

# Monthly Indicators



## August 2019

As the summer draws to a close, multiple opposing factors and trends are competing to define the direction of the real estate market. After the Federal Reserve lowered its benchmark interest rate on July 31, 30-year mortgage rates continued to decline, approaching all-time lows last seen in 2016. Yet most experts agree these reductions are unlikely to bring sufficient relief, at least in the short term, for first-time home buyers. The lack of affordable inventory and the persistence of historically high housing prices continue to affect the housing market, leading to lower-than-expected existing home sales at the national level.

New Listings decreased 14.8 percent for Single Family homes and 21.4 percent for Condominium homes. Pending Sales decreased 3.3 percent for Single Family homes but increased 0.8 percent for Condominium homes. Inventory decreased 14.8 percent for Single Family homes and 23.4 percent for Condominium homes.

Median Sales Price increased 19.6 percent to \$837,500 for Single Family homes but decreased 0.6 percent to \$496,950 for Condominium homes. Days on Market decreased 2.1 percent for Single Family homes and 23.6 percent for Condominium homes. Months Supply of Inventory decreased 17.5 percent for Single Family homes and 15.9 percent for Condominium homes.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

## Quick Facts

**- 14.3%**

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

**+ 5.1%**

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

**- 16.4%**

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	8-2018	8-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		128	<b>109</b>	- 14.8%	1,036	<b>1,058</b>	+ 2.1%
<b>Pending Sales</b>		92	<b>89</b>	- 3.3%	775	<b>818</b>	+ 5.5%
<b>Closed Sales</b>		109	<b>98</b>	- 10.1%	800	<b>722</b>	- 9.8%
<b>Days on Market Until Sale</b>		140	<b>137</b>	- 2.1%	152	<b>134</b>	- 11.8%
<b>Median Sales Price</b>		\$700,000	<b>\$837,500</b>	+ 19.6%	\$700,000	<b>\$755,000</b>	+ 7.9%
<b>Average Sales Price</b>		\$863,491	<b>\$1,414,165</b>	+ 63.8%	\$1,034,399	<b>\$1,052,215</b>	+ 1.7%
<b>Percent of List Price Received</b>		96.7%	<b>95.6%</b>	- 1.1%	96.8%	<b>96.3%</b>	- 0.5%
<b>Housing Affordability Index</b>		48	<b>40</b>	- 16.7%	48	<b>45</b>	- 6.3%
<b>Inventory of Homes for Sale</b>		520	<b>443</b>	- 14.8%	—	—	—
<b>Months Supply of Inventory</b>		5.7	<b>4.7</b>	- 17.5%	—	—	—

# Condominium Market Overview

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



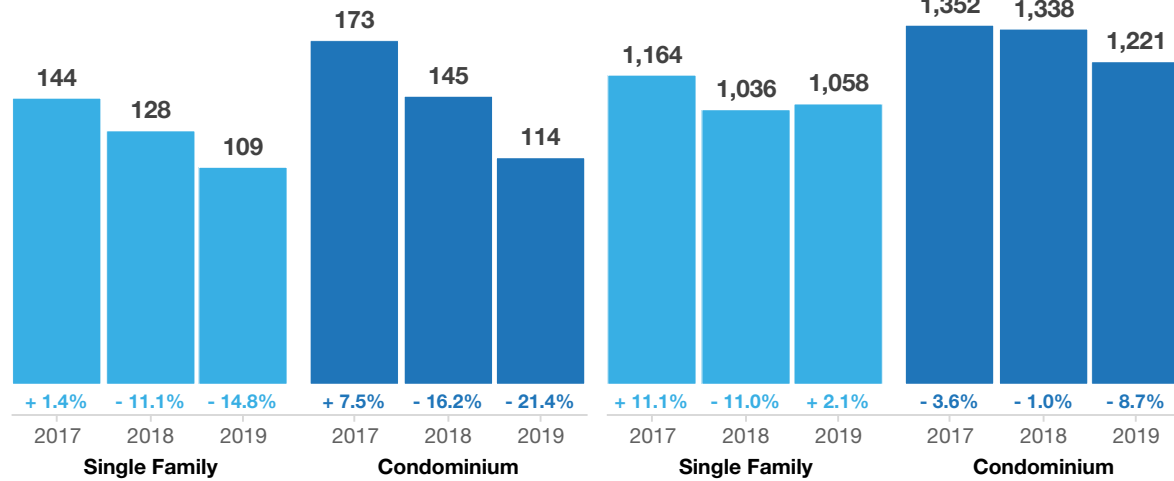
Key Metrics	Historical Sparkbars	8-2018	8-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		145	<b>114</b>	- 21.4%	1,338	<b>1,221</b>	- 8.7%
<b>Pending Sales</b>		121	<b>122</b>	+ 0.8%	1,154	<b>1,030</b>	- 10.7%
<b>Closed Sales</b>		149	<b>117</b>	- 21.5%	1,158	<b>1,088</b>	- 6.0%
<b>Days on Market Until Sale</b>		157	<b>120</b>	- 23.6%	157	<b>132</b>	- 15.9%
<b>Median Sales Price</b>		\$500,000	<b>\$496,950</b>	- 0.6%	\$497,500	<b>\$515,000</b>	+ 3.5%
<b>Average Sales Price</b>		\$803,929	<b>\$654,070</b>	- 18.6%	\$730,565	<b>\$696,966</b>	- 4.6%
<b>Percent of List Price Received</b>		97.7%	<b>97.8%</b>	+ 0.1%	97.3%	<b>97.5%</b>	+ 0.2%
<b>Housing Affordability Index</b>		67	<b>68</b>	+ 1.5%	67	<b>65</b>	- 3.0%
<b>Inventory of Homes for Sale</b>		598	<b>458</b>	- 23.4%	—	—	—
<b>Months Supply of Inventory</b>		4.4	<b>3.7</b>	- 15.9%	—	—	—

# New Listings

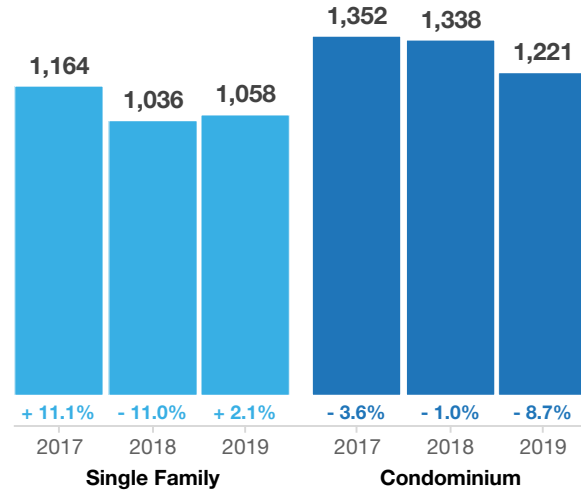
A count of the properties that have been newly listed on the market in a given month.



## August

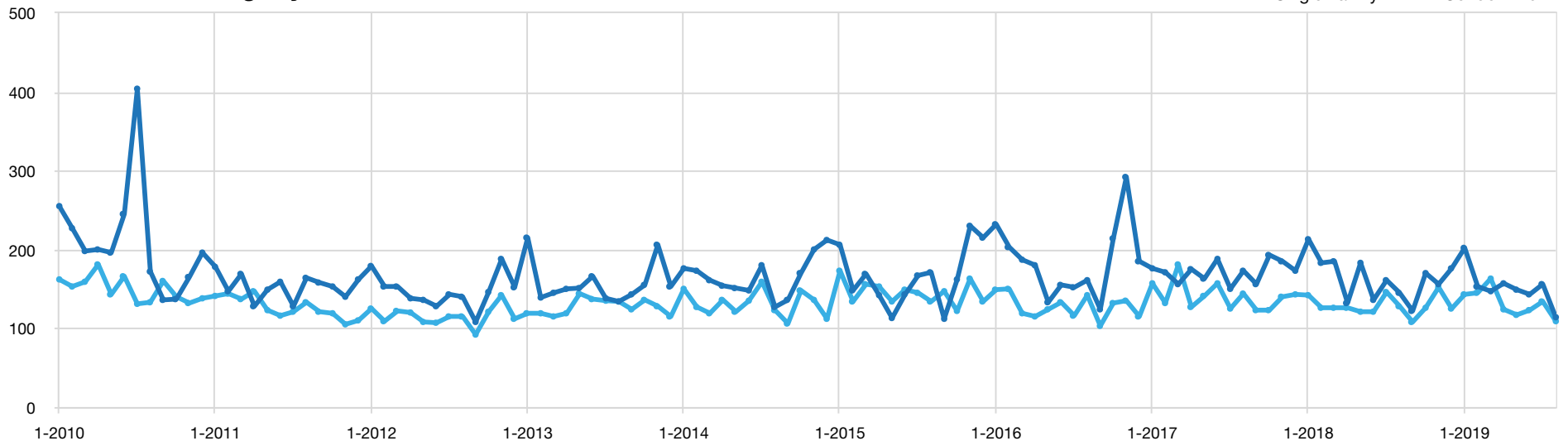


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2018	108	-12.2%	122	-21.8%
Oct-2018	126	+2.4%	170	-11.9%
Nov-2018	152	+8.6%	156	-15.7%
Dec-2018	125	-12.6%	176	+1.7%
Jan-2019	143	+0.7%	202	-5.2%
Feb-2019	145	+15.1%	153	-16.4%
Mar-2019	163	+29.4%	147	-20.5%
Apr-2019	124	-1.6%	157	+18.9%
May-2019	117	-3.3%	149	-18.6%
Jun-2019	123	+1.7%	143	+5.1%
Jul-2019	134	-8.2%	156	-3.1%
<b>Aug-2019</b>	<b>109</b>	<b>-14.8%</b>	<b>114</b>	<b>-21.4%</b>
12-Month Avg	131	+0.8%	154	-9.4%

## Historical New Listings by Month



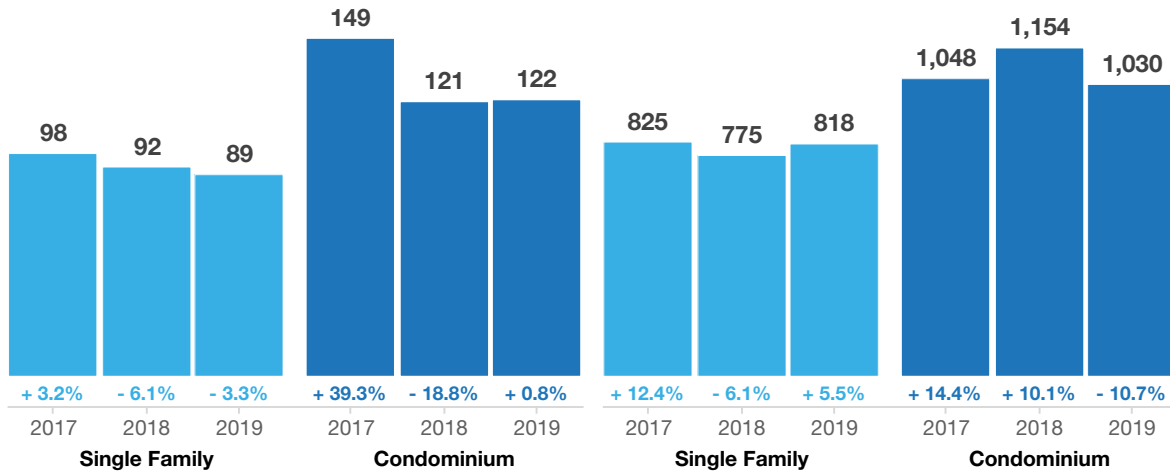
# Pending Sales

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



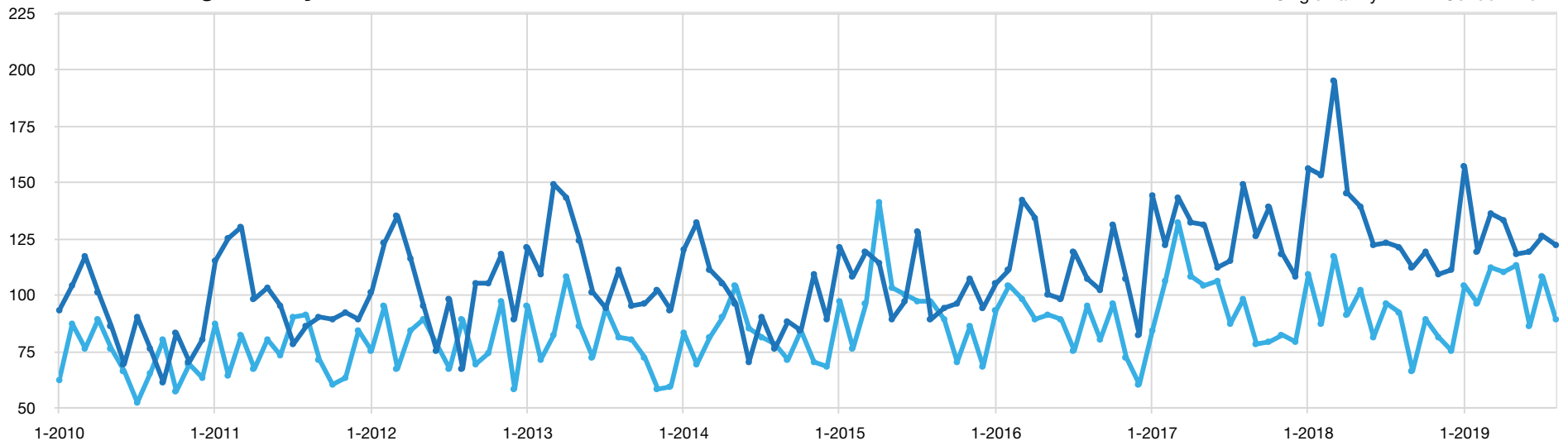
## August

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2018	66	- 15.4%	112	- 11.1%
Oct-2018	89	+ 12.7%	119	- 14.4%
Nov-2018	81	- 1.2%	109	- 7.6%
Dec-2018	75	- 5.1%	111	+ 2.8%
Jan-2019	104	- 4.6%	157	+ 0.6%
Feb-2019	96	+ 10.3%	119	- 22.2%
Mar-2019	112	- 4.3%	136	- 30.3%
Apr-2019	110	+ 20.9%	133	- 8.3%
May-2019	113	+ 10.8%	118	- 15.1%
Jun-2019	86	+ 6.2%	119	- 2.5%
Jul-2019	108	+ 12.5%	126	+ 2.4%
<b>Aug-2019</b>	<b>89</b>	<b>- 3.3%</b>	<b>122</b>	<b>+ 0.8%</b>
12-Month Avg	94	+ 3.3%	123	- 10.2%

## Historical Pending Sales by Month



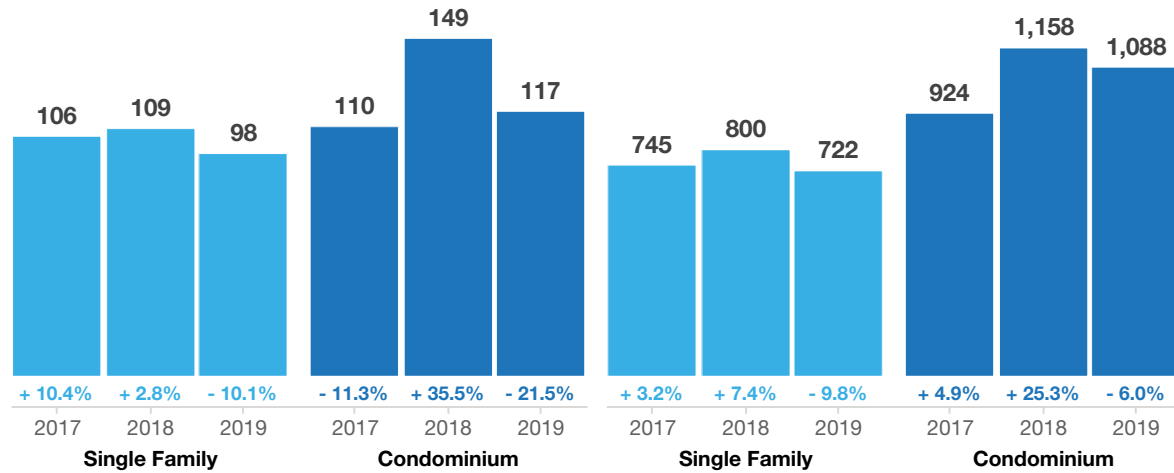
# Closed Sales

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



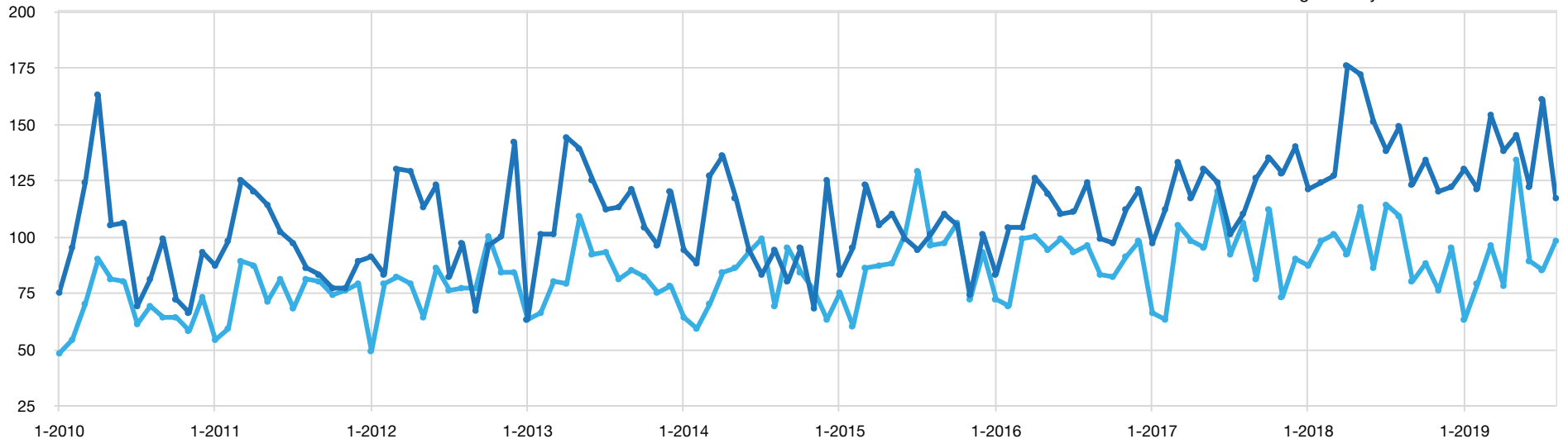
## August

## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2018	80	- 1.2%	123	- 2.4%
Oct-2018	88	- 21.4%	134	- 0.7%
Nov-2018	76	+ 4.1%	120	- 6.3%
Dec-2018	95	+ 5.6%	122	- 12.9%
Jan-2019	63	- 27.6%	130	+ 7.4%
Feb-2019	79	- 19.4%	121	- 2.4%
Mar-2019	96	- 5.0%	154	+ 21.3%
Apr-2019	78	- 15.2%	138	- 21.6%
May-2019	134	+ 18.6%	145	- 15.7%
Jun-2019	89	+ 3.5%	122	- 19.2%
Jul-2019	85	- 25.4%	161	+ 16.7%
<b>Aug-2019</b>	<b>98</b>	<b>- 10.1%</b>	<b>117</b>	<b>- 21.5%</b>
12-Month Avg	88	- 8.3%	132	- 6.4%

## Historical Closed Sales by Month

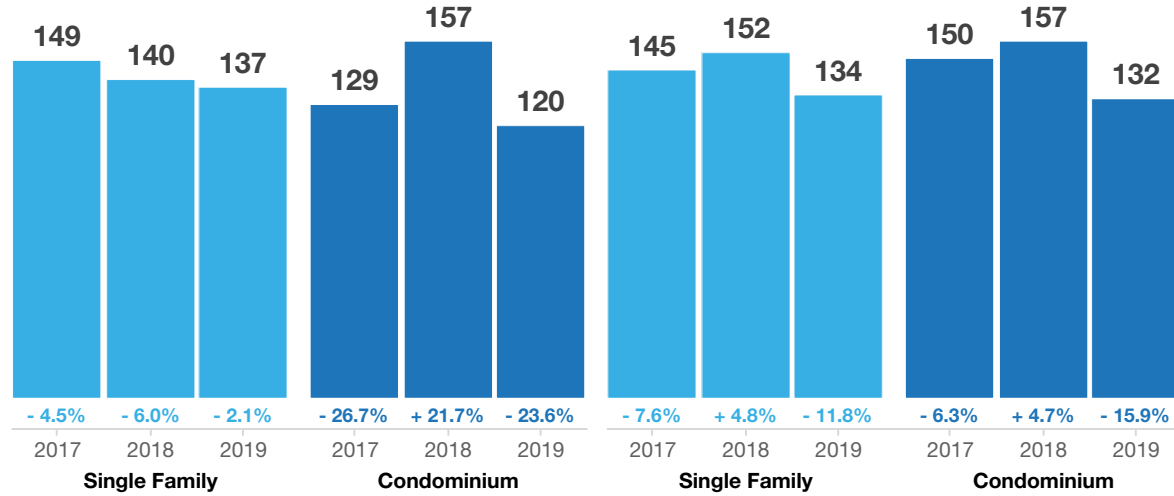


# Days on Market Until Sale

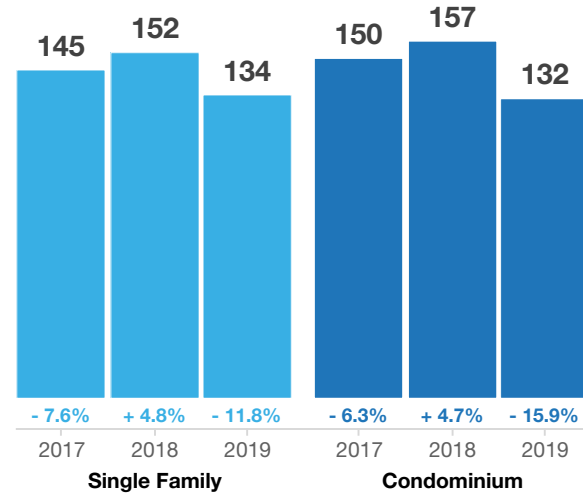
Average number of days between when a property is listed and when it closed in a given month.



## August



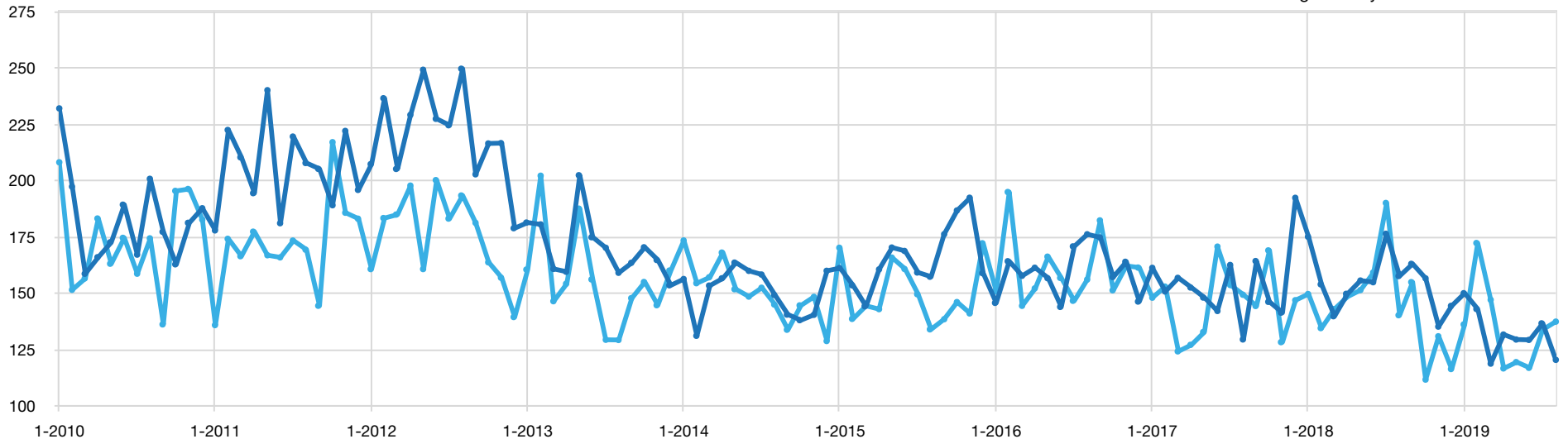
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2018	155	+ 7.6%	163	- 0.6%
Oct-2018	111	- 34.3%	156	+ 6.8%
Nov-2018	131	+ 2.3%	135	- 4.3%
Dec-2018	116	- 21.1%	144	- 25.0%
Jan-2019	136	- 8.7%	150	- 14.3%
Feb-2019	172	+ 28.4%	143	- 7.1%
Mar-2019	147	+ 2.8%	118	- 15.1%
Apr-2019	116	- 21.6%	131	- 12.1%
May-2019	119	- 21.2%	129	- 16.8%
Jun-2019	117	- 26.4%	129	- 16.8%
Jul-2019	134	- 29.5%	136	- 22.7%
<b>Aug-2019</b>	<b>137</b>	<b>- 2.1%</b>	<b>120</b>	<b>- 23.6%</b>
12-Month Avg*	132	- 13.1%	137	- 13.2%

\* Days on Market for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

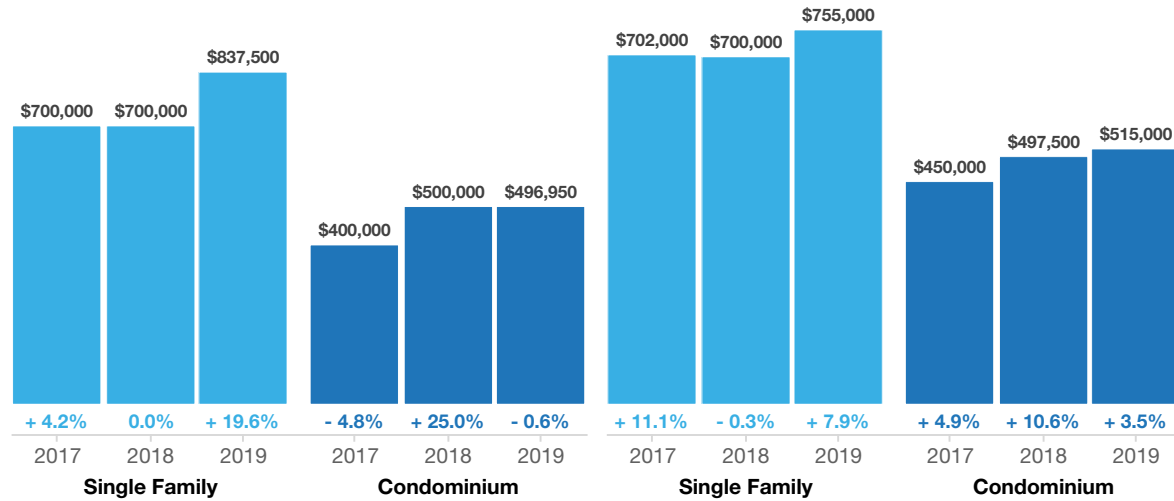


# Median Sales Price

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



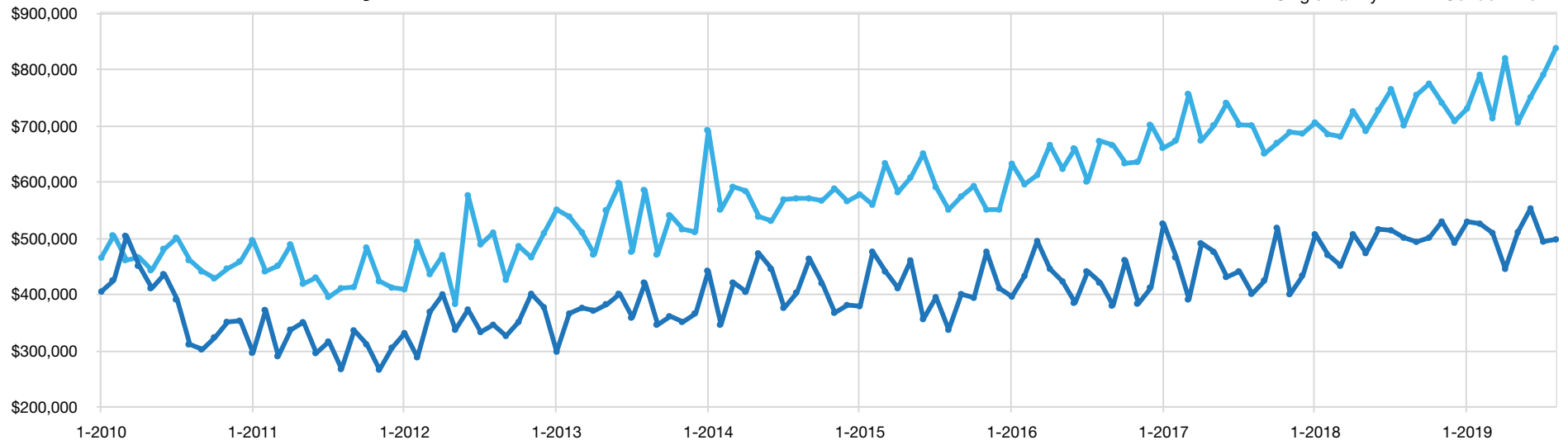
## August



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2018	\$754,248	+ 16.0%	\$492,500	+ 16.2%
Oct-2018	\$774,223	+ 15.8%	\$500,000	- 3.4%
Nov-2018	\$740,398	+ 7.6%	\$528,650	+ 32.3%
Dec-2018	\$707,500	+ 3.2%	\$491,000	+ 13.5%
Jan-2019	\$730,000	+ 3.5%	\$528,450	+ 4.4%
Feb-2019	\$790,000	+ 15.4%	\$525,000	+ 11.9%
Mar-2019	\$712,718	+ 4.8%	\$508,500	+ 13.0%
Apr-2019	\$819,500	+ 13.0%	\$444,444	- 12.2%
May-2019	\$705,000	+ 2.2%	\$510,000	+ 7.9%
Jun-2019	\$750,000	+ 3.1%	\$552,000	+ 7.2%
Jul-2019	\$790,000	+ 3.3%	\$493,000	- 3.9%
<b>Aug-2019</b>	<b>\$837,500</b>	<b>+ 19.6%</b>	<b>\$496,950</b>	<b>- 0.6%</b>
12-Month Avg*	\$750,000	+ 8.0%	\$510,000	+ 6.8%

\* Median Sales Price for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



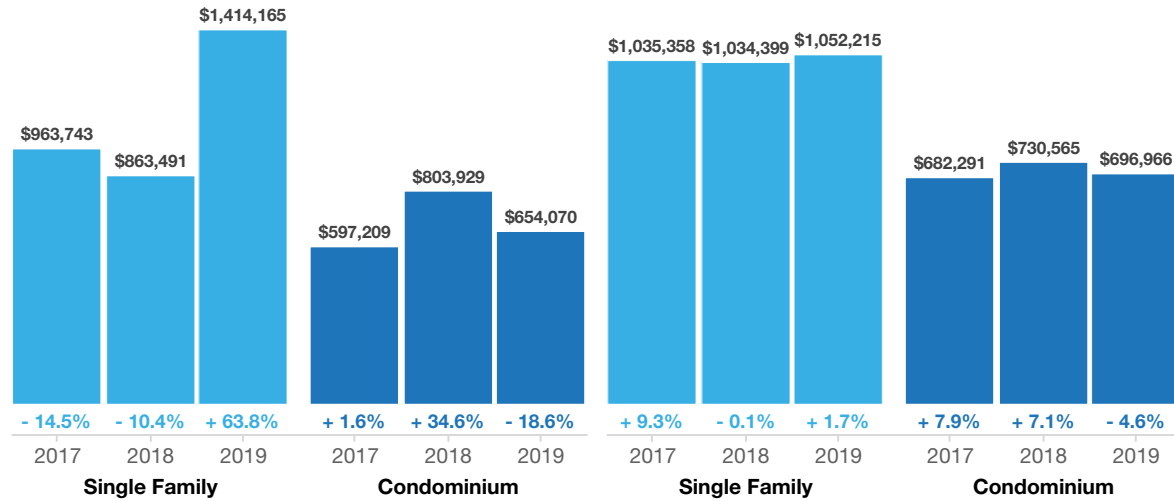


# Average Sales Price

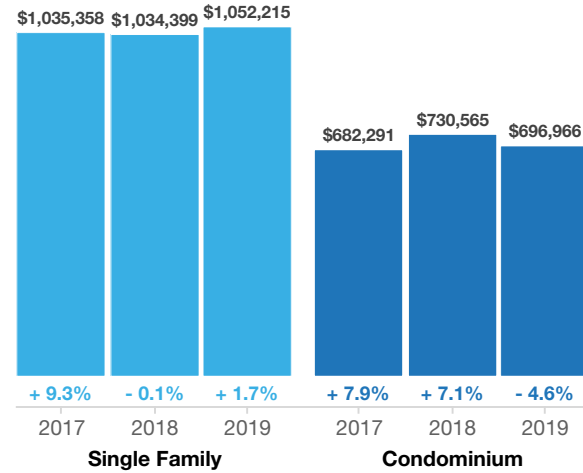
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



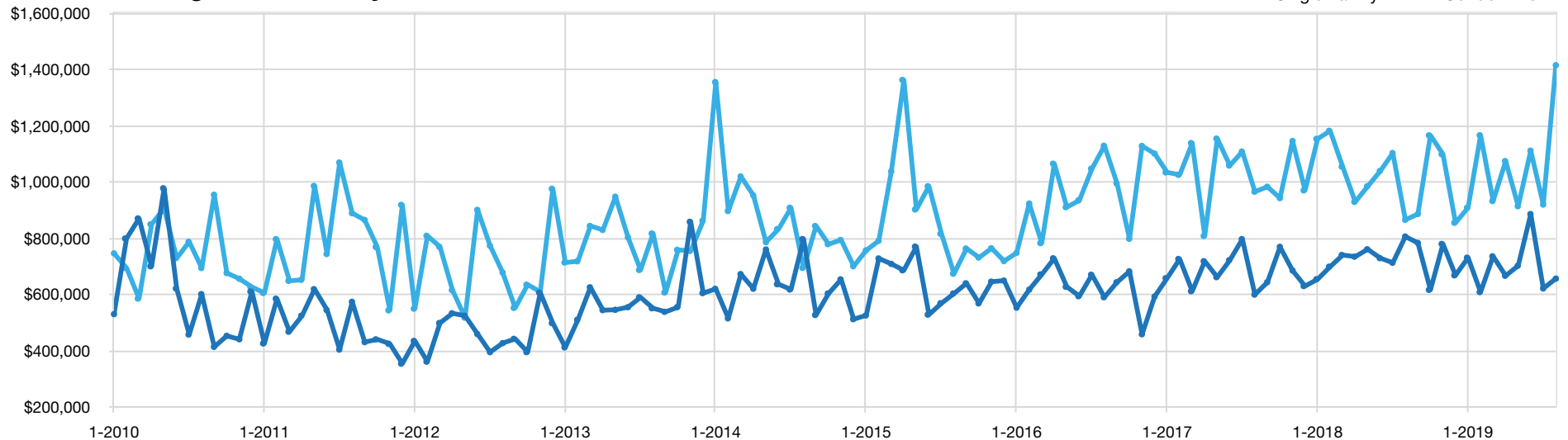
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2018	\$884,347	- 9.9%	\$781,151	+ 21.8%
Oct-2018	\$1,164,405	+ 23.8%	\$614,119	- 20.0%
Nov-2018	\$1,097,242	- 4.1%	\$777,599	+ 13.8%
Dec-2018	\$853,049	- 11.9%	\$665,926	+ 6.1%
Jan-2019	\$906,450	- 21.3%	\$728,640	+ 11.8%
Feb-2019	\$1,164,686	- 1.3%	\$606,264	- 13.0%
Mar-2019	\$930,529	- 11.6%	\$733,569	- 0.6%
Apr-2019	\$1,072,701	+ 15.7%	\$664,299	- 9.3%
May-2019	\$911,981	- 7.2%	\$700,225	- 7.7%
Jun-2019	\$1,109,775	+ 7.0%	\$883,963	+ 21.6%
Jul-2019	\$917,855	- 16.7%	\$619,089	- 12.9%
<b>Aug-2019</b>	<b>\$1,414,165</b>	<b>+ 63.8%</b>	<b>\$654,070</b>	<b>- 18.6%</b>
12-Month Avg*	\$1,034,255	+ 1.1%	\$700,207	- 2.0%

\* Avg. Sales Price for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



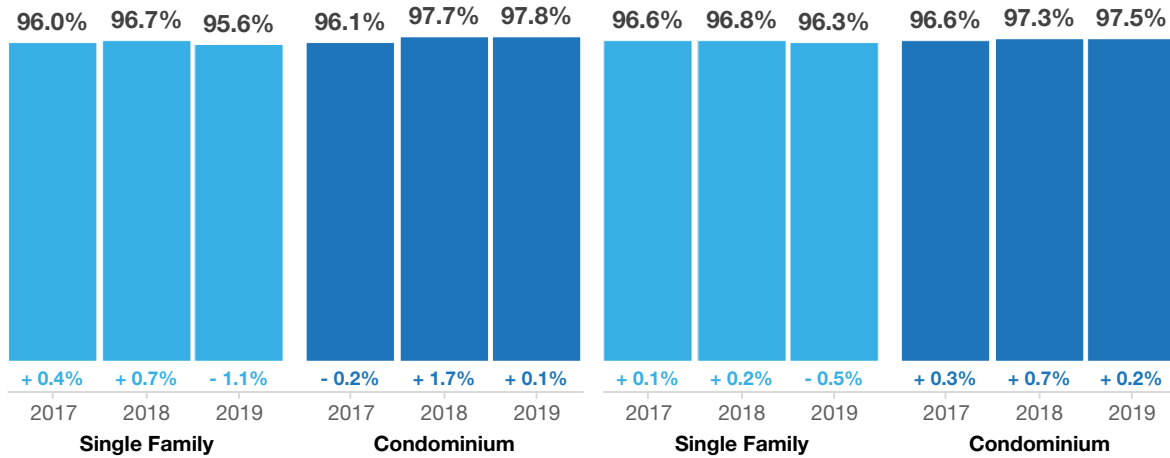
# Percent of List Price Received

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.



## August

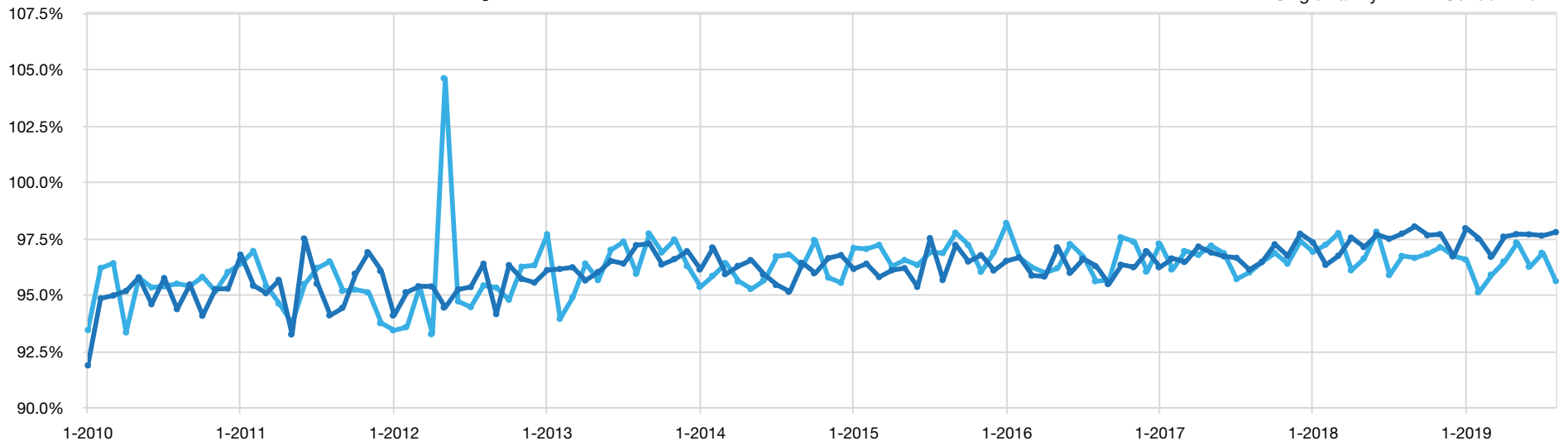
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2018	96.6%	+ 0.2%	98.0%	+ 1.6%
Oct-2018	96.8%	0.0%	97.6%	+ 0.4%
Nov-2018	97.1%	+ 0.7%	97.7%	+ 1.0%
Dec-2018	96.7%	- 0.7%	96.7%	- 1.0%
Jan-2019	96.6%	- 0.3%	97.9%	+ 0.6%
Feb-2019	95.1%	- 2.2%	97.5%	+ 1.2%
Mar-2019	95.9%	- 1.8%	96.7%	0.0%
Apr-2019	96.5%	+ 0.4%	97.6%	+ 0.1%
May-2019	97.3%	+ 0.7%	97.7%	+ 0.6%
Jun-2019	96.2%	- 1.6%	97.7%	0.0%
Jul-2019	96.8%	+ 0.9%	97.6%	+ 0.1%
<b>Aug-2019</b>	<b>95.6%</b>	<b>- 1.1%</b>	<b>97.8%</b>	<b>+ 0.1%</b>
12-Month Avg*	96.5%	- 0.4%	97.5%	+ 0.3%

\* Pct. of List Price Received for all properties from September 2018 through August 2019. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



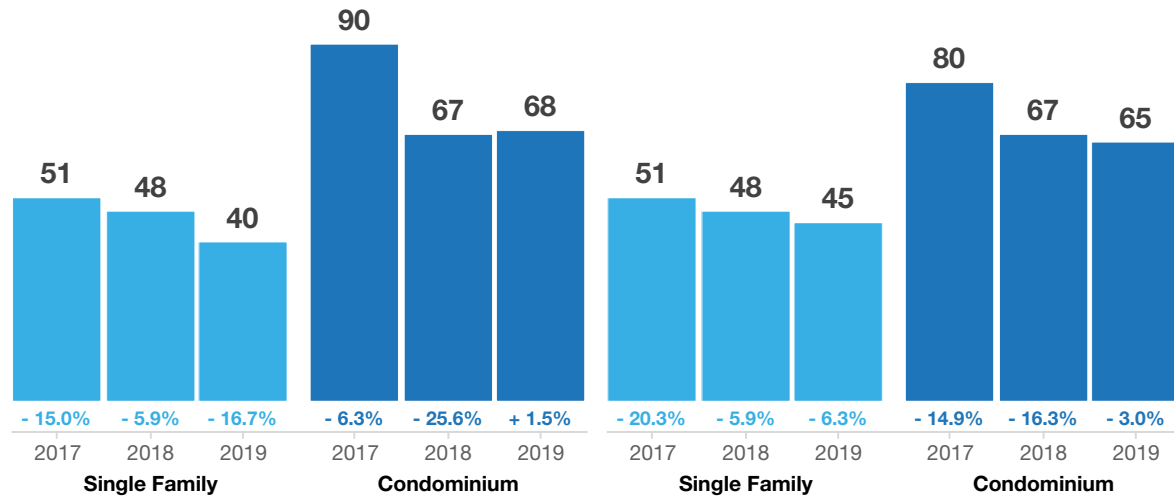
# Housing Affordability Index

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.



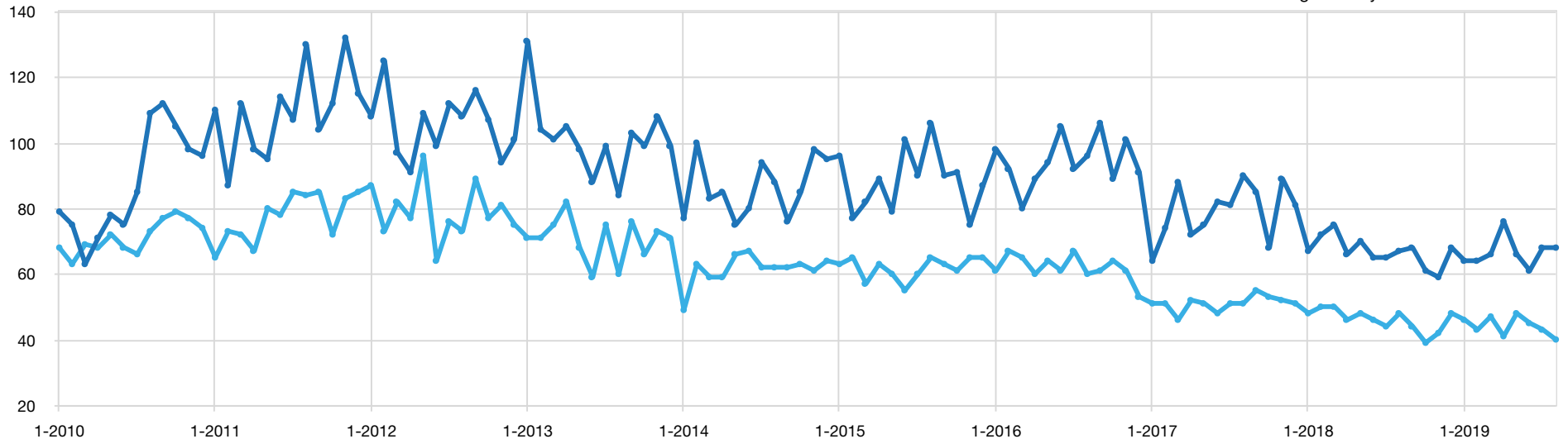
## August

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2018	44	-20.0%	68	-20.0%
Oct-2018	39	-26.4%	61	-10.3%
Nov-2018	42	-19.2%	59	-33.7%
Dec-2018	48	-5.9%	68	-16.0%
Jan-2019	46	-4.2%	64	-4.5%
Feb-2019	43	-14.0%	64	-11.1%
Mar-2019	47	-6.0%	66	-12.0%
Apr-2019	41	-10.9%	76	+15.2%
May-2019	48	0.0%	66	-5.7%
Jun-2019	45	-2.2%	61	-6.2%
Jul-2019	43	-2.3%	68	+4.6%
<b>Aug-2019</b>	<b>40</b>	<b>-16.7%</b>	<b>68</b>	<b>+1.5%</b>
12-Month Avg	44	-10.2%	66	-9.6%

## Historical Housing Affordability Index by Month

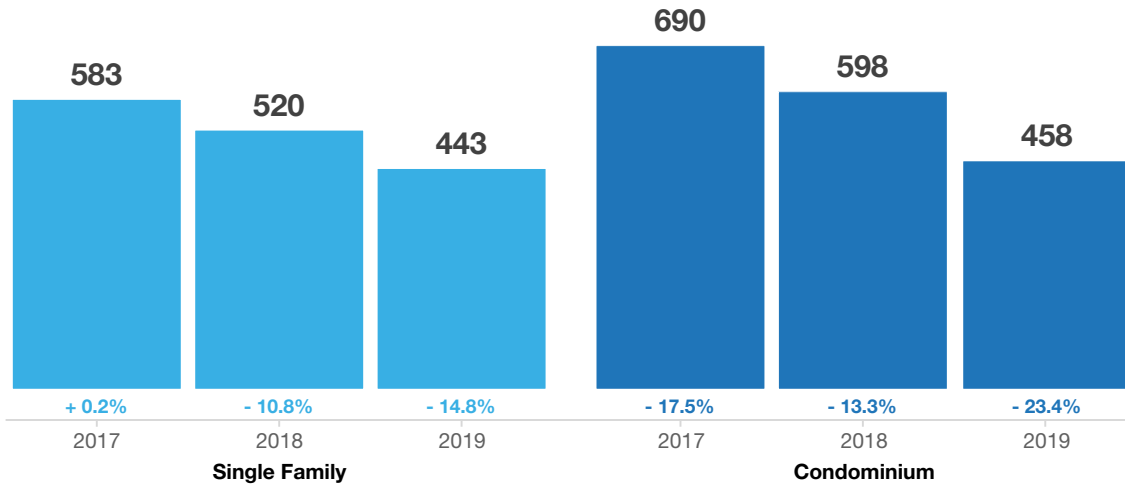


# Inventory of Homes for Sale

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

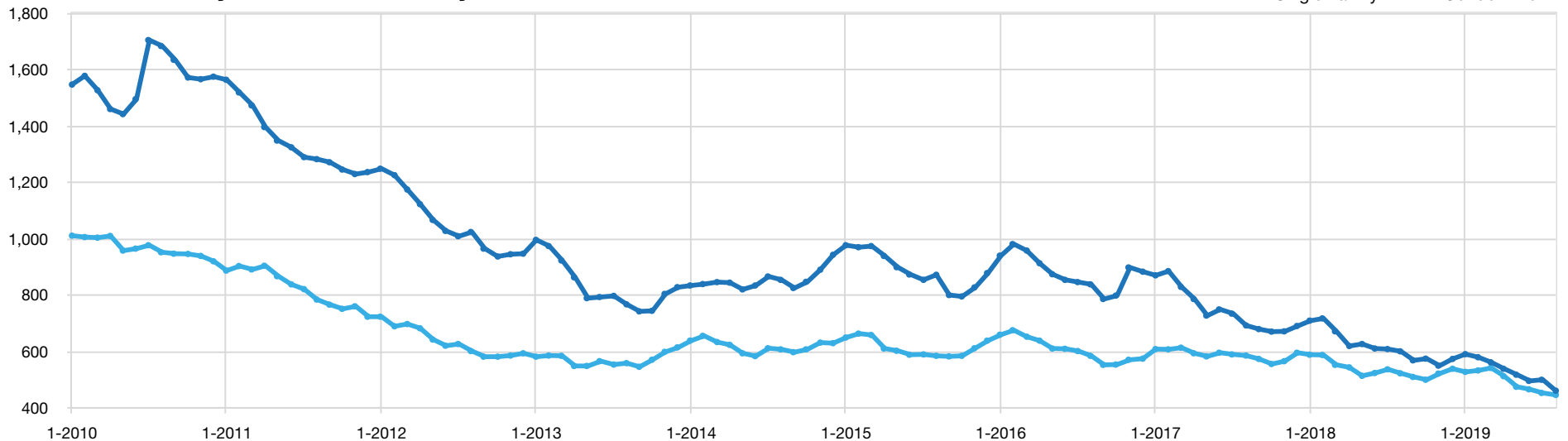


## August



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2018	507	- 11.2%	566	- 16.4%
Oct-2018	497	- 10.1%	572	- 14.4%
Nov-2018	519	- 7.8%	547	- 18.2%
Dec-2018	536	- 9.6%	571	- 17.0%
Jan-2019	525	- 10.4%	588	- 16.8%
Feb-2019	530	- 9.4%	577	- 19.3%
Mar-2019	539	- 2.0%	559	- 16.4%
Apr-2019	510	- 5.7%	536	- 13.1%
May-2019	472	- 7.6%	515	- 17.5%
Jun-2019	463	- 11.1%	493	- 18.9%
Jul-2019	450	- 15.7%	497	- 18.0%
<b>Aug-2019</b>	<b>443</b>	<b>- 14.8%</b>	<b>458</b>	<b>- 23.4%</b>
12-Month Avg	499	- 9.6%	540	- 17.4%

## Historical Inventory of Homes for Sale by Month

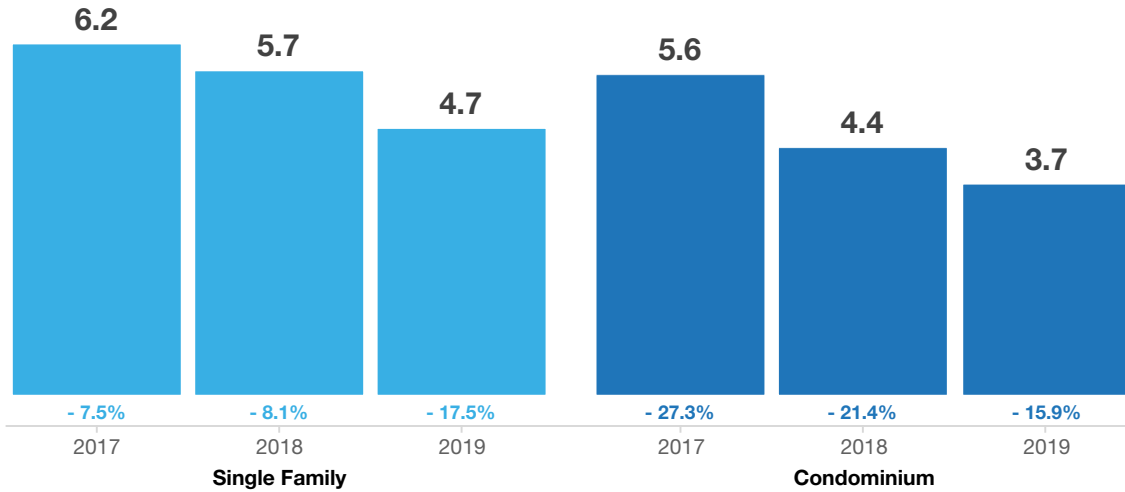


# Months Supply of Inventory

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.



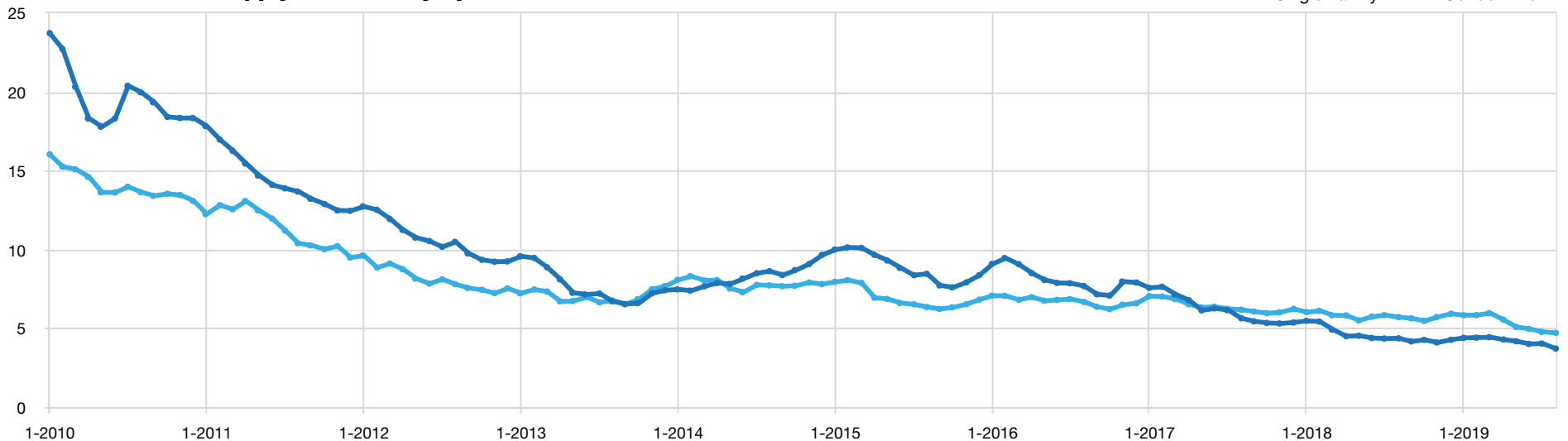
## August



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2018	5.6	- 8.2%	4.2	- 22.2%
Oct-2018	5.5	- 8.3%	4.3	- 18.9%
Nov-2018	5.7	- 5.0%	4.1	- 22.6%
Dec-2018	5.9	- 4.8%	4.3	- 20.4%
Jan-2019	5.8	- 3.3%	4.4	- 20.0%
Feb-2019	5.8	- 4.9%	4.4	- 18.5%
Mar-2019	6.0	+ 3.4%	4.4	- 10.2%
Apr-2019	5.5	- 5.2%	4.3	- 4.4%
May-2019	5.1	- 7.3%	4.2	- 6.7%
Jun-2019	5.0	- 12.3%	4.0	- 9.1%
Jul-2019	4.8	- 17.2%	4.0	- 7.0%
<b>Aug-2019</b>	<b>4.7</b>	<b>- 17.5%</b>	<b>3.7</b>	<b>- 15.9%</b>
12-Month Avg*	5.5	- 7.6%	4.2	- 15.4%

\* Months Supply for all properties from September 2018 through August 2019. 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	8-2018	8-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		304	<b>243</b>	- 20.1%	2,698	<b>2,562</b>	- 5.0%
<b>Pending Sales</b>		225	<b>228</b>	+ 1.3%	2,073	<b>1,985</b>	- 4.2%
<b>Closed Sales</b>		273	<b>234</b>	- 14.3%	2,107	<b>1,937</b>	- 8.1%
<b>Days on Market Until Sale</b>		155	<b>128</b>	- 17.4%	159	<b>135</b>	- 15.1%
<b>Median Sales Price</b>		\$625,000	<b>\$657,000</b>	+ 5.1%	\$615,000	<b>\$625,000</b>	+ 1.6%
<b>Average Sales Price</b>		\$821,196	<b>\$1,000,234</b>	+ 21.8%	\$850,343	<b>\$849,334</b>	- 0.1%
<b>Percent of List Price Received</b>		97.3%	<b>96.8%</b>	- 0.5%	96.9%	<b>96.9%</b>	0.0%
<b>Housing Affordability Index</b>		54	<b>51</b>	- 5.6%	54	<b>54</b>	0.0%
<b>Inventory of Homes for Sale</b>		1,442	<b>1,205</b>	- 16.4%	—	—	—
<b>Months Supply of Inventory</b>		5.9	<b>5.2</b>	- 11.9%	—	—	—

# Single Family Monthly Sales Volume

## August 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	August 2019			July 2019			August 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	4	\$5,343,000	\$1,207,500	15	\$12,530,988	\$762,988	9	\$8,027,250	\$850,000
Hana	2	\$1,880,000	\$940,000	1	\$825,000	\$825,000	4	\$2,900,000	\$750,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	3	\$8,176,000	\$2,400,000	2	\$2,628,750	\$1,314,375	2	\$5,450,000	\$2,725,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	9	\$5,843,750	\$650,000	11	\$8,062,000	\$745,000	7	\$4,776,000	\$679,000
Kapalua	4	\$9,525,000	\$2,262,500	1	\$2,900,000	\$2,900,000	1	\$1,970,000	\$1,970,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	20	\$18,562,625	\$875,750	11	\$8,228,888	\$755,000	20	\$21,199,000	\$731,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	8	\$7,262,047	\$843,250	6	\$7,221,000	\$992,000	8	\$7,912,645	\$810,073
Lahaina	7	\$10,878,000	\$1,300,000	5	\$5,798,000	\$900,000	2	\$2,080,750	\$1,040,375
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	8	\$6,134,500	\$725,000	5	\$3,355,500	\$636,000	5	\$3,270,000	\$575,000
Maui Meadows	2	\$2,559,000	\$1,279,500	2	\$2,620,000	\$1,310,000	1	\$815,000	\$815,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$3,818,888	\$1,200,000	3	\$2,759,000	\$920,000	5	\$4,943,500	\$1,150,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	9	\$6,123,500	\$680,500	3	\$2,980,000	\$800,000	6	\$4,799,500	\$696,750
Spreckelsville/Paia/Kuau	1	\$570,000	\$570,000	1	\$1,029,000	\$1,029,000	0	--	--
Wailea/Makena	5	\$41,510,468	\$9,037,736	2	\$6,195,000	\$3,097,500	2	\$2,890,000	\$1,445,000
Wailuku	12	\$9,625,387	\$709,444	13	\$8,350,750	\$650,000	26	\$18,887,481	\$697,128
Lanai	0	--	--	1	\$1,555,000	\$1,555,000	2	\$840,000	\$420,000
Molokai	1	\$776,000	\$776,000	3	\$978,800	\$260,000	9	\$3,359,400	\$309,900
<b>All MLS</b>	<b>98</b>	<b>\$138,588,165</b>	<b>\$837,500</b>	<b>85</b>	<b>\$78,017,676</b>	<b>\$790,000</b>	<b>109</b>	<b>\$94,120,526</b>	<b>\$700,000</b>

# Condominium Monthly Sales Volume

## August 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	August 2019			July 2019			August 2018		
	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	9	\$8,005,999	\$840,000	10	\$12,323,000	\$953,500	18	\$20,673,000	\$895,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	1	\$399,500	\$399,500	6	\$755,000	\$132,500	2	\$400,000	\$200,000
Kapalua	4	\$10,075,000	\$1,865,000	5	\$7,525,000	\$890,000	3	\$9,355,000	\$3,810,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	59	\$30,855,700	\$480,000	78	\$36,644,245	\$446,050	53	\$26,496,500	\$419,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	8	\$5,389,660	\$703,410	14	\$8,487,540	\$617,045	9	\$5,905,500	\$477,500
Maalaea	1	\$599,000	\$599,000	0	--	--	4	\$2,177,500	\$586,250
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	13	\$5,874,000	\$405,000	24	\$11,948,500	\$518,000	32	\$17,914,995	\$485,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$735,000	\$735,000	2	\$1,165,000	\$582,500	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	1	\$350,000	\$350,000
Wailea/Makena	7	\$10,011,000	\$1,400,000	11	\$16,727,000	\$1,280,000	19	\$33,327,145	\$1,101,217
Wailuku	13	\$4,388,300	\$340,000	9	\$3,746,000	\$410,000	8	\$3,185,825	\$467,000
Lanai	1	\$193,000	\$193,000	0	--	--	0	--	--
Molokai	0	--	--	2	\$352,000	\$176,000	0	--	--
<b>All MLS</b>	<b>117</b>	<b>\$76,526,159</b>	<b>\$496,950</b>	<b>161</b>	<b>\$99,673,285</b>	<b>\$493,000</b>	<b>149</b>	<b>\$119,785,465</b>	<b>\$500,000</b>



# Land Monthly Sales Volume

## August 2019



Area Name	August 2019			July 2019			August 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$1,166,000	\$355,000	2	\$930,000	\$465,000	5	\$2,635,000	\$485,000
Hana	0	--	--	0	--	--	1	\$450,000	\$450,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$435,000	\$435,000	0	--	--	0	--	--
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	1	\$275,000	\$275,000	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	1	\$900,000	\$900,000	1	\$2,000,000	\$2,000,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$420,000	\$420,000	2	\$1,650,000	\$825,000	1	\$830,500	\$830,500
Lahaina	1	\$1,737,500	\$1,737,500	0	--	--	1	\$2,400,000	\$2,400,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	2	\$885,000	\$442,500	0	--	--
Maui Meadows	1	\$625,000	\$625,000	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$360,000	\$360,000	0	--	--	1	\$350,000	\$350,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	5	\$11,642,000	\$1,298,000	5	\$4,818,000	\$925,000	1	\$510,000	\$510,000
Wailuku	4	\$2,310,000	\$575,000	4	\$2,485,000	\$482,500	2	\$615,000	\$307,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	2	\$245,000	\$122,500	0	--	--	2	\$490,000	\$245,000
<b>All MLS</b>	<b>19</b>	<b>\$18,940,500</b>	<b>\$575,000</b>	<b>17</b>	<b>\$11,943,000</b>	<b>\$540,000</b>	<b>15</b>	<b>\$10,280,500</b>	<b>\$460,000</b>

# Single Family Sales – Year to Date

August 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Aug-19 YTD Sales	Aug-18 YTD Sales	Unit Change	Percent Change	Aug-19 YTD Average	Aug-18 YTD Average	Dollar Change	Percent Change	Aug-19 YTD Median	Aug-18 YTD Median	Dollar Change	Percent Change	Aug-19 YTD Volume	Aug-18 YTD Volume	Dollar Change	Percent Change
Haiku	62	59	+3	+5.1%	\$883,256	\$902,352	-\$19,095	-2.1%	\$810,500	\$790,000	+\$20,500	+2.6%	\$54,761,888	\$53,238,750	+\$1,523,138	+2.9%
Hana	7	16	-9	-56.3%	\$1,112,382	\$1,016,250	+\$96,133	+9.5%	\$786,677	\$747,500	+\$39,177	+5.2%	\$7,786,677	\$16,259,995	-\$8,473,318	-52.1%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	17	26	-9	-34.6%	\$2,038,574	\$2,118,469	-\$79,896	-3.8%	\$1,599,000	\$1,762,250	-\$163,250	-9.3%	\$34,655,750	\$55,080,202	-\$20,424,452	-37.1%
Kahakuloa	0	1	-1	-100.0%	--	\$890,000	--	--	--	\$890,000	--	--	\$0	\$890,000	-\$890,000	-100.0%
Kahului	82	105	-23	-21.9%	\$669,088	\$683,307	-\$14,219	-2.1%	\$657,750	\$679,000	-\$21,250	-3.1%	\$54,865,250	\$71,747,240	-\$16,881,990	-23.5%
Kapalua	16	7	+9	+128.6%	\$2,364,314	\$4,037,614	-\$1,673,301	-41.4%	\$2,450,000	\$3,000,000	-\$550,000	-18.3%	\$37,829,020	\$28,263,300	+\$9,565,720	+33.8%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	114	125	-11	-8.8%	\$983,729	\$1,005,877	-\$22,148	-2.2%	\$796,500	\$680,000	+\$116,500	+17.1%	\$112,145,073	\$125,734,592	-\$13,589,519	-10.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	49	48	+1	+2.1%	\$1,084,937	\$1,092,469	-\$7,531	-0.7%	\$985,000	\$960,000	+\$25,000	+2.6%	\$53,161,935	\$52,438,494	+\$723,441	+1.4%
Lahaina	45	44	+1	+2.3%	\$1,513,311	\$1,754,390	-\$241,079	-13.7%	\$874,000	\$835,000	+\$39,000	+4.7%	\$68,098,999	\$77,193,150	-\$9,094,151	-11.8%
Maalaea	0	1	-1	-100.0%	--	\$2,000,000	--	--	--	\$2,000,000	--	--	\$0	\$2,000,000	-\$2,000,000	-100.0%
Makawao/Olinda/Haliimaile	50	36	+14	+38.9%	\$861,772	\$740,096	+\$121,676	+16.4%	\$687,000	\$629,250	+\$57,750	+9.2%	\$43,088,577	\$26,643,457	+\$16,445,120	+61.7%
Maui Meadows	15	24	-9	-37.5%	\$1,429,600	\$1,223,983	+\$205,617	+16.8%	\$1,400,000	\$1,335,000	+\$65,000	+4.9%	\$21,444,000	\$29,375,600	-\$7,931,600	-27.0%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	24	22	+2	+9.1%	\$1,319,318	\$1,088,341	+\$230,977	+21.2%	\$955,000	\$961,500	-\$6,500	-0.7%	\$31,663,631	\$23,943,500	+\$7,720,131	+32.2%
Olowalu	0	1	-1	-100.0%	--	\$1,360,000	--	--	--	\$1,360,000	--	--	\$0	\$1,360,000	-\$1,360,000	-100.0%
Pukalani	42	30	+12	+40.0%	\$764,271	\$750,040	+\$14,231	+1.9%	\$715,000	\$720,000	-\$5,000	-0.7%	\$32,099,400	\$22,501,200	+\$9,598,200	+42.7%
Spreckelsville/Paia/Kuau	9	17	-8	-47.1%	\$1,132,569	\$1,154,610	-\$22,041	-1.9%	\$1,029,000	\$615,000	+\$414,000	+67.3%	\$10,193,125	\$19,628,375	-\$9,435,250	-48.1%
Wailea/Makena	23	24	-1	-4.2%	\$3,991,127	\$3,580,667	+\$410,460	+11.5%	\$2,160,000	\$2,180,250	-\$20,250	-0.9%	\$91,795,918	\$85,936,000	+\$5,859,918	+6.8%
Wailuku	137	175	-38	-21.7%	\$676,022	\$652,622	+\$23,399	+3.6%	\$650,000	\$650,000	\$0	0.0%	\$92,615,009	\$114,208,934	-\$21,593,925	-18.9%
Lanai	7	14	-7	-50.0%	\$604,286	\$576,286	+\$28,000	+4.9%	\$450,000	\$485,000	-\$35,000	-7.2%	\$4,230,000	\$8,068,000	-\$3,838,000	-47.6%
Molokai	23	25	-2	-8.0%	\$402,826	\$520,351	-\$117,525	-22.6%	\$300,000	\$350,000	-\$50,000	-14.3%	\$9,265,000	\$13,008,769	-\$3,743,769	-28.8%
<b>All MLS</b>	<b>722</b>	<b>800</b>	<b>-78</b>	<b>-9.8%</b>	<b>\$1,052,215</b>	<b>\$1,034,399</b>	<b>+\$17,816</b>	<b>+1.7%</b>	<b>\$755,000</b>	<b>\$700,000</b>	<b>+\$55,000</b>	<b>+7.9%</b>	<b>\$759,699,252</b>	<b>\$827,519,558</b>	<b>-\$67,820,306</b>	<b>-8.2%</b>

# Total Condominium Sales – Year to Date

August 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Aug-19 YTD Sales	Aug-18 YTD Sales	Unit Change	Percent Change	Aug-19 YTD Average	Aug-18 YTD Average	Dollar Change	Percent Change	Aug-19 YTD Median	Aug-18 YTD Median	Dollar Change	Percent Change	Aug-19 YTD Volume	Aug-18 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	91	119	-28	-23.5%	\$1,136,658	\$1,086,810	+\$49,848	+4.6%	\$930,000	\$830,000	+\$100,000	+12.0%	\$103,435,916	\$129,330,387	-\$25,894,471	-20.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	22	22	0	0.0%	\$179,693	\$155,955	+\$23,739	+15.2%	\$142,500	\$122,875	+\$19,625	+16.0%	\$3,953,250	\$3,431,000	+\$522,250	+15.2%
Kapalua	43	38	+5	+13.2%	\$2,146,012	\$1,958,212	+\$187,800	+9.6%	\$935,000	\$1,015,625	-\$80,625	-7.9%	\$92,278,500	\$74,412,038	+\$17,866,462	+24.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	455	426	+29	+6.8%	\$519,878	\$486,511	+\$33,367	+6.9%	\$447,100	\$407,000	+\$40,100	+9.9%	\$236,544,333	\$207,253,551	+\$29,290,782	+14.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	70	57	+13	+22.8%	\$540,457	\$618,527	-\$78,070	-12.6%	\$540,751	\$504,400	+\$36,351	+7.2%	\$37,831,956	\$35,256,026	+\$2,575,930	+7.3%
Maalaea	20	34	-14	-41.2%	\$463,175	\$440,618	+\$22,557	+5.1%	\$448,500	\$427,500	+\$21,000	+4.9%	\$9,263,500	\$14,981,000	-\$5,717,500	-38.2%
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	172	175	-3	-1.7%	\$460,997	\$495,599	-\$34,601	-7.0%	\$458,750	\$445,000	+\$13,750	+3.1%	\$79,291,564	\$86,729,789	-\$7,438,225	-8.6%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	5	+1	+20.0%	\$630,833	\$607,200	+\$23,633	+3.9%	\$620,000	\$601,000	+\$19,000	+3.2%	\$3,785,000	\$3,036,000	+\$749,000	+24.7%
Spreckelsville/Paia/Kuau	3	3	0	0.0%	\$413,667	\$365,667	+\$48,000	+13.1%	\$370,000	\$372,000	-\$2,000	-0.5%	\$1,241,000	\$1,097,000	+\$144,000	+13.1%
Wailea/Makena	101	167	-66	-39.5%	\$1,467,986	\$1,491,775	-\$23,789	-1.6%	\$1,280,000	\$1,149,900	+\$130,100	+11.3%	\$148,266,601	\$249,126,479	-\$100,859,878	-40.5%
Wailuku	90	104	-14	-13.5%	\$444,552	\$385,657	+\$58,894	+15.3%	\$467,500	\$393,500	+\$74,000	+18.8%	\$40,009,645	\$40,108,367	-\$98,722	-0.2%
Lanai	2	0	+2	--	\$174,000	--	--	--	\$174,000	--	--	--	\$348,000	\$0	+\$348,000	--
Molokai	13	8	+5	+62.5%	\$157,704	\$154,063	+\$3,642	+2.4%	\$150,000	\$149,000	+\$1,000	+0.7%	\$2,050,155	\$1,232,500	+\$817,655	+66.3%
<b>All MLS</b>	<b>1,088</b>	<b>1,158</b>	<b>-70</b>	<b>-6.0%</b>	<b>\$696,966</b>	<b>\$730,565</b>	<b>-\$33,599</b>	<b>-4.6%</b>	<b>\$515,000</b>	<b>\$497,500</b>	<b>+\$17,500</b>	<b>+3.5%</b>	<b>\$758,299,420</b>	<b>\$845,994,137</b>	<b>-\$87,694,717</b>	<b>-10.4%</b>

# Fee Simple Condominium Sales – Year to Date

August 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Aug-19 YTD Sales	Aug-18 YTD Sales	Unit Change	Percent Change	Aug-19 YTD Average	Aug-18 YTD Average	Dollar Change	Percent Change	Aug-19 YTD Median	Aug-18 YTD Median	Dollar Change	Percent Change	Aug-19 YTD Volume	Aug-18 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	84	105	-21	-20.0%	\$1,194,225	\$1,185,470	+\$8,755	+0.7%	\$953,500	\$915,000	+\$38,500	+4.2%	\$100,314,916	\$124,474,387	-\$24,159,471	-19.4%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	22	22	0	0.0%	\$179,693	\$155,955	+\$23,739	+15.2%	\$142,500	\$122,875	+\$19,625	+16.0%	\$3,953,250	\$3,431,000	+\$522,250	+15.2%
Kapalua	43	38	+5	+13.2%	\$2,146,012	\$1,958,212	+\$187,800	+9.6%	\$935,000	\$1,015,625	-\$80,625	-7.9%	\$92,278,500	\$74,412,038	+\$17,866,462	+24.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	451	421	+30	+7.1%	\$521,087	\$487,837	+\$33,251	+6.8%	\$448,750	\$407,000	+\$41,750	+10.3%	\$235,010,333	\$205,379,251	+\$29,631,082	+14.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	70	52	+18	+34.6%	\$540,457	\$662,056	-\$121,599	-18.4%	\$540,751	\$517,500	+\$23,251	+4.5%	\$37,831,956	\$34,426,900	+\$3,405,056	+9.9%
Maalaea	13	24	-11	-45.8%	\$513,731	\$505,917	+\$7,814	+1.5%	\$532,000	\$505,000	+\$27,000	+5.3%	\$6,678,500	\$12,142,000	-\$5,463,500	-45.0%
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	149	156	-7	-4.5%	\$502,718	\$506,072	-\$3,354	-0.7%	\$475,780	\$462,500	+\$13,280	+2.9%	\$74,905,015	\$78,947,289	-\$4,042,274	-5.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	5	+1	+20.0%	\$630,833	\$607,200	+\$23,633	+3.9%	\$620,000	\$601,000	+\$19,000	+3.2%	\$3,785,000	\$3,036,000	+\$749,000	+24.7%
Spreckelsville/Paia/Kuau	3	3	0	0.0%	\$413,667	\$365,667	+\$48,000	+13.1%	\$370,000	\$372,000	-\$2,000	-0.5%	\$1,241,000	\$1,097,000	+\$144,000	+13.1%
Wailea/Makena	101	167	-66	-39.5%	\$1,467,986	\$1,491,775	-\$23,789	-1.6%	\$1,280,000	\$1,149,900	+\$130,100	+11.3%	\$148,266,601	\$249,126,479	-\$100,859,878	-40.5%
Wailuku	90	104	-14	-13.5%	\$444,552	\$385,657	+\$58,894	+15.3%	\$467,500	\$393,500	+\$74,000	+18.8%	\$40,009,645	\$40,108,367	-\$98,722	-0.2%
Lanai	2	0	+2	--	\$174,000	--	--	--	\$174,000	--	--	--	\$348,000	\$0	+\$348,000	--
Molokai	12	7	+5	+71.4%	\$165,296	\$168,357	-\$3,061	-1.8%	\$150,000	\$158,000	-\$8,000	-5.1%	\$1,983,555	\$1,178,500	+\$805,055	+68.3%
All MLS	1,046	1,104	-58	-5.3%	\$713,773	\$749,782	-\$36,009	-4.8%	\$523,375	\$506,675	+\$16,700	+3.3%	\$746,606,271	\$827,759,211	-\$81,152,940	-9.8%

# Leasehold Condominium Sales – Year to Date

August 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Aug-19 YTD Sales	Aug-18 YTD Sales	Unit Change	Percent Change	Aug-19 YTD Average	Aug-18 YTD Average	Dollar Change	Percent Change	Aug-19 YTD Median	Aug-18 YTD Median	Dollar Change	Percent Change	Aug-19 YTD Volume	Aug-18 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	7	14	-7	-50.0%	\$445,857	\$346,857	+\$99,000	+28.5%	\$340,000	\$270,000	+\$70,000	+25.9%	\$3,121,000	\$4,856,000	-\$1,735,000	-35.7%
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	4	5	-1	-20.0%	\$383,500	\$374,860	+\$8,640	+2.3%	\$354,500	\$375,000	-\$20,500	-5.5%	\$1,534,000	\$1,874,300	-\$340,300	-18.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	5	-5	-100.0%	--	\$165,825	--	--	--	\$165,000	--	--	\$0	\$829,126	-\$829,126	-100.0%
Maalaea	7	10	-3	-30.0%	\$369,286	\$283,900	+\$85,386	+30.1%	\$325,000	\$252,500	+\$72,500	+28.7%	\$2,585,000	\$2,839,000	-\$254,000	-8.9%
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	23	19	+4	+21.1%	\$190,720	\$409,605	-\$218,886	-53.4%	\$160,000	\$165,500	-\$5,500	-3.3%	\$4,386,549	\$7,782,500	-\$3,395,951	-43.6%
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%	\$66,600	\$54,000	+\$12,600	+23.3%	\$66,600	\$54,000	+\$12,600	+23.3%	\$66,600	\$54,000	+\$12,600	+23.3%
<b>All MLS</b>	<b>42</b>	<b>54</b>	<b>-12</b>	<b>-22.2%</b>	<b>\$278,408</b>	<b>\$337,684</b>	<b>-\$59,276</b>	<b>-17.6%</b>	<b>\$210,000</b>	<b>\$262,500</b>	<b>-\$52,500</b>	<b>-20.0%</b>	<b>\$11,693,149</b>	<b>\$18,234,926</b>	<b>-\$6,541,777</b>	<b>-35.9%</b>

# Land Sales – Year to Date

August 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Aug-19 YTD Sales	Aug-18 YTD Sales	Unit Change	Percent Change	Aug-19 YTD Average	Aug-18 YTD Average	Dollar Change	Percent Change	Aug-19 YTD Median	Aug-18 YTD Median	Dollar Change	Percent Change	Aug-19 YTD Volume	Aug-18 YTD Volume	Dollar Change	Percent Change
Haiku	25	42	-17	-40.5%	\$440,995	\$575,474	-\$134,479	-23.4%	\$445,000	\$475,000	-\$30,000	-6.3%	\$11,024,875	\$24,169,900	-\$13,145,025	-54.4%
Hana	6	7	-1	-14.3%	\$669,500	\$456,429	+\$213,071	+46.7%	\$647,500	\$450,000	+\$197,500	+43.9%	\$4,017,000	\$3,195,000	+\$822,000	+25.7%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	7	5	+2	+40.0%	\$752,500	\$693,950	+\$58,550	+8.4%	\$820,000	\$812,250	+\$7,750	+1.0%	\$5,267,500	\$3,469,750	+\$1,797,750	+51.8%
Kahakuloa	1	0	+1	--	\$360,000	--	--	--	\$360,000	--	--	--	\$360,000	\$0	+\$360,000	--
Kahului	0	1	-1	-100.0%	--	\$2,195,000	--	--	--	\$2,195,000	--	--	\$0	\$2,195,000	-\$2,195,000	-100.0%
Kapalua	2	0	+2	--	\$1,575,000	--	--	--	\$1,575,000	--	--	--	\$3,150,000	\$0	+\$3,150,000	--
Kaupo	1	0	+1	--	\$275,000	--	--	--	\$275,000	--	--	--	\$275,000	\$0	+\$275,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	7	9	-2	-22.2%	\$754,100	\$824,444	-\$70,344	-8.5%	\$486,700	\$505,000	-\$18,300	-3.6%	\$5,278,700	\$7,420,000	-\$2,141,300	-28.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	16	25	-9	-36.0%	\$522,938	\$611,902	-\$88,965	-14.5%	\$415,000	\$630,000	-\$215,000	-34.1%	\$8,367,000	\$15,297,550	-\$6,930,550	-45.3%
Lahaina	7	10	-3	-30.0%	\$1,519,500	\$1,372,650	+\$146,850	+10.7%	\$1,737,500	\$1,500,000	+\$237,500	+15.8%	\$10,636,500	\$13,726,500	-\$3,090,000	-22.5%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	7	3	+4	+133.3%	\$586,143	\$711,300	-\$125,157	-17.6%	\$460,000	\$878,900	-\$418,900	-47.7%	\$4,103,000	\$2,133,900	+\$1,969,100	+92.3%
Maui Meadows	2	1	+1	+100.0%	\$470,500	\$725,000	-\$254,500	-35.1%	\$470,500	\$725,000	-\$254,500	-35.1%	\$941,000	\$725,000	+\$216,000	+29.8%
Nahiku	0	2	-2	-100.0%	--	\$323,000	--	--	--	\$323,000	--	--	\$0	\$646,000	-\$646,000	-100.0%
Napili/Kahana/Honokowai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Olowalu	0	1	-1	-100.0%	--	\$575,000	--	--	--	\$575,000	--	--	\$0	\$575,000	-\$575,000	-100.0%
Pukalani	6	4	+2	+50.0%	\$475,750	\$341,750	+\$134,000	+39.2%	\$442,875	\$362,500	+\$80,375	+22.2%	\$2,854,500	\$1,367,000	+\$1,487,500	+108.8%
Spreckelsville/Paia/Kuau	1	1	0	0.0%	\$1,600,000	\$2,900,000	-\$1,300,000	-44.8%	\$1,600,000	\$2,900,000	-\$1,300,000	-44.8%	\$1,600,000	\$2,900,000	-\$1,300,000	-44.8%
Wailea/Makena	17	5	+12	+240.0%	\$3,496,853	\$6,192,000	-\$2,695,147	-43.5%	\$1,075,000	\$7,200,000	-\$6,125,000	-85.1%	\$59,446,500	\$30,960,000	+\$28,486,500	+92.0%
Wailuku	16	17	-1	-5.9%	\$485,755	\$382,607	+\$103,148	+27.0%	\$450,000	\$315,000	+\$135,000	+42.9%	\$7,286,330	\$6,504,325	+\$782,005	+12.0%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	6	16	-10	-62.5%	\$171,000	\$179,619	-\$8,619	-4.8%	\$182,500	\$165,000	+\$17,500	+10.6%	\$965,000	\$2,873,900	-\$1,908,900	-66.4%
All MLS	127	149	-22	-14.8%	\$1,003,703	\$793,012	+\$210,691	+26.6%	\$500,000	\$475,000	+\$25,000	+5.3%	\$125,572,905	\$118,158,825	+\$7,414,080	+6.3%