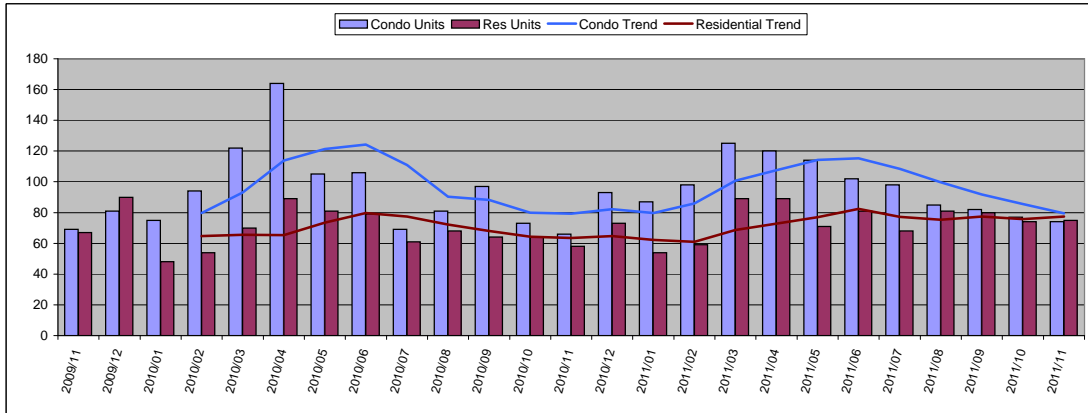


# All Maui

## Number of Units Sold



## November 2011

Condo	Units	Year Delta
Units Sold	74	12%
Moving Trend	80	0%

	Units	Inventory
Current Active	982	12
Pending	214	3

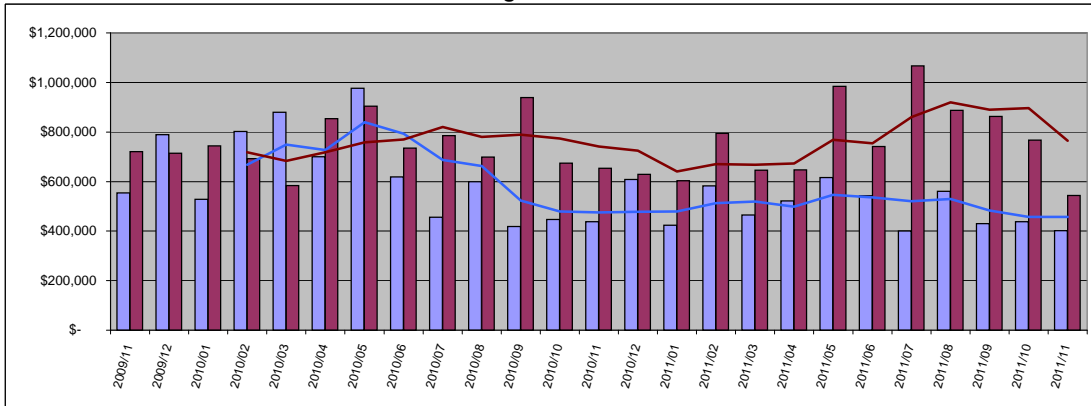
Residential	Units	Year Delta
Units Sold	75	29%
Moving Trend	78	22%

	Units	Inventory *
Current Active	646	8
Pending	212	3

\* Inventory is in months and is based on moving trend

## Average Sold Price



Condo	Average	Year Delta
Sold Price	\$ 401,400	-8%
Moving Trend	\$ 457,456	-4%

	Average	Ratio
Current Active	\$794,300	174%
Pending	\$376,757	82%

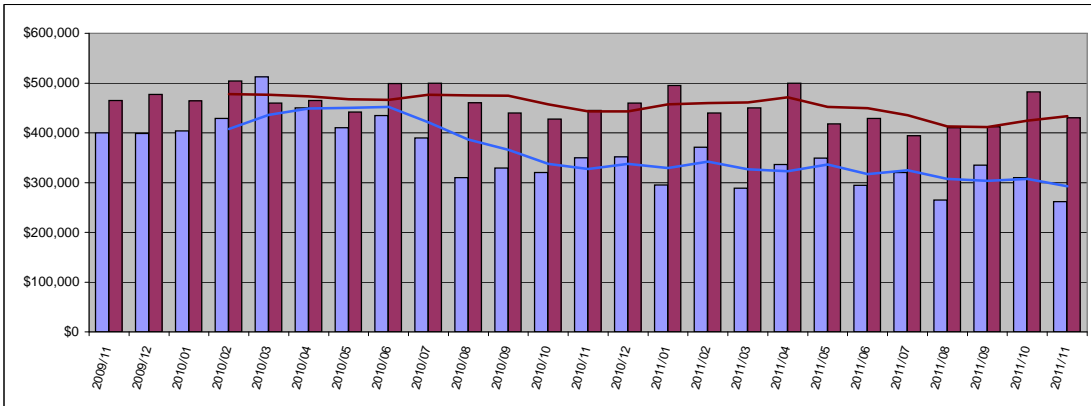
Residential	Average	Year Delta
Sold Price	\$ 766,738	-17%
Moving Trend	\$ 765,174	3%

	Average	Ratio **
Current Active	\$1,740,589	227%
Pending	\$650,024	85%

\*\* Ratio is average list price divided by moving trend of average sales price

## Median Sold Price



Condo	Median	Year Delta
Sold Price	\$ 261,750	-25%
Moving Trend	\$ 292,925	-11%

	Median	Ratio
Current Active	\$510,145	174%
Pending	\$238,125	81%

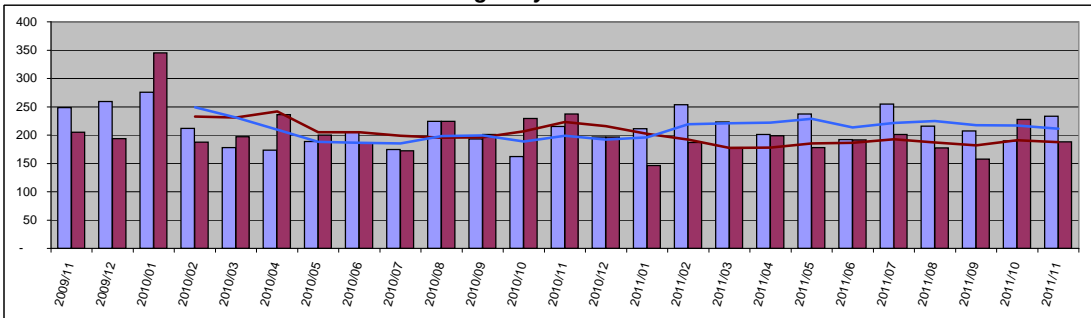
Residential	Median	Year Delta
Sold Price	\$ 430,000	-3%
Moving Trend	\$ 433,625	-2%

	Median	Ratio **
Current Active	\$799,995	184%
Pending	\$410,000	95%

\*\* Ratio is median list price divided by moving trend of a median sales price

## Average Days On Market



Condo	Value	Year Delta
Days On Mkt	233	8%
Moving Trend	212	6%

Current Active	253
Pending	219

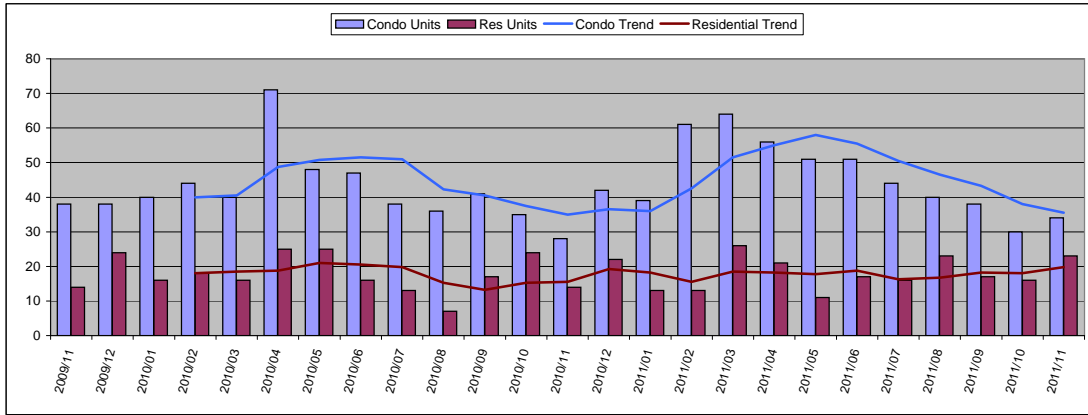
Residential	Value	Year Delta
Days On Mkt	188	-21%
Moving Trend	188	-16%

Current Active	232
Pending	209

# South Maui

## Number of Units Sold



## November 2011

Condo	Units	Year Delta
Units Sold	34	21%
Moving Trend	36	1%

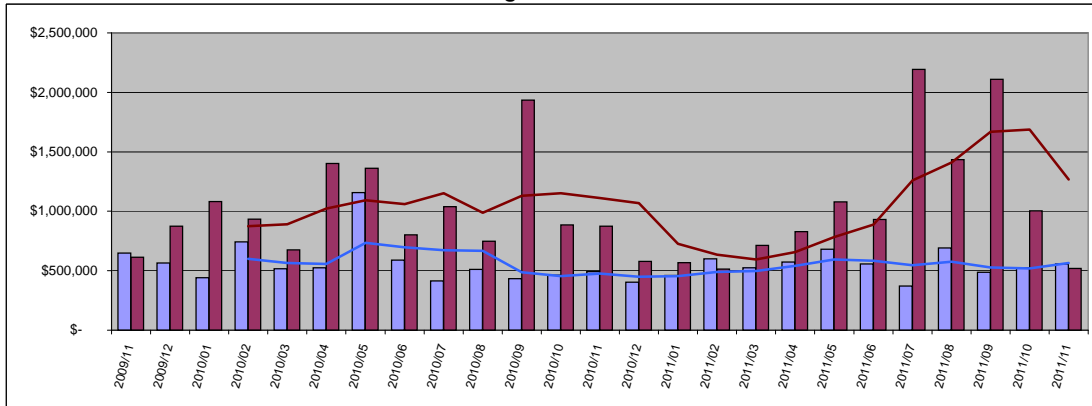
	Units	Inventory
Current Active	420	12
Pending	127	4

Residential	Units	Year Delta
Units Sold	23	64%
Moving Trend	20	27%

	Units	Inventory *
Current Active	129	7
Pending	58	3

\* Inventory is in months and is based on moving trend

## Average Sold Price



Condo	Average	Year Delta
Sold Price	\$ 557,939	13%
Moving Trend	\$ 565,537	19%

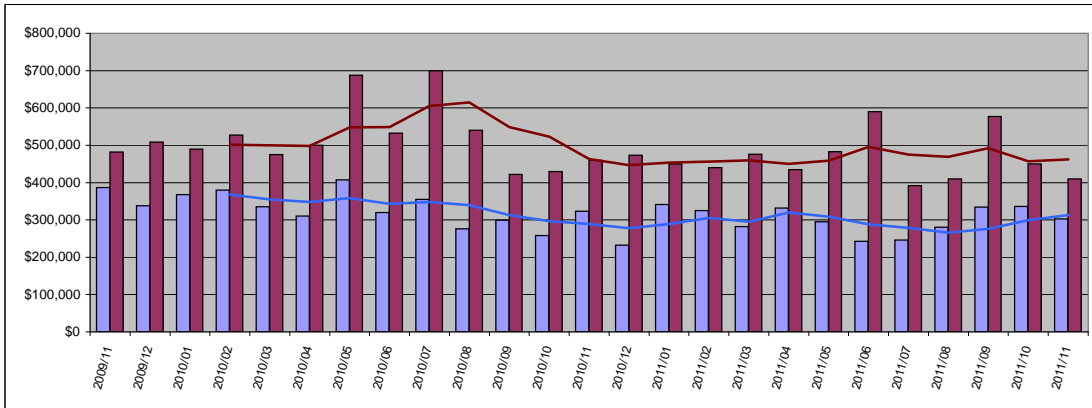
	Average	Ratio
Current Active	\$882,884	156%
Pending	\$439,051	78%

Residential	Average	Year Delta
Sold Price	\$ 1,004,594	-41%
Moving Trend	\$ 1,266,967	14%

	Average	Ratio **
Current Active	\$2,425,974	191%
Pending	\$963,874	76%

\*\* Ratio is average list price divided by moving trend of average sales price

## Median Sold Price



Condo	Median	Year Delta
Sold Price	\$ 302,500	-6%
Moving Trend	\$ 313,363	8%

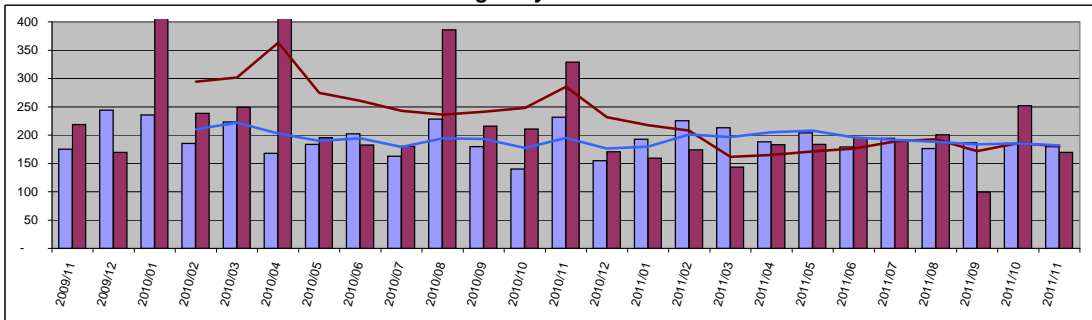
	Median	Ratio
Current Active	\$497,000	159%
Pending	\$290,000	93%

Residential	Median	Year Delta
Sold Price	\$ 410,000	-11%
Moving Trend	\$ 461,750	0%

	Median	Ratio **
Current Active	\$1,195,000	259%
Pending	\$531,475	115%

\*\* Ratio is median list price divided by moving trend of a median sales price

## Average Days On Market

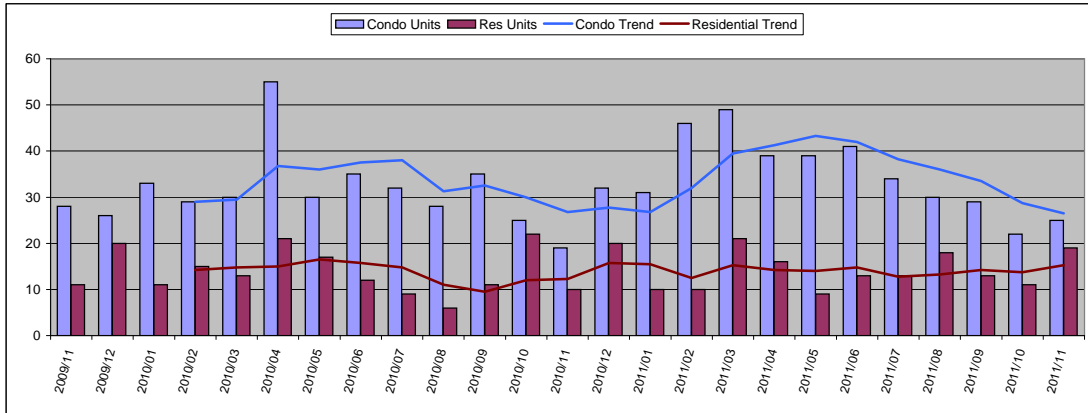


Condo	Value	Year Delta
Days On Mkt	180	-22%
Moving Trend	182	-7%
Current Active	206	
Pending	212	

Residential	Value	Year Delta
Days On Mkt	170	-48%
Moving Trend	180	-37%
Current Active	168	
Pending	225	

# Kihei

## Number of Units Sold



## November 2011

Condo	Units	Year Delta
Units Sold	25	32%
Moving Trend	27	-1%

	Units	Inventory
Current Active	272	10
Pending	109	4

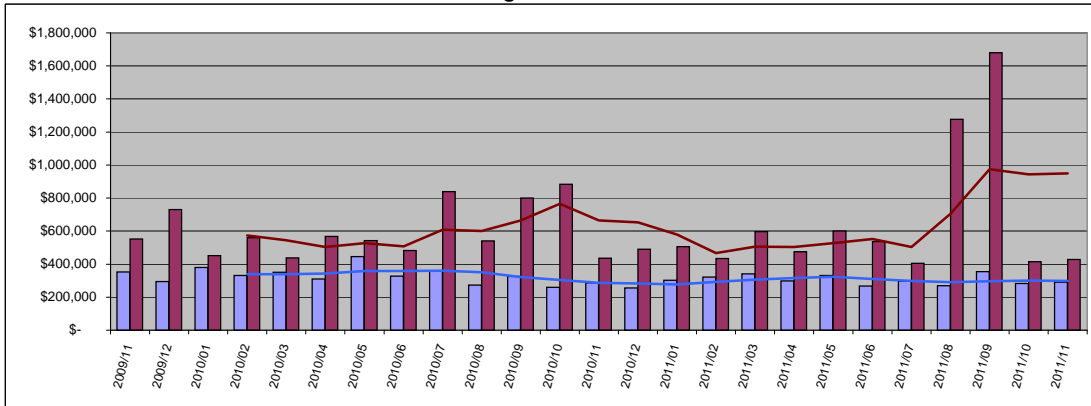
Residential	Units	Year Delta
Units Sold	19	90%
Moving Trend	15	24%

	Units	Inventory *
Current Active	63	4
Pending	45	3

\* Inventory is in months and is based on moving trend

## Average Sold Price



Condo	Average	Year Delta
Sold Price	\$ 290,219	1%
Moving Trend	\$ 299,280	4%

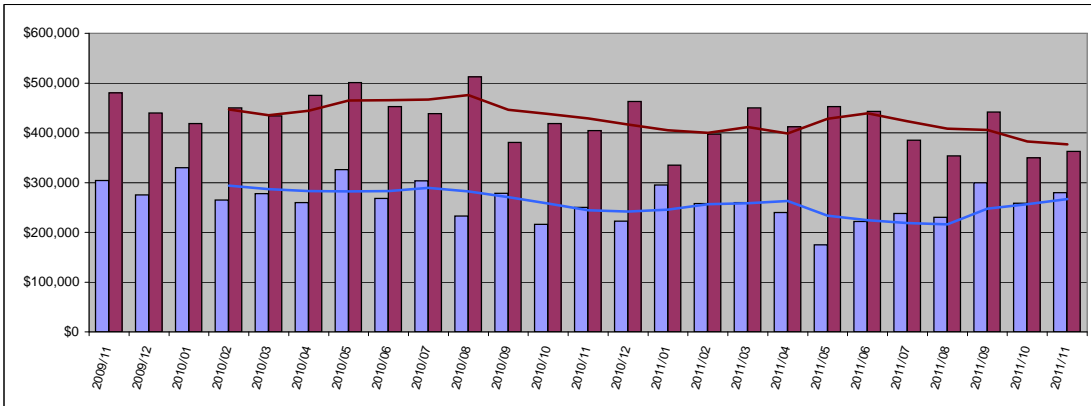
	Average	Ratio
Current Active	\$457,272	153%
Pending	\$318,574	106%

Residential	Average	Year Delta
Sold Price	\$ 413,773	-2%
Moving Trend	\$ 949,963	43%

	Average	Ratio **
Current Active	\$1,147,265	121%
Pending	\$509,776	54%

\*\* Ratio is average list price divided by moving trend of average sales price

## Median Sold Price



Condo	Median	Year Delta
Sold Price	\$ 280,000	12%
Moving Trend	\$ 267,188	9%

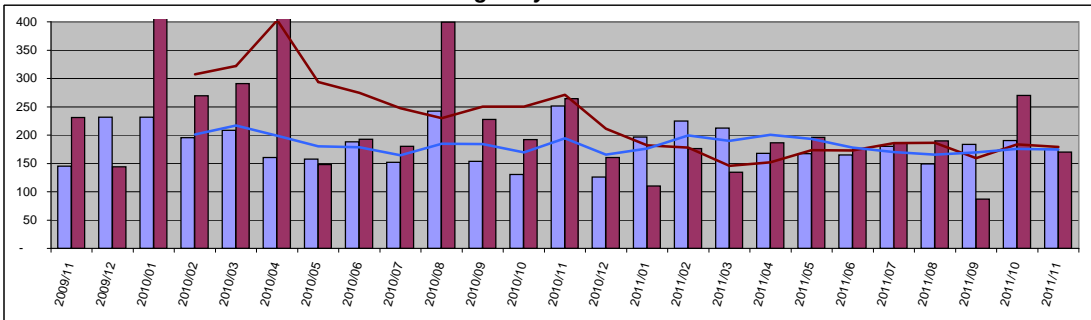
	Median	Ratio
Current Active	\$399,000	149%
Pending	\$225,000	84%

Residential	Median	Year Delta
Sold Price	\$ 363,000	-10%
Moving Trend	\$ 377,125	-12%

	Median	Ratio **
Current Active	\$675,000	179%
Pending	\$429,000	114%

\*\* Ratio is median list price divided by moving trend of a median sales price

## Average Days On Market

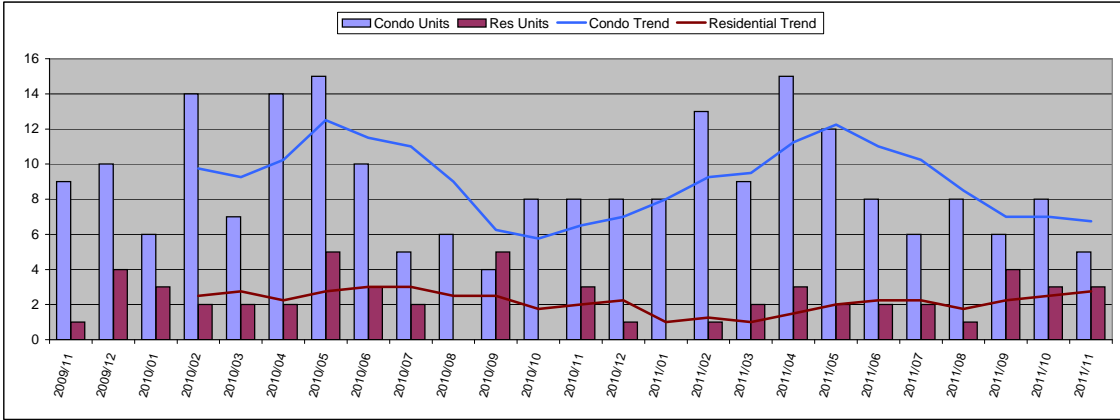


Condo	Value	Year Delta
Days On Mkt	175	-30%
Moving Trend	175	-10%
Current Active	200	
Pending	208	

Residential	Value	Year Delta
Days On Mkt	170	-36%
Moving Trend	179	-34%
Current Active	150	
Pending	216	

# Wailea

## Number of Units Sold



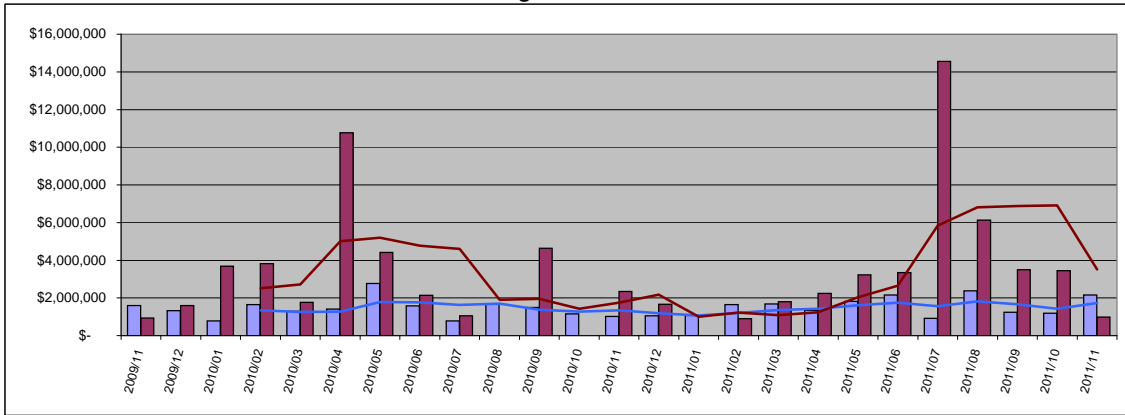
## November 2011

Condo	Units	Year Delta
Units Sold	5	-38%
Moving Trend	7	4%
	<b>Units</b>	<b>Inventory</b>
Current Active	120	18
Pending	15	2

Residential	Units	Year Delta
Units Sold	3	0%
Moving Trend	3	38%
	<b>Units</b>	<b>Inventory *</b>
Current Active	42	15
Pending	6	2

\* Inventory is in months and is based on moving trend

## Average Sold Price

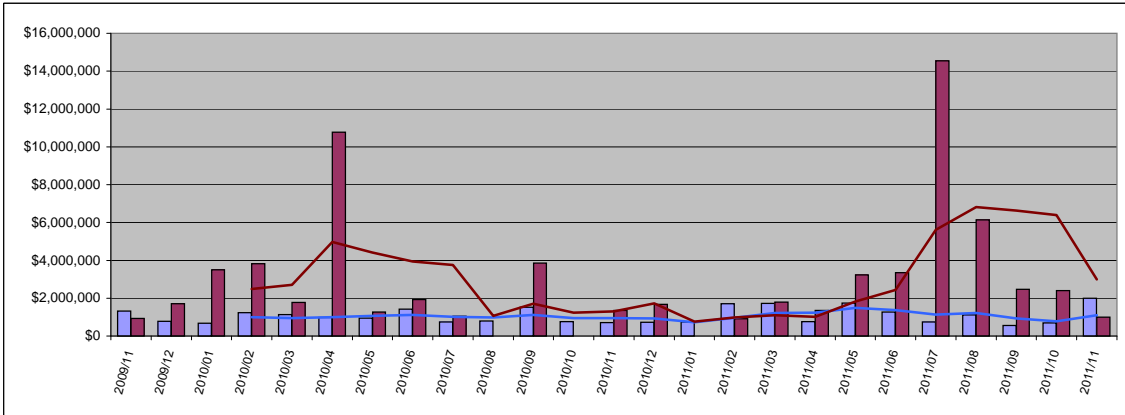


Condo	Average	Year Delta
Sold Price	\$2,159,800	111%
Moving Trend	\$1,740,356	30%
	<b>Average</b>	<b>Ratio</b>
Current Active	\$1,974,183	113%
Pending	\$1,379,253	79%

Residential	Average	Year Delta
Sold Price	\$3,452,333	-58%
Moving Trend	\$3,519,104	101%
	<b>Average</b>	<b>Ratio **</b>
Current Active	\$4,879,262	139%
Pending	\$3,720,000	106%

\*\* Ratio is average list price divided by moving trend of average sales price

## Median Sold Price

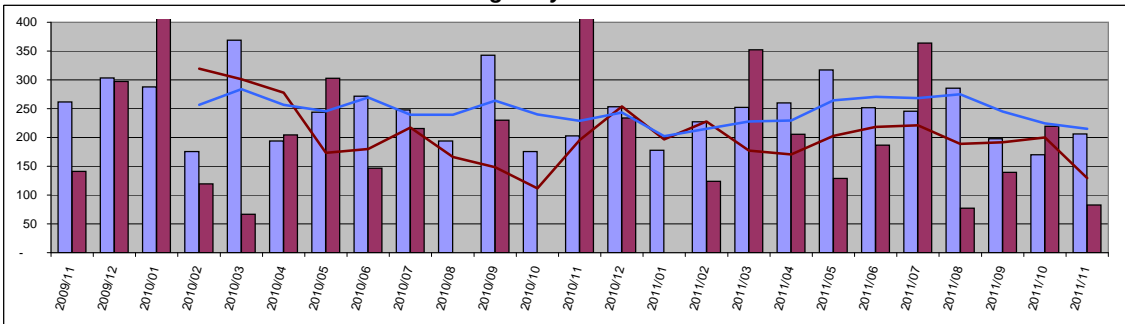


Condo	Median	Year Delta
Sold Price	\$1,999,000	181%
Moving Trend	\$1,094,125	15%
	<b>Median</b>	<b>Ratio</b>
Current Active	\$1,450,000	133%
Pending	\$699,000	64%

Residential	Median	Year Delta
Sold Price	\$1,000,000	-26%
Moving Trend	\$2,998,417	131%
	<b>Median</b>	<b>Ratio **</b>
Current Active	\$3,095,000	103%
Pending	\$2,324,000	78%

\*\* Ratio is median list price divided by moving trend of a median sales price

## Average Days On Market

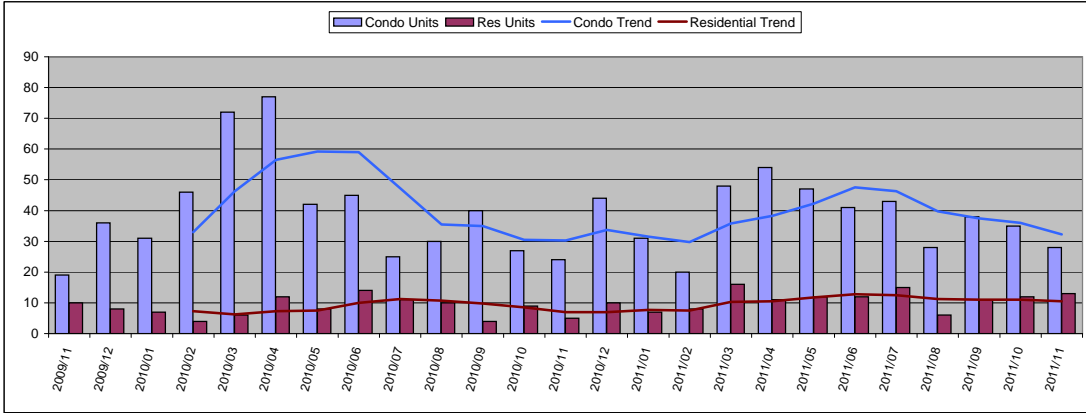


Condo	Value	Year Delta
Days On Mkt	206	2%
Moving Trend	215	-6%
Current Active	199	
Pending	251	

Residential	Value	Year Delta
Days On Mkt	83	-85%
Moving Trend	130	-34%
Current Active	186	
Pending	322	

# West Maui

## Number of Units Sold



## November 2011

Condo	Units	Year Delta
Units Sold	28	17%
Moving Trend	32	7%

	Units	Inventory
Current Active	480	15
Pending	57	2

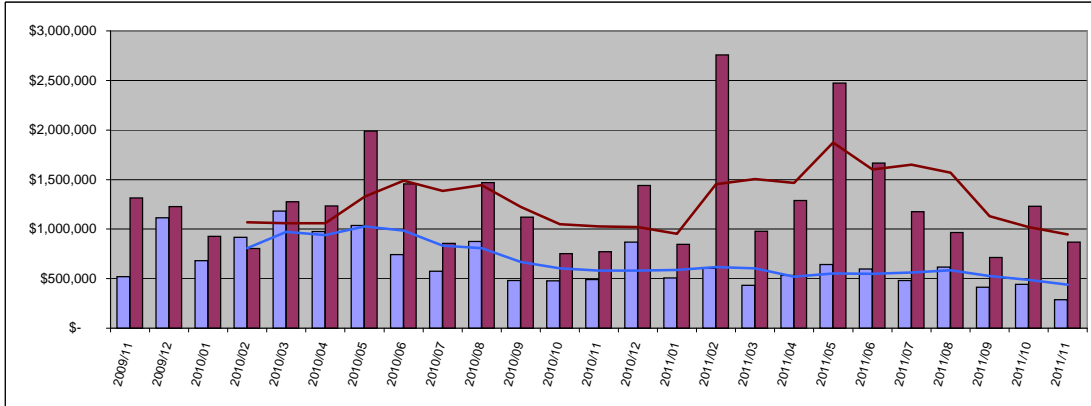
Residential	Units	Year Delta
Units Sold	13	160%
Moving Trend	11	50%

	Units	Inventory *
Current Active	125	12
Pending	24	2

\* Inventory is in months and is based on moving trend

## Average Sold Price



Condo	Average	Year Delta
Sold Price	\$ 287,589	-41%
Moving Trend	\$ 440,040	-24%

	Average	Ratio
Current Active	\$783,700	178%
Pending	\$344,297	78%

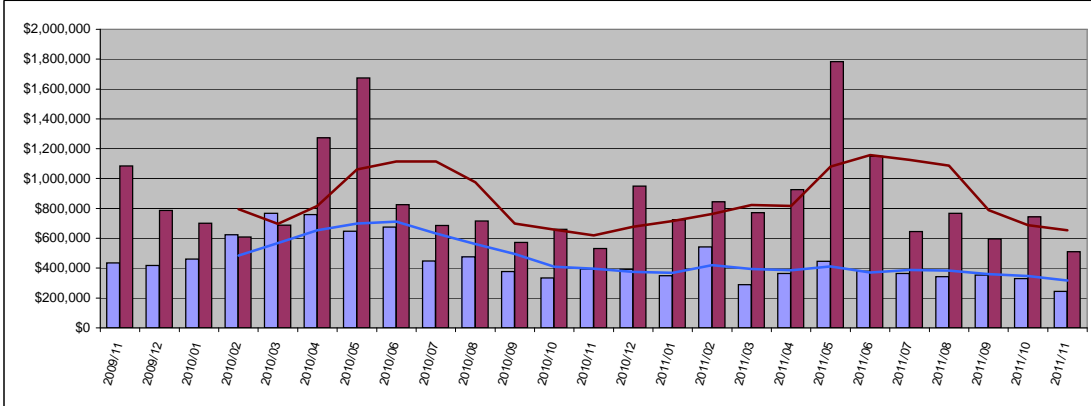
Residential	Average	Year Delta
Sold Price	\$ 1,231,333	13%
Moving Trend	\$ 945,595	-8%

	Average	Ratio **
Current Active	\$2,813,751	298%
Pending	\$921,217	97%

\*\* Ratio is average list price divided by moving trend of average sales price

## Median Sold Price



Condo	Median	Year Delta
Sold Price	\$ 245,000	-38%
Moving Trend	\$ 318,125	-20%

	Median	Ratio
Current Active	\$588,500	185%
Pending	\$325,000	102%

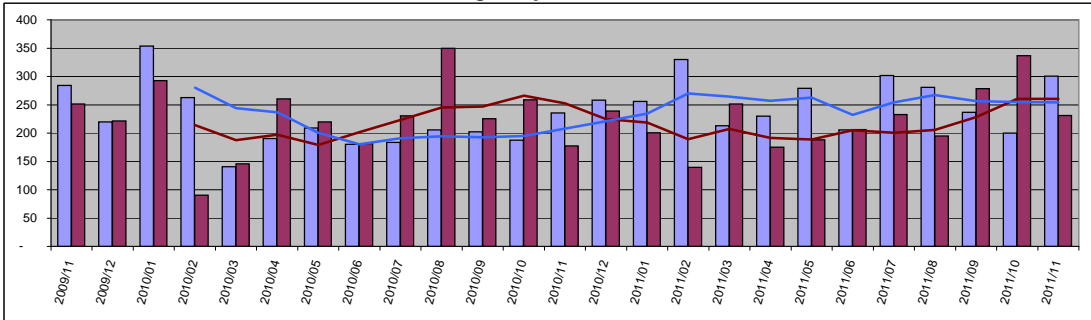
Residential	Median	Year Delta
Sold Price	\$ 510,000	-4%
Moving Trend	\$ 654,438	6%

	Median	Ratio **
Current Active	\$1,999,500	306%
Pending	\$699,950	107%

\*\* Ratio is median list price divided by moving trend of a median sales price

## Average Days On Market



Condo	Value	Year Delta
Days On Mkt	300	28%
Moving Trend	255	23%

	Value	Year Delta
Current Active	293	
Pending	234	

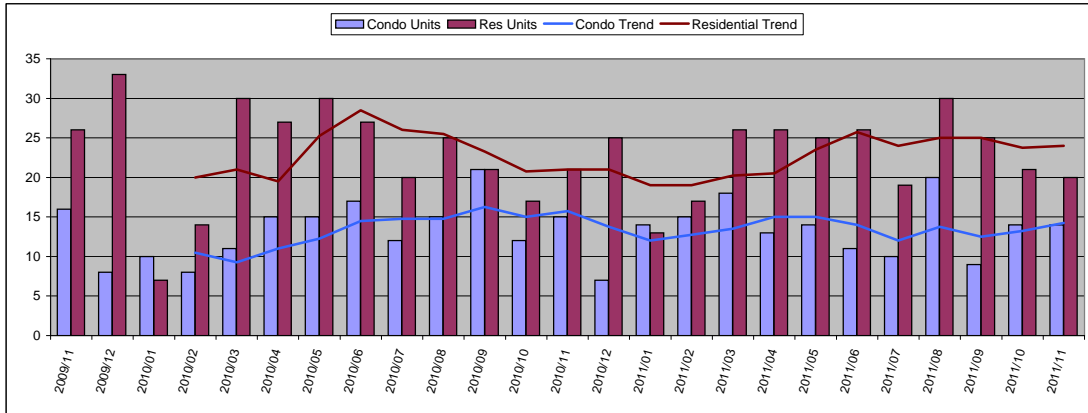
Residential	Value	Year Delta
Days On Mkt	231	30%
Moving Trend	260	3%

	Value	Year Delta
Current Active	290	
Pending	182	

# Central Maui

## Number of Units Sold



## November 2011

Condo	Units	Year Delta
Units Sold	14	-7%
Moving Trend	14	-10%

	Units	Inventory
Current Active	87	6
Pending	48	3

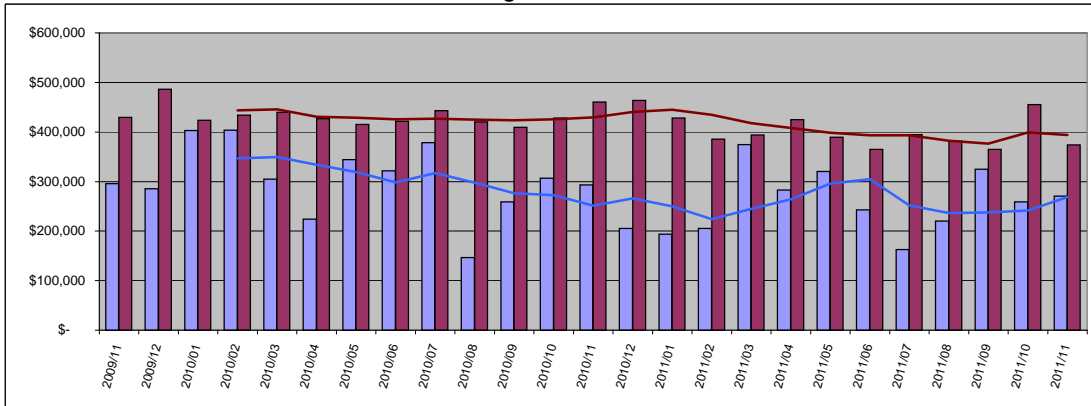
Residential	Units	Year Delta
Units Sold	20	-5%
Moving Trend	24	14%

	Units	Inventory *
Current Active	124	5
Pending	69	3

\* Inventory is in months and is based on moving trend

## Average Sold Price



Condo	Average	Year Delta
Sold Price	\$ 270,861	-8%
Moving Trend	\$ 268,765	7%

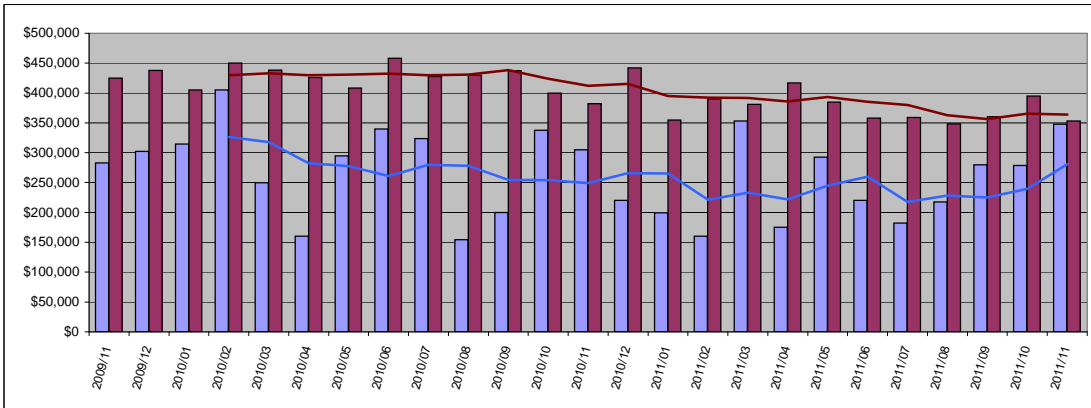
	Average	Ratio
Current Active	\$363,888	135%
Pending	\$294,159	109%

Residential	Average	Year Delta
Sold Price	\$ 455,519	-19%
Moving Trend	\$ 394,057	-8%

	Average	Ratio **
Current Active	\$644,342	164%
Pending	\$402,700	102%

\*\* Ratio is average list price divided by moving trend of average sales price

## Median Sold Price



Condo	Median	Year Delta
Sold Price	\$ 347,990	14%
Moving Trend	\$ 280,998	13%

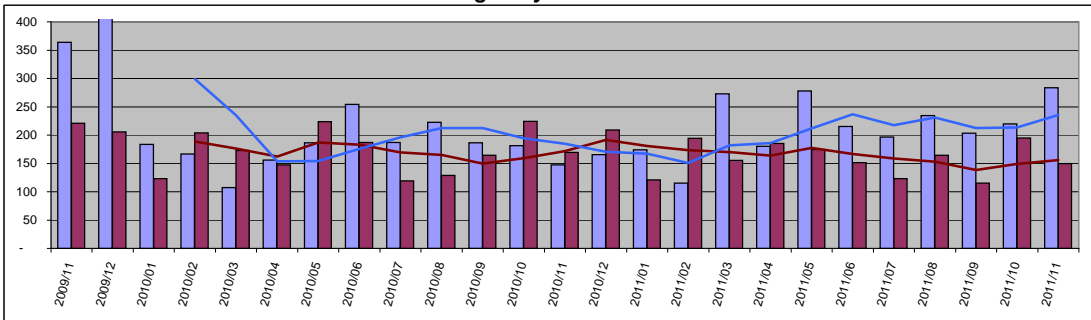
	Median	Ratio
Current Active	\$354,990	126%
Pending	\$222,500	79%

Residential	Median	Year Delta
Sold Price	\$ 353,000	-8%
Moving Trend	\$ 364,125	-12%

	Median	Ratio **
Current Active	\$475,000	130%
Pending	\$379,000	104%

\*\* Ratio is median list price divided by moving trend of a median sales price

## Average Days On Market

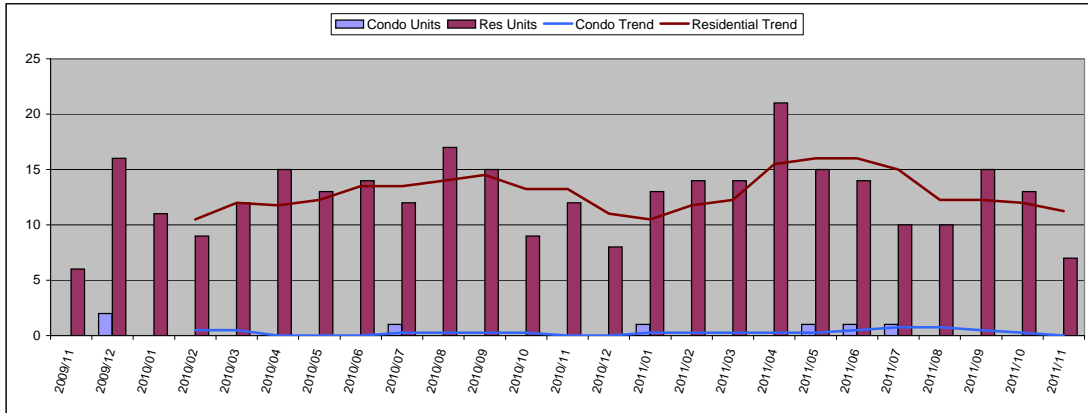


Condo	Value	Year Delta
Days On Mkt	284	92%
Moving Trend	235	27%
Current Active	167	
Pending	256	

Residential	Value	Year Delta
Days On Mkt	150	-11%
Moving Trend	156	-9%
Current Active	234	
Pending	176	

# Upcountry

## Number of Units Sold



## November 2011

Condo	Units	Year Delta
Units Sold	0	-
Moving Trend	0	-

	Units	Inventory
Current Active	3	
Pending	1	

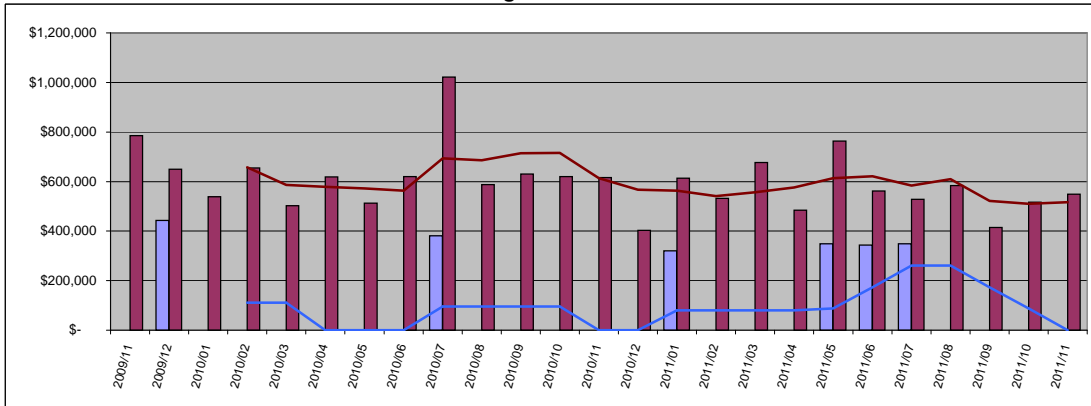
Residential	Units	Year Delta
Units Sold	7	-42%
Moving Trend	11	-15%

	Units	Inventory *
Current Active	113	10
Pending	36	3

\* Inventory is in months and is based on moving trend

## Average Sold Price



Condo	Average	Year Delta
Sold Price \$	-	-
Moving Trend \$	-	-

	Average	Ratio
Current Active	\$435,833	
Pending	\$395,000	

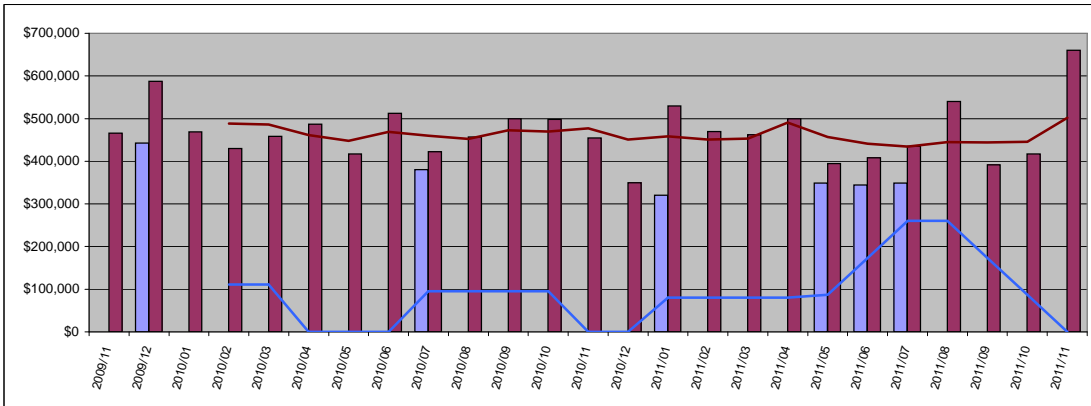
Residential	Average	Year Delta
Sold Price \$	516,785	-11%
Moving Trend \$	516,144	-16%

	Average	Ratio **
Current Active	\$1,141,953	221%
Pending	\$476,758	92%

\*\* Ratio is average list price divided by moving trend of average sales price

## Median Sold Price



Condo	Median	Year Delta
Sold Price \$	-	-
Moving Trend \$	-	-

	Median	Ratio
Current Active	\$429,500	
Pending	\$395,000	

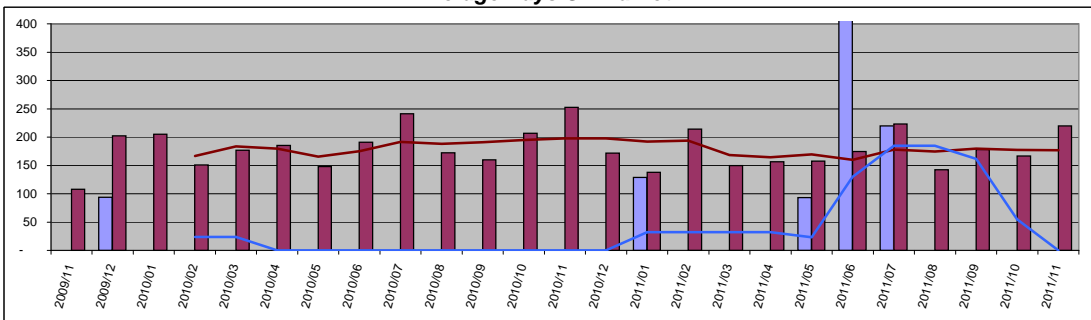
Residential	Median	Year Delta
Sold Price \$	660,000	45%
Moving Trend \$	502,250	5%

	Median	Ratio **
Current Active	\$749,900	149%
Pending	\$399,950	80%

\*\* Ratio is median list price divided by moving trend of a median sales price

## Average Days On Market



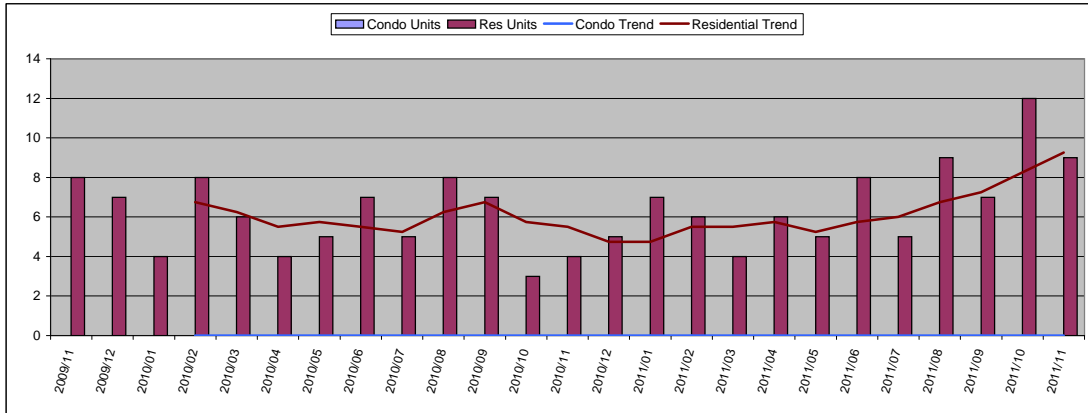
Condo	Value	Year Delta
Days On Mkt	0	-
Moving Trend	0	-
Current Active	144	
Pending	62	

Residential	Value	Year Delta
Days On Mkt	220	-13%
Moving Trend	177	-11%
Current Active	237	
Pending	220	

# North Shore Maui

## Number of Units Sold



## November 2011

Condo	Units	Year Delta
Units Sold	0	-
Moving Trend	0	-

	Units	Inventory
Current Active	1	
Pending	0	

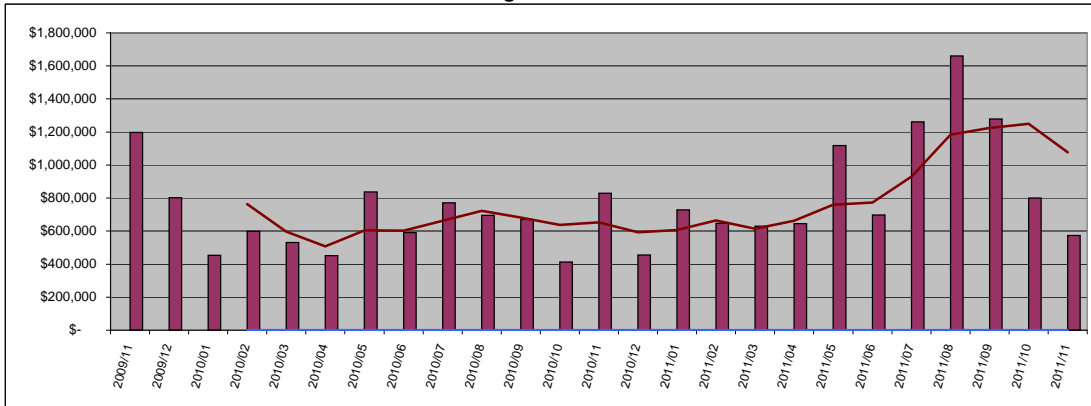
Residential	Units	Year Delta
Units Sold	9	125%
Moving Trend	9	68%

	Units	Inventory *
Current Active	86	9
Pending	19	2

\* Inventory is in months and is based on moving trend

## Average Sold Price



Condo	Average	Year Delta
Sold Price \$	-	-
Moving Trend \$	-	-

	Average	Ratio
Current Active	\$2,995,000	
Pending	\$0	

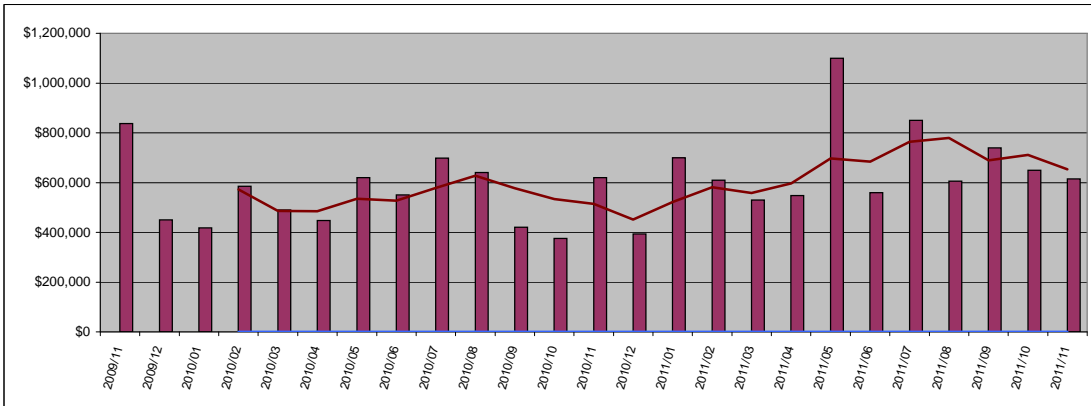
Residential	Average	Year Delta
Sold Price \$	800,417	-31%
Moving Trend \$	1,078,251	65%

	Average	Ratio **
Current Active	\$1,495,017	139%
Pending	\$666,837	62%

\*\* Ratio is average list price divided by moving trend of average sales price

## Median Sold Price



Condo	Median	Year Delta
Sold Price \$	-	-
Moving Trend \$	-	-

	Median	Ratio
Current Active	\$2,995,000	
Pending	\$0	

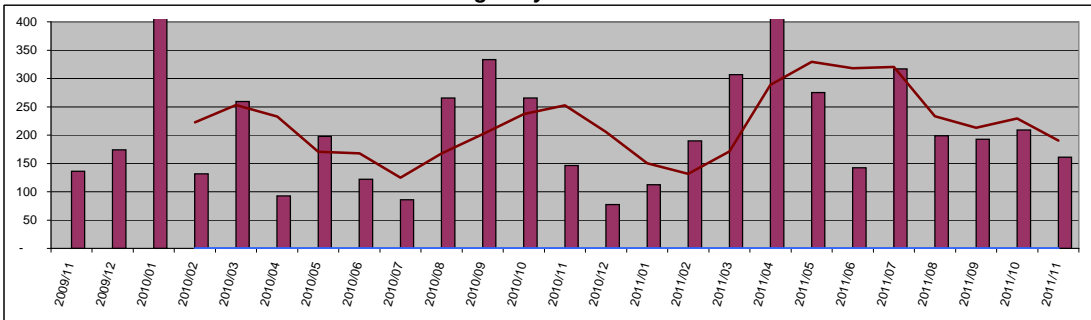
Residential	Median	Year Delta
Sold Price \$	615,000	-1%
Moving Trend \$	652,750	27%

	Median	Ratio **
Current Active	\$850,000	130%
Pending	\$499,500	77%

\*\* Ratio is median list price divided by moving trend of a median sales price

## Average Days On Market



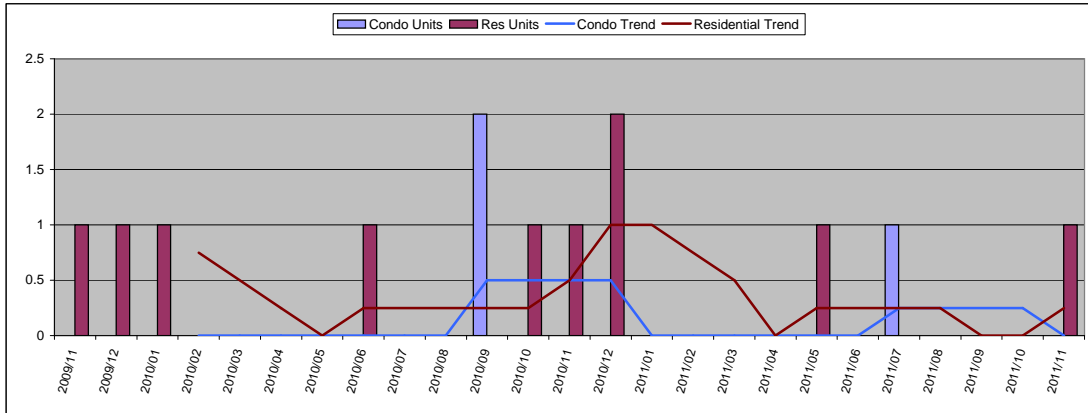
Condo	Value	Year Delta
Days On Mkt	0	-
Moving Trend	0	-
Current Active	162	
Pending	0	

Residential	Value	Year Delta
Days On Mkt	161	10%
Moving Trend	190	-25%
Current Active	210	
Pending	222	

# East Maui

## Number of Units Sold



## November 2011

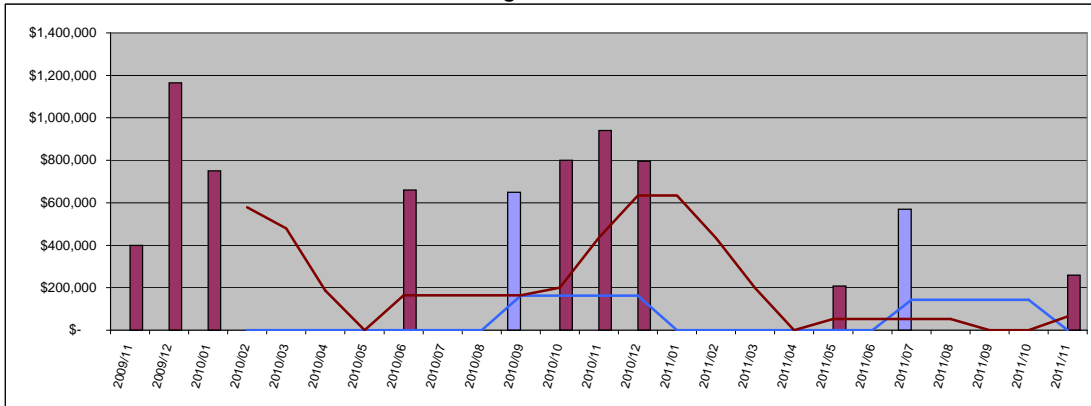
Condo	Units	Year Delta
Units Sold	0	-
Moving Trend	0	-
	Units	Inventory
Current Active	2	
Pending	0	

Residential	Units	Year Delta
Units Sold	1	0%
Moving Trend	0	-50%
	Units	Inventory *
Current Active	25	100
Pending	0	

\* Inventory is in months and is based on moving trend

## Average Sold Price



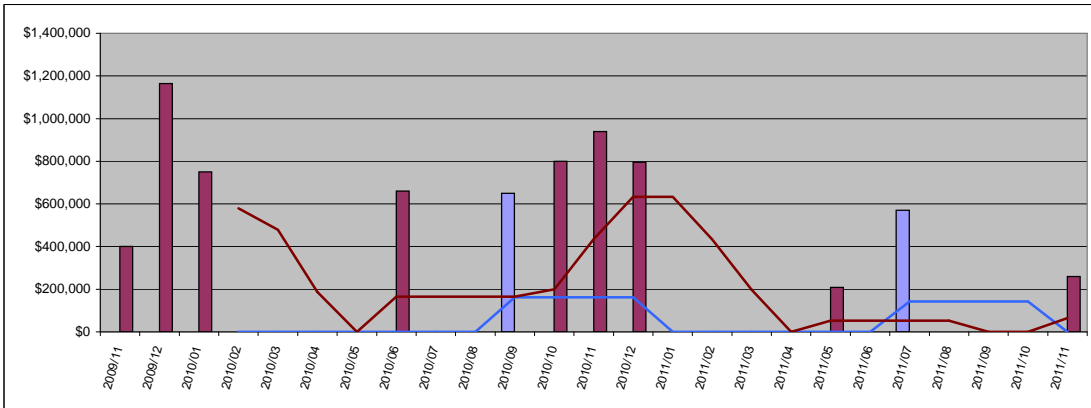
Condo	Average	Year Delta
Sold Price \$	-	-
Moving Trend \$	-	-
	Average	Ratio
Current Active	\$532,000	
Pending	\$0	

Residential	Average	Year Delta
Sold Price \$	-	-72%
Moving Trend \$	64,750	-85%
	Average	Ratio **
Current Active	\$3,443,992	5319%
Pending	\$0	

\*\* Ratio is average list price divided by moving trend of average sales price

## Median Sold Price



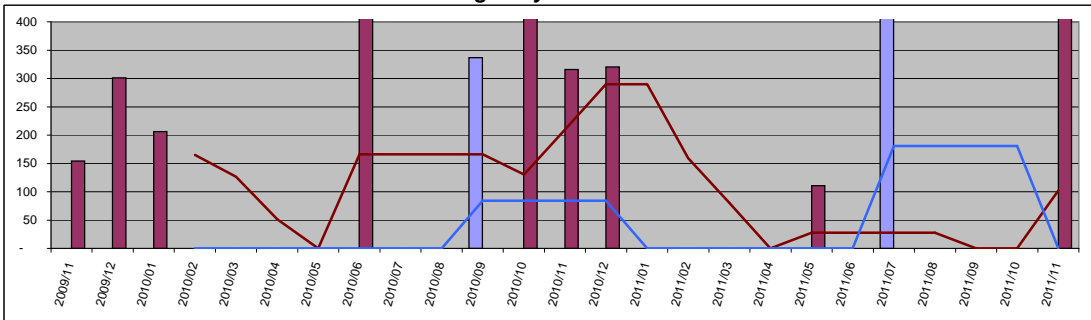
Condo	Median	Year Delta
Sold Price \$	-	-
Moving Trend \$	-	-
	Median	Ratio
Current Active	\$532,000	
Pending	\$0	

Residential	Median	Year Delta
Sold Price \$	259,000	-72%
Moving Trend \$	64,750	-85%
	Median	Ratio **
Current Active	\$775,000	1197%
Pending	\$0	

\*\* Ratio is median list price divided by moving trend of a median sales price

## Average Days On Market



Condo	Value	Year Delta
Days On Mkt	0	-
Moving Trend	0	-
Current Active	250	
Pending	0	

Residential	Value	Year Delta
Days On Mkt	410	30%
Moving Trend	103	-51%
Current Active	295	
Pending	0	