

# MAUI RESIDENTIAL STATISTICS



# JUNE 2017

## 1st Half 2017 vs 1st Half 2016

**RESIDENTIAL**

**\$705,000 (+12%)**  
Median Sales Price

**\$632,035 (+12%)**  
Average Sales Price

**CONDOMINIUM**

**\$475,000 (+12%)**  
Median Sales Price

**\$422,500 (+12%)**  
Average Sales Price

**VACANT LAND**

**\$397,500 (-22%)**  
Median Sales Price

**\$510,000 (-25%)**  
Average Sales Price

**RESIDENTIAL**

**TOP 10 AREAS**  
Total Dollar Volume

Central	\$102,016,724
Kihei	\$90,656,825
Wailea/Makena	\$83,945,000
Kula/Ulu/Kanaio	\$57,542,700
Lahaina	\$52,462,798
Haiku	\$37,825,360
Mak/Olinda/Haliimaile	\$23,594,000
Kaanapali	\$20,587,250
Nap/Kah/Honokowai	\$18,999,244
Pukalani	\$18,204,750

**546**  
**HOMES SOLD**  
(+2% vs 2016)

**RESIDENTIAL**

**NUMBER OF SALES**  
By Districts

Central	168
South	117
Upcountry	115
West Maui	64
North Shore	54
Lanai-Molokai	22
East	6

**CONDOMINIUM**

**TOP 10 AREAS**  
Total Dollar Volume

Wailea/Makena	\$130,352,248
Kihei	\$130,136,486
Kaanapali	\$60,945,400
Nap/Kah/Honokowai	\$54,736,940
Kapalua	\$37,748,299
Central	\$25,541,149
Lahaina	\$22,014,255
Maalaea	\$15,960,600
Pukalani	\$3,038,000
Lanai	\$2,057,500

**713**  
**CONDOS SOLD**  
(+10% vs 2016)

**CONDOMINIUM**

**NUMBER OF SALES**  
By Districts

South	384
West Maui	235
Central	78
Lanai-Molokai	11
Upcountry	5
North Shore	0
East	0

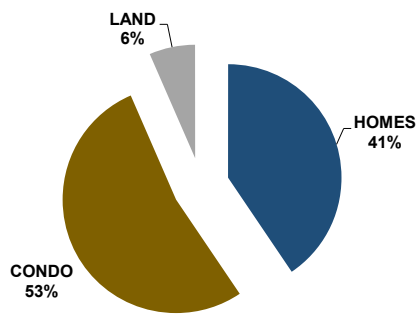
**88**  
**LAND SOLD**  
(+9% vs 2016)

**VACANT LAND**

**TOP 10 AREAS**  
Total Dollar Volume

Haiku	\$8,866,500
Central	\$7,313,575
Kaanapali	\$5,499,500
Kula/Ulu/Kanaio	\$4,386,000
Lahaina	\$3,264,000
Kapalua	\$2,729,000
Kihei	\$2,404,000
Pukalani	\$1,820,500
Olowalu	\$1,800,000
Molokai	\$1,768,400

**TYPES OF PROPERTIES SOLD**



Source: Realtors Association of Maui.  
Information deemed reliable but not guaranteed.

**VACANT LAND**

**NUMBER OF SALES**  
By Districts

Central	19
West Maui	16
Upcountry	15
North Shore	15
Lanai-Molokai	10
South	8
East	5

**MEDIAN DAYS ON MARKET**

RESIDENTIAL	CONDOMINIUM	VACANT LAND
<b>99</b>	<b>116</b>	<b>155</b>

**Fidelity National Title & Escrow of Hawaii**



**7 Experienced Officers | 2 Sales Executives | 214 Years of Combined Experience**

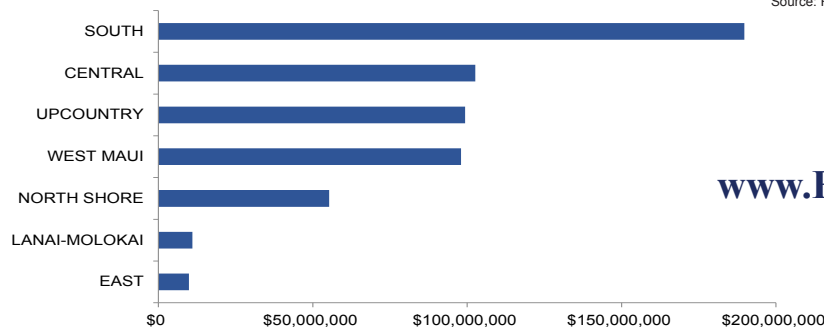
Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404  
Rose Bento | Mary Jo Cabral | Reta Chin-Chiarella | Shannon Cortez | Wendy Gomes | Noreen Koki | Kosei Nagata | Mercy Palmer | Pam Teal

<h2>RESIDENTIAL</h2> <p>YEAR-OVER-YEAR</p>	<b>546</b> TOTAL NUMBER OF SALES 2017	<b>2%</b>	<b>\$705,000</b> MEDIAN SALES PRICE 2017	<b>12%</b>	<b>\$565,787,774</b> TOTAL DOLLAR VOLUME 2017	<b>18%</b>
	<b>534</b> TOTAL NUMBER OF SALES 2016		<b>\$632,035</b> MEDIAN SALES PRICE 2016		<b>\$479,061,300</b> TOTAL DOLLAR VOLUME 2016	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2017	2016	%Change	2017	2016	%Change	2017	2016	%Change
<b>CENTRAL</b>									
Central	167	166	1%	\$589,000	\$551,088	7%	\$102,016,724	\$96,362,918	6%
Kahakuloa	1	1	0%	\$575,000	\$800,000	-28%	\$575,000	\$800,000	-28%
<b>EAST</b>									
Hana	6	7	-14%	\$1,148,542	\$435,000	164%	\$9,857,583	\$5,734,000	72%
Kaupo	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kipahulu	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Nahiku	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
<b>NORTH SHORE</b>									
Haiku	44	36	22%	\$744,500	\$830,000	-10%	\$37,825,360	\$31,527,000	20%
Sprecks/Paia/Kuau	10	15	-33%	\$807,500	\$872,000	-7%	\$17,440,500	\$21,951,000	-21%
<b>SOUTH</b>									
Kihei	88	88	0%	\$763,750	\$615,000	24%	\$90,656,825	\$62,704,268	45%
Maui Meadows	12	14	-14%	\$1,322,500	\$1,158,375	14%	\$15,152,380	\$15,774,550	-4%
Wailea/Makena	17	9	89%	\$3,250,000	\$3,120,000	4%	\$83,945,000	\$31,568,000	166%
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	60	40	50%	\$833,500	\$667,500	25%	\$57,542,700	\$45,671,775	26%
Makawao/Olinda/Haliimaile	28	39	-28%	\$627,500	\$619,000	1%	\$23,594,000	\$28,260,300	-17%
Pukalani	27	30	-10%	\$675,000	\$595,000	13%	\$18,204,750	\$18,125,500	0%
<b>WEST</b>									
Kaanapali	11	10	10%	\$1,323,000	\$1,725,000	-23%	\$20,587,250	\$20,745,500	-1%
Kapalua	2	9	-78%	\$2,975,000	\$2,525,000	18%	\$5,950,000	\$30,390,000	-80%
Lahaina	30	35	-14%	\$1,414,500	\$773,000	83%	\$52,462,798	\$45,732,274	15%
Napili/Kahana/Honokowai	21	18	17%	\$918,000	\$882,500	4%	\$18,999,244	\$15,687,215	21%
Olowalu	0	1	-100%	\$0	\$1,250,000	-100%	\$0	\$1,250,000	-100%
<b>LANAI - MOLOKAI</b>									
Lanai	10	6	67%	\$402,500	\$462,000	-13%	\$4,195,000	\$2,684,000	56%
Molokai	12	10	20%	\$442,500	\$396,000	12%	\$6,782,660	\$4,093,000	66%
<b>MAUI SUMMARY</b>	<b>546</b>	<b>534</b>	<b>2%</b>	<b>\$705,000</b>	<b>\$632,035</b>	<b>12%</b>	<b>\$565,787,774</b>	<b>\$479,061,300</b>	<b>18%</b>

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH JUNE 2017

<b>SOUTH</b>	<b>\$189,754,205</b>
<b>CENTRAL</b>	<b>\$102,591,724</b>
<b>UPCOUNTRY</b>	<b>\$99,341,450</b>
<b>WEST MAUI</b>	<b>\$97,999,292</b>
<b>NORTH SHORE</b>	<b>\$55,265,860</b>
<b>LANAI-MOLOKAI</b>	<b>\$10,977,660</b>
<b>EAST</b>	<b>\$9,857,583</b>



Source: Realtors Association of Maui - www.RAMaui.com

<h2>CONDOMINIUM</h2> <p>YEAR-OVER-YEAR</p>	<b>713</b> TOTAL NUMBER OF SALES 2017	<b>\$475,000</b> MEDIAN SALES PRICE 2017	<b>\$484,316,627</b> TOTAL DOLLAR VOLUME 2017
	<b>646</b> TOTAL NUMBER OF SALES 2016	<b>\$422,500</b> MEDIAN SALES PRICE 2016	<b>\$410,216,269</b> TOTAL DOLLAR VOLUME 2016

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2017	2016	%Change	2017	2016	%Change	2017	2016	%Change

### CENTRAL

Central	77	72	7%	\$360,000	\$300,000	20%	\$25,541,149	\$24,446,700	4%
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### EAST

Hana	1	0	N/A	\$760,000	\$0	N/A	\$760,000	\$0	N/A
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### NORTH SHORE

Haiku	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Sprecks/Paia/Kuau	0	2	-100%	\$0	\$290,000	-100%	\$0	\$580,000	-100%

### SOUTH

Kihei	267	203	32%	\$383,000	\$330,000	16%	\$130,136,486	\$86,480,195	50%
Maalaea	35	33	6%	\$405,000	\$360,000	13%	\$15,960,600	\$12,731,964	25%
Wailea/Makena	82	53	55%	\$1,017,500	\$1,075,000	-5%	\$130,352,248	\$74,272,600	76%

### UPCOUNTRY

Pukalani	5	4	25%	\$618,000	\$539,694	15%	\$3,038,000	\$2,068,388	47%
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### WEST

Kaanapali	48	72	-33%	\$943,750	\$1,050,000	-10%	\$60,945,400	\$96,674,809	-37%
Kapalua	22	16	38%	\$880,000	\$950,192	-7%	\$37,748,299	\$26,009,384	45%
Lahaina	44	48	-8%	\$424,500	\$486,145	-13%	\$22,014,255	\$23,660,855	-7%
Napili/Kahana/Honokowai	121	134	-10%	\$420,000	\$421,000	0%	\$54,736,940	\$61,664,374	-11%

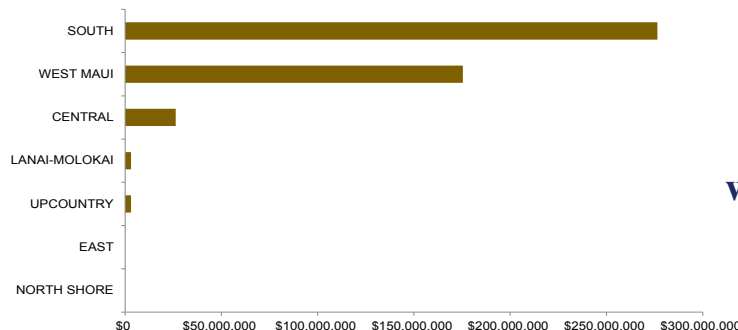
### LANAI - MOLOKAI

Lanai	3	1	200%	\$940,000	\$130,000	623%	\$2,057,500	\$130,000	1483%
Molokai	8	8	0%	\$110,000	\$184,500	-40%	\$1,025,750	\$1,497,000	-31%

<b>MAUI SUMMARY</b>	<b>713</b>	<b>646</b>	<b>10%</b>	<b>\$475,000</b>	<b>\$422,500</b>	<b>12%</b>	<b>\$484,316,627</b>	<b>\$410,216,269</b>	<b>18%</b>
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### TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH JUNE 2017

<b>SOUTH</b>	<b>\$276,449,334</b>
<b>WEST MAUI</b>	<b>\$175,444,894</b>
<b>CENTRAL</b>	<b>\$26,301,149</b>
<b>LANAI-MOLOKAI</b>	<b>\$3,083,250</b>
<b>UPCOUNTRY</b>	<b>\$3,038,000</b>
<b>NORTH SHORE</b>	<b>\$0</b>
<b>EAST</b>	<b>\$0</b>



Source: Realtors Association of Maui – www.RAMaui.com

## VACANT LAND

YEAR-OVER-YEAR

**88**  
TOTAL NUMBER OF SALES  
2017

**9%**

**81**  
TOTAL NUMBER OF SALES  
2016

**\$397,500**  
MEDIAN SALES PRICE  
2017

**-22%**

**\$510,000**  
MEDIAN SALES PRICE  
2016

**\$44,334,475**  
TOTAL DOLLAR VOLUME  
2017

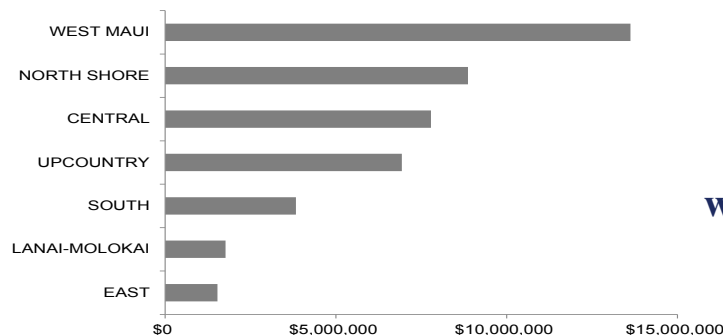
**-19%**

**\$54,672,602**  
TOTAL DOLLAR VOLUME  
2016

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2017	2016	%Change	2017	2016	%Change	2017	2016	%Change
<b>CENTRAL</b>									
Central	18	5	260%	\$322,500	\$308,500	5%	\$7,313,575	\$1,428,500	412%
Kahakuloa	1	4	-75%	\$467,500	\$351,000	33%	\$467,500	\$1,397,000	-67%
<b>EAST</b>									
Hana	5	2	150%	\$325,000	\$217,500	49%	\$1,535,000	\$435,000	253%
Kaupo	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kipahulu	0	1	-100%	\$0	\$285,000	-100%	\$0	\$285,000	-100%
Nahiku	0	1	-100%	\$0	\$265,000	-100%	\$0	\$265,000	-100%
<b>NORTH SHORE</b>									
Haiku	15	12	25%	\$475,000	\$525,000	-10%	\$8,866,500	\$6,572,000	35%
Sprecks/Paia/Kuau	0	1	-100%	\$0	\$2,950,000	-100%	\$0	\$2,950,000	-100%
<b>SOUTH</b>									
Kihei	5	10	-50%	\$432,000	\$449,500	-4%	\$2,404,000	\$7,192,500	-67%
Maui Meadows	2	0	N/A	\$451,250	\$0	N/A	\$902,500	\$0	N/A
Wailea/Makena	1	1	0%	\$525,000	\$1,350,000	-61%	\$525,000	\$1,350,000	-61%
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	8	8	0%	\$450,000	\$554,500	-19%	\$4,386,000	\$5,454,000	-20%
Makawao/Olinda/Haliimaile	2	4	-50%	\$361,500	\$327,500	10%	\$723,000	\$1,666,111	-57%
Pukalani	5	1	400%	\$365,000	\$440,000	-17%	\$1,820,500	\$440,000	314%
<b>WEST</b>									
Honokohau	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kaanapali	7	10	-30%	\$825,000	\$765,125	8%	\$5,499,500	\$7,036,250	-22%
Kapalua	3	2	50%	\$715,000	\$1,187,500	-40%	\$2,729,000	\$2,375,000	15%
Lahaina	3	11	-73%	\$1,165,000	\$999,000	17%	\$3,264,000	\$12,954,941	-75%
Napili/Kahana/Honokowai	1	1	0%	\$330,000	\$415,000	-20%	\$330,000	\$415,000	-20%
Olowalu	2	2	0%	\$900,000	\$747,500	20%	\$1,800,000	\$1,495,000	20%
<b>LANAI - MOLOKAI</b>									
Lanai	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Molokai	10	5	100%	\$157,500	\$175,000	-10%	\$1,768,400	\$961,300	84%
<b>MAUI SUMMARY</b>	<b>88</b>	<b>81</b>	<b>9%</b>	<b>\$397,500</b>	<b>\$510,000</b>	<b>-22%</b>	<b>\$44,334,475</b>	<b>\$54,672,602</b>	<b>-19%</b>

### TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH JUNE 2017

WEST MAUI	\$13,622,500
NORTH SHORE	\$8,866,500
CENTRAL	\$7,781,075
UPCOUNTRY	\$6,929,500
SOUTH	\$3,831,500
LANAI-MOLOKAI	\$1,768,400
EAST	\$1,535,000



Source: Realtors Association of Maui - www.RAMaui.com