

# Monthly Indicators



## September 2022

The U.S. real estate market continues to slow as we move into fall, as rising consumer prices and higher mortgage interest rates squeeze homebuyer budgets and cool activity. With inflation showing little sign of abating, the Federal Reserve implemented another 75-basis-point hike in September, marking the third such rate increase this year. The cost of borrowing has reached multi-year highs on everything from credit cards to auto loans in 2022 as mortgage interest rates topped 6% for the first time since 2008, causing existing home sales to decline for the seventh consecutive month.

New Listings decreased 39.3 percent for Single Family homes and 52.7 percent for Condominium homes. Pending Sales decreased 30.7 percent for Single Family homes and 36.0 percent for Condominium homes. Inventory increased 7.8 percent for Single Family homes and 9.7 percent for Condominium homes.

Median Sales Price increased 3.0 percent to \$1,025,000 for Single Family homes and 9.7 percent to \$800,000 for Condominium homes. Days on Market increased 10.7 percent for Single Family homes but decreased 31.5 percent for Condominium homes. Months Supply of Inventory increased 45.0 percent for Single Family homes and 50.0 percent for Condominium homes.

Affordability challenges have priced many buyers out of the market this year, and buyers who do succeed in purchasing a home are finding that the costs of homeownership have increased significantly, with monthly mortgage payments more than 55% higher than a year ago, according to the National Association of REALTORS®. Inventory remains lower than normal, and as the market continues to shift, experts project homes will begin to spend more days on market and price growth will slow in the months ahead.

## Quick Facts

**- 49.4%**

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

**+ 4.7%**

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

**+ 2.4%**

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	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		135	<b>82</b>	- 39.3%	1,197	<b>1,007</b>	- 15.9%
<b>Pending Sales</b>		114	<b>79</b>	- 30.7%	1,111	<b>750</b>	- 32.5%
<b>Closed Sales</b>		115	<b>57</b>	- 50.4%	1,042	<b>813</b>	- 22.0%
<b>Days on Market Until Sale</b>		103	<b>114</b>	+ 10.7%	119	<b>113</b>	- 5.0%
<b>Median Sales Price</b>		\$995,000	<b>\$1,025,000</b>	+ 3.0%	\$998,500	<b>\$1,150,000</b>	+ 15.2%
<b>Average Sales Price</b>		\$1,539,285	<b>\$1,465,982</b>	- 4.8%	\$1,767,016	<b>\$1,756,288</b>	- 0.6%
<b>Percent of List Price Received</b>		99.0%	<b>97.8%</b>	- 1.2%	98.6%	<b>98.8%</b>	+ 0.2%
<b>Housing Affordability Index</b>		50	<b>38</b>	- 24.0%	49	<b>34</b>	- 30.6%
<b>Inventory of Homes for Sale</b>		231	<b>249</b>	+ 7.8%	—	—	—
<b>Months Supply of Inventory</b>		2.0	<b>2.9</b>	+ 45.0%	—	—	—

# Condominium Market Overview

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



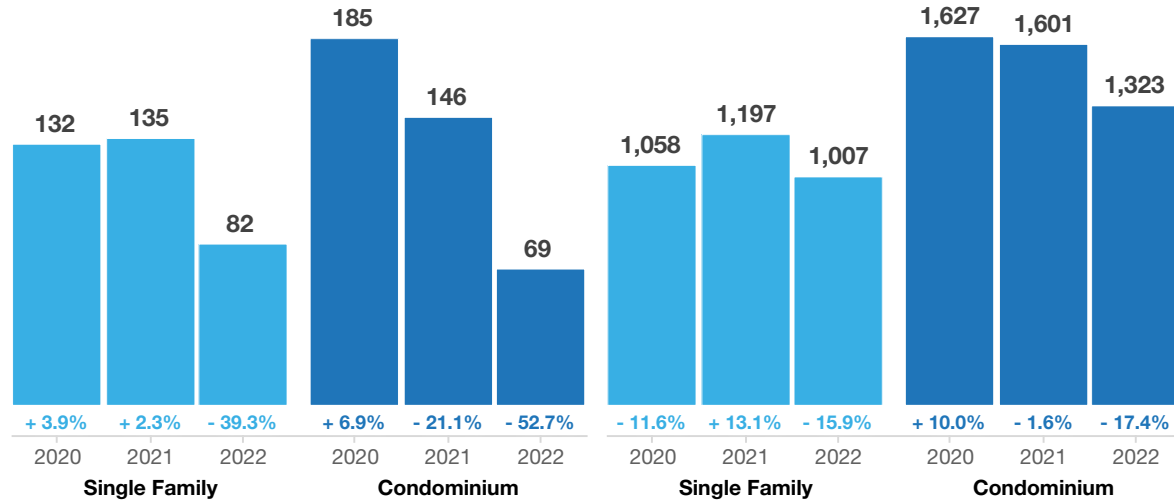
Key Metrics	Historical Sparkbars	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		146	<b>69</b>	- 52.7%	1,601	<b>1,323</b>	- 17.4%
<b>Pending Sales</b>		136	<b>87</b>	- 36.0%	1,869	<b>1,166</b>	- 37.6%
<b>Closed Sales</b>		182	<b>97</b>	- 46.7%	1,853	<b>1,289</b>	- 30.4%
<b>Days on Market Until Sale</b>		108	<b>74</b>	- 31.5%	131	<b>75</b>	- 42.7%
<b>Median Sales Price</b>		\$729,125	<b>\$800,000</b>	+ 9.7%	\$645,000	<b>\$770,000</b>	+ 19.4%
<b>Average Sales Price</b>		\$1,011,215	<b>\$957,092</b>	- 5.4%	\$956,837	<b>\$1,090,244</b>	+ 13.9%
<b>Percent of List Price Received</b>		100.2%	<b>97.9%</b>	- 2.3%	98.5%	<b>99.9%</b>	+ 1.4%
<b>Housing Affordability Index</b>		68	<b>49</b>	- 27.9%	77	<b>51</b>	- 33.8%
<b>Inventory of Homes for Sale</b>		154	<b>169</b>	+ 9.7%	—	—	—
<b>Months Supply of Inventory</b>		0.8	<b>1.2</b>	+ 50.0%	—	—	—

# New Listings

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

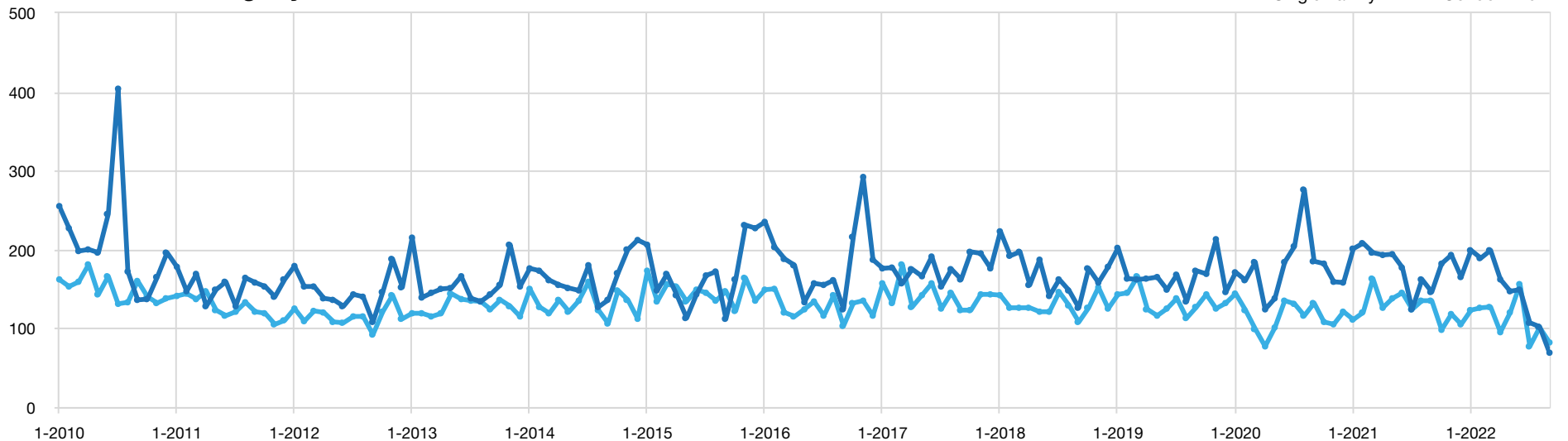


## September



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2021	98	- 9.3%	182	0.0%
Nov-2021	118	+ 12.4%	193	+ 21.4%
Dec-2021	105	- 13.2%	165	+ 4.4%
Jan-2022	123	+ 10.8%	199	- 1.0%
Feb-2022	126	+ 5.0%	189	- 9.1%
Mar-2022	127	- 22.1%	199	+ 1.5%
Apr-2022	95	- 24.6%	162	- 16.1%
May-2022	120	- 13.0%	147	- 24.2%
Jun-2022	156	+ 7.6%	149	- 15.8%
Jul-2022	77	- 37.9%	107	- 13.7%
Aug-2022	101	- 25.2%	102	- 37.0%
<b>Sep-2022</b>	<b>82</b>	<b>- 39.3%</b>	<b>69</b>	<b>- 52.7%</b>
12-Month Avg	111	- 13.3%	155	- 11.4%

## Historical New Listings by Month

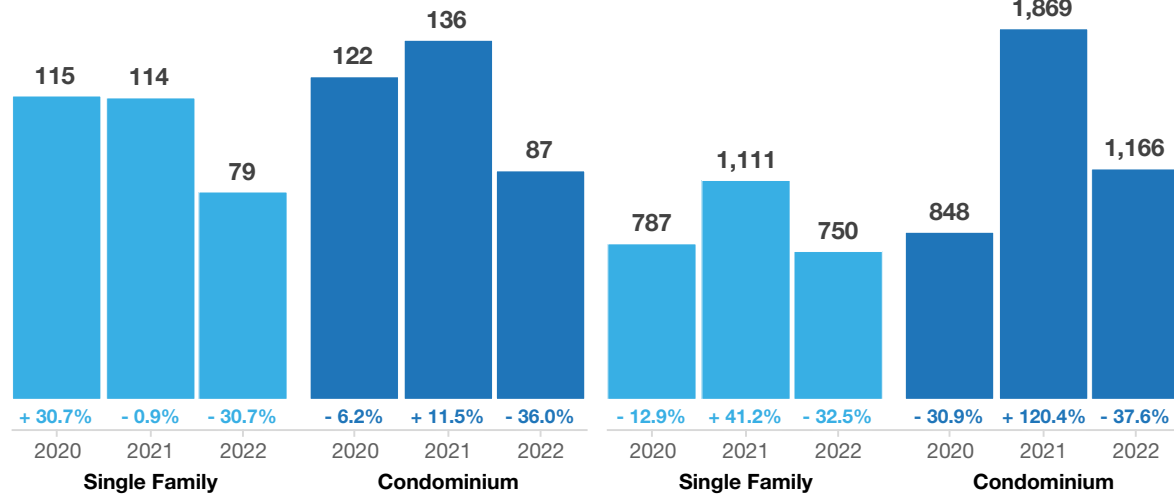


# Pending Sales

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

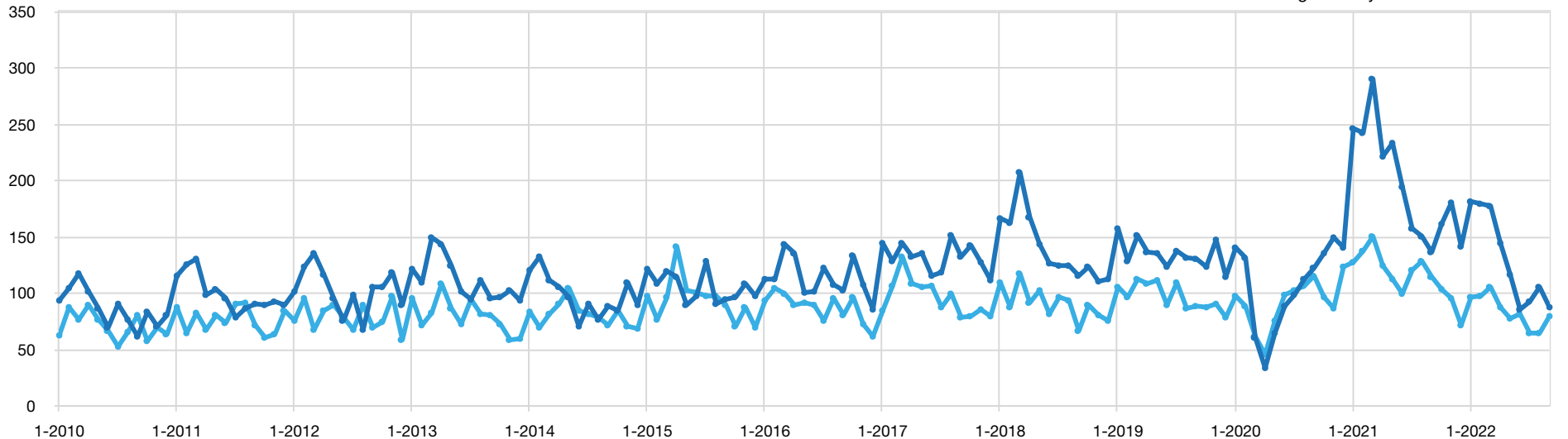


## September



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2021	103	+ 7.3%	161	+ 19.3%
Nov-2021	95	+ 10.5%	180	+ 20.8%
Dec-2021	71	- 42.3%	141	+ 0.7%
Jan-2022	96	- 24.4%	181	- 26.4%
Feb-2022	97	- 29.2%	179	- 26.0%
Mar-2022	105	- 30.0%	177	- 39.0%
Apr-2022	87	- 29.8%	144	- 34.8%
May-2022	77	- 31.3%	116	- 50.2%
Jun-2022	81	- 18.2%	85	- 56.2%
Jul-2022	64	- 46.7%	92	- 41.4%
Aug-2022	64	- 50.0%	105	- 30.0%
<b>Sep-2022</b>	<b>79</b>	<b>- 30.7%</b>	<b>87</b>	<b>- 36.0%</b>
12-Month Avg	85	- 28.0%	137	- 28.3%

## Historical Pending Sales by Month



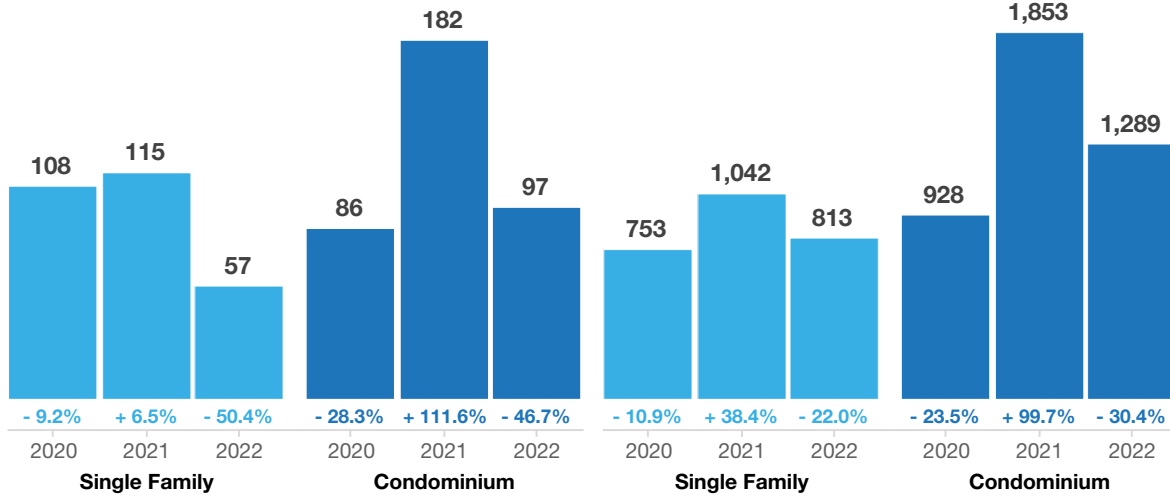
# Closed Sales

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



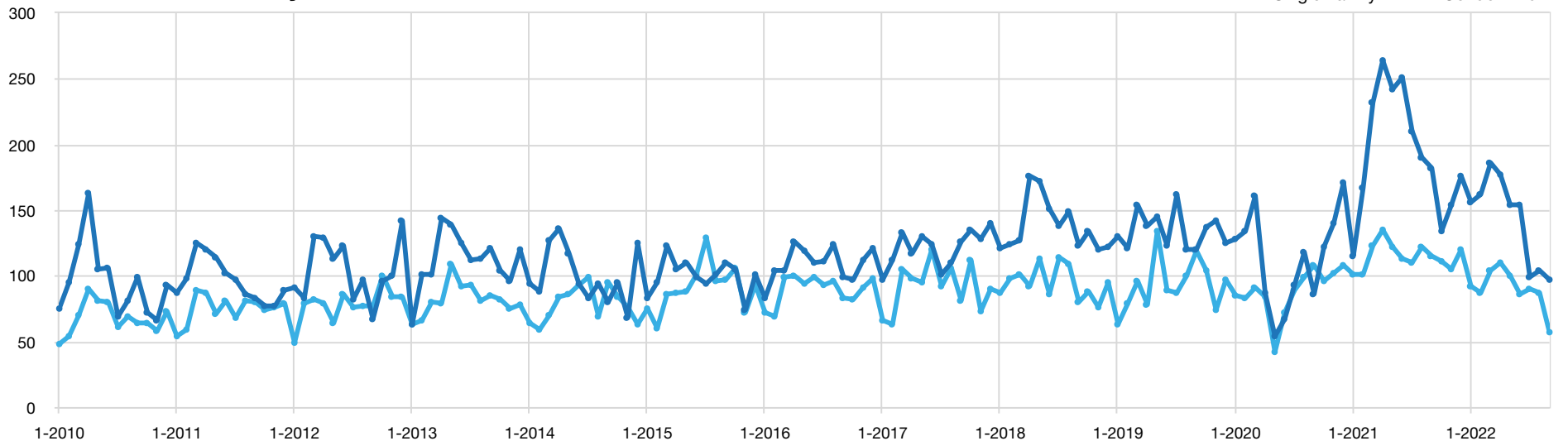
## September

## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Mar-2022	104	- 15.4%	186	- 19.8%
Apr-2022	110	- 18.5%	177	- 33.0%
May-2022	100	- 18.0%	154	- 36.4%
Jun-2022	86	- 23.9%	154	- 38.6%
Jul-2022	90	- 18.2%	99	- 52.9%
Aug-2022	87	- 28.7%	104	- 45.3%
<b>Sep-2022</b>	<b>57</b>	<b>- 50.4%</b>	<b>97</b>	<b>- 46.7%</b>
12-Month Avg	96	- 14.3%	146	- 23.6%

## Historical Closed Sales by Month

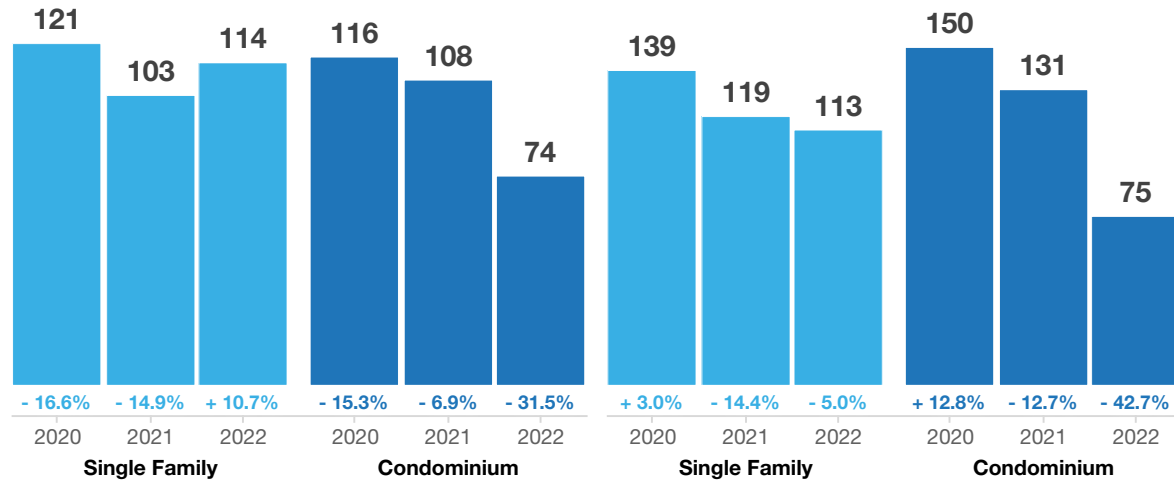


# Days on Market Until Sale

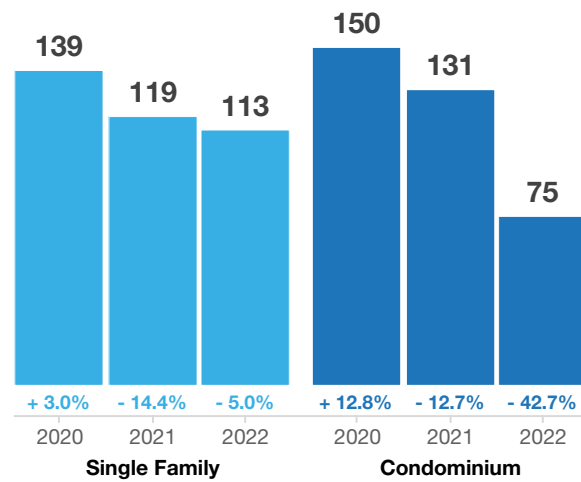
Average number of days between when a property is listed and when it closed in a given month.



## September



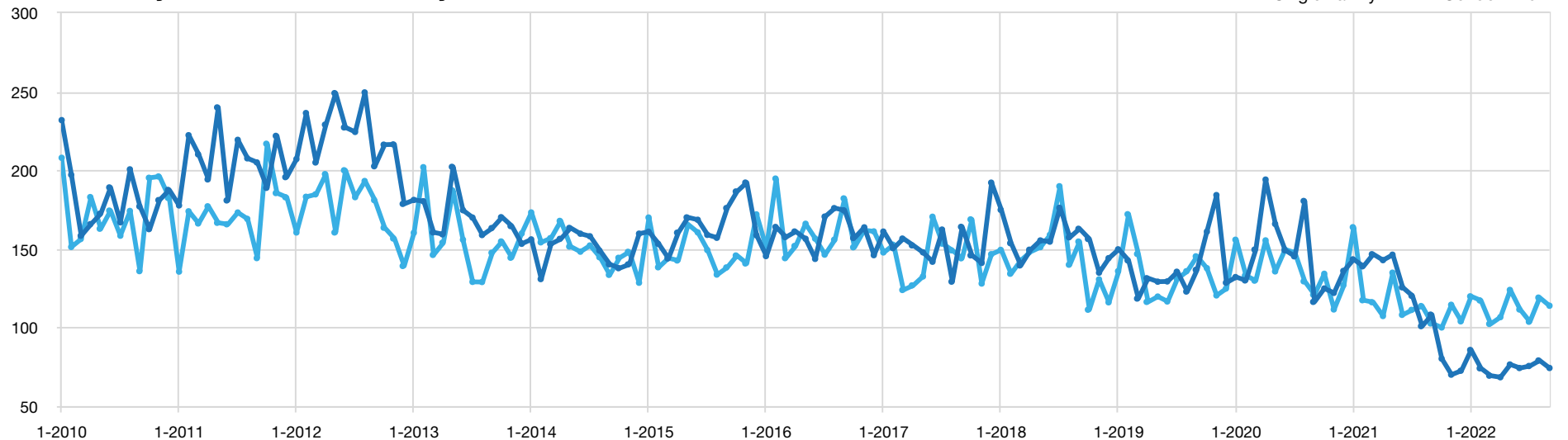
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Mar-2022	102	-12.1%	69	-53.1%
Apr-2022	107	0.0%	68	-52.4%
May-2022	124	-8.1%	76	-47.9%
Jun-2022	111	+2.8%	74	-41.3%
Jul-2022	104	-6.3%	76	-36.7%
Aug-2022	119	+4.4%	79	-21.8%
<b>Sep-2022</b>	<b>114</b>	<b>+10.7%</b>	<b>74</b>	<b>-31.5%</b>
12-Month Avg*	111	-7.6%	75	-42.8%

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

## Historical Days on Market Until Sale by Month

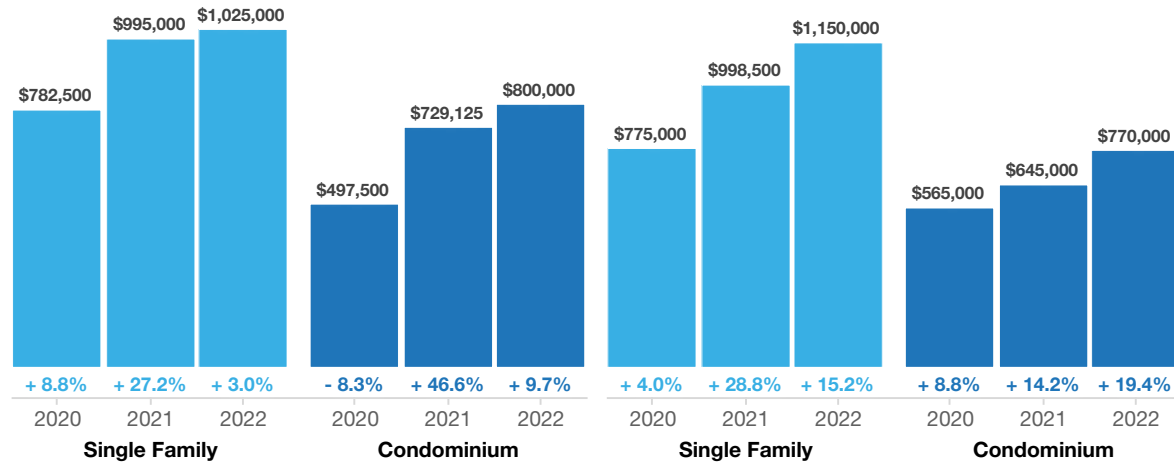


# Median Sales Price

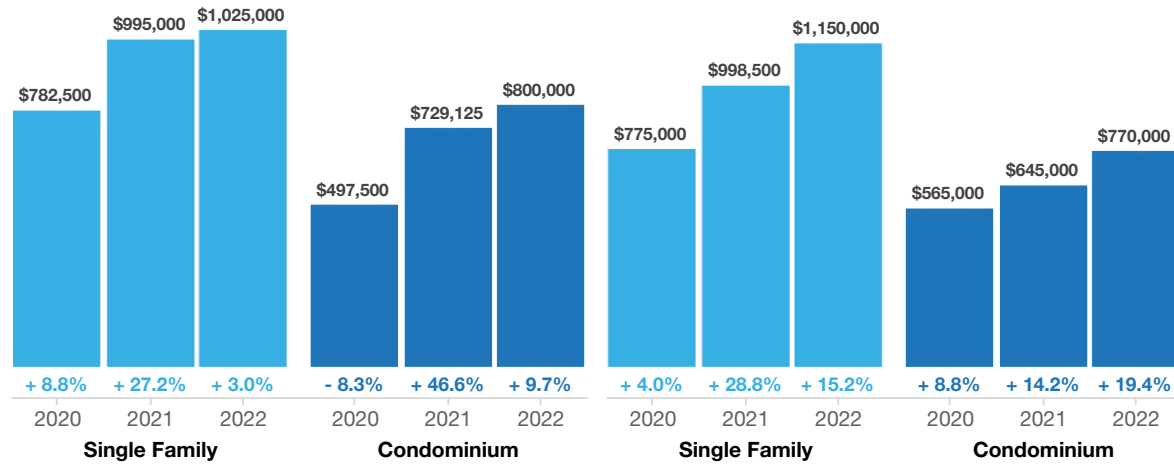
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



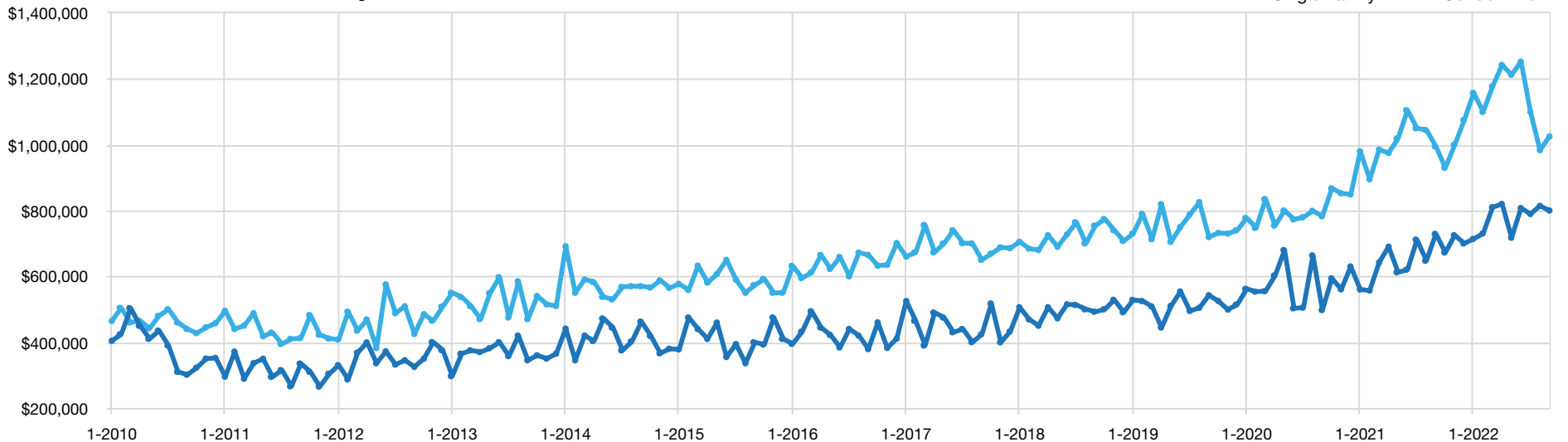
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Mar-2022	\$1,177,500	+ 19.5%	\$810,000	+ 26.1%
Apr-2022	\$1,242,500	+ 27.4%	\$820,000	+ 18.8%
May-2022	\$1,212,500	+ 19.0%	\$717,500	+ 17.1%
Jun-2022	\$1,252,500	+ 13.3%	\$807,500	+ 30.2%
Jul-2022	\$1,100,000	+ 4.8%	\$789,500	+ 11.0%
Aug-2022	\$983,575	- 5.9%	\$814,190	+ 25.7%
<b>Sep-2022</b>	<b>\$1,025,000</b>	<b>+ 3.0%</b>	<b>\$800,000</b>	<b>+ 9.7%</b>
12-Month Avg*	\$1,100,000	+ 14.3%	\$755,000	+ 18.6%

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

## Historical Median Sales Price by Month



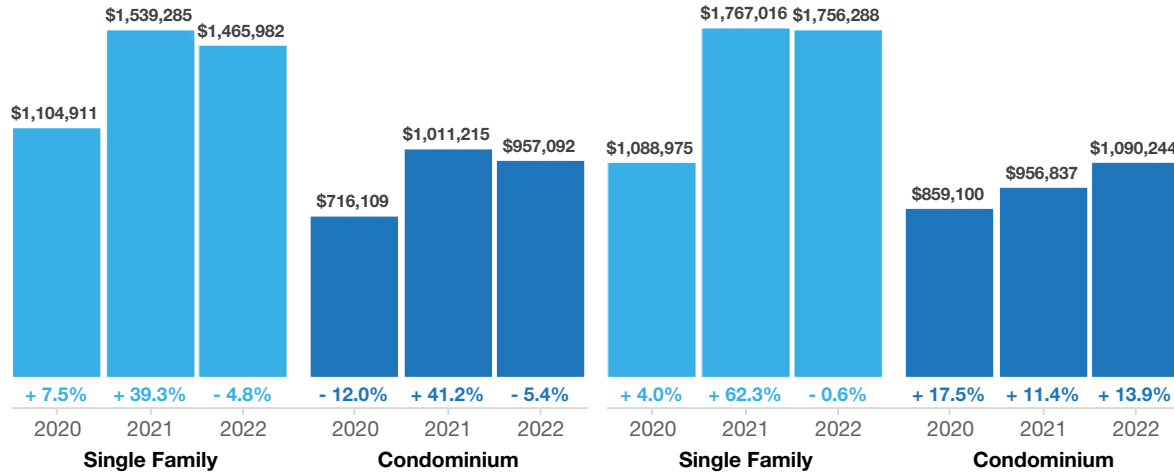


# Average Sales Price

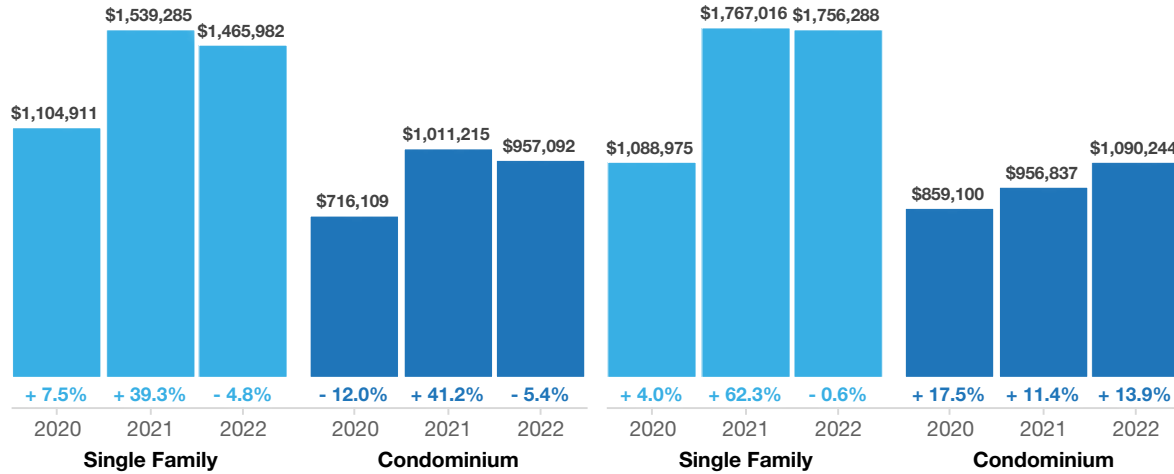
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



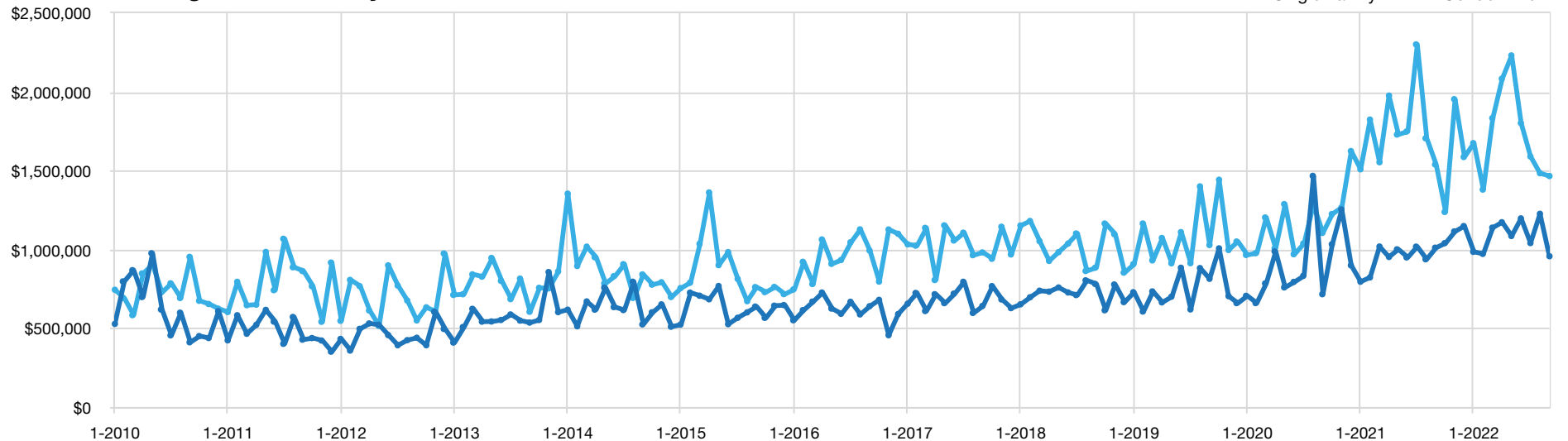
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Mar-2022	\$1,833,508	+ 18.0%	\$1,138,375	+ 11.8%
Apr-2022	\$2,083,500	+ 5.4%	\$1,172,619	+ 23.1%
May-2022	\$2,231,256	+ 29.0%	\$1,085,476	+ 8.5%
Jun-2022	\$1,802,070	+ 3.1%	\$1,196,990	+ 26.0%
Jul-2022	\$1,589,922	- 30.9%	\$1,040,620	+ 2.2%
Aug-2022	\$1,484,007	- 13.0%	\$1,226,199	+ 30.8%
<b>Sep-2022</b>	<b>\$1,465,982</b>	<b>- 4.8%</b>	<b>\$957,092</b>	<b>- 5.4%</b>
12-Month Avg*	\$1,706,544	+ 1.6%	\$1,094,334	+ 12.3%

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

## Historical Average Sales Price by Month

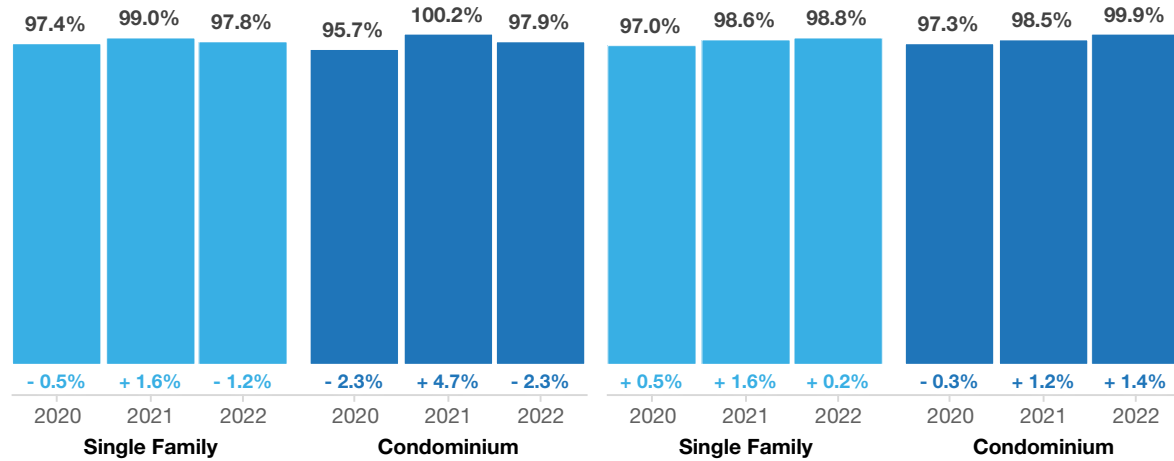


# Percent of List Price Received

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.



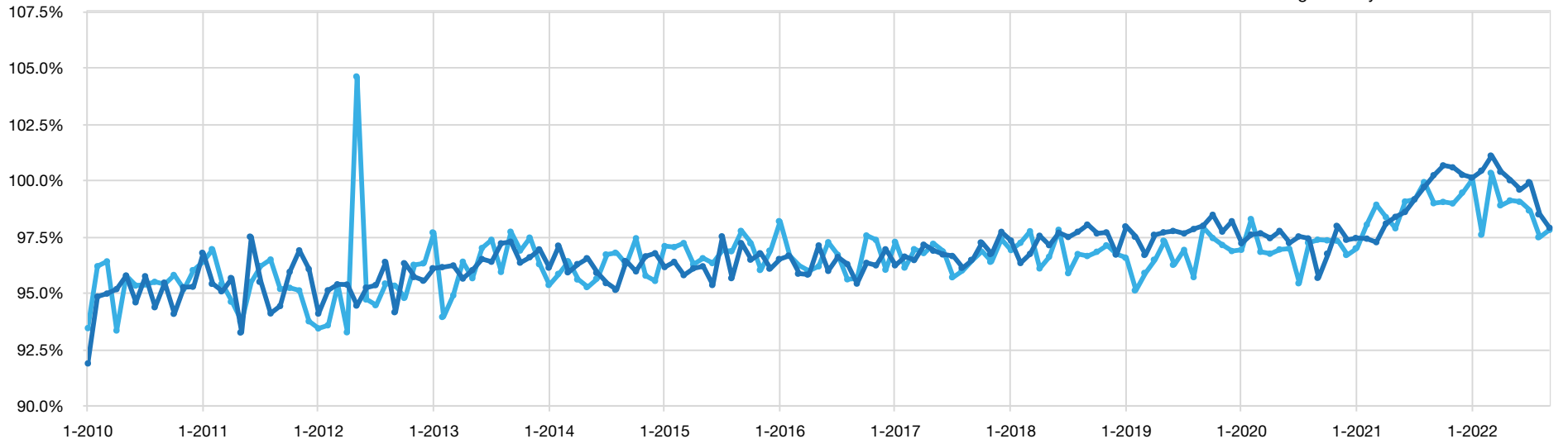
## September



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Mar-2022	100.3%	+ 1.4%	101.1%	+ 4.0%
Apr-2022	98.9%	+ 0.5%	100.4%	+ 2.3%
May-2022	99.1%	+ 1.2%	100.0%	+ 1.6%
Jun-2022	99.0%	0.0%	99.6%	+ 1.0%
Jul-2022	98.7%	- 0.4%	99.9%	+ 0.8%
Aug-2022	97.5%	- 2.4%	98.5%	- 1.2%
<b>Sep-2022</b>	<b>97.8%</b>	<b>- 1.2%</b>	<b>97.9%</b>	<b>- 2.3%</b>
12-Month Avg*	98.9%	+ 0.7%	100.1%	+ 1.8%

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

## Historical Percent of List Price Received by Month

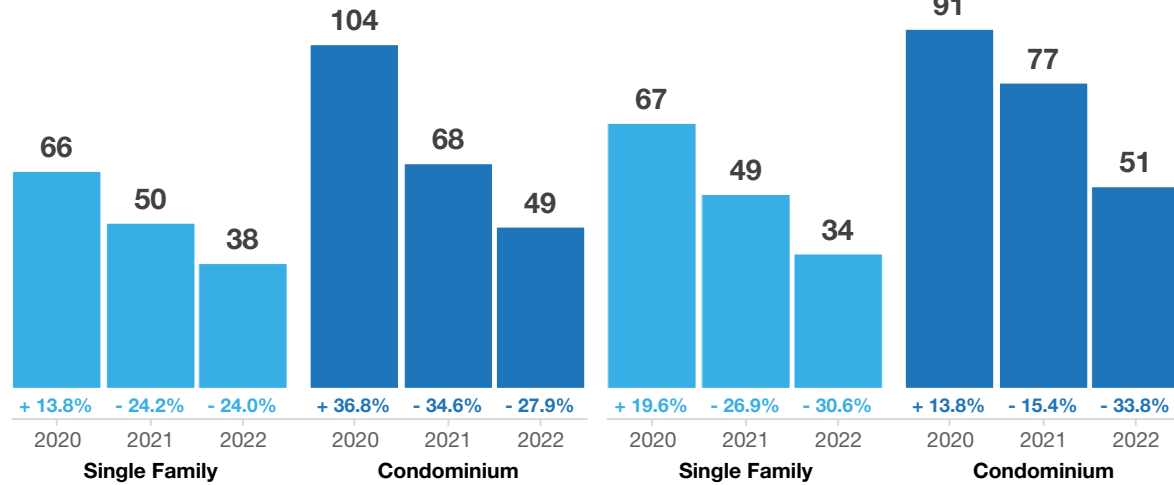


# Housing Affordability Index

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.

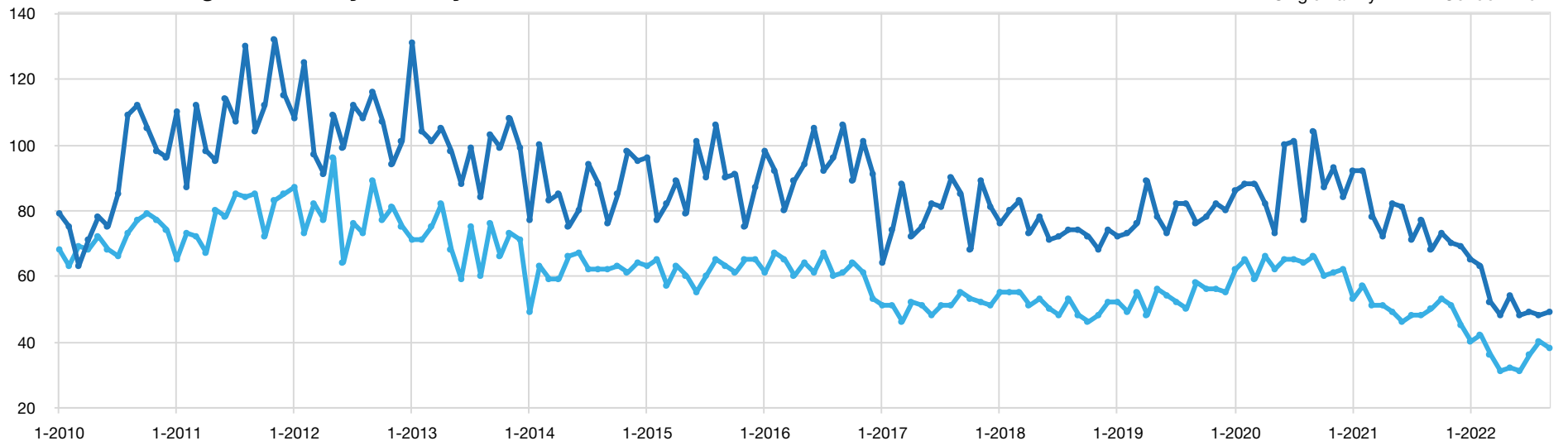


## September



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2021	53	- 11.7%	73	- 16.1%
Nov-2021	51	- 16.4%	70	- 24.7%
Dec-2021	45	- 27.4%	69	- 17.9%
Jan-2022	40	- 24.5%	65	- 29.3%
Feb-2022	42	- 26.3%	63	- 31.5%
Mar-2022	36	- 29.4%	52	- 33.3%
Apr-2022	31	- 39.2%	48	- 33.3%
May-2022	32	- 34.7%	54	- 34.1%
Jun-2022	31	- 32.6%	48	- 40.7%
Jul-2022	36	- 25.0%	49	- 31.0%
Aug-2022	40	- 16.7%	48	- 37.7%
<b>Sep-2022</b>	<b>38</b>	<b>- 24.0%</b>	<b>49</b>	<b>- 27.9%</b>
12-Month Avg	40	- 24.5%	57	- 29.6%

## Historical Housing Affordability Index by Month

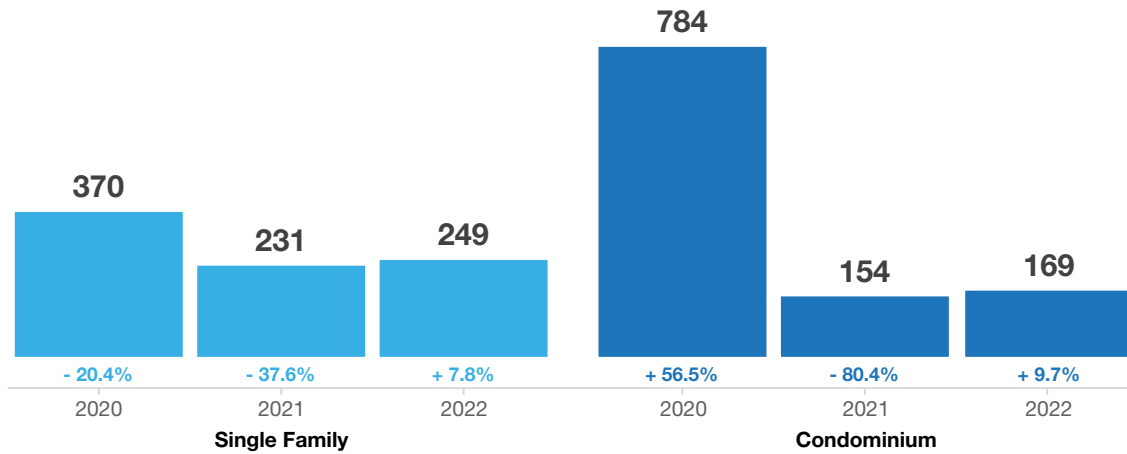


# Inventory of Homes for Sale

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

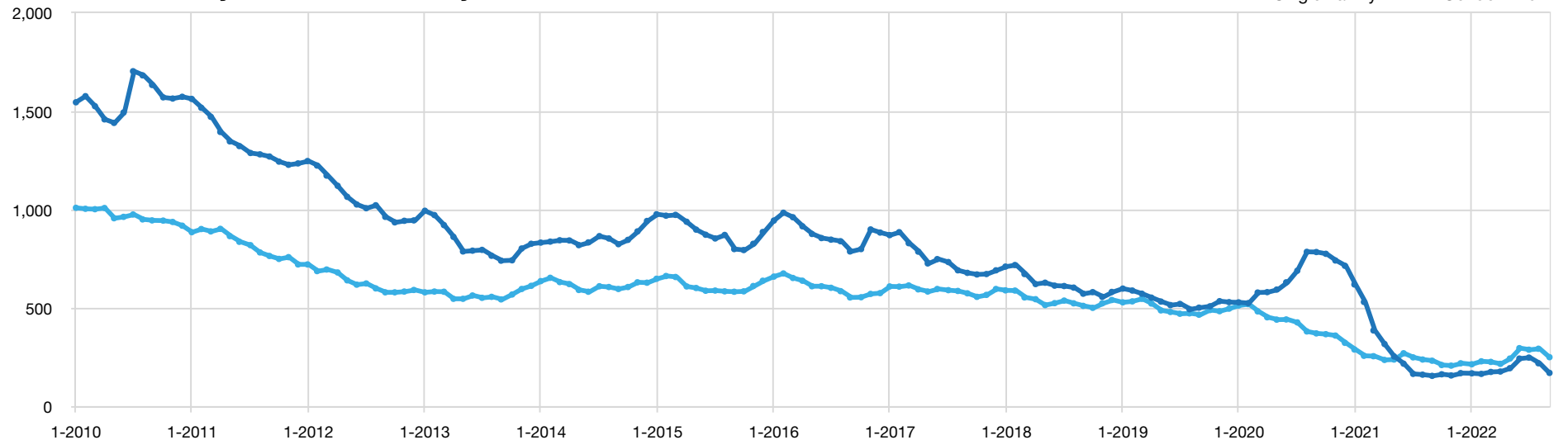


## September



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2021	209	- 42.9%	162	- 79.1%
Nov-2021	206	- 42.6%	156	- 78.9%
Dec-2021	218	- 32.3%	168	- 76.5%
Jan-2022	213	- 26.0%	167	- 73.0%
Feb-2022	228	- 10.9%	164	- 69.1%
Mar-2022	225	- 11.4%	174	- 54.8%
Apr-2022	215	- 8.5%	176	- 44.3%
May-2022	242	+ 2.1%	193	- 23.7%
Jun-2022	295	+ 9.7%	242	+ 12.0%
Jul-2022	287	+ 15.7%	247	+ 50.6%
Aug-2022	292	+ 23.2%	218	+ 36.3%
<b>Sep-2022</b>	<b>249</b>	<b>+ 7.8%</b>	<b>169</b>	<b>+ 9.7%</b>
12-Month Avg	240	- 12.7%	186	- 55.6%

## Historical Inventory of Homes for Sale by Month

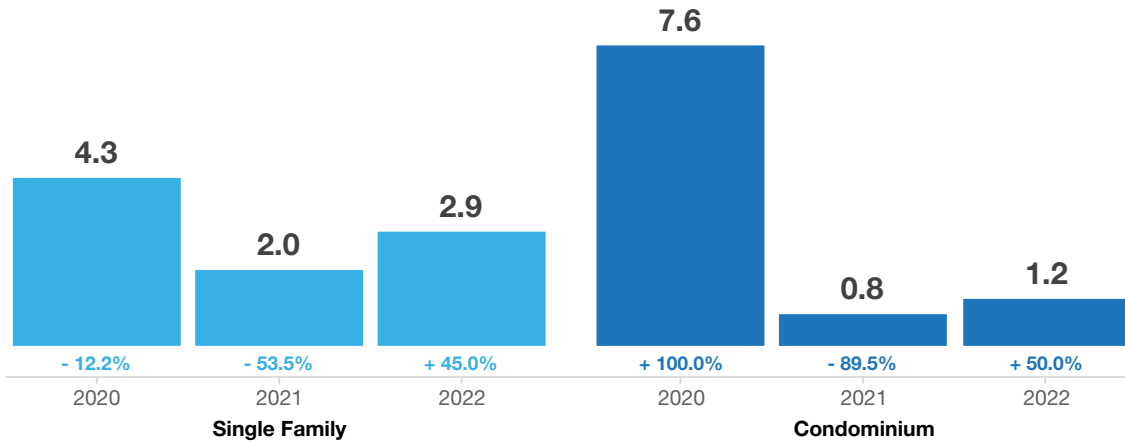


# Months Supply of Inventory

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.



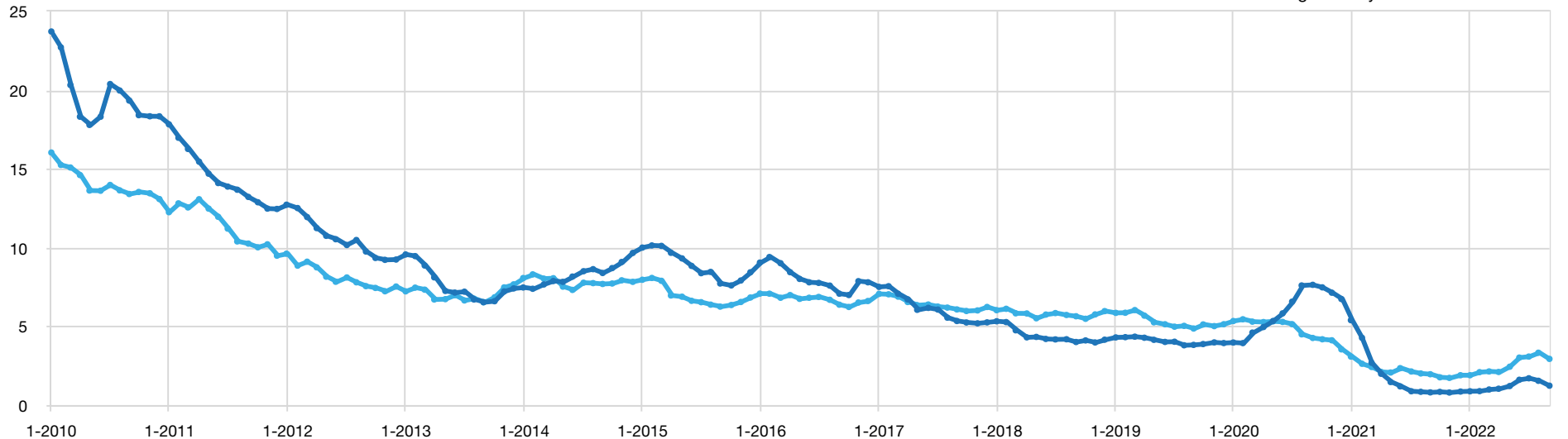
## September



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2021	1.8	- 57.1%	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	1.9	- 38.7%	0.9	- 83.3%
Feb-2022	2.1	- 19.2%	0.9	- 79.1%
Mar-2022	2.1	- 12.5%	1.0	- 63.0%
Apr-2022	2.1	0.0%	1.0	- 50.0%
May-2022	2.4	+ 14.3%	1.2	- 20.0%
Jun-2022	3.0	+ 30.4%	1.6	+ 33.3%
Jul-2022	3.1	+ 47.6%	1.7	+ 88.9%
Aug-2022	3.3	+ 65.0%	1.5	+ 87.5%
<b>Sep-2022</b>	<b>2.9</b>	<b>+ 45.0%</b>	<b>1.2</b>	<b>+ 50.0%</b>
12-Month Avg*	2.4	- 12.8%	1.1	- 66.8%

\* Months Supply for all properties from October 2021 through September 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	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		296	<b>178</b>	- 39.9%	3,113	<b>2,564</b>	- 17.6%
<b>Pending Sales</b>		273	<b>175</b>	- 35.9%	3,314	<b>2,072</b>	- 37.5%
<b>Closed Sales</b>		328	<b>166</b>	- 49.4%	3,221	<b>2,277</b>	- 29.3%
<b>Days on Market Until Sale</b>		115	<b>91</b>	- 20.9%	134	<b>95</b>	- 29.1%
<b>Median Sales Price</b>		\$850,000	<b>\$890,000</b>	+ 4.7%	\$790,000	<b>\$900,000</b>	+ 13.9%
<b>Average Sales Price</b>		\$1,182,223	<b>\$1,141,452</b>	- 3.4%	\$1,214,838	<b>\$1,335,025</b>	+ 9.9%
<b>Percent of List Price Received</b>		99.3%	<b>97.6%</b>	- 1.7%	98.2%	<b>99.2%</b>	+ 1.0%
<b>Housing Affordability Index</b>		58	<b>44</b>	- 24.1%	62	<b>43</b>	- 30.6%
<b>Inventory of Homes for Sale</b>		542	<b>555</b>	+ 2.4%	—	—	—
<b>Months Supply of Inventory</b>		1.6	<b>2.3</b>	+ 43.8%	—	—	—

# Single Family Monthly Sales Volume

## September 2022



Area Name	September 2022			August 2022			September 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	1	\$1,060,000	\$1,060,000	7	\$8,884,000	\$1,325,000	11	\$17,444,000	\$995,000
Hana	1	\$2,100,000	\$2,100,000	1	\$4,330,000	\$4,330,000	1	\$600,000	\$600,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$2,250,000	\$2,250,000	4	\$9,945,000	\$2,422,500	5	\$17,325,000	\$2,960,000
Kahakuloa	0	--	--	0	--	--	1	\$1,000,000	\$1,000,000
Kahului	14	\$14,187,125	\$976,938	7	\$6,724,500	\$899,000	11	\$9,433,500	\$825,000
Kapalua	2	\$11,100,000	\$5,550,000	2	\$15,800,000	\$7,900,000	1	\$4,675,000	\$4,675,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	7	\$8,043,000	\$998,000	7	\$9,655,000	\$1,050,000	14	\$19,089,567	\$1,092,284
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	3	\$7,308,000	\$2,558,000	8	\$11,671,000	\$1,162,500	8	\$11,017,850	\$1,236,250
Lahaina	2	\$1,635,000	\$817,500	9	\$14,724,000	\$1,650,000	8	\$22,271,000	\$2,837,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	5	\$7,557,091	\$1,270,000	3	\$2,150,000	\$730,000	7	\$9,197,808	\$1,150,000
Maui Meadows	2	\$6,650,000	\$3,325,000	1	\$1,436,000	\$1,436,000	2	\$2,850,000	\$1,425,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$3,215,000	\$1,607,500	2	\$2,000,000	\$1,000,000	4	\$8,782,850	\$1,062,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$1,175,000	\$1,175,000	4	\$4,055,000	\$1,020,000	8	\$9,023,000	\$986,500
Spreckelsville/Paia/Kuau	1	\$2,200,000	\$2,200,000	0	--	--	1	\$4,600,000	\$4,600,000
Wailea/Makena	0	--	--	2	\$9,400,000	\$4,700,000	4	\$12,900,000	\$3,325,000
Wailuku	12	\$12,533,231	\$967,500	25	\$25,314,150	\$941,600	24	\$20,038,161	\$824,436
Lanai	2	\$1,585,000	\$792,500	1	\$705,000	\$705,000	3	\$3,120,000	\$825,000
Molokai	1	\$962,500	\$962,500	4	\$2,315,000	\$512,500	2	\$3,650,000	\$1,825,000
<b>All MLS</b>	<b>57</b>	<b>\$83,560,947</b>	<b>\$1,025,000</b>	<b>87</b>	<b>\$129,108,650</b>	<b>\$983,575</b>	<b>115</b>	<b>\$177,017,736</b>	<b>\$995,000</b>

# Condominium Monthly Sales Volume

September 2022



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	September 2022			August 2022			September 2021		
	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	11	\$17,355,000	\$1,850,000	9	\$12,263,000	\$1,137,500	25	\$34,551,750	\$915,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	6	\$1,603,000	\$236,500	5	\$1,077,500	\$205,000	2	\$337,500	\$168,750
Kapalua	6	\$8,442,000	\$1,368,500	7	\$23,989,000	\$1,949,000	13	\$23,710,999	\$1,255,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	31	\$24,243,500	\$704,000	34	\$28,139,500	\$679,000	55	\$36,842,500	\$591,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	6	\$4,263,000	\$762,000	6	\$6,633,000	\$830,000	6	\$9,665,500	\$1,387,500
Maalaea	5	\$4,138,000	\$968,000	3	\$1,620,000	\$400,000	4	\$1,489,000	\$402,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	12	\$8,409,200	\$690,000	23	\$19,138,179	\$808,379	36	\$20,625,467	\$522,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	8	\$17,519,000	\$1,949,500	8	\$29,540,000	\$3,197,500	27	\$49,960,000	\$1,898,000
Wailuku	10	\$6,385,176	\$752,000	8	\$4,624,500	\$512,500	9	\$4,736,500	\$490,000
Lanai	0	--	--	0	--	--	1	\$1,500,000	\$1,500,000
Molokai	2	\$480,000	\$240,000	1	\$500,000	\$500,000	4	\$622,000	\$160,000
<b>All MLS</b>	<b>97</b>	<b>\$92,837,876</b>	<b>\$800,000</b>	<b>104</b>	<b>\$127,524,679</b>	<b>\$814,190</b>	<b>182</b>	<b>\$184,041,216</b>	<b>\$729,125</b>



# Land Monthly Sales Volume

## September 2022



Area Name	September 2022			August 2022			September 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$2,200,000	\$1,100,000	1	\$1,600,000	\$1,600,000	2	\$3,599,999	\$1,800,000
Hana	1	\$2,199,658	\$2,199,658	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$2,400,000	\$2,400,000	2	\$1,545,000	\$772,500	5	\$3,844,000	\$770,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	1	\$1,587,000	\$1,587,000	0	--	--	7	\$6,670,000	\$950,000
Kaupo	1	\$650,000	\$650,000	0	--	--	0	--	--
Keanae	0	--	--	1	\$675,000	\$675,000	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$383,000	\$383,000	0	--	--	4	\$2,855,000	\$727,500
Lahaina	0	--	--	0	--	--	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$1,675,000	\$1,675,000	0	--	--	1	\$850,000	\$850,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	1	\$409,700	\$409,700
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,000,000	\$500,000	1	\$549,000	\$549,000	1	\$675,000	\$675,000
Spreckelsville/Paia/Kuau	0	--	--	1	\$1,900,000	\$1,900,000	0	--	--
Wailea/Makena	0	--	--	0	--	--	2	\$4,000,000	\$2,000,000
Wailuku	1	\$775,000	\$775,000	2	\$1,645,000	\$822,500	6	\$3,565,000	\$593,750
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$212,500	\$212,500	3	\$929,950	\$240,000	2	\$241,500	\$120,750
<b>All MLS</b>	<b>12</b>	<b>\$13,082,158</b>	<b>\$887,500</b>	<b>11</b>	<b>\$8,843,950</b>	<b>\$650,000</b>	<b>31</b>	<b>\$26,710,199</b>	<b>\$805,000</b>

# Single Family Sales – Year to Date

September 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-22 YTD Sales	Sep-21 YTD Sales	Unit Change	Percent Change	Sep-22 YTD Average	Sep-21 YTD Average	Dollar Change	Percent Change	Sep-22 YTD Median	Sep-21 YTD Median	Dollar Change	Percent Change	Sep-22 YTD Volume	Sep-21 YTD Volume	Dollar Change	Percent Change
Haiku	71	81	-10	-12.3%	\$1,707,156	\$1,491,883	+\$215,274	+14.4%	\$1,425,000	\$1,249,000	+\$176,000	+14.1%	\$121,208,100	\$120,842,500	+\$365,600	+0.3%
Hana	9	8	+1	+12.5%	\$2,073,333	\$873,875	+\$1,199,458	+137.3%	\$1,950,000	\$795,500	+\$1,154,500	+145.1%	\$18,659,999	\$6,991,000	+\$11,668,999	+166.9%
Honokohau	1	0	+1	--	\$792,000	--	--	--	\$792,000	--	--	--	\$792,000	\$0	+\$792,000	--
Kaanapali	20	50	-30	-60.0%	\$2,855,553	\$3,016,733	-\$161,181	-5.3%	\$2,650,000	\$2,393,500	+\$256,500	+10.7%	\$57,111,050	\$150,836,666	-\$93,725,616	-62.1%
Kahakuloa	0	2	-2	-100.0%	--	\$1,270,000	--	--	--	\$1,270,000	--	--	\$0	\$2,540,000	-\$2,540,000	-100.0%
Kahului	89	101	-12	-11.9%	\$976,316	\$820,714	+\$155,602	+19.0%	\$952,000	\$800,000	+\$152,000	+19.0%	\$86,892,125	\$82,892,100	+\$4,000,025	+4.8%
Kapalua	14	25	-11	-44.0%	\$5,335,714	\$4,877,900	+\$457,814	+9.4%	\$5,250,000	\$4,025,000	+\$1,225,000	+30.4%	\$74,700,000	\$121,947,500	-\$47,247,500	-38.7%
Kaupo	1	0	+1	--	\$2,699,500	--	--	--	\$2,699,500	--	--	--	\$2,699,500	\$0	+\$2,699,500	--
Keanae	1	0	+1	--	\$1,100,000	--	--	--	\$1,100,000	--	--	--	\$1,100,000	\$0	+\$1,100,000	--
Kihei	110	148	-38	-25.7%	\$1,764,320	\$1,720,575	+\$43,745	+2.5%	\$1,322,500	\$957,000	+\$365,500	+38.2%	\$194,075,218	\$254,645,167	-\$60,569,949	-23.8%
Kipahulu	0	1	-1	-100.0%	--	\$425,000	--	--	--	\$425,000	--	--	\$0	\$425,000	-\$425,000	-100.0%
Kula/Ulupalakua/Kanaio	51	71	-20	-28.2%	\$1,878,099	\$1,510,139	+\$367,960	+24.4%	\$1,547,000	\$1,225,000	+\$322,000	+26.3%	\$95,783,044	\$107,219,850	-\$11,436,806	-10.7%
Lahaina	43	59	-16	-27.1%	\$2,524,688	\$2,592,766	-\$68,077	-2.6%	\$1,680,000	\$2,330,000	-\$650,000	-27.9%	\$108,561,600	\$152,973,173	-\$44,411,573	-29.0%
Maalaea	1	1	0	0.0%	\$2,500,000	\$2,475,000	+\$25,000	+1.0%	\$2,500,000	\$2,475,000	+\$25,000	+1.0%	\$2,500,000	\$2,475,000	+\$25,000	+1.0%
Makawao/Olinda/Haliimaile	66	50	+16	+32.0%	\$1,095,076	\$948,722	+\$146,354	+15.4%	\$900,500	\$818,500	+\$82,000	+10.0%	\$72,275,034	\$47,436,104	+\$24,838,930	+52.4%
Maui Meadows	19	29	-10	-34.5%	\$2,613,832	\$1,632,466	+\$981,366	+60.1%	\$2,150,000	\$1,565,000	+\$585,000	+37.4%	\$49,662,800	\$47,341,500	+\$2,321,300	+4.9%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	29	56	-27	-48.2%	\$1,468,759	\$1,615,092	-\$146,333	-9.1%	\$1,330,000	\$1,132,000	+\$198,000	+17.5%	\$42,593,999	\$90,445,150	-\$47,851,151	-52.9%
Olowalu	3	3	0	0.0%	\$4,591,667	\$6,883,333	-\$2,291,667	-33.3%	\$4,300,000	\$7,050,000	-\$2,750,000	-39.0%	\$13,775,000	\$20,650,000	-\$6,875,000	-33.3%
Pukalani	34	54	-20	-37.0%	\$1,099,309	\$1,000,631	+\$98,678	+9.9%	\$1,082,500	\$899,000	+\$183,500	+20.4%	\$37,376,500	\$54,034,049	-\$16,657,549	-30.8%
Spreckelsville/Paia/Kuau	18	31	-13	-41.9%	\$2,323,611	\$2,511,081	-\$187,470	-7.5%	\$1,122,500	\$1,525,000	-\$402,500	-26.4%	\$41,824,998	\$77,843,500	-\$36,018,502	-46.3%
Wailea/Makena	27	53	-26	-49.1%	\$7,617,128	\$5,777,702	+\$1,839,426	+31.8%	\$3,550,000	\$3,800,000	-\$250,000	-6.6%	\$205,662,450	\$306,218,217	-\$100,555,767	-32.8%
Wailuku	165	178	-13	-7.3%	\$1,007,289	\$855,426	+\$151,864	+17.8%	\$916,000	\$802,500	+\$113,500	+14.1%	\$166,202,745	\$152,265,769	+\$13,936,976	+9.2%
Lanai	10	12	-2	-16.7%	\$711,675	\$1,312,833	-\$601,158	-45.8%	\$712,500	\$762,500	-\$50,000	-6.6%	\$7,116,750	\$15,754,000	-\$8,637,250	-54.8%
Molokai	31	29	+2	+6.9%	\$880,306	\$877,724	+\$2,582	+0.3%	\$688,000	\$530,000	+\$158,000	+29.8%	\$27,289,500	\$25,454,000	+\$1,835,500	+7.2%
All MLS	813	1,042	-229	-22.0%	\$1,756,288	\$1,767,016	-\$10,727	-0.6%	\$1,150,000	\$998,500	+\$151,500	+15.2%	\$1,427,862,412	\$1,841,230,245	-\$413,367,833	-22.5%

# Total Condominium Sales – Year to Date

September 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-22 YTD Sales	Sep-21 YTD Sales	Unit Change	Percent Change	Sep-22 YTD Average	Sep-21 YTD Average	Dollar Change	Percent Change	Sep-22 YTD Median	Sep-21 YTD Median	Dollar Change	Percent Change	Sep-22 YTD Volume	Sep-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	127	197	-70	-35.5%	\$1,732,512	\$1,308,031	+\$424,480	+32.5%	\$1,450,000	\$950,000	+\$500,000	+52.6%	\$220,028,975	\$257,682,150	-\$37,653,175	-14.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	44	19	+25	+131.6%	\$227,980	\$237,184	-\$9,205	-3.9%	\$205,000	\$180,000	+\$25,000	+13.9%	\$10,031,100	\$4,506,500	+\$5,524,600	+122.6%
Kapalua	58	118	-60	-50.8%	\$2,300,612	\$1,873,464	+\$427,148	+22.8%	\$1,450,000	\$1,172,500	+\$277,500	+23.7%	\$133,435,500	\$221,068,781	-\$87,633,281	-39.6%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	445	588	-143	-24.3%	\$820,695	\$632,373	+\$188,322	+29.8%	\$725,000	\$548,500	+\$176,500	+32.2%	\$365,209,311	\$371,835,597	-\$6,626,286	-1.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	60	125	-65	-52.0%	\$1,204,880	\$800,112	+\$404,768	+50.6%	\$824,000	\$565,000	+\$259,000	+45.8%	\$72,292,799	\$100,014,045	-\$27,721,246	-27.7%
Maalaea	39	48	-9	-18.8%	\$686,199	\$468,998	+\$217,201	+46.3%	\$665,000	\$479,500	+\$185,500	+38.7%	\$26,761,744	\$22,511,900	+\$4,249,844	+18.9%
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	275	349	-74	-21.2%	\$773,257	\$592,339	+\$180,918	+30.5%	\$700,000	\$535,000	+\$165,000	+30.8%	\$212,645,779	\$206,726,372	+\$5,919,407	+2.9%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	4	-3	-75.0%	\$875,000	\$718,750	+\$156,250	+21.7%	\$875,000	\$697,500	+\$177,500	+25.4%	\$875,000	\$2,875,000	-\$2,000,000	-69.6%
Spreckelsville/Paia/Kuau	2	4	-2	-50.0%	\$635,000	\$1,343,500	-\$708,500	-52.7%	\$635,000	\$602,500	+\$32,500	+5.4%	\$1,270,000	\$5,374,000	-\$4,104,000	-76.4%
Wailea/Makena	109	257	-148	-57.6%	\$2,735,386	\$2,018,691	+\$716,695	+35.5%	\$1,795,000	\$1,450,000	+\$345,000	+23.8%	\$298,157,059	\$518,803,612	-\$220,646,553	-42.5%
Wailuku	83	102	-19	-18.6%	\$556,520	\$468,702	+\$87,818	+18.7%	\$505,000	\$426,000	+\$79,000	+18.5%	\$46,191,176	\$47,807,589	-\$1,616,413	-3.4%
Lanai	2	3	-1	-33.3%	\$2,500,000	\$2,091,667	+\$408,333	+19.5%	\$2,500,000	\$1,500,000	+\$1,000,000	+66.7%	\$5,000,000	\$6,275,000	-\$1,275,000	-20.3%
Molokai	40	39	+1	+2.6%	\$255,388	\$193,308	+\$62,079	+32.1%	\$257,000	\$168,420	+\$88,580	+52.6%	\$10,215,500	\$7,539,020	+\$2,676,480	+35.5%
All MLS	1,289	1,853	-564	-30.4%	\$1,090,244	\$956,837	+\$133,406	+13.9%	\$770,000	\$645,000	+\$125,000	+19.4%	\$1,405,323,943	\$1,773,019,566	-\$367,695,623	-20.7%

# Fee Simple Condominium Sales – Year to Date

September 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-22 YTD Sales	Sep-21 YTD Sales	Unit Change	Percent Change	Sep-22 YTD Average	Sep-21 YTD Average	Dollar Change	Percent Change	Sep-22 YTD Median	Sep-21 YTD Median	Dollar Change	Percent Change	Sep-22 YTD Volume	Sep-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	113	179	-66	-36.9%	\$1,864,779	\$1,384,082	+\$480,697	+34.7%	\$1,600,000	\$1,010,000	+\$590,000	+58.4%	\$210,719,975	\$247,750,650	-\$37,030,675	-14.9%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	44	19	+25	+131.6%	\$227,980	\$237,184	-\$9,205	-3.9%	\$205,000	\$180,000	+\$25,000	+13.9%	\$10,031,100	\$4,506,500	+\$5,524,600	+122.6%
Kapalua	58	118	-60	-50.8%	\$2,300,612	\$1,873,464	+\$427,148	+22.8%	\$1,450,000	\$1,172,500	+\$277,500	+23.7%	\$133,435,500	\$221,068,781	-\$87,633,281	-39.6%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	435	579	-144	-24.9%	\$823,246	\$635,775	+\$187,471	+29.5%	\$720,000	\$549,000	+\$171,000	+31.1%	\$358,111,911	\$368,113,597	-\$10,001,686	-2.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	57	119	-62	-52.1%	\$1,249,347	\$828,190	+\$421,157	+50.9%	\$830,000	\$576,990	+\$253,010	+43.8%	\$71,212,799	\$98,554,645	-\$27,341,846	-27.7%
Maalaea	30	28	+2	+7.1%	\$762,958	\$538,482	+\$224,476	+41.7%	\$705,000	\$522,500	+\$182,500	+34.9%	\$22,888,744	\$15,077,500	+\$7,811,244	+51.8%
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	229	303	-74	-24.4%	\$784,777	\$604,252	+\$180,525	+29.9%	\$725,000	\$545,000	+\$180,000	+33.0%	\$179,713,979	\$183,088,305	-\$3,374,326	-1.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	4	-3	-75.0%	\$875,000	\$718,750	+\$156,250	+21.7%	\$875,000	\$697,500	+\$177,500	+25.4%	\$875,000	\$2,875,000	-\$2,000,000	-69.6%
Spreckelsville/Paia/Kuau	2	4	-2	-50.0%	\$635,000	\$1,343,500	-\$708,500	-52.7%	\$635,000	\$602,500	+\$32,500	+5.4%	\$1,270,000	\$5,374,000	-\$4,104,000	-76.4%
Wailea/Makena	109	257	-148	-57.6%	\$2,735,386	\$2,018,691	+\$716,695	+35.5%	\$1,795,000	\$1,450,000	+\$345,000	+23.8%	\$298,157,059	\$518,803,612	-\$220,646,553	-42.5%
Wailuku	83	102	-19	-18.6%	\$556,520	\$468,702	+\$87,818	+18.7%	\$505,000	\$426,000	+\$79,000	+18.5%	\$46,191,176	\$47,807,589	-\$1,616,413	-3.4%
Lanai	2	3	-1	-33.3%	\$2,500,000	\$2,091,667	+\$408,333	+19.5%	\$2,500,000	\$1,500,000	+\$1,000,000	+66.7%	\$5,000,000	\$6,275,000	-\$1,275,000	-20.3%
Molokai	36	36	0	0.0%	\$271,736	\$202,403	+\$69,333	+34.3%	\$272,500	\$174,750	+\$97,750	+55.9%	\$9,782,500	\$7,286,520	+\$2,495,980	+34.3%
All MLS	1,203	1,751	-548	-31.3%	\$1,122,693	\$986,055	+\$136,638	+13.9%	\$790,000	\$664,000	+\$126,000	+19.0%	\$1,350,599,743	\$1,726,581,699	-\$375,981,956	-21.8%

# Leasehold Condominium Sales – Year to Date

September 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-22 YTD Sales	Sep-21 YTD Sales	Unit Change	Percent Change	Sep-22 YTD Average	Sep-21 YTD Average	Dollar Change	Percent Change	Sep-22 YTD Median	Sep-21 YTD Median	Dollar Change	Percent Change	Sep-22 YTD Volume	Sep-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	14	18	-4	-22.2%	\$664,929	\$551,750	+\$113,179	+20.5%	\$603,250	\$460,750	+\$142,500	+30.9%	\$9,309,000	\$9,931,500	-\$622,500	-6.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	10	9	+1	+11.1%	\$709,740	\$413,556	+\$296,184	+71.6%	\$797,000	\$318,000	+\$479,000	+150.6%	\$7,097,400	\$3,722,000	+\$3,375,400	+90.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	3	6	-3	-50.0%	\$360,000	\$243,233	+\$116,767	+48.0%	\$380,000	\$227,200	+\$152,800	+67.3%	\$1,080,000	\$1,459,400	-\$379,400	-26.0%
Maalaea	9	20	-11	-55.0%	\$430,333	\$371,720	+\$58,613	+15.8%	\$430,000	\$366,000	+\$64,000	+17.5%	\$3,873,000	\$7,434,400	-\$3,561,400	-47.9%
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	46	46	0	0.0%	\$715,909	\$513,871	+\$202,038	+39.3%	\$314,250	\$312,000	+\$2,250	+0.7%	\$32,931,800	\$23,638,067	+\$9,293,733	+39.3%
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	3	+1	+33.3%	\$108,250	\$84,167	+\$24,083	+28.6%	\$97,000	\$85,000	+\$12,000	+14.1%	\$433,000	\$252,500	+\$180,500	+71.5%
All MLS	86	102	-16	-15.7%	\$636,328	\$455,273	+\$181,055	+39.8%	\$380,000	\$347,500	+\$32,500	+9.4%	\$54,724,200	\$46,437,867	+\$8,286,333	+17.8%

# Land Sales – Year to Date

September 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-22 YTD Sales	Sep-21 YTD Sales	Unit Change	Percent Change	Sep-22 YTD Average	Sep-21 YTD Average	Dollar Change	Percent Change	Sep-22 YTD Median	Sep-21 YTD Median	Dollar Change	Percent Change	Sep-22 YTD Volume	Sep-21 YTD Volume	Dollar Change	Percent Change
Haiku	17	31	-14	-45.2%	\$1,609,882	\$876,855	+\$733,027	+83.6%	\$998,000	\$600,000	+\$398,000	+66.3%	\$27,368,000	\$27,182,519	+\$185,481	+0.7%
Hana	6	14	-8	-57.1%	\$2,581,326	\$828,143	+\$1,753,183	+211.7%	\$2,774,829	\$475,000	+\$2,299,829	+484.2%	\$15,487,958	\$11,594,000	+\$3,893,958	+33.6%
Honokohau	1	0	+1	--	\$408,000	--	--	--	\$408,000	--	--	--	\$408,000	\$0	+\$408,000	--
Kaanapali	19	49	-30	-61.2%	\$1,491,447	\$678,878	+\$812,570	+119.7%	\$810,000	\$600,000	+\$210,000	+35.0%	\$28,337,500	\$33,265,007	-\$4,927,507	-14.8%
Kahakuloa	1	2	-1	-50.0%	\$800,000	\$395,000	+\$405,000	+102.5%	\$800,000	\$395,000	+\$405,000	+102.5%	\$800,000	\$790,000	+\$10,000	+1.3%
Kahului	2	0	+2	--	\$914,635	--	--	--	\$914,635	--	--	--	\$1,829,270	\$0	+\$1,829,270	--
Kapalua	17	48	-31	-64.6%	\$1,644,971	\$1,087,917	+\$557,054	+51.2%	\$1,400,000	\$937,500	+\$462,500	+49.3%	\$27,964,500	\$52,220,000	-\$24,255,500	-46.4%
Kaupo	5	2	+3	+150.0%	\$496,150	\$462,500	+\$33,650	+7.3%	\$510,000	\$462,500	+\$47,500	+10.3%	\$2,480,750	\$925,000	+\$1,555,750	+168.2%
Keanae	1	0	+1	--	\$675,000	--	--	--	\$675,000	--	--	--	\$675,000	\$0	+\$675,000	--
Kihei	6	3	+3	+100.0%	\$3,016,667	\$611,500	+\$2,405,167	+393.3%	\$1,350,000	\$657,500	+\$692,500	+105.3%	\$18,100,000	\$1,834,500	+\$16,265,500	+886.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	22	40	-18	-45.0%	\$1,275,773	\$998,458	+\$277,315	+27.8%	\$759,500	\$922,793	-\$163,293	-17.7%	\$28,067,000	\$39,938,320	-\$11,871,320	-29.7%
Lahaina	6	14	-8	-57.1%	\$997,167	\$1,331,857	-\$334,690	-25.1%	\$870,000	\$1,100,000	-\$230,000	-20.9%	\$5,983,000	\$18,646,000	-\$12,663,000	-67.9%
Maalaea	0	1	-1	-100.0%	--	\$1,100,000	--	--	--	\$1,100,000	--	--	\$0	\$1,100,000	-\$1,100,000	-100.0%
Makawao/Olinda/Haliimaile	8	24	-16	-66.7%	\$1,118,653	\$1,226,789	-\$108,136	-8.8%	\$763,500	\$505,000	+\$258,500	+51.2%	\$8,949,222	\$29,442,934	-\$20,493,712	-69.6%
Maui Meadows	1	1	0	0.0%	\$1,490,000	\$500,000	+\$990,000	+198.0%	\$1,490,000	\$500,000	+\$990,000	+198.0%	\$1,490,000	\$500,000	+\$990,000	+198.0%
Nahiku	1	2	-1	-50.0%	\$170,000	\$324,000	-\$154,000	-47.5%	\$170,000	\$324,000	-\$154,000	-47.5%	\$170,000	\$648,000	-\$478,000	-73.8%
Napili/Kahana/Honokowai	2	3	-1	-33.3%	\$2,709,000	\$425,658	+\$2,283,342	+536.4%	\$2,709,000	\$409,700	+\$2,299,300	+561.2%	\$5,418,000	\$1,276,975	+\$4,141,025	+324.3%
Olowalu	2	5	-3	-60.0%	\$1,216,500	\$3,600,000	-\$2,383,500	-66.2%	\$1,216,500	\$3,600,000	-\$2,383,500	-66.2%	\$2,433,000	\$18,000,000	-\$15,567,000	-86.5%
Pukalani	6	8	-2	-25.0%	\$513,250	\$465,875	+\$47,375	+10.2%	\$514,000	\$432,500	+\$81,500	+18.8%	\$3,079,500	\$3,727,000	-\$647,500	-17.4%
Spreckelsville/Paia/Kuau	2	1	+1	+100.0%	\$1,842,500	\$1,565,000	+\$277,500	+17.7%	\$1,842,500	\$1,565,000	+\$277,500	+17.7%	\$3,685,000	\$1,565,000	+\$2,120,000	+135.5%
Wailea/Makena	5	11	-6	-54.5%	\$1,507,650	\$1,980,455	-\$472,805	-23.9%	\$1,608,250	\$1,550,000	+\$58,250	+3.8%	\$7,538,250	\$21,785,000	-\$14,246,750	-65.4%
Wailuku	14	32	-18	-56.3%	\$597,464	\$749,047	-\$151,583	-20.2%	\$637,500	\$643,864	-\$6,364	-1.0%	\$8,364,500	\$23,969,500	-\$15,605,000	-65.1%
Lanai	0	5	-5	-100.0%	--	\$1,069,000	--	--	--	\$1,100,000	--	--	\$0	\$5,345,000	-\$5,345,000	-100.0%
Molokai	31	30	+1	+3.3%	\$259,256	\$166,317	+\$92,940	+55.9%	\$229,500	\$130,000	+\$99,500	+76.5%	\$8,036,950	\$4,989,499	+\$3,047,451	+61.1%
All MLS	175	326	-151	-46.3%	\$1,180,945	\$916,393	+\$264,552	+28.9%	\$775,000	\$700,000	+\$75,000	+10.7%	\$206,665,400	\$298,744,254	-\$92,078,854	-30.8%