

# Monthly Indicators



## December 2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

New Listings increased 19.1 percent for Single Family homes but decreased 9.8 percent for Condominium homes. Pending Sales increased 43.3 percent for Single Family homes and 40.7 percent for Condominium homes. Inventory decreased 6.4 percent for Single Family homes and 27.2 percent for Condominium homes.

Median Sales Price decreased 0.8 percent to \$695,500 for Single Family homes but increased 7.1 percent to \$440,000 for Condominium homes. Days on Market decreased 8.1 percent for Single Family homes but increased 30.8 percent for Condominium homes. Months Supply of Inventory decreased 15.4 percent for Single Family homes and 36.3 percent for Condominium homes.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

## Quick Facts

<b>+ 4.2%</b>	<b>+ 7.5%</b>	<b>- 18.5%</b>
Year-Over-Year Change in <b>Closed Sales</b> All Properties	Year-Over-Year Change in <b>Median Sales Price</b> All Properties	Year-Over-Year Change in <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	12-2016	12-2017	% Change	YTD 2016	YTD 2017	% Change
<b>New Listings</b>		115	<b>137</b>	+ 19.1%	1,530	<b>1,673</b>	+ 9.3%
<b>Pending Sales</b>		60	<b>86</b>	+ 43.3%	1,042	<b>1,159</b>	+ 11.2%
<b>Closed Sales</b>		98	<b>88</b>	- 10.2%	1,076	<b>1,099</b>	+ 2.1%
<b>Days on Market Until Sale</b>		161	<b>148</b>	- 8.1%	159	<b>146</b>	- 8.2%
<b>Median Sales Price</b>		\$701,000	<b>\$695,500</b>	- 0.8%	\$639,000	<b>\$695,000</b>	+ 8.8%
<b>Average Sales Price</b>		\$1,099,465	<b>\$976,708</b>	- 11.2%	\$968,411	<b>\$1,024,271</b>	+ 5.8%
<b>Percent of List Price Received</b>		96.0%	<b>97.3%</b>	+ 1.4%	96.6%	<b>96.7%</b>	+ 0.1%
<b>Housing Affordability Index</b>		53	<b>56</b>	+ 5.7%	59	<b>56</b>	- 5.1%
<b>Inventory of Homes for Sale</b>		565	<b>529</b>	- 6.4%	—	—	—
<b>Months Supply of Inventory</b>		6.5	<b>5.5</b>	- 15.4%	—	—	—

# Condominium Market Overview

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



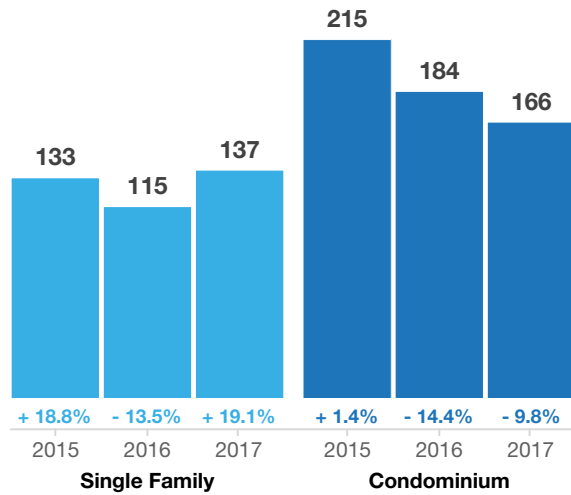
Key Metrics	Historical Sparkbars	12-2016	12-2017	% Change	YTD 2016	YTD 2017	% Change
<b>New Listings</b>		184	<b>166</b>	- 9.8%	2,201	<b>1,994</b>	- 9.4%
<b>Pending Sales</b>		81	<b>114</b>	+ 40.7%	1,324	<b>1,509</b>	+ 14.0%
<b>Closed Sales</b>		121	<b>138</b>	+ 14.0%	1,310	<b>1,451</b>	+ 10.8%
<b>Days on Market Until Sale</b>		146	<b>191</b>	+ 30.8%	160	<b>154</b>	- 3.8%
<b>Median Sales Price</b>		\$411,000	<b>\$440,000</b>	+ 7.1%	\$415,000	<b>\$445,000</b>	+ 7.2%
<b>Average Sales Price</b>		\$590,102	<b>\$632,272</b>	+ 7.1%	\$617,654	<b>\$681,957</b>	+ 10.4%
<b>Percent of List Price Received</b>		96.9%	<b>97.8%</b>	+ 0.9%	96.3%	<b>96.8%</b>	+ 0.5%
<b>Housing Affordability Index</b>		91	<b>89</b>	- 2.2%	90	<b>88</b>	- 2.2%
<b>Inventory of Homes for Sale</b>		876	<b>638</b>	- 27.2%	—	—	—
<b>Months Supply of Inventory</b>		8.0	<b>5.1</b>	- 36.3%	—	—	—

# New Listings

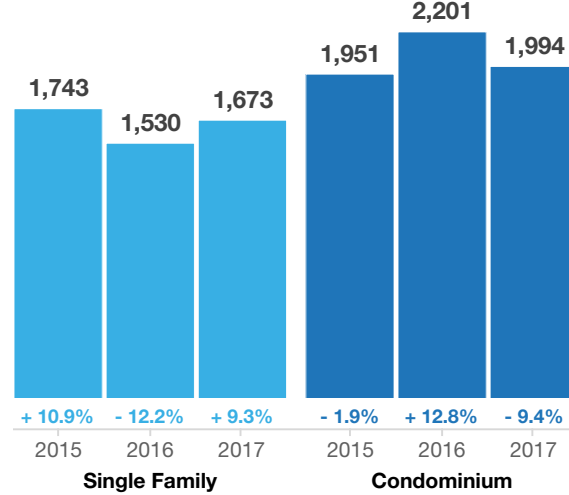
A count of the properties that have been newly listed on the market in a given month.



## December

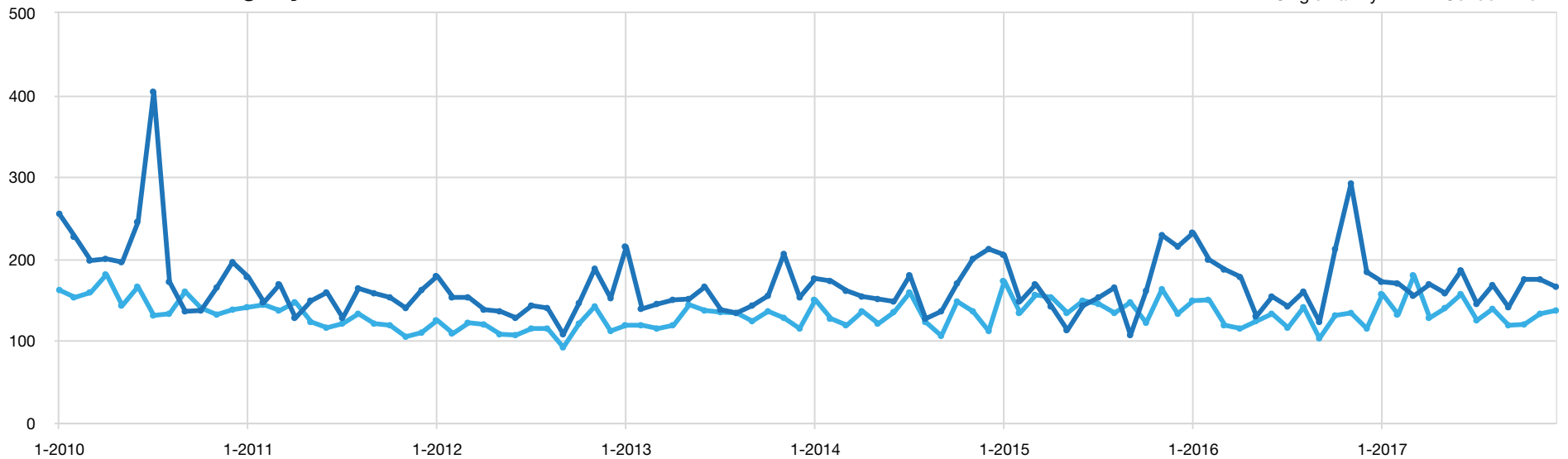


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	157	+ 5.4%	172	- 25.9%
Feb-2017	132	- 12.0%	170	- 14.6%
Mar-2017	180	+ 51.3%	155	- 17.1%
Apr-2017	128	+ 11.3%	169	- 5.1%
May-2017	140	+ 12.9%	158	+ 21.5%
Jun-2017	157	+ 18.0%	186	+ 20.8%
Jul-2017	125	+ 7.8%	145	+ 2.1%
Aug-2017	139	- 1.4%	168	+ 5.0%
Sep-2017	119	+ 15.5%	141	+ 14.6%
Oct-2017	120	- 8.4%	175	- 17.5%
Nov-2017	133	- 0.7%	175	- 40.1%
<b>Dec-2017</b>	<b>137</b>	<b>+ 19.1%</b>	<b>166</b>	<b>- 9.8%</b>
12-Month Avg	139	+ 8.6%	165	- 9.8%

## Historical New Listings by Month

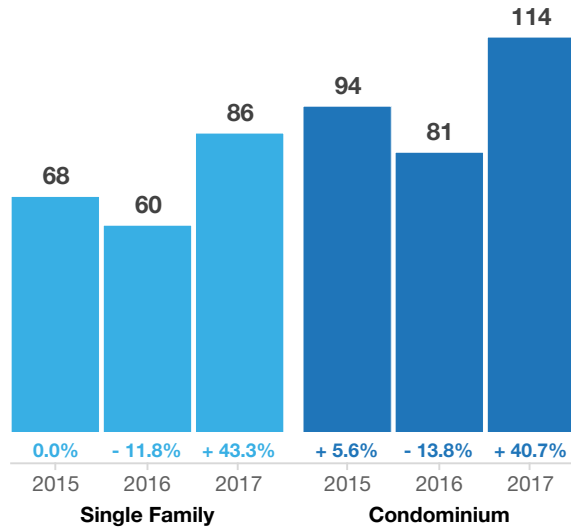


# Pending Sales

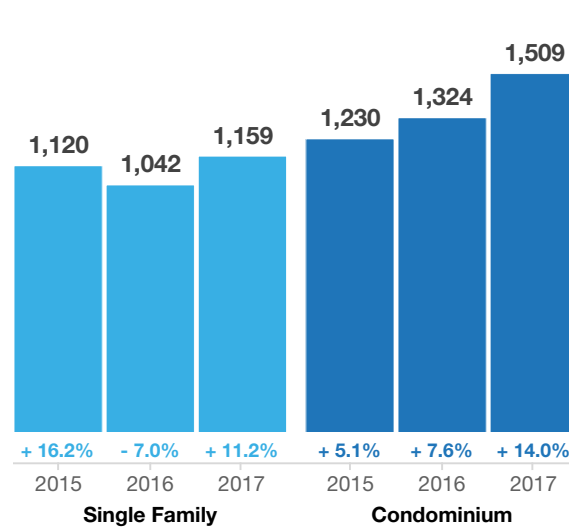
A count of the properties on which offers have been accepted in a given month.



## December

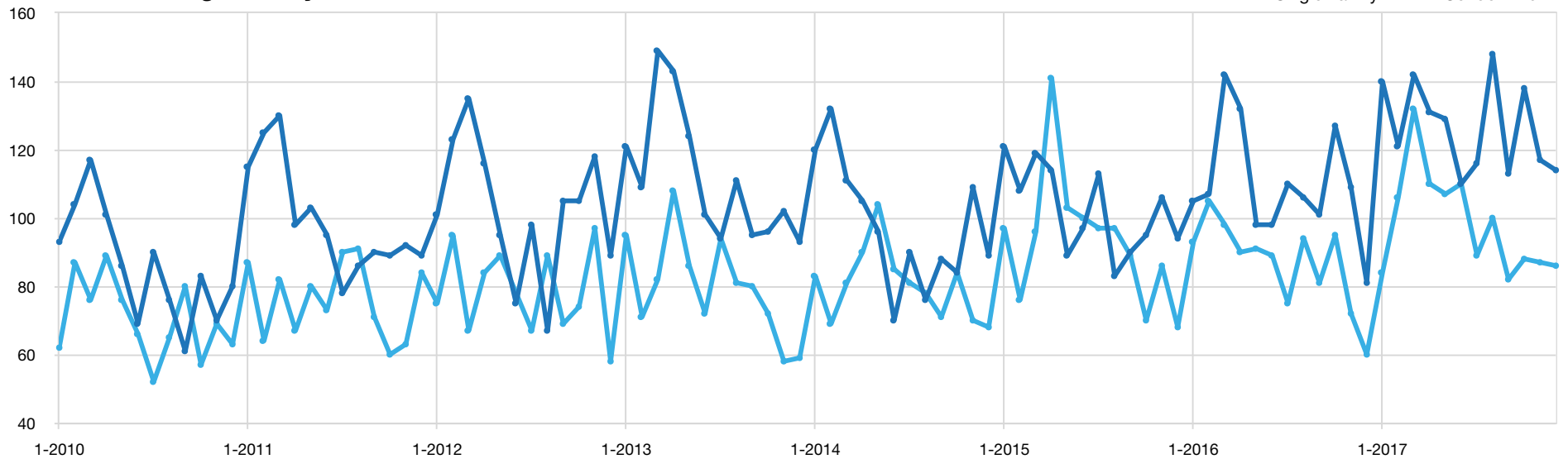


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	84	- 9.7%	140	+ 33.3%
Feb-2017	106	+ 1.0%	121	+ 13.1%
Mar-2017	132	+ 34.7%	142	0.0%
Apr-2017	110	+ 22.2%	131	- 0.8%
May-2017	107	+ 17.6%	129	+ 31.6%
Jun-2017	110	+ 23.6%	110	+ 12.2%
Jul-2017	89	+ 18.7%	116	+ 5.5%
Aug-2017	100	+ 6.4%	148	+ 39.6%
Sep-2017	82	+ 1.2%	113	+ 11.9%
Oct-2017	88	- 7.4%	138	+ 8.7%
Nov-2017	87	+ 20.8%	117	+ 7.3%
<b>Dec-2017</b>	<b>86</b>	<b>+ 43.3%</b>	<b>114</b>	<b>+ 40.7%</b>
12-Month Avg	98	+ 12.6%	127	+ 15.5%

## Historical Pending Sales by Month

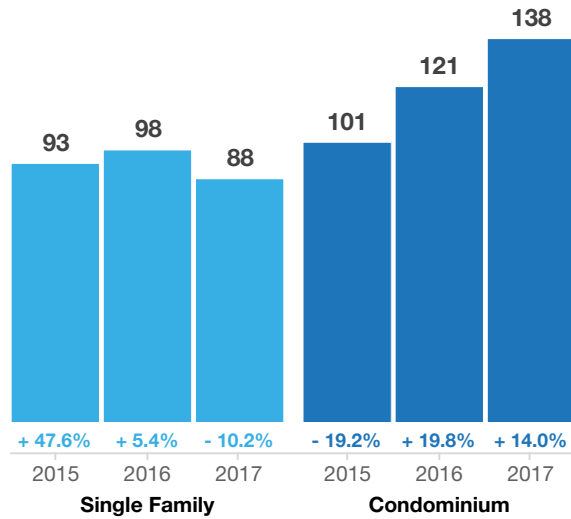


# Closed Sales

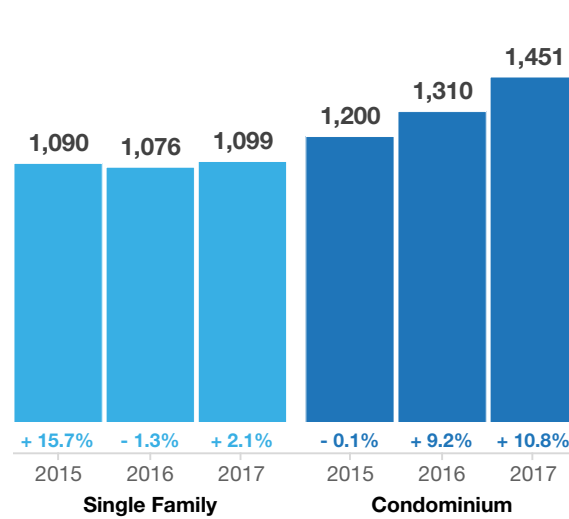
A count of the actual sales that closed in a given month.



## December

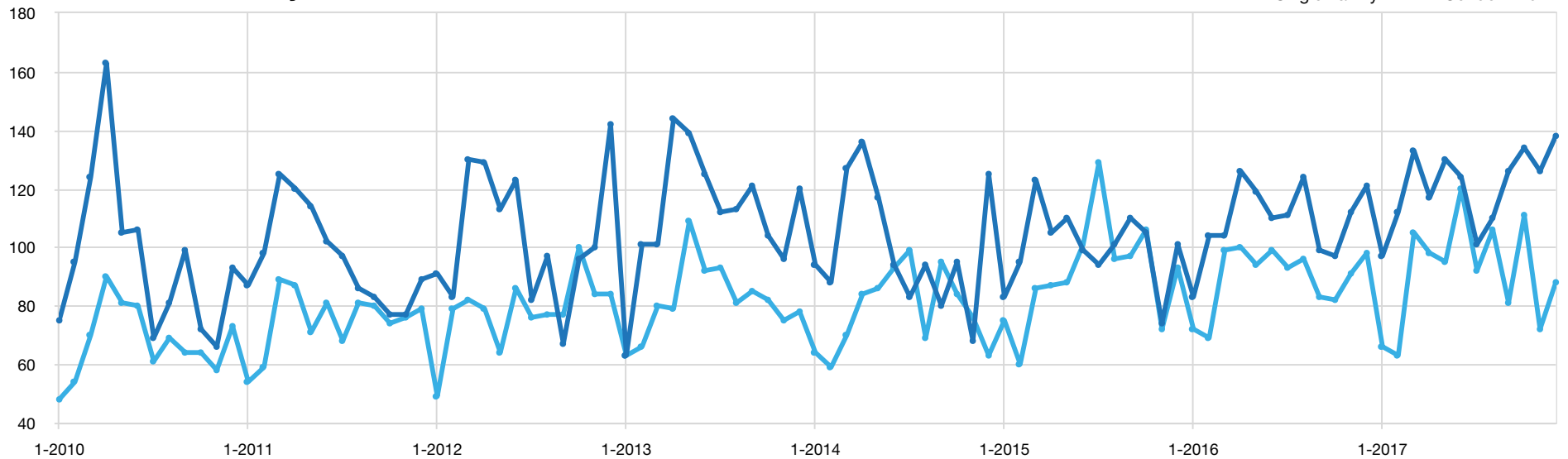


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	66	- 8.3%	97	+ 16.9%
Feb-2017	63	- 8.7%	112	+ 7.7%
Mar-2017	105	+ 6.1%	133	+ 27.9%
Apr-2017	98	- 2.0%	117	- 7.1%
May-2017	95	+ 1.1%	130	+ 9.2%
Jun-2017	120	+ 21.2%	124	+ 12.7%
Jul-2017	92	- 1.1%	101	- 9.0%
Aug-2017	106	+ 10.4%	110	- 11.3%
Sep-2017	81	- 2.4%	126	+ 27.3%
Oct-2017	111	+ 35.4%	134	+ 38.1%
Nov-2017	72	- 20.9%	126	+ 12.5%
<b>Dec-2017</b>	<b>88</b>	<b>- 10.2%</b>	<b>138</b>	<b>+ 14.0%</b>
12-Month Avg	91	+ 1.1%	121	+ 11.0%

## Historical Closed Sales by Month

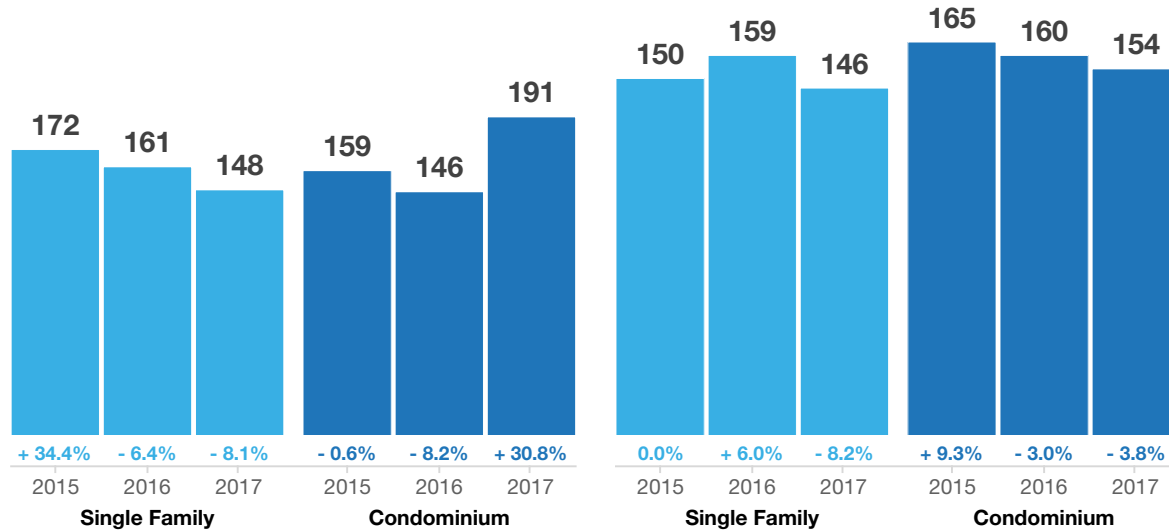


# Days on Market Until Sale

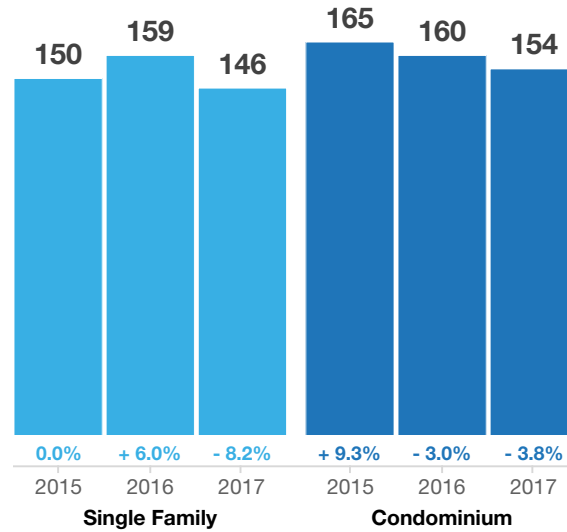
Average number of days between when a property is listed and when it closed in a given month.



## December



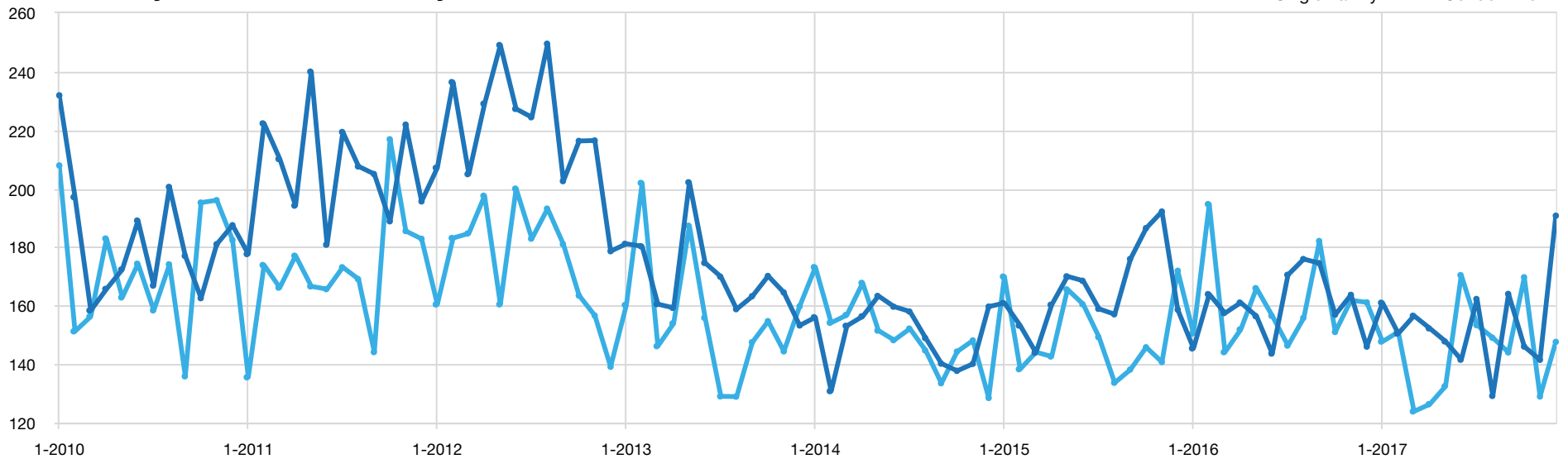
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	148	- 1.3%	161	+ 11.0%
Feb-2017	151	- 22.6%	151	- 7.9%
Mar-2017	124	- 13.9%	157	0.0%
Apr-2017	126	- 17.1%	152	- 5.6%
May-2017	132	- 20.5%	148	- 5.1%
Jun-2017	170	+ 8.3%	142	- 1.4%
Jul-2017	153	+ 4.8%	162	- 5.3%
Aug-2017	149	- 4.5%	129	- 26.7%
Sep-2017	144	- 20.9%	164	- 6.3%
Oct-2017	170	+ 12.6%	146	- 7.0%
Nov-2017	129	- 20.4%	142	- 13.4%
<b>Dec-2017</b>	<b>148</b>	<b>- 8.1%</b>	<b>191</b>	<b>+ 30.8%</b>
12-Month Avg*	146	- 8.4%	154	- 3.8%

\* Days on Market for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

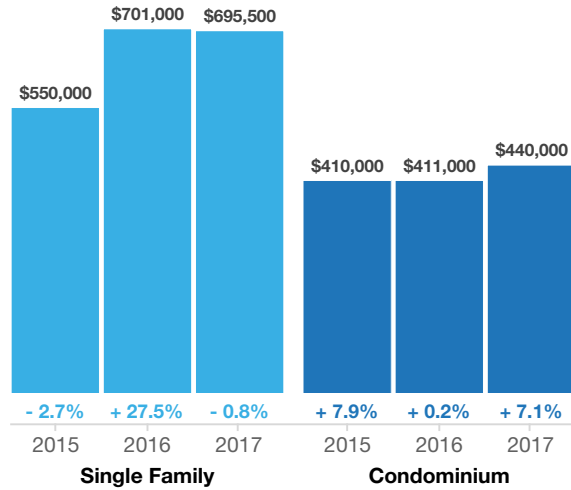


# Median Sales Price

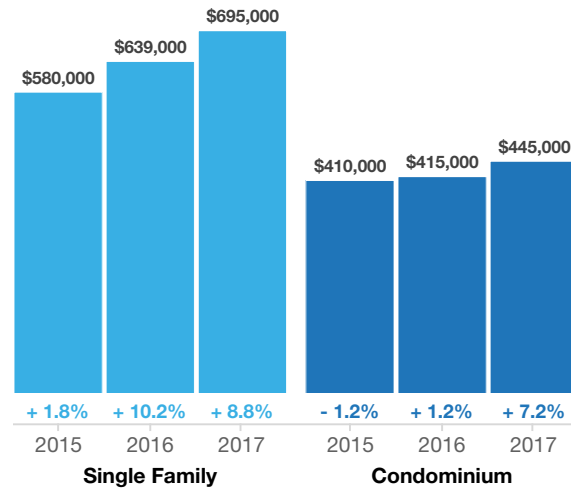
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



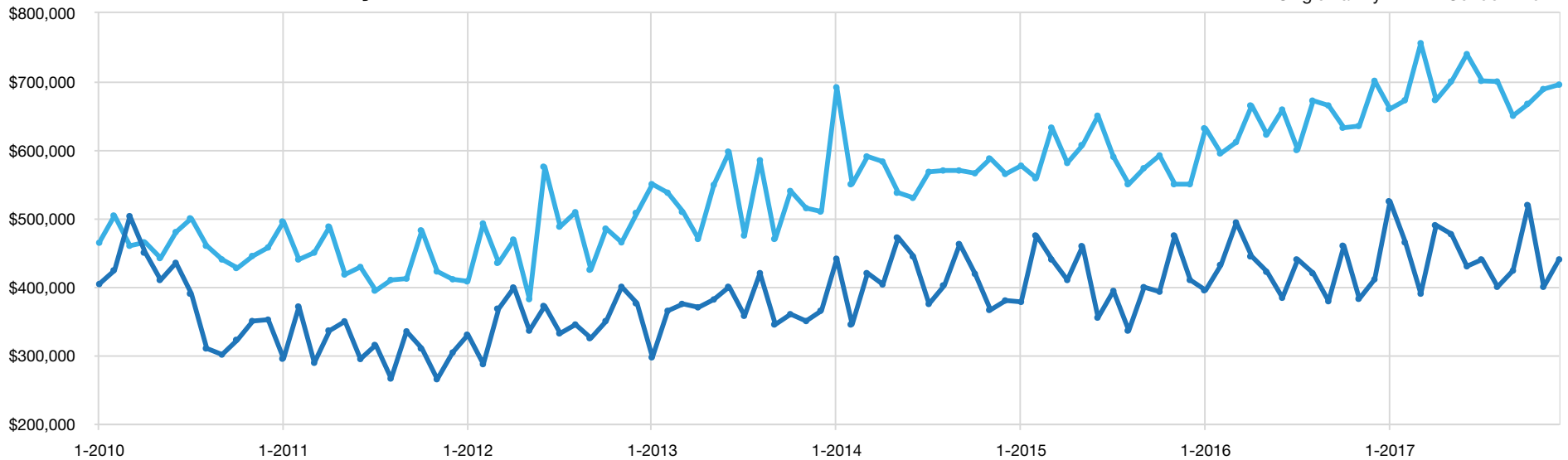
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	\$660,000	+ 4.5%	\$525,000	+ 32.9%
Feb-2017	\$672,575	+ 13.0%	\$465,000	+ 7.7%
Mar-2017	\$756,000	+ 23.6%	\$390,000	- 21.1%
Apr-2017	\$673,000	+ 1.2%	\$490,000	+ 10.2%
May-2017	\$700,000	+ 12.4%	\$477,000	+ 13.0%
Jun-2017	\$740,000	+ 12.3%	\$430,000	+ 12.0%
Jul-2017	\$701,000	+ 16.8%	\$440,000	0.0%
Aug-2017	\$700,000	+ 4.2%	\$400,000	- 4.8%
Sep-2017	\$650,000	- 2.3%	\$423,750	+ 11.8%
Oct-2017	\$667,350	+ 5.5%	\$519,500	+ 12.9%
Nov-2017	\$689,000	+ 8.5%	\$400,000	+ 4.6%
<b>Dec-2017</b>	<b>\$695,500</b>	<b>- 0.8%</b>	<b>\$440,000</b>	<b>+ 7.1%</b>
12-Month Avg*	\$695,000	+ 8.8%	\$445,000	+ 7.2%

\* Median Sales Price for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



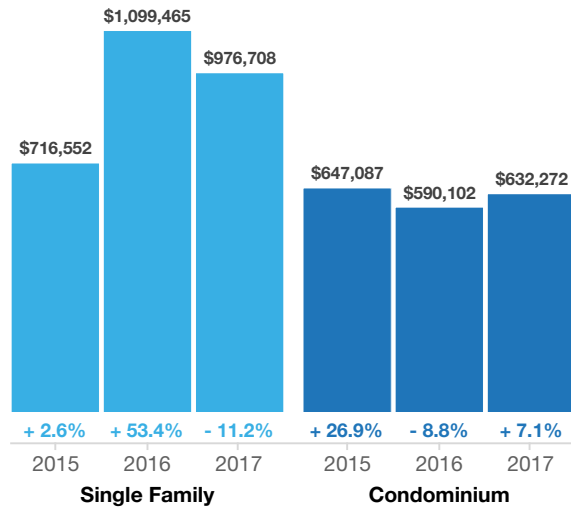


# Average Sales Price

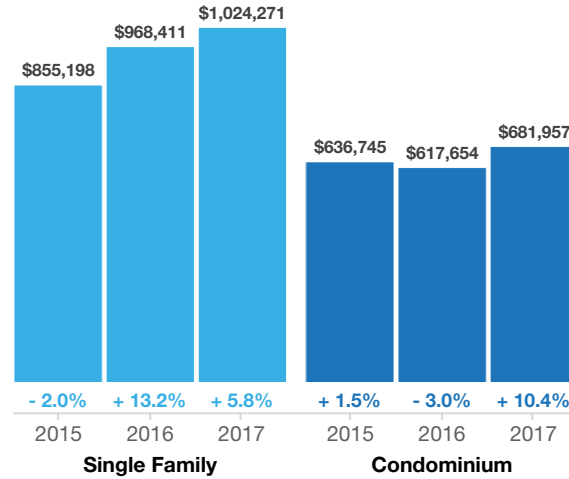
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



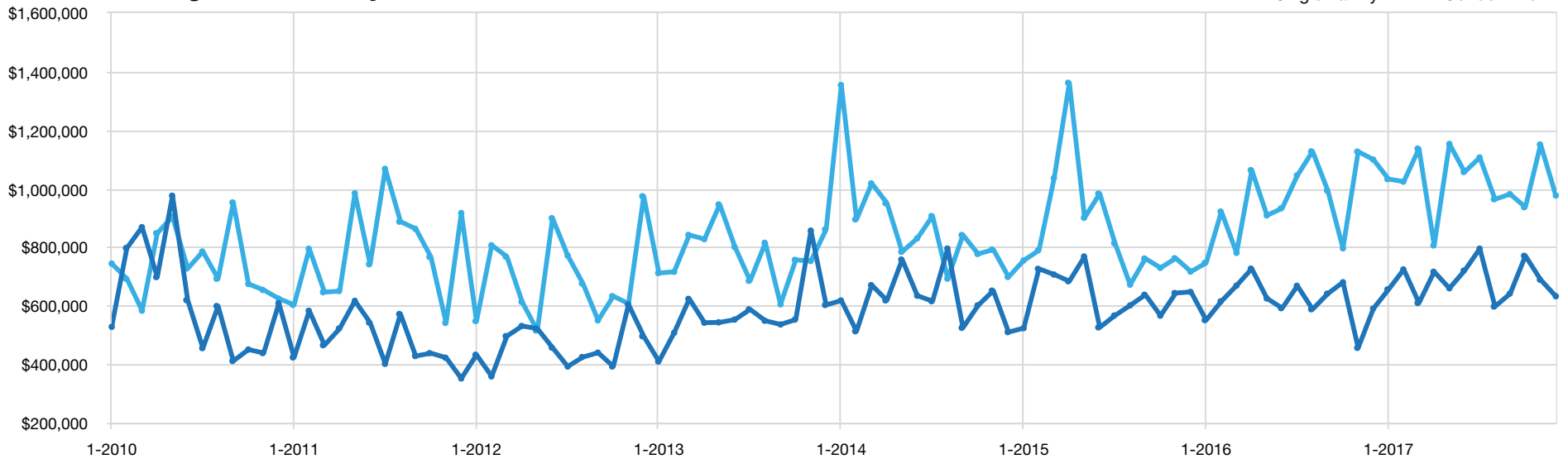
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	\$1,032,591	+ 38.4%	\$655,654	+ 19.0%
Feb-2017	\$1,023,982	+ 11.1%	\$723,978	+ 17.7%
Mar-2017	\$1,136,899	+ 45.7%	\$609,385	- 8.9%
Apr-2017	\$806,109	- 24.2%	\$715,983	- 1.4%
May-2017	\$1,152,746	+ 26.9%	\$659,559	+ 5.5%
Jun-2017	\$1,057,009	+ 13.3%	\$719,692	+ 21.7%
Jul-2017	\$1,106,498	+ 5.8%	\$794,823	+ 19.0%
Aug-2017	\$963,743	- 14.5%	\$597,209	+ 1.6%
Sep-2017	\$981,276	- 1.2%	\$641,318	+ 0.0%
Oct-2017	\$936,729	+ 17.7%	\$770,432	+ 13.3%
Nov-2017	\$1,151,000	+ 2.2%	\$688,871	+ 51.1%
<b>Dec-2017</b>	<b>\$976,708</b>	<b>- 11.2%</b>	<b>\$632,272</b>	<b>+ 7.1%</b>
12-Month Avg*	\$1,024,271	+ 5.8%	\$681,957	+ 10.4%

\* Avg. Sales Price for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

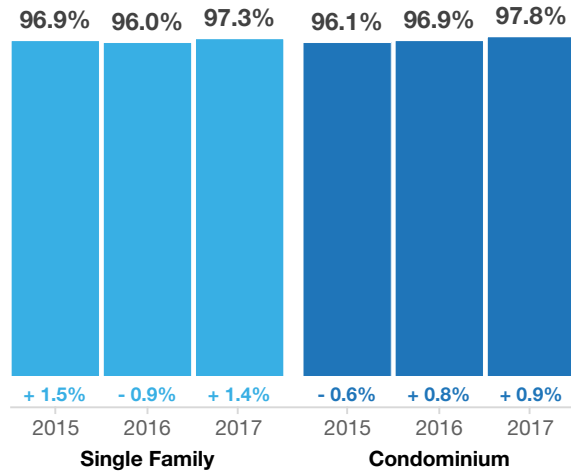


# Percent of List Price Received

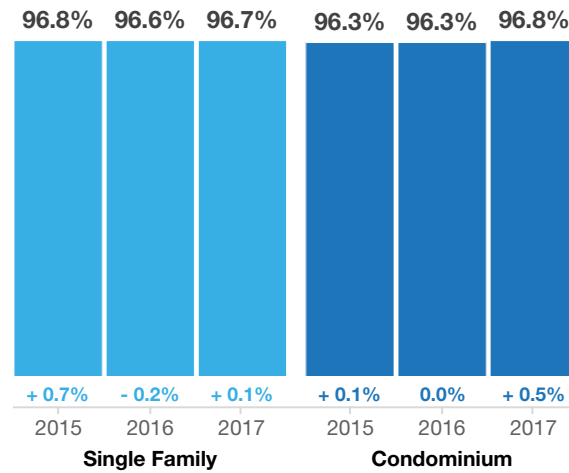
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December



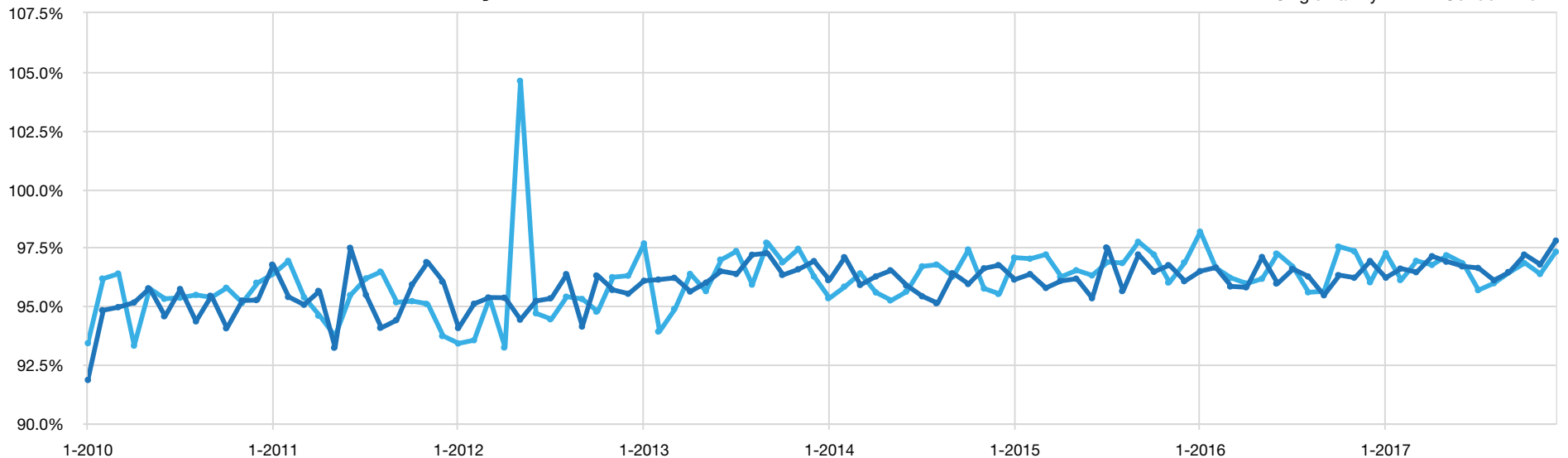
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	97.3%	- 0.9%	96.2%	- 0.3%
Feb-2017	96.1%	- 0.5%	96.6%	0.0%
Mar-2017	96.9%	+ 0.7%	96.4%	+ 0.6%
Apr-2017	96.8%	+ 0.8%	97.1%	+ 1.4%
May-2017	97.2%	+ 1.0%	96.9%	- 0.2%
Jun-2017	96.8%	- 0.4%	96.7%	+ 0.7%
Jul-2017	95.7%	- 1.0%	96.6%	0.0%
Aug-2017	96.0%	+ 0.4%	96.1%	- 0.2%
Sep-2017	96.4%	+ 0.8%	96.5%	+ 1.0%
Oct-2017	96.8%	- 0.7%	97.2%	+ 0.9%
Nov-2017	96.4%	- 0.9%	96.8%	+ 0.6%
<b>Dec-2017</b>	<b>97.3%</b>	<b>+ 1.4%</b>	<b>97.8%</b>	<b>+ 0.9%</b>
12-Month Avg*	96.7%	+ 0.1%	96.8%	+ 0.5%

\* Pct. of List Price Received for all properties from January 2017 through December 2017. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

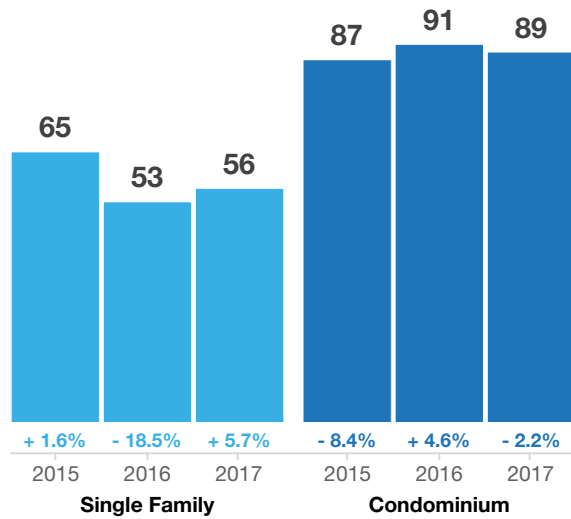


# Housing Affordability Index

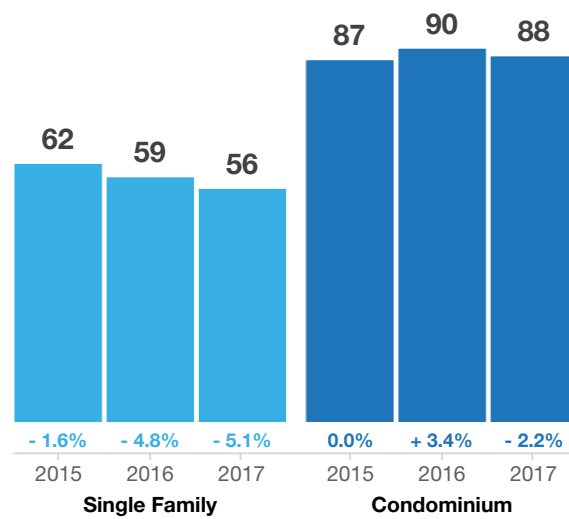
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December

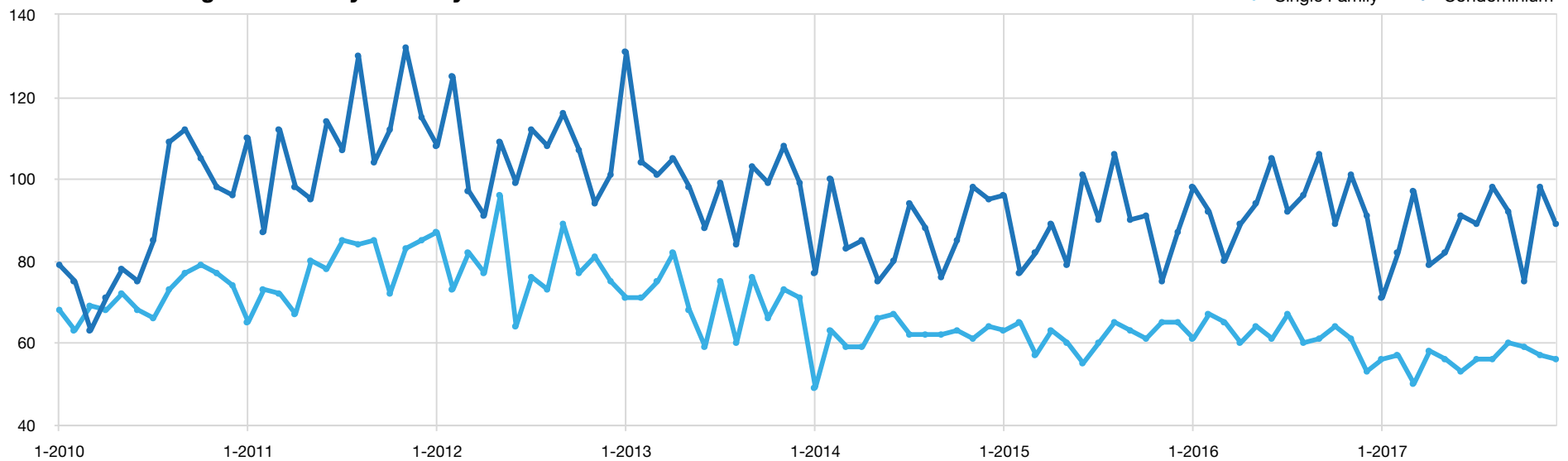


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	56	- 8.2%	71	- 27.6%
Feb-2017	57	- 14.9%	82	- 10.9%
Mar-2017	50	- 23.1%	97	+ 21.3%
Apr-2017	58	- 3.3%	79	- 11.2%
May-2017	56	- 12.5%	82	- 12.8%
Jun-2017	53	- 13.1%	91	- 13.3%
Jul-2017	56	- 16.4%	89	- 3.3%
Aug-2017	56	- 6.7%	98	+ 2.1%
Sep-2017	60	- 1.6%	92	- 13.2%
Oct-2017	59	- 7.8%	75	- 15.7%
Nov-2017	57	- 6.6%	98	- 3.0%
<b>Dec-2017</b>	<b>56</b>	<b>+ 5.7%</b>	<b>89</b>	<b>- 2.2%</b>
12-Month Avg	56	- 9.7%	87	- 7.4%

## Historical Housing Affordability Index by Month

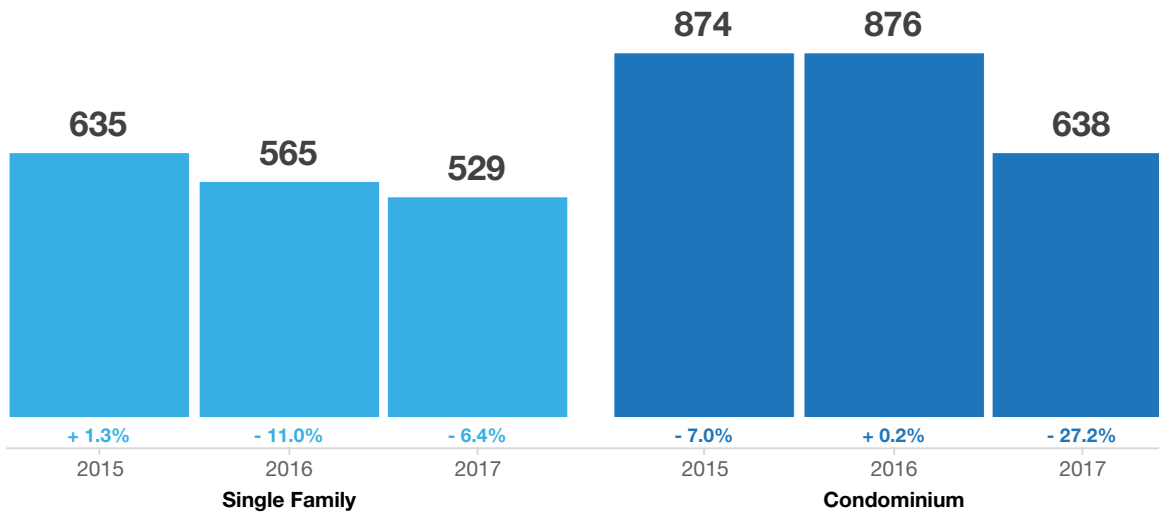


# Inventory of Homes for Sale

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

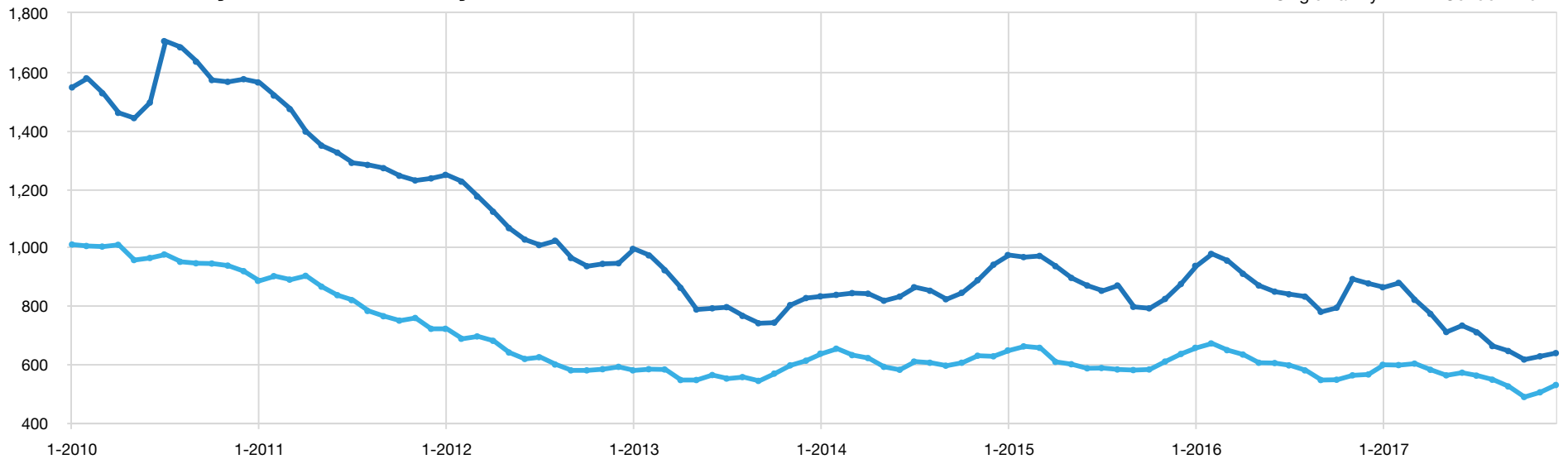


## December



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	598	- 8.8%	863	- 7.8%
Feb-2017	597	- 11.0%	878	- 10.1%
Mar-2017	602	- 7.1%	820	- 14.0%
Apr-2017	581	- 8.2%	772	- 15.1%
May-2017	562	- 7.1%	710	- 18.3%
Jun-2017	571	- 5.5%	732	- 13.7%
Jul-2017	561	- 5.9%	709	- 15.5%
Aug-2017	547	- 5.5%	662	- 20.3%
Sep-2017	524	- 4.0%	645	- 17.2%
Oct-2017	488	- 10.8%	616	- 22.3%
Nov-2017	504	- 10.3%	627	- 29.6%
<b>Dec-2017</b>	<b>529</b>	<b>- 6.4%</b>	<b>638</b>	<b>- 27.2%</b>
12-Month Avg	555	- 7.7%	723	- 17.4%

## Historical Inventory of Homes for Sale by Month

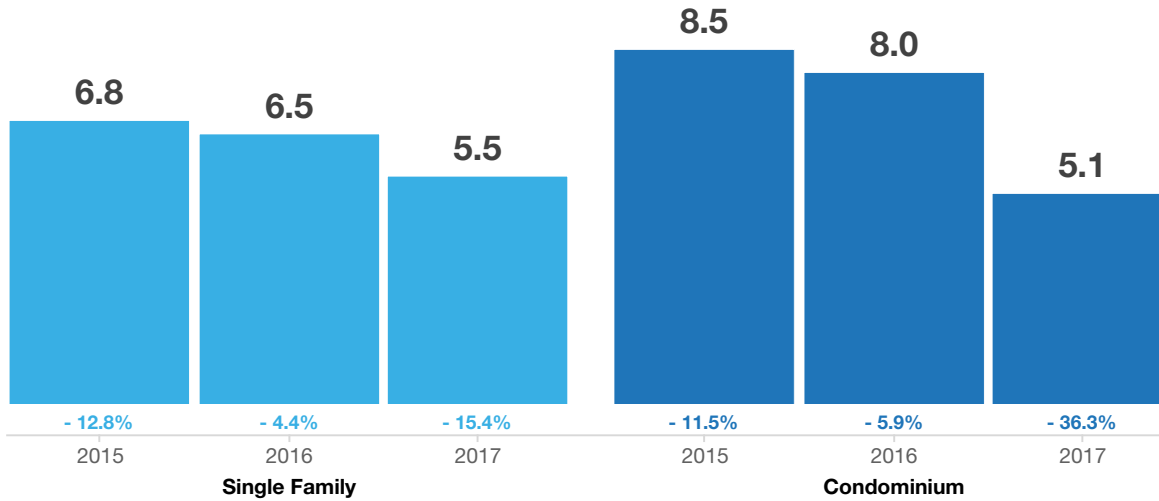


# Months Supply of Inventory

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.



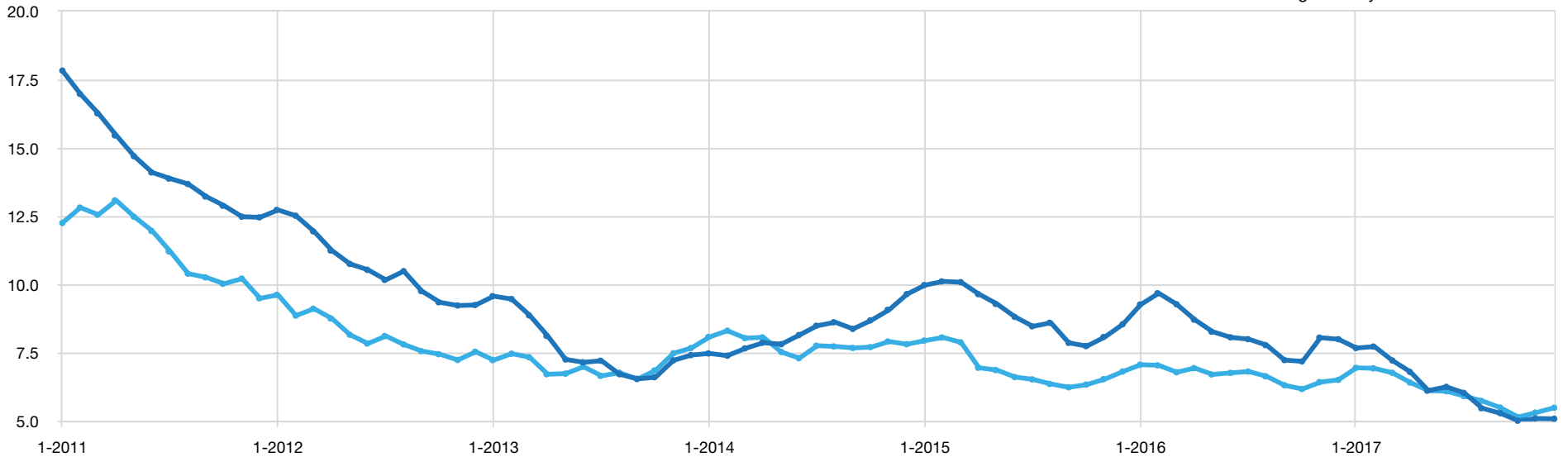
## December



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jan-2017	6.9	- 2.8%	7.7	- 17.2%
Feb-2017	6.9	- 1.4%	7.7	- 20.6%
Mar-2017	6.8	0.0%	7.2	- 22.6%
Apr-2017	6.4	- 7.2%	6.8	- 21.8%
May-2017	6.1	- 9.0%	6.1	- 26.5%
Jun-2017	6.1	- 10.3%	6.2	- 23.5%
Jul-2017	5.9	- 13.2%	6.0	- 25.0%
Aug-2017	5.7	- 13.6%	5.5	- 29.5%
Sep-2017	5.5	- 12.7%	5.3	- 26.4%
Oct-2017	5.1	- 17.7%	5.0	- 30.6%
Nov-2017	5.3	- 17.2%	5.1	- 36.3%
<b>Dec-2017</b>	<b>5.5</b>	<b>- 15.4%</b>	<b>5.1</b>	<b>- 36.3%</b>
12-Month Avg*	6.1	- 8.0%	6.2	- 25.5%

\* Months Supply for all properties from January 2017 through December 2017. 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	12-2016	12-2017	% Change	YTD 2016	YTD 2017	% Change
<b>New Listings</b>		332	<b>326</b>	- 1.8%	4,219	<b>4,058</b>	- 3.8%
<b>Pending Sales</b>		155	<b>212</b>	+ 36.8%	2,580	<b>2,856</b>	+ 10.7%
<b>Closed Sales</b>		238	<b>248</b>	+ 4.2%	2,548	<b>2,771</b>	+ 8.8%
<b>Days on Market Until Sale</b>		155	<b>177</b>	+ 14.2%	160	<b>155</b>	- 3.1%
<b>Median Sales Price</b>		\$530,000	<b>\$569,500</b>	+ 7.5%	\$540,000	<b>\$580,000</b>	+ 7.4%
<b>Average Sales Price</b>		\$787,213	<b>\$746,619</b>	- 5.2%	\$766,760	<b>\$803,224</b>	+ 4.8%
<b>Percent of List Price Received</b>		95.9%	<b>97.4%</b>	+ 1.6%	96.2%	<b>96.6%</b>	+ 0.4%
<b>Housing Affordability Index</b>		71	<b>69</b>	- 2.8%	69	<b>68</b>	- 1.4%
<b>Inventory of Homes for Sale</b>		1,814	<b>1,478</b>	- 18.5%	—	—	—
<b>Months Supply of Inventory</b>		8.5	<b>6.2</b>	- 27.1%	—	—	—

# Single Family Monthly Sales Volume

## December 2017



Area Name	December 2017			November 2017			December 2016		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	8	\$7,922,500	\$1,080,000	2	\$2,184,000	\$1,092,000	6	\$5,563,000	\$882,000
Hana	1	\$749,000	\$749,000	1	\$2,850,000	\$2,850,000	3	\$5,800,000	\$1,200,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$4,160,000	\$2,080,000	2	\$3,740,000	\$1,870,000	2	\$2,860,000	\$1,430,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	6	\$4,476,500	\$783,000	4	\$2,790,000	\$690,000	11	\$6,559,500	\$530,000
Kapalua	1	\$2,995,000	\$2,995,000	1	\$2,400,000	\$2,400,000	2	\$4,650,000	\$2,325,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	21	\$17,254,962	\$670,000	19	\$16,990,570	\$640,000	17	\$26,530,000	\$735,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	5	\$4,452,000	\$740,000	4	\$3,782,000	\$807,500	3	\$6,940,129	\$857,500
Lahaina	6	\$8,905,000	\$907,500	4	\$2,818,000	\$689,000	4	\$3,450,000	\$857,500
Lanai	0	--	--	0	--	--	2	\$773,000	\$386,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	7	\$6,435,000	\$835,000	4	\$2,112,034	\$516,017	3	\$1,525,500	\$460,500
Maui Meadows	0	--	--	1	\$1,555,000	\$1,555,000	2	\$3,365,000	\$1,682,500
Molokai	1	\$110,000	\$110,000	0	--	--	2	\$623,000	\$311,500
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	1	\$1,130,000	\$1,130,000	2	\$4,145,000	\$2,072,500	4	\$3,700,000	\$717,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	4	\$4,051,000	\$742,000	6	\$4,471,000	\$680,500	11	\$8,563,500	\$780,000
Spreckelsville/Paia/Kuau	2	\$6,280,200	\$3,140,100	2	\$3,950,000	\$1,975,000	4	\$7,435,000	\$2,300,000
Wailea/Makena	1	\$2,092,000	\$2,092,000	4	\$19,205,888	\$4,507,944	3	\$6,950,000	\$2,400,000
Wailuku	22	\$14,937,130	\$621,758	17	\$10,528,500	\$600,000	19	\$11,960,489	\$605,000
<b>All MLS</b>	<b>88</b>	<b>\$85,950,292</b>	<b>\$695,500</b>	<b>73</b>	<b>\$83,521,992</b>	<b>\$688,000</b>	<b>98</b>	<b>\$107,248,118</b>	<b>\$701,000</b>

# Condominium Monthly Sales Volume

December 2017



Area Name	December 2017			November 2017			December 2016		
	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	12	\$8,047,450	\$572,500	7	\$11,251,000	\$1,650,000	12	\$11,766,000	\$975,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	1	\$115,000	\$115,000	1	\$269,000	\$269,000	2	\$300,000	\$150,000
Kapalua	3	\$5,833,000	\$725,000	5	\$14,860,000	\$4,150,000	2	\$4,105,000	\$2,052,500
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	63	\$27,492,059	\$389,000	64	\$27,138,559	\$367,500	43	\$17,407,249	\$342,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	3	\$1,944,000	\$585,000	3	\$1,559,000	\$549,000	3	\$1,434,500	\$485,000
Lanai	0	--	--	2	\$2,700,000	\$1,350,000	2	\$4,850,000	\$2,425,000
Maalaea	5	\$1,773,375	\$327,875	1	\$375,000	\$375,000	6	\$2,340,000	\$412,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Molokai	1	\$129,000	\$129,000	1	\$100,000	\$100,000	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	15	\$7,223,500	\$471,000	20	\$10,957,000	\$445,000	17	\$6,178,854	\$320,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	2	\$964,000	\$482,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	14	\$25,778,661	\$1,329,000	9	\$11,802,000	\$1,220,000	9	\$12,146,000	\$1,230,000
Wailuku	21	\$8,917,500	\$492,650	13	\$5,450,623	\$372,000	25	\$10,874,700	\$406,000
<b>All MLS</b>	<b>138</b>	<b>\$87,253,545</b>	<b>\$440,000</b>	<b>128</b>	<b>\$87,426,182</b>	<b>\$399,500</b>	<b>121</b>	<b>\$71,402,303</b>	<b>\$411,000</b>



# Land Monthly Sales Volume

December 2017



Area Name	December 2017			November 2017			December 2016		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	4	\$1,600,000	\$387,500	2	\$608,000	\$304,000	0	--	--
Hana	1	\$450,000	\$450,000	0	--	--	1	\$400,000	\$400,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	3	\$2,635,750	\$869,000	0	--	--	1	\$380,000	\$380,000
Kahakuloa	1	\$300,000	\$300,000	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	1	\$775,000	\$775,000	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$960,000	\$960,000	4	\$8,416,180	\$342,340	1	\$540,000	\$540,000
Lahaina	2	\$2,151,000	\$1,075,500	0	--	--	3	\$1,850,000	\$450,000
Lanai	0	--	--	0	--	--	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$250,000	\$250,000	0	--	--	1	\$530,000	\$530,000
Maui Meadows	0	--	--	1	\$501,000	\$501,000	1	\$420,000	\$420,000
Molokai	5	\$631,000	\$125,000	3	\$402,000	\$162,000	3	\$185,000	\$30,000
Nahiku	0	--	--	0	--	--	1	\$673,500	\$673,500
Napili/Kahana/Honokowai	0	--	--	0	--	--	1	\$410,000	\$410,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	1	\$426,524	\$426,524
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	3	\$2,205,000	\$555,000	0	--	--	1	\$600,000	\$600,000
Wailuku	0	--	--	2	\$1,033,000	\$516,500	4	\$2,104,000	\$542,500
<b>All MLS</b>	<b>22</b>	<b>\$11,957,750</b>	<b>\$475,000</b>	<b>12</b>	<b>\$10,960,180</b>	<b>\$325,340</b>	<b>19</b>	<b>\$8,519,024</b>	<b>\$426,524</b>

# Single Family Sales – Year to Date

December 2017 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-17 YTD Sales	Dec-16 YTD Sales	Unit Change	Percent Change	Dec-17 YTD Average	Dec-16 YTD Average	Dollar Change	Percent Change	Dec-17 YTD Median	Dec-16 YTD Median	Dollar Change	Percent Change	Dec-17 YTD Volume	Dec-16 YTD Volume	Dollar Change	Percent Change
Haiku	85	65	+20	+30.8%	\$885,623	\$926,204	-\$40,581	-4.4%	\$753,500	\$848,000	-\$94,500	-11.1%	\$75,277,954	\$60,203,249	+\$15,074,705	+25.0%
Hana	10	12	-2	-16.7%	\$1,506,658	\$1,175,667	+\$330,992	+28.2%	\$1,148,542	\$700,000	+\$448,542	+64.1%	\$15,066,583	\$14,108,000	+\$958,583	+6.8%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	23	22	+1	+4.5%	\$1,996,185	\$1,823,208	+\$172,977	+9.5%	\$1,780,000	\$1,597,500	+\$182,500	+11.4%	\$45,912,250	\$40,110,577	+\$5,801,673	+14.5%
Kahakuloa	1	2	-1	-50.0%	\$575,000	\$941,750	-\$366,750	-38.9%	\$575,000	\$941,750	-\$366,750	-38.9%	\$575,000	\$1,883,500	-\$1,308,500	-69.5%
Kahului	147	154	-7	-4.5%	\$614,371	\$571,015	+\$43,357	+7.6%	\$600,000	\$553,588	+\$46,413	+8.4%	\$90,312,587	\$87,936,244	+\$2,376,343	+2.7%
Kapalua	8	14	-6	-42.9%	\$2,615,000	\$3,638,571	-\$1,023,571	-28.1%	\$2,487,500	\$2,562,500	-\$75,000	-2.9%	\$20,920,000	\$50,940,000	-\$30,020,000	-58.9%
Kaupo	0	1	-1	-100.0%	--	\$1,300,000	--	--	--	\$1,300,000	--	--	\$0	\$1,300,000	-\$1,300,000	-100.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	190	176	+14	+8.0%	\$920,979	\$909,221	+\$11,758	+1.3%	\$702,000	\$625,000	+\$77,000	+12.3%	\$174,986,031	\$160,022,868	+\$14,963,163	+9.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	79	64	+15	+23.4%	\$1,013,718	\$1,133,309	-\$119,592	-10.6%	\$849,000	\$848,750	+\$250	+0.0%	\$80,083,700	\$72,531,804	+\$7,551,896	+10.4%
Lahaina	66	70	-4	-5.7%	\$1,630,391	\$1,314,947	+\$315,444	+24.0%	\$1,100,000	\$766,500	+\$333,500	+43.5%	\$107,605,798	\$92,046,274	+\$15,559,524	+16.9%
Lanai	19	20	-1	-5.0%	\$400,579	\$446,275	-\$45,696	-10.2%	\$385,000	\$419,500	-\$34,500	-8.2%	\$7,611,000	\$8,925,500	-\$1,314,500	-14.7%
Maalaea	1	1	0	0.0%	\$3,500,000	\$1,450,000	+\$2,050,000	+141.4%	\$3,500,000	\$1,450,000	+\$2,050,000	+141.4%	\$3,500,000	\$1,450,000	+\$2,050,000	+141.4%
Makawao/Olinda/Haliimaile	58	66	-8	-12.1%	\$767,897	\$672,303	+\$95,595	+14.2%	\$634,500	\$575,638	+\$58,863	+10.2%	\$44,538,048	\$44,371,975	+\$166,073	+0.4%
Maui Meadows	28	26	+2	+7.7%	\$1,380,248	\$1,250,829	+\$129,419	+10.3%	\$1,280,000	\$1,287,500	-\$7,500	-0.6%	\$38,646,930	\$32,521,550	+\$6,125,380	+18.8%
Molokai	22	18	+4	+22.2%	\$473,416	\$483,111	-\$9,695	-2.0%	\$388,500	\$386,500	+\$2,001	+0.5%	\$10,415,160	\$8,695,999	+\$1,719,161	+19.8%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	41	39	+2	+5.1%	\$969,328	\$1,154,859	-\$185,531	-16.1%	\$905,000	\$885,000	+\$20,000	+2.3%	\$39,742,444	\$45,039,515	-\$5,297,071	-11.8%
Olowalu	1	2	-1	-50.0%	\$801,500	\$3,175,000	-\$2,373,500	-74.8%	\$801,500	\$3,175,000	-\$2,373,500	-74.8%	\$801,500	\$6,350,000	-\$5,548,500	-87.4%
Pukalani	53	70	-17	-24.3%	\$769,599	\$651,369	+\$118,230	+18.2%	\$680,500	\$625,000	+\$55,500	+8.9%	\$40,788,750	\$45,595,809	-\$4,807,059	-10.5%
Spreckelsville/Paia/Kuau	24	34	-10	-29.4%	\$2,663,087	\$1,768,985	+\$894,103	+50.5%	\$1,216,250	\$720,000	+\$496,250	+68.9%	\$63,914,099	\$58,976,500	+\$4,937,599	+8.4%
Wailea/Makena	28	24	+4	+16.7%	\$4,480,996	\$3,846,542	+\$634,454	+16.5%	\$2,243,500	\$3,056,250	-\$812,750	-26.6%	\$125,467,888	\$92,317,000	+\$33,150,888	+35.9%
Wailuku	215	196	+19	+9.7%	\$648,875	\$593,445	+\$55,431	+9.3%	\$617,435	\$564,500	+\$52,935	+9.4%	\$139,508,208	\$116,315,146	+\$23,193,062	+19.9%
<b>All MLS</b>	<b>1,099</b>	<b>1,076</b>	<b>+23</b>	<b>+2.1%</b>	<b>\$1,024,271</b>	<b>\$968,411</b>	<b>+\$55,860</b>	<b>+5.8%</b>	<b>\$695,000</b>	<b>\$639,000</b>	<b>+\$56,000</b>	<b>+8.8%</b>	<b>\$1,125,673,930</b>	<b>\$1,041,641,510</b>	<b>+\$84,032,420</b>	<b>+8.1%</b>

# Total Condominium Sales – Year to Date

## December 2017 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-17 YTD Sales	Dec-16 YTD Sales	Unit Change	Percent Change	Dec-17 YTD Average	Dec-16 YTD Average	Dollar Change	Percent Change	Dec-17 YTD Median	Dec-16 YTD Median	Dollar Change	Percent Change	Dec-17 YTD Volume	Dec-16 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	1	0	+1	--	\$760,000	--	--	--	\$760,000	--	--	--	\$760,000	\$0	+\$760,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	129	149	-20	-13.4%	\$1,068,258	\$1,107,440	-\$39,181	-3.5%	\$780,000	\$875,000	-\$95,000	-10.9%	\$137,805,334	\$165,008,509	-\$27,203,175	-16.5%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	35	18	+17	+94.4%	\$131,794	\$129,032	+\$2,762	+2.1%	\$95,000	\$93,500	+\$1,500	+1.6%	\$4,612,780	\$2,322,572	+\$2,290,208	+98.6%
Kapalua	55	33	+22	+66.7%	\$1,994,251	\$2,053,012	-\$58,761	-2.9%	\$950,000	\$965,000	-\$15,000	-1.6%	\$109,683,787	\$67,749,384	+\$41,934,403	+61.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	580	488	+92	+18.9%	\$460,611	\$423,910	+\$36,701	+8.7%	\$375,050	\$340,000	+\$35,050	+10.3%	\$267,154,518	\$206,868,240	+\$60,286,278	+29.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	75	72	+3	+4.2%	\$536,477	\$475,833	+\$60,644	+12.7%	\$505,000	\$480,573	+\$24,428	+5.1%	\$40,235,755	\$34,259,955	+\$5,975,800	+17.4%
Lanai	10	6	+4	+66.7%	\$1,226,450	\$1,503,333	-\$276,883	-18.4%	\$895,000	\$1,212,500	-\$317,500	-26.2%	\$12,264,500	\$9,020,000	+\$3,244,500	+36.0%
Maalaea	43	27	+16	+59.3%	\$366,513	\$343,548	+\$22,965	+6.7%	\$323,600	\$325,000	-\$1,400	-0.4%	\$15,760,075	\$9,275,800	+\$6,484,275	+69.9%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	16	15	+1	+6.7%	\$143,828	\$177,200	-\$33,372	-18.8%	\$116,125	\$170,000	-\$53,875	-31.7%	\$2,301,250	\$2,658,000	-\$356,750	-13.4%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	222	236	-14	-5.9%	\$464,651	\$414,466	+\$50,184	+12.1%	\$417,500	\$398,250	+\$19,250	+4.8%	\$103,152,503	\$97,814,078	+\$5,338,425	+5.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	10	10	0	0.0%	\$561,700	\$513,164	+\$48,536	+9.5%	\$555,000	\$507,500	+\$47,500	+9.4%	\$5,617,000	\$5,131,638	+\$485,362	+9.5%
Spreckelsville/Paia/Kuau	1	4	-3	-75.0%	\$354,000	\$905,750	-\$551,750	-60.9%	\$354,000	\$321,500	+\$32,500	+10.1%	\$354,000	\$3,623,000	-\$3,269,000	-90.2%
Wailea/Makena	141	105	+36	+34.3%	\$1,695,956	\$1,397,156	+\$298,800	+21.4%	\$1,150,000	\$1,075,000	+\$75,000	+7.0%	\$239,129,828	\$146,701,400	+\$92,428,428	+63.0%
Wailuku	133	147	-14	-9.5%	\$381,114	\$399,280	-\$18,167	-4.5%	\$407,000	\$375,000	+\$32,000	+8.5%	\$50,688,109	\$58,694,214	-\$8,006,105	-13.6%
<b>All MLS</b>	<b>1,451</b>	<b>1,310</b>	<b>+141</b>	<b>+10.8%</b>	<b>\$681,957</b>	<b>\$617,654</b>	<b>+\$64,303</b>	<b>+10.4%</b>	<b>\$445,000</b>	<b>\$415,000</b>	<b>+\$30,000</b>	<b>+7.2%</b>	<b>\$989,519,439</b>	<b>\$809,126,790</b>	<b>+\$180,392,649</b>	<b>+22.3%</b>

# Fee Simple Condominium Sales – Year to Date

## December 2017 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-17 YTD Sales	Dec-16 YTD Sales	Unit Change	Percent Change	Dec-17 YTD Average	Dec-16 YTD Average	Dollar Change	Percent Change	Dec-17 YTD Median	Dec-16 YTD Median	Dollar Change	Percent Change	Dec-17 YTD Volume	Dec-16 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	1	0	+1	--	\$760,000	--	--	--	\$760,000	--	--	--	\$760,000	\$0	+\$760,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	114	135	-21	-15.6%	\$1,171,148	\$1,184,596	-\$13,448	-1.1%	\$890,500	\$925,000	-\$34,500	-3.7%	\$133,510,884	\$159,920,509	-\$26,409,625	-16.5%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	35	18	+17	+94.4%	\$131,794	\$129,032	+\$2,762	+2.1%	\$95,000	\$93,500	+\$1,500	+1.6%	\$4,612,780	\$2,322,572	+\$2,290,208	+98.6%
Kapalua	55	33	+22	+66.7%	\$1,994,251	\$2,053,012	-\$58,761	-2.9%	\$950,000	\$965,000	-\$15,000	-1.6%	\$109,683,787	\$67,749,384	+\$41,934,403	+61.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	570	482	+88	+18.3%	\$463,167	\$424,850	+\$38,317	+9.0%	\$378,433	\$340,000	+\$38,433	+11.3%	\$264,005,018	\$204,777,740	+\$59,227,278	+28.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	73	67	+6	+9.0%	\$546,669	\$502,386	+\$44,283	+8.8%	\$510,000	\$486,145	+\$23,855	+4.9%	\$39,906,855	\$33,659,855	+\$6,247,000	+18.6%
Lanai	10	6	+4	+66.7%	\$1,226,450	\$1,503,333	-\$276,883	-18.4%	\$895,000	\$1,212,500	-\$317,500	-26.2%	\$12,264,500	\$9,020,000	+\$3,244,500	+36.0%
Maalaea	32	15	+17	+113.3%	\$398,231	\$432,253	-\$34,022	-7.9%	\$385,000	\$450,000	-\$65,000	-14.4%	\$12,743,400	\$6,483,800	+\$6,259,600	+96.5%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	13	14	-1	-7.1%	\$158,865	\$185,929	-\$27,063	-14.6%	\$120,000	\$184,500	-\$64,500	-35.0%	\$2,065,250	\$2,603,000	-\$537,750	-20.7%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	186	192	-6	-3.1%	\$486,517	\$443,140	+\$43,377	+9.8%	\$440,000	\$412,000	+\$28,000	+6.8%	\$90,492,200	\$85,082,854	+\$5,409,346	+6.4%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	10	10	0	0.0%	\$561,700	\$513,164	+\$48,536	+9.5%	\$555,000	\$507,500	+\$47,500	+9.4%	\$5,617,000	\$5,131,638	+\$485,362	+9.5%
Spreckelsville/Paia/Kuau	1	4	-3	-75.0%	\$354,000	\$905,750	-\$551,750	-60.9%	\$354,000	\$321,500	+\$32,500	+10.1%	\$354,000	\$3,623,000	-\$3,269,000	-90.2%
Wailea/Makena	141	105	+36	+34.3%	\$1,695,956	\$1,397,156	+\$298,800	+21.4%	\$1,150,000	\$1,075,000	+\$75,000	+7.0%	\$239,129,828	\$146,701,400	+\$92,428,428	+63.0%
Wailuku	133	147	-14	-9.5%	\$381,114	\$399,280	-\$18,167	-4.5%	\$407,000	\$375,000	+\$32,000	+8.5%	\$50,688,109	\$58,694,214	-\$8,006,105	-13.6%
<b>All MLS</b>	<b>1,374</b>	<b>1,228</b>	<b>+146</b>	<b>+11.9%</b>	<b>\$702,936</b>	<b>\$639,878</b>	<b>+\$63,058</b>	<b>+9.9%</b>	<b>\$466,500</b>	<b>\$430,000</b>	<b>+\$36,500</b>	<b>+8.5%</b>	<b>\$965,833,611</b>	<b>\$785,769,966</b>	<b>+\$180,063,645</b>	<b>+22.9%</b>

# Leasehold Condominium Sales – Year to Date

December 2017 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-17 YTD Sales	Dec-16 YTD Sales	Unit Change	Percent Change	Dec-17 YTD Average	Dec-16 YTD Average	Dollar Change	Percent Change	Dec-17 YTD Median	Dec-16 YTD Median	Dollar Change	Percent Change	Dec-17 YTD Volume	Dec-16 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	15	14	+1	+7.1%	\$286,297	\$363,429	-\$77,132	-21.2%	\$244,450	\$270,000	-\$25,550	-9.5%	\$4,294,450	\$5,088,000	-\$793,550	-15.6%
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	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	10	6	+4	+66.7%	\$314,950	\$348,417	-\$33,467	-9.6%	\$247,500	\$329,500	-\$82,000	-24.9%	\$3,149,500	\$2,090,500	+\$1,059,000	+50.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	2	5	-3	-60.0%	\$164,450	\$120,020	+\$44,430	+37.0%	\$164,450	\$125,000	+\$39,450	+31.6%	\$328,900	\$600,100	-\$271,200	-45.2%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maalaea	11	12	-1	-8.3%	\$274,243	\$232,667	+\$41,577	+17.9%	\$290,000	\$215,000	+\$75,000	+34.9%	\$3,016,675	\$2,792,000	+\$224,675	+8.0%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	3	1	+2	+200.0%	\$78,667	\$55,000	+\$23,667	+43.0%	\$75,000	\$55,000	+\$20,000	+36.4%	\$236,000	\$55,000	+\$181,000	+329.1%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	36	44	-8	-18.2%	\$351,675	\$289,346	+\$62,329	+21.5%	\$154,375	\$114,588	+\$39,788	+34.7%	\$12,660,303	\$12,731,224	-\$70,921	-0.6%
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	--
<b>All MLS</b>	<b>77</b>	<b>82</b>	<b>-5</b>	<b>-6.1%</b>	<b>\$307,608</b>	<b>\$284,839</b>	<b>+\$22,769</b>	<b>+8.0%</b>	<b>\$225,000</b>	<b>\$198,500</b>	<b>+\$26,500</b>	<b>+13.4%</b>	<b>\$23,685,828</b>	<b>\$23,356,824</b>	<b>+\$329,004</b>	<b>+1.4%</b>

# Land Sales – Year to Date

## December 2017 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Dec-17 YTD Sales	Dec-16 YTD Sales	Unit Change	Percent Change	Dec-17 YTD Average	Dec-16 YTD Average	Dollar Change	Percent Change	Dec-17 YTD Median	Dec-16 YTD Median	Dollar Change	Percent Change	Dec-17 YTD Volume	Dec-16 YTD Volume	Dollar Change	Percent Change
Haiku	33	21	+12	+57.1%	\$483,323	\$865,024	-\$381,701	-44.1%	\$400,000	\$535,000	-\$135,000	-25.2%	\$15,949,668	\$18,165,500	-\$2,215,832	-12.2%
Hana	9	5	+4	+80.0%	\$361,111	\$404,000	-\$42,889	-10.6%	\$425,000	\$310,000	+\$115,000	+37.1%	\$3,250,000	\$2,020,000	+\$1,230,000	+60.9%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	16	17	-1	-5.9%	\$700,234	\$660,684	+\$39,551	+6.0%	\$793,500	\$680,000	+\$113,500	+16.7%	\$11,203,750	\$11,231,625	-\$27,875	-0.2%
Kahakuloa	2	4	-2	-50.0%	\$383,750	\$308,000	+\$75,750	+24.6%	\$383,750	\$332,500	+\$51,250	+15.4%	\$767,500	\$1,232,000	-\$464,500	-37.7%
Kahului	3	1	+2	+200.0%	\$291,667	\$470,000	-\$178,333	-37.9%	\$315,000	\$470,000	-\$155,000	-33.0%	\$875,000	\$470,000	+\$405,000	+86.2%
Kapalua	6	7	-1	-14.3%	\$963,167	\$1,081,429	-\$118,262	-10.9%	\$825,000	\$925,000	-\$100,000	-10.8%	\$5,779,000	\$7,570,000	-\$1,791,000	-23.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	8	12	-4	-33.3%	\$603,625	\$675,167	-\$71,542	-10.6%	\$473,500	\$454,750	+\$18,750	+4.1%	\$4,829,000	\$8,102,000	-\$3,273,000	-40.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	15	13	+2	+15.4%	\$982,813	\$617,231	+\$365,582	+59.2%	\$465,000	\$540,000	-\$75,000	-13.9%	\$14,742,189	\$8,024,000	+\$6,718,189	+83.7%
Lahaina	8	20	-12	-60.0%	\$970,000	\$1,048,178	-\$78,178	-7.5%	\$932,500	\$999,500	-\$67,000	-6.7%	\$7,760,000	\$20,963,560	-\$13,203,560	-63.0%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	14	9	+5	+55.6%	\$563,736	\$378,457	+\$185,279	+49.0%	\$507,500	\$330,000	+\$177,500	+53.8%	\$7,892,300	\$3,406,111	+\$4,486,189	+131.7%
Maui Meadows	3	2	+1	+50.0%	\$467,833	\$522,500	-\$54,667	-10.5%	\$501,000	\$522,500	-\$21,500	-4.1%	\$1,403,500	\$1,045,000	+\$358,500	+34.3%
Molokai	20	13	+7	+53.8%	\$144,770	\$142,023	+\$2,747	+1.9%	\$132,500	\$125,000	+\$7,500	+6.0%	\$2,895,400	\$1,846,300	+\$1,049,100	+56.8%
Nahiku	0	2	-2	-100.0%	--	\$469,250	--	--	--	\$469,250	--	--	\$0	\$938,500	-\$938,500	-100.0%
Napili/Kahana/Honokowai	2	2	0	0.0%	\$765,000	\$412,500	+\$352,500	+85.5%	\$765,000	\$412,500	+\$352,500	+85.5%	\$1,530,000	\$825,000	+\$705,000	+85.5%
Olowalu	1	3	-2	-66.7%	\$1,100,000	\$731,333	+\$368,667	+50.4%	\$1,100,000	\$699,000	+\$401,000	+57.4%	\$1,100,000	\$2,194,000	-\$1,094,000	-49.9%
Pukalani	47	7	+40	+571.4%	\$329,292	\$339,933	-\$10,641	-3.1%	\$325,650	\$319,130	+\$6,520	+2.0%	\$15,476,740	\$2,379,534	+\$13,097,206	+550.4%
Spreckelsville/Paia/Kuau	1	1	0	0.0%	\$1,300,000	\$2,950,000	-\$1,650,000	-55.9%	\$1,300,000	\$2,950,000	-\$1,650,000	-55.9%	\$1,300,000	\$2,950,000	-\$1,650,000	-55.9%
Wailea/Makena	5	3	+2	+66.7%	\$646,000	\$875,000	-\$229,000	-26.2%	\$550,000	\$675,000	-\$125,000	-18.5%	\$3,230,000	\$2,625,000	+\$605,000	+23.0%
Wailuku	28	20	+8	+40.0%	\$377,021	\$339,025	+\$37,996	+11.2%	\$322,500	\$311,750	+\$10,750	+3.4%	\$10,556,574	\$6,780,500	+\$3,776,074	+55.7%
<b>All MLS</b>	<b>221</b>	<b>162</b>	<b>+59</b>	<b>+36.4%</b>	<b>\$500,184</b>	<b>\$634,374</b>	<b>-\$134,190</b>	<b>-21.2%</b>	<b>\$370,000</b>	<b>\$450,000</b>	<b>-\$80,000</b>	<b>-17.8%</b>	<b>\$110,540,621</b>	<b>\$102,768,630</b>	<b>+\$7,771,991</b>	<b>+7.6%</b>