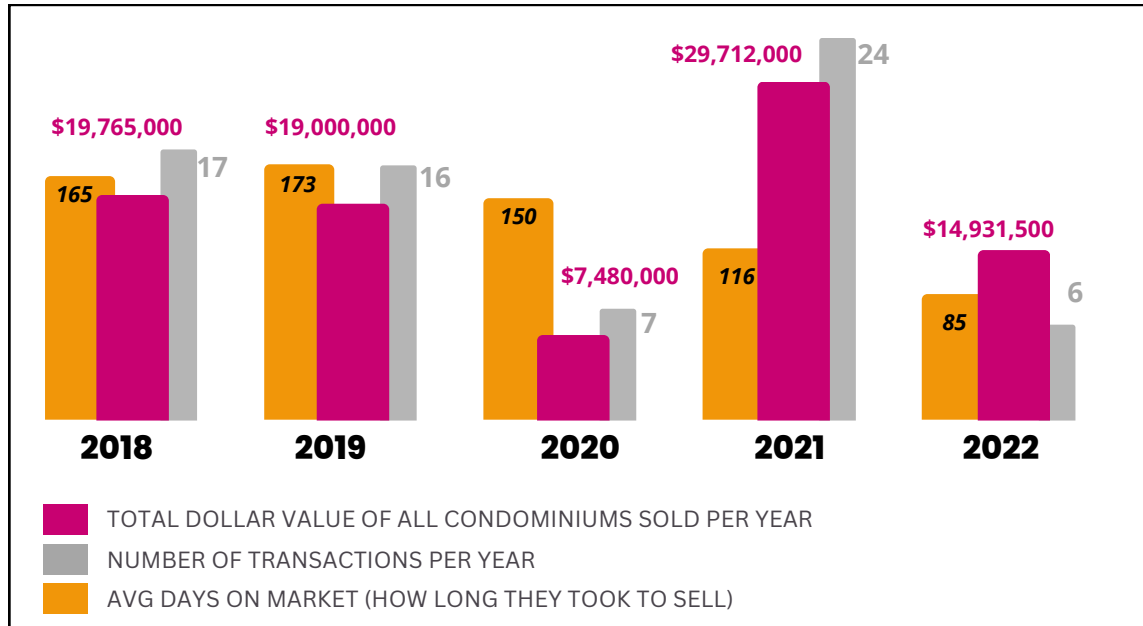


WHOLLY-OWNED UNITS THE WHALER ON KAA NAPALI BEACH



808-870-8095
monte@thewhaler.com

5 YEAR SALES TRENDS



	Total Sales	Transactions	Average Sales Price
2022	\$ 14,931,500	6	\$ 2,488,583.33
2021	\$ 29,712,000	24	\$ 1,238,000.00
2020	\$ 7,480,000	7	\$ 1,068,571.43
2019	\$ 19,000,000	16	\$ 1,187,500.00
2018	\$ 19,765,000	17	\$ 1,162,647.06

2022 Summary & Key Statistics

- In the onset of the pandemic, 2020 saw the largest dip in the sales figures in the last 5 years. Only 7 properties sold for \$7.4 million in total sales - 2.5x lower than the previous year.
- In 2021, we saw a **huge** rebound. Sales were almost 4 times higher than 2020.
- Total sales figures reached an unprecedented high of nearly \$30 million dollars. However, the average sales price was still within normal range.
- **In 2022, we saw a RECORD SALE of \$3,970,000.**
- **Monte Fitts represented the buyer in this record setting sale.**
- With this record sale and only 6 transactions total in 2022, the average sales price skews considerably higher than previous years.

Record Sale at The Whaler



RECORD SALE \$3,970,000

Monte Fitts represented the buyer of Whaler 852 in this record setting sale. Whaler 852 is a 2 bedroom, 2 bath ocean front property in Tower 2 facing Black Rock.

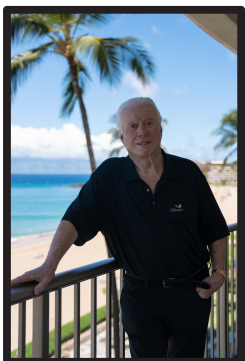
Quite simply, The Whaler on Kaanapali Beach is my passion.

I've lived at The Whaler for many years. I operate The Whaler Vacation Rental Program (www.thewhaler.com) I've represented buyers and sellers for 40 years. I count Whaler owners among my closest friends over the years.

I opened my office in 1982 and am the longest continuously operating independent brokerage focused on this property. Others have been sold yet operate under the same name. I have had my finger on the pulse of Maui real estate for decades.

My experience is invaluable and you owe it to yourself to get advice from an agent with the most knowledge, experience and passion.

Monte



MONTE D. FITTS, REALTORS

808-870-8095 *call/text*
monte@thewhaler.com

Monte D. Fitts, Realtors
The Whaler on Kaanapali Beach
1/6/2023

WHOLE UNIT CONDOMINIUMS FOR SALE

	Land Tenure	List Price
<u>ONE BEDROOM/TWO BATH:</u>		
WHALER #469	FEE SIMPLE	\$1,690,000.00
<u>TWO BEDROOM/TWO BATH:</u>		
WHALER #502	FEE SIMPLE	\$4,975,000.00
WHALER #523	FEE SIMPLE	\$3,950,000.00

RECENT WHALER CLOSINGS

<u>STUDIOS:</u>	Land Tenure	Sold Price	Closing Date
WHALER #263	FEE SIMPLE	\$795,000.00	3/19/2020
WHALER #1061	FEE SIMPLE	\$812,000.00	1/21/2021
WHALER #616	FEE SIMPLE	\$695,000.00	4/15/2021
WHALER #965	FEE SIMPLE	\$825,000.00	5/3/2021
WHALER #763	FEE SIMPLE	\$765,000.00	6/23/2021
WHALER #213	FEE SIMPLE	\$849,000.00	7/6/2021
WHALER #1165	FEE SIMPLE	\$875,000.00	8/2/2021
WHALER #562	FEE SIMPLE	\$840,000.00	8/5/2021
WHALER #515	FEE SIMPLE	\$925,000.00	9/3/2021
WHALER #1263	FEE SIMPLE	\$915,000.00	9/3/2021
WHALER #315	FEE SIMPLE	\$941,000.00	9/13/2021
WHALER #518	FEE SIMPLE	\$800,000.00	9/22/2021
WHALER #1218	FEE SIMPLE	\$950,000.00	10/25/2021
WHALER #965	FEE SIMPLE	\$1,080,000.00	5/10/2022

<u>ONE BEDROOM/ONE BATH:</u>			
WHALER #219	FEE SIMPLE	\$1,150,000.00	6/1/2020
WHALER #959	FEE SIMPLE	\$1,300,000.00	7/2/2020
WHALER #319	LEASEHOLD	\$500,000.00	4/6/2021
WHALER #1020	FEE SIMPLE	\$1,040,000.00	5/24/2021
WHALER #1169	FEE SIMPLE	\$1,575,000.00	12/29/2021
WHALER #420	FEE SIMPLE	\$1,500,000.00	4/6/2022

<u>ONE BEDROOM/TWO BATH:</u>			
WHALER #911	FEE SIMPLE	\$1,175,000.00	5/22/2020
WHALER #870	FEE SIMPLE	\$1,060,000.00	8/27/2020
WHALER #524	FEE SIMPLE	\$950,000.00	12/23/2020
WHALER #757	FEE SIMPLE	\$1,375,000.00	3/19/2021
WHALER #824	FEE SIMPLE	\$1,150,000.00	3/25/2021
WHALER #708	FEE SIMPLE	\$1,150,000.00	3/25/2021
WHALER #669	FEE SIMPLE	\$1,295,000.00	7/27/2021
WHALER #907	FEE SIMPLE	\$1,650,000.00	8/23/2021
WHALER #712	FEE SIMPLE	\$1,400,000.00	1/31/2022
WHALER #560	FEE SIMPLE	\$1,650,000.00	2/16/2022
WHALER #1212	FEE SIMPLE	\$2,250,000.00	3/8/2022
WHALER #212	FEE SIMPLE	\$1,700,000.00	4/6/2022
WHALER #412	FEE SIMPLE	\$1,381,500.00	8/29/2022

<u>ONE BEDROOM/TWO BATH OCEANFRONT</u>			
WHALER #201	Oceanfront	FEE SIMPLE	\$1,750,000.00 11/21/2016

<u>TWO BEDROOM/TWO BATH</u>			
WHALER #573	FEE SIMPLE	\$1,425,000.00	8/20/2018
WHALER #673	FEE SIMPLE	\$1,450,000.00	3/29/2021
WHALER #823	FEE SIMPLE	\$2,335,000.00	8/6/2021
WHALER #973	FEE SIMPLE	\$2,350,000.00	9/29/2021

<u>TWO BEDROOM/TWO BATH OCEANFRONT</u>			
WHALER #102	Oceanfront	FEE SIMPLE	\$2,400,000.00 11/27/2019
WHALER #1052	Oceanfront	FEE SIMPLE	\$3,650,000.00 11/17/2021
WHALER #852	Oceanfront	FEE SIMPLE	\$3,970,000.00 3/4/2022