

# Single Family Sales – Year to Date

June 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-18 YTD Sales	Jun-17 YTD Sales	Unit Change	Percent Change	Jun-18 YTD Average	Jun-17 YTD Average	Dollar Change	Percent Change	Jun-18 YTD Median	Jun-17 YTD Median	Dollar Change	Percent Change	Jun-18 YTD Volume	Jun-17 YTD Volume	Dollar Change	Percent Change
Haiku	48	44	+4	+9.1%	\$903,365	\$859,667	+\$43,697	+5.1%	\$763,750	\$744,500	+\$19,250	+2.6%	\$43,361,500	\$37,825,360	+\$5,536,140	+14.6%
Hana	12	6	+6	+100.0%	\$1,113,333	\$1,642,931	-\$529,598	-32.2%	\$742,500	\$1,148,542	-\$406,042	-35.4%	\$13,359,995	\$9,857,583	+\$3,502,412	+35.5%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	21	11	+10	+90.9%	\$2,024,057	\$1,871,568	+\$152,489	+8.1%	\$1,705,000	\$1,323,000	+\$382,000	+28.9%	\$42,505,202	\$20,587,250	+\$21,917,952	+106.5%
Kahakuloa	1	1	0	0.0%	\$890,000	\$575,000	+\$315,000	+54.8%	\$890,000	\$575,000	+\$315,000	+54.8%	\$890,000	\$575,000	+\$315,000	+54.8%
Kahului	82	72	+10	+13.9%	\$671,552	\$580,879	+\$90,673	+15.6%	\$676,193	\$585,000	+\$91,193	+15.6%	\$55,067,240	\$41,823,272	+\$13,243,968	+31.7%
Kapalua	6	2	+4	+200.0%	\$4,382,217	\$2,975,000	+\$1,407,217	+47.3%	\$3,000,025	\$2,975,000	+\$25,025	+0.8%	\$26,293,300	\$5,950,000	+\$20,343,300	+341.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	88	97	-9	-9.3%	\$1,044,252	\$991,668	+\$52,584	+5.3%	\$670,000	\$735,000	-\$65,000	-8.8%	\$91,894,192	\$96,191,825	-\$4,297,633	-4.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	34	49	-15	-30.6%	\$1,091,054	\$1,002,300	+\$88,754	+8.9%	\$999,500	\$845,000	+\$154,500	+18.3%	\$37,095,849	\$49,112,700	-\$12,016,851	-24.5%
Lahaina	35	30	+5	+16.7%	\$1,785,211	\$1,760,393	+\$24,818	+1.4%	\$850,000	\$1,414,500	-\$564,500	-39.9%	\$62,482,400	\$52,811,798	+\$9,670,602	+18.3%
Maalaea	1	0	+1	--	\$2,000,000	--	--	--	\$2,000,000	--	--	--	\$2,000,000	\$0	+\$2,000,000	--
Makawao/Olinda/Haliimaile	26	27	-1	-3.7%	\$719,787	\$886,074	-\$166,287	-18.8%	\$659,725	\$652,500	+\$7,225	+1.1%	\$18,714,457	\$23,924,000	-\$5,209,543	-21.8%
Maui Meadows	16	12	+4	+33.3%	\$1,205,844	\$1,262,698	-\$56,855	-4.5%	\$1,335,000	\$1,322,500	+\$12,500	+0.9%	\$19,293,500	\$15,152,380	+\$4,141,120	+27.3%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	15	21	-6	-28.6%	\$1,154,333	\$904,726	+\$249,607	+27.6%	\$975,000	\$918,000	+\$57,000	+6.2%	\$17,315,000	\$18,999,244	-\$1,684,244	-8.9%
Olowalu	1	0	+1	--	\$1,360,000	--	--	--	\$1,360,000	--	--	--	\$1,360,000	\$0	+\$1,360,000	--
Pukalani	17	27	-10	-37.0%	\$672,218	\$699,250	-\$27,032	-3.9%	\$690,000	\$675,000	+\$15,000	+2.2%	\$11,427,700	\$18,879,750	-\$7,452,050	-39.5%
Spreckelsville/Paia/Kuau	15	11	+4	+36.4%	\$1,224,892	\$1,652,773	-\$427,881	-25.9%	\$615,000	\$750,000	-\$135,000	-18.0%	\$18,373,375	\$18,180,500	+\$192,875	+1.1%
Wailea/Makena	15	17	-2	-11.8%	\$3,711,667	\$4,937,941	-\$1,226,275	-24.8%	\$2,200,000	\$3,250,000	-\$1,050,000	-32.3%	\$55,675,000	\$83,945,000	-\$28,270,000	-33.7%
Wailuku	119	98	+21	+21.4%	\$624,245	\$638,709	-\$14,464	-2.3%	\$635,600	\$603,500	+\$32,100	+5.3%	\$74,285,167	\$62,593,452	+\$11,691,715	+18.7%
Lanai	10	10	0	0.0%	\$605,300	\$419,500	+\$185,800	+44.3%	\$485,000	\$402,500	+\$82,500	+20.5%	\$6,053,000	\$4,195,000	+\$1,858,000	+44.3%
Molokai	13	12	+1	+8.3%	\$677,800	\$565,222	+\$112,578	+19.9%	\$382,000	\$442,500	-\$60,500	-13.7%	\$8,811,400	\$6,782,660	+\$2,028,740	+29.9%
<b>All MLS</b>	<b>575</b>	<b>547</b>	<b>+28</b>	<b>+5.1%</b>	<b>\$1,054,362</b>	<b>\$1,037,270</b>	<b>+\$17,092</b>	<b>+1.6%</b>	<b>\$690,000</b>	<b>\$705,000</b>	<b>-\$15,000</b>	<b>-2.1%</b>	<b>\$606,258,277</b>	<b>\$567,386,774</b>	<b>+\$38,871,503</b>	<b>+6.9%</b>

# Total Condominium Sales – Year to Date

## June 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-18 YTD Sales	Jun-17 YTD Sales	Unit Change	Percent Change	Jun-18 YTD Average	Jun-17 YTD Average	Dollar Change	Percent Change	Jun-18 YTD Median	Jun-17 YTD Median	Dollar Change	Percent Change	Jun-18 YTD Volume	Jun-17 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	1	-1	-100.0%	--	\$760,000	--	--	--	\$760,000	--	--	\$0	\$760,000	-\$760,000	-100.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	90	62	+28	+45.2%	\$1,069,904	\$1,116,762	-\$46,858	-4.2%	\$808,000	\$852,500	-\$44,500	-5.2%	\$96,291,388	\$69,239,240	+\$27,052,148	+39.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	17	16	+1	+6.3%	\$144,294	\$118,336	+\$25,958	+21.9%	\$110,000	\$94,152	+\$15,848	+16.8%	\$2,453,000	\$1,893,377	+\$559,623	+29.6%
Kapalua	26	21	+5	+23.8%	\$2,018,544	\$1,734,467	+\$284,077	+16.4%	\$1,015,625	\$865,000	+\$150,625	+17.4%	\$52,482,138	\$36,423,799	+\$16,058,339	+44.1%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	321	281	+40	+14.2%	\$487,615	\$492,986	-\$5,371	-1.1%	\$407,000	\$385,000	+\$22,000	+5.7%	\$156,524,376	\$138,528,986	+\$17,995,390	+13.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	38	44	-6	-13.6%	\$593,922	\$500,324	+\$93,598	+18.7%	\$476,250	\$424,500	+\$51,750	+12.2%	\$22,569,026	\$22,014,255	+\$554,771	+2.5%
Maalaea	27	21	+6	+28.6%	\$410,315	\$367,529	+\$42,786	+11.6%	\$415,000	\$323,600	+\$91,400	+28.2%	\$11,078,500	\$7,718,100	+\$3,360,400	+43.5%
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	122	108	+14	+13.0%	\$479,929	\$442,293	+\$37,636	+8.5%	\$442,500	\$402,500	+\$40,000	+9.9%	\$58,551,294	\$47,767,600	+\$10,783,694	+22.6%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	5	5	0	0.0%	\$607,200	\$607,600	-\$400	-0.1%	\$601,000	\$618,000	-\$17,000	-2.8%	\$3,036,000	\$3,038,000	-\$2,000	-0.1%
Spreckelsville/Paia/Kuau	1	0	+1	--	\$375,000	--	--	--	\$375,000	--	--	--	\$375,000	\$0	+\$375,000	--
Wailea/Makena	128	82	+46	+56.1%	\$1,479,061	\$1,589,662	-\$110,600	-7.0%	\$1,132,834	\$1,017,500	+\$115,334	+11.3%	\$189,319,860	\$130,352,248	+\$58,967,612	+45.2%
Wailuku	88	61	+27	+44.3%	\$383,463	\$387,668	-\$4,206	-1.1%	\$386,784	\$410,000	-\$23,217	-5.7%	\$33,744,717	\$23,647,772	+\$10,096,945	+42.7%
Lanai	0	3	-3	-100.0%	--	\$685,833	--	--	--	\$940,000	--	--	\$0	\$2,057,500	-\$2,057,500	-100.0%
Molokai	7	8	-1	-12.5%	\$160,786	\$128,219	+\$32,567	+25.4%	\$158,000	\$110,000	+\$48,000	+43.6%	\$1,125,500	\$1,025,750	+\$99,750	+9.7%
<b>All MLS</b>	<b>870</b>	<b>713</b>	<b>+157</b>	<b>+22.0%</b>	<b>\$721,323</b>	<b>\$679,476</b>	<b>+\$41,846</b>	<b>+6.2%</b>	<b>\$495,000</b>	<b>\$475,000</b>	<b>+\$20,000</b>	<b>+4.2%</b>	<b>\$627,550,799</b>	<b>\$484,466,627</b>	<b>+\$143,084,172</b>	<b>+29.5%</b>

# Land Sales – Year to Date

## June 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-18 YTD Sales	Jun-17 YTD Sales	Unit Change	Percent Change	Jun-18 YTD Average	Jun-17 YTD Average	Dollar Change	Percent Change	Jun-18 YTD Median	Jun-17 YTD Median	Dollar Change	Percent Change	Jun-18 YTD Volume	Jun-17 YTD Volume	Dollar Change	Percent Change
Haiku	34	15	+19	+126.7%	\$598,476	\$591,100	+\$7,376	+1.2%	\$477,575	\$475,000	+\$2,575	+0.5%	\$20,348,200	\$8,866,500	+\$11,481,700	+129.5%
Hana	5	5	0	0.0%	\$499,000	\$307,000	+\$192,000	+62.5%	\$515,000	\$325,000	+\$190,000	+58.5%	\$2,495,000	\$1,535,000	+\$960,000	+62.5%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	5	7	-2	-28.6%	\$693,950	\$785,643	-\$91,693	-11.7%	\$812,250	\$825,000	-\$12,750	-1.5%	\$3,469,750	\$5,499,500	-\$2,029,750	-36.9%
Kahakuloa	0	1	-1	-100.0%	--	\$467,500	--	--	--	\$467,500	--	--	\$0	\$467,500	-\$467,500	-100.0%
Kahului	0	1	-1	-100.0%	--	\$325,000	--	--	--	\$325,000	--	--	\$0	\$325,000	-\$325,000	-100.0%
Kapalua	0	3	-3	-100.0%	--	\$909,667	--	--	--	\$715,000	--	--	\$0	\$2,729,000	-\$2,729,000	-100.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	7	5	+2	+40.0%	\$727,857	\$480,800	+\$247,057	+51.4%	\$505,000	\$432,000	+\$73,000	+16.9%	\$5,095,000	\$2,404,000	+\$2,691,000	+111.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	23	8	+15	+187.5%	\$592,046	\$548,250	+\$43,796	+8.0%	\$545,000	\$450,000	+\$95,000	+21.1%	\$13,617,050	\$4,386,000	+\$9,231,050	+210.5%
Lahaina	8	4	+4	+100.0%	\$1,283,938	\$991,000	+\$292,938	+29.6%	\$1,500,000	\$932,500	+\$567,500	+60.9%	\$10,271,500	\$3,964,000	+\$6,307,500	+159.1%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	3	4	-1	-25.0%	\$711,300	\$420,000	+\$291,300	+69.4%	\$878,900	\$386,000	+\$492,900	+127.7%	\$2,133,900	\$1,680,000	+\$453,900	+27.0%
Maui Meadows	1	2	-1	-50.0%	\$725,000	\$451,250	+\$273,750	+60.7%	\$725,000	\$451,250	+\$273,750	+60.7%	\$725,000	\$902,500	-\$177,500	-19.7%
Nahiku	2	0	+2	--	\$323,000	--	--	--	\$323,000	--	--	--	\$646,000	\$0	+\$646,000	--
Napili/Kahana/Honokowai	0	1	-1	-100.0%	--	\$330,000	--	--	--	\$330,000	--	--	\$0	\$330,000	-\$330,000	-100.0%
Olowalu	0	1	-1	-100.0%	--	\$1,100,000	--	--	--	\$1,100,000	--	--	\$0	\$1,100,000	-\$1,100,000	-100.0%
Pukalani	3	4	-1	-25.0%	\$339,000	\$365,875	-\$26,875	-7.3%	\$375,000	\$367,750	+\$7,250	+2.0%	\$1,017,000	\$1,463,500	-\$446,500	-30.5%
Spreckelsville/Paia/Kuau	1	1	0	0.0%	\$2,900,000	\$1,300,000	+\$1,600,000	+123.1%	\$2,900,000	\$1,300,000	+\$1,600,000	+123.1%	\$2,900,000	\$1,300,000	+\$1,600,000	+123.1%
Wailea/Makena	4	1	+3	+300.0%	\$7,612,500	\$525,000	+\$7,087,500	+1,300.0%	\$7,350,000	\$525,000	+\$6,825,000	+1,300.0%	\$30,450,000	\$525,000	+\$29,925,000	+5,700.0%
Wailuku	9	16	-7	-43.8%	\$400,719	\$355,536	+\$45,184	+12.7%	\$315,000	\$305,000	+\$10,000	+3.3%	\$3,606,475	\$5,688,575	-\$2,082,100	-36.6%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	13	10	+3	+30.0%	\$180,300	\$176,840	+\$3,460	+2.0%	\$140,000	\$157,500	-\$17,500	-11.1%	\$2,343,900	\$1,768,400	+\$575,500	+32.5%
<b>All MLS</b>	<b>118</b>	<b>89</b>	<b>+29</b>	<b>+32.6%</b>	<b>\$839,990</b>	<b>\$504,882</b>	<b>+\$335,108</b>	<b>+66.4%</b>	<b>\$477,575</b>	<b>\$400,000</b>	<b>+\$77,575</b>	<b>+19.4%</b>	<b>\$99,118,775</b>	<b>\$44,934,475</b>	<b>+\$54,184,300</b>	<b>+120.6%</b>