## **SMART** MARKETING

## **2016 West Maui Sales Volume**

Home Sales by District	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total	% of sold	% +/- prev yr
KAANAPALI	2	0	2	2	4	0	4						14	16%	-33%
KAPALUA	0	3	2	1	2	1	0						9	11%	-10%
LAHAINA	3	2	5	2	4	7	4						27	32%	-31%
LAUNIUPOKO	0	2	0	6	1	3	1						13	15%	-57%
NAPILI/KAHANA/HONOK	2	1	1	4	6	3	3						20	24%	-33%
OLOWALU	0	0	0	1	0	0	1						2	2%	100%
TOTAL	7	8	10	16	17	14	13						85	20%	-25%

Condo Sales by District	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total	% of sold	% +/- prev yr
KAANAPALI	7	8	13	20	14	18	14						94	29%	-11%
KAPALUA	1	3	1	6	4	1	5						21	7%	-50%
LAHAINA	14	8	6	7	6	7	4						52	16%	-49%
NAPILI/KAHANA/HONOK	15	17	23	23	30	17	29						154	48%	-19%
TOTAL	37	36	43	56	54	43	52						321	<b>74</b> %	<b>-27</b> %

Land Sales by District	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total	% of sold	% +/- prev yr
KAANAPALI	0	3	4	1	2	0	1						11	38%	-15%
KAPALUA	0	2	0	0	0	0	1						3	10%	50%
LAHAINA	0	0	0	0	0	0	0						0	0%	-100%
LAUNIUPOKO	2	1	1	1	0	6	2						13	45%	186%
NAPILI/KAHANA/HONOK	0	1	0	0	0	0	0						1	3%	0%
OLOWALU	0	0	0	0	0	1	0						1	3%	-50%
TOTAL	2	7	5	2	2	7	4						29	7%	4%

Total Sales	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
% +/- prev yr	31%	2%	-3%	48%	20%	28%	44%						
TOTAL	46	51	58	74	73	64	69						435

## Source: MLS records

This information has been supplied by third parties and is, therefore, not guaranteed.



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