



2024 Sales Report

Time Intervals The Whaler on Kaanapali Beach

COMPILED BY DEBBIE FITTS
MONTE D. FITTS, REALTORS



MARCH 2025

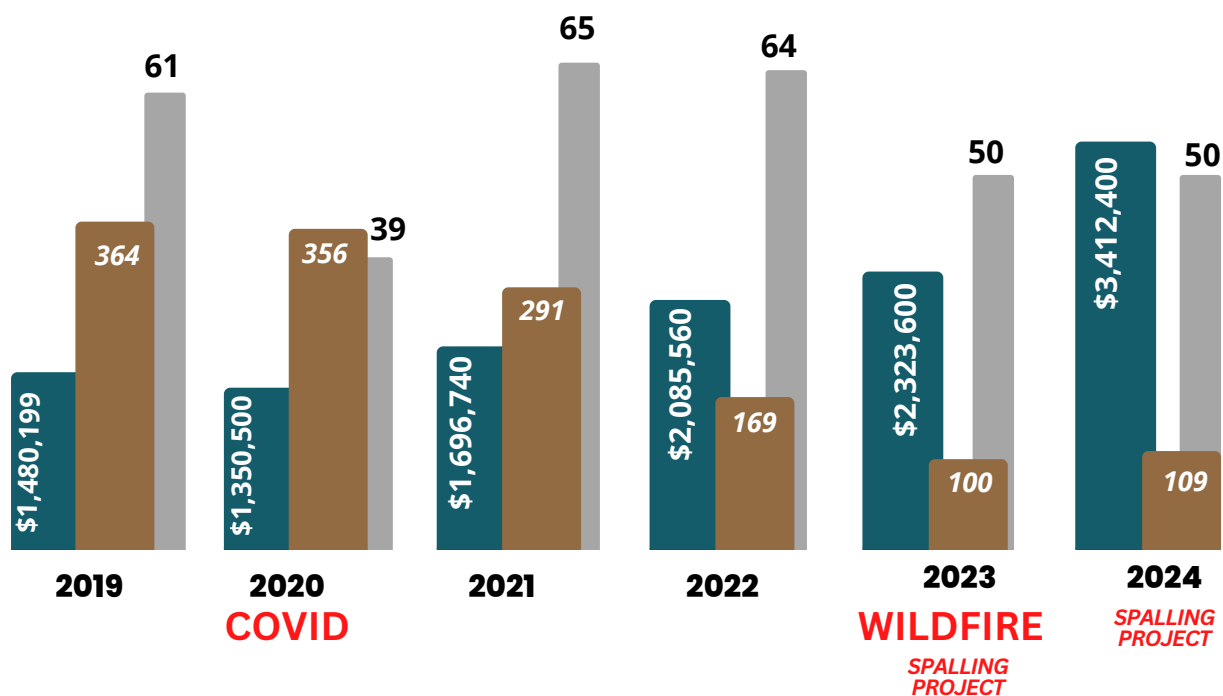
Summary

After 2 years with over 60 transactions, the market leveled off at 50 transactions per year in 2023 & 2024

Although there were less transitions, the total value of time intervals sold reached an **all-time high** in 2024

The average sales price of a TIO has **doubled since the pandemic** in 2020.

Time Intervals **sold 3x faster** in 2024 than they were before 2022.



- TOTAL DOLLAR VALUE OF ALL INTERVALS SOLD PER YEAR
- NUMBER OF TRANSACTIONS PER YEAR
- AVG DAYS ON MARKET (HOW LONG THEY TOOK TO SELL)

Total Sales	Transactions	Average Sales Price	Year
\$3,412,400	50	\$68,248	2024
\$2,323,600	50	\$46,472	2023
\$2,085,560	64	\$32,587	2022
\$1,696,740	65	\$26,104	2021
\$1,350,500	39	\$34,628	2020
\$1,480,199	61	\$24,266	2019
\$1,047,088	43	\$24,351	2018

2024 ALL SALES DATA

Status	Closing Date	Unit	Sold Price	LT	Agent - Agent Name	Buyers Agent - Agent Name
SOLD	11/21/2024	614U	\$12,000	LH		Debbie Fitts
SOLD	8/21/2024	1023/S	\$140,000	FS	Monte D Fitts	Debbie Fitts
SOLD	7/5/2024	461P	\$22,500	FS		Debbie Fitts
SOLD	6/13/2024	1120 M	\$50,000	FS	Monte D Fitts	Debbie Fitts
SOLD	6/12/2024	113 L	\$31,500	FS	Debbie Fitts	Debbie Fitts
SOLD	12/10/2024	1259/K	\$66,000	FS	Monte D Fitts	Monte D Fitts
SOLD	12/9/2024	1262/U	\$31,000	FS	Monte D Fitts	Monte D Fitts
SOLD	12/9/2024	608 K	\$68,000	FS		Monte D Fitts
SOLD	11/8/2024	919M	\$69,000	FS		Monte D Fitts
SOLD	10/4/2024	1010/Q	\$80,000	FS	Monte D Fitts	Monte D Fitts
SOLD	9/18/2024	608/O	\$70,000	FS	Monte D Fitts	Monte D Fitts
SOLD	8/28/2024	120P	\$62,000	FS		Monte D Fitts
SOLD	8/14/2024	1259/X	\$70,000	FS	Monte D Fitts	Monte D Fitts
SOLD	8/14/2024	1259/Y	\$80,000	FS	Monte D Fitts	Monte D Fitts
SOLD	8/13/2024	1163 H	\$32,000	FS	Monte D Fitts	Monte D Fitts
SOLD	7/12/2024	808 A	\$177,500	FS		Monte D Fitts
SOLD	6/12/2024	214/S	\$20,000	FS	Monte D Fitts	Monte D Fitts
SOLD	5/15/2024	218/S	\$22,500	FS	Monte D Fitts	Monte D Fitts
SOLD	5/15/2024	214 S	\$20,000	FS	Monte D Fitts	Monte D Fitts
SOLD	5/9/2024	1010 R	\$56,400	FS	Monte D Fitts	Monte D Fitts
SOLD	5/9/2024	610/612 G	\$85,000	FS		Monte D Fitts
SOLD	4/11/2024	1120/G	\$80,000	FS	Monte D Fitts	Monte D Fitts
SOLD	4/11/2024	1070/D	\$125,000	FS	Monte D Fitts	Monte D Fitts
SOLD	4/11/2024	1070/E	\$125,000	FS	Monte D Fitts	Monte D Fitts
SOLD	3/29/2024	369F	\$65,000	FS	Monte D Fitts	Monte D Fitts
SOLD	3/15/2024	218 L	\$24,500	FS	Monte D Fitts	Monte D Fitts
SOLD	3/15/2024	601/R	\$125,000	FS	Monte D Fitts	Monte D Fitts
SOLD	3/15/2024	760/Q	\$105,000	FS	Monte D Fitts	Monte D Fitts
SOLD	3/13/2024	520/Y	\$40,000	FS	Monte D Fitts	Monte D Fitts
SOLD	12/17/2024	461 Y	\$29,000	FS	Monte D Fitts	
SOLD	12/16/2024	1259/X	\$70,000	FS	Monte D Fitts	
SOLD	12/4/2024	612/V	\$65,000	FS	Monte D Fitts	
SOLD	10/4/2024	1262N	\$32,000	FS		
SOLD	10/1/2024	760 R	\$85,000	FS		
SOLD	9/16/2024	808/N	\$82,500	FS	Monte D Fitts	
SOLD	8/14/2024	157P	\$40,000	FS		
SOLD	7/24/2024	808/U	\$68,000	FS	Monte D Fitts	
SOLD	7/12/2024	308 K	\$72,500	FS	Debbie Fitts	
SOLD	6/26/2024	214 Z	\$25,000	FS		
SOLD	6/13/2024	551W	\$128,000	FS		
SOLD	4/25/2024	424 Y	\$58,000	FS		
SOLD	4/4/2024	601/J	\$120,000	FS	Monte D Fitts	
SOLD	4/3/2024	1012/P	\$80,000	FS	Monte D Fitts	
SOLD	3/19/2024	1070P	\$72,000	FS		
SOLD	3/11/2024	216R	\$15,500	LH		
SOLD	2/28/2024	1120 D	\$110,000	FS		
SOLD	2/26/2024	220 O	\$44,000	FS		
SOLD	2/21/2024	612W	\$61,000	FS		
SOLD	2/15/2024	1120 B	\$100,000	FS		
SOLD	2/15/2024	1120 C	\$100,000	FS		



MONTE D. FITTS
REALTORS
REPRESENTED

**29 OF 50
BUYERS**

**LIST WITH THE LEADERS
BUY FROM THE BEST**

MONTE D. FITTS
REALTORS
REPRESENTED

**30 OF 50
SELLERS**



2025

Market Outlook

TIO MARKET "NORMALIZING" IN 2025

After the RUSH of sales activity we saw with COVID-19, the time interval market may appear to have "slowed down," but it's a return to the sales levels seen in the decade before the pandemic. The market is "normalizing."

The sales sheet has the number of listings and the number of sales we in the business were used to seeing before 2020.

Over the last few years, Sellers have benefitted from each sale being made at a record price and in record time. Today, Buyer fatigue exists in that buyers will pay a fair price but are unwilling to set records with every sale.

The demand for and value of Whaler Time Interval Ownership remains strong. As the resort celebrates 50 years, it has stood the test of time. Generations have made The Whaler a family tradition. Buyers are now purchasing intervals to make the same kind of memories with their children that their parents and grandparents made with them.

Monte D. Fitts, Realtors, is proud of our role in The Whaler's success. Since 1974, we have been at the center of real estate sales at the resort, and our family's next generation of real estate experts carries on our tradition too.

Please reach out to put our knowledge and experience to work for you to reach your real estate investment goals at The Whaler.

~ Debbie Fitts



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TWO GENERATIONS
IN SERVICE TO WHALER PROPERTY OWNERS

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JANUARY 1 – MARCH 31

41
ACTIVE
LISTINGS

\$43,598
AVERAGE
PRICE SOLD

84
DAYS ON
MARKET

15
SOLD
LISTINGS

**90-DAY
MARKET
SNAPSHOT**



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