

Monthly Indicators



August 2020

The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

New Listings decreased 4.4 percent for Single Family homes but increased 97.0 percent for Condominium homes. Pending Sales increased 26.7 percent for Single Family homes but decreased 20.0 percent for Condominium homes. Inventory decreased 25.9 percent for Single Family homes but increased 53.9 percent for Condominium homes.

Median Sales Price decreased 3.2 percent to \$799,000 for Single Family homes but increased 18.9 percent to \$591,000 for Condominium homes. Days on Market decreased 5.1 percent for Single Family homes but increased 45.0 percent for Condominium homes. Months Supply of Inventory decreased 18.0 percent for Single Family homes but increased 97.4 percent for Condominium homes.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

Quick Facts

| | | |
|--|--|--|
| - 2.5% | + 10.0% | + 6.3% |
| Change in Number of Closed Sales All Properties | Change in Number of Median Sales Price All Properties | Change in Number of Homes for Sale All Properties |

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

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Single Family Market Overview

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



| Key Metrics | Historical Sparkbars | 8-2019 | 8-2020 | % Change | YTD 2019 | YTD 2020 | % Change |
|---------------------------------------|----------------------|-------------|--------------------|----------|-------------|--------------------|----------|
| New Listings | | 113 | 108 | - 4.4% | 1,070 | 914 | - 14.6% |
| Pending Sales | | 86 | 109 | + 26.7% | 816 | 674 | - 17.4% |
| Closed Sales | | 100 | 99 | - 1.0% | 726 | 643 | - 11.4% |
| Days on Market Until Sale | | 136 | 129 | - 5.1% | 133 | 142 | + 6.8% |
| Median Sales Price | | \$825,250 | \$799,000 | - 3.2% | \$755,000 | \$772,500 | + 2.3% |
| Average Sales Price | | \$1,400,132 | \$1,284,432 | - 8.3% | \$1,050,308 | \$1,087,257 | + 3.5% |
| Percent of List Price Received | | 95.7% | 97.2% | + 1.6% | 96.3% | 96.9% | + 0.6% |
| Housing Affordability Index | | 45 | 48 | + 6.7% | 49 | 49 | 0.0% |
| Inventory of Homes for Sale | | 471 | 349 | - 25.9% | — | — | — |
| Months Supply of Inventory | | 5.0 | 4.1 | - 18.0% | — | — | — |

Condominium Market Overview

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



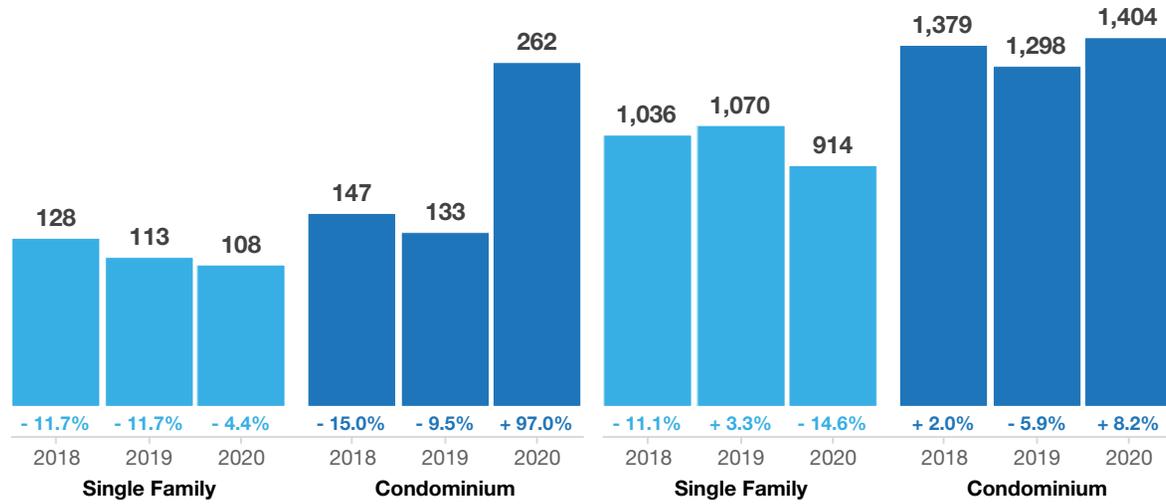
| Key Metrics | Historical Sparkbars | 8-2019 | 8-2020 | % Change | YTD 2019 | YTD 2020 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 133 | 262 | + 97.0% | 1,298 | 1,404 | + 8.2% |
| Pending Sales | | 130 | 104 | - 20.0% | 1,091 | 701 | - 35.7% |
| Closed Sales | | 117 | 108 | - 7.7% | 1,090 | 830 | - 23.9% |
| Days on Market Until Sale | | 120 | 174 | + 45.0% | 132 | 152 | + 15.2% |
| Median Sales Price | | \$496,950 | \$591,000 | + 18.9% | \$515,500 | \$565,000 | + 9.6% |
| Average Sales Price | | \$654,070 | \$989,757 | + 51.3% | \$697,123 | \$794,657 | + 14.0% |
| Percent of List Price Received | | 97.8% | 97.2% | - 0.6% | 97.5% | 97.4% | - 0.1% |
| Housing Affordability Index | | 74 | 65 | - 12.2% | 72 | 68 | - 5.6% |
| Inventory of Homes for Sale | | 490 | 754 | + 53.9% | — | — | — |
| Months Supply of Inventory | | 3.8 | 7.5 | + 97.4% | — | — | — |

New Listings

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

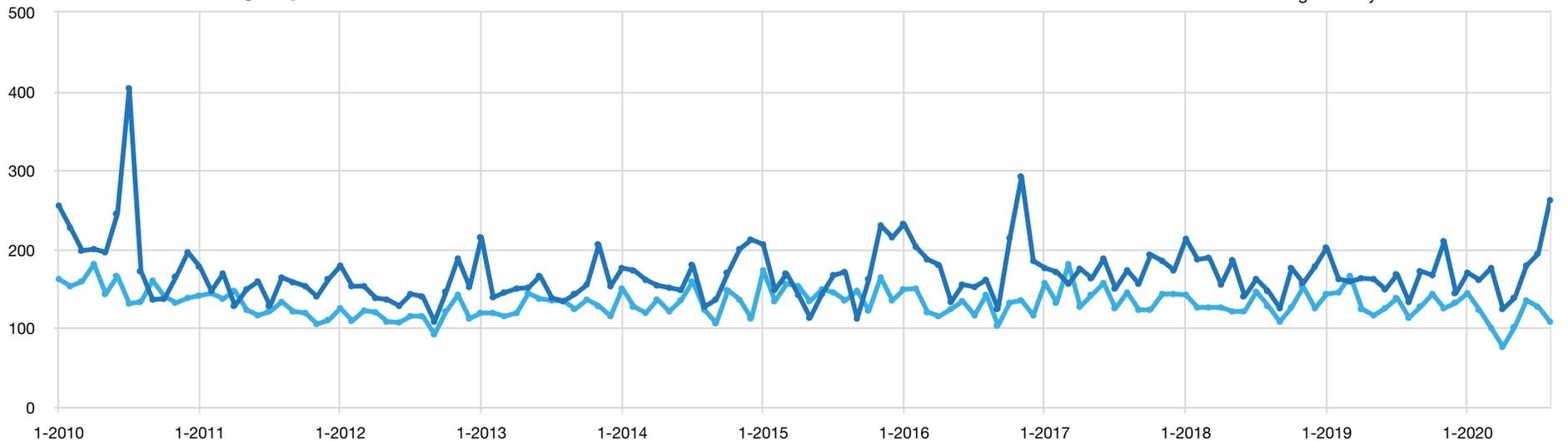


August



| New Listings | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2019 | 127 | + 17.6% | 172 | + 37.6% |
| Oct-2019 | 143 | + 13.5% | 167 | - 5.1% |
| Nov-2019 | 125 | - 17.8% | 210 | + 33.8% |
| Dec-2019 | 132 | + 5.6% | 144 | - 19.1% |
| Jan-2020 | 144 | + 0.7% | 170 | - 15.8% |
| Feb-2020 | 123 | - 15.2% | 161 | - 0.6% |
| Mar-2020 | 100 | - 39.8% | 176 | + 10.7% |
| Apr-2020 | 76 | - 38.7% | 124 | - 23.9% |
| May-2020 | 101 | - 12.9% | 138 | - 14.8% |
| Jun-2020 | 135 | + 8.0% | 179 | + 20.1% |
| Jul-2020 | 127 | - 8.0% | 194 | + 15.5% |
| Aug-2020 | 108 | - 4.4% | 262 | + 97.0% |
| 12-Month Avg | 120 | - 9.1% | 175 | + 8.7% |

Historical New Listings by Month

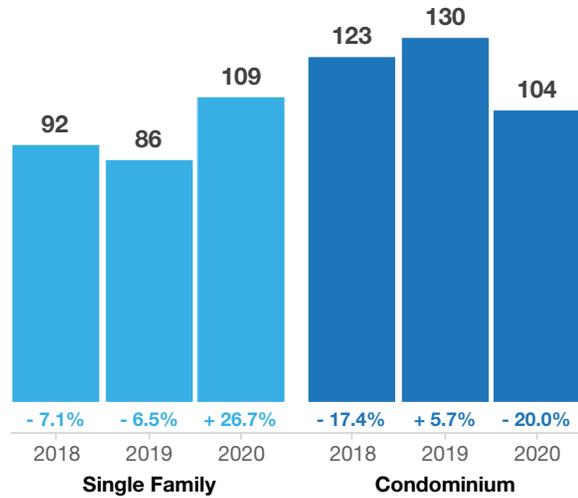


Pending Sales

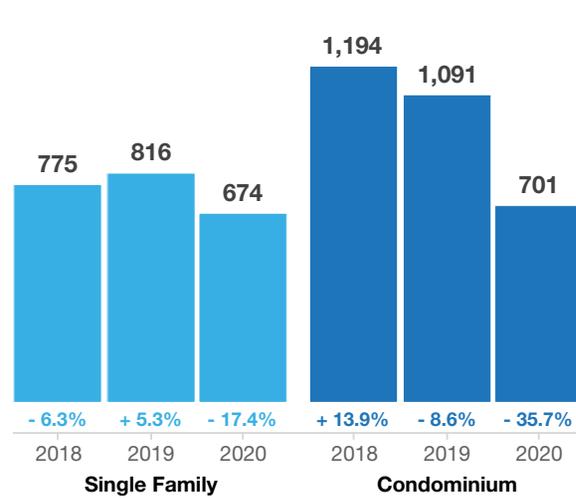
A count of the properties on which offers have been accepted in a given month.



August

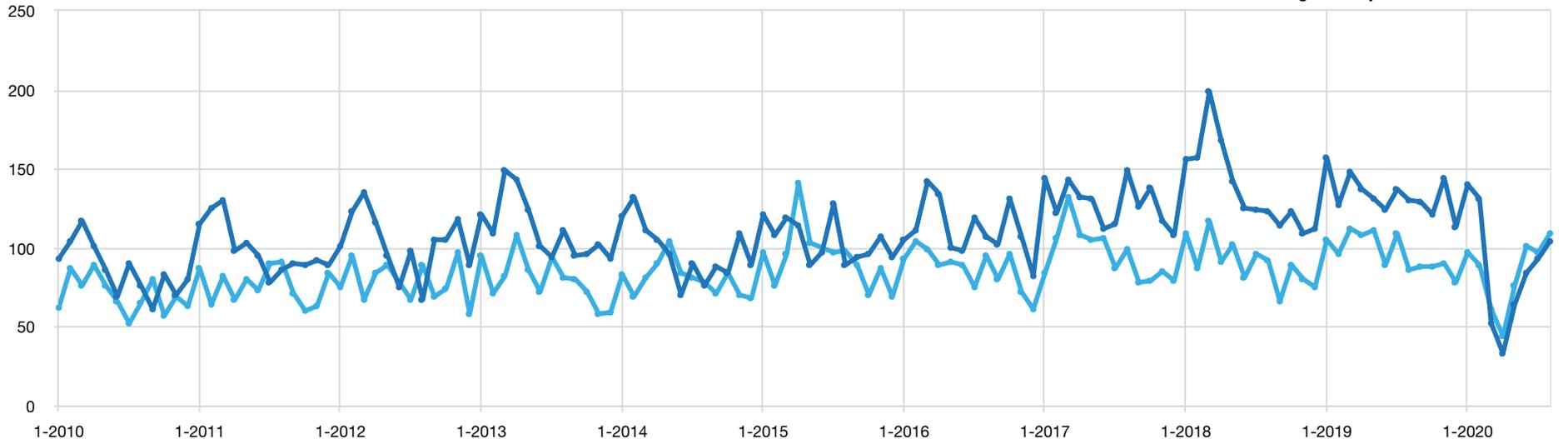


Year to Date



| Pending Sales | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2019 | 88 | + 33.3% | 129 | + 13.2% |
| Oct-2019 | 88 | - 1.1% | 121 | - 1.6% |
| Nov-2019 | 90 | + 12.5% | 144 | + 32.1% |
| Dec-2019 | 78 | + 4.0% | 113 | + 0.9% |
| Jan-2020 | 97 | - 7.6% | 140 | - 10.8% |
| Feb-2020 | 89 | - 7.3% | 131 | + 3.1% |
| Mar-2020 | 61 | - 45.5% | 52 | - 64.9% |
| Apr-2020 | 44 | - 59.3% | 33 | - 75.9% |
| May-2020 | 76 | - 31.5% | 64 | - 51.1% |
| Jun-2020 | 101 | + 13.5% | 84 | - 32.3% |
| Jul-2020 | 97 | - 11.0% | 93 | - 32.1% |
| Aug-2020 | 109 | + 26.7% | 104 | - 20.0% |
| 12-Month Avg | 85 | - 9.6% | 101 | - 21.7% |

Historical Pending Sales by Month

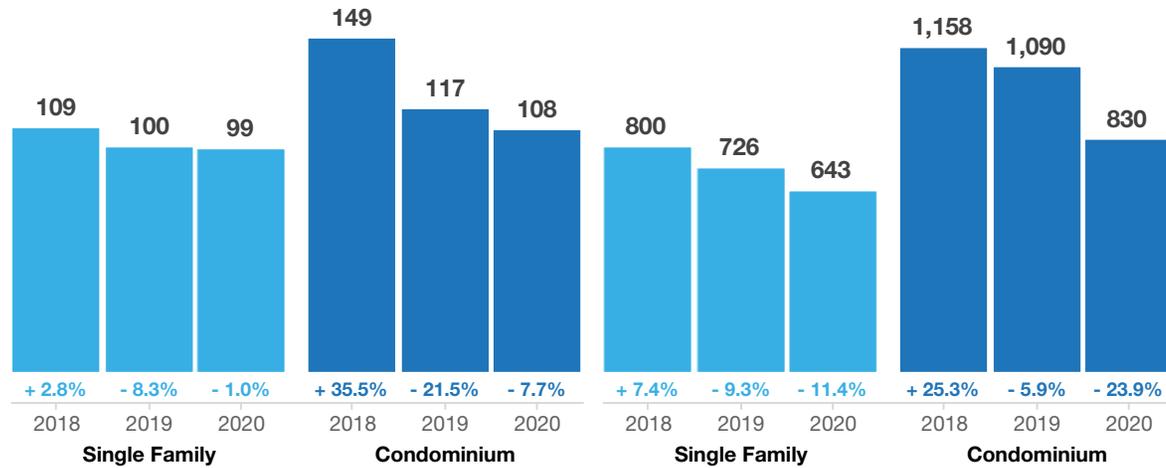


Closed Sales

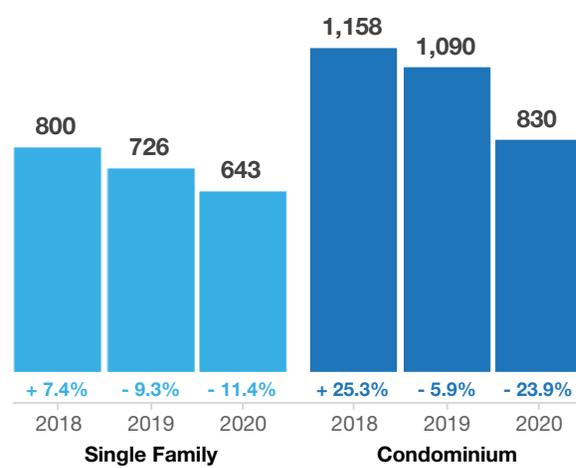
A count of the actual sales that closed in a given month.



August

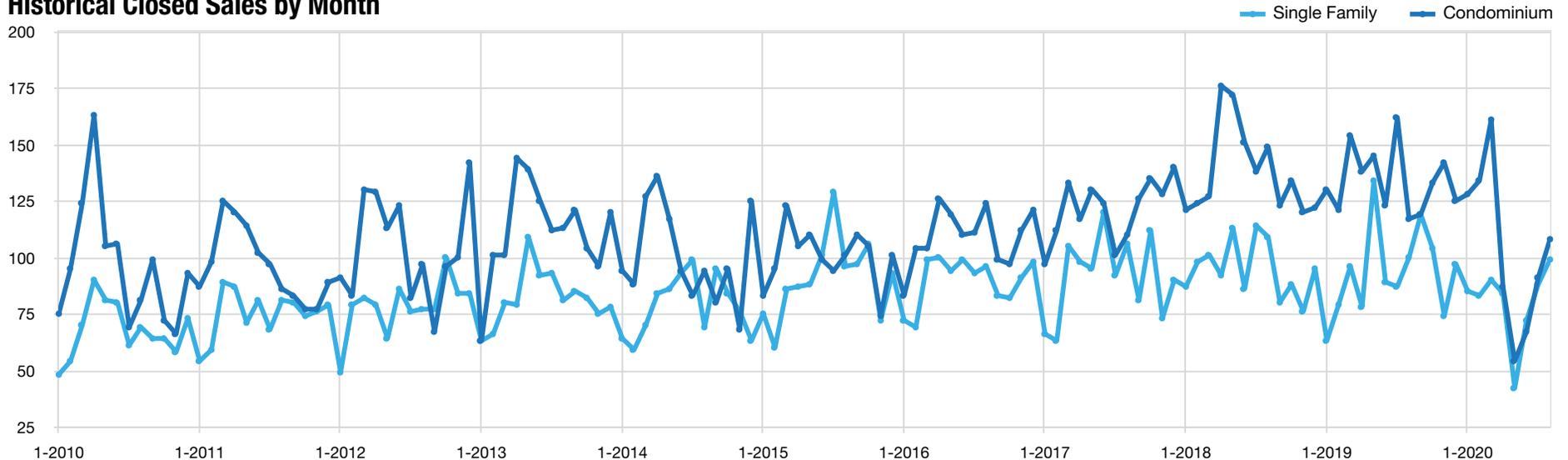


Year to Date



| Closed Sales | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2019 | 119 | + 48.8% | 119 | - 3.3% |
| Oct-2019 | 104 | + 18.2% | 133 | - 0.7% |
| Nov-2019 | 74 | - 2.6% | 142 | + 18.3% |
| Dec-2019 | 97 | + 2.1% | 125 | + 2.5% |
| Jan-2020 | 85 | + 34.9% | 128 | - 1.5% |
| Feb-2020 | 83 | + 5.1% | 134 | + 10.7% |
| Mar-2020 | 90 | - 6.3% | 161 | + 4.5% |
| Apr-2020 | 84 | + 7.7% | 87 | - 37.0% |
| May-2020 | 42 | - 68.7% | 54 | - 62.8% |
| Jun-2020 | 72 | - 19.1% | 67 | - 45.5% |
| Jul-2020 | 88 | + 1.1% | 91 | - 43.8% |
| Aug-2020 | 99 | - 1.0% | 108 | - 7.7% |
| 12-Month Avg | 86 | - 3.4% | 112 | - 15.2% |

Historical Closed Sales by Month

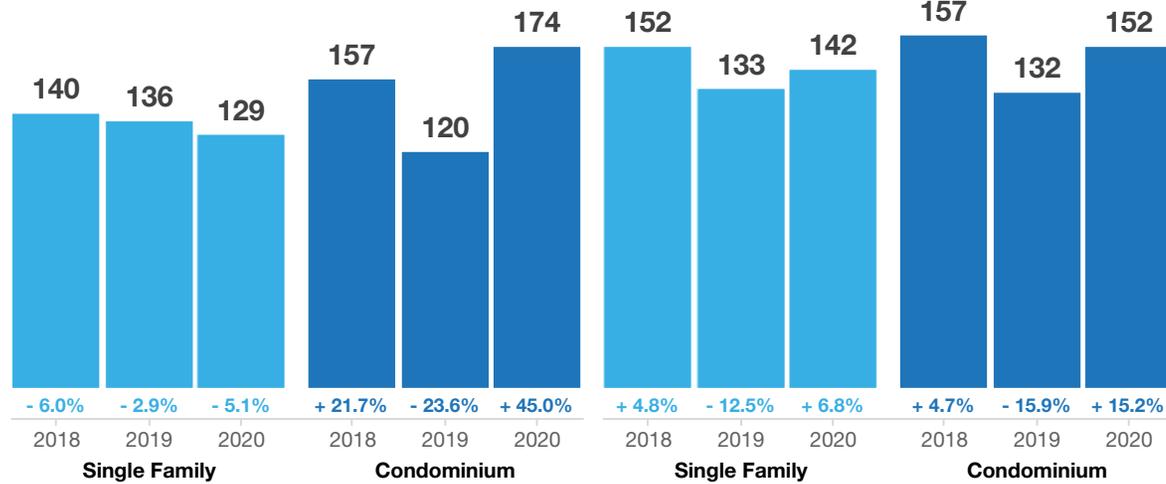


Days on Market Until Sale

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



August

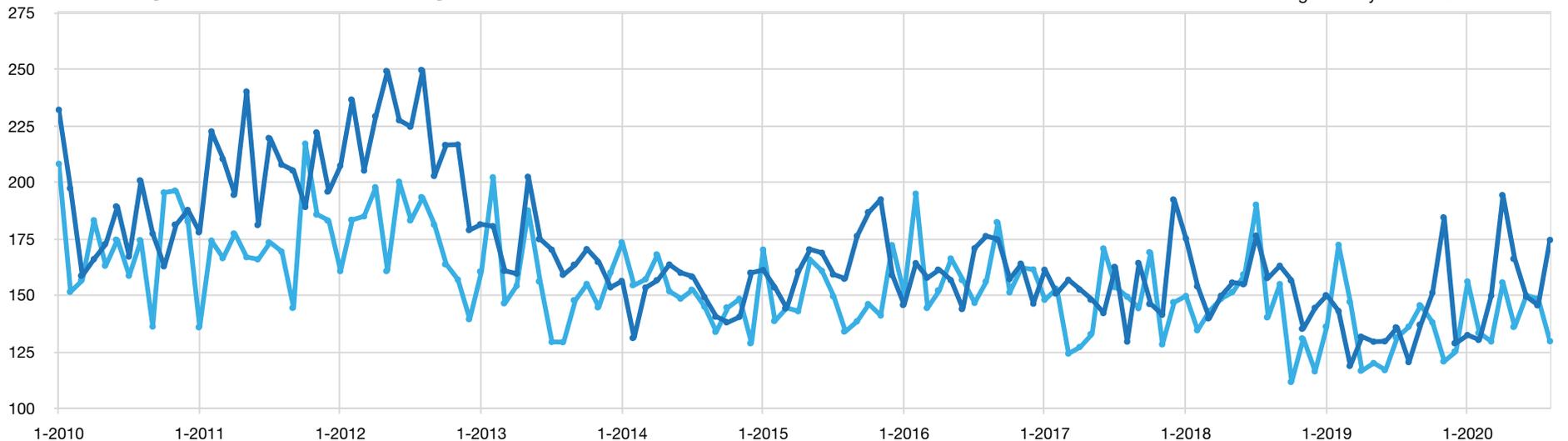


Year to Date

| Days on Market | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2019 | 145 | - 6.5% | 137 | - 16.0% |
| Oct-2019 | 138 | + 24.3% | 151 | - 3.2% |
| Nov-2019 | 120 | - 8.4% | 184 | + 36.3% |
| Dec-2019 | 125 | + 7.8% | 128 | - 11.1% |
| Jan-2020 | 156 | + 14.7% | 132 | - 12.0% |
| Feb-2020 | 133 | - 22.7% | 130 | - 9.1% |
| Mar-2020 | 129 | - 12.2% | 150 | + 27.1% |
| Apr-2020 | 155 | + 33.6% | 194 | + 48.1% |
| May-2020 | 136 | + 13.3% | 166 | + 28.7% |
| Jun-2020 | 150 | + 28.2% | 149 | + 15.5% |
| Jul-2020 | 148 | + 13.0% | 145 | + 7.4% |
| Aug-2020 | 129 | - 5.1% | 174 | + 45.0% |
| 12-Month Avg* | 139 | + 5.7% | 152 | + 10.5% |

* Days on Market for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

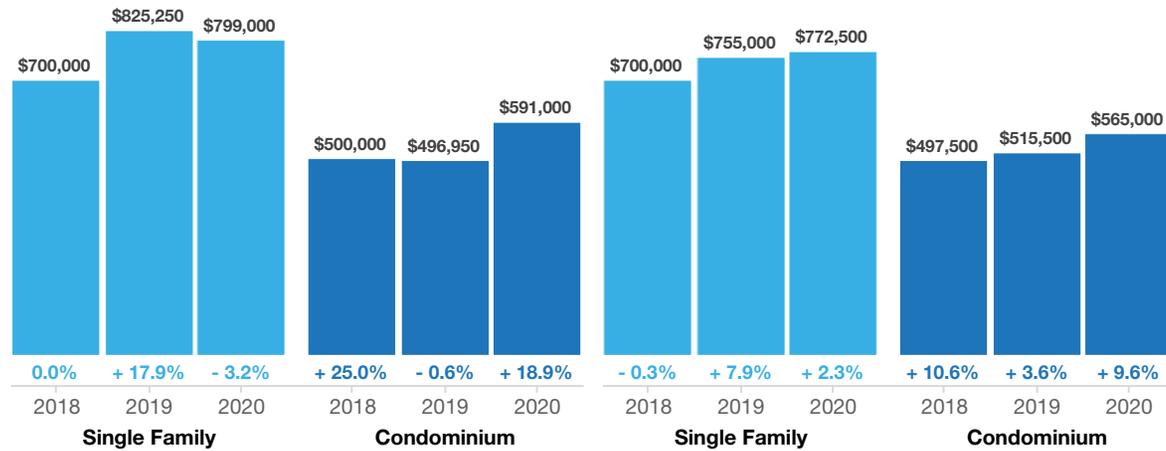


Median Sales Price

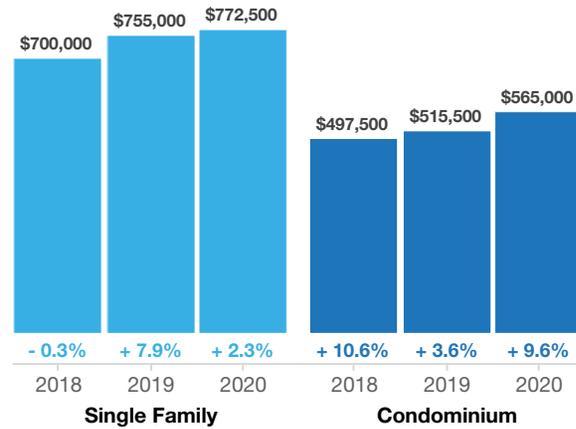
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



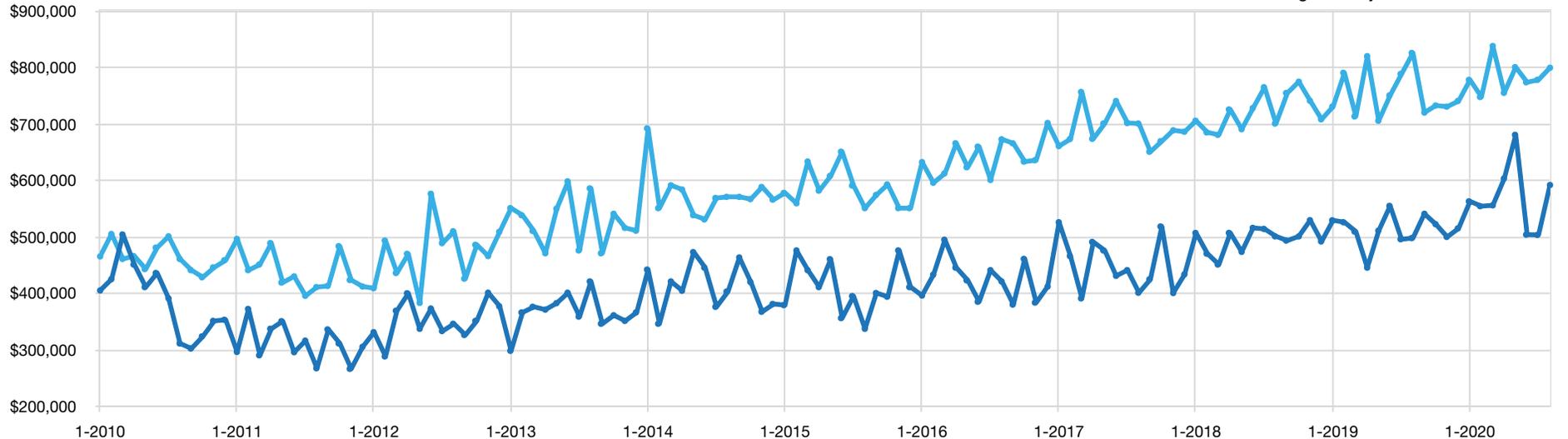
Year to Date



| Median Sales Price | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| Sep-2019 | \$719,435 | - 4.6% | \$540,000 | + 9.6% |
| Oct-2019 | \$732,000 | - 5.5% | \$521,600 | + 4.3% |
| Nov-2019 | \$729,998 | - 1.4% | \$499,000 | - 5.6% |
| Dec-2019 | \$740,000 | + 4.6% | \$514,120 | + 4.7% |
| Jan-2020 | \$777,500 | + 6.5% | \$562,000 | + 6.3% |
| Feb-2020 | \$747,150 | - 5.4% | \$553,500 | + 5.4% |
| Mar-2020 | \$837,500 | + 17.5% | \$555,000 | + 9.1% |
| Apr-2020 | \$754,523 | - 7.9% | \$602,494 | + 35.6% |
| May-2020 | \$800,000 | + 13.5% | \$680,000 | + 33.3% |
| Jun-2020 | \$773,250 | + 3.1% | \$503,000 | - 9.2% |
| Jul-2020 | \$777,595 | - 1.3% | \$502,530 | + 1.5% |
| Aug-2020 | \$799,000 | - 3.2% | \$591,000 | + 18.9% |
| 12-Month Avg* | \$752,875 | + 0.4% | \$550,000 | + 7.8% |

* Median Sales Price for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical Median Sales Price by Month

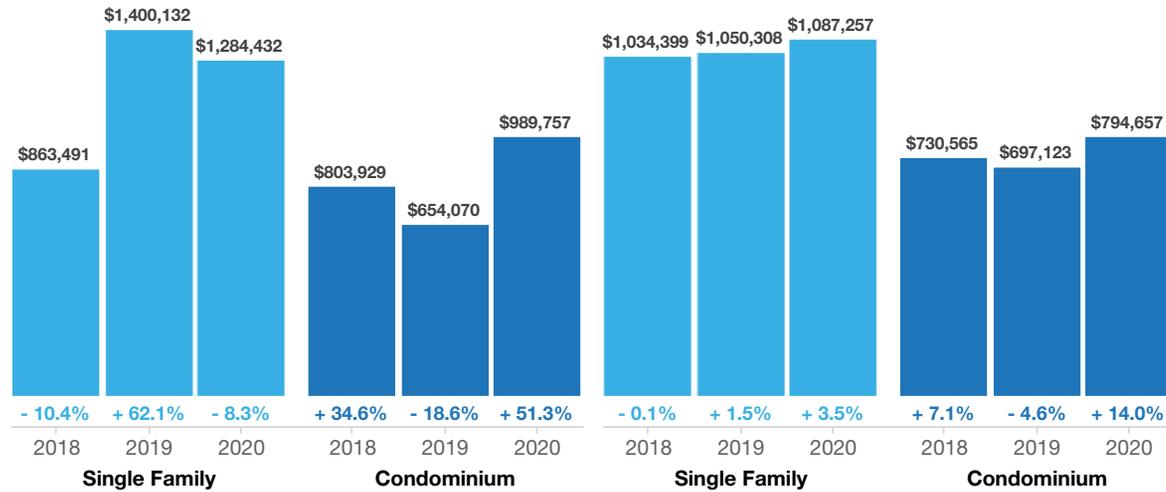


Average Sales Price

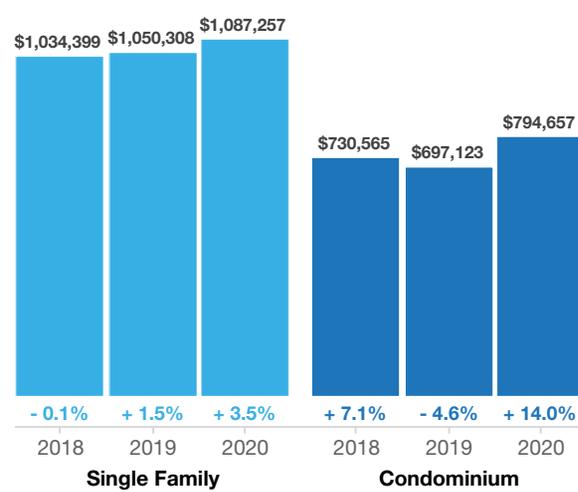
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



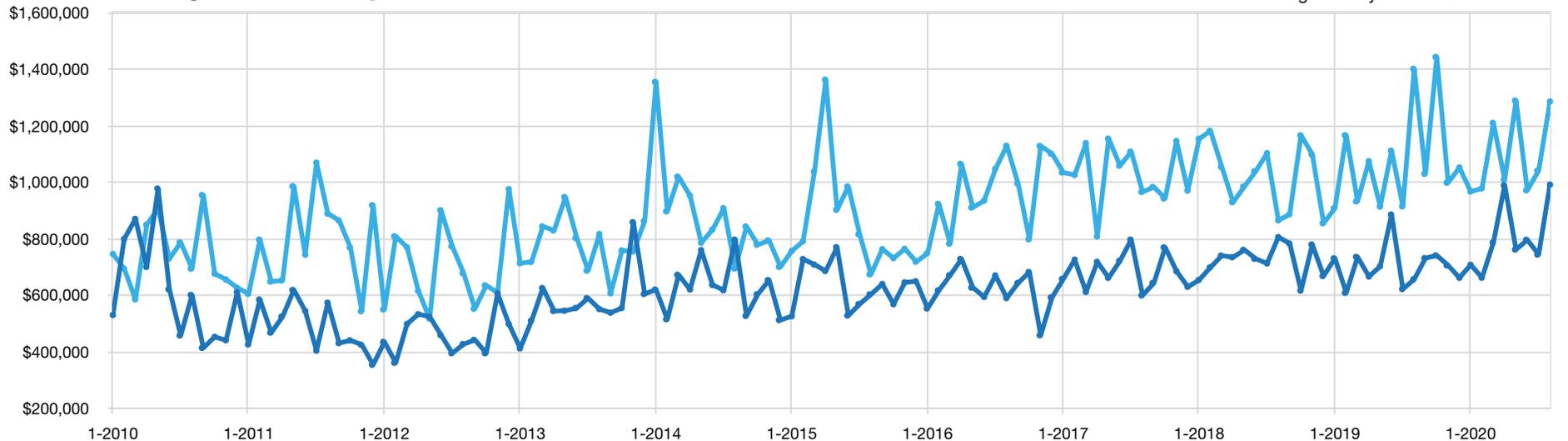
Year to Date



| Avg. Sales Price | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|------------------|--------------------|-----------------------|------------------|-----------------------|
| Sep-2019 | \$1,028,130 | + 16.3% | \$729,236 | - 6.6% |
| Oct-2019 | \$1,442,323 | + 23.9% | \$738,852 | + 20.3% |
| Nov-2019 | \$996,629 | - 9.2% | \$703,717 | - 9.5% |
| Dec-2019 | \$1,050,277 | + 23.1% | \$659,594 | - 1.0% |
| Jan-2020 | \$965,245 | + 6.5% | \$705,593 | - 3.2% |
| Feb-2020 | \$976,365 | - 16.2% | \$659,731 | + 8.8% |
| Mar-2020 | \$1,208,440 | + 29.9% | \$784,442 | + 6.9% |
| Apr-2020 | \$1,007,386 | - 6.1% | \$987,316 | + 48.6% |
| May-2020 | \$1,287,678 | + 41.2% | \$759,717 | + 8.5% |
| Jun-2020 | \$969,948 | - 12.6% | \$794,081 | - 10.2% |
| Jul-2020 | \$1,039,243 | + 13.8% | \$742,111 | + 19.8% |
| Aug-2020 | \$1,284,432 | - 8.3% | \$989,757 | + 51.3% |
| 12-Month Avg* | \$1,106,173 | + 7.1% | \$761,296 | + 8.7% |

* Avg. Sales Price for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical Average Sales Price by Month



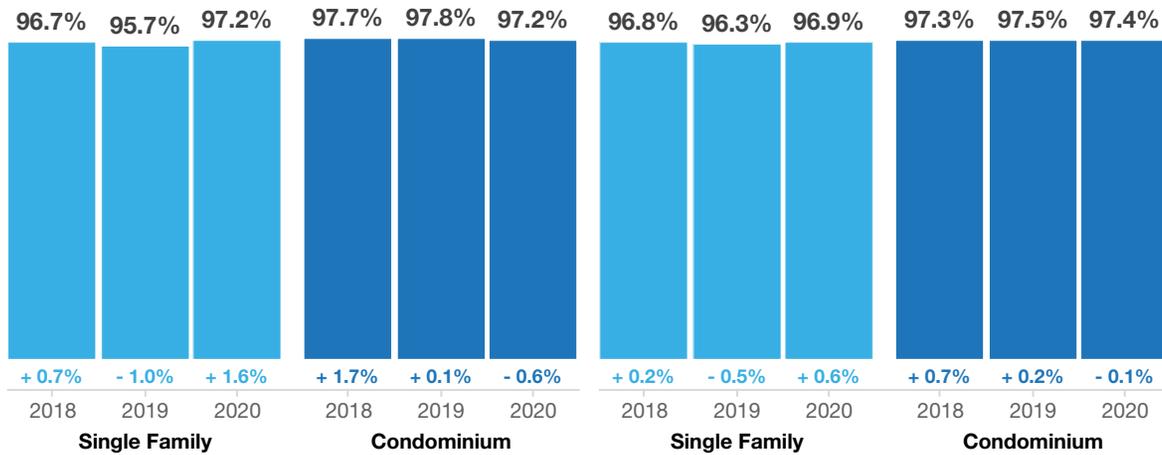
Percent of List Price Received

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



August

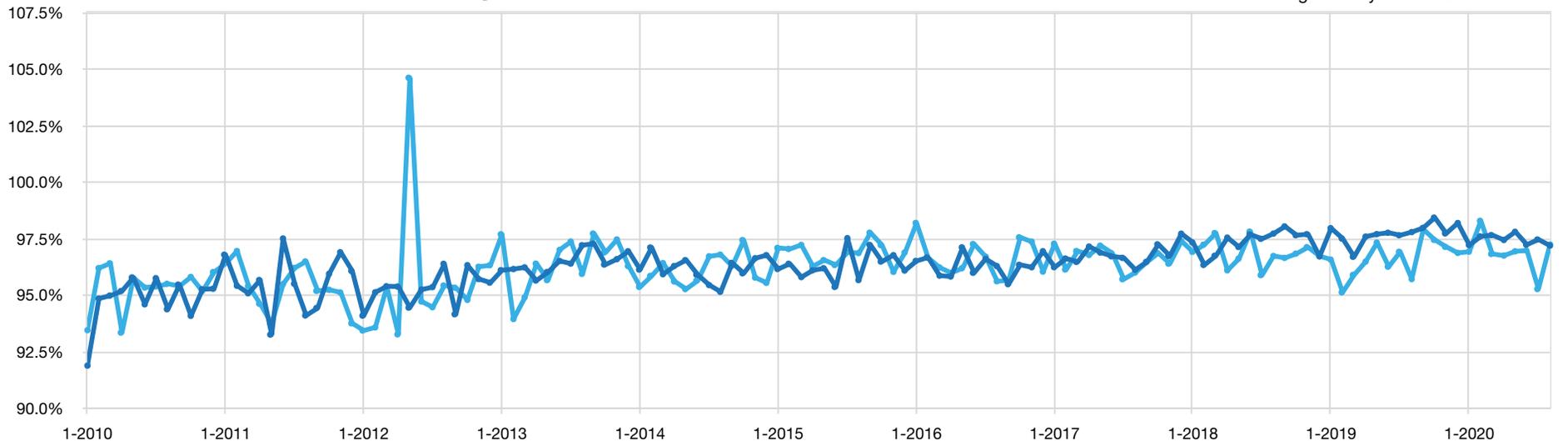
Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|--------------|-----------------------|
| Sep-2019 | 97.9% | + 1.3% | 98.0% | 0.0% |
| Oct-2019 | 97.4% | + 0.6% | 98.4% | + 0.8% |
| Nov-2019 | 97.1% | 0.0% | 97.7% | 0.0% |
| Dec-2019 | 96.8% | + 0.1% | 98.2% | + 1.6% |
| Jan-2020 | 96.9% | + 0.3% | 97.2% | - 0.7% |
| Feb-2020 | 98.3% | + 3.4% | 97.6% | + 0.1% |
| Mar-2020 | 96.8% | + 0.9% | 97.6% | + 0.9% |
| Apr-2020 | 96.7% | + 0.2% | 97.4% | - 0.2% |
| May-2020 | 96.9% | - 0.4% | 97.8% | + 0.1% |
| Jun-2020 | 97.0% | + 0.8% | 97.2% | - 0.5% |
| Jul-2020 | 95.2% | - 1.8% | 97.4% | - 0.2% |
| Aug-2020 | 97.2% | + 1.6% | 97.2% | - 0.6% |
| 12-Month Avg* | 97.1% | + 0.6% | 97.7% | + 0.1% |

* Pct. of List Price Received for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

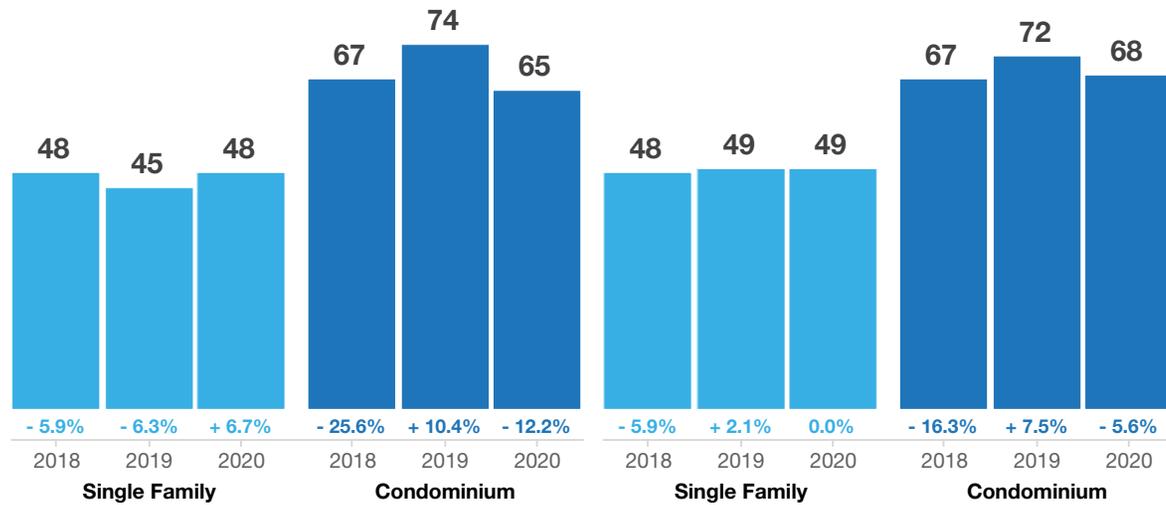


Housing Affordability Index

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

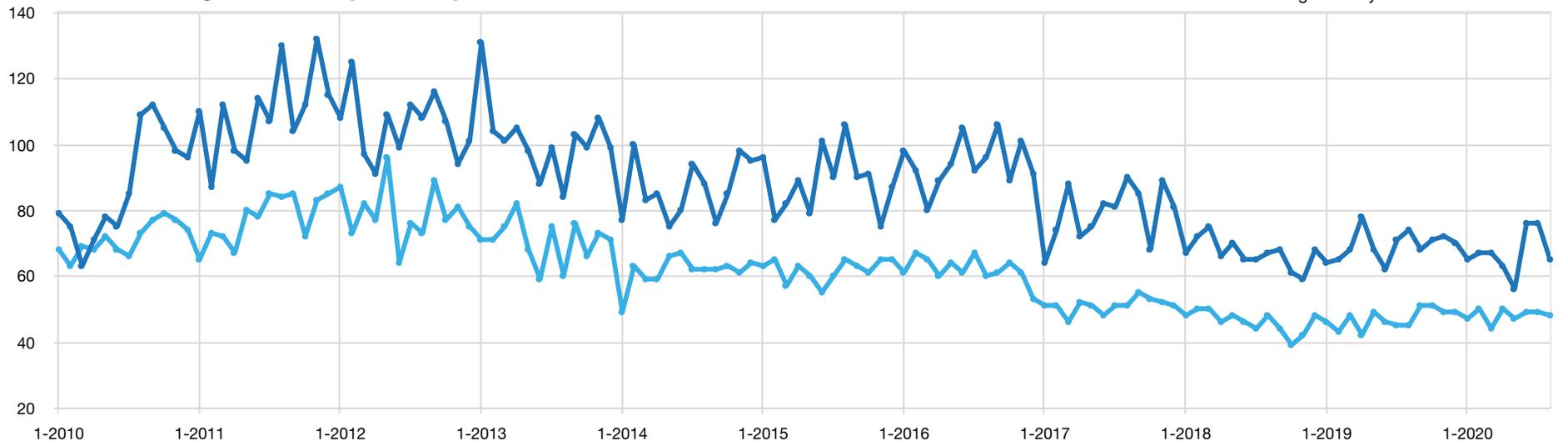


August



| Affordability Index | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2019 | 51 | + 15.9% | 68 | 0.0% |
| Oct-2019 | 51 | + 30.8% | 71 | + 16.4% |
| Nov-2019 | 49 | + 16.7% | 72 | + 22.0% |
| Dec-2019 | 49 | + 2.1% | 70 | + 2.9% |
| Jan-2020 | 47 | + 2.2% | 65 | + 1.6% |
| Feb-2020 | 50 | + 16.3% | 67 | + 3.1% |
| Mar-2020 | 44 | - 8.3% | 67 | - 1.5% |
| Apr-2020 | 50 | + 19.0% | 63 | - 19.2% |
| May-2020 | 47 | - 4.1% | 56 | - 17.6% |
| Jun-2020 | 49 | + 6.5% | 76 | + 22.6% |
| Jul-2020 | 49 | + 8.9% | 76 | + 7.0% |
| Aug-2020 | 48 | + 6.7% | 65 | - 12.2% |
| 12-Month Avg | 49 | + 8.9% | 68 | + 1.5% |

Historical Housing Affordability Index by Month

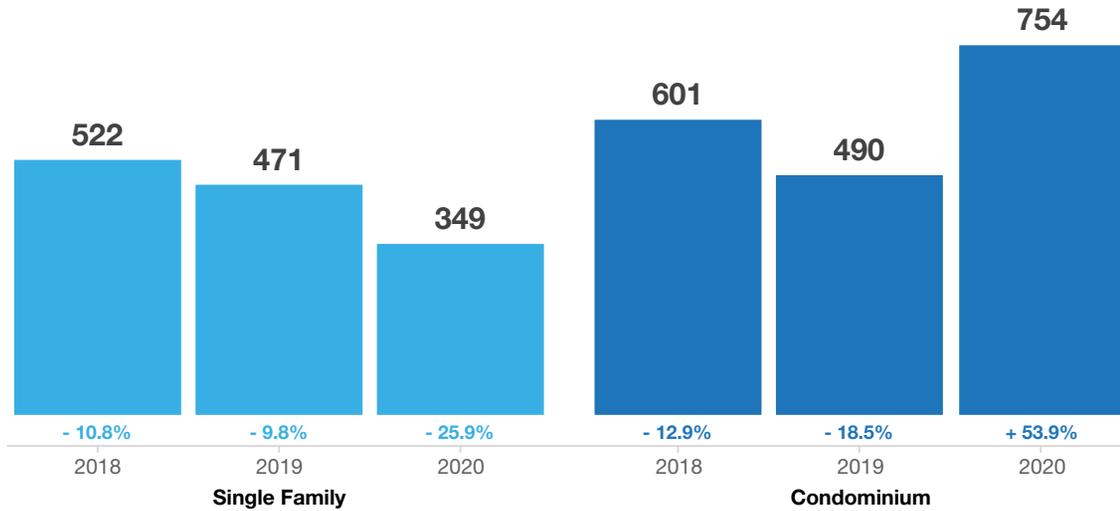


Inventory of Homes for Sale

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

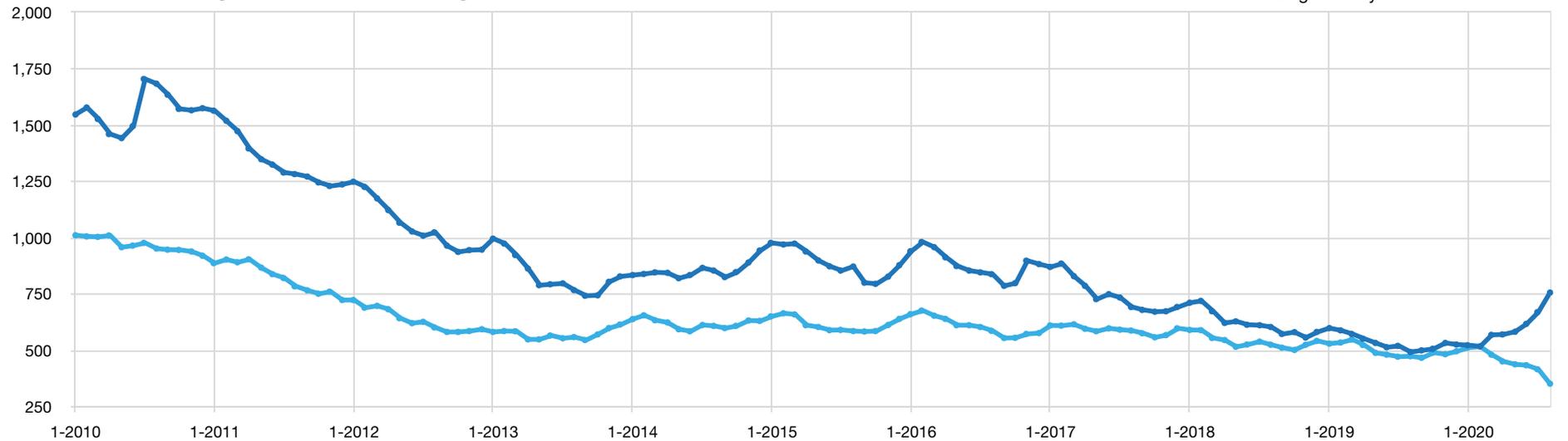


August



| Homes for Sale | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2019 | 464 | - 8.8% | 497 | - 12.8% |
| Oct-2019 | 487 | - 2.4% | 504 | - 12.8% |
| Nov-2019 | 480 | - 8.0% | 530 | - 4.3% |
| Dec-2019 | 493 | - 8.5% | 523 | - 9.7% |
| Jan-2020 | 509 | - 3.4% | 520 | - 12.8% |
| Feb-2020 | 514 | - 3.4% | 515 | - 12.1% |
| Mar-2020 | 478 | - 12.3% | 566 | - 0.7% |
| Apr-2020 | 448 | - 14.0% | 568 | + 3.5% |
| May-2020 | 435 | - 10.5% | 580 | + 9.4% |
| Jun-2020 | 431 | - 9.8% | 615 | + 20.4% |
| Jul-2020 | 413 | - 11.9% | 667 | + 29.0% |
| Aug-2020 | 349 | - 25.9% | 754 | + 53.9% |
| 12-Month Avg | 458 | - 9.8% | 570 | + 3.1% |

Historical Inventory of Homes for Sale by Month

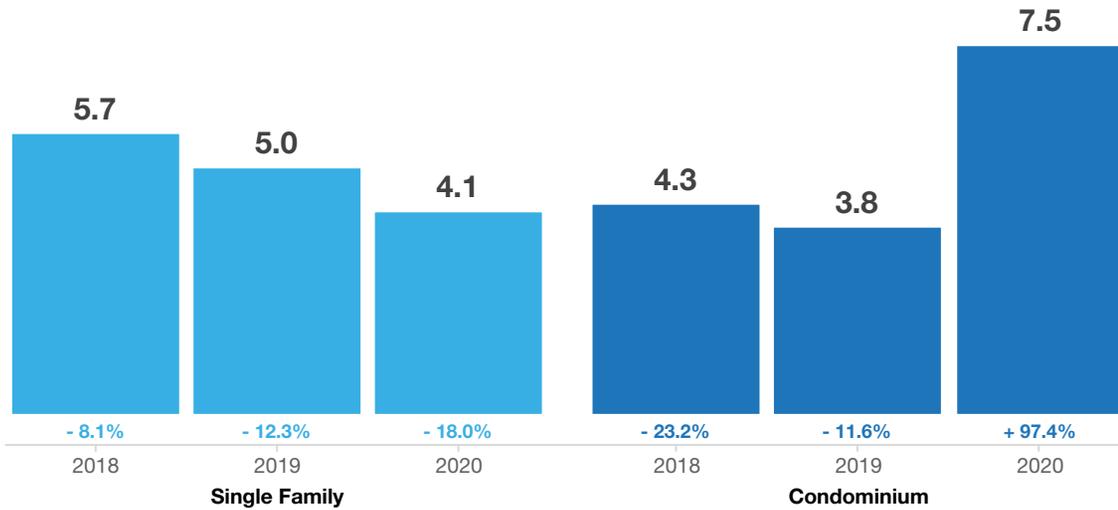


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



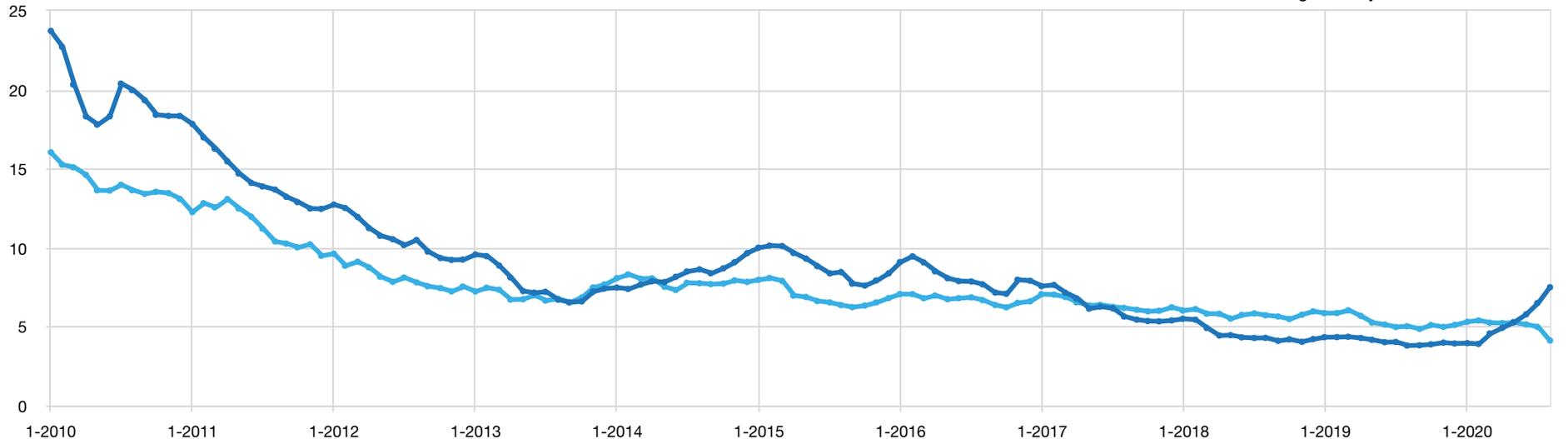
August



| Months Supply | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Sep-2019 | 4.9 | -12.5% | 3.8 | -7.3% |
| Oct-2019 | 5.1 | -7.3% | 3.9 | -7.1% |
| Nov-2019 | 5.0 | -13.8% | 4.0 | 0.0% |
| Dec-2019 | 5.1 | -15.0% | 3.9 | -7.1% |
| Jan-2020 | 5.3 | -10.2% | 3.9 | -9.3% |
| Feb-2020 | 5.4 | -8.5% | 3.9 | -9.3% |
| Mar-2020 | 5.2 | -13.3% | 4.6 | +4.5% |
| Apr-2020 | 5.2 | -8.8% | 4.9 | +14.0% |
| May-2020 | 5.2 | 0.0% | 5.3 | +26.2% |
| Jun-2020 | 5.1 | 0.0% | 5.8 | +45.0% |
| Jul-2020 | 5.0 | 0.0% | 6.5 | +62.5% |
| Aug-2020 | 4.1 | -18.0% | 7.5 | +97.4% |
| 12-Month Avg* | 5.1 | -8.9% | 4.8 | +16.4% |

* Months Supply for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

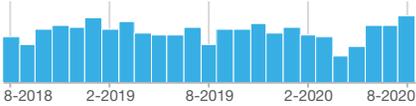
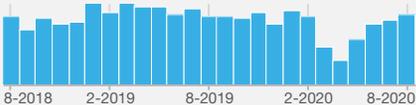
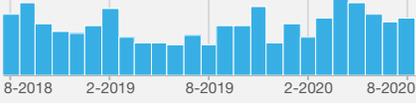
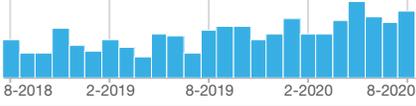
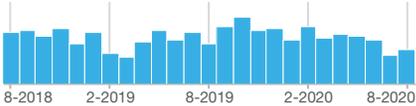
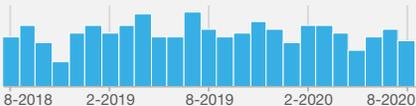
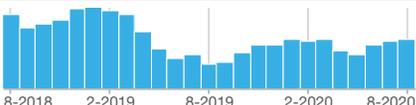
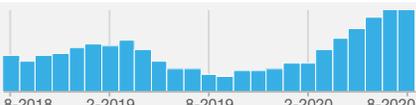
Historical Months Supply of Inventory by Month



All Properties Combined

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



| Key Metrics | Historical Sparkbars | 8-2019 | 8-2020 | % Change | YTD 2019 | YTD 2020 | % Change |
|---------------------------------------|---|-----------|--------------------|----------|-----------|------------------|----------|
| New Listings |  | 269 | 398 | + 48.0% | 2,655 | 2,547 | - 4.1% |
| Pending Sales |  | 230 | 239 | + 3.9% | 2,037 | 1,502 | - 26.3% |
| Closed Sales |  | 236 | 230 | - 2.5% | 1,943 | 1,579 | - 18.7% |
| Days on Market Until Sale |  | 127 | 151 | + 18.9% | 135 | 151 | + 11.9% |
| Median Sales Price |  | \$659,500 | \$725,460 | + 10.0% | \$625,000 | \$690,000 | + 10.4% |
| Average Sales Price |  | \$997,796 | \$1,116,157 | + 11.9% | \$848,970 | \$909,302 | + 7.1% |
| Percent of List Price Received |  | 96.8% | 96.5% | - 0.3% | 96.9% | 97.0% | + 0.1% |
| Housing Affordability Index |  | 56 | 53 | - 5.4% | 59 | 55 | - 6.8% |
| Inventory of Homes for Sale |  | 1,283 | 1,364 | + 6.3% | — | — | — |
| Months Supply of Inventory |  | 5.4 | 6.8 | + 25.9% | — | — | — |

Single Family Monthly Sales Volume

August 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

| Area Name | August 2020 | | | July 2020 | | | August 2019 | | |
|---------------------------|-------------|----------------------|--------------------|-----------|---------------------|--------------------|-------------|----------------------|--------------------|
| | Units | Dollar Volume | Median Sales Price | Units | Dollar Volume | Median Sales Price | Units | Dollar Volume | Median Sales Price |
| Haiku | 12 | \$13,368,185 | \$880,500 | 10 | \$7,218,000 | \$792,500 | 4 | \$5,343,000 | \$1,207,500 |
| Hana | 0 | -- | -- | 1 | \$880,000 | \$880,000 | 2 | \$1,880,000 | \$940,000 |
| Honokohau | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kaanapali | 1 | \$2,275,000 | \$2,275,000 | 1 | \$1,650,000 | \$1,650,000 | 3 | \$8,176,000 | \$2,400,000 |
| Kahakuloa | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kahului | 14 | \$10,338,000 | \$697,500 | 7 | \$4,381,500 | \$650,000 | 10 | \$6,523,750 | \$665,000 |
| Kapalua | 2 | \$4,400,000 | \$2,200,000 | 0 | -- | -- | 4 | \$9,525,000 | \$2,262,500 |
| Kaupo | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Keanae | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kihei | 18 | \$16,929,900 | \$825,000 | 10 | \$9,266,900 | \$811,000 | 21 | \$19,307,625 | \$801,500 |
| Kipahulu | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kula/Ulupalakua/Kanaio | 8 | \$8,224,495 | \$902,250 | 5 | \$5,170,000 | \$925,000 | 8 | \$7,262,047 | \$843,250 |
| Lahaina | 2 | \$5,525,000 | \$2,762,500 | 2 | \$2,230,250 | \$1,115,125 | 7 | \$10,878,000 | \$1,300,000 |
| Maalaea | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Makawao/Olinda/Haliimaile | 7 | \$5,796,000 | \$660,000 | 7 | \$4,448,000 | \$665,000 | 8 | \$6,134,500 | \$725,000 |
| Maui Meadows | 3 | \$4,395,000 | \$1,570,000 | 1 | \$799,000 | \$799,000 | 2 | \$2,559,000 | \$1,279,500 |
| Nahiku | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Napili/Kahana/Honokowai | 2 | \$2,074,000 | \$1,037,000 | 2 | \$15,335,000 | \$7,667,500 | 3 | \$3,818,888 | \$1,200,000 |
| Olowalu | 0 | -- | -- | 1 | \$1,125,000 | \$1,125,000 | 0 | -- | -- |
| Pukalani | 3 | \$3,295,000 | \$855,000 | 5 | \$4,129,500 | \$794,000 | 9 | \$6,123,500 | \$680,500 |
| Spreckelsville/Paia/Kuau | 1 | \$810,000 | \$810,000 | 2 | \$1,460,000 | \$730,000 | 1 | \$570,000 | \$570,000 |
| Wailea/Makena | 6 | \$36,107,777 | \$6,580,518 | 4 | \$12,255,000 | \$2,902,500 | 5 | \$41,510,468 | \$9,037,736 |
| Wailuku | 18 | \$13,073,380 | \$719,963 | 25 | \$19,381,760 | \$736,600 | 12 | \$9,625,387 | \$709,444 |
| Lanai | 1 | \$340,000 | \$340,000 | 4 | \$1,594,500 | \$364,500 | 0 | -- | -- |
| Molokai | 1 | \$207,000 | \$207,000 | 1 | \$129,000 | \$129,000 | 1 | \$776,000 | \$776,000 |
| All MLS | 99 | \$127,158,737 | \$799,000 | 88 | \$91,453,410 | \$777,595 | 100 | \$140,013,165 | \$825,250 |

Condominium Monthly Sales Volume

August 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

| Area Name | August 2020 | | | July 2020 | | | August 2019 | | |
|---------------------------|-------------|----------------------|--------------------|-----------|---------------------|--------------------|-------------|---------------------|--------------------|
| | 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 | 21 | \$37,152,000 | \$2,150,000 | 14 | \$18,893,900 | \$1,347,500 | 9 | \$8,005,999 | \$840,000 |
| Kahakuloa | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kahului | 1 | \$150,000 | \$150,000 | 3 | \$610,000 | \$140,000 | 1 | \$399,500 | \$399,500 |
| Kapalua | 3 | \$8,959,000 | \$4,159,000 | 2 | \$3,965,000 | \$1,982,500 | 4 | \$10,075,000 | \$1,865,000 |
| Kaupo | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Keanae | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kihei | 32 | \$19,367,560 | \$500,000 | 28 | \$15,299,200 | \$425,000 | 59 | \$30,855,700 | \$480,000 |
| Kipahulu | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kula/Ulupalakua/Kanaio | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Lahaina | 12 | \$9,155,620 | \$701,510 | 18 | \$10,287,600 | \$542,500 | 8 | \$5,389,660 | \$703,410 |
| Maalaea | 5 | \$2,142,500 | \$402,500 | 6 | \$2,633,000 | \$392,500 | 1 | \$599,000 | \$599,000 |
| Makawao/Olinda/Haliimaile | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Maui Meadows | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Nahiku | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Napili/Kahana/Honokowai | 13 | \$4,303,750 | \$355,000 | 7 | \$4,314,625 | \$585,625 | 13 | \$5,874,000 | \$405,000 |
| Olowalu | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Pukalani | 0 | -- | -- | 0 | -- | -- | 1 | \$735,000 | \$735,000 |
| Spreckelsville/Paia/Kuau | 1 | \$538,000 | \$538,000 | 0 | -- | -- | 0 | -- | -- |
| Wailea/Makena | 10 | \$21,427,831 | \$1,896,416 | 5 | \$8,448,750 | \$1,413,750 | 7 | \$10,011,000 | \$1,400,000 |
| Wailuku | 8 | \$3,429,500 | \$372,250 | 7 | \$2,910,000 | \$400,000 | 13 | \$4,388,300 | \$340,000 |
| Lanai | 0 | -- | -- | 0 | -- | -- | 1 | \$193,000 | \$193,000 |
| Molokai | 2 | \$268,000 | \$134,000 | 1 | \$170,000 | \$170,000 | 0 | -- | -- |
| All MLS | 108 | \$106,893,761 | \$591,000 | 91 | \$67,532,075 | \$502,530 | 117 | \$76,526,159 | \$496,950 |

Land Monthly Sales Volume

August 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

| Area Name | August 2020 | | | July 2020 | | | August 2019 | | |
|---------------------------|-------------|---------------------|--------------------|-----------|---------------------|--------------------|-------------|---------------------|--------------------|
| | Units | Dollar Volume | Median Sales Price | Units | Dollar Volume | Median Sales Price | Units | Dollar Volume | Median Sales Price |
| Haiku | 11 | \$6,184,587 | \$465,000 | 4 | \$2,173,000 | \$537,500 | 3 | \$1,166,000 | \$355,000 |
| Hana | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Honokohau | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kaanapali | 0 | -- | -- | 0 | -- | -- | 1 | \$435,000 | \$435,000 |
| Kahakuloa | 1 | \$485,000 | \$485,000 | 0 | -- | -- | 0 | -- | -- |
| Kahului | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kapalua | 3 | \$9,700,000 | \$900,000 | 0 | -- | -- | 0 | -- | -- |
| Kaupo | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Keanae | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kihei | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kipahulu | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Kula/Ulupalakua/Kanaio | 3 | \$1,189,000 | \$350,000 | 4 | \$11,475,000 | \$625,000 | 1 | \$420,000 | \$420,000 |
| Lahaina | 0 | -- | -- | 0 | -- | -- | 1 | \$1,737,500 | \$1,737,500 |
| Maalaea | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Makawao/Olinda/Haliimaile | 1 | \$1,345,000 | \$1,345,000 | 0 | -- | -- | 0 | -- | -- |
| Maui Meadows | 0 | -- | -- | 1 | \$455,000 | \$455,000 | 1 | \$625,000 | \$625,000 |
| Nahiku | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Napili/Kahana/Honokowai | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Olowalu | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Pukalani | 0 | -- | -- | 1 | \$395,000 | \$395,000 | 1 | \$360,000 | \$360,000 |
| Spreckelsville/Paia/Kuau | 1 | \$1,800,000 | \$1,800,000 | 1 | \$2,750,000 | \$2,750,000 | 0 | -- | -- |
| Wailea/Makena | 1 | \$735,000 | \$735,000 | 0 | -- | -- | 5 | \$11,642,000 | \$1,298,000 |
| Wailuku | 2 | \$1,225,000 | \$612,500 | 2 | \$610,000 | \$305,000 | 4 | \$2,310,000 | \$575,000 |
| Lanai | 0 | -- | -- | 0 | -- | -- | 0 | -- | -- |
| Molokai | 0 | -- | -- | 0 | -- | -- | 2 | \$245,000 | \$122,500 |
| All MLS | 23 | \$22,663,587 | \$540,000 | 13 | \$17,858,000 | \$455,000 | 19 | \$18,940,500 | \$575,000 |

Single Family Sales – Year to Date

August 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

| Area Name | Number of Sales | | | | Average Sales Price | | | | Median Sales Price | | | | Total Dollar Volume | | | |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|---------------|----------------|
| | Aug-20 YTD Sales | Aug-19 YTD Sales | Unit Change | Percent Change | Aug-20 YTD Average | Aug-19 YTD Average | Dollar Change | Percent Change | Aug-20 YTD Median | Aug-19 YTD Median | Dollar Change | Percent Change | Aug-20 YTD Volume | Aug-19 YTD Volume | Dollar Change | Percent Change |
| Haiku | 60 | 63 | -3 | -4.8% | \$1,095,020 | \$880,744 | +\$214,275 | +24.3% | \$867,000 | \$808,000 | +\$59,000 | +7.3% | \$65,701,185 | \$55,486,888 | +\$10,214,297 | +18.4% |
| Hana | 3 | 7 | -4 | -57.1% | \$797,667 | \$1,112,382 | -\$314,716 | -28.3% | \$880,000 | \$786,677 | +\$93,323 | +11.9% | \$2,393,000 | \$7,786,677 | -\$5,393,677 | -69.3% |
| Honokohau | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kaanapali | 15 | 17 | -2 | -11.8% | \$2,141,000 | \$2,038,574 | +\$102,427 | +5.0% | \$1,900,000 | \$1,599,000 | +\$301,000 | +18.8% | \$32,115,005 | \$34,655,750 | -\$2,540,745 | -7.3% |
| Kahakuloa | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kahului | 70 | 83 | -13 | -15.7% | \$687,412 | \$669,220 | +\$18,193 | +2.7% | \$672,500 | \$660,000 | +\$12,500 | +1.9% | \$48,118,870 | \$55,545,250 | -\$7,426,380 | -13.4% |
| Kapalua | 6 | 16 | -10 | -62.5% | \$3,186,667 | \$2,364,314 | +\$822,353 | +34.8% | \$2,625,000 | \$2,450,000 | +\$175,000 | +7.1% | \$19,120,000 | \$37,829,020 | -\$18,709,020 | -49.5% |
| Kaupo | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Keanae | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kihei | 92 | 115 | -23 | -20.0% | \$1,058,816 | \$981,653 | +\$77,164 | +7.9% | \$818,500 | \$795,000 | +\$23,500 | +3.0% | \$97,411,103 | \$112,890,073 | -\$15,478,970 | -13.7% |
| Kipahulu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kula/Ulupalakua/Kanaio | 46 | 49 | -3 | -6.1% | \$1,066,484 | \$1,084,937 | -\$18,453 | -1.7% | \$950,000 | \$985,000 | -\$35,000 | -3.6% | \$49,058,263 | \$53,161,935 | -\$4,103,672 | -7.7% |
| Lahaina | 22 | 45 | -23 | -51.1% | \$1,853,803 | \$1,513,311 | +\$340,492 | +22.5% | \$1,366,375 | \$874,000 | +\$492,375 | +56.3% | \$40,783,668 | \$68,098,999 | -\$27,315,331 | -40.1% |
| Maalaea | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Makawao/Olinda/Haliimaile | 48 | 50 | -2 | -4.0% | \$831,215 | \$861,772 | -\$30,557 | -3.5% | \$686,000 | \$687,000 | -\$1,000 | -0.1% | \$39,898,300 | \$43,088,577 | -\$3,190,277 | -7.4% |
| Maui Meadows | 12 | 15 | -3 | -20.0% | \$1,293,296 | \$1,429,600 | -\$136,304 | -9.5% | \$1,215,000 | \$1,400,000 | -\$185,000 | -13.2% | \$15,519,550 | \$21,444,000 | -\$5,924,450 | -27.6% |
| Nahiku | 1 | 0 | +1 | -- | \$795,000 | -- | -- | -- | \$795,000 | -- | -- | -- | \$795,000 | \$0 | +\$795,000 | -- |
| Napili/Kahana/Honokowai | 18 | 24 | -6 | -25.0% | \$2,498,405 | \$1,319,318 | +\$1,179,087 | +89.4% | \$1,100,000 | \$955,000 | +\$145,000 | +15.2% | \$44,247,890 | \$31,663,631 | +\$12,584,259 | +39.7% |
| Olowalu | 1 | 0 | +1 | -- | \$1,125,000 | -- | -- | -- | \$1,125,000 | -- | -- | -- | \$1,125,000 | \$0 | +\$1,125,000 | -- |
| Pukalani | 35 | 42 | -7 | -16.7% | \$795,595 | \$764,271 | +\$31,324 | +4.1% | \$775,500 | \$715,000 | +\$60,500 | +8.5% | \$27,845,833 | \$32,099,400 | -\$4,253,567 | -13.3% |
| Spreckelsville/Paia/Kuau | 11 | 9 | +2 | +22.2% | \$950,218 | \$1,132,569 | -\$182,351 | -16.1% | \$810,000 | \$1,029,000 | -\$219,000 | -21.3% | \$10,452,400 | \$10,193,125 | +\$259,275 | +2.5% |
| Wailea/Makena | 22 | 23 | -1 | -4.3% | \$3,558,308 | \$3,991,127 | -\$432,819 | -10.8% | \$3,015,000 | \$2,160,000 | +\$855,000 | +39.6% | \$78,282,777 | \$91,795,918 | -\$13,513,141 | -14.7% |
| Wailuku | 152 | 138 | +14 | +10.1% | \$724,848 | \$676,007 | +\$48,840 | +7.2% | \$723,413 | \$650,000 | +\$73,413 | +11.3% | \$110,176,863 | \$93,289,009 | +\$16,887,854 | +18.1% |
| Lanai | 14 | 7 | +7 | +100.0% | \$724,679 | \$604,286 | +\$120,393 | +19.9% | \$436,000 | \$450,000 | -\$14,000 | -3.1% | \$10,145,500 | \$4,230,000 | +\$5,915,500 | +139.8% |
| Molokai | 15 | 23 | -8 | -34.8% | \$440,233 | \$402,826 | +\$37,407 | +9.3% | \$475,000 | \$300,000 | +\$175,000 | +58.3% | \$6,603,500 | \$9,265,000 | -\$2,661,500 | -28.7% |
| All MLS | 643 | 726 | -83 | -11.4% | \$1,087,257 | \$1,050,308 | +\$36,949 | +3.5% | \$772,500 | \$755,000 | +\$17,500 | +2.3% | \$699,793,707 | \$762,523,252 | -\$62,729,545 | -8.2% |

Total Condominium Sales – Year to Date

August 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

| Area Name | Number of Sales | | | | Average Sales Price | | | | Median Sales Price | | | | Total Dollar Volume | | | |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|----------------|----------------|
| | Aug-20 YTD Sales | Aug-19 YTD Sales | Unit Change | Percent Change | Aug-20 YTD Average | Aug-19 YTD Average | Dollar Change | Percent Change | Aug-20 YTD Median | Aug-19 YTD Median | Dollar Change | Percent Change | Aug-20 YTD Volume | Aug-19 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 | 117 | 92 | +25 | +27.2% | \$1,445,556 | \$1,133,706 | +\$311,850 | +27.5% | \$1,250,000 | \$910,500 | +\$339,501 | +37.3% | \$169,130,031 | \$104,300,916 | +\$64,829,115 | +62.2% |
| Kahakuloa | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kahului | 23 | 22 | +1 | +4.5% | \$154,965 | \$179,693 | -\$24,728 | -13.8% | \$140,000 | \$142,500 | -\$2,500 | -1.8% | \$3,564,200 | \$3,953,250 | -\$389,050 | -9.8% |
| Kapalua | 18 | 43 | -25 | -58.1% | \$1,658,056 | \$2,146,012 | -\$487,956 | -22.7% | \$992,000 | \$935,000 | +\$57,000 | +6.1% | \$29,845,000 | \$92,278,500 | -\$62,433,500 | -67.7% |
| Kaupo | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Keanae | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kihei | 276 | 456 | -180 | -39.5% | \$592,462 | \$520,273 | +\$72,189 | +13.9% | \$486,250 | \$447,925 | +\$38,325 | +8.6% | \$163,519,405 | \$237,244,333 | -\$73,724,928 | -31.1% |
| Kipahulu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kula/Ulupalakua/Kanaio | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Lahaina | 102 | 70 | +32 | +45.7% | \$695,498 | \$540,457 | +\$155,041 | +28.7% | \$654,445 | \$540,751 | +\$113,694 | +21.0% | \$70,940,787 | \$37,831,956 | +\$33,108,831 | +87.5% |
| Maalaea | 30 | 20 | +10 | +50.0% | \$419,315 | \$463,175 | -\$43,860 | -9.5% | \$383,750 | \$448,500 | -\$64,750 | -14.4% | \$12,579,450 | \$9,263,500 | +\$3,315,950 | +35.8% |
| Makawao/Olinda/Haliimaile | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Maui Meadows | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Nahiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Napili/Kahana/Honokowai | 118 | 172 | -54 | -31.4% | \$522,744 | \$460,997 | +\$61,747 | +13.4% | \$494,500 | \$458,750 | +\$35,750 | +7.8% | \$61,683,797 | \$79,291,564 | -\$17,607,767 | -22.2% |
| Olowalu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Pukalani | 5 | 6 | -1 | -16.7% | \$716,400 | \$630,833 | +\$85,567 | +13.6% | \$675,000 | \$620,000 | +\$55,000 | +8.9% | \$3,582,000 | \$3,785,000 | -\$203,000 | -5.4% |
| Spreckelsville/Paia/Kuau | 2 | 3 | -1 | -33.3% | \$461,500 | \$413,667 | +\$47,833 | +11.6% | \$461,500 | \$370,000 | +\$91,500 | +24.7% | \$923,000 | \$1,241,000 | -\$318,000 | -25.6% |
| Wailea/Makena | 66 | 101 | -35 | -34.7% | \$1,728,350 | \$1,467,986 | +\$260,364 | +17.7% | \$1,247,500 | \$1,280,000 | -\$32,500 | -2.5% | \$114,071,081 | \$148,266,601 | -\$34,195,520 | -23.1% |
| Wailuku | 55 | 90 | -35 | -38.9% | \$429,622 | \$444,552 | -\$14,930 | -3.4% | \$395,000 | \$467,500 | -\$72,500 | -15.5% | \$23,629,198 | \$40,009,645 | -\$16,380,447 | -40.9% |
| Lanai | 3 | 2 | +1 | +50.0% | \$1,136,000 | \$174,000 | +\$962,000 | +552.9% | \$850,000 | \$174,000 | +\$676,000 | +388.5% | \$3,408,000 | \$348,000 | +\$3,060,000 | +879.3% |
| Molokai | 15 | 13 | +2 | +15.4% | \$179,300 | \$157,704 | +\$21,596 | +13.7% | \$170,000 | \$150,000 | +\$20,000 | +13.3% | \$2,689,500 | \$2,050,155 | +\$639,345 | +31.2% |
| All MLS | 830 | 1,090 | -260 | -23.9% | \$794,657 | \$697,123 | +\$97,534 | +14.0% | \$565,000 | \$515,500 | +\$49,500 | +9.6% | \$659,565,449 | \$759,864,420 | -\$100,298,971 | -13.2% |

Fee Simple Condominium Sales – Year to Date

August 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

| Area Name | Number of Sales | | | | Average Sales Price | | | | Median Sales Price | | | | Total Dollar Volume | | | |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
| | Aug-20 YTD Sales | Aug-19 YTD Sales | Unit Change | Percent Change | Aug-20 YTD Average | Aug-19 YTD Average | Dollar Change | Percent Change | Aug-20 YTD Median | Aug-19 YTD Median | Dollar Change | Percent Change | Aug-20 YTD Volume | Aug-19 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 | 106 | 85 | +21 | +24.7% | \$1,549,213 | \$1,190,352 | +\$358,861 | +30.1% | \$1,814,500 | \$950,000 | +\$864,500 | +91.0% | \$164,216,531 | \$101,179,916 | +\$63,036,615 | +62.3% |
| Kahakuloa | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kahului | 23 | 22 | +1 | +4.5% | \$154,965 | \$179,693 | -\$24,728 | -13.8% | \$140,000 | \$142,500 | -\$2,500 | -1.8% | \$3,564,200 | \$3,953,250 | -\$389,050 | -9.8% |
| Kapalua | 18 | 43 | -25 | -58.1% | \$1,658,056 | \$2,146,012 | -\$487,956 | -22.7% | \$992,000 | \$935,000 | +\$57,000 | +6.1% | \$29,845,000 | \$92,278,500 | -\$62,433,500 | -67.7% |
| Kaupo | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Keanae | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kihei | 270 | 452 | -182 | -40.3% | \$597,224 | \$521,483 | +\$75,741 | +14.5% | \$487,500 | \$448,875 | +\$38,625 | +8.6% | \$161,250,405 | \$235,710,333 | -\$74,459,928 | -31.6% |
| Kipahulu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kula/Ulupalakua/Kanaio | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Lahaina | 99 | 70 | +29 | +41.4% | \$709,705 | \$540,457 | +\$169,248 | +31.3% | \$673,000 | \$540,751 | +\$132,249 | +24.5% | \$70,260,787 | \$37,831,956 | +\$32,428,831 | +85.7% |
| Maalaea | 15 | 13 | +2 | +15.4% | \$502,297 | \$513,731 | -\$11,434 | -2.2% | \$475,000 | \$532,000 | -\$57,000 | -10.7% | \$7,534,450 | \$6,678,500 | +\$855,950 | +12.8% |
| Makawao/Olinda/Haliimaile | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Maui Meadows | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Nahiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Napili/Kahana/Honokowai | 91 | 149 | -58 | -38.9% | \$586,807 | \$502,718 | +\$84,089 | +16.7% | \$530,000 | \$475,780 | +\$54,220 | +11.4% | \$53,399,422 | \$74,905,015 | -\$21,505,593 | -28.7% |
| Olowalu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Pukalani | 5 | 6 | -1 | -16.7% | \$716,400 | \$630,833 | +\$85,567 | +13.6% | \$675,000 | \$620,000 | +\$55,000 | +8.9% | \$3,582,000 | \$3,785,000 | -\$203,000 | -5.4% |
| Spreckelsville/Paia/Kuau | 2 | 3 | -1 | -33.3% | \$461,500 | \$413,667 | +\$47,833 | +11.6% | \$461,500 | \$370,000 | +\$91,500 | +24.7% | \$923,000 | \$1,241,000 | -\$318,000 | -25.6% |
| Wailea/Makena | 66 | 101 | -35 | -34.7% | \$1,728,350 | \$1,467,986 | +\$260,364 | +17.7% | \$1,247,500 | \$1,280,000 | -\$32,500 | -2.5% | \$114,071,081 | \$148,266,601 | -\$34,195,520 | -23.1% |
| Wailuku | 55 | 90 | -35 | -38.9% | \$429,622 | \$444,552 | -\$14,930 | -3.4% | \$395,000 | \$467,500 | -\$72,500 | -15.5% | \$23,629,198 | \$40,009,645 | -\$16,380,447 | -40.9% |
| Lanai | 3 | 2 | +1 | +50.0% | \$1,136,000 | \$174,000 | +\$962,000 | +552.9% | \$850,000 | \$174,000 | +\$676,000 | +388.5% | \$3,408,000 | \$348,000 | +\$3,060,000 | +879.3% |
| Molokai | 14 | 12 | +2 | +16.7% | \$185,679 | \$165,296 | +\$20,382 | +12.3% | \$180,000 | \$150,000 | +\$30,000 | +20.0% | \$2,599,500 | \$1,983,555 | +\$615,945 | +31.1% |
| All MLS | 767 | 1,048 | -281 | -26.8% | \$832,182 | \$713,904 | +\$118,278 | +16.6% | \$590,000 | \$524,000 | +\$66,000 | +12.6% | \$638,283,574 | \$748,171,271 | -\$109,887,697 | -14.7% |

Leasehold Condominium Sales – Year to Date

August 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

| Area Name | Number of Sales | | | | Average Sales Price | | | | Median Sales Price | | | | Total Dollar Volume | | | |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
| | Aug-20 YTD Sales | Aug-19 YTD Sales | Unit Change | Percent Change | Aug-20 YTD Average | Aug-19 YTD Average | Dollar Change | Percent Change | Aug-20 YTD Median | Aug-19 YTD Median | Dollar Change | Percent Change | Aug-20 YTD Volume | Aug-19 YTD Volume | Dollar Change | Percent Change |
| Haiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Hana | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Honokohau | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kaanapali | 11 | 7 | +4 | +57.1% | \$446,682 | \$445,857 | +\$825 | +0.2% | \$405,000 | \$340,000 | +\$65,000 | +19.1% | \$4,913,500 | \$3,121,000 | +\$1,792,500 | +57.4% |
| 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 | 6 | 4 | +2 | +50.0% | \$378,167 | \$383,500 | -\$5,333 | -1.4% | \$352,500 | \$354,500 | -\$2,000 | -0.6% | \$2,269,000 | \$1,534,000 | +\$735,000 | +47.9% |
| Kipahulu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kula/Ulupalakua/Kanaio | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Lahaina | 3 | 0 | +3 | -- | \$226,667 | -- | -- | -- | \$200,000 | -- | -- | -- | \$680,000 | \$0 | +\$680,000 | -- |
| Maalaea | 15 | 7 | +8 | +114.3% | \$336,333 | \$369,286 | -\$32,952 | -8.9% | \$299,000 | \$325,000 | -\$26,000 | -8.0% | \$5,045,000 | \$2,585,000 | +\$2,460,000 | +95.2% |
| Makawao/Olinda/Haliimaile | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Maui Meadows | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Nahiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Napili/Kahana/Honokowai | 27 | 23 | +4 | +17.4% | \$306,829 | \$190,720 | +\$116,109 | +60.9% | \$167,500 | \$160,000 | +\$7,500 | +4.7% | \$8,284,375 | \$4,386,549 | +\$3,897,826 | +88.9% |
| Olowalu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Pukalani | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Spreckelsville/Paia/Kuau | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Wailea/Makena | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Wailuku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Lanai | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Molokai | 1 | 1 | 0 | 0.0% | \$90,000 | \$66,600 | +\$23,400 | +35.1% | \$90,000 | \$66,600 | +\$23,400 | +35.1% | \$90,000 | \$66,600 | +\$23,400 | +35.1% |
| All MLS | 63 | 42 | +21 | +50.0% | \$337,808 | \$278,408 | +\$59,399 | +21.3% | \$270,000 | \$210,000 | +\$60,000 | +28.6% | \$21,281,875 | \$11,693,149 | +\$9,588,726 | +82.0% |

Land Sales – Year to Date

August 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

| Area Name | Number of Sales | | | | Average Sales Price | | | | Median Sales Price | | | | Total Dollar Volume | | | |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|---------------|----------------|
| | Aug-20 YTD Sales | Aug-19 YTD Sales | Unit Change | Percent Change | Aug-20 YTD Average | Aug-19 YTD Average | Dollar Change | Percent Change | Aug-20 YTD Median | Aug-19 YTD Median | Dollar Change | Percent Change | Aug-20 YTD Volume | Aug-19 YTD Volume | Dollar Change | Percent Change |
| Haiku | 28 | 25 | +3 | +12.0% | \$549,217 | \$440,995 | +\$108,222 | +24.5% | \$424,500 | \$445,000 | -\$20,500 | -4.6% | \$15,378,087 | \$11,024,875 | +\$4,353,212 | +39.5% |
| Hana | 5 | 6 | -1 | -16.7% | \$1,134,800 | \$669,500 | +\$465,300 | +69.5% | \$825,000 | \$647,500 | +\$177,500 | +27.4% | \$5,674,000 | \$4,017,000 | +\$1,657,000 | +41.2% |
| Honokohau | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kaanapali | 5 | 7 | -2 | -28.6% | \$455,715 | \$752,500 | -\$296,785 | -39.4% | \$370,000 | \$820,000 | -\$450,000 | -54.9% | \$2,278,575 | \$5,267,500 | -\$2,988,925 | -56.7% |
| Kahakuloa | 4 | 1 | +3 | +300.0% | \$435,000 | \$360,000 | +\$75,000 | +20.8% | \$433,750 | \$360,000 | +\$73,750 | +20.5% | \$1,740,000 | \$360,000 | +\$1,380,000 | +383.3% |
| Kahului | 1 | 0 | +1 | -- | \$225,000 | -- | -- | -- | \$225,000 | -- | -- | -- | \$225,000 | \$0 | +\$225,000 | -- |
| Kapalua | 5 | 2 | +3 | +150.0% | \$2,260,000 | \$1,575,000 | +\$685,000 | +43.5% | \$800,000 | \$1,575,000 | -\$775,000 | -49.2% | \$11,300,000 | \$3,150,000 | +\$8,150,000 | +258.7% |
| Kaupo | 0 | 1 | -1 | -100.0% | -- | \$275,000 | -- | -- | -- | \$275,000 | -- | -- | \$0 | \$275,000 | -\$275,000 | -100.0% |
| Keanae | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kihei | 3 | 7 | -4 | -57.1% | \$523,333 | \$754,100 | -\$230,767 | -30.6% | \$330,000 | \$486,700 | -\$156,700 | -32.2% | \$1,570,000 | \$5,278,700 | -\$3,708,700 | -70.3% |
| Kipahulu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Kula/Ulupalakua/Kanaio | 24 | 16 | +8 | +50.0% | \$866,952 | \$522,938 | +\$344,015 | +65.8% | \$420,000 | \$415,000 | +\$5,000 | +1.2% | \$20,806,850 | \$8,367,000 | +\$12,439,850 | +148.7% |
| Lahaina | 3 | 7 | -4 | -57.1% | \$1,143,167 | \$1,519,500 | -\$376,333 | -24.8% | \$1,504,500 | \$1,737,500 | -\$233,000 | -13.4% | \$3,429,500 | \$10,636,500 | -\$7,207,000 | -67.8% |
| Maalaea | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Makawao/Olinda/Haliimaile | 5 | 7 | -2 | -28.6% | \$616,600 | \$586,143 | +\$30,457 | +5.2% | \$430,000 | \$460,000 | -\$30,000 | -6.5% | \$3,083,000 | \$4,103,000 | -\$1,020,000 | -24.9% |
| Maui Meadows | 1 | 2 | -1 | -50.0% | \$455,000 | \$470,500 | -\$15,500 | -3.3% | \$455,000 | \$470,500 | -\$15,500 | -3.3% | \$455,000 | \$941,000 | -\$486,000 | -51.6% |
| Nahiku | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Napili/Kahana/Honokowai | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Olowalu | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Pukalani | 2 | 6 | -4 | -66.7% | \$382,500 | \$475,750 | -\$93,250 | -19.6% | \$382,500 | \$442,875 | -\$60,375 | -13.6% | \$765,000 | \$2,854,500 | -\$2,089,500 | -73.2% |
| Spreckelsville/Paia/Kuau | 2 | 1 | +1 | +100.0% | \$2,275,000 | \$1,600,000 | +\$675,000 | +42.2% | \$2,275,000 | \$1,600,000 | +\$675,000 | +42.2% | \$4,550,000 | \$1,600,000 | +\$2,950,000 | +184.4% |
| Wailea/Makena | 2 | 17 | -15 | -88.2% | \$705,000 | \$3,496,853 | -\$2,791,853 | -79.8% | \$705,000 | \$1,075,000 | -\$370,000 | -34.4% | \$1,410,000 | \$59,446,500 | -\$58,036,500 | -97.6% |
| Wailuku | 10 | 16 | -6 | -37.5% | \$381,950 | \$485,755 | -\$103,805 | -21.4% | \$305,000 | \$450,000 | -\$145,000 | -32.2% | \$3,819,500 | \$7,286,330 | -\$3,466,830 | -47.6% |
| Lanai | 0 | 0 | 0 | -- | -- | -- | -- | -- | -- | -- | -- | -- | \$0 | \$0 | \$0 | -- |
| Molokai | 6 | 6 | 0 | 0.0% | \$134,917 | \$171,000 | -\$36,083 | -21.1% | \$107,500 | \$182,500 | -\$75,000 | -41.1% | \$809,500 | \$965,000 | -\$155,500 | -16.1% |
| All MLS | 106 | 127 | -21 | -16.5% | \$729,189 | \$1,003,703 | -\$274,514 | -27.4% | \$426,788 | \$500,000 | -\$73,213 | -14.6% | \$77,294,012 | \$125,572,905 | -\$48,278,893 | -38.4% |