

# Monthly Indicators



## May 2018

Just like last year at this time, prospective home buyers should expect a competitive housing market for the next several months. With payrolls trending upward and unemployment trending downward month after month in an extensive string of positive economic news, demand remains quite strong. Given the fact that gradually rising mortgage rates often infuse urgency to get into a new home before it costs more later, buyers need to remain watchful of new listings and make their offers quickly.

New Listings decreased 17.9 percent for Single Family homes and 2.5 percent for Condominium homes. Pending Sales decreased 2.9 percent for Single Family homes and 3.1 percent for Condominium homes. Inventory decreased 19.5 percent for Single Family homes and 20.3 percent for Condominium homes.

Median Sales Price decreased 0.7 percent to \$695,000 for Single Family homes but remained flat for Condominium homes. Days on Market increased 15.9 percent for Single Family homes and 3.4 percent for Condominium homes. Months Supply of Inventory decreased 22.2 percent for Single Family homes and 29.5 percent for Condominium homes.

Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.

## Quick Facts

**+ 24.7%**

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

**+ 2.6%**

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

**- 20.3%**

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	5-2017	5-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		140	<b>115</b>	- 17.9%	736	<b>624</b>	- 15.2%
<b>Pending Sales</b>		104	<b>101</b>	- 2.9%	535	<b>511</b>	- 4.5%
<b>Closed Sales</b>		95	<b>109</b>	+ 14.7%	427	<b>485</b>	+ 13.6%
<b>Days on Market Until Sale</b>		132	<b>153</b>	+ 15.9%	134	<b>146</b>	+ 9.0%
<b>Median Sales Price</b>		\$700,000	<b>\$695,000</b>	- 0.7%	\$690,000	<b>\$690,000</b>	0.0%
<b>Average Sales Price</b>		\$1,152,746	<b>\$994,649</b>	- 13.7%	\$1,031,723	<b>\$1,061,563</b>	+ 2.9%
<b>Percent of List Price Received</b>		97.2%	<b>96.5%</b>	- 0.7%	96.9%	<b>96.9%</b>	0.0%
<b>Housing Affordability Index</b>		51	<b>49</b>	- 3.9%	51	<b>49</b>	- 3.9%
<b>Inventory of Homes for Sale</b>		574	<b>462</b>	- 19.5%	—	—	—
<b>Months Supply of Inventory</b>		6.3	<b>4.9</b>	- 22.2%	—	—	—

# Condominium Market Overview

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



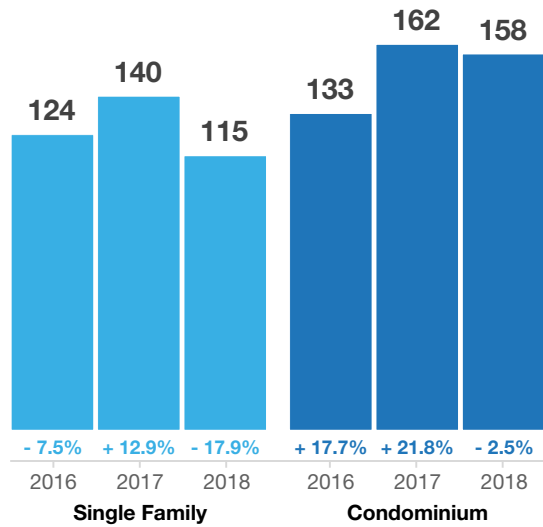
Key Metrics	Historical Sparkbars	5-2017	5-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		162	<b>158</b>	- 2.5%	833	<b>824</b>	- 1.1%
<b>Pending Sales</b>		130	<b>126</b>	- 3.1%	666	<b>742</b>	+ 11.4%
<b>Closed Sales</b>		130	<b>171</b>	+ 31.5%	589	<b>719</b>	+ 22.1%
<b>Days on Market Until Sale</b>		148	<b>153</b>	+ 3.4%	153	<b>153</b>	0.0%
<b>Median Sales Price</b>		\$475,000	<b>\$475,000</b>	0.0%	\$479,000	<b>\$485,000</b>	+ 1.3%
<b>Average Sales Price</b>		\$659,405	<b>\$761,822</b>	+ 15.5%	\$671,010	<b>\$720,563</b>	+ 7.4%
<b>Percent of List Price Received</b>		96.9%	<b>97.1%</b>	+ 0.2%	96.7%	<b>97.0%</b>	+ 0.3%
<b>Housing Affordability Index</b>		75	<b>72</b>	- 4.0%	74	<b>70</b>	- 5.4%
<b>Inventory of Homes for Sale</b>		720	<b>574</b>	- 20.3%	—	—	—
<b>Months Supply of Inventory</b>		6.1	<b>4.3</b>	- 29.5%	—	—	—

# New Listings

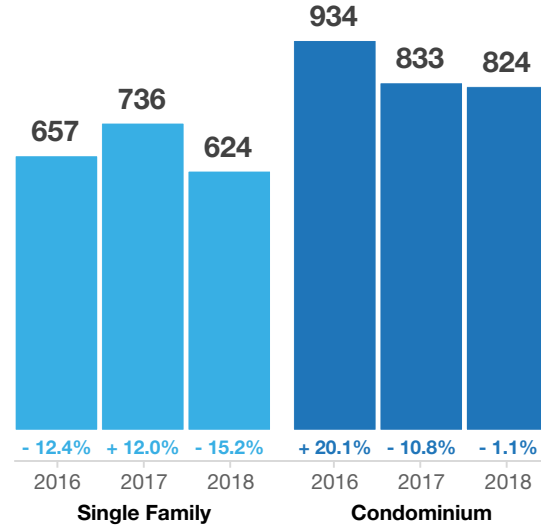
A count of the properties that have been newly listed on the market in a given month.



## May

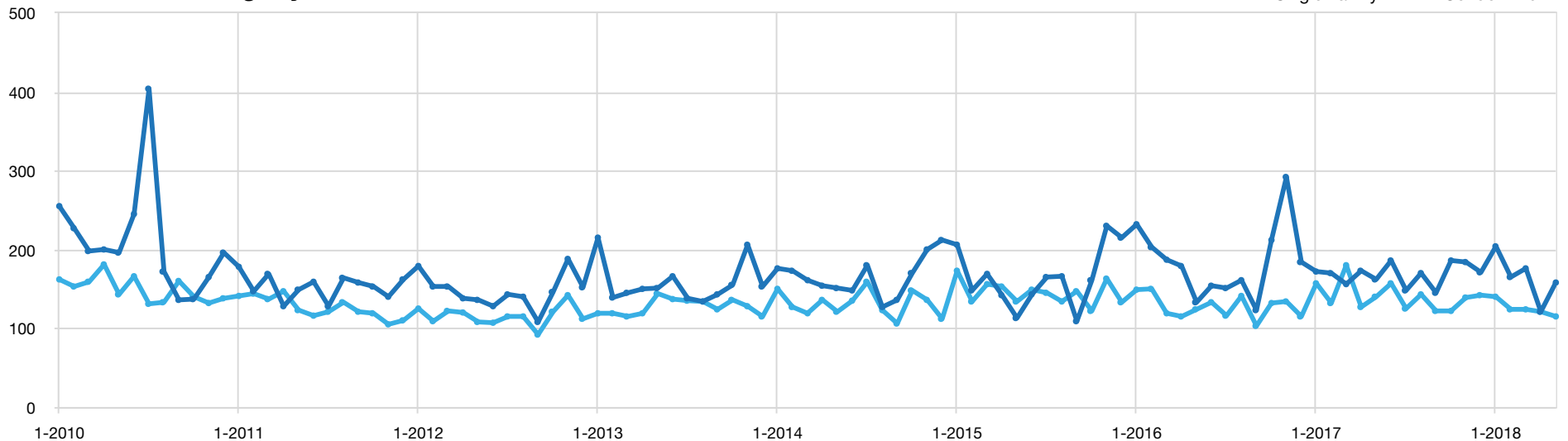


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2017	157	+ 18.0%	186	+ 20.8%
Jul-2017	125	+ 7.8%	148	- 2.0%
Aug-2017	143	+ 1.4%	170	+ 5.6%
Sep-2017	122	+ 18.4%	145	+ 17.9%
Oct-2017	122	- 7.6%	186	- 12.3%
Nov-2017	139	+ 3.7%	184	- 37.0%
Dec-2017	142	+ 23.5%	171	- 7.1%
Jan-2018	140	- 10.8%	204	+ 18.6%
Feb-2018	124	- 6.1%	165	- 2.9%
Mar-2018	124	- 31.1%	176	+ 12.8%
Apr-2018	121	- 4.7%	121	- 30.1%
<b>May-2018</b>	<b>115</b>	<b>- 17.9%</b>	<b>158</b>	<b>- 2.5%</b>
12-Month Avg	131	- 2.2%	168	- 4.5%

## Historical New Listings by Month

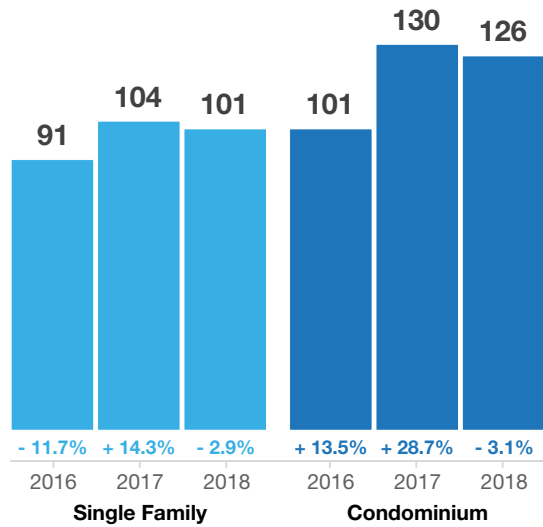


# Pending Sales

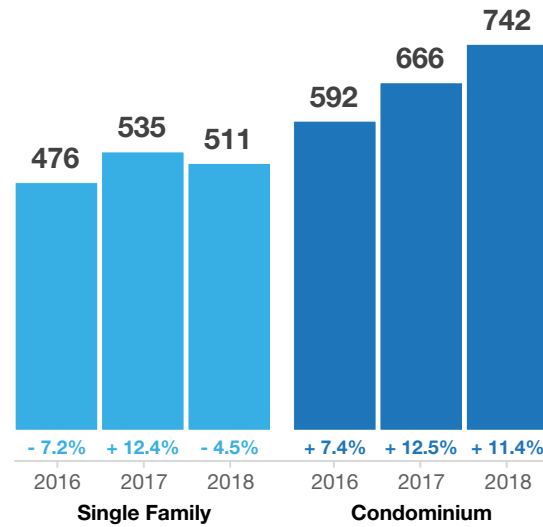
A count of the properties on which offers have been accepted in a given month.



## May

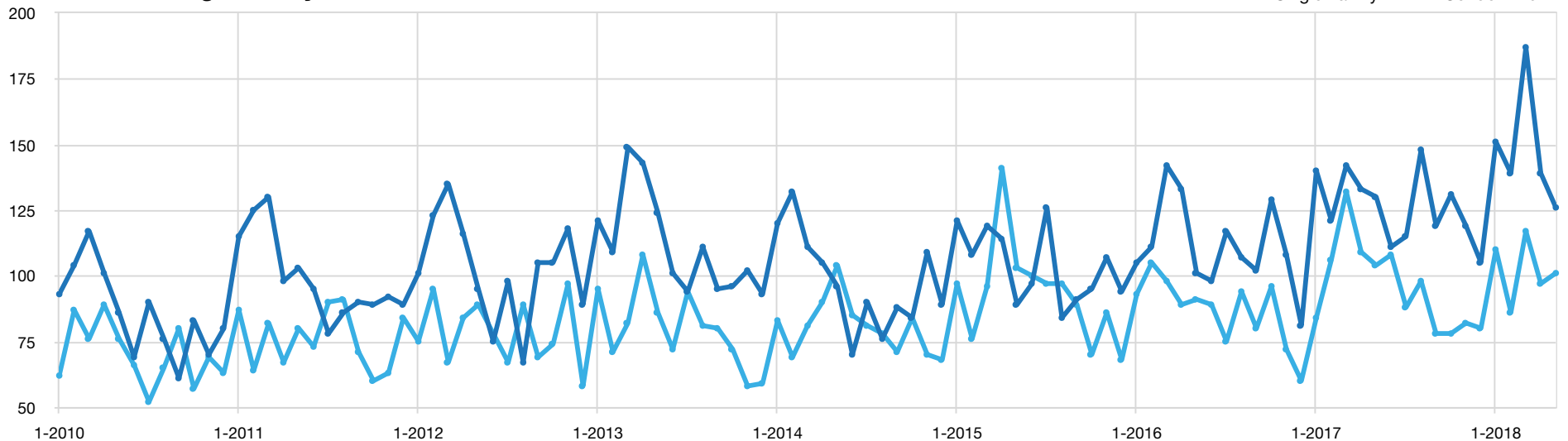


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2017	108	+ 21.3%	111	+ 13.3%
Jul-2017	88	+ 17.3%	115	- 1.7%
Aug-2017	98	+ 4.3%	148	+ 38.3%
Sep-2017	78	- 2.5%	119	+ 16.7%
Oct-2017	78	- 18.8%	131	+ 1.6%
Nov-2017	82	+ 13.9%	119	+ 10.2%
Dec-2017	80	+ 33.3%	105	+ 29.6%
Jan-2018	110	+ 31.0%	151	+ 7.9%
Feb-2018	86	- 18.9%	139	+ 14.9%
Mar-2018	117	- 11.4%	187	+ 31.7%
Apr-2018	97	- 11.0%	139	+ 4.5%
<b>May-2018</b>	<b>101</b>	<b>- 2.9%</b>	<b>126</b>	<b>- 3.1%</b>
12-Month Avg	94	+ 2.2%	133	+ 13.7%

## Historical Pending Sales by Month

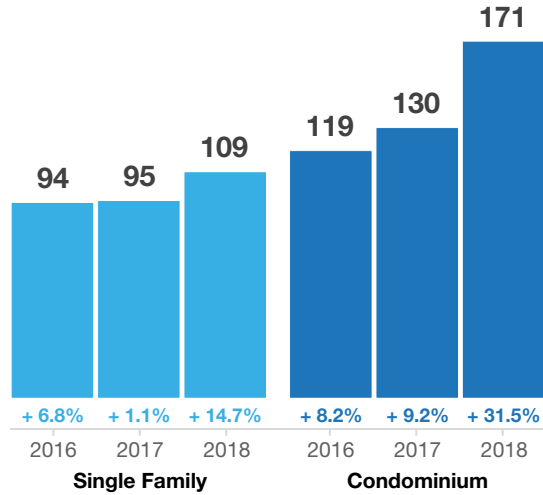


# Closed Sales

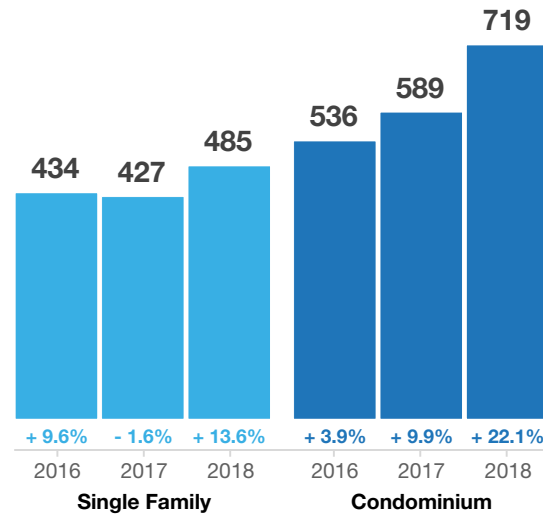
A count of the actual sales that closed in a given month.



## May

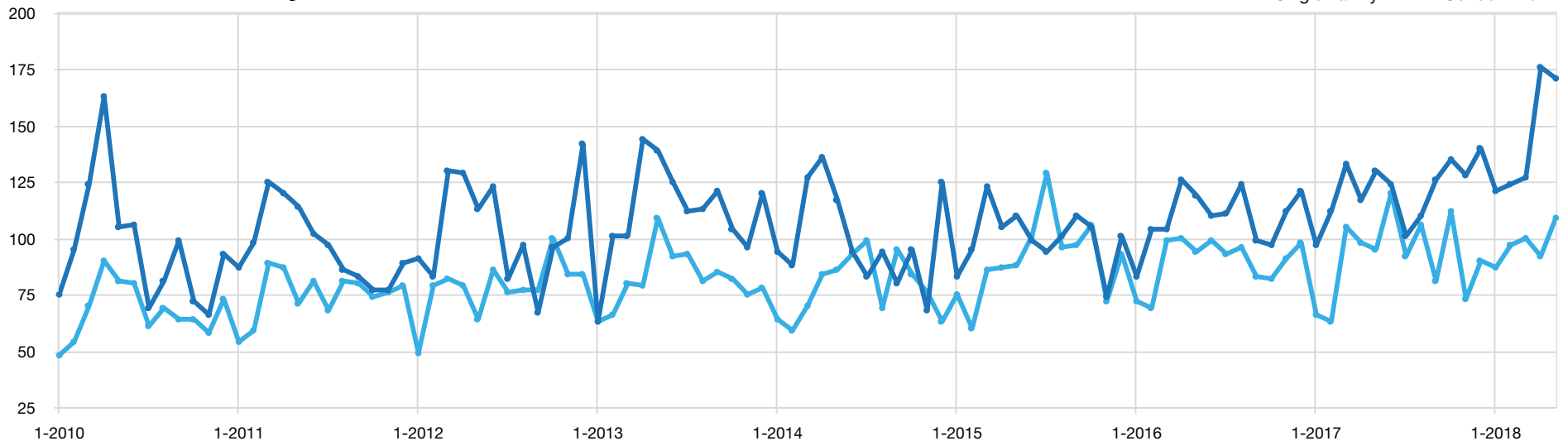


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2017	120	+ 21.2%	124	+ 12.7%
Jul-2017	92	- 1.1%	101	- 9.0%
Aug-2017	106	+ 10.4%	110	- 11.3%
Sep-2017	81	- 2.4%	126	+ 27.3%
Oct-2017	112	+ 36.6%	135	+ 39.2%
Nov-2017	73	- 19.8%	128	+ 14.3%
Dec-2017	90	- 8.2%	140	+ 15.7%
Jan-2018	87	+ 31.8%	121	+ 24.7%
Feb-2018	97	+ 54.0%	124	+ 10.7%
Mar-2018	100	- 4.8%	127	- 4.5%
Apr-2018	92	- 6.1%	176	+ 50.4%
<b>May-2018</b>	<b>109</b>	<b>+ 14.7%</b>	<b>171</b>	<b>+ 31.5%</b>
12-Month Avg	97	+ 9.0%	132	+ 15.8%

## Historical Closed Sales by Month

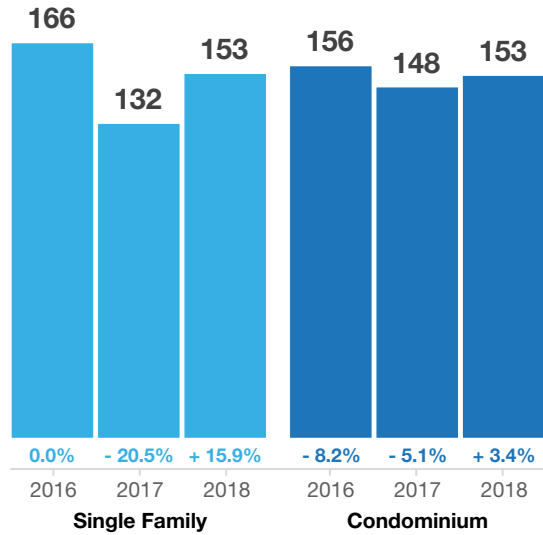


# Days on Market Until Sale

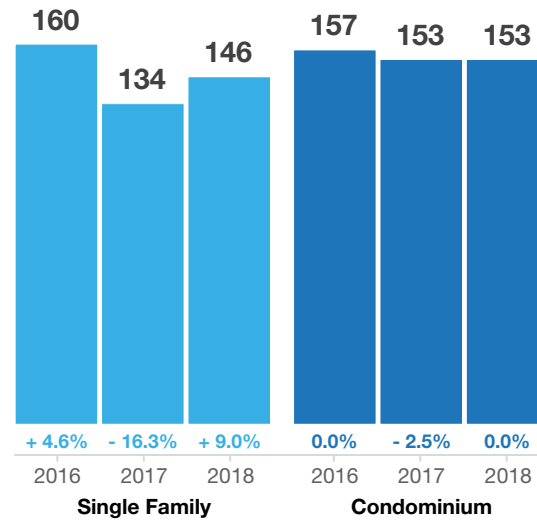
Average number of days between when a property is listed and when it closed in a given month.



## May



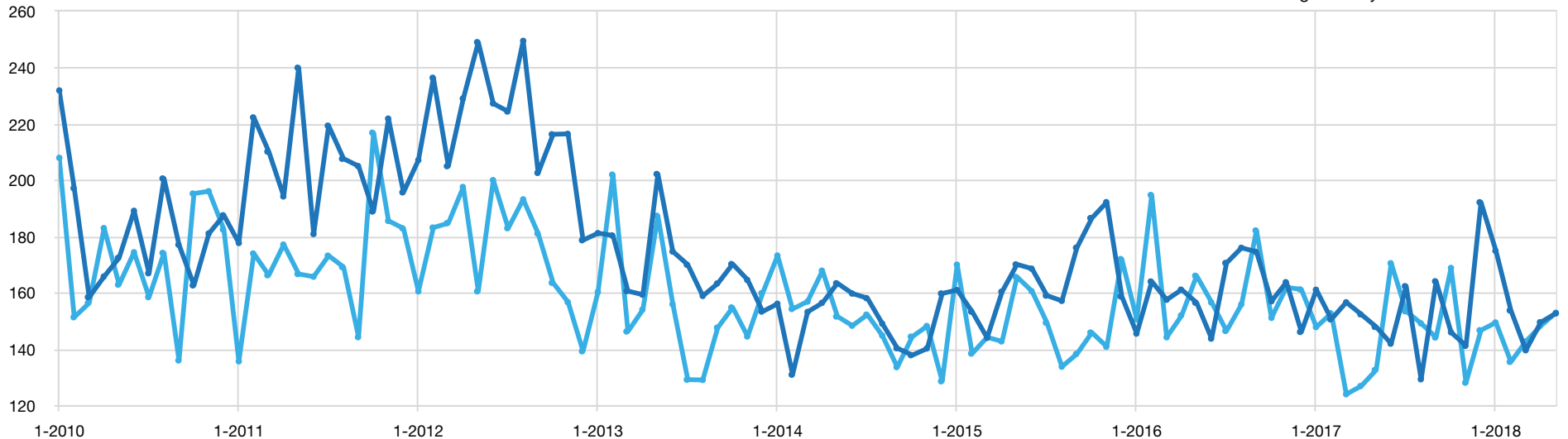
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2017	170	+ 8.3%	142	- 1.4%
Jul-2017	153	+ 4.8%	162	- 5.3%
Aug-2017	149	- 4.5%	129	- 26.7%
Sep-2017	144	- 20.9%	164	- 6.3%
Oct-2017	169	+ 11.9%	146	- 7.0%
Nov-2017	128	- 21.0%	141	- 14.0%
Dec-2017	147	- 8.7%	192	+ 31.5%
Jan-2018	149	+ 0.7%	175	+ 8.7%
Feb-2018	135	- 11.8%	154	+ 2.0%
Mar-2018	143	+ 15.3%	139	- 11.5%
Apr-2018	148	+ 16.5%	149	- 2.0%
<b>May-2018</b>	<b>153</b>	<b>+ 15.9%</b>	<b>153</b>	<b>+ 3.4%</b>
12-Month Avg*	150	+ 0.7%	154	- 2.5%

\* Days on Market for all properties from June 2017 through May 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

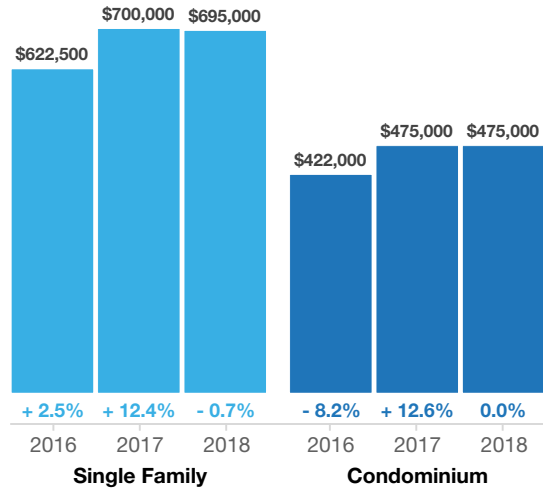


# Median Sales Price

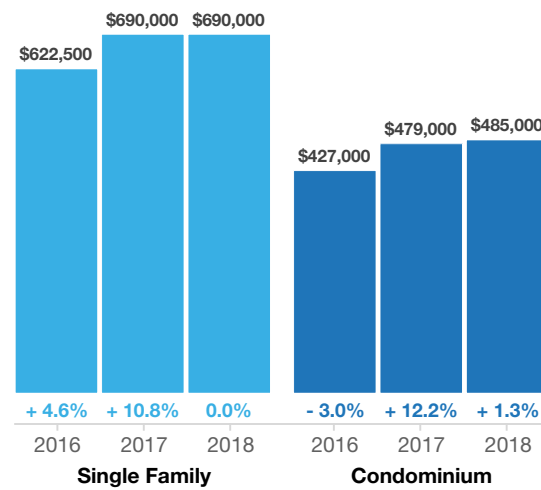
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May



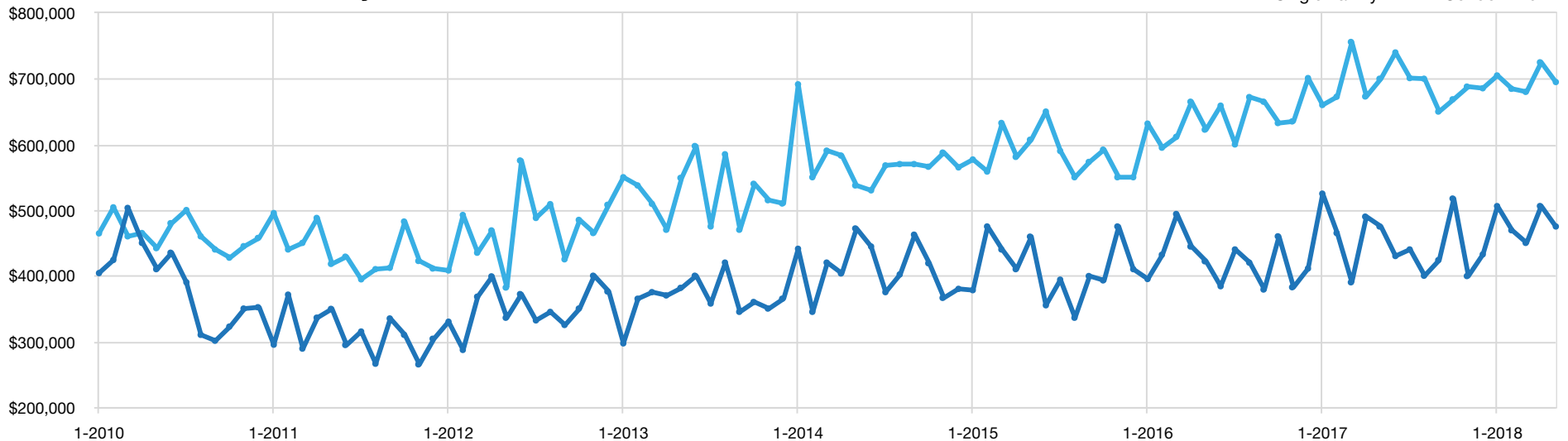
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2017	\$740,000	+ 12.3%	\$430,000	+ 12.0%
Jul-2017	\$701,000	+ 16.8%	\$440,000	0.0%
Aug-2017	\$700,000	+ 4.2%	\$400,000	- 4.8%
Sep-2017	\$650,000	- 2.3%	\$423,750	+ 11.8%
Oct-2017	\$668,675	+ 5.7%	\$517,500	+ 12.5%
Nov-2017	\$688,000	+ 8.3%	\$399,500	+ 4.4%
Dec-2017	\$685,500	- 2.2%	\$432,500	+ 5.2%
Jan-2018	\$705,000	+ 6.8%	\$506,000	- 3.6%
Feb-2018	\$684,700	+ 1.8%	\$469,250	+ 0.9%
Mar-2018	\$680,000	- 10.1%	\$450,000	+ 15.4%
Apr-2018	\$725,000	+ 7.7%	\$506,113	+ 3.3%
<b>May-2018</b>	<b>\$695,000</b>	<b>- 0.7%</b>	<b>\$475,000</b>	<b>0.0%</b>
12-Month Avg*	\$691,100	+ 3.9%	\$455,000	+ 4.8%

\* Median Sales Price for all properties from June 2017 through May 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



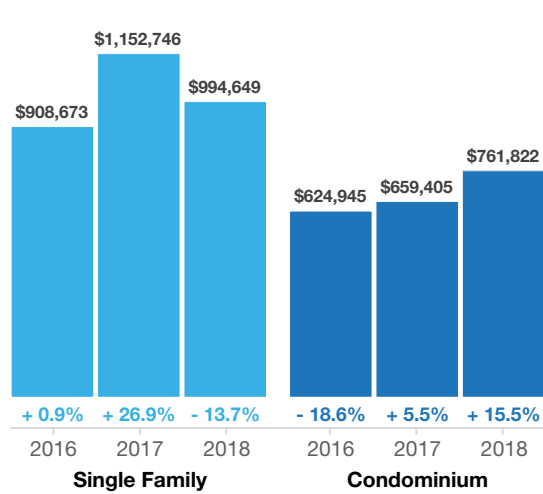


# Average Sales Price

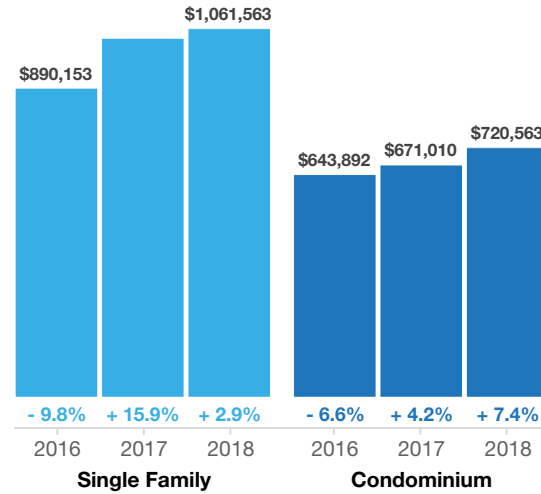
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



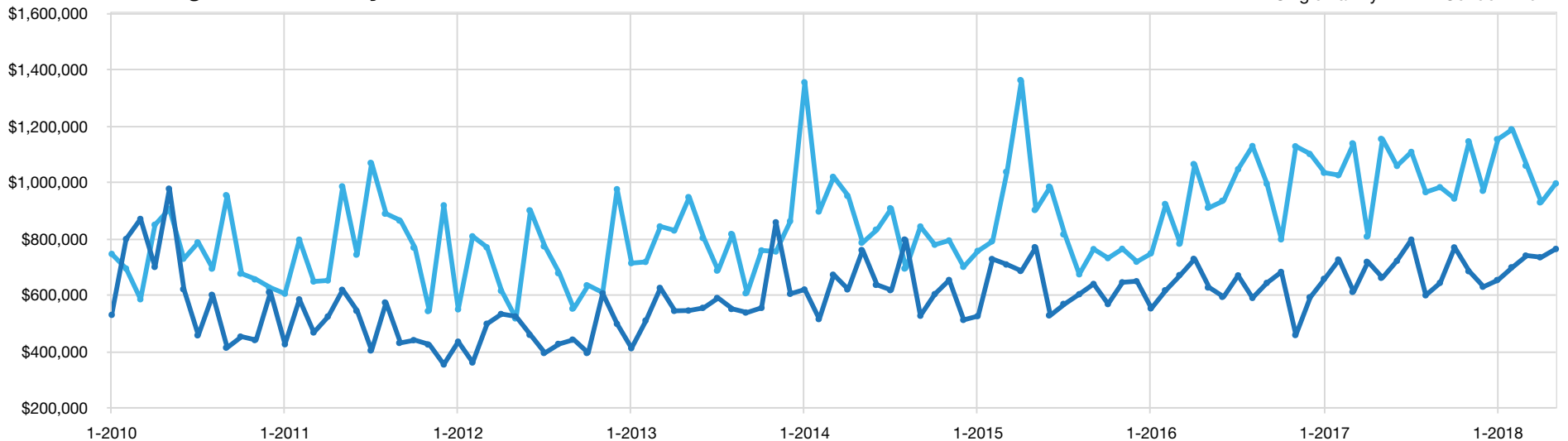
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2017	\$1,057,009	+ 13.3%	\$719,692	+ 21.7%
Jul-2017	\$1,106,498	+ 5.8%	\$794,823	+ 19.0%
Aug-2017	\$963,743	- 14.5%	\$597,209	+ 1.6%
Sep-2017	\$981,276	- 1.2%	\$641,318	+ 0.0%
Oct-2017	\$940,865	+ 18.2%	\$767,237	+ 12.8%
Nov-2017	\$1,144,137	+ 1.6%	\$683,017	+ 49.8%
Dec-2017	\$968,559	- 11.9%	\$627,597	+ 6.4%
Jan-2018	\$1,151,931	+ 11.6%	\$651,246	- 0.7%
Feb-2018	\$1,186,988	+ 15.9%	\$696,502	- 3.8%
Mar-2018	\$1,057,585	- 7.0%	\$738,238	+ 21.1%
Apr-2018	\$927,469	+ 15.1%	\$732,331	+ 2.3%
<b>May-2018</b>	<b>\$994,649</b>	<b>- 13.7%</b>	<b>\$761,822</b>	<b>+ 15.5%</b>
12-Month Avg*	\$1,036,416	+ 1.1%	\$703,076	+ 11.5%

\* Avg. Sales Price for all properties from June 2017 through May 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

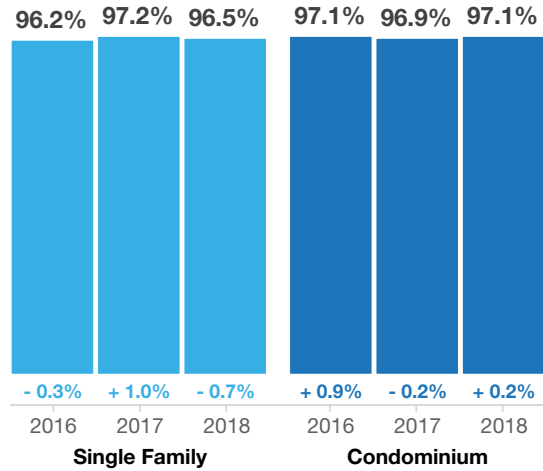


# Percent of List Price Received

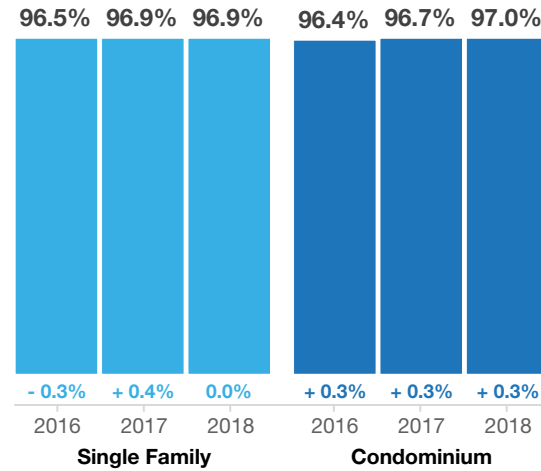
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May



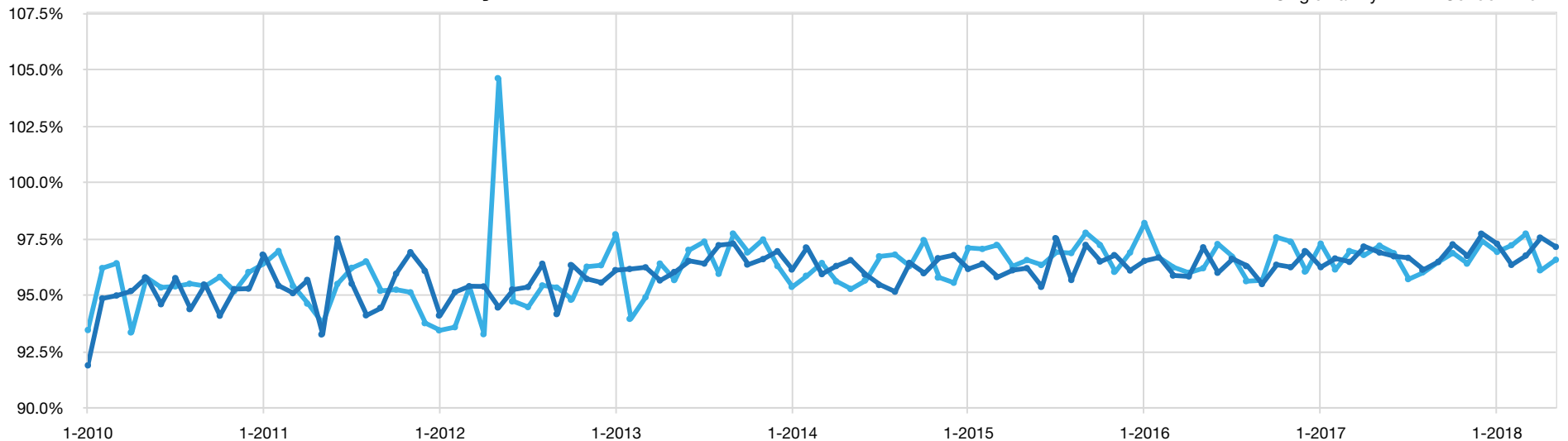
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2017	96.8%	- 0.4%	96.7%	+ 0.7%
Jul-2017	95.7%	- 1.0%	96.6%	0.0%
Aug-2017	96.0%	+ 0.4%	96.1%	- 0.2%
Sep-2017	96.4%	+ 0.8%	96.5%	+ 1.0%
Oct-2017	96.8%	- 0.7%	97.2%	+ 0.9%
Nov-2017	96.4%	- 0.9%	96.7%	+ 0.5%
Dec-2017	97.4%	+ 1.5%	97.7%	+ 0.8%
Jan-2018	96.9%	- 0.4%	97.3%	+ 1.1%
Feb-2018	97.2%	+ 1.1%	96.3%	- 0.3%
Mar-2018	97.7%	+ 0.8%	96.7%	+ 0.3%
Apr-2018	96.1%	- 0.7%	97.5%	+ 0.4%
<b>May-2018</b>	<b>96.5%</b>	<b>- 0.7%</b>	<b>97.1%</b>	<b>+ 0.2%</b>
12-Month Avg*	96.7%	0.0%	96.9%	+ 0.5%

\* Pct. of List Price Received for all properties from June 2017 through May 2018. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

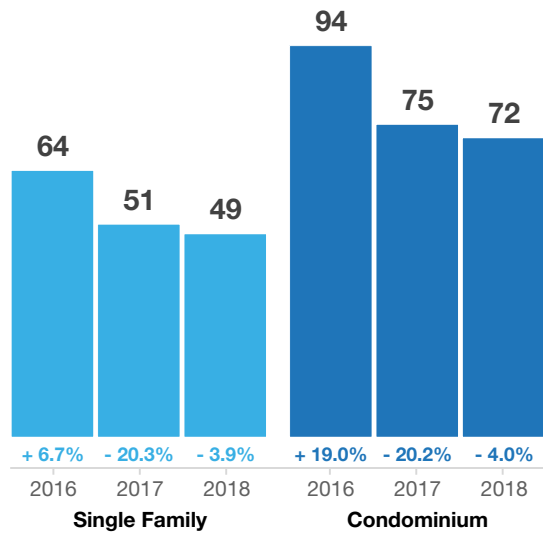


# Housing Affordability Index

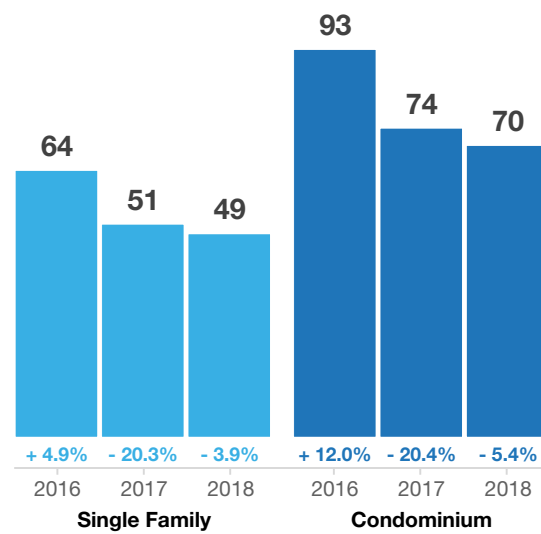
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## May

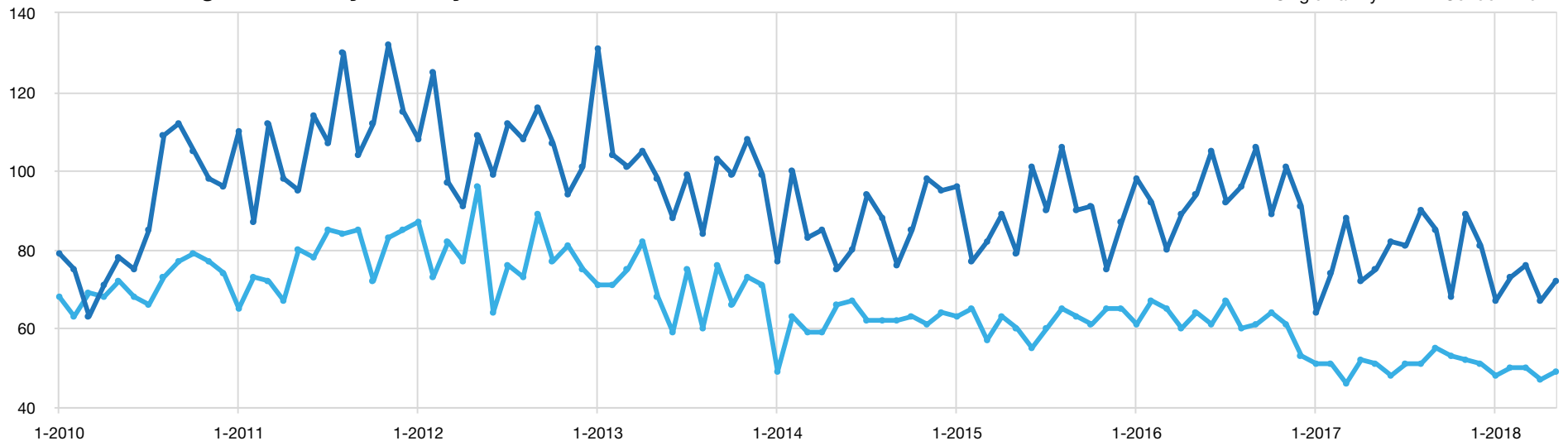


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2017	48	- 21.3%	82	- 21.9%
Jul-2017	51	- 23.9%	81	- 12.0%
Aug-2017	51	- 15.0%	90	- 6.3%
Sep-2017	55	- 9.8%	85	- 19.8%
Oct-2017	53	- 17.2%	68	- 23.6%
Nov-2017	52	- 14.8%	89	- 11.9%
Dec-2017	51	- 3.8%	81	- 11.0%
Jan-2018	48	- 5.9%	67	+ 4.7%
Feb-2018	50	- 2.0%	73	- 1.4%
Mar-2018	50	+ 8.7%	76	- 13.6%
Apr-2018	47	- 9.6%	67	- 6.9%
<b>May-2018</b>	<b>49</b>	<b>- 3.9%</b>	<b>72</b>	<b>- 4.0%</b>
12-Month Avg	50	- 12.3%	78	- 11.4%

## Historical Housing Affordability Index by Month

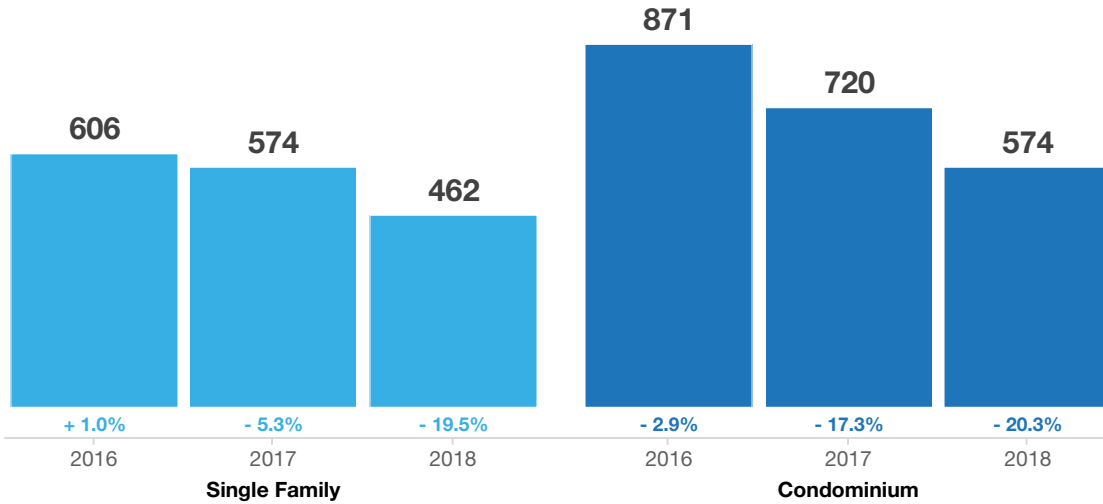


# Inventory of Homes for Sale

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

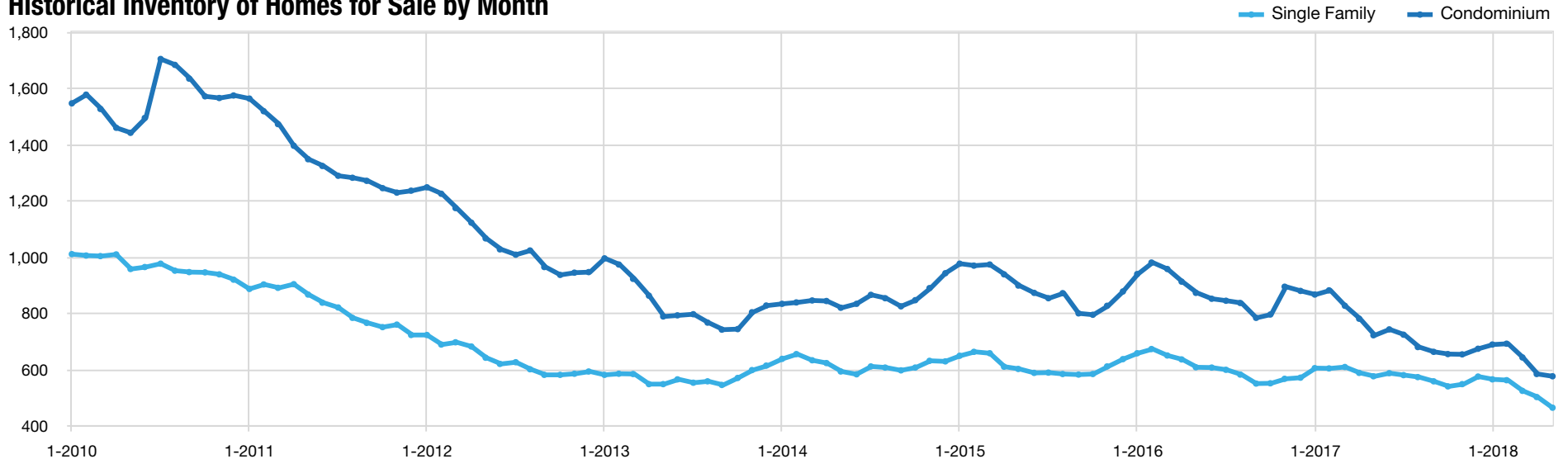


## May



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2017	585	- 3.3%	741	- 12.8%
Jul-2017	578	- 3.2%	722	- 14.4%
Aug-2017	571	- 1.6%	678	- 18.8%
Sep-2017	556	+ 1.5%	661	- 15.5%
Oct-2017	538	- 2.0%	653	- 17.8%
Nov-2017	546	- 3.4%	652	- 27.0%
Dec-2017	573	+ 0.7%	672	- 23.5%
Jan-2018	563	- 6.6%	687	- 20.6%
Feb-2018	560	- 7.0%	690	- 21.6%
Mar-2018	522	- 14.0%	641	- 22.3%
Apr-2018	500	- 14.7%	582	- 25.3%
<b>May-2018</b>	<b>462</b>	<b>- 19.5%</b>	<b>574</b>	<b>- 20.3%</b>
12-Month Avg	546	- 6.2%	663	- 20.0%

## Historical Inventory of Homes for Sale by Month

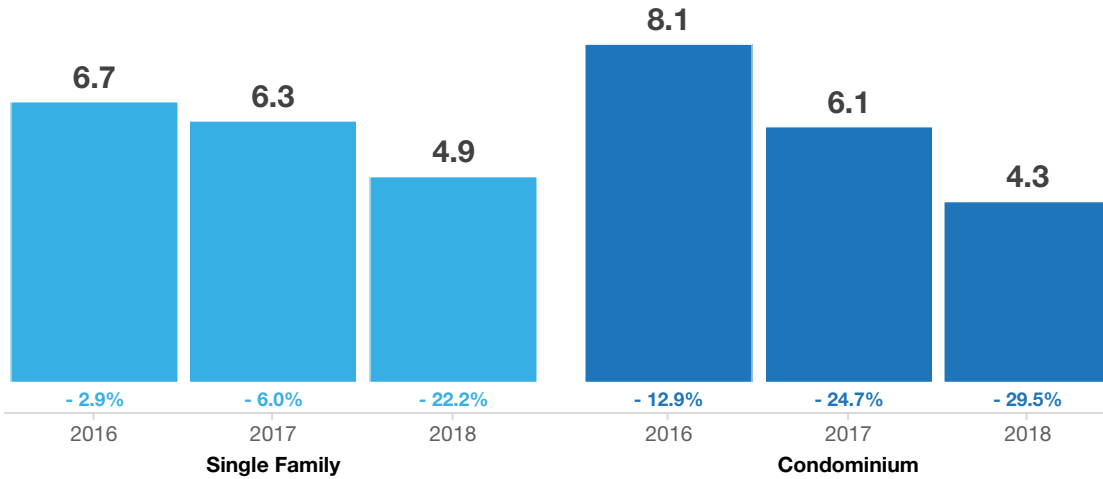


# Months Supply of Inventory

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.



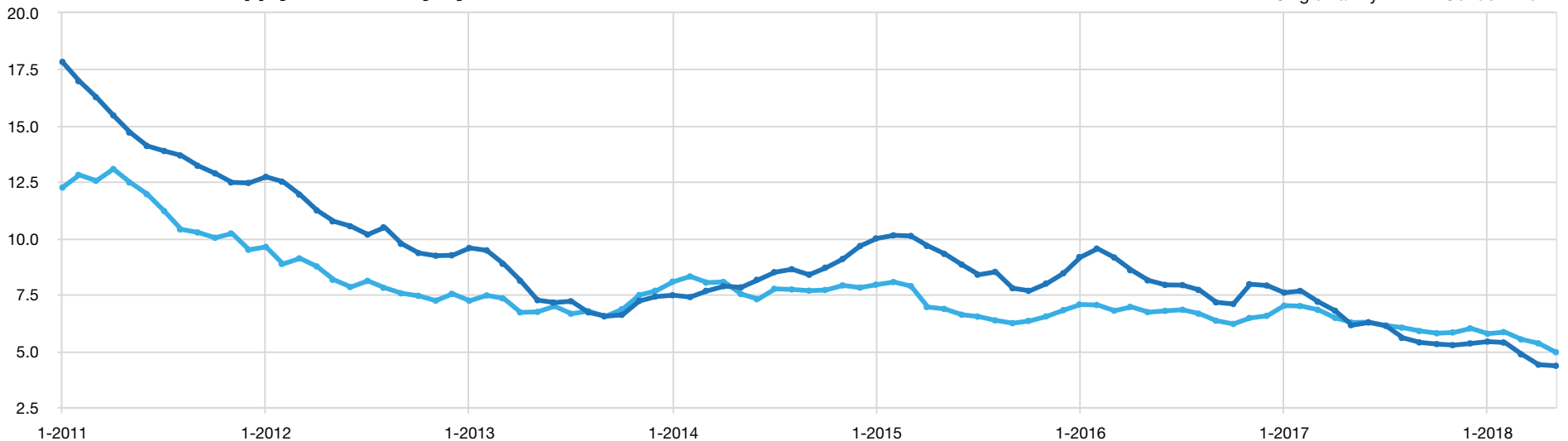
## May



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2017	6.3	- 7.4%	6.3	- 20.3%
Jul-2017	6.1	- 10.3%	6.1	- 22.8%
Aug-2017	6.0	- 9.1%	5.6	- 27.3%
Sep-2017	5.9	- 6.3%	5.4	- 25.0%
Oct-2017	5.8	- 6.5%	5.3	- 25.4%
Nov-2017	5.8	- 10.8%	5.3	- 33.8%
Dec-2017	6.0	- 9.1%	5.3	- 32.9%
Jan-2018	5.8	- 17.1%	5.4	- 28.9%
Feb-2018	5.8	- 17.1%	5.4	- 29.9%
Mar-2018	5.5	- 19.1%	4.8	- 33.3%
Apr-2018	5.3	- 18.5%	4.4	- 35.3%
<b>May-2018</b>	<b>4.9</b>	<b>- 22.2%</b>	<b>4.3</b>	<b>- 29.5%</b>
12-Month Avg*	5.8	- 12.7%	5.3	- 28.6%

\* Months Supply for all properties from June 2017 through May 2018. 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	5-2017	5-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		348	<b>301</b>	- 13.5%	1,752	<b>1,655</b>	- 5.5%
<b>Pending Sales</b>		247	<b>246</b>	- 0.4%	1,279	<b>1,358</b>	+ 6.2%
<b>Closed Sales</b>		243	<b>303</b>	+ 24.7%	1,086	<b>1,305</b>	+ 20.2%
<b>Days on Market Until Sale</b>		151	<b>155</b>	+ 2.6%	150	<b>154</b>	+ 2.7%
<b>Median Sales Price</b>		\$585,000	<b>\$600,000</b>	+ 2.6%	\$575,100	<b>\$601,685</b>	+ 4.6%
<b>Average Sales Price</b>		\$849,728	<b>\$868,384</b>	+ 2.2%	\$801,974	<b>\$856,624</b>	+ 6.8%
<b>Percent of List Price Received</b>		96.8%	<b>96.7%</b>	- 0.1%	96.6%	<b>96.8%</b>	+ 0.2%
<b>Housing Affordability Index</b>		61	<b>57</b>	- 6.6%	62	<b>57</b>	- 8.1%
<b>Inventory of Homes for Sale</b>		1,651	<b>1,316</b>	- 20.3%	—	—	—
<b>Months Supply of Inventory</b>		7.2	<b>5.4</b>	- 25.0%	—	—	—

# Single Family Monthly Sales Volume

## May 2018



Area Name	May 2018			April 2018			May 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	10	\$8,127,000	\$717,000	9	\$8,618,000	\$825,000	9	\$7,128,000	\$675,000
Hana	0	--	--	4	\$2,900,000	\$687,500	2	\$3,712,500	\$1,856,250
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	6	\$9,659,000	\$1,525,000	3	\$6,255,202	\$1,360,000	1	\$1,200,000	\$1,200,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	18	\$12,024,084	\$689,000	8	\$5,085,250	\$632,500	11	\$6,208,000	\$590,000
Kapalua	3	\$18,043,250	\$3,393,250	1	\$2,250,000	\$2,250,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	16	\$10,968,700	\$642,500	15	\$12,227,025	\$688,025	20	\$30,534,399	\$677,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	8	\$9,504,999	\$1,110,000	3	\$2,400,350	\$805,350	12	\$11,028,700	\$832,350
Lahaina	7	\$7,685,000	\$710,000	5	\$4,272,500	\$761,500	9	\$16,819,750	\$1,750,000
Maalaea	0	--	--	1	\$2,000,000	\$2,000,000	0	--	--
Makawao/Olinda/Haliimaile	4	\$2,236,007	\$526,816	4	\$2,446,000	\$587,250	3	\$2,219,000	\$570,000
Mauui Meadows	2	\$2,797,500	\$1,398,750	6	\$7,542,000	\$1,456,000	2	\$2,533,000	\$1,266,500
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$2,875,000	\$900,000	4	\$3,260,000	\$919,000	2	\$2,380,000	\$1,190,000
Olowalu	0	--	--	1	\$1,360,000	\$1,360,000	0	--	--
Pukalani	4	\$2,674,700	\$695,000	1	\$525,000	\$525,000	2	\$1,056,000	\$528,000
Spreckelsville/Paia/Kuau	3	\$1,550,000	\$525,000	5	\$9,011,000	\$800,000	1	\$865,000	\$865,000
Wailea/Makena	1	\$3,100,000	\$3,100,000	2	\$2,545,000	\$1,272,500	2	\$11,040,000	\$5,520,000
Wailuku	15	\$10,285,500	\$645,000	16	\$9,817,275	\$591,138	15	\$9,781,500	\$607,000
Lanai	4	\$2,043,000	\$520,000	2	\$1,495,000	\$747,500	2	\$955,000	\$477,500
Molokai	5	\$4,843,000	\$442,000	2	\$1,317,500	\$658,750	2	\$2,050,000	\$1,025,000
<b>All MLS</b>	<b>109</b>	<b>\$108,416,740</b>	<b>\$695,000</b>	<b>92</b>	<b>\$85,327,102</b>	<b>\$725,000</b>	<b>95</b>	<b>\$109,510,849</b>	<b>\$700,000</b>

# Condominium Monthly Sales Volume

## May 2018



Area Name	May 2018			April 2018			May 2017		
	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	--	--	1	\$760,000	\$760,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	24	\$19,690,988	\$733,500	17	\$21,721,500	\$775,000	16	\$20,112,900	\$858,750
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	3	\$696,350	\$295,000	5	\$576,500	\$120,750	2	\$183,304	\$91,652
Kapalua	6	\$19,075,000	\$2,272,500	7	\$6,928,888	\$960,000	2	\$1,804,999	\$902,500
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	60	\$27,970,922	\$382,500	63	\$31,594,459	\$415,500	56	\$28,417,688	\$415,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	10	\$7,269,000	\$461,250	6	\$4,109,400	\$556,000	8	\$3,442,000	\$366,000
Maalaea	6	\$2,572,000	\$425,000	6	\$2,299,000	\$387,000	2	\$1,045,000	\$522,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	25	\$13,328,060	\$500,000	27	\$13,012,000	\$445,000	20	\$11,027,749	\$447,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$575,000	\$575,000	2	\$1,205,000	\$602,500	2	\$1,210,000	\$605,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	19	\$33,322,699	\$1,450,000	26	\$41,370,982	\$1,248,700	8	\$12,294,499	\$856,000
Wailuku	14	\$5,415,975	\$393,500	17	\$6,072,475	\$347,000	9	\$3,314,469	\$360,000
Lanai	0	--	--	0	--	--	2	\$1,925,000	\$962,500
Molokai	3	\$355,500	\$139,000	0	--	--	2	\$185,000	\$92,500
<b>All MLS</b>	<b>171</b>	<b>\$130,271,494</b>	<b>\$475,000</b>	<b>176</b>	<b>\$128,890,204</b>	<b>\$506,113</b>	<b>130</b>	<b>\$85,722,608</b>	<b>\$475,000</b>



# Land Monthly Sales Volume

## May 2018



Area Name	May 2018			April 2018			May 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	9	\$5,741,800	\$475,000	16	\$8,267,000	\$492,575	4	\$3,953,000	\$916,500
Hana	0	--	--	2	\$1,075,000	\$537,500	1	\$30,000	\$30,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$1,624,750	\$812,375	0	--	--	2	\$1,905,500	\$952,750
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	1	\$325,000	\$325,000
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	3	\$1,480,000	\$520,000	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	5	\$2,986,200	\$650,000	2	\$665,000	\$332,500	0	--	--
Lahaina	2	\$1,717,500	\$858,750	0	--	--	2	\$2,099,000	\$1,049,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	1	\$345,000	\$345,000	1	\$308,000	\$308,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	1	\$400,000	\$400,000	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	1	\$618,000	\$618,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	1	\$1,300,000	\$1,300,000
Wailea/Makena	2	\$11,750,000	\$5,875,000	0	--	--	0	--	--
Wailuku	0	--	--	3	\$1,465,000	\$425,000	0	--	--
Lanai	0	--	--	0	--	--	0	--	--
Molokai	3	\$612,000	\$245,000	4	\$533,400	\$118,750	5	\$711,900	\$140,000
<b>All MLS</b>	<b>23</b>	<b>\$24,432,250</b>	<b>\$525,000</b>	<b>32</b>	<b>\$14,230,400</b>	<b>\$429,225</b>	<b>18</b>	<b>\$11,250,400</b>	<b>\$372,000</b>

# Single Family Sales – Year to Date

May 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	May-18 YTD Sales	May-17 YTD Sales	Unit Change	Percent Change	May-18 YTD Average	May-17 YTD Average	Dollar Change	Percent Change	May-18 YTD Median	May-17 YTD Median	Dollar Change	Percent Change	May-18 YTD Volume	May-17 YTD Volume	Dollar Change	Percent Change
Haiku	42	31	+11	+35.5%	\$914,464	\$866,352	+\$48,113	+5.6%	\$770,000	\$725,000	+\$45,000	+6.2%	\$38,407,500	\$26,856,900	+\$11,550,600	+43.0%
Hana	11	5	+6	+120.0%	\$1,062,272	\$1,821,917	-\$759,644	-41.7%	\$725,000	\$1,300,000	-\$575,000	-44.2%	\$11,684,995	\$9,109,583	+\$2,575,412	+28.3%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	19	9	+10	+111.1%	\$2,075,800	\$1,575,806	+\$499,995	+31.7%	\$1,774,500	\$1,318,250	+\$456,250	+34.6%	\$39,440,202	\$14,182,250	+\$25,257,952	+178.1%
Kahakuloa	1	1	0	0.0%	\$890,000	\$575,000	+\$315,000	+54.8%	\$890,000	\$575,000	+\$315,000	+54.8%	\$890,000	\$575,000	+\$315,000	+54.8%
Kahului	73	53	+20	+37.7%	\$672,305	\$576,565	+\$95,740	+16.6%	\$679,000	\$575,000	+\$104,000	+18.1%	\$49,078,240	\$30,557,949	+\$18,520,291	+60.6%
Kapalua	4	1	+3	+300.0%	\$5,073,313	\$3,550,000	+\$1,523,313	+42.9%	\$3,021,625	\$3,550,000	-\$528,375	-14.9%	\$20,293,250	\$3,550,000	+\$16,743,250	+471.6%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	74	87	-13	-14.9%	\$1,043,070	\$1,011,759	+\$31,310	+3.1%	\$669,500	\$725,000	-\$55,500	-7.7%	\$77,187,143	\$88,023,061	-\$10,835,918	-12.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	31	38	-7	-18.4%	\$1,069,511	\$956,018	+\$113,493	+11.9%	\$999,000	\$847,500	+\$151,500	+17.9%	\$33,154,849	\$36,328,700	-\$3,173,851	-8.7%
Lahaina	28	23	+5	+21.7%	\$1,744,764	\$1,630,078	+\$114,686	+7.0%	\$795,000	\$1,100,000	-\$305,000	-27.7%	\$48,853,400	\$37,491,798	+\$11,361,602	+30.3%
Maalaea	1	0	+1	--	\$2,000,000	--	--	--	\$2,000,000	--	--	--	\$2,000,000	\$0	+\$2,000,000	--
Makawao/Olinda/Haliimaile	21	18	+3	+16.7%	\$652,998	\$708,806	-\$55,808	-7.9%	\$565,000	\$641,250	-\$76,250	-11.9%	\$13,712,957	\$12,758,500	+\$954,457	+7.5%
Maui Meadows	14	7	+7	+100.0%	\$1,184,679	\$1,380,911	-\$196,233	-14.2%	\$1,158,000	\$1,425,000	-\$267,000	-18.7%	\$16,585,500	\$9,666,380	+\$6,919,120	+71.6%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	12	17	-5	-29.4%	\$1,157,500	\$887,308	+\$270,192	+30.5%	\$924,000	\$918,000	+\$6,000	+0.7%	\$13,890,000	\$15,084,244	-\$1,194,244	-7.9%
Olowalu	1	0	+1	--	\$1,360,000	--	--	--	\$1,360,000	--	--	--	\$1,360,000	\$0	+\$1,360,000	--
Pukalani	14	23	-9	-39.1%	\$676,550	\$687,467	-\$10,917	-1.6%	\$674,000	\$665,000	+\$9,000	+1.4%	\$9,471,700	\$15,811,750	-\$6,340,050	-40.1%
Spreckelsville/Paia/Kuau	12	7	+5	+71.4%	\$1,346,698	\$1,647,143	-\$300,445	-18.2%	\$607,500	\$750,000	-\$142,500	-19.0%	\$16,160,375	\$11,530,000	+\$4,630,375	+40.2%
Wailea/Makena	13	14	-1	-7.1%	\$4,005,769	\$5,178,214	-\$1,172,445	-22.6%	\$3,100,000	\$2,822,500	+\$277,500	+9.8%	\$52,075,000	\$72,495,000	-\$20,420,000	-28.2%
Wailuku	93	78	+15	+19.2%	\$606,384	\$623,741	-\$17,357	-2.8%	\$617,000	\$587,278	+\$29,723	+5.1%	\$56,393,706	\$48,651,829	+\$7,741,877	+15.9%
Lanai	10	8	+2	+25.0%	\$605,300	\$425,375	+\$179,925	+42.3%	\$485,000	\$402,500	+\$82,500	+20.5%	\$6,053,000	\$3,403,000	+\$2,650,000	+77.9%
Molokai	11	7	+4	+57.1%	\$742,400	\$638,543	+\$103,857	+16.3%	\$442,000	\$460,000	-\$18,000	-3.9%	\$8,166,400	\$4,469,800	+\$3,696,600	+82.7%
<b>All MLS</b>	<b>485</b>	<b>427</b>	<b>+58</b>	<b>+13.6%</b>	<b>\$1,061,563</b>	<b>\$1,031,723</b>	<b>+\$29,840</b>	<b>+2.9%</b>	<b>\$690,000</b>	<b>\$690,000</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$514,858,217</b>	<b>\$440,545,744</b>	<b>+\$74,312,473</b>	<b>+16.9%</b>

# Total Condominium Sales – Year to Date

## May 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	May-18 YTD Sales	May-17 YTD Sales	Unit Change	Percent Change	May-18 YTD Average	May-17 YTD Average	Dollar Change	Percent Change	May-18 YTD Median	May-17 YTD Median	Dollar Change	Percent Change	May-18 YTD Volume	May-17 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	1	-1	-100.0%	--	\$760,000	--	--	--	\$760,000	--	--	\$0	\$760,000	-\$760,000	-100.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	76	50	+26	+52.0%	\$1,086,709	\$1,089,458	-\$2,749	-0.3%	\$808,000	\$745,000	+\$63,000	+8.5%	\$82,589,888	\$54,472,900	+\$28,116,988	+51.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	15	14	+1	+7.1%	\$152,863	\$122,245	+\$30,618	+25.0%	\$119,600	\$94,152	+\$25,448	+27.0%	\$2,292,950	\$1,711,433	+\$581,517	+34.0%
Kapalua	21	15	+6	+40.0%	\$1,870,757	\$1,175,320	+\$695,437	+59.2%	\$966,500	\$845,000	+\$121,500	+14.4%	\$39,285,888	\$17,629,799	+\$21,656,089	+122.8%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	262	231	+31	+13.4%	\$485,230	\$491,996	-\$6,765	-1.4%	\$410,750	\$399,000	+\$11,750	+2.9%	\$127,130,331	\$113,651,017	+\$13,479,314	+11.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	31	38	-7	-18.4%	\$585,420	\$522,507	+\$62,913	+12.0%	\$475,000	\$447,500	+\$27,500	+6.1%	\$18,148,026	\$19,855,255	-\$1,707,229	-8.6%
Maalaea	23	17	+6	+35.3%	\$393,000	\$382,829	+\$10,171	+2.7%	\$399,000	\$340,000	+\$59,000	+17.4%	\$9,039,000	\$6,508,100	+\$2,530,900	+38.9%
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	108	90	+18	+20.0%	\$484,396	\$439,115	+\$45,281	+10.3%	\$450,000	\$402,500	+\$47,500	+11.8%	\$52,314,794	\$39,520,349	+\$12,794,445	+32.4%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	5	3	+2	+66.7%	\$607,200	\$596,667	+\$10,533	+1.8%	\$601,000	\$580,000	+\$21,000	+3.6%	\$3,036,000	\$1,790,000	+\$1,246,000	+69.6%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	105	71	+34	+47.9%	\$1,510,019	\$1,648,849	-\$138,829	-8.4%	\$1,103,013	\$1,050,000	+\$53,013	+5.0%	\$158,552,036	\$117,068,248	+\$41,483,788	+35.4%
Wailuku	67	50	+17	+34.0%	\$370,380	\$388,340	-\$17,960	-4.6%	\$378,000	\$413,750	-\$35,750	-8.6%	\$24,815,467	\$19,417,019	+\$5,398,448	+27.8%
Lanai	0	2	-2	-100.0%	--	\$962,500	--	--	--	\$962,500	--	--	\$0	\$1,925,000	-\$1,925,000	-100.0%
Molokai	6	7	-1	-14.3%	\$146,750	\$130,821	+\$15,929	+12.2%	\$149,000	\$110,000	+\$39,000	+35.5%	\$880,500	\$915,750	-\$35,250	-3.8%
<b>All MLS</b>	<b>719</b>	<b>589</b>	<b>+130</b>	<b>+22.1%</b>	<b>\$720,563</b>	<b>\$671,010</b>	<b>+\$49,553</b>	<b>+7.4%</b>	<b>\$485,000</b>	<b>\$479,000</b>	<b>+\$6,000</b>	<b>+1.3%</b>	<b>\$518,084,880</b>	<b>\$395,224,870</b>	<b>+\$122,860,010</b>	<b>+31.1%</b>

# Fee Simple Condominium Sales – Year to Date

## May 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	May-18 YTD Sales	May-17 YTD Sales	Unit Change	Percent Change	May-18 YTD Average	May-17 YTD Average	Dollar Change	Percent Change	May-18 YTD Median	May-17 YTD Median	Dollar Change	Percent Change	May-18 YTD Volume	May-17 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	1	-1	-100.0%	--	\$760,000	--	--	--	\$760,000	--	--	\$0	\$760,000	-\$760,000	-100.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	65	42	+23	+54.8%	\$1,209,906	\$1,233,617	-\$23,711	-1.9%	\$919,900	\$866,000	+\$53,900	+6.2%	\$78,643,888	\$51,811,900	+\$26,831,988	+51.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	15	14	+1	+7.1%	\$152,863	\$122,245	+\$30,618	+25.0%	\$119,600	\$94,152	+\$25,448	+27.0%	\$2,292,950	\$1,711,433	+\$581,517	+34.0%
Kapalua	21	15	+6	+40.0%	\$1,870,757	\$1,175,320	+\$695,437	+59.2%	\$966,500	\$845,000	+\$121,500	+14.4%	\$39,285,888	\$17,629,799	+\$21,656,089	+122.8%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	258	227	+31	+13.7%	\$486,942	\$495,326	-\$8,384	-1.7%	\$410,750	\$400,000	+\$10,750	+2.7%	\$125,631,031	\$112,439,017	+\$13,192,014	+11.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	27	37	-10	-27.0%	\$647,737	\$533,956	+\$113,781	+21.3%	\$477,500	\$465,000	+\$12,500	+2.7%	\$17,488,900	\$19,756,355	-\$2,267,455	-11.5%
Maalaea	13	13	0	0.0%	\$476,923	\$410,423	+\$66,500	+16.2%	\$430,000	\$405,000	+\$25,000	+6.2%	\$6,200,000	\$5,335,500	+\$864,500	+16.2%
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	98	72	+26	+36.1%	\$500,972	\$465,485	+\$35,487	+7.6%	\$462,500	\$440,000	+\$22,500	+5.1%	\$49,095,294	\$33,514,949	+\$15,580,345	+46.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	5	3	+2	+66.7%	\$607,200	\$596,667	+\$10,533	+1.8%	\$601,000	\$580,000	+\$21,000	+3.6%	\$3,036,000	\$1,790,000	+\$1,246,000	+69.6%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	105	71	+34	+47.9%	\$1,510,019	\$1,648,849	-\$138,829	-8.4%	\$1,103,013	\$1,050,000	+\$53,013	+5.0%	\$158,552,036	\$117,068,248	+\$41,483,788	+35.4%
Wailuku	67	50	+17	+34.0%	\$370,380	\$388,340	-\$17,960	-4.6%	\$378,000	\$413,750	-\$35,750	-8.6%	\$24,815,467	\$19,417,019	+\$5,398,448	+27.8%
Lanai	0	2	-2	-100.0%	--	\$962,500	--	--	--	\$962,500	--	--	\$0	\$1,925,000	-\$1,925,000	-100.0%
Molokai	5	5	0	0.0%	\$165,300	\$155,950	+\$9,350	+6.0%	\$158,000	\$113,000	+\$45,000	+39.8%	\$826,500	\$779,750	+\$46,750	+6.0%
<b>All MLS</b>	<b>679</b>	<b>552</b>	<b>+127</b>	<b>+23.0%</b>	<b>\$745,019</b>	<b>\$695,542</b>	<b>+\$49,477</b>	<b>+7.1%</b>	<b>\$500,000</b>	<b>\$488,850</b>	<b>+\$11,150</b>	<b>+2.3%</b>	<b>\$505,867,954</b>	<b>\$383,938,970</b>	<b>+\$121,928,984</b>	<b>+31.8%</b>

# Leasehold Condominium Sales – Year to Date

May 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	May-18 YTD Sales	May-17 YTD Sales	Unit Change	Percent Change	May-18 YTD Average	May-17 YTD Average	Dollar Change	Percent Change	May-18 YTD Median	May-17 YTD Median	Dollar Change	Percent Change	May-18 YTD Volume	May-17 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	11	8	+3	+37.5%	\$358,727	\$332,625	+\$26,102	+7.8%	\$275,000	\$280,000	-\$5,000	-1.8%	\$3,946,000	\$2,661,000	+\$1,285,000	+48.3%
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	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	4	4	0	0.0%	\$374,825	\$303,000	+\$71,825	+23.7%	\$406,250	\$242,000	+\$164,250	+67.9%	\$1,499,300	\$1,212,000	+\$287,300	+23.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	4	1	+3	+300.0%	\$164,782	\$98,900	+\$65,882	+66.6%	\$164,313	\$98,900	+\$65,413	+66.1%	\$659,126	\$98,900	+\$560,226	+566.5%
Maalaea	10	4	+6	+150.0%	\$283,900	\$293,150	-\$9,250	-3.2%	\$252,500	\$306,800	-\$54,300	-17.7%	\$2,839,000	\$1,172,600	+\$1,666,400	+142.1%
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	10	18	-8	-44.4%	\$321,950	\$333,633	-\$11,683	-3.5%	\$212,500	\$147,500	+\$65,000	+44.1%	\$3,219,500	\$6,005,400	-\$2,785,900	-46.4%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	1	2	-1	-50.0%	\$54,000	\$68,000	-\$14,000	-20.6%	\$54,000	\$68,000	-\$14,000	-20.6%	\$54,000	\$136,000	-\$82,000	-60.3%
<b>All MLS</b>	<b>40</b>	<b>37</b>	<b>+3</b>	<b>+8.1%</b>	<b>\$305,423</b>	<b>\$305,024</b>	<b>+\$399</b>	<b>+0.1%</b>	<b>\$262,500</b>	<b>\$211,000</b>	<b>+\$51,500</b>	<b>+24.4%</b>	<b>\$12,216,926</b>	<b>\$11,285,900</b>	<b>+\$931,026</b>	<b>+8.2%</b>

# Land Sales – Year to Date

## May 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	May-18 YTD Sales	May-17 YTD Sales	Unit Change	Percent Change	May-18 YTD Average	May-17 YTD Average	Dollar Change	Percent Change	May-18 YTD Median	May-17 YTD Median	Dollar Change	Percent Change	May-18 YTD Volume	May-17 YTD Volume	Dollar Change	Percent Change
Haiku	33	13	+20	+153.8%	\$594,642	\$623,000	-\$28,358	-4.6%	\$475,000	\$495,000	-\$20,000	-4.0%	\$19,623,200	\$8,099,000	+\$11,524,200	+142.3%
Hana	2	5	-3	-60.0%	\$537,500	\$307,000	+\$230,500	+75.1%	\$537,500	\$325,000	+\$212,500	+65.4%	\$1,075,000	\$1,535,000	-\$460,000	-30.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	3	5	-2	-40.0%	\$858,250	\$727,500	+\$130,750	+18.0%	\$812,500	\$825,000	-\$12,500	-1.5%	\$2,574,750	\$3,637,500	-\$1,062,750	-29.2%
Kahakuloa	0	1	-1	-100.0%	--	\$467,500	--	--	--	\$467,500	--	--	\$0	\$467,500	-\$467,500	-100.0%
Kahului	0	1	-1	-100.0%	--	\$325,000	--	--	--	\$325,000	--	--	\$0	\$325,000	-\$325,000	-100.0%
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	6	4	+2	+50.0%	\$765,000	\$532,250	+\$232,750	+43.7%	\$465,000	\$473,500	-\$8,500	-1.8%	\$4,590,000	\$2,129,000	+\$2,461,000	+115.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	21	6	+15	+250.0%	\$589,145	\$597,500	-\$8,355	-1.4%	\$525,000	\$450,000	+\$75,000	+16.7%	\$12,372,050	\$3,585,000	+\$8,787,050	+245.1%
Lahaina	8	4	+4	+100.0%	\$1,283,938	\$991,000	+\$292,938	+29.6%	\$1,500,000	\$932,500	+\$567,500	+60.9%	\$10,271,500	\$3,964,000	+\$6,307,500	+159.1%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	3	3	0	0.0%	\$711,300	\$421,667	+\$289,633	+68.7%	\$878,900	\$357,000	+\$521,900	+146.2%	\$2,133,900	\$1,265,000	+\$868,900	+68.7%
Maui Meadows	0	2	-2	-100.0%	--	\$451,250	--	--	--	\$451,250	--	--	\$0	\$902,500	-\$902,500	-100.0%
Nahiku	2	0	+2	--	\$323,000	--	--	--	\$323,000	--	--	--	\$646,000	\$0	+\$646,000	--
Napili/Kahana/Honokowai	0	1	-1	-100.0%	--	\$330,000	--	--	--	\$330,000	--	--	\$0	\$330,000	-\$330,000	-100.0%
Olowalu	0	1	-1	-100.0%	--	\$1,100,000	--	--	--	\$1,100,000	--	--	\$0	\$1,100,000	-\$1,100,000	-100.0%
Pukalani	2	3	-1	-33.3%	\$382,500	\$364,333	+\$18,167	+5.0%	\$382,500	\$365,000	+\$17,500	+4.8%	\$765,000	\$1,093,000	-\$328,000	-30.0%
Spreckelsville/Paia/Kuau	1	1	0	0.0%	\$2,900,000	\$1,300,000	+\$1,600,000	+123.1%	\$2,900,000	\$1,300,000	+\$1,600,000	+123.1%	\$2,900,000	\$1,300,000	+\$1,600,000	+123.1%
Wailea/Makena	3	1	+2	+200.0%	\$7,750,000	\$525,000	+\$7,225,000	+1,376.2%	\$7,500,000	\$525,000	+\$6,975,000	+1,376.2%	\$23,250,000	\$525,000	+\$22,725,000	+4,328.6%
Wailuku	8	12	-4	-33.3%	\$412,813	\$331,608	+\$81,204	+24.5%	\$370,000	\$270,000	+\$100,000	+37.0%	\$3,302,500	\$3,979,300	-\$676,800	-17.0%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	9	7	+2	+28.6%	\$160,822	\$133,700	+\$27,122	+20.3%	\$125,000	\$140,000	-\$15,000	-10.7%	\$1,447,400	\$935,900	+\$511,500	+54.7%
<b>All MLS</b>	<b>101</b>	<b>70</b>	<b>+31</b>	<b>+44.3%</b>	<b>\$841,102</b>	<b>\$502,467</b>	<b>+\$338,635</b>	<b>+67.4%</b>	<b>\$480,150</b>	<b>\$397,500</b>	<b>+\$82,650</b>	<b>+20.8%</b>	<b>\$84,951,300</b>	<b>\$35,172,700</b>	<b>+\$49,778,600</b>	<b>+141.5%</b>