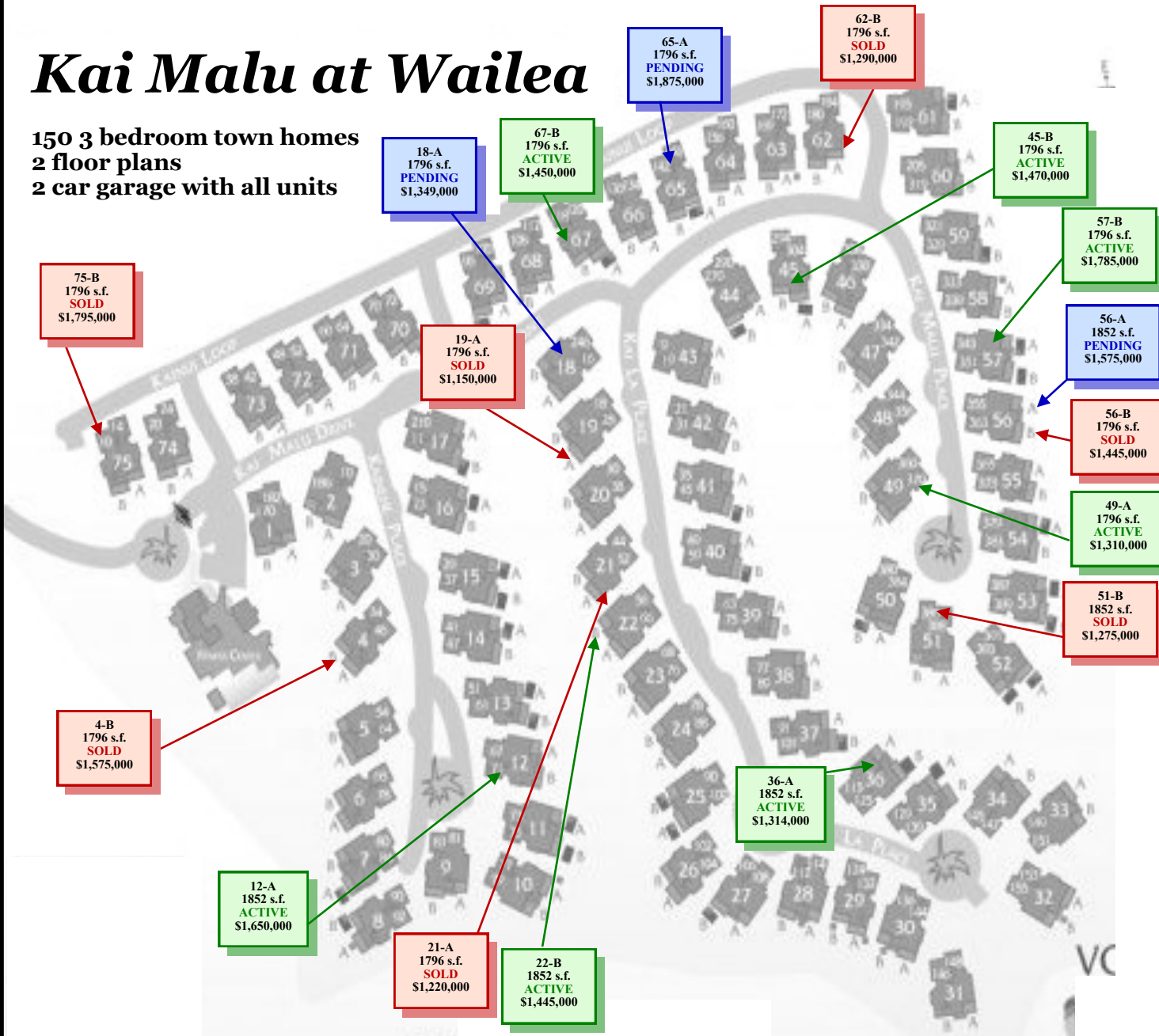


# Kai Malu at Wailea

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,

## Kai Malu at Wailea Visual Market Analysis—September 20, 2017 to March 20, 2018

| Status  | Unit | Sold Price  | L Price     | Bds | Bths | Liv-SF | \$ / SQFT  | View  | DOM | MLS #  |
|---------|------|-------------|-------------|-----|------|--------|------------|-------|-----|--------|
| ACTIVE  | 57B  |             | \$1,785,000 | 3   | 2.5  | 1,796  | \$993.88   | Ocean | 61  | 377103 |
| ACTIVE  | 22B  |             | \$1,445,000 | 3   | 2.5  | 1,852  | \$780.24   | Mt/Oc | 316 | 374013 |
| ACTIVE  | 45B  |             | \$1,470,000 | 3   | 2.5  | 1,796  | \$818.49   | Mt/Oc | 133 | 376206 |
| ACTIVE  | 36A  |             | \$1,315,000 | 3   | 2.5  | 1,852  | \$710.04   | GV    | 53  | 377282 |
| ACTIVE  | 49A  |             | \$1,310,000 | 3   | 2.5  | 1,796  | \$729.40   | Mt/Oc | 29  | 377557 |
| ACTIVE  | 12A  |             | \$1,650,000 | 3   | 2.5  | 1,852  | \$890.93   | Mt/Oc | 7   | 377819 |
| ACTIVE  | 67B  |             | \$1,450,000 | 3   | 2.5  | 1,796  | \$807.35   | Mt/Oc | 350 | 373620 |
| PENDING | 56-A |             | \$1,425,000 | 3   | 2.5  | 1,852  | \$769.44   | Mt/Oc | 473 | 372003 |
| PENDING | 18A  |             | \$1,349,900 | 3   | 2.5  | 1,796  | \$751.61   | Ocean | 92  | 376758 |
| PENDING | 65A  |             | \$1,875,000 | 3   | 2.5  | 1,796  | \$1,043.99 | Mt/Oc | 70  | 376975 |
| SOLD    | 21A  | \$1,220,000 | \$1,265,000 | 3   | 2.5  | 1,796  | \$679.29   | Ocean | 121 | 375067 |
| SOLD    | 62B  | \$1,290,000 | \$1,329,000 | 3   | 2.5  | 1,796  | \$718.26   | Mt/Oc | 186 | 374434 |
| SOLD    | 4B   | \$1,575,000 | \$1,599,000 | 3   | 2.5  | 1,796  | \$876.95   | Ocean | 66  | 376114 |
| SOLD    | 19A  | \$1,150,000 | \$1,225,000 | 3   | 2.5  | 1,796  | \$640.31   | Mt/Oc | 220 | 374617 |
| SOLD    | 56B  | \$1,445,000 | \$1,495,000 | 3   | 2.5  | 1,796  | \$804.57   | Mt/Oc | 155 | 375770 |
| SOLD    | 75 B | \$1,795,000 | \$1,795,000 | 3   | 2.5  | 1,796  | \$999.44   | Ocean | 129 | 376109 |
| SOLD    | 51-B | \$1,275,000 | \$1,324,000 | 3   | 2.5  | 1,852  | \$688.44   | Ocean | 307 | 372919 |

## Communicator...Insightful...Knowledgeable...Resourceful... Not my words, but past customers...

*"I honestly can't recommend Tom enough. Thorough, incredible, and an all-around amazing real estate agent and guy! My favorite part about working with Tom is how open he keeps the communication and how easy he is to get ahold of. Highly recommend!"*

- Jeff Bethke

*"We had met with Tom and other real estate agents over the years to assess the sale of my Mother's condo which would likely be necessitated by my Mother's failing health. Tom was always very insightful about Maui real estate activities and trends and took time to understand the individual situation and considerations. When the time came to sell and relocate our Mother, we chose Tom as the listing agent for the condo. We were very happy about choosing Tom because he proved to be extremely knowledgeable and resourceful about real estate on Maui. As an infrequent seller or buyer of Hawaiian real estate, Tom provided excellent guidance throughout the sale process."*

- Lynn Brzenski

*"I have sold my two homes with Tom Tezak. He is quite knowledgeable and we got 100% of our asking price. Tom researched the market and helped set the exact right price. He then orchestrated the sale while I was on the mainland. He made sure all the details were taken care of and I had no effort in the sale but to sign the documents which were all done electronically until the closing. Even the closing was painless. I highly recommend Tom to be your Maui realtor."*

- Bill Brown

If you are curious of the value of your condo in Kai Malu at Wailea in the midst of this rising market, please do not hesitate to call me. I would be happy to give you my perspective on the value of your property. The best way to reach me is via cell/text at 808-280-2055 or email me at [tom@tomtezak.com](mailto:tom@tomtezak.com) I look forward to being your Maui resource for all of your real estate needs.

Tom Tezak

Lifestyle Maui Real Estate Team

Wailea Realty Corp. a Boutique of Windermere Real Estate

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