


MAUI RESIDENTIAL STATISTICS

NOVEMBER 2017



YTD Through November 2017 vs YTD Through November 2016


RESIDENTIAL



\$695,000 (+9%)
Median Sales Price

\$1,028,786 (+8%)
Average Sales Price


CONDOMINIUM



\$447,000 (+8%)
Median Sales Price

\$687,748 (+11%)
Average Sales Price

VACANT LAND



\$365,000 (-22%)
Median Sales Price

\$495,391 (-25%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

- Kihei • \$157,731,069
- Wailuku • \$124,571,078
- Wailea/Makena • \$123,375,888
- Lahaina • \$98,700,798
- Kahului • \$85,186,087
- Kula/Ulu/Kanaio • \$75,631,700
- Haiku • \$67,355,454
- Sprecks/Paia/Kuau • \$57,633,899
- Kaanapali • \$41,752,250
- Maui Meadows • \$38,646,930

 **1010**
HOMES SOLD
(+3% vs 2016)

RESIDENTIAL


NUMBER OF SALES
By Districts

- Central • 334
- South • 225
- Upcountry • 174
- West Maui • 129
- North Shore • 99
- East • 9

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

- Kihei • \$239,034,029
- Wailea/Makena • \$213,351,167
- Kaanapali • \$129,757,884
- Kapalua • \$103,850,787
- Nap/Kah/Honokowai • \$95,929,003
- Wailuku • \$41,770,609
- Lahaina • \$38,291,755
- Maalaea • \$13,986,700
- Pukalani • \$5,617,000
- Kahului • \$4,497,780

 **1,311**
CONDOS SOLD
(+10% vs 2016)

CONDOMINIUM

NUMBER OF SALES
By Districts

- South • 680
- West Maui • 448
- Central • 146
- Upcountry • 10
- North Shore • 1
- East • 1

 **199**
LAND SOLD
(+39% vs 2016)

VACANT LAND

NUMBER OF SALES
By Districts

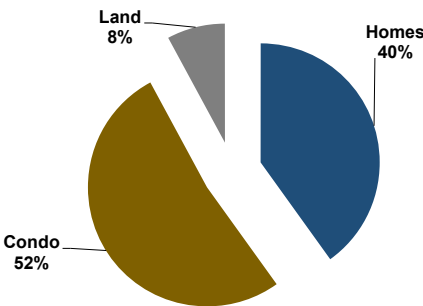
- Upcountry • 74
- Central • 32
- North Shore • 30
- West Maui • 27
- South • 13
- East • 8

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

- Pukalani • \$15,476,740
- Haiku • \$14,349,668
- Kula/Ulu/Kanaio • \$13,782,189
- Wailuku • \$10,556,574
- Kaanapali • \$8,568,000
- Mak/Oli/Hali • \$7,642,300
- Lahaina • \$5,609,000
- Kapalua • \$5,004,000
- Kihei • \$4,829,000
- Hana • \$2,800,000

TYPES OF PROPERTIES SOLD



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

MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
101	108	178

 **Fidelity National Title & Escrow of Hawaii**



8 Experienced Officers | 2 Sales Executives | 219 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 | Tori Lapolla | Kosei Nagata | Mercy Palmer | Pam Teal

YTD Through November 2017 vs YTD Through November 2016

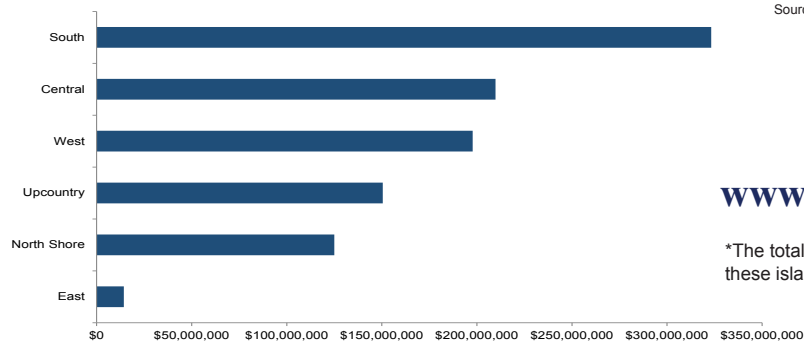
RESIDENTIAL YEAR-OVER-YEAR	1,010 TOTAL NUMBER OF SALES 2017	3%	\$695,000 MEDIAN SALES PRICE 2017	9%	\$1,039,073,638 TOTAL DOLLAR VOLUME 2017	11%
	978 TOTAL NUMBER OF SALES 2016		\$635,000 MEDIAN SALES PRICE 2016		\$934,393,392 TOTAL DOLLAR VOLUME 2016	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2017	2016	%Change	2017	2016	%Change	2017	2016	%Change
CENTRAL									
Kahakuloa	1	2	-50%	\$575,000	\$941,750	-39%	575,000	1,883,500	-70%
Kahului	140	143	-2%	\$600,000	\$560,000	7%	85,186,087	81,376,744	5%
Wailuku	193	177	9%	\$617,125	\$559,000	10%	124,571,078	104,354,657	19%
EAST									
Hana	9	9	0%	\$1,300,000	\$575,000	126%	14,317,583	8,308,000	72%
Kaupo	0	1	-100%	--	\$1,300,000	--	0	1,300,000	-100%
Keanae	0	0	--	--	--	--	0	0	--
Kipahulu	0	0	--	--	--	--	0	0	--
Nahiku	0	0	--	--	--	--	0	0	--
NORTH SHORE									
Haiku	77	59	31%	\$739,000	\$848,000	-13%	67,355,454	54,640,249	23%
Sprecks/Paia/Kuau	22	30	-27%	\$1,032,500	\$700,000	48%	57,633,899	51,541,500	12%
SOUTH									
Kihei	169	159	6%	\$707,000	\$625,000	13%	157,731,069	133,492,868	18%
Maalaea	1	1	0%	\$3,500,000	\$1,450,000	141%	3,500,000	1,450,000	141%
Maui Meadows	28	24	17%	\$1,280,000	\$1,240,000	3%	38,646,930	29,156,550	33%
Wailea/Makena	27	21	29%	\$2,395,000	\$3,120,000	-23%	123,375,888	85,367,000	45%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	74	61	21%	\$849,500	\$840,000	1%	75,631,700	65,591,675	15%
Makawao/Olinda/Haliimaile	51	63	-19%	\$625,000	\$584,250	7%	38,103,048	42,846,475	-11%
Pukalani	49	59	-17%	\$680,500	\$615,000	11%	36,737,750	37,032,309	-1%
WEST									
Kaanapali	21	20	5%	\$1,750,000	\$1,650,000	6%	41,752,250	37,250,577	12%
Kapalua	7	12	-42%	\$2,400,000	\$2,612,500	-8%	17,925,000	46,290,000	-61%
Lahaina	60	66	-9%	\$1,210,000	\$766,500	58%	98,700,798	88,596,274	11%
Napili/Kahana/Honokowai	40	35	14%	\$877,500	\$900,000	-3%	38,612,444	41,339,515	-7%
Olowalu	1	2	-50%	\$801,500	\$3,175,000	-75%	801,500	6,350,000	-87%
MAUI SUMMARY	1,010	978	3%	\$695,000	\$635,000	9%	\$1,039,073,638	\$934,393,392	11%

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

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH NOVEMBER 2017

SOUTH	\$323,253,887
CENTRAL	\$209,757,165
WEST	\$197,791,992
UPCOUNTRY	\$150,472,498
NORTH SHORE	\$124,989,353
EAST	\$14,317,583



www.FidelityMaui.com

*The totals reflected includes Lanai/Molokai, but these islands are not separated out by RAM.

YTD Through November 2017 vs YTD Through November 2016

CONDOMINIUM

YEAR-OVER-YEAR

1,311
TOTAL NUMBER OF SALES
2017

10%

1,189
TOTAL NUMBER OF SALES
2016

\$447,000
MEDIAN SALES PRICE
2017

8%

\$415,000
MEDIAN SALES PRICE
2016

\$901,637,464
TOTAL DOLLAR VOLUME
2017

22%

\$737,724,487
TOTAL DOLLAR VOLUME
2016

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2017	2016	%Change	2017	2016	%Change	2017	2016	%Change
CENTRAL									
Kahului	34	16	113%	\$95,000	\$86,500	10%	\$4,497,780	\$2,022,572	122%
Wailuku	112	122	-8%	\$375,000	\$365,500	3%	\$41,770,609	\$47,819,514	-13%

EAST									
Hana	1	0	--	\$760,000	--	--	\$760,000	\$0	--

NORTH SHORE									
Haiku	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Sprecks/Paia/Kuau	1	4	-75%	\$354,000	\$321,500	10%	\$354,000	\$3,623,000	-90%

SOUTH									
Kihei	515	445	16%	\$375,000	\$340,000	10%	\$239,034,029	\$189,460,991	26%
Maalaea	38	21	81%	\$314,300	\$320,000	-2%	\$13,986,700	\$6,935,800	102%
Wailea/Makena	127	96	32%	\$1,100,000	\$1,043,500	5%	\$213,351,167	\$134,555,400	59%

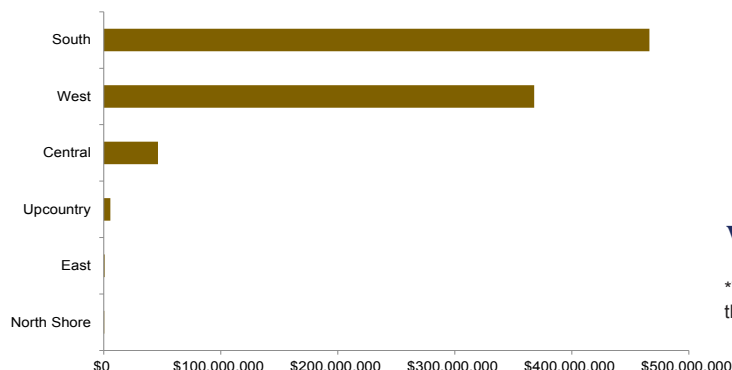
UPCOUNTRY									
Pukalani	10	10	0%	\$555,000	\$507,500	9%	\$5,617,000	\$5,131,638	10%

WEST									
Kaanapali	117	137	-15%	\$825,000	\$870,000	-5%	\$129,757,884	\$153,242,509	-15%
Kapalua	52	31	68%	\$950,000	\$965,000	-2%	\$103,850,787	\$63,644,384	63%
Lahaina	72	69	4%	\$504,000	\$480,000	5%	\$38,291,755	\$32,825,455	17%
Napili/Kahana/Honokowai	207	219	-6%	\$415,000	\$400,000	4%	\$95,929,003	\$91,635,224	5%

MAUI SUMMARY	1,311	1,189	10%	\$447,000	\$415,000	8%	\$901,637,464	\$737,724,487	22%
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TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH NOVEMBER 2017

SOUTH	\$466,371,896
WEST	\$367,829,429
CENTRAL	\$46,268,389
UPCOUNTRY	\$5,617,000
EAST	\$760,000
NORTH SHORE	\$354,000



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

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*The totals reflected includes Lanai/Molokai, but these islands are not separated out by RAM.

YTD Through November 2017 vs YTD Through November 2016

<h2>VACANT LAND</h2> <p>YEAR-OVER-YEAR</p>	199 TOTAL NUMBER OF SALES 2017	\$365,000 MEDIAN SALES PRICE 2017	\$98,582,871 TOTAL DOLLAR VOLUME 2017
	143 TOTAL NUMBER OF SALES 2016	\$469,500 MEDIAN SALES PRICE 2016	\$94,249,606 TOTAL DOLLAR VOLUME 2016

39%

-22%

5%

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

CENTRAL

Kahakuloa	1	4	-75%	\$467,500	\$332,500	41%	\$467,500	\$1,232,000	-62%
Kahului	3	1	200%	\$315,000	\$470,000	-33%	\$875,000	\$470,000	86%
Wailuku	28	16	75%	\$322,500	\$292,500	10%	\$10,556,574	\$4,676,500	126%

EAST

Hana	8	4	100%	\$375,000	\$297,500	26%	\$2,800,000	\$1,620,000	73%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Keanae	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	1	-100%	--	\$265,000	--	\$0	\$265,000	-100%

NORTH SHORE

Haiku	29	21	38%	\$400,000	\$535,000	-25%	\$14,349,668	\$18,165,500	-21%
Sprecks/Paia/Kuau	1	1	0%	\$1,300,000	\$2,950,000	-56%	\$1,300,000	\$2,950,000	-56%

SOUTH

Kihei	8	12	-33%	\$473,500	\$454,750	4%	\$4,829,000	\$8,102,000	-40%
Maui Meadows	3	1	200%	\$501,000	\$625,000	-20%	\$1,403,500	\$625,000	125%
Wailea/Makena	2	2	0%	\$512,500	\$1,012,500	-49%	\$1,025,000	\$2,025,000	-49%

UPCOUNTRY

Kula/Ulupalakua/Kanaio	14	12	17%	\$420,000	\$554,500	-24%	\$13,782,189	\$7,484,000	84%
Makawao/Olinda/Haliimaile	13	8	63%	\$600,000	\$257,500	133%	\$7,642,300	\$2,876,111	166%
Pukalani	47	6	683%	\$325,650	\$307,490	6%	\$15,476,740	\$1,953,010	693%

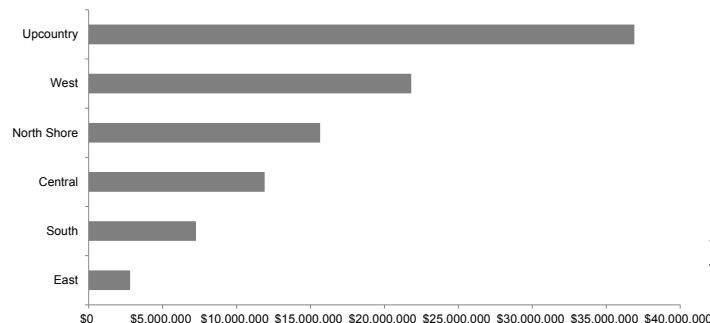
WEST

Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	13	16	-19%	\$540,000	\$717,625	-25%	\$8,568,000	\$10,851,625	-21%
Kapalua	5	7	-29%	\$875,000	\$925,000	-5%	\$5,004,000	\$7,570,000	-34%
Lahaina	6	17	-65%	\$932,500	\$999,999	-7%	\$5,609,000	\$19,113,560	-71%
Napili/Kahana/Honokowai	2	1	100%	\$765,000	\$415,000	84%	\$1,530,000	\$415,000	269%
Olowalu	1	3	-67%	\$1,100,000	\$699,000	57%	\$1,100,000	\$2,194,000	-50%

MAUI SUMMARY	199	143	39%	\$365,000	\$469,500	-22%	\$98,582,871	\$94,249,606	5%
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TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH NOVEMBER 2017

UPCOUNTRY	\$36,901,229
WEST	\$21,811,000
NORTH SHORE	\$15,649,668
CENTRAL	\$11,899,074
SOUTH	\$7,257,500
EAST	\$2,800,000



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

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