

# Monthly Indicators



## December 2023

U.S. existing-home sales rose from a 13-year low, climbing 0.8% from the previous month and breaking a five-month streak in which sales declined, according to the National Association of REALTORS® (NAR). Despite the increase, sales were down 7.3% compared to the same period last year, as affordability challenges continue to hinder prospective buyers. Most of this period's closed sales went under contract in October, when mortgage rates were at a two-decade high. With rates having dropped more than a full percentage point since then, existing-home sales may continue to pick up in the months ahead.

New Listings decreased 19.0 percent for Single Family homes but increased 109.5 percent for Condominium homes. Pending Sales increased 26.3 percent for Single Family homes and 51.9 percent for Condominium homes. Inventory decreased 23.6 percent for Single Family homes but increased 65.5 percent for Condominium homes.

Median Sales Price increased 11.0 percent to \$1,200,000 for Single Family homes and 10.4 percent to \$850,000 for Condominium homes. Days on Market decreased 29.4 percent for Single Family homes but increased 16.5 percent for Condominium homes. Months Supply of Inventory decreased 5.1 percent for Single Family homes but increased 138.1 percent for Condominium homes.

Low levels of inventory continue to impact U.S. home sales, offering few options for aspiring buyers to choose from. Going into December there were 1.13 million units for sale, down 1.7% from the previous month but up 0.9% from the same period last year, for a 3.5 months' supply at the current sales pace. As a result, sales prices remain high nationwide, with NAR reporting the median existing-home price rose 4% annually to \$387,600 as of last measure, the fifth consecutive month of year-over-year price gains. Homebuyer demand is picking up, and without a significant increase in supply, experts believe home prices will likely remain elevated for some time to come.

## Quick Facts

<b>- 6.7%</b>	<b>+ 19.3%</b>	<b>+ 10.3%</b>
Change in Number of <b>Closed Sales</b> All Properties	Change in Number of <b>Median Sales Price</b> All Properties	Change in Number of <b>Homes for Sale</b> 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	12-2022	12-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		100	<b>81</b>	- 19.0%	1,299	<b>988</b>	- 23.9%
<b>Pending Sales</b>		57	<b>72</b>	+ 26.3%	917	<b>752</b>	- 18.0%
<b>Closed Sales</b>		66	<b>55</b>	- 16.7%	1,023	<b>729</b>	- 28.7%
<b>Days on Market Until Sale</b>		136	<b>96</b>	- 29.4%	119	<b>115</b>	- 3.4%
<b>Median Sales Price</b>		\$1,081,250	<b>\$1,200,000</b>	+ 11.0%	\$1,105,000	<b>\$1,200,000</b>	+ 8.6%
<b>Average Sales Price</b>		\$1,313,617	<b>\$1,474,813</b>	+ 12.3%	\$1,706,571	<b>\$1,738,869</b>	+ 1.9%
<b>Percent of List Price Received</b>		96.4%	<b>97.9%</b>	+ 1.6%	98.3%	<b>96.8%</b>	- 1.5%
<b>Housing Affordability Index</b>		35	<b>31</b>	- 11.4%	35	<b>31</b>	- 11.4%
<b>Inventory of Homes for Sale</b>		301	<b>230</b>	- 23.6%	—	—	—
<b>Months Supply of Inventory</b>		3.9	<b>3.7</b>	- 5.1%	—	—	—

# Condominium Market Overview

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



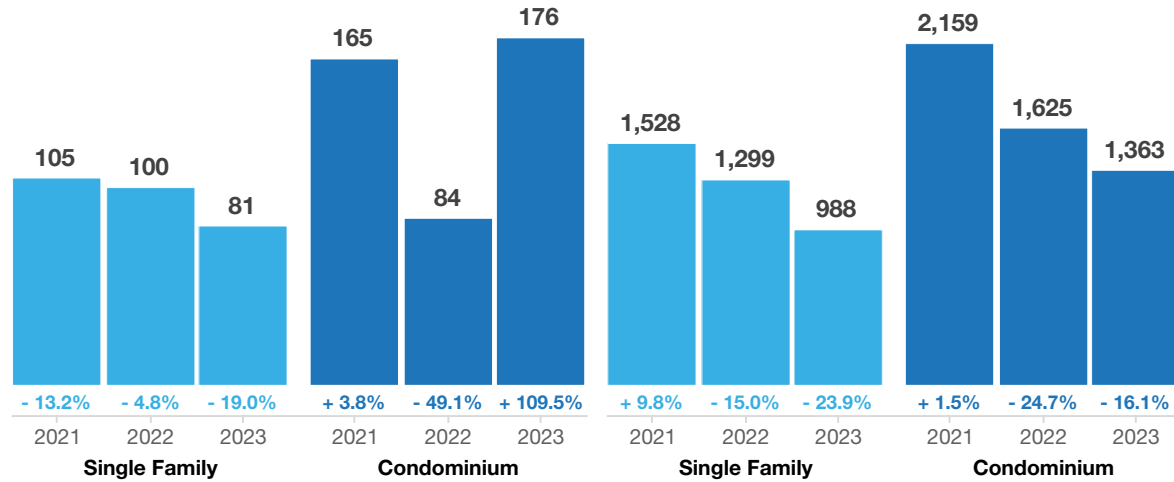
Key Metrics	Historical Sparkbars	12-2022	12-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		84	<b>176</b>	+ 109.5%	1,625	<b>1,363</b>	- 16.1%
<b>Pending Sales</b>		52	<b>79</b>	+ 51.9%	1,350	<b>917</b>	- 32.1%
<b>Closed Sales</b>		69	<b>94</b>	+ 36.2%	1,520	<b>969</b>	- 36.3%
<b>Days on Market Until Sale</b>		85	<b>99</b>	+ 16.5%	77	<b>107</b>	+ 39.0%
<b>Median Sales Price</b>		\$770,000	<b>\$850,000</b>	+ 10.4%	\$775,000	<b>\$832,500</b>	+ 7.4%
<b>Average Sales Price</b>		\$1,032,435	<b>\$1,497,972</b>	+ 45.1%	\$1,087,199	<b>\$1,237,112</b>	+ 13.8%
<b>Percent of List Price Received</b>		98.2%	<b>98.5%</b>	+ 0.3%	99.6%	<b>98.3%</b>	- 1.3%
<b>Housing Affordability Index</b>		50	<b>44</b>	- 12.0%	49	<b>45</b>	- 8.2%
<b>Inventory of Homes for Sale</b>		232	<b>384</b>	+ 65.5%	—	—	—
<b>Months Supply of Inventory</b>		2.1	<b>5.0</b>	+ 138.1%	—	—	—

# New Listings

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

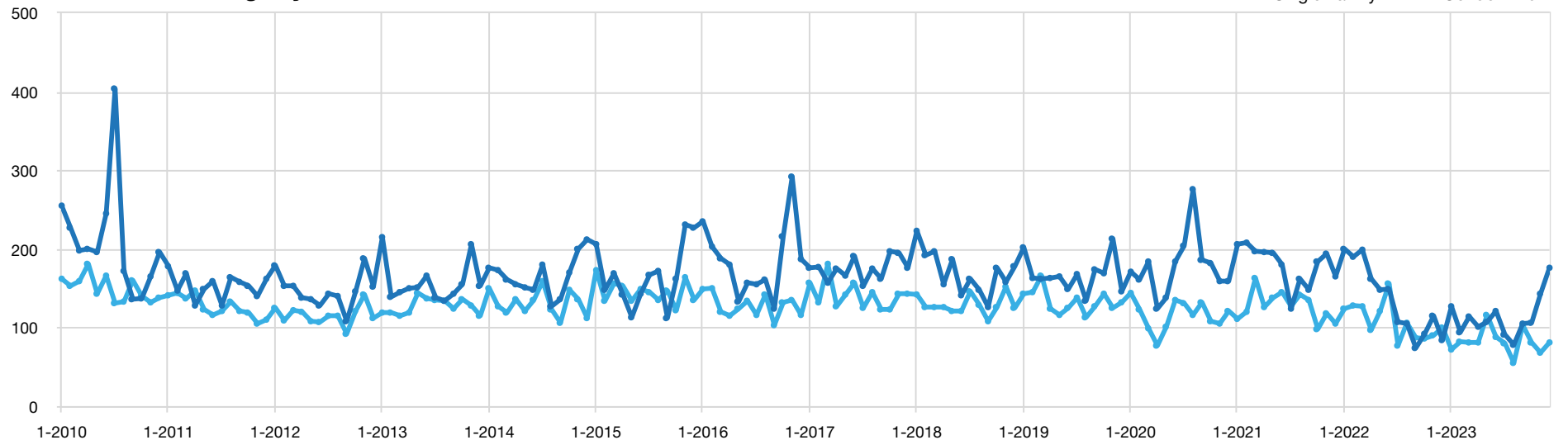


## December



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2023	72	- 41.9%	127	- 36.5%
Feb-2023	82	- 35.9%	94	- 50.5%
Mar-2023	81	- 36.2%	114	- 42.7%
Apr-2023	81	- 16.5%	101	- 37.7%
May-2023	116	- 4.1%	107	- 27.7%
Jun-2023	88	- 43.6%	121	- 18.8%
Jul-2023	80	+ 3.9%	91	- 15.0%
Aug-2023	55	- 48.1%	78	- 25.7%
Sep-2023	103	+ 18.4%	105	+ 41.9%
Oct-2023	81	- 5.8%	106	+ 15.2%
Nov-2023	68	- 24.4%	143	+ 24.3%
<b>Dec-2023</b>	<b>81</b>	<b>- 19.0%</b>	<b>176</b>	<b>+ 109.5%</b>
12-Month Avg	82	- 24.1%	114	- 15.6%

## Historical New Listings by Month

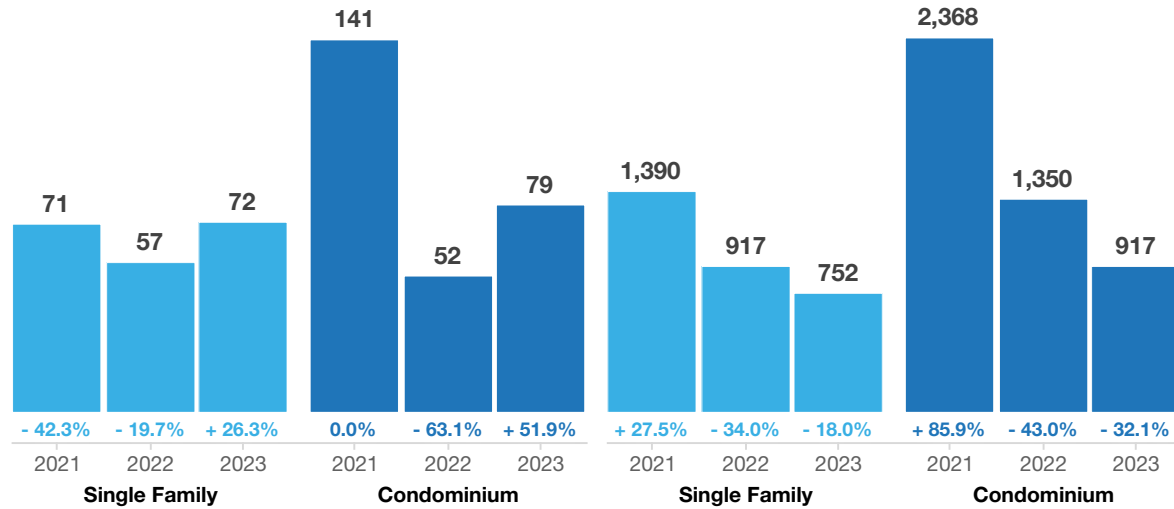


# Pending Sales

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

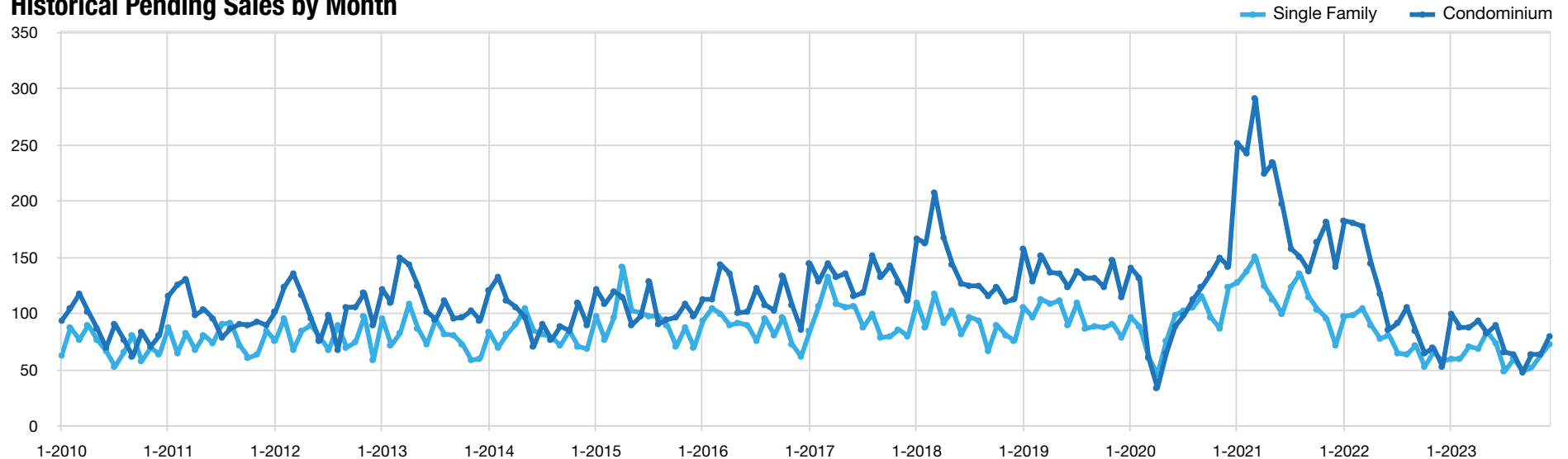


## December



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2023	59	-39.2%	99	-45.6%
Feb-2023	59	-39.8%	87	-51.7%
Mar-2023	70	-32.7%	87	-50.8%
Apr-2023	68	-23.6%	93	-35.4%
May-2023	83	+7.8%	82	-29.9%
Jun-2023	73	-8.8%	89	+4.7%
Jul-2023	48	-25.0%	65	-28.6%
Aug-2023	59	-6.3%	63	-40.0%
Sep-2023	48	-32.4%	47	-44.0%
Oct-2023	51	-1.9%	63	-1.6%
Nov-2023	62	-4.6%	63	-8.7%
<b>Dec-2023</b>	<b>72</b>	<b>+26.3%</b>	<b>79</b>	<b>+51.9%</b>
12-Month Avg	63	-17.1%	76	-32.7%

## Historical Pending Sales by Month

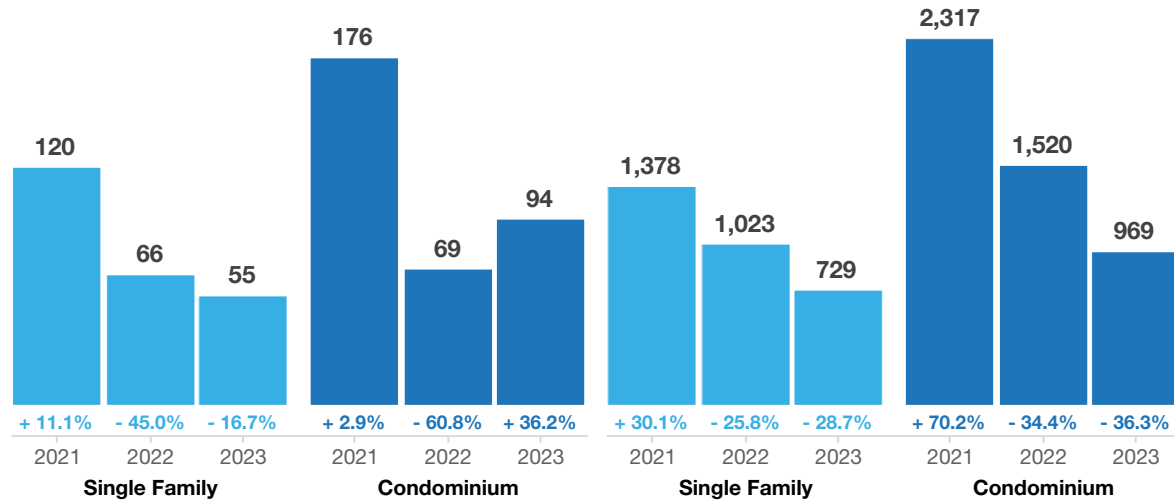


# Closed Sales

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

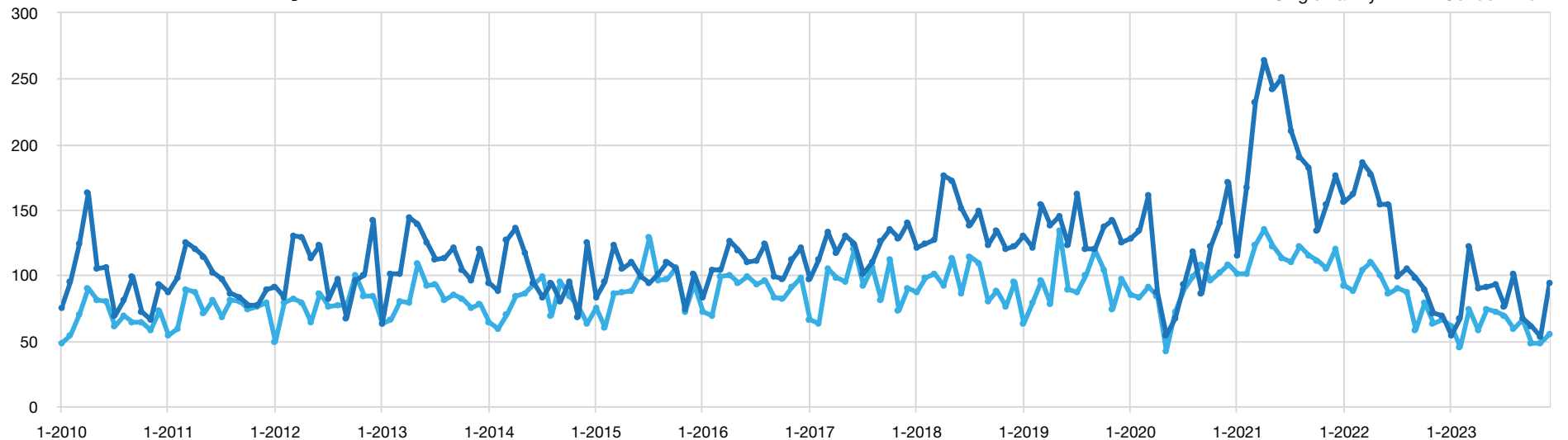


## December



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2023	61	- 33.7%	54	- 65.4%
Feb-2023	45	- 48.9%	67	- 58.6%
Mar-2023	74	- 28.8%	122	- 34.4%
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%	61	- 31.5%
Nov-2023	48	- 23.8%	53	- 25.4%
<b>Dec-2023</b>	<b>55</b>	<b>- 16.7%</b>	<b>94</b>	<b>+ 36.2%</b>
12-Month Avg	61	- 28.2%	81	- 36.2%

## Historical Closed Sales by Month

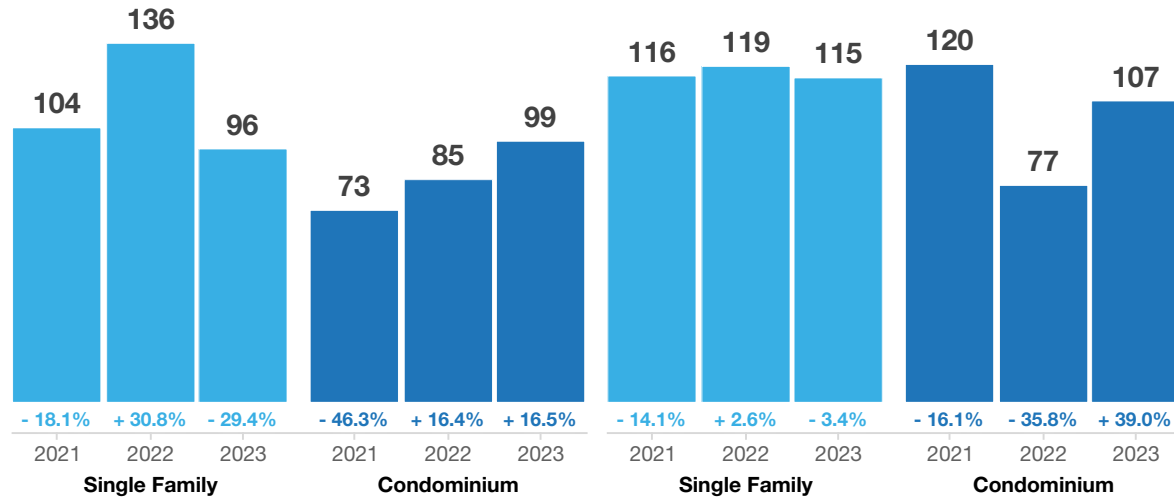


# Days on Market Until Sale

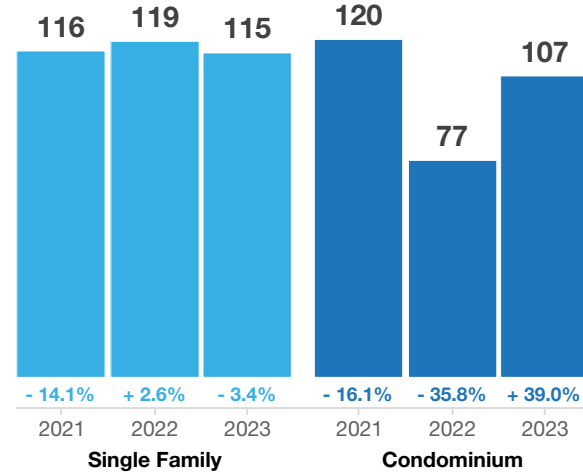
Average number of days between when a property is listed and when it closed in a given month.



## December



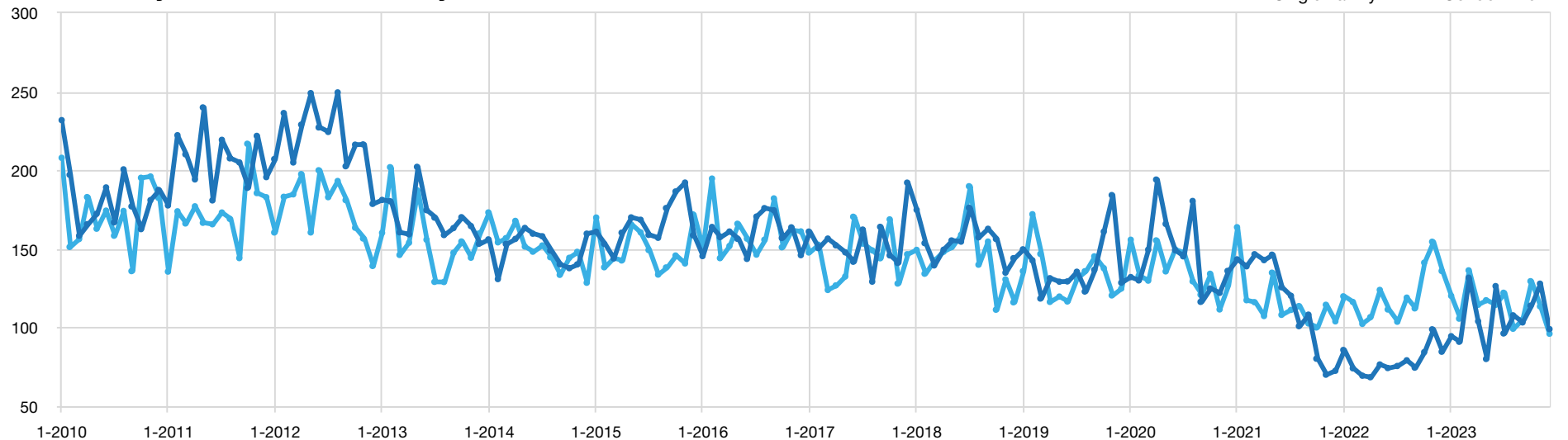
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2023	120	0.0%	94	+ 9.3%
Feb-2023	106	- 8.6%	91	+ 23.0%
Mar-2023	136	+ 33.3%	132	+ 91.3%
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%	114	+ 35.7%
Nov-2023	113	- 27.1%	128	+ 29.3%
<b>Dec-2023</b>	<b>96</b>	<b>- 29.4%</b>	<b>99</b>	<b>+ 16.5%</b>
12-Month Avg*	115	- 3.3%	107	+ 38.5%

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

## Historical Days on Market Until Sale by Month

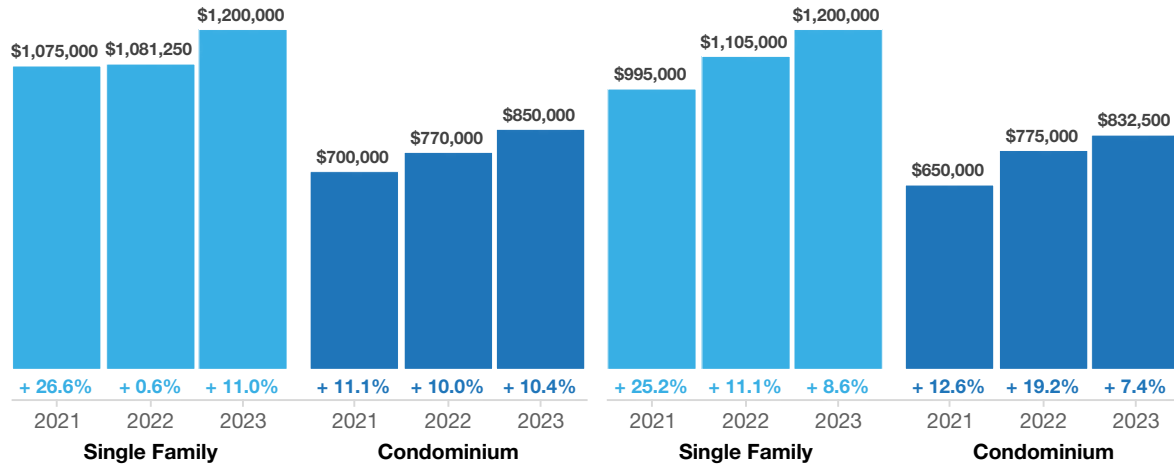


# Median Sales Price

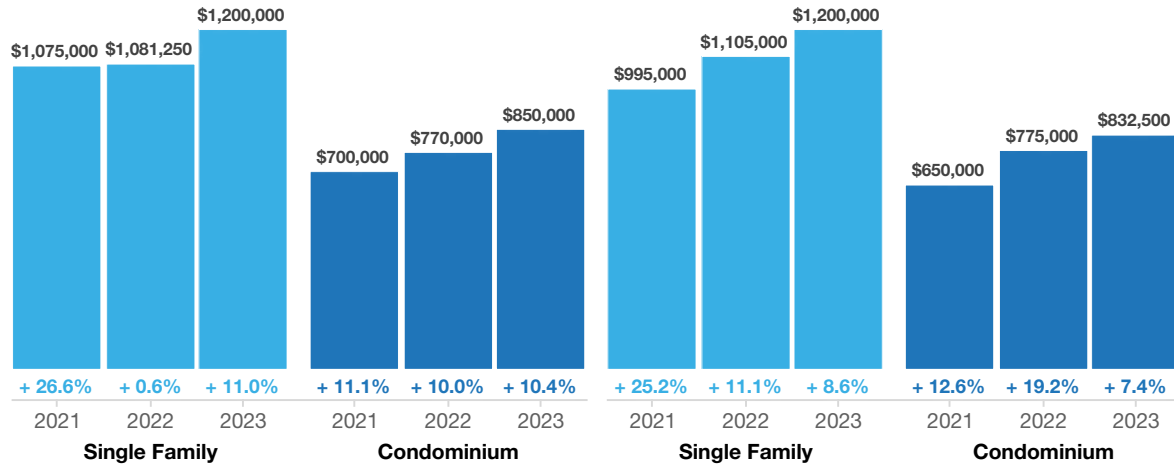
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



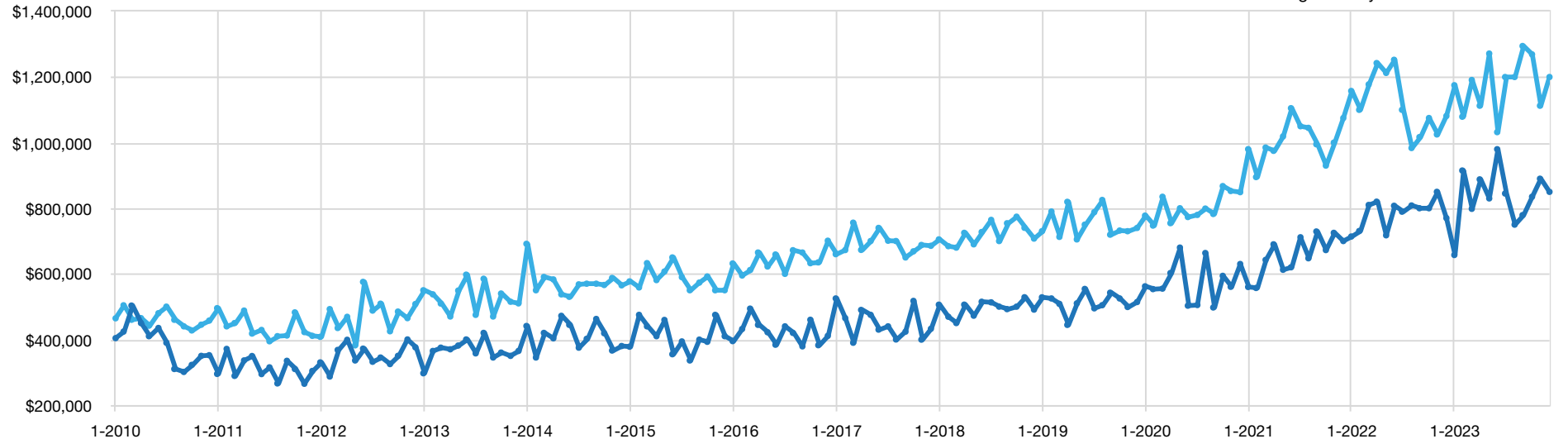
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2023	\$1,175,000	+ 1.5%	\$657,500	- 7.9%
Feb-2023	\$1,079,000	- 1.9%	\$915,000	+ 25.3%
Mar-2023	\$1,191,000	+ 1.1%	\$798,250	- 1.5%
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%	\$835,000	+ 4.4%
Nov-2023	\$1,112,500	+ 8.5%	\$890,000	+ 4.7%
<b>Dec-2023</b>	<b>\$1,200,000</b>	<b>+ 11.0%</b>	<b>\$850,000</b>	<b>+ 10.4%</b>
12-Month Avg*	\$1,200,000	+ 8.6%	\$832,500	+ 7.4%

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

## Historical Median Sales Price by Month



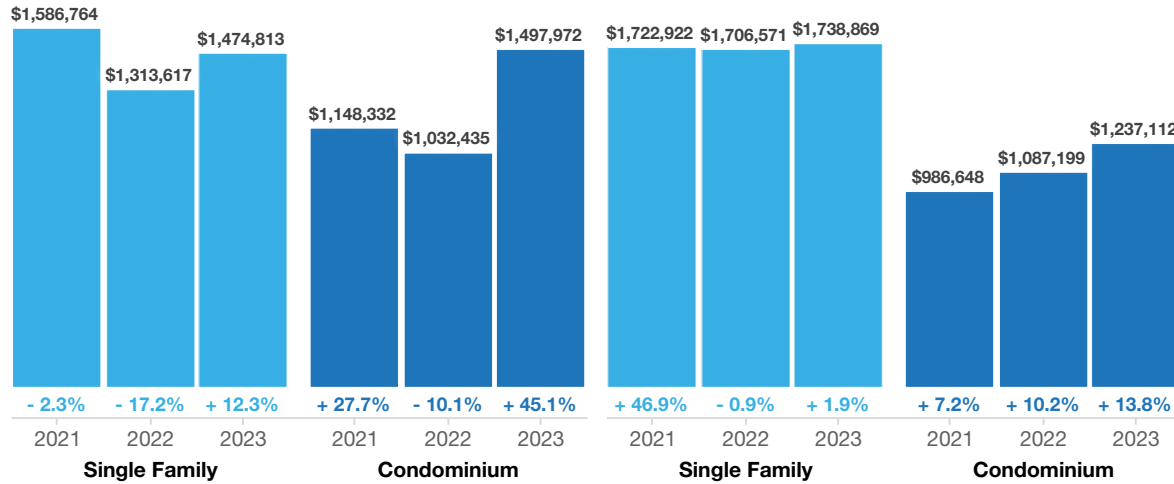


# Average Sales Price

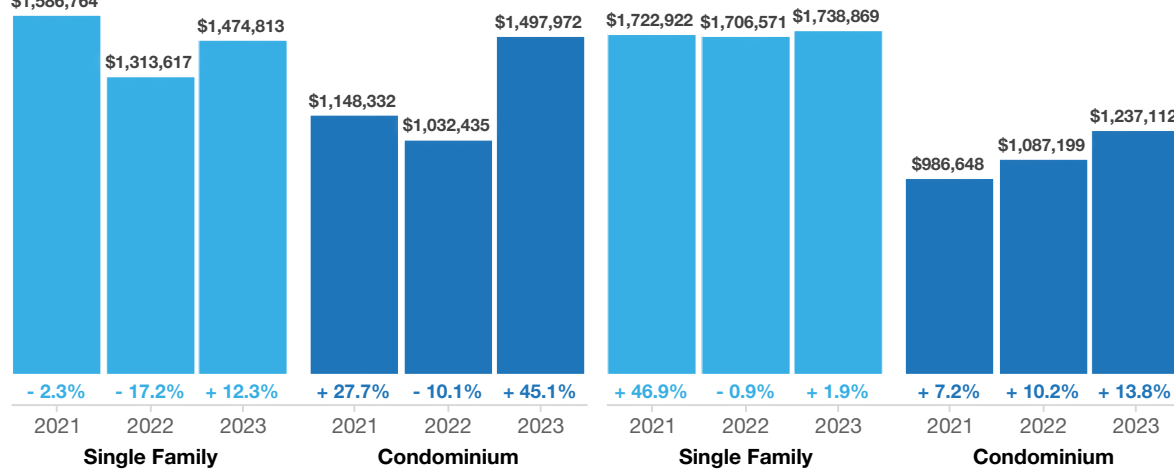
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



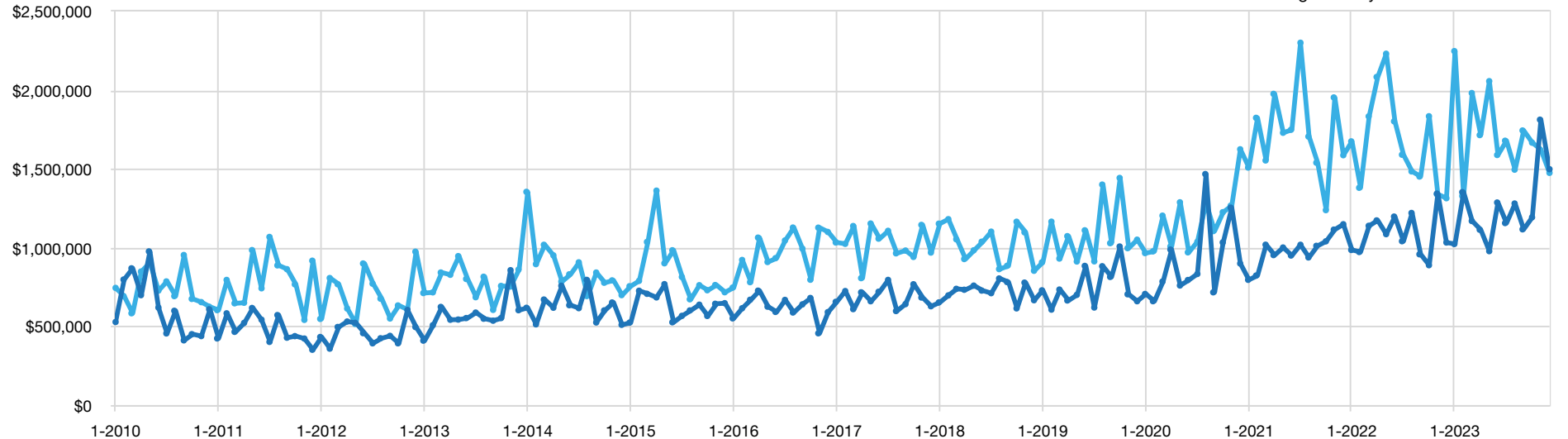
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2023	\$2,247,809	+ 34.2%	\$1,022,861	+ 3.8%
Feb-2023	\$1,327,901	- 3.8%	\$1,352,118	+ 39.1%
Mar-2023	\$1,981,402	+ 8.1%	\$1,168,922	+ 2.7%
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%	\$1,192,510	+ 34.3%
Nov-2023	\$1,622,673	+ 21.2%	\$1,812,397	+ 34.9%
<b>Dec-2023</b>	<b>\$1,474,813</b>	<b>+ 12.3%</b>	<b>\$1,497,972</b>	<b>+ 45.1%</b>
12-Month Avg*	\$1,738,869	+ 1.9%	\$1,237,112	+ 13.8%

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

## Historical Average Sales Price by Month

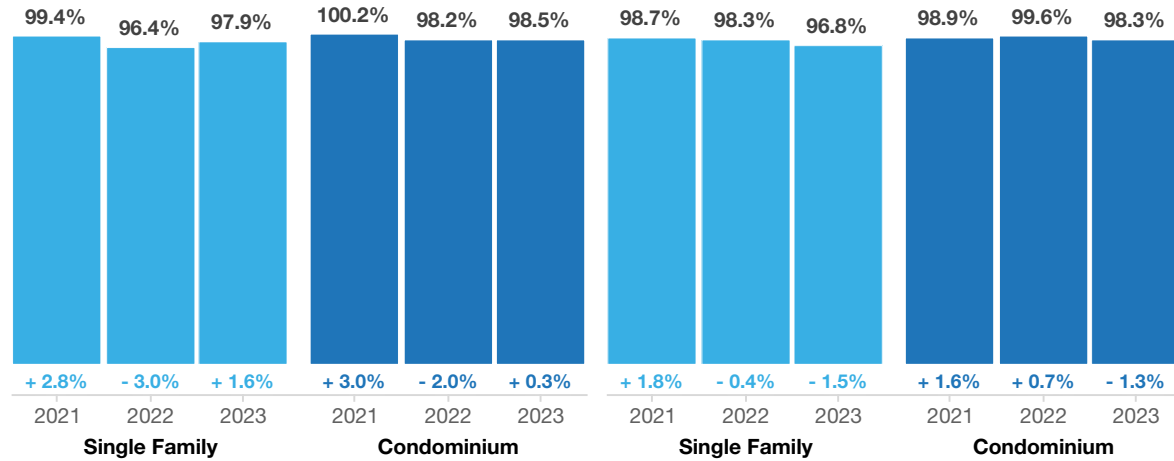


# Percent of List Price Received

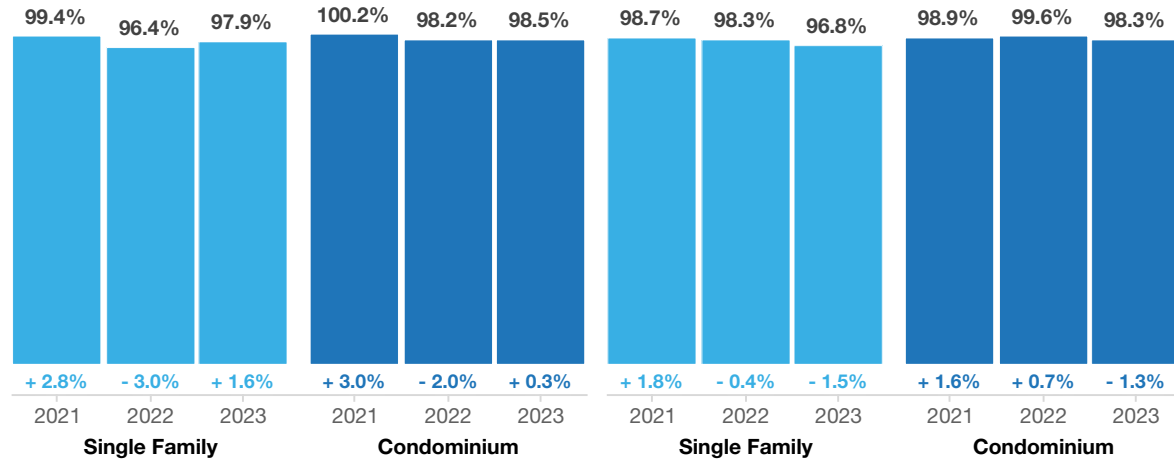
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



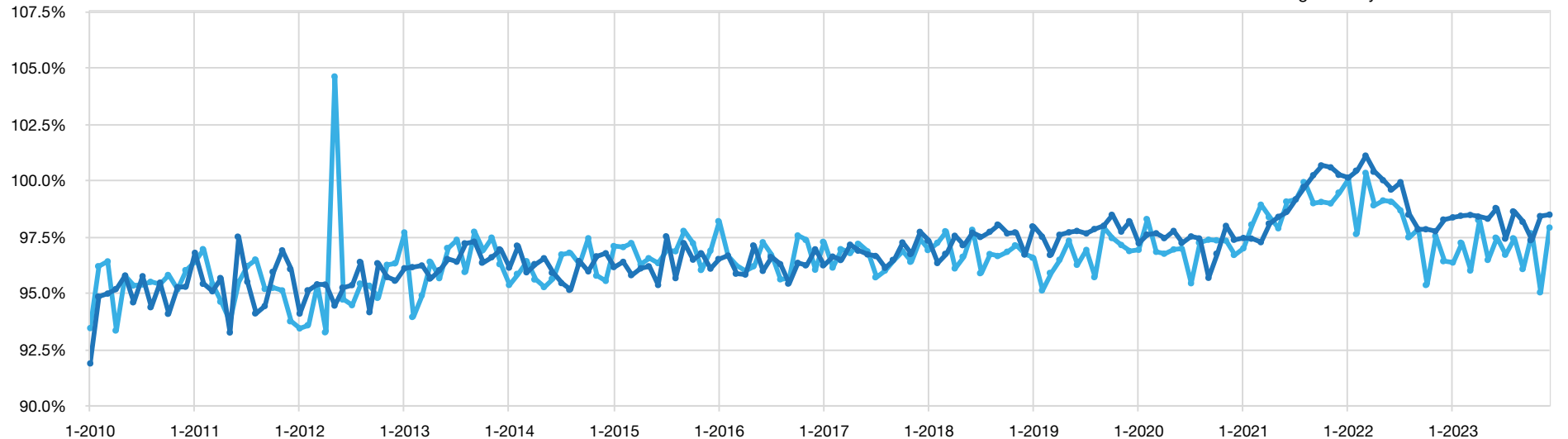
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2023	96.3%	- 3.7%	98.3%	- 1.8%
Feb-2023	97.2%	- 0.4%	98.4%	- 2.0%
Mar-2023	96.0%	- 4.3%	98.5%	- 2.6%
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%	97.3%	- 0.5%
Nov-2023	95.0%	- 2.6%	98.4%	+ 0.7%
<b>Dec-2023</b>	<b>97.9%</b>	<b>+ 1.6%</b>	<b>98.5%</b>	<b>+ 0.3%</b>
12-Month Avg*	96.8%	- 1.5%	98.3%	- 1.3%

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

## Historical Percent of List Price Received by Month

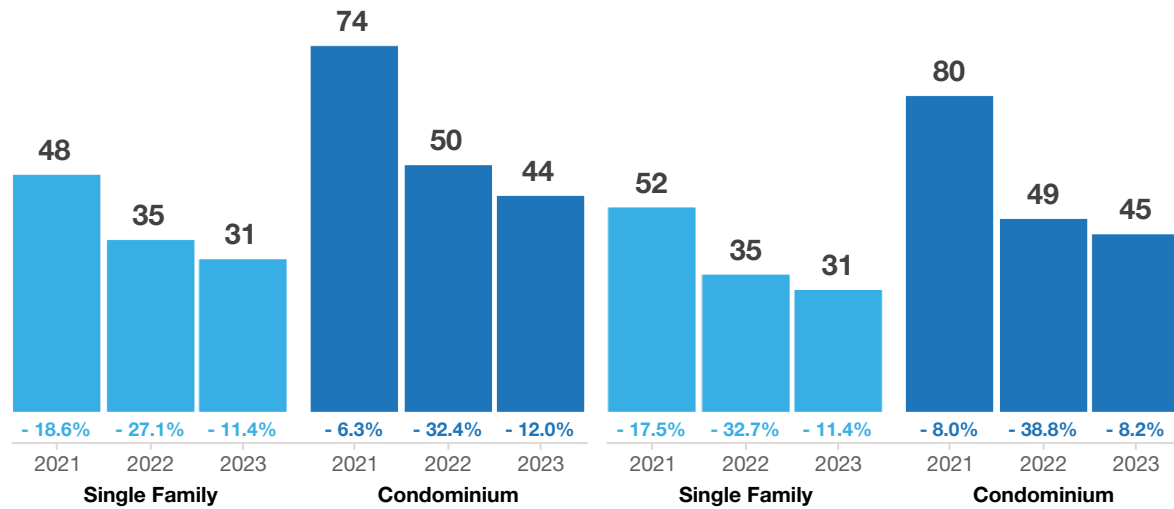


# Housing Affordability Index

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.

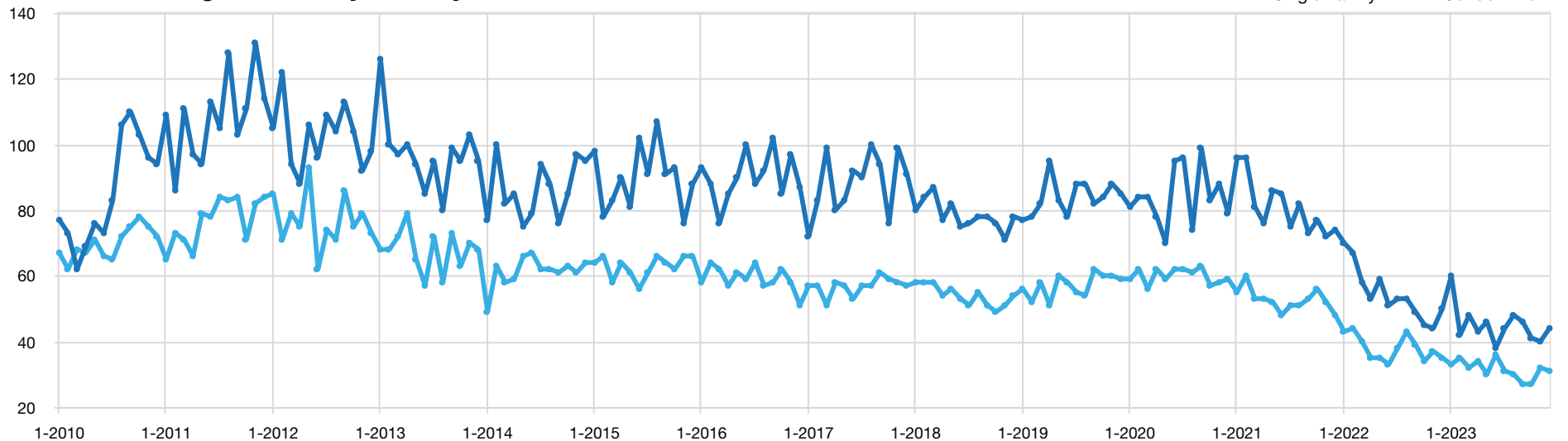


## December



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2023	33	-23.3%	60	-14.3%
Feb-2023	35	-20.5%	42	-37.3%
Mar-2023	32	-20.0%	48	-17.2%
Apr-2023	34	-2.9%	43	-18.9%
May-2023	30	-14.3%	46	-22.0%
Jun-2023	36	+9.1%	38	-25.5%
Jul-2023	31	-18.4%	44	-17.0%
Aug-2023	30	-30.2%	48	-9.4%
Sep-2023	27	-30.8%	46	-6.1%
Oct-2023	27	-20.6%	41	-8.9%
Nov-2023	32	-13.5%	40	-9.1%
<b>Dec-2023</b>	<b>31</b>	<b>-11.4%</b>	<b>44</b>	<b>-12.0%</b>
12-Month Avg	32	-15.8%	45	-16.7%

## Historical Housing Affordability Index by Month

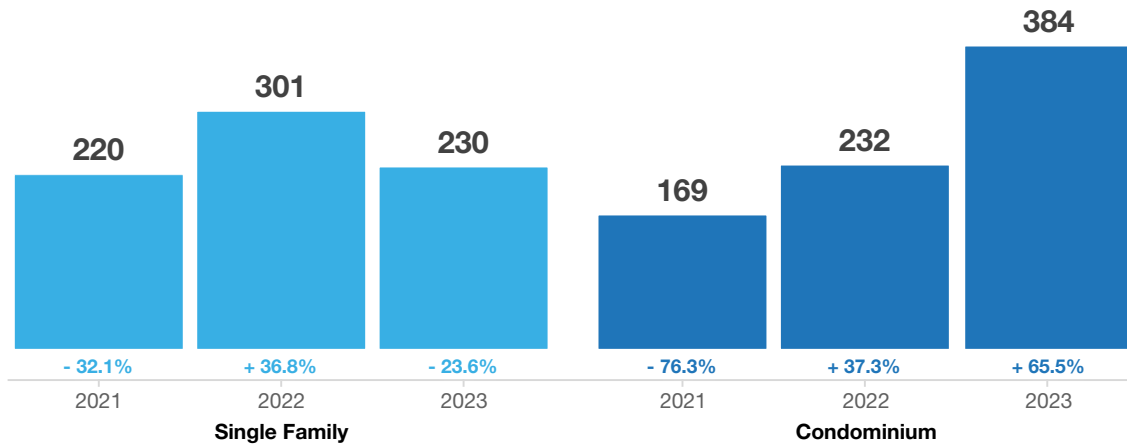


# Inventory of Homes for Sale

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

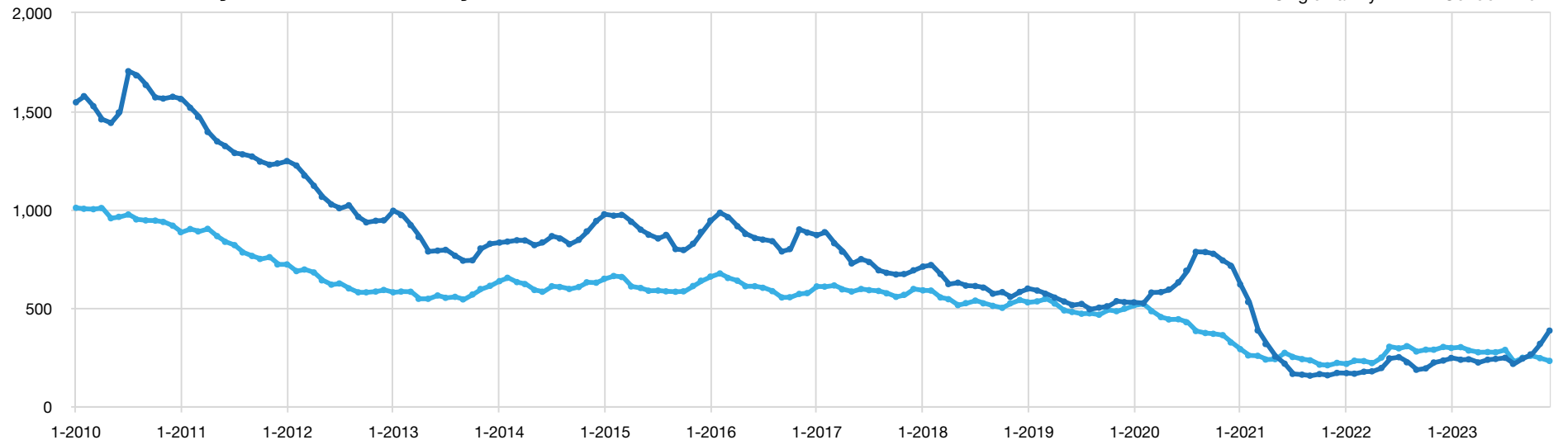


## December



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2023	296	+ 37.7%	245	+ 45.8%
Feb-2023	300	+ 29.9%	236	+ 43.0%
Mar-2023	283	+ 23.6%	238	+ 36.0%
Apr-2023	274	+ 25.1%	222	+ 25.4%
May-2023	275	+ 11.3%	236	+ 21.6%
Jun-2023	274	- 9.3%	240	- 1.2%
Jul-2023	286	- 2.7%	246	- 1.2%
Aug-2023	226	- 25.9%	215	- 3.6%
Sep-2023	246	- 11.5%	242	+ 30.8%
Oct-2023	256	- 10.8%	263	+ 37.0%
Nov-2023	244	- 15.0%	317	+ 42.8%
<b>Dec-2023</b>	<b>230</b>	<b>- 23.6%</b>	<b>384</b>	<b>+ 65.5%</b>
12-Month Avg	266	0.0%	257	+ 27.2%

## Historical Inventory of Homes for Sale by Month

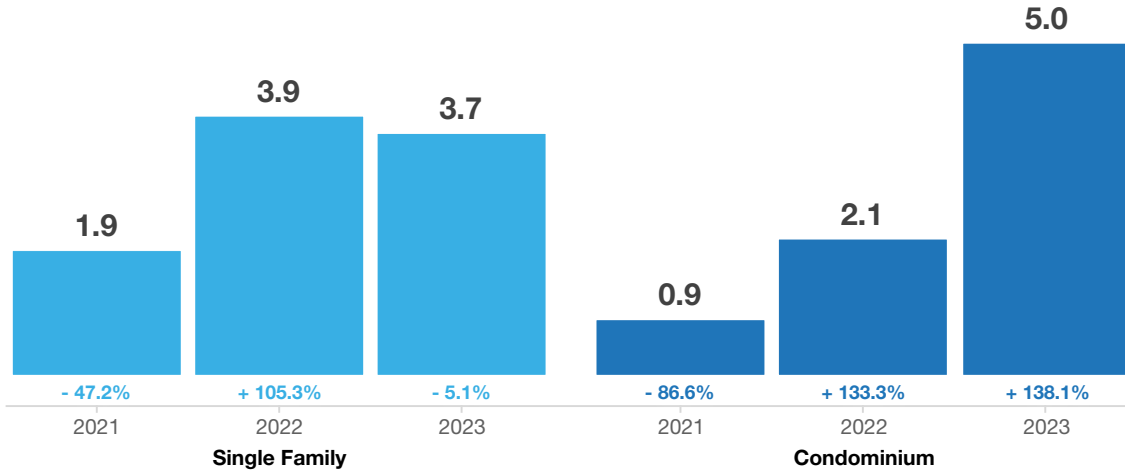


# Months Supply of Inventory

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.



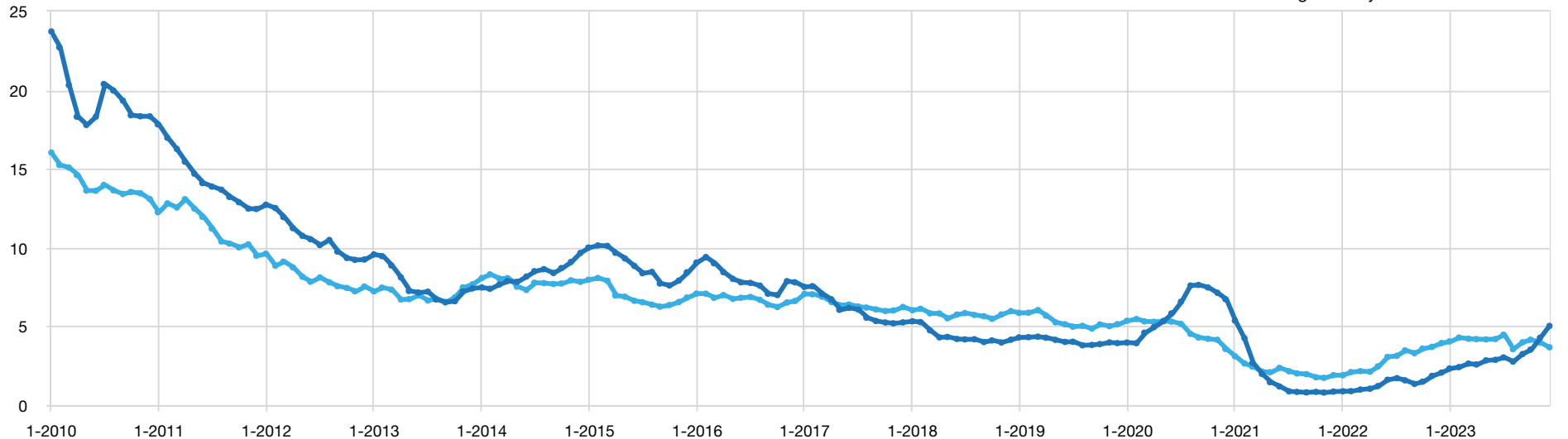
## December



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2023	4.0	+ 110.5%	2.3	+ 155.6%
Feb-2023	4.3	+ 104.8%	2.4	+ 166.7%
Mar-2023	4.2	+ 90.9%	2.6	+ 160.0%
Apr-2023	4.2	+ 100.0%	2.6	+ 160.0%
May-2023	4.2	+ 68.0%	2.8	+ 133.3%
Jun-2023	4.2	+ 35.5%	2.9	+ 81.3%
Jul-2023	4.5	+ 45.2%	3.0	+ 76.5%
Aug-2023	3.5	0.0%	2.8	+ 75.0%
Sep-2023	4.0	+ 21.2%	3.2	+ 146.2%
Oct-2023	4.2	+ 16.7%	3.5	+ 133.3%
Nov-2023	4.0	+ 8.1%	4.3	+ 126.3%
<b>Dec-2023</b>	<b>3.7</b>	<b>- 5.1%</b>	<b>5.0</b>	<b>+ 138.1%</b>
12-Month Avg*	4.1	+ 40.1%	3.1	+ 125.5%

\* Months Supply for all properties from January 2023 through December 2023. 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	12-2022	12-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		211	<b>272</b>	+ 28.9%	3,276	<b>2,617</b>	- 20.1%
<b>Pending Sales</b>		122	<b>160</b>	+ 31.1%	2,506	<b>1,812</b>	- 27.7%
<b>Closed Sales</b>		180	<b>168</b>	- 6.7%	2,790	<b>1,862</b>	- 33.3%
<b>Days on Market Until Sale</b>		126	<b>110</b>	- 12.7%	100	<b>118</b>	+ 18.0%
<b>Median Sales Price</b>		\$830,000	<b>\$990,000</b>	+ 19.3%	\$905,000	<b>\$950,000</b>	+ 5.0%
<b>Average Sales Price</b>		\$1,121,328	<b>\$1,549,072</b>	+ 38.1%	\$1,317,401	<b>\$1,442,200</b>	+ 9.5%
<b>Percent of List Price Received</b>		97.4%	<b>98.0%</b>	+ 0.6%	98.8%	<b>97.4%</b>	- 1.4%
<b>Housing Affordability Index</b>		46	<b>38</b>	- 17.4%	42	<b>40</b>	- 4.8%
<b>Inventory of Homes for Sale</b>		686	<b>757</b>	+ 10.3%	—	—	—
<b>Months Supply of Inventory</b>		3.3	<b>5.0</b>	+ 51.5%	—	—	—

# Single Family Monthly Sales Volume

December 2023



Area Name	December 2023			November 2023			December 2022		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	5	\$4,835,000	\$995,000	5	\$13,154,000	\$2,150,000	8	\$14,075,000	\$1,390,000
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$1,860,000	\$1,860,000	0	--	--	0	--	--
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	3	\$3,332,720	\$1,168,720	6	\$7,658,925	\$1,242,500	15	\$14,485,336	\$930,000
Kapalua	0	--	--	1	\$6,000,000	\$6,000,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	2	\$1,450,000	\$725,000
Kihei	6	\$7,904,900	\$1,324,950	8	\$10,369,000	\$1,060,000	8	\$10,722,000	\$1,250,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	4	\$6,895,000	\$1,562,500	3	\$3,645,000	\$1,395,000	5	\$6,808,000	\$1,290,000
Lahaina	2	\$5,025,000	\$2,512,500	3	\$10,000,000	\$3,000,000	5	\$8,382,965	\$1,285,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	3	\$2,410,000	\$750,000	2	\$4,315,000	\$2,157,500	3	\$2,829,000	\$999,000
Maui Meadows	0	--	--	0	--	--	1	\$1,200,000	\$1,200,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$3,500,000	\$1,750,000	2	\$3,540,000	\$1,770,000	2	\$2,950,000	\$1,475,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	3	\$2,169,000	\$749,000	1	\$3,850,000	\$3,850,000	2	\$2,000,000	\$1,000,000
Spreckelsville/Paia/Kuau	1	\$1,350,000	\$1,350,000	2	\$2,075,000	\$1,037,500	4	\$12,110,000	\$3,052,500
Wailea/Makena	3	\$18,695,000	\$2,400,000	1	\$2,400,000	\$2,400,000	0	--	--
Wailuku	20	\$21,008,071	\$1,170,000	7	\$8,088,400	\$1,030,000	9	\$8,772,399	\$910,300
Lanai	2	\$2,130,000	\$1,065,000	2	\$885,000	\$442,500	0	--	--
Molokai	0	--	--	5	\$1,908,000	\$350,000	2	\$914,000	\$457,000
<b>All MLS</b>	<b>55</b>	<b>\$81,114,691</b>	<b>\$1,200,000</b>	<b>48</b>	<b>\$77,888,325</b>	<b>\$1,112,500</b>	<b>66</b>	<b>\$86,698,700</b>	<b>\$1,081,250</b>

# Condominium Monthly Sales Volume

December 2023



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	December 2023			November 2023			December 2022		
	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	3	\$3,875,000	\$1,425,000	6	\$10,050,000	\$1,587,500	3	\$4,645,000	\$1,350,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	3	\$765,000	\$250,000	2	\$859,000	\$429,500	5	\$1,156,000	\$255,000
Kapalua	1	\$1,800,000	\$1,800,000	0	--	--	1	\$2,895,000	\$2,895,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	38	\$34,513,495	\$850,000	11	\$8,432,500	\$838,000	25	\$20,501,499	\$720,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	0	--	--	1	\$140,000	\$140,000	5	\$8,925,000	\$1,275,000
Maalaea	6	\$3,510,000	\$595,000	1	\$520,000	\$520,000	4	\$2,534,000	\$672,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	10	\$7,819,908	\$722,000	8	\$5,809,000	\$682,000	10	\$8,065,000	\$735,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	19	\$81,317,000	\$2,625,550	16	\$66,776,530	\$2,967,275	7	\$17,414,000	\$1,795,000
Wailuku	9	\$6,031,000	\$610,000	5	\$2,350,000	\$365,000	7	\$4,587,500	\$690,000
Lanai	0	--	--	2	\$645,000	\$322,500	0	--	--
Molokai	5	\$1,178,000	\$220,000	1	\$475,000	\$475,000	2	\$515,000	\$257,500
<b>All MLS</b>	<b>94</b>	<b>\$140,809,403</b>	<b>\$850,000</b>	<b>53</b>	<b>\$96,057,030</b>	<b>\$890,000</b>	<b>69</b>	<b>\$71,237,999</b>	<b>\$770,000</b>



# Land Monthly Sales Volume

December 2023



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	December 2023			November 2023			December 2022		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$2,109,000	\$640,000	2	\$749,000	\$374,500	3	\$15,076,000	\$926,000
Hana	0	--	--	0	--	--	1	\$350,000	\$350,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$885,000	\$885,000	0	--	--	2	\$3,850,000	\$1,925,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	1	\$1,250,000	\$1,250,000	2	\$3,175,000	\$1,587,500
Kaupo	0	--	--	0	--	--	1	\$515,000	\$515,000
Keanae	0	--	--	0	--	--	1	\$50,000	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	2	\$1,735,000	\$867,500	1	\$760,000	\$760,000	1	\$2,225,000	\$2,225,000
Lahaina	1	\$999,000	\$999,000	2	\$2,000,000	\$1,000,000	1	\$720,000	\$720,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$150,000	--	1	\$800,000	\$800,000	2	\$2,240,000	\$1,120,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	2	\$1,338,000	\$669,000	0	--	--	0	--	--
Pukalani	1	\$275,000	\$275,000	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	6	\$28,100,000	\$3,750,000	1	\$2,130,000	\$2,130,000	0	--	--
Wailuku	2	\$1,330,000	\$665,000	0	--	--	29	\$14,030,100	\$500,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	0	--	--	1	\$88,000	\$88,000	2	\$600,000	\$300,000
<b>All MLS</b>	<b>19</b>	<b>\$36,921,000</b>	<b>\$942,000</b>	<b>9</b>	<b>\$7,777,000</b>	<b>\$800,000</b>	<b>45</b>	<b>\$42,831,100</b>	<b>\$517,500</b>

# Single Family Sales – Year to Date

December 2023 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-23 YTD Sales	Dec-22 YTD Sales	Unit Change	Percent Change	Dec-23 YTD Average	Dec-22 YTD Average	Dollar Change	Percent Change	Dec-23 YTD Median	Dec-22 YTD Median	Dollar Change	Percent Change	Dec-23 YTD Volume	Dec-22 YTD Volume	Dollar Change	Percent Change
Haiku	59	87	-28	-32.2%	\$1,782,139	\$1,674,679	+\$107,460	+6.4%	\$1,450,000	\$1,420,000	+\$30,000	+2.1%	\$105,146,196	\$145,697,100	-\$40,550,904	-27.8%
Hana	6	9	-3	-33.3%	\$1,602,083	\$2,270,555	-\$668,472	-29.4%	\$1,187,500	\$2,100,000	-\$912,500	-43.5%	\$9,612,500	\$20,434,999	-\$10,822,499	-53.0%
Honokohau	0	1	-1	-100.0%	--	\$792,000	--	--	--	\$792,000	--	--	\$0	\$792,000	-\$792,000	-100.0%
Kaanapali	18	21	-3	-14.3%	\$4,808,285	\$2,821,717	+\$1,986,569	+70.4%	\$3,725,000	\$2,600,000	+\$1,125,000	+43.3%	\$86,549,136	\$59,256,050	+\$27,293,086	+46.1%
Kahakuloa	2	0	+2	--	\$1,109,000	--	--	--	\$1,109,000	--	--	--	\$2,218,000	\$0	+\$2,218,000	--
Kahului	90	129	-39	-30.2%	\$1,041,913	\$972,229	+\$69,684	+7.2%	\$989,500	\$950,000	+\$39,500	+4.2%	\$93,772,141	\$125,417,485	-\$31,645,344	-25.2%
Kapalua	11	14	-3	-21.4%	\$5,039,091	\$5,335,714	-\$296,623	-5.6%	\$4,400,000	\$5,250,000	-\$850,000	-16.2%	\$55,430,000	\$74,700,000	-\$19,270,000	-25.8%
Kaupo	1	1	0	0.0%	\$725,000	\$2,699,500	-\$1,974,500	-73.1%	\$725,000	\$2,699,500	-\$1,974,500	-73.1%	\$725,000	\$2,699,500	-\$1,974,500	-73.1%
Keanae	0	3	-3	-100.0%	--	\$850,000	--	--	--	\$1,000,000	--	--	\$0	\$2,550,000	-\$2,550,000	-100.0%
Kihei	110	135	-25	-18.5%	\$1,394,408	\$1,652,831	-\$258,424	-15.6%	\$1,192,500	\$1,250,000	-\$57,500	-4.6%	\$153,384,850	\$223,132,218	-\$69,747,368	-31.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	45	67	-22	-32.8%	\$1,852,021	\$1,825,836	+\$26,185	+1.4%	\$1,450,000	\$1,450,000	\$0	0.0%	\$83,340,966	\$122,331,044	-\$38,990,078	-31.9%
Lahaina	33	57	-24	-42.1%	\$3,510,568	\$2,412,659	+\$1,097,909	+45.5%	\$2,200,000	\$1,650,000	+\$550,000	+33.3%	\$115,848,758	\$137,521,565	-\$21,672,807	-15.8%
Maalaea	0	1	-1	-100.0%	--	\$2,500,000	--	--	--	\$2,500,000	--	--	\$0	\$2,500,000	-\$2,500,000	-100.0%
Makawao/Olinda/Haliimaile	39	78	-39	-50.0%	\$1,436,536	\$1,094,231	+\$342,304	+31.3%	\$1,000,000	\$900,500	+\$99,500	+11.0%	\$56,024,891	\$85,350,034	-\$29,325,143	-34.4%
Maui Meadows	14	22	-8	-36.4%	\$2,645,286	\$2,578,445	+\$66,840	+2.6%	\$2,840,000	\$2,110,000	+\$730,000	+34.6%	\$37,034,000	\$56,725,800	-\$19,691,800	-34.7%
Nahiku	1	1	0	0.0%	\$799,000	\$725,000	+\$74,000	+10.2%	\$799,000	\$725,000	+\$74,000	+10.2%	\$799,000	\$725,000	+\$74,000	+10.2%
Napili/Kahana/Honokowai	28	39	-11	-28.2%	\$1,500,911	\$1,491,077	+\$9,834	+0.7%	\$1,582,500	\$1,400,000	+\$182,500	+13.0%	\$42,025,499	\$58,151,999	-\$16,126,500	-27.7%
Olowalu	2	3	-1	-33.3%	\$4,800,000	\$4,591,667	+\$208,333	+4.5%	\$4,800,000	\$4,300,000	+\$500,000	+11.6%	\$9,600,000	\$13,775,000	-\$4,175,000	-30.3%
Pukalani	27	41	-14	-34.1%	\$1,194,015	\$1,147,671	+\$46,344	+4.0%	\$995,000	\$1,105,000	-\$110,000	-10.0%	\$32,238,400	\$47,054,507	-\$14,816,107	-31.5%
Spreckelsville/Paia/Kuau	13	26	-13	-50.0%	\$1,404,008	\$2,529,038	-\$1,125,030	-44.5%	\$1,350,000	\$1,340,000	+\$10,000	+0.7%	\$18,252,103	\$65,754,998	-\$47,502,895	-72.2%
Wailea/Makena	20	33	-13	-39.4%	\$6,898,824	\$7,509,832	-\$611,008	-8.1%	\$4,512,500	\$3,500,000	+\$1,012,500	+28.9%	\$137,976,481	\$247,824,450	-\$109,847,969	-44.3%
Wailuku	171	205	-34	-16.6%	\$1,188,798	\$1,010,246	+\$178,552	+17.7%	\$1,149,000	\$929,000	+\$220,000	+23.7%	\$203,284,523	\$207,100,511	-\$3,815,988	-1.8%
Lanai	12	13	-1	-7.7%	\$718,583	\$1,166,673	-\$448,090	-38.4%	\$706,500	\$720,000	-\$13,500	-1.9%	\$8,623,000	\$15,166,750	-\$6,543,750	-43.1%
Molokai	27	37	-10	-27.0%	\$583,325	\$842,203	-\$258,878	-30.7%	\$400,000	\$644,000	-\$244,000	-37.9%	\$15,749,770	\$31,161,500	-\$15,411,730	-49.5%
All MLS	729	1,023	-294	-28.7%	\$1,738,869	\$1,706,571	+\$32,297	+1.9%	\$1,200,000	\$1,105,000	+\$95,000	+8.6%	\$1,267,635,214	\$1,745,822,510	-\$478,187,296	-27.4%

# Total Condominium Sales – Year to Date

December 2023 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-23 YTD Sales	Dec-22 YTD Sales	Unit Change	Percent Change	Dec-23 YTD Average	Dec-22 YTD Average	Dollar Change	Percent Change	Dec-23 YTD Median	Dec-22 YTD Median	Dollar Change	Percent Change	Dec-23 YTD Volume	Dec-22 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	3	-3	-100.0%	--	\$870,000	--	--	--	\$685,000	--	--	\$0	\$2,610,000	-\$2,610,000	-100.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	70	148	-78	-52.7%	\$1,757,923	\$1,670,659	+\$87,264	+5.2%	\$1,500,000	\$1,412,500	+\$87,500	+6.2%	\$123,054,600	\$247,257,475	-\$124,202,875	-50.2%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	26	56	-30	-53.6%	\$283,942	\$231,270	+\$52,673	+22.8%	\$276,500	\$210,000	+\$66,500	+31.7%	\$7,382,499	\$12,951,100	-\$5,568,601	-43.0%
Kapalua	24	64	-40	-62.5%	\$2,256,000	\$2,310,305	-\$54,305	-2.4%	\$1,697,500	\$1,450,000	+\$247,500	+17.1%	\$54,144,000	\$147,859,500	-\$93,715,500	-63.4%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	382	529	-147	-27.8%	\$894,552	\$828,315	+\$66,237	+8.0%	\$806,250	\$730,000	+\$76,250	+10.4%	\$341,718,958	\$438,178,810	-\$96,459,852	-22.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	1	-1	-100.0%	--	\$600,000	--	--	--	\$600,000	--	--	\$0	\$600,000	-\$600,000	-100.0%
Lahaina	44	72	-28	-38.9%	\$930,658	\$1,223,768	-\$293,110	-24.0%	\$852,500	\$830,000	+\$22,500	+2.7%	\$40,948,950	\$88,111,299	-\$47,162,349	-53.5%
Maalaea	46	47	-1	-2.1%	\$678,034	\$678,952	-\$918	-0.1%	\$683,000	\$665,000	+\$18,000	+2.7%	\$31,189,580	\$31,910,744	-\$721,164	-2.3%
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	155	316	-161	-50.9%	\$761,243	\$780,180	-\$18,937	-2.4%	\$746,000	\$701,000	+\$45,000	+6.4%	\$117,992,608	\$246,536,789	-\$128,544,181	-52.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	4	1	+3	+300.0%	\$898,250	\$875,000	+\$23,250	+2.7%	\$899,000	\$875,000	+\$24,000	+2.7%	\$3,593,000	\$875,000	+\$2,718,000	+310.6%
Spreckelsville/Paia/Kuau	1	2	-1	-50.0%	\$800,000	\$635,000	+\$165,000	+26.0%	\$800,000	\$635,000	+\$165,000	+26.0%	\$800,000	\$1,270,000	-\$470,000	-37.0%
Wailea/Makena	112	130	-18	-13.8%	\$3,793,107	\$2,768,765	+\$1,024,341	+37.0%	\$2,427,050	\$1,757,500	+\$669,550	+38.1%	\$424,827,928	\$359,939,459	+\$64,888,469	+18.0%
Wailuku	69	102	-33	-32.4%	\$590,954	\$564,507	+\$26,447	+4.7%	\$552,300	\$517,500	+\$34,800	+6.7%	\$40,775,800	\$57,579,676	-\$16,803,876	-29.2%
Lanai	3	2	+1	+50.0%	\$765,000	\$2,500,000	-\$1,735,000	-69.4%	\$355,000	\$2,500,000	-\$2,145,000	-85.8%	\$2,295,000	\$5,000,000	-\$2,705,000	-54.1%
Molokai	33	47	-14	-29.8%	\$304,197	\$252,383	+\$51,814	+20.5%	\$312,000	\$250,000	+\$62,000	+24.8%	\$10,038,500	\$11,862,000	-\$1,823,500	-15.4%
All MLS	969	1,520	-551	-36.3%	\$1,237,112	\$1,087,199	+\$149,913	+13.8%	\$832,500	\$775,000	+\$57,500	+7.4%	\$1,198,761,423	\$1,652,541,852	-\$453,780,429	-27.5%

# Fee Simple Condominium Sales – Year to Date

December 2023 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-23 YTD Sales	Dec-22 YTD Sales	Unit Change	Percent Change	Dec-23 YTD Average	Dec-22 YTD Average	Dollar Change	Percent Change	Dec-23 YTD Median	Dec-22 YTD Median	Dollar Change	Percent Change	Dec-23 YTD Volume	Dec-22 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	3	-3	-100.0%	--	\$870,000	--	--	--	\$685,000	--	--	\$0	\$2,610,000	-\$2,610,000	-100.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	63	129	-66	-51.2%	\$1,868,998	\$1,818,236	+\$50,762	+2.8%	\$1,550,000	\$1,565,000	-\$15,000	-1.0%	\$117,746,900	\$234,552,475	-\$116,805,575	-49.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	26	56	-30	-53.6%	\$283,942	\$231,270	+\$52,673	+22.8%	\$276,500	\$210,000	+\$66,500	+31.7%	\$7,382,499	\$12,951,100	-\$5,568,601	-43.0%
Kapalua	24	64	-40	-62.5%	\$2,256,000	\$2,310,305	-\$54,305	-2.4%	\$1,697,500	\$1,450,000	+\$247,500	+17.1%	\$54,144,000	\$147,859,500	-\$93,715,500	-63.4%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	374	516	-142	-27.5%	\$896,719	\$830,783	+\$65,936	+7.9%	\$802,500	\$727,000	+\$75,500	+10.4%	\$335,372,958	\$428,683,910	-\$93,310,952	-21.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	1	-1	-100.0%	--	\$600,000	--	--	--	\$600,000	--	--	\$0	\$600,000	-\$600,000	-100.0%
Lahaina	39	67	-28	-41.8%	\$996,935	\$1,288,825	-\$291,891	-22.6%	\$866,500	\$835,000	+\$31,500	+3.8%	\$38,880,450	\$86,351,299	-\$47,470,849	-55.0%
Maalaea	16	33	-17	-51.5%	\$806,781	\$757,962	+\$48,819	+6.4%	\$835,000	\$710,000	+\$125,000	+17.6%	\$12,908,500	\$25,012,744	-\$12,104,244	-48.4%
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	128	267	-139	-52.1%	\$793,099	\$796,648	-\$3,549	-0.4%	\$775,000	\$744,000	+\$31,000	+4.2%	\$101,516,608	\$212,704,979	-\$111,188,371	-52.3%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	4	1	+3	+300.0%	\$898,250	\$875,000	+\$23,250	+2.7%	\$899,000	\$875,000	+\$24,000	+2.7%	\$3,593,000	\$875,000	+\$2,718,000	+310.6%
Spreckelsville/Paia/Kuau	1	2	-1	-50.0%	\$800,000	\$635,000	+\$165,000	+26.0%	\$800,000	\$635,000	+\$165,000	+26.0%	\$800,000	\$1,270,000	-\$470,000	-37.0%
Wailea/Makena	112	130	-18	-13.8%	\$3,793,107	\$2,768,765	+\$1,024,341	+37.0%	\$2,427,050	\$1,757,500	+\$669,550	+38.1%	\$424,827,928	\$359,939,459	+\$64,888,469	+18.0%
Wailuku	69	102	-33	-32.4%	\$590,954	\$564,507	+\$26,447	+4.7%	\$552,300	\$517,500	+\$34,800	+6.7%	\$40,775,800	\$57,579,676	-\$16,803,876	-29.2%
Lanai	3	2	+1	+50.0%	\$765,000	\$2,500,000	-\$1,735,000	-69.4%	\$355,000	\$2,500,000	-\$2,145,000	-85.8%	\$2,295,000	\$5,000,000	-\$2,705,000	-54.1%
Molokai	29	43	-14	-32.6%	\$325,879	\$265,791	+\$60,089	+22.6%	\$335,000	\$259,000	+\$76,000	+29.3%	\$9,450,500	\$11,429,000	-\$1,978,500	-17.3%
All MLS	888	1,416	-528	-37.3%	\$1,294,701	\$1,121,059	+\$173,642	+15.5%	\$855,000	\$799,000	+\$56,000	+7.0%	\$1,149,694,143	\$1,587,419,142	-\$437,724,999	-27.6%

# Leasehold Condominium Sales – Year to Date

December 2023 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-23 YTD Sales	Dec-22 YTD Sales	Unit Change	Percent Change	Dec-23 YTD Average	Dec-22 YTD Average	Dollar Change	Percent Change	Dec-23 YTD Median	Dec-22 YTD Median	Dollar Change	Percent Change	Dec-23 YTD Volume	Dec-22 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	7	19	-12	-63.2%	\$758,243	\$668,684	+\$89,559	+13.4%	\$600,000	\$607,500	-\$7,500	-1.2%	\$5,307,700	\$12,705,000	-\$7,397,300	-58.2%
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	8	13	-5	-38.5%	\$793,250	\$730,377	+\$62,873	+8.6%	\$954,000	\$809,000	+\$145,000	+17.9%	\$6,346,000	\$9,494,900	-\$3,148,900	-33.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	5	5	0	0.0%	\$413,700	\$352,000	+\$61,700	+17.5%	\$435,000	\$350,000	+\$85,000	+24.3%	\$2,068,500	\$1,760,000	+\$308,500	+17.5%
Maalaea	30	14	+16	+114.3%	\$609,369	\$492,714	+\$116,655	+23.7%	\$621,790	\$487,500	+\$134,290	+27.5%	\$18,281,080	\$6,898,000	+\$11,383,080	+165.0%
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	27	49	-22	-44.9%	\$610,222	\$690,445	-\$80,223	-11.6%	\$410,000	\$308,500	+\$101,500	+32.9%	\$16,476,000	\$33,831,810	-\$17,355,810	-51.3%
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	4	4	0	0.0%	\$147,000	\$108,250	+\$38,750	+35.8%	\$150,000	\$97,000	+\$53,000	+54.6%	\$588,000	\$433,000	+\$155,000	+35.8%
All MLS	81	104	-23	-22.1%	\$605,769	\$626,180	-\$20,411	-3.3%	\$565,000	\$405,000	+\$160,000	+39.5%	\$49,067,280	\$65,122,710	-\$16,055,430	-24.7%

# Land Sales – Year to Date

December 2023 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-23 YTD Sales	Dec-22 YTD Sales	Unit Change	Percent Change	Dec-23 YTD Average	Dec-22 YTD Average	Dollar Change	Percent Change	Dec-23 YTD Median	Dec-22 YTD Median	Dollar Change	Percent Change	Dec-23 YTD Volume	Dec-22 YTD Volume	Dollar Change	Percent Change
Haiku	31	25	+6	+24.0%	\$937,126	\$2,062,760	-\$1,125,634	-54.6%	\$816,383	\$1,000,000	-\$183,618	-18.4%	\$30,513,765	\$51,568,999	-\$21,055,234	-40.8%
Hana	10	8	+2	+25.0%	\$683,600	\$2,045,370	-\$1,361,770	-66.6%	\$627,500	\$1,487,329	-\$859,829	-57.8%	\$6,836,000	\$16,362,958	-\$9,526,958	-58.2%
Honokohau	0	1	-1	-100.0%	--	\$408,000	--	--	--	\$408,000	--	--	\$0	\$408,000	-\$408,000	-100.0%
Kaanapali	9	21	-12	-57.1%	\$1,998,056	\$1,532,738	+\$465,317	+30.4%	\$916,500	\$840,000	+\$76,500	+9.1%	\$17,982,500	\$32,187,500	-\$14,205,000	-44.1%
Kahakuloa	1	1	0	0.0%	\$678,000	\$800,000	-\$122,000	-15.3%	\$678,000	\$800,000	-\$122,000	-15.3%	\$678,000	\$800,000	-\$122,000	-15.3%
Kahului	0	2	-2	-100.0%	--	\$914,635	--	--	--	\$914,635	--	--	\$0	\$1,829,270	-\$1,829,270	-100.0%
Kapalua	4	20	-16	-80.0%	\$1,242,500	\$1,641,975	-\$399,475	-24.3%	\$1,225,000	\$1,450,000	-\$225,000	-15.5%	\$4,970,000	\$32,839,500	-\$27,869,500	-84.9%
Kaupo	1	6	-5	-83.3%	\$21,132,920	\$499,292	+\$20,633,628	+4,132.6%	\$21,132,920	\$512,500	+\$20,620,420	+4,023.5%	\$21,132,920	\$2,995,750	+\$18,137,170	+605.4%
Keanae	1	2	-1	-50.0%	\$685,000	\$675,000	+\$10,000	+1.5%	\$685,000	\$675,000	+\$10,000	+1.5%	\$685,000	\$725,000	-\$40,000	-5.5%
Kihei	0	6	-6	-100.0%	--	\$3,016,667	--	--	--	\$1,350,000	--	--	\$0	\$18,100,000	-\$18,100,000	-100.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	19	24	-5	-20.8%	\$1,547,789	\$1,283,750	+\$264,039	+20.6%	\$1,100,000	\$759,500	+\$340,500	+44.8%	\$29,408,000	\$30,810,000	-\$1,402,000	-4.6%
Lahaina	7	8	-1	-12.5%	\$1,094,857	\$962,875	+\$131,982	+13.7%	\$999,000	\$870,000	+\$129,000	+14.8%	\$7,664,000	\$7,703,000	-\$39,000	-0.5%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	11	13	-2	-15.4%	\$2,433,500	\$1,040,325	+\$1,393,175	+133.9%	\$775,000	\$777,000	-\$2,000	-0.3%	\$24,485,000	\$13,524,222	+\$10,960,778	+81.0%
Maui Meadows	1	1	0	0.0%	\$1,620,000	\$1,490,000	+\$130,000	+8.7%	\$1,620,000	\$1,490,000	+\$130,000	+8.7%	\$1,620,000	\$1,490,000	+\$130,000	+8.7%
Nahiku	0	1	-1	-100.0%	--	\$170,000	--	--	--	\$170,000	--	--	\$0	\$170,000	-\$170,000	-100.0%
Napili/Kahana/Honokowai	0	2	-2	-100.0%	--	\$2,709,000	--	--	--	\$2,709,000	--	--	\$0	\$5,418,000	-\$5,418,000	-100.0%
Olowalu	5	3	+2	+66.7%	\$816,600	\$1,110,667	-\$294,067	-26.5%	\$780,000	\$1,185,000	-\$405,000	-34.2%	\$4,083,000	\$3,332,000	+\$751,000	+22.5%
Pukalani	4	7	-3	-42.9%	\$471,250	\$525,643	-\$54,393	-10.3%	\$467,500	\$549,000	-\$81,500	-14.8%	\$1,885,000	\$3,679,500	-\$1,794,500	-48.8%
Spreckelsville/Paia/Kuau	0	2	-2	-100.0%	--	\$1,842,500	--	--	--	\$1,842,500	--	--	\$0	\$3,685,000	-\$3,685,000	-100.0%
Wailea/Makena	12	6	+6	+100.0%	\$3,423,567	\$2,089,708	+\$1,333,859	+63.8%	\$3,250,000	\$1,784,125	+\$1,465,875	+82.2%	\$41,082,808	\$12,538,250	+\$28,544,558	+227.7%
Wailuku	34	51	-17	-33.3%	\$672,103	\$518,536	+\$153,567	+29.6%	\$557,500	\$504,000	+\$53,500	+10.6%	\$22,851,500	\$26,445,350	-\$3,593,850	-13.6%
Lanai	1	0	+1	--	\$435,000	--	--	--	\$435,000	--	--	--	\$435,000	\$0	+\$435,000	--
Molokai	13	37	-24	-64.9%	\$179,500	\$251,515	-\$72,015	-28.6%	\$217,500	\$229,500	-\$12,000	-5.2%	\$2,333,500	\$9,306,050	-\$6,972,550	-74.9%
<b>All MLS</b>	<b>164</b>	<b>247</b>	<b>-83</b>	<b>-33.6%</b>	<b>\$1,333,926</b>	<b>\$1,121,416</b>	<b>+\$212,510</b>	<b>+19.0%</b>	<b>\$715,000</b>	<b>\$650,000</b>	<b>+\$65,000</b>	<b>+10.0%</b>	<b>\$218,645,993</b>	<b>\$275,918,349</b>	<b>-\$57,272,356</b>	<b>-20.8%</b>