

# Monthly Indicators



## February 2021

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, “while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year.” With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

New Listings decreased 17.9 percent for Single Family homes but increased 16.1 percent for Condominium homes. Pending Sales increased 62.5 percent for Single Family homes and 76.3 percent for Condominium homes. Inventory decreased 58.6 percent for Single Family homes and 4.0 percent for Condominium homes.

Median Sales Price increased 19.8 percent to \$895,000 for Single Family homes and 0.6 percent to \$556,990 for Condominium homes. Days on Market decreased 12.0 percent for Single Family homes but increased 6.9 percent for Condominium homes. Months Supply of Inventory decreased 59.3 percent for Single Family homes but increased 10.3 percent for Condominium homes.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief to up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.

## Quick Facts

**+ 32.8%**

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

**+ 13.1%**

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

**- 32.2%**

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	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		123	<b>101</b>	- 17.9%	267	<b>198</b>	- 25.8%
<b>Pending Sales</b>		88	<b>143</b>	+ 62.5%	185	<b>260</b>	+ 40.5%
<b>Closed Sales</b>		83	<b>101</b>	+ 21.7%	168	<b>202</b>	+ 20.2%
<b>Days on Market Until Sale</b>		133	<b>117</b>	- 12.0%	145	<b>141</b>	- 2.8%
<b>Median Sales Price</b>		\$747,150	<b>\$895,000</b>	+ 19.8%	\$754,180	<b>\$931,000</b>	+ 23.4%
<b>Average Sales Price</b>		\$976,365	<b>\$1,824,061</b>	+ 86.8%	\$970,705	<b>\$1,666,314</b>	+ 71.7%
<b>Percent of List Price Received</b>		98.3%	<b>98.0%</b>	- 0.3%	97.6%	<b>97.5%</b>	- 0.1%
<b>Housing Affordability Index</b>		50	<b>45</b>	- 10.0%	49	<b>43</b>	- 12.2%
<b>Inventory of Homes for Sale</b>		517	<b>214</b>	- 58.6%	—	—	—
<b>Months Supply of Inventory</b>		5.4	<b>2.2</b>	- 59.3%	—	—	—

# Condominium Market Overview

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



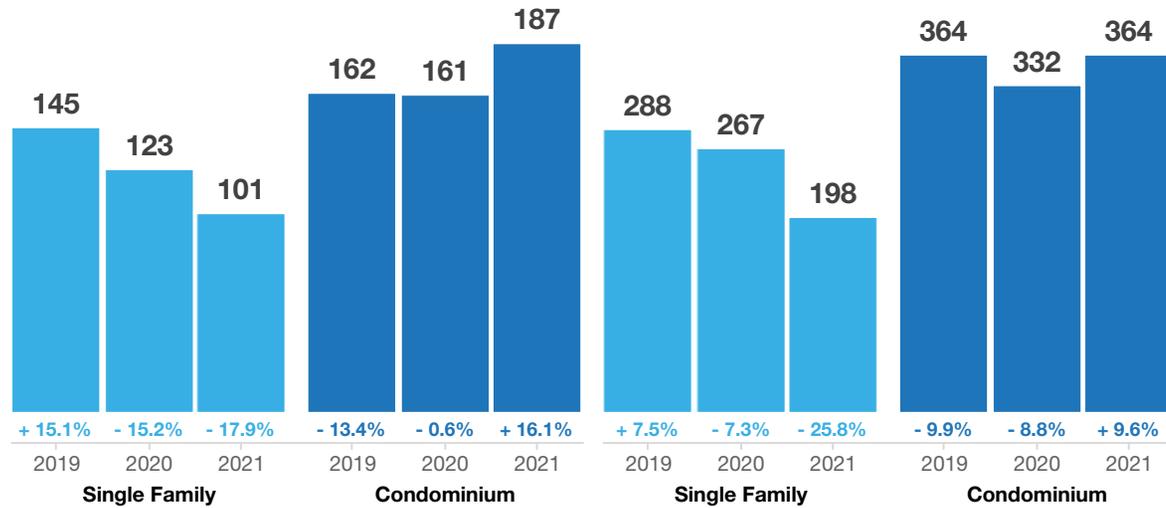
Key Metrics	Historical Sparkbars	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		161	<b>187</b>	+ 16.1%	332	<b>364</b>	+ 9.6%
<b>Pending Sales</b>		131	<b>231</b>	+ 76.3%	271	<b>458</b>	+ 69.0%
<b>Closed Sales</b>		134	<b>166</b>	+ 23.9%	262	<b>281</b>	+ 7.3%
<b>Days on Market Until Sale</b>		130	<b>139</b>	+ 6.9%	131	<b>141</b>	+ 7.6%
<b>Median Sales Price</b>		\$553,500	<b>\$556,990</b>	+ 0.6%	\$555,000	<b>\$560,000</b>	+ 0.9%
<b>Average Sales Price</b>		\$659,731	<b>\$823,919</b>	+ 24.9%	\$682,137	<b>\$812,264</b>	+ 19.1%
<b>Percent of List Price Received</b>		97.6%	<b>97.4%</b>	- 0.2%	97.4%	<b>97.4%</b>	0.0%
<b>Housing Affordability Index</b>		67	<b>72</b>	+ 7.5%	67	<b>71</b>	+ 6.0%
<b>Inventory of Homes for Sale</b>		524	<b>503</b>	- 4.0%	—	—	—
<b>Months Supply of Inventory</b>		3.9	<b>4.3</b>	+ 10.3%	—	—	—

# New Listings

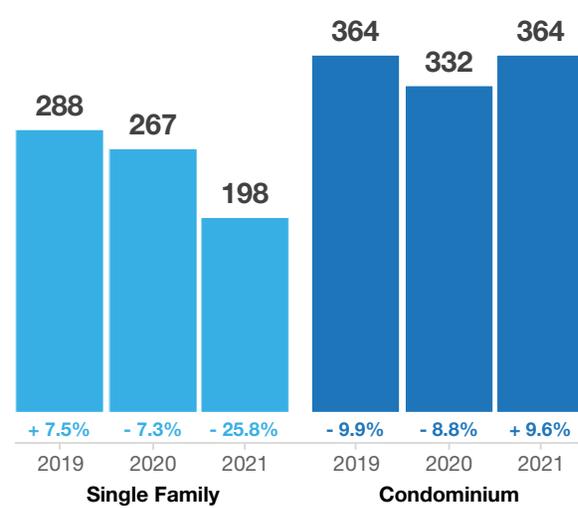
A count of the properties that have been newly listed on the market in a given month.



## February

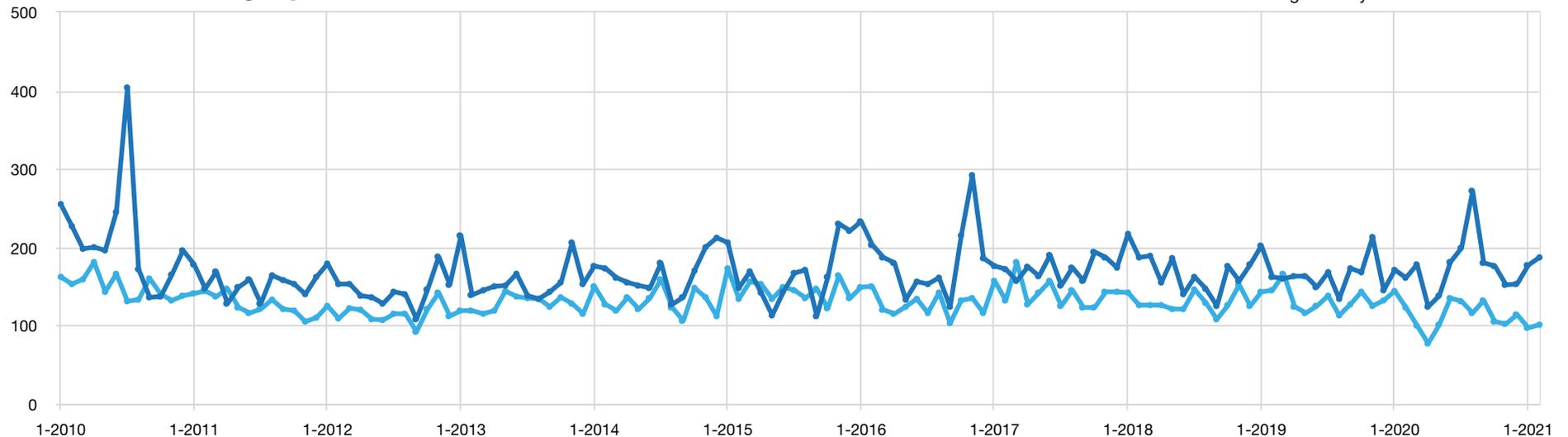


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2020	100	-39.8%	178	+11.3%
Apr-2020	77	-37.9%	124	-23.9%
May-2020	101	-12.9%	138	-15.3%
Jun-2020	135	+8.0%	181	+21.5%
Jul-2020	131	-5.1%	199	+18.5%
Aug-2020	116	+2.7%	272	+103.0%
Sep-2020	132	+3.9%	180	+4.0%
Oct-2020	105	-26.6%	176	+4.8%
Nov-2020	102	-18.4%	152	-28.6%
Dec-2020	114	-13.6%	153	+5.5%
Jan-2021	97	-32.6%	177	+3.5%
<b>Feb-2021</b>	<b>101</b>	<b>-17.9%</b>	<b>187</b>	<b>+16.1%</b>
12-Month Avg	109	-16.8%	176	+7.3%

## Historical New Listings by Month

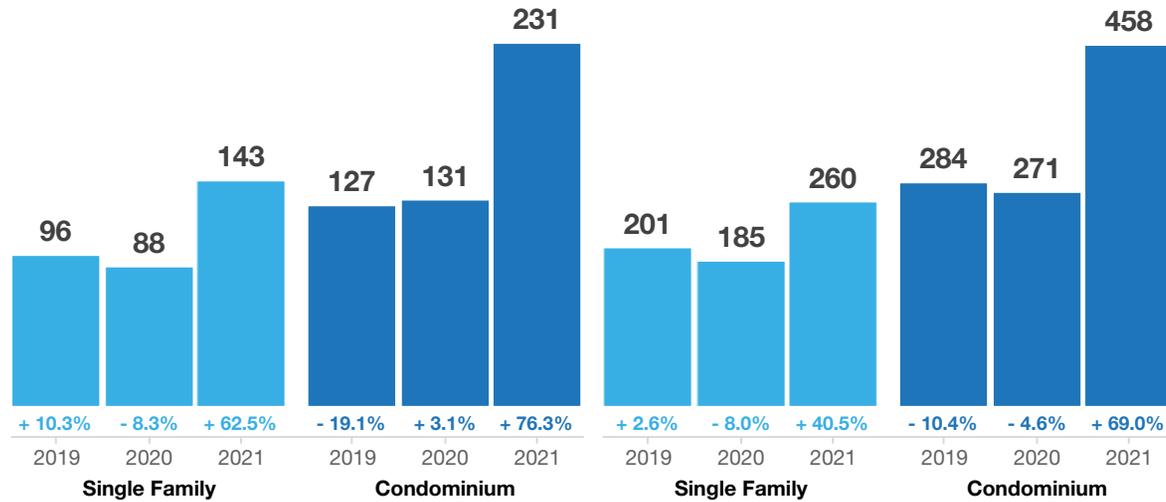


# Pending Sales

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

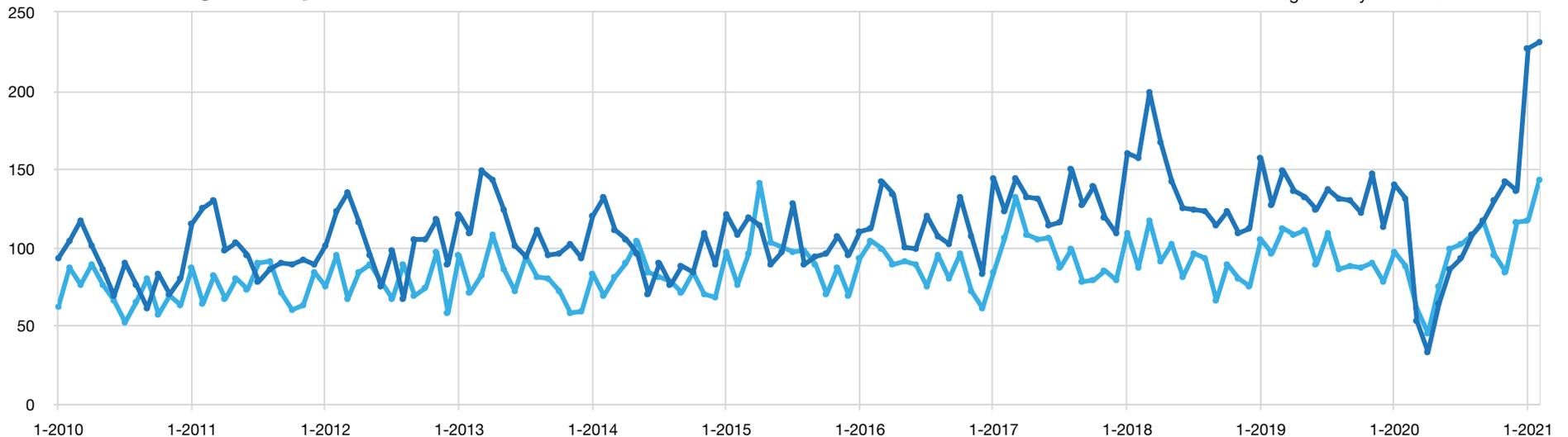


## February



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2020	61	-45.5%	53	-64.4%
Apr-2020	45	-58.3%	33	-75.7%
May-2020	75	-32.4%	64	-51.5%
Jun-2020	99	+11.2%	86	-30.6%
Jul-2020	102	-6.4%	93	-32.1%
Aug-2020	108	+25.6%	108	-17.6%
Sep-2020	116	+31.8%	117	-10.0%
Oct-2020	95	+9.2%	130	+6.6%
Nov-2020	84	-6.7%	142	-3.4%
Dec-2020	116	+48.7%	136	+20.4%
Jan-2021	117	+20.6%	227	+62.1%
<b>Feb-2021</b>	<b>143</b>	<b>+62.5%</b>	<b>231</b>	<b>+76.3%</b>
12-Month Avg	97	+2.1%	118	-11.3%

## Historical Pending Sales by Month

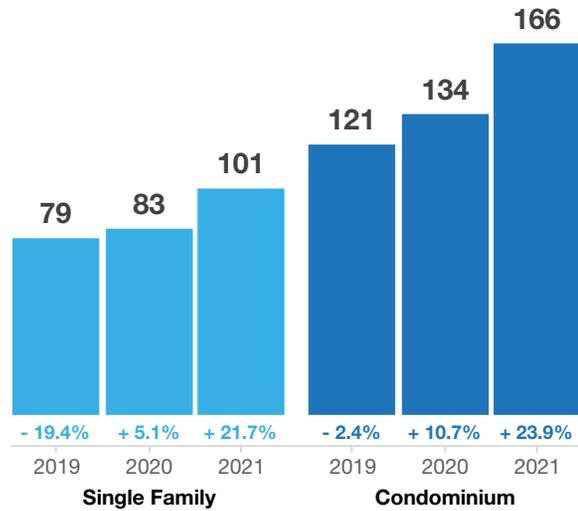


# Closed Sales

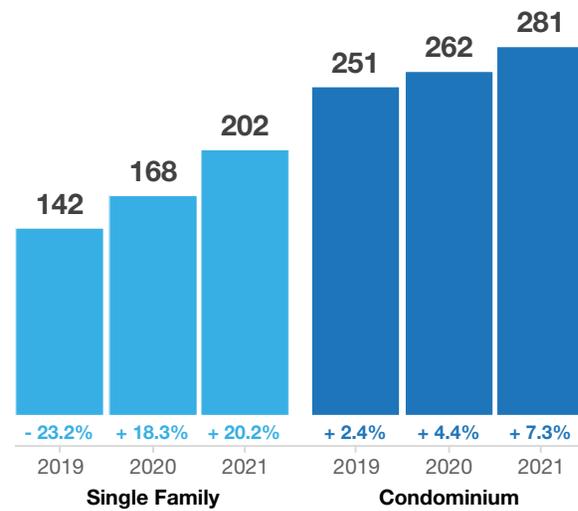
A count of the actual sales that closed in a given month.



## February

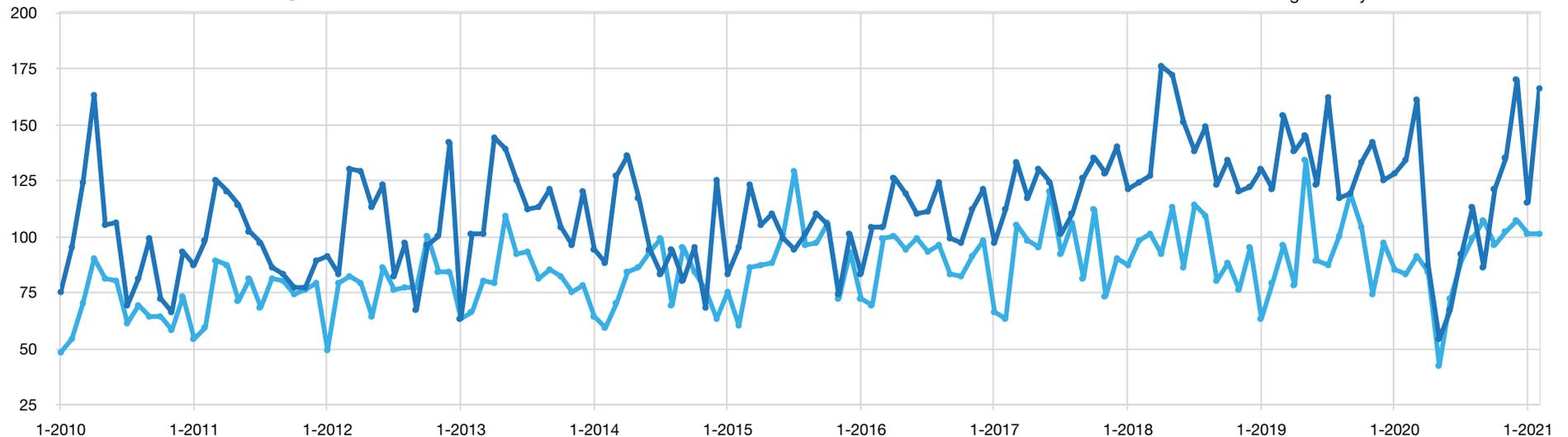


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2020	91	- 5.2%	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	89	+ 2.3%	92	- 43.2%
Aug-2020	99	- 1.0%	113	- 3.4%
Sep-2020	107	- 10.1%	86	- 27.7%
Oct-2020	96	- 7.7%	121	- 9.0%
Nov-2020	102	+ 37.8%	135	- 4.9%
Dec-2020	107	+ 10.3%	170	+ 36.0%
Jan-2021	101	+ 18.8%	115	- 10.2%
<b>Feb-2021</b>	<b>101</b>	<b>+ 21.7%</b>	<b>166</b>	<b>+ 23.9%</b>
12-Month Avg	91	- 5.2%	114	- 15.6%

## Historical Closed Sales by Month

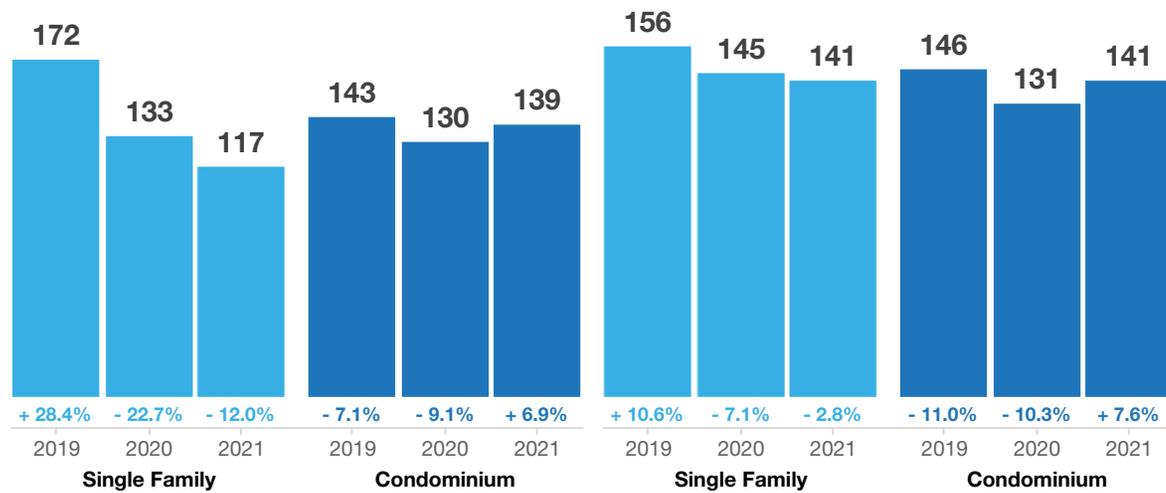


# Days on Market Until Sale

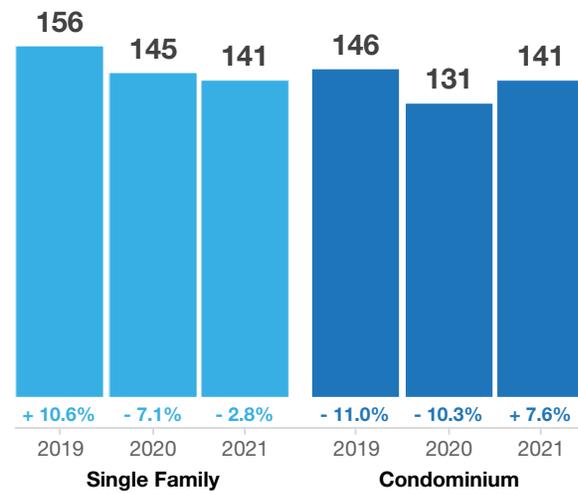
Average number of days between when a property is listed and when it closed in a given month.



## February



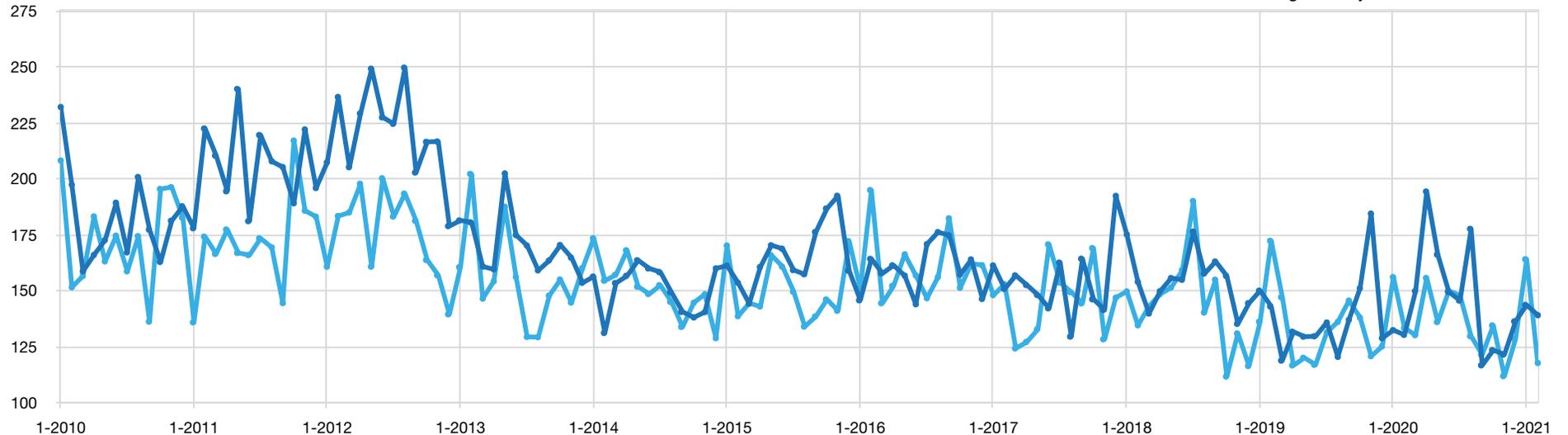
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2020	130	- 11.6%	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%	177	+ 47.5%
Sep-2020	121	- 16.6%	116	- 15.3%
Oct-2020	134	- 2.9%	123	- 18.5%
Nov-2020	111	- 7.5%	121	- 34.2%
Dec-2020	128	+ 2.4%	136	+ 6.3%
Jan-2021	164	+ 5.1%	143	+ 8.3%
<b>Feb-2021</b>	<b>117</b>	<b>- 12.0%</b>	<b>139</b>	<b>+ 6.9%</b>
12-Month Avg*	134	+ 1.7%	144	+ 6.4%

\* Days on Market for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

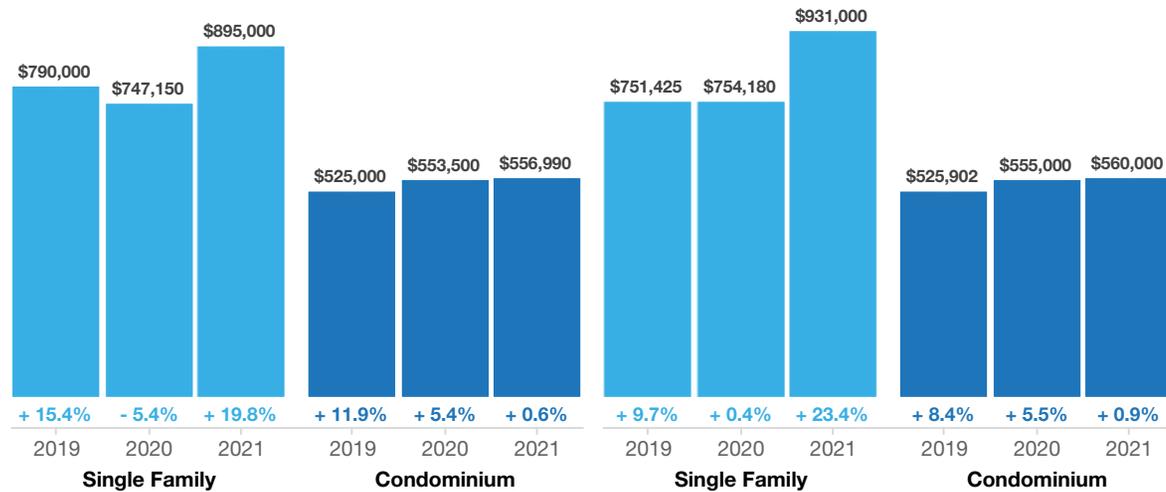


# Median Sales Price

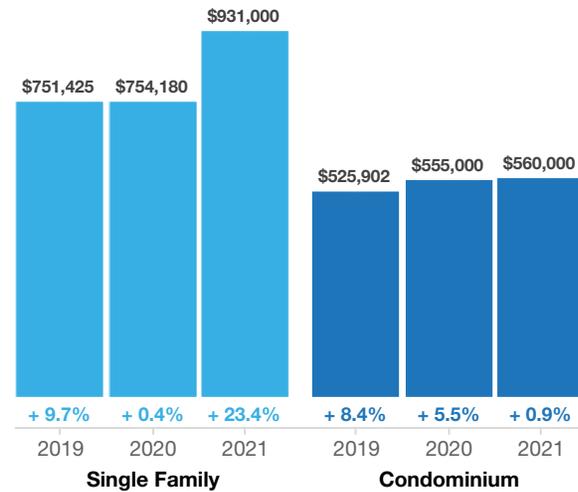
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



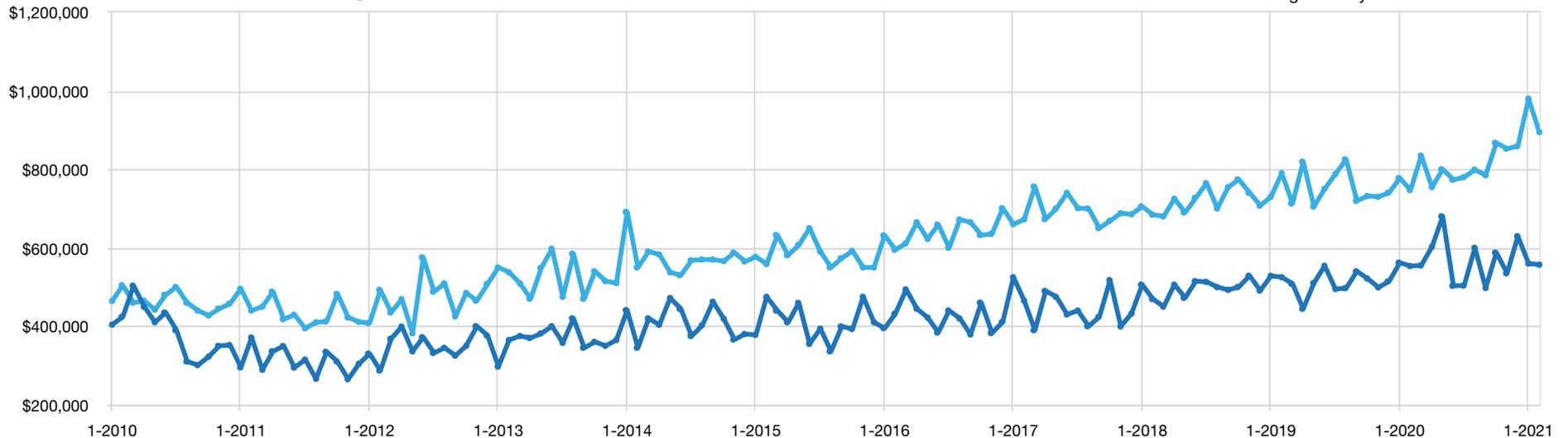
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2020	\$835,000	+ 17.2%	\$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	\$779,690	- 1.1%	\$503,765	+ 1.8%
Aug-2020	\$799,000	- 3.2%	\$600,000	+ 20.7%
Sep-2020	\$785,000	+ 9.1%	\$497,500	- 7.9%
Oct-2020	\$867,500	+ 18.5%	\$587,800	+ 12.7%
Nov-2020	\$852,500	+ 16.8%	\$535,000	+ 7.2%
Dec-2020	\$859,000	+ 16.1%	\$629,500	+ 22.4%
Jan-2021	\$980,000	+ 26.0%	\$560,000	- 0.4%
<b>Feb-2021</b>	<b>\$895,000</b>	<b>+ 19.8%</b>	<b>\$556,990</b>	<b>+ 0.6%</b>
12-Month Avg*	\$820,000	+ 10.1%	\$575,000	+ 10.3%

\* Median Sales Price for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

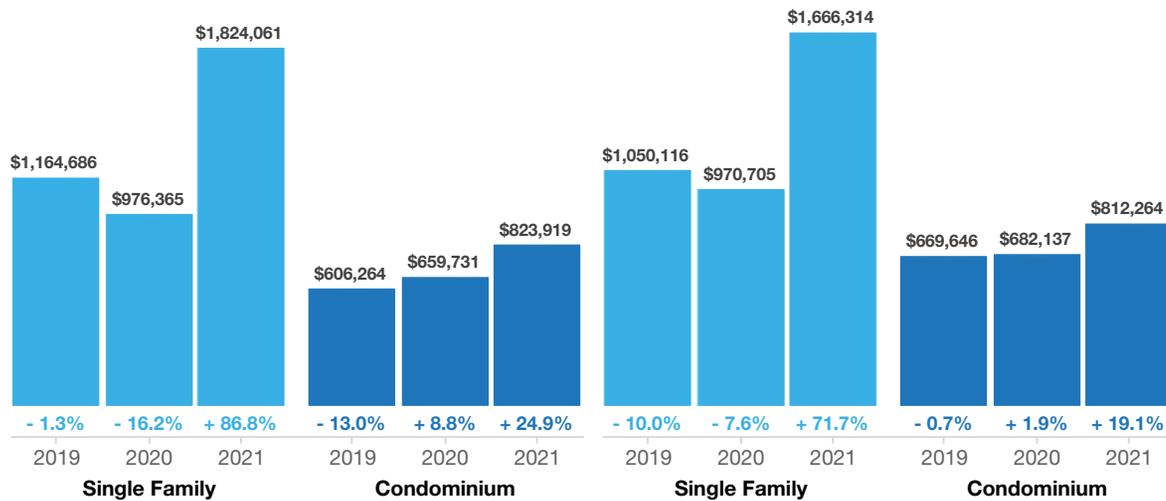


# Average Sales Price

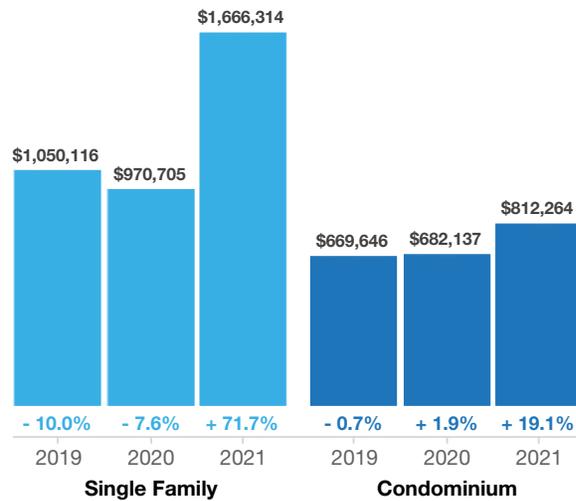
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



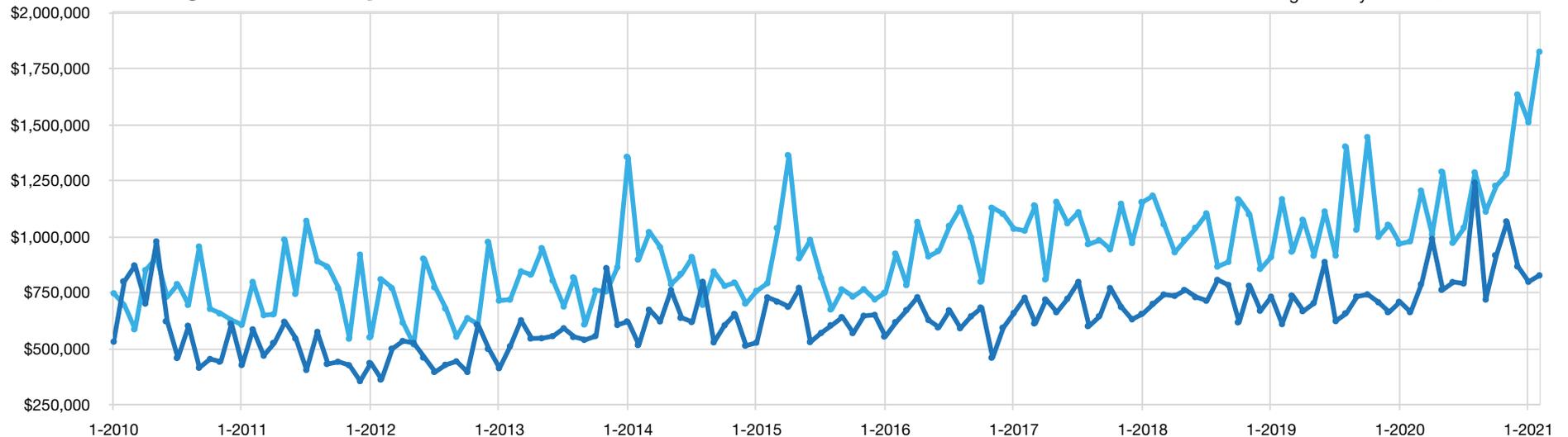
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2020	\$1,202,852	+ 29.3%	\$784,442	+ 6.9%
Apr-2020	\$1,007,386	- 6.1%	\$987,316	+ 48.6%
May-2020	\$1,287,678	+ 41.2%	\$759,440	+ 8.5%
Jun-2020	\$969,948	- 12.6%	\$794,081	- 10.2%
Jul-2020	\$1,037,229	+ 13.6%	\$787,849	+ 27.2%
Aug-2020	\$1,284,432	- 8.3%	\$1,238,925	+ 89.4%
Sep-2020	\$1,109,209	+ 7.9%	\$716,109	- 1.8%
Oct-2020	\$1,224,740	- 15.1%	\$914,173	+ 23.7%
Nov-2020	\$1,277,878	+ 28.2%	\$1,065,336	+ 51.4%
Dec-2020	\$1,633,076	+ 55.5%	\$864,417	+ 31.1%
Jan-2021	\$1,508,568	+ 56.3%	\$795,440	+ 12.7%
<b>Feb-2021</b>	<b>\$1,824,061</b>	<b>+ 86.8%</b>	<b>\$823,919</b>	<b>+ 24.9%</b>
12-Month Avg*	\$1,297,351	+ 21.4%	\$885,225	+ 26.0%

\* Avg. Sales Price for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



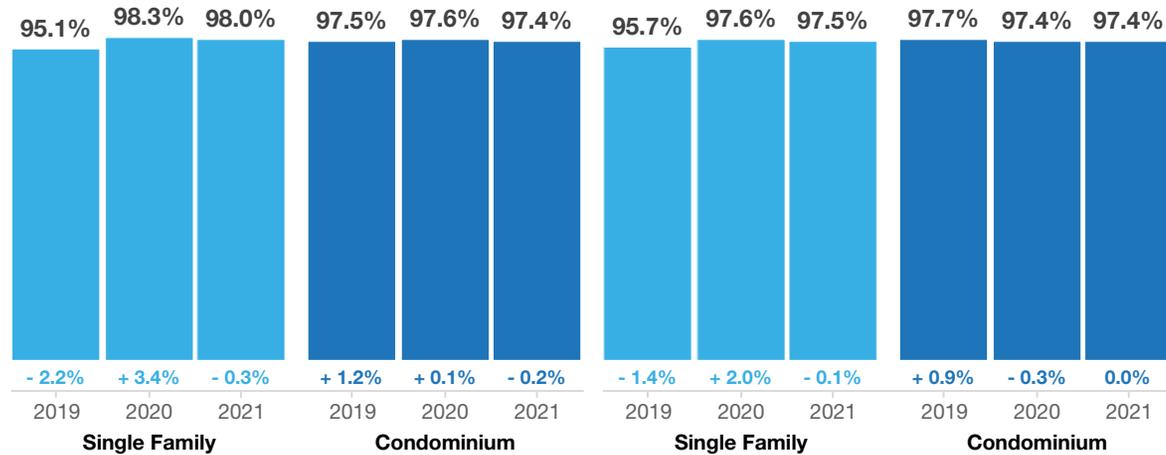
# Percent of List Price Received

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.



## February

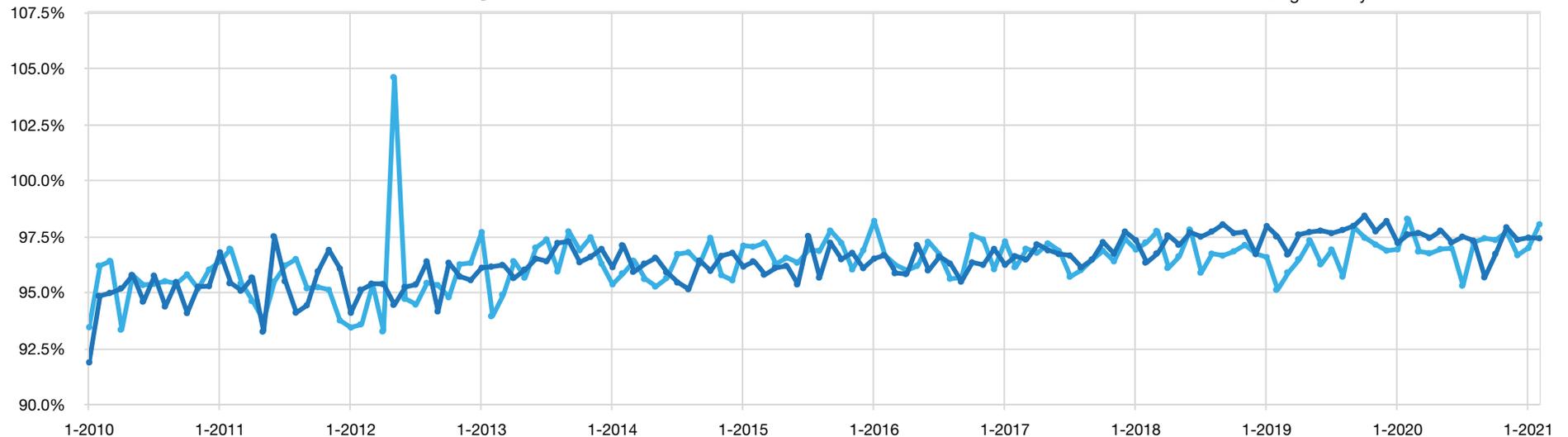
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	97.7%	0.0%
Jun-2020	97.0%	+ 0.8%	97.2%	- 0.5%
Jul-2020	95.3%	- 1.7%	97.5%	- 0.1%
Aug-2020	97.2%	+ 1.6%	97.3%	- 0.5%
Sep-2020	97.4%	- 0.5%	95.7%	- 2.3%
Oct-2020	97.3%	- 0.1%	96.7%	- 1.7%
Nov-2020	97.7%	+ 0.6%	97.9%	+ 0.2%
Dec-2020	96.6%	- 0.2%	97.3%	- 0.9%
Jan-2021	97.0%	+ 0.1%	97.4%	+ 0.2%
<b>Feb-2021</b>	<b>98.0%</b>	<b>- 0.3%</b>	<b>97.4%</b>	<b>- 0.2%</b>
12-Month Avg*	97.0%	+ 0.1%	97.3%	- 0.4%

\* Pct. of List Price Received for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

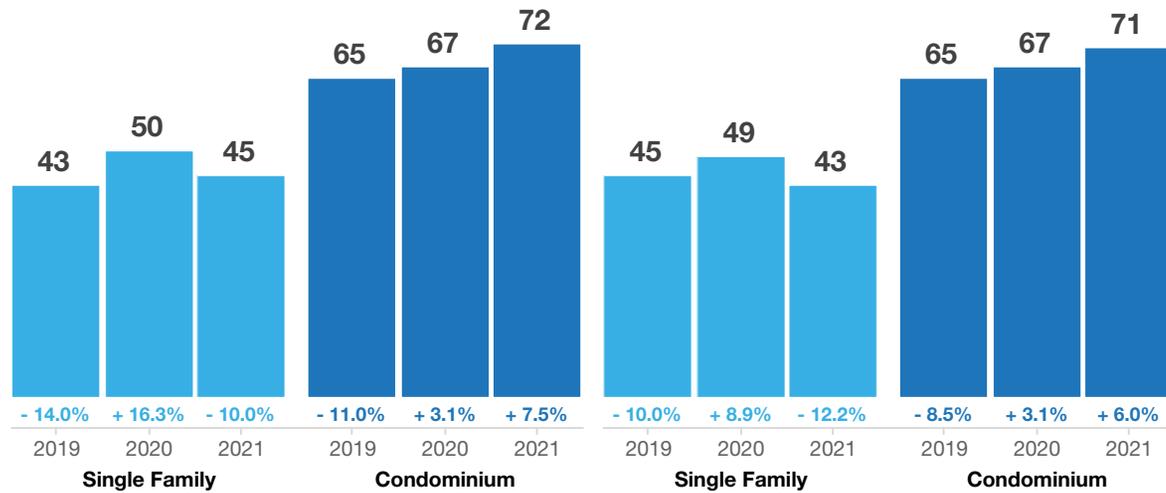


# Housing Affordability Index

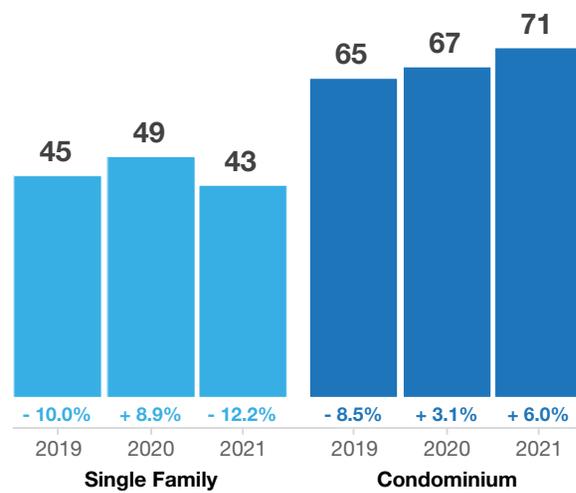
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February

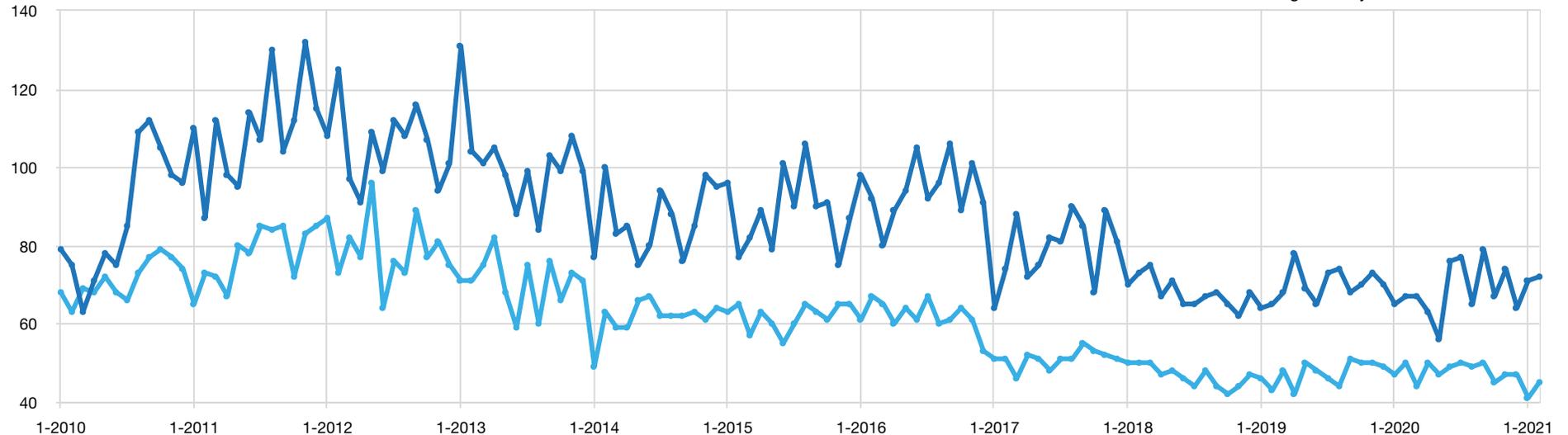


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2020	44	- 8.3%	67	- 1.5%
Apr-2020	50	+ 19.0%	63	- 19.2%
May-2020	47	- 6.0%	56	- 18.8%
Jun-2020	49	+ 2.1%	76	+ 16.9%
Jul-2020	50	+ 8.7%	77	+ 5.5%
Aug-2020	49	+ 11.4%	65	- 12.2%
Sep-2020	50	- 2.0%	79	+ 16.2%
Oct-2020	45	- 10.0%	67	- 4.3%
Nov-2020	47	- 6.0%	74	+ 1.4%
Dec-2020	47	- 4.1%	64	- 8.6%
Jan-2021	41	- 12.8%	71	+ 9.2%
<b>Feb-2021</b>	<b>45</b>	<b>- 10.0%</b>	<b>72</b>	<b>+ 7.5%</b>
12-Month Avg	47	- 2.1%	69	- 1.4%

## Historical Housing Affordability Index by Month

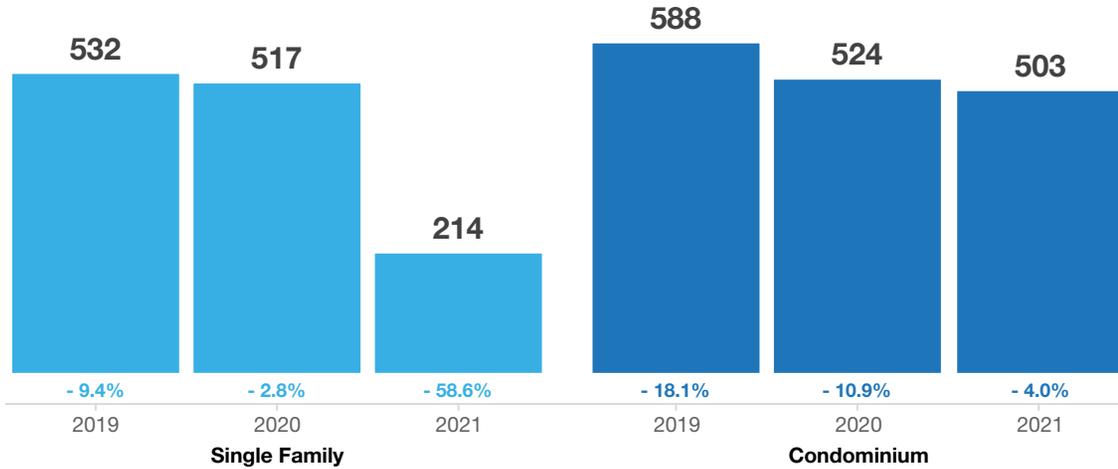


# Inventory of Homes for Sale

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

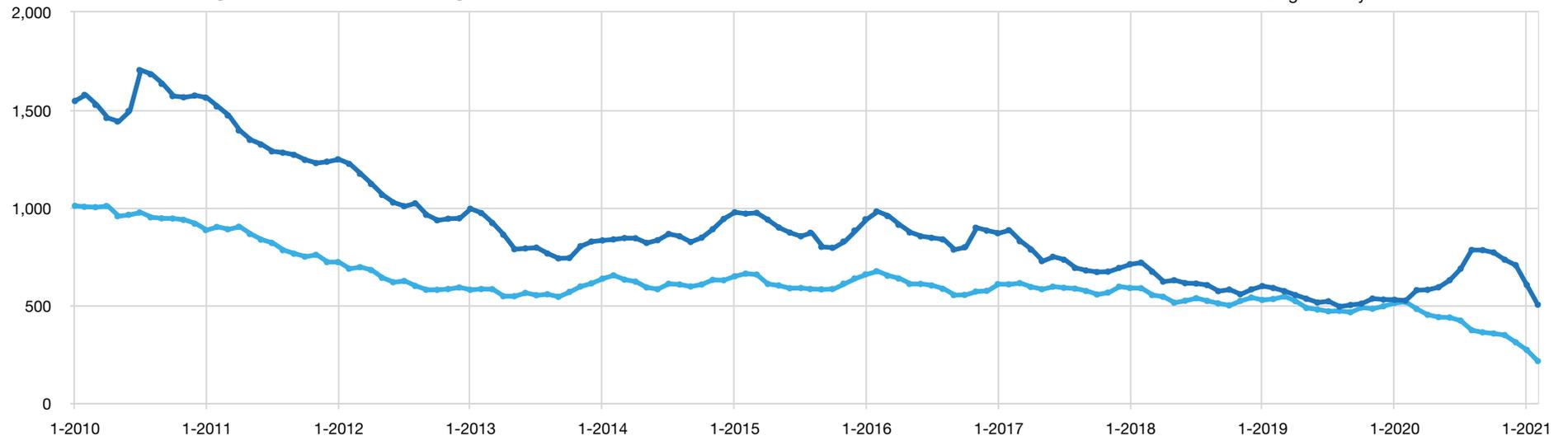


## February



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2020	481	- 11.7%	577	+ 0.9%
Apr-2020	451	- 13.4%	579	+ 4.9%
May-2020	439	- 9.7%	592	+ 11.1%
Jun-2020	437	- 8.6%	628	+ 22.2%
Jul-2020	421	- 10.2%	687	+ 32.1%
Aug-2020	372	- 21.0%	783	+ 58.8%
Sep-2020	361	- 22.2%	782	+ 56.1%
Oct-2020	355	- 27.3%	770	+ 51.6%
Nov-2020	347	- 28.0%	733	+ 37.3%
Dec-2020	310	- 37.4%	705	+ 33.3%
Jan-2021	271	- 47.0%	604	+ 14.4%
<b>Feb-2021</b>	<b>214</b>	<b>- 58.6%</b>	<b>503</b>	<b>- 4.0%</b>
12-Month Avg	372	- 24.7%	662	+ 25.9%

## Historical Inventory of Homes for Sale by Month

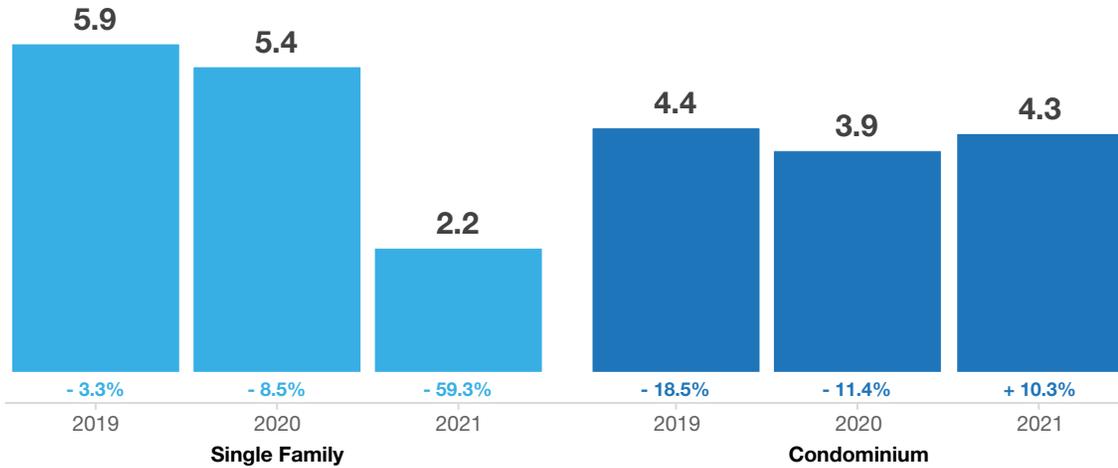


# Months Supply of Inventory

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.



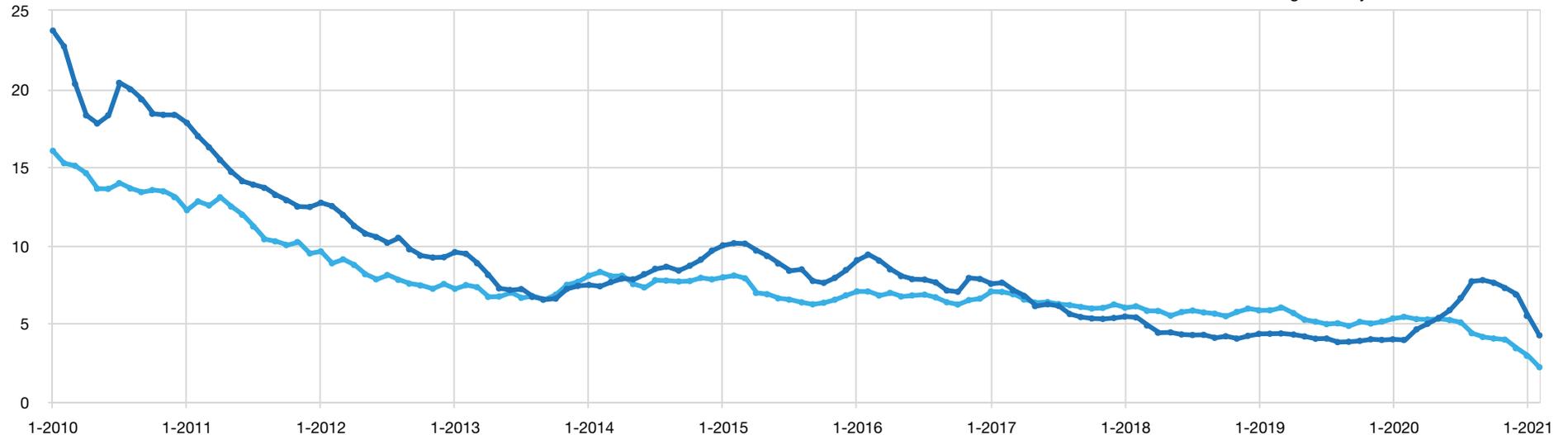
## February



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2020	5.3	- 11.7%	4.6	+ 4.5%
Apr-2020	5.3	- 7.0%	5.0	+ 16.3%
May-2020	5.3	+ 1.9%	5.4	+ 28.6%
Jun-2020	5.2	+ 2.0%	5.9	+ 47.5%
Jul-2020	5.1	+ 2.0%	6.6	+ 65.0%
Aug-2020	4.4	- 12.0%	7.7	+ 102.6%
Sep-2020	4.1	- 16.3%	7.8	+ 105.3%
Oct-2020	4.0	- 21.6%	7.6	+ 94.9%
Nov-2020	4.0	- 20.0%	7.3	+ 82.5%
Dec-2020	3.4	- 33.3%	6.9	+ 72.5%
Jan-2021	2.9	- 45.3%	5.5	+ 37.5%
<b>Feb-2021</b>	<b>2.2</b>	<b>- 59.3%</b>	<b>4.3</b>	<b>+ 10.3%</b>
12-Month Avg*	4.3	- 18.5%	6.2	+ 53.9%

\* Months Supply for all properties from March 2020 through February 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	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		314	<b>327</b>	+ 4.1%	665	<b>656</b>	- 1.4%
<b>Pending Sales</b>		230	<b>426</b>	+ 85.2%	481	<b>822</b>	+ 70.9%
<b>Closed Sales</b>		232	<b>308</b>	+ 32.8%	455	<b>545</b>	+ 19.8%
<b>Days on Market Until Sale</b>		133	<b>142</b>	+ 6.8%	139	<b>146</b>	+ 5.0%
<b>Median Sales Price</b>		\$650,000	<b>\$735,000</b>	+ 13.1%	\$661,095	<b>\$725,000</b>	+ 9.7%
<b>Average Sales Price</b>		\$767,630	<b>\$1,151,054</b>	+ 49.9%	\$780,106	<b>\$1,120,781</b>	+ 43.7%
<b>Percent of List Price Received</b>		97.6%	<b>97.0%</b>	- 0.6%	97.3%	<b>97.0%</b>	- 0.3%
<b>Housing Affordability Index</b>		57	<b>54</b>	- 5.3%	56	<b>55</b>	- 1.8%
<b>Inventory of Homes for Sale</b>		1,377	<b>933</b>	- 32.2%	—	—	—
<b>Months Supply of Inventory</b>		5.7	<b>3.9</b>	- 31.6%	—	—	—

# Single Family Monthly Sales Volume

February 2021



Area Name	February 2021			January 2021			February 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	9	\$9,735,000	\$875,000	7	\$8,803,000	\$1,075,000	3	\$3,262,000	\$1,205,000
Hana	1	\$700,000	\$700,000	1	\$1,250,000	\$1,250,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	9	\$39,649,500	\$3,600,000	3	\$5,850,000	\$1,950,000	0	--	--
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	7	\$4,630,000	\$695,000	8	\$6,443,000	\$820,000	13	\$8,745,750	\$648,750
Kapalua	2	\$4,612,500	\$2,306,250	2	\$5,400,000	\$2,700,000	1	\$2,450,000	\$2,450,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	15	\$18,271,500	\$853,000	23	\$23,660,000	\$999,000	12	\$13,683,104	\$753,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	3	\$3,748,000	\$1,173,000	7	\$8,036,000	\$1,095,000	8	\$8,674,500	\$952,500
Lahaina	6	\$21,642,000	\$3,071,000	4	\$7,706,000	\$1,733,000	4	\$10,573,219	\$1,971,610
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	4	\$3,459,000	\$787,000	4	\$1,867,500	\$408,750	5	\$3,536,550	\$652,000
Maui Meadows	1	\$1,165,000	\$1,165,000	2	\$2,755,000	\$1,377,500	2	\$2,555,000	\$1,277,500
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	5	\$4,578,500	\$895,000	6	\$12,694,000	\$1,175,000	3	\$3,370,000	\$797,500
Olowalu	1	\$5,400,000	\$5,400,000	1	\$8,200,000	\$8,200,000	0	--	--
Pukalani	6	\$5,768,000	\$901,500	4	\$3,753,000	\$836,500	4	\$2,480,000	\$592,500
Spreckelsville/Paia/Kuau	3	\$5,140,000	\$810,000	4	\$15,980,000	\$2,546,000	0	--	--
Wailea/Makena	6	\$37,272,000	\$4,036,000	6	\$28,806,500	\$4,618,750	2	\$4,855,000	\$2,427,500
Wailuku	18	\$15,625,115	\$819,300	12	\$8,751,355	\$730,000	23	\$16,269,814	\$740,000
Lanai	1	\$514,000	\$514,000	1	\$700,000	\$700,000	2	\$907,000	\$453,500
Molokai	4	\$2,320,000	\$512,500	6	\$1,710,000	\$262,500	1	\$475,000	\$475,000
<b>All MLS</b>	<b>101</b>	<b>\$184,230,115</b>	<b>\$895,000</b>	<b>101</b>	<b>\$152,365,355</b>	<b>\$980,000</b>	<b>83</b>	<b>\$81,836,937</b>	<b>\$747,150</b>

# Condominium Monthly Sales Volume

February 2021



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	February 2021			January 2021			February 2020		
	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	16	\$19,358,000	\$747,500	11	\$9,785,000	\$820,000	8	\$5,973,250	\$767,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$702,000	\$351,000	2	\$318,000	\$159,000	4	\$587,000	\$150,000
Kapalua	10	\$20,815,000	\$1,120,000	5	\$8,295,000	\$1,140,000	1	\$4,200,000	\$4,200,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	48	\$27,978,750	\$516,250	45	\$26,176,500	\$495,000	46	\$28,812,430	\$527,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	25	\$15,630,030	\$556,990	15	\$13,042,405	\$556,990	13	\$6,998,860	\$514,120
Maalaea	5	\$2,162,400	\$457,500	2	\$880,000	\$440,000	7	\$2,732,500	\$330,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	23	\$13,891,895	\$515,000	17	\$8,915,250	\$478,500	23	\$14,985,999	\$648,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$695,000	\$695,000	1	\$635,000	\$635,000	1	\$600,000	\$600,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	18	\$28,406,500	\$1,410,000	11	\$20,643,000	\$1,150,000	14	\$16,282,000	\$888,500
Wailuku	13	\$6,113,990	\$482,500	5	\$2,617,000	\$524,000	13	\$5,796,950	\$430,000
Lanai	0	--	--	0	--	--	1	\$850,000	\$850,000
Molokai	5	\$1,017,000	\$185,000	1	\$168,420	\$168,420	3	\$585,000	\$190,000
<b>All MLS</b>	<b>166</b>	<b>\$136,770,565</b>	<b>\$556,990</b>	<b>115</b>	<b>\$91,475,575</b>	<b>\$560,000</b>	<b>134</b>	<b>\$88,403,989</b>	<b>\$553,500</b>

# Land Monthly Sales Volume

## February 2021



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	February 2021			January 2021			February 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$2,030,000	\$1,015,000	2	\$1,290,000	\$645,000	4	\$3,684,500	\$844,750
Hana	2	\$956,000	\$478,000	1	\$585,000	\$585,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	7	\$4,608,000	\$750,000	8	\$4,983,007	\$542,500	1	\$370,000	\$370,000
Kahakuloa	1	\$260,000	\$260,000	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	8	\$7,000,000	\$850,000	1	\$850,000	\$850,000	2	\$1,600,000	\$800,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	1	\$657,500	\$657,500	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	5	\$3,683,000	\$830,000	1	\$1,400,000	\$1,400,000	4	\$2,248,000	\$529,000
Lahaina	0	--	--	0	--	--	1	\$375,000	\$375,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	5	\$4,255,000	\$750,000	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	1	\$400,000	\$400,000	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	1	\$507,275	\$507,275	0	--	--
Olowalu	2	\$4,550,000	\$2,275,000	0	--	--	0	--	--
Pukalani	1	\$375,000	\$375,000	3	\$1,445,000	\$425,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	1	\$2,800,000	\$2,800,000	0	--	--	0	--	--
Wailuku	4	\$1,914,500	\$462,500	2	\$1,085,000	\$542,500	2	\$399,000	\$199,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$35,000	\$35,000	2	\$315,000	\$157,500	1	\$180,000	\$180,000
<b>All MLS</b>	<b>41</b>	<b>\$33,524,000</b>	<b>\$750,000</b>	<b>21</b>	<b>\$12,460,282</b>	<b>\$535,000</b>	<b>15</b>	<b>\$8,856,500</b>	<b>\$395,000</b>

# Single Family Sales – Year to Date

February 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Feb-21 YTD Sales	Feb-20 YTD Sales	Unit Change	Percent Change	Feb-21 YTD Average	Feb-20 YTD Average	Dollar Change	Percent Change	Feb-21 YTD Median	Feb-20 YTD Median	Dollar Change	Percent Change	Feb-21 YTD Volume	Feb-20 YTD Volume	Dollar Change	Percent Change
Haiku	16	9	+7	+77.8%	\$1,158,625	\$949,889	+\$208,736	+22.0%	\$1,065,000	\$990,000	+\$75,000	+7.6%	\$18,538,000	\$8,549,000	+\$9,989,000	+116.8%
Hana	2	0	+2	--	\$975,000	--	--	--	\$975,000	--	--	--	\$1,950,000	\$0	+\$1,950,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	12	3	+9	+300.0%	\$3,791,625	\$1,991,667	+\$1,799,958	+90.4%	\$2,418,750	\$2,100,000	+\$318,750	+15.2%	\$45,499,500	\$5,975,000	+\$39,524,500	+661.5%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	15	18	-3	-16.7%	\$738,200	\$645,597	+\$92,603	+14.3%	\$713,000	\$630,000	+\$83,000	+13.2%	\$11,073,000	\$11,620,750	-\$547,750	-4.7%
Kapalua	4	2	+2	+100.0%	\$2,503,125	\$2,235,000	+\$268,125	+12.0%	\$2,625,000	\$2,235,000	+\$390,000	+17.4%	\$10,012,500	\$4,470,000	+\$5,542,500	+124.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	38	24	+14	+58.3%	\$1,103,461	\$1,060,371	+\$43,090	+4.1%	\$895,000	\$782,500	+\$112,500	+14.4%	\$41,931,500	\$25,448,904	+\$16,482,596	+64.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	10	11	-1	-9.1%	\$1,178,400	\$1,006,409	+\$171,991	+17.1%	\$1,134,000	\$950,000	+\$184,000	+19.4%	\$11,784,000	\$11,070,500	+\$713,500	+6.4%
Lahaina	10	10	0	0.0%	\$2,934,800	\$1,977,322	+\$957,478	+48.4%	\$2,733,500	\$1,025,000	+\$1,708,500	+166.7%	\$29,348,000	\$19,773,219	+\$9,574,781	+48.4%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	8	10	-2	-20.0%	\$665,813	\$987,855	-\$322,043	-32.6%	\$715,000	\$826,250	-\$111,250	-13.5%	\$5,326,500	\$9,878,550	-\$4,552,050	-46.1%
Maui Meadows	3	3	0	0.0%	\$1,306,667	\$1,201,667	+\$105,000	+8.7%	\$1,300,000	\$1,230,000	+\$70,000	+5.7%	\$3,920,000	\$3,605,000	+\$315,000	+8.7%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	11	6	+5	+83.3%	\$1,570,227	\$939,000	+\$631,227	+67.2%	\$977,000	\$900,000	+\$77,000	+8.6%	\$17,272,500	\$6,470,000	+\$10,802,500	+167.0%
Olowalu	2	0	+2	--	\$6,800,000	--	--	--	\$6,800,000	--	--	--	\$13,600,000	\$0	+\$13,600,000	--
Pukalani	10	10	0	0.0%	\$952,100	\$684,650	+\$267,450	+39.1%	\$876,500	\$694,500	+\$182,000	+26.2%	\$9,521,000	\$6,846,500	+\$2,674,500	+39.1%
Spreckelsville/Paia/Kuau	7	3	+4	+133.3%	\$3,017,143	\$1,408,333	+\$1,608,810	+114.2%	\$1,900,000	\$975,000	+\$925,000	+94.9%	\$21,120,000	\$4,225,000	+\$16,895,000	+399.9%
Wailea/Makena	12	4	+8	+200.0%	\$5,506,542	\$2,202,500	+\$3,304,042	+150.0%	\$4,036,000	\$2,140,000	+\$1,896,000	+88.6%	\$66,078,500	\$8,810,000	+\$57,268,500	+650.0%
Wailuku	30	48	-18	-37.5%	\$812,549	\$706,757	+\$105,792	+15.0%	\$798,540	\$735,000	+\$63,540	+8.6%	\$24,376,470	\$33,924,338	-\$9,547,868	-28.1%
Lanai	2	4	-2	-50.0%	\$607,000	\$444,000	+\$163,000	+36.7%	\$607,000	\$453,500	+\$153,500	+33.8%	\$1,214,000	\$1,776,000	-\$562,000	-31.6%
Molokai	10	3	+7	+233.3%	\$403,000	\$480,000	-\$77,000	-16.0%	\$352,500	\$475,000	-\$122,500	-25.8%	\$4,030,000	\$1,440,000	+\$2,590,000	+179.9%
All MLS	202	168	+34	+20.2%	\$1,666,314	\$970,705	+\$695,609	+71.7%	\$931,000	\$754,180	+\$176,820	+23.4%	\$336,595,470	\$163,882,761	+\$172,712,709	+105.4%

# Total Condominium Sales – Year to Date

February 2021 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Feb-21 YTD Sales	Feb-20 YTD Sales	Unit Change	Percent Change	Feb-21 YTD Average	Feb-20 YTD Average	Dollar Change	Percent Change	Feb-21 YTD Median	Feb-20 YTD Median	Dollar Change	Percent Change	Feb-21 YTD Volume	Feb-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	27	26	+1	+3.8%	\$1,079,370	\$985,894	+\$93,476	+9.5%	\$812,000	\$812,500	-\$500	-0.1%	\$29,143,000	\$25,633,250	+\$3,509,750	+13.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	4	6	-2	-33.3%	\$255,000	\$142,167	+\$112,833	+79.4%	\$251,500	\$150,000	+\$101,500	+67.7%	\$1,020,000	\$853,000	+\$167,000	+19.6%
Kapalua	15	5	+10	+200.0%	\$1,940,667	\$1,648,000	+\$292,667	+17.8%	\$1,140,000	\$1,200,000	-\$60,000	-5.0%	\$29,110,000	\$8,240,000	+\$20,870,000	+253.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	93	89	+4	+4.5%	\$582,315	\$655,464	-\$73,150	-11.2%	\$500,000	\$540,000	-\$40,000	-7.4%	\$54,155,250	\$58,336,304	-\$4,181,054	-7.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	40	24	+16	+66.7%	\$716,811	\$600,414	+\$116,397	+19.4%	\$556,990	\$585,000	-\$28,010	-4.8%	\$28,672,435	\$14,409,930	+\$14,262,505	+99.0%
Maalaea	7	13	-6	-46.2%	\$434,629	\$376,923	+\$57,705	+15.3%	\$457,500	\$330,000	+\$127,500	+38.6%	\$3,042,400	\$4,900,000	-\$1,857,600	-37.9%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	40	47	-7	-14.9%	\$570,179	\$594,797	-\$24,619	-4.1%	\$485,000	\$530,000	-\$45,000	-8.5%	\$22,807,145	\$27,955,473	-\$5,148,328	-18.4%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	1	+1	+100.0%	\$665,000	\$600,000	+\$65,000	+10.8%	\$665,000	\$600,000	+\$65,000	+10.8%	\$1,330,000	\$600,000	+\$730,000	+121.7%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	29	20	+9	+45.0%	\$1,691,362	\$1,169,050	+\$522,312	+44.7%	\$1,325,000	\$1,017,500	+\$307,500	+30.2%	\$49,049,500	\$23,381,000	+\$25,668,500	+109.8%
Wailuku	18	23	-5	-21.7%	\$485,055	\$441,302	+\$43,753	+9.9%	\$488,750	\$380,000	+\$108,750	+28.6%	\$8,730,990	\$10,149,950	-\$1,418,960	-14.0%
Lanai	0	3	-3	-100.0%	--	\$1,136,000	--	--	--	\$850,000	--	--	\$0	\$3,408,000	-\$3,408,000	-100.0%
Molokai	6	5	+1	+20.0%	\$197,570	\$170,600	+\$26,970	+15.8%	\$182,500	\$163,000	+\$19,500	+12.0%	\$1,185,420	\$853,000	+\$332,420	+39.0%
<b>All MLS</b>	<b>281</b>	<b>262</b>	<b>+19</b>	<b>+7.3%</b>	<b>\$812,264</b>	<b>\$682,137</b>	<b>+\$130,127</b>	<b>+19.1%</b>	<b>\$560,000</b>	<b>\$555,000</b>	<b>+\$5,000</b>	<b>+0.9%</b>	<b>\$228,246,140</b>	<b>\$178,719,907</b>	<b>+\$49,526,233</b>	<b>+27.7%</b>

# Fee Simple Condominium Sales – Year to Date

February 2021 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Feb-21 YTD Sales	Feb-20 YTD Sales	Unit Change	Percent Change	Feb-21 YTD Average	Feb-20 YTD Average	Dollar Change	Percent Change	Feb-21 YTD Median	Feb-20 YTD Median	Dollar Change	Percent Change	Feb-21 YTD Volume	Feb-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	24	21	+3	+14.3%	\$1,143,542	\$1,110,774	+\$32,768	+3.0%	\$816,000	\$901,250	-\$85,250	-9.5%	\$27,445,000	\$23,326,250	+\$4,118,750	+17.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	4	6	-2	-33.3%	\$255,000	\$142,167	+\$112,833	+79.4%	\$251,500	\$150,000	+\$101,500	+67.7%	\$1,020,000	\$853,000	+\$167,000	+19.6%
Kapalua	15	5	+10	+200.0%	\$1,940,667	\$1,648,000	+\$292,667	+17.8%	\$1,140,000	\$1,200,000	-\$60,000	-5.0%	\$29,110,000	\$8,240,000	+\$20,870,000	+253.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	92	87	+5	+5.7%	\$585,383	\$662,429	-\$77,046	-11.6%	\$505,000	\$544,000	-\$39,000	-7.2%	\$53,855,250	\$57,631,304	-\$3,776,054	-6.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	40	24	+16	+66.7%	\$716,811	\$600,414	+\$116,397	+19.4%	\$556,990	\$585,000	-\$28,010	-4.8%	\$28,672,435	\$14,409,930	+\$14,262,505	+99.0%
Maalaea	5	5	0	0.0%	\$513,500	\$444,000	+\$69,500	+15.7%	\$480,000	\$365,000	+\$115,000	+31.5%	\$2,567,500	\$2,220,000	+\$347,500	+15.7%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	33	36	-3	-8.3%	\$580,435	\$656,985	-\$76,551	-11.7%	\$495,250	\$557,500	-\$62,250	-11.2%	\$19,154,345	\$23,651,473	-\$4,497,128	-19.0%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	1	+1	+100.0%	\$665,000	\$600,000	+\$65,000	+10.8%	\$665,000	\$600,000	+\$65,000	+10.8%	\$1,330,000	\$600,000	+\$730,000	+121.7%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	29	20	+9	+45.0%	\$1,691,362	\$1,169,050	+\$522,312	+44.7%	\$1,325,000	\$1,017,500	+\$307,500	+30.2%	\$49,049,500	\$23,381,000	+\$25,668,500	+109.8%
Wailuku	18	23	-5	-21.7%	\$485,055	\$441,302	+\$43,753	+9.9%	\$488,750	\$380,000	+\$108,750	+28.6%	\$8,730,990	\$10,149,950	-\$1,418,960	-14.0%
Lanai	0	3	-3	-100.0%	--	\$1,136,000	--	--	--	\$850,000	--	--	\$0	\$3,408,000	-\$3,408,000	-100.0%
Molokai	6	5	+1	+20.0%	\$197,570	\$170,600	+\$26,970	+15.8%	\$182,500	\$163,000	+\$19,500	+12.0%	\$1,185,420	\$853,000	+\$332,420	+39.0%
<b>All MLS</b>	<b>268</b>	<b>236</b>	<b>+32</b>	<b>+13.6%</b>	<b>\$828,808</b>	<b>\$714,932</b>	<b>+\$113,876</b>	<b>+15.9%</b>	<b>\$565,500</b>	<b>\$599,000</b>	<b>-\$33,500</b>	<b>-5.6%</b>	<b>\$222,120,440</b>	<b>\$168,723,907</b>	<b>+\$53,396,533</b>	<b>+31.6%</b>

# Leasehold Condominium Sales – Year to Date

February 2021 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Feb-21 YTD Sales	Feb-20 YTD Sales	Unit Change	Percent Change	Feb-21 YTD Average	Feb-20 YTD Average	Dollar Change	Percent Change	Feb-21 YTD Median	Feb-20 YTD Median	Dollar Change	Percent Change	Feb-21 YTD Volume	Feb-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	3	5	-2	-40.0%	\$566,000	\$461,400	+\$104,600	+22.7%	\$400,000	\$345,000	+\$55,000	+15.9%	\$1,698,000	\$2,307,000	-\$609,000	-26.4%
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	1	2	-1	-50.0%	\$300,000	\$352,500	-\$52,500	-14.9%	\$300,000	\$352,500	-\$52,500	-14.9%	\$300,000	\$705,000	-\$405,000	-57.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maalaea	2	8	-6	-75.0%	\$237,450	\$335,000	-\$97,550	-29.1%	\$237,450	\$313,750	-\$76,300	-24.3%	\$474,900	\$2,680,000	-\$2,205,100	-82.3%
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	7	11	-4	-36.4%	\$521,829	\$391,273	+\$130,556	+33.4%	\$158,000	\$167,500	-\$9,500	-5.7%	\$3,652,800	\$4,304,000	-\$651,200	-15.1%
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	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
<b>All MLS</b>	<b>13</b>	<b>26</b>	<b>-13</b>	<b>-50.0%</b>	<b>\$471,208</b>	<b>\$384,462</b>	<b>+\$86,746</b>	<b>+22.6%</b>	<b>\$299,900</b>	<b>\$309,250</b>	<b>-\$9,350</b>	<b>-3.0%</b>	<b>\$6,125,700</b>	<b>\$9,996,000</b>	<b>-\$3,870,300</b>	<b>-38.7%</b>

# Land Sales – Year to Date

February 2021 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Feb-21 YTD Sales	Feb-20 YTD Sales	Unit Change	Percent Change	Feb-21 YTD Average	Feb-20 YTD Average	Dollar Change	Percent Change	Feb-21 YTD Median	Feb-20 YTD Median	Dollar Change	Percent Change	Feb-21 YTD Volume	Feb-20 YTD Volume	Dollar Change	Percent Change
Haiku	4	6	-2	-33.3%	\$830,000	\$770,750	+\$59,250	+7.7%	\$645,000	\$543,750	+\$101,250	+18.6%	\$3,320,000	\$4,624,500	-\$1,304,500	-28.2%
Hana	3	2	+1	+50.0%	\$513,667	\$612,500	-\$98,833	-16.1%	\$550,000	\$612,500	-\$62,500	-10.2%	\$1,541,000	\$1,225,000	+\$316,000	+25.8%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	15	2	+13	+650.0%	\$639,400	\$360,000	+\$279,400	+77.6%	\$615,000	\$360,000	+\$255,000	+70.8%	\$9,591,007	\$720,000	+\$8,871,007	+1,232.1%
Kahakuloa	1	0	+1	--	\$260,000	--	--	--	\$260,000	--	--	--	\$260,000	\$0	+\$260,000	--
Kahului	0	1	-1	-100.0%	--	\$225,000	--	--	--	\$225,000	--	--	\$0	\$225,000	-\$225,000	-100.0%
Kapalua	9	2	+7	+350.0%	\$872,222	\$800,000	+\$72,222	+9.0%	\$850,000	\$800,000	+\$50,000	+6.3%	\$7,850,000	\$1,600,000	+\$6,250,000	+390.6%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	1	1	0	0.0%	\$657,500	\$240,000	+\$417,500	+174.0%	\$657,500	\$240,000	+\$417,500	+174.0%	\$657,500	\$240,000	+\$417,500	+174.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	6	6	0	0.0%	\$847,167	\$584,475	+\$262,692	+44.9%	\$965,000	\$529,000	+\$436,000	+82.4%	\$5,083,000	\$3,506,850	+\$1,576,150	+44.9%
Lahaina	0	1	-1	-100.0%	--	\$375,000	--	--	--	\$375,000	--	--	\$0	\$375,000	-\$375,000	-100.0%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	5	0	+5	--	\$851,000	--	--	--	\$750,000	--	--	--	\$4,255,000	\$0	+\$4,255,000	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	1	0	+1	--	\$400,000	--	--	--	\$400,000	--	--	--	\$400,000	\$0	+\$400,000	--
Napili/Kahana/Honokowai	1	0	+1	--	\$507,275	--	--	--	\$507,275	--	--	--	\$507,275	\$0	+\$507,275	--
Olowalu	2	0	+2	--	\$2,275,000	--	--	--	\$2,275,000	--	--	--	\$4,550,000	\$0	+\$4,550,000	--
Pukalani	4	0	+4	--	\$455,000	--	--	--	\$422,500	--	--	--	\$1,820,000	\$0	+\$1,820,000	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	1	0	+1	--	\$2,800,000	--	--	--	\$2,800,000	--	--	--	\$2,800,000	\$0	+\$2,800,000	--
Wailuku	6	2	+4	+200.0%	\$499,917	\$199,500	+\$300,417	+150.6%	\$490,000	\$199,500	+\$290,500	+145.6%	\$2,999,500	\$399,000	+\$2,600,500	+651.8%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	3	2	+1	+50.0%	\$116,667	\$212,500	-\$95,833	-45.1%	\$85,000	\$212,500	-\$127,500	-60.0%	\$350,000	\$425,000	-\$75,000	-17.6%
<b>All MLS</b>	<b>62</b>	<b>25</b>	<b>+37</b>	<b>+148.0%</b>	<b>\$741,682</b>	<b>\$533,614</b>	<b>+\$208,068</b>	<b>+39.0%</b>	<b>\$648,250</b>	<b>\$390,000</b>	<b>+\$258,250</b>	<b>+66.2%</b>	<b>\$45,984,282</b>	<b>\$13,340,350</b>	<b>+\$32,643,932</b>	<b>+244.7%</b>