

# Monthly Indicators



## January 2020

For 2020, The National Association of REALTORS® Chief Economist Lawrence Yun sees good news for home prices. “National median home price growth is in no danger of falling due to inventory shortages and will rise by 4%,” the long-term NAR economist predicts. He is also expecting the new-home construction market sales to increase 10%. Yun and others would like to see home builders bring more affordable units to market to help ease shortages and slow price gains in that segment.

New Listings decreased 4.9 percent for Single Family homes and 18.8 percent for Condominium homes. Pending Sales increased 1.9 percent for Single Family homes but decreased 1.9 percent for Condominium homes. Inventory decreased 9.9 percent for Single Family homes and 20.0 percent for Condominium homes.

Median Sales Price increased 7.2 percent to \$782,438 for Single Family homes and 7.7 percent to \$569,000 for Condominium homes. Days on Market increased 14.0 percent for Single Family homes but decreased 11.3 percent for Condominium homes. Months Supply of Inventory decreased 15.5 percent for Single Family homes and 16.3 percent for Condominium homes.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

## Quick Facts

<b>+ 4.2%</b>	<b>+ 18.5%</b>	<b>- 13.7%</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

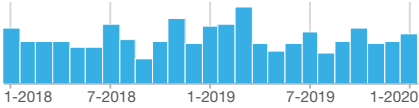
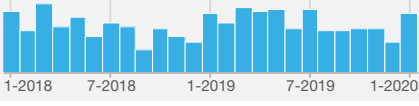
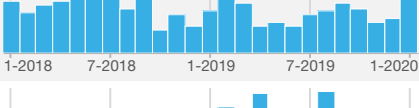
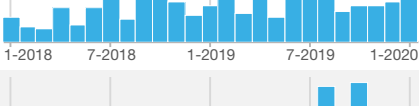
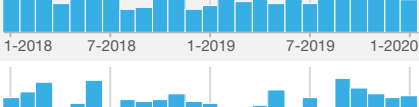
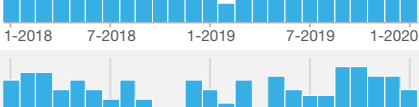
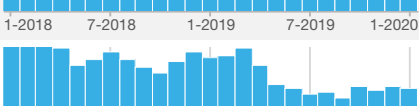
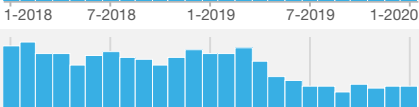
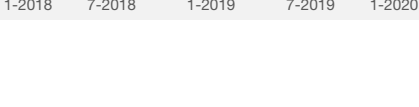
This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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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	1-2019	1-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		143	<b>136</b>	- 4.9%	143	<b>136</b>	- 4.9%
<b>Pending Sales</b>		105	<b>107</b>	+ 1.9%	105	<b>107</b>	+ 1.9%
<b>Closed Sales</b>		63	<b>84</b>	+ 33.3%	63	<b>84</b>	+ 33.3%
<b>Days on Market Until Sale</b>		136	<b>155</b>	+ 14.0%	136	<b>155</b>	+ 14.0%
<b>Median Sales Price</b>		\$730,000	<b>\$782,438</b>	+ 7.2%	\$730,000	<b>\$782,438</b>	+ 7.2%
<b>Average Sales Price</b>		\$906,450	<b>\$970,974</b>	+ 7.1%	\$906,450	<b>\$970,974</b>	+ 7.1%
<b>Percent of List Price Received</b>		96.6%	<b>96.9%</b>	+ 0.3%	96.6%	<b>96.9%</b>	+ 0.3%
<b>Housing Affordability Index</b>		46	<b>46</b>	0.0%	46	<b>46</b>	0.0%
<b>Inventory of Homes for Sale</b>		525	<b>473</b>	- 9.9%	—	—	—
<b>Months Supply of Inventory</b>		5.8	<b>4.9</b>	- 15.5%	—	—	—

# Condominium Market Overview

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



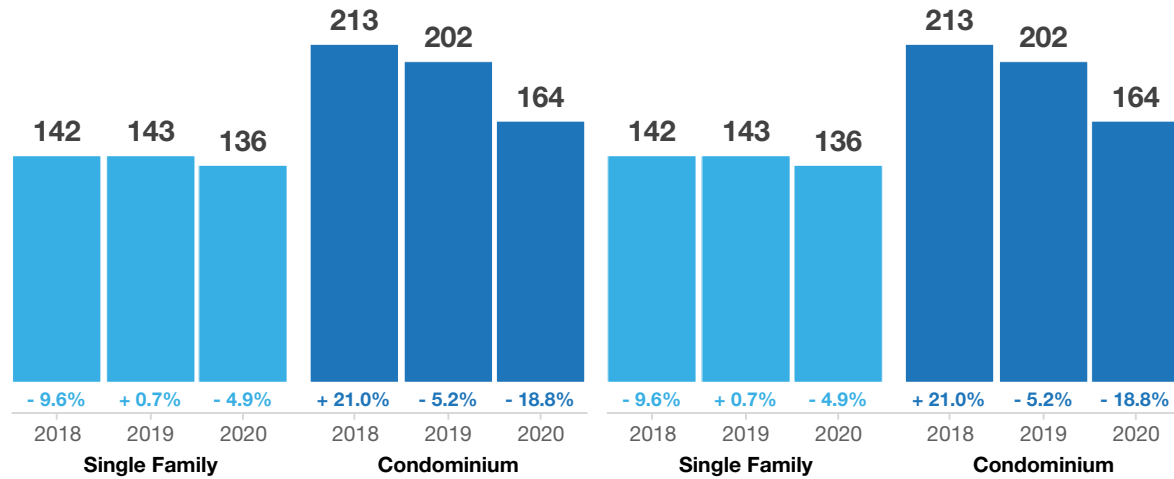
Key Metrics	Historical Sparkbars	1-2019	1-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		202	<b>164</b>	- 18.8%	202	<b>164</b>	- 18.8%
<b>Pending Sales</b>		157	<b>154</b>	- 1.9%	157	<b>154</b>	- 1.9%
<b>Closed Sales</b>		130	<b>127</b>	- 2.3%	130	<b>127</b>	- 2.3%
<b>Days on Market Until Sale</b>		150	<b>133</b>	- 11.3%	150	<b>133</b>	- 11.3%
<b>Median Sales Price</b>		\$528,450	<b>\$569,000</b>	+ 7.7%	\$528,450	<b>\$569,000</b>	+ 7.7%
<b>Average Sales Price</b>		\$728,640	<b>\$708,570</b>	- 2.8%	\$728,640	<b>\$708,570</b>	- 2.8%
<b>Percent of List Price Received</b>		97.9%	<b>97.2%</b>	- 0.7%	97.9%	<b>97.2%</b>	- 0.7%
<b>Housing Affordability Index</b>		64	<b>63</b>	- 1.6%	64	<b>63</b>	- 1.6%
<b>Inventory of Homes for Sale</b>		591	<b>473</b>	- 20.0%	—	—	—
<b>Months Supply of Inventory</b>		4.3	<b>3.6</b>	- 16.3%	—	—	—

# New Listings

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



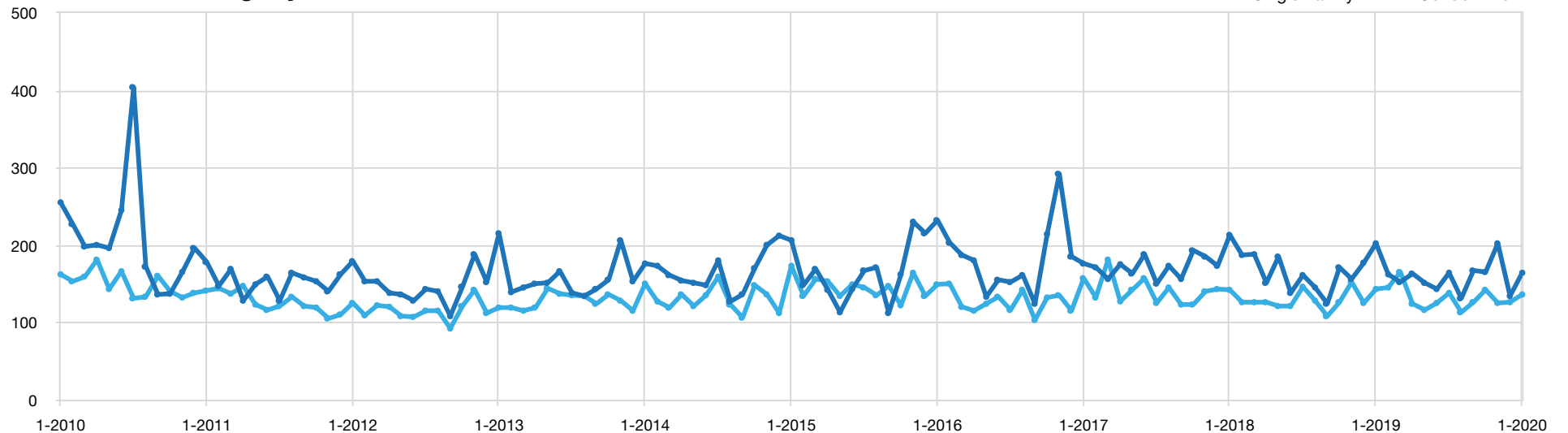
## January



## Year to Date

New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2019	145	+ 15.1%	162	- 13.4%
Mar-2019	165	+ 31.0%	152	- 19.1%
Apr-2019	124	- 1.6%	163	+ 7.9%
May-2019	116	- 4.1%	151	- 18.4%
Jun-2019	125	+ 3.3%	143	+ 3.6%
Jul-2019	138	- 5.5%	164	+ 1.9%
Aug-2019	113	- 11.7%	131	- 9.7%
Sep-2019	126	+ 16.7%	167	+ 34.7%
Oct-2019	142	+ 12.7%	165	- 3.5%
Nov-2019	125	- 17.8%	202	+ 29.5%
Dec-2019	126	+ 0.8%	134	- 24.3%
<b>Jan-2020</b>	<b>136</b>	<b>- 4.9%</b>	<b>164</b>	<b>- 18.8%</b>
12-Month Avg	132	+ 2.3%	158	- 4.2%

## Historical New Listings by Month

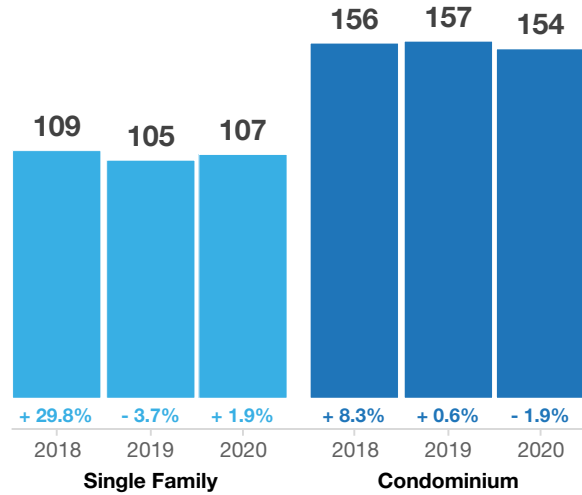


# Pending Sales

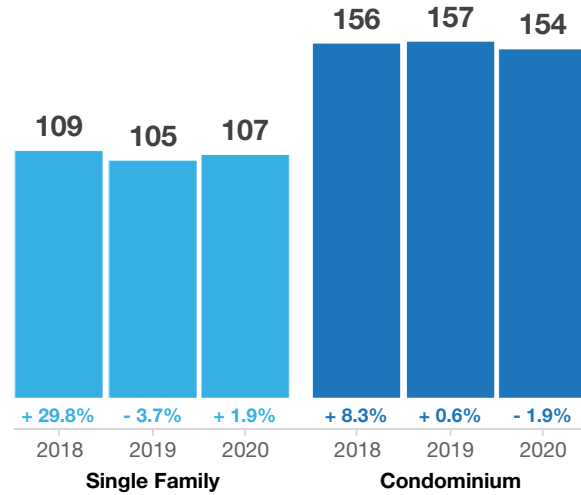
A count of the properties on which offers have been accepted in a given month.



## January

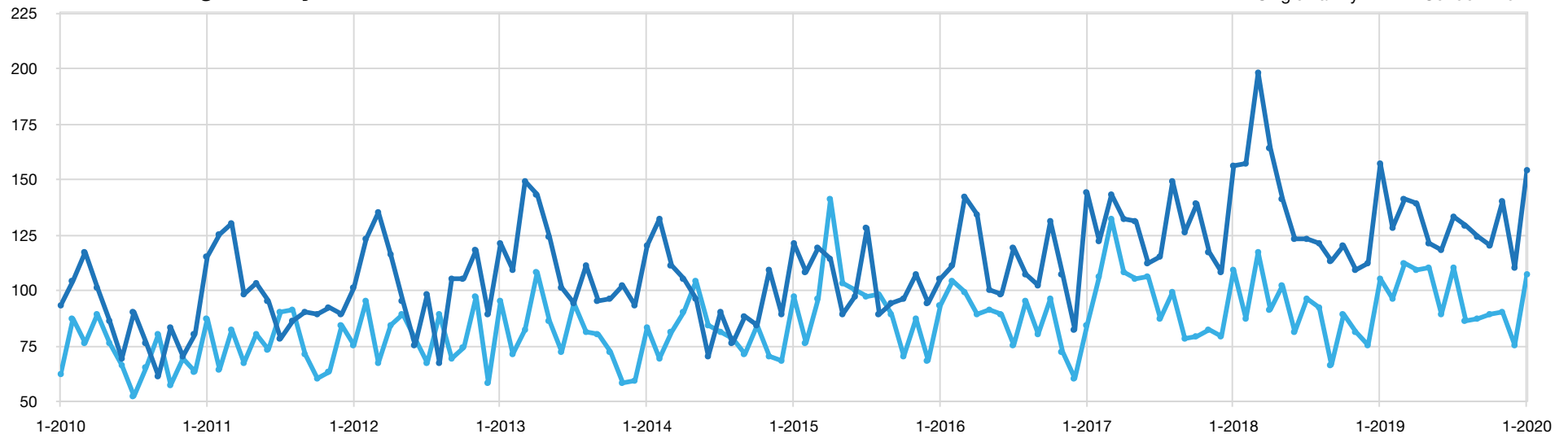


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2019	96	+ 10.3%	128	- 18.5%
Mar-2019	112	- 4.3%	141	- 28.8%
Apr-2019	109	+ 19.8%	139	- 15.2%
May-2019	110	+ 7.8%	121	- 14.2%
Jun-2019	89	+ 9.9%	118	- 4.1%
Jul-2019	110	+ 14.6%	133	+ 8.1%
Aug-2019	86	- 6.5%	129	+ 6.6%
Sep-2019	87	+ 31.8%	124	+ 9.7%
Oct-2019	89	0.0%	120	0.0%
Nov-2019	90	+ 11.1%	140	+ 28.4%
Dec-2019	75	0.0%	110	- 1.8%
<b>Jan-2020</b>	<b>107</b>	<b>+ 1.9%</b>	<b>154</b>	<b>- 1.9%</b>
12-Month Avg	97	+ 7.8%	130	- 5.1%

## Historical Pending Sales by Month

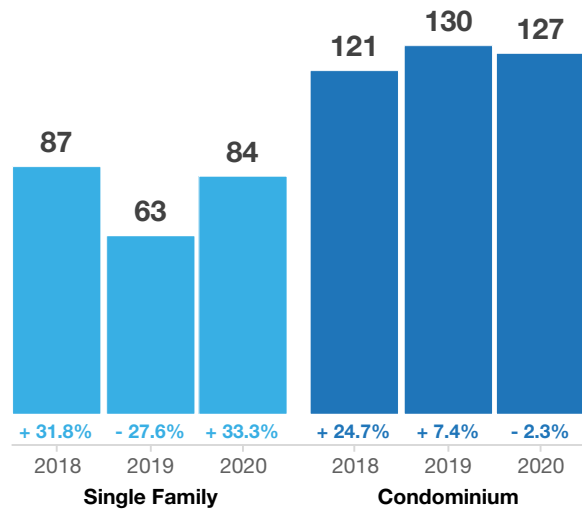


# Closed Sales

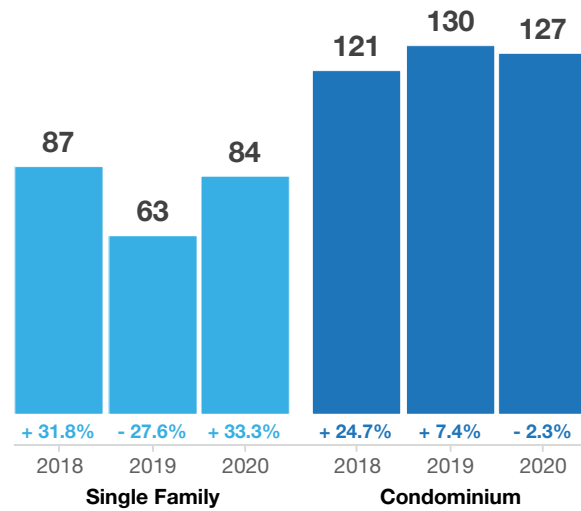
A count of the actual sales that closed in a given month.



## January

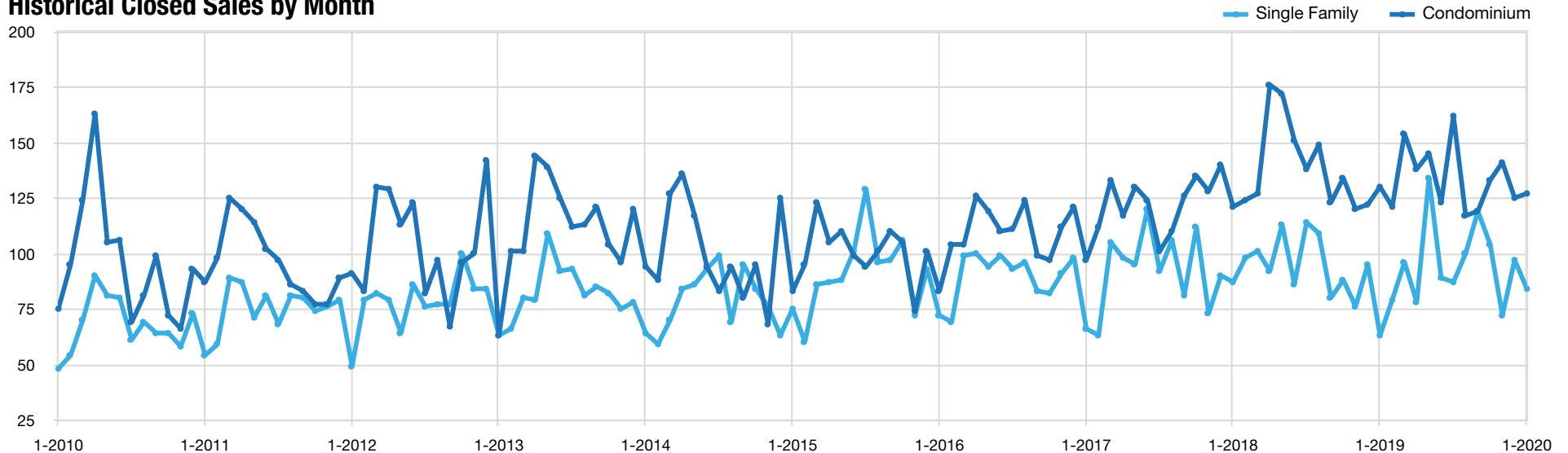


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	162	+ 17.4%
Aug-2019	100	- 8.3%	117	- 21.5%
Sep-2019	119	+ 48.8%	119	- 3.3%
Oct-2019	104	+ 18.2%	133	- 0.7%
Nov-2019	72	- 5.3%	141	+ 17.5%
Dec-2019	97	+ 2.1%	125	+ 2.5%
<b>Jan-2020</b>	<b>84</b>	<b>+ 33.3%</b>	<b>127</b>	<b>- 2.3%</b>
12-Month Avg	95	+ 2.2%	134	- 3.6%

## Historical Closed Sales by Month

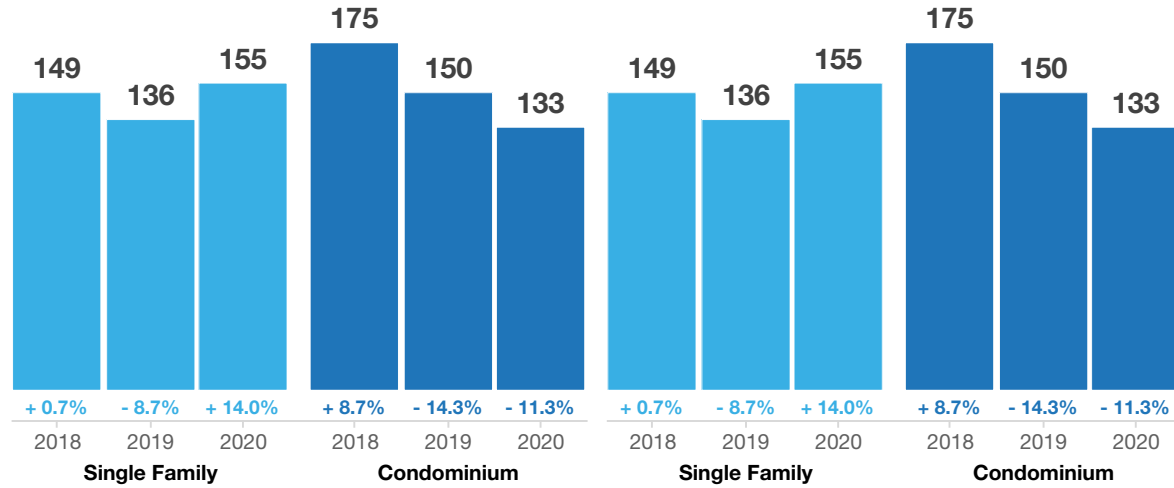


# Days on Market Until Sale

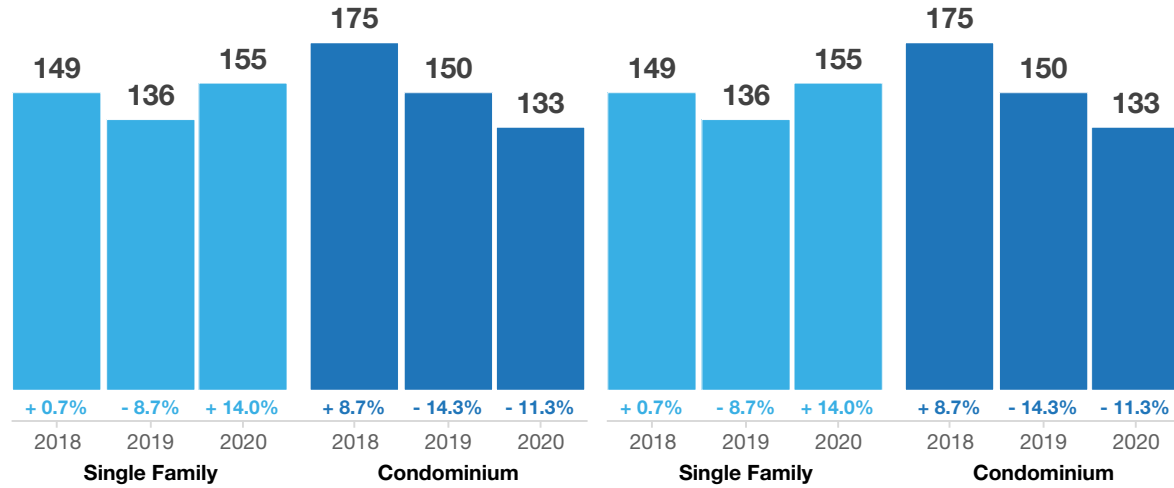
Average number of days between when a property is listed and when it closed in a given month.



## January



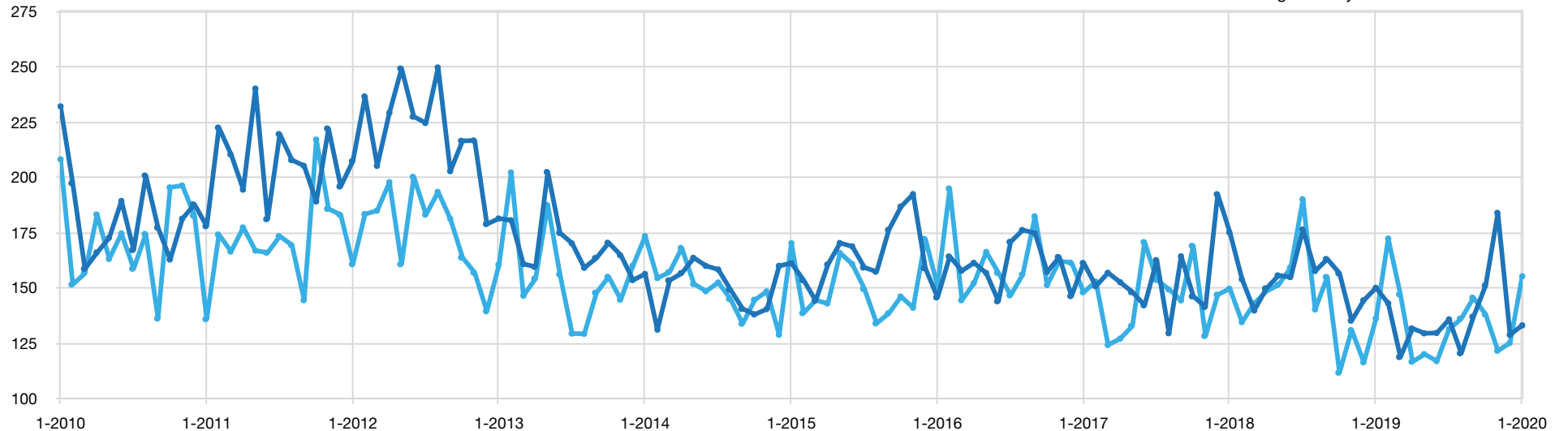
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	120	- 20.5%	129	- 16.8%
Jun-2019	117	- 26.4%	129	- 16.8%
Jul-2019	131	- 31.1%	135	- 23.3%
Aug-2019	136	- 2.9%	120	- 23.6%
Sep-2019	145	- 6.5%	137	- 16.0%
Oct-2019	138	+ 24.3%	151	- 3.2%
Nov-2019	121	- 7.6%	184	+ 36.3%
Dec-2019	125	+ 7.8%	128	- 11.1%
<b>Jan-2020</b>	<b>155</b>	<b>+ 14.0%</b>	<b>133</b>	<b>- 11.3%</b>
12-Month Avg*	135	- 6.4%	137	- 10.7%

\* Days on Market for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

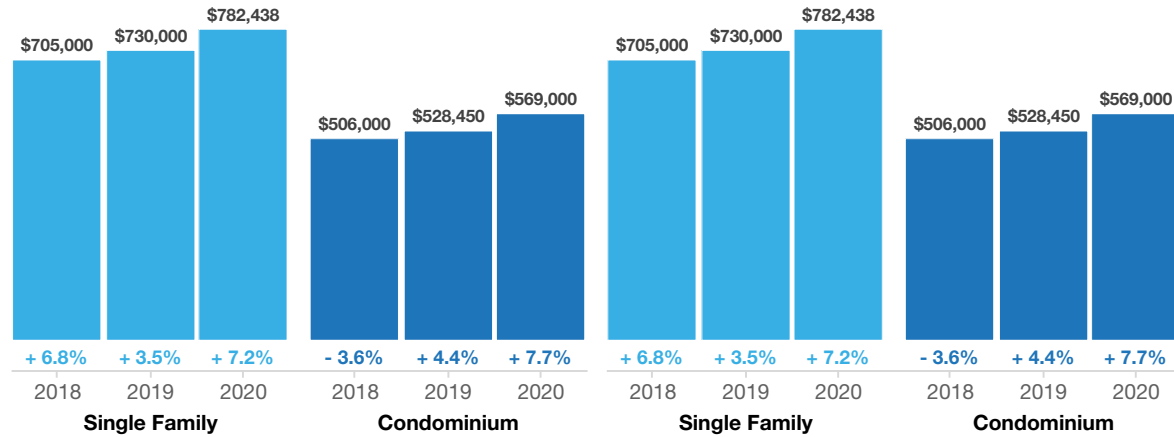


# Median Sales Price

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



## January

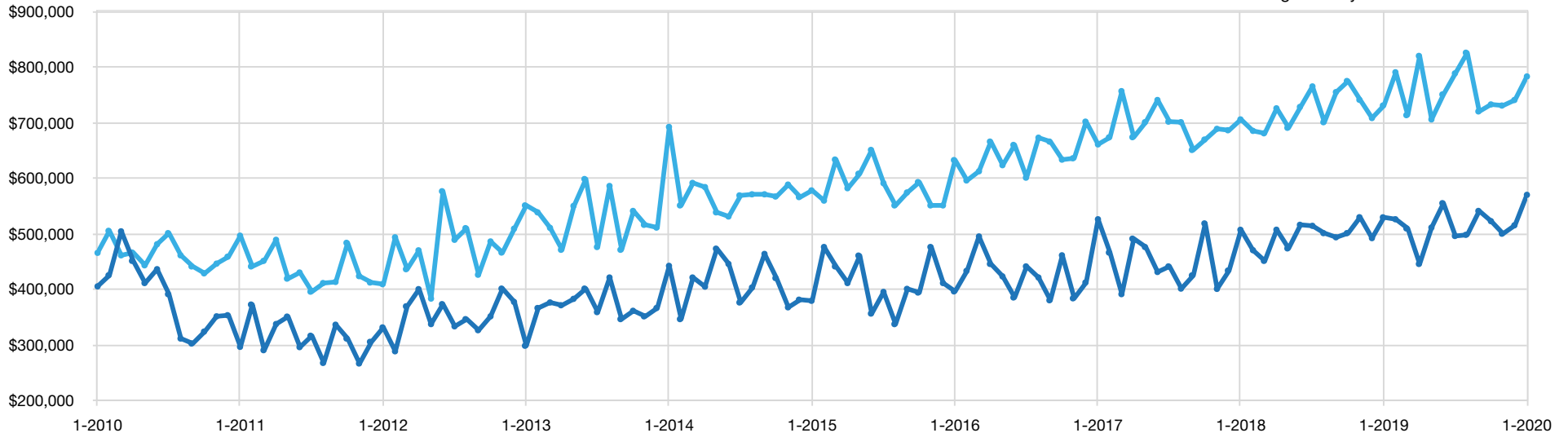


## Year to Date

Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	\$494,875	- 3.6%
Aug-2019	\$825,250	+ 17.9%	\$496,950	- 0.6%
Sep-2019	\$719,435	- 4.6%	\$540,000	+ 9.6%
Oct-2019	\$732,000	- 5.5%	\$521,600	+ 4.3%
Nov-2019	\$729,998	- 1.4%	\$499,000	- 5.6%
Dec-2019	\$740,000	+ 4.6%	\$514,120	+ 4.7%
<b>Jan-2020</b>	<b>\$782,438</b>	<b>+ 7.2%</b>	<b>\$569,000</b>	<b>+ 7.7%</b>
12-Month Avg*	\$746,000	+ 4.7%	\$519,500	+ 3.9%

\* Median Sales Price for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



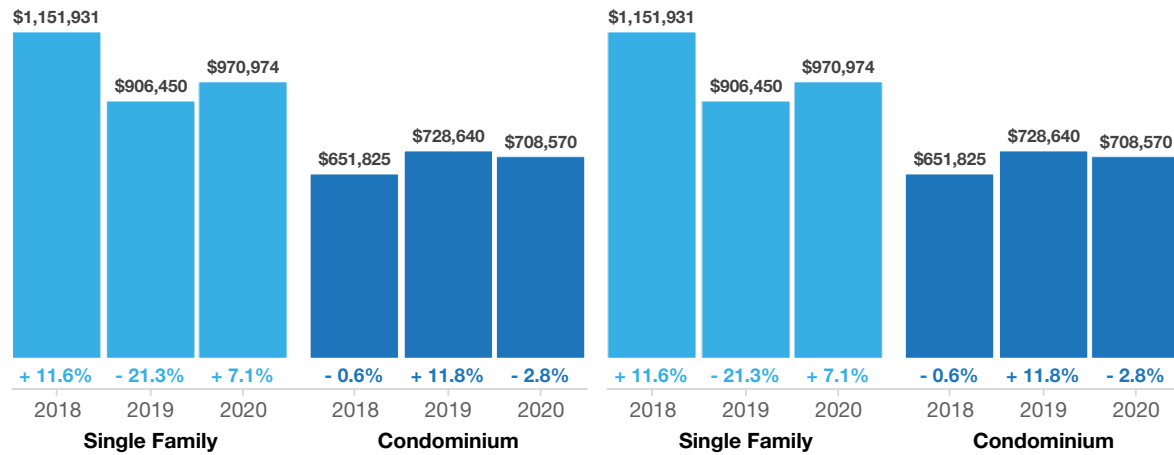


# Average Sales Price

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



## January

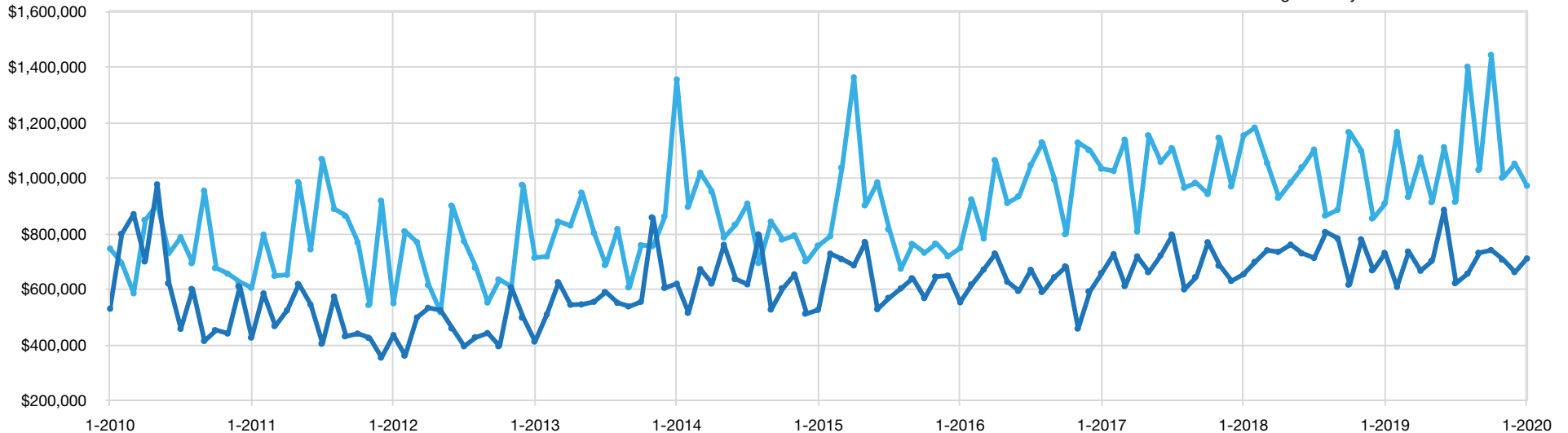


## Year to Date

Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	\$619,588	- 12.8%
Aug-2019	\$1,400,132	+ 62.1%	\$654,070	- 18.6%
Sep-2019	\$1,028,130	+ 16.3%	\$729,236	- 6.6%
Oct-2019	\$1,442,323	+ 23.9%	\$738,852	+ 20.3%
Nov-2019	\$1,000,043	- 8.9%	\$704,488	- 9.4%
Dec-2019	\$1,050,277	+ 23.1%	\$659,594	- 1.0%
<b>Jan-2020</b>	<b>\$970,974</b>	<b>+ 7.1%</b>	<b>\$708,570</b>	<b>- 2.8%</b>
12-Month Avg*	\$1,082,711	+ 7.6%	\$699,039	- 4.1%

\* Avg. Sales Price for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



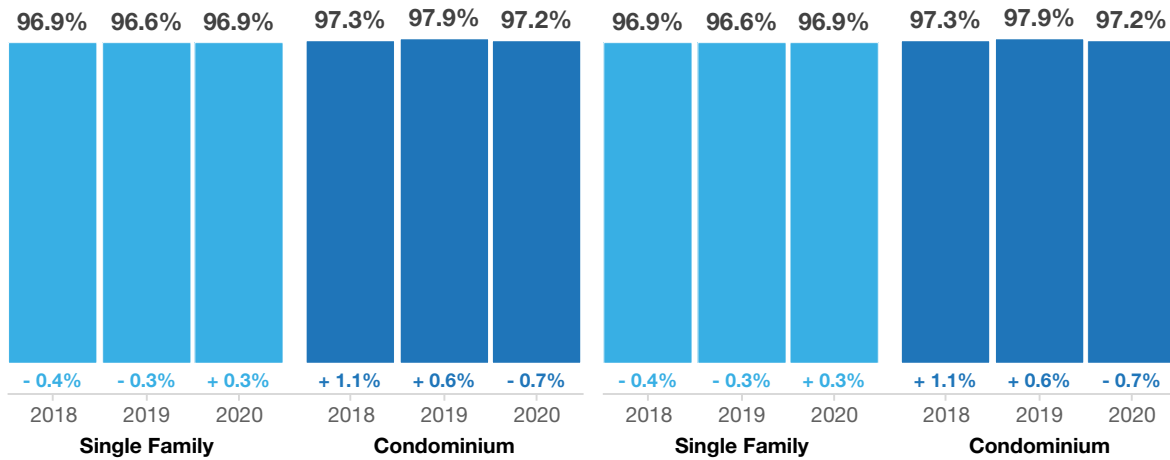
# Percent of List Price Received

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.



## January

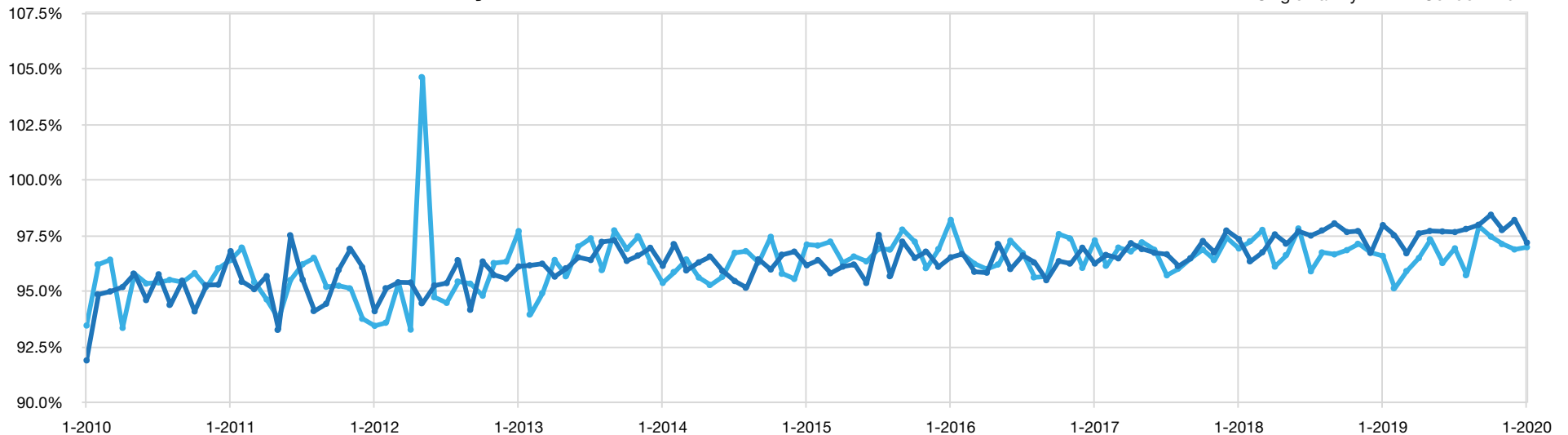
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Oct-2019	97.4%	+ 0.6%	98.4%	+ 0.8%
Nov-2019	97.1%	0.0%	97.7%	0.0%
Dec-2019	96.8%	+ 0.1%	98.2%	+ 1.6%
<b>Jan-2020</b>	<b>96.9%</b>	<b>+ 0.3%</b>	<b>97.2%</b>	<b>- 0.7%</b>
12-Month Avg*	96.7%	- 0.1%	97.6%	+ 0.3%

\* Pct. of List Price Received for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

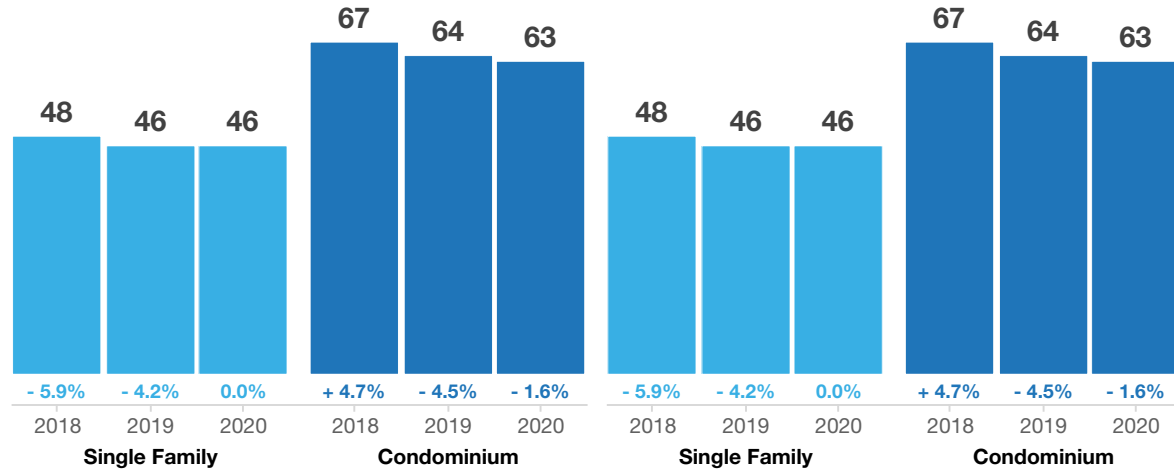


# Housing Affordability Index

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.



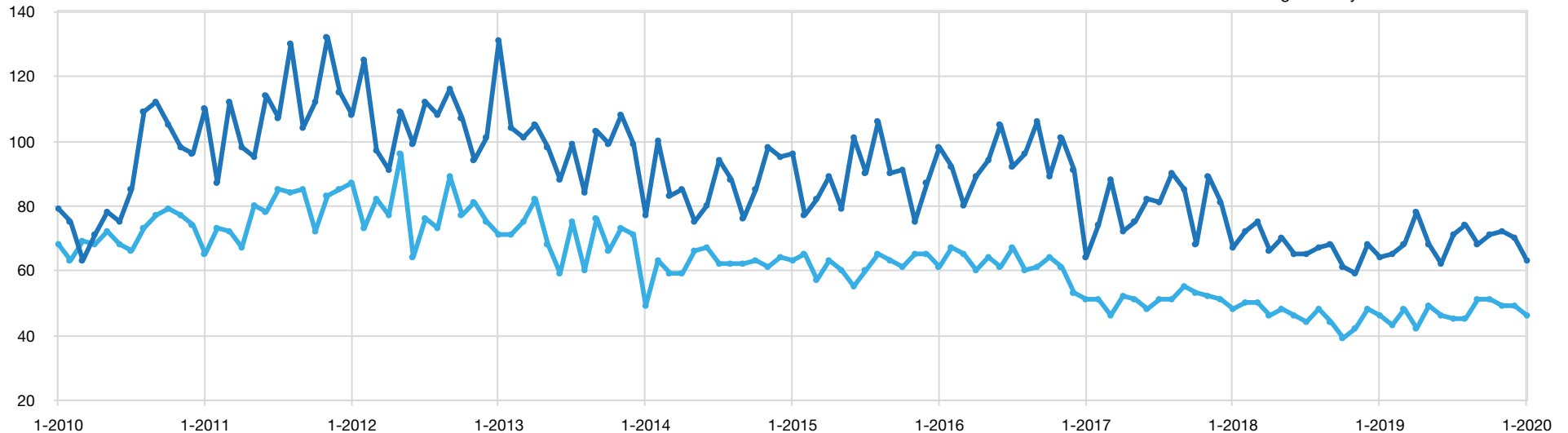
## January



## Year to Date

Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2019	43	- 14.0%	65	- 9.7%
Mar-2019	48	- 4.0%	68	- 9.3%
Apr-2019	42	- 8.7%	78	+ 18.2%
May-2019	49	+ 2.1%	68	- 2.9%
Jun-2019	46	0.0%	62	- 4.6%
Jul-2019	45	+ 2.3%	71	+ 9.2%
Aug-2019	45	- 6.3%	74	+ 10.4%
Sep-2019	51	+ 15.9%	68	0.0%
Oct-2019	51	+ 30.8%	71	+ 16.4%
Nov-2019	49	+ 16.7%	72	+ 22.0%
Dec-2019	49	+ 2.1%	70	+ 2.9%
<b>Jan-2020</b>	<b>46</b>	<b>0.0%</b>	<b>63</b>	<b>- 1.6%</b>
12-Month Avg	47	+ 2.2%	69	+ 3.0%

## Historical Housing Affordability Index by Month

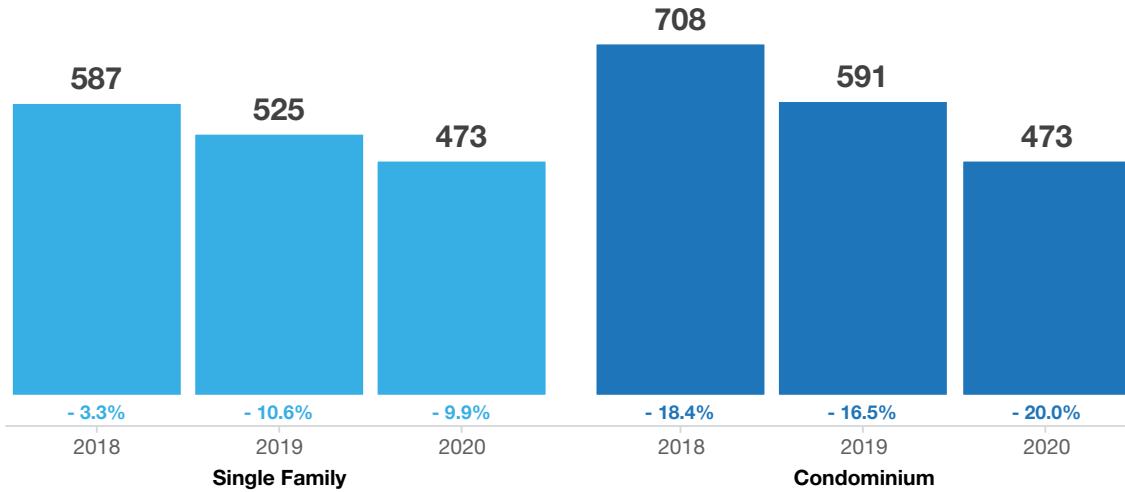


# Inventory of Homes for Sale

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

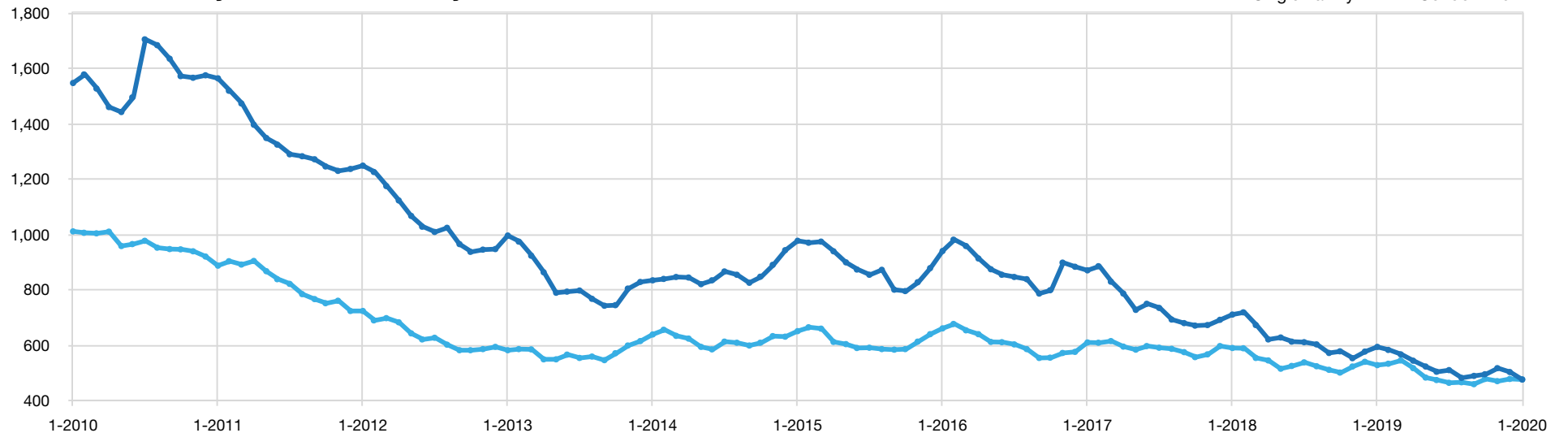


## January



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2019	530	- 9.6%	580	- 19.0%
Mar-2019	542	- 1.6%	564	- 15.8%
Apr-2019	514	- 5.2%	541	- 12.5%
May-2019	480	- 6.3%	520	- 16.8%
Jun-2019	471	- 9.8%	501	- 17.9%
Jul-2019	461	- 13.8%	507	- 16.6%
Aug-2019	463	- 11.1%	479	- 20.2%
Sep-2019	456	- 10.2%	486	- 14.6%
Oct-2019	475	- 4.6%	492	- 14.4%
Nov-2019	467	- 10.2%	514	- 6.5%
Dec-2019	475	- 11.5%	500	- 12.9%
<b>Jan-2020</b>	<b>473</b>	<b>- 9.9%</b>	<b>473</b>	<b>- 20.0%</b>
12-Month Avg	484	- 8.7%	513	- 15.8%

## Historical Inventory of Homes for Sale by Month

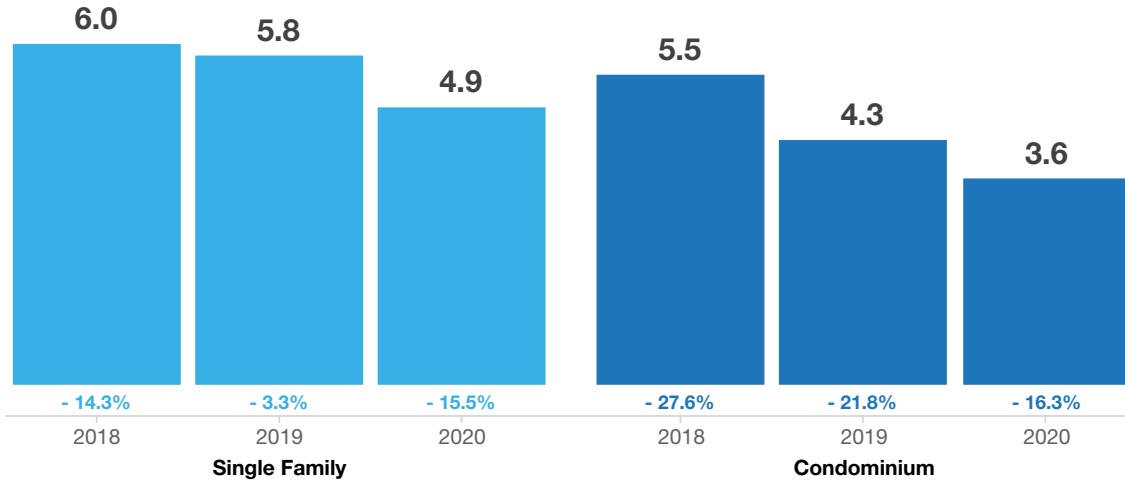


# Months Supply of Inventory

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.



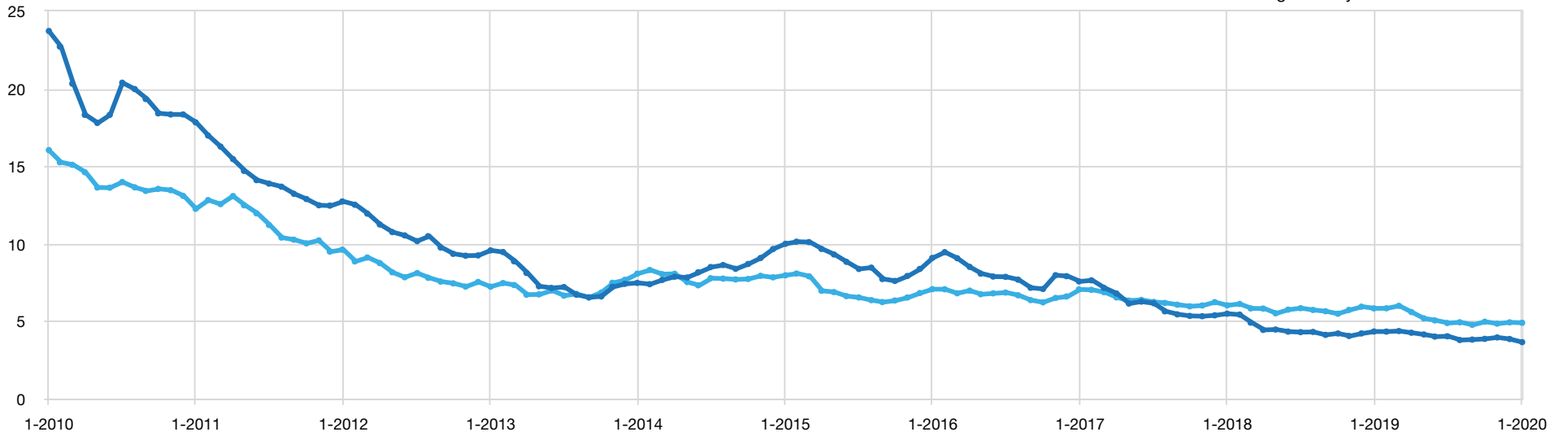
## January



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	- 2.3%
May-2019	5.2	- 5.5%	4.1	- 8.9%
Jun-2019	5.0	- 12.3%	4.0	- 7.0%
Jul-2019	4.9	- 15.5%	4.0	- 7.0%
Aug-2019	4.9	- 14.0%	3.8	- 11.6%
Sep-2019	4.8	- 14.3%	3.8	- 7.3%
Oct-2019	5.0	- 9.1%	3.9	- 7.1%
Nov-2019	4.8	- 15.8%	3.9	- 2.5%
Dec-2019	4.9	- 16.9%	3.8	- 9.5%
<b>Jan-2020</b>	<b>4.9</b>	<b>- 15.5%</b>	<b>3.6</b>	<b>- 16.3%</b>
12-Month Avg*	5.2	- 10.6%	4.0	- 9.5%

\* Months Supply for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

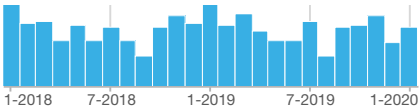
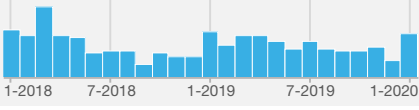
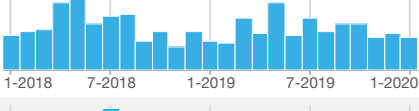
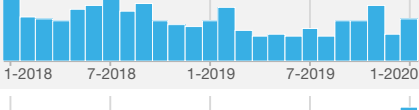
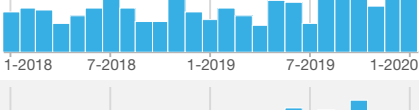
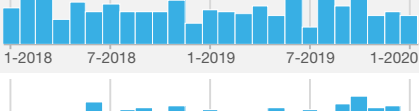
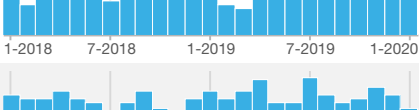
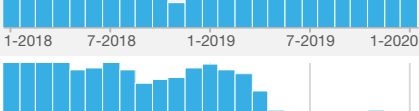
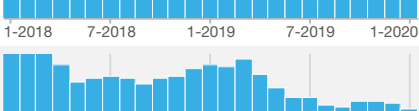
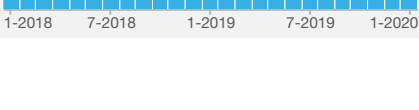
## Historical Months Supply of Inventory by Month



# 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	1-2019	1-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		387	<b>334</b>	- 13.7%	387	<b>334</b>	- 13.7%
<b>Pending Sales</b>		277	<b>274</b>	- 1.1%	277	<b>274</b>	- 1.1%
<b>Closed Sales</b>		212	<b>221</b>	+ 4.2%	212	<b>221</b>	+ 4.2%
<b>Days on Market Until Sale</b>		144	<b>146</b>	+ 1.4%	144	<b>146</b>	+ 1.4%
<b>Median Sales Price</b>		\$590,000	<b>\$699,000</b>	+ 18.5%	\$590,000	<b>\$699,000</b>	+ 18.5%
<b>Average Sales Price</b>		\$828,205	<b>\$796,534</b>	- 3.8%	\$828,205	<b>\$796,534</b>	- 3.8%
<b>Percent of List Price Received</b>		97.3%	<b>97.0%</b>	- 0.3%	97.3%	<b>97.0%</b>	- 0.3%
<b>Housing Affordability Index</b>		57	<b>52</b>	- 8.8%	57	<b>52</b>	- 8.8%
<b>Inventory of Homes for Sale</b>		1,470	<b>1,269</b>	- 13.7%	—	—	—
<b>Months Supply of Inventory</b>		6.0	<b>5.3</b>	- 11.7%	—	—	—

# Single Family Monthly Sales Volume

January 2020



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	January 2020			December 2019			January 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	6	\$5,287,000	\$951,000	3	\$2,685,000	\$800,000	7	\$4,683,000	\$670,000
Hana	0	--	--	2	\$3,337,700	\$1,668,850	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	3	\$5,975,000	\$2,100,000	2	\$6,626,000	\$3,313,000	4	\$6,119,000	\$1,484,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	5	\$2,875,000	\$600,000	11	\$8,259,000	\$695,000	8	\$5,260,000	\$629,000
Kapalua	1	\$2,020,000	\$2,020,000	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	12	\$11,765,800	\$880,000	18	\$19,958,022	\$775,738	8	\$7,417,850	\$806,425
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	3	\$2,396,000	\$876,000	12	\$13,593,010	\$904,500	5	\$5,320,000	\$1,105,000
Lahaina	6	\$9,200,000	\$1,025,000	3	\$2,690,000	\$1,000,000	4	\$7,363,000	\$746,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	5	\$6,342,000	\$1,033,000	8	\$5,890,000	\$647,500	4	\$2,427,000	\$613,500
Maui Meadows	1	\$1,050,000	\$1,050,000	2	\$3,525,000	\$1,762,500	1	\$1,150,000	\$1,150,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$3,100,000	\$1,100,000	3	\$3,156,000	\$1,225,000	0	--	--
Olowalu	0	--	--	1	\$2,800,000	\$2,800,000	0	--	--
Pukalani	6	\$4,366,500	\$770,750	3	\$5,115,000	\$2,250,000	3	\$2,604,000	\$795,000
Spreckelsville/Paia/Kuau	3	\$4,225,000	\$975,000	0	--	--	0	--	--
Wailea/Makena	2	\$3,955,000	\$1,977,500	3	\$7,130,000	\$2,500,000	3	\$5,231,000	\$1,700,000
Wailuku	24	\$17,170,524	\$735,000	25	\$16,652,185	\$693,510	14	\$8,531,794	\$607,500
Lanai	2	\$869,000	\$434,500	1	\$460,000	\$460,000	0	--	--
Molokai	2	\$965,000	\$482,500	0	--	--	2	\$999,700	\$499,850
<b>All MLS</b>	<b>84</b>	<b>\$81,561,824</b>	<b>\$782,438</b>	<b>97</b>	<b>\$101,876,917</b>	<b>\$740,000</b>	<b>63</b>	<b>\$57,106,344</b>	<b>\$730,000</b>

# Condominium Monthly Sales Volume

## January 2020



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	January 2020			December 2019			January 2019		
	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	18	\$19,660,000	\$871,000	9	\$10,464,000	\$955,000	15	\$15,845,500	\$774,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$266,000	\$133,000	4	\$562,500	\$141,250	0	--	--
Kapalua	4	\$4,040,000	\$972,500	6	\$11,444,800	\$1,155,000	6	\$11,339,500	\$1,085,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	42	\$29,196,374	\$547,000	44	\$22,043,700	\$448,500	38	\$21,579,499	\$492,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	11	\$7,411,070	\$662,190	18	\$11,133,794	\$586,274	16	\$6,806,058	\$385,500
Maalaea	6	\$2,167,500	\$347,500	1	\$439,000	\$439,000	3	\$1,571,000	\$460,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	24	\$12,969,474	\$489,500	23	\$9,245,000	\$425,000	24	\$12,899,234	\$489,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	6	\$7,099,000	\$1,150,000	11	\$13,843,500	\$895,000	12	\$18,694,100	\$1,344,550
Wailuku	10	\$4,353,000	\$362,500	8	\$3,003,000	\$335,000	11	\$5,235,775	\$529,900
Lanai	2	\$2,558,000	\$1,279,000	0	--	--	0	--	--
Molokai	2	\$268,000	\$134,000	1	\$270,000	\$270,000	5	\$752,500	\$150,000
<b>All MLS</b>	<b>127</b>	<b>\$89,988,418</b>	<b>\$569,000</b>	<b>125</b>	<b>\$82,449,294</b>	<b>\$514,120</b>	<b>130</b>	<b>\$94,723,166</b>	<b>\$528,450</b>



# Land Monthly Sales Volume

## January 2020



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	January 2020			December 2019			January 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$940,000	\$470,000	3	\$1,555,000	\$500,000	6	\$2,860,375	\$487,563
Hana	2	\$1,225,000	\$612,500	0	--	--	2	\$966,000	\$483,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$350,000	\$350,000	0	--	--	0	--	--
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	1	\$225,000	\$225,000	0	--	--	0	--	--
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	1	\$240,000	\$240,000	0	--	--	3	\$1,883,000	\$475,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	2	\$1,258,850	\$629,425	1	\$589,000	\$589,000	3	\$1,583,000	\$579,000
Lahaina	0	--	--	1	\$550,000	\$550,000	1	\$2,000,000	\$2,000,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	2	\$1,275,000	\$637,500	1	\$400,000	\$400,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	0	--	--	2	\$13,837,500	\$6,918,750
Wailuku	0	--	--	1	\$265,000	\$265,000	1	\$220,000	\$220,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$245,000	\$245,000	1	\$120,000	\$120,000	0	--	--
<b>All MLS</b>	<b>10</b>	<b>\$4,483,850</b>	<b>\$365,000</b>	<b>9</b>	<b>\$4,354,000</b>	<b>\$500,000</b>	<b>19</b>	<b>\$23,749,875</b>	<b>\$494,875</b>

# Single Family Sales – Year to Date

January 2020 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-20 YTD Sales	Jan-19 YTD Sales	Unit Change	Percent Change	Jan-20 YTD Average	Jan-19 YTD Average	Dollar Change	Percent Change	Jan-20 YTD Median	Jan-19 YTD Median	Dollar Change	Percent Change	Jan-20 YTD Volume	Jan-19 YTD Volume	Dollar Change	Percent Change
Haiku	6	7	-1	-14.3%	\$881,167	\$669,000	+\$212,167	+31.7%	\$951,000	\$670,000	+\$281,000	+41.9%	\$5,287,000	\$4,683,000	+\$604,000	+12.9%
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	3	4	-1	-25.0%	\$1,991,667	\$1,529,750	+\$461,917	+30.2%	\$2,100,000	\$1,484,500	+\$615,500	+41.5%	\$5,975,000	\$6,119,000	-\$144,000	-2.4%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	5	8	-3	-37.5%	\$575,000	\$657,500	-\$82,500	-12.5%	\$600,000	\$629,000	-\$29,000	-4.6%	\$2,875,000	\$5,260,000	-\$2,385,000	-45.3%
Kapalua	1	0	+1	--	\$2,020,000	--	--	--	\$2,020,000	--	--	--	\$2,020,000	\$0	+\$2,020,000	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	12	8	+4	+50.0%	\$980,483	\$927,231	+\$53,252	+5.7%	\$880,000	\$806,425	+\$73,575	+9.1%	\$11,765,800	\$7,417,850	+\$4,347,950	+58.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	3	5	-2	-40.0%	\$798,667	\$1,064,000	-\$265,333	-24.9%	\$876,000	\$1,105,000	-\$229,000	-20.7%	\$2,396,000	\$5,320,000	-\$2,924,000	-55.0%
Lahaina	6	4	+2	+50.0%	\$1,533,333	\$1,840,750	-\$307,417	-16.7%	\$1,025,000	\$746,500	+\$278,500	+37.3%	\$9,200,000	\$7,363,000	+\$1,837,000	+24.9%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	5	4	+1	+25.0%	\$1,268,400	\$606,750	+\$661,650	+109.0%	\$1,033,000	\$613,500	+\$419,500	+68.4%	\$6,342,000	\$2,427,000	+\$3,915,000	+161.3%
Maui Meadows	1	1	0	0.0%	\$1,050,000	\$1,150,000	-\$100,000	-8.7%	\$1,050,000	\$1,150,000	-\$100,000	-8.7%	\$1,050,000	\$1,150,000	-\$100,000	-8.7%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	3	0	+3	--	\$1,033,333	--	--	--	\$1,100,000	--	--	--	\$3,100,000	\$0	+\$3,100,000	--
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	3	+3	+100.0%	\$727,750	\$868,000	-\$140,250	-16.2%	\$770,750	\$795,000	-\$24,250	-3.1%	\$4,366,500	\$2,604,000	+\$1,762,500	+67.7%
Spreckelsville/Paia/Kuau	3	0	+3	--	\$1,408,333	--	--	--	\$975,000	--	--	--	\$4,225,000	\$0	+\$4,225,000	--
Wailea/Makena	2	3	-1	-33.3%	\$1,977,500	\$1,743,667	+\$233,833	+13.4%	\$1,977,500	\$1,700,000	+\$277,500	+16.3%	\$3,955,000	\$5,231,000	-\$1,276,000	-24.4%
Wailuku	24	14	+10	+71.4%	\$715,439	\$609,414	+\$106,025	+17.4%	\$735,000	\$607,500	+\$127,501	+21.0%	\$17,170,524	\$8,531,794	+\$8,638,730	+101.3%
Lanai	2	0	+2	--	\$434,500	--	--	--	\$434,500	--	--	--	\$869,000	\$0	+\$869,000	--
Molokai	2	2	0	0.0%	\$482,500	\$499,850	-\$17,350	-3.5%	\$482,500	\$499,850	-\$17,350	-3.5%	\$965,000	\$999,700	-\$34,700	-3.5%
<b>All MLS</b>	<b>84</b>	<b>63</b>	<b>+21</b>	<b>+33.3%</b>	<b>\$970,974</b>	<b>\$906,450</b>	<b>+\$64,524</b>	<b>+7.1%</b>	<b>\$782,438</b>	<b>\$730,000</b>	<b>+\$52,438</b>	<b>+7.2%</b>	<b>\$81,561,824</b>	<b>\$57,106,344</b>	<b>+\$24,455,480</b>	<b>+42.8%</b>

# Total Condominium Sales – Year to Date

January 2020 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-20 YTD Sales	Jan-19 YTD Sales	Unit Change	Percent Change	Jan-20 YTD Average	Jan-19 YTD Average	Dollar Change	Percent Change	Jan-20 YTD Median	Jan-19 YTD Median	Dollar Change	Percent Change	Jan-20 YTD Volume	Jan-19 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	18	15	+3	+20.0%	\$1,092,222	\$1,056,367	+\$35,856	+3.4%	\$871,000	\$774,000	+\$97,000	+12.5%	\$19,660,000	\$15,845,500	+\$3,814,500	+24.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	2	0	+2	--	\$133,000	--	--	--	\$133,000	--	--	--	\$266,000	\$0	+\$266,000	--
Kapalua	4	6	-2	-33.3%	\$1,010,000	\$1,889,917	-\$879,917	-46.6%	\$972,500	\$1,085,000	-\$112,500	-10.4%	\$4,040,000	\$11,339,500	-\$7,299,500	-64.4%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	42	38	+4	+10.5%	\$695,152	\$567,882	+\$127,270	+22.4%	\$547,000	\$492,000	+\$55,000	+11.2%	\$29,196,374	\$21,579,499	+\$7,616,875	+35.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	11	16	-5	-31.3%	\$673,734	\$425,379	+\$248,355	+58.4%	\$662,190	\$385,500	+\$276,690	+71.8%	\$7,411,070	\$6,806,058	+\$605,012	+8.9%
Maalaea	6	3	+3	+100.0%	\$361,250	\$523,667	-\$162,417	-31.0%	\$347,500	\$460,000	-\$112,500	-24.5%	\$2,167,500	\$1,571,000	+\$596,500	+38.0%
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	24	24	0	0.0%	\$540,395	\$537,468	+\$2,927	+0.5%	\$489,500	\$489,500	\$0	0.0%	\$12,969,474	\$12,899,234	+\$70,240	+0.5%
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	6	12	-6	-50.0%	\$1,183,167	\$1,557,842	-\$374,675	-24.1%	\$1,150,000	\$1,344,550	-\$194,550	-14.5%	\$7,099,000	\$18,694,100	-\$11,595,100	-62.0%
Wailuku	10	11	-1	-9.1%	\$435,300	\$475,980	-\$40,680	-8.5%	\$362,500	\$529,900	-\$167,400	-31.6%	\$4,353,000	\$5,235,775	-\$882,775	-16.9%
Lanai	2	0	+2	--	\$1,279,000	--	--	--	\$1,279,000	--	--	--	\$2,558,000	\$0	+\$2,558,000	--
Molokai	2	5	-3	-60.0%	\$134,000	\$150,500	-\$16,500	-11.0%	\$134,000	\$150,000	-\$16,000	-10.7%	\$268,000	\$752,500	-\$484,500	-64.4%
<b>All MLS</b>	<b>127</b>	<b>130</b>	<b>-3</b>	<b>-2.3%</b>	<b>\$708,570</b>	<b>\$728,640</b>	<b>-\$20,070</b>	<b>-2.8%</b>	<b>\$569,000</b>	<b>\$528,450</b>	<b>+\$40,550</b>	<b>+7.7%</b>	<b>\$89,988,418</b>	<b>\$94,723,166</b>	<b>-\$4,734,748</b>	<b>-5.0%</b>

# Fee Simple Condominium Sales – Year to Date

January 2020 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-20 YTD Sales	Jan-19 YTD Sales	Unit Change	Percent Change	Jan-20 YTD Average	Jan-19 YTD Average	Dollar Change	Percent Change	Jan-20 YTD Median	Jan-19 YTD Median	Dollar Change	Percent Change	Jan-20 YTD Volume	Jan-19 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	15	15	0	0.0%	\$1,228,400	\$1,056,367	+\$172,033	+16.3%	\$950,000	\$774,000	+\$176,000	+22.7%	\$18,426,000	\$15,845,500	+\$2,580,500	+16.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	2	0	+2	--	\$133,000	--	--	--	\$133,000	--	--	--	\$266,000	\$0	+\$266,000	--
Kapalua	4	6	-2	-33.3%	\$1,010,000	\$1,889,917	-\$879,917	-46.6%	\$972,500	\$1,085,000	-\$112,500	-10.4%	\$4,040,000	\$11,339,500	-\$7,299,500	-64.4%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	41	38	+3	+7.9%	\$705,521	\$567,882	+\$137,640	+24.2%	\$550,000	\$492,000	+\$58,000	+11.8%	\$28,926,374	\$21,579,499	+\$7,346,875	+34.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	11	16	-5	-31.3%	\$673,734	\$425,379	+\$248,355	+58.4%	\$662,190	\$385,500	+\$276,690	+71.8%	\$7,411,070	\$6,806,058	+\$605,012	+8.9%
Maalaea	3	3	0	0.0%	\$386,667	\$523,667	-\$137,000	-26.2%	\$365,000	\$460,000	-\$95,000	-20.7%	\$1,160,000	\$1,571,000	-\$411,000	-26.2%
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	18	22	-4	-18.2%	\$539,915	\$572,011	-\$32,095	-5.6%	\$527,500	\$504,500	+\$23,000	+4.6%	\$9,718,474	\$12,584,234	-\$2,865,760	-22.8%
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	6	12	-6	-50.0%	\$1,183,167	\$1,557,842	-\$374,675	-24.1%	\$1,150,000	\$1,344,550	-\$194,550	-14.5%	\$7,099,000	\$18,694,100	-\$11,595,100	-62.0%
Wailuku	10	11	-1	-9.1%	\$435,300	\$475,980	-\$40,680	-8.5%	\$362,500	\$529,900	-\$167,400	-31.6%	\$4,353,000	\$5,235,775	-\$882,775	-16.9%
Lanai	2	0	+2	--	\$1,279,000	--	--	--	\$1,279,000	--	--	--	\$2,558,000	\$0	+\$2,558,000	--
Molokai	2	5	-3	-60.0%	\$134,000	\$150,500	-\$16,500	-11.0%	\$134,000	\$150,000	-\$16,000	-10.7%	\$268,000	\$752,500	-\$484,500	-64.4%
<b>All MLS</b>	<b>114</b>	<b>128</b>	<b>-14</b>	<b>-10.9%</b>	<b>\$738,824</b>	<b>\$737,564</b>	<b>+\$1,260</b>	<b>+0.2%</b>	<b>\$597,500</b>	<b>\$529,950</b>	<b>+\$67,550</b>	<b>+12.7%</b>	<b>\$84,225,918</b>	<b>\$94,408,166</b>	<b>-\$10,182,248</b>	<b>-10.8%</b>

# Leasehold Condominium Sales – Year to Date

January 2020 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-20 YTD Sales	Jan-19 YTD Sales	Unit Change	Percent Change	Jan-20 YTD Average	Jan-19 YTD Average	Dollar Change	Percent Change	Jan-20 YTD Median	Jan-19 YTD Median	Dollar Change	Percent Change	Jan-20 YTD Volume	Jan-19 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	3	0	+3	--	\$411,333	--	--	--	\$320,000	--	--	--	\$1,234,000	\$0	+\$1,234,000	--
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	1	0	+1	--	\$270,000	--	--	--	\$270,000	--	--	--	\$270,000	\$0	+\$270,000	--
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maalaea	3	0	+3	--	\$335,833	--	--	--	\$328,000	--	--	--	\$1,007,500	\$0	+\$1,007,500	--
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	6	2	+4	+200.0%	\$541,833	\$157,500	+\$384,333	+244.0%	\$150,500	\$157,500	-\$7,000	-4.4%	\$3,251,000	\$315,000	+\$2,936,000	+932.1%
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	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
<b>All MLS</b>	<b>13</b>	<b>2</b>	<b>+11</b>	<b>+550.0%</b>	<b>\$443,269</b>	<b>\$157,500</b>	<b>+\$285,769</b>	<b>+181.4%</b>	<b>\$319,000</b>	<b>\$157,500</b>	<b>+\$161,500</b>	<b>+102.5%</b>	<b>\$5,762,500</b>	<b>\$315,000</b>	<b>+\$5,447,500</b>	<b>+1,729.4%</b>

# Land Sales – Year to Date

January 2020 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-20 YTD Sales	Jan-19 YTD Sales	Unit Change	Percent Change	Jan-20 YTD Average	Jan-19 YTD Average	Dollar Change	Percent Change	Jan-20 YTD Median	Jan-19 YTD Median	Dollar Change	Percent Change	Jan-20 YTD Volume	Jan-19 YTD Volume	Dollar Change	Percent Change
Haiku	2	6	-4	-66.7%	\$470,000	\$476,729	-\$6,729	-1.4%	\$470,000	\$487,563	-\$17,563	-3.6%	\$940,000	\$2,860,375	-\$1,920,375	-67.1%
Hana	2	2	0	0.0%	\$612,500	\$483,000	+\$129,500	+26.8%	\$612,500	\$483,000	+\$129,500	+26.8%	\$1,225,000	\$966,000	+\$259,000	+26.8%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	1	0	+1	--	\$350,000	--	--	--	\$350,000	--	--	--	\$350,000	\$0	+\$350,000	--
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	1	0	+1	--	\$225,000	--	--	--	\$225,000	--	--	--	\$225,000	\$0	+\$225,000	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	1	3	-2	-66.7%	\$240,000	\$627,667	-\$387,667	-61.8%	\$240,000	\$475,000	-\$235,000	-49.5%	\$240,000	\$1,883,000	-\$1,643,000	-87.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	2	3	-1	-33.3%	\$629,425	\$527,667	+\$101,758	+19.3%	\$629,425	\$579,000	+\$50,425	+8.7%	\$1,258,850	\$1,583,000	-\$324,150	-20.5%
Lahaina	0	1	-1	-100.0%	--	\$2,000,000	--	--	--	\$2,000,000	--	--	\$0	\$2,000,000	-\$2,000,000	-100.0%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	0	1	-1	-100.0%	--	\$400,000	--	--	--	\$400,000	--	--	\$0	\$400,000	-\$400,000	-100.0%
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
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	2	-2	-100.0%	--	\$6,918,750	--	--	--	\$6,918,750	--	--	\$0	\$13,837,500	-\$13,837,500	-100.0%
Wailuku	0	1	-1	-100.0%	--	\$220,000	--	--	--	\$220,000	--	--	\$0	\$220,000	-\$220,000	-100.0%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	1	0	+1	--	\$245,000	--	--	--	\$245,000	--	--	--	\$245,000	\$0	+\$245,000	--
<b>All MLS</b>	<b>10</b>	<b>19</b>	<b>-9</b>	<b>-47.4%</b>	<b>\$448,385</b>	<b>\$1,249,993</b>	<b>-\$801,608</b>	<b>-64.1%</b>	<b>\$365,000</b>	<b>\$494,875</b>	<b>-\$129,875</b>	<b>-26.2%</b>	<b>\$4,483,850</b>	<b>\$23,749,875</b>	<b>-\$19,266,025</b>	<b>-81.1%</b>