

# Monthly Indicators



## October 2024

U.S. existing-home sales unexpectedly slipped 1.0% month-over-month and 3.5% year-over-year to a seasonally adjusted annual rate of 3.84 million, the lowest level in more than a decade, according to the National Association of REALTORS® (NAR). Prospective buyers have pulled back in recent months, despite lower mortgage rates and more home choices compared to the same time last year.

New Listings decreased 4.8 percent for Single Family homes but increased 13.0 percent for Condominium homes. Pending Sales increased 24.0 percent for Single Family homes and 3.1 percent for Condominium homes. Inventory increased 36.2 percent for Single Family homes and 168.1 percent for Condominium homes.

Median Sales Price increased 2.4 percent to \$1,300,000 for Single Family homes and 9.2 percent to \$892,500 for Condominium homes. Days on Market decreased 1.6 percent for Single Family homes but increased 24.8 percent for Condominium homes. Months Supply of Inventory increased 30.0 percent for Single Family homes and 200.0 percent for Condominium homes.

There were 1.39 million homes for sale heading into October, a 1.5% increase from the previous month and a 23% increase from the same period last year, for a 4.3-month supply at the current sales pace, according to NAR. Even with improving supply and the slower sales pace, home prices have continued to rise nationwide, with NAR reporting a median existing-home price of \$404,500 as of last measure, a 3% increase from one year ago.

## Quick Facts

|                                                              |                                                                    |                                                                |
|--------------------------------------------------------------|--------------------------------------------------------------------|----------------------------------------------------------------|
| <b>+ 8.4%</b>                                                | <b>+ 14.8%</b>                                                     | <b>+ 88.7%</b>                                                 |
| Change in Number of<br><b>Closed Sales</b><br>All Properties | Change in Number of<br><b>Median Sales Price</b><br>All Properties | Change in Number of<br><b>Homes for Sale</b><br>All Properties |

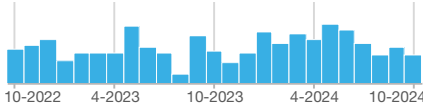
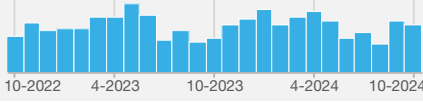
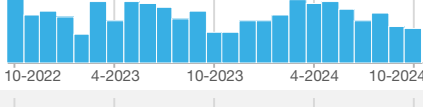
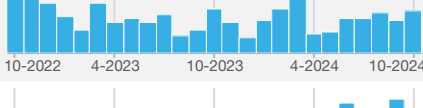
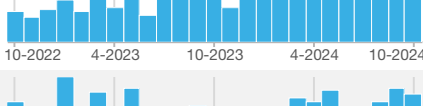
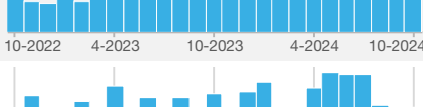
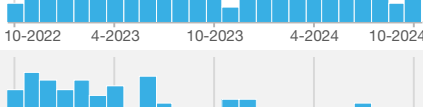
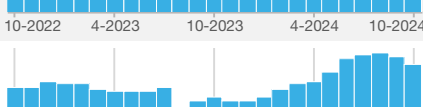
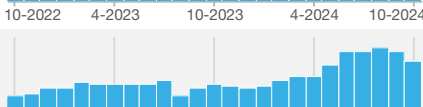
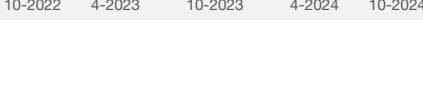
This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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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.

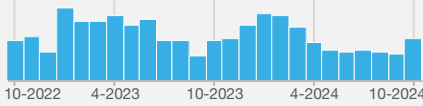
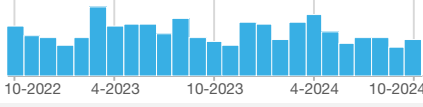
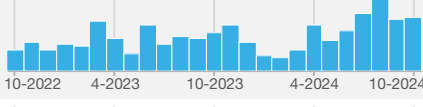
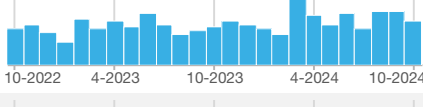
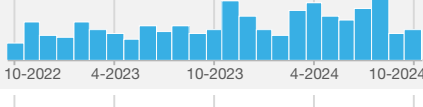
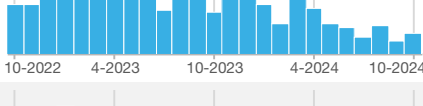
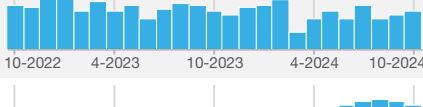
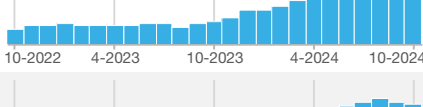
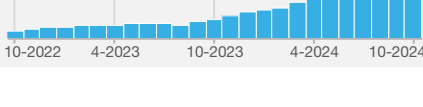


| Key Metrics                    | Historical Sparkbars                                                                | 10-2023     | 10-2024     | % Change | YTD 2023    | YTD 2024    | % Change |
|--------------------------------|-------------------------------------------------------------------------------------|-------------|-------------|----------|-------------|-------------|----------|
| New Listings                   |    | 83          | 79          | - 4.8%   | 841         | 980         | + 16.5%  |
| Pending Sales                  |    | 50          | 62          | + 24.0%  | 615         | 629         | + 2.3%   |
| Closed Sales                   |    | 48          | 51          | + 6.3%   | 626         | 633         | + 1.1%   |
| Days on Market Until Sale      |    | 129         | 127         | - 1.6%   | 117         | 121         | + 3.4%   |
| Median Sales Price             |    | \$1,269,025 | \$1,300,000 | + 2.4%   | \$1,200,000 | \$1,300,000 | + 8.3%   |
| Average Sales Price            |   | \$1,666,572 | \$1,955,847 | + 17.4%  | \$1,770,978 | \$1,806,508 | + 2.0%   |
| Percent of List Price Received |  | 97.6%       | 96.8%       | - 0.8%   | 96.9%       | 97.7%       | + 0.8%   |
| Housing Affordability Index    |  | 29          | 31          | + 6.9%   | 31          | 31          | 0.0%     |
| Inventory of Homes for Sale    |  | 243         | 331         | + 36.2%  | —           | —           | —        |
| Months Supply of Inventory     |  | 4.0         | 5.2         | + 30.0%  | —           | —           | —        |

# Condominium Market Overview

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



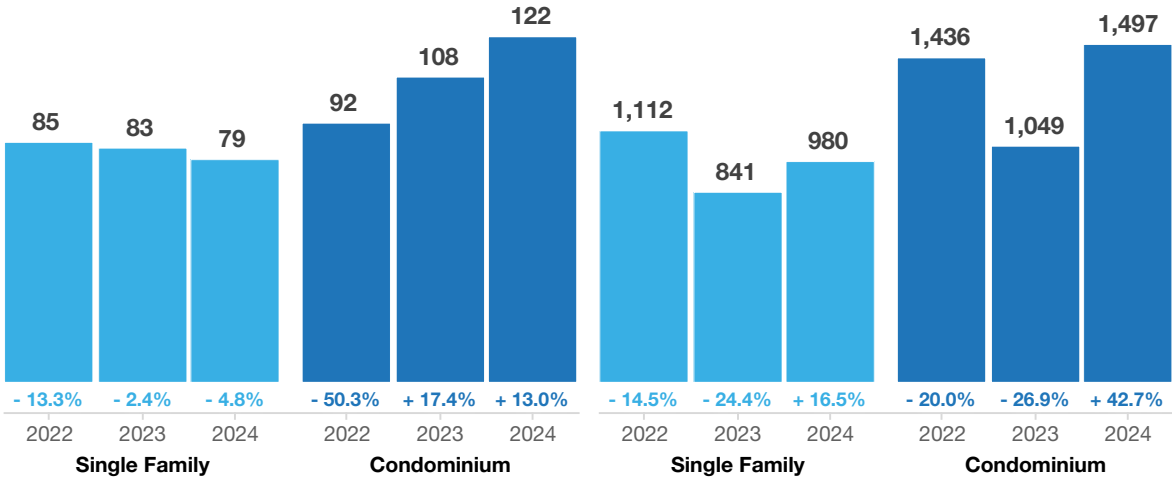
| Key Metrics                    | Historical Sparkbars                                                                | 10-2023     | 10-2024     | % Change | YTD 2023    | YTD 2024    | % Change |
|--------------------------------|-------------------------------------------------------------------------------------|-------------|-------------|----------|-------------|-------------|----------|
| New Listings                   |    | 108         | 122         | + 13.0%  | 1,049       | 1,497       | + 42.7%  |
| Pending Sales                  |    | 64          | 66          | + 3.1%   | 777         | 655         | - 15.7%  |
| Closed Sales                   |    | 62          | 64          | + 3.2%   | 823         | 745         | - 9.5%   |
| Days on Market Until Sale      |    | 113         | 141         | + 24.8%  | 106         | 114         | + 7.5%   |
| Median Sales Price             |    | \$817,000   | \$892,500   | + 9.2%   | \$825,000   | \$910,000   | + 10.3%  |
| Average Sales Price            |   | \$1,182,228 | \$1,185,134 | + 0.2%   | \$1,169,441 | \$1,472,095 | + 25.9%  |
| Percent of List Price Received |  | 97.4%       | 96.1%       | - 1.3%   | 98.3%       | 97.0%       | - 1.3%   |
| Housing Affordability Index    |  | 45          | 46          | + 2.2%   | 45          | 45          | 0.0%     |
| Inventory of Homes for Sale    |  | 254         | 681         | + 168.1% | —           | —           | —        |
| Months Supply of Inventory     |  | 3.4         | 10.2        | + 200.0% | —           | —           | —        |

# New Listings

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

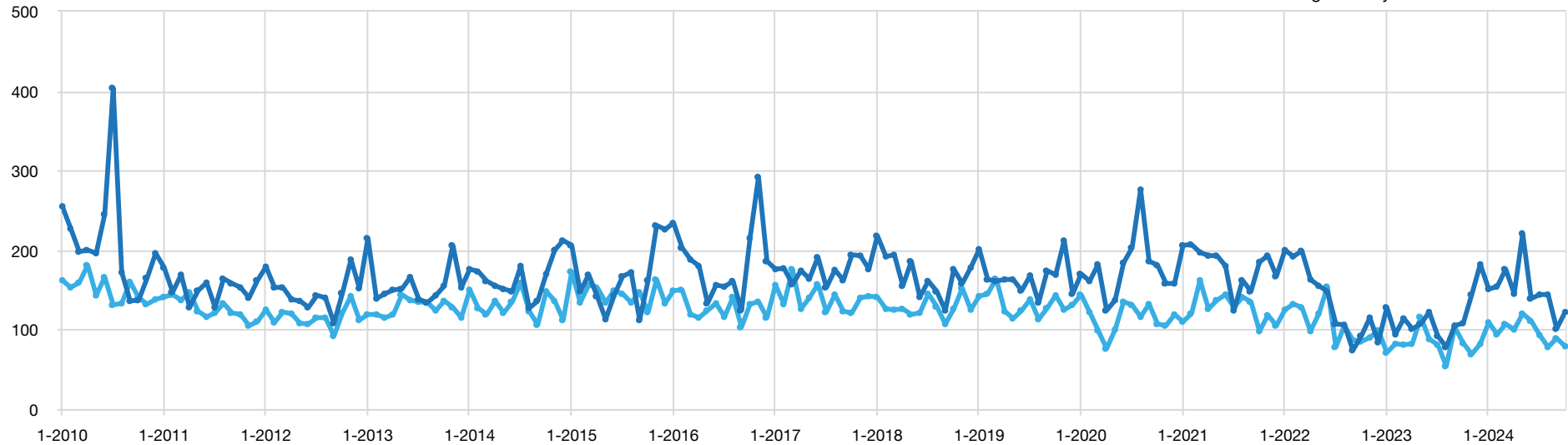


## October



| New Listings    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Nov-2023        | 69            | - 23.3%               | 144         | + 25.2%               |
| Dec-2023        | 82            | - 17.2%               | 182         | + 116.7%              |
| Jan-2024        | 109           | + 53.5%               | 151         | + 18.0%               |
| Feb-2024        | 94            | + 14.6%               | 154         | + 63.8%               |
| Mar-2024        | 107           | + 32.1%               | 176         | + 54.4%               |
| Apr-2024        | 100           | + 22.0%               | 145         | + 43.6%               |
| May-2024        | 120           | + 3.4%                | 221         | + 106.5%              |
| Jun-2024        | 111           | + 26.1%               | 139         | + 13.9%               |
| Jul-2024        | 93            | + 14.8%               | 144         | + 56.5%               |
| Aug-2024        | 78            | + 44.4%               | 144         | + 84.6%               |
| Sep-2024        | 89            | - 13.6%               | 101         | - 3.8%                |
| <b>Oct-2024</b> | <b>79</b>     | <b>- 4.8%</b>         | <b>122</b>  | <b>+ 13.0%</b>        |
| 12-Month Avg    | 94            | + 9.3%                | 152         | + 46.2%               |

## Historical New Listings by Month

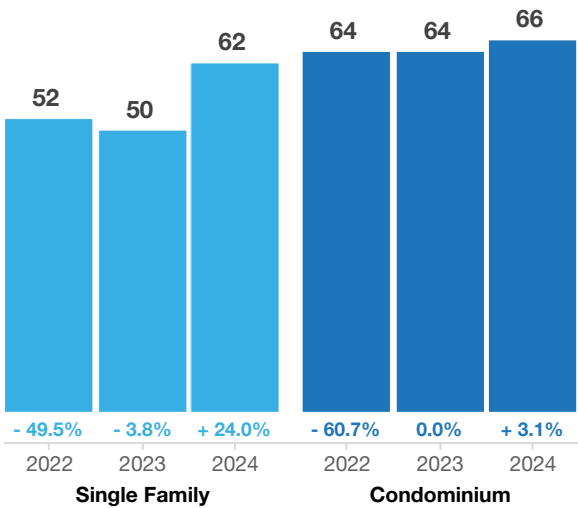


# Pending Sales

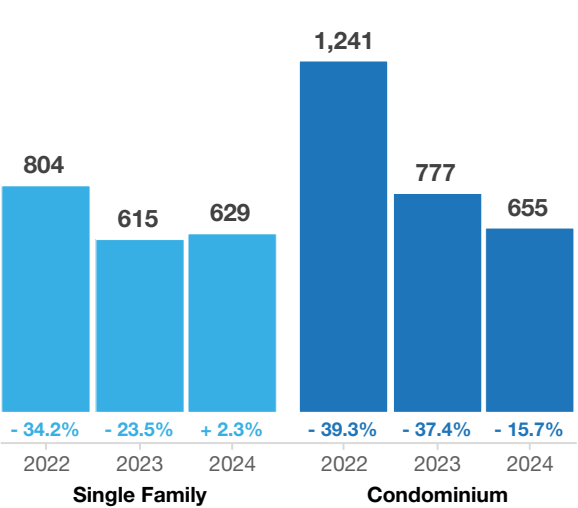
A count of the properties on which offers have been accepted in a given month.



## October

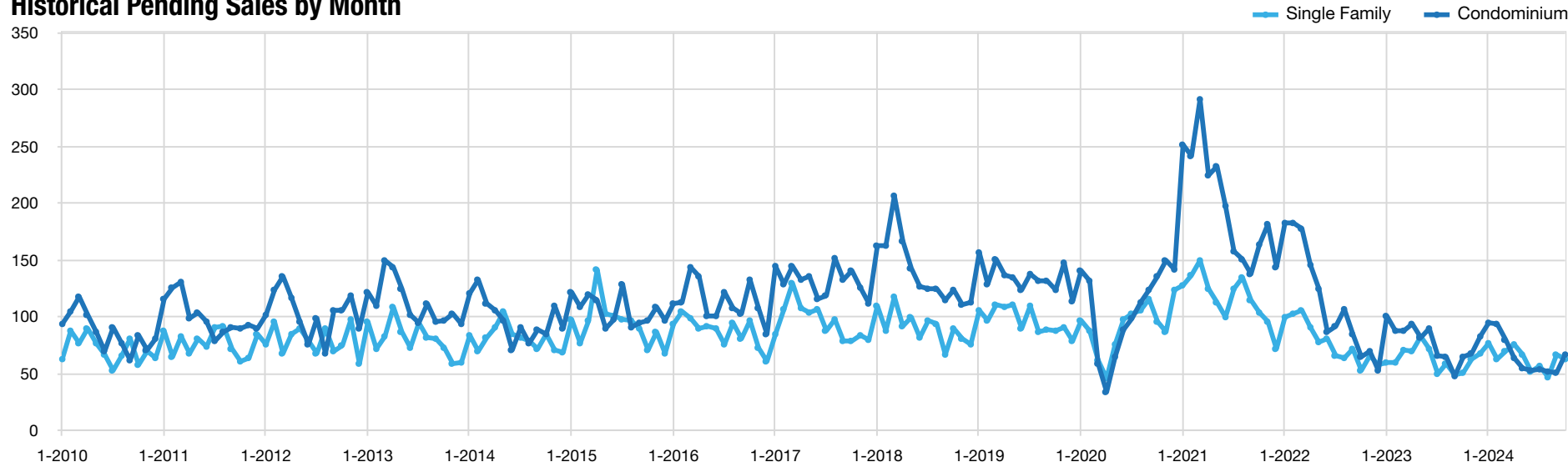


## Year to Date



| Pending Sales | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|---------------|---------------|-----------------------|-------------|-----------------------|
| Nov-2023      | 62            | - 4.6%                | 67          | - 2.9%                |
| Dec-2023      | 67            | + 17.5%               | 82          | + 57.7%               |
| Jan-2024      | 76            | + 28.8%               | 94          | - 6.0%                |
| Feb-2024      | 62            | + 5.1%                | 93          | + 6.9%                |
| Mar-2024      | 69            | - 1.4%                | 79          | - 9.2%                |
| Apr-2024      | 75            | + 8.7%                | 63          | - 32.3%               |
| May-2024      | 66            | - 19.5%               | 54          | - 33.3%               |
| Jun-2024      | 51            | - 28.2%               | 52          | - 41.6%               |
| Jul-2024      | 56            | + 14.3%               | 53          | - 18.5%               |
| Aug-2024      | 46            | - 20.7%               | 51          | - 20.3%               |
| Sep-2024      | 66            | + 37.5%               | 50          | + 6.4%                |
| Oct-2024      | 62            | + 24.0%               | 66          | + 3.1%                |
| 12-Month Avg  | 63            | + 3.3%                | 67          | - 10.7%               |

## Historical Pending Sales by Month

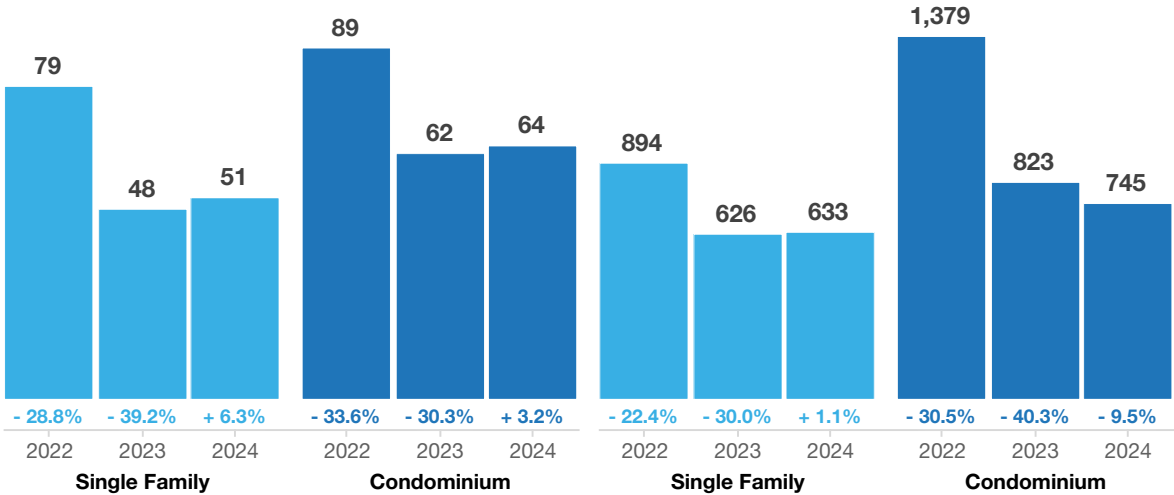


# Closed Sales

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

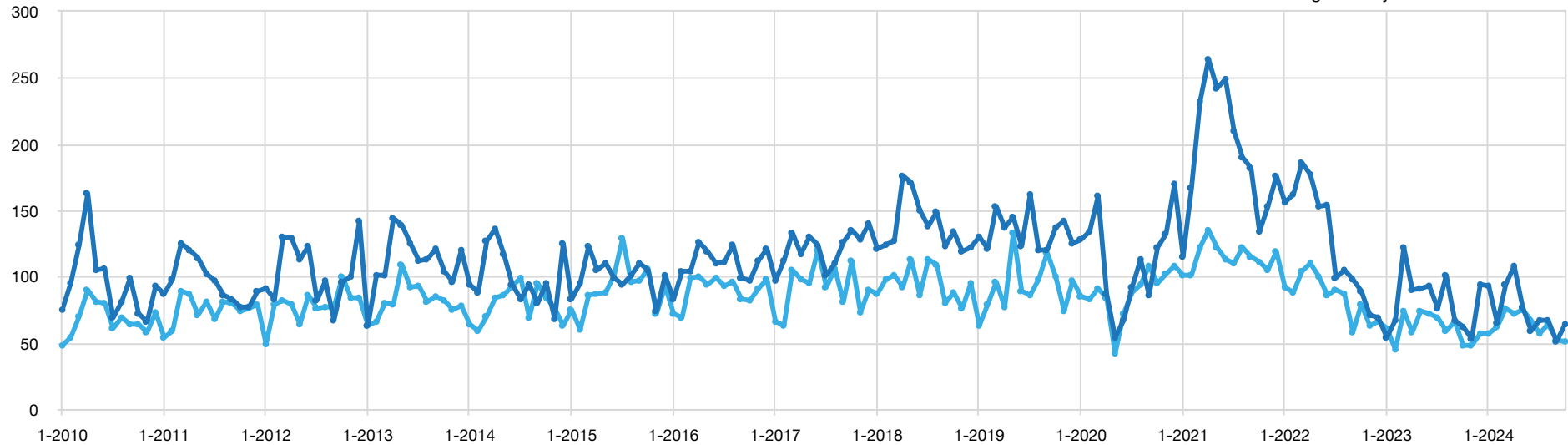


## October



| Closed Sales | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|--------------|---------------|-----------------------|-------------|-----------------------|
| Nov-2023     | 48            | - 23.8%               | 53          | - 25.4%               |
| Dec-2023     | 57            | - 13.6%               | 94          | + 36.2%               |
| Jan-2024     | 57            | - 6.6%                | 93          | + 72.2%               |
| Feb-2024     | 62            | + 37.8%               | 65          | - 3.0%                |
| Mar-2024     | 76            | + 2.7%                | 94          | - 23.0%               |
| Apr-2024     | 72            | + 24.1%               | 108         | + 20.0%               |
| May-2024     | 75            | + 1.4%                | 77          | - 15.4%               |
| Jun-2024     | 67            | - 6.9%                | 59          | - 36.6%               |
| Jul-2024     | 57            | - 17.4%               | 67          | - 11.8%               |
| Aug-2024     | 64            | + 8.5%                | 67          | - 33.7%               |
| Sep-2024     | 52            | - 21.2%               | 51          | - 23.9%               |
| Oct-2024     | 51            | + 6.3%                | 64          | + 3.2%                |
| 12-Month Avg | 62            | - 1.6%                | 74          | - 7.5%                |

## Historical Closed Sales by Month

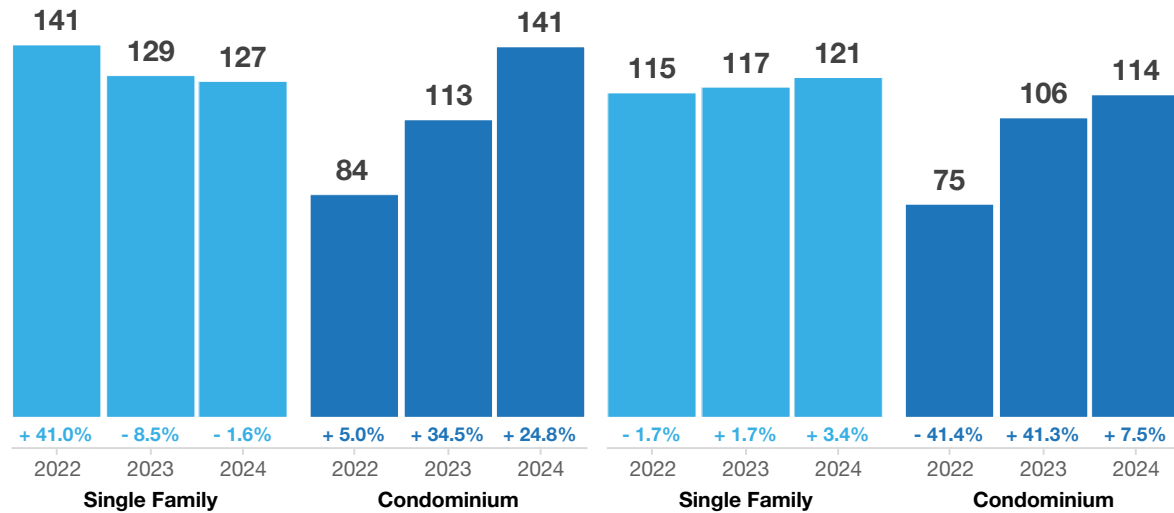


# Days on Market Until Sale

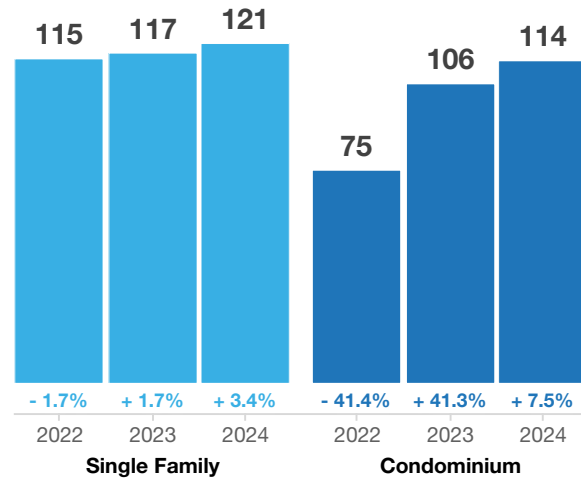
Average number of days between when a property is listed and when it closed in a given month.



## October



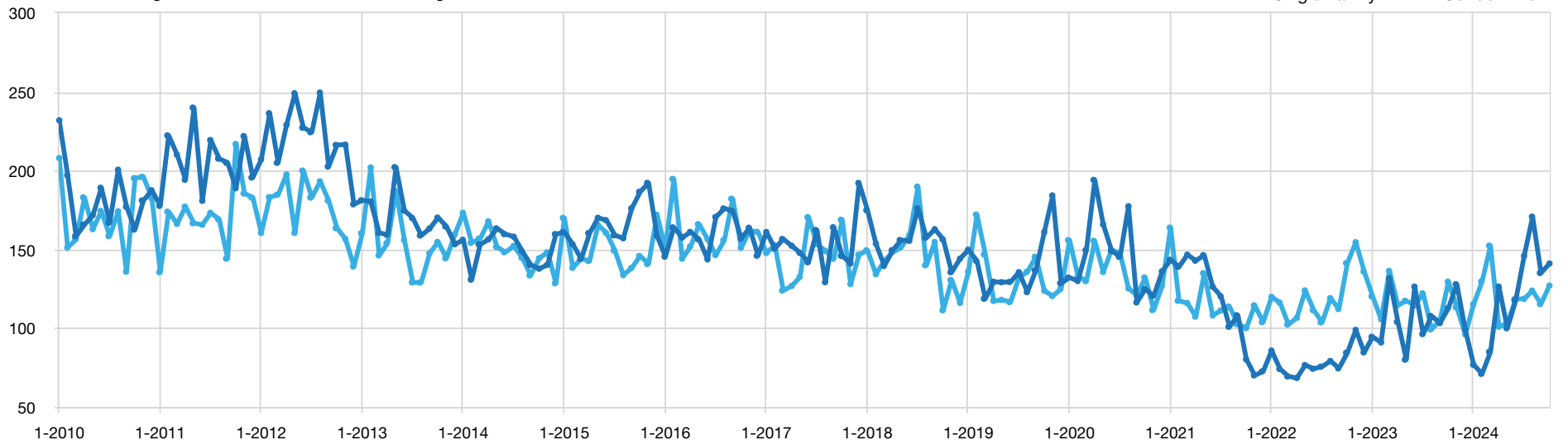
## Year to Date



| Days on Market  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Nov-2023        | 113           | - 27.1%               | 128         | + 29.3%               |
| Dec-2023        | 96            | - 29.4%               | 99          | + 16.5%               |
| Jan-2024        | 115           | - 4.2%                | 77          | - 18.1%               |
| Feb-2024        | 130           | + 22.6%               | 71          | - 22.0%               |
| Mar-2024        | 152           | + 11.8%               | 85          | - 35.6%               |
| Apr-2024        | 101           | - 11.4%               | 126         | + 21.2%               |
| May-2024        | 103           | - 12.0%               | 100         | + 25.0%               |
| Jun-2024        | 118           | + 3.5%                | 118         | - 6.3%                |
| Jul-2024        | 119           | - 2.5%                | 146         | + 52.1%               |
| Aug-2024        | 124           | + 25.3%               | 171         | + 58.3%               |
| Sep-2024        | 115           | + 9.5%                | 135         | + 31.1%               |
| <b>Oct-2024</b> | <b>127</b>    | <b>- 1.6%</b>         | <b>141</b>  | <b>+ 24.8%</b>        |
| 12-Month Avg*   | 118           | - 2.9%                | 113         | + 8.8%                |

\* Days on Market for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

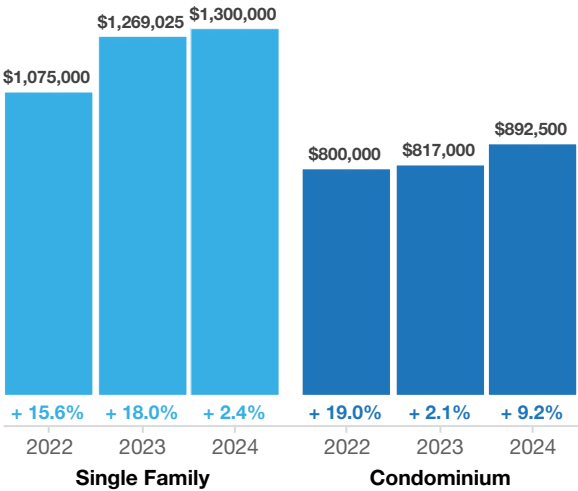


# Median Sales Price

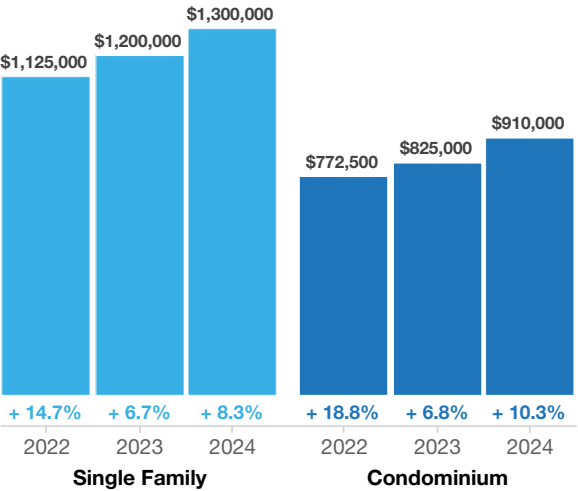
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



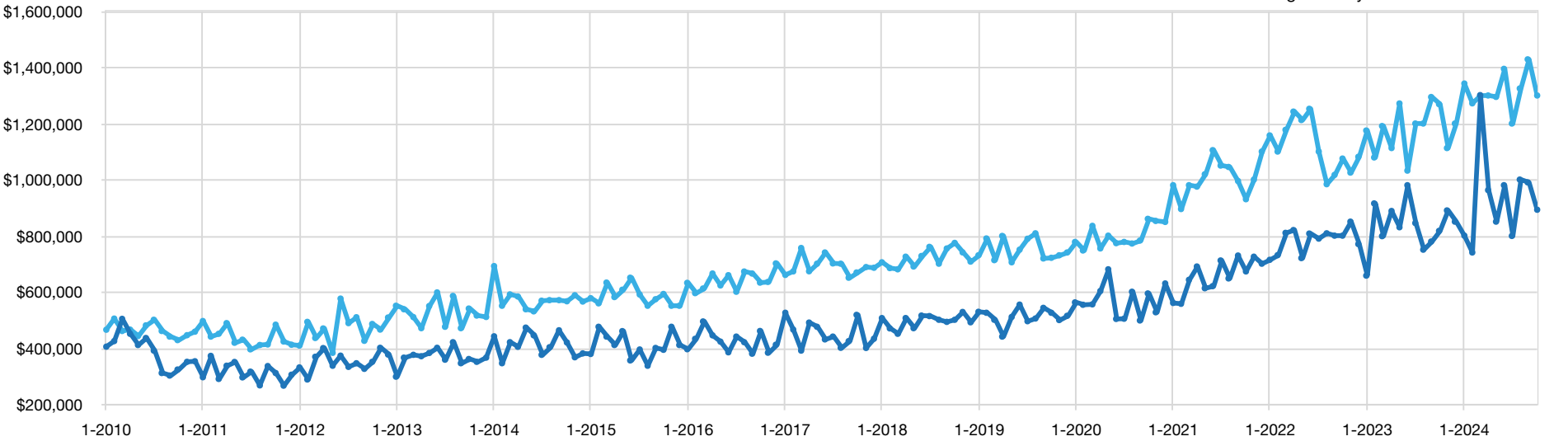
## Year to Date



| Median Sales Price | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|--------------------|---------------|-----------------------|-------------|-----------------------|
| Nov-2023           | \$1,112,500   | + 8.5%                | \$890,000   | + 4.7%                |
| Dec-2023           | \$1,200,000   | + 11.0%               | \$850,000   | + 10.4%               |
| Jan-2024           | \$1,342,581   | + 14.3%               | \$800,000   | + 21.7%               |
| Feb-2024           | \$1,272,000   | + 17.9%               | \$740,000   | - 19.1%               |
| Mar-2024           | \$1,299,346   | + 9.1%                | \$1,301,250 | + 63.0%               |
| Apr-2024           | \$1,300,000   | + 16.9%               | \$962,500   | + 8.4%                |
| May-2024           | \$1,295,000   | + 1.8%                | \$850,000   | + 2.4%                |
| Jun-2024           | \$1,395,000   | + 35.2%               | \$980,000   | + 0.0%                |
| Jul-2024           | \$1,200,000   | 0.0%                  | \$799,000   | - 5.4%                |
| Aug-2024           | \$1,325,000   | + 10.4%               | \$1,000,000 | + 33.3%               |
| Sep-2024           | \$1,428,894   | + 10.4%               | \$990,000   | + 27.1%               |
| Oct-2024           | \$1,300,000   | + 2.4%                | \$892,500   | + 9.2%                |
| 12-Month Avg*      | \$1,296,123   | + 10.8%               | \$899,000   | + 9.0%                |

\* Median Sales Price for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

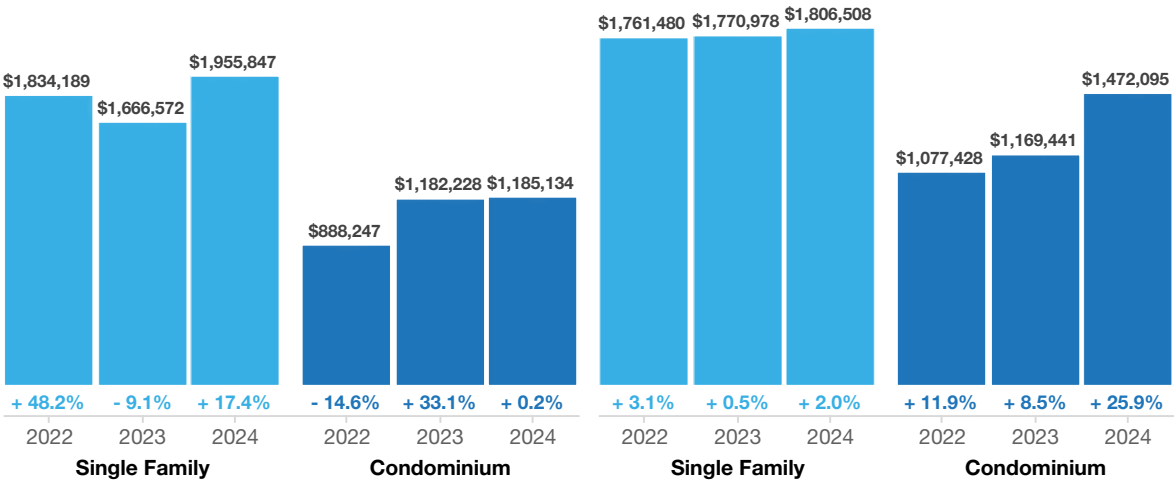


# Average Sales Price

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



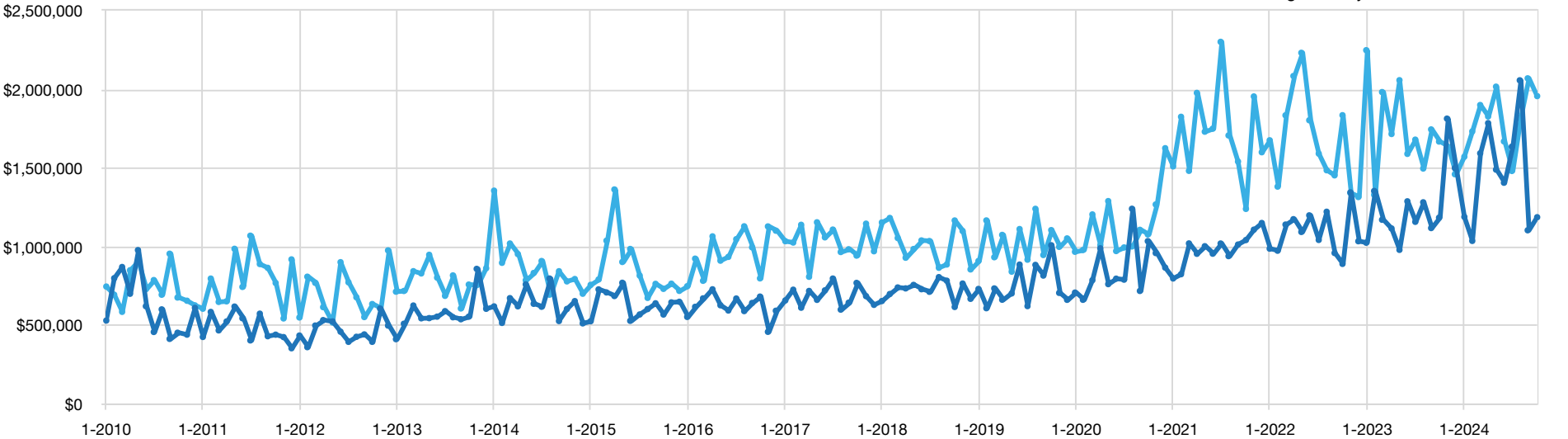
## October



| Avg. Sales Price | Single Family      | Year-Over-Year Change | Condominium        | Year-Over-Year Change |
|------------------|--------------------|-----------------------|--------------------|-----------------------|
| Nov-2023         | \$1,637,569        | + 22.3%               | \$1,812,397        | + 34.9%               |
| Dec-2023         | \$1,458,679        | + 11.0%               | \$1,497,972        | + 45.1%               |
| Jan-2024         | \$1,570,205        | - 30.1%               | \$1,187,537        | + 16.1%               |
| Feb-2024         | \$1,731,006        | + 30.4%               | \$1,034,442        | - 23.5%               |
| Mar-2024         | \$1,898,973        | - 4.2%                | \$1,591,871        | + 36.2%               |
| Apr-2024         | \$1,826,145        | + 6.5%                | \$1,783,769        | + 60.2%               |
| May-2024         | \$2,015,742        | - 2.0%                | \$1,487,967        | + 52.2%               |
| Jun-2024         | \$1,667,558        | + 5.0%                | \$1,404,586        | + 9.2%                |
| Jul-2024         | \$1,479,353        | - 11.9%               | \$1,634,010        | + 41.4%               |
| Aug-2024         | \$1,817,737        | + 21.6%               | \$2,056,276        | + 60.6%               |
| Sep-2024         | \$2,068,796        | + 18.6%               | \$1,102,084        | - 1.3%                |
| <b>Oct-2024</b>  | <b>\$1,955,847</b> | <b>+ 17.4%</b>        | <b>\$1,185,134</b> | <b>+ 0.2%</b>         |
| 12-Month Avg*    | \$1,768,655        | + 4.3%                | \$1,495,041        | + 27.5%               |

\* Avg. Sales Price for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



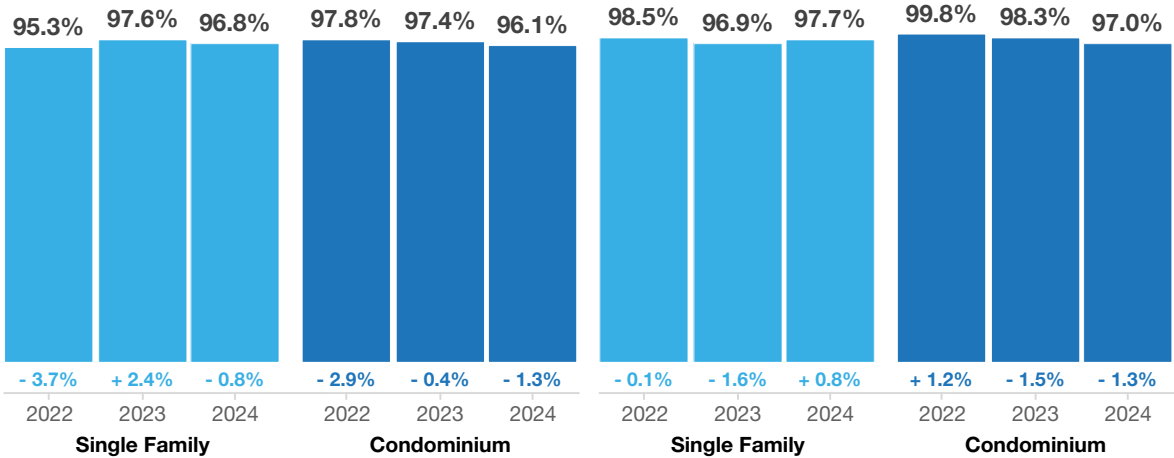
# Percent of List Price Received

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.



## October

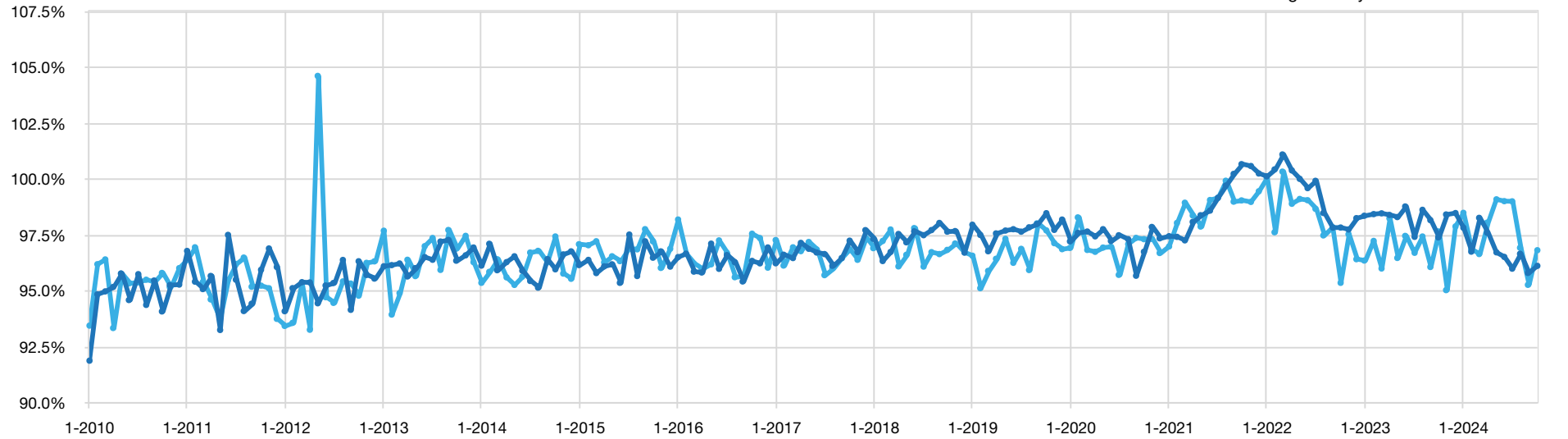
## Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|-------------|-----------------------|
| Nov-2023                    | 95.0%         | - 2.6%                | 98.4%       | + 0.7%                |
| Dec-2023                    | 97.9%         | + 1.6%                | 98.5%       | + 0.3%                |
| Jan-2024                    | 98.5%         | + 2.3%                | 97.8%       | - 0.5%                |
| Feb-2024                    | 96.8%         | - 0.4%                | 96.7%       | - 1.7%                |
| Mar-2024                    | 96.6%         | + 0.6%                | 98.2%       | - 0.3%                |
| Apr-2024                    | 98.0%         | - 0.2%                | 97.6%       | - 0.8%                |
| May-2024                    | 99.1%         | + 2.7%                | 96.7%       | - 1.6%                |
| Jun-2024                    | 99.0%         | + 1.6%                | 96.5%       | - 2.3%                |
| Jul-2024                    | 99.0%         | + 2.4%                | 96.0%       | - 1.4%                |
| Aug-2024                    | 96.9%         | - 0.5%                | 96.6%       | - 2.0%                |
| Sep-2024                    | 95.2%         | - 0.8%                | 95.8%       | - 2.3%                |
| Oct-2024                    | 96.8%         | - 0.8%                | 96.1%       | - 1.3%                |
| 12-Month Avg*               | 97.5%         | + 0.6%                | 97.2%       | - 1.0%                |

\* Pct. of List Price Received for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

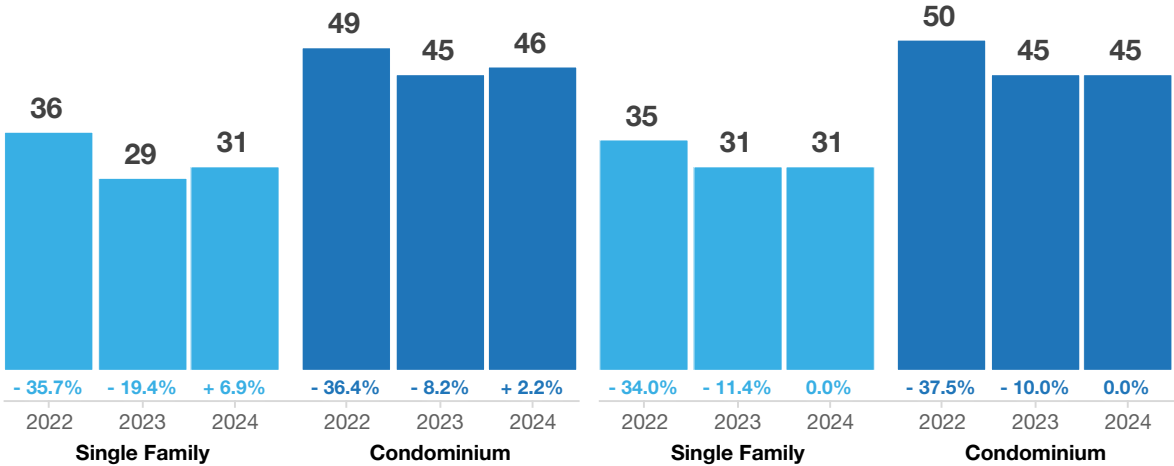


# Housing Affordability Index

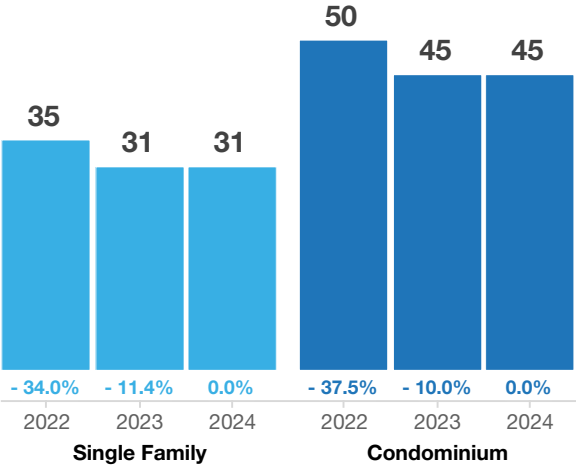
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## October

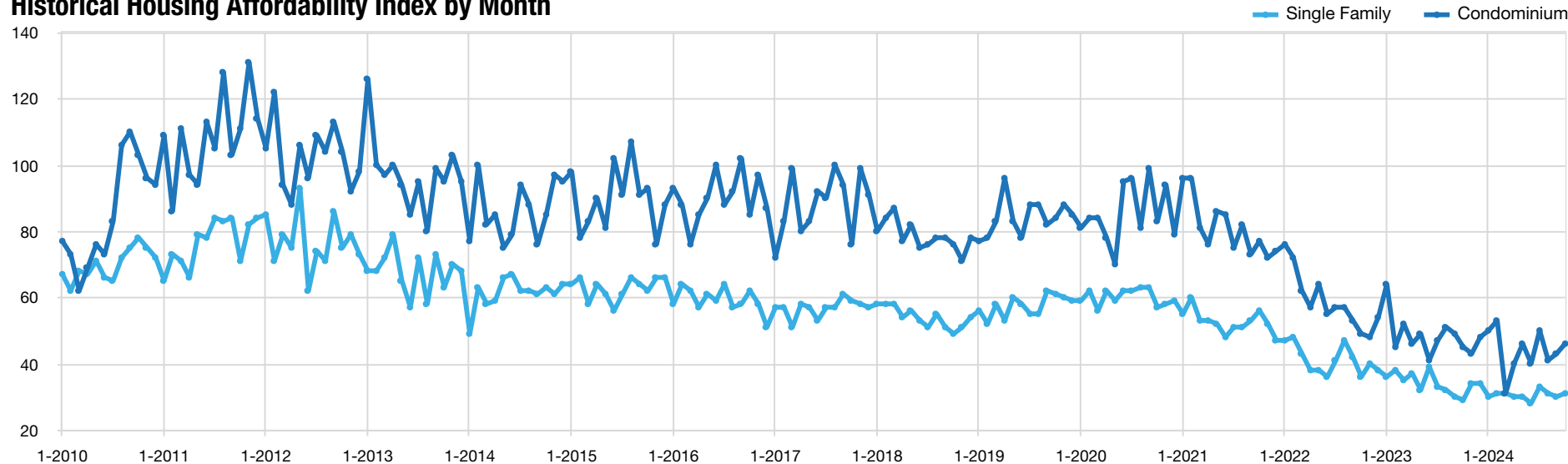


## Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------|-----------------------|
| Nov-2023            | 34            | - 15.0%               | 43          | - 10.4%               |
| Dec-2023            | 34            | - 10.5%               | 48          | - 11.1%               |
| Jan-2024            | 30            | - 16.7%               | 50          | - 21.9%               |
| Feb-2024            | 31            | - 18.4%               | 53          | + 17.8%               |
| Mar-2024            | 31            | - 11.4%               | 31          | - 40.4%               |
| Apr-2024            | 30            | - 18.9%               | 40          | - 13.0%               |
| May-2024            | 30            | - 6.3%                | 46          | - 6.1%                |
| Jun-2024            | 28            | - 28.2%               | 40          | - 2.4%                |
| Jul-2024            | 33            | 0.0%                  | 50          | + 6.4%                |
| Aug-2024            | 31            | - 3.1%                | 41          | - 19.6%               |
| Sep-2024            | 30            | 0.0%                  | 43          | - 12.2%               |
| Oct-2024            | 31            | + 6.9%                | 46          | + 2.2%                |
| 12-Month Avg        | 31            | - 11.4%               | 44          | - 10.2%               |

## Historical Housing Affordability Index by Month

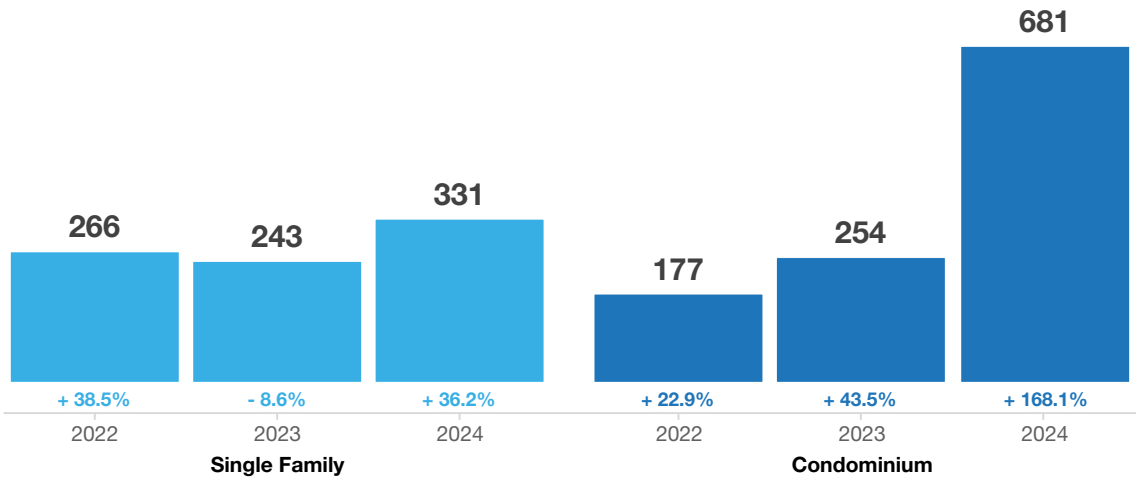


# Inventory of Homes for Sale

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

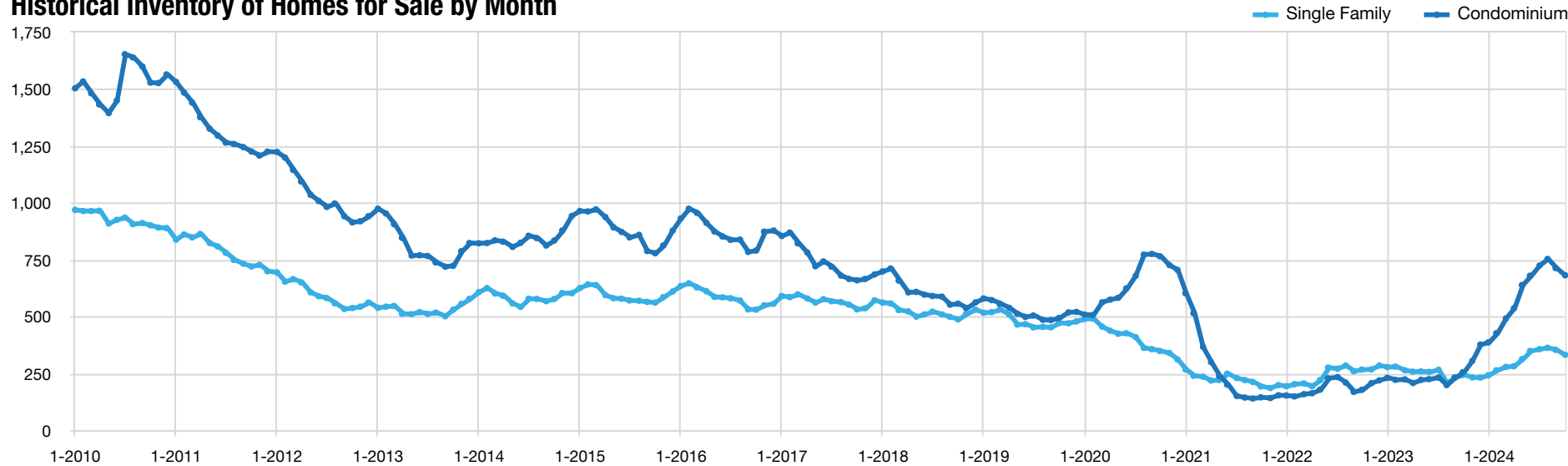


## October



| Homes for Sale | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------|-----------------------|
| Nov-2023       | 232           | - 13.1%               | 304         | + 47.6%               |
| Dec-2023       | 231           | - 18.7%               | 376         | + 71.7%               |
| Jan-2024       | 241           | - 13.0%               | 386         | + 67.8%               |
| Feb-2024       | 263           | - 5.7%                | 426         | + 92.8%               |
| Mar-2024       | 278           | + 5.7%                | 491         | + 120.2%              |
| Apr-2024       | 281           | + 9.3%                | 536         | + 158.9%              |
| May-2024       | 312           | + 20.9%               | 638         | + 188.7%              |
| Jun-2024       | 348           | + 35.9%               | 679         | + 203.1%              |
| Jul-2024       | 356           | + 34.3%               | 724         | + 213.4%              |
| Aug-2024       | 362           | + 74.9%               | 753         | + 280.3%              |
| Sep-2024       | 353           | + 52.8%               | 713         | + 208.7%              |
| Oct-2024       | 331           | + 36.2%               | 681         | + 168.1%              |
| 12-Month Avg   | 299           | + 16.3%               | 559         | + 151.8%              |

## Historical Inventory of Homes for Sale by Month

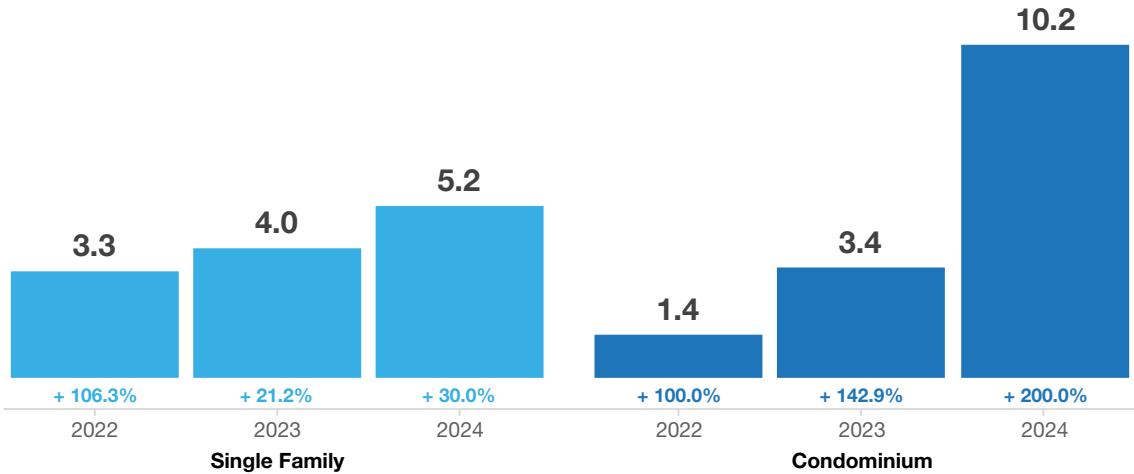


# Months Supply of Inventory

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.



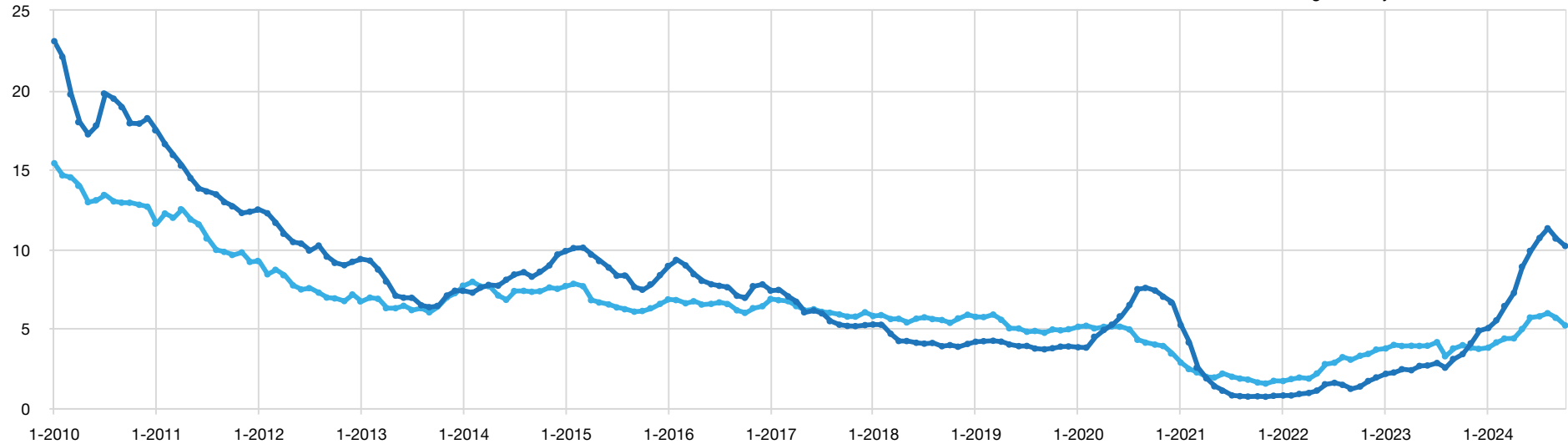
## October



| Months Supply | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|---------------|---------------|-----------------------|-------------|-----------------------|
| Nov-2023      | 3.8           | + 11.8%               | 4.1         | + 141.2%              |
| Dec-2023      | 3.7           | 0.0%                  | 4.9         | + 157.9%              |
| Jan-2024      | 3.8           | 0.0%                  | 5.0         | + 127.3%              |
| Feb-2024      | 4.1           | + 2.5%                | 5.5         | + 150.0%              |
| Mar-2024      | 4.4           | + 12.8%               | 6.4         | + 166.7%              |
| Apr-2024      | 4.4           | + 12.8%               | 7.2         | + 200.0%              |
| May-2024      | 5.0           | + 28.2%               | 8.9         | + 229.6%              |
| Jun-2024      | 5.7           | + 46.2%               | 9.9         | + 266.7%              |
| Jul-2024      | 5.8           | + 41.5%               | 10.7        | + 282.1%              |
| Aug-2024      | 6.0           | + 81.8%               | 11.3        | + 352.0%              |
| Sep-2024      | 5.7           | + 50.0%               | 10.7        | + 245.2%              |
| Oct-2024      | 5.2           | + 30.0%               | 10.2        | + 200.0%              |
| 12-Month Avg* | 4.8           | + 26.2%               | 7.9         | + 215.5%              |

\* Months Supply for all properties from November 2023 through October 2024. This is not the average of the individual figures above.

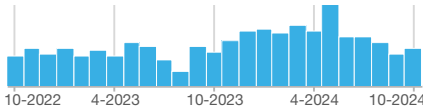
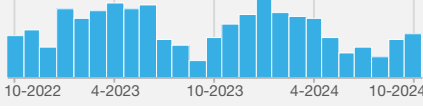
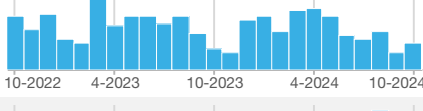
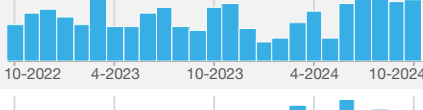
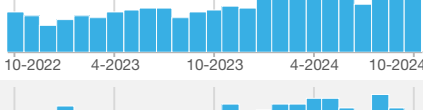
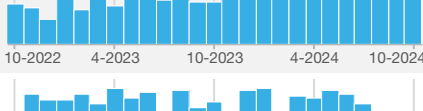
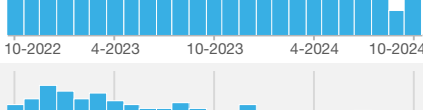
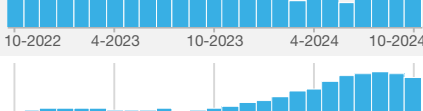
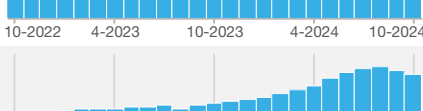
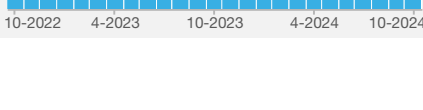
## Historical Months Supply of Inventory by Month



# 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                                                                | 10-2023     | 10-2024     | % Change | YTD 2023    | YTD 2024    | % Change |
|--------------------------------|-------------------------------------------------------------------------------------|-------------|-------------|----------|-------------|-------------|----------|
| New Listings                   |    | 215         | 225         | + 4.7%   | 2,120       | 2,752       | + 29.8%  |
| Pending Sales                  |    | 134         | 138         | + 3.0%   | 1,520       | 1,418       | - 6.7%   |
| Closed Sales                   |    | 119         | 129         | + 8.4%   | 1,584       | 1,538       | - 2.9%   |
| Days on Market Until Sale      |    | 128         | 135         | + 5.5%   | 119         | 121         | + 1.7%   |
| Median Sales Price             |    | \$980,000   | \$1,125,000 | + 14.8%  | \$950,000   | \$1,150,000 | + 21.1%  |
| Average Sales Price            |   | \$1,364,820 | \$1,506,022 | + 10.3%  | \$1,416,333 | \$1,654,661 | + 16.8%  |
| Percent of List Price Received |  | 97.2%       | 96.4%       | - 0.8%   | 97.5%       | 97.2%       | - 0.3%   |
| Housing Affordability Index    |  | 37          | 36          | - 2.7%   | 39          | 35          | - 10.3%  |
| Inventory of Homes for Sale    |  | 631         | 1,191       | + 88.7%  | —           | —           | —        |
| Months Supply of Inventory     |  | 4.2         | 8.2         | + 95.2%  | —           | —           | —        |

# Single Family Monthly Sales Volume

## October 2024



| Area Name                 | October 2024 |                     |                    | September 2024 |                      |                    | October 2023 |                     |                    |
|---------------------------|--------------|---------------------|--------------------|----------------|----------------------|--------------------|--------------|---------------------|--------------------|
|                           | Units        | Dollar Volume       | Median Sales Price | Units          | Dollar Volume        | Median Sales Price | Units        | Dollar Volume       | Median Sales Price |
| Haiku                     | 4            | \$6,505,000         | \$1,655,000        | 4              | \$5,750,000          | \$1,587,500        | 4            | \$5,575,000         | \$1,463,000        |
| Hana                      | 0            | --                  | --                 | 1              | \$1,140,000          | \$1,140,000        | 1            | \$3,300,000         | \$3,300,000        |
| Honokohau                 | 0            | --                  | --                 | 0              | --                   | --                 | 0            | --                  | --                 |
| Kaanapali                 | 0            | --                  | --                 | 2              | \$5,550,000          | \$2,775,000        | 2            | \$6,450,000         | \$3,225,000        |
| Kahakuloa                 | 0            | --                  | --                 | 0              | --                   | --                 | 1            | \$693,000           | \$693,000          |
| Kahului                   | 6            | \$7,285,000         | \$1,125,000        | 2              | \$2,264,000          | \$1,132,000        | 5            | \$5,341,500         | \$989,000          |
| Kapalua                   | 1            | \$26,450,000        | \$26,450,000       | 1              | \$16,000,000         | \$16,000,000       | 0            | --                  | --                 |
| Kaupo                     | 0            | --                  | --                 | 0              | --                   | --                 | 0            | --                  | --                 |
| Keanae                    | 0            | --                  | --                 | 0              | --                   | --                 | 0            | --                  | --                 |
| Kihei                     | 7            | \$9,495,000         | \$1,320,000        | 6              | \$9,290,000          | \$1,682,500        | 8            | \$14,360,600        | \$1,317,500        |
| Kipahulu                  | 0            | --                  | --                 | 0              | --                   | --                 | 0            | --                  | --                 |
| Kula/Ulupalakua/Kanaio    | 6            | \$7,824,999         | \$1,312,500        | 4              | \$10,970,000         | \$2,100,000        | 6            | \$19,090,966        | \$2,675,000        |
| Lahaina                   | 0            | --                  | --                 | 0              | --                   | --                 | 0            | --                  | --                 |
| Maalaea                   | 0            | --                  | --                 | 0              | --                   | --                 | 0            | --                  | --                 |
| Makawao/Olinda/Haliimaile | 5            | \$7,682,500         | \$1,495,000        | 5              | \$5,726,000          | \$1,250,000        | 3            | \$3,495,000         | \$1,310,000        |
| Maui Meadows              | 0            | --                  | --                 | 0              | --                   | --                 | 0            | --                  | --                 |
| Nahiku                    | 0            | --                  | --                 | 0              | --                   | --                 | 0            | --                  | --                 |
| Napili/Kahana/Honokowai   | 2            | \$3,385,000         | \$1,692,500        | 3              | \$4,644,000          | \$1,920,000        | 1            | \$1,950,000         | \$1,950,000        |
| Olowalu                   | 0            | --                  | --                 | 0              | --                   | --                 | 0            | --                  | --                 |
| Pukalani                  | 3            | \$3,249,000         | \$1,125,000        | 1              | \$1,449,500          | \$1,449,500        | 0            | --                  | --                 |
| Spreckelsville/Paia/Kuau  | 1            | \$6,555,000         | \$6,555,000        | 1              | \$2,100,000          | \$2,100,000        | 1            | \$920,000           | \$920,000          |
| Wailea/Makena             | 1            | \$6,500,000         | \$6,500,000        | 1              | \$18,000,000         | \$18,000,000       | 1            | \$3,725,000         | \$3,725,000        |
| Wailuku                   | 11           | \$13,071,794        | \$1,250,000        | 18             | \$22,463,899         | \$1,350,810        | 11           | \$12,669,393        | \$1,220,000        |
| Lanai                     | 0            | --                  | --                 | 1              | \$850,000            | \$850,000          | 2            | \$1,325,000         | \$662,500          |
| Molokai                   | 4            | \$1,744,900         | \$414,950          | 2              | \$1,380,000          | \$690,000          | 2            | \$1,100,000         | \$550,000          |
| <b>All MLS</b>            | <b>51</b>    | <b>\$99,748,193</b> | <b>\$1,300,000</b> | <b>52</b>      | <b>\$107,577,399</b> | <b>\$1,428,894</b> | <b>48</b>    | <b>\$79,995,459</b> | <b>\$1,269,025</b> |

# Condominium Monthly Sales Volume

October 2024



| Area Name                 | October 2024 |                     |                    | September 2024 |                     |                    | October 2023 |                     |                    |
|---------------------------|--------------|---------------------|--------------------|----------------|---------------------|--------------------|--------------|---------------------|--------------------|
|                           | 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                 | 5            | \$6,427,000         | \$1,237,500        | 7              | \$9,293,000         | \$1,075,000        | 6            | \$8,150,000         | \$1,347,500        |
| Kahakuloa                 | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Kahului                   | 0            | --                  | --                 | 2              | \$570,000           | \$285,000          | 4            | \$970,500           | \$238,750          |
| Kapalua                   | 3            | \$3,611,000         | \$1,150,000        | 6              | \$9,135,000         | \$1,122,500        | 1            | \$3,100,000         | \$3,100,000        |
| Kaupo                     | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Keanae                    | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Kihei                     | 28           | \$24,722,073        | \$767,000          | 13             | \$11,284,297        | \$725,000          | 22           | \$20,842,888        | \$770,000          |
| Kipahulu                  | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Kula/Ulupalakua/Kanaio    | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Lahaina                   | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Maalaea                   | 1            | \$500,000           | \$500,000          | 1              | \$460,000           | \$460,000          | 2            | \$1,325,000         | \$662,500          |
| Makawao/Olinda/Haliimaile | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Maui Meadows              | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Nahiku                    | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Napili/Kahana/Honokowai   | 8            | \$7,005,000         | \$680,000          | 8              | \$6,032,000         | \$750,000          | 7            | \$4,278,000         | \$543,000          |
| Olowalu                   | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Pukalani                  | 1            | \$965,000           | \$965,000          | 0              | --                  | --                 | 0            | --                  | --                 |
| Spreckelsville/Paia/Kuau  | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Wailea/Makena             | 11           | \$29,679,614        | \$2,435,000        | 6              | \$15,050,000        | \$1,625,000        | 12           | \$29,837,449        | \$2,494,050        |
| Wailuku                   | 3            | \$2,119,000         | \$749,000          | 4              | \$2,875,000         | \$750,000          | 7            | \$4,384,300         | \$574,000          |
| Lanai                     | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                  | --                 |
| Molokai                   | 4            | \$819,900           | \$194,950          | 4              | \$1,507,000         | \$368,500          | 1            | \$410,000           | \$410,000          |
| <b>All MLS</b>            | <b>64</b>    | <b>\$75,848,587</b> | <b>\$892,500</b>   | <b>51</b>      | <b>\$56,206,297</b> | <b>\$990,000</b>   | <b>62</b>    | <b>\$73,298,137</b> | <b>\$817,000</b>   |

# Land Monthly Sales Volume

## October 2024



| Area Name                 | October 2024 |                     |                    | September 2024 |                     |                    | October 2023 |                    |                    |
|---------------------------|--------------|---------------------|--------------------|----------------|---------------------|--------------------|--------------|--------------------|--------------------|
|                           | Units        | Dollar Volume       | Median Sales Price | Units          | Dollar Volume       | Median Sales Price | Units        | Dollar Volume      | Median Sales Price |
| Haiku                     | 0            | --                  | --                 | 1              | \$905,000           | \$905,000          | 3            | \$4,950,000        | \$1,650,000        |
| Hana                      | 0            | --                  | --                 | 0              | --                  | --                 | 1            | \$975,000          | \$975,000          |
| Honokohau                 | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Kaanapali                 | 1            | \$1,100,000         | \$1,100,000        | 0              | --                  | --                 | 0            | --                 | --                 |
| Kahakuloa                 | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Kahului                   | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Kapalua                   | 1            | \$1,740,000         | \$1,740,000        | 0              | --                  | --                 | 0            | --                 | --                 |
| Kaupo                     | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Keanae                    | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Kihei                     | 0            | --                  | --                 | 1              | \$2,050,000         | \$2,050,000        | 0            | --                 | --                 |
| Kipahulu                  | 0            | --                  | --                 | 1              | \$249,000           | \$249,000          | 0            | --                 | --                 |
| Kula/Ulupalakua/Kanaio    | 3            | \$1,865,000         | \$615,000          | 2              | \$1,695,000         | \$847,500          | 0            | --                 | --                 |
| Lahaina                   | 5            | \$7,550,000         | \$2,000,000        | 0              | --                  | --                 | 1            | \$840,000          | \$840,000          |
| Maalaea                   | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Makawao/Olinda/Haliimaile | 2            | \$2,140,000         | \$1,070,000        | 0              | --                  | --                 | 1            | \$685,000          | \$685,000          |
| Maui Meadows              | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Nahiku                    | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Napili/Kahana/Honokowai   | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Olowalu                   | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Pukalani                  | 0            | --                  | --                 | 1              | \$675,000           | \$675,000          | 0            | --                 | --                 |
| Spreckelsville/Paia/Kuau  | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Wailea/Makena             | 1            | \$4,000,000         | \$4,000,000        | 2              | \$13,000,000        | \$6,500,000        | 0            | --                 | --                 |
| Wailuku                   | 1            | \$285,000           | \$285,000          | 0              | --                  | --                 | 2            | \$1,635,000        | \$817,500          |
| Lanai                     | 0            | --                  | --                 | 0              | --                  | --                 | 0            | --                 | --                 |
| Molokai                   | 0            | --                  | --                 | 1              | \$70,000            | \$70,000           | 1            | \$35,000           | \$35,000           |
| <b>All MLS</b>            | <b>14</b>    | <b>\$18,680,000</b> | <b>\$957,500</b>   | <b>9</b>       | <b>\$18,644,000</b> | <b>\$905,000</b>   | <b>9</b>     | <b>\$9,120,000</b> | <b>\$840,000</b>   |

# Single Family Sales – Year to Date

October 2024 YTD



| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | Oct-24<br>YTD<br>Sales | Oct-23<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | Oct-24<br>YTD Average | Oct-23<br>YTD Average | Dollar<br>Change | Percent<br>Change | Oct-24<br>YTD Median | Oct-23<br>YTD Median | Dollar<br>Change | Percent<br>Change | Oct-24<br>YTD Volume | Oct-23<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 57                     | 49                     | +8             | +16.3%            | \$1,746,947           | \$1,778,718           | -\$31,771        | -1.8%             | \$1,500,000          | \$1,495,000          | +\$5,000         | +0.3%             | \$99,575,999         | \$87,157,196         | +\$12,418,803    | +14.2%            |
| Hana                      | 6                      | 6                      | 0              | 0.0%              | \$1,071,333           | \$1,602,083           | -\$530,750       | -33.1%            | \$1,132,500          | \$1,187,500          | -\$55,000        | -4.6%             | \$6,428,000          | \$9,612,500          | -\$3,184,500     | -33.1%            |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kaanapali                 | 11                     | 17                     | -6             | -35.3%            | \$2,994,091           | \$4,981,714           | -\$1,987,623     | -39.9%            | \$2,750,000          | \$3,900,000          | -\$1,150,000     | -29.5%            | \$32,935,000         | \$84,689,136         | -\$51,754,136    | -61.1%            |
| Kahakuloa                 | 1                      | 2                      | -1             | -50.0%            | \$1,415,000           | \$1,109,000           | +\$306,000       | +27.6%            | \$1,415,000          | \$1,109,000          | +\$306,000       | +27.6%            | \$1,415,000          | \$2,218,000          | -\$803,000       | -36.2%            |
| Kahului                   | 61                     | 81                     | -20            | -24.7%            | \$1,182,187           | \$1,021,981           | +\$160,205       | +15.7%            | \$1,195,600          | \$975,000            | +\$220,600       | +22.6%            | \$72,113,388         | \$82,780,496         | -\$10,667,108    | -12.9%            |
| Kapalua                   | 7                      | 10                     | -3             | -30.0%            | \$11,391,143          | \$4,943,000           | +\$6,448,143     | +130.4%           | \$6,875,000          | \$4,350,000          | +\$2,525,000     | +58.0%            | \$79,738,000         | \$49,430,000         | +\$30,308,000    | +61.3%            |
| Kaupo                     | 0                      | 1                      | -1             | -100.0%           | --                    | \$725,000             | --               | --                | --                   | \$725,000            | --               | --                | \$0                  | \$725,000            | -\$725,000       | -100.0%           |
| Keanae                    | 1                      | 0                      | +1             | --                | \$499,000             | --                    | --               | --                | \$499,000            | --                   | --               | --                | \$499,000            | \$0                  | +\$499,000       | --                |
| Kihei                     | 88                     | 96                     | -8             | -8.3%             | \$1,562,634           | \$1,407,406           | +\$155,228       | +11.0%            | \$1,369,500          | \$1,183,500          | +\$186,000       | +15.7%            | \$137,511,758        | \$135,110,950        | +\$2,400,808     | +1.8%             |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kula/Ulupalakua/Kanaio    | 40                     | 38                     | +2             | +5.3%             | \$1,663,824           | \$1,915,815           | -\$251,991       | -13.2%            | \$1,532,500          | \$1,535,000          | -\$2,500         | -0.2%             | \$66,552,974         | \$72,800,966         | -\$6,247,992     | -8.6%             |
| Lahaina                   | 16                     | 28                     | -12            | -42.9%            | \$2,695,977           | \$3,600,849           | -\$904,872       | -25.1%            | \$2,833,750          | \$2,150,000          | +\$683,750       | +31.8%            | \$43,135,630         | \$100,823,758        | -\$57,688,128    | -57.2%            |
| Maalaea                   | 1                      | 0                      | +1             | --                | \$2,933,006           | --                    | --               | --                | \$2,933,006          | --                   | --               | --                | \$2,933,006          | \$0                  | +\$2,933,006     | --                |
| Makawao/Olinda/Haliimaile | 73                     | 34                     | +39            | +114.7%           | \$1,475,101           | \$1,449,997           | +\$25,104        | +1.7%             | \$1,250,000          | \$1,113,750          | +\$136,250       | +12.2%            | \$107,682,374        | \$49,299,891         | +\$58,382,483    | +118.4%           |
| Maui Meadows              | 7                      | 14                     | -7             | -50.0%            | \$2,576,429           | \$2,645,286           | -\$68,857        | -2.6%             | \$2,760,000          | \$2,840,000          | -\$80,000        | -2.8%             | \$18,035,000         | \$37,034,000         | -\$18,999,000    | -51.3%            |
| Nahiku                    | 1                      | 1                      | 0              | 0.0%              | \$749,000             | \$799,000             | -\$50,000        | -6.3%             | \$749,000            | \$799,000            | -\$50,000        | -6.3%             | \$749,000            | \$799,000            | -\$50,000        | -6.3%             |
| Napili/Kahana/Honokowai   | 29                     | 24                     | +5             | +20.8%            | \$1,521,421           | \$1,457,729           | +\$63,692        | +4.4%             | \$1,615,000          | \$1,518,750          | +\$96,250        | +6.3%             | \$44,121,216         | \$34,985,499         | +\$9,135,717     | +26.1%            |
| Olowalu                   | 0                      | 2                      | -2             | -100.0%           | --                    | \$4,800,000           | --               | --                | --                   | \$4,800,000          | --               | --                | \$0                  | \$9,600,000          | -\$9,600,000     | -100.0%           |
| Pukalani                  | 20                     | 23                     | -3             | -13.0%            | \$1,340,889           | \$1,139,974           | +\$200,915       | +17.6%            | \$1,262,500          | \$1,000,000          | +\$262,500       | +26.3%            | \$26,817,775         | \$26,219,400         | +\$598,375       | +2.3%             |
| Spreckelsville/Paia/Kuau  | 12                     | 10                     | +2             | +20.0%            | \$3,513,500           | \$1,482,710           | +\$2,030,790     | +137.0%           | \$2,600,000          | \$1,405,000          | +\$1,195,000     | +85.1%            | \$42,162,000         | \$14,827,103         | +\$27,334,897    | +184.4%           |
| Wailea/Makena             | 22                     | 16                     | +6             | +37.5%            | \$7,673,081           | \$7,305,093           | +\$367,988       | +5.0%             | \$5,000,000          | \$5,500,000          | -\$500,000       | -9.1%             | \$168,807,781        | \$116,881,481        | +\$51,926,300    | +44.4%            |
| Wailuku                   | 136                    | 144                    | -8             | -5.6%             | \$1,208,906           | \$1,209,639           | -\$733           | -0.1%             | \$1,250,000          | \$1,130,000          | +\$120,000       | +10.6%            | \$164,411,205        | \$174,188,052        | -\$9,776,847     | -5.6%             |
| Lanai                     | 10                     | 8                      | +2             | +25.0%            | \$713,000             | \$701,000             | +\$12,000        | +1.7%             | \$710,000            | \$706,500            | +\$3,500         | +0.5%             | \$7,130,000          | \$5,608,000          | +\$1,522,000     | +27.1%            |
| Molokai                   | 34                     | 22                     | +12            | +54.5%            | \$610,746             | \$629,171             | -\$18,426        | -2.9%             | \$486,000            | \$437,500            | +\$48,500        | +11.1%            | \$20,765,350         | \$13,841,770         | +\$6,923,580     | +50.0%            |
| All MLS                   | 633                    | 626                    | +7             | +1.1%             | \$1,806,508           | \$1,770,978           | +\$35,530        | +2.0%             | \$1,300,000          | \$1,200,000          | +\$100,000       | +8.3%             | \$1,143,519,456      | \$1,108,632,198      | +\$34,887,258    | +3.1%             |

# Total Condominium Sales – Year to Date

## October 2024 YTD



| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | Oct-24<br>YTD<br>Sales | Oct-23<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | Oct-24<br>YTD Average | Oct-23<br>YTD Average | Dollar<br>Change | Percent<br>Change | Oct-24<br>YTD Median | Oct-23<br>YTD Median | Dollar<br>Change | Percent<br>Change | Oct-24<br>YTD Volume | Oct-23<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Hana                      | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kaanapali                 | 76                     | 61                     | +15            | +24.6%            | \$1,609,024           | \$1,789,010           | -\$179,986       | -10.1%            | \$1,392,250          | \$1,500,000          | -\$107,750       | -7.2%             | \$122,285,839        | \$109,129,600        | +\$13,156,239    | +12.1%            |
| Kahakuloa                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kahului                   | 24                     | 21                     | +3             | +14.3%            | \$279,521             | \$274,214             | +\$5,307         | +1.9%             | \$250,000            | \$278,000            | -\$28,000        | -10.1%            | \$6,708,500          | \$5,758,499          | +\$950,001       | +16.5%            |
| Kapalua                   | 24                     | 23                     | +1             | +4.3%             | \$2,625,333           | \$2,275,826           | +\$349,507       | +15.4%            | \$1,420,000          | \$1,695,000          | -\$275,000       | -16.2%            | \$63,008,000         | \$52,344,000         | +\$10,664,000    | +20.4%            |
| Kaupo                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Keanae                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kihei                     | 261                    | 334                    | -73            | -21.9%            | \$939,239             | \$896,192             | +\$43,048        | +4.8%             | \$775,000            | \$800,000            | -\$25,000        | -3.1%             | \$245,141,503        | \$299,327,963        | -\$54,186,460    | -18.1%            |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kula/Ulupalakua/Kanaio    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Lahaina                   | 1                      | 43                     | -42            | -97.7%            | \$95,000              | \$949,045             | -\$854,045       | -90.0%            | \$95,000             | \$865,000            | -\$770,000       | -89.0%            | \$95,000             | \$40,808,950         | -\$40,713,950    | -99.8%            |
| Maalaea                   | 16                     | 39                     | -23            | -59.0%            | \$802,688             | \$696,399             | +\$106,288       | +15.3%            | \$719,000            | \$701,000            | +\$18,000        | +2.6%             | \$12,843,000         | \$27,159,580         | -\$14,316,580    | -52.7%            |
| 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   | 124                    | 137                    | -13            | -9.5%             | \$770,081             | \$761,779             | +\$8,302         | +1.1%             | \$690,000            | \$750,000            | -\$60,000        | -8.0%             | \$95,490,049         | \$104,363,700        | -\$8,873,651     | -8.5%             |
| Olowalu                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Pukalani                  | 6                      | 4                      | +2             | +50.0%            | \$990,500             | \$898,250             | +\$92,250        | +10.3%            | \$989,000            | \$899,000            | +\$90,000        | +10.0%            | \$5,943,000          | \$3,593,000          | +\$2,350,000     | +65.4%            |
| Spreckelsville/Paia/Kuau  | 1                      | 1                      | 0              | 0.0%              | \$838,500             | \$800,000             | +\$38,500        | +4.8%             | \$838,500            | \$800,000            | +\$38,500        | +4.8%             | \$838,500            | \$800,000            | +\$38,500        | +4.8%             |
| Wailea/Makena             | 138                    | 77                     | +61            | +79.2%            | \$3,588,324           | \$3,593,953           | -\$5,629         | -0.2%             | \$2,599,775          | \$2,095,000          | +\$504,775       | +24.1%            | \$495,188,760        | \$276,734,398        | +\$218,454,362   | +78.9%            |
| Wailuku                   | 50                     | 55                     | -5             | -9.1%             | \$626,140             | \$588,996             | +\$37,144        | +6.3%             | \$620,000            | \$552,000            | +\$68,000        | +12.3%            | \$31,307,000         | \$32,394,800         | -\$1,087,800     | -3.4%             |
| Lanai                     | 5                      | 1                      | +4             | +400.0%           | \$2,428,000           | \$1,650,000           | +\$778,000       | +47.2%            | \$2,400,000          | \$1,650,000          | +\$750,000       | +45.5%            | \$12,140,000         | \$1,650,000          | +\$10,490,000    | +635.8%           |
| Molokai                   | 19                     | 27                     | -8             | -29.6%            | \$301,126             | \$310,574             | -\$9,448         | -3.0%             | \$290,000            | \$312,000            | -\$22,000        | -7.1%             | \$5,721,400          | \$8,385,500          | -\$2,664,100     | -31.8%            |
| All MLS                   | 745                    | 823                    | -78            | -9.5%             | \$1,472,095           | \$1,169,441           | +\$302,654       | +25.9%            | \$910,000            | \$825,000            | +\$85,000        | +10.3%            | \$1,096,710,551      | \$962,449,990        | +\$134,260,561   | +13.9%            |

# Fee Simple Condominium Sales – Year to Date

## October 2024 YTD



| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |               |                | Median Sales Price |                   |               |                | Total Dollar Volume |                   |                |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|----------------|----------------|
|                           | Oct-24 YTD Sales | Oct-23 YTD Sales | Unit Change | Percent Change | Oct-24 YTD Average  | Oct-23 YTD Average | Dollar Change | Percent Change | Oct-24 YTD Median  | Oct-23 YTD Median | Dollar Change | Percent Change | Oct-24 YTD Volume   | Oct-23 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                 | 72               | 56               | +16         | +28.6%         | \$1,663,637         | \$1,872,266        | -\$208,629    | -11.1%         | \$1,468,750        | \$1,505,000       | -\$36,250     | -2.4%          | \$119,781,839       | \$104,846,900     | +\$14,934,939  | +14.2%         |
| Kahakuloa                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kahului                   | 24               | 21               | +3          | +14.3%         | \$279,521           | \$274,214          | +\$5,307      | +1.9%          | \$250,000          | \$278,000         | -\$28,000     | -10.1%         | \$6,708,500         | \$5,758,499       | +\$950,001     | +16.5%         |
| Kapalua                   | 24               | 23               | +1          | +4.3%          | \$2,625,333         | \$2,275,826        | +\$349,507    | +15.4%         | \$1,420,000        | \$1,695,000       | -\$275,000    | -16.2%         | \$63,008,000        | \$52,344,000      | +\$10,664,000  | +20.4%         |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kihei                     | 254              | 328              | -74         | -22.6%         | \$950,927           | \$897,564          | +\$53,363     | +5.9%          | \$780,000          | \$799,500         | -\$19,500     | -2.4%          | \$241,535,503       | \$294,400,963     | -\$52,865,460  | -18.0%         |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Lahaina                   | 1                | 38               | -37         | -97.4%         | \$95,000            | \$1,019,486        | -\$924,486    | -90.7%         | \$95,000           | \$870,750         | -\$775,750    | -89.1%         | \$95,000            | \$38,740,450      | -\$38,645,450  | -99.8%         |
| Maalaea                   | 10               | 15               | -5          | -33.3%         | \$938,000           | \$828,567          | +\$109,433    | +13.2%         | \$972,500          | \$840,000         | +\$132,500    | +15.8%         | \$9,380,000         | \$12,428,500      | -\$3,048,500   | -24.5%         |
| Makawao/Olinda/Haliimaile | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Maui Meadows              | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Nahiku                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Napili/Kahana/Honokowai   | 104              | 113              | -9          | -8.0%          | \$782,431           | \$790,024          | -\$7,593      | -1.0%          | \$697,500          | \$785,000         | -\$87,500     | -11.1%         | \$81,372,799        | \$89,272,700      | -\$7,899,901   | -8.8%          |
| Olowalu                   | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Pukalani                  | 6                | 4                | +2          | +50.0%         | \$990,500           | \$898,250          | +\$92,250     | +10.3%         | \$989,000          | \$899,000         | +\$90,000     | +10.0%         | \$5,943,000         | \$3,593,000       | +\$2,350,000   | +65.4%         |
| Spreckelsville/Paia/Kuau  | 1                | 1                | 0           | 0.0%           | \$838,500           | \$800,000          | +\$38,500     | +4.8%          | \$838,500          | \$800,000         | +\$38,500     | +4.8%          | \$838,500           | \$800,000         | +\$38,500      | +4.8%          |
| Wailea/Makena             | 138              | 77               | +61         | +79.2%         | \$3,588,324         | \$3,593,953        | -\$5,629      | -0.2%          | \$2,599,775        | \$2,095,000       | +\$504,775    | +24.1%         | \$495,188,760       | \$276,734,398     | +\$218,454,362 | +78.9%         |
| Wailuku                   | 50               | 55               | -5          | -9.1%          | \$626,140           | \$588,996          | +\$37,144     | +6.3%          | \$620,000          | \$552,000         | +\$68,000     | +12.3%         | \$31,307,000        | \$32,394,800      | -\$1,087,800   | -3.4%          |
| Lanai                     | 5                | 1                | +4          | +400.0%        | \$2,428,000         | \$1,650,000        | +\$778,000    | +47.2%         | \$2,400,000        | \$1,650,000       | +\$750,000    | +45.5%         | \$12,140,000        | \$1,650,000       | +\$10,490,000  | +635.8%        |
| Molokai                   | 17               | 25               | -8          | -32.0%         | \$322,441           | \$323,420          | -\$979        | -0.3%          | \$290,000          | \$335,000         | -\$45,000     | -13.4%         | \$5,481,500         | \$8,085,500       | -\$2,604,000   | -32.2%         |
| All MLS                   | 706              | 757              | -51         | -6.7%          | \$1,519,519         | \$1,216,710        | +\$302,809    | +24.9%         | \$950,000          | \$850,000         | +\$100,000    | +11.8%         | \$1,072,780,401     | \$921,049,710     | +\$151,730,691 | +16.5%         |

# Leasehold Condominium Sales – Year to Date

October 2024 YTD



| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | Oct-24<br>YTD<br>Sales | Oct-23<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | Oct-24<br>YTD Average | Oct-23<br>YTD Average | Dollar<br>Change | Percent<br>Change | Oct-24<br>YTD Median | Oct-23<br>YTD Median | Dollar<br>Change | Percent<br>Change | Oct-24<br>YTD Volume | Oct-23<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Hana                      | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kaanapali                 | 4                      | 5                      | -1             | -20.0%            | \$626,000             | \$856,540             | -\$230,540       | -26.9%            | \$632,000            | \$650,000            | -\$18,000        | -2.8%             | \$2,504,000          | \$4,282,700          | -\$1,778,700     | -41.5%            |
| 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                     | 7                      | 6                      | +1             | +16.7%            | \$515,143             | \$821,167             | -\$306,024       | -37.3%            | \$475,000            | \$964,500            | -\$489,500       | -50.8%            | \$3,606,000          | \$4,927,000          | -\$1,321,000     | -26.8%            |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kula/Ulupalakua/Kanaio    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Lahaina                   | 0                      | 5                      | -5             | -100.0%           | --                    | \$413,700             | --               | --                | --                   | \$435,000            | --               | --                | \$0                  | \$2,068,500          | -\$2,068,500     | -100.0%           |
| Maalaea                   | 6                      | 24                     | -18            | -75.0%            | \$577,167             | \$613,795             | -\$36,628        | -6.0%             | \$592,500            | \$628,040            | -\$35,540        | -5.7%             | \$3,463,000          | \$14,731,080         | -\$11,268,080    | -76.5%            |
| Makawao/Olinda/Haliimaile | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Maui Meadows              | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Nahiku                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Napili/Kahana/Honokowai   | 20                     | 24                     | -4             | -16.7%            | \$705,863             | \$628,792             | +\$77,071        | +12.3%            | \$490,000            | \$392,500            | +\$97,500        | +24.8%            | \$14,117,250         | \$15,091,000         | -\$973,750       | -6.5%             |
| 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                   | 2                      | 2                      | 0              | 0.0%              | \$119,950             | \$150,000             | -\$30,050        | -20.0%            | \$119,950            | \$150,000            | -\$30,050        | -20.0%            | \$239,900            | \$300,000            | -\$60,100        | -20.0%            |
| All MLS                   | 39                     | 66                     | -27            | -40.9%            | \$613,594             | \$627,277             | -\$13,683        | -2.2%             | \$495,000            | \$576,000            | -\$81,000        | -14.1%            | \$23,930,150         | \$41,400,280         | -\$17,470,130    | -42.2%            |

# Land Sales – Year to Date

October 2024 YTD



| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | Oct-24<br>YTD<br>Sales | Oct-23<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | Oct-24<br>YTD Average | Oct-23<br>YTD Average | Dollar<br>Change | Percent<br>Change | Oct-24<br>YTD Median | Oct-23<br>YTD Median | Dollar<br>Change | Percent<br>Change | Oct-24<br>YTD Volume | Oct-23<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 19                     | 26                     | -7             | -26.9%            | \$770,816             | \$1,010,231           | -\$239,415       | -23.7%            | \$790,000            | \$875,000            | -\$85,000        | -9.7%             | \$14,645,500         | \$27,655,765         | -\$13,010,265    | -47.0%            |
| Hana                      | 7                      | 10                     | -3             | -30.0%            | \$875,000             | \$683,600             | +\$191,400       | +28.0%            | \$750,000            | \$627,500            | +\$122,500       | +19.5%            | \$6,125,000          | \$6,836,000          | -\$711,000       | -10.4%            |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kaanapali                 | 5                      | 7                      | -2             | -28.6%            | \$941,000             | \$2,360,357           | -\$1,419,357     | -60.1%            | \$1,075,000          | \$940,000            | +\$135,000       | +14.4%            | \$4,705,000          | \$16,522,500         | -\$11,817,500    | -71.5%            |
| Kahakuloa                 | 0                      | 1                      | -1             | -100.0%           | --                    | \$678,000             | --               | --                | --                   | \$678,000            | --               | --                | \$0                  | \$678,000            | -\$678,000       | -100.0%           |
| Kahului                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kapalua                   | 4                      | 3                      | +1             | +33.3%            | \$1,475,000           | \$1,240,000           | +\$235,000       | +19.0%            | \$1,700,000          | \$1,200,000          | +\$500,000       | +41.7%            | \$5,850,000          | \$3,720,000          | +\$2,130,000     | +57.3%            |
| Kaupo                     | 1                      | 1                      | 0              | 0.0%              | \$630,000             | \$21,132,920          | -\$20,502,920    | -97.0%            | \$630,000            | \$21,132,920         | -\$20,502,920    | -97.0%            | \$630,000            | \$21,132,920         | -\$20,502,920    | -97.0%            |
| Keanae                    | 1                      | 1                      | 0              | 0.0%              | \$665,000             | \$685,000             | -\$20,000        | -2.9%             | \$665,000            | \$685,000            | -\$20,000        | -2.9%             | \$665,000            | \$685,000            | -\$20,000        | -2.9%             |
| Kihei                     | 3                      | 0                      | +3             | --                | \$2,331,667           | --                    | --               | --                | \$2,050,000          | --                   | --               | --                | \$6,995,000          | \$0                  | +\$6,995,000     | --                |
| Kipahulu                  | 1                      | 0                      | +1             | --                | \$249,000             | --                    | --               | --                | \$249,000            | --                   | --               | --                | \$249,000            | \$0                  | +\$249,000       | --                |
| Kula/Ulupalakua/Kanaio    | 22                     | 16                     | +6             | +37.5%            | \$832,818             | \$1,682,063           | -\$849,244       | -50.5%            | \$725,000            | \$1,150,000          | -\$425,000       | -37.0%            | \$18,322,000         | \$26,913,000         | -\$8,591,000     | -31.9%            |
| Lahaina                   | 28                     | 4                      | +24            | +600.0%           | \$998,250             | \$1,166,250           | -\$168,000       | -14.4%            | \$825,000            | \$1,070,000          | -\$245,000       | -22.9%            | \$27,951,001         | \$4,665,000          | +\$23,286,001    | +499.2%           |
| Maalaea                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Makawao/Olinda/Haliimaile | 4                      | 9                      | -5             | -55.6%            | \$1,117,500           | \$2,615,000           | -\$1,497,500     | -57.3%            | \$1,070,000          | \$750,000            | +\$320,000       | +42.7%            | \$4,470,000          | \$23,535,000         | -\$19,065,000    | -81.0%            |
| Maui Meadows              | 0                      | 1                      | -1             | -100.0%           | --                    | \$1,620,000           | --               | --                | --                   | \$1,620,000          | --               | --                | \$0                  | \$1,620,000          | -\$1,620,000     | -100.0%           |
| Nahiku                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Napili/Kahana/Honokowai   | 1                      | 0                      | +1             | --                | \$4,200,000           | --                    | --               | --                | \$4,200,000          | --                   | --               | --                | \$4,200,000          | \$0                  | +\$4,200,000     | --                |
| Olowalu                   | 1                      | 3                      | -2             | -66.7%            | \$976,000             | \$915,000             | +\$61,000        | +6.7%             | \$976,000            | \$780,000            | +\$196,000       | +25.1%            | \$976,000            | \$2,745,000          | -\$1,769,000     | -64.4%            |
| Pukalani                  | 4                      | 3                      | +1             | +33.3%            | \$557,250             | \$536,667             | +\$20,583        | +3.8%             | \$532,500            | \$485,000            | +\$47,500        | +9.8%             | \$2,229,000          | \$1,610,000          | +\$619,000       | +38.4%            |
| Spreckelsville/Paia/Kuau  | 1                      | 0                      | +1             | --                | \$2,350,000           | --                    | --               | --                | \$2,350,000          | --                   | --               | --                | \$2,350,000          | \$0                  | +\$2,350,000     | --                |
| Wailea/Makena             | 39                     | 5                      | +34            | +680.0%           | \$5,050,513           | \$2,170,562           | +\$2,879,951     | +132.7%           | \$5,000,000          | \$943,808            | +\$4,056,192     | +429.8%           | \$196,970,000        | \$10,852,808         | +\$186,117,192   | +1,714.9%         |
| Wailuku                   | 8                      | 32                     | -24            | -75.0%            | \$621,250             | \$672,547             | -\$51,297        | -7.6%             | \$509,500            | \$557,500            | -\$48,000        | -8.6%             | \$4,970,000          | \$21,521,500         | -\$16,551,500    | -76.9%            |
| Lanai                     | 0                      | 1                      | -1             | -100.0%           | --                    | \$435,000             | --               | --                | --                   | \$435,000            | --               | --                | \$0                  | \$435,000            | -\$435,000       | -100.0%           |
| Molokai                   | 11                     | 12                     | -1             | -8.3%             | \$191,500             | \$187,125             | +\$4,375         | +2.3%             | \$110,000            | \$221,250            | -\$111,250       | -50.3%            | \$2,106,500          | \$2,245,500          | -\$139,000       | -6.2%             |
| All MLS                   | 160                    | 135                    | +25            | +18.5%            | \$1,905,560           | \$1,275,918           | +\$629,642       | +49.3%            | \$905,000            | \$681,500            | +\$223,500       | +32.8%            | \$304,409,001        | \$173,372,993        | +\$131,036,008   | +75.6%            |