SINGLE-FAMILY HOME TRANSACTIONS

AUGUST 2024 VS. PERCENT CHANGE OVER LAST YEAR

COLDWELL BANKER ISLAND PROPERTIES

Year-over-year, Maui's single-family home market showed strength, with sales up 11% and median sales prices rising 10% to $1.3 million. Across the island, buyers will be hard-pressed to find properties under $1 million outside of Wailuku and the occasional upcountry listing. For sellers, pricing is more important than ever, as 32% of properties sold had a price adjustment, taking 47 days longer to sell compared to those sold at or above the asking price.

		TOTAL SALES		MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		MEDIAN DOM		SOLD ABOVE LIST PRICE		LIVING $/SQ FT	
CENTRAL	Wailuku	13	▼ -43%	$1,100,000	▲ 1%	97%	▼ -1%	82	▼ -1%	0%	▼ -100%	$840	▲ 32%
	Kahului	7	▲ 133%	$1,205,000	▲ 32%	94%	▼ -8%	66	▲ 3%	29%	▼ -57%	$773	▲ 23%
EAST MAUI	Keanae	1	–	$499,000	–	100%	–	14	–	0%	–	$667	–
NORTH SHORE	Haiku	5	▼ -29%	$2,150,000	▲ 8%	99%	▲ 3%	50	▼ -47%	40%	▲ 180%	$1,053	▲ 32%
SOUTH MAUI	Wailea/ Makena	1	– 0%	$4,075,000	▲ 51%	89%	▼ -6%	193	▲ 65%	0%	–	$1,144	▼ -6%
	Kihei	8	– 0%	$1,542,554	▲ 14%	99%	▲ 2%	75	▲ 6%	50%	▲ 300%	$1,156	▲ 56%
UPCOUNTRY	Pukalani	4	▲ 300%	$1,337,000	▼ -8%	100%	▼ 0%	113	▲ 139%	50%	–	$839	▼ -30%
	Makawao/ Olinda/ Haliimaile	11	▲ 450%	$1,285,000	▲ 23%	97%	▼ -3%	64	▼ -35%	18%	▼ -64%	$825	▲ 20%
	Kula/ Ulupalakua/ Kanaio	2	▼ -33%	$1,502,500	▲ 25%	98%	▲ 2%	95	▲ 138%	50%	–	$1,140	▼ -38%
WEST MAUI	Napili/ Kahana/ Honokowai	4	▲ 33%	$1,557,500	▲ 8%	97%	▲ 5%	146	▲ 35%	0%	–	$853	▼ -26%
	Lahaina	1	– 0%	$3,300,000	▼ -51%	94%	▼ -6%	147	▲ 99%	0%	–	$1,081	▼ -37%
	Kapalua	1	–	$17,000,000	–	97%	–	269	–	0%	–	$2,177	–
	Kaanapali	1	– 0%	$3,600,000	▼ -8%	95%	▲ 7%	102	▼ -43%	0%	–	$872	▼ -27%
MOLOKAI	Molokai	1	–	$2,200,000	–	96%	–	248	–	0%	–	$870	–
LANAI	Lanai	1	▼ -50%	$750,000	▲ 4%	89%	▼ -12%	472	▲ 459%	0%	▼ -100%	$440	▼ -42%
GRAND TOTAL		61	▲ 11%	$1,323,080	▲ 10%	97%	▼ -1%	82	▲ 6%	21%	▲ 7%	$1,004	▲ 23%

CONDOMINIUM TRANSACTIONS

AUGUST 2024 VS. PERCENT CHANGE OVER LAST YEAR

A fresh wave of La'i Loa condos in Wailea closed in August, skewing the overall market data for condos. Excluding these 12 units, the condo market has remained relatively unchanged in recent months, with a median sales price of $888k and a median of 89 days on the market. Affordability and proposed legislation continue to put pressure on the desirability of Maui's condos.

		TOTAL SALES		MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		MEDIAN DOM		SOLD ABOVE LIST PRICE		LIVING $/SQ FT	
CENTRAL	Kahului	3	– 0%	$220,000	▼ -21%	97%	▲ 3%	88	▲ 40%	0%	–	$286	▼ -16%
	Wailuku	3	▼ -40%	$730,000	▲ 34%	102%	▲ 4%	71	▲ 48%	67%	▲ 233%	$700	▲ 2%
SOUTH MAUI	Kihei	20	▼ -56%	$722,500	▼ -9%	95%	▼ -3%	81	▲ 21%	0%	▼ -100%	$997	▼ -12%
	Wailea/ Makena	22	▲ 120%	$2,599,775	▼ -19%	99%	▼ 0%	843	▲ 653%	36%	▲ 21%	$1,997	▼ -18%
WEST MAUI	Kaanapali	7	▲ 17%	$975,000	▼ -51%	97%	▼ -1%	72	▼ -5%	14%	–	$1,799	▲ 19%
	Napili/ Kahana/ Honokowai	8	▼ -47%	$1,057,500	▲ 67%	91%	▼ -9%	121	▲ 94%	0%	▼ -100%	$1,346	▲ 44%
MOLOKAI	Molokai	2	▼ -33%	$287,500	▼ -8%	97%	▲ 1%	201	▼ -7%	0%	–	$370	▼ -5%
LANAI	Lanai	1	–	$4,500,000	–	100%	–	90	–	0%	–	$1,919	–
GRAND TOTAL		66	▼ -24%	$1,000,000	▲ 25%	97%	▼ -2%	108	▲ 61%	17%	▲ 4%	$1,596	▲ 14%