



COLDWELL BANKER

**ISLAND
PROPERTIES**

Keonekai Villages - Market Report February 2024



Aloha, and thank you for taking a moment to read this report. I am Mateo Manzari, your Keonekai Villages Board President and, for over 9 years, a resident here at Keonekai Villages. While you may receive unsolicited offers to sell your home every month, no one else provides the details you'll find within this report. As you read through, I hope you'll recognize that I take pride in representing our property and providing our owners with the best service possible. Whether you're looking to upgrade to a single-family home, sell your investment, or find out what your property is worth... I'm your Realtor!

How do you choose the right Realtor®?

Do you ask a friend for their recommendation? Do you search online? Do you call the guy with the advertisement in the supermarket? No. The right choice is the Realtor who knows your property the best and puts you first. Congratulations, you've already found the right Realtor :)

Why is choosing the right Realtor® so important?

The longer your property stays on the market, the less desirable it becomes. Imagine planning to sell your home quickly, but 3 months later you haven't received any viable offers so now you're dropping your price, hosting Open Houses every weekend, and wondering what went wrong. Did you know that some Realtors cut their buyers commission? Saving yourself a couple thousand in listing fees may seem like a good idea at the start, but unless you're comfortable waiting weeks or even months to sell your home, this is a bad idea. Make sure you choose your Realtor wisely... they are not all the same.

What makes me the right Realtor® for you?

Aside from making you my number one client... my 20 years' experience in business, the backing of Maui's #1 Agency - Coldwell Banker, strategic pricing, professional photography, high-resolution video, 3D Virtual Tours, cutting edge social media marketing including insider upcoming pre-market releases to all Maui Realtors, proper Open House events with strategically placed, quality signs and advertisements, and my extensive knowledge of Keonekai Villages. Check out my reviews on Zillow!

The Truth:

For many Realtors, you're just a number; a commission among dozens of others. Some Realtors will even hand you off to their trainees once they get you to sign an agreement. It's the typical bait-and-switch. Don't get caught in this trap. Work with a Realtor who knows your property inside and out, someone who excels in today's marketing space, provides the time necessary to put you first, and truly cares about your success. Give me a call today. I have a proven track record and my last two home sales in KKV were under 35 days from listing to cash in hand. **Call me today: Mateo Manzari 808-280-6880**

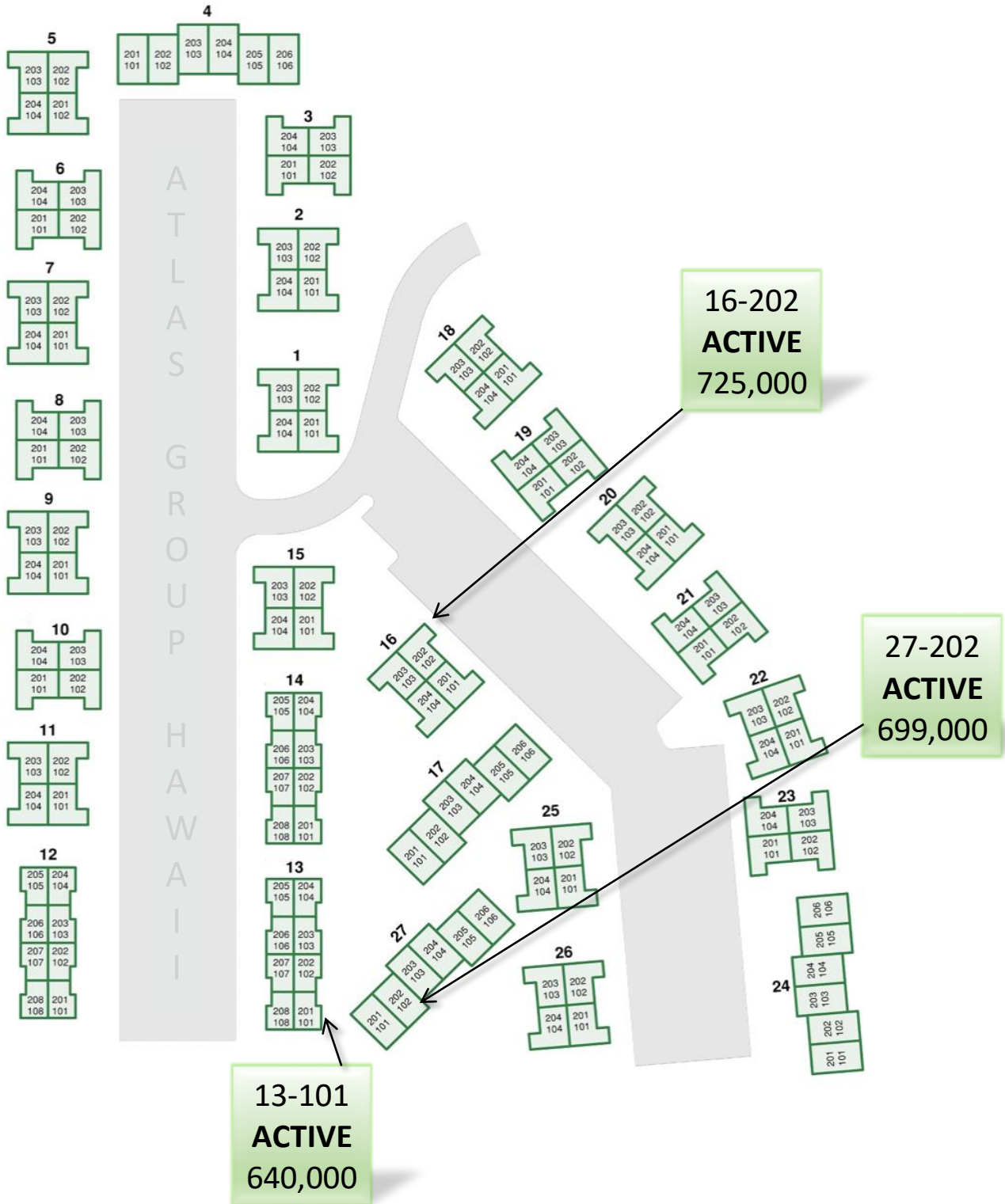


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Average Sale Price **\$631,200**

Average % Under Org Price **1.87%**

Average Days on Market **58**

Status	Unit	Bds	Bths	List Date	Org Price	List Price	Sold Price	Close Date	DOM
SOLD	12-104	2	1	6/27/23	\$650,000	\$620,000	\$620,000	9/26/23	91
SOLD*	14-205	2	1	10/5/23	\$445,000	\$445,000	\$445,000	11/2/23	28
SOLD	14-202	2	1	12/23/23	\$529,900	\$529,900	\$540,498	2/2/24	41
ACTIVE	13-101	2	1	5/1/23	\$650,000	\$640,000			276
SOLD*	18-203	2	1.5	3/8/23	\$689,000	\$689,000	\$675,000	4/13/23	36
SOLD	8-202	2	1.5	3/17/23	\$660,000	\$650,000	\$635,000	4/27/23	41
SOLD	9-204	2	1.5	2/10/23	\$658,000	\$658,000	\$658,000	5/2/23	81
SOLD	10-103	2	1.5	4/27/23	\$669,000	\$669,000	\$669,000	6/8/23	42
SOLD	10-104	2	1.5	2/9/23	\$599,000	\$599,000	\$570,000	8/14/23	49
SOLD	16-104	2	1.5	10/1/23	\$649,000	\$649,000	\$630,000	11/3/23	33
SOLD	11-103	2	1.5	12/12/23	\$799,000	\$799,000	\$770,000	1/17/24	36
SOLD	26-101	2	1.5	10/3/23	\$729,900	\$715,000	\$710,000	1/31/24	120
ACTIVE*	16-202	2	1.5	2/1/24	\$725,000	\$725,000			1
SOLD	17-206	2	2	3/31/23	\$609,995	\$609,995	\$600,000	7/14/23	105
SOLD	4-202	2	2	9/2/23	\$710,000	\$710,000	\$707,500	11/2/23	61
SOLD	17-204	2	2	9/18/23	\$705,000	\$689,000	\$680,000	12/15/23	88
SOLD	17-203	2	2	7/21/23	\$558,000	\$558,000	\$558,000	8/15/23	25
ACTIVE	27-202	2	2	2/1/24	\$699,000	\$699,000			0

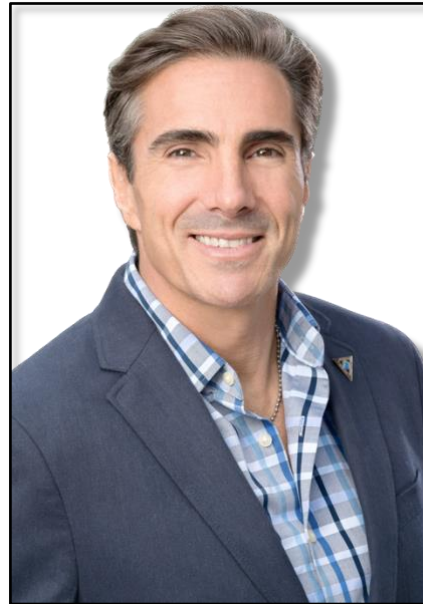
*Indicates a property represented by Mateo Manzari. Data provided by the REALTORS® Association of Maui and is subject to change.



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Mateo Manzari 808-280-6880



Call me today at: 808-280-6880

*****Now is still the best time to sell your Keonekai Villages unit for the highest profit*****

Check out [Atlas Group Hawaii](#) on [Facebook](#) and [Instagram](#) to see examples of my work!

Here are a few reviews from my previous clients:

"The photos he used were absolutely stunning, and we sold our condo in just 5 days."

"If you are ready to buy or sell on Maui don't hesitate to contact Mateo, you'll be glad you did."

"He made it so easy for us and was so wonderful to work with!!!!!"

"10/10 will work with him again in the future if we ever move!"

"He's the guy you should talk to if you're looking to buy in Kihei."

"Mateo was the most helpful Realtor I have ever had the pleasure of working with."

"I recommend him to all who ever need to buy or sell any type of Real Estate property."

"He made me feel comfortable... from start to finish. He really cares about his clients, and it shows."

"I recommend contacting Mateo if you are looking to buy or sell. 5-star service all the way!"

Professional • Effective • Always with ALOHA

Mateo Manzari is licensed in the State of Hawaii under the Brokerage of: Coldwell Banker Island Properties, 1819 South Kihei Road, Kihei, HI 96753