

# Monthly Indicators



## June 2019

As was widely expected, the Federal Reserve did not change the target range for the federal funds rate – currently set at 2.25 to 2.5 percent – during their June meeting. Although the economy is still performing well due to factors such as low unemployment and solid retail sales, uncertainty remains regarding trade tensions, slowed manufacturing and meek business investments.

New Listings decreased 1.7 percent for Single Family homes and 1.5 percent for Condominium homes. Pending Sales increased 11.3 percent for Single Family homes but decreased 2.5 percent for Condominium homes. Inventory decreased 14.6 percent for Single Family homes and 21.3 percent for Condominium homes.

Median Sales Price increased 3.4 percent to \$750,000 for Single Family homes and 7.2 percent to \$552,000 for Condominium homes. Days on Market decreased 27.3 percent for Single Family homes and 16.8 percent for Condominium homes. Months Supply of Inventory decreased 15.8 percent for Single Family homes and 11.4 percent for Condominium homes.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.

## Quick Facts

**- 10.7%**

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

**+ 2.8%**

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

**- 15.5%**

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	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		120	<b>118</b>	- 1.7%	761	<b>803</b>	+ 5.5%
<b>Pending Sales</b>		80	<b>89</b>	+ 11.3%	586	<b>623</b>	+ 6.3%
<b>Closed Sales</b>		85	<b>87</b>	+ 2.4%	576	<b>537</b>	- 6.8%
<b>Days on Market Until Sale</b>		161	<b>117</b>	- 27.3%	147	<b>133</b>	- 9.5%
<b>Median Sales Price</b>		\$725,000	<b>\$750,000</b>	+ 3.4%	\$690,000	<b>\$740,000</b>	+ 7.2%
<b>Average Sales Price</b>		\$1,038,374	<b>\$1,110,402</b>	+ 6.9%	\$1,053,643	<b>\$1,007,315</b>	- 4.4%
<b>Percent of List Price Received</b>		97.8%	<b>96.2%</b>	- 1.6%	97.0%	<b>96.3%</b>	- 0.7%
<b>Housing Affordability Index</b>		46	<b>45</b>	- 2.2%	49	<b>45</b>	- 8.2%
<b>Inventory of Homes for Sale</b>		521	<b>445</b>	- 14.6%	—	—	—
<b>Months Supply of Inventory</b>		5.7	<b>4.8</b>	- 15.8%	—	—	—

# Condominium Market Overview

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



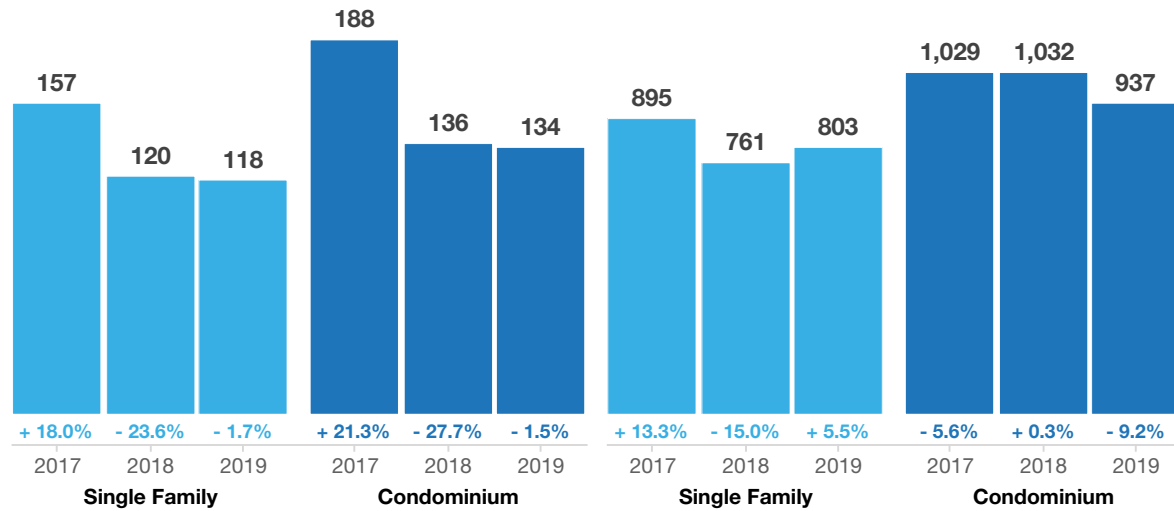
Key Metrics	Historical Sparkbars	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		136	<b>134</b>	- 1.5%	1,032	<b>937</b>	- 9.2%
<b>Pending Sales</b>		122	<b>119</b>	- 2.5%	912	<b>781</b>	- 14.4%
<b>Closed Sales</b>		151	<b>122</b>	- 19.2%	871	<b>810</b>	- 7.0%
<b>Days on Market Until Sale</b>		155	<b>129</b>	- 16.8%	154	<b>133</b>	- 13.6%
<b>Median Sales Price</b>		\$515,000	<b>\$552,000</b>	+ 7.2%	\$495,000	<b>\$522,000</b>	+ 5.5%
<b>Average Sales Price</b>		\$727,059	<b>\$883,963</b>	+ 21.6%	\$721,178	<b>\$718,642</b>	- 0.4%
<b>Percent of List Price Received</b>		97.7%	<b>97.7%</b>	0.0%	97.1%	<b>97.5%</b>	+ 0.4%
<b>Housing Affordability Index</b>		65	<b>61</b>	- 6.2%	68	<b>64</b>	- 5.9%
<b>Inventory of Homes for Sale</b>		605	<b>476</b>	- 21.3%	—	—	—
<b>Months Supply of Inventory</b>		4.4	<b>3.9</b>	- 11.4%	—	—	—

# New Listings

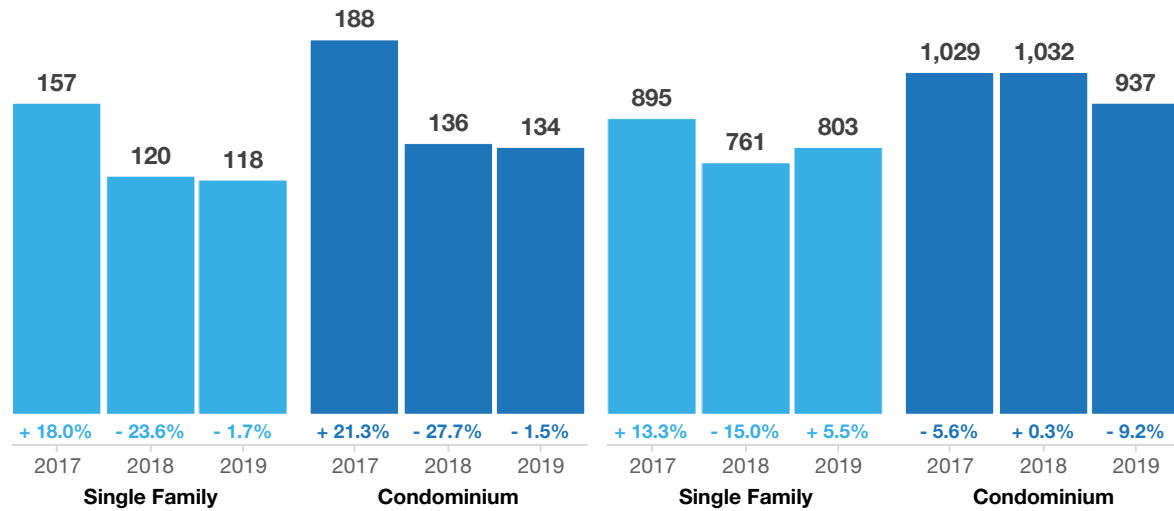
A count of the properties that have been newly listed on the market in a given month.



## June

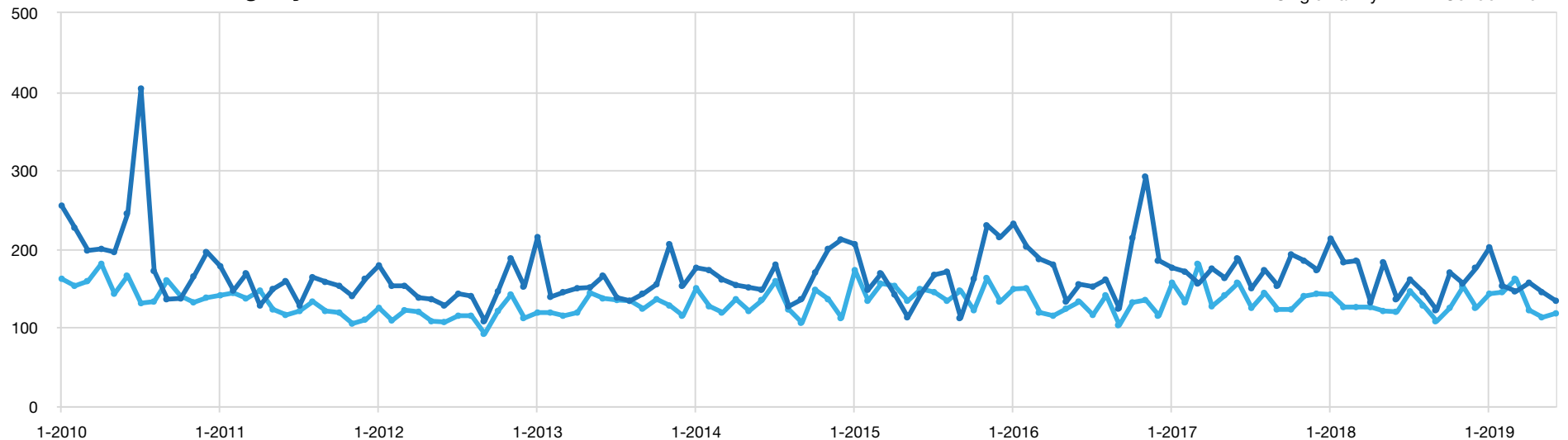


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2018	146	+ 16.8%	161	+ 7.3%
Aug-2018	128	- 11.1%	145	- 16.2%
Sep-2018	108	- 12.2%	122	- 20.3%
Oct-2018	125	+ 1.6%	170	- 11.9%
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%	153	- 16.4%
Mar-2019	162	+ 28.6%	146	- 21.1%
Apr-2019	122	- 3.2%	157	+ 18.9%
May-2019	113	- 6.6%	145	- 20.8%
<b>Jun-2019</b>	<b>118</b>	<b>- 1.7%</b>	<b>134</b>	<b>- 1.5%</b>
12-Month Avg	132	+ 1.5%	156	- 9.3%

## Historical New Listings by Month

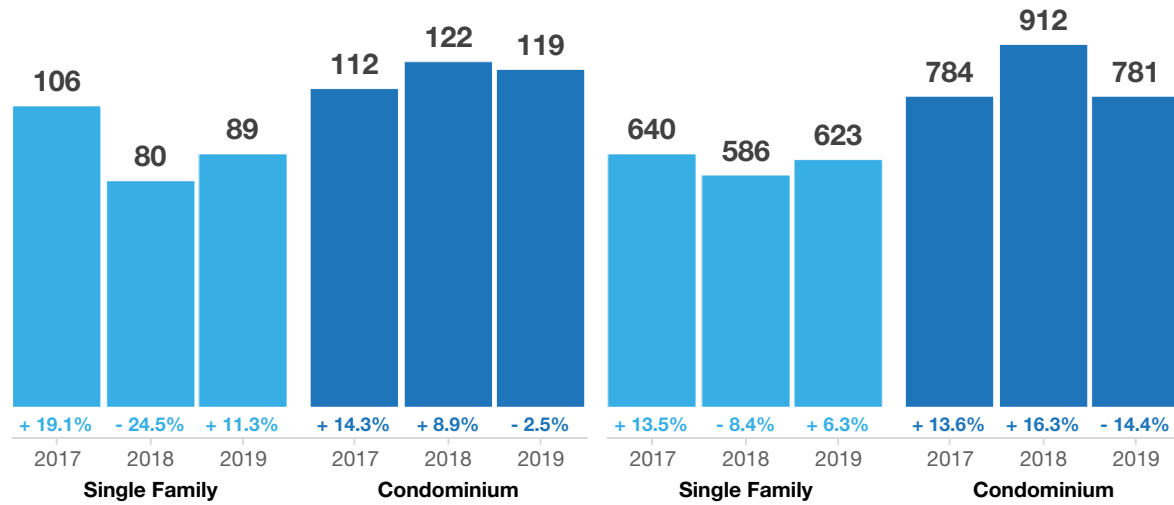


# Pending Sales

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

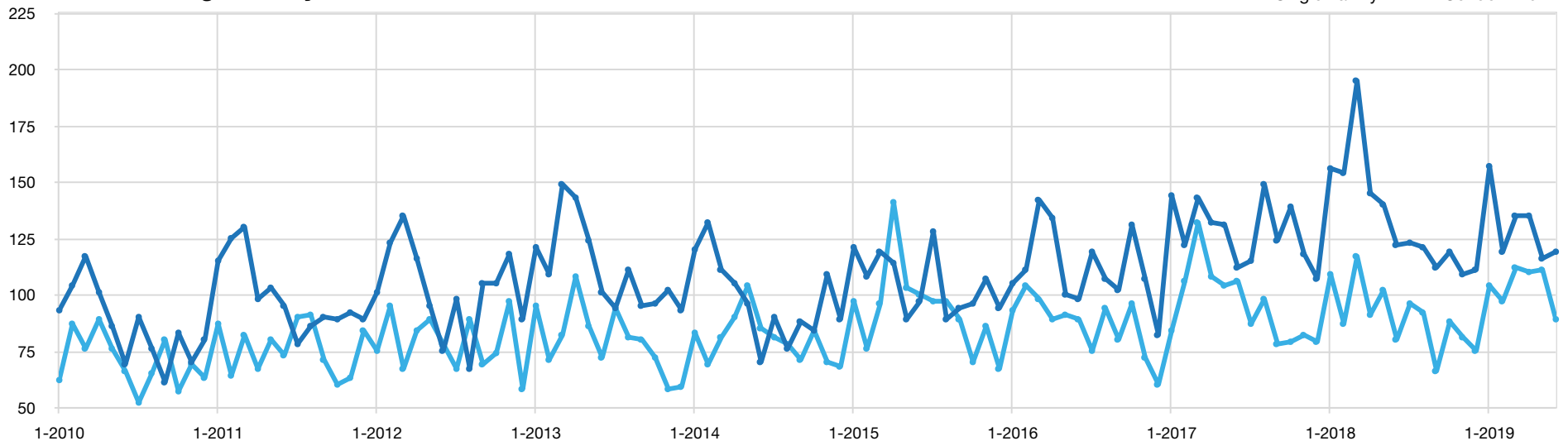


## June



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2018	96	+ 10.3%	123	+ 7.0%
Aug-2018	92	- 6.1%	121	- 18.8%
Sep-2018	66	- 15.4%	112	- 9.7%
Oct-2018	88	+ 11.4%	119	- 14.4%
Nov-2018	81	- 1.2%	109	- 7.6%
Dec-2018	75	- 5.1%	111	+ 3.7%
Jan-2019	104	- 4.6%	157	+ 0.6%
Feb-2019	97	+ 11.5%	119	- 22.7%
Mar-2019	112	- 4.3%	135	- 30.8%
Apr-2019	110	+ 20.9%	135	- 6.9%
May-2019	111	+ 8.8%	116	- 17.1%
<b>Jun-2019</b>	<b>89</b>	<b>+ 11.3%</b>	<b>119</b>	<b>- 2.5%</b>
12-Month Avg	93	+ 2.2%	123	- 11.5%

## Historical Pending Sales by Month

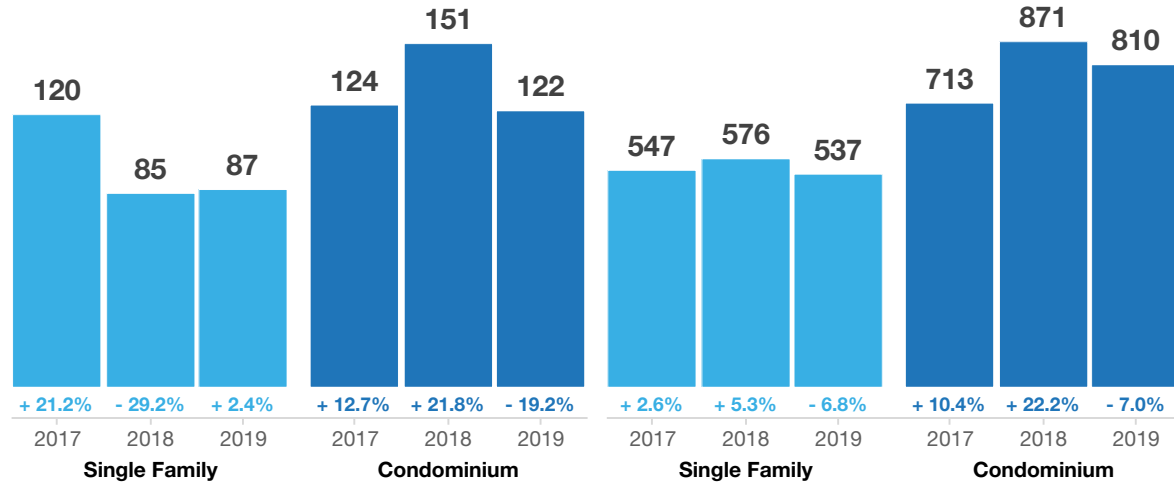


# Closed Sales

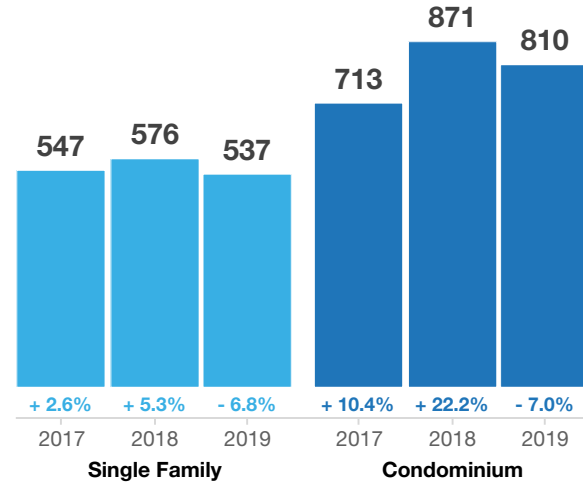
A count of the actual sales that closed in a given month.



## June

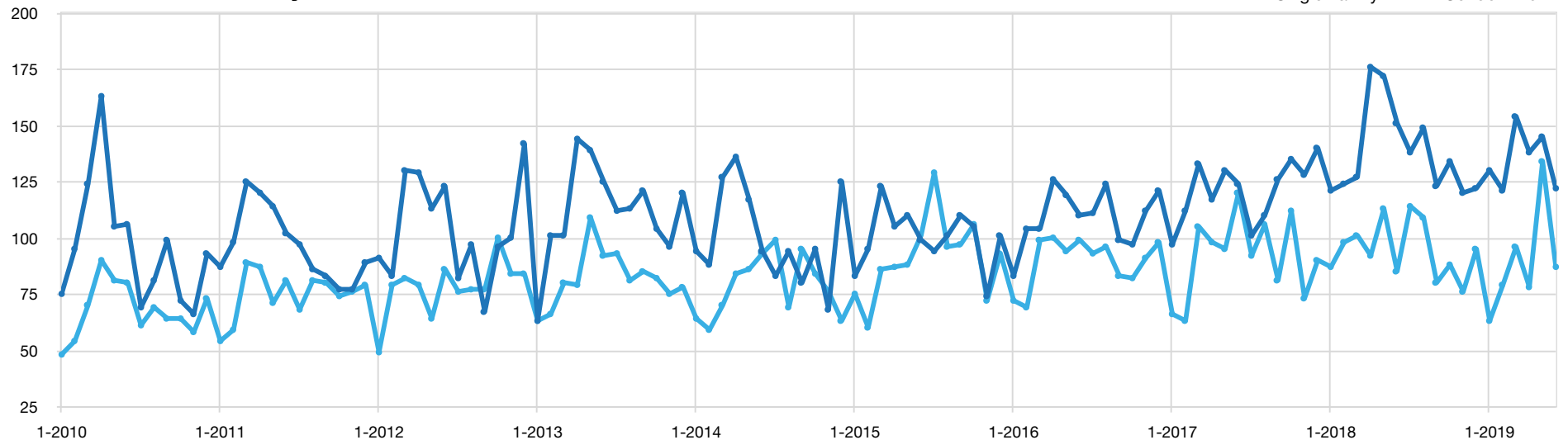


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Apr-2019	78	- 15.2%	138	- 21.6%
May-2019	134	+ 18.6%	145	- 15.7%
<b>Jun-2019</b>	<b>87</b>	<b>+ 2.4%</b>	<b>122</b>	<b>- 19.2%</b>
12-Month Avg	92	- 2.1%	133	- 0.7%

## Historical Closed Sales by Month

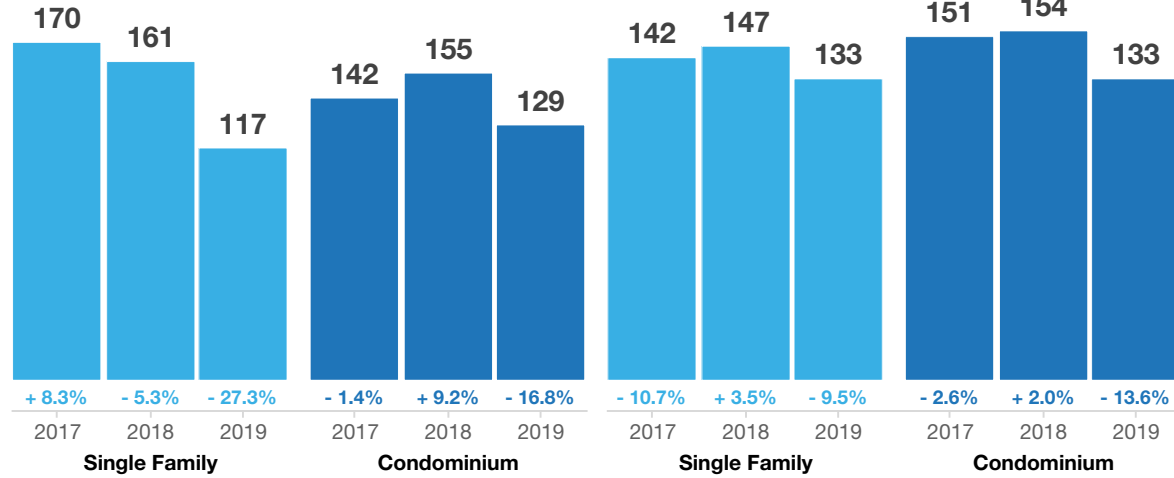


# Days on Market Until Sale

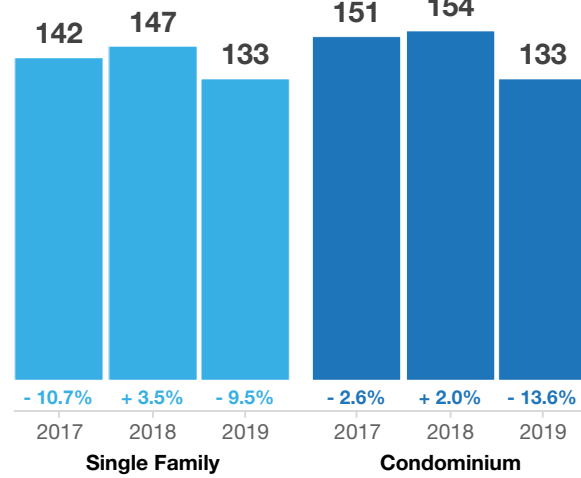
Average number of days between when a property is listed and when it closed in a given month.



## June



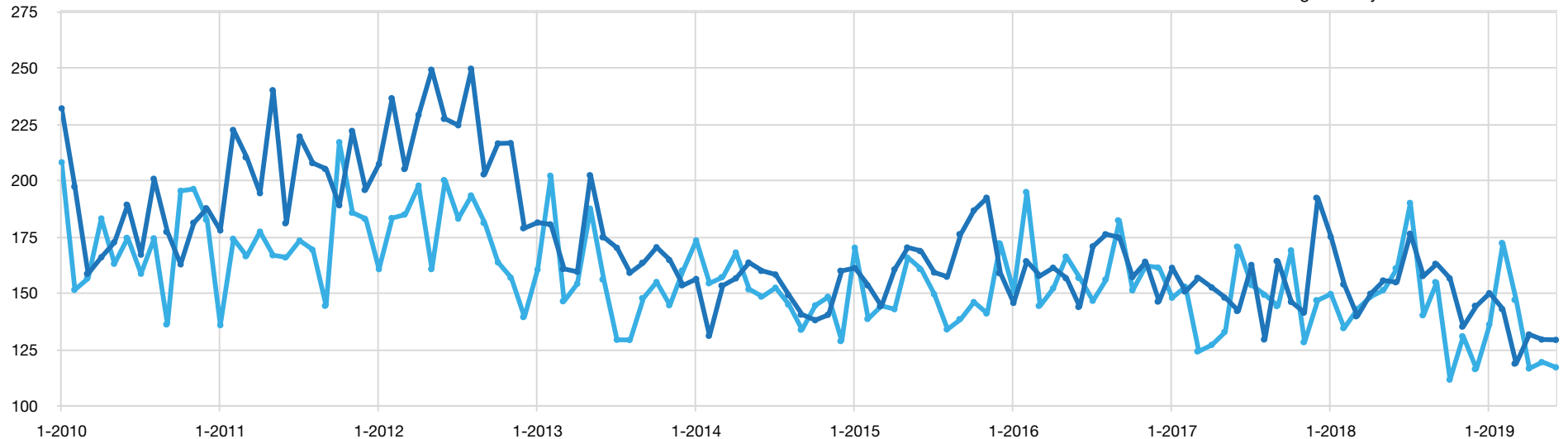
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Apr-2019	116	- 21.6%	131	- 12.1%
May-2019	119	- 21.2%	129	- 16.8%
<b>Jun-2019</b>	<b>117</b>	<b>- 27.3%</b>	<b>129</b>	<b>- 16.8%</b>
12-Month Avg*	138	- 7.3%	144	- 7.2%

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

## Historical Days on Market Until Sale by Month

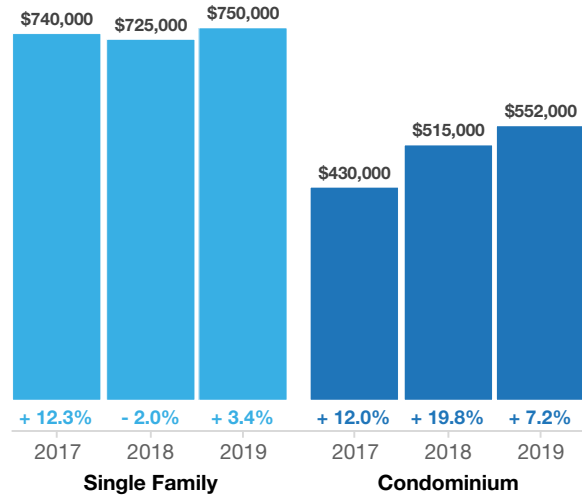


# Median Sales Price

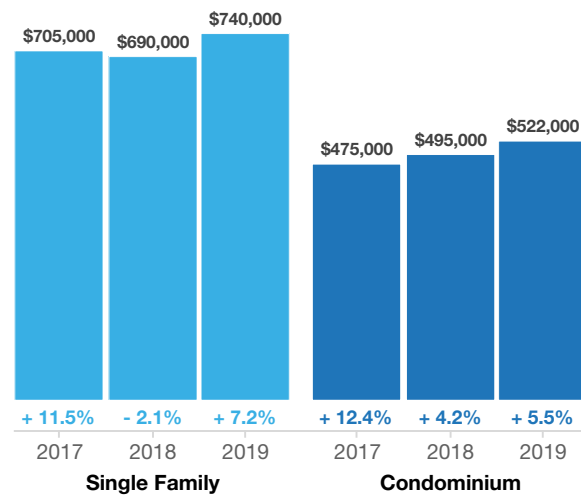
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



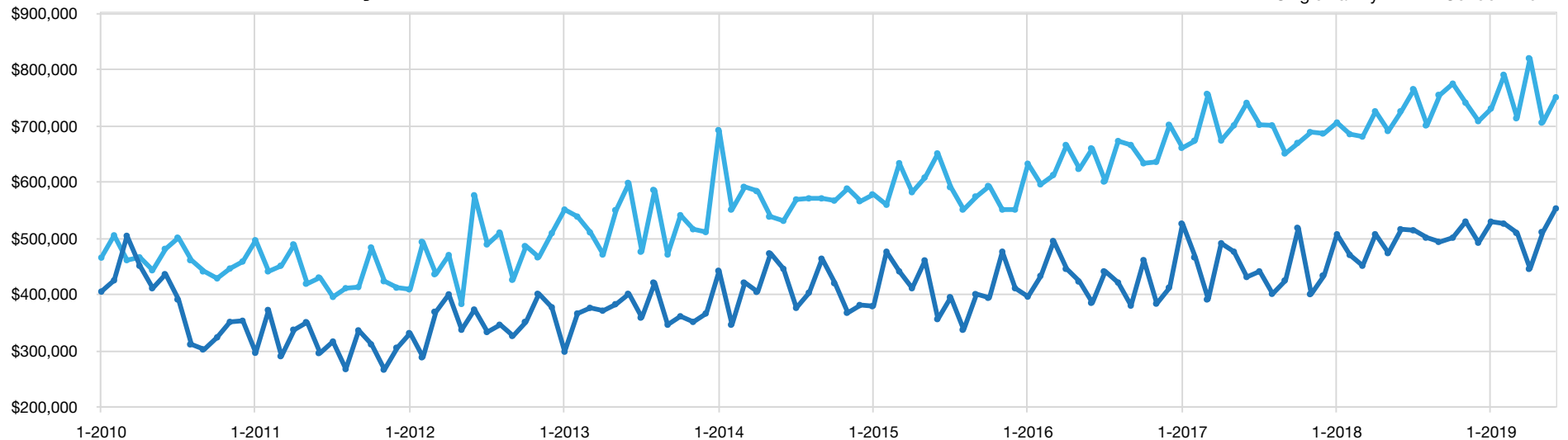
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Apr-2019	\$819,500	+ 13.0%	\$444,444	- 12.2%
May-2019	\$705,000	+ 2.2%	\$510,000	+ 7.9%
<b>Jun-2019</b>	<b>\$750,000</b>	<b>+ 3.4%</b>	<b>\$552,000</b>	<b>+ 7.2%</b>
12-Month Avg*	\$737,000	+ 7.0%	\$512,500	+ 10.2%

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

## Historical Median Sales Price by Month



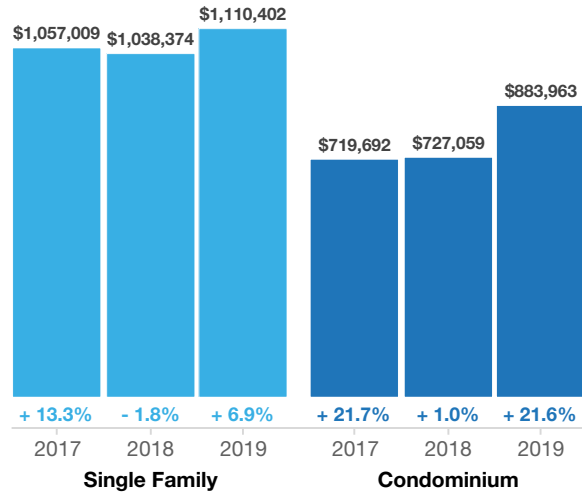


# Average Sales Price

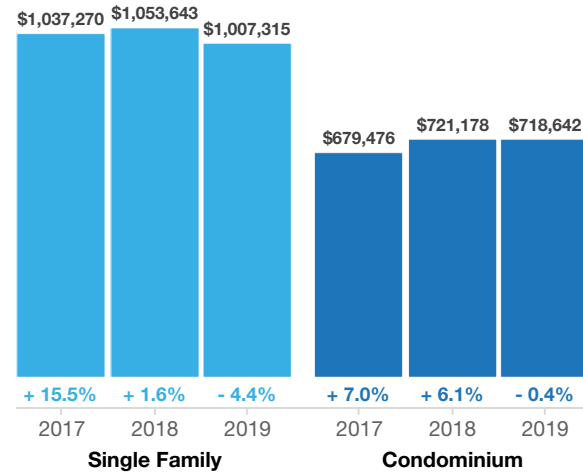
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



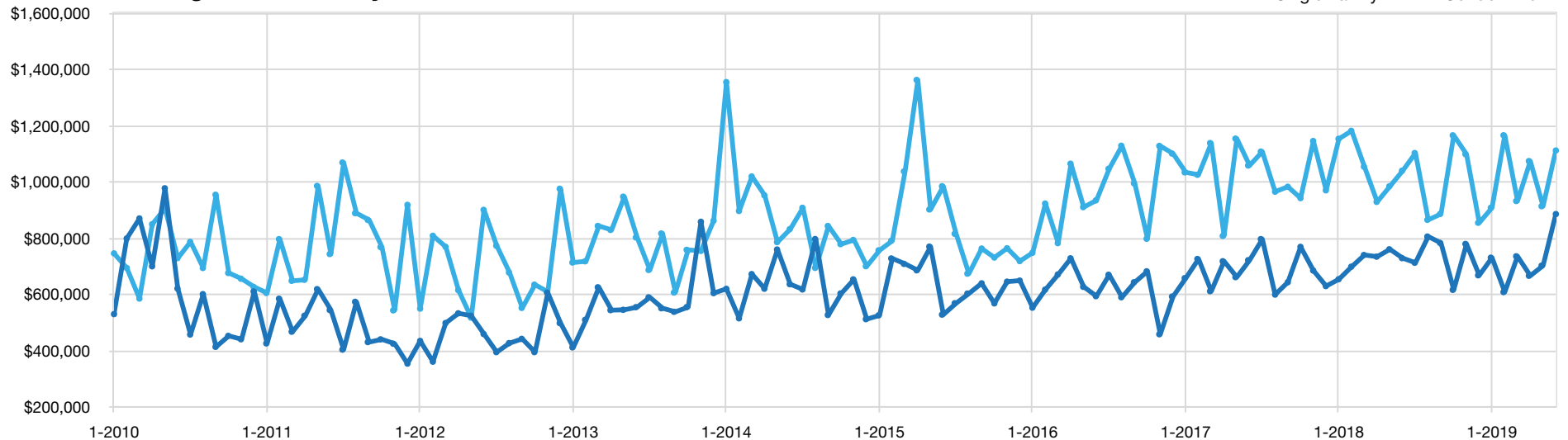
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Apr-2019	\$1,072,701	+ 15.7%	\$664,299	- 9.3%
May-2019	\$911,981	- 7.2%	\$700,225	- 7.7%
<b>Jun-2019</b>	<b>\$1,110,402</b>	<b>+ 6.9%</b>	<b>\$883,963</b>	<b>+ 21.6%</b>
12-Month Avg*	\$999,313	- 3.2%	\$722,354	+ 2.6%

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

## Historical Average Sales Price by Month



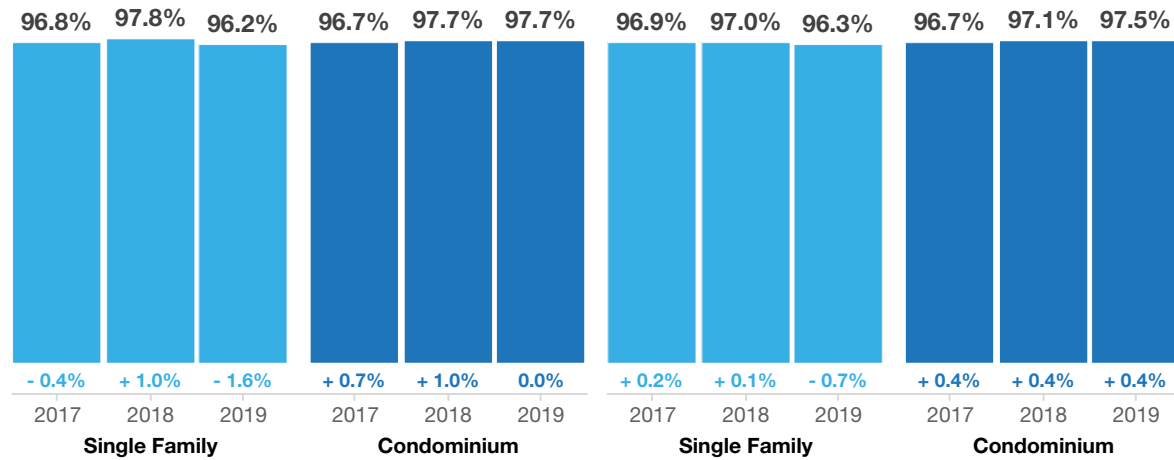
# Percent of List Price Received

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.



## June

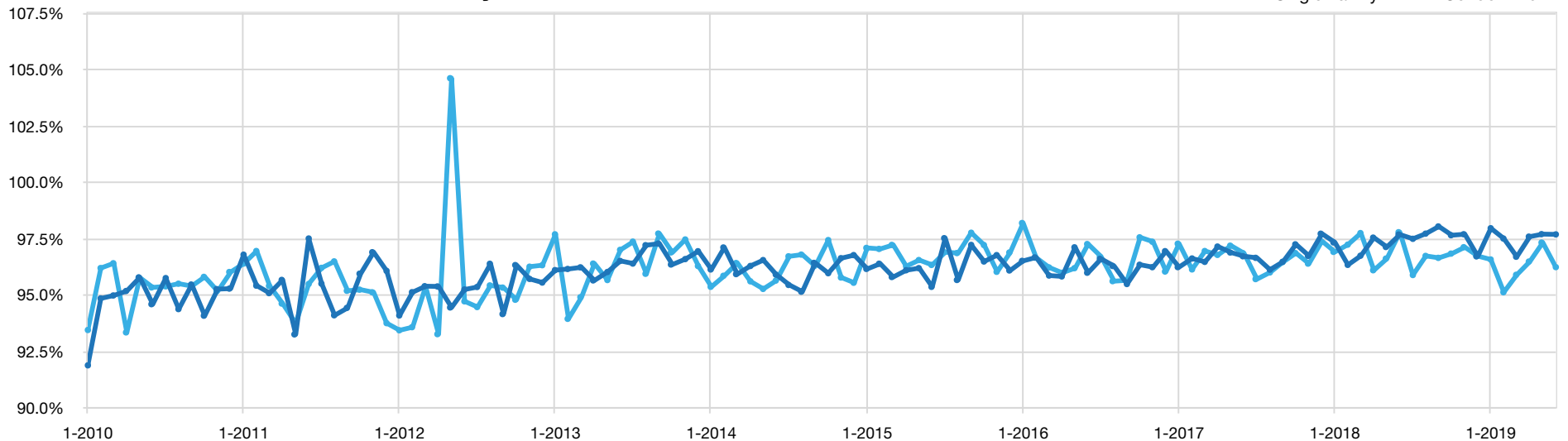
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Apr-2019	96.5%	+ 0.4%	97.6%	+ 0.1%
May-2019	97.3%	+ 0.7%	97.7%	+ 0.6%
<b>Jun-2019</b>	<b>96.2%</b>	<b>- 1.6%</b>	<b>97.7%</b>	<b>0.0%</b>
12-Month Avg*	96.5%	- 0.3%	97.5%	+ 0.5%

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

## Historical Percent of List Price Received by Month



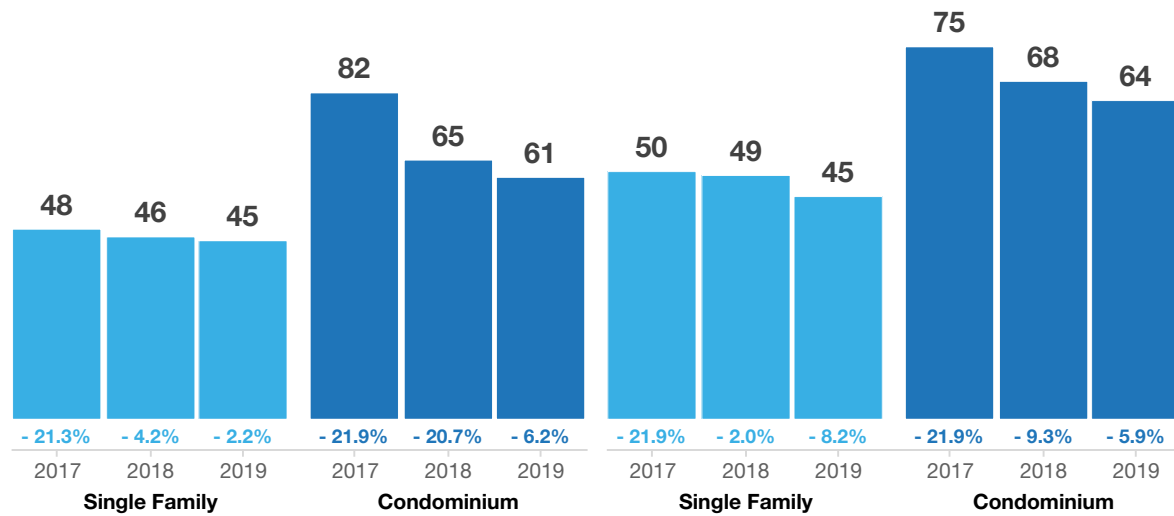
# Housing Affordability Index

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.



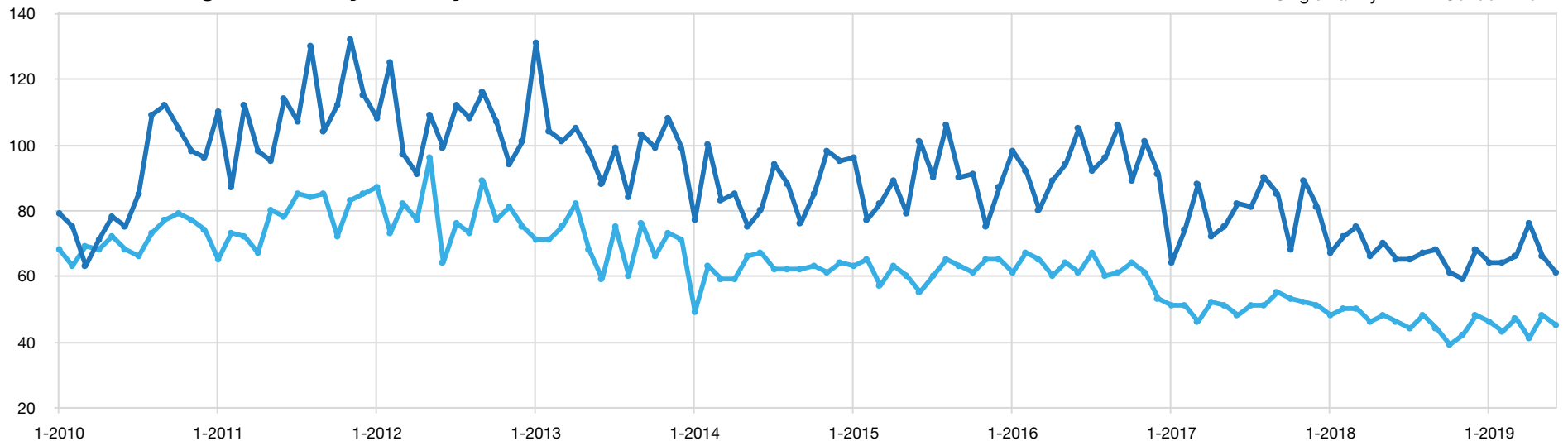
## June

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%
Apr-2019	41	-10.9%	76	+15.2%
May-2019	48	0.0%	66	-5.7%
<b>Jun-2019</b>	<b>45</b>	<b>-2.2%</b>	<b>61</b>	<b>-6.2%</b>
12-Month Avg	45	-10.0%	65	-14.5%

## Historical Housing Affordability Index by Month

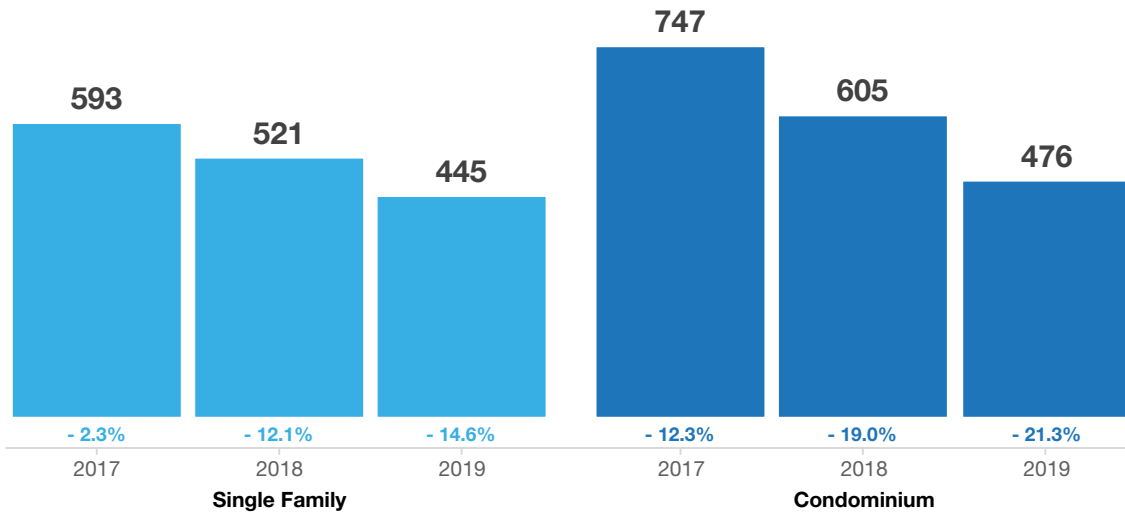


# Inventory of Homes for Sale

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

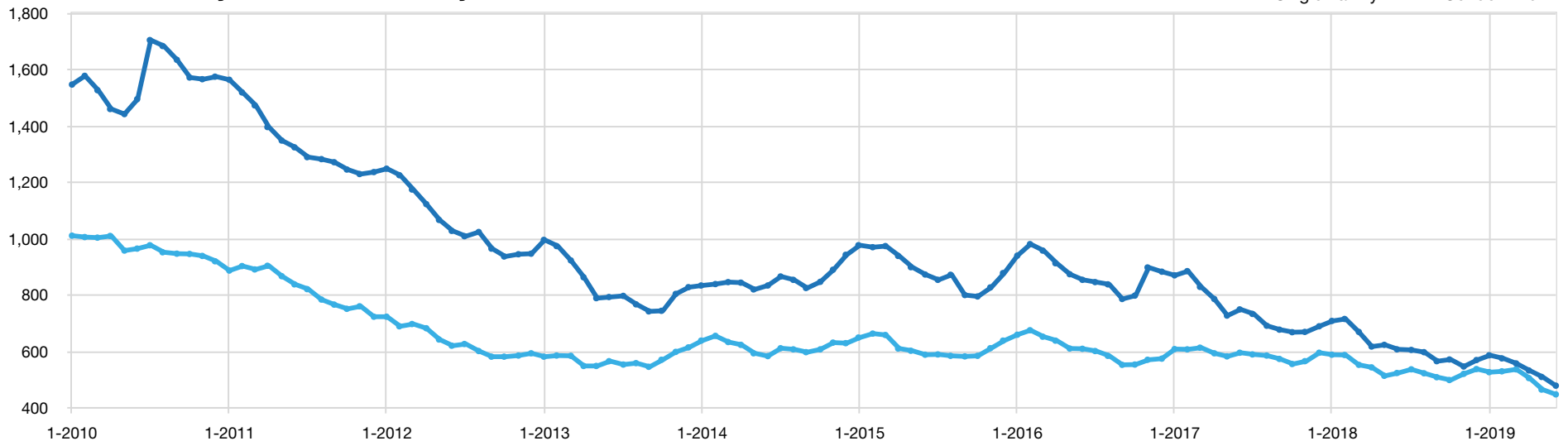


## June



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2018	534	- 9.0%	603	- 17.5%
Aug-2018	520	- 10.8%	595	- 13.6%
Sep-2018	506	- 11.4%	563	- 16.6%
Oct-2018	496	- 10.3%	569	- 14.6%
Nov-2018	518	- 8.0%	544	- 18.4%
Dec-2018	535	- 9.8%	567	- 17.5%
Jan-2019	524	- 10.6%	584	- 17.3%
Feb-2019	527	- 9.9%	573	- 19.6%
Mar-2019	534	- 2.9%	555	- 16.8%
Apr-2019	503	- 7.0%	530	- 13.8%
May-2019	462	- 9.6%	507	- 18.4%
<b>Jun-2019</b>	<b>445</b>	<b>- 14.6%</b>	<b>476</b>	<b>- 21.3%</b>
12-Month Avg	509	- 9.4%	556	- 17.0%

## Historical Inventory of Homes for Sale by Month

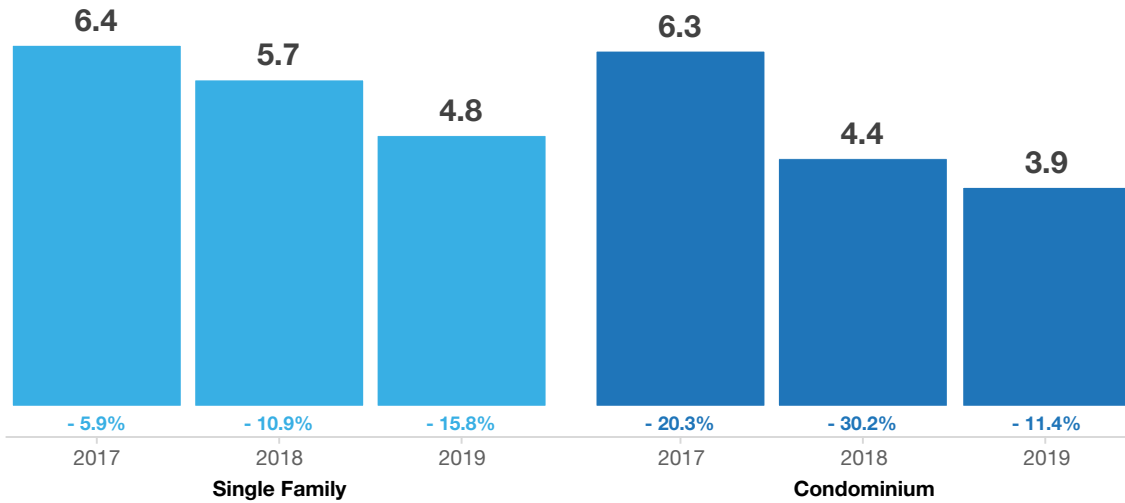


# Months Supply of Inventory

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.



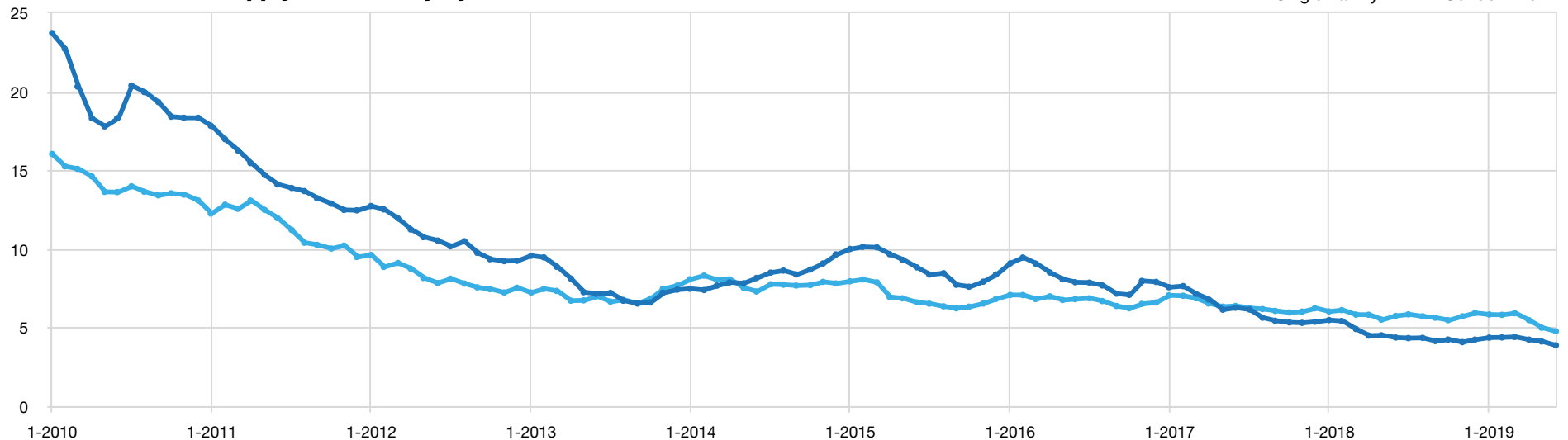
## June



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	5.8	- 3.3%	4.4	- 20.0%
Feb-2019	5.8	- 4.9%	4.4	- 18.5%
Mar-2019	5.9	+ 1.7%	4.4	- 10.2%
Apr-2019	5.5	- 5.2%	4.2	- 6.7%
May-2019	5.0	- 9.1%	4.1	- 8.9%
<b>Jun-2019</b>	<b>4.8</b>	<b>- 15.8%</b>	<b>3.9</b>	<b>- 11.4%</b>
12-Month Avg*	5.6	- 6.5%	4.2	- 18.7%

\* Months Supply for all properties from July 2018 through June 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	6-2018	6-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		298	<b>284</b>	- 4.7%	2,061	<b>1,950</b>	- 5.4%
<b>Pending Sales</b>		215	<b>230</b>	+ 7.0%	1,622	<b>1,502</b>	- 7.4%
<b>Closed Sales</b>		252	<b>225</b>	- 10.7%	1,565	<b>1,438</b>	- 8.1%
<b>Days on Market Until Sale</b>		163	<b>127</b>	- 22.1%	156	<b>136</b>	- 12.8%
<b>Median Sales Price</b>		\$619,500	<b>\$636,750</b>	+ 2.8%	\$605,000	<b>\$625,000</b>	+ 3.3%
<b>Average Sales Price</b>		\$813,552	<b>\$1,010,414</b>	+ 24.2%	\$852,500	<b>\$847,916</b>	- 0.5%
<b>Percent of List Price Received</b>		97.6%	<b>96.9%</b>	- 0.7%	96.9%	<b>96.9%</b>	0.0%
<b>Housing Affordability Index</b>		54	<b>53</b>	- 1.9%	55	<b>54</b>	- 1.8%
<b>Inventory of Homes for Sale</b>		1,447	<b>1,223</b>	- 15.5%	—	—	—
<b>Months Supply of Inventory</b>		5.8	<b>5.3</b>	- 8.6%	—	—	—

# Single Family Monthly Sales Volume

June 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	June 2019			May 2019			June 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	7	\$6,175,000	\$750,000	11	\$8,887,000	\$840,000	6	\$4,954,000	\$624,500
Hana	0	--	--	1	\$470,000	\$470,000	1	\$1,675,000	\$1,675,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$3,100,000	\$3,100,000	2	\$5,119,000	\$2,559,500	2	\$3,065,000	\$1,532,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	13	\$8,484,000	\$630,000	18	\$11,865,000	\$652,750	8	\$5,350,000	\$630,000
Kapalua	3	\$5,695,000	\$1,995,000	2	\$5,100,000	\$2,550,000	2	\$6,000,050	\$3,000,025
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	13	\$24,631,000	\$755,000	18	\$14,470,000	\$762,500	10	\$12,227,749	\$962,875
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	6	\$7,656,500	\$1,258,750	10	\$10,995,888	\$954,444	3	\$3,941,000	\$1,332,000
Lahaina	6	\$9,901,000	\$1,025,000	6	\$5,377,000	\$763,500	7	\$13,629,000	\$989,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	7	\$4,633,448	\$585,000	9	\$6,899,000	\$694,000	5	\$5,001,500	\$750,000
Maui Meadows	2	\$1,995,000	\$997,500	4	\$5,935,000	\$1,505,000	2	\$2,708,000	\$1,354,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$2,004,000	\$1,002,000	5	\$5,088,000	\$1,099,000	3	\$3,425,000	\$1,130,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	4	\$3,180,000	\$702,500	11	\$7,726,900	\$680,000	3	\$1,956,000	\$725,000
Spreckelsville/Paia/Kuau	1	\$1,452,000	\$1,452,000	0	--	--	3	\$2,213,000	\$650,000
Wailea/Makena	2	\$4,155,000	\$2,077,500	2	\$13,150,000	\$6,575,000	2	\$3,600,000	\$1,800,000
Wailuku	18	\$12,613,000	\$647,500	27	\$17,918,633	\$655,000	26	\$17,871,461	\$656,595
Lanai	0	--	--	5	\$2,387,000	\$450,000	0	--	--
Molokai	2	\$930,000	\$465,000	3	\$817,000	\$300,000	2	\$645,000	\$322,500
<b>All MLS</b>	<b>87</b>	<b>\$96,604,948</b>	<b>\$750,000</b>	<b>134</b>	<b>\$122,205,421</b>	<b>\$705,000</b>	<b>85</b>	<b>\$88,261,760</b>	<b>\$725,000</b>

# Condominium Monthly Sales Volume

June 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	June 2019			May 2019			June 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	13	\$14,474,167	\$795,000	18	\$20,726,500	\$1,003,500	14	\$13,701,500	\$812,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$432,000	\$216,000	3	\$463,000	\$160,000	2	\$160,050	\$80,025
Kapalua	12	\$36,530,000	\$2,147,500	3	\$6,819,000	\$895,000	5	\$13,196,250	\$3,000,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	39	\$20,831,850	\$500,000	56	\$28,544,500	\$437,500	59	\$29,394,045	\$402,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	5	\$2,386,360	\$545,000	6	\$3,596,000	\$497,500	7	\$4,421,000	\$540,000
Maalaea	4	\$1,583,000	\$329,000	2	\$715,000	\$357,500	4	\$2,039,500	\$507,250
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	21	\$8,303,049	\$470,000	25	\$11,412,000	\$465,000	15	\$6,836,500	\$410,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,240,000	\$620,000	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	1	\$510,000	\$510,000	0	--	--	1	\$375,000	\$375,000
Wailea/Makena	15	\$18,233,000	\$1,180,000	16	\$22,051,000	\$1,065,000	23	\$30,697,824	\$1,180,000
Wailuku	8	\$3,320,000	\$431,250	13	\$6,768,000	\$560,000	20	\$8,719,250	\$449,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	0	--	--	3	\$437,555	\$135,000	1	\$245,000	\$245,000
<b>All MLS</b>	<b>122</b>	<b>\$107,843,426</b>	<b>\$552,000</b>	<b>145</b>	<b>\$101,532,555</b>	<b>\$510,000</b>	<b>151</b>	<b>\$109,785,919</b>	<b>\$515,000</b>



# Land Monthly Sales Volume

June 2019



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	June 2019			May 2019			June 2018		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	6	\$2,824,750	\$378,000	3	\$1,277,750	\$435,000	1	\$725,000	\$725,000
Hana	0	--	--	1	\$300,000	\$300,000	3	\$1,420,000	\$320,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$400,000	\$400,000	2	\$1,980,000	\$990,000	2	\$895,000	\$447,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	2	\$2,009,000	\$1,004,500	1	\$505,000	\$505,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	2	\$975,000	\$487,500	2	\$385,000	\$192,500	2	\$1,245,000	\$622,500
Lahaina	0	--	--	1	\$1,899,000	\$1,899,000	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$1,065,000	\$1,065,000	1	\$533,000	\$533,000	0	--	--
Maui Meadows	0	--	--	0	--	--	1	\$725,000	\$725,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$387,000	\$387,000	3	\$1,382,500	\$498,750	1	\$252,000	\$252,000
Spreckelsville/Paia/Kuau	1	\$1,600,000	\$1,600,000	0	--	--	0	--	--
Wailea/Makena	2	\$14,450,000	\$7,225,000	1	\$699,000	\$699,000	0	--	--
Wailuku	1	\$0	--	3	\$1,283,000	\$375,000	1	\$303,975	\$303,975
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$182,500	\$182,500	0	--	--	4	\$896,500	\$200,000
<b>All MLS</b>	<b>16</b>	<b>\$21,884,250</b>	<b>\$425,000</b>	<b>19</b>	<b>\$11,748,250</b>	<b>\$498,750</b>	<b>16</b>	<b>\$6,967,475</b>	<b>\$396,000</b>

# Single Family Sales – Year to Date

June 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-19 YTD Sales	Jun-18 YTD Sales	Unit Change	Percent Change	Jun-19 YTD Average	Jun-18 YTD Average	Dollar Change	Percent Change	Jun-19 YTD Median	Jun-18 YTD Median	Dollar Change	Percent Change	Jun-19 YTD Volume	Jun-18 YTD Volume	Dollar Change	Percent Change
Haiku	43	48	-5	-10.4%	\$857,858	\$903,365	-\$45,506	-5.0%	\$808,000	\$763,750	+\$44,250	+5.8%	\$36,887,900	\$43,361,500	-\$6,473,600	-14.9%
Hana	4	12	-8	-66.7%	\$1,270,419	\$1,113,333	+\$157,086	+14.1%	\$628,339	\$742,500	-\$114,162	-15.4%	\$5,081,677	\$13,359,995	-\$8,278,318	-62.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	12	21	-9	-42.9%	\$1,987,583	\$2,024,057	-\$36,474	-1.8%	\$1,717,000	\$1,705,000	+\$12,000	+0.7%	\$23,851,000	\$42,505,202	-\$18,654,202	-43.9%
Kahakuloa	0	1	-1	-100.0%	--	\$890,000	--	--	--	\$890,000	--	--	\$0	\$890,000	-\$890,000	-100.0%
Kahului	62	82	-20	-24.4%	\$660,637	\$671,552	-\$10,915	-1.6%	\$647,500	\$676,193	-\$28,693	-4.2%	\$40,959,500	\$55,067,240	-\$14,107,740	-25.6%
Kapalua	11	6	+5	+83.3%	\$2,309,456	\$4,382,217	-\$2,072,760	-47.3%	\$2,300,000	\$3,000,025	-\$700,025	-23.3%	\$25,404,020	\$26,293,300	-\$889,280	-3.4%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	83	88	-5	-5.7%	\$1,028,356	\$1,044,252	-\$15,896	-1.5%	\$798,000	\$670,000	+\$128,000	+19.1%	\$85,353,560	\$91,894,192	-\$6,540,632	-7.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	34	34	0	0.0%	\$1,090,556	\$1,091,054	-\$499	-0.0%	\$1,106,500	\$999,500	+\$107,001	+10.7%	\$37,078,888	\$37,095,849	-\$16,961	-0.0%
Lahaina	33	35	-2	-5.7%	\$1,558,273	\$1,785,211	-\$226,939	-12.7%	\$800,000	\$850,000	-\$50,000	-5.9%	\$51,422,999	\$62,482,400	-\$11,059,401	-17.7%
Maalaea	0	1	-1	-100.0%	--	\$2,000,000	--	--	--	\$2,000,000	--	--	\$0	\$2,000,000	-\$2,000,000	-100.0%
Makawao/Olinda/Haliimaile	37	26	+11	+42.3%	\$908,070	\$719,787	+\$188,283	+26.2%	\$680,000	\$659,725	+\$20,275	+3.1%	\$33,598,577	\$18,714,457	+\$14,884,120	+79.5%
Maui Meadows	11	16	-5	-31.3%	\$1,478,636	\$1,205,844	+\$272,793	+22.6%	\$1,485,000	\$1,335,000	+\$150,000	+11.2%	\$16,265,000	\$19,293,500	-\$3,028,500	-15.7%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	18	15	+3	+20.0%	\$1,393,652	\$1,154,333	+\$239,319	+20.7%	\$955,000	\$975,000	-\$20,000	-2.1%	\$25,085,743	\$17,315,000	+\$7,770,743	+44.9%
Olowalu	0	1	-1	-100.0%	--	\$1,360,000	--	--	--	\$1,360,000	--	--	\$0	\$1,360,000	-\$1,360,000	-100.0%
Pukalani	30	17	+13	+76.5%	\$766,530	\$672,218	+\$94,312	+14.0%	\$724,000	\$690,000	+\$34,000	+4.9%	\$22,995,900	\$11,427,700	+\$11,568,200	+101.2%
Spreckelsville/Paia/Kuau	7	15	-8	-53.3%	\$1,227,732	\$1,224,892	+\$2,840	+0.2%	\$1,438,125	\$615,000	+\$823,125	+133.8%	\$8,594,125	\$18,373,375	-\$9,779,250	-53.2%
Wailea/Makena	16	15	+1	+6.7%	\$2,755,653	\$3,711,667	-\$956,014	-25.8%	\$1,947,500	\$2,200,000	-\$252,500	-11.5%	\$44,090,450	\$55,675,000	-\$11,584,550	-20.8%
Wailuku	111	120	-9	-7.5%	\$667,332	\$624,376	+\$42,956	+6.9%	\$649,000	\$636,800	+\$12,200	+1.9%	\$74,073,872	\$74,925,167	-\$851,295	-1.1%
Lanai	6	10	-4	-40.0%	\$445,833	\$605,300	-\$159,467	-26.3%	\$418,500	\$485,000	-\$66,500	-13.7%	\$2,675,000	\$6,053,000	-\$3,378,000	-55.8%
Molokai	19	13	+6	+46.2%	\$395,274	\$677,800	-\$282,526	-41.7%	\$300,000	\$382,000	-\$82,000	-21.5%	\$7,510,200	\$8,811,400	-\$1,301,200	-14.8%
All MLS	537	576	-39	-6.8%	\$1,007,315	\$1,053,643	-\$46,327	-4.4%	\$740,000	\$690,000	+\$50,000	+7.2%	\$540,928,411	\$606,898,277	-\$65,969,866	-10.9%

# Total Condominium Sales – Year to Date

June 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-19 YTD Sales	Jun-18 YTD Sales	Unit Change	Percent Change	Jun-19 YTD Average	Jun-18 YTD Average	Dollar Change	Percent Change	Jun-19 YTD Median	Jun-18 YTD Median	Dollar Change	Percent Change	Jun-19 YTD Volume	Jun-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	72	90	-18	-20.0%	\$1,154,263	\$1,069,904	+\$84,358	+7.9%	\$932,500	\$808,000	+\$124,500	+15.4%	\$83,106,917	\$96,291,388	-\$13,184,471	-13.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	15	17	-2	-11.8%	\$186,583	\$144,294	+\$42,289	+29.3%	\$155,000	\$110,000	+\$45,000	+40.9%	\$2,798,750	\$2,453,000	+\$345,750	+14.1%
Kapalua	34	26	+8	+30.8%	\$2,196,426	\$2,018,544	+\$177,883	+8.8%	\$975,000	\$1,015,625	-\$40,625	-4.0%	\$74,678,500	\$52,482,138	+\$22,196,362	+42.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	318	321	-3	-0.9%	\$531,586	\$487,599	+\$43,987	+9.0%	\$440,000	\$407,000	+\$33,000	+8.1%	\$169,044,388	\$156,519,376	+\$12,525,012	+8.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	48	38	+10	+26.3%	\$499,057	\$593,922	-\$94,864	-16.0%	\$522,500	\$476,250	+\$46,250	+9.7%	\$23,954,756	\$22,569,026	+\$1,385,730	+6.1%
Maalaea	19	27	-8	-29.6%	\$456,026	\$410,315	+\$45,712	+11.1%	\$437,000	\$415,000	+\$22,000	+5.3%	\$8,664,500	\$11,078,500	-\$2,414,000	-21.8%
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	135	123	+12	+9.8%	\$455,326	\$480,905	-\$25,578	-5.3%	\$448,888	\$445,000	+\$3,888	+0.9%	\$61,469,064	\$59,151,294	+\$2,317,770	+3.9%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	3	5	-2	-40.0%	\$628,333	\$607,200	+\$21,133	+3.5%	\$625,000	\$601,000	+\$24,000	+4.0%	\$1,885,000	\$3,036,000	-\$1,151,000	-37.9%
Spreckelsville/Paia/Kuau	3	1	+2	+200.0%	\$413,667	\$375,000	+\$38,667	+10.3%	\$370,000	\$375,000	-\$5,000	-1.3%	\$1,241,000	\$375,000	+\$866,000	+230.9%
Wailea/Makena	83	128	-45	-35.2%	\$1,464,200	\$1,479,061	-\$14,861	-1.0%	\$1,225,000	\$1,132,834	+\$92,166	+8.1%	\$121,528,601	\$189,319,860	-\$67,791,259	-35.8%
Wailuku	68	88	-20	-22.7%	\$468,755	\$383,463	+\$85,292	+22.2%	\$528,450	\$386,784	+\$141,667	+36.6%	\$31,875,345	\$33,744,717	-\$1,869,372	-5.5%
Lanai	1	0	+1	--	\$155,000	--	--	--	\$155,000	--	--	--	\$155,000	\$0	+\$155,000	--
Molokai	11	7	+4	+57.1%	\$154,378	\$160,786	-\$6,408	-4.0%	\$135,000	\$158,000	-\$23,000	-14.6%	\$1,698,155	\$1,125,500	+\$572,655	+50.9%
<b>All MLS</b>	<b>810</b>	<b>871</b>	<b>-61</b>	<b>-7.0%</b>	<b>\$718,642</b>	<b>\$721,178</b>	<b>-\$2,536</b>	<b>-0.4%</b>	<b>\$522,000</b>	<b>\$495,000</b>	<b>+\$27,000</b>	<b>+5.5%</b>	<b>\$582,099,976</b>	<b>\$628,145,799</b>	<b>-\$46,045,823</b>	<b>-7.3%</b>

# Fee Simple Condominium Sales – Year to Date

June 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-19 YTD Sales	Jun-18 YTD Sales	Unit Change	Percent Change	Jun-19 YTD Average	Jun-18 YTD Average	Dollar Change	Percent Change	Jun-19 YTD Median	Jun-18 YTD Median	Dollar Change	Percent Change	Jun-19 YTD Volume	Jun-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	67	79	-12	-15.2%	\$1,204,805	\$1,168,929	+\$35,876	+3.1%	\$977,000	\$875,000	+\$102,000	+11.7%	\$80,721,917	\$92,345,388	-\$11,623,471	-12.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	15	17	-2	-11.8%	\$186,583	\$144,294	+\$42,289	+29.3%	\$155,000	\$110,000	+\$45,000	+40.9%	\$2,798,750	\$2,453,000	+\$345,750	+14.1%
Kapalua	34	26	+8	+30.8%	\$2,196,426	\$2,018,544	+\$177,883	+8.8%	\$975,000	\$1,015,625	-\$40,625	-4.0%	\$74,678,500	\$52,482,138	+\$22,196,362	+42.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	316	317	-1	-0.3%	\$531,754	\$489,022	+\$42,732	+8.7%	\$437,500	\$407,000	+\$30,500	+7.5%	\$168,034,388	\$155,020,076	+\$13,014,312	+8.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	48	34	+14	+41.2%	\$499,057	\$644,409	-\$145,351	-22.6%	\$522,500	\$499,700	+\$22,800	+4.6%	\$23,954,756	\$21,909,900	+\$2,044,856	+9.3%
Maalaea	12	17	-5	-29.4%	\$506,625	\$484,676	+\$21,949	+4.5%	\$496,000	\$450,000	+\$46,000	+10.2%	\$6,079,500	\$8,239,500	-\$2,160,000	-26.2%
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	117	112	+5	+4.5%	\$499,701	\$498,096	+\$1,605	+0.3%	\$468,000	\$462,500	+\$5,500	+1.2%	\$58,465,015	\$55,786,794	+\$2,678,221	+4.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	3	5	-2	-40.0%	\$628,333	\$607,200	+\$21,133	+3.5%	\$625,000	\$601,000	+\$24,000	+4.0%	\$1,885,000	\$3,036,000	-\$1,151,000	-37.9%
Spreckelsville/Paia/Kuau	3	1	+2	+200.0%	\$413,667	\$375,000	+\$38,667	+10.3%	\$370,000	\$375,000	-\$5,000	-1.3%	\$1,241,000	\$375,000	+\$866,000	+230.9%
Wailea/Makena	83	128	-45	-35.2%	\$1,464,200	\$1,479,061	-\$14,861	-1.0%	\$1,225,000	\$1,132,834	+\$92,166	+8.1%	\$121,528,601	\$189,319,860	-\$67,791,259	-35.8%
Wailuku	68	88	-20	-22.7%	\$468,755	\$383,463	+\$85,292	+22.2%	\$528,450	\$386,784	+\$141,667	+36.6%	\$31,875,345	\$33,744,717	-\$1,869,372	-5.5%
Lanai	1	0	+1	--	\$155,000	--	--	--	\$155,000	--	--	--	\$155,000	\$0	+\$155,000	--
Molokai	10	6	+4	+66.7%	\$163,156	\$178,583	-\$15,428	-8.6%	\$142,500	\$160,250	-\$17,750	-11.1%	\$1,631,555	\$1,071,500	+\$560,055	+52.3%
<b>All MLS</b>	<b>777</b>	<b>830</b>	<b>-53</b>	<b>-6.4%</b>	<b>\$737,515</b>	<b>\$741,908</b>	<b>-\$4,393</b>	<b>-0.6%</b>	<b>\$527,000</b>	<b>\$503,500</b>	<b>+\$23,500</b>	<b>+4.7%</b>	<b>\$573,049,327</b>	<b>\$615,783,873</b>	<b>-\$42,734,546</b>	<b>-6.9%</b>

# Leasehold Condominium Sales – Year to Date

June 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-19 YTD Sales	Jun-18 YTD Sales	Unit Change	Percent Change	Jun-19 YTD Average	Jun-18 YTD Average	Dollar Change	Percent Change	Jun-19 YTD Median	Jun-18 YTD Median	Dollar Change	Percent Change	Jun-19 YTD Volume	Jun-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	5	11	-6	-54.5%	\$477,000	\$358,727	+\$118,273	+33.0%	\$340,000	\$275,000	+\$65,000	+23.6%	\$2,385,000	\$3,946,000	-\$1,561,000	-39.6%
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	2	4	-2	-50.0%	\$505,000	\$374,825	+\$130,175	+34.7%	\$505,000	\$406,250	+\$98,750	+24.3%	\$1,010,000	\$1,499,300	-\$489,300	-32.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	4	-4	-100.0%	--	\$164,782	--	--	--	\$164,313	--	--	\$0	\$659,126	-\$659,126	-100.0%
Maalaea	7	10	-3	-30.0%	\$369,286	\$283,900	+\$85,386	+30.1%	\$325,000	\$252,500	+\$72,500	+28.7%	\$2,585,000	\$2,839,000	-\$254,000	-8.9%
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	18	11	+7	+63.6%	\$166,892	\$305,864	-\$138,972	-45.4%	\$143,500	\$165,000	-\$21,500	-13.0%	\$3,004,049	\$3,364,500	-\$360,451	-10.7%
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%
<b>All MLS</b>	<b>33</b>	<b>41</b>	<b>-8</b>	<b>-19.5%</b>	<b>\$274,262</b>	<b>\$301,510</b>	<b>-\$27,248</b>	<b>-9.0%</b>	<b>\$175,000</b>	<b>\$260,000</b>	<b>-\$85,000</b>	<b>-32.7%</b>	<b>\$9,050,649</b>	<b>\$12,361,926</b>	<b>-\$3,311,277</b>	<b>-26.8%</b>

# Land Sales – Year to Date

June 2019 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-19 YTD Sales	Jun-18 YTD Sales	Unit Change	Percent Change	Jun-19 YTD Average	Jun-18 YTD Average	Dollar Change	Percent Change	Jun-19 YTD Median	Jun-18 YTD Median	Dollar Change	Percent Change	Jun-19 YTD Volume	Jun-18 YTD Volume	Dollar Change	Percent Change
Haiku	20	34	-14	-41.2%	\$446,444	\$598,476	-\$152,033	-25.4%	\$462,625	\$477,575	-\$14,950	-3.1%	\$8,928,875	\$20,348,200	-\$11,419,325	-56.1%
Hana	6	5	+1	+20.0%	\$669,500	\$499,000	+\$170,500	+34.2%	\$647,500	\$515,000	+\$132,500	+25.7%	\$4,017,000	\$2,495,000	+\$1,522,000	+61.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	6	5	+1	+20.0%	\$805,417	\$693,950	+\$111,467	+16.1%	\$860,000	\$812,250	+\$47,750	+5.9%	\$4,832,500	\$3,469,750	+\$1,362,750	+39.3%
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	6	7	-1	-14.3%	\$729,783	\$727,857	+\$1,926	+0.3%	\$480,850	\$505,000	-\$24,150	-4.8%	\$4,378,700	\$5,095,000	-\$716,300	-14.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	13	23	-10	-43.5%	\$484,385	\$592,046	-\$107,661	-18.2%	\$410,000	\$545,000	-\$135,000	-24.8%	\$6,297,000	\$13,617,050	-\$7,320,050	-53.8%
Lahaina	6	8	-2	-25.0%	\$1,483,167	\$1,283,938	+\$199,229	+15.5%	\$1,774,500	\$1,500,000	+\$274,500	+18.3%	\$8,899,000	\$10,271,500	-\$1,372,500	-13.4%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	5	3	+2	+66.7%	\$643,600	\$711,300	-\$67,700	-9.5%	\$533,000	\$878,900	-\$345,900	-39.4%	\$3,218,000	\$2,133,900	+\$1,084,100	+50.8%
Maui Meadows	1	1	0	0.0%	\$316,000	\$725,000	-\$409,000	-56.4%	\$316,000	\$725,000	-\$409,000	-56.4%	\$316,000	\$725,000	-\$409,000	-56.4%
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	5	3	+2	+66.7%	\$498,900	\$339,000	+\$159,900	+47.2%	\$498,750	\$375,000	+\$123,750	+33.0%	\$2,494,500	\$1,017,000	+\$1,477,500	+145.3%
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	7	4	+3	+75.0%	\$6,140,929	\$7,612,500	-\$1,471,571	-19.3%	\$950,000	\$7,350,000	-\$6,400,000	-87.1%	\$42,986,500	\$30,450,000	+\$12,536,500	+41.2%
Wailuku	8	9	-1	-11.1%	\$355,904	\$400,719	-\$44,815	-11.2%	\$340,000	\$315,000	+\$25,000	+7.9%	\$2,491,330	\$3,606,475	-\$1,115,145	-30.9%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	4	13	-9	-69.2%	\$203,333	\$180,300	+\$23,033	+12.8%	\$182,500	\$140,000	+\$42,500	+30.4%	\$720,000	\$2,343,900	-\$1,623,900	-69.3%
All MLS	91	118	-27	-22.9%	\$1,062,690	\$839,990	+\$222,700	+26.5%	\$495,000	\$477,575	+\$17,425	+3.6%	\$94,689,405	\$99,118,775	-\$4,429,370	-4.5%