

# Monthly Indicators



## October 2019

In October, mortgage rates increased slightly from the three-year lows seen in September. While the Federal Reserve reduced the federal-funds target rate by .25%, this decline was widely expected and largely factored into mortgage rates already, which are still approximately 1% lower than this time last year. Fannie Mae is predicting that continued low rates, and possibly lower rates, are expected in 2020.

New Listings increased 8.7 percent for Single Family homes but decreased 9.9 percent for Condominium homes. Pending Sales increased 7.9 percent for Single Family homes but remained flat for Condominium homes. Inventory decreased 8.9 percent for Single Family homes and 18.3 percent for Condominium homes.

Median Sales Price decreased 5.5 percent to \$732,000 for Single Family homes but increased 3.2 percent to \$515,800 for Condominium homes. Days on Market increased 24.3 percent for Single Family homes but decreased 4.5 percent for Condominium homes. Months Supply of Inventory decreased 14.5 percent for Single Family homes and 11.9 percent for Condominium homes.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market.

## Quick Facts

<b>+ 5.9%</b>	<b>+ 14.5%</b>	<b>- 12.3%</b>
Change in Number of <b>Closed Sales</b> All Properties	Change in Number of <b>Median Sales Price</b> All Properties	Change in Number of <b>Homes for Sale</b> 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	10-2018	10-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		126	<b>137</b>	+ 8.7%	1,270	<b>1,323</b>	+ 4.2%
<b>Pending Sales</b>		89	<b>96</b>	+ 7.9%	930	<b>995</b>	+ 7.0%
<b>Closed Sales</b>		88	<b>104</b>	+ 18.2%	968	<b>948</b>	- 2.1%
<b>Days on Market Until Sale</b>		111	<b>138</b>	+ 24.3%	149	<b>135</b>	- 9.4%
<b>Median Sales Price</b>		\$774,223	<b>\$732,000</b>	- 5.5%	\$705,000	<b>\$745,000</b>	+ 5.7%
<b>Average Sales Price</b>		\$1,164,405	<b>\$1,442,323</b>	+ 23.9%	\$1,033,817	<b>\$1,090,952</b>	+ 5.5%
<b>Percent of List Price Received</b>		96.8%	<b>97.4%</b>	+ 0.6%	96.8%	<b>96.6%</b>	- 0.2%
<b>Housing Affordability Index</b>		39	<b>46</b>	+ 17.9%	43	<b>45</b>	+ 4.7%
<b>Inventory of Homes for Sale</b>		497	<b>453</b>	- 8.9%	—	—	—
<b>Months Supply of Inventory</b>		5.5	<b>4.7</b>	- 14.5%	—	—	—

# Condominium Market Overview

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



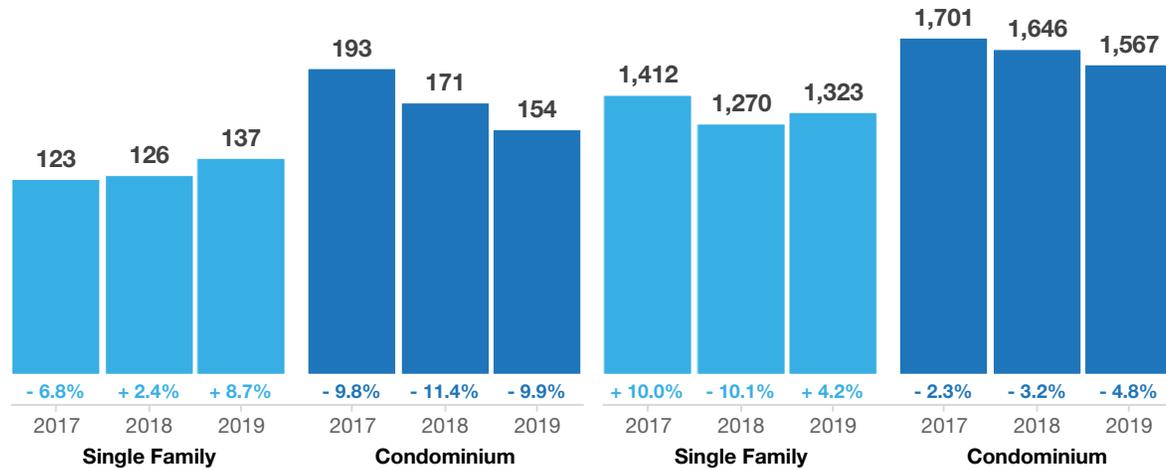
Key Metrics	Historical Sparkbars	10-2018	10-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		171	<b>154</b>	- 9.9%	1,646	<b>1,567</b>	- 4.8%
<b>Pending Sales</b>		120	<b>120</b>	0.0%	1,401	<b>1,290</b>	- 7.9%
<b>Closed Sales</b>		134	<b>132</b>	- 1.5%	1,415	<b>1,340</b>	- 5.3%
<b>Days on Market Until Sale</b>		156	<b>149</b>	- 4.5%	158	<b>134</b>	- 15.2%
<b>Median Sales Price</b>		\$500,000	<b>\$515,800</b>	+ 3.2%	\$499,000	<b>\$518,000</b>	+ 3.8%
<b>Average Sales Price</b>		\$614,119	<b>\$735,611</b>	+ 19.8%	\$723,935	<b>\$703,764</b>	- 2.8%
<b>Percent of List Price Received</b>		97.6%	<b>98.3%</b>	+ 0.7%	97.4%	<b>97.6%</b>	+ 0.2%
<b>Housing Affordability Index</b>		61	<b>65</b>	+ 6.6%	61	<b>65</b>	+ 6.6%
<b>Inventory of Homes for Sale</b>		573	<b>468</b>	- 18.3%	—	—	—
<b>Months Supply of Inventory</b>		4.2	<b>3.7</b>	- 11.9%	—	—	—

# New Listings

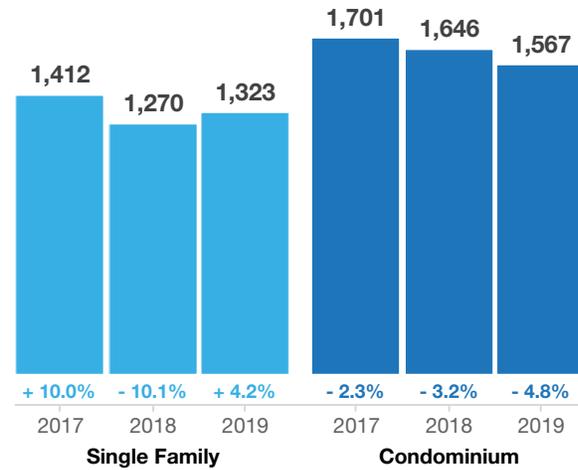
A count of the properties that have been newly listed on the market in a given month.



## October

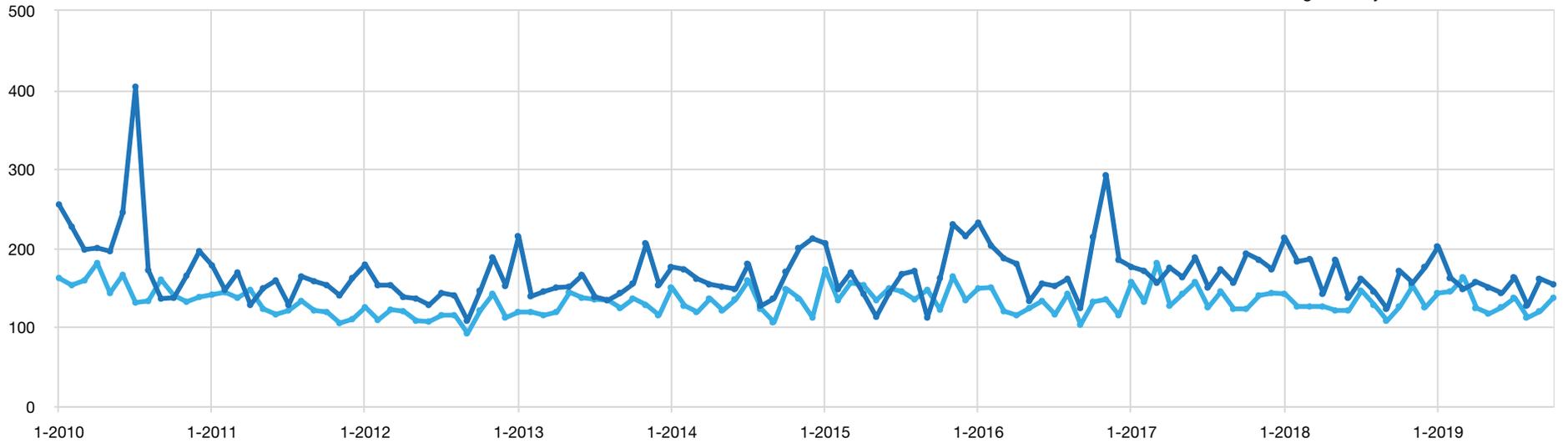


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-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%	162	- 11.5%
Mar-2019	163	+ 29.4%	148	- 20.4%
Apr-2019	124	- 1.6%	157	+ 10.6%
May-2019	117	- 3.3%	150	- 18.9%
Jun-2019	125	+ 3.3%	143	+ 4.4%
Jul-2019	137	- 6.2%	163	+ 1.2%
Aug-2019	112	- 12.5%	127	- 12.4%
Sep-2019	120	+ 11.1%	161	+ 30.9%
<b>Oct-2019</b>	<b>137</b>	<b>+ 8.7%</b>	<b>154</b>	<b>- 9.9%</b>
12-Month Avg	133	+ 3.1%	158	- 5.4%

## Historical New Listings by Month

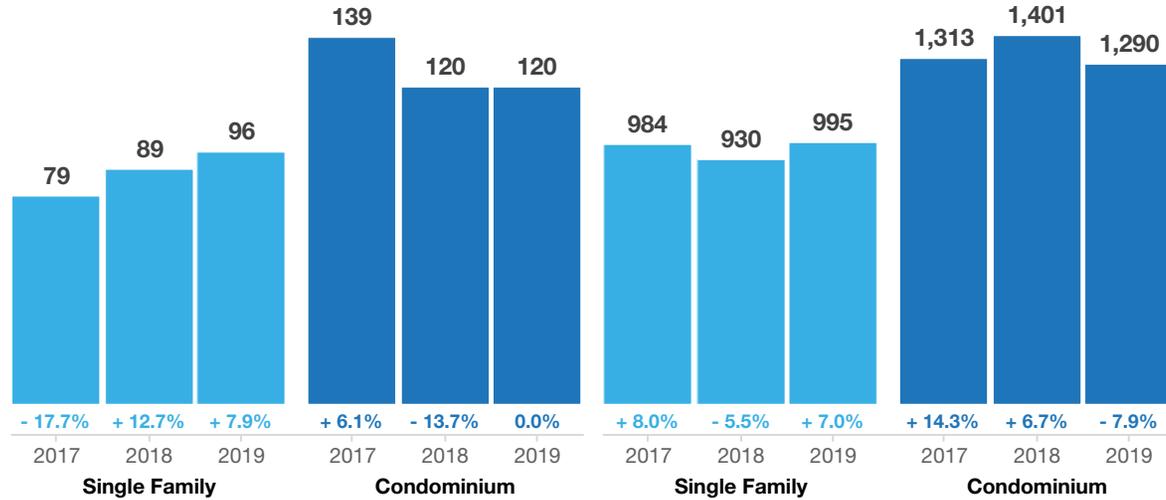


# Pending Sales

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

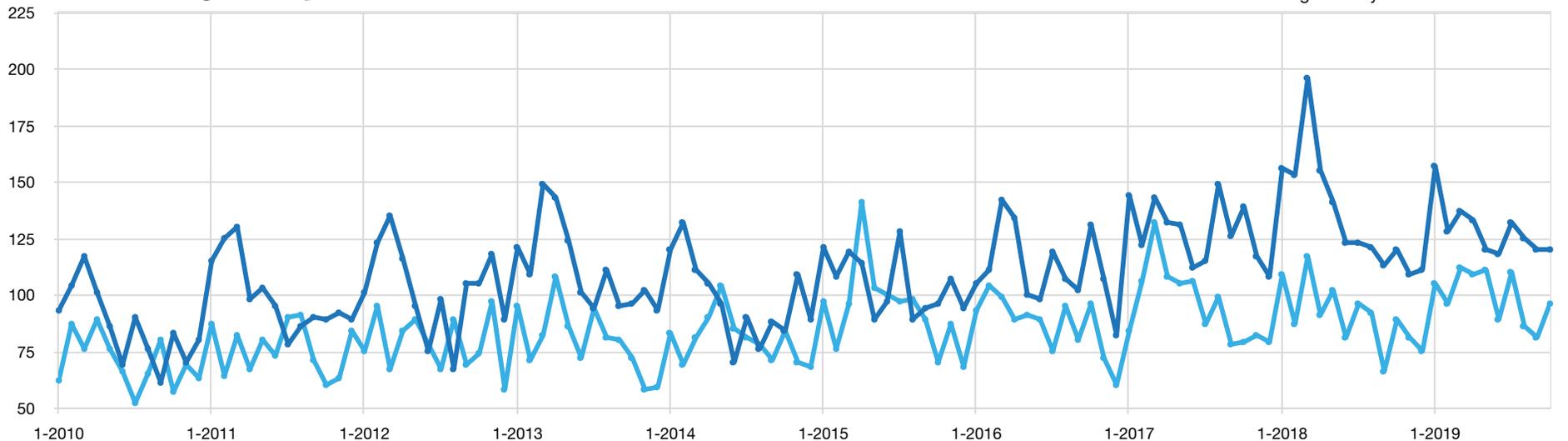


## October



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-2018	81	-1.2%	109	-6.8%
Dec-2018	75	-5.1%	111	+2.8%
Jan-2019	105	-3.7%	157	+0.6%
Feb-2019	96	+10.3%	128	-16.3%
Mar-2019	112	-4.3%	137	-30.1%
Apr-2019	109	+19.8%	133	-14.2%
May-2019	111	+8.8%	120	-14.9%
Jun-2019	89	+9.9%	118	-4.1%
Jul-2019	110	+14.6%	132	+7.3%
Aug-2019	86	-6.5%	125	+3.3%
Sep-2019	81	+22.7%	120	+6.2%
<b>Oct-2019</b>	<b>96</b>	<b>+7.9%</b>	<b>120</b>	<b>0.0%</b>
12-Month Avg	96	+5.5%	126	-7.4%

## Historical Pending Sales by Month

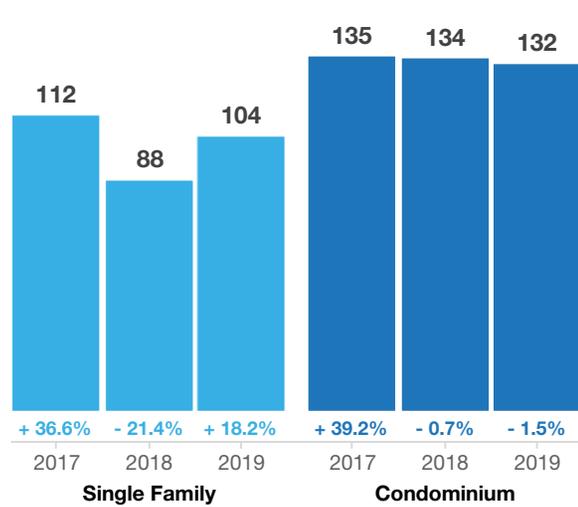


# Closed Sales

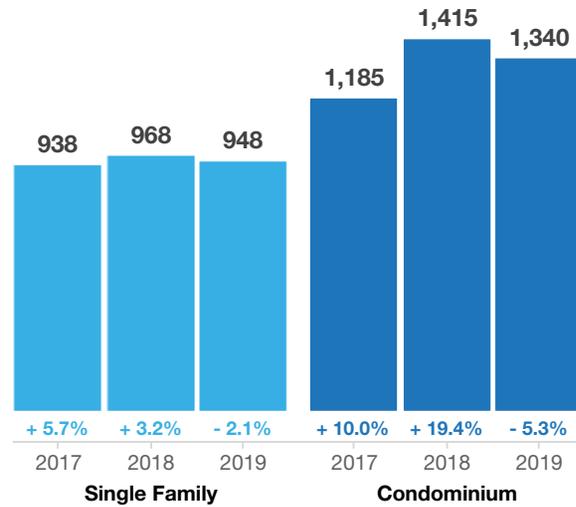
A count of the actual sales that closed in a given month.



## October

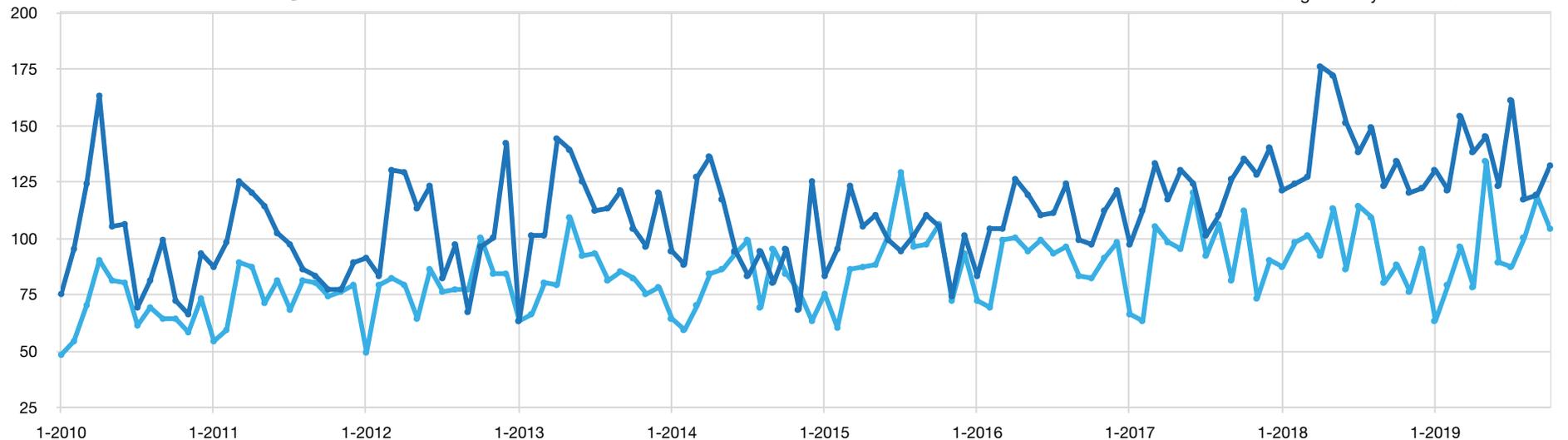


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-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	89	+ 3.5%	123	- 18.5%
Jul-2019	87	- 23.7%	161	+ 16.7%
Aug-2019	100	- 8.3%	117	- 21.5%
Sep-2019	118	+ 47.5%	119	- 3.3%
<b>Oct-2019</b>	<b>104</b>	<b>+ 18.2%</b>	<b>132</b>	<b>- 1.5%</b>
12-Month Avg	93	- 1.1%	132	- 5.7%

## Historical Closed Sales by Month

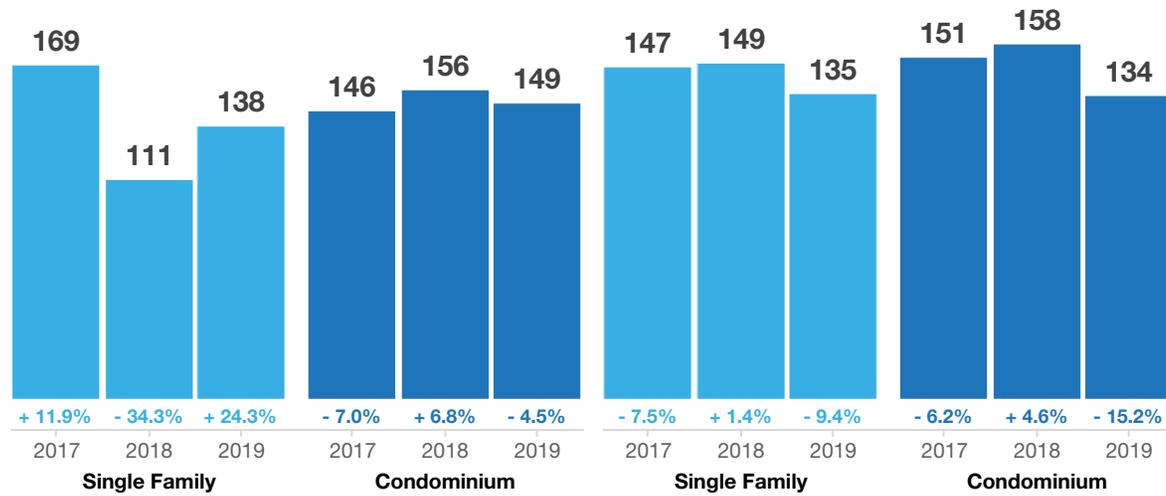


# Days on Market Until Sale

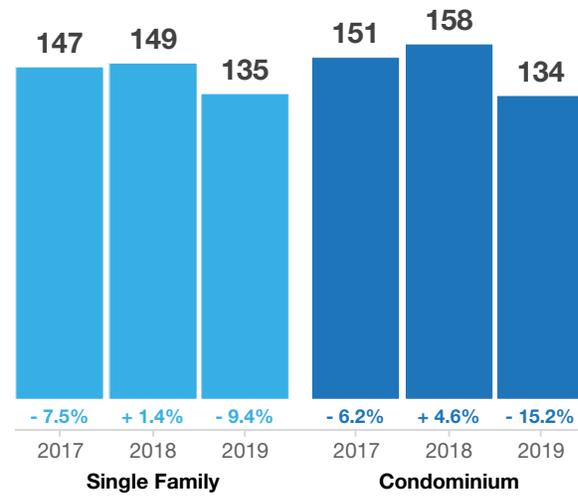
Average number of days between when a property is listed and when it closed in a given month.



## October



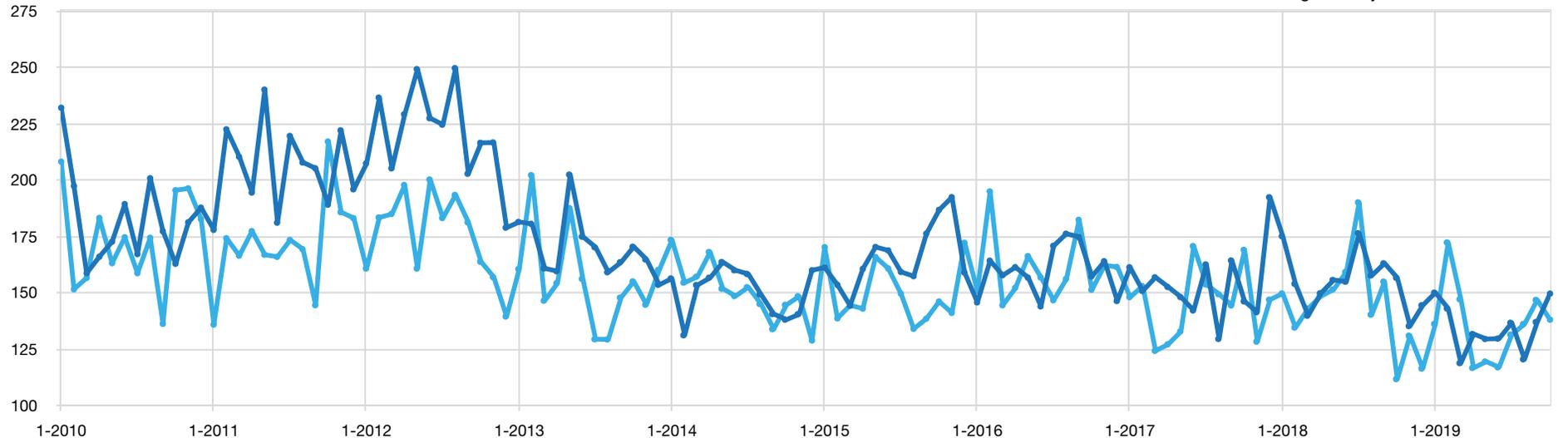
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	117	- 26.4%	129	- 16.8%
Jul-2019	131	- 31.1%	136	- 22.7%
Aug-2019	136	- 2.9%	120	- 23.6%
Sep-2019	146	- 5.8%	137	- 16.0%
<b>Oct-2019</b>	<b>138</b>	<b>+ 24.3%</b>	<b>149</b>	<b>- 4.5%</b>
12-Month Avg*	133	- 9.5%	135	- 15.2%

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

## Historical Days on Market Until Sale by Month

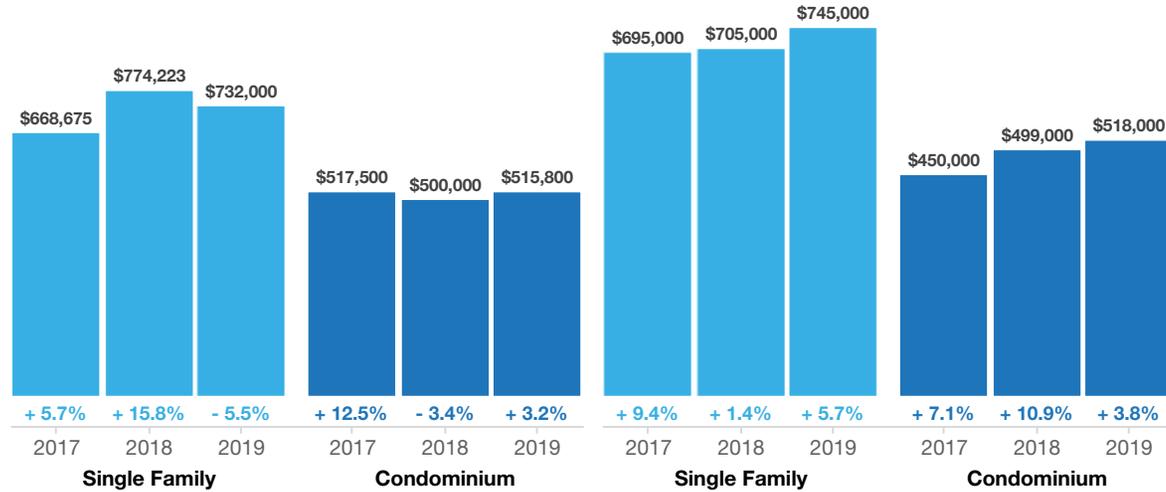


# Median Sales Price

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



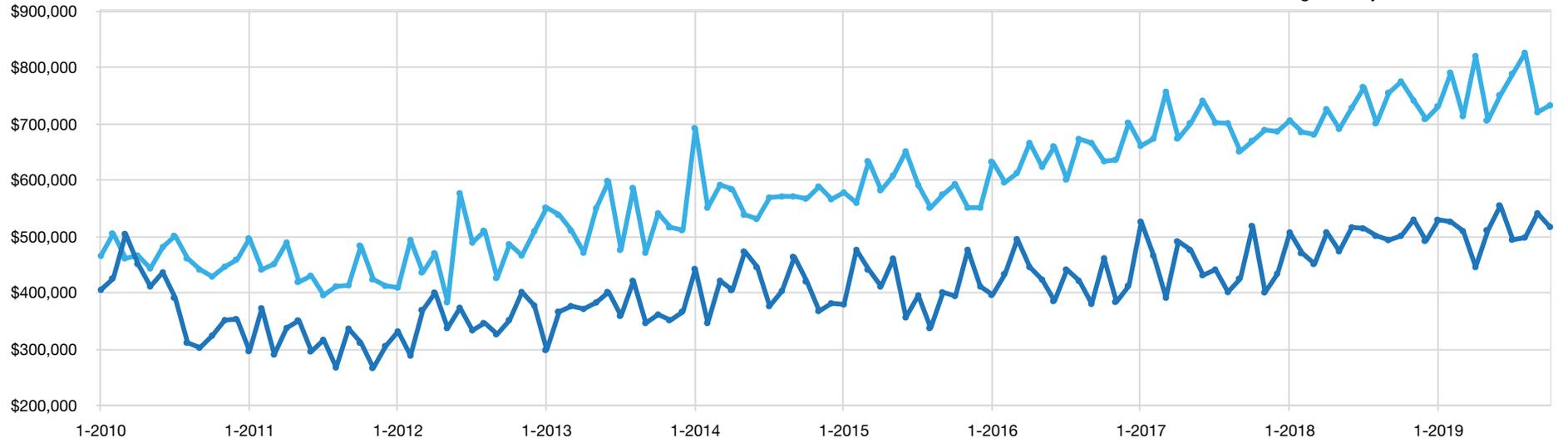
## October



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	\$750,000	+ 3.1%	\$554,000	+ 7.6%
Jul-2019	\$788,000	+ 3.1%	\$493,000	- 3.9%
Aug-2019	\$825,250	+ 17.9%	\$496,950	- 0.6%
Sep-2019	\$719,718	- 4.6%	\$540,000	+ 9.6%
<b>Oct-2019</b>	<b>\$732,000</b>	<b>- 5.5%</b>	<b>\$515,800</b>	<b>+ 3.2%</b>
12-Month Avg*	\$740,000	+ 5.7%	\$517,413	+ 6.7%

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

## Historical Median Sales Price by Month

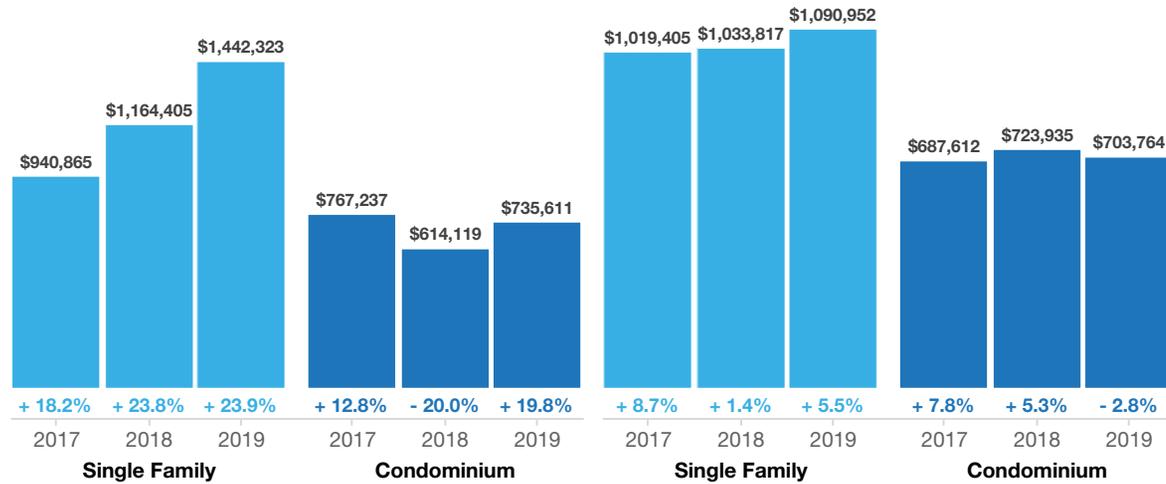


# Average Sales Price

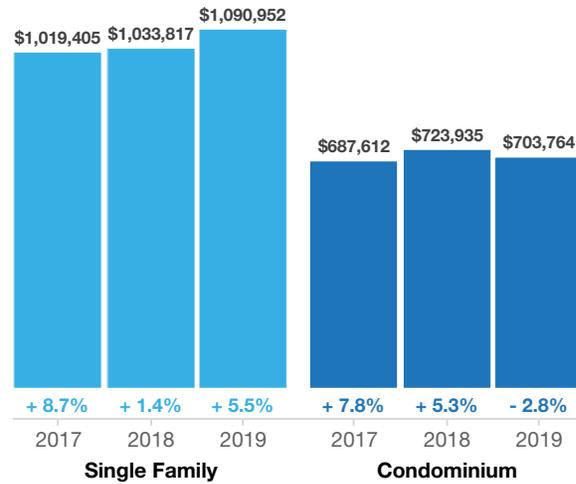
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



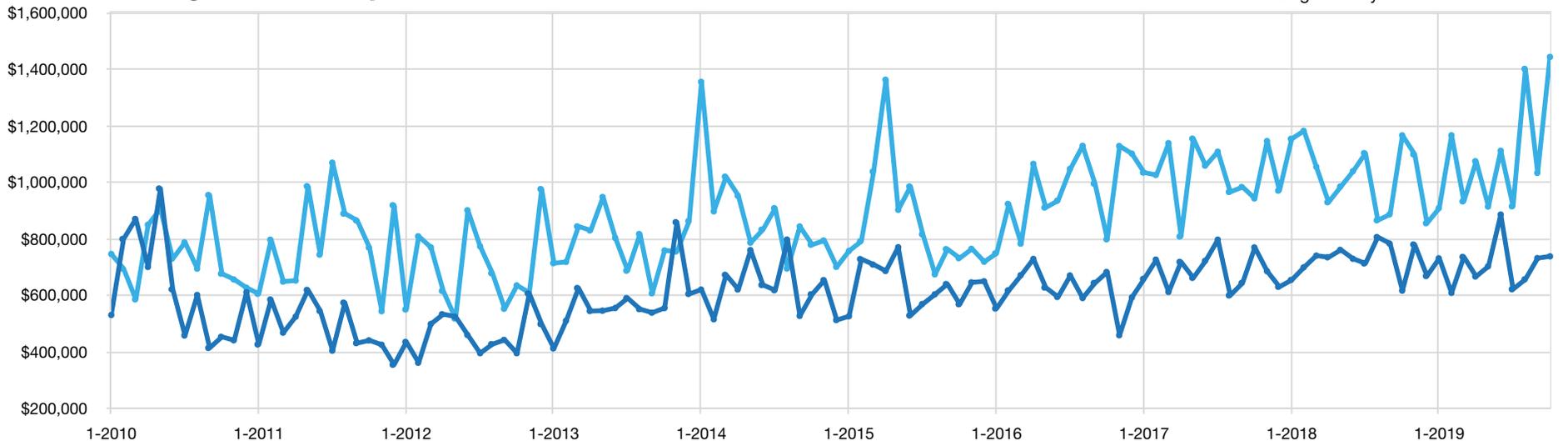
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	\$1,109,775	+ 7.0%	\$883,808	+ 21.6%
Jul-2019	\$912,835	- 17.1%	\$619,089	- 12.9%
Aug-2019	\$1,400,132	+ 62.1%	\$654,070	- 18.6%
Sep-2019	\$1,031,334	+ 16.6%	\$729,236	- 6.6%
<b>Oct-2019</b>	<b>\$1,442,323</b>	<b>+ 23.9%</b>	<b>\$735,611</b>	<b>+ 19.8%</b>
12-Month Avg*	\$1,071,182	+ 3.4%	\$706,447	- 0.9%

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

## Historical Average Sales Price by Month



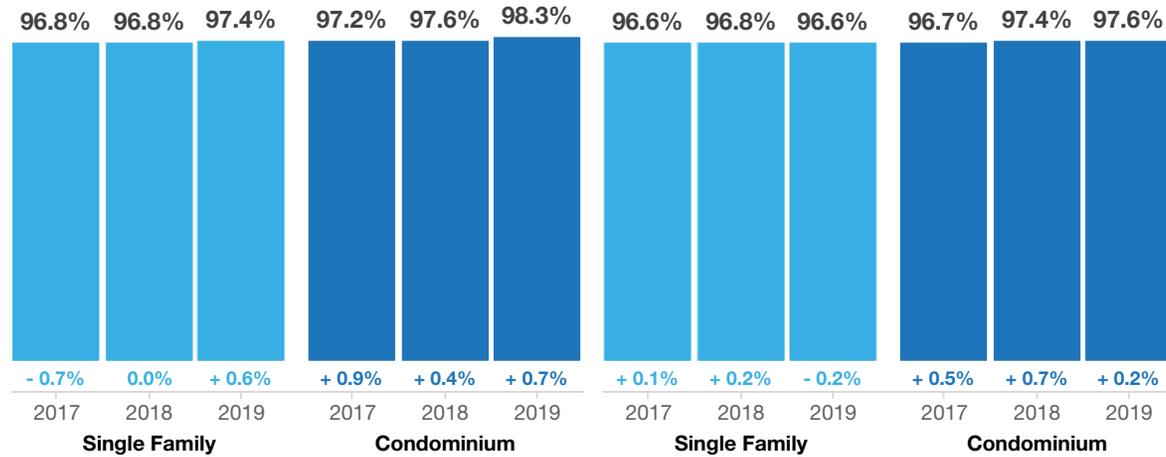
# Percent of List Price Received

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.



## October

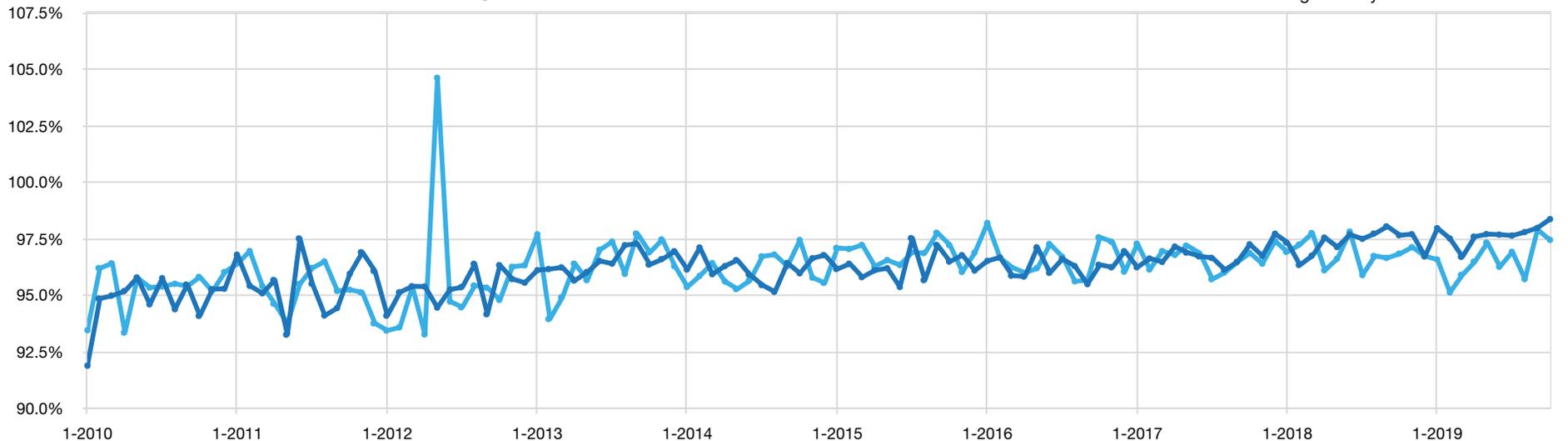
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Jul-2019	96.9%	+ 1.0%	97.6%	+ 0.1%
Aug-2019	95.7%	- 1.0%	97.8%	+ 0.1%
Sep-2019	97.9%	+ 1.3%	98.0%	0.0%
<b>Oct-2019</b>	<b>97.4%</b>	<b>+ 0.6%</b>	<b>98.3%</b>	<b>+ 0.7%</b>
12-Month Avg*	96.7%	- 0.2%	97.6%	+ 0.2%

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

## Historical Percent of List Price Received by Month

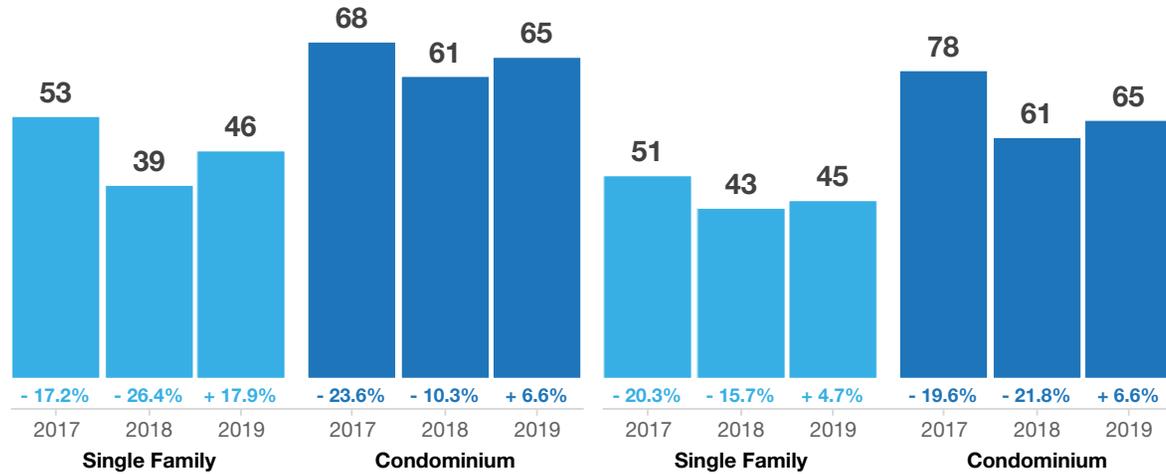


# Housing Affordability Index

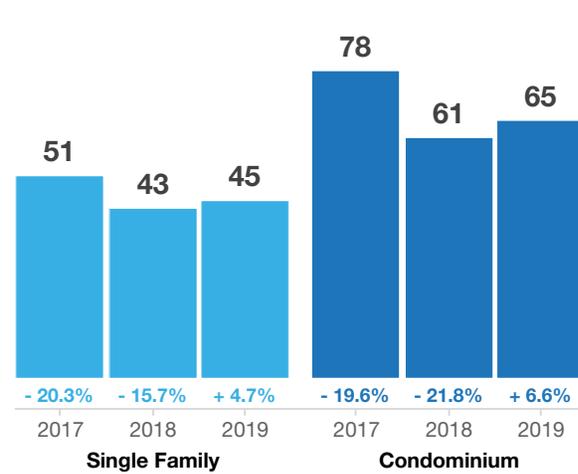
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## October

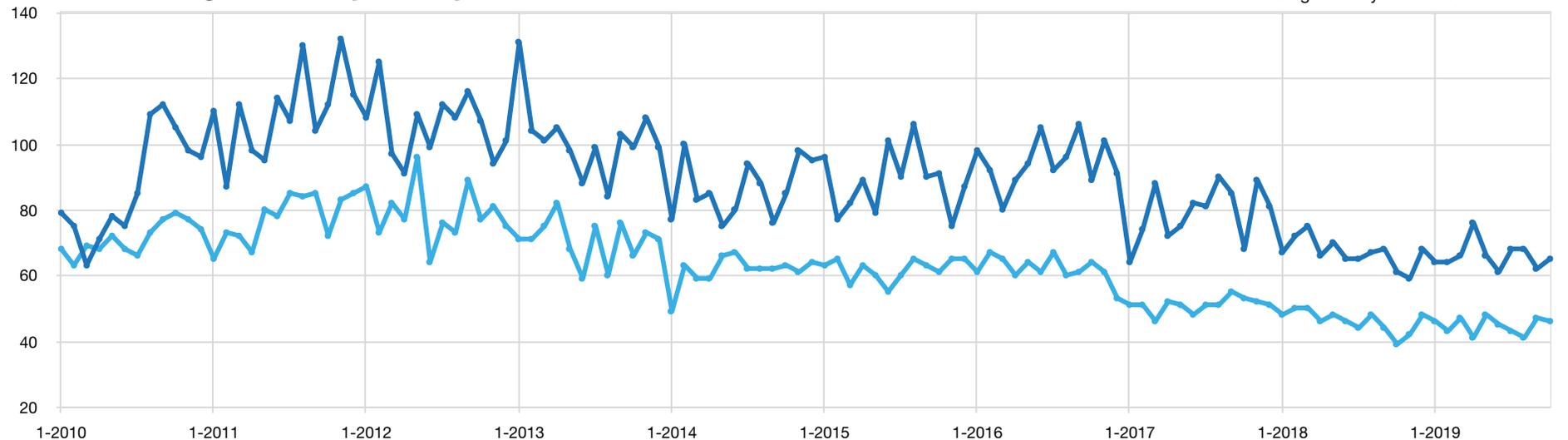


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Jul-2019	43	-2.3%	68	+4.6%
Aug-2019	41	-14.6%	68	+1.5%
Sep-2019	47	+6.8%	62	-8.8%
<b>Oct-2019</b>	<b>46</b>	<b>+17.9%</b>	<b>65</b>	<b>+6.6%</b>
12-Month Avg	45	-4.3%	66	-7.0%

## Historical Housing Affordability Index by Month

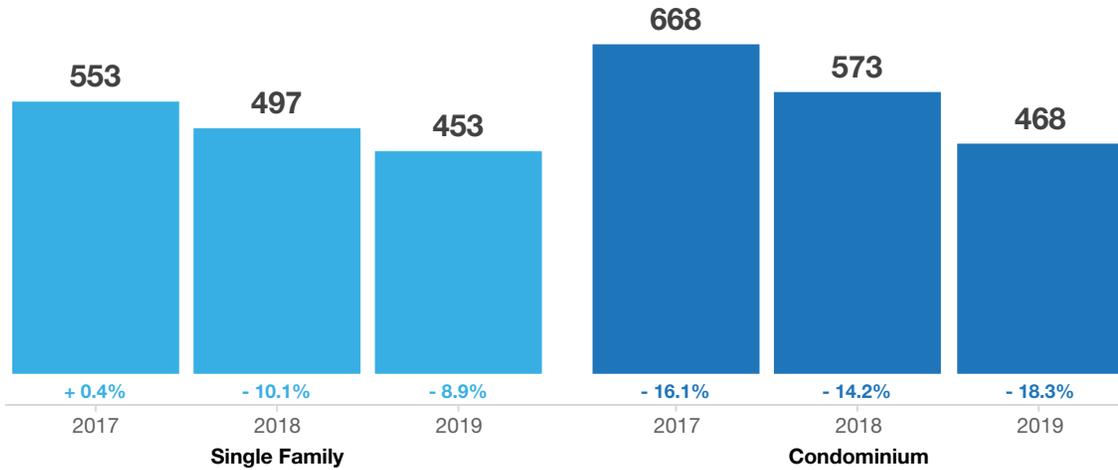


# Inventory of Homes for Sale

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

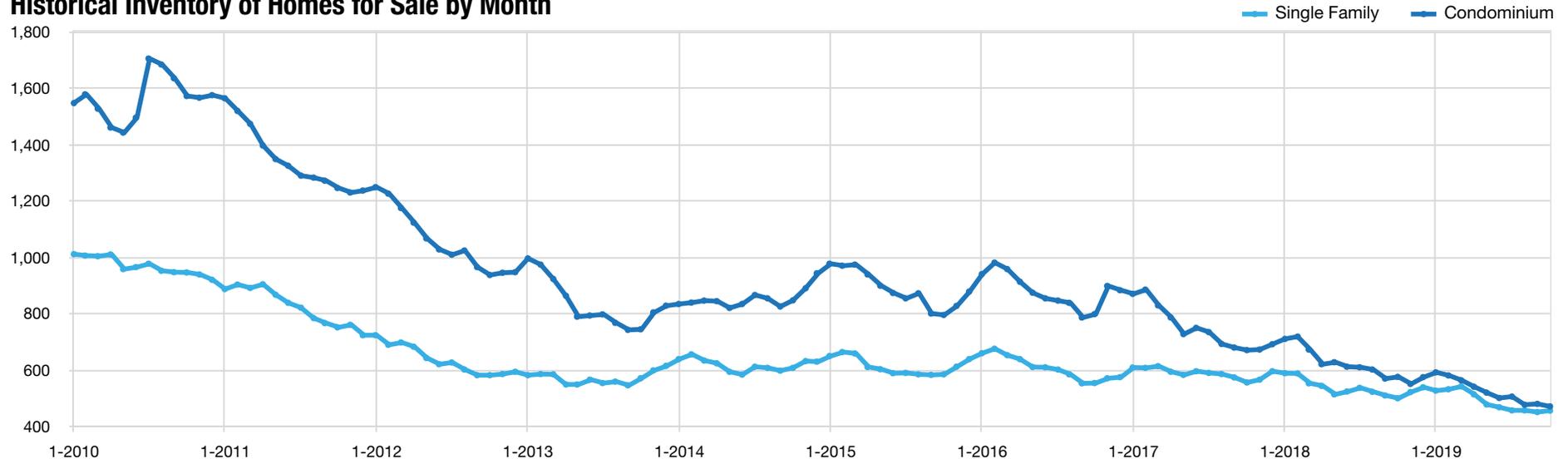


## October



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-2018	519	- 7.8%	548	- 18.2%
Dec-2018	536	- 9.6%	572	- 17.0%
Jan-2019	524	- 10.6%	589	- 16.8%
Feb-2019	529	- 9.6%	578	- 19.3%
Mar-2019	539	- 2.0%	561	- 16.3%
Apr-2019	511	- 5.5%	538	- 12.9%
May-2019	475	- 7.0%	517	- 17.3%
Jun-2019	465	- 10.7%	498	- 18.2%
Jul-2019	454	- 15.0%	503	- 17.1%
Aug-2019	454	- 12.7%	474	- 20.9%
Sep-2019	448	- 11.6%	477	- 15.9%
<b>Oct-2019</b>	<b>453</b>	<b>- 8.9%</b>	<b>468</b>	<b>- 18.3%</b>
12-Month Avg	492	- 9.2%	527	- 17.4%

## Historical Inventory of Homes for Sale by Month

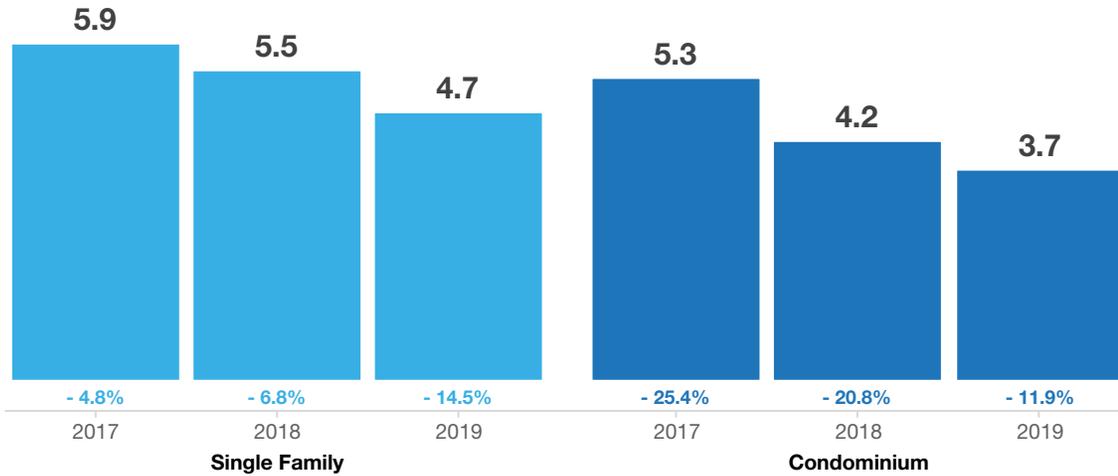


# Months Supply of Inventory

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.



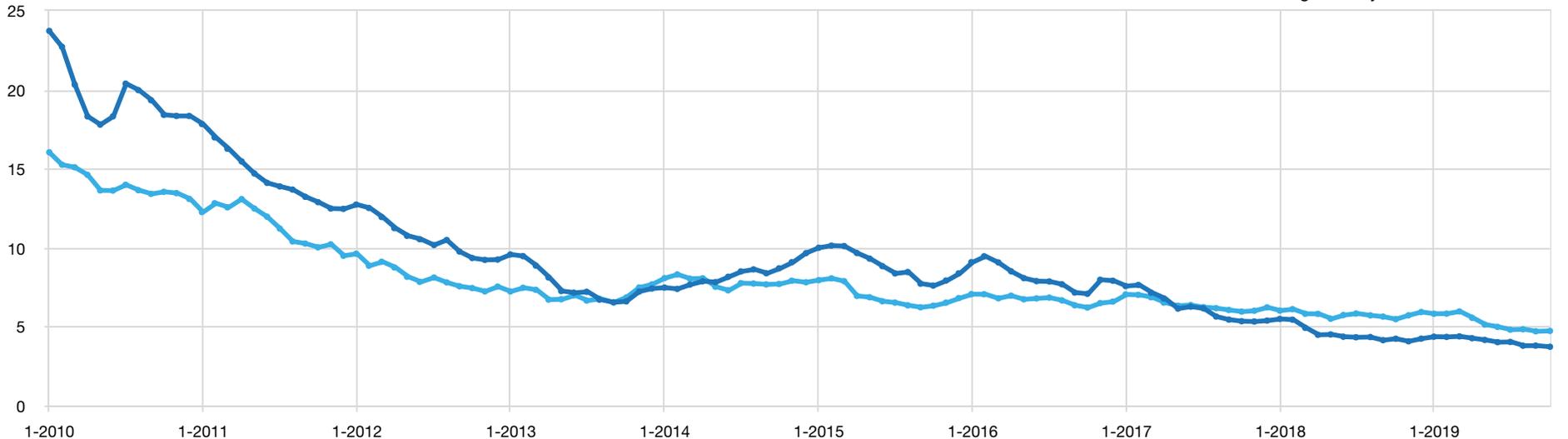
## October



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-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%	4.3	- 20.4%
Mar-2019	6.0	+ 3.4%	4.4	- 10.2%
Apr-2019	5.6	- 3.4%	4.3	- 4.4%
May-2019	5.1	- 7.3%	4.1	- 8.9%
Jun-2019	5.0	- 12.3%	4.0	- 9.1%
Jul-2019	4.8	- 17.2%	4.0	- 7.0%
Aug-2019	4.8	- 15.8%	3.8	- 11.6%
Sep-2019	4.7	- 16.1%	3.8	- 7.3%
<b>Oct-2019</b>	<b>4.7</b>	<b>- 14.5%</b>	<b>3.7</b>	<b>- 11.9%</b>
12-Month Avg*	5.3	- 8.4%	4.1	- 13.6%

\* Months Supply for all properties from November 2018 through October 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	10-2018	10-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		331	<b>316</b>	- 4.5%	3,308	<b>3,240</b>	- 2.1%
<b>Pending Sales</b>		218	<b>230</b>	+ 5.5%	2,492	<b>2,445</b>	- 1.9%
<b>Closed Sales</b>		237	<b>251</b>	+ 5.9%	2,558	<b>2,443</b>	- 4.5%
<b>Days on Market Until Sale</b>		146	<b>144</b>	- 1.4%	159	<b>137</b>	- 13.8%
<b>Median Sales Price</b>		\$585,000	<b>\$670,000</b>	+ 14.5%	\$610,000	<b>\$633,000</b>	+ 3.8%
<b>Average Sales Price</b>		\$818,874	<b>\$1,058,913</b>	+ 29.3%	\$844,203	<b>\$871,790</b>	+ 3.3%
<b>Percent of List Price Received</b>		97.1%	<b>97.9%</b>	+ 0.8%	97.0%	<b>97.1%</b>	+ 0.1%
<b>Housing Affordability Index</b>		52	<b>50</b>	- 3.8%	50	<b>53</b>	+ 6.0%
<b>Inventory of Homes for Sale</b>		1,412	<b>1,239</b>	- 12.3%	—	—	—
<b>Months Supply of Inventory</b>		5.8	<b>5.2</b>	- 10.3%	—	—	—

# Single Family Monthly Sales Volume

October 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	October 2019			September 2019			October 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	5	\$7,045,000	\$1,425,000	9	\$13,380,000	\$1,165,000	12	\$13,962,000	\$1,015,000
Hana	0	--	--	0	--	--	3	\$2,674,895	\$950,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	4	\$9,114,100	\$2,255,000	1	\$1,236,922	\$1,236,922	2	\$2,900,000	\$1,450,000
Kahakuloa	0	--	--	1	\$695,000	\$695,000	0	--	--
Kahului	16	\$11,227,400	\$672,000	10	\$6,648,900	\$657,500	6	\$3,988,750	\$660,000
Kapalua	1	\$6,000,000	\$6,000,000	1	\$2,175,000	\$2,175,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	14	\$12,755,000	\$752,500	12	\$11,968,000	\$803,750	13	\$30,862,361	\$749,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	8	\$7,708,000	\$969,500	7	\$8,595,000	\$1,115,000	8	\$7,705,026	\$925,000
Lahaina	5	\$7,834,000	\$703,000	4	\$3,920,000	\$925,000	1	\$4,693,650	\$4,693,650
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	8	\$7,313,000	\$757,000	8	\$6,452,000	\$725,000	6	\$4,525,000	\$760,000
Maui Meadows	4	\$4,701,000	\$1,187,500	2	\$2,660,000	\$1,330,000	1	\$1,020,000	\$1,020,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$8,109,999	\$999,999	3	\$3,236,800	\$880,000	2	\$2,072,500	\$1,036,250
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,697,000	\$848,500	9	\$6,099,250	\$670,000	2	\$1,455,500	\$727,750
Spreckelsville/Paia/Kuau	1	\$689,000	\$689,000	4	\$14,127,000	\$2,071,000	3	\$6,153,000	\$1,628,000
Wailea/Makena	6	\$48,292,275	\$9,551,176	1	\$10,872,129	\$10,872,129	2	\$3,315,000	\$1,657,500
Wailuku	24	\$16,358,850	\$671,395	43	\$28,428,465	\$706,500	22	\$15,565,335	\$692,428
Lanai	1	\$350,000	\$350,000	1	\$468,000	\$468,000	3	\$1,175,000	\$400,000
Molokai	2	\$807,000	\$403,500	2	\$735,000	\$367,500	2	\$399,655	\$199,828
<b>All MLS</b>	<b>104</b>	<b>\$150,001,624</b>	<b>\$732,000</b>	<b>118</b>	<b>\$121,697,466</b>	<b>\$719,718</b>	<b>88</b>	<b>\$102,467,672</b>	<b>\$774,223</b>

# Condominium Monthly Sales Volume

October 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	October 2019			September 2019			October 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	23	\$35,330,000	\$1,890,000	17	\$17,222,500	\$830,000	17	\$12,863,000	\$540,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	3	\$367,000	\$112,000	1	\$105,000	\$105,000	4	\$695,000	\$130,000
Kapalua	1	\$2,850,000	\$2,850,000	8	\$14,020,000	\$1,056,500	1	\$955,000	\$955,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	49	\$29,045,632	\$499,000	39	\$20,136,177	\$446,400	41	\$21,219,450	\$435,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	7	\$4,468,742	\$690,966	12	\$7,581,670	\$663,080	11	\$9,092,758	\$552,000
Maalaea	4	\$2,137,000	\$543,500	4	\$1,995,000	\$494,000	4	\$1,968,000	\$491,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	26	\$12,717,740	\$473,800	21	\$8,753,875	\$460,000	22	\$10,733,000	\$490,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	1	\$750,000	\$750,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	1	\$379,000	\$379,000
Wailea/Makena	3	\$4,265,000	\$1,520,000	9	\$13,483,900	\$1,100,000	13	\$16,352,296	\$862,689
Wailuku	16	\$5,919,500	\$365,000	6	\$1,656,500	\$258,750	15	\$6,576,820	\$465,000
Lanai	0	--	--	1	\$1,725,000	\$1,725,000	0	--	--
Molokai	0	--	--	1	\$99,500	\$99,500	4	\$707,600	\$162,550
<b>All MLS</b>	<b>132</b>	<b>\$97,100,614</b>	<b>\$515,800</b>	<b>119</b>	<b>\$86,779,122</b>	<b>\$540,000</b>	<b>134</b>	<b>\$82,291,924</b>	<b>\$500,000</b>

# Land Monthly Sales Volume

October 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	October 2019			September 2019			October 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$1,666,000	\$650,000	4	\$2,119,000	\$559,500	0	--	--
Hana	0	--	--	1	\$1,250,000	\$1,250,000	1	\$485,000	\$485,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$1,055,000	\$527,500	0	--	--	2	\$1,590,981	\$795,491
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	1	\$972,500	\$972,500
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	1	\$1,450,000	\$1,450,000
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	3	\$965,000	\$285,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	4	\$4,874,000	\$697,000	3	\$1,187,500	\$370,000	3	\$1,875,000	\$615,000
Lahaina	1	\$725,000	\$725,000	0	--	--	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	1	\$375,000	\$375,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	1	\$525,000	\$525,000	1	\$475,000	\$475,000	0	--	--
Pukalani	0	--	--	1	\$380,000	\$380,000	1	\$550,000	\$550,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	2	\$8,825,000	\$4,412,500	0	--	--	1	\$825,000	\$825,000
Wailuku	2	\$1,015,000	\$507,500	2	\$1,065,000	\$532,500	0	--	--
Lanai	0	--	--	0	--	--	0	--	--
Molokai	0	--	--	1	\$148,000	\$148,000	1	\$225,000	\$225,000
<b>All MLS</b>	<b>15</b>	<b>\$18,685,000</b>	<b>\$600,000</b>	<b>13</b>	<b>\$6,624,500</b>	<b>\$475,000</b>	<b>15</b>	<b>\$9,313,481</b>	<b>\$550,000</b>

# Single Family Sales – Year to Date

October 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-19 YTD Sales	Oct-18 YTD Sales	Unit Change	Percent Change	Oct-19 YTD Average	Oct-18 YTD Average	Dollar Change	Percent Change	Oct-19 YTD Median	Oct-18 YTD Median	Dollar Change	Percent Change	Oct-19 YTD Volume	Oct-18 YTD Volume	Dollar Change	Percent Change
Haiku	77	80	-3	-3.8%	\$985,869	\$966,231	+\$19,637	+2.0%	\$815,000	\$830,000	-\$15,000	-1.8%	\$75,911,888	\$77,298,500	-\$1,386,612	-1.8%
Hana	7	19	-12	-63.2%	\$1,112,382	\$996,573	+\$115,809	+11.6%	\$786,677	\$760,000	+\$26,677	+3.5%	\$7,786,677	\$18,934,890	-\$11,148,213	-58.9%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	22	31	-9	-29.0%	\$2,045,762	\$2,068,716	-\$22,954	-1.1%	\$1,567,000	\$1,750,000	-\$183,000	-10.5%	\$45,006,772	\$64,130,202	-\$19,123,430	-29.8%
Kahakuloa	1	2	-1	-50.0%	\$695,000	\$875,000	-\$180,000	-20.6%	\$695,000	\$875,000	-\$180,000	-20.6%	\$695,000	\$1,750,000	-\$1,055,000	-60.3%
Kahului	109	117	-8	-6.8%	\$673,592	\$681,667	-\$8,074	-1.2%	\$665,000	\$679,000	-\$14,000	-2.1%	\$73,421,550	\$79,754,990	-\$6,333,440	-7.9%
Kapalua	18	8	+10	+125.0%	\$2,555,779	\$3,867,913	-\$1,312,134	-33.9%	\$2,450,000	\$2,840,000	-\$390,000	-13.7%	\$46,004,020	\$30,943,300	+\$15,060,720	+48.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	141	147	-6	-4.1%	\$975,979	\$1,112,000	-\$136,020	-12.2%	\$792,500	\$688,025	+\$104,475	+15.2%	\$137,613,073	\$163,463,953	-\$25,850,880	-15.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	64	61	+3	+4.9%	\$1,085,390	\$1,087,271	-\$1,881	-0.2%	\$1,035,000	\$950,000	+\$85,000	+8.9%	\$69,464,935	\$66,323,520	+\$3,141,415	+4.7%
Lahaina	54	48	+6	+12.5%	\$1,478,759	\$1,759,100	-\$280,341	-15.9%	\$844,500	\$835,000	+\$9,500	+1.1%	\$79,852,999	\$84,436,800	-\$4,583,801	-5.4%
Maalaea	0	1	-1	-100.0%	--	\$2,000,000	--	--	--	\$2,000,000	--	--	\$0	\$2,000,000	-\$2,000,000	-100.0%
Makawao/Olinda/Haliimaile	66	49	+17	+34.7%	\$861,418	\$724,787	+\$136,631	+18.9%	\$700,500	\$648,500	+\$52,000	+8.0%	\$56,853,577	\$35,514,557	+\$21,339,020	+60.1%
Maui Meadows	21	27	-6	-22.2%	\$1,371,667	\$1,210,726	+\$160,941	+13.3%	\$1,350,000	\$1,329,000	+\$21,000	+1.6%	\$28,805,000	\$32,689,600	-\$3,884,600	-11.9%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	30	27	+3	+11.1%	\$1,433,681	\$1,041,926	+\$391,755	+37.6%	\$955,000	\$948,000	+\$7,000	+0.7%	\$43,010,430	\$28,132,000	+\$14,878,430	+52.9%
Olowalu	0	1	-1	-100.0%	--	\$1,360,000	--	--	--	\$1,360,000	--	--	\$0	\$1,360,000	-\$1,360,000	-100.0%
Pukalani	53	33	+20	+60.6%	\$752,748	\$776,203	-\$23,455	-3.0%	\$705,000	\$725,000	-\$20,000	-2.8%	\$39,895,650	\$25,614,700	+\$14,280,950	+55.8%
Spreckelsville/Paia/Kuau	14	22	-8	-36.4%	\$1,786,366	\$1,228,108	+\$558,258	+45.5%	\$1,411,563	\$725,000	+\$686,563	+94.7%	\$25,009,125	\$27,018,375	-\$2,009,250	-7.4%
Wailea/Makena	30	29	+1	+3.4%	\$5,032,011	\$3,221,828	+\$1,810,183	+56.2%	\$2,537,500	\$1,795,500	+\$742,000	+41.3%	\$150,960,322	\$93,433,000	+\$57,527,322	+61.6%
Wailuku	205	221	-16	-7.2%	\$673,543	\$655,363	+\$18,180	+2.8%	\$674,000	\$655,000	+\$19,000	+2.9%	\$138,076,324	\$144,835,174	-\$6,758,850	-4.7%
Lanai	9	18	-9	-50.0%	\$560,889	\$538,500	+\$22,389	+4.2%	\$450,000	\$455,000	-\$5,000	-1.1%	\$5,048,000	\$9,693,000	-\$4,645,000	-47.9%
Molokai	27	27	0	0.0%	\$400,259	\$496,608	-\$96,349	-19.4%	\$319,000	\$320,000	-\$1,000	-0.3%	\$10,807,000	\$13,408,424	-\$2,601,424	-19.4%
All MLS	948	968	-20	-2.1%	\$1,090,952	\$1,033,817	+\$57,135	+5.5%	\$745,000	\$705,000	+\$40,000	+5.7%	\$1,034,222,342	\$1,000,734,985	+\$33,487,357	+3.3%

# Total Condominium Sales – Year to Date

October 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-19 YTD Sales	Oct-18 YTD Sales	Unit Change	Percent Change	Oct-19 YTD Average	Oct-18 YTD Average	Dollar Change	Percent Change	Oct-19 YTD Median	Oct-18 YTD Median	Dollar Change	Percent Change	Oct-19 YTD Volume	Oct-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	132	150	-18	-12.0%	\$1,188,283	\$1,023,216	+\$165,068	+16.1%	\$944,584	\$775,000	+\$169,584	+21.9%	\$156,853,416	\$153,482,387	+\$3,371,029	+2.2%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	26	27	-1	-3.7%	\$170,202	\$156,889	+\$13,313	+8.5%	\$137,500	\$125,000	+\$12,500	+10.0%	\$4,425,250	\$4,236,000	+\$189,250	+4.5%
Kapalua	52	40	+12	+30.0%	\$2,099,010	\$2,107,926	-\$8,916	-0.4%	\$992,500	\$1,015,625	-\$23,125	-2.3%	\$109,148,500	\$84,317,038	+\$24,831,462	+29.5%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	543	515	+28	+5.4%	\$526,199	\$486,201	+\$39,998	+8.2%	\$450,000	\$409,000	+\$41,000	+10.0%	\$285,726,142	\$250,393,400	+\$35,332,742	+14.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	89	75	+14	+18.7%	\$560,476	\$646,228	-\$85,752	-13.3%	\$563,850	\$520,000	+\$43,850	+8.4%	\$49,882,368	\$48,467,089	+\$1,415,279	+2.9%
Maalaea	28	41	-13	-31.7%	\$478,411	\$447,290	+\$31,120	+7.0%	\$486,500	\$430,000	+\$56,500	+13.1%	\$13,395,500	\$18,338,900	-\$4,943,400	-27.0%
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	219	215	+4	+1.9%	\$460,106	\$483,291	-\$23,186	-4.8%	\$460,000	\$437,000	+\$23,000	+5.3%	\$100,763,179	\$103,907,644	-\$3,144,465	-3.0%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	6	0	0.0%	\$630,833	\$631,000	-\$167	-0.0%	\$620,000	\$603,000	+\$17,000	+2.8%	\$3,785,000	\$3,786,000	-\$1,000	-0.0%
Spreckelsville/Paia/Kuau	3	4	-1	-25.0%	\$413,667	\$369,000	+\$44,667	+12.1%	\$370,000	\$373,500	-\$3,500	-0.9%	\$1,241,000	\$1,476,000	-\$235,000	-15.9%
Wailea/Makena	113	193	-80	-41.5%	\$1,469,164	\$1,532,892	-\$63,728	-4.2%	\$1,245,000	\$1,146,008	+\$98,992	+8.6%	\$166,015,501	\$295,848,095	-\$129,832,594	-43.9%
Wailuku	112	134	-22	-16.4%	\$424,872	\$396,437	+\$28,435	+7.2%	\$415,000	\$428,875	-\$13,875	-3.2%	\$47,585,645	\$53,122,512	-\$5,536,867	-10.4%
Lanai	3	2	+1	+50.0%	\$691,000	\$2,475,000	-\$1,784,000	-72.1%	\$193,000	\$2,475,000	-\$2,282,000	-92.2%	\$2,073,000	\$4,950,000	-\$2,877,000	-58.1%
Molokai	14	13	+1	+7.7%	\$153,547	\$157,123	-\$3,576	-2.3%	\$142,500	\$158,000	-\$15,500	-9.8%	\$2,149,655	\$2,042,600	+\$107,055	+5.2%
<b>All MLS</b>	<b>1,340</b>	<b>1,415</b>	<b>-75</b>	<b>-5.3%</b>	<b>\$703,764</b>	<b>\$723,935</b>	<b>-\$20,170</b>	<b>-2.8%</b>	<b>\$518,000</b>	<b>\$499,000</b>	<b>+\$19,000</b>	<b>+3.8%</b>	<b>\$943,044,156</b>	<b>\$1,024,367,665</b>	<b>-\$81,323,509</b>	<b>-7.9%</b>

# Fee Simple Condominium Sales – Year to Date

October 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-19 YTD Sales	Oct-18 YTD Sales	Unit Change	Percent Change	Oct-19 YTD Average	Oct-18 YTD Average	Dollar Change	Percent Change	Oct-19 YTD Median	Oct-18 YTD Median	Dollar Change	Percent Change	Oct-19 YTD Volume	Oct-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	120	133	-13	-9.8%	\$1,265,458	\$1,111,289	+\$154,169	+13.9%	\$997,500	\$840,000	+\$157,500	+18.8%	\$151,854,916	\$147,801,387	+\$4,053,529	+2.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	26	27	-1	-3.7%	\$170,202	\$156,889	+\$13,313	+8.5%	\$137,500	\$125,000	+\$12,500	+10.0%	\$4,425,250	\$4,236,000	+\$189,250	+4.5%
Kapalua	52	40	+12	+30.0%	\$2,099,010	\$2,107,926	-\$8,916	-0.4%	\$992,500	\$1,015,625	-\$23,125	-2.3%	\$109,148,500	\$84,317,038	+\$24,831,462	+29.5%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	539	509	+30	+5.9%	\$527,258	\$487,120	+\$40,138	+8.2%	\$450,000	\$409,000	+\$41,000	+10.0%	\$284,192,142	\$247,944,100	+\$36,248,042	+14.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	89	70	+19	+27.1%	\$560,476	\$680,542	-\$120,066	-17.6%	\$563,850	\$525,750	+\$38,100	+7.2%	\$49,882,368	\$47,637,963	+\$2,244,405	+4.7%
Maalaea	17	29	-12	-41.4%	\$513,853	\$516,207	-\$2,354	-0.5%	\$532,000	\$540,000	-\$8,000	-1.5%	\$8,735,500	\$14,970,000	-\$6,234,500	-41.6%
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	193	188	+5	+2.7%	\$497,420	\$505,290	-\$7,870	-1.6%	\$475,780	\$458,500	+\$17,280	+3.8%	\$96,002,030	\$94,994,539	+\$1,007,491	+1.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	6	0	0.0%	\$630,833	\$631,000	-\$167	-0.0%	\$620,000	\$603,000	+\$17,000	+2.8%	\$3,785,000	\$3,786,000	-\$1,000	-0.0%
Spreckelsville/Paia/Kuau	3	4	-1	-25.0%	\$413,667	\$369,000	+\$44,667	+12.1%	\$370,000	\$373,500	-\$3,500	-0.9%	\$1,241,000	\$1,476,000	-\$235,000	-15.9%
Wailea/Makena	113	193	-80	-41.5%	\$1,469,164	\$1,532,892	-\$63,728	-4.2%	\$1,245,000	\$1,146,008	+\$98,992	+8.6%	\$166,015,501	\$295,848,095	-\$129,832,594	-43.9%
Wailuku	112	134	-22	-16.4%	\$424,872	\$396,437	+\$28,435	+7.2%	\$415,000	\$428,875	-\$13,875	-3.2%	\$47,585,645	\$53,122,512	-\$5,536,867	-10.4%
Lanai	3	2	+1	+50.0%	\$691,000	\$2,475,000	-\$1,784,000	-72.1%	\$193,000	\$2,475,000	-\$2,282,000	-92.2%	\$2,073,000	\$4,950,000	-\$2,877,000	-58.1%
Molokai	13	12	+1	+8.3%	\$160,235	\$165,717	-\$5,482	-3.3%	\$150,000	\$159,000	-\$9,000	-5.7%	\$2,083,055	\$1,988,600	+\$94,455	+4.7%
<b>All MLS</b>	<b>1,286</b>	<b>1,347</b>	<b>-61</b>	<b>-4.5%</b>	<b>\$720,858</b>	<b>\$744,671</b>	<b>-\$23,813</b>	<b>-3.2%</b>	<b>\$525,000</b>	<b>\$507,350</b>	<b>+\$17,650</b>	<b>+3.5%</b>	<b>\$927,023,907</b>	<b>\$1,003,072,234</b>	<b>-\$76,048,327</b>	<b>-7.6%</b>

# Leasehold Condominium Sales – Year to Date

October 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-19 YTD Sales	Oct-18 YTD Sales	Unit Change	Percent Change	Oct-19 YTD Average	Oct-18 YTD Average	Dollar Change	Percent Change	Oct-19 YTD Median	Oct-18 YTD Median	Dollar Change	Percent Change	Oct-19 YTD Volume	Oct-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	12	17	-5	-29.4%	\$416,542	\$334,176	+\$82,365	+24.6%	\$345,000	\$265,000	+\$80,000	+30.2%	\$4,998,500	\$5,681,000	-\$682,500	-12.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	4	6	-2	-33.3%	\$383,500	\$408,217	-\$24,717	-6.1%	\$354,500	\$433,750	-\$79,250	-18.3%	\$1,534,000	\$2,449,300	-\$915,300	-37.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	5	-5	-100.0%	--	\$165,825	--	--	--	\$165,000	--	--	\$0	\$829,126	-\$829,126	-100.0%
Maalaea	11	12	-1	-8.3%	\$423,636	\$280,742	+\$142,895	+50.9%	\$463,000	\$252,500	+\$210,500	+83.4%	\$4,660,000	\$3,368,900	+\$1,291,100	+38.3%
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	26	27	-1	-3.7%	\$183,121	\$330,115	-\$146,994	-44.5%	\$143,500	\$150,000	-\$6,500	-4.3%	\$4,761,149	\$8,913,105	-\$4,151,956	-46.6%
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	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>54</b>	<b>68</b>	<b>-14</b>	<b>-20.6%</b>	<b>\$296,671</b>	<b>\$313,168</b>	<b>-\$16,497</b>	<b>-5.3%</b>	<b>\$262,000</b>	<b>\$237,500</b>	<b>+\$24,500</b>	<b>+10.3%</b>	<b>\$16,020,249</b>	<b>\$21,295,431</b>	<b>-\$5,275,182</b>	<b>-24.8%</b>

# Land Sales – Year to Date

October 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-19 YTD Sales	Oct-18 YTD Sales	Unit Change	Percent Change	Oct-19 YTD Average	Oct-18 YTD Average	Dollar Change	Percent Change	Oct-19 YTD Median	Oct-18 YTD Median	Dollar Change	Percent Change	Oct-19 YTD Volume	Oct-18 YTD Volume	Dollar Change	Percent Change
Haiku	32	46	-14	-30.4%	\$462,809	\$575,577	-\$112,769	-19.6%	\$458,000	\$475,000	-\$17,000	-3.6%	\$14,809,875	\$26,476,550	-\$11,666,675	-44.1%
Hana	7	8	-1	-12.5%	\$752,429	\$460,000	+\$292,429	+63.6%	\$670,000	\$467,500	+\$202,500	+43.3%	\$5,267,000	\$3,680,000	+\$1,587,000	+43.1%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	9	7	+2	+28.6%	\$702,500	\$722,962	-\$20,462	-2.8%	\$695,000	\$812,250	-\$117,250	-14.4%	\$6,322,500	\$5,060,731	+\$1,261,769	+24.9%
Kahakuloa	1	0	+1	--	\$360,000	--	--	--	\$360,000	--	--	--	\$360,000	\$0	+\$360,000	--
Kahului	0	2	-2	-100.0%	--	\$1,583,750	--	--	--	\$1,583,750	--	--	\$0	\$3,167,500	-\$3,167,500	-100.0%
Kapalua	2	0	+2	--	\$1,575,000	--	--	--	\$1,575,000	--	--	--	\$3,150,000	\$0	+\$3,150,000	--
Kaupo	1	1	0	0.0%	\$275,000	\$1,450,000	-\$1,175,000	-81.0%	\$275,000	\$1,450,000	-\$1,175,000	-81.0%	\$275,000	\$1,450,000	-\$1,175,000	-81.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	7	12	-5	-41.7%	\$754,100	\$698,750	+\$55,350	+7.9%	\$486,700	\$412,500	+\$74,200	+18.0%	\$5,278,700	\$8,385,000	-\$3,106,300	-37.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	23	31	-8	-25.8%	\$627,326	\$620,889	+\$6,437	+1.0%	\$420,000	\$615,000	-\$195,000	-31.7%	\$14,428,500	\$19,247,550	-\$4,819,050	-25.0%
Lahaina	8	11	-3	-27.3%	\$1,420,188	\$1,320,136	+\$100,051	+7.6%	\$1,693,750	\$1,500,000	+\$193,750	+12.9%	\$11,361,500	\$14,521,500	-\$3,160,000	-21.8%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	7	5	+2	+40.0%	\$586,143	\$586,780	-\$637	-0.1%	\$460,000	\$425,000	+\$35,000	+8.2%	\$4,103,000	\$2,933,900	+\$1,169,100	+39.8%
Maui Meadows	2	1	+1	+100.0%	\$470,500	\$725,000	-\$254,500	-35.1%	\$470,500	\$725,000	-\$254,500	-35.1%	\$941,000	\$725,000	+\$216,000	+29.8%
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	2	1	+1	+100.0%	\$500,000	\$575,000	-\$75,000	-13.0%	\$500,000	\$575,000	-\$75,000	-13.0%	\$1,000,000	\$575,000	+\$425,000	+73.9%
Pukalani	7	5	+2	+40.0%	\$462,071	\$383,400	+\$78,671	+20.5%	\$387,000	\$375,000	+\$12,000	+3.2%	\$3,234,500	\$1,917,000	+\$1,317,500	+68.7%
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	19	6	+13	+216.7%	\$3,593,237	\$5,297,500	-\$1,704,263	-32.2%	\$1,298,000	\$5,725,000	-\$4,427,000	-77.3%	\$68,271,500	\$31,785,000	+\$36,486,500	+114.8%
Wailuku	20	18	+2	+11.1%	\$492,965	\$378,574	+\$114,391	+30.2%	\$500,000	\$312,500	+\$187,500	+60.0%	\$9,366,330	\$6,814,325	+\$2,552,005	+37.5%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	7	18	-11	-61.1%	\$167,167	\$226,883	-\$59,717	-26.3%	\$165,250	\$205,000	-\$39,750	-19.4%	\$1,113,000	\$4,083,900	-\$2,970,900	-72.7%
All MLS	155	175	-20	-11.4%	\$985,441	\$767,823	+\$217,618	+28.3%	\$500,000	\$475,000	+\$25,000	+5.3%	\$150,882,405	\$134,368,956	+\$16,513,449	+12.3%