

Monthly Indicators



February 2020

As we progressed through February, the actual and expected impacts of COVID-19 continued to grow, with concerns of economic impact reaching the stock market in the last week of the month. As the stock market declined, so did mortgage rates, offering a bad news-good news situation. While short term declines in the stock market can sting, borrowers who lock in today's low rates will benefit significantly in the long term.

New Listings decreased 17.9 percent for Single Family homes and 5.6 percent for Condominium homes. Pending Sales increased 18.8 percent for Single Family homes and 21.1 percent for Condominium homes. Inventory decreased 14.0 percent for Single Family homes and 22.8 percent for Condominium homes.

Median Sales Price decreased 5.4 percent to \$747,150 for Single Family homes but increased 5.7 percent to \$555,000 for Condominium homes. Days on Market decreased 22.7 percent for Single Family homes and 9.1 percent for Condominium homes. Months Supply of Inventory decreased 20.7 percent for Single Family homes and 20.9 percent for Condominium homes.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

Quick Facts

+ 10.5%

Change in Number of
Closed Sales
All Properties

+ 4.2%

Change in Number of
Median Sales Price
All Properties

- 15.9%

Change in Number of
Homes for Sale
All Properties

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

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Single Family Market Overview

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



Key Metrics	Historical Sparkbars	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		145	119	- 17.9%	288	259	- 10.1%
Pending Sales		96	114	+ 18.8%	201	220	+ 9.5%
Closed Sales		79	83	+ 5.1%	142	168	+ 18.3%
Days on Market Until Sale		172	133	- 22.7%	156	145	- 7.1%
Median Sales Price		\$790,000	\$747,150	- 5.4%	\$751,425	\$754,180	+ 0.4%
Average Sales Price		\$1,164,686	\$976,365	- 16.2%	\$1,050,116	\$970,705	- 7.6%
Percent of List Price Received		95.1%	98.3%	+ 3.4%	95.7%	97.6%	+ 2.0%
Housing Affordability Index		43	48	+ 11.6%	45	48	+ 6.7%
Inventory of Homes for Sale		530	456	- 14.0%	—	—	—
Months Supply of Inventory		5.8	4.6	- 20.7%	—	—	—

Condominium Market Overview

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



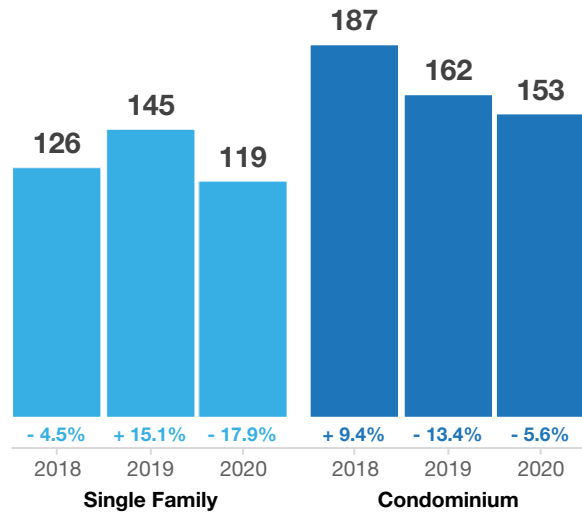
Key Metrics	Historical Sparkbars	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		162	153	- 5.6%	364	323	- 11.3%
Pending Sales		128	155	+ 21.1%	285	308	+ 8.1%
Closed Sales		121	133	+ 9.9%	251	261	+ 4.0%
Days on Market Until Sale		143	130	- 9.1%	146	131	- 10.3%
Median Sales Price		\$525,000	\$555,000	+ 5.7%	\$525,902	\$555,000	+ 5.5%
Average Sales Price		\$606,264	\$663,474	+ 9.4%	\$669,646	\$684,130	+ 2.2%
Percent of List Price Received		97.5%	97.7%	+ 0.2%	97.7%	97.4%	- 0.3%
Housing Affordability Index		65	65	0.0%	65	65	0.0%
Inventory of Homes for Sale		580	448	- 22.8%	—	—	—
Months Supply of Inventory		4.3	3.4	- 20.9%	—	—	—

New Listings

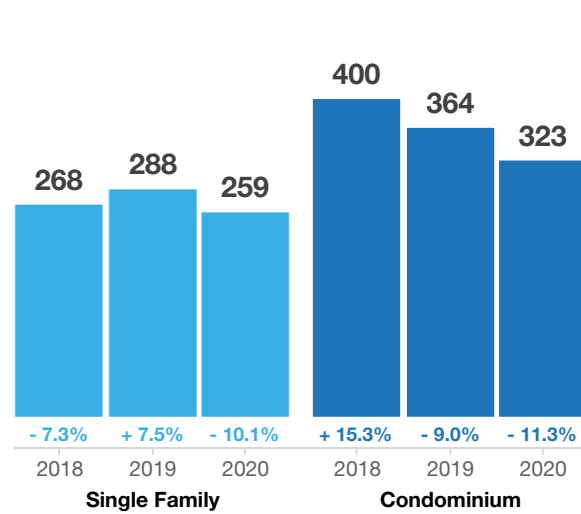
A count of the properties that have been newly listed on the market in a given month.



February

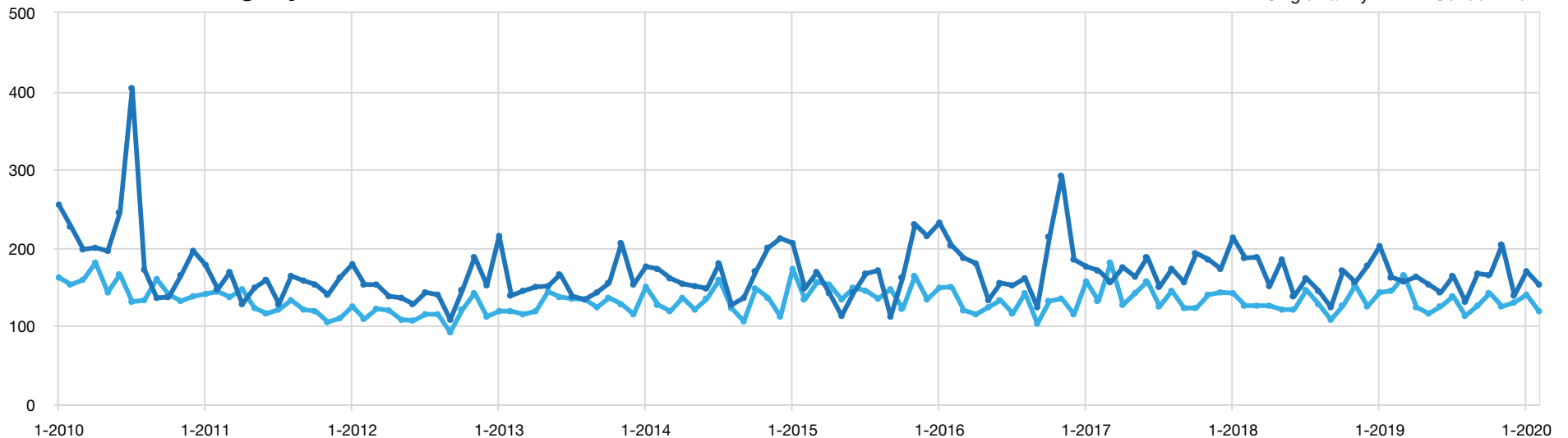


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2019	165	+ 31.0%	157	- 16.5%
Apr-2019	124	- 1.6%	163	+ 7.9%
May-2019	116	- 4.1%	153	- 17.3%
Jun-2019	125	+ 3.3%	143	+ 3.6%
Jul-2019	138	- 5.5%	164	+ 1.9%
Aug-2019	113	- 11.7%	131	- 9.7%
Sep-2019	126	+ 16.7%	167	+ 34.7%
Oct-2019	142	+ 12.7%	165	- 3.5%
Nov-2019	125	- 17.8%	204	+ 30.8%
Dec-2019	130	+ 4.0%	139	- 21.5%
Jan-2020	140	- 2.1%	170	- 15.8%
Feb-2020	119	- 17.9%	153	- 5.6%
12-Month Avg	130	- 0.8%	159	- 2.5%

Historical New Listings by Month

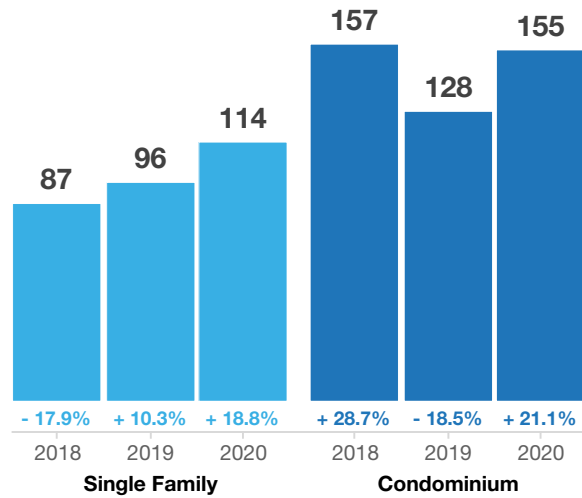


Pending Sales

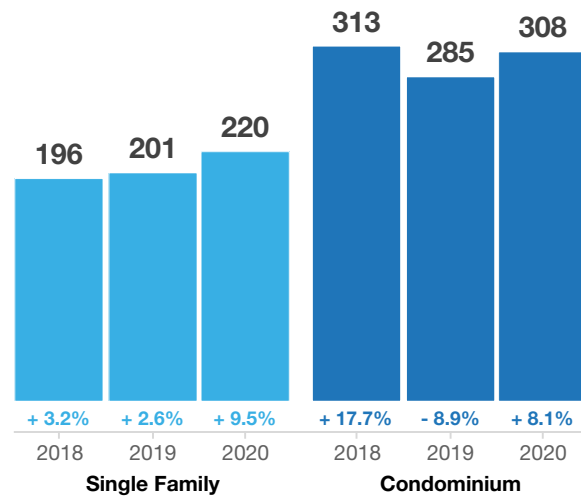
A count of the properties on which offers have been accepted in a given month.



February

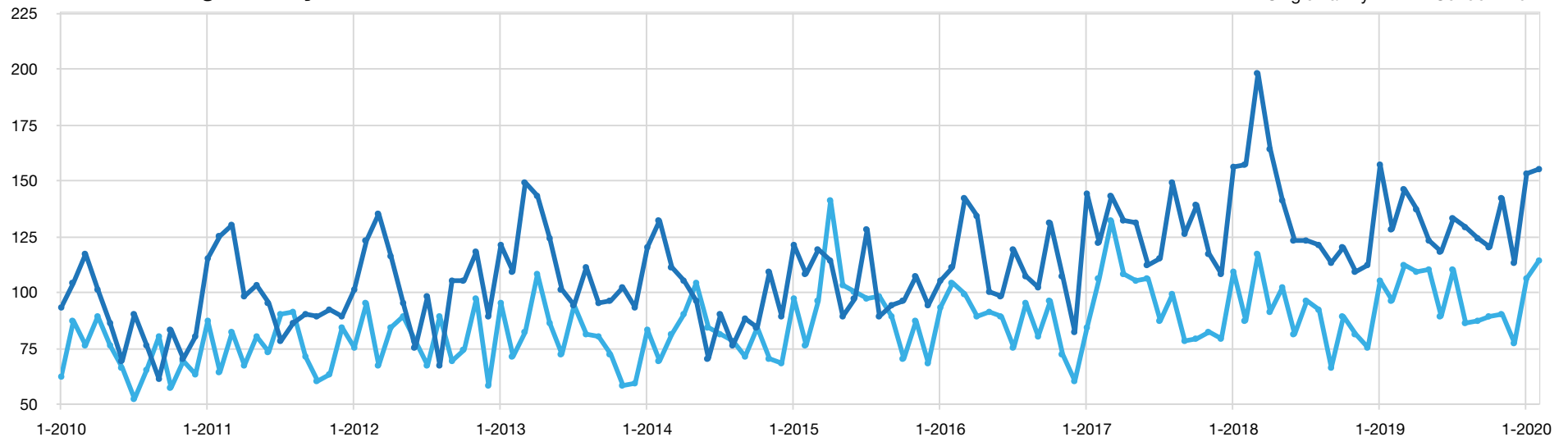


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2019	112	- 4.3%	146	- 26.3%
Apr-2019	109	+ 19.8%	137	- 16.5%
May-2019	110	+ 7.8%	123	- 12.8%
Jun-2019	89	+ 9.9%	118	- 4.1%
Jul-2019	110	+ 14.6%	133	+ 8.1%
Aug-2019	86	- 6.5%	129	+ 6.6%
Sep-2019	87	+ 31.8%	124	+ 9.7%
Oct-2019	89	0.0%	120	0.0%
Nov-2019	90	+ 11.1%	142	+ 30.3%
Dec-2019	77	+ 2.7%	113	+ 0.9%
Jan-2020	106	+ 1.0%	153	- 2.5%
Feb-2020	114	+ 18.8%	155	+ 21.1%
12-Month Avg	98	+ 7.7%	133	- 0.7%

Historical Pending Sales by Month

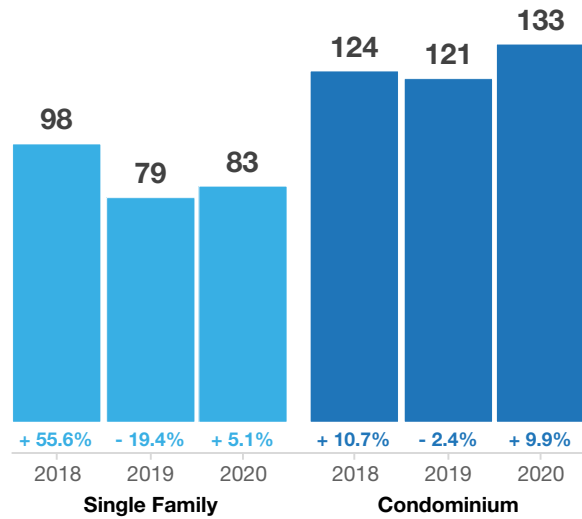


Closed Sales

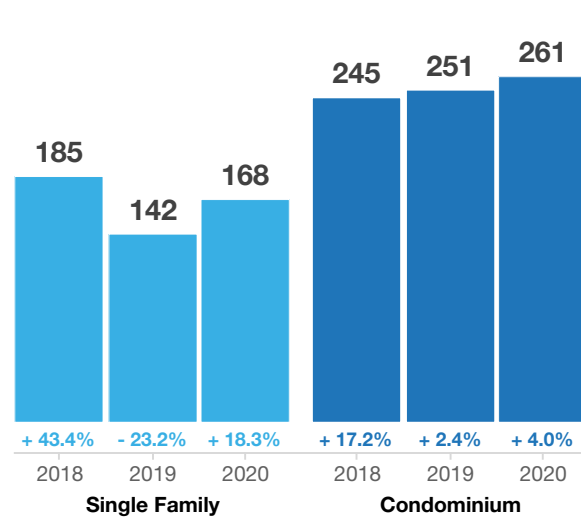
A count of the actual sales that closed in a given month.



February

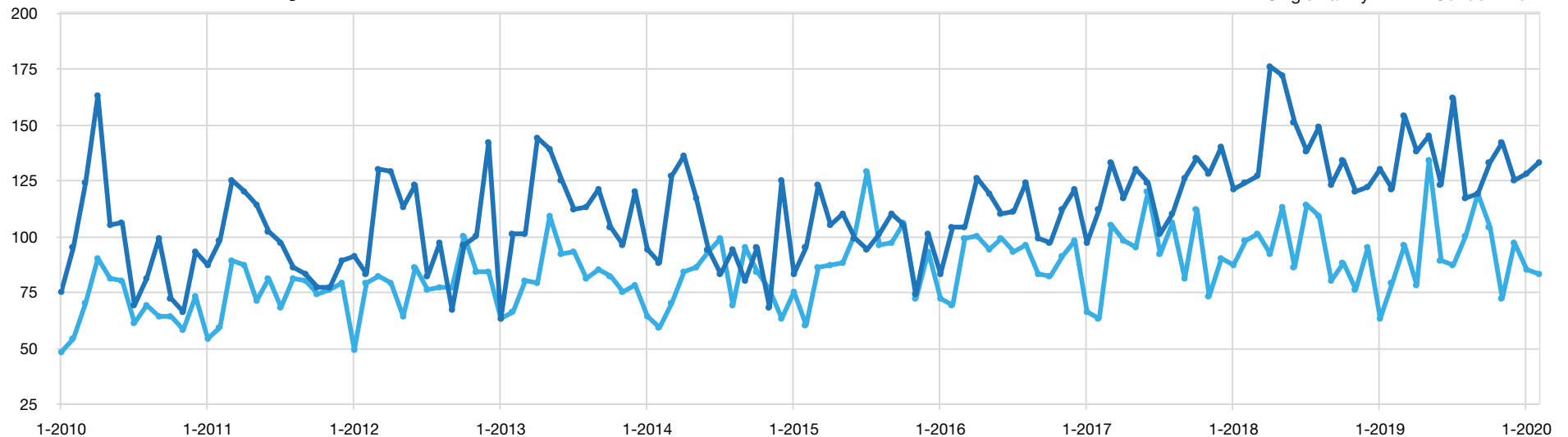


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2019	96	- 5.0%	154	+ 21.3%
Apr-2019	78	- 15.2%	138	- 21.6%
May-2019	134	+ 18.6%	145	- 15.7%
Jun-2019	89	+ 3.5%	123	- 18.5%
Jul-2019	87	- 23.7%	162	+ 17.4%
Aug-2019	100	- 8.3%	117	- 21.5%
Sep-2019	119	+ 48.8%	119	- 3.3%
Oct-2019	104	+ 18.2%	133	- 0.7%
Nov-2019	72	- 5.3%	142	+ 18.3%
Dec-2019	97	+ 2.1%	125	+ 2.5%
Jan-2020	85	+ 34.9%	128	- 1.5%
Feb-2020	83	+ 5.1%	133	+ 9.9%
12-Month Avg	95	+ 4.4%	135	- 2.9%

Historical Closed Sales by Month

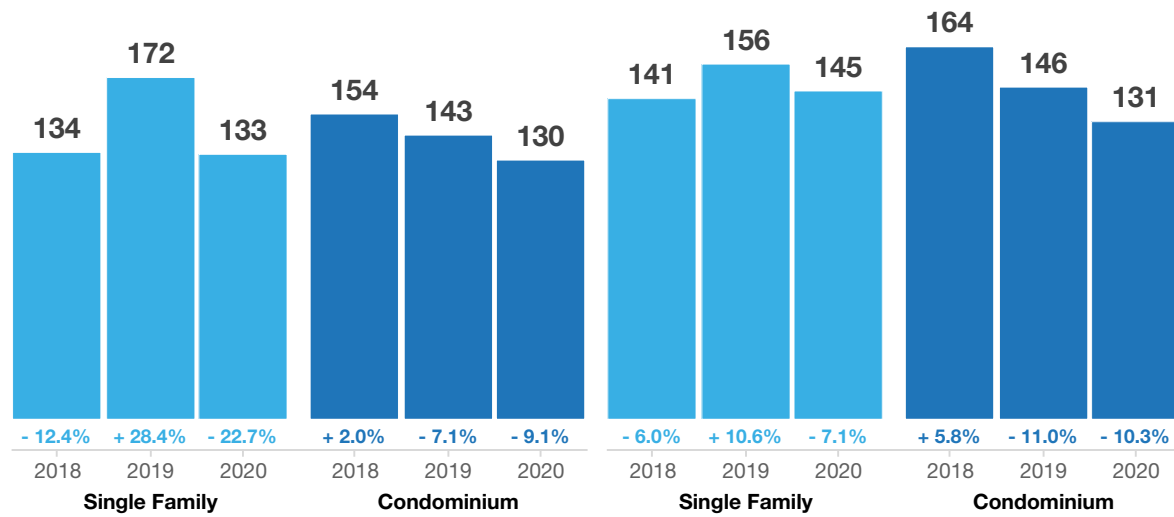


Days on Market Until Sale

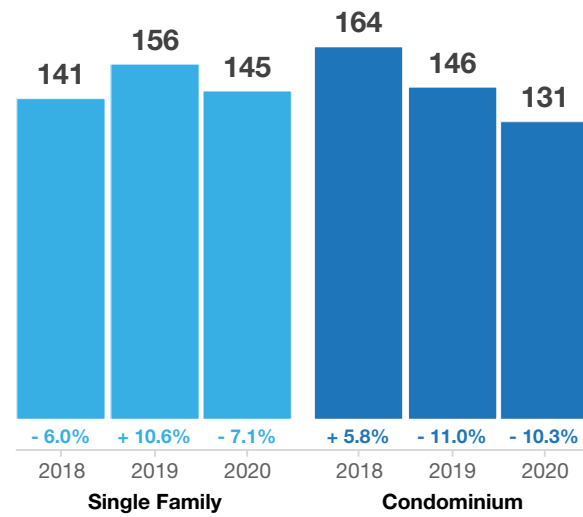
Average number of days between when a property is listed and when it closed in a given month.



February



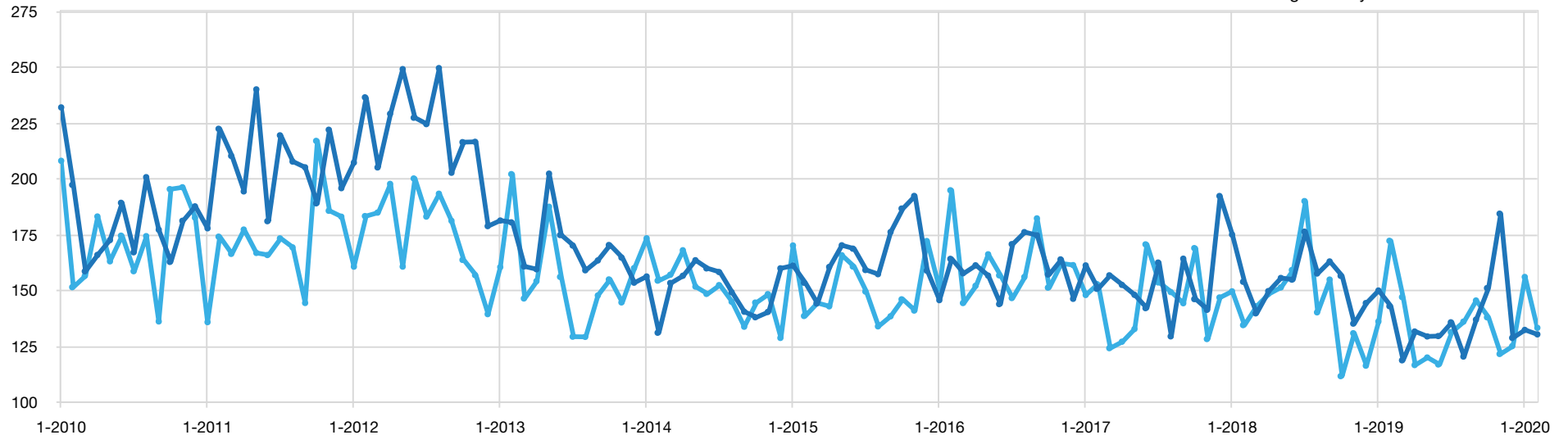
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2019	147	+ 2.8%	118	- 15.1%
Apr-2019	116	- 21.6%	131	- 12.1%
May-2019	120	- 20.5%	129	- 16.8%
Jun-2019	117	- 26.4%	129	- 16.8%
Jul-2019	131	- 31.1%	135	- 23.3%
Aug-2019	136	- 2.9%	120	- 23.6%
Sep-2019	145	- 6.5%	137	- 16.0%
Oct-2019	138	+ 24.3%	151	- 3.2%
Nov-2019	121	- 7.6%	184	+ 36.3%
Dec-2019	125	+ 7.8%	128	- 11.1%
Jan-2020	156	+ 14.7%	132	- 12.0%
Feb-2020	133	- 22.7%	130	- 9.1%
12-Month Avg*	132	- 10.0%	136	- 10.9%

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

Historical Days on Market Until Sale by Month

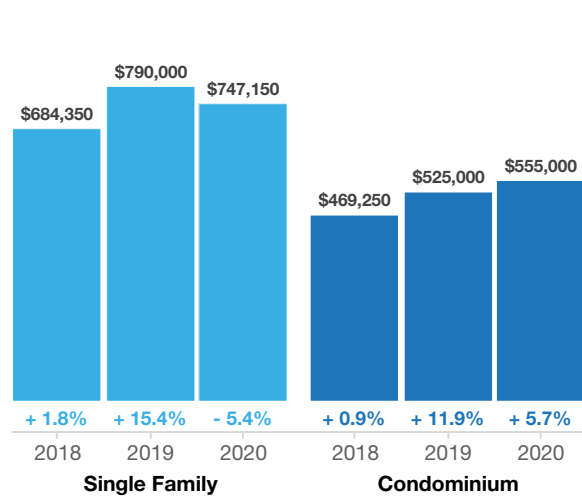


Median Sales Price

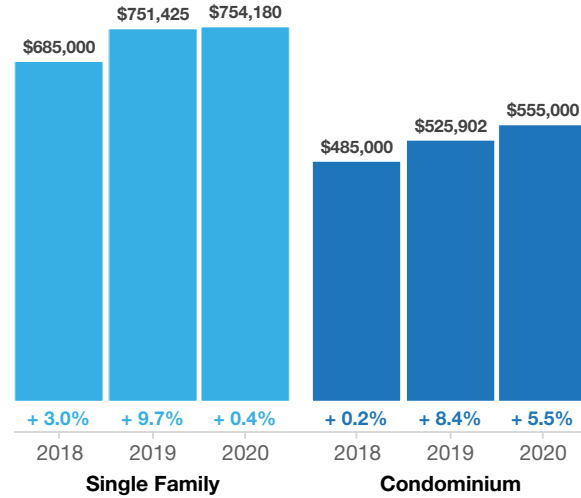
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



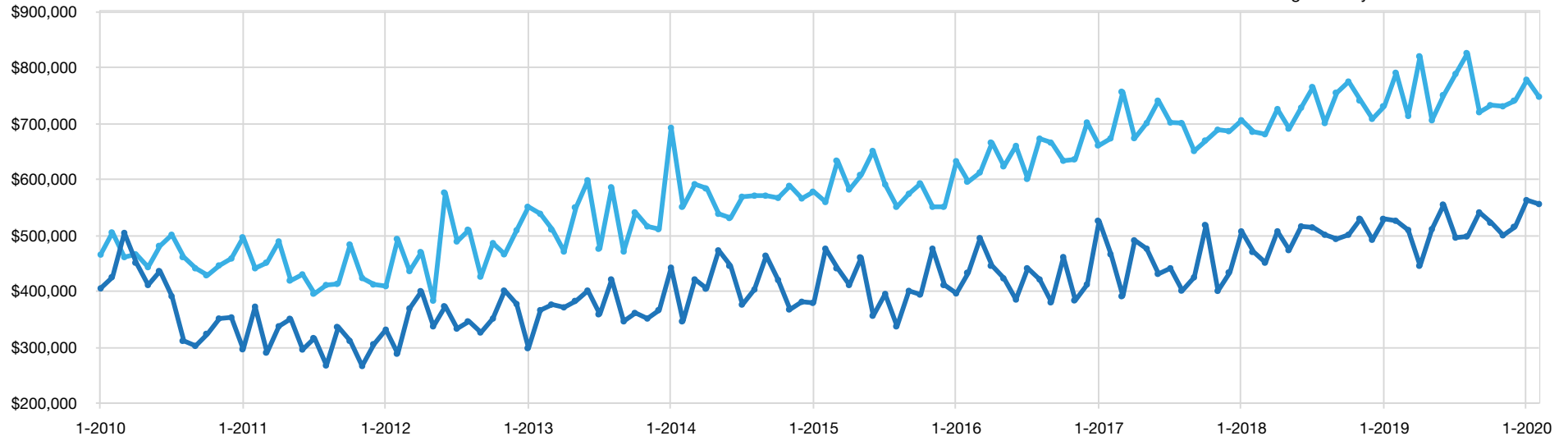
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2019	\$712,718	+ 4.8%	\$508,500	+ 13.0%
Apr-2019	\$819,500	+ 13.0%	\$444,444	- 12.2%
May-2019	\$705,000	+ 2.2%	\$510,000	+ 7.9%
Jun-2019	\$750,000	+ 3.1%	\$554,000	+ 7.6%
Jul-2019	\$788,000	+ 3.1%	\$494,875	- 3.6%
Aug-2019	\$825,250	+ 17.9%	\$496,950	- 0.6%
Sep-2019	\$719,435	- 4.6%	\$540,000	+ 9.6%
Oct-2019	\$732,000	- 5.5%	\$521,600	+ 4.3%
Nov-2019	\$729,998	- 1.4%	\$499,000	- 5.6%
Dec-2019	\$740,000	+ 4.6%	\$514,120	+ 4.7%
Jan-2020	\$777,500	+ 6.5%	\$562,000	+ 6.3%
Feb-2020	\$747,150	- 5.4%	\$555,000	+ 5.7%
12-Month Avg*	\$745,000	+ 2.8%	\$521,600	+ 3.3%

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

Historical Median Sales Price by Month

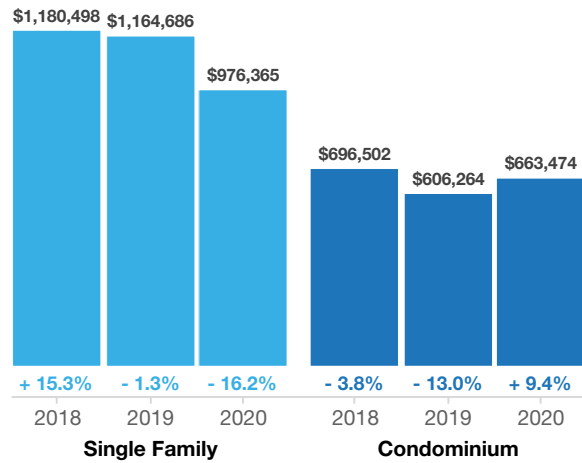


Average Sales Price

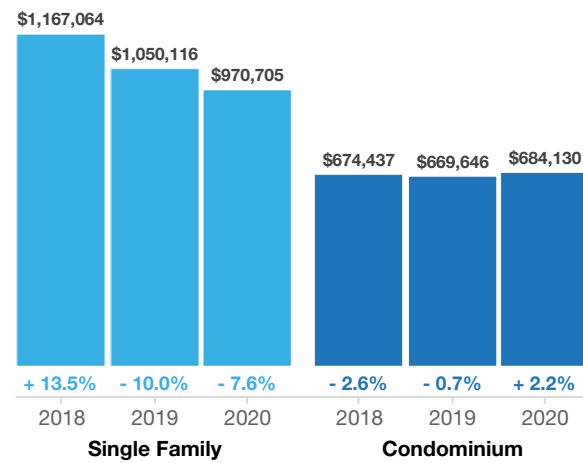
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



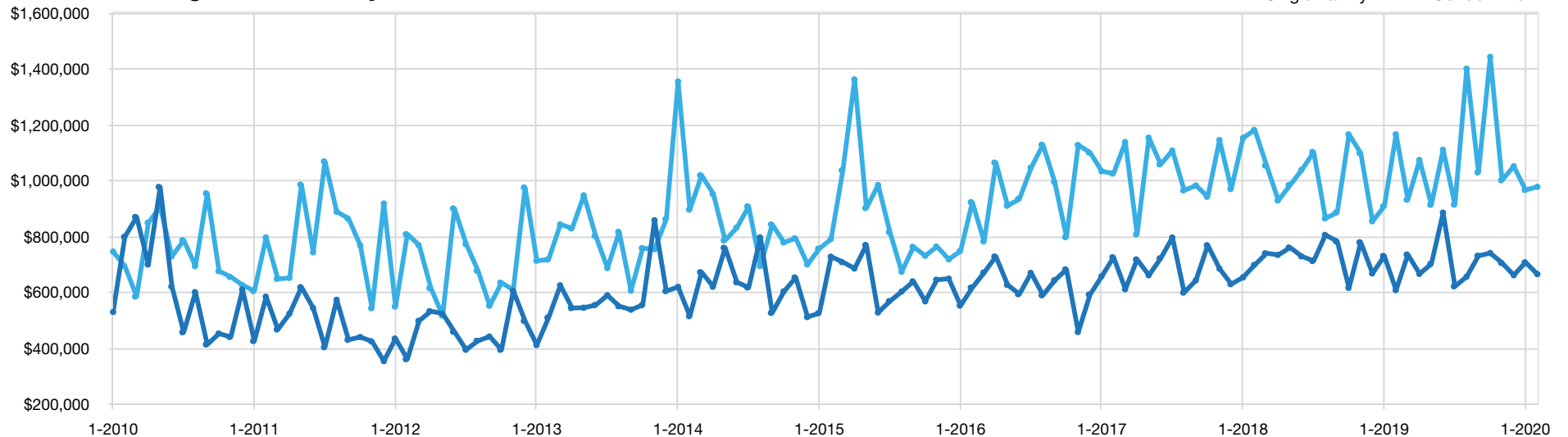
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2019	\$930,529	- 11.6%	\$733,569	- 0.6%
Apr-2019	\$1,072,701	+ 15.7%	\$664,299	- 9.3%
May-2019	\$911,981	- 7.2%	\$700,225	- 7.7%
Jun-2019	\$1,109,775	+ 7.0%	\$883,808	+ 21.6%
Jul-2019	\$912,835	- 17.1%	\$619,588	- 12.8%
Aug-2019	\$1,400,132	+ 62.1%	\$654,070	- 18.6%
Sep-2019	\$1,028,130	+ 16.3%	\$729,236	- 6.6%
Oct-2019	\$1,442,323	+ 23.9%	\$738,852	+ 20.3%
Nov-2019	\$1,000,043	- 8.9%	\$703,717	- 9.5%
Dec-2019	\$1,050,277	+ 23.1%	\$659,594	- 1.0%
Jan-2020	\$965,245	+ 6.5%	\$705,593	- 3.2%
Feb-2020	\$976,365	- 16.2%	\$663,474	+ 9.4%
12-Month Avg*	\$1,068,892	+ 6.7%	\$702,758	- 2.8%

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

Historical Average Sales Price by Month



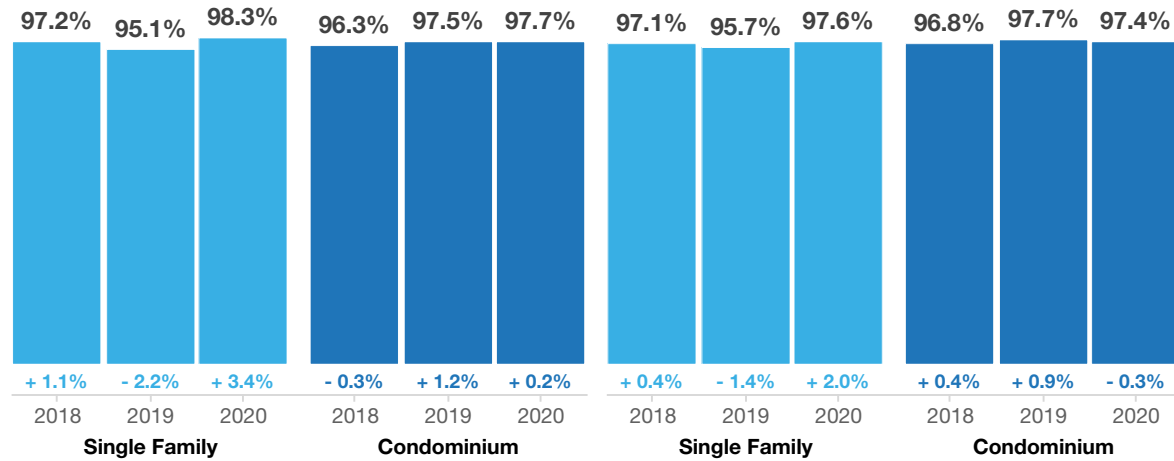
Percent of List Price Received

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



February

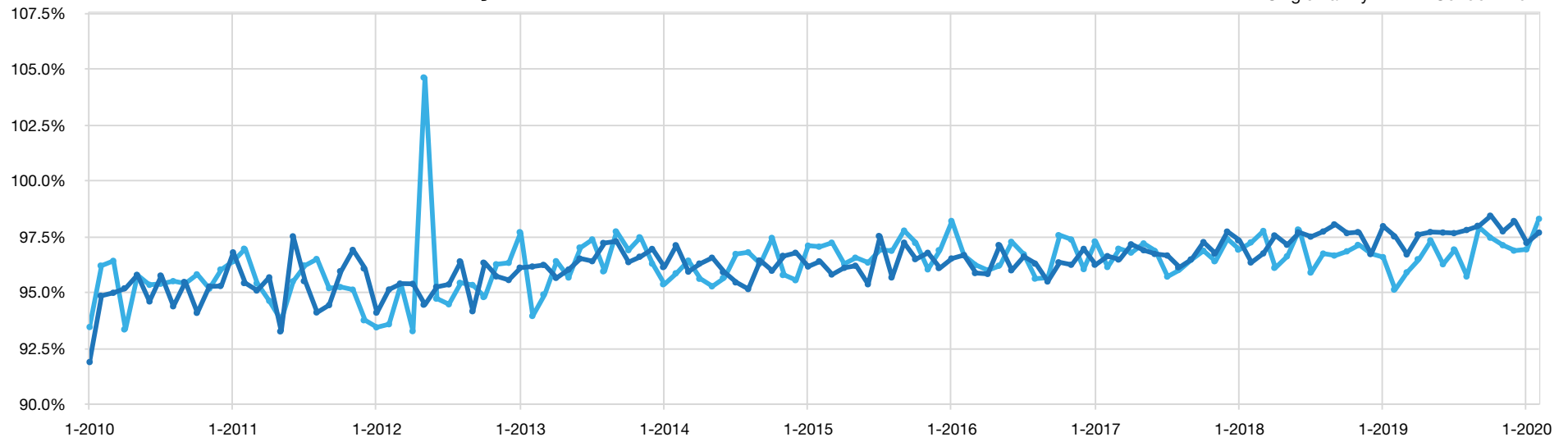
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2019	95.9%	- 1.8%	96.7%	0.0%
Apr-2019	96.5%	+ 0.4%	97.6%	+ 0.1%
May-2019	97.3%	+ 0.7%	97.7%	+ 0.6%
Jun-2019	96.2%	- 1.6%	97.7%	0.0%
Jul-2019	96.9%	+ 1.0%	97.6%	+ 0.1%
Aug-2019	95.7%	- 1.0%	97.8%	+ 0.1%
Sep-2019	97.9%	+ 1.3%	98.0%	0.0%
Oct-2019	97.4%	+ 0.6%	98.4%	+ 0.8%
Nov-2019	97.1%	0.0%	97.7%	0.0%
Dec-2019	96.8%	+ 0.1%	98.2%	+ 1.6%
Jan-2020	96.9%	+ 0.3%	97.2%	- 0.7%
Feb-2020	98.3%	+ 3.4%	97.7%	+ 0.2%
12-Month Avg*	96.9%	+ 0.3%	97.7%	+ 0.2%

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

Historical Percent of List Price Received by Month

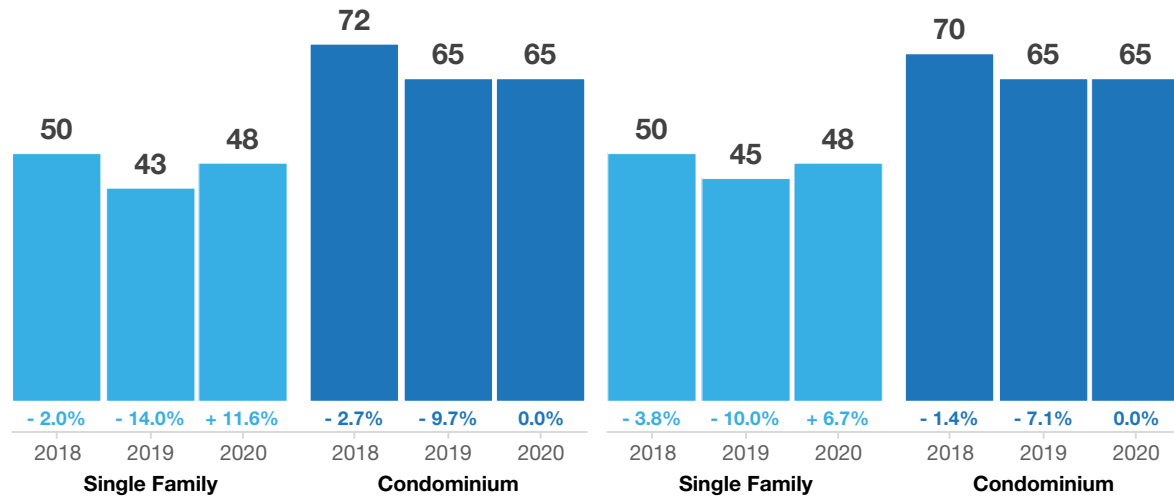


Housing Affordability Index

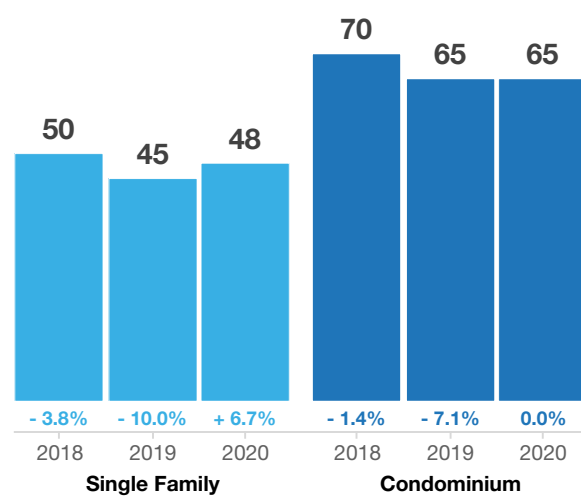
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February

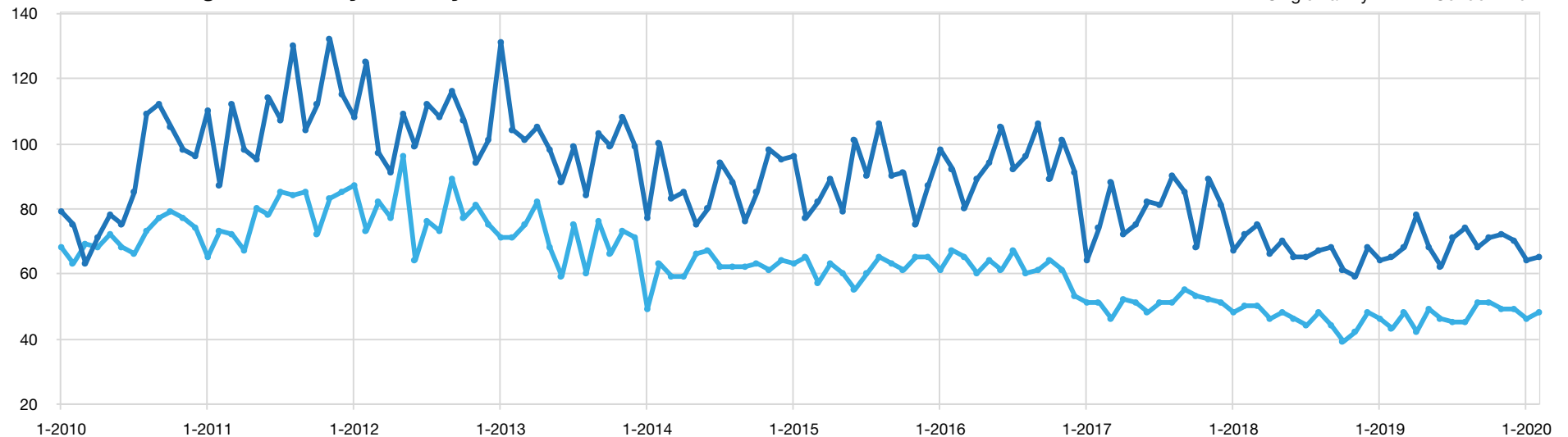


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2019	48	- 4.0%	68	- 9.3%
Apr-2019	42	- 8.7%	78	+ 18.2%
May-2019	49	+ 2.1%	68	- 2.9%
Jun-2019	46	0.0%	62	- 4.6%
Jul-2019	45	+ 2.3%	71	+ 9.2%
Aug-2019	45	- 6.3%	74	+ 10.4%
Sep-2019	51	+ 15.9%	68	0.0%
Oct-2019	51	+ 30.8%	71	+ 16.4%
Nov-2019	49	+ 16.7%	72	+ 22.0%
Dec-2019	49	+ 2.1%	70	+ 2.9%
Jan-2020	46	0.0%	64	0.0%
Feb-2020	48	+ 11.6%	65	0.0%
12-Month Avg	47	+ 4.4%	69	+ 4.5%

Historical Housing Affordability Index by Month

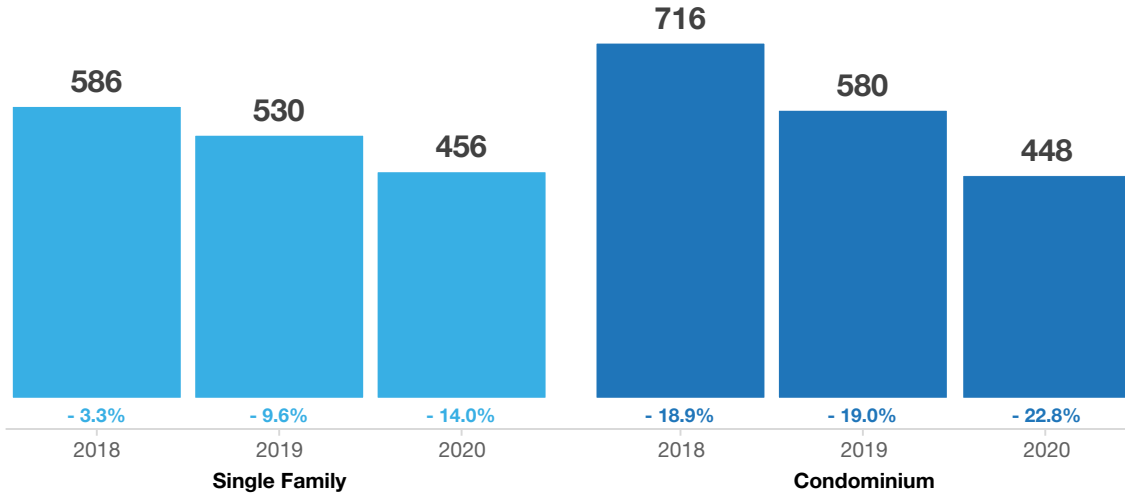


Inventory of Homes for Sale

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

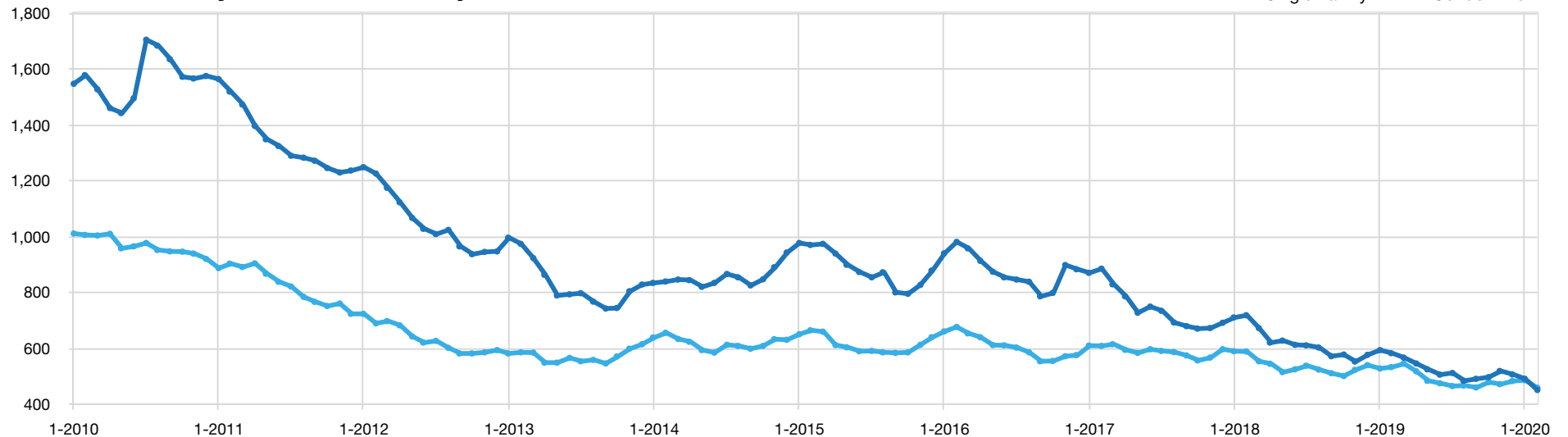


February



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2019	542	- 1.6%	564	- 15.8%
Apr-2019	515	- 5.0%	543	- 12.1%
May-2019	481	- 6.1%	522	- 16.5%
Jun-2019	472	- 9.6%	503	- 17.5%
Jul-2019	462	- 13.6%	509	- 16.3%
Aug-2019	464	- 10.9%	481	- 19.8%
Sep-2019	457	- 10.0%	488	- 14.2%
Oct-2019	476	- 4.4%	494	- 14.1%
Nov-2019	469	- 9.8%	516	- 6.2%
Dec-2019	480	- 10.6%	504	- 12.2%
Jan-2020	483	- 8.0%	488	- 17.4%
Feb-2020	456	- 14.0%	448	- 22.8%
12-Month Avg	480	- 8.6%	505	- 15.6%

Historical Inventory of Homes for Sale by Month

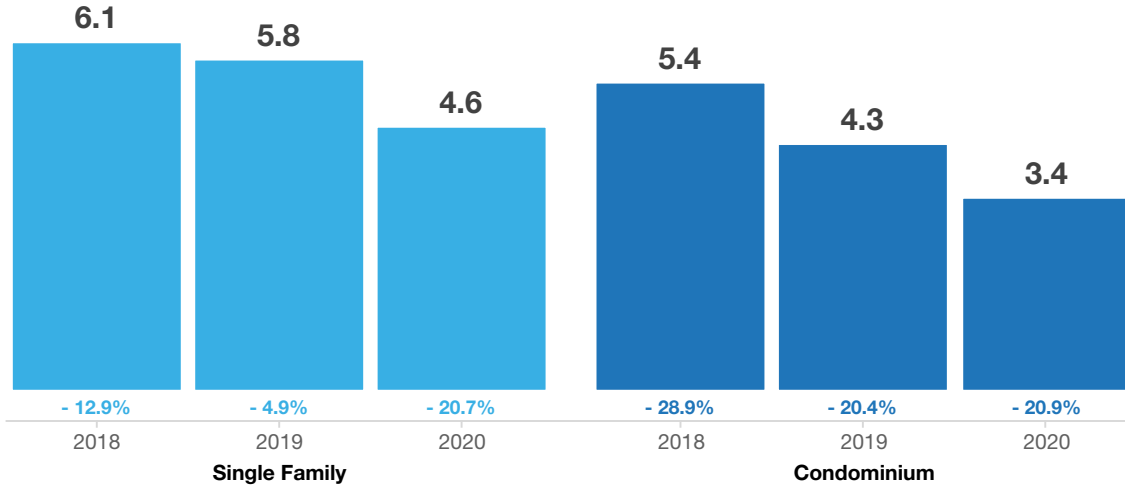


Months Supply of Inventory

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.



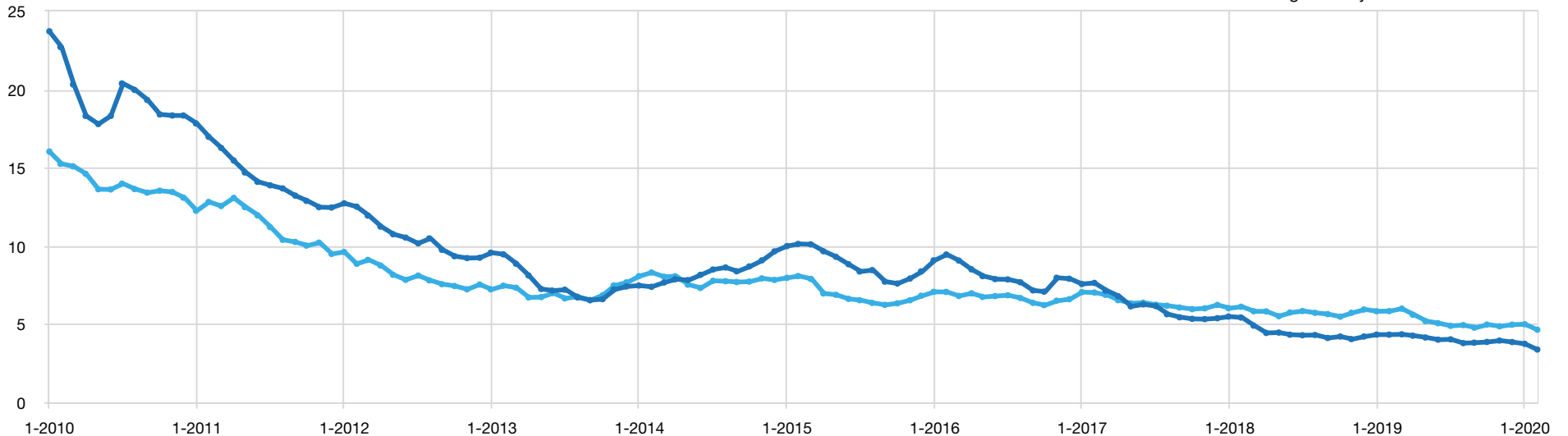
February



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2019	6.0	+ 3.4%	4.3	- 12.2%
Apr-2019	5.6	- 3.4%	4.3	- 2.3%
May-2019	5.2	- 5.5%	4.1	- 8.9%
Jun-2019	5.1	- 10.5%	4.0	- 7.0%
Jul-2019	4.9	- 15.5%	4.0	- 7.0%
Aug-2019	4.9	- 14.0%	3.8	- 11.6%
Sep-2019	4.8	- 14.3%	3.8	- 7.3%
Oct-2019	5.0	- 9.1%	3.9	- 7.1%
Nov-2019	4.9	- 14.0%	3.9	- 2.5%
Dec-2019	5.0	- 15.3%	3.9	- 7.1%
Jan-2020	5.0	- 13.8%	3.7	- 14.0%
Feb-2020	4.6	- 20.7%	3.4	- 20.9%
12-Month Avg*	5.1	- 11.6%	3.9	- 9.2%

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

Historical Months Supply of Inventory by Month



All Properties Combined

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



Key Metrics	Historical Sparkbars	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		337	301	- 10.7%	724	647	- 10.6%
Pending Sales		241	285	+ 18.3%	518	558	+ 7.7%
Closed Sales		209	231	+ 10.5%	421	454	+ 7.8%
Days on Market Until Sale		160	133	- 16.9%	152	139	- 8.6%
Median Sales Price		\$625,000	\$651,000	+ 4.2%	\$600,000	\$662,190	+ 10.4%
Average Sales Price		\$817,364	\$770,263	- 5.8%	\$822,823	\$781,470	- 5.0%
Percent of List Price Received		96.3%	97.6%	+ 1.3%	96.8%	97.3%	+ 0.5%
Housing Affordability Index		55	55	0.0%	57	55	- 3.5%
Inventory of Homes for Sale		1,451	1,221	- 15.9%	—	—	—
Months Supply of Inventory		6.0	5.0	- 16.7%	—	—	—

Single Family Monthly Sales Volume

February 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	February 2020			January 2020			February 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$3,262,000	\$1,205,000	6	\$5,287,000	\$951,000	2	\$1,830,000	\$915,000
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	3	\$5,975,000	\$2,100,000	2	\$5,263,000	\$2,631,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	13	\$8,745,750	\$648,750	5	\$2,875,000	\$600,000	10	\$6,470,000	\$652,500
Kapalua	1	\$2,450,000	\$2,450,000	1	\$2,020,000	\$2,020,000	3	\$6,939,020	\$2,600,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	12	\$13,683,104	\$753,000	12	\$11,765,800	\$880,000	14	\$12,941,200	\$910,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	8	\$8,674,500	\$952,500	3	\$2,396,000	\$876,000	5	\$6,135,000	\$1,295,000
Lahaina	4	\$10,573,219	\$1,971,610	6	\$9,200,000	\$1,025,000	7	\$10,419,999	\$755,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	5	\$3,536,550	\$652,000	5	\$6,342,000	\$1,033,000	9	\$12,321,129	\$850,000
Maui Meadows	2	\$2,555,000	\$1,277,500	1	\$1,050,000	\$1,050,000	1	\$1,400,000	\$1,400,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$3,370,000	\$797,500	3	\$3,100,000	\$1,100,000	2	\$9,850,000	\$4,925,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	4	\$2,480,000	\$592,500	6	\$4,366,500	\$770,750	4	\$3,476,000	\$773,500
Spreckelsville/Paia/Kuau	0	--	--	3	\$4,225,000	\$975,000	3	\$2,807,125	\$720,000
Wailea/Makena	2	\$4,855,000	\$2,427,500	2	\$3,955,000	\$1,977,500	1	\$1,900,000	\$1,900,000
Wailuku	23	\$16,269,814	\$740,000	25	\$17,654,524	\$731,000	12	\$8,402,220	\$662,500
Lanai	2	\$907,000	\$453,500	2	\$869,000	\$434,500	0	--	--
Molokai	1	\$475,000	\$475,000	2	\$965,000	\$482,500	4	\$1,855,500	\$377,500
All MLS	83	\$81,836,937	\$747,150	85	\$82,045,824	\$777,500	79	\$92,010,193	\$790,000

Condominium Monthly Sales Volume

February 2020



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	February 2020			January 2020			February 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	8	\$5,973,250	\$767,500	18	\$19,660,000	\$871,000	6	\$5,347,000	\$903,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	3	\$425,000	\$145,000	2	\$266,000	\$133,000	1	\$322,000	\$322,000
Kapalua	1	\$4,200,000	\$4,200,000	4	\$4,040,000	\$972,500	4	\$3,720,000	\$900,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	46	\$28,812,430	\$527,500	43	\$29,523,874	\$544,000	57	\$30,313,625	\$488,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	13	\$6,998,860	\$514,120	11	\$7,411,070	\$662,190	8	\$3,604,872	\$460,180
Maalaea	7	\$2,732,500	\$330,000	6	\$2,167,500	\$347,500	4	\$1,976,500	\$484,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	23	\$14,985,999	\$648,000	24	\$12,969,474	\$489,500	15	\$6,056,813	\$280,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$600,000	\$600,000	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	14	\$16,282,000	\$888,500	6	\$7,099,000	\$1,150,000	12	\$15,555,500	\$1,250,000
Wailuku	13	\$5,796,950	\$430,000	10	\$4,353,000	\$362,500	12	\$6,082,500	\$541,475
Lanai	1	\$850,000	\$850,000	2	\$2,558,000	\$1,279,000	0	--	--
Molokai	3	\$585,000	\$190,000	2	\$268,000	\$134,000	2	\$379,100	\$189,550
All MLS	133	\$88,241,989	\$555,000	128	\$90,315,918	\$562,000	121	\$73,357,910	\$525,000

Land Monthly Sales Volume

February 2020



Area Name	February 2020			January 2020			February 2019		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	4	\$3,684,500	\$844,750	2	\$940,000	\$470,000	0	--	--
Hana	0	--	--	2	\$1,225,000	\$612,500	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$370,000	\$370,000	1	\$350,000	\$350,000	2	\$1,515,000	\$757,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	1	\$225,000	\$225,000	0	--	--
Kapalua	2	\$1,600,000	\$800,000	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	1	\$240,000	\$240,000	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	4	\$2,248,000	\$529,000	2	\$1,258,850	\$629,425	2	\$870,000	\$435,000
Lahaina	1	\$375,000	\$375,000	0	--	--	1	\$1,650,000	\$1,650,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	1	\$316,000	\$316,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	0	--	--	1	\$500,000	\$500,000
Wailuku	2	\$399,000	\$199,500	0	--	--	1	\$285,000	\$285,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$180,000	\$180,000	1	\$245,000	\$245,000	1	\$325,000	\$325,000
All MLS	15	\$8,856,500	\$395,000	10	\$4,483,850	\$365,000	9	\$5,461,000	\$490,000

Single Family Sales – Year to Date

February 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Feb-20 YTD Sales	Feb-19 YTD Sales	Unit Change	Percent Change	Feb-20 YTD Average	Feb-19 YTD Average	Dollar Change	Percent Change	Feb-20 YTD Median	Feb-19 YTD Median	Dollar Change	Percent Change	Feb-20 YTD Volume	Feb-19 YTD Volume	Dollar Change	Percent Change
Haiku	9	9	0	0.0%	\$949,889	\$723,667	+\$226,222	+31.3%	\$990,000	\$670,000	+\$320,000	+47.8%	\$8,549,000	\$6,513,000	+\$2,036,000	+31.3%
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	3	6	-3	-50.0%	\$1,991,667	\$1,897,000	+\$94,667	+5.0%	\$2,100,000	\$1,717,000	+\$383,000	+22.3%	\$5,975,000	\$11,382,000	-\$5,407,000	-47.5%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	18	18	0	0.0%	\$645,597	\$651,667	-\$6,069	-0.9%	\$630,000	\$640,000	-\$10,000	-1.6%	\$11,620,750	\$11,730,000	-\$109,250	-0.9%
Kapalua	2	3	-1	-33.3%	\$2,235,000	\$2,313,007	-\$78,007	-3.4%	\$2,235,000	\$2,600,000	-\$365,000	-14.0%	\$4,470,000	\$6,939,020	-\$2,469,020	-35.6%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	24	22	+2	+9.1%	\$1,060,371	\$925,411	+\$134,960	+14.6%	\$782,500	\$855,000	-\$72,500	-8.5%	\$25,448,904	\$20,359,050	+\$5,089,854	+25.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	11	10	+1	+10.0%	\$1,006,409	\$1,145,500	-\$139,091	-12.1%	\$950,000	\$1,222,500	-\$272,500	-22.3%	\$11,070,500	\$11,455,000	-\$384,500	-3.4%
Lahaina	10	11	-1	-9.1%	\$1,977,322	\$1,616,636	+\$360,686	+22.3%	\$1,025,000	\$753,000	+\$272,000	+36.1%	\$19,773,219	\$17,782,999	+\$1,990,220	+11.2%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	10	13	-3	-23.1%	\$987,855	\$1,134,471	-\$146,616	-12.9%	\$826,250	\$735,000	+\$91,250	+12.4%	\$9,878,550	\$14,748,129	-\$4,869,579	-33.0%
Maui Meadows	3	2	+1	+50.0%	\$1,201,667	\$1,275,000	-\$73,333	-5.8%	\$1,230,000	\$1,275,000	-\$45,000	-3.5%	\$3,605,000	\$2,550,000	+\$1,055,000	+41.4%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	6	2	+4	+200.0%	\$939,000	\$4,925,000	-\$3,986,000	-80.9%	\$900,000	\$4,925,000	-\$4,025,000	-81.7%	\$6,470,000	\$9,850,000	-\$3,380,000	-34.3%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	10	7	+3	+42.9%	\$684,650	\$868,571	-\$183,921	-21.2%	\$694,500	\$782,000	-\$87,500	-11.2%	\$6,846,500	\$6,080,000	+\$766,500	+12.6%
Spreckelsville/Paia/Kuau	3	3	0	0.0%	\$1,408,333	\$935,708	+\$472,625	+50.5%	\$975,000	\$720,000	+\$255,000	+35.4%	\$4,225,000	\$2,807,125	+\$1,417,875	+50.5%
Wailea/Makena	4	4	0	0.0%	\$2,202,500	\$1,782,750	+\$419,750	+23.5%	\$2,140,000	\$1,800,000	+\$340,000	+18.9%	\$8,810,000	\$7,131,000	+\$1,679,000	+23.5%
Wailuku	48	26	+22	+84.6%	\$706,757	\$651,308	+\$55,449	+8.5%	\$735,000	\$622,500	+\$112,500	+18.1%	\$33,924,338	\$16,934,014	+\$16,990,324	+100.3%
Lanai	4	0	+4	--	\$444,000	--	--	--	\$453,500	--	--	--	\$1,776,000	\$0	+\$1,776,000	--
Molokai	3	6	-3	-50.0%	\$480,000	\$475,867	+\$4,133	+0.9%	\$475,000	\$499,850	-\$24,850	-5.0%	\$1,440,000	\$2,855,200	-\$1,415,200	-49.6%
All MLS	168	142	+26	+18.3%	\$970,705	\$1,050,116	-\$79,411	-7.6%	\$754,180	\$751,425	+\$2,755	+0.4%	\$163,882,761	\$149,116,537	+\$14,766,224	+9.9%

Total Condominium Sales – Year to Date

February 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Feb-20 YTD Sales	Feb-19 YTD Sales	Unit Change	Percent Change	Feb-20 YTD Average	Feb-19 YTD Average	Dollar Change	Percent Change	Feb-20 YTD Median	Feb-19 YTD Median	Dollar Change	Percent Change	Feb-20 YTD Volume	Feb-19 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	26	21	+5	+23.8%	\$985,894	\$1,009,167	-\$23,272	-2.3%	\$812,500	\$774,000	+\$38,500	+5.0%	\$25,633,250	\$21,192,500	+\$4,440,750	+21.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	5	1	+4	+400.0%	\$138,200	\$322,000	-\$183,800	-57.1%	\$145,000	\$322,000	-\$177,000	-55.0%	\$691,000	\$322,000	+\$369,000	+114.6%
Kapalua	5	10	-5	-50.0%	\$1,648,000	\$1,505,950	+\$142,050	+9.4%	\$1,200,000	\$975,000	+\$225,000	+23.1%	\$8,240,000	\$15,059,500	-\$6,819,500	-45.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	89	95	-6	-6.3%	\$655,464	\$546,243	+\$109,221	+20.0%	\$540,000	\$490,000	+\$50,000	+10.2%	\$58,336,304	\$51,893,124	+\$6,443,180	+12.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	24	24	0	0.0%	\$600,414	\$433,789	+\$166,625	+38.4%	\$585,000	\$429,529	+\$155,471	+36.2%	\$14,409,930	\$10,410,930	+\$3,999,000	+38.4%
Maalaea	13	7	+6	+85.7%	\$376,923	\$506,786	-\$129,863	-25.6%	\$330,000	\$460,000	-\$130,000	-28.3%	\$4,900,000	\$3,547,500	+\$1,352,500	+38.1%
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	47	39	+8	+20.5%	\$594,797	\$486,052	+\$108,745	+22.4%	\$530,000	\$450,000	+\$80,000	+17.8%	\$27,955,473	\$18,956,047	+\$8,999,426	+47.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	20	24	-4	-16.7%	\$1,169,050	\$1,427,067	-\$258,017	-18.1%	\$1,017,500	\$1,297,050	-\$279,550	-21.6%	\$23,381,000	\$34,249,600	-\$10,868,600	-31.7%
Wailuku	23	23	0	0.0%	\$441,302	\$492,099	-\$50,797	-10.3%	\$380,000	\$534,150	-\$154,150	-28.9%	\$10,149,950	\$11,318,275	-\$1,168,325	-10.3%
Lanai	3	0	+3	--	\$1,136,000	--	--	--	\$850,000	--	--	--	\$3,408,000	\$0	+\$3,408,000	--
Molokai	5	7	-2	-28.6%	\$170,600	\$161,657	+\$8,943	+5.5%	\$163,000	\$150,000	+\$13,000	+8.7%	\$853,000	\$1,131,600	-\$278,600	-24.6%
All MLS	261	251	+10	+4.0%	\$684,130	\$669,646	+\$14,484	+2.2%	\$555,000	\$525,902	+\$29,098	+5.5%	\$178,557,907	\$168,081,076	+\$10,476,831	+6.2%

Fee Simple Condominium Sales – Year to Date

February 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Feb-20 YTD Sales	Feb-19 YTD Sales	Unit Change	Percent Change	Feb-20 YTD Average	Feb-19 YTD Average	Dollar Change	Percent Change	Feb-20 YTD Median	Feb-19 YTD Median	Dollar Change	Percent Change	Feb-20 YTD Volume	Feb-19 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	21	20	+1	+5.0%	\$1,110,774	\$1,047,625	+\$63,149	+6.0%	\$901,250	\$796,500	+\$104,750	+13.2%	\$23,326,250	\$20,952,500	+\$2,373,750	+11.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	5	1	+4	+400.0%	\$138,200	\$322,000	-\$183,800	-57.1%	\$145,000	\$322,000	-\$177,000	-55.0%	\$691,000	\$322,000	+\$369,000	+114.6%
Kapalua	5	10	-5	-50.0%	\$1,648,000	\$1,505,950	+\$142,050	+9.4%	\$1,200,000	\$975,000	+\$225,000	+23.1%	\$8,240,000	\$15,059,500	-\$6,819,500	-45.3%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	87	95	-8	-8.4%	\$662,429	\$546,243	+\$116,185	+21.3%	\$544,000	\$490,000	+\$54,000	+11.0%	\$57,631,304	\$51,893,124	+\$5,738,180	+11.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	24	24	0	0.0%	\$600,414	\$433,789	+\$166,625	+38.4%	\$585,000	\$429,529	+\$155,471	+36.2%	\$14,409,930	\$10,410,930	+\$3,999,000	+38.4%
Maalaea	5	6	-1	-16.7%	\$444,000	\$537,083	-\$93,083	-17.3%	\$365,000	\$496,000	-\$131,000	-26.4%	\$2,220,000	\$3,222,500	-\$1,002,500	-31.1%
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	36	34	+2	+5.9%	\$656,985	\$534,648	+\$122,337	+22.9%	\$557,500	\$489,500	+\$68,000	+13.9%	\$23,651,473	\$18,178,047	+\$5,473,426	+30.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	20	24	-4	-16.7%	\$1,169,050	\$1,427,067	-\$258,017	-18.1%	\$1,017,500	\$1,297,050	-\$279,550	-21.6%	\$23,381,000	\$34,249,600	-\$10,868,600	-31.7%
Wailuku	23	23	0	0.0%	\$441,302	\$492,099	-\$50,797	-10.3%	\$380,000	\$534,150	-\$154,150	-28.9%	\$10,149,950	\$11,318,275	-\$1,168,325	-10.3%
Lanai	3	0	+3	--	\$1,136,000	--	--	--	\$850,000	--	--	--	\$3,408,000	\$0	+\$3,408,000	--
Molokai	5	6	-1	-16.7%	\$170,600	\$177,500	-\$6,900	-3.9%	\$163,000	\$158,750	+\$4,250	+2.7%	\$853,000	\$1,065,000	-\$212,000	-19.9%
All MLS	235	243	-8	-3.3%	\$717,285	\$685,891	+\$31,394	+4.6%	\$599,000	\$530,000	+\$69,000	+13.0%	\$168,561,907	\$166,671,476	+\$1,890,431	+1.1%

Leasehold Condominium Sales – Year to Date

February 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Feb-20 YTD Sales	Feb-19 YTD Sales	Unit Change	Percent Change	Feb-20 YTD Average	Feb-19 YTD Average	Dollar Change	Percent Change	Feb-20 YTD Median	Feb-19 YTD Median	Dollar Change	Percent Change	Feb-20 YTD Volume	Feb-19 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	5	1	+4	+400.0%	\$461,400	\$240,000	+\$221,400	+92.3%	\$345,000	\$240,000	+\$105,000	+43.8%	\$2,307,000	\$240,000	+\$2,067,000	+861.3%
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	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	2	0	+2	--	\$352,500	--	--	--	\$352,500	--	--	--	\$705,000	\$0	+\$705,000	--
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maalaea	8	1	+7	+700.0%	\$335,000	\$325,000	+\$10,000	+3.1%	\$313,750	\$325,000	-\$11,250	-3.5%	\$2,680,000	\$325,000	+\$2,355,000	+724.6%
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	11	5	+6	+120.0%	\$391,273	\$155,600	+\$235,673	+151.5%	\$167,500	\$170,000	-\$2,500	-1.5%	\$4,304,000	\$778,000	+\$3,526,000	+453.2%
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	0	1	-1	-100.0%	--	\$66,600	--	--	--	\$66,600	--	--	\$0	\$66,600	-\$66,600	-100.0%
All MLS	26	8	+18	+225.0%	\$384,462	\$176,200	+\$208,262	+118.2%	\$309,250	\$171,500	+\$137,750	+80.3%	\$9,996,000	\$1,409,600	+\$8,586,400	+609.1%

Land Sales – Year to Date

February 2020 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Feb-20 YTD Sales	Feb-19 YTD Sales	Unit Change	Percent Change	Feb-20 YTD Average	Feb-19 YTD Average	Dollar Change	Percent Change	Feb-20 YTD Median	Feb-19 YTD Median	Dollar Change	Percent Change	Feb-20 YTD Volume	Feb-19 YTD Volume	Dollar Change	Percent Change
Haiku	6	6	0	0.0%	\$770,750	\$476,729	+\$294,021	+61.7%	\$543,750	\$487,563	+\$56,188	+11.5%	\$4,624,500	\$2,860,375	+\$1,764,125	+61.7%
Hana	2	2	0	0.0%	\$612,500	\$483,000	+\$129,500	+26.8%	\$612,500	\$483,000	+\$129,500	+26.8%	\$1,225,000	\$966,000	+\$259,000	+26.8%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	2	2	0	0.0%	\$360,000	\$757,500	-\$397,500	-52.5%	\$360,000	\$757,500	-\$397,500	-52.5%	\$720,000	\$1,515,000	-\$795,000	-52.5%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	1	0	+1	--	\$225,000	--	--	--	\$225,000	--	--	--	\$225,000	\$0	+\$225,000	--
Kapalua	2	0	+2	--	\$800,000	--	--	--	\$800,000	--	--	--	\$1,600,000	\$0	+\$1,600,000	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	1	3	-2	-66.7%	\$240,000	\$627,667	-\$387,667	-61.8%	\$240,000	\$475,000	-\$235,000	-49.5%	\$240,000	\$1,883,000	-\$1,643,000	-87.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	6	5	+1	+20.0%	\$584,475	\$490,600	+\$93,875	+19.1%	\$529,000	\$490,000	+\$39,000	+8.0%	\$3,506,850	\$2,453,000	+\$1,053,850	+43.0%
Lahaina	1	2	-1	-50.0%	\$375,000	\$1,825,000	-\$1,450,000	-79.5%	\$375,000	\$1,825,000	-\$1,450,000	-79.5%	\$375,000	\$3,650,000	-\$3,275,000	-89.7%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	0	1	-1	-100.0%	--	\$400,000	--	--	--	\$400,000	--	--	\$0	\$400,000	-\$400,000	-100.0%
Maui Meadows	0	1	-1	-100.0%	--	\$316,000	--	--	--	\$316,000	--	--	\$0	\$316,000	-\$316,000	-100.0%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
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	3	-3	-100.0%	--	\$4,779,167	--	--	--	\$737,500	--	--	\$0	\$14,337,500	-\$14,337,500	-100.0%
Wailuku	2	2	0	0.0%	\$199,500	\$252,500	-\$53,000	-21.0%	\$199,500	\$252,500	-\$53,000	-21.0%	\$399,000	\$505,000	-\$106,000	-21.0%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	2	1	+1	+100.0%	\$212,500	\$325,000	-\$112,500	-34.6%	\$212,500	\$325,000	-\$112,500	-34.6%	\$425,000	\$325,000	+\$100,000	+30.8%
All MLS	25	28	-3	-10.7%	\$533,614	\$1,043,246	-\$509,632	-48.9%	\$390,000	\$492,438	-\$102,438	-20.8%	\$13,340,350	\$29,210,875	-\$15,870,525	-54.3%