

Monthly Indicators



September 2019

With the kids back in school and the weather cooling, the housing market begins its annual cooldown as well. Nationally, buyer and seller activity remained strong, buoyed by low mortgage rates and a strong economy. The market fundamentals suggest no significant changes from recent trends, other than the seasonally tempered pace we see this time of year. As we move into the final three months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes.

New Listings increased 8.3 percent for Single Family homes and 28.7 percent for Condominium homes. Pending Sales increased 25.8 percent for Single Family homes and 10.7 percent for Condominium homes. Inventory decreased 13.0 percent for Single Family homes and 18.5 percent for Condominium homes.

Median Sales Price decreased 4.6 percent to \$719,718 for Single Family homes but increased 9.6 percent to \$540,000 for Condominium homes. Days on Market decreased 5.8 percent for Single Family homes and 16.6 percent for Condominium homes. Months Supply of Inventory decreased 17.9 percent for Single Family homes and 11.9 percent for Condominium homes.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Quick Facts

+ 16.8%

Change in Number of
Closed Sales
All Properties

+ 15.0%

Change in Number of
Median Sales Price
All Properties

- 12.9%

Change in Number of
Homes for Sale
All Properties


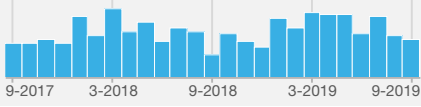

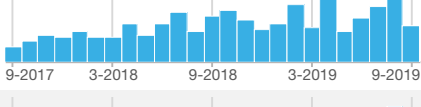
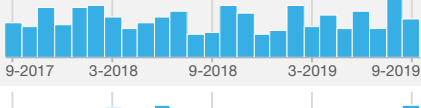
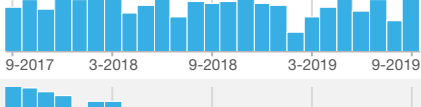
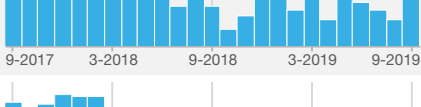
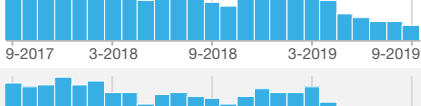
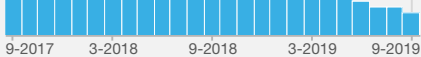
This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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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.


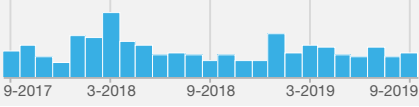


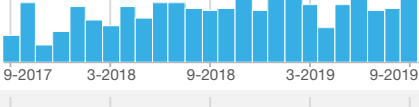

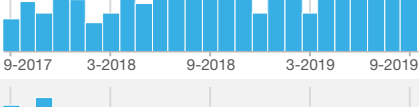
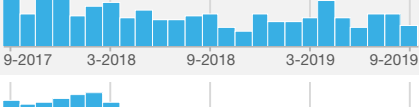
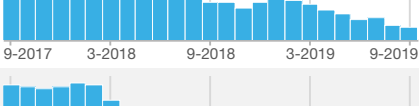



Key Metrics	Historical Sparkbars	9-2018	9-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		108	117	+ 8.3%	1,144	1,181	+ 3.2%
Pending Sales		66	83	+ 25.8%	841	901	+ 7.1%
Closed Sales		80	118	+ 47.5%	880	844	- 4.1%
Days on Market Until Sale		155	146	- 5.8%	153	135	- 11.8%
Median Sales Price		\$754,248	\$719,718	- 4.6%	\$700,000	\$745,845	+ 6.5%
Average Sales Price		\$884,347	\$1,031,334	+ 16.6%	\$1,020,758	\$1,047,655	+ 2.6%
Percent of List Price Received		96.6%	97.9%	+ 1.3%	96.8%	96.5%	- 0.3%
Housing Affordability Index		44	47	+ 6.8%	48	45	- 6.3%
Inventory of Homes for Sale		507	441	- 13.0%	—	—	—
Months Supply of Inventory		5.6	4.6	- 17.9%	—	—	—

Condominium Market Overview

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



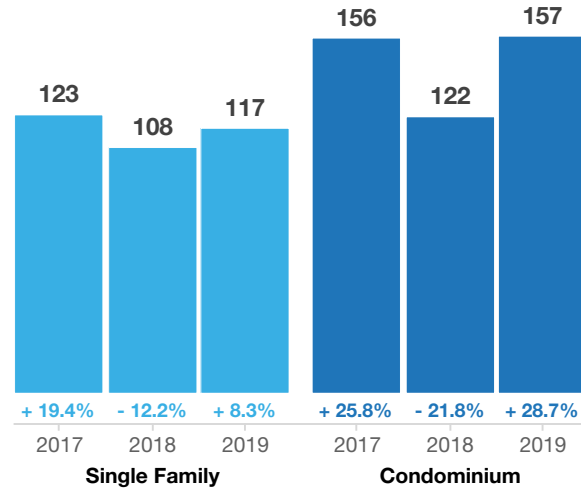
Key Metrics	Historical Sparkbars	9-2018	9-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		122	157	+ 28.7%	1,460	1,395	- 4.5%
Pending Sales		112	124	+ 10.7%	1,266	1,164	- 8.1%
Closed Sales		123	119	- 3.3%	1,281	1,208	- 5.7%
Days on Market Until Sale		163	136	- 16.6%	158	132	- 16.5%
Median Sales Price		\$492,500	\$540,000	+ 9.6%	\$496,000	\$518,000	+ 4.4%
Average Sales Price		\$781,151	\$730,917	- 6.4%	\$735,422	\$700,450	- 4.8%
Percent of List Price Received		98.0%	97.9%	- 0.1%	97.3%	97.6%	+ 0.3%
Housing Affordability Index		68	62	- 8.8%	68	65	- 4.4%
Inventory of Homes for Sale		567	462	- 18.5%	—	—	—
Months Supply of Inventory		4.2	3.7	- 11.9%	—	—	—

New Listings

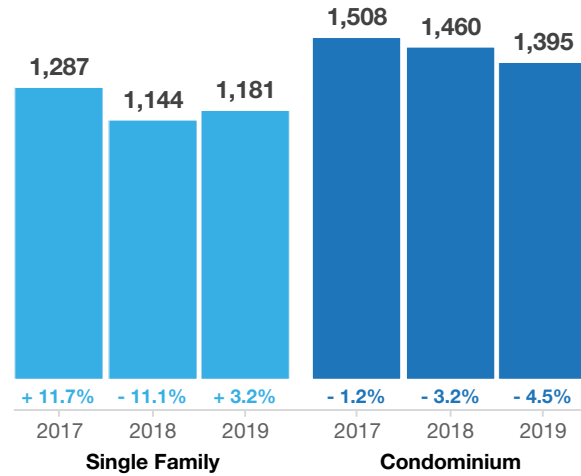
A count of the properties that have been newly listed on the market in a given month.



September

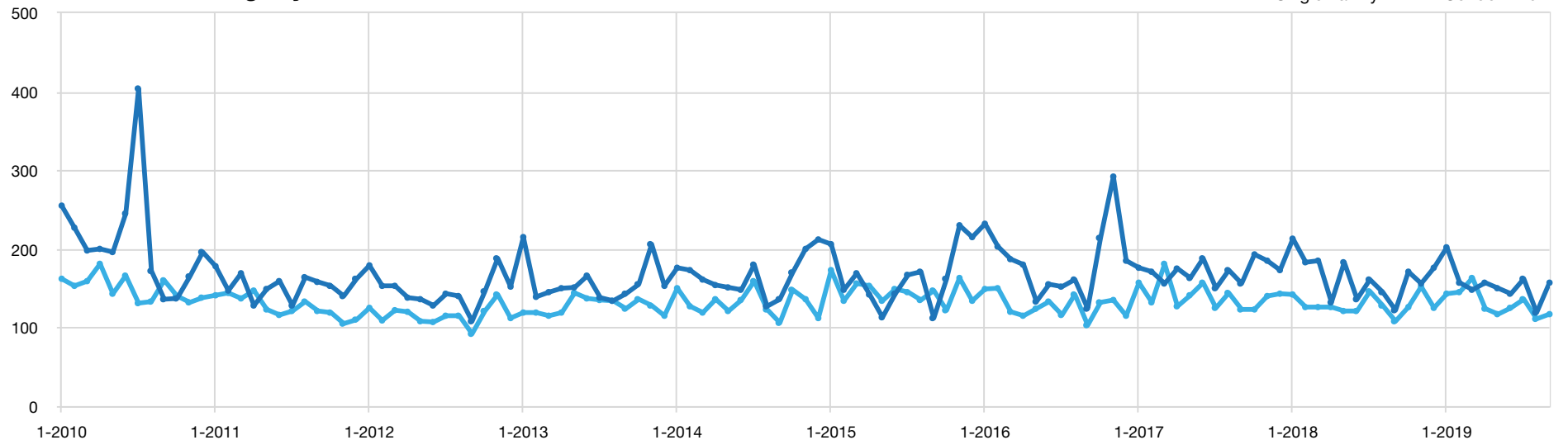


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2018	126	+ 2.4%	171	- 11.4%
Nov-2018	152	+ 8.6%	156	- 15.7%
Dec-2018	125	- 12.6%	176	+ 1.7%
Jan-2019	143	+ 0.7%	202	- 5.2%
Feb-2019	145	+ 15.1%	157	- 14.2%
Mar-2019	163	+ 29.4%	148	- 20.0%
Apr-2019	124	- 1.6%	157	+ 18.9%
May-2019	117	- 3.3%	150	- 18.0%
Jun-2019	125	+ 3.3%	143	+ 5.1%
Jul-2019	136	- 6.8%	162	+ 0.6%
Aug-2019	111	- 13.3%	119	- 17.9%
Sep-2019	117	+ 8.3%	157	+ 28.7%
12-Month Avg	132	+ 2.3%	158	- 6.0%

Historical New Listings by Month

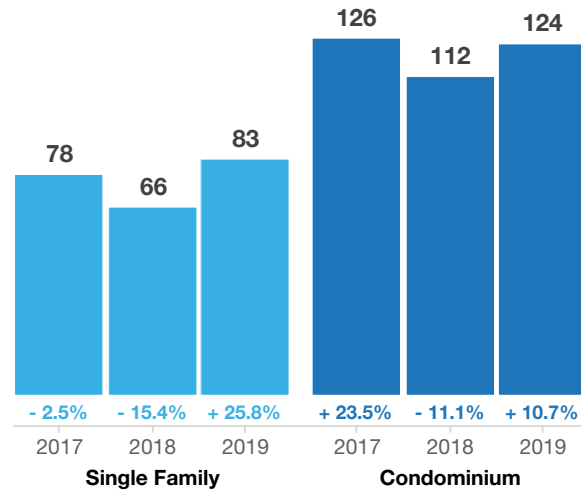


Pending Sales

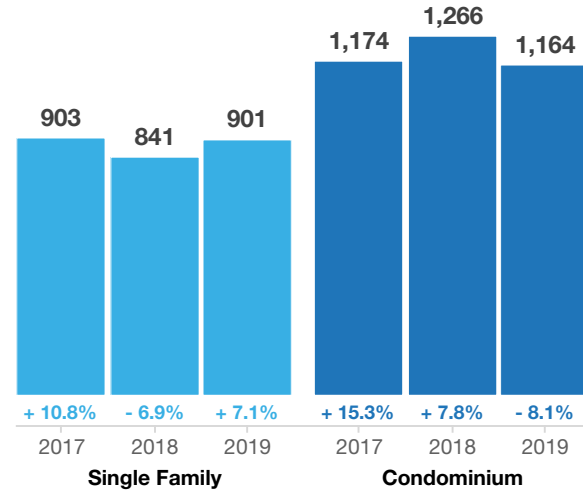
A count of the properties on which offers have been accepted in a given month.



September

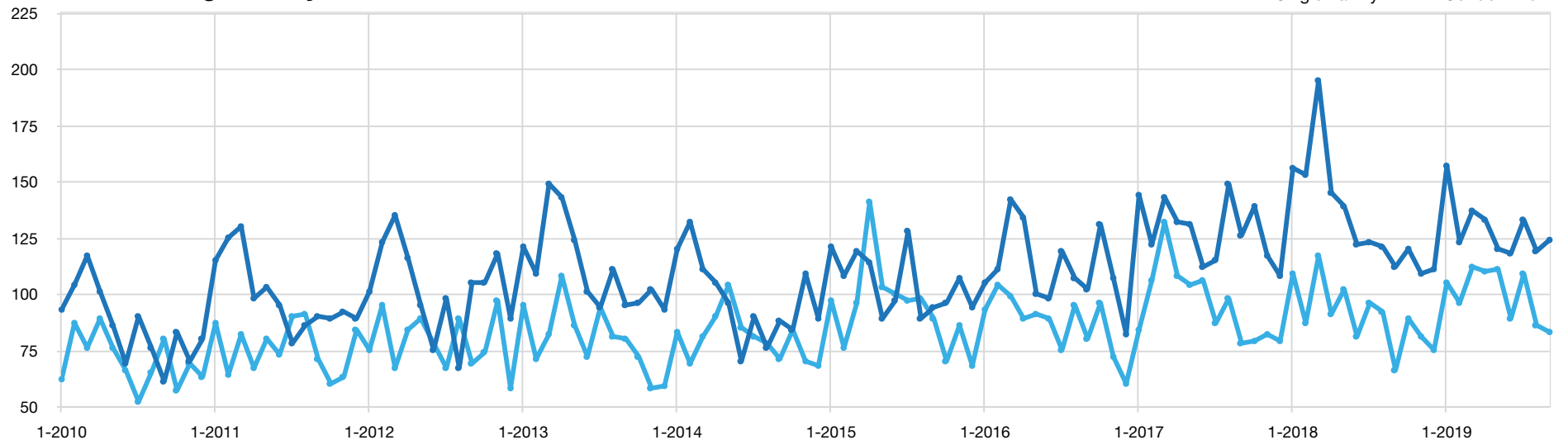


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2018	89	+ 12.7%	120	- 13.7%
Nov-2018	81	- 1.2%	109	- 6.8%
Dec-2018	75	- 5.1%	111	+ 2.8%
Jan-2019	105	- 3.7%	157	+ 0.6%
Feb-2019	96	+ 10.3%	123	- 19.6%
Mar-2019	112	- 4.3%	137	- 29.7%
Apr-2019	110	+ 20.9%	133	- 8.3%
May-2019	111	+ 8.8%	120	- 13.7%
Jun-2019	89	+ 9.9%	118	- 3.3%
Jul-2019	109	+ 13.5%	133	+ 8.1%
Aug-2019	86	- 6.5%	119	- 1.7%
Sep-2019	83	+ 25.8%	124	+ 10.7%
12-Month Avg	96	+ 6.7%	125	- 8.1%

Historical Pending Sales by Month

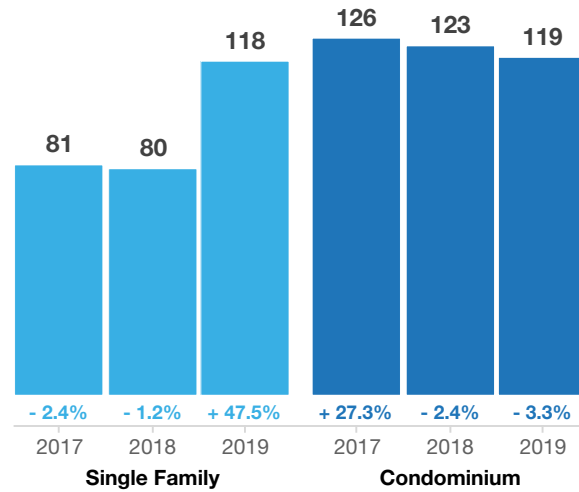


Closed Sales

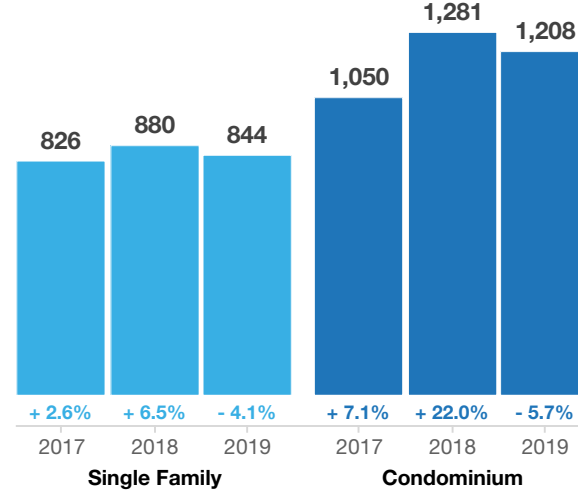
A count of the actual sales that closed in a given month.



September

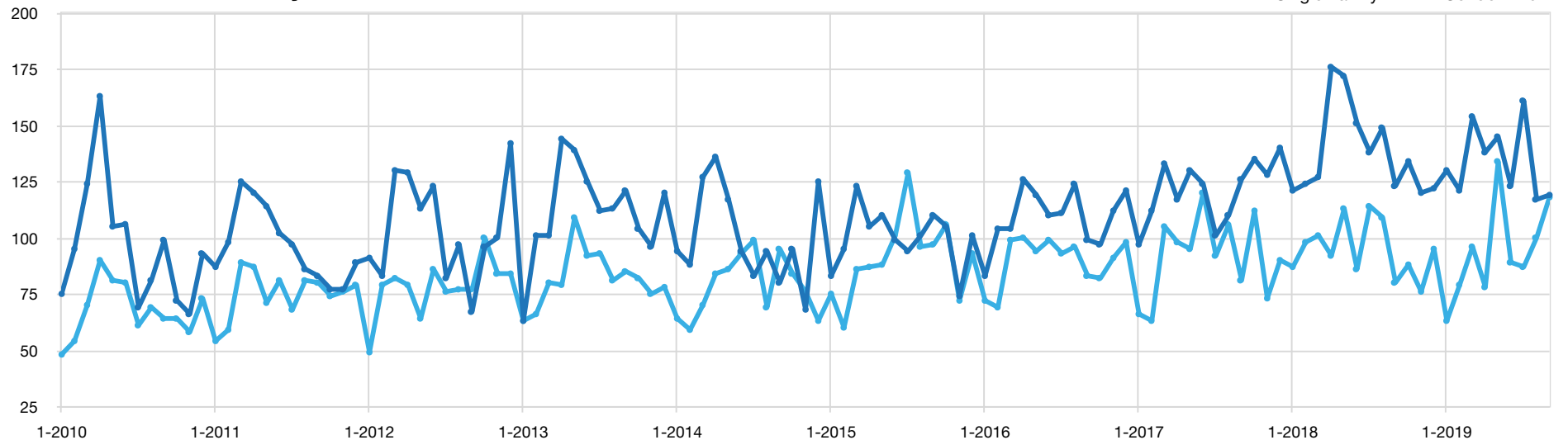


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2018	88	- 21.4%	134	- 0.7%
Nov-2018	76	+ 4.1%	120	- 6.3%
Dec-2018	95	+ 5.6%	122	- 12.9%
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%	161	+ 16.7%
Aug-2019	100	- 8.3%	117	- 21.5%
Sep-2019	118	+ 47.5%	119	- 3.3%
12-Month Avg	92	- 4.2%	132	- 5.7%

Historical Closed Sales by Month

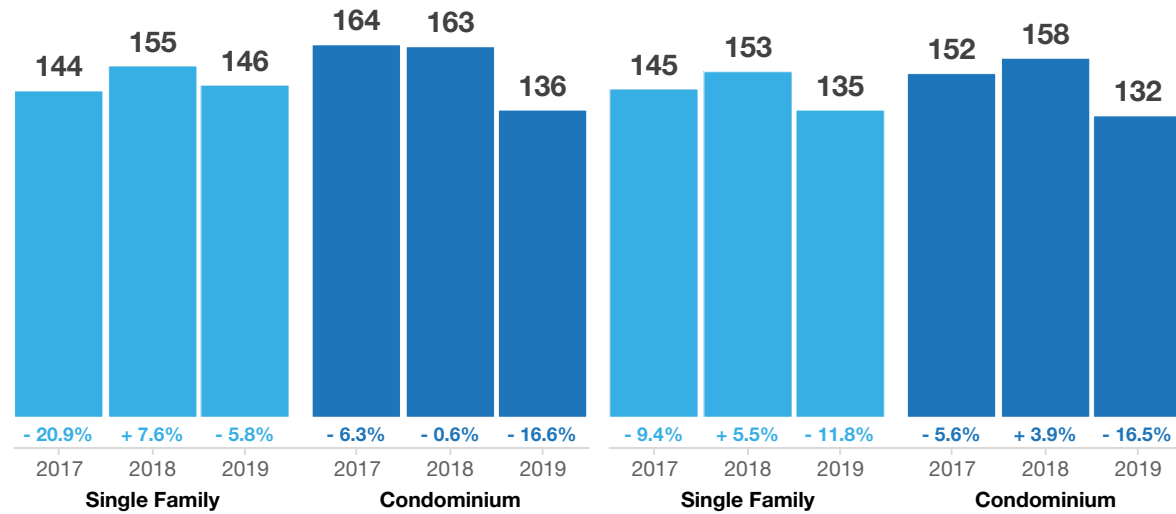


Days on Market Until Sale

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



September

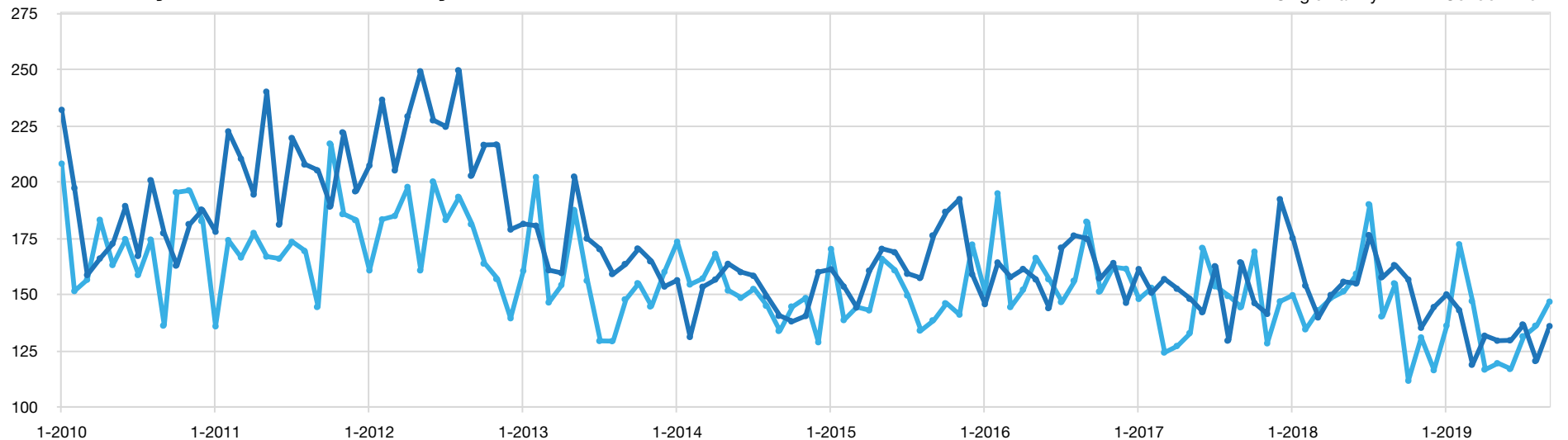


Year to Date

Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2018	111	- 34.3%	156	+ 6.8%
Nov-2018	131	+ 2.3%	135	- 4.3%
Dec-2018	116	- 21.1%	144	- 25.0%
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%	136	- 22.7%
Aug-2019	136	- 2.9%	120	- 23.6%
Sep-2019	146	- 5.8%	136	- 16.6%
12-Month Avg*	131	- 13.8%	135	- 14.5%

* Days on Market for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

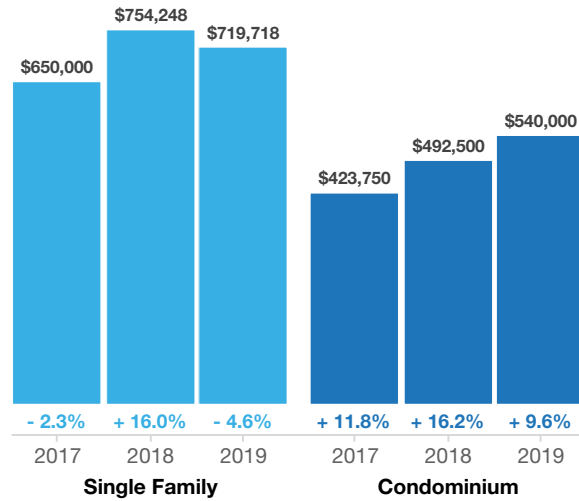


Median Sales Price

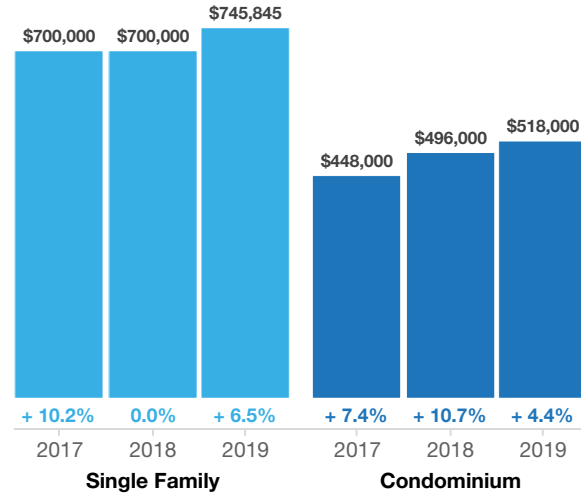
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



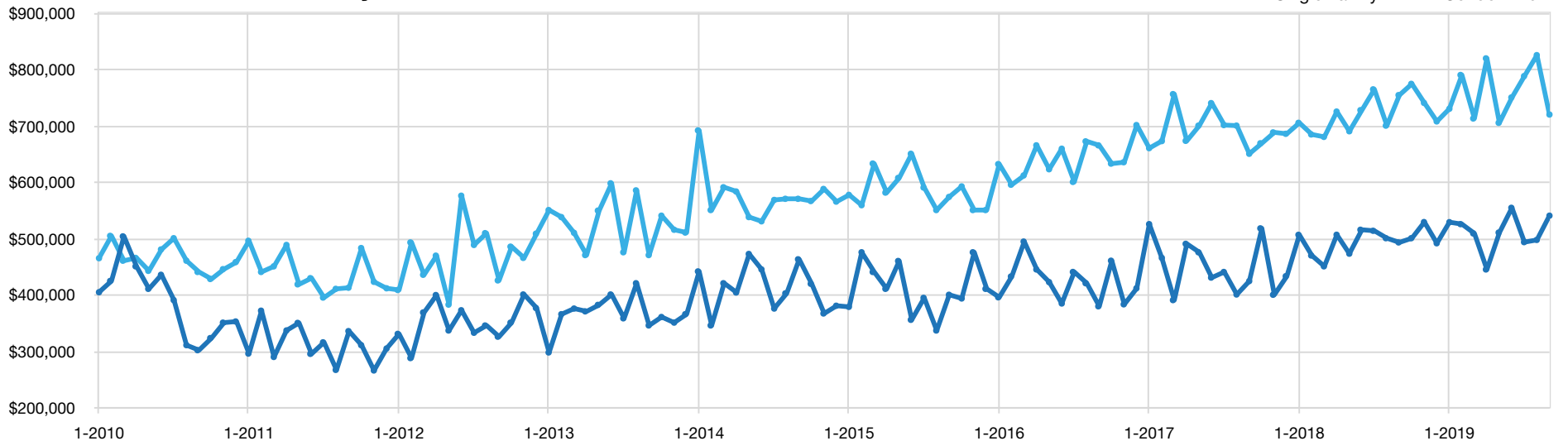
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2018	\$774,223	+ 15.8%	\$500,000	- 3.4%
Nov-2018	\$740,398	+ 7.6%	\$528,650	+ 32.3%
Dec-2018	\$707,500	+ 3.2%	\$491,000	+ 13.5%
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%	\$493,000	- 3.9%
Aug-2019	\$825,250	+ 17.9%	\$496,950	- 0.6%
Sep-2019	\$719,718	- 4.6%	\$540,000	+ 9.6%
12-Month Avg*	\$744,950	+ 6.8%	\$515,000	+ 6.3%

* Median Sales Price for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month

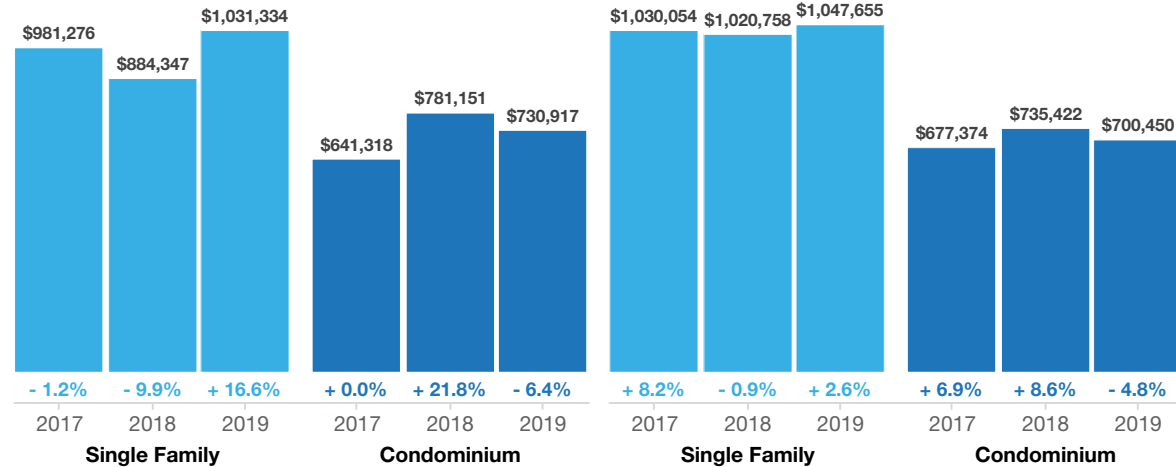


Average Sales Price

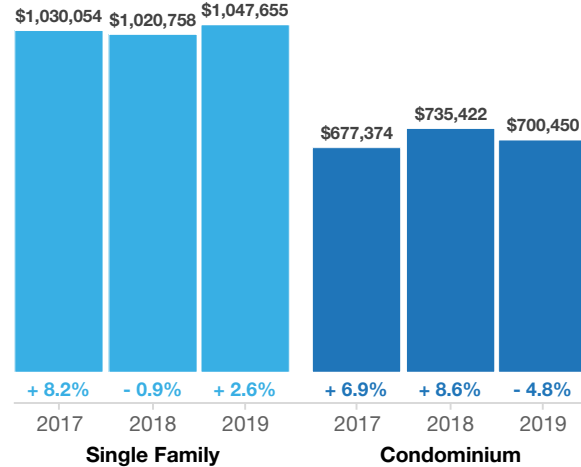
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



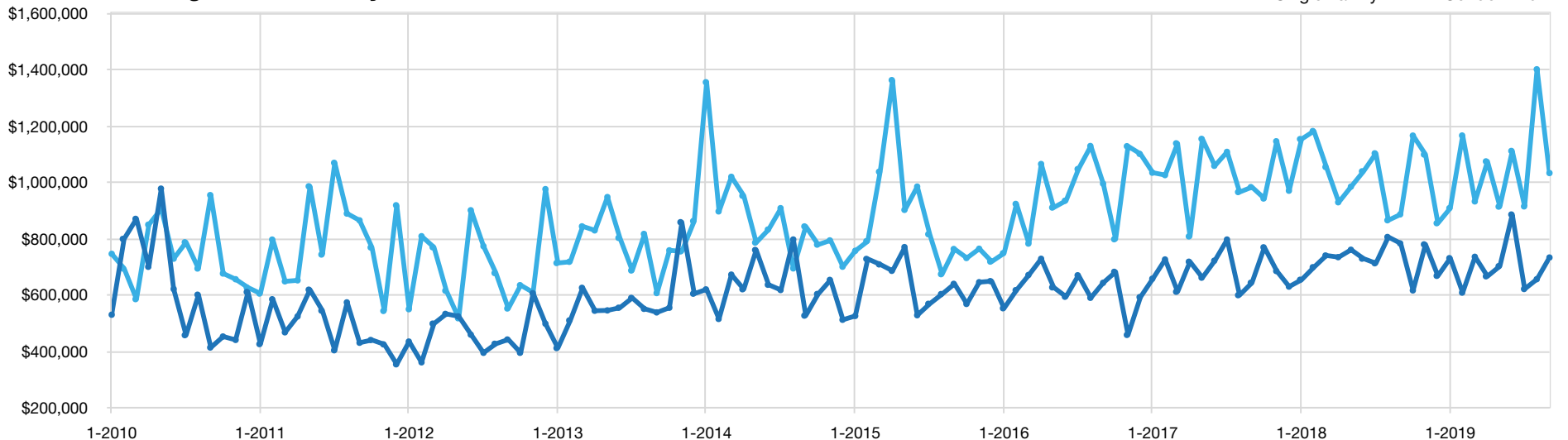
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2018	\$1,164,405	+ 23.8%	\$614,119	- 20.0%
Nov-2018	\$1,097,242	- 4.1%	\$777,599	+ 13.8%
Dec-2018	\$853,049	- 11.9%	\$665,926	+ 6.1%
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%	\$619,089	- 12.9%
Aug-2019	\$1,400,132	+ 62.1%	\$654,070	- 18.6%
Sep-2019	\$1,031,334	+ 16.6%	\$730,917	- 6.4%
12-Month Avg*	\$1,043,625	+ 2.6%	\$696,332	- 4.0%

* Avg. Sales Price for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month



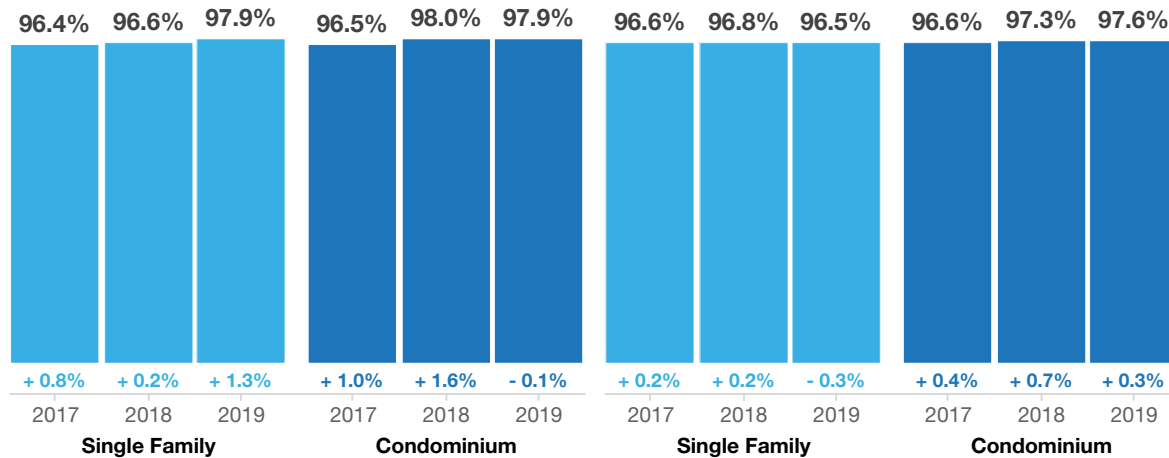
Percent of List Price Received

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.



September

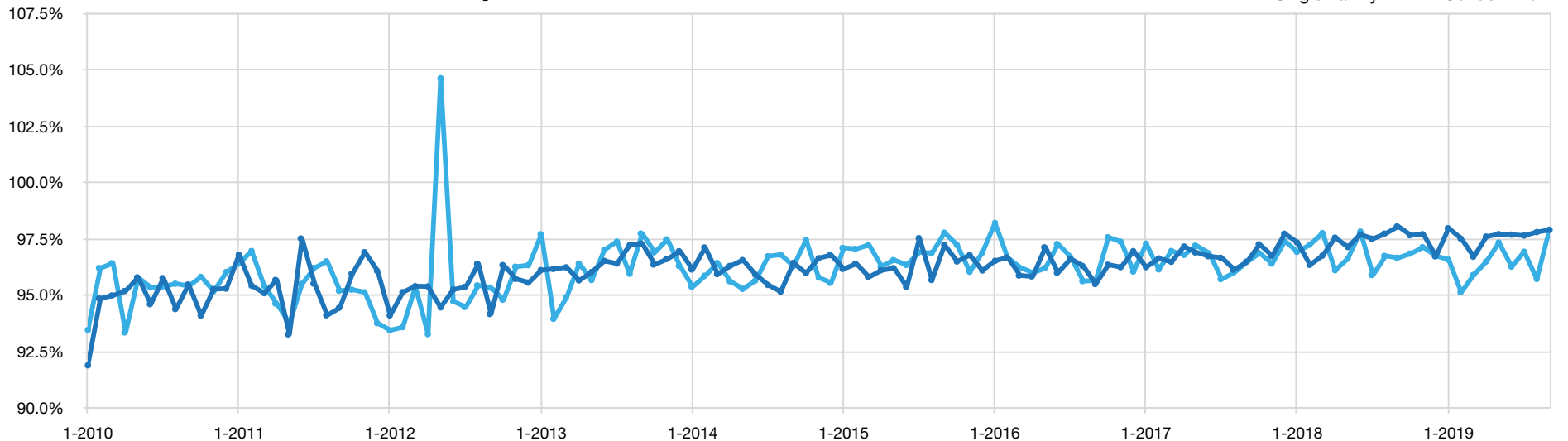
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2018	96.8%	0.0%	97.6%	+ 0.4%
Nov-2018	97.1%	+ 0.7%	97.7%	+ 1.0%
Dec-2018	96.7%	- 0.7%	96.7%	- 1.0%
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%	97.9%	- 0.1%
12-Month Avg*	96.6%	- 0.2%	97.5%	+ 0.2%

* Pct. of List Price Received for all properties from October 2018 through September 2019. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



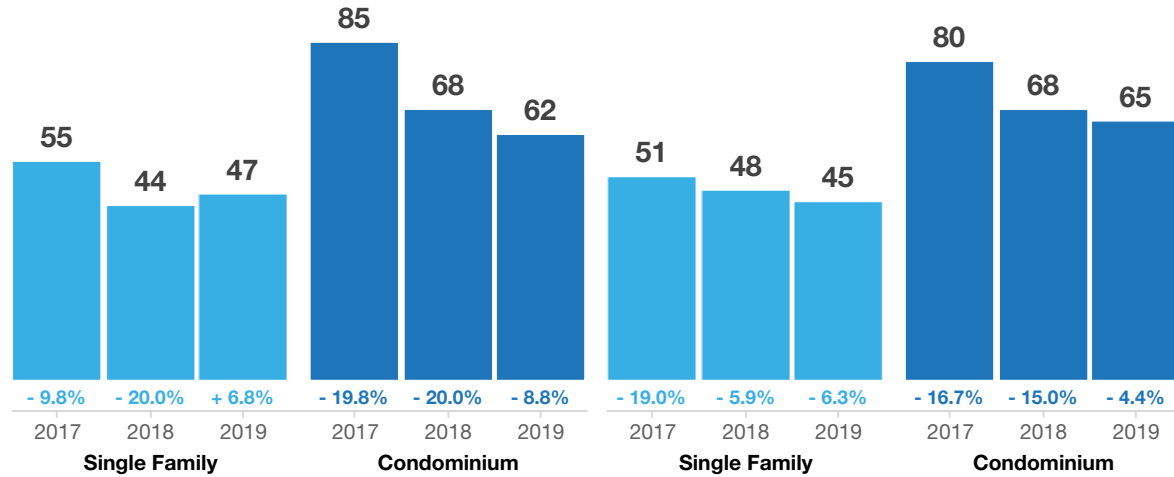
Housing Affordability Index

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.



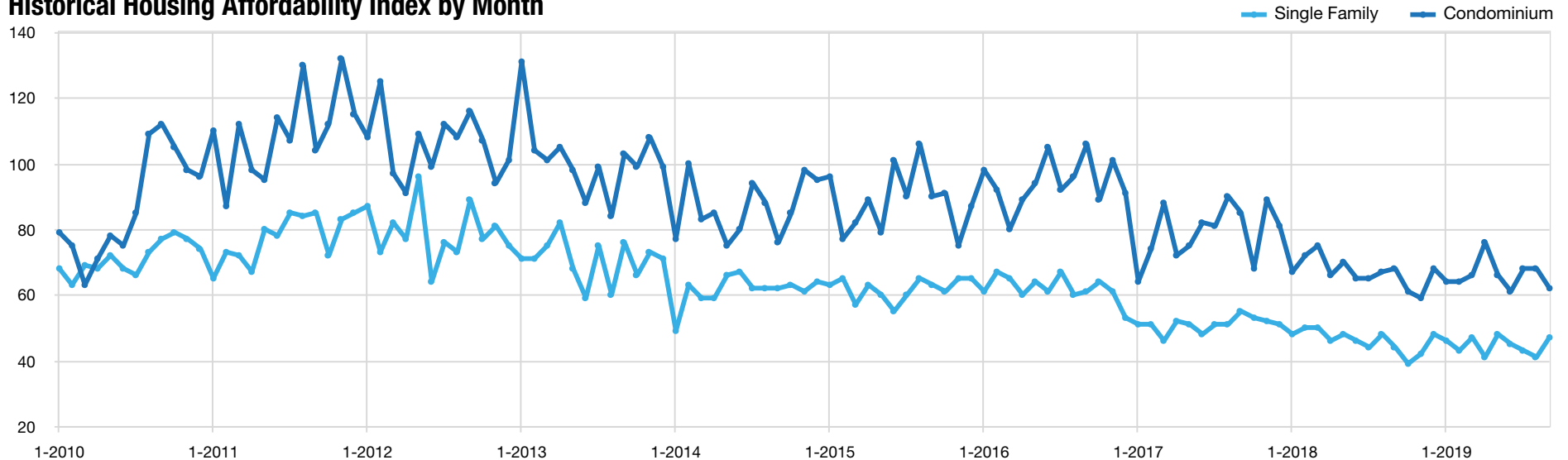
September

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2018	39	- 26.4%	61	- 10.3%
Nov-2018	42	- 19.2%	59	- 33.7%
Dec-2018	48	- 5.9%	68	- 16.0%
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%
12-Month Avg	44	- 8.3%	65	- 8.5%

Historical Housing Affordability Index by Month

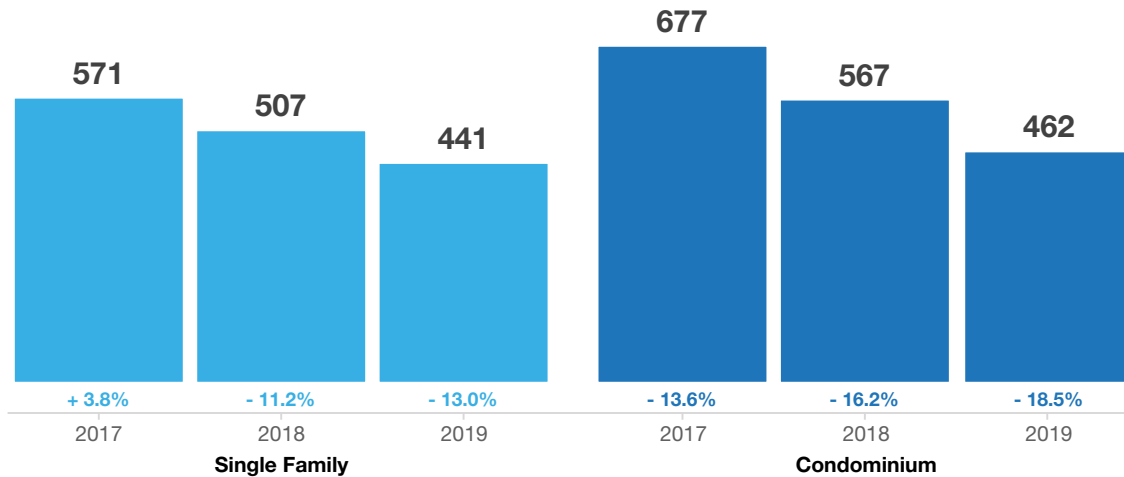


Inventory of Homes for Sale

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

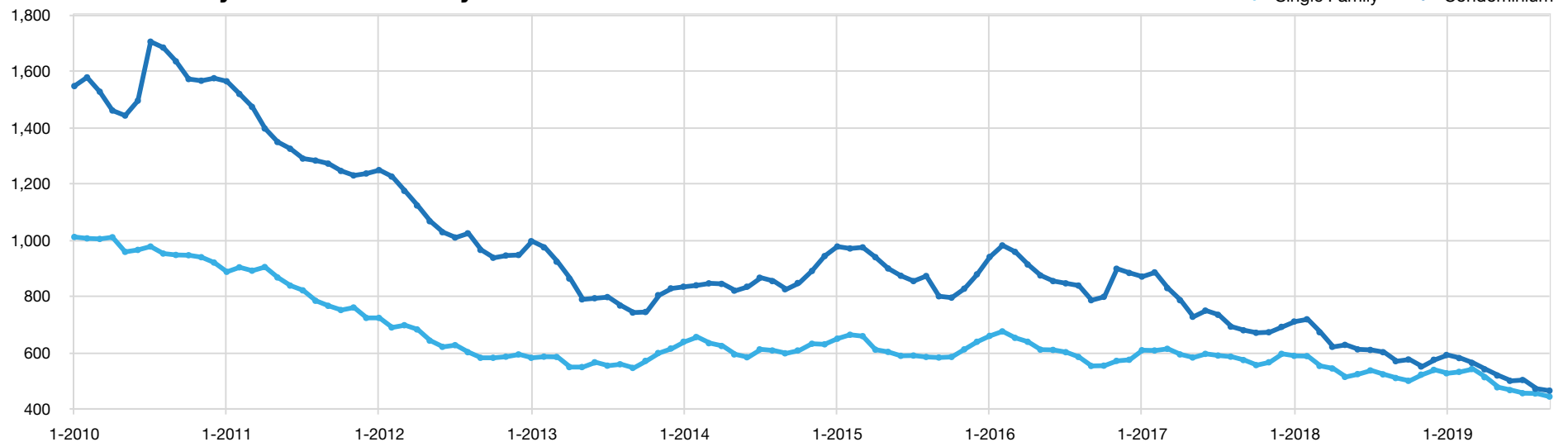


September



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2018	497	- 10.1%	573	- 14.2%
Nov-2018	519	- 7.8%	548	- 18.2%
Dec-2018	536	- 9.6%	572	- 17.0%
Jan-2019	524	- 10.6%	589	- 16.8%
Feb-2019	529	- 9.6%	578	- 19.3%
Mar-2019	539	- 2.0%	561	- 16.3%
Apr-2019	510	- 5.7%	538	- 12.9%
May-2019	474	- 7.2%	516	- 17.4%
Jun-2019	464	- 10.9%	497	- 18.4%
Jul-2019	453	- 15.2%	500	- 17.6%
Aug-2019	452	- 13.1%	469	- 21.7%
Sep-2019	441	- 13.0%	462	- 18.5%
12-Month Avg	495	- 9.5%	534	- 17.3%

Historical Inventory of Homes for Sale by Month

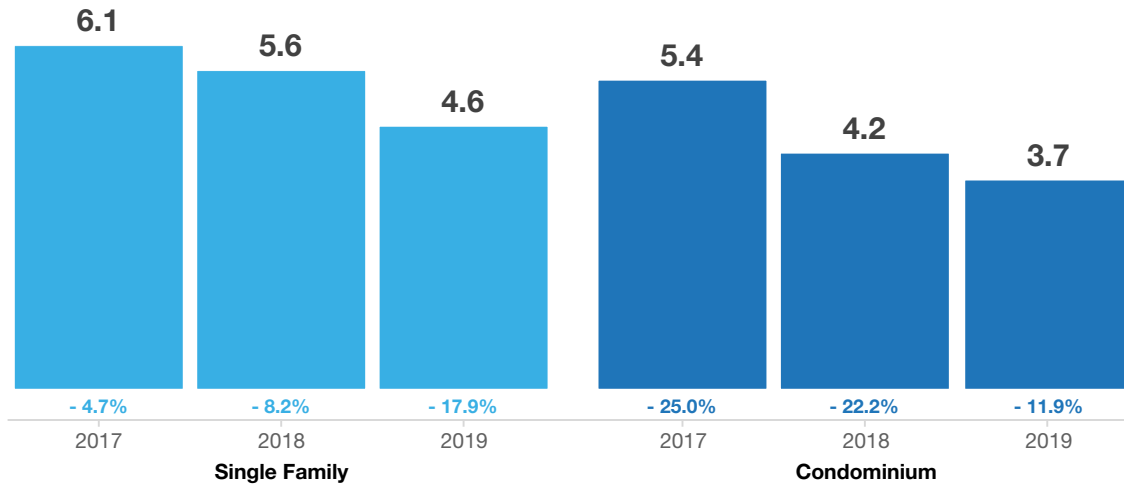


Months Supply of Inventory

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.



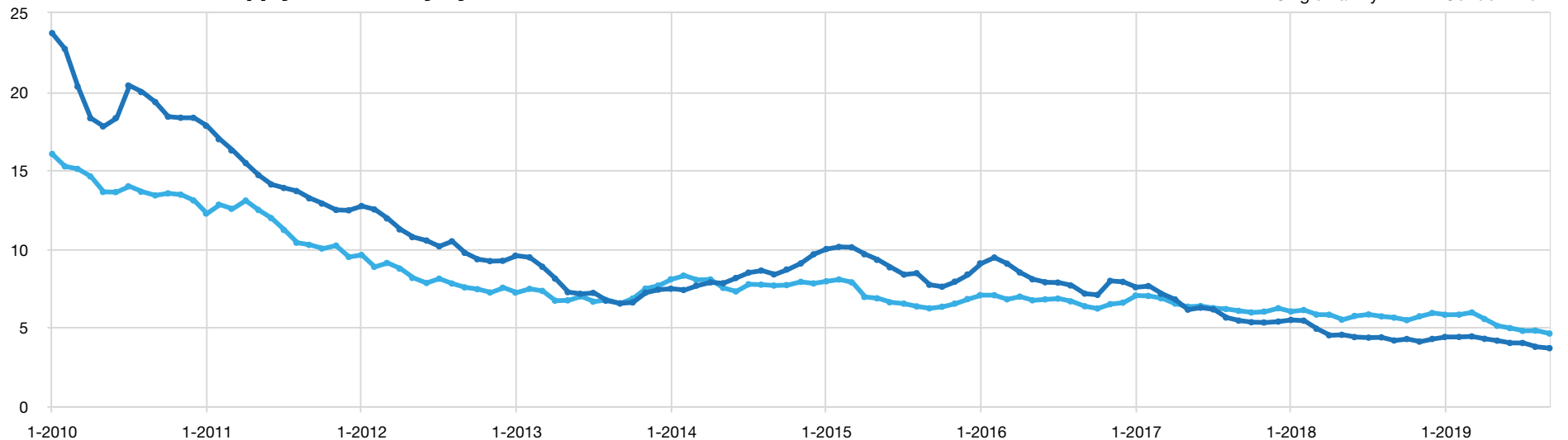
September



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2018	5.5	- 8.3%	4.3	- 18.9%
Nov-2018	5.7	- 5.0%	4.1	- 22.6%
Dec-2018	5.9	- 4.8%	4.3	- 20.4%
Jan-2019	5.8	- 3.3%	4.4	- 20.0%
Feb-2019	5.8	- 4.9%	4.4	- 18.5%
Mar-2019	6.0	+ 3.4%	4.4	- 10.2%
Apr-2019	5.5	- 5.2%	4.3	- 4.4%
May-2019	5.1	- 7.3%	4.2	- 6.7%
Jun-2019	5.0	- 12.3%	4.0	- 9.1%
Jul-2019	4.8	- 17.2%	4.0	- 9.1%
Aug-2019	4.8	- 15.8%	3.8	- 13.6%
Sep-2019	4.6	- 17.9%	3.7	- 11.9%
12-Month Avg*	5.4	- 8.3%	4.2	- 14.4%

* Months Supply for all properties from October 2018 through September 2019. This is not the average of the individual figures above.


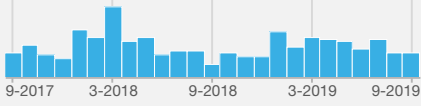

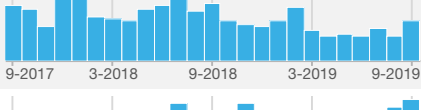
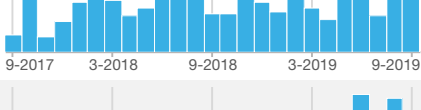
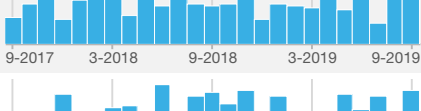
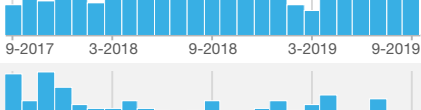
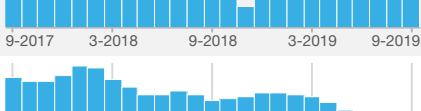
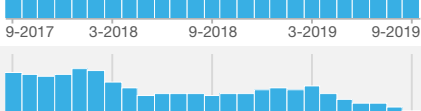
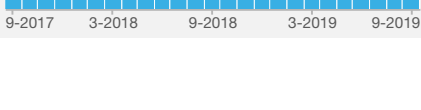
Historical Months Supply of Inventory by Month



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	9-2018	9-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		264	310	+ 17.4%	2,962	2,897	- 2.2%
Pending Sales		186	218	+ 17.2%	2,259	2,210	- 2.2%
Closed Sales		214	250	+ 16.8%	2,321	2,192	- 5.6%
Days on Market Until Sale		164	144	- 12.2%	160	136	- 15.0%
Median Sales Price		\$585,000	\$672,500	+ 15.0%	\$610,000	\$630,000	+ 3.3%
Average Sales Price		\$811,804	\$861,204	+ 6.1%	\$846,790	\$850,435	+ 0.4%
Percent of List Price Received		97.4%	97.5%	+ 0.1%	97.0%	97.0%	0.0%
Housing Affordability Index		57	50	- 12.3%	55	53	- 3.6%
Inventory of Homes for Sale		1,400	1,219	- 12.9%	—	—	—
Months Supply of Inventory		5.8	5.1	- 12.1%	—	—	—

Single Family Monthly Sales Volume

September 2019



Area Name	September 2019			August 2019			September 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	9	\$13,380,000	\$1,165,000	4	\$5,343,000	\$1,207,500	9	\$10,097,750	\$1,025,000
Hana	0	--	--	2	\$1,880,000	\$940,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$1,236,922	\$1,236,922	3	\$8,176,000	\$2,400,000	3	\$6,150,000	\$1,950,000
Kahakuloa	1	\$695,000	\$695,000	0	--	--	1	\$860,000	\$860,000
Kahului	10	\$6,648,900	\$657,500	10	\$6,523,750	\$665,000	6	\$4,019,000	\$690,000
Kapalua	1	\$2,175,000	\$2,175,000	4	\$9,525,000	\$2,262,500	1	\$2,680,000	\$2,680,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	12	\$11,968,000	\$803,750	21	\$19,307,625	\$801,500	9	\$6,867,000	\$798,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	7	\$8,595,000	\$1,115,000	8	\$7,262,047	\$843,250	5	\$6,180,000	\$1,025,000
Lahaina	4	\$3,920,000	\$925,000	7	\$10,878,000	\$1,300,000	3	\$2,550,000	\$820,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	8	\$6,452,000	\$725,000	8	\$6,134,500	\$725,000	7	\$4,346,100	\$600,000
Maui Meadows	2	\$2,660,000	\$1,330,000	2	\$2,559,000	\$1,279,500	2	\$2,294,000	\$1,147,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$3,236,800	\$880,000	3	\$3,818,888	\$1,200,000	3	\$2,116,000	\$660,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	9	\$6,099,250	\$670,000	9	\$6,123,500	\$680,500	1	\$1,658,000	\$1,658,000
Spreckelsville/Paia/Kuau	4	\$14,127,000	\$2,071,000	1	\$570,000	\$570,000	2	\$1,237,000	\$618,500
Wailea/Makena	1	\$10,872,129	\$10,872,129	5	\$41,510,468	\$9,037,736	3	\$4,182,000	\$1,285,000
Wailuku	43	\$28,428,465	\$706,500	12	\$9,625,387	\$709,444	24	\$15,060,905	\$654,500
Lanai	1	\$468,000	\$468,000	0	--	--	1	\$450,000	\$450,000
Molokai	2	\$735,000	\$367,500	1	\$776,000	\$776,000	0	--	--
All MLS	118	\$121,697,466	\$719,718	100	\$140,013,165	\$825,250	80	\$70,747,755	\$754,248

Condominium Monthly Sales Volume

September 2019



Area Name	September 2019			August 2019			September 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	17	\$17,222,500	\$830,000	9	\$8,005,999	\$840,000	14	\$11,289,000	\$640,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	1	\$399,500	\$399,500	1	\$110,000	\$110,000
Kapalua	8	\$14,020,000	\$1,056,500	4	\$10,075,000	\$1,865,000	1	\$8,950,000	\$8,950,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	39	\$20,136,177	\$446,400	59	\$30,855,700	\$480,000	48	\$21,920,399	\$401,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	12	\$7,581,670	\$663,080	8	\$5,389,660	\$703,410	7	\$4,118,305	\$625,000
Maalaea	4	\$1,995,000	\$494,000	1	\$599,000	\$599,000	3	\$1,389,900	\$540,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	21	\$8,753,875	\$460,000	13	\$5,874,000	\$405,000	18	\$6,444,855	\$346,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	1	\$735,000	\$735,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	9	\$13,483,900	\$1,100,000	7	\$10,011,000	\$1,400,000	13	\$30,369,320	\$1,484,570
Wailuku	7	\$1,961,500	\$292,500	13	\$4,388,300	\$340,000	15	\$6,437,325	\$509,850
Lanai	1	\$1,725,000	\$1,725,000	1	\$193,000	\$193,000	2	\$4,950,000	\$2,475,000
Molokai	1	\$99,500	\$99,500	0	--	--	1	\$102,500	\$102,500
All MLS	119	\$86,979,122	\$540,000	117	\$76,526,159	\$496,950	123	\$96,081,604	\$492,500

Land Monthly Sales Volume

September 2019



Area Name	September 2019			August 2019			September 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	4	\$2,119,000	\$559,500	3	\$1,166,000	\$355,000	4	\$2,306,650	\$515,825
Hana	1	\$1,250,000	\$1,250,000	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	1	\$435,000	\$435,000	0	--	--
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	3	\$1,187,500	\$370,000	1	\$420,000	\$420,000	3	\$2,075,000	\$525,000
Lahaina	0	--	--	1	\$1,737,500	\$1,737,500	1	\$795,000	\$795,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	1	\$425,000	\$425,000
Maui Meadows	0	--	--	1	\$625,000	\$625,000	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	1	\$475,000	\$475,000	0	--	--	0	--	--
Pukalani	1	\$380,000	\$380,000	1	\$360,000	\$360,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	5	\$11,642,000	\$1,298,000	0	--	--
Wailuku	2	\$1,065,000	\$532,500	4	\$2,310,000	\$575,000	1	\$310,000	\$310,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$148,000	\$148,000	2	\$245,000	\$122,500	1	\$985,000	\$985,000
All MLS	13	\$6,624,500	\$475,000	19	\$18,940,500	\$575,000	11	\$6,896,650	\$525,000

Single Family Sales – Year to Date

September 2019 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-19 YTD Sales	Sep-18 YTD Sales	Unit Change	Percent Change	Sep-19 YTD Average	Sep-18 YTD Average	Dollar Change	Percent Change	Sep-19 YTD Median	Sep-18 YTD Median	Dollar Change	Percent Change	Sep-19 YTD Volume	Sep-18 YTD Volume	Dollar Change	Percent Change
Haiku	72	68	+4	+5.9%	\$956,485	\$931,419	+\$25,065	+2.7%	\$810,500	\$822,500	-\$12,000	-1.5%	\$68,866,888	\$63,336,500	+\$5,530,388	+8.7%
Hana	7	16	-9	-56.3%	\$1,112,382	\$1,016,250	+\$96,133	+9.5%	\$786,677	\$747,500	+\$39,177	+5.2%	\$7,786,677	\$16,259,995	-\$8,473,318	-52.1%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	18	29	-11	-37.9%	\$1,994,037	\$2,111,386	-\$117,349	-5.6%	\$1,489,500	\$1,774,500	-\$285,000	-16.1%	\$35,892,672	\$61,230,202	-\$25,337,530	-41.4%
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	93	111	-18	-16.2%	\$668,754	\$682,579	-\$13,824	-2.0%	\$660,000	\$680,000	-\$20,000	-2.9%	\$62,194,150	\$75,766,240	-\$13,572,090	-17.9%
Kapalua	17	8	+9	+112.5%	\$2,353,178	\$3,867,913	-\$1,514,735	-39.2%	\$2,300,000	\$2,840,000	-\$540,000	-19.0%	\$40,004,020	\$30,943,300	+\$9,060,720	+29.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	127	134	-7	-5.2%	\$983,134	\$989,564	-\$6,430	-0.6%	\$795,000	\$687,013	+\$107,988	+15.7%	\$124,858,073	\$132,601,592	-\$7,743,519	-5.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	56	53	+3	+5.7%	\$1,102,802	\$1,106,009	-\$3,207	-0.3%	\$1,059,500	\$975,000	+\$84,500	+8.7%	\$61,756,935	\$58,618,494	+\$3,138,441	+5.4%
Lahaina	49	47	+2	+4.3%	\$1,469,775	\$1,696,663	-\$226,887	-13.4%	\$874,000	\$820,000	+\$54,000	+6.6%	\$72,018,999	\$79,743,150	-\$7,724,151	-9.7%
Maalaea	0	1	-1	-100.0%	--	\$2,000,000	--	--	--	\$2,000,000	--	--	\$0	\$2,000,000	-\$2,000,000	-100.0%
Makawao/Olinda/Haliimaile	58	43	+15	+34.9%	\$854,148	\$720,687	+\$133,461	+18.5%	\$687,000	\$610,000	+\$77,000	+12.6%	\$49,540,577	\$30,989,557	+\$18,551,020	+59.9%
Maui Meadows	17	26	-9	-34.6%	\$1,417,882	\$1,218,062	+\$199,821	+16.4%	\$1,400,000	\$1,335,000	+\$65,000	+4.9%	\$24,104,000	\$31,669,600	-\$7,565,600	-23.9%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	27	25	+2	+8.0%	\$1,292,609	\$1,042,380	+\$250,229	+24.0%	\$950,000	\$900,000	+\$50,000	+5.6%	\$34,900,431	\$26,059,500	+\$8,840,931	+33.9%
Olowalu	0	1	-1	-100.0%	--	\$1,360,000	--	--	--	\$1,360,000	--	--	\$0	\$1,360,000	-\$1,360,000	-100.0%
Pukalani	51	31	+20	+64.5%	\$748,993	\$779,329	-\$30,336	-3.9%	\$705,000	\$725,000	-\$20,000	-2.8%	\$38,198,650	\$24,159,200	+\$14,039,450	+58.1%
Spreckelsville/Paia/Kuau	13	19	-6	-31.6%	\$1,870,779	\$1,098,178	+\$772,601	+70.4%	\$1,438,125	\$615,000	+\$823,125	+133.8%	\$24,320,125	\$20,865,375	+\$3,454,750	+16.6%
Wailea/Makena	24	27	-3	-11.1%	\$4,277,835	\$3,337,704	+\$940,132	+28.2%	\$2,330,000	\$1,800,000	+\$530,000	+29.4%	\$102,668,047	\$90,118,000	+\$12,550,047	+13.9%
Wailuku	181	199	-18	-9.0%	\$672,472	\$649,597	+\$22,875	+3.5%	\$674,000	\$650,000	+\$24,000	+3.7%	\$121,717,474	\$129,269,839	-\$7,552,365	-5.8%
Lanai	8	15	-7	-46.7%	\$587,250	\$567,867	+\$19,383	+3.4%	\$459,000	\$475,000	-\$16,000	-3.4%	\$4,698,000	\$8,518,000	-\$3,820,000	-44.8%
Molokai	25	25	0	0.0%	\$400,000	\$520,351	-\$120,351	-23.1%	\$300,000	\$350,000	-\$50,000	-14.3%	\$10,000,000	\$13,008,769	-\$3,008,769	-23.1%
All MLS	844	880	-36	-4.1%	\$1,047,655	\$1,020,758	+\$26,897	+2.6%	\$745,845	\$700,000	+\$45,845	+6.5%	\$884,220,718	\$898,267,313	-\$14,046,595	-1.6%

Total Condominium Sales – Year to Date

September 2019 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-19 YTD Sales	Sep-18 YTD Sales	Unit Change	Percent Change	Sep-19 YTD Average	Sep-18 YTD Average	Dollar Change	Percent Change	Sep-19 YTD Median	Sep-18 YTD Median	Dollar Change	Percent Change	Sep-19 YTD Volume	Sep-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	109	133	-24	-18.0%	\$1,114,894	\$1,057,289	+\$57,605	+5.4%	\$886,000	\$815,000	+\$71,000	+8.7%	\$121,523,416	\$140,619,387	-\$19,095,971	-13.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	22	23	-1	-4.3%	\$179,693	\$153,957	+\$25,737	+16.7%	\$142,500	\$120,750	+\$21,750	+18.0%	\$3,953,250	\$3,541,000	+\$412,250	+11.6%
Kapalua	51	39	+12	+30.8%	\$2,084,284	\$2,137,488	-\$53,204	-2.5%	\$935,000	\$1,031,250	-\$96,250	-9.3%	\$106,298,500	\$83,362,038	+\$22,936,462	+27.5%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	494	474	+20	+4.2%	\$519,596	\$483,489	+\$36,107	+7.5%	\$447,100	\$407,000	+\$40,100	+9.9%	\$256,680,510	\$229,173,950	+\$27,506,560	+12.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	82	64	+18	+28.1%	\$553,825	\$615,224	-\$61,399	-10.0%	\$554,750	\$515,000	+\$39,750	+7.7%	\$45,413,626	\$39,374,331	+\$6,039,295	+15.3%
Maalaea	24	37	-13	-35.1%	\$469,104	\$442,457	+\$26,647	+6.0%	\$461,500	\$430,000	+\$31,500	+7.3%	\$11,258,500	\$16,370,900	-\$5,112,400	-31.2%
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	193	193	0	0.0%	\$456,194	\$482,770	-\$26,576	-5.5%	\$460,000	\$430,000	+\$30,000	+7.0%	\$88,045,439	\$93,174,644	-\$5,129,205	-5.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	5	+1	+20.0%	\$630,833	\$607,200	+\$23,633	+3.9%	\$620,000	\$601,000	+\$19,000	+3.2%	\$3,785,000	\$3,036,000	+\$749,000	+24.7%
Spreckelsville/Paia/Kuau	3	3	0	0.0%	\$413,667	\$365,667	+\$48,000	+13.1%	\$370,000	\$372,000	-\$2,000	-0.5%	\$1,241,000	\$1,097,000	+\$144,000	+13.1%
Wailea/Makena	110	180	-70	-38.9%	\$1,470,459	\$1,552,754	-\$82,295	-5.3%	\$1,235,000	\$1,149,950	+\$85,050	+7.4%	\$161,750,501	\$279,495,799	-\$117,745,298	-42.1%
Wailuku	97	119	-22	-18.5%	\$432,692	\$391,140	+\$41,552	+10.6%	\$420,000	\$405,000	+\$15,000	+3.7%	\$41,971,145	\$46,545,692	-\$4,574,547	-9.8%
Lanai	3	2	+1	+50.0%	\$691,000	\$2,475,000	-\$1,784,000	-72.1%	\$193,000	\$2,475,000	-\$2,282,000	-92.2%	\$2,073,000	\$4,950,000	-\$2,877,000	-58.1%
Molokai	14	9	+5	+55.6%	\$153,547	\$148,333	+\$5,213	+3.5%	\$142,500	\$140,000	+\$2,500	+1.8%	\$2,149,655	\$1,335,000	+\$814,655	+61.0%
All MLS	1,208	1,281	-73	-5.7%	\$700,450	\$735,422	-\$34,972	-4.8%	\$518,000	\$496,000	+\$22,000	+4.4%	\$846,143,542	\$942,075,741	-\$95,932,199	-10.2%

Fee Simple Condominium Sales – Year to Date

September 2019 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-19 YTD Sales	Sep-18 YTD Sales	Unit Change	Percent Change	Sep-19 YTD Average	Sep-18 YTD Average	Dollar Change	Percent Change	Sep-19 YTD Median	Sep-18 YTD Median	Dollar Change	Percent Change	Sep-19 YTD Volume	Sep-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	99	118	-19	-16.1%	\$1,184,444	\$1,147,783	+\$36,661	+3.2%	\$950,000	\$877,500	+\$72,500	+8.3%	\$117,259,916	\$135,438,387	-\$18,178,471	-13.4%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	22	23	-1	-4.3%	\$179,693	\$153,957	+\$25,737	+16.7%	\$142,500	\$120,750	+\$21,750	+18.0%	\$3,953,250	\$3,541,000	+\$412,250	+11.6%
Kapalua	51	39	+12	+30.8%	\$2,084,284	\$2,137,488	-\$53,204	-2.5%	\$935,000	\$1,031,250	-\$96,250	-9.3%	\$106,298,500	\$83,362,038	+\$22,936,462	+27.5%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	490	468	+22	+4.7%	\$520,707	\$484,454	+\$36,253	+7.5%	\$447,925	\$407,000	+\$40,925	+10.1%	\$255,146,510	\$226,724,650	+\$28,421,860	+12.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	82	59	+23	+39.0%	\$553,825	\$653,309	-\$99,484	-15.2%	\$554,750	\$525,000	+\$29,750	+5.7%	\$45,413,626	\$38,545,205	+\$6,868,421	+17.8%
Maalaea	15	26	-11	-42.3%	\$512,367	\$508,923	+\$3,444	+0.7%	\$532,000	\$535,000	-\$3,000	-0.6%	\$7,685,500	\$13,232,000	-\$5,546,500	-41.9%
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	169	169	0	0.0%	\$494,301	\$500,914	-\$6,613	-1.3%	\$475,000	\$445,000	+\$30,000	+6.7%	\$83,536,890	\$84,654,539	-\$1,117,649	-1.3%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	6	5	+1	+20.0%	\$630,833	\$607,200	+\$23,633	+3.9%	\$620,000	\$601,000	+\$19,000	+3.2%	\$3,785,000	\$3,036,000	+\$749,000	+24.7%
Spreckelsville/Paia/Kuau	3	3	0	0.0%	\$413,667	\$365,667	+\$48,000	+13.1%	\$370,000	\$372,000	-\$2,000	-0.5%	\$1,241,000	\$1,097,000	+\$144,000	+13.1%
Wailea/Makena	110	180	-70	-38.9%	\$1,470,459	\$1,552,754	-\$82,295	-5.3%	\$1,235,000	\$1,149,950	+\$85,050	+7.4%	\$161,750,501	\$279,495,799	-\$117,745,298	-42.1%
Wailuku	97	119	-22	-18.5%	\$432,692	\$391,140	+\$41,552	+10.6%	\$420,000	\$405,000	+\$15,000	+3.7%	\$41,971,145	\$46,545,692	-\$4,574,547	-9.8%
Lanai	3	2	+1	+50.0%	\$691,000	\$2,475,000	-\$1,784,000	-72.1%	\$193,000	\$2,475,000	-\$2,282,000	-92.2%	\$2,073,000	\$4,950,000	-\$2,877,000	-58.1%
Molokai	13	8	+5	+62.5%	\$160,235	\$160,125	+\$110	+0.1%	\$150,000	\$149,000	+\$1,000	+0.7%	\$2,083,055	\$1,281,000	+\$802,055	+62.6%
All MLS	1,160	1,219	-59	-4.8%	\$717,412	\$756,278	-\$38,866	-5.1%	\$525,000	\$506,000	+\$19,000	+3.8%	\$832,197,893	\$921,903,310	-\$89,705,417	-9.7%

Leasehold Condominium Sales – Year to Date

September 2019 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-19 YTD Sales	Sep-18 YTD Sales	Unit Change	Percent Change	Sep-19 YTD Average	Sep-18 YTD Average	Dollar Change	Percent Change	Sep-19 YTD Median	Sep-18 YTD Median	Dollar Change	Percent Change	Sep-19 YTD Volume	Sep-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	10	15	-5	-33.3%	\$426,350	\$345,400	+\$80,950	+23.4%	\$332,500	\$275,000	+\$57,500	+20.9%	\$4,263,500	\$5,181,000	-\$917,500	-17.7%
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	4	6	-2	-33.3%	\$383,500	\$408,217	-\$24,717	-6.1%	\$354,500	\$433,750	-\$79,250	-18.3%	\$1,534,000	\$2,449,300	-\$915,300	-37.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	5	-5	-100.0%	--	\$165,825	--	--	--	\$165,000	--	--	\$0	\$829,126	-\$829,126	-100.0%
Maalaea	9	11	-2	-18.2%	\$397,000	\$285,355	+\$111,645	+39.1%	\$410,000	\$265,000	+\$145,000	+54.7%	\$3,573,000	\$3,138,900	+\$434,100	+13.8%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	24	24	0	0.0%	\$187,856	\$355,004	-\$167,148	-47.1%	\$152,500	\$157,500	-\$5,000	-3.2%	\$4,508,549	\$8,520,105	-\$4,011,556	-47.1%
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	48	62	-14	-22.6%	\$290,534	\$325,362	-\$34,827	-10.7%	\$247,500	\$252,500	-\$5,000	-2.0%	\$13,945,649	\$20,172,431	-\$6,226,782	-30.9%

Land Sales – Year to Date

September 2019 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-19 YTD Sales	Sep-18 YTD Sales	Unit Change	Percent Change	Sep-19 YTD Average	Sep-18 YTD Average	Dollar Change	Percent Change	Sep-19 YTD Median	Sep-18 YTD Median	Dollar Change	Percent Change	Sep-19 YTD Volume	Sep-18 YTD Volume	Dollar Change	Percent Change
Haiku	29	46	-17	-37.0%	\$453,237	\$575,577	-\$122,340	-21.3%	\$445,000	\$475,000	-\$30,000	-6.3%	\$13,143,875	\$26,476,550	-\$13,332,675	-50.4%
Hana	7	7	0	0.0%	\$752,429	\$456,429	+\$296,000	+64.9%	\$670,000	\$450,000	+\$220,000	+48.9%	\$5,267,000	\$3,195,000	+\$2,072,000	+64.9%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	7	5	+2	+40.0%	\$752,500	\$693,950	+\$58,550	+8.4%	\$820,000	\$812,250	+\$7,750	+1.0%	\$5,267,500	\$3,469,750	+\$1,797,750	+51.8%
Kahakuloa	1	0	+1	--	\$360,000	--	--	--	\$360,000	--	--	--	\$360,000	\$0	+\$360,000	--
Kahului	0	1	-1	-100.0%	--	\$2,195,000	--	--	--	\$2,195,000	--	--	\$0	\$2,195,000	-\$2,195,000	-100.0%
Kapalua	2	0	+2	--	\$1,575,000	--	--	--	\$1,575,000	--	--	--	\$3,150,000	\$0	+\$3,150,000	--
Kaupo	1	0	+1	--	\$275,000	--	--	--	\$275,000	--	--	--	\$275,000	\$0	+\$275,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	7	9	-2	-22.2%	\$754,100	\$824,444	-\$70,344	-8.5%	\$486,700	\$505,000	-\$18,300	-3.6%	\$5,278,700	\$7,420,000	-\$2,141,300	-28.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	19	28	-9	-32.1%	\$502,868	\$620,448	-\$117,580	-19.0%	\$410,000	\$587,500	-\$177,500	-30.2%	\$9,554,500	\$17,372,550	-\$7,818,050	-45.0%
Lahaina	7	11	-4	-36.4%	\$1,519,500	\$1,320,136	+\$199,364	+15.1%	\$1,737,500	\$1,500,000	+\$237,500	+15.8%	\$10,636,500	\$14,521,500	-\$3,885,000	-26.8%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	7	4	+3	+75.0%	\$586,143	\$639,725	-\$53,582	-8.4%	\$460,000	\$651,950	-\$191,950	-29.4%	\$4,103,000	\$2,558,900	+\$1,544,100	+60.3%
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	1	1	0	0.0%	\$475,000	\$575,000	-\$100,000	-17.4%	\$475,000	\$575,000	-\$100,000	-17.4%	\$475,000	\$575,000	-\$100,000	-17.4%
Pukalani	7	4	+3	+75.0%	\$462,071	\$341,750	+\$120,321	+35.2%	\$387,000	\$362,500	+\$24,500	+6.8%	\$3,234,500	\$1,367,000	+\$1,867,500	+136.6%
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	17	5	+12	+240.0%	\$3,496,853	\$6,192,000	-\$2,695,147	-43.5%	\$1,075,000	\$7,200,000	-\$6,125,000	-85.1%	\$59,446,500	\$30,960,000	+\$28,486,500	+92.0%
Wailuku	18	18	0	0.0%	\$491,255	\$378,574	+\$112,681	+29.8%	\$500,000	\$312,500	+\$187,500	+60.0%	\$8,351,330	\$6,814,325	+\$1,537,005	+22.6%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	7	17	-10	-58.8%	\$167,167	\$226,994	-\$59,827	-26.4%	\$165,250	\$190,000	-\$24,750	-13.0%	\$1,113,000	\$3,858,900	-\$2,745,900	-71.2%
All MLS	140	160	-20	-12.5%	\$957,155	\$781,597	+\$175,558	+22.5%	\$499,375	\$475,000	+\$24,375	+5.1%	\$132,197,405	\$125,055,475	+\$7,141,930	+5.7%