

# Monthly Indicators



## July 2019

In July, the U.S. economic expansion that began in June 2009 became the longest in the nation's history, marking 121 straight months of gross domestic product growth and surpassing the 120-month expansion from 1991 to 2001. The average rate of growth during this expansion has been a milder 2.3 percent per year compared to 3.6 percent during the 1990s. Although the economy should continue to perform well for the rest of 2019, most economists see a mild recession on the horizon.

New Listings decreased 11.0 percent for Single Family homes and 4.3 percent for Condominium homes. Pending Sales increased 12.5 percent for Single Family homes and 7.3 percent for Condominium homes. Inventory decreased 17.4 percent for Single Family homes and 20.4 percent for Condominium homes.

Median Sales Price increased 3.9 percent to \$794,500 for Single Family homes but decreased 3.9 percent to \$493,000 for Condominium homes. Days on Market decreased 29.5 percent for Single Family homes and 22.2 percent for Condominium homes. Months Supply of Inventory decreased 19.0 percent for Single Family homes and 9.3 percent for Condominium homes.

During the record-setting 121-month economic expansion, the unemployment rate has dropped from 10.0 percent in 2009 to 3.7 percent, yet many consumers continue to struggle financially. Low mortgage interest rates have helped offset low housing affordability, but high home prices are outpacing median household income growth. In a move to stoke continued economic prosperity, the Federal Reserve reduced the benchmark interest rate by a quarter point to about 2.25 percent, marking the first reduction in more than a decade.

## Quick Facts

**- 3.0%**

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

**- 13.0%**

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

**- 15.7%**

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	7-2018	7-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		146	<b>130</b>	- 11.0%	908	<b>942</b>	+ 3.7%
<b>Pending Sales</b>		96	<b>108</b>	+ 12.5%	683	<b>730</b>	+ 6.9%
<b>Closed Sales</b>		114	<b>84</b>	- 26.3%	691	<b>622</b>	- 10.0%
<b>Days on Market Until Sale</b>		190	<b>134</b>	- 29.5%	154	<b>133</b>	- 13.6%
<b>Median Sales Price</b>		\$764,500	<b>\$794,500</b>	+ 3.9%	\$699,500	<b>\$750,000</b>	+ 7.2%
<b>Average Sales Price</b>		\$1,101,322	<b>\$921,044</b>	- 16.4%	\$1,061,359	<b>\$996,618</b>	- 6.1%
<b>Percent of List Price Received</b>		95.9%	<b>96.9%</b>	+ 1.0%	96.8%	<b>96.4%</b>	- 0.4%
<b>Housing Affordability Index</b>		44	<b>42</b>	- 4.5%	48	<b>45</b>	- 6.3%
<b>Inventory of Homes for Sale</b>		534	<b>441</b>	- 17.4%	—	—	—
<b>Months Supply of Inventory</b>		5.8	<b>4.7</b>	- 19.0%	—	—	—

# Condominium Market Overview

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



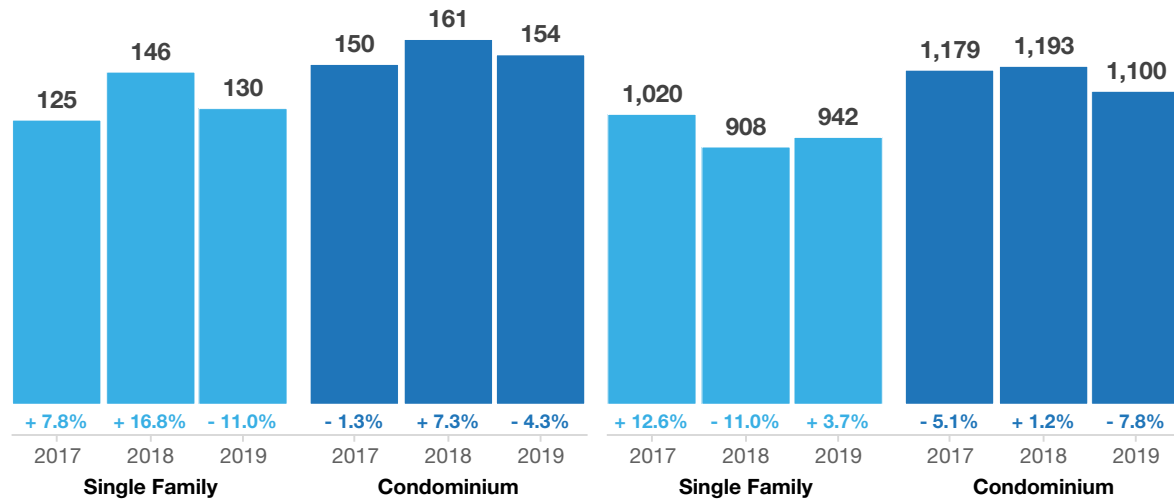
Key Metrics	Historical Sparkbars	7-2018	7-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		161	<b>154</b>	- 4.3%	1,193	<b>1,100</b>	- 7.8%
<b>Pending Sales</b>		123	<b>132</b>	+ 7.3%	1,035	<b>913</b>	- 11.8%
<b>Closed Sales</b>		138	<b>159</b>	+ 15.2%	1,009	<b>969</b>	- 4.0%
<b>Days on Market Until Sale</b>		176	<b>137</b>	- 22.2%	157	<b>133</b>	- 15.3%
<b>Median Sales Price</b>		\$513,163	<b>\$493,000</b>	- 3.9%	\$496,000	<b>\$518,000</b>	+ 4.4%
<b>Average Sales Price</b>		\$710,601	<b>\$603,244</b>	- 15.1%	\$719,731	<b>\$699,707</b>	- 2.8%
<b>Percent of List Price Received</b>		97.5%	<b>97.6%</b>	+ 0.1%	97.2%	<b>97.5%</b>	+ 0.3%
<b>Housing Affordability Index</b>		65	<b>68</b>	+ 4.6%	68	<b>65</b>	- 4.4%
<b>Inventory of Homes for Sale</b>		604	<b>481</b>	- 20.4%	—	—	—
<b>Months Supply of Inventory</b>		4.3	<b>3.9</b>	- 9.3%	—	—	—

# New Listings

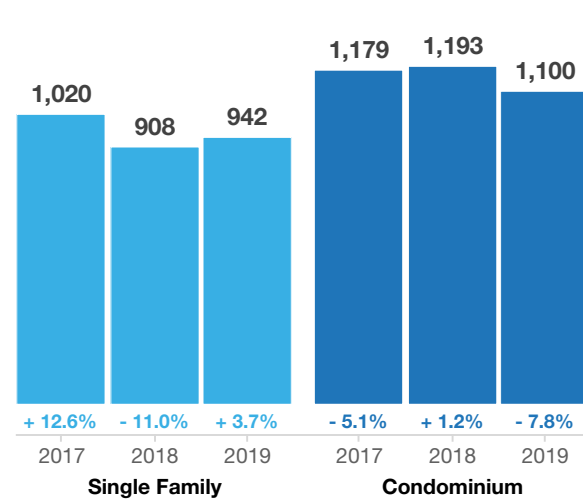
A count of the properties that have been newly listed on the market in a given month.



## July

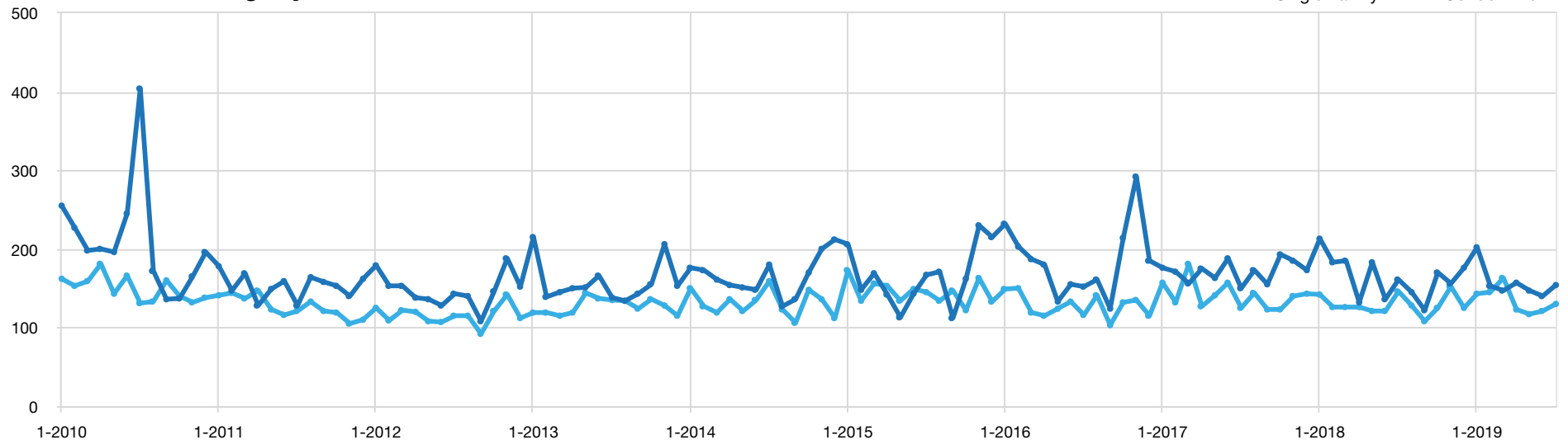


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2018	128	- 11.1%	145	- 16.2%
Sep-2018	108	- 12.2%	122	- 21.3%
Oct-2018	125	+ 1.6%	170	- 11.9%
Nov-2018	152	+ 8.6%	156	- 15.7%
Dec-2018	125	- 12.6%	176	+ 1.7%
Jan-2019	143	+ 0.7%	202	- 5.2%
Feb-2019	145	+ 15.1%	153	- 16.4%
Mar-2019	163	+ 29.4%	147	- 20.5%
Apr-2019	123	- 2.4%	157	+ 18.9%
May-2019	117	- 3.3%	147	- 19.7%
Jun-2019	121	0.0%	140	+ 2.9%
<b>Jul-2019</b>	<b>130</b>	<b>- 11.0%</b>	<b>154</b>	<b>- 4.3%</b>
12-Month Avg	132	0.0%	156	- 9.8%

## Historical New Listings by Month

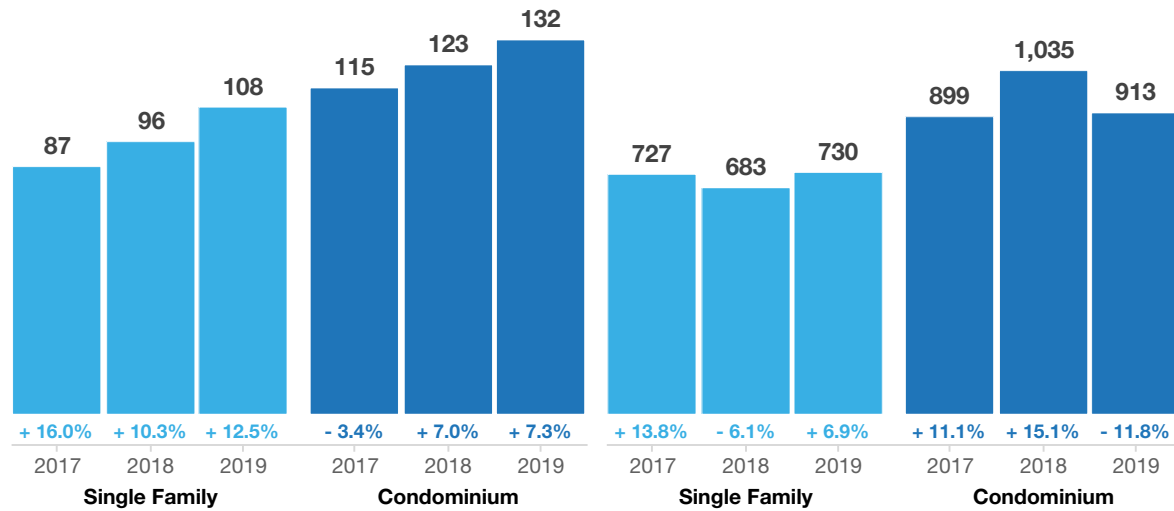


# Pending Sales

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

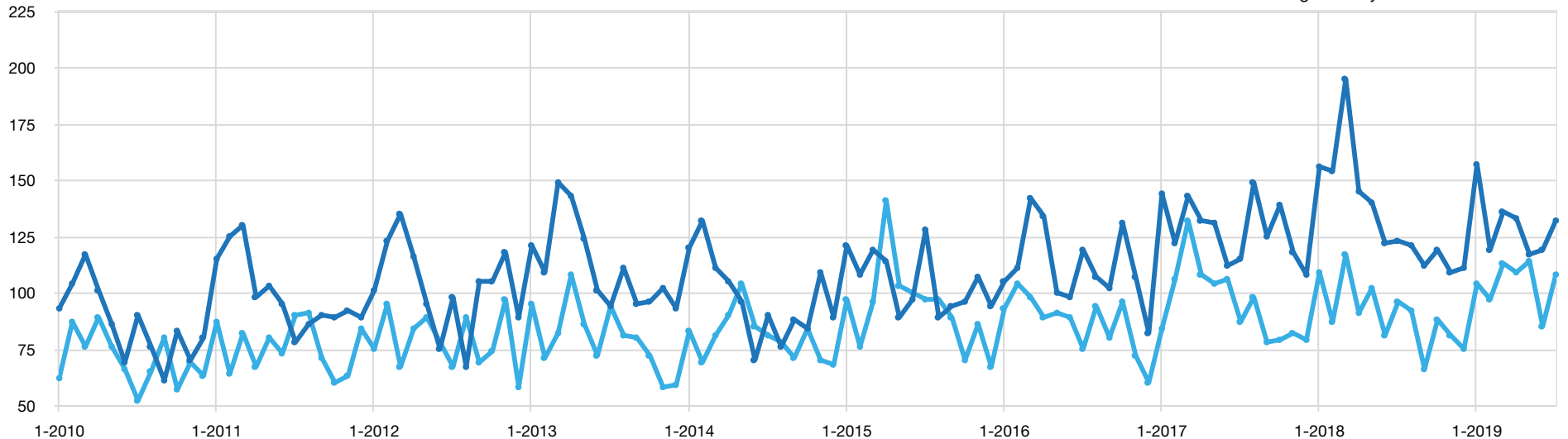


## July



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2018	92	- 6.1%	121	- 18.8%
Sep-2018	66	- 15.4%	112	- 10.4%
Oct-2018	88	+ 11.4%	119	- 14.4%
Nov-2018	81	- 1.2%	109	- 7.6%
Dec-2018	75	- 5.1%	111	+ 2.8%
Jan-2019	104	- 4.6%	157	+ 0.6%
Feb-2019	97	+ 11.5%	119	- 22.7%
Mar-2019	113	- 3.4%	136	- 30.3%
Apr-2019	109	+ 19.8%	133	- 8.3%
May-2019	114	+ 11.8%	117	- 16.4%
Jun-2019	85	+ 4.9%	119	- 2.5%
<b>Jul-2019</b>	<b>108</b>	<b>+ 12.5%</b>	<b>132</b>	<b>+ 7.3%</b>
12-Month Avg	94	+ 2.2%	124	- 11.4%

## Historical Pending Sales by Month

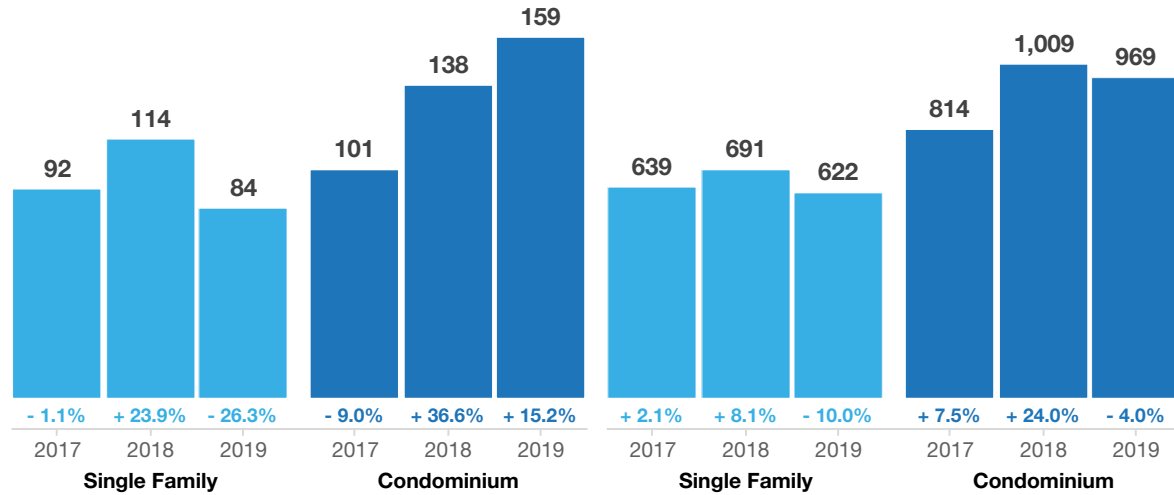


# Closed Sales

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

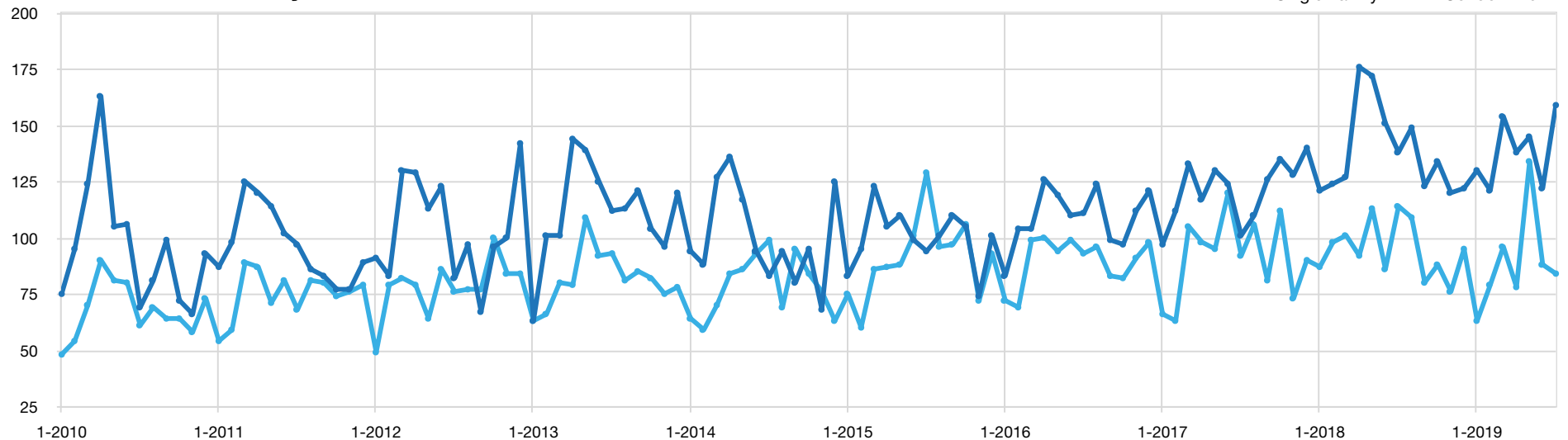


## July



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2018	109	+ 2.8%	149	+ 35.5%
Sep-2018	80	- 1.2%	123	- 2.4%
Oct-2018	88	- 21.4%	134	- 0.7%
Nov-2018	76	+ 4.1%	120	- 6.3%
Dec-2018	95	+ 5.6%	122	- 12.9%
Jan-2019	63	- 27.6%	130	+ 7.4%
Feb-2019	79	- 19.4%	121	- 2.4%
Mar-2019	96	- 5.0%	154	+ 21.3%
Apr-2019	78	- 15.2%	138	- 21.6%
May-2019	134	+ 18.6%	145	- 15.7%
Jun-2019	88	+ 2.3%	122	- 19.2%
<b>Jul-2019</b>	<b>84</b>	<b>- 26.3%</b>	<b>159</b>	<b>+ 15.2%</b>
12-Month Avg	89	- 7.3%	135	- 1.5%

## Historical Closed Sales by Month

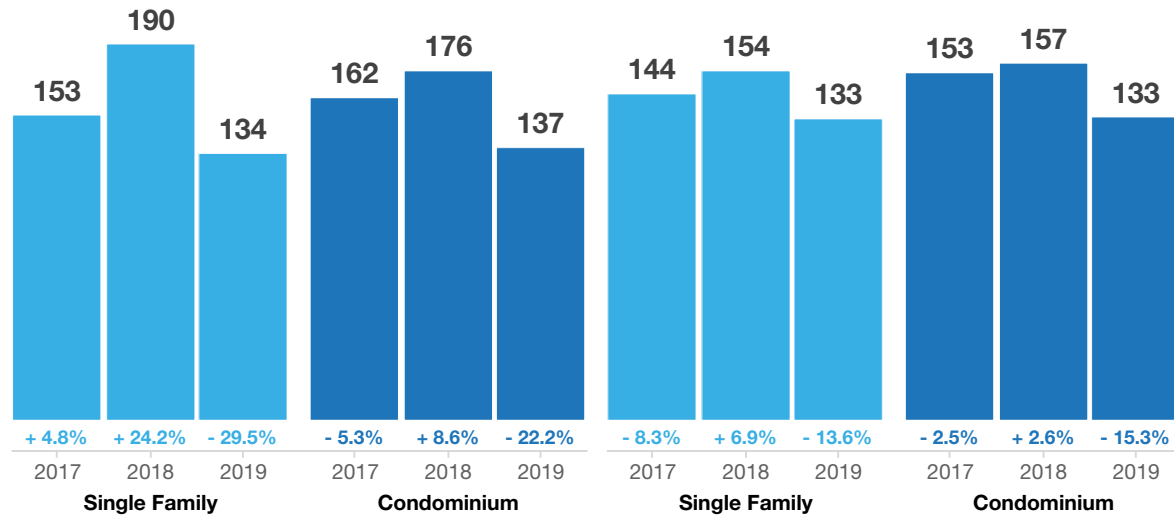


# Days on Market Until Sale

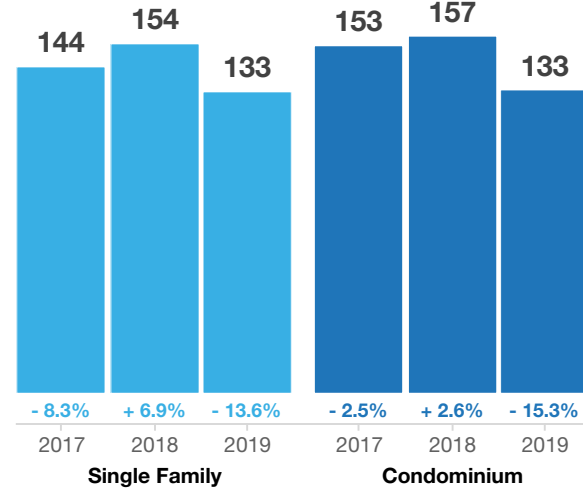
Average number of days between when a property is listed and when it closed in a given month.



## July



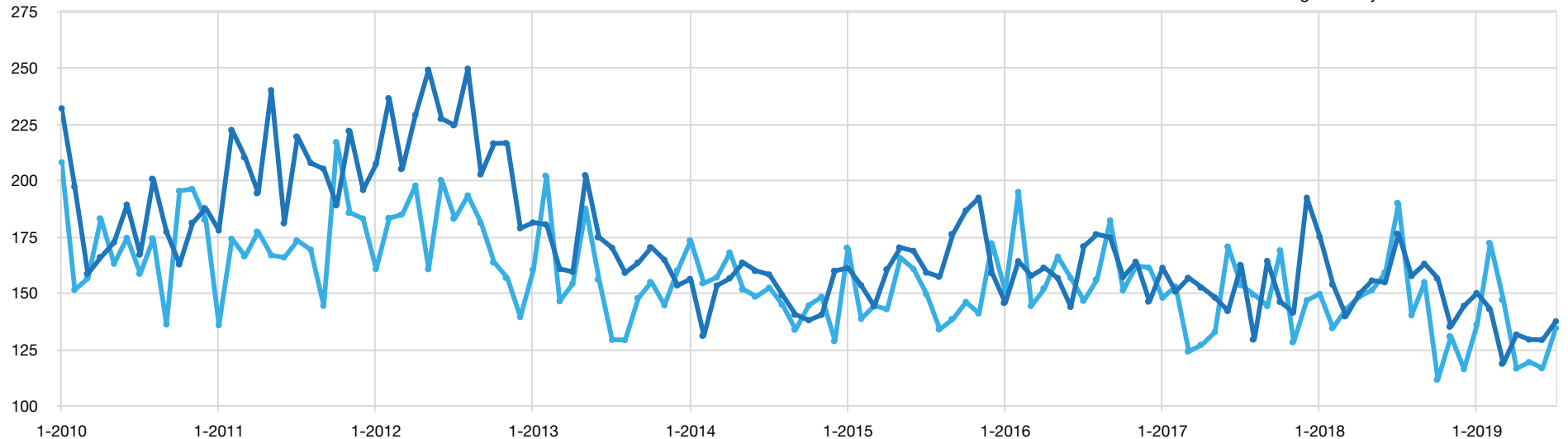
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2018	140	- 6.0%	157	+ 21.7%
Sep-2018	155	+ 7.6%	163	- 0.6%
Oct-2018	111	- 34.3%	156	+ 6.8%
Nov-2018	131	+ 2.3%	135	- 4.3%
Dec-2018	116	- 21.1%	144	- 25.0%
Jan-2019	136	- 8.7%	150	- 14.3%
Feb-2019	172	+ 28.4%	143	- 7.1%
Mar-2019	147	+ 2.8%	118	- 15.1%
Apr-2019	116	- 21.6%	131	- 12.1%
May-2019	119	- 21.2%	129	- 16.8%
Jun-2019	116	- 27.0%	129	- 16.8%
<b>Jul-2019</b>	<b>134</b>	<b>- 29.5%</b>	<b>137</b>	<b>- 22.2%</b>
12-Month Avg*	132	- 13.3%	141	- 10.2%

\* Days on Market for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

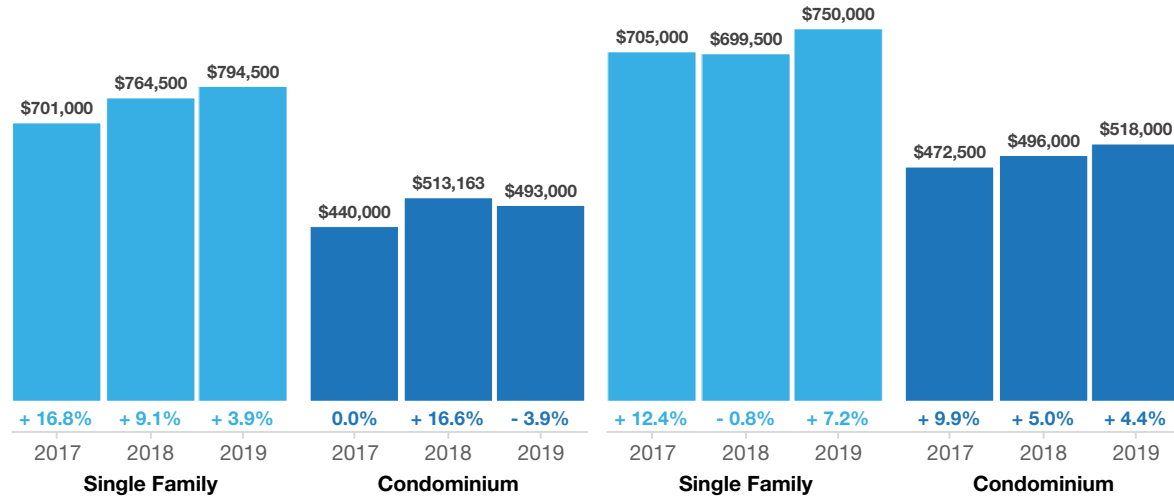


# Median Sales Price

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



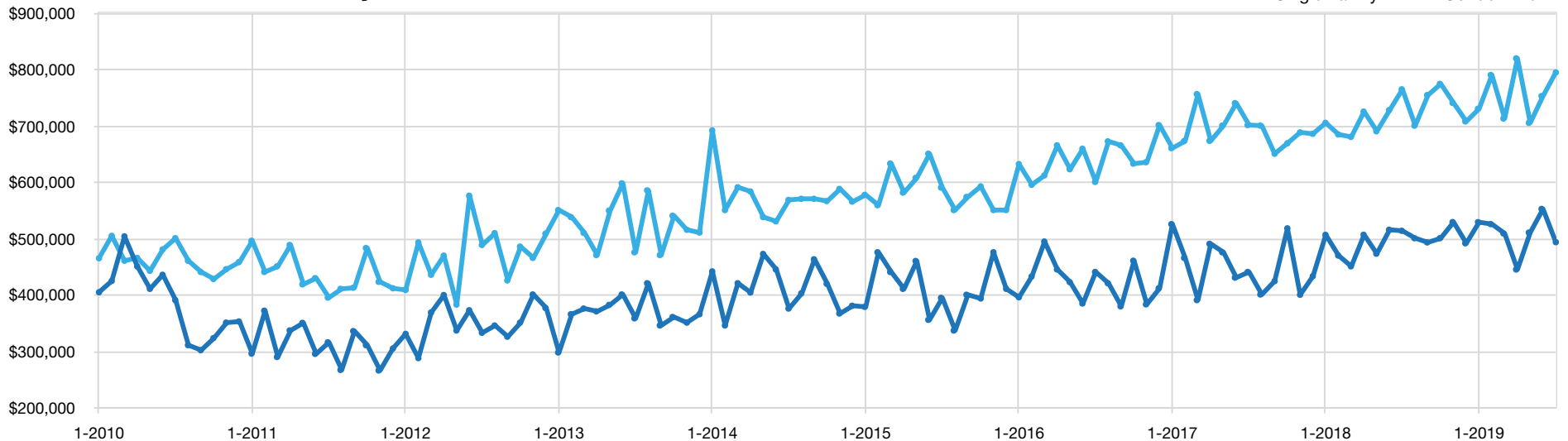
## July



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2018	\$700,000	0.0%	\$500,000	+25.0%
Sep-2018	\$754,248	+16.0%	\$492,500	+16.2%
Oct-2018	\$774,223	+15.8%	\$500,000	-3.4%
Nov-2018	\$740,398	+7.6%	\$528,650	+32.3%
Dec-2018	\$707,500	+3.2%	\$491,000	+13.5%
Jan-2019	\$730,000	+3.5%	\$528,450	+4.4%
Feb-2019	\$790,000	+15.4%	\$525,000	+11.9%
Mar-2019	\$712,718	+4.8%	\$508,500	+13.0%
Apr-2019	\$819,500	+13.0%	\$444,444	-12.2%
May-2019	\$705,000	+2.2%	\$510,000	+7.9%
Jun-2019	\$752,500	+3.4%	\$552,000	+7.2%
<b>Jul-2019</b>	<b>\$794,500</b>	<b>+3.9%</b>	<b>\$493,000</b>	<b>-3.9%</b>
12-Month Avg*	\$740,000	+7.1%	\$510,000	+8.9%

\* Median Sales Price for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



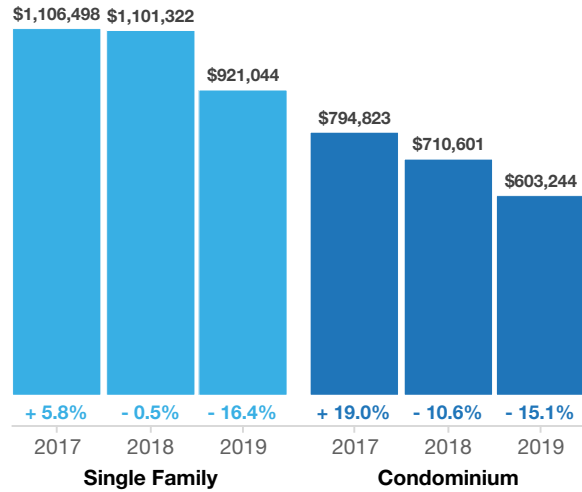


# Average Sales Price

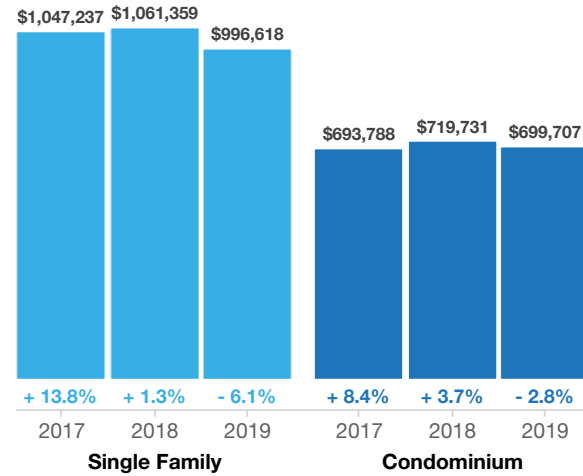
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



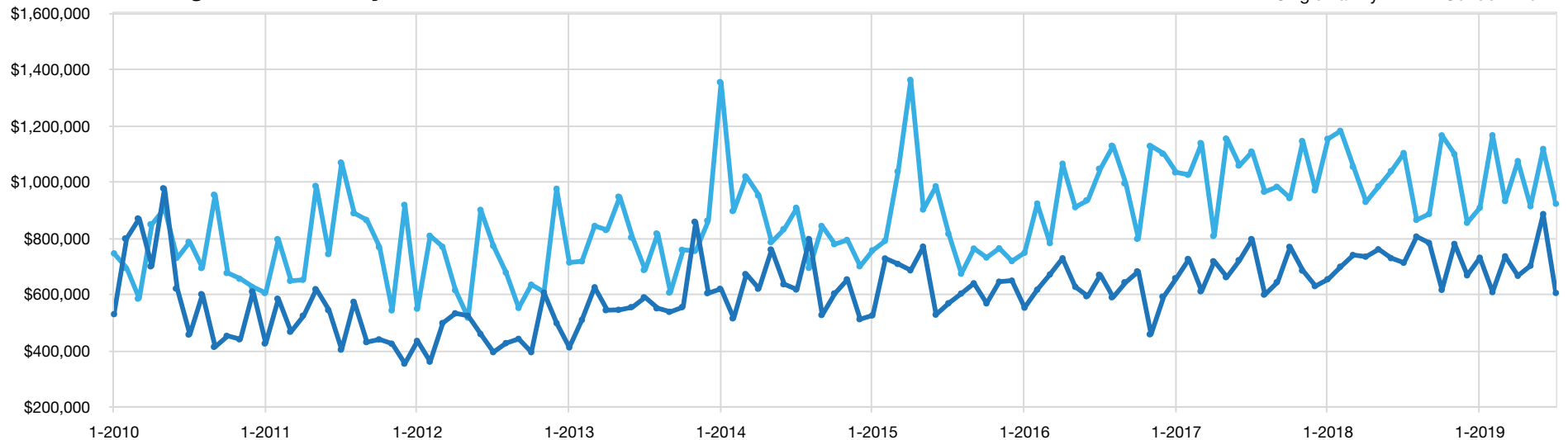
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2018	\$863,491	- 10.4%	\$803,929	+ 34.6%
Sep-2018	\$884,347	- 9.9%	\$781,151	+ 21.8%
Oct-2018	\$1,164,405	+ 23.8%	\$614,119	- 20.0%
Nov-2018	\$1,097,242	- 4.1%	\$777,599	+ 13.8%
Dec-2018	\$853,049	- 11.9%	\$665,926	+ 6.1%
Jan-2019	\$906,450	- 21.3%	\$728,640	+ 11.8%
Feb-2019	\$1,164,686	- 1.3%	\$606,264	- 13.0%
Mar-2019	\$930,529	- 11.6%	\$733,569	- 0.6%
Apr-2019	\$1,072,701	+ 15.7%	\$664,299	- 9.3%
May-2019	\$911,981	- 7.2%	\$700,225	- 7.7%
Jun-2019	\$1,115,965	+ 7.6%	\$883,963	+ 21.6%
<b>Jul-2019</b>	<b>\$921,044</b>	<b>- 16.4%</b>	<b>\$603,244</b>	<b>- 15.1%</b>
12-Month Avg*	\$982,862	- 4.9%	\$711,645	+ 1.8%

\* Avg. Sales Price for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



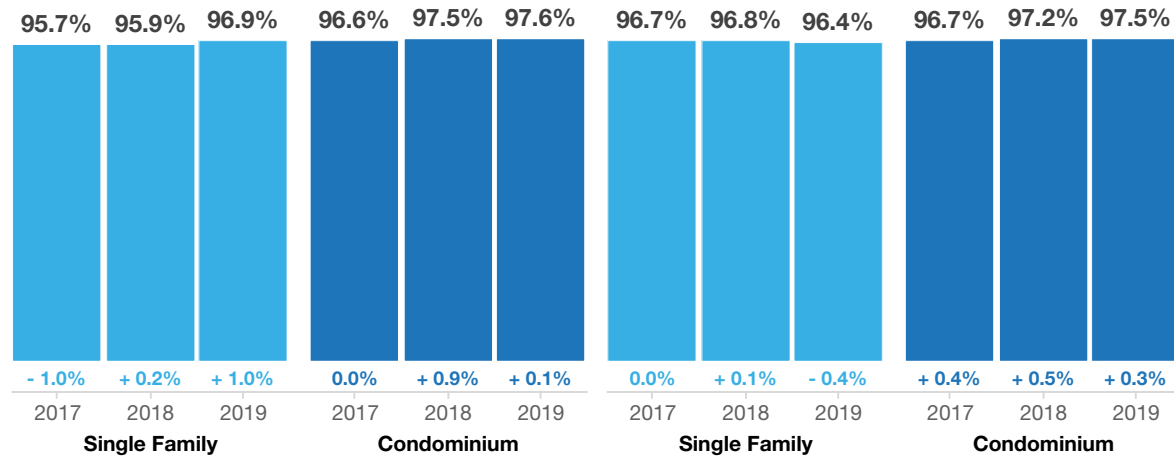
# Percent of List Price Received

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.



## July

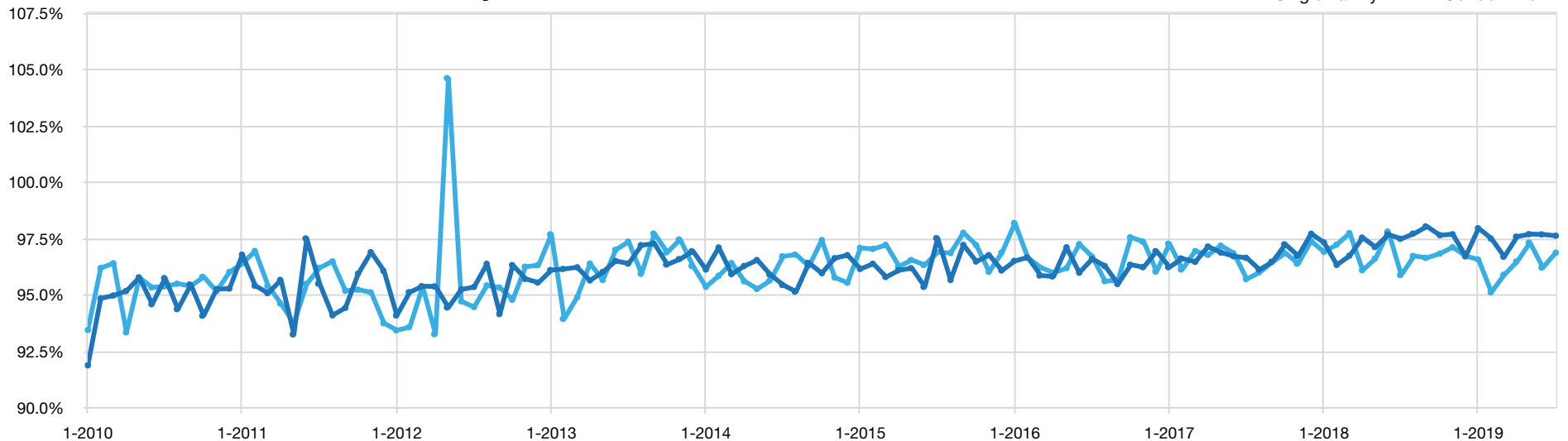
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2018	96.7%	+ 0.7%	97.7%	+ 1.7%
Sep-2018	96.6%	+ 0.2%	98.0%	+ 1.6%
Oct-2018	96.8%	0.0%	97.6%	+ 0.4%
Nov-2018	97.1%	+ 0.7%	97.7%	+ 1.0%
Dec-2018	96.7%	- 0.7%	96.7%	- 1.0%
Jan-2019	96.6%	- 0.3%	97.9%	+ 0.6%
Feb-2019	95.1%	- 2.2%	97.5%	+ 1.2%
Mar-2019	95.9%	- 1.8%	96.7%	0.0%
Apr-2019	96.5%	+ 0.4%	97.6%	+ 0.1%
May-2019	97.3%	+ 0.7%	97.7%	+ 0.6%
Jun-2019	96.2%	- 1.6%	97.7%	0.0%
<b>Jul-2019</b>	<b>96.9%</b>	<b>+ 1.0%</b>	<b>97.6%</b>	<b>+ 0.1%</b>
12-Month Avg*	96.6%	- 0.2%	97.5%	+ 0.5%

\* Pct. of List Price Received for all properties from August 2018 through July 2019. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



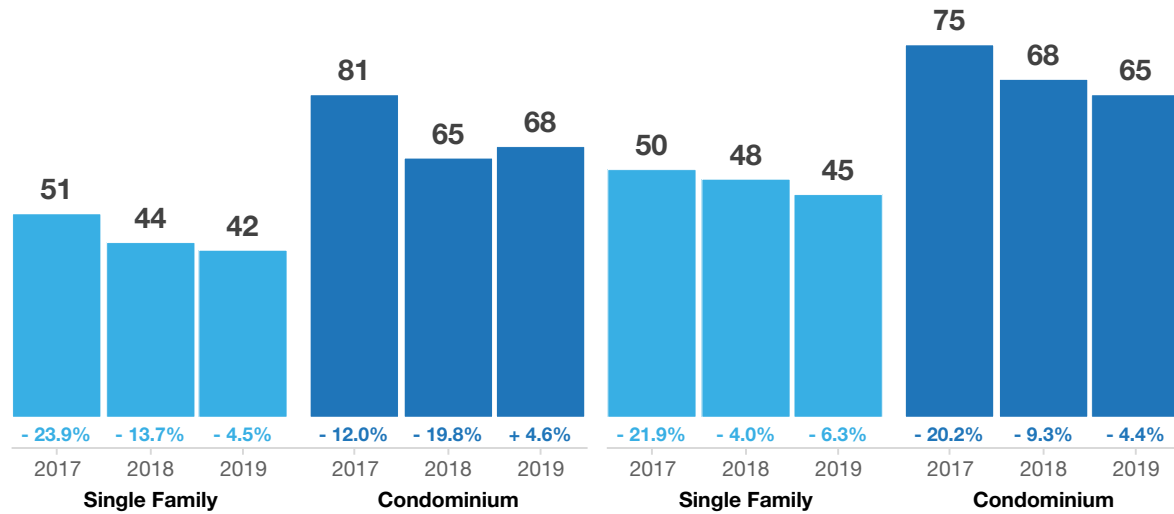
# Housing Affordability Index

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.



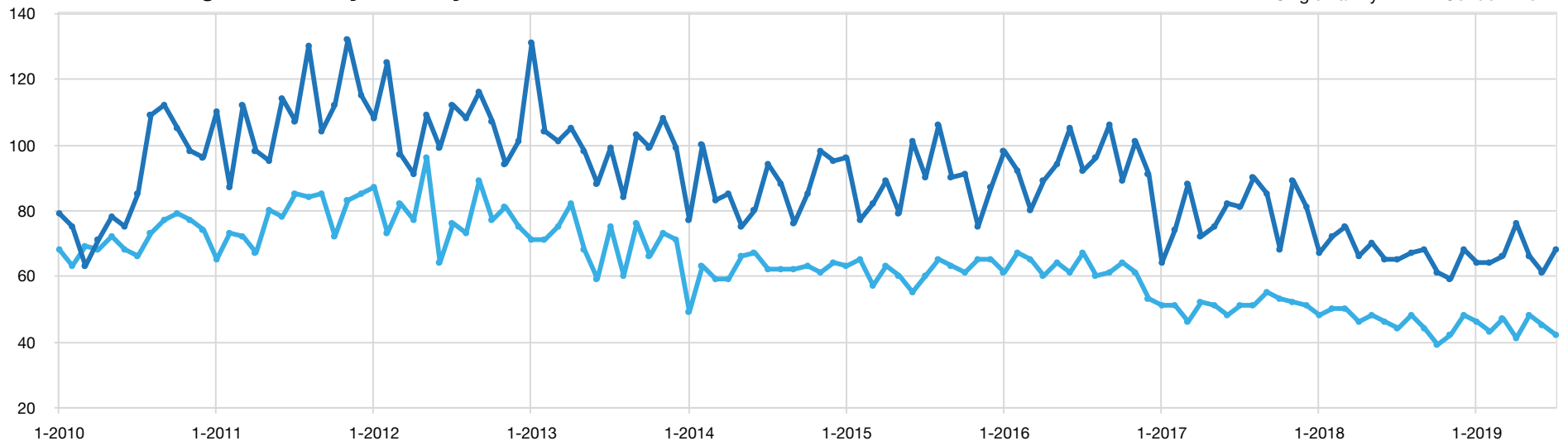
## July

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2018	48	- 5.9%	67	- 25.6%
Sep-2018	44	- 20.0%	68	- 20.0%
Oct-2018	39	- 26.4%	61	- 10.3%
Nov-2018	42	- 19.2%	59	- 33.7%
Dec-2018	48	- 5.9%	68	- 16.0%
Jan-2019	46	- 4.2%	64	- 4.5%
Feb-2019	43	- 14.0%	64	- 11.1%
Mar-2019	47	- 6.0%	66	- 12.0%
Apr-2019	41	- 10.9%	76	+ 15.2%
May-2019	48	0.0%	66	- 5.7%
Jun-2019	45	- 2.2%	61	- 6.2%
<b>Jul-2019</b>	<b>42</b>	<b>- 4.5%</b>	<b>68</b>	<b>+ 4.6%</b>
12-Month Avg	44	- 12.0%	66	- 10.8%

## Historical Housing Affordability Index by Month

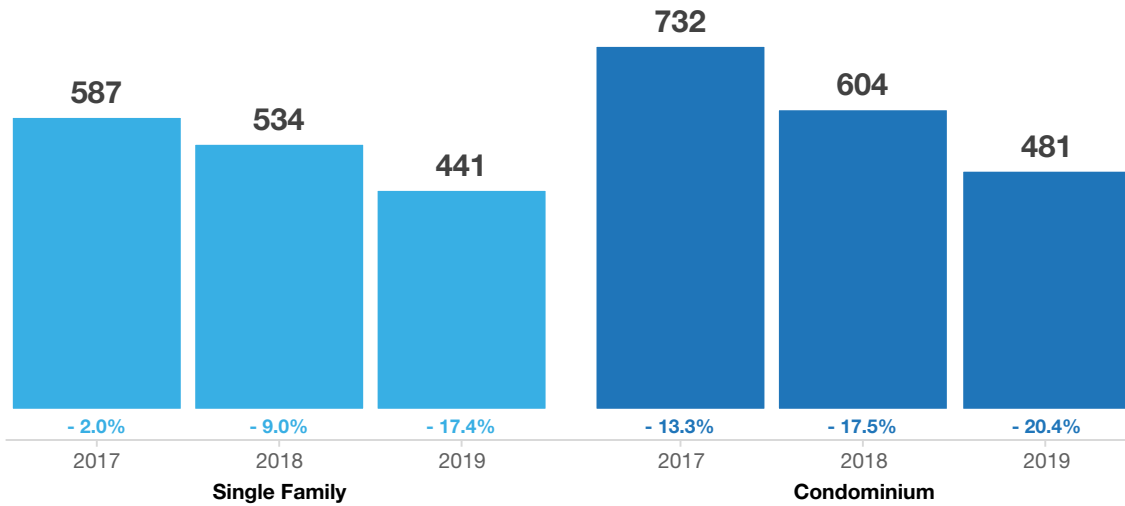


# Inventory of Homes for Sale

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

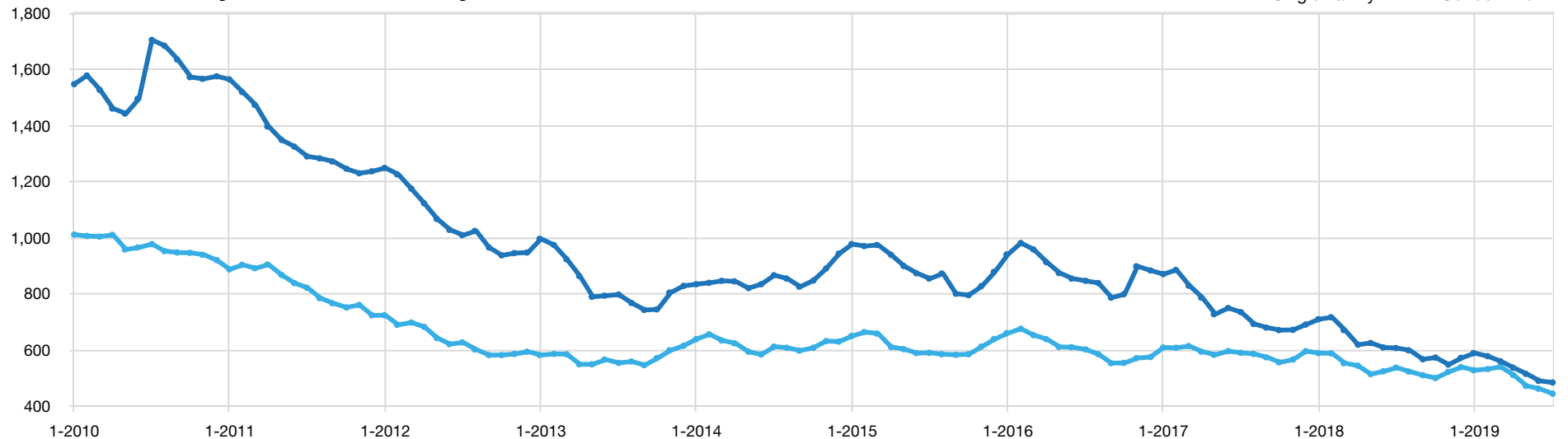


## July



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2018	520	-10.8%	596	-13.6%
Sep-2018	507	-11.2%	564	-16.7%
Oct-2018	497	-10.1%	570	-14.7%
Nov-2018	519	-7.8%	545	-18.5%
Dec-2018	536	-9.6%	569	-17.3%
Jan-2019	525	-10.4%	586	-17.1%
Feb-2019	529	-9.6%	575	-19.5%
Mar-2019	537	-2.4%	557	-16.6%
Apr-2019	508	-6.1%	534	-13.3%
May-2019	469	-8.2%	512	-17.7%
Jun-2019	459	-11.9%	487	-19.6%
<b>Jul-2019</b>	<b>441</b>	<b>-17.4%</b>	<b>481</b>	<b>-20.4%</b>
12-Month Avg	504	-9.7%	548	-17.1%

## Historical Inventory of Homes for Sale by Month

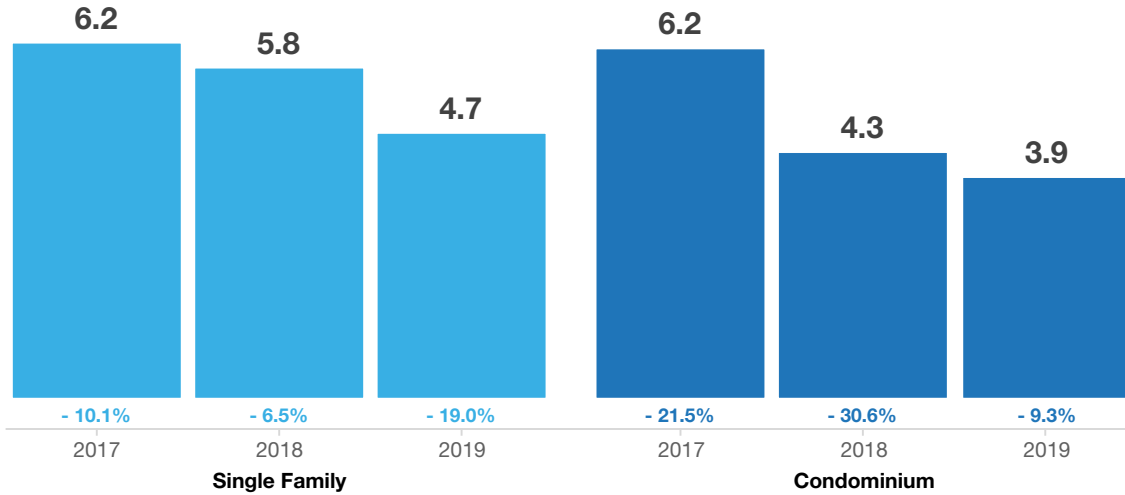


# Months Supply of Inventory

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.



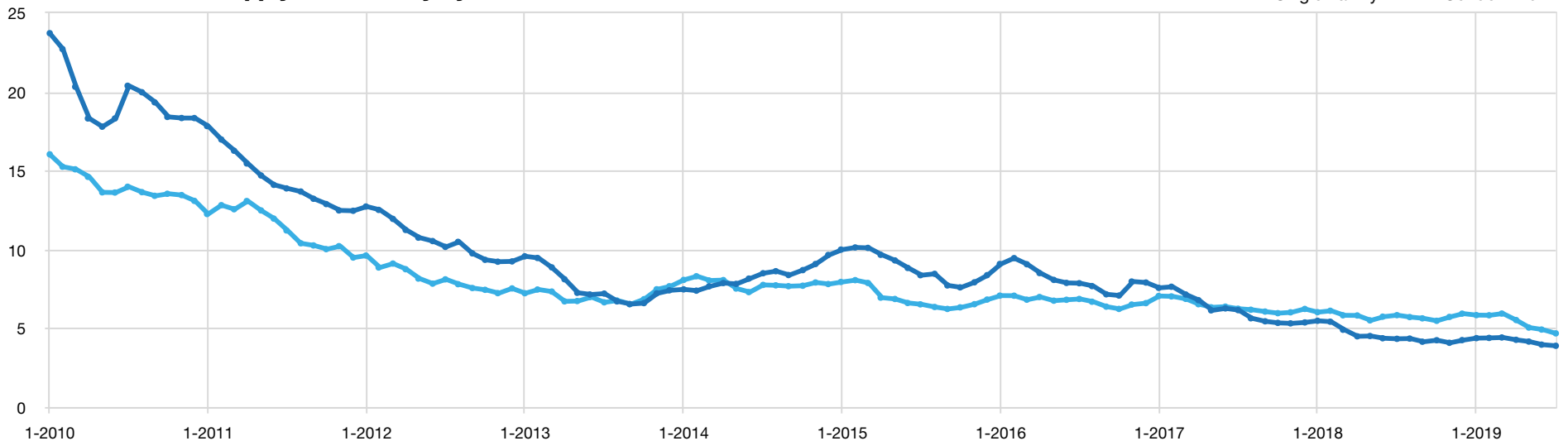
## July



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2018	5.7	- 8.1%	4.3	- 23.2%
Sep-2018	5.6	- 8.2%	4.1	- 24.1%
Oct-2018	5.5	- 8.3%	4.2	- 20.8%
Nov-2018	5.7	- 5.0%	4.1	- 22.6%
Dec-2018	5.9	- 4.8%	4.2	- 22.2%
Jan-2019	5.8	- 3.3%	4.4	- 20.0%
Feb-2019	5.8	- 4.9%	4.4	- 18.5%
Mar-2019	5.9	+ 1.7%	4.4	- 10.2%
Apr-2019	5.5	- 5.2%	4.3	- 4.4%
May-2019	5.0	- 9.1%	4.2	- 6.7%
Jun-2019	4.9	- 14.0%	4.0	- 9.1%
<b>Jul-2019</b>	<b>4.7</b>	<b>- 19.0%</b>	<b>3.9</b>	<b>- 9.3%</b>
12-Month Avg*	5.5	- 7.1%	4.2	- 16.6%

\* Months Supply for all properties from August 2018 through July 2019. 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	7-2018	7-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		332	<b>326</b>	- 1.8%	2,394	<b>2,303</b>	- 3.8%
<b>Pending Sales</b>		227	<b>254</b>	+ 11.9%	1,850	<b>1,764</b>	- 4.6%
<b>Closed Sales</b>		268	<b>260</b>	- 3.0%	1,834	<b>1,699</b>	- 7.4%
<b>Days on Market Until Sale</b>		187	<b>137</b>	- 26.7%	160	<b>136</b>	- 15.0%
<b>Median Sales Price</b>		\$666,150	<b>\$579,500</b>	- 13.0%	\$611,350	<b>\$617,000</b>	+ 0.9%
<b>Average Sales Price</b>		\$867,064	<b>\$712,409</b>	- 17.8%	\$854,682	<b>\$827,598</b>	- 3.2%
<b>Percent of List Price Received</b>		96.5%	<b>97.3%</b>	+ 0.8%	96.9%	<b>96.9%</b>	0.0%
<b>Housing Affordability Index</b>		50	<b>58</b>	+ 16.0%	55	<b>55</b>	0.0%
<b>Inventory of Homes for Sale</b>		1,467	<b>1,236</b>	- 15.7%	—	—	—
<b>Months Supply of Inventory</b>		5.9	<b>5.3</b>	- 10.2%	—	—	—

# Single Family Monthly Sales Volume

July 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	July 2019			June 2019			July 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	15	\$12,530,988	\$762,988	7	\$6,175,000	\$750,000	2	\$1,850,000	\$925,000
Hana	1	\$825,000	\$825,000	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$2,628,750	\$1,314,375	1	\$3,100,000	\$3,100,000	3	\$7,125,000	\$2,050,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	11	\$8,062,000	\$745,000	13	\$8,484,000	\$630,000	16	\$11,904,000	\$690,000
Kapalua	1	\$2,900,000	\$2,900,000	3	\$5,695,000	\$1,995,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	11	\$8,228,888	\$755,000	13	\$24,631,000	\$755,000	17	\$12,641,400	\$725,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	6	\$7,221,000	\$992,000	7	\$9,256,500	\$1,367,500	6	\$7,430,000	\$812,500
Lahaina	5	\$5,798,000	\$900,000	6	\$9,901,000	\$1,025,000	7	\$12,630,000	\$820,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	5	\$3,355,500	\$636,000	7	\$4,633,448	\$585,000	5	\$4,659,000	\$930,000
Maui Meadows	2	\$2,620,000	\$1,310,000	2	\$1,995,000	\$997,500	7	\$9,267,100	\$1,395,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$2,759,000	\$920,000	2	\$2,004,000	\$1,002,000	2	\$1,685,000	\$842,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	3	\$2,980,000	\$800,000	4	\$3,180,000	\$702,500	7	\$6,274,000	\$845,000
Spreckelsville/Paia/Kuau	1	\$1,029,000	\$1,029,000	1	\$1,452,000	\$1,452,000	2	\$1,255,000	\$627,500
Wailea/Makena	2	\$6,195,000	\$3,097,500	2	\$4,155,000	\$2,077,500	7	\$27,371,000	\$2,430,000
Wailuku	12	\$7,700,750	\$634,500	18	\$12,613,000	\$647,500	28	\$19,446,286	\$677,153
Lanai	1	\$1,555,000	\$1,555,000	0	--	--	2	\$1,175,000	\$587,500
Molokai	3	\$978,800	\$260,000	2	\$930,000	\$465,000	3	\$837,969	\$238,000
<b>All MLS</b>	<b>84</b>	<b>\$77,367,676</b>	<b>\$794,500</b>	<b>88</b>	<b>\$98,204,948</b>	<b>\$752,500</b>	<b>114</b>	<b>\$125,550,755</b>	<b>\$764,500</b>

# Condominium Monthly Sales Volume

July 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	July 2019			June 2019			July 2018		
	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	9	\$9,023,000	\$950,000	13	\$14,474,167	\$795,000	11	\$12,365,999	\$915,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	6	\$755,000	\$132,500	2	\$432,000	\$216,000	3	\$578,000	\$135,000
Kapalua	5	\$7,525,000	\$890,000	12	\$36,530,000	\$2,147,500	9	\$12,574,900	\$900,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	78	\$36,644,245	\$446,050	39	\$20,831,850	\$500,000	52	\$24,237,675	\$388,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	14	\$8,487,540	\$617,045	5	\$2,386,360	\$545,000	10	\$6,781,500	\$585,000
Maalaea	0	--	--	4	\$1,583,000	\$329,000	3	\$1,725,000	\$565,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	23	\$11,491,000	\$520,000	21	\$8,303,049	\$470,000	20	\$9,663,500	\$424,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,165,000	\$582,500	2	\$1,240,000	\$620,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	1	\$510,000	\$510,000	1	\$372,000	\$372,000
Wailea/Makena	11	\$16,727,000	\$1,280,000	15	\$18,233,000	\$1,180,000	20	\$26,479,474	\$1,309,817
Wailuku	9	\$3,746,000	\$410,000	8	\$3,320,000	\$431,250	8	\$3,177,825	\$373,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	2	\$352,000	\$176,000	0	--	--	1	\$107,000	\$107,000
<b>All MLS</b>	<b>159</b>	<b>\$95,915,785</b>	<b>\$493,000</b>	<b>122</b>	<b>\$107,843,426</b>	<b>\$552,000</b>	<b>138</b>	<b>\$98,062,873</b>	<b>\$513,163</b>



# Land Monthly Sales Volume

July 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	July 2019			June 2019			July 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$930,000	\$465,000	6	\$2,824,750	\$378,000	3	\$1,186,700	\$445,000
Hana	0	--	--	0	--	--	1	\$250,000	\$250,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	1	\$400,000	\$400,000	0	--	--
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	1	\$2,195,000	\$2,195,000
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	1	\$275,000	\$275,000	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	1	\$900,000	\$900,000	0	--	--	1	\$325,000	\$325,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	2	\$1,650,000	\$825,000	2	\$975,000	\$487,500	1	\$850,000	\$850,000
Lahaina	0	--	--	0	--	--	1	\$1,055,000	\$1,055,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	2	\$885,000	\$442,500	1	\$1,065,000	\$1,065,000	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	1	\$575,000	\$575,000
Pukalani	0	--	--	1	\$387,000	\$387,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	1	\$1,600,000	\$1,600,000	0	--	--
Wailea/Makena	5	\$4,818,000	\$925,000	2	\$14,450,000	\$7,225,000	0	--	--
Wailuku	4	\$2,485,000	\$482,500	1	\$0	--	6	\$2,282,850	\$277,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	0	--	--	1	\$182,500	\$182,500	1	\$40,000	\$40,000
<b>All MLS</b>	<b>17</b>	<b>\$11,943,000</b>	<b>\$540,000</b>	<b>16</b>	<b>\$21,884,250</b>	<b>\$425,000</b>	<b>16</b>	<b>\$8,759,550</b>	<b>\$395,000</b>

# Single Family Sales – Year to Date

July 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-19 YTD Sales	Jul-18 YTD Sales	Unit Change	Percent Change	Jul-19 YTD Average	Jul-18 YTD Average	Dollar Change	Percent Change	Jul-19 YTD Median	Jul-18 YTD Median	Dollar Change	Percent Change	Jul-19 YTD Volume	Jul-18 YTD Volume	Dollar Change	Percent Change
Haiku	58	50	+8	+16.0%	\$852,050	\$904,230	-\$52,180	-5.8%	\$778,500	\$770,000	+\$8,500	+1.1%	\$49,418,888	\$45,211,500	+\$4,207,388	+9.3%
Hana	5	12	-7	-58.3%	\$1,181,335	\$1,113,333	+\$68,002	+6.1%	\$786,677	\$742,500	+\$44,177	+5.9%	\$5,906,677	\$13,359,995	-\$7,453,318	-55.8%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	14	24	-10	-41.7%	\$1,891,411	\$2,067,925	-\$176,514	-8.5%	\$1,489,500	\$1,762,250	-\$272,750	-15.5%	\$26,479,750	\$49,630,202	-\$23,150,452	-46.6%
Kahakuloa	0	1	-1	-100.0%	--	\$890,000	--	--	--	\$890,000	--	--	\$0	\$890,000	-\$890,000	-100.0%
Kahului	73	98	-25	-25.5%	\$671,527	\$683,380	-\$11,853	-1.7%	\$660,000	\$679,500	-\$19,500	-2.9%	\$49,021,500	\$66,971,240	-\$17,949,740	-26.8%
Kapalua	12	6	+6	+100.0%	\$2,358,668	\$4,382,217	-\$2,023,548	-46.2%	\$2,450,000	\$3,000,025	-\$550,025	-18.3%	\$28,304,020	\$26,293,300	+\$2,010,720	+7.6%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	94	105	-11	-10.5%	\$995,558	\$995,577	-\$19	-0.0%	\$793,005	\$675,000	+\$118,005	+17.5%	\$93,582,448	\$104,535,592	-\$10,953,144	-10.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	41	40	+1	+2.5%	\$1,119,509	\$1,113,146	+\$6,363	+0.6%	\$1,105,000	\$987,000	+\$118,000	+12.0%	\$45,899,888	\$44,525,849	+\$1,374,039	+3.1%
Lahaina	38	42	-4	-9.5%	\$1,505,816	\$1,788,390	-\$282,575	-15.8%	\$837,000	\$835,000	+\$2,000	+0.2%	\$57,220,999	\$75,112,400	-\$17,891,401	-23.8%
Maalaea	0	1	-1	-100.0%	--	\$2,000,000	--	--	--	\$2,000,000	--	--	\$0	\$2,000,000	-\$2,000,000	-100.0%
Makawao/Olinda/Haliimaile	42	31	+11	+35.5%	\$879,859	\$753,982	+\$125,876	+16.7%	\$674,000	\$670,950	+\$3,050	+0.5%	\$36,954,077	\$23,373,457	+\$13,580,620	+58.1%
Maui Meadows	13	23	-10	-43.5%	\$1,452,692	\$1,241,765	+\$210,927	+17.0%	\$1,400,000	\$1,341,000	+\$59,000	+4.4%	\$18,885,000	\$28,560,600	-\$9,675,600	-33.9%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	21	17	+4	+23.5%	\$1,325,940	\$1,117,647	+\$208,293	+18.6%	\$950,000	\$948,000	+\$2,000	+0.2%	\$27,844,743	\$19,000,000	+\$8,844,743	+46.6%
Olowalu	0	1	-1	-100.0%	--	\$1,360,000	--	--	--	\$1,360,000	--	--	\$0	\$1,360,000	-\$1,360,000	-100.0%
Pukalani	33	24	+9	+37.5%	\$787,148	\$737,571	+\$49,578	+6.7%	\$743,000	\$727,500	+\$15,500	+2.1%	\$25,975,900	\$17,701,700	+\$8,274,200	+46.7%
Spreckelsville/Paia/Kuau	8	17	-9	-52.9%	\$1,202,891	\$1,154,610	+\$48,280	+4.2%	\$1,233,563	\$615,000	+\$618,563	+100.6%	\$9,623,125	\$19,628,375	-\$10,005,250	-51.0%
Wailea/Makena	18	22	-4	-18.2%	\$2,793,636	\$3,774,818	-\$981,182	-26.0%	\$1,947,500	\$2,315,000	-\$367,500	-15.9%	\$50,285,450	\$83,046,000	-\$32,760,550	-39.4%
Wailuku	123	149	-26	-17.4%	\$664,834	\$639,741	+\$25,093	+3.9%	\$649,000	\$642,773	+\$6,227	+1.0%	\$81,774,622	\$95,321,453	-\$13,546,831	-14.2%
Lanai	7	12	-5	-41.7%	\$604,286	\$602,333	+\$1,952	+0.3%	\$450,000	\$510,000	-\$60,000	-11.8%	\$4,230,000	\$7,228,000	-\$2,998,000	-41.5%
Molokai	22	16	+6	+37.5%	\$385,864	\$603,086	-\$217,222	-36.0%	\$280,000	\$376,000	-\$96,000	-25.5%	\$8,489,000	\$9,649,369	-\$1,160,369	-12.0%
All MLS	622	691	-69	-10.0%	\$996,618	\$1,061,359	-\$64,741	-6.1%	\$750,000	\$699,500	+\$50,500	+7.2%	\$619,896,087	\$733,399,032	-\$113,502,945	-15.5%

# Total Condominium Sales – Year to Date

July 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-19 YTD Sales	Jul-18 YTD Sales	Unit Change	Percent Change	Jul-19 YTD Average	Jul-18 YTD Average	Dollar Change	Percent Change	Jul-19 YTD Median	Jul-18 YTD Median	Dollar Change	Percent Change	Jul-19 YTD Volume	Jul-18 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	81	101	-20	-19.8%	\$1,137,406	\$1,075,816	+\$61,591	+5.7%	\$935,000	\$829,000	+\$106,000	+12.8%	\$92,129,917	\$108,657,387	-\$16,527,470	-15.2%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	21	20	+1	+5.0%	\$169,226	\$151,550	+\$17,676	+11.7%	\$140,000	\$120,175	+\$19,825	+16.5%	\$3,553,750	\$3,031,000	+\$522,750	+17.2%
Kapalua	39	35	+4	+11.4%	\$2,107,782	\$1,858,773	+\$249,010	+13.4%	\$900,000	\$966,500	-\$66,500	-6.9%	\$82,203,500	\$65,057,038	+\$17,146,462	+26.4%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	396	373	+23	+6.2%	\$519,416	\$484,603	+\$34,812	+7.2%	\$440,000	\$407,000	+\$33,000	+8.1%	\$205,688,633	\$180,757,051	+\$24,931,582	+13.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	62	48	+14	+29.2%	\$523,263	\$611,469	-\$88,206	-14.4%	\$537,500	\$509,700	+\$27,800	+5.5%	\$32,442,296	\$29,350,526	+\$3,091,770	+10.5%
Maalaea	19	30	-11	-36.7%	\$456,026	\$426,783	+\$29,243	+6.9%	\$437,000	\$422,500	+\$14,500	+3.4%	\$8,664,500	\$12,803,500	-\$4,139,000	-32.3%
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	158	143	+15	+10.5%	\$461,773	\$481,222	-\$19,450	-4.0%	\$460,000	\$430,500	+\$29,500	+6.9%	\$72,960,064	\$68,814,794	+\$4,145,270	+6.0%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	5	5	0	0.0%	\$610,000	\$607,200	+\$2,800	+0.5%	\$615,000	\$601,000	+\$14,000	+2.3%	\$3,050,000	\$3,036,000	+\$14,000	+0.5%
Spreckelsville/Paia/Kuau	3	2	+1	+50.0%	\$413,667	\$373,500	+\$40,167	+10.8%	\$370,000	\$373,500	-\$3,500	-0.9%	\$1,241,000	\$747,000	+\$494,000	+66.1%
Wailea/Makena	94	148	-54	-36.5%	\$1,470,804	\$1,458,104	+\$12,701	+0.9%	\$1,235,000	\$1,149,950	+\$85,050	+7.4%	\$138,255,601	\$215,799,334	-\$77,543,733	-35.9%
Wailuku	77	96	-19	-19.8%	\$462,615	\$384,610	+\$78,005	+20.3%	\$500,000	\$386,784	+\$113,217	+29.3%	\$35,621,345	\$36,922,542	-\$1,301,197	-3.5%
Lanai	1	0	+1	--	\$155,000	--	--	--	\$155,000	--	--	--	\$155,000	\$0	+\$155,000	--
Molokai	13	8	+5	+62.5%	\$157,704	\$154,063	+\$3,642	+2.4%	\$150,000	\$149,000	+\$1,000	+0.7%	\$2,050,155	\$1,232,500	+\$817,655	+66.3%
<b>All MLS</b>	<b>969</b>	<b>1,009</b>	<b>-40</b>	<b>-4.0%</b>	<b>\$699,707</b>	<b>\$719,731</b>	<b>-\$20,024</b>	<b>-2.8%</b>	<b>\$518,000</b>	<b>\$496,000</b>	<b>+\$22,000</b>	<b>+4.4%</b>	<b>\$678,015,761</b>	<b>\$726,208,672</b>	<b>-\$48,192,911</b>	<b>-6.6%</b>

# Fee Simple Condominium Sales – Year to Date

July 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-19 YTD Sales	Jul-18 YTD Sales	Unit Change	Percent Change	Jul-19 YTD Average	Jul-18 YTD Average	Dollar Change	Percent Change	Jul-19 YTD Median	Jul-18 YTD Median	Dollar Change	Percent Change	Jul-19 YTD Volume	Jul-18 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	75	90	-15	-16.7%	\$1,192,452	\$1,163,460	+\$28,992	+2.5%	\$957,000	\$877,500	+\$79,500	+9.1%	\$89,433,917	\$104,711,387	-\$15,277,470	-14.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	21	20	+1	+5.0%	\$169,226	\$151,550	+\$17,676	+11.7%	\$140,000	\$120,175	+\$19,825	+16.5%	\$3,553,750	\$3,031,000	+\$522,750	+17.2%
Kapalua	39	35	+4	+11.4%	\$2,107,782	\$1,858,773	+\$249,010	+13.4%	\$900,000	\$966,500	-\$66,500	-6.9%	\$82,203,500	\$65,057,038	+\$17,146,462	+26.4%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	393	368	+25	+6.8%	\$520,126	\$486,094	+\$34,032	+7.0%	\$440,000	\$407,000	+\$33,000	+8.1%	\$204,409,633	\$178,882,751	+\$25,526,882	+14.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	62	44	+18	+40.9%	\$523,263	\$652,077	-\$128,814	-19.8%	\$537,500	\$522,500	+\$15,000	+2.9%	\$32,442,296	\$28,691,400	+\$3,750,896	+13.1%
Maalaea	12	20	-8	-40.0%	\$506,625	\$498,225	+\$8,400	+1.7%	\$496,000	\$477,500	+\$18,500	+3.9%	\$6,079,500	\$9,964,500	-\$3,885,000	-39.0%
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	136	130	+6	+4.6%	\$506,938	\$501,675	+\$5,262	+1.0%	\$477,390	\$450,000	+\$27,390	+6.1%	\$68,943,515	\$65,217,794	+\$3,725,721	+5.7%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	5	5	0	0.0%	\$610,000	\$607,200	+\$2,800	+0.5%	\$615,000	\$601,000	+\$14,000	+2.3%	\$3,050,000	\$3,036,000	+\$14,000	+0.5%
Spreckelsville/Paia/Kuau	3	2	+1	+50.0%	\$413,667	\$373,500	+\$40,167	+10.8%	\$370,000	\$373,500	-\$3,500	-0.9%	\$1,241,000	\$747,000	+\$494,000	+66.1%
Wailea/Makena	94	148	-54	-36.5%	\$1,470,804	\$1,458,104	+\$12,701	+0.9%	\$1,235,000	\$1,149,950	+\$85,050	+7.4%	\$138,255,601	\$215,799,334	-\$77,543,733	-35.9%
Wailuku	77	96	-19	-19.8%	\$462,615	\$384,610	+\$78,005	+20.3%	\$500,000	\$386,784	+\$113,217	+29.3%	\$35,621,345	\$36,922,542	-\$1,301,197	-3.5%
Lanai	1	0	+1	--	\$155,000	--	--	--	\$155,000	--	--	--	\$155,000	\$0	+\$155,000	--
Molokai	12	7	+5	+71.4%	\$165,296	\$168,357	-\$3,061	-1.8%	\$150,000	\$158,000	-\$8,000	-5.1%	\$1,983,555	\$1,178,500	+\$805,055	+68.3%
<b>All MLS</b>	<b>930</b>	<b>965</b>	<b>-35</b>	<b>-3.6%</b>	<b>\$717,605</b>	<b>\$739,108</b>	<b>-\$21,503</b>	<b>-2.9%</b>	<b>\$525,000</b>	<b>\$505,000</b>	<b>+\$20,000</b>	<b>+4.0%</b>	<b>\$667,372,612</b>	<b>\$713,239,246</b>	<b>-\$45,866,634</b>	<b>-6.4%</b>

# Leasehold Condominium Sales – Year to Date

July 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-19 YTD Sales	Jul-18 YTD Sales	Unit Change	Percent Change	Jul-19 YTD Average	Jul-18 YTD Average	Dollar Change	Percent Change	Jul-19 YTD Median	Jul-18 YTD Median	Dollar Change	Percent Change	Jul-19 YTD Volume	Jul-18 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	6	11	-5	-45.5%	\$449,333	\$358,727	+\$90,606	+25.3%	\$325,500	\$275,000	+\$50,500	+18.4%	\$2,696,000	\$3,946,000	-\$1,250,000	-31.7%
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	3	5	-2	-40.0%	\$426,333	\$374,860	+\$51,473	+13.7%	\$440,000	\$375,000	+\$65,000	+17.3%	\$1,279,000	\$1,874,300	-\$595,300	-31.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	4	-4	-100.0%	--	\$164,782	--	--	--	\$164,313	--	--	\$0	\$659,126	-\$659,126	-100.0%
Maalaea	7	10	-3	-30.0%	\$369,286	\$283,900	+\$85,386	+30.1%	\$325,000	\$252,500	+\$72,500	+28.7%	\$2,585,000	\$2,839,000	-\$254,000	-8.9%
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	22	13	+9	+69.2%	\$182,570	\$276,692	-\$94,122	-34.0%	\$152,500	\$147,500	+\$5,000	+3.4%	\$4,016,549	\$3,597,000	+\$419,549	+11.7%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	1	1	0	0.0%	\$66,600	\$54,000	+\$12,600	+23.3%	\$66,600	\$54,000	+\$12,600	+23.3%	\$66,600	\$54,000	+\$12,600	+23.3%
<b>All MLS</b>	<b>39</b>	<b>44</b>	<b>-5</b>	<b>-11.4%</b>	<b>\$272,901</b>	<b>\$294,760</b>	<b>-\$21,858</b>	<b>-7.4%</b>	<b>\$175,000</b>	<b>\$250,000</b>	<b>-\$75,000</b>	<b>-30.0%</b>	<b>\$10,643,149</b>	<b>\$12,969,426</b>	<b>-\$2,326,277</b>	<b>-17.9%</b>

# Land Sales – Year to Date

July 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-19 YTD Sales	Jul-18 YTD Sales	Unit Change	Percent Change	Jul-19 YTD Average	Jul-18 YTD Average	Dollar Change	Percent Change	Jul-19 YTD Median	Jul-18 YTD Median	Dollar Change	Percent Change	Jul-19 YTD Volume	Jul-18 YTD Volume	Dollar Change	Percent Change
Haiku	22	37	-15	-40.5%	\$448,131	\$582,024	-\$133,894	-23.0%	\$462,625	\$475,000	-\$12,375	-2.6%	\$9,858,875	\$21,534,900	-\$11,676,025	-54.2%
Hana	6	6	0	0.0%	\$669,500	\$457,500	+\$212,000	+46.3%	\$647,500	\$417,500	+\$230,000	+55.1%	\$4,017,000	\$2,745,000	+\$1,272,000	+46.3%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	6	5	+1	+20.0%	\$805,417	\$693,950	+\$111,467	+16.1%	\$860,000	\$812,250	+\$47,750	+5.9%	\$4,832,500	\$3,469,750	+\$1,362,750	+39.3%
Kahakuloa	1	0	+1	--	\$360,000	--	--	--	\$360,000	--	--	--	\$360,000	\$0	+\$360,000	--
Kahului	0	1	-1	-100.0%	--	\$2,195,000	--	--	--	\$2,195,000	--	--	\$0	\$2,195,000	-\$2,195,000	-100.0%
Kapalua	2	0	+2	--	\$1,575,000	--	--	--	\$1,575,000	--	--	--	\$3,150,000	\$0	+\$3,150,000	--
Kaupo	1	0	+1	--	\$275,000	--	--	--	\$275,000	--	--	--	\$275,000	\$0	+\$275,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	7	8	-1	-12.5%	\$754,100	\$677,500	+\$76,600	+11.3%	\$486,700	\$457,500	+\$29,200	+6.4%	\$5,278,700	\$5,420,000	-\$141,300	-2.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	15	24	-9	-37.5%	\$529,800	\$602,794	-\$72,994	-12.1%	\$410,000	\$587,500	-\$177,500	-30.2%	\$7,947,000	\$14,467,050	-\$6,520,050	-45.1%
Lahaina	6	9	-3	-33.3%	\$1,483,167	\$1,258,500	+\$224,667	+17.9%	\$1,774,500	\$1,500,000	+\$274,500	+18.3%	\$8,899,000	\$11,326,500	-\$2,427,500	-21.4%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	7	3	+4	+133.3%	\$586,143	\$711,300	-\$125,157	-17.6%	\$460,000	\$878,900	-\$418,900	-47.7%	\$4,103,000	\$2,133,900	+\$1,969,100	+92.3%
Maui Meadows	1	1	0	0.0%	\$316,000	\$725,000	-\$409,000	-56.4%	\$316,000	\$725,000	-\$409,000	-56.4%	\$316,000	\$725,000	-\$409,000	-56.4%
Nahiku	0	2	-2	-100.0%	--	\$323,000	--	--	--	\$323,000	--	--	\$0	\$646,000	-\$646,000	-100.0%
Napili/Kahana/Honokowai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Olowalu	0	1	-1	-100.0%	--	\$575,000	--	--	--	\$575,000	--	--	\$0	\$575,000	-\$575,000	-100.0%
Pukalani	5	3	+2	+66.7%	\$498,900	\$339,000	+\$159,900	+47.2%	\$498,750	\$375,000	+\$123,750	+33.0%	\$2,494,500	\$1,017,000	+\$1,477,500	+145.3%
Spreckelsville/Paia/Kuau	1	1	0	0.0%	\$1,600,000	\$2,900,000	-\$1,300,000	-44.8%	\$1,600,000	\$2,900,000	-\$1,300,000	-44.8%	\$1,600,000	\$2,900,000	-\$1,300,000	-44.8%
Wailea/Makena	12	4	+8	+200.0%	\$3,983,708	\$7,612,500	-\$3,628,792	-47.7%	\$937,500	\$7,350,000	-\$6,412,500	-87.2%	\$47,804,500	\$30,450,000	+\$17,354,500	+57.0%
Wailuku	12	15	-3	-20.0%	\$452,394	\$392,622	+\$59,772	+15.2%	\$370,000	\$315,000	+\$55,000	+17.5%	\$4,976,330	\$5,889,325	-\$912,995	-15.5%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	4	14	-10	-71.4%	\$203,333	\$170,279	+\$33,055	+19.4%	\$182,500	\$132,500	+\$50,000	+37.7%	\$720,000	\$2,383,900	-\$1,663,900	-69.8%
<b>All MLS</b>	<b>108</b>	<b>134</b>	<b>-26</b>	<b>-19.4%</b>	<b>\$1,004,928</b>	<b>\$805,062</b>	<b>+\$199,866</b>	<b>+24.8%</b>	<b>\$498,750</b>	<b>\$475,000</b>	<b>+\$23,750</b>	<b>+5.0%</b>	<b>\$106,632,405</b>	<b>\$107,878,325</b>	<b>-\$1,245,920</b>	<b>-1.2%</b>