



# TITLE GUARANTY

TITLE & ESCROW SERVICES

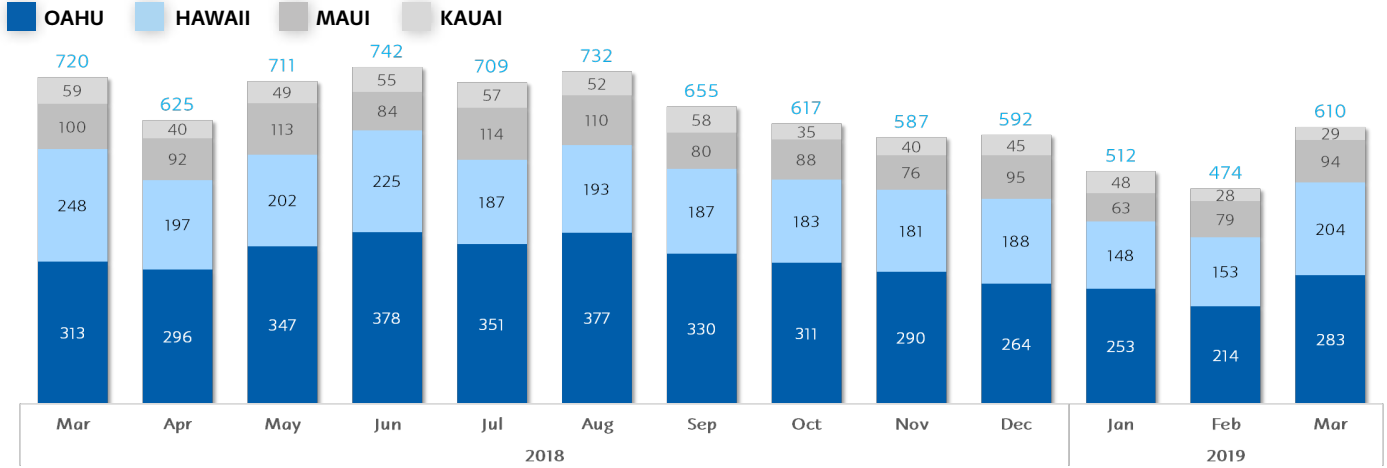
## RESIDENTIAL SALES REPORT MARCH 2019

## MAUI

ISLAND SALES

SINGLE FAMILY HOME

CONDOMINIUM



**# OF SALES**  
**94**

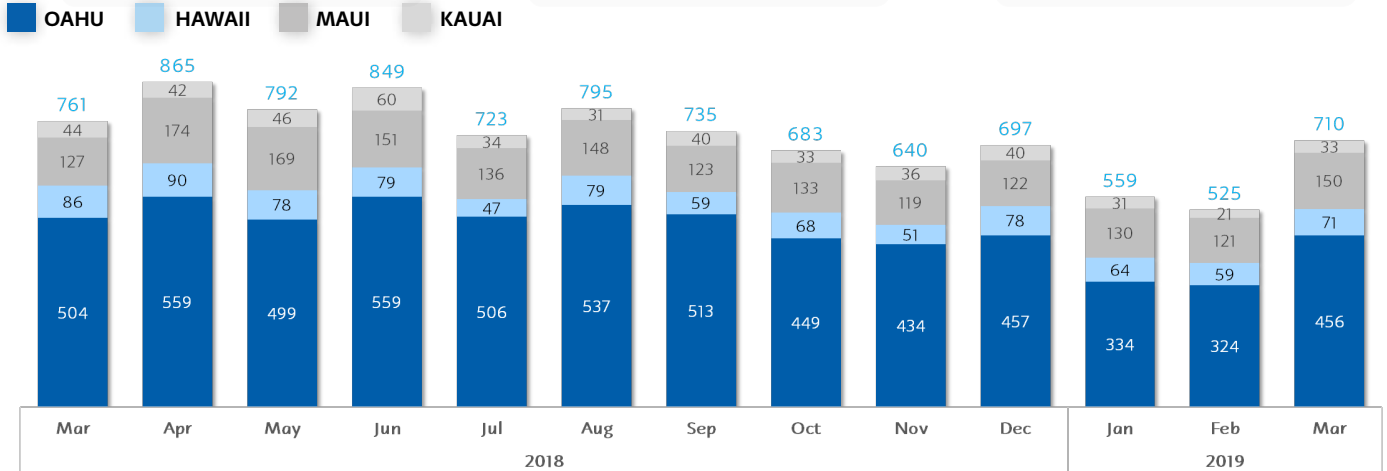
↑ 19.0% VS. LAST MONTH  
↓ 6.0% VS. LAST YEAR

**MEDIAN SALES PRICE**  
**\$720,000**

↓ 8.9% VS. LAST MONTH  
↑ 5.9% VS. LAST YEAR

**TOTAL \$ OF SALES**  
**\$88,395,805**

↓ 3.9% VS. LAST MONTH  
↓ 16.4% VS. LAST YEAR



**# OF SALES**  
**150**

↑ 24.0% VS. LAST MONTH  
↑ 18.1% VS. LAST YEAR

**MEDIAN SALES PRICE**  
**\$490,250**

↓ 6.6% VS. LAST MONTH  
↑ 8.9% VS. LAST YEAR

**TOTAL \$ OF SALES**  
**\$110,185,603**

↑ 50.2% VS. LAST MONTH  
↑ 17.5% VS. LAST YEAR

information effective 04/01/2019



### GRAY R. MARINO

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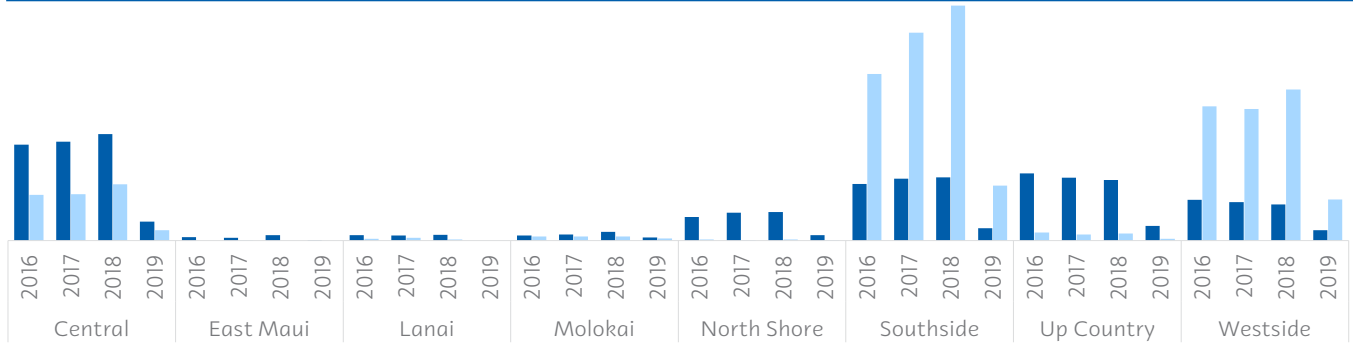


# TITLE GUARANTY

TITLE & ESCROW SERVICES

## REGIONAL SALES

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



	YEAR		TOTAL	
CENTRAL	2016	346	165	511
	2017	357	168	525
	2018	384	203	587
	2019	69	37	106
EAST MAUI	2016	13		13
	2017	10	1	11
	2018	20		20
	2019	1		1
LANAI	2016	20	6	26
	2017	19	10	29
	2018	21	4	25
	2019			
MOLOKAI	2016	18	15	33
	2017	22	15	37
	2018	31	15	46
	2019	11	8	19

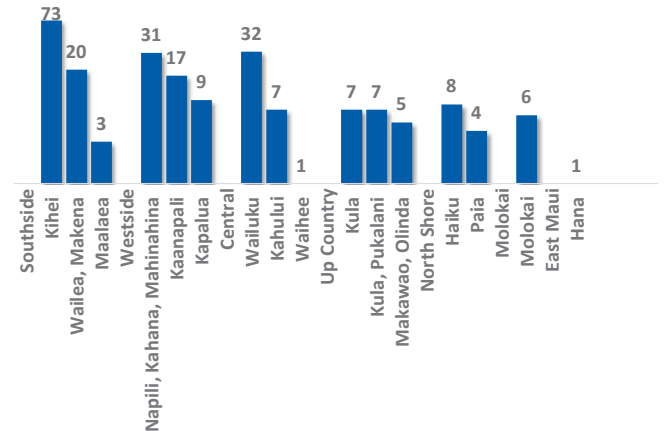
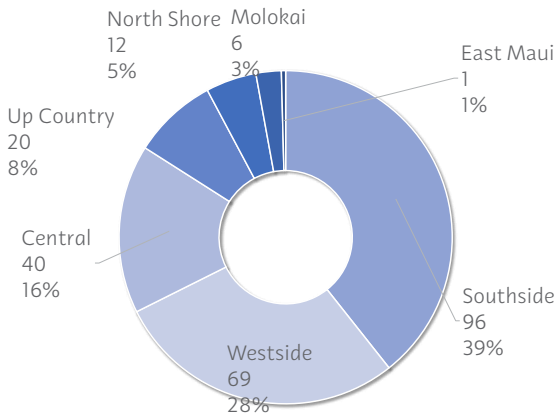
	YEAR		TOTAL	
NORTH SHORE	2016	85	4	89
	2017	101	2	103
	2018	103	4	107
	2019	20	2	22
SOUTHSIDE	2016	204	601	805
	2017	224	751	975
	2018	228	848	1,076
	2019	45	199	244
UP COUNTRY	2016	242	29	271
	2017	227	22	249
	2018	219	26	245
	2019	53	7	60
WESTSIDE	2016	147	485	632
	2017	139	475	614
	2018	130	545	675
	2019	37	148	185

#### 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 MARCH 2019

### SALES BY REGION (CURRENT MONTH)



Increase/Decrease vs. Last Year

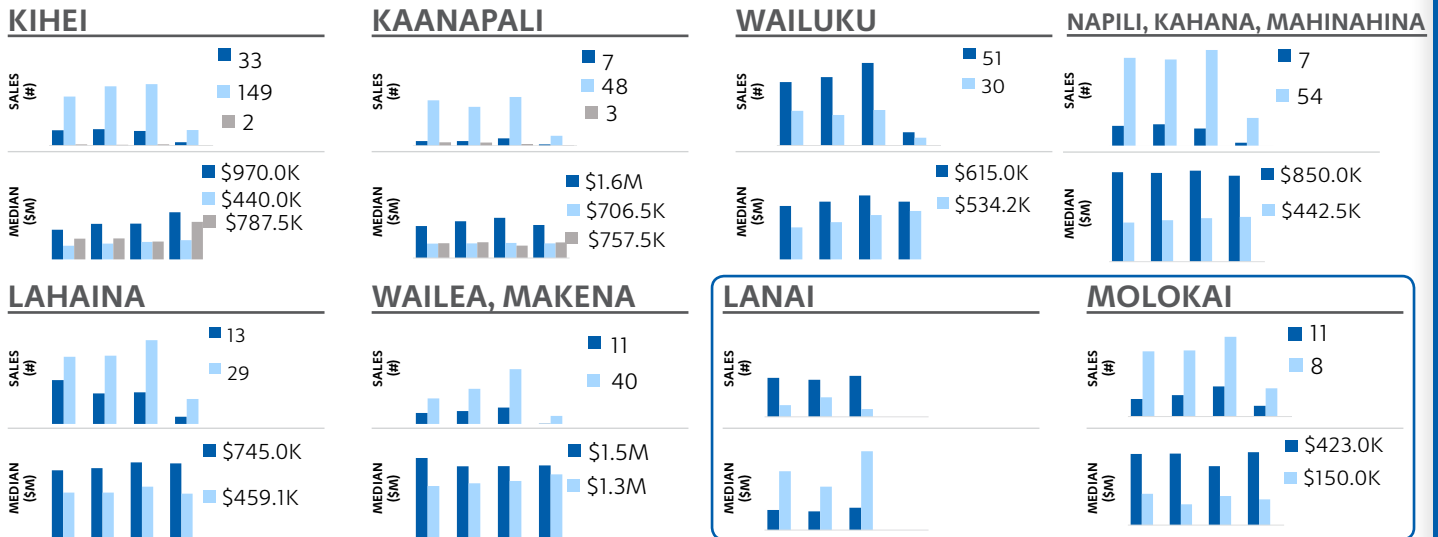


No Change or No Value vs. Last Year

		SINGLE FAMILY HOMES			CONDOMINIUM		
		#	\$ AMT	MEDIAN	#	\$ AMT	MEDIAN
SOUTHSIDE	Kihei	14 ▲	\$13.1M ▲	\$974.0K ▲	59 ▲	\$30.1M ▲	\$429.0K ▲
	Wailea, Makena	4 ▼	\$11.0M ▼	\$1.6M ▲	16 ●	\$29.8M ▼	\$1.6M ●
	Maalaea	--	--	--	3 ▼	\$1.4M ▼	\$520.0K ▲
<b>SOUTHSIDE TOTAL</b>		18 ▼	\$24.1M ▲	\$993.5K ▲	78 ▲	\$61.3M ▼	\$497.5K ▲
WESTSIDE	Napili, Kahana, Mahinahina	5 ▲	\$4.1M ▲	\$800.0K ▼	26 ▲	\$12.0M ▲	\$446.5K ▲
	Kaanapali	1 ▼	\$1.2M ▼	\$1.2M ▼	16 ▲	\$15.2M ▲	\$767.5K ▼
	Kapalua	2 -	\$4.4M -	\$2.2M -	7 ▲	\$10.5M ▲	\$900.0K ▼
<b>WESTSIDE TOTAL</b>		15 ▲	\$19.8M ▼	\$960.0K ▼	54 ▲	\$40.8M ▲	\$543.8K ▲
CENTRAL	Wailuku	23 ▼	\$13.8M ▼	\$610.0K ▼	9 ▼	\$3.9M ▼	\$380.0K ▼
	Kahului	3 ▼	\$2.4M ▼	\$800.0K ▲	4 ●	\$585.0K ▼	\$137.5K ▼
	Waihee	1 -	\$705.0K -	\$705.0K -	--	--	--
<b>CENTRAL TOTAL</b>		27 ▼	\$16.9M ▼	\$620.0K ▼	13 ▼	\$4.5M ▼	\$353.1K ▲
UP COUNTRY	Kula	5 ▼	\$3.8M ▼	\$725.0K ▲	2 -	\$2.7M -	\$1.3M -
	Pukalani	7 ●	\$6.3M ▼	\$824.5K ▲	--	--	--
	Makawao, Olinda	5 ●	\$5.5M ▲	\$590.0K ▼	--	--	--
<b>UP COUNTRY TOTAL</b>		18 ▼	\$16.2M ▼	\$734.0K ▲	2 -	\$2.7M -	\$1.3M -
NORTH SHORE	Haiku	8 ●	\$5.6M ▼	\$733.0K ▼	--	--	--
	Paia	2 -	\$3.6M -	\$1.8M -	2 -	\$731.0K -	\$365.5K -
<b>NORTH SHORE TOTAL</b>		10 ▲	\$9.2M ▲	\$762.5K ▼	2 -	\$731.0K -	\$365.5K -
EAST MAUI	Hana	1 ▼	\$786.7K ▼	\$786.7K ▲	--	--	--
<b>EAST MAUI TOTAL</b>		1 ▼	\$786.7K ▼	\$786.7K ▲	--	--	--

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

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



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

**SINGLE FAMILY HOMES**

# OF SALES: **236** ▼ 16.9%

MEDIAN SALES PRICE: **\$735.9K** ▲ 8.0%

TOTAL \$ OF SALES: **\$237.5M** ▼ 26.0%

**CONDOMINIUM**

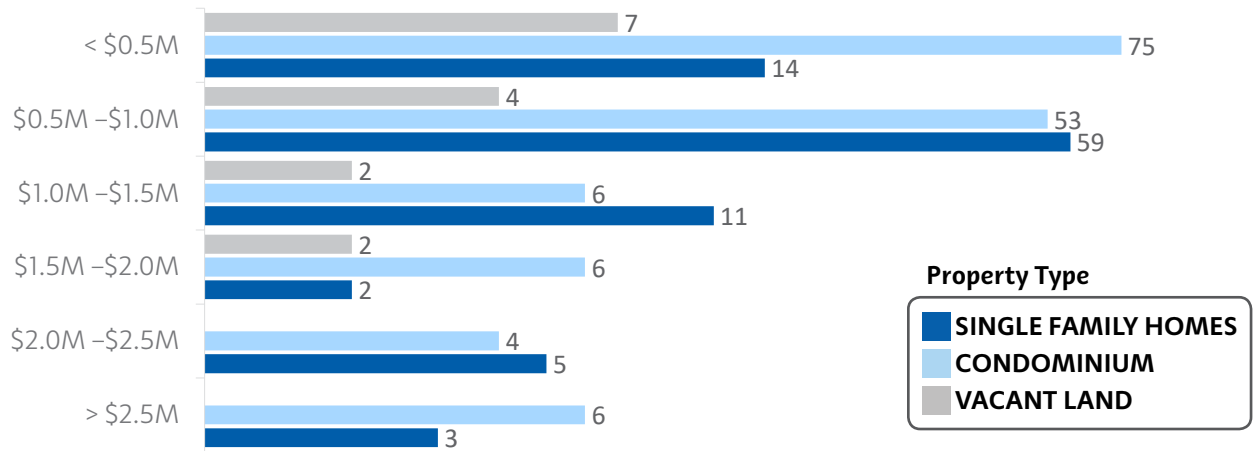
# OF SALES: **401** ▲ 8.4%

MEDIAN SALES PRICE: **\$525.0K** ▲ 10.5%

TOTAL \$ OF SALES: **\$278.3M** ▲ 8.0%

\* Annual trend shown include 2016 to present; Top 6 & Lanai/Molokai Neighborhood Shown

## ISLAND SALES (#) BY PRICE RANGE



## TG TEAM — Maui

Let Us Be A Part Of Your Solution!



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