

Single Family Sales – Year to Date

September 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-18 YTD Sales	Sep-17 YTD Sales	Unit Change	Percent Change	Sep-18 YTD Average	Sep-17 YTD Average	Dollar Change	Percent Change	Sep-18 YTD Median	Sep-17 YTD Median	Dollar Change	Percent Change	Sep-18 YTD Volume	Sep-17 YTD Volume	Dollar Change	Percent Change
Haiku	68	64	+4	+6.3%	\$931,419	\$879,530	+\$51,889	+5.9%	\$822,500	\$744,500	+\$78,000	+10.5%	\$63,336,500	\$56,289,944	+\$7,046,556	+12.5%
Hana	16	7	+9	+128.6%	\$1,016,250	\$1,438,226	-\$421,976	-29.3%	\$747,500	\$997,083	-\$249,583	-25.0%	\$16,259,995	\$10,067,583	+\$6,192,412	+61.5%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	29	18	+11	+61.1%	\$2,111,386	\$2,006,514	+\$104,872	+5.2%	\$1,774,500	\$1,700,000	+\$74,500	+4.4%	\$61,230,202	\$36,117,250	+\$25,112,952	+69.5%
Kahakuloa	2	1	+1	+100.0%	\$875,000	\$575,000	+\$300,000	+52.2%	\$875,000	\$575,000	+\$300,000	+52.2%	\$1,750,000	\$575,000	+\$1,175,000	+204.3%
Kahului	111	112	-1	-0.9%	\$682,579	\$602,296	+\$80,283	+13.3%	\$680,000	\$597,000	+\$83,000	+13.9%	\$75,766,240	\$67,457,122	+\$8,309,118	+12.3%
Kapalua	8	6	+2	+33.3%	\$3,867,913	\$2,587,500	+\$1,280,413	+49.5%	\$2,840,000	\$2,487,500	+\$352,500	+14.2%	\$30,943,300	\$15,525,000	+\$15,418,300	+99.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	134	138	-4	-2.9%	\$989,564	\$939,504	+\$50,061	+5.3%	\$687,013	\$707,000	-\$19,988	-2.8%	\$132,601,592	\$129,651,499	+\$2,950,093	+2.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	53	64	-11	-17.2%	\$1,106,009	\$1,037,542	+\$68,467	+6.6%	\$975,000	\$849,500	+\$125,500	+14.8%	\$58,618,494	\$66,402,700	-\$7,784,206	-11.7%
Lahaina	47	50	-3	-6.0%	\$1,696,663	\$1,684,676	+\$11,987	+0.7%	\$820,000	\$1,334,500	-\$514,500	-38.6%	\$79,743,150	\$84,233,798	-\$4,490,648	-5.3%
Maalaea	1	0	+1	--	\$2,000,000	--	--	--	\$2,000,000	--	--	--	\$2,000,000	\$0	+\$2,000,000	--
Makawao/Olinda/Haliimaile	43	40	+3	+7.5%	\$720,687	\$802,288	-\$81,600	-10.2%	\$610,000	\$634,500	-\$24,500	-3.9%	\$30,989,557	\$32,091,514	-\$1,101,957	-3.4%
Maui Meadows	26	25	+1	+4.0%	\$1,218,062	\$1,346,277	-\$128,216	-9.5%	\$1,335,000	\$1,265,000	+\$70,000	+5.5%	\$31,669,600	\$33,656,930	-\$1,987,330	-5.9%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	25	34	-9	-26.5%	\$1,042,380	\$914,866	+\$127,514	+13.9%	\$900,000	\$847,500	+\$52,500	+6.2%	\$26,059,500	\$31,105,444	-\$5,045,944	-16.2%
Olowalu	1	1	0	0.0%	\$1,360,000	\$801,500	+\$558,500	+69.7%	\$1,360,000	\$801,500	+\$558,500	+69.7%	\$1,360,000	\$801,500	+\$558,500	+69.7%
Pukalani	31	37	-6	-16.2%	\$779,329	\$753,115	+\$26,214	+3.5%	\$725,000	\$675,000	+\$50,000	+7.4%	\$24,159,200	\$27,865,250	-\$3,706,050	-13.3%
Spreckelsville/Paia/Kuau	19	17	+2	+11.8%	\$1,098,178	\$2,480,500	-\$1,382,322	-55.7%	\$615,000	\$865,000	-\$250,000	-28.9%	\$20,865,375	\$42,168,500	-\$21,303,125	-50.5%
Wailea/Makena	27	22	+5	+22.7%	\$3,337,704	\$4,647,500	-\$1,309,796	-28.2%	\$1,800,000	\$2,822,500	-\$1,022,500	-36.2%	\$90,118,000	\$102,245,000	-\$12,127,000	-11.9%
Wailuku	198	153	+45	+29.4%	\$648,080	\$641,814	+\$6,266	+1.0%	\$650,000	\$615,000	+\$35,000	+5.7%	\$128,319,839	\$98,197,522	+\$30,122,317	+30.7%
Lanai	15	18	-3	-16.7%	\$567,867	\$399,222	+\$168,644	+42.2%	\$475,000	\$380,000	+\$95,000	+25.0%	\$8,518,000	\$7,186,000	+\$1,332,000	+18.5%
Molokai	25	19	+6	+31.6%	\$520,351	\$483,535	+\$36,816	+7.6%	\$350,000	\$352,000	-\$2,000	-0.6%	\$13,008,769	\$9,187,160	+\$3,821,609	+41.6%
All MLS	879	826	+53	+6.4%	\$1,020,839	\$1,030,054	-\$9,215	-0.9%	\$700,000	\$700,000	\$0	0.0%	\$897,317,313	\$850,824,716	+\$46,492,597	+5.5%

Total Condominium Sales – Year to Date

September 2018 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-18 YTD Sales	Sep-17 YTD Sales	Unit Change	Percent Change	Sep-18 YTD Average	Sep-17 YTD Average	Dollar Change	Percent Change	Sep-18 YTD Median	Sep-17 YTD Median	Dollar Change	Percent Change	Sep-18 YTD Volume	Sep-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	133	89	+44	+49.4%	\$1,057,289	\$1,082,399	-\$25,111	-2.3%	\$815,000	\$780,000	+\$35,000	+4.5%	\$140,619,387	\$96,333,540	+\$44,285,847	+46.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	23	29	-6	-20.7%	\$153,957	\$123,596	+\$30,361	+24.6%	\$120,750	\$95,000	+\$25,750	+27.1%	\$3,541,000	\$3,584,280	-\$43,280	-1.2%
Kapalua	39	40	-1	-2.5%	\$2,137,488	\$1,817,847	+\$319,641	+17.6%	\$1,031,250	\$925,000	+\$106,251	+11.5%	\$83,362,038	\$72,713,899	+\$10,648,139	+14.6%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	472	404	+68	+16.8%	\$484,145	\$471,310	+\$12,835	+2.7%	\$407,000	\$379,000	+\$28,000	+7.4%	\$228,516,450	\$190,409,112	+\$38,107,338	+20.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	64	62	+2	+3.2%	\$615,224	\$512,585	+\$102,639	+20.0%	\$515,000	\$482,500	+\$32,500	+6.7%	\$39,374,331	\$31,780,255	+\$7,594,076	+23.9%
Maalaea	37	34	+3	+8.8%	\$442,457	\$365,256	+\$77,201	+21.1%	\$430,000	\$314,300	+\$115,700	+36.8%	\$16,370,900	\$12,418,700	+\$3,952,200	+31.8%
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	193	165	+28	+17.0%	\$482,770	\$452,480	+\$30,290	+6.7%	\$430,000	\$410,000	+\$20,000	+4.9%	\$93,174,644	\$74,659,204	+\$18,515,440	+24.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	5	8	-3	-37.5%	\$607,200	\$581,625	+\$25,575	+4.4%	\$601,000	\$599,000	+\$2,000	+0.3%	\$3,036,000	\$4,653,000	-\$1,617,000	-34.8%
Spreckelsville/Paia/Kuau	3	0	+3	--	\$365,667	--	--	--	\$372,000	--	--	--	\$1,097,000	\$0	+\$1,097,000	--
Wailea/Makena	179	105	+74	+70.5%	\$1,556,625	\$1,751,918	-\$195,293	-11.1%	\$1,150,000	\$1,150,000	\$0	0.0%	\$278,635,799	\$183,951,367	+\$94,684,432	+51.5%
Wailuku	118	94	+24	+25.5%	\$392,209	\$370,879	+\$21,330	+5.8%	\$410,000	\$378,750	+\$31,250	+8.3%	\$46,280,692	\$34,862,661	+\$11,418,031	+32.8%
Lanai	2	6	-4	-66.7%	\$2,475,000	\$527,417	+\$1,947,583	+369.3%	\$2,475,000	\$492,500	+\$1,982,500	+402.5%	\$4,950,000	\$3,164,500	+\$1,785,500	+56.4%
Molokai	9	13	-4	-30.8%	\$148,333	\$150,173	-\$1,840	-1.2%	\$140,000	\$113,000	+\$27,000	+23.9%	\$1,335,000	\$1,952,250	-\$617,250	-31.6%
All MLS	1,277	1,050	+227	+21.6%	\$736,330	\$677,374	+\$58,956	+8.7%	\$499,000	\$448,000	+\$51,000	+11.4%	\$940,293,241	\$711,242,768	+\$229,050,473	+32.2%

Land Sales – Year to Date

September 2018 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-18 YTD Sales	Sep-17 YTD Sales	Unit Change	Percent Change	Sep-18 YTD Average	Sep-17 YTD Average	Dollar Change	Percent Change	Sep-18 YTD Median	Sep-17 YTD Median	Dollar Change	Percent Change	Sep-18 YTD Volume	Sep-17 YTD Volume	Dollar Change	Percent Change
Haiku	46	24	+22	+91.7%	\$575,577	\$522,528	+\$53,049	+10.2%	\$475,000	\$405,000	+\$70,000	+17.3%	\$26,476,550	\$12,540,668	+\$13,935,882	+111.1%
Hana	7	7	0	0.0%	\$456,429	\$321,429	+\$135,000	+42.0%	\$450,000	\$325,000	+\$125,000	+38.5%	\$3,195,000	\$2,250,000	+\$945,000	+42.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	5	12	-7	-58.3%	\$693,950	\$669,000	+\$24,950	+3.7%	\$812,250	\$643,500	+\$168,750	+26.2%	\$3,469,750	\$8,028,000	-\$4,558,250	-56.8%
Kahakuloa	0	1	-1	-100.0%	--	\$467,500	--	--	--	\$467,500	--	--	\$0	\$467,500	-\$467,500	-100.0%
Kahului	1	3	-2	-66.7%	\$2,195,000	\$291,667	+\$1,903,333	+652.6%	\$2,195,000	\$315,000	+\$1,880,000	+596.8%	\$2,195,000	\$875,000	+\$1,320,000	+150.9%
Kapalua	0	4	-4	-100.0%	--	\$1,032,250	--	--	--	\$1,007,000	--	--	\$0	\$4,129,000	-\$4,129,000	-100.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	9	6	+3	+50.0%	\$824,444	\$650,667	+\$173,778	+26.7%	\$505,000	\$473,500	+\$31,500	+6.7%	\$7,420,000	\$3,904,000	+\$3,516,000	+90.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	28	9	+19	+211.1%	\$620,448	\$539,000	+\$81,448	+15.1%	\$587,500	\$465,000	+\$122,500	+26.3%	\$17,372,550	\$4,851,000	+\$12,521,550	+258.1%
Lahaina	11	5	+6	+120.0%	\$1,320,136	\$1,027,800	+\$292,336	+28.4%	\$1,500,000	\$1,165,000	+\$335,000	+28.8%	\$14,521,500	\$5,139,000	+\$9,382,500	+182.6%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	4	10	-6	-60.0%	\$639,725	\$559,230	+\$80,495	+14.4%	\$651,950	\$507,500	+\$144,450	+28.5%	\$2,558,900	\$5,592,300	-\$3,033,400	-54.2%
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	2	-2	-100.0%	--	\$765,000	--	--	--	\$765,000	--	--	\$0	\$1,530,000	-\$1,530,000	-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	4	46	-42	-91.3%	\$341,750	\$329,451	+\$12,299	+3.7%	\$362,500	\$326,650	+\$35,850	+11.0%	\$1,367,000	\$15,154,740	-\$13,787,740	-91.0%
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	5	2	+3	+150.0%	\$6,192,000	\$512,500	+\$5,679,500	+1,108.2%	\$7,200,000	\$512,500	+\$6,687,500	+1,304.9%	\$30,960,000	\$1,025,000	+\$29,935,000	+2,920.5%
Wailuku	18	22	-4	-18.2%	\$378,574	\$363,890	+\$14,684	+4.0%	\$312,500	\$305,000	+\$7,500	+2.5%	\$6,814,325	\$8,005,574	-\$1,191,249	-14.9%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	17	12	+5	+41.7%	\$226,994	\$155,200	+\$71,794	+46.3%	\$190,000	\$102,250	+\$87,750	+85.8%	\$3,858,900	\$1,862,400	+\$1,996,500	+107.2%
All MLS	160	169	-9	-5.3%	\$781,597	\$465,424	+\$316,173	+67.9%	\$475,000	\$358,000	+\$117,000	+32.7%	\$125,055,475	\$78,656,682	+\$46,398,793	+59.0%