



TITLE GUARANTY

TITLE & ESCROW SERVICES

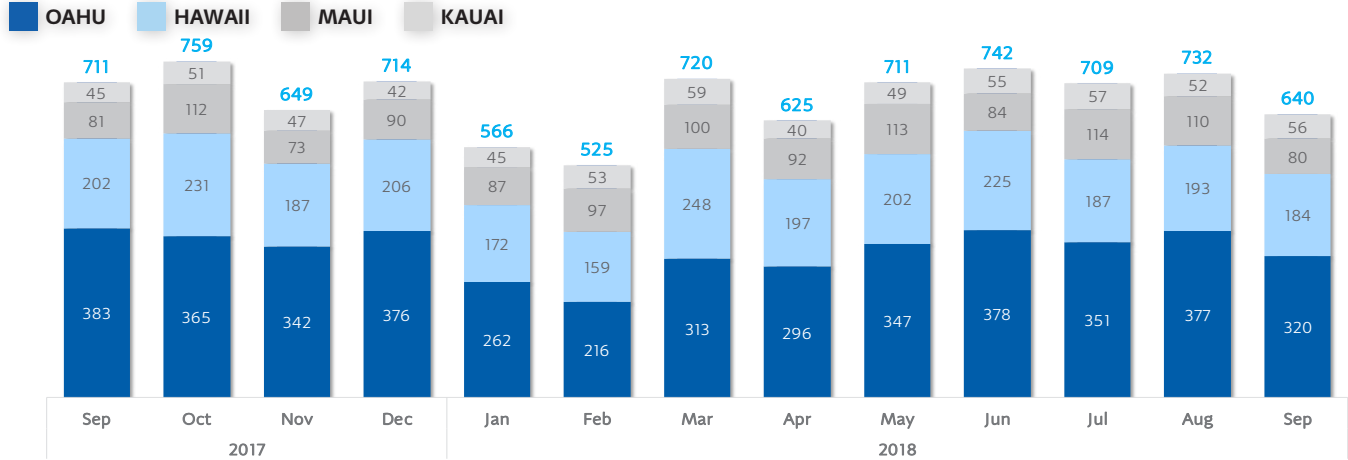
RESIDENTIAL SALES REPORT SEPTEMBER 2018

MAUI

ISLAND SALES

SINGLE FAMILY HOME

CONDOMINIUM



OF SALES
80

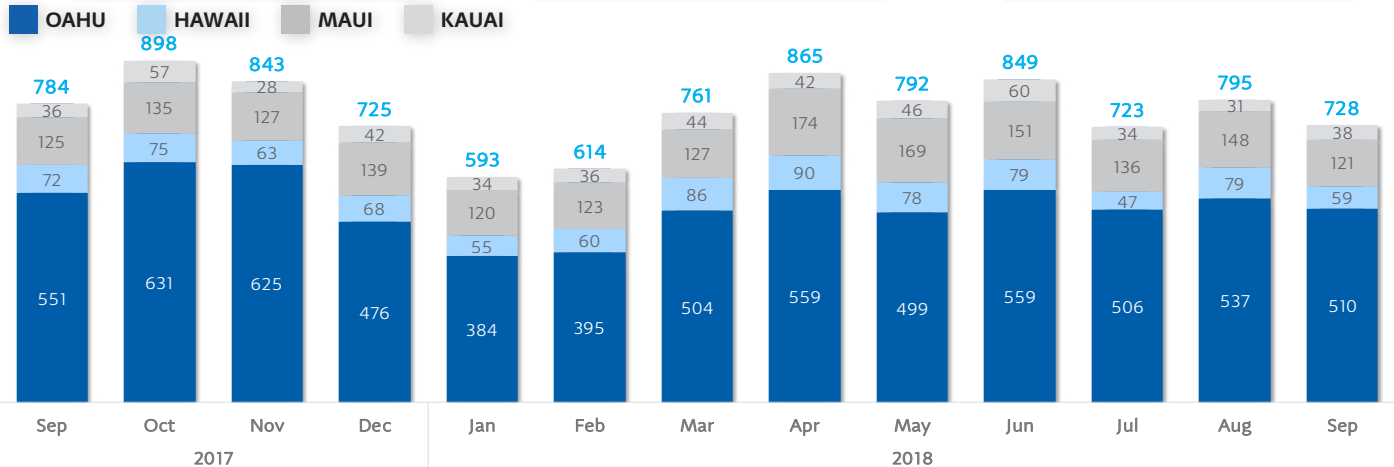
↓ 27.3% VS. LAST MONTH
↓ 1.2% VS. LAST YEAR

MEDIAN SALES PRICE
\$754,248

↑ 7.7% VS. LAST MONTH
↑ 16.0% VS. LAST YEAR

TOTAL \$ OF SALES
\$70,747,755

↓ 25.2% VS. LAST MONTH
↓ 11.0% VS. LAST YEAR



OF SALES
121

↓ 18.2% VS. LAST MONTH
↓ 3.2% VS. LAST YEAR

MEDIAN SALES PRICE
\$501,000

↓ 1.8% VS. LAST MONTH
↑ 20.7% VS. LAST YEAR

TOTAL \$ OF SALES
\$95,424,104

↓ 20.2% VS. LAST MONTH
↑ 18.8% VS. LAST YEAR

Information effective 10/02/2018



GRAY R. MARINO

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Maui

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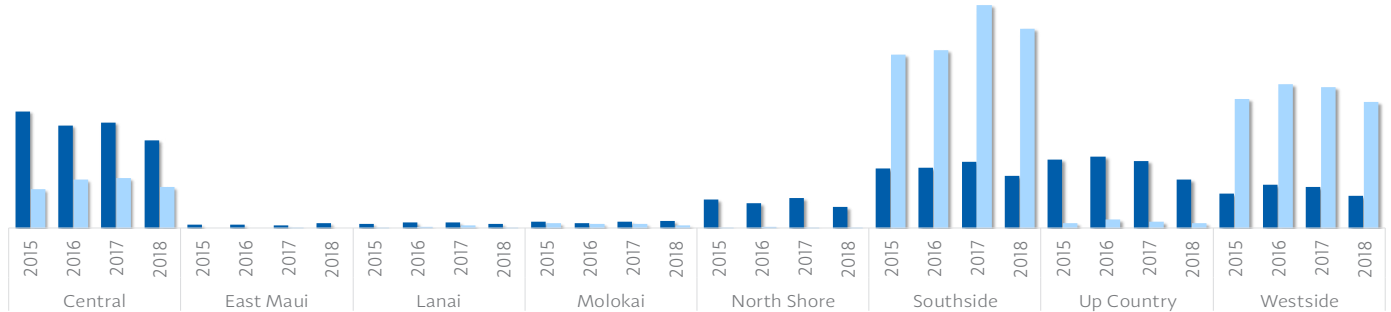


TITLE GUARANTY

TITLE & ESCROW SERVICES

REGIONAL SALES

SALES (#) COMPARISON (YEAR OVER YEAR)



	YEAR		TOTAL	
CENTRAL	2015	394	131	525
	2016	346	165	511
	2017	357	168	525
	2018	296	140	436
EAST MAUI	2015	12		12
	2016	13		13
	2017	10	1	11
	2018	16		16
LANAI	2015	14	3	17
	2016	20	6	26
	2017	19	10	29
	2018	15	2	17
MOLOKAI	2015	23	17	40
	2016	18	15	33
	2017	22	15	37
	2018	25	9	34

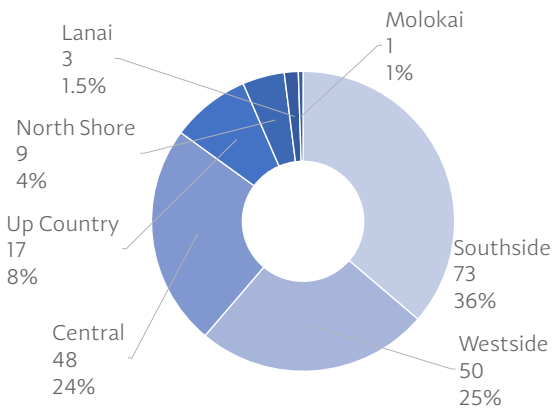
	YEAR		TOTAL	
NORTH SHORE	2015	97	2	99
	2016	85	4	89
	2017	101	2	103
	2018	73	3	76
SOUTHSIDE	2015	202	585	787
	2016	204	601	805
	2017	224	751	975
	2018	176	672	848
UP COUNTRY	2015	232	16	248
	2016	242	29	271
	2017	227	22	249
	2018	165	18	183
WESTSIDE	2015	116	435	551
	2016	147	485	632
	2017	139	475	614
	2018	110	425	535

Property Type

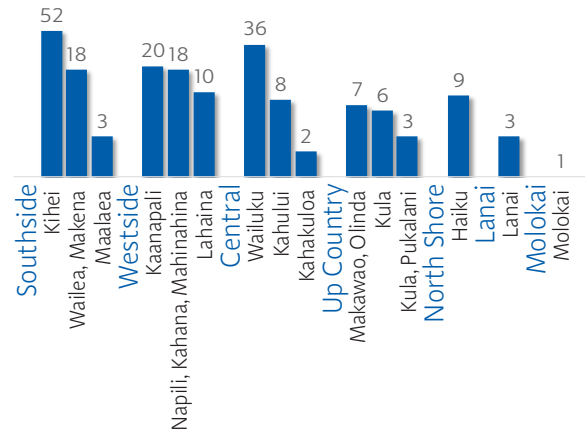


* YTD Sales (#) vs. same period of previous years

OF SALES BY REGION



* Excluding Vacant Land Sales



* Top 3 Neighborhoods Shown—Excluding Vacant Land Sales

RESIDENTIAL SALES REPORT

MAUI SEPTEMBER 2018

SALES BY REGION (CURRENT MONTH)



Increase/Decrease vs. Last Year



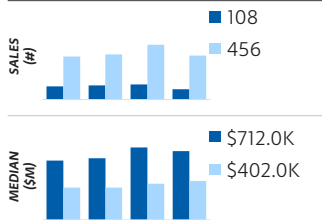
No Change or No Value vs. Last Year

		SINGLE FAMILY HOMES			CONDOMINIUM		
		#	\$ AMT	MEDIAN	#	\$ AMT	MEDIAN
SOUTHSIDE	Kihei	7 ▼	\$5.4M ▼	\$835.0K ▲	45 ▲	\$20.0M ▲	\$402.0K ▲
	Wailea, Makena	5 ▲	\$6.5M ▲	\$1.3M ▲	13 ▲	\$30.4M ▲	\$1.5M ▼
	Maalaea	--	--	--	3 ▼	\$1.4M ▼	\$540.0K ▲
SOUTHSIDE TOTAL		12 ▼	\$11.9M ▼	\$840.0K ▼	61 ▲	\$51.7M ▲	\$445.0K ▲
WESTSIDE	Kaanapali	3 ▲	\$6.2M ▲	\$2.0M ▲	17 ●	\$11.7M ▼	\$553.0K ▼
	Napili, Kahana, Mahinahina	3 ▲	\$2.1M ▲	\$660.0K ▼	15 ●	\$6.1M ▼	\$372.0K ▲
	Lahaina	3 ▲	\$2.6M ▲	\$820.0K ▲	7 ▲	\$4.1M ▲	\$625.0K ▲
WESTSIDE TOTAL		10 ▲	\$13.5M ▲	\$938.0K ▲	40 ▼	\$30.8M ▼	\$503.5K ▼
CENTRAL	Wailuku	24 ●	\$15.1M ▼	\$679.0K ▲	12 ▼	\$5.9M ▲	\$518.2K ▲
	Kahului	4 ▼	\$2.5M ▼	\$610.0K ▲	4 ▼	\$677.4K ▼	\$163.7K ▲
	Kahakuloa	2 -	\$1.2M -	\$603.8K -	--	--	--
CENTRAL TOTAL		32 ▼	\$20.3M ▼	\$669.0K ▲	16 ▼	\$6.5M ▲	\$479.9K ▲
UP COUNTRY	Makawao, Olinda	7 ▲	\$4.3M ▲	\$600.0K ▼	--	--	--
	Kula	5 -	\$4.0M -	\$755.0K -	1 -	\$1.3M -	\$1.3M -
	Kula, Pukalani	3 ▼	\$5.3M ▼	\$1.7M ▲	--	--	--
UP COUNTRY TOTAL		16 ▲	\$14.5M ▲	\$752.5K ▲	1 -	\$1.3M -	\$1.3M -
NORTH SHORE	Haiku	9 ▲	\$10.1M ▲	\$1.0M ▼	--	--	--
NORTH SHORE TOTAL		9 ▲	\$10.1M ▼	\$1.0M ▼	--	--	--
LANAI	Lanai	1 ▼	\$450.0K ▼	\$450.0K ▼	2 ●	\$5.0M ▲	\$2.5M ▲
MOLOKAI	Molokai	--	--	--	1 ▼	\$102.5K ▼	\$102.5K ▼

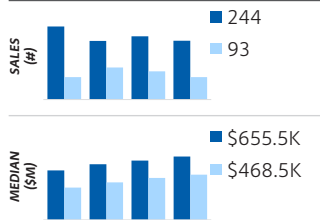
SALES COMPARISON (YEAR OVER YEAR & 2018 YTD SHOWN)

TOP NEIGHBORHOODS BY # OF SALES (CURRENT MONTH)

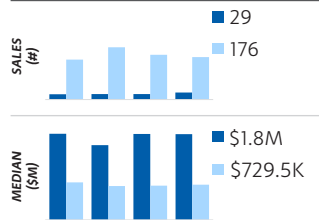
KIHEI



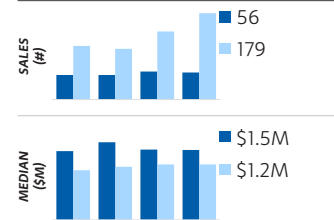
WAILUKU



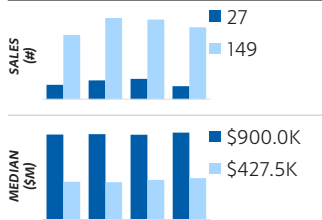
KAANAPALI



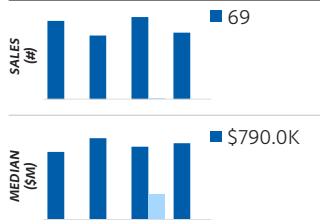
WALEA, MAKENA



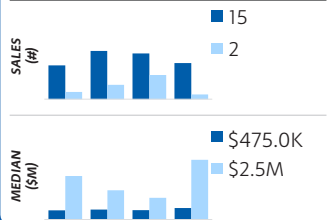
NAPILI, KAHANA...



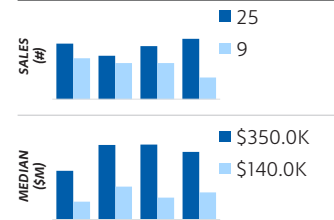
HAIKU



LANAI



MOLOKAI



YEAR TO DATE STATISTICS (VS. SAME PERIOD LAST YEAR)

SINGLE FAMILY HOMES

OF SALES: **876** ▲ 6.3%

MEDIAN SALES PRICE: **\$700.0K** ●

TOTAL \$ OF SALES: **\$895.5M** ▲ 5.5%

CONDOMINIUM

OF SALES: **1,269** ▲ 21.7%

MEDIAN SALES PRICE: **\$496.0K** ▲ 11.2%

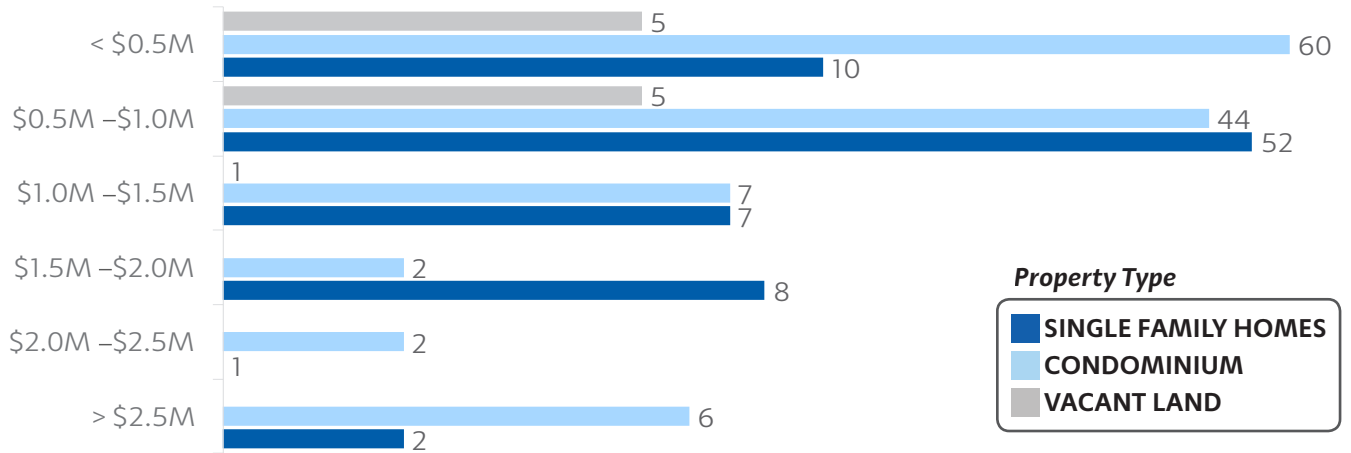
TOTAL \$ OF SALES: **\$931.7M** ▲ 32.0%

* Annual trend shown include 2015 to present; Top 6 & Lanai/Molokai Neighborhood Shown

NEIGHBORHOOD SALES

Information Deemed Reliable But Not Guaranteed. SOURCE: Multiple Listing Services from respective Boards of REALTORS®, Bureau of Conveyances, and Title Guaranty.

ISLAND SALES (#) BY PRICE RANGE



Property Type

- SINGLE FAMILY HOMES
- CONDOMINIUM
- VACANT LAND

TG TEAM — Maui

Let Us Be A Part Of Your Solution!



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