

# Monthly Indicators



## March 2022

Nationally, existing home sales recently dropped to a 6-month low, falling 7.2% as buyers struggled to find a home amid rising prices and historic low inventory. Pending sales are also down, declining 4.1% as of last measure, according to the National Association of REALTORS®. Builders are working hard to ramp up production—the U.S. Census Bureau reports housing starts are up 22.3% compared to a year ago—but higher construction costs and increasing sales prices continue to hamper new home sales, despite high demand for additional supply.

New Listings decreased 27.8 percent for Single Family homes and 7.7 percent for Condominium homes. Pending Sales decreased 25.5 percent for Single Family homes and 40.0 percent for Condominium homes. Inventory decreased 25.7 percent for Single Family homes and 60.3 percent for Condominium homes.

Median Sales Price increased 19.5 percent to \$1,177,500 for Single Family homes and 27.6 percent to \$820,000 for Condominium homes. Days on Market decreased 11.2 percent for Single Family homes and 53.1 percent for Condominium homes. Months Supply of Inventory decreased 25.0 percent for Single Family homes and 66.7 percent for Condominium homes.

Across the country, consumers are feeling the bite of inflation and surging mortgage interest rates, which recently hit 4.6% in March, according to Freddie Mac, rising 1.4 percent since January and the highest rate in more than 3 years. Monthly payments have increased significantly compared to this time last year, and as housing affordability declines, an increasing number of would-be homebuyers are turning to the rental market, only to face similar challenges as rental prices skyrocket and vacancy rates remain at near-record low.

## Quick Facts

**- 23.0%**

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

**+ 15.3%**

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

**- 48.1%**

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	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		158	<b>114</b>	- 27.8%	389	<b>352</b>	- 9.5%
<b>Pending Sales</b>		145	<b>108</b>	- 25.5%	409	<b>302</b>	- 26.2%
<b>Closed Sales</b>		123	<b>102</b>	- 17.1%	325	<b>281</b>	- 13.5%
<b>Days on Market Until Sale</b>		116	<b>103</b>	- 11.2%	131	<b>113</b>	- 13.7%
<b>Median Sales Price</b>		\$985,000	<b>\$1,177,500</b>	+ 19.5%	\$955,000	<b>\$1,150,000</b>	+ 20.4%
<b>Average Sales Price</b>		\$1,553,529	<b>\$1,840,538</b>	+ 18.5%	\$1,623,629	<b>\$1,643,634</b>	+ 1.2%
<b>Percent of List Price Received</b>		98.9%	<b>100.3%</b>	+ 1.4%	98.0%	<b>99.4%</b>	+ 1.4%
<b>Housing Affordability Index</b>		51	<b>43</b>	- 15.7%	52	<b>44</b>	- 15.4%
<b>Inventory of Homes for Sale</b>		253	<b>188</b>	- 25.7%	—	—	—
<b>Months Supply of Inventory</b>		2.4	<b>1.8</b>	- 25.0%	—	—	—

# Condominium Market Overview

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



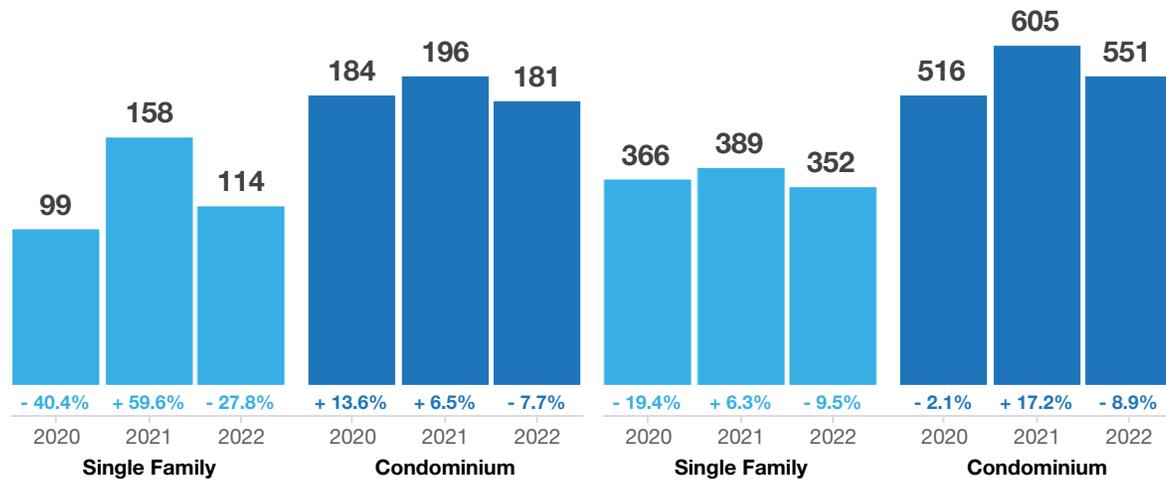
Key Metrics	Historical Sparkbars	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		196	<b>181</b>	- 7.7%	605	<b>551</b>	- 8.9%
<b>Pending Sales</b>		290	<b>174</b>	- 40.0%	778	<b>520</b>	- 33.2%
<b>Closed Sales</b>		232	<b>177</b>	- 23.7%	514	<b>495</b>	- 3.7%
<b>Days on Market Until Sale</b>		147	<b>69</b>	- 53.1%	143	<b>76</b>	- 46.9%
<b>Median Sales Price</b>		\$642,500	<b>\$820,000</b>	+ 27.6%	\$599,000	<b>\$750,000</b>	+ 25.2%
<b>Average Sales Price</b>		\$1,018,389	<b>\$1,131,382</b>	+ 11.1%	\$904,849	<b>\$1,033,138</b>	+ 14.2%
<b>Percent of List Price Received</b>		97.2%	<b>101.0%</b>	+ 3.9%	97.3%	<b>100.5%</b>	+ 3.3%
<b>Housing Affordability Index</b>		78	<b>62</b>	- 20.5%	83	<b>68</b>	- 18.1%
<b>Inventory of Homes for Sale</b>		385	<b>153</b>	- 60.3%	—	—	—
<b>Months Supply of Inventory</b>		2.7	<b>0.9</b>	- 66.7%	—	—	—

# New Listings

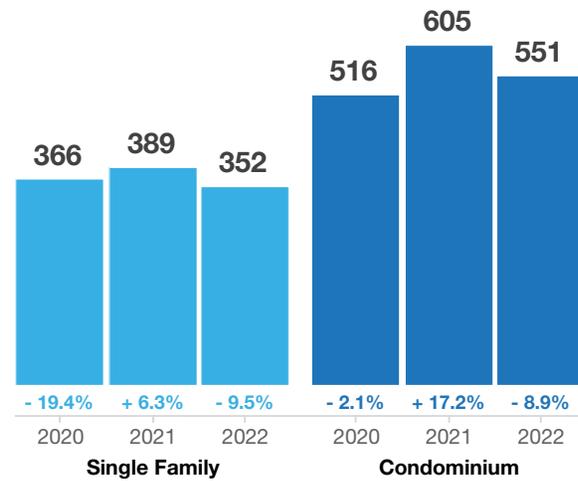
A count of the properties that have been newly listed on the market in a given month.



## March

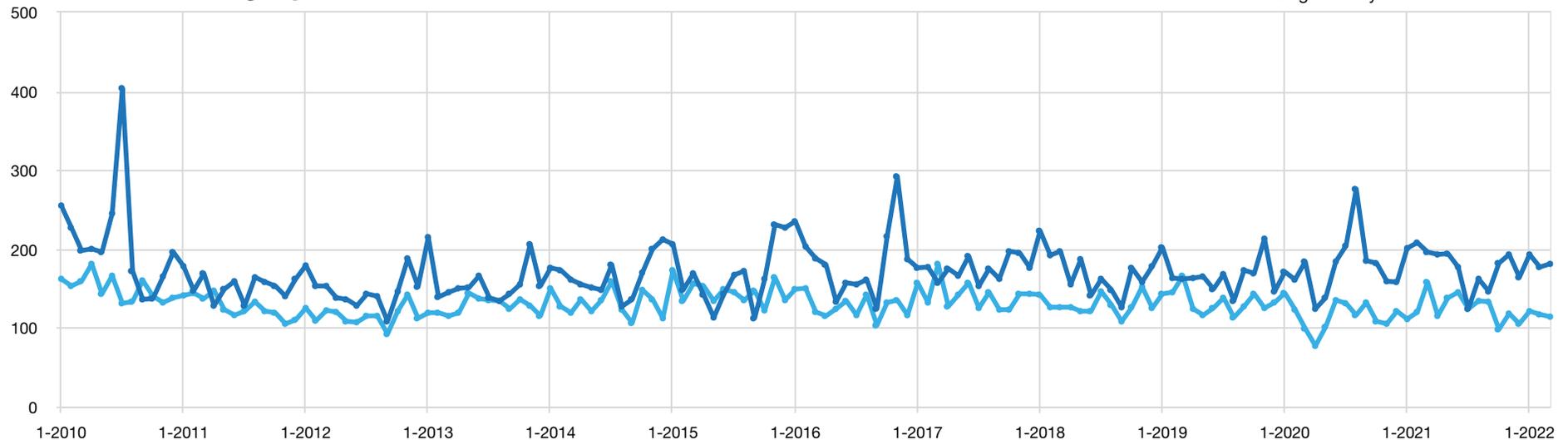


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2021	115	+49.4%	193	+55.6%
May-2021	138	+36.6%	194	+40.6%
Jun-2021	145	+7.4%	177	-3.8%
Jul-2021	124	-5.3%	124	-39.2%
Aug-2021	134	+15.5%	162	-41.3%
Sep-2021	133	+0.8%	146	-21.1%
Oct-2021	98	-9.3%	182	0.0%
Nov-2021	118	+12.4%	193	+21.4%
Dec-2021	105	-13.2%	164	+3.8%
Jan-2022	121	+9.0%	193	-4.0%
Feb-2022	117	-2.5%	177	-14.9%
<b>Mar-2022</b>	<b>114</b>	<b>-27.8%</b>	<b>181</b>	<b>-7.7%</b>
12-Month Avg	122	+3.4%	174	-5.9%

## Historical New Listings by Month



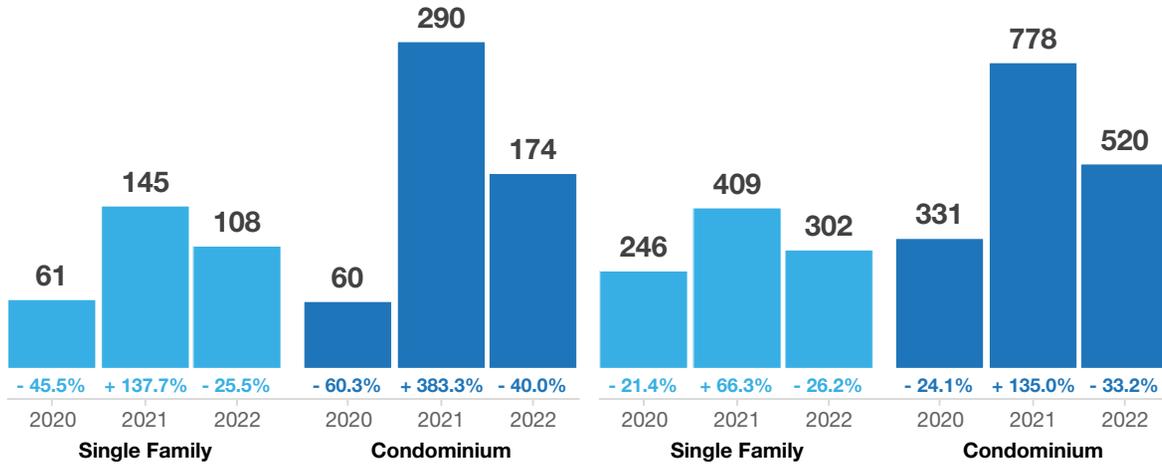
# Pending Sales

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



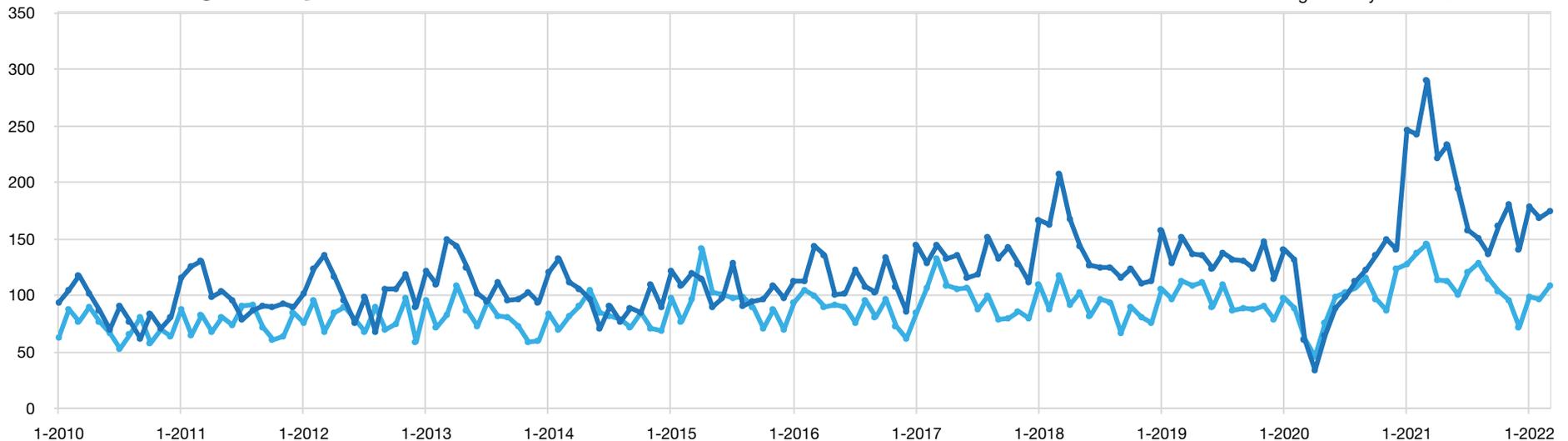
## March

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2021	113	+ 151.1%	221	+ 569.7%
May-2021	112	+ 49.3%	233	+ 264.1%
Jun-2021	100	+ 2.0%	194	+ 120.5%
Jul-2021	120	+ 17.6%	157	+ 60.2%
Aug-2021	128	+ 20.8%	150	+ 33.9%
Sep-2021	114	- 0.9%	136	+ 11.5%
Oct-2021	103	+ 7.3%	161	+ 19.3%
Nov-2021	95	+ 10.5%	180	+ 20.8%
Dec-2021	71	- 42.3%	140	0.0%
Jan-2022	98	- 22.8%	178	- 27.6%
Feb-2022	96	- 29.9%	168	- 30.6%
<b>Mar-2022</b>	<b>108</b>	<b>- 25.5%</b>	<b>174</b>	<b>- 40.0%</b>
12-Month Avg	105	0.0%	174	+ 21.7%

## Historical Pending Sales by Month

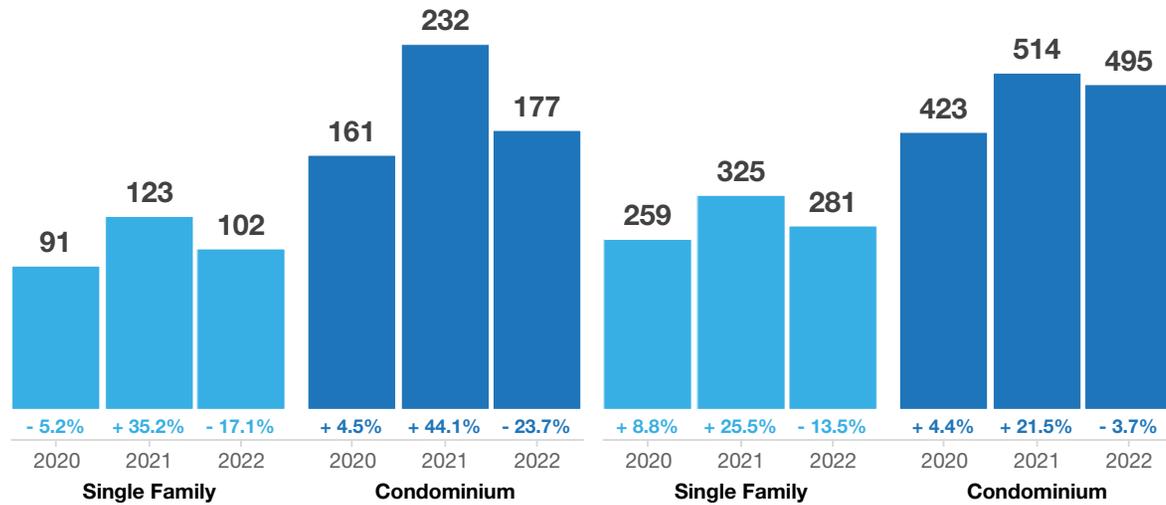


# Closed Sales

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

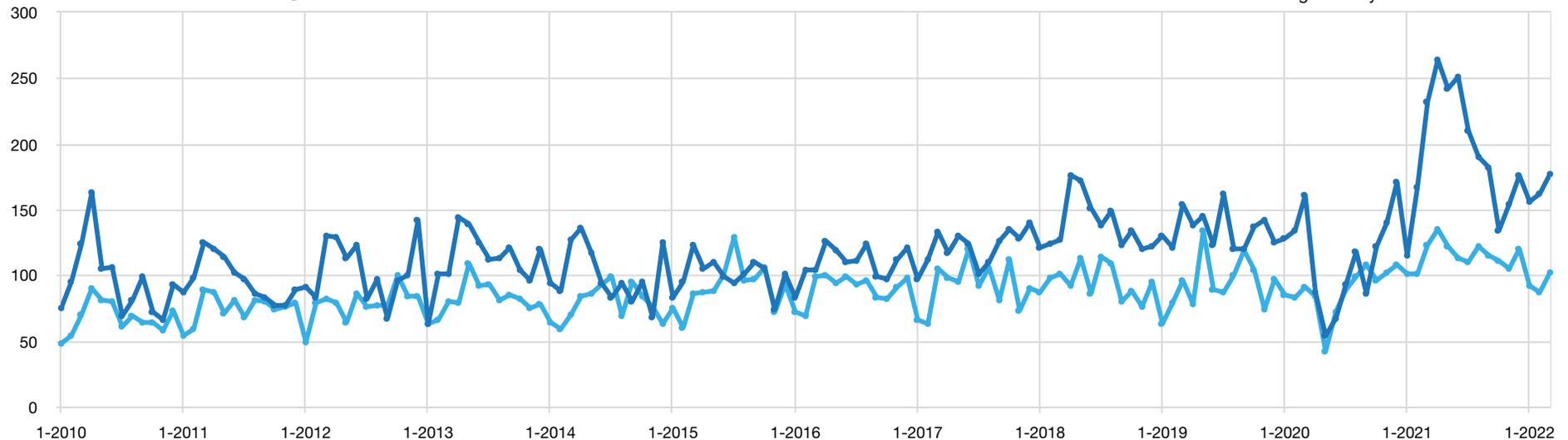


## March



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	176	+ 2.9%
Jan-2022	92	- 8.9%	156	+ 35.7%
Feb-2022	87	- 13.9%	162	- 3.0%
<b>Mar-2022</b>	<b>102</b>	<b>- 17.1%</b>	<b>177</b>	<b>- 23.7%</b>
12-Month Avg	111	+ 18.1%	192	+ 58.7%

## Historical Closed Sales by Month

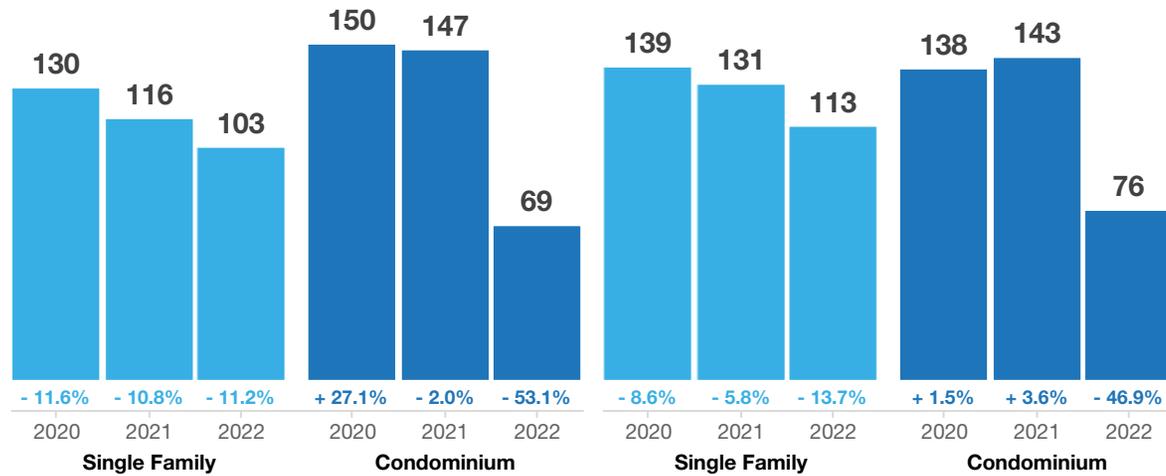


# Days on Market Until Sale

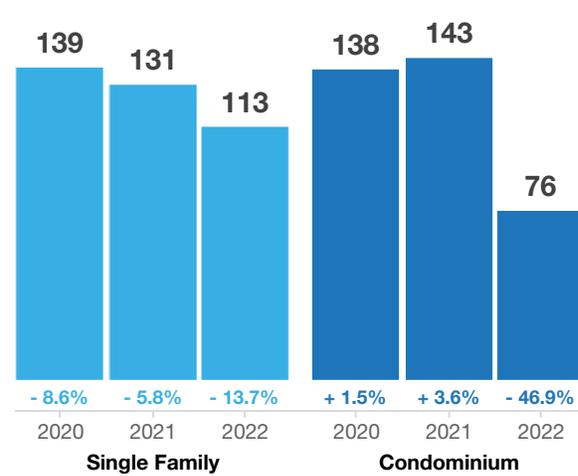
Average number of days between when a property is listed and when it closed in a given month.



## March



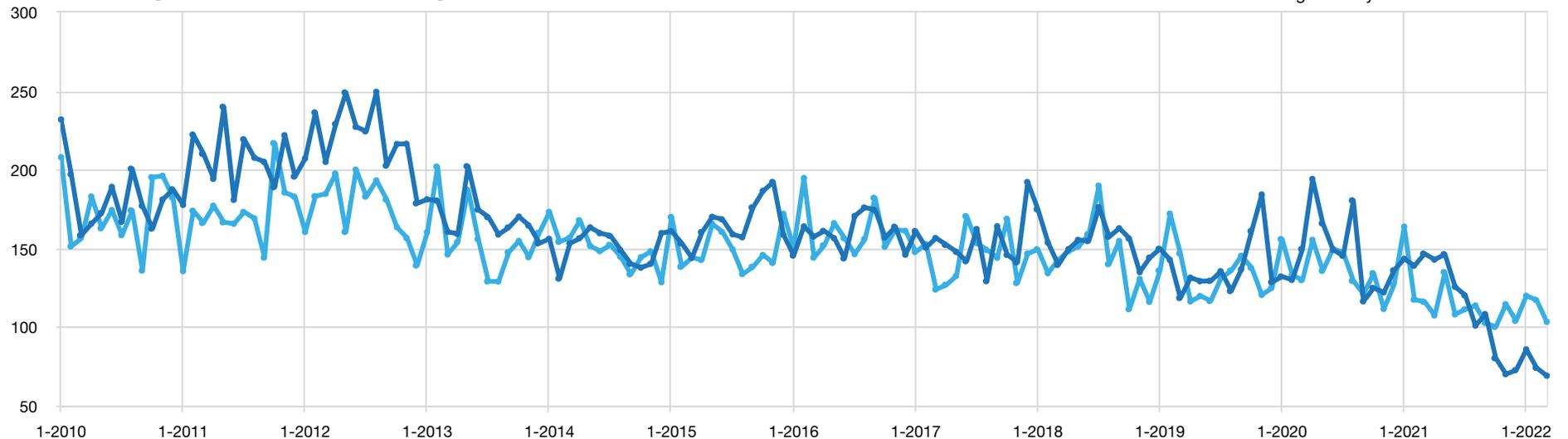
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Jan-2022	120	- 26.8%	86	- 39.9%
Feb-2022	117	0.0%	74	- 46.8%
<b>Mar-2022</b>	<b>103</b>	<b>- 11.2%</b>	<b>69</b>	<b>- 53.1%</b>
12-Month Avg*	111	- 16.1%	105	- 27.6%

\* Days on Market for all properties from April 2021 through March 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

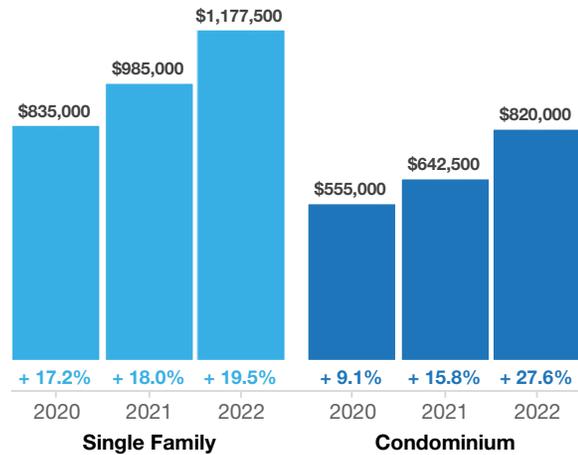


# Median Sales Price

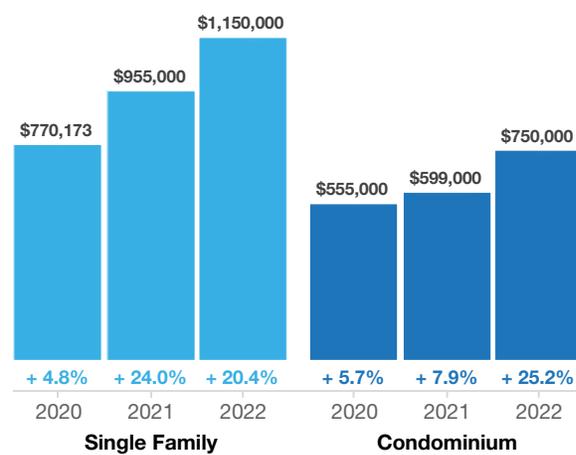
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



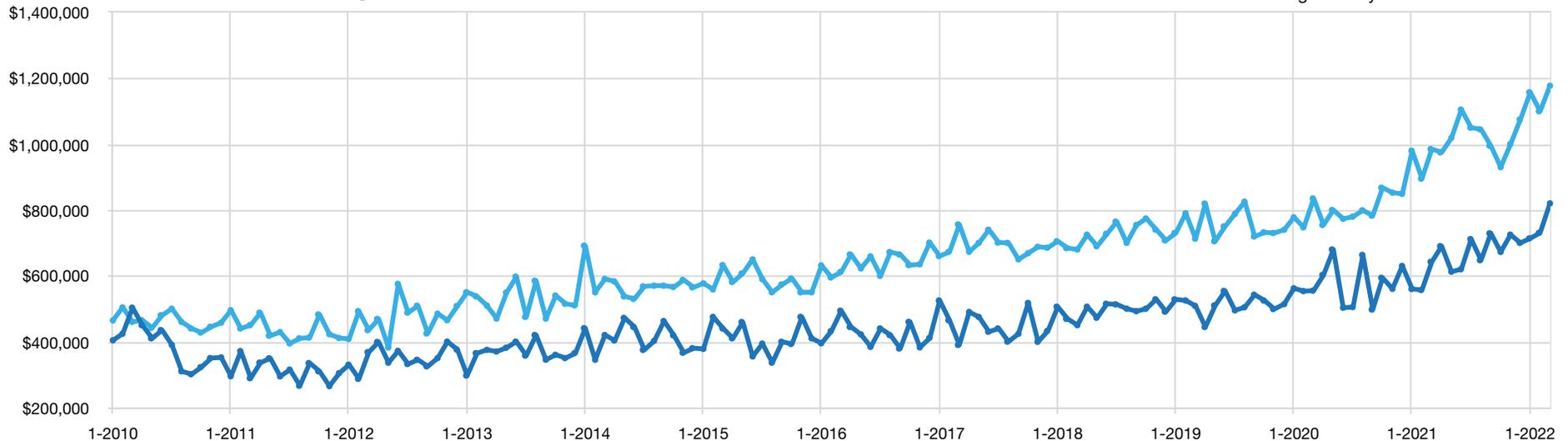
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Jan-2022	\$1,157,500	+ 18.1%	\$713,750	+ 27.5%
Feb-2022	\$1,100,000	+ 22.9%	\$730,500	+ 31.2%
<b>Mar-2022</b>	<b>\$1,177,500</b>	<b>+ 19.5%</b>	<b>\$820,000</b>	<b>+ 27.6%</b>
12-Month Avg*	\$1,040,000	+ 25.0%	\$698,000	+ 18.3%

\* Median Sales Price for all properties from April 2021 through March 2022. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

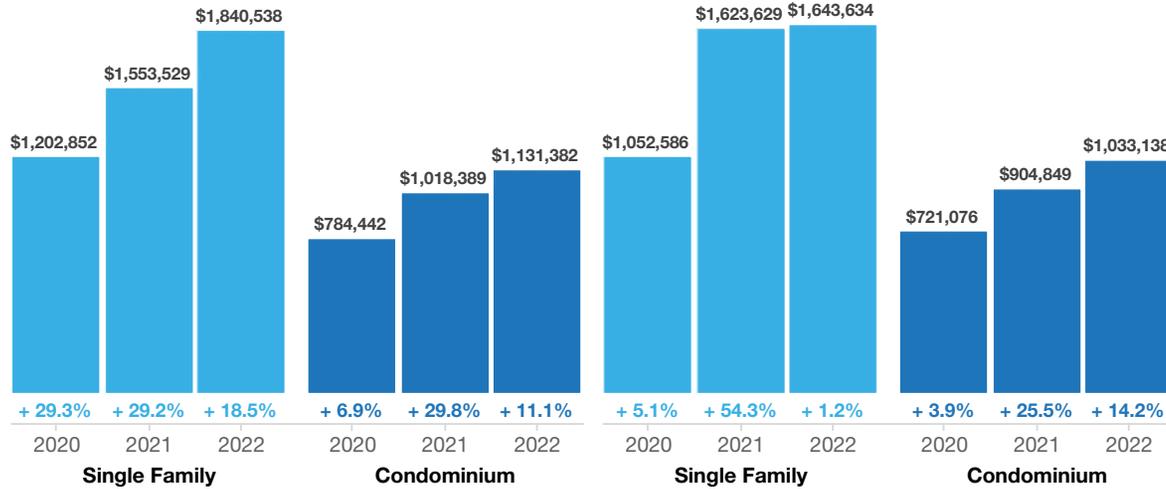


# Average Sales Price

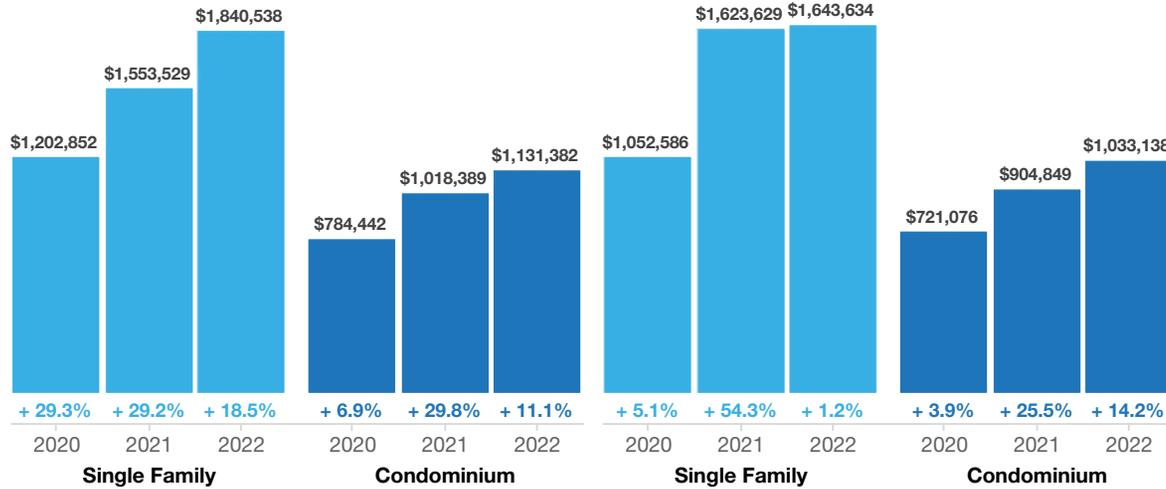
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



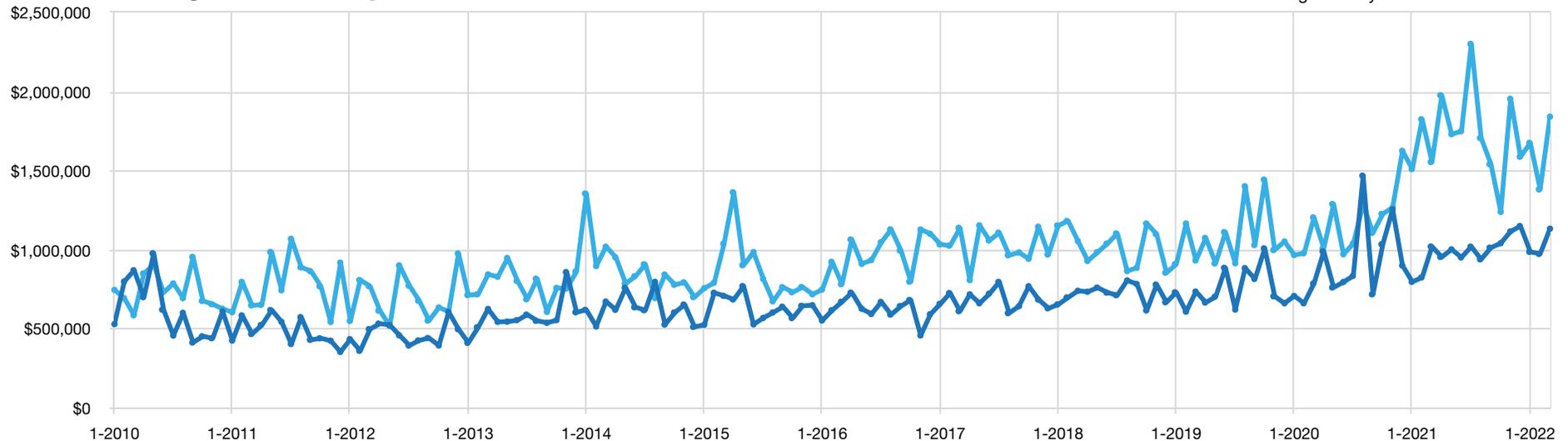
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	\$1,148,332	+ 27.7%
Jan-2022	\$1,674,632	+ 11.0%	\$985,118	+ 23.8%
Feb-2022	\$1,380,001	- 24.3%	\$972,040	+ 18.2%
<b>Mar-2022</b>	<b>\$1,840,538</b>	<b>+ 18.5%</b>	<b>\$1,131,382</b>	<b>+ 11.1%</b>
12-Month Avg*	\$1,730,411	+ 30.0%	\$1,014,958	+ 4.3%

\* Avg. Sales Price for all properties from April 2021 through March 2022. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

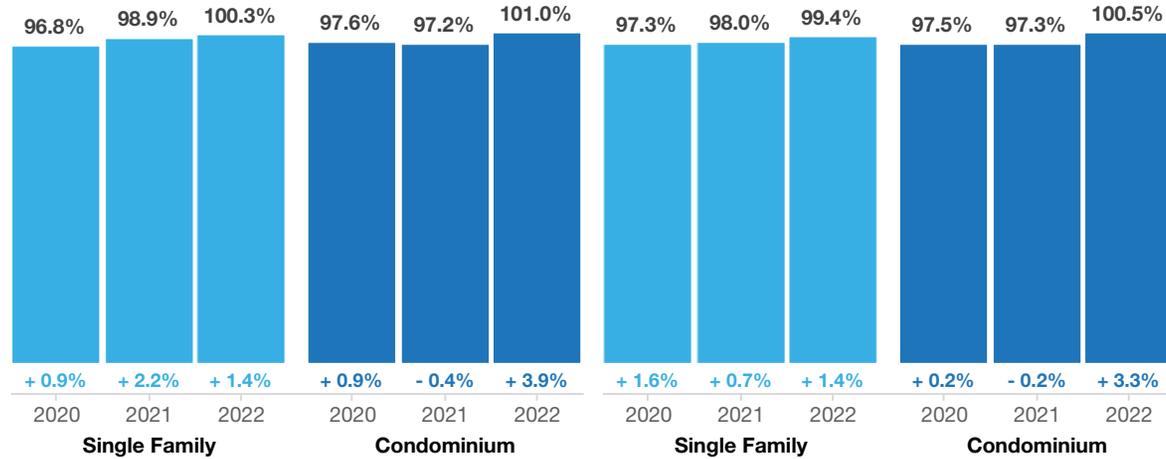


# Percent of List Price Received

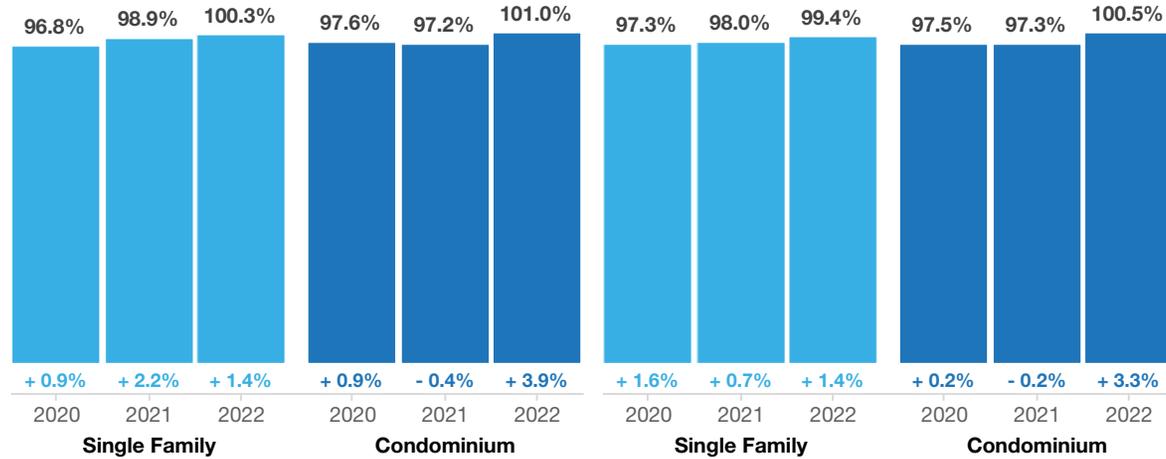
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



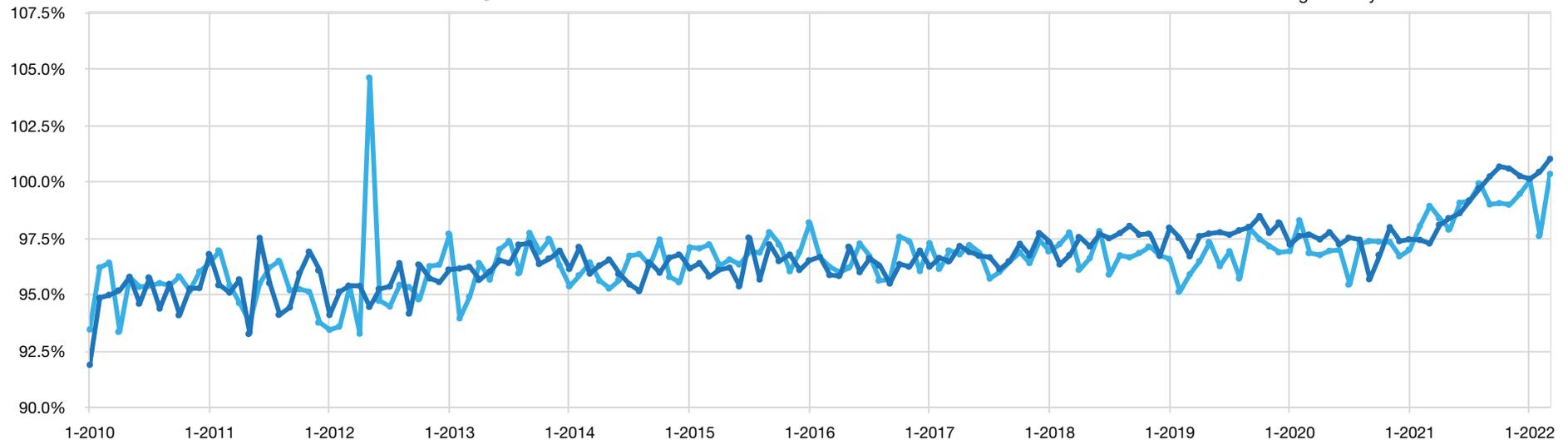
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Jan-2022	100.0%	+ 3.1%	100.1%	+ 2.8%
Feb-2022	97.6%	- 0.4%	100.4%	+ 3.1%
<b>Mar-2022</b>	<b>100.3%</b>	<b>+ 1.4%</b>	<b>101.0%</b>	<b>+ 3.9%</b>
12-Month Avg*	99.0%	+ 1.9%	99.6%	+ 2.4%

\* Pct. of List Price Received for all properties from April 2021 through March 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



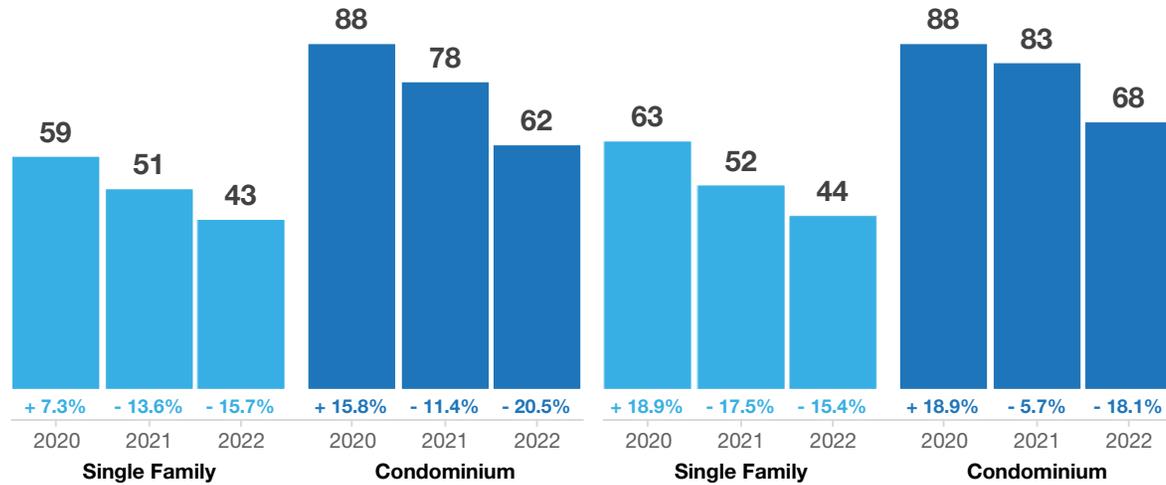
# Housing Affordability Index

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.



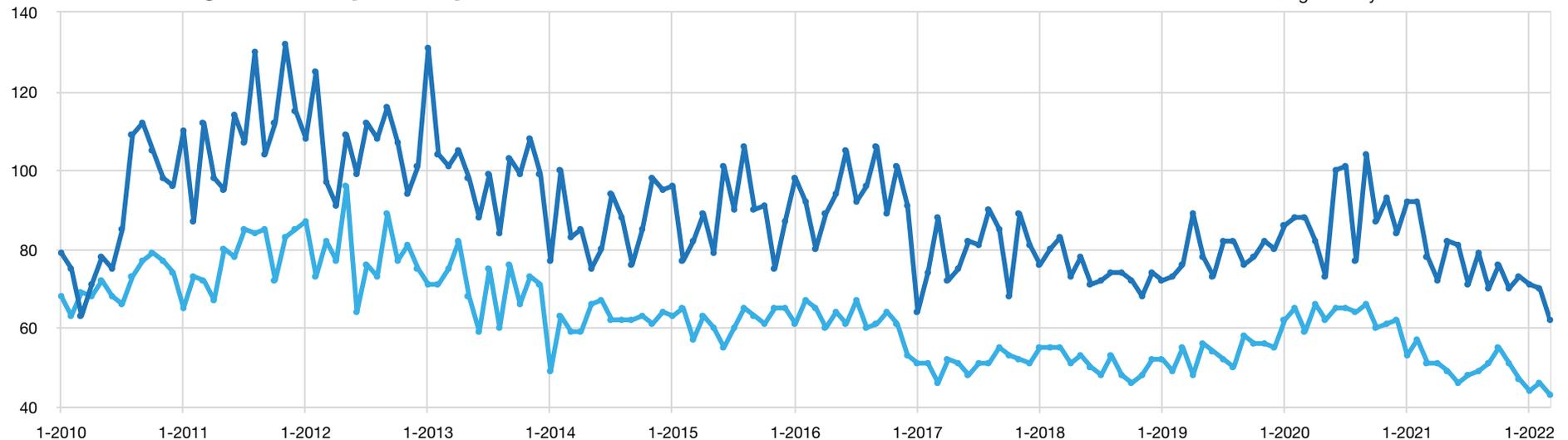
## March

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Jan-2022	44	- 17.0%	71	- 22.8%
Feb-2022	46	- 19.3%	70	- 23.9%
<b>Mar-2022</b>	<b>43</b>	<b>- 15.7%</b>	<b>62</b>	<b>- 20.5%</b>
12-Month Avg	48	- 21.3%	73	- 18.0%

## Historical Housing Affordability Index by Month

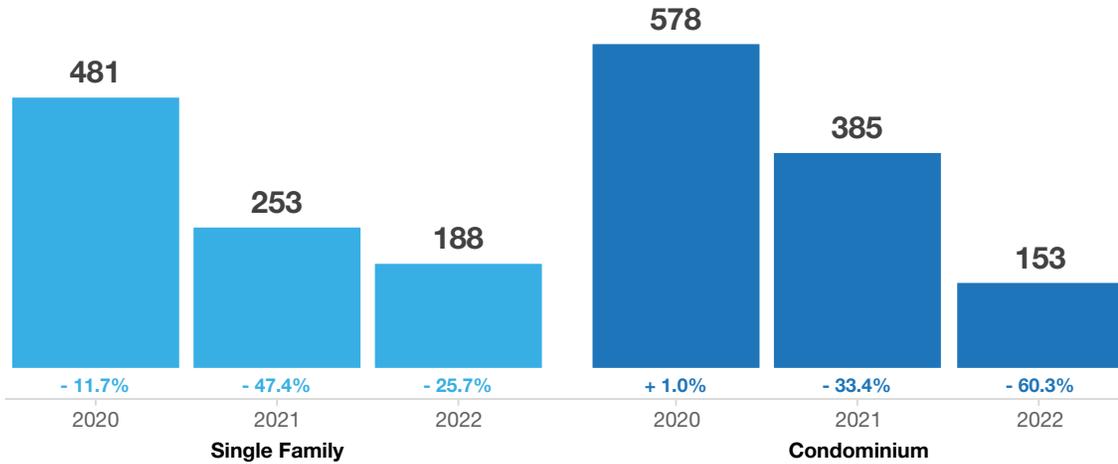


# Inventory of Homes for Sale

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

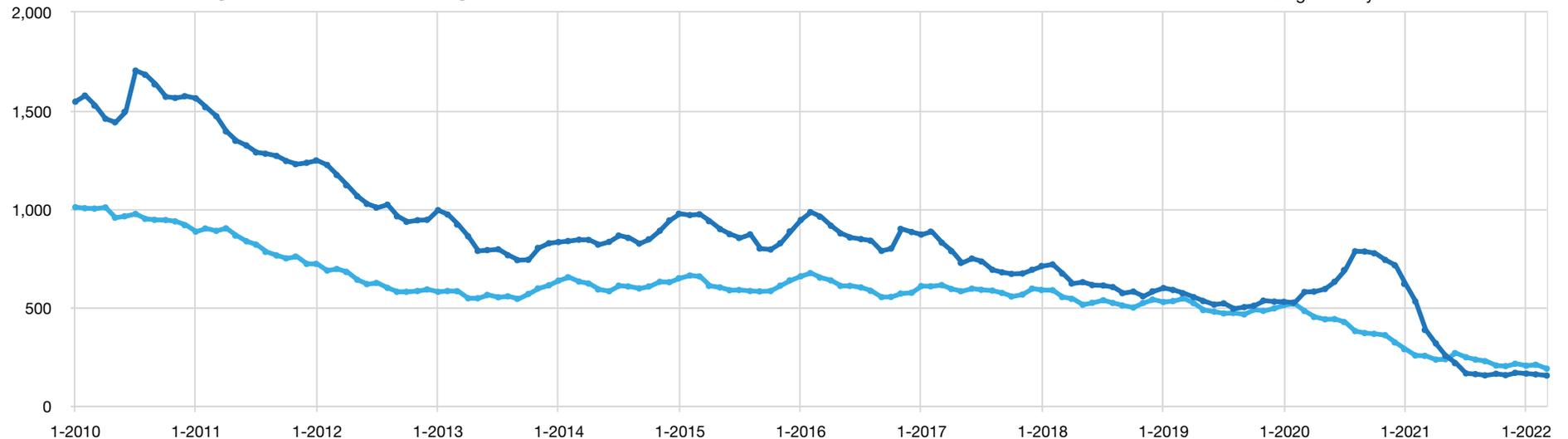


## March



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2021	234	- 48.1%	316	- 45.5%
May-2021	236	- 46.2%	253	- 57.3%
Jun-2021	267	- 39.3%	216	- 65.7%
Jul-2021	246	- 42.1%	164	- 76.2%
Aug-2021	234	- 38.3%	160	- 79.6%
Sep-2021	226	- 38.8%	154	- 80.4%
Oct-2021	204	- 44.1%	162	- 79.1%
Nov-2021	201	- 43.9%	155	- 79.1%
Dec-2021	213	- 33.6%	167	- 76.6%
Jan-2022	203	- 29.3%	163	- 73.7%
Feb-2022	208	- 18.4%	159	- 70.0%
<b>Mar-2022</b>	<b>188</b>	<b>- 25.7%</b>	<b>153</b>	<b>- 60.3%</b>
12-Month Avg	222	- 38.7%	185	- 71.6%

## Historical Inventory of Homes for Sale by Month

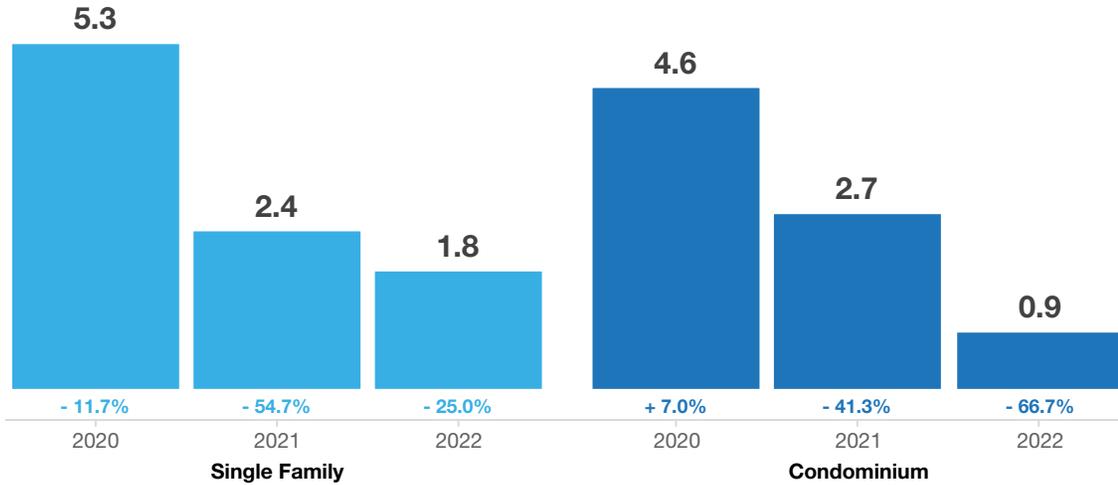


# Months Supply of Inventory

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.



## March



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	1.7	- 58.5%	0.8	- 88.7%
Dec-2021	1.9	- 45.7%	0.9	- 86.6%
Jan-2022	1.8	- 41.9%	0.9	- 83.3%
Feb-2022	1.9	- 26.9%	0.9	- 79.1%
<b>Mar-2022</b>	<b>1.8</b>	<b>- 25.0%</b>	<b>0.9</b>	<b>- 66.7%</b>
12-Month Avg*	2.0	- 52.6%	1.0	- 82.9%

\* Months Supply for all properties from April 2021 through March 2022. 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	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		388	<b>320</b>	- 17.5%	1,130	<b>983</b>	- 13.0%
<b>Pending Sales</b>		478	<b>318</b>	- 33.5%	1,330	<b>910</b>	- 31.6%
<b>Closed Sales</b>		395	<b>304</b>	- 23.0%	941	<b>852</b>	- 9.5%
<b>Days on Market Until Sale</b>		140	<b>90</b>	- 35.7%	144	<b>98</b>	- 31.9%
<b>Median Sales Price</b>		\$780,000	<b>\$899,500</b>	+ 15.3%	\$750,000	<b>\$877,000</b>	+ 16.9%
<b>Average Sales Price</b>		\$1,155,715	<b>\$1,365,656</b>	+ 18.2%	\$1,134,870	<b>\$1,228,149</b>	+ 8.2%
<b>Percent of List Price Received</b>		97.6%	<b>100.1%</b>	+ 2.6%	97.3%	<b>99.6%</b>	+ 2.4%
<b>Housing Affordability Index</b>		64	<b>57</b>	- 10.9%	66	<b>58</b>	- 12.1%
<b>Inventory of Homes for Sale</b>		864	<b>448</b>	- 48.1%	—	—	—
<b>Months Supply of Inventory</b>		3.1	<b>1.5</b>	- 51.6%	—	—	—

# Single Family Monthly Sales Volume

## March 2022



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	March 2022			February 2022			March 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	16	\$35,282,500	\$1,312,500	13	\$19,373,500	\$1,600,000	5	\$5,906,000	\$1,350,000
Hana	2	\$2,370,000	\$1,185,000	0	--	--	1	\$780,000	\$780,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	3	\$8,051,000	\$2,700,000	1	\$2,400,000	\$2,400,000	7	\$21,015,500	\$2,387,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	8	\$7,762,500	\$976,000	11	\$10,647,000	\$988,000	18	\$13,818,500	\$755,000
Kapalua	2	\$8,600,000	\$4,300,000	0	--	--	1	\$4,850,000	\$4,850,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	16	\$32,673,888	\$1,285,000	18	\$25,350,000	\$1,182,500	23	\$25,579,000	\$899,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	2	\$3,775,000	\$1,887,500	2	\$2,655,000	\$1,327,500	10	\$16,656,500	\$1,514,000
Lahaina	4	\$7,134,000	\$1,620,000	1	\$2,825,000	\$2,825,000	6	\$21,942,124	\$3,797,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	8	\$7,212,990	\$805,000	8	\$9,836,000	\$957,500	5	\$5,193,875	\$1,125,000
Maui Meadows	3	\$5,800,000	\$1,850,000	0	--	--	5	\$8,290,000	\$1,650,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	4	\$6,356,000	\$1,495,500	1	\$1,415,000	\$1,415,000	6	\$6,822,000	\$1,171,250
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	4	\$4,292,500	\$983,750	4	\$4,460,000	\$1,050,000	7	\$9,241,549	\$999,999
Spreckelsville/Paia/Kuau	2	\$5,095,000	\$2,547,500	2	\$1,880,000	\$940,000	4	\$10,077,000	\$2,499,500
Wailea/Makena	5	\$30,104,500	\$3,292,500	2	\$18,400,000	\$9,200,000	6	\$26,652,880	\$3,657,000
Wailuku	17	\$16,316,000	\$949,000	19	\$17,379,599	\$880,000	15	\$11,914,100	\$750,000
Lanai	2	\$1,335,000	\$667,500	0	--	--	0	--	--
Molokai	4	\$5,574,000	\$865,000	5	\$3,439,000	\$652,000	4	\$2,345,000	\$472,500
<b>All MLS</b>	<b>102</b>	<b>\$187,734,878</b>	<b>\$1,177,500</b>	<b>87</b>	<b>\$120,060,099</b>	<b>\$1,100,000</b>	<b>123</b>	<b>\$191,084,028</b>	<b>\$985,000</b>

# Condominium Monthly Sales Volume

March 2022



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	March 2022			February 2022			March 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	1	\$1,250,000	\$1,250,000	1	\$685,000	\$685,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	18	\$44,455,000	\$1,700,000	14	\$18,543,500	\$910,000	24	\$34,012,000	\$1,210,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	3	\$680,000	\$220,000	7	\$1,283,600	\$181,000	1	\$180,000	\$180,000
Kapalua	5	\$6,900,000	\$1,400,000	8	\$20,884,000	\$1,402,500	9	\$16,741,750	\$1,065,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	68	\$57,053,900	\$768,500	55	\$41,213,904	\$698,000	78	\$49,960,270	\$547,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$600,000	\$600,000	0	--	--	0	--	--
Lahaina	5	\$6,567,300	\$720,000	5	\$7,664,999	\$1,675,000	14	\$9,575,910	\$562,500
Maalaea	7	\$4,744,244	\$550,000	0	--	--	10	\$4,370,000	\$439,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	35	\$26,624,500	\$655,000	44	\$35,064,400	\$647,500	35	\$20,358,652	\$548,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	1	\$570,000	\$570,000	0	--	--
Wailea/Makena	19	\$44,106,250	\$1,575,000	13	\$25,017,500	\$1,525,000	46	\$95,474,600	\$1,448,500
Wailuku	12	\$6,408,500	\$427,500	9	\$4,381,500	\$477,000	11	\$4,792,500	\$427,000
Lanai	0	--	--	1	\$1,600,000	\$1,600,000	0	--	--
Molokai	3	\$865,000	\$275,000	4	\$562,000	\$116,500	4	\$800,600	\$155,000
<b>All MLS</b>	<b>177</b>	<b>\$200,254,694</b>	<b>\$820,000</b>	<b>162</b>	<b>\$157,470,403</b>	<b>\$730,500</b>	<b>232</b>	<b>\$236,266,282</b>	<b>\$642,500</b>

# Land Monthly Sales Volume

## March 2022



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	March 2022			February 2022			March 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	1	\$875,000	\$875,000	6	\$5,848,000	\$949,000	4	\$2,900,000	\$500,000
Hana	1	\$3,350,000	\$3,350,000	0	--	--	2	\$1,049,000	\$524,500
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$5,647,500	\$2,823,750	5	\$3,675,000	\$635,000	8	\$4,915,000	\$505,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	2	\$3,313,000	\$1,656,500	6	\$8,957,000	\$1,066,500	1	\$850,000	\$850,000
Kaupo	2	\$830,000	\$415,000	1	\$317,000	\$317,000	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	1	\$540,000	\$540,000	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	5	\$3,355,000	\$500,000	2	\$1,719,000	\$859,500	3	\$1,879,000	\$599,000
Lahaina	2	\$1,610,000	\$805,000	2	\$1,725,000	\$862,500	3	\$5,507,000	\$2,100,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	1	\$495,000	\$495,000	9	\$5,803,934	\$500,000
Maui Meadows	1	\$1,490,000	\$1,490,000	0	--	--	0	--	--
Nahiku	1	\$170,000	\$170,000	0	--	--	0	--	--
Napili/Kahana/Honokowai	1	\$5,000,000	\$5,000,000	0	--	--	0	--	--
Olowalu	0	--	--	1	\$1,248,000	\$1,248,000	1	\$850,000	\$850,000
Pukalani	0	--	--	1	\$452,000	\$452,000	1	\$242,000	\$242,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	1	\$975,000	\$975,000	1	\$1,665,000	\$1,665,000
Wailuku	0	--	--	1	\$225,000	\$225,000	0	--	--
Lanai	0	--	--	0	--	--	2	\$2,600,000	\$1,300,000
Molokai	6	\$989,500	\$172,500	3	\$474,000	\$120,000	5	\$895,999	\$110,000
<b>All MLS</b>	<b>25</b>	<b>\$27,170,000</b>	<b>\$540,000</b>	<b>30</b>	<b>\$26,110,000</b>	<b>\$842,500</b>	<b>40</b>	<b>\$29,156,933</b>	<b>\$510,000</b>

# Single Family Sales – Year to Date

March 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-22 YTD Sales	Mar-21 YTD Sales	Unit Change	Percent Change	Mar-22 YTD Average	Mar-21 YTD Average	Dollar Change	Percent Change	Mar-22 YTD Median	Mar-21 YTD Median	Dollar Change	Percent Change	Mar-22 YTD Volume	Mar-21 YTD Volume	Dollar Change	Percent Change
Haiku	36	21	+15	+71.4%	\$1,763,114	\$1,164,000	+\$599,114	+51.5%	\$1,412,500	\$1,075,000	+\$337,500	+31.4%	\$63,472,100	\$24,444,000	+\$39,028,100	+159.7%
Hana	3	3	0	0.0%	\$1,723,333	\$910,000	+\$813,333	+89.4%	\$1,645,000	\$780,000	+\$865,000	+110.9%	\$5,170,000	\$2,730,000	+\$2,440,000	+89.4%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	6	19	-13	-68.4%	\$2,675,167	\$3,500,789	-\$825,623	-23.6%	\$2,650,000	\$2,400,000	+\$250,000	+10.4%	\$16,051,000	\$66,515,000	-\$50,464,000	-75.9%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	29	33	-4	-12.1%	\$915,466	\$754,288	+\$161,178	+21.4%	\$875,000	\$740,000	+\$135,000	+18.2%	\$26,548,500	\$24,891,500	+\$1,657,000	+6.7%
Kapalua	4	5	-1	-20.0%	\$4,193,750	\$2,972,500	+\$1,221,250	+41.1%	\$4,300,000	\$2,700,000	+\$1,600,000	+59.3%	\$16,775,000	\$14,862,500	+\$1,912,500	+12.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	48	60	-12	-20.0%	\$1,622,373	\$1,112,675	+\$509,698	+45.8%	\$1,250,000	\$909,500	+\$340,500	+37.4%	\$77,873,888	\$66,760,500	+\$11,113,388	+16.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	8	20	-12	-60.0%	\$2,029,625	\$1,422,025	+\$607,600	+42.7%	\$1,716,000	\$1,290,000	+\$426,000	+33.0%	\$16,237,000	\$28,440,500	-\$12,203,500	-42.9%
Lahaina	10	16	-6	-37.5%	\$2,224,400	\$3,205,633	-\$981,233	-30.6%	\$2,182,500	\$2,821,000	-\$638,500	-22.6%	\$22,244,000	\$51,290,124	-\$29,046,124	-56.6%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	29	13	+16	+123.1%	\$1,043,080	\$809,260	+\$233,820	+28.9%	\$860,000	\$775,000	+\$85,000	+11.0%	\$30,249,306	\$10,520,375	+\$19,728,931	+187.5%
Maui Meadows	8	9	-1	-11.1%	\$1,998,600	\$1,440,000	+\$558,600	+38.8%	\$1,922,500	\$1,365,000	+\$557,500	+40.8%	\$15,988,800	\$12,960,000	+\$3,028,800	+23.4%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	8	17	-9	-52.9%	\$1,996,125	\$1,417,324	+\$578,801	+40.8%	\$1,503,000	\$1,100,000	+\$403,000	+36.6%	\$15,969,000	\$24,094,500	-\$8,125,500	-33.7%
Olowalu	0	2	-2	-100.0%	--	\$6,800,000	--	--	--	\$6,800,000	--	--	\$0	\$13,600,000	-\$13,600,000	-100.0%
Pukalani	11	17	-6	-35.3%	\$1,079,318	\$1,103,679	-\$24,361	-2.2%	\$850,000	\$888,000	-\$38,000	-4.3%	\$11,872,500	\$18,762,549	-\$6,890,049	-36.7%
Spreckelsville/Paia/Kuau	6	11	-5	-45.5%	\$2,039,167	\$2,836,091	-\$796,924	-28.1%	\$1,297,500	\$1,900,000	-\$602,500	-31.7%	\$12,235,000	\$31,197,000	-\$18,962,000	-60.8%
Wailea/Makena	12	18	-6	-33.3%	\$6,097,042	\$5,151,743	+\$945,298	+18.3%	\$3,293,750	\$4,036,000	-\$742,250	-18.4%	\$73,164,500	\$92,731,380	-\$19,566,880	-21.1%
Wailuku	51	45	+6	+13.3%	\$925,815	\$806,457	+\$119,358	+14.8%	\$879,653	\$777,500	+\$102,153	+13.1%	\$47,216,568	\$36,290,570	+\$10,925,998	+30.1%
Lanai	2	2	0	0.0%	\$667,500	\$607,000	+\$60,500	+10.0%	\$667,500	\$607,000	+\$60,500	+10.0%	\$1,335,000	\$1,214,000	+\$121,000	+10.0%
Molokai	10	14	-4	-28.6%	\$945,900	\$455,357	+\$490,543	+107.7%	\$736,000	\$377,500	+\$358,500	+95.0%	\$9,459,000	\$6,375,000	+\$3,084,000	+48.4%
All MLS	281	325	-44	-13.5%	\$1,643,634	\$1,623,629	+\$20,005	+1.2%	\$1,150,000	\$955,000	+\$195,000	+20.4%	\$461,861,162	\$527,679,498	-\$65,818,336	-12.5%

# Total Condominium Sales – Year to Date

March 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-22 YTD Sales	Mar-21 YTD Sales	Unit Change	Percent Change	Mar-22 YTD Average	Mar-21 YTD Average	Dollar Change	Percent Change	Mar-22 YTD Median	Mar-21 YTD Median	Dollar Change	Percent Change	Mar-22 YTD Volume	Mar-21 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	3	0	+3	--	\$870,000	--	--	--	\$685,000	--	--	--	\$2,610,000	\$0	+\$2,610,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	47	51	-4	-7.8%	\$1,921,468	\$1,238,333	+\$683,135	+55.2%	\$1,600,000	\$925,000	+\$675,000	+73.0%	\$90,309,000	\$63,155,000	+\$27,154,000	+43.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	14	5	+9	+180.0%	\$186,471	\$240,000	-\$53,529	-22.3%	\$186,500	\$180,000	+\$6,500	+3.6%	\$2,610,600	\$1,200,000	+\$1,410,600	+117.6%
Kapalua	18	24	-6	-25.0%	\$2,579,111	\$1,910,490	+\$668,622	+35.0%	\$1,450,000	\$1,102,500	+\$347,500	+31.5%	\$46,424,000	\$45,851,750	+\$572,250	+1.2%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	182	171	+11	+6.4%	\$776,394	\$608,863	+\$167,531	+27.5%	\$696,500	\$525,000	+\$171,500	+32.7%	\$141,303,704	\$104,115,520	+\$37,188,184	+35.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	16	55	-39	-70.9%	\$1,217,800	\$705,970	+\$511,830	+72.5%	\$758,000	\$556,990	+\$201,010	+36.1%	\$19,484,799	\$38,828,345	-\$19,343,546	-49.8%
Maalaea	16	17	-1	-5.9%	\$653,390	\$436,024	+\$217,367	+49.9%	\$550,000	\$457,500	+\$92,500	+20.2%	\$10,454,244	\$7,412,400	+\$3,041,844	+41.0%
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	112	75	+37	+49.3%	\$793,727	\$575,544	+\$218,183	+37.9%	\$655,000	\$515,000	+\$140,000	+27.2%	\$88,897,400	\$43,165,797	+\$45,731,603	+105.9%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	2	-2	-100.0%	--	\$665,000	--	--	--	\$665,000	--	--	\$0	\$1,330,000	-\$1,330,000	-100.0%
Spreckelsville/Paia/Kuau	1	0	+1	--	\$570,000	--	--	--	\$570,000	--	--	--	\$570,000	\$0	+\$570,000	--
Wailea/Makena	42	75	-33	-44.0%	\$2,083,446	\$1,926,988	+\$156,458	+8.1%	\$1,575,000	\$1,448,000	+\$127,000	+8.8%	\$87,504,750	\$144,524,100	-\$57,019,350	-39.5%
Wailuku	30	29	+1	+3.4%	\$544,433	\$466,327	+\$78,106	+16.7%	\$461,000	\$465,000	-\$4,000	-0.9%	\$16,333,000	\$13,523,490	+\$2,809,510	+20.8%
Lanai	1	0	+1	--	\$1,600,000	--	--	--	\$1,600,000	--	--	--	\$1,600,000	\$0	+\$1,600,000	--
Molokai	12	10	+2	+20.0%	\$225,167	\$198,602	+\$26,565	+13.4%	\$247,500	\$174,210	+\$73,290	+42.1%	\$2,702,000	\$1,986,020	+\$715,980	+36.1%
All MLS	495	514	-19	-3.7%	\$1,033,138	\$904,849	+\$128,289	+14.2%	\$750,000	\$599,000	+\$151,000	+25.2%	\$511,403,497	\$465,092,422	+\$46,311,075	+10.0%

# Fee Simple Condominium Sales – Year to Date

March 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-22 YTD Sales	Mar-21 YTD Sales	Unit Change	Percent Change	Mar-22 YTD Average	Mar-21 YTD Average	Dollar Change	Percent Change	Mar-22 YTD Median	Mar-21 YTD Median	Dollar Change	Percent Change	Mar-22 YTD Volume	Mar-21 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	3	0	+3	--	\$870,000	--	--	--	\$685,000	--	--	--	\$2,610,000	\$0	+\$2,610,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	43	47	-4	-8.5%	\$2,044,140	\$1,300,830	+\$743,310	+57.1%	\$1,670,000	\$970,000	+\$700,000	+72.2%	\$87,898,000	\$61,139,000	+\$26,759,000	+43.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	14	5	+9	+180.0%	\$186,471	\$240,000	-\$53,529	-22.3%	\$186,500	\$180,000	+\$6,500	+3.6%	\$2,610,600	\$1,200,000	+\$1,410,600	+117.6%
Kapalua	18	24	-6	-25.0%	\$2,579,111	\$1,910,490	+\$668,622	+35.0%	\$1,450,000	\$1,102,500	+\$347,500	+31.5%	\$46,424,000	\$45,851,750	+\$572,250	+1.2%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	178	169	+9	+5.3%	\$777,998	\$610,831	+\$167,167	+27.4%	\$695,000	\$525,000	+\$170,000	+32.4%	\$138,483,704	\$103,230,520	+\$35,253,184	+34.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	16	55	-39	-70.9%	\$1,217,800	\$705,970	+\$511,830	+72.5%	\$758,000	\$556,990	+\$201,010	+36.1%	\$19,484,799	\$38,828,345	-\$19,343,546	-49.8%
Maalaea	11	9	+2	+22.2%	\$760,113	\$504,611	+\$255,502	+50.6%	\$635,244	\$520,000	+\$115,244	+22.2%	\$8,361,244	\$4,541,500	+\$3,819,744	+84.1%
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	96	65	+31	+47.7%	\$737,667	\$579,585	+\$158,082	+27.3%	\$656,000	\$530,000	+\$126,000	+23.8%	\$70,816,000	\$37,672,997	+\$33,143,003	+88.0%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	2	-2	-100.0%	--	\$665,000	--	--	--	\$665,000	--	--	\$0	\$1,330,000	-\$1,330,000	-100.0%
Spreckelsville/Paia/Kuau	1	0	+1	--	\$570,000	--	--	--	\$570,000	--	--	--	\$570,000	\$0	+\$570,000	--
Wailea/Makena	42	75	-33	-44.0%	\$2,083,446	\$1,926,988	+\$156,458	+8.1%	\$1,575,000	\$1,448,000	+\$127,000	+8.8%	\$87,504,750	\$144,524,100	-\$57,019,350	-39.5%
Wailuku	30	29	+1	+3.4%	\$544,433	\$466,327	+\$78,106	+16.7%	\$461,000	\$465,000	-\$4,000	-0.9%	\$16,333,000	\$13,523,490	+\$2,809,510	+20.8%
Lanai	1	0	+1	--	\$1,600,000	--	--	--	\$1,600,000	--	--	--	\$1,600,000	\$0	+\$1,600,000	--
Molokai	10	10	0	0.0%	\$251,800	\$198,602	+\$53,198	+26.8%	\$262,500	\$174,210	+\$88,290	+50.7%	\$2,518,000	\$1,986,020	+\$531,980	+26.8%
All MLS	464	490	-26	-5.3%	\$1,047,013	\$926,179	+\$120,834	+13.0%	\$755,000	\$607,500	+\$147,500	+24.3%	\$485,814,097	\$453,827,722	+\$31,986,375	+7.0%

# Leasehold Condominium Sales – Year to Date

March 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-22 YTD Sales	Mar-21 YTD Sales	Unit Change	Percent Change	Mar-22 YTD Average	Mar-21 YTD Average	Dollar Change	Percent Change	Mar-22 YTD Median	Mar-21 YTD Median	Dollar Change	Percent Change	Mar-22 YTD Volume	Mar-21 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	4	4	0	0.0%	\$602,750	\$504,000	+\$98,750	+19.6%	\$565,500	\$390,000	+\$175,500	+45.0%	\$2,411,000	\$2,016,000	+\$395,000	+19.6%
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	2	+2	+100.0%	\$705,000	\$442,500	+\$262,500	+59.3%	\$779,000	\$442,500	+\$336,500	+76.0%	\$2,820,000	\$885,000	+\$1,935,000	+218.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maalaea	5	8	-3	-37.5%	\$418,600	\$358,863	+\$59,738	+16.6%	\$430,000	\$366,000	+\$64,000	+17.5%	\$2,093,000	\$2,870,900	-\$777,900	-27.1%
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	16	10	+6	+60.0%	\$1,130,088	\$549,280	+\$580,808	+105.7%	\$453,000	\$162,500	+\$290,500	+178.8%	\$18,081,400	\$5,492,800	+\$12,588,600	+229.2%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	2	0	+2	--	\$92,000	--	--	--	\$92,000	--	--	--	\$184,000	\$0	+\$184,000	--
<b>All MLS</b>	<b>31</b>	<b>24</b>	<b>+7</b>	<b>+29.2%</b>	<b>\$825,465</b>	<b>\$469,363</b>	<b>+\$356,102</b>	<b>+75.9%</b>	<b>\$486,000</b>	<b>\$365,000</b>	<b>+\$121,000</b>	<b>+33.2%</b>	<b>\$25,589,400</b>	<b>\$11,264,700</b>	<b>+\$14,324,700</b>	<b>+127.2%</b>

# Land Sales – Year to Date

March 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-22 YTD Sales	Mar-21 YTD Sales	Unit Change	Percent Change	Mar-22 YTD Average	Mar-21 YTD Average	Dollar Change	Percent Change	Mar-22 YTD Median	Mar-21 YTD Median	Dollar Change	Percent Change	Mar-22 YTD Volume	Mar-21 YTD Volume	Dollar Change	Percent Change
Haiku	9	8	+1	+12.5%	\$1,015,889	\$777,500	+\$238,389	+30.7%	\$900,000	\$627,500	+\$272,500	+43.4%	\$9,143,000	\$6,220,000	+\$2,923,000	+47.0%
Hana	2	5	-3	-60.0%	\$1,925,000	\$518,000	+\$1,407,000	+271.6%	\$1,925,000	\$550,000	+\$1,375,000	+250.0%	\$3,850,000	\$2,590,000	+\$1,260,000	+48.6%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	10	23	-13	-56.5%	\$1,138,250	\$630,696	+\$507,554	+80.5%	\$641,250	\$535,000	+\$106,250	+19.9%	\$11,382,500	\$14,506,007	-\$3,123,507	-21.5%
Kahakuloa	0	1	-1	-100.0%	--	\$260,000	--	--	--	\$260,000	--	--	\$0	\$260,000	-\$260,000	-100.0%
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	10	10	0	0.0%	\$1,641,250	\$870,000	+\$771,250	+88.6%	\$1,281,500	\$850,000	+\$431,500	+50.8%	\$16,412,500	\$8,700,000	+\$7,712,500	+88.6%
Kaupo	3	0	+3	--	\$382,333	--	--	--	\$320,000	--	--	--	\$1,147,000	\$0	+\$1,147,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	5	1	+4	+400.0%	\$1,220,000	\$657,500	+\$562,500	+85.6%	\$1,200,000	\$657,500	+\$542,500	+82.5%	\$6,100,000	\$657,500	+\$5,442,500	+827.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	11	9	+2	+22.2%	\$769,000	\$773,556	-\$4,556	-0.6%	\$699,000	\$830,000	-\$131,000	-15.8%	\$8,459,000	\$6,962,000	+\$1,497,000	+21.5%
Lahaina	4	3	+1	+33.3%	\$833,750	\$1,835,667	-\$1,001,917	-54.6%	\$862,500	\$2,100,000	-\$1,237,500	-58.9%	\$3,335,000	\$5,507,000	-\$2,172,000	-39.4%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	2	14	-12	-85.7%	\$636,000	\$718,495	-\$82,495	-11.5%	\$636,000	\$505,000	+\$131,000	+25.9%	\$1,272,000	\$10,058,934	-\$8,786,934	-87.4%
Maui Meadows	1	0	+1	--	\$1,490,000	--	--	--	\$1,490,000	--	--	--	\$1,490,000	\$0	+\$1,490,000	--
Nahiku	1	1	0	0.0%	\$170,000	\$400,000	-\$230,000	-57.5%	\$170,000	\$400,000	-\$230,000	-57.5%	\$170,000	\$400,000	-\$230,000	-57.5%
Napili/Kahana/Honokowai	1	1	0	0.0%	\$5,000,000	\$507,275	+\$4,492,725	+885.7%	\$5,000,000	\$507,275	+\$4,492,725	+885.7%	\$5,000,000	\$507,275	+\$4,492,725	+885.7%
Olowalu	1	3	-2	-66.7%	\$1,248,000	\$1,800,000	-\$552,000	-30.7%	\$1,248,000	\$950,000	+\$298,000	+31.4%	\$1,248,000	\$5,400,000	-\$4,152,000	-76.9%
Pukalani	1	5	-4	-80.0%	\$452,000	\$412,400	+\$39,600	+9.6%	\$452,000	\$420,000	+\$32,000	+7.6%	\$452,000	\$2,062,000	-\$1,610,000	-78.1%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	1	2	-1	-50.0%	\$975,000	\$2,232,500	-\$1,257,500	-56.3%	\$975,000	\$2,232,500	-\$1,257,500	-56.3%	\$975,000	\$4,465,000	-\$3,490,000	-78.2%
Wailuku	3	6	-3	-50.0%	\$241,667	\$499,917	-\$258,250	-51.7%	\$225,000	\$490,000	-\$265,000	-54.1%	\$725,000	\$2,999,500	-\$2,274,500	-75.8%
Lanai	0	2	-2	-100.0%	--	\$1,300,000	--	--	--	\$1,300,000	--	--	\$0	\$2,600,000	-\$2,600,000	-100.0%
Molokai	11	8	+3	+37.5%	\$177,955	\$155,750	+\$22,205	+14.3%	\$165,000	\$108,500	+\$56,501	+52.1%	\$1,957,500	\$1,245,999	+\$711,501	+57.1%
All MLS	76	102	-26	-25.5%	\$962,086	\$736,679	+\$225,407	+30.6%	\$763,500	\$592,000	+\$171,500	+29.0%	\$73,118,500	\$75,141,215	-\$2,022,715	-2.7%