

# Monthly Indicators



## January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

New Listings decreased 34.0 percent for Single Family homes and 4.1 percent for Condominium homes. Pending Sales increased 25.8 percent for Single Family homes and 65.0 percent for Condominium homes. Inventory decreased 49.3 percent for Single Family homes but increased 9.7 percent for Condominium homes.

Median Sales Price increased 26.0 percent to \$980,000 for Single Family homes but decreased 0.4 percent to \$560,000 for Condominium homes. Days on Market increased 5.1 percent for Single Family homes and 8.3 percent for Condominium homes. Months Supply of Inventory decreased 47.2 percent for Single Family homes but increased 32.5 percent for Condominium homes.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

## Quick Facts

<b>+ 6.3%</b>	<b>+ 2.6%</b>	<b>- 22.1%</b>
Change in Number of <b>Closed Sales</b> All Properties	Change in Number of <b>Median Sales Price</b> All Properties	Change in Number of <b>Homes for Sale</b> All Properties

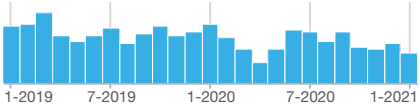
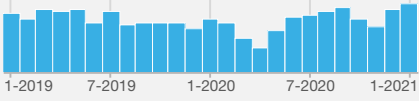
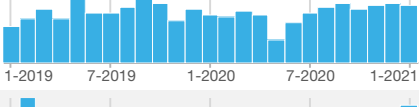


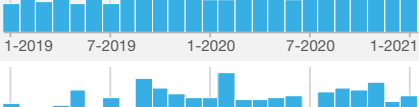
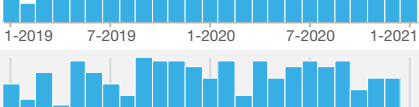
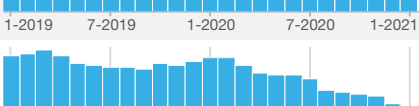
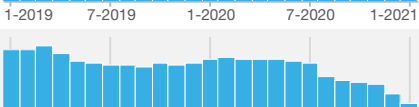
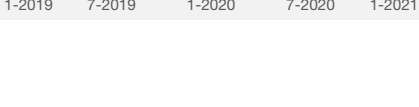
This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

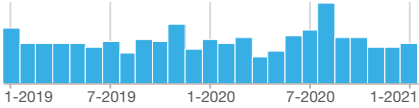
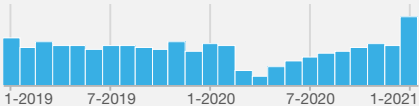
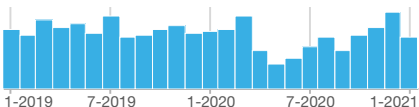
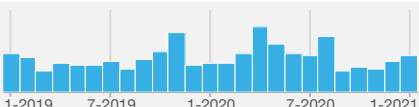


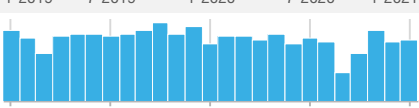
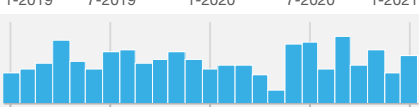
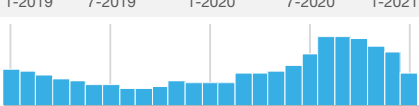
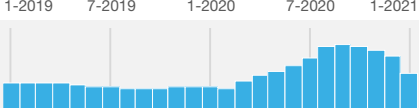


Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		144	<b>95</b>	- 34.0%	144	<b>95</b>	- 34.0%
<b>Pending Sales</b>		97	<b>122</b>	+ 25.8%	97	<b>122</b>	+ 25.8%
<b>Closed Sales</b>		85	<b>101</b>	+ 18.8%	85	<b>101</b>	+ 18.8%
<b>Days on Market Until Sale</b>		156	<b>164</b>	+ 5.1%	156	<b>164</b>	+ 5.1%
<b>Median Sales Price</b>		\$777,500	<b>\$980,000</b>	+ 26.0%	\$777,500	<b>\$980,000</b>	+ 26.0%
<b>Average Sales Price</b>		\$965,245	<b>\$1,508,568</b>	+ 56.3%	\$965,245	<b>\$1,508,568</b>	+ 56.3%
<b>Percent of List Price Received</b>		96.9%	<b>97.0%</b>	+ 0.1%	96.9%	<b>97.0%</b>	+ 0.1%
<b>Housing Affordability Index</b>		47	<b>41</b>	- 12.8%	47	<b>41</b>	- 12.8%
<b>Inventory of Homes for Sale</b>		511	<b>259</b>	- 49.3%	—	—	—
<b>Months Supply of Inventory</b>		5.3	<b>2.8</b>	- 47.2%	—	—	—

# Condominium Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condominium properties only.



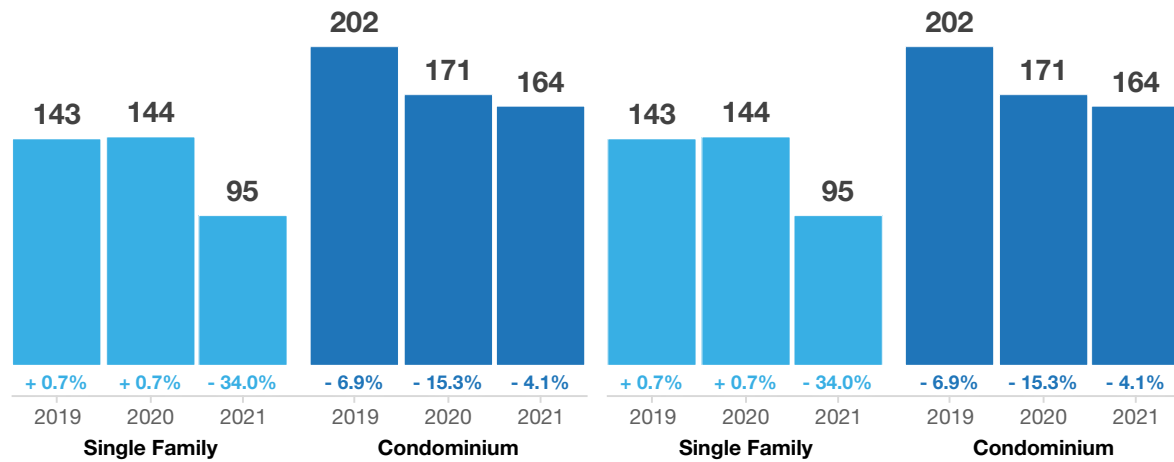
Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		171	<b>164</b>	- 4.1%	171	<b>164</b>	- 4.1%
<b>Pending Sales</b>		140	<b>231</b>	+ 65.0%	140	<b>231</b>	+ 65.0%
<b>Closed Sales</b>		128	<b>115</b>	- 10.2%	128	<b>115</b>	- 10.2%
<b>Days on Market Until Sale</b>		132	<b>143</b>	+ 8.3%	132	<b>143</b>	+ 8.3%
<b>Median Sales Price</b>		\$562,000	<b>\$560,000</b>	- 0.4%	\$562,000	<b>\$560,000</b>	- 0.4%
<b>Average Sales Price</b>		\$705,593	<b>\$795,440</b>	+ 12.7%	\$705,593	<b>\$795,440</b>	+ 12.7%
<b>Percent of List Price Received</b>		97.2%	<b>97.4%</b>	+ 0.2%	97.2%	<b>97.4%</b>	+ 0.2%
<b>Housing Affordability Index</b>		65	<b>71</b>	+ 9.2%	65	<b>71</b>	+ 9.2%
<b>Inventory of Homes for Sale</b>		528	<b>579</b>	+ 9.7%	—	—	—
<b>Months Supply of Inventory</b>		4.0	<b>5.3</b>	+ 32.5%	—	—	—

# New Listings

A count of the properties that have been newly listed on the market in a given month.



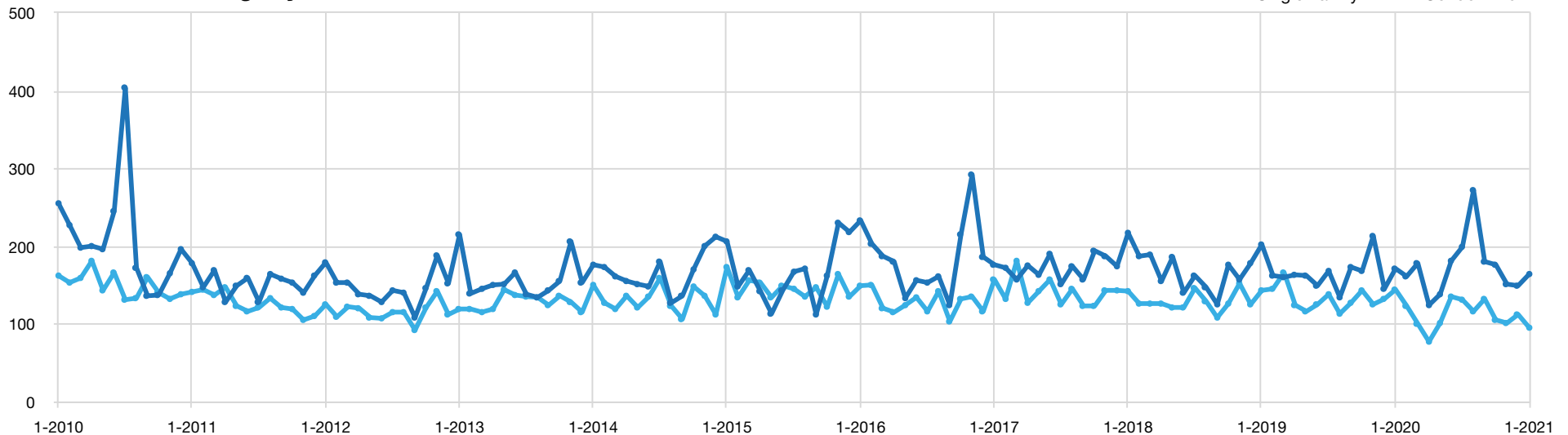
## January



## Year to Date

New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2020	123	- 15.2%	161	- 0.6%
Mar-2020	100	- 39.8%	178	+ 11.3%
Apr-2020	77	- 37.9%	124	- 23.9%
May-2020	101	- 12.9%	138	- 14.8%
Jun-2020	135	+ 8.0%	181	+ 21.5%
Jul-2020	131	- 5.1%	199	+ 18.5%
Aug-2020	116	+ 2.7%	272	+ 103.0%
Sep-2020	132	+ 3.9%	180	+ 4.0%
Oct-2020	105	- 26.6%	176	+ 4.8%
Nov-2020	101	- 19.2%	151	- 29.1%
Dec-2020	112	- 15.2%	149	+ 2.8%
<b>Jan-2021</b>	<b>95</b>	<b>- 34.0%</b>	<b>164</b>	<b>- 4.1%</b>
12-Month Avg	111	- 16.5%	173	+ 5.5%

## Historical New Listings by Month

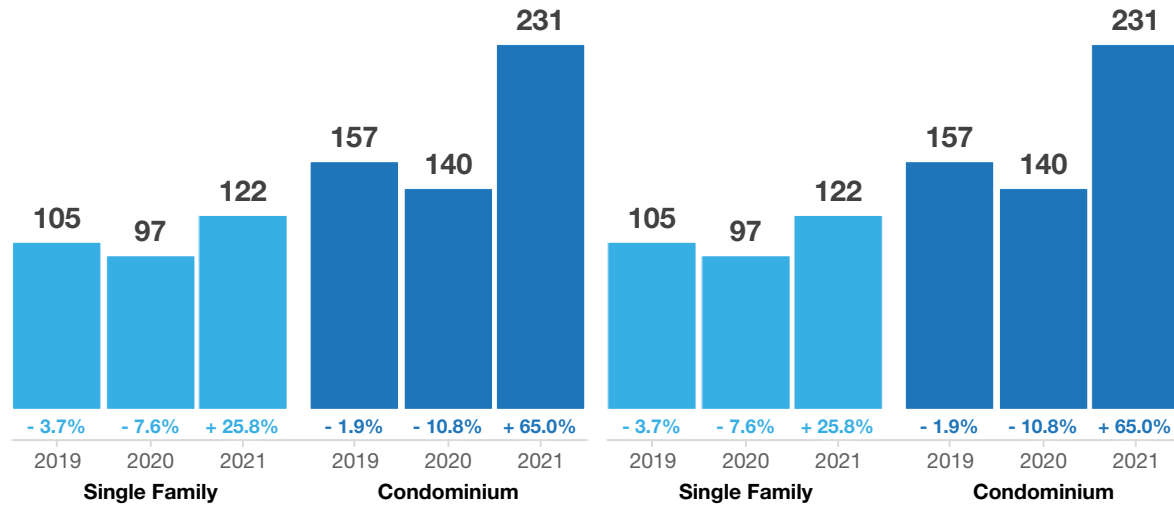


# Pending Sales

A count of the properties on which offers have been accepted in a given month.

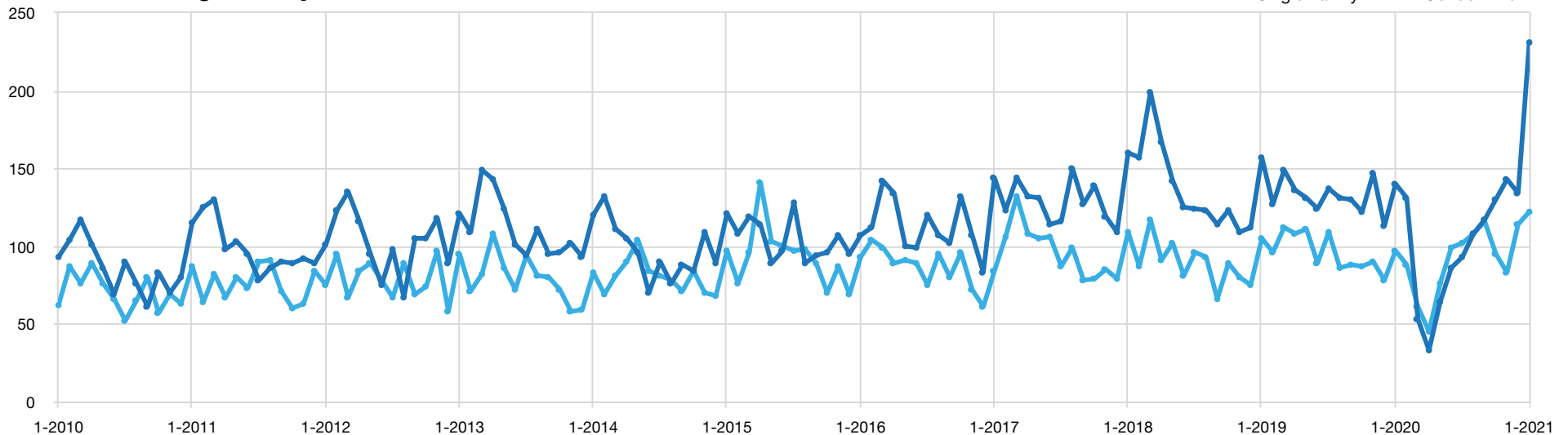


## January



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2020	88	- 8.3%	131	+ 3.1%
Mar-2020	61	- 45.5%	53	- 64.4%
Apr-2020	45	- 58.3%	33	- 75.7%
May-2020	76	- 31.5%	64	- 51.1%
Jun-2020	99	+ 11.2%	86	- 30.6%
Jul-2020	102	- 6.4%	93	- 32.1%
Aug-2020	108	+ 25.6%	108	- 17.6%
Sep-2020	116	+ 31.8%	117	- 10.0%
Oct-2020	95	+ 9.2%	130	+ 6.6%
Nov-2020	83	- 7.8%	143	- 2.7%
Dec-2020	114	+ 46.2%	134	+ 18.6%
<b>Jan-2021</b>	<b>122</b>	<b>+ 25.8%</b>	<b>231</b>	<b>+ 65.0%</b>
12-Month Avg	92	- 4.2%	110	- 16.7%

## Historical Pending Sales by Month

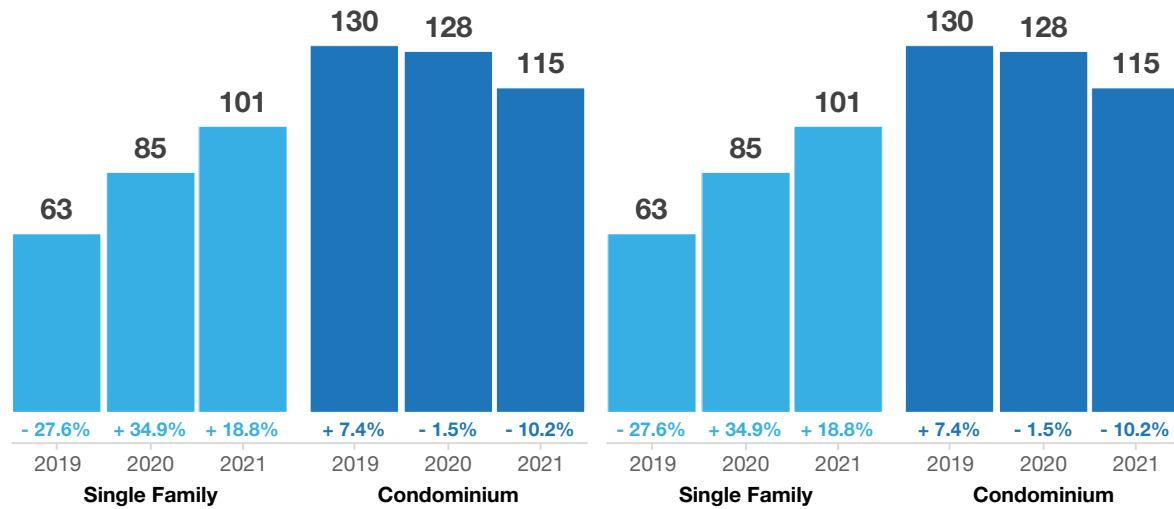


# Closed Sales

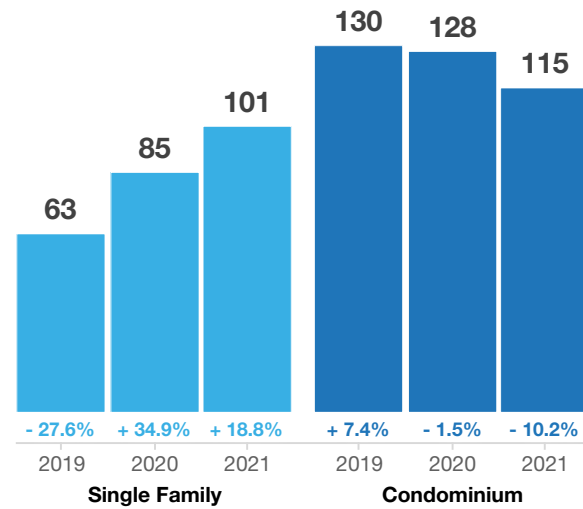
A count of the actual sales that closed in a given month.



## January

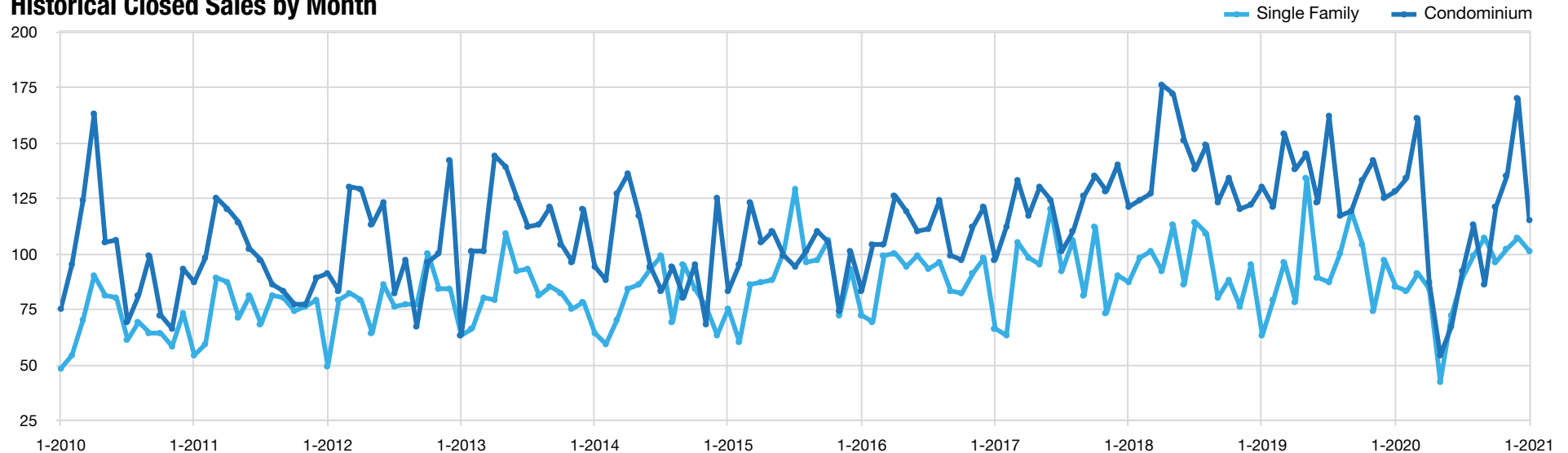


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2020	83	+ 5.1%	134	+ 10.7%
Mar-2020	91	- 5.2%	161	+ 4.5%
Apr-2020	84	+ 7.7%	87	- 37.0%
May-2020	42	- 68.7%	54	- 62.8%
Jun-2020	72	- 19.1%	67	- 45.5%
Jul-2020	89	+ 2.3%	92	- 43.2%
Aug-2020	99	- 1.0%	113	- 3.4%
Sep-2020	107	- 10.1%	86	- 27.7%
Oct-2020	96	- 7.7%	121	- 9.0%
Nov-2020	102	+ 37.8%	135	- 4.9%
Dec-2020	107	+ 10.3%	170	+ 36.0%
<b>Jan-2021</b>	<b>101</b>	<b>+ 18.8%</b>	<b>115</b>	<b>- 10.2%</b>
12-Month Avg	89	- 6.3%	111	- 17.2%

## Historical Closed Sales by Month

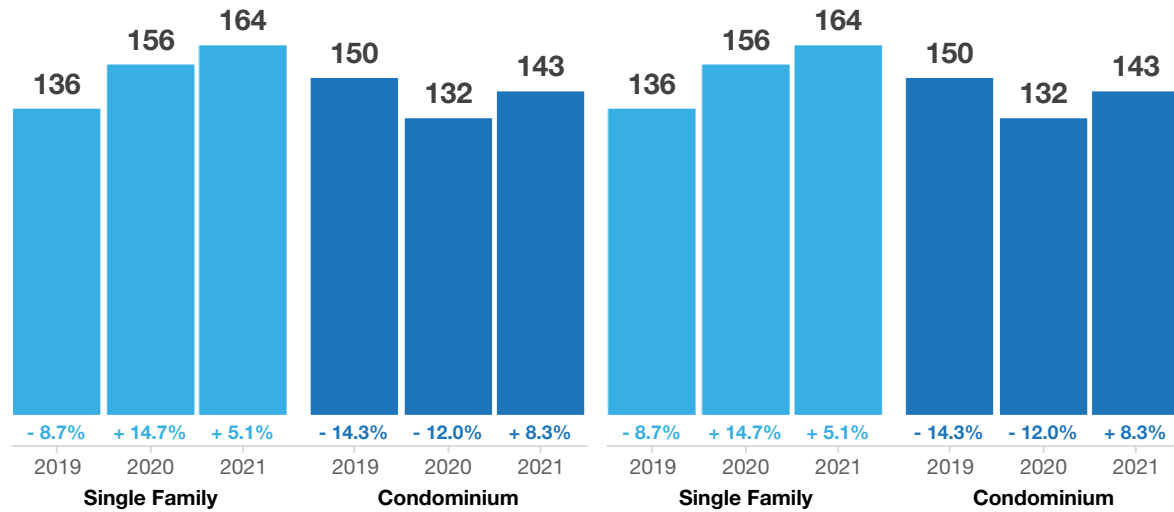


# Days on Market Until Sale

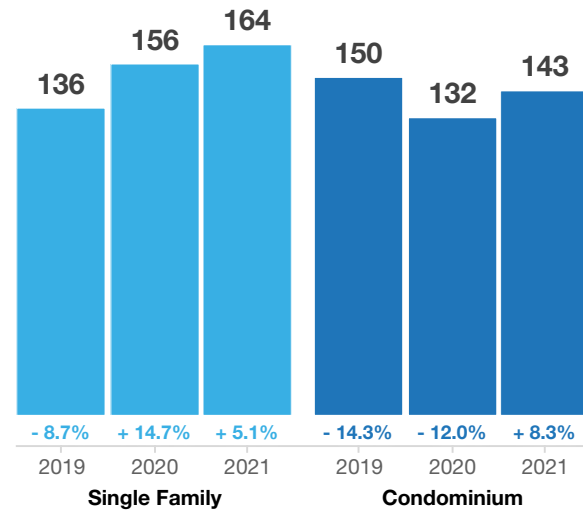
Average number of days between when a property is listed and when it closed in a given month.



## January



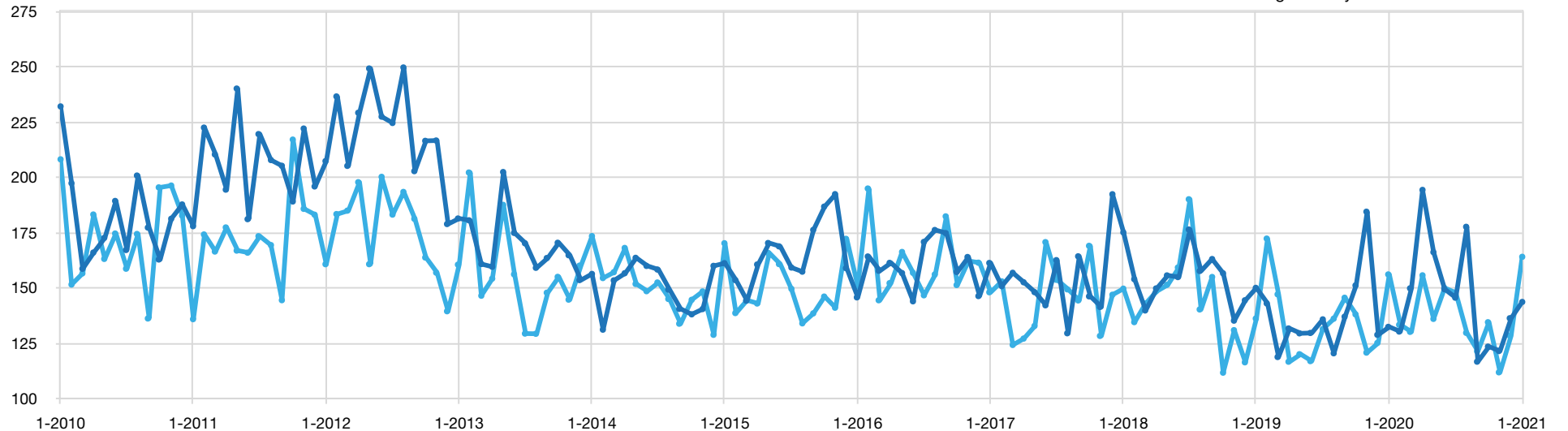
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2020	133	- 22.7%	130	- 9.1%
Mar-2020	130	- 11.6%	150	+ 27.1%
Apr-2020	155	+ 33.6%	194	+ 48.1%
May-2020	136	+ 13.3%	166	+ 28.7%
Jun-2020	150	+ 28.2%	149	+ 15.5%
Jul-2020	148	+ 13.0%	145	+ 7.4%
Aug-2020	129	- 5.1%	177	+ 47.5%
Sep-2020	121	- 16.6%	116	- 15.3%
Oct-2020	134	- 2.9%	123	- 18.5%
Nov-2020	111	- 7.5%	121	- 34.2%
Dec-2020	128	+ 2.4%	136	+ 6.3%
<b>Jan-2021</b>	<b>164</b>	<b>+ 5.1%</b>	<b>143</b>	<b>+ 8.3%</b>
12-Month Avg*	136	+ 0.8%	144	+ 5.0%

\* Days on Market for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

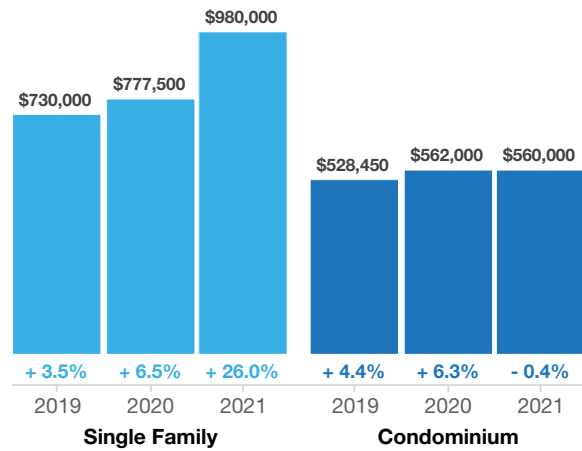


# Median Sales Price

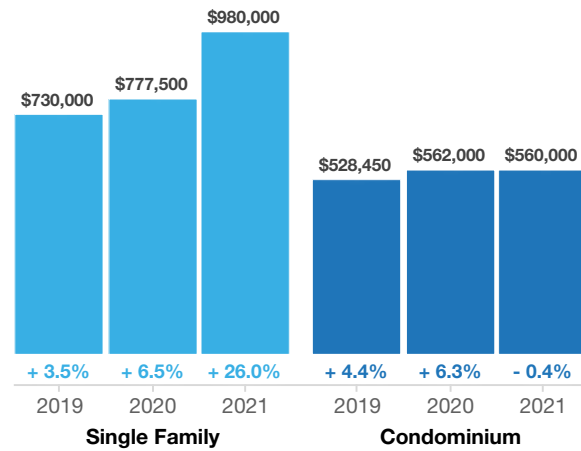
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



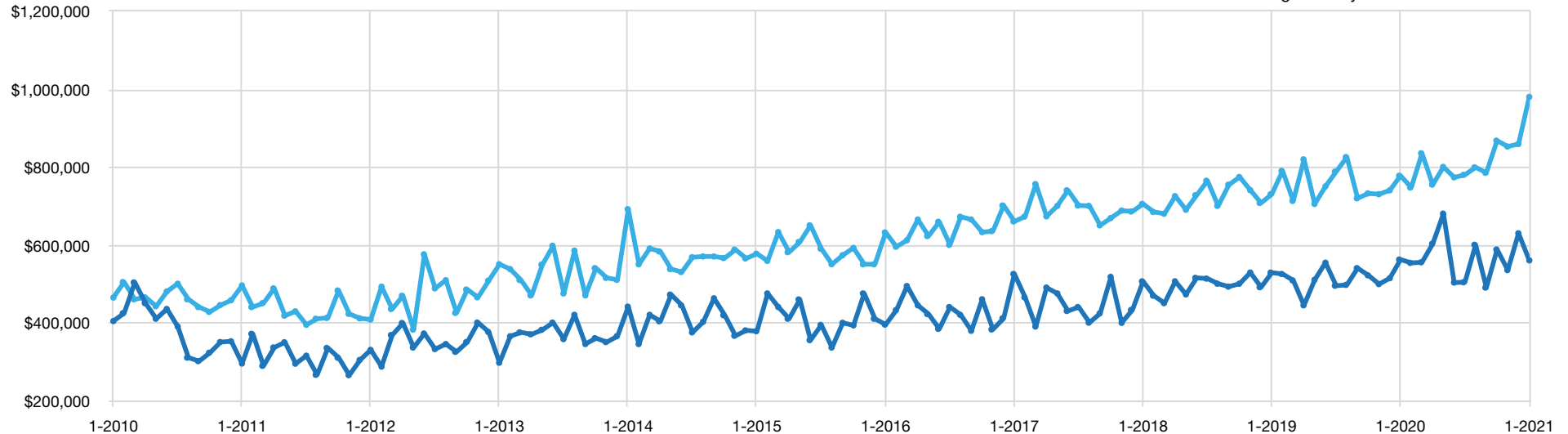
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2020	\$747,150	- 5.4%	\$553,500	+ 5.4%
Mar-2020	\$835,000	+ 17.2%	\$555,000	+ 9.1%
Apr-2020	\$754,523	- 7.9%	\$602,494	+ 35.6%
May-2020	\$800,000	+ 13.5%	\$680,000	+ 33.3%
Jun-2020	\$773,250	+ 3.1%	\$503,000	- 9.2%
Jul-2020	\$779,690	- 1.1%	\$503,765	+ 1.8%
Aug-2020	\$799,000	- 3.2%	\$600,000	+ 20.7%
Sep-2020	\$785,000	+ 9.1%	\$490,000	- 9.3%
Oct-2020	\$867,500	+ 18.5%	\$587,800	+ 12.7%
Nov-2020	\$852,500	+ 16.8%	\$535,000	+ 7.2%
Dec-2020	\$859,000	+ 16.1%	\$629,500	+ 22.4%
<b>Jan-2021</b>	<b>\$980,000</b>	<b>+ 26.0%</b>	<b>\$560,000</b>	<b>- 0.4%</b>
12-Month Avg*	\$800,000	+ 7.3%	\$575,000	+ 10.7%

\* Median Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



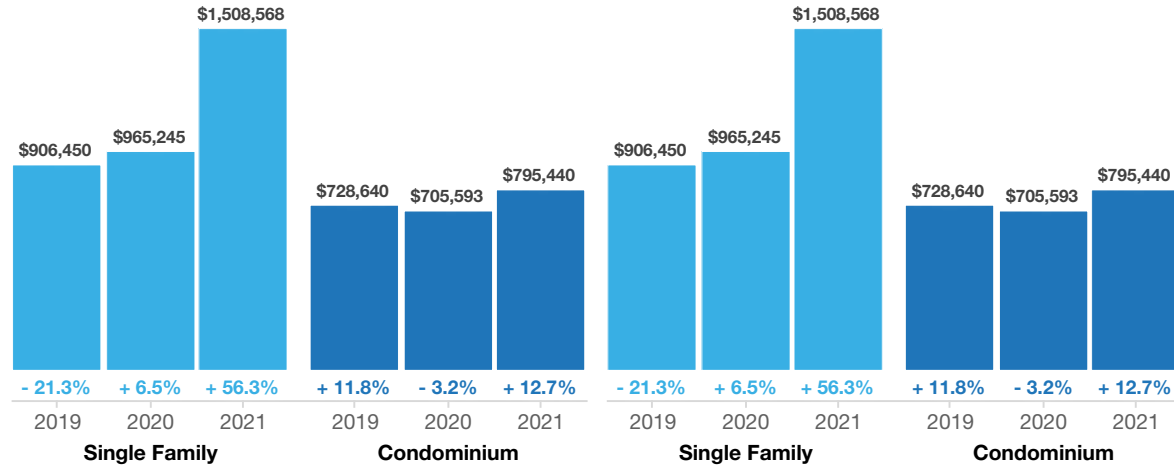


# Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January

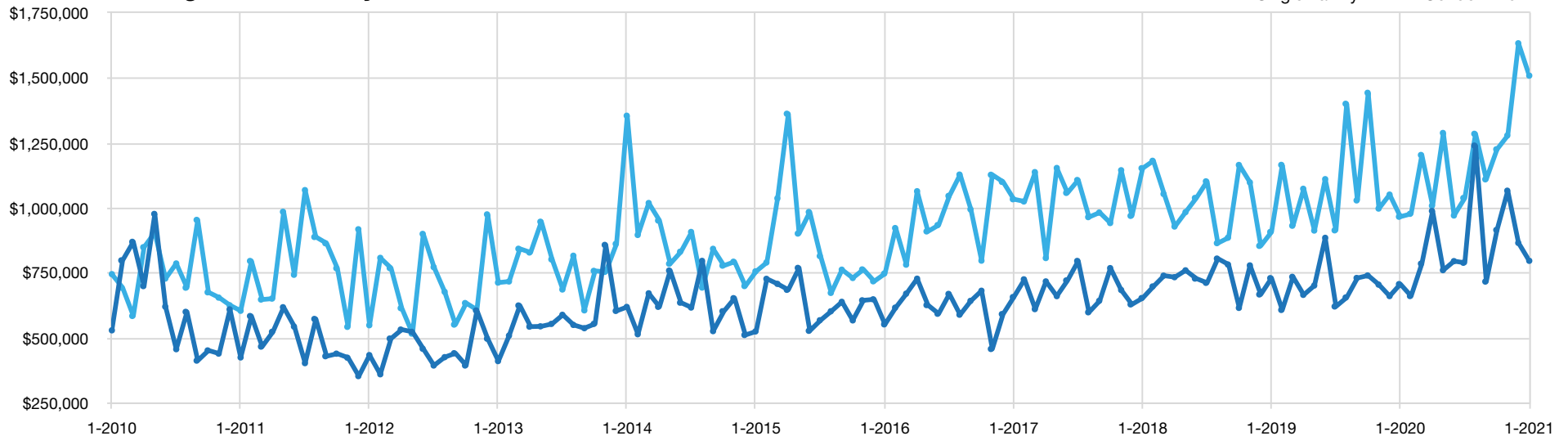


## Year to Date

Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2020	\$976,365	- 16.2%	\$659,731	+ 8.8%
Mar-2020	\$1,202,852	+ 29.3%	\$784,442	+ 6.9%
Apr-2020	\$1,007,386	- 6.1%	\$987,316	+ 48.6%
May-2020	\$1,287,678	+ 41.2%	\$759,440	+ 8.5%
Jun-2020	\$969,948	- 12.6%	\$794,081	- 10.2%
Jul-2020	\$1,037,229	+ 13.6%	\$787,849	+ 27.2%
Aug-2020	\$1,284,432	- 8.3%	\$1,238,925	+ 89.4%
Sep-2020	\$1,109,209	+ 7.9%	\$715,470	- 1.9%
Oct-2020	\$1,224,740	- 15.1%	\$914,173	+ 23.7%
Nov-2020	\$1,277,878	+ 28.2%	\$1,065,336	+ 51.4%
Dec-2020	\$1,633,076	+ 55.5%	\$864,417	+ 31.1%
<b>Jan-2021</b>	<b>\$1,508,568</b>	<b>+ 56.3%</b>	<b>\$795,440</b>	<b>+ 12.7%</b>
12-Month Avg*	\$1,223,173	+ 13.1%	\$870,173	+ 24.5%

\* Avg. Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



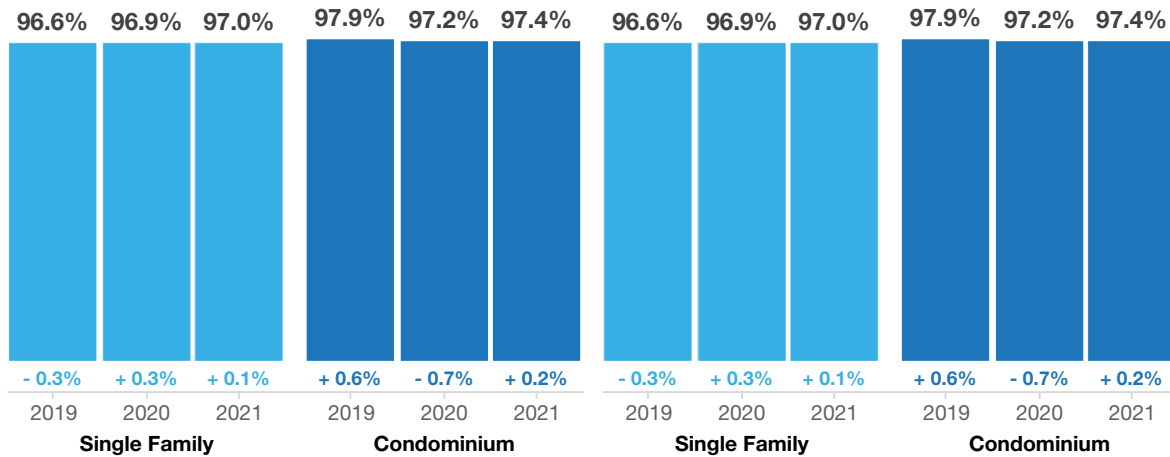
# Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January

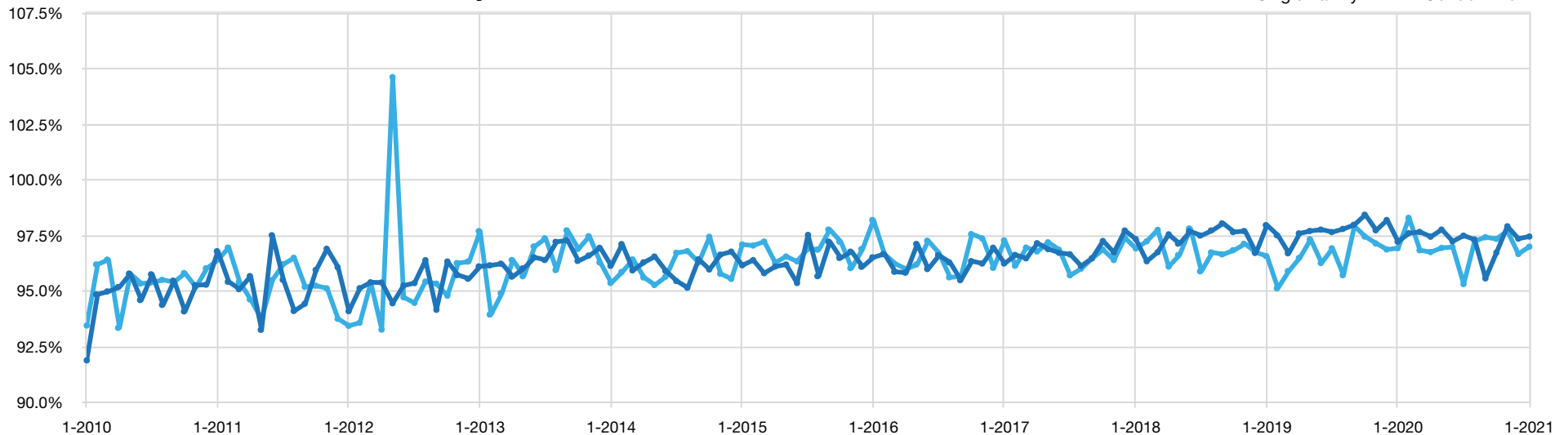
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2020	98.3%	+ 3.4%	97.6%	+ 0.1%
Mar-2020	96.8%	+ 0.9%	97.6%	+ 0.9%
Apr-2020	96.7%	+ 0.2%	97.4%	- 0.2%
May-2020	96.9%	- 0.4%	97.7%	0.0%
Jun-2020	97.0%	+ 0.8%	97.2%	- 0.5%
Jul-2020	95.3%	- 1.7%	97.5%	- 0.1%
Aug-2020	97.2%	+ 1.6%	97.3%	- 0.5%
Sep-2020	97.4%	- 0.5%	95.5%	- 2.6%
Oct-2020	97.3%	- 0.1%	96.7%	- 1.7%
Nov-2020	97.7%	+ 0.6%	97.9%	+ 0.2%
Dec-2020	96.6%	- 0.2%	97.3%	- 0.9%
<b>Jan-2021</b>	<b>97.0%</b>	<b>+ 0.1%</b>	<b>97.4%</b>	<b>+ 0.2%</b>
12-Month Avg*	97.0%	+ 0.3%	97.3%	- 0.3%

\* Pct. of List Price Received for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

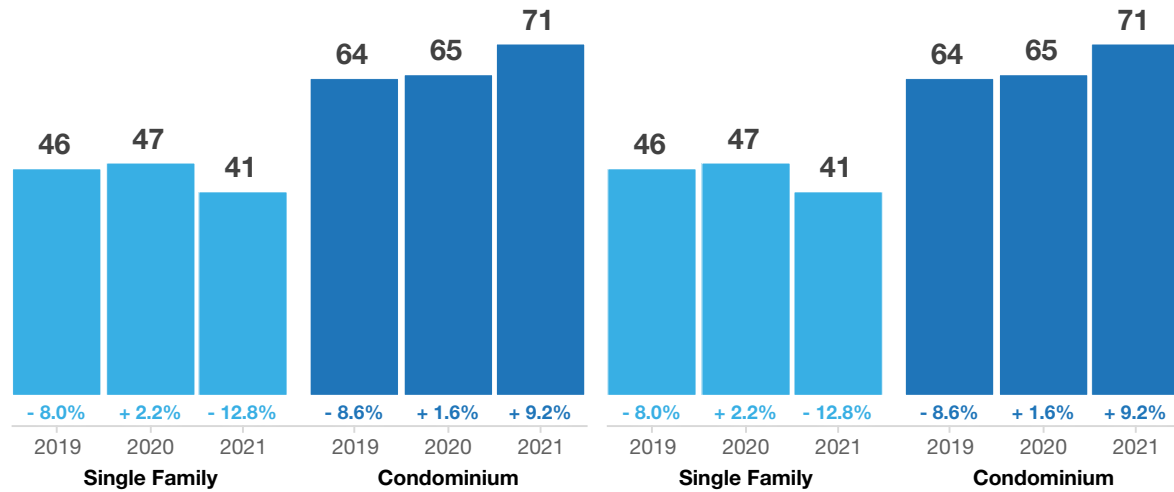


# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



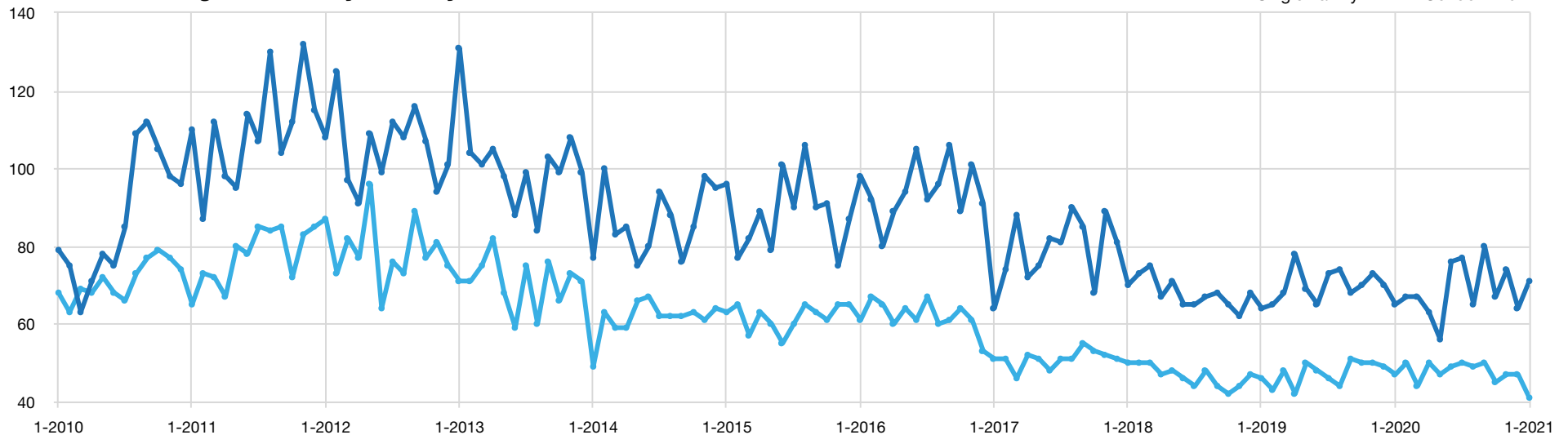
## January



## Year to Date

Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2020	50	+ 16.3%	67	+ 3.1%
Mar-2020	44	- 8.3%	67	- 1.5%
Apr-2020	50	+ 19.0%	63	- 19.2%
May-2020	47	- 6.0%	56	- 18.8%
Jun-2020	49	+ 2.1%	76	+ 16.9%
Jul-2020	50	+ 8.7%	77	+ 5.5%
Aug-2020	49	+ 11.4%	65	- 12.2%
Sep-2020	50	- 2.0%	80	+ 17.6%
Oct-2020	45	- 10.0%	67	- 4.3%
Nov-2020	47	- 6.0%	74	+ 1.4%
Dec-2020	47	- 4.1%	64	- 8.6%
<b>Jan-2021</b>	<b>41</b>	<b>- 12.8%</b>	<b>71</b>	<b>+ 9.2%</b>
12-Month Avg	47	0.0%	69	- 1.4%

## Historical Housing Affordability Index by Month

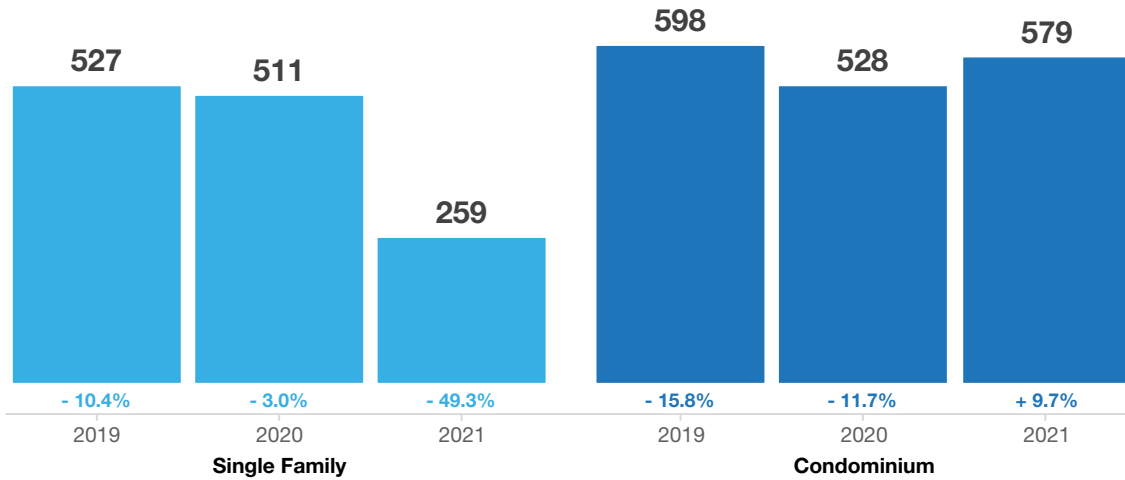


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

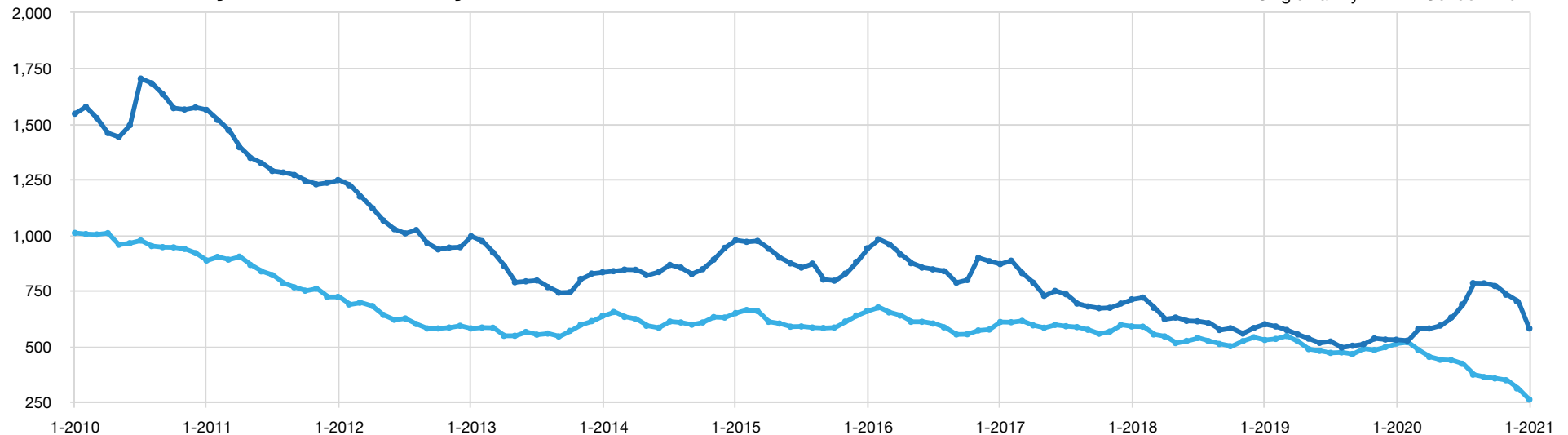


## January



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2020	517	- 2.8%	524	- 10.9%
Mar-2020	481	- 11.7%	577	+ 0.9%
Apr-2020	451	- 13.4%	579	+ 4.9%
May-2020	438	- 9.9%	592	+ 11.1%
Jun-2020	436	- 8.8%	628	+ 22.2%
Jul-2020	420	- 10.4%	687	+ 32.1%
Aug-2020	371	- 21.2%	783	+ 58.8%
Sep-2020	360	- 22.4%	782	+ 56.1%
Oct-2020	354	- 27.5%	770	+ 51.6%
Nov-2020	346	- 28.2%	731	+ 36.9%
Dec-2020	309	- 37.6%	701	+ 32.5%
<b>Jan-2021</b>	<b>259</b>	<b>- 49.3%</b>	<b>579</b>	<b>+ 9.7%</b>
12-Month Avg	395	- 20.2%	661	+ 24.5%

## Historical Inventory of Homes for Sale by Month

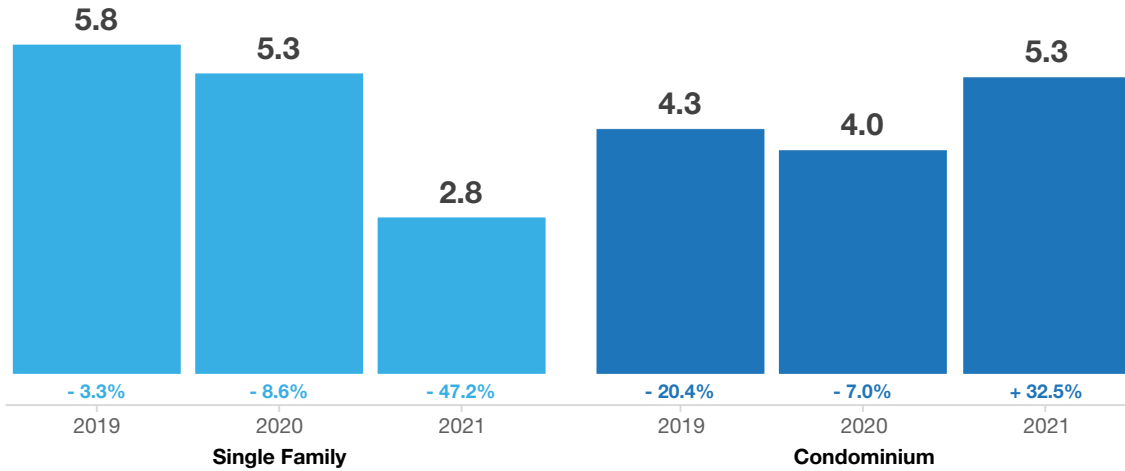


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



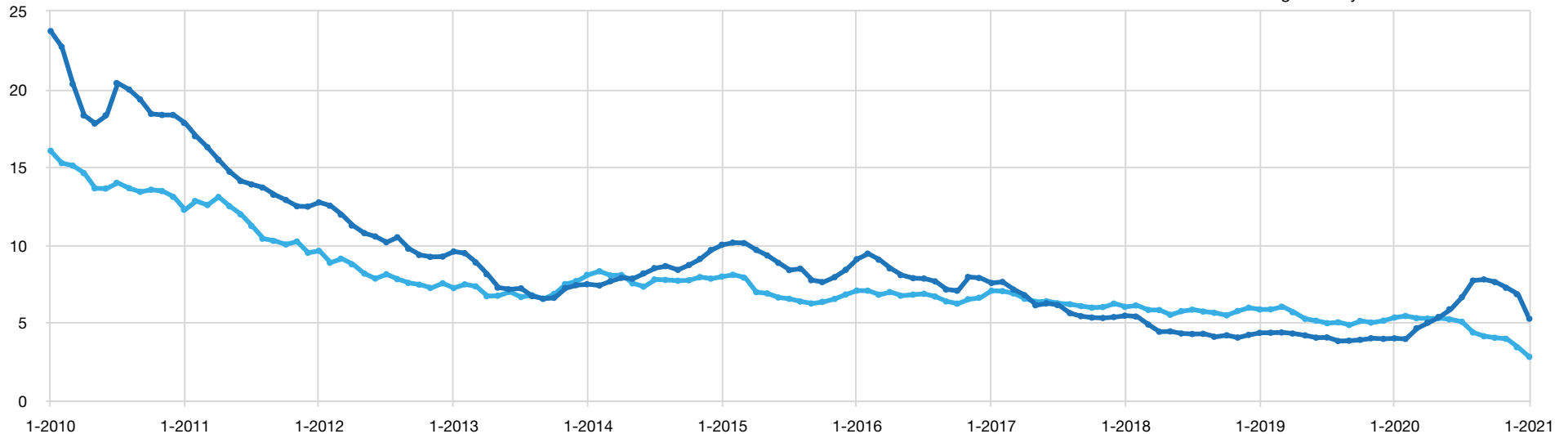
## January



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2020	5.4	- 8.5%	4.0	- 9.1%
Mar-2020	5.3	- 11.7%	4.6	+ 4.5%
Apr-2020	5.3	- 7.0%	5.0	+ 16.3%
May-2020	5.3	+ 1.9%	5.4	+ 28.6%
Jun-2020	5.2	+ 2.0%	5.9	+ 47.5%
Jul-2020	5.1	+ 2.0%	6.6	+ 65.0%
Aug-2020	4.4	- 12.0%	7.7	+ 102.6%
Sep-2020	4.1	- 16.3%	7.8	+ 105.3%
Oct-2020	4.0	- 21.6%	7.6	+ 94.9%
Nov-2020	4.0	- 20.0%	7.2	+ 80.0%
Dec-2020	3.4	- 33.3%	6.8	+ 70.0%
<b>Jan-2021</b>	<b>2.8</b>	<b>- 47.2%</b>	<b>5.3</b>	<b>+ 32.5%</b>
12-Month Avg*	4.5	- 14.3%	6.2	+ 51.4%

\* Months Supply for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

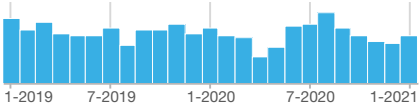
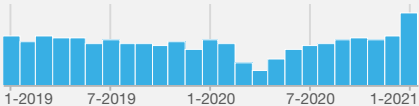
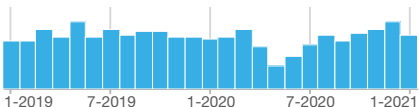
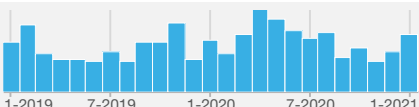


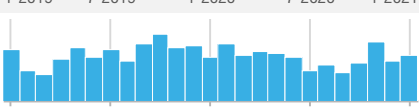
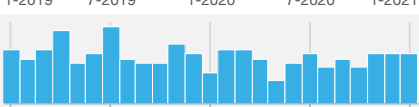
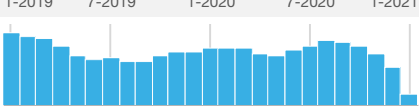
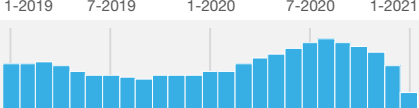
## Historical Months Supply of Inventory by Month



# All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		351	<b>313</b>	- 10.8%	351	<b>313</b>	- 10.8%
<b>Pending Sales</b>		251	<b>406</b>	+ 61.8%	251	<b>406</b>	+ 61.8%
<b>Closed Sales</b>		223	<b>237</b>	+ 6.3%	223	<b>237</b>	+ 6.3%
<b>Days on Market Until Sale</b>		146	<b>152</b>	+ 4.1%	146	<b>152</b>	+ 4.1%
<b>Median Sales Price</b>		\$699,000	<b>\$717,000</b>	+ 2.6%	\$699,000	<b>\$717,000</b>	+ 2.6%
<b>Average Sales Price</b>		\$793,030	<b>\$1,081,440</b>	+ 36.4%	\$793,030	<b>\$1,081,440</b>	+ 36.4%
<b>Percent of List Price Received</b>		97.0%	<b>97.0%</b>	0.0%	97.0%	<b>97.0%</b>	0.0%
<b>Housing Affordability Index</b>		52	<b>56</b>	+ 7.7%	52	<b>56</b>	+ 7.7%
<b>Inventory of Homes for Sale</b>		1,377	<b>1,073</b>	- 22.1%	—	—	—
<b>Months Supply of Inventory</b>		5.7	<b>4.8</b>	- 15.8%	—	—	—

# Single Family Monthly Sales Volume

## January 2021



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	January 2021			December 2020			January 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	7	\$8,803,000	\$1,075,000	11	\$10,767,605	\$950,000	6	\$5,287,000	\$951,000
Hana	1	\$1,250,000	\$1,250,000	3	\$5,592,000	\$1,428,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	3	\$5,850,000	\$1,950,000	4	\$13,074,999	\$3,400,000	3	\$5,975,000	\$2,100,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	8	\$6,443,000	\$820,000	8	\$6,125,100	\$740,000	5	\$2,875,000	\$600,000
Kapalua	2	\$5,400,000	\$2,700,000	5	\$40,895,000	\$4,450,000	1	\$2,020,000	\$2,020,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	23	\$23,660,000	\$999,000	21	\$21,800,000	\$839,000	12	\$11,765,800	\$880,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	7	\$8,036,000	\$1,095,000	2	\$1,315,000	\$657,500	3	\$2,396,000	\$876,000
Lahaina	4	\$7,706,000	\$1,733,000	4	\$5,110,000	\$847,500	6	\$9,200,000	\$1,025,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	4	\$1,867,500	\$408,750	5	\$5,645,000	\$805,000	5	\$6,342,000	\$1,033,000
Maui Meadows	2	\$2,755,000	\$1,377,500	3	\$4,790,000	\$1,600,000	1	\$1,050,000	\$1,050,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	6	\$12,694,000	\$1,175,000	8	\$7,544,000	\$927,500	3	\$3,100,000	\$1,100,000
Olowalu	1	\$8,200,000	\$8,200,000	0	--	--	0	--	--
Pukalani	4	\$3,753,000	\$836,500	8	\$8,428,000	\$845,000	6	\$4,366,500	\$770,750
Spreckelsville/Paia/Kuau	4	\$15,980,000	\$2,546,000	2	\$1,557,000	\$778,500	3	\$4,225,000	\$975,000
Wailea/Makena	6	\$28,806,500	\$4,618,750	3	\$25,650,000	\$3,800,000	2	\$3,955,000	\$1,977,500
Wailuku	12	\$8,751,355	\$730,000	18	\$15,269,438	\$747,301	25	\$17,654,524	\$731,000
Lanai	1	\$700,000	\$700,000	0	--	--	2	\$869,000	\$434,500
Molokai	6	\$1,710,000	\$262,500	2	\$1,176,000	\$588,000	2	\$965,000	\$482,500
<b>All MLS</b>	<b>101</b>	<b>\$152,365,355</b>	<b>\$980,000</b>	<b>107</b>	<b>\$174,739,142</b>	<b>\$859,000</b>	<b>85</b>	<b>\$82,045,824</b>	<b>\$777,500</b>

# Condominium Monthly Sales Volume

## January 2021



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	January 2021			December 2020			January 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	11	\$9,785,000	\$820,000	13	\$14,267,000	\$950,000	18	\$19,660,000	\$871,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$318,000	\$159,000	1	\$92,500	\$92,500	2	\$266,000	\$133,000
Kapalua	5	\$8,295,000	\$1,140,000	13	\$22,107,500	\$1,250,000	4	\$4,040,000	\$972,500
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	45	\$26,176,500	\$495,000	54	\$33,655,591	\$532,500	43	\$29,523,874	\$544,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	15	\$13,042,405	\$556,990	17	\$9,597,630	\$536,990	11	\$7,411,070	\$662,190
Maalaea	2	\$880,000	\$440,000	2	\$1,090,000	\$545,000	6	\$2,167,500	\$347,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	17	\$8,915,250	\$478,500	24	\$12,566,790	\$474,000	24	\$12,969,474	\$489,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$635,000	\$635,000	2	\$1,290,000	\$645,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	11	\$20,643,000	\$1,150,000	28	\$46,209,550	\$1,498,000	6	\$7,099,000	\$1,150,000
Wailuku	5	\$2,617,000	\$524,000	12	\$5,487,900	\$429,500	10	\$4,353,000	\$362,500
Lanai	0	--	--	0	--	--	2	\$2,558,000	\$1,279,000
Molokai	1	\$168,420	\$168,420	4	\$586,500	\$129,500	2	\$268,000	\$134,000
<b>All MLS</b>	<b>115</b>	<b>\$91,475,575</b>	<b>\$560,000</b>	<b>170</b>	<b>\$146,950,961</b>	<b>\$629,500</b>	<b>128</b>	<b>\$90,315,918</b>	<b>\$562,000</b>



# Land Monthly Sales Volume

January 2021



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	January 2021			December 2020			January 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$1,290,000	\$645,000	5	\$2,469,000	\$399,000	2	\$940,000	\$470,000
Hana	1	\$585,000	\$585,000	1	\$625,000	\$625,000	2	\$1,225,000	\$612,500
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	8	\$4,983,007	\$542,500	3	\$1,455,000	\$375,000	1	\$350,000	\$350,000
Kahakuloa	0	--	--	1	\$319,000	\$319,000	0	--	--
Kahului	0	--	--	0	--	--	1	\$225,000	\$225,000
Kapalua	1	\$850,000	\$850,000	1	\$950,000	\$950,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	1	\$240,000	\$240,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$1,400,000	\$1,400,000	6	\$3,060,000	\$410,000	2	\$1,258,850	\$629,425
Lahaina	0	--	--	0	--	--	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	3	\$2,175,000	\$675,000	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	1	\$507,275	\$507,275	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	3	\$1,445,000	\$425,000	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	2	\$6,750,000	\$3,375,000	0	--	--
Wailuku	2	\$1,085,000	\$542,500	3	\$1,557,000	\$587,000	0	--	--
Lanai	0	--	--	0	--	--	0	--	--
Molokai	2	\$315,000	\$157,500	0	--	--	1	\$245,000	\$245,000
<b>All MLS</b>	<b>21</b>	<b>\$12,460,282</b>	<b>\$535,000</b>	<b>25</b>	<b>\$19,360,000</b>	<b>\$587,000</b>	<b>10</b>	<b>\$4,483,850</b>	<b>\$365,000</b>

# Single Family Sales – Year to Date

January 2021 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-21 YTD Sales	Jan-20 YTD Sales	Unit Change	Percent Change	Jan-21 YTD Average	Jan-20 YTD Average	Dollar Change	Percent Change	Jan-21 YTD Median	Jan-20 YTD Median	Dollar Change	Percent Change	Jan-21 YTD Volume	Jan-20 YTD Volume	Dollar Change	Percent Change
Haiku	7	6	+1	+16.7%	\$1,257,571	\$881,167	+\$376,405	+42.7%	\$1,075,000	\$951,000	+\$124,000	+13.0%	\$8,803,000	\$5,287,000	+\$3,516,000	+66.5%
Hana	1	0	+1	--	\$1,250,000	--	--	--	\$1,250,000	--	--	--	\$1,250,000	\$0	+\$1,250,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	3	3	0	0.0%	\$1,950,000	\$1,991,667	-\$41,667	-2.1%	\$1,950,000	\$2,100,000	-\$150,000	-7.1%	\$5,850,000	\$5,975,000	-\$125,000	-2.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	8	5	+3	+60.0%	\$805,375	\$575,000	+\$230,375	+40.1%	\$820,000	\$600,000	+\$220,000	+36.7%	\$6,443,000	\$2,875,000	+\$3,568,000	+124.1%
Kapalua	2	1	+1	+100.0%	\$2,700,000	\$2,020,000	+\$680,000	+33.7%	\$2,700,000	\$2,020,000	+\$680,000	+33.7%	\$5,400,000	\$2,020,000	+\$3,380,000	+167.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	23	12	+11	+91.7%	\$1,028,696	\$980,483	+\$48,212	+4.9%	\$999,000	\$880,000	+\$119,000	+13.5%	\$23,660,000	\$11,765,800	+\$11,894,200	+101.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	7	3	+4	+133.3%	\$1,148,000	\$798,667	+\$349,333	+43.7%	\$1,095,000	\$876,000	+\$219,000	+25.0%	\$8,036,000	\$2,396,000	+\$5,640,000	+235.4%
Lahaina	4	6	-2	-33.3%	\$1,926,500	\$1,533,333	+\$393,167	+25.6%	\$1,733,000	\$1,025,000	+\$708,000	+69.1%	\$7,706,000	\$9,200,000	-\$1,494,000	-16.2%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	4	5	-1	-20.0%	\$466,875	\$1,268,400	-\$801,525	-63.2%	\$408,750	\$1,033,000	-\$624,250	-60.4%	\$1,867,500	\$6,342,000	-\$4,474,500	-70.6%
Maui Meadows	2	1	+1	+100.0%	\$1,377,500	\$1,050,000	+\$327,500	+31.2%	\$1,377,500	\$1,050,000	+\$327,500	+31.2%	\$2,755,000	\$1,050,000	+\$1,705,000	+162.4%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	6	3	+3	+100.0%	\$2,115,667	\$1,033,333	+\$1,082,333	+104.7%	\$1,175,000	\$1,100,000	+\$75,000	+6.8%	\$12,694,000	\$3,100,000	+\$9,594,000	+309.5%
Olowalu	1	0	+1	--	\$8,200,000	--	--	--	\$8,200,000	--	--	--	\$8,200,000	\$0	+\$8,200,000	--
Pukalani	4	6	-2	-33.3%	\$938,250	\$727,750	+\$210,500	+28.9%	\$836,500	\$770,750	+\$65,750	+8.5%	\$3,753,000	\$4,366,500	-\$613,500	-14.1%
Spreckelsville/Paia/Kuau	4	3	+1	+33.3%	\$3,995,000	\$1,408,333	+\$2,586,667	+183.7%	\$2,546,000	\$975,000	+\$1,571,000	+161.1%	\$15,980,000	\$4,225,000	+\$11,755,000	+278.2%
Wailea/Makena	6	2	+4	+200.0%	\$4,801,083	\$1,977,500	+\$2,823,583	+142.8%	\$4,618,750	\$1,977,500	+\$2,641,250	+133.6%	\$28,806,500	\$3,955,000	+\$24,851,500	+628.4%
Wailuku	12	25	-13	-52.0%	\$729,280	\$706,181	+\$23,099	+3.3%	\$730,000	\$731,000	-\$1,000	-0.1%	\$8,751,355	\$17,654,524	-\$8,903,169	-50.4%
Lanai	1	2	-1	-50.0%	\$700,000	\$434,500	+\$265,500	+61.1%	\$700,000	\$434,500	+\$265,500	+61.1%	\$700,000	\$869,000	-\$169,000	-19.4%
Molokai	6	2	+4	+200.0%	\$285,000	\$482,500	-\$197,500	-40.9%	\$262,500	\$482,500	-\$220,000	-45.6%	\$1,710,000	\$965,000	+\$745,000	+77.2%
<b>All MLS</b>	<b>101</b>	<b>85</b>	<b>+16</b>	<b>+18.8%</b>	<b>\$1,508,568</b>	<b>\$965,245</b>	<b>+\$543,323</b>	<b>+56.3%</b>	<b>\$980,000</b>	<b>\$777,500</b>	<b>+\$202,500</b>	<b>+26.0%</b>	<b>\$152,365,355</b>	<b>\$82,045,824</b>	<b>+\$70,319,531</b>	<b>+85.7%</b>

# Total Condominium Sales – Year to Date

January 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-21 YTD Sales	Jan-20 YTD Sales	Unit Change	Percent Change	Jan-21 YTD Average	Jan-20 YTD Average	Dollar Change	Percent Change	Jan-21 YTD Median	Jan-20 YTD Median	Dollar Change	Percent Change	Jan-21 YTD Volume	Jan-20 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	11	18	-7	-38.9%	\$889,545	\$1,092,222	-\$202,677	-18.6%	\$820,000	\$871,000	-\$51,000	-5.9%	\$9,785,000	\$19,660,000	-\$9,875,000	-50.2%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	2	2	0	0.0%	\$159,000	\$133,000	+\$26,000	+19.5%	\$159,000	\$133,000	+\$26,000	+19.5%	\$318,000	\$266,000	+\$52,000	+19.5%
Kapalua	5	4	+1	+25.0%	\$1,659,000	\$1,010,000	+\$649,000	+64.3%	\$1,140,000	\$972,500	+\$167,500	+17.2%	\$8,295,000	\$4,040,000	+\$4,255,000	+105.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	45	43	+2	+4.7%	\$581,700	\$686,602	-\$104,902	-15.3%	\$495,000	\$544,000	-\$49,000	-9.0%	\$26,176,500	\$29,523,874	-\$3,347,374	-11.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	15	11	+4	+36.4%	\$869,494	\$673,734	+\$195,760	+29.1%	\$556,990	\$662,190	-\$105,200	-15.9%	\$13,042,405	\$7,411,070	+\$5,631,335	+76.0%
Maalaea	2	6	-4	-66.7%	\$440,000	\$361,250	+\$78,750	+21.8%	\$440,000	\$347,500	+\$92,500	+26.6%	\$880,000	\$2,167,500	-\$1,287,500	-59.4%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	17	24	-7	-29.2%	\$524,426	\$540,395	-\$15,968	-3.0%	\$478,500	\$489,500	-\$11,000	-2.2%	\$8,915,250	\$12,969,474	-\$4,054,224	-31.3%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	0	+1	--	\$635,000	--	--	--	\$635,000	--	--	--	\$635,000	\$0	+\$635,000	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	11	6	+5	+83.3%	\$1,876,636	\$1,183,167	+\$693,470	+58.6%	\$1,150,000	\$1,150,000	\$0	0.0%	\$20,643,000	\$7,099,000	+\$13,544,000	+190.8%
Wailuku	5	10	-5	-50.0%	\$523,400	\$435,300	+\$88,100	+20.2%	\$524,000	\$362,500	+\$161,500	+44.6%	\$2,617,000	\$4,353,000	-\$1,736,000	-39.9%
Lanai	0	2	-2	-100.0%	--	\$1,279,000	--	--	--	\$1,279,000	--	--	\$0	\$2,558,000	-\$2,558,000	-100.0%
Molokai	1	2	-1	-50.0%	\$168,420	\$134,000	+\$34,420	+25.7%	\$168,420	\$134,000	+\$34,420	+25.7%	\$168,420	\$268,000	-\$99,580	-37.2%
<b>All MLS</b>	<b>115</b>	<b>128</b>	<b>-13</b>	<b>-10.2%</b>	<b>\$795,440</b>	<b>\$705,593</b>	<b>+\$89,847</b>	<b>+12.7%</b>	<b>\$560,000</b>	<b>\$562,000</b>	<b>-\$2,000</b>	<b>-0.4%</b>	<b>\$91,475,575</b>	<b>\$90,315,918</b>	<b>+\$1,159,657</b>	<b>+1.3%</b>

# Fee Simple Condominium Sales – Year to Date

January 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-21 YTD Sales	Jan-20 YTD Sales	Unit Change	Percent Change	Jan-21 YTD Average	Jan-20 YTD Average	Dollar Change	Percent Change	Jan-21 YTD Median	Jan-20 YTD Median	Dollar Change	Percent Change	Jan-21 YTD Volume	Jan-20 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	9	15	-6	-40.0%	\$940,778	\$1,228,400	-\$287,622	-23.4%	\$820,000	\$950,000	-\$130,000	-13.7%	\$8,467,000	\$18,426,000	-\$9,959,000	-54.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	2	2	0	0.0%	\$159,000	\$133,000	+\$26,000	+19.5%	\$159,000	\$133,000	+\$26,000	+19.5%	\$318,000	\$266,000	+\$52,000	+19.5%
Kapalua	5	4	+1	+25.0%	\$1,659,000	\$1,010,000	+\$649,000	+64.3%	\$1,140,000	\$972,500	+\$167,500	+17.2%	\$8,295,000	\$4,040,000	+\$4,255,000	+105.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	45	42	+3	+7.1%	\$581,700	\$696,521	-\$114,821	-16.5%	\$495,000	\$547,000	-\$52,000	-9.5%	\$26,176,500	\$29,253,874	-\$3,077,374	-10.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	15	11	+4	+36.4%	\$869,494	\$673,734	+\$195,760	+29.1%	\$556,990	\$662,190	-\$105,200	-15.9%	\$13,042,405	\$7,411,070	+\$5,631,335	+76.0%
Maalaea	2	3	-1	-33.3%	\$440,000	\$386,667	+\$53,333	+13.8%	\$440,000	\$365,000	+\$75,000	+20.5%	\$880,000	\$1,160,000	-\$280,000	-24.1%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	15	18	-3	-16.7%	\$578,550	\$539,915	+\$38,635	+7.2%	\$490,000	\$527,500	-\$37,500	-7.1%	\$8,678,250	\$9,718,474	-\$1,040,224	-10.7%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	0	+1	--	\$635,000	--	--	--	\$635,000	--	--	--	\$635,000	\$0	+\$635,000	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	11	6	+5	+83.3%	\$1,876,636	\$1,183,167	+\$693,470	+58.6%	\$1,150,000	\$1,150,000	\$0	0.0%	\$20,643,000	\$7,099,000	+\$13,544,000	+190.8%
Wailuku	5	10	-5	-50.0%	\$523,400	\$435,300	+\$88,100	+20.2%	\$524,000	\$362,500	+\$161,500	+44.6%	\$2,617,000	\$4,353,000	-\$1,736,000	-39.9%
Lanai	0	2	-2	-100.0%	--	\$1,279,000	--	--	--	\$1,279,000	--	--	\$0	\$2,558,000	-\$2,558,000	-100.0%
Molokai	1	2	-1	-50.0%	\$168,420	\$134,000	+\$34,420	+25.7%	\$168,420	\$134,000	+\$34,420	+25.7%	\$168,420	\$268,000	-\$99,580	-37.2%
<b>All MLS</b>	<b>111</b>	<b>115</b>	<b>-4</b>	<b>-3.5%</b>	<b>\$810,095</b>	<b>\$735,247</b>	<b>+\$74,848</b>	<b>+10.2%</b>	<b>\$561,000</b>	<b>\$595,000</b>	<b>-\$34,000</b>	<b>-5.7%</b>	<b>\$89,920,575</b>	<b>\$84,553,418</b>	<b>+\$5,367,157</b>	<b>+6.3%</b>

# Leasehold Condominium Sales – Year to Date

January 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-21 YTD Sales	Jan-20 YTD Sales	Unit Change	Percent Change	Jan-21 YTD Average	Jan-20 YTD Average	Dollar Change	Percent Change	Jan-21 YTD Median	Jan-20 YTD Median	Dollar Change	Percent Change	Jan-21 YTD Volume	Jan-20 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	2	3	-1	-33.3%	\$659,000	\$411,333	+\$247,667	+60.2%	\$659,000	\$320,000	+\$339,000	+105.9%	\$1,318,000	\$1,234,000	+\$84,000	+6.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	0	1	-1	-100.0%	--	\$270,000	--	--	--	\$270,000	--	--	\$0	\$270,000	-\$270,000	-100.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maalaea	0	3	-3	-100.0%	--	\$335,833	--	--	--	\$328,000	--	--	\$0	\$1,007,500	-\$1,007,500	-100.0%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	2	6	-4	-66.7%	\$118,500	\$541,833	-\$423,333	-78.1%	\$118,500	\$150,500	-\$32,000	-21.3%	\$237,000	\$3,251,000	-\$3,014,000	-92.7%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
All MLS	4	13	-9	-69.2%	\$388,750	\$443,269	-\$54,519	-12.3%	\$279,000	\$319,000	-\$40,000	-12.5%	\$1,555,000	\$5,762,500	-\$4,207,500	-73.0%

# Land Sales – Year to Date

January 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-21 YTD Sales	Jan-20 YTD Sales	Unit Change	Percent Change	Jan-21 YTD Average	Jan-20 YTD Average	Dollar Change	Percent Change	Jan-21 YTD Median	Jan-20 YTD Median	Dollar Change	Percent Change	Jan-21 YTD Volume	Jan-20 YTD Volume	Dollar Change	Percent Change
Haiku	2	2	0	0.0%	\$645,000	\$470,000	+\$175,000	+37.2%	\$645,000	\$470,000	+\$175,000	+37.2%	\$1,290,000	\$940,000	+\$350,000	+37.2%
Hana	1	2	-1	-50.0%	\$585,000	\$612,500	-\$27,500	-4.5%	\$585,000	\$612,500	-\$27,500	-4.5%	\$585,000	\$1,225,000	-\$640,000	-52.2%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	8	1	+7	+700.0%	\$622,876	\$350,000	+\$272,876	+78.0%	\$542,500	\$350,000	+\$192,500	+55.0%	\$4,983,007	\$350,000	+\$4,633,007	+1,323.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	1	-1	-100.0%	--	\$225,000	--	--	--	\$225,000	--	--	\$0	\$225,000	-\$225,000	-100.0%
Kapalua	1	0	+1	--	\$850,000	--	--	--	\$850,000	--	--	--	\$850,000	\$0	+\$850,000	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	0	1	-1	-100.0%	--	\$240,000	--	--	--	\$240,000	--	--	\$0	\$240,000	-\$240,000	-100.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	2	-1	-50.0%	\$1,400,000	\$629,425	+\$770,575	+122.4%	\$1,400,000	\$629,425	+\$770,575	+122.4%	\$1,400,000	\$1,258,850	+\$141,150	+11.2%
Lahaina	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	1	0	+1	--	\$507,275	--	--	--	\$507,275	--	--	--	\$507,275	\$0	+\$507,275	--
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	3	0	+3	--	\$481,667	--	--	--	\$425,000	--	--	--	\$1,445,000	\$0	+\$1,445,000	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	2	0	+2	--	\$542,500	--	--	--	\$542,500	--	--	--	\$1,085,000	\$0	+\$1,085,000	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	2	1	+1	+100.0%	\$157,500	\$245,000	-\$87,500	-35.7%	\$157,500	\$245,000	-\$87,500	-35.7%	\$315,000	\$245,000	+\$70,000	+28.6%
<b>All MLS</b>	<b>21</b>	<b>10</b>	<b>+11</b>	<b>+110.0%</b>	<b>\$593,347</b>	<b>\$448,385</b>	<b>+\$144,962</b>	<b>+32.3%</b>	<b>\$535,000</b>	<b>\$365,000</b>	<b>+\$170,000</b>	<b>+46.6%</b>	<b>\$12,460,282</b>	<b>\$4,483,850</b>	<b>+\$7,976,432</b>	<b>+177.9%</b>