

# Monthly Indicators



## March 2024

U.S. existing-home sales improved for the second month in a row, jumping 9.5% to a seasonally adjusted annual rate of 4.38 million units, exceeding economists' expectations and marking the largest monthly gain in a year, according to the National Association of REALTORS®(NAR). The rebound in home sales comes amid fluctuating mortgage rates and elevated sales prices, indicating there is plenty of buyer demand heading into the spring selling season.

New Listings increased 19.8 percent for Single Family homes and 46.5 percent for Condominium homes. Pending Sales decreased 4.3 percent for Single Family homes and 1.1 percent for Condominium homes. Inventory remained flat for Single Family homes but increased 105.5 percent for Condominium properties.

Median Sales Price increased 9.5 percent to \$1,303,692 for Single Family homes and 62.9 percent to \$1,300,000 for Condominium homes. Days on Market increased 11.8 percent for Single Family homes but decreased 35.6 percent for Condominium homes. Months Supply of Inventory increased 7.1 percent for Single Family homes and 146.2 percent for Condominium homes.

The recent surge in home sales was likely due to a dip in mortgage rates in December and an increase in housing supply nationwide. According to NAR, total inventory grew 5.9% month-over-month and 10.3% year-over-year to 1.07 million units, for a 2.9 months' supply at the current sales pace. Buyer demand remains robust, and the limited supply of inventory helped push the median existing-home sales price up 5.7% year-over-year to \$384,500, the eighth consecutive month of annual price increases.

## Quick Facts

**- 11.5%**

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

**+ 39.0%**

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

**+ 36.9%**

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 | 3-2023      | 3-2024             | % Change | YTD 2023    | YTD 2024           | % Change |
|---------------------------------------|----------------------|-------------|--------------------|----------|-------------|--------------------|----------|
| <b>New Listings</b>                   |                      | 81          | <b>97</b>          | + 19.8%  | 235         | <b>292</b>         | + 24.3%  |
| <b>Pending Sales</b>                  |                      | 70          | <b>67</b>          | - 4.3%   | 188         | <b>203</b>         | + 8.0%   |
| <b>Closed Sales</b>                   |                      | 74          | <b>75</b>          | + 1.4%   | 180         | <b>194</b>         | + 7.8%   |
| <b>Days on Market Until Sale</b>      |                      | 136         | <b>152</b>         | + 11.8%  | 123         | <b>134</b>         | + 8.9%   |
| <b>Median Sales Price</b>             |                      | \$1,191,000 | <b>\$1,303,692</b> | + 9.5%   | \$1,150,000 | <b>\$1,300,000</b> | + 13.0%  |
| <b>Average Sales Price</b>            |                      | \$1,981,402 | <b>\$1,913,297</b> | - 3.4%   | \$1,908,309 | <b>\$1,754,234</b> | - 8.1%   |
| <b>Percent of List Price Received</b> |                      | 96.0%       | <b>96.6%</b>       | + 0.6%   | 96.4%       | <b>97.2%</b>       | + 0.8%   |
| <b>Housing Affordability Index</b>    |                      | 35          | <b>31</b>          | - 11.4%  | 36          | <b>31</b>          | - 13.9%  |
| <b>Inventory of Homes for Sale</b>    |                      | 283         | <b>283</b>         | 0.0%     | —           | —                  | —        |
| <b>Months Supply of Inventory</b>     |                      | 4.2         | <b>4.5</b>         | + 7.1%   | —           | —                  | —        |

# Condominium Market Overview

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



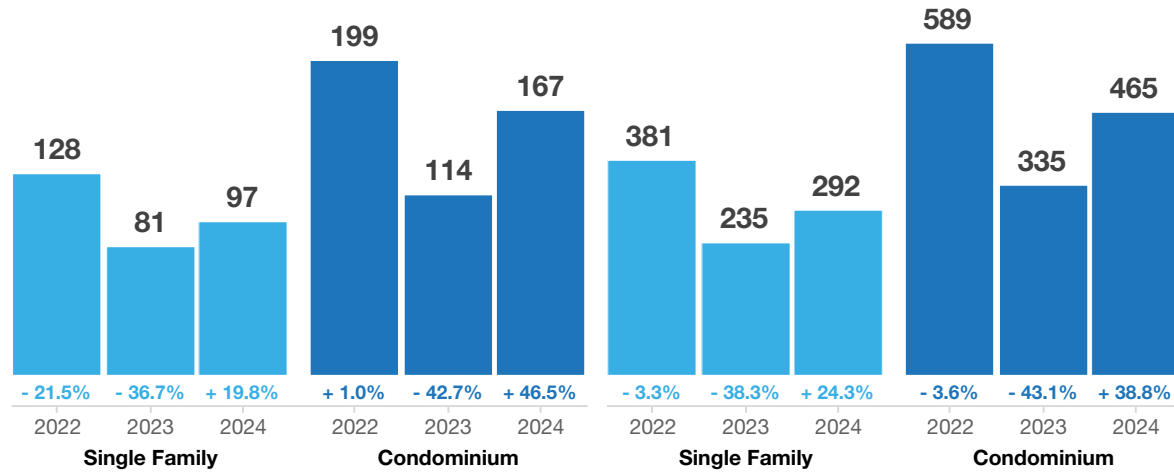
| Key Metrics                           | Historical Sparkbars | 3-2023      | 3-2024             | % Change | YTD 2023    | YTD 2024           | % Change |
|---------------------------------------|----------------------|-------------|--------------------|----------|-------------|--------------------|----------|
| <b>New Listings</b>                   |                      | 114         | <b>167</b>         | + 46.5%  | 335         | <b>465</b>         | + 38.8%  |
| <b>Pending Sales</b>                  |                      | 87          | <b>86</b>          | - 1.1%   | 273         | <b>266</b>         | - 2.6%   |
| <b>Closed Sales</b>                   |                      | 122         | <b>93</b>          | - 23.8%  | 243         | <b>251</b>         | + 3.3%   |
| <b>Days on Market Until Sale</b>      |                      | 132         | <b>85</b>          | - 35.6%  | 111         | <b>78</b>          | - 29.7%  |
| <b>Median Sales Price</b>             |                      | \$798,250   | <b>\$1,300,000</b> | + 62.9%  | \$800,000   | <b>\$830,000</b>   | + 3.8%   |
| <b>Average Sales Price</b>            |                      | \$1,168,922 | <b>\$1,592,609</b> | + 36.2%  | \$1,186,975 | <b>\$1,297,977</b> | + 9.4%   |
| <b>Percent of List Price Received</b> |                      | 98.5%       | <b>98.2%</b>       | - 0.3%   | 98.4%       | <b>97.7%</b>       | - 0.7%   |
| <b>Housing Affordability Index</b>    |                      | 52          | <b>31</b>          | - 40.4%  | 52          | <b>48</b>          | - 7.7%   |
| <b>Inventory of Homes for Sale</b>    |                      | 238         | <b>489</b>         | + 105.5% | —           | —                  | —        |
| <b>Months Supply of Inventory</b>     |                      | 2.6         | <b>6.4</b>         | + 146.2% | —           | —                  | —        |

# New Listings

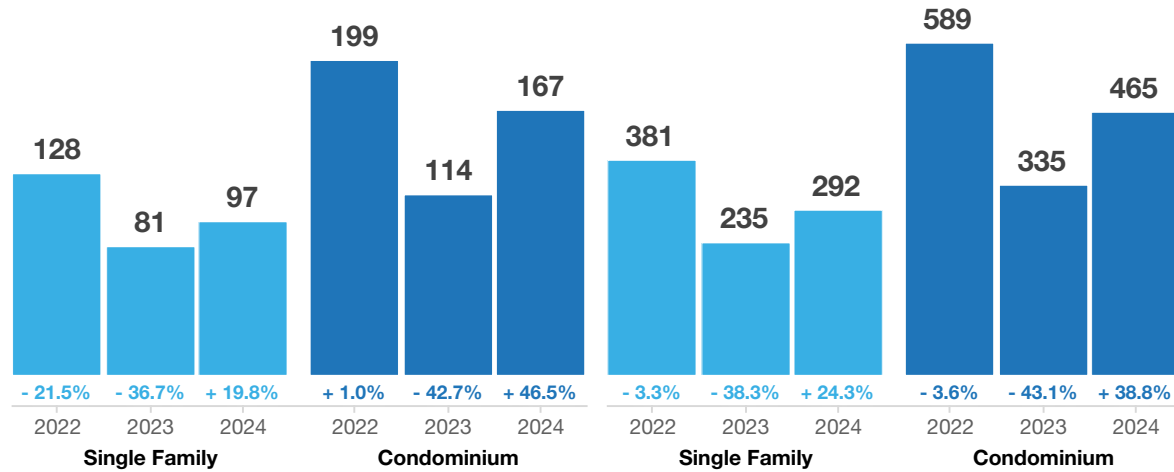
A count of the properties that have been newly listed on the market in a given month.



## March

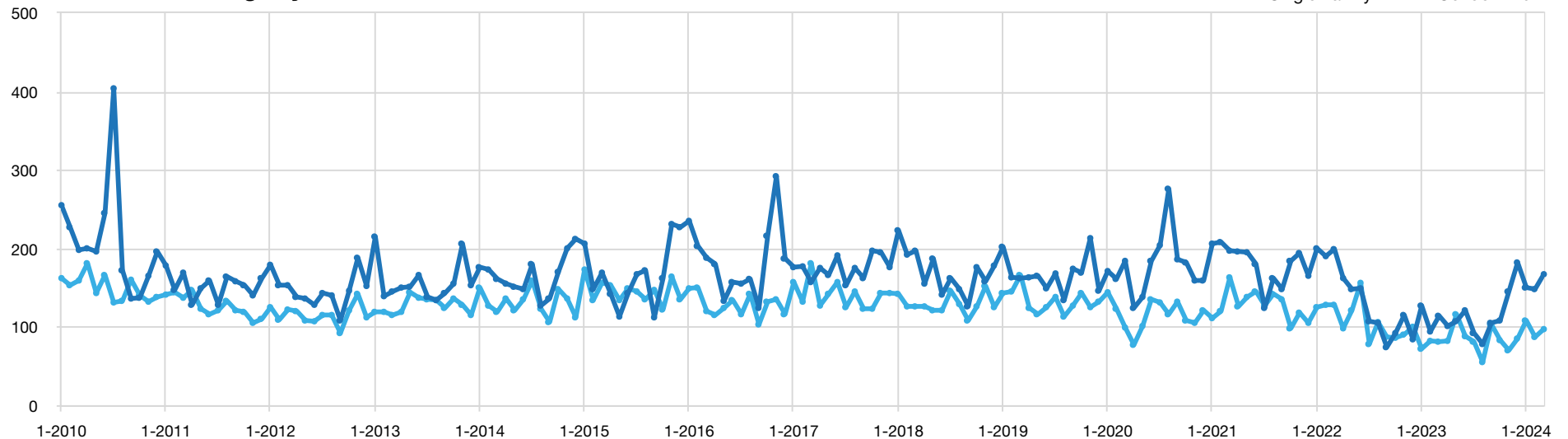


## Year to Date



| New Listings    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Apr-2023        | 82            | -16.3%                | 101         | -37.7%                |
| May-2023        | 116           | -4.1%                 | 107         | -27.7%                |
| Jun-2023        | 88            | -43.6%                | 121         | -18.8%                |
| Jul-2023        | 81            | +3.8%                 | 92          | -14.0%                |
| Aug-2023        | 55            | -48.1%                | 78          | -25.7%                |
| Sep-2023        | 103           | +18.4%                | 105         | +41.9%                |
| Oct-2023        | 83            | -3.5%                 | 108         | +17.4%                |
| Nov-2023        | 70            | -22.2%                | 145         | +26.1%                |
| Dec-2023        | 85            | -15.0%                | 182         | +116.7%               |
| Jan-2024        | 108           | +50.0%                | 150         | +18.1%                |
| Feb-2024        | 87            | +6.1%                 | 148         | +57.4%                |
| <b>Mar-2024</b> | <b>97</b>     | <b>+19.8%</b>         | <b>167</b>  | <b>+46.5%</b>         |
| 12-Month Avg    | 88            | -8.3%                 | 125         | +9.6%                 |

## Historical New Listings by Month

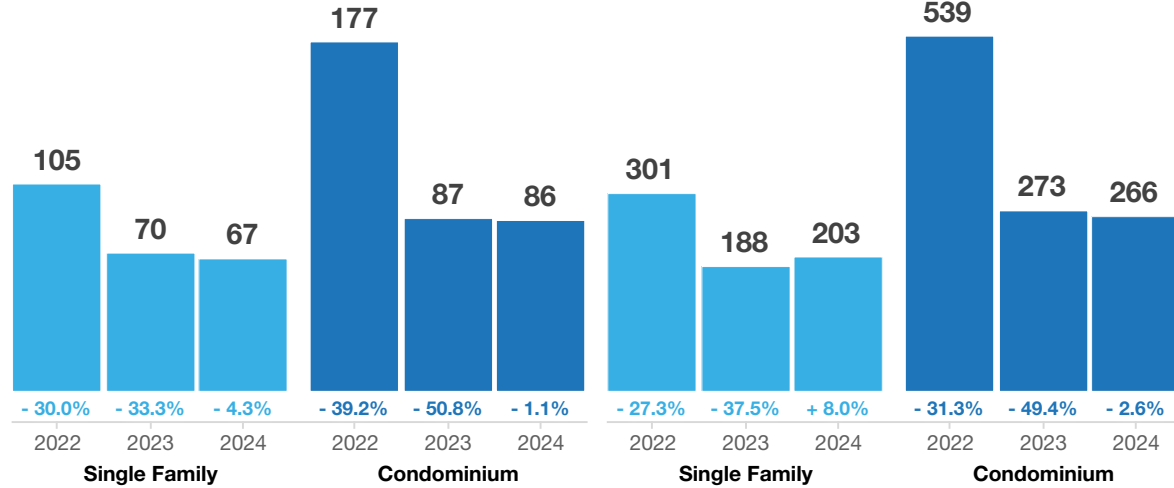


# Pending Sales

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

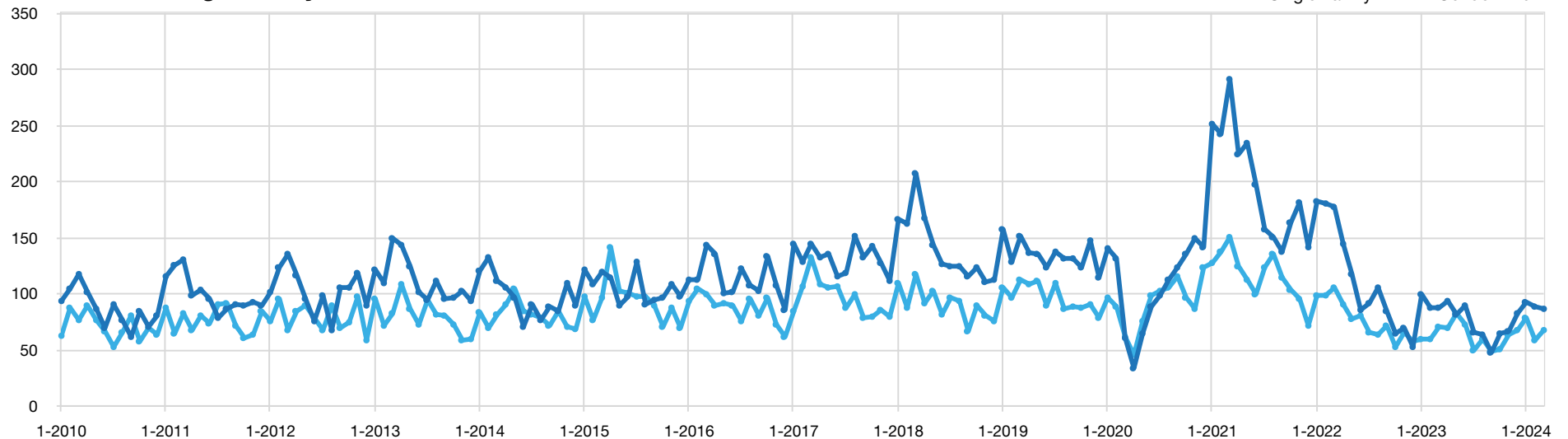


## March



| Pending Sales   | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Apr-2023        | 69            | -23.3%                | 93          | -35.4%                |
| May-2023        | 82            | +6.5%                 | 81          | -30.8%                |
| Jun-2023        | 72            | -10.0%                | 89          | +4.7%                 |
| Jul-2023        | 49            | -24.6%                | 65          | -28.6%                |
| Aug-2023        | 59            | -6.3%                 | 63          | -40.0%                |
| Sep-2023        | 48            | -32.4%                | 47          | -44.0%                |
| Oct-2023        | 50            | -3.8%                 | 64          | 0.0%                  |
| Nov-2023        | 63            | -3.1%                 | 66          | -4.3%                 |
| Dec-2023        | 67            | +17.5%                | 82          | +57.7%                |
| Jan-2024        | 78            | +32.2%                | 92          | -7.1%                 |
| Feb-2024        | 58            | -1.7%                 | 88          | +1.1%                 |
| <b>Mar-2024</b> | <b>67</b>     | <b>-4.3%</b>          | <b>86</b>   | <b>-1.1%</b>          |
| 12-Month Avg    | 64            | -4.5%                 | 76          | -15.6%                |

## Historical Pending Sales by Month

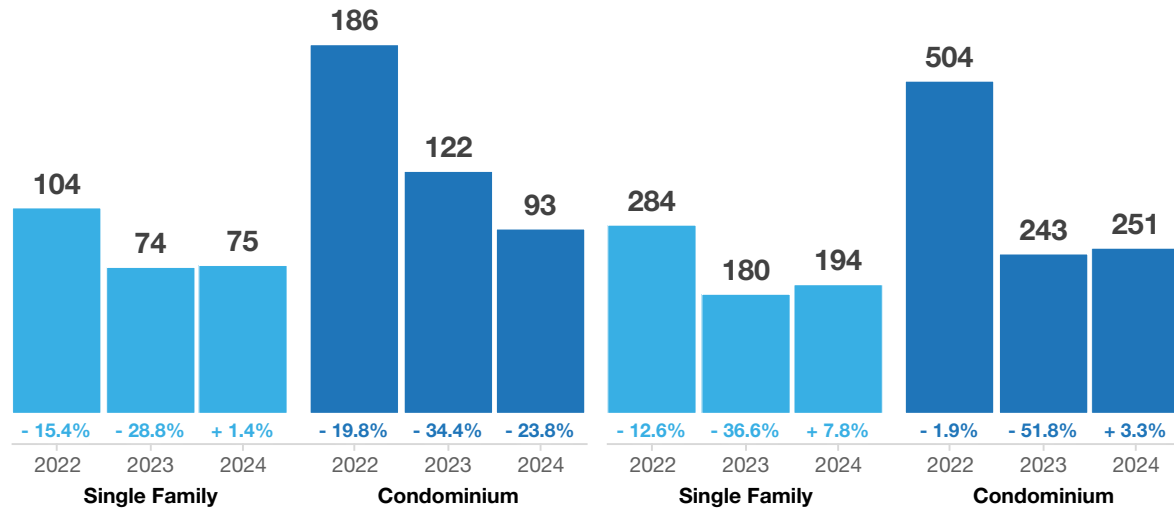


# Closed Sales

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

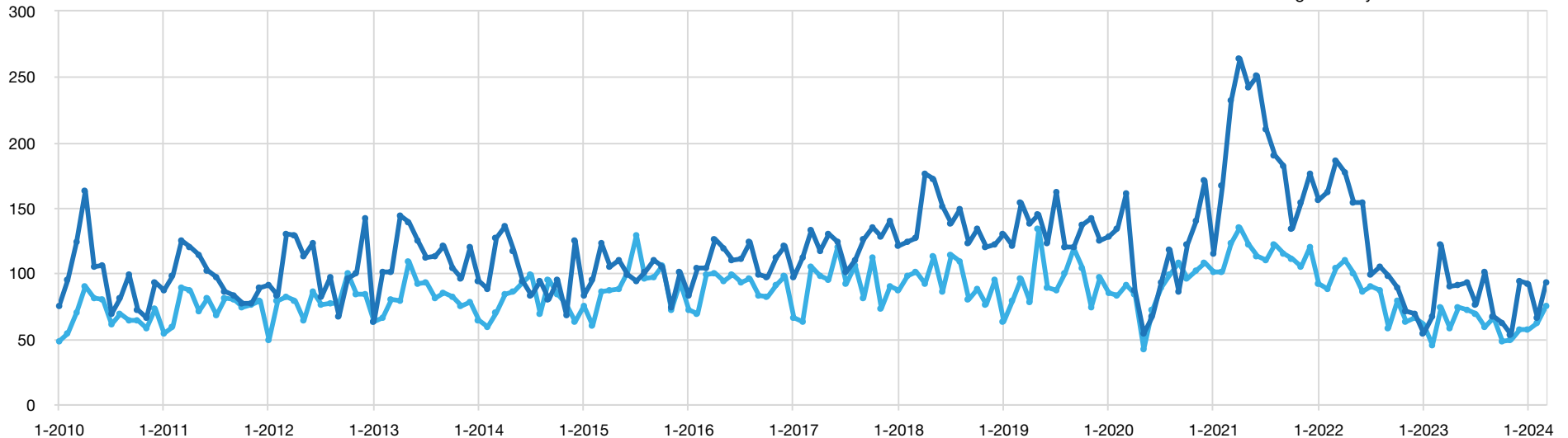


## March



| Closed Sales    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Apr-2023        | 58            | - 47.3%               | 90          | - 49.2%               |
| May-2023        | 74            | - 26.0%               | 91          | - 40.9%               |
| Jun-2023        | 72            | - 16.3%               | 93          | - 39.6%               |
| Jul-2023        | 69            | - 23.3%               | 76          | - 23.2%               |
| Aug-2023        | 59            | - 32.2%               | 101         | - 3.8%                |
| Sep-2023        | 66            | + 13.8%               | 67          | - 31.6%               |
| Oct-2023        | 48            | - 39.2%               | 62          | - 30.3%               |
| Nov-2023        | 49            | - 22.2%               | 53          | - 25.4%               |
| Dec-2023        | 57            | - 13.6%               | 94          | + 36.2%               |
| Jan-2024        | 57            | - 6.6%                | 92          | + 70.4%               |
| Feb-2024        | 62            | + 37.8%               | 66          | - 1.5%                |
| <b>Mar-2024</b> | <b>75</b>     | <b>+ 1.4%</b>         | <b>93</b>   | <b>- 23.8%</b>        |
| 12-Month Avg    | 62            | - 19.5%               | 82          | - 21.9%               |

## Historical Closed Sales by Month

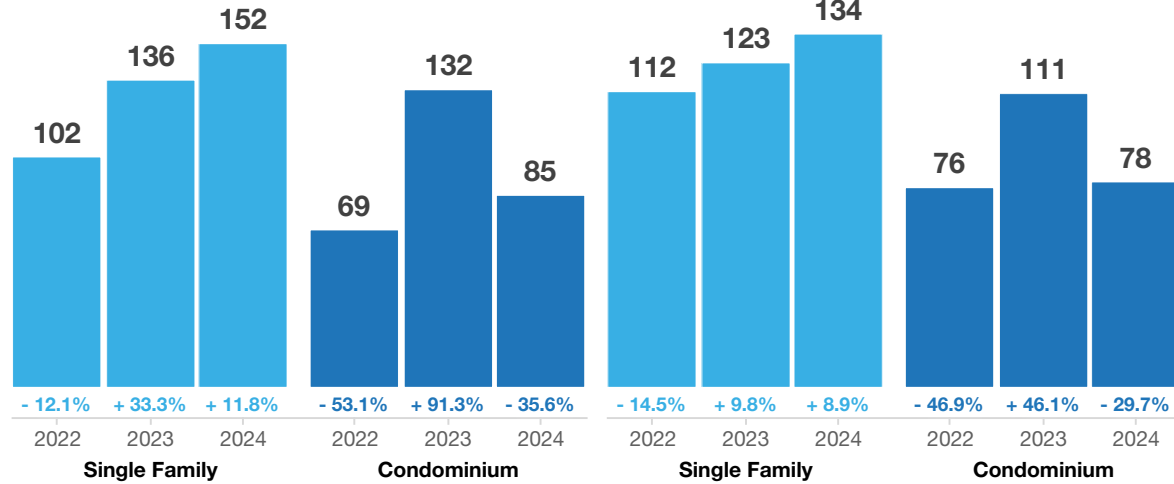


# Days on Market Until Sale

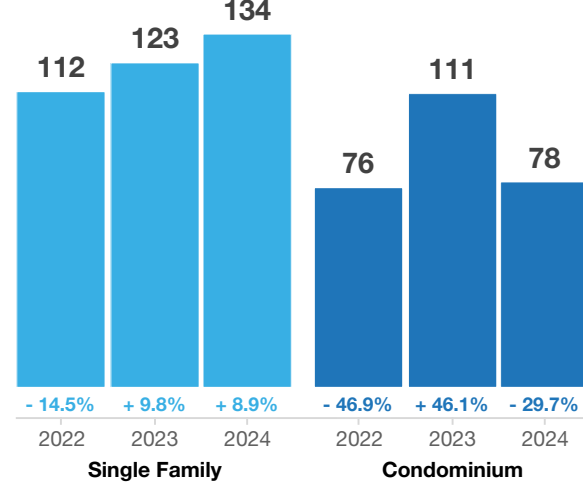
Average number of days between when a property is listed and when it closed in a given month.



## March



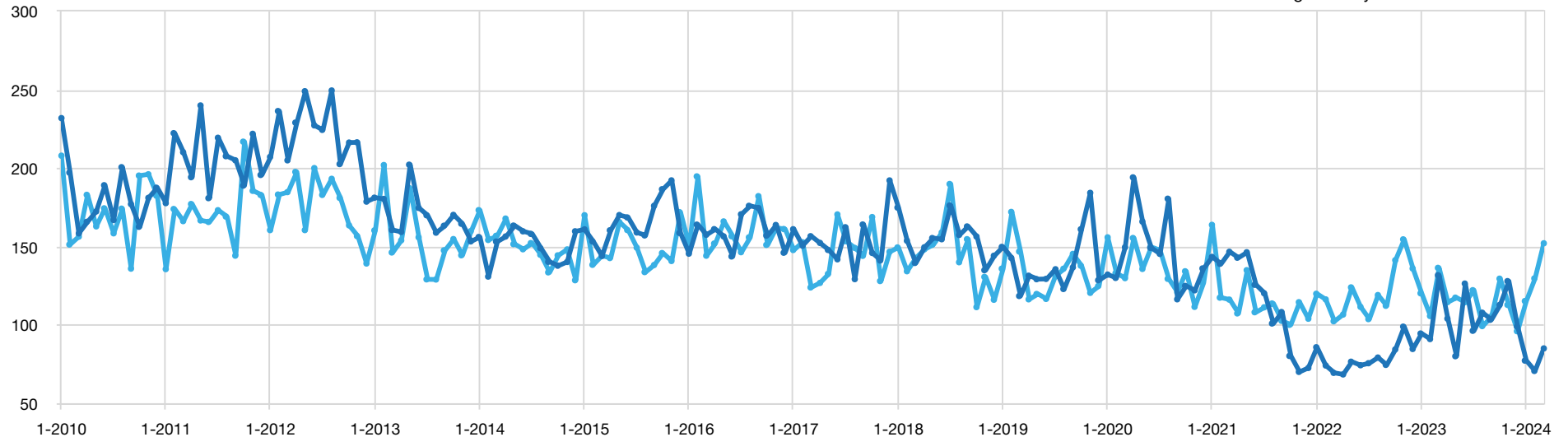
## Year to Date



| Days on Market  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Apr-2023        | 114           | + 6.5%                | 104         | + 52.9%               |
| May-2023        | 117           | - 5.6%                | 80          | + 5.3%                |
| Jun-2023        | 114           | + 2.7%                | 126         | + 70.3%               |
| Jul-2023        | 122           | + 17.3%               | 96          | + 26.3%               |
| Aug-2023        | 99            | - 16.8%               | 108         | + 36.7%               |
| Sep-2023        | 105           | - 6.3%                | 103         | + 39.2%               |
| Oct-2023        | 129           | - 8.5%                | 113         | + 34.5%               |
| Nov-2023        | 113           | - 27.1%               | 128         | + 29.3%               |
| Dec-2023        | 96            | - 29.4%               | 99          | + 16.5%               |
| Jan-2024        | 115           | - 4.2%                | 77          | - 18.1%               |
| Feb-2024        | 130           | + 22.6%               | 71          | - 22.0%               |
| <b>Mar-2024</b> | <b>152</b>    | <b>+ 11.8%</b>        | <b>85</b>   | <b>- 35.6%</b>        |
| 12-Month Avg*   | 118           | - 3.2%                | 98          | + 17.1%               |

\* Days on Market for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

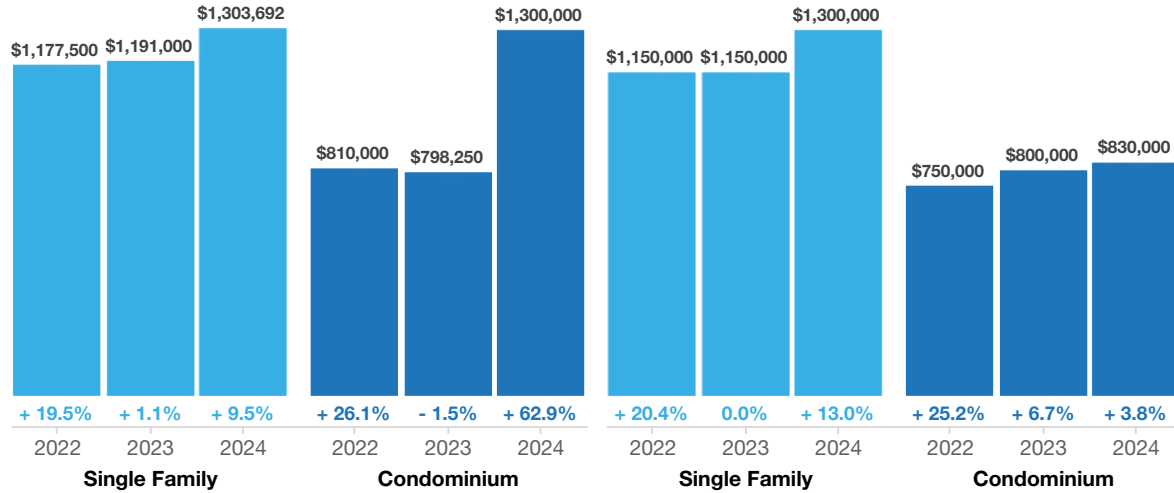


# Median Sales Price

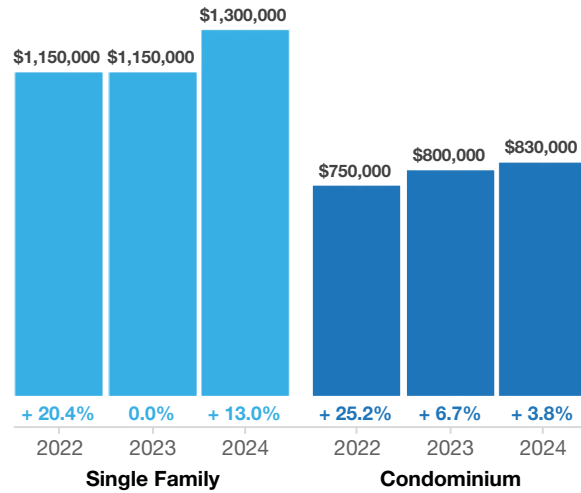
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



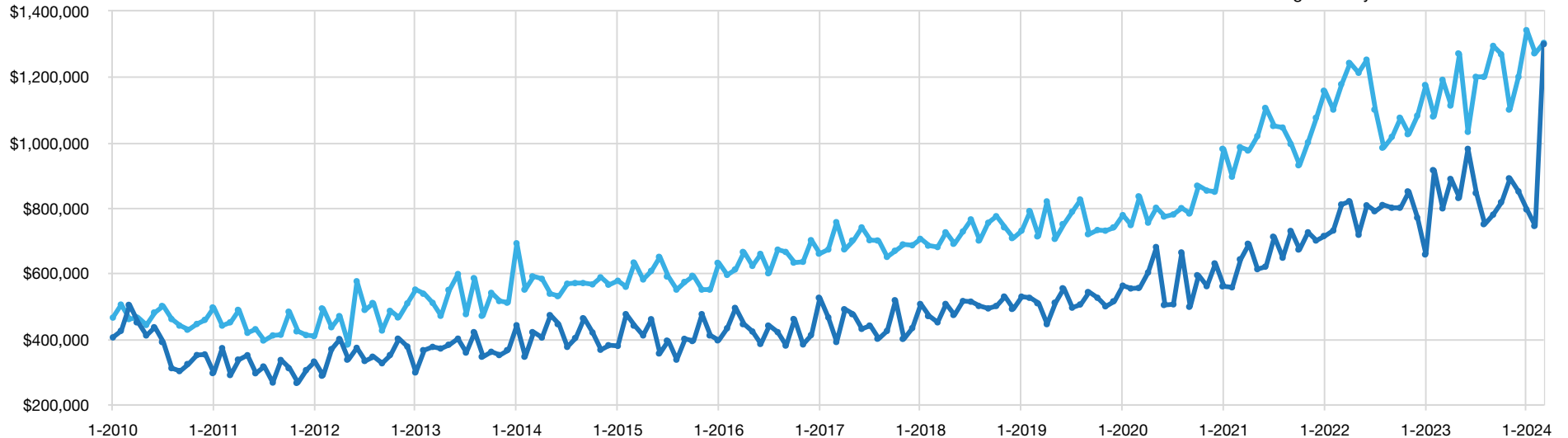
## Year to Date



| Median Sales Price | Single Family      | Year-Over-Year Change | Condominium        | Year-Over-Year Change |
|--------------------|--------------------|-----------------------|--------------------|-----------------------|
| Apr-2023           | \$1,112,500        | - 10.5%               | \$888,000          | + 8.3%                |
| May-2023           | \$1,271,500        | + 4.9%                | \$830,000          | + 15.7%               |
| Jun-2023           | \$1,032,000        | - 17.6%               | \$979,900          | + 21.3%               |
| Jul-2023           | \$1,200,000        | + 9.1%                | \$845,000          | + 7.0%                |
| Aug-2023           | \$1,200,000        | + 22.0%               | \$750,000          | - 7.2%                |
| Sep-2023           | \$1,294,500        | + 27.3%               | \$779,000          | - 2.6%                |
| Oct-2023           | \$1,269,025        | + 18.0%               | \$817,000          | + 2.1%                |
| Nov-2023           | \$1,100,000        | + 7.3%                | \$890,000          | + 4.7%                |
| Dec-2023           | \$1,200,000        | + 11.0%               | \$850,000          | + 10.4%               |
| Jan-2024           | \$1,342,581        | + 14.3%               | \$795,000          | + 20.9%               |
| Feb-2024           | \$1,272,000        | + 17.9%               | \$744,500          | - 18.6%               |
| <b>Mar-2024</b>    | <b>\$1,303,692</b> | <b>+ 9.5%</b>         | <b>\$1,300,000</b> | <b>+ 62.9%</b>        |
| 12-Month Avg*      | \$1,220,500        | + 11.0%               | \$840,000          | + 5.1%                |

\* Median Sales Price for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

## Historical Median Sales Price by Month





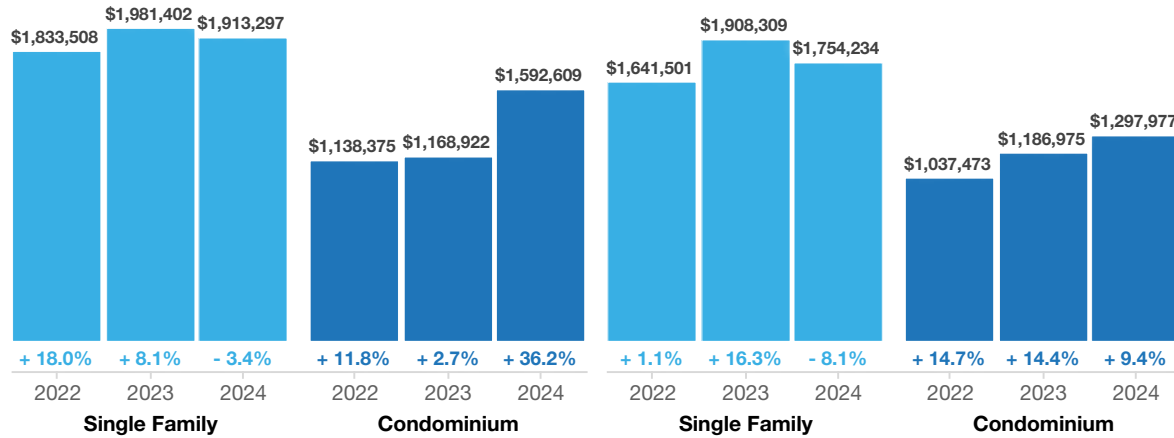
# Average Sales Price

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



## March

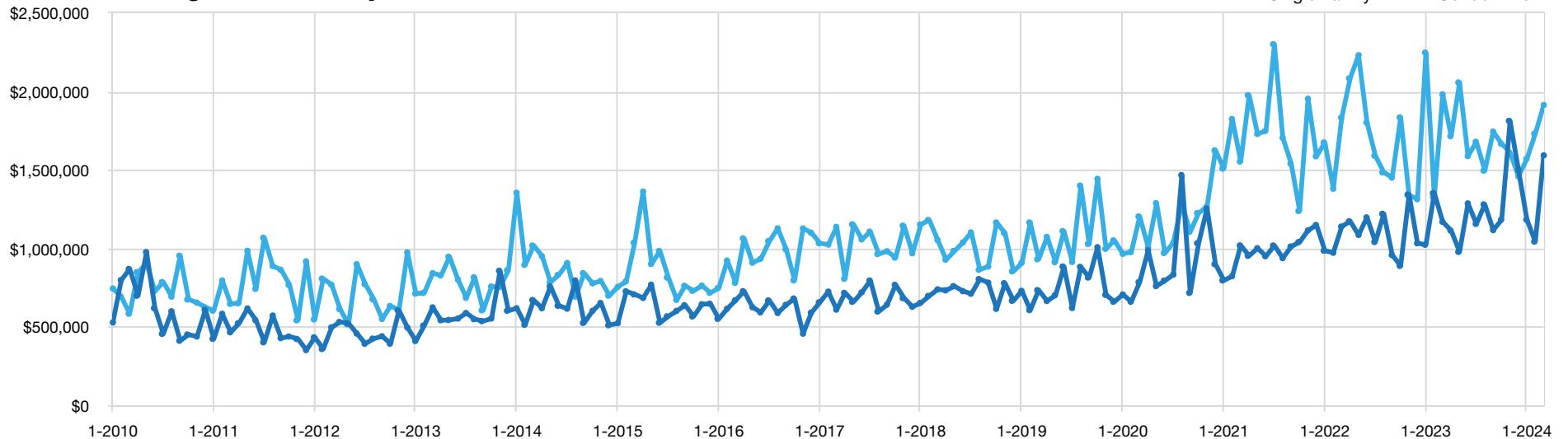
## Year to Date



| Avg. Sales Price | Single Family      | Year-Over-Year Change | Condominium        | Year-Over-Year Change |
|------------------|--------------------|-----------------------|--------------------|-----------------------|
| Apr-2023         | \$1,714,647        | - 17.7%               | \$1,113,644        | - 5.0%                |
| May-2023         | \$2,056,937        | - 7.8%                | \$977,545          | - 9.9%                |
| Jun-2023         | \$1,588,228        | - 11.9%               | \$1,286,274        | + 7.5%                |
| Jul-2023         | \$1,678,715        | + 5.6%                | \$1,155,886        | + 11.1%               |
| Aug-2023         | \$1,495,048        | + 0.7%                | \$1,279,985        | + 4.9%                |
| Sep-2023         | \$1,743,736        | + 20.1%               | \$1,116,165        | + 16.6%               |
| Oct-2023         | \$1,666,572        | - 9.1%                | \$1,182,228        | + 33.1%               |
| Nov-2023         | \$1,610,986        | + 20.3%               | \$1,812,397        | + 34.9%               |
| Dec-2023         | \$1,458,679        | + 11.0%               | \$1,497,972        | + 45.1%               |
| Jan-2024         | \$1,570,205        | - 30.1%               | \$1,183,108        | + 15.7%               |
| Feb-2024         | \$1,731,006        | + 30.4%               | \$1,042,935        | - 22.9%               |
| <b>Mar-2024</b>  | <b>\$1,913,297</b> | <b>- 3.4%</b>         | <b>\$1,592,609</b> | <b>+ 36.2%</b>        |
| 12-Month Avg*    | \$1,699,117        | - 3.8%                | \$1,264,493        | + 12.3%               |

\* Avg. Sales Price for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

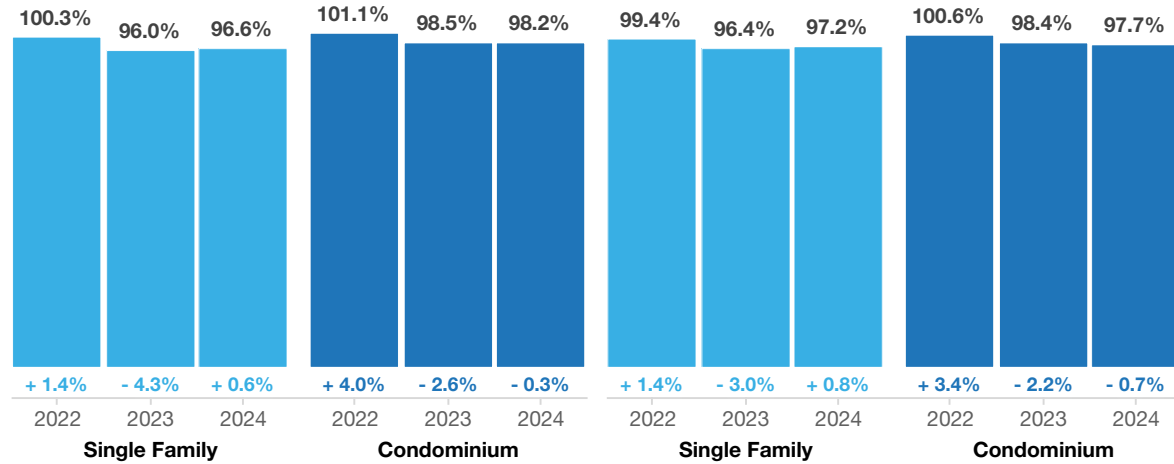


# Percent of List Price Received

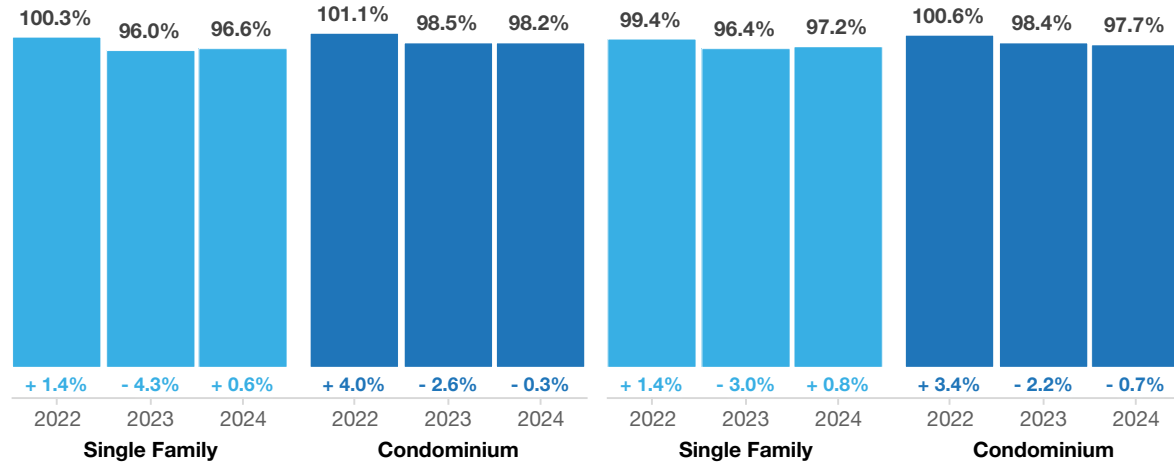
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



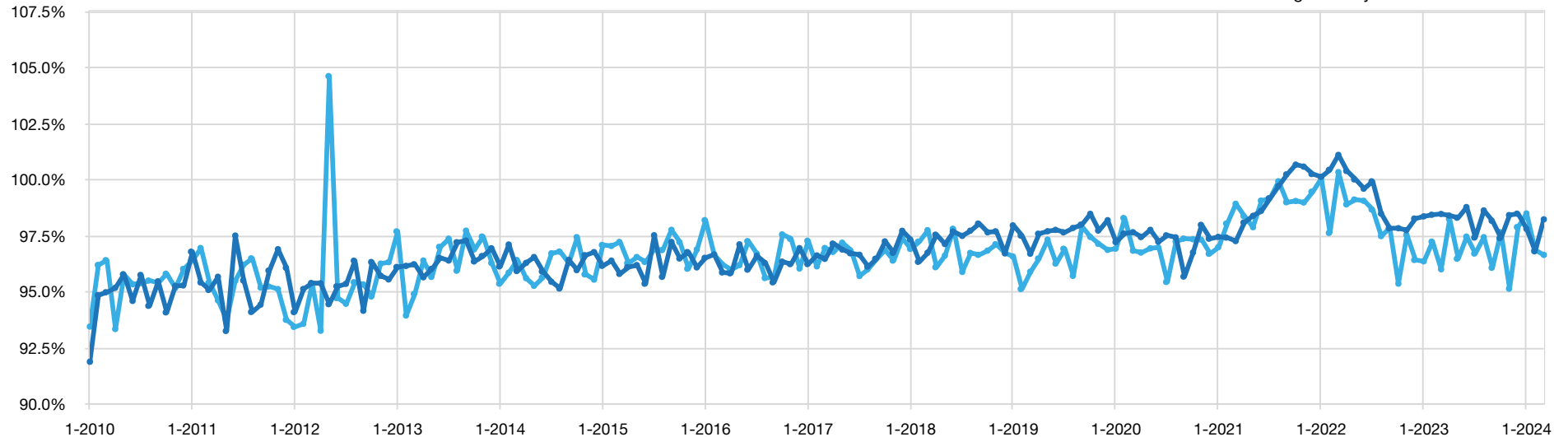
## Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condominium  | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|--------------|-----------------------|
| Apr-2023                    | 98.2%         | - 0.7%                | 98.4%        | - 2.0%                |
| May-2023                    | 96.5%         | - 2.6%                | 98.3%        | - 1.7%                |
| Jun-2023                    | 97.4%         | - 1.6%                | 98.8%        | - 0.8%                |
| Jul-2023                    | 96.7%         | - 2.0%                | 97.4%        | - 2.5%                |
| Aug-2023                    | 97.4%         | - 0.1%                | 98.6%        | + 0.1%                |
| Sep-2023                    | 96.0%         | - 1.8%                | 98.1%        | + 0.3%                |
| Oct-2023                    | 97.6%         | + 2.4%                | 97.4%        | - 0.4%                |
| Nov-2023                    | 95.1%         | - 2.5%                | 98.4%        | + 0.7%                |
| Dec-2023                    | 97.9%         | + 1.6%                | 98.5%        | + 0.3%                |
| Jan-2024                    | 98.5%         | + 2.3%                | 97.8%        | - 0.5%                |
| Feb-2024                    | 96.8%         | - 0.4%                | 96.8%        | - 1.6%                |
| <b>Mar-2024</b>             | <b>96.6%</b>  | <b>+ 0.6%</b>         | <b>98.2%</b> | <b>- 0.3%</b>         |
| 12-Month Avg*               | 97.0%         | - 0.6%                | 98.1%        | - 0.9%                |

\* Pct. of List Price Received for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

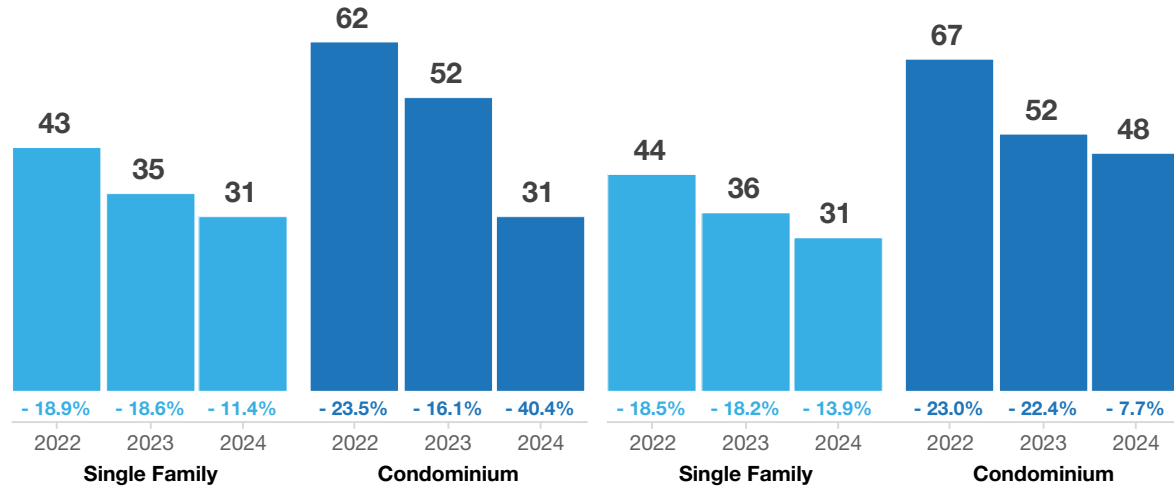


# Housing Affordability Index

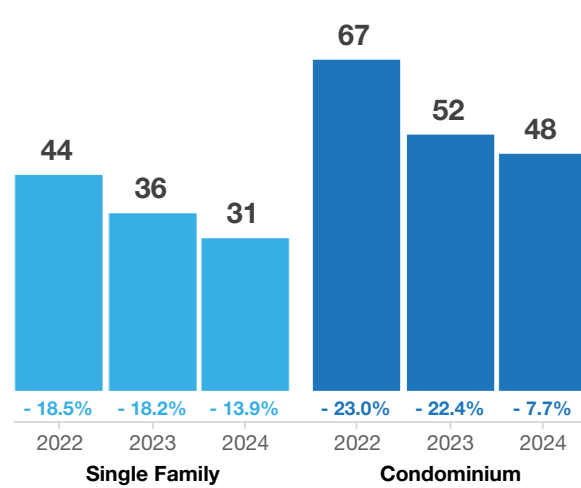
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

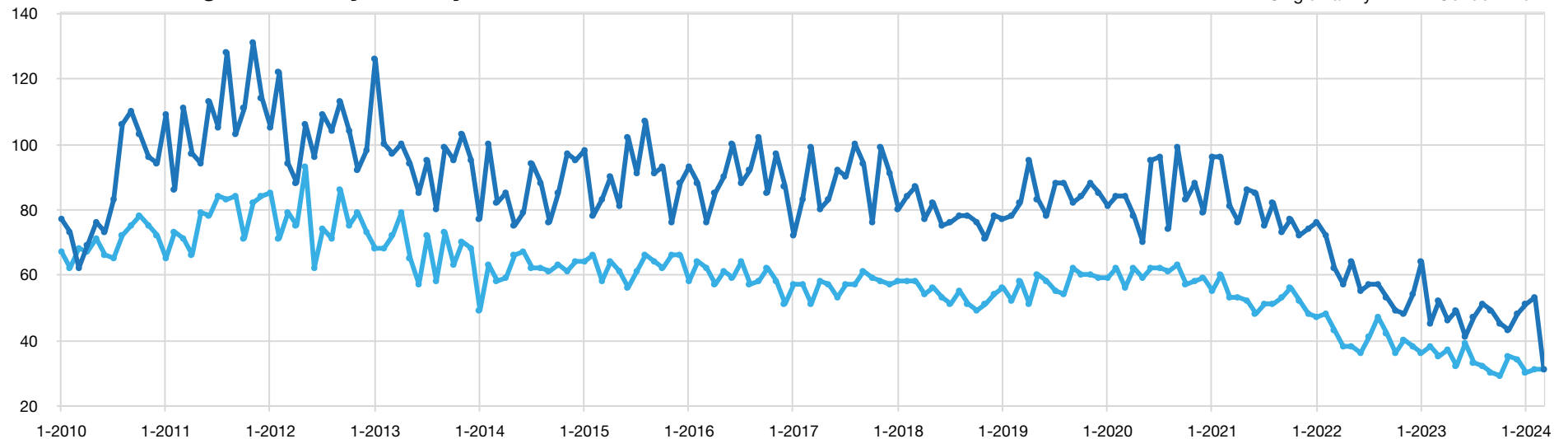


## Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------|-----------------------|
| Apr-2023            | 37            | - 2.6%                | 46          | - 19.3%               |
| May-2023            | 32            | - 15.8%               | 49          | - 23.4%               |
| Jun-2023            | 39            | + 8.3%                | 41          | - 25.5%               |
| Jul-2023            | 33            | - 19.5%               | 47          | - 17.5%               |
| Aug-2023            | 32            | - 31.9%               | 51          | - 10.5%               |
| Sep-2023            | 30            | - 28.6%               | 49          | - 7.5%                |
| Oct-2023            | 29            | - 19.4%               | 45          | - 8.2%                |
| Nov-2023            | 35            | - 12.5%               | 43          | - 10.4%               |
| Dec-2023            | 34            | - 10.5%               | 48          | - 11.1%               |
| Jan-2024            | 30            | - 16.7%               | 51          | - 20.3%               |
| Feb-2024            | 31            | - 18.4%               | 53          | + 17.8%               |
| <b>Mar-2024</b>     | <b>31</b>     | <b>- 11.4%</b>        | <b>31</b>   | <b>- 40.4%</b>        |
| 12-Month Avg        | 33            | - 15.4%               | 46          | - 16.4%               |

## Historical Housing Affordability Index by Month

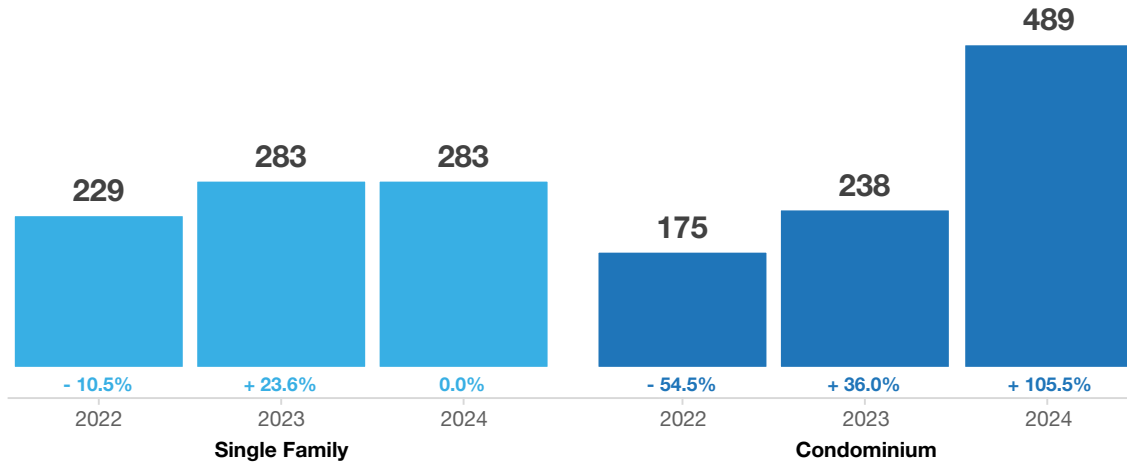


# Inventory of Homes for Sale

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

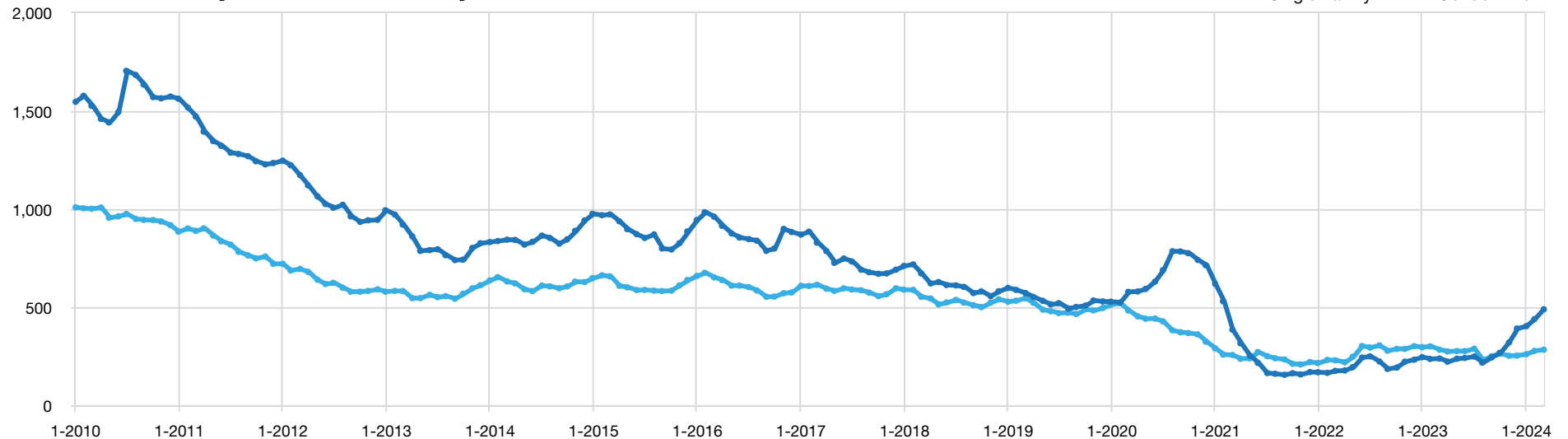


## March



| Homes for Sale  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Apr-2023        | 274           | + 25.1%               | 222         | + 25.4%               |
| May-2023        | 276           | + 11.7%               | 237         | + 22.2%               |
| Jun-2023        | 276           | - 8.6%                | 241         | - 0.8%                |
| Jul-2023        | 288           | - 2.0%                | 248         | - 0.4%                |
| Aug-2023        | 230           | - 24.6%               | 217         | - 2.7%                |
| Sep-2023        | 250           | - 10.1%               | 244         | + 31.9%               |
| Oct-2023        | 263           | - 8.4%                | 267         | + 39.1%               |
| Nov-2023        | 252           | - 12.2%               | 320         | + 44.1%               |
| Dec-2023        | 253           | - 15.9%               | 391         | + 68.5%               |
| Jan-2024        | 260           | - 12.2%               | 403         | + 64.5%               |
| Feb-2024        | 277           | - 7.7%                | 439         | + 86.0%               |
| <b>Mar-2024</b> | <b>283</b>    | <b>0.0%</b>           | <b>489</b>  | <b>+ 105.5%</b>       |
| 12-Month Avg    | 265           | - 6.4%                | 310         | + 40.9%               |

## Historical Inventory of Homes for Sale by Month

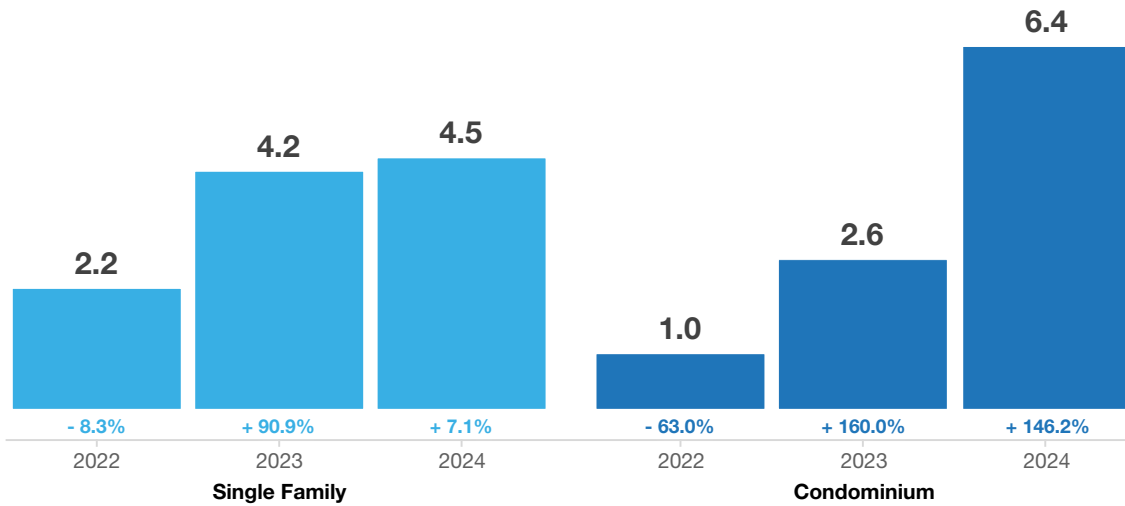


# Months Supply of Inventory

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.



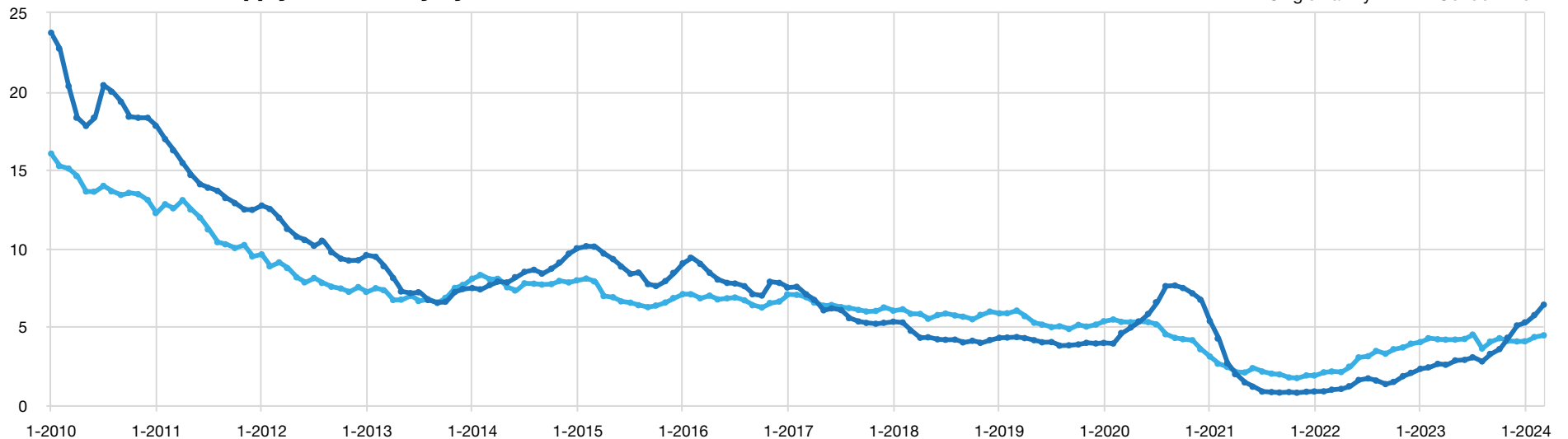
## March



| Months Supply   | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Apr-2023        | 4.2           | + 100.0%              | 2.6         | + 160.0%              |
| May-2023        | 4.2           | + 68.0%               | 2.9         | + 141.7%              |
| Jun-2023        | 4.2           | + 40.0%               | 2.9         | + 81.3%               |
| Jul-2023        | 4.5           | + 45.2%               | 3.1         | + 82.4%               |
| Aug-2023        | 3.6           | + 2.9%                | 2.8         | + 75.0%               |
| Sep-2023        | 4.0           | + 21.2%               | 3.3         | + 153.8%              |
| Oct-2023        | 4.3           | + 19.4%               | 3.6         | + 140.0%              |
| Nov-2023        | 4.1           | + 10.8%               | 4.3         | + 126.3%              |
| Dec-2023        | 4.1           | + 5.1%                | 5.1         | + 142.9%              |
| Jan-2024        | 4.1           | + 2.5%                | 5.3         | + 130.4%              |
| Feb-2024        | 4.3           | 0.0%                  | 5.7         | + 137.5%              |
| <b>Mar-2024</b> | <b>4.5</b>    | <b>+ 7.1%</b>         | <b>6.4</b>  | <b>+ 146.2%</b>       |
| 12-Month Avg*   | 4.2           | + 21.6%               | 4.0         | + 125.1%              |

\* Months Supply for all properties from April 2023 through March 2024. 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 | 3-2023      | 3-2024             | % Change | YTD 2023    | YTD 2024           | % Change |
|---------------------------------------|----------------------|-------------|--------------------|----------|-------------|--------------------|----------|
| <b>New Listings</b>                   |                      | 223         | <b>279</b>         | + 25.1%  | 647         | <b>833</b>         | + 28.7%  |
| <b>Pending Sales</b>                  |                      | 169         | <b>161</b>         | - 4.7%   | 500         | <b>506</b>         | + 1.2%   |
| <b>Closed Sales</b>                   |                      | 209         | <b>185</b>         | - 11.5%  | 473         | <b>508</b>         | + 7.4%   |
| <b>Days on Market Until Sale</b>      |                      | 136         | <b>113</b>         | - 16.9%  | 124         | <b>103</b>         | - 16.9%  |
| <b>Median Sales Price</b>             |                      | \$899,000   | <b>\$1,250,000</b> | + 39.0%  | \$899,950   | <b>\$1,125,000</b> | + 25.0%  |
| <b>Average Sales Price</b>            |                      | \$1,461,805 | <b>\$1,680,294</b> | + 14.9%  | \$1,454,707 | <b>\$1,643,124</b> | + 13.0%  |
| <b>Percent of List Price Received</b> |                      | 97.2%       | <b>97.6%</b>       | + 0.4%   | 97.4%       | <b>97.4%</b>       | 0.0%     |
| <b>Housing Affordability Index</b>    |                      | 46          | <b>32</b>          | - 30.4%  | 46          | <b>35</b>          | - 23.9%  |
| <b>Inventory of Homes for Sale</b>    |                      | 686         | <b>939</b>         | + 36.9%  | —           | —                  | —        |
| <b>Months Supply of Inventory</b>     |                      | 3.9         | <b>6.1</b>         | + 56.4%  | —           | —                  | —        |

# Single Family Monthly Sales Volume

## March 2024



| Area Name                 | March 2024 |                      |                    | February 2024 |                      |                    | March 2023 |                      |                    |
|---------------------------|------------|----------------------|--------------------|---------------|----------------------|--------------------|------------|----------------------|--------------------|
|                           | Units      | Dollar Volume        | Median Sales Price | Units         | Dollar Volume        | Median Sales Price | Units      | Dollar Volume        | Median Sales Price |
| Haiku                     | 7          | \$16,348,000         | \$1,500,000        | 1             | \$975,000            | \$975,000          | 4          | \$5,311,460          | \$1,267,500        |
| Hana                      | 1          | \$1,650,000          | \$1,650,000        | 0             | --                   | --                 | 0          | --                   | --                 |
| Honokohau                 | 0          | --                   | --                 | 0             | --                   | --                 | 0          | --                   | --                 |
| Kaanapali                 | 0          | --                   | --                 | 1             | \$2,950,000          | \$2,950,000        | 1          | \$20,750,000         | \$20,750,000       |
| Kahakuloa                 | 1          | \$1,415,000          | \$1,415,000        | 0             | --                   | --                 | 0          | --                   | --                 |
| Kahului                   | 8          | \$9,639,000          | \$1,195,000        | 8             | \$10,357,020         | \$1,270,760        | 6          | \$6,306,505          | \$975,000          |
| Kapalua                   | 0          | --                   | --                 | 0             | --                   | --                 | 0          | --                   | --                 |
| Kaupo                     | 0          | --                   | --                 | 0             | --                   | --                 | 0          | --                   | --                 |
| Keanae                    | 0          | --                   | --                 | 0             | --                   | --                 | 0          | --                   | --                 |
| Kihei                     | 9          | \$15,326,000         | \$1,490,000        | 7             | \$8,140,000          | \$1,150,000        | 19         | \$21,009,000         | \$1,070,000        |
| Kipahulu                  | 0          | --                   | --                 | 0             | --                   | --                 | 0          | --                   | --                 |
| Kula/Ulupalakua/Kanaio    | 4          | \$7,340,075          | \$1,367,688        | 4             | \$4,475,000          | \$1,147,500        | 7          | \$10,355,000         | \$1,200,000        |
| Lahaina                   | 6          | \$19,932,500         | \$3,503,750        | 0             | --                   | --                 | 7          | \$35,398,758         | \$3,900,000        |
| Maalaea                   | 0          | --                   | --                 | 0             | --                   | --                 | 0          | --                   | --                 |
| Makawao/Olinda/Haliimaile | 6          | \$6,380,000          | \$1,075,000        | 11            | \$13,368,725         | \$1,095,000        | 5          | \$7,392,000          | \$1,200,000        |
| Maui Meadows              | 1          | \$1,700,000          | \$1,700,000        | 3             | \$7,050,000          | \$2,200,000        | 1          | \$800,000            | \$800,000          |
| Nahiku                    | 0          | --                   | --                 | 0             | --                   | --                 | 0          | --                   | --                 |
| Napili/Kahana/Honokowai   | 4          | \$5,130,000          | \$1,190,000        | 3             | \$4,914,216          | \$1,840,000        | 3          | \$3,245,000          | \$820,000          |
| Olowalu                   | 0          | --                   | --                 | 0             | --                   | --                 | 1          | \$2,100,000          | \$2,100,000        |
| Pukalani                  | 0          | --                   | --                 | 1             | \$900,000            | \$900,000          | 4          | \$4,413,000          | \$1,207,500        |
| Spreckelsville/Paia/Kuau  | 2          | \$8,990,000          | \$4,495,000        | 2             | \$6,275,000          | \$3,137,500        | 0          | --                   | --                 |
| Wailea/Makena             | 4          | \$28,825,000         | \$3,812,500        | 6             | \$31,545,000         | \$4,057,500        | 2          | \$15,650,000         | \$7,825,000        |
| Wailuku                   | 15         | \$16,338,692         | \$1,099,000        | 12            | \$14,640,422         | \$1,292,000        | 13         | \$13,493,000         | \$1,013,000        |
| Lanai                     | 0          | --                   | --                 | 1             | \$905,000            | \$905,000          | 0          | --                   | --                 |
| Molokai                   | 7          | \$4,483,000          | \$510,000          | 2             | \$827,000            | \$413,500          | 1          | \$400,000            | \$400,000          |
| <b>All MLS</b>            | <b>75</b>  | <b>\$143,497,267</b> | <b>\$1,303,692</b> | <b>62</b>     | <b>\$107,322,383</b> | <b>\$1,272,000</b> | <b>74</b>  | <b>\$146,623,723</b> | <b>\$1,191,000</b> |

# Condominium Monthly Sales Volume

March 2024



| Area Name                 | March 2024 |                      |                    | February 2024 |                     |                    | March 2023 |                      |                    |
|---------------------------|------------|----------------------|--------------------|---------------|---------------------|--------------------|------------|----------------------|--------------------|
|                           | 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                 | 9          | \$16,120,000         | \$1,350,000        | 3             | \$4,210,000         | \$1,275,000        | 5          | \$7,759,000          | \$1,180,000        |
| Kahakuloa                 | 0          | --                   | --                 | 0             | --                  | --                 | 0          | --                   | --                 |
| Kahului                   | 2          | \$455,000            | \$227,500          | 6             | \$1,809,500         | \$252,750          | 4          | \$1,008,000          | \$263,000          |
| Kapalua                   | 1          | \$2,795,000          | \$2,795,000        | 1             | \$2,950,000         | \$2,950,000        | 2          | \$3,920,000          | \$1,960,000        |
| Kaupo                     | 0          | --                   | --                 | 0             | --                  | --                 | 0          | --                   | --                 |
| Keanae                    | 0          | --                   | --                 | 0             | --                  | --                 | 0          | --                   | --                 |
| Kihei                     | 28         | \$28,564,999         | \$825,000          | 30            | \$26,962,734        | \$745,000          | 56         | \$47,269,500         | \$795,000          |
| Kipahulu                  | 0          | --                   | --                 | 0             | --                  | --                 | 0          | --                   | --                 |
| Kula/Ulupalakua/Kanaio    | 0          | --                   | --                 | 0             | --                  | --                 | 0          | --                   | --                 |
| Lahaina                   | 0          | --                   | --                 | 1             | \$95,000            | \$95,000           | 10         | \$10,201,500         | \$865,000          |
| Maalaea                   | 1          | \$599,000            | \$599,000          | 1             | \$639,000           | \$639,000          | 6          | \$5,194,500          | \$834,500          |
| Makawao/Olinda/Haliimaile | 0          | --                   | --                 | 0             | --                  | --                 | 0          | --                   | --                 |
| Maui Meadows              | 0          | --                   | --                 | 0             | --                  | --                 | 0          | --                   | --                 |
| Nahiku                    | 0          | --                   | --                 | 0             | --                  | --                 | 0          | --                   | --                 |
| Napili/Kahana/Honokowai   | 13         | \$9,890,750          | \$700,000          | 16            | \$12,042,000        | \$769,500          | 16         | \$12,825,000         | \$770,000          |
| Olowalu                   | 0          | --                   | --                 | 0             | --                  | --                 | 0          | --                   | --                 |
| Pukalani                  | 2          | \$1,994,000          | \$997,000          | 0             | --                  | --                 | 2          | \$1,729,000          | \$864,500          |
| Spreckelsville/Paia/Kuau  | 0          | --                   | --                 | 0             | --                  | --                 | 0          | --                   | --                 |
| Wailea/Makena             | 27         | \$79,856,850         | \$2,504,550        | 4             | \$18,055,000        | \$3,175,000        | 9          | \$47,103,500         | \$2,362,500        |
| Wailuku                   | 7          | \$4,367,000          | \$637,000          | 2             | \$1,521,000         | \$760,500          | 6          | \$3,437,000          | \$490,000          |
| Lanai                     | 1          | \$3,055,000          | \$3,055,000        | 0             | --                  | --                 | 0          | --                   | --                 |
| Molokai                   | 2          | \$415,000            | \$207,500          | 2             | \$549,500           | \$274,750          | 6          | \$2,161,500          | \$385,000          |
| <b>All MLS</b>            | <b>93</b>  | <b>\$148,112,599</b> | <b>\$1,300,000</b> | <b>66</b>     | <b>\$68,833,734</b> | <b>\$744,500</b>   | <b>122</b> | <b>\$142,608,500</b> | <b>\$798,250</b>   |



# Land Monthly Sales Volume

## March 2024



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | March 2024 |                     |                    | February 2024 |                     |                    | March 2023 |                     |                    |
|---------------------------|------------|---------------------|--------------------|---------------|---------------------|--------------------|------------|---------------------|--------------------|
|                           | Units      | Dollar Volume       | Median Sales Price | Units         | Dollar Volume       | Median Sales Price | Units      | Dollar Volume       | Median Sales Price |
| Haiku                     | 3          | \$2,125,500         | \$555,000          | 1             | \$175,000           | \$175,000          | 1          | \$875,000           | \$875,000          |
| Hana                      | 0          | --                  | --                 | 0             | --                  | --                 | 3          | \$1,590,000         | \$500,000          |
| Honokohau                 | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Kaanapali                 | 1          | \$1,075,000         | \$1,075,000        | 1             | \$1,100,000         | \$1,100,000        | 2          | \$2,065,000         | \$1,032,500        |
| Kahakuloa                 | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Kahului                   | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Kapalua                   | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Kaupo                     | 0          | --                  | --                 | 1             | \$630,000           | \$630,000          | 0          | --                  | --                 |
| Keanae                    | 0          | --                  | --                 | 1             | \$665,000           | \$665,000          | 0          | --                  | --                 |
| Kihei                     | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Kipahulu                  | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Kula/Ulupalakua/Kanaio    | 1          | \$677,000           | \$677,000          | 1             | \$775,000           | \$775,000          | 2          | \$2,450,000         | \$1,225,000        |
| Lahaina                   | 4          | \$2,790,000         | \$782,500          | 3             | \$1,700,000         | \$500,000          | 0          | --                  | --                 |
| Maalaea                   | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Makawao/Olinda/Haliimaile | 1          | \$1,550,000         | \$1,550,000        | 0             | --                  | --                 | 2          | \$1,900,000         | \$950,000          |
| Maui Meadows              | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Nahiku                    | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Napili/Kahana/Honokowai   | 0          | --                  | --                 | 1             | \$4,200,000         | \$4,200,000        | 0          | --                  | --                 |
| Olowalu                   | 0          | --                  | --                 | 0             | --                  | --                 | 1          | \$780,000           | \$780,000          |
| Pukalani                  | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Spreckelsville/Paia/Kuau  | 1          | \$2,350,000         | \$2,350,000        | 0             | --                  | --                 | 0          | --                  | --                 |
| Wailea/Makena             | 2          | \$7,700,000         | \$3,850,000        | 12            | \$61,475,000        | \$4,100,000        | 1          | \$6,000,000         | \$6,000,000        |
| Wailuku                   | 1          | \$357,000           | \$357,000          | 0             | --                  | --                 | 1          | \$625,000           | \$625,000          |
| Lanai                     | 0          | --                  | --                 | 0             | --                  | --                 | 0          | --                  | --                 |
| Molokai                   | 3          | \$620,000           | \$67,500           | 0             | --                  | --                 | 0          | --                  | --                 |
| <b>All MLS</b>            | <b>17</b>  | <b>\$19,244,500</b> | <b>\$677,000</b>   | <b>21</b>     | <b>\$70,720,000</b> | <b>\$2,250,000</b> | <b>13</b>  | <b>\$16,285,000</b> | <b>\$875,000</b>   |

# Single Family Sales – Year to Date

March 2024 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |               |                | Median Sales Price |                   |               |                | Total Dollar Volume |                   |               |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|---------------|----------------|
|                           | Mar-24 YTD Sales | Mar-23 YTD Sales | Unit Change | Percent Change | Mar-24 YTD Average  | Mar-23 YTD Average | Dollar Change | Percent Change | Mar-24 YTD Median  | Mar-23 YTD Median | Dollar Change | Percent Change | Mar-24 YTD Volume   | Mar-23 YTD Volume | Dollar Change | Percent Change |
| Haiku                     | 16               | 17               | -1          | -5.9%          | \$1,899,250         | \$1,752,615        | +\$146,635    | +8.4%          | \$1,425,000        | \$1,400,000       | +\$25,000     | +1.8%          | \$30,388,000        | \$29,794,460      | +\$593,540    | +2.0%          |
| Hana                      | 1                | 0                | +1          | --             | \$1,650,000         | --                 | --            | --             | \$1,650,000        | --                | --            | --             | \$1,650,000         | \$0               | +\$1,650,000  | --             |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kaanapali                 | 3                | 2                | +1          | +50.0%         | \$2,650,000         | \$12,150,000       | -\$9,500,000  | -78.2%         | \$2,700,000        | \$12,150,000      | -\$9,450,000  | -77.8%         | \$7,950,000         | \$24,300,000      | -\$16,350,000 | -67.3%         |
| Kahakuloa                 | 1                | 0                | +1          | --             | \$1,415,000         | --                 | --            | --             | \$1,415,000        | --                | --            | --             | \$1,415,000         | \$0               | +\$1,415,000  | --             |
| Kahului                   | 23               | 25               | -2          | -8.0%          | \$1,222,462         | \$975,050          | +\$247,412    | +25.4%         | \$1,195,600        | \$936,000         | +\$259,600    | +27.7%         | \$28,116,620        | \$24,376,255      | +\$3,740,365  | +15.3%         |
| Kapalua                   | 0                | 2                | -2          | -100.0%        | --                  | \$4,962,500        | --            | --             | --                 | \$4,962,500       | --            | --             | \$0                 | \$9,925,000       | -\$9,925,000  | -100.0%        |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kihei                     | 27               | 28               | -1          | -3.6%          | \$1,469,111         | \$1,222,464        | +\$246,647    | +20.2%         | \$1,280,000        | \$1,160,000       | +\$120,000    | +10.3%         | \$39,666,000        | \$34,229,000      | +\$5,437,000  | +15.9%         |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kula/Ulupalakua/Kanaio    | 9                | 13               | -4          | -30.8%         | \$1,679,453         | \$1,415,769        | +\$263,684    | +18.6%         | \$1,170,000        | \$1,305,000       | -\$135,000    | -10.3%         | \$15,115,075        | \$18,405,000      | -\$3,289,925  | -17.9%         |
| Lahaina                   | 7                | 14               | -7          | -50.0%         | \$2,969,750         | \$4,180,268        | -\$1,210,518  | -29.0%         | \$3,500,000        | \$2,650,000       | +\$850,000    | +32.1%         | \$20,788,250        | \$58,523,758      | -\$37,735,508 | -64.5%         |
| Maalaea                   | 1                | 0                | +1          | --             | \$2,933,006         | --                 | --            | --             | \$2,933,006        | --                | --            | --             | \$2,933,006         | \$0               | +\$2,933,006  | --             |
| Makawao/Olinda/Haliimaile | 21               | 8                | +13         | +162.5%        | \$1,123,654         | \$1,560,862        | -\$437,208    | -28.0%         | \$1,050,000        | \$1,094,500       | -\$44,500     | -4.1%          | \$23,596,725        | \$12,486,892      | +\$11,109,833 | +89.0%         |
| Maui Meadows              | 5                | 4                | +1          | +25.0%         | \$2,302,000         | \$2,442,250        | -\$140,250    | -5.7%          | \$2,200,000        | \$2,489,500       | -\$289,500    | -11.6%         | \$11,510,000        | \$9,769,000       | +\$1,741,000  | +17.8%         |
| Nahiku                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Napili/Kahana/Honokowai   | 11               | 7                | +4          | +57.1%         | \$1,545,383         | \$1,299,286        | +\$246,098    | +18.9%         | \$1,690,000        | \$1,350,000       | +\$340,000    | +25.2%         | \$16,999,216        | \$9,094,999       | +\$7,904,217  | +86.9%         |
| Olowalu                   | 0                | 1                | -1          | -100.0%        | --                  | \$2,100,000        | --            | --             | --                 | \$2,100,000       | --            | --             | \$0                 | \$2,100,000       | -\$2,100,000  | -100.0%        |
| Pukalani                  | 4                | 7                | -3          | -42.9%         | \$1,057,500         | \$1,114,000        | -\$56,500     | -5.1%          | \$902,500          | \$1,150,000       | -\$247,500    | -21.5%         | \$4,230,000         | \$7,798,000       | -\$3,568,000  | -45.8%         |
| Spreckelsville/Paia/Kuau  | 5                | 2                | +3          | +150.0%        | \$3,428,000         | \$1,701,802        | +\$1,726,199  | +101.4%        | \$3,175,000        | \$1,701,802       | +\$1,473,199  | +86.6%         | \$17,140,000        | \$3,403,603       | +\$13,736,397 | +403.6%        |
| Wailea/Makena             | 11               | 6                | +5          | +83.3%         | \$6,122,541         | \$9,942,749        | -\$3,820,208  | -38.4%         | \$4,350,000        | \$5,750,000       | -\$1,400,000  | -24.3%         | \$67,347,950        | \$59,656,491      | +\$7,691,459  | +12.9%         |
| Wailuku                   | 38               | 35               | +3          | +8.6%          | \$1,181,197         | \$993,661          | +\$187,536    | +18.9%         | \$1,287,000        | \$950,000         | +\$337,000    | +35.5%         | \$44,885,495        | \$34,778,150      | +\$10,107,345 | +29.1%         |
| Lanai                     | 1                | 3                | -2          | -66.7%         | \$905,000           | \$736,667          | +\$168,333    | +22.9%         | \$905,000          | \$740,000         | +\$165,000    | +22.3%         | \$905,000           | \$2,210,000       | -\$1,305,000  | -59.0%         |
| Molokai                   | 10               | 6                | +4          | +66.7%         | \$568,500           | \$440,833          | +\$127,667    | +29.0%         | \$448,500          | \$365,000         | +\$83,500     | +22.9%         | \$5,685,000         | \$2,645,000       | +\$3,040,000  | +114.9%        |
| All MLS                   | 194              | 180              | +14         | +7.8%          | \$1,754,234         | \$1,908,309        | -\$154,075    | -8.1%          | \$1,300,000        | \$1,150,000       | +\$150,000    | +13.0%         | \$340,321,337       | \$343,495,608     | -\$3,174,271  | -0.9%          |

# Total Condominium Sales – Year to Date

March 2024 YTD



| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |               |                | Median Sales Price |                   |               |                | Total Dollar Volume |                   |               |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|---------------|----------------|
|                           | Mar-24 YTD Sales | Mar-23 YTD Sales | Unit Change | Percent Change | Mar-24 YTD Average  | Mar-23 YTD Average | Dollar Change | Percent Change | Mar-24 YTD Median  | Mar-23 YTD Median | Dollar Change | Percent Change | Mar-24 YTD Volume   | Mar-23 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                 | 23               | 15               | +8          | +53.3%         | \$1,613,261         | \$1,883,933        | -\$270,672    | -14.4%         | \$1,550,000        | \$1,975,000       | -\$425,000    | -21.5%         | \$37,105,000        | \$28,259,000      | +\$8,846,000  | +31.3%         |
| Kahakuloa                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kahului                   | 13               | 7                | +6          | +85.7%         | \$269,885           | \$257,571          | +\$12,313     | +4.8%          | \$251,000          | \$275,000         | -\$24,000     | -8.7%          | \$3,508,500         | \$1,803,000       | +\$1,705,500  | +94.6%         |
| Kapalua                   | 2                | 7                | -5          | -71.4%         | \$2,872,500         | \$1,862,143        | +\$1,010,357  | +54.3%         | \$2,872,500        | \$1,695,000       | +\$1,177,500  | +69.5%         | \$5,745,000         | \$13,035,000      | -\$7,290,000  | -55.9%         |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kihei                     | 91               | 97               | -6          | -6.2%          | \$932,321           | \$866,360          | +\$65,961     | +7.6%          | \$785,000          | \$799,000         | -\$14,000     | -1.8%          | \$84,841,233        | \$84,036,900      | +\$804,333    | +1.0%          |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Lahaina                   | 1                | 24               | -23         | -95.8%         | \$95,000            | \$1,043,563        | -\$948,563    | -90.9%         | \$95,000           | \$865,000         | -\$770,000    | -89.0%         | \$95,000            | \$25,045,500      | -\$24,950,500 | -99.6%         |
| Maalaea                   | 6                | 13               | -7          | -53.8%         | \$814,667           | \$778,731          | +\$35,936     | +4.6%          | \$792,000          | \$729,000         | +\$63,000     | +8.6%          | \$4,888,000         | \$10,123,500      | -\$5,235,500  | -51.7%         |
| 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   | 48               | 38               | +10         | +26.3%         | \$720,536           | \$726,079          | -\$5,542      | -0.8%          | \$687,500          | \$691,500         | -\$4,000      | -0.6%          | \$34,585,750        | \$27,591,000      | +\$6,994,750  | +25.4%         |
| Olowalu                   | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Pukalani                  | 3                | 2                | +1          | +50.0%         | \$973,333           | \$864,500          | +\$108,833    | +12.6%         | \$969,000          | \$864,500         | +\$104,500    | +12.1%         | \$2,920,000         | \$1,729,000       | +\$1,191,000  | +68.9%         |
| Spreckelsville/Paia/Kuau  | 1                | 0                | +1          | --             | \$838,500           | --                 | --            | --             | \$838,500          | --                | --            | --             | \$838,500           | \$0               | +\$838,500    | --             |
| Wailea/Makena             | 43               | 18               | +25         | +138.9%        | \$3,214,017         | \$4,759,750        | -\$1,545,733  | -32.5%         | \$2,690,000        | \$2,456,250       | +\$233,750    | +9.5%          | \$138,202,749       | \$85,675,500      | +\$52,527,249 | +61.3%         |
| Wailuku                   | 15               | 13               | +2          | +15.4%         | \$602,867           | \$525,000          | +\$77,867     | +14.8%         | \$615,000          | \$490,000         | +\$125,000    | +25.5%         | \$9,043,000         | \$6,825,000       | +\$2,218,000  | +32.5%         |
| Lanai                     | 1                | 1                | 0           | 0.0%           | \$3,055,000         | \$1,650,000        | +\$1,405,000  | +85.2%         | \$3,055,000        | \$1,650,000       | +\$1,405,000  | +85.2%         | \$3,055,000         | \$1,650,000       | +\$1,405,000  | +85.2%         |
| Molokai                   | 4                | 8                | -4          | -50.0%         | \$241,125           | \$332,688          | -\$91,563     | -27.5%         | \$267,250          | \$365,000         | -\$97,750     | -26.8%         | \$964,500           | \$2,661,500       | -\$1,697,000  | -63.8%         |
| All MLS                   | 251              | 243              | +8          | +3.3%          | \$1,297,977         | \$1,186,975        | +\$111,002    | +9.4%          | \$830,000          | \$800,000         | +\$30,000     | +3.8%          | \$325,792,232       | \$288,434,900     | +\$37,357,332 | +13.0%         |

# Fee Simple Condominium Sales – Year to Date

March 2024 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price      |                          |                   |                   | Median Sales Price      |                         |                  |                   | Total Dollar Volume     |                         |                      |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|--------------------------|--------------------------|-------------------|-------------------|-------------------------|-------------------------|------------------|-------------------|-------------------------|-------------------------|----------------------|-------------------|
|                           | Mar-24<br>YTD<br>Sales | Mar-23<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | Mar-24<br>YTD<br>Average | Mar-23<br>YTD<br>Average | Dollar<br>Change  | Percent<br>Change | Mar-24<br>YTD<br>Median | Mar-23<br>YTD<br>Median | Dollar<br>Change | Percent<br>Change | Mar-24<br>YTD<br>Volume | Mar-23<br>YTD<br>Volume | Dollar<br>Change     | Percent<br>Change |
| Haiku                     | 0                      | 0                      | 0              | --                | --                       | --                       | --                | --                | --                      | --                      | --               | --                | \$0                     | \$0                     | \$0                  | --                |
| Hana                      | 0                      | 0                      | 0              | --                | --                       | --                       | --                | --                | --                      | --                      | --               | --                | \$0                     | \$0                     | \$0                  | --                |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                       | --                       | --                | --                | --                      | --                      | --               | --                | \$0                     | \$0                     | \$0                  | --                |
| Kaanapali                 | 22                     | 12                     | +10            | +83.3%            | \$1,662,955              | \$2,146,583              | -\$483,629        | -22.5%            | \$1,557,500             | \$1,995,000             | -\$437,500       | -21.9%            | \$36,585,000            | \$25,759,000            | +\$10,826,000        | +42.0%            |
| Kahakuloa                 | 0                      | 0                      | 0              | --                | --                       | --                       | --                | --                | --                      | --                      | --               | --                | \$0                     | \$0                     | \$0                  | --                |
| Kahului                   | 13                     | 7                      | +6             | +85.7%            | \$269,885                | \$257,571                | +\$12,313         | +4.8%             | \$251,000               | \$275,000               | -\$24,000        | -8.7%             | \$3,508,500             | \$1,803,000             | +\$1,705,500         | +94.6%            |
| Kapalua                   | 2                      | 7                      | -5             | -71.4%            | \$2,872,500              | \$1,862,143              | +\$1,010,357      | +54.3%            | \$2,872,500             | \$1,695,000             | +\$1,177,500     | +69.5%            | \$5,745,000             | \$13,035,000            | -\$7,290,000         | -55.9%            |
| Kaupo                     | 0                      | 0                      | 0              | --                | --                       | --                       | --                | --                | --                      | --                      | --               | --                | \$0                     | \$0                     | \$0                  | --                |
| Keanae                    | 0                      | 0                      | 0              | --                | --                       | --                       | --                | --                | --                      | --                      | --               | --                | \$0                     | \$0                     | \$0                  | --                |
| Kihei                     | 87                     | 95                     | -8             | -8.4%             | \$958,106                | \$869,431                | +\$88,676         | +10.2%            | \$790,000               | \$799,000               | -\$9,000         | -1.1%             | \$83,355,233            | \$82,595,900            | +\$759,333           | +0.9%             |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                       | --                       | --                | --                | --                      | --                      | --               | --                | \$0                     | \$0                     | \$0                  | --                |
| Kula/Ulupalakua/Kanaio    | 0                      | 0                      | 0              | --                | --                       | --                       | --                | --                | --                      | --                      | --               | --                | \$0                     | \$0                     | \$0                  | --                |
| Lahaina                   | 1                      | 22                     | -21            | -95.5%            | \$95,000                 | \$1,104,341              | -\$1,009,341      | -91.4%            | \$95,000                | \$865,750               | -\$770,750       | -89.0%            | \$95,000                | \$24,295,500            | -\$24,200,500        | -99.6%            |
| Maalaea                   | 3                      | 5                      | -2             | -40.0%            | \$1,090,000              | \$991,500                | +\$98,500         | +9.9%             | \$1,000,000             | \$915,000               | +\$85,000        | +9.3%             | \$3,270,000             | \$4,957,500             | -\$1,687,500         | -34.0%            |
| 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   | 38                     | 28                     | +10            | +35.7%            | \$744,092                | \$791,786                | -\$47,694         | -6.0%             | \$705,000               | \$770,000               | -\$65,000        | -8.4%             | \$28,275,500            | \$22,170,000            | +\$6,105,500         | +27.5%            |
| Olowalu                   | 0                      | 0                      | 0              | --                | --                       | --                       | --                | --                | --                      | --                      | --               | --                | \$0                     | \$0                     | \$0                  | --                |
| Pukalani                  | 3                      | 2                      | +1             | +50.0%            | \$973,333                | \$864,500                | +\$108,833        | +12.6%            | \$969,000               | \$864,500               | +\$104,500       | +12.1%            | \$2,920,000             | \$1,729,000             | +\$1,191,000         | +68.9%            |
| Spreckelsville/Paia/Kuau  | 1                      | 0                      | +1             | --                | \$838,500                | --                       | --                | --                | \$838,500               | --                      | --               | --                | \$838,500               | \$0                     | +\$838,500           | --                |
| Wailea/Makena             | 43                     | 18                     | +25            | +138.9%           | \$3,214,017              | \$4,759,750              | -\$1,545,733      | -32.5%            | \$2,690,000             | \$2,456,250             | +\$233,750       | +9.5%             | \$138,202,749           | \$85,675,500            | +\$52,527,249        | +61.3%            |
| Wailuku                   | 15                     | 13                     | +2             | +15.4%            | \$602,867                | \$525,000                | +\$77,867         | +14.8%            | \$615,000               | \$490,000               | +\$125,000       | +25.5%            | \$9,043,000             | \$6,825,000             | +\$2,218,000         | +32.5%            |
| Lanai                     | 1                      | 1                      | 0              | 0.0%              | \$3,055,000              | \$1,650,000              | +\$1,405,000      | +85.2%            | \$3,055,000             | \$1,650,000             | +\$1,405,000     | +85.2%            | \$3,055,000             | \$1,650,000             | +\$1,405,000         | +85.2%            |
| Molokai                   | 3                      | 7                      | -4             | -57.1%            | \$274,833                | \$358,786                | -\$83,952         | -23.4%            | \$275,000               | \$380,000               | -\$105,000       | -27.6%            | \$824,500               | \$2,511,500             | -\$1,687,000         | -67.2%            |
| <b>All MLS</b>            | <b>232</b>             | <b>217</b>             | <b>+15</b>     | <b>+6.9%</b>      | <b>\$1,360,853</b>       | <b>\$1,258,096</b>       | <b>+\$102,757</b> | <b>+8.2%</b>      | <b>\$900,000</b>        | <b>\$835,000</b>        | <b>+\$65,000</b> | <b>+7.8%</b>      | <b>\$315,717,982</b>    | <b>\$273,006,900</b>    | <b>+\$42,711,082</b> | <b>+15.6%</b>     |

# Leasehold Condominium Sales – Year to Date

March 2024 YTD



| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |                  |                | Median Sales Price |                   |                  |                | Total Dollar Volume |                     |                     |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|------------------|----------------|--------------------|-------------------|------------------|----------------|---------------------|---------------------|---------------------|----------------|
|                           | Mar-24 YTD Sales | Mar-23 YTD Sales | Unit Change | Percent Change | Mar-24 YTD Average  | Mar-23 YTD Average | Dollar Change    | Percent Change | Mar-24 YTD Median  | Mar-23 YTD Median | Dollar Change    | Percent Change | Mar-24 YTD Volume   | Mar-23 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                 | 1                | 3                | -2          | -66.7%         | \$520,000           | \$833,333          | -\$313,333       | -37.6%         | \$520,000          | \$650,000         | -\$130,000       | -20.0%         | \$520,000           | \$2,500,000         | -\$1,980,000        | -79.2%         |
| 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                     | 4                | 2                | +2          | +100.0%        | \$371,500           | \$720,500          | -\$349,000       | -48.4%         | \$386,000          | \$720,500         | -\$334,500       | -46.4%         | \$1,486,000         | \$1,441,000         | +\$45,000           | +3.1%          |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                 | --             |
| Lahaina                   | 0                | 2                | -2          | -100.0%        | --                  | \$375,000          | --               | --             | --                 | \$375,000         | --               | --             | \$0                 | \$750,000           | -\$750,000          | -100.0%        |
| Maalaea                   | 3                | 8                | -5          | -62.5%         | \$539,333           | \$645,750          | -\$106,417       | -16.5%         | \$599,000          | \$667,500         | -\$68,500        | -10.3%         | \$1,618,000         | \$5,166,000         | -\$3,548,000        | -68.7%         |
| 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               | 10               | 0           | 0.0%           | \$631,025           | \$542,100          | +\$88,925        | +16.4%         | \$432,500          | \$354,000         | +\$78,500        | +22.2%         | \$6,310,250         | \$5,421,000         | +\$889,250          | +16.4%         |
| 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                | 1                | 0           | 0.0%           | \$140,000           | \$150,000          | -\$10,000        | -6.7%          | \$140,000          | \$150,000         | -\$10,000        | -6.7%          | \$140,000           | \$150,000           | -\$10,000           | -6.7%          |
| <b>All MLS</b>            | <b>19</b>        | <b>26</b>        | <b>-7</b>   | <b>-26.9%</b>  | <b>\$530,224</b>    | <b>\$593,385</b>   | <b>-\$63,161</b> | <b>-10.6%</b>  | <b>\$475,000</b>   | <b>\$562,500</b>  | <b>-\$87,500</b> | <b>-15.6%</b>  | <b>\$10,074,250</b> | <b>\$15,428,000</b> | <b>-\$5,353,750</b> | <b>-34.7%</b>  |

# Land Sales – Year to Date

March 2024 YTD



| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |               |                | Median Sales Price |                   |               |                | Total Dollar Volume |                   |                |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|----------------|----------------|
|                           | Mar-24 YTD Sales | Mar-23 YTD Sales | Unit Change | Percent Change | Mar-24 YTD Average  | Mar-23 YTD Average | Dollar Change | Percent Change | Mar-24 YTD Median  | Mar-23 YTD Median | Dollar Change | Percent Change | Mar-24 YTD Volume   | Mar-23 YTD Volume | Dollar Change  | Percent Change |
| Haiku                     | 6                | 7                | -1          | -14.3%         | \$628,417           | \$679,294          | -\$50,878     | -7.5%          | \$500,250          | \$706,500         | -\$206,250    | -29.2%         | \$3,770,500         | \$6,475,765       | -\$2,705,265   | -41.8%         |
| Hana                      | 1                | 6                | -5          | -83.3%         | \$365,000           | \$565,833          | -\$200,833    | -35.5%         | \$365,000          | \$582,500         | -\$217,500    | -37.3%         | \$365,000           | \$3,395,000       | -\$3,030,000   | -89.2%         |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kaanapali                 | 3                | 5                | -2          | -40.0%         | \$955,000           | \$2,728,200        | -\$1,773,200  | -65.0%         | \$1,075,000        | \$940,000         | +\$135,000    | +14.4%         | \$2,865,000         | \$13,641,000      | -\$10,776,000  | -79.0%         |
| Kahakuloa                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kahului                   | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kapalua                   | 2                | 0                | +2          | --             | \$1,700,000         | --                 | --            | --             | \$1,700,000        | --                | --            | --             | \$3,125,000         | \$0               | +\$3,125,000   | --             |
| Kaupo                     | 1                | 0                | +1          | --             | \$630,000           | --                 | --            | --             | \$630,000          | --                | --            | --             | \$630,000           | \$0               | +\$630,000     | --             |
| Keanae                    | 1                | 0                | +1          | --             | \$665,000           | --                 | --            | --             | \$665,000          | --                | --            | --             | \$665,000           | \$0               | +\$665,000     | --             |
| Kihei                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kula/Ulupalakua/Kanaio    | 4                | 7                | -3          | -42.9%         | \$644,250           | \$1,593,643        | -\$949,393    | -59.6%         | \$726,000          | \$1,350,000       | -\$624,000    | -46.2%         | \$2,577,000         | \$11,155,500      | -\$8,578,500   | -76.9%         |
| Lahaina                   | 10               | 0                | +10         | --             | \$725,100           | --                 | --            | --             | \$750,001          | --                | --            | --             | \$7,251,001         | \$0               | +\$7,251,001   | --             |
| Maalaea                   | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Makawao/Olinda/Haliimaile | 1                | 3                | -2          | -66.7%         | \$1,550,000         | \$1,133,333        | +\$416,667    | +36.8%         | \$1,550,000        | \$1,300,000       | +\$250,000    | +19.2%         | \$1,550,000         | \$3,400,000       | -\$1,850,000   | -54.4%         |
| Maui Meadows              | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Nahiku                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Napili/Kahana/Honokowai   | 1                | 0                | +1          | --             | \$4,200,000         | --                 | --            | --             | \$4,200,000        | --                | --            | --             | \$4,200,000         | \$0               | +\$4,200,000   | --             |
| Olowalu                   | 0                | 1                | -1          | -100.0%        | --                  | \$780,000          | --            | --             | --                 | \$780,000         | --            | --             | \$0                 | \$780,000         | -\$780,000     | -100.0%        |
| Pukalani                  | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Spreckelsville/Paia/Kuau  | 1                | 0                | +1          | --             | \$2,350,000         | --                 | --            | --             | \$2,350,000        | --                | --            | --             | \$2,350,000         | \$0               | +\$2,350,000   | --             |
| Wailea/Makena             | 27               | 2                | +25         | +1,250.0%      | \$5,046,296         | \$4,250,000        | +\$796,296    | +18.7%         | \$4,500,000        | \$4,250,000       | +\$250,000    | +5.9%          | \$136,250,000       | \$8,500,000       | +\$127,750,000 | +1,502.9%      |
| Wailuku                   | 2                | 17               | -15         | -88.2%         | \$1,078,500         | \$551,706          | +\$526,794    | +95.5%         | \$1,078,500        | \$550,000         | +\$528,500    | +96.1%         | \$2,157,000         | \$9,379,000       | -\$7,222,000   | -77.0%         |
| Lanai                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Molokai                   | 3                | 2                | +1          | +50.0%         | \$206,667           | \$182,500          | +\$24,167     | +13.2%         | \$67,500           | \$182,500         | -\$115,000    | -63.0%         | \$620,000           | \$365,000         | +\$255,000     | +69.9%         |
| All MLS                   | 63               | 50               | +13         | +26.0%         | \$2,692,750         | \$1,116,148        | +\$1,576,602  | +141.3%        | \$1,375,000        | \$625,000         | +\$750,000    | +120.0%        | \$168,375,501       | \$57,091,265      | +\$111,284,236 | +194.9%        |