

# Monthly Indicators



## July 2018

Housing price bubble chatter has increased this summer, as market observers attempt to predict the next residential real estate shift. It is too early to predict a change from higher prices and lower inventory, but the common markers that caused the last housing cooldown are present. Wages are up but not at the same pace as home prices, leading to the kind of affordability concerns that can cause fewer sales at lower prices. At the same time, demand is still outpacing what is available for sale in many markets.

New Listings increased 12.8 percent for Single Family homes but decreased 2.7 percent for Condominium homes. Pending Sales increased 15.9 percent for Single Family homes and 7.9 percent for Condominium homes. Inventory decreased 14.4 percent for Single Family homes and 22.8 percent for Condominium homes.

Median Sales Price increased 9.7 percent to \$769,000 for Single Family homes and 16.6 percent to \$513,163 for Condominium homes. Days on Market increased 24.2 percent for Single Family homes and 10.5 percent for Condominium homes. Months Supply of Inventory decreased 12.9 percent for Single Family homes and 32.8 percent for Condominium homes.

Consumer spending on home goods and renovations are up, and more people are entering the workforce. Employed people spending money is good for the housing market. Meanwhile, GDP growth was 4.1% in the second quarter, the strongest showing since 2014. Housing starts are down, but that is more reflective of low supply than anything else. With a growing economy, solid lending practices and the potential for improved inventory from new listing and building activity, market balance is more likely than a bubble.

## Quick Facts

**+ 12.3%**

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

**+ 22.0%**

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

**- 17.9%**

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.

Single Family Market Overview	2
Condominium Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Combined	14

# 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	7-2017	7-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		125	<b>141</b>	+ 12.8%	1,019	<b>896</b>	- 12.1%
<b>Pending Sales</b>		88	<b>102</b>	+ 15.9%	729	<b>689</b>	- 5.5%
<b>Closed Sales</b>		92	<b>113</b>	+ 22.8%	639	<b>688</b>	+ 7.7%
<b>Days on Market Until Sale</b>		153	<b>190</b>	+ 24.2%	144	<b>155</b>	+ 7.6%
<b>Median Sales Price</b>		\$701,000	<b>\$769,000</b>	+ 9.7%	\$705,000	<b>\$699,750</b>	- 0.7%
<b>Average Sales Price</b>		\$1,106,498	<b>\$1,108,962</b>	+ 0.2%	\$1,047,237	<b>\$1,063,330</b>	+ 1.5%
<b>Percent of List Price Received</b>		95.7%	<b>95.9%</b>	+ 0.2%	96.7%	<b>96.8%</b>	+ 0.1%
<b>Housing Affordability Index</b>		51	<b>44</b>	- 13.7%	50	<b>48</b>	- 4.0%
<b>Inventory of Homes for Sale</b>		583	<b>499</b>	- 14.4%	—	—	—
<b>Months Supply of Inventory</b>		6.2	<b>5.4</b>	- 12.9%	—	—	—

# Condominium Market Overview

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



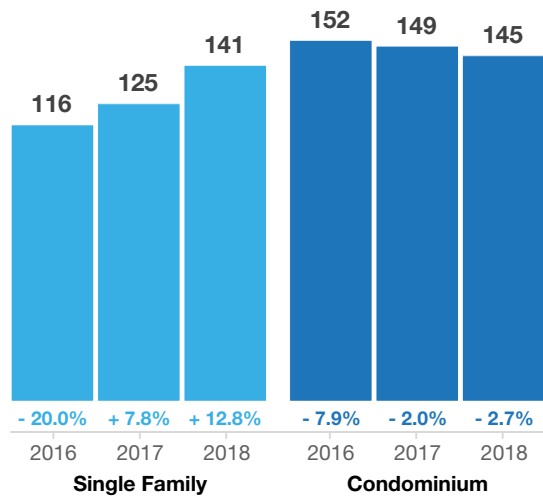
Key Metrics	Historical Sparkbars	7-2017	7-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		149	<b>145</b>	- 2.7%	1,177	<b>1,127</b>	- 4.2%
<b>Pending Sales</b>		114	<b>123</b>	+ 7.9%	897	<b>999</b>	+ 11.4%
<b>Closed Sales</b>		101	<b>136</b>	+ 34.7%	814	<b>1,007</b>	+ 23.7%
<b>Days on Market Until Sale</b>		162	<b>179</b>	+ 10.5%	153	<b>157</b>	+ 2.6%
<b>Median Sales Price</b>		\$440,000	<b>\$513,163</b>	+ 16.6%	\$472,500	<b>\$496,000</b>	+ 5.0%
<b>Average Sales Price</b>		\$794,823	<b>\$711,234</b>	- 10.5%	\$693,788	<b>\$719,835</b>	+ 3.8%
<b>Percent of List Price Received</b>		96.6%	<b>97.6%</b>	+ 1.0%	96.7%	<b>97.2%</b>	+ 0.5%
<b>Housing Affordability Index</b>		81	<b>65</b>	- 19.8%	75	<b>68</b>	- 9.3%
<b>Inventory of Homes for Sale</b>		728	<b>562</b>	- 22.8%	—	—	—
<b>Months Supply of Inventory</b>		6.1	<b>4.1</b>	- 32.8%	—	—	—

# New Listings

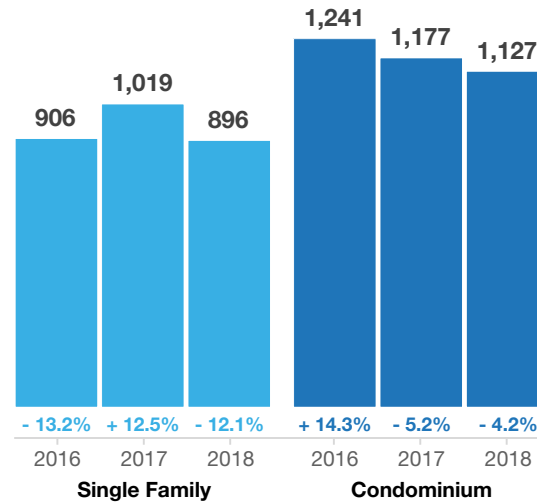
A count of the properties that have been newly listed on the market in a given month.



## July

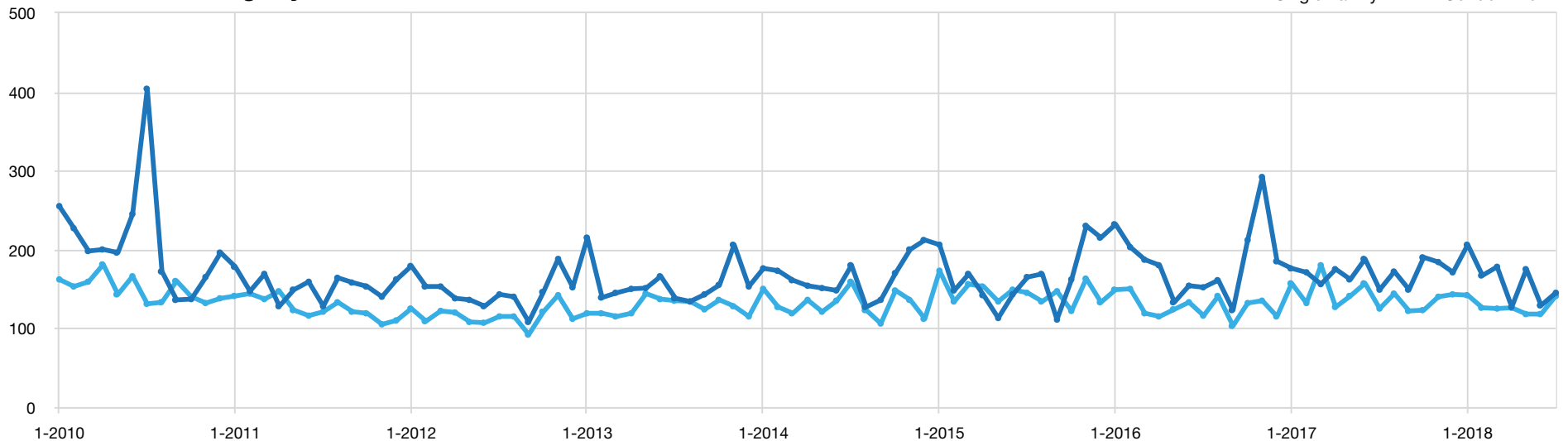


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2017	144	+ 2.1%	172	+ 6.8%
Sep-2017	122	+ 18.4%	149	+ 21.1%
Oct-2017	123	- 6.8%	190	- 10.4%
Nov-2017	140	+ 3.7%	184	- 37.0%
Dec-2017	143	+ 24.3%	171	- 7.6%
Jan-2018	142	- 9.6%	206	+ 17.0%
Feb-2018	126	- 4.5%	167	- 2.3%
Mar-2018	125	- 30.6%	178	+ 14.1%
Apr-2018	126	- 0.8%	127	- 27.4%
May-2018	118	- 16.3%	175	+ 8.0%
Jun-2018	118	- 24.8%	129	- 31.4%
<b>Jul-2018</b>	<b>141</b>	<b>+ 12.8%</b>	<b>145</b>	<b>- 2.7%</b>
12-Month Avg	131	- 4.4%	166	- 7.3%

## Historical New Listings by Month

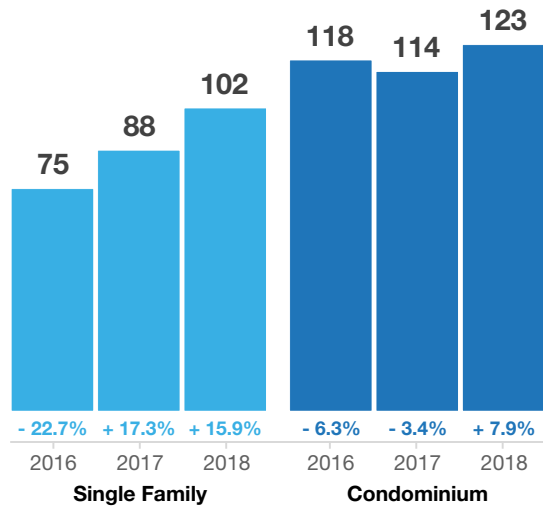


# Pending Sales

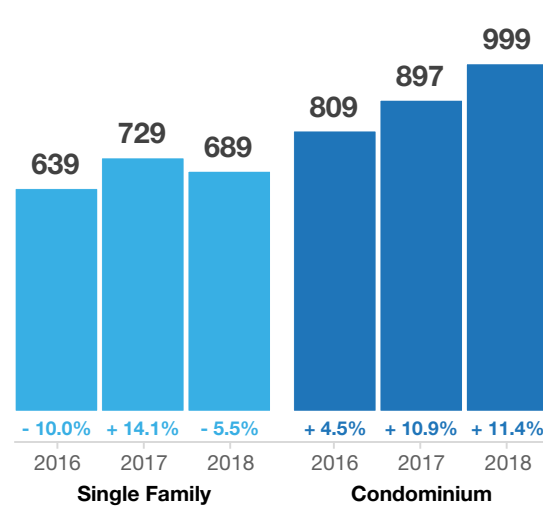
A count of the properties on which offers have been accepted in a given month.



## July

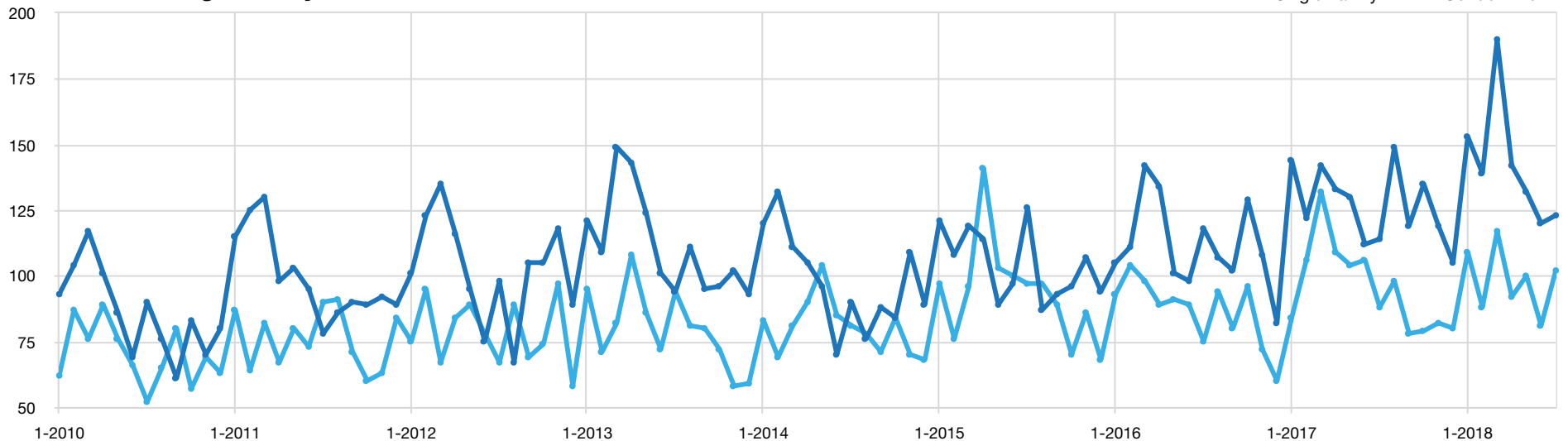


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2017	98	+ 4.3%	149	+ 39.3%
Sep-2017	78	- 2.5%	119	+ 16.7%
Oct-2017	79	- 17.7%	135	+ 4.7%
Nov-2017	82	+ 13.9%	119	+ 10.2%
Dec-2017	80	+ 33.3%	105	+ 28.0%
Jan-2018	109	+ 29.8%	153	+ 6.3%
Feb-2018	88	- 17.0%	139	+ 13.9%
Mar-2018	117	- 11.4%	190	+ 33.8%
Apr-2018	92	- 15.6%	142	+ 6.8%
May-2018	100	- 3.8%	132	+ 1.5%
Jun-2018	81	- 23.6%	120	+ 7.1%
<b>Jul-2018</b>	<b>102</b>	<b>+ 15.9%</b>	<b>123</b>	<b>+ 7.9%</b>
12-Month Avg	92	- 2.1%	136	+ 14.3%

## Historical Pending Sales by Month

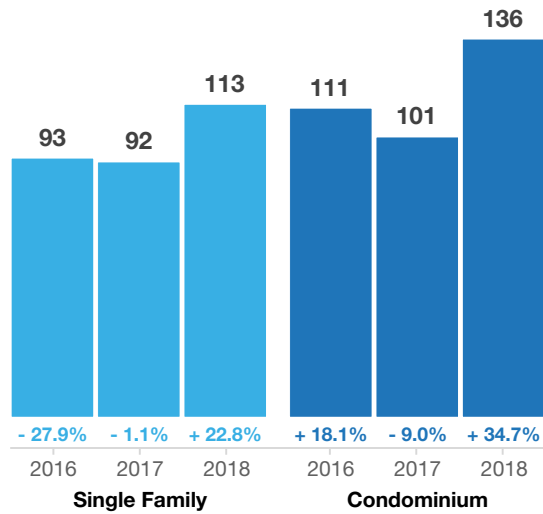


# Closed Sales

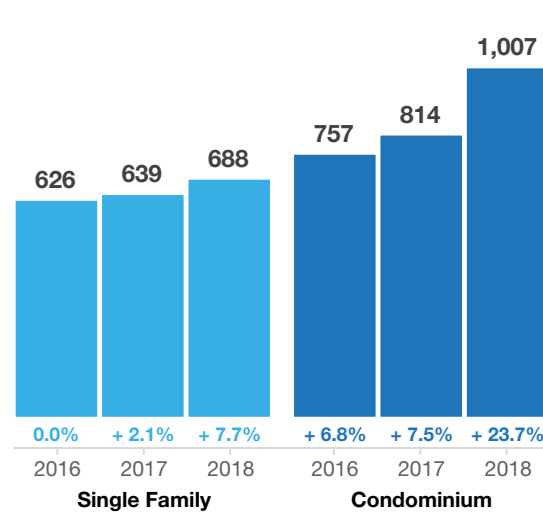
A count of the actual sales that closed in a given month.



## July

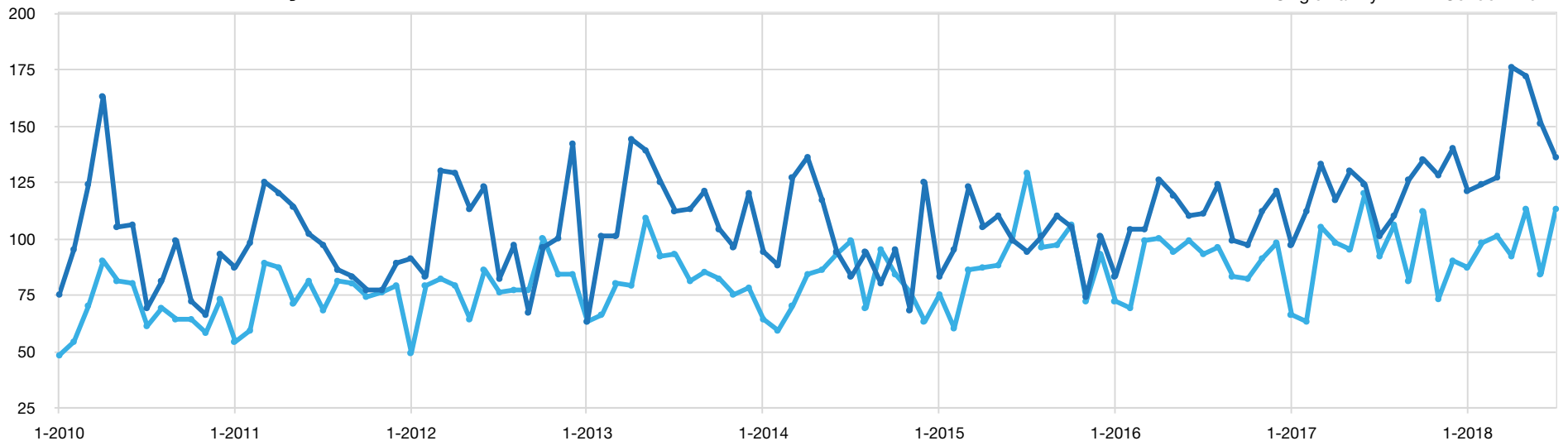


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2017	106	+ 10.4%	110	- 11.3%
Sep-2017	81	- 2.4%	126	+ 27.3%
Oct-2017	112	+ 36.6%	135	+ 39.2%
Nov-2017	73	- 19.8%	128	+ 14.3%
Dec-2017	90	- 8.2%	140	+ 15.7%
Jan-2018	87	+ 31.8%	121	+ 24.7%
Feb-2018	98	+ 55.6%	124	+ 10.7%
Mar-2018	101	- 3.8%	127	- 4.5%
Apr-2018	92	- 6.1%	176	+ 50.4%
May-2018	113	+ 18.9%	172	+ 32.3%
Jun-2018	84	- 30.0%	151	+ 21.8%
<b>Jul-2018</b>	<b>113</b>	<b>+ 22.8%</b>	<b>136</b>	<b>+ 34.7%</b>
12-Month Avg	96	+ 5.5%	137	+ 20.2%

## Historical Closed Sales by Month

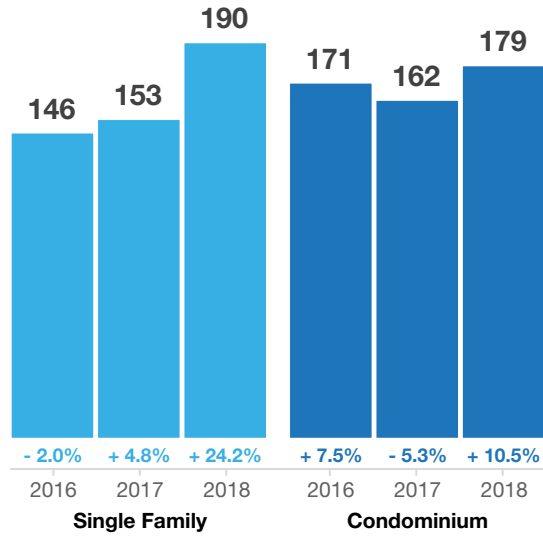


# Days on Market Until Sale

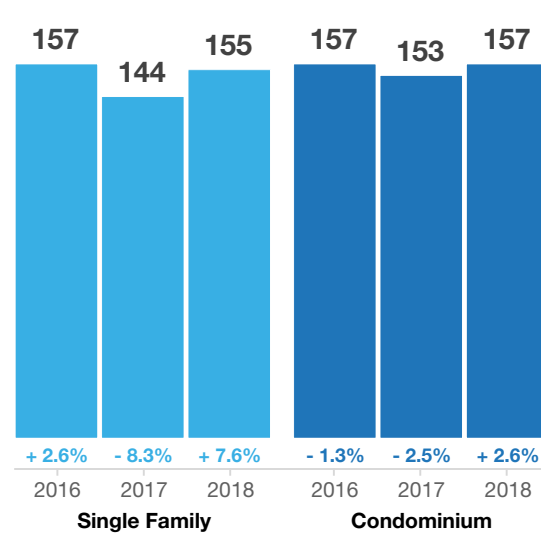
Average number of days between when a property is listed and when it closed in a given month.



## July



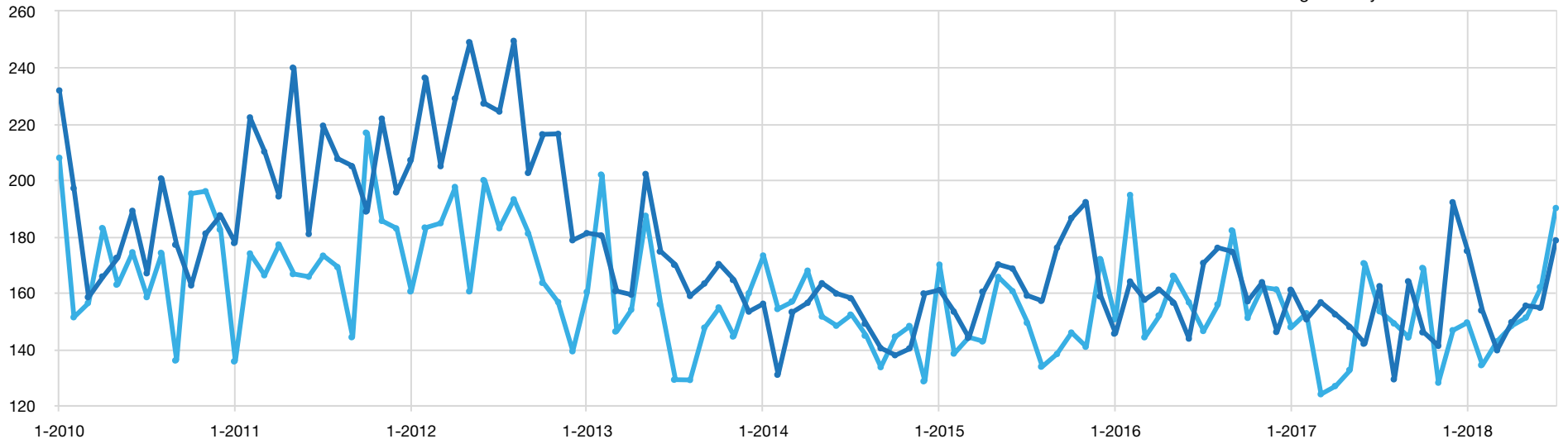
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2017	149	- 4.5%	129	- 26.7%
Sep-2017	144	- 20.9%	164	- 6.3%
Oct-2017	169	+ 11.9%	146	- 7.0%
Nov-2017	128	- 21.0%	141	- 14.0%
Dec-2017	147	- 8.7%	192	+ 31.5%
Jan-2018	149	+ 0.7%	175	+ 8.7%
Feb-2018	134	- 12.4%	154	+ 2.0%
Mar-2018	143	+ 15.3%	139	- 11.5%
Apr-2018	148	+ 16.5%	149	- 2.0%
May-2018	151	+ 14.4%	155	+ 4.7%
Jun-2018	162	- 4.7%	155	+ 9.2%
<b>Jul-2018</b>	<b>190</b>	<b>+ 24.2%</b>	<b>179</b>	<b>+ 10.5%</b>
12-Month Avg*	152	+ 0.6%	157	- 0.1%

\* Days on Market for all properties from August 2017 through July 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

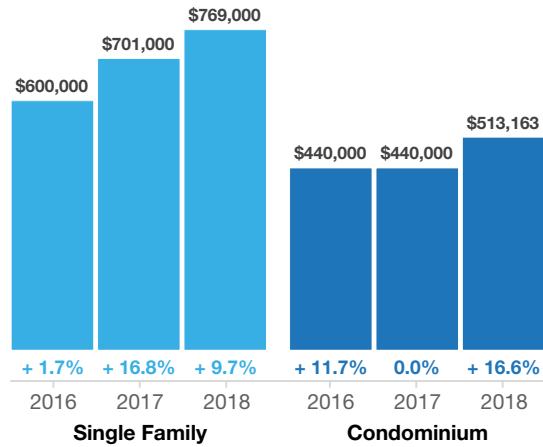


# Median Sales Price

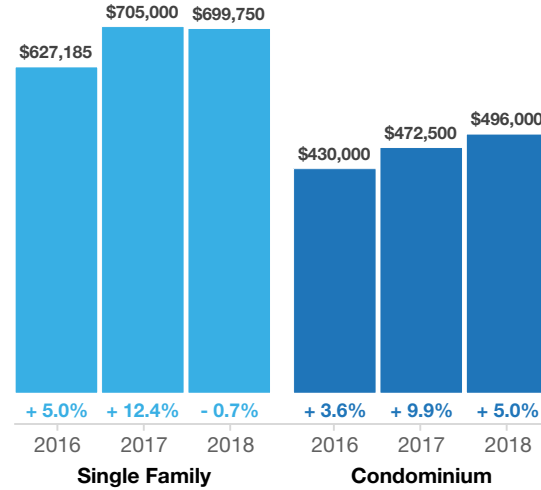
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



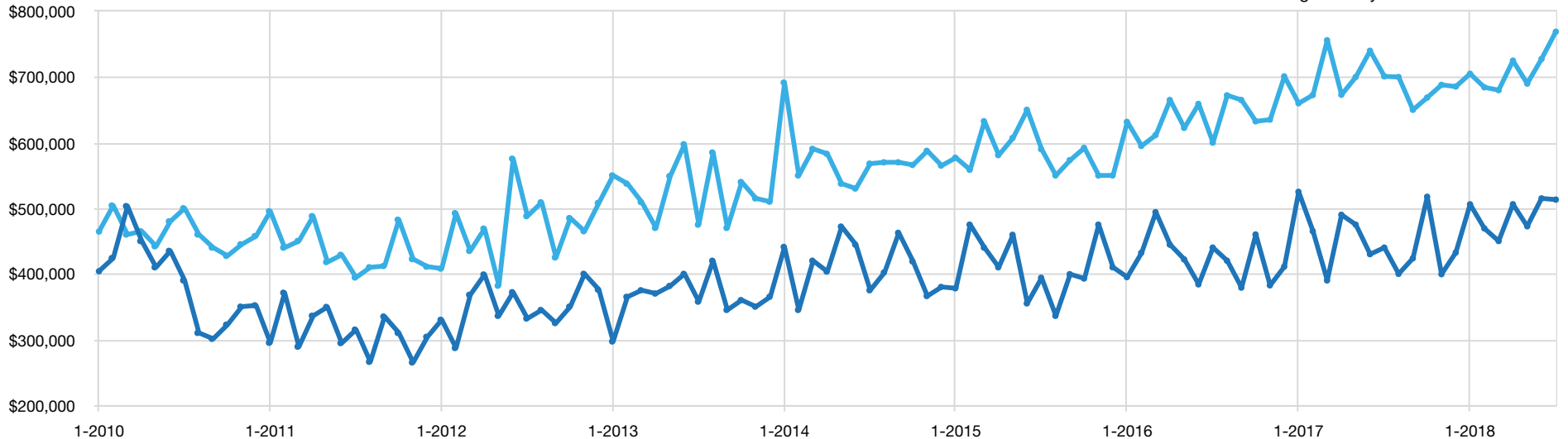
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2017	\$700,000	+ 4.2%	\$400,000	- 4.8%
Sep-2017	\$650,000	- 2.3%	\$423,750	+ 11.8%
Oct-2017	\$668,675	+ 5.7%	\$517,500	+ 12.5%
Nov-2017	\$688,000	+ 8.3%	\$399,500	+ 4.4%
Dec-2017	\$685,500	- 2.2%	\$432,500	+ 5.2%
Jan-2018	\$705,000	+ 6.8%	\$506,000	- 3.6%
Feb-2018	\$684,350	+ 1.8%	\$469,250	+ 0.9%
Mar-2018	\$680,000	- 10.1%	\$450,000	+ 15.4%
Apr-2018	\$725,000	+ 7.7%	\$506,113	+ 3.3%
May-2018	\$690,000	- 1.4%	\$472,500	- 0.5%
Jun-2018	\$727,500	- 1.7%	\$515,000	+ 19.8%
<b>Jul-2018</b>	<b>\$769,000</b>	<b>+ 9.7%</b>	<b>\$513,163</b>	<b>+ 16.6%</b>
12-Month Avg*	\$691,566	+ 1.0%	\$468,000	+ 7.6%

\* Median Sales Price for all properties from August 2017 through July 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



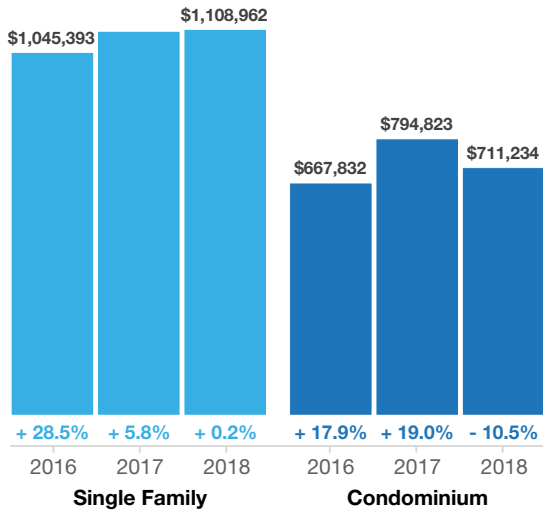


# Average Sales Price

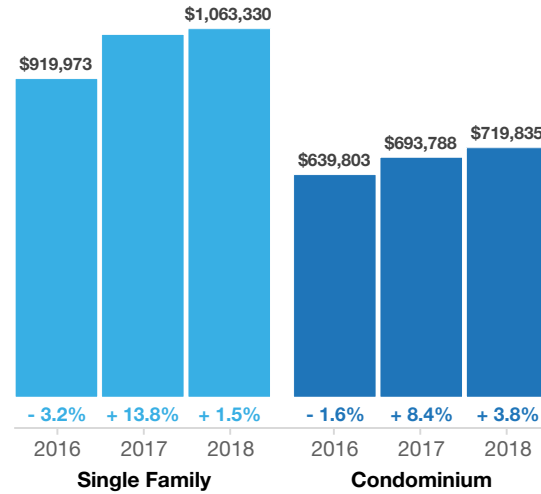
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



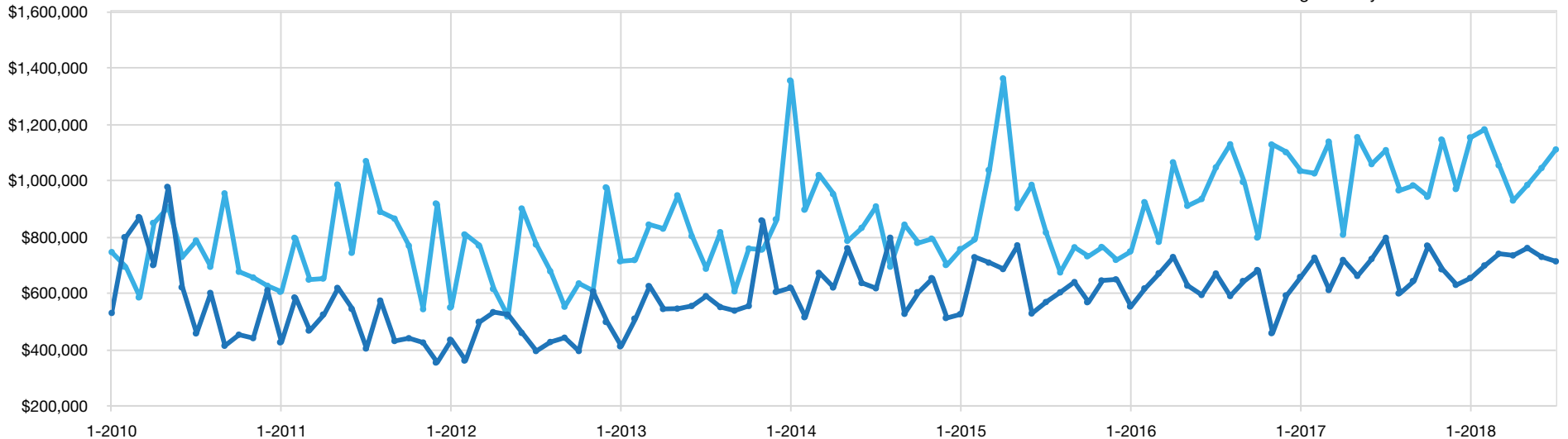
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2017	\$963,743	- 14.5%	\$597,209	+ 1.6%
Sep-2017	\$981,276	- 1.2%	\$641,318	+ 0.0%
Oct-2017	\$940,865	+ 18.2%	\$767,237	+ 12.8%
Nov-2017	\$1,144,137	+ 1.6%	\$683,017	+ 49.8%
Dec-2017	\$968,559	- 11.9%	\$627,597	+ 6.4%
Jan-2018	\$1,151,931	+ 11.6%	\$651,825	- 0.6%
Feb-2018	\$1,180,498	+ 15.3%	\$696,502	- 3.8%
Mar-2018	\$1,052,880	- 7.4%	\$738,198	+ 21.1%
Apr-2018	\$927,469	+ 15.1%	\$732,331	+ 2.3%
May-2018	\$982,847	- 14.7%	\$758,613	+ 15.0%
Jun-2018	\$1,043,116	- 1.3%	\$727,059	+ 1.0%
<b>Jul-2018</b>	<b>\$1,108,962</b>	<b>+ 0.2%</b>	<b>\$711,234</b>	<b>- 10.5%</b>
12-Month Avg*	\$1,034,157	- 0.8%	\$698,809	+ 7.4%

\* Avg. Sales Price for all properties from August 2017 through July 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

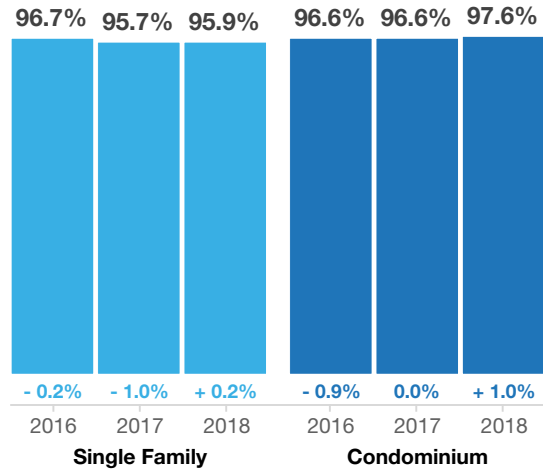


# Percent of List Price Received

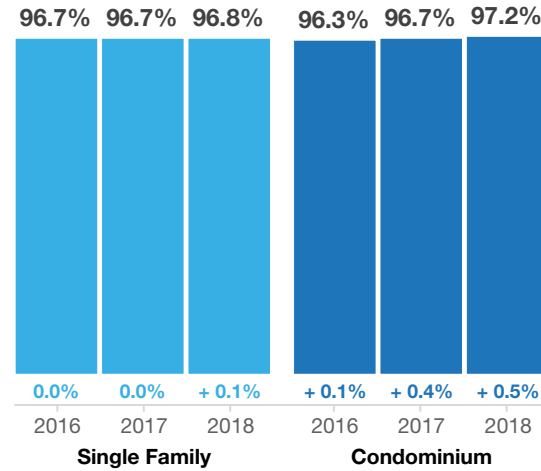
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July



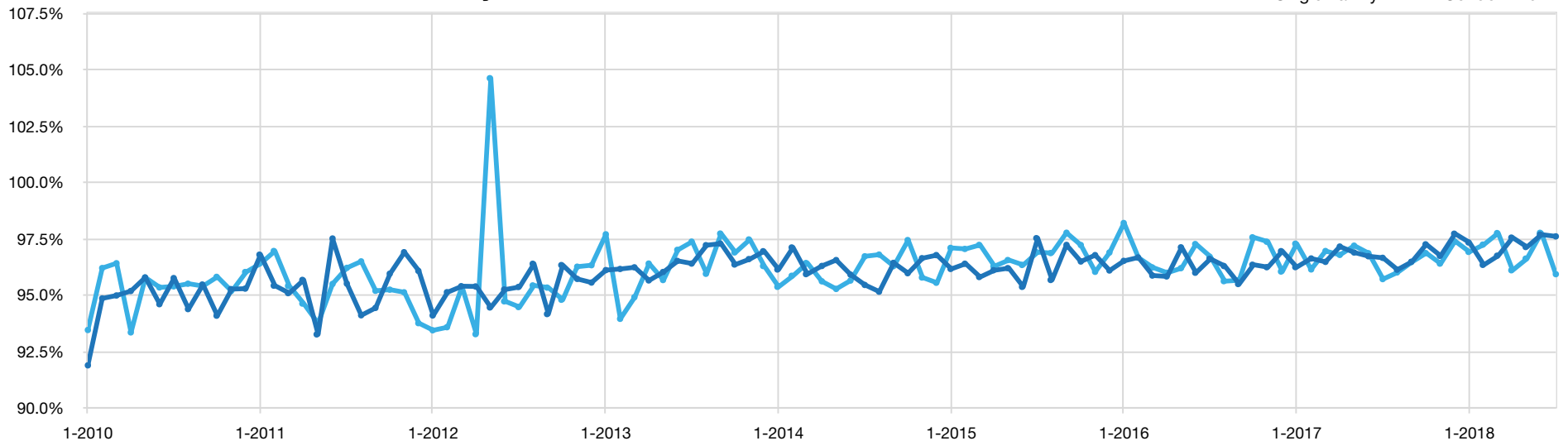
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2017	96.0%	+ 0.4%	96.1%	- 0.2%
Sep-2017	96.4%	+ 0.8%	96.5%	+ 1.0%
Oct-2017	96.8%	- 0.7%	97.2%	+ 0.9%
Nov-2017	96.4%	- 0.9%	96.7%	+ 0.5%
Dec-2017	97.4%	+ 1.5%	97.7%	+ 0.8%
Jan-2018	96.9%	- 0.4%	97.3%	+ 1.1%
Feb-2018	97.2%	+ 1.1%	96.3%	- 0.3%
Mar-2018	97.7%	+ 0.8%	96.7%	+ 0.3%
Apr-2018	96.1%	- 0.7%	97.5%	+ 0.4%
May-2018	96.6%	- 0.6%	97.1%	+ 0.2%
Jun-2018	97.7%	+ 0.9%	97.7%	+ 1.0%
<b>Jul-2018</b>	<b>95.9%</b>	<b>+ 0.2%</b>	<b>97.6%</b>	<b>+ 1.0%</b>
12-Month Avg*	96.7%	+ 0.2%	97.1%	+ 0.6%

\* Pct. of List Price Received for all properties from August 2017 through July 2018. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

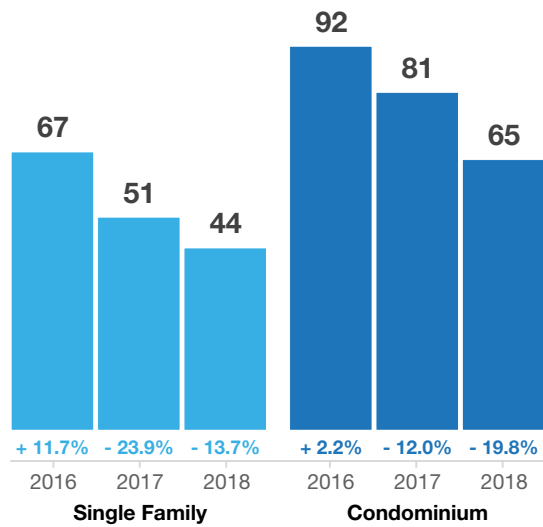


# Housing Affordability Index

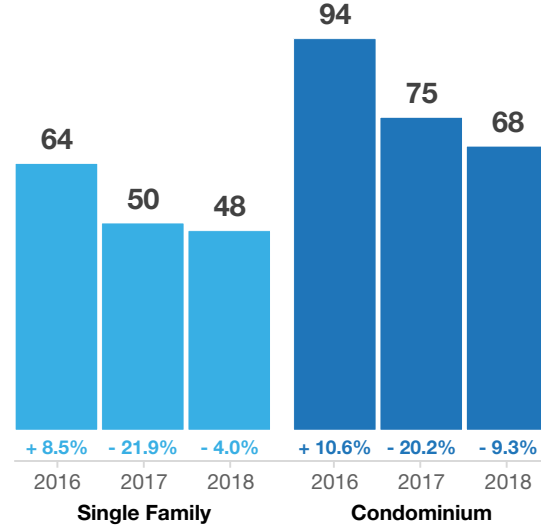
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## July

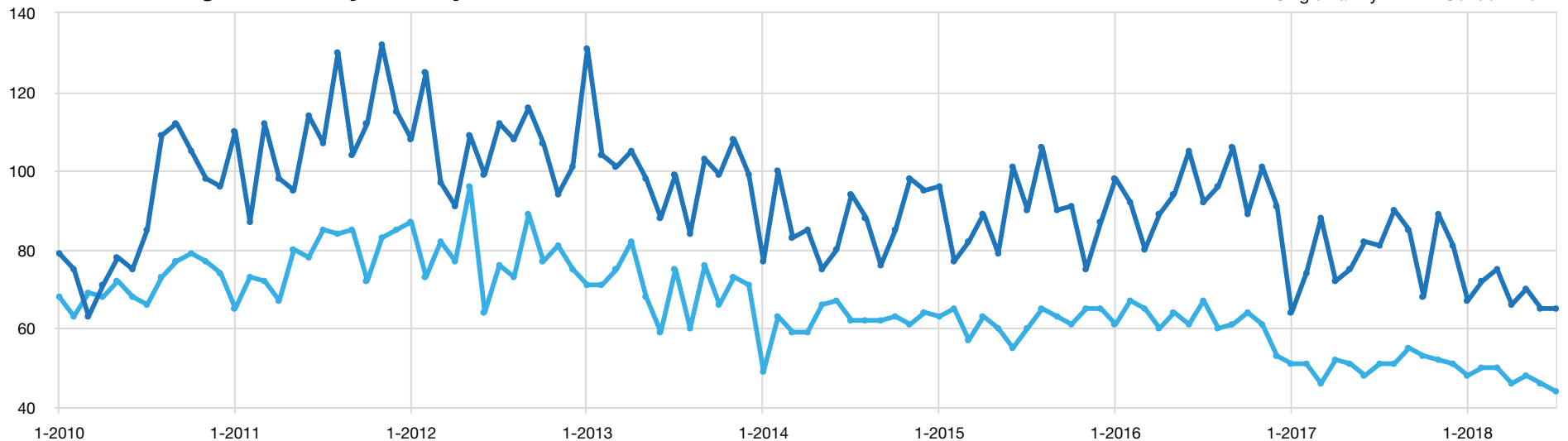


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2017	51	-15.0%	90	-6.3%
Sep-2017	55	-9.8%	85	-19.8%
Oct-2017	53	-17.2%	68	-23.6%
Nov-2017	52	-14.8%	89	-11.9%
Dec-2017	51	-3.8%	81	-11.0%
Jan-2018	48	-5.9%	67	+4.7%
Feb-2018	50	-2.0%	72	-2.7%
Mar-2018	50	+8.7%	75	-14.8%
Apr-2018	46	-11.5%	66	-8.3%
May-2018	48	-5.9%	70	-6.7%
Jun-2018	46	-4.2%	65	-20.7%
<b>Jul-2018</b>	<b>44</b>	<b>-13.7%</b>	<b>65</b>	<b>-19.8%</b>
12-Month Avg	50	-7.4%	74	-12.9%

## Historical Housing Affordability Index by Month

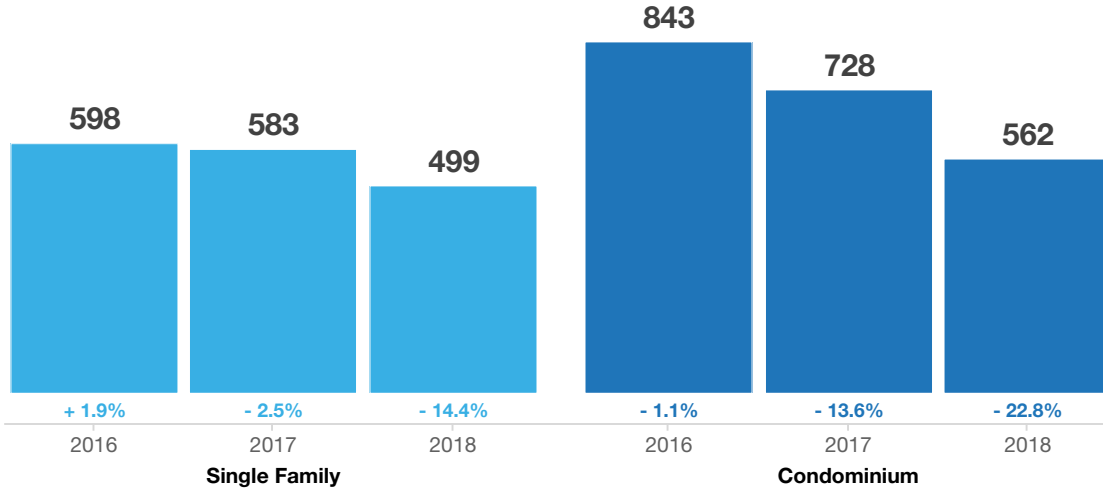


# Inventory of Homes for Sale

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

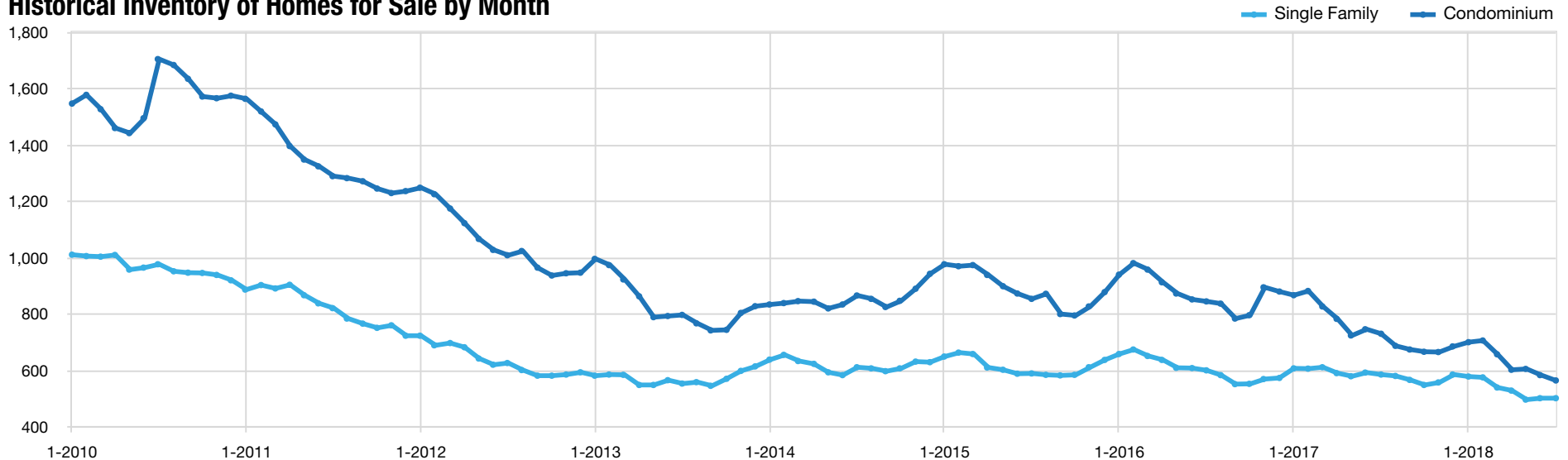


## July



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2017	578	- 0.5%	685	- 18.0%
Sep-2017	564	+ 2.7%	672	- 14.1%
Oct-2017	546	- 0.7%	664	- 16.4%
Nov-2017	555	- 2.1%	663	- 25.8%
Dec-2017	583	+ 2.1%	683	- 22.2%
Jan-2018	576	- 4.8%	698	- 19.3%
Feb-2018	573	- 5.1%	704	- 20.0%
Mar-2018	537	- 11.8%	655	- 20.6%
Apr-2018	526	- 10.5%	600	- 23.2%
May-2018	494	- 14.4%	603	- 16.5%
Jun-2018	499	- 15.4%	581	- 21.9%
<b>Jul-2018</b>	<b>499</b>	<b>- 14.4%</b>	<b>562</b>	<b>- 22.8%</b>
12-Month Avg	544	- 6.4%	648	- 20.1%

## Historical Inventory of Homes for Sale by Month

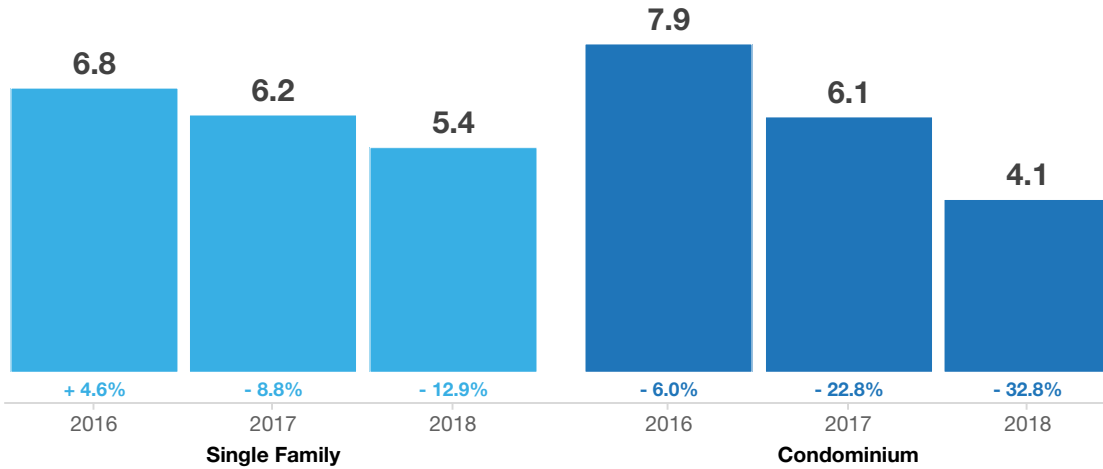


# Months Supply of Inventory

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.



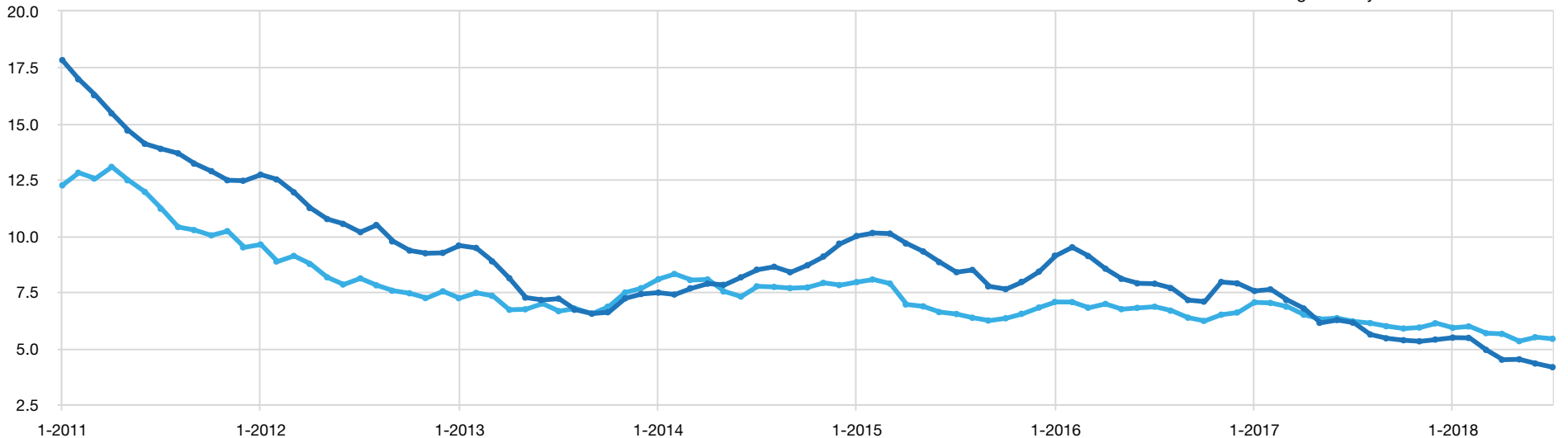
## July



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2017	6.1	-9.0%	5.6	-27.3%
Sep-2017	6.0	-6.3%	5.4	-23.9%
Oct-2017	5.9	-4.8%	5.3	-25.4%
Nov-2017	5.9	-9.2%	5.3	-32.9%
Dec-2017	6.1	-7.6%	5.4	-31.6%
Jan-2018	5.9	-15.7%	5.5	-26.7%
Feb-2018	6.0	-14.3%	5.5	-27.6%
Mar-2018	5.7	-16.2%	4.9	-31.0%
Apr-2018	5.6	-13.8%	4.5	-33.8%
May-2018	5.3	-15.9%	4.5	-26.2%
Jun-2018	5.5	-12.7%	4.3	-30.6%
<b>Jul-2018</b>	<b>5.4</b>	<b>-12.9%</b>	<b>4.1</b>	<b>-32.8%</b>
12-Month Avg*	5.8	-11.6%	5.0	-29.2%

\* Months Supply for all properties from August 2017 through July 2018. 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	7-2017	7-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		303	<b>311</b>	+ 2.6%	2,438	<b>2,304</b>	- 5.5%
<b>Pending Sales</b>		210	<b>234</b>	+ 11.4%	1,731	<b>1,818</b>	+ 5.0%
<b>Closed Sales</b>		236	<b>265</b>	+ 12.3%	1,585	<b>1,829</b>	+ 15.4%
<b>Days on Market Until Sale</b>		170	<b>188</b>	+ 10.6%	154	<b>160</b>	+ 3.9%
<b>Median Sales Price</b>		\$549,000	<b>\$669,800</b>	+ 22.0%	\$580,000	<b>\$610,700</b>	+ 5.3%
<b>Average Sales Price</b>		\$839,143	<b>\$870,944</b>	+ 3.8%	\$816,925	<b>\$855,289</b>	+ 4.7%
<b>Percent of List Price Received</b>		96.4%	<b>96.6%</b>	+ 0.2%	96.5%	<b>96.9%</b>	+ 0.4%
<b>Housing Affordability Index</b>		65	<b>50</b>	- 23.1%	61	<b>55</b>	- 9.8%
<b>Inventory of Homes for Sale</b>		1,662	<b>1,365</b>	- 17.9%	—	—	—
<b>Months Supply of Inventory</b>		7.2	<b>5.6</b>	- 22.2%	—	—	—

# Single Family Monthly Sales Volume

## July 2018



Area Name	July 2018			June 2018			July 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$1,850,000	\$925,000	6	\$4,954,000	\$624,500	6	\$5,708,334	\$856,667
Hana	0	--	--	1	\$1,675,000	\$1,675,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	3	\$7,125,000	\$2,050,000	2	\$3,065,000	\$1,532,500	2	\$5,100,000	\$2,550,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	16	\$11,904,000	\$690,000	8	\$5,350,000	\$630,000	13	\$8,572,850	\$617,850
Kapalua	0	--	--	2	\$6,000,050	\$3,000,025	1	\$1,750,000	\$1,750,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	17	\$12,641,400	\$725,000	10	\$12,227,749	\$962,875	14	\$9,949,434	\$670,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	6	\$7,430,000	\$812,500	3	\$3,941,000	\$1,332,000	7	\$9,117,000	\$1,000,000
Lahaina	7	\$12,630,000	\$820,000	7	\$13,629,000	\$989,000	9	\$13,846,000	\$702,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	5	\$4,659,000	\$930,000	5	\$5,001,500	\$750,000	5	\$3,350,514	\$495,000
Mauui Meadows	7	\$9,267,100	\$1,395,000	2	\$2,708,000	\$1,354,000	4	\$8,039,000	\$1,350,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$1,685,000	\$842,500	3	\$3,425,000	\$1,130,000	5	\$5,195,000	\$845,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	7	\$6,274,000	\$845,000	3	\$1,956,000	\$725,000	2	\$1,475,000	\$737,500
Spreckelsville/Paia/Kuau	2	\$1,255,000	\$627,500	3	\$2,213,000	\$650,000	2	\$2,316,000	\$1,158,000
Wailea/Makena	7	\$27,371,000	\$2,430,000	2	\$3,600,000	\$1,800,000	4	\$16,800,000	\$3,987,500
Wailuku	28	\$19,446,286	\$677,153	25	\$17,231,461	\$656,850	15	\$9,526,200	\$615,000
Lanai	2	\$1,175,000	\$587,500	0	--	--	2	\$590,000	\$295,000
Molokai	2	\$599,969	\$299,985	2	\$645,000	\$322,500	1	\$462,500	\$462,500
<b>All MLS</b>	<b>113</b>	<b>\$125,312,755</b>	<b>\$769,000</b>	<b>84</b>	<b>\$87,621,760</b>	<b>\$727,500</b>	<b>92</b>	<b>\$101,797,832</b>	<b>\$701,000</b>

# Condominium Monthly Sales Volume

## July 2018



Area Name	July 2018			June 2018			July 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	11	\$12,365,999	\$915,000	14	\$13,701,500	\$812,000	4	\$5,334,000	\$547,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	3	\$578,000	\$135,000	2	\$160,050	\$80,025	2	\$301,503	\$150,752
Kapalua	9	\$12,574,900	\$900,000	5	\$13,196,250	\$3,000,000	9	\$18,790,000	\$1,250,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	51	\$23,762,675	\$386,000	59	\$29,394,045	\$402,000	32	\$12,246,848	\$345,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	10	\$6,781,500	\$585,000	7	\$4,421,000	\$540,000	7	\$4,114,000	\$565,000
Maalaea	3	\$1,725,000	\$565,000	4	\$2,039,500	\$507,250	2	\$895,000	\$447,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	20	\$9,663,500	\$424,500	15	\$6,836,500	\$410,000	24	\$13,100,104	\$460,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	2	\$1,145,000	\$572,500
Spreckelsville/Paia/Kuau	1	\$372,000	\$372,000	1	\$375,000	\$375,000	0	--	--
Wailea/Makena	19	\$25,619,474	\$1,375,000	23	\$30,697,824	\$1,180,000	10	\$21,112,150	\$1,855,000
Wailuku	8	\$3,177,825	\$373,500	20	\$8,719,250	\$449,500	7	\$2,208,500	\$230,000
Lanai	0	--	--	0	--	--	1	\$850,000	\$850,000
Molokai	1	\$107,000	\$107,000	1	\$245,000	\$245,000	1	\$180,000	\$180,000
<b>All MLS</b>	<b>136</b>	<b>\$96,727,873</b>	<b>\$513,163</b>	<b>151</b>	<b>\$109,785,919</b>	<b>\$515,000</b>	<b>101</b>	<b>\$80,277,105</b>	<b>\$440,000</b>



# Land Monthly Sales Volume

## July 2018



Area Name	July 2018			June 2018			July 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$1,186,700	\$445,000	1	\$725,000	\$725,000	5	\$2,194,168	\$410,000
Hana	1	\$250,000	\$250,000	3	\$1,420,000	\$320,000	1	\$575,000	\$575,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	2	\$895,000	\$447,500	4	\$2,158,500	\$437,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	1	\$2,195,000	\$2,195,000	0	--	--	1	\$235,000	\$235,000
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	1	\$325,000	\$325,000	1	\$505,000	\$505,000	1	\$1,500,000	\$1,500,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$850,000	\$850,000	2	\$1,245,000	\$622,500	1	\$465,000	\$465,000
Lahaina	1	\$1,055,000	\$1,055,000	0	--	--	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	1	\$195,000	\$195,000
Maui Meadows	0	--	--	1	\$725,000	\$725,000	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	1	\$575,000	\$575,000	0	--	--	0	--	--
Pukalani	0	--	--	1	\$252,000	\$252,000	25	\$7,961,250	\$319,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	0	--	--	0	--	--
Wailuku	6	\$2,282,850	\$277,500	1	\$303,975	\$303,975	2	\$585,000	\$292,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$40,000	\$40,000	4	\$896,500	\$200,000	2	\$94,000	\$47,000
<b>All MLS</b>	<b>16</b>	<b>\$8,759,550</b>	<b>\$395,000</b>	<b>16</b>	<b>\$6,967,475</b>	<b>\$396,000</b>	<b>43</b>	<b>\$15,962,918</b>	<b>\$325,650</b>

# Single Family Sales – Year to Date

July 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-18 YTD Sales	Jul-17 YTD Sales	Unit Change	Percent Change	Jul-18 YTD Average	Jul-17 YTD Average	Dollar Change	Percent Change	Jul-18 YTD Median	Jul-17 YTD Median	Dollar Change	Percent Change	Jul-18 YTD Volume	Jul-17 YTD Volume	Dollar Change	Percent Change
Haiku	50	50	0	0.0%	\$904,230	\$870,674	+\$33,556	+3.9%	\$770,000	\$744,500	+\$25,500	+3.4%	\$45,211,500	\$43,533,694	+\$1,677,806	+3.9%
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	24	13	+11	+84.6%	\$2,067,925	\$1,975,942	+\$91,983	+4.7%	\$1,762,250	\$1,650,000	+\$112,250	+6.8%	\$49,630,202	\$25,687,250	+\$23,942,952	+93.2%
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	98	85	+13	+15.3%	\$683,380	\$592,896	+\$90,484	+15.3%	\$679,500	\$590,000	+\$89,500	+15.2%	\$66,971,240	\$50,396,122	+\$16,575,118	+32.9%
Kapalua	6	3	+3	+100.0%	\$4,382,217	\$2,566,667	+\$1,815,550	+70.7%	\$3,000,025	\$2,400,000	+\$600,025	+25.0%	\$26,293,300	\$7,700,000	+\$18,593,300	+241.5%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	105	111	-6	-5.4%	\$995,577	\$956,228	+\$39,350	+4.1%	\$675,000	\$710,899	-\$35,899	-5.0%	\$104,535,592	\$106,141,259	-\$1,605,667	-1.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	40	56	-16	-28.6%	\$1,113,146	\$1,039,816	+\$73,330	+7.1%	\$987,000	\$847,000	+\$140,000	+16.5%	\$44,525,849	\$58,229,700	-\$13,703,851	-23.5%
Lahaina	42	39	+3	+7.7%	\$1,788,390	\$1,709,174	+\$79,216	+4.6%	\$835,000	\$1,349,000	-\$514,000	-38.1%	\$75,112,400	\$66,657,798	+\$8,454,602	+12.7%
Maalaea	1	0	+1	--	\$2,000,000	--	--	--	\$2,000,000	--	--	--	\$2,000,000	\$0	+\$2,000,000	--
Makawao/Olinda/Haliimaile	31	32	-1	-3.1%	\$753,982	\$852,329	-\$98,346	-11.5%	\$670,950	\$641,250	+\$29,700	+4.6%	\$23,373,457	\$27,274,514	-\$3,901,057	-14.3%
Maui Meadows	23	16	+7	+43.8%	\$1,241,765	\$1,449,461	-\$207,696	-14.3%	\$1,341,000	\$1,325,000	+\$16,000	+1.2%	\$28,560,600	\$23,191,380	+\$5,369,220	+23.2%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	17	26	-9	-34.6%	\$1,117,647	\$930,548	+\$187,099	+20.1%	\$948,000	\$881,500	+\$66,500	+7.5%	\$19,000,000	\$24,194,244	-\$5,194,244	-21.5%
Olowalu	1	0	+1	--	\$1,360,000	--	--	--	\$1,360,000	--	--	--	\$1,360,000	\$0	+\$1,360,000	--
Pukalani	24	29	-5	-17.2%	\$737,571	\$701,888	+\$35,683	+5.1%	\$727,500	\$675,000	+\$52,500	+7.8%	\$17,701,700	\$20,354,750	-\$2,653,050	-13.0%
Spreckelsville/Paia/Kuau	17	13	+4	+30.8%	\$1,154,610	\$1,576,654	-\$422,044	-26.8%	\$615,000	\$750,000	-\$135,000	-18.0%	\$19,628,375	\$20,496,500	-\$868,125	-4.2%
Wailea/Makena	22	21	+1	+4.8%	\$3,774,818	\$4,797,381	-\$1,022,563	-21.3%	\$2,315,000	\$3,250,000	-\$935,000	-28.8%	\$83,046,000	\$100,745,000	-\$17,699,000	-17.6%
Wailuku	147	113	+34	+30.1%	\$637,629	\$638,227	-\$598	-0.1%	\$642,773	\$612,000	+\$30,773	+5.0%	\$93,731,453	\$72,119,652	+\$21,611,801	+30.0%
Lanai	12	12	0	0.0%	\$602,333	\$398,750	+\$203,583	+51.1%	\$510,000	\$380,000	+\$130,000	+34.2%	\$7,228,000	\$4,785,000	+\$2,443,000	+51.1%
Molokai	15	13	+2	+15.4%	\$627,425	\$557,320	+\$70,105	+12.6%	\$382,000	\$460,000	-\$78,000	-17.0%	\$9,411,369	\$7,245,160	+\$2,166,209	+29.9%
<b>All MLS</b>	<b>688</b>	<b>639</b>	<b>+49</b>	<b>+7.7%</b>	<b>\$1,063,330</b>	<b>\$1,047,237</b>	<b>+\$16,093</b>	<b>+1.5%</b>	<b>\$699,750</b>	<b>\$705,000</b>	<b>-\$5,250</b>	<b>-0.7%</b>	<b>\$731,571,032</b>	<b>\$669,184,606</b>	<b>+\$62,386,426</b>	<b>+9.3%</b>

# Total Condominium Sales – Year to Date

## July 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-18 YTD Sales	Jul-17 YTD Sales	Unit Change	Percent Change	Jul-18 YTD Average	Jul-17 YTD Average	Dollar Change	Percent Change	Jul-18 YTD Median	Jul-17 YTD Median	Dollar Change	Percent Change	Jul-18 YTD Volume	Jul-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	101	66	+35	+53.0%	\$1,075,816	\$1,129,898	-\$54,082	-4.8%	\$829,000	\$812,500	+\$16,500	+2.0%	\$108,657,387	\$74,573,240	+\$34,084,147	+45.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	20	18	+2	+11.1%	\$151,550	\$121,938	+\$29,612	+24.3%	\$120,175	\$95,000	+\$25,175	+26.5%	\$3,031,000	\$2,194,880	+\$836,120	+38.1%
Kapalua	35	30	+5	+16.7%	\$1,858,773	\$1,840,460	+\$18,313	+1.0%	\$966,500	\$925,000	+\$41,501	+4.5%	\$65,057,038	\$55,213,799	+\$9,843,239	+17.8%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	372	313	+59	+18.8%	\$484,629	\$481,712	+\$2,917	+0.6%	\$406,250	\$383,000	+\$23,250	+6.1%	\$180,282,051	\$150,775,834	+\$29,506,217	+19.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	48	51	-3	-5.9%	\$611,469	\$512,319	+\$99,151	+19.4%	\$509,700	\$440,000	+\$69,700	+15.8%	\$29,350,526	\$26,128,255	+\$3,222,271	+12.3%
Maalaea	30	23	+7	+30.4%	\$426,783	\$374,483	+\$52,301	+14.0%	\$422,500	\$323,600	+\$98,900	+30.6%	\$12,803,500	\$8,613,100	+\$4,190,400	+48.7%
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	143	132	+11	+8.3%	\$481,222	\$461,119	+\$20,103	+4.4%	\$430,500	\$425,000	+\$5,500	+1.3%	\$68,814,794	\$60,867,704	+\$7,947,090	+13.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	5	7	-2	-28.6%	\$607,200	\$597,571	+\$9,629	+1.6%	\$601,000	\$618,000	-\$17,000	-2.8%	\$3,036,000	\$4,183,000	-\$1,147,000	-27.4%
Spreckelsville/Paia/Kuau	2	0	+2	--	\$373,500	--	--	--	\$373,500	--	--	--	\$747,000	\$0	+\$747,000	--
Wailea/Makena	147	92	+55	+59.8%	\$1,462,172	\$1,646,352	-\$184,180	-11.2%	\$1,150,000	\$1,075,000	+\$75,000	+7.0%	\$214,939,334	\$151,464,398	+\$63,474,936	+41.9%
Wailuku	96	68	+28	+41.2%	\$384,610	\$380,239	+\$4,371	+1.1%	\$386,784	\$396,017	-\$9,234	-2.3%	\$36,922,542	\$25,856,272	+\$11,066,270	+42.8%
Lanai	0	4	-4	-100.0%	--	\$726,875	--	--	--	\$895,000	--	--	\$0	\$2,907,500	-\$2,907,500	-100.0%
Molokai	8	9	-1	-11.1%	\$154,063	\$133,972	+\$20,090	+15.0%	\$149,000	\$110,000	+\$39,000	+35.5%	\$1,232,500	\$1,205,750	+\$26,750	+2.2%
<b>All MLS</b>	<b>1,007</b>	<b>814</b>	<b>+193</b>	<b>+23.7%</b>	<b>\$719,835</b>	<b>\$693,788</b>	<b>+\$26,046</b>	<b>+3.8%</b>	<b>\$496,000</b>	<b>\$472,500</b>	<b>+\$23,500</b>	<b>+5.0%</b>	<b>\$724,873,672</b>	<b>\$564,743,732</b>	<b>+\$160,129,940</b>	<b>+28.4%</b>

# Fee Simple Condominium Sales – Year to Date

## July 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-18 YTD Sales	Jul-17 YTD Sales	Unit Change	Percent Change	Jul-18 YTD Average	Jul-17 YTD Average	Dollar Change	Percent Change	Jul-18 YTD Median	Jul-17 YTD Median	Dollar Change	Percent Change	Jul-18 YTD Volume	Jul-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	56	+34	+60.7%	\$1,163,460	\$1,275,415	-\$111,955	-8.8%	\$877,500	\$922,000	-\$44,500	-4.8%	\$104,711,387	\$71,423,240	+\$33,288,147	+46.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	20	18	+2	+11.1%	\$151,550	\$121,938	+\$29,612	+24.3%	\$120,175	\$95,000	+\$25,175	+26.5%	\$3,031,000	\$2,194,880	+\$836,120	+38.1%
Kapalua	35	30	+5	+16.7%	\$1,858,773	\$1,840,460	+\$18,313	+1.0%	\$966,500	\$925,000	+\$41,501	+4.5%	\$65,057,038	\$55,213,799	+\$9,843,239	+17.8%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	367	308	+59	+19.2%	\$486,125	\$484,866	+\$1,258	+0.3%	\$407,000	\$383,000	+\$24,000	+6.3%	\$178,407,751	\$149,338,834	+\$29,068,917	+19.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	44	49	-5	-10.2%	\$652,077	\$526,517	+\$125,560	+23.8%	\$522,500	\$465,000	+\$57,500	+12.4%	\$28,691,400	\$25,799,355	+\$2,892,045	+11.2%
Maalaea	20	17	+3	+17.6%	\$498,225	\$408,853	+\$89,372	+21.9%	\$477,500	\$405,000	+\$72,500	+17.9%	\$9,964,500	\$6,950,500	+\$3,014,000	+43.4%
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	130	110	+20	+18.2%	\$501,675	\$493,347	+\$8,328	+1.7%	\$450,000	\$445,000	+\$5,000	+1.1%	\$65,217,794	\$54,268,200	+\$10,949,594	+20.2%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	5	7	-2	-28.6%	\$607,200	\$597,571	+\$9,629	+1.6%	\$601,000	\$618,000	-\$17,000	-2.8%	\$3,036,000	\$4,183,000	-\$1,147,000	-27.4%
Spreckelsville/Paia/Kuau	2	0	+2	--	\$373,500	--	--	--	\$373,500	--	--	--	\$747,000	\$0	+\$747,000	--
Wailea/Makena	147	92	+55	+59.8%	\$1,462,172	\$1,646,352	-\$184,180	-11.2%	\$1,150,000	\$1,075,000	+\$75,000	+7.0%	\$214,939,334	\$151,464,398	+\$63,474,936	+41.9%
Wailuku	96	68	+28	+41.2%	\$384,610	\$380,239	+\$4,371	+1.1%	\$386,784	\$396,017	-\$9,234	-2.3%	\$36,922,542	\$25,856,272	+\$11,066,270	+42.8%
Lanai	0	4	-4	-100.0%	--	\$726,875	--	--	--	\$895,000	--	--	\$0	\$2,907,500	-\$2,907,500	-100.0%
Molokai	7	7	0	0.0%	\$168,357	\$152,821	+\$15,536	+10.2%	\$158,000	\$113,000	+\$45,000	+39.8%	\$1,178,500	\$1,069,750	+\$108,750	+10.2%
<b>All MLS</b>	<b>963</b>	<b>767</b>	<b>+196</b>	<b>+25.6%</b>	<b>\$739,257</b>	<b>\$718,944</b>	<b>+\$20,313</b>	<b>+2.8%</b>	<b>\$505,000</b>	<b>\$481,125</b>	<b>+\$23,875</b>	<b>+5.0%</b>	<b>\$711,904,246</b>	<b>\$551,429,728</b>	<b>+\$160,474,518</b>	<b>+29.1%</b>

# Leasehold Condominium Sales – Year to Date

## July 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-18 YTD Sales	Jul-17 YTD Sales	Unit Change	Percent Change	Jul-18 YTD Average	Jul-17 YTD Average	Dollar Change	Percent Change	Jul-18 YTD Median	Jul-17 YTD Median	Dollar Change	Percent Change	Jul-18 YTD Volume	Jul-17 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	11	10	+1	+10.0%	\$358,727	\$315,000	+\$43,727	+13.9%	\$275,000	\$280,000	-\$5,000	-1.8%	\$3,946,000	\$3,150,000	+\$796,000	+25.3%
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	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	5	5	0	0.0%	\$374,860	\$287,400	+\$87,460	+30.4%	\$375,000	\$225,000	+\$150,000	+66.7%	\$1,874,300	\$1,437,000	+\$437,300	+30.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	4	2	+2	+100.0%	\$164,782	\$164,450	+\$332	+0.2%	\$164,313	\$164,450	-\$137	-0.1%	\$659,126	\$328,900	+\$330,226	+100.4%
Maalaea	10	6	+4	+66.7%	\$283,900	\$277,100	+\$6,800	+2.5%	\$252,500	\$297,500	-\$45,000	-15.1%	\$2,839,000	\$1,662,600	+\$1,176,400	+70.8%
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	13	22	-9	-40.9%	\$276,692	\$299,977	-\$23,285	-7.8%	\$147,500	\$147,500	\$0	0.0%	\$3,597,000	\$6,599,504	-\$3,002,504	-45.5%
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	2	-1	-50.0%	\$54,000	\$68,000	-\$14,000	-20.6%	\$54,000	\$68,000	-\$14,000	-20.6%	\$54,000	\$136,000	-\$82,000	-60.3%
<b>All MLS</b>	<b>44</b>	<b>47</b>	<b>-3</b>	<b>-6.4%</b>	<b>\$294,760</b>	<b>\$283,277</b>	<b>+\$11,483</b>	<b>+4.1%</b>	<b>\$250,000</b>	<b>\$211,000</b>	<b>+\$39,000</b>	<b>+18.5%</b>	<b>\$12,969,426</b>	<b>\$13,314,004</b>	<b>-\$344,578</b>	<b>-2.6%</b>

# Land Sales – Year to Date

## July 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-18 YTD Sales	Jul-17 YTD Sales	Unit Change	Percent Change	Jul-18 YTD Average	Jul-17 YTD Average	Dollar Change	Percent Change	Jul-18 YTD Median	Jul-17 YTD Median	Dollar Change	Percent Change	Jul-18 YTD Volume	Jul-17 YTD Volume	Dollar Change	Percent Change
Haiku	37	20	+17	+85.0%	\$582,024	\$553,033	+\$28,991	+5.2%	\$475,000	\$443,250	+\$31,750	+7.2%	\$21,534,900	\$11,060,668	+\$10,474,232	+94.7%
Hana	6	6	0	0.0%	\$457,500	\$351,667	+\$105,833	+30.1%	\$417,500	\$375,000	+\$42,500	+11.3%	\$2,745,000	\$2,110,000	+\$635,000	+30.1%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	5	11	-6	-54.5%	\$693,950	\$696,182	-\$2,232	-0.3%	\$812,250	\$762,000	+\$50,250	+6.6%	\$3,469,750	\$7,658,000	-\$4,188,250	-54.7%
Kahakuloa	0	1	-1	-100.0%	--	\$467,500	--	--	--	\$467,500	--	--	\$0	\$467,500	-\$467,500	-100.0%
Kahului	1	2	-1	-50.0%	\$2,195,000	\$280,000	+\$1,915,000	+683.9%	\$2,195,000	\$280,000	+\$1,915,000	+683.9%	\$2,195,000	\$560,000	+\$1,635,000	+292.0%
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	8	6	+2	+33.3%	\$677,500	\$650,667	+\$26,833	+4.1%	\$457,500	\$473,500	-\$16,000	-3.4%	\$5,420,000	\$3,904,000	+\$1,516,000	+38.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	24	9	+15	+166.7%	\$602,794	\$539,000	+\$63,794	+11.8%	\$587,500	\$465,000	+\$122,500	+26.3%	\$14,467,050	\$4,851,000	+\$9,616,050	+198.2%
Lahaina	9	4	+5	+125.0%	\$1,258,500	\$991,000	+\$267,500	+27.0%	\$1,500,000	\$932,500	+\$567,500	+60.9%	\$11,326,500	\$3,964,000	+\$7,362,500	+185.7%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	3	5	-2	-40.0%	\$711,300	\$375,000	+\$336,300	+89.7%	\$878,900	\$357,000	+\$521,900	+146.2%	\$2,133,900	\$1,875,000	+\$258,900	+13.8%
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	1	1	0	0.0%	\$575,000	\$1,100,000	-\$525,000	-47.7%	\$575,000	\$1,100,000	-\$525,000	-47.7%	\$575,000	\$1,100,000	-\$525,000	-47.7%
Pukalani	3	29	-26	-89.7%	\$339,000	\$324,991	+\$14,009	+4.3%	\$375,000	\$319,650	+\$55,350	+17.3%	\$1,017,000	\$9,424,750	-\$8,407,750	-89.2%
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	-1,350.0%	\$7,350,000	\$525,000	+\$6,825,000	-1,350.0%	\$30,450,000	\$525,000	+\$29,925,000	+5,700.0%
Wailuku	15	18	-3	-16.7%	\$392,622	\$348,532	+\$44,090	+12.7%	\$315,000	\$305,000	+\$10,000	+3.3%	\$5,889,325	\$6,273,575	-\$384,250	-6.1%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	14	12	+2	+16.7%	\$170,279	\$155,200	+\$15,079	+9.7%	\$132,500	\$102,250	+\$30,250	+29.6%	\$2,383,900	\$1,862,400	+\$521,500	+28.0%
<b>All MLS</b>	<b>134</b>	<b>132</b>	<b>+2</b>	<b>+1.5%</b>	<b>\$805,062</b>	<b>\$461,344</b>	<b>+\$343,718</b>	<b>+74.5%</b>	<b>\$475,000</b>	<b>\$361,500</b>	<b>+\$113,500</b>	<b>+31.4%</b>	<b>\$107,878,325</b>	<b>\$60,897,393</b>	<b>+\$46,980,932</b>	<b>+77.1%</b>