

Monthly Indicators



November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

New Listings decreased 24.0 percent for Single Family homes and 32.1 percent for Condominium homes. Pending Sales decreased 10.0 percent for Single Family homes and 1.4 percent for Condominium homes. Inventory decreased 31.5 percent for Single Family homes but increased 33.5 percent for Condominium homes.

Median Sales Price increased 16.8 percent to \$852,500 for Single Family homes and 3.9 percent to \$518,520 for Condominium homes. Days on Market decreased 7.5 percent for Single Family homes and 33.7 percent for Condominium homes. Months Supply of Inventory decreased 24.0 percent for Single Family homes but increased 77.5 percent for Condominium homes.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Quick Facts

+ 13.7%

Change in Number of
Closed Sales
All Properties

+ 12.0%

Change in Number of
Median Sales Price
All Properties

- 3.9%

Change in Number of
Homes for Sale
All Properties

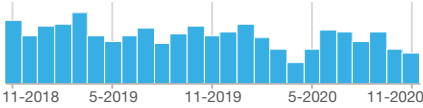
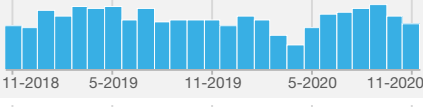
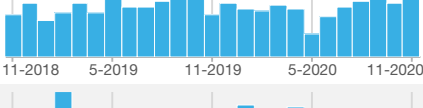
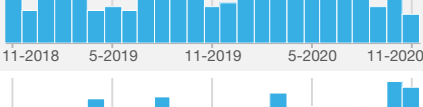
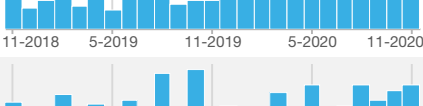
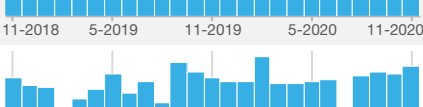
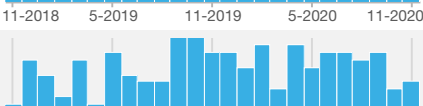
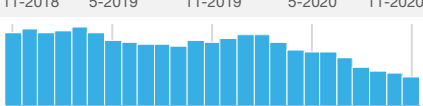
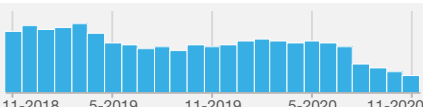

This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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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.

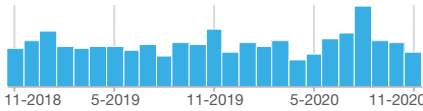
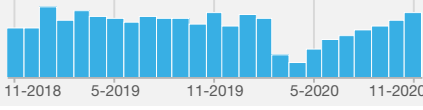
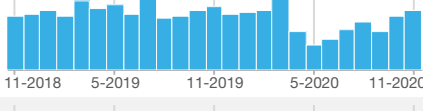
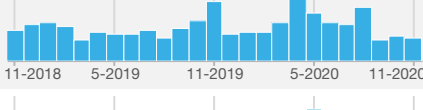
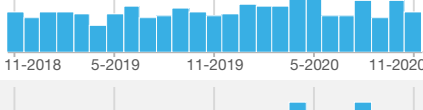
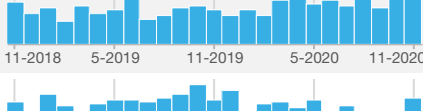
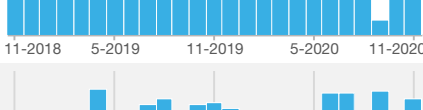
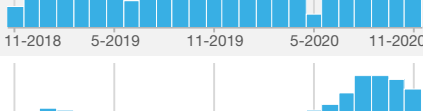
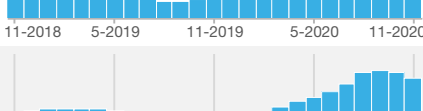
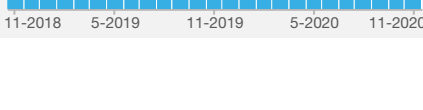


Key Metrics	Historical Sparkbars	11-2019	11-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		125	95	- 24.0%	1,465	1,254	- 14.4%
Pending Sales		90	81	- 10.0%	1,081	970	- 10.3%
Closed Sales		74	102	+ 37.8%	1,023	950	- 7.1%
Days on Market Until Sale		120	111	- 7.5%	134	136	+ 1.5%
Median Sales Price		\$729,998	\$852,500	+ 16.8%	\$741,690	\$790,000	+ 6.5%
Average Sales Price		\$996,629	\$1,277,878	+ 28.2%	\$1,083,698	\$1,123,480	+ 3.7%
Percent of List Price Received		97.1%	97.7%	+ 0.6%	96.7%	97.1%	+ 0.4%
Housing Affordability Index		49	45	- 8.2%	49	48	- 2.0%
Inventory of Homes for Sale		482	330	- 31.5%	—	—	—
Months Supply of Inventory		5.0	3.8	- 24.0%	—	—	—

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	11-2019	11-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		212	144	- 32.1%	1,850	1,912	+ 3.4%
Pending Sales		146	144	- 1.4%	1,487	1,092	- 26.6%
Closed Sales		142	130	- 8.5%	1,484	1,166	- 21.4%
Days on Market Until Sale		184	122	- 33.7%	139	143	+ 2.9%
Median Sales Price		\$499,000	\$518,520	+ 3.9%	\$516,500	\$560,000	+ 8.4%
Average Sales Price		\$703,717	\$886,023	+ 25.9%	\$704,069	\$811,658	+ 15.3%
Percent of List Price Received		97.7%	97.8%	+ 0.1%	97.7%	97.3%	- 0.4%
Housing Affordability Index		72	74	+ 2.8%	70	68	- 2.9%
Inventory of Homes for Sale		534	713	+ 33.5%	—	—	—
Months Supply of Inventory		4.0	7.1	+ 77.5%	—	—	—

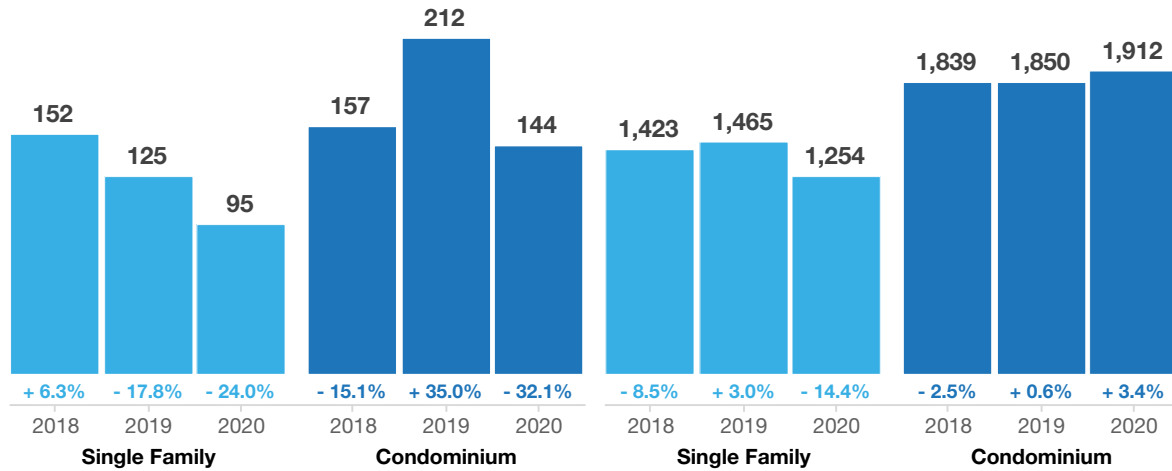
New Listings

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



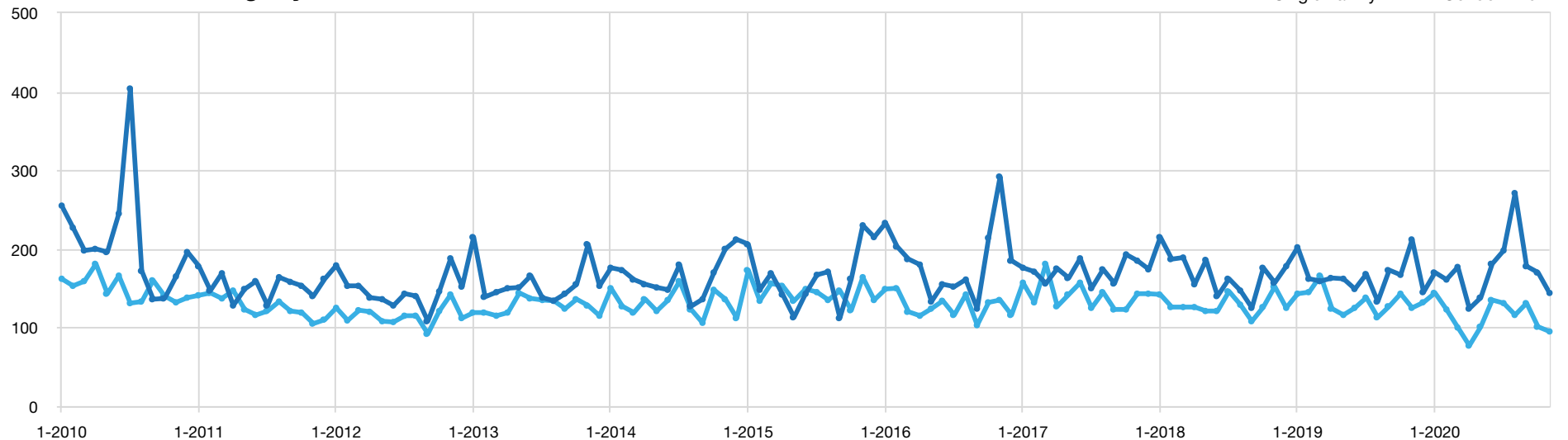
November

Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2019	132	+ 5.6%	145	- 18.5%
Jan-2020	144	+ 0.7%	170	- 15.8%
Feb-2020	123	- 15.2%	161	- 0.6%
Mar-2020	100	- 39.8%	177	+ 11.3%
Apr-2020	77	- 37.9%	124	- 23.9%
May-2020	101	- 12.9%	138	- 14.8%
Jun-2020	135	+ 8.0%	181	+ 21.5%
Jul-2020	131	- 5.1%	198	+ 17.9%
Aug-2020	116	+ 2.7%	271	+ 103.8%
Sep-2020	131	+ 3.1%	178	+ 2.9%
Oct-2020	101	- 29.4%	170	+ 1.8%
Nov-2020	95	- 24.0%	144	- 32.1%
12-Month Avg	116	- 12.8%	171	+ 1.2%

Historical New Listings by Month



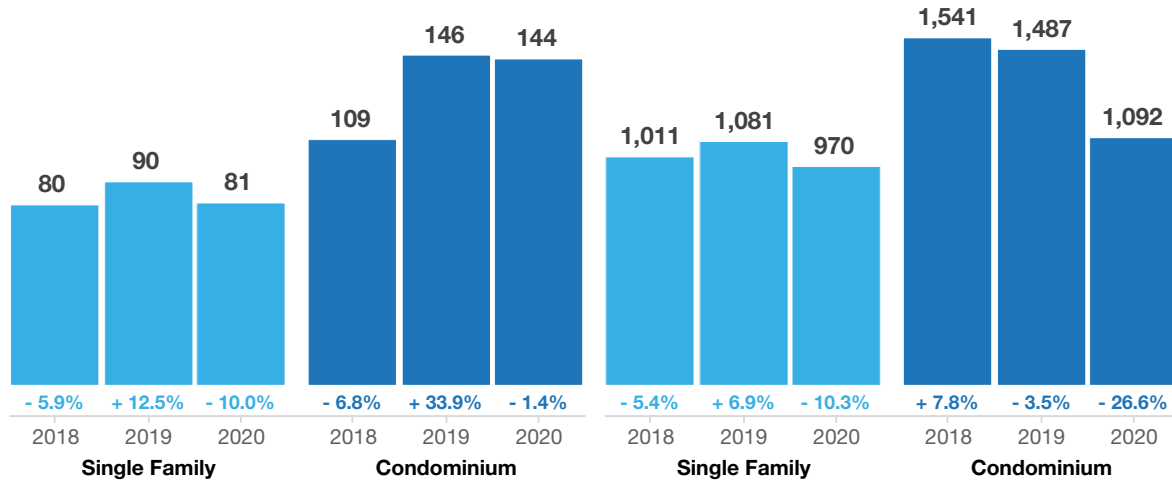
Pending Sales

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



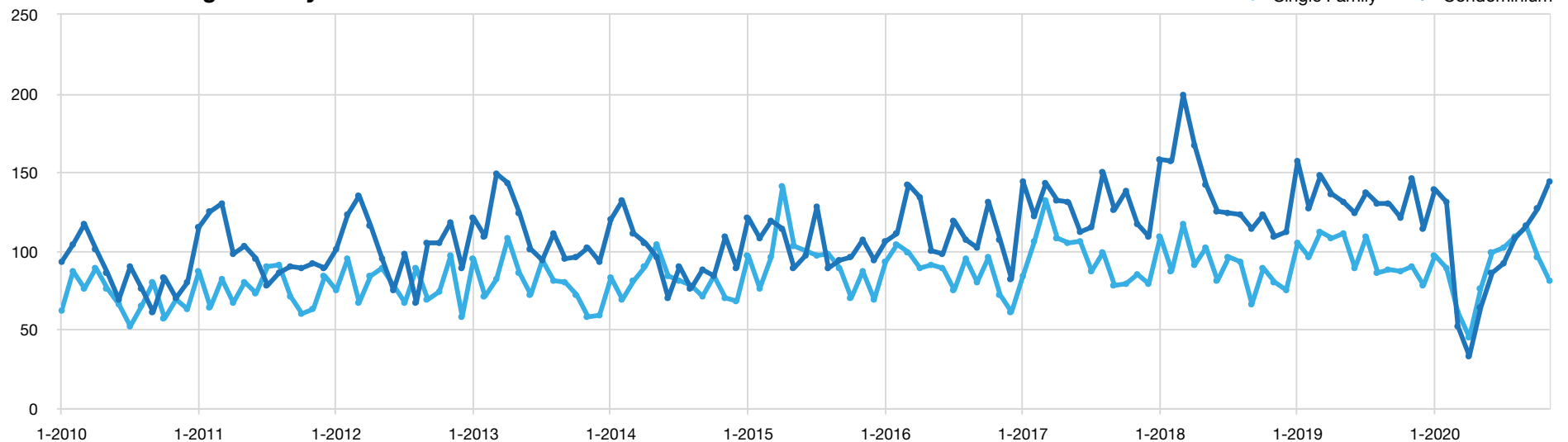
November

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2019	78	+ 4.0%	114	+ 1.8%
Jan-2020	97	- 7.6%	139	- 11.5%
Feb-2020	89	- 7.3%	131	+ 3.1%
Mar-2020	61	- 45.5%	52	- 64.9%
Apr-2020	45	- 58.3%	33	- 75.7%
May-2020	76	- 31.5%	64	- 51.1%
Jun-2020	99	+ 11.2%	86	- 30.6%
Jul-2020	102	- 6.4%	92	- 32.8%
Aug-2020	109	+ 26.7%	108	- 16.9%
Sep-2020	115	+ 30.7%	116	- 10.8%
Oct-2020	96	+ 10.3%	127	+ 5.0%
Nov-2020	81	- 10.0%	144	- 1.4%
12-Month Avg	87	- 9.4%	101	- 24.1%

Historical Pending Sales by Month

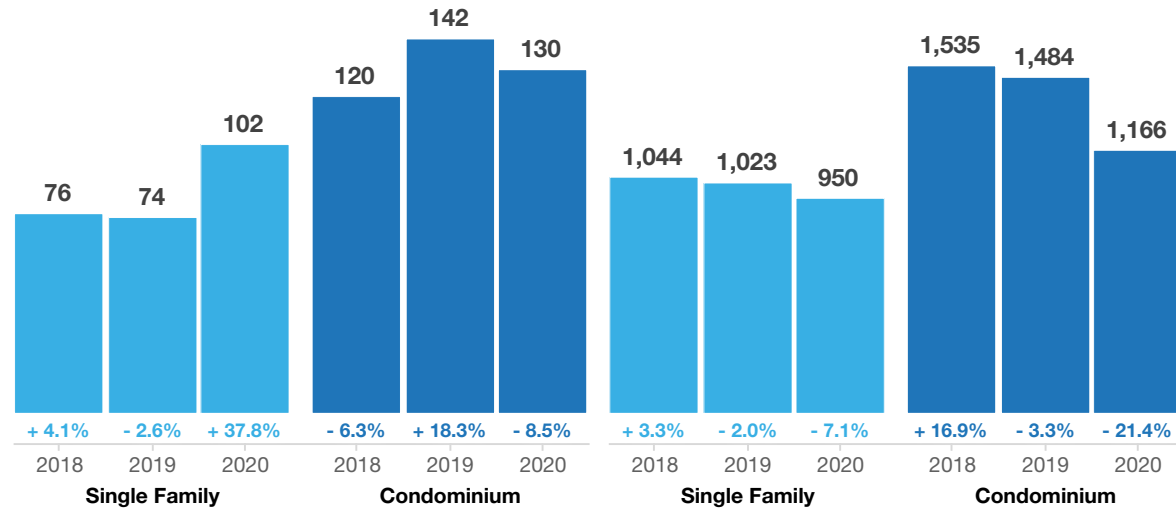


Closed Sales

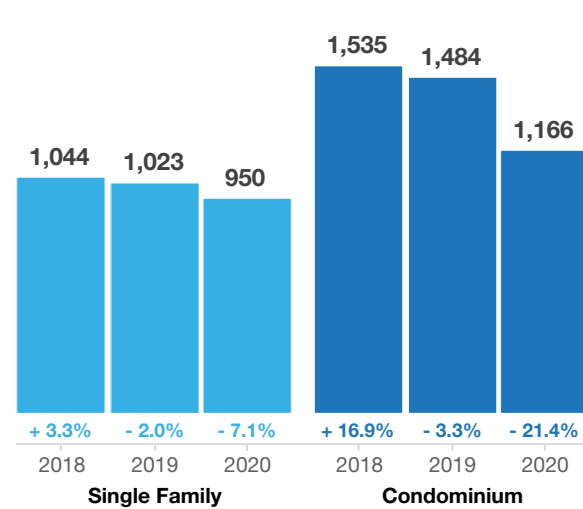
A count of the actual sales that closed in a given month.



November

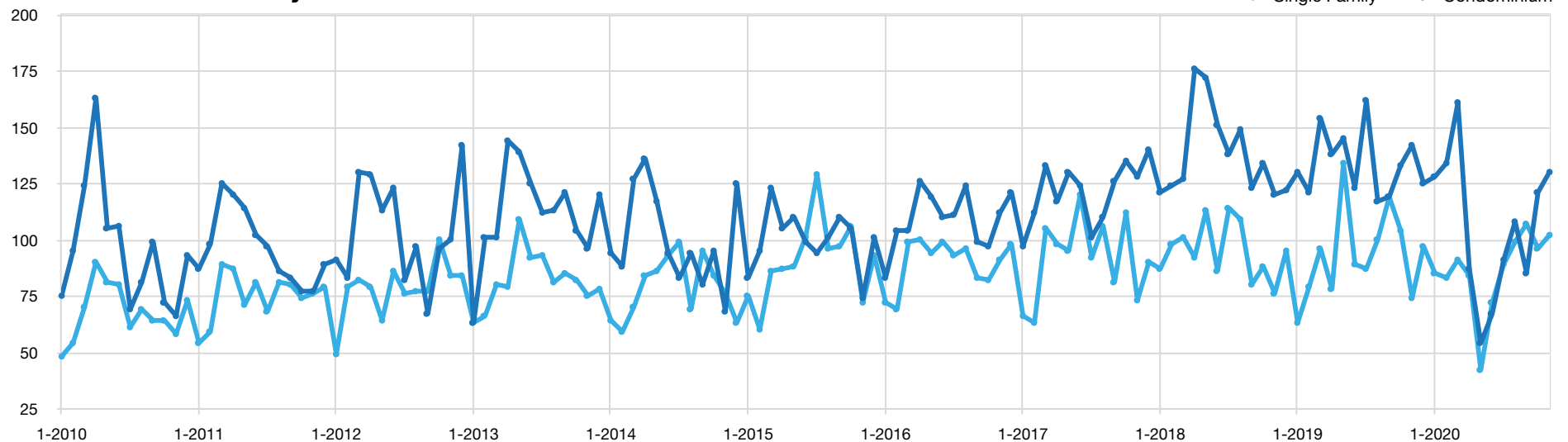


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2019	97	+ 2.1%	125	+ 2.5%
Jan-2020	85	+ 34.9%	128	- 1.5%
Feb-2020	83	+ 5.1%	134	+ 10.7%
Mar-2020	91	- 5.2%	161	+ 4.5%
Apr-2020	84	+ 7.7%	87	- 37.0%
May-2020	42	- 68.7%	54	- 62.8%
Jun-2020	72	- 19.1%	67	- 45.5%
Jul-2020	89	+ 2.3%	91	- 43.8%
Aug-2020	99	- 1.0%	108	- 7.7%
Sep-2020	107	- 10.1%	85	- 28.6%
Oct-2020	96	- 7.7%	121	- 9.0%
Nov-2020	102	+ 37.8%	130	- 8.5%
12-Month Avg	87	- 6.5%	108	- 19.4%

Historical Closed Sales by Month

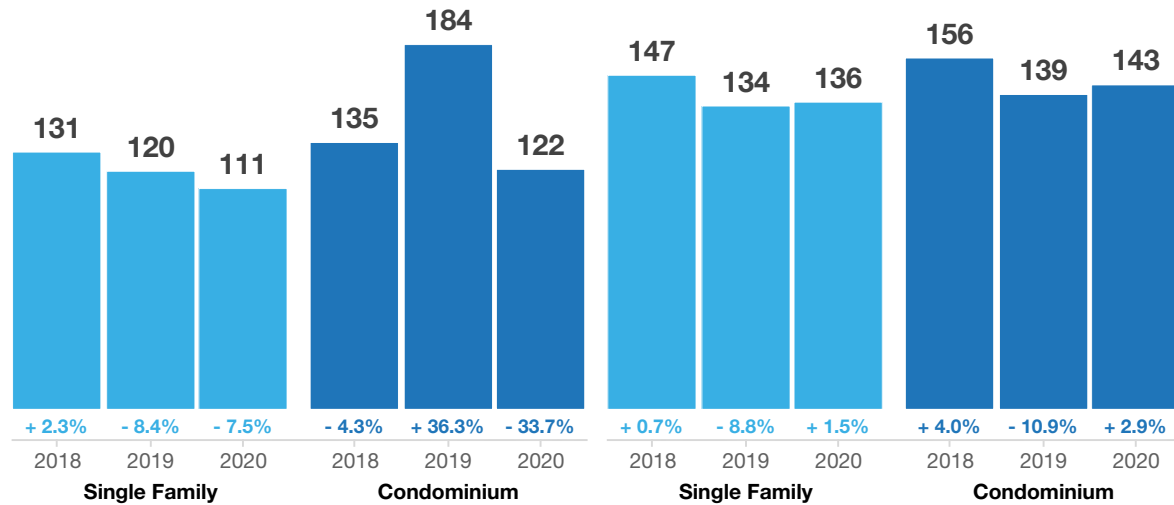


Days on Market Until Sale

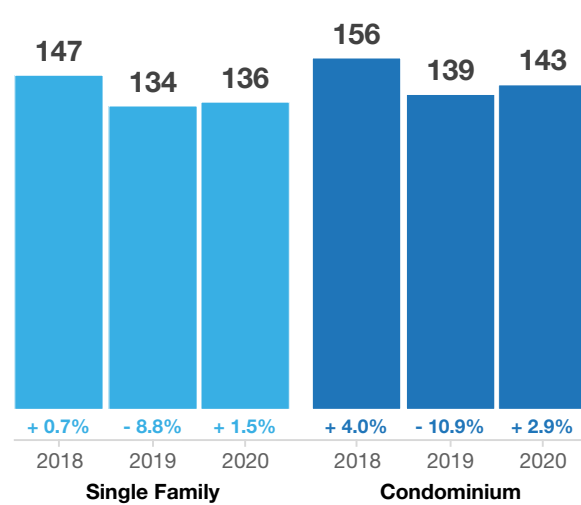
Average number of days between when a property is listed and when it closed in a given month.



November



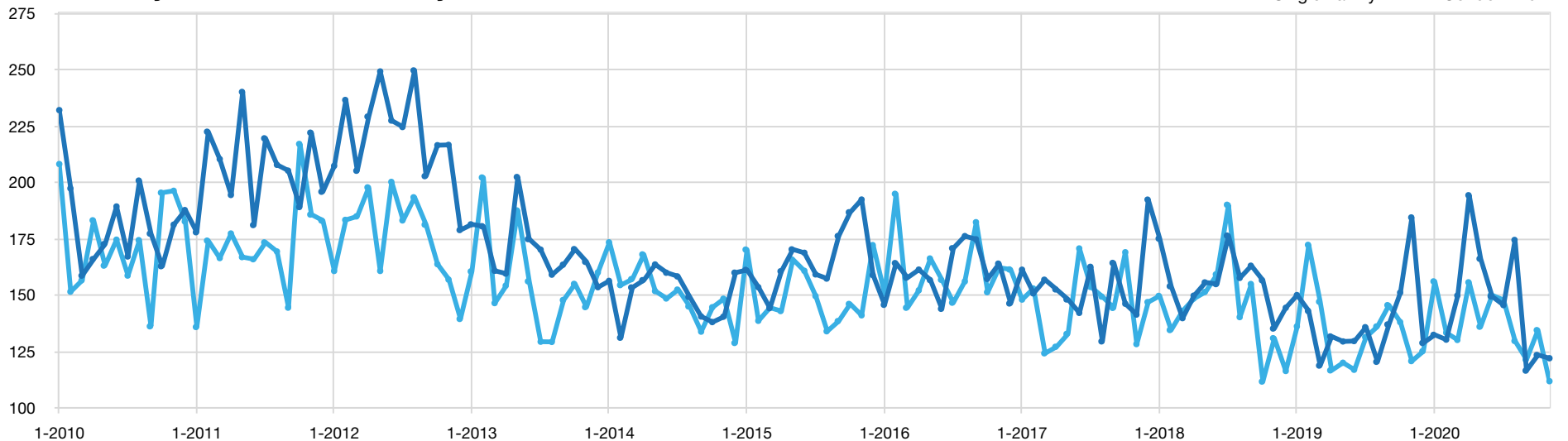
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2019	125	+ 7.8%	128	- 11.1%
Jan-2020	156	+ 14.7%	132	- 12.0%
Feb-2020	133	- 22.7%	130	- 9.1%
Mar-2020	130	- 11.6%	150	+ 27.1%
Apr-2020	155	+ 33.6%	194	+ 48.1%
May-2020	136	+ 13.3%	166	+ 28.7%
Jun-2020	150	+ 28.2%	149	+ 15.5%
Jul-2020	148	+ 13.0%	145	+ 7.4%
Aug-2020	129	- 5.1%	174	+ 45.0%
Sep-2020	121	- 16.6%	116	- 15.3%
Oct-2020	134	- 2.9%	123	- 18.5%
Nov-2020	111	- 7.5%	122	- 33.7%
12-Month Avg*	135	+ 1.5%	142	+ 1.7%

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

Historical Days on Market Until Sale by Month

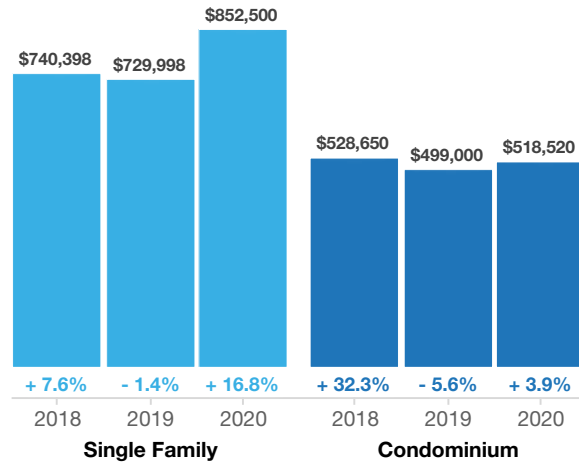


Median Sales Price

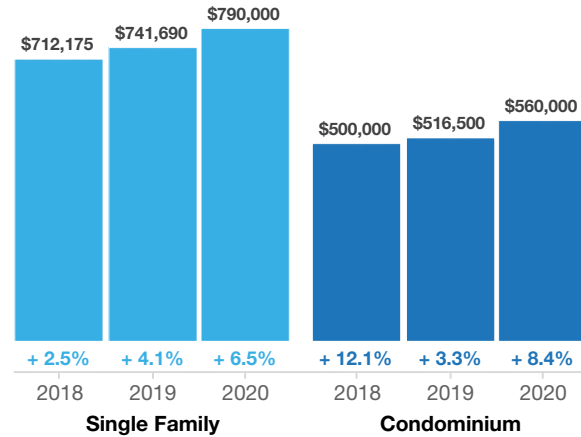
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



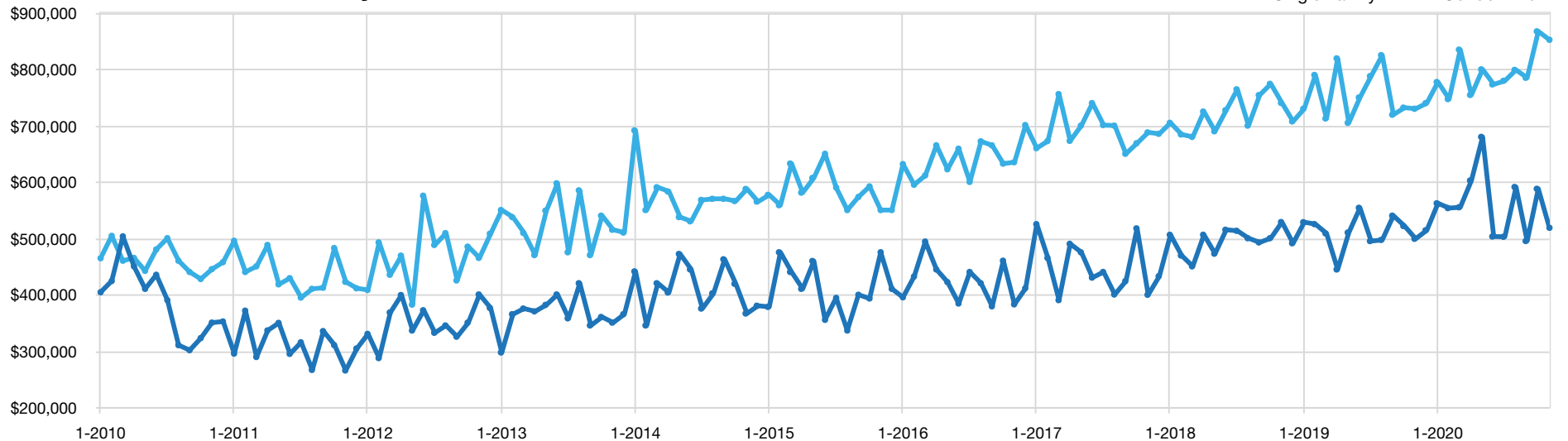
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2019	\$740,000	+ 4.6%	\$514,120	+ 4.7%
Jan-2020	\$777,500	+ 6.5%	\$562,000	+ 6.3%
Feb-2020	\$747,150	- 5.4%	\$553,500	+ 5.4%
Mar-2020	\$835,000	+ 17.2%	\$555,000	+ 9.1%
Apr-2020	\$754,523	- 7.9%	\$602,494	+ 35.6%
May-2020	\$800,000	+ 13.5%	\$680,000	+ 33.3%
Jun-2020	\$773,250	+ 3.1%	\$503,000	- 9.2%
Jul-2020	\$779,690	- 1.1%	\$502,530	+ 1.5%
Aug-2020	\$799,000	- 3.2%	\$591,000	+ 18.9%
Sep-2020	\$785,000	+ 9.1%	\$495,000	- 8.3%
Oct-2020	\$867,500	+ 18.5%	\$587,800	+ 12.7%
Nov-2020	\$852,500	+ 16.8%	\$518,520	+ 3.9%
12-Month Avg*	\$787,387	+ 6.4%	\$560,000	+ 8.7%

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

Historical Median Sales Price by Month

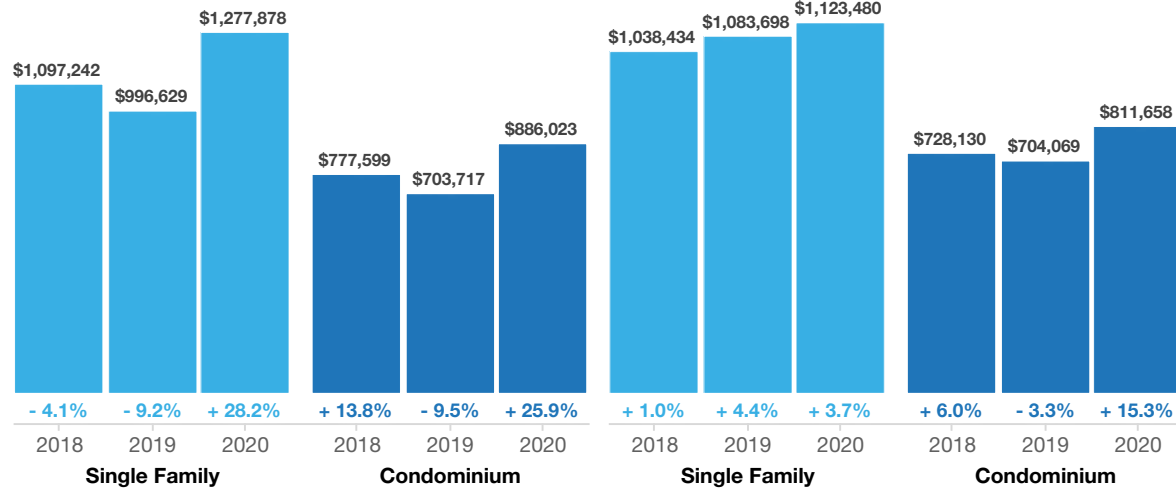


Average Sales Price

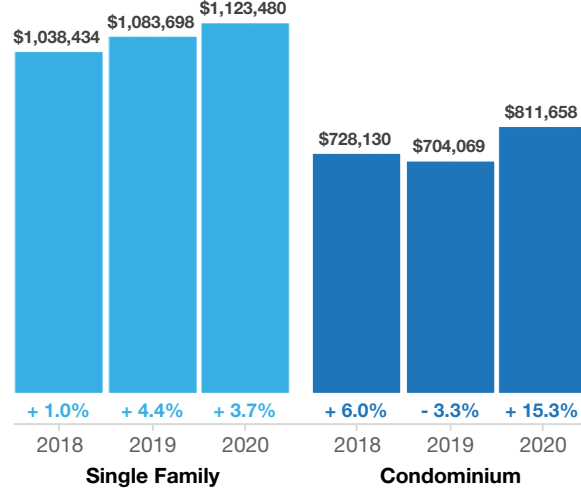
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



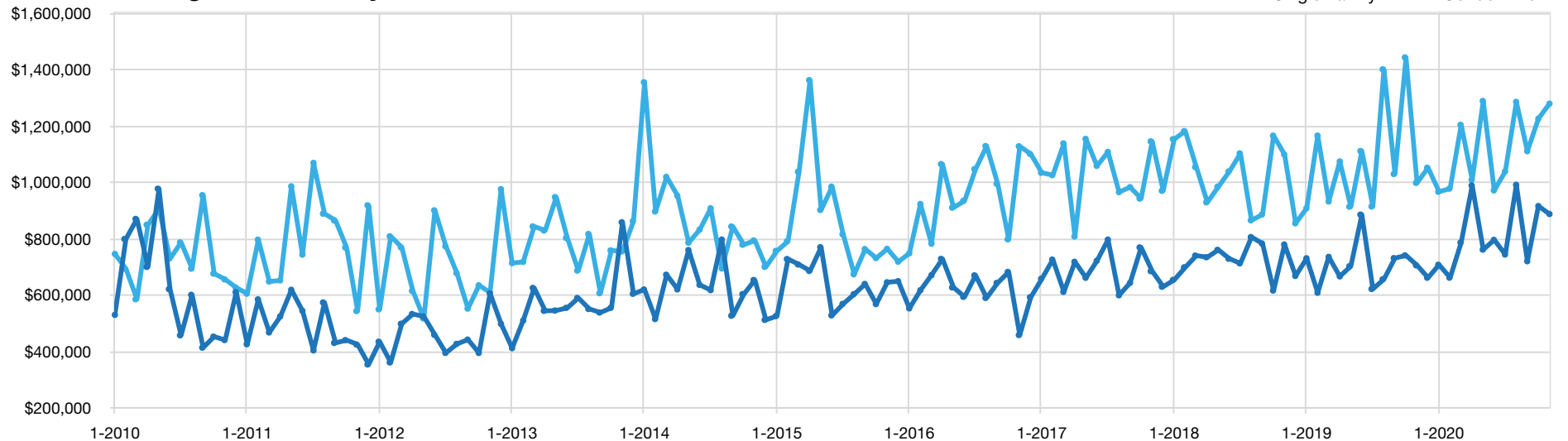
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2019	\$1,050,277	+ 23.1%	\$659,594	- 1.0%
Jan-2020	\$965,245	+ 6.5%	\$705,593	- 3.2%
Feb-2020	\$976,365	- 16.2%	\$659,731	+ 8.8%
Mar-2020	\$1,202,852	+ 29.3%	\$784,442	+ 6.9%
Apr-2020	\$1,007,386	- 6.1%	\$987,316	+ 48.6%
May-2020	\$1,287,678	+ 41.2%	\$759,440	+ 8.5%
Jun-2020	\$969,948	- 12.6%	\$794,081	- 10.2%
Jul-2020	\$1,037,229	+ 13.6%	\$742,111	+ 19.8%
Aug-2020	\$1,284,432	- 8.3%	\$989,748	+ 51.3%
Sep-2020	\$1,109,209	+ 7.9%	\$718,181	- 1.5%
Oct-2020	\$1,224,740	- 15.1%	\$914,173	+ 23.7%
Nov-2020	\$1,277,878	+ 28.2%	\$886,023	+ 25.9%
12-Month Avg*	\$1,116,692	+ 4.9%	\$796,934	+ 13.7%

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

Historical Average Sales Price by Month



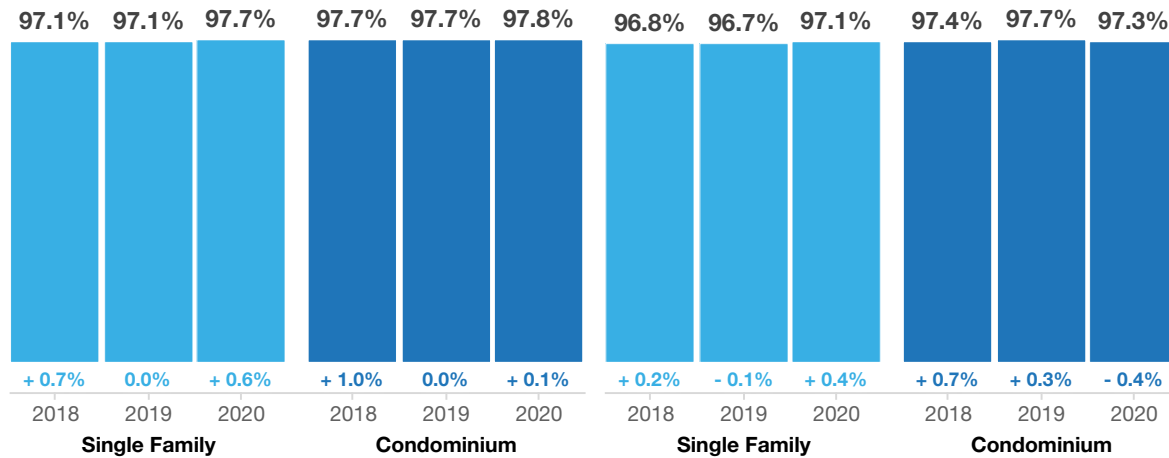
Percent of List Price Received

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



November

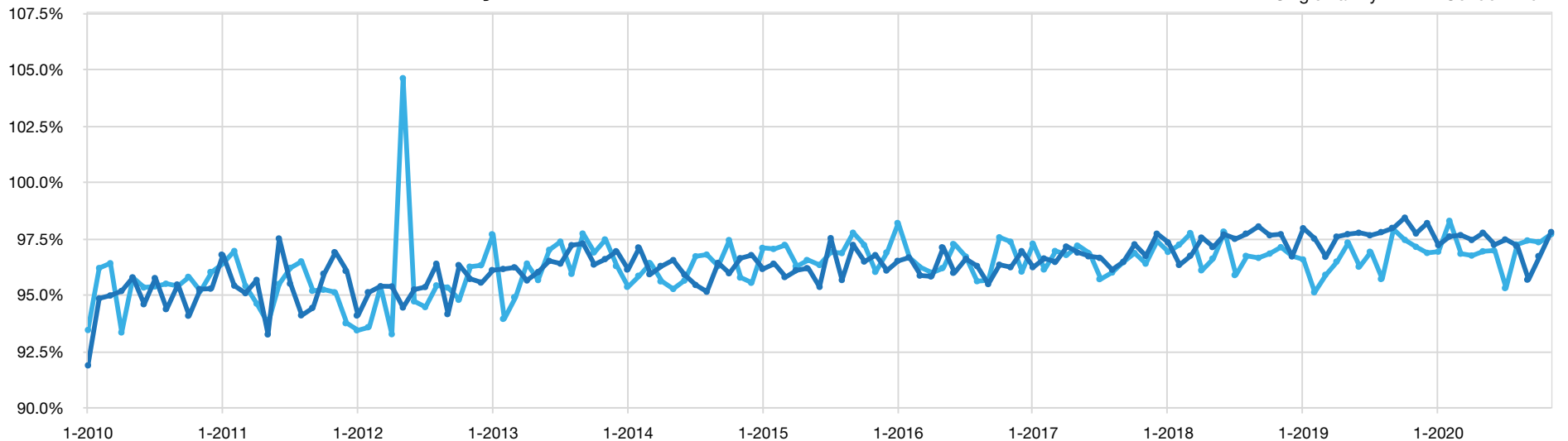
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2019	96.8%	+ 0.1%	98.2%	+ 1.6%
Jan-2020	96.9%	+ 0.3%	97.2%	- 0.7%
Feb-2020	98.3%	+ 3.4%	97.6%	+ 0.1%
Mar-2020	96.8%	+ 0.9%	97.6%	+ 0.9%
Apr-2020	96.7%	+ 0.2%	97.4%	- 0.2%
May-2020	96.9%	- 0.4%	97.7%	0.0%
Jun-2020	97.0%	+ 0.8%	97.2%	- 0.5%
Jul-2020	95.3%	- 1.7%	97.4%	- 0.2%
Aug-2020	97.2%	+ 1.6%	97.2%	- 0.6%
Sep-2020	97.4%	- 0.5%	95.7%	- 2.3%
Oct-2020	97.3%	- 0.1%	96.7%	- 1.7%
Nov-2020	97.7%	+ 0.6%	97.8%	+ 0.1%
12-Month Avg*	97.0%	+ 0.4%	97.4%	- 0.3%

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

Historical Percent of List Price Received by Month

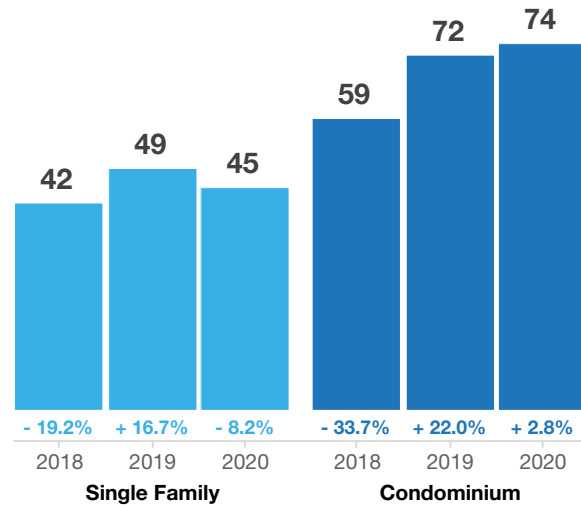


Housing Affordability Index

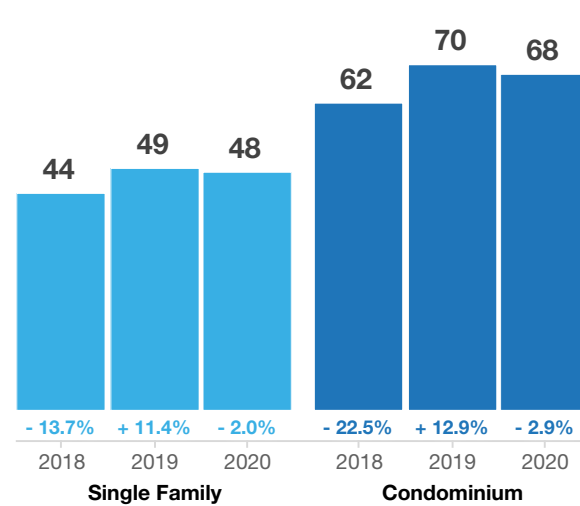
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

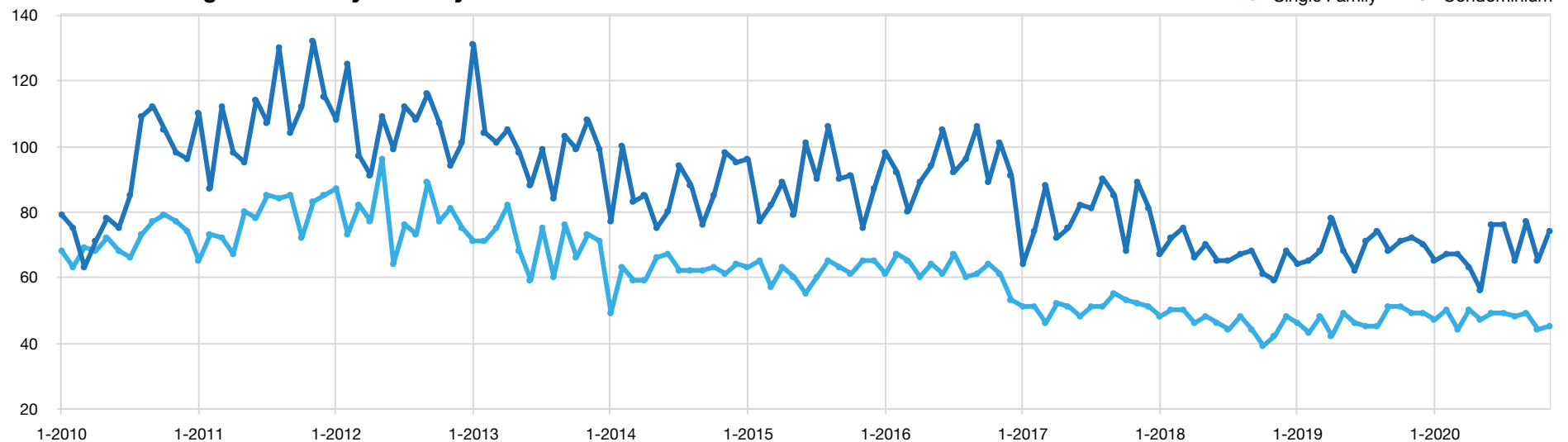


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2019	49	+ 2.1%	70	+ 2.9%
Jan-2020	47	+ 2.2%	65	+ 1.6%
Feb-2020	50	+ 16.3%	67	+ 3.1%
Mar-2020	44	- 8.3%	67	- 1.5%
Apr-2020	50	+ 19.0%	63	- 19.2%
May-2020	47	- 4.1%	56	- 17.6%
Jun-2020	49	+ 6.5%	76	+ 22.6%
Jul-2020	49	+ 8.9%	76	+ 7.0%
Aug-2020	48	+ 6.7%	65	- 12.2%
Sep-2020	49	- 3.9%	77	+ 13.2%
Oct-2020	44	- 13.7%	65	- 8.5%
Nov-2020	45	- 8.2%	74	+ 2.8%
12-Month Avg	48	+ 2.1%	68	- 1.4%

Historical Housing Affordability Index by Month

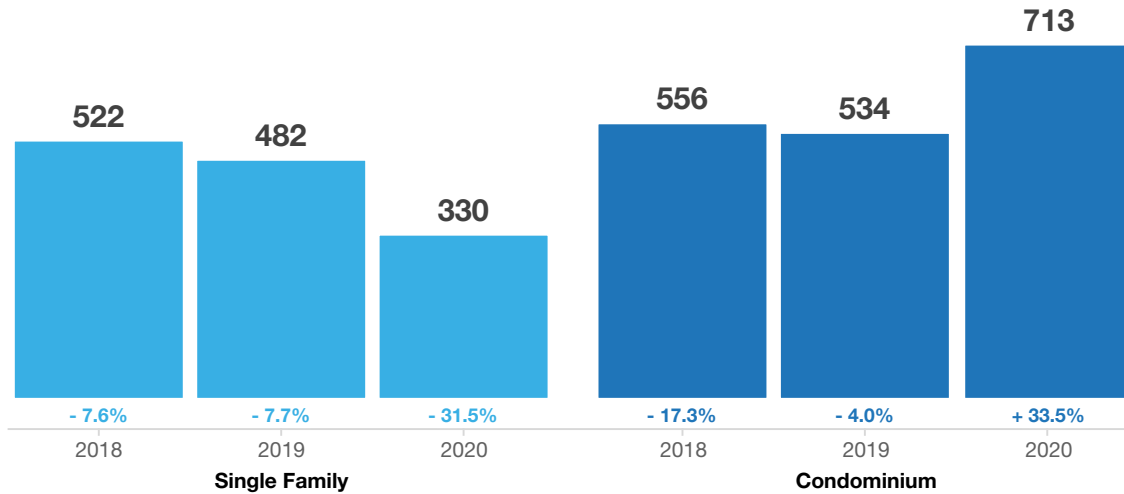


Inventory of Homes for Sale

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

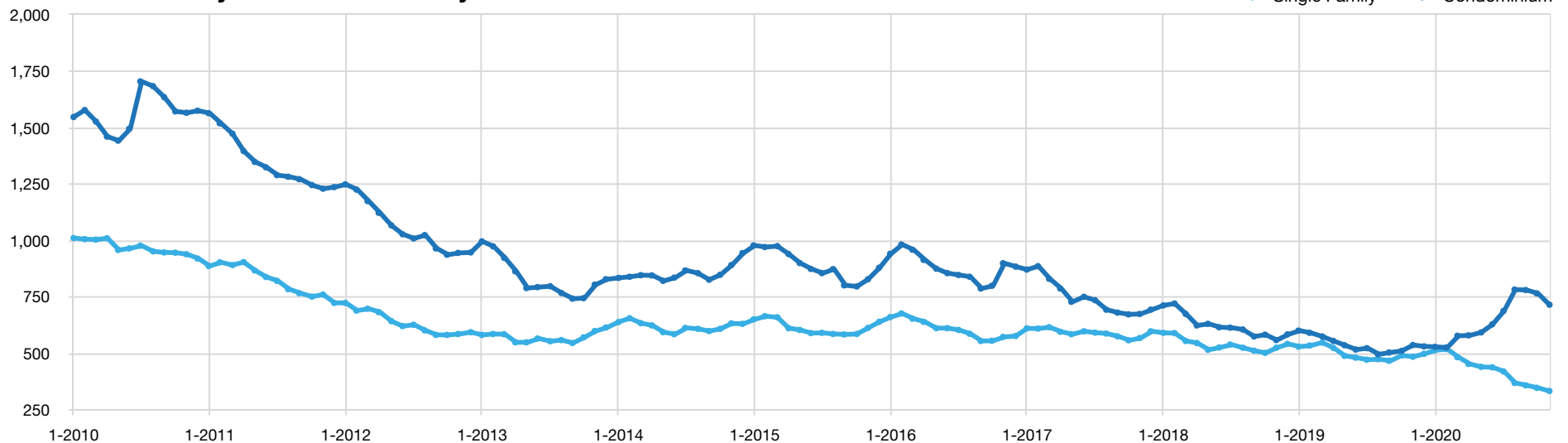


November



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2019	495	- 8.2%	528	- 9.1%
Jan-2020	511	- 3.0%	526	- 12.0%
Feb-2020	516	- 3.0%	523	- 11.1%
Mar-2020	480	- 11.9%	575	+ 0.5%
Apr-2020	450	- 13.6%	577	+ 4.5%
May-2020	437	- 10.1%	590	+ 10.7%
Jun-2020	435	- 9.0%	626	+ 21.8%
Jul-2020	417	- 11.1%	685	+ 31.7%
Aug-2020	366	- 22.3%	780	+ 58.2%
Sep-2020	355	- 23.5%	778	+ 55.3%
Oct-2020	344	- 29.5%	763	+ 50.2%
Nov-2020	330	- 31.5%	713	+ 33.5%
12-Month Avg	428	- 14.4%	639	+ 18.1%

Historical Inventory of Homes for Sale by Month

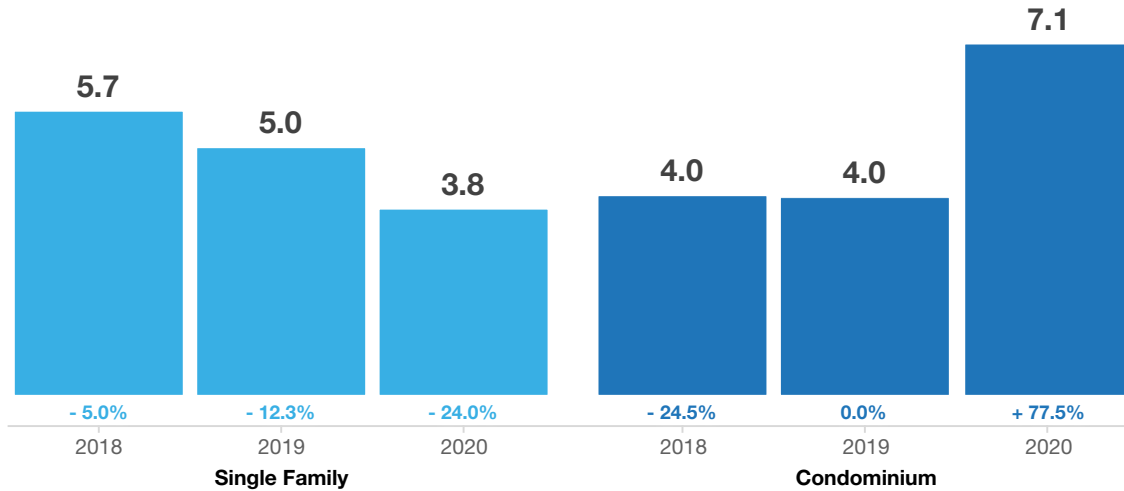


Months Supply of Inventory

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.



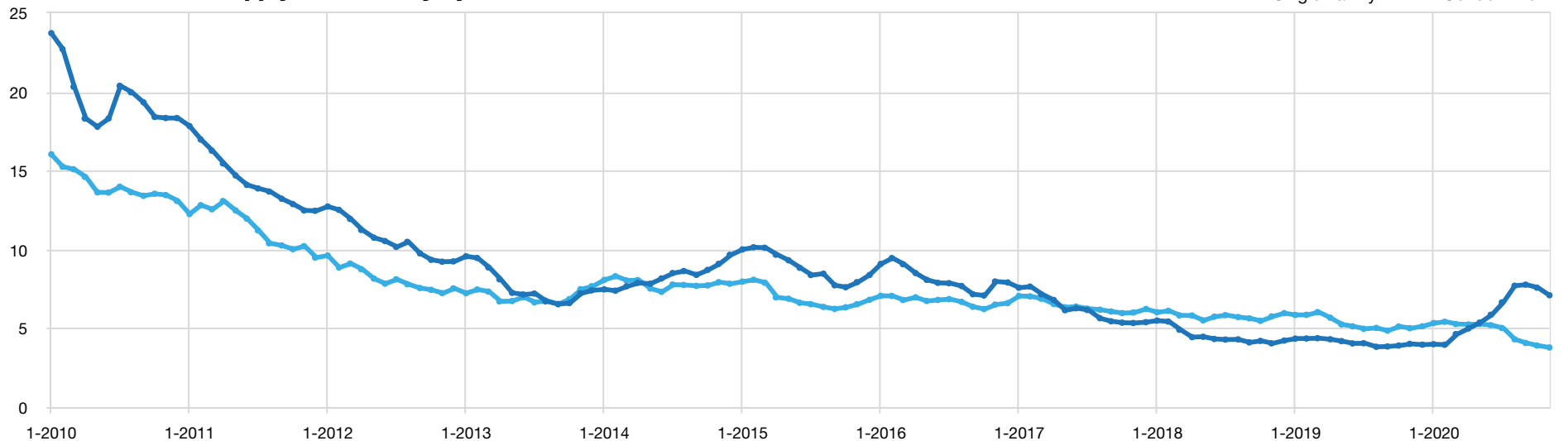
November



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2019	5.1	- 15.0%	4.0	- 4.8%
Jan-2020	5.3	- 8.6%	4.0	- 7.0%
Feb-2020	5.4	- 8.5%	4.0	- 9.1%
Mar-2020	5.3	- 11.7%	4.6	+ 4.5%
Apr-2020	5.2	- 8.8%	5.0	+ 16.3%
May-2020	5.3	+ 1.9%	5.4	+ 28.6%
Jun-2020	5.2	+ 2.0%	5.9	+ 47.5%
Jul-2020	5.0	0.0%	6.6	+ 65.0%
Aug-2020	4.3	- 14.0%	7.7	+ 102.6%
Sep-2020	4.1	- 16.3%	7.8	+ 105.3%
Oct-2020	3.9	- 23.5%	7.6	+ 94.9%
Nov-2020	3.8	- 24.0%	7.1	+ 77.5%
12-Month Avg*	4.8	- 10.4%	5.8	+ 40.6%

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

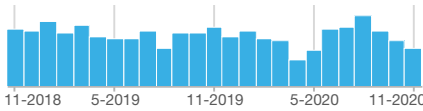
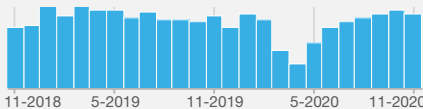
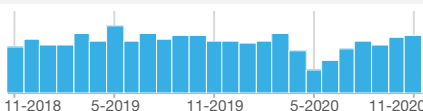
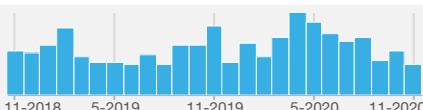


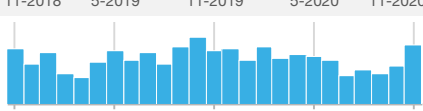
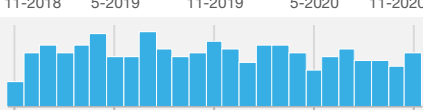
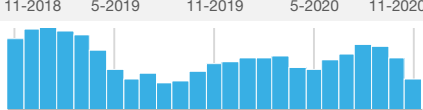
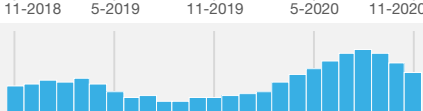
Historical Months Supply of Inventory by Month



All Properties Combined

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



Key Metrics	Historical Sparkbars	11-2019	11-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		366	267	- 27.0%	3,703	3,494	- 5.6%
Pending Sales		242	248	+ 2.5%	2,732	2,265	- 17.1%
Closed Sales		227	258	+ 13.7%	2,674	2,297	- 14.1%
Days on Market Until Sale		162	128	- 21.0%	139	145	+ 4.3%
Median Sales Price		\$626,000	\$701,000	+ 12.0%	\$633,000	\$700,000	+ 10.6%
Average Sales Price		\$790,325	\$1,026,256	+ 29.9%	\$864,805	\$934,786	+ 8.1%
Percent of List Price Received		97.4%	97.6%	+ 0.2%	97.1%	97.0%	- 0.1%
Housing Affordability Index		58	55	- 5.2%	57	55	- 3.5%
Inventory of Homes for Sale		1,355	1,302	- 3.9%	—	—	—
Months Supply of Inventory		5.5	6.3	+ 14.5%	—	—	—

Single Family Monthly Sales Volume

November 2020



Area Name	November 2020			October 2020			November 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	12	\$18,164,699	\$1,444,500	8	\$11,567,000	\$1,180,000	12	\$13,585,455	\$896,500
Hana	3	\$4,675,000	\$775,000	1	\$915,000	\$915,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	5	\$10,778,500	\$1,965,000	3	\$5,855,000	\$1,780,000	1	\$3,250,000	\$3,250,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	9	\$6,262,000	\$688,000	16	\$13,171,500	\$810,000	8	\$5,320,000	\$662,000
Kapalua	4	\$11,946,000	\$3,098,000	1	\$3,326,000	\$3,326,000	1	\$2,550,000	\$2,550,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	15	\$18,322,500	\$820,000	13	\$13,338,860	\$940,000	10	\$10,198,900	\$922,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	7	\$9,002,000	\$1,050,000	10	\$14,109,000	\$1,187,500	3	\$4,135,000	\$900,000
Lahaina	12	\$19,129,000	\$1,015,000	3	\$5,376,888	\$1,725,000	2	\$1,693,000	\$846,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	4	\$2,960,000	\$687,500	9	\$6,416,000	\$708,000	9	\$6,915,808	\$685,000
Maui Meadows	2	\$1,960,000	\$980,000	3	\$3,533,000	\$1,150,000	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$2,131,500	\$1,065,750	1	\$1,550,000	\$1,550,000	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,404,400	\$702,200	2	\$2,595,000	\$1,297,500	4	\$3,735,000	\$717,500
Spreckelsville/Paia/Kuau	2	\$2,289,500	\$1,144,750	3	\$2,080,000	\$850,000	2	\$5,250,000	\$2,625,000
Wailea/Makena	3	\$7,551,000	\$2,850,000	4	\$20,240,000	\$1,962,500	2	\$3,640,000	\$1,820,000
Wailuku	16	\$11,705,500	\$742,000	16	\$12,605,810	\$769,800	18	\$12,285,380	\$691,500
Lanai	1	\$485,000	\$485,000	0	--	--	0	--	--
Molokai	3	\$1,577,000	\$600,000	3	\$896,000	\$245,000	2	\$1,192,000	\$596,000
All MLS	102	\$130,343,599	\$852,500	96	\$117,575,058	\$867,500	74	\$73,750,543	\$729,998

Condominium Monthly Sales Volume

November 2020



Area Name	November 2020			October 2020			November 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	8	\$7,439,500	\$790,000	11	\$9,347,000	\$755,000	27	\$38,014,500	\$1,050,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	3	\$377,000	\$150,000	3	\$450,500	\$155,000	3	\$423,000	\$135,000
Kapalua	3	\$3,130,000	\$1,035,000	5	\$10,685,000	\$2,300,000	3	\$3,434,500	\$1,075,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	48	\$25,295,417	\$425,000	41	\$23,764,720	\$538,500	56	\$28,089,300	\$455,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	17	\$21,876,760	\$739,230	15	\$8,743,825	\$539,520	16	\$8,289,024	\$481,476
Maalaea	5	\$2,492,000	\$500,000	2	\$611,000	\$305,500	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	19	\$11,322,900	\$525,000	13	\$7,794,000	\$525,000	21	\$8,856,500	\$399,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$654,900	\$654,900	2	\$1,205,000	\$602,500	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	17	\$39,116,543	\$1,300,000	19	\$43,792,989	\$1,525,000	9	\$10,004,000	\$1,075,000
Wailuku	8	\$3,368,000	\$385,000	8	\$3,890,900	\$403,500	6	\$2,687,000	\$448,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$110,000	\$110,000	2	\$330,000	\$165,000	1	\$130,000	\$130,000
All MLS	130	\$115,183,020	\$518,520	121	\$110,614,934	\$587,800	142	\$99,927,824	\$499,000

Land Monthly Sales Volume

November 2020



Area Name	November 2020			October 2020			November 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$1,884,000	\$515,000	6	\$4,035,000	\$515,000	4	\$2,110,000	\$460,000
Hana	0	--	--	2	\$814,000	\$407,000	4	\$1,745,000	\$400,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	3	\$1,944,500	\$644,500	0	--	--	0	--	--
Kahakuloa	1	\$421,000	\$421,000	1	\$800,000	\$800,000	0	--	--
Kahului	1	\$380,000	\$380,000	1	\$280,000	\$280,000	0	--	--
Kapalua	1	\$825,000	\$825,000	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	2	\$1,230,000	\$615,000	0	--	--	1	\$900,000	\$900,000
Kipahulu	0	--	--	1	\$444,000	\$444,000	0	--	--
Kula/Ulupalakua/Kanaio	6	\$4,976,000	\$552,500	5	\$5,951,000	\$1,295,000	0	--	--
Lahaina	1	\$1,700,000	\$1,700,000	0	--	--	1	\$400,000	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$702,000	\$702,000	2	\$1,040,000	\$520,000	1	\$180,000	\$180,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	1	\$475,000	\$475,000	0	--	--	0	--	--
Pukalani	1	\$385,000	\$385,000	1	\$739,500	\$739,500	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	1	\$3,000,000	\$3,000,000	4	\$7,034,000	\$1,799,500	0	--	--
Wailuku	2	\$790,000	\$395,000	4	\$2,148,000	\$529,000	0	--	--
Lanai	0	--	--	0	--	--	0	--	--
Molokai	2	\$535,000	\$267,500	1	\$399,000	\$399,000	0	--	--
All MLS	26	\$19,247,500	\$517,500	28	\$23,684,500	\$630,000	11	\$5,335,000	\$400,000

Single Family Sales – Year to Date

November 2020 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-20 YTD Sales	Nov-19 YTD Sales	Unit Change	Percent Change	Nov-20 YTD Average	Nov-19 YTD Average	Dollar Change	Percent Change	Nov-20 YTD Median	Nov-19 YTD Median	Dollar Change	Percent Change	Nov-20 YTD Volume	Nov-19 YTD Volume	Dollar Change	Percent Change
Haiku	88	89	-1	-1.1%	\$1,162,507	\$1,005,588	+\$156,919	+15.6%	\$947,500	\$815,000	+\$132,500	+16.3%	\$102,300,634	\$89,497,343	+\$12,803,291	+14.3%
Hana	7	7	0	0.0%	\$1,140,429	\$1,112,382	+\$28,046	+2.5%	\$880,000	\$786,677	+\$93,323	+11.9%	\$7,983,000	\$7,786,677	+\$196,323	+2.5%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	24	23	+1	+4.3%	\$2,114,521	\$2,098,121	+\$16,400	+0.8%	\$1,932,500	\$1,599,000	+\$333,500	+20.9%	\$50,748,504	\$48,256,772	+\$2,491,732	+5.2%
Kahakuloa	0	1	-1	-100.0%	--	\$695,000	--	--	--	\$695,000	--	--	\$0	\$695,000	-\$695,000	-100.0%
Kahului	108	117	-9	-7.7%	\$704,465	\$673,005	+\$31,461	+4.7%	\$679,450	\$665,000	+\$14,450	+2.2%	\$76,082,270	\$78,741,550	-\$2,659,280	-3.4%
Kapalua	12	19	-7	-36.8%	\$4,157,667	\$2,555,475	+\$1,602,192	+62.7%	\$3,063,000	\$2,550,000	+\$513,000	+20.1%	\$49,892,000	\$48,554,020	+\$1,337,980	+2.8%
Kaupo	1	0	+1	--	\$230,500	--	--	--	\$230,500	--	--	--	\$230,500	\$0	+\$230,500	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	136	151	-15	-9.9%	\$1,078,155	\$978,887	+\$99,268	+10.1%	\$845,000	\$795,000	+\$50,000	+6.3%	\$146,629,113	\$147,811,973	-\$1,182,860	-0.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	71	67	+4	+6.0%	\$1,151,116	\$1,098,506	+\$52,610	+4.8%	\$1,000,000	\$1,020,000	-\$20,000	-2.0%	\$81,729,263	\$73,599,935	+\$8,129,328	+11.0%
Lahaina	43	56	-13	-23.2%	\$1,804,245	\$1,456,179	+\$348,067	+23.9%	\$1,310,000	\$844,500	+\$465,500	+55.1%	\$77,582,556	\$81,545,999	-\$3,963,443	-4.9%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	70	75	-5	-6.7%	\$800,261	\$850,258	-\$49,997	-5.9%	\$687,250	\$694,000	-\$6,750	-1.0%	\$56,018,300	\$63,769,385	-\$7,751,085	-12.2%
Maui Meadows	22	21	+1	+4.8%	\$1,343,309	\$1,371,667	-\$28,358	-2.1%	\$1,200,000	\$1,350,000	-\$150,000	-11.1%	\$29,552,800	\$28,805,000	+\$747,800	+2.6%
Nahiku	1	0	+1	--	\$795,000	--	--	--	\$795,000	--	--	--	\$795,000	\$0	+\$795,000	--
Napili/Kahana/Honokowai	23	30	-7	-23.3%	\$2,181,563	\$1,433,681	+\$747,882	+52.2%	\$1,083,750	\$955,000	+\$128,750	+13.5%	\$49,769,390	\$43,010,430	+\$6,758,960	+15.7%
Olowalu	1	0	+1	--	\$1,125,000	--	--	--	\$1,125,000	--	--	--	\$1,125,000	\$0	+\$1,125,000	--
Pukalani	42	57	-15	-26.3%	\$811,077	\$765,450	+\$45,627	+6.0%	\$774,450	\$705,000	+\$69,450	+9.9%	\$34,065,233	\$43,630,650	-\$9,565,417	-21.9%
Spreckelsville/Paia/Kuau	18	16	+2	+12.5%	\$962,439	\$1,891,195	-\$928,756	-49.1%	\$850,000	\$1,411,563	-\$561,563	-39.8%	\$17,323,900	\$30,259,125	-\$12,935,225	-42.7%
Wailea/Makena	31	32	-1	-3.1%	\$3,508,670	\$4,831,260	-\$1,322,590	-27.4%	\$2,650,000	\$2,500,000	+\$150,000	+6.0%	\$108,768,777	\$154,600,322	-\$45,831,545	-29.6%
Wailuku	211	224	-13	-5.8%	\$732,954	\$674,159	+\$58,795	+8.7%	\$727,665	\$674,000	+\$53,665	+8.0%	\$154,653,363	\$151,011,704	+\$3,641,659	+2.4%
Lanai	16	9	+7	+77.8%	\$693,156	\$560,889	+\$132,267	+23.6%	\$442,500	\$450,000	-\$7,500	-1.7%	\$11,090,500	\$5,048,000	+\$6,042,500	+119.7%
Molokai	25	29	-4	-13.8%	\$464,700	\$413,759	+\$50,941	+12.3%	\$475,000	\$330,000	+\$145,000	+43.9%	\$11,617,500	\$11,999,000	-\$381,500	-3.2%
All MLS	950	1,023	-73	-7.1%	\$1,123,480	\$1,083,698	+\$39,782	+3.7%	\$790,000	\$741,690	+\$48,310	+6.5%	\$1,067,957,603	\$1,108,622,885	-\$40,665,282	-3.7%

Total Condominium Sales – Year to Date

November 2020 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-20 YTD Sales	Nov-19 YTD Sales	Unit Change	Percent Change	Nov-20 YTD Average	Nov-19 YTD Average	Dollar Change	Percent Change	Nov-20 YTD Median	Nov-19 YTD Median	Dollar Change	Percent Change	Nov-20 YTD Volume	Nov-19 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	146	159	-13	-8.2%	\$1,360,346	\$1,225,584	+\$134,762	+11.0%	\$1,080,000	\$950,000	+\$130,000	+13.7%	\$198,610,531	\$194,867,916	+\$3,742,615	+1.9%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	33	29	+4	+13.8%	\$153,658	\$167,181	-\$13,523	-8.1%	\$140,000	\$135,000	+\$5,000	+3.7%	\$5,070,700	\$4,848,250	+\$222,450	+4.6%
Kapalua	27	55	-28	-50.9%	\$1,722,593	\$2,046,964	-\$324,371	-15.8%	\$1,095,000	\$1,050,000	+\$45,000	+4.3%	\$46,510,000	\$112,583,000	-\$66,073,000	-58.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	389	601	-212	-35.3%	\$583,802	\$525,261	+\$58,541	+11.1%	\$480,000	\$450,000	+\$30,000	+6.7%	\$227,099,142	\$315,682,112	-\$88,582,970	-28.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	140	105	+35	+33.3%	\$747,303	\$554,013	+\$193,289	+34.9%	\$607,514	\$552,500	+\$55,014	+10.0%	\$104,622,372	\$58,171,392	+\$46,450,980	+79.9%
Maalaea	44	28	+16	+57.1%	\$458,010	\$478,411	-\$20,400	-4.3%	\$444,500	\$486,500	-\$42,000	-8.6%	\$20,152,450	\$13,395,500	+\$6,756,950	+50.4%
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	167	240	-73	-30.4%	\$533,345	\$456,749	+\$76,597	+16.8%	\$499,000	\$453,750	+\$45,250	+10.0%	\$89,068,697	\$109,619,679	-\$20,550,982	-18.7%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	8	6	+2	+33.3%	\$680,238	\$630,833	+\$49,404	+7.8%	\$644,950	\$620,000	+\$24,950	+4.0%	\$5,441,900	\$3,785,000	+\$1,656,900	+43.8%
Spreckelsville/Paia/Kuau	2	3	-1	-33.3%	\$461,500	\$413,667	+\$47,833	+11.6%	\$461,500	\$370,000	+\$91,500	+24.7%	\$923,000	\$1,241,000	-\$318,000	-25.6%
Wailea/Makena	107	122	-15	-12.3%	\$1,939,445	\$1,442,783	+\$496,662	+34.4%	\$1,300,000	\$1,212,500	+\$87,500	+7.2%	\$207,520,613	\$176,019,501	+\$31,501,112	+17.9%
Wailuku	81	118	-37	-31.4%	\$426,999	\$426,039	+\$959	+0.2%	\$395,000	\$416,500	-\$21,500	-5.2%	\$34,586,898	\$50,272,645	-\$15,685,747	-31.2%
Lanai	3	3	0	0.0%	\$1,136,000	\$691,000	+\$445,000	+64.4%	\$850,000	\$193,000	+\$657,000	+340.4%	\$3,408,000	\$2,073,000	+\$1,335,000	+64.4%
Molokai	19	15	+4	+26.7%	\$177,816	\$151,977	+\$25,839	+17.0%	\$170,000	\$135,000	+\$35,000	+25.9%	\$3,378,500	\$2,279,655	+\$1,098,845	+48.2%
All MLS	1,166	1,484	-318	-21.4%	\$811,658	\$704,069	+\$107,588	+15.3%	\$560,000	\$516,500	+\$43,500	+8.4%	\$946,392,803	\$1,044,838,650	-\$98,445,847	-9.4%

Fee Simple Condominium Sales – Year to Date

November 2020 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-20 YTD Sales	Nov-19 YTD Sales	Unit Change	Percent Change	Nov-20 YTD Average	Nov-19 YTD Average	Dollar Change	Percent Change	Nov-20 YTD Median	Nov-19 YTD Median	Dollar Change	Percent Change	Nov-20 YTD Volume	Nov-19 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	130	146	-16	-11.0%	\$1,470,427	\$1,298,592	+\$171,835	+13.2%	\$1,250,000	\$1,000,000	+\$250,000	+25.0%	\$191,155,531	\$189,594,416	+\$1,561,115	+0.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	33	29	+4	+13.8%	\$153,658	\$167,181	-\$13,523	-8.1%	\$140,000	\$135,000	+\$5,000	+3.7%	\$5,070,700	\$4,848,250	+\$222,450	+4.6%
Kapalua	27	55	-28	-50.9%	\$1,722,593	\$2,046,964	-\$324,371	-15.8%	\$1,095,000	\$1,050,000	+\$45,000	+4.3%	\$46,510,000	\$112,583,000	-\$66,073,000	-58.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	381	595	-214	-36.0%	\$588,672	\$526,120	+\$62,553	+11.9%	\$480,000	\$450,000	+\$30,000	+6.7%	\$224,284,142	\$313,041,212	-\$88,757,070	-28.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	135	103	+32	+31.1%	\$766,618	\$560,771	+\$205,847	+36.7%	\$646,700	\$557,000	+\$89,700	+16.1%	\$103,493,372	\$57,759,392	+\$45,733,980	+79.2%
Maalaea	24	17	+7	+41.2%	\$547,019	\$513,853	+\$33,166	+6.5%	\$525,000	\$532,000	-\$7,000	-1.3%	\$13,128,450	\$8,735,500	+\$4,392,950	+50.3%
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	136	210	-74	-35.2%	\$588,120	\$495,200	+\$92,920	+18.8%	\$525,000	\$475,000	+\$50,000	+10.5%	\$79,984,322	\$103,992,030	-\$24,007,708	-23.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	8	6	+2	+33.3%	\$680,238	\$630,833	+\$49,404	+7.8%	\$644,950	\$620,000	+\$24,950	+4.0%	\$5,441,900	\$3,785,000	+\$1,656,900	+43.8%
Spreckelsville/Paia/Kuau	2	3	-1	-33.3%	\$461,500	\$413,667	+\$47,833	+11.6%	\$461,500	\$370,000	+\$91,500	+24.7%	\$923,000	\$1,241,000	-\$318,000	-25.6%
Wailea/Makena	107	122	-15	-12.3%	\$1,939,445	\$1,442,783	+\$496,662	+34.4%	\$1,300,000	\$1,212,500	+\$87,500	+7.2%	\$207,520,613	\$176,019,501	+\$31,501,112	+17.9%
Wailuku	81	118	-37	-31.4%	\$426,999	\$426,039	+\$959	+0.2%	\$395,000	\$416,500	-\$21,500	-5.2%	\$34,586,898	\$50,272,645	-\$15,685,747	-31.2%
Lanai	3	3	0	0.0%	\$1,136,000	\$691,000	+\$445,000	+64.4%	\$850,000	\$193,000	+\$657,000	+340.4%	\$3,408,000	\$2,073,000	+\$1,335,000	+64.4%
Molokai	17	14	+3	+21.4%	\$189,029	\$158,075	+\$30,954	+19.6%	\$190,000	\$142,500	+\$47,500	+33.3%	\$3,213,500	\$2,213,055	+\$1,000,445	+45.2%
All MLS	1,084	1,421	-337	-23.7%	\$847,528	\$722,138	+\$125,390	+17.4%	\$585,000	\$525,000	+\$60,000	+11.4%	\$918,720,428	\$1,026,158,001	-\$107,437,573	-10.5%

Leasehold Condominium Sales – Year to Date

November 2020 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-20 YTD Sales	Nov-19 YTD Sales	Unit Change	Percent Change	Nov-20 YTD Average	Nov-19 YTD Average	Dollar Change	Percent Change	Nov-20 YTD Median	Nov-19 YTD Median	Dollar Change	Percent Change	Nov-20 YTD Volume	Nov-19 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	16	13	+3	+23.1%	\$465,938	\$405,654	+\$60,284	+14.9%	\$407,500	\$340,000	+\$67,500	+19.9%	\$7,455,000	\$5,273,500	+\$2,181,500	+41.4%
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	8	6	+2	+33.3%	\$351,875	\$440,150	-\$88,275	-20.1%	\$285,500	\$480,950	-\$195,450	-40.6%	\$2,815,000	\$2,640,900	+\$174,100	+6.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	5	2	+3	+150.0%	\$225,800	\$206,000	+\$19,800	+9.6%	\$220,000	\$206,000	+\$14,000	+6.8%	\$1,129,000	\$412,000	+\$717,000	+174.0%
Maalaea	20	11	+9	+81.8%	\$351,200	\$423,636	-\$72,436	-17.1%	\$313,750	\$463,000	-\$149,250	-32.2%	\$7,024,000	\$4,660,000	+\$2,364,000	+50.7%
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	31	30	+1	+3.3%	\$293,044	\$187,588	+\$105,456	+56.2%	\$165,000	\$143,500	+\$21,500	+15.0%	\$9,084,375	\$5,627,649	+\$3,456,726	+61.4%
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	2	1	+1	+100.0%	\$82,500	\$66,600	+\$15,900	+23.9%	\$82,500	\$66,600	+\$15,900	+23.9%	\$165,000	\$66,600	+\$98,400	+147.7%
All MLS	82	63	+19	+30.2%	\$337,468	\$296,518	+\$40,950	+13.8%	\$294,000	\$255,000	+\$39,000	+15.3%	\$27,672,375	\$18,680,649	+\$8,991,726	+48.1%

Land Sales – Year to Date

November 2020 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-20 YTD Sales	Nov-19 YTD Sales	Unit Change	Percent Change	Nov-20 YTD Average	Nov-19 YTD Average	Dollar Change	Percent Change	Nov-20 YTD Median	Nov-19 YTD Median	Dollar Change	Percent Change	Nov-20 YTD Volume	Nov-19 YTD Volume	Dollar Change	Percent Change
Haiku	44	36	+8	+22.2%	\$599,479	\$469,997	+\$129,483	+27.5%	\$463,750	\$458,000	+\$5,750	+1.3%	\$26,377,087	\$16,919,875	+\$9,457,212	+55.9%
Hana	8	11	-3	-27.3%	\$846,625	\$637,455	+\$209,170	+32.8%	\$587,000	\$610,000	-\$23,000	-3.8%	\$6,773,000	\$7,012,000	-\$239,000	-3.4%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	8	9	-1	-11.1%	\$527,884	\$702,500	-\$174,616	-24.9%	\$451,788	\$695,000	-\$243,213	-35.0%	\$4,223,075	\$6,322,500	-\$2,099,425	-33.2%
Kahakuloa	6	1	+5	+500.0%	\$493,500	\$360,000	+\$133,500	+37.1%	\$433,750	\$360,000	+\$73,750	+20.5%	\$2,961,000	\$360,000	+\$2,601,000	+722.5%
Kahului	3	0	+3	--	\$295,000	--	--	--	\$280,000	--	--	--	\$885,000	\$0	+\$885,000	--
Kapalua	7	2	+5	+250.0%	\$1,853,571	\$1,575,000	+\$278,571	+17.7%	\$825,000	\$1,575,000	-\$750,000	-47.6%	\$12,975,000	\$3,150,000	+\$9,825,000	+311.9%
Kaupo	0	1	-1	-100.0%	--	\$275,000	--	--	--	\$275,000	--	--	\$0	\$275,000	-\$275,000	-100.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	5	8	-3	-37.5%	\$560,000	\$772,338	-\$212,338	-27.5%	\$475,000	\$693,350	-\$218,350	-31.5%	\$2,800,000	\$6,178,700	-\$3,378,700	-54.7%
Kipahulu	1	0	+1	--	\$444,000	--	--	--	\$444,000	--	--	--	\$444,000	\$0	+\$444,000	--
Kula/Ulupalakua/Kanaio	40	23	+17	+73.9%	\$886,596	\$627,326	+\$259,270	+41.3%	\$561,000	\$420,000	+\$141,000	+33.6%	\$35,463,850	\$14,428,500	+\$21,035,350	+145.8%
Lahaina	4	9	-5	-55.6%	\$1,282,375	\$1,420,188	-\$137,813	-9.7%	\$1,527,250	\$1,693,750	-\$166,500	-9.8%	\$5,129,500	\$11,761,500	-\$6,632,000	-56.4%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	8	8	0	0.0%	\$603,125	\$535,375	+\$67,750	+12.7%	\$495,000	\$442,500	+\$52,500	+11.9%	\$4,825,000	\$4,283,000	+\$542,000	+12.7%
Maui Meadows	1	2	-1	-50.0%	\$455,000	\$470,500	-\$15,500	-3.3%	\$455,000	\$470,500	-\$15,500	-3.3%	\$455,000	\$941,000	-\$486,000	-51.6%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Olowalu	1	2	-1	-50.0%	\$475,000	\$500,000	-\$25,000	-5.0%	\$475,000	\$500,000	-\$25,000	-5.0%	\$475,000	\$1,000,000	-\$525,000	-52.5%
Pukalani	6	7	-1	-14.3%	\$454,917	\$462,071	-\$7,155	-1.5%	\$397,500	\$387,000	+\$10,500	+2.7%	\$2,729,500	\$3,234,500	-\$505,000	-15.6%
Spreckelsville/Paia/Kuau	2	1	+1	+100.0%	\$2,275,000	\$1,600,000	+\$675,000	+42.2%	\$2,275,000	\$1,600,000	+\$675,000	+42.2%	\$4,550,000	\$1,600,000	+\$2,950,000	+184.4%
Wailea/Makena	8	19	-11	-57.9%	\$1,634,857	\$3,593,237	-\$1,958,380	-54.5%	\$799,000	\$1,298,000	-\$499,000	-38.4%	\$11,944,000	\$68,271,500	-\$56,327,500	-82.5%
Wailuku	19	21	-2	-9.5%	\$441,000	\$504,567	-\$63,567	-12.6%	\$375,000	\$507,500	-\$132,500	-26.1%	\$8,379,000	\$10,091,330	-\$1,712,330	-17.0%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	10	7	+3	+42.9%	\$186,850	\$167,167	+\$19,683	+11.8%	\$117,500	\$165,250	-\$47,750	-28.9%	\$1,868,500	\$1,113,000	+\$755,500	+67.9%
All MLS	181	167	+14	+8.4%	\$737,542	\$953,856	-\$216,314	-22.7%	\$475,000	\$500,000	-\$25,000	-5.0%	\$133,257,512	\$156,942,405	-\$23,684,893	-15.1%