

# Monthly Indicators



## August 2021

The booming U.S. housing market has spilled over to the rental market, which has seen demand for apartment and single-family rentals skyrocket this year, as high sales prices and an inadequate supply of available housing have forced many prospective buyers to rent for the foreseeable future. Increased demand for housing, along with an improving economy, has competition for rental units soaring, and landlords are taking note, with the national median rent increasing 11.4% in 2021 so far, according to Apartment List.

New Listings remained flat for Single Family homes but decreased 48.0 percent for Condominium properties. Pending Sales increased 15.0 percent for Single Family homes and 31.5 percent for Condominium homes. Inventory decreased 45.1 percent for Single Family homes and 82.7 percent for Condominium homes.

Median Sales Price increased 30.2 percent to \$1,040,000 for Single Family homes but decreased 2.0 percent to \$650,000 for Condominium homes. Days on Market decreased 11.6 percent for Single Family homes and 44.4 percent for Condominium homes. Months Supply of Inventory decreased 59.1 percent for Single Family homes and 90.8 percent for Condominium homes.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

## Quick Facts

**+ 40.2%**

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

**+ 9.9%**

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

**- 65.8%**

Change in Number of  
**Homes for Sale**  
All Properties

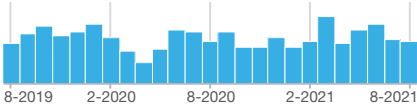
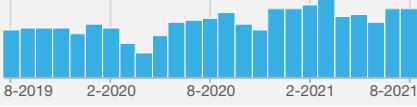
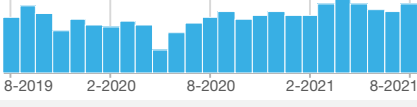
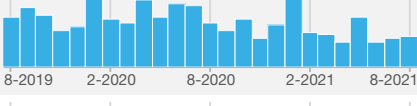
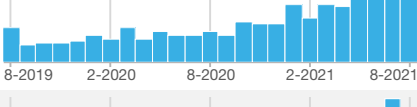
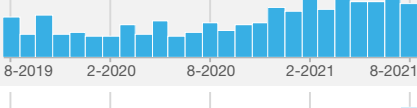
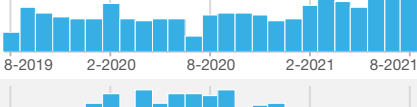
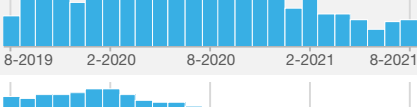
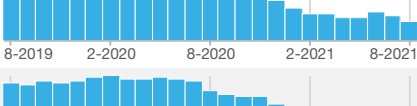

This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Condominium Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Combined	14

# 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.

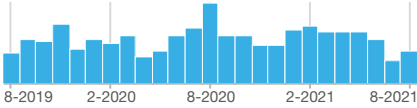
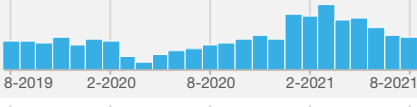

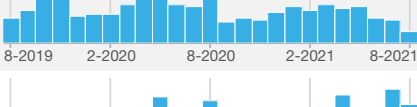
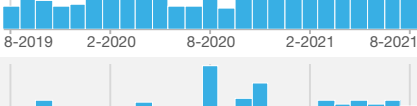
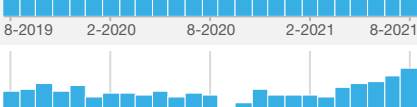

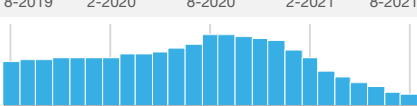
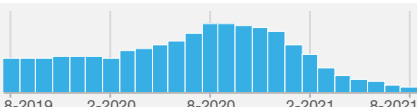



Key Metrics	Historical Sparkbars	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		116	116	0.0%	926	1,008	+ 8.9%
Pending Sales		107	123	+ 15.0%	674	963	+ 42.9%
Closed Sales		99	121	+ 22.2%	645	926	+ 43.6%
Days on Market Until Sale		129	114	- 11.6%	142	121	- 14.8%
Median Sales Price		\$799,000	\$1,040,000	+ 30.2%	\$772,500	\$999,000	+ 29.3%
Average Sales Price		\$1,284,432	\$1,700,572	+ 32.4%	\$1,086,302	\$1,794,722	+ 65.2%
Percent of List Price Received		97.2%	100.0%	+ 2.9%	96.9%	98.6%	+ 1.8%
Housing Affordability Index		64	49	- 23.4%	66	51	- 22.7%
Inventory of Homes for Sale		377	207	- 45.1%	—	—	—
Months Supply of Inventory		4.4	1.8	- 59.1%	—	—	—

# 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	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		275	143	- 48.0%	1,440	1,422	- 1.3%
Pending Sales		111	146	+ 31.5%	724	1,719	+ 137.4%
Closed Sales		118	187	+ 58.5%	842	1,667	+ 98.0%
Days on Market Until Sale		180	100	- 44.4%	153	133	- 13.1%
Median Sales Price		\$663,500	\$650,000	- 2.0%	\$575,000	\$640,000	+ 11.3%
Average Sales Price		\$1,466,970	\$945,485	- 35.5%	\$873,704	\$952,300	+ 9.0%
Percent of List Price Received		97.4%	99.7%	+ 2.4%	97.5%	98.3%	+ 0.8%
Housing Affordability Index		77	78	+ 1.3%	89	79	- 11.2%
Inventory of Homes for Sale		785	136	- 82.7%	—	—	—
Months Supply of Inventory		7.6	0.7	- 90.8%	—	—	—

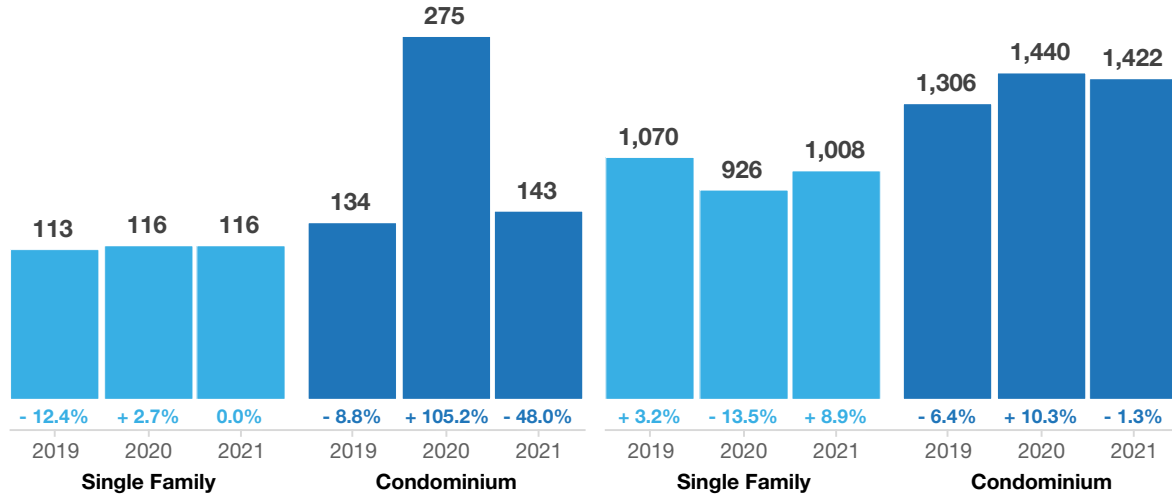
# New Listings

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



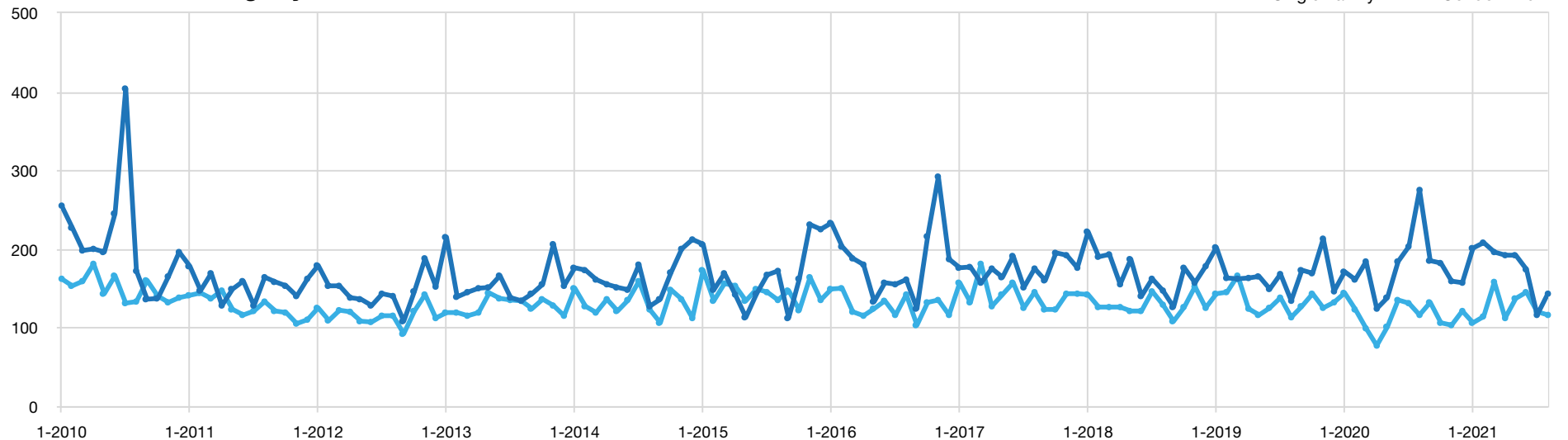
## August

## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2020	132	+ 3.9%	185	+ 6.9%
Oct-2020	106	- 25.9%	182	+ 7.7%
Nov-2020	103	- 17.6%	159	- 25.4%
Dec-2020	121	- 8.3%	157	+ 7.5%
Jan-2021	106	- 26.4%	201	+ 17.5%
Feb-2021	114	- 7.3%	208	+ 29.2%
Mar-2021	158	+ 59.6%	196	+ 6.5%
Apr-2021	112	+ 45.5%	192	+ 54.8%
May-2021	137	+ 35.6%	192	+ 39.1%
Jun-2021	145	+ 7.4%	174	- 5.4%
Jul-2021	120	- 8.4%	116	- 42.9%
<b>Aug-2021</b>	<b>116</b>	<b>0.0%</b>	<b>143</b>	<b>- 48.0%</b>
12-Month Avg	123	+ 1.7%	175	- 1.7%

## Historical New Listings by Month

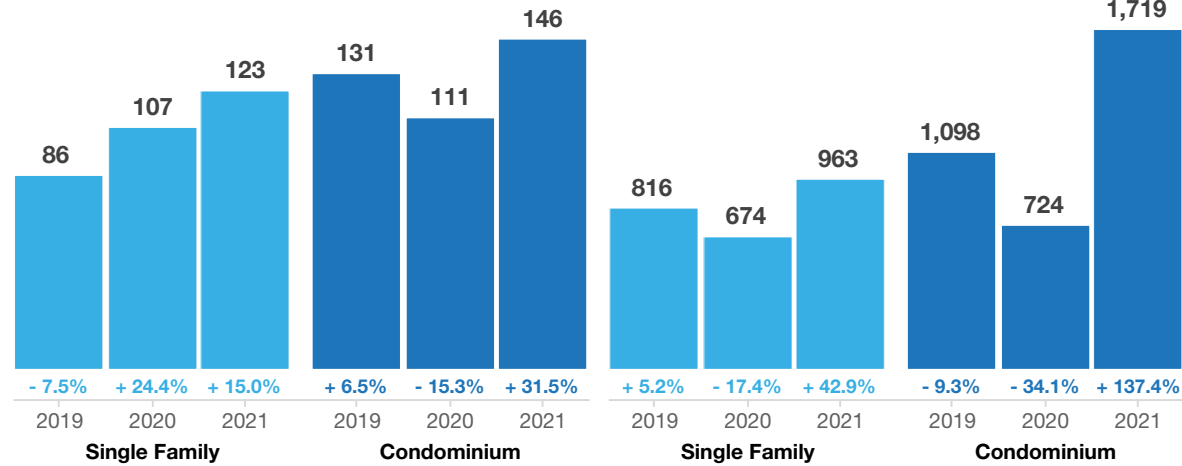


# Pending Sales

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

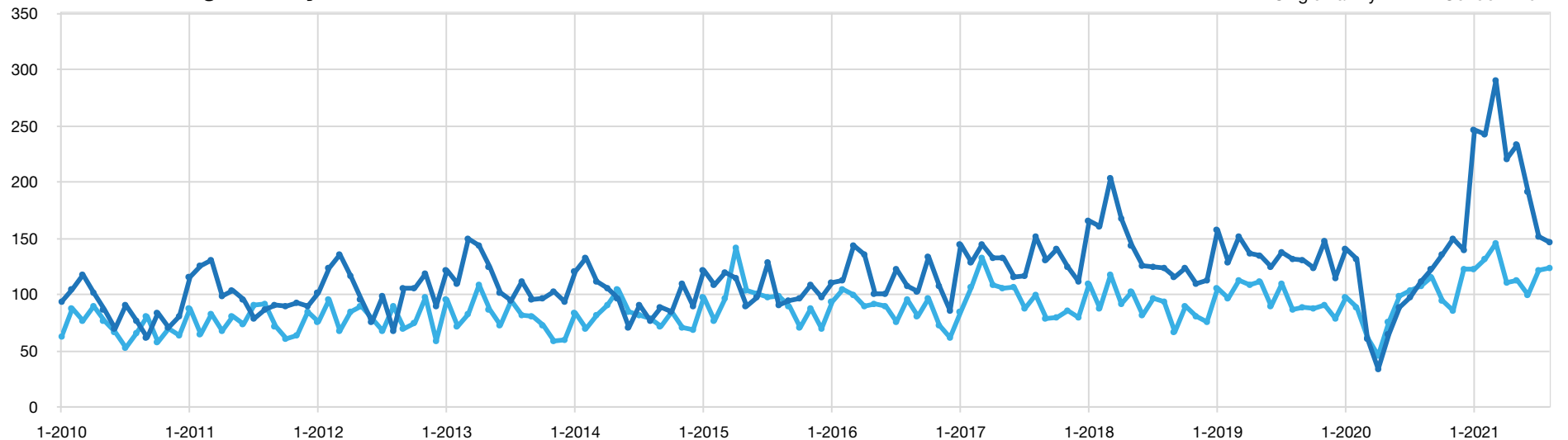


## August



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2020	115	+ 30.7%	122	- 6.2%
Oct-2020	94	+ 8.0%	135	+ 9.8%
Nov-2020	85	- 5.6%	149	+ 1.4%
Dec-2020	122	+ 56.4%	139	+ 21.9%
Jan-2021	122	+ 25.8%	246	+ 75.7%
Feb-2021	131	+ 48.9%	242	+ 84.7%
Mar-2021	145	+ 137.7%	290	+ 383.3%
Apr-2021	110	+ 144.4%	220	+ 566.7%
May-2021	112	+ 49.3%	233	+ 264.1%
Jun-2021	99	+ 1.0%	191	+ 117.0%
Jul-2021	121	+ 17.5%	151	+ 55.7%
<b>Aug-2021</b>	<b>123</b>	<b>+ 15.0%</b>	<b>146</b>	<b>+ 31.5%</b>
12-Month Avg	115	+ 35.3%	189	+ 83.5%

## Historical Pending Sales by Month

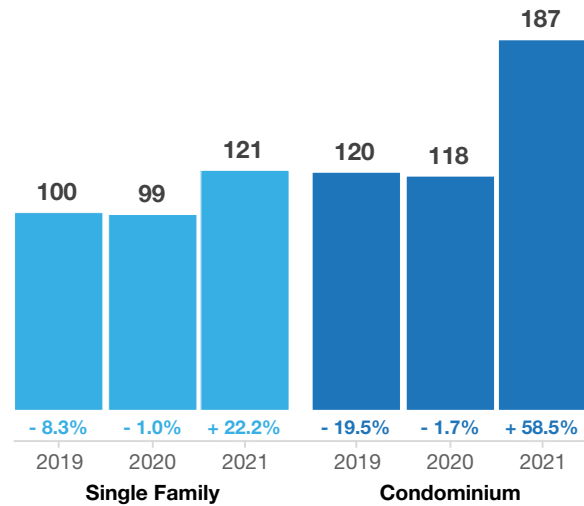


# Closed Sales

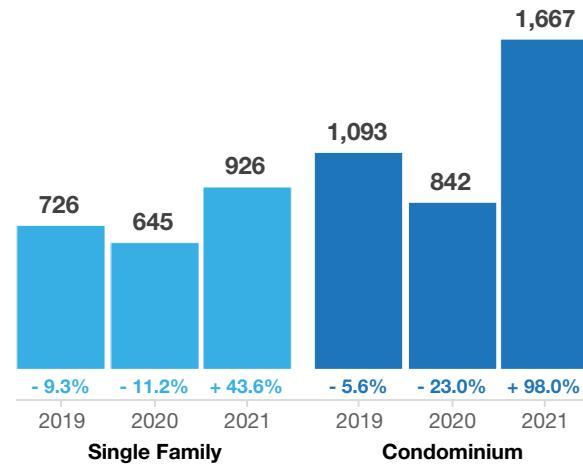
A count of the actual sales that closed in a given month.



## August

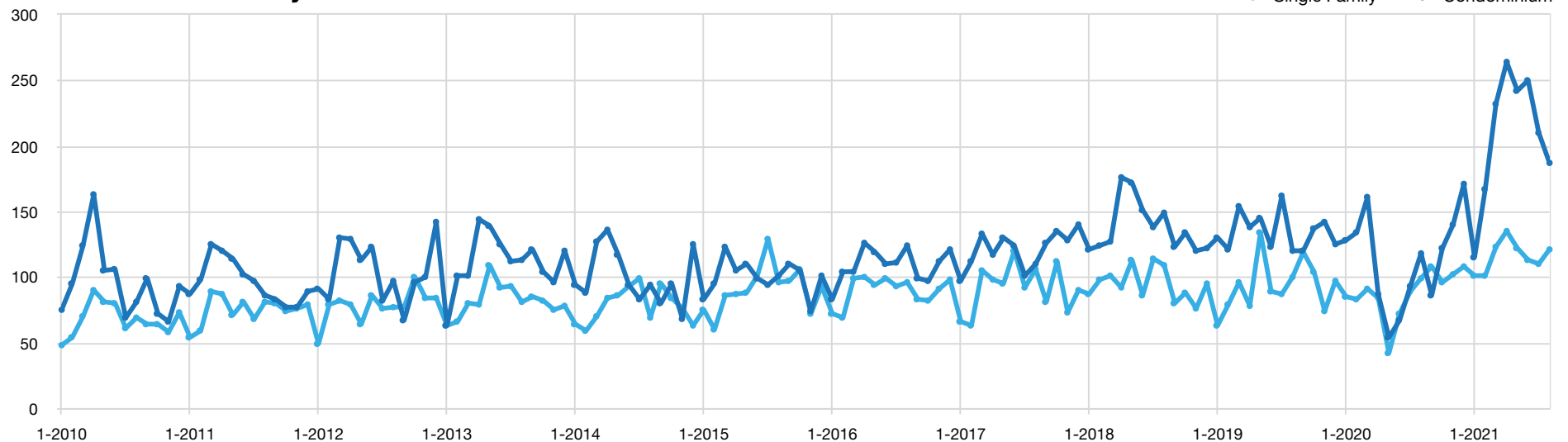


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2020	108	- 9.2%	86	- 28.3%
Oct-2020	96	- 7.7%	122	- 10.9%
Nov-2020	102	+ 37.8%	140	- 1.4%
Dec-2020	108	+ 11.3%	171	+ 36.8%
Jan-2021	101	+ 18.8%	115	- 10.2%
Feb-2021	101	+ 21.7%	167	+ 24.6%
Mar-2021	123	+ 35.2%	232	+ 44.1%
Apr-2021	135	+ 60.7%	264	+ 203.4%
May-2021	122	+ 190.5%	242	+ 348.1%
Jun-2021	113	+ 56.9%	250	+ 273.1%
Jul-2021	110	+ 23.6%	210	+ 125.8%
<b>Aug-2021</b>	<b>121</b>	<b>+ 22.2%</b>	<b>187</b>	<b>+ 58.5%</b>
12-Month Avg	112	+ 28.7%	182	+ 59.6%

## Historical Closed Sales by Month

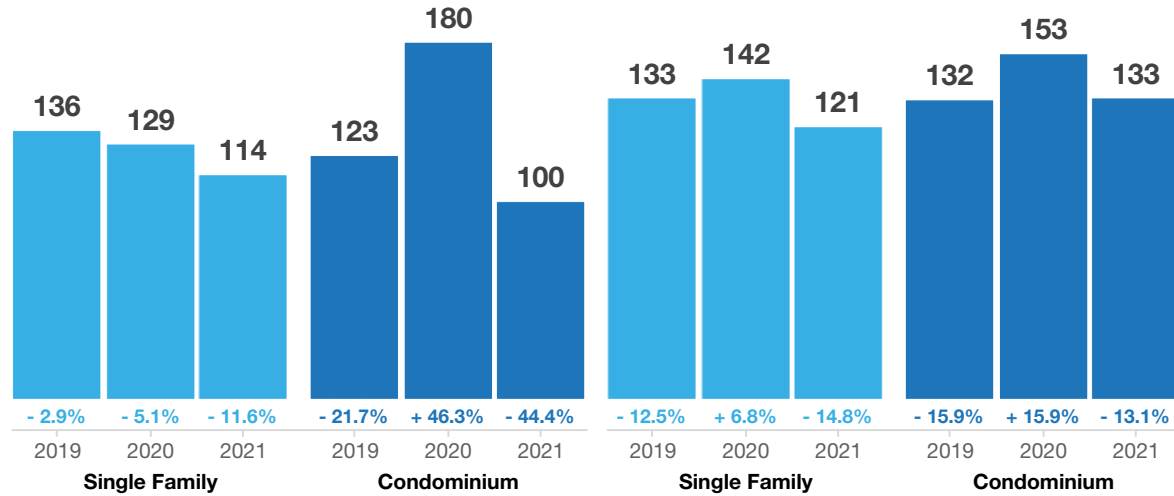


# Days on Market Until Sale

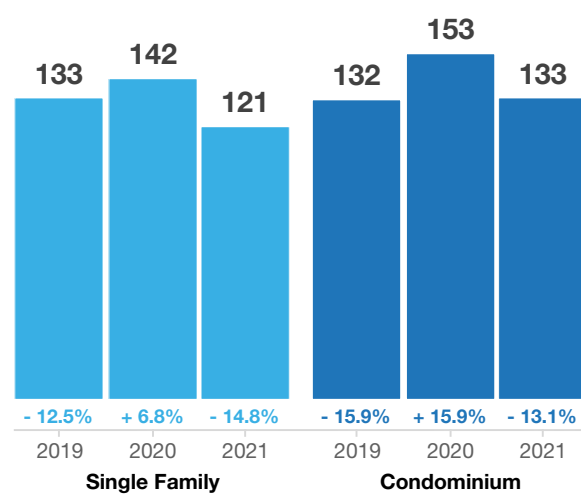
Average number of days between when a property is listed and when it closed in a given month.



## August



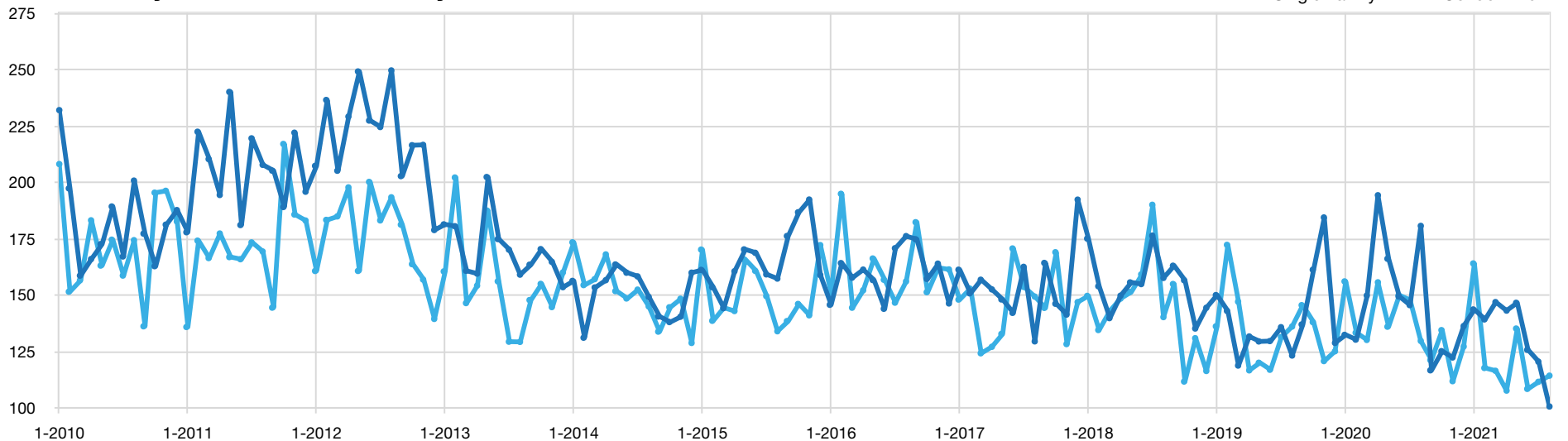
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2020	121	- 16.6%	116	- 15.3%
Oct-2020	134	- 2.9%	125	- 22.4%
Nov-2020	111	- 7.5%	122	- 33.7%
Dec-2020	127	+ 1.6%	136	+ 6.3%
Jan-2021	164	+ 5.1%	143	+ 8.3%
Feb-2021	117	- 12.0%	139	+ 6.9%
Mar-2021	116	- 10.8%	147	- 2.0%
Apr-2021	107	- 31.0%	143	- 26.3%
May-2021	135	- 0.7%	146	- 12.0%
Jun-2021	108	- 28.0%	125	- 16.1%
Jul-2021	111	- 25.0%	120	- 17.2%
<b>Aug-2021</b>	<b>114</b>	<b>- 11.6%</b>	<b>100</b>	<b>- 44.4%</b>
12-Month Avg*	122	- 12.4%	132	- 14.1%

\* Days on Market for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

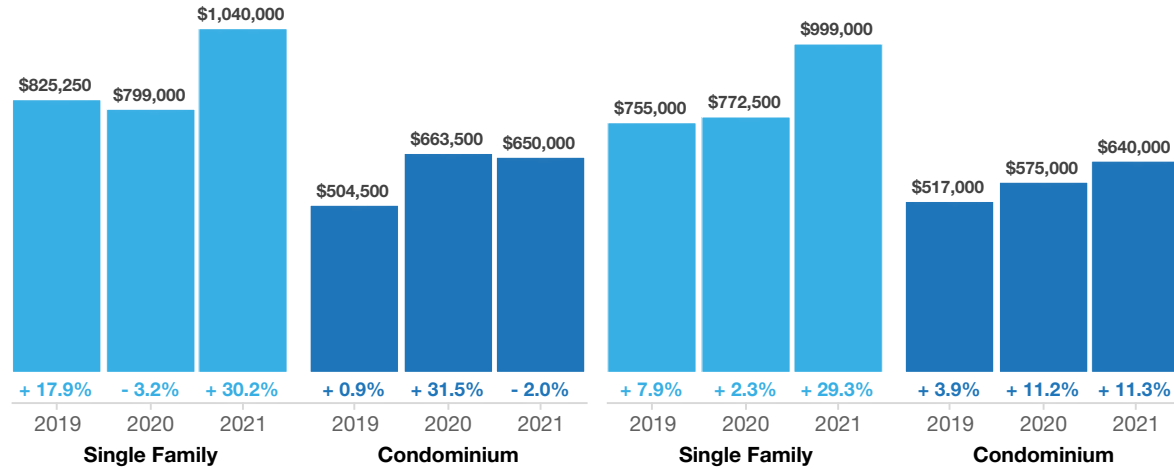


# Median Sales Price

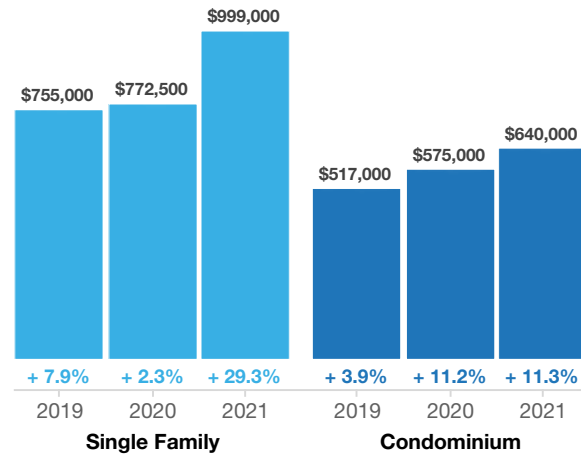
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



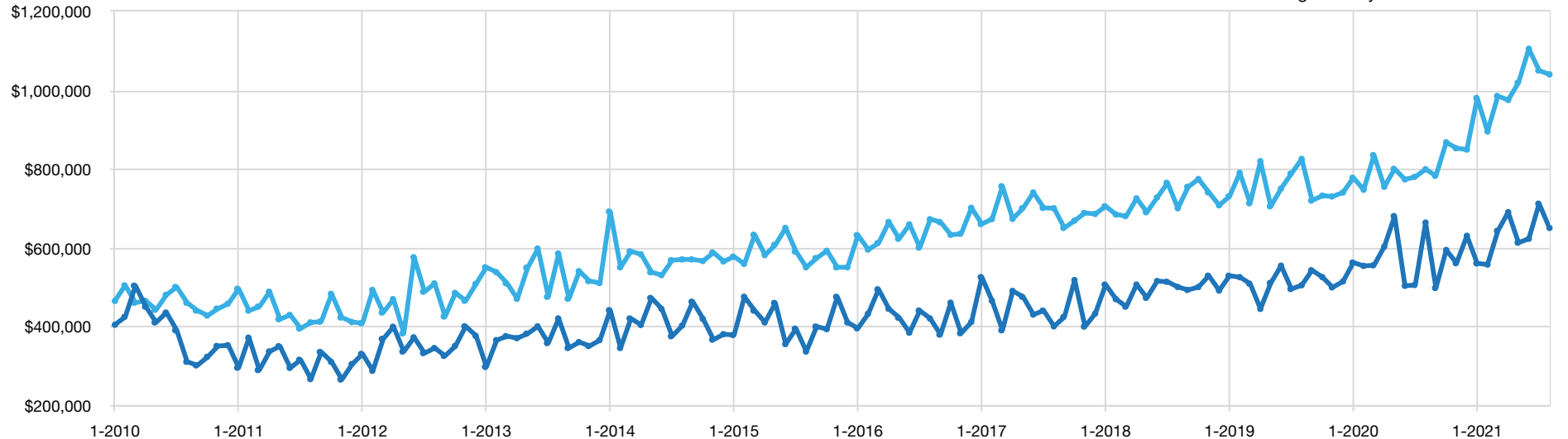
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2020	\$782,500	+ 8.8%	\$497,500	- 8.3%
Oct-2020	\$867,500	+ 18.5%	\$593,900	+ 13.1%
Nov-2020	\$852,500	+ 16.8%	\$560,500	+ 12.3%
Dec-2020	\$849,000	+ 14.7%	\$630,000	+ 22.5%
Jan-2021	\$980,000	+ 26.0%	\$560,000	- 0.4%
Feb-2021	\$895,000	+ 19.8%	\$556,990	+ 0.6%
Mar-2021	\$985,000	+ 18.0%	\$642,500	+ 15.8%
Apr-2021	\$975,000	+ 29.2%	\$690,000	+ 14.5%
May-2021	\$1,019,000	+ 27.4%	\$612,500	- 9.9%
Jun-2021	\$1,105,000	+ 42.9%	\$622,500	+ 23.8%
Jul-2021	\$1,050,000	+ 34.7%	\$711,500	+ 40.9%
<b>Aug-2021</b>	<b>\$1,040,000</b>	<b>+ 30.2%</b>	<b>\$650,000</b>	<b>- 2.0%</b>
12-Month Avg*	\$938,500	+ 24.7%	\$629,000	+ 13.9%

\* Median Sales Price for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month





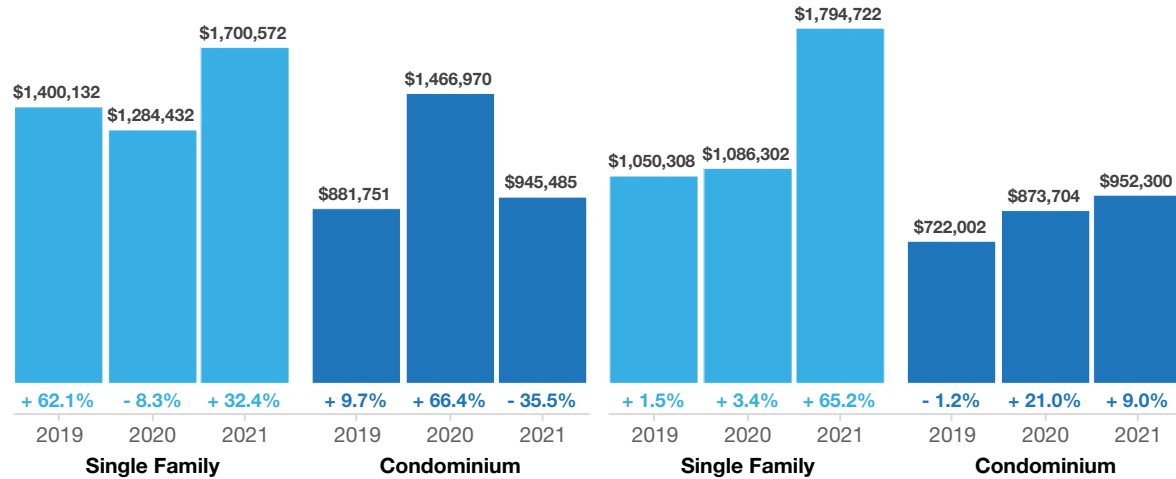
# Average Sales Price

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



## August

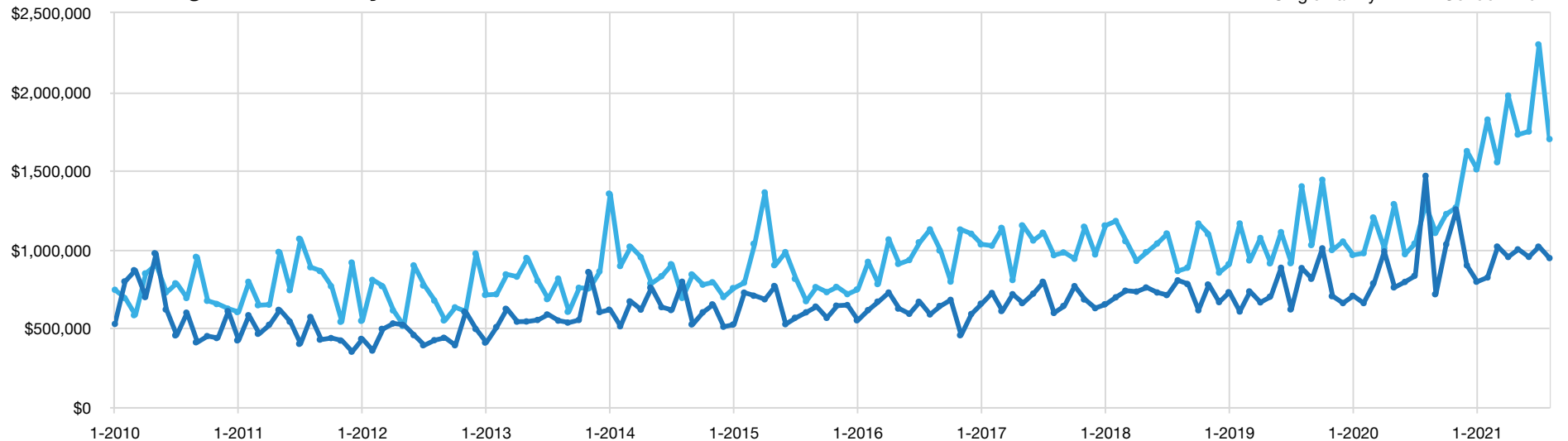
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2020	\$1,104,911	+ 7.5%	\$716,109	- 12.0%
Oct-2020	\$1,224,740	- 15.1%	\$1,032,909	+ 2.6%
Nov-2020	\$1,266,251	+ 27.1%	\$1,253,660	+ 78.1%
Dec-2020	\$1,624,298	+ 54.7%	\$899,041	+ 36.3%
Jan-2021	\$1,508,568	+ 56.3%	\$795,440	+ 12.7%
Feb-2021	\$1,824,061	+ 86.8%	\$822,458	+ 24.7%
Mar-2021	\$1,553,529	+ 29.2%	\$1,018,389	+ 29.8%
Apr-2021	\$1,976,282	+ 96.2%	\$952,459	- 3.5%
May-2021	\$1,729,389	+ 34.3%	\$1,000,564	+ 31.8%
Jun-2021	\$1,748,405	+ 80.3%	\$952,958	+ 20.0%
Jul-2021	\$2,301,004	+ 121.8%	\$1,017,905	+ 22.3%
<b>Aug-2021</b>	<b>\$1,700,572</b>	<b>+ 32.4%</b>	<b>\$945,485</b>	<b>- 35.5%</b>
12-Month Avg*	\$1,644,328	+ 48.7%	\$962,640	+ 14.0%

\* Avg. Sales Price for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



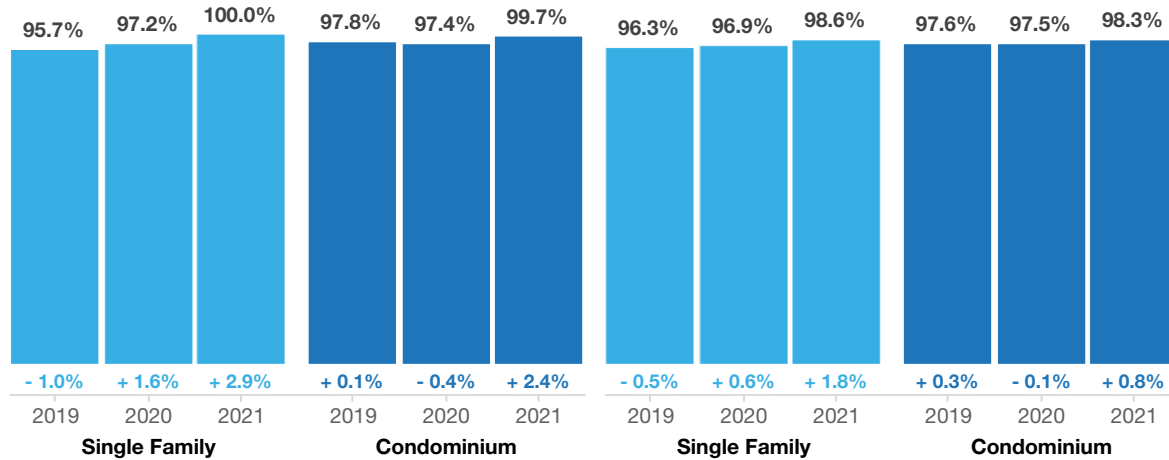
# Percent of List Price Received

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.



## August

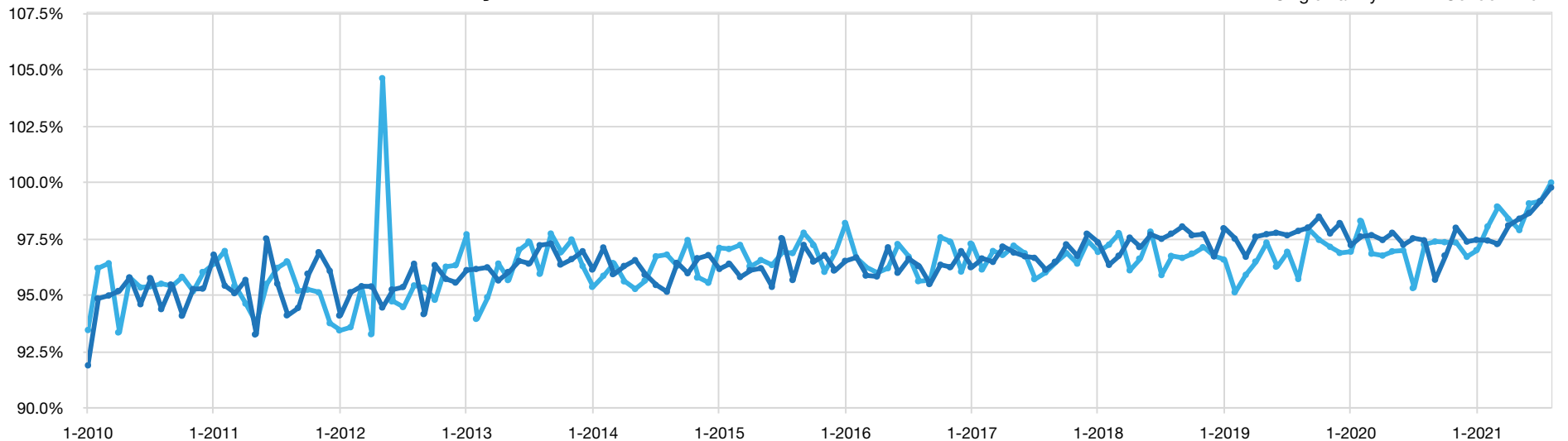
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2020	97.4%	- 0.5%	95.7%	- 2.3%
Oct-2020	97.3%	- 0.1%	96.7%	- 1.8%
Nov-2020	97.3%	+ 0.2%	98.0%	+ 0.3%
Dec-2020	96.7%	- 0.1%	97.3%	- 0.9%
Jan-2021	97.0%	+ 0.1%	97.4%	+ 0.2%
Feb-2021	98.0%	- 0.3%	97.4%	- 0.2%
Mar-2021	98.9%	+ 2.2%	97.2%	- 0.4%
Apr-2021	98.4%	+ 1.8%	98.1%	+ 0.7%
May-2021	97.9%	+ 1.0%	98.4%	+ 0.7%
Jun-2021	99.0%	+ 2.1%	98.6%	+ 1.4%
Jul-2021	99.1%	+ 4.0%	99.1%	+ 1.6%
<b>Aug-2021</b>	<b>100.0%</b>	<b>+ 2.9%</b>	<b>99.7%</b>	<b>+ 2.4%</b>
12-Month Avg*	98.1%	+ 1.1%	98.0%	+ 0.3%

\* Pct. of List Price Received for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



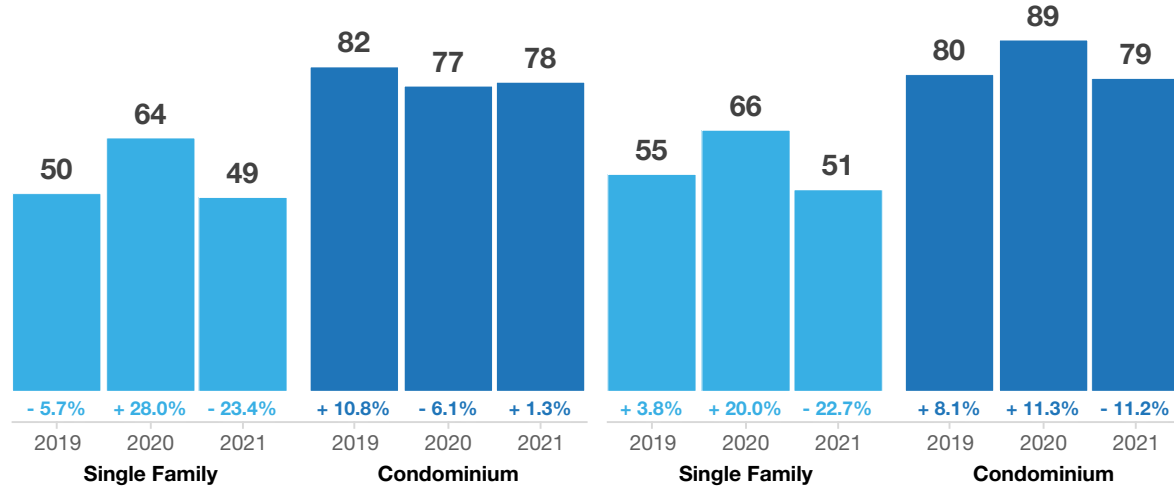
# Housing Affordability Index

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.



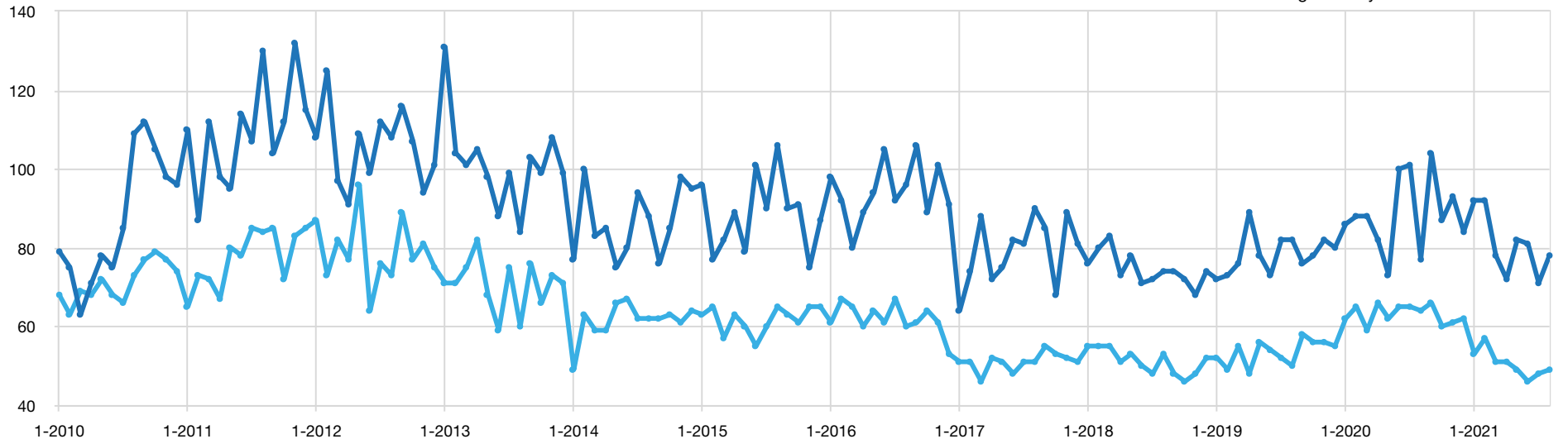
## August

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2020	66	+ 13.8%	104	+ 36.8%
Oct-2020	60	+ 7.1%	87	+ 11.5%
Nov-2020	61	+ 8.9%	93	+ 13.4%
Dec-2020	62	+ 12.7%	84	+ 5.0%
Jan-2021	53	- 14.5%	92	+ 7.0%
Feb-2021	57	- 12.3%	92	+ 4.5%
Mar-2021	51	- 13.6%	78	- 11.4%
Apr-2021	51	- 22.7%	72	- 12.2%
May-2021	49	- 21.0%	82	+ 12.3%
Jun-2021	46	- 29.2%	81	- 19.0%
Jul-2021	48	- 26.2%	71	- 29.7%
<b>Aug-2021</b>	<b>49</b>	<b>- 23.4%</b>	<b>78</b>	<b>+ 1.3%</b>
12-Month Avg	54	- 11.5%	85	+ 1.2%

## Historical Housing Affordability Index by Month

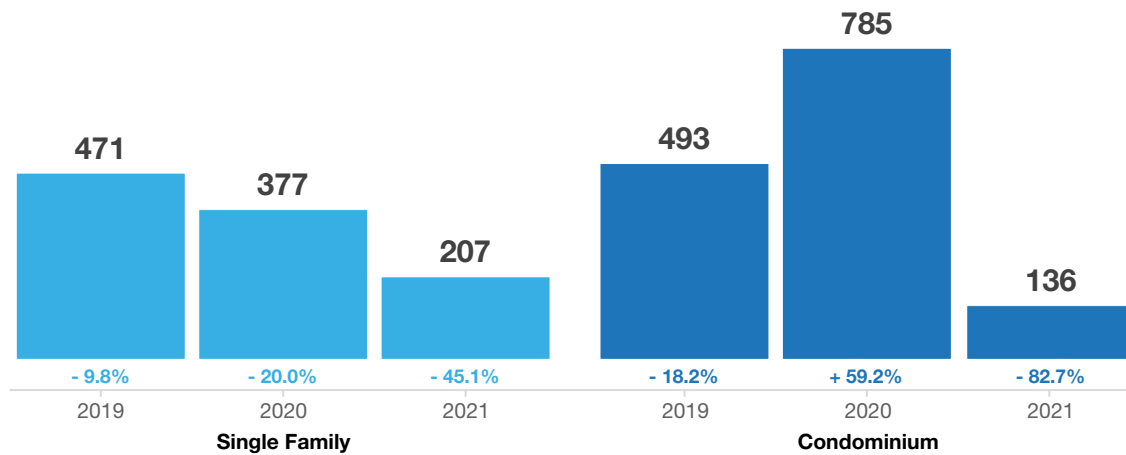


# Inventory of Homes for Sale

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

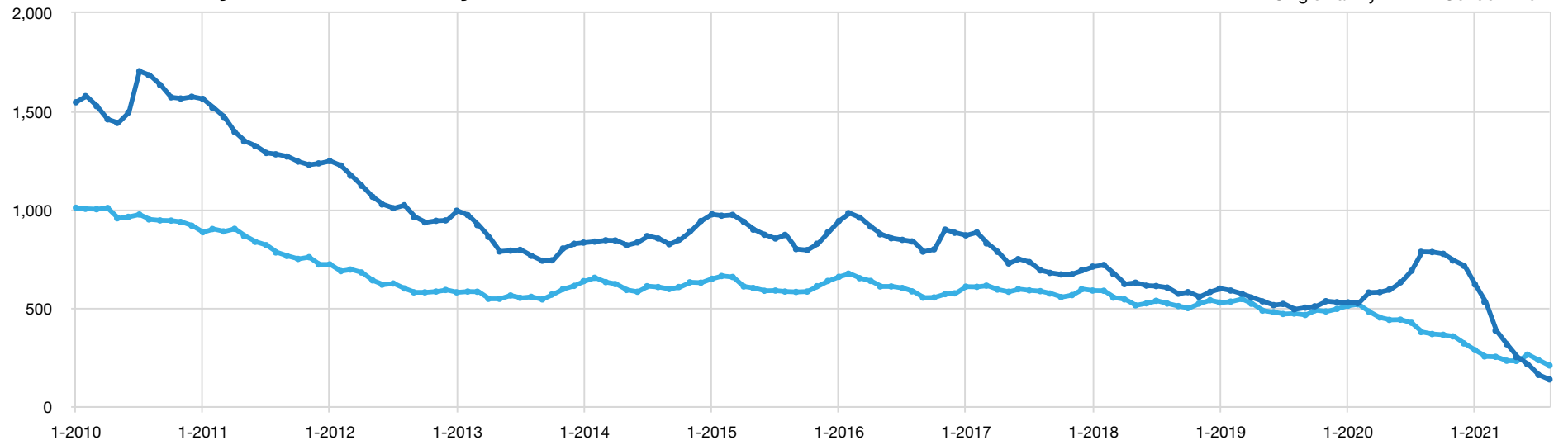


## August



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2020	367	- 20.9%	784	+ 56.5%
Oct-2020	363	- 25.6%	775	+ 52.6%
Nov-2020	355	- 26.3%	741	+ 38.8%
Dec-2020	319	- 35.6%	714	+ 35.0%
Jan-2021	285	- 44.2%	619	+ 17.2%
Feb-2021	253	- 51.2%	530	+ 1.1%
Mar-2021	251	- 47.8%	384	- 33.6%
Apr-2021	231	- 48.8%	315	- 45.7%
May-2021	230	- 47.6%	250	- 57.8%
Jun-2021	262	- 40.5%	213	- 66.2%
Jul-2021	234	- 44.8%	159	- 76.9%
<b>Aug-2021</b>	<b>207</b>	<b>- 45.1%</b>	<b>136</b>	<b>- 82.7%</b>
12-Month Avg	280	- 39.7%	468	- 19.6%

## Historical Inventory of Homes for Sale by Month

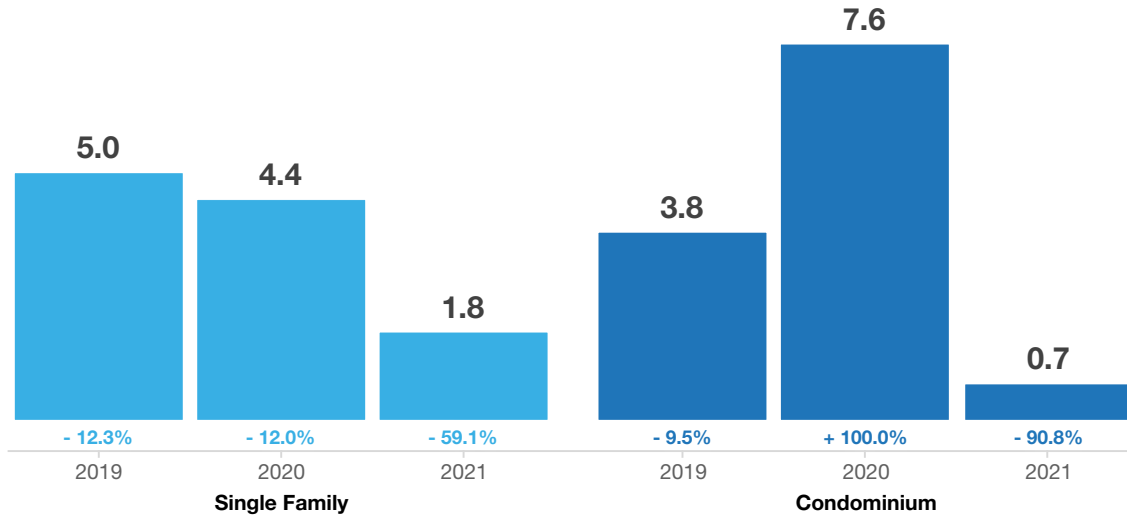


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



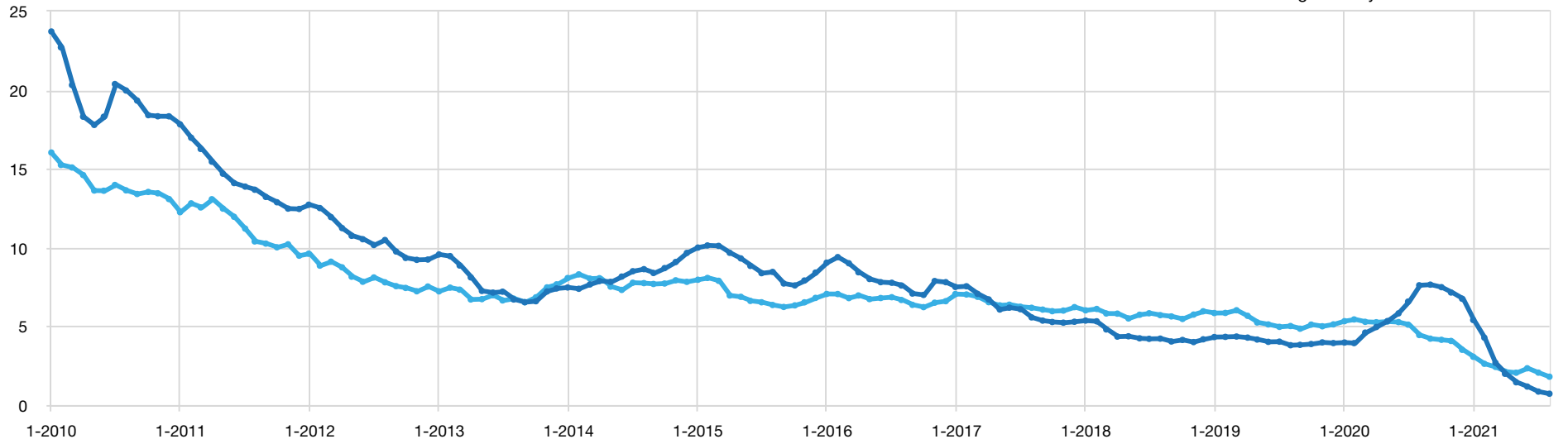
## August



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Sep-2020	4.2	- 14.3%	7.6	+ 100.0%
Oct-2020	4.1	- 19.6%	7.5	+ 92.3%
Nov-2020	4.1	- 18.0%	7.1	+ 77.5%
Dec-2020	3.5	- 31.4%	6.8	+ 74.4%
Jan-2021	3.1	- 41.5%	5.4	+ 35.0%
Feb-2021	2.6	- 51.9%	4.3	+ 10.3%
Mar-2021	2.4	- 54.7%	2.7	- 41.3%
Apr-2021	2.1	- 60.4%	2.0	- 60.0%
May-2021	2.1	- 60.4%	1.4	- 73.6%
Jun-2021	2.3	- 56.6%	1.2	- 79.3%
Jul-2021	2.1	- 58.8%	0.9	- 86.4%
<b>Aug-2021</b>	<b>1.8</b>	<b>- 59.1%</b>	<b>0.7</b>	<b>- 90.8%</b>
12-Month Avg*	2.9	- 44.0%	4.0	- 18.5%

\* Months Supply for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

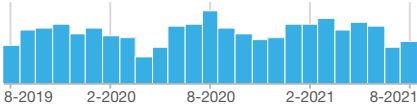
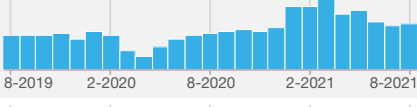
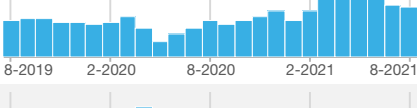
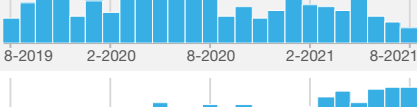
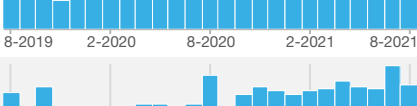
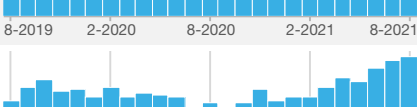

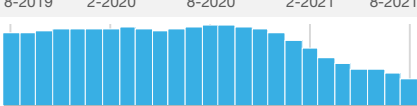
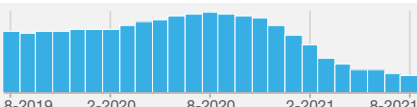

## Historical Months Supply of Inventory by Month



# 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	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		421	283	- 32.8%	2,598	2,722	+ 4.8%
Pending Sales		237	304	+ 28.3%	1,518	2,996	+ 97.4%
Closed Sales		241	338	+ 40.2%	1,594	2,887	+ 81.1%
Days on Market Until Sale		154	116	- 24.7%	152	136	- 10.5%
Median Sales Price		\$748,200	\$822,500	+ 9.9%	\$690,000	\$783,000	+ 13.5%
Average Sales Price		\$1,341,306	\$1,223,692	- 8.8%	\$949,694	\$1,219,564	+ 28.4%
Percent of List Price Received		96.7%	99.2%	+ 2.6%	97.0%	98.1%	+ 1.1%
Housing Affordability Index		69	62	- 10.1%	74	65	- 12.2%
Inventory of Homes for Sale		1,440	493	- 65.8%	—	—	—
Months Supply of Inventory		7.1	1.5	- 78.9%	—	—	—

# Single Family Monthly Sales Volume

August 2021



Area Name	August 2021			July 2021			August 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	11	\$22,802,000	\$1,500,000	9	\$12,092,500	\$810,000	12	\$13,368,185	\$880,500
Hana	1	\$950,000	\$950,000	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	4	\$12,350,000	\$2,587,500	5	\$13,145,000	\$2,595,000	1	\$2,275,000	\$2,275,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	21	\$18,486,000	\$855,000	10	\$8,973,000	\$865,000	14	\$10,338,000	\$697,500
Kapalua	2	\$7,525,000	\$3,762,500	2	\$7,345,000	\$3,672,500	2	\$4,400,000	\$2,200,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	17	\$20,918,000	\$1,150,000	17	\$80,942,768	\$1,076,000	18	\$16,929,900	\$825,000
Kipahulu	0	--	--	1	\$425,000	\$425,000	0	--	--
Kula/Ulupalakua/Kanaio	7	\$8,655,000	\$1,085,000	7	\$19,065,000	\$1,950,000	8	\$8,224,495	\$902,250
Lahaina	5	\$10,483,000	\$1,120,000	6	\$17,307,049	\$2,766,000	2	\$5,525,000	\$2,762,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	7	\$7,015,975	\$847,500	3	\$1,875,000	\$640,000	7	\$5,796,000	\$660,000
Maui Meadows	3	\$4,860,000	\$1,600,000	2	\$4,300,000	\$2,150,000	3	\$4,395,000	\$1,570,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	9	\$28,839,000	\$1,450,000	10	\$11,759,000	\$1,237,500	2	\$2,074,000	\$1,037,000
Olowalu	1	\$7,050,000	\$7,050,000	0	--	--	0	--	--
Pukalani	5	\$5,007,000	\$904,000	7	\$6,477,500	\$842,500	3	\$3,295,000	\$855,000
Spreckelsville/Paia/Kuau	5	\$12,865,500	\$1,493,000	3	\$9,696,000	\$2,947,000	1	\$810,000	\$810,000
Wailea/Makena	2	\$19,750,000	\$9,875,000	8	\$44,636,669	\$3,224,500	6	\$36,107,777	\$6,580,518
Wailuku	19	\$17,262,723	\$895,000	17	\$13,657,000	\$800,000	18	\$13,073,380	\$719,963
Lanai	0	--	--	1	\$425,000	\$425,000	1	\$340,000	\$340,000
Molokai	2	\$950,000	\$475,000	2	\$989,000	\$494,500	1	\$207,000	\$207,000
<b>All MLS</b>	<b>121</b>	<b>\$205,769,198</b>	<b>\$1,040,000</b>	<b>110</b>	<b>\$253,110,486</b>	<b>\$1,050,000</b>	<b>99</b>	<b>\$127,158,737</b>	<b>\$799,000</b>

# Condominium Monthly Sales Volume

August 2021



Area Name	August 2021			July 2021			August 2020		
	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	15	\$25,097,000	\$1,650,000	19	\$22,944,500	\$929,000	21	\$37,152,000	\$2,150,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$582,000	\$291,000	0	--	--	1	\$150,000	\$150,000
Kapalua	11	\$19,934,999	\$1,170,000	15	\$28,936,533	\$1,150,000	3	\$8,959,000	\$4,159,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	62	\$46,950,339	\$612,125	63	\$39,555,450	\$540,000	32	\$19,367,560	\$500,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	10	\$7,939,000	\$747,500	8	\$5,156,000	\$582,500	12	\$9,155,620	\$701,510
Maialaea	5	\$2,264,000	\$473,000	3	\$1,625,000	\$550,000	5	\$2,142,500	\$402,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	37	\$20,681,000	\$545,000	46	\$31,318,515	\$552,500	13	\$4,302,750	\$355,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	1	\$845,000	\$845,000	0	--	--
Spreckelsville/Paia/Kuau	2	\$4,414,000	\$2,207,000	0	--	--	1	\$538,000	\$538,000
Wailea/Makena	21	\$39,522,500	\$1,550,000	37	\$77,012,612	\$1,500,000	20	\$87,637,548	\$4,932,000
Wailuku	19	\$8,898,900	\$420,000	11	\$5,214,950	\$435,000	8	\$3,429,500	\$372,250
Lanai	0	--	--	0	--	--	0	--	--
Molokai	3	\$522,000	\$174,500	7	\$1,151,500	\$125,000	2	\$268,000	\$134,000
<b>All MLS</b>	<b>187</b>	<b>\$176,805,738</b>	<b>\$650,000</b>	<b>210</b>	<b>\$213,760,060</b>	<b>\$711,500</b>	<b>118</b>	<b>\$173,102,478</b>	<b>\$663,500</b>



# Land Monthly Sales Volume

August 2021



Area Name	August 2021			July 2021			August 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	1	\$1,200,000	\$1,200,000	1	\$410,000	\$410,000	12	\$6,514,587	\$432,500
Hana	1	\$280,000	\$280,000	2	\$706,500	\$353,250	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	2	\$1,740,000	\$870,000	0	--	--
Kahakuloa	0	--	--	0	--	--	1	\$485,000	\$485,000
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	7	\$7,130,000	\$855,000	2	\$2,050,000	\$1,025,000	3	\$9,700,000	\$900,000
Kaupo	1	\$575,000	\$575,000	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	1	\$665,000	\$665,000	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	5	\$5,535,000	\$850,000	3	\$2,821,735	\$960,000	3	\$1,189,000	\$350,000
Lahaina	2	\$3,800,000	\$1,900,000	1	\$1,450,000	\$1,450,000	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	3	\$15,950,000	\$1,245,000	1	\$1,345,000	\$1,345,000
Maui Meadows	0	--	--	1	\$500,000	\$500,000	0	--	--
Nahiku	1	\$248,000	\$248,000	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	1	\$4,300,000	\$4,300,000	1	\$8,300,000	\$8,300,000	0	--	--
Pukalani	0	--	--	1	\$440,000	\$440,000	0	--	--
Spreckelsville/Paia/Kuau	1	\$1,565,000	\$1,565,000	0	--	--	1	\$1,800,000	\$1,800,000
Wailea/Makena	2	\$3,575,000	\$1,787,500	3	\$8,000,000	\$1,550,000	1	\$735,000	\$735,000
Wailuku	3	\$1,970,000	\$640,000	3	\$3,150,000	\$1,000,000	2	\$1,225,000	\$612,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	5	\$855,000	\$190,000	4	\$652,500	\$153,750	0	--	--
<b>All MLS</b>	<b>30</b>	<b>\$31,033,000</b>	<b>\$800,000</b>	<b>28</b>	<b>\$46,835,735</b>	<b>\$872,500</b>	<b>24</b>	<b>\$22,993,587</b>	<b>\$532,500</b>

# Single Family Sales – Year to Date

August 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Aug-21 YTD Sales	Aug-20 YTD Sales	Unit Change	Percent Change	Aug-21 YTD Average	Aug-20 YTD Average	Dollar Change	Percent Change	Aug-21 YTD Median	Aug-20 YTD Median	Dollar Change	Percent Change	Aug-21 YTD Volume	Aug-20 YTD Volume	Dollar Change	Percent Change
Haiku	70	60	+10	+16.7%	\$1,477,121	\$1,095,020	+\$382,102	+34.9%	\$1,249,500	\$867,000	+\$382,500	+44.1%	\$103,398,500	\$65,701,185	+\$37,697,315	+57.4%
Hana	7	3	+4	+133.3%	\$913,000	\$797,667	+\$115,333	+14.5%	\$811,000	\$880,000	-\$69,000	-7.8%	\$6,391,000	\$2,393,000	+\$3,998,000	+167.1%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	44	15	+29	+193.3%	\$2,942,311	\$2,141,000	+\$801,310	+37.4%	\$2,380,750	\$1,900,000	+\$480,750	+25.3%	\$129,461,666	\$32,115,005	+\$97,346,661	+303.1%
Kahakuloa	1	0	+1	--	\$1,540,000	--	--	--	\$1,540,000	--	--	--	\$1,540,000	\$0	+\$1,540,000	--
Kahului	90	70	+20	+28.6%	\$816,207	\$687,412	+\$128,794	+18.7%	\$799,500	\$672,500	+\$127,000	+18.9%	\$73,458,600	\$48,118,870	+\$25,339,730	+52.7%
Kapalua	24	6	+18	+300.0%	\$4,886,354	\$3,186,667	+\$1,699,688	+53.3%	\$4,010,000	\$2,625,000	+\$1,385,000	+52.8%	\$117,272,500	\$19,120,000	+\$98,152,500	+513.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	134	94	+40	+42.6%	\$1,757,878	\$1,052,883	+\$704,995	+67.0%	\$957,000	\$818,500	+\$138,500	+16.9%	\$235,555,600	\$98,971,003	+\$136,584,597	+138.0%
Kipahulu	1	0	+1	--	\$425,000	--	--	--	\$425,000	--	--	--	\$425,000	\$0	+\$425,000	--
Kula/Ulupalakua/Kanaio	63	46	+17	+37.0%	\$1,527,016	\$1,066,484	+\$460,532	+43.2%	\$1,225,000	\$950,000	+\$275,000	+28.9%	\$96,202,000	\$49,058,263	+\$47,143,737	+96.1%
Lahaina	52	22	+30	+136.4%	\$2,591,388	\$1,853,803	+\$737,585	+39.8%	\$2,315,000	\$1,366,375	+\$948,625	+69.4%	\$134,752,173	\$40,783,668	+\$93,968,505	+230.4%
Maalaea	1	0	+1	--	\$2,475,000	--	--	--	\$2,475,000	--	--	--	\$2,475,000	\$0	+\$2,475,000	--
Makawao/Olinda/Haliimaile	43	48	-5	-10.4%	\$889,263	\$831,215	+\$58,048	+7.0%	\$799,000	\$686,000	+\$113,000	+16.5%	\$38,238,296	\$39,898,300	-\$1,660,004	-4.2%
Maui Meadows	27	12	+15	+125.0%	\$1,647,833	\$1,293,296	+\$354,538	+27.4%	\$1,565,000	\$1,215,000	+\$350,000	+28.8%	\$44,491,500	\$15,519,550	+\$28,971,950	+186.7%
Nahiku	0	1	-1	-100.0%	--	\$795,000	--	--	--	\$795,000	--	--	\$0	\$795,000	-\$795,000	-100.0%
Napili/Kahana/Honokowai	52	18	+34	+188.9%	\$1,570,429	\$2,498,405	-\$927,976	-37.1%	\$1,143,250	\$1,100,000	+\$43,250	+3.9%	\$81,662,300	\$44,247,890	+\$37,414,410	+84.6%
Olowalu	3	1	+2	+200.0%	\$6,883,333	\$1,125,000	+\$5,758,333	+511.9%	\$7,050,000	\$1,125,000	+\$5,925,000	+526.7%	\$20,650,000	\$1,125,000	+\$19,525,000	+1,735.6%
Pukalani	46	35	+11	+31.4%	\$978,501	\$795,595	+\$182,906	+23.0%	\$893,500	\$775,500	+\$118,000	+15.2%	\$45,011,049	\$27,845,833	+\$17,165,216	+61.6%
Spreckelsville/Paia/Kuau	30	11	+19	+172.7%	\$2,441,450	\$950,218	+\$1,491,232	+156.9%	\$1,509,000	\$810,000	+\$699,000	+86.3%	\$73,243,500	\$10,452,400	+\$62,791,100	+600.7%
Wailea/Makena	48	22	+26	+118.2%	\$6,062,880	\$3,558,308	+\$2,504,571	+70.4%	\$4,036,000	\$3,015,000	+\$1,021,000	+33.9%	\$291,018,217	\$78,282,777	+\$212,735,440	+271.8%
Wailuku	154	152	+2	+1.3%	\$858,621	\$724,848	+\$133,773	+18.5%	\$799,700	\$723,413	+\$76,288	+10.5%	\$132,227,608	\$110,176,863	+\$22,050,745	+20.0%
Lanai	9	14	-5	-35.7%	\$1,403,778	\$724,679	+\$679,099	+93.7%	\$700,000	\$436,000	+\$264,000	+60.6%	\$12,634,000	\$10,145,500	+\$2,488,500	+24.5%
Molokai	27	15	+12	+80.0%	\$807,556	\$440,233	+\$367,322	+83.4%	\$525,000	\$475,000	+\$50,000	+10.5%	\$21,804,000	\$6,603,500	+\$15,200,500	+230.2%
All MLS	926	645	+281	+43.6%	\$1,794,722	\$1,086,302	+\$708,420	+65.2%	\$999,000	\$772,500	+\$226,500	+29.3%	\$1,661,912,509	\$701,353,607	+\$960,558,902	+137.0%

# Total Condominium Sales – Year to Date

August 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Aug-21 YTD Sales	Aug-20 YTD Sales	Unit Change	Percent Change	Aug-21 YTD Average	Aug-20 YTD Average	Dollar Change	Percent Change	Aug-21 YTD Median	Aug-20 YTD Median	Dollar Change	Percent Change	Aug-21 YTD Volume	Aug-20 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	172	117	+55	+47.0%	\$1,297,270	\$1,445,556	-\$148,286	-10.3%	\$967,500	\$1,250,000	-\$282,500	-22.6%	\$223,130,400	\$169,130,031	+\$54,000,369	+31.9%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	15	23	-8	-34.8%	\$257,600	\$154,965	+\$102,635	+66.2%	\$182,000	\$140,000	+\$42,000	+30.0%	\$3,864,000	\$3,564,200	+\$299,800	+8.4%
Kapalua	105	18	+87	+483.3%	\$1,879,598	\$1,658,056	+\$221,542	+13.4%	\$1,140,000	\$992,000	+\$148,000	+14.9%	\$197,357,782	\$29,845,000	+\$167,512,782	+561.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	533	276	+257	+93.1%	\$628,505	\$592,407	+\$36,098	+6.1%	\$545,000	\$486,250	+\$58,750	+12.1%	\$334,993,097	\$163,504,405	+\$171,488,692	+104.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	119	102	+17	+16.7%	\$759,231	\$695,498	+\$63,734	+9.2%	\$560,000	\$654,445	-\$94,445	-14.4%	\$90,348,545	\$70,940,787	+\$19,407,758	+27.4%
Maalaea	44	30	+14	+46.7%	\$477,793	\$419,315	+\$58,478	+13.9%	\$480,000	\$383,750	+\$96,250	+25.1%	\$21,022,900	\$12,579,450	+\$8,443,450	+67.1%
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	311	118	+193	+163.6%	\$594,569	\$522,736	+\$71,833	+13.7%	\$530,000	\$494,500	+\$35,500	+7.2%	\$184,910,905	\$61,682,797	+\$123,228,108	+199.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	4	5	-1	-20.0%	\$718,750	\$716,400	+\$2,350	+0.3%	\$697,500	\$675,000	+\$22,500	+3.3%	\$2,875,000	\$3,582,000	-\$707,000	-19.7%
Spreckelsville/Paia/Kuau	4	2	+2	+100.0%	\$1,343,500	\$461,500	+\$882,000	+191.1%	\$602,500	\$461,500	+\$141,000	+30.6%	\$5,374,000	\$923,000	+\$4,451,000	+482.2%
Wailea/Makena	230	78	+152	+194.9%	\$2,038,450	\$2,438,215	-\$399,765	-16.4%	\$1,448,500	\$1,432,500	+\$16,000	+1.1%	\$468,843,612	\$190,180,798	+\$278,662,814	+146.5%
Wailuku	93	55	+38	+69.1%	\$463,130	\$429,622	+\$33,508	+7.8%	\$425,000	\$395,000	+\$30,000	+7.6%	\$43,071,089	\$23,629,198	+\$19,441,891	+82.3%
Lanai	2	3	-1	-33.3%	\$2,387,500	\$1,136,000	+\$1,251,500	+110.2%	\$2,387,500	\$850,000	+\$1,537,500	+180.9%	\$4,775,000	\$3,408,000	+\$1,367,000	+40.1%
Molokai	35	15	+20	+133.3%	\$197,629	\$179,300	+\$18,329	+10.2%	\$174,500	\$170,000	+\$4,500	+2.6%	\$6,917,020	\$2,689,500	+\$4,227,520	+157.2%
All MLS	1,667	842	+825	+98.0%	\$952,300	\$873,704	+\$78,595	+9.0%	\$640,000	\$575,000	+\$65,000	+11.3%	\$1,587,483,350	\$735,659,166	+\$851,824,184	+115.8%

# Fee Simple Condominium Sales – Year to Date

August 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Aug-21 YTD Sales	Aug-20 YTD Sales	Unit Change	Percent Change	Aug-21 YTD Average	Aug-20 YTD Average	Dollar Change	Percent Change	Aug-21 YTD Median	Aug-20 YTD Median	Dollar Change	Percent Change	Aug-21 YTD Volume	Aug-20 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	157	106	+51	+48.1%	\$1,368,601	\$1,549,213	-\$180,611	-11.7%	\$1,040,000	\$1,814,500	-\$774,500	-42.7%	\$214,870,400	\$164,216,531	+\$50,653,869	+30.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	15	23	-8	-34.8%	\$257,600	\$154,965	+\$102,635	+66.2%	\$182,000	\$140,000	+\$42,000	+30.0%	\$3,864,000	\$3,564,200	+\$299,800	+8.4%
Kapalua	105	18	+87	+483.3%	\$1,879,598	\$1,658,056	+\$221,542	+13.4%	\$1,140,000	\$992,000	+\$148,000	+14.9%	\$197,357,782	\$29,845,000	+\$167,512,782	+561.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	524	270	+254	+94.1%	\$632,197	\$597,168	+\$35,029	+5.9%	\$545,000	\$487,500	+\$57,500	+11.8%	\$331,271,097	\$161,235,405	+\$170,035,692	+105.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	113	99	+14	+14.1%	\$786,630	\$709,705	+\$76,925	+10.8%	\$565,000	\$673,000	-\$108,000	-16.0%	\$88,889,145	\$70,260,787	+\$18,628,358	+26.5%
Maalaea	26	15	+11	+73.3%	\$548,981	\$502,297	+\$46,684	+9.3%	\$525,000	\$475,000	+\$50,000	+10.5%	\$14,273,500	\$7,534,450	+\$6,739,050	+89.4%
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	269	91	+178	+195.6%	\$605,011	\$586,796	+\$18,215	+3.1%	\$540,000	\$530,000	+\$10,000	+1.9%	\$162,747,838	\$53,398,422	+\$109,349,416	+204.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	4	5	-1	-20.0%	\$718,750	\$716,400	+\$2,350	+0.3%	\$697,500	\$675,000	+\$22,500	+3.3%	\$2,875,000	\$3,582,000	-\$707,000	-19.7%
Spreckelsville/Paia/Kuau	4	2	+2	+100.0%	\$1,343,500	\$461,500	+\$882,000	+191.1%	\$602,500	\$461,500	+\$141,000	+30.6%	\$5,374,000	\$923,000	+\$4,451,000	+482.2%
Wailea/Makena	230	78	+152	+194.9%	\$2,038,450	\$2,438,215	-\$399,765	-16.4%	\$1,448,500	\$1,432,500	+\$16,000	+1.1%	\$468,843,612	\$190,180,798	+\$278,662,814	+146.5%
Wailuku	93	55	+38	+69.1%	\$463,130	\$429,622	+\$33,508	+7.8%	\$425,000	\$395,000	+\$30,000	+7.6%	\$43,071,089	\$23,629,198	+\$19,441,891	+82.3%
Lanai	2	3	-1	-33.3%	\$2,387,500	\$1,136,000	+\$1,251,500	+110.2%	\$2,387,500	\$850,000	+\$1,537,500	+180.9%	\$4,775,000	\$3,408,000	+\$1,367,000	+40.1%
Molokai	32	14	+18	+128.6%	\$208,266	\$185,679	+\$22,588	+12.2%	\$177,500	\$180,000	-\$2,500	-1.4%	\$6,664,520	\$2,599,500	+\$4,065,020	+156.4%
All MLS	1,574	779	+795	+102.1%	\$981,497	\$917,044	+\$64,453	+7.0%	\$650,000	\$597,000	+\$53,000	+8.9%	\$1,544,876,983	\$714,377,291	+\$830,499,692	+116.3%

# Leasehold Condominium Sales – Year to Date

August 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Aug-21 YTD Sales	Aug-20 YTD Sales	Unit Change	Percent Change	Aug-21 YTD Average	Aug-20 YTD Average	Dollar Change	Percent Change	Aug-21 YTD Median	Aug-20 YTD Median	Dollar Change	Percent Change	Aug-21 YTD Volume	Aug-20 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	11	+4	+36.4%	\$550,667	\$446,682	+\$103,985	+23.3%	\$415,000	\$405,000	+\$10,000	+2.5%	\$8,260,000	\$4,913,500	+\$3,346,500	+68.1%
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	9	6	+3	+50.0%	\$413,556	\$378,167	+\$35,389	+9.4%	\$318,000	\$352,500	-\$34,500	-9.8%	\$3,722,000	\$2,269,000	+\$1,453,000	+64.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	6	3	+3	+100.0%	\$243,233	\$226,667	+\$16,567	+7.3%	\$227,200	\$200,000	+\$27,200	+13.6%	\$1,459,400	\$680,000	+\$779,400	+114.6%
Maalaea	18	15	+3	+20.0%	\$374,967	\$336,333	+\$38,633	+11.5%	\$366,000	\$299,000	+\$67,000	+22.4%	\$6,749,400	\$5,045,000	+\$1,704,400	+33.8%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	42	27	+15	+55.6%	\$527,692	\$306,829	+\$220,863	+72.0%	\$306,000	\$167,500	+\$138,500	+82.7%	\$22,163,067	\$8,284,375	+\$13,878,692	+167.5%
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	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	3	1	+2	+200.0%	\$84,167	\$90,000	-\$5,833	-6.5%	\$85,000	\$90,000	-\$5,000	-5.6%	\$252,500	\$90,000	+\$162,500	+180.6%
All MLS	93	63	+30	+47.6%	\$458,133	\$337,808	+\$120,325	+35.6%	\$325,000	\$270,000	+\$55,000	+20.4%	\$42,606,367	\$21,281,875	+\$21,324,492	+100.2%

# Land Sales – Year to Date

August 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Aug-21 YTD Sales	Aug-20 YTD Sales	Unit Change	Percent Change	Aug-21 YTD Average	Aug-20 YTD Average	Dollar Change	Percent Change	Aug-21 YTD Median	Aug-20 YTD Median	Dollar Change	Percent Change	Aug-21 YTD Volume	Aug-20 YTD Volume	Dollar Change	Percent Change
Haiku	29	29	0	0.0%	\$813,190	\$541,658	+\$271,532	+50.1%	\$585,000	\$409,000	+\$176,000	+43.0%	\$23,582,520	\$15,708,087	+\$7,874,433	+50.1%
Hana	14	5	+9	+180.0%	\$828,143	\$1,134,800	-\$306,657	-27.0%	\$475,000	\$825,000	-\$350,000	-42.4%	\$11,594,000	\$5,674,000	+\$5,920,000	+104.3%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	44	5	+39	+780.0%	\$668,659	\$455,715	+\$212,944	+46.7%	\$575,000	\$370,000	+\$205,000	+55.4%	\$29,421,007	\$2,278,575	+\$27,142,432	+1,191.2%
Kahakuloa	2	4	-2	-50.0%	\$395,000	\$435,000	-\$40,000	-9.2%	\$395,000	\$433,750	-\$38,750	-8.9%	\$790,000	\$1,740,000	-\$950,000	-54.6%
Kahului	0	1	-1	-100.0%	--	\$225,000	--	--	--	\$225,000	--	--	\$0	\$225,000	-\$225,000	-100.0%
Kapalua	41	5	+36	+720.0%	\$1,110,976	\$2,260,000	-\$1,149,024	-50.8%	\$925,000	\$800,000	+\$125,000	+15.6%	\$45,550,000	\$11,300,000	+\$34,250,000	+303.1%
Kaupo	2	0	+2	--	\$462,500	--	--	--	\$462,500	--	--	--	\$925,000	\$0	+\$925,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	3	3	0	0.0%	\$611,500	\$523,333	+\$88,167	+16.8%	\$657,500	\$330,000	+\$327,500	+99.2%	\$1,834,500	\$1,570,000	+\$264,500	+16.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	36	24	+12	+50.0%	\$1,030,092	\$866,952	+\$163,140	+18.8%	\$922,793	\$420,000	+\$502,793	+119.7%	\$37,083,320	\$20,806,850	+\$16,276,470	+78.2%
Lahaina	14	3	+11	+366.7%	\$1,331,857	\$1,143,167	+\$188,690	+16.5%	\$1,100,000	\$1,504,500	-\$404,500	-26.9%	\$18,646,000	\$3,429,500	+\$15,216,500	+443.7%
Maalaea	1	0	+1	--	\$1,100,000	--	--	--	\$1,100,000	--	--	--	\$1,100,000	\$0	+\$1,100,000	--
Makawao/Olinda/Haliimaile	23	5	+18	+360.0%	\$1,243,171	\$616,600	+\$626,571	+101.6%	\$500,000	\$430,000	+\$70,000	+16.3%	\$28,592,934	\$3,083,000	+\$25,509,934	+827.4%
Maui Meadows	1	1	0	0.0%	\$500,000	\$455,000	+\$45,000	+9.9%	\$500,000	\$455,000	+\$45,000	+9.9%	\$500,000	\$455,000	+\$45,000	+9.9%
Nahiku	2	0	+2	--	\$324,000	--	--	--	\$324,000	--	--	--	\$648,000	\$0	+\$648,000	--
Napili/Kahana/Honokowai	2	0	+2	--	\$433,638	--	--	--	\$433,638	--	--	--	\$867,275	\$0	+\$867,275	--
Olowalu	5	0	+5	--	\$3,600,000	--	--	--	\$3,600,000	--	--	--	\$18,000,000	\$0	+\$18,000,000	--
Pukalani	7	2	+5	+250.0%	\$436,000	\$382,500	+\$53,500	+14.0%	\$425,000	\$382,500	+\$42,500	+11.1%	\$3,052,000	\$765,000	+\$2,287,000	+299.0%
Spreckelsville/Paia/Kuau	1	2	-1	-50.0%	\$1,565,000	\$2,275,000	-\$710,000	-31.2%	\$1,565,000	\$2,275,000	-\$710,000	-31.2%	\$1,565,000	\$4,550,000	-\$2,985,000	-65.6%
Wailea/Makena	9	2	+7	+350.0%	\$1,976,111	\$705,000	+\$1,271,111	+180.3%	\$1,550,000	\$705,000	+\$845,000	+119.9%	\$17,785,000	\$1,410,000	+\$16,375,000	+1,161.3%
Wailuku	26	10	+16	+160.0%	\$784,788	\$381,950	+\$402,838	+105.5%	\$645,000	\$305,000	+\$340,000	+111.5%	\$20,404,500	\$3,819,500	+\$16,585,000	+434.2%
Lanai	4	0	+4	--	\$1,198,750	--	--	--	\$1,175,000	--	--	--	\$4,795,000	\$0	+\$4,795,000	--
Molokai	28	6	+22	+366.7%	\$169,571	\$134,917	+\$34,655	+25.7%	\$130,000	\$107,500	+\$22,500	+20.9%	\$4,747,999	\$809,500	+\$3,938,499	+486.5%
All MLS	294	107	+187	+174.8%	\$923,415	\$725,458	+\$197,957	+27.3%	\$675,000	\$425,000	+\$250,000	+58.8%	\$271,484,055	\$77,624,012	+\$193,860,043	+249.7%