

Maui Lea Time Interval Owners Association

June 2022 Newsletter

President's Message – Robert Jacalone

First, I would like to report on the progress of phase 2 of our new A/C program (providing systems to all lower Timeshare units). This effort started the beginning of May and is scheduled to be completed by the end of July. However, due to a supply chain problem, it is currently running behind schedule. The contractors are continuing with the work that can be completed. We had hoped to take advantage of the annual maintenance period when we have a lower occupancy rate to minimize having to move owners. However, in order to complete some of the units, Dennis may ask you to leave your unit for a couple of hours. During that time, he will have a houseman present to ensure the security of the unit.

Secondly, I would like to thank Tim Ohm and his Budget committee for their outstanding effort to keep the increase of our Fiscal Year 2023 maintenance fees low considering the current economic environment. They worked hard at reviewing the proposed budget line by line and with the support of our General Manager, Dennis Costa was able to scrub it to a minimum without sacrificing efforts to maintain Maui Hill to the standards we all expect as well as putting funds in reserve for future projects.

Below is a summary of the new budget:

**MAUI LEA TIME INTERVAL OWNERS ASSOCIATION
BUDGET
July 1, 2022 to June 30, 2023**

		Current Monthly Budget	New Monthly Budget	New Per Interval	New Whole Unit
INTERVALS	3800				
REVENUES					
Maintenance Fees		\$189,141	\$194,020	\$51.06	\$2,553.00
AOAO Maintenance Fee		71,700	73,130	\$19.24	\$962.00
Real Property Taxes		58,010	60,001	\$15.79	\$789.50
Lease Rent		29,990	31,490	\$8.29	414.50
Late Fee Income		4,200	4,350	\$1.14	57.00
Other Income		7,200	12,468	\$3.28	164.00
TOTAL REVENUES		\$360,241	\$375,459	\$98.80	\$4,940.00
CONSTANT EXPENSES					
Contracted Staff Services		95,130	100,590	26.47	1,323.50
Total Salaries		\$95,130	\$100,590	\$26.47	\$1,324
Timeshare Services		\$3,494	\$3,564	\$0.94	\$47.00
Accounting		12,278	12,525	\$3.30	165.00
Automotive		150	150	\$0.04	2.00
Bad Debt		6,600	6,600	\$1.74	87.00
Meeting Expenses		3,157	3,130	\$0.82	41.00
Insurance		3,040	4,221	\$1.11	55.50
Late Fee Expense		520	550	\$0.14	7.00
Legal Fees		300	300	\$0.08	4.00
Management Fees		6,354	6,479	\$1.71	85.50
Miscellaneous		100	750	\$0.20	10.00
Office Supplies & Expense		1,500	1,500	\$0.39	19.50
Web Site Expense		230	900	\$0.24	12.00
Professional Fees		1,868	1,583	\$0.42	21.00
Rent - Storage		290	290	\$0.08	4.00
Taxes - General Excise		14,989	15,614	\$4.11	205.50
Telephone		250	250	\$0.07	3.50
Uniforms		150	150	\$0.04	2.00
TOTAL CONSTANT EXPENSE		\$150,400	\$159,146	\$41.90	\$2,095.00

VARIABLE EXPENSES

Cleaning Supplies	\$1,600	\$1,600	\$0.42	\$21.00
Covid-19 Supplies	\$250	\$0	\$0.00	\$0.00
Guest Supplies, etc.	1,200	1,500	\$0.39	19.50
Laundry	5,200	5,200	\$1.37	68.50
Linen Replacements	500	500	\$0.13	6.50
Maintenance Fees	71,700	73,130	\$19.24	962.00
Postage	500	500	\$0.13	6.50
Rent - Land Lease	29,990	31,490	\$8.29	414.50
Contract Repairs & Maint	1,300	1,700	\$0.45	22.50
Replacements - Minor	1,300	1,600	\$0.42	21.00
Supplies - Maintenance	500	800	\$0.21	10.50
Taxes - Real Estate	58,010	60,001	\$15.79	789.50
Taxes - Income	2,520	4,360	\$1.15	57.50
Utilities - Electricity	14,000	12,000	\$3.16	158.00
Major Replacements	3,820	4,180	\$1.10	55.00

TOTAL VARIABLE EXPENSES	\$192,390	\$198,561	\$52.25	\$2,612.50
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TOTAL OPERATING EXPENSES	\$342,790	\$357,707	\$94.15	\$4,707.50
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NON OPERATING EXPENSES

Non Scheduled Renovation Reserve	\$8,697	\$8,898	\$2.34	\$117.00
Scheduled Renovation Reserve	8,754	8,754	\$2.30	115.00
Contingency Reserve	0	100	\$0.03	1.50

TOTAL NON OPERATING EXPENSES	\$17,451	\$17,752	\$4.67	\$233.50
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TOTAL EXPENSES	\$360,241	\$375,459	\$98.82	\$4,941.00
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NET OPERATIONS	\$0	\$0	(\$0.02)	(\$1.00)
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Type	CURRENT MONTHLY					CURRENT Quarterly
	Operating	AOAO MF	RPT	Lease	Total	
1 Bedroom	\$48.44	\$14.71	\$12.93	\$6.15	\$82.23	\$247
2 Bedroom	\$48.44	\$19.89	\$15.35	\$8.32	\$92.00	\$276
3 Bedroom	\$48.44	\$24.58	\$20.26	\$10.28	\$103.56	\$311
ZZ 1 Bdrm	\$83.04	\$25.22	\$22.17	\$10.54	\$140.97	\$423
ZZ 2 Bdrm	\$83.04	\$34.10	\$26.31	\$14.26	\$157.71	\$473
ZZ 3 Bdrm	\$83.04	\$42.14	\$34.73	\$17.62	\$177.53	\$533

Type	NEW MONTHLY					NEW Quarterly
	Operating	AOAO MF	RPT	Lease	Total	
1 Bedroom	\$49.72	\$15.00	\$13.31	\$6.46	\$84.49	\$253
2 Bedroom	\$49.72	\$20.29	\$15.80	\$8.74	\$94.55	\$284
3 Bedroom	\$49.72	\$25.08	\$21.40	\$10.80	\$107.00	\$321
ZZ 1 Bdrm	\$85.23	\$25.71	\$22.82	\$11.07	\$144.83	\$434
ZZ 2 Bdrm	\$85.23	\$34.78	\$27.09	\$14.98	\$162.08	\$486
ZZ 3 Bdrm	\$85.23	\$42.99	\$36.69	\$18.51	\$183.42	\$550

Maui Lea Timeshare General Manager's Report

Aloha and Welcome from your General Manager and his team! I believe that over the pandemic, we all realized that we take many simple pleasures for granted; one of these is the ability to gather safely with our family and friends. I am so pleased that we will all be able to come together once again for our budget meeting and discuss the updates for our beloved Maui Hill Resort. Please allow me to provide an update of what we've been working on over the past quarter:

- Within the past couple of months, we have had a shortage of help, both at the front desk and in our maintenance department. We want to thank the staff who have stepped up by taking on additional duties to pull together as a team: Kristi, Gary, Rolando, and Daniel. Although Daniel has transferred to the Hilton (previously the Maui Lu), he still comes to help twice per week to take care of maintenance repairs and requests. We are currently looking for maintenance people, but it is difficult now due to the challenging wages throughout the industry. Hopefully, we will continue to find the right people to join the Maui Lea maintenance department team. Again, please ensure that if there is anything you may need in your room, do not hesitate to let the front desk know right away.
- Due to high occupancy, we have not done any covering up of the individual air conditioner holes in the upper units; we are hoping to start this project at the beginning of May during our service period. At that time, we will start the installation of split air conditioners in the lower units. We have 37 more to complete; this should be completed sometime in July.
- For split air conditioners that have been installed in upper units, we have had many favorable comments from owners and guests about how nice they are and how cool the units are, while also being much quieter. In fact, the only negative comments received have been from people in units that have split air conditioners installed, sitting on their lanais, and noticing the noise from the window air conditioners in other units! With respect to maintenance, we have contracted with Air Conditioning of Maui Inc. to come every quarter to service the filters and ensure the units are running properly so we ensure maximum usage out of the equipment.
- We have noticed that the coffee tables beside the cabinets in the living rooms are starting to show wear and tear, so we are currently getting a proposal for replacement of these.
- We are taking inventory of all cabinets and shelving and currently focusing only on the ones that need to be done. This is a major project, so while we focus on other initiatives, we are just working on the 27 out of 76 that need refinishing.
- We have replaced all the screen doors, but at times, people may accidentally put a hole in the screen doors. When this occurs, we are replacing those screens with Pet Screen, which is more durable and easier to clean and maintain. This costs a bit more, but in the long run will last longer, more so than standard aluminum screens.
- When going into the units, we are finding it necessary to maintain the owners' closets. We kindly request that if you have anything that is not valuable and not necessary, please remove it. We would especially ask that no beach straw mats be stored in the closets, as they tend to smell over time.
- Since our last report, we have had to replace a few washers, dryers and water heaters when doing maintenance in the units. We are also double checking to ensure there are no leaks throughout the units; as we all know, any water leak can be damaging, especially when water leaks from the upper units to the units below.

- Due to the projects, we are currently undertaking, we are cleaning carpets on an as-needed basis only, required due to the increased traffic from installing the air conditioners. We will clean all room carpets in October in our next service period.
- We are continuing daily maintenance of cleaning the chandeliers including the light bulbs and glass fixtures as well as the chandeliers themselves. We are also polishing the glass blocks in the showers for stain marks and water marks.
- We are cleaning and doing any required maintenance in the sliding glass door tracks in both the bedroom closets and the lanai doors so the doors will move smoothly. We will also replace the rollers if they are worn down.
- We are cleaning the lint traps in the dryers as well as the back of the dryers and water heaters with a portable canister vacuum to minimize the risk of fire hazard these areas may pose. We are also cleaning the lights and the ceiling fans in the kitchens.
- In several units we have started the removal of old caulking due to deterioration and then re-grouting in the bathroom shower and tub areas before any possibility of water from the upstairs units seeping down to lower units. Due to a shortage of maintenance people, this has been delayed, but once we hire someone we will get back on track.
- As mentioned in our last report, we purchased a new electric hand-held sanitizer sprayer that we use to sanitize the units upon checkout. Even though current mandates have changed with respect to expectations of cleanliness and sanitizing, we are continuing with this practice. Our priority is cleanliness and the safety of all our owners and guests.
- We ask that owners please immediately report to me at the front desk any unsafe conditions throughout the property.
- Our ongoing projects right now include continuing with the air conditioner installation and refinishing of the cabinets and shelving.

In closing, as always, I wish to express my sincere gratitude for the ongoing support of all our valued owners, the Board of Directors, and the Management Companies. As we celebrate a return to some normalcy and the resulting growing success of our beloved Resort, we look back not to just the days that got us here, but the many special moments. We are honored to have been part of many special moments for you, and we all look forward to many more.

With warmest aloha,
Dennis Costa, General Manager

AOAO General Manager's Report

Aloha and Welcome from your General Manager and his team! I cannot convey how wonderful it is to finally be able to meet in person this year for our budget meeting. As we have navigated through this unprecedented time in our history, we have been and will always remain deeply committed to the wellbeing of our Maui Hill Ohana, including our staff, valued owners, and Board members, as well as our guests. Welcoming, safeguarding, and take care of others is at the very heart of what we do and who we are. But it is truly special for us to be able to gather together in person once again after so long. Please allow me to provide an update on what we've been working on over the past quarter:

- We continue with our two major projects: the solar installation and the roof repairs. On the upper half of the property from Units #67-140, the solar has already been installed and we are just waiting for it to go live via a connection with Maui Electric. We are now working on the lower half of the property, Units #1-34. The completion of the installation of solar panels has been done for Building C; starting next week on April 11, we will go to the next building B, Units #11-22, and then further down to Building A, Units #1-10 once completed. Following this we will progress to Units #35-44, then #45-56, and #57-66. Once all units are completed and ready to go live, Ram Roofing needs to go back to complete redoing the roofs that do not have the solar panels installed, which is comprised of 24 units on the lower half and 21 on the upper half, for a total of 45 more roofs to be completed. It is projected by the contractor Ram Roofing that the solar panels should be completed by July 1 on lower half of the property, and hopefully the rest of the 45 roofs that need to be completed will be done by December 31. What they're working on as they go are the areas where lumber needs to be replaced due to deterioration or being eaten by termites; this is a separate contract from the installation of the solar panels and the roof tiles. Hopefully, if all goes well, these projects will be done by the end of 2022 or early 2023.
- We continue to have the sprinkler company come by and check the sprinklers twice per week to continue to maintain the integrity of the grounds and the landscaping. Once it meets our expectations, we'll have our in-house

grounds men continue to follow up with the irrigation and repairs, as necessary.

- We are happy to report that we have completed the hallways, landings, and pole beams in Units #3-6. We are now working on the back landings on Units #135-138. Once that is completed, next will be the landing by Units #117-118 where the pole beams on the small lanai need to be replaced. Then we will work on the landings for Units #83-86 and replace the wood awning on Unit #113. There are some areas of concern we will continue to address after this project is done.
- We have installed two timers for the new heat pumps at a cost of \$633.07. By doing so, we can save on energy costs by cutting down the time from 24 hours to 11 hours by shutting off the pumps at 4:00pm, while still providing the heat needed to heat the pool sufficiently for the satisfaction of owners and guests.
- With regards to pool supplies, there now seems to be more inventory on the island; however, costs are not going down, so we need to monitor our use as much as possible.
- We are continuing to clean the tennis court twice per month, alternating with the contractor and with in-house personnel every two weeks.
- As an update to lumber ordered to replace deteriorated lumber throughout the property, we believe we have enough on hand to complete the landings and pole beams, so we are not purchasing any additional at this time. We may need to purchase some additional lumber later for the porch by Unit #113, but this will be minimal.
- Mark, in-house personnel, is cleaning all the barbecue grills, and also painting the wood landings throughout the property, as necessary.
- We have had our in-house grounds men put weed killer throughout the property on the gravel and blackjack at the edge of the buildings. Once Rising Sun has completed their installation and we're online with Maui Electric, we'll do some work to restore the appearance of the upper half of the property where the solar company and the roofers have done some damage to the landscaping and gravel areas, including areas where batteries have been located in each building. Rising Sun has almost completed the painting of the metal cabinets and the PVC piping on the upper half of the property, with only the meters left to paint. Once we start on upgrading the landscaping in these areas, there will be no more visible sign remaining of any work having being done.
- We just recently trimmed 9 Washingtonian palms and 35 coconut trees. However, we were informed that one of the Washingtonian palms in front of Unit #47 has a hole in its trunk, so the next time we undertake trimming, we will have to cut that tree down for the safety of owners and guests in that area.
- As we continue to maintain and upgrade the property there are a few additions or things we'd like to undertake or consider once all the solar installation is done. Since we refinished the stucco and painted the front and storage doors, we want to make the entire property look new, refreshed, and updated with a uniform look. We would like to repaint the brown trim of all 12 buildings, excluding trim around the offices, maintenance buildings and trash enclosures, with one coat to cover except for new wood, which would be primed before finish coating. The costs for this project would be \$135,400, including labor and material.
- We also would like to paint all exterior lanai soffit (ceilings) including beams; after dusting off, applying one coat of exterior paint to match the existing color and sheen to cover. This would be a total of \$92,700 including labor and costs.
- We would also like to repaint 12 exterior arches for a total of \$6560. A grand total for all of the above would be \$234,660.
- Also, we would like to cover the roof on the administration building and install new flat field, rake trim and ridge cap around the solar panels to make it blend with the rest of the buildings. The price for this is \$6770.79. At this time, I am asking for forgiveness as I authorized to have this project done with Ram Roofing.
- We would really like to undertake an upgrade of our pool area, one of the most used and most popular amenities on the property. My suggestion would be a new pool deck, new tiles on the pool bottom and sides as well as for the spa, and I would recommend adding a baby calf to go with the existing whale and calf we have now on the pool bottom. I am also recommending we change all the lounge chairs and tables and add some canopies or cabanas to make it more inviting on hot sunny days. We could also change all the fencing around the pool, being mindful of not blocking any views, and include some kind of water feature to add to the look. I would recommend having a professional person come in to provide us the recommendations and ideas to pursue this project.
- Another possibility to consider due to the crime in Hawaii and to try to eliminate any concerns as to the safety of owners, guests, and staff, Mr. Endean suggested we look at a Long-Range Solar wireless outdoor driveway motion sensor. The price quoted of \$2171 includes two outdoor sensors that would send a customized audible alert to the office when vehicles pass by. Being a solar-based receiver option with batteries, there would be no cost for additional electricity.
- On a related note, we would like to upgrade our surveillance system on the property and have received a quote from Aloha Secure to install four cameras, two at the entrance to property which have the ability to focus on license plates with a lot more clarity and detail, and two at the top of property by the maintenance and housekeeping areas. This is sophisticated License Plate Recognition technology with Night Vision, so the cost is

significant at \$14,708; however, this is down from the initial price of over 18,000.

- We are considering an upgrade to the administration building front entrance and exit by installing electric auto slider doors at a cost of \$41,370.03, providing a needed upgrade as well as being much more convenient for all. Need to investigate further as the present estimate seems high to me.
- Our goal for the next fiscal year is to eliminate all gas mowers and blowers and replacing them with electric models. However, it seems that everyone has this same good intention, which has driven costs up more than anticipated. Purchasing a new battery recently cost almost as much as purchasing a new mower. We will monitor this going forward as we strive to be mindful of the environment in any way we can.
- Another project we would like to consider would be an outdoor shower in each building. We find that many people request beach chairs and umbrellas, but these items are then returned full of sand, which could be easily washed off outside before entering the units.
- We would also like to add a larger water feature that would extend down the slope from Unit #79 to Unit #75, ending in a small pond with submersible lights for night viewing. We receive many favorable comments throughout the year about the water features we currently have on the property and have received a quote from Maui Waterfall of \$8000 to have this new one installed.
- In the past we have purchased cushions for the chaise lounge chairs by the pool from PV Restorations that have been very popular, and we've had several requests for more cushions than the 20 we currently have. As we hope to be replacing all the furniture by the pool as part of our wish list, we want to keep costs down for such a short-term purchase. PV Restoration's price for an additional 8 would be \$2632; however, I have just recently purchased 6 from Costco for just under \$600, and plan to continue to purchase more as they become available so as not to spend more than necessary.

In closing, although Maui Hill continues to be a beautiful, well-maintained property and receives many compliments, there are many more projects we'd like to pursue to keep improving and updating this tropical paradise that is a home away from home for our owners and guests to return to each year. We have all been through a challenging time and feel blessed to celebrate a return to some normalcy and the resulting growing success of our beloved Resort. I wish to express my sincere appreciation and gratitude to the entire team: our loyal owners, our supportive Board of Directors, the Management Companies, and my dedicated and committed staff. Thank you for taking the time to make memories with us. We look forward to many more as we all move forward, together.

With warmest aloha,
Dennis Costa, General Manager

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ACTIVITIES ON MAUI

Donya Izbicki, senior Concierge donya@hawaiianstyleactivities.com

HOMEOWNER SERVICES

Questionnaire Guidelines:

! Your owner's questionnaire can be submitted online via our web site: www.mauilea.com. You only need to submit it once for the current year unless your plans have changed.

If **you are travelling** with guests, please don't register them until you arrive on property.

For owners that are **not** coming but are sending guests **in their place** please be sure to register them in writing via your questionnaire or an email prior to their arrival. This will avoid them showing up unannounced and creating a check in problem for your guests. Once we have your names, you will be mailed, or emailed a confirmation letter which will include the resorts surcharge fees and the states taxes. These fees will be due upon check out.

Owners have the following options each year on how to best utilize their timeshare intervals:

- 1) Use the time you own.
- 2) Bank / Exchange it. We have two affiliated exchange company's: RCI www.rci.com TPM www.tpmaui.com
- 3) Send a guest in your place.
- 4) Rent your time. You may fill out a rental application online: www.mauilea.com
(Rentals are never guaranteed, you have the option to bank it 90 days prior to your start date)

Keep in mind that as an owner, you must authorize the use of your week each year. This form allows you to register your guests, or to let us know if you will be using your time. To bank your time or list it for rental you will need to contact these sources directly.

Keep in mind that if you don't use it, bank it or list for rental and it sits open, **you have lost it!** Planning in advance is always helpful no matter what you decide to do with your week(s).

If you have moved or changed your contact information, please update us. You can do this on the web site: www.mauilea.com

If you have any questions about your ownership options, please feel free to contact me.

Aloha,

Nancy Benson (B) R
Owner Services and Resale's
www.maui.lea.com
nancyb@mauilea.com
(808)879-6321ext.5102

SALES:

The Maui Lea at Maui Hill in-house resale program is a valuable part of your vacation ownership. Knowing you have trustworthy agents who specialize in your resort is incredibly beneficial.

Our inventory is ever changing, we'll be happy to forward you the availability or you may view it online at www.mauihillsales.com.

If you'd like to expand your existing ownership, or, have friends and family who wish to join our timeshare 'ohana, check out the current options. If nothing suits your particular needs, let us know and we'll be in touch once we have a match.

Alternately, if the time has come to sell, we're here to help with your transition. We know wonderful memories were created over decades of vacations and saying goodbye is often not easy. Start to finish, you can rely on our personal attention to guide you through the process.

Whether you simply want information or are ready to act, we are here to help.

MAUI LEA ASSOCIATION INTERVALS FOR SALE

A reminder that the Maui Lea Timeshare Association has a variety of weeks for resale via Lea Properties, Ltd.

Ask your agent for the list of current options or view online at www.maulea.com under the 'For Sale' tab and click on Association Weeks. Keep an eye out for their specials!

Tom Von Rosen R (B) 1-808-879-8802 mauihill@maui.net
Sharon Paley R (S) 1-808-276-6307 Sharon@mauihillsales.com
Lea Properties Ltd.
www.mauihillsales.com

TRANSFER OF TITLE AND DEEDS

Your Association would like to remind you to consider adding another person to your title which may prevent problems in future ownership issues.

Maui Lea works with Hawaii Document Service. They are familiar with our property and can assist you in transferring or adding someone to your title. We cannot stress to you enough the importance of keeping your title updated. Taking the necessary steps now can save your family heart ache and money in the future. Please note that there is a cost for this service.

Please contact them at:

Gerald A. Garcia, Attorney at Law
Hawaii Document Service
75-5722 Kuakini Hwy., Suite 201
Kailua-Kona, HI 96740
808-331-1313; 888-628-9555 (toll free)
808-331-1393 (fax)
www.HawaiiDocumentService.com

MARK YOUR CALENDARS

Below are the board and annual meeting dates. Future meetings will be scheduled at the Organizational meeting after the September annual meetings:

AOAO Maui Hill

Wednesday, 09/21/22 Annual Meeting (Maui) 9:30 a.m.
(Registration 9:00 a.m.)

Maui Lea Time Share Association

Tuesday, 09/20/22 Annual Meeting (Maui) 9:30 a.m.
(Registration 9:00 a.m.)



QUESTIONNAIRE

This questionnaire is for informational purposes only.

Name: _____

Phone: _____ email address: _____

Please add me to email notices: ___Y ___N

Unit Number: _____ Interval Dates: _____

Unit Number: _____ Interval Dates: _____

**We kindly request you do not exceed the occupancy limit of your unit.
One-bedroom sleeps 4 two bedrooms sleeps 6 three bedrooms sleeps 8**

My plans for the **year** _____ are as follows:

We will be using our time and the total number in our party will be: _____

We have authorized our guests to use our time. (**Only register a guest name if you will not be coming over**) A guest letter will be sent to you for confirmation.

Guest Names: _____

I have or will deposit my time with RCI, by calling (800) 338-7777

I have or will deposit my time with TRADING PLACES MAUI, by calling (800) 345-7301, or by going online to: www.tpmaui.com and completing a deposit form.

I have or will put my unit up for **RENT** with Aston Hotels & Resorts, by calling (808) 879-6321, or by going online to: www.mauilea.com and completing the rental form.

I want assistance with my options, please contact me at:

Phone: _____

In case of an emergency while you are at the Maui Hill, please supply us with a name and number of a contact person:

Emergency Contact Name: _____

Telephone Number: _____

Maui Lea Timeshare Owners Association has units and intervals available for resale. Please visit our website at www.mauilea.com. If you are interested, please check below, and provide your contact information.

Please contact me at _____ or email _____