

# Monthly Indicators



## June 2022

Rising inflation, soaring home prices, and increased mortgage interest rates have combined to cause a slowdown in the U.S. housing market. To help quell inflation, which reached 8.6% as of last measure in May, the Federal Reserve raised interest rates by three quarters of a percentage point in June, the largest interest rate hike since 1994. Higher prices, coupled with 30-year fixed mortgage rates approaching 6%, have exacerbated affordability challenges and rapidly cooled demand, with home sales and mortgage applications falling sharply from a year ago.

New Listings increased 1.4 percent for Single Family homes but decreased 18.6 percent for Condominium homes. Pending Sales decreased 14.0 percent for Single Family homes and 53.6 percent for Condominium homes. Inventory increased 0.7 percent for Single Family homes and 3.2 percent for Condominium homes.

Median Sales Price increased 13.6 percent to \$1,255,000 for Single Family homes and 34.3 percent to \$832,500 for Condominium homes. Days on Market increased 2.8 percent for Single Family homes but decreased 42.1 percent for Condominium homes. Months Supply of Inventory increased 17.4 percent for Single Family homes and 25.0 percent for Condominium homes.

With monthly mortgage payments up more than 50% compared to this time last year, the rising costs of homeownership have sidelined many prospective buyers. Nationally, the median sales price of existing homes recently exceeded \$400,000 for the first time ever, a 15% increase from the same period a year ago, according to the National Association of REALTORS®. As existing home sales continue to soften nationwide, housing supply is slowly improving, with inventory up for the second straight month. In time, price growth is expected to moderate as supply grows; for now, however, inventory remains low, and buyers are feeling the squeeze of higher prices all around.

## Quick Facts

**- 40.2%**

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

**+ 19.6%**

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

**- 10.9%**

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	6-2021	6-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		145	147	+ 1.4%	799	733	- 8.3%
Pending Sales		100	86	- 14.0%	746	549	- 26.4%
Closed Sales		113	85	- 24.8%	695	576	- 17.1%
Days on Market Until Sale		108	111	+ 2.8%	124	113	- 8.9%
Median Sales Price		\$1,105,000	\$1,255,000	+ 13.6%	\$987,000	\$1,185,000	+ 20.1%
Average Sales Price		\$1,748,405	\$1,815,918	+ 3.9%	\$1,730,982	\$1,857,626	+ 7.3%
Percent of List Price Received		99.0%	99.1%	+ 0.1%	98.2%	99.2%	+ 1.0%
Housing Affordability Index		46	31	- 32.6%	51	33	- 35.3%
Inventory of Homes for Sale		267	269	+ 0.7%	—	—	—
Months Supply of Inventory		2.3	2.7	+ 17.4%	—	—	—

# Condominium Market Overview

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



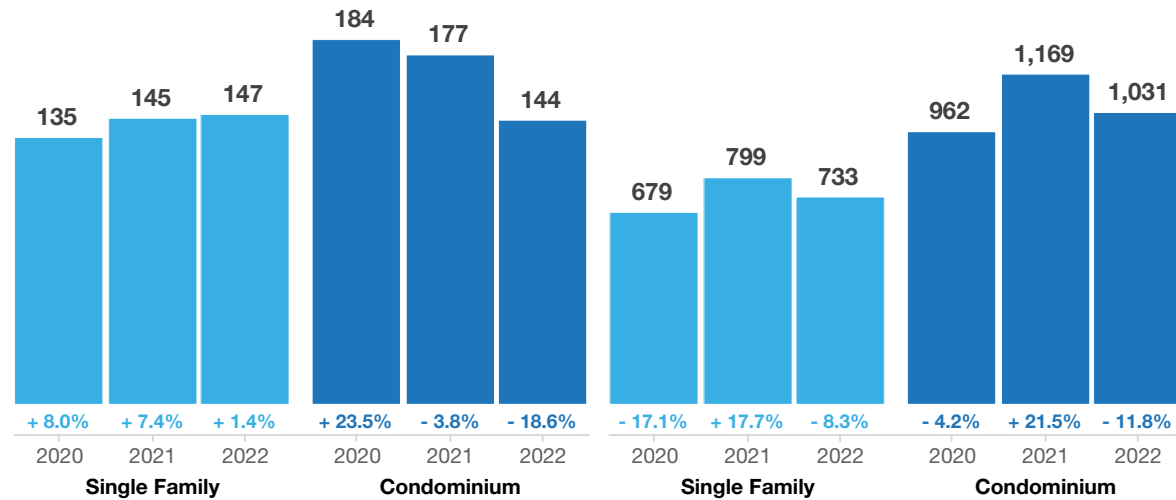
Key Metrics	Historical Sparkbars	6-2021	6-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		177	144	- 18.6%	1,169	1,031	- 11.8%
Pending Sales		194	90	- 53.6%	1,426	885	- 37.9%
Closed Sales		251	150	- 40.2%	1,271	984	- 22.6%
Days on Market Until Sale		126	73	- 42.1%	140	74	- 47.1%
Median Sales Price		\$620,000	\$832,500	+ 34.3%	\$620,000	\$760,000	+ 22.6%
Average Sales Price		\$949,719	\$1,218,550	+ 28.3%	\$941,823	\$1,097,289	+ 16.5%
Percent of List Price Received		98.6%	99.8%	+ 1.2%	97.9%	100.3%	+ 2.5%
Housing Affordability Index		81	47	- 42.0%	81	51	- 37.0%
Inventory of Homes for Sale		216	223	+ 3.2%	—	—	—
Months Supply of Inventory		1.2	1.5	+ 25.0%	—	—	—

# New Listings

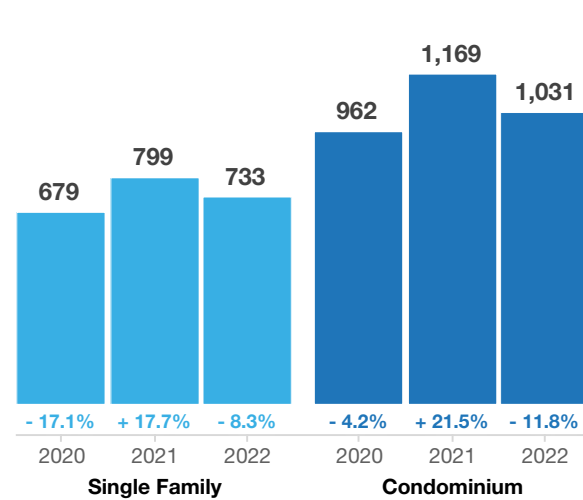
A count of the properties that have been newly listed on the market in a given month.



## June

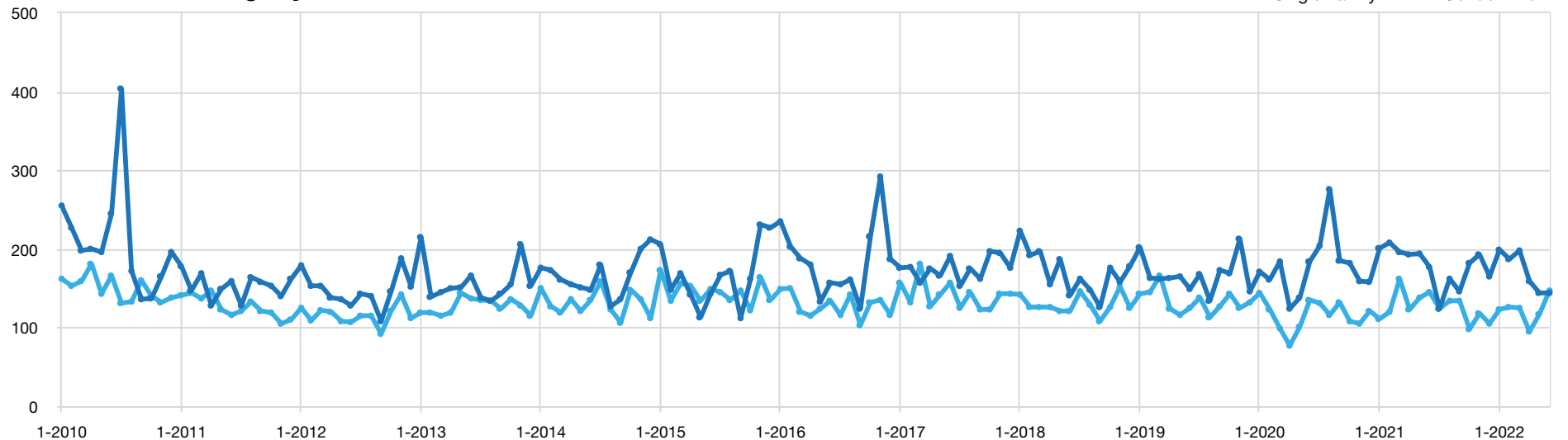


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2021	124	- 5.3%	124	- 39.2%
Aug-2021	134	+ 15.5%	162	- 41.3%
Sep-2021	134	+ 1.5%	146	- 21.1%
Oct-2021	98	- 9.3%	182	0.0%
Nov-2021	118	+ 12.4%	193	+ 21.4%
Dec-2021	105	- 13.2%	165	+ 4.4%
Jan-2022	123	+ 10.8%	199	- 1.0%
Feb-2022	126	+ 5.0%	187	- 10.1%
Mar-2022	125	- 22.8%	198	+ 1.0%
Apr-2022	95	- 22.8%	159	- 17.6%
May-2022	117	- 15.2%	144	- 25.8%
<b>Jun-2022</b>	<b>147</b>	<b>+ 1.4%</b>	<b>144</b>	<b>- 18.6%</b>
12-Month Avg	121	- 4.0%	167	- 13.9%

## Historical New Listings by Month



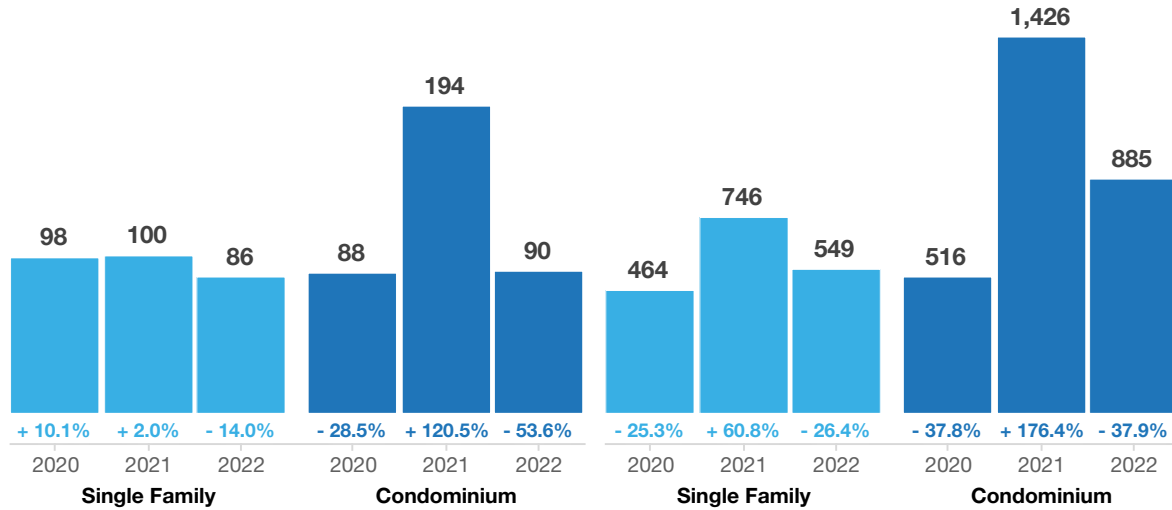
# Pending Sales

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



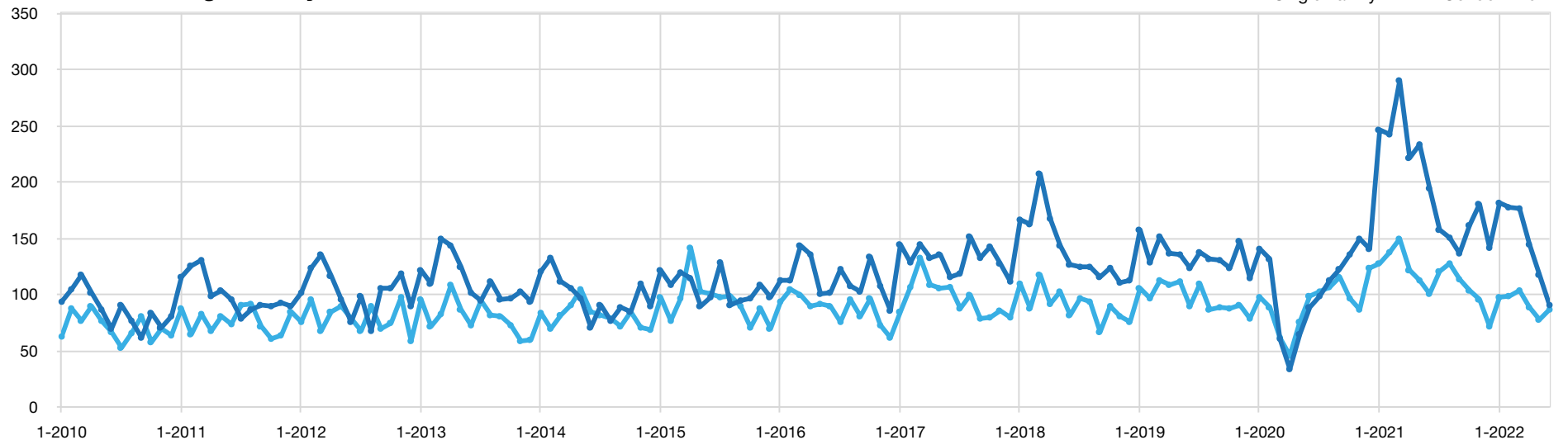
## June

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2021	120	+ 17.6%	157	+ 60.2%
Aug-2021	127	+ 19.8%	150	+ 33.9%
Sep-2021	113	- 1.7%	136	+ 11.5%
Oct-2021	103	+ 7.3%	161	+ 19.3%
Nov-2021	95	+ 10.5%	180	+ 20.8%
Dec-2021	71	- 42.3%	141	+ 0.7%
Jan-2022	97	- 23.6%	181	- 26.4%
Feb-2022	98	- 28.5%	177	- 26.9%
Mar-2022	103	- 30.9%	176	- 39.3%
Apr-2022	88	- 27.3%	144	- 34.8%
May-2022	77	- 31.3%	117	- 49.8%
<b>Jun-2022</b>	<b>86</b>	<b>- 14.0%</b>	<b>90</b>	<b>- 53.6%</b>
12-Month Avg	98	- 14.8%	151	- 17.0%

## Historical Pending Sales by Month



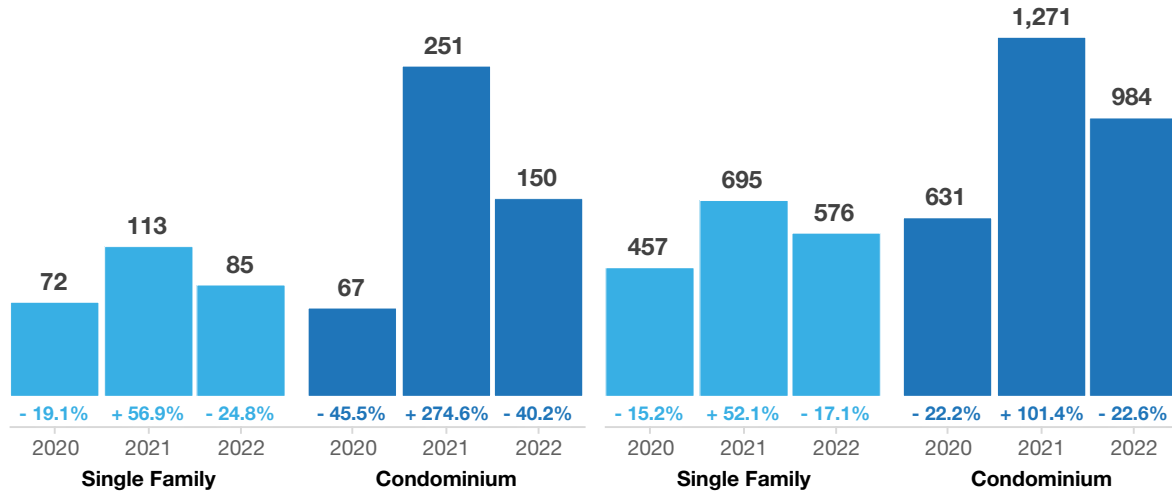
# Closed Sales

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



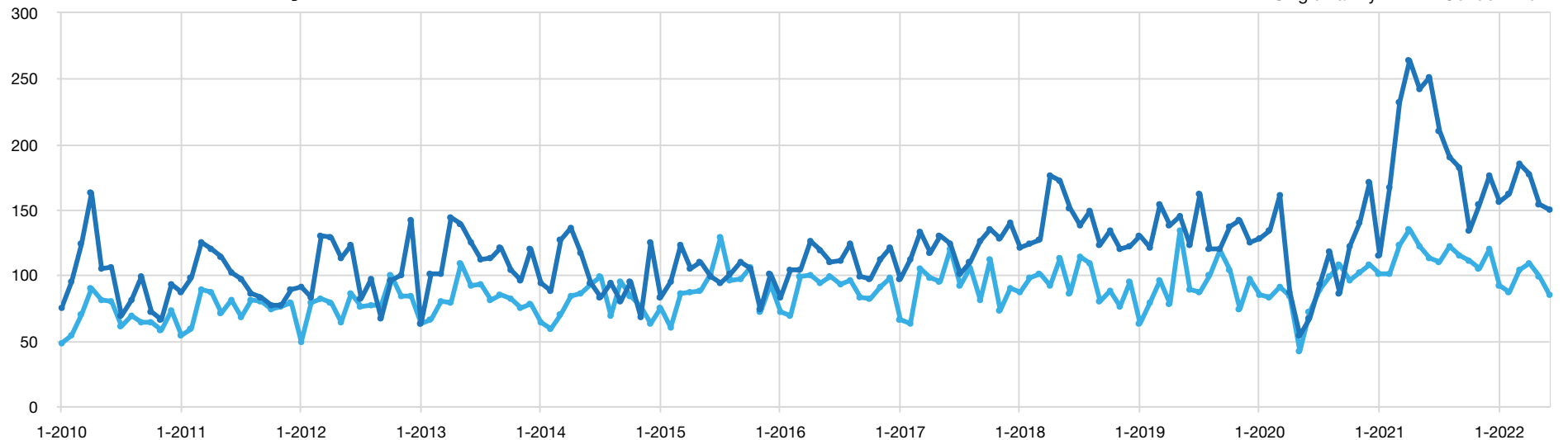
## June

## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2021	110	+ 23.6%	210	+ 125.8%
Aug-2021	122	+ 23.2%	190	+ 61.0%
Sep-2021	115	+ 6.5%	182	+ 111.6%
Oct-2021	111	+ 15.6%	134	+ 9.8%
Nov-2021	105	+ 2.9%	154	+ 10.0%
Dec-2021	120	+ 11.1%	176	+ 2.9%
Jan-2022	92	- 8.9%	156	+ 35.7%
Feb-2022	87	- 13.9%	162	- 3.0%
Mar-2022	104	- 15.4%	185	- 20.3%
Apr-2022	109	- 19.3%	177	- 33.0%
May-2022	99	- 18.9%	154	- 36.4%
<b>Jun-2022</b>	<b>85</b>	<b>- 24.8%</b>	<b>150</b>	<b>- 40.2%</b>
12-Month Avg	105	- 2.8%	169	+ 1.2%

## Historical Closed Sales by Month

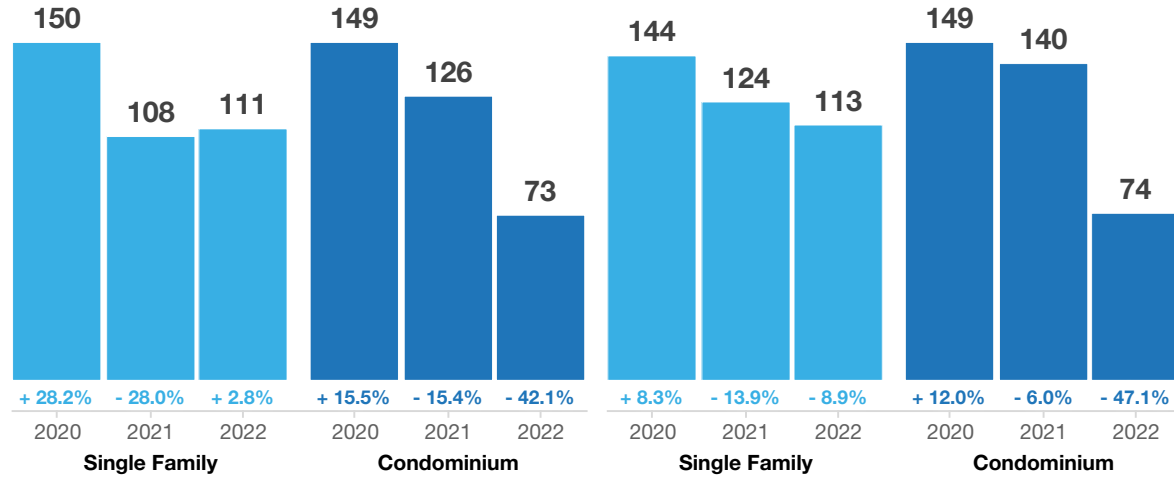


# Days on Market Until Sale

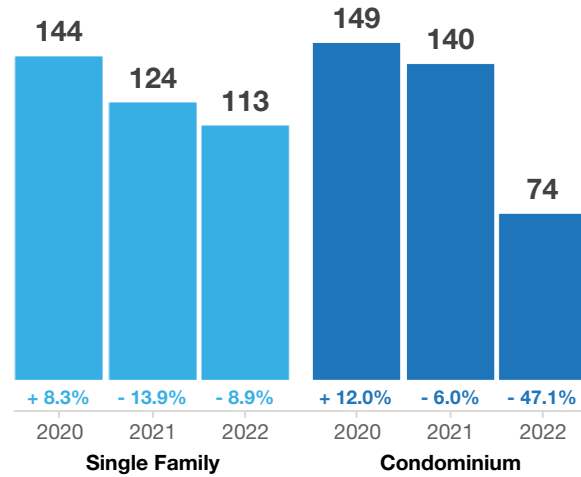
Average number of days between when a property is listed and when it closed in a given month.



## June



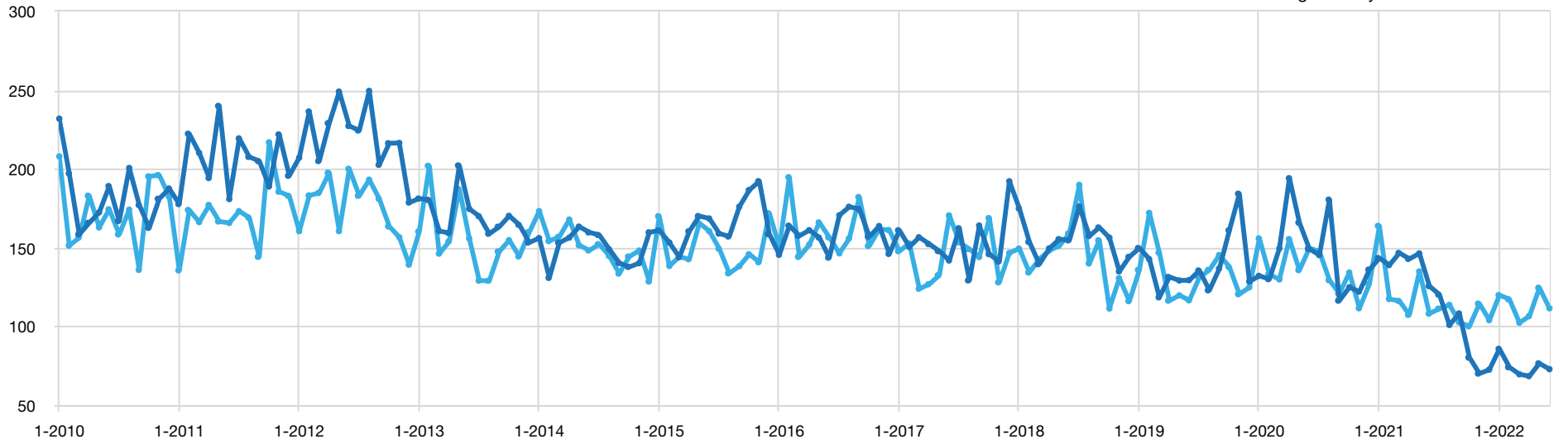
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2021	111	- 25.0%	120	- 17.2%
Aug-2021	114	- 11.6%	101	- 43.9%
Sep-2021	103	- 14.9%	108	- 6.9%
Oct-2021	100	- 25.4%	80	- 36.0%
Nov-2021	114	+ 2.7%	70	- 42.6%
Dec-2021	104	- 18.1%	73	- 46.3%
Jan-2022	120	- 26.8%	86	- 39.9%
Feb-2022	117	0.0%	74	- 46.8%
Mar-2022	102	- 12.1%	70	- 52.4%
Apr-2022	106	- 0.9%	68	- 52.4%
May-2022	124	- 8.1%	76	- 47.9%
<b>Jun-2022</b>	<b>111</b>	<b>+ 2.8%</b>	<b>73</b>	<b>- 42.1%</b>
12-Month Avg*	110	- 12.2%	84	- 39.5%

\* Days on Market for all properties from July 2021 through June 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

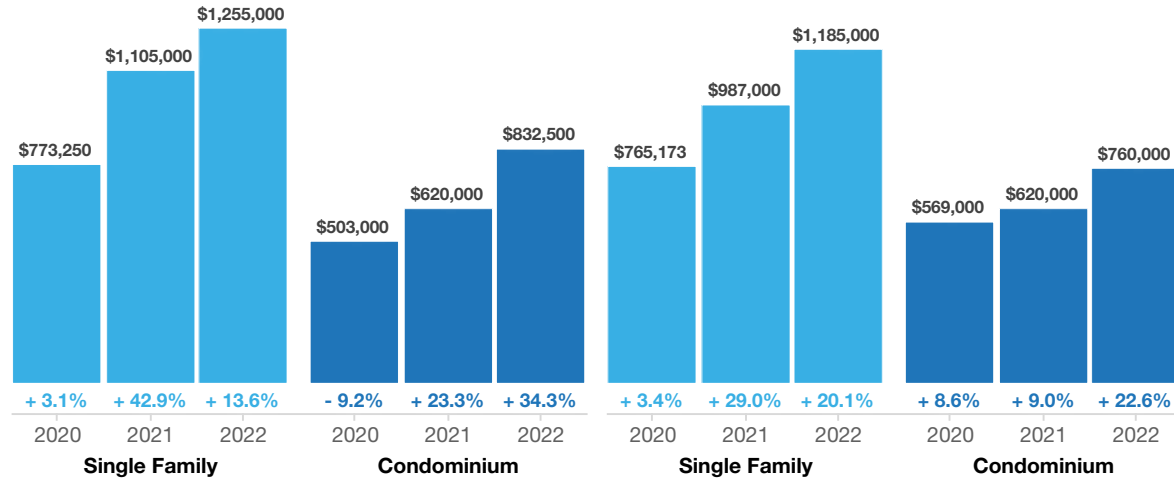


# Median Sales Price

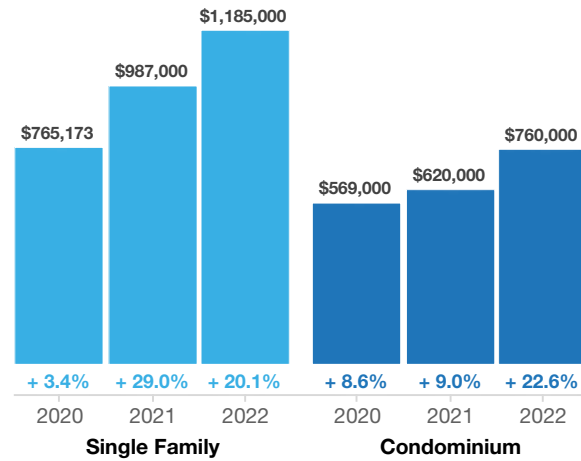
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



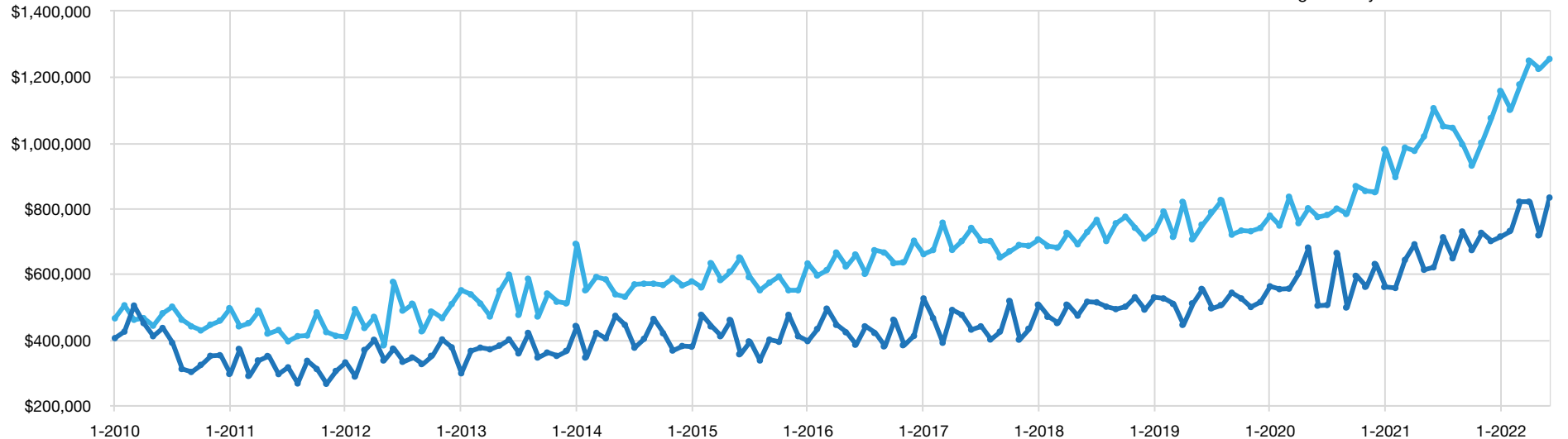
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2021	\$1,050,000	+ 34.7%	\$711,500	+ 40.9%
Aug-2021	\$1,045,000	+ 30.8%	\$647,500	- 2.4%
Sep-2021	\$995,000	+ 27.2%	\$729,125	+ 46.6%
Oct-2021	\$930,000	+ 7.2%	\$672,500	+ 13.2%
Nov-2021	\$1,000,000	+ 17.3%	\$725,000	+ 29.3%
Dec-2021	\$1,075,000	+ 26.6%	\$700,000	+ 11.1%
Jan-2022	\$1,157,500	+ 18.1%	\$713,750	+ 27.5%
Feb-2022	\$1,100,000	+ 22.9%	\$730,500	+ 31.2%
Mar-2022	\$1,177,500	+ 19.5%	\$820,000	+ 27.6%
Apr-2022	\$1,250,000	+ 28.2%	\$820,000	+ 18.8%
May-2022	\$1,225,000	+ 20.2%	\$717,500	+ 17.1%
<b>Jun-2022</b>	<b>\$1,255,000</b>	<b>+ 13.6%</b>	<b>\$832,500</b>	<b>+ 34.3%</b>
12-Month Avg*	\$1,085,000	+ 21.2%	\$730,625	+ 19.8%

\* Median Sales Price for all properties from July 2021 through June 2022. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



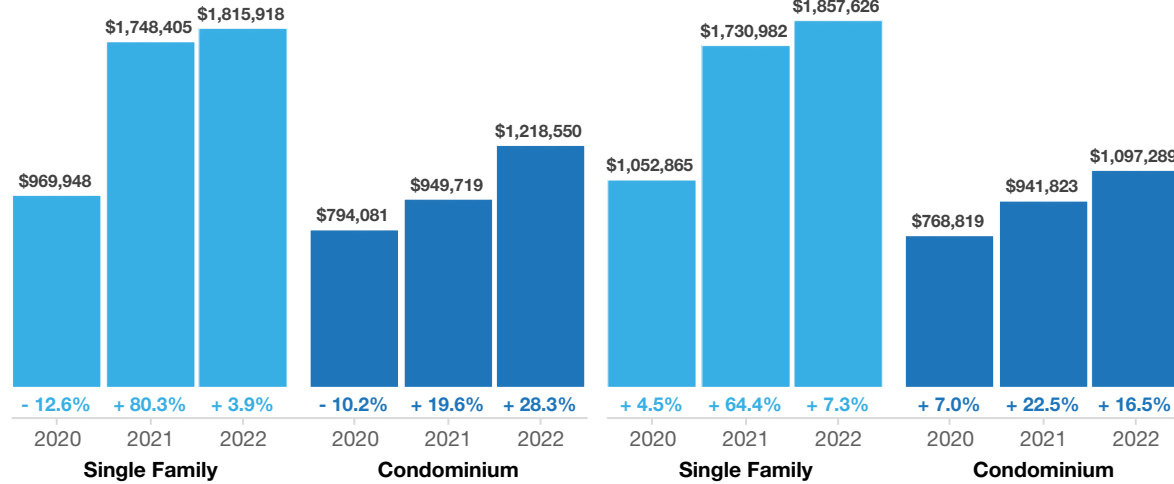


# Average Sales Price

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



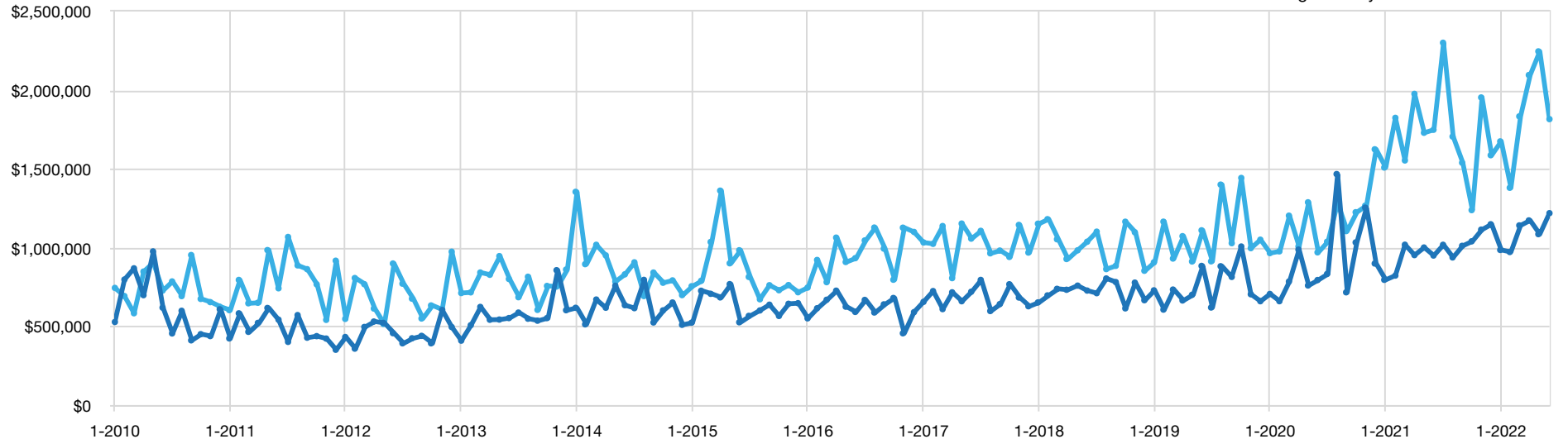
## June



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2021	\$2,301,004	+ 121.8%	\$1,017,905	+ 22.3%
Aug-2021	\$1,705,485	+ 32.8%	\$937,688	- 36.1%
Sep-2021	\$1,539,285	+ 39.3%	\$1,011,215	+ 41.2%
Oct-2021	\$1,238,060	+ 1.1%	\$1,039,926	+ 0.7%
Nov-2021	\$1,953,527	+ 54.3%	\$1,114,197	- 11.1%
Dec-2021	\$1,586,764	- 2.3%	\$1,148,332	+ 27.7%
Jan-2022	\$1,674,632	+ 11.0%	\$985,118	+ 23.8%
Feb-2022	\$1,380,001	- 24.3%	\$972,040	+ 18.2%
Mar-2022	\$1,833,508	+ 18.0%	\$1,140,998	+ 12.0%
Apr-2022	\$2,095,899	+ 6.1%	\$1,172,619	+ 23.1%
May-2022	\$2,246,218	+ 29.9%	\$1,085,476	+ 8.5%
<b>Jun-2022</b>	<b>\$1,815,918</b>	<b>+ 3.9%</b>	<b>\$1,218,550</b>	<b>+ 28.3%</b>
12-Month Avg*	\$1,780,101	+ 17.6%	\$1,068,344	+ 8.8%

\* Avg. Sales Price for all properties from July 2021 through June 2022. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



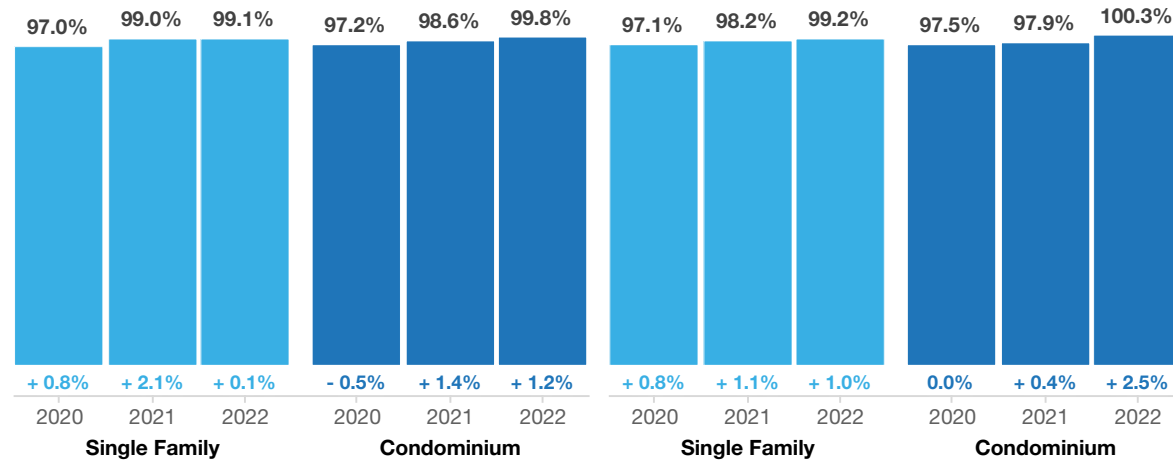
# Percent of List Price Received

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.



## June

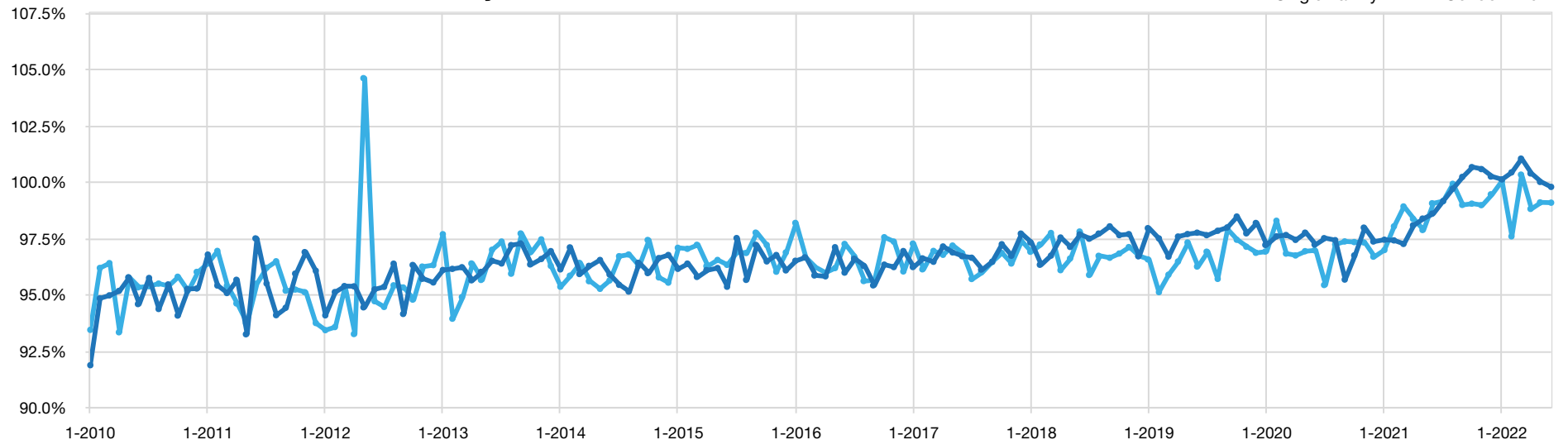
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2021	99.1%	+ 3.9%	99.1%	+ 1.6%
Aug-2021	99.9%	+ 2.8%	99.7%	+ 2.4%
Sep-2021	99.0%	+ 1.6%	100.2%	+ 4.7%
Oct-2021	99.0%	+ 1.7%	100.7%	+ 4.1%
Nov-2021	99.0%	+ 1.7%	100.6%	+ 2.7%
Dec-2021	99.4%	+ 2.8%	100.2%	+ 3.0%
Jan-2022	100.0%	+ 3.1%	100.1%	+ 2.8%
Feb-2022	97.6%	- 0.4%	100.4%	+ 3.1%
Mar-2022	100.3%	+ 1.4%	101.0%	+ 3.9%
Apr-2022	98.8%	+ 0.4%	100.4%	+ 2.3%
May-2022	99.1%	+ 1.2%	100.0%	+ 1.6%
<b>Jun-2022</b>	<b>99.1%</b>	<b>+ 0.1%</b>	<b>99.8%</b>	<b>+ 1.2%</b>
12-Month Avg*	99.2%	+ 1.6%	100.2%	+ 2.6%

\* Pct. of List Price Received for all properties from July 2021 through June 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



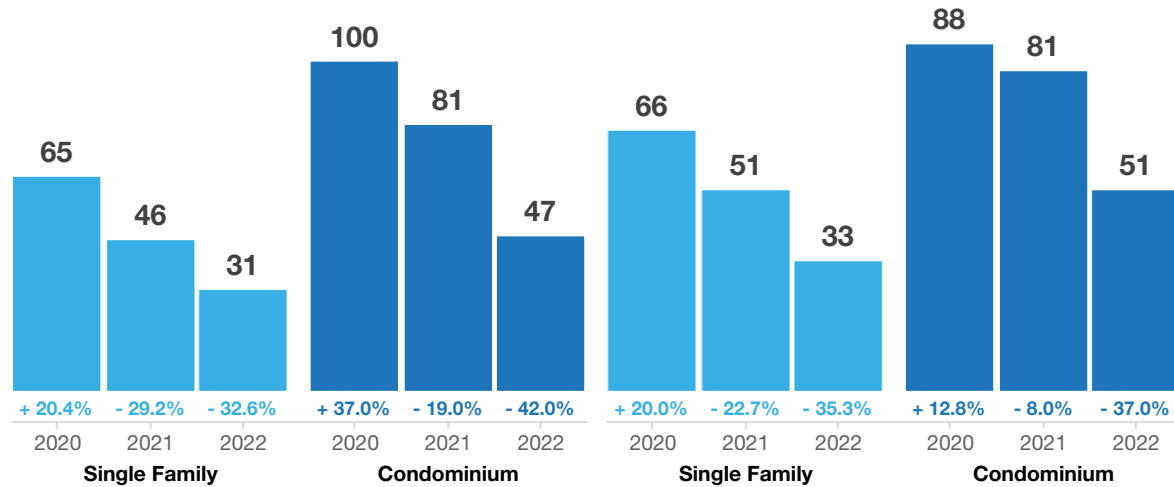
# Housing Affordability Index

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.



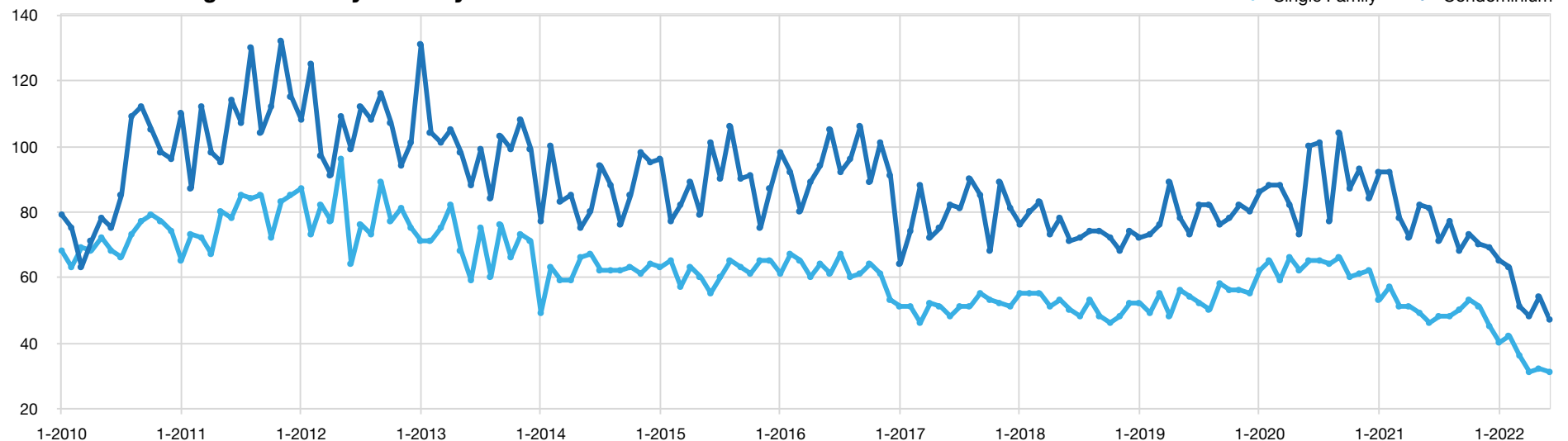
## June

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2021	48	- 26.2%	71	- 29.7%
Aug-2021	48	- 25.0%	77	0.0%
Sep-2021	50	- 24.2%	68	- 34.6%
Oct-2021	53	- 11.7%	73	- 16.1%
Nov-2021	51	- 16.4%	70	- 24.7%
Dec-2021	45	- 27.4%	69	- 17.9%
Jan-2022	40	- 24.5%	65	- 29.3%
Feb-2022	42	- 26.3%	63	- 31.5%
Mar-2022	36	- 29.4%	51	- 34.6%
Apr-2022	31	- 39.2%	48	- 33.3%
May-2022	32	- 34.7%	54	- 34.1%
<b>Jun-2022</b>	<b>31</b>	<b>- 32.6%</b>	<b>47</b>	<b>- 42.0%</b>
12-Month Avg	42	- 26.3%	63	- 27.6%

## Historical Housing Affordability Index by Month

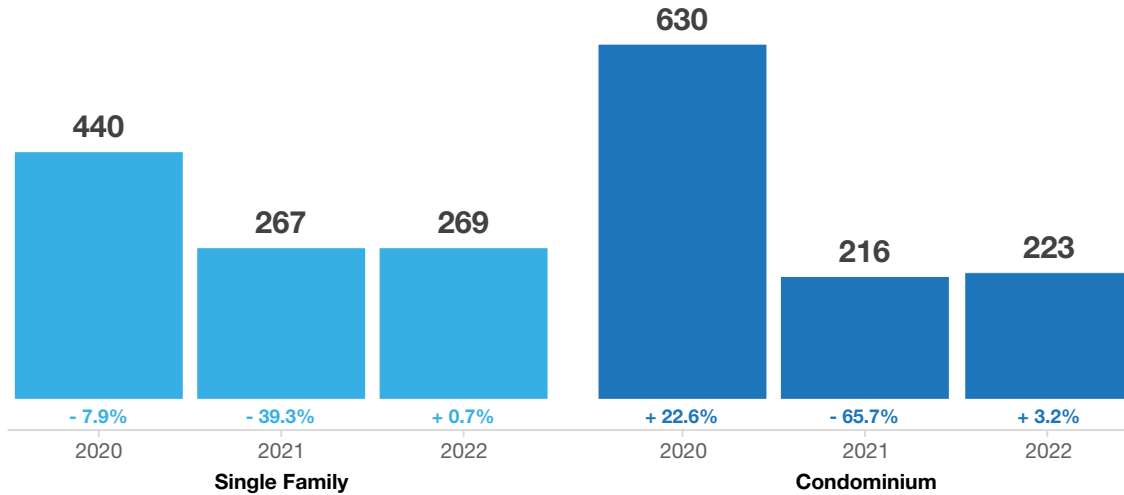


# Inventory of Homes for Sale

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

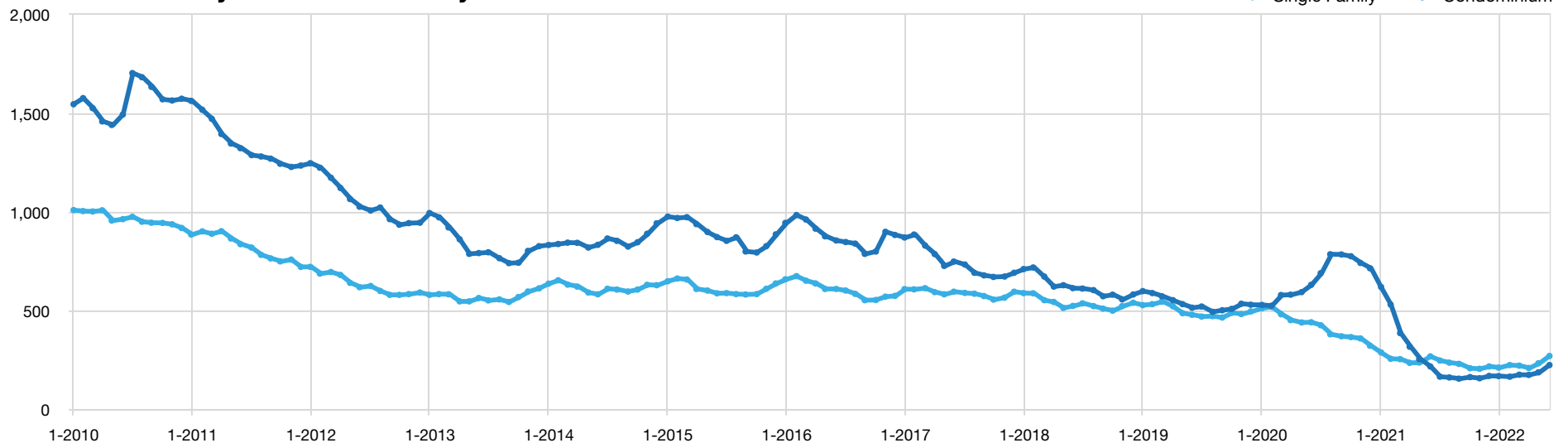


June



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2021	246	- 42.1%	164	- 76.2%
Aug-2021	235	- 38.0%	160	- 79.6%
Sep-2021	229	- 37.9%	154	- 80.4%
Oct-2021	207	- 43.3%	162	- 79.1%
Nov-2021	204	- 43.0%	156	- 78.9%
Dec-2021	216	- 32.7%	168	- 76.5%
Jan-2022	210	- 26.8%	167	- 73.0%
Feb-2022	223	- 12.5%	164	- 69.1%
Mar-2022	220	- 13.0%	174	- 54.8%
Apr-2022	208	- 11.1%	173	- 45.3%
May-2022	232	- 1.7%	186	- 26.5%
<b>Jun-2022</b>	<b>269</b>	<b>+ 0.7%</b>	<b>223</b>	<b>+ 3.2%</b>
12-Month Avg	225	- 27.9%	171	- 69.8%

## Historical Inventory of Homes for Sale by Month

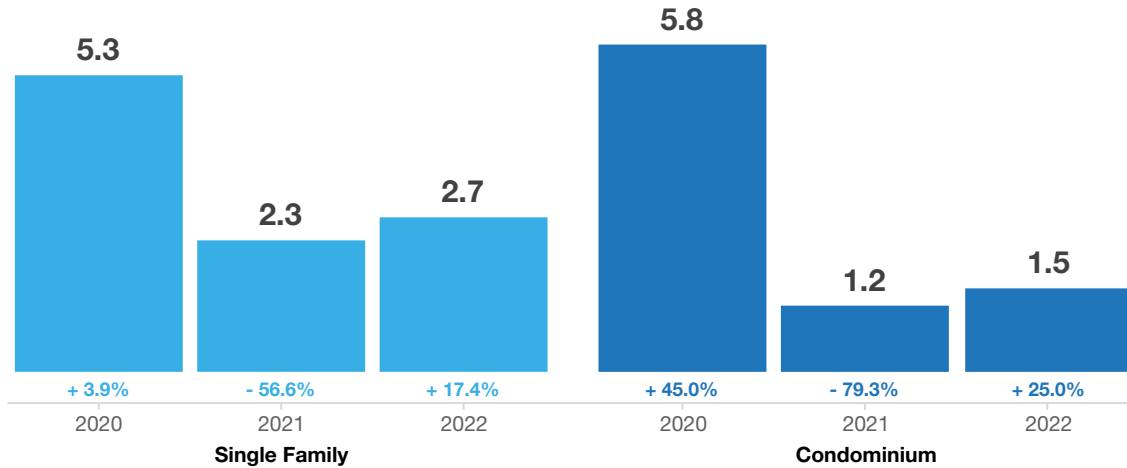


# Months Supply of Inventory

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.



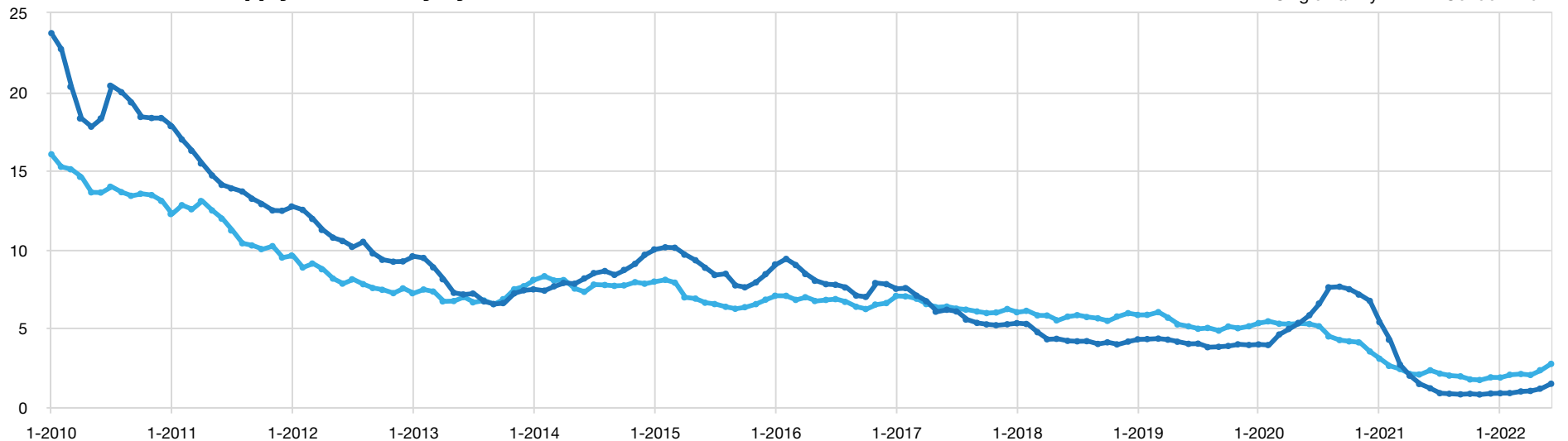
## June



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2021	2.1	- 58.8%	0.9	- 86.4%
Aug-2021	2.0	- 55.6%	0.8	- 89.5%
Sep-2021	1.9	- 54.8%	0.8	- 89.5%
Oct-2021	1.8	- 57.1%	0.8	- 89.3%
Nov-2021	1.7	- 58.5%	0.8	- 88.7%
Dec-2021	1.9	- 45.7%	0.9	- 86.6%
Jan-2022	1.9	- 38.7%	0.9	- 83.3%
Feb-2022	2.0	- 23.1%	0.9	- 79.1%
Mar-2022	2.1	- 12.5%	1.0	- 63.0%
Apr-2022	2.0	- 4.8%	1.0	- 50.0%
May-2022	2.3	+ 9.5%	1.2	- 20.0%
<b>Jun-2022</b>	<b>2.7</b>	<b>+ 17.4%</b>	<b>1.5</b>	<b>+ 25.0%</b>
12-Month Avg*	2.0	- 39.0%	1.0	- 81.0%

\* Months Supply for all properties from July 2021 through June 2022. This is not the average of the individual figures above.

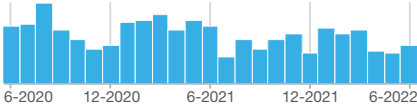
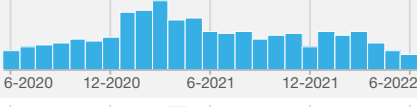
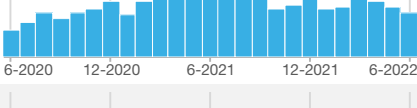

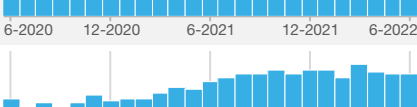
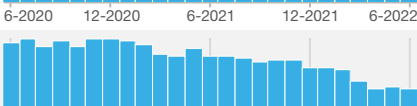
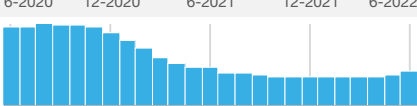
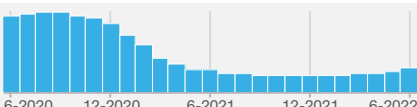

## Historical Months Supply of Inventory by Month



# 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	6-2021	6-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		361	305	- 15.5%	2,217	1,920	- 13.4%
Pending Sales		318	190	- 40.3%	2,425	1,561	- 35.6%
Closed Sales		405	242	- 40.2%	2,203	1,691	- 23.2%
Days on Market Until Sale		129	87	- 32.6%	141	95	- 32.6%
Median Sales Price		\$815,000	\$975,000	+ 19.6%	\$775,000	\$900,000	+ 16.1%
Average Sales Price		\$1,164,808	\$1,436,811	+ 23.4%	\$1,177,601	\$1,361,827	+ 15.6%
Percent of List Price Received		98.6%	99.3%	+ 0.7%	97.8%	99.5%	+ 1.7%
Housing Affordability Index		62	40	- 35.5%	65	43	- 33.8%
Inventory of Homes for Sale		676	602	- 10.9%	—	—	—
Months Supply of Inventory		2.1	2.2	+ 4.8%	—	—	—

# Single Family Monthly Sales Volume

June 2022



Area Name	June 2022			May 2022			June 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	8	\$12,000,000	\$1,260,000	6	\$14,429,000	\$2,300,000	13	\$23,474,000	\$1,450,000
Hana	1	\$1,950,000	\$1,950,000	0	--	--	2	\$2,011,000	\$1,005,500
Honokohau	0	--	--	1	\$792,000	\$792,000	0	--	--
Kaanapali	3	\$9,300,000	\$3,300,000	3	\$9,276,050	\$2,300,000	2	\$9,350,000	\$4,675,000
Kahakuloa	0	--	--	0	--	--	1	\$1,540,000	\$1,540,000
Kahului	3	\$3,465,000	\$1,255,000	9	\$9,035,000	\$995,000	6	\$5,024,000	\$909,500
Kapalua	1	\$4,825,000	\$4,825,000	0	--	--	2	\$6,775,000	\$3,387,500
Kaupo	1	\$2,699,500	\$2,699,500	0	--	--	0	--	--
Keanae	0	--	--	1	\$1,100,000	\$1,100,000	0	--	--
Kihei	12	\$26,968,800	\$1,675,000	10	\$14,074,030	\$1,302,500	12	\$21,256,333	\$1,000,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	6	\$8,202,500	\$1,325,000	13	\$23,989,000	\$1,450,000	10	\$17,571,000	\$1,305,000
Lahaina	1	\$1,250,000	\$1,250,000	8	\$20,985,000	\$1,994,500	6	\$11,770,000	\$2,170,000
Maalaea	1	\$2,500,000	\$2,500,000	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	8	\$9,721,091	\$1,149,500	8	\$10,743,872	\$957,500	9	\$11,051,600	\$980,000
Maui Meadows	0	--	--	2	\$4,530,000	\$2,265,000	3	\$7,020,000	\$2,500,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	4	\$4,780,000	\$1,240,000	1	\$1,200,000	\$1,200,000	4	\$4,317,800	\$1,122,000
Olowalu	1	\$1,475,000	\$1,475,000	2	\$12,300,000	\$6,150,000	0	--	--
Pukalani	6	\$7,447,000	\$1,302,500	2	\$2,475,000	\$1,237,500	5	\$4,318,000	\$905,000
Spreckelsville/Paia/Kuau	2	\$1,410,000	\$705,000	4	\$8,044,998	\$1,047,500	6	\$14,330,000	\$2,052,500
Wailea/Makena	4	\$30,958,250	\$6,222,500	4	\$62,114,700	\$15,512,500	5	\$27,822,080	\$5,499,000
Wailuku	20	\$22,945,900	\$887,300	19	\$19,652,950	\$945,000	24	\$23,199,000	\$872,000
Lanai	2	\$1,305,000	\$652,500	1	\$768,000	\$768,000	1	\$5,015,000	\$5,015,000
Molokai	1	\$1,150,000	\$1,150,000	5	\$6,866,000	\$1,355,000	2	\$1,725,000	\$862,500
<b>All MLS</b>	<b>85</b>	<b>\$154,353,041</b>	<b>\$1,255,000</b>	<b>99</b>	<b>\$222,375,600</b>	<b>\$1,225,000</b>	<b>113</b>	<b>\$197,569,813</b>	<b>\$1,105,000</b>

# Condominium Monthly Sales Volume

June 2022



Area Name	June 2022			May 2022			June 2021		
	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	18	\$23,804,500	\$1,095,000	16	\$31,171,600	\$1,600,000	26	\$40,736,400	\$1,022,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	6	\$1,762,000	\$234,000	7	\$1,545,000	\$175,000	3	\$754,000	\$154,000
Kapalua	11	\$24,428,500	\$1,400,000	5	\$11,499,000	\$1,250,000	20	\$41,694,000	\$1,119,500
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	52	\$47,986,000	\$767,500	46	\$37,258,074	\$730,000	75	\$44,279,400	\$550,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	7	\$6,655,000	\$600,000	3	\$6,400,000	\$1,065,000	14	\$10,293,400	\$524,000
Maalaea	2	\$1,340,000	\$670,000	4	\$2,574,500	\$672,250	7	\$3,391,500	\$425,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	29	\$25,768,000	\$762,000	38	\$26,261,700	\$712,500	56	\$32,571,805	\$522,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	1	\$530,000	\$530,000
Wailea/Makena	13	\$46,706,500	\$2,615,000	12	\$39,845,000	\$1,930,000	27	\$55,864,500	\$1,348,000
Wailuku	6	\$2,559,000	\$357,500	15	\$8,200,000	\$525,000	12	\$6,024,500	\$482,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	6	\$1,773,000	\$305,500	8	\$2,408,500	\$312,750	10	\$2,240,000	\$245,000
<b>All MLS</b>	<b>150</b>	<b>\$182,782,500</b>	<b>\$832,500</b>	<b>154</b>	<b>\$167,163,374</b>	<b>\$717,500</b>	<b>251</b>	<b>\$238,379,505</b>	<b>\$620,000</b>



# Land Monthly Sales Volume

June 2022



Area Name	June 2022			May 2022			June 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	2	\$2,250,000	\$1,125,000	5	\$4,464,020	\$475,000
Hana	1	\$3,763,300	\$3,763,300	1	\$775,000	\$775,000	2	\$1,065,000	\$532,500
Honokohau	0	--	--	1	\$408,000	\$408,000	0	--	--
Kaanapali	0	--	--	0	--	--	2	\$2,295,000	\$1,147,500
Kahakuloa	0	--	--	1	\$800,000	\$800,000	1	\$530,000	\$530,000
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	1	\$1,945,000	\$1,945,000	2	\$2,700,000	\$1,350,000	10	\$10,690,000	\$1,095,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	1	\$12,000,000	\$12,000,000	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$820,000	\$820,000	1	\$9,600,000	\$9,600,000	5	\$7,614,000	\$930,000
Lahaina	0	--	--	0	--	--	4	\$4,275,000	\$975,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	2	\$1,380,000	\$690,000	1	\$385,000	\$385,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	1	\$1,185,000	\$1,185,000	0	--	--	0	--	--
Pukalani	1	\$599,500	\$599,500	1	\$479,000	\$479,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	1	\$1,960,000	\$1,960,000	2	\$2,995,000	\$1,497,500	1	\$795,000	\$795,000
Wailuku	0	--	--	2	\$775,000	\$387,500	5	\$2,530,000	\$555,000
Lanai	0	--	--	0	--	--	1	\$550,000	\$550,000
Molokai	1	\$300,000	\$300,000	4	\$1,916,000	\$330,000	4	\$605,000	\$142,500
<b>All MLS</b>	<b>7</b>	<b>\$10,572,800</b>	<b>\$1,185,000</b>	<b>20</b>	<b>\$36,078,000</b>	<b>\$762,500</b>	<b>41</b>	<b>\$35,798,020</b>	<b>\$795,000</b>

# Single Family Sales – Year to Date

June 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-22 YTD Sales	Jun-21 YTD Sales	Unit Change	Percent Change	Jun-22 YTD Average	Jun-21 YTD Average	Dollar Change	Percent Change	Jun-22 YTD Median	Jun-21 YTD Median	Dollar Change	Percent Change	Jun-22 YTD Volume	Jun-21 YTD Volume	Dollar Change	Percent Change
Haiku	56	50	+6	+12.0%	\$1,794,109	\$1,370,080	+\$424,029	+30.9%	\$1,440,000	\$1,177,500	+\$262,500	+22.3%	\$100,470,100	\$68,504,000	+\$31,966,100	+46.7%
Hana	6	6	0	0.0%	\$1,580,000	\$906,833	+\$673,167	+74.2%	\$1,572,500	\$795,500	+\$777,000	+97.7%	\$9,479,999	\$5,441,000	+\$4,038,999	+74.2%
Honokohau	1	0	+1	--	\$792,000	--	--	--	\$792,000	--	--	--	\$792,000	\$0	+\$792,000	--
Kaanapali	14	36	-22	-61.1%	\$3,051,218	\$3,000,463	+\$50,755	+1.7%	\$2,850,000	\$2,349,750	+\$500,250	+21.3%	\$42,717,050	\$108,016,666	-\$65,299,616	-60.5%
Kahakuloa	0	1	-1	-100.0%	--	\$1,540,000	--	--	--	\$1,540,000	--	--	\$0	\$1,540,000	-\$1,540,000	-100.0%
Kahului	55	59	-4	-6.8%	\$958,864	\$779,654	+\$179,209	+23.0%	\$952,000	\$779,000	+\$173,000	+22.2%	\$52,737,500	\$45,999,600	+\$6,737,900	+14.6%
Kapalua	7	20	-13	-65.0%	\$4,850,000	\$5,120,125	-\$270,125	-5.3%	\$4,825,000	\$4,087,500	+\$737,500	+18.0%	\$33,950,000	\$102,402,500	-\$68,452,500	-66.8%
Kaupo	1	0	+1	--	\$2,699,500	--	--	--	\$2,699,500	--	--	--	\$2,699,500	\$0	+\$2,699,500	--
Keanae	1	0	+1	--	\$1,100,000	--	--	--	\$1,100,000	--	--	--	\$1,100,000	\$0	+\$1,100,000	--
Kihei	84	100	-16	-16.0%	\$1,872,384	\$1,336,948	+\$535,435	+40.0%	\$1,322,500	\$949,500	+\$373,000	+39.3%	\$157,280,218	\$133,694,832	+\$23,585,386	+17.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	35	49	-14	-28.6%	\$1,731,973	\$1,397,592	+\$334,381	+23.9%	\$1,450,000	\$1,225,000	+\$225,000	+18.4%	\$60,619,044	\$68,482,000	-\$7,862,956	-11.5%
Lahaina	23	40	-17	-42.5%	\$3,003,652	\$2,572,803	+\$430,849	+16.7%	\$2,635,000	\$2,112,500	+\$522,500	+24.7%	\$69,084,000	\$102,912,124	-\$33,828,124	-32.9%
Maalaea	1	1	0	0.0%	\$2,500,000	\$2,475,000	+\$25,000	+1.0%	\$2,500,000	\$2,475,000	+\$25,000	+1.0%	\$2,500,000	\$2,475,000	+\$25,000	+1.0%
Makawao/Olinda/Haliimaile	51	33	+18	+54.5%	\$1,107,205	\$889,313	+\$217,892	+24.5%	\$950,000	\$800,000	+\$150,000	+18.8%	\$56,467,443	\$29,347,321	+\$27,120,122	+92.4%
Maui Meadows	15	22	-7	-31.8%	\$2,633,787	\$1,605,977	+\$1,027,809	+64.0%	\$2,150,000	\$1,479,500	+\$670,500	+45.3%	\$39,506,800	\$35,331,500	+\$4,175,300	+11.8%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	22	33	-11	-33.3%	\$1,524,318	\$1,244,373	+\$279,945	+22.5%	\$1,387,500	\$1,105,000	+\$282,500	+25.6%	\$33,534,999	\$41,064,300	-\$7,529,301	-18.3%
Olowalu	3	2	+1	+50.0%	\$4,591,667	\$6,800,000	-\$2,208,333	-32.5%	\$4,300,000	\$6,800,000	-\$2,500,000	-36.8%	\$13,775,000	\$13,600,000	+\$175,000	+1.3%
Pukalani	22	34	-12	-35.3%	\$1,142,841	\$986,075	+\$156,766	+15.9%	\$1,170,000	\$893,500	+\$276,500	+30.9%	\$25,142,500	\$33,526,549	-\$8,384,049	-25.0%
Spreckelsville/Paia/Kuau	15	22	-7	-31.8%	\$2,521,333	\$2,303,727	+\$217,606	+9.4%	\$1,150,000	\$1,362,500	-\$212,500	-15.6%	\$37,819,998	\$50,682,000	-\$12,862,002	-25.4%
Wailea/Makena	24	38	-14	-36.8%	\$7,954,685	\$5,963,988	+\$1,990,697	+33.4%	\$3,525,000	\$4,241,000	-\$716,000	-16.9%	\$190,912,450	\$226,631,548	-\$35,719,098	-15.8%
Wailuku	114	118	-4	-3.4%	\$1,008,020	\$858,541	+\$149,478	+17.4%	\$889,625	\$797,728	+\$91,898	+11.5%	\$114,914,239	\$101,307,885	+\$13,606,354	+13.4%
Lanai	5	8	-3	-37.5%	\$681,600	\$1,526,125	-\$844,525	-55.3%	\$675,000	\$1,075,000	-\$400,000	-37.2%	\$3,408,000	\$12,209,000	-\$8,801,000	-72.1%
Molokai	21	23	-2	-8.7%	\$1,003,905	\$863,696	+\$140,209	+16.2%	\$800,000	\$575,000	+\$225,000	+39.1%	\$21,082,000	\$19,865,000	+\$1,217,000	+6.1%
All MLS	576	695	-119	-17.1%	\$1,857,626	\$1,730,982	+\$126,644	+7.3%	\$1,185,000	\$987,000	+\$198,000	+20.1%	\$1,069,992,840	\$1,203,032,825	-\$133,039,985	-11.1%

# Total Condominium Sales – Year to Date

June 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-22 YTD Sales	Jun-21 YTD Sales	Unit Change	Percent Change	Jun-22 YTD Average	Jun-21 YTD Average	Dollar Change	Percent Change	Jun-22 YTD Median	Jun-21 YTD Median	Dollar Change	Percent Change	Jun-22 YTD Volume	Jun-21 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	3	0	+3	--	\$870,000	--	--	--	\$685,000	--	--	--	\$2,610,000	\$0	+\$2,610,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	99	138	-39	-28.3%	\$1,750,919	\$1,268,760	+\$482,159	+38.0%	\$1,500,000	\$965,000	+\$535,000	+55.4%	\$173,340,975	\$175,088,900	-\$1,747,925	-1.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	31	14	+17	+121.4%	\$223,729	\$244,429	-\$20,700	-8.5%	\$199,000	\$180,000	+\$19,000	+10.6%	\$6,935,600	\$3,422,000	+\$3,513,600	+102.7%
Kapalua	40	79	-39	-49.4%	\$2,349,763	\$1,879,573	+\$470,190	+25.0%	\$1,400,000	\$1,130,000	+\$270,000	+23.9%	\$93,990,500	\$148,486,250	-\$54,495,750	-36.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	341	408	-67	-16.4%	\$821,255	\$609,038	+\$212,218	+34.8%	\$730,000	\$535,000	+\$195,000	+36.4%	\$280,048,078	\$248,487,308	+\$31,560,770	+12.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	46	101	-55	-54.5%	\$1,298,235	\$764,887	+\$533,348	+69.7%	\$832,500	\$556,990	+\$275,510	+49.5%	\$59,718,799	\$77,253,545	-\$17,534,746	-22.7%
Maalaea	27	36	-9	-25.0%	\$684,398	\$475,942	+\$208,456	+43.8%	\$644,500	\$480,000	+\$164,500	+34.3%	\$18,478,744	\$17,133,900	+\$1,344,844	+7.8%
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	214	228	-14	-6.1%	\$798,827	\$582,945	+\$215,882	+37.0%	\$700,000	\$529,000	+\$171,000	+32.3%	\$170,949,000	\$132,911,390	+\$38,037,610	+28.6%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	3	-2	-66.7%	\$875,000	\$676,667	+\$198,333	+29.3%	\$875,000	\$695,000	+\$180,000	+25.9%	\$875,000	\$2,030,000	-\$1,155,000	-56.9%
Spreckelsville/Paia/Kuau	1	2	-1	-50.0%	\$570,000	\$480,000	+\$90,000	+18.8%	\$570,000	\$480,000	+\$90,000	+18.8%	\$570,000	\$960,000	-\$390,000	-40.6%
Wailea/Makena	86	172	-86	-50.0%	\$2,674,512	\$2,048,305	+\$626,207	+30.6%	\$1,737,500	\$1,398,000	+\$339,500	+24.3%	\$230,008,059	\$352,308,500	-\$122,300,441	-34.7%
Wailuku	58	63	-5	-7.9%	\$537,026	\$459,639	+\$77,387	+16.8%	\$490,500	\$425,000	+\$65,500	+15.4%	\$31,147,500	\$28,957,239	+\$2,190,261	+7.6%
Lanai	1	2	-1	-50.0%	\$1,600,000	\$2,387,500	-\$787,500	-33.0%	\$1,600,000	\$2,387,500	-\$787,500	-33.0%	\$1,600,000	\$4,775,000	-\$3,175,000	-66.5%
Molokai	35	25	+10	+40.0%	\$253,157	\$209,741	+\$43,416	+20.7%	\$270,000	\$180,000	+\$90,000	+50.0%	\$8,860,500	\$5,243,520	+\$3,616,980	+69.0%
All MLS	984	1,271	-287	-22.6%	\$1,097,289	\$941,823	+\$155,466	+16.5%	\$760,000	\$620,000	+\$140,000	+22.6%	\$1,079,732,755	\$1,197,057,552	-\$117,324,797	-9.8%

# Fee Simple Condominium Sales – Year to Date

June 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-22 YTD Sales	Jun-21 YTD Sales	Unit Change	Percent Change	Jun-22 YTD Average	Jun-21 YTD Average	Dollar Change	Percent Change	Jun-22 YTD Median	Jun-21 YTD Median	Dollar Change	Percent Change	Jun-22 YTD Volume	Jun-21 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	3	0	+3	--	\$870,000	--	--	--	\$685,000	--	--	--	\$2,610,000	\$0	+\$2,610,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	89	125	-36	-28.8%	\$1,875,668	\$1,341,791	+\$533,877	+39.8%	\$1,650,000	\$1,030,000	+\$620,000	+60.2%	\$166,934,475	\$167,723,900	-\$789,425	-0.5%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	31	14	+17	+121.4%	\$223,729	\$244,429	-\$20,700	-8.5%	\$199,000	\$180,000	+\$19,000	+10.6%	\$6,935,600	\$3,422,000	+\$3,513,600	+102.7%
Kapalua	40	79	-39	-49.4%	\$2,349,763	\$1,879,573	+\$470,190	+25.0%	\$1,400,000	\$1,130,000	+\$270,000	+23.9%	\$93,990,500	\$148,486,250	-\$54,495,750	-36.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	333	404	-71	-17.6%	\$824,311	\$611,045	+\$213,266	+34.9%	\$720,000	\$535,000	+\$185,000	+34.6%	\$274,495,678	\$246,862,308	+\$27,633,370	+11.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	43	96	-53	-55.2%	\$1,363,693	\$792,387	+\$571,306	+72.1%	\$840,000	\$560,000	+\$280,000	+50.0%	\$58,638,799	\$76,069,145	-\$17,430,346	-22.9%
Maalaea	21	23	-2	-8.7%	\$753,607	\$553,326	+\$200,281	+36.2%	\$675,000	\$525,000	+\$150,000	+28.6%	\$15,825,744	\$12,726,500	+\$3,099,244	+24.4%
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	179	197	-18	-9.1%	\$786,663	\$600,239	+\$186,424	+31.1%	\$720,000	\$540,000	+\$180,000	+33.3%	\$140,812,700	\$118,247,090	+\$22,565,610	+19.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	3	-2	-66.7%	\$875,000	\$676,667	+\$198,333	+29.3%	\$875,000	\$695,000	+\$180,000	+25.9%	\$875,000	\$2,030,000	-\$1,155,000	-56.9%
Spreckelsville/Paia/Kuau	1	2	-1	-50.0%	\$570,000	\$480,000	+\$90,000	+18.8%	\$570,000	\$480,000	+\$90,000	+18.8%	\$570,000	\$960,000	-\$390,000	-40.6%
Wailea/Makena	86	172	-86	-50.0%	\$2,674,512	\$2,048,305	+\$626,207	+30.6%	\$1,737,500	\$1,398,000	+\$339,500	+24.3%	\$230,008,059	\$352,308,500	-\$122,300,441	-34.7%
Wailuku	58	63	-5	-7.9%	\$537,026	\$459,639	+\$77,387	+16.8%	\$490,500	\$425,000	+\$65,500	+15.4%	\$31,147,500	\$28,957,239	+\$2,190,261	+7.6%
Lanai	1	2	-1	-50.0%	\$1,600,000	\$2,387,500	-\$787,500	-33.0%	\$1,600,000	\$2,387,500	-\$787,500	-33.0%	\$1,600,000	\$4,775,000	-\$3,175,000	-66.5%
Molokai	32	24	+8	+33.3%	\$268,047	\$215,459	+\$52,588	+24.4%	\$275,000	\$182,500	+\$92,500	+50.7%	\$8,577,500	\$5,171,020	+\$3,406,480	+65.9%
All MLS	919	1,204	-285	-23.7%	\$1,124,724	\$969,883	+\$154,841	+16.0%	\$775,000	\$640,000	+\$135,000	+21.1%	\$1,033,621,555	\$1,167,738,952	-\$134,117,397	-11.5%

# Leasehold Condominium Sales – Year to Date

June 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-22 YTD Sales	Jun-21 YTD Sales	Unit Change	Percent Change	Jun-22 YTD Average	Jun-21 YTD Average	Dollar Change	Percent Change	Jun-22 YTD Median	Jun-21 YTD Median	Dollar Change	Percent Change	Jun-22 YTD Volume	Jun-21 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	10	13	-3	-23.1%	\$640,650	\$566,538	+\$74,112	+13.1%	\$597,500	\$415,000	+\$182,500	+44.0%	\$6,406,500	\$7,365,000	-\$958,500	-13.0%
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	4	+4	+100.0%	\$694,050	\$406,250	+\$287,800	+70.8%	\$797,000	\$442,500	+\$354,500	+80.1%	\$5,552,400	\$1,625,000	+\$3,927,400	+241.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	3	5	-2	-40.0%	\$360,000	\$236,880	+\$123,120	+52.0%	\$380,000	\$221,500	+\$158,500	+71.6%	\$1,080,000	\$1,184,400	-\$104,400	-8.8%
Maalaea	6	13	-7	-53.8%	\$442,167	\$339,031	+\$103,136	+30.4%	\$465,000	\$305,000	+\$160,000	+52.5%	\$2,653,000	\$4,407,400	-\$1,754,400	-39.8%
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	35	31	+4	+12.9%	\$861,037	\$473,042	+\$387,995	+82.0%	\$352,500	\$305,000	+\$47,500	+15.6%	\$30,136,300	\$14,664,300	+\$15,472,000	+105.5%
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	3	1	+2	+200.0%	\$94,333	\$72,500	+\$21,833	+30.1%	\$95,000	\$72,500	+\$22,500	+31.0%	\$283,000	\$72,500	+\$210,500	+290.3%
All MLS	65	67	-2	-3.0%	\$709,403	\$437,591	+\$271,812	+62.1%	\$420,000	\$318,000	+\$102,000	+32.1%	\$46,111,200	\$29,318,600	+\$16,792,600	+57.3%

# Land Sales – Year to Date

June 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jun-22 YTD Sales	Jun-21 YTD Sales	Unit Change	Percent Change	Jun-22 YTD Average	Jun-21 YTD Average	Dollar Change	Percent Change	Jun-22 YTD Median	Jun-21 YTD Median	Dollar Change	Percent Change	Jun-22 YTD Volume	Jun-21 YTD Volume	Dollar Change	Percent Change
Haiku	12	27	-15	-55.6%	\$1,014,000	\$813,797	+\$200,203	+24.6%	\$887,500	\$585,000	+\$302,500	+51.7%	\$12,168,000	\$21,972,520	-\$9,804,520	-44.6%
Hana	4	11	-7	-63.6%	\$2,097,075	\$964,318	+\$1,132,757	+117.5%	\$2,062,500	\$537,500	+\$1,525,000	+283.7%	\$8,388,300	\$10,607,500	-\$2,219,200	-20.9%
Honokohau	1	0	+1	--	\$408,000	--	--	--	\$408,000	--	--	--	\$408,000	\$0	+\$408,000	--
Kaanapali	14	42	-28	-66.7%	\$1,619,107	\$659,072	+\$960,036	+145.7%	\$742,500	\$575,000	+\$167,500	+29.1%	\$22,667,500	\$27,681,007	-\$5,013,507	-18.1%
Kahakuloa	1	2	-1	-50.0%	\$800,000	\$395,000	+\$405,000	+102.5%	\$800,000	\$395,000	+\$405,000	+102.5%	\$800,000	\$790,000	+\$10,000	+1.3%
Kahului	1	0	+1	--	\$845,000	--	--	--	\$845,000	--	--	--	\$845,000	\$0	+\$845,000	--
Kapalua	15	32	-17	-53.1%	\$1,673,500	\$1,136,563	+\$536,938	+47.2%	\$1,400,000	\$970,000	+\$430,000	+44.3%	\$25,102,500	\$36,370,000	-\$11,267,500	-31.0%
Kaupo	4	1	+3	+300.0%	\$457,688	\$350,000	+\$107,688	+30.8%	\$415,000	\$350,000	+\$65,000	+18.6%	\$1,830,750	\$350,000	+\$1,480,750	+423.1%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	6	2	+4	+200.0%	\$3,016,667	\$584,750	+\$2,431,917	+415.9%	\$1,350,000	\$584,750	+\$765,250	+130.9%	\$18,100,000	\$1,169,500	+\$16,930,500	+1,447.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	18	28	-10	-35.7%	\$1,402,111	\$1,025,949	+\$376,162	+36.7%	\$825,000	\$922,793	-\$97,793	-10.6%	\$25,238,000	\$28,726,585	-\$3,488,585	-12.1%
Lahaina	5	11	-6	-54.5%	\$962,600	\$1,217,818	-\$255,218	-21.0%	\$825,000	\$907,000	-\$82,000	-9.0%	\$4,813,000	\$13,396,000	-\$8,583,000	-64.1%
Maalaea	0	1	-1	-100.0%	--	\$1,100,000	--	--	--	\$1,100,000	--	--	\$0	\$1,100,000	-\$1,100,000	-100.0%
Makawao/Olinda/Haliimaile	5	20	-15	-75.0%	\$974,844	\$632,147	+\$342,698	+54.2%	\$750,000	\$500,000	+\$250,000	+50.0%	\$4,874,222	\$12,642,934	-\$7,768,712	-61.4%
Maui Meadows	1	0	+1	--	\$1,490,000	--	--	--	\$1,490,000	--	--	--	\$1,490,000	\$0	+\$1,490,000	--
Nahiku	1	1	0	0.0%	\$170,000	\$400,000	-\$230,000	-57.5%	\$170,000	\$400,000	-\$230,000	-57.5%	\$170,000	\$400,000	-\$230,000	-57.5%
Napili/Kahana/Honokowai	2	2	0	0.0%	\$2,709,000	\$433,638	+\$2,275,363	+524.7%	\$2,709,000	\$433,638	+\$2,275,363	+524.7%	\$5,418,000	\$867,275	+\$4,550,725	+524.7%
Olowalu	2	3	-1	-33.3%	\$1,216,500	\$1,800,000	-\$583,500	-32.4%	\$1,216,500	\$950,000	+\$266,500	+28.1%	\$2,433,000	\$5,400,000	-\$2,967,000	-54.9%
Pukalani	3	6	-3	-50.0%	\$510,167	\$435,333	+\$74,833	+17.2%	\$479,000	\$422,500	+\$56,500	+13.4%	\$1,530,500	\$2,612,000	-\$1,081,500	-41.4%
Spreckelsville/Paia/Kuau	1	0	+1	--	\$1,785,000	--	--	--	\$1,785,000	--	--	--	\$1,785,000	\$0	+\$1,785,000	--
Wailea/Makena	4	4	0	0.0%	\$1,482,500	\$1,552,500	-\$70,000	-4.5%	\$1,477,500	\$1,307,500	+\$170,000	+13.0%	\$5,930,000	\$6,210,000	-\$280,000	-4.5%
Wailuku	8	20	-12	-60.0%	\$400,625	\$764,225	-\$363,600	-47.6%	\$368,000	\$632,500	-\$264,500	-41.8%	\$3,205,000	\$15,284,500	-\$12,079,500	-79.0%
Lanai	0	5	-5	-100.0%	--	\$1,069,000	--	--	--	\$1,100,000	--	--	\$0	\$5,345,000	-\$5,345,000	-100.0%
Molokai	23	19	+4	+21.1%	\$257,717	\$170,553	+\$87,165	+51.1%	\$229,500	\$125,000	+\$104,500	+83.6%	\$5,927,500	\$3,240,499	+\$2,687,001	+82.9%
All MLS	131	237	-106	-44.7%	\$1,168,888	\$819,263	+\$349,625	+42.7%	\$775,000	\$650,000	+\$125,000	+19.2%	\$153,124,272	\$194,165,320	-\$41,041,048	-21.1%