

# Monthly Indicators



## June 2021

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

New Listings remained flat for Single Family homes but decreased 18.5 percent for Condominium properties. Pending Sales increased 5.1 percent for Single Family homes and 110.2 percent for Condominium homes. Inventory decreased 46.4 percent for Single Family homes and 69.8 percent for Condominium homes.

Median Sales Price increased 44.5 percent to \$1,117,500 for Single Family homes and 26.2 percent to \$635,000 for Condominium homes. Days on Market decreased 27.3 percent for Single Family homes and 16.1 percent for Condominium homes. Months Supply of Inventory decreased 60.4 percent for Single Family homes and 81.0 percent for Condominium homes.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

## Quick Facts

**+ 169.4%**

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

**+ 16.5%**

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

**- 55.9%**

Change in Number of  
**Homes for Sale**  
All Properties

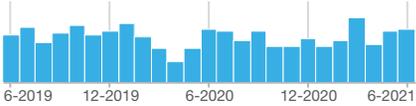
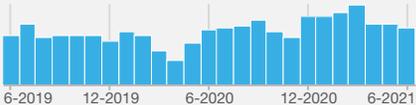
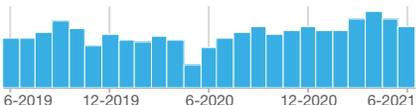
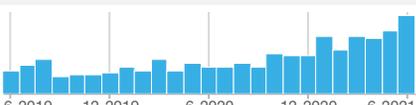
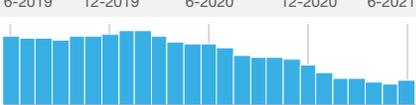
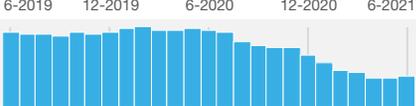
This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Condominium Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Combined	14

# 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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		135	<b>135</b>	0.0%	680	<b>751</b>	+ 10.4%
<b>Pending Sales</b>		98	<b>103</b>	+ 5.1%	464	<b>719</b>	+ 55.0%
<b>Closed Sales</b>		72	<b>110</b>	+ 52.8%	457	<b>692</b>	+ 51.4%
<b>Days on Market Until Sale</b>		150	<b>109</b>	- 27.3%	144	<b>124</b>	- 13.9%
<b>Median Sales Price</b>		\$773,250	<b>\$1,117,500</b>	+ 44.5%	\$765,173	<b>\$986,000</b>	+ 28.9%
<b>Average Sales Price</b>		\$969,948	<b>\$1,755,050</b>	+ 80.9%	\$1,052,865	<b>\$1,731,963</b>	+ 64.5%
<b>Percent of List Price Received</b>		97.0%	<b>99.1%</b>	+ 2.2%	97.1%	<b>98.2%</b>	+ 1.1%
<b>Housing Affordability Index</b>		49	<b>35</b>	- 28.6%	50	<b>40</b>	- 20.0%
<b>Inventory of Homes for Sale</b>		440	<b>236</b>	- 46.4%	—	—	—
<b>Months Supply of Inventory</b>		5.3	<b>2.1</b>	- 60.4%	—	—	—

# Condominium Market Overview

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



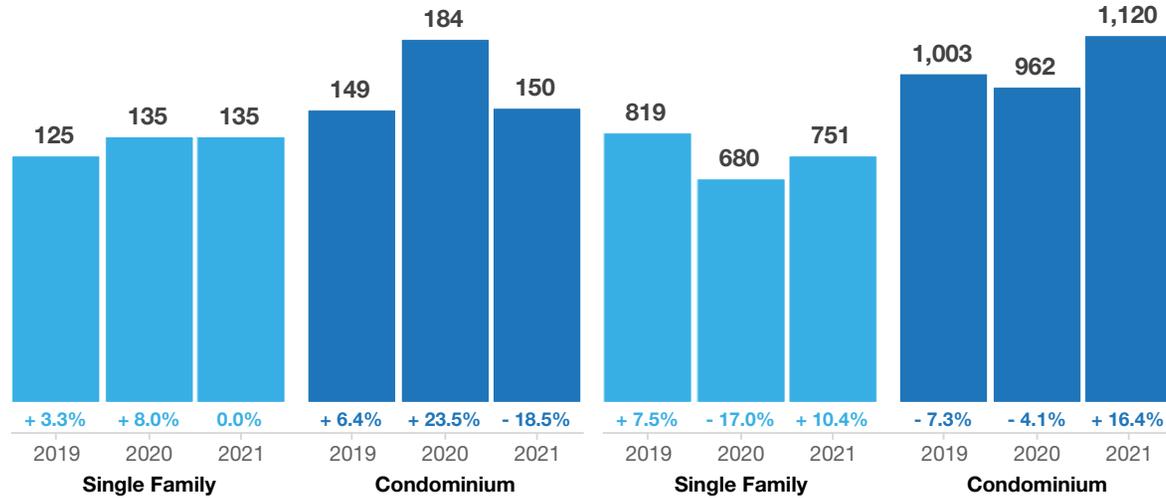
Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		184	150	- 18.5%	962	1,120	+ 16.4%
<b>Pending Sales</b>		88	185	+ 110.2%	516	1,399	+ 171.1%
<b>Closed Sales</b>		67	246	+ 267.2%	631	1,266	+ 100.6%
<b>Days on Market Until Sale</b>		149	125	- 16.1%	149	140	- 6.0%
<b>Median Sales Price</b>		\$503,000	\$635,000	+ 26.2%	\$569,000	\$620,000	+ 9.0%
<b>Average Sales Price</b>		\$794,081	\$961,608	+ 21.1%	\$768,819	\$944,102	+ 22.8%
<b>Percent of List Price Received</b>		97.2%	98.6%	+ 1.4%	97.5%	97.9%	+ 0.4%
<b>Housing Affordability Index</b>		76	61	- 19.7%	67	63	- 6.0%
<b>Inventory of Homes for Sale</b>		630	190	- 69.8%	—	—	—
<b>Months Supply of Inventory</b>		5.8	1.1	- 81.0%	—	—	—

# New Listings

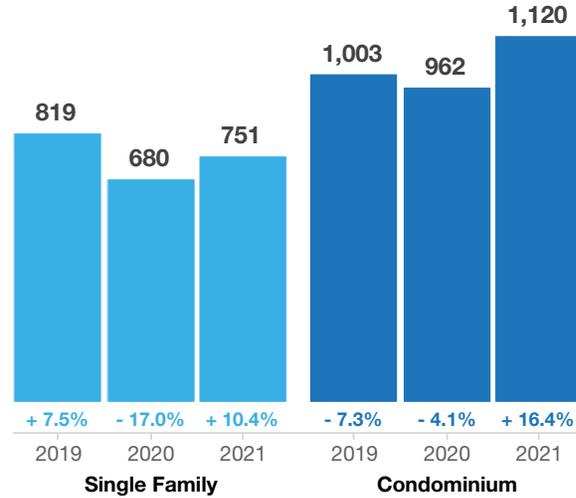
A count of the properties that have been newly listed on the market in a given month.



## June

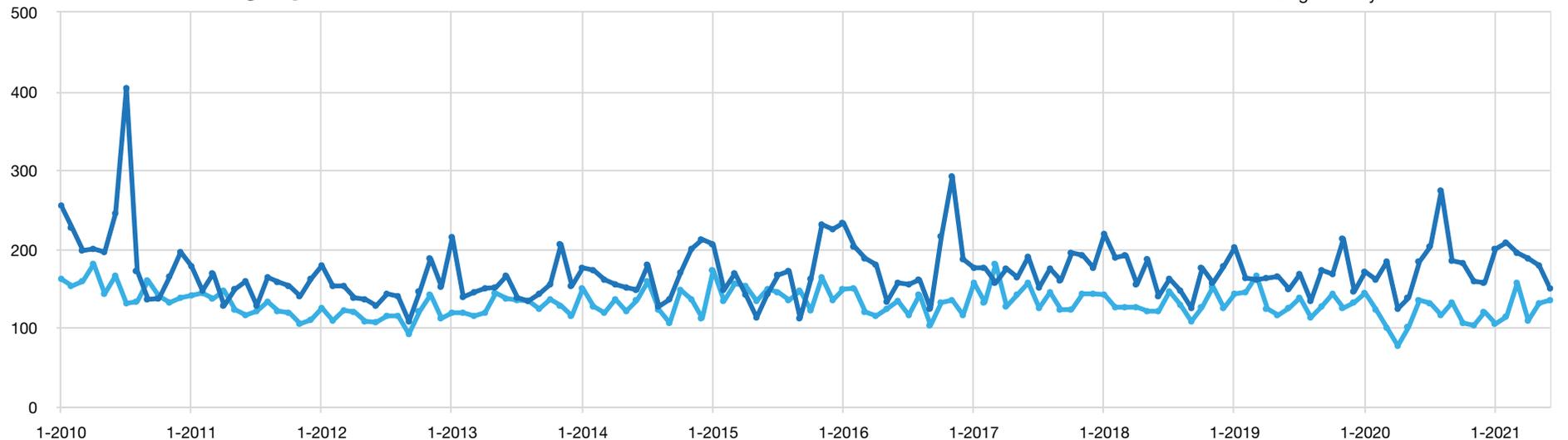


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2020	131	- 5.1%	203	+ 20.8%
Aug-2020	116	+ 2.7%	274	+ 104.5%
Sep-2020	132	+ 3.9%	185	+ 6.9%
Oct-2020	106	- 25.9%	182	+ 8.3%
Nov-2020	103	- 17.6%	159	- 25.4%
Dec-2020	120	- 9.1%	157	+ 7.5%
Jan-2021	105	- 27.1%	200	+ 17.0%
Feb-2021	114	- 7.3%	208	+ 29.2%
Mar-2021	157	+ 57.0%	195	+ 6.0%
Apr-2021	109	+ 41.6%	188	+ 51.6%
May-2021	131	+ 29.7%	179	+ 29.7%
<b>Jun-2021</b>	<b>135</b>	<b>0.0%</b>	<b>150</b>	<b>- 18.5%</b>
12-Month Avg	122	0.0%	190	+ 15.9%

## Historical New Listings by Month



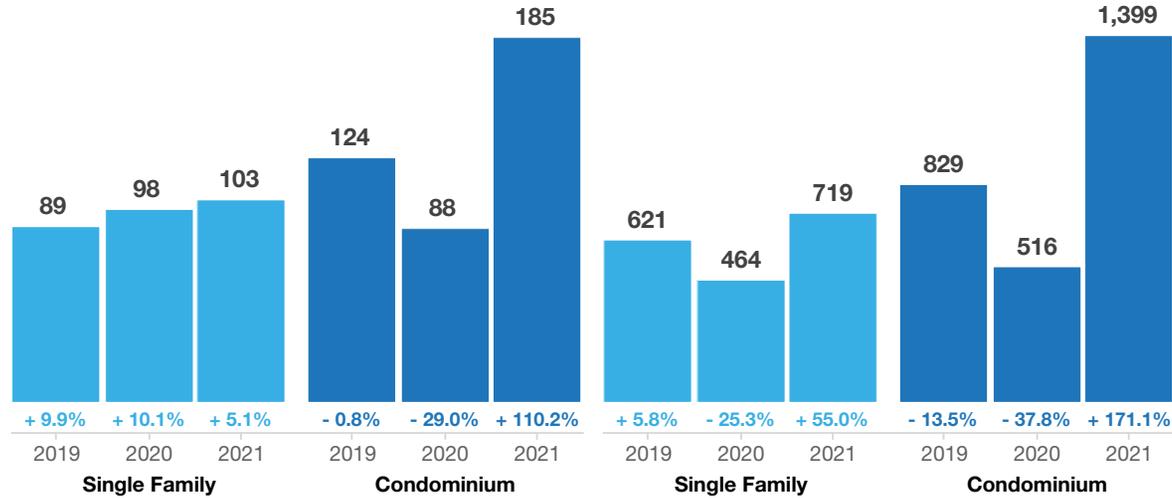
# Pending Sales

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



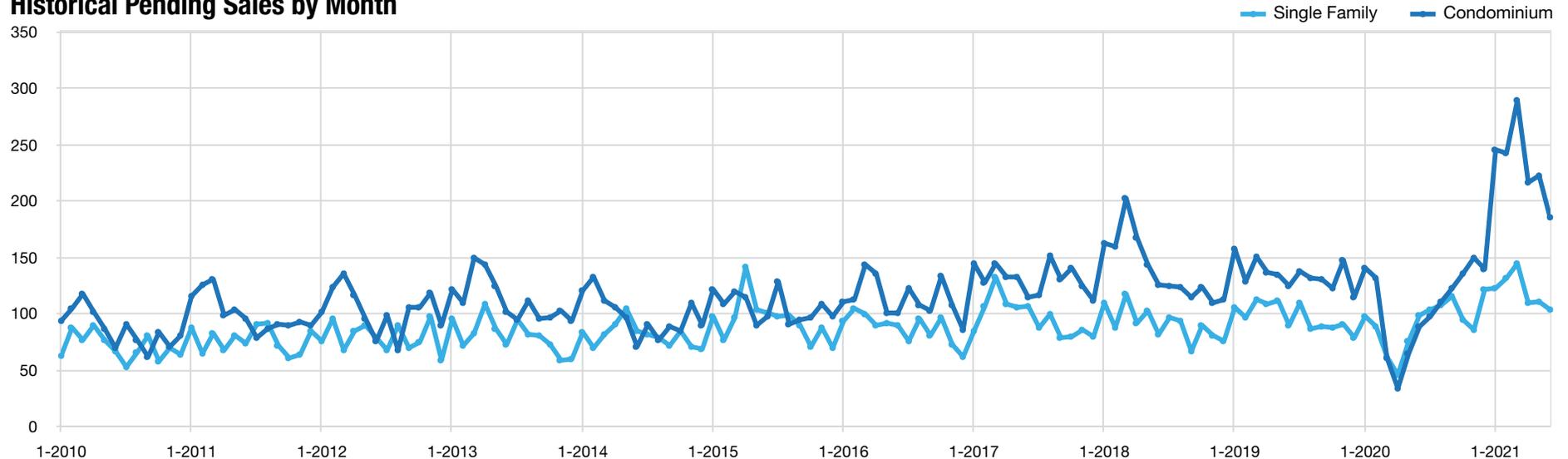
## June

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2020	103	- 5.5%	97	- 29.2%
Aug-2020	107	+ 24.4%	110	- 16.0%
Sep-2020	115	+ 30.7%	122	- 6.2%
Oct-2020	94	+ 8.0%	135	+ 10.7%
Nov-2020	85	- 5.6%	149	+ 1.4%
Dec-2020	121	+ 55.1%	139	+ 21.9%
Jan-2021	122	+ 25.8%	245	+ 75.0%
Feb-2021	131	+ 48.9%	242	+ 84.7%
Mar-2021	144	+ 136.1%	289	+ 381.7%
Apr-2021	109	+ 142.2%	216	+ 554.5%
May-2021	110	+ 46.7%	222	+ 246.9%
<b>Jun-2021</b>	<b>103</b>	<b>+ 5.1%</b>	<b>185</b>	<b>+ 110.2%</b>
12-Month Avg	112	+ 33.3%	179	+ 65.7%

## Historical Pending Sales by Month



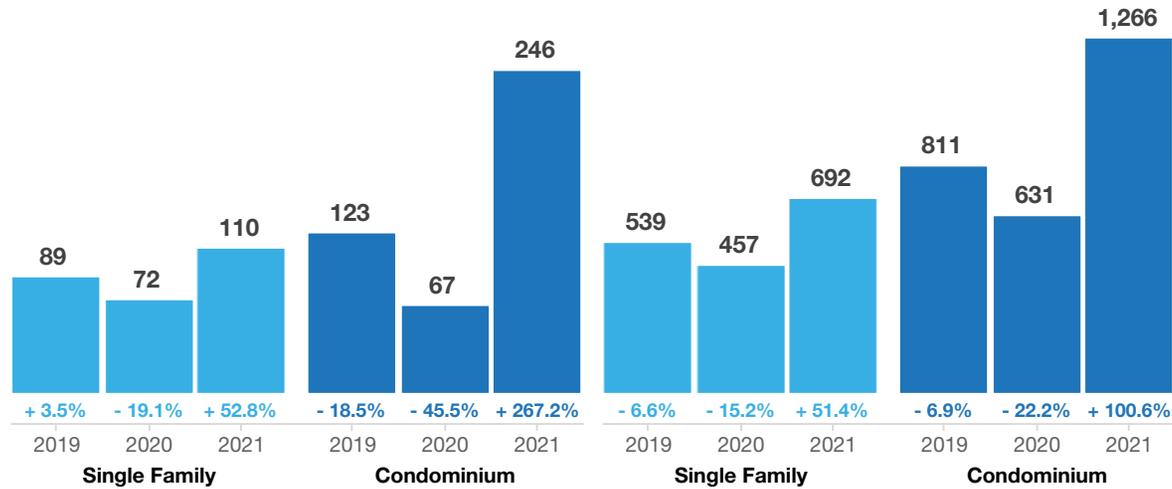
# Closed Sales

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



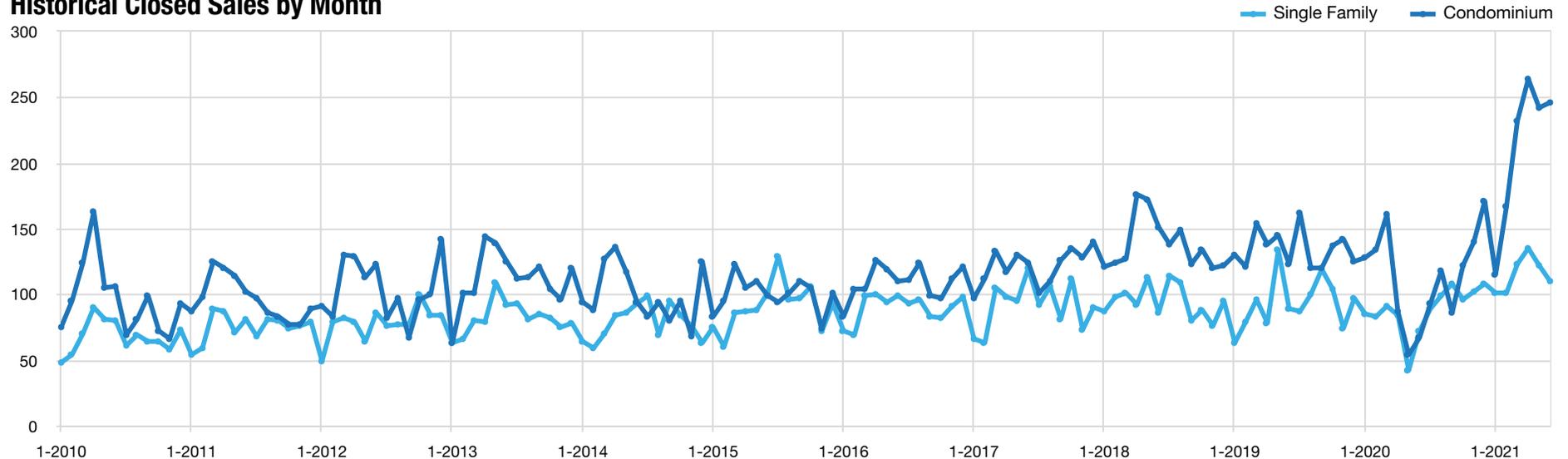
## June

## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2020	89	+ 2.3%	93	- 42.6%
Aug-2020	99	- 1.0%	118	- 1.7%
Sep-2020	108	- 9.2%	86	- 28.3%
Oct-2020	96	- 7.7%	122	- 10.9%
Nov-2020	102	+ 37.8%	140	- 1.4%
Dec-2020	108	+ 11.3%	171	+ 36.8%
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%
<b>Jun-2021</b>	<b>110</b>	<b>+ 52.8%</b>	<b>246</b>	<b>+ 267.2%</b>
12-Month Avg	108	+ 24.1%	166	+ 38.3%

## Historical Closed Sales by Month

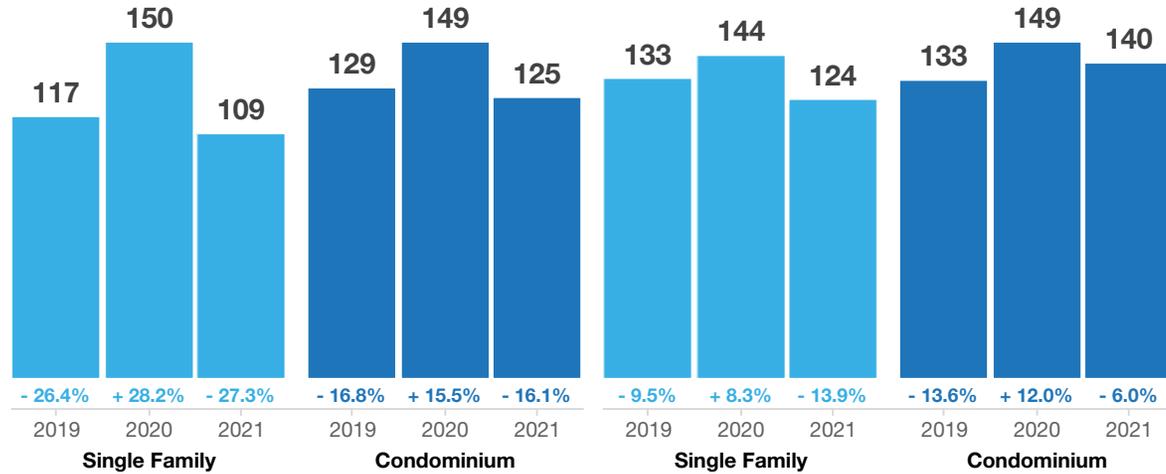


# Days on Market Until Sale

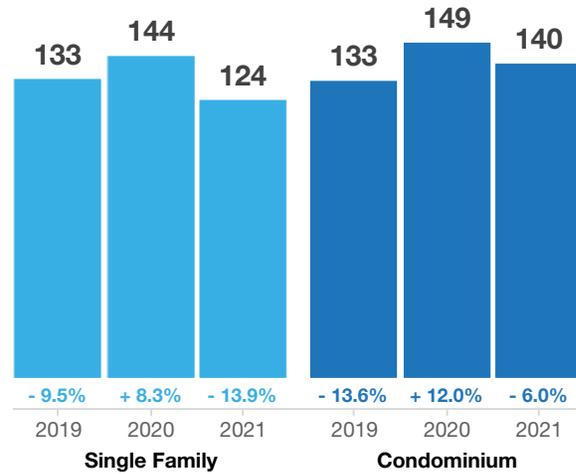
Average number of days between when a property is listed and when it closed in a given month.



## June



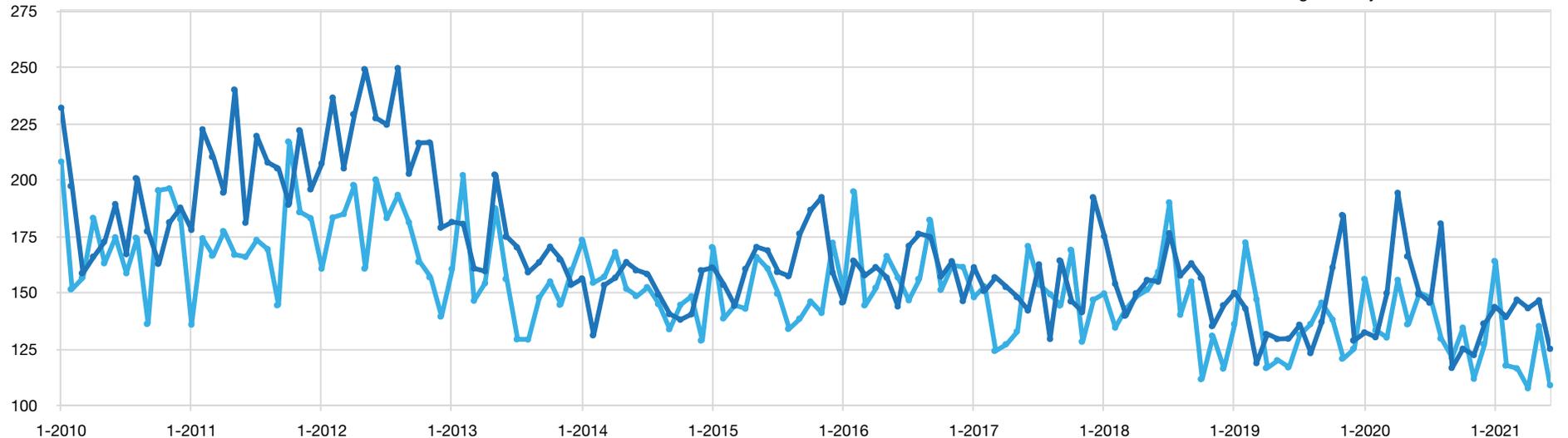
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2020	148	+ 13.0%	145	+ 7.4%
Aug-2020	129	- 5.1%	180	+ 46.3%
Sep-2020	121	- 16.6%	116	- 15.3%
Oct-2020	134	- 2.9%	125	- 22.4%
Nov-2020	111	- 7.5%	122	- 33.7%
Dec-2020	127	+ 1.6%	136	+ 6.3%
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%
<b>Jun-2021</b>	<b>109</b>	<b>- 27.3%</b>	<b>125</b>	<b>- 16.1%</b>
12-Month Avg*	126	- 9.0%	139	- 5.5%

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

## Historical Days on Market Until Sale by Month

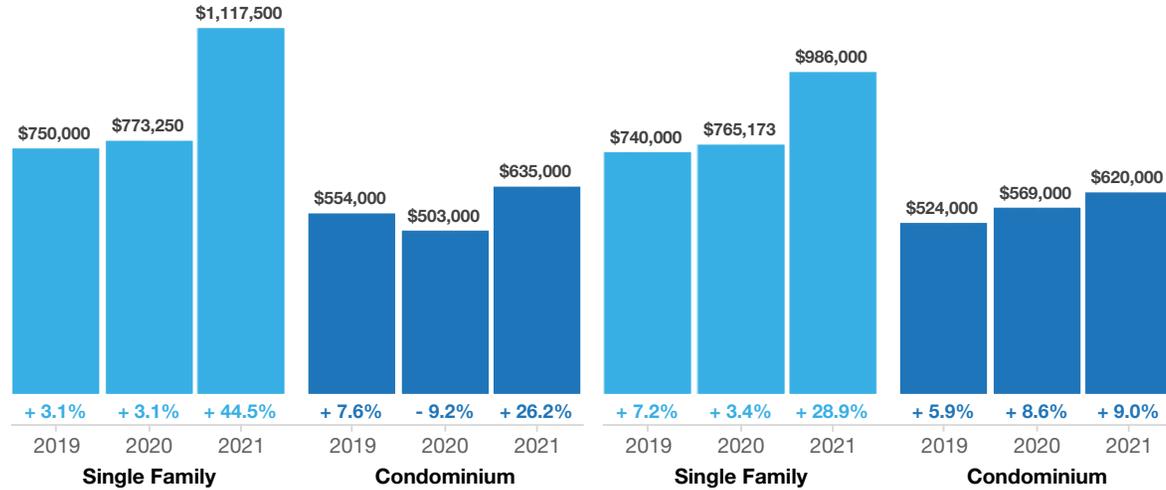


# Median Sales Price

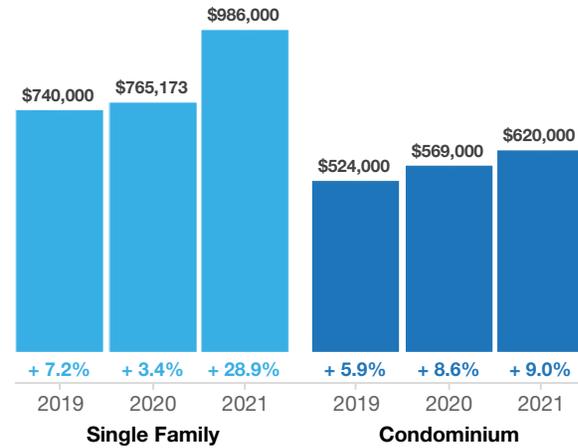
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



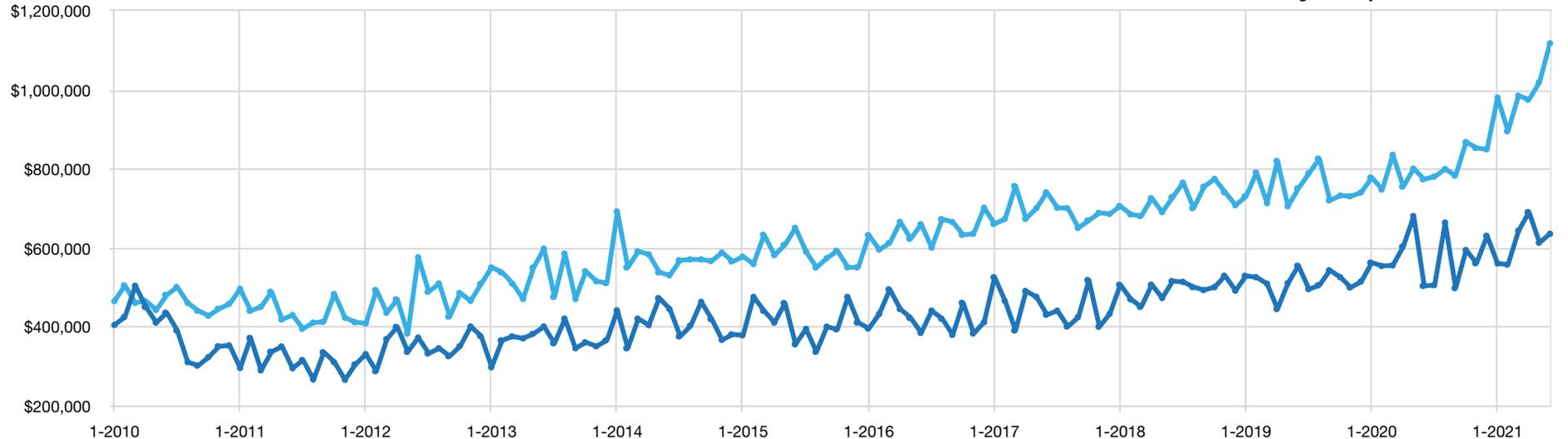
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2020	\$779,690	- 1.1%	\$505,000	+ 2.0%
Aug-2020	\$799,000	- 3.2%	\$663,500	+ 31.5%
Sep-2020	\$782,500	+ 8.8%	\$497,500	- 8.3%
Oct-2020	\$867,500	+ 18.5%	\$593,900	+ 13.1%
Nov-2020	\$852,500	+ 16.8%	\$560,500	+ 12.3%
Dec-2020	\$849,000	+ 14.7%	\$630,000	+ 22.5%
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%
<b>Jun-2021</b>	<b>\$1,117,500</b>	<b>+ 44.5%</b>	<b>\$635,000</b>	<b>+ 26.2%</b>
12-Month Avg*	\$893,500	+ 18.3%	\$610,000	+ 14.6%

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

## Historical Median Sales Price by Month



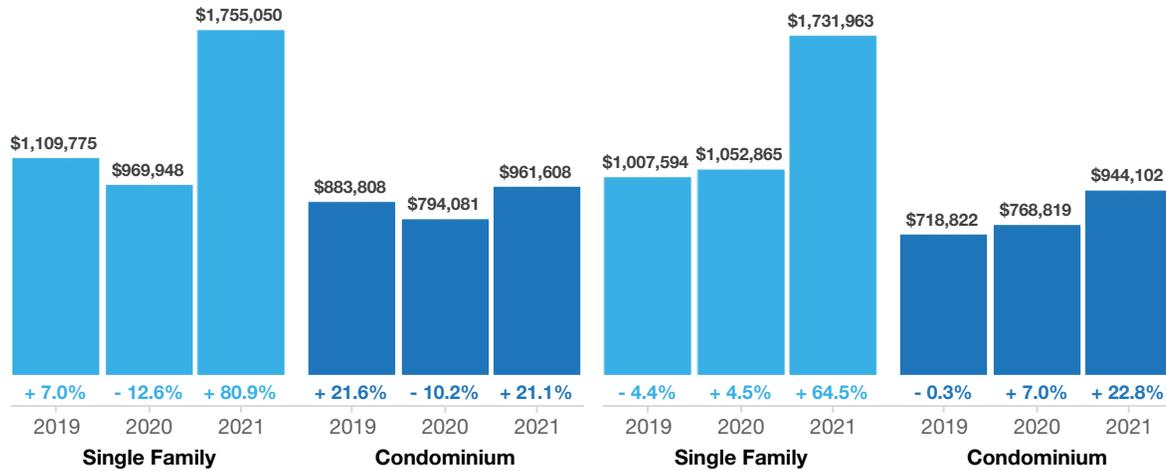
# Average Sales Price

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



## June

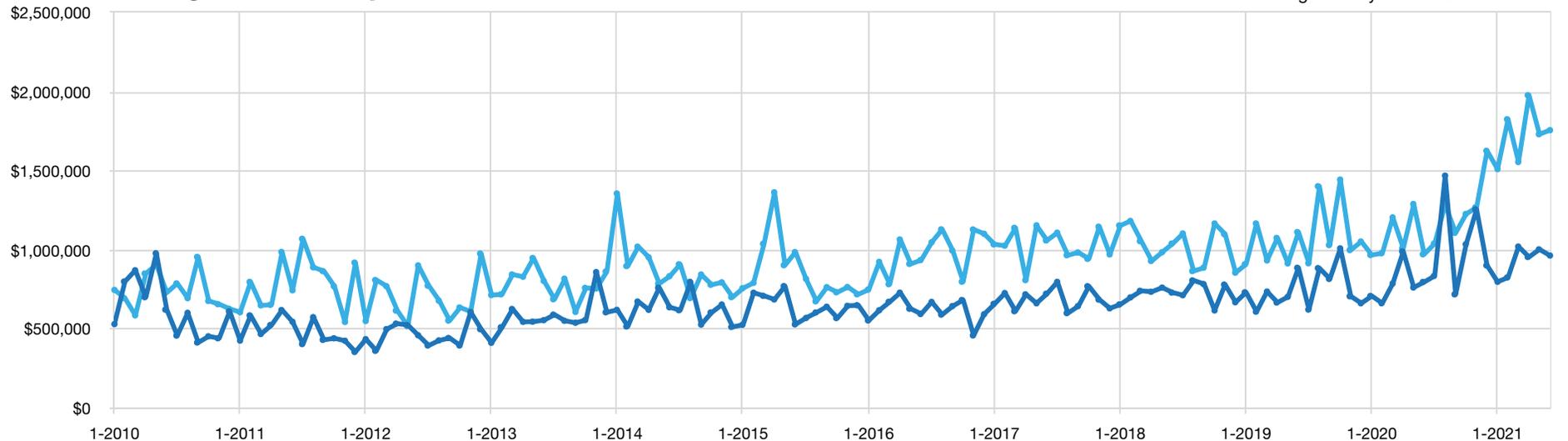
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2020	\$1,037,229	+ 13.6%	\$832,603	+ 34.4%
Aug-2020	\$1,284,432	- 8.3%	\$1,466,970	+ 66.4%
Sep-2020	\$1,104,911	+ 7.5%	\$716,109	- 12.0%
Oct-2020	\$1,224,740	- 15.1%	\$1,032,909	+ 2.6%
Nov-2020	\$1,266,251	+ 27.1%	\$1,253,660	+ 78.1%
Dec-2020	\$1,624,298	+ 54.7%	\$899,041	+ 36.3%
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%
<b>Jun-2021</b>	<b>\$1,755,050</b>	<b>+ 80.9%</b>	<b>\$961,608</b>	<b>+ 21.1%</b>
12-Month Avg*	\$1,514,280	+ 36.8%	\$983,275	+ 27.4%

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

## Historical Average Sales Price by Month



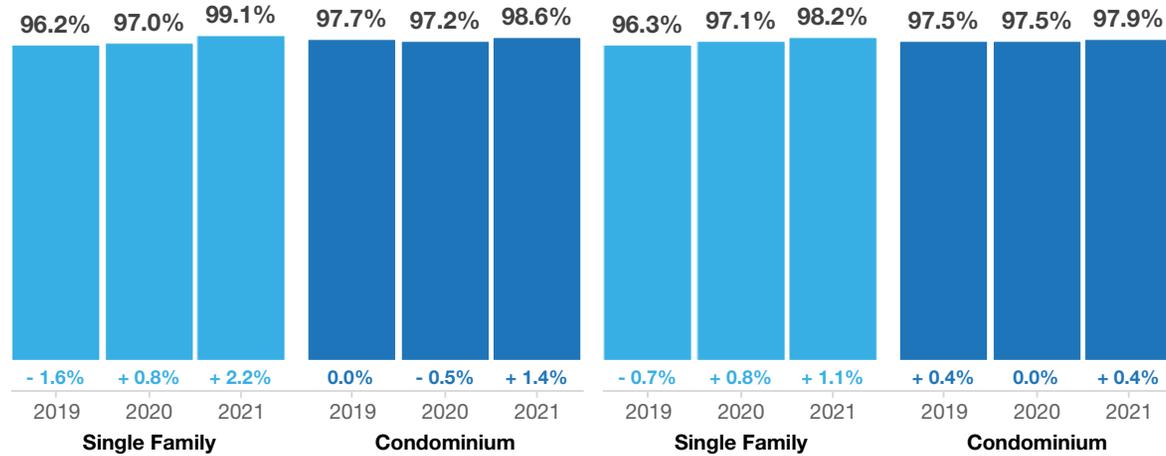
# Percent of List Price Received

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.



## June

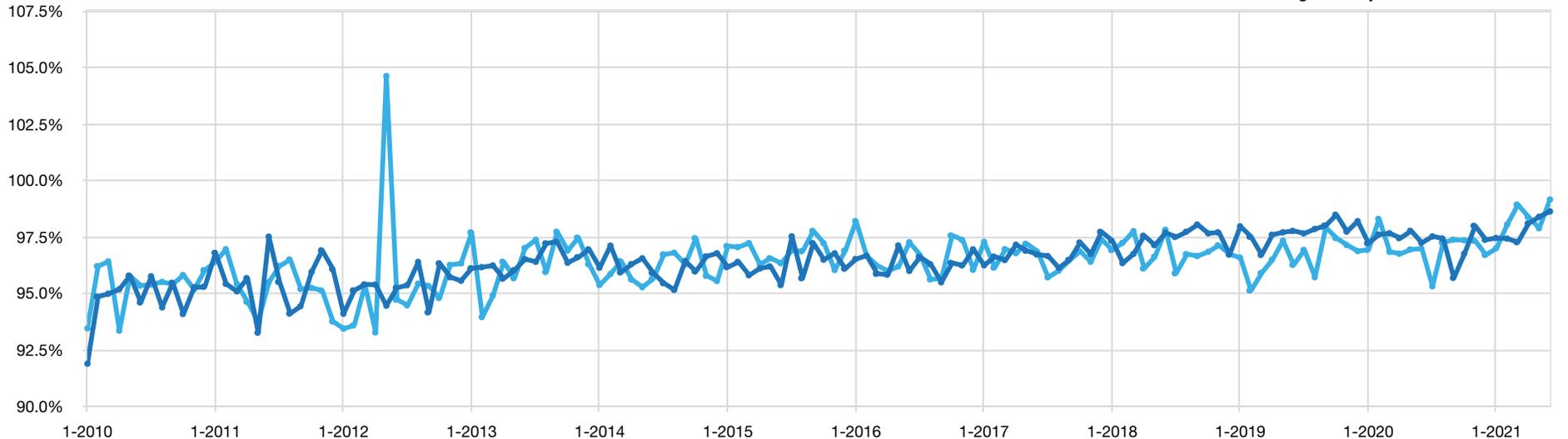
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2020	95.3%	- 1.7%	97.5%	- 0.1%
Aug-2020	97.2%	+ 1.6%	97.4%	- 0.4%
Sep-2020	97.4%	- 0.5%	95.7%	- 2.3%
Oct-2020	97.3%	- 0.1%	96.7%	- 1.8%
Nov-2020	97.3%	+ 0.2%	98.0%	+ 0.3%
Dec-2020	96.7%	- 0.1%	97.3%	- 0.9%
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%
<b>Jun-2021</b>	<b>99.1%</b>	<b>+ 2.2%</b>	<b>98.6%</b>	<b>+ 1.4%</b>
12-Month Avg*	97.6%	+ 0.6%	97.7%	- 0.1%

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

## Historical Percent of List Price Received by Month

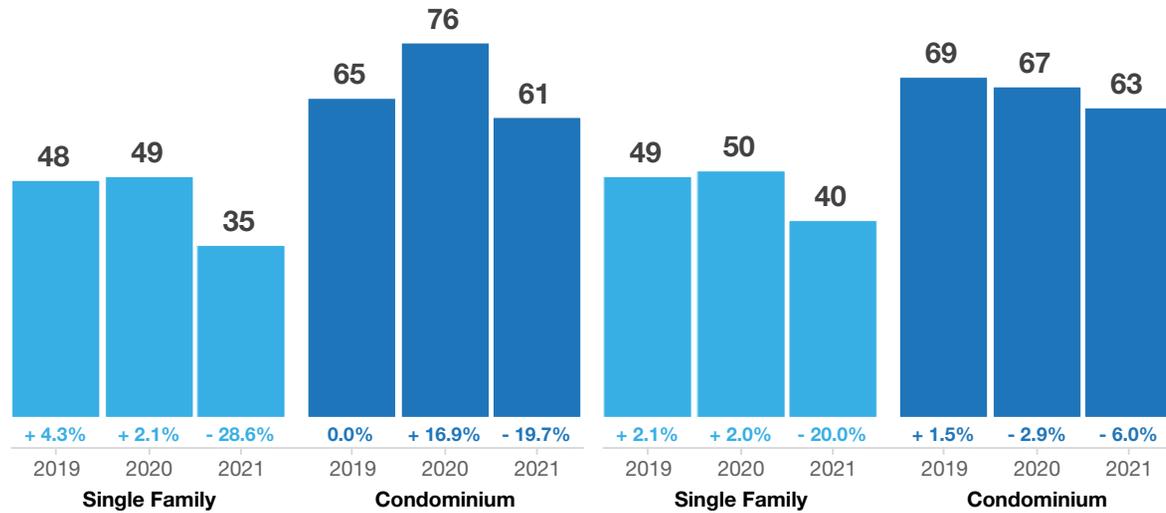


# Housing Affordability Index

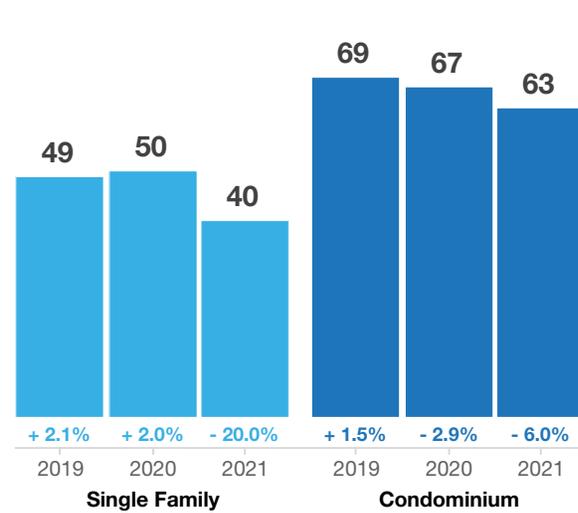
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## June

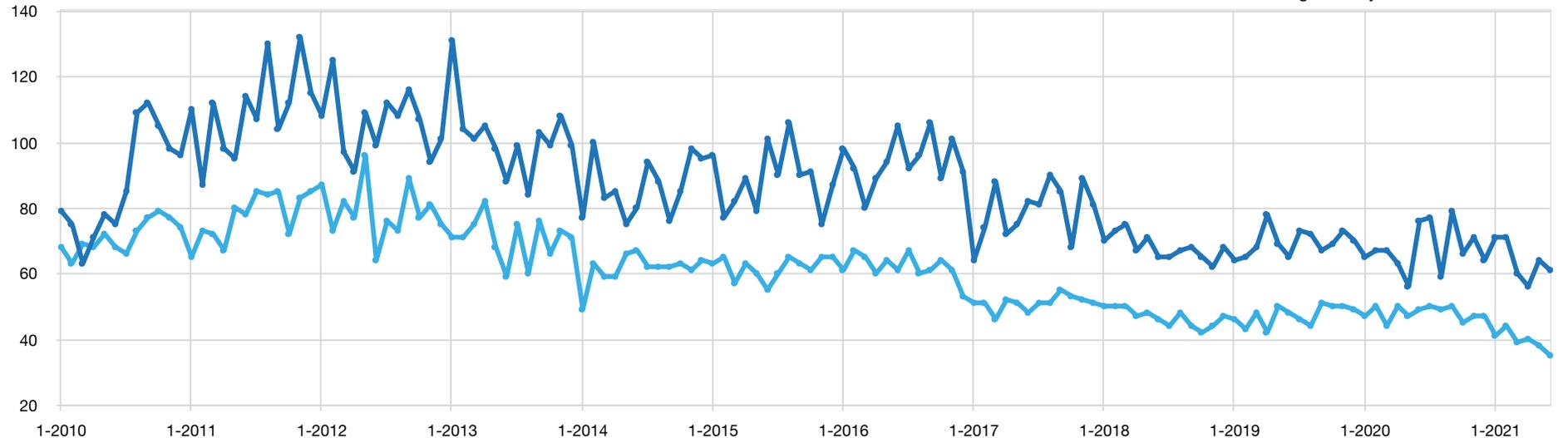


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2020	50	+ 8.7%	77	+ 5.5%
Aug-2020	49	+ 11.4%	59	- 18.1%
Sep-2020	50	- 2.0%	79	+ 17.9%
Oct-2020	45	- 10.0%	66	- 4.3%
Nov-2020	47	- 6.0%	71	- 2.7%
Dec-2020	47	- 4.1%	64	- 8.6%
Jan-2021	41	- 12.8%	71	+ 9.2%
Feb-2021	44	- 12.0%	71	+ 6.0%
Mar-2021	39	- 11.4%	60	- 10.4%
Apr-2021	40	- 20.0%	56	- 11.1%
May-2021	38	- 19.1%	64	+ 14.3%
<b>Jun-2021</b>	<b>35</b>	<b>- 28.6%</b>	<b>61</b>	<b>- 19.7%</b>
12-Month Avg	44	- 8.3%	67	- 1.5%

## Historical Housing Affordability Index by Month

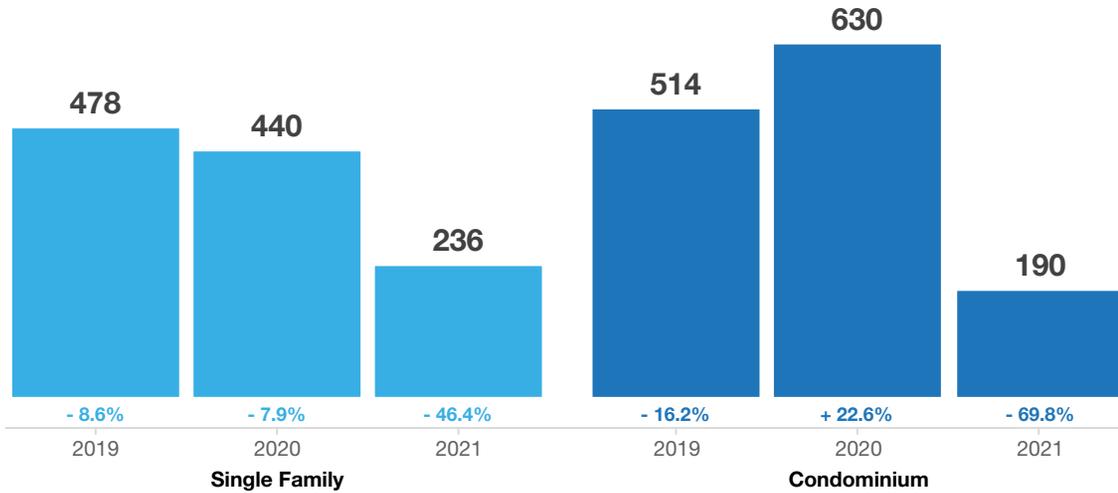


# Inventory of Homes for Sale

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

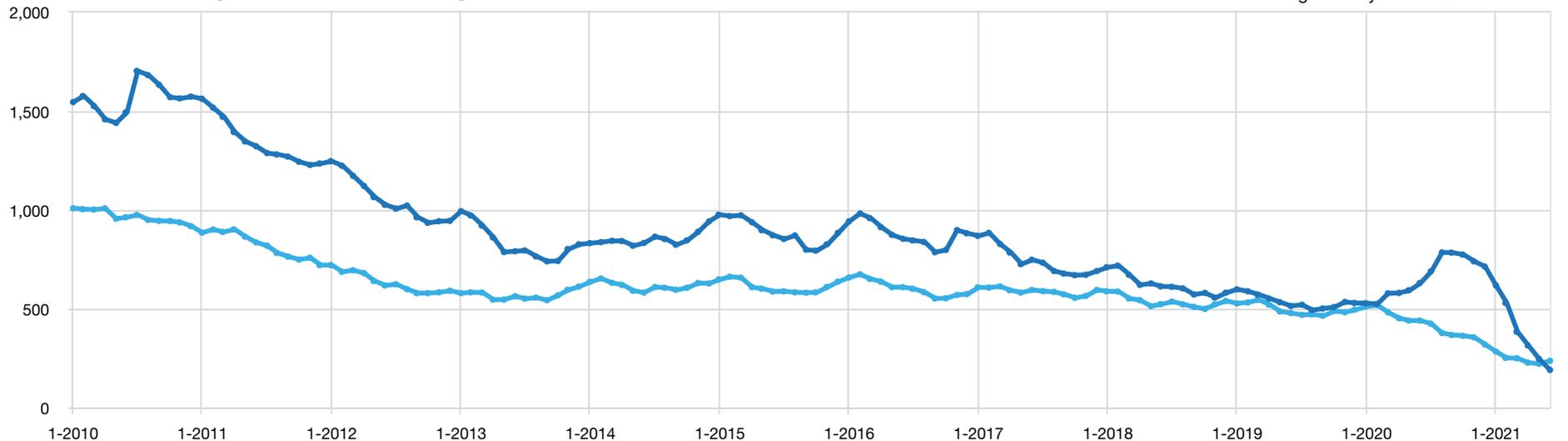


## June



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2020	424	- 9.6%	689	+ 32.5%
Aug-2020	377	- 20.0%	785	+ 59.2%
Sep-2020	367	- 20.9%	784	+ 56.5%
Oct-2020	363	- 25.6%	774	+ 52.4%
Nov-2020	355	- 26.3%	740	+ 38.6%
Dec-2020	319	- 35.6%	713	+ 34.8%
Jan-2021	283	- 44.6%	618	+ 17.0%
Feb-2021	251	- 51.5%	529	+ 1.0%
Mar-2021	249	- 48.3%	383	- 33.7%
Apr-2021	227	- 49.8%	314	- 45.9%
May-2021	221	- 49.8%	246	- 58.5%
<b>Jun-2021</b>	<b>236</b>	<b>- 46.4%</b>	<b>190</b>	<b>- 69.8%</b>
12-Month Avg	306	- 35.7%	564	+ 3.9%

## Historical Inventory of Homes for Sale by Month

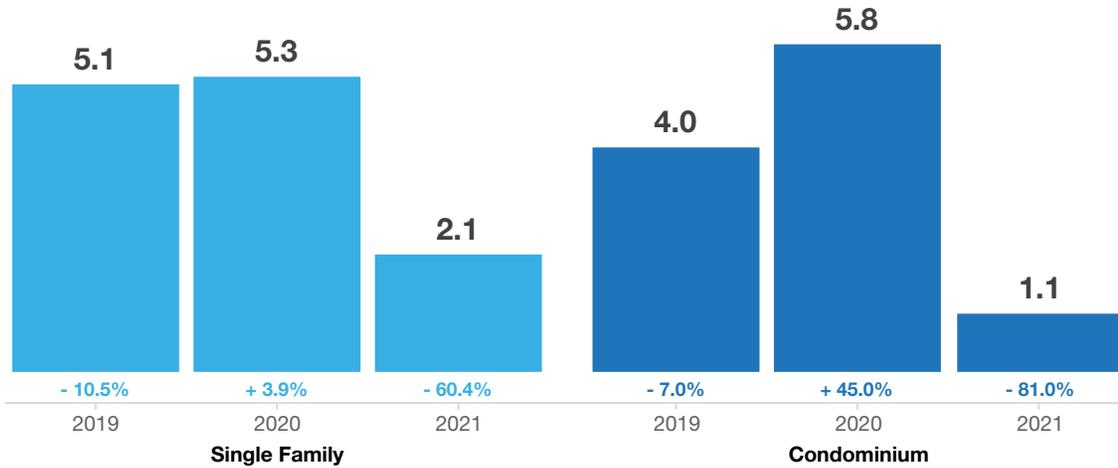


# Months Supply of Inventory

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.



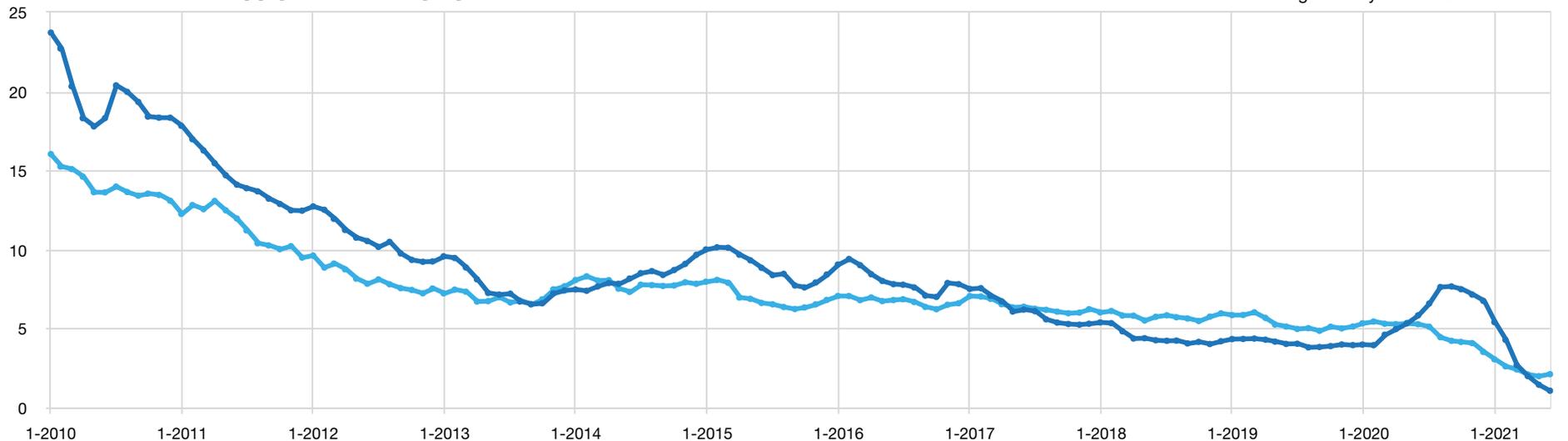
## June



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2020	5.1	+ 2.0%	6.6	+ 65.0%
Aug-2020	4.4	- 12.0%	7.6	+ 100.0%
Sep-2020	4.2	- 14.3%	7.7	+ 102.6%
Oct-2020	4.1	- 19.6%	7.5	+ 92.3%
Nov-2020	4.1	- 18.0%	7.1	+ 77.5%
Dec-2020	3.5	- 31.4%	6.7	+ 71.8%
Jan-2021	3.0	- 43.4%	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	2.0	- 62.3%	1.4	- 73.6%
<b>Jun-2021</b>	<b>2.1</b>	<b>- 60.4%</b>	<b>1.1</b>	<b>- 81.0%</b>
12-Month Avg*	3.3	- 35.9%	5.0	+ 15.3%

\* Months Supply for all properties from July 2020 through June 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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		357	<b>322</b>	- 9.8%	1,812	<b>2,107</b>	+ 16.3%
<b>Pending Sales</b>		203	<b>309</b>	+ 52.2%	1,054	<b>2,362</b>	+ 124.1%
<b>Closed Sales</b>		147	<b>396</b>	+ 169.4%	1,158	<b>2,194</b>	+ 89.5%
<b>Days on Market Until Sale</b>		154	<b>129</b>	- 16.2%	152	<b>142</b>	- 6.6%
<b>Median Sales Price</b>		\$705,690	<b>\$822,000</b>	+ 16.5%	\$685,000	<b>\$775,000</b>	+ 13.1%
<b>Average Sales Price</b>		\$861,617	<b>\$1,173,886</b>	+ 36.2%	\$866,036	<b>\$1,179,292</b>	+ 36.2%
<b>Percent of List Price Received</b>		97.0%	<b>98.6%</b>	+ 1.6%	97.2%	<b>97.8%</b>	+ 0.6%
<b>Housing Affordability Index</b>		54	<b>47</b>	- 13.0%	56	<b>50</b>	- 10.7%
<b>Inventory of Homes for Sale</b>		1,375	<b>606</b>	- 55.9%	—	—	—
<b>Months Supply of Inventory</b>		6.8	<b>1.9</b>	- 72.1%	—	—	—

# Single Family Monthly Sales Volume

June 2021



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	June 2021			May 2021			June 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	13	\$23,474,000	\$1,450,000	9	\$11,284,000	\$1,115,000	4	\$4,717,500	\$982,500
Hana	1	\$811,000	\$811,000	1	\$700,000	\$700,000	1	\$618,000	\$618,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$5,300,000	\$5,300,000	5	\$9,646,666	\$1,920,000	1	\$1,650,000	\$1,650,000
Kahakuloa	1	\$1,540,000	\$1,540,000	0	--	--	0	--	--
Kahului	6	\$5,024,000	\$909,500	4	\$3,094,000	\$782,000	5	\$3,911,000	\$742,000
Kapalua	2	\$6,775,000	\$3,387,500	5	\$29,770,000	\$4,150,000	1	\$3,850,000	\$3,850,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	11	\$18,763,000	\$950,000	14	\$22,694,999	\$945,000	11	\$8,253,400	\$730,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	10	\$17,571,000	\$1,305,000	8	\$8,082,000	\$910,000	6	\$6,758,110	\$929,500
Lahaina	7	\$15,820,000	\$2,300,000	8	\$25,953,000	\$3,050,000	2	\$1,480,000	\$740,000
Maalaea	0	--	--	1	\$2,475,000	\$2,475,000	0	--	--
Makawao/Olinda/Haliimaile	9	\$11,051,600	\$980,000	9	\$6,045,346	\$765,000	7	\$5,164,250	\$787,500
Maui Meadows	3	\$7,020,000	\$2,500,000	3	\$4,660,000	\$1,565,000	3	\$4,420,550	\$1,692,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	4	\$4,317,800	\$1,122,000	5	\$5,910,000	\$1,200,000	1	\$1,567,890	\$1,567,890
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	4	\$3,398,000	\$857,500	6	\$4,833,000	\$655,000	3	\$2,148,333	\$700,333
Spreckelsville/Paia/Kuau	6	\$14,330,000	\$2,052,500	2	\$2,385,000	\$1,192,500	2	\$1,775,000	\$887,500
Wailea/Makena	5	\$27,822,080	\$5,499,000	5	\$34,325,000	\$2,525,000	3	\$7,660,000	\$2,360,000
Wailuku	24	\$23,199,000	\$872,000	31	\$28,232,390	\$796,000	20	\$14,962,255	\$714,460
Lanai	1	\$5,015,000	\$5,015,000	1	\$600,000	\$600,000	0	--	--
Molokai	2	\$1,824,000	\$912,000	5	\$10,295,000	\$2,600,000	2	\$900,000	\$450,000
<b>All MLS</b>	<b>110</b>	<b>\$193,055,480</b>	<b>\$1,117,500</b>	<b>122</b>	<b>\$210,985,401</b>	<b>\$1,019,000</b>	<b>72</b>	<b>\$69,836,288</b>	<b>\$773,250</b>

# Condominium Monthly Sales Volume

June 2021



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	June 2021			May 2021			June 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	26	\$40,736,400	\$1,022,500	23	\$26,798,000	\$1,040,000	10	\$9,684,500	\$762,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$614,000	\$307,000	5	\$1,138,000	\$180,000	2	\$230,200	\$115,100
Kapalua	20	\$41,694,000	\$1,119,500	13	\$28,183,000	\$1,285,000	1	\$755,000	\$755,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	74	\$43,780,400	\$555,000	79	\$50,937,950	\$530,000	19	\$12,166,249	\$470,014
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	13	\$9,543,400	\$469,000	11	\$11,723,570	\$542,070	13	\$11,611,710	\$823,690
Maalaea	6	\$3,123,500	\$485,000	5	\$2,600,000	\$561,000	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	56	\$32,571,805	\$522,500	58	\$33,835,300	\$537,500	8	\$3,753,500	\$524,250
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	1	\$700,000	\$700,000	1	\$852,000	\$852,000
Spreckelsville/Paia/Kuau	1	\$530,000	\$530,000	1	\$430,000	\$430,000	1	\$385,000	\$385,000
Wailea/Makena	27	\$55,864,500	\$1,348,000	30	\$76,060,400	\$1,694,500	3	\$10,447,500	\$2,782,500
Wailuku	11	\$5,857,500	\$550,000	11	\$4,483,250	\$400,000	8	\$3,107,748	\$409,924
Lanai	0	--	--	2	\$4,775,000	\$2,387,500	0	--	--
Molokai	10	\$2,240,000	\$245,000	3	\$472,000	\$150,000	1	\$210,000	\$210,000
<b>All MLS</b>	<b>246</b>	<b>\$236,555,505</b>	<b>\$635,000</b>	<b>242</b>	<b>\$242,136,470</b>	<b>\$612,500</b>	<b>67</b>	<b>\$53,203,407</b>	<b>\$503,000</b>

# Land Monthly Sales Volume

June 2021



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	June 2021			May 2021			June 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	5	\$4,464,020	\$475,000	5	\$3,260,500	\$475,000	2	\$803,000	\$401,500
Hana	2	\$1,065,000	\$532,500	1	\$537,500	\$537,500	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$2,295,000	\$1,147,500	11	\$7,151,000	\$600,000	0	--	--
Kahakuloa	1	\$530,000	\$530,000	0	--	--	2	\$830,000	\$415,000
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	10	\$10,690,000	\$1,095,000	5	\$6,515,000	\$1,300,000	0	--	--
Kaupo	0	--	--	1	\$350,000	\$350,000	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	5	\$7,614,000	\$930,000	9	\$9,885,000	\$995,000	3	\$1,425,000	\$500,000
Lahaina	4	\$4,275,000	\$975,000	1	\$414,000	\$414,000	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$385,000	\$385,000	0	--	--	1	\$560,000	\$560,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	1	\$360,000	\$360,000	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	1	\$795,000	\$795,000	1	\$950,000	\$950,000	0	--	--
Wailuku	5	\$2,530,000	\$555,000	6	\$7,690,000	\$637,500	0	--	--
Lanai	0	--	--	2	\$2,195,000	\$1,097,500	0	--	--
Molokai	4	\$605,000	\$142,500	3	\$355,500	\$121,500	0	--	--
<b>All MLS</b>	<b>40</b>	<b>\$35,248,020</b>	<b>\$797,500</b>	<b>46</b>	<b>\$39,663,500</b>	<b>\$652,500</b>	<b>8</b>	<b>\$3,618,000</b>	<b>\$463,750</b>

# Single Family Sales – Year to Date

June 2021 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-21 YTD Sales	Jun-20 YTD Sales	Unit Change	Percent Change	Jun-21 YTD Average	Jun-20 YTD Average	Dollar Change	Percent Change	Jun-21 YTD Median	Jun-20 YTD Median	Dollar Change	Percent Change	Jun-21 YTD Volume	Jun-20 YTD Volume	Dollar Change	Percent Change
Haiku	50	38	+12	+31.6%	\$1,370,080	\$1,187,237	+\$182,843	+15.4%	\$1,177,500	\$962,500	+\$215,000	+22.3%	\$68,504,000	\$45,115,000	+\$23,389,000	+51.8%
Hana	5	2	+3	+150.0%	\$848,200	\$756,500	+\$91,700	+12.1%	\$780,000	\$756,500	+\$23,500	+3.1%	\$4,241,000	\$1,513,000	+\$2,728,000	+180.3%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	35	13	+22	+169.2%	\$2,970,476	\$2,168,462	+\$802,014	+37.0%	\$2,325,000	\$1,900,000	+\$425,000	+22.4%	\$103,966,666	\$28,190,005	+\$75,776,661	+268.8%
Kahakuloa	1	0	+1	--	\$1,540,000	--	--	--	\$1,540,000	--	--	--	\$1,540,000	\$0	+\$1,540,000	--
Kahului	59	49	+10	+20.4%	\$779,654	\$681,620	+\$98,034	+14.4%	\$779,000	\$675,000	+\$104,000	+15.4%	\$45,999,600	\$33,399,370	+\$12,600,230	+37.7%
Kapalua	20	4	+16	+400.0%	\$5,120,125	\$3,680,000	+\$1,440,125	+39.1%	\$4,087,500	\$3,150,000	+\$937,500	+29.8%	\$102,402,500	\$14,720,000	+\$87,682,500	+595.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	99	65	+34	+52.3%	\$1,325,268	\$1,106,372	+\$218,895	+19.8%	\$949,000	\$820,000	+\$129,000	+15.7%	\$131,201,499	\$71,914,203	+\$59,287,296	+82.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	49	33	+16	+48.5%	\$1,397,592	\$1,080,720	+\$316,872	+29.3%	\$1,225,000	\$950,000	+\$275,000	+28.9%	\$68,482,000	\$35,663,768	+\$32,818,232	+92.0%
Lahaina	41	18	+23	+127.8%	\$2,608,832	\$1,834,912	+\$773,920	+42.2%	\$2,175,000	\$1,245,000	+\$930,000	+74.7%	\$106,962,124	\$33,028,418	+\$73,933,706	+223.8%
Maalaea	1	0	+1	--	\$2,475,000	--	--	--	\$2,475,000	--	--	--	\$2,475,000	\$0	+\$2,475,000	--
Makawao/Olinda/Haliimaile	33	34	-1	-2.9%	\$889,313	\$872,185	+\$17,127	+2.0%	\$800,000	\$730,000	+\$70,000	+9.6%	\$29,347,321	\$29,654,300	-\$306,979	-1.0%
Maui Meadows	22	8	+14	+175.0%	\$1,605,977	\$1,290,694	+\$315,284	+24.4%	\$1,479,500	\$1,215,000	+\$264,500	+21.8%	\$35,331,500	\$10,325,550	+\$25,005,950	+242.2%
Nahiku	0	1	-1	-100.0%	--	\$795,000	--	--	--	\$795,000	--	--	\$0	\$795,000	-\$795,000	-100.0%
Napili/Kahana/Honokowai	33	14	+19	+135.7%	\$1,244,373	\$1,927,992	-\$683,619	-35.5%	\$1,105,000	\$1,100,000	+\$5,000	+0.5%	\$41,064,300	\$26,838,890	+\$14,225,410	+53.0%
Olowalu	2	0	+2	--	\$6,800,000	--	--	--	\$6,800,000	--	--	--	\$13,600,000	\$0	+\$13,600,000	--
Pukalani	33	27	+6	+22.2%	\$988,077	\$756,346	+\$231,732	+30.6%	\$888,000	\$756,000	+\$132,000	+17.5%	\$32,606,549	\$20,421,333	+\$12,185,216	+59.7%
Spreckelsville/Paia/Kuau	22	8	+14	+175.0%	\$2,303,727	\$1,022,800	+\$1,280,927	+125.2%	\$1,362,500	\$924,950	+\$437,550	+47.3%	\$50,682,000	\$8,182,400	+\$42,499,600	+519.4%
Wailea/Makena	38	12	+26	+216.7%	\$5,963,988	\$2,493,333	+\$3,470,655	+139.2%	\$4,241,000	\$2,480,000	+\$1,761,000	+71.0%	\$226,631,548	\$29,920,000	+\$196,711,548	+657.5%
Wailuku	118	109	+9	+8.3%	\$858,541	\$713,043	+\$145,498	+20.4%	\$797,728	\$721,825	+\$75,903	+10.5%	\$101,307,885	\$77,721,723	+\$23,586,162	+30.3%
Lanai	8	9	-1	-11.1%	\$1,526,125	\$912,333	+\$613,792	+67.3%	\$1,075,000	\$445,000	+\$630,000	+141.6%	\$12,209,000	\$8,211,000	+\$3,998,000	+48.7%
Molokai	23	13	+10	+76.9%	\$868,000	\$482,115	+\$385,885	+80.0%	\$575,000	\$475,000	+\$100,000	+21.1%	\$19,964,000	\$6,267,500	+\$13,696,500	+218.5%
All MLS	692	457	+235	+51.4%	\$1,731,963	\$1,052,865	+\$679,098	+64.5%	\$986,000	\$765,173	+\$220,828	+28.9%	\$1,198,518,492	\$481,881,460	+\$716,637,032	+148.7%

# Total Condominium Sales – Year to Date

June 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-21 YTD Sales	Jun-20 YTD Sales	Unit Change	Percent Change	Jun-21 YTD Average	Jun-20 YTD Average	Dollar Change	Percent Change	Jun-21 YTD Median	Jun-20 YTD Median	Dollar Change	Percent Change	Jun-21 YTD Volume	Jun-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	138	82	+56	+68.3%	\$1,268,760	\$1,379,075	-\$110,315	-8.0%	\$965,000	\$1,075,000	-\$110,000	-10.2%	\$175,088,900	\$113,084,131	+\$62,004,769	+54.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	13	19	-6	-31.6%	\$252,462	\$147,589	+\$104,872	+71.1%	\$180,000	\$138,000	+\$42,000	+30.4%	\$3,282,000	\$2,804,200	+\$477,800	+17.0%
Kapalua	79	13	+66	+507.7%	\$1,879,573	\$1,301,615	+\$577,957	+44.4%	\$1,130,000	\$770,000	+\$360,000	+46.8%	\$148,486,250	\$16,921,000	+\$131,565,250	+777.5%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	407	216	+191	+88.4%	\$609,308	\$596,471	+\$12,837	+2.2%	\$535,000	\$488,750	+\$46,250	+9.5%	\$247,988,308	\$128,837,645	+\$119,150,663	+92.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	100	72	+28	+38.9%	\$765,035	\$715,244	+\$49,791	+7.0%	\$556,990	\$679,000	-\$122,010	-18.0%	\$76,503,545	\$51,497,567	+\$25,005,978	+48.6%
Maalaea	35	19	+16	+84.2%	\$481,883	\$410,734	+\$71,149	+17.3%	\$480,000	\$365,000	+\$115,000	+31.5%	\$16,865,900	\$7,803,950	+\$9,061,950	+116.1%
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	228	98	+130	+132.7%	\$582,945	\$541,484	+\$41,461	+7.7%	\$529,000	\$499,700	+\$29,300	+5.9%	\$132,911,390	\$53,065,422	+\$79,845,968	+150.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	3	5	-2	-40.0%	\$676,667	\$716,400	-\$39,733	-5.5%	\$695,000	\$675,000	+\$20,000	+3.0%	\$2,030,000	\$3,582,000	-\$1,552,000	-43.3%
Spreckelsville/Paia/Kuau	2	1	+1	+100.0%	\$480,000	\$385,000	+\$95,000	+24.7%	\$480,000	\$385,000	+\$95,000	+24.7%	\$960,000	\$385,000	+\$575,000	+149.4%
Wailea/Makena	172	51	+121	+237.3%	\$2,048,305	\$1,650,873	+\$397,433	+24.1%	\$1,398,000	\$1,100,000	+\$298,000	+27.1%	\$352,308,500	\$84,194,500	+\$268,114,000	+318.4%
Wailuku	62	40	+22	+55.0%	\$464,359	\$432,242	+\$32,116	+7.4%	\$426,000	\$400,000	+\$26,000	+6.5%	\$28,790,239	\$17,289,698	+\$11,500,541	+66.5%
Lanai	2	3	-1	-33.3%	\$2,387,500	\$1,136,000	+\$1,251,500	+110.2%	\$2,387,500	\$850,000	+\$1,537,500	+180.9%	\$4,775,000	\$3,408,000	+\$1,367,000	+40.1%
Molokai	25	12	+13	+108.3%	\$209,741	\$187,625	+\$22,116	+11.8%	\$180,000	\$200,000	-\$20,000	-10.0%	\$5,243,520	\$2,251,500	+\$2,992,020	+132.9%
<b>All MLS</b>	<b>1,266</b>	<b>631</b>	<b>+635</b>	<b>+100.6%</b>	<b>\$944,102</b>	<b>\$768,819</b>	<b>+\$175,284</b>	<b>+22.8%</b>	<b>\$620,000</b>	<b>\$569,000</b>	<b>+\$51,000</b>	<b>+9.0%</b>	<b>\$1,195,233,552</b>	<b>\$485,124,613</b>	<b>+\$710,108,939</b>	<b>+146.4%</b>

# Fee Simple Condominium Sales – Year to Date

June 2021 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-21 YTD Sales	Jun-20 YTD Sales	Unit Change	Percent Change	Jun-21 YTD Average	Jun-20 YTD Average	Dollar Change	Percent Change	Jun-21 YTD Median	Jun-20 YTD Median	Dollar Change	Percent Change	Jun-21 YTD Volume	Jun-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	125	73	+52	+71.2%	\$1,341,791	\$1,492,050	-\$150,259	-10.1%	\$1,030,000	\$1,375,000	-\$345,000	-25.1%	\$167,723,900	\$108,919,631	+\$58,804,269	+54.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	13	19	-6	-31.6%	\$252,462	\$147,589	+\$104,872	+71.1%	\$180,000	\$138,000	+\$42,000	+30.4%	\$3,282,000	\$2,804,200	+\$477,800	+17.0%
Kapalua	79	13	+66	+507.7%	\$1,879,573	\$1,301,615	+\$577,957	+44.4%	\$1,130,000	\$770,000	+\$360,000	+46.8%	\$148,486,250	\$16,921,000	+\$131,565,250	+777.5%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	403	211	+192	+91.0%	\$611,323	\$602,505	+\$8,818	+1.5%	\$535,000	\$500,000	+\$35,000	+7.0%	\$246,363,308	\$127,128,645	+\$119,234,663	+93.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	95	71	+24	+33.8%	\$792,833	\$723,135	+\$69,698	+9.6%	\$560,000	\$685,000	-\$125,000	-18.2%	\$75,319,145	\$51,342,567	+\$23,976,578	+46.7%
Maalaea	23	10	+13	+130.0%	\$553,326	\$493,395	+\$59,931	+12.1%	\$525,000	\$470,000	+\$55,000	+11.7%	\$12,726,500	\$4,933,950	+\$7,792,550	+157.9%
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	197	80	+117	+146.3%	\$600,239	\$592,405	+\$7,834	+1.3%	\$540,000	\$535,000	+\$5,000	+0.9%	\$118,247,090	\$47,392,422	+\$70,854,668	+149.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	3	5	-2	-40.0%	\$676,667	\$716,400	-\$39,733	-5.5%	\$695,000	\$675,000	+\$20,000	+3.0%	\$2,030,000	\$3,582,000	-\$1,552,000	-43.3%
Spreckelsville/Paia/Kuau	2	1	+1	+100.0%	\$480,000	\$385,000	+\$95,000	+24.7%	\$480,000	\$385,000	+\$95,000	+24.7%	\$960,000	\$385,000	+\$575,000	+149.4%
Wailea/Makena	172	51	+121	+237.3%	\$2,048,305	\$1,650,873	+\$397,433	+24.1%	\$1,398,000	\$1,100,000	+\$298,000	+27.1%	\$352,308,500	\$84,194,500	+\$268,114,000	+318.4%
Wailuku	62	40	+22	+55.0%	\$464,359	\$432,242	+\$32,116	+7.4%	\$426,000	\$400,000	+\$26,000	+6.5%	\$28,790,239	\$17,289,698	+\$11,500,541	+66.5%
Lanai	2	3	-1	-33.3%	\$2,387,500	\$1,136,000	+\$1,251,500	+110.2%	\$2,387,500	\$850,000	+\$1,537,500	+180.9%	\$4,775,000	\$3,408,000	+\$1,367,000	+40.1%
Molokai	24	11	+13	+118.2%	\$215,459	\$196,500	+\$18,959	+9.6%	\$182,500	\$210,000	-\$27,500	-13.1%	\$5,171,020	\$2,161,500	+\$3,009,520	+139.2%
All MLS	1,200	588	+612	+104.1%	\$971,819	\$800,107	+\$171,712	+21.5%	\$640,000	\$590,000	+\$50,000	+8.5%	\$1,166,182,952	\$470,463,113	+\$695,719,839	+147.9%

# Leasehold Condominium Sales – Year to Date

June 2021 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-21 YTD Sales	Jun-20 YTD Sales	Unit Change	Percent Change	Jun-21 YTD Average	Jun-20 YTD Average	Dollar Change	Percent Change	Jun-21 YTD Median	Jun-20 YTD Median	Dollar Change	Percent Change	Jun-21 YTD Volume	Jun-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	13	9	+4	+44.4%	\$566,538	\$462,722	+\$103,816	+22.4%	\$415,000	\$420,000	-\$5,000	-1.2%	\$7,365,000	\$4,164,500	+\$3,200,500	+76.9%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	4	5	-1	-20.0%	\$406,250	\$341,800	+\$64,450	+18.9%	\$442,500	\$270,000	+\$172,500	+63.9%	\$1,625,000	\$1,709,000	-\$84,000	-4.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	5	1	+4	+400.0%	\$236,880	\$155,000	+\$81,880	+52.8%	\$221,500	\$155,000	+\$66,500	+42.9%	\$1,184,400	\$155,000	+\$1,029,400	+664.1%
Maalaea	12	9	+3	+33.3%	\$344,950	\$318,889	+\$26,061	+8.2%	\$327,500	\$299,500	+\$28,000	+9.3%	\$4,139,400	\$2,870,000	+\$1,269,400	+44.2%
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	31	18	+13	+72.2%	\$473,042	\$315,167	+\$157,875	+50.1%	\$305,000	\$166,250	+\$138,750	+83.5%	\$14,664,300	\$5,673,000	+\$8,991,300	+158.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	1	1	0	0.0%	\$72,500	\$90,000	-\$17,500	-19.4%	\$72,500	\$90,000	-\$17,500	-19.4%	\$72,500	\$90,000	-\$17,500	-19.4%
<b>All MLS</b>	<b>66</b>	<b>43</b>	<b>+23</b>	<b>+53.5%</b>	<b>\$440,161</b>	<b>\$340,965</b>	<b>+\$99,195</b>	<b>+29.1%</b>	<b>\$334,000</b>	<b>\$289,000</b>	<b>+\$45,000</b>	<b>+15.6%</b>	<b>\$29,050,600</b>	<b>\$14,661,500</b>	<b>+\$14,389,100</b>	<b>+98.1%</b>

# Land Sales – Year to Date

June 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-21 YTD Sales	Jun-20 YTD Sales	Unit Change	Percent Change	Jun-21 YTD Average	Jun-20 YTD Average	Dollar Change	Percent Change	Jun-21 YTD Median	Jun-20 YTD Median	Dollar Change	Percent Change	Jun-21 YTD Volume	Jun-20 YTD Volume	Dollar Change	Percent Change
Haiku	27	13	+14	+107.7%	\$813,797	\$540,038	+\$273,759	+50.7%	\$585,000	\$409,000	+\$176,000	+43.0%	\$21,972,520	\$7,020,500	+\$14,952,020	+213.0%
Hana	11	5	+6	+120.0%	\$964,318	\$1,134,800	-\$170,482	-15.0%	\$537,500	\$825,000	-\$287,500	-34.8%	\$10,607,500	\$5,674,000	+\$4,933,500	+86.9%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	42	5	+37	+740.0%	\$659,072	\$455,715	+\$203,357	+44.6%	\$575,000	\$370,000	+\$205,000	+55.4%	\$27,681,007	\$2,278,575	+\$25,402,432	+1,114.8%
Kahakuloa	2	3	-1	-33.3%	\$395,000	\$418,333	-\$23,333	-5.6%	\$395,000	\$425,000	-\$30,000	-7.1%	\$790,000	\$1,255,000	-\$465,000	-37.1%
Kahului	0	1	-1	-100.0%	--	\$225,000	--	--	--	\$225,000	--	--	\$0	\$225,000	-\$225,000	-100.0%
Kapalua	32	2	+30	+1,500.0%	\$1,136,563	\$800,000	+\$336,563	+42.1%	\$970,000	\$800,000	+\$170,000	+21.3%	\$36,370,000	\$1,600,000	+\$34,770,000	+2,173.1%
Kaupo	1	0	+1	--	\$350,000	--	--	--	\$350,000	--	--	--	\$350,000	\$0	+\$350,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	2	3	-1	-33.3%	\$584,750	\$523,333	+\$61,417	+11.7%	\$584,750	\$330,000	+\$254,750	+77.2%	\$1,169,500	\$1,570,000	-\$400,500	-25.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	28	17	+11	+64.7%	\$1,025,949	\$478,991	+\$546,958	+114.2%	\$922,793	\$415,000	+\$507,793	+122.4%	\$28,726,585	\$8,142,850	+\$20,583,735	+252.8%
Lahaina	11	3	+8	+266.7%	\$1,217,818	\$1,143,167	+\$74,652	+6.5%	\$907,000	\$1,504,500	-\$597,500	-39.7%	\$13,396,000	\$3,429,500	+\$9,966,500	+290.6%
Maalaea	1	0	+1	--	\$1,100,000	--	--	--	\$1,100,000	--	--	--	\$1,100,000	\$0	+\$1,100,000	--
Makawao/Olinda/Haliimaile	20	4	+16	+400.0%	\$632,147	\$434,500	+\$197,647	+45.5%	\$500,000	\$430,000	+\$70,000	+16.3%	\$12,642,934	\$1,738,000	+\$10,904,934	+627.4%
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	1	0	+1	--	\$400,000	--	--	--	\$400,000	--	--	--	\$400,000	\$0	+\$400,000	--
Napili/Kahana/Honokowai	2	0	+2	--	\$433,638	--	--	--	\$433,638	--	--	--	\$867,275	\$0	+\$867,275	--
Olowalu	3	0	+3	--	\$1,800,000	--	--	--	\$950,000	--	--	--	\$5,400,000	\$0	+\$5,400,000	--
Pukalani	6	1	+5	+500.0%	\$435,333	\$370,000	+\$65,333	+17.7%	\$422,500	\$370,000	+\$52,500	+14.2%	\$2,612,000	\$370,000	+\$2,242,000	+605.9%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	4	1	+3	+300.0%	\$1,552,500	\$675,000	+\$877,500	+130.0%	\$1,307,500	\$675,000	+\$632,500	+93.7%	\$6,210,000	\$675,000	+\$5,535,000	+820.0%
Wailuku	20	6	+14	+233.3%	\$764,225	\$330,750	+\$433,475	+131.1%	\$632,500	\$337,500	+\$295,000	+87.4%	\$15,284,500	\$1,984,500	+\$13,300,000	+670.2%
Lanai	4	0	+4	--	\$1,198,750	--	--	--	\$1,175,000	--	--	--	\$4,795,000	\$0	+\$4,795,000	--
Molokai	19	6	+13	+216.7%	\$170,553	\$134,917	+\$35,636	+26.4%	\$125,000	\$107,500	+\$17,500	+16.3%	\$3,240,499	\$809,500	+\$2,430,999	+300.3%
All MLS	236	70	+166	+237.1%	\$820,404	\$525,320	+\$295,084	+56.2%	\$650,000	\$404,500	+\$245,500	+60.7%	\$193,615,320	\$36,772,425	+\$156,842,895	+426.5%