

# Monthly Indicators



## December 2019

In 2019 home prices were up again in most markets. Buyer demand continues to be strong but with tepid seller activity still in many locations, total sales are lower than they would normally be in a more balanced market. While up from their recent lows a few months ago, mortgage rates end the year close to three-quarters of a percent lower than a year ago, helping to improve affordability and offset rising home prices.

New Listings increased 0.8 percent for Single Family homes but decreased 25.4 percent for Condominium homes. Pending Sales increased 1.3 percent for Single Family homes but remained flat for Condominium homes. Inventory decreased 13.6 percent for Single Family homes and 14.8 percent for Condominium homes.

Median Sales Price increased 4.6 percent to \$740,000 for Single Family homes and 4.7 percent to \$514,120 for Condominium homes. Days on Market increased 7.8 percent for Single Family homes but decreased 9.7 percent for Condominium homes. Months Supply of Inventory decreased 18.6 percent for Single Family homes and 9.5 percent for Condominium homes.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance.

## Quick Facts

**- 2.6%**

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

**+ 6.6%**

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

**- 13.1%**

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.

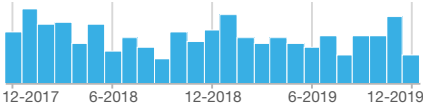
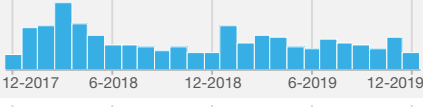
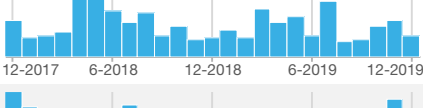
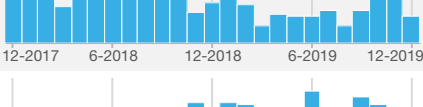
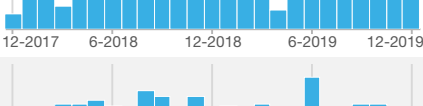
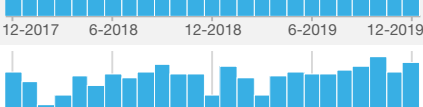
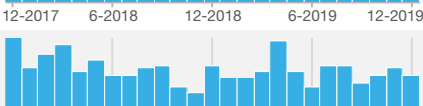
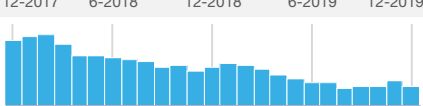
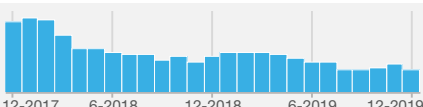



Key Metrics	Historical Sparkbars	12-2018	12-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		125	126	+ 0.8%	1,547	1,585	+ 2.5%
Pending Sales		75	76	+ 1.3%	1,086	1,161	+ 6.9%
Closed Sales		95	97	+ 2.1%	1,139	1,117	- 1.9%
Days on Market Until Sale		116	125	+ 7.8%	145	133	- 8.3%
Median Sales Price		\$707,500	\$740,000	+ 4.6%	\$710,000	\$741,355	+ 4.4%
Average Sales Price		\$853,049	\$1,050,277	+ 23.1%	\$1,022,972	\$1,081,560	+ 5.7%
Percent of List Price Received		96.7%	96.8%	+ 0.1%	96.8%	96.7%	- 0.1%
Housing Affordability Index		48	45	- 6.3%	47	45	- 4.3%
Inventory of Homes for Sale		537	464	- 13.6%	—	—	—
Months Supply of Inventory		5.9	4.8	- 18.6%	—	—	—

# Condominium Market Overview

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



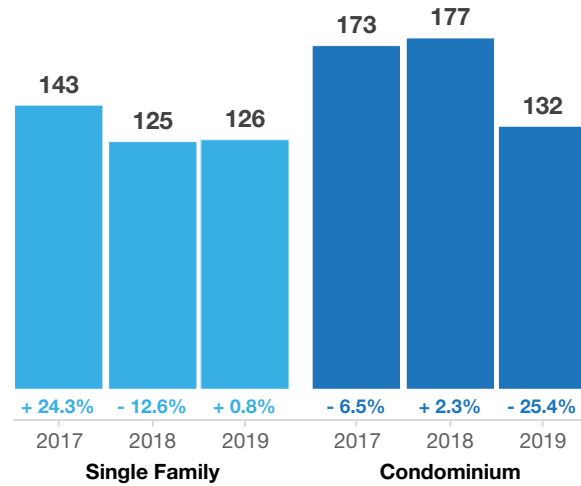
Key Metrics	Historical Sparkbars	12-2018	12-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		177	132	- 25.4%	1,995	1,927	- 3.4%
Pending Sales		112	112	0.0%	1,636	1,556	- 4.9%
Closed Sales		122	123	+ 0.8%	1,657	1,606	- 3.1%
Days on Market Until Sale		144	130	- 9.7%	155	138	- 11.0%
Median Sales Price		\$491,000	\$514,120	+ 4.7%	\$500,000	\$515,500	+ 3.1%
Average Sales Price		\$665,926	\$662,360	- 0.5%	\$723,550	\$700,943	- 3.1%
Percent of List Price Received		96.7%	98.2%	+ 1.6%	97.3%	97.7%	+ 0.4%
Housing Affordability Index		68	65	- 4.4%	67	65	- 3.0%
Inventory of Homes for Sale		574	489	- 14.8%	—	—	—
Months Supply of Inventory		4.2	3.8	- 9.5%	—	—	—

# New Listings

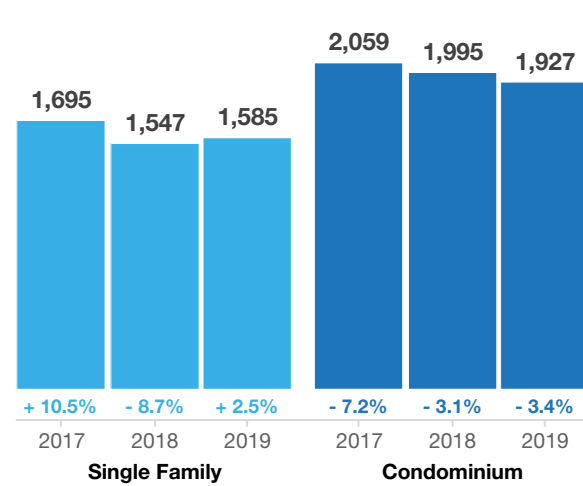
A count of the properties that have been newly listed on the market in a given month.



## December

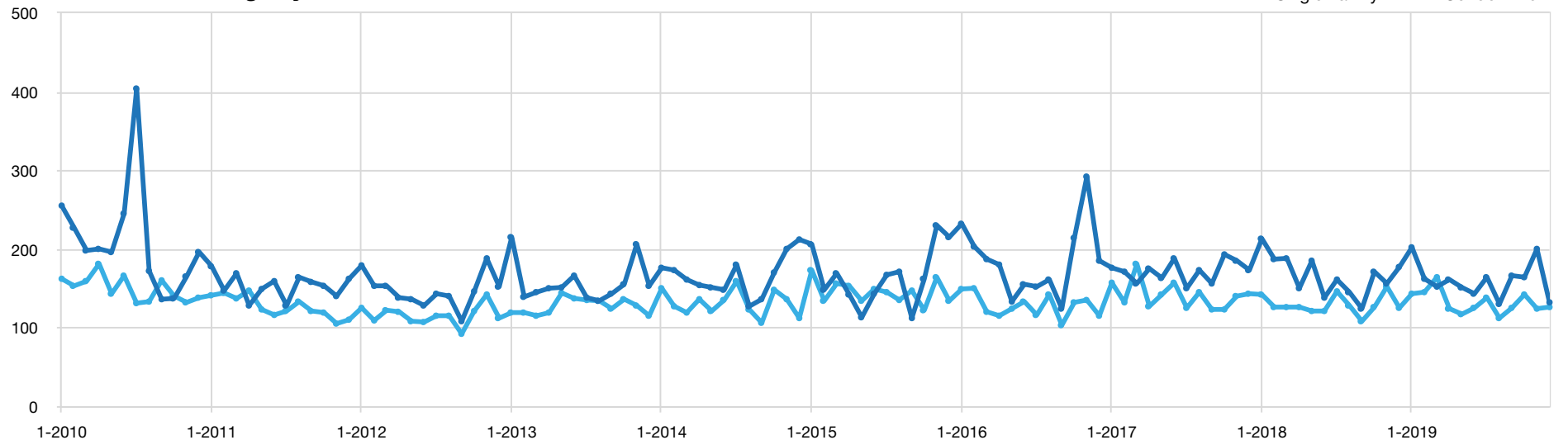


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2019	143	+ 0.7%	202	- 5.2%
Feb-2019	145	+ 15.1%	162	- 13.4%
Mar-2019	164	+ 30.2%	152	- 19.1%
Apr-2019	124	- 1.6%	161	+ 7.3%
May-2019	117	- 3.3%	151	- 18.4%
Jun-2019	125	+ 3.3%	143	+ 3.6%
Jul-2019	138	- 5.5%	164	+ 1.9%
Aug-2019	112	- 12.5%	130	- 10.3%
Sep-2019	125	+ 15.7%	166	+ 33.9%
Oct-2019	142	+ 12.7%	164	- 4.1%
Nov-2019	124	- 18.4%	200	+ 28.2%
<b>Dec-2019</b>	<b>126</b>	<b>+ 0.8%</b>	<b>132</b>	<b>- 25.4%</b>
12-Month Avg	132	+ 2.3%	161	- 3.0%

## Historical New Listings by Month

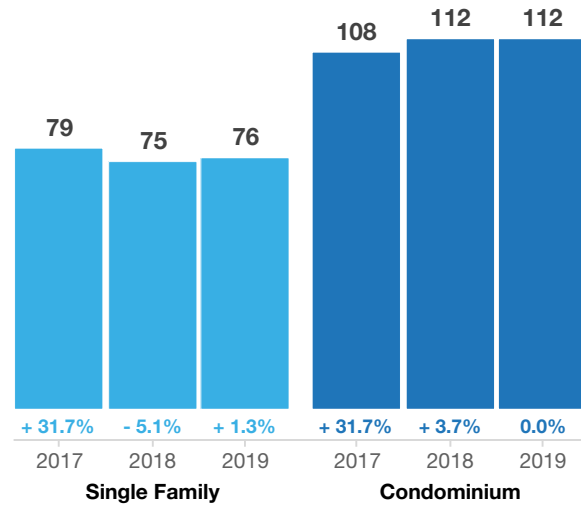


# Pending Sales

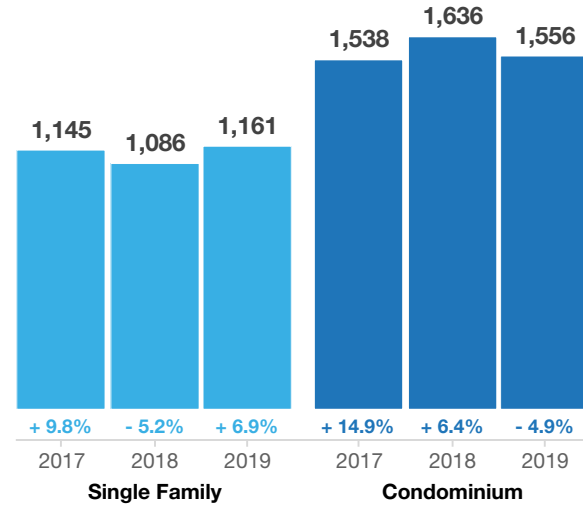
A count of the properties on which offers have been accepted in a given month.



## December

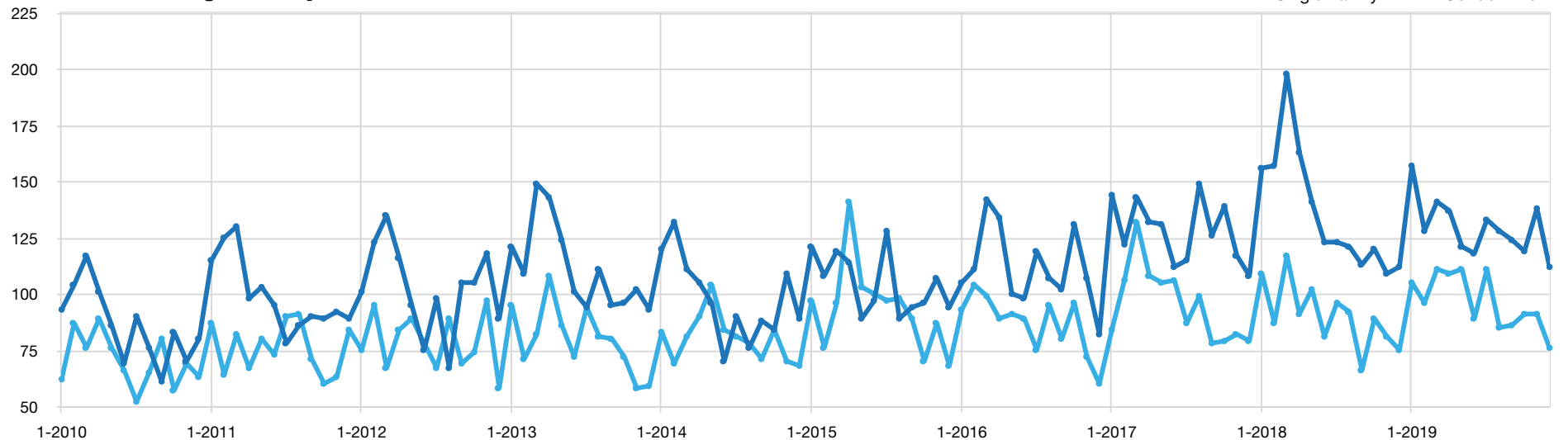


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2019	105	- 3.7%	157	+ 0.6%
Feb-2019	96	+ 10.3%	128	- 18.5%
Mar-2019	111	- 5.1%	141	- 28.8%
Apr-2019	109	+ 19.8%	137	- 16.0%
May-2019	111	+ 8.8%	121	- 14.2%
Jun-2019	89	+ 9.9%	118	- 4.1%
Jul-2019	111	+ 15.6%	133	+ 8.1%
Aug-2019	85	- 7.6%	128	+ 5.8%
Sep-2019	86	+ 30.3%	124	+ 9.7%
Oct-2019	91	+ 2.2%	119	- 0.8%
Nov-2019	91	+ 12.3%	138	+ 26.6%
<b>Dec-2019</b>	<b>76</b>	<b>+ 1.3%</b>	<b>112</b>	<b>0.0%</b>
12-Month Avg	97	+ 6.6%	130	- 4.4%

## Historical Pending Sales by Month

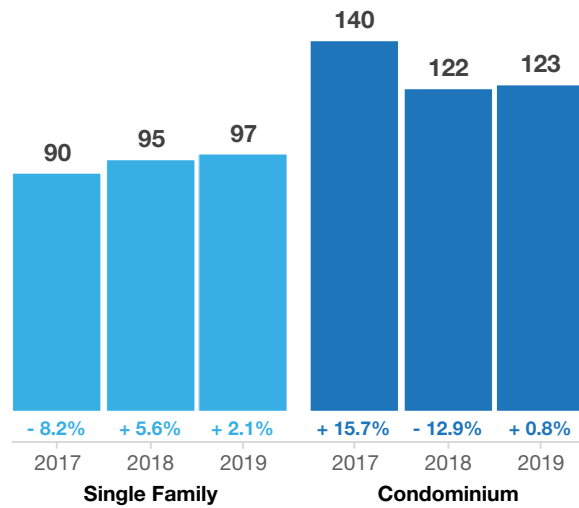


# Closed Sales

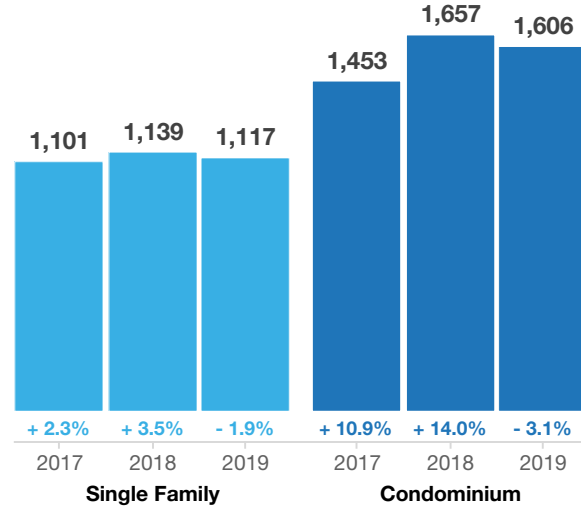
A count of the actual sales that closed in a given month.



## December

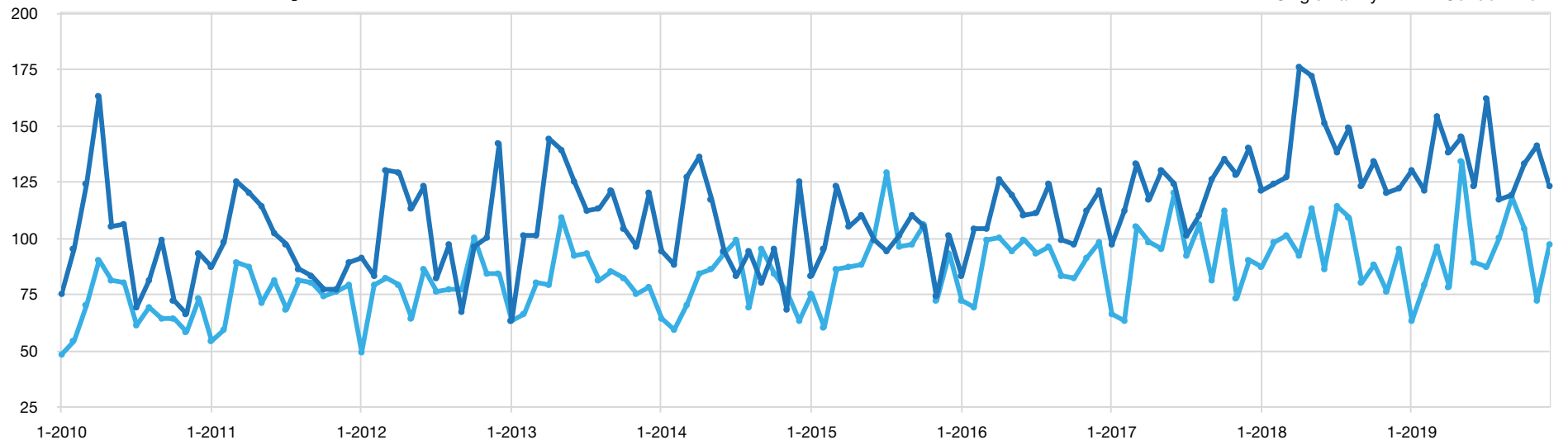


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2019	63	- 27.6%	130	+ 7.4%
Feb-2019	79	- 19.4%	121	- 2.4%
Mar-2019	96	- 5.0%	154	+ 21.3%
Apr-2019	78	- 15.2%	138	- 21.6%
May-2019	134	+ 18.6%	145	- 15.7%
Jun-2019	89	+ 3.5%	123	- 18.5%
Jul-2019	87	- 23.7%	162	+ 17.4%
Aug-2019	100	- 8.3%	117	- 21.5%
Sep-2019	118	+ 47.5%	119	- 3.3%
Oct-2019	104	+ 18.2%	133	- 0.7%
Nov-2019	72	- 5.3%	141	+ 17.5%
<b>Dec-2019</b>	<b>97</b>	<b>+ 2.1%</b>	<b>123</b>	<b>+ 0.8%</b>
12-Month Avg	93	- 2.1%	134	- 2.9%

## Historical Closed Sales by Month



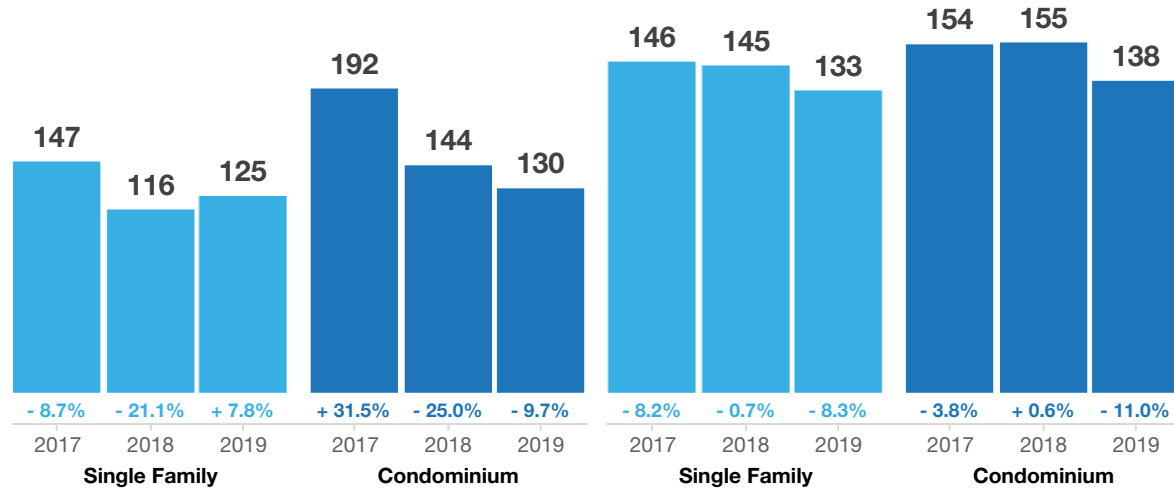
# Days on Market Until Sale

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



## December

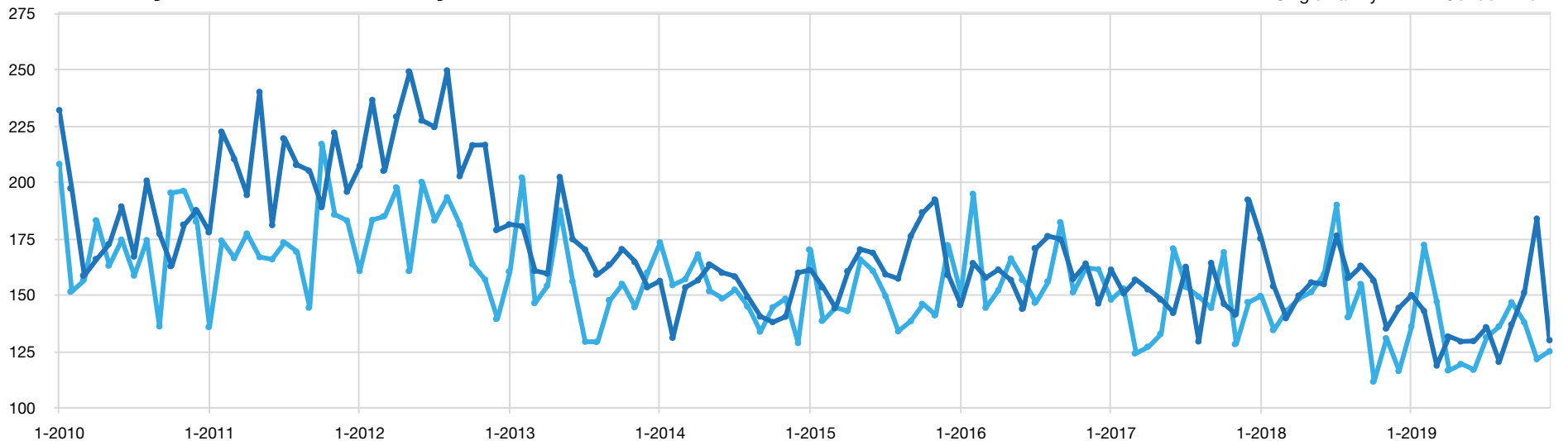
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2019	136	- 8.7%	150	- 14.3%
Feb-2019	172	+ 28.4%	143	- 7.1%
Mar-2019	147	+ 2.8%	118	- 15.1%
Apr-2019	116	- 21.6%	131	- 12.1%
May-2019	119	- 21.2%	129	- 16.8%
Jun-2019	117	- 26.4%	129	- 16.8%
Jul-2019	131	- 31.1%	135	- 23.3%
Aug-2019	136	- 2.9%	120	- 23.6%
Sep-2019	146	- 5.8%	137	- 16.0%
Oct-2019	138	+ 24.3%	151	- 3.2%
Nov-2019	121	- 7.6%	184	+ 36.3%
<b>Dec-2019</b>	<b>125</b>	<b>+ 7.8%</b>	<b>130</b>	<b>- 9.7%</b>
12-Month Avg*	133	- 7.9%	138	- 10.8%

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

## Historical Days on Market Until Sale by Month

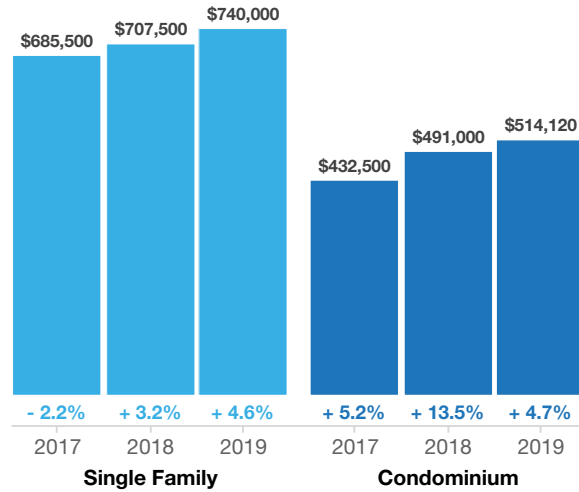


# Median Sales Price

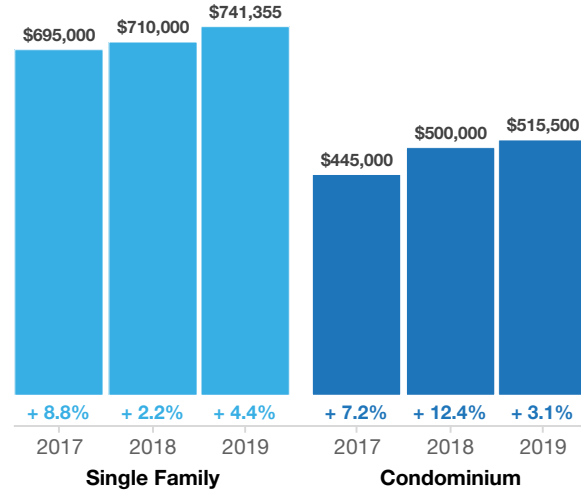
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



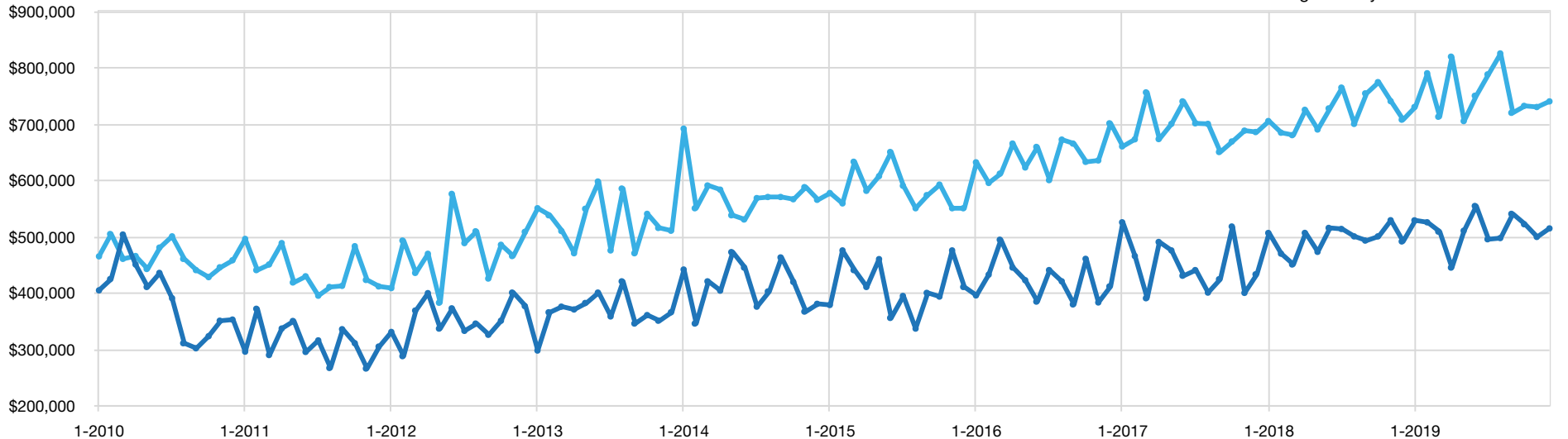
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2019	\$730,000	+ 3.5%	\$528,450	+ 4.4%
Feb-2019	\$790,000	+ 15.4%	\$525,000	+ 11.9%
Mar-2019	\$712,718	+ 4.8%	\$508,500	+ 13.0%
Apr-2019	\$819,500	+ 13.0%	\$444,444	- 12.2%
May-2019	\$705,000	+ 2.2%	\$510,000	+ 7.9%
Jun-2019	\$750,000	+ 3.1%	\$554,000	+ 7.6%
Jul-2019	\$788,000	+ 3.1%	\$494,875	- 3.6%
Aug-2019	\$825,250	+ 17.9%	\$496,950	- 0.6%
Sep-2019	\$719,718	- 4.6%	\$540,000	+ 9.6%
Oct-2019	\$732,000	- 5.5%	\$521,600	+ 4.3%
Nov-2019	\$729,998	- 1.4%	\$499,000	- 5.6%
<b>Dec-2019</b>	<b>\$740,000</b>	<b>+ 4.6%</b>	<b>\$514,120</b>	<b>+ 4.7%</b>
12-Month Avg*	\$741,355	+ 4.4%	\$515,500	+ 3.1%

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

## Historical Median Sales Price by Month



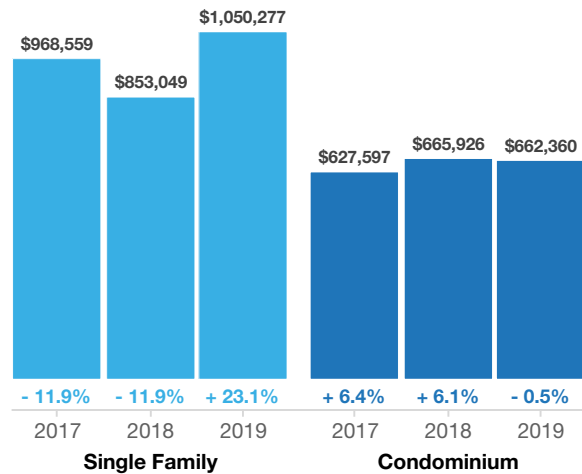


# Average Sales Price

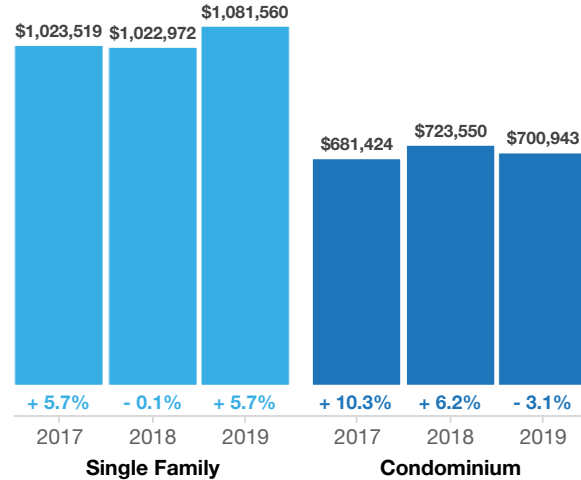
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



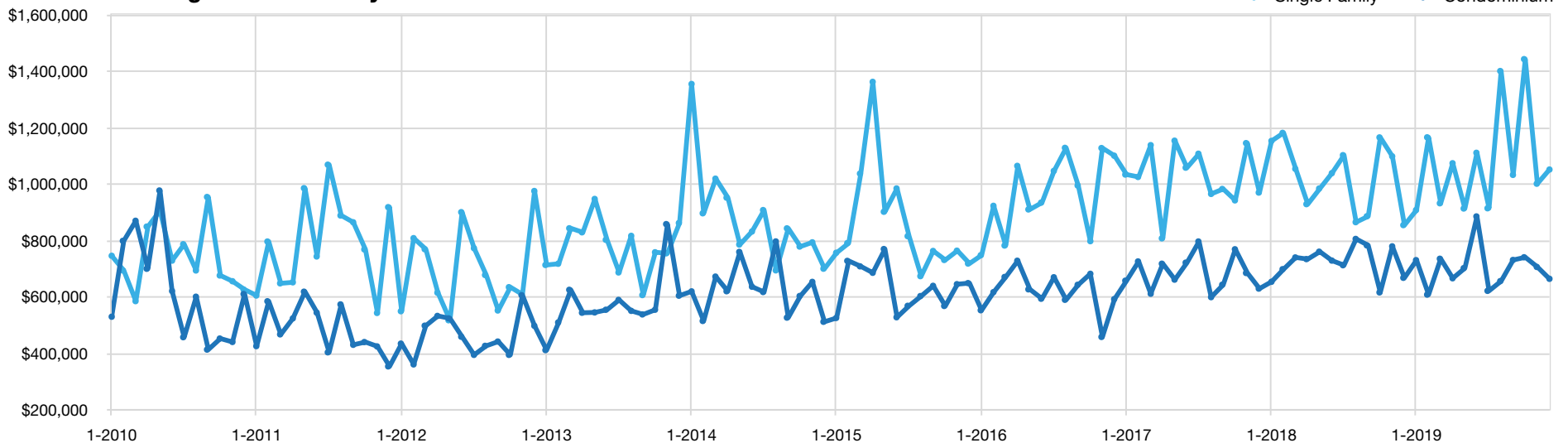
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2019	\$906,450	- 21.3%	\$728,640	+ 11.8%
Feb-2019	\$1,164,686	- 1.3%	\$606,264	- 13.0%
Mar-2019	\$930,529	- 11.6%	\$733,569	- 0.6%
Apr-2019	\$1,072,701	+ 15.7%	\$664,299	- 9.3%
May-2019	\$911,981	- 7.2%	\$700,225	- 7.7%
Jun-2019	\$1,109,775	+ 7.0%	\$883,808	+ 21.6%
Jul-2019	\$912,835	- 17.1%	\$619,588	- 12.8%
Aug-2019	\$1,400,132	+ 62.1%	\$654,070	- 18.6%
Sep-2019	\$1,031,334	+ 16.6%	\$729,236	- 6.6%
Oct-2019	\$1,442,323	+ 23.9%	\$738,852	+ 20.3%
Nov-2019	\$1,000,043	- 8.9%	\$704,488	- 9.4%
<b>Dec-2019</b>	<b>\$1,050,277</b>	<b>+ 23.1%</b>	<b>\$662,360</b>	<b>- 0.5%</b>
12-Month Avg*	\$1,081,560	+ 5.7%	\$700,943	- 3.1%

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

## Historical Average Sales Price by Month



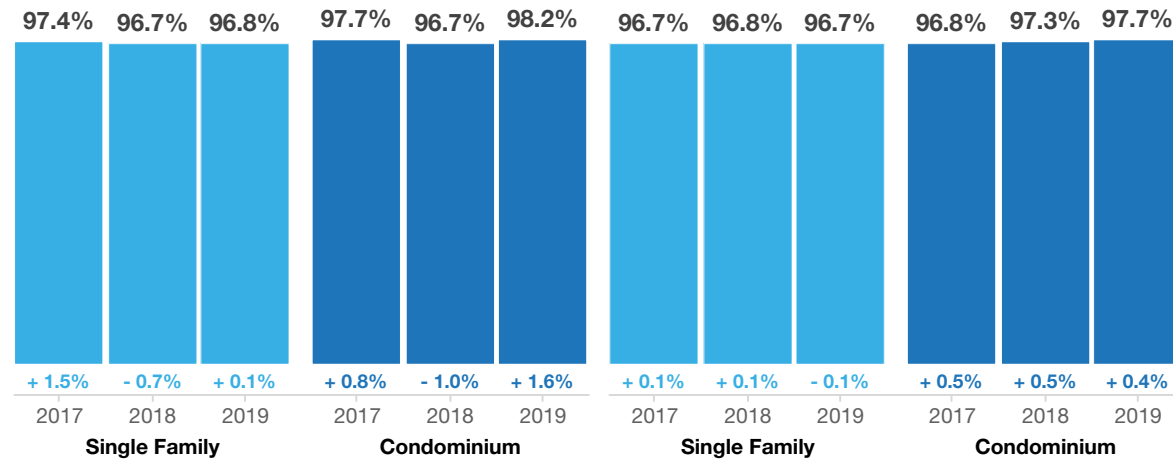
# Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December

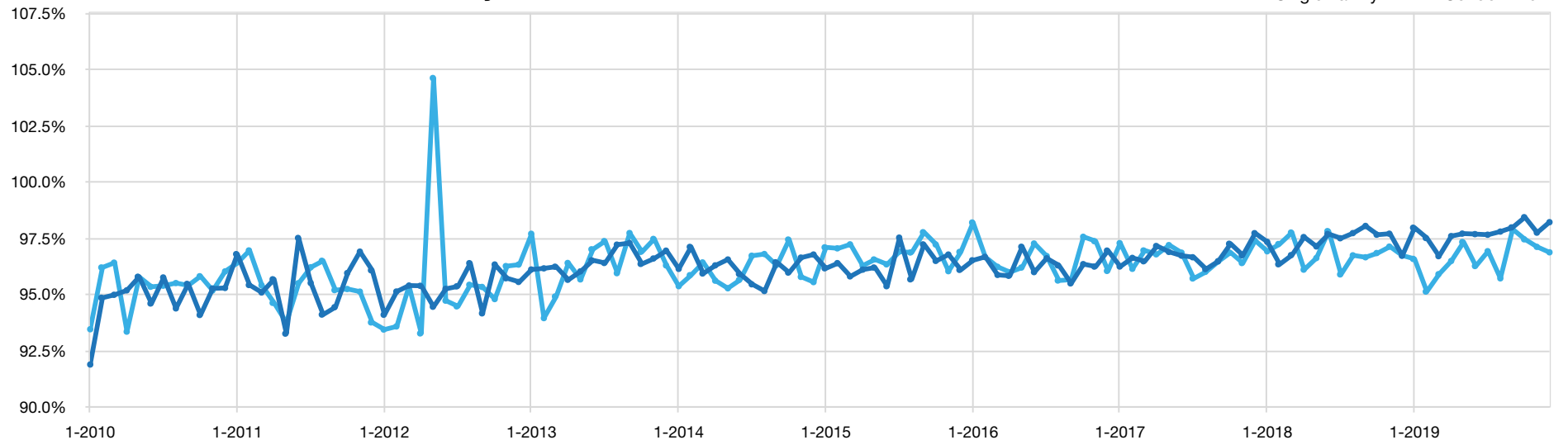
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2019	96.6%	- 0.3%	97.9%	+ 0.6%
Feb-2019	95.1%	- 2.2%	97.5%	+ 1.2%
Mar-2019	95.9%	- 1.8%	96.7%	0.0%
Apr-2019	96.5%	+ 0.4%	97.6%	+ 0.1%
May-2019	97.3%	+ 0.7%	97.7%	+ 0.6%
Jun-2019	96.2%	- 1.6%	97.7%	0.0%
Jul-2019	96.9%	+ 1.0%	97.6%	+ 0.1%
Aug-2019	95.7%	- 1.0%	97.8%	+ 0.1%
Sep-2019	97.9%	+ 1.3%	98.0%	0.0%
Oct-2019	97.4%	+ 0.6%	98.4%	+ 0.8%
Nov-2019	97.1%	0.0%	97.7%	0.0%
<b>Dec-2019</b>	<b>96.8%</b>	<b>+ 0.1%</b>	<b>98.2%</b>	<b>+ 1.6%</b>
12-Month Avg*	96.7%	- 0.1%	97.7%	+ 0.4%

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

## Historical Percent of List Price Received by Month



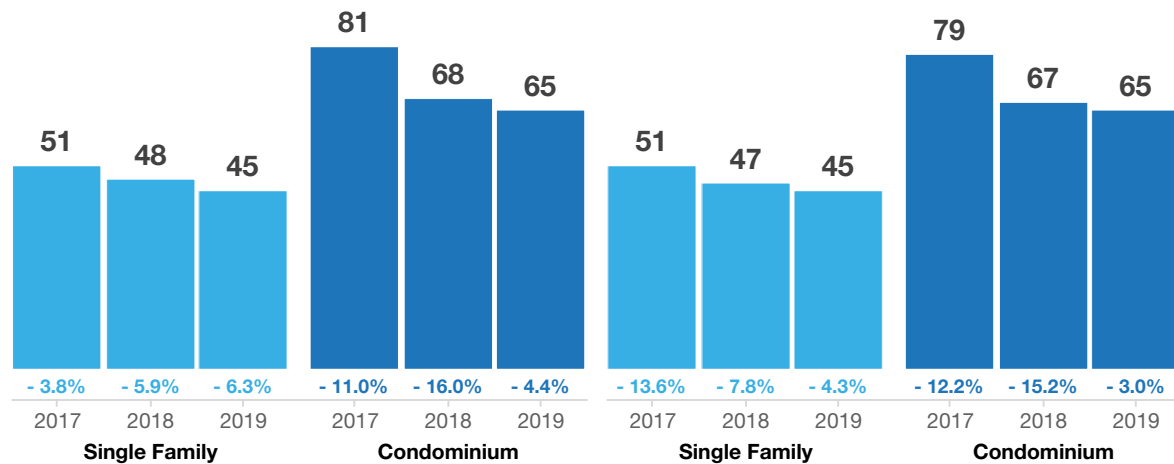
# Housing Affordability Index

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



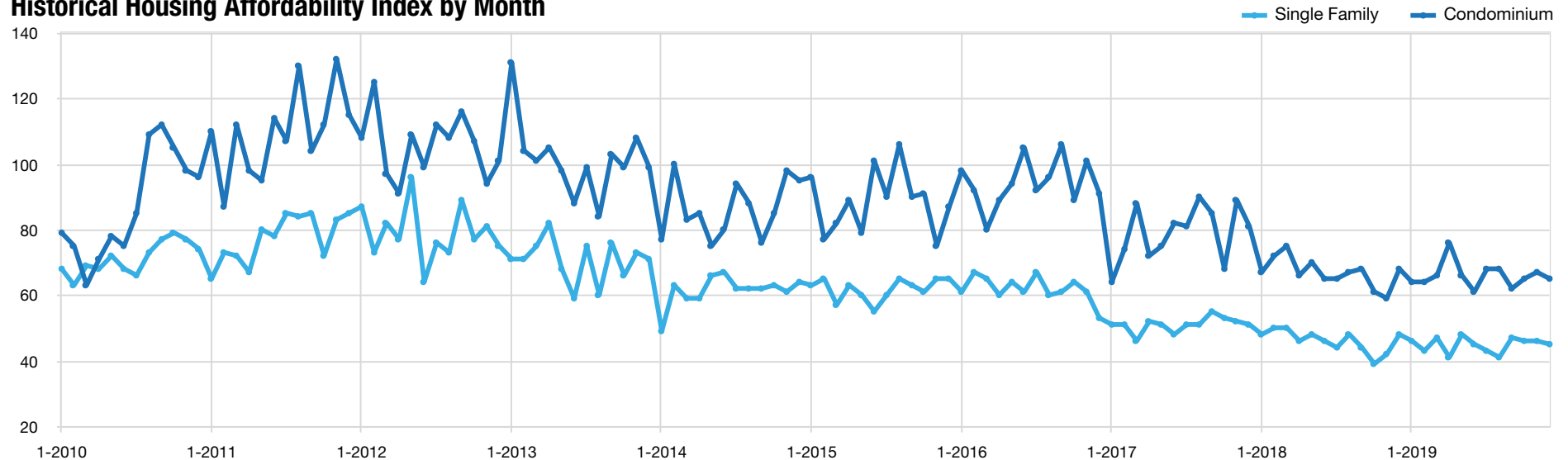
## December

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2019	46	- 4.2%	64	- 4.5%
Feb-2019	43	- 14.0%	64	- 11.1%
Mar-2019	47	- 6.0%	66	- 12.0%
Apr-2019	41	- 10.9%	76	+ 15.2%
May-2019	48	0.0%	66	- 5.7%
Jun-2019	45	- 2.2%	61	- 6.2%
Jul-2019	43	- 2.3%	68	+ 4.6%
Aug-2019	41	- 14.6%	68	+ 1.5%
Sep-2019	47	+ 6.8%	62	- 8.8%
Oct-2019	46	+ 17.9%	65	+ 6.6%
Nov-2019	46	+ 9.5%	67	+ 13.6%
<b>Dec-2019</b>	<b>45</b>	<b>- 6.3%</b>	<b>65</b>	<b>- 4.4%</b>
12-Month Avg	45	- 2.2%	66	- 1.5%

## Historical Housing Affordability Index by Month

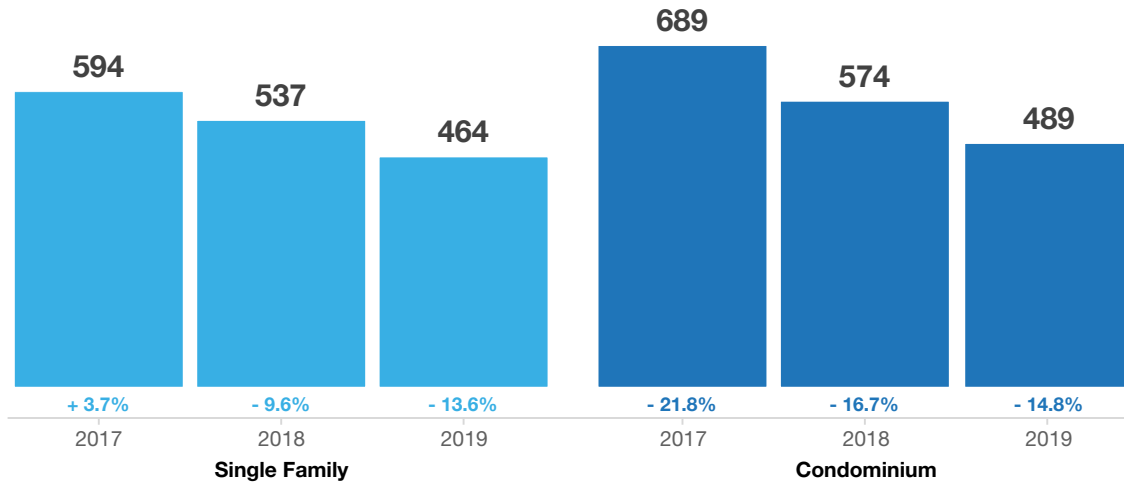


# Inventory of Homes for Sale

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

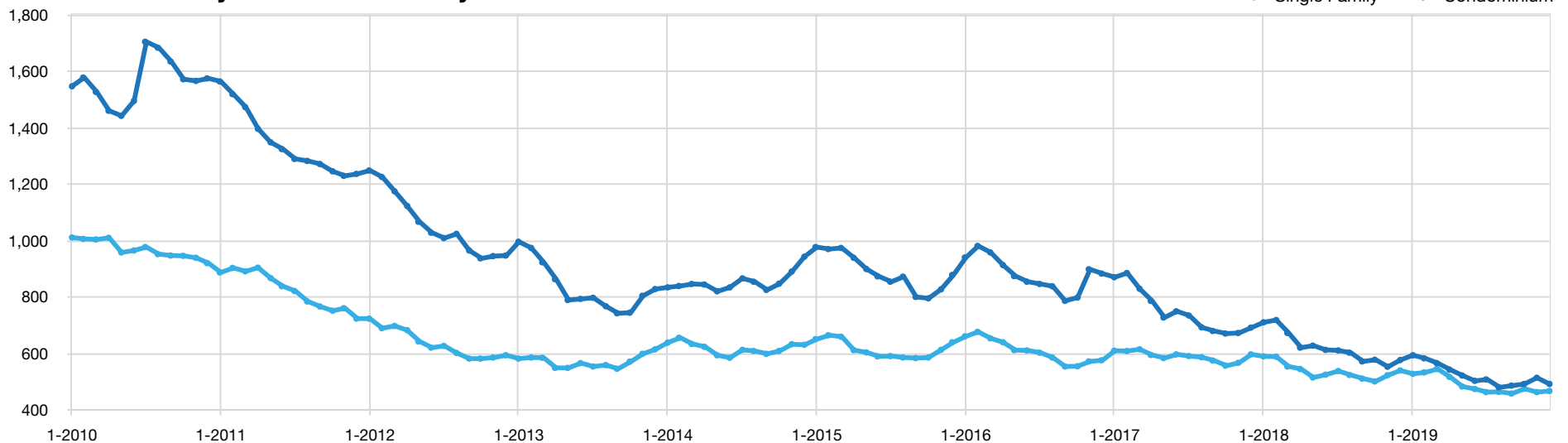


## December



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2019	525	- 10.6%	591	- 16.5%
Feb-2019	530	- 9.6%	580	- 19.0%
Mar-2019	542	- 1.6%	563	- 16.0%
Apr-2019	514	- 5.2%	540	- 12.6%
May-2019	480	- 6.3%	519	- 17.0%
Jun-2019	471	- 9.8%	500	- 18.0%
Jul-2019	460	- 14.0%	505	- 16.9%
Aug-2019	461	- 11.5%	477	- 20.5%
Sep-2019	455	- 10.4%	483	- 15.1%
Oct-2019	472	- 5.2%	489	- 15.0%
Nov-2019	460	- 11.5%	511	- 7.1%
<b>Dec-2019</b>	<b>464</b>	<b>- 13.6%</b>	<b>489</b>	<b>- 14.8%</b>
12-Month Avg	486	- 9.2%	521	- 15.8%

## Historical Inventory of Homes for Sale by Month

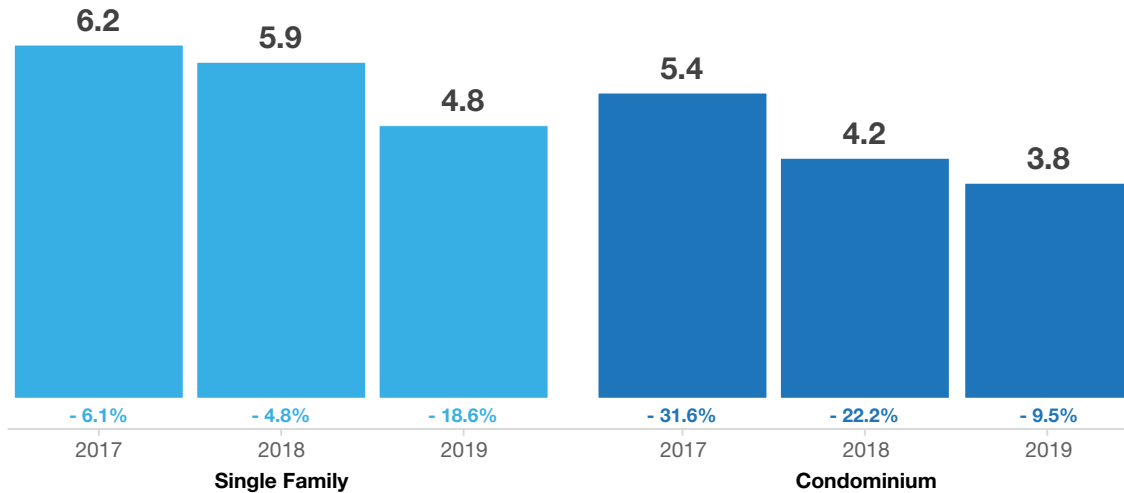


# Months Supply of Inventory

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



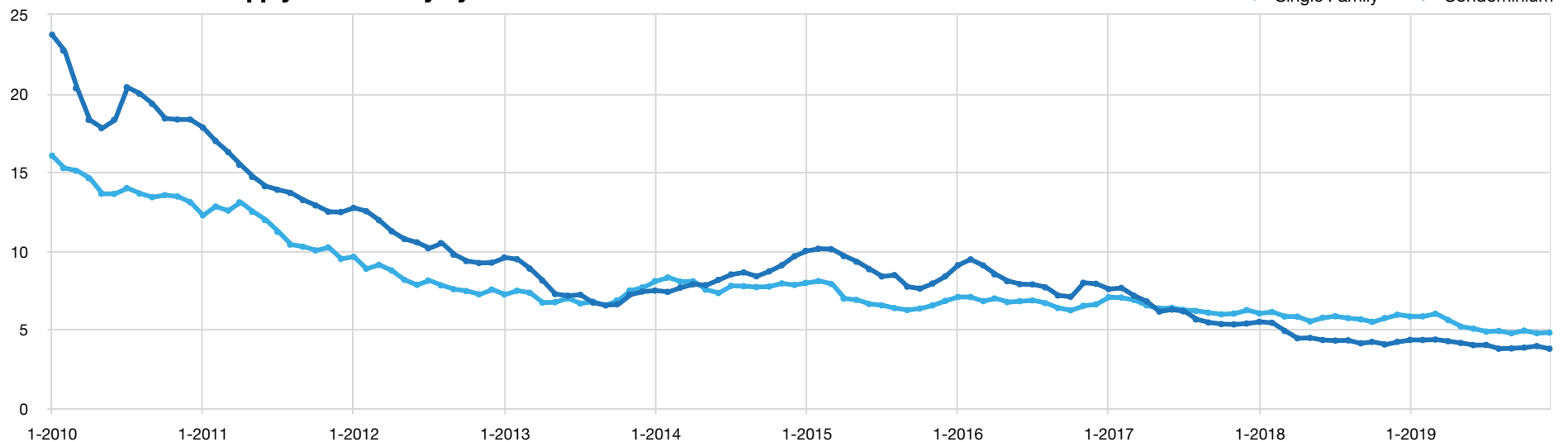
## December



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2019	5.8	- 3.3%	4.3	- 21.8%
Feb-2019	5.8	- 4.9%	4.3	- 20.4%
Mar-2019	6.0	+ 3.4%	4.4	- 10.2%
Apr-2019	5.6	- 3.4%	4.2	- 4.5%
May-2019	5.2	- 5.5%	4.1	- 8.9%
Jun-2019	5.0	- 12.3%	4.0	- 7.0%
Jul-2019	4.9	- 15.5%	4.0	- 7.0%
Aug-2019	4.9	- 14.0%	3.8	- 11.6%
Sep-2019	4.8	- 14.3%	3.8	- 7.3%
Oct-2019	4.9	- 10.9%	3.8	- 9.5%
Nov-2019	4.8	- 15.8%	3.9	- 2.5%
<b>Dec-2019</b>	<b>4.8</b>	<b>- 18.6%</b>	<b>3.8</b>	<b>- 9.5%</b>
12-Month Avg*	5.2	- 9.9%	4.0	- 10.5%

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

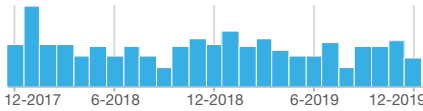
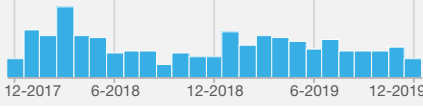
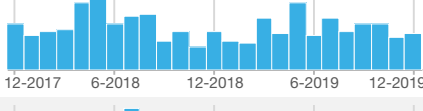
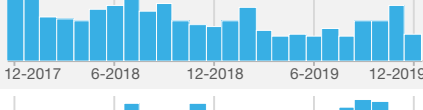
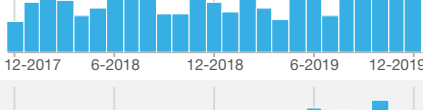
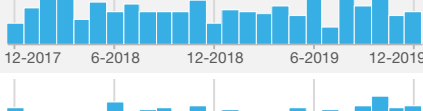
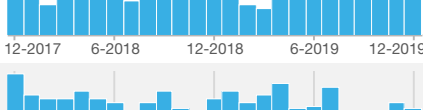
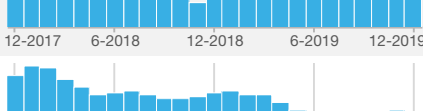
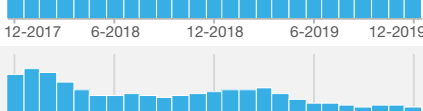
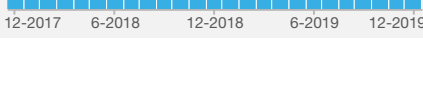
## Historical Months Supply of Inventory by Month



# All Properties Combined

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



Key Metrics	Historical Sparkbars	12-2018	12-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		342	297	- 13.2%	4,024	3,933	- 2.3%
Pending Sales		211	202	- 4.3%	2,923	2,893	- 1.0%
Closed Sales		235	229	- 2.6%	2,994	2,899	- 3.2%
Days on Market Until Sale		137	130	- 5.1%	156	138	- 11.5%
Median Sales Price		\$610,000	\$650,000	+ 6.6%	\$615,000	\$634,250	+ 3.1%
Average Sales Price		\$737,580	\$819,656	+ 11.1%	\$839,025	\$861,396	+ 2.7%
Percent of List Price Received		96.8%	97.5%	+ 0.7%	97.0%	97.1%	+ 0.1%
Housing Affordability Index		55	52	- 5.5%	55	53	- 3.6%
Inventory of Homes for Sale		1,457	1,266	- 13.1%	—	—	—
Months Supply of Inventory		6.0	5.3	- 11.7%	—	—	—

# Single Family Monthly Sales Volume

## December 2019



Area Name	December 2019			November 2019			December 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$2,685,000	\$800,000	11	\$12,463,000	\$775,000	4	\$3,275,000	\$822,500
Hana	2	\$3,337,700	\$1,668,850	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$6,626,000	\$3,313,000	1	\$3,250,000	\$3,250,000	1	\$3,370,000	\$3,370,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	11	\$8,259,000	\$695,000	8	\$5,320,000	\$662,000	11	\$6,884,000	\$610,000
Kapalua	0	--	--	1	\$2,550,000	\$2,550,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	18	\$19,958,022	\$775,738	10	\$10,198,900	\$922,500	13	\$14,166,000	\$806,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	12	\$13,593,010	\$904,500	3	\$4,135,000	\$900,000	7	\$6,509,797	\$775,297
Lahaina	3	\$2,690,000	\$1,000,000	2	\$1,693,000	\$846,500	3	\$2,350,000	\$800,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	8	\$5,890,000	\$647,500	8	\$6,290,808	\$712,500	11	\$7,790,000	\$648,500
Maui Meadows	2	\$3,525,000	\$1,762,500	0	--	--	4	\$4,880,000	\$1,252,500
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$3,156,000	\$1,225,000	0	--	--	4	\$3,065,600	\$825,000
Olowalu	1	\$2,800,000	\$2,800,000	0	--	--	0	--	--
Pukalani	3	\$5,115,000	\$2,250,000	4	\$3,735,000	\$717,500	5	\$4,326,000	\$672,000
Spreckelsville/Paia/Kuau	0	--	--	2	\$5,250,000	\$2,625,000	5	\$4,597,000	\$790,000
Wailea/Makena	3	\$7,130,000	\$2,500,000	2	\$3,640,000	\$1,820,000	2	\$3,960,000	\$1,980,000
Wailuku	25	\$16,652,185	\$693,510	18	\$12,285,380	\$691,500	21	\$13,908,124	\$690,435
Lanai	1	\$460,000	\$460,000	0	--	--	1	\$450,000	\$450,000
Molokai	0	--	--	2	\$1,192,000	\$596,000	3	\$1,508,127	\$559,000
<b>All MLS</b>	<b>97</b>	<b>\$101,876,917</b>	<b>\$740,000</b>	<b>72</b>	<b>\$72,003,088</b>	<b>\$729,998</b>	<b>95</b>	<b>\$81,039,648</b>	<b>\$707,500</b>

# Condominium Monthly Sales Volume

December 2019



Area Name	December 2019			November 2019			December 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	9	\$10,464,000	\$955,000	27	\$38,014,500	\$1,050,000	14	\$19,174,000	\$973,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	4	\$562,500	\$141,250	3	\$423,000	\$135,000	6	\$984,380	\$126,750
Kapalua	6	\$11,444,800	\$1,155,000	3	\$3,434,500	\$1,075,000	3	\$6,735,074	\$1,500,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	42	\$21,064,700	\$448,500	56	\$28,089,300	\$455,000	44	\$21,359,080	\$426,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	18	\$11,133,794	\$586,274	15	\$7,694,024	\$466,852	5	\$2,610,502	\$527,500
Maalaea	1	\$439,000	\$439,000	0	--	--	3	\$1,009,000	\$330,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	23	\$9,245,000	\$425,000	21	\$8,856,500	\$399,000	15	\$7,275,400	\$400,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	11	\$13,843,500	\$895,000	9	\$10,004,000	\$1,075,000	10	\$12,878,000	\$1,357,500
Wailuku	8	\$3,003,000	\$335,000	6	\$2,687,000	\$448,000	22	\$9,217,495	\$435,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$270,000	\$270,000	1	\$130,000	\$130,000	0	--	--
<b>All MLS</b>	<b>123</b>	<b>\$81,470,294</b>	<b>\$514,120</b>	<b>141</b>	<b>\$99,332,824</b>	<b>\$499,000</b>	<b>122</b>	<b>\$81,242,931</b>	<b>\$491,000</b>



# Land Monthly Sales Volume

## December 2019



Area Name	December 2019			November 2019			December 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$1,555,000	\$500,000	4	\$2,110,000	\$460,000	5	\$2,658,000	\$488,750
Hana	0	--	--	4	\$1,745,000	\$400,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	0	--	--	3	\$1,399,000	\$450,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	1	\$900,000	\$900,000	1	\$700,000	\$700,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$589,000	\$589,000	0	--	--	3	\$2,700,625	\$698,750
Lahaina	1	\$550,000	\$550,000	1	\$400,000	--	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	2	\$1,275,000	\$637,500	1	\$180,000	\$180,000	4	\$3,155,000	\$727,500
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	0	--	--	0	--	--
Wailuku	1	\$265,000	\$265,000	0	--	--	1	\$385,000	\$385,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$120,000	\$120,000	0	--	--	1	\$51,000	\$51,000
<b>All MLS</b>	<b>9</b>	<b>\$4,354,000</b>	<b>\$500,000</b>	<b>11</b>	<b>\$5,335,000</b>	<b>\$400,000</b>	<b>18</b>	<b>\$11,048,625</b>	<b>\$511,125</b>

# Single Family Sales – Year to Date

December 2019 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-19 YTD Sales	Dec-18 YTD Sales	Unit Change	Percent Change	Dec-19 YTD Average	Dec-18 YTD Average	Dollar Change	Percent Change	Dec-19 YTD Median	Dec-18 YTD Median	Dollar Change	Percent Change	Dec-19 YTD Volume	Dec-18 YTD Volume	Dollar Change	Percent Change
Haiku	91	92	-1	-1.1%	\$1,000,658	\$956,427	+\$44,231	+4.6%	\$813,000	\$842,500	-\$29,500	-3.5%	\$91,059,888	\$87,991,251	+\$3,068,637	+3.5%
Hana	9	20	-11	-55.0%	\$1,236,042	\$1,019,245	+\$216,797	+21.3%	\$786,677	\$762,500	+\$24,177	+3.2%	\$11,124,377	\$20,384,890	-\$9,260,513	-45.4%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	25	36	-11	-30.6%	\$2,195,311	\$2,117,367	+\$77,944	+3.7%	\$1,700,000	\$1,837,500	-\$137,500	-7.5%	\$54,882,772	\$76,225,202	-\$21,342,430	-28.0%
Kahakuloa	1	2	-1	-50.0%	\$695,000	\$875,000	-\$180,000	-20.6%	\$695,000	\$875,000	-\$180,000	-20.6%	\$695,000	\$1,750,000	-\$1,055,000	-60.3%
Kahului	128	137	-9	-6.6%	\$679,692	\$672,956	+\$6,736	+1.0%	\$665,000	\$677,500	-\$12,500	-1.8%	\$87,000,550	\$92,194,990	-\$5,194,440	-5.6%
Kapalua	19	8	+11	+137.5%	\$2,555,475	\$3,867,913	-\$1,312,438	-33.9%	\$2,550,000	\$2,840,000	-\$290,000	-10.2%	\$48,554,020	\$30,943,300	+\$17,610,720	+56.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	169	172	-3	-1.7%	\$992,722	\$1,117,976	-\$125,255	-11.2%	\$795,000	\$700,000	+\$95,000	+13.6%	\$167,769,995	\$192,291,953	-\$24,521,958	-12.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	79	71	+8	+11.3%	\$1,103,708	\$1,094,835	+\$8,873	+0.8%	\$985,000	\$950,000	+\$35,000	+3.7%	\$87,192,945	\$77,733,317	+\$9,459,628	+12.2%
Lahaina	59	53	+6	+11.3%	\$1,427,729	\$1,725,694	-\$297,966	-17.3%	\$850,000	\$850,000	\$0	0.0%	\$84,235,999	\$91,461,800	-\$7,225,801	-7.9%
Maalaea	0	1	-1	-100.0%	--	\$2,000,000	--	--	--	\$2,000,000	--	--	\$0	\$2,000,000	-\$2,000,000	-100.0%
Makawao/Olinda/Haliimaile	82	63	+19	+30.2%	\$841,883	\$745,644	+\$96,239	+12.9%	\$682,500	\$648,500	+\$34,000	+5.2%	\$69,034,385	\$46,975,557	+\$22,058,828	+47.0%
Maui Meadows	23	31	-8	-25.8%	\$1,405,652	\$1,211,923	+\$193,730	+16.0%	\$1,375,000	\$1,325,000	+\$50,000	+3.8%	\$32,330,000	\$37,569,600	-\$5,239,600	-13.9%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	33	32	+1	+3.1%	\$1,398,983	\$1,002,269	+\$396,714	+39.6%	\$960,000	\$924,000	+\$36,000	+3.9%	\$46,166,430	\$32,072,600	+\$14,093,830	+43.9%
Olowalu	1	1	0	0.0%	\$2,800,000	\$1,360,000	+\$1,440,000	+105.9%	\$2,800,000	\$1,360,000	+\$1,440,000	+105.9%	\$2,800,000	\$1,360,000	+\$1,440,000	+105.9%
Pukalani	60	41	+19	+46.3%	\$812,428	\$783,310	+\$29,118	+3.7%	\$715,000	\$704,000	+\$11,000	+1.6%	\$48,745,650	\$32,115,700	+\$16,629,950	+51.8%
Spreckelsville/Paia/Kuau	16	28	-12	-42.9%	\$1,891,195	\$1,161,743	+\$729,452	+62.8%	\$1,411,563	\$795,000	+\$616,563	+77.6%	\$30,259,125	\$32,528,812	-\$2,269,687	-7.0%
Wailea/Makena	35	34	+1	+2.9%	\$4,620,866	\$3,173,324	+\$1,447,543	+45.6%	\$2,500,000	\$1,805,000	+\$695,000	+38.5%	\$161,730,322	\$107,893,000	+\$53,837,322	+49.9%
Wailuku	248	265	-17	-6.4%	\$673,443	\$660,749	+\$12,694	+1.9%	\$675,000	\$660,000	+\$15,000	+2.3%	\$167,013,889	\$175,098,488	-\$8,084,599	-4.6%
Lanai	10	21	-11	-52.4%	\$550,800	\$548,000	+\$2,800	+0.5%	\$455,000	\$460,000	-\$5,000	-1.1%	\$5,508,000	\$11,508,000	-\$6,000,000	-52.1%
Molokai	29	31	-2	-6.5%	\$413,759	\$486,018	-\$72,259	-14.9%	\$330,000	\$320,000	+\$10,000	+3.1%	\$11,999,000	\$15,066,551	-\$3,067,551	-20.4%
All MLS	1,117	1,139	-22	-1.9%	\$1,081,560	\$1,022,972	+\$58,588	+5.7%	\$741,355	\$710,000	+\$31,355	+4.4%	\$1,208,102,347	\$1,165,165,011	+\$42,937,336	+3.7%

# Total Condominium Sales – Year to Date

December 2019 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-19 YTD Sales	Dec-18 YTD Sales	Unit Change	Percent Change	Dec-19 YTD Average	Dec-18 YTD Average	Dollar Change	Percent Change	Dec-19 YTD Median	Dec-18 YTD Median	Dollar Change	Percent Change	Dec-19 YTD Volume	Dec-18 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	168	173	-5	-2.9%	\$1,222,214	\$1,104,534	+\$117,680	+10.7%	\$952,500	\$801,000	+\$151,500	+18.9%	\$205,331,916	\$191,084,387	+\$14,247,529	+7.5%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	33	36	-3	-8.3%	\$163,962	\$158,136	+\$5,827	+3.7%	\$135,000	\$125,000	+\$10,000	+8.0%	\$5,410,750	\$5,692,880	-\$282,130	-5.0%
Kapalua	61	45	+16	+35.6%	\$2,033,243	\$2,062,936	-\$29,693	-1.4%	\$1,050,000	\$1,031,250	+\$18,750	+1.8%	\$124,027,800	\$92,832,112	+\$31,195,688	+33.6%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	643	611	+32	+5.2%	\$523,712	\$490,177	+\$33,535	+6.8%	\$450,000	\$410,000	+\$40,000	+9.8%	\$336,746,812	\$299,497,868	+\$37,248,944	+12.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	122	87	+35	+40.2%	\$563,198	\$635,736	-\$72,538	-11.4%	\$559,500	\$526,500	+\$33,000	+6.3%	\$68,710,186	\$55,309,056	+\$13,401,130	+24.2%
Maalaea	29	46	-17	-37.0%	\$477,052	\$441,590	+\$35,462	+8.0%	\$463,000	\$427,500	+\$35,500	+8.3%	\$13,834,500	\$20,313,150	-\$6,478,650	-31.9%
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	263	245	+18	+7.3%	\$451,957	\$486,784	-\$34,827	-7.2%	\$450,000	\$437,000	+\$13,000	+3.0%	\$118,864,679	\$119,262,044	-\$397,365	-0.3%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	6	0	0.0%	\$630,833	\$631,000	-\$167	-0.0%	\$620,000	\$603,000	+\$17,000	+2.8%	\$3,785,000	\$3,786,000	-\$1,000	-0.0%
Spreckelsville/Paia/Kuau	3	4	-1	-25.0%	\$413,667	\$369,000	+\$44,667	+12.1%	\$370,000	\$373,500	-\$3,500	-0.9%	\$1,241,000	\$1,476,000	-\$235,000	-15.9%
Wailea/Makena	133	216	-83	-38.4%	\$1,427,541	\$1,533,203	-\$105,662	-6.9%	\$1,199,000	\$1,184,950	+\$14,050	+1.2%	\$189,863,001	\$331,171,895	-\$141,308,894	-42.7%
Wailuku	126	169	-43	-25.4%	\$422,823	\$401,382	+\$21,440	+5.3%	\$415,000	\$438,750	-\$23,750	-5.4%	\$53,275,645	\$67,833,602	-\$14,557,957	-21.5%
Lanai	3	4	-1	-25.0%	\$691,000	\$2,050,000	-\$1,359,000	-66.3%	\$193,000	\$1,625,000	-\$1,432,000	-88.1%	\$2,073,000	\$8,200,000	-\$6,127,000	-74.7%
Molokai	16	15	+1	+6.7%	\$159,353	\$164,233	-\$4,880	-3.0%	\$142,500	\$158,000	-\$15,500	-9.8%	\$2,549,655	\$2,463,500	+\$86,155	+3.5%
All MLS	1,606	1,657	-51	-3.1%	\$700,943	\$723,550	-\$22,607	-3.1%	\$515,500	\$500,000	+\$15,500	+3.1%	\$1,125,713,944	\$1,198,922,494	-\$73,208,550	-6.1%

# Fee Simple Condominium Sales – Year to Date

December 2019 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-19 YTD Sales	Dec-18 YTD Sales	Unit Change	Percent Change	Dec-19 YTD Average	Dec-18 YTD Average	Dollar Change	Percent Change	Dec-19 YTD Median	Dec-18 YTD Median	Dollar Change	Percent Change	Dec-19 YTD Volume	Dec-18 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	155	156	-1	-0.6%	\$1,290,699	\$1,188,483	+\$102,216	+8.6%	\$1,000,000	\$877,500	+\$122,500	+14.0%	\$200,058,416	\$185,403,387	+\$14,655,029	+7.9%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	33	36	-3	-8.3%	\$163,962	\$158,136	+\$5,827	+3.7%	\$135,000	\$125,000	+\$10,000	+8.0%	\$5,410,750	\$5,692,880	-\$282,130	-5.0%
Kapalua	61	45	+16	+35.6%	\$2,033,243	\$2,062,936	-\$29,693	-1.4%	\$1,050,000	\$1,031,250	+\$18,750	+1.8%	\$124,027,800	\$92,832,112	+\$31,195,688	+33.6%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	637	604	+33	+5.5%	\$524,499	\$491,021	+\$33,478	+6.8%	\$450,000	\$410,000	+\$40,000	+9.8%	\$334,105,912	\$296,576,568	+\$37,529,344	+12.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	120	81	+39	+48.1%	\$569,152	\$670,678	-\$101,527	-15.1%	\$561,925	\$540,000	+\$21,925	+4.1%	\$68,298,186	\$54,324,930	+\$13,973,256	+25.7%
Maalaea	18	32	-14	-43.8%	\$509,694	\$508,406	+\$1,288	+0.3%	\$496,000	\$535,000	-\$39,000	-7.3%	\$9,174,500	\$16,269,000	-\$7,094,500	-43.6%
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	226	214	+12	+5.6%	\$496,168	\$508,306	-\$12,138	-2.4%	\$475,000	\$462,500	+\$12,500	+2.7%	\$112,134,030	\$108,777,439	+\$3,356,591	+3.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	6	0	0.0%	\$630,833	\$631,000	-\$167	-0.0%	\$620,000	\$603,000	+\$17,000	+2.8%	\$3,785,000	\$3,786,000	-\$1,000	-0.0%
Spreckelsville/Paia/Kuau	3	4	-1	-25.0%	\$413,667	\$369,000	+\$44,667	+12.1%	\$370,000	\$373,500	-\$3,500	-0.9%	\$1,241,000	\$1,476,000	-\$235,000	-15.9%
Wailea/Makena	133	216	-83	-38.4%	\$1,427,541	\$1,533,203	-\$105,662	-6.9%	\$1,199,000	\$1,184,950	+\$14,050	+1.2%	\$189,863,001	\$331,171,895	-\$141,308,894	-42.7%
Wailuku	126	169	-43	-25.4%	\$422,823	\$401,382	+\$21,440	+5.3%	\$415,000	\$438,750	-\$23,750	-5.4%	\$53,275,645	\$67,833,602	-\$14,557,957	-21.5%
Lanai	3	4	-1	-25.0%	\$691,000	\$2,050,000	-\$1,359,000	-66.3%	\$193,000	\$1,625,000	-\$1,432,000	-88.1%	\$2,073,000	\$8,200,000	-\$6,127,000	-74.7%
Molokai	15	14	+1	+7.1%	\$165,537	\$172,107	-\$6,570	-3.8%	\$150,000	\$159,000	-\$9,000	-5.7%	\$2,483,055	\$2,409,500	+\$73,555	+3.1%
All MLS	1,536	1,581	-45	-2.8%	\$720,007	\$743,044	-\$23,038	-3.1%	\$525,000	\$509,125	+\$15,875	+3.1%	\$1,105,930,295	\$1,174,753,313	-\$68,823,018	-5.9%

# Leasehold Condominium Sales – Year to Date

December 2019 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-19 YTD Sales	Dec-18 YTD Sales	Unit Change	Percent Change	Dec-19 YTD Average	Dec-18 YTD Average	Dollar Change	Percent Change	Dec-19 YTD Median	Dec-18 YTD Median	Dollar Change	Percent Change	Dec-19 YTD Volume	Dec-18 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	13	17	-4	-23.5%	\$405,654	\$334,176	+\$71,477	+21.4%	\$340,000	\$265,000	+\$75,000	+28.3%	\$5,273,500	\$5,681,000	-\$407,500	-7.2%
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	6	7	-1	-14.3%	\$440,150	\$417,329	+\$22,821	+5.5%	\$480,950	\$472,000	+\$8,950	+1.9%	\$2,640,900	\$2,921,300	-\$280,400	-9.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	2	6	-4	-66.7%	\$206,000	\$164,021	+\$41,979	+25.6%	\$206,000	\$164,313	+\$41,687	+25.4%	\$412,000	\$984,126	-\$572,126	-58.1%
Maalaea	11	14	-3	-21.4%	\$423,636	\$288,868	+\$134,769	+46.7%	\$463,000	\$282,450	+\$180,550	+63.9%	\$4,660,000	\$4,044,150	+\$615,850	+15.2%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	37	31	+6	+19.4%	\$181,909	\$338,213	-\$156,304	-46.2%	\$140,000	\$150,000	-\$10,000	-6.7%	\$6,730,649	\$10,484,605	-\$3,753,956	-35.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	1	1	0	0.0%	\$66,600	\$54,000	+\$12,600	+23.3%	\$66,600	\$54,000	+\$12,600	+23.3%	\$66,600	\$54,000	+\$12,600	+23.3%
All MLS	70	76	-6	-7.9%	\$282,624	\$318,016	-\$35,392	-11.1%	\$237,500	\$242,500	-\$5,000	-2.1%	\$19,783,649	\$24,169,181	-\$4,385,532	-18.1%

# Land Sales – Year to Date

December 2019 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-19 YTD Sales	Dec-18 YTD Sales	Unit Change	Percent Change	Dec-19 YTD Average	Dec-18 YTD Average	Dollar Change	Percent Change	Dec-19 YTD Median	Dec-18 YTD Median	Dollar Change	Percent Change	Dec-19 YTD Volume	Dec-18 YTD Volume	Dollar Change	Percent Change
Haiku	39	53	-14	-26.4%	\$473,715	\$571,407	-\$97,692	-17.1%	\$471,000	\$480,150	-\$9,150	-1.9%	\$18,474,875	\$30,284,550	-\$11,809,675	-39.0%
Hana	11	8	+3	+37.5%	\$637,455	\$460,000	+\$177,455	+38.6%	\$610,000	\$467,500	+\$142,500	+30.5%	\$7,012,000	\$3,680,000	+\$3,332,000	+90.5%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	9	10	-1	-10.0%	\$702,500	\$645,973	+\$56,527	+8.8%	\$695,000	\$649,500	+\$45,500	+7.0%	\$6,322,500	\$6,459,731	-\$137,231	-2.1%
Kahakuloa	1	0	+1	--	\$360,000	--	--	--	\$360,000	--	--	--	\$360,000	\$0	+\$360,000	--
Kahului	0	2	-2	-100.0%	--	\$1,583,750	--	--	--	\$1,583,750	--	--	\$0	\$3,167,500	-\$3,167,500	-100.0%
Kapalua	2	0	+2	--	\$1,575,000	--	--	--	\$1,575,000	--	--	--	\$3,150,000	\$0	+\$3,150,000	--
Kaupo	1	1	0	0.0%	\$275,000	\$1,450,000	-\$1,175,000	-81.0%	\$275,000	\$1,450,000	-\$1,175,000	-81.0%	\$275,000	\$1,450,000	-\$1,175,000	-81.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	8	13	-5	-38.5%	\$772,338	\$698,846	+\$73,491	+10.5%	\$693,350	\$415,000	+\$278,350	+67.1%	\$6,178,700	\$9,085,000	-\$2,906,300	-32.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	24	35	-11	-31.4%	\$625,729	\$652,201	-\$26,472	-4.1%	\$432,000	\$650,000	-\$218,000	-33.5%	\$15,017,500	\$22,827,025	-\$7,809,525	-34.2%
Lahaina	10	11	-1	-9.1%	\$1,323,500	\$1,320,136	+\$3,364	+0.3%	\$1,650,000	\$1,500,000	+\$150,000	+10.0%	\$12,311,500	\$14,521,500	-\$2,210,000	-15.2%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	10	11	-1	-9.1%	\$555,800	\$599,627	-\$43,827	-7.3%	\$455,000	\$425,000	+\$30,000	+7.1%	\$5,558,000	\$6,595,900	-\$1,037,900	-15.7%
Maui Meadows	2	1	+1	+100.0%	\$470,500	\$725,000	-\$254,500	-35.1%	\$470,500	\$725,000	-\$254,500	-35.1%	\$941,000	\$725,000	+\$216,000	+29.8%
Nahiku	0	2	-2	-100.0%	--	\$323,000	--	--	--	\$323,000	--	--	\$0	\$646,000	-\$646,000	-100.0%
Napili/Kahana/Honokowai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Olowalu	2	1	+1	+100.0%	\$500,000	\$575,000	-\$75,000	-13.0%	\$500,000	\$575,000	-\$75,000	-13.0%	\$1,000,000	\$575,000	+\$425,000	+73.9%
Pukalani	7	5	+2	+40.0%	\$462,071	\$383,400	+\$78,671	+20.5%	\$387,000	\$375,000	+\$12,000	+3.2%	\$3,234,500	\$1,917,000	+\$1,317,500	+68.7%
Spreckelsville/Paia/Kuau	1	1	0	0.0%	\$1,600,000	\$2,900,000	-\$1,300,000	-44.8%	\$1,600,000	\$2,900,000	-\$1,300,000	-44.8%	\$1,600,000	\$2,900,000	-\$1,300,000	-44.8%
Wailea/Makena	19	6	+13	+216.7%	\$3,593,237	\$5,297,500	-\$1,704,263	-32.2%	\$1,298,000	\$5,725,000	-\$4,427,000	-77.3%	\$68,271,500	\$31,785,000	+\$36,486,500	+114.8%
Wailuku	22	19	+3	+15.8%	\$493,159	\$378,912	+\$114,247	+30.2%	\$500,000	\$315,000	+\$185,000	+58.7%	\$10,356,330	\$7,199,325	+\$3,157,005	+43.9%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	8	19	-11	-57.9%	\$160,429	\$217,626	-\$57,198	-26.3%	\$148,000	\$190,000	-\$42,000	-22.1%	\$1,233,000	\$4,134,900	-\$2,901,900	-70.2%
All MLS	176	198	-22	-11.1%	\$929,401	\$747,240	+\$182,162	+24.4%	\$500,000	\$482,625	+\$17,375	+3.6%	\$161,296,405	\$147,953,431	+\$13,342,974	+9.0%