

Monthly Indicators



March 2020

As COVID-19's impact spread across the country in March, the stock market declines started in February accelerated downward before recovering a bit in the last week of the month. With volatility across all the financial markets, lenders began tightening underwriting standards and some buyers found they no longer were approved for a loan. Massive layoffs also shook the economy with 3.28 million initial jobless claims filed in a single week—the highest in history more than four times over.

New Listings decreased 43.0 percent for Single Family homes but increased 8.8 percent for Condominium homes. Pending Sales decreased 42.0 percent for Single Family homes and 56.8 percent for Condominium homes. Inventory decreased 20.4 percent for Single Family homes and 7.6 percent for Condominium homes.

Median Sales Price increased 17.9 percent to \$840,000 for Single Family homes and 9.1 percent to \$555,000 for Condominium homes. Days on Market decreased 11.6 percent for Single Family homes but increased 28.0 percent for Condominium homes. Months Supply of Inventory decreased 21.7 percent for Single Family homes and 2.3 percent for Condominium homes.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

Quick Facts

- 1.5%

Change in Number of
Closed Sales
All Properties

+ 8.3%

Change in Number of
Median Sales Price
All Properties

- 12.2%

Change in Number of
Homes for Sale
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	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		165	94	- 43.0%	453	356	- 21.4%
Pending Sales		112	65	- 42.0%	313	267	- 14.7%
Closed Sales		96	89	- 7.3%	238	257	+ 8.0%
Days on Market until Sale		147	130	- 11.6%	152	140	- 7.9%
Median Sales Price		\$712,718	\$840,000	+ 17.9%	\$735,000	\$776,075	+ 5.6%
Average Sales Price		\$930,529	\$1,214,940	+ 30.6%	\$1,001,880	\$1,055,615	+ 5.4%
Percent of List Price Received		95.9%	96.8%	+ 0.9%	95.8%	97.3%	+ 1.6%
Housing Affordability Index		48	43	- 10.4%	47	47	0.0%
Inventory of Homes for Sale		543	432	- 20.4%	—	—	—
Months Supply of Inventory		6.0	4.7	- 21.7%	—	—	—

Condominium Market Overview

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



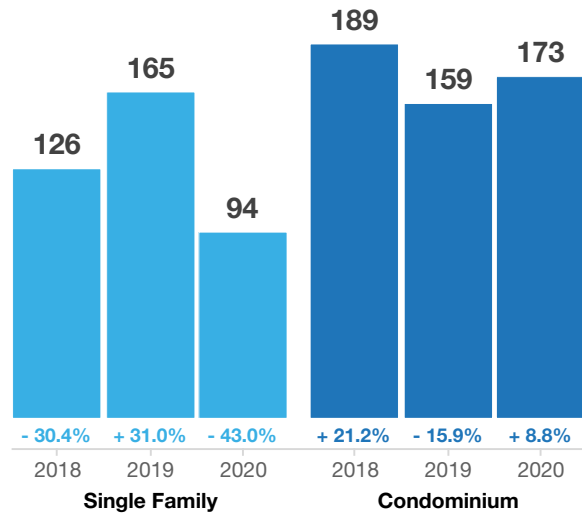
Key Metrics	Historical Sparkbars	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		159	173	+ 8.8%	523	499	- 4.6%
Pending Sales		148	64	- 56.8%	433	344	- 20.6%
Closed Sales		154	159	+ 3.2%	405	420	+ 3.7%
Days on Market until Sale		118	151	+ 28.0%	136	138	+ 1.5%
Median Sales Price		\$508,500	\$555,000	+ 9.1%	\$525,000	\$555,000	+ 5.7%
Average Sales Price		\$733,569	\$786,416	+ 7.2%	\$693,952	\$722,852	+ 4.2%
Percent of List Price Received		96.7%	97.6%	+ 0.9%	97.3%	97.5%	+ 0.2%
Housing Affordability Index		68	65	- 4.4%	65	65	0.0%
Inventory of Homes for Sale		564	521	- 7.6%	—	—	—
Months Supply of Inventory		4.3	4.2	- 2.3%	—	—	—

New Listings

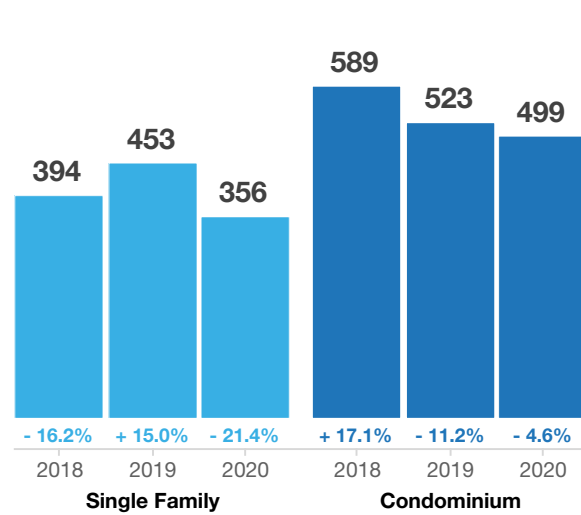
A count of the properties that have been newly listed on the market in a given month.



March

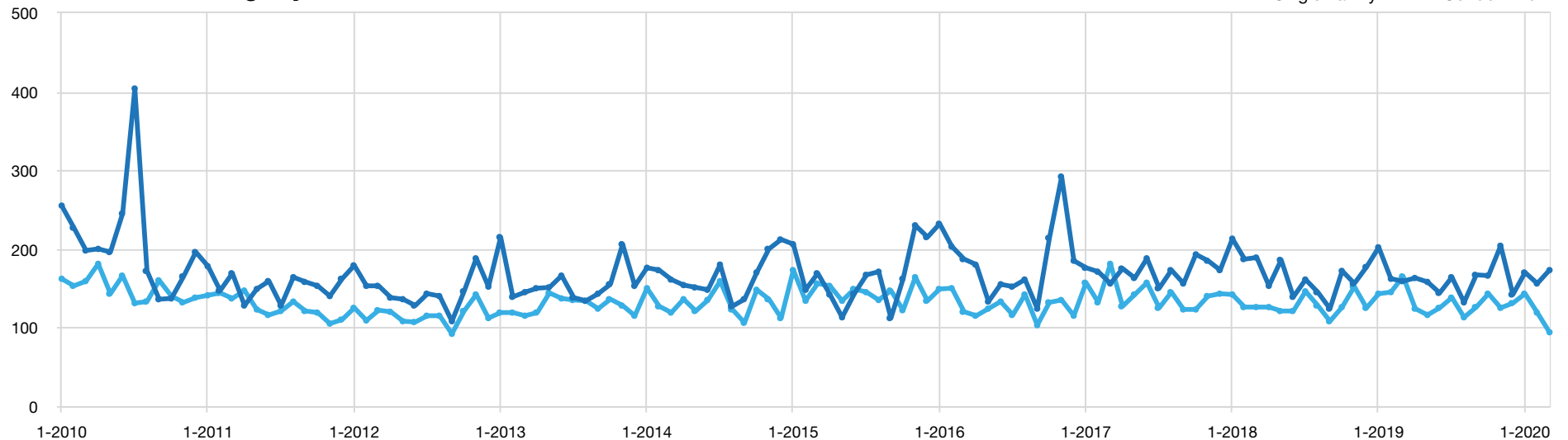


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2019	124	- 1.6%	163	+ 6.5%
May-2019	116	- 4.1%	158	- 15.1%
Jun-2019	125	+ 3.3%	144	+ 3.6%
Jul-2019	138	- 5.5%	164	+ 1.9%
Aug-2019	113	- 11.7%	132	- 9.0%
Sep-2019	126	+ 16.7%	167	+ 34.7%
Oct-2019	143	+ 13.5%	166	- 3.5%
Nov-2019	125	- 17.8%	204	+ 30.8%
Dec-2019	131	+ 4.8%	142	- 19.8%
Jan-2020	143	0.0%	170	- 15.8%
Feb-2020	119	- 17.9%	156	- 3.7%
Mar-2020	94	- 43.0%	173	+ 8.8%
12-Month Avg	125	- 6.7%	162	+ 0.6%

Historical New Listings by Month

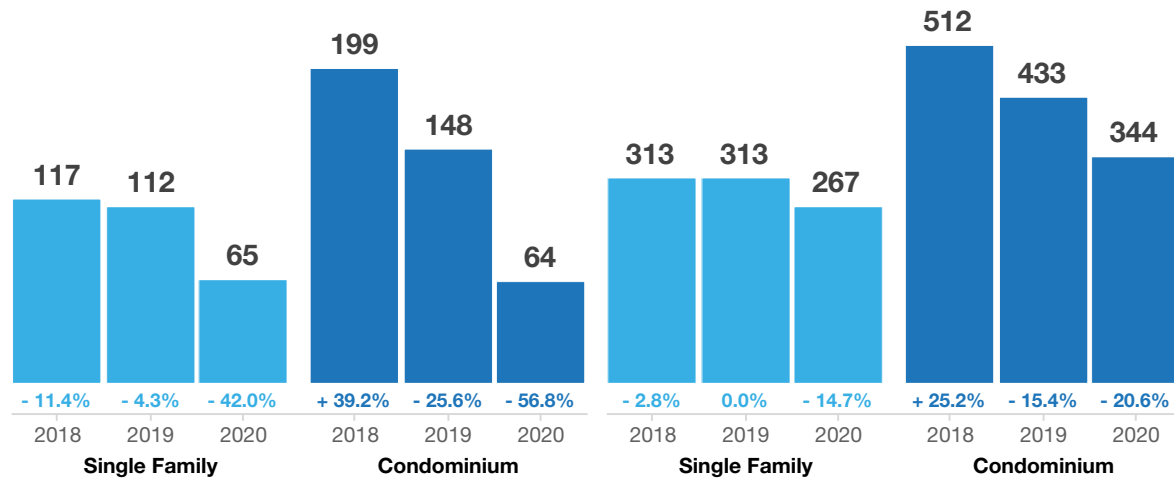


Pending Sales

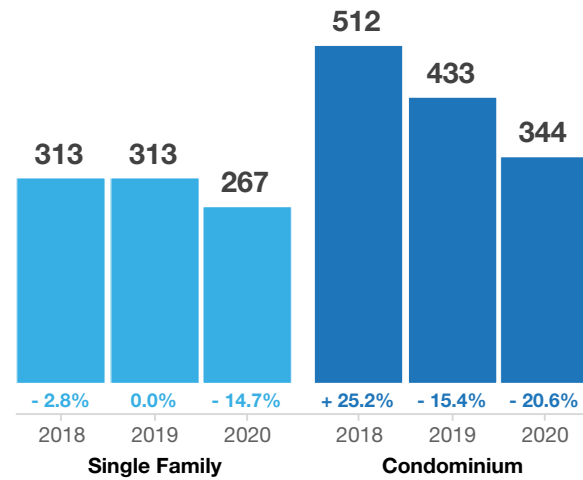
A count of the properties on which offers have been accepted in a given month.



March

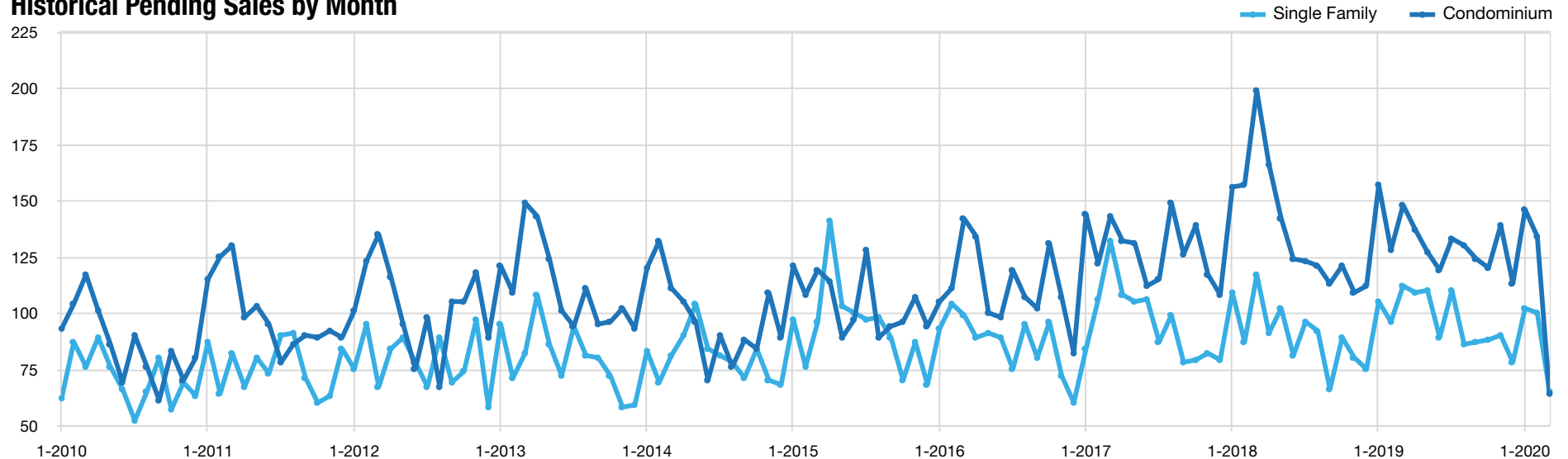


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2019	109	+ 19.8%	137	- 17.5%
May-2019	110	+ 7.8%	127	- 10.6%
Jun-2019	89	+ 9.9%	119	- 4.0%
Jul-2019	110	+ 14.6%	133	+ 8.1%
Aug-2019	86	- 6.5%	130	+ 7.4%
Sep-2019	87	+ 31.8%	124	+ 9.7%
Oct-2019	88	- 1.1%	120	- 0.8%
Nov-2019	90	+ 12.5%	139	+ 27.5%
Dec-2019	78	+ 4.0%	113	+ 0.9%
Jan-2020	102	- 2.9%	146	- 7.0%
Feb-2020	100	+ 4.2%	134	+ 4.7%
Mar-2020	65	- 42.0%	64	- 56.8%
12-Month Avg	93	+ 3.3%	124	- 4.6%

Historical Pending Sales by Month

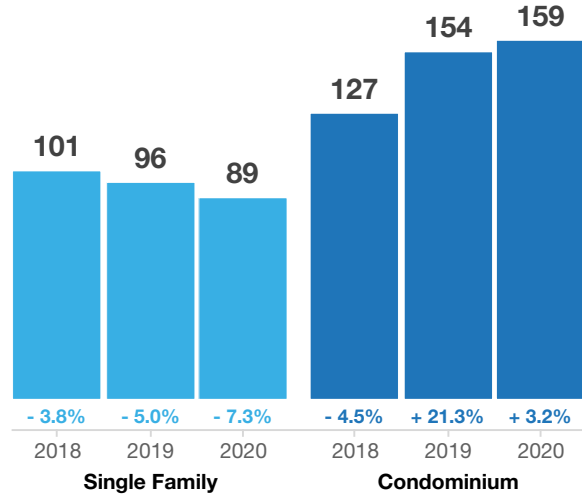


Closed Sales

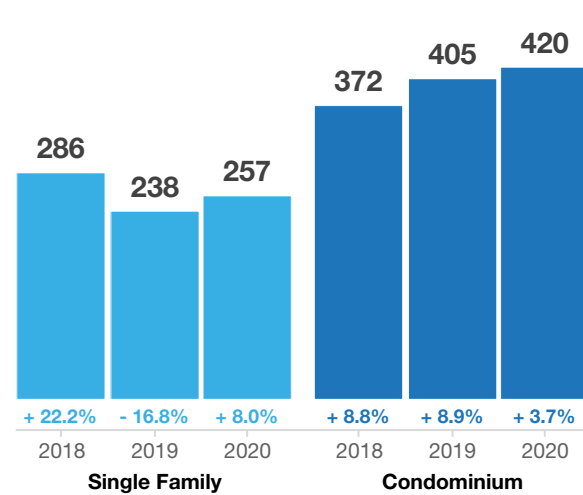
A count of the actual sales that closed in a given month.



March

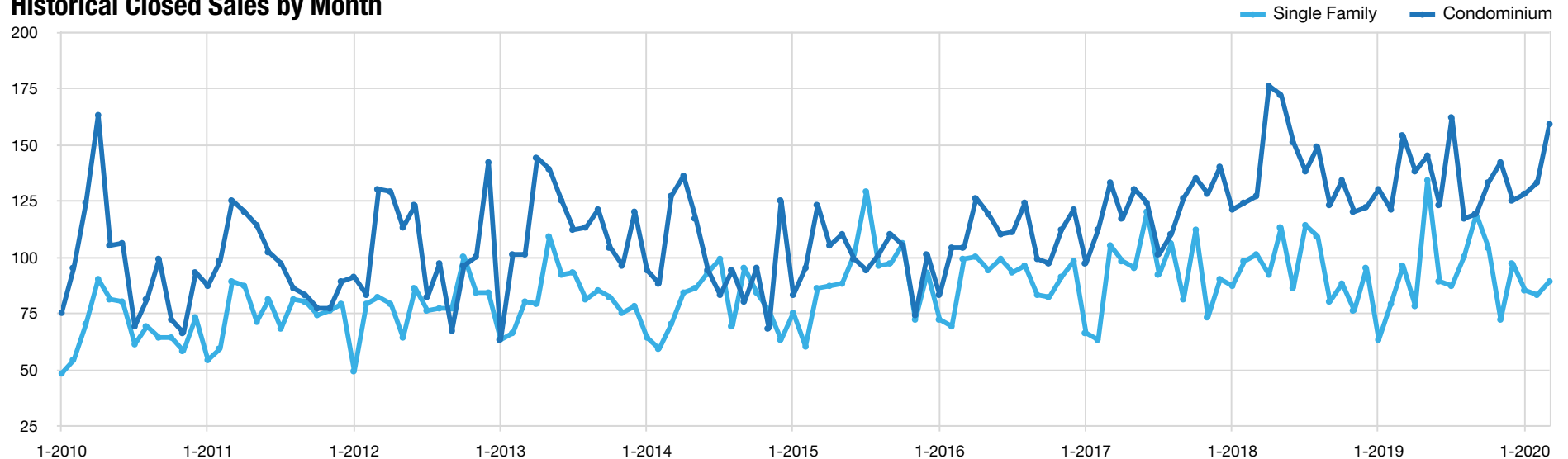


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2019	78	- 15.2%	138	- 21.6%
May-2019	134	+ 18.6%	145	- 15.7%
Jun-2019	89	+ 3.5%	123	- 18.5%
Jul-2019	87	- 23.7%	162	+ 17.4%
Aug-2019	100	- 8.3%	117	- 21.5%
Sep-2019	119	+ 48.8%	119	- 3.3%
Oct-2019	104	+ 18.2%	133	- 0.7%
Nov-2019	72	- 5.3%	142	+ 18.3%
Dec-2019	97	+ 2.1%	125	+ 2.5%
Jan-2020	85	+ 34.9%	128	- 1.5%
Feb-2020	83	+ 5.1%	133	+ 9.9%
Mar-2020	89	- 7.3%	159	+ 3.2%
12-Month Avg	95	+ 4.4%	135	- 4.3%

Historical Closed Sales by Month

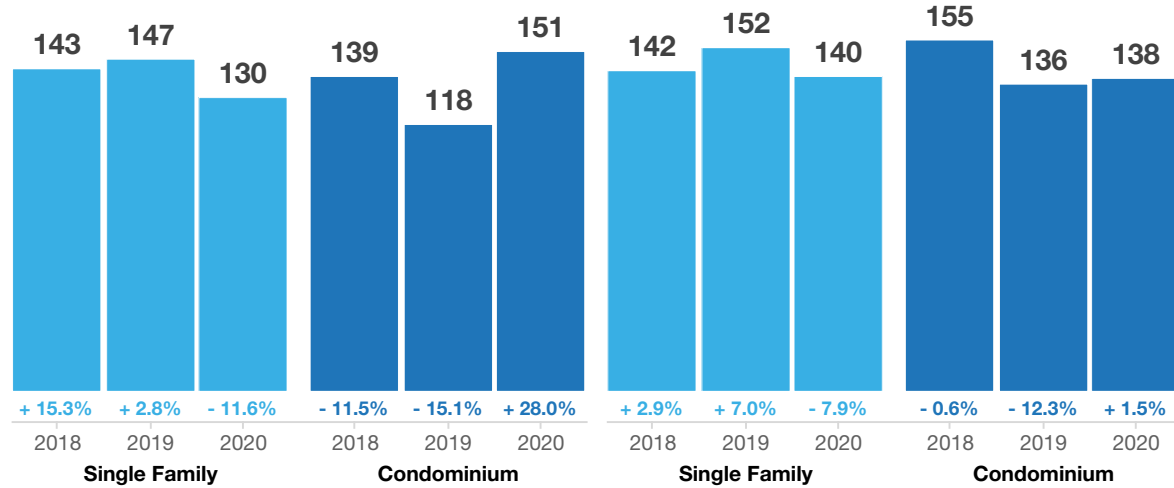


Days on Market until Sale

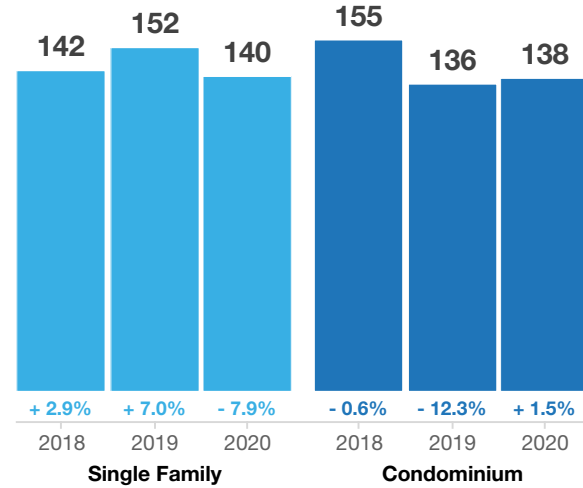
Average number of days between when a property is listed and when it closed in a given month.



March



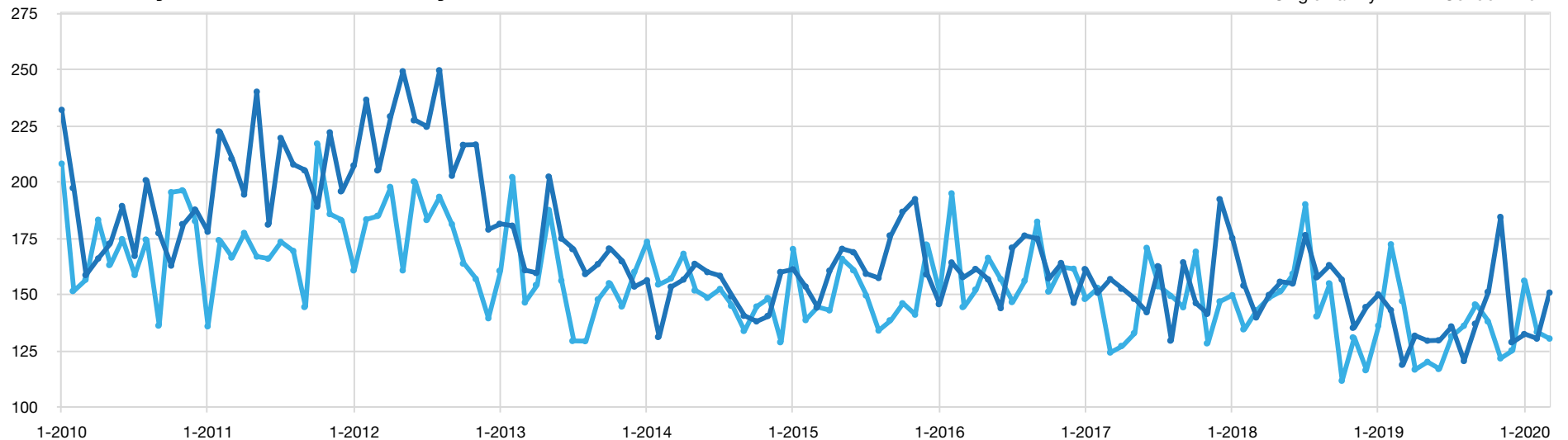
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2019	116	- 21.6%	131	- 12.1%
May-2019	120	- 20.5%	129	- 16.8%
Jun-2019	117	- 26.4%	129	- 16.8%
Jul-2019	131	- 31.1%	135	- 23.3%
Aug-2019	136	- 2.9%	120	- 23.6%
Sep-2019	145	- 6.5%	137	- 16.0%
Oct-2019	138	+ 24.3%	151	- 3.2%
Nov-2019	121	- 7.6%	184	+ 36.3%
Dec-2019	125	+ 7.8%	128	- 11.1%
Jan-2020	156	+ 14.7%	132	- 12.0%
Feb-2020	133	- 22.7%	130	- 9.1%
Mar-2020	130	- 11.6%	151	+ 28.0%
12-Month Avg*	131	- 11.2%	139	- 7.5%

* Days on Market for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Historical Days on Market until Sale by Month

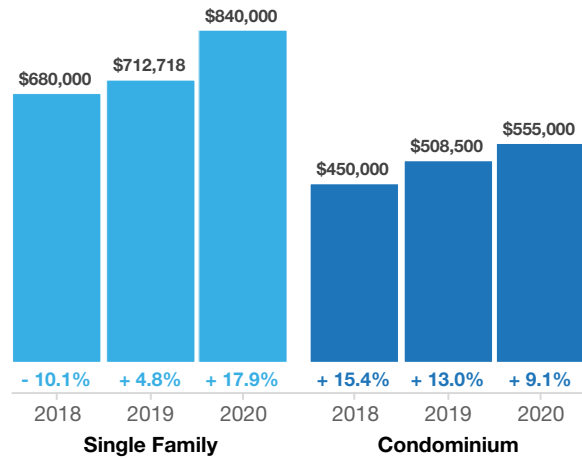


Median Sales Price

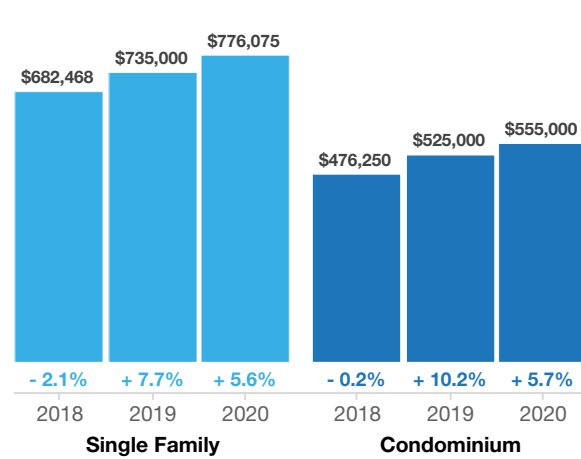
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



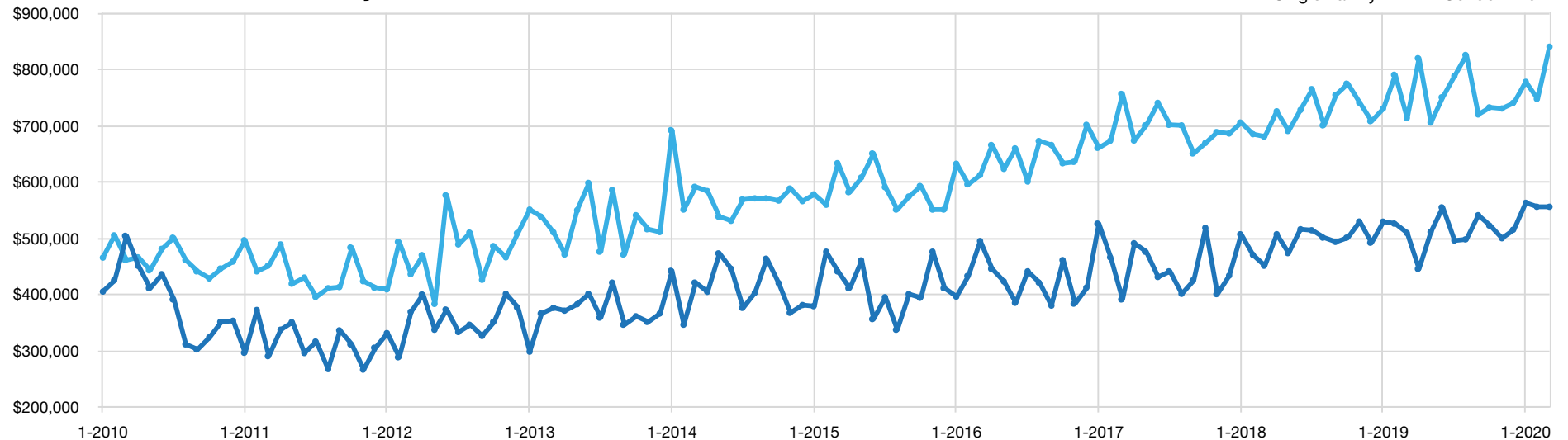
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2019	\$819,500	+ 13.0%	\$444,444	- 12.2%
May-2019	\$705,000	+ 2.2%	\$510,000	+ 7.9%
Jun-2019	\$750,000	+ 3.1%	\$554,000	+ 7.6%
Jul-2019	\$788,000	+ 3.1%	\$494,875	- 3.6%
Aug-2019	\$825,250	+ 17.9%	\$496,950	- 0.6%
Sep-2019	\$719,435	- 4.6%	\$540,000	+ 9.6%
Oct-2019	\$732,000	- 5.5%	\$521,600	+ 4.3%
Nov-2019	\$729,998	- 1.4%	\$499,000	- 5.6%
Dec-2019	\$740,000	+ 4.6%	\$514,120	+ 4.7%
Jan-2020	\$777,500	+ 6.5%	\$562,000	+ 6.3%
Feb-2020	\$747,150	- 5.4%	\$555,000	+ 5.7%
Mar-2020	\$840,000	+ 17.9%	\$555,000	+ 9.1%
12-Month Avg*	\$750,000	+ 3.0%	\$522,200	+ 2.4%

* Median Sales Price for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

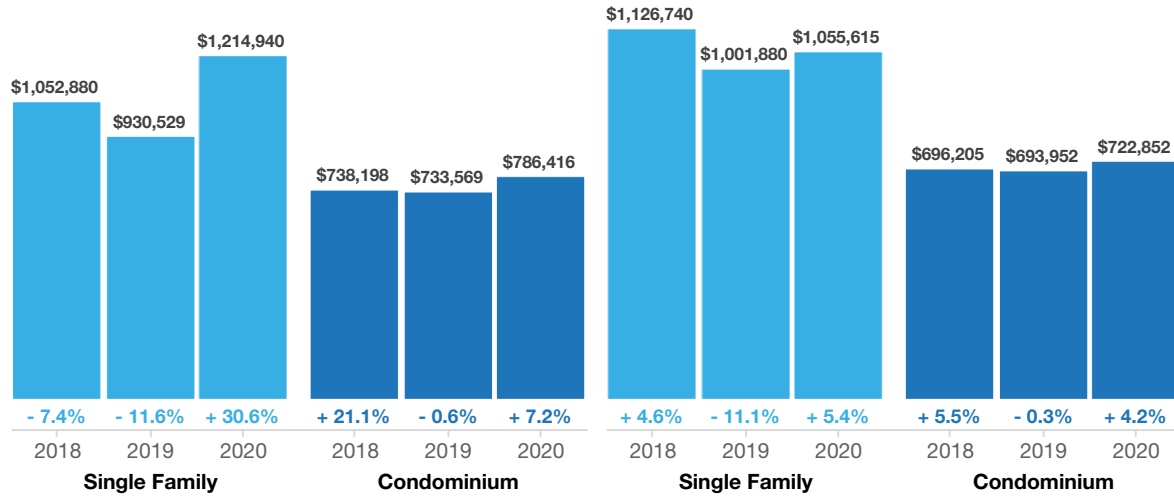


Average Sales Price

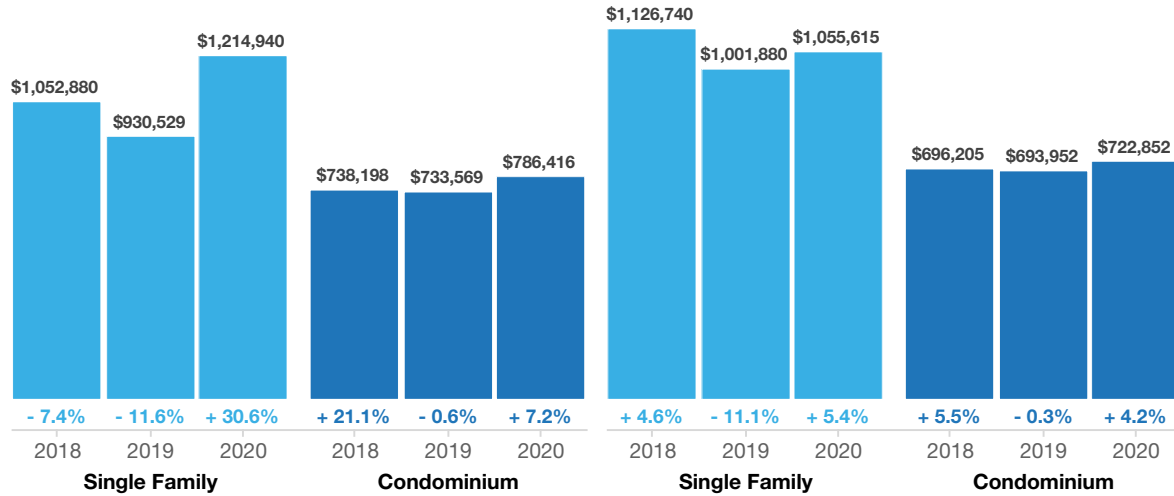
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



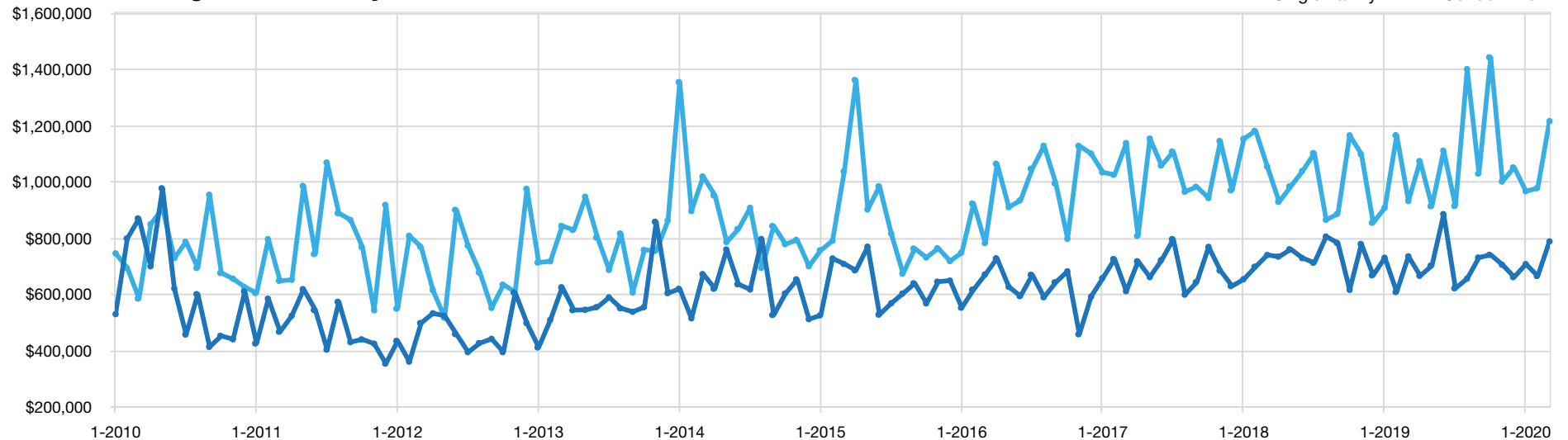
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2019	\$1,072,701	+ 15.7%	\$664,299	- 9.3%
May-2019	\$911,981	- 7.2%	\$700,225	- 7.7%
Jun-2019	\$1,109,775	+ 7.0%	\$883,808	+ 21.6%
Jul-2019	\$912,835	- 17.1%	\$619,588	- 12.8%
Aug-2019	\$1,400,132	+ 62.1%	\$654,070	- 18.6%
Sep-2019	\$1,028,130	+ 16.3%	\$729,236	- 6.6%
Oct-2019	\$1,442,323	+ 23.9%	\$738,852	+ 20.3%
Nov-2019	\$1,000,043	- 8.9%	\$703,717	- 9.5%
Dec-2019	\$1,050,277	+ 23.1%	\$659,594	- 1.0%
Jan-2020	\$965,245	+ 6.5%	\$705,593	- 3.2%
Feb-2020	\$976,365	- 16.2%	\$663,474	+ 9.4%
Mar-2020	\$1,214,940	+ 30.6%	\$786,416	+ 7.2%
12-Month Avg*	\$1,092,027	+ 10.2%	\$708,027	- 2.0%

* Avg. Sales Price for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month



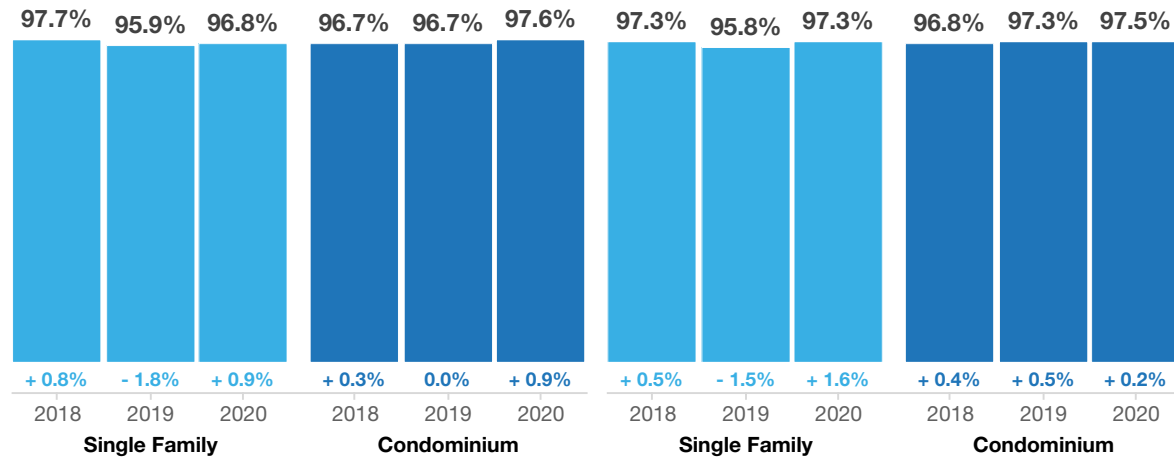
Percent of List Price Received

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.



March

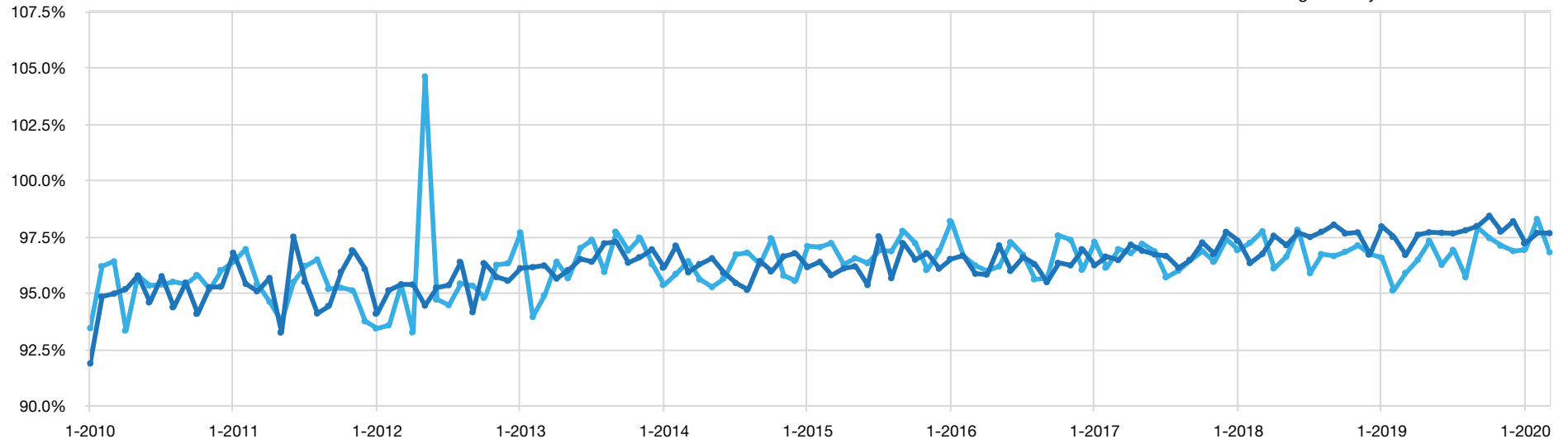
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2019	96.5%	+ 0.4%	97.6%	+ 0.1%
May-2019	97.3%	+ 0.7%	97.7%	+ 0.6%
Jun-2019	96.2%	- 1.6%	97.7%	0.0%
Jul-2019	96.9%	+ 1.0%	97.6%	+ 0.1%
Aug-2019	95.7%	- 1.0%	97.8%	+ 0.1%
Sep-2019	97.9%	+ 1.3%	98.0%	0.0%
Oct-2019	97.4%	+ 0.6%	98.4%	+ 0.8%
Nov-2019	97.1%	0.0%	97.7%	0.0%
Dec-2019	96.8%	+ 0.1%	98.2%	+ 1.6%
Jan-2020	96.9%	+ 0.3%	97.2%	- 0.7%
Feb-2020	98.3%	+ 3.4%	97.7%	+ 0.2%
Mar-2020	96.8%	+ 0.9%	97.6%	+ 0.9%
12-Month Avg*	97.0%	+ 0.6%	97.7%	+ 0.3%

* Pct. of List Price Received for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

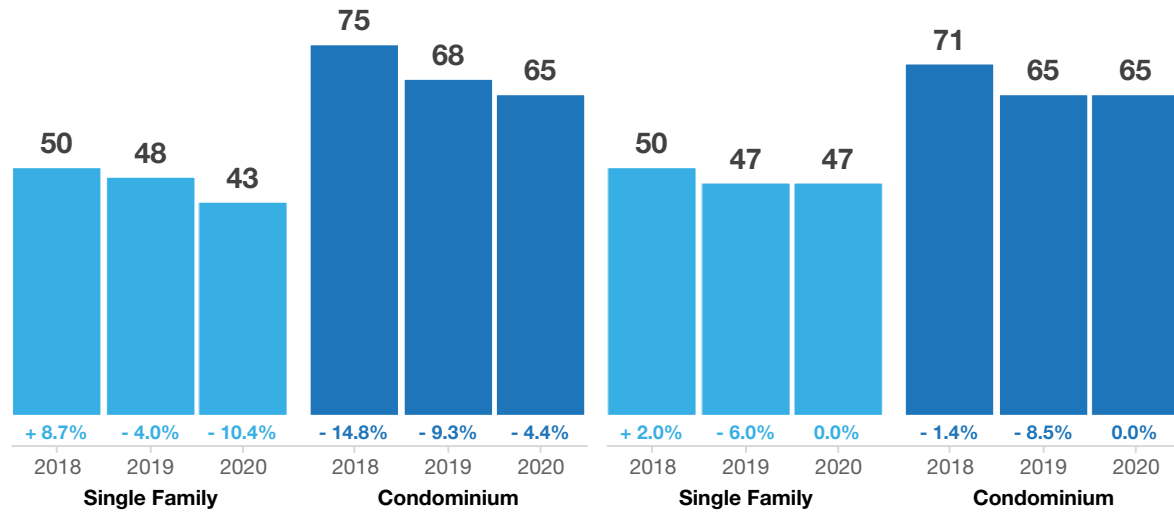


Housing Affordability Index

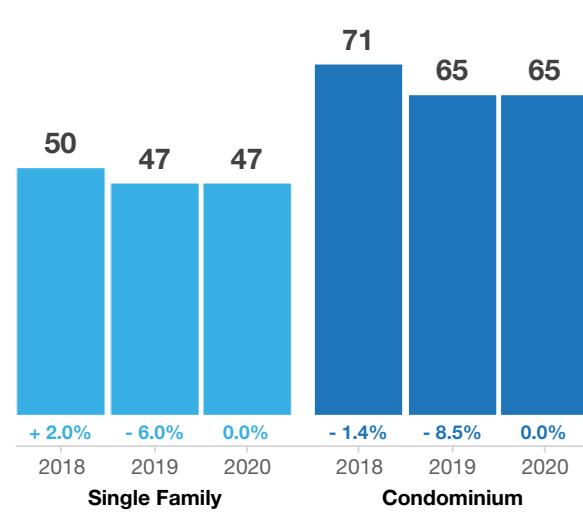
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affo



March

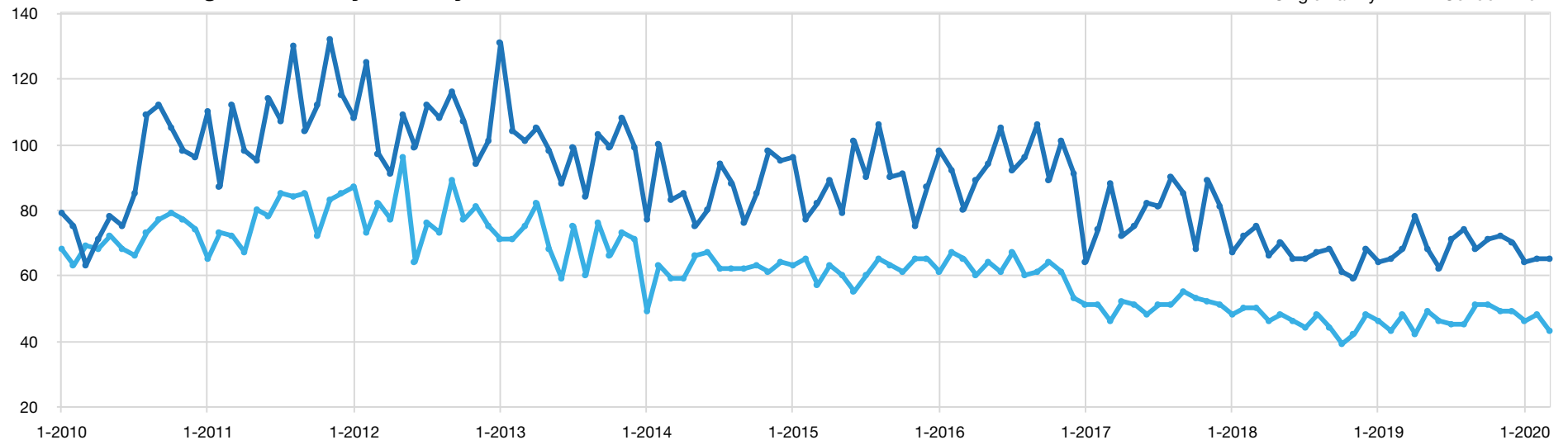


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2019	42	- 8.7%	78	+ 18.2%
May-2019	49	+ 2.1%	68	- 2.9%
Jun-2019	46	0.0%	62	- 4.6%
Jul-2019	45	+ 2.3%	71	+ 9.2%
Aug-2019	45	- 6.3%	74	+ 10.4%
Sep-2019	51	+ 15.9%	68	0.0%
Oct-2019	51	+ 30.8%	71	+ 16.4%
Nov-2019	49	+ 16.7%	72	+ 22.0%
Dec-2019	49	+ 2.1%	70	+ 2.9%
Jan-2020	46	0.0%	64	0.0%
Feb-2020	48	+ 11.6%	65	0.0%
Mar-2020	43	- 10.4%	65	- 4.4%
12-Month Avg	47	+ 4.4%	69	+ 4.5%

Historical Housing Affordability Index by Month

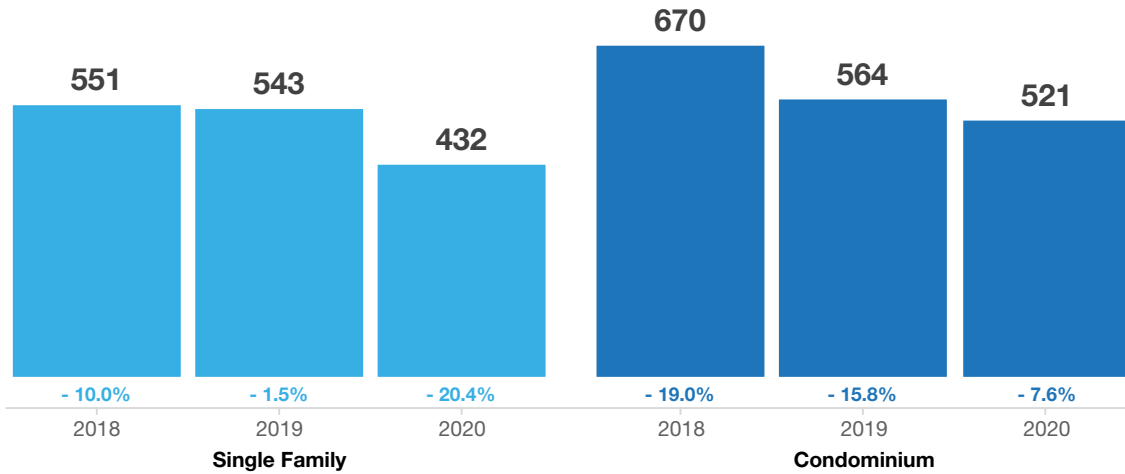


Inventory of Homes for Sale

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

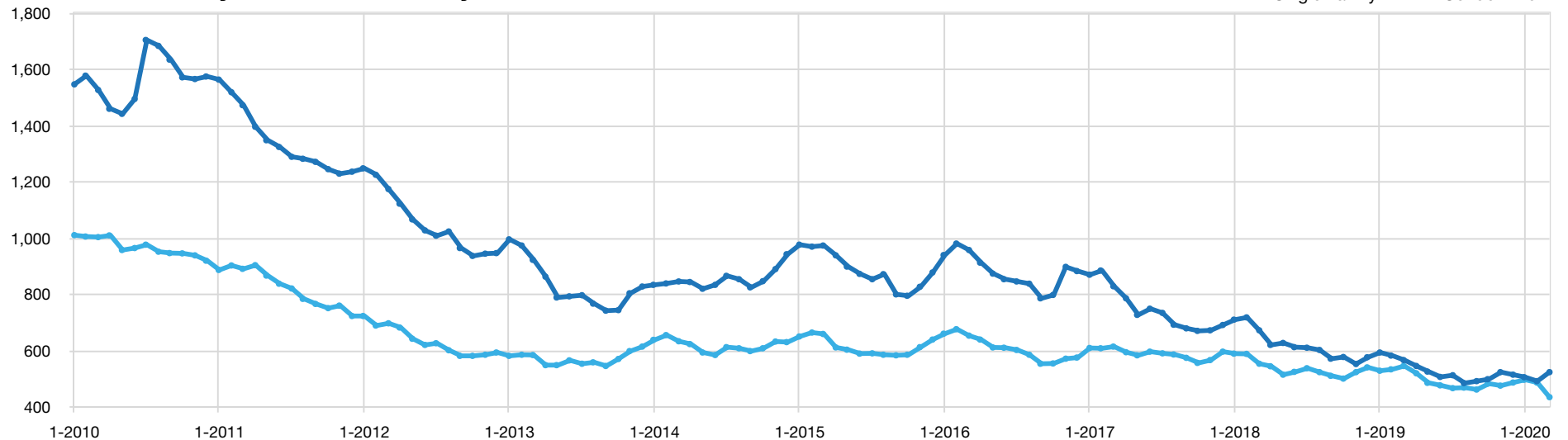


March



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2019	517	- 4.6%	543	- 12.1%
May-2019	483	- 5.7%	523	- 16.3%
Jun-2019	474	- 9.2%	504	- 17.4%
Jul-2019	464	- 13.3%	510	- 16.1%
Aug-2019	466	- 10.6%	482	- 19.7%
Sep-2019	459	- 9.6%	489	- 14.1%
Oct-2019	480	- 3.6%	496	- 13.7%
Nov-2019	473	- 9.2%	521	- 5.3%
Dec-2019	484	- 10.0%	512	- 10.8%
Jan-2020	494	- 6.1%	503	- 14.9%
Feb-2020	484	- 8.9%	489	- 15.7%
Mar-2020	432	- 20.4%	521	- 7.6%
12-Month Avg	476	- 9.3%	508	- 13.8%

Historical Inventory of Homes for Sale by Month

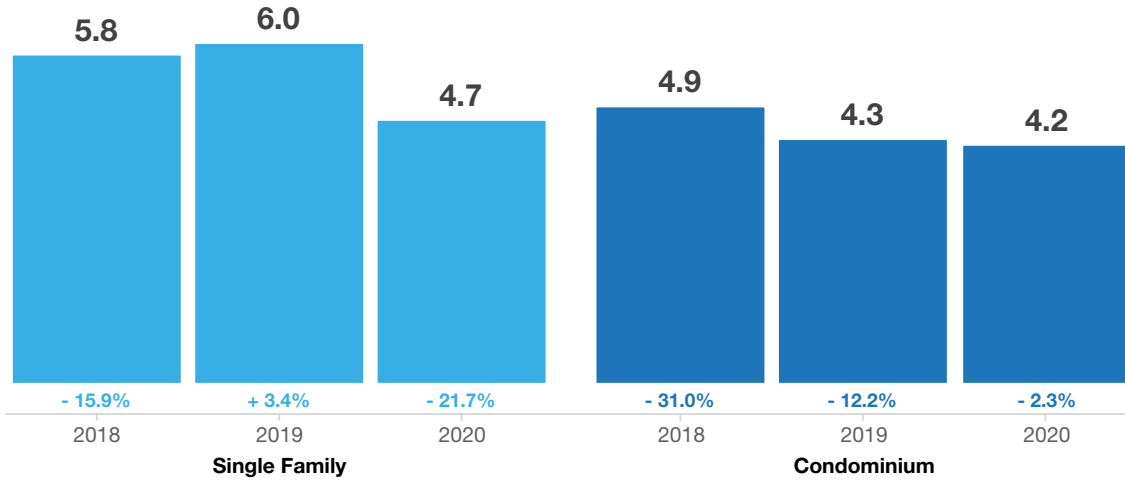


Months Supply of Inventory

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.



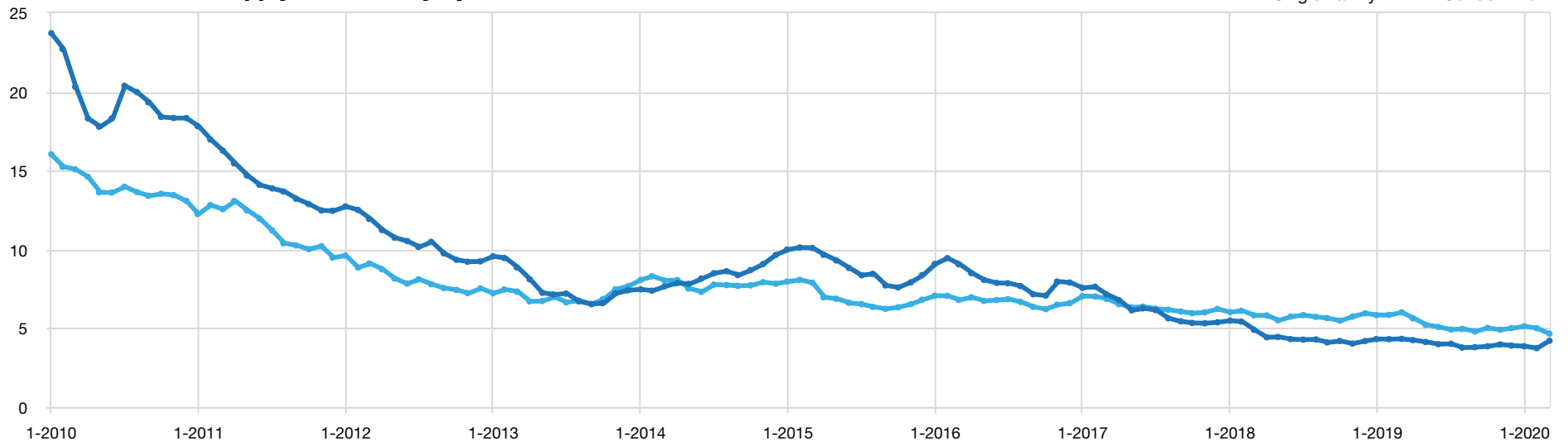
March



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2019	5.6	- 3.4%	4.2	- 4.5%
May-2019	5.2	- 5.5%	4.1	- 6.8%
Jun-2019	5.1	- 10.5%	4.0	- 7.0%
Jul-2019	4.9	- 15.5%	4.0	- 7.0%
Aug-2019	5.0	- 12.3%	3.8	- 11.6%
Sep-2019	4.8	- 14.3%	3.8	- 7.3%
Oct-2019	5.0	- 9.1%	3.9	- 7.1%
Nov-2019	4.9	- 14.0%	4.0	0.0%
Dec-2019	5.0	- 16.7%	3.9	- 7.1%
Jan-2020	5.1	- 12.1%	3.9	- 9.3%
Feb-2020	5.0	- 13.8%	3.7	- 14.0%
Mar-2020	4.7	- 21.7%	4.2	- 2.3%
12-Month Avg*	5.0	- 12.7%	4.0	- 7.3%

* Months Supply for all properties from April 2019 through March 2020. This is not the average of the individual figures above.

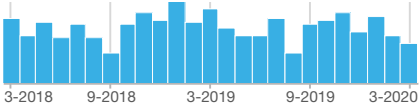
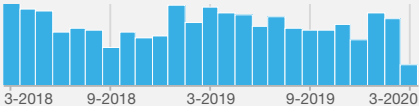
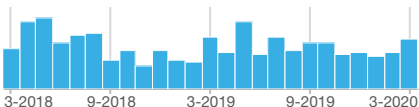
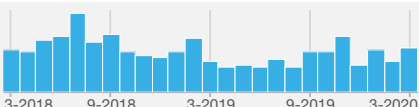



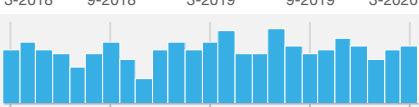
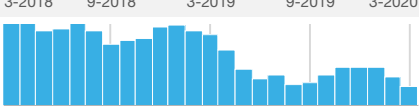
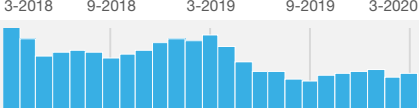
Historical Months Supply of Inventory by Month



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	3-2019	3-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		368	291	- 20.9%	1,092	945	- 13.5%
Pending Sales		273	145	- 46.9%	791	655	- 17.2%
Closed Sales		265	261	- 1.5%	686	715	+ 4.2%
Days on Market until Sale		133	150	+ 12.8%	145	143	- 1.4%
Median Sales Price		\$600,000	\$650,000	+ 8.3%	\$600,000	\$661,095	+ 10.2%
Average Sales Price		\$807,127	\$928,074	+ 15.0%	\$816,760	\$835,061	+ 2.2%
Percent of List Price Received		96.2%	97.1%	+ 0.9%	96.6%	97.2%	+ 0.6%
Housing Affordability Index		57	56	- 1.8%	57	55	- 3.5%
Inventory of Homes for Sale		1,439	1,263	- 12.2%	—	—	—
Months Supply of Inventory		6.1	5.5	- 9.8%	—	—	—

Single Family Monthly Sales Volume

March 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	March 2020			February 2020			March 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	11	\$13,776,000	\$1,099,000	3	\$3,262,000	\$1,205,000	8	\$5,587,000	\$733,000
Hana	0	--	--	0	--	--	1	\$786,677	\$786,677
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	4	\$8,550,005	\$1,900,003	0	--	--	1	\$1,150,000	\$1,150,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	6	\$4,140,995	\$673,825	13	\$8,745,750	\$648,750	5	\$3,602,500	\$750,000
Kapalua	1	\$6,400,000	\$6,400,000	1	\$2,450,000	\$2,450,000	2	\$4,400,000	\$2,200,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	11	\$16,062,500	\$985,000	12	\$13,683,104	\$753,000	17	\$15,249,000	\$798,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	7	\$6,888,658	\$865,000	8	\$8,674,500	\$952,500	5	\$4,906,500	\$1,125,000
Lahaina	3	\$4,425,199	\$1,310,000	4	\$10,573,219	\$1,971,610	7	\$10,218,000	\$875,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	7	\$5,272,500	\$685,000	5	\$3,536,550	\$652,000	6	\$6,048,000	\$585,000
Maui Meadows	1	\$1,200,000	\$1,200,000	2	\$2,555,000	\$1,277,500	1	\$1,585,000	\$1,585,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	5	\$16,112,000	\$1,550,000	3	\$3,370,000	\$797,500	5	\$4,073,743	\$800,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	8	\$7,105,000	\$935,000	4	\$2,480,000	\$592,500	4	\$3,127,000	\$774,000
Spreckelsville/Paia/Kuau	2	\$1,522,400	\$761,200	0	--	--	3	\$4,335,000	\$1,475,000
Wailea/Makena	2	\$4,140,000	\$2,070,000	2	\$4,855,000	\$2,427,500	3	\$9,419,950	\$1,550,000
Wailuku	12	\$7,652,865	\$627,000	23	\$16,269,814	\$740,000	22	\$13,334,435	\$617,500
Lanai	3	\$1,695,000	\$445,000	2	\$907,000	\$453,500	0	--	--
Molokai	6	\$3,186,500	\$429,000	1	\$475,000	\$475,000	6	\$1,508,000	\$195,000
All MLS	89	\$108,129,622	\$840,000	83	\$81,836,937	\$747,150	96	\$89,330,805	\$712,718

Condominium Monthly Sales Volume

March 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	March 2020			February 2020			March 2019		
	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	21	\$30,904,881	\$1,820,000	8	\$5,973,250	\$767,500	9	\$11,698,750	\$930,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	8	\$1,162,500	\$139,000	3	\$425,000	\$145,000	3	\$405,000	\$130,000
Kapalua	2	\$1,995,000	\$997,500	1	\$4,200,000	\$4,200,000	7	\$10,470,000	\$900,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	54	\$27,365,862	\$465,000	46	\$28,812,430	\$527,500	61	\$32,791,148	\$429,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	16	\$10,511,863	\$601,267	13	\$6,998,860	\$514,120	7	\$4,687,800	\$690,000
Maalaea	2	\$1,289,950	\$644,975	7	\$2,732,500	\$330,000	3	\$1,403,000	\$520,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	28	\$14,512,549	\$496,250	23	\$14,985,999	\$648,000	32	\$14,798,580	\$415,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$605,000	\$605,000	1	\$600,000	\$600,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	2	\$731,000	\$365,500
Wailea/Makena	18	\$33,977,000	\$1,425,000	14	\$16,282,000	\$888,500	17	\$30,770,000	\$1,500,000
Wailuku	5	\$1,986,000	\$405,000	13	\$5,796,950	\$430,000	12	\$5,085,325	\$372,450
Lanai	0	--	--	1	\$850,000	\$850,000	0	--	--
Molokai	4	\$729,500	\$192,250	3	\$585,000	\$190,000	1	\$129,000	\$129,000
All MLS	159	\$125,040,105	\$555,000	133	\$88,241,989	\$555,000	154	\$112,969,603	\$508,500

Land Monthly Sales Volume

March 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	March 2020			February 2020			March 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$509,000	\$254,500	4	\$3,684,500	\$844,750	4	\$1,605,000	\$495,000
Hana	3	\$4,449,000	\$1,100,000	0	--	--	1	\$1,456,000	\$1,456,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	1	\$370,000	\$370,000	1	\$937,500	\$937,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	2	\$1,600,000	\$800,000	2	\$3,150,000	\$1,575,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	1	\$1,000,000	\$1,000,000	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$650,000	\$650,000	4	\$2,248,000	\$529,000	1	\$284,000	\$284,000
Lahaina	1	\$1,550,000	\$1,550,000	1	\$375,000	\$375,000	3	\$3,350,000	\$750,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	0	--	--	0	--	--
Wailuku	2	\$620,000	\$310,000	2	\$399,000	\$199,500	2	\$703,330	\$351,665
Lanai	0	--	--	0	--	--	0	--	--
Molokai	3	\$279,500	\$95,500	1	\$180,000	\$180,000	1	\$102,500	\$102,500
All MLS	13	\$9,057,500	\$409,000	15	\$8,856,500	\$395,000	15	\$11,588,330	\$500,000

Single Family Sales – Year to Date

March 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-20 YTD Sales	Mar-19 YTD Sales	Unit Change	Percent Change	Mar-20 YTD Average	Mar-19 YTD Average	Dollar Change	Percent Change	Mar-20 YTD Median	Mar-19 YTD Median	Dollar Change	Percent Change	Mar-20 YTD Volume	Mar-19 YTD Volume	Dollar Change	Percent Change
Haiku	20	17	+3	+17.6%	\$1,116,250	\$711,765	+\$404,485	+56.8%	\$995,000	\$699,000	+\$296,000	+42.3%	\$22,325,000	\$12,100,000	+\$10,225,000	+84.5%
Hana	0	1	-1	-100.0%	--	\$786,677	--	--	--	\$786,677	--	--	\$0	\$786,677	-\$786,677	-100.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	7	7	0	0.0%	\$2,075,001	\$1,790,286	+\$284,715	+15.9%	\$2,100,000	\$1,599,000	+\$501,000	+31.3%	\$14,525,005	\$12,532,000	+\$1,993,005	+15.9%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	24	23	+1	+4.3%	\$656,739	\$666,630	-\$9,891	-1.5%	\$639,375	\$645,000	-\$5,625	-0.9%	\$15,761,745	\$15,332,500	+\$429,245	+2.8%
Kapalua	3	5	-2	-40.0%	\$3,623,333	\$2,267,804	+\$1,355,529	+59.8%	\$2,450,000	\$2,200,000	+\$250,000	+11.4%	\$10,870,000	\$11,339,020	-\$469,020	-4.1%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	35	39	-4	-10.3%	\$1,186,040	\$913,027	+\$273,013	+29.9%	\$860,000	\$850,000	+\$10,000	+1.2%	\$41,511,404	\$35,608,050	+\$5,903,354	+16.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	18	15	+3	+20.0%	\$997,731	\$1,090,767	-\$93,036	-8.5%	\$913,000	\$1,150,000	-\$237,000	-20.6%	\$17,959,158	\$16,361,500	+\$1,597,658	+9.8%
Lahaina	13	18	-5	-27.8%	\$1,861,417	\$1,555,611	+\$305,806	+19.7%	\$1,180,000	\$754,000	+\$426,000	+56.5%	\$24,198,418	\$28,000,999	-\$3,802,581	-13.6%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	17	19	-2	-10.5%	\$891,238	\$1,094,533	-\$203,295	-18.6%	\$730,000	\$707,000	+\$23,000	+3.3%	\$15,151,050	\$20,796,129	-\$5,645,079	-27.1%
Maui Meadows	4	3	+1	+33.3%	\$1,201,250	\$1,378,333	-\$177,083	-12.8%	\$1,215,000	\$1,400,000	-\$185,000	-13.2%	\$4,805,000	\$4,135,000	+\$670,000	+16.2%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	11	7	+4	+57.1%	\$2,080,700	\$1,989,106	+\$91,594	+4.6%	\$1,100,000	\$850,000	+\$250,000	+29.4%	\$22,582,000	\$13,923,743	+\$8,658,257	+62.2%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	18	11	+7	+63.6%	\$775,083	\$837,000	-\$61,917	-7.4%	\$770,750	\$782,000	-\$11,250	-1.4%	\$13,951,500	\$9,207,000	+\$4,744,500	+51.5%
Spreckelsville/Paia/Kuau	5	6	-1	-16.7%	\$1,149,480	\$1,190,354	-\$40,874	-3.4%	\$950,000	\$1,079,063	-\$129,063	-12.0%	\$5,747,400	\$7,142,125	-\$1,394,725	-19.5%
Wailea/Makena	6	7	-1	-14.3%	\$2,158,333	\$2,364,421	-\$206,088	-8.7%	\$2,140,000	\$1,700,000	+\$440,000	+25.9%	\$12,950,000	\$16,550,950	-\$3,600,950	-21.8%
Wailuku	60	48	+12	+25.0%	\$692,953	\$630,593	+\$62,361	+9.9%	\$723,413	\$617,500	+\$105,913	+17.2%	\$41,577,203	\$30,268,449	+\$11,308,754	+37.4%
Lanai	7	0	+7	--	\$495,857	--	--	--	\$445,000	--	--	--	\$3,471,000	\$0	+\$3,471,000	--
Molokai	9	12	-3	-25.0%	\$514,056	\$363,600	+\$150,456	+41.4%	\$475,000	\$313,000	+\$162,000	+51.8%	\$4,626,500	\$4,363,200	+\$263,300	+6.0%
All MLS	257	238	+19	+8.0%	\$1,055,615	\$1,001,880	+\$53,735	+5.4%	\$776,075	\$735,000	+\$41,075	+5.6%	\$272,012,383	\$238,447,342	+\$33,565,041	+14.1%

Total Condominium Sales – Year to Date

March 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-20 YTD Sales	Mar-19 YTD Sales	Unit Change	Percent Change	Mar-20 YTD Average	Mar-19 YTD Average	Dollar Change	Percent Change	Mar-20 YTD Median	Mar-19 YTD Median	Dollar Change	Percent Change	Mar-20 YTD Volume	Mar-19 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	47	30	+17	+56.7%	\$1,202,939	\$1,096,375	+\$106,564	+9.7%	\$922,000	\$849,875	+\$72,125	+8.5%	\$56,538,131	\$32,891,250	+\$23,646,881	+71.9%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	13	4	+9	+225.0%	\$142,577	\$181,750	-\$39,173	-21.6%	\$140,000	\$137,500	+\$2,500	+1.8%	\$1,853,500	\$727,000	+\$1,126,500	+155.0%
Kapalua	7	17	-10	-58.8%	\$1,462,143	\$1,501,735	-\$39,592	-2.6%	\$1,200,000	\$900,000	+\$300,000	+33.3%	\$10,235,000	\$25,529,500	-\$15,294,500	-59.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	143	156	-13	-8.3%	\$599,316	\$542,848	+\$56,468	+10.4%	\$519,000	\$455,000	+\$64,000	+14.1%	\$85,702,166	\$84,684,272	+\$1,017,894	+1.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	40	31	+9	+29.0%	\$623,045	\$487,056	+\$135,989	+27.9%	\$592,500	\$520,000	+\$72,500	+13.9%	\$24,921,793	\$15,098,730	+\$9,823,063	+65.1%
Maalaea	15	10	+5	+50.0%	\$412,663	\$495,050	-\$82,387	-16.6%	\$345,000	\$490,000	-\$145,000	-29.6%	\$6,189,950	\$4,950,500	+\$1,239,450	+25.0%
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	75	71	+4	+5.6%	\$566,240	\$475,417	+\$90,823	+19.1%	\$505,000	\$442,000	+\$63,000	+14.3%	\$42,468,022	\$33,754,627	+\$8,713,395	+25.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	0	+2	--	\$602,500	--	--	--	\$602,500	--	--	--	\$1,205,000	\$0	+\$1,205,000	--
Spreckelsville/Paia/Kuau	0	2	-2	-100.0%	--	\$365,500	--	--	--	\$365,500	--	--	\$0	\$731,000	-\$731,000	-100.0%
Wailea/Makena	38	41	-3	-7.3%	\$1,509,421	\$1,585,844	-\$76,423	-4.8%	\$1,100,000	\$1,300,000	-\$200,000	-15.4%	\$57,358,000	\$65,019,600	-\$7,661,600	-11.8%
Wailuku	28	35	-7	-20.0%	\$433,427	\$468,674	-\$35,248	-7.5%	\$392,500	\$530,000	-\$137,500	-25.9%	\$12,135,950	\$16,403,600	-\$4,267,650	-26.0%
Lanai	3	0	+3	--	\$1,136,000	--	--	--	\$850,000	--	--	--	\$3,408,000	\$0	+\$3,408,000	--
Molokai	9	8	+1	+12.5%	\$175,833	\$157,575	+\$18,258	+11.6%	\$163,000	\$139,500	+\$23,500	+16.8%	\$1,582,500	\$1,260,600	+\$321,900	+25.5%
All MLS	420	405	+15	+3.7%	\$722,852	\$693,952	+\$28,900	+4.2%	\$555,000	\$525,000	+\$30,000	+5.7%	\$303,598,012	\$281,050,679	+\$22,547,333	+8.0%

Fee Simple Condominium Sales – Year to Date

March 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-20 YTD Sales	Mar-19 YTD Sales	Unit Change	Percent Change	Mar-20 YTD Average	Mar-19 YTD Average	Dollar Change	Percent Change	Mar-20 YTD Median	Mar-19 YTD Median	Dollar Change	Percent Change	Mar-20 YTD Volume	Mar-19 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	42	27	+15	+55.6%	\$1,291,217	\$1,153,565	+\$137,653	+11.9%	\$962,500	\$930,000	+\$32,500	+3.5%	\$54,231,131	\$31,146,250	+\$23,084,881	+74.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	13	4	+9	+225.0%	\$142,577	\$181,750	-\$39,173	-21.6%	\$140,000	\$137,500	+\$2,500	+1.8%	\$1,853,500	\$727,000	+\$1,126,500	+155.0%
Kapalua	7	17	-10	-58.8%	\$1,462,143	\$1,501,735	-\$39,592	-2.6%	\$1,200,000	\$900,000	+\$300,000	+33.3%	\$10,235,000	\$25,529,500	-\$15,294,500	-59.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	139	156	-17	-10.9%	\$609,123	\$542,848	+\$66,276	+12.2%	\$520,000	\$455,000	+\$65,000	+14.3%	\$84,668,166	\$84,684,272	-\$16,106	-0.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	40	31	+9	+29.0%	\$623,045	\$487,056	+\$135,989	+27.9%	\$592,500	\$520,000	+\$72,500	+13.9%	\$24,921,793	\$15,098,730	+\$9,823,063	+65.1%
Maalaea	7	8	-1	-12.5%	\$501,421	\$513,188	-\$11,766	-2.3%	\$465,000	\$496,000	-\$31,000	-6.3%	\$3,509,950	\$4,105,500	-\$595,550	-14.5%
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	61	62	-1	-1.6%	\$613,787	\$522,881	+\$90,906	+17.4%	\$540,000	\$464,000	+\$76,000	+16.4%	\$37,441,022	\$32,418,627	+\$5,022,395	+15.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	0	+2	--	\$602,500	--	--	--	\$602,500	--	--	--	\$1,205,000	\$0	+\$1,205,000	--
Spreckelsville/Paia/Kuau	0	2	-2	-100.0%	--	\$365,500	--	--	--	\$365,500	--	--	\$0	\$731,000	-\$731,000	-100.0%
Wailea/Makena	38	41	-3	-7.3%	\$1,509,421	\$1,585,844	-\$76,423	-4.8%	\$1,100,000	\$1,300,000	-\$200,000	-15.4%	\$57,358,000	\$65,019,600	-\$7,661,600	-11.8%
Wailuku	28	35	-7	-20.0%	\$433,427	\$468,674	-\$35,248	-7.5%	\$392,500	\$530,000	-\$137,500	-25.9%	\$12,135,950	\$16,403,600	-\$4,267,650	-26.0%
Lanai	3	0	+3	--	\$1,136,000	--	--	--	\$850,000	--	--	--	\$3,408,000	\$0	+\$3,408,000	--
Molokai	8	7	+1	+14.3%	\$186,563	\$170,571	+\$15,991	+9.4%	\$176,500	\$150,000	+\$26,500	+17.7%	\$1,492,500	\$1,194,000	+\$298,500	+25.0%
All MLS	388	390	-2	-0.5%	\$753,763	\$710,405	+\$43,358	+6.1%	\$582,950	\$530,000	+\$52,950	+10.0%	\$292,460,012	\$277,058,079	+\$15,401,933	+5.6%

Leasehold Condominium Sales – Year to Date

March 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-20 YTD Sales	Mar-19 YTD Sales	Unit Change	Percent Change	Mar-20 YTD Average	Mar-19 YTD Average	Dollar Change	Percent Change	Mar-20 YTD Median	Mar-19 YTD Median	Dollar Change	Percent Change	Mar-20 YTD Volume	Mar-19 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	5	3	+2	+66.7%	\$461,400	\$581,667	-\$120,267	-20.7%	\$345,000	\$670,000	-\$325,000	-48.5%	\$2,307,000	\$1,745,000	+\$562,000	+32.2%
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	4	0	+4	--	\$258,500	--	--	--	\$245,000	--	--	--	\$1,034,000	\$0	+\$1,034,000	--
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maalaea	8	2	+6	+300.0%	\$335,000	\$422,500	-\$87,500	-20.7%	\$313,750	\$422,500	-\$108,750	-25.7%	\$2,680,000	\$845,000	+\$1,835,000	+217.2%
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	14	9	+5	+55.6%	\$359,071	\$148,444	+\$210,627	+141.9%	\$169,250	\$145,000	+\$24,250	+16.7%	\$5,027,000	\$1,336,000	+\$3,691,000	+276.3%
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	1	1	0	0.0%	\$90,000	\$66,600	+\$23,400	+35.1%	\$90,000	\$66,600	+\$23,400	+35.1%	\$90,000	\$66,600	+\$23,400	+35.1%
All MLS	32	15	+17	+113.3%	\$348,063	\$266,173	+\$81,889	+30.8%	\$294,000	\$170,000	+\$124,000	+72.9%	\$11,138,000	\$3,992,600	+\$7,145,400	+179.0%

Land Sales – Year to Date

March 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-20 YTD Sales	Mar-19 YTD Sales	Unit Change	Percent Change	Mar-20 YTD Average	Mar-19 YTD Average	Dollar Change	Percent Change	Mar-20 YTD Median	Mar-19 YTD Median	Dollar Change	Percent Change	Mar-20 YTD Volume	Mar-19 YTD Volume	Dollar Change	Percent Change
Haiku	8	10	-2	-20.0%	\$641,688	\$446,538	+\$195,150	+43.7%	\$435,750	\$494,938	-\$59,188	-12.0%	\$5,133,500	\$4,465,375	+\$668,125	+15.0%
Hana	5	3	+2	+66.7%	\$1,134,800	\$807,333	+\$327,467	+40.6%	\$825,000	\$870,000	-\$45,000	-5.2%	\$5,674,000	\$2,422,000	+\$3,252,000	+134.3%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	2	3	-1	-33.3%	\$360,000	\$817,500	-\$457,500	-56.0%	\$360,000	\$820,000	-\$460,000	-56.1%	\$720,000	\$2,452,500	-\$1,732,500	-70.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	1	0	+1	--	\$225,000	--	--	--	\$225,000	--	--	--	\$225,000	\$0	+\$225,000	--
Kapalua	2	2	0	0.0%	\$800,000	\$1,575,000	-\$775,000	-49.2%	\$800,000	\$1,575,000	-\$775,000	-49.2%	\$1,600,000	\$3,150,000	-\$1,550,000	-49.2%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	2	3	-1	-33.3%	\$620,000	\$627,667	-\$7,667	-1.2%	\$620,000	\$475,000	+\$145,000	+30.5%	\$1,240,000	\$1,883,000	-\$643,000	-34.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	7	6	+1	+16.7%	\$593,836	\$456,167	+\$137,669	+30.2%	\$650,000	\$435,000	+\$215,000	+49.4%	\$4,156,850	\$2,737,000	+\$1,419,850	+51.9%
Lahaina	2	5	-3	-60.0%	\$962,500	\$1,400,000	-\$437,500	-31.3%	\$962,500	\$1,650,000	-\$687,500	-41.7%	\$1,925,000	\$7,000,000	-\$5,075,000	-72.5%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	0	1	-1	-100.0%	--	\$400,000	--	--	--	\$400,000	--	--	\$0	\$400,000	-\$400,000	-100.0%
Maui Meadows	0	1	-1	-100.0%	--	\$316,000	--	--	--	\$316,000	--	--	\$0	\$316,000	-\$316,000	-100.0%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
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	3	-3	-100.0%	--	\$4,779,167	--	--	--	\$737,500	--	--	\$0	\$14,337,500	-\$14,337,500	-100.0%
Wailuku	4	4	0	0.0%	\$254,750	\$302,083	-\$47,333	-15.7%	\$272,500	\$312,500	-\$40,000	-12.8%	\$1,019,000	\$1,208,330	-\$189,330	-15.7%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	5	2	+3	+150.0%	\$140,900	\$213,750	-\$72,850	-34.1%	\$110,000	\$213,750	-\$103,750	-48.5%	\$704,500	\$427,500	+\$277,000	+64.8%
All MLS	38	43	-5	-11.6%	\$589,417	\$948,819	-\$359,402	-37.9%	\$392,500	\$495,000	-\$102,500	-20.7%	\$22,397,850	\$40,799,205	-\$18,401,355	-45.1%