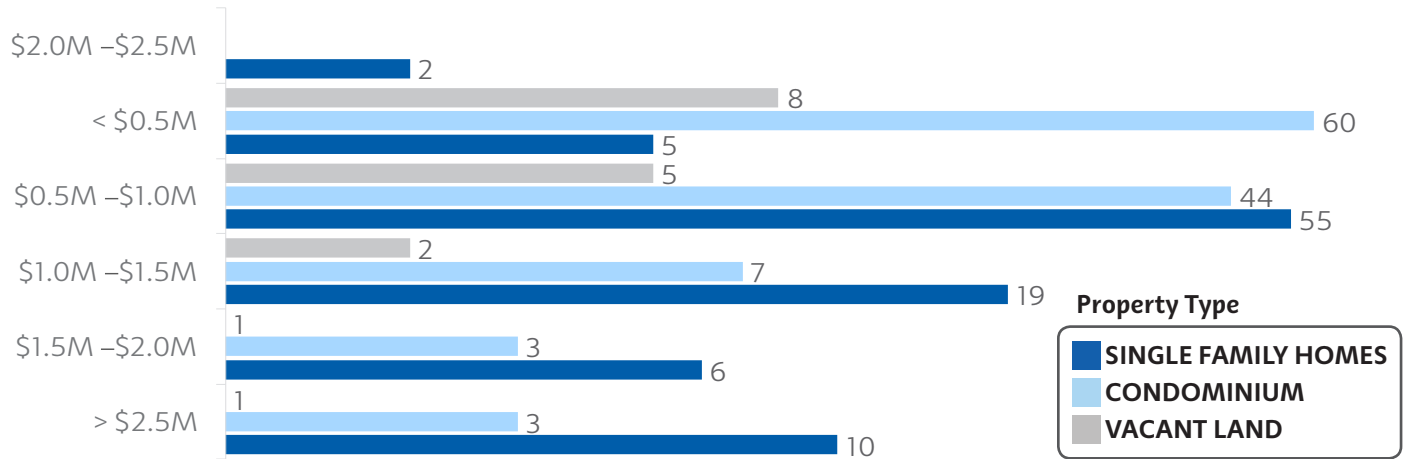


ISLAND SALES (#) BY PRICE RANGE



TG TEAM — Maui

Let Us Be A Part Of Your Solution!



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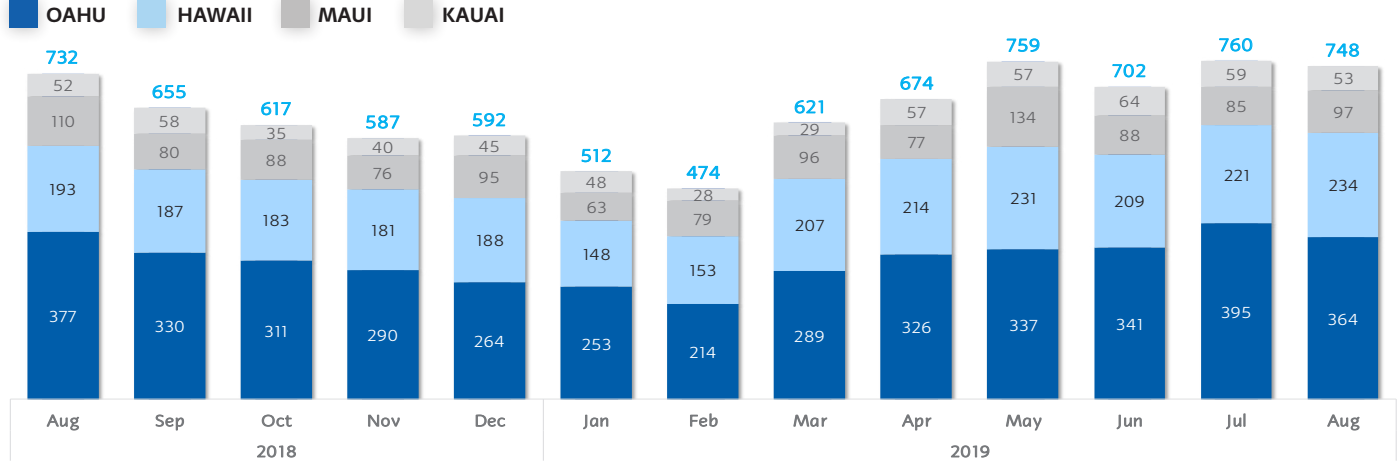
TITLE GUARANTY

TITLE & ESCROW SERVICES

RESIDENTIAL SALES REPORT AUGUST 2019

MAUI

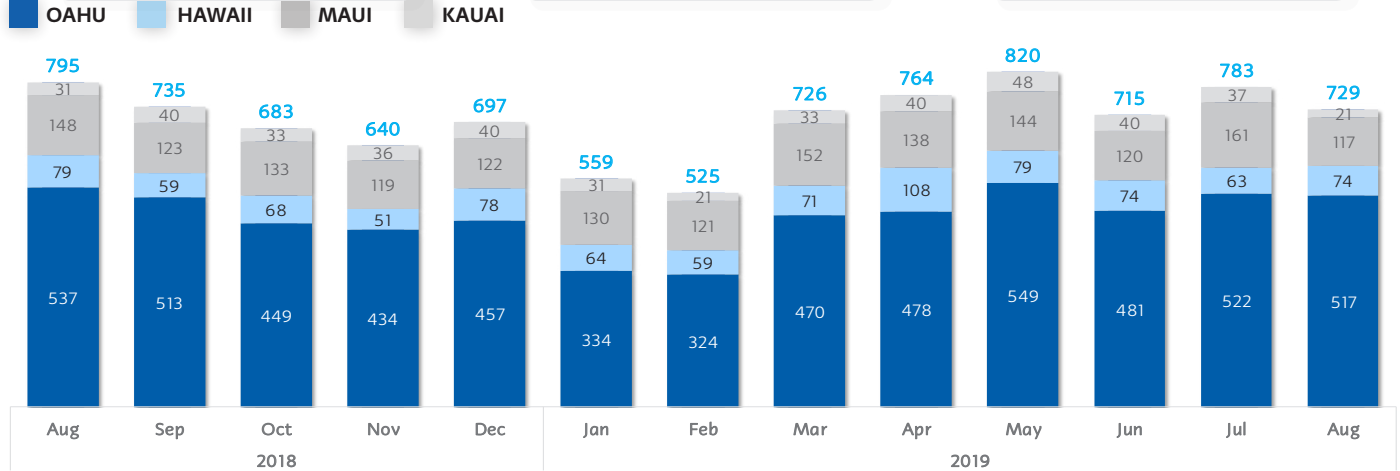
ISLAND SALES SINGLE FAMILY HOME CONDOMINIUM



OF SALES
97
 ↑ 14.1% VS. LAST MONTH
 ↓ 11.8% VS. LAST YEAR

MEDIAN SALES PRICE
\$837,500
 ↑ 6.0% VS. LAST MONTH
 ↑ 19.6% VS. LAST YEAR

TOTAL \$ OF SALES
\$137,873,165
 ↑ 76.7% VS. LAST MONTH
 ↑ 45.7% VS. LAST YEAR



OF SALES
117
 ↓ 27.3% VS. LAST MONTH
 ↓ 20.9% VS. LAST YEAR

MEDIAN SALES PRICE
\$496,950
 ↑ 0.8% VS. LAST MONTH
 ↓ 1.6% VS. LAST YEAR

TOTAL \$ OF SALES
\$76,526,159
 ↓ 23.2% VS. LAST MONTH
 ↓ 36.0% VS. LAST YEAR

information effective 9/1/2019



GRAY R. MARINO

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Maui

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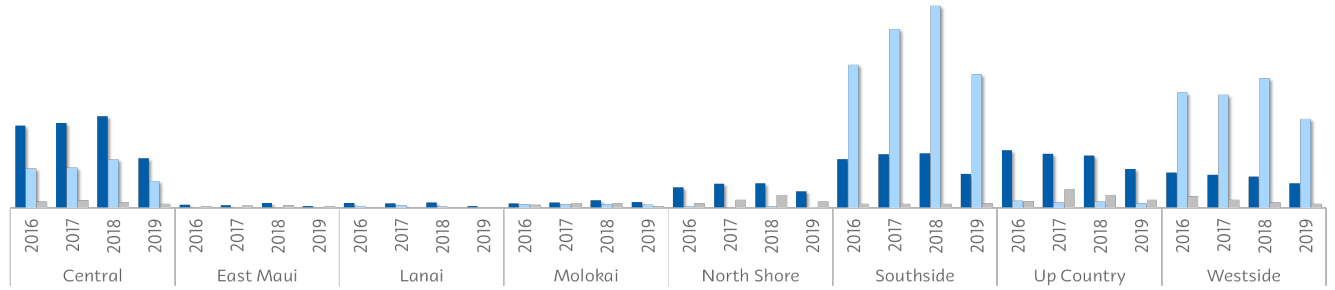


TITLE GUARANTY

TITLE & ESCROW SERVICES

REGIONAL SALES

SALES (#) COMPARISON (YEAR OVER YEAR)



	YEAR		TOTAL	
CENTRAL	2016	346	165	511
	2017	357	168	525
	2018	384	203	587
	2019	207	112	319
EAST MAUI	2016	13		13
	2017	10	1	11
	2018	20		20
	2019	7		7
LANAI	2016	20	6	26
	2017	19	10	29
	2018	21	4	25
	2019	7	2	9
MOLOKAI	2016	18	15	33
	2017	22	15	37
	2018	31	15	46
	2019	23	13	36

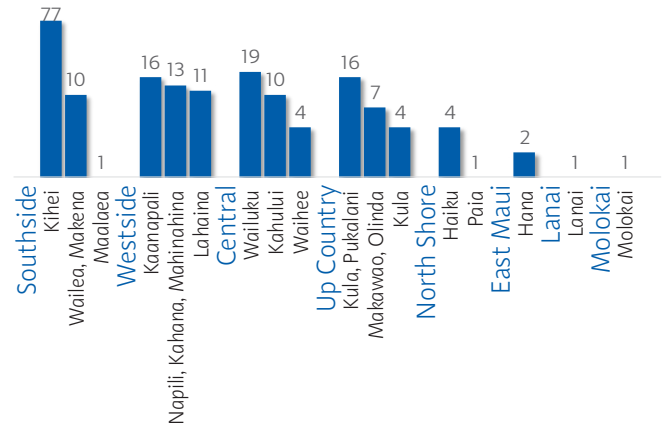
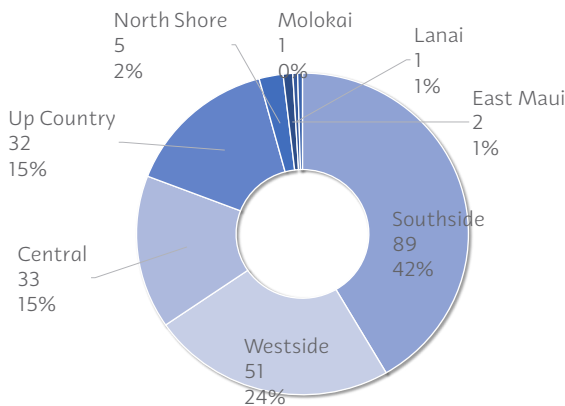
	YEAR		TOTAL	
NORTH SHORE	2016	85	4	89
	2017	101	2	103
	2018	103	4	107
	2019	68	3	71
SOUTHSIDE	2016	204	601	805
	2017	224	751	975
	2018	228	848	1,076
	2019	143	561	704
UP COUNTRY	2016	242	29	271
	2017	227	22	249
	2018	219	26	245
	2019	162	18	180
WESTSIDE	2016	147	485	632
	2017	139	475	614
	2018	130	545	675
	2019	102	374	476

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 AUGUST 2019

SALES BY REGION (CURRENT MONTH)



Increase/Decrease vs. Last Year



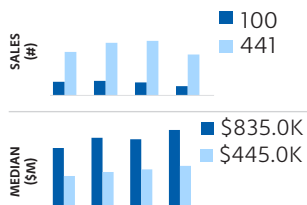
No Change or No Value vs. Last Year

		SINGLE FAMILY HOMES			CONDOMINIUM		
		#	\$ AMT	MEDIAN	#	\$ AMT	MEDIAN
UP COUNTRY	Kula, Pukalani	15 ▲	\$11.8M ▲	\$725.0K ▲	1 ▲	\$735.0K ▲	\$735.0K ▲
	Makawao, Olinda	7 ▲	\$5.5M ▲	\$725.0K ▲	--	--	--
	Wailea, Makena	4 ▲	\$38.9M ▲	\$9.3M ▲	--	--	--
UP COUNTRY TOTAL		31 ▲	\$59.9M ▲	\$750.0K ▲	1 ▼	\$735.0K ▼	\$735.0K ▼
SOUTHSIDE	Kihei	18 ▲	\$17.1M ▼	\$1.0M ▲	59 ▲	\$30.9M ▲	\$480.0K ▲
	Wailea, Makena	3 ●	\$5.1M ▲	\$1.5M ▲	7 ▼	\$10.0M ▼	\$1.4M ▲
	Maalaea	--	--	--	1 ▼	\$599.0K ▼	\$599.0K ▲
SOUTHSIDE TOTAL		22 ●	\$22.8M ▼	\$1.1M ▲	67 ▼	\$41.5M ▼	\$510.0K ▲
WESTSIDE	Kaanapali	4 ▲	\$9.5M ▲	\$1.9M ▼	12 ▼	\$9.4M ▼	\$697.5K ▼
	Napili, Kahana, Mahinahina	3 ▼	\$3.8M ▼	\$1.2M ▲	10 ▼	\$4.5M ▼	\$402.3K ▼
	Lahaina	3 ▲	\$2.0M ▼	\$645.0K ▼	8 ▼	\$5.4M ▼	\$703.4K ▲
WESTSIDE TOTAL		17 ▲	\$32.4M ▲	\$1.7M ▲	34 ▼	\$29.3M ▼	\$654.5K ▲
CENTRAL	Wailuku	9 ▼	\$7.2M ▼	\$675.0K ▼	10 ▲	\$3.8M ▲	\$357.5K ▼
	Kahului	6 ▲	\$3.8M ▲	\$645.0K ▼	4 ▲	\$961.9K ▲	\$199.5K ▲
	Waihee	4 ▲	\$3.2M ▲	\$749.4K ▲	--	--	--
CENTRAL TOTAL		19 ▼	\$14.3M ▼	\$700.0K ▲	14 ▲	\$4.8M ▲	\$347.5K ▼
NORTH SHORE	Haiku	4 ▼	\$5.3M ▼	\$1.2M ▲	--	--	--
	Paia	1 ▲	\$570.0K ▲	\$570.0K ▲	--	--	--
NORTH SHORE TOTAL		5 ▼	\$5.9M ▼	\$895.0K ▲	--	--	--
EAST MAUI	Hana	2 ▼	\$1.9M ▼	\$940.0K ▲	--	--	--
EAST MAUI TOTAL		2 ▼	\$1.9M ▼	\$940.0K ▲	--	--	--

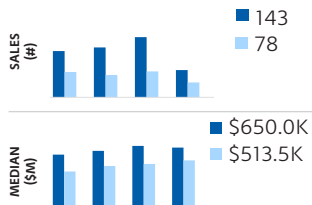
SALES COMPARISON (YEAR OVER YEAR & 2019 YTD SHOWN)

TOP NEIGHBORHOODS BY # OF SALES (CURRENT MONTH)

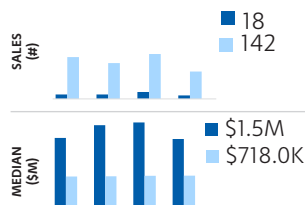
KIHEI



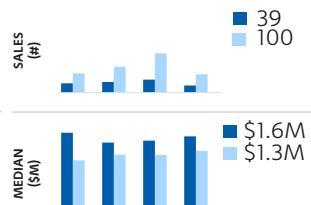
WAILUKU



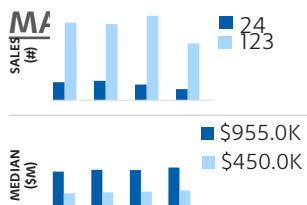
KAANAPALI



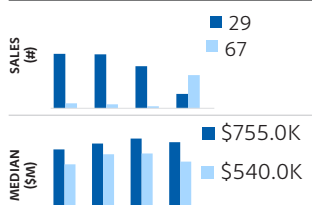
WALEA, MAKENA



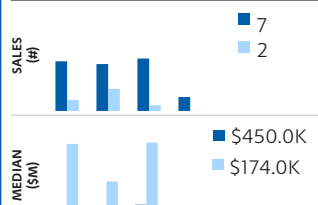
NAPILI, KAHANA,



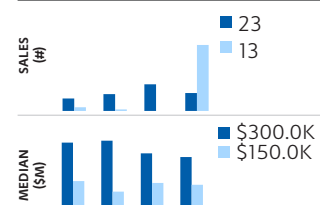
LAHAINA



LANAI



MOLOKAI



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

SINGLE FAMILY HOMES

# OF SALES	719 ▼ 9.7%
MEDIAN SALES PRICE	\$755.0K ▲ 7.2%
TOTAL \$ OF SALES	\$757.3M ▼ 8.1%

CONDOMINIUM

# OF SALES	1,083 ▼ 5.2%
MEDIAN SALES PRICE	\$510.0K ▲ 5.9%
TOTAL \$ OF SALES	\$510.0M ▼ 9.4%

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