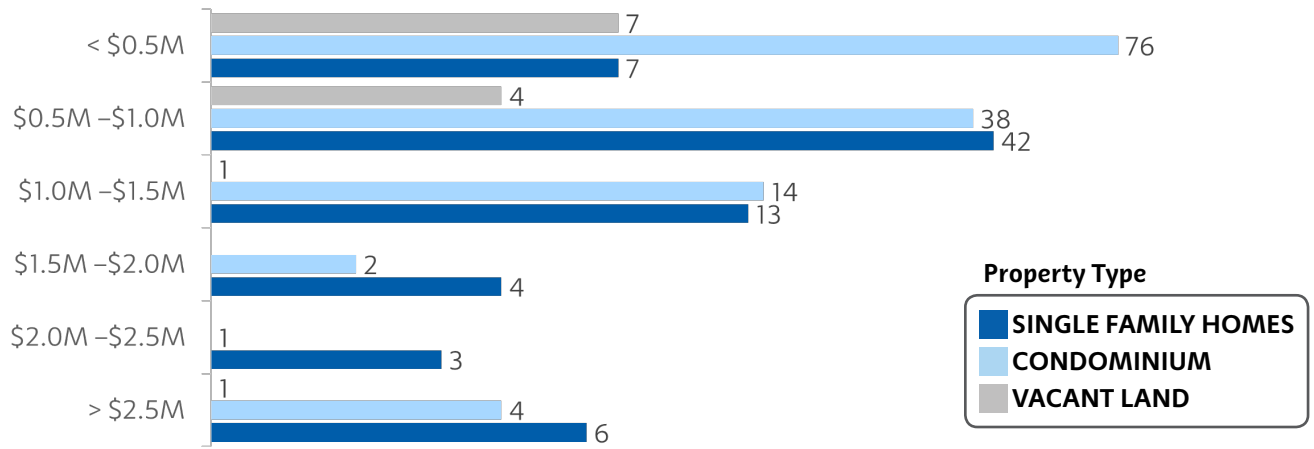


## ISLAND SALES (#) BY PRICE RANGE



## TG TEAM — Maui

Let Us Be A Part Of Your Solution!



**MATT H. TAKATA**  
Senior Vice President  
State Manager Neighbor Island  
O: (808) 241-4369 C: (808) 284-3178  
mtakata@tghawaii.com



**MICHAEL E. GAMBERDELL**  
Maui Regional Manager  
Escrow Services  
O: (808) 871-2297 C: (808) 265-3641  
mgamberdell@tghawaii.com



**TAMARA Y. CABANILLA-ARICAYOS**  
Assistant Branch Manager  
Wailea  
O: (808) 875-6686 C: (808) 264-3316  
tcabanilla@tghawaii.com



**GRAY R. MARINO**  
Account Manager  
Maui  
O: (808) 891-1170 C: (808) 745-7445  
gmarino@tghawaii.com



**GWEN M. VIDA**  
Escrow Officer  
Kahului  
O: (808) 871-2296 C: (808) 281-3913  
gvida@tghawaii.com



**BRENDA C. AKANA**  
Escrow Officer  
Kahului  
O: (808) 871-2225 C: (808) 264-6964  
bakana@tghawaii.com



**PEARL I. GORE**  
Escrow Officer  
Lahaina  
O: (808) 661-1286 C: (808) 495-5310  
pgore@tghawaii.com



**TWYLA L. KUKAHIKO**  
Escrow Officer  
Lahaina  
O: (808) 661-1216 C: (808) 419-4705  
tkukahiko@tghawaii.com

### Visit a TG Maui Branch Near You!

#### KAHULUI

80 S. Puunene Avenue  
Kahului, HI 96732

808-871-2200

kahului@tghawaii.com

#### LAHAINA

3350 Lwr Honoapiilani Road, Suite 213  
Lahaina, HI 96761

808-661-8715

lahaina@tghawaii.com

#### WAILEA

161 Wailea Ike Place, Unit C101, Suite 2  
Kihei, HI 96753

808-891-1170

wailea@tghawaii.com



# TITLE GUARANTY

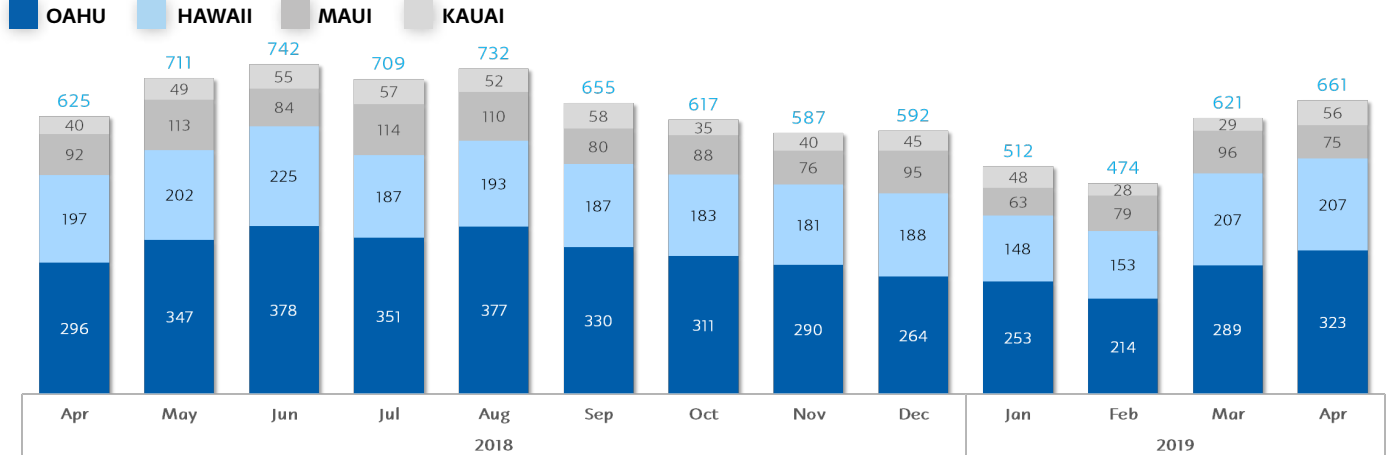
TITLE & ESCROW SERVICES

## RESIDENTIAL SALES REPORT

APRIL 2019

# MAUI

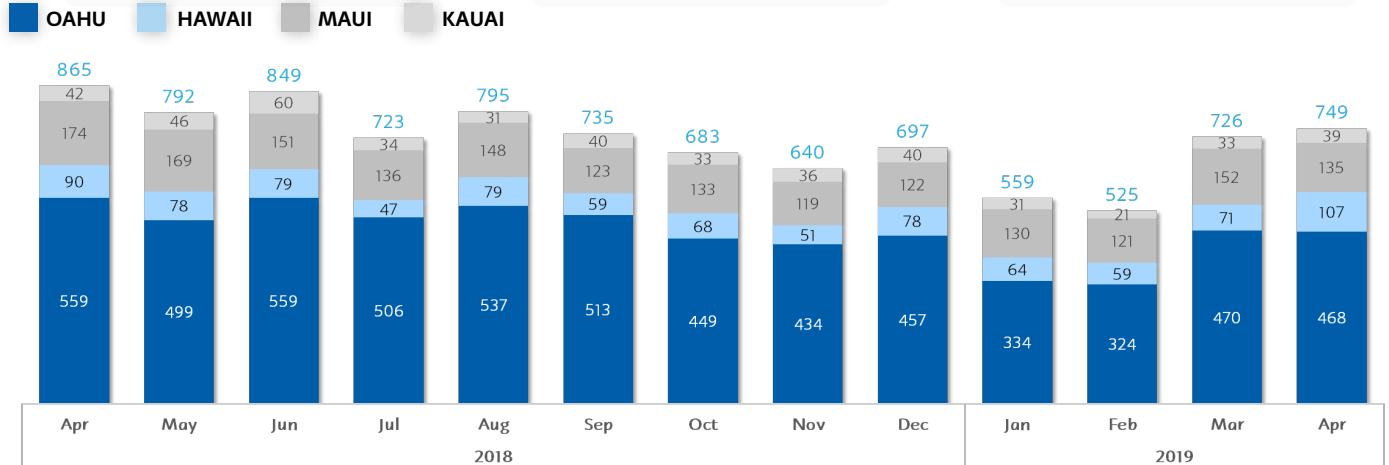
ISLAND SALES SINGLE FAMILY HOME CONDOMINIUM



**# OF SALES**  
**75**  
 ↓ 21.9% VS. LAST MONTH  
 ↓ 18.5% VS. LAST YEAR

**MEDIAN SALES PRICE**  
**\$799,000**  
 ↑ 11.7% VS. LAST MONTH  
 ↑ 10.2% VS. LAST YEAR

**TOTAL \$ OF SALES**  
**\$81,140,700**  
 ↓ 9.2% VS. LAST MONTH  
 ↓ 4.9% VS. LAST YEAR



**# OF SALES**  
**135**  
 ↓ 11.2% VS. LAST MONTH  
 ↓ 22.4% VS. LAST YEAR

**MEDIAN SALES PRICE**  
**\$448,888**  
 ↓ 8.4% VS. LAST MONTH  
 ↓ 11.0% VS. LAST YEAR

**TOTAL \$ OF SALES**  
**\$90,452,316**  
 ↓ 18.6% VS. LAST MONTH  
 ↓ 28.9% VS. LAST YEAR



### GRAY R. MARINO

Account Manager  
 Maui

O: (808) 891-1170 C: (808) 745-7445  
 gmarino@tghawaii.com

information effective 05/01/2019

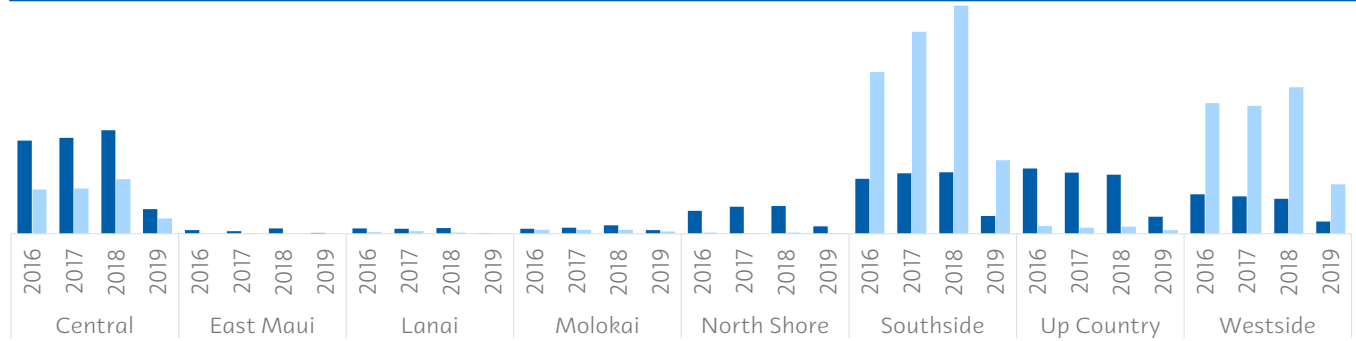


# TITLE GUARANTY

TITLE & ESCROW SERVICES

## REGIONAL SALES

### SALES (#) COMPARISON (YEAR OVER YEAR)



Region	Year	Single Family Homes	Condominium	TOTAL
CENTRAL	2016	346	165	511
	2017	357	168	525
	2018	384	203	587
	2019	92	57	149
EAST MAUI	2016	13	0	13
	2017	10	1	11
	2018	20	0	20
	2019	3	0	3
LANAI	2016	20	6	26
	2017	19	10	29
	2018	21	4	25
	2019	1	1	2
MOLOKAI	2016	18	15	33
	2017	22	15	37
	2018	31	15	46
	2019	14	8	22

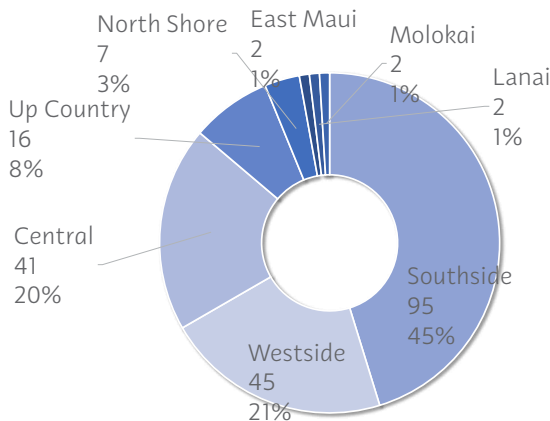
Region	Year	Single Family Homes	Condominium	TOTAL
NORTH SHORE	2016	85	4	89
	2017	101	2	103
	2018	103	4	107
	2019	28	2	30
SOUTHSIDE	2016	204	601	805
	2017	224	751	975
	2018	228	848	1,076
	2019	66	273	339
UP COUNTRY	2016	242	29	271
	2017	227	22	249
	2018	219	26	245
	2019	63	13	76
WESTSIDE	2016	147	485	632
	2017	139	475	614
	2018	130	545	675
	2019	46	184	230

#### Property Type

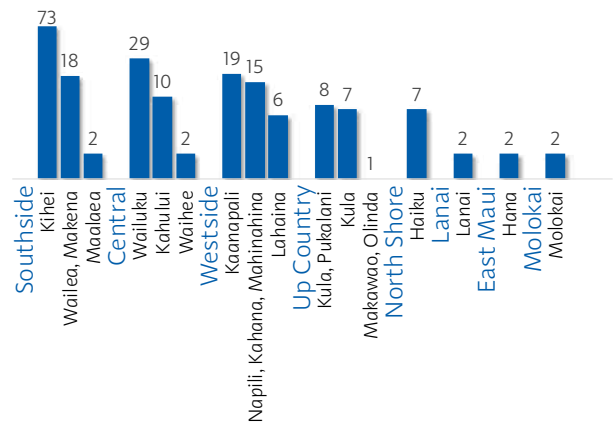


\* YTD Sales (#) vs. same period of previous years

### # OF SALES BY REGION



\* Excluding Vacant Land Sales



\* Top 3 Neighborhoods Shown—Excluding Vacant Land Sales

# RESIDENTIAL SALES REPORT

**MAUI**  
APRIL 2019

## SALES BY REGION (CURRENT MONTH)



Increase/Decrease vs. Last Year



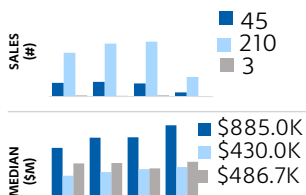
No Change or No Value vs. Last Year

		SINGLE FAMILY HOMES			CONDOMINIUM		
		#	\$ AMT	MEDIAN	#	\$ AMT	MEDIAN
SOUTHSIDE	Kihei	12 ▲	\$10.0M ▲	\$771.5K ▲	61 ▲	\$28.3M ▲	\$430K ▲
	Wailea, Makena	7 ▼	\$14.4M ▲	\$2.1M ▲	11 ▼	\$16.2M ▼	\$1.0M ▼
	Maalaea	--	--	--	2 ▼	\$876.0K ▼	\$438.0K ▲
<b>SOUTHSIDE TOTAL</b>		21 ▲	\$25.8M ▲	\$885.0K ▼	74 ▼	\$45.4M ▼	\$431.8K ▼
WESTSIDE	Kaanapali	2 ▼	\$3.1M ▼	\$1.6M ▲	17 ▼	\$17.1M ▼	\$750.0K ▼
	Napili, Kahana, Mahinahina	3 ▼	\$3.1M ▼	\$1.0M ▲	12 ▼	\$5.9M ▼	\$442.9K ▲
	Kapalua	1 ●	\$3.3M ▲	\$3.3M ▲	2 ▼	\$5.8M ▼	\$2.9M ▲
<b>WESTSIDE TOTAL</b>		9 ▼	\$17.6M ▲	\$1.2M ▲	36 ▼	\$31.3M ▼	\$587.5K ▼
UP COUNTRY	Kula, Pukalani	7 ▲	\$5.1M ▲	\$635.0K ▼	1 ●	\$645.0K ▲	\$645.0K ▲
	Kula	2 ▼	\$1.2M ▼	\$587.5K ▼	5 ▲	\$6.4M ▲	\$1.3M ▲
	Makawao, Olinda	1 ▼	\$635.0K ▼	\$635.0K ▼	--	--	--
<b>UP COUNTRY TOTAL</b>		10 ▼	\$6.9M ▼	\$635.0K ▲	6 ▲	\$7.0M ▲	\$1.3M ▲
CENTRAL	Wailuku	17 ▼	\$13.0M ▼	\$702.3K ▲	12 ▲	\$5.4M ▲	\$409.0K ▼
	Kahului	4 ▼	\$2.5M ▼	\$612.5K ▼	6 ▼	\$1.2M ▼	\$167.5K ▲
	Waihee	2 -	\$1.2M -	\$593.0K -	--	--	--
<b>CENTRAL TOTAL</b>		23 ▼	\$16.6M ▲	\$665.0K ▲	18 ▼	\$6.6M ▼	\$352.6K ▲
NORTH SHORE	Haiku	7 ▼	\$8.6M ▲	\$1.1M ▲	--	--	--
<b>NORTH SHORE TOTAL</b>		7 ▼	\$8.6M ▼	\$1.1M ▲	--	--	--
EAST MAUI	Hana	2 ▼	\$3.8M ▲	\$1.9M ▲	--	--	--
<b>EAST MAUI TOTAL</b>		2 ▼	\$3.8M ▲	\$1.9M ▲	--	--	--

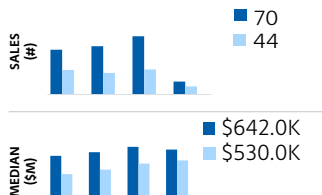
## SALES COMPARISON (YEAR OVER YEAR & 2019 YTD SHOWN)

### TOP NEIGHBORHOODS BY # OF SALES (CURRENT MONTH)

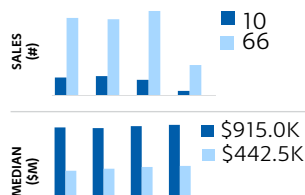
#### KIHEI



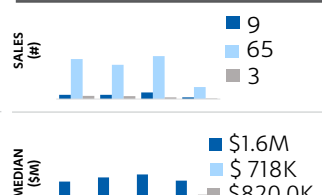
#### WAILUKU



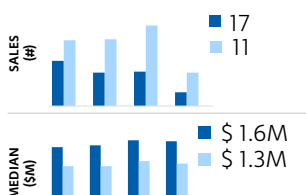
#### NAPILI, KAHANA, MAHINAHINA



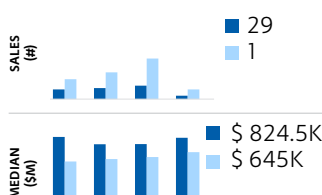
#### KAANAPALI



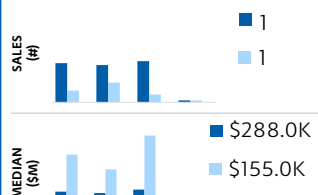
#### WALEA, MAKENA



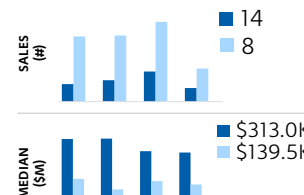
#### KULA, PUKALANI



#### LANAI



#### MOLOKAI



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

**SINGLE FAMILY HOMES**

# OF SALES: **313** ▼ 16.4%

MEDIAN SALES PRICE: **\$750.0K** ▲ 8.9%

TOTAL \$ OF SALES: **\$319.6M** ▼ 21.4%

**CONDOMINIUM**

# OF SALES: **538** ▼ 1.1%

MEDIAN SALES PRICE: **\$516K** ▲ 6.6%

TOTAL \$ OF SALES: **\$369.7M** ▼ 3.8%

\* Annual trend shown include 2016 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.