

# Monthly Indicators



## September 2020

Strong buyer activity has continued into the fall, which is normally the start of the seasonal slowing of the housing market. With stronger buyer activity in the market this year and the continued constrained supply of homes for sale, speedy sales and multiple offers are likely to remain a common occurrence and will keep the housing market hot even when the weather is cooling.

New Listings decreased 3.9 percent for Single Family homes but remained flat for Condominium homes. Pending Sales increased 31.8 percent for Single Family homes but decreased 9.3 percent for Condominium homes. Inventory decreased 27.4 percent for Single Family homes but increased 51.4 percent for Condominium homes.

Median Sales Price increased 9.1 percent to \$785,000 for Single Family homes but decreased 8.3 percent to \$495,000 for Condominium homes. Days on Market decreased 16.6 percent for Single Family homes and 15.3 percent for Condominium homes. Months Supply of Inventory decreased 20.4 percent for Single Family homes but increased 100.0 percent for Condominium homes.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.

## Quick Facts

**- 17.1%**

Change in Number of  
**Closed Sales**  
All Properties

**+ 6.3%**

Change in Number of  
**Median Sales Price**  
All Properties

**+ 5.3%**

Change in Number of  
**Homes for Sale**  
All Properties

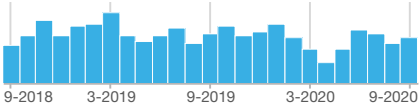
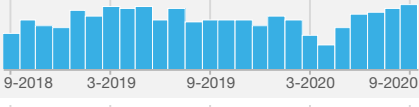
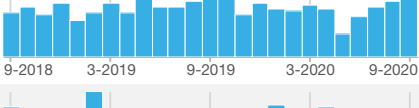
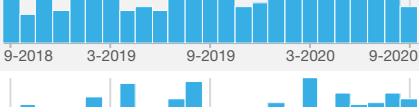
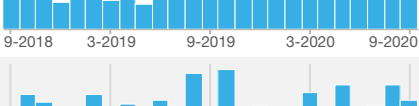
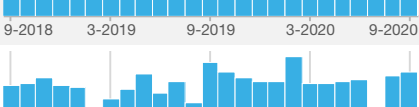
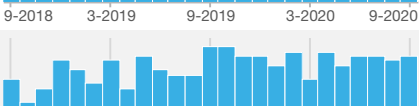
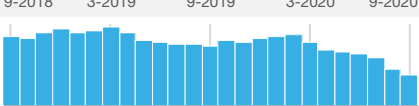
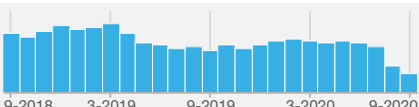

This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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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.

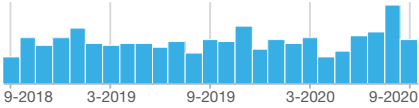
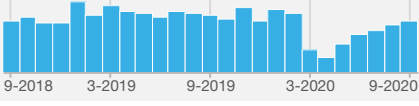
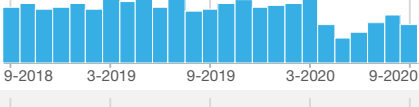
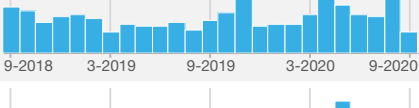
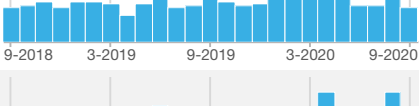
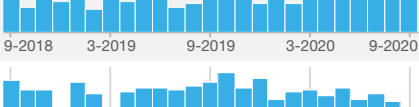
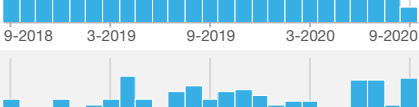
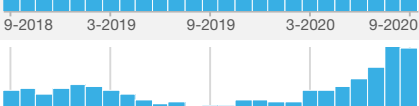
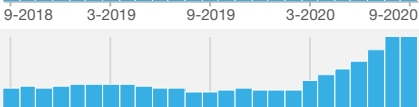
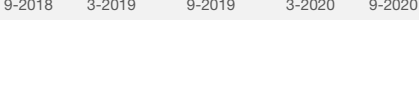


Key Metrics	Historical Sparkbars	9-2019	9-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		127	<b>122</b>	- 3.9%	1,197	<b>1,045</b>	- 12.7%
<b>Pending Sales</b>		88	<b>116</b>	+ 31.8%	904	<b>794</b>	- 12.2%
<b>Closed Sales</b>		119	<b>107</b>	- 10.1%	845	<b>751</b>	- 11.1%
<b>Days on Market Until Sale</b>		145	<b>121</b>	- 16.6%	135	<b>139</b>	+ 3.0%
<b>Median Sales Price</b>		\$719,435	<b>\$785,000</b>	+ 9.1%	\$745,000	<b>\$775,000</b>	+ 4.0%
<b>Average Sales Price</b>		\$1,028,130	<b>\$1,109,209</b>	+ 7.9%	\$1,047,184	<b>\$1,089,872</b>	+ 4.1%
<b>Percent of List Price Received</b>		97.9%	<b>97.4%</b>	- 0.5%	96.5%	<b>96.9%</b>	+ 0.4%
<b>Housing Affordability Index</b>		51	<b>49</b>	- 3.9%	49	<b>49</b>	0.0%
<b>Inventory of Homes for Sale</b>		464	<b>337</b>	- 27.4%	—	—	—
<b>Months Supply of Inventory</b>		4.9	<b>3.9</b>	- 20.4%	—	—	—

# Condominium Market Overview

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



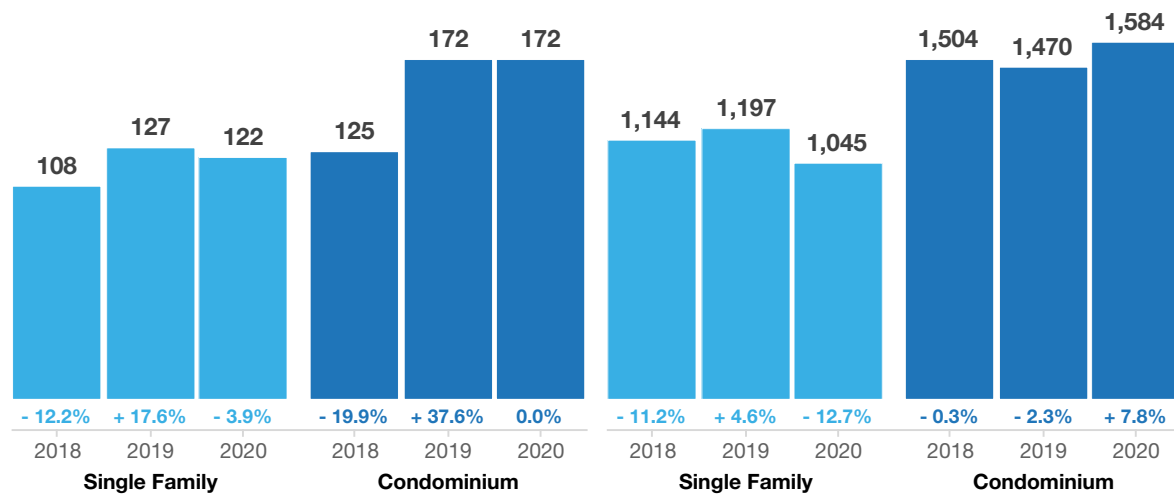
Key Metrics	Historical Sparkbars	9-2019	9-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		172	<b>172</b>	0.0%	1,470	<b>1,584</b>	+ 7.8%
<b>Pending Sales</b>		129	<b>117</b>	- 9.3%	1,219	<b>820</b>	- 32.7%
<b>Closed Sales</b>		119	<b>85</b>	- 28.6%	1,209	<b>915</b>	- 24.3%
<b>Days on Market Until Sale</b>		137	<b>116</b>	- 15.3%	132	<b>149</b>	+ 12.9%
<b>Median Sales Price</b>		\$540,000	<b>\$495,000</b>	- 8.3%	\$518,000	<b>\$560,000</b>	+ 8.1%
<b>Average Sales Price</b>		\$729,236	<b>\$718,181</b>	- 1.5%	\$700,284	<b>\$787,535</b>	+ 12.5%
<b>Percent of List Price Received</b>		98.0%	<b>95.7%</b>	- 2.3%	97.6%	<b>97.3%</b>	- 0.3%
<b>Housing Affordability Index</b>		68	<b>77</b>	+ 13.2%	71	<b>68</b>	- 4.2%
<b>Inventory of Homes for Sale</b>		498	<b>754</b>	+ 51.4%	—	—	—
<b>Months Supply of Inventory</b>		3.8	<b>7.6</b>	+ 100.0%	—	—	—

# New Listings

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



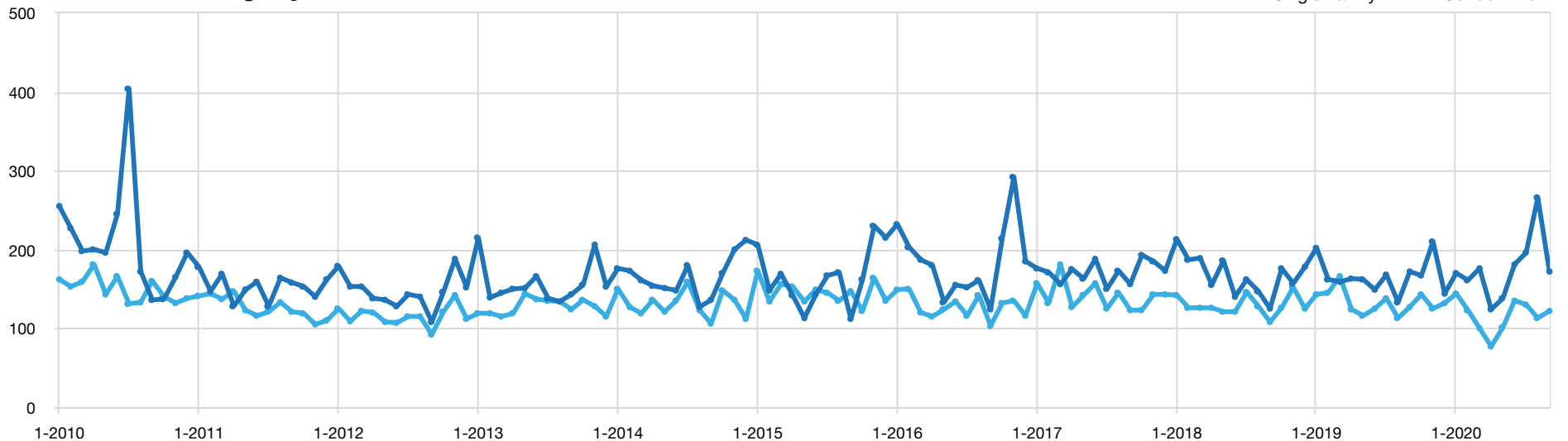
## September



## Year to Date

New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2019	143	+ 13.5%	167	- 5.1%
Nov-2019	125	- 17.8%	210	+ 33.8%
Dec-2019	132	+ 5.6%	144	- 19.1%
Jan-2020	144	+ 0.7%	170	- 15.8%
Feb-2020	123	- 15.2%	161	- 0.6%
Mar-2020	100	- 39.8%	176	+ 10.7%
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	130	- 5.8%	196	+ 16.7%
Aug-2020	113	0.0%	266	+ 100.0%
<b>Sep-2020</b>	<b>122</b>	<b>- 3.9%</b>	<b>172</b>	<b>0.0%</b>
12-Month Avg	120	- 9.8%	175	+ 6.1%

## Historical New Listings by Month

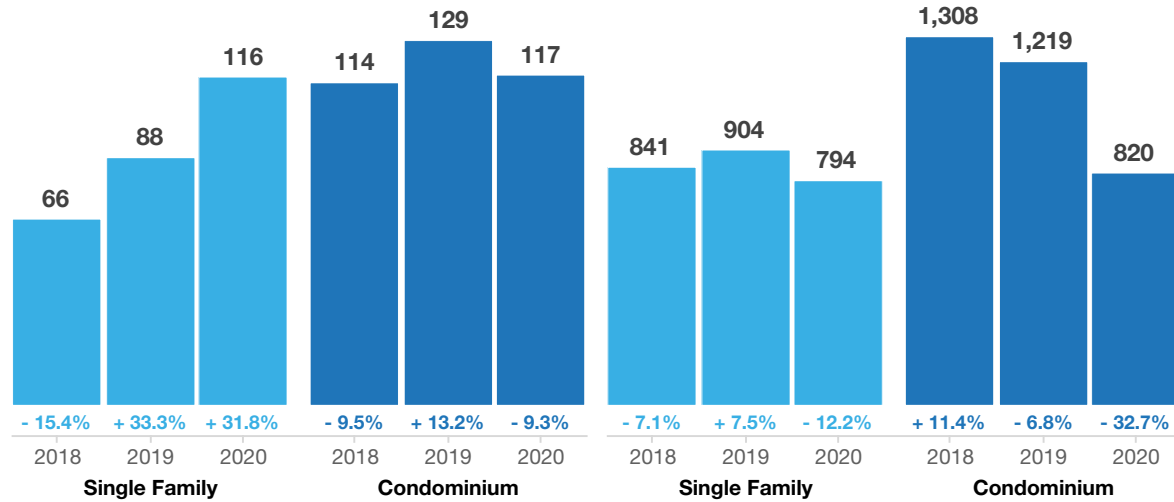


# Pending Sales

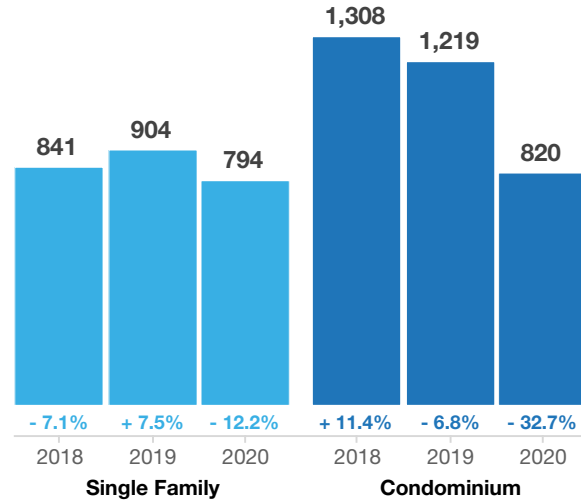
A count of the properties on which offers have been accepted in a given month.



## September

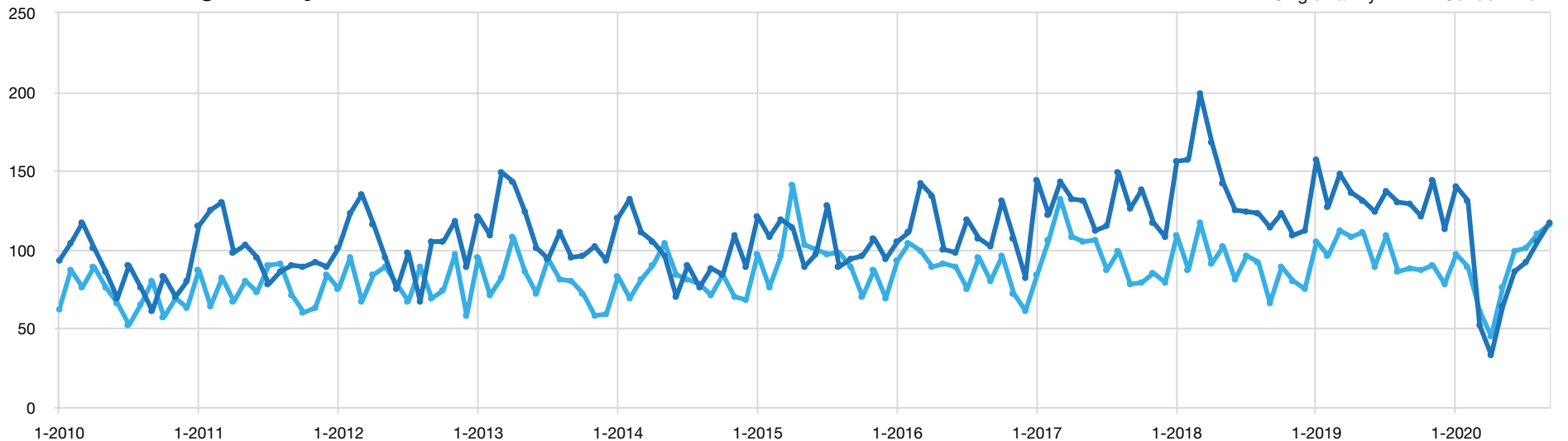


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2019	87	- 2.2%	121	- 1.6%
Nov-2019	90	+ 12.5%	144	+ 32.1%
Dec-2019	78	+ 4.0%	113	+ 0.9%
Jan-2020	97	- 7.6%	140	- 10.8%
Feb-2020	89	- 7.3%	131	+ 3.1%
Mar-2020	61	- 45.5%	52	- 64.9%
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	101	- 7.3%	92	- 32.8%
Aug-2020	110	+ 27.9%	105	- 19.2%
<b>Sep-2020</b>	<b>116</b>	<b>+ 31.8%</b>	<b>117</b>	<b>- 9.3%</b>
12-Month Avg	87	- 9.4%	100	- 23.1%

## Historical Pending Sales by Month

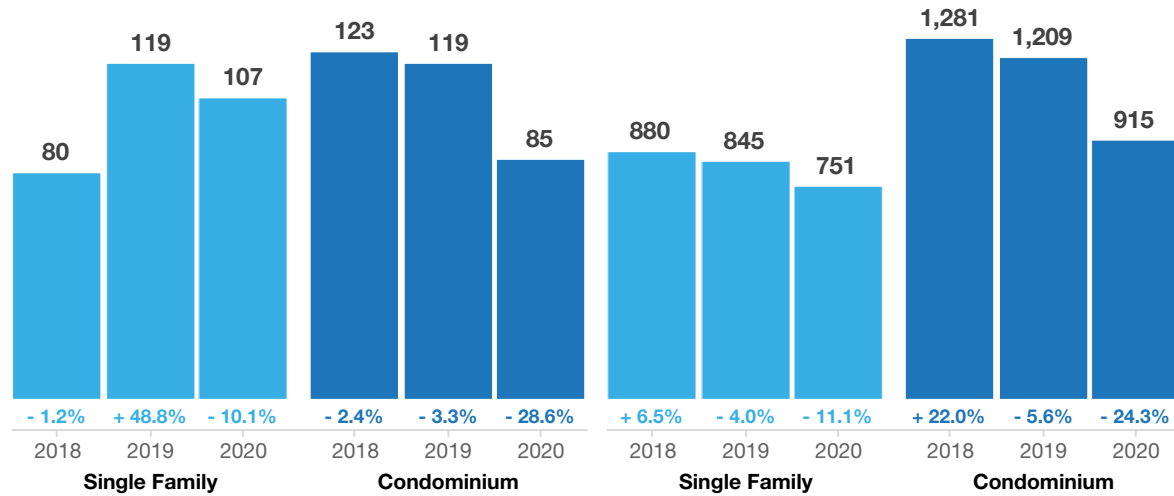


# Closed Sales

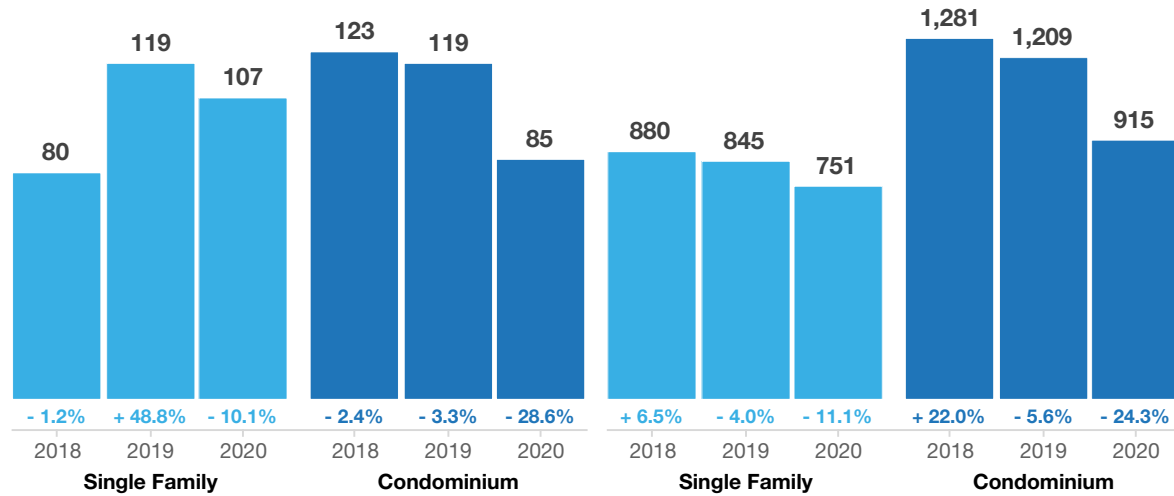
A count of the actual sales that closed in a given month.



## September

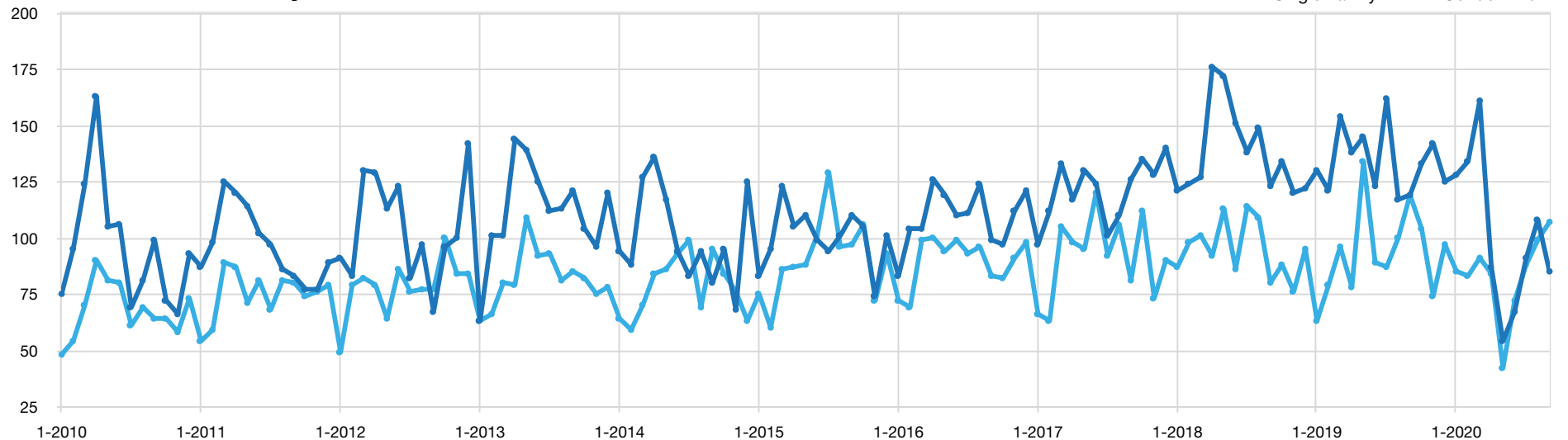


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2019	104	+ 18.2%	133	- 0.7%
Nov-2019	74	- 2.6%	142	+ 18.3%
Dec-2019	97	+ 2.1%	125	+ 2.5%
Jan-2020	85	+ 34.9%	128	- 1.5%
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	88	+ 1.1%	91	- 43.8%
Aug-2020	99	- 1.0%	108	- 7.7%
<b>Sep-2020</b>	<b>107</b>	<b>- 10.1%</b>	<b>85</b>	<b>- 28.6%</b>
12-Month Avg	86	- 6.5%	110	- 16.7%

## Historical Closed Sales by Month

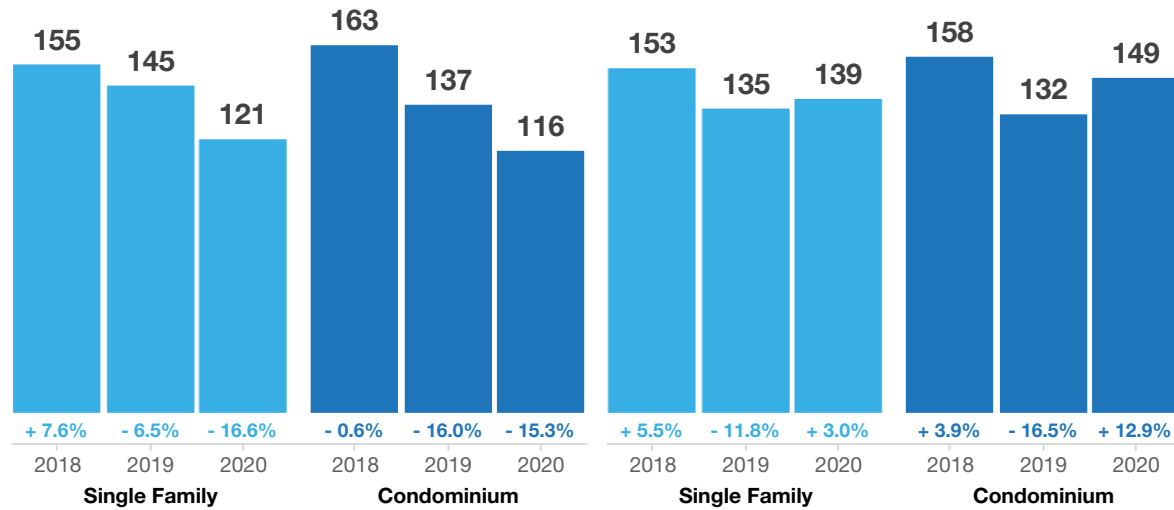


# Days on Market Until Sale

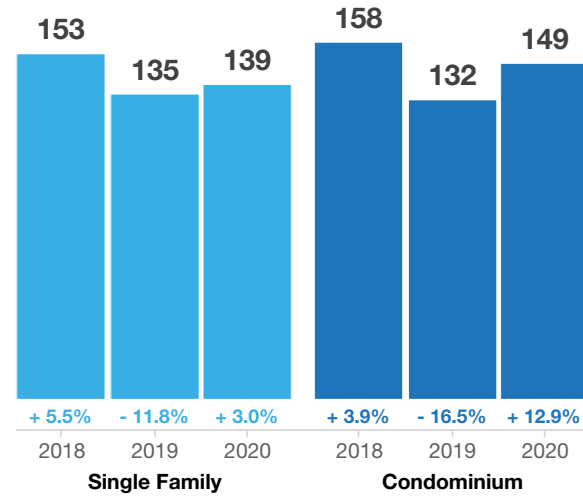
Average number of days between when a property is listed and when it closed in a given month.



## September



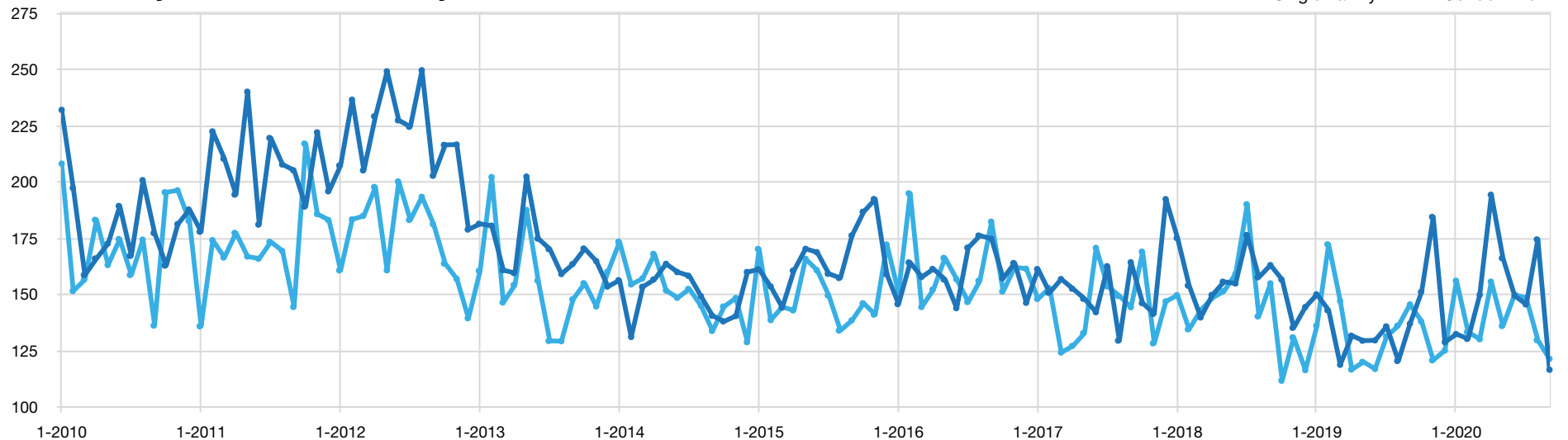
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2019	138	+ 24.3%	151	- 3.2%
Nov-2019	120	- 8.4%	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%	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%	174	+ 45.0%
<b>Sep-2020</b>	<b>121</b>	<b>- 16.6%</b>	<b>116</b>	<b>- 15.3%</b>
12-Month Avg*	136	+ 3.9%	151	+ 11.5%

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

## Historical Days on Market Until Sale by Month

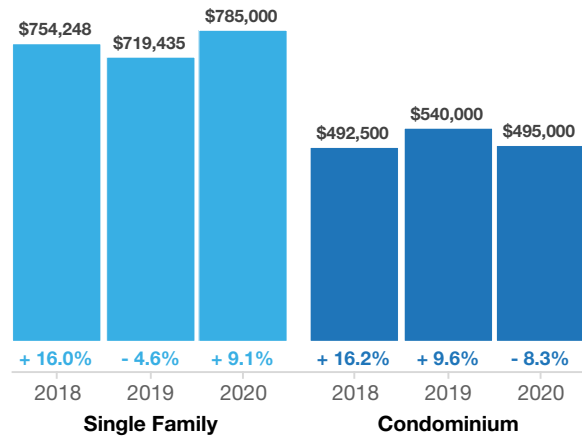


# Median Sales Price

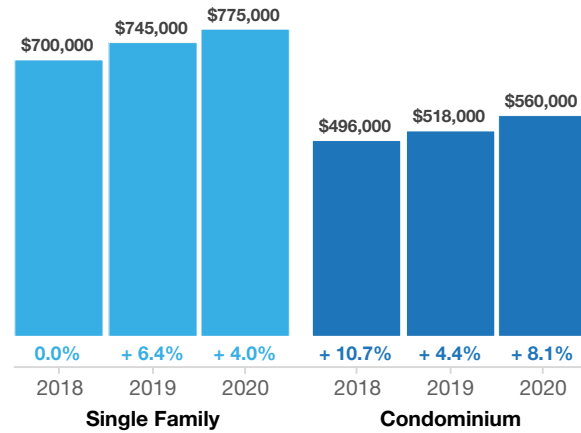
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



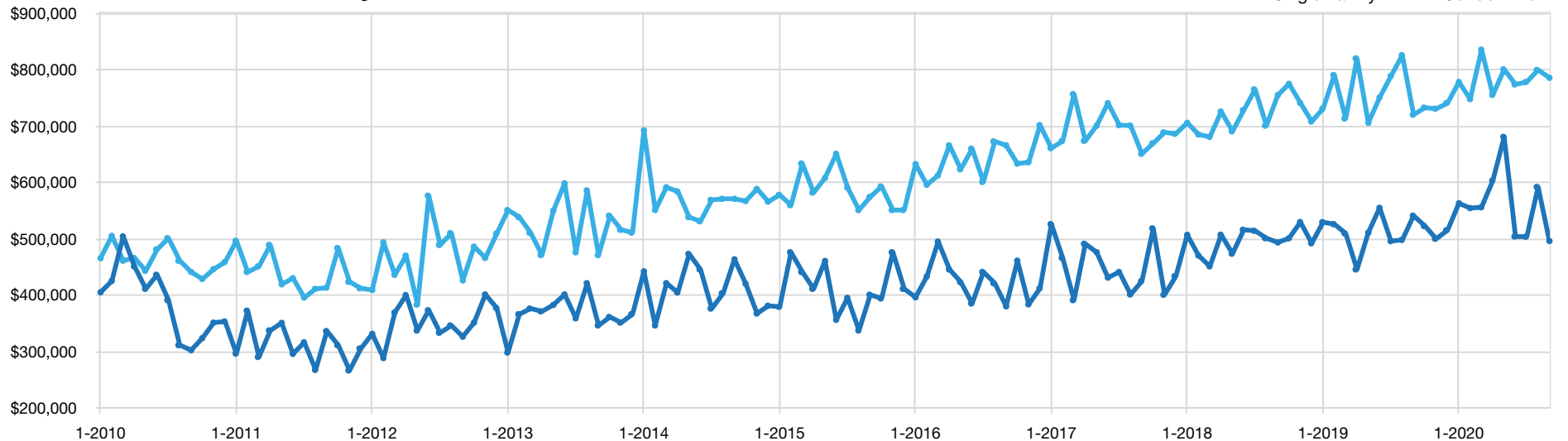
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	\$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	\$777,595	- 1.3%	\$502,530	+ 1.5%
Aug-2020	\$799,000	- 3.2%	\$591,000	+ 18.9%
<b>Sep-2020</b>	<b>\$785,000</b>	<b>+ 9.1%</b>	<b>\$495,000</b>	<b>- 8.3%</b>
12-Month Avg*	\$761,350	+ 2.3%	\$545,500	+ 5.9%

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

## Historical Median Sales Price by Month



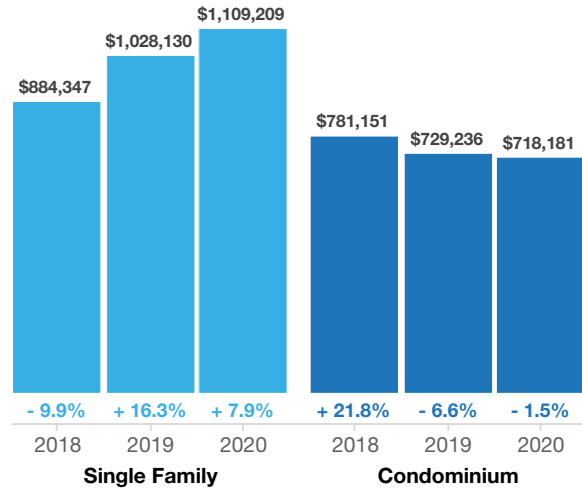


# Average Sales Price

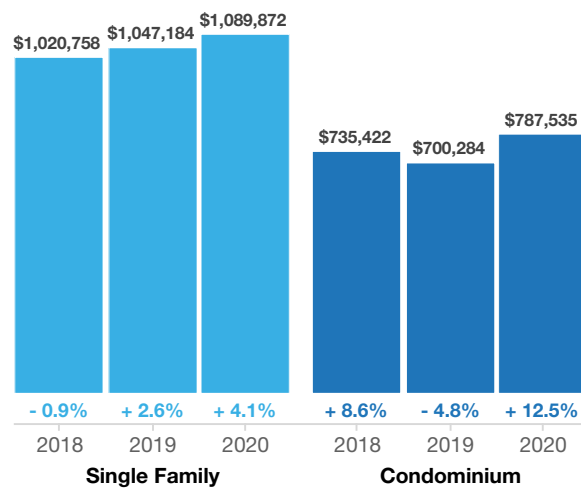
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



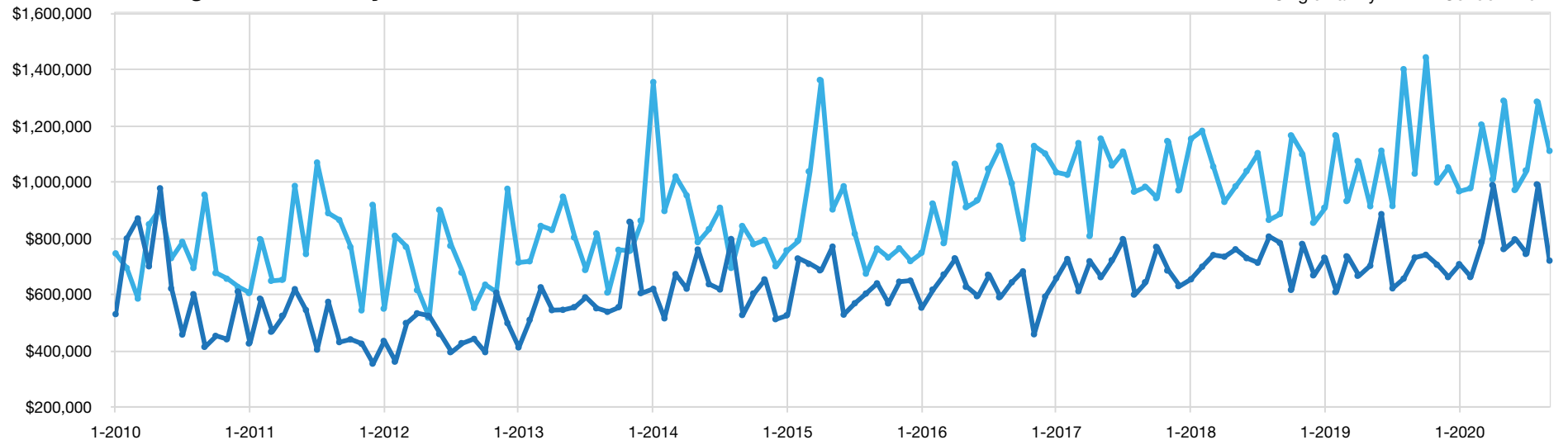
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2019	\$1,442,323	+ 23.9%	\$738,852	+ 20.3%
Nov-2019	\$996,629	- 9.2%	\$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%	\$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	\$1,039,243	+ 13.8%	\$742,111	+ 19.8%
Aug-2020	\$1,284,432	- 8.3%	\$989,748	+ 51.3%
<b>Sep-2020</b>	<b>\$1,109,209</b>	<b>+ 7.9%</b>	<b>\$718,181</b>	<b>- 1.5%</b>
12-Month Avg*	\$1,115,154	+ 6.9%	\$761,399	+ 9.4%

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

## Historical Average Sales Price by Month



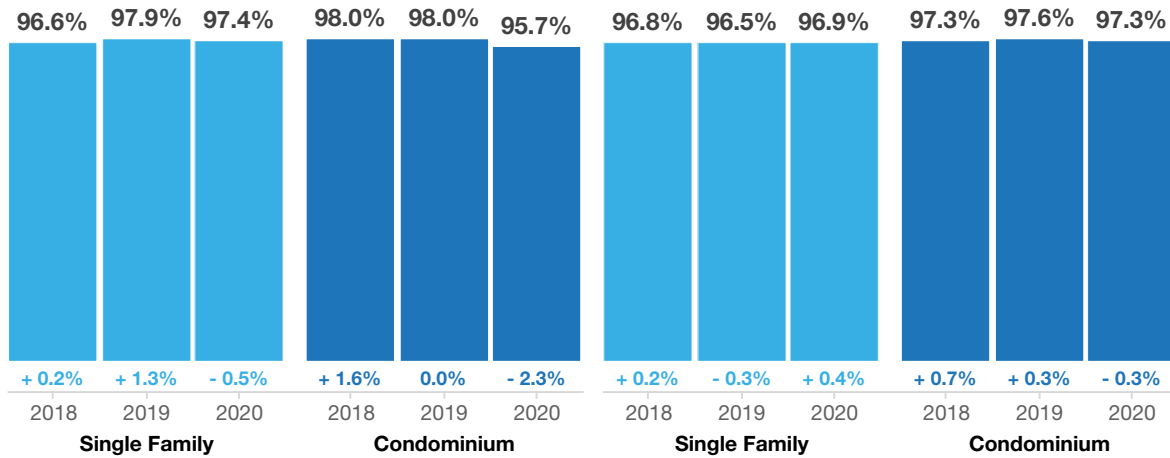
# Percent of List Price Received

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.



## September

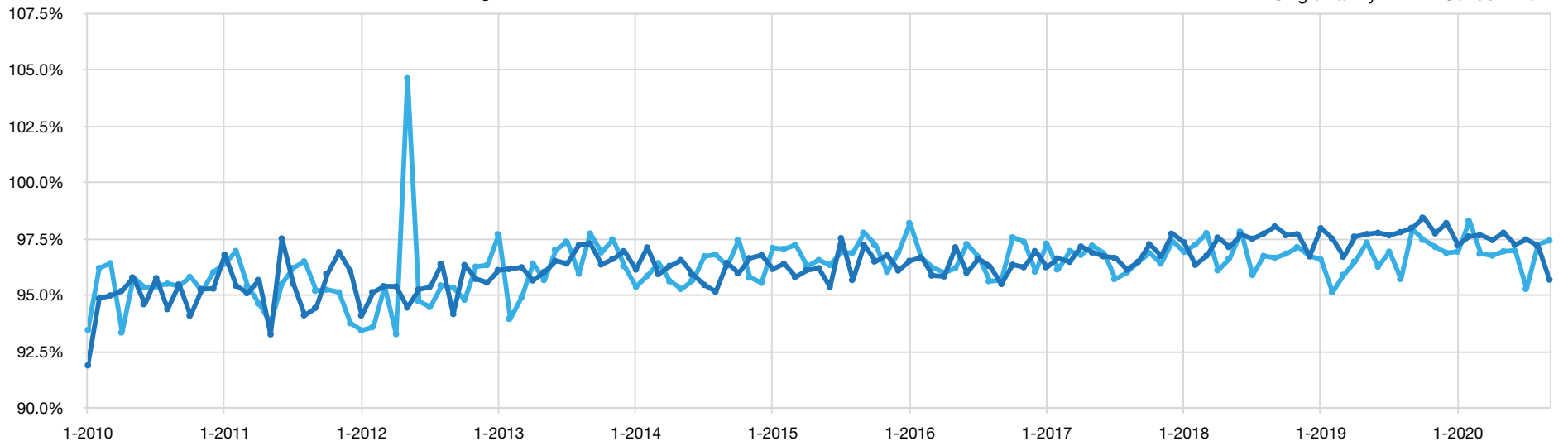
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	97.6%	+ 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	95.2%	- 1.8%	97.4%	- 0.2%
Aug-2020	97.2%	+ 1.6%	97.2%	- 0.6%
<b>Sep-2020</b>	<b>97.4%</b>	<b>- 0.5%</b>	<b>95.7%</b>	<b>- 2.3%</b>
12-Month Avg*	97.0%	+ 0.4%	97.5%	- 0.0%

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

## Historical Percent of List Price Received by Month



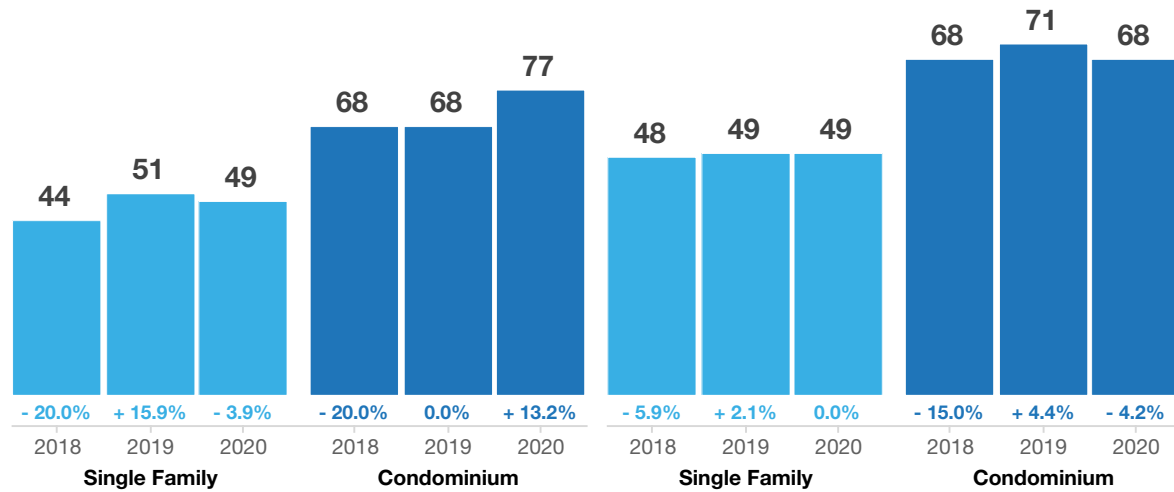
# Housing Affordability Index

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 affordability.



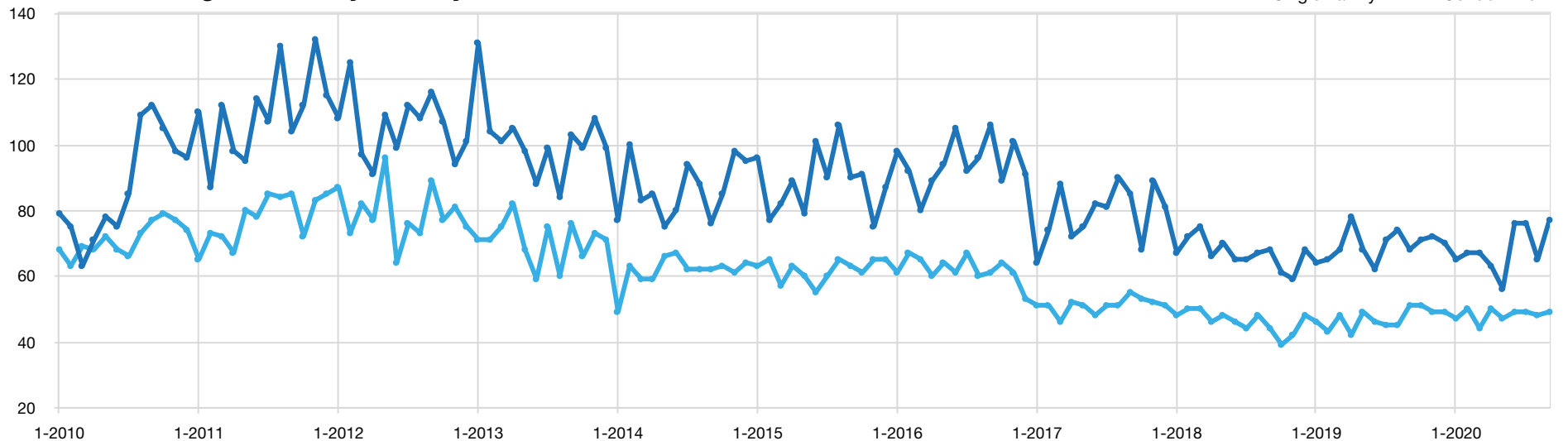
## September

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	47	+ 2.2%	65	+ 1.6%
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	- 4.1%	56	- 17.6%
Jun-2020	49	+ 6.5%	76	+ 22.6%
Jul-2020	49	+ 8.9%	76	+ 7.0%
Aug-2020	48	+ 6.7%	65	- 12.2%
<b>Sep-2020</b>	<b>49</b>	<b>- 3.9%</b>	<b>77</b>	<b>+ 13.2%</b>
12-Month Avg	49	+ 8.9%	69	+ 3.0%

## Historical Housing Affordability Index by Month

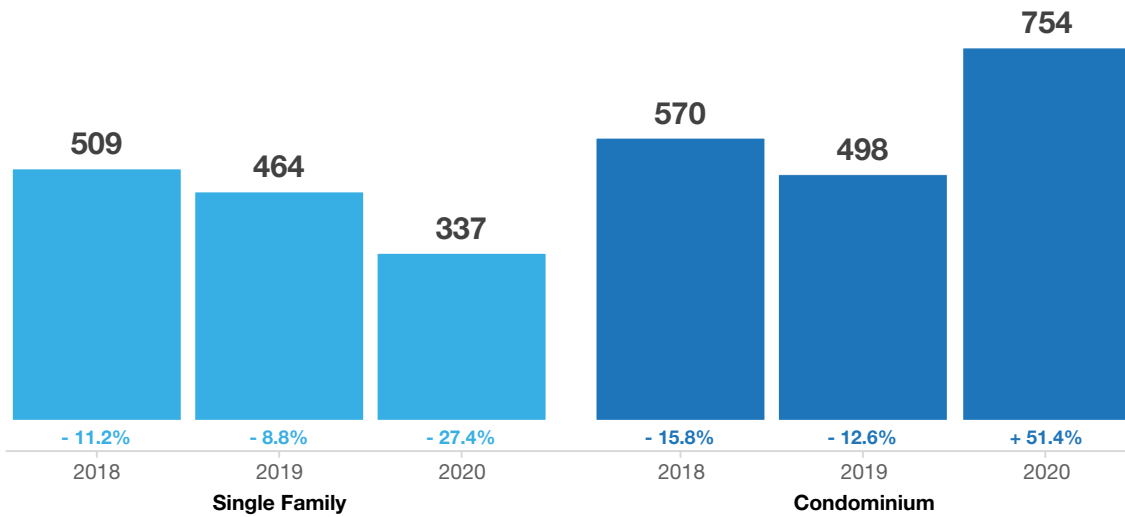


# Inventory of Homes for Sale

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

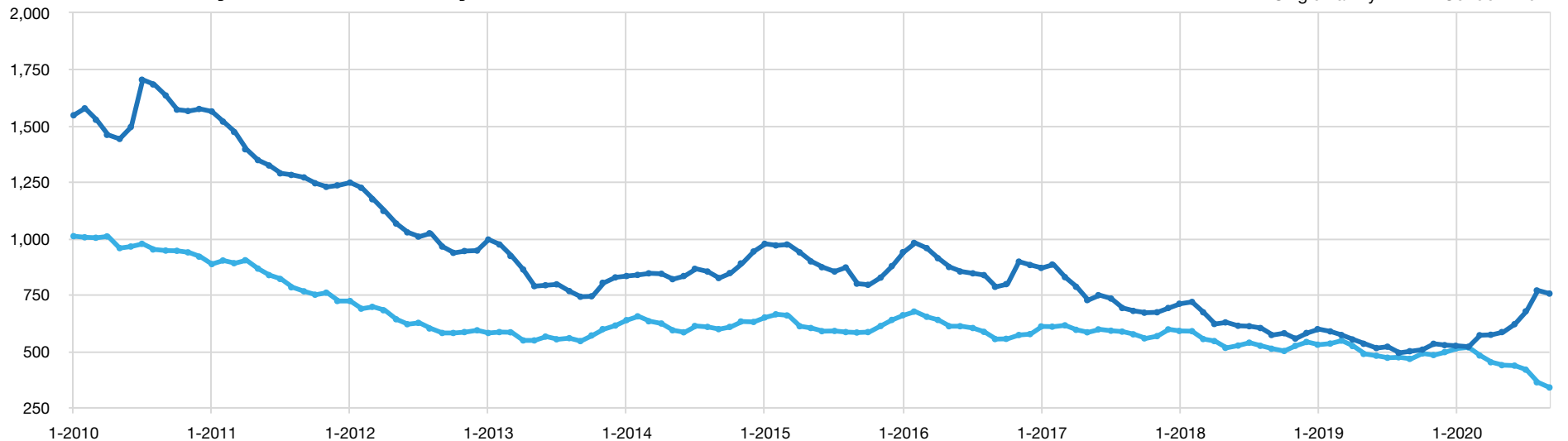


## September



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2019	488	- 2.2%	505	- 12.6%
Nov-2019	481	- 7.9%	531	- 4.2%
Dec-2019	494	- 8.3%	525	- 9.3%
Jan-2020	510	- 3.2%	522	- 12.4%
Feb-2020	515	- 3.2%	518	- 11.6%
Mar-2020	479	- 12.1%	569	- 0.2%
Apr-2020	449	- 13.8%	571	+ 3.8%
May-2020	436	- 10.3%	583	+ 9.8%
Jun-2020	434	- 9.2%	618	+ 20.7%
Jul-2020	416	- 11.3%	675	+ 30.3%
Aug-2020	360	- 23.6%	768	+ 56.4%
<b>Sep-2020</b>	<b>337</b>	<b>- 27.4%</b>	<b>754</b>	<b>+ 51.4%</b>
12-Month Avg	450	- 10.7%	595	+ 8.8%

## Historical Inventory of Homes for Sale by Month

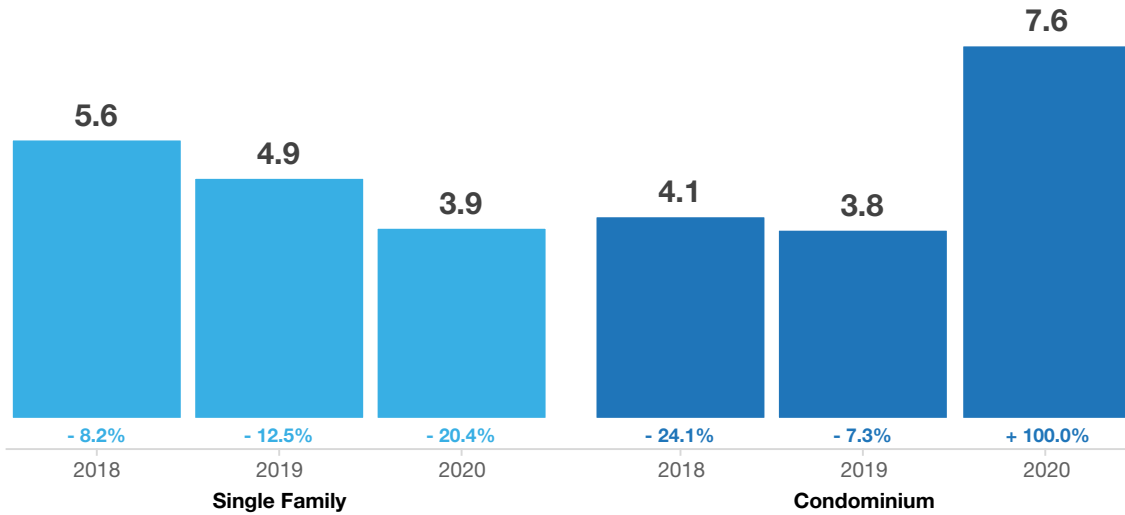


# Months Supply of Inventory

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.



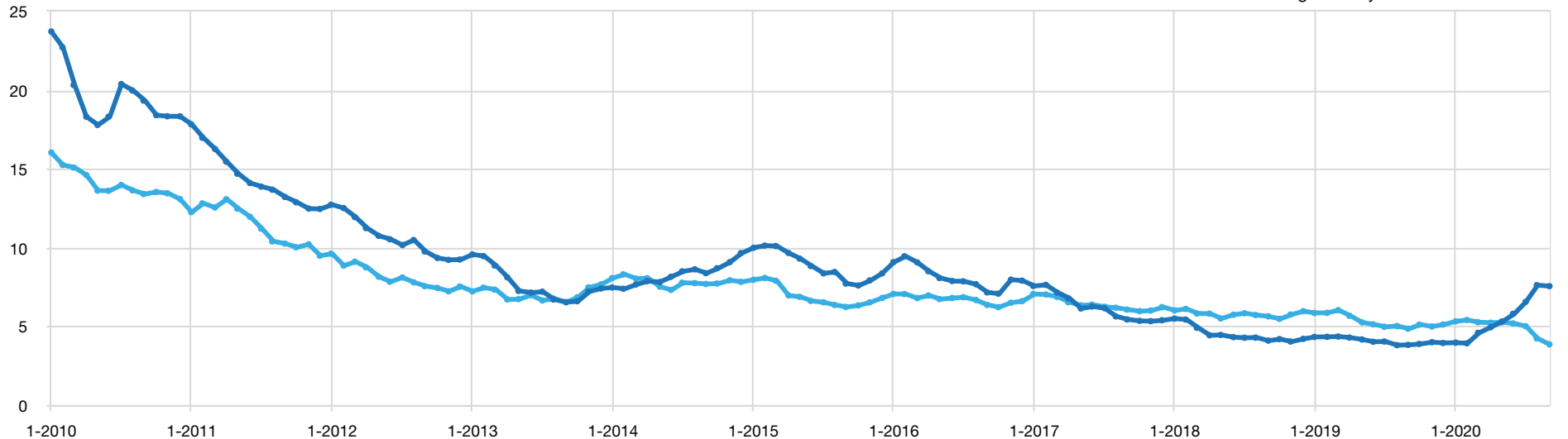
## September



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2019	5.1	- 7.3%	3.9	- 7.1%
Nov-2019	5.0	- 13.8%	4.0	0.0%
Dec-2019	5.1	- 15.0%	3.9	- 7.1%
Jan-2020	5.3	- 10.2%	4.0	- 7.0%
Feb-2020	5.4	- 8.5%	3.9	- 9.3%
Mar-2020	5.3	- 11.7%	4.6	+ 4.5%
Apr-2020	5.2	- 8.8%	4.9	+ 14.0%
May-2020	5.3	+ 1.9%	5.3	+ 26.2%
Jun-2020	5.2	+ 2.0%	5.8	+ 45.0%
Jul-2020	5.0	0.0%	6.6	+ 65.0%
Aug-2020	4.2	- 16.0%	7.6	+ 100.0%
<b>Sep-2020</b>	<b>3.9</b>	<b>- 20.4%</b>	<b>7.6</b>	<b>+ 100.0%</b>
12-Month Avg*	5.0	- 8.9%	5.2	+ 25.2%

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

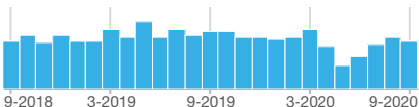
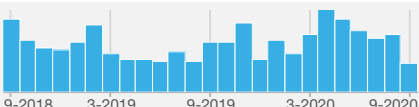


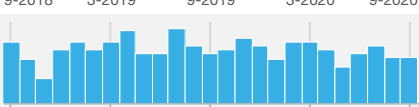
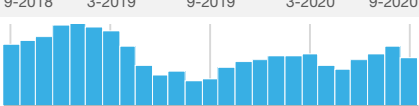
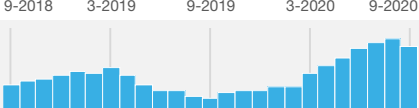
## Historical Months Supply of Inventory by Month



# 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	9-2019	9-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		340	<b>327</b>	- 3.8%	2,995	<b>2,892</b>	- 3.4%
<b>Pending Sales</b>		230	<b>250</b>	+ 8.7%	2,265	<b>1,756</b>	- 22.5%
<b>Closed Sales</b>		252	<b>209</b>	- 17.1%	2,195	<b>1,790</b>	- 18.5%
<b>Days on Market Until Sale</b>		144	<b>126</b>	- 12.5%	136	<b>148</b>	+ 8.8%
<b>Median Sales Price</b>		\$672,500	<b>\$715,000</b>	+ 6.3%	\$630,000	<b>\$691,000</b>	+ 9.7%
<b>Average Sales Price</b>		\$859,032	<b>\$908,288</b>	+ 5.7%	\$850,126	<b>\$908,734</b>	+ 6.9%
<b>Percent of List Price Received</b>		97.5%	<b>96.5%</b>	- 1.0%	97.0%	<b>96.9%</b>	- 0.1%
<b>Housing Affordability Index</b>		54	<b>53</b>	- 1.9%	58	<b>55</b>	- 5.2%
<b>Inventory of Homes for Sale</b>		1,291	<b>1,360</b>	+ 5.3%	—	—	—
<b>Months Supply of Inventory</b>		5.3	<b>6.7</b>	+ 26.4%	—	—	—

# Single Family Monthly Sales Volume

## September 2020



Area Name	September 2020			August 2020			September 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	8	\$6,867,750	\$815,875	12	\$13,368,185	\$880,500	9	\$13,380,000	\$1,165,000
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$1,999,999	\$1,999,999	1	\$2,275,000	\$2,275,000	1	\$1,236,922	\$1,236,922
Kahakuloa	0	--	--	0	--	--	1	\$695,000	\$695,000
Kahului	13	\$8,529,900	\$675,000	14	\$10,338,000	\$697,500	10	\$6,648,900	\$657,500
Kapalua	1	\$15,500,000	\$15,500,000	2	\$4,400,000	\$2,200,000	1	\$2,175,000	\$2,175,000
Kaupo	1	\$230,500	\$230,500	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	14	\$15,996,750	\$940,000	18	\$16,929,900	\$825,000	12	\$11,968,000	\$803,750
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	8	\$9,560,000	\$1,037,500	8	\$8,224,495	\$902,250	7	\$8,595,000	\$1,115,000
Lahaina	6	\$12,293,000	\$1,596,500	2	\$5,525,000	\$2,762,500	4	\$3,920,000	\$925,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	9	\$6,744,000	\$625,000	7	\$5,796,000	\$660,000	8	\$6,452,000	\$725,000
Maui Meadows	5	\$8,540,250	\$1,620,000	3	\$4,395,000	\$1,570,000	2	\$2,660,000	\$1,330,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$1,840,000	\$920,000	2	\$2,074,000	\$1,037,000	3	\$3,236,800	\$880,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	3	\$2,220,000	\$785,000	3	\$3,295,000	\$855,000	9	\$6,099,250	\$670,000
Spreckelsville/Paia/Kuau	2	\$2,502,000	\$1,251,000	1	\$810,000	\$810,000	4	\$14,127,000	\$2,071,000
Wailea/Makena	2	\$2,695,000	\$1,347,500	6	\$36,107,777	\$6,580,518	1	\$10,872,129	\$10,872,129
Wailuku	27	\$20,165,190	\$719,000	18	\$13,073,380	\$719,963	44	\$29,078,465	\$706,023
Lanai	1	\$460,000	\$460,000	1	\$340,000	\$340,000	1	\$468,000	\$468,000
Molokai	4	\$2,541,000	\$662,500	1	\$207,000	\$207,000	2	\$735,000	\$367,500
<b>All MLS</b>	<b>107</b>	<b>\$118,685,339</b>	<b>\$785,000</b>	<b>99</b>	<b>\$127,158,737</b>	<b>\$799,000</b>	<b>119</b>	<b>\$122,347,466</b>	<b>\$719,435</b>

# Condominium Monthly Sales Volume

September 2020



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	September 2020			August 2020			September 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	10	\$12,694,000	\$942,500	21	\$37,152,000	\$2,150,000	17	\$17,222,500	\$830,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	4	\$679,000	\$132,000	1	\$150,000	\$150,000	1	\$105,000	\$105,000
Kapalua	1	\$2,850,000	\$2,850,000	3	\$8,959,000	\$4,159,000	8	\$14,020,000	\$1,056,500
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	24	\$14,534,600	\$458,750	32	\$19,367,560	\$500,000	39	\$20,136,177	\$446,400
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	6	\$3,061,000	\$447,500	12	\$9,155,620	\$701,510	12	\$7,581,670	\$663,080
Maalaea	7	\$4,470,000	\$715,000	5	\$2,142,500	\$402,500	4	\$1,995,000	\$494,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	17	\$8,269,000	\$440,000	13	\$4,302,750	\$355,000	21	\$8,753,875	\$460,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	1	\$538,000	\$538,000	0	--	--
Wailea/Makena	5	\$10,540,000	\$1,225,000	10	\$21,427,831	\$1,896,416	9	\$13,483,900	\$1,100,000
Wailuku	10	\$3,698,800	\$377,500	8	\$3,429,500	\$372,250	6	\$1,656,500	\$258,750
Lanai	0	--	--	0	--	--	1	\$1,725,000	\$1,725,000
Molokai	1	\$249,000	\$249,000	2	\$268,000	\$134,000	1	\$99,500	\$99,500
<b>All MLS</b>	<b>85</b>	<b>\$61,045,400</b>	<b>\$495,000</b>	<b>108</b>	<b>\$106,892,761</b>	<b>\$591,000</b>	<b>119</b>	<b>\$86,779,122</b>	<b>\$540,000</b>



# Land Monthly Sales Volume

## September 2020



Area Name	September 2020			August 2020			September 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	5	\$3,050,000	\$470,000	12	\$6,514,587	\$432,500	4	\$2,119,000	\$559,500
Hana	1	\$285,000	\$285,000	0	--	--	1	\$1,250,000	\$1,250,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	0	--	--	0	--	--
Kahakuloa	0	--	--	1	\$485,000	\$485,000	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	1	\$850,000	\$850,000	3	\$9,700,000	\$900,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	5	\$3,730,000	\$785,000	3	\$1,189,000	\$350,000	3	\$1,187,500	\$370,000
Lahaina	0	--	--	0	--	--	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	1	\$1,345,000	\$1,345,000	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	1	\$475,000	\$475,000
Pukalani	1	\$440,000	\$440,000	0	--	--	1	\$380,000	\$380,000
Spreckelsville/Paia/Kuau	0	--	--	1	\$1,800,000	\$1,800,000	0	--	--
Wailea/Makena	0	--	--	1	\$735,000	\$735,000	0	--	--
Wailuku	3	\$1,621,500	\$553,500	2	\$1,225,000	\$612,500	3	\$1,790,000	\$550,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$125,000	\$125,000	0	--	--	1	\$148,000	\$148,000
<b>All MLS</b>	<b>17</b>	<b>\$10,101,500</b>	<b>\$580,000</b>	<b>24</b>	<b>\$22,993,587</b>	<b>\$532,500</b>	<b>14</b>	<b>\$7,349,500</b>	<b>\$495,000</b>

# Single Family Sales – Year to Date

September 2020 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-20 YTD Sales	Sep-19 YTD Sales	Unit Change	Percent Change	Sep-20 YTD Average	Sep-19 YTD Average	Dollar Change	Percent Change	Sep-20 YTD Median	Sep-19 YTD Median	Dollar Change	Percent Change	Sep-20 YTD Volume	Sep-19 YTD Volume	Dollar Change	Percent Change
Haiku	68	72	-4	-5.6%	\$1,067,190	\$956,485	+\$110,706	+11.6%	\$867,000	\$810,500	+\$56,500	+7.0%	\$72,568,935	\$68,866,888	+\$3,702,047	+5.4%
Hana	3	7	-4	-57.1%	\$797,667	\$1,112,382	-\$314,716	-28.3%	\$880,000	\$786,677	+\$93,323	+11.9%	\$2,393,000	\$7,786,677	-\$5,393,677	-69.3%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	16	18	-2	-11.1%	\$2,132,188	\$1,994,037	+\$138,150	+6.9%	\$1,950,000	\$1,489,500	+\$460,500	+30.9%	\$34,115,004	\$35,892,672	-\$1,777,668	-5.0%
Kahakuloa	0	1	-1	-100.0%	--	\$695,000	--	--	--	\$695,000	--	--	\$0	\$695,000	-\$695,000	-100.0%
Kahului	83	93	-10	-10.8%	\$682,515	\$668,754	+\$13,761	+2.1%	\$675,000	\$660,000	+\$15,000	+2.3%	\$56,648,770	\$62,194,150	-\$5,545,380	-8.9%
Kapalua	7	17	-10	-58.8%	\$4,945,714	\$2,353,178	+\$2,592,537	+110.2%	\$2,800,000	\$2,300,000	+\$500,000	+21.7%	\$34,620,000	\$40,004,020	-\$5,384,020	-13.5%
Kaupo	1	0	+1	--	\$230,500	--	--	--	\$230,500	--	--	--	\$230,500	\$0	+\$230,500	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	107	127	-20	-15.7%	\$1,066,428	\$983,134	+\$83,293	+8.5%	\$840,000	\$795,000	+\$45,000	+5.7%	\$114,107,753	\$124,858,073	-\$10,750,320	-8.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	54	56	-2	-3.6%	\$1,085,523	\$1,102,802	-\$17,279	-1.6%	\$952,500	\$1,059,500	-\$107,000	-10.1%	\$58,618,263	\$61,756,935	-\$3,138,672	-5.1%
Lahaina	28	49	-21	-42.9%	\$1,895,595	\$1,469,775	+\$425,820	+29.0%	\$1,366,375	\$874,000	+\$492,375	+56.3%	\$53,076,668	\$72,018,999	-\$18,942,331	-26.3%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	57	58	-1	-1.7%	\$818,286	\$854,148	-\$35,862	-4.2%	\$685,000	\$687,000	-\$2,000	-0.3%	\$46,642,300	\$49,540,577	-\$2,898,277	-5.9%
Maui Meadows	17	17	0	0.0%	\$1,415,282	\$1,417,882	-\$2,600	-0.2%	\$1,230,000	\$1,400,000	-\$170,000	-12.1%	\$24,059,800	\$24,104,000	-\$44,200	-0.2%
Nahiku	1	0	+1	--	\$795,000	--	--	--	\$795,000	--	--	--	\$795,000	\$0	+\$795,000	--
Napili/Kahana/Honokowai	20	27	-7	-25.9%	\$2,332,257	\$1,292,609	+\$1,039,649	+80.4%	\$1,095,000	\$950,000	+\$145,000	+15.3%	\$46,087,890	\$34,900,431	+\$11,187,459	+32.1%
Olowalu	1	0	+1	--	\$1,125,000	--	--	--	\$1,125,000	--	--	--	\$1,125,000	\$0	+\$1,125,000	--
Pukalani	38	51	-13	-25.5%	\$791,206	\$748,993	+\$42,213	+5.6%	\$776,500	\$705,000	+\$71,500	+10.1%	\$30,065,833	\$38,198,650	-\$8,132,817	-21.3%
Spreckelsville/Paia/Kuau	13	13	0	0.0%	\$996,492	\$1,870,779	-\$874,287	-46.7%	\$899,900	\$1,438,125	-\$538,225	-37.4%	\$12,954,400	\$24,320,125	-\$11,365,725	-46.7%
Wailea/Makena	24	24	0	0.0%	\$3,374,074	\$4,277,835	-\$903,761	-21.1%	\$2,765,000	\$2,330,000	+\$435,000	+18.7%	\$80,977,777	\$102,668,047	-\$21,690,270	-21.1%
Wailuku	179	182	-3	-1.6%	\$728,168	\$672,349	+\$55,819	+8.3%	\$721,825	\$674,000	+\$47,825	+7.1%	\$130,342,053	\$122,367,474	+\$7,974,579	+6.5%
Lanai	15	8	+7	+87.5%	\$707,033	\$587,250	+\$119,783	+20.4%	\$440,000	\$459,000	-\$19,000	-4.1%	\$10,605,500	\$4,698,000	+\$5,907,500	+125.7%
Molokai	19	25	-6	-24.0%	\$481,289	\$400,000	+\$81,289	+20.3%	\$475,000	\$300,000	+\$175,000	+58.3%	\$9,144,500	\$10,000,000	-\$855,500	-8.6%
All MLS	751	845	-94	-11.1%	\$1,089,872	\$1,047,184	+\$42,688	+4.1%	\$775,000	\$745,000	+\$30,000	+4.0%	\$819,178,946	\$884,870,718	-\$65,691,772	-7.4%

# Total Condominium Sales – Year to Date

September 2020 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-20 YTD Sales	Sep-19 YTD Sales	Unit Change	Percent Change	Sep-20 YTD Average	Sep-19 YTD Average	Dollar Change	Percent Change	Sep-20 YTD Median	Sep-19 YTD Median	Dollar Change	Percent Change	Sep-20 YTD Volume	Sep-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	127	109	+18	+16.5%	\$1,431,685	\$1,114,894	+\$316,792	+28.4%	\$1,200,000	\$886,000	+\$314,000	+35.4%	\$181,824,031	\$121,523,416	+\$60,300,615	+49.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	27	23	+4	+17.4%	\$157,156	\$176,446	-\$19,290	-10.9%	\$138,000	\$140,000	-\$2,000	-1.4%	\$4,243,200	\$4,058,250	+\$184,950	+4.6%
Kapalua	19	51	-32	-62.7%	\$1,720,789	\$2,084,284	-\$363,495	-17.4%	\$1,115,000	\$935,000	+\$180,000	+19.3%	\$32,695,000	\$106,298,500	-\$73,603,500	-69.2%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	300	495	-195	-39.4%	\$593,463	\$519,961	+\$73,503	+14.1%	\$480,000	\$447,100	+\$32,900	+7.4%	\$178,039,005	\$257,380,510	-\$79,341,505	-30.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	108	82	+26	+31.7%	\$685,202	\$553,825	+\$131,377	+23.7%	\$640,610	\$554,750	+\$85,860	+15.5%	\$74,001,787	\$45,413,626	+\$28,588,161	+63.0%
Maalaea	37	24	+13	+54.2%	\$460,796	\$469,104	-\$8,308	-1.8%	\$449,000	\$461,500	-\$12,500	-2.7%	\$17,049,450	\$11,258,500	+\$5,790,950	+51.4%
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	135	193	-58	-30.1%	\$518,161	\$456,194	+\$61,967	+13.6%	\$480,000	\$460,000	+\$20,000	+4.3%	\$69,951,797	\$88,045,439	-\$18,093,642	-20.6%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	5	6	-1	-16.7%	\$716,400	\$630,833	+\$85,567	+13.6%	\$675,000	\$620,000	+\$55,000	+8.9%	\$3,582,000	\$3,785,000	-\$203,000	-5.4%
Spreckelsville/Paia/Kuau	2	3	-1	-33.3%	\$461,500	\$413,667	+\$47,833	+11.6%	\$461,500	\$370,000	+\$91,500	+24.7%	\$923,000	\$1,241,000	-\$318,000	-25.6%
Wailea/Makena	71	110	-39	-35.5%	\$1,755,086	\$1,470,459	+\$284,627	+19.4%	\$1,225,000	\$1,235,000	-\$10,000	-0.8%	\$124,611,081	\$161,750,501	-\$37,139,420	-23.0%
Wailuku	65	96	-31	-32.3%	\$420,431	\$434,022	-\$13,592	-3.1%	\$395,000	\$425,000	-\$30,000	-7.1%	\$27,327,998	\$41,666,145	-\$14,338,147	-34.4%
Lanai	3	3	0	0.0%	\$1,136,000	\$691,000	+\$445,000	+64.4%	\$850,000	\$193,000	+\$657,000	+340.4%	\$3,408,000	\$2,073,000	+\$1,335,000	+64.4%
Molokai	16	14	+2	+14.3%	\$183,656	\$153,547	+\$30,109	+19.6%	\$180,000	\$142,500	+\$37,500	+26.3%	\$2,938,500	\$2,149,655	+\$788,845	+36.7%
All MLS	915	1,209	-294	-24.3%	\$787,535	\$700,284	+\$87,251	+12.5%	\$560,000	\$518,000	+\$42,000	+8.1%	\$720,594,849	\$846,643,542	-\$126,048,693	-14.9%

# Fee Simple Condominium Sales – Year to Date

September 2020 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-20 YTD Sales	Sep-19 YTD Sales	Unit Change	Percent Change	Sep-20 YTD Average	Sep-19 YTD Average	Dollar Change	Percent Change	Sep-20 YTD Median	Sep-19 YTD Median	Dollar Change	Percent Change	Sep-20 YTD Volume	Sep-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	115	99	+16	+16.2%	\$1,531,396	\$1,184,444	+\$346,952	+29.3%	\$1,550,000	\$950,000	+\$600,000	+63.2%	\$176,110,531	\$117,259,916	+\$58,850,615	+50.2%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	27	23	+4	+17.4%	\$157,156	\$176,446	-\$19,290	-10.9%	\$138,000	\$140,000	-\$2,000	-1.4%	\$4,243,200	\$4,058,250	+\$184,950	+4.6%
Kapalua	19	51	-32	-62.7%	\$1,720,789	\$2,084,284	-\$363,495	-17.4%	\$1,115,000	\$935,000	+\$180,000	+19.3%	\$32,695,000	\$106,298,500	-\$73,603,500	-69.2%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	293	491	-198	-40.3%	\$599,061	\$521,072	+\$77,989	+15.0%	\$485,000	\$448,750	+\$36,250	+8.1%	\$175,525,005	\$255,846,510	-\$80,321,505	-31.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	103	82	+21	+25.6%	\$707,503	\$553,825	+\$153,678	+27.7%	\$673,000	\$554,750	+\$118,250	+21.3%	\$72,872,787	\$45,413,626	+\$27,459,161	+60.5%
Maalaea	20	15	+5	+33.3%	\$557,723	\$512,367	+\$45,356	+8.9%	\$525,000	\$532,000	-\$7,000	-1.3%	\$11,154,450	\$7,685,500	+\$3,468,950	+45.1%
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	106	168	-62	-36.9%	\$578,702	\$494,356	+\$84,346	+17.1%	\$518,500	\$475,000	+\$43,500	+9.2%	\$61,342,422	\$83,051,890	-\$21,709,468	-26.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	5	6	-1	-16.7%	\$716,400	\$630,833	+\$85,567	+13.6%	\$675,000	\$620,000	+\$55,000	+8.9%	\$3,582,000	\$3,785,000	-\$203,000	-5.4%
Spreckelsville/Paia/Kuau	2	3	-1	-33.3%	\$461,500	\$413,667	+\$47,833	+11.6%	\$461,500	\$370,000	+\$91,500	+24.7%	\$923,000	\$1,241,000	-\$318,000	-25.6%
Wailea/Makena	71	110	-39	-35.5%	\$1,755,086	\$1,470,459	+\$284,627	+19.4%	\$1,225,000	\$1,235,000	-\$10,000	-0.8%	\$124,611,081	\$161,750,501	-\$37,139,420	-23.0%
Wailuku	65	96	-31	-32.3%	\$420,431	\$434,022	-\$13,592	-3.1%	\$395,000	\$425,000	-\$30,000	-7.1%	\$27,327,998	\$41,666,145	-\$14,338,147	-34.4%
Lanai	3	3	0	0.0%	\$1,136,000	\$691,000	+\$445,000	+64.4%	\$850,000	\$193,000	+\$657,000	+340.4%	\$3,408,000	\$2,073,000	+\$1,335,000	+64.4%
Molokai	15	13	+2	+15.4%	\$189,900	\$160,235	+\$29,665	+18.5%	\$190,000	\$150,000	+\$40,000	+26.7%	\$2,848,500	\$2,083,055	+\$765,445	+36.7%
All MLS	844	1,160	-316	-27.2%	\$825,408	\$717,425	+\$107,983	+15.1%	\$586,250	\$525,000	+\$61,250	+11.7%	\$696,643,974	\$832,212,893	-\$135,568,919	-16.3%

# Leasehold Condominium Sales – Year to Date

September 2020 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-20 YTD Sales	Sep-19 YTD Sales	Unit Change	Percent Change	Sep-20 YTD Average	Sep-19 YTD Average	Dollar Change	Percent Change	Sep-20 YTD Median	Sep-19 YTD Median	Dollar Change	Percent Change	Sep-20 YTD Volume	Sep-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	12	10	+2	+20.0%	\$476,125	\$426,350	+\$49,775	+11.7%	\$412,500	\$332,500	+\$80,000	+24.1%	\$5,713,500	\$4,263,500	+\$1,450,000	+34.0%
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	7	4	+3	+75.0%	\$359,143	\$383,500	-\$24,357	-6.4%	\$270,000	\$354,500	-\$84,500	-23.8%	\$2,514,000	\$1,534,000	+\$980,000	+63.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	5	0	+5	--	\$225,800	--	--	--	\$220,000	--	--	--	\$1,129,000	\$0	+\$1,129,000	--
Maalaea	17	9	+8	+88.9%	\$346,765	\$397,000	-\$50,235	-12.7%	\$299,500	\$410,000	-\$110,500	-27.0%	\$5,895,000	\$3,573,000	+\$2,322,000	+65.0%
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	29	25	+4	+16.0%	\$296,875	\$199,742	+\$97,133	+48.6%	\$165,000	\$160,000	+\$5,000	+3.1%	\$8,609,375	\$4,993,549	+\$3,615,826	+72.4%
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	71	49	+22	+44.9%	\$337,336	\$294,503	+\$42,833	+14.5%	\$260,000	\$255,000	+\$5,000	+2.0%	\$23,950,875	\$14,430,649	+\$9,520,226	+66.0%

# Land Sales – Year to Date

## September 2020 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-20 YTD Sales	Sep-19 YTD Sales	Unit Change	Percent Change	Sep-20 YTD Average	Sep-19 YTD Average	Dollar Change	Percent Change	Sep-20 YTD Median	Sep-19 YTD Median	Dollar Change	Percent Change	Sep-20 YTD Volume	Sep-19 YTD Volume	Dollar Change	Percent Change
Haiku	34	29	+5	+17.2%	\$551,708	\$453,237	+\$98,471	+21.7%	\$424,500	\$445,000	-\$20,500	-4.6%	\$18,758,087	\$13,143,875	+\$5,614,212	+42.7%
Hana	6	7	-1	-14.3%	\$993,167	\$752,429	+\$240,738	+32.0%	\$687,000	\$670,000	+\$17,000	+2.5%	\$5,959,000	\$5,267,000	+\$692,000	+13.1%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	5	7	-2	-28.6%	\$455,715	\$752,500	-\$296,785	-39.4%	\$370,000	\$820,000	-\$450,000	-54.9%	\$2,278,575	\$5,267,500	-\$2,988,925	-56.7%
Kahakuloa	4	1	+3	+300.0%	\$435,000	\$360,000	+\$75,000	+20.8%	\$433,750	\$360,000	+\$73,750	+20.5%	\$1,740,000	\$360,000	+\$1,380,000	+383.3%
Kahului	1	0	+1	--	\$225,000	--	--	--	\$225,000	--	--	--	\$225,000	\$0	+\$225,000	--
Kapalua	6	2	+4	+200.0%	\$2,025,000	\$1,575,000	+\$450,000	+28.6%	\$825,000	\$1,575,000	-\$750,000	-47.6%	\$12,150,000	\$3,150,000	+\$9,000,000	+285.7%
Kaupo	0	1	-1	-100.0%	--	\$275,000	--	--	--	\$275,000	--	--	\$0	\$275,000	-\$275,000	-100.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	3	7	-4	-57.1%	\$523,333	\$754,100	-\$230,767	-30.6%	\$330,000	\$486,700	-\$156,700	-32.2%	\$1,570,000	\$5,278,700	-\$3,708,700	-70.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	29	19	+10	+52.6%	\$846,098	\$502,868	+\$343,230	+68.3%	\$500,000	\$410,000	+\$90,000	+22.0%	\$24,536,850	\$9,554,500	+\$14,982,350	+156.8%
Lahaina	3	7	-4	-57.1%	\$1,143,167	\$1,519,500	-\$376,333	-24.8%	\$1,504,500	\$1,737,500	-\$233,000	-13.4%	\$3,429,500	\$10,636,500	-\$7,207,000	-67.8%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	5	7	-2	-28.6%	\$616,600	\$586,143	+\$30,457	+5.2%	\$430,000	\$460,000	-\$30,000	-6.5%	\$3,083,000	\$4,103,000	-\$1,020,000	-24.9%
Maui Meadows	1	2	-1	-50.0%	\$455,000	\$470,500	-\$15,500	-3.3%	\$455,000	\$470,500	-\$15,500	-3.3%	\$455,000	\$941,000	-\$486,000	-51.6%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Olowalu	0	1	-1	-100.0%	--	\$475,000	--	--	--	\$475,000	--	--	\$0	\$475,000	-\$475,000	-100.0%
Pukalani	3	7	-4	-57.1%	\$401,667	\$462,071	-\$60,405	-13.1%	\$395,000	\$387,000	+\$8,000	+2.1%	\$1,205,000	\$3,234,500	-\$2,029,500	-62.7%
Spreckelsville/Paia/Kuau	2	1	+1	+100.0%	\$2,275,000	\$1,600,000	+\$675,000	+42.2%	\$2,275,000	\$1,600,000	+\$675,000	+42.2%	\$4,550,000	\$1,600,000	+\$2,950,000	+184.4%
Wailea/Makena	2	17	-15	-88.2%	\$705,000	\$3,496,853	-\$2,791,853	-79.8%	\$705,000	\$1,075,000	-\$370,000	-34.4%	\$1,410,000	\$59,446,500	-\$58,036,500	-97.6%
Wailuku	13	19	-6	-31.6%	\$418,538	\$504,241	-\$85,702	-17.0%	\$358,000	\$507,500	-\$149,500	-29.5%	\$5,441,000	\$9,076,330	-\$3,635,330	-40.1%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	7	7	0	0.0%	\$133,500	\$167,167	-\$33,667	-20.1%	\$110,000	\$165,250	-\$55,250	-33.4%	\$934,500	\$1,113,000	-\$178,500	-16.0%
All MLS	124	141	-17	-12.1%	\$707,464	\$955,485	-\$248,021	-26.0%	\$430,000	\$500,000	-\$70,000	-14.0%	\$87,725,512	\$132,922,405	-\$45,196,893	-34.0%