



OLD REPUBLIC TITLE & ESCROW OF HAWAII



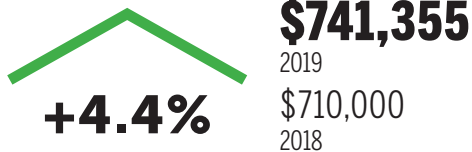
2019 YEAR-END MARKET STATISTICS: 2019 VS. 2018

SINGLE FAMILY

OVERVIEW



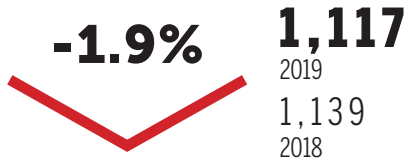
MEDIAN SALES PRICE



DAYS ON THE MARKET



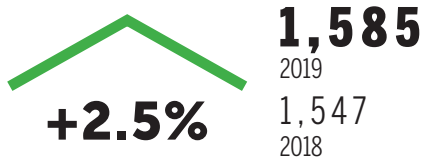
CLOSED SALES



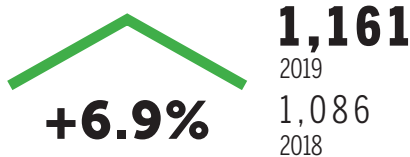
SALES VOLUME



NEW LISTINGS



PENDING SALES

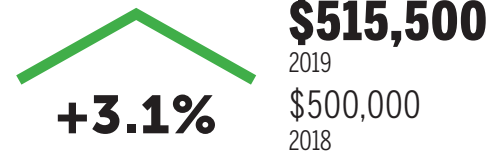


CONDOMINIUM

OVERVIEW



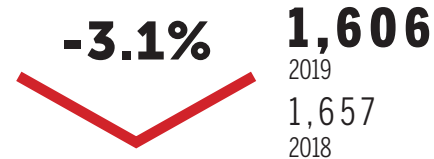
MEDIAN SALES PRICE



DAYS ON THE MARKET



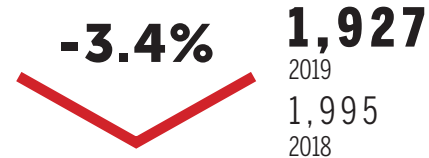
CLOSED SALES



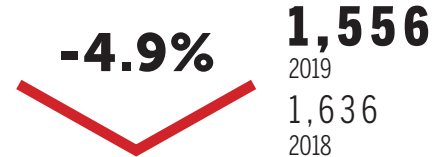
SALES VOLUME



NEW LISTINGS



PENDING SALES



Darnell
Hookano



Paula
Arakawa



Lynette
Aipa



Kyoko
Wills



Robyn
Delapinia



Dahlia
Buffington



Agnes
Faber



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YEAR-TO-DATE DETAILS BY REGION

Single Family Homes

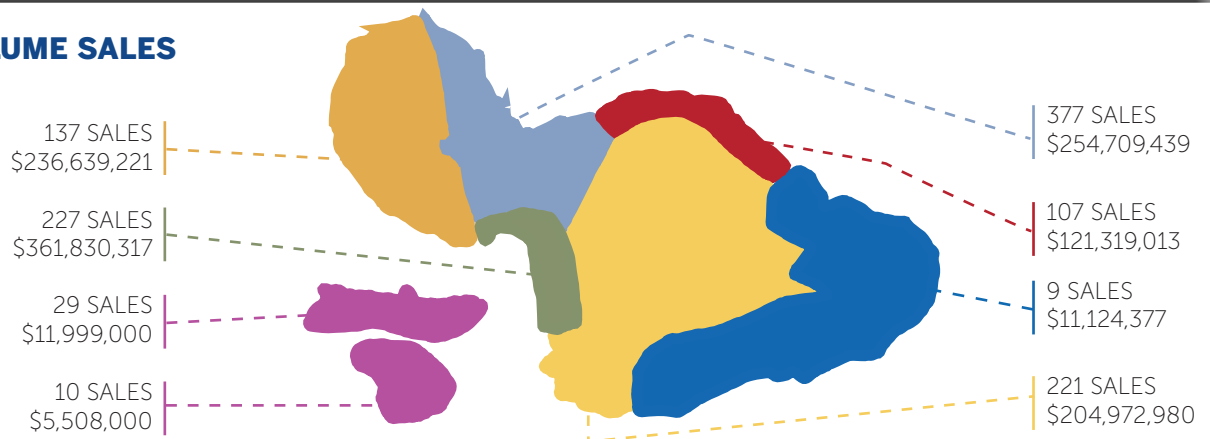
2019 YEAR-END RECAP



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME		
	Sales 2019	Sales 2018	Percent Change	Median 2019	Median 2018	Percent Change	Volume 2019	Volume 2018	Percent Change
CENTRAL									
Kahakuloa	1	2	-50.0% ▼	\$695,000	\$875,000	-20.6% ▼	\$695,000	\$1,750,000	-60.3% ▼
Kahului	128	137	-6.6% ▼	\$665,000	\$677,500	-1.8% ▼	\$87,000,550	\$92,194,990	-5.6% ▼
Wailuku	248	265	-6.4% ▼	\$675,000	\$660,000	+2.3% ▲	\$167,013,889	\$175,098,488	-4.6% ▼
NORTH SHORE									
Sprecklesville/Paia/Kuau	16	28	-42.9% ▼	\$1,411,563	\$795,000	+77.6% ▲	\$30,259,125	\$32,528,812	-7.0% ▼
Haiku	91	92	-1.1% ▼	\$813,000	\$842,500	-3.5% ▼	\$91,059,888	\$87,991,251	+3.5% ▲
EAST MAUI									
Hana	9	20	-55.0% ▼	\$786,677	\$762,500	+3.2% ▲	\$11,124,377	\$20,384,890	-45.4% ▼
Kaupo	-	-	-	-	-	-	-	-	-
Kearae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	79	71	+11.3% ▲	\$985,000	\$950,000	+3.7% ▲	\$87,192,945	\$77,733,317	+12.2% ▲
Makawao/Olinda/Haliimaile	82	63	+30.2% ▲	\$682,500	\$648,500	+5.2% ▲	\$69,034,385	\$46,975,557	+47.0% ▲
Pukalani	60	41	+46.3% ▲	\$715,000	\$704,000	+1.6% ▲	\$48,745,650	\$32,115,700	+51.8% ▲
SOUTH MAUI									
Kihei	169	172	-1.7% ▼	\$795,000	\$700,000	+13.6% ▲	\$167,769,995	\$192,291,953	-12.8% ▼
Maalaea	-	1	-100.0% ▼	-	\$2,000,000	-100.0% ▼	-	\$2,000,000	-100.0% ▼
Maui Meadows	23	31	-25.8% ▼	\$1,375,000	\$1,325,000	+3.8% ▲	\$32,330,000	\$37,569,600	-13.9% ▼
Wailea/Makena	35	34	+2.9% ▲	\$2,500,000	\$1,805,000	+38.5% ▲	\$161,730,322	\$107,893,000	+49.9% ▲
WEST MAUI									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	25	36	-30.6% ▼	\$1,700,000	\$1,837,500	-7.5% ▼	\$54,882,772	\$76,225,202	-28.0% ▼
Kapalua	19	8	+137.5% ▲	\$2,550,000	\$2,840,000	-10.2% ▼	\$48,554,020	\$30,943,300	+56.9% ▲
Lahaina	59	53	+11.3% ▲	\$850,000	\$850,000	0.0% =	\$84,235,999	\$91,461,800	-7.9% ▼
Napili/Kahana/Honokowai	33	32	+3.1% ▲	\$960,000	\$924,000	+3.9% ▲	\$46,166,430	\$32,072,600	+43.9% ▲
Olowalu	1	1	0.0% =	\$2,800,000	\$1,360,000	+105.9% ▲	\$2,800,000	\$1,360,000	+105.9% ▲
LANAI & MOLOKAI									
Lanai	10	21	-52.4% ▼	\$455,000	\$460,000	-1.1% ▼	\$5,508,000	\$11,508,000	-52.1% ▼
Molokai	29	31	-6.5% ▼	\$330,000	\$320,000	+3.1% ▲	\$11,999,000	\$15,066,551	-20.4% ▼

TOTAL UNIT & VOLUME SALES

By Region





YEAR-TO-DATE DETAILS BY REGION

Condominium

2019 YEAR-END RECAP



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME		
	Sales 2019	Sales 2018	Percent Change	Median 2019	Median 2018	Percent Change	Volume 2019	Volume 2018	Percent Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	33	36	-8.3% ▼	\$135,000	\$125,000	+8.0% ▲	\$5,410,750	\$5,692,880	-5.0% ▼
Wailuku	126	169	-25.4% ▼	\$415,000	\$438,750	-5.4% ▼	\$53,275,645	\$67,833,602	-21.5% ▼
NORTH SHORE									
Sprecklesville/Paia/Kuau	3	4	-25.0% ▼	\$370,000	\$373,500	-0.9% ▼	\$1,241,000	\$1,476,000	-15.9% ▼
Haiku	-	-	-	-	-	-	-	-	-
EAST MAUI									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Kearae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	6	6	0.0% =	\$620,000	\$603,000	+2.8% ▲	\$3,785,000	\$3,786,000	0.0% =
SOUTH MAUI									
Kihei	643	611	+5.2% ▲	\$450,000	\$410,000	+9.8% ▲	\$336,746,812	\$299,497,868	+12.4% ▲
Maalaea	29	46	-37.0% ▼	\$463,000	\$427,500	+8.3% ▲	\$13,834,500	\$20,313,150	-31.9% ▼
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	133	216	-38.4% ▼	\$1,199,000	\$1,184,950	+1.2% ▲	\$189,863,001	\$331,171,895	-42.7% ▼
WEST MAUI									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	168	173	-2.9% ▼	\$952,500	\$801,000	+18.9% ▲	\$205,331,916	\$191,084,387	+7.5% ▲
Kapalua	61	45	+35.6% ▲	\$1,050,000	\$1,031,250	+1.8% ▲	\$124,027,800	\$92,832,112	+33.6% ▲
Lahaina	122	87	+40.2% ▲	\$559,500	\$526,500	+6.3% ▲	\$68,710,186	\$55,309,056	+24.2% ▲
Napili/Kahana/Honokowai	263	245	+7.3% ▲	\$450,000	\$437,000	+3.0% ▲	\$118,864,679	\$119,262,044	-0.3% ▼
Olowalu	-	-	-	-	-	-	-	-	-
LANAI & MOLOKAI									
Lanai	3	4	-25.0% ▼	\$193,000	\$1,625,000	-88.1% ▼	\$2,073,000	\$8,200,000	-74.7% ▼
Molokai	16	15	+6.7% ▲	\$142,500	\$158,000	-9.8% ▼	\$2,549,655	\$2,463,500	+3.5% ▲

TOTAL UNIT & VOLUME SALES

By Region





YEAR-TO-DATE DETAILS BY REGION

Vacant Land

2019 YEAR-END RECAP



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME		
	Sales 2019	Sales 2018	Percent Change	Median 2019	Median 2018	Percent Change	Volume 2019	Volume 2018	Percent Change
CENTRAL									
Kahakuloa	1	-	-	\$360,000	-	-	\$360,000	-	-
Kahului	-	2	-100.0% ▼	-	\$1,583,750	-100.0% ▼	-	\$3,167,500	-100.0% ▼
Wailuku	22	19	+15.8% ▲	\$500,000	\$315,000	+58.7% ▲	\$10,356,330	\$7,199,325	+43.9% ▲
NORTH SHORE									
Sprecklesville/Paia/Kuau	1	1	0.0% =	\$1,600,000	\$2,900,000	-44.8% ▼	\$1,600,000	\$2,900,000	-44.8% ▼
Haiku	39	53	-26.4% ▼	\$471,000	\$480,150	-1.9% ▼	\$18,474,875	\$30,284,550	-39.0% ▼
EAST MAUI									
Hana	11	8	+37.5% ▲	\$610,000	\$467,500	+30.5% ▲	\$7,012,000	\$3,680,000	+90.5% ▲
Kaupo	1	1	0.0% =	\$275,000	\$1,450,000	-81.0% ▼	\$275,000	\$1,450,000	-81.0% ▼
Kearae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	2	-100.0% ▼	-	\$323,000	-100.0% ▼	-	\$646,000	-100.0% ▼
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	24	35	-31.4% ▼	\$432,000	\$650,000	-33.5% ▼	\$15,017,500	\$22,827,025	-34.2% ▼
Makawao/Olinda/Haliimaile	10	11	-9.1% ▼	\$455,000	\$425,000	+7.1% ▲	\$5,558,000	\$6,595,900	-15.7% ▼
Pukalani	7	5	+40.0% ▲	\$387,000	\$375,000	+3.2% ▲	\$3,234,500	\$1,917,000	+68.7% ▲
SOUTH MAUI									
Kihei	8	13	-38.5% ▼	\$693,350	\$415,000	+67.1% ▲	\$6,178,700	\$9,085,000	-32.0% ▼
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	2	1	+100.0% ▲	\$470,500	\$725,000	-35.1% ▼	\$941,000	\$725,000	+29.8% ▲
Wailea/Makena	19	6	+216.7% ▲	\$1,298,000	\$5,725,000	-77.3% ▼	\$68,271,500	\$31,785,000	+114.8% ▲
WEST MAUI									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	9	10	-10.0% ▼	\$695,000	\$649,500	+7.0% ▲	\$6,322,500	\$6,459,731	-2.1% ▼
Kapalua	2	-	-	\$1,575,000	-	-	\$3,150,000	-	-
Lahaina	10	11	-9.1% ▼	\$1,650,000	\$1,500,000	+10.0% ▲	\$12,311,500	\$14,521,500	-15.2% ▼
Napili/Kahana/Honokowai	-	-	-	-	-	-	-	-	-
Olowalu	2	1	+100.0% ▲	\$500,000	\$575,000	-13.0% ▼	\$1,000,000	\$575,000	+73.9% ▲
LANAI & MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	8	19	-57.9% ▼	\$148,000	\$190,000	-22.1% ▼	\$1,233,000	\$4,134,900	-70.2% ▼

TOTAL UNIT & VOLUME SALES

By Region

