

Monthly Indicators



October 2021

The U.S. housing market remains robust, with strong activity reported across both rental and residential housing fronts. Single-family rent prices are increasing rapidly, as demand for single-family housing and inventory constraints forces some buyers to rent, increasing competition and pushing rents up across the nation. Meanwhile, sales of new construction single-family homes recently hit a six-month high, rising 14% to a seasonally adjusted rate of 800,000, according to the latest data from the U.S. Department of Housing and Urban Development.

New Listings decreased 13.2 percent for Single Family homes and 8.2 percent for Condominium homes. Pending Sales increased 11.7 percent for Single Family homes and 17.8 percent for Condominium homes. Inventory decreased 48.6 percent for Single Family homes and 81.5 percent for Condominium homes.

Median Sales Price increased 7.5 percent to \$932,500 for Single Family homes and 13.2 percent to \$672,500 for Condominium homes. Days on Market decreased 25.4 percent for Single Family homes and 37.6 percent for Condominium homes. Months Supply of Inventory decreased 61.9 percent for Single Family homes and 90.7 percent for Condominium homes.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Quick Facts

+ 8.5%	+ 12.6%	- 66.6%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

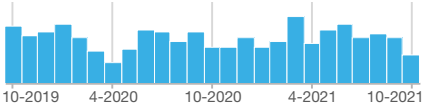
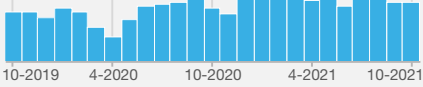
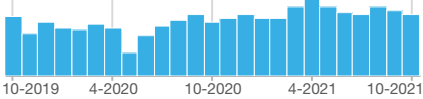
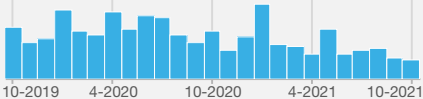





This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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.

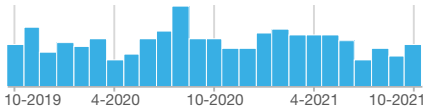
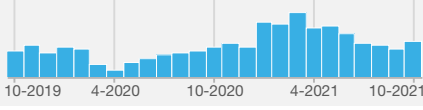
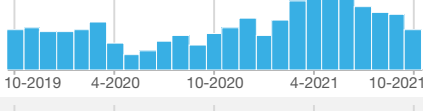
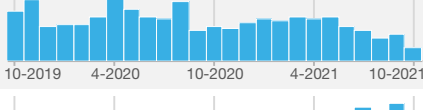

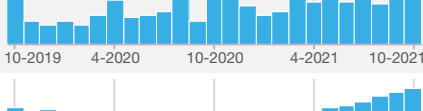
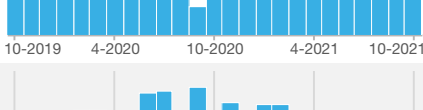
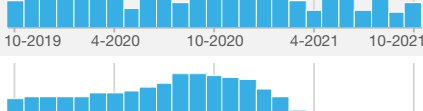
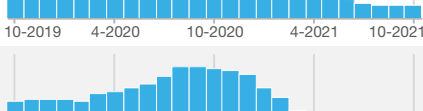
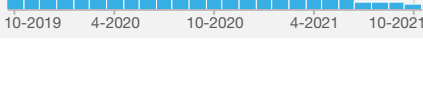


Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		106	92	- 13.2%	1,164	1,237	+ 6.3%
Pending Sales		94	105	+ 11.7%	882	1,171	+ 32.8%
Closed Sales		96	110	+ 14.6%	849	1,152	+ 35.7%
Days on Market Until Sale		134	100	- 25.4%	138	117	- 15.2%
Median Sales Price		\$867,500	\$932,500	+ 7.5%	\$785,563	\$983,500	+ 25.2%
Average Sales Price		\$1,224,740	\$1,247,041	+ 1.8%	\$1,104,344	\$1,717,365	+ 55.5%
Percent of List Price Received		97.3%	99.0%	+ 1.7%	97.0%	98.6%	+ 1.6%
Housing Affordability Index		60	55	- 8.3%	66	52	- 21.2%
Inventory of Homes for Sale		364	187	- 48.6%	—	—	—
Months Supply of Inventory		4.2	1.6	- 61.9%	—	—	—

Condominium Market Overview

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



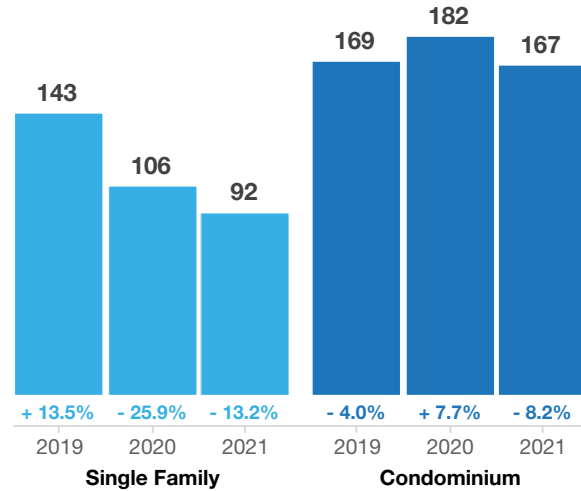
Key Metrics	Historical Sparkbars	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		182	167	- 8.2%	1,809	1,755	- 3.0%
Pending Sales		135	159	+ 17.8%	983	2,019	+ 105.4%
Closed Sales		122	132	+ 8.2%	1,050	1,985	+ 89.0%
Days on Market Until Sale		125	78	- 37.6%	147	128	- 12.9%
Median Sales Price		\$593,900	\$672,500	+ 13.2%	\$569,500	\$650,000	+ 14.1%
Average Sales Price		\$1,032,909	\$1,039,251	+ 0.6%	\$879,295	\$962,318	+ 9.4%
Percent of List Price Received		96.7%	100.7%	+ 4.1%	97.2%	98.6%	+ 1.4%
Housing Affordability Index		87	76	- 12.6%	91	78	- 14.3%
Inventory of Homes for Sale		775	143	- 81.5%	—	—	—
Months Supply of Inventory		7.5	0.7	- 90.7%	—	—	—

New Listings

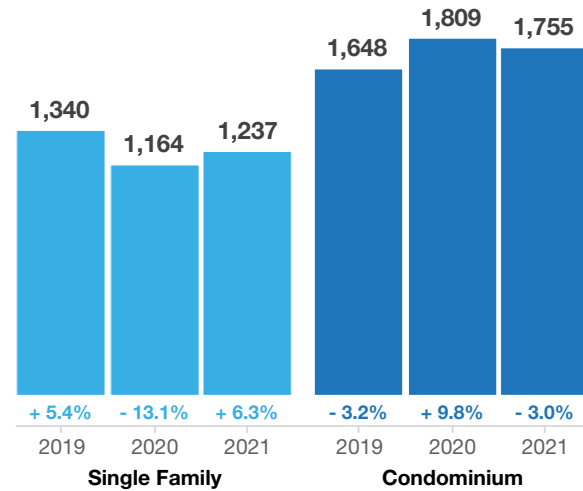
A count of the properties that have been newly listed on the market in a given month.



October

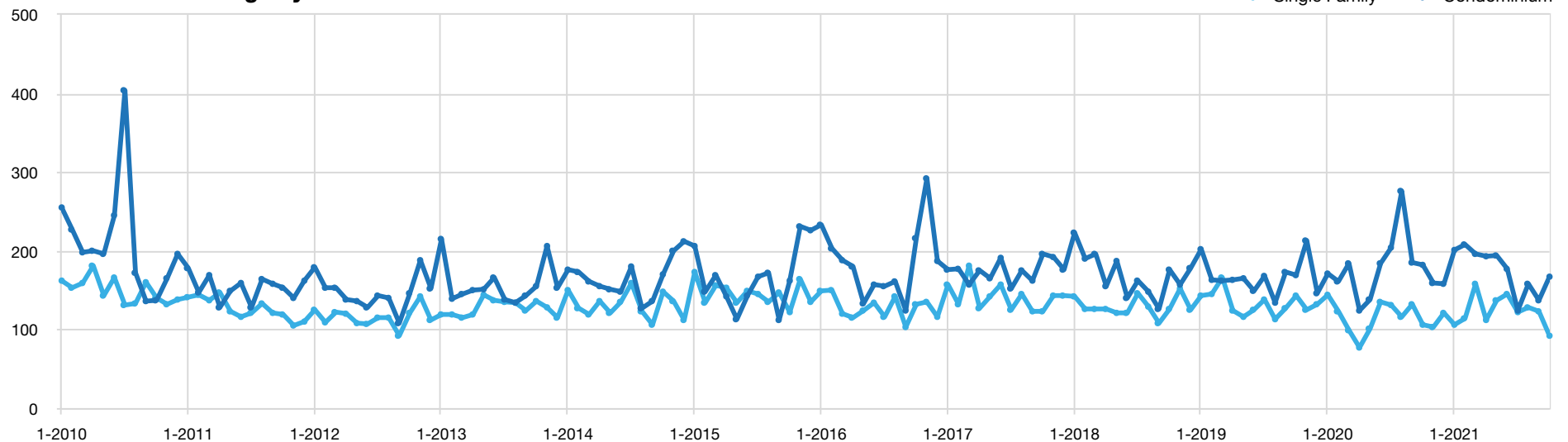


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-2020	103	- 17.6%	159	- 25.4%
Dec-2020	121	- 8.3%	158	+ 8.2%
Jan-2021	106	- 26.4%	201	+ 17.5%
Feb-2021	114	- 7.3%	208	+ 29.2%
Mar-2021	158	+ 59.6%	196	+ 6.5%
Apr-2021	112	+ 45.5%	193	+ 55.6%
May-2021	137	+ 35.6%	194	+ 40.6%
Jun-2021	145	+ 7.4%	177	- 3.8%
Jul-2021	122	- 6.9%	124	- 39.2%
Aug-2021	128	+ 10.3%	158	- 42.8%
Sep-2021	123	- 6.8%	137	- 25.9%
Oct-2021	92	- 13.2%	167	- 8.2%
12-Month Avg	122	+ 3.4%	173	- 4.4%

Historical New Listings by Month

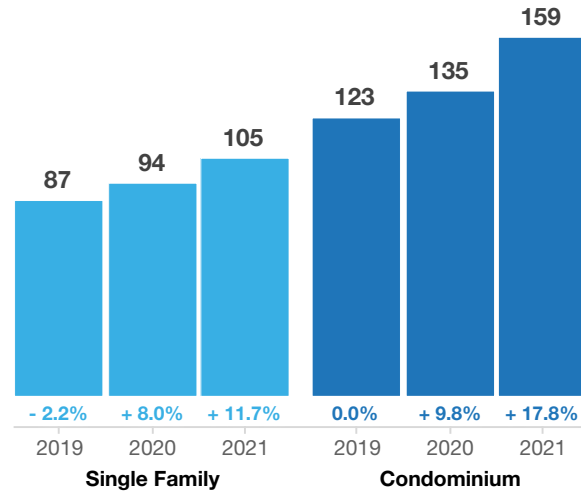


Pending Sales

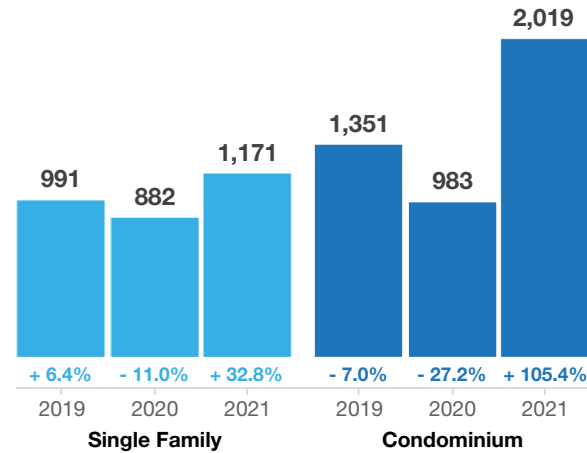
A count of the properties on which offers have been accepted in a given month.



October

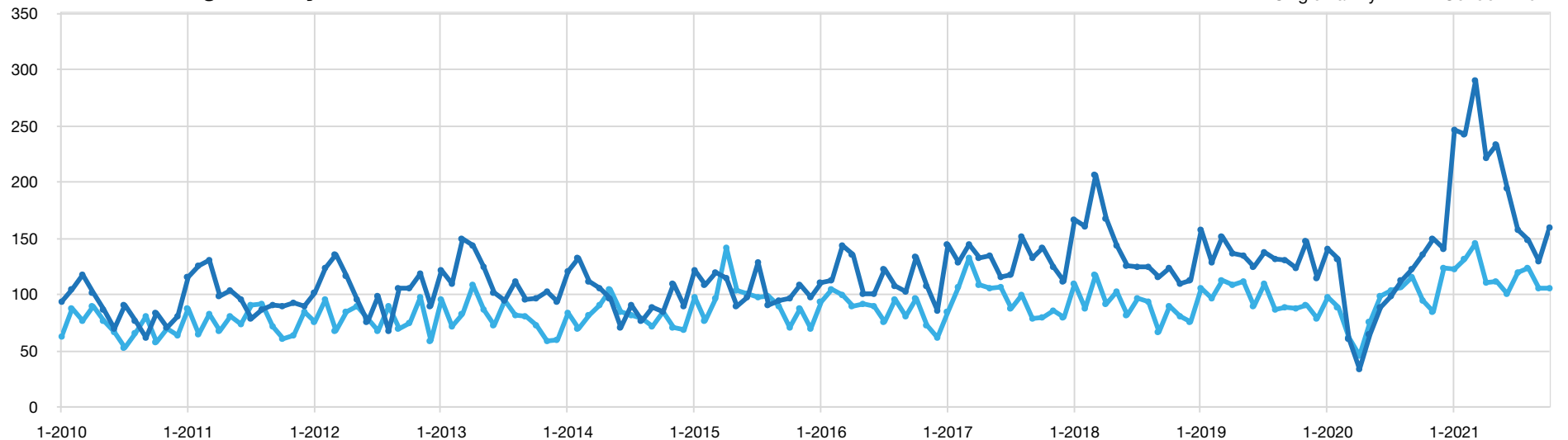


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-2020	84	- 6.7%	149	+ 1.4%
Dec-2020	123	+ 57.7%	140	+ 22.8%
Jan-2021	122	+ 25.8%	246	+ 75.7%
Feb-2021	131	+ 48.9%	242	+ 84.7%
Mar-2021	145	+ 137.7%	290	+ 383.3%
Apr-2021	110	+ 144.4%	221	+ 569.7%
May-2021	111	+ 48.0%	233	+ 264.1%
Jun-2021	100	+ 2.0%	194	+ 120.5%
Jul-2021	119	+ 15.5%	157	+ 60.2%
Aug-2021	123	+ 16.0%	148	+ 32.1%
Sep-2021	105	- 8.7%	129	+ 5.7%
Oct-2021	105	+ 11.7%	159	+ 17.8%
12-Month Avg	115	+ 30.7%	192	+ 84.6%

Historical Pending Sales by Month

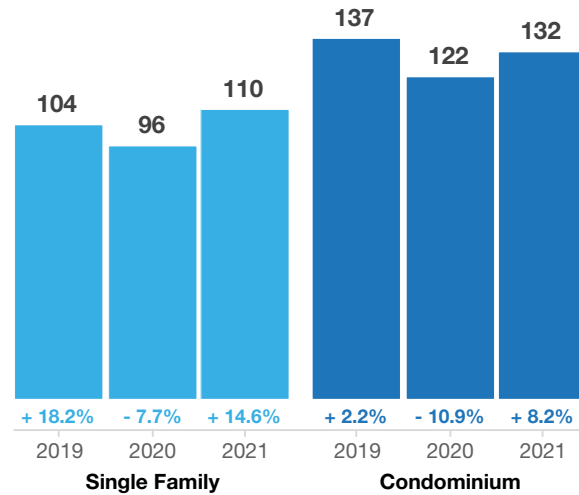


Closed Sales

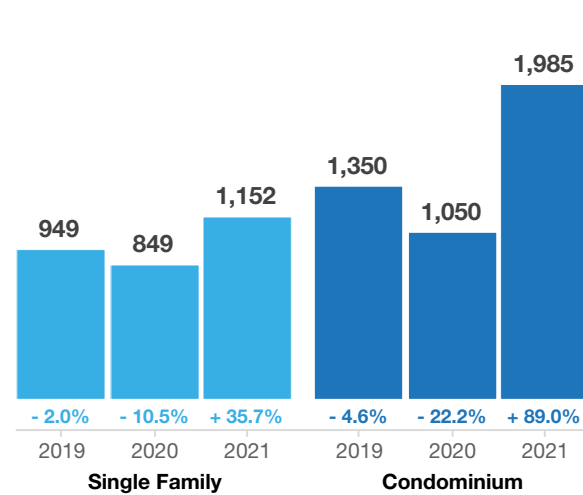
A count of the actual sales that closed in a given month.



October

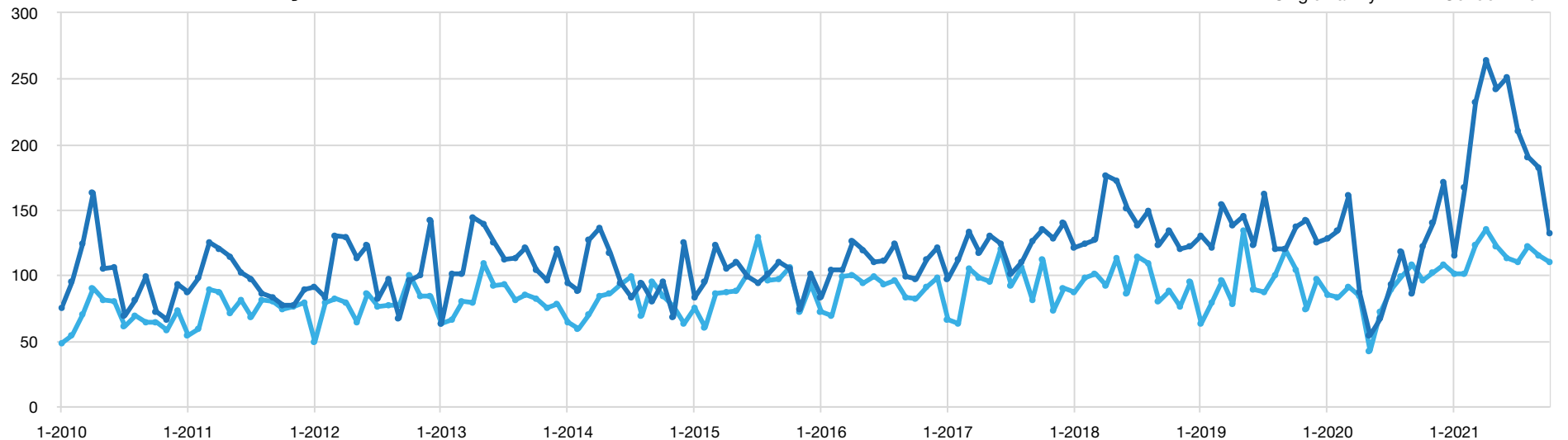


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
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	110	+ 14.6%	132	+ 8.2%
12-Month Avg	114	+ 34.1%	191	+ 73.6%

Historical Closed Sales by Month

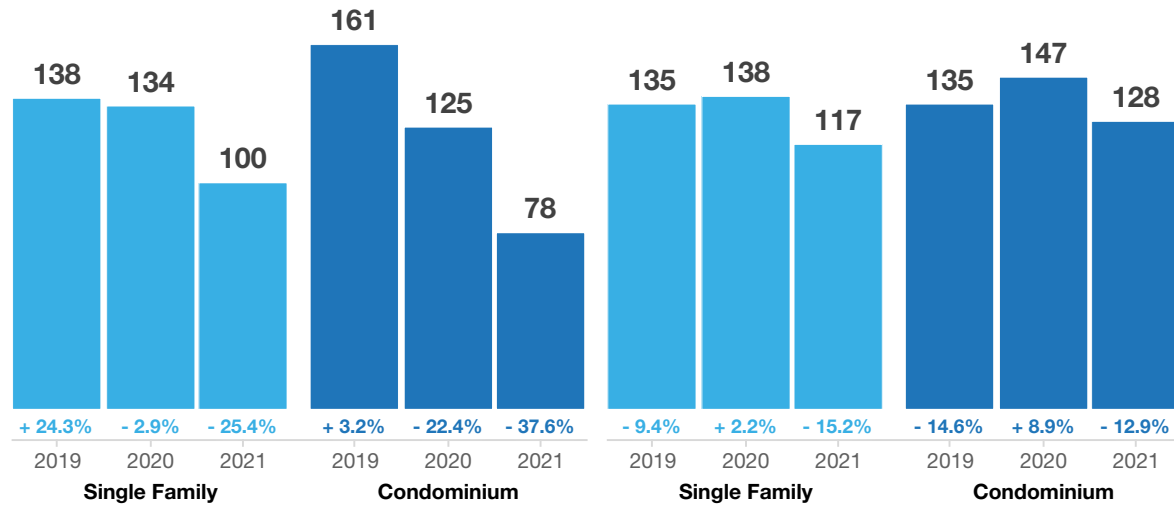


Days on Market Until Sale

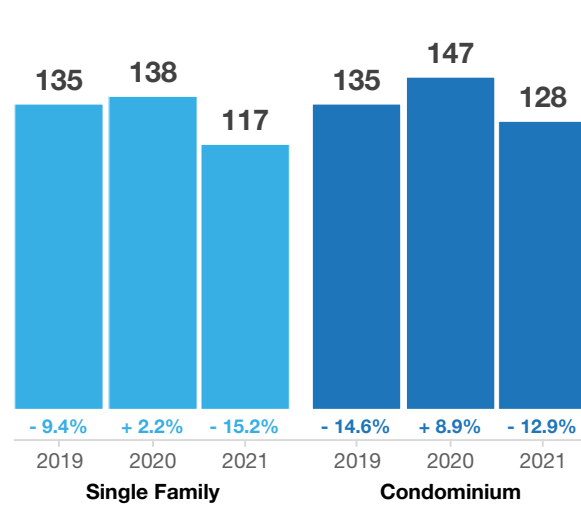
Average number of days between when a property is listed and when it closed in a given month.



October



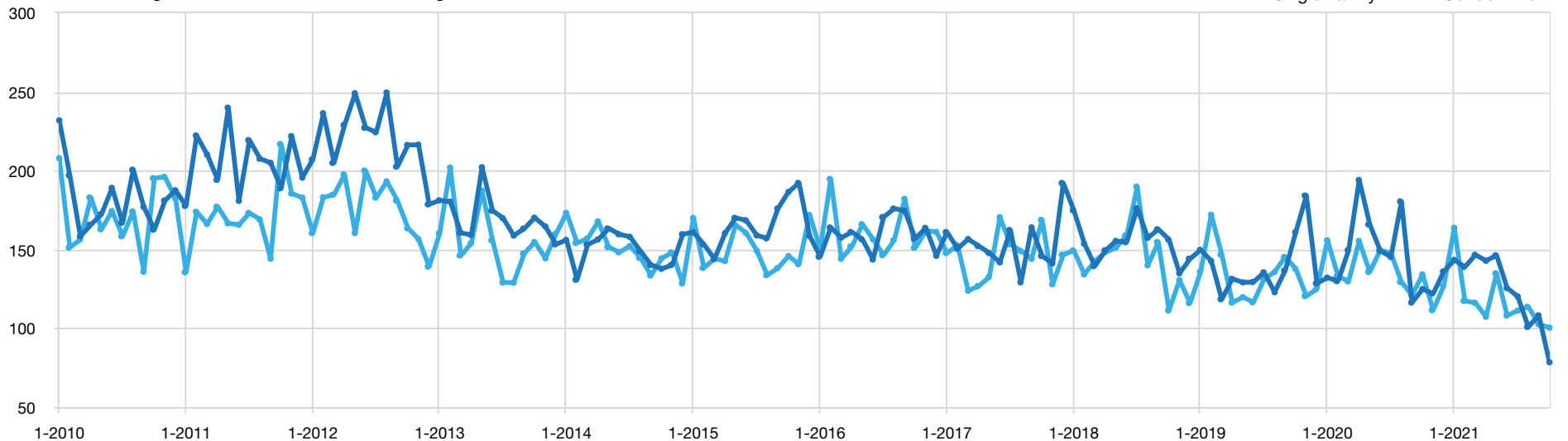
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
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%	78	- 37.6%
12-Month Avg*	117	- 13.6%	128	- 14.2%

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

Historical Days on Market Until Sale by Month

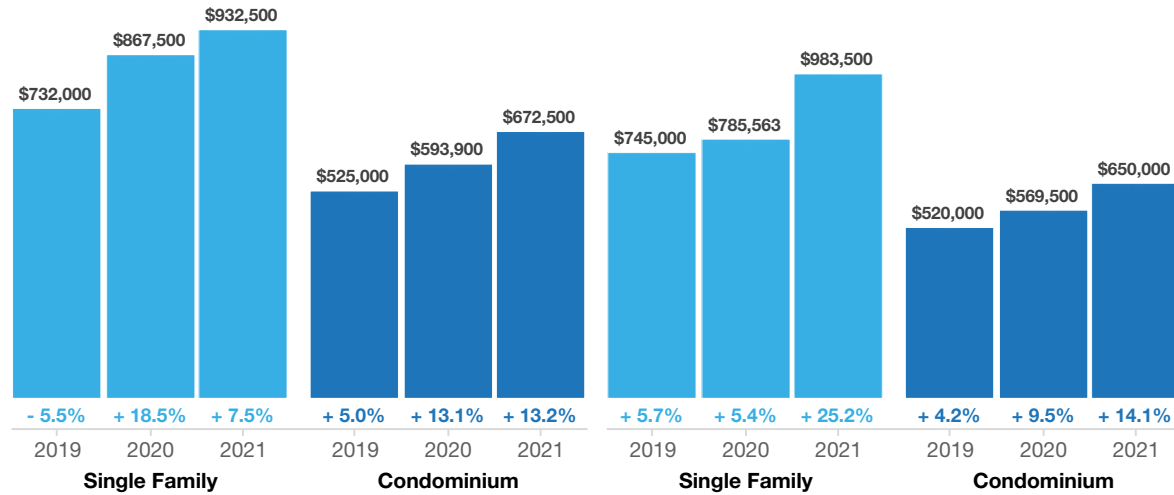


Median Sales Price

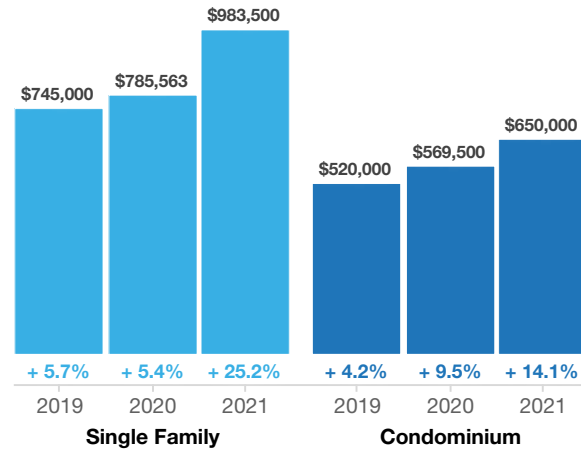
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



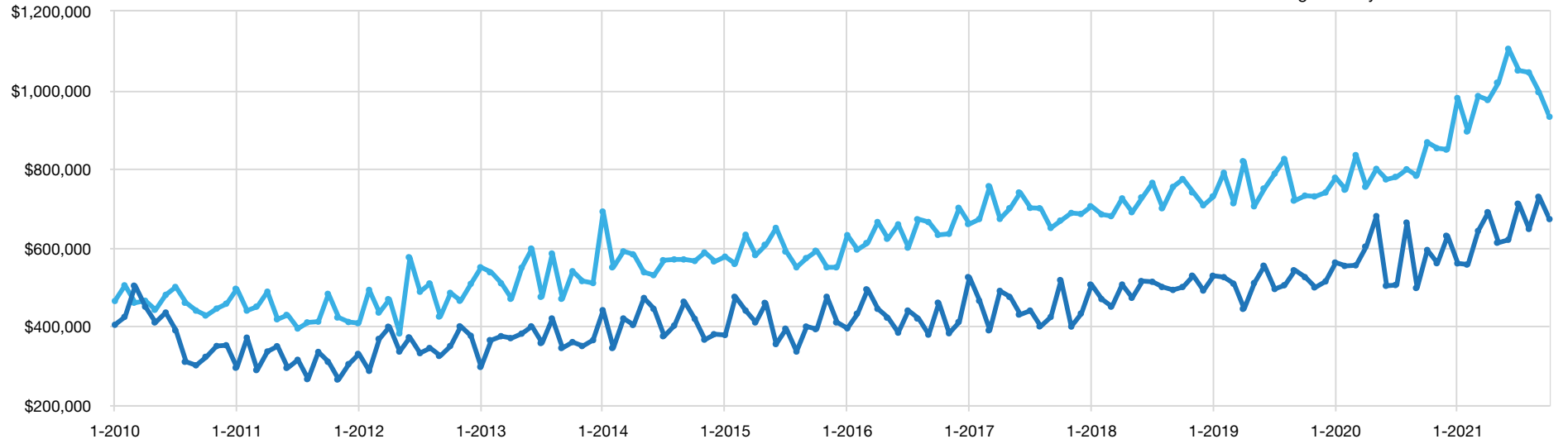
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
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	\$932,500	+ 7.5%	\$672,500	+ 13.2%
12-Month Avg*	\$975,000	+ 25.6%	\$645,000	+ 15.2%

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

Historical Median Sales Price by Month



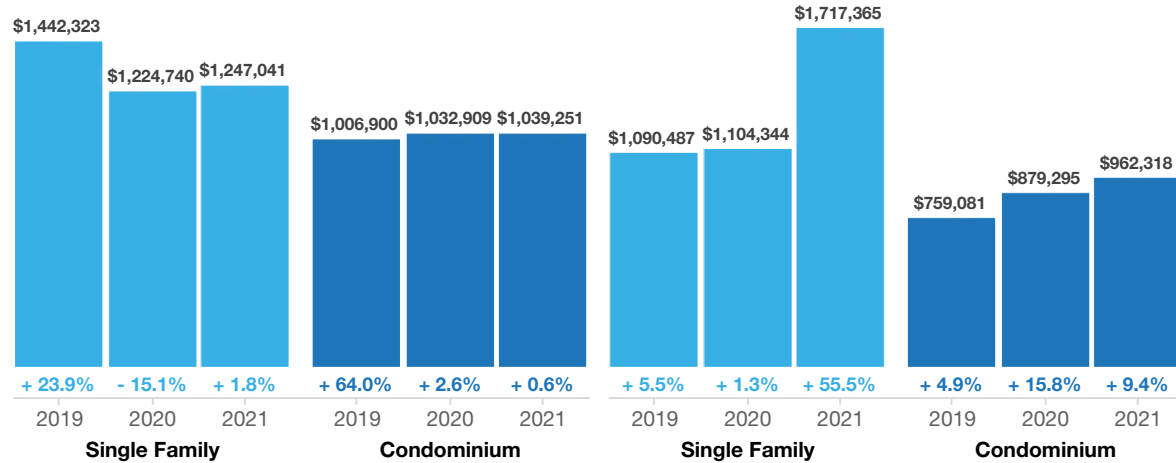
Average Sales Price

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



October

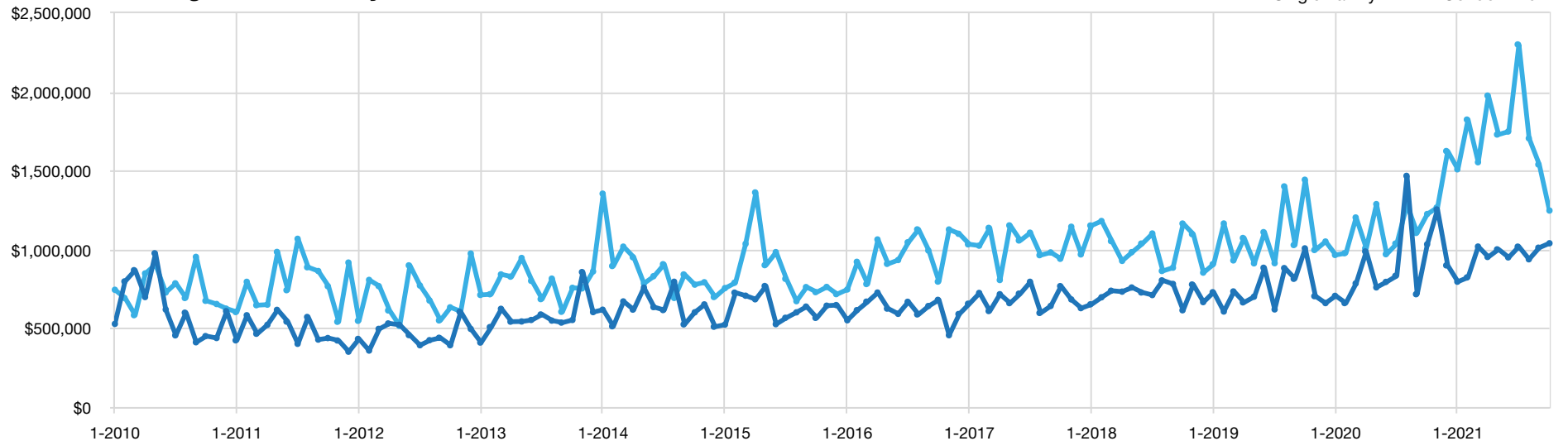
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
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	\$1,247,041	+ 1.8%	\$1,039,251	+ 0.6%
12-Month Avg*	\$1,676,202	+ 53.6%	\$975,370	+ 16.2%

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

Historical Average Sales Price by Month



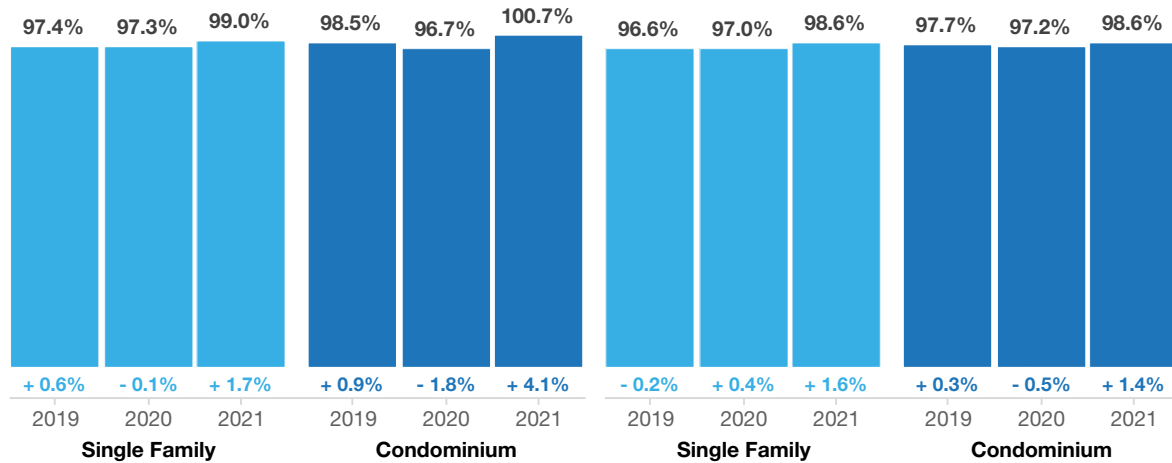
Percent of List Price Received

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.



October

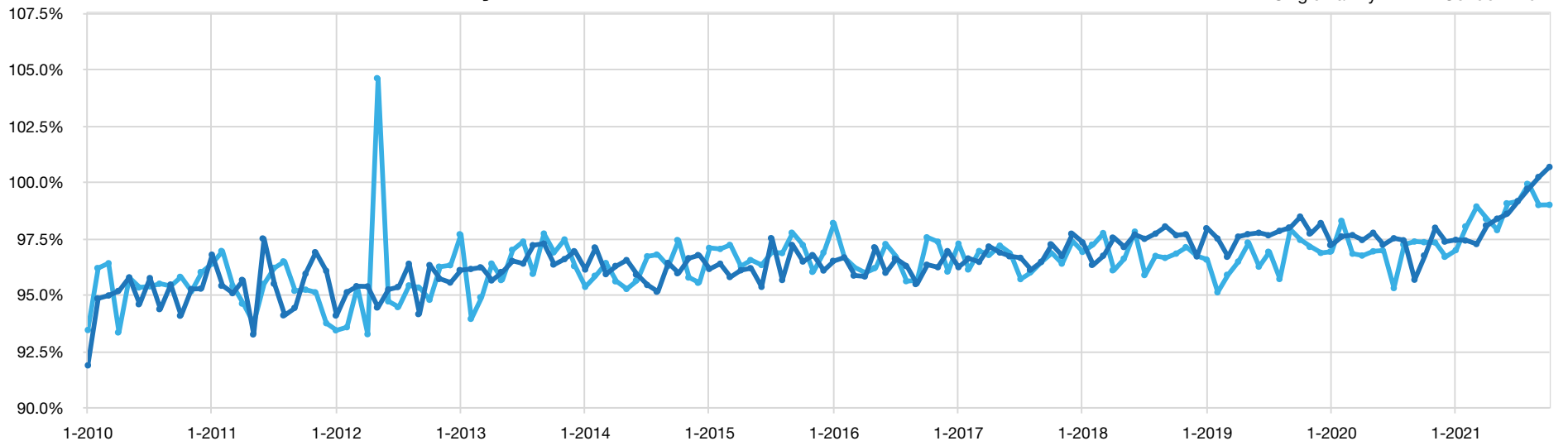
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Jun-2021	99.0%	+ 2.1%	98.6%	+ 1.4%
Jul-2021	99.1%	+ 4.0%	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%
12-Month Avg*	98.4%	+ 1.4%	98.5%	+ 1.1%

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

Historical Percent of List Price Received by Month



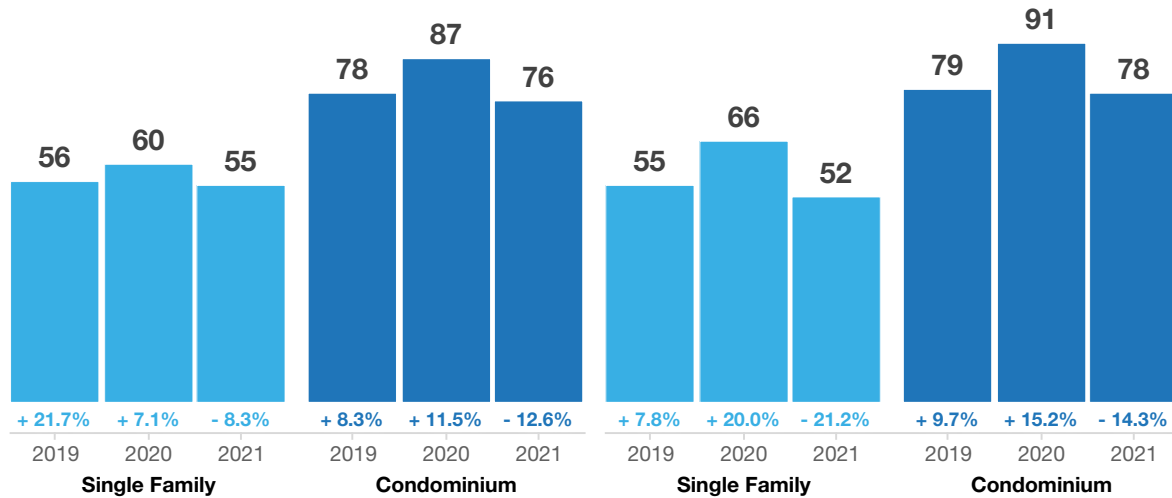
Housing Affordability Index

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.



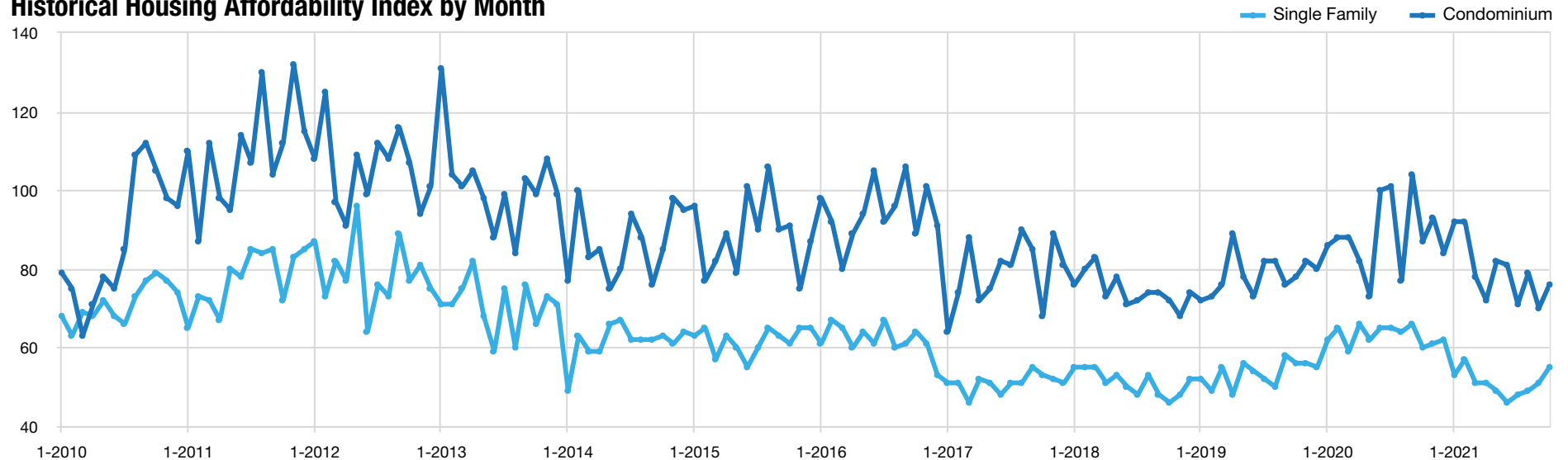
October

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-2020	61	+ 8.9%	93	+ 13.4%
Dec-2020	62	+ 12.7%	84	+ 5.0%
Jan-2021	53	- 14.5%	92	+ 7.0%
Feb-2021	57	- 12.3%	92	+ 4.5%
Mar-2021	51	- 13.6%	78	- 11.4%
Apr-2021	51	- 22.7%	72	- 12.2%
May-2021	49	- 21.0%	82	+ 12.3%
Jun-2021	46	- 29.2%	81	- 19.0%
Jul-2021	48	- 26.2%	71	- 29.7%
Aug-2021	49	- 23.4%	79	+ 2.6%
Sep-2021	51	- 22.7%	70	- 32.7%
Oct-2021	55	- 8.3%	76	- 12.6%
12-Month Avg	53	- 14.5%	81	- 6.9%

Historical Housing Affordability Index by Month

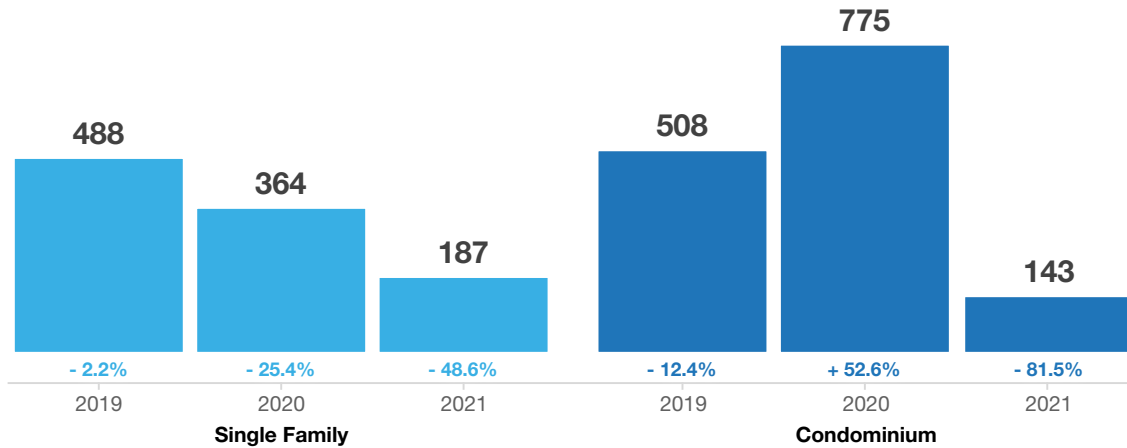


Inventory of Homes for Sale

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

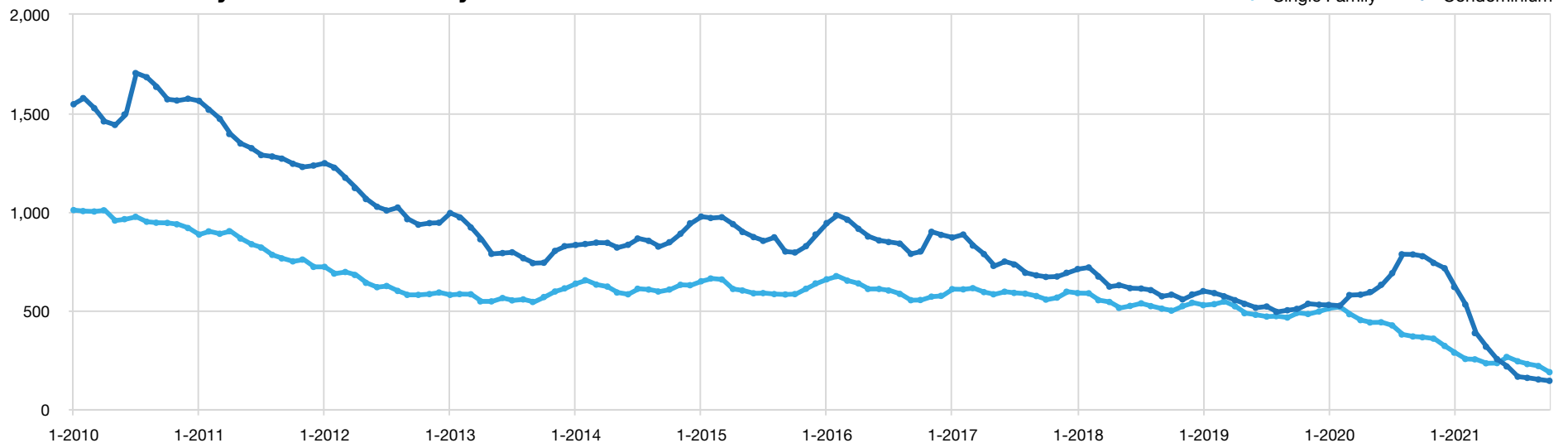


October



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-2020	357	- 25.9%	741	+ 38.8%
Dec-2020	320	- 35.4%	714	+ 35.0%
Jan-2021	286	- 44.0%	619	+ 17.2%
Feb-2021	254	- 51.0%	530	+ 1.1%
Mar-2021	252	- 47.6%	385	- 33.4%
Apr-2021	232	- 48.6%	316	- 45.5%
May-2021	233	- 46.9%	253	- 57.3%
Jun-2021	264	- 40.0%	216	- 65.7%
Jul-2021	242	- 42.9%	164	- 76.2%
Aug-2021	228	- 39.7%	158	- 79.9%
Sep-2021	218	- 40.8%	150	- 80.9%
Oct-2021	187	- 48.6%	143	- 81.5%
12-Month Avg	256	- 42.6%	366	- 41.6%

Historical Inventory of Homes for Sale by Month

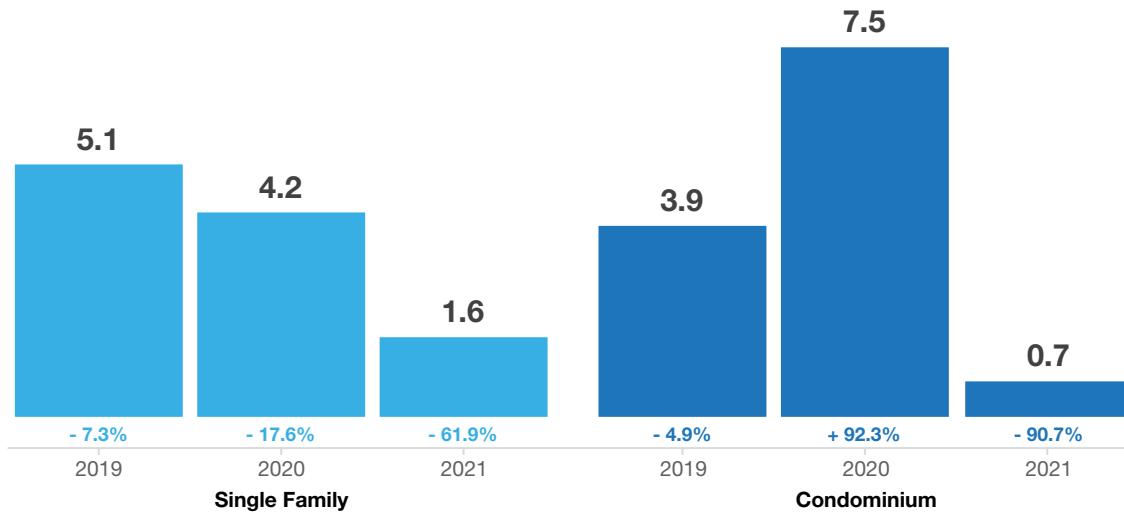


Months Supply of Inventory

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.



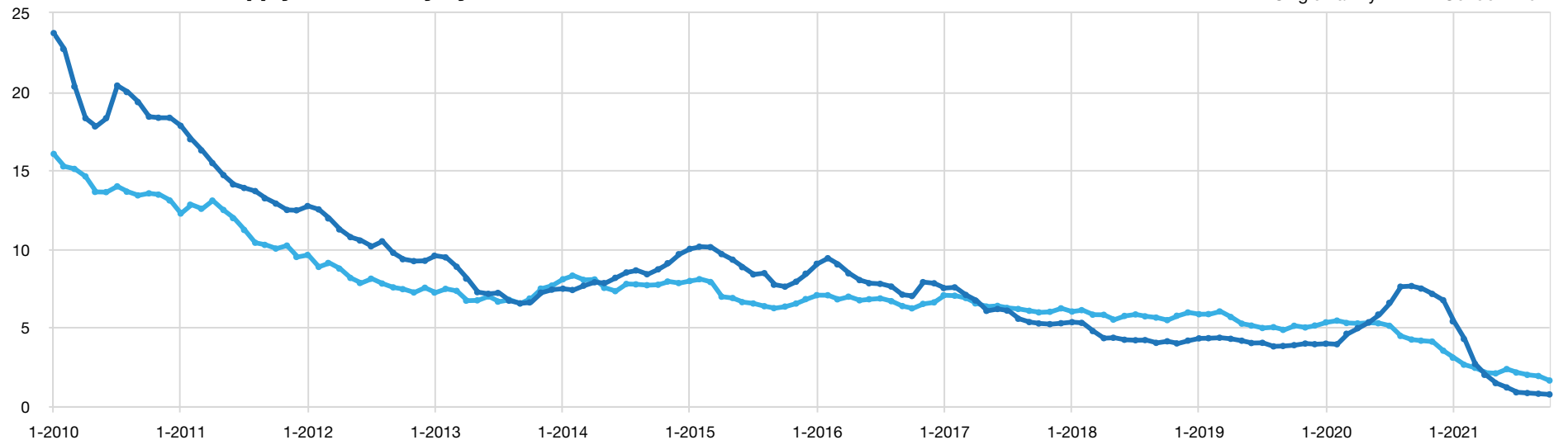
October



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-2020	4.1	- 18.0%	7.1	+ 77.5%
Dec-2020	3.5	- 31.4%	6.7	+ 71.8%
Jan-2021	3.1	- 41.5%	5.4	+ 35.0%
Feb-2021	2.6	- 51.9%	4.3	+ 10.3%
Mar-2021	2.4	- 54.7%	2.7	- 41.3%
Apr-2021	2.1	- 60.4%	2.0	- 60.0%
May-2021	2.1	- 60.4%	1.5	- 71.7%
Jun-2021	2.4	- 54.7%	1.2	- 79.3%
Jul-2021	2.1	- 58.8%	0.9	- 86.4%
Aug-2021	2.0	- 55.6%	0.8	- 89.5%
Sep-2021	1.9	- 54.8%	0.8	- 89.5%
Oct-2021	1.6	- 61.9%	0.7	- 90.7%
12-Month Avg*	2.5	- 50.0%	2.8	- 48.2%

* Months Supply for all properties from November 2020 through October 2021. This is not the average of the individual figures above.

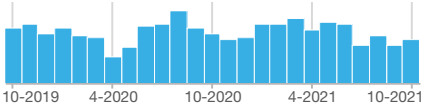
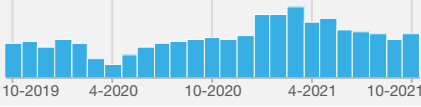
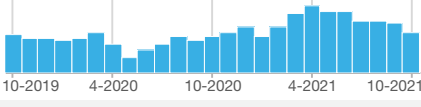
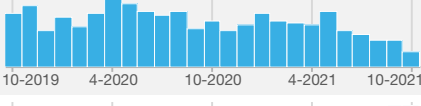
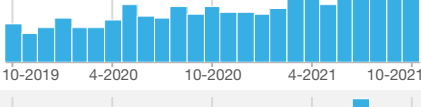
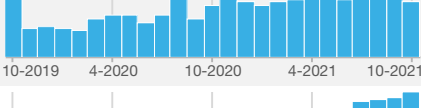
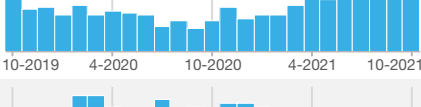
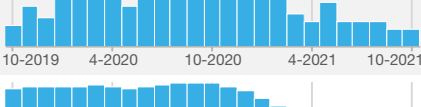
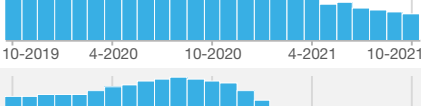

Historical Months Supply of Inventory by Month



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	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		323	298	- 7.7%	3,274	3,339	+ 2.0%
Pending Sales		265	291	+ 9.8%	2,038	3,547	+ 74.0%
Closed Sales		246	267	+ 8.5%	2,054	3,487	+ 69.8%
Days on Market Until Sale		140	100	- 28.6%	148	132	- 10.8%
Median Sales Price		\$750,555	\$845,000	+ 12.6%	\$700,000	\$798,000	+ 14.0%
Average Sales Price		\$1,086,482	\$1,140,602	+ 5.0%	\$961,625	\$1,209,345	+ 25.8%
Percent of List Price Received		96.7%	99.5%	+ 2.9%	96.9%	98.3%	+ 1.4%
Housing Affordability Index		69	60	- 13.0%	74	64	- 13.5%
Inventory of Homes for Sale		1,413	472	- 66.6%	—	—	—
Months Supply of Inventory		6.8	1.4	- 79.4%	—	—	—

Single Family Monthly Sales Volume

October 2021



Area Name	October 2021			September 2021			October 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	9	\$10,669,999	\$975,000	11	\$17,444,000	\$995,000	8	\$11,567,000	\$1,180,000
Hana	1	\$698,000	\$698,000	1	\$600,000	\$600,000	1	\$915,000	\$915,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$5,782,500	\$2,891,250	5	\$17,325,000	\$2,960,000	3	\$5,855,000	\$1,780,000
Kahakuloa	0	--	--	1	\$1,000,000	\$1,000,000	0	--	--
Kahului	12	\$10,040,500	\$835,000	11	\$9,433,500	\$825,000	16	\$13,171,500	\$810,000
Kapalua	0	--	--	1	\$4,675,000	\$4,675,000	1	\$3,326,000	\$3,326,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	22	\$25,932,000	\$1,062,000	14	\$19,089,567	\$1,092,284	13	\$13,338,860	\$940,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	3	\$3,495,000	\$1,125,000	8	\$11,017,850	\$1,236,250	10	\$14,109,000	\$1,187,500
Lahaina	9	\$23,850,000	\$1,325,000	8	\$22,271,000	\$2,837,500	3	\$5,376,888	\$1,725,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	13	\$11,634,500	\$845,000	7	\$9,197,808	\$1,150,000	9	\$6,416,000	\$708,000
Maui Meadows	1	\$3,150,000	\$3,150,000	2	\$2,850,000	\$1,425,000	3	\$3,533,000	\$1,150,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	4	\$4,999,777	\$1,185,000	4	\$8,782,850	\$1,062,500	1	\$1,550,000	\$1,550,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	4	\$3,285,500	\$865,000	8	\$9,023,000	\$986,500	2	\$2,595,000	\$1,297,500
Spreckelsville/Paia/Kuau	5	\$7,658,000	\$1,113,000	1	\$4,600,000	\$4,600,000	3	\$2,080,000	\$850,000
Wailea/Makena	5	\$11,930,000	\$2,500,000	4	\$12,900,000	\$3,325,000	4	\$20,240,000	\$1,962,500
Wailuku	15	\$11,579,750	\$800,000	24	\$20,038,161	\$824,436	16	\$12,605,810	\$769,800
Lanai	1	\$435,000	\$435,000	3	\$3,120,000	\$825,000	0	--	--
Molokai	4	\$2,034,000	\$432,500	2	\$3,650,000	\$1,825,000	3	\$896,000	\$245,000
All MLS	110	\$137,174,526	\$932,500	115	\$177,017,736	\$995,000	96	\$117,575,058	\$867,500

Condominium Monthly Sales Volume

October 2021



Area Name	October 2021			September 2021			October 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	1	\$527,000	\$527,000	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	15	\$20,664,148	\$1,107,000	25	\$34,551,750	\$915,000	11	\$9,347,000	\$755,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	5	\$800,000	\$170,000	2	\$337,500	\$168,750	3	\$450,500	\$155,000
Kapalua	5	\$15,214,500	\$1,895,500	13	\$23,710,999	\$1,255,000	5	\$10,685,000	\$2,300,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	35	\$24,912,500	\$615,000	55	\$36,842,500	\$591,000	41	\$23,764,720	\$538,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	8	\$7,936,000	\$914,000	6	\$9,665,500	\$1,387,500	15	\$8,743,825	\$539,520
Maalaea	4	\$2,572,000	\$635,000	4	\$1,489,000	\$402,000	2	\$611,000	\$305,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	26	\$18,213,500	\$577,500	36	\$20,625,467	\$522,500	13	\$7,794,000	\$525,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,651,000	\$825,500	0	--	--	2	\$1,205,000	\$602,500
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	18	\$39,898,500	\$2,046,500	27	\$49,960,000	\$1,898,000	20	\$59,192,989	\$1,561,500
Wailuku	8	\$3,782,000	\$427,500	9	\$4,736,500	\$490,000	8	\$3,890,900	\$403,500
Lanai	0	--	--	1	\$1,500,000	\$1,500,000	0	--	--
Molokai	5	\$1,010,000	\$180,000	4	\$622,000	\$160,000	2	\$330,000	\$165,000
All MLS	132	\$137,181,148	\$672,500	182	\$184,041,216	\$729,125	122	\$126,014,934	\$593,900

Land Monthly Sales Volume

October 2021



Area Name	October 2021			September 2021			October 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$1,650,000	\$825,000	2	\$3,599,999	\$1,800,000	6	\$4,035,000	\$515,000
Hana	3	\$1,583,000	\$620,000	0	--	--	2	\$814,000	\$407,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	3	\$1,595,000	\$530,000	5	\$3,844,000	\$770,000	0	--	--
Kahakuloa	0	--	--	0	--	--	1	\$800,000	\$800,000
Kahului	0	--	--	0	--	--	1	\$280,000	\$280,000
Kapalua	4	\$6,295,000	\$1,597,500	7	\$6,670,000	\$950,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	1	\$444,000	\$444,000
Kula/Ulupalakua/Kanaio	3	\$2,428,000	\$839,000	4	\$2,855,000	\$727,500	5	\$5,951,000	\$1,295,000
Lahaina	0	--	--	0	--	--	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$455,000	\$455,000	1	\$850,000	\$850,000	2	\$1,040,000	\$520,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	1	\$410,000	\$410,000	1	\$409,700	\$409,700	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	1	\$675,000	\$675,000	1	\$739,500	\$739,500
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	2	\$14,000,000	\$7,000,000	2	\$4,000,000	\$2,000,000	4	\$7,034,000	\$1,799,500
Wailuku	2	\$965,000	\$482,500	6	\$3,565,000	\$593,750	4	\$2,148,000	\$529,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	4	\$804,000	\$190,000	2	\$241,500	\$120,750	1	\$399,000	\$399,000
All MLS	25	\$30,185,000	\$620,000	31	\$26,710,199	\$805,000	28	\$23,684,500	\$630,000

Single Family Sales – Year to Date

October 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-21 YTD Sales	Oct-20 YTD Sales	Unit Change	Percent Change	Oct-21 YTD Average	Oct-20 YTD Average	Dollar Change	Percent Change	Oct-21 YTD Median	Oct-20 YTD Median	Dollar Change	Percent Change	Oct-21 YTD Volume	Oct-20 YTD Volume	Dollar Change	Percent Change
Haiku	90	76	+14	+18.4%	\$1,461,250	\$1,107,052	+\$354,198	+32.0%	\$1,177,500	\$872,000	+\$305,500	+35.0%	\$131,512,499	\$84,135,935	+\$47,376,564	+56.3%
Hana	9	4	+5	+125.0%	\$854,333	\$827,000	+\$27,333	+3.3%	\$780,000	\$887,500	-\$107,500	-12.1%	\$7,689,000	\$3,308,000	+\$4,381,000	+132.4%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	51	19	+32	+168.4%	\$2,991,552	\$2,103,684	+\$887,868	+42.2%	\$2,387,000	\$1,900,000	+\$487,000	+25.6%	\$152,569,166	\$39,970,004	+\$112,599,162	+281.7%
Kahakuloa	2	0	+2	--	\$1,270,000	--	--	--	\$1,270,000	--	--	--	\$2,540,000	\$0	+\$2,540,000	--
Kahului	113	99	+14	+14.1%	\$822,412	\$705,255	+\$117,157	+16.6%	\$800,000	\$678,900	+\$121,100	+17.8%	\$92,932,600	\$69,820,270	+\$23,112,330	+33.1%
Kapalua	25	8	+17	+212.5%	\$4,877,900	\$4,743,250	+\$134,650	+2.8%	\$4,025,000	\$3,063,000	+\$962,000	+31.4%	\$121,947,500	\$37,946,000	+\$84,001,500	+221.4%
Kaupo	0	1	-1	-100.0%	--	\$230,500	--	--	--	\$230,500	--	--	\$0	\$230,500	-\$230,500	-100.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	170	121	+49	+40.5%	\$1,650,454	\$1,060,385	+\$590,069	+55.6%	\$990,000	\$850,000	+\$140,000	+16.5%	\$280,577,167	\$128,306,613	+\$152,270,554	+118.7%
Kipahulu	1	0	+1	--	\$425,000	--	--	--	\$425,000	--	--	--	\$425,000	\$0	+\$425,000	--
Kula/Ulupalakua/Kanaio	74	64	+10	+15.6%	\$1,496,147	\$1,136,363	+\$359,783	+31.7%	\$1,216,250	\$976,250	+\$240,000	+24.6%	\$110,714,850	\$72,727,263	+\$37,987,587	+52.2%
Lahaina	69	31	+38	+122.6%	\$2,621,350	\$1,885,599	+\$735,752	+39.0%	\$2,330,000	\$1,422,750	+\$907,250	+63.8%	\$180,873,173	\$58,453,556	+\$122,419,617	+209.4%
Maalaea	1	0	+1	--	\$2,475,000	--	--	--	\$2,475,000	--	--	--	\$2,475,000	\$0	+\$2,475,000	--
Makawao/Olinda/Haliimaile	63	66	-3	-4.5%	\$937,629	\$803,914	+\$133,715	+16.6%	\$825,000	\$687,250	+\$137,750	+20.0%	\$59,070,604	\$53,058,300	+\$6,012,304	+11.3%
Maui Meadows	30	20	+10	+50.0%	\$1,683,050	\$1,379,640	+\$303,410	+22.0%	\$1,582,500	\$1,215,000	+\$367,500	+30.2%	\$50,491,500	\$27,592,800	+\$22,898,700	+83.0%
Nahiku	0	1	-1	-100.0%	--	\$795,000	--	--	--	\$795,000	--	--	\$0	\$795,000	-\$795,000	-100.0%
Napili/Kahana/Honokowai	60	21	+39	+185.7%	\$1,590,749	\$2,293,145	-\$702,396	-30.6%	\$1,132,000	\$1,097,500	+\$34,500	+3.1%	\$95,444,927	\$47,637,890	+\$47,807,037	+100.4%
Olowalu	3	1	+2	+200.0%	\$6,883,333	\$1,125,000	+\$5,758,333	+511.9%	\$7,050,000	\$1,125,000	+\$5,925,000	+526.7%	\$20,650,000	\$1,125,000	+\$19,525,000	+1,735.6%
Pukalani	58	40	+18	+45.0%	\$988,268	\$816,521	+\$171,747	+21.0%	\$899,000	\$776,500	+\$122,500	+15.8%	\$57,319,549	\$32,660,833	+\$24,658,716	+75.5%
Spreckelsville/Paia/Kuau	36	16	+20	+125.0%	\$2,375,042	\$939,650	+\$1,435,392	+152.8%	\$1,509,000	\$850,000	+\$659,000	+77.5%	\$85,501,500	\$15,034,400	+\$70,467,100	+468.7%
Wailea/Makena	58	28	+30	+107.1%	\$5,485,314	\$3,614,921	+\$1,870,393	+51.7%	\$3,549,500	\$2,625,000	+\$924,500	+35.2%	\$318,148,217	\$101,217,777	+\$216,930,440	+214.3%
Wailuku	193	196	-3	-1.5%	\$848,941	\$732,617	+\$116,324	+15.9%	\$800,000	\$725,920	+\$74,080	+10.2%	\$163,845,519	\$143,592,863	+\$20,252,656	+14.1%
Lanai	13	15	-2	-13.3%	\$1,245,308	\$707,033	+\$538,274	+76.1%	\$700,000	\$440,000	+\$260,000	+59.1%	\$16,189,000	\$10,605,500	+\$5,583,500	+52.6%
Molokai	33	22	+11	+50.0%	\$832,970	\$456,386	+\$376,583	+82.5%	\$530,000	\$470,500	+\$59,500	+12.6%	\$27,488,000	\$10,040,500	+\$17,447,500	+173.8%
All MLS	1,152	849	+303	+35.7%	\$1,717,365	\$1,104,344	+\$613,021	+55.5%	\$983,500	\$785,563	+\$197,938	+25.2%	\$1,978,404,771	\$938,259,004	+\$1,040,145,767	+110.9%

Total Condominium Sales – Year to Date

October 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-21 YTD Sales	Oct-20 YTD Sales	Unit Change	Percent Change	Oct-21 YTD Average	Oct-20 YTD Average	Dollar Change	Percent Change	Oct-21 YTD Median	Oct-20 YTD Median	Dollar Change	Percent Change	Oct-21 YTD Volume	Oct-20 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	1	0	+1	--	\$527,000	--	--	--	\$527,000	--	--	--	\$527,000	\$0	+\$527,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	212	138	+74	+53.6%	\$1,312,954	\$1,385,297	-\$72,343	-5.2%	\$950,000	\$1,125,000	-\$175,000	-15.6%	\$278,346,298	\$191,171,031	+\$87,175,267	+45.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	24	30	-6	-20.0%	\$221,104	\$156,457	+\$64,648	+41.3%	\$180,000	\$139,000	+\$41,000	+29.5%	\$5,306,500	\$4,693,700	+\$612,800	+13.1%
Kapalua	123	24	+99	+412.5%	\$1,921,002	\$1,807,500	+\$113,502	+6.3%	\$1,175,000	\$1,157,500	+\$17,500	+1.5%	\$236,283,281	\$43,380,000	+\$192,903,281	+444.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	623	341	+282	+82.7%	\$636,835	\$591,800	+\$45,035	+7.6%	\$550,000	\$487,500	+\$62,500	+12.8%	\$396,748,097	\$201,803,725	+\$194,944,372	+96.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	133	123	+10	+8.1%	\$811,654	\$672,729	+\$138,926	+20.7%	\$576,990	\$599,000	-\$22,010	-3.7%	\$107,950,045	\$82,745,612	+\$25,204,433	+30.5%
Maalaea	52	39	+13	+33.3%	\$482,383	\$452,832	+\$29,551	+6.5%	\$479,500	\$440,000	+\$39,500	+9.0%	\$25,083,900	\$17,660,450	+\$7,423,450	+42.0%
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	375	149	+226	+151.7%	\$599,840	\$525,408	+\$74,432	+14.2%	\$539,500	\$487,500	+\$52,000	+10.7%	\$224,939,872	\$78,285,797	+\$146,654,075	+187.3%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	7	-1	-14.3%	\$754,333	\$683,857	+\$70,476	+10.3%	\$713,000	\$635,000	+\$78,000	+12.3%	\$4,526,000	\$4,787,000	-\$261,000	-5.5%
Spreckelsville/Paia/Kuau	4	2	+2	+100.0%	\$1,343,500	\$461,500	+\$882,000	+191.1%	\$602,500	\$461,500	+\$141,000	+30.6%	\$5,374,000	\$923,000	+\$4,451,000	+482.2%
Wailea/Makena	275	103	+172	+167.0%	\$2,031,644	\$2,523,435	-\$491,791	-19.5%	\$1,498,000	\$1,475,000	+\$23,000	+1.6%	\$558,702,112	\$259,913,787	+\$298,788,325	+115.0%
Wailuku	110	73	+37	+50.7%	\$468,996	\$427,656	+\$41,340	+9.7%	\$426,000	\$395,000	+\$31,000	+7.8%	\$51,589,589	\$31,218,898	+\$20,370,691	+65.3%
Lanai	3	3	0	0.0%	\$2,091,667	\$1,136,000	+\$955,667	+84.1%	\$1,500,000	\$850,000	+\$650,000	+76.5%	\$6,275,000	\$3,408,000	+\$2,867,000	+84.1%
Molokai	44	18	+26	+144.4%	\$194,296	\$181,583	+\$12,713	+7.0%	\$171,460	\$180,000	-\$8,540	-4.7%	\$8,549,020	\$3,268,500	+\$5,280,520	+161.6%
All MLS	1,985	1,050	+935	+89.0%	\$962,318	\$879,295	+\$83,023	+9.4%	\$650,000	\$569,500	+\$80,500	+14.1%	\$1,910,200,714	\$923,259,500	+\$986,941,214	+106.9%

Fee Simple Condominium Sales – Year to Date

October 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-21 YTD Sales	Oct-20 YTD Sales	Unit Change	Percent Change	Oct-21 YTD Average	Oct-20 YTD Average	Dollar Change	Percent Change	Oct-21 YTD Median	Oct-20 YTD Median	Dollar Change	Percent Change	Oct-21 YTD Volume	Oct-20 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	1	0	+1	--	\$527,000	--	--	--	\$527,000	--	--	--	\$527,000	\$0	+\$527,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	194	123	+71	+57.7%	\$1,383,581	\$1,496,899	-\$113,317	-7.6%	\$1,012,500	\$1,375,000	-\$362,500	-26.4%	\$268,414,798	\$184,118,531	+\$84,296,267	+45.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	24	30	-6	-20.0%	\$221,104	\$156,457	+\$64,648	+41.3%	\$180,000	\$139,000	+\$41,000	+29.5%	\$5,306,500	\$4,693,700	+\$612,800	+13.1%
Kapalua	123	24	+99	+412.5%	\$1,921,002	\$1,807,500	+\$113,502	+6.3%	\$1,175,000	\$1,157,500	+\$17,500	+1.5%	\$236,283,281	\$43,380,000	+\$192,903,281	+444.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	614	333	+281	+84.4%	\$640,108	\$597,564	+\$42,544	+7.1%	\$550,000	\$490,000	+\$60,000	+12.2%	\$393,026,097	\$198,988,725	+\$194,037,372	+97.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	126	118	+8	+6.8%	\$843,172	\$691,666	+\$151,506	+21.9%	\$581,000	\$623,527	-\$42,527	-6.8%	\$106,239,645	\$81,616,612	+\$24,623,033	+30.2%
Maalaea	32	21	+11	+52.4%	\$551,547	\$547,117	+\$4,430	+0.8%	\$522,500	\$500,000	+\$22,500	+4.5%	\$17,649,500	\$11,489,450	+\$6,160,050	+53.6%
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	324	119	+205	+172.3%	\$606,842	\$580,978	+\$25,864	+4.5%	\$547,375	\$525,000	+\$22,375	+4.3%	\$196,616,805	\$69,136,422	+\$127,480,383	+184.4%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	7	-1	-14.3%	\$754,333	\$683,857	+\$70,476	+10.3%	\$713,000	\$635,000	+\$78,000	+12.3%	\$4,526,000	\$4,787,000	-\$261,000	-5.5%
Spreckelsville/Paia/Kuau	4	2	+2	+100.0%	\$1,343,500	\$461,500	+\$882,000	+191.1%	\$602,500	\$461,500	+\$141,000	+30.6%	\$5,374,000	\$923,000	+\$4,451,000	+482.2%
Wailea/Makena	275	103	+172	+167.0%	\$2,031,644	\$2,523,435	-\$491,791	-19.5%	\$1,498,000	\$1,475,000	+\$23,000	+1.6%	\$558,702,112	\$259,913,787	+\$298,788,325	+115.0%
Wailuku	110	73	+37	+50.7%	\$468,996	\$427,656	+\$41,340	+9.7%	\$426,000	\$395,000	+\$31,000	+7.8%	\$51,589,589	\$31,218,898	+\$20,370,691	+65.3%
Lanai	3	3	0	0.0%	\$2,091,667	\$1,136,000	+\$955,667	+84.1%	\$1,500,000	\$850,000	+\$650,000	+76.5%	\$6,275,000	\$3,408,000	+\$2,867,000	+84.1%
Molokai	40	16	+24	+150.0%	\$205,438	\$193,969	+\$11,469	+5.9%	\$177,500	\$200,000	-\$22,500	-11.3%	\$8,217,520	\$3,103,500	+\$5,114,020	+164.8%
All MLS	1,876	972	+904	+93.0%	\$990,804	\$922,611	+\$68,193	+7.4%	\$667,298	\$596,000	+\$71,298	+12.0%	\$1,858,747,847	\$896,777,625	+\$961,970,222	+107.3%

Leasehold Condominium Sales – Year to Date

October 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-21 YTD Sales	Oct-20 YTD Sales	Unit Change	Percent Change	Oct-21 YTD Average	Oct-20 YTD Average	Dollar Change	Percent Change	Oct-21 YTD Median	Oct-20 YTD Median	Dollar Change	Percent Change	Oct-21 YTD Volume	Oct-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	18	15	+3	+20.0%	\$551,750	\$470,167	+\$81,583	+17.4%	\$460,750	\$410,000	+\$50,750	+12.4%	\$9,931,500	\$7,052,500	+\$2,879,000	+40.8%
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	9	8	+1	+12.5%	\$413,556	\$351,875	+\$61,681	+17.5%	\$318,000	\$285,500	+\$32,500	+11.4%	\$3,722,000	\$2,815,000	+\$907,000	+32.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	7	5	+2	+40.0%	\$244,343	\$225,800	+\$18,543	+8.2%	\$232,900	\$220,000	+\$12,900	+5.9%	\$1,710,400	\$1,129,000	+\$581,400	+51.5%
Maalaea	20	18	+2	+11.1%	\$371,720	\$342,833	+\$28,887	+8.4%	\$366,000	\$299,250	+\$66,750	+22.3%	\$7,434,400	\$6,171,000	+\$1,263,400	+20.5%
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	51	30	+21	+70.0%	\$555,354	\$304,979	+\$250,375	+82.1%	\$317,000	\$166,250	+\$150,750	+90.7%	\$28,323,067	\$9,149,375	+\$19,173,692	+209.6%
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	4	2	+2	+100.0%	\$82,875	\$82,500	+\$375	+0.5%	\$82,000	\$82,500	-\$500	-0.6%	\$331,500	\$165,000	+\$166,500	+100.9%
All MLS	109	78	+31	+39.7%	\$472,045	\$339,511	+\$132,533	+39.0%	\$345,000	\$282,500	+\$62,500	+22.1%	\$51,452,867	\$26,481,875	+\$24,970,992	+94.3%

Land Sales – Year to Date

October 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-21 YTD Sales	Oct-20 YTD Sales	Unit Change	Percent Change	Oct-21 YTD Average	Oct-20 YTD Average	Dollar Change	Percent Change	Oct-21 YTD Median	Oct-20 YTD Median	Dollar Change	Percent Change	Oct-21 YTD Volume	Oct-20 YTD Volume	Dollar Change	Percent Change
Haiku	33	41	-8	-19.5%	\$873,713	\$597,392	+\$276,320	+46.3%	\$650,000	\$462,500	+\$187,500	+40.5%	\$28,832,519	\$24,493,087	+\$4,339,432	+17.7%
Hana	17	8	+9	+112.5%	\$775,118	\$846,625	-\$71,507	-8.4%	\$515,000	\$587,000	-\$72,000	-12.3%	\$13,177,000	\$6,773,000	+\$6,404,000	+94.6%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	52	5	+47	+940.0%	\$670,385	\$455,715	+\$214,670	+47.1%	\$550,000	\$370,000	+\$180,000	+48.6%	\$34,860,007	\$2,278,575	+\$32,581,432	+1,429.9%
Kahakuloa	2	5	-3	-60.0%	\$395,000	\$508,000	-\$113,000	-22.2%	\$395,000	\$442,500	-\$47,500	-10.7%	\$790,000	\$2,540,000	-\$1,750,000	-68.9%
Kahului	0	2	-2	-100.0%	--	\$252,500	--	--	--	\$252,500	--	--	\$0	\$505,000	-\$505,000	-100.0%
Kapalua	52	6	+46	+766.7%	\$1,125,288	\$2,025,000	-\$899,712	-44.4%	\$950,000	\$825,000	+\$125,000	+15.2%	\$58,515,000	\$12,150,000	+\$46,365,000	+381.6%
Kaupo	2	0	+2	--	\$462,500	--	--	--	\$462,500	--	--	--	\$925,000	\$0	+\$925,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	3	3	0	0.0%	\$611,500	\$523,333	+\$88,167	+16.8%	\$657,500	\$330,000	+\$327,500	+99.2%	\$1,834,500	\$1,570,000	+\$264,500	+16.8%
Kipahulu	0	1	-1	-100.0%	--	\$444,000	--	--	--	\$444,000	--	--	\$0	\$444,000	-\$444,000	-100.0%
Kula/Ulupalakua/Kanaio	43	34	+9	+26.5%	\$985,263	\$896,701	+\$88,562	+9.9%	\$900,000	\$561,000	+\$339,000	+60.4%	\$42,366,320	\$30,487,850	+\$11,878,470	+39.0%
Lahaina	14	3	+11	+366.7%	\$1,331,857	\$1,143,167	+\$188,690	+16.5%	\$1,100,000	\$1,504,500	-\$404,500	-26.9%	\$18,646,000	\$3,429,500	+\$15,216,500	+443.7%
Maalaea	1	0	+1	--	\$1,100,000	--	--	--	\$1,100,000	--	--	--	\$1,100,000	\$0	+\$1,100,000	--
Makawao/Olinda/Haliimaile	25	7	+18	+257.1%	\$1,195,917	\$589,000	+\$606,917	+103.0%	\$500,000	\$430,000	+\$70,000	+16.3%	\$29,897,934	\$4,123,000	+\$25,774,934	+625.1%
Maui Meadows	1	1	0	0.0%	\$500,000	\$455,000	+\$45,000	+9.9%	\$500,000	\$455,000	+\$45,000	+9.9%	\$500,000	\$455,000	+\$45,000	+9.9%
Nahiku	2	0	+2	--	\$324,000	--	--	--	\$324,000	--	--	--	\$648,000	\$0	+\$648,000	--
Napili/Kahana/Honokowai	4	0	+4	--	\$421,744	--	--	--	\$409,850	--	--	--	\$1,686,975	\$0	+\$1,686,975	--
Olowalu	5	0	+5	--	\$3,600,000	--	--	--	\$3,600,000	--	--	--	\$18,000,000	\$0	+\$18,000,000	--
Pukalani	8	5	+3	+60.0%	\$465,875	\$468,900	-\$3,025	-0.6%	\$432,500	\$400,000	+\$32,500	+8.1%	\$3,727,000	\$2,344,500	+\$1,382,500	+59.0%
Spreckelsville/Paia/Kuau	1	2	-1	-50.0%	\$1,565,000	\$2,275,000	-\$710,000	-31.2%	\$1,565,000	\$2,275,000	-\$710,000	-31.2%	\$1,565,000	\$4,550,000	-\$2,985,000	-65.6%
Wailea/Makena	13	7	+6	+85.7%	\$2,752,692	\$1,407,333	+\$1,345,359	+95.6%	\$1,665,000	\$767,000	+\$898,000	+117.1%	\$35,785,000	\$8,944,000	+\$26,841,000	+300.1%
Wailuku	34	17	+17	+100.0%	\$733,368	\$446,412	+\$286,956	+64.3%	\$640,000	\$375,000	+\$265,000	+70.7%	\$24,934,500	\$7,589,000	+\$17,345,500	+228.6%
Lanai	4	0	+4	--	\$1,198,750	--	--	--	\$1,175,000	--	--	--	\$4,795,000	\$0	+\$4,795,000	--
Molokai	34	8	+26	+325.0%	\$170,397	\$166,688	+\$3,710	+2.2%	\$147,000	\$117,500	+\$29,500	+25.1%	\$5,793,499	\$1,333,500	+\$4,459,999	+334.5%
All MLS	350	155	+195	+125.8%	\$938,226	\$737,078	+\$201,148	+27.3%	\$686,500	\$463,750	+\$222,750	+48.0%	\$328,379,254	\$114,010,012	+\$214,369,242	+188.0%