

MAUI RESIDENTIAL STATISTICS

SEPTEMBER 2017



YTD Through SEPTEMBER 2017 vs YTD Through SEPTEMBER 2016

RESIDENTIAL

\$700,000 (+10%)
Median Sales Price

\$1,029,632 (+8%)
Average Sales Price

CONDOMINIUM

\$449,000 (+8%)
Median Sales Price

\$677,545 (+7%)
Average Sales Price

VACANT LAND

\$358,000 (-25%)
Median Sales Price

\$465,306 (-33%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Central	• \$163,919,644
Kihei	• \$119,477,499
Wailea/Makena	• \$102,245,000
Lahaina	• \$83,884,798
Kula/Ulu/Kanaio	• \$81,736,700
Haiku	• \$56,289,944
Spreck/Paia/Kuau	• \$42,013,500
Kaanapali	• \$36,117,250
Maui Meadows	• \$33,656,930
Nap/Kah/Honokowai	• \$31,105,444

826
HOMES SOLD
(+2% vs 2016)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	• 263
South	• 169
Upcountry	• 160
West Maui	• 109
North Shore	• 81
Lanai-Molokai	• 37
East	• 7

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	• \$183,951,367
Kihei	• \$177,422,612
Nap/Kah/Honokowai	• \$85,497,444
Kaanapali	• \$84,170,800
Kapalua	• \$74,038,399
Central	• \$38,446,941
Lahaina	• \$31,780,255
Maalaea	• \$24,906,700
Pukalani	• \$4,653,000
Lanai	• \$3,164,500

1049
CONDOS SOLD
(+7% vs 2016)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	• 542
West Maui	• 356
Central	• 123
Lanai-Molokai	• 19
Upcountry	• 8
East	• 1
North Shore	• 0

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Pukalani	• \$15,511,740
Haiku	• \$12,540,668
Central	• \$10,160,574
Kaanapali	• \$8,028,000
Mak/Oli/Hali	• \$5,235,300
Kula/Ulu/Kanaio	• \$4,851,000
Lahaina	• \$4,439,000
Kapalua	• \$4,129,000
Kihei	• \$3,904,000
Hana	• \$2,110,000

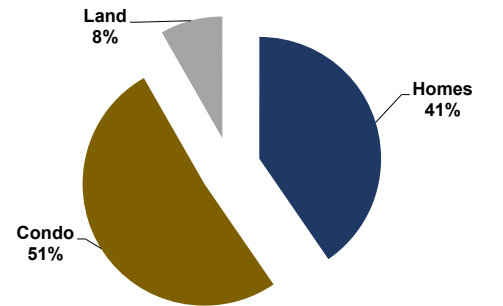
169
LAND SOLD
(+42% vs 2016)

VACANT LAND

NUMBER OF SALES
By Districts

Upcountry	• 65
Central	• 27
West Maui	• 24
North Shore	• 24
Lanai-Molokai	• 12
South	• 10
East	• 7

TYPES OF PROPERTIES SOLD



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
100	110	96

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

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 SEPTEMBER 2017 vs YTD Through SEPTEMBER 2016

RESIDENTIAL YEAR-OVER-YEAR

826
TOTAL NUMBER OF SALES
2017

2%

806
TOTAL NUMBER OF SALES
2016

\$700,000
MEDIAN SALES PRICE
2017

10%

\$635,000
MEDIAN SALES PRICE
2016

\$850,475,716
TOTAL DOLLAR VOLUME
2017

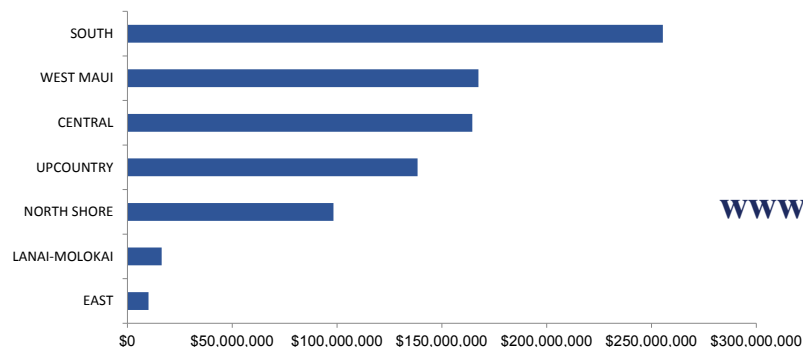
11%

\$766,939,172
TOTAL DOLLAR VOLUME
2016

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2017	2016	%Change	2017	2016	%Change	2017	2016	%Change
CENTRAL									
Central	262	253	4%	\$606,813	\$552,175	10%	\$163,919,644	\$146,267,839	12%
Kahakuloa	1	1	0%	\$575,000	\$800,000	-28%	\$575,000	\$800,000	-28%
EAST									
Hana	6	8	-25%	\$1,148,542	\$542,500	112%	\$9,857,583	\$7,733,000	27%
Kaupo	0	1	-100%	\$0	\$1,300,000	-100%	\$0	\$1,300,000	-100%
Kipahulu	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Nahiku	1	1	0%	\$210,000	\$575,000	-63%	\$210,000	\$575,000	-63%
NORTH SHORE									
Haiku	64	53	21%	\$744,500	\$848,000	-12%	\$56,289,944	\$48,345,249	16%
Sprecks/Paia/Kuau	17	23	-26%	\$865,000	\$750,000	15%	\$42,013,500	\$47,248,500	-11%
SOUTH									
Kihei	122	123	-1%	\$748,950	\$625,000	20%	\$119,477,499	\$93,180,649	28%
Maui Meadows	25	20	25%	\$1,265,000	\$1,287,500	-2%	\$33,656,930	\$24,747,550	36%
Wailea/Makena	22	18	22%	\$2,822,500	\$3,460,000	-18%	\$102,245,000	\$72,567,000	41%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	84	64	31%	\$833,500	\$712,500	17%	\$81,736,700	\$68,624,775	19%
Makawao/Olinda/Haliimaile	38	58	-34%	\$627,500	\$572,875	10%	\$29,678,514	\$38,982,450	-24%
Pukalani	38	48	-21%	\$671,500	\$612,500	10%	\$27,008,250	\$29,474,672	-8%
WEST									
Kaanapali	18	15	20%	\$1,700,000	\$1,700,000	0%	\$36,117,250	\$30,235,500	19%
Kapalua	6	11	-45%	\$2,487,500	\$2,700,000	-8%	\$15,525,000	\$43,890,000	-65%
Lahaina	50	53	-6%	\$1,334,500	\$773,000	73%	\$83,884,798	\$73,853,274	14%
Napili/Kahana/Honokowai	34	27	26%	\$847,500	\$835,000	1%	\$31,105,444	\$23,947,215	30%
Olowalu	1	2	-50%	\$801,500	\$1,475,000	-46%	\$801,500	\$2,950,000	-73%
LANAI - MOLOKAI									
Lanai	18	12	50%	\$380,000	\$462,000	-18%	\$7,186,000	\$5,443,500	32%
Molokai	19	15	27%	\$352,000	\$394,999	-11%	\$9,187,160	\$6,772,999	36%
MAUI SUMMARY	826	806	2%	\$700,000	\$635,000	10%	\$850,475,716	\$766,939,172	11%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH SEPTEMBER 2017

SOUTH	\$255,379,429
WEST MAUI	\$167,433,992
CENTRAL	\$164,494,644
UPCOUNTRY	\$138,423,464
NORTH SHORE	\$98,303,444
LANAI-MOLOKAI	\$16,373,160
EAST	\$10,067,583



Realtors Association of Maui - www.RAMaui.com

YTD Through SEPTEMBER 2017 vs YTD Through SEPTEMBER 2016

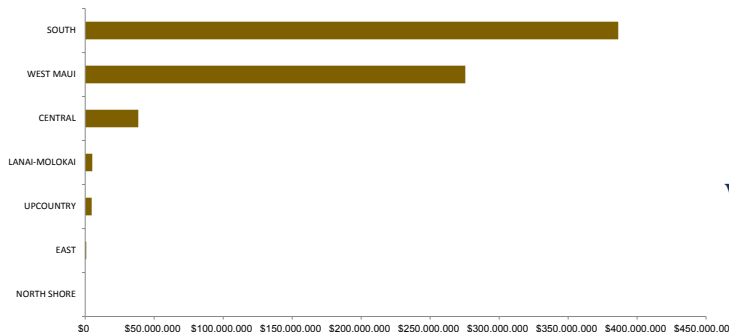
CONDOMINIUM YEAR-OVER-YEAR	1049 TOTAL NUMBER OF SALES 2017	7%	\$449,000 MEDIAN SALES PRICE 2017	8%	\$710,744,268 TOTAL DOLLAR VOLUME 2017	15%
	980 TOTAL NUMBER OF SALES 2016		\$417,250 MEDIAN SALES PRICE 2016		\$620,705,763 TOTAL DOLLAR VOLUME 2016	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2017	2016	%Change	2017	2016	%Change	2017	2016	%Change
CENTRAL									
Central	123	103	19%	\$290,000	\$329,000	-12%	\$38,446,941	\$35,730,989	8%
EAST									
Hana	1	0	N/A	\$760,000	\$0	N/A	\$760,000	\$0	N/A
NORTH SHORE									
Haiku	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Sprecks/Paia/Kuau	0	4	-100%	\$0	\$321,500	-100%	\$0	\$3,623,000	-100%
SOUTH									
Kihei	380	342	11%	\$375,000	\$334,500	12%	\$177,422,612	\$142,509,850	24%
Maalaea	57	40	43%	\$405,000	\$387,500	5%	\$24,906,700	\$16,111,964	55%
Wailea/Makena	105	79	33%	\$1,150,000	\$1,100,000	5%	\$183,951,367	\$110,853,500	66%
UPCOUNTRY									
Pukalani	8	8	0%	\$599,000	\$491,875	22%	\$4,653,000	\$3,942,138	18%
WEST									
Kaanapali	68	101	-33%	\$922,000	\$1,050,000	-12%	\$84,170,800	\$129,242,509	-35%
Kapalua	41	26	58%	\$939,999	\$950,192	-1%	\$74,038,399	\$52,774,384	40%
Lahaina	62	58	7%	\$482,500	\$480,573	0%	\$31,780,255	\$28,325,355	12%
Napili/Kahana/Honokowai	185	203	-9%	\$425,000	\$417,000	2%	\$85,497,444	\$91,174,074	-6%
LANAI - MOLOKAI									
Lanai	6	4	50%	\$492,500	\$770,000	-36%	\$3,164,500	\$4,170,000	-24%
Molokai	13	12	8%	\$113,000	\$184,500	-39%	\$1,952,250	\$2,248,000	-13%

MAUI SUMMARY	1049	980	7%	\$449,000	\$417,250	8%	\$710,744,268	\$620,705,763	15%
---------------------	-------------	------------	-----------	------------------	------------------	-----------	----------------------	----------------------	------------

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH SEPTEMBER 2017

SOUTH	\$386,280,679
WEST MAUI	\$275,486,898
CENTRAL	\$38,446,941
LANAI-MOLOKAI	\$5,116,750
UPCOUNTRY	\$4,653,000
EAST	\$760,000
NORTH SHORE	\$0



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

YTD Through SEPTEMBER 2017 vs YTD Through SEPTEMBER 2016

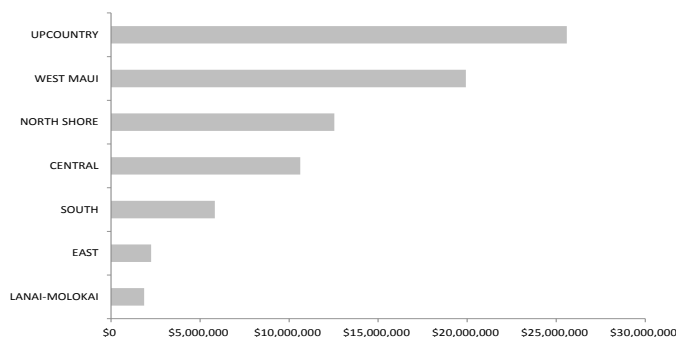
<h2>VACANT LAND</h2> <p>YEAR-OVER-YEAR</p>	169 TOTAL NUMBER OF SALES 2017	\$358,000 MEDIAN SALES PRICE 2017	\$78,636,682 TOTAL DOLLAR VOLUME 2017
	119 TOTAL NUMBER OF SALES 2016	\$479,000 MEDIAN SALES PRICE 2016	\$82,237,126 TOTAL DOLLAR VOLUME 2016

42% -25% -4%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2017	2016	%Change	2017	2016	%Change	2017	2016	%Change
CENTRAL									
Central	26	12	117%	\$317,500	\$292,500	9%	10,160,574	\$3,521,500	189%
Kahakuloa	1	5	-80%	\$467,500	\$345,000	36%	\$467,500	\$1,607,000	-71%
EAST									
Hana	6	2	200%	\$375,000	\$217,500	72%	\$2,110,000	\$435,000	385%
Kaupo	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kipahulu	1	1	0%	\$140,000	\$285,000	-51%	\$140,000	\$285,000	-51%
Nahiku	0	1	-100%	\$0	\$265,000	-100%	\$0	\$265,000	-100%
NORTH SHORE									
Haiku	24	18	33%	\$405,000	\$544,750	-26%	\$12,540,668	\$16,802,000	-25%
Sprecks/Paia/Kuau	0	1	-100%	\$0	\$2,950,000	-100%	\$0	\$2,950,000	-100%
SOUTH									
Kihei	6	11	-45%	\$473,500	\$469,500	1%	\$3,904,000	\$7,662,000	-49%
Maui Meadows	2	1	100%	\$451,250	\$625,000	-28%	\$902,500	\$625,000	44%
Wailea/Makena	2	2	0%	\$512,500	\$1,012,500	-49%	\$1,025,000	\$2,025,000	-49%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	9	10	-10%	\$465,000	\$429,500	8%	\$4,851,000	\$6,054,000	-20%
Makawao/Olinda/Haliimaile	9	5	80%	\$600,000	\$185,000	224%	\$5,235,300	\$1,851,111	183%
Pukalani	47	3	1467%	\$327,650	\$387,030	-15%	\$15,511,740	\$1,047,030	1381%
WEST									
Honokohau	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Kaanapali	12	15	-20%	\$643,500	\$755,250	-15%	\$8,028,000	\$10,171,625	-21%
Kapalua	4	4	0%	\$1,007,000	\$1,187,500	-15%	\$4,129,000	\$4,875,000	-15%
Lahaina	4	16	-75%	\$1,170,000	\$1,050,000	11%	\$4,439,000	\$18,678,560	-76%
Napili/Kahana/Honokowai	2	1	100%	\$765,000	\$415,000	84%	\$1,530,000	\$415,000	269%
Olowalu	2	2	0%	\$900,000	\$747,500	20%	\$1,800,000	\$1,495,000	20%
LANAI - MOLOKAI									
Lanai	0	0	N/A	\$0	\$0	N/A	\$0	\$0	N/A
Molokai	12	9	33%	\$102,250	\$150,000	-32%	\$1,862,400	\$1,472,300	26%
MAUI SUMMARY	169	119	42%	\$358,000	\$479,000	-25%	\$78,636,682	\$82,237,126	-4%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH SEPTEMBER 2017

UPCOUNTRY	\$25,598,040
WEST MAUI	\$19,926,000
NORTH SHORE	\$12,540,668
CENTRAL	\$10,628,074
SOUTH	\$5,831,500
EAST	\$2,250,000
LANAI-MOLOKAI	\$1,862,400



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