

Monthly Indicators



November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

New Listings increased 2.9 percent for Single Family homes and 9.4 percent for Condominium homes. Pending Sales increased 14.0 percent for Single Family homes and 18.1 percent for Condominium homes. Inventory decreased 51.3 percent for Single Family homes and 81.4 percent for Condominium homes.

Median Sales Price increased 16.0 percent to \$989,000 for Single Family homes and 29.3 percent to \$725,000 for Condominium homes. Days on Market increased 3.6 percent for Single Family homes but decreased 42.6 percent for Condominium homes. Months Supply of Inventory decreased 63.4 percent for Single Family homes and 90.1 percent for Condominium homes.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

Quick Facts

+ 6.3%	+ 16.8%	- 67.5%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

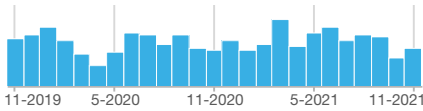

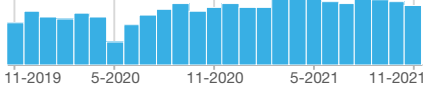




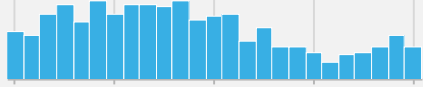

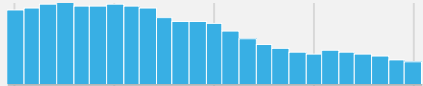
This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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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.

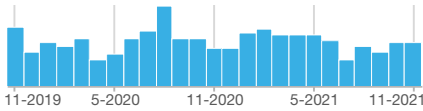
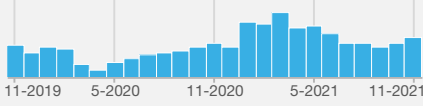
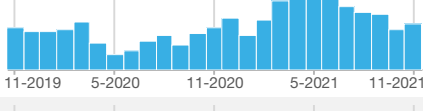
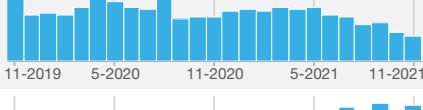
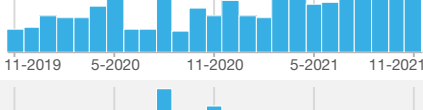
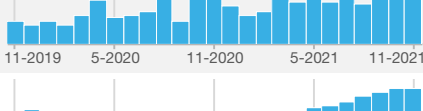
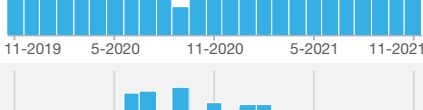
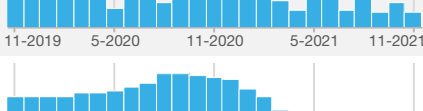
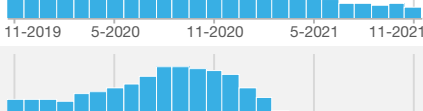
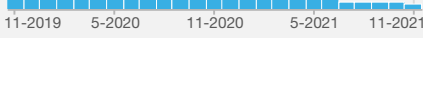


Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		105	108	+ 2.9%	1,271	1,357	+ 6.8%
Pending Sales		86	98	+ 14.0%	970	1,271	+ 31.0%
Closed Sales		102	104	+ 2.0%	951	1,257	+ 32.2%
Days on Market Until Sale		111	115	+ 3.6%	136	117	- 14.0%
Median Sales Price		\$852,500	\$989,000	+ 16.0%	\$790,000	\$982,000	+ 24.3%
Average Sales Price		\$1,266,251	\$1,946,831	+ 53.7%	\$1,121,728	\$1,735,175	+ 54.7%
Percent of List Price Received		97.3%	99.0%	+ 1.7%	97.0%	98.7%	+ 1.8%
Housing Affordability Index		61	51	- 16.4%	66	52	- 21.2%
Inventory of Homes for Sale		357	174	- 51.3%	—	—	—
Months Supply of Inventory		4.1	1.5	- 63.4%	—	—	—

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	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		159	174	+ 9.4%	1,968	1,946	- 1.1%
Pending Sales		149	176	+ 18.1%	1,132	2,196	+ 94.0%
Closed Sales		140	153	+ 9.3%	1,190	2,139	+ 79.7%
Days on Market Until Sale		122	70	- 42.6%	144	124	- 13.9%
Median Sales Price		\$560,500	\$725,000	+ 29.3%	\$568,500	\$650,000	+ 14.3%
Average Sales Price		\$1,253,660	\$1,118,512	- 10.8%	\$923,338	\$973,224	+ 5.4%
Percent of List Price Received		98.0%	100.6%	+ 2.7%	97.3%	98.8%	+ 1.5%
Housing Affordability Index		93	70	- 24.7%	92	78	- 15.2%
Inventory of Homes for Sale		741	138	- 81.4%	—	—	—
Months Supply of Inventory		7.1	0.7	- 90.1%	—	—	—

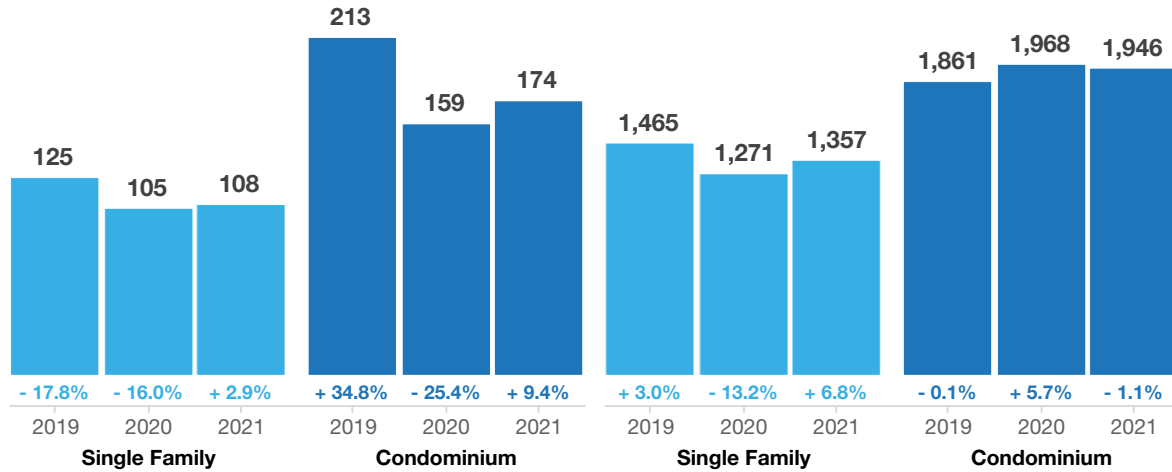
New Listings

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



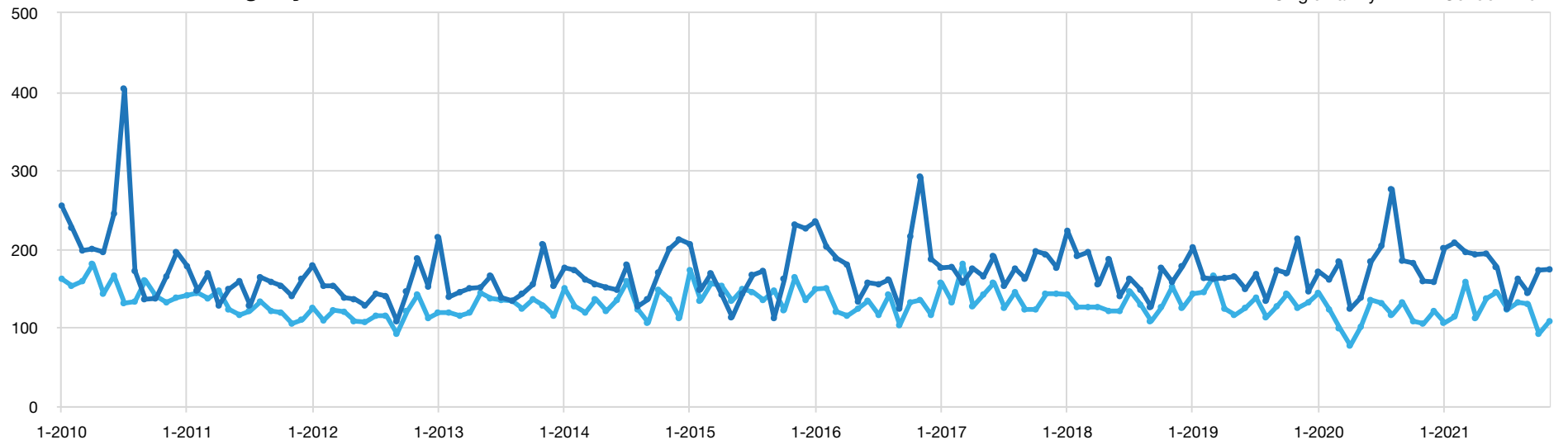
November

Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2020	121	- 8.3%	158	+ 8.2%
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%	193	+ 55.6%
May-2021	137	+ 35.6%	194	+ 40.6%
Jun-2021	145	+ 7.4%	177	- 3.8%
Jul-2021	123	- 6.1%	124	- 39.2%
Aug-2021	132	+ 13.8%	162	- 41.3%
Sep-2021	130	- 1.5%	144	- 22.2%
Oct-2021	92	- 14.8%	173	- 4.9%
Nov-2021	108	+ 2.9%	174	+ 9.4%
12-Month Avg	123	+ 5.1%	175	- 0.6%

Historical New Listings by Month



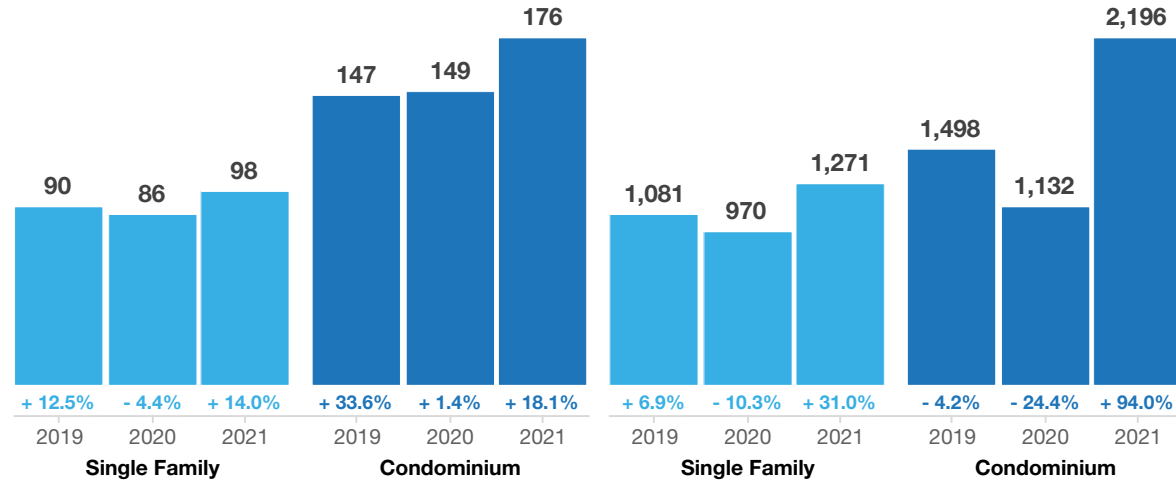
Pending Sales

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



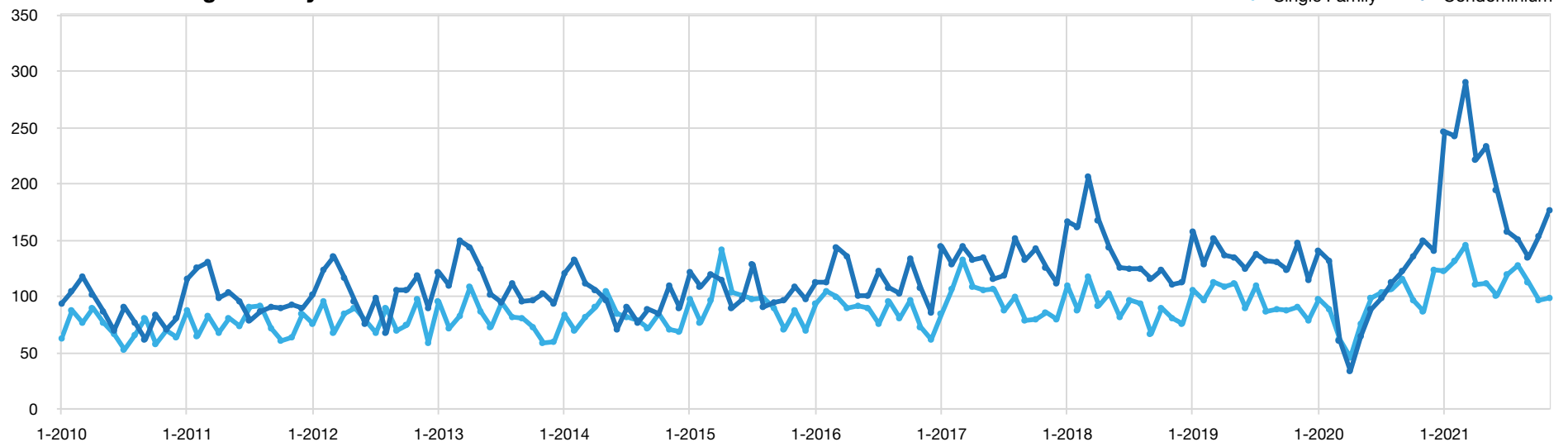
November

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2020	123	+ 57.7%	140	+ 22.8%
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%	221	+ 569.7%
May-2021	111	+ 48.0%	233	+ 264.1%
Jun-2021	100	+ 2.0%	194	+ 120.5%
Jul-2021	119	+ 15.5%	157	+ 60.2%
Aug-2021	127	+ 19.8%	150	+ 33.9%
Sep-2021	112	- 2.6%	134	+ 9.8%
Oct-2021	96	0.0%	153	+ 13.3%
Nov-2021	98	+ 14.0%	176	+ 18.1%
12-Month Avg	116	+ 33.3%	195	+ 87.5%

Historical Pending Sales by Month

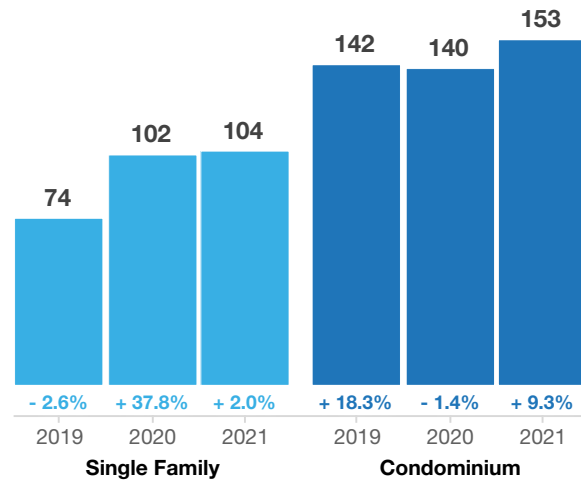


Closed Sales

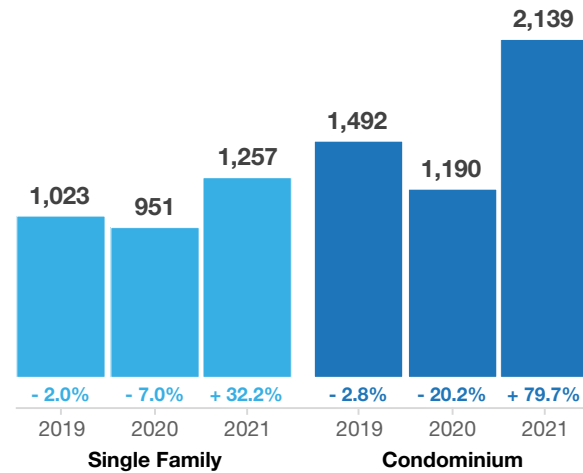
A count of the actual sales that closed in a given month.



November

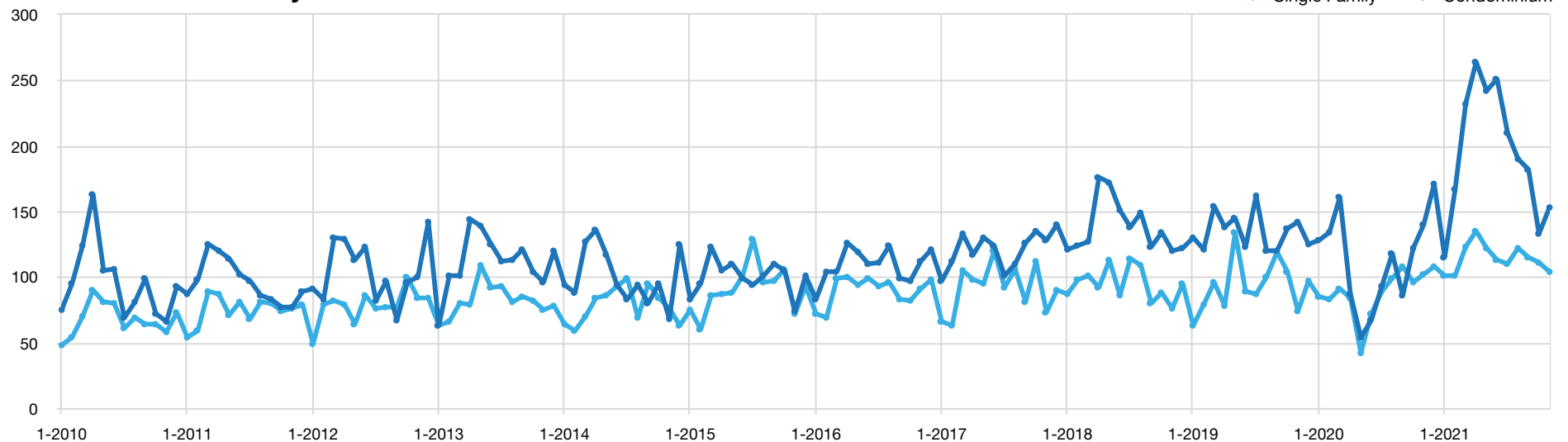


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	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%	133	+ 9.0%
Nov-2021	104	+ 2.0%	153	+ 9.3%
12-Month Avg	114	+ 31.0%	193	+ 75.5%

Historical Closed Sales by Month

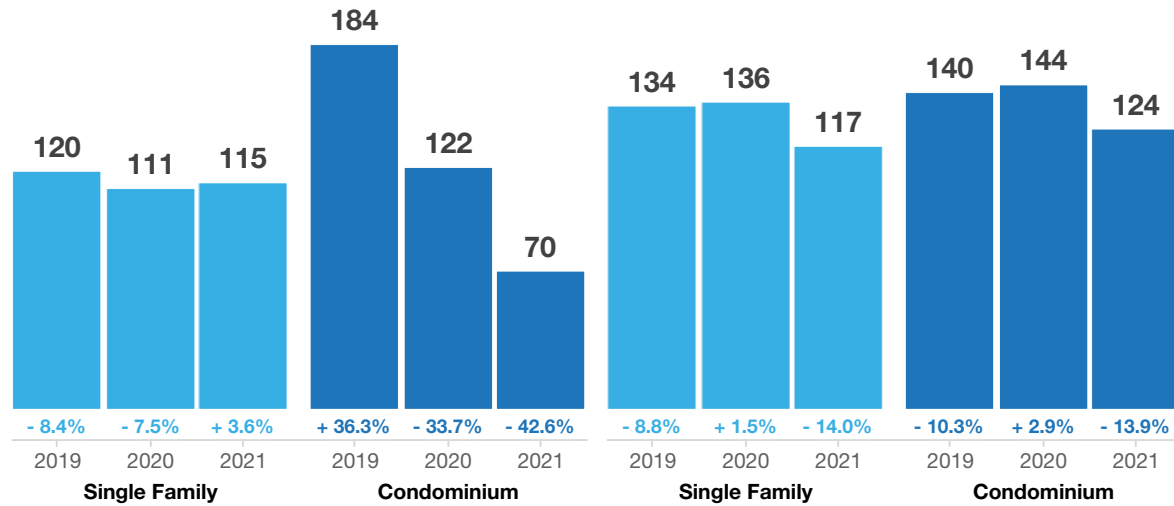


Days on Market Until Sale

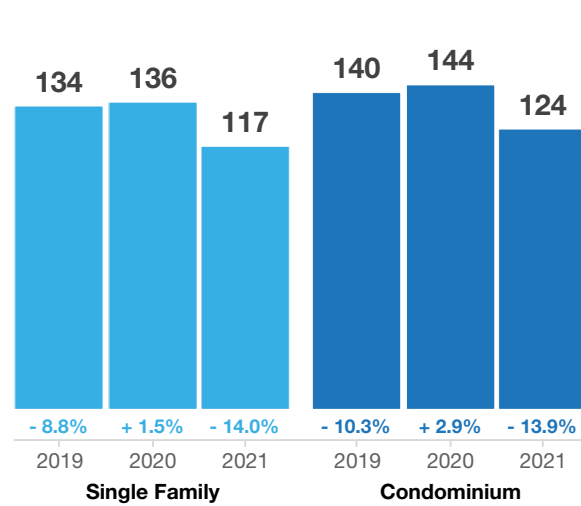
Average number of days between when a property is listed and when it closed in a given month.



November



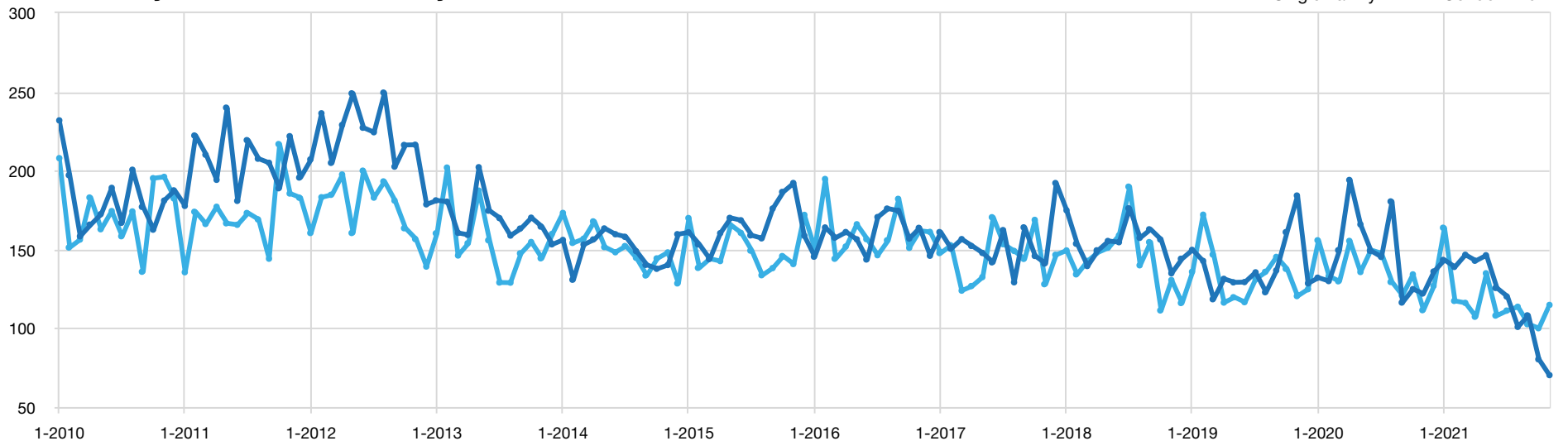
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	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	115	+ 3.6%	70	- 42.6%
12-Month Avg*	118	- 12.6%	125	- 12.6%

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

Historical Days on Market Until Sale by Month



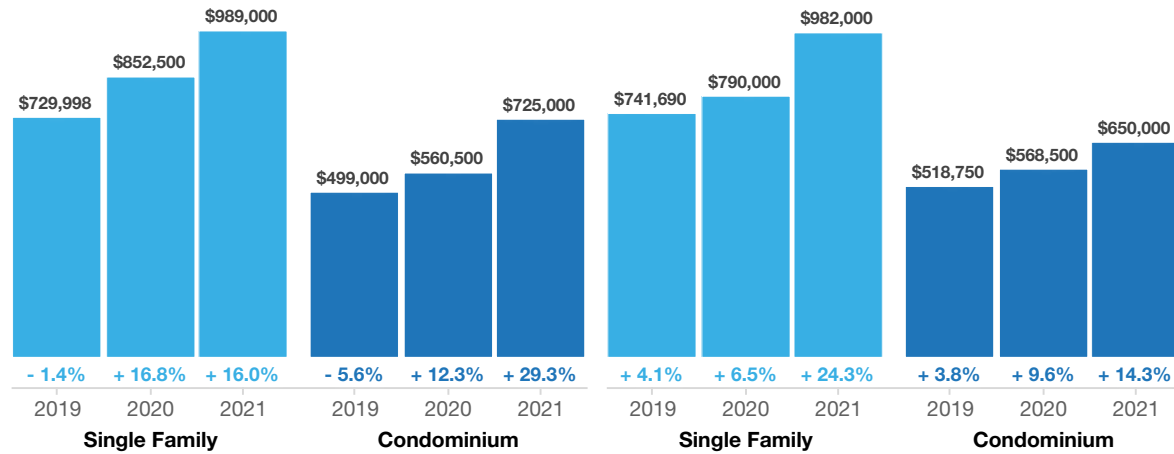
Median Sales Price

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



November

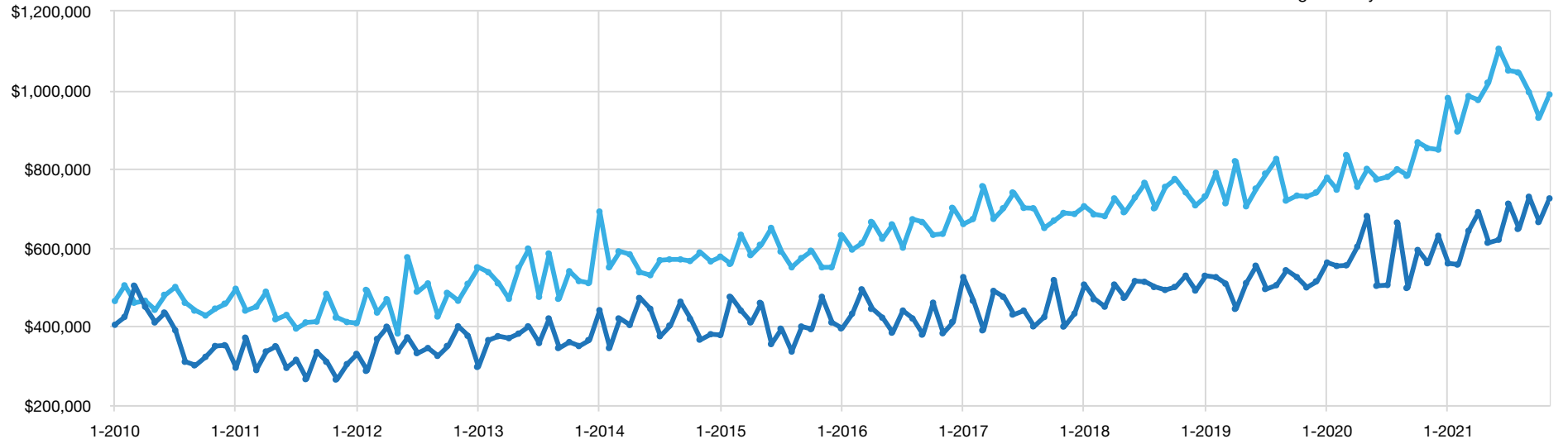
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	\$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%	\$665,000	+ 12.0%
Nov-2021	\$989,000	+ 16.0%	\$725,000	+ 29.3%
12-Month Avg*	\$975,000	+ 23.8%	\$650,000	+ 15.8%

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

Historical Median Sales Price by Month



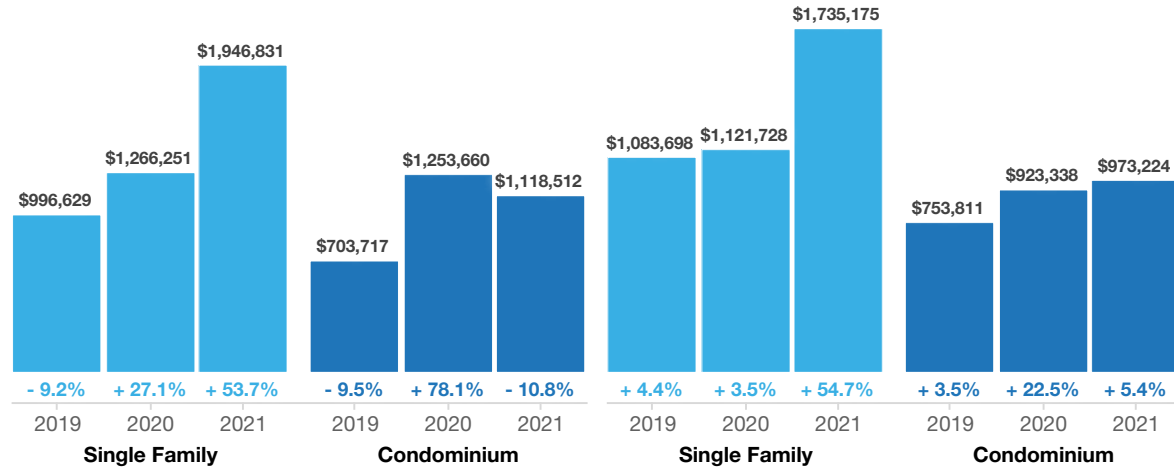
Average Sales Price

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



November

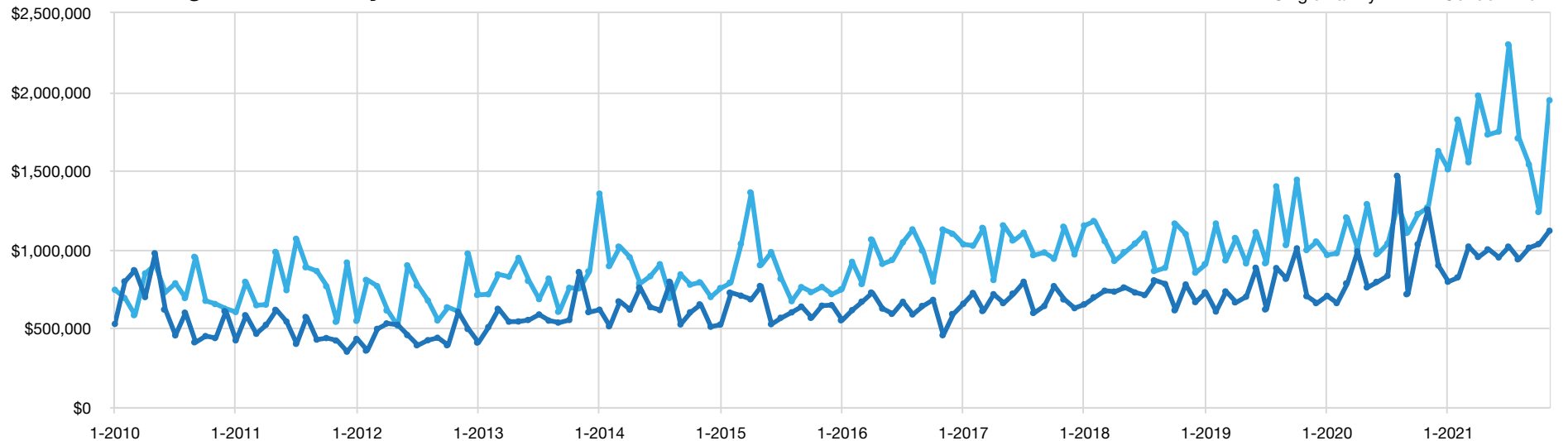
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	\$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	\$1,237,970	+ 1.1%	\$1,034,400	+ 0.1%
Nov-2021	\$1,946,831	+ 53.7%	\$1,118,512	- 10.8%
12-Month Avg*	\$1,726,402	+ 54.8%	\$967,733	+ 7.7%

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

Historical Average Sales Price by Month



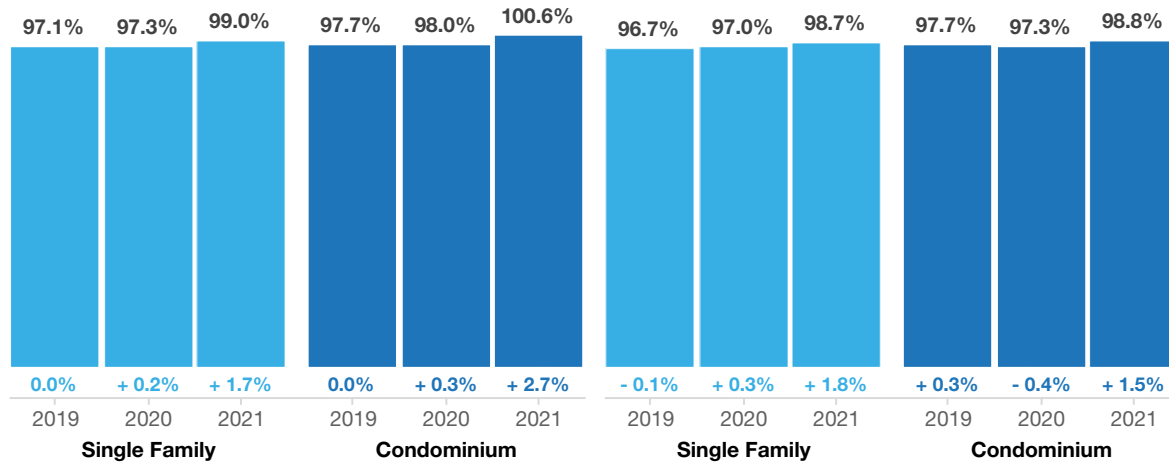
Percent of List Price Received

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.



November

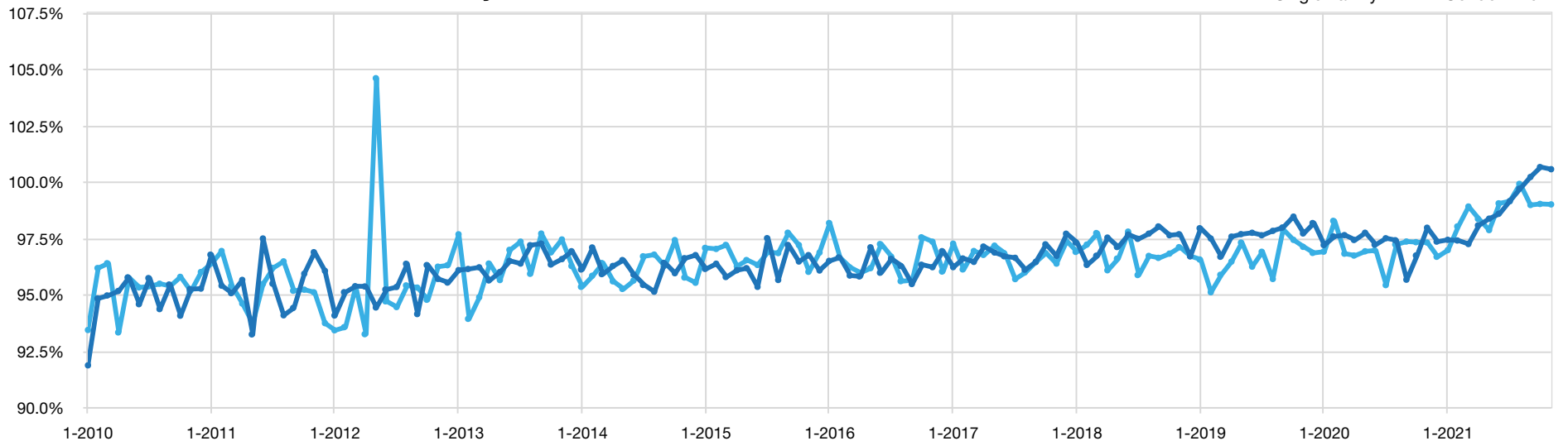
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	+ 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%
12-Month Avg*	98.5%	+ 1.5%	98.7%	+ 1.3%

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

Historical Percent of List Price Received by Month



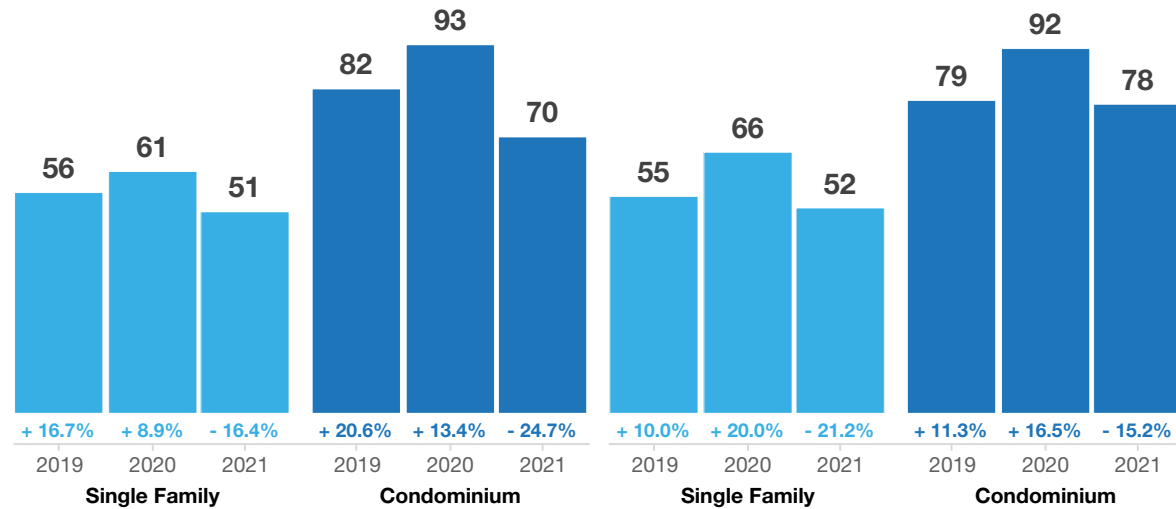
Housing Affordability Index

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.



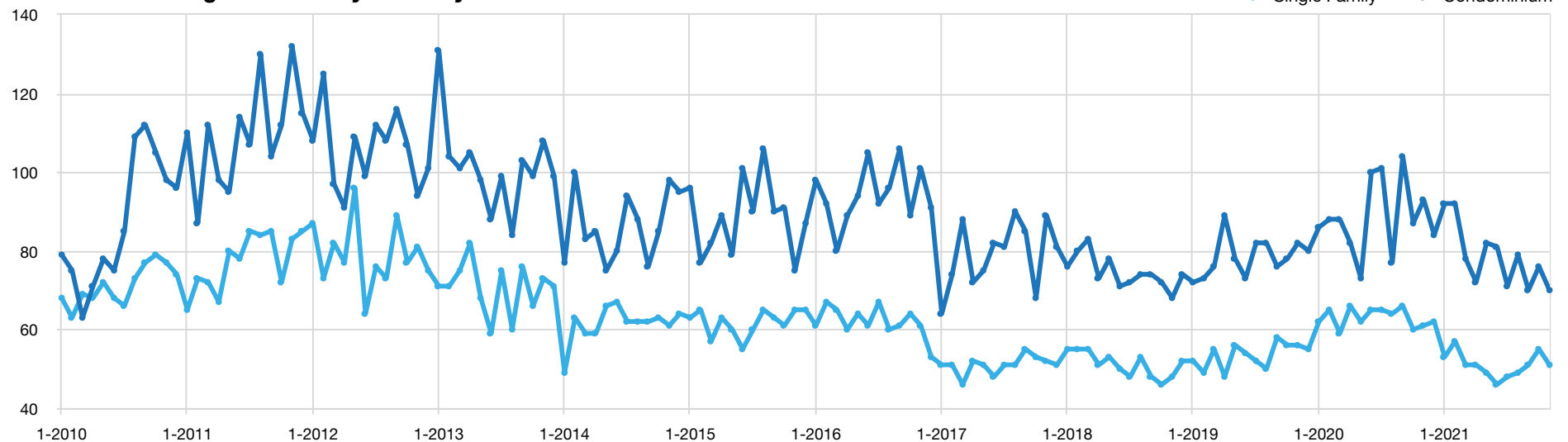
November

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Aug-2021	49	- 23.4%	79	+ 2.6%
Sep-2021	51	- 22.7%	70	- 32.7%
Oct-2021	55	- 8.3%	76	- 12.6%
Nov-2021	51	- 16.4%	70	- 24.7%
12-Month Avg	52	- 17.5%	79	- 10.2%

Historical Housing Affordability Index by Month

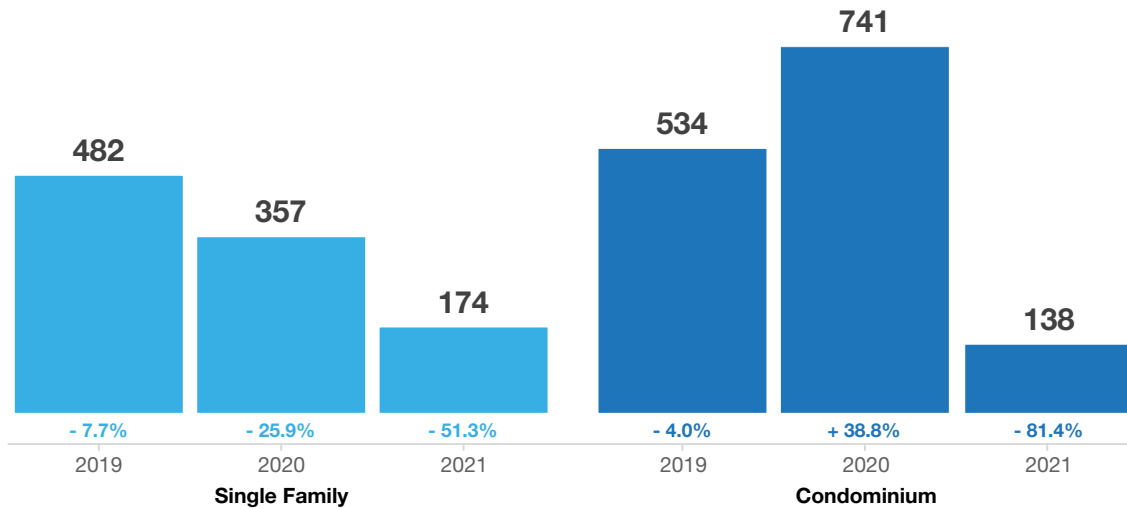


Inventory of Homes for Sale

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

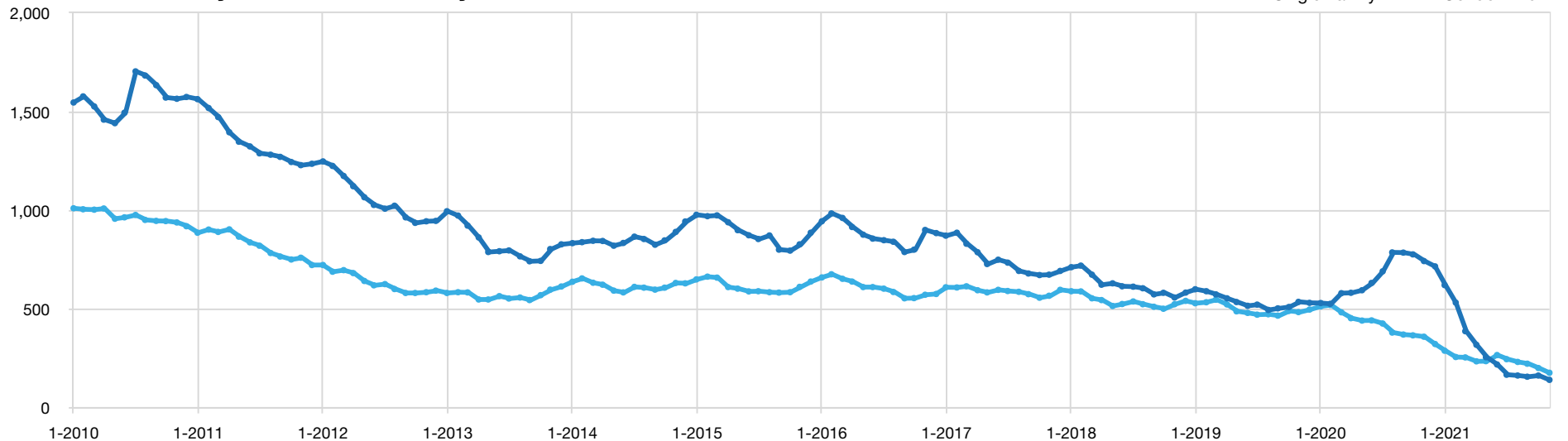


November



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2020	320	- 35.4%	714	+ 35.0%
Jan-2021	286	- 44.0%	619	+ 17.2%
Feb-2021	254	- 51.0%	530	+ 1.1%
Mar-2021	252	- 47.6%	385	- 33.4%
Apr-2021	232	- 48.6%	316	- 45.5%
May-2021	233	- 46.9%	253	- 57.3%
Jun-2021	264	- 40.0%	216	- 65.7%
Jul-2021	243	- 42.7%	164	- 76.2%
Aug-2021	229	- 39.4%	160	- 79.6%
Sep-2021	220	- 40.2%	154	- 80.4%
Oct-2021	198	- 45.6%	160	- 79.4%
Nov-2021	174	- 51.3%	138	- 81.4%
12-Month Avg	242	- 44.5%	317	- 50.9%

Historical Inventory of Homes for Sale by Month

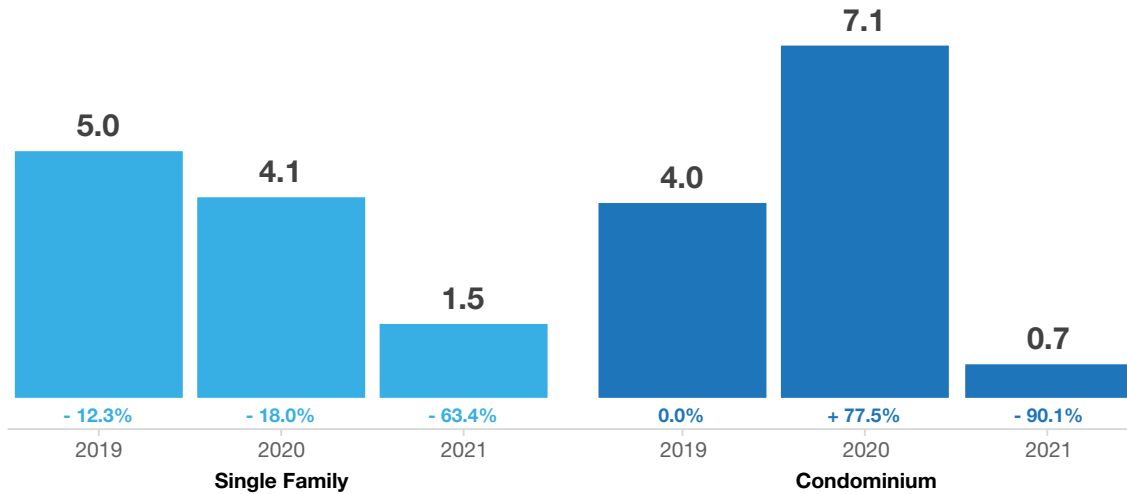


Months Supply of Inventory

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.



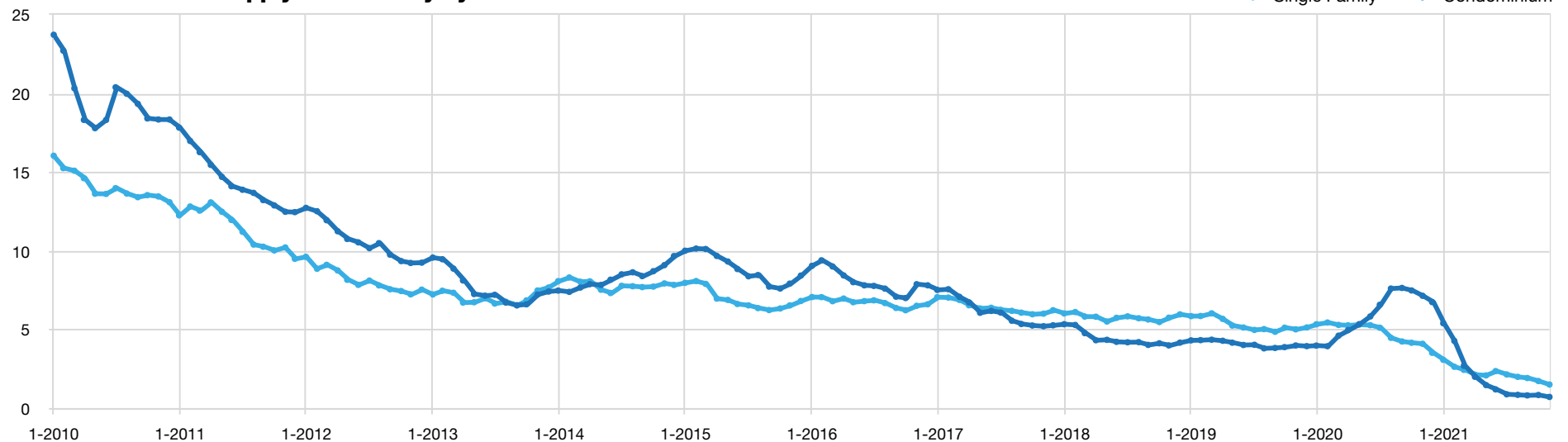
November



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2020	3.5	- 31.4%	6.7	+ 71.8%
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%	1.5	- 71.7%
Jun-2021	2.4	- 54.7%	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	1.5	- 63.4%	0.7	- 90.1%
12-Month Avg*	2.3	- 53.5%	2.3	- 59.7%

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

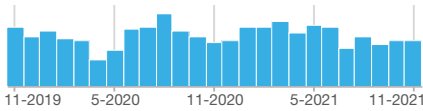
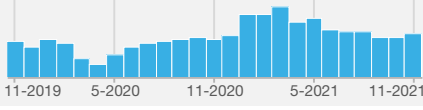
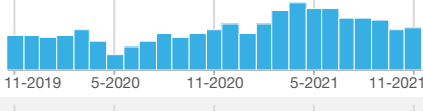
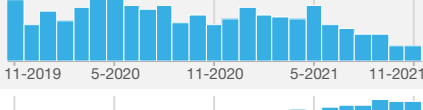
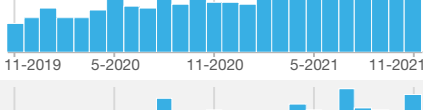
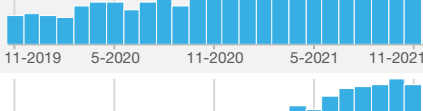
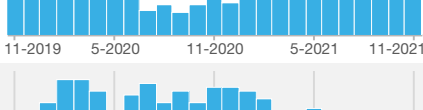
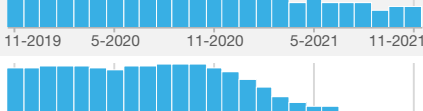
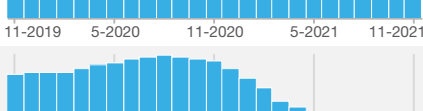
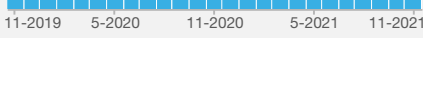
Historical Months Supply of Inventory by Month



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	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		297	302	+ 1.7%	3,573	3,673	+ 2.8%
Pending Sales		259	298	+ 15.1%	2,299	3,847	+ 67.3%
Closed Sales		268	285	+ 6.3%	2,322	3,774	+ 62.5%
Days on Market Until Sale		128	100	- 21.9%	146	129	- 11.6%
Median Sales Price		\$719,000	\$839,760	+ 16.8%	\$700,000	\$800,000	+ 14.3%
Average Sales Price		\$1,200,901	\$1,405,087	+ 17.0%	\$989,265	\$1,223,605	+ 23.7%
Percent of List Price Received		97.4%	99.2%	+ 1.8%	97.0%	98.4%	+ 1.4%
Housing Affordability Index		73	61	- 16.4%	75	64	- 14.7%
Inventory of Homes for Sale		1,377	447	- 67.5%	—	—	—
Months Supply of Inventory		6.6	1.3	- 80.3%	—	—	—

Single Family Monthly Sales Volume

November 2021



Area Name	November 2021			October 2021			November 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	7	\$12,278,800	\$1,700,000	10	\$10,889,999	\$962,500	12	\$18,164,699	\$1,444,500
Hana	1	\$1,075,000	\$1,075,000	1	\$698,000	\$698,000	3	\$4,675,000	\$775,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$2,300,000	\$2,300,000	2	\$5,782,500	\$2,891,250	5	\$10,778,500	\$1,965,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	13	\$11,714,000	\$870,000	12	\$10,060,600	\$835,000	9	\$6,262,000	\$688,000
Kapalua	2	\$13,200,000	\$6,600,000	0	--	--	4	\$11,946,000	\$3,098,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	11	\$10,933,333	\$975,000	22	\$25,932,000	\$1,062,000	15	\$18,322,500	\$820,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	10	\$19,770,000	\$1,694,500	3	\$3,495,000	\$1,125,000	7	\$7,816,000	\$1,050,000
Lahaina	9	\$14,368,000	\$855,000	9	\$23,850,000	\$1,325,000	12	\$19,129,000	\$1,015,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	9	\$9,990,500	\$978,000	13	\$11,634,500	\$845,000	4	\$2,960,000	\$687,500
Maui Meadows	2	\$3,880,000	\$1,940,000	1	\$3,150,000	\$3,150,000	2	\$1,960,000	\$980,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	5	\$15,385,000	\$1,014,000	4	\$4,999,777	\$1,185,000	2	\$2,131,500	\$1,065,750
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	3	\$5,050,000	\$1,300,000	4	\$3,285,500	\$865,000	2	\$1,404,400	\$702,200
Spreckelsville/Paia/Kuau	1	\$4,300,000	\$4,300,000	5	\$7,658,000	\$1,113,000	2	\$2,289,500	\$1,144,750
Wailea/Makena	4	\$56,450,000	\$15,250,000	5	\$11,930,000	\$2,500,000	3	\$7,551,000	\$2,850,000
Wailuku	21	\$18,130,746	\$829,880	15	\$11,579,750	\$800,000	16	\$11,705,500	\$742,000
Lanai	2	\$1,375,000	\$687,500	1	\$435,000	\$435,000	1	\$485,000	\$485,000
Molokai	3	\$2,270,000	\$600,000	4	\$2,034,000	\$432,500	3	\$1,577,000	\$600,000
All MLS	104	\$202,470,379	\$989,000	111	\$137,414,626	\$930,000	102	\$129,157,599	\$852,500

Condominium Monthly Sales Volume

November 2021



Area Name	November 2021			October 2021			November 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	--	--	1	\$527,000	\$527,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	13	\$25,222,000	\$1,500,000	15	\$20,664,148	\$1,107,000	8	\$7,439,500	\$790,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	6	\$969,500	\$160,000	5	\$800,000	\$170,000	3	\$377,000	\$150,000
Kapalua	12	\$27,381,500	\$1,375,000	5	\$15,214,500	\$1,895,500	3	\$3,130,000	\$1,035,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	55	\$39,230,790	\$680,000	35	\$24,912,500	\$615,000	49	\$25,923,417	\$425,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	8	\$5,060,000	\$650,500	8	\$7,936,000	\$914,000	16	\$18,191,760	\$728,615
Maalaea	3	\$1,914,000	\$570,000	4	\$2,572,000	\$635,000	5	\$2,492,000	\$500,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	25	\$16,410,000	\$588,000	27	\$18,607,500	\$575,000	19	\$11,322,900	\$525,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$1,127,000	\$1,127,000	2	\$1,651,000	\$825,500	1	\$654,900	\$654,900
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	16	\$49,067,000	\$2,336,500	18	\$39,898,500	\$2,046,500	27	\$102,502,913	\$3,800,000
Wailuku	12	\$4,451,500	\$408,750	8	\$3,782,000	\$427,500	8	\$3,368,000	\$385,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	2	\$299,000	\$149,500	5	\$1,010,000	\$180,000	1	\$110,000	\$110,000
All MLS	153	\$171,132,290	\$725,000	133	\$137,575,148	\$665,000	140	\$175,512,390	\$560,500

Land Monthly Sales Volume

November 2021



Area Name	November 2021			October 2021			November 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$1,543,500	\$468,500	2	\$1,650,000	\$825,000	3	\$1,884,000	\$515,000
Hana	2	\$3,081,700	\$1,950,000	3	\$1,583,000	\$620,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	3	\$1,595,000	\$530,000	3	\$1,944,500	\$644,500
Kahakuloa	0	--	--	0	--	--	1	\$421,000	\$421,000
Kahului	0	--	--	0	--	--	1	\$380,000	\$380,000
Kapalua	5	\$5,550,000	\$1,100,000	4	\$6,295,000	\$1,597,500	1	\$825,000	\$825,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	2	\$1,230,000	\$615,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	4	\$4,910,000	\$1,205,000	3	\$2,428,000	\$839,000	6	\$2,900,000	\$500,000
Lahaina	1	\$1,500,000	\$1,500,000	0	--	--	1	\$1,700,000	\$1,700,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	1	\$455,000	\$455,000	1	\$702,000	\$702,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$1,500,000	\$500,000	1	\$410,000	\$410,000	0	--	--
Olowalu	0	--	--	0	--	--	1	\$475,000	\$475,000
Pukalani	0	--	--	0	--	--	1	\$385,000	\$385,000
Spreckelsville/Paia/Kuau	1	\$350,000	\$350,000	0	--	--	0	--	--
Wailea/Makena	1	\$6,850,000	\$6,850,000	2	\$14,000,000	\$7,000,000	1	\$3,000,000	\$3,000,000
Wailuku	2	\$549,000	\$274,500	2	\$965,000	\$482,500	2	\$790,000	\$395,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	6	\$739,542	\$88,271	4	\$804,000	\$190,000	2	\$535,000	\$267,500
All MLS	28	\$26,573,742	\$500,000	25	\$30,185,000	\$620,000	26	\$17,171,500	\$497,500

Single Family Sales – Year to Date

November 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-21 YTD Sales	Nov-20 YTD Sales	Unit Change	Percent Change	Nov-21 YTD Average	Nov-20 YTD Average	Dollar Change	Percent Change	Nov-21 YTD Median	Nov-20 YTD Median	Dollar Change	Percent Change	Nov-21 YTD Volume	Nov-20 YTD Volume	Dollar Change	Percent Change
Haiku	98	88	+10	+11.4%	\$1,469,503	\$1,162,507	+\$306,996	+26.4%	\$1,237,000	\$947,500	+\$289,500	+30.6%	\$144,011,299	\$102,300,634	+\$41,710,665	+40.8%
Hana	10	7	+3	+42.9%	\$876,400	\$1,140,429	-\$264,029	-23.2%	\$795,500	\$880,000	-\$84,500	-9.6%	\$8,764,000	\$7,983,000	+\$781,000	+9.8%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	52	24	+28	+116.7%	\$2,978,253	\$2,114,521	+\$863,732	+40.8%	\$2,380,750	\$1,932,500	+\$448,250	+23.2%	\$154,869,166	\$50,748,504	+\$104,120,662	+205.2%
Kahakuloa	2	0	+2	--	\$1,270,000	--	--	--	\$1,270,000	--	--	--	\$2,540,000	\$0	+\$2,540,000	--
Kahului	126	108	+18	+16.7%	\$830,688	\$704,465	+\$126,223	+17.9%	\$815,000	\$679,450	+\$135,550	+19.9%	\$104,666,700	\$76,082,270	+\$28,584,430	+37.6%
Kapalua	27	12	+15	+125.0%	\$5,005,463	\$4,157,667	+\$847,796	+20.4%	\$4,150,000	\$3,063,000	+\$1,087,000	+35.5%	\$135,147,500	\$49,892,000	+\$85,255,500	+170.9%
Kaupo	0	1	-1	-100.0%	--	\$230,500	--	--	--	\$230,500	--	--	\$0	\$230,500	-\$230,500	-100.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	181	136	+45	+33.1%	\$1,610,555	\$1,078,155	+\$532,400	+49.4%	\$985,000	\$845,000	+\$140,000	+16.6%	\$291,510,500	\$146,629,113	+\$144,881,387	+98.8%
Kipahulu	1	0	+1	--	\$425,000	--	--	--	\$425,000	--	--	--	\$425,000	\$0	+\$425,000	--
Kula/Ulupalakua/Kanaio	84	71	+13	+18.3%	\$1,553,391	\$1,134,412	+\$418,979	+36.9%	\$1,250,000	\$1,000,000	+\$250,000	+25.0%	\$130,484,850	\$80,543,263	+\$49,941,587	+62.0%
Lahaina	78	43	+35	+81.4%	\$2,503,092	\$1,804,245	+\$698,846	+38.7%	\$2,112,500	\$1,310,000	+\$802,500	+61.3%	\$195,241,173	\$77,582,556	+\$117,658,617	+151.7%
Maalaea	1	0	+1	--	\$2,475,000	--	--	--	\$2,475,000	--	--	--	\$2,475,000	\$0	+\$2,475,000	--
Makawao/Olinda/Haliimaile	72	70	+2	+2.9%	\$959,182	\$800,261	+\$158,921	+19.9%	\$839,500	\$687,250	+\$152,250	+22.2%	\$69,061,104	\$56,018,300	+\$13,042,804	+23.3%
Maui Meadows	32	22	+10	+45.5%	\$1,699,109	\$1,343,309	+\$355,800	+26.5%	\$1,610,000	\$1,200,000	+\$410,000	+34.2%	\$54,371,500	\$29,552,800	+\$24,818,700	+84.0%
Nahiku	0	1	-1	-100.0%	--	\$795,000	--	--	--	\$795,000	--	--	\$0	\$795,000	-\$795,000	-100.0%
Napili/Kahana/Honokowai	65	23	+42	+182.6%	\$1,705,076	\$2,181,563	-\$476,487	-21.8%	\$1,115,000	\$1,083,750	+\$31,250	+2.9%	\$110,829,927	\$49,769,390	+\$61,060,537	+122.7%
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	61	42	+19	+45.2%	\$1,022,452	\$811,077	+\$211,375	+26.1%	\$904,000	\$774,450	+\$129,550	+16.7%	\$62,369,549	\$34,065,233	+\$28,304,316	+83.1%
Spreckelsville/Paia/Kuau	37	18	+19	+105.6%	\$2,427,068	\$962,439	+\$1,464,629	+152.2%	\$1,525,000	\$850,000	+\$675,000	+79.4%	\$89,801,500	\$17,323,900	+\$72,477,600	+418.4%
Wailea/Makena	62	31	+31	+100.0%	\$6,041,907	\$3,508,670	+\$2,533,237	+72.2%	\$3,599,500	\$2,650,000	+\$949,500	+35.8%	\$374,598,217	\$108,768,777	+\$265,829,440	+244.4%
Wailuku	214	212	+2	+0.9%	\$850,356	\$732,539	+\$117,817	+16.1%	\$803,625	\$726,833	+\$76,793	+10.6%	\$181,976,265	\$155,298,363	+\$26,677,902	+17.2%
Lanai	15	16	-1	-6.3%	\$1,170,933	\$693,156	+\$477,777	+68.9%	\$700,000	\$442,500	+\$257,500	+58.2%	\$17,564,000	\$11,090,500	+\$6,473,500	+58.4%
Molokai	36	25	+11	+44.0%	\$826,611	\$464,700	+\$361,911	+77.9%	\$535,000	\$475,000	+\$60,000	+12.6%	\$29,758,000	\$11,617,500	+\$18,140,500	+156.1%
All MLS	1,257	951	+306	+32.2%	\$1,735,175	\$1,121,728	+\$613,447	+54.7%	\$982,000	\$790,000	+\$192,000	+24.3%	\$2,181,115,250	\$1,067,416,603	+\$1,113,698,647	+104.3%

Total Condominium Sales – Year to Date

November 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-21 YTD Sales	Nov-20 YTD Sales	Unit Change	Percent Change	Nov-21 YTD Average	Nov-20 YTD Average	Dollar Change	Percent Change	Nov-21 YTD Median	Nov-20 YTD Median	Dollar Change	Percent Change	Nov-21 YTD Volume	Nov-20 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	1	0	+1	--	\$527,000	--	--	--	\$527,000	--	--	--	\$527,000	\$0	+\$527,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	225	146	+79	+54.1%	\$1,349,192	\$1,360,346	-\$11,154	-0.8%	\$970,000	\$1,080,000	-\$110,000	-10.2%	\$303,568,298	\$198,610,531	+\$104,957,767	+52.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	30	33	-3	-9.1%	\$209,200	\$153,658	+\$55,542	+36.1%	\$169,500	\$140,000	+\$29,500	+21.1%	\$6,276,000	\$5,070,700	+\$1,205,300	+23.8%
Kapalua	135	27	+108	+400.0%	\$1,953,072	\$1,722,593	+\$230,480	+13.4%	\$1,187,500	\$1,095,000	+\$92,500	+8.4%	\$263,664,781	\$46,510,000	+\$217,154,781	+466.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	678	390	+288	+73.8%	\$643,037	\$583,916	+\$59,121	+10.1%	\$560,000	\$480,000	+\$80,000	+16.7%	\$435,978,887	\$227,727,142	+\$208,251,745	+91.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	141	139	+2	+1.4%	\$801,490	\$726,168	+\$75,322	+10.4%	\$579,000	\$602,494	-\$23,494	-3.9%	\$113,010,045	\$100,937,372	+\$12,072,673	+12.0%
Maalaea	55	44	+11	+25.0%	\$490,871	\$458,010	+\$32,861	+7.2%	\$480,000	\$444,500	+\$35,500	+8.0%	\$26,997,900	\$20,152,450	+\$6,845,450	+34.0%
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	401	168	+233	+138.7%	\$602,853	\$533,385	+\$69,467	+13.0%	\$540,000	\$499,000	+\$41,000	+8.2%	\$241,743,872	\$89,608,697	+\$152,135,175	+169.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	7	8	-1	-12.5%	\$807,571	\$680,238	+\$127,334	+18.7%	\$726,000	\$644,950	+\$81,050	+12.6%	\$5,653,000	\$5,441,900	+\$211,100	+3.9%
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	291	130	+161	+123.8%	\$2,088,554	\$2,787,821	-\$699,267	-25.1%	\$1,510,000	\$1,525,000	-\$15,000	-1.0%	\$607,769,112	\$362,416,700	+\$245,352,412	+67.7%
Wailuku	122	81	+41	+50.6%	\$459,353	\$426,999	+\$32,354	+7.6%	\$426,000	\$395,000	+\$31,000	+7.8%	\$56,041,089	\$34,586,898	+\$21,454,191	+62.0%
Lanai	3	3	0	0.0%	\$2,091,667	\$1,136,000	+\$955,667	+84.1%	\$1,500,000	\$850,000	+\$650,000	+76.5%	\$6,275,000	\$3,408,000	+\$2,867,000	+84.1%
Molokai	46	19	+27	+142.1%	\$192,348	\$177,816	+\$14,532	+8.2%	\$171,460	\$170,000	+\$1,460	+0.9%	\$8,848,020	\$3,378,500	+\$5,469,520	+161.9%
All MLS	2,139	1,190	+949	+79.7%	\$973,224	\$923,338	+\$49,887	+5.4%	\$650,000	\$568,500	+\$81,500	+14.3%	\$2,081,727,004	\$1,098,771,890	+\$982,955,114	+89.5%

Fee Simple Condominium Sales – Year to Date

November 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-21 YTD Sales	Nov-20 YTD Sales	Unit Change	Percent Change	Nov-21 YTD Average	Nov-20 YTD Average	Dollar Change	Percent Change	Nov-21 YTD Median	Nov-20 YTD Median	Dollar Change	Percent Change	Nov-21 YTD Volume	Nov-20 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	1	0	+1	--	\$527,000	--	--	--	\$527,000	--	--	--	\$527,000	\$0	+\$527,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	206	130	+76	+58.5%	\$1,422,912	\$1,470,427	-\$47,516	-3.2%	\$1,070,000	\$1,250,000	-\$180,000	-14.4%	\$293,119,798	\$191,155,531	+\$101,964,267	+53.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	30	33	-3	-9.1%	\$209,200	\$153,658	+\$55,542	+36.1%	\$169,500	\$140,000	+\$29,500	+21.1%	\$6,276,000	\$5,070,700	+\$1,205,300	+23.8%
Kapalua	135	27	+108	+400.0%	\$1,953,072	\$1,722,593	+\$230,480	+13.4%	\$1,187,500	\$1,095,000	+\$92,500	+8.4%	\$263,664,781	\$46,510,000	+\$217,154,781	+466.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	668	382	+286	+74.9%	\$645,969	\$588,775	+\$57,193	+9.7%	\$560,000	\$480,000	+\$80,000	+16.7%	\$431,506,987	\$224,912,142	+\$206,594,845	+91.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	134	134	0	0.0%	\$830,594	\$744,839	+\$85,756	+11.5%	\$587,500	\$640,610	-\$53,110	-8.3%	\$111,299,645	\$99,808,372	+\$11,491,273	+11.5%
Maalaea	34	24	+10	+41.7%	\$563,779	\$547,019	+\$16,761	+3.1%	\$525,000	\$525,000	\$0	0.0%	\$19,168,500	\$13,128,450	+\$6,040,050	+46.0%
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	345	136	+209	+153.7%	\$611,669	\$588,120	+\$23,549	+4.0%	\$549,000	\$525,000	+\$24,000	+4.6%	\$211,025,805	\$79,984,322	+\$131,041,483	+163.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	7	8	-1	-12.5%	\$807,571	\$680,238	+\$127,334	+18.7%	\$726,000	\$644,950	+\$81,050	+12.6%	\$5,653,000	\$5,441,900	+\$211,100	+3.9%
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	291	130	+161	+123.8%	\$2,088,554	\$2,787,821	-\$699,267	-25.1%	\$1,510,000	\$1,525,000	-\$15,000	-1.0%	\$607,769,112	\$362,416,700	+\$245,352,412	+67.7%
Wailuku	122	81	+41	+50.6%	\$459,353	\$426,999	+\$32,354	+7.6%	\$426,000	\$395,000	+\$31,000	+7.8%	\$56,041,089	\$34,586,898	+\$21,454,191	+62.0%
Lanai	3	3	0	0.0%	\$2,091,667	\$1,136,000	+\$955,667	+84.1%	\$1,500,000	\$850,000	+\$650,000	+76.5%	\$6,275,000	\$3,408,000	+\$2,867,000	+84.1%
Molokai	41	17	+24	+141.2%	\$205,305	\$189,029	+\$16,276	+8.6%	\$180,000	\$190,000	-\$10,000	-5.3%	\$8,417,520	\$3,213,500	+\$5,204,020	+161.9%
All MLS	2,021	1,107	+914	+82.6%	\$1,002,533	\$967,082	+\$35,451	+3.7%	\$675,000	\$597,000	+\$78,000	+13.1%	\$2,026,118,237	\$1,070,559,515	+\$955,558,722	+89.3%

Leasehold Condominium Sales – Year to Date

November 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-21 YTD Sales	Nov-20 YTD Sales	Unit Change	Percent Change	Nov-21 YTD Average	Nov-20 YTD Average	Dollar Change	Percent Change	Nov-21 YTD Median	Nov-20 YTD Median	Dollar Change	Percent Change	Nov-21 YTD Volume	Nov-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	19	16	+3	+18.8%	\$549,921	\$465,938	+\$83,984	+18.0%	\$499,000	\$407,500	+\$91,500	+22.5%	\$10,448,500	\$7,455,000	+\$2,993,500	+40.2%
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	10	8	+2	+25.0%	\$447,190	\$351,875	+\$95,315	+27.1%	\$451,500	\$285,500	+\$166,000	+58.1%	\$4,471,900	\$2,815,000	+\$1,656,900	+58.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	7	5	+2	+40.0%	\$244,343	\$225,800	+\$18,543	+8.2%	\$232,900	\$220,000	+\$12,900	+5.9%	\$1,710,400	\$1,129,000	+\$581,400	+51.5%
Maalaea	21	20	+1	+5.0%	\$372,829	\$351,200	+\$21,629	+6.2%	\$382,000	\$313,750	+\$68,250	+21.8%	\$7,829,400	\$7,024,000	+\$805,400	+11.5%
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	56	32	+24	+75.0%	\$548,537	\$300,762	+\$247,775	+82.4%	\$320,750	\$166,250	+\$154,500	+92.9%	\$30,718,067	\$9,624,375	+\$21,093,692	+219.2%
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	5	2	+3	+150.0%	\$86,100	\$82,500	+\$3,600	+4.4%	\$85,000	\$82,500	+\$2,500	+3.0%	\$430,500	\$165,000	+\$265,500	+160.9%
All MLS	118	83	+35	+42.2%	\$471,261	\$339,908	+\$131,353	+38.6%	\$350,000	\$299,000	+\$51,000	+17.1%	\$55,608,767	\$28,212,375	+\$27,396,392	+97.1%

Land Sales – Year to Date

November 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-21 YTD Sales	Nov-20 YTD Sales	Unit Change	Percent Change	Nov-21 YTD Average	Nov-20 YTD Average	Dollar Change	Percent Change	Nov-21 YTD Median	Nov-20 YTD Median	Dollar Change	Percent Change	Nov-21 YTD Volume	Nov-20 YTD Volume	Dollar Change	Percent Change
Haiku	36	44	-8	-18.2%	\$843,778	\$599,479	+\$244,299	+40.8%	\$625,000	\$463,750	+\$161,250	+34.8%	\$30,376,019	\$26,377,087	+\$3,998,932	+15.2%
Hana	19	8	+11	+137.5%	\$840,389	\$846,625	-\$6,236	-0.7%	\$526,250	\$587,000	-\$60,750	-10.3%	\$16,258,700	\$6,773,000	+\$9,485,700	+140.1%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	52	8	+44	+550.0%	\$670,385	\$527,884	+\$142,500	+27.0%	\$550,000	\$451,788	+\$98,213	+21.7%	\$34,860,007	\$4,223,075	+\$30,636,932	+725.5%
Kahakuloa	2	6	-4	-66.7%	\$395,000	\$493,500	-\$98,500	-20.0%	\$395,000	\$433,750	-\$38,750	-8.9%	\$790,000	\$2,961,000	-\$2,171,000	-73.3%
Kahului	0	3	-3	-100.0%	--	\$295,000	--	--	--	\$280,000	--	--	\$0	\$885,000	-\$885,000	-100.0%
Kapalua	57	7	+50	+714.3%	\$1,123,947	\$1,853,571	-\$729,624	-39.4%	\$975,000	\$825,000	+\$150,000	+18.2%	\$64,065,000	\$12,975,000	+\$51,090,000	+393.8%
Kaupo	2	0	+2	--	\$462,500	--	--	--	\$462,500	--	--	--	\$925,000	\$0	+\$925,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	3	5	-2	-40.0%	\$611,500	\$560,000	+\$51,500	+9.2%	\$657,500	\$475,000	+\$182,500	+38.4%	\$1,834,500	\$2,800,000	-\$965,500	-34.5%
Kipahulu	0	1	-1	-100.0%	--	\$444,000	--	--	--	\$444,000	--	--	\$0	\$444,000	-\$444,000	-100.0%
Kula/Ulupalakua/Kanaio	47	40	+7	+17.5%	\$1,005,879	\$834,696	+\$171,183	+20.5%	\$900,000	\$541,000	+\$359,000	+66.4%	\$47,276,320	\$33,387,850	+\$13,888,470	+41.6%
Lahaina	15	4	+11	+275.0%	\$1,343,067	\$1,282,375	+\$60,692	+4.7%	\$1,150,000	\$1,527,250	-\$377,250	-24.7%	\$20,146,000	\$5,129,500	+\$15,016,500	+292.7%
Maalaea	1	0	+1	--	\$1,100,000	--	--	--	\$1,100,000	--	--	--	\$1,100,000	\$0	+\$1,100,000	--
Makawao/Olinda/Haliimaile	25	8	+17	+212.5%	\$1,195,917	\$603,125	+\$592,792	+98.3%	\$500,000	\$495,000	+\$5,000	+1.0%	\$29,897,934	\$4,825,000	+\$25,072,934	+519.6%
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	7	0	+7	--	\$455,282	--	--	--	\$500,000	--	--	--	\$3,186,975	\$0	+\$3,186,975	--
Olowalu	5	1	+4	+400.0%	\$3,600,000	\$475,000	+\$3,125,000	+657.9%	\$3,600,000	\$475,000	+\$3,125,000	+657.9%	\$18,000,000	\$475,000	+\$17,525,000	+3,689.5%
Pukalani	8	6	+2	+33.3%	\$465,875	\$454,917	+\$10,958	+2.4%	\$432,500	\$397,500	+\$35,000	+8.8%	\$3,727,000	\$2,729,500	+\$997,500	+36.5%
Spreckelsville/Paia/Kuau	2	2	0	0.0%	\$957,500	\$2,275,000	-\$1,317,500	-57.9%	\$957,500	\$2,275,000	-\$1,317,500	-57.9%	\$1,915,000	\$4,550,000	-\$2,635,000	-57.9%
Wailea/Makena	14	8	+6	+75.0%	\$3,045,357	\$1,634,857	+\$1,410,500	+86.3%	\$2,232,500	\$799,000	+\$1,433,500	+179.4%	\$42,635,000	\$11,944,000	+\$30,691,000	+257.0%
Wailuku	36	19	+17	+89.5%	\$707,875	\$441,000	+\$266,875	+60.5%	\$632,500	\$375,000	+\$257,500	+68.7%	\$25,483,500	\$8,379,000	+\$17,104,500	+204.1%
Lanai	4	0	+4	--	\$1,198,750	--	--	--	\$1,175,000	--	--	--	\$4,795,000	\$0	+\$4,795,000	--
Molokai	40	10	+30	+300.0%	\$163,326	\$186,850	-\$23,524	-12.6%	\$140,000	\$117,500	+\$22,500	+19.1%	\$6,533,041	\$1,868,500	+\$4,664,541	+249.6%
All MLS	378	181	+197	+108.8%	\$938,518	\$726,008	+\$212,510	+29.3%	\$675,000	\$475,000	+\$200,000	+42.1%	\$354,952,996	\$131,181,512	+\$223,771,484	+170.6%