

# Monthly Indicators



## May 2022

After two years of record-setting activity, there are signs the housing market might be cooling. High home prices and a surge in mortgage interest rates are slowing buyer activity, with home sales declining for the third consecutive month under the weight of soaring homeownership costs. The National Association of REALTORS® (NAR) reports existing home sales were down 2.4% from the previous month, while pending sales fell 3.9% as of last measure, extending the trend of recent months. Economists predict sales will continue to soften in the near future, which may put downward pressure on home prices.

New Listings decreased 18.1 percent for Single Family homes and 29.9 percent for Condominium homes. Pending Sales decreased 26.8 percent for Single Family homes and 49.8 percent for Condominium homes. Inventory decreased 9.7 percent for Single Family homes and 30.8 percent for Condominium homes.

Median Sales Price increased 19.0 percent to \$1,212,500 for Single Family homes and 16.7 percent to \$715,000 for Condominium homes. Days on Market decreased 7.4 percent for Single Family homes and 47.9 percent for Condominium homes. Months Supply of Inventory remained flat for Single Family homes but decreased 26.7 percent for Condominium properties.

The slowdown in sales has provided a much-needed lift to housing supply, with inventory up 10.8% from the previous month according to NAR, although supply remains down 10.4% compared to this time last year, with only 2.2 months' supply of homes at the current sales pace. As the nation continues to explore ways to solve the ongoing housing shortage, estimated at 5.5 million homes, the Biden administration recently unveiled the Housing Supply Action Plan, which aims to expand housing access through a number of administrative and legislative actions and help relieve the nation's housing crisis over the next 5 years.

## Quick Facts

**- 34.4%**

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

**+ 22.1%**

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

**- 25.3%**

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

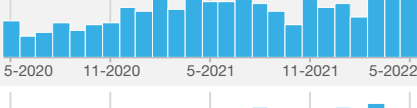
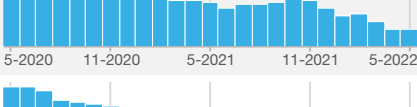

This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

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

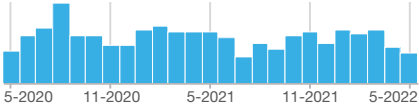
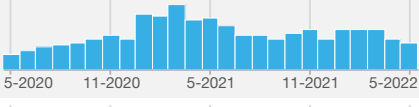
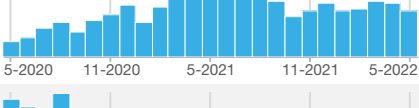
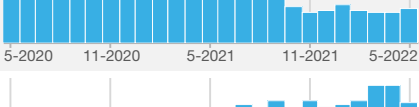

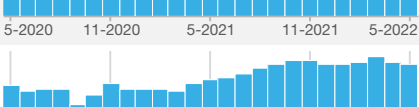

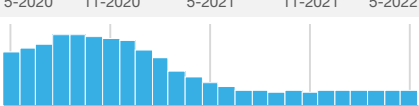
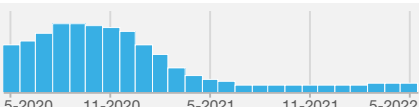



Key Metrics	Historical Sparkbars	5-2021	5-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		138	113	- 18.1%	649	576	- 11.2%
Pending Sales		112	82	- 26.8%	641	469	- 26.8%
Closed Sales		122	98	- 19.7%	582	488	- 16.2%
Days on Market Until Sale		135	125	- 7.4%	127	114	- 10.2%
Median Sales Price		\$1,019,000	\$1,212,500	+ 19.0%	\$975,000	\$1,170,000	+ 20.0%
Average Sales Price		\$1,729,389	\$2,255,363	+ 30.4%	\$1,727,600	\$1,868,756	+ 8.2%
Percent of List Price Received		97.9%	99.1%	+ 1.2%	98.1%	99.2%	+ 1.1%
Housing Affordability Index		49	32	- 34.7%	52	33	- 36.5%
Inventory of Homes for Sale		236	213	- 9.7%	—	—	—
Months Supply of Inventory		2.1	2.1	0.0%	—	—	—

# Condominium Market Overview

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



Key Metrics	Historical Sparkbars	5-2021	5-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		194	136	- 29.9%	992	870	- 12.3%
Pending Sales		233	117	- 49.8%	1,232	786	- 36.2%
Closed Sales		242	151	- 37.6%	1,020	831	- 18.5%
Days on Market Until Sale		146	76	- 47.9%	144	74	- 48.6%
Median Sales Price		\$612,500	\$715,000	+ 16.7%	\$620,000	\$755,000	+ 21.8%
Average Sales Price		\$1,000,564	\$1,090,989	+ 9.0%	\$939,880	\$1,076,446	+ 14.5%
Percent of List Price Received		98.4%	100.1%	+ 1.7%	97.8%	100.4%	+ 2.7%
Housing Affordability Index		82	55	- 32.9%	81	52	- 35.8%
Inventory of Homes for Sale		253	175	- 30.8%	—	—	—
Months Supply of Inventory		1.5	1.1	- 26.7%	—	—	—

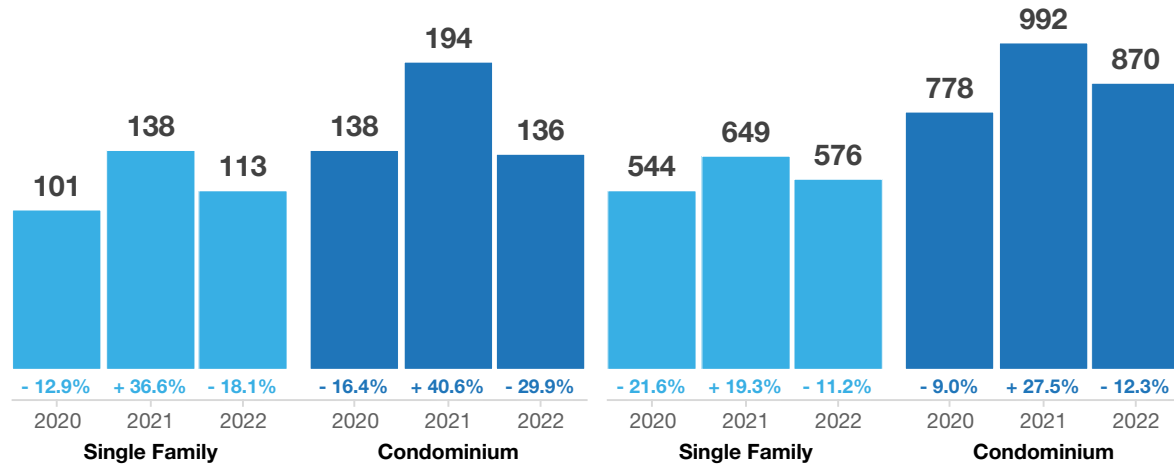
# New Listings

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



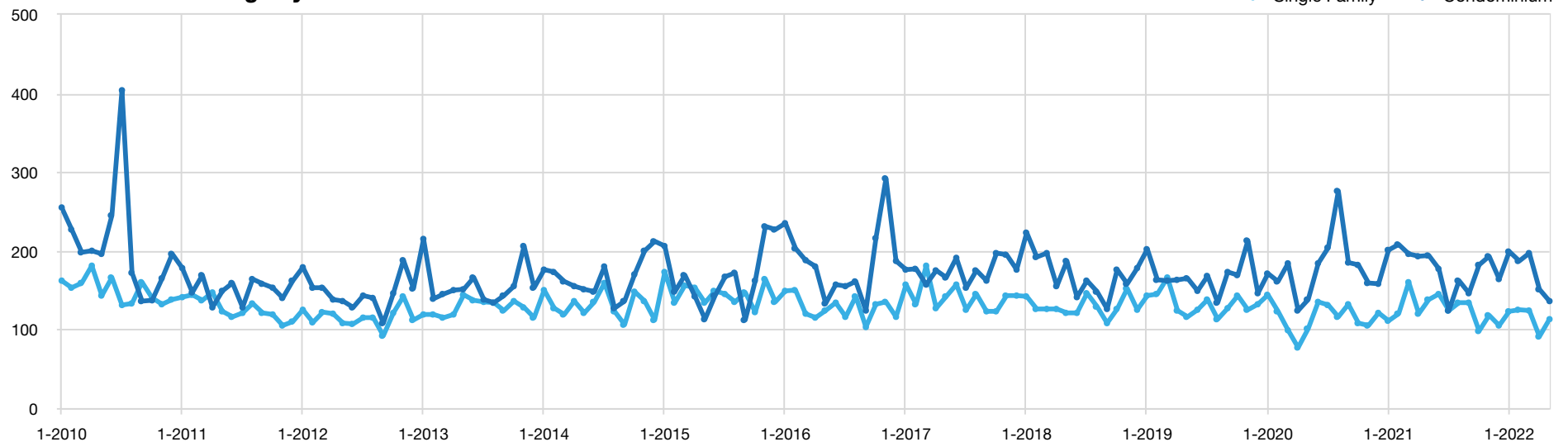
## May

## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2021	145	+ 7.4%	177	- 3.8%
Jul-2021	124	- 5.3%	124	- 39.2%
Aug-2021	134	+ 15.5%	162	- 41.3%
Sep-2021	134	+ 1.5%	146	- 21.1%
Oct-2021	98	- 9.3%	182	0.0%
Nov-2021	118	+ 12.4%	193	+ 21.4%
Dec-2021	105	- 13.2%	164	+ 3.8%
Jan-2022	123	+ 10.8%	199	- 1.0%
Feb-2022	125	+ 4.2%	187	- 10.1%
Mar-2022	124	- 22.5%	197	+ 0.5%
Apr-2022	91	- 24.2%	151	- 21.8%
<b>May-2022</b>	<b>113</b>	<b>- 18.1%</b>	<b>136</b>	<b>- 29.9%</b>
12-Month Avg	120	- 4.0%	168	- 13.8%

## Historical New Listings by Month



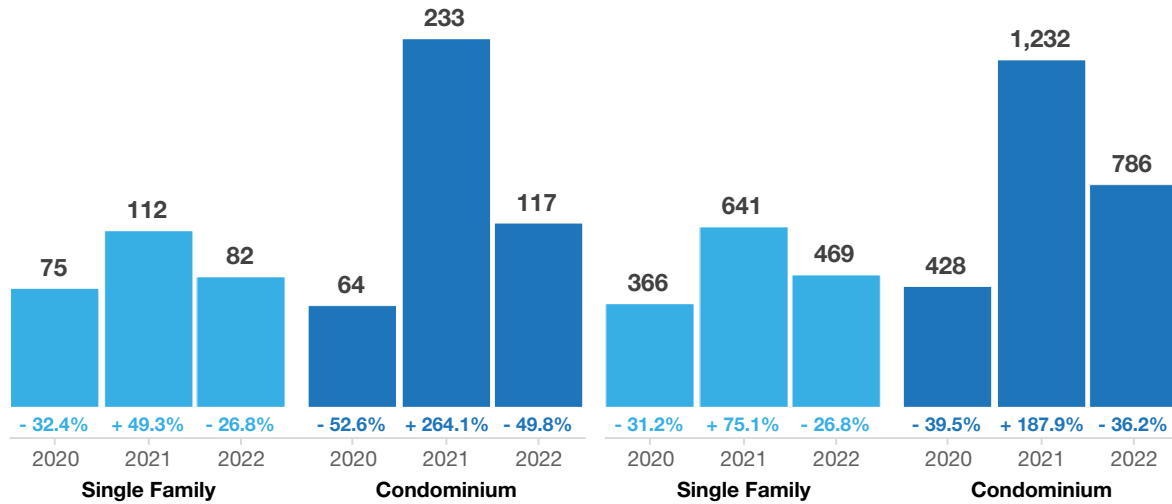
# Pending Sales

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



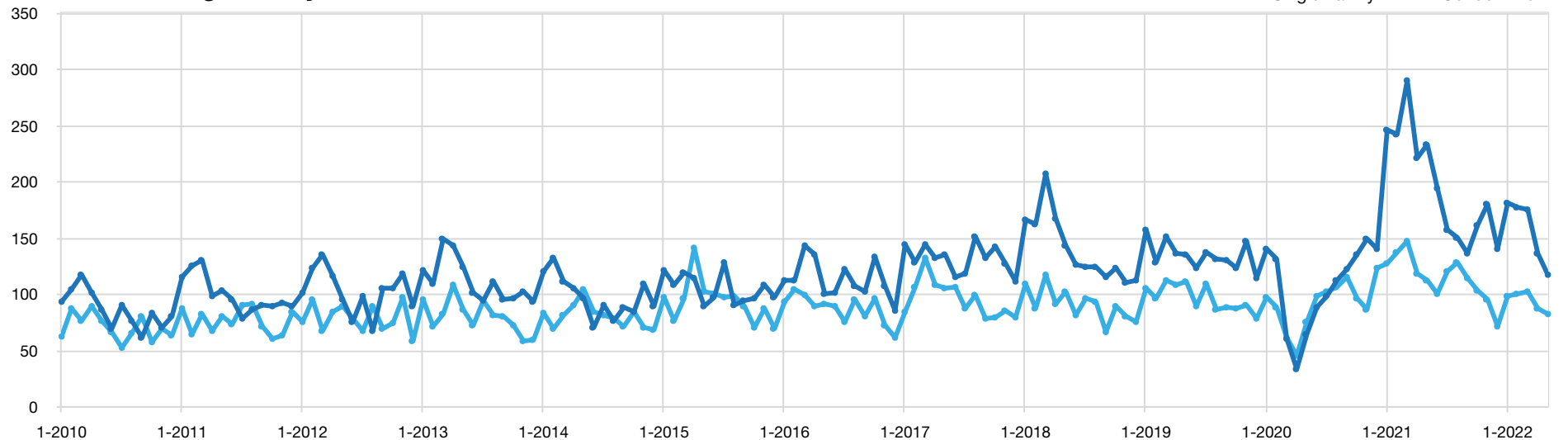
## May

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2021	100	+ 2.0%	194	+ 120.5%
Jul-2021	120	+ 17.6%	157	+ 60.2%
Aug-2021	128	+ 20.8%	150	+ 33.9%
Sep-2021	114	- 0.9%	136	+ 11.5%
Oct-2021	103	+ 7.3%	161	+ 19.3%
Nov-2021	95	+ 10.5%	180	+ 20.8%
Dec-2021	71	- 42.3%	140	0.0%
Jan-2022	98	- 22.8%	181	- 26.4%
Feb-2022	100	- 27.0%	177	- 26.9%
Mar-2022	102	- 30.6%	175	- 39.7%
Apr-2022	87	- 26.3%	136	- 38.5%
<b>May-2022</b>	<b>82</b>	<b>- 26.8%</b>	<b>117</b>	<b>- 49.8%</b>
12-Month Avg	100	- 12.3%	159	- 8.1%

## Historical Pending Sales by Month



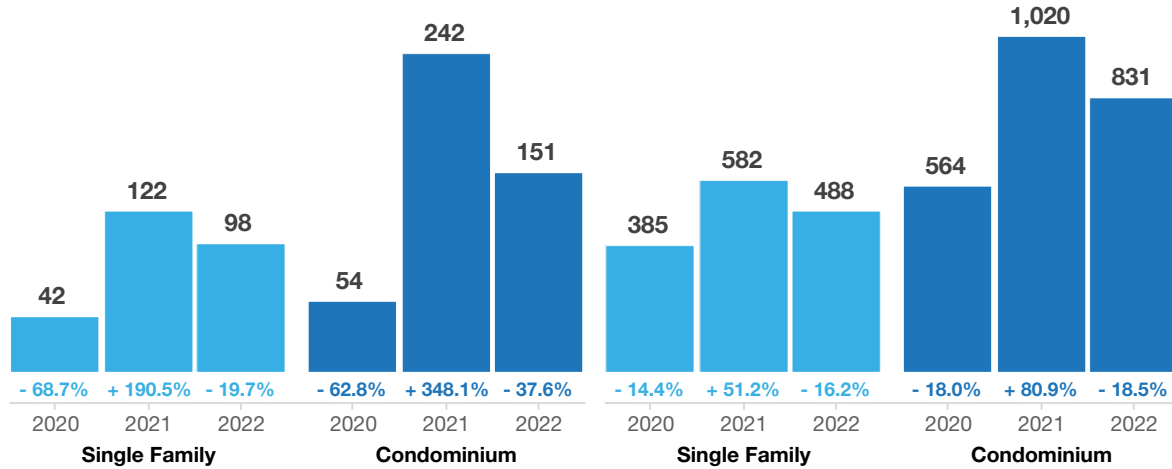
# Closed Sales

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



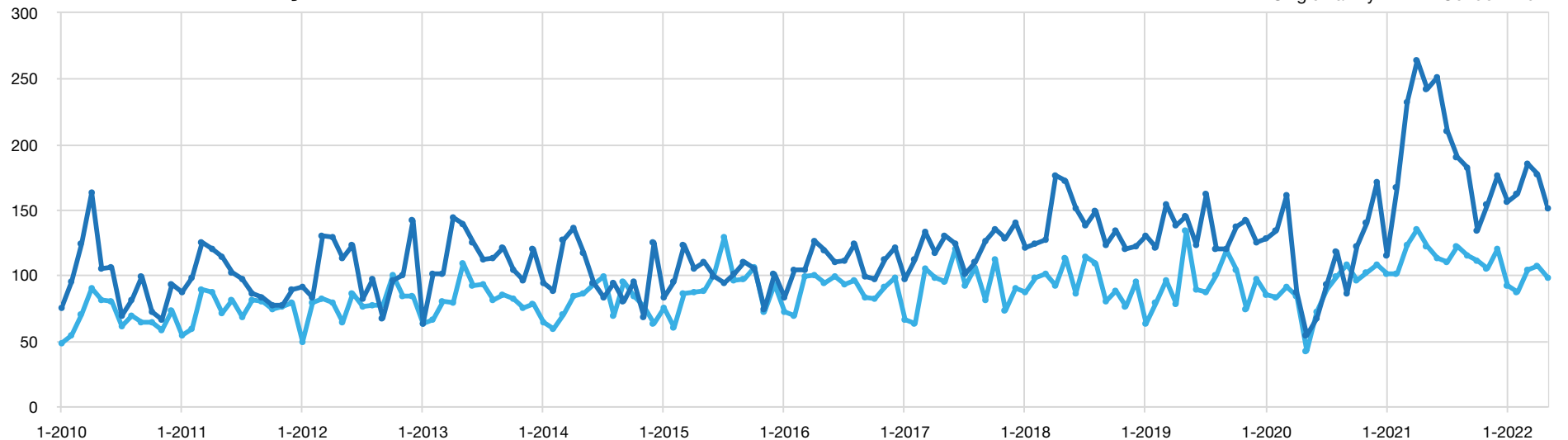
## May

## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2021	113	+ 56.9%	251	+ 274.6%
Jul-2021	110	+ 23.6%	210	+ 125.8%
Aug-2021	122	+ 23.2%	190	+ 61.0%
Sep-2021	115	+ 6.5%	182	+ 111.6%
Oct-2021	111	+ 15.6%	134	+ 9.8%
Nov-2021	105	+ 2.9%	154	+ 10.0%
Dec-2021	120	+ 11.1%	176	+ 2.9%
Jan-2022	92	- 8.9%	156	+ 35.7%
Feb-2022	87	- 13.9%	162	- 3.0%
Mar-2022	104	- 15.4%	185	- 20.3%
Apr-2022	107	- 20.7%	177	- 33.0%
<b>May-2022</b>	<b>98</b>	<b>- 19.7%</b>	<b>151</b>	<b>- 37.6%</b>
12-Month Avg	107	+ 1.9%	177	+ 17.2%

## Historical Closed Sales by Month

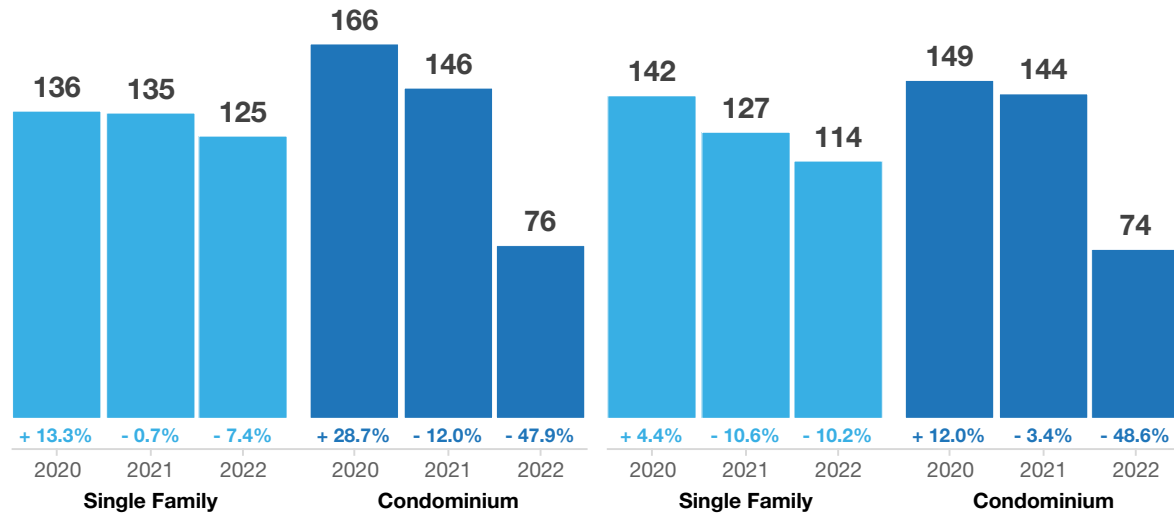


# Days on Market Until Sale

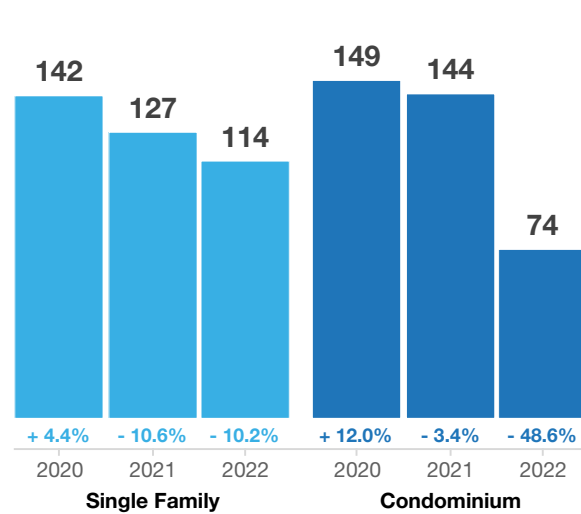
Average number of days between when a property is listed and when it closed in a given month.



## May



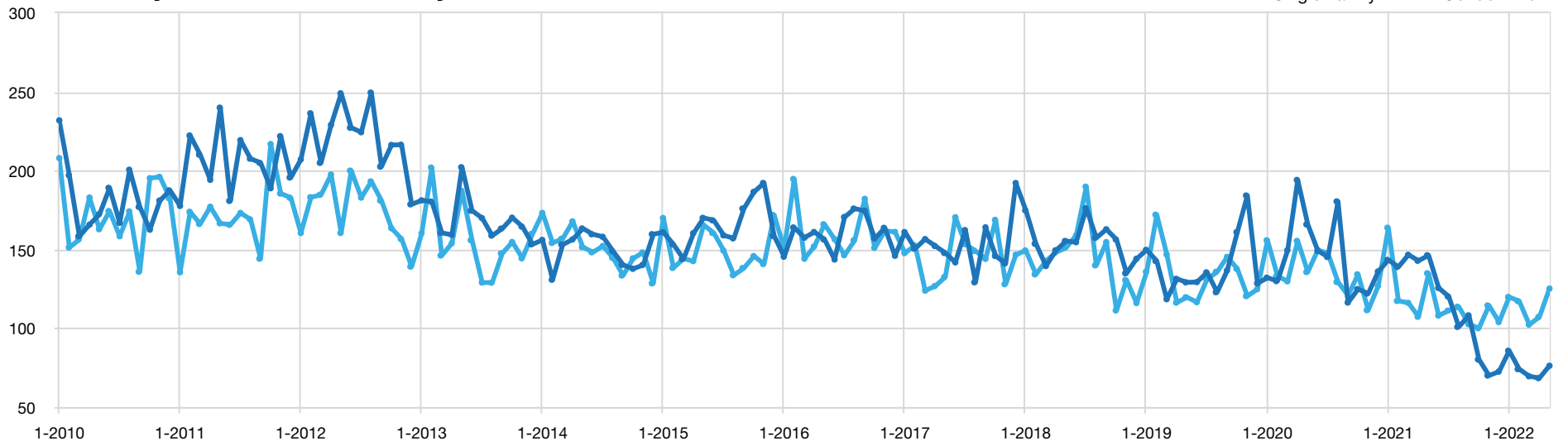
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2021	108	- 28.0%	126	- 15.4%
Jul-2021	111	- 25.0%	120	- 17.2%
Aug-2021	114	- 11.6%	101	- 43.9%
Sep-2021	103	- 14.9%	108	- 6.9%
Oct-2021	100	- 25.4%	80	- 36.0%
Nov-2021	114	+ 2.7%	70	- 42.6%
Dec-2021	104	- 18.1%	73	- 46.3%
Jan-2022	120	- 26.8%	86	- 39.9%
Feb-2022	117	0.0%	74	- 46.8%
Mar-2022	102	- 12.1%	70	- 52.4%
Apr-2022	107	0.0%	68	- 52.4%
<b>May-2022</b>	<b>125</b>	<b>- 7.4%</b>	<b>76</b>	<b>- 47.9%</b>
12-Month Avg*	110	- 14.3%	90	- 36.4%

\* Days on Market for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



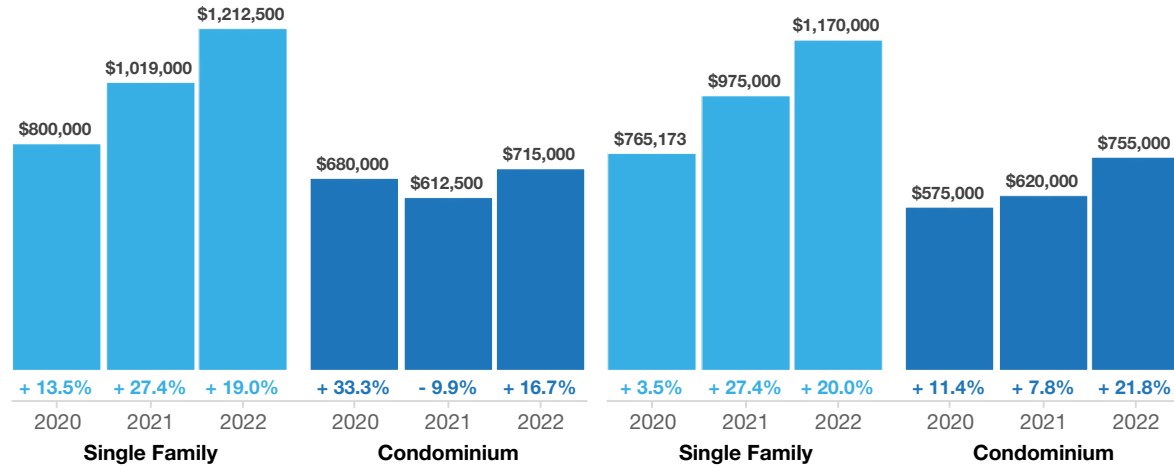
# Median Sales Price

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



May

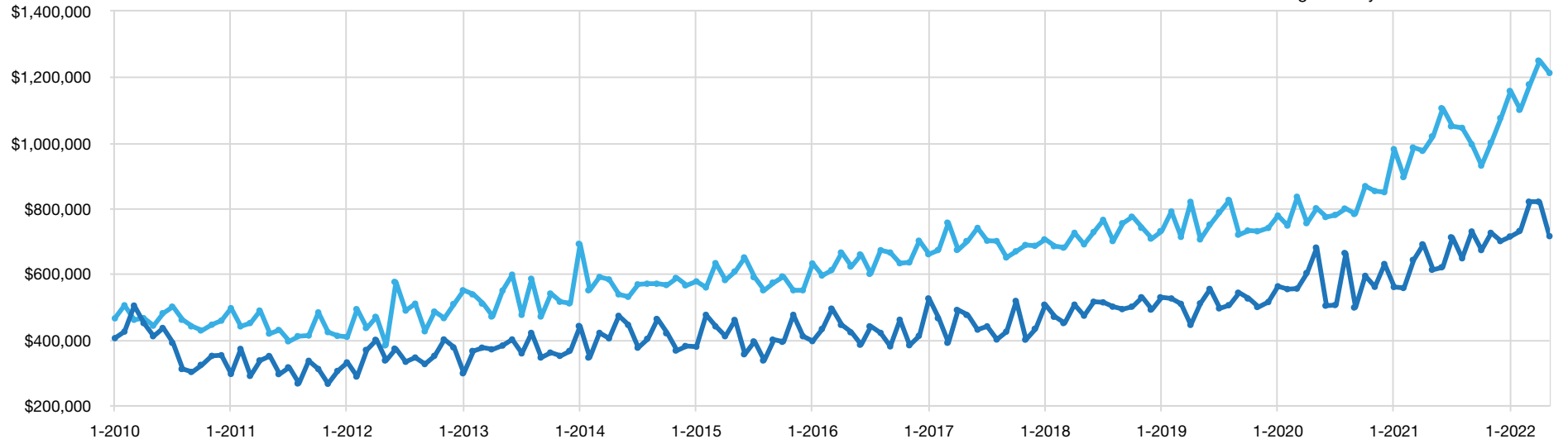
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2021	\$1,105,000	+ 42.9%	\$620,000	+ 23.3%
Jul-2021	\$1,050,000	+ 34.7%	\$711,500	+ 40.9%
Aug-2021	\$1,045,000	+ 30.8%	\$647,500	- 2.4%
Sep-2021	\$995,000	+ 27.2%	\$729,125	+ 46.6%
Oct-2021	\$930,000	+ 7.2%	\$672,500	+ 13.2%
Nov-2021	\$1,000,000	+ 17.3%	\$725,000	+ 29.3%
Dec-2021	\$1,075,000	+ 26.6%	\$700,000	+ 11.1%
Jan-2022	\$1,157,500	+ 18.1%	\$713,750	+ 27.5%
Feb-2022	\$1,100,000	+ 22.9%	\$730,500	+ 31.2%
Mar-2022	\$1,177,500	+ 19.5%	\$820,000	+ 27.6%
Apr-2022	\$1,250,000	+ 28.2%	\$820,000	+ 18.8%
<b>May-2022</b>	<b>\$1,212,500</b>	<b>+ 19.0%</b>	<b>\$715,000</b>	<b>+ 16.7%</b>
12-Month Avg*	\$1,075,000	+ 23.7%	\$720,000	+ 20.0%

\* Median Sales Price for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



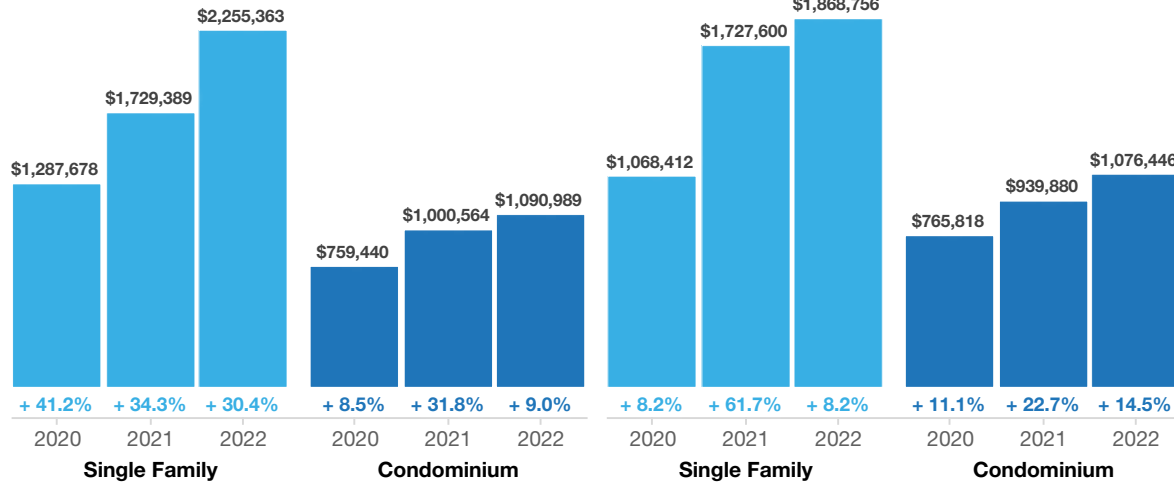


# Average Sales Price

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



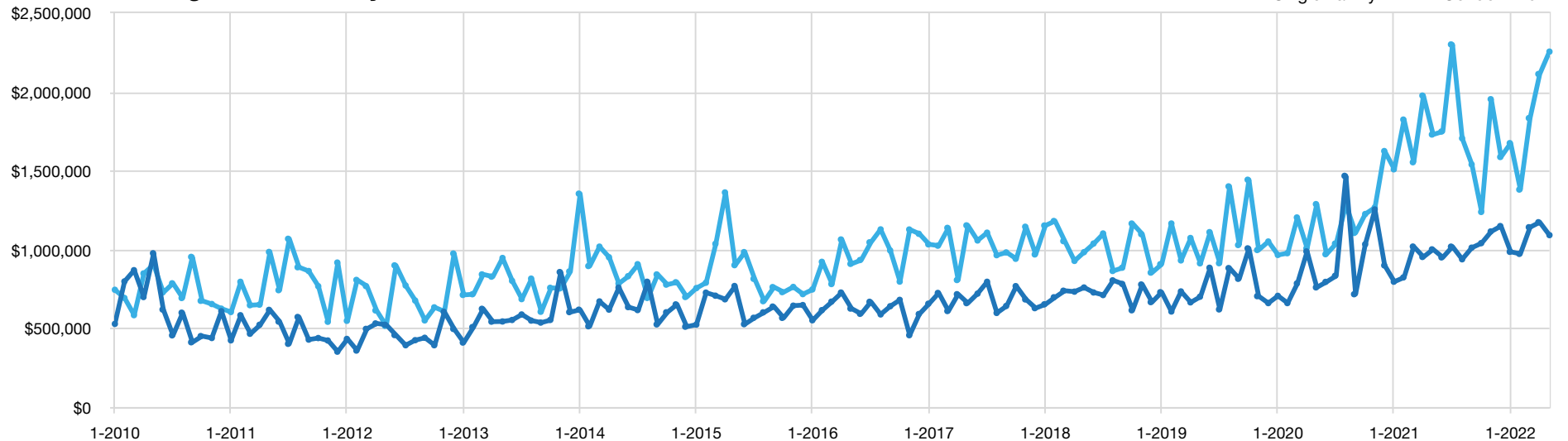
## May



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2021	\$1,748,405	+ 80.3%	\$949,719	+ 19.6%
Jul-2021	\$2,301,004	+ 121.8%	\$1,017,905	+ 22.3%
Aug-2021	\$1,705,485	+ 32.8%	\$937,688	- 36.1%
Sep-2021	\$1,539,285	+ 39.3%	\$1,011,215	+ 41.2%
Oct-2021	\$1,238,060	+ 1.1%	\$1,039,926	+ 0.7%
Nov-2021	\$1,953,527	+ 54.3%	\$1,114,197	- 11.1%
Dec-2021	\$1,586,764	- 2.3%	\$1,148,332	+ 27.7%
Jan-2022	\$1,674,632	+ 11.0%	\$985,118	+ 23.8%
Feb-2022	\$1,380,001	- 24.3%	\$972,040	+ 18.2%
Mar-2022	\$1,833,508	+ 18.0%	\$1,140,998	+ 12.0%
Apr-2022	\$2,113,234	+ 6.9%	\$1,172,619	+ 23.1%
<b>May-2022</b>	<b>\$2,255,363</b>	<b>+ 30.4%</b>	<b>\$1,090,989</b>	<b>+ 9.0%</b>
12-Month Avg*	\$1,776,228	+ 21.5%	\$1,044,131	+ 6.6%

\* Avg. Sales Price for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



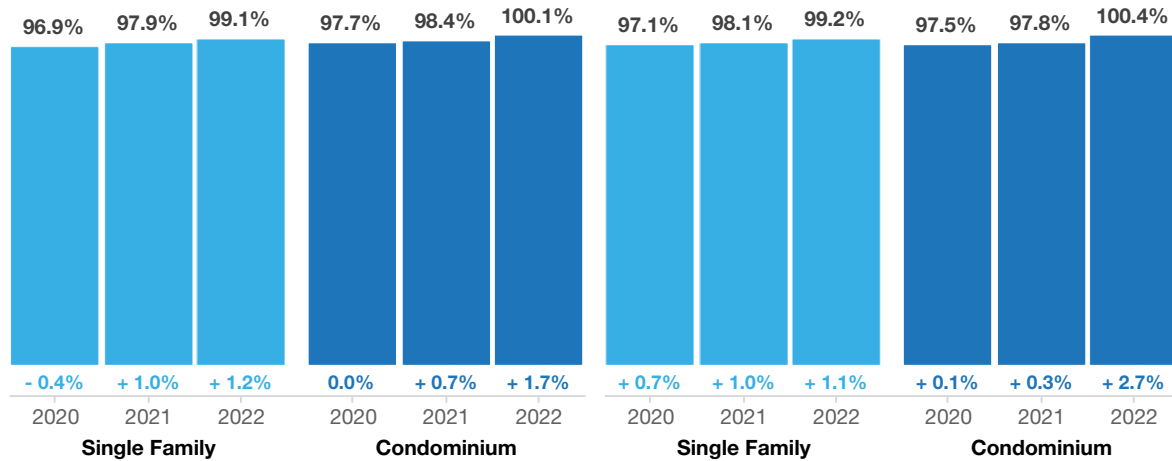
# Percent of List Price Received

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.



## May

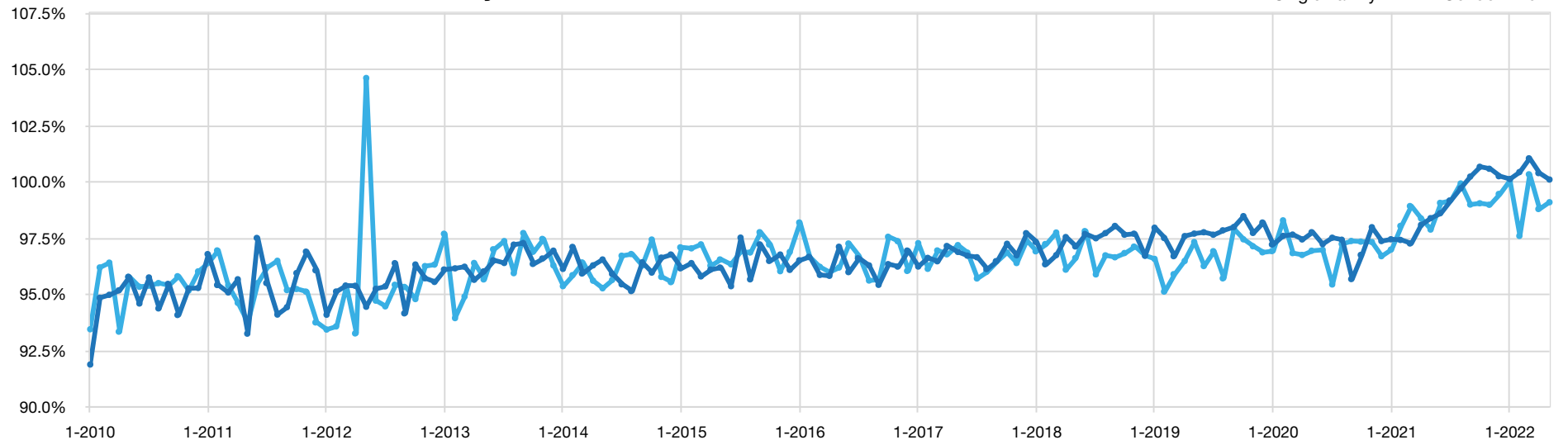
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2021	99.0%	+ 2.1%	98.6%	+ 1.4%
Jul-2021	99.1%	+ 3.9%	99.1%	+ 1.6%
Aug-2021	99.9%	+ 2.8%	99.7%	+ 2.4%
Sep-2021	99.0%	+ 1.6%	100.2%	+ 4.7%
Oct-2021	99.0%	+ 1.7%	100.7%	+ 4.1%
Nov-2021	99.0%	+ 1.7%	100.6%	+ 2.7%
Dec-2021	99.4%	+ 2.8%	100.2%	+ 3.0%
Jan-2022	100.0%	+ 3.1%	100.1%	+ 2.8%
Feb-2022	97.6%	- 0.4%	100.4%	+ 3.1%
Mar-2022	100.3%	+ 1.4%	101.0%	+ 3.9%
Apr-2022	98.8%	+ 0.4%	100.4%	+ 2.3%
<b>May-2022</b>	<b>99.1%</b>	<b>+ 1.2%</b>	<b>100.1%</b>	<b>+ 1.7%</b>
12-Month Avg*	99.2%	+ 1.8%	100.0%	+ 2.6%

\* Pct. of List Price Received for all properties from June 2021 through May 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



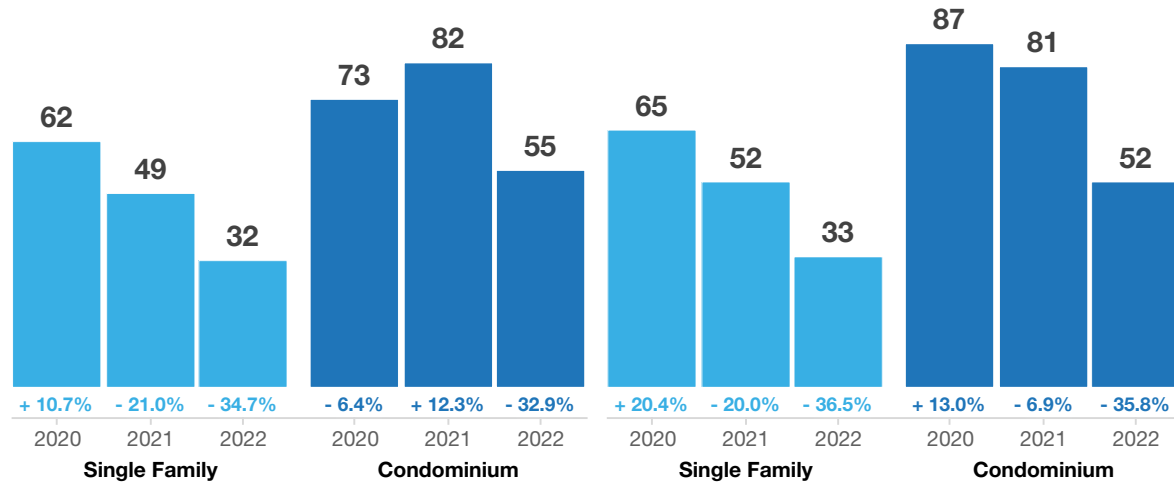
# Housing Affordability Index

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.



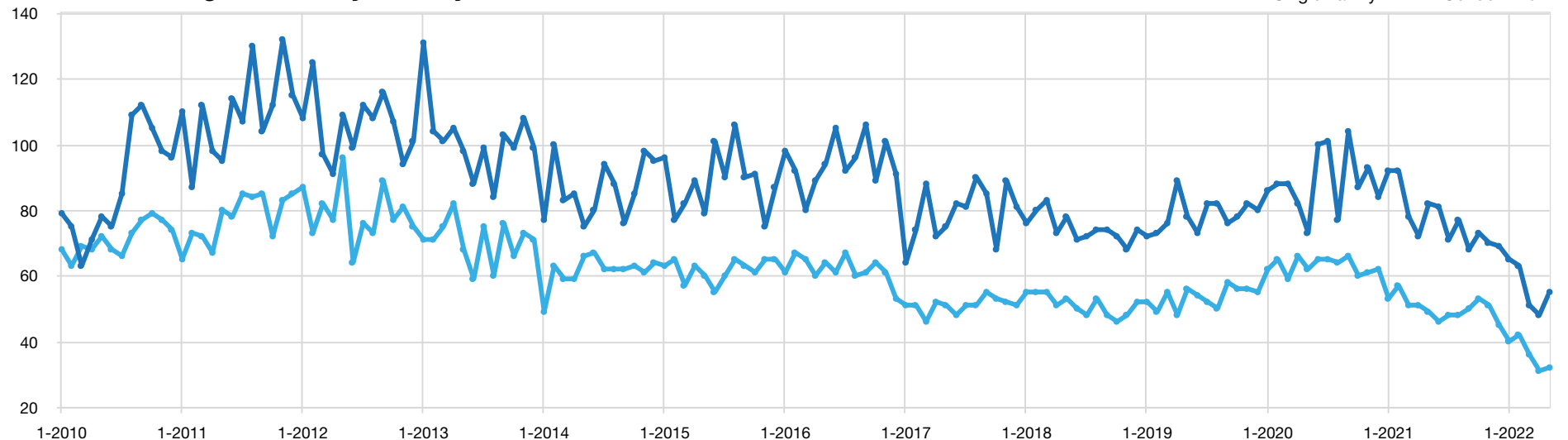
May

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2021	46	- 29.2%	81	- 19.0%
Jul-2021	48	- 26.2%	71	- 29.7%
Aug-2021	48	- 25.0%	77	0.0%
Sep-2021	50	- 24.2%	68	- 34.6%
Oct-2021	53	- 11.7%	73	- 16.1%
Nov-2021	51	- 16.4%	70	- 24.7%
Dec-2021	45	- 27.4%	69	- 17.9%
Jan-2022	40	- 24.5%	65	- 29.3%
Feb-2022	42	- 26.3%	63	- 31.5%
Mar-2022	36	- 29.4%	51	- 34.6%
Apr-2022	31	- 39.2%	48	- 33.3%
<b>May-2022</b>	<b>32</b>	<b>- 34.7%</b>	<b>55</b>	<b>- 32.9%</b>
12-Month Avg	44	- 25.4%	66	- 25.8%

## Historical Housing Affordability Index by Month

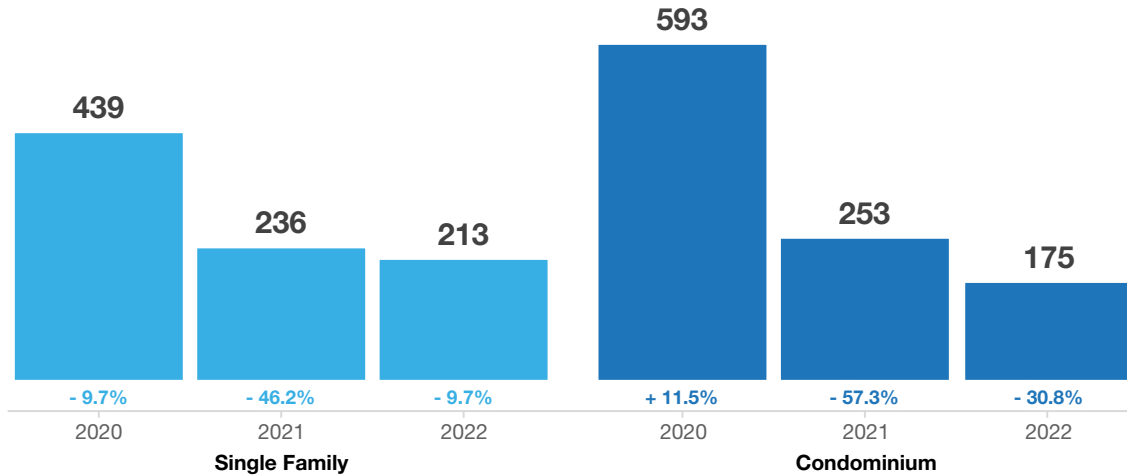


# Inventory of Homes for Sale

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

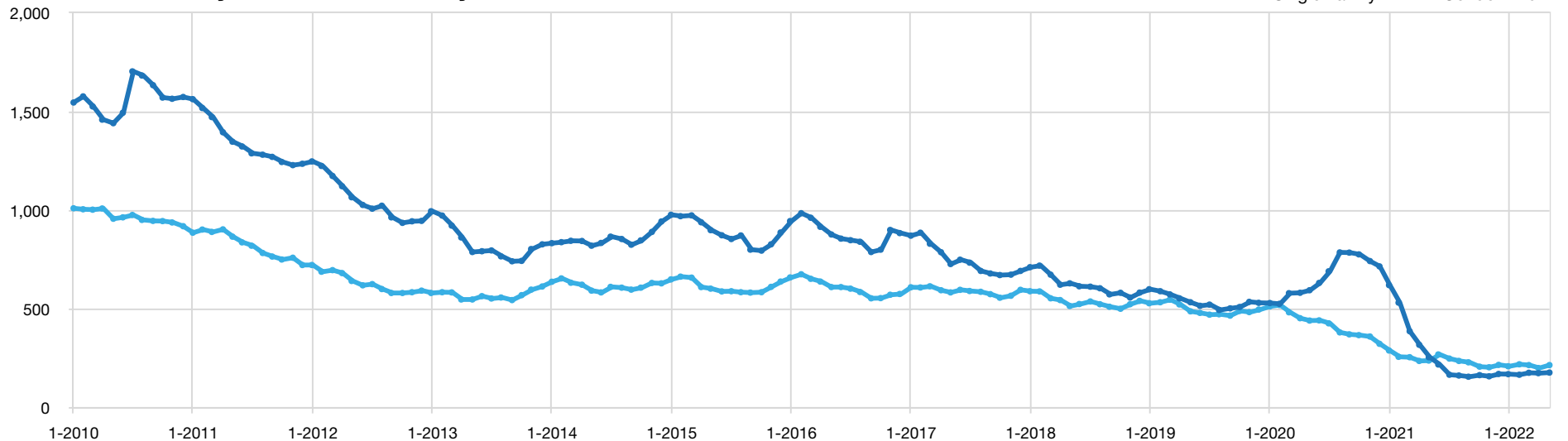


## May



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2021	267	- 39.3%	216	- 65.7%
Jul-2021	246	- 42.1%	164	- 76.2%
Aug-2021	234	- 38.3%	160	- 79.6%
Sep-2021	227	- 38.5%	154	- 80.4%
Oct-2021	205	- 43.8%	162	- 79.1%
Nov-2021	202	- 43.6%	156	- 78.9%
Dec-2021	214	- 33.3%	168	- 76.5%
Jan-2022	207	- 27.9%	167	- 73.0%
Feb-2022	217	- 14.9%	164	- 69.1%
Mar-2022	213	- 15.8%	174	- 54.8%
Apr-2022	198	- 15.4%	172	- 45.6%
<b>May-2022</b>	<b>213</b>	<b>- 9.7%</b>	<b>175</b>	<b>- 30.8%</b>
12-Month Avg	220	- 32.7%	169	- 71.9%

## Historical Inventory of Homes for Sale by Month

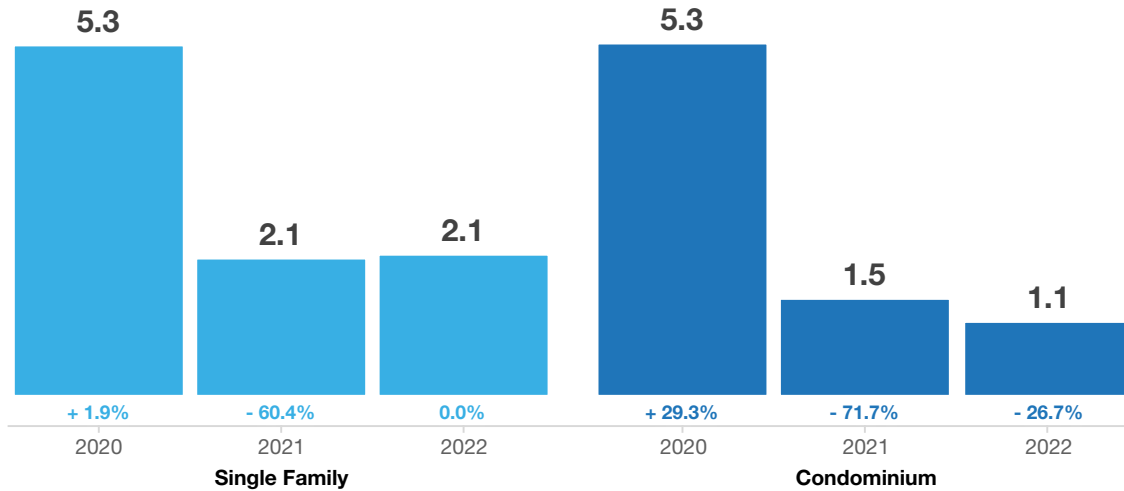


# Months Supply of Inventory

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.



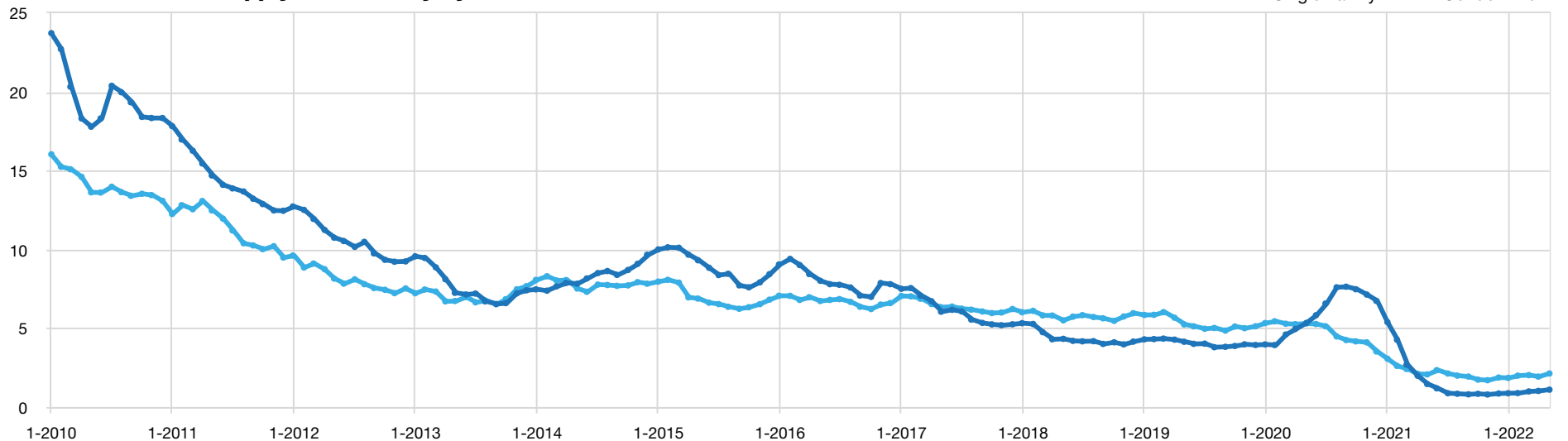
May



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2021	2.3	- 56.6%	1.2	- 79.3%
Jul-2021	2.1	- 58.8%	0.9	- 86.4%
Aug-2021	2.0	- 55.6%	0.8	- 89.5%
Sep-2021	1.9	- 54.8%	0.8	- 89.5%
Oct-2021	1.7	- 59.5%	0.8	- 89.3%
Nov-2021	1.7	- 58.5%	0.8	- 88.7%
Dec-2021	1.9	- 45.7%	0.9	- 86.6%
Jan-2022	1.8	- 41.9%	0.9	- 83.3%
Feb-2022	2.0	- 23.1%	0.9	- 79.1%
Mar-2022	2.0	- 16.7%	1.0	- 63.0%
Apr-2022	1.9	- 9.5%	1.0	- 50.0%
<b>May-2022</b>	<b>2.1</b>	<b>0.0%</b>	<b>1.1</b>	<b>- 26.7%</b>
12-Month Avg*	2.0	- 45.3%	0.9	- 82.9%

\* Months Supply for all properties from June 2021 through May 2022. 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	5-2021	5-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		373	271	- 27.3%	1,851	1,586	- 14.3%
Pending Sales		392	209	- 46.7%	2,102	1,368	- 34.9%
Closed Sales		410	269	- 34.4%	1,798	1,443	- 19.7%
Days on Market Until Sale		153	98	- 35.9%	144	96	- 33.3%
Median Sales Price		\$757,500	\$925,000	+ 22.1%	\$767,000	\$895,000	+ 16.7%
Average Sales Price		\$1,201,916	\$1,568,189	+ 30.5%	\$1,180,483	\$1,350,680	+ 14.4%
Percent of List Price Received		97.9%	99.3%	+ 1.4%	97.6%	99.5%	+ 1.9%
Housing Affordability Index		67	42	- 37.3%	66	44	- 33.3%
Inventory of Homes for Sale		673	503	- 25.3%	—	—	—
Months Supply of Inventory		2.1	1.8	- 14.3%	—	—	—

# Single Family Monthly Sales Volume

## May 2022



Area Name	May 2022			April 2022			May 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	6	\$14,429,000	\$2,300,000	6	\$10,569,000	\$1,700,000	9	\$11,284,000	\$1,115,000
Hana	0	--	--	2	\$2,359,999	\$1,180,000	1	\$700,000	\$700,000
Honokohau	1	\$792,000	\$792,000	0	--	--	0	--	--
Kaanapali	3	\$9,276,050	\$2,300,000	1	\$3,550,000	\$3,550,000	5	\$9,646,666	\$1,920,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	9	\$9,035,000	\$995,000	12	\$11,552,000	\$950,000	4	\$3,094,000	\$782,000
Kapalua	0	--	--	2	\$12,350,000	\$6,175,000	5	\$29,770,000	\$4,150,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	1	\$1,100,000	\$1,100,000	0	--	--	0	--	--
Kihei	10	\$14,074,030	\$1,302,500	14	\$38,363,500	\$1,547,500	14	\$22,694,999	\$945,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	12	\$22,639,000	\$1,612,500	7	\$10,390,544	\$1,333,000	8	\$8,082,000	\$910,000
Lahaina	8	\$20,985,000	\$1,994,500	5	\$29,145,000	\$5,000,000	8	\$25,953,000	\$3,050,000
Maalaea	0	--	--	0	--	--	1	\$2,475,000	\$2,475,000
Makawao/Olinda/Haliimaile	8	\$10,743,872	\$957,500	6	\$5,753,174	\$965,000	9	\$6,045,346	\$765,000
Maui Meadows	2	\$4,530,000	\$2,265,000	5	\$18,988,000	\$2,800,000	3	\$4,660,000	\$1,565,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	1	\$1,200,000	\$1,200,000	9	\$11,585,999	\$1,250,000	5	\$5,910,000	\$1,200,000
Olowalu	2	\$12,300,000	\$6,150,000	0	--	--	0	--	--
Pukalani	2	\$2,475,000	\$1,237,500	2	\$1,998,000	\$999,000	6	\$4,833,000	\$655,000
Spreckelsville/Paia/Kuau	4	\$8,044,998	\$1,047,500	3	\$16,130,000	\$4,895,000	2	\$2,385,000	\$1,192,500
Wailea/Makena	4	\$62,114,700	\$15,512,500	4	\$24,675,000	\$2,602,500	5	\$34,325,000	\$2,525,000
Wailuku	19	\$19,652,950	\$945,000	24	\$25,098,821	\$931,000	31	\$28,232,390	\$796,000
Lanai	1	\$768,000	\$768,000	0	--	--	1	\$600,000	\$600,000
Molokai	5	\$6,866,000	\$1,355,000	5	\$3,607,000	\$688,000	5	\$10,295,000	\$2,600,000
<b>All MLS</b>	<b>98</b>	<b>\$221,025,600</b>	<b>\$1,212,500</b>	<b>107</b>	<b>\$226,116,037</b>	<b>\$1,250,000</b>	<b>122</b>	<b>\$210,985,401</b>	<b>\$1,019,000</b>

# Condominium Monthly Sales Volume

May 2022



Area Name	May 2022			April 2022			May 2021		
	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	16	\$31,171,600	\$1,600,000	16	\$24,510,000	\$1,532,500	23	\$26,798,000	\$1,040,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	7	\$1,545,000	\$175,000	4	\$1,018,000	\$189,000	5	\$1,138,000	\$180,000
Kapalua	5	\$11,499,000	\$1,250,000	6	\$11,639,000	\$1,270,000	13	\$28,183,000	\$1,285,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	45	\$36,369,074	\$720,000	60	\$52,545,300	\$742,500	79	\$50,937,950	\$530,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	3	\$6,400,000	\$1,065,000	18	\$22,730,000	\$835,000	11	\$11,723,570	\$542,070
Maalaea	4	\$2,574,500	\$672,250	5	\$4,110,000	\$710,000	5	\$2,600,000	\$561,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	37	\$25,676,700	\$725,000	32	\$28,141,900	\$740,000	58	\$33,835,300	\$537,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	1	\$875,000	\$875,000	1	\$700,000	\$700,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	1	\$430,000	\$430,000
Wailea/Makena	11	\$38,895,000	\$1,950,000	19	\$55,951,809	\$1,795,000	30	\$76,060,400	\$1,694,500
Wailuku	15	\$8,200,000	\$525,000	7	\$4,055,500	\$585,000	11	\$4,483,250	\$400,000
Lanai	0	--	--	0	--	--	2	\$4,775,000	\$2,387,500
Molokai	8	\$2,408,500	\$312,750	9	\$1,977,000	\$219,000	3	\$472,000	\$150,000
<b>All MLS</b>	<b>151</b>	<b>\$164,739,374</b>	<b>\$715,000</b>	<b>177</b>	<b>\$207,553,509</b>	<b>\$820,000</b>	<b>242</b>	<b>\$242,136,470</b>	<b>\$612,500</b>



# Land Monthly Sales Volume

## May 2022



Area Name	May 2022			April 2022			May 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$2,250,000	\$1,125,000	1	\$775,000	\$775,000	5	\$3,260,500	\$475,000
Hana	1	\$775,000	\$775,000	0	--	--	1	\$537,500	\$537,500
Honokohau	1	\$408,000	\$408,000	0	--	--	0	--	--
Kaanapali	0	--	--	3	\$10,385,000	\$810,000	11	\$7,151,000	\$600,000
Kahakuloa	1	\$800,000	\$800,000	0	--	--	0	--	--
Kahului	0	--	--	1	\$845,000	\$845,000	0	--	--
Kapalua	2	\$2,700,000	\$1,350,000	2	\$4,045,000	\$2,022,500	5	\$6,515,000	\$1,300,000
Kaupo	0	--	--	1	\$683,750	\$683,750	1	\$350,000	\$350,000
Keanae	0	--	--	0	--	--	0	--	--
Kihei	1	\$12,000,000	\$12,000,000	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$9,600,000	\$9,600,000	4	\$4,850,000	\$650,000	9	\$9,885,000	\$995,000
Lahaina	0	--	--	2	\$2,378,000	\$1,189,000	1	\$414,000	\$414,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	2	\$1,380,000	\$690,000	1	\$2,222,222	\$2,222,222	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	1	\$418,000	\$418,000	1	\$360,000	\$360,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$479,000	\$479,000	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	1	\$1,785,000	\$1,785,000	0	--	--
Wailea/Makena	2	\$2,995,000	\$1,497,500	0	--	--	1	\$950,000	\$950,000
Wailuku	2	\$775,000	\$387,500	3	\$1,705,000	\$625,000	6	\$7,690,000	\$637,500
Lanai	0	--	--	0	--	--	2	\$2,195,000	\$1,097,500
Molokai	4	\$1,916,000	\$330,000	7	\$1,754,000	\$240,000	3	\$355,500	\$121,500
<b>All MLS</b>	<b>20</b>	<b>\$36,078,000</b>	<b>\$762,500</b>	<b>27</b>	<b>\$31,845,972</b>	<b>\$683,750</b>	<b>46</b>	<b>\$39,663,500</b>	<b>\$652,500</b>

# Single Family Sales – Year to Date

May 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	May-22 YTD Sales	May-21 YTD Sales	Unit Change	Percent Change	May-22 YTD Average	May-21 YTD Average	Dollar Change	Percent Change	May-22 YTD Median	May-21 YTD Median	Dollar Change	Percent Change	May-22 YTD Volume	May-21 YTD Volume	Dollar Change	Percent Change
Haiku	48	37	+11	+29.7%	\$1,843,127	\$1,217,027	+\$626,100	+51.4%	\$1,524,000	\$1,110,000	+\$414,000	+37.3%	\$88,470,100	\$45,030,000	+\$43,440,100	+96.5%
Hana	5	4	+1	+25.0%	\$1,506,000	\$857,500	+\$648,500	+75.6%	\$1,499,999	\$740,000	+\$759,999	+102.7%	\$7,529,999	\$3,430,000	+\$4,099,999	+119.5%
Honokohau	1	0	+1	--	\$792,000	--	--	--	\$792,000	--	--	--	\$792,000	\$0	+\$792,000	--
Kaanapali	11	34	-23	-67.6%	\$3,037,914	\$2,901,961	+\$135,953	+4.7%	\$2,700,000	\$2,292,500	+\$407,500	+17.8%	\$33,417,050	\$98,666,666	-\$65,249,616	-66.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	51	53	-2	-3.8%	\$946,775	\$773,125	+\$173,650	+22.5%	\$950,000	\$775,000	+\$175,000	+22.6%	\$48,285,500	\$40,975,600	+\$7,309,900	+17.8%
Kapalua	6	18	-12	-66.7%	\$4,854,167	\$5,312,639	-\$458,472	-8.6%	\$4,800,000	\$4,227,500	+\$572,500	+13.5%	\$29,125,000	\$95,627,500	-\$66,502,500	-69.5%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	1	0	+1	--	\$1,100,000	--	--	--	\$1,100,000	--	--	--	\$1,100,000	\$0	+\$1,100,000	--
Kihei	72	88	-16	-18.2%	\$1,809,881	\$1,277,710	+\$532,171	+41.7%	\$1,307,500	\$943,000	+\$364,500	+38.7%	\$130,311,418	\$112,438,499	+\$17,872,919	+15.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	28	39	-11	-28.2%	\$1,823,805	\$1,305,410	+\$518,395	+39.7%	\$1,498,500	\$1,125,000	+\$373,500	+33.2%	\$51,066,544	\$50,911,000	+\$155,544	+0.3%
Lahaina	22	34	-12	-35.3%	\$3,083,364	\$2,680,651	+\$402,713	+15.0%	\$2,730,000	\$2,112,500	+\$617,500	+29.2%	\$67,834,000	\$91,142,124	-\$23,308,124	-25.6%
Maalaea	0	1	-1	-100.0%	--	\$2,475,000	--	--	--	\$2,475,000	--	--	\$0	\$2,475,000	-\$2,475,000	-100.0%
Makawao/Olinda/Haliimaile	43	24	+19	+79.2%	\$1,087,124	\$762,322	+\$324,803	+42.6%	\$880,000	\$782,000	+\$98,000	+12.5%	\$46,746,352	\$18,295,721	+\$28,450,631	+155.5%
Maui Meadows	15	19	-4	-21.1%	\$2,633,787	\$1,490,079	+\$1,143,708	+76.8%	\$2,150,000	\$1,455,000	+\$695,000	+47.8%	\$39,506,800	\$28,311,500	+\$11,195,300	+39.5%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	18	29	-11	-37.9%	\$1,597,500	\$1,267,121	+\$330,379	+26.1%	\$1,400,000	\$1,100,000	+\$300,000	+27.3%	\$28,754,999	\$36,746,500	-\$7,991,501	-21.7%
Olowalu	2	2	0	0.0%	\$6,150,000	\$6,800,000	-\$650,000	-9.6%	\$6,150,000	\$6,800,000	-\$650,000	-9.6%	\$12,300,000	\$13,600,000	-\$1,300,000	-9.6%
Pukalani	15	29	-14	-48.3%	\$1,089,700	\$1,007,191	+\$82,509	+8.2%	\$975,000	\$888,000	+\$87,000	+9.8%	\$16,345,500	\$29,208,549	-\$12,863,049	-44.0%
Spreckelsville/Paia/Kuau	13	16	-3	-18.8%	\$2,800,769	\$2,272,000	+\$528,769	+23.3%	\$1,235,000	\$1,362,500	-\$127,500	-9.4%	\$36,409,998	\$36,352,000	+\$57,998	+0.2%
Wailea/Makena	20	33	-13	-39.4%	\$7,997,710	\$6,024,529	+\$1,973,181	+32.8%	\$3,397,500	\$3,875,000	-\$477,500	-12.3%	\$159,954,200	\$198,809,468	-\$38,855,268	-19.5%
Wailuku	94	94	0	0.0%	\$978,387	\$830,946	+\$147,441	+17.7%	\$889,625	\$784,888	+\$104,738	+13.3%	\$91,968,339	\$78,108,885	+\$13,859,454	+17.7%
Lanai	3	7	-4	-57.1%	\$701,000	\$1,027,714	-\$326,714	-31.8%	\$675,000	\$700,000	-\$25,000	-3.6%	\$2,103,000	\$7,194,000	-\$5,091,000	-70.8%
Molokai	20	21	-1	-4.8%	\$996,600	\$863,810	+\$132,790	+15.4%	\$744,000	\$470,000	+\$274,000	+58.3%	\$19,932,000	\$18,140,000	+\$1,792,000	+9.9%
All MLS	488	582	-94	-16.2%	\$1,868,756	\$1,727,600	+\$141,156	+8.2%	\$1,170,000	\$975,000	+\$195,000	+20.0%	\$911,952,799	\$1,005,463,012	-\$93,510,213	-9.3%

# Total Condominium Sales – Year to Date

May 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	May-22 YTD Sales	May-21 YTD Sales	Unit Change	Percent Change	May-22 YTD Average	May-21 YTD Average	Dollar Change	Percent Change	May-22 YTD Median	May-21 YTD Median	Dollar Change	Percent Change	May-22 YTD Volume	May-21 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	3	0	+3	--	\$870,000	--	--	--	\$685,000	--	--	--	\$2,610,000	\$0	+\$2,610,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	81	112	-31	-27.7%	\$1,846,129	\$1,199,576	+\$646,553	+53.9%	\$1,600,000	\$957,500	+\$642,500	+67.1%	\$149,536,475	\$134,352,500	+\$15,183,975	+11.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	25	11	+14	+127.3%	\$206,944	\$242,545	-\$35,601	-14.7%	\$181,000	\$180,000	+\$1,000	+0.6%	\$5,173,600	\$2,668,000	+\$2,505,600	+93.9%
Kapalua	29	59	-30	-50.8%	\$2,398,690	\$1,810,038	+\$588,652	+32.5%	\$1,400,000	\$1,130,000	+\$270,000	+23.9%	\$69,562,000	\$106,792,250	-\$37,230,250	-34.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	288	333	-45	-13.5%	\$802,684	\$613,237	+\$189,447	+30.9%	\$715,000	\$530,000	+\$185,000	+34.9%	\$231,173,078	\$204,207,908	+\$26,965,170	+13.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	39	87	-48	-55.2%	\$1,360,610	\$769,657	+\$590,953	+76.8%	\$835,000	\$556,990	+\$278,010	+49.9%	\$53,063,799	\$66,960,145	-\$13,896,346	-20.8%
Maalaea	25	29	-4	-13.8%	\$685,550	\$473,876	+\$211,674	+44.7%	\$635,244	\$480,000	+\$155,244	+32.3%	\$17,138,744	\$13,742,400	+\$3,396,344	+24.7%
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	184	172	+12	+7.0%	\$785,848	\$583,370	+\$202,478	+34.7%	\$681,750	\$532,500	+\$149,250	+28.0%	\$144,596,000	\$100,339,585	+\$44,256,415	+44.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	3	-2	-66.7%	\$875,000	\$676,667	+\$198,333	+29.3%	\$875,000	\$695,000	+\$180,000	+25.9%	\$875,000	\$2,030,000	-\$1,155,000	-56.9%
Spreckelsville/Paia/Kuau	1	1	0	0.0%	\$570,000	\$430,000	+\$140,000	+32.6%	\$570,000	\$430,000	+\$140,000	+32.6%	\$570,000	\$430,000	+\$140,000	+32.6%
Wailea/Makena	72	145	-73	-50.3%	\$2,532,661	\$2,044,441	+\$488,219	+23.9%	\$1,690,000	\$1,418,000	+\$272,000	+19.2%	\$182,351,559	\$296,444,000	-\$114,092,441	-38.5%
Wailuku	52	51	+1	+2.0%	\$549,779	\$449,662	+\$100,117	+22.3%	\$502,500	\$425,000	+\$77,500	+18.2%	\$28,588,500	\$22,932,739	+\$5,655,761	+24.7%
Lanai	1	2	-1	-50.0%	\$1,600,000	\$2,387,500	-\$787,500	-33.0%	\$1,600,000	\$2,387,500	-\$787,500	-33.0%	\$1,600,000	\$4,775,000	-\$3,175,000	-66.5%
Molokai	29	15	+14	+93.3%	\$244,397	\$200,235	+\$44,162	+22.1%	\$259,000	\$168,420	+\$90,580	+53.8%	\$7,087,500	\$3,003,520	+\$4,083,980	+136.0%
All MLS	831	1,020	-189	-18.5%	\$1,076,446	\$939,880	+\$136,565	+14.5%	\$755,000	\$620,000	+\$135,000	+21.8%	\$894,526,255	\$958,678,047	-\$64,151,792	-6.7%

# Fee Simple Condominium Sales – Year to Date

May 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	May-22 YTD Sales	May-21 YTD Sales	Unit Change	Percent Change	May-22 YTD Average	May-21 YTD Average	Dollar Change	Percent Change	May-22 YTD Median	May-21 YTD Median	Dollar Change	Percent Change	May-22 YTD Volume	May-21 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	3	0	+3	--	\$870,000	--	--	--	\$685,000	--	--	--	\$2,610,000	\$0	+\$2,610,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	74	102	-28	-27.5%	\$1,962,925	\$1,256,446	+\$706,479	+56.2%	\$1,672,500	\$1,008,500	+\$664,000	+65.8%	\$145,256,475	\$128,157,500	+\$17,098,975	+13.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	25	11	+14	+127.3%	\$206,944	\$242,545	-\$35,601	-14.7%	\$181,000	\$180,000	+\$1,000	+0.6%	\$5,173,600	\$2,668,000	+\$2,505,600	+93.9%
Kapalua	29	59	-30	-50.8%	\$2,398,690	\$1,810,038	+\$588,652	+32.5%	\$1,400,000	\$1,130,000	+\$270,000	+23.9%	\$69,562,000	\$106,792,250	-\$37,230,250	-34.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	281	330	-49	-14.8%	\$805,714	\$615,903	+\$189,811	+30.8%	\$710,000	\$532,500	+\$177,500	+33.3%	\$226,405,678	\$203,247,908	+\$23,157,770	+11.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	38	85	-47	-55.3%	\$1,388,258	\$782,690	+\$605,568	+77.4%	\$837,500	\$558,000	+\$279,500	+50.1%	\$52,753,799	\$66,528,645	-\$13,774,846	-20.7%
Maalaea	19	19	0	0.0%	\$762,408	\$542,974	+\$219,434	+40.4%	\$700,000	\$525,000	+\$175,000	+33.3%	\$14,485,744	\$10,316,500	+\$4,169,244	+40.4%
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	152	149	+3	+2.0%	\$765,590	\$591,505	+\$174,085	+29.4%	\$700,000	\$540,000	+\$160,000	+29.6%	\$116,369,700	\$88,134,285	+\$28,235,415	+32.0%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	3	-2	-66.7%	\$875,000	\$676,667	+\$198,333	+29.3%	\$875,000	\$695,000	+\$180,000	+25.9%	\$875,000	\$2,030,000	-\$1,155,000	-56.9%
Spreckelsville/Paia/Kuau	1	1	0	0.0%	\$570,000	\$430,000	+\$140,000	+32.6%	\$570,000	\$430,000	+\$140,000	+32.6%	\$570,000	\$430,000	+\$140,000	+32.6%
Wailea/Makena	72	145	-73	-50.3%	\$2,532,661	\$2,044,441	+\$488,219	+23.9%	\$1,690,000	\$1,418,000	+\$272,000	+19.2%	\$182,351,559	\$296,444,000	-\$114,092,441	-38.5%
Wailuku	52	51	+1	+2.0%	\$549,779	\$449,662	+\$100,117	+22.3%	\$502,500	\$425,000	+\$77,500	+18.2%	\$28,588,500	\$22,932,739	+\$5,655,761	+24.7%
Lanai	1	2	-1	-50.0%	\$1,600,000	\$2,387,500	-\$787,500	-33.0%	\$1,600,000	\$2,387,500	-\$787,500	-33.0%	\$1,600,000	\$4,775,000	-\$3,175,000	-66.5%
Molokai	26	15	+11	+73.3%	\$261,712	\$200,235	+\$61,477	+30.7%	\$272,500	\$168,420	+\$104,080	+61.8%	\$6,804,500	\$3,003,520	+\$3,800,980	+126.6%
All MLS	775	972	-197	-20.3%	\$1,101,944	\$962,408	+\$139,536	+14.5%	\$769,900	\$631,360	+\$138,540	+21.9%	\$854,006,555	\$935,460,347	-\$81,453,792	-8.7%

# Leasehold Condominium Sales – Year to Date

May 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	May-22 YTD Sales	May-21 YTD Sales	Unit Change	Percent Change	May-22 YTD Average	May-21 YTD Average	Dollar Change	Percent Change	May-22 YTD Median	May-21 YTD Median	Dollar Change	Percent Change	May-22 YTD Volume	May-21 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	7	10	-3	-30.0%	\$611,429	\$619,500	-\$8,071	-1.3%	\$596,000	\$499,500	+\$96,500	+19.3%	\$4,280,000	\$6,195,000	-\$1,915,000	-30.9%
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	7	3	+4	+133.3%	\$681,057	\$320,000	+\$361,057	+112.8%	\$809,000	\$300,000	+\$509,000	+169.7%	\$4,767,400	\$960,000	+\$3,807,400	+396.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	1	2	-1	-50.0%	\$310,000	\$215,750	+\$94,250	+43.7%	\$310,000	\$215,750	+\$94,250	+43.7%	\$310,000	\$431,500	-\$121,500	-28.2%
Maalaea	6	10	-4	-40.0%	\$442,167	\$342,590	+\$99,577	+29.1%	\$465,000	\$327,500	+\$137,500	+42.0%	\$2,653,000	\$3,425,900	-\$772,900	-22.6%
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	32	23	+9	+39.1%	\$882,072	\$530,665	+\$351,407	+66.2%	\$356,250	\$300,000	+\$56,250	+18.8%	\$28,226,300	\$12,205,300	+\$16,021,000	+131.3%
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	0	+3	--	\$94,333	--	--	--	\$95,000	--	--	--	\$283,000	\$0	+\$283,000	--
All MLS	56	48	+8	+16.7%	\$723,566	\$483,702	+\$239,864	+49.6%	\$405,000	\$373,750	+\$31,250	+8.4%	\$40,519,700	\$23,217,700	+\$17,302,000	+74.5%

# Land Sales – Year to Date

May 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	May-22 YTD Sales	May-21 YTD Sales	Unit Change	Percent Change	May-22 YTD Average	May-21 YTD Average	Dollar Change	Percent Change	May-22 YTD Median	May-21 YTD Median	Dollar Change	Percent Change	May-22 YTD Volume	May-21 YTD Volume	Dollar Change	Percent Change
Haiku	12	22	-10	-45.5%	\$1,014,000	\$795,841	+\$218,159	+27.4%	\$887,500	\$592,500	+\$295,000	+49.8%	\$12,168,000	\$17,508,500	-\$5,340,500	-30.5%
Hana	3	9	-6	-66.7%	\$1,541,667	\$1,060,278	+\$481,389	+45.4%	\$775,000	\$537,500	+\$237,500	+44.2%	\$4,625,000	\$9,542,500	-\$4,917,500	-51.5%
Honokohau	1	0	+1	--	\$408,000	--	--	--	\$408,000	--	--	--	\$408,000	\$0	+\$408,000	--
Kaanapali	14	40	-26	-65.0%	\$1,619,107	\$634,650	+\$984,457	+155.1%	\$742,500	\$550,000	+\$192,500	+35.0%	\$22,667,500	\$25,386,007	-\$2,718,507	-10.7%
Kahakuloa	1	1	0	0.0%	\$800,000	\$260,000	+\$540,000	+207.7%	\$800,000	\$260,000	+\$540,000	+207.7%	\$800,000	\$260,000	+\$540,000	+207.7%
Kahului	1	0	+1	--	\$845,000	--	--	--	\$845,000	--	--	--	\$845,000	\$0	+\$845,000	--
Kapalua	14	22	-8	-36.4%	\$1,654,107	\$1,167,273	+\$486,834	+41.7%	\$1,325,000	\$900,000	+\$425,000	+47.2%	\$23,157,500	\$25,680,000	-\$2,522,500	-9.8%
Kaupo	4	1	+3	+300.0%	\$457,688	\$350,000	+\$107,688	+30.8%	\$415,000	\$350,000	+\$65,000	+18.6%	\$1,830,750	\$350,000	+\$1,480,750	+423.1%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	6	2	+4	+200.0%	\$3,016,667	\$584,750	+\$2,431,917	+415.9%	\$1,350,000	\$584,750	+\$765,250	+130.9%	\$18,100,000	\$1,169,500	+\$16,930,500	+1,447.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	17	23	-6	-26.1%	\$1,436,353	\$917,938	+\$518,414	+56.5%	\$830,000	\$915,585	-\$85,585	-9.3%	\$24,418,000	\$21,112,585	+\$3,305,415	+15.7%
Lahaina	5	7	-2	-28.6%	\$962,600	\$1,303,000	-\$340,400	-26.1%	\$825,000	\$907,000	-\$82,000	-9.0%	\$4,813,000	\$9,121,000	-\$4,308,000	-47.2%
Maalaea	0	1	-1	-100.0%	--	\$1,100,000	--	--	--	\$1,100,000	--	--	\$0	\$1,100,000	-\$1,100,000	-100.0%
Makawao/Olinda/Haliimaile	5	19	-14	-73.7%	\$974,844	\$645,154	+\$329,690	+51.1%	\$750,000	\$500,000	+\$250,000	+50.0%	\$4,874,222	\$12,257,934	-\$7,383,712	-60.2%
Maui Meadows	1	0	+1	--	\$1,490,000	--	--	--	\$1,490,000	--	--	--	\$1,490,000	\$0	+\$1,490,000	--
Nahiku	1	1	0	0.0%	\$170,000	\$400,000	-\$230,000	-57.5%	\$170,000	\$400,000	-\$230,000	-57.5%	\$170,000	\$400,000	-\$230,000	-57.5%
Napili/Kahana/Honokowai	2	2	0	0.0%	\$2,709,000	\$433,638	+\$2,275,363	+524.7%	\$2,709,000	\$433,638	+\$2,275,363	+524.7%	\$5,418,000	\$867,275	+\$4,550,725	+524.7%
Olowalu	1	3	-2	-66.7%	\$1,248,000	\$1,800,000	-\$552,000	-30.7%	\$1,248,000	\$950,000	+\$298,000	+31.4%	\$1,248,000	\$5,400,000	-\$4,152,000	-76.9%
Pukalani	2	6	-4	-66.7%	\$465,500	\$435,333	+\$30,167	+6.9%	\$465,500	\$422,500	+\$43,000	+10.2%	\$931,000	\$2,612,000	-\$1,681,000	-64.4%
Spreckelsville/Paia/Kuau	1	0	+1	--	\$1,785,000	--	--	--	\$1,785,000	--	--	--	\$1,785,000	\$0	+\$1,785,000	--
Wailea/Makena	3	3	0	0.0%	\$1,323,333	\$1,805,000	-\$481,667	-26.7%	\$995,000	\$1,665,000	-\$670,000	-40.2%	\$3,970,000	\$5,415,000	-\$1,445,000	-26.7%
Wailuku	8	15	-7	-46.7%	\$400,625	\$850,300	-\$449,675	-52.9%	\$368,000	\$640,000	-\$272,000	-42.5%	\$3,205,000	\$12,754,500	-\$9,549,500	-74.9%
Lanai	0	4	-4	-100.0%	--	\$1,198,750	--	--	--	\$1,175,000	--	--	\$0	\$4,795,000	-\$4,795,000	-100.0%
Molokai	22	15	+7	+46.7%	\$255,795	\$175,700	+\$80,096	+45.6%	\$214,750	\$110,000	+\$104,750	+95.2%	\$5,627,500	\$2,635,499	+\$2,992,001	+113.5%
All MLS	124	196	-72	-36.7%	\$1,149,609	\$807,996	+\$341,612	+42.3%	\$750,000	\$620,000	+\$130,000	+21.0%	\$142,551,472	\$158,367,300	-\$15,815,828	-10.0%