

Single Family Sales – Year to Date

October 2018 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-18 YTD Sales	Oct-17 YTD Sales	Unit Change	Percent Change	Oct-18 YTD Average	Oct-17 YTD Average	Dollar Change	Percent Change	Oct-18 YTD Median	Oct-17 YTD Median	Dollar Change	Percent Change	Oct-18 YTD Volume	Oct-17 YTD Volume	Dollar Change	Percent Change
Haiku	80	75	+5	+6.7%	\$966,231	\$868,953	+\$97,279	+11.2%	\$830,000	\$733,000	+\$97,000	+13.2%	\$77,298,500	\$65,171,454	+\$12,127,046	+18.6%
Hana	19	8	+11	+137.5%	\$996,573	\$1,433,448	-\$436,875	-30.5%	\$760,000	\$1,148,542	-\$388,542	-33.8%	\$18,934,890	\$11,467,583	+\$7,467,307	+65.1%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	31	19	+12	+63.2%	\$2,068,716	\$2,000,645	+\$68,071	+3.4%	\$1,750,000	\$1,750,000	\$0	0.0%	\$64,130,202	\$38,012,250	+\$26,117,952	+68.7%
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	117	137	-20	-14.6%	\$681,667	\$606,176	+\$75,491	+12.5%	\$679,000	\$599,000	+\$80,000	+13.4%	\$79,754,990	\$83,046,087	-\$3,291,097	-4.0%
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	147	150	-3	-2.0%	\$1,112,000	\$938,270	+\$173,730	+18.5%	\$688,025	\$715,450	-\$27,425	-3.8%	\$163,463,953	\$140,740,499	+\$22,723,454	+16.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	61	70	-9	-12.9%	\$1,087,271	\$1,026,424	+\$60,847	+5.9%	\$950,000	\$849,500	+\$100,500	+11.8%	\$66,323,520	\$71,849,700	-\$5,526,180	-7.7%
Lahaina	48	56	-8	-14.3%	\$1,759,100	\$1,712,193	+\$46,907	+2.7%	\$835,000	\$1,414,500	-\$579,500	-41.0%	\$84,436,800	\$95,882,798	-\$11,445,998	-11.9%
Maalaea	1	1	0	0.0%	\$2,000,000	\$3,500,000	-\$1,500,000	-42.9%	\$2,000,000	\$3,500,000	-\$1,500,000	-42.9%	\$2,000,000	\$3,500,000	-\$1,500,000	-42.9%
Makawao/Olinda/Haliimaile	49	47	+2	+4.3%	\$724,787	\$765,766	-\$40,979	-5.4%	\$648,500	\$630,000	+\$18,500	+2.9%	\$35,514,557	\$35,991,014	-\$476,457	-1.3%
Maui Meadows	27	27	0	0.0%	\$1,210,726	\$1,373,775	-\$163,049	-11.9%	\$1,329,000	\$1,265,000	+\$64,000	+5.1%	\$32,689,600	\$37,091,930	-\$4,402,330	-11.9%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	27	38	-11	-28.9%	\$1,041,926	\$907,038	+\$134,888	+14.9%	\$948,000	\$877,500	+\$70,500	+8.0%	\$28,132,000	\$34,467,444	-\$6,335,444	-18.4%
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	33	43	-10	-23.3%	\$776,203	\$750,390	+\$25,813	+3.4%	\$725,000	\$680,500	+\$44,500	+6.5%	\$25,614,700	\$32,266,750	-\$6,652,050	-20.6%
Spreckelsville/Paia/Kuau	22	20	+2	+10.0%	\$1,228,108	\$2,684,195	-\$1,456,087	-54.2%	\$725,000	\$1,032,500	-\$307,500	-29.8%	\$27,018,375	\$53,683,899	-\$26,665,524	-49.7%
Wailea/Makena	29	23	+6	+26.1%	\$3,221,828	\$4,529,130	-\$1,307,303	-28.9%	\$1,795,500	\$2,395,000	-\$599,500	-25.0%	\$93,433,000	\$104,170,000	-\$10,737,000	-10.3%
Wailuku	220	176	+44	+25.0%	\$654,024	\$647,969	+\$6,054	+0.9%	\$654,500	\$617,280	+\$37,220	+6.0%	\$143,885,174	\$114,042,578	+\$29,842,596	+26.2%
Lanai	18	19	-1	-5.3%	\$538,500	\$400,579	+\$137,921	+34.4%	\$455,000	\$385,000	+\$70,000	+18.2%	\$9,693,000	\$7,611,000	+\$2,082,000	+27.4%
Molokai	27	21	+6	+28.6%	\$496,608	\$490,722	+\$5,886	+1.2%	\$320,000	\$425,000	-\$105,000	-24.7%	\$13,408,424	\$10,305,160	+\$3,103,264	+30.1%
All MLS	967	938	+29	+3.1%	\$1,033,904	\$1,019,405	+\$14,499	+1.4%	\$705,000	\$695,000	+\$10,000	+1.4%	\$999,784,985	\$956,201,646	+\$43,583,339	+4.6%

Total Condominium Sales – Year to Date

October 2018 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-18 YTD Sales	Oct-17 YTD Sales	Unit Change	Percent Change	Oct-18 YTD Average	Oct-17 YTD Average	Dollar Change	Percent Change	Oct-18 YTD Median	Oct-17 YTD Median	Dollar Change	Percent Change	Oct-18 YTD Volume	Oct-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	149	110	+39	+35.5%	\$1,028,305	\$1,077,335	-\$49,031	-4.6%	\$775,000	\$812,500	-\$37,500	-4.6%	\$153,217,387	\$118,506,884	+\$34,710,503	+29.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	27	33	-6	-18.2%	\$156,889	\$128,145	+\$28,744	+22.4%	\$125,000	\$95,000	+\$30,000	+31.6%	\$4,236,000	\$4,228,780	+\$7,220	+0.2%
Kapalua	40	47	-7	-14.9%	\$2,107,926	\$1,893,421	+\$214,505	+11.3%	\$1,015,625	\$939,999	+\$75,626	+8.0%	\$84,317,038	\$88,990,787	-\$4,673,749	-5.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	514	453	+61	+13.5%	\$484,805	\$469,104	+\$15,701	+3.3%	\$409,000	\$378,000	+\$31,000	+8.2%	\$249,189,750	\$212,503,900	+\$36,685,850	+17.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	75	69	+6	+8.7%	\$645,390	\$532,359	+\$113,032	+21.2%	\$520,000	\$503,000	+\$17,000	+3.4%	\$48,404,271	\$36,732,755	+\$11,671,516	+31.8%
Maalaea	41	37	+4	+10.8%	\$447,290	\$367,884	+\$79,406	+21.6%	\$430,000	\$305,000	+\$125,000	+41.0%	\$18,338,900	\$13,611,700	+\$4,727,200	+34.7%
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	215	187	+28	+15.0%	\$483,291	\$454,396	+\$28,896	+6.4%	\$437,000	\$410,000	+\$27,000	+6.6%	\$103,907,644	\$84,972,003	+\$18,935,641	+22.3%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	8	-2	-25.0%	\$631,000	\$581,625	+\$49,375	+8.5%	\$603,000	\$599,000	+\$4,000	+0.7%	\$3,786,000	\$4,653,000	-\$867,000	-18.6%
Spreckelsville/Paia/Kuau	4	1	+3	+300.0%	\$369,000	\$354,000	+\$15,000	+4.2%	\$373,500	\$354,000	+\$19,500	+5.5%	\$1,476,000	\$354,000	+\$1,122,000	+316.9%
Wailea/Makena	193	118	+75	+63.6%	\$1,532,892	\$1,708,044	-\$175,152	-10.3%	\$1,146,008	\$1,075,000	+\$71,008	+6.6%	\$295,848,095	\$201,549,167	+\$94,298,928	+46.8%
Wailuku	133	99	+34	+34.3%	\$397,425	\$366,869	+\$30,556	+8.3%	\$438,750	\$375,000	+\$63,750	+17.0%	\$52,857,512	\$36,319,986	+\$16,537,526	+45.5%
Lanai	2	8	-6	-75.0%	\$2,475,000	\$1,195,563	+\$1,279,438	+107.0%	\$2,475,000	\$895,000	+\$1,580,000	+176.5%	\$4,950,000	\$9,564,500	-\$4,614,500	-48.2%
Molokai	13	14	-1	-7.1%	\$157,123	\$148,018	+\$9,105	+6.2%	\$158,000	\$116,125	+\$41,875	+36.1%	\$2,042,600	\$2,072,250	-\$29,650	-1.4%
All MLS	1,412	1,185	+227	+19.2%	\$724,201	\$687,612	+\$36,589	+5.3%	\$498,500	\$450,000	+\$48,500	+10.8%	\$1,022,571,197	\$814,819,712	+\$207,751,485	+25.5%

Land Sales – Year to Date

October 2018 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-18 YTD Sales	Oct-17 YTD Sales	Unit Change	Percent Change	Oct-18 YTD Average	Oct-17 YTD Average	Dollar Change	Percent Change	Oct-18 YTD Median	Oct-17 YTD Median	Dollar Change	Percent Change	Oct-18 YTD Volume	Oct-17 YTD Volume	Dollar Change	Percent Change
Haiku	46	27	+19	+70.4%	\$575,577	\$508,951	+\$66,627	+13.1%	\$475,000	\$410,000	+\$65,000	+15.9%	\$26,476,550	\$13,741,668	+\$12,734,882	+92.7%
Hana	8	8	0	0.0%	\$460,000	\$350,000	+\$110,000	+31.4%	\$467,500	\$375,000	+\$92,500	+24.7%	\$3,680,000	\$2,800,000	+\$880,000	+31.4%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	6	13	-7	-53.8%	\$694,958	\$659,077	+\$35,881	+5.4%	\$756,125	\$540,000	+\$216,125	+40.0%	\$4,169,750	\$8,568,000	-\$4,398,250	-51.3%
Kahakuloa	0	1	-1	-100.0%	--	\$467,500	--	--	--	\$467,500	--	--	\$0	\$467,500	-\$467,500	-100.0%
Kahului	2	3	-1	-33.3%	\$1,583,750	\$291,667	+\$1,292,083	+443.0%	\$1,583,750	\$315,000	+\$1,268,750	+402.8%	\$3,167,500	\$875,000	+\$2,292,500	+262.0%
Kapalua	0	5	-5	-100.0%	--	\$1,000,800	--	--	--	\$875,000	--	--	\$0	\$5,004,000	-\$5,004,000	-100.0%
Kaupo	1	0	+1	--	\$1,450,000	--	--	--	\$1,450,000	--	--	--	\$1,450,000	\$0	+\$1,450,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	12	8	+4	+50.0%	\$698,750	\$603,625	+\$95,125	+15.8%	\$412,500	\$473,500	-\$61,000	-12.9%	\$8,385,000	\$4,829,000	+\$3,556,000	+73.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	31	10	+21	+210.0%	\$620,889	\$536,601	+\$84,288	+15.7%	\$615,000	\$490,005	+\$124,996	+25.5%	\$19,247,550	\$5,366,009	+\$13,881,541	+258.7%
Lahaina	11	6	+5	+83.3%	\$1,320,136	\$934,833	+\$385,303	+41.2%	\$1,500,000	\$932,500	+\$567,500	+60.9%	\$14,521,500	\$5,609,000	+\$8,912,500	+158.9%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	5	13	-8	-61.5%	\$586,780	\$587,869	-\$1,089	-0.2%	\$425,000	\$600,000	-\$175,000	-29.2%	\$2,933,900	\$7,642,300	-\$4,708,400	-61.6%
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	5	47	-42	-89.4%	\$383,400	\$329,292	+\$54,108	+16.4%	\$375,000	\$325,650	+\$49,350	+15.2%	\$1,917,000	\$15,476,740	-\$13,559,740	-87.6%
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	6	2	+4	+200.0%	\$5,297,500	\$512,500	+\$4,785,000	+933.7%	\$5,725,000	\$512,500	+\$5,212,500	+1,017.1%	\$31,785,000	\$1,025,000	+\$30,760,000	+3,001.0%
Wailuku	18	26	-8	-30.8%	\$378,574	\$366,291	+\$12,282	+3.4%	\$312,500	\$316,500	-\$4,000	-1.3%	\$6,814,325	\$9,523,574	-\$2,709,249	-28.4%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	18	12	+6	+50.0%	\$226,883	\$155,200	+\$71,683	+46.2%	\$205,000	\$102,250	+\$102,750	+100.5%	\$4,083,900	\$1,862,400	+\$2,221,500	+119.3%
All MLS	174	187	-13	-7.0%	\$767,115	\$468,571	+\$298,544	+63.7%	\$475,000	\$370,000	+\$105,000	+28.4%	\$133,477,975	\$87,622,691	+\$45,855,284	+52.3%