

# Monthly Indicators



## April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

New Listings decreased 8.7 percent for Single Family homes but increased 14.4 percent for Condominium homes. Pending Sales increased 24.2 percent for Single Family homes but decreased 4.8 percent for Condominium homes. Inventory decreased 11.8 percent for Single Family homes and 16.1 percent for Condominium homes.

Median Sales Price increased 13.0 percent to \$819,500 for Single Family homes but decreased 13.1 percent to \$440,000 for Condominium homes. Days on Market decreased 22.3 percent for Single Family homes and 12.1 percent for Condominium homes. Months Supply of Inventory decreased 10.3 percent for Single Family homes and 8.9 percent for Condominium homes.

Although hiring and wage gains have been below expectations, the national unemployment rate held firm at 3.8 percent. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, and yet inventory is straining to keep pace in the most competitive price ranges.

## Quick Facts

**- 24.7%**

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

**- 0.7%**

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

**- 13.6%**

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.


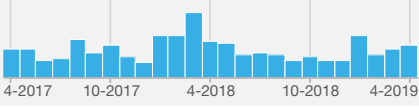

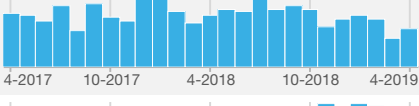
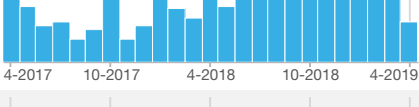
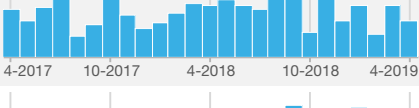
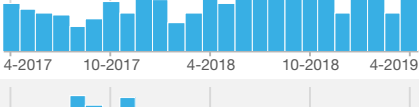
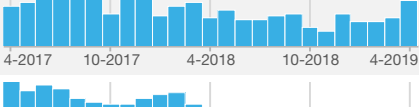
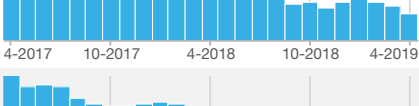



Key Metrics	Historical Sparkbars	4-2018	4-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		126	<b>115</b>	- 8.7%	520	<b>558</b>	+ 7.3%
<b>Pending Sales</b>		91	<b>113</b>	+ 24.2%	404	<b>427</b>	+ 5.7%
<b>Closed Sales</b>		92	<b>76</b>	- 17.4%	378	<b>314</b>	- 16.9%
<b>Days on Market Until Sale</b>		148	<b>115</b>	- 22.3%	143	<b>143</b>	0.0%
<b>Median Sales Price</b>		\$725,000	<b>\$819,500</b>	+ 13.0%	\$688,013	<b>\$750,000</b>	+ 9.0%
<b>Average Sales Price</b>		\$927,469	<b>\$1,081,851</b>	+ 16.6%	\$1,078,240	<b>\$1,021,236</b>	- 5.3%
<b>Percent of List Price Received</b>		96.1%	<b>96.5%</b>	+ 0.4%	97.0%	<b>96.0%</b>	- 1.0%
<b>Housing Affordability Index</b>		46	<b>41</b>	- 10.9%	48	<b>45</b>	- 6.3%
<b>Inventory of Homes for Sale</b>		541	<b>477</b>	- 11.8%	—	—	—
<b>Months Supply of Inventory</b>		5.8	<b>5.2</b>	- 10.3%	—	—	—

# Condominium Market Overview

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



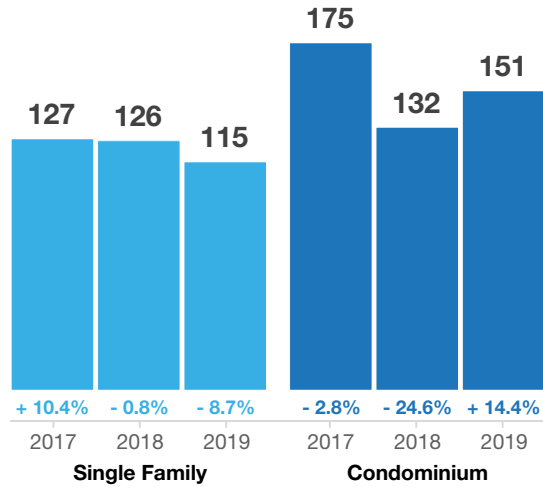
Key Metrics	Historical Sparkbars	4-2018	4-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		132	<b>151</b>	+ 14.4%	713	<b>647</b>	- 9.3%
<b>Pending Sales</b>		145	<b>138</b>	- 4.8%	650	<b>545</b>	- 16.2%
<b>Closed Sales</b>		176	<b>137</b>	- 22.2%	548	<b>542</b>	- 1.1%
<b>Days on Market Until Sale</b>		149	<b>131</b>	- 12.1%	153	<b>135</b>	- 11.8%
<b>Median Sales Price</b>		\$506,113	<b>\$440,000</b>	- 13.1%	\$490,450	<b>\$516,000</b>	+ 5.2%
<b>Average Sales Price</b>		\$732,331	<b>\$665,229</b>	- 9.2%	\$707,807	<b>\$686,692</b>	- 3.0%
<b>Percent of List Price Received</b>		97.5%	<b>97.7%</b>	+ 0.2%	97.0%	<b>97.4%</b>	+ 0.4%
<b>Housing Affordability Index</b>		66	<b>76</b>	+ 15.2%	68	<b>65</b>	- 4.4%
<b>Inventory of Homes for Sale</b>		614	<b>515</b>	- 16.1%	—	—	—
<b>Months Supply of Inventory</b>		4.5	<b>4.1</b>	- 8.9%	—	—	—

# New Listings

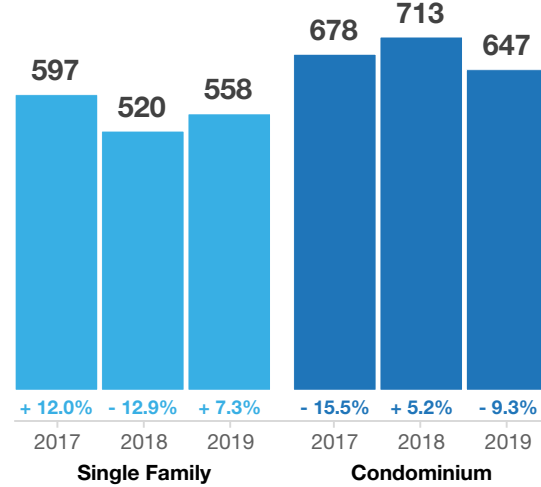
A count of the properties that have been newly listed on the market in a given month.



## April

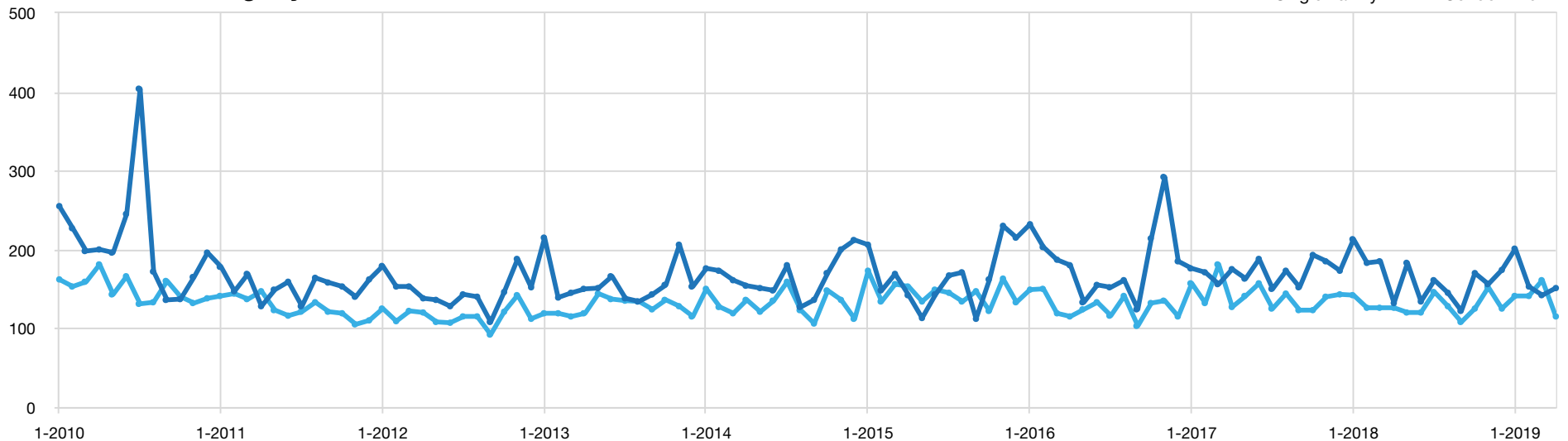


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2018	120	- 14.9%	183	+ 12.3%
Jun-2018	120	- 23.6%	134	- 28.7%
Jul-2018	146	+ 16.8%	161	+ 7.3%
Aug-2018	128	- 11.1%	145	- 16.2%
Sep-2018	108	- 12.2%	122	- 19.7%
Oct-2018	125	+ 1.6%	170	- 11.9%
Nov-2018	152	+ 8.6%	156	- 15.7%
Dec-2018	125	- 12.6%	174	+ 0.6%
Jan-2019	141	- 0.7%	201	- 5.6%
Feb-2019	141	+ 11.9%	153	- 16.4%
Mar-2019	161	+ 27.8%	142	- 23.2%
<b>Apr-2019</b>	<b>115</b>	<b>- 8.7%</b>	<b>151</b>	<b>+ 14.4%</b>
12-Month Avg	132	- 2.2%	158	- 9.2%

## Historical New Listings by Month

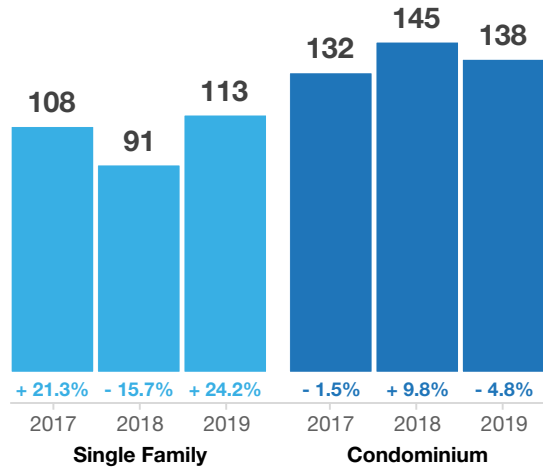


# Pending Sales

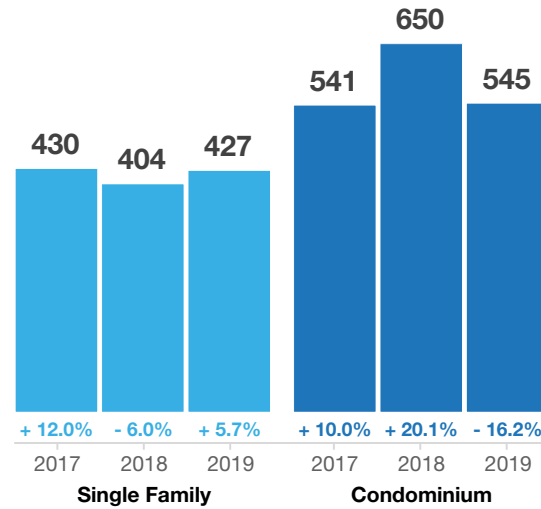
A count of the properties on which offers have been accepted in a given month.



## April

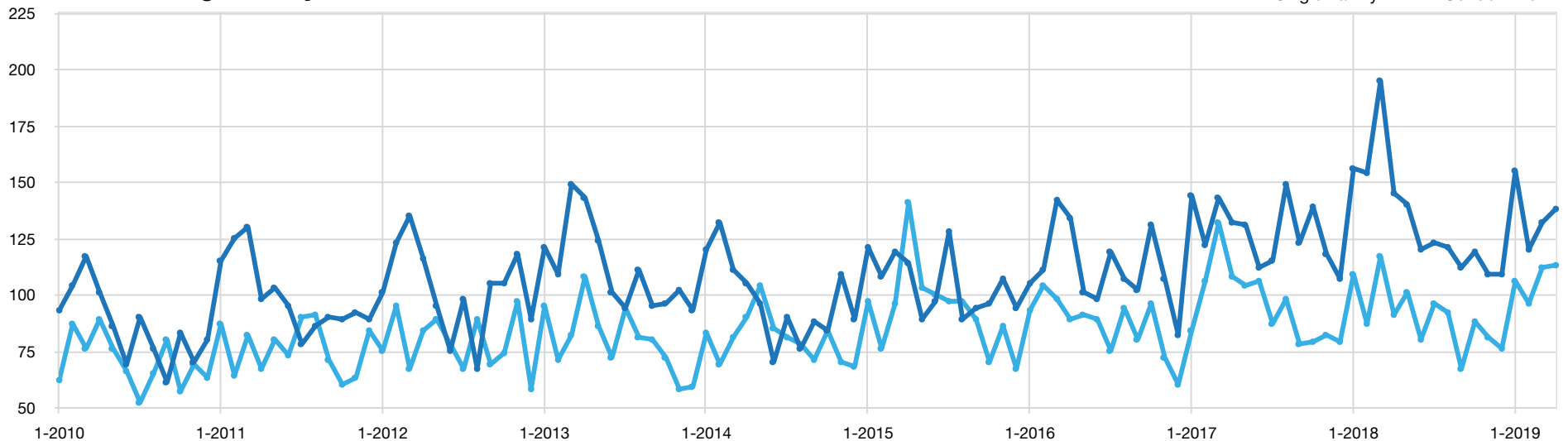


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2018	101	- 2.9%	140	+ 6.9%
Jun-2018	80	- 24.5%	120	+ 7.1%
Jul-2018	96	+ 10.3%	123	+ 7.0%
Aug-2018	92	- 6.1%	121	- 18.8%
Sep-2018	67	- 14.1%	112	- 8.9%
Oct-2018	88	+ 11.4%	119	- 14.4%
Nov-2018	81	- 1.2%	109	- 7.6%
Dec-2018	76	- 3.8%	109	+ 1.9%
Jan-2019	106	- 2.8%	155	- 0.6%
Feb-2019	96	+ 10.3%	120	- 22.1%
Mar-2019	112	- 4.3%	132	- 32.3%
<b>Apr-2019</b>	<b>113</b>	<b>+ 24.2%</b>	<b>138</b>	<b>- 4.8%</b>
12-Month Avg	92	- 1.1%	125	- 8.8%

## Historical Pending Sales by Month

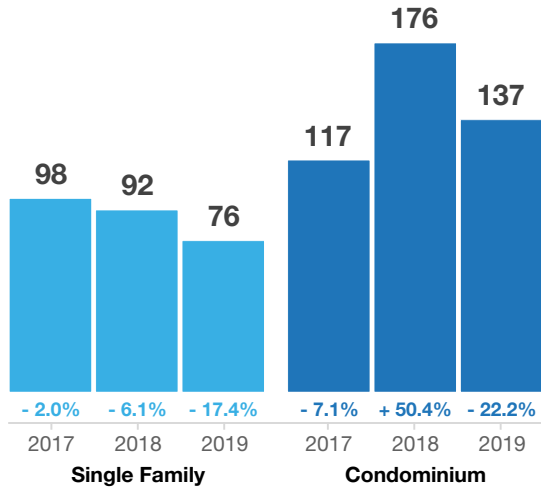


# Closed Sales

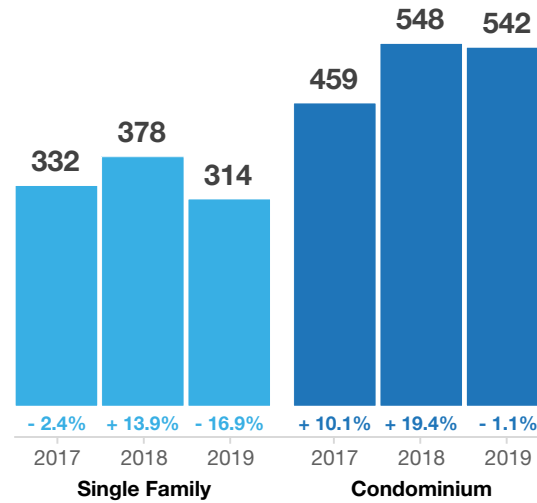
A count of the actual sales that closed in a given month.



## April

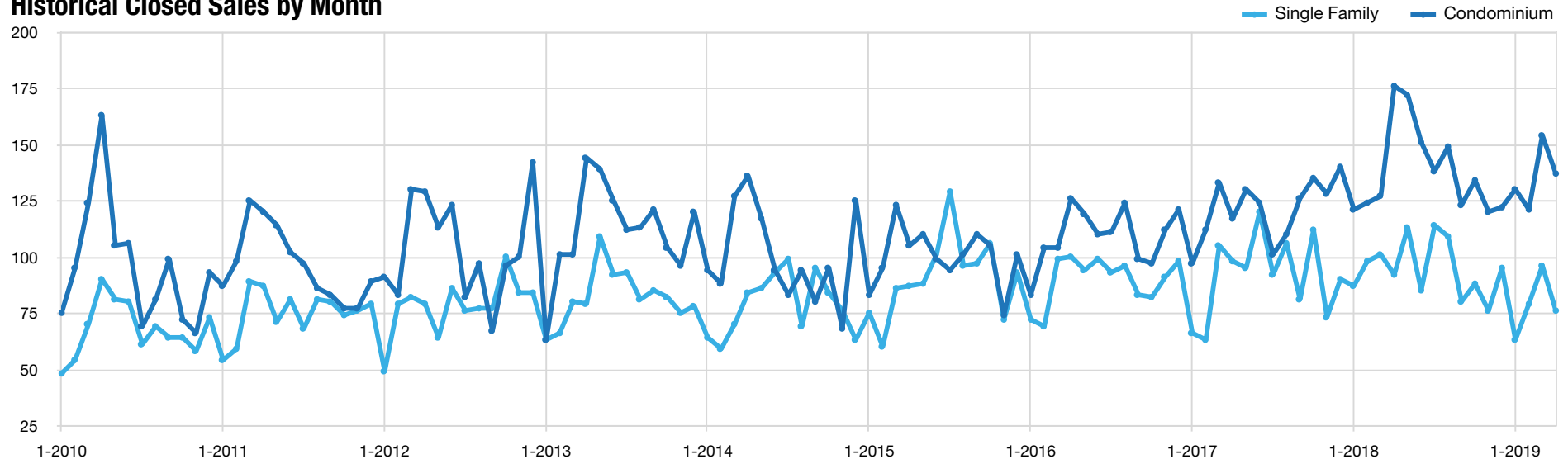


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2018	113	+ 18.9%	172	+ 32.3%
Jun-2018	85	- 29.2%	151	+ 21.8%
Jul-2018	114	+ 23.9%	138	+ 36.6%
Aug-2018	109	+ 2.8%	149	+ 35.5%
Sep-2018	80	- 1.2%	123	- 2.4%
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%
<b>Apr-2019</b>	<b>76</b>	<b>- 17.4%</b>	<b>137</b>	<b>- 22.2%</b>
12-Month Avg	90	- 6.3%	138	+ 7.0%

## Historical Closed Sales by Month

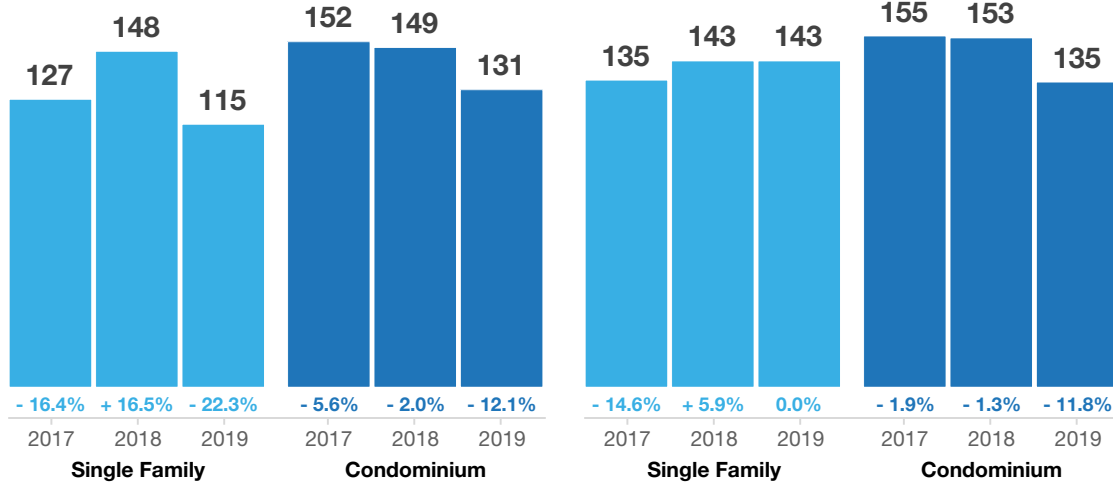


# Days on Market Until Sale

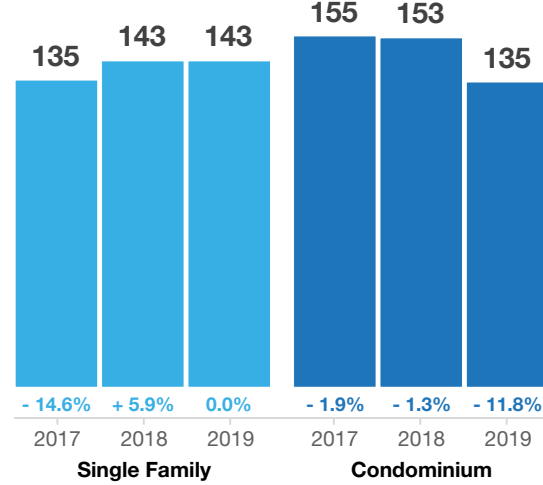
Average number of days between when a property is listed and when it closed in a given month.



## April



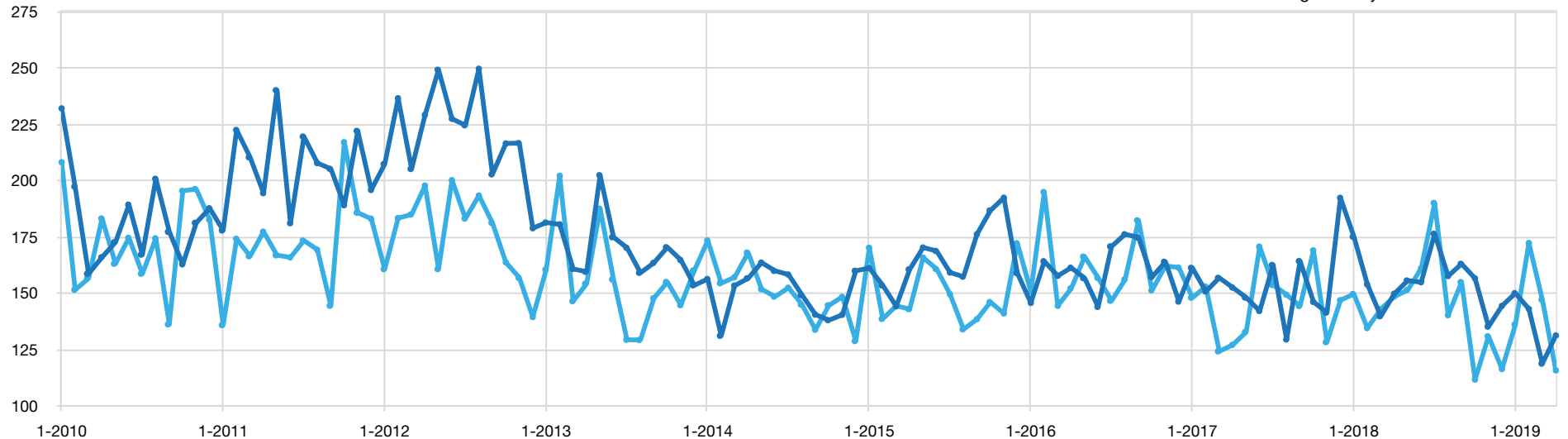
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2018	151	+ 14.4%	155	+ 4.7%
Jun-2018	161	- 5.3%	155	+ 9.2%
Jul-2018	190	+ 24.2%	176	+ 8.6%
Aug-2018	140	- 6.0%	157	+ 21.7%
Sep-2018	155	+ 7.6%	163	- 0.6%
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%
<b>Apr-2019</b>	<b>115</b>	<b>- 22.3%</b>	<b>131</b>	<b>- 12.1%</b>
12-Month Avg*	145	- 2.3%	149	- 3.3%

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

## Historical Days on Market Until Sale by Month

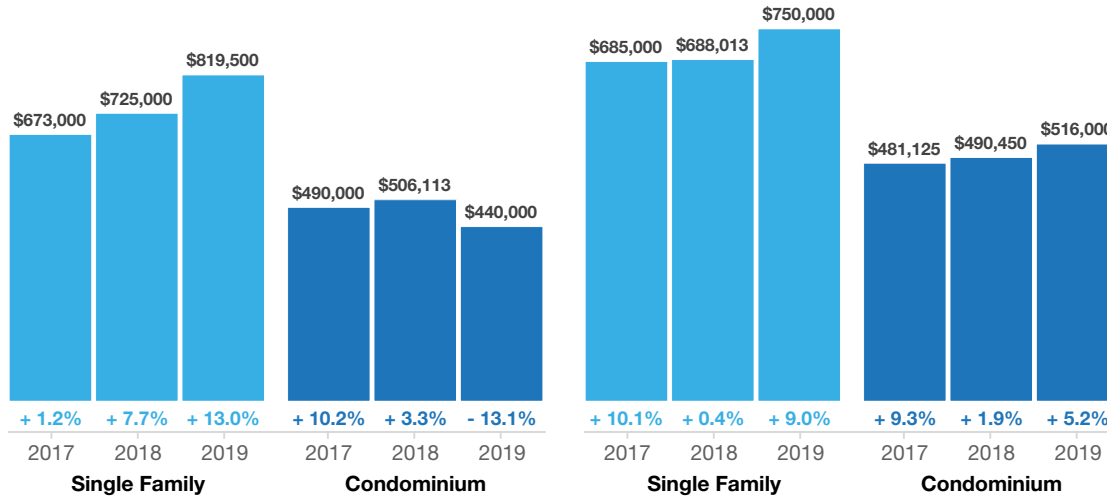


# Median Sales Price

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



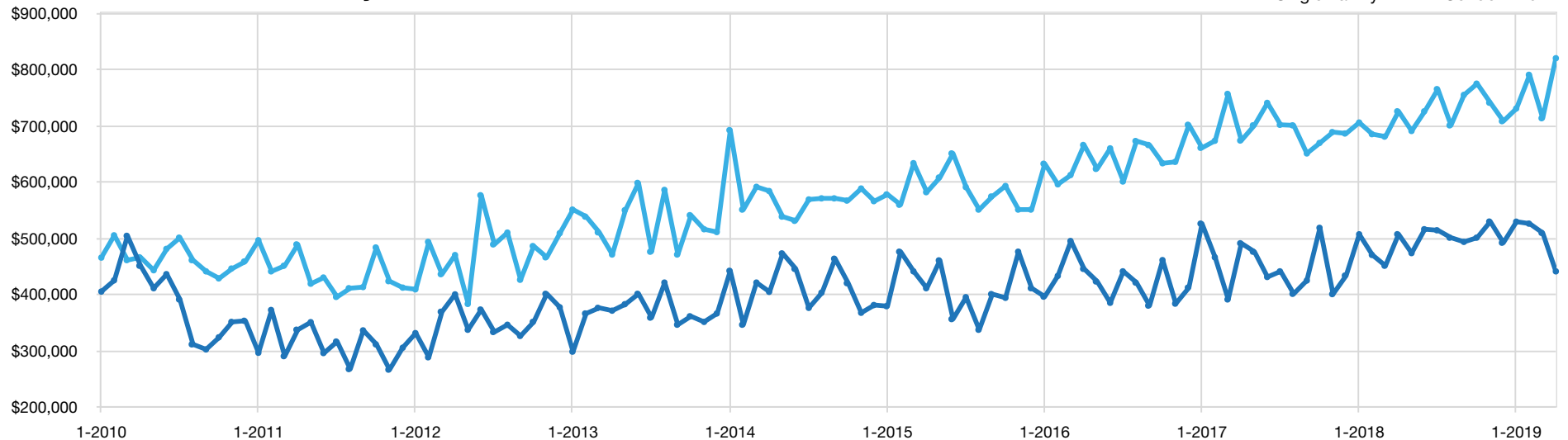
## April



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2018	\$690,000	- 1.4%	\$472,500	- 0.5%
Jun-2018	\$725,000	- 2.0%	\$515,000	+ 19.8%
Jul-2018	\$764,500	+ 9.1%	\$513,163	+ 16.6%
Aug-2018	\$700,000	0.0%	\$500,000	+ 25.0%
Sep-2018	\$754,248	+ 16.0%	\$492,500	+ 16.2%
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%
<b>Apr-2019</b>	<b>\$819,500</b>	<b>+ 13.0%</b>	<b>\$440,000</b>	<b>- 13.1%</b>
12-Month Avg*	\$730,000	+ 5.6%	\$506,000	+ 11.2%

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

## Historical Median Sales Price by Month



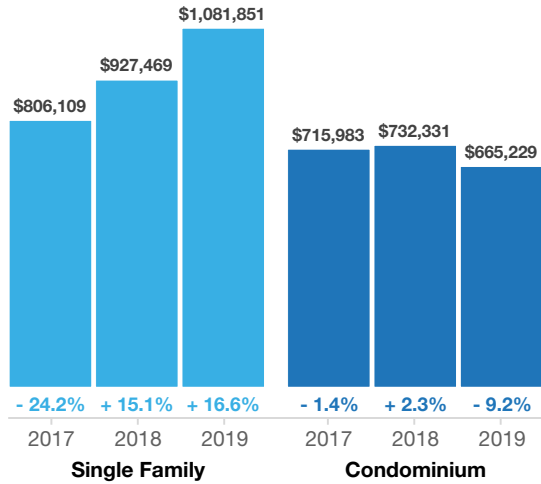


# Average Sales Price

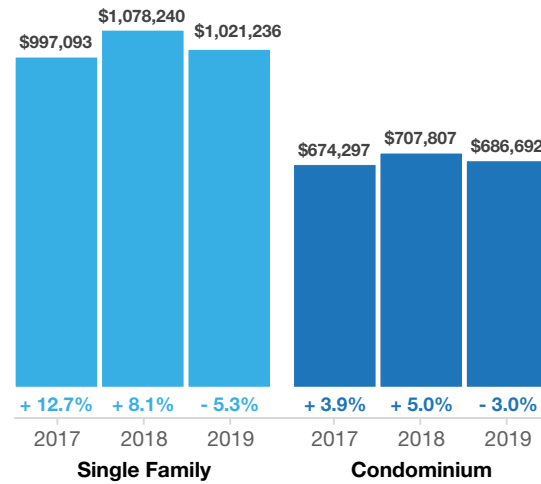
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



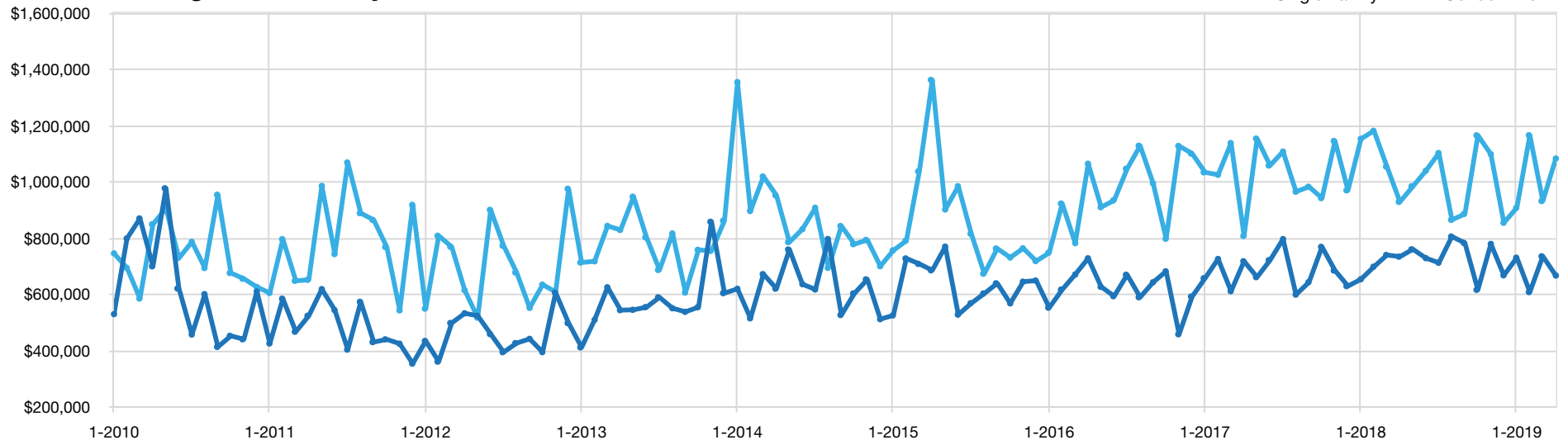
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2018	\$982,847	- 14.7%	\$758,613	+ 15.0%
Jun-2018	\$1,038,374	- 1.8%	\$727,059	+ 1.0%
Jul-2018	\$1,101,322	- 0.5%	\$710,601	- 10.6%
Aug-2018	\$863,491	- 10.4%	\$803,929	+ 34.6%
Sep-2018	\$884,347	- 9.9%	\$781,151	+ 21.8%
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%
<b>Apr-2019</b>	<b>\$1,081,851</b>	<b>+ 16.6%</b>	<b>\$665,229</b>	<b>- 9.2%</b>
12-Month Avg*	\$1,003,080	- 4.4%	\$716,675	+ 3.4%

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

## Historical Average Sales Price by Month



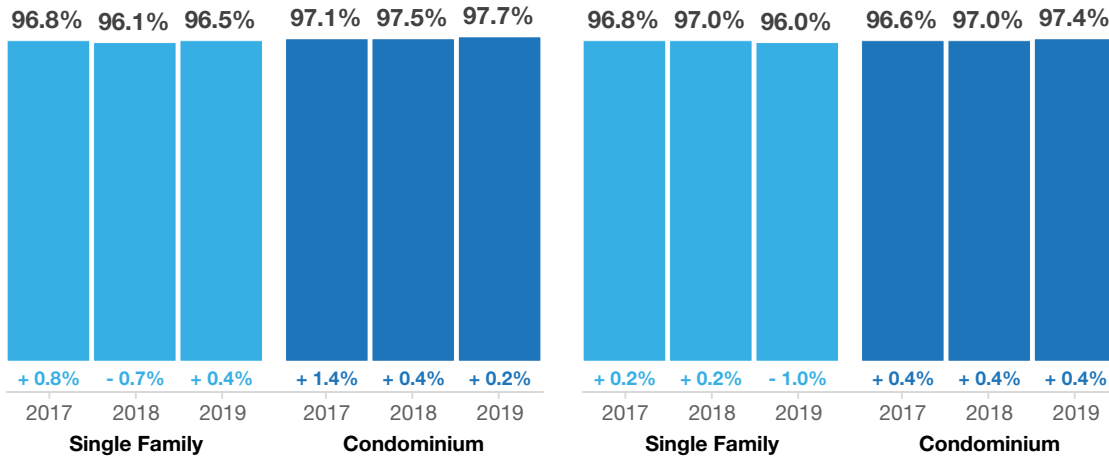
# Percent of List Price Received

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.



## April

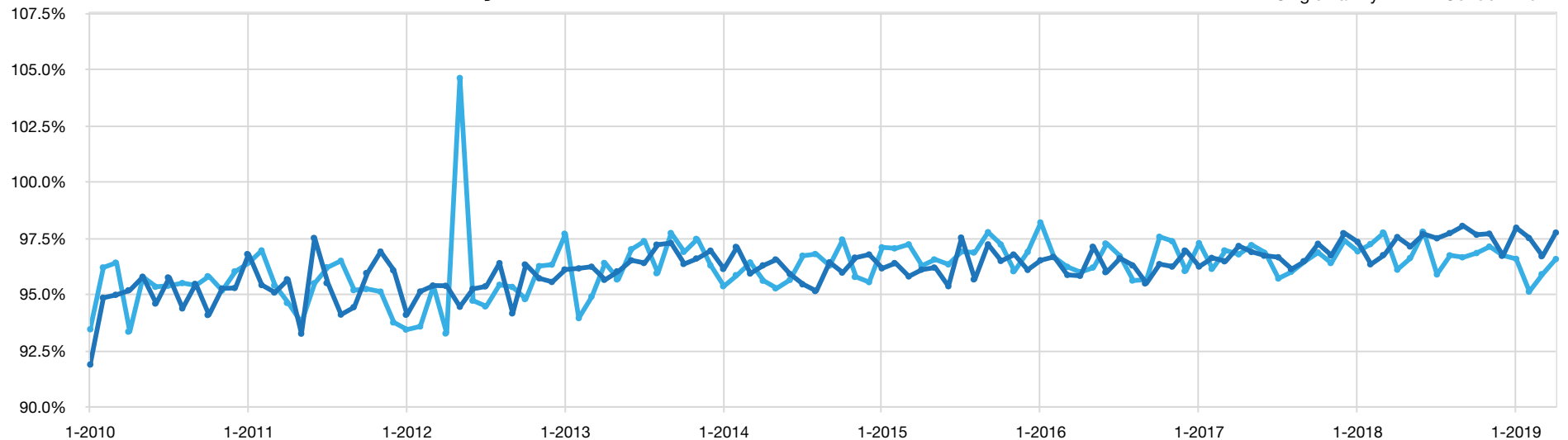
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2018	96.6%	- 0.6%	97.1%	+ 0.2%
Jun-2018	97.8%	+ 1.0%	97.7%	+ 1.0%
Jul-2018	95.9%	+ 0.2%	97.5%	+ 0.9%
Aug-2018	96.7%	+ 0.7%	97.7%	+ 1.7%
Sep-2018	96.6%	+ 0.2%	98.0%	+ 1.6%
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%
<b>Apr-2019</b>	<b>96.5%</b>	<b>+ 0.4%</b>	<b>97.7%</b>	<b>+ 0.2%</b>
12-Month Avg*	96.5%	- 0.2%	97.5%	+ 0.6%

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

## Historical Percent of List Price Received by Month

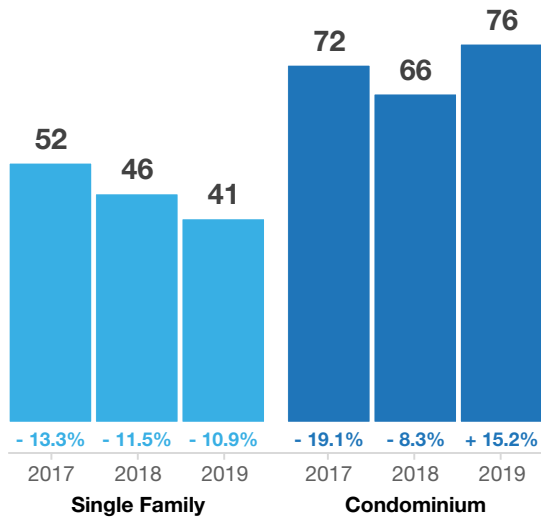


# Housing Affordability Index

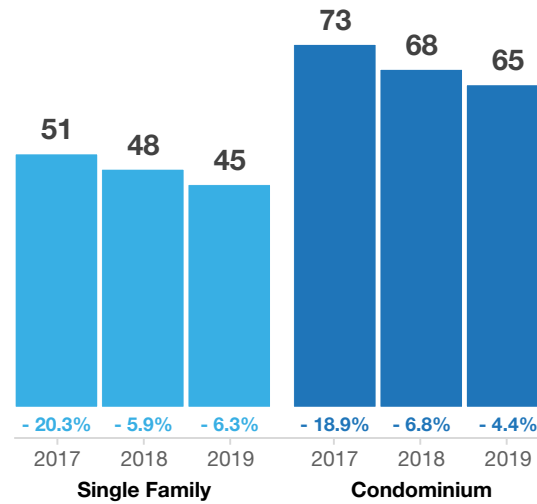
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

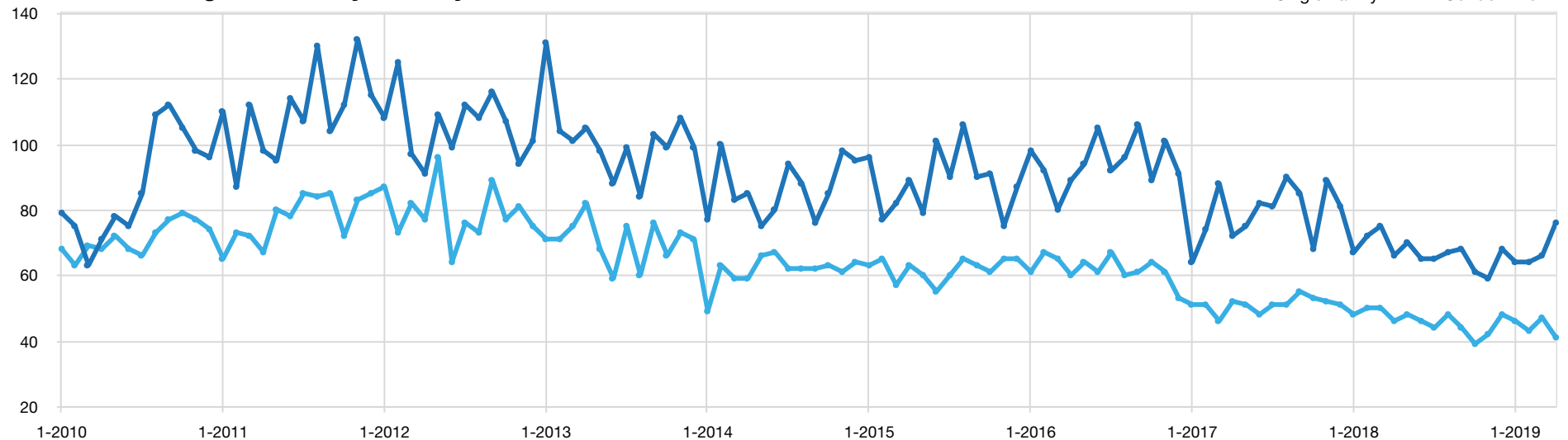


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2018	48	- 5.9%	70	- 6.7%
Jun-2018	46	- 4.2%	65	- 20.7%
Jul-2018	44	- 13.7%	65	- 19.8%
Aug-2018	48	- 5.9%	67	- 25.6%
Sep-2018	44	- 20.0%	68	- 20.0%
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%
<b>Apr-2019</b>	<b>41</b>	<b>- 10.9%</b>	<b>76</b>	<b>+ 15.2%</b>
12-Month Avg	45	- 11.8%	66	- 15.4%

## Historical Housing Affordability Index by Month

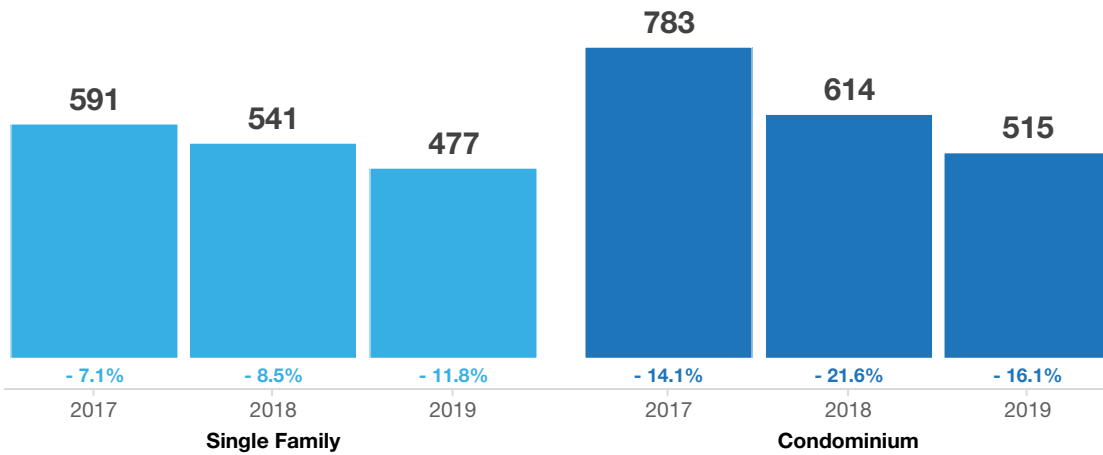


# Inventory of Homes for Sale

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

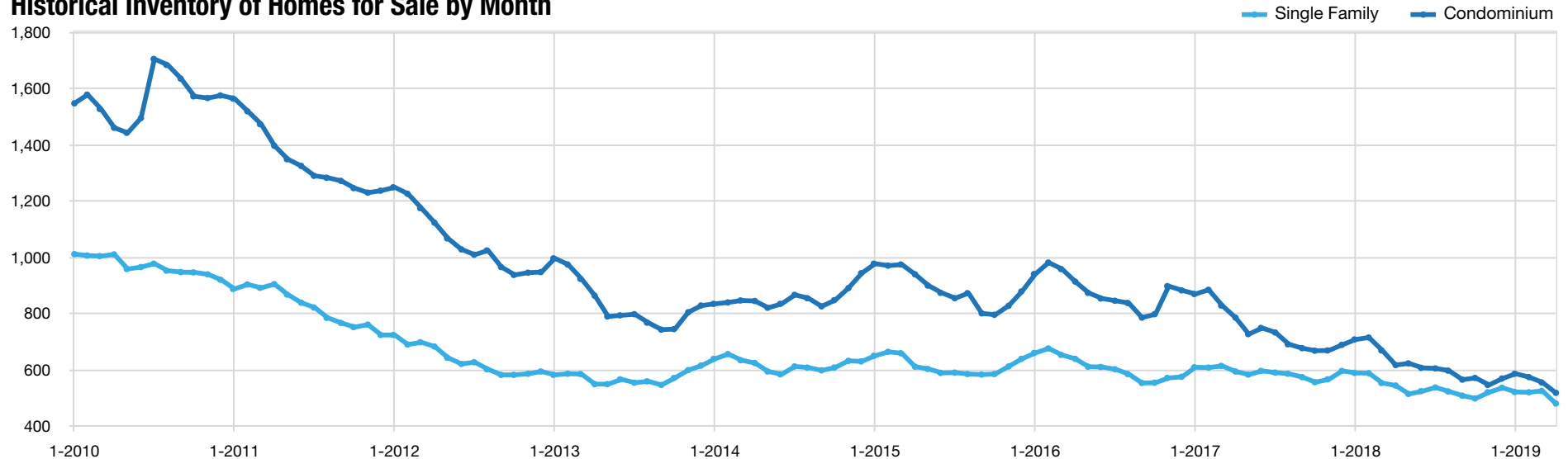


## April



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2018	511	- 11.9%	620	- 14.4%
Jun-2018	521	- 12.1%	604	- 19.0%
Jul-2018	534	- 9.0%	602	- 17.5%
Aug-2018	520	- 10.8%	594	- 13.7%
Sep-2018	505	- 11.6%	562	- 16.6%
Oct-2018	495	- 10.5%	568	- 14.6%
Nov-2018	517	- 8.2%	543	- 18.5%
Dec-2018	533	- 10.1%	566	- 17.5%
Jan-2019	518	- 11.6%	583	- 17.3%
Feb-2019	517	- 11.6%	571	- 19.8%
Mar-2019	522	- 5.1%	552	- 17.1%
<b>Apr-2019</b>	<b>477</b>	<b>- 11.8%</b>	<b>515</b>	<b>- 16.1%</b>
12-Month Avg	514	- 10.5%	573	- 17.0%

## Historical Inventory of Homes for Sale by Month

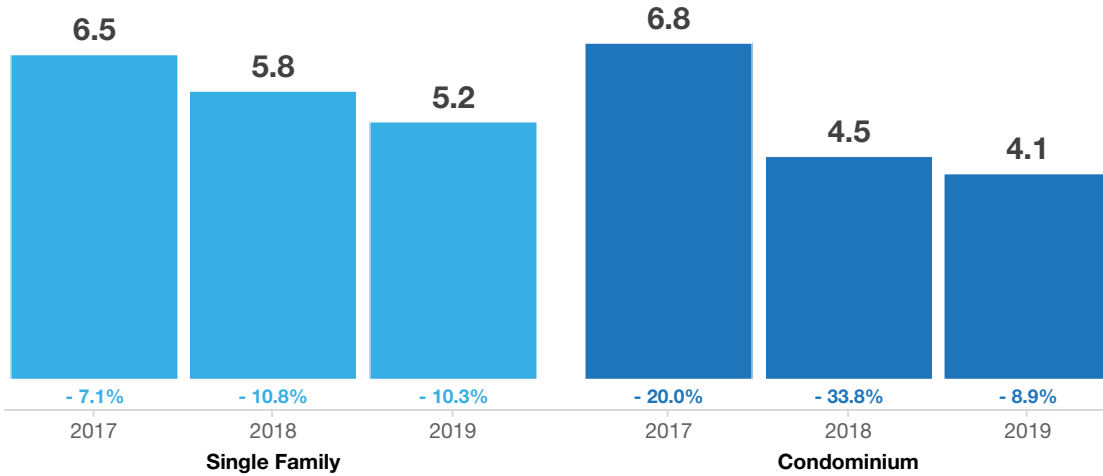


# Months Supply of Inventory

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.



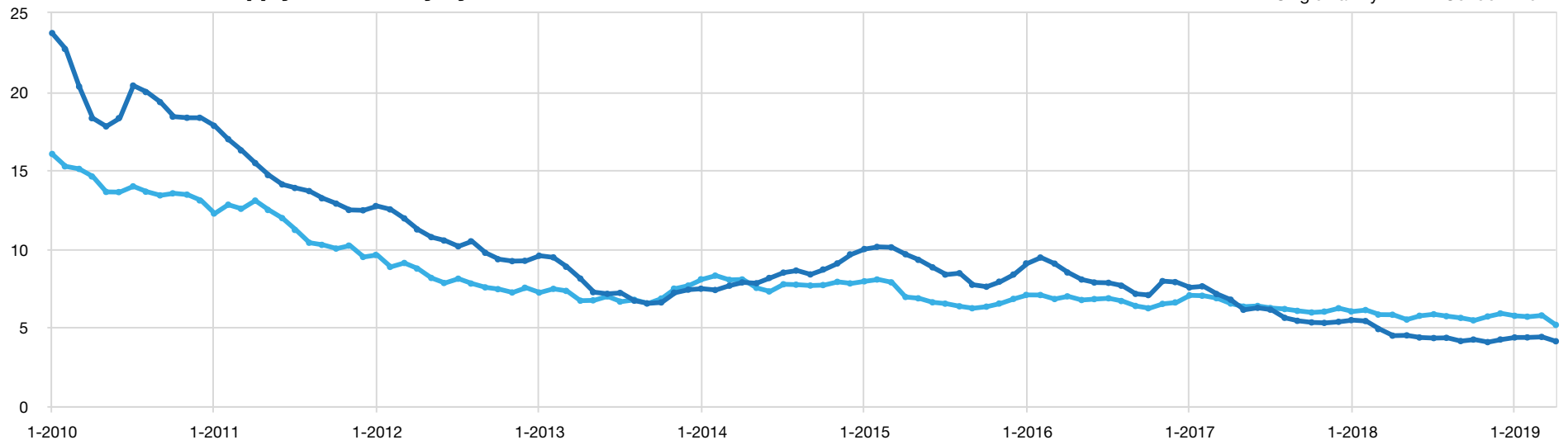
## April



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2018	5.5	- 12.7%	4.5	- 26.2%
Jun-2018	5.7	- 10.9%	4.4	- 30.2%
Jul-2018	5.8	- 6.5%	4.3	- 29.5%
Aug-2018	5.7	- 8.1%	4.3	- 23.2%
Sep-2018	5.6	- 8.2%	4.1	- 24.1%
Oct-2018	5.5	- 8.3%	4.2	- 20.8%
Nov-2018	5.7	- 5.0%	4.1	- 22.6%
Dec-2018	5.9	- 4.8%	4.2	- 22.2%
Jan-2019	5.7	- 5.0%	4.4	- 20.0%
Feb-2019	5.7	- 6.6%	4.4	- 18.5%
Mar-2019	5.8	0.0%	4.4	- 10.2%
<b>Apr-2019</b>	<b>5.2</b>	<b>- 10.3%</b>	<b>4.1</b>	<b>- 8.9%</b>
12-Month Avg*	5.7	- 7.2%	4.3	- 21.8%

\* Months Supply for all properties from May 2018 through April 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	4-2018	4-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		285	<b>300</b>	+ 5.3%	1,427	<b>1,354</b>	- 5.1%
<b>Pending Sales</b>		249	<b>268</b>	+ 7.6%	1,145	<b>1,033</b>	- 9.8%
<b>Closed Sales</b>		300	<b>226</b>	- 24.7%	1,004	<b>912</b>	- 9.2%
<b>Days on Market Until Sale</b>		145	<b>128</b>	- 11.7%	153	<b>141</b>	- 7.8%
<b>Median Sales Price</b>		\$580,000	<b>\$576,000</b>	- 0.7%	\$605,000	<b>\$600,000</b>	- 0.8%
<b>Average Sales Price</b>		\$761,492	<b>\$860,021</b>	+ 12.9%	\$852,562	<b>\$827,445</b>	- 2.9%
<b>Percent of List Price Received</b>		97.1%	<b>97.0%</b>	- 0.1%	96.8%	<b>96.7%</b>	- 0.1%
<b>Housing Affordability Index</b>		57	<b>58</b>	+ 1.8%	55	<b>56</b>	+ 1.8%
<b>Inventory of Homes for Sale</b>		1,511	<b>1,306</b>	- 13.6%	—	—	—
<b>Months Supply of Inventory</b>		6.1	<b>5.6</b>	- 8.2%	—	—	—

# Single Family Monthly Sales Volume

April 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	April 2019			March 2019			April 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	8	\$9,725,900	\$1,093,750	8	\$5,587,000	\$733,000	9	\$8,618,000	\$825,000
Hana	2	\$3,825,000	\$1,912,500	1	\$786,677	\$786,677	4	\$2,900,000	\$687,500
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$3,100,000	\$1,550,000	1	\$1,150,000	\$1,150,000	3	\$6,255,202	\$1,360,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	8	\$5,278,000	\$672,500	5	\$3,602,500	\$750,000	8	\$5,085,250	\$632,500
Kapalua	1	\$3,270,000	\$3,270,000	2	\$4,400,000	\$2,200,000	1	\$2,250,000	\$2,250,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	13	\$10,644,510	\$791,010	17	\$15,249,000	\$798,000	15	\$12,227,025	\$688,025
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	3	\$2,065,000	\$565,000	5	\$4,906,500	\$1,125,000	3	\$2,400,350	\$805,350
Lahaina	3	\$8,144,000	\$2,525,000	7	\$10,218,000	\$875,000	5	\$4,272,500	\$761,500
Maalaea	0	--	--	0	--	--	1	\$2,000,000	\$2,000,000
Makawao/Olinda/Haliimaile	2	\$1,270,000	\$635,000	6	\$6,048,000	\$585,000	4	\$2,446,000	\$587,250
Maui Meadows	2	\$4,200,000	\$2,100,000	1	\$1,585,000	\$1,585,000	6	\$7,542,000	\$1,456,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$3,120,000	\$1,040,000	5	\$4,073,743	\$800,000	4	\$3,260,000	\$919,000
Olowalu	0	--	--	0	--	--	1	\$1,360,000	\$1,360,000
Pukalani	4	\$2,882,000	\$660,000	4	\$3,127,000	\$774,000	1	\$525,000	\$525,000
Spreckelsville/Paia/Kuau	0	--	--	3	\$4,335,000	\$1,475,000	5	\$9,011,000	\$800,000
Wailea/Makena	5	\$10,234,500	\$1,600,000	3	\$9,419,950	\$1,550,000	2	\$2,545,000	\$1,272,500
Wailuku	17	\$12,773,790	\$702,290	22	\$13,334,435	\$617,500	16	\$9,817,275	\$591,138
Lanai	1	\$288,000	\$288,000	0	--	--	2	\$1,495,000	\$747,500
Molokai	2	\$1,400,000	\$700,000	6	\$1,508,000	\$195,000	2	\$1,317,500	\$658,750
<b>All MLS</b>	<b>76</b>	<b>\$82,220,700</b>	<b>\$819,500</b>	<b>96</b>	<b>\$89,330,805</b>	<b>\$712,718</b>	<b>92</b>	<b>\$85,327,102</b>	<b>\$725,000</b>

# Condominium Monthly Sales Volume

April 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	April 2019			March 2019			April 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	11	\$15,015,000	\$1,160,000	9	\$11,698,750	\$930,000	17	\$21,721,500	\$775,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	6	\$1,176,750	\$167,500	3	\$405,000	\$130,000	5	\$576,500	\$120,750
Kapalua	2	\$5,800,000	\$2,900,000	7	\$10,470,000	\$900,000	7	\$6,928,888	\$960,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	67	\$34,986,766	\$429,000	61	\$32,791,148	\$429,000	63	\$31,594,459	\$415,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	6	\$2,873,666	\$537,500	7	\$4,687,800	\$690,000	6	\$4,109,400	\$556,000
Maalaea	2	\$876,000	\$438,000	3	\$1,403,000	\$520,000	6	\$2,299,000	\$387,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	18	\$7,999,388	\$434,000	32	\$14,798,580	\$415,000	27	\$13,012,000	\$445,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$645,000	\$645,000	0	--	--	2	\$1,205,000	\$602,500
Spreckelsville/Paia/Kuau	0	--	--	2	\$731,000	\$365,500	0	--	--
Wailea/Makena	11	\$16,225,001	\$1,005,000	17	\$30,770,000	\$1,500,000	26	\$41,370,982	\$1,248,700
Wailuku	12	\$5,383,745	\$409,000	12	\$5,085,325	\$372,450	17	\$6,072,475	\$347,000
Lanai	1	\$155,000	\$155,000	0	--	--	0	--	--
Molokai	0	--	--	1	\$129,000	\$129,000	0	--	--
<b>All MLS</b>	<b>137</b>	<b>\$91,136,316</b>	<b>\$440,000</b>	<b>154</b>	<b>\$112,969,603</b>	<b>\$508,500</b>	<b>176</b>	<b>\$128,890,204</b>	<b>\$506,113</b>



# Land Monthly Sales Volume

April 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	April 2019			March 2019			April 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	1	\$361,000	\$361,000	4	\$1,605,000	\$495,000	16	\$8,267,000	\$492,575
Hana	2	\$1,295,000	\$647,500	1	\$1,456,000	\$1,456,000	2	\$1,075,000	\$537,500
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	1	\$937,500	\$937,500	0	--	--
Kahakuloa	1	\$360,000	\$360,000	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	2	\$3,150,000	\$1,575,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	1	\$486,700	\$486,700	0	--	--	3	\$1,480,000	\$520,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	3	\$2,200,000	\$485,000	1	\$284,000	\$284,000	2	\$665,000	\$332,500
Lahaina	0	--	--	3	\$3,350,000	\$750,000	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	2	\$1,220,000	\$610,000	0	--	--	1	\$345,000	\$345,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	1	\$400,000	\$400,000
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$725,000	\$725,000	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	1	\$13,500,000	\$13,500,000	0	--	--	0	--	--
Wailuku	0	--	--	2	\$703,330	\$351,665	3	\$1,465,000	\$425,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$110,000	--	1	\$102,500	\$102,500	4	\$533,400	\$118,750
<b>All MLS</b>	<b>13</b>	<b>\$20,257,700</b>	<b>\$555,850</b>	<b>15</b>	<b>\$11,588,330</b>	<b>\$500,000</b>	<b>32</b>	<b>\$14,230,400</b>	<b>\$429,225</b>

# Single Family Sales – Year to Date

April 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Apr-19 YTD Sales	Apr-18 YTD Sales	Unit Change	Percent Change	Apr-19 YTD Average	Apr-18 YTD Average	Dollar Change	Percent Change	Apr-19 YTD Median	Apr-18 YTD Median	Dollar Change	Percent Change	Apr-19 YTD Volume	Apr-18 YTD Volume	Dollar Change	Percent Change
Haiku	25	32	-7	-21.9%	\$873,036	\$946,266	-\$73,230	-7.7%	\$808,000	\$807,500	+\$500	+0.1%	\$21,825,900	\$30,280,500	-\$8,454,600	-27.9%
Hana	3	11	-8	-72.7%	\$1,537,226	\$1,062,272	+\$474,953	+44.7%	\$786,677	\$725,000	+\$61,677	+8.5%	\$4,611,677	\$11,684,995	-\$7,073,318	-60.5%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	9	13	-4	-30.8%	\$1,736,889	\$2,290,862	-\$553,973	-24.2%	\$1,599,000	\$1,900,000	-\$301,000	-15.8%	\$15,632,000	\$29,781,202	-\$14,149,202	-47.5%
Kahakuloa	0	1	-1	-100.0%	--	\$890,000	--	--	--	\$890,000	--	--	\$0	\$890,000	-\$890,000	-100.0%
Kahului	31	55	-24	-43.6%	\$664,855	\$673,712	-\$8,857	-1.3%	\$660,000	\$677,500	-\$17,500	-2.6%	\$20,610,500	\$37,054,156	-\$16,443,656	-44.4%
Kapalua	6	1	+5	+500.0%	\$2,434,837	\$2,250,000	+\$184,837	+8.2%	\$2,400,000	\$2,250,000	+\$150,000	+6.7%	\$14,609,020	\$2,250,000	+\$12,359,020	+549.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	52	60	-8	-13.3%	\$889,472	\$1,122,529	-\$233,057	-20.8%	\$815,000	\$669,500	+\$145,500	+21.7%	\$46,252,560	\$67,351,743	-\$21,099,183	-31.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	18	23	-5	-21.7%	\$1,023,694	\$1,028,254	-\$4,560	-0.4%	\$1,115,000	\$945,000	+\$170,000	+18.0%	\$18,426,500	\$23,649,850	-\$5,223,350	-22.1%
Lahaina	21	21	0	0.0%	\$1,721,190	\$1,960,400	-\$239,210	-12.2%	\$874,000	\$900,000	-\$26,000	-2.9%	\$36,144,999	\$41,168,400	-\$5,023,401	-12.2%
Maalaea	0	1	-1	-100.0%	--	\$2,000,000	--	--	--	\$2,000,000	--	--	\$0	\$2,000,000	-\$2,000,000	-100.0%
Makawao/Olinda/Haliimaile	21	17	+4	+23.5%	\$1,050,768	\$675,115	+\$375,653	+55.6%	\$680,000	\$575,000	+\$105,000	+18.3%	\$22,066,129	\$11,476,950	+\$10,589,179	+92.3%
Maui Meadows	5	12	-7	-58.3%	\$1,667,000	\$1,149,000	+\$518,000	+45.1%	\$1,585,000	\$1,158,000	+\$427,000	+36.9%	\$8,335,000	\$13,788,000	-\$5,453,000	-39.5%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	10	9	+1	+11.1%	\$1,704,374	\$1,223,889	+\$480,485	+39.3%	\$915,000	\$948,000	-\$33,000	-3.5%	\$17,043,743	\$11,015,000	+\$6,028,743	+54.7%
Olowalu	0	1	-1	-100.0%	--	\$1,360,000	--	--	--	\$1,360,000	--	--	\$0	\$1,360,000	-\$1,360,000	-100.0%
Pukalani	15	10	+5	+50.0%	\$805,933	\$679,700	+\$126,233	+18.6%	\$765,000	\$646,500	+\$118,500	+18.3%	\$12,089,000	\$6,797,000	+\$5,292,000	+77.9%
Spreckelsville/Paia/Kuau	6	9	-3	-33.3%	\$1,190,354	\$1,623,375	-\$433,021	-26.7%	\$1,079,063	\$800,000	+\$279,063	+34.9%	\$7,142,125	\$14,610,375	-\$7,468,250	-51.1%
Wailea/Makena	12	12	0	0.0%	\$2,232,121	\$4,081,250	-\$1,849,129	-45.3%	\$1,650,000	\$2,760,000	-\$1,110,000	-40.2%	\$26,785,450	\$48,975,000	-\$22,189,550	-45.3%
Wailuku	65	78	-13	-16.7%	\$662,188	\$591,131	+\$71,057	+12.0%	\$649,000	\$616,000	+\$33,000	+5.4%	\$43,042,239	\$46,108,206	-\$3,065,967	-6.6%
Lanai	1	6	-5	-83.3%	\$288,000	\$668,333	-\$380,333	-56.9%	\$288,000	\$460,000	-\$172,000	-37.4%	\$288,000	\$4,010,000	-\$3,722,000	-92.8%
Molokai	14	6	+8	+133.3%	\$411,657	\$553,900	-\$142,243	-25.7%	\$313,000	\$512,450	-\$199,450	-38.9%	\$5,763,200	\$3,323,400	+\$2,439,800	+73.4%
All MLS	314	378	-64	-16.9%	\$1,021,236	\$1,078,240	-\$57,004	-5.3%	\$750,000	\$688,013	+\$61,988	+9.0%	\$320,668,042	\$407,574,777	-\$86,906,735	-21.3%

# Total Condominium Sales – Year to Date

April 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Apr-19 YTD Sales	Apr-18 YTD Sales	Unit Change	Percent Change	Apr-19 YTD Average	Apr-18 YTD Average	Dollar Change	Percent Change	Apr-19 YTD Median	Apr-18 YTD Median	Dollar Change	Percent Change	Apr-19 YTD Volume	Apr-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	41	52	-11	-21.2%	\$1,168,445	\$1,209,594	-\$41,149	-3.4%	\$930,000	\$877,500	+\$52,500	+6.0%	\$47,906,250	\$62,898,900	-\$14,992,650	-23.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	10	12	-2	-16.7%	\$190,375	\$133,050	+\$57,325	+43.1%	\$150,000	\$114,800	+\$35,200	+30.7%	\$1,903,750	\$1,596,600	+\$307,150	+19.2%
Kapalua	19	15	+4	+26.7%	\$1,648,921	\$1,347,393	+\$301,529	+22.4%	\$900,000	\$960,000	-\$60,000	-6.3%	\$31,329,500	\$20,210,888	+\$11,118,612	+55.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	223	202	+21	+10.4%	\$536,641	\$490,863	+\$45,778	+9.3%	\$433,000	\$420,000	+\$13,000	+3.1%	\$119,671,038	\$99,154,409	+\$20,516,629	+20.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	37	21	+16	+76.2%	\$485,740	\$518,049	-\$32,308	-6.2%	\$525,000	\$475,000	+\$50,000	+10.5%	\$17,972,396	\$10,879,026	+\$7,093,370	+65.2%
Maalaea	12	17	-5	-29.4%	\$485,542	\$380,412	+\$105,130	+27.6%	\$490,000	\$388,000	+\$102,000	+26.3%	\$5,826,500	\$6,467,000	-\$640,500	-9.9%
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	89	83	+6	+7.2%	\$469,146	\$469,720	-\$573	-0.1%	\$437,000	\$440,000	-\$3,000	-0.7%	\$41,754,015	\$38,986,734	+\$2,767,281	+7.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	4	-3	-75.0%	\$645,000	\$615,250	+\$29,750	+4.8%	\$645,000	\$603,000	+\$42,000	+7.0%	\$645,000	\$2,461,000	-\$1,816,000	-73.8%
Spreckelsville/Paia/Kuau	2	0	+2	--	\$365,500	--	--	--	\$365,500	--	--	--	\$731,000	\$0	+\$731,000	--
Wailea/Makena	52	86	-34	-39.5%	\$1,562,396	\$1,456,969	+\$105,427	+7.2%	\$1,289,550	\$1,051,082	+\$238,468	+22.7%	\$81,244,601	\$125,299,337	-\$44,054,736	-35.2%
Wailuku	47	53	-6	-11.3%	\$463,561	\$366,028	+\$97,532	+26.6%	\$529,900	\$347,000	+\$182,900	+52.7%	\$21,787,345	\$19,399,492	+\$2,387,853	+12.3%
Lanai	1	0	+1	--	\$155,000	--	--	--	\$155,000	--	--	--	\$155,000	\$0	+\$155,000	--
Molokai	8	3	+5	+166.7%	\$157,575	\$175,000	-\$17,425	-10.0%	\$139,500	\$158,000	-\$18,500	-11.7%	\$1,260,600	\$525,000	+\$735,600	+140.1%
<b>All MLS</b>	<b>542</b>	<b>548</b>	<b>-6</b>	<b>-1.1%</b>	<b>\$686,692</b>	<b>\$707,807</b>	<b>-\$21,115</b>	<b>-3.0%</b>	<b>\$516,000</b>	<b>\$490,450</b>	<b>+\$25,550</b>	<b>+5.2%</b>	<b>\$372,186,995</b>	<b>\$387,878,386</b>	<b>-\$15,691,391</b>	<b>-4.0%</b>

# Fee Simple Condominium Sales – Year to Date

April 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Apr-19 YTD Sales	Apr-18 YTD Sales	Unit Change	Percent Change	Apr-19 YTD Average	Apr-18 YTD Average	Dollar Change	Percent Change	Apr-19 YTD Median	Apr-18 YTD Median	Dollar Change	Percent Change	Apr-19 YTD Volume	Apr-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	38	45	-7	-15.6%	\$1,214,770	\$1,351,509	-\$136,739	-10.1%	\$1,022,000	\$1,015,000	+\$7,000	+0.7%	\$46,161,250	\$60,817,900	-\$14,656,650	-24.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	10	12	-2	-16.7%	\$190,375	\$133,050	+\$57,325	+43.1%	\$150,000	\$114,800	+\$35,200	+30.7%	\$1,903,750	\$1,596,600	+\$307,150	+19.2%
Kapalua	19	15	+4	+26.7%	\$1,648,921	\$1,347,393	+\$301,529	+22.4%	\$900,000	\$960,000	-\$60,000	-6.3%	\$31,329,500	\$20,210,888	+\$11,118,612	+55.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	222	198	+24	+12.1%	\$537,077	\$493,208	+\$43,869	+8.9%	\$433,000	\$420,000	+\$13,000	+3.1%	\$119,231,038	\$97,655,109	+\$21,575,929	+22.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	37	19	+18	+94.7%	\$485,740	\$555,284	-\$69,544	-12.5%	\$525,000	\$477,500	+\$47,500	+9.9%	\$17,972,396	\$10,550,400	+\$7,421,996	+70.3%
Maalaea	9	9	0	0.0%	\$520,167	\$461,889	+\$58,278	+12.6%	\$532,000	\$415,000	+\$117,000	+28.2%	\$4,681,500	\$4,157,000	+\$524,500	+12.6%
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	78	75	+3	+4.0%	\$514,334	\$495,230	+\$19,104	+3.9%	\$450,000	\$460,000	-\$10,000	-2.2%	\$40,118,015	\$37,142,234	+\$2,975,781	+8.0%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	4	-3	-75.0%	\$645,000	\$615,250	+\$29,750	+4.8%	\$645,000	\$603,000	+\$42,000	+7.0%	\$645,000	\$2,461,000	-\$1,816,000	-73.8%
Spreckelsville/Paia/Kuau	2	0	+2	--	\$365,500	--	--	--	\$365,500	--	--	--	\$731,000	\$0	+\$731,000	--
Wailea/Makena	52	86	-34	-39.5%	\$1,562,396	\$1,456,969	+\$105,427	+7.2%	\$1,289,550	\$1,051,082	+\$238,468	+22.7%	\$81,244,601	\$125,299,337	-\$44,054,736	-35.2%
Wailuku	47	53	-6	-11.3%	\$463,561	\$366,028	+\$97,532	+26.6%	\$529,900	\$347,000	+\$182,900	+52.7%	\$21,787,345	\$19,399,492	+\$2,387,853	+12.3%
Lanai	1	0	+1	--	\$155,000	--	--	--	\$155,000	--	--	--	\$155,000	\$0	+\$155,000	--
Molokai	7	3	+4	+133.3%	\$170,571	\$175,000	-\$4,429	-2.5%	\$150,000	\$158,000	-\$8,000	-5.1%	\$1,194,000	\$525,000	+\$669,000	+127.4%
<b>All MLS</b>	<b>523</b>	<b>519</b>	<b>+4</b>	<b>+0.8%</b>	<b>\$702,016</b>	<b>\$731,821</b>	<b>-\$29,805</b>	<b>-4.1%</b>	<b>\$525,000</b>	<b>\$502,500</b>	<b>+\$22,500</b>	<b>+4.5%</b>	<b>\$367,154,395</b>	<b>\$379,814,960</b>	<b>-\$12,660,565</b>	<b>-3.3%</b>

# Leasehold Condominium Sales – Year to Date

April 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Apr-19 YTD Sales	Apr-18 YTD Sales	Unit Change	Percent Change	Apr-19 YTD Average	Apr-18 YTD Average	Dollar Change	Percent Change	Apr-19 YTD Median	Apr-18 YTD Median	Dollar Change	Percent Change	Apr-19 YTD Volume	Apr-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	3	7	-4	-57.1%	\$581,667	\$297,286	+\$284,381	+95.7%	\$670,000	\$265,000	+\$405,000	+152.8%	\$1,745,000	\$2,081,000	-\$336,000	-16.1%
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	1	4	-3	-75.0%	\$440,000	\$374,825	+\$65,175	+17.4%	\$440,000	\$406,250	+\$33,750	+8.3%	\$440,000	\$1,499,300	-\$1,059,300	-70.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	2	-2	-100.0%	--	\$164,313	--	--	--	\$164,313	--	--	\$0	\$328,626	-\$328,626	-100.0%
Maalaea	3	8	-5	-62.5%	\$381,667	\$288,750	+\$92,917	+32.2%	\$325,000	\$252,500	+\$72,500	+28.7%	\$1,145,000	\$2,310,000	-\$1,165,000	-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	11	8	+3	+37.5%	\$148,727	\$230,563	-\$81,835	-35.5%	\$145,000	\$156,250	-\$11,250	-7.2%	\$1,636,000	\$1,844,500	-\$208,500	-11.3%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	1	0	+1	--	\$66,600	--	--	--	\$66,600	--	--	--	\$66,600	\$0	+\$66,600	--
All MLS	19	29	-10	-34.5%	\$264,874	\$278,049	-\$13,175	-4.7%	\$173,000	\$240,000	-\$67,000	-27.9%	\$5,032,600	\$8,063,426	-\$3,030,826	-37.6%

# Land Sales – Year to Date

April 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Apr-19 YTD Sales	Apr-18 YTD Sales	Unit Change	Percent Change	Apr-19 YTD Average	Apr-18 YTD Average	Dollar Change	Percent Change	Apr-19 YTD Median	Apr-18 YTD Median	Dollar Change	Percent Change	Apr-19 YTD Volume	Apr-18 YTD Volume	Dollar Change	Percent Change
Haiku	11	24	-13	-54.2%	\$438,761	\$578,392	-\$139,630	-24.1%	\$494,875	\$492,575	+\$2,300	+0.5%	\$4,826,375	\$13,881,400	-\$9,055,025	-65.2%
Hana	5	2	+3	+150.0%	\$743,400	\$537,500	+\$205,900	+38.3%	\$670,000	\$537,500	+\$132,500	+24.7%	\$3,717,000	\$1,075,000	+\$2,642,000	+245.8%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	3	1	+2	+200.0%	\$817,500	\$950,000	-\$132,500	-13.9%	\$820,000	\$950,000	-\$130,000	-13.7%	\$2,452,500	\$950,000	+\$1,502,500	+158.2%
Kahakuloa	1	0	+1	--	\$360,000	--	--	--	\$360,000	--	--	--	\$360,000	\$0	+\$360,000	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	2	0	+2	--	\$1,575,000	--	--	--	\$1,575,000	--	--	--	\$3,150,000	\$0	+\$3,150,000	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	4	6	-2	-33.3%	\$592,425	\$765,000	-\$172,575	-22.6%	\$480,850	\$465,000	+\$15,850	+3.4%	\$2,369,700	\$4,590,000	-\$2,220,300	-48.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	9	16	-7	-43.8%	\$548,556	\$586,616	-\$38,060	-6.5%	\$485,000	\$375,000	+\$110,000	+29.3%	\$4,937,000	\$9,385,850	-\$4,448,850	-47.4%
Lahaina	5	6	-1	-16.7%	\$1,400,000	\$1,425,667	-\$25,667	-1.8%	\$1,650,000	\$1,525,000	+\$125,000	+8.2%	\$7,000,000	\$8,554,000	-\$1,554,000	-18.2%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	3	3	0	0.0%	\$540,000	\$711,300	-\$171,300	-24.1%	\$400,000	\$878,900	-\$478,900	-54.5%	\$1,620,000	\$2,133,900	-\$513,900	-24.1%
Maui Meadows	1	0	+1	--	\$316,000	--	--	--	\$316,000	--	--	--	\$316,000	\$0	+\$316,000	--
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	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	2	-1	-50.0%	\$725,000	\$382,500	+\$342,500	+89.5%	\$725,000	\$382,500	+\$342,500	+89.5%	\$725,000	\$765,000	-\$40,000	-5.2%
Spreckelsville/Paia/Kuau	0	1	-1	-100.0%	--	\$2,900,000	--	--	--	\$2,900,000	--	--	\$0	\$2,900,000	-\$2,900,000	-100.0%
Wailea/Makena	4	1	+3	+300.0%	\$6,959,375	\$11,500,000	-\$4,540,625	-39.5%	\$6,918,750	\$11,500,000	-\$4,581,250	-39.8%	\$27,837,500	\$11,500,000	+\$16,337,500	+142.1%
Wailuku	4	8	-4	-50.0%	\$302,083	\$412,813	-\$110,730	-26.8%	\$312,500	\$370,000	-\$57,500	-15.5%	\$1,208,330	\$3,302,500	-\$2,094,170	-63.4%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	3	6	-3	-50.0%	\$213,750	\$139,233	+\$74,517	+53.5%	\$213,750	\$118,750	+\$95,000	+80.0%	\$537,500	\$835,400	-\$297,900	-35.7%
<b>All MLS</b>	<b>56</b>	<b>78</b>	<b>-22</b>	<b>-28.2%</b>	<b>\$1,108,126</b>	<b>\$775,885</b>	<b>+\$332,240</b>	<b>+42.8%</b>	<b>\$495,000</b>	<b>\$477,575</b>	<b>+\$17,425</b>	<b>+3.6%</b>	<b>\$61,056,905</b>	<b>\$60,519,050</b>	<b>+\$537,855</b>	<b>+0.9%</b>