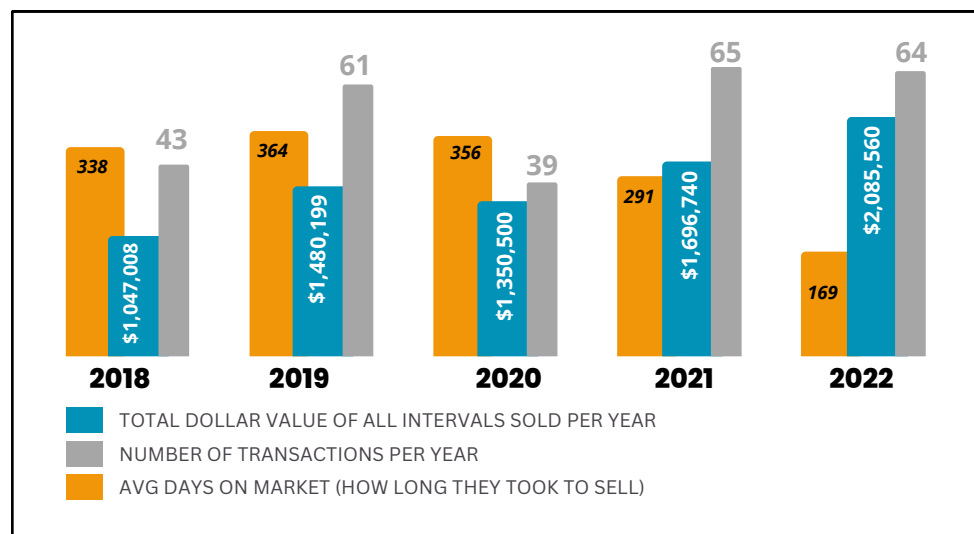


TIME INTERVAL OWNERSHIP (TIO) THE WHALER ON KAA NAPALI BEACH

5 YEAR SALES TRENDS



In summarizing the 2022 Whaler Time Interval sales market, it's helpful to have the context of sales performance over the last 5 years:



Total Sales	Transactions	Average Sales Price	
\$ 2,085,560	64	\$ 32,586.88	2022
\$ 1,696,740	65	\$ 26,103.69	2021
\$ 1,350,500	39	\$ 34,628.21	2020
\$ 1,480,199	61	\$ 24,265.56	2019
\$ 1,047,088	43	\$ 24,350.88	2018

Key Statistics for TIO Sales

- **2022**
 - The same number of intervals ***sold faster and for a higher price*** than in 2021
 - The average ***sales price was 123% higher*** than the previous year. **\$32,586.88**
 - Intervals ***sold in the shortest amount of time*** of the last 5 years - **169 days**
 - ***Highest annual sales volume*** of the last 5 years - **\$2,085,560**
- **2021**
 - signaled rebound with ***sales similar to pre-pandemic levels*** both in number and in price.
- **2020**
 - pandemic resulted in the ***lowest number of transactions in 5 years***
 - ***values held firm*** as we saw the ***highest average sales price of the last 5 years***.
- **2019**
 - burst of activity over 2018 with ***141% more transactions***
 - intervals held their value as the average sales price was virtually the same as in 2018
 - but intervals ***took longer to close*** - **364 days** average

Monte Fitts

2022 Time Interval Sales Achievements

59% Market Share for Time Intervals

Sales of Whaler Time Intervals in 2022 totaled \$2,085,560
Monte sold \$1,314,070 representing 59% market share.

There were **64** total transactions in 2022. Of those:

- **38** - Monte represented clients in 38 of those sales
 - **16** - Sellers (listings) valued at \$478,000
 - **22** - Buyers with sales for \$836,070

Monte negotiated the highest sales price of the year

901L sold for \$100,000 in less than 60 days

Average days on market for Monte's listings

104 days

62% lower than the overall average of 167 days

Average sales price for Monte's listings

\$38,719

109% higher than the average sales price

**40th Anniversary of Monte D. Fitts, Realtors
which opened in 1982.**

Whaler Time Intervals hold their value and are sought after properties.

Even in softer years, sales prices have stayed within 70% of the strongest sales years. Sellers are not lowering prices and Buyers are willing to pay the asking price.

The pandemic caused travelers to really consider where they wanted to be and go when the world locked down. Owning a Whaler Time Interval became even more attractive. Family members of existing owners purchased intervals to travel together. Guaranteed occupancy is a huge plus - as you know - both for travel planning and rentability if plans change.



Inventory will drive the 2023 Market

As of January 2023, there are **ONLY THREE** intervals for sale with a dozen in escrow.

Without properties to sell, the market will stagnate.

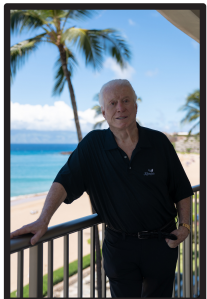
If you have an interval to sell, ***I have buyers*** for it.

If you wish to add to your ownership, you must be ***proactive*** to do so. I specialize in this.

If you cannot occupy your interval, ***I can rent it.***

I am your trusted advisor for all things at The Whaler on Kaanapali Beach.

Please reach out to discuss your needs at The Whaler.



MONTE D. FITTS, REALTORS

808-870-8095 **call/text**

monte@thewhaler.com

Monte D. Fitts, Realtors

Kahana Professional Building, 10 Hoohui Road, Suite 204, Lahaina, Maui, HI 96761

Local: (808) 661-8863 Toll Free: (877) 808-8484

Whaler Time Interval Ownership

Current Listings for Sale - January 6, 2023

***"A" intervals are 22 nights. Intervals "B" through "Z" are 14 nights.**

<u>TYPE</u>	<u>PERIOD</u>	<u>UNIT</u>	<u>BEGINS</u>	<u>ENDS</u>	<u>PRICE</u>	<u>LH/FS</u>	<u>COMMENTS</u>
1BED/2BATH	B	101	1/7	1/21	\$150,000.00	FS	Sale Pending
STUDIO	C	361	1/23	2/6	\$28,000.00	LH	
STUDIO	F	261	3/6	3/20	\$32,000.00	FS	Sale Pending
STUDIO	F	113	3/8	3/22	\$32,000.00	FS	Sale Pending
STUDIO	G	818	3/20	4/3	\$19,500.00	LH	
STUDIO	G	115	3/21	4/4	\$24,000.00	FS	
STUDIO	H	818	4/3	4/17	\$17,000.00	FS	Sale Pending
STUDIO	I	115	4/18	5/2	\$22,000.00	FS	Sale Pending
1BED/1BATH	M	1259	6/10	6/24	\$49,975.00	FS	Sale Pending
1BED/1BATH	O	1219	7/9	7/23	\$25,000.00	FS	Sale Pending
STUDIO	O	1262	7/9	7/23	\$32,000.00	FS	Sale Pending
STUDIO	Q	216	8/7	8/21	\$25,000.00	FS	Sale Pending
STUDIO	W	113	11/1	11/15	\$32,000.00	FS	
1BED/1BATH	X	1120	11/14	11/28	\$32,000.00	FS	Sale Pending
1BED/1BATH	Y	520	11/22	12/6	\$30,000.00	FS	Sale Pending
STUDIO	Z	1262	12/3	12/17	\$28,000.00	FS	Sale Pending
1BED/1BATH	Z	520	12/6	12/20	\$30,000.00	FS	Sale Pending

THIS IS A TIME SHARING SALES PRESENTATION. ANY PURCHASER HAS UNDER THE LAW, A SEVEN-DAY RIGHT OF RECISSION OF ANY TIME SHARING

This list is compiled from all cooperating Brokers and is deemed reliable, but not guaranteed.