

Monthly Indicators



December 2021

The 2021 housing market was one for the history books. After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent-up demand during the pandemic.

New Listings decreased 17.4 percent for Single Family homes and 1.9 percent for Condominium homes. Pending Sales decreased 38.2 percent for Single Family homes but increased 1.4 percent for Condominium homes. Inventory decreased 40.3 percent for Single Family homes and 78.9 percent for Condominium homes.

Median Sales Price increased 26.6 percent to \$1,075,000 for Single Family homes and 11.1 percent to \$700,000 for Condominium homes. Days on Market decreased 18.1 percent for Single Family homes and 46.3 percent for Condominium homes. Months Supply of Inventory decreased 51.4 percent for Single Family homes and 88.1 percent for Condominium homes.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

Quick Facts

+ 4.3%	+ 25.0%	- 64.1%
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

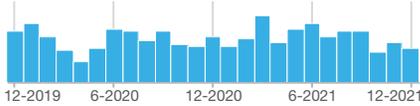
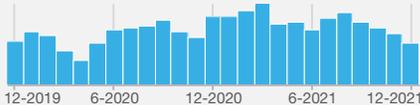
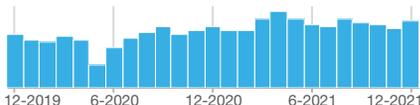
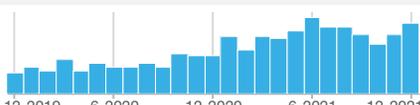
This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		121	100	- 17.4%	1,392	1,473	+ 5.8%
Pending Sales		123	76	- 38.2%	1,093	1,354	+ 23.9%
Closed Sales		108	120	+ 11.1%	1,059	1,378	+ 30.1%
Days on Market Until Sale		127	104	- 18.1%	135	116	- 14.1%
Median Sales Price		\$849,000	\$1,075,000	+ 26.6%	\$795,000	\$995,000	+ 25.2%
Average Sales Price		\$1,624,298	\$1,586,764	- 2.3%	\$1,173,030	\$1,722,922	+ 46.9%
Percent of List Price Received		96.7%	99.4%	+ 2.8%	97.0%	98.7%	+ 1.8%
Housing Affordability Index		62	47	- 24.2%	66	51	- 22.7%
Inventory of Homes for Sale		320	191	- 40.3%	—	—	—
Months Supply of Inventory		3.5	1.7	- 51.4%	—	—	—

Condominium Market Overview

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



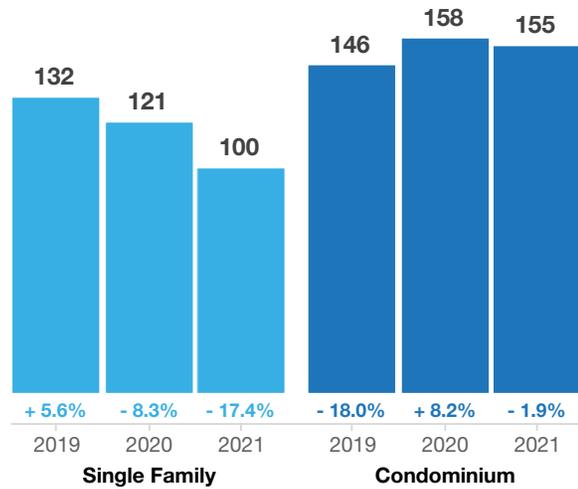
Key Metrics	Historical Sparkbars	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		158	155	- 1.9%	2,126	2,117	- 0.4%
Pending Sales		140	142	+ 1.4%	1,272	2,340	+ 84.0%
Closed Sales		171	174	+ 1.8%	1,361	2,315	+ 70.1%
Days on Market Until Sale		136	73	- 46.3%	143	120	- 16.1%
Median Sales Price		\$630,000	\$700,000	+ 11.1%	\$577,100	\$650,000	+ 12.6%
Average Sales Price		\$899,041	\$1,156,330	+ 28.6%	\$920,285	\$987,109	+ 7.3%
Percent of List Price Received		97.3%	100.2%	+ 3.0%	97.3%	98.9%	+ 1.6%
Housing Affordability Index		84	73	- 13.1%	91	78	- 14.3%
Inventory of Homes for Sale		714	151	- 78.9%	—	—	—
Months Supply of Inventory		6.7	0.8	- 88.1%	—	—	—

New Listings

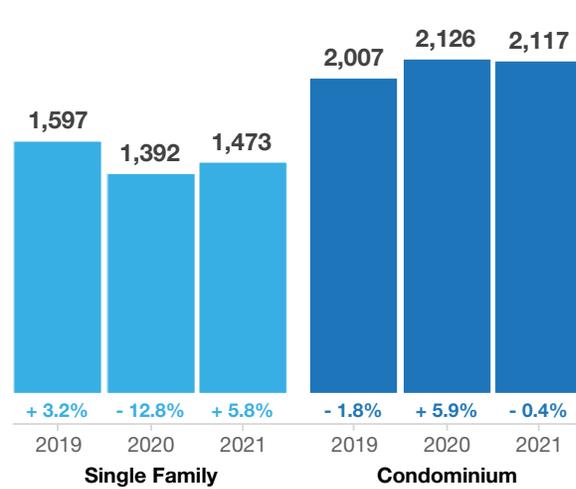
A count of the properties that have been newly listed on the market in a given month.



December

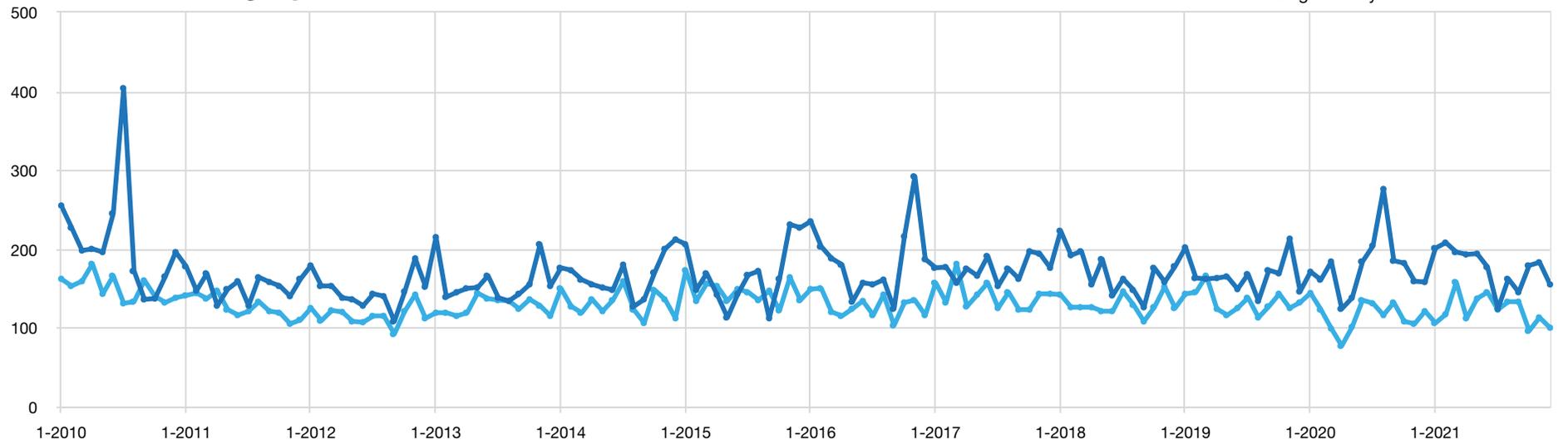


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2021	106	-26.4%	201	+17.5%
Feb-2021	117	-4.9%	208	+29.2%
Mar-2021	158	+59.6%	196	+6.5%
Apr-2021	112	+45.5%	193	+55.6%
May-2021	137	+35.6%	194	+40.6%
Jun-2021	145	+7.4%	177	-3.8%
Jul-2021	123	-6.1%	124	-39.2%
Aug-2021	133	+14.7%	162	-41.3%
Sep-2021	133	+0.8%	145	-21.6%
Oct-2021	96	-11.1%	179	-1.6%
Nov-2021	113	+7.6%	183	+15.1%
Dec-2021	100	-17.4%	155	-1.9%
12-Month Avg	123	+6.0%	176	-0.6%

Historical New Listings by Month

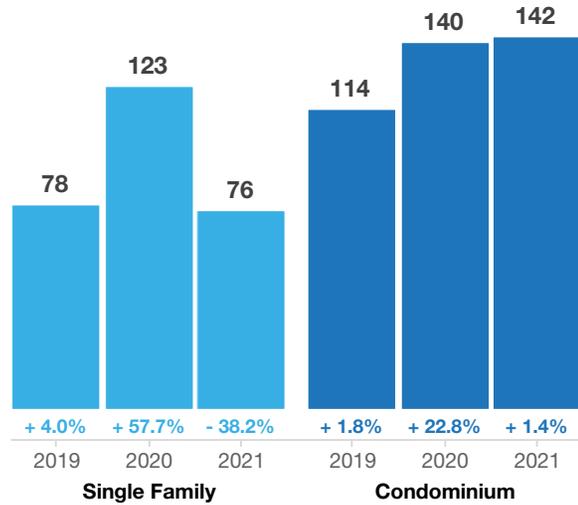


Pending Sales

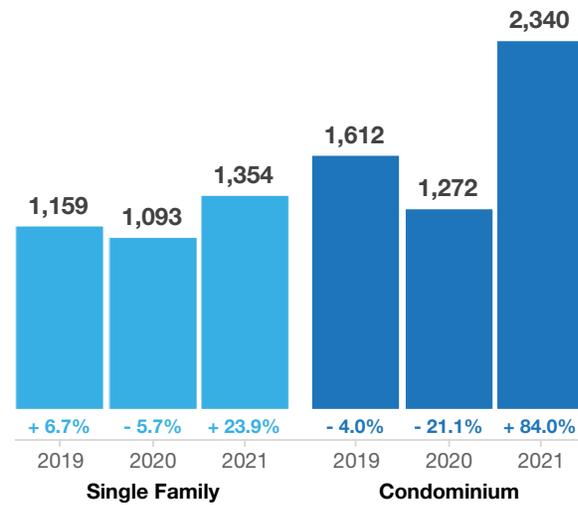
A count of the properties on which offers have been accepted in a given month.



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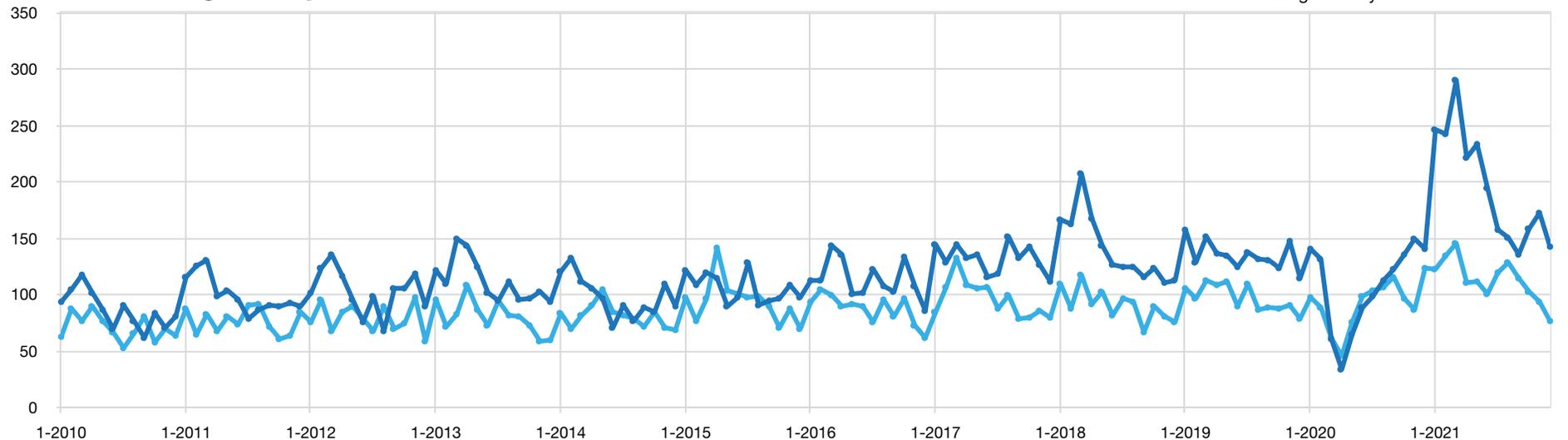


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2021	122	+ 25.8%	246	+ 75.7%
Feb-2021	134	+ 52.3%	242	+ 84.7%
Mar-2021	145	+ 137.7%	290	+ 383.3%
Apr-2021	110	+ 144.4%	221	+ 569.7%
May-2021	111	+ 48.0%	233	+ 264.1%
Jun-2021	100	+ 2.0%	194	+ 120.5%
Jul-2021	119	+ 15.5%	157	+ 60.2%
Aug-2021	128	+ 20.8%	150	+ 33.9%
Sep-2021	114	- 0.9%	135	+ 10.7%
Oct-2021	102	+ 6.3%	158	+ 17.0%
Nov-2021	93	+ 8.1%	172	+ 15.4%
Dec-2021	76	- 38.2%	142	+ 1.4%
12-Month Avg	113	+ 24.2%	195	+ 84.0%

Historical Pending Sales by Month

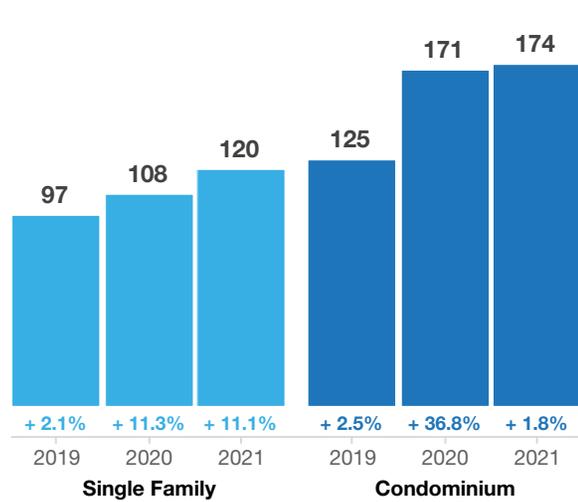


Closed Sales

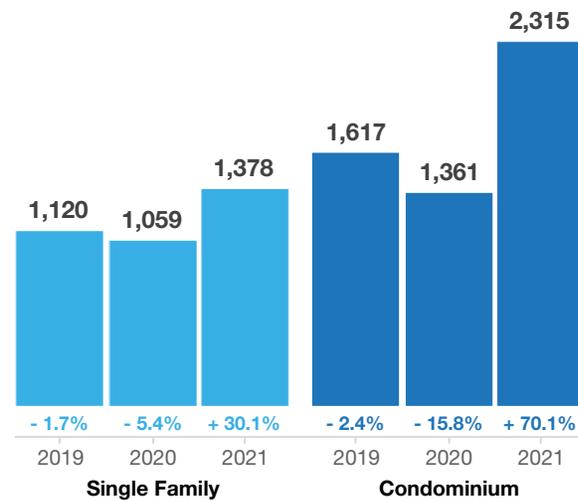
A count of the actual sales that closed in a given month.



December

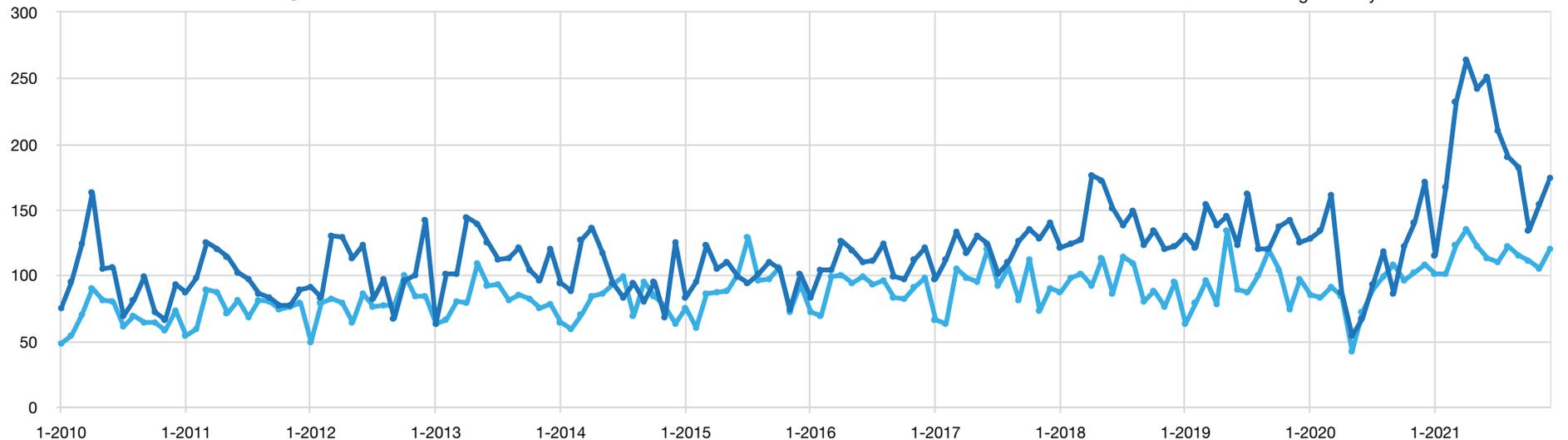


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2021	101	+ 18.8%	115	- 10.2%
Feb-2021	101	+ 21.7%	167	+ 24.6%
Mar-2021	123	+ 35.2%	232	+ 44.1%
Apr-2021	135	+ 60.7%	264	+ 203.4%
May-2021	122	+ 190.5%	242	+ 348.1%
Jun-2021	113	+ 56.9%	251	+ 274.6%
Jul-2021	110	+ 23.6%	210	+ 125.8%
Aug-2021	122	+ 23.2%	190	+ 61.0%
Sep-2021	115	+ 6.5%	182	+ 111.6%
Oct-2021	111	+ 15.6%	134	+ 9.8%
Nov-2021	105	+ 2.9%	154	+ 10.0%
Dec-2021	120	+ 11.1%	174	+ 1.8%
12-Month Avg	115	+ 30.7%	193	+ 70.8%

Historical Closed Sales by Month

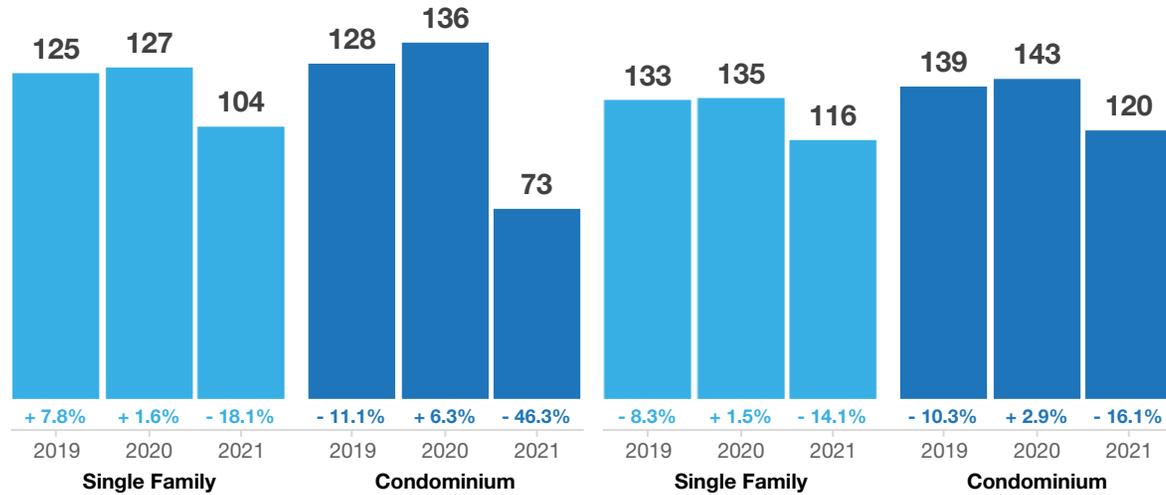


Days on Market Until Sale

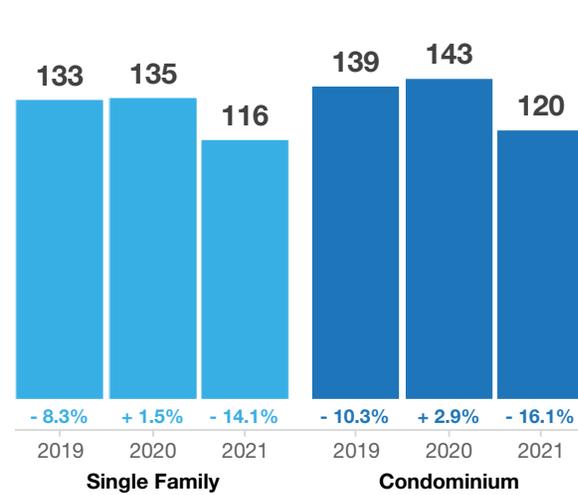
Average number of days between when a property is listed and when it closed in a given month.



December



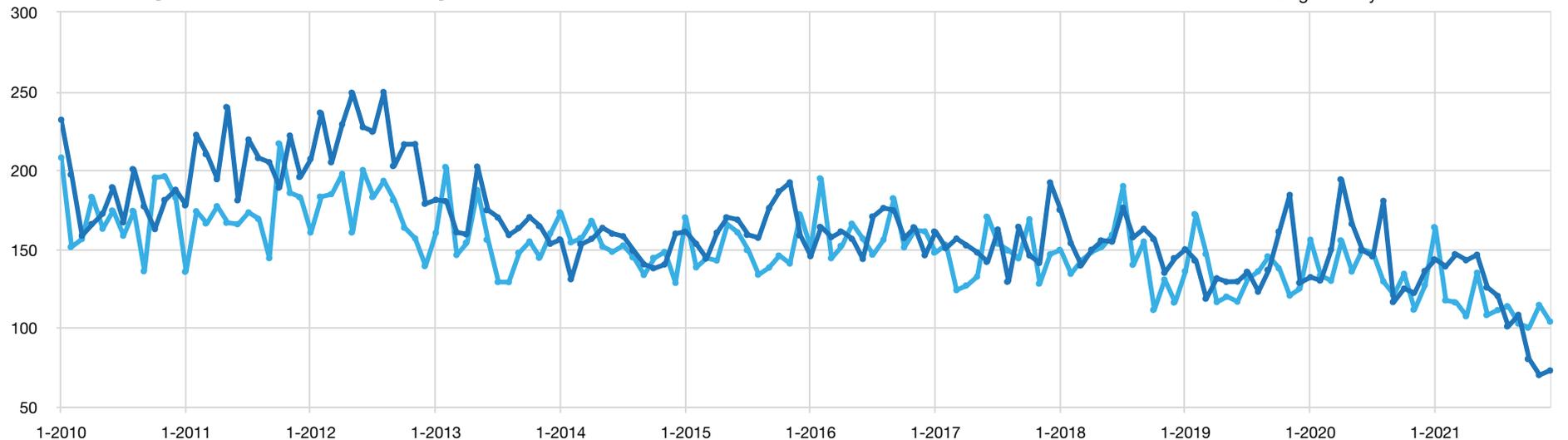
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2021	164	+ 5.1%	143	+ 8.3%
Feb-2021	117	- 12.0%	139	+ 6.9%
Mar-2021	116	- 10.8%	147	- 2.0%
Apr-2021	107	- 31.0%	143	- 26.3%
May-2021	135	- 0.7%	146	- 12.0%
Jun-2021	108	- 28.0%	126	- 15.4%
Jul-2021	111	- 25.0%	120	- 17.2%
Aug-2021	114	- 11.6%	101	- 43.9%
Sep-2021	103	- 14.9%	108	- 6.9%
Oct-2021	100	- 25.4%	80	- 36.0%
Nov-2021	114	+ 2.7%	70	- 42.6%
Dec-2021	104	- 18.1%	73	- 46.3%
12-Month Avg*	116	- 14.1%	120	- 16.2%

* Days on Market for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

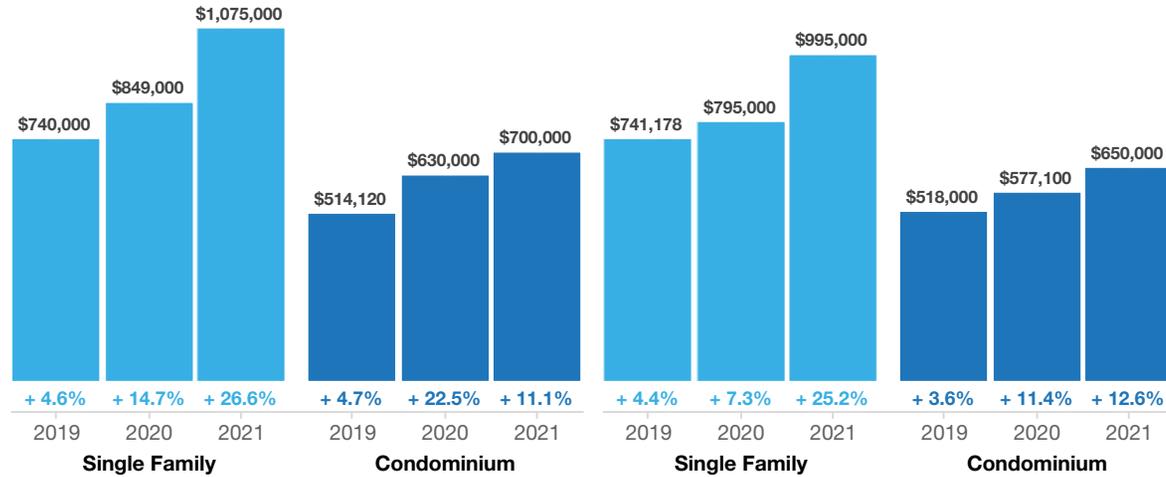


Median Sales Price

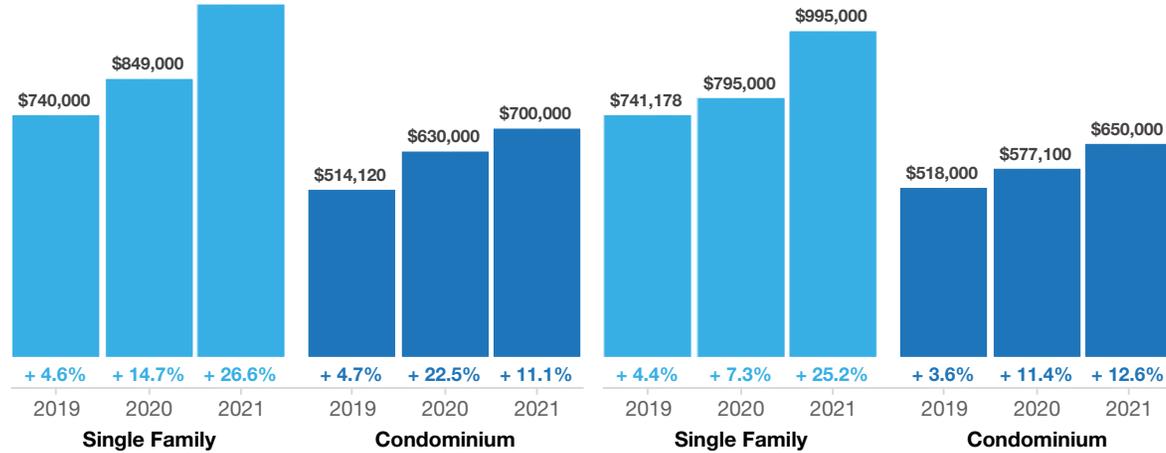
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



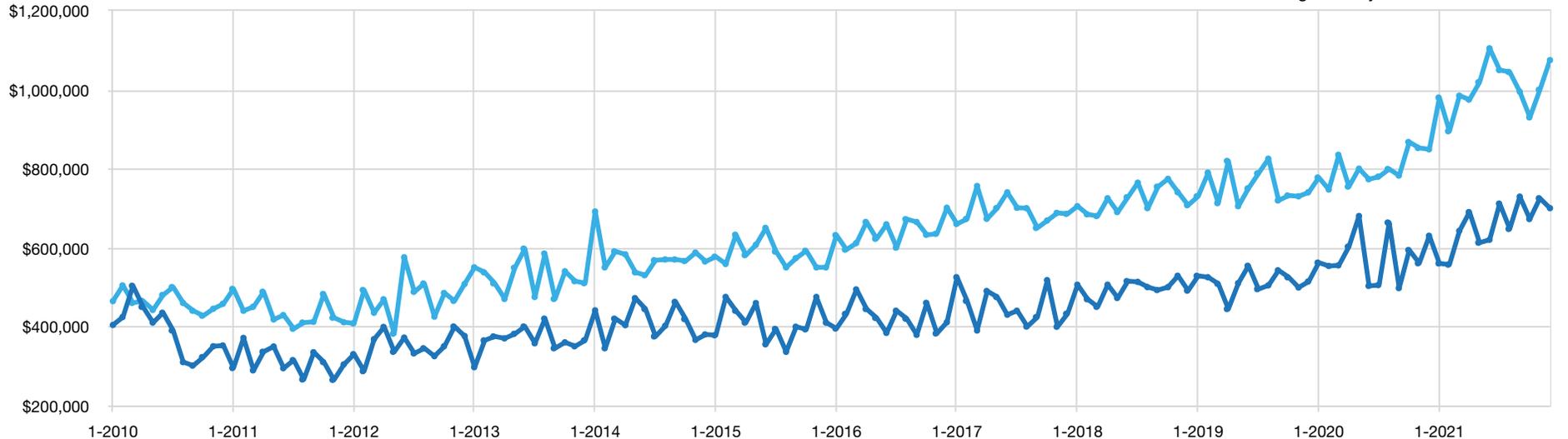
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2021	\$980,000	+ 26.0%	\$560,000	- 0.4%
Feb-2021	\$895,000	+ 19.8%	\$556,990	+ 0.6%
Mar-2021	\$985,000	+ 18.0%	\$642,500	+ 15.8%
Apr-2021	\$975,000	+ 29.2%	\$690,000	+ 14.5%
May-2021	\$1,019,000	+ 27.4%	\$612,500	- 9.9%
Jun-2021	\$1,105,000	+ 42.9%	\$620,000	+ 23.3%
Jul-2021	\$1,050,000	+ 34.7%	\$711,500	+ 40.9%
Aug-2021	\$1,045,000	+ 30.8%	\$647,500	- 2.4%
Sep-2021	\$995,000	+ 27.2%	\$729,125	+ 46.6%
Oct-2021	\$930,000	+ 7.2%	\$672,500	+ 13.2%
Nov-2021	\$1,000,000	+ 17.3%	\$725,000	+ 29.3%
Dec-2021	\$1,075,000	+ 26.6%	\$700,000	+ 11.1%
12-Month Avg*	\$995,000	+ 25.2%	\$650,000	+ 12.6%

* Median Sales Price for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

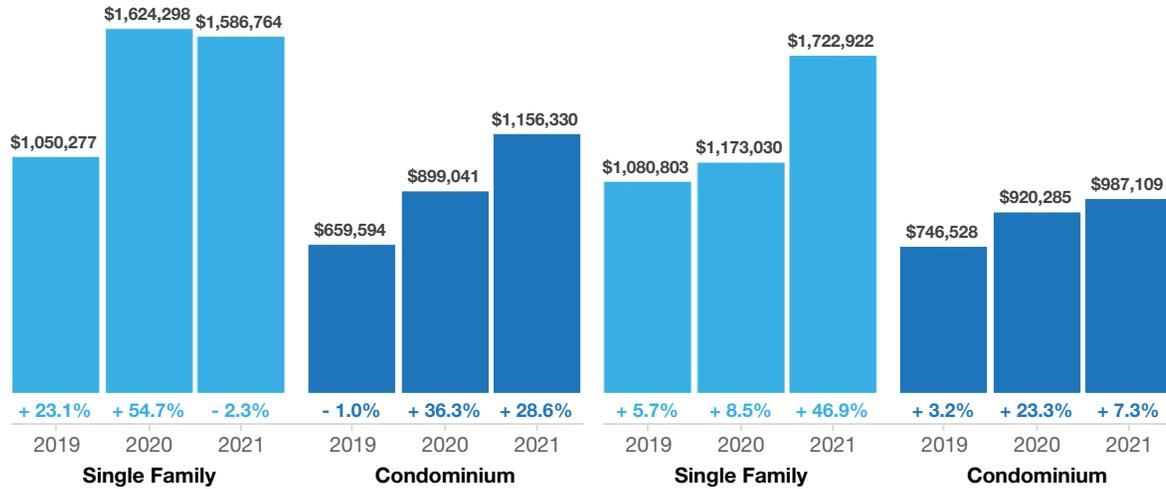


Average Sales Price

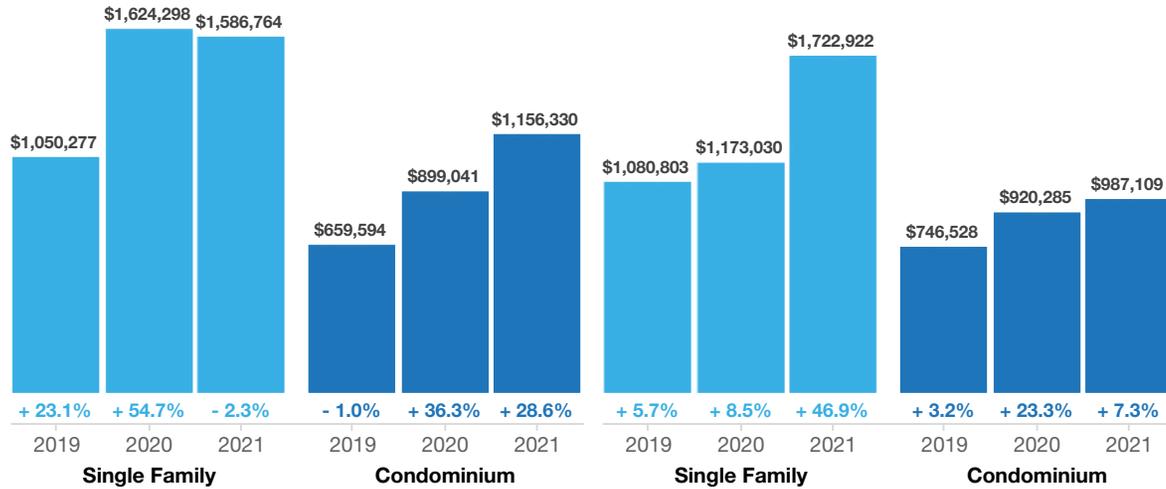
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



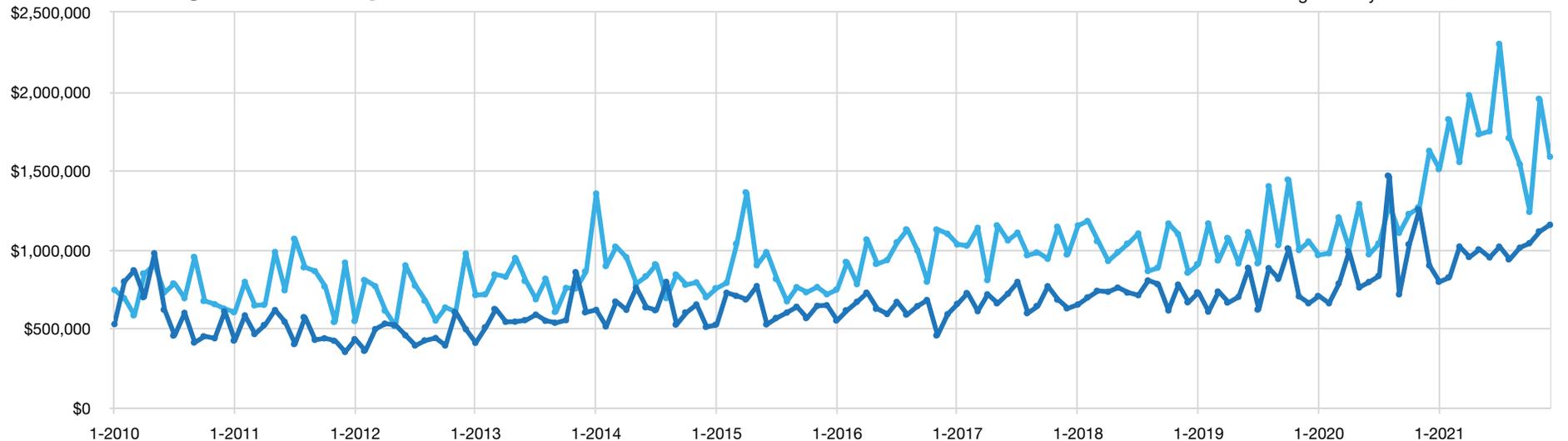
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2021	\$1,508,568	+ 56.3%	\$795,440	+ 12.7%
Feb-2021	\$1,824,061	+ 86.8%	\$822,458	+ 24.7%
Mar-2021	\$1,553,529	+ 29.2%	\$1,018,389	+ 29.8%
Apr-2021	\$1,976,282	+ 96.2%	\$952,459	- 3.5%
May-2021	\$1,729,389	+ 34.3%	\$1,000,564	+ 31.8%
Jun-2021	\$1,748,405	+ 80.3%	\$949,719	+ 19.6%
Jul-2021	\$2,301,004	+ 121.8%	\$1,017,905	+ 22.3%
Aug-2021	\$1,705,485	+ 32.8%	\$937,688	- 36.1%
Sep-2021	\$1,539,285	+ 39.3%	\$1,011,215	+ 41.2%
Oct-2021	\$1,238,060	+ 1.1%	\$1,039,926	+ 0.7%
Nov-2021	\$1,953,527	+ 54.3%	\$1,114,197	- 11.1%
Dec-2021	\$1,586,764	- 2.3%	\$1,156,330	+ 28.6%
12-Month Avg*	\$1,722,922	+ 46.9%	\$987,109	+ 7.3%

* Avg. Sales Price for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

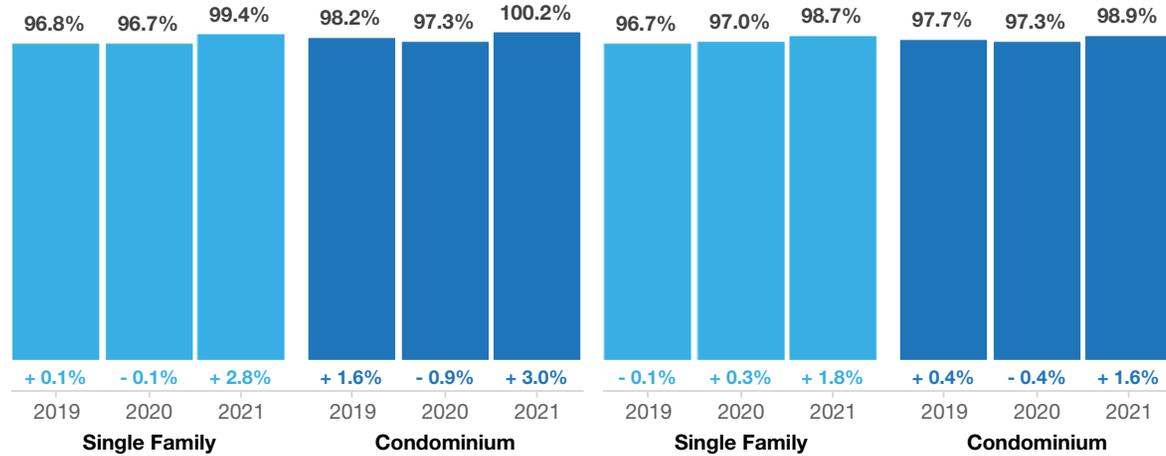


Percent of List Price Received

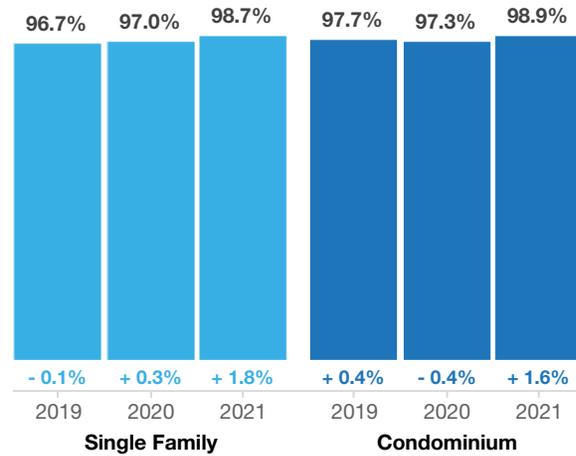
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



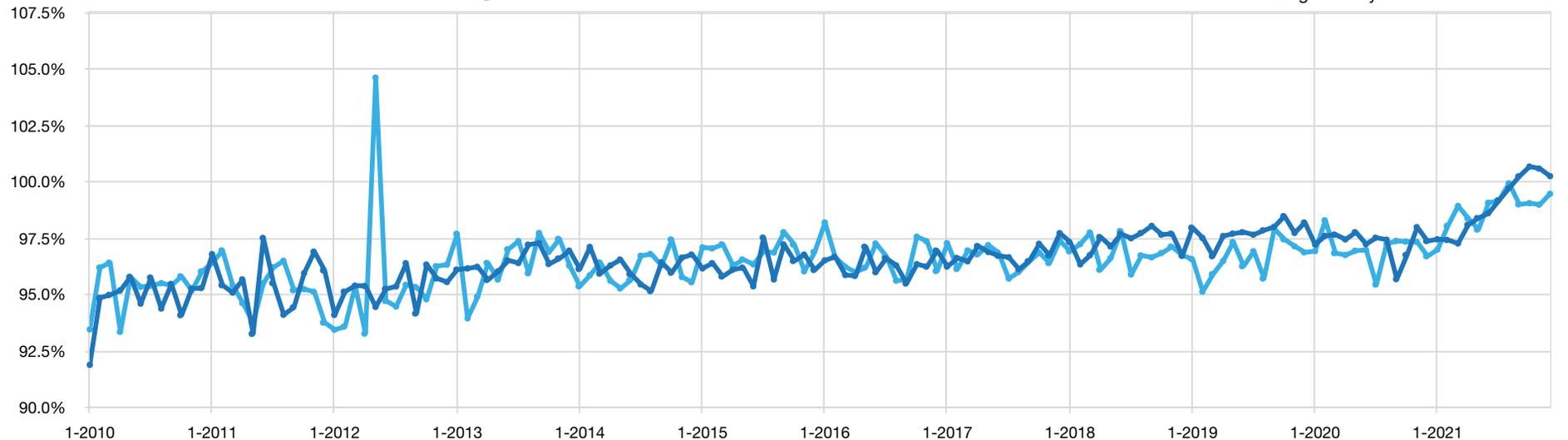
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2021	97.0%	+ 0.1%	97.4%	+ 0.2%
Feb-2021	98.0%	- 0.3%	97.4%	- 0.2%
Mar-2021	98.9%	+ 2.2%	97.2%	- 0.4%
Apr-2021	98.4%	+ 1.8%	98.1%	+ 0.7%
May-2021	97.9%	+ 1.0%	98.4%	+ 0.7%
Jun-2021	99.0%	+ 2.1%	98.6%	+ 1.4%
Jul-2021	99.1%	+ 3.9%	99.1%	+ 1.6%
Aug-2021	99.9%	+ 2.8%	99.7%	+ 2.4%
Sep-2021	99.0%	+ 1.6%	100.2%	+ 4.7%
Oct-2021	99.0%	+ 1.7%	100.7%	+ 4.1%
Nov-2021	99.0%	+ 1.7%	100.6%	+ 2.7%
Dec-2021	99.4%	+ 2.8%	100.2%	+ 3.0%
12-Month Avg*	98.7%	+ 1.8%	98.9%	+ 1.6%

* Pct. of List Price Received for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

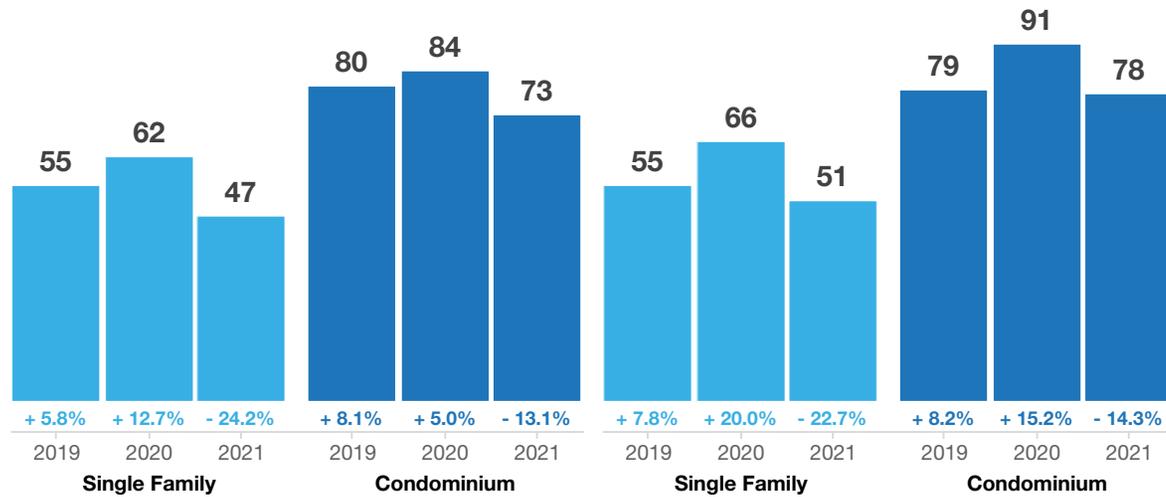


Housing Affordability Index

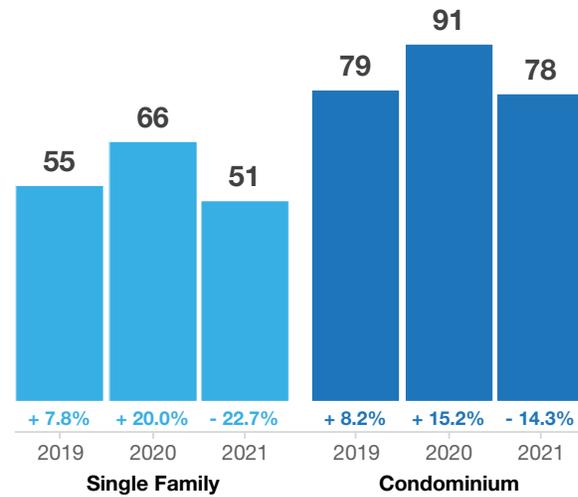
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

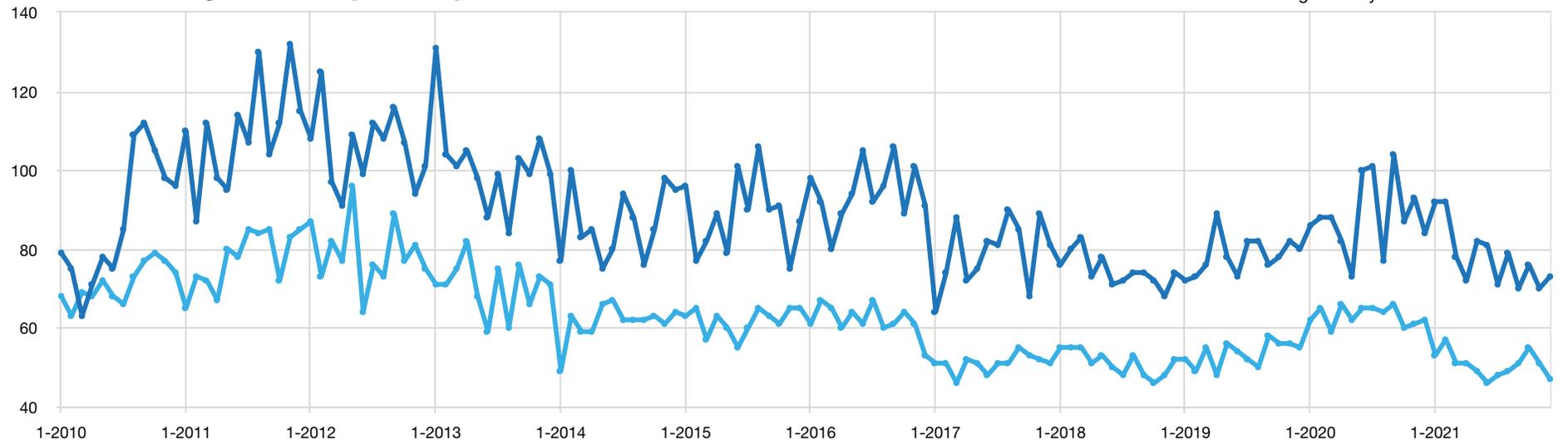


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2021	53	-14.5%	92	+7.0%
Feb-2021	57	-12.3%	92	+4.5%
Mar-2021	51	-13.6%	78	-11.4%
Apr-2021	51	-22.7%	72	-12.2%
May-2021	49	-21.0%	82	+12.3%
Jun-2021	46	-29.2%	81	-19.0%
Jul-2021	48	-26.2%	71	-29.7%
Aug-2021	49	-23.4%	79	+2.6%
Sep-2021	51	-22.7%	70	-32.7%
Oct-2021	55	-8.3%	76	-12.6%
Nov-2021	51	-16.4%	70	-24.7%
Dec-2021	47	-24.2%	73	-13.1%
12-Month Avg	51	-19.0%	78	-12.4%

Historical Housing Affordability Index by Month

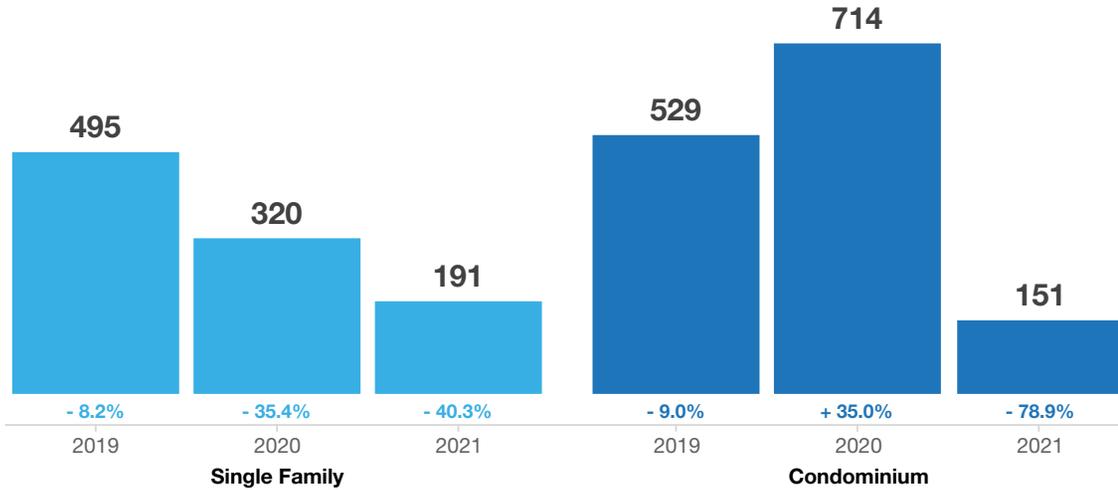


Inventory of Homes for Sale

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

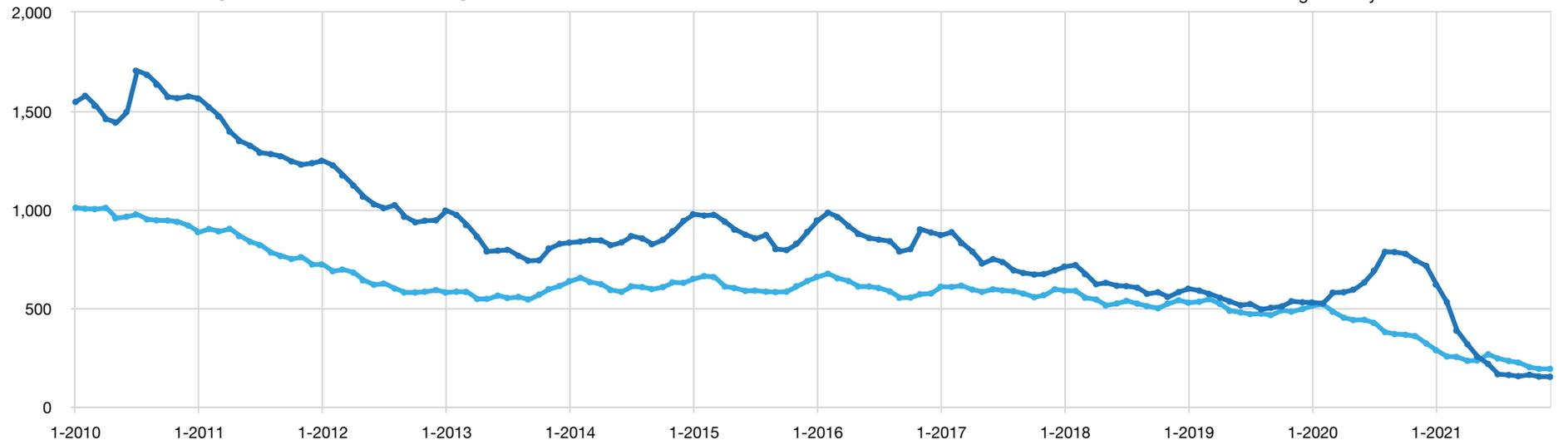


December



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2021	286	- 44.0%	619	+ 17.2%
Feb-2021	254	- 51.0%	530	+ 1.1%
Mar-2021	252	- 47.6%	385	- 33.4%
Apr-2021	232	- 48.6%	316	- 45.5%
May-2021	234	- 46.7%	253	- 57.3%
Jun-2021	265	- 39.8%	216	- 65.7%
Jul-2021	244	- 42.5%	164	- 76.2%
Aug-2021	231	- 38.9%	160	- 79.6%
Sep-2021	223	- 39.4%	154	- 80.4%
Oct-2021	200	- 45.1%	161	- 79.2%
Nov-2021	191	- 46.5%	152	- 79.5%
Dec-2021	191	- 40.3%	151	- 78.9%
12-Month Avg	234	- 44.4%	272	- 58.8%

Historical Inventory of Homes for Sale by Month

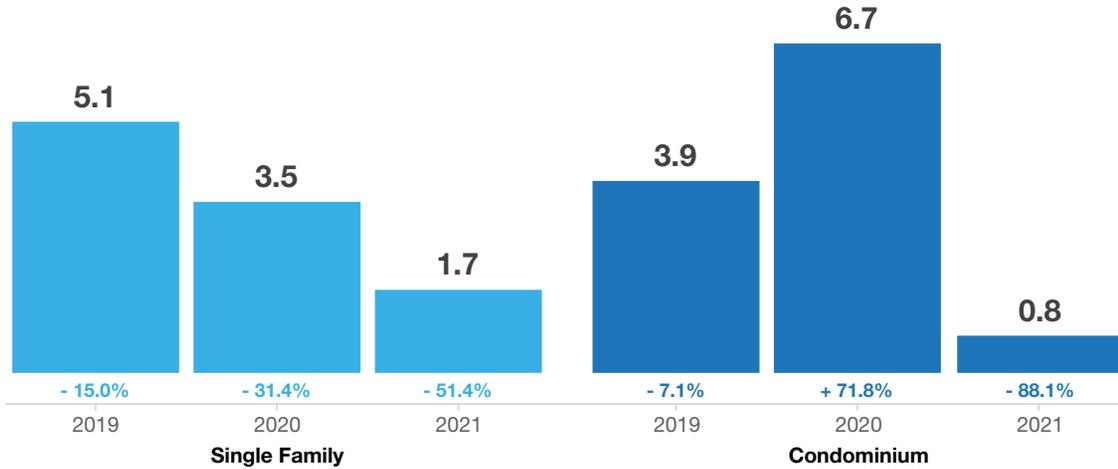


Months Supply of Inventory

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.



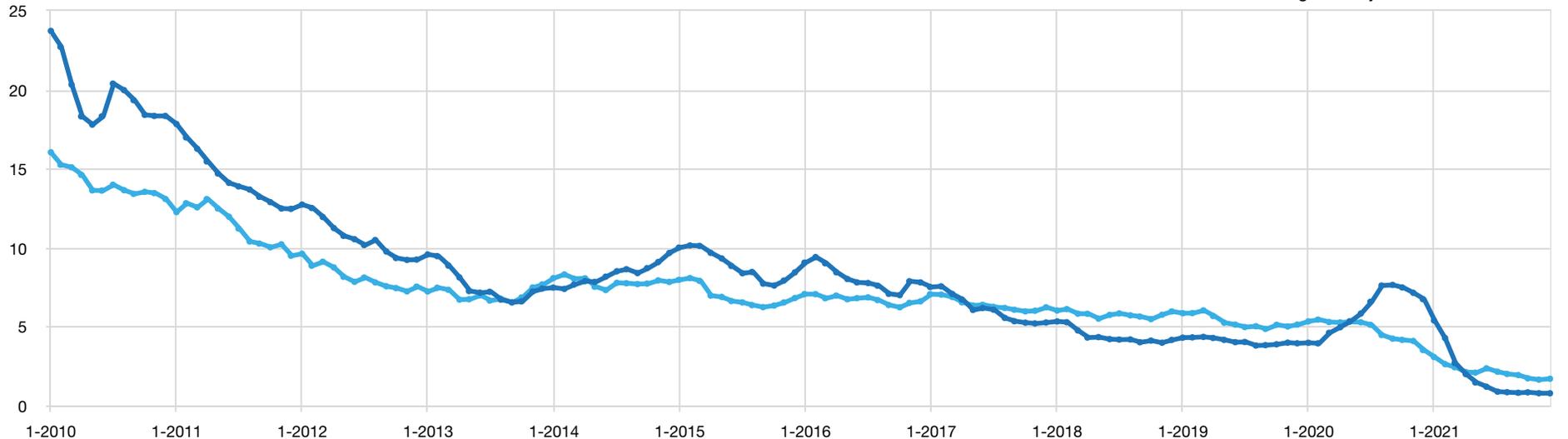
December



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2021	3.1	- 41.5%	5.4	+ 35.0%
Feb-2021	2.6	- 51.9%	4.3	+ 10.3%
Mar-2021	2.4	- 54.7%	2.7	- 41.3%
Apr-2021	2.1	- 60.4%	2.0	- 60.0%
May-2021	2.1	- 60.4%	1.5	- 71.7%
Jun-2021	2.4	- 54.7%	1.2	- 79.3%
Jul-2021	2.1	- 58.8%	0.9	- 86.4%
Aug-2021	2.0	- 55.6%	0.8	- 89.5%
Sep-2021	1.9	- 54.8%	0.8	- 89.5%
Oct-2021	1.7	- 59.5%	0.8	- 89.3%
Nov-2021	1.6	- 61.0%	0.8	- 88.7%
Dec-2021	1.7	- 51.4%	0.8	- 88.1%
12-Month Avg*	2.1	- 55.1%	1.8	- 69.5%

* Months Supply for all properties from January 2021 through December 2021. 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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		304	270	- 11.2%	3,877	3,982	+ 2.7%
Pending Sales		285	235	- 17.5%	2,584	4,094	+ 58.4%
Closed Sales		304	317	+ 4.3%	2,626	4,094	+ 55.9%
Days on Market Until Sale		136	92	- 32.4%	145	126	- 13.1%
Median Sales Price		\$720,000	\$900,000	+ 25.0%	\$700,000	\$807,500	+ 15.4%
Average Sales Price		\$1,146,448	\$1,313,972	+ 14.6%	\$1,007,475	\$1,230,902	+ 22.2%
Percent of List Price Received		96.8%	99.6%	+ 2.9%	96.9%	98.5%	+ 1.7%
Housing Affordability Index		73	57	- 21.9%	75	63	- 16.0%
Inventory of Homes for Sale		1,302	468	- 64.1%	—	—	—
Months Supply of Inventory		6.0	1.4	- 76.7%	—	—	—

Single Family Monthly Sales Volume

December 2021



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	December 2021			November 2021			December 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	5	\$5,992,808	\$1,050,000	7	\$12,278,800	\$1,700,000	11	\$10,767,605	\$950,000
Hana	0	--	--	1	\$1,075,000	\$1,075,000	3	\$5,592,000	\$1,428,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$3,000,000	\$3,000,000	1	\$2,300,000	\$2,300,000	4	\$13,074,999	\$3,400,000
Kahakuloa	1	\$1,430,000	\$1,430,000	0	--	--	0	--	--
Kahului	13	\$11,847,600	\$915,000	13	\$11,714,000	\$870,000	8	\$6,125,100	\$740,000
Kapalua	2	\$9,050,000	\$4,525,000	2	\$13,200,000	\$6,600,000	5	\$40,895,000	\$4,450,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	20	\$39,768,834	\$1,100,000	11	\$10,933,333	\$975,000	21	\$21,800,000	\$839,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	8	\$10,630,425	\$1,390,000	11	\$22,420,000	\$1,889,000	2	\$1,315,000	\$657,500
Lahaina	7	\$19,399,500	\$2,015,000	9	\$14,368,000	\$855,000	4	\$5,110,000	\$847,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	11	\$12,372,000	\$1,125,000	9	\$9,990,500	\$978,000	5	\$5,645,000	\$805,000
Maui Meadows	5	\$11,741,000	\$2,175,000	2	\$3,880,000	\$1,940,000	3	\$4,790,000	\$1,600,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$3,210,000	\$1,605,000	5	\$15,385,000	\$1,014,000	8	\$7,544,000	\$927,500
Olowalu	1	\$810,000	\$810,000	0	--	--	0	--	--
Pukalani	5	\$5,554,650	\$1,136,000	3	\$5,050,000	\$1,300,000	8	\$8,428,000	\$845,000
Spreckelsville/Paia/Kuau	4	\$6,898,640	\$1,249,320	1	\$4,300,000	\$4,300,000	2	\$1,557,000	\$778,500
Wailea/Makena	3	\$14,500,000	\$5,350,000	4	\$56,450,000	\$15,250,000	3	\$25,650,000	\$3,800,000
Wailuku	26	\$25,957,204	\$836,325	21	\$18,130,746	\$829,880	19	\$15,954,438	\$744,000
Lanai	2	\$1,604,000	\$802,000	2	\$1,375,000	\$687,500	0	--	--
Molokai	4	\$6,645,000	\$1,300,000	3	\$2,270,000	\$600,000	2	\$1,176,000	\$588,000
All MLS	120	\$190,411,661	\$1,075,000	105	\$205,120,379	\$1,000,000	108	\$175,424,142	\$849,000

Condominium Monthly Sales Volume

December 2021



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	December 2021			November 2021			December 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	1	\$567,000	\$567,000	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	12	\$18,132,000	\$1,212,500	13	\$25,222,000	\$1,500,000	13	\$14,267,000	\$950,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	7	\$1,278,500	\$182,000	6	\$969,500	\$160,000	1	\$92,500	\$92,500
Kapalua	11	\$35,704,000	\$1,250,000	12	\$27,381,500	\$1,375,000	13	\$22,107,500	\$1,250,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	65	\$49,101,797	\$699,000	55	\$39,230,790	\$680,000	54	\$33,655,591	\$532,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	4	\$2,257,000	\$666,000	8	\$5,060,000	\$650,500	17	\$9,597,630	\$536,990
Maalaea	9	\$5,378,500	\$515,000	3	\$1,914,000	\$570,000	2	\$1,090,000	\$545,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	28	\$16,119,838	\$574,944	26	\$16,864,000	\$583,000	24	\$12,566,790	\$474,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	1	\$1,127,000	\$1,127,000	2	\$1,290,000	\$645,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	24	\$66,736,290	\$2,170,000	16	\$49,067,000	\$2,336,500	29	\$52,994,550	\$1,498,000
Wailuku	8	\$4,797,500	\$578,500	12	\$4,451,500	\$408,750	12	\$5,487,900	\$429,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	5	\$1,129,000	\$225,000	2	\$299,000	\$149,500	4	\$586,500	\$129,500
All MLS	174	\$201,201,425	\$700,000	154	\$171,586,290	\$725,000	171	\$153,735,961	\$630,000

Land Monthly Sales Volume

December 2021



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	December 2021			November 2021			December 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	4	\$2,765,000	\$702,500	3	\$1,543,500	\$468,500	5	\$2,469,000	\$399,000
Hana	1	\$390,000	\$390,000	2	\$3,081,700	\$1,950,000	1	\$625,000	\$625,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$1,100,000	\$1,100,000	0	--	--	3	\$1,455,000	\$375,000
Kahakuloa	0	--	--	0	--	--	1	\$319,000	\$319,000
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	1	\$1,200,000	\$1,200,000	5	\$5,550,000	\$1,100,000	1	\$950,000	\$950,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	1	\$2,200,000	\$2,200,000	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	4	\$8,498,000	\$789,000	4	\$4,910,000	\$1,205,000	6	\$3,060,000	\$410,000
Lahaina	4	\$5,400,000	\$1,275,000	1	\$1,500,000	\$1,500,000	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	3	\$1,541,000	\$515,000	0	--	--	3	\$2,175,000	\$675,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	3	\$1,500,000	\$500,000	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	1	\$350,000	\$350,000	0	--	--
Wailea/Makena	1	\$960,000	\$960,000	1	\$6,850,000	\$6,850,000	2	\$6,750,000	\$3,375,000
Wailuku	2	\$800,000	\$400,000	2	\$549,000	\$274,500	3	\$1,557,000	\$587,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$62,000	\$62,000	6	\$739,542	\$88,271	0	--	--
All MLS	23	\$24,916,000	\$785,000	28	\$26,573,742	\$500,000	25	\$19,360,000	\$587,000

Single Family Sales – Year to Date

December 2021 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-21 YTD Sales	Dec-20 YTD Sales	Unit Change	Percent Change	Dec-21 YTD Average	Dec-20 YTD Average	Dollar Change	Percent Change	Dec-21 YTD Median	Dec-20 YTD Median	Dollar Change	Percent Change	Dec-21 YTD Volume	Dec-20 YTD Volume	Dollar Change	Percent Change
Haiku	103	99	+4	+4.0%	\$1,456,351	\$1,142,103	+\$314,247	+27.5%	\$1,225,000	\$950,000	+\$275,000	+28.9%	\$150,004,107	\$113,068,239	+\$36,935,868	+32.7%
Hana	10	10	0	0.0%	\$876,400	\$1,357,500	-\$481,100	-35.4%	\$795,500	\$905,000	-\$109,500	-12.1%	\$8,764,000	\$13,575,000	-\$4,811,000	-35.4%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	53	28	+25	+89.3%	\$2,978,664	\$2,279,411	+\$699,253	+30.7%	\$2,387,000	\$2,050,000	+\$337,001	+16.4%	\$157,869,166	\$63,823,503	+\$94,045,663	+147.4%
Kahakuloa	3	0	+3	--	\$1,323,333	--	--	--	\$1,430,000	--	--	--	\$3,970,000	\$0	+\$3,970,000	--
Kahului	139	116	+23	+19.8%	\$838,304	\$708,684	+\$129,620	+18.3%	\$825,000	\$689,000	+\$136,000	+19.7%	\$116,524,300	\$82,207,370	+\$34,316,930	+41.7%
Kapalua	29	17	+12	+70.6%	\$4,972,328	\$5,340,412	-\$368,084	-6.9%	\$4,150,000	\$3,500,000	+\$650,000	+18.6%	\$144,197,500	\$90,787,000	+\$53,410,500	+58.8%
Kaupo	0	1	-1	-100.0%	--	\$230,500	--	--	--	\$230,500	--	--	\$0	\$230,500	-\$230,500	-100.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	201	157	+44	+28.0%	\$1,648,156	\$1,072,797	+\$575,359	+53.6%	\$1,000,000	\$840,000	+\$160,000	+19.0%	\$331,279,334	\$168,429,113	+\$162,850,221	+96.7%
Kipahulu	1	0	+1	--	\$425,000	--	--	--	\$425,000	--	--	--	\$425,000	\$0	+\$425,000	--
Kula/Ulupalakua/Kanaio	93	73	+20	+27.4%	\$1,545,863	\$1,121,346	+\$424,517	+37.9%	\$1,250,000	\$997,000	+\$253,000	+25.4%	\$143,765,275	\$81,858,263	+\$61,907,012	+75.6%
Lahaina	85	47	+38	+80.9%	\$2,525,184	\$1,759,416	+\$765,768	+43.5%	\$2,050,000	\$1,180,000	+\$870,000	+73.7%	\$214,640,673	\$82,692,556	+\$131,948,117	+159.6%
Maalaea	1	0	+1	--	\$2,475,000	--	--	--	\$2,475,000	--	--	--	\$2,475,000	\$0	+\$2,475,000	--
Makawao/Olinda/Haliimaile	83	75	+8	+10.7%	\$981,122	\$822,177	+\$158,944	+19.3%	\$860,000	\$687,500	+\$172,500	+25.1%	\$81,433,104	\$61,663,300	+\$19,769,804	+32.1%
Maui Meadows	37	25	+12	+48.0%	\$1,786,824	\$1,373,712	+\$413,112	+30.1%	\$1,650,000	\$1,200,000	+\$450,000	+37.5%	\$66,112,500	\$34,342,800	+\$31,769,700	+92.5%
Nahiku	0	1	-1	-100.0%	--	\$795,000	--	--	--	\$795,000	--	--	\$0	\$795,000	-\$795,000	-100.0%
Napili/Kahana/Honokowai	67	31	+36	+116.1%	\$1,702,088	\$1,851,280	-\$149,191	-8.1%	\$1,125,000	\$1,055,500	+\$69,500	+6.6%	\$114,039,927	\$57,313,390	+\$56,726,537	+99.0%
Olowalu	4	1	+3	+300.0%	\$5,365,000	\$1,125,000	+\$4,240,000	+376.9%	\$6,225,000	\$1,125,000	+\$5,100,000	+453.3%	\$21,460,000	\$1,125,000	+\$20,335,000	+1,807.6%
Pukalani	66	50	+16	+32.0%	\$1,029,155	\$849,865	+\$179,290	+21.1%	\$904,500	\$774,450	+\$130,050	+16.8%	\$67,924,199	\$42,493,233	+\$25,430,966	+59.8%
Spreckelsville/Paia/Kuau	41	20	+21	+105.0%	\$2,358,540	\$944,045	+\$1,414,495	+149.8%	\$1,493,000	\$850,000	+\$643,000	+75.6%	\$96,700,140	\$18,880,900	+\$77,819,240	+412.2%
Wailea/Makena	65	34	+31	+91.2%	\$5,986,126	\$3,953,493	+\$2,032,633	+51.4%	\$3,600,000	\$2,850,000	+\$750,000	+26.3%	\$389,098,217	\$134,418,777	+\$254,679,440	+189.5%
Wailuku	240	231	+9	+3.9%	\$866,389	\$741,354	+\$125,035	+16.9%	\$809,300	\$730,000	+\$79,300	+10.9%	\$207,933,469	\$171,252,801	+\$36,680,668	+21.4%
Lanai	17	16	+1	+6.3%	\$1,127,529	\$693,156	+\$434,373	+62.7%	\$700,000	\$442,500	+\$257,500	+58.2%	\$19,168,000	\$11,090,500	+\$8,077,500	+72.8%
Molokai	40	27	+13	+48.1%	\$910,075	\$473,833	+\$436,242	+92.1%	\$587,500	\$475,000	+\$112,500	+23.7%	\$36,403,000	\$12,793,500	+\$23,609,500	+184.5%
All MLS	1,378	1,059	+319	+30.1%	\$1,722,922	\$1,173,030	+\$549,892	+46.9%	\$995,000	\$795,000	+\$200,000	+25.2%	\$2,374,186,911	\$1,242,840,745	+\$1,131,346,166	+91.0%

Total Condominium Sales – Year to Date

December 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-21 YTD Sales	Dec-20 YTD Sales	Unit Change	Percent Change	Dec-21 YTD Average	Dec-20 YTD Average	Dollar Change	Percent Change	Dec-21 YTD Median	Dec-20 YTD Median	Dollar Change	Percent Change	Dec-21 YTD Volume	Dec-20 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	2	0	+2	--	\$547,000	--	--	--	\$547,000	--	--	--	\$1,094,000	\$0	+\$1,094,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	237	159	+78	+49.1%	\$1,357,385	\$1,338,852	+\$18,533	+1.4%	\$995,000	\$1,050,000	-\$55,000	-5.2%	\$321,700,298	\$212,877,531	+\$108,822,767	+51.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	37	34	+3	+8.8%	\$204,176	\$151,859	+\$52,317	+34.5%	\$175,000	\$139,000	+\$36,000	+25.9%	\$7,554,500	\$5,163,200	+\$2,391,300	+46.3%
Kapalua	146	40	+106	+265.0%	\$2,050,471	\$1,715,438	+\$335,034	+19.5%	\$1,203,750	\$1,162,500	+\$41,250	+3.5%	\$299,368,781	\$68,617,500	+\$230,751,281	+336.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	743	444	+299	+67.3%	\$652,868	\$588,700	+\$64,168	+10.9%	\$566,000	\$486,250	+\$79,750	+16.4%	\$485,080,684	\$261,382,733	+\$223,697,951	+85.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	145	156	-11	-7.1%	\$794,945	\$708,558	+\$86,387	+12.2%	\$580,000	\$594,960	-\$14,960	-2.5%	\$115,267,045	\$110,535,002	+\$4,732,043	+4.3%
Maalaea	64	46	+18	+39.1%	\$505,881	\$461,792	+\$44,089	+9.5%	\$480,000	\$444,500	+\$35,500	+8.0%	\$32,376,400	\$21,242,450	+\$11,133,950	+52.4%
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	430	192	+238	+124.0%	\$600,739	\$532,164	+\$68,575	+12.9%	\$540,000	\$493,500	+\$46,500	+9.4%	\$258,317,710	\$102,175,487	+\$156,142,223	+152.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	7	10	-3	-30.0%	\$807,571	\$673,190	+\$134,381	+20.0%	\$726,000	\$645,000	+\$81,000	+12.6%	\$5,653,000	\$6,731,900	-\$1,078,900	-16.0%
Spreckelsville/Paia/Kuau	4	2	+2	+100.0%	\$1,343,500	\$461,500	+\$882,000	+191.1%	\$602,500	\$461,500	+\$141,000	+30.6%	\$5,374,000	\$923,000	+\$4,451,000	+482.2%
Wailea/Makena	316	159	+157	+98.7%	\$2,140,128	\$2,612,649	-\$472,522	-18.1%	\$1,550,000	\$1,498,000	+\$52,000	+3.5%	\$676,280,402	\$415,411,250	+\$260,869,152	+62.8%
Wailuku	130	93	+37	+39.8%	\$467,989	\$430,912	+\$37,077	+8.6%	\$430,000	\$400,000	+\$30,000	+7.5%	\$60,838,589	\$40,074,798	+\$20,763,791	+51.8%
Lanai	3	3	0	0.0%	\$2,091,667	\$1,136,000	+\$955,667	+84.1%	\$1,500,000	\$850,000	+\$650,000	+76.5%	\$6,275,000	\$3,408,000	+\$2,867,000	+84.1%
Molokai	51	23	+28	+121.7%	\$195,628	\$172,391	+\$23,237	+13.5%	\$175,000	\$163,000	+\$12,000	+7.4%	\$9,977,020	\$3,965,000	+\$6,012,020	+151.6%
All MLS	2,315	1,361	+954	+70.1%	\$987,109	\$920,285	+\$66,824	+7.3%	\$650,000	\$577,100	+\$72,900	+12.6%	\$2,285,157,429	\$1,252,507,851	+\$1,032,649,578	+82.4%

Fee Simple Condominium Sales – Year to Date

December 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-21 YTD Sales	Dec-20 YTD Sales	Unit Change	Percent Change	Dec-21 YTD Average	Dec-20 YTD Average	Dollar Change	Percent Change	Dec-21 YTD Median	Dec-20 YTD Median	Dollar Change	Percent Change	Dec-21 YTD Volume	Dec-20 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	2	0	+2	--	\$547,000	--	--	--	\$547,000	--	--	--	\$1,094,000	\$0	+\$1,094,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	218	143	+75	+52.4%	\$1,427,761	\$1,436,521	-\$8,761	-0.6%	\$1,100,000	\$1,200,000	-\$100,000	-8.3%	\$311,251,798	\$205,422,531	+\$105,829,267	+51.5%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	37	34	+3	+8.8%	\$204,176	\$151,859	+\$52,317	+34.5%	\$175,000	\$139,000	+\$36,000	+25.9%	\$7,554,500	\$5,163,200	+\$2,391,300	+46.3%
Kapalua	146	40	+106	+265.0%	\$2,050,471	\$1,715,438	+\$335,034	+19.5%	\$1,203,750	\$1,162,500	+\$41,250	+3.5%	\$299,368,781	\$68,617,500	+\$230,751,281	+336.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	733	435	+298	+68.5%	\$655,674	\$593,052	+\$62,621	+10.6%	\$566,000	\$487,500	+\$78,500	+16.1%	\$480,608,784	\$257,977,733	+\$222,631,051	+86.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	137	150	-13	-8.7%	\$827,238	\$728,140	+\$99,098	+13.6%	\$594,520	\$600,747	-\$6,227	-1.0%	\$113,331,645	\$109,221,002	+\$4,110,643	+3.8%
Maalaea	42	25	+17	+68.0%	\$572,190	\$554,938	+\$17,252	+3.1%	\$525,000	\$550,000	-\$25,000	-4.5%	\$24,032,000	\$13,873,450	+\$10,158,550	+73.2%
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	372	156	+216	+138.5%	\$608,565	\$581,515	+\$27,050	+4.7%	\$549,500	\$518,500	+\$31,000	+6.0%	\$226,386,143	\$90,716,322	+\$135,669,821	+149.6%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	7	10	-3	-30.0%	\$807,571	\$673,190	+\$134,381	+20.0%	\$726,000	\$645,000	+\$81,000	+12.6%	\$5,653,000	\$6,731,900	-\$1,078,900	-16.0%
Spreckelsville/Paia/Kuau	4	2	+2	+100.0%	\$1,343,500	\$461,500	+\$882,000	+191.1%	\$602,500	\$461,500	+\$141,000	+30.6%	\$5,374,000	\$923,000	+\$4,451,000	+482.2%
Wailea/Makena	316	159	+157	+98.7%	\$2,140,128	\$2,612,649	-\$472,522	-18.1%	\$1,550,000	\$1,498,000	+\$52,000	+3.5%	\$676,280,402	\$415,411,250	+\$260,869,152	+62.8%
Wailuku	130	93	+37	+39.8%	\$467,989	\$430,912	+\$37,077	+8.6%	\$430,000	\$400,000	+\$30,000	+7.5%	\$60,838,589	\$40,074,798	+\$20,763,791	+51.8%
Lanai	3	3	0	0.0%	\$2,091,667	\$1,136,000	+\$955,667	+84.1%	\$1,500,000	\$850,000	+\$650,000	+76.5%	\$6,275,000	\$3,408,000	+\$2,867,000	+84.1%
Molokai	45	21	+24	+114.3%	\$210,278	\$180,952	+\$29,326	+16.2%	\$180,000	\$170,000	+\$10,000	+5.9%	\$9,462,520	\$3,800,000	+\$5,662,520	+149.0%
All MLS	2,192	1,271	+921	+72.5%	\$1,016,200	\$960,929	+\$55,271	+5.8%	\$677,500	\$600,000	+\$77,500	+12.9%	\$2,227,511,162	\$1,221,340,686	+\$1,006,170,476	+82.4%

Leasehold Condominium Sales – Year to Date

December 2021 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-21 YTD Sales	Dec-20 YTD Sales	Unit Change	Percent Change	Dec-21 YTD Average	Dec-20 YTD Average	Dollar Change	Percent Change	Dec-21 YTD Median	Dec-20 YTD Median	Dollar Change	Percent Change	Dec-21 YTD Volume	Dec-20 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	19	16	+3	+18.8%	\$549,921	\$465,938	+\$83,984	+18.0%	\$499,000	\$407,500	+\$91,500	+22.5%	\$10,448,500	\$7,455,000	+\$2,993,500	+40.2%
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	10	9	+1	+11.1%	\$447,190	\$378,333	+\$68,857	+18.2%	\$451,500	\$301,000	+\$150,500	+50.0%	\$4,471,900	\$3,405,000	+\$1,066,900	+31.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	8	6	+2	+33.3%	\$241,925	\$219,000	+\$22,925	+10.5%	\$228,950	\$210,000	+\$18,950	+9.0%	\$1,935,400	\$1,314,000	+\$621,400	+47.3%
Maalaea	22	21	+1	+4.8%	\$379,291	\$350,905	+\$28,386	+8.1%	\$388,500	\$328,000	+\$60,500	+18.4%	\$8,344,400	\$7,369,000	+\$975,400	+13.2%
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	58	36	+22	+61.1%	\$550,544	\$318,310	+\$232,234	+73.0%	\$320,750	\$166,250	+\$154,500	+92.9%	\$31,931,567	\$11,459,165	+\$20,472,402	+178.7%
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	6	2	+4	+200.0%	\$85,750	\$82,500	+\$3,250	+3.9%	\$84,500	\$82,500	+\$2,000	+2.4%	\$514,500	\$165,000	+\$349,500	+211.8%
All MLS	123	90	+33	+36.7%	\$468,669	\$346,302	+\$122,367	+35.3%	\$350,000	\$299,250	+\$50,750	+17.0%	\$57,646,267	\$31,167,165	+\$26,479,102	+85.0%

Land Sales – Year to Date

December 2021 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-21 YTD Sales	Dec-20 YTD Sales	Unit Change	Percent Change	Dec-21 YTD Average	Dec-20 YTD Average	Dollar Change	Percent Change	Dec-21 YTD Median	Dec-20 YTD Median	Dollar Change	Percent Change	Dec-21 YTD Volume	Dec-20 YTD Volume	Dollar Change	Percent Change
Haiku	40	49	-9	-18.4%	\$828,525	\$588,696	+\$239,830	+40.7%	\$635,000	\$462,500	+\$172,500	+37.3%	\$33,141,019	\$28,846,087	+\$4,294,932	+14.9%
Hana	20	9	+11	+122.2%	\$816,684	\$822,000	-\$5,316	-0.6%	\$515,000	\$625,000	-\$110,000	-17.6%	\$16,648,700	\$7,398,000	+\$9,250,700	+125.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	53	11	+42	+381.8%	\$678,491	\$516,189	+\$162,302	+31.4%	\$550,000	\$428,575	+\$121,425	+28.3%	\$35,960,007	\$5,678,075	+\$30,281,932	+533.3%
Kahakuloa	2	7	-5	-71.4%	\$395,000	\$468,571	-\$73,571	-15.7%	\$395,000	\$425,000	-\$30,000	-7.1%	\$790,000	\$3,280,000	-\$2,490,000	-75.9%
Kahului	0	3	-3	-100.0%	--	\$295,000	--	--	--	\$280,000	--	--	\$0	\$885,000	-\$885,000	-100.0%
Kapalua	58	8	+50	+625.0%	\$1,125,259	\$1,740,625	-\$615,366	-35.4%	\$982,500	\$837,500	+\$145,000	+17.3%	\$65,265,000	\$13,925,000	+\$51,340,000	+368.7%
Kaupo	2	0	+2	--	\$462,500	--	--	--	\$462,500	--	--	--	\$925,000	\$0	+\$925,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	4	5	-1	-20.0%	\$1,008,625	\$560,000	+\$448,625	+80.1%	\$661,250	\$475,000	+\$186,250	+39.2%	\$4,034,500	\$2,800,000	+\$1,234,500	+44.1%
Kipahulu	0	1	-1	-100.0%	--	\$444,000	--	--	--	\$444,000	--	--	\$0	\$444,000	-\$444,000	-100.0%
Kula/Ulupalakua/Kanaio	51	46	+5	+10.9%	\$1,093,614	\$792,345	+\$301,270	+38.0%	\$900,000	\$530,000	+\$370,000	+69.8%	\$55,774,320	\$36,447,850	+\$19,326,470	+53.0%
Lahaina	19	4	+15	+375.0%	\$1,344,526	\$1,282,375	+\$62,151	+4.8%	\$1,150,000	\$1,527,250	-\$377,250	-24.7%	\$25,546,000	\$5,129,500	+\$20,416,500	+398.0%
Maalaea	1	0	+1	--	\$1,100,000	--	--	--	\$1,100,000	--	--	--	\$1,100,000	\$0	+\$1,100,000	--
Makawao/Olinda/Haliimaile	28	11	+17	+154.5%	\$1,122,819	\$636,364	+\$486,455	+76.4%	\$505,000	\$575,000	-\$70,000	-12.2%	\$31,438,934	\$7,000,000	+\$24,438,934	+349.1%
Maui Meadows	1	1	0	0.0%	\$500,000	\$455,000	+\$45,000	+9.9%	\$500,000	\$455,000	+\$45,000	+9.9%	\$500,000	\$455,000	+\$45,000	+9.9%
Nahiku	2	0	+2	--	\$324,000	--	--	--	\$324,000	--	--	--	\$648,000	\$0	+\$648,000	--
Napili/Kahana/Honokowai	7	0	+7	--	\$455,282	--	--	--	\$500,000	--	--	--	\$3,186,975	\$0	+\$3,186,975	--
Olowalu	5	1	+4	+400.0%	\$3,600,000	\$475,000	+\$3,125,000	+657.9%	\$3,600,000	\$475,000	+\$3,125,000	+657.9%	\$18,000,000	\$475,000	+\$17,525,000	+3,689.5%
Pukalani	8	6	+2	+33.3%	\$465,875	\$454,917	+\$10,958	+2.4%	\$432,500	\$397,500	+\$35,000	+8.8%	\$3,727,000	\$2,729,500	+\$997,500	+36.5%
Spreckelsville/Paia/Kuau	2	2	0	0.0%	\$957,500	\$2,275,000	-\$1,317,500	-57.9%	\$957,500	\$2,275,000	-\$1,317,500	-57.9%	\$1,915,000	\$4,550,000	-\$2,635,000	-57.9%
Wailea/Makena	15	10	+5	+50.0%	\$2,906,333	\$2,021,556	+\$884,778	+43.8%	\$1,665,000	\$2,500,000	-\$835,000	-33.4%	\$43,595,000	\$18,694,000	+\$24,901,000	+133.2%
Wailuku	38	22	+16	+72.7%	\$691,671	\$451,636	+\$240,035	+53.1%	\$612,500	\$402,500	+\$210,000	+52.2%	\$26,283,500	\$9,936,000	+\$16,347,500	+164.5%
Lanai	4	0	+4	--	\$1,198,750	--	--	--	\$1,175,000	--	--	--	\$4,795,000	\$0	+\$4,795,000	--
Molokai	41	10	+31	+310.0%	\$160,855	\$186,850	-\$25,995	-13.9%	\$135,000	\$117,500	+\$17,500	+14.9%	\$6,595,041	\$1,868,500	+\$4,726,541	+253.0%
All MLS	401	206	+195	+94.7%	\$946,843	\$731,910	+\$214,933	+29.4%	\$675,000	\$475,000	+\$200,000	+42.1%	\$379,868,996	\$150,541,512	+\$229,327,484	+152.3%