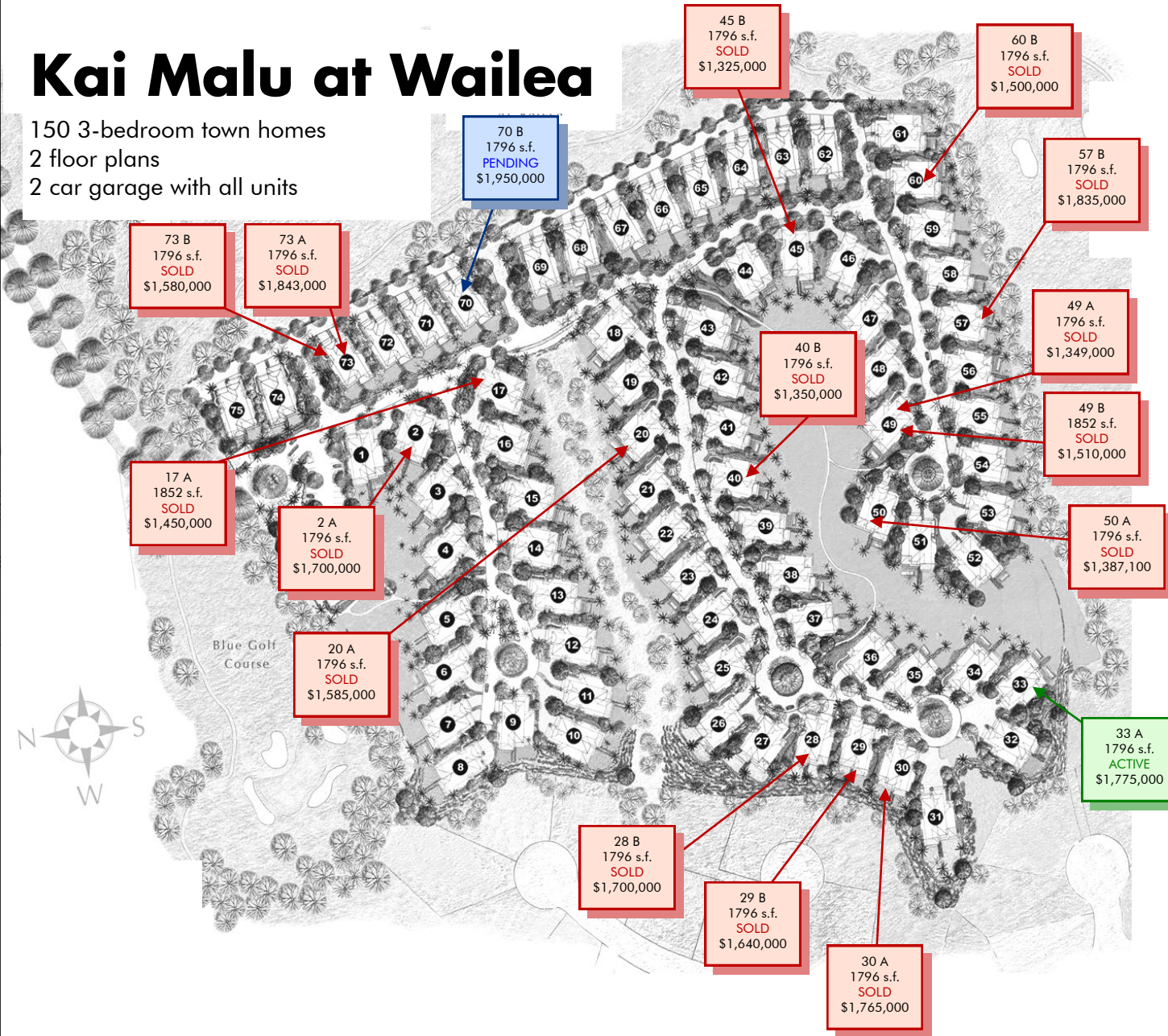


Kai Malu at Wailea

150 3-bedroom town homes
2 floor plans
2 car garage with all units



808-879-4663 Direct Line
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The Shops at Wailea
3750 Wailea Alanui B-16
Wailea, Maui, Hawaii, 96753

Kai Malu at Wailea Visual Market Analysis - February 17, 2021 to August 17, 2021

Status	Unit	Sold Price	List Price	Bds	Bths	Liv-SF	\$/SQFT	View	DOM	MLS #
ACTIVE	33A		\$1,775,000	3	2.5	1,796	\$988.31	Mtn/Oc	3	392652
PENDING	70B		\$1,950,000	3	2.5	1,796	\$1,085.75	Ocean	20	392473
SOLD	45B	\$1,325,000	\$1,325,000	3	2.5	1,796	\$737.75	Mtn/Oc	59	390131
SOLD	49A	\$1,349,000	\$1,349,000	3	2.5	1,796	\$751.11	Mtn/Oc	63	390554
SOLD	40B	\$1,350,000	\$1,375,000	3	2.5	1,796	\$751.67	Mtn/Oc	208	388253
SOLD	50A	\$1,387,100	\$1,387,100	3	2.5	1,796	\$772.33	Mtn/Oc	0	390617
SOLD	20A	\$1,585,000	\$1,399,000	3	2.5	1,796	\$882.52	Garden	36	390293
SOLD	17 A	\$1,450,000	\$1,450,000	3	2.5	1,852	\$782.94	Mtn/Oc	52	391508
SOLD	49B	\$1,510,000	\$1,500,000	3	2.5	1,852	\$815.33	Garden	80	391235
SOLD	60B	\$1,500,000	\$1,599,900	3	2.5	1,796	\$835.19	Ocean	128	389148
SOLD	2A	\$1,700,000	\$1,649,000	3	2.5	1,796	\$946.55	Ocean	44	390444
SOLD	73B	\$1,580,000	\$1,690,000	3	2.5	1,796	\$879.73	Ocean	192	388434
SOLD	29B	\$1,640,000	\$1,695,000	3	2	1,796	\$913.14	Mtn/Oc	230	388097
SOLD	28b	\$1,700,000	\$1,700,000	3	2.5	1,796	\$946.55	Ocean	67	391432
SOLD	30A	\$1,765,000	\$1,750,000	3	2.5	1,796	\$982.74	Ocean	74	390756
SOLD	57B	\$1,835,000	\$1,825,000	3	2.5	1,796	\$1,021.71	Mtn/Oc	24	391005
SOLD	73A	\$1,843,000	\$1,850,000	3	2.5	1,796	\$1,026.17	Ocean	24	391351

Knock...Knock...Knock Who's There? It's "Opportunity" ...Can I Come In?

That's the question I am posing to my clients at the moment, I know it is a bit corny...BUT...We have been experiencing an unprecedented market in Maui (as is most of the US). I am asked regularly;

- **How long will this real Estate surge last?**
- **When is the best time to list my property?**
- **How high will the Maui Real Estate prices go?**
- **Will the Maui market Crash?**

And those are just some of the Million dollar or \$10 Million dollar questions...I wish I had the answer, but predicting the future is not something I try to do. However understanding the past is something I specialize in, relying on my 30 years of experience is an invaluable asset and I use my extensive market knowledge to assist my clients in making the best decisions possible when it comes to real estate in **Kai Malu**.

As you probably know I have specialized in South Maui Real Estate for the last 20 years and have Guided over 700 families with their Maui real estate decisions. If you have been asking yourself if it's time to sell your Maui Property but you are not sure then I would love the opportunity to discuss your current situation and assist you in determining if now is the right time.

Please feel free to reach out to me via phone/text at 808-280-2055 or email me at tom@tomtezak.com for a confidential consultation regarding your property.

Warmest Aloha,
Tom Tezak
Wailea Realty Corp.
A Boutique of Windermere Real Estate
3750 Wailea Alanui, Wailea, HI 96753