kapalua                   | 0           | --                  | --                 | 0         | --                 | --                 | 1           | \$1,400,000        | \$1,400,000        |
| Kaupo                     | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Keanae                    | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Kihei                     | 1           | \$2,000,000         | \$2,000,000        | 1         | \$325,000          | \$325,000          | 0           | --                 | --                 |
| Kipahulu                  | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Kula/Ulupalakua/Kanaio    | 1           | \$830,500           | \$830,500          | 1         | \$850,000          | \$850,000          | 0           | --                 | --                 |
| Lahaina                   | 1           | \$2,400,000         | \$2,400,000        | 1         | \$1,055,000        | \$1,055,000        | 1           | \$1,175,000        | \$1,175,000        |
| Maalaea                   | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Makawao/Olinda/Haliimaile | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Maui Meadows              | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Nahiku                    | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Napili/Kahana/Honokowai   | 0           | --                  | --                 | 0         | --                 | --                 | 1           | \$1,200,000        | \$1,200,000        |
| Olowalu                   | 0           | --                  | --                 | 1         | \$575,000          | \$575,000          | 0           | --                 | --                 |
| Pukalani                  | 1           | \$350,000           | \$350,000          | 0         | --                 | --                 | 11          | \$3,697,790        | \$329,000          |
| Spreckelsville/Paia/Kuau  | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Wailea/Makena             | 1           | \$510,000           | \$510,000          | 0         | --                 | --                 | 0           | --                 | --                 |
| Wailuku                   | 2           | \$615,000           | \$307,500          | 6         | \$2,282,850        | \$277,500          | 2           | \$1,412,999        | \$706,500          |
| Lanai                     | 0           | --                  | --                 | 0         | --                 | --                 | 0           | --                 | --                 |
| Molokai                   | 2           | \$490,000           | \$245,000          | 1         | \$40,000           | \$40,000           | 0           | --                 | --                 |
| <b>All MLS</b>            | <b>15</b>   | <b>\$10,280,500</b> | <b>\$460,000</b>   | <b>16</b> | <b>\$8,759,550</b> | <b>\$395,000</b>   | <b>19</b>   | <b>\$9,740,789</b> | <b>\$332,000</b>   |

# Single Family Sales – Year to Date

August 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |               |                | Median Sales Price |                   |               |                | Total Dollar Volume |                   |               |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|---------------|----------------|
|                           | Aug-18 YTD Sales | Aug-17 YTD Sales | Unit Change | Percent Change | Aug-18 YTD Average  | Aug-17 YTD Average | Dollar Change | Percent Change | Aug-18 YTD Median  | Aug-17 YTD Median | Dollar Change | Percent Change | Aug-18 YTD Volume   | Aug-17 YTD Volume | Dollar Change | Percent Change |
| Haiku                     | 59               | 60               | -1          | -1.7%          | \$902,352           | \$854,166          | +\$48,186     | +5.6%          | \$790,000          | \$734,500         | +\$55,500     | +7.6%          | \$53,238,750        | \$51,249,944      | +\$1,988,806  | +3.9%          |
| Hana                      | 16               | 7                | +9          | +128.6%        | \$1,016,250         | \$1,438,226        | -\$421,976    | -29.3%         | \$747,500          | \$997,083         | -\$249,583    | -25.0%         | \$16,259,995        | \$10,067,583      | +\$6,192,412  | +61.5%         |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kaanapali                 | 26               | 17               | +9          | +52.9%         | \$2,118,469         | \$2,059,250        | +\$59,219     | +2.9%          | \$1,762,250        | \$1,750,000       | +\$12,250     | +0.7%          | \$55,080,202        | \$35,007,250      | +\$20,072,952 | +57.3%         |
| Kahakuloa                 | 1                | 1                | 0           | 0.0%           | \$890,000           | \$575,000          | +\$315,000    | +54.8%         | \$890,000          | \$575,000         | +\$315,000    | +54.8%         | \$890,000           | \$575,000         | +\$315,000    | +54.8%         |
| Kahului                   | 105              | 96               | +9          | +9.4%          | \$683,307           | \$605,480          | +\$77,827     | +12.9%         | \$679,000          | \$597,000         | +\$82,000     | +13.7%         | \$71,747,240        | \$58,126,122      | +\$13,621,118 | +23.4%         |
| Kapalua                   | 7                | 6                | +1          | +16.7%         | \$4,037,614         | \$2,587,500        | +\$1,450,114  | +56.0%         | \$3,000,000        | \$2,487,500       | +\$512,500    | +20.6%         | \$28,263,300        | \$15,525,000      | +\$12,738,300 | +82.1%         |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kihei                     | 125              | 126              | -1          | -0.8%          | \$1,005,877         | \$927,004          | +\$78,873     | +8.5%          | \$680,000          | \$700,000         | -\$20,000     | -2.9%          | \$125,734,592       | \$116,802,499     | +\$8,932,093  | +7.6%          |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kula/Ulupalakua/Kanaio    | 47               | 61               | -14         | -23.0%         | \$1,098,156         | \$1,051,290        | +\$46,866     | +4.5%          | \$975,000          | \$849,000         | +\$126,000    | +14.8%         | \$51,613,349        | \$64,128,700      | -\$12,515,351 | -19.5%         |
| Lahaina                   | 44               | 48               | -4          | -8.3%          | \$1,754,390         | \$1,700,246        | +\$54,144     | +3.2%          | \$835,000          | \$1,334,500       | -\$499,500    | -37.4%         | \$77,193,150        | \$81,611,798      | -\$4,418,648  | -5.4%          |
| Maalaea                   | 1                | 0                | +1          | --             | \$2,000,000         | --                 | --            | --             | \$2,000,000        | --                | --            | --             | \$2,000,000         | \$0               | +\$2,000,000  | --             |
| Makawao/Olinda/Haliimaile | 37               | 34               | +3          | +8.8%          | \$733,607           | \$830,074          | -\$96,467     | -11.6%         | \$610,000          | \$627,500         | -\$17,500     | -2.8%          | \$27,143,457        | \$28,222,514      | -\$1,079,057  | -3.8%          |
| Maui Meadows              | 24               | 22               | +2          | +9.1%          | \$1,223,983         | \$1,338,756        | -\$114,773    | -8.6%          | \$1,335,000        | \$1,280,000       | +\$55,000     | +4.3%          | \$29,375,600        | \$29,452,630      | -\$77,030     | -0.3%          |
| Nahiku                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Napili/Kahana/Honokowai   | 22               | 33               | -11         | -33.3%         | \$1,088,341         | \$920,953          | +\$167,388    | +18.2%         | \$961,500          | \$850,000         | +\$111,500    | +13.1%         | \$23,943,500        | \$30,391,444      | -\$6,447,944  | -21.2%         |
| Olowalu                   | 1                | 1                | 0           | 0.0%           | \$1,360,000         | \$801,500          | +\$558,500    | +69.7%         | \$1,360,000        | \$801,500         | +\$558,500    | +69.7%         | \$1,360,000         | \$801,500         | +\$558,500    | +69.7%         |
| Pukalani                  | 30               | 32               | -2          | -6.3%          | \$750,040           | \$746,961          | +\$3,079      | +0.4%          | \$720,000          | \$671,500         | +\$48,500     | +7.2%          | \$22,501,200        | \$23,902,750      | -\$1,401,550  | -5.9%          |
| Spreckelsville/Paia/Kuau  | 17               | 15               | +2          | +13.3%         | \$1,154,610         | \$1,694,767        | -\$540,156    | -31.9%         | \$615,000          | \$865,000         | -\$250,000    | -28.9%         | \$19,628,375        | \$25,421,500      | -\$5,793,125  | -22.8%         |
| Wailea/Makena             | 24               | 21               | +3          | +14.3%         | \$3,580,667         | \$4,797,381        | -\$1,216,714  | -25.4%         | \$2,180,250        | \$3,250,000       | -\$1,069,750  | -32.9%         | \$85,936,000        | \$100,745,000     | -\$14,809,000 | -14.7%         |
| Wailuku                   | 174              | 131              | +43         | +32.8%         | \$650,913           | \$642,343          | +\$8,570      | +1.3%          | \$650,000          | \$615,000         | +\$35,000     | +5.7%          | \$113,258,934       | \$84,146,976      | +\$29,111,958 | +34.6%         |
| Lanai                     | 14               | 16               | -2          | -12.5%         | \$576,286           | \$390,375          | +\$185,911    | +47.6%         | \$485,000          | \$367,500         | +\$117,500    | +32.0%         | \$8,068,000         | \$6,246,000       | +\$1,822,000  | +29.2%         |
| Molokai                   | 25               | 18               | +7          | +38.9%         | \$520,351           | \$495,398          | +\$24,953     | +5.0%          | \$350,000          | \$388,500         | -\$38,500     | -9.9%          | \$13,008,769        | \$8,917,160       | +\$4,091,609  | +45.9%         |
| All MLS                   | 799              | 745              | +54         | +7.2%          | \$1,034,098         | \$1,035,358        | -\$1,259      | -0.1%          | \$700,000          | \$702,000         | -\$2,000      | -0.3%          | \$826,244,413       | \$771,341,370     | +\$54,903,043 | +7.1%          |

# Total Condominium Sales – Year to Date

August 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |                  |                | Median Sales Price |                   |                  |                | Total Dollar Volume  |                      |                       |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|------------------|----------------|--------------------|-------------------|------------------|----------------|----------------------|----------------------|-----------------------|----------------|
|                           | Aug-18 YTD Sales | Aug-17 YTD Sales | Unit Change | Percent Change | Aug-18 YTD Average  | Aug-17 YTD Average | Dollar Change    | Percent Change | Aug-18 YTD Median  | Aug-17 YTD Median | Dollar Change    | Percent Change | Aug-18 YTD Volume    | Aug-17 YTD Volume    | Dollar Change         | Percent Change |
| Haiku                     | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Hana                      | 0                | 1                | -1          | -100.0%        | --                  | \$760,000          | --               | --             | --                 | \$760,000         | --               | --             | \$0                  | \$760,000            | -\$760,000            | -100.0%        |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Kaanapali                 | 119              | 76               | +43         | +56.6%         | \$1,086,810         | \$1,072,541        | +\$14,269        | +1.3%          | \$830,000          | \$747,500         | +\$82,500        | +11.0%         | \$129,330,387        | \$81,513,140         | +\$47,817,247         | +58.7%         |
| Kahakuloa                 | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Kahului                   | 22               | 26               | -4          | -15.4%         | \$155,955           | \$126,703          | +\$29,251        | +23.1%         | \$122,875          | \$95,000          | +\$27,875        | +29.3%         | \$3,431,000          | \$3,294,280          | +\$136,720            | +4.2%          |
| Kapalua                   | 38               | 35               | +3          | +8.6%          | \$1,958,212         | \$1,914,683        | +\$43,529        | +2.3%          | \$1,015,625        | \$910,000         | +\$105,625       | +11.6%         | \$74,412,038         | \$67,013,899         | +\$7,398,139          | +11.0%         |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Kihei                     | 424              | 362              | +62         | +17.1%         | \$487,155           | \$474,645          | +\$12,510        | +2.6%          | \$407,000          | \$383,000         | +\$24,000        | +6.3%          | \$206,553,551        | \$171,821,462        | +\$34,732,089         | +20.2%         |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Lahaina                   | 57               | 56               | +1          | +1.8%          | \$618,527           | \$510,308          | +\$108,219       | +21.2%         | \$504,400          | \$455,500         | +\$48,900        | +10.7%         | \$35,256,026         | \$28,577,255         | +\$6,678,771          | +23.4%         |
| Maalaea                   | 34               | 26               | +8          | +30.8%         | \$440,618           | \$390,692          | +\$49,925        | +12.8%         | \$427,500          | \$347,500         | +\$80,000        | +23.0%         | \$14,981,000         | \$10,158,000         | +\$4,823,000          | +47.5%         |
| Makawao/Olinda/Haliimaile | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Maui Meadows              | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Nahiku                    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Napili/Kahana/Honokowai   | 175              | 146              | +29         | +19.9%         | \$495,599           | \$453,584          | +\$42,015        | +9.3%          | \$445,000          | \$410,000         | +\$35,000        | +8.5%          | \$86,729,789         | \$66,223,204         | +\$20,506,585         | +31.0%         |
| Olowalu                   | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Pukalani                  | 5                | 7                | -2          | -28.6%         | \$607,200           | \$597,571          | +\$9,629         | +1.6%          | \$601,000          | \$618,000         | -\$17,000        | -2.8%          | \$3,036,000          | \$4,183,000          | -\$1,147,000          | -27.4%         |
| Spreckelsville/Paia/Kuau  | 3                | 0                | +3          | --             | \$365,667           | --                 | --               | --             | \$372,000          | --                | --               | --             | \$1,097,000          | \$0                  | +\$1,097,000          | --             |
| Wailea/Makena             | 166              | 97               | +69         | +71.1%         | \$1,495,581         | \$1,687,056        | -\$191,474       | -11.3%         | \$1,149,950        | \$1,100,000       | +\$49,950        | +4.5%          | \$248,266,479        | \$163,644,398        | +\$84,622,081         | +51.7%         |
| Wailuku                   | 103              | 78               | +25         | +32.1%         | \$386,829           | \$372,338          | +\$14,491        | +3.9%          | \$399,000          | \$378,750         | +\$20,250        | +5.3%          | \$39,843,367         | \$29,042,347         | +\$10,801,020         | +37.2%         |
| Lanai                     | 0                | 4                | -4          | -100.0%        | --                  | \$726,875          | --               | --             | --                 | \$895,000         | --               | --             | \$0                  | \$2,907,500          | -\$2,907,500          | -100.0%        |
| Molokai                   | 8                | 10               | -2          | -20.0%         | \$154,063           | \$129,825          | +\$24,238        | +18.7%         | \$149,000          | \$110,000         | +\$39,000        | +35.5%         | \$1,232,500          | \$1,298,250          | -\$65,750             | -5.1%          |
| <b>All MLS</b>            | <b>1,154</b>     | <b>924</b>       | <b>+230</b> | <b>+24.9%</b>  | <b>\$731,516</b>    | <b>\$682,291</b>   | <b>+\$49,225</b> | <b>+7.2%</b>   | <b>\$499,250</b>   | <b>\$450,000</b>  | <b>+\$49,250</b> | <b>+10.9%</b>  | <b>\$844,169,137</b> | <b>\$630,436,735</b> | <b>+\$213,732,402</b> | <b>+33.9%</b>  |

# Fee Simple Condominium Sales – Year to Date

August 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |                  |                | Median Sales Price |                   |                  |                | Total Dollar Volume  |                      |                       |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|------------------|----------------|--------------------|-------------------|------------------|----------------|----------------------|----------------------|-----------------------|----------------|
|                           | Aug-18 YTD Sales | Aug-17 YTD Sales | Unit Change | Percent Change | Aug-18 YTD Average  | Aug-17 YTD Average | Dollar Change    | Percent Change | Aug-18 YTD Median  | Aug-17 YTD Median | Dollar Change    | Percent Change | Aug-18 YTD Volume    | Aug-17 YTD Volume    | Dollar Change         | Percent Change |
| Haiku                     | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Hana                      | 0                | 1                | -1          | -100.0%        | --                  | \$760,000          | --               | --             | --                 | \$760,000         | --               | --             | \$0                  | \$760,000            | -\$760,000            | -100.0%        |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Kaanapali                 | 105              | 65               | +40         | +61.5%         | \$1,185,470         | \$1,202,125        | -\$16,655        | -1.4%          | \$915,000          | \$860,000         | +\$55,000        | +6.4%          | \$124,474,387        | \$78,138,140         | +\$46,336,247         | +59.3%         |
| Kahakuloa                 | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Kahului                   | 22               | 26               | -4          | -15.4%         | \$155,955           | \$126,703          | +\$29,251        | +23.1%         | \$122,875          | \$95,000          | +\$27,875        | +29.3%         | \$3,431,000          | \$3,294,280          | +\$136,720            | +4.2%          |
| Kapalua                   | 38               | 35               | +3          | +8.6%          | \$1,958,212         | \$1,914,683        | +\$43,529        | +2.3%          | \$1,015,625        | \$910,000         | +\$105,625       | +11.6%         | \$74,412,038         | \$67,013,899         | +\$7,398,139          | +11.0%         |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Kihei                     | 419              | 355              | +64         | +18.0%         | \$488,495           | \$478,259          | +\$10,236        | +2.1%          | \$407,000          | \$384,000         | +\$23,000        | +6.0%          | \$204,679,251        | \$169,781,962        | +\$34,897,289         | +20.6%         |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Lahaina                   | 52               | 54               | -2          | -3.7%          | \$662,056           | \$523,118          | +\$138,938       | +26.6%         | \$517,500          | \$470,000         | +\$47,500        | +10.1%         | \$34,426,900         | \$28,248,355         | +\$6,178,545          | +21.9%         |
| Maalaea                   | 24               | 20               | +4          | +20.0%         | \$505,917           | \$424,770          | +\$81,147        | +19.1%         | \$505,000          | \$414,750         | +\$90,250        | +21.8%         | \$12,142,000         | \$8,495,400          | +\$3,646,600          | +42.9%         |
| Makawao/Olinda/Haliimaile | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Maui Meadows              | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Nahiku                    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Napili/Kahana/Honokowai   | 156              | 118              | +38         | +32.2%         | \$506,072           | \$489,468          | +\$16,605        | +3.4%          | \$462,500          | \$441,000         | +\$21,500        | +4.9%          | \$78,947,289         | \$57,757,200         | +\$21,190,089         | +36.7%         |
| Olowalu                   | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                  | \$0                  | \$0                   | --             |
| Pukalani                  | 5                | 7                | -2          | -28.6%         | \$607,200           | \$597,571          | +\$9,629         | +1.6%          | \$601,000          | \$618,000         | -\$17,000        | -2.8%          | \$3,036,000          | \$4,183,000          | -\$1,147,000          | -27.4%         |
| Spreckelsville/Paia/Kuau  | 3                | 0                | +3          | --             | \$365,667           | --                 | --               | --             | \$372,000          | --                | --               | --             | \$1,097,000          | \$0                  | +\$1,097,000          | --             |
| Wailea/Makena             | 166              | 97               | +69         | +71.1%         | \$1,495,581         | \$1,687,056        | -\$191,474       | -11.3%         | \$1,149,950        | \$1,100,000       | +\$49,950        | +4.5%          | \$248,266,479        | \$163,644,398        | +\$84,622,081         | +51.7%         |
| Wailuku                   | 103              | 78               | +25         | +32.1%         | \$386,829           | \$372,338          | +\$14,491        | +3.9%          | \$399,000          | \$378,750         | +\$20,250        | +5.3%          | \$39,843,367         | \$29,042,347         | +\$10,801,020         | +37.2%         |
| Lanai                     | 0                | 4                | -4          | -100.0%        | --                  | \$726,875          | --               | --             | --                 | \$895,000         | --               | --             | \$0                  | \$2,907,500          | -\$2,907,500          | -100.0%        |
| Molokai                   | 7                | 8                | -1          | -12.5%         | \$168,357           | \$145,281          | +\$23,076        | +15.9%         | \$158,000          | \$111,500         | +\$46,500        | +41.7%         | \$1,178,500          | \$1,162,250          | +\$16,250             | +1.4%          |
| <b>All MLS</b>            | <b>1,100</b>     | <b>868</b>       | <b>+232</b> | <b>+26.7%</b>  | <b>\$750,849</b>    | <b>\$707,867</b>   | <b>+\$42,982</b> | <b>+6.1%</b>   | <b>\$507,425</b>   | <b>\$475,000</b>  | <b>+\$32,425</b> | <b>+6.8%</b>   | <b>\$825,934,211</b> | <b>\$614,428,731</b> | <b>+\$211,505,480</b> | <b>+34.4%</b>  |

# Leasehold Condominium Sales – Year to Date

August 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |                  |                | Median Sales Price |                   |                  |                | Total Dollar Volume |                     |                     |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|------------------|----------------|--------------------|-------------------|------------------|----------------|---------------------|---------------------|---------------------|----------------|
|                           | Aug-18 YTD Sales | Aug-17 YTD Sales | Unit Change | Percent Change | Aug-18 YTD Average  | Aug-17 YTD Average | Dollar Change    | Percent Change | Aug-18 YTD Median  | Aug-17 YTD Median | Dollar Change    | Percent Change | Aug-18 YTD Volume   | Aug-17 YTD Volume   | Dollar Change       | Percent Change |
| Haiku                     | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Hana                      | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Kaanapali                 | 14               | 11               | +3          | +27.3%         | \$346,857           | \$306,818          | +\$40,039        | +13.0%         | \$270,000          | \$270,000         | \$0              | 0.0%           | \$4,856,000         | \$3,375,000         | +\$1,481,000        | +43.9%         |
| Kahakuloa                 | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Kahului                   | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Kapalua                   | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Kihei                     | 5                | 7                | -2          | -28.6%         | \$374,860           | \$291,357          | +\$83,503        | +28.7%         | \$375,000          | \$232,500         | +\$142,500       | +61.3%         | \$1,874,300         | \$2,039,500         | -\$165,200          | -8.1%          |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Lahaina                   | 5                | 2                | +3          | +150.0%        | \$165,825           | \$164,450          | +\$1,375         | +0.8%          | \$165,000          | \$164,450         | +\$550           | +0.3%          | \$829,126           | \$328,900           | +\$500,226          | +152.1%        |
| Maalaea                   | 10               | 6                | +4          | +66.7%         | \$283,900           | \$277,100          | +\$6,800         | +2.5%          | \$252,500          | \$297,500         | -\$45,000        | -15.1%         | \$2,839,000         | \$1,662,600         | +\$1,176,400        | +70.8%         |
| Makawao/Olinda/Haliimaile | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Maui Meadows              | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Nahiku                    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Napili/Kahana/Honokowai   | 19               | 28               | -9          | -32.1%         | \$409,605           | \$302,357          | +\$107,248       | +35.5%         | \$165,500          | \$141,875         | +\$23,625        | +16.7%         | \$7,782,500         | \$8,466,004         | -\$683,504          | -8.1%          |
| Olowalu                   | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Pukalani                  | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Spreckelsville/Paia/Kuau  | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Wailea/Makena             | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Wailuku                   | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Lanai                     | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Molokai                   | 1                | 2                | -1          | -50.0%         | \$54,000            | \$68,000           | -\$14,000        | -20.6%         | \$54,000           | \$68,000          | -\$14,000        | -20.6%         | \$54,000            | \$136,000           | -\$82,000           | -60.3%         |
| <b>All MLS</b>            | <b>54</b>        | <b>56</b>        | <b>-2</b>   | <b>-3.6%</b>   | <b>\$337,684</b>    | <b>\$285,857</b>   | <b>+\$51,827</b> | <b>+18.1%</b>  | <b>\$262,500</b>   | <b>\$208,000</b>  | <b>+\$54,500</b> | <b>+26.2%</b>  | <b>\$18,234,926</b> | <b>\$16,008,004</b> | <b>+\$2,226,922</b> | <b>+13.9%</b>  |

# Land Sales – Year to Date

August 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |                   |                | Median Sales Price |                   |                   |                | Total Dollar Volume  |                     |                      |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|-------------------|----------------|--------------------|-------------------|-------------------|----------------|----------------------|---------------------|----------------------|----------------|
|                           | Aug-18 YTD Sales | Aug-17 YTD Sales | Unit Change | Percent Change | Aug-18 YTD Average  | Aug-17 YTD Average | Dollar Change     | Percent Change | Aug-18 YTD Median  | Aug-17 YTD Median | Dollar Change     | Percent Change | Aug-18 YTD Volume    | Aug-17 YTD Volume   | Dollar Change        | Percent Change |
| Haiku                     | 42               | 21               | +21         | +100.0%        | \$575,474           | \$545,746          | +\$29,728         | +5.4%          | \$475,000          | \$417,500         | +\$57,500         | +13.8%         | \$24,169,900         | \$11,460,668        | +\$12,709,232        | +110.9%        |
| Hana                      | 7                | 7                | 0           | 0.0%           | \$456,429           | \$321,429          | +\$135,000        | +42.0%         | \$450,000          | \$325,000         | +\$125,000        | +38.5%         | \$3,195,000          | \$2,250,000         | +\$945,000           | +42.0%         |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --                | --             | \$0                  | \$0                 | \$0                  | --             |
| Kaanapali                 | 5                | 11               | -6          | -54.5%         | \$693,950           | \$696,182          | -\$2,232          | -0.3%          | \$812,250          | \$762,000         | +\$50,250         | +6.6%          | \$3,469,750          | \$7,658,000         | -\$4,188,250         | -54.7%         |
| Kahakuloa                 | 0                | 1                | -1          | -100.0%        | --                  | \$467,500          | --                | --             | --                 | \$467,500         | --                | --             | \$0                  | \$467,500           | -\$467,500           | -100.0%        |
| Kahului                   | 1                | 3                | -2          | -66.7%         | \$2,195,000         | \$291,667          | +\$1,903,333      | +652.6%        | \$2,195,000        | \$315,000         | +\$1,880,000      | +596.8%        | \$2,195,000          | \$875,000           | +\$1,320,000         | +150.9%        |
| Kapalua                   | 0                | 4                | -4          | -100.0%        | --                  | \$1,032,250        | --                | --             | --                 | \$1,007,000       | --                | --             | \$0                  | \$4,129,000         | -\$4,129,000         | -100.0%        |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --                | --             | \$0                  | \$0                 | \$0                  | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --                | --             | \$0                  | \$0                 | \$0                  | --             |
| Kihei                     | 9                | 6                | +3          | +50.0%         | \$824,444           | \$650,667          | +\$173,778        | +26.7%         | \$505,000          | \$473,500         | +\$31,500         | +6.7%          | \$7,420,000          | \$3,904,000         | +\$3,516,000         | +90.1%         |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --                | --             | \$0                  | \$0                 | \$0                  | --             |
| Kula/Ulupalakua/Kanaio    | 25               | 9                | +16         | +177.8%        | \$611,902           | \$539,000          | +\$72,902         | +13.5%         | \$630,000          | \$465,000         | +\$165,000        | +35.5%         | \$15,297,550         | \$4,851,000         | +\$10,446,550        | +215.3%        |
| Lahaina                   | 10               | 5                | +5          | +100.0%        | \$1,372,650         | \$1,027,800        | +\$344,850        | +33.6%         | \$1,500,000        | \$1,165,000       | +\$335,000        | +28.8%         | \$13,726,500         | \$5,139,000         | +\$8,587,500         | +167.1%        |
| Maalaea                   | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --                | --             | \$0                  | \$0                 | \$0                  | --             |
| Makawao/Olinda/Haliimaile | 3                | 5                | -2          | -40.0%         | \$711,300           | \$375,000          | +\$336,300        | +89.7%         | \$878,900          | \$357,000         | +\$521,900        | +146.2%        | \$2,133,900          | \$1,875,000         | +\$258,900           | +13.8%         |
| Maui Meadows              | 1                | 2                | -1          | -50.0%         | \$725,000           | \$451,250          | +\$273,750        | +60.7%         | \$725,000          | \$451,250         | +\$273,750        | +60.7%         | \$725,000            | \$902,500           | -\$177,500           | -19.7%         |
| Nahiku                    | 2                | 0                | +2          | --             | \$323,000           | --                 | --                | --             | \$323,000          | --                | --                | --             | \$646,000            | \$0                 | +\$646,000           | --             |
| Napili/Kahana/Honokowai   | 0                | 2                | -2          | -100.0%        | --                  | \$765,000          | --                | --             | --                 | \$765,000         | --                | --             | \$0                  | \$1,530,000         | -\$1,530,000         | -100.0%        |
| Olowalu                   | 1                | 1                | 0           | 0.0%           | \$575,000           | \$1,100,000        | -\$525,000        | -47.7%         | \$575,000          | \$1,100,000       | -\$525,000        | -47.7%         | \$575,000            | \$1,100,000         | -\$525,000           | -47.7%         |
| Pukalani                  | 4                | 40               | -36         | -90.0%         | \$341,750           | \$328,064          | +\$13,687         | +4.2%          | \$362,500          | \$326,650         | +\$35,850         | +11.0%         | \$1,367,000          | \$13,122,540        | -\$11,755,540        | -89.6%         |
| Spreckelsville/Paia/Kuau  | 1                | 1                | 0           | 0.0%           | \$2,900,000         | \$1,300,000        | +\$1,600,000      | +123.1%        | \$2,900,000        | \$1,300,000       | +\$1,600,000      | +123.1%        | \$2,900,000          | \$1,300,000         | +\$1,600,000         | +123.1%        |
| Wailea/Makena             | 5                | 1                | +4          | +400.0%        | \$6,192,000         | \$525,000          | +\$5,667,000      | +1,079.4%      | \$7,200,000        | \$525,000         | +\$6,675,000      | +1,271.4%      | \$30,960,000         | \$525,000           | +\$30,435,000        | +5,797.1%      |
| Wailuku                   | 17               | 20               | -3          | -15.0%         | \$382,607           | \$384,329          | -\$1,721          | -0.4%          | \$315,000          | \$322,500         | -\$7,500          | -2.3%          | \$6,504,325          | \$7,686,574         | -\$1,182,249         | -15.4%         |
| Lanai                     | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --                | --             | \$0                  | \$0                 | \$0                  | --             |
| Molokai                   | 16               | 12               | +4          | +33.3%         | \$179,619           | \$155,200          | +\$24,419         | +15.7%         | \$165,000          | \$102,250         | +\$62,750         | +61.4%         | \$2,873,900          | \$1,862,400         | +\$1,011,500         | +54.3%         |
| <b>All MLS</b>            | <b>149</b>       | <b>151</b>       | <b>-2</b>   | <b>-1.3%</b>   | <b>\$793,012</b>    | <b>\$467,803</b>   | <b>+\$325,210</b> | <b>+69.5%</b>  | <b>\$475,000</b>   | <b>\$357,650</b>  | <b>+\$117,350</b> | <b>+32.8%</b>  | <b>\$118,158,825</b> | <b>\$70,638,182</b> | <b>+\$47,520,643</b> | <b>+67.3%</b>  |