



**Residential** Homes are showing more gains compared to 2006 Jan.-May, while **Condo** and **Land** unit sales and dollar volume have declined considerably.  
Better overview is available from these pages at the end of each year such as 2006's Year End (Dec. 2006) available at:  
[http://www.mauiboard.com/download\\_files/file\\_1168463298.pdf](http://www.mauiboard.com/download_files/file_1168463298.pdf)

#### **IN A NUT SHELL.....**

Expanded inventory and continued low interest rates provide plenty of options for Buyers.  
Realistic Sellers can beat competing properties with better property condition, careful pricing, good marketing, and flexible terms.  
Unrealistic Sellers will be left on the bench as sales continue in a healthy market.  
Zooming in on the figures of a specific geographic area or property type may lead to different conclusions than the overall view. (Choose carefully ;-)

#### **Active/Pending/Contingent status inventory is as follows:**

RESIDENTIAL = 985 units (down from April's 1,011 units)  
CONDO = 1,261 units (April was 1,284 units)  
LAND = 476 lots (all sizes) (April was 480 lots)

#### **Disclaimer:**

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

**If you have any questions regarding hard numbers, call my phone number below.**

Mahalo,



Terry Tolman  
Chief Staff Executive  
808-270-4646

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## Single Family Monthly Sales Volume

For Month Ending 5/31/2007

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Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	40	\$22,524,551	\$549,941	36	\$19,464,444	\$543,211	19	\$12,500,000	\$620,000
Haiku	5	\$7,333,000	\$1,150,000	6	\$8,889,000	\$1,112,000	2	\$1,459,000	\$729,500
Hana	0	\$0	\$0	0	\$0	\$0	1	\$295,000	\$295,000
Kaanapali	2	\$4,560,000	\$2,280,000	1	\$3,500,000	\$3,500,000	2	\$4,895,000	\$2,447,500
Kapalua	1	\$2,850,000	\$2,850,000	0	\$0	\$0	2	\$6,300,000	\$3,150,000
Kihei	17	\$13,012,183	\$745,000	16	\$11,330,509	\$625,450	21	\$16,015,250	\$729,000
Kula/Ulupalakua/Kanaio	5	\$5,161,000	\$975,000	6	\$5,142,700	\$646,000	9	\$10,391,500	\$710,000
Lahaina	3	\$7,300,000	\$2,700,000	4	\$3,630,000	\$930,000	6	\$11,555,000	\$1,290,000
Lanai	1	\$405,000	\$405,000	0	\$0	\$0	2	\$860,000	\$430,000
Makawao/Olinda/Haliimaile	7	\$4,096,000	\$595,000	5	\$3,244,000	\$614,000	7	\$7,149,900	\$939,900
Maui Meadows	1	\$2,070,000	\$2,070,000	1	\$1,680,000	\$1,680,000	1	\$1,875,000	\$1,875,000
Molokai	1	\$295,000	\$295,000	0	\$0	\$0	2	\$684,000	\$342,000
Napili/Kahana/Honokowai	1	\$685,000	\$685,000	3	\$3,140,000	\$1,150,000	6	\$5,814,000	\$957,500
Pukalani	5	\$3,110,000	\$655,000	6	\$4,828,000	\$765,000	4	\$2,995,000	\$636,000
Sprecklesville/Paia/Kuau	2	\$1,215,000	\$607,500	2	\$3,660,125	\$1,830,063	1	\$830,000	\$830,000
Wailea/Makena	5	\$12,604,500	\$2,300,000	3	\$4,376,483	\$1,076,483	2	\$10,600,000	\$5,300,000
<b>Maui Summary :</b>	<b>96</b>	<b>\$87,221,234</b>	<b>\$650,150</b>	<b>89</b>	<b>\$72,885,261</b>	<b>\$650,000</b>	<b>87</b>	<b>\$94,218,650</b>	<b>\$729,000</b>

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## Condominium Monthly Sales Volume

For Month Ending 5/31/2007

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Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	9	\$2,375,500	\$245,000	7	\$2,193,000	\$300,000	5	\$1,142,000	\$200,000
Haiku	0	\$0	\$0	0	\$0	\$0	1	\$213,000	\$213,000
Kaanapali	7	\$14,547,180	\$2,025,000	3	\$2,045,000	\$485,000	5	\$7,805,000	\$1,350,000
Kapalua	2	\$2,450,000	\$1,225,000	5	\$5,175,000	\$1,175,000	3	\$7,275,000	\$1,700,000
Kihei	49	\$21,139,373	\$399,950	56	\$24,837,372	\$370,000	37	\$17,441,500	\$440,000
Lahaina	2	\$2,989,000	\$1,494,500	5	\$2,830,000	\$508,000	10	\$5,695,000	\$547,000
Maalaea	2	\$680,000	\$340,000	1	\$465,000	\$465,000	5	\$3,690,000	\$650,000
Molokai	0	\$0	\$0	1	\$245,000	\$245,000	0	\$0	\$0
Napili/Kahana/Honokowai	17	\$10,788,749	\$605,000	14	\$6,716,000	\$500,000	33	\$18,869,886	\$505,000
Wailea/Makena	21	\$29,691,887	\$1,200,000	22	\$34,030,947	\$1,193,223	38	\$80,642,000	\$1,800,000
<b>Maui Summary :</b>	<b>109</b>	<b>\$84,661,689</b>	<b>\$531,325</b>	<b>114</b>	<b>\$78,537,319</b>	<b>\$493,500</b>	<b>137</b>	<b>142,773,386</b>	<b>\$600,000</b>

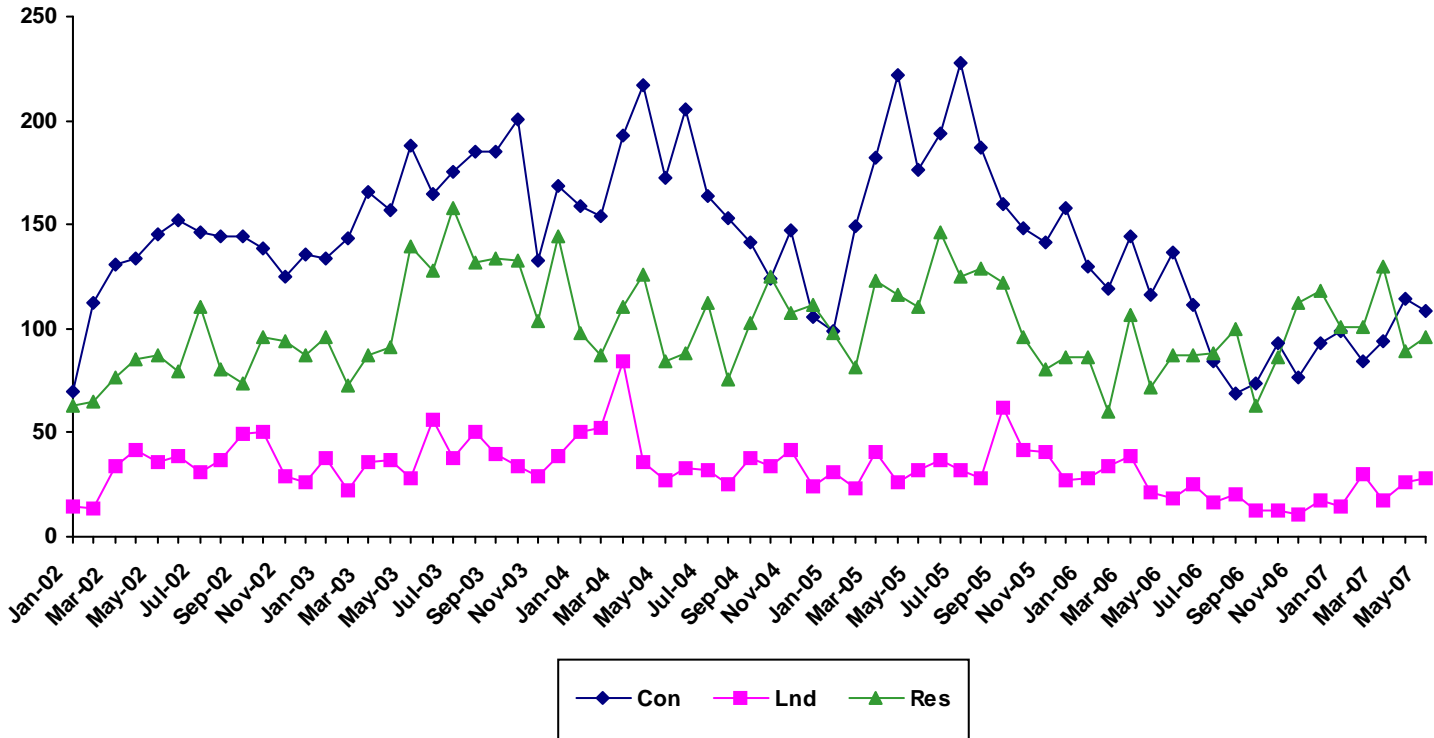
## Land Monthly Sales Volume

For Month Ending 5/31/2007

Area Name	Current Month			Previous Month			Year Ago Month		
	Units	Volume	Median	Units	Volume	Median	Units	Volume	Median
Central	10	\$5,194,275	\$382,750	5	\$2,047,375	\$349,875	2	\$1,270,000	\$635,000
Haiku	2	\$982,000	\$491,000	2	\$660,000	\$330,000	0	\$0	\$0
Hana	1	\$650,000	\$650,000	0	\$0	\$0	0	\$0	\$0
Kaanapali	2	\$1,782,000	\$891,000	3	\$2,218,500	\$700,000	3	\$2,644,000	\$868,000
Kapalua	2	\$4,750,000	\$2,375,000	0	\$0	\$0	1	\$1,700,000	\$1,700,000
Kihei	2	\$1,193,250	\$596,625	1	\$850,000	\$850,000	0	\$0	\$0
Kula/Ulupalakua/Kanaio	2	\$1,515,000	\$757,500	1	\$1,985,000	\$1,985,000	3	\$2,065,000	\$520,000
Lahaina	2	\$4,325,000	\$2,162,500	7	\$11,675,000	\$1,750,000	2	\$2,397,500	\$1,198,750
Lanai	0	\$0	\$0	2	\$1,105,000	\$552,500	0	\$0	\$0
Makawao/Olinda/Haliimaile	0	\$0	\$0	0	\$0	\$0	1	\$640,000	\$640,000
Molokai	3	\$449,500	\$69,000	2	\$1,237,000	\$618,500	4	\$1,449,000	\$362,500
Napili/Kahana/Honokowai	0	\$0	\$0	1	\$1,200,000	\$1,200,000	1	\$537,000	\$537,000
Pukalani	1	\$375,000	\$375,000	0	\$0	\$0	0	\$0	\$0
Wailea/Makena	1	\$4,125,000	\$4,125,000	2	\$3,475,000	\$1,737,500	1	\$1,050,000	\$1,050,000
<b>Maui Summary :</b>	<b>28</b>	<b>\$25,341,025</b>	<b>\$567,000</b>	<b>26</b>	<b>\$26,452,875</b>	<b>\$843,750</b>	<b>18</b>	<b>\$13,752,500</b>	<b>\$657,500</b>

# Sales Volume By Month

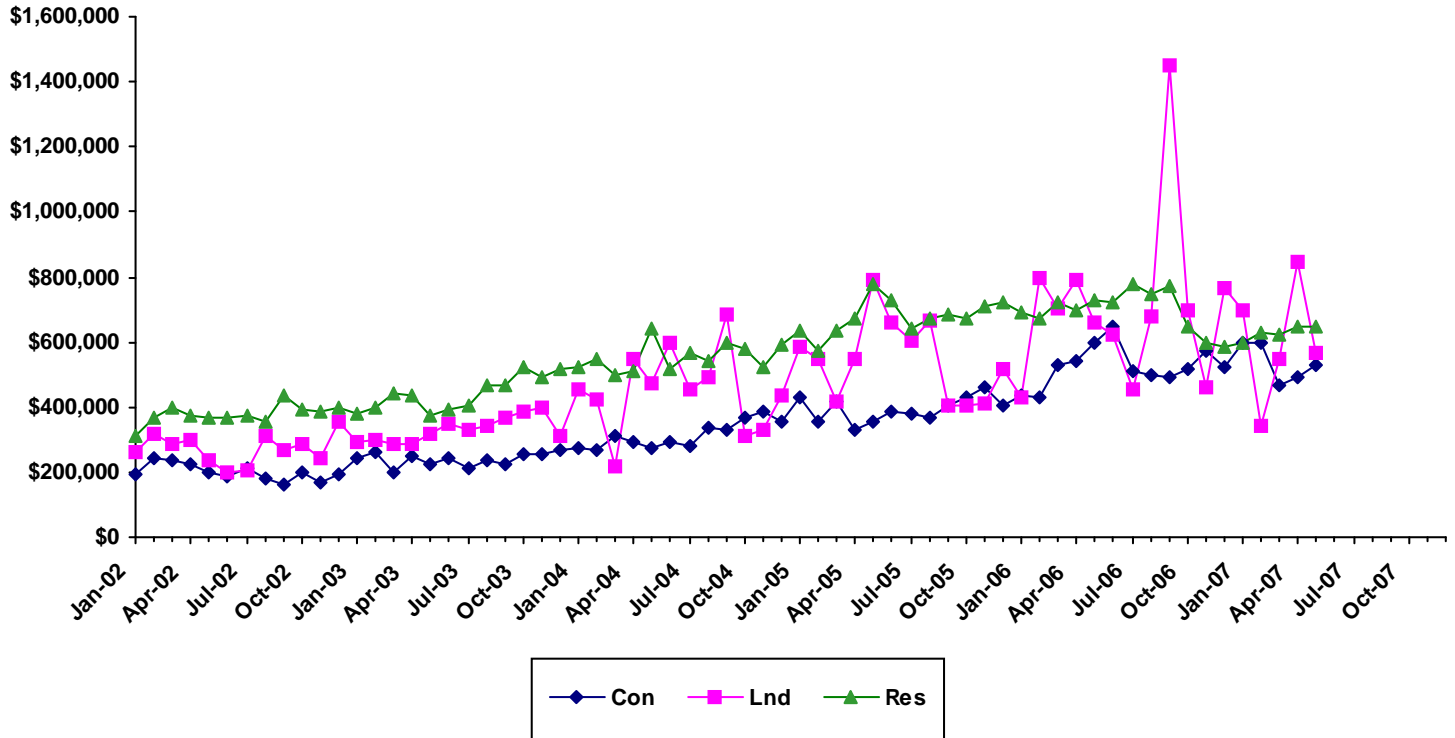
For Month Ending 5/31/2007



Month	2002			2003			2004			2005			2006			2007		
	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	63	70	15	96	134	38	98	159	50	98	99	31	86	130	28	101	99	15
Feb	65	112	14	73	143	22	87	154	52	81	149	23	60	119	34	101	84	30
Mar	77	131	34	87	166	36	110	193	84	123	182	41	107	144	39	130	94	17
Apr	85	134	42	91	157	37	126	217	36	116	222	26	72	116	21	89	114	26
May	87	145	36	140	188	28	84	172	27	110	176	32	87	137	18	96	109	28
Jun	79	152	39	128	165	56	88	205	33	146	194	37	87	111	25			
Jul	110	146	31	158	175	38	112	164	32	125	228	32	88	84	16			
Aug	80	144	37	132	185	50	76	153	25	129	187	28	100	69	20			
Sep	74	144	49	134	185	40	103	141	38	122	160	62	63	74	13			
Oct	96	139	50	133	201	34	125	124	34	96	148	42	86	93	13			
Nov	94	125	29	104	133	29	108	147	42	80	141	41	112	77	11			
Dec	87	136	26	144	169	39	111	106	24	86	158	27	118	93	17			

# Sales Median By Month

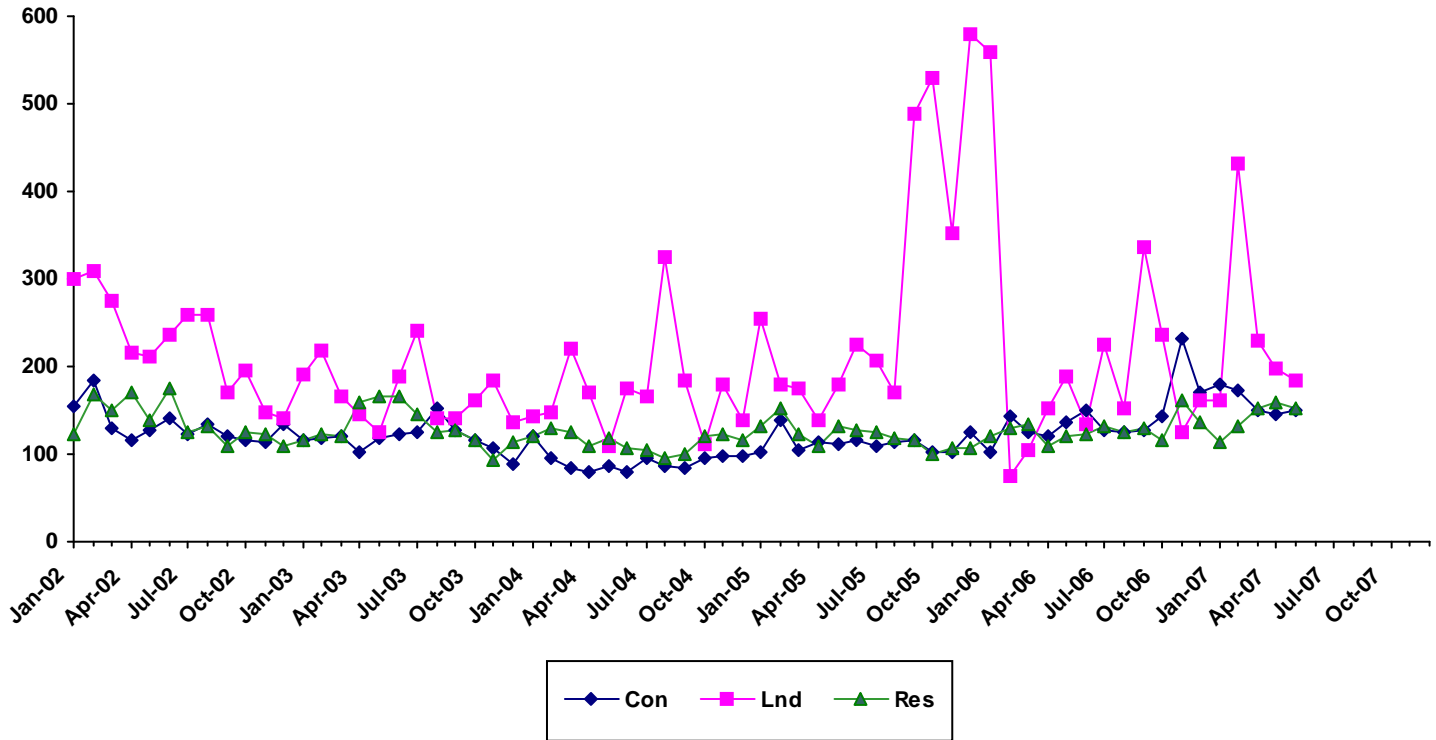
For Month Ending 5/31/2007



Month	2002			2003			2004			2005			2006			2007		
	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	310000	191000	262760	379500	239810	292500	520000	275000	454500	632500	430000	584100	690500	433870	430000	597000	600000	700000
Feb	367000	245000	315000	400000	260000	298500	550000	267450	421500	575000	353523	550000	669500	430100	800000	630000	596000	342000
Mar	400000	238000	287500	442000	199750	284750	499000	310000	218750	635000	416250	415000	725000	527625	701000	624075	469250	550000
Apr	375000	226250	301501	436739	250000	285000	512500	295000	550000	674000	329500	547500	700000	539500	790000	650000	493500	843750
May	369000	199000	237760	372500	222500	316450	640000	277000	475000	780000	352500	793750	729000	600000	657500	650150	531325	567000
Jun	365000	187990	200000	395000	243000	350000	516000	295000	600000	727500	387500	662145	725000	649000	625000			
Jul	375000	210000	205000	406500	214000	328000	567000	277425	452500	642600	380000	603479	780000	512500	452500			
Aug	352000	179500	310000	468500	235000	340000	542500	339000	490000	670000	366500	667500	749500	495000	680000			
Sep	437000	159500	268000	464500	222000	369500	596000	330000	687500	687250	405000	405000	769000	494500	1450000			
Oct	391220	200000	284775	520000	255000	388000	580000	367500	312500	674500	429500	405000	650000	515000	700000			
Nov	388500	168000	242500	492500	255000	398050	525000	385000	333000	707000	460000	410000	599400	575000	460000			
Dec	400000	196000	355000	515000	269000	310150	590000	355000	436000	722500	402500	514000	582500	525000	767472			

# Sales Days on Market By Month

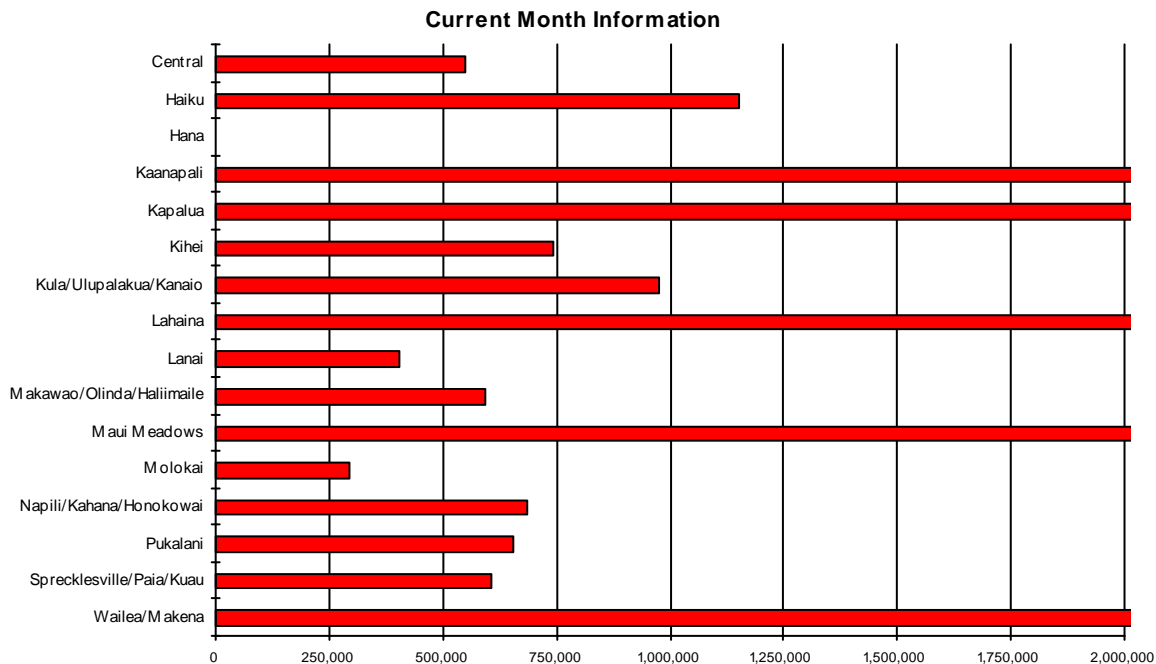
For Month Ending 5/31/2007



	2002			2003			2004			2005			2006			2007		
Month	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land	Single Family	Condo	Land
Jan	122	156	299	117	116	191	120	121	143	132	102	255	121	102	558	113	180	162
Feb	169	185	310	122	119	219	130	95	148	153	140	179	130	144	75	132	174	432
Mar	150	130	275	120	120	165	124	83	221	123	104	176	134	126	104	152	150	230
Apr	170	117	215	158	103	145	109	79	170	110	113	139	108	121	152	158	145	197
May	139	127	212	167	119	125	119	86	108	132	111	181	121	136	189	152	151	184
Jun	176	142	236	167	122	190	106	80	175	128	116	224	123	151	133			
Jul	125	124	258	146	125	242	105	95.5	166	126	109	207	131	127	224			
Aug	131	135	259	125	153	141	95	87	325	119	115	170	125	126	153			
Sep	109	120	170	128	128	140	101	85	184	117	115	489	129	128	337			
Oct	125	117	195	116	115	161	120	96	113	101	103	530	116	144	236			
Nov	123	114	148	93	106	184	123	97	180	106	103	353	162	232	124			
Dec	109	134	142	113	88	138	117	98	139	106	126	580	137	170	161			

# Single Family Median Prices by Area

For Month Ending 5/31/2007

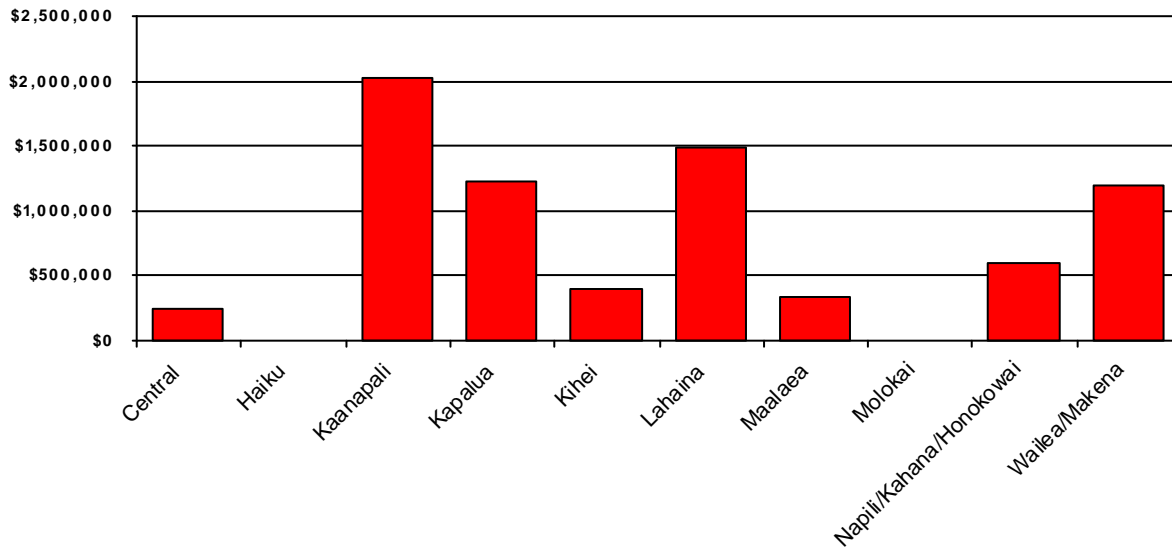


Area	Current Month	Previous Month	Year Ago Month
Central	\$549,941	\$543,211	\$620,000
Haiku	\$1,150,000	\$1,112,000	\$729,500
Hana	\$0	\$0	\$295,000
Kaanapali	\$2,280,000	\$3,500,000	\$2,447,500
Kapalua	\$2,850,000	\$0	\$3,150,000
Kihei	\$745,000	\$625,450	\$729,000
Kula/Ulupalakua/Kanaio	\$975,000	\$646,000	\$710,000
Lahaina	\$2,700,000	\$930,000	\$1,290,000
Lanai	\$405,000	\$0	\$430,000
Makawao/Olinda/Haliimaile	\$595,000	\$614,000	\$939,900
Maui Meadows	\$2,070,000	\$1,680,000	\$1,875,000
Molokai	\$295,000	\$0	\$342,000
Napili/Kahana/Honokowai	\$685,000	\$1,150,000	\$957,500
Pukalani	\$655,000	\$765,000	\$636,000
Sprecklesville/Paia/Kuau	\$607,500	\$1,830,063	\$830,000
Wailea/Makena	\$2,300,000	\$1,076,483	\$5,300,000

# Condominium Median Prices by Area

For Month Ending 5/31/2007

Current Month Information

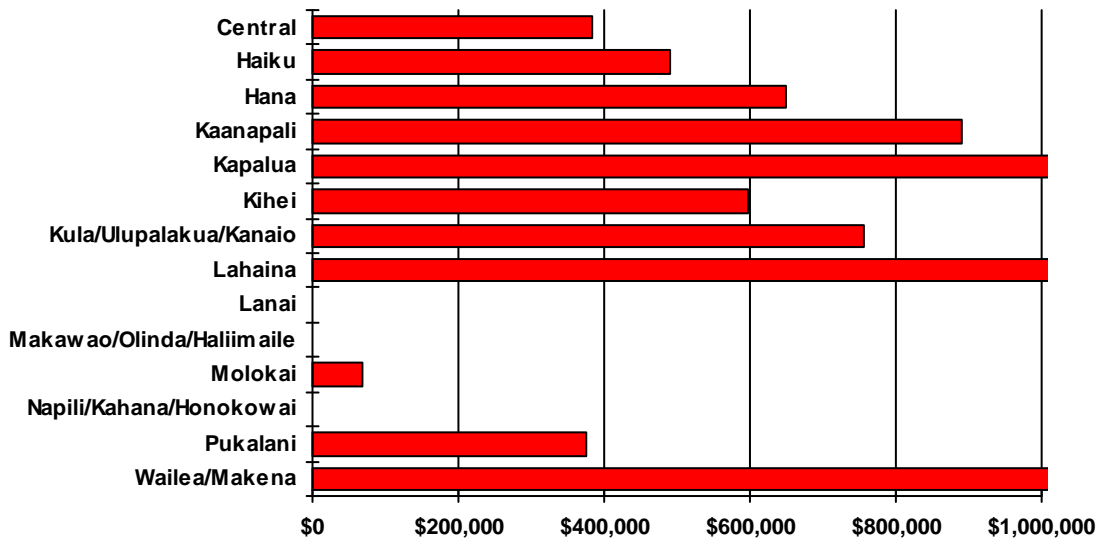


Area	Current Month	Previous Month	Year Ago Month
Central	\$245,000	\$300,000	\$200,000
Haiku	\$0	\$0	\$213,000
Kaanapali	\$2,025,000	\$485,000	\$1,350,000
Kapalua	\$1,225,000	\$1,175,000	\$1,700,000
Kihei	\$399,950	\$370,000	\$440,000
Lahaina	\$1,494,500	\$508,000	\$547,000
Maalaea	\$340,000	\$465,000	\$650,000
Molokai	\$0	\$245,000	\$0
Napili/Kahana/Honokowai	\$605,000	\$500,000	\$505,000
Wailea/Makena	\$1,200,000	\$1,193,223	\$1,800,000

# Land Median Prices by Area

For Month Ending 5/31/2007

## Current Month Information



Area	Current Month	Previous Month	Year Ago Month
Central	\$382,750	\$349,875	\$635,000
Haiku	\$491,000	\$330,000	\$0
Hana	\$650,000	\$0	\$0
Kaanapali	\$891,000	\$700,000	\$868,000
Kapalua	\$2,375,000	\$0	\$1,700,000
Kihei	\$596,625	\$850,000	\$0
Kula/Ulupalakua/Kanaio	\$757,500	\$1,985,000	\$520,000
Lahaina	\$2,162,500	\$1,750,000	\$1,198,750
Lanai	\$0	\$552,500	\$0
Makawao/Olinda/Haliimaile	\$0	\$0	\$640,000
Molokai	\$69,000	\$618,500	\$362,500
Napili/Kahana/Honokowai	\$0	\$1,200,000	\$537,000
Pukalani	\$375,000	\$0	\$0
Wailea/Makena	\$4,125,000	\$1,737,500	\$1,050,000

# Single Family Year To Date Sales Information

Comparing 1/1/2007 thru 5/31/2007 with 1/1/2006 thru 5/31/2006

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	%	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
<b>Central</b>	225	124	101	81%	\$540,359	\$635,459	-15%	\$553,467	\$615,000	-10%	\$121,580,724	\$78,796,966	54%
<b>Haiku</b>	26	23	3	13%	\$1,264,538	\$1,131,833	12%	\$1,000,000	\$876,650	14%	\$32,878,000	\$26,032,150	26%
<b>Hana</b>	2	1	1	100%	\$626,750	\$295,000	112%	\$626,750	\$295,000	112%	\$1,253,500	\$295,000	325%
<b>Kaanapali</b>	10	9	1	11%	\$2,757,175	\$2,434,667	13%	\$2,625,000	\$2,350,000	12%	\$27,571,750	\$21,912,000	26%
<b>Kahakuloa</b>	1	0	1	N/A	\$2,000,000	\$0	N/A	\$2,000,000	\$0	N/A	\$2,000,000	\$0	N/A
<b>Kapalua</b>	5	3	2	67%	\$7,275,790	\$3,700,000	97%	\$7,000,000	\$3,600,000	94%	\$36,378,950	\$11,100,000	228%
<b>Keanae</b>	1	0	1	N/A	\$865,000	\$0	N/A	\$865,000	\$0	N/A	\$865,000	\$0	N/A
<b>Kihei</b>	76	86	-10	-12%	\$753,299	\$764,880	-2%	\$703,500	\$725,500	-3%	\$57,250,730	\$65,779,650	-13%
<b>Kula/Ulupalakua/Kanaio</b>	31	30	1	3%	\$1,027,542	\$1,101,763	-7%	\$790,000	\$705,000	12%	\$31,853,800	\$33,052,900	-4%
<b>Lahaina</b>	19	22	-3	-14%	\$1,858,842	\$1,433,822	30%	\$1,100,000	\$1,024,500	7%	\$35,318,000	\$31,544,074	12%
<b>Lanai</b>	7	5	2	40%	\$1,189,143	\$424,000	180%	\$429,000	\$425,000	1%	\$8,324,000	\$2,120,000	293%
<b>Makawao/Olinda/Haliimaile</b>	31	27	4	15%	\$600,710	\$723,359	-17%	\$595,000	\$630,000	-6%	\$18,622,000	\$19,530,700	-5%
<b>Maui Meadows</b>	6	12	-6	-50%	\$1,489,500	\$1,282,750	16%	\$1,450,000	\$1,225,000	18%	\$8,937,000	\$15,393,000	-42%
<b>Molokai</b>	2	5	-3	-60%	\$355,000	\$867,800	-59%	\$355,000	\$450,000	-21%	\$710,000	\$4,339,000	-84%
<b>Nahiku</b>	1	1	0	0%	\$925,000	\$1,450,000	-36%	\$925,000	\$1,450,000	-36%	\$925,000	\$1,450,000	-36%
<b>Napili/Kahana/Honokowai</b>	13	23	-10	-43%	\$949,923	\$1,213,000	-22%	\$965,000	\$1,065,000	-9%	\$12,349,000	\$27,899,000	-56%
<b>Pukalani</b>	29	22	7	32%	\$719,724	\$726,764	-1%	\$680,000	\$692,500	-2%	\$20,872,000	\$15,988,800	31%
<b>Sprecklesville/Paia/Kuau</b>	11	8	3	38%	\$837,920	\$638,750	31%	\$620,000	\$611,500	1%	\$9,217,125	\$5,110,000	80%
<b>Wailea/Makena</b>	21	11	10	91%	\$3,724,190	\$4,258,864	-13%	\$2,300,000	\$2,060,000	12%	\$78,207,983	\$46,847,500	67%
<b>Maui Summary:</b>	517	412	105	25%	\$977,011	\$988,327	-1%	\$635,000	\$705,000	-10%	\$505,114,562	\$407,190,740	24%

## Condominium Year To Date Sales Information

Comparing 1/1/2007 thru 5/31/2007 with 1/1/2006 thru 5/31/2006

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	%	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
<b>Central</b>	33	90	-57	-63%	\$287,682	\$298,166	-4%	\$295,000	\$291,275	1%	\$9,493,500	\$26,834,945	-65%
<b>Haiku</b>	0	2	-2	-100%	\$0	\$431,500	-100%	\$0	\$431,500	-100%	\$0	\$863,000	-100%
<b>Hana</b>	1	1	0	0%	\$289,000	\$335,000	-14%	\$289,000	\$335,000	-14%	\$289,000	\$335,000	-14%
<b>Kaanapali</b>	25	37	-12	-32%	\$1,368,627	\$1,368,824	0%	\$1,100,000	\$1,200,000	-8%	\$34,215,680	\$50,646,500	-32%
<b>Kapalua</b>	16	15	1	7%	\$1,393,125	\$1,740,933	-20%	\$1,225,000	\$1,100,000	11%	\$22,290,000	\$26,114,000	-15%
<b>Kihei</b>	191	206	-15	-7%	\$434,263	\$464,695	-7%	\$373,700	\$414,750	-10%	\$82,944,180	\$95,727,195	-13%
<b>Lahaina</b>	35	24	11	46%	\$641,586	\$533,542	20%	\$525,000	\$538,000	-2%	\$22,455,500	\$12,805,000	75%
<b>Lanai</b>	3	1	2	200%	\$2,483,221	\$2,900,000	-14%	\$2,395,000	\$2,900,000	-17%	\$7,449,663	\$2,900,000	157%
<b>Maalaea</b>	15	20	-5	-25%	\$495,447	\$676,975	-27%	\$515,000	\$665,500	-23%	\$7,431,700	\$13,539,500	-45%
<b>Makawao/Olinda/Haliimaile</b>	0	1	-1	-100%	\$0	\$324,000	-100%	\$0	\$324,000	-100%	\$0	\$324,000	-100%
<b>Molokai</b>	3	5	-2	-40%	\$255,333	\$839,200	-70%	\$245,000	\$315,000	-22%	\$766,000	\$4,196,000	-82%
<b>Napili/Kahana/Honokowai</b>	74	148	-74	-50%	\$569,213	\$563,191	1%	\$558,000	\$525,000	6%	\$42,121,749	\$83,352,216	-49%
<b>Pukalani</b>	0	2	-2	-100%	\$0	\$627,500	-100%	\$0	\$627,500	-100%	\$0	\$1,255,000	-100%
<b>Sprecklesville/Paia/Kuau</b>	2	1	1	100%	\$1,290,000	\$2,060,000	-37%	\$1,290,000	\$2,060,000	-37%	\$2,580,000	\$2,060,000	25%
<b>Wailea/Makena</b>	102	93	9	10%	\$1,541,205	\$1,878,215	-18%	\$1,200,000	\$1,695,000	-29%	\$157,202,909	\$174,674,000	-10%
<b>Maui Summary:</b>	500	646	-146	-23%	\$778,480	\$767,223	1%	\$530,000	\$500,000	6%	\$389,239,881	\$495,626,356	-21%

## Fee Simple Condominium Year To Date Sales Information

Comparing 1/1/2007 thru 5/31/2007 with 1/1/2006 thru 5/31/2006

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	%	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
<b>Central</b>	33	90	-57	-63%	\$287,682	\$298,166	-4%	\$295,000	\$291,275	1%	\$9,493,500	\$26,834,945	-65%
<b>Haiku</b>	0	2	-2	-100%	\$0	\$431,500	-100%	\$0	\$431,500	-100%	\$0	\$863,000	-100%
<b>Hana</b>	1	1	0	0%	\$289,000	\$335,000	-14%	\$289,000	\$335,000	-14%	\$289,000	\$335,000	-14%
<b>Kaanapali</b>	24	34	-10	-29%	\$1,406,487	\$1,423,132	-1%	\$1,150,000	\$1,320,000	-13%	\$33,755,680	\$48,386,500	-30%
<b>Kapalua</b>	16	15	1	7%	\$1,393,125	\$1,740,933	-20%	\$1,225,000	\$1,100,000	11%	\$22,290,000	\$26,114,000	-15%
<b>Kihei</b>	190	203	-13	-6%	\$432,672	\$462,503	-6%	\$371,850	\$410,000	-9%	\$82,207,620	\$93,888,195	-12%
<b>Lahaina</b>	35	21	14	67%	\$641,586	\$561,619	14%	\$525,000	\$545,000	-4%	\$22,455,500	\$11,794,000	90%
<b>Lanai</b>	3	1	2	200%	\$2,483,221	\$2,900,000	-14%	\$2,395,000	\$2,900,000	-17%	\$7,449,663	\$2,900,000	157%
<b>Maalaea</b>	9	14	-5	-36%	\$548,944	\$725,107	-24%	\$515,000	\$671,250	-23%	\$4,940,500	\$10,151,500	-51%
<b>Makawao/Olinda/Haliimaile</b>	0	1	-1	-100%	\$0	\$324,000	-100%	\$0	\$324,000	-100%	\$0	\$324,000	-100%
<b>Molokai</b>	3	5	-2	-40%	\$255,333	\$839,200	-70%	\$245,000	\$315,000	-22%	\$766,000	\$4,196,000	-82%
<b>Napili/Kahana/Honokowai</b>	56	108	-52	-48%	\$602,362	\$572,558	5%	\$565,000	\$520,000	9%	\$33,732,249	\$61,836,216	-45%
<b>Pukalani</b>	0	2	-2	-100%	\$0	\$627,500	-100%	\$0	\$627,500	-100%	\$0	\$1,255,000	-100%
<b>Sprecklesville/Paia/Kuau</b>	2	1	1	100%	\$1,290,000	\$2,060,000	-37%	\$1,290,000	\$2,060,000	-37%	\$2,580,000	\$2,060,000	25%
<b>Wailea/Makena</b>	102	93	9	10%	\$1,541,205	\$1,878,215	-18%	\$1,200,000	\$1,695,000	-29%	\$157,202,909	\$174,674,000	-10%
<b>Maui Summary:</b>	474	591	-117	-20%	\$795,702	\$787,838	1%	\$530,000	\$495,000	7%	\$377,162,621	\$465,612,356	-19%

## Leasehold Condominium Year To Date Sales Information

Comparing 1/1/2007 thru 5/31/2007 with 1/1/2006 thru 5/31/2006

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
<b>Kaanapali</b>	1	3	-2	-67%	\$460,000	\$753,333	-39%	\$460,000	\$590,000	-22%	\$460,000	\$2,260,000	-80%
<b>Kihei</b>	1	3	-2	-67%	\$736,560	\$613,000	20%	\$736,560	\$600,000	23%	\$736,560	\$1,839,000	-60%
<b>Lahaina</b>	0	3	-3	-100%	\$0	\$337,000	-100%	\$0	\$305,000	-100%	\$0	\$1,011,000	-100%
<b>Maalaea</b>	6	6	0	0%	\$415,200	\$564,667	-26%	\$409,500	\$537,000	-24%	\$2,491,200	\$3,388,000	-26%
<b>Napili/Kahana/Honokowai</b>	18	40	-22	-55%	\$466,083	\$537,900	-13%	\$397,500	\$542,000	-27%	\$8,389,500	\$21,516,000	-61%
<b>Maui Summary:</b>	26	55	-29	-53%	\$464,510	\$545,709	-15%	\$460,000	\$550,000	-16%	\$12,077,260	\$30,014,000	-60%

## Land Year To Date Sales Information

Comparing 1/1/2007 thru 5/31/2007 with 1/1/2006 thru 5/31/2006

Area	Number of Sales				Average Sales Price			Median Sales Price			Total Dollar Volume		
	Current YTD Sales	Year Ago YTD	Changes Units	Changes %	Current YTD Average	Year Ago YTD Average	Percent Change	Current YTD Median	Year Ago YTD Median	Percent Change	Current YTD Volume	Year Ago YTD Volume	Percent Change
<b>Central</b>	48	24	24	100%	\$440,050	\$461,111	-5%	\$340,000	\$392,000	-13%	\$21,122,390	\$11,066,670	91%
<b>Haiku</b>	7	8	-1	-13%	\$405,286	\$902,375	-55%	\$398,000	\$725,000	-45%	\$2,837,000	\$7,219,000	-61%
<b>Hana</b>	1	2	-1	-50%	\$650,000	\$882,500	-26%	\$650,000	\$882,500	-26%	\$650,000	\$1,765,000	-63%
<b>Kaanapali</b>	11	34	-23	-68%	\$835,955	\$794,988	5%	\$769,000	\$795,000	-3%	\$9,195,500	\$27,029,600	-66%
<b>Kahakuloa</b>	0	2	-2	-100%	\$0	\$712,500	-100%	\$0	\$712,500	-100%	\$0	\$1,425,000	-100%
<b>Kapalua</b>	5	3	2	67%	\$2,028,000	\$3,166,667	-36%	\$2,015,000	\$1,800,000	12%	\$10,140,000	\$9,500,000	7%
<b>Kaupo</b>	0	1	-1	-100%	\$0	\$165,000	-100%	\$0	\$165,000	-100%	\$0	\$165,000	-100%
<b>Keanae</b>	0	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>Kihei</b>	6	6	0	0%	\$1,011,375	\$1,105,000	-8%	\$596,625	\$782,500	-24%	\$6,068,250	\$6,630,000	-8%
<b>Kipahulu</b>	0	1	-1	-100%	\$0	\$1,550,000	-100%	\$0	\$1,550,000	-100%	\$0	\$1,550,000	-100%
<b>Kula/Ulupalakua/Kanaio</b>	6	14	-8	-57%	\$973,333	\$2,258,929	-57%	\$850,000	\$529,500	61%	\$5,840,000	\$31,625,000	-82%
<b>Lahaina</b>	13	8	5	63%	\$1,691,154	\$1,088,286	55%	\$1,750,000	\$1,150,000	52%	\$21,985,000	\$8,706,290	153%
<b>Lanai</b>	2	1	1	100%	\$552,500	\$660,000	-16%	\$552,500	\$660,000	-16%	\$1,105,000	\$660,000	67%
<b>Makawao/Olinda/Haliimaile</b>	1	2	-1	-50%	\$525,000	\$795,000	-34%	\$525,000	\$795,000	-34%	\$525,000	\$1,590,000	-67%
<b>Maui Meadows</b>	0	2	-2	-100%	\$0	\$815,000	-100%	\$0	\$815,000	-100%	\$0	\$1,630,000	-100%
<b>Molokai</b>	8	14	-6	-43%	\$329,250	\$388,393	-15%	\$122,250	\$312,000	-61%	\$2,634,000	\$5,437,500	-52%
<b>Nahiku</b>	0	2	-2	-100%	\$0	\$1,310,000	-100%	\$0	\$1,310,000	-100%	\$0	\$2,620,000	-100%
<b>Napili/Kahana/Honokowai</b>	1	2	-1	-50%	\$1,200,000	\$573,500	109%	\$1,200,000	\$573,500	109%	\$1,200,000	\$1,147,000	5%
<b>Olowalu</b>	1	1	0	0%	\$1,395,000	\$1,087,000	28%	\$1,395,000	\$1,087,000	28%	\$1,395,000	\$1,087,000	28%
<b>Pukalani</b>	1	2	-1	-50%	\$375,000	\$412,500	-9%	\$375,000	\$412,500	-9%	\$375,000	\$825,000	-55%
<b>Sprecklesville/Paia/Kuau</b>	0	1	-1	-100%	\$0	\$600,000	-100%	\$0	\$600,000	-100%	\$0	\$600,000	-100%
<b>Wailea/Makena</b>	5	10	-5	-50%	\$2,495,000	\$1,930,600	29%	\$2,075,000	\$1,250,000	66%	\$12,475,000	\$19,306,000	-35%
<b>Maui Summary:</b>	116	140	-24	-17%	\$840,924	\$1,011,315	-17%	\$537,500	\$692,946	-22%	\$97,547,140	\$141,584,060	-31%

SOURCE: REALTORS Association of Maui - [www.RAMaui.com](http://www.RAMaui.com)  
 MLS Sale data - Information deemed reliable, however not guaranteed