

# Monthly Indicators



## September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

New Listings decreased 9.8 percent for Single Family homes and 29.2 percent for Condominium homes. Pending Sales decreased 4.3 percent for Single Family homes but increased 5.7 percent for Condominium homes. Inventory decreased 44.3 percent for Single Family homes and 82.3 percent for Condominium homes.

Median Sales Price increased 27.3 percent to \$996,500 for Single Family homes and 46.6 percent to \$729,125 for Condominium homes. Days on Market decreased 14.9 percent for Single Family homes and 6.9 percent for Condominium homes. Months Supply of Inventory decreased 57.1 percent for Single Family homes and 90.8 percent for Condominium homes.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

## Quick Facts

**+ 52.8%**

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

**+ 18.9%**

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

**- 66.2%**

Change in Number of  
**Homes for Sale**  
All Properties

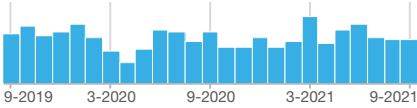

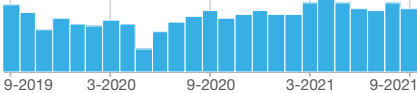
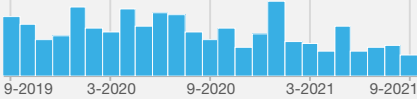
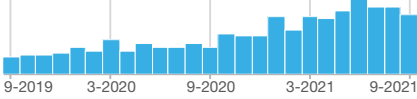
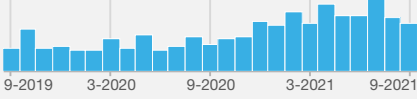
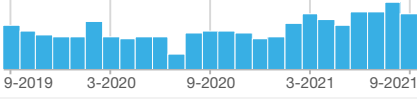
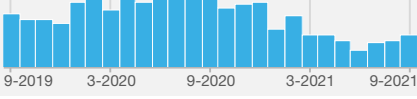
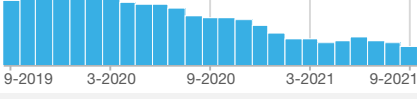
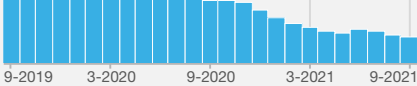
This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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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.

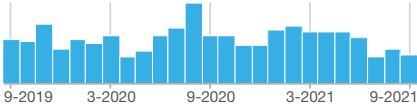
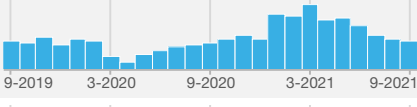



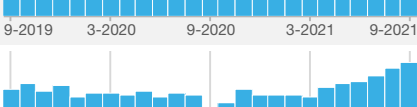

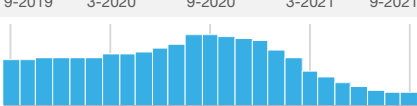
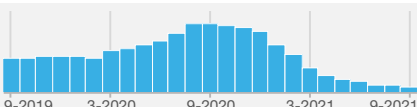



Key Metrics	Historical Sparkbars	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		132	119	- 9.8%	1,058	1,132	+ 7.0%
Pending Sales		115	110	- 4.3%	788	1,065	+ 35.2%
Closed Sales		108	114	+ 5.6%	753	1,041	+ 38.2%
Days on Market Until Sale		121	103	- 14.9%	139	119	- 14.4%
Median Sales Price		\$782,500	\$996,500	+ 27.3%	\$775,000	\$999,000	+ 28.9%
Average Sales Price		\$1,104,911	\$1,545,059	+ 39.8%	\$1,088,975	\$1,767,867	+ 62.3%
Percent of List Price Received		97.4%	98.9%	+ 1.5%	96.9%	98.6%	+ 1.8%
Housing Affordability Index		66	51	- 22.7%	67	51	- 23.9%
Inventory of Homes for Sale		368	205	- 44.3%	—	—	—
Months Supply of Inventory		4.2	1.8	- 57.1%	—	—	—

# Condominium Market Overview

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



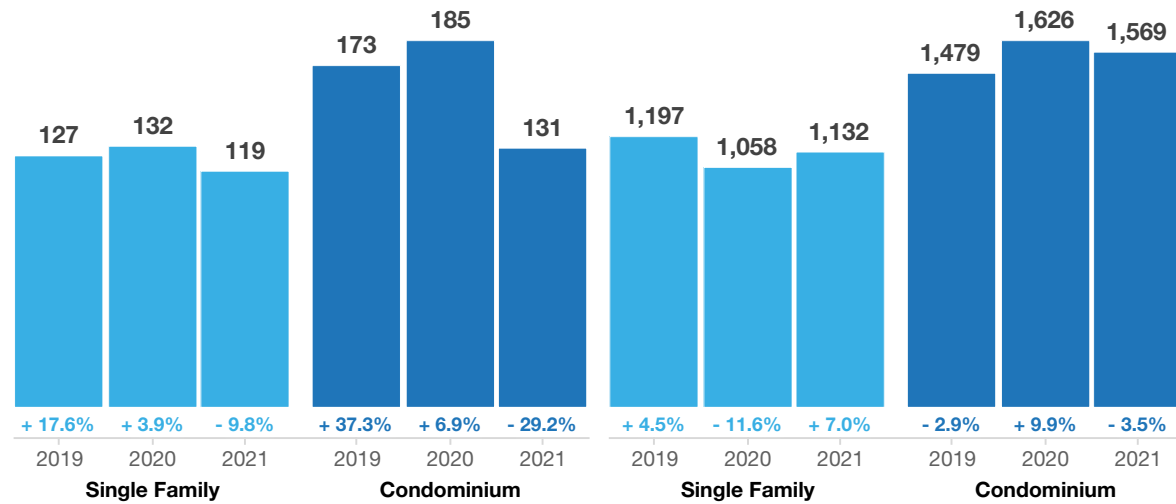
Key Metrics	Historical Sparkbars	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		185	131	- 29.2%	1,626	1,569	- 3.5%
Pending Sales		122	129	+ 5.7%	847	1,850	+ 118.4%
Closed Sales		86	182	+ 111.6%	928	1,852	+ 99.6%
Days on Market Until Sale		116	108	- 6.9%	150	131	- 12.7%
Median Sales Price		\$497,500	\$729,125	+ 46.6%	\$565,000	\$645,675	+ 14.3%
Average Sales Price		\$716,109	\$1,011,215	+ 41.2%	\$859,100	\$957,057	+ 11.4%
Percent of List Price Received		95.7%	100.2%	+ 4.7%	97.3%	98.5%	+ 1.2%
Housing Affordability Index		104	70	- 32.7%	91	79	- 13.2%
Inventory of Homes for Sale		784	139	- 82.3%	—	—	—
Months Supply of Inventory		7.6	0.7	- 90.8%	—	—	—

# New Listings

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

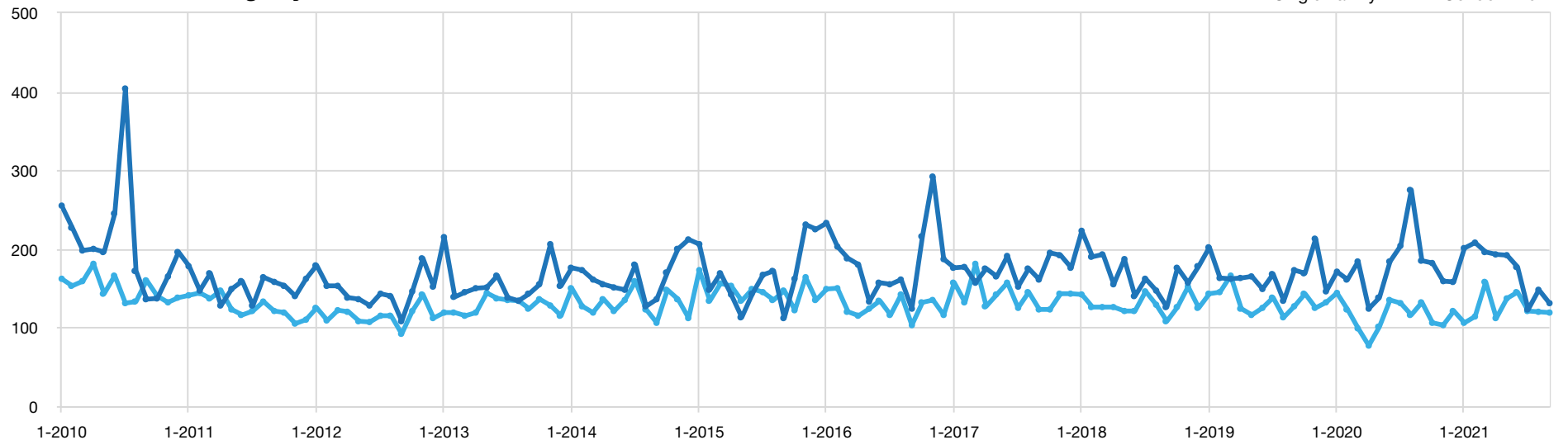


## September



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2020	106	- 25.9%	182	+ 7.7%
Nov-2020	103	- 17.6%	159	- 25.4%
Dec-2020	121	- 8.3%	158	+ 8.2%
Jan-2021	106	- 26.4%	201	+ 17.5%
Feb-2021	114	- 7.3%	208	+ 29.2%
Mar-2021	158	+ 59.6%	196	+ 6.5%
Apr-2021	112	+ 45.5%	193	+ 55.6%
May-2021	137	+ 35.6%	192	+ 39.1%
Jun-2021	145	+ 7.4%	177	- 3.8%
Jul-2021	121	- 7.6%	123	- 39.7%
Aug-2021	120	+ 3.4%	148	- 46.2%
<b>Sep-2021</b>	<b>119</b>	<b>- 9.8%</b>	<b>131</b>	<b>- 29.2%</b>
12-Month Avg	122	0.0%	172	- 4.4%

## Historical New Listings by Month

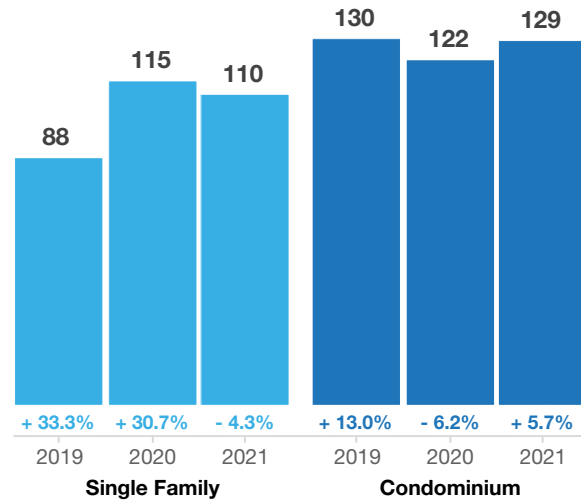


# Pending Sales

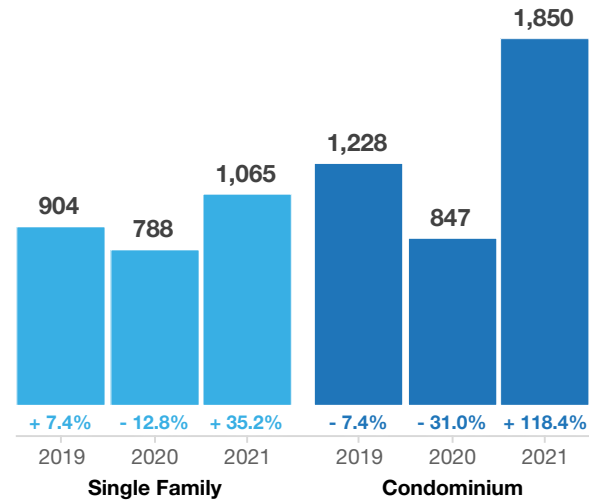
A count of the properties on which offers have been accepted in a given month.



## September

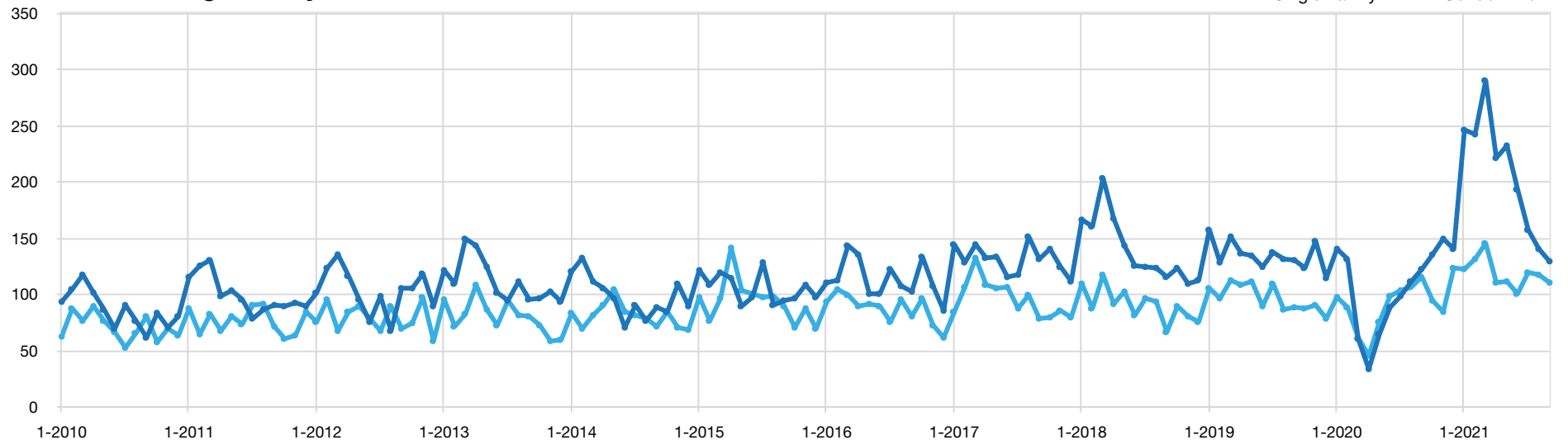


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2020	94	+ 8.0%	135	+ 9.8%
Nov-2020	84	- 6.7%	149	+ 1.4%
Dec-2020	123	+ 57.7%	140	+ 22.8%
Jan-2021	122	+ 25.8%	246	+ 75.7%
Feb-2021	131	+ 48.9%	242	+ 84.7%
Mar-2021	145	+ 137.7%	290	+ 383.3%
Apr-2021	110	+ 144.4%	221	+ 569.7%
May-2021	111	+ 48.0%	232	+ 262.5%
Jun-2021	100	+ 2.0%	193	+ 119.3%
Jul-2021	119	+ 15.5%	157	+ 60.2%
Aug-2021	117	+ 10.4%	140	+ 26.1%
<b>Sep-2021</b>	<b>110</b>	<b>- 4.3%</b>	<b>129</b>	<b>+ 5.7%</b>
12-Month Avg	114	+ 31.0%	190	+ 84.5%

## Historical Pending Sales by Month

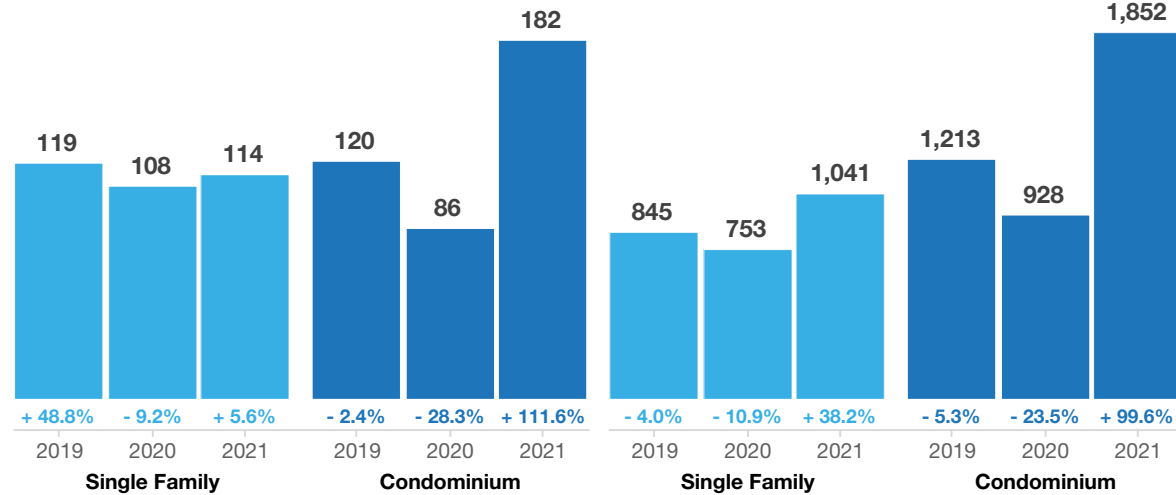


# Closed Sales

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

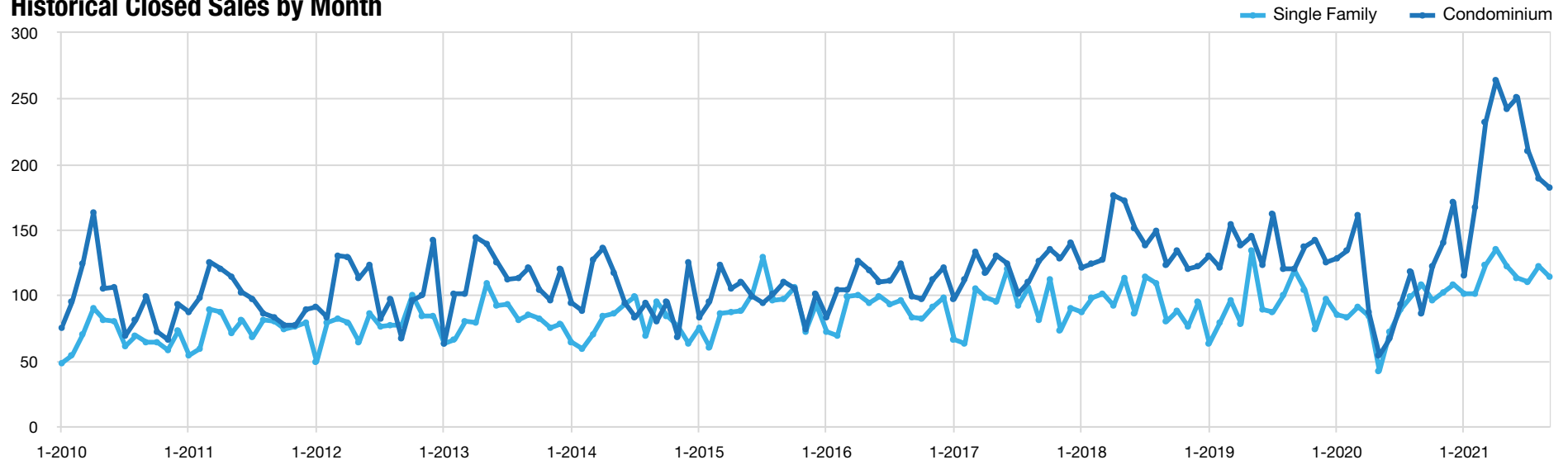


## September



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2020	96	- 7.7%	122	- 10.9%
Nov-2020	102	+ 37.8%	140	- 1.4%
Dec-2020	108	+ 11.3%	171	+ 36.8%
Jan-2021	101	+ 18.8%	115	- 10.2%
Feb-2021	101	+ 21.7%	167	+ 24.6%
Mar-2021	123	+ 35.2%	232	+ 44.1%
Apr-2021	135	+ 60.7%	264	+ 203.4%
May-2021	122	+ 190.5%	242	+ 348.1%
Jun-2021	113	+ 56.9%	251	+ 274.6%
Jul-2021	110	+ 23.6%	210	+ 125.8%
Aug-2021	122	+ 23.2%	189	+ 60.2%
<b>Sep-2021</b>	<b>114</b>	<b>+ 5.6%</b>	<b>182</b>	<b>+ 111.6%</b>
12-Month Avg	112	+ 30.2%	190	+ 71.2%

## Historical Closed Sales by Month

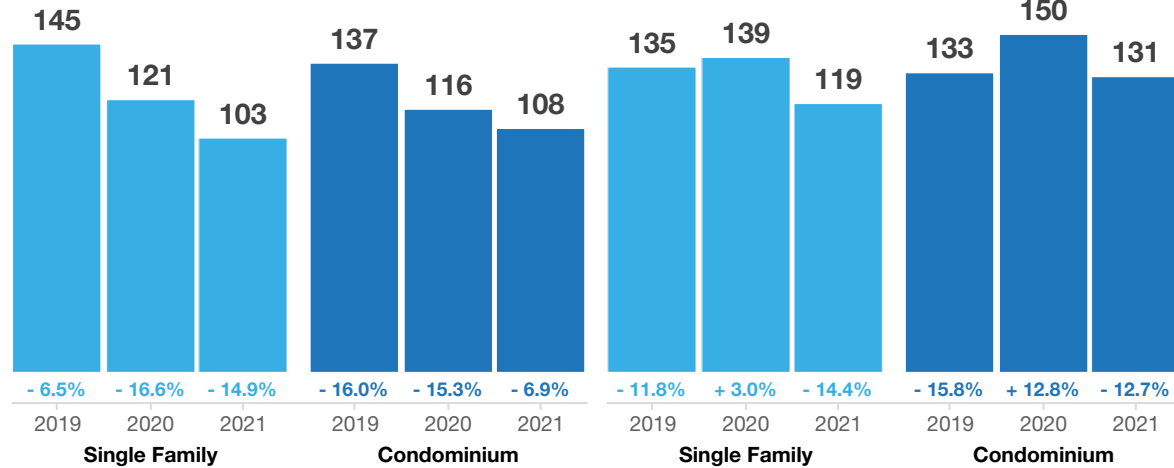


# Days on Market Until Sale

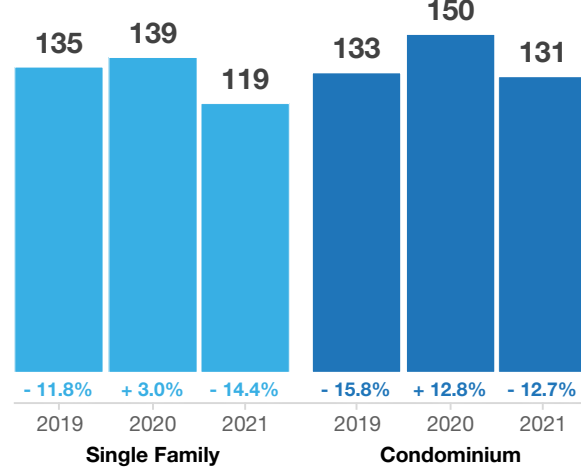
Average number of days between when a property is listed and when it closed in a given month.



## September



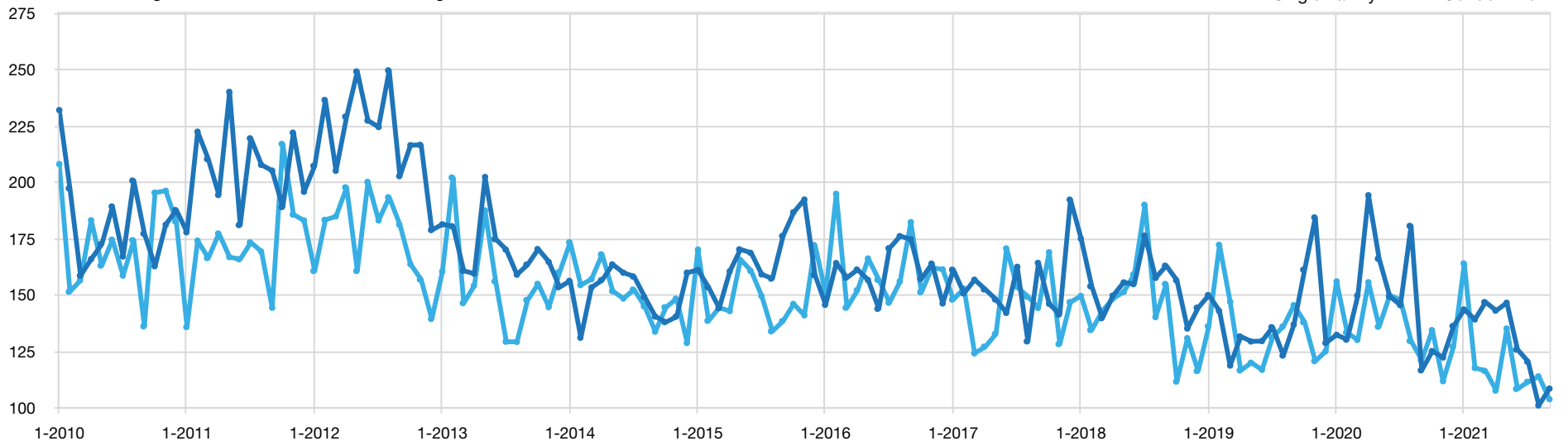
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2020	134	- 2.9%	125	- 22.4%
Nov-2020	111	- 7.5%	122	- 33.7%
Dec-2020	127	+ 1.6%	136	+ 6.3%
Jan-2021	164	+ 5.1%	143	+ 8.3%
Feb-2021	117	- 12.0%	139	+ 6.9%
Mar-2021	116	- 10.8%	147	- 2.0%
Apr-2021	107	- 31.0%	143	- 26.3%
May-2021	135	- 0.7%	146	- 12.0%
Jun-2021	108	- 28.0%	126	- 15.4%
Jul-2021	111	- 25.0%	120	- 17.2%
Aug-2021	114	- 11.6%	101	- 43.9%
<b>Sep-2021</b>	<b>103</b>	<b>- 14.9%</b>	<b>108</b>	<b>- 6.9%</b>
12-Month Avg*	120	- 11.8%	130	- 14.4%

\* Days on Market for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



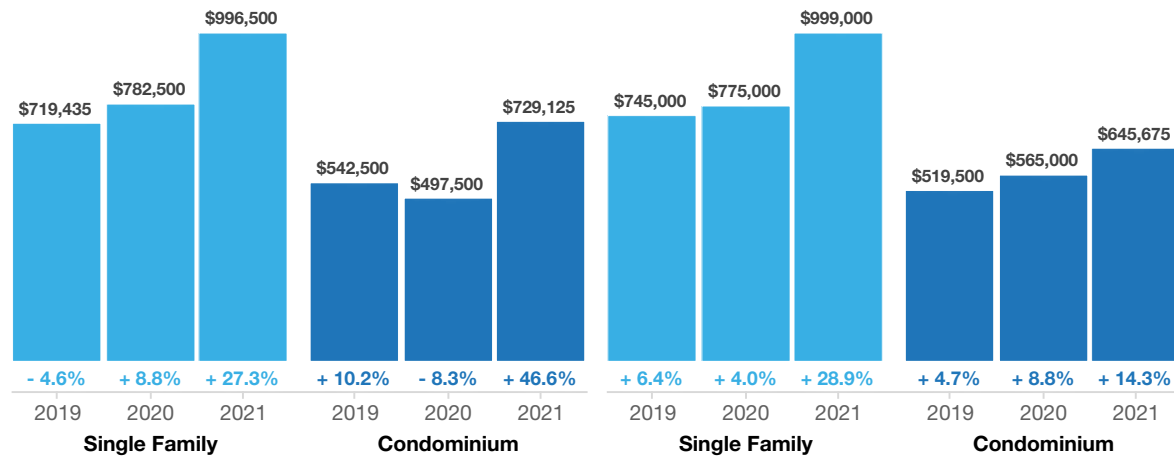
# Median Sales Price

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



## September

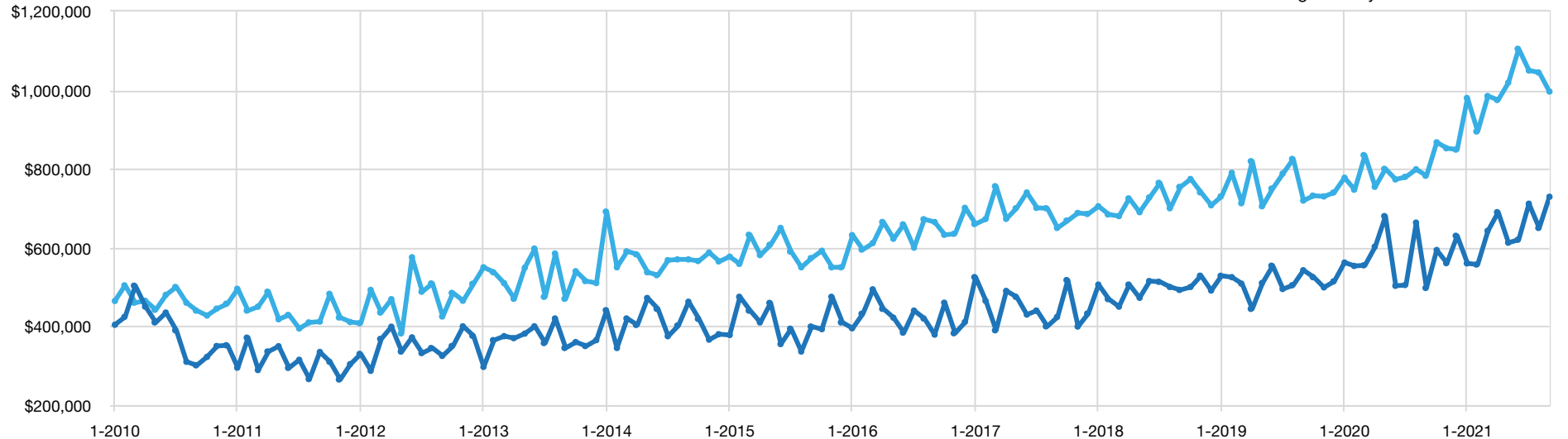
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2020	\$867,500	+ 18.5%	\$593,900	+ 13.1%
Nov-2020	\$852,500	+ 16.8%	\$560,500	+ 12.3%
Dec-2020	\$849,000	+ 14.7%	\$630,000	+ 22.5%
Jan-2021	\$980,000	+ 26.0%	\$560,000	- 0.4%
Feb-2021	\$895,000	+ 19.8%	\$556,990	+ 0.6%
Mar-2021	\$985,000	+ 18.0%	\$642,500	+ 15.8%
Apr-2021	\$975,000	+ 29.2%	\$690,000	+ 14.5%
May-2021	\$1,019,000	+ 27.4%	\$612,500	- 9.9%
Jun-2021	\$1,105,000	+ 42.9%	\$620,000	+ 23.3%
Jul-2021	\$1,050,000	+ 34.7%	\$711,500	+ 40.9%
Aug-2021	\$1,045,000	+ 30.8%	\$650,000	- 2.0%
<b>Sep-2021</b>	<b>\$996,500</b>	<b>+ 27.3%</b>	<b>\$729,125</b>	<b>+ 46.6%</b>
12-Month Avg*	\$965,000	+ 26.7%	\$638,166	+ 15.9%

\* Median Sales Price for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month





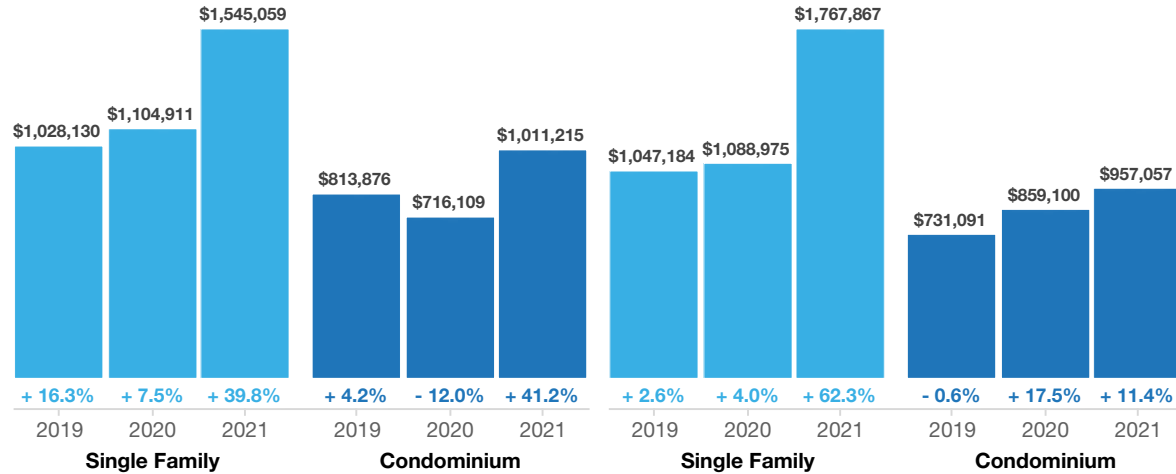
# Average Sales Price

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



## September

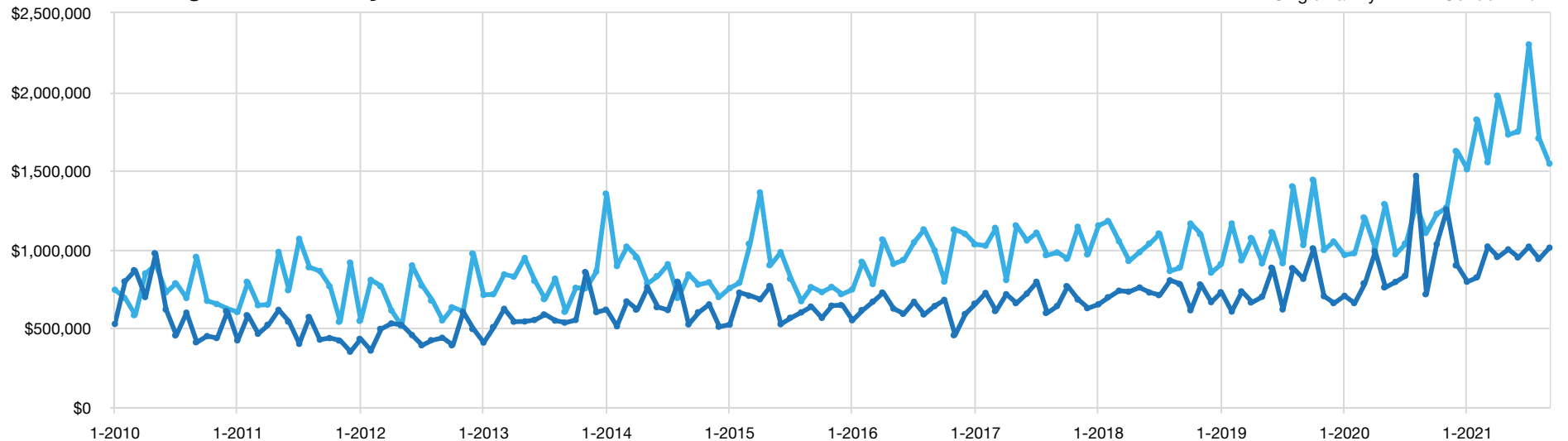
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2020	\$1,224,740	- 15.1%	\$1,032,909	+ 2.6%
Nov-2020	\$1,266,251	+ 27.1%	\$1,253,660	+ 78.1%
Dec-2020	\$1,624,298	+ 54.7%	\$899,041	+ 36.3%
Jan-2021	\$1,508,568	+ 56.3%	\$795,440	+ 12.7%
Feb-2021	\$1,824,061	+ 86.8%	\$822,458	+ 24.7%
Mar-2021	\$1,553,529	+ 29.2%	\$1,018,389	+ 29.8%
Apr-2021	\$1,976,282	+ 96.2%	\$952,459	- 3.5%
May-2021	\$1,729,389	+ 34.3%	\$1,000,564	+ 31.8%
Jun-2021	\$1,748,405	+ 80.3%	\$949,719	+ 19.6%
Jul-2021	\$2,301,004	+ 121.8%	\$1,017,905	+ 22.3%
Aug-2021	\$1,705,485	+ 32.8%	\$939,739	- 35.9%
<b>Sep-2021</b>	<b>\$1,545,059</b>	<b>+ 39.8%</b>	<b>\$1,011,215</b>	<b>+ 41.2%</b>
12-Month Avg*	\$1,679,663	+ 50.7%	\$974,938	+ 16.2%

\* Avg. Sales Price for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



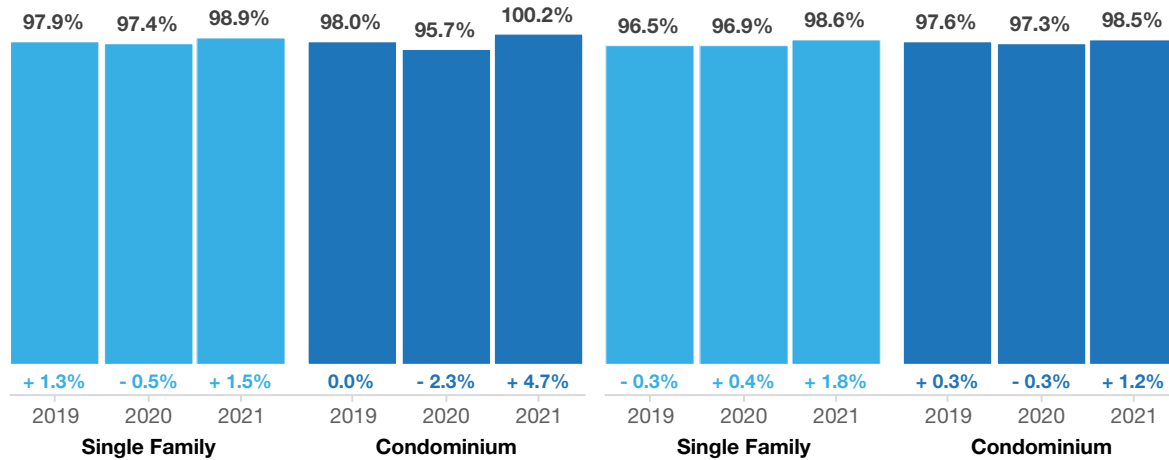
# Percent of List Price Received

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.



## September

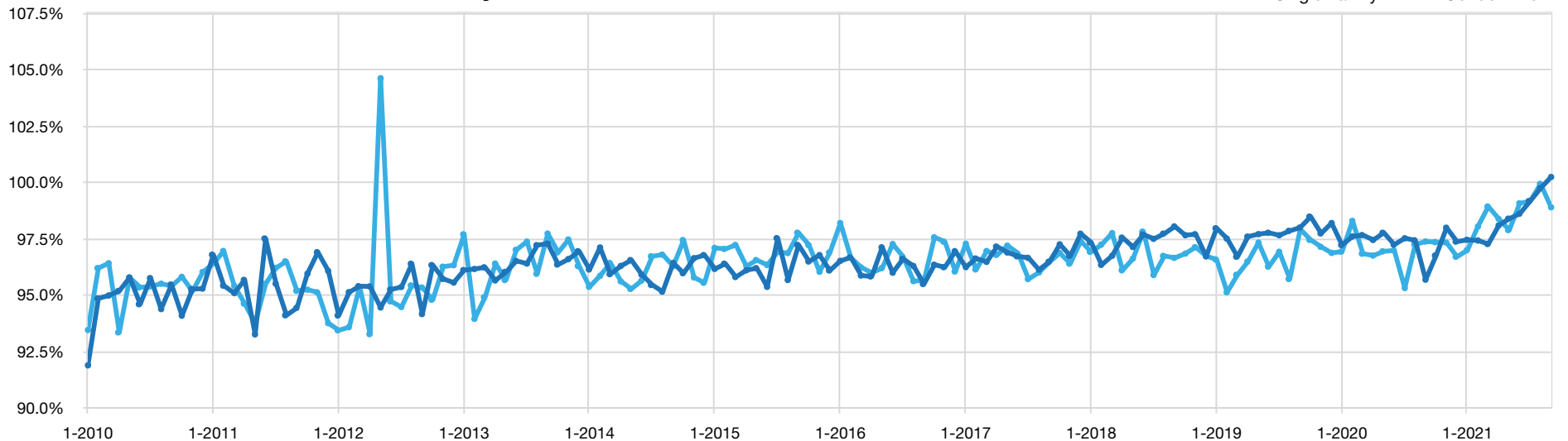
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2020	97.3%	- 0.1%	96.7%	- 1.8%
Nov-2020	97.3%	+ 0.2%	98.0%	+ 0.3%
Dec-2020	96.7%	- 0.1%	97.3%	- 0.9%
Jan-2021	97.0%	+ 0.1%	97.4%	+ 0.2%
Feb-2021	98.0%	- 0.3%	97.4%	- 0.2%
Mar-2021	98.9%	+ 2.2%	97.2%	- 0.4%
Apr-2021	98.4%	+ 1.8%	98.1%	+ 0.7%
May-2021	97.9%	+ 1.0%	98.4%	+ 0.7%
Jun-2021	99.0%	+ 2.1%	98.6%	+ 1.4%
Jul-2021	99.1%	+ 4.0%	99.1%	+ 1.6%
Aug-2021	99.9%	+ 2.8%	99.7%	+ 2.4%
<b>Sep-2021</b>	<b>98.9%</b>	<b>+ 1.5%</b>	<b>100.2%</b>	<b>+ 4.7%</b>
12-Month Avg*	98.3%	+ 1.3%	98.3%	+ 0.7%

\* Pct. of List Price Received for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



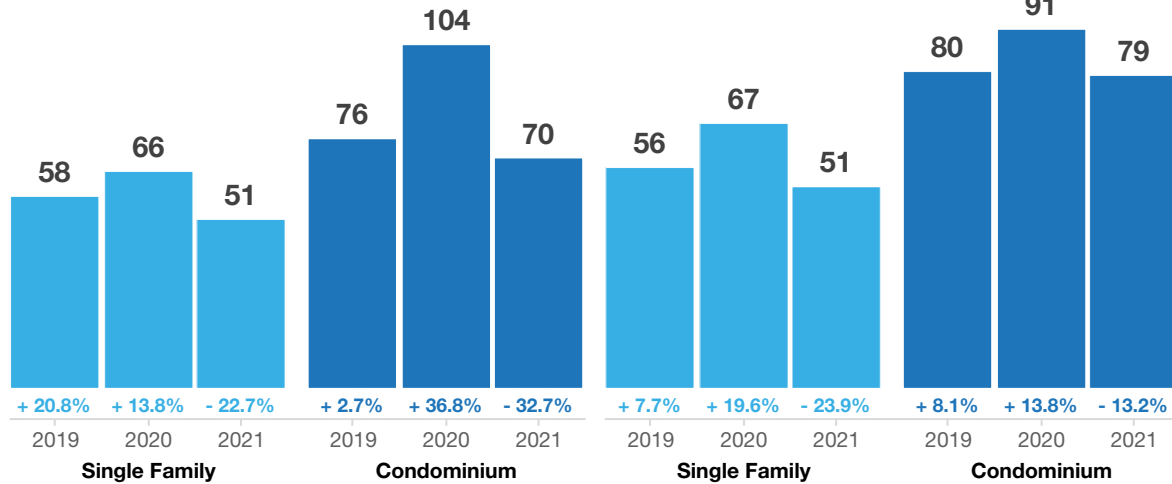
# Housing Affordability Index

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.



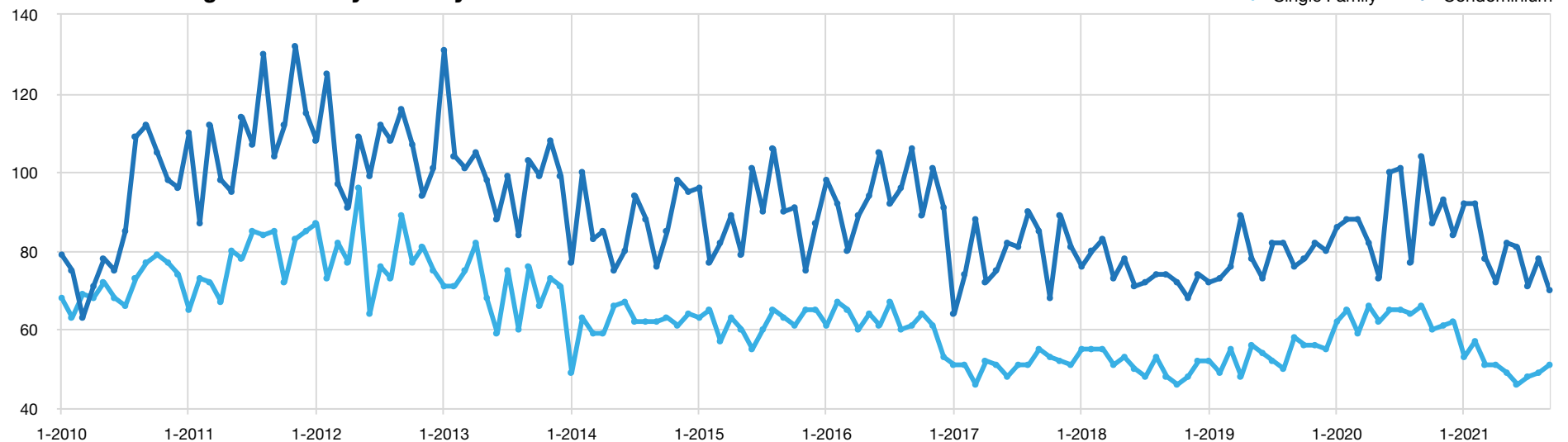
## September

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2020	60	+ 7.1%	87	+ 11.5%
Nov-2020	61	+ 8.9%	93	+ 13.4%
Dec-2020	62	+ 12.7%	84	+ 5.0%
Jan-2021	53	- 14.5%	92	+ 7.0%
Feb-2021	57	- 12.3%	92	+ 4.5%
Mar-2021	51	- 13.6%	78	- 11.4%
Apr-2021	51	- 22.7%	72	- 12.2%
May-2021	49	- 21.0%	82	+ 12.3%
Jun-2021	46	- 29.2%	81	- 19.0%
Jul-2021	48	- 26.2%	71	- 29.7%
Aug-2021	49	- 23.4%	78	+ 1.3%
<b>Sep-2021</b>	<b>51</b>	<b>- 22.7%</b>	<b>70</b>	<b>- 32.7%</b>
12-Month Avg	53	- 14.5%	82	- 5.7%

## Historical Housing Affordability Index by Month

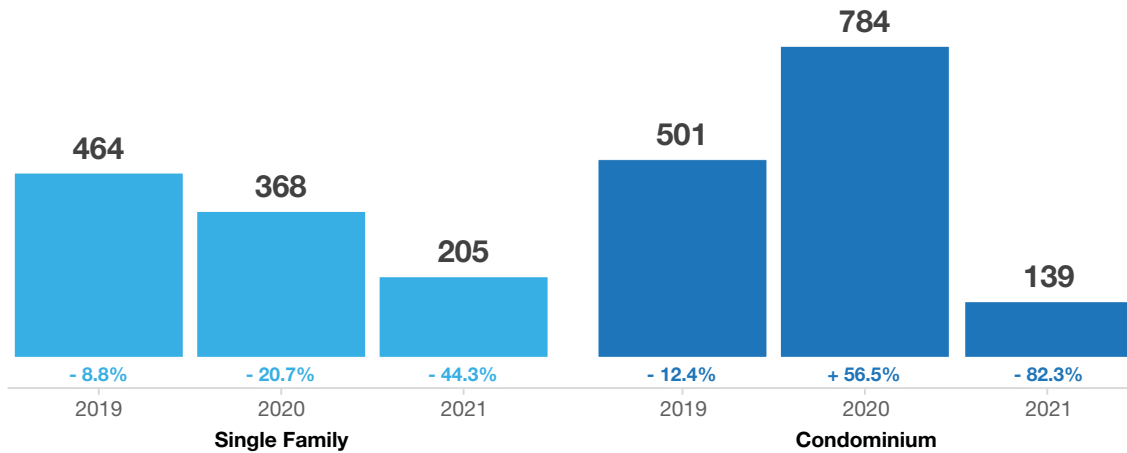


# Inventory of Homes for Sale

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

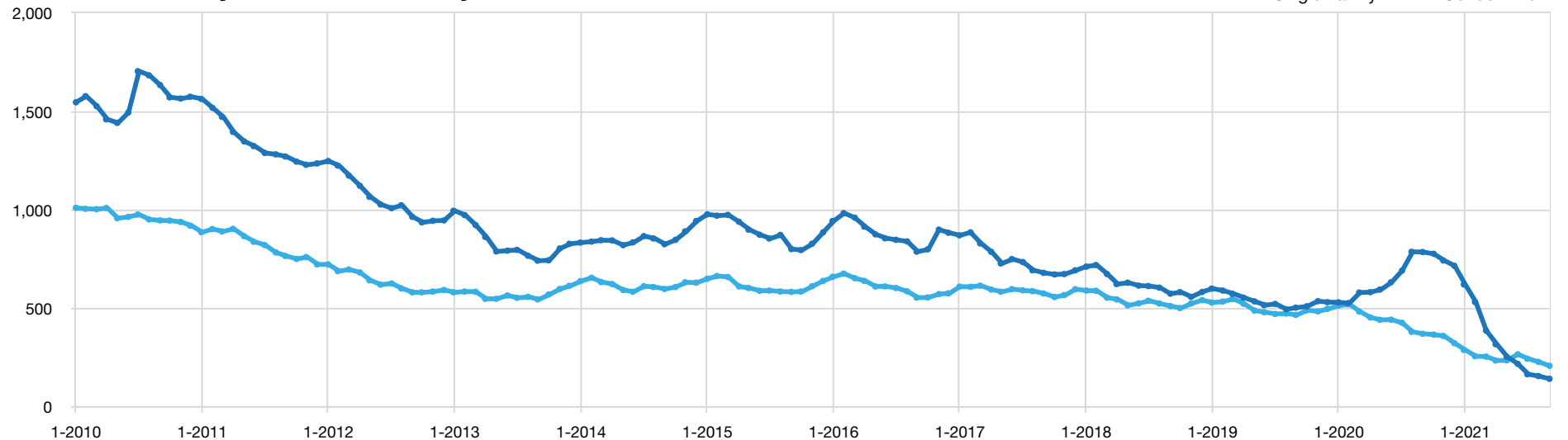


## September



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2020	364	- 25.4%	775	+ 52.6%
Nov-2020	357	- 25.9%	741	+ 38.8%
Dec-2020	320	- 35.4%	714	+ 35.0%
Jan-2021	286	- 44.0%	619	+ 17.2%
Feb-2021	254	- 51.0%	530	+ 1.1%
Mar-2021	252	- 47.6%	384	- 33.6%
Apr-2021	232	- 48.6%	315	- 45.7%
May-2021	233	- 46.9%	251	- 57.7%
Jun-2021	264	- 40.0%	215	- 65.9%
Jul-2021	241	- 43.2%	162	- 76.5%
Aug-2021	225	- 40.5%	153	- 80.5%
<b>Sep-2021</b>	<b>205</b>	<b>- 44.3%</b>	<b>139</b>	<b>- 82.3%</b>
12-Month Avg	269	- 41.0%	417	- 31.1%

## Historical Inventory of Homes for Sale by Month

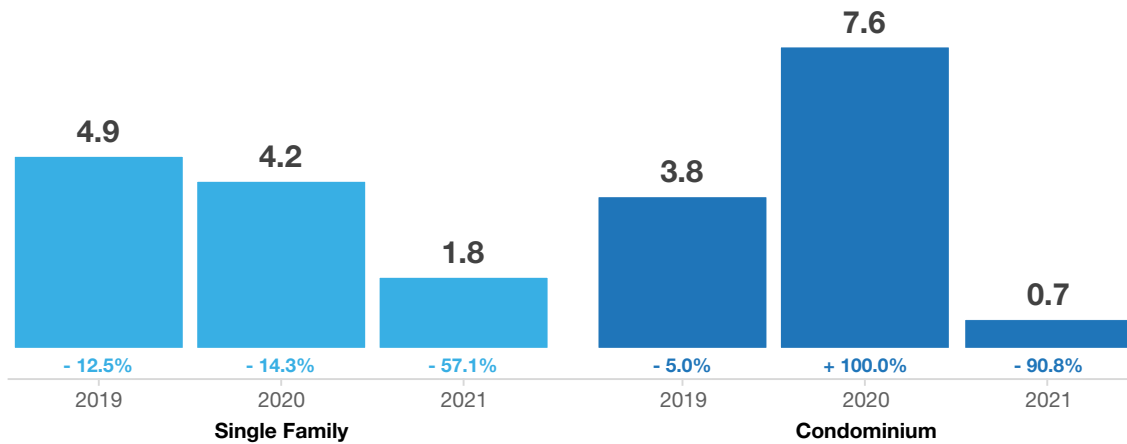


# Months Supply of Inventory

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.



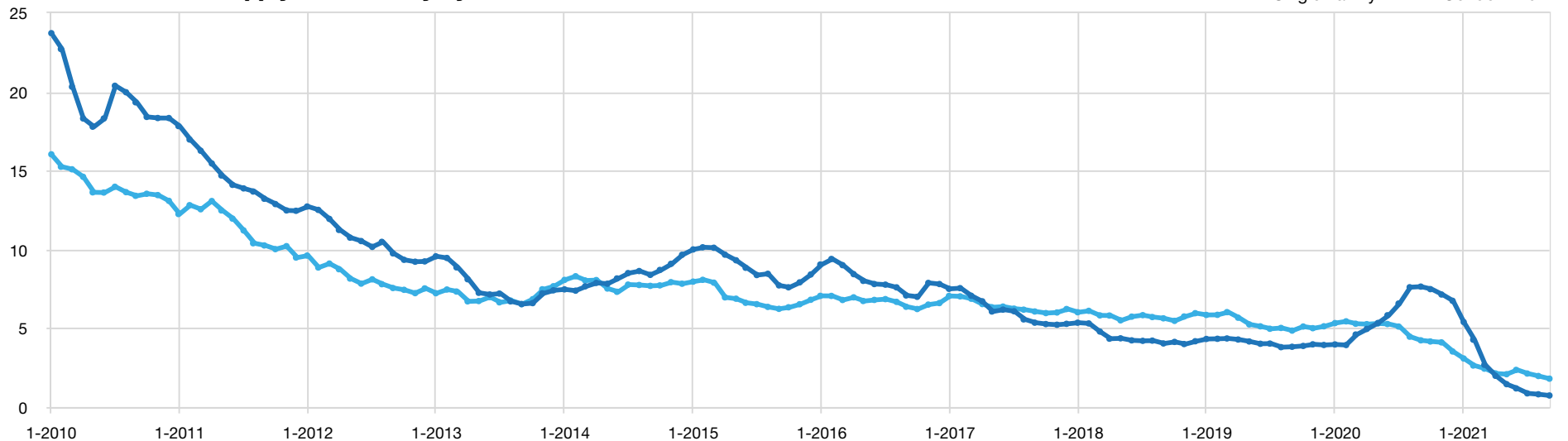
## September



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Oct-2020	4.2	- 17.6%	7.5	+ 92.3%
Nov-2020	4.1	- 18.0%	7.1	+ 77.5%
Dec-2020	3.5	- 31.4%	6.7	+ 71.8%
Jan-2021	3.1	- 41.5%	5.4	+ 35.0%
Feb-2021	2.6	- 51.9%	4.3	+ 10.3%
Mar-2021	2.4	- 54.7%	2.7	- 41.3%
Apr-2021	2.1	- 60.4%	2.0	- 60.0%
May-2021	2.1	- 60.4%	1.5	- 71.7%
Jun-2021	2.4	- 54.7%	1.2	- 79.3%
Jul-2021	2.1	- 58.8%	0.9	- 86.4%
Aug-2021	2.0	- 55.6%	0.8	- 89.5%
<b>Sep-2021</b>	<b>1.8</b>	<b>- 57.1%</b>	<b>0.7</b>	<b>- 90.8%</b>
12-Month Avg*	2.7	- 46.8%	3.4	- 34.5%

\* Months Supply for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

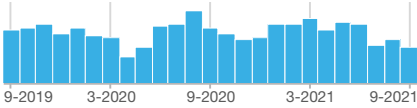
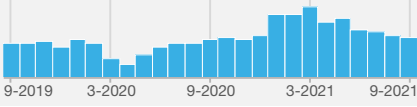
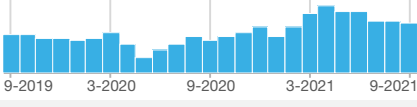
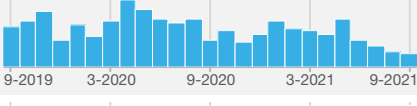
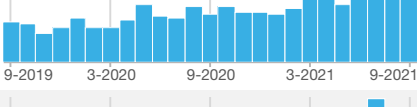
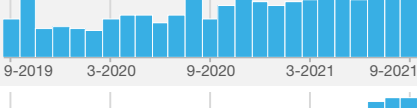
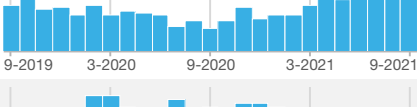
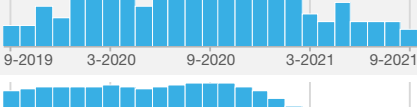
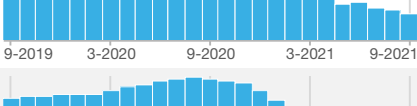

## Historical Months Supply of Inventory by Month



# 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	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		351	262	- 25.4%	2,950	3,007	+ 1.9%
Pending Sales		254	263	+ 3.5%	1,772	3,248	+ 83.3%
Closed Sales		214	327	+ 52.8%	1,808	3,218	+ 78.0%
Days on Market Until Sale		130	115	- 11.5%	149	134	- 10.1%
Median Sales Price		\$715,000	\$850,000	+ 18.9%	\$695,000	\$790,000	+ 13.7%
Average Sales Price		\$906,654	\$1,183,144	+ 30.5%	\$944,617	\$1,215,355	+ 28.7%
Percent of List Price Received		96.3%	99.3%	+ 3.1%	96.9%	98.2%	+ 1.3%
Housing Affordability Index		72	60	- 16.7%	74	64	- 13.5%
Inventory of Homes for Sale		1,434	485	- 66.2%	—	—	—
Months Supply of Inventory		7.0	1.4	- 80.0%	—	—	—

# Single Family Monthly Sales Volume

## September 2021



Area Name	September 2021			August 2021			September 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	11	\$17,444,000	\$995,000	11	\$22,802,000	\$1,500,000	8	\$6,867,750	\$815,875
Hana	1	\$600,000	\$600,000	1	\$950,000	\$950,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	5	\$17,325,000	\$2,960,000	4	\$12,350,000	\$2,587,500	1	\$1,999,999	\$1,999,999
Kahakuloa	1	\$1,000,000	\$1,000,000	0	--	--	0	--	--
Kahului	11	\$9,433,500	\$825,000	21	\$18,486,000	\$855,000	13	\$8,529,900	\$675,000
Kapalua	1	\$4,675,000	\$4,675,000	2	\$7,525,000	\$3,762,500	1	\$15,500,000	\$15,500,000
Kaupo	0	--	--	0	--	--	1	\$230,500	\$230,500
Keanae	0	--	--	0	--	--	0	--	--
Kihei	14	\$19,089,567	\$1,092,284	17	\$20,918,000	\$1,150,000	14	\$15,996,750	\$940,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	8	\$11,017,850	\$1,236,250	7	\$8,655,000	\$1,085,000	8	\$9,560,000	\$1,037,500
Lahaina	8	\$22,271,000	\$2,837,500	5	\$10,483,000	\$1,120,000	6	\$12,293,000	\$1,596,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	7	\$9,197,808	\$1,150,000	7	\$7,015,975	\$847,500	9	\$6,744,000	\$625,000
Maui Meadows	2	\$2,850,000	\$1,425,000	3	\$4,860,000	\$1,600,000	5	\$8,540,250	\$1,620,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	4	\$8,782,850	\$1,062,500	9	\$28,839,000	\$1,450,000	2	\$1,840,000	\$920,000
Olowalu	0	--	--	1	\$7,050,000	\$7,050,000	0	--	--
Pukalani	8	\$9,023,000	\$986,500	5	\$5,007,000	\$904,000	3	\$2,220,000	\$785,000
Spreckelsville/Paia/Kuau	1	\$4,600,000	\$4,600,000	5	\$12,865,500	\$1,493,000	2	\$2,502,000	\$1,251,000
Wailea/Makena	4	\$12,900,000	\$3,325,000	3	\$22,050,000	\$3,000,000	2	\$2,695,000	\$1,347,500
Wailuku	23	\$19,157,111	\$816,972	19	\$17,262,723	\$895,000	28	\$20,810,190	\$717,000
Lanai	3	\$3,120,000	\$825,000	0	--	--	1	\$460,000	\$460,000
Molokai	2	\$3,650,000	\$1,825,000	2	\$950,000	\$475,000	4	\$2,541,000	\$662,500
<b>All MLS</b>	<b>114</b>	<b>\$176,136,686</b>	<b>\$996,500</b>	<b>122</b>	<b>\$208,069,198</b>	<b>\$1,045,000</b>	<b>108</b>	<b>\$119,330,339</b>	<b>\$782,500</b>

# Condominium Monthly Sales Volume

## September 2021



Area Name	September 2021			August 2021			September 2020		
	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	25	\$34,551,750	\$915,000	15	\$25,097,000	\$1,650,000	10	\$12,694,000	\$942,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$337,500	\$168,750	3	\$747,000	\$182,000	4	\$679,000	\$132,000
Kapalua	13	\$23,710,999	\$1,255,000	11	\$19,934,999	\$1,170,000	1	\$2,850,000	\$2,850,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	55	\$36,842,500	\$591,000	62	\$46,950,339	\$612,125	24	\$14,534,600	\$458,750
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	6	\$9,665,500	\$1,387,500	10	\$7,939,000	\$747,500	6	\$3,061,000	\$447,500
Maalaea	4	\$1,489,000	\$402,000	5	\$2,264,000	\$473,000	7	\$4,470,000	\$715,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	36	\$20,625,467	\$522,500	38	\$21,321,000	\$552,500	18	\$8,809,000	\$455,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	2	\$4,414,000	\$2,207,000	0	--	--
Wailea/Makena	27	\$49,960,000	\$1,898,000	21	\$39,522,500	\$1,550,000	5	\$10,540,000	\$1,225,000
Wailuku	9	\$4,736,500	\$490,000	19	\$8,898,900	\$420,000	10	\$3,698,800	\$377,500
Lanai	1	\$1,500,000	\$1,500,000	0	--	--	0	--	--
Molokai	4	\$622,000	\$160,000	3	\$522,000	\$174,500	1	\$249,000	\$249,000
<b>All MLS</b>	<b>182</b>	<b>\$184,041,216</b>	<b>\$729,125</b>	<b>189</b>	<b>\$177,610,738</b>	<b>\$650,000</b>	<b>86</b>	<b>\$61,585,400</b>	<b>\$497,500</b>



# Land Monthly Sales Volume

## September 2021



Area Name	September 2021			August 2021			September 2020		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$3,599,999	\$1,800,000	1	\$1,200,000	\$1,200,000	6	\$4,750,000	\$685,000
Hana	0	--	--	1	\$280,000	\$280,000	1	\$285,000	\$285,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	5	\$3,844,000	\$770,000	0	--	--	0	--	--
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	7	\$6,670,000	\$950,000	7	\$7,130,000	\$855,000	1	\$850,000	\$850,000
Kaupo	0	--	--	1	\$575,000	\$575,000	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	4	\$2,855,000	\$727,500	5	\$5,535,000	\$850,000	5	\$3,730,000	\$785,000
Lahaina	0	--	--	2	\$3,800,000	\$1,900,000	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$850,000	\$850,000	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	1	\$248,000	\$248,000	0	--	--
Napili/Kahana/Honokowai	1	\$409,700	\$409,700	0	--	--	0	--	--
Olowalu	0	--	--	1	\$4,300,000	\$4,300,000	0	--	--
Pukalani	1	\$675,000	\$675,000	0	--	--	2	\$840,000	\$420,000
Spreckelsville/Paia/Kuau	0	--	--	1	\$1,565,000	\$1,565,000	0	--	--
Wailea/Makena	2	\$4,000,000	\$2,000,000	2	\$3,575,000	\$1,787,500	1	\$500,000	--
Wailuku	6	\$3,565,000	\$593,750	3	\$1,970,000	\$640,000	3	\$1,621,500	\$553,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	2	\$241,500	\$120,750	5	\$855,000	\$190,000	1	\$125,000	\$125,000
<b>All MLS</b>	<b>31</b>	<b>\$26,710,199</b>	<b>\$805,000</b>	<b>30</b>	<b>\$31,033,000</b>	<b>\$800,000</b>	<b>20</b>	<b>\$12,701,500</b>	<b>\$580,000</b>

# Single Family Sales – Year to Date

## September 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-21 YTD Sales	Sep-20 YTD Sales	Unit Change	Percent Change	Sep-21 YTD Average	Sep-20 YTD Average	Dollar Change	Percent Change	Sep-21 YTD Median	Sep-20 YTD Median	Dollar Change	Percent Change	Sep-21 YTD Volume	Sep-20 YTD Volume	Dollar Change	Percent Change
Haiku	81	68	+13	+19.1%	\$1,491,883	\$1,067,190	+\$424,692	+39.8%	\$1,249,000	\$867,000	+\$382,000	+44.1%	\$120,842,500	\$72,568,935	+\$48,273,565	+66.5%
Hana	8	3	+5	+166.7%	\$873,875	\$797,667	+\$76,208	+9.6%	\$795,500	\$880,000	-\$84,500	-9.6%	\$6,991,000	\$2,393,000	+\$4,598,000	+192.1%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	49	16	+33	+206.3%	\$2,995,646	\$2,132,188	+\$863,458	+40.5%	\$2,387,000	\$1,950,000	+\$437,001	+22.4%	\$146,786,666	\$34,115,004	+\$112,671,662	+330.3%
Kahakuloa	2	0	+2	--	\$1,270,000	--	--	--	\$1,270,000	--	--	--	\$2,540,000	\$0	+\$2,540,000	--
Kahului	101	83	+18	+21.7%	\$820,714	\$682,515	+\$138,199	+20.2%	\$800,000	\$675,000	+\$125,000	+18.5%	\$82,892,100	\$56,648,770	+\$26,243,330	+46.3%
Kapalua	25	7	+18	+257.1%	\$4,877,900	\$4,945,714	-\$67,814	-1.4%	\$4,025,000	\$2,800,000	+\$1,225,000	+43.8%	\$121,947,500	\$34,620,000	+\$87,327,500	+252.2%
Kaupo	0	1	-1	-100.0%	--	\$230,500	--	--	--	\$230,500	--	--	\$0	\$230,500	-\$230,500	-100.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	148	108	+40	+37.0%	\$1,720,575	\$1,064,516	+\$656,059	+61.6%	\$957,000	\$845,000	+\$112,000	+13.3%	\$254,645,167	\$114,967,753	+\$139,677,414	+121.5%
Kipahulu	1	0	+1	--	\$425,000	--	--	--	\$425,000	--	--	--	\$425,000	\$0	+\$425,000	--
Kula/Ulupalakua/Kanaio	71	54	+17	+31.5%	\$1,510,139	\$1,085,523	+\$424,615	+39.1%	\$1,225,000	\$952,500	+\$272,500	+28.6%	\$107,219,850	\$58,618,263	+\$48,601,587	+82.9%
Lahaina	60	28	+32	+114.3%	\$2,617,053	\$1,895,595	+\$721,458	+38.1%	\$2,340,000	\$1,366,375	+\$973,625	+71.3%	\$157,023,173	\$53,076,668	+\$103,946,505	+195.8%
Maalaea	1	0	+1	--	\$2,475,000	--	--	--	\$2,475,000	--	--	--	\$2,475,000	\$0	+\$2,475,000	--
Makawao/Olinda/Haliimaile	50	57	-7	-12.3%	\$948,722	\$818,286	+\$130,436	+15.9%	\$818,500	\$685,000	+\$133,500	+19.5%	\$47,436,104	\$46,642,300	+\$793,804	+1.7%
Maui Meadows	29	17	+12	+70.6%	\$1,632,466	\$1,415,282	+\$217,183	+15.3%	\$1,565,000	\$1,230,000	+\$335,000	+27.2%	\$47,341,500	\$24,059,800	+\$23,281,700	+96.8%
Nahiku	0	1	-1	-100.0%	--	\$795,000	--	--	--	\$795,000	--	--	\$0	\$795,000	-\$795,000	-100.0%
Napili/Kahana/Honokowai	56	20	+36	+180.0%	\$1,615,092	\$2,332,257	-\$717,165	-30.7%	\$1,132,000	\$1,095,000	+\$37,000	+3.4%	\$90,445,150	\$46,087,890	+\$44,357,260	+96.2%
Olowalu	3	1	+2	+200.0%	\$6,883,333	\$1,125,000	+\$5,758,333	+511.9%	\$7,050,000	\$1,125,000	+\$5,925,000	+526.7%	\$20,650,000	\$1,125,000	+\$19,525,000	+1,735.6%
Pukalani	54	38	+16	+42.1%	\$1,000,631	\$791,206	+\$209,424	+26.5%	\$899,000	\$776,500	+\$122,500	+15.8%	\$54,034,049	\$30,065,833	+\$23,968,216	+79.7%
Spreckelsville/Paia/Kuau	31	13	+18	+138.5%	\$2,511,081	\$996,492	+\$1,514,588	+152.0%	\$1,525,000	\$899,900	+\$625,100	+69.5%	\$77,843,500	\$12,954,400	+\$64,889,100	+500.9%
Wailea/Makena	53	24	+29	+120.8%	\$5,777,702	\$3,374,074	+\$2,403,628	+71.2%	\$3,800,000	\$2,765,000	+\$1,035,000	+37.4%	\$306,218,217	\$80,977,777	+\$225,240,440	+278.2%
Wailuku	177	180	-3	-1.7%	\$855,281	\$727,706	+\$127,575	+17.5%	\$800,000	\$721,375	+\$78,625	+10.9%	\$151,384,719	\$130,987,053	+\$20,397,666	+15.6%
Lanai	12	15	-3	-20.0%	\$1,312,833	\$707,033	+\$605,800	+85.7%	\$762,500	\$440,000	+\$322,500	+73.3%	\$15,754,000	\$10,605,500	+\$5,148,500	+48.5%
Molokai	29	19	+10	+52.6%	\$877,724	\$481,289	+\$396,435	+82.4%	\$530,000	\$475,000	+\$55,000	+11.6%	\$25,454,000	\$9,144,500	+\$16,309,500	+178.4%
All MLS	1,041	753	+288	+38.2%	\$1,767,867	\$1,088,975	+\$678,892	+62.3%	\$999,000	\$775,000	+\$224,000	+28.9%	\$1,840,349,195	\$820,683,946	+\$1,019,665,249	+124.2%

# Total Condominium Sales – Year to Date

September 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-21 YTD Sales	Sep-20 YTD Sales	Unit Change	Percent Change	Sep-21 YTD Average	Sep-20 YTD Average	Dollar Change	Percent Change	Sep-21 YTD Median	Sep-20 YTD Median	Dollar Change	Percent Change	Sep-21 YTD Volume	Sep-20 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	197	127	+70	+55.1%	\$1,308,031	\$1,431,685	-\$123,654	-8.6%	\$950,000	\$1,200,000	-\$250,000	-20.8%	\$257,682,150	\$181,824,031	+\$75,858,119	+41.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	19	27	-8	-29.6%	\$237,184	\$157,156	+\$80,029	+50.9%	\$180,000	\$138,000	+\$42,000	+30.4%	\$4,506,500	\$4,243,200	+\$263,300	+6.2%
Kapalua	118	19	+99	+521.1%	\$1,873,464	\$1,720,789	+\$152,675	+8.9%	\$1,172,500	\$1,115,000	+\$57,500	+5.2%	\$221,068,781	\$32,695,000	+\$188,373,781	+576.2%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	588	300	+288	+96.0%	\$632,373	\$593,463	+\$38,910	+6.6%	\$548,500	\$480,000	+\$68,500	+14.3%	\$371,835,597	\$178,039,005	+\$193,796,592	+108.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	125	108	+17	+15.7%	\$800,112	\$685,202	+\$114,911	+16.8%	\$565,000	\$640,610	-\$75,610	-11.8%	\$100,014,045	\$74,001,787	+\$26,012,258	+35.2%
Maalaea	48	37	+11	+29.7%	\$468,998	\$460,796	+\$8,202	+1.8%	\$479,500	\$449,000	+\$30,500	+6.8%	\$22,511,900	\$17,049,450	+\$5,462,450	+32.0%
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	348	136	+212	+155.9%	\$592,461	\$518,322	+\$74,139	+14.3%	\$532,500	\$483,750	+\$48,750	+10.1%	\$206,176,372	\$70,491,797	+\$135,684,575	+192.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	4	5	-1	-20.0%	\$718,750	\$716,400	+\$2,350	+0.3%	\$697,500	\$675,000	+\$22,500	+3.3%	\$2,875,000	\$3,582,000	-\$707,000	-19.7%
Spreckelsville/Paia/Kuau	4	2	+2	+100.0%	\$1,343,500	\$461,500	+\$882,000	+191.1%	\$602,500	\$461,500	+\$141,000	+30.6%	\$5,374,000	\$923,000	+\$4,451,000	+482.2%
Wailea/Makena	257	83	+174	+209.6%	\$2,018,691	\$2,418,323	-\$399,632	-16.5%	\$1,450,000	\$1,413,750	+\$36,250	+2.6%	\$518,803,612	\$200,720,798	+\$318,082,814	+158.5%
Wailuku	102	65	+37	+56.9%	\$468,702	\$420,431	+\$48,271	+11.5%	\$426,000	\$395,000	+\$31,000	+7.8%	\$47,807,589	\$27,327,998	+\$20,479,591	+74.9%
Lanai	3	3	0	0.0%	\$2,091,667	\$1,136,000	+\$955,667	+84.1%	\$1,500,000	\$850,000	+\$650,000	+76.5%	\$6,275,000	\$3,408,000	+\$2,867,000	+84.1%
Molokai	39	16	+23	+143.8%	\$193,308	\$183,656	+\$9,652	+5.3%	\$168,420	\$180,000	-\$11,580	-6.4%	\$7,539,020	\$2,938,500	+\$4,600,520	+156.6%
All MLS	1,852	928	+924	+99.6%	\$957,057	\$859,100	+\$97,957	+11.4%	\$645,675	\$565,000	+\$80,675	+14.3%	\$1,772,469,566	\$797,244,566	+\$975,225,000	+122.3%

# Fee Simple Condominium Sales – Year to Date

September 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-21 YTD Sales	Sep-20 YTD Sales	Unit Change	Percent Change	Sep-21 YTD Average	Sep-20 YTD Average	Dollar Change	Percent Change	Sep-21 YTD Median	Sep-20 YTD Median	Dollar Change	Percent Change	Sep-21 YTD Volume	Sep-20 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	179	115	+64	+55.7%	\$1,384,082	\$1,531,396	-\$147,314	-9.6%	\$1,010,000	\$1,550,000	-\$540,000	-34.8%	\$247,750,650	\$176,110,531	+\$71,640,119	+40.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	19	27	-8	-29.6%	\$237,184	\$157,156	+\$80,029	+50.9%	\$180,000	\$138,000	+\$42,000	+30.4%	\$4,506,500	\$4,243,200	+\$263,300	+6.2%
Kapalua	118	19	+99	+521.1%	\$1,873,464	\$1,720,789	+\$152,675	+8.9%	\$1,172,500	\$1,115,000	+\$57,500	+5.2%	\$221,068,781	\$32,695,000	+\$188,373,781	+576.2%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	579	293	+286	+97.6%	\$635,775	\$599,061	+\$36,713	+6.1%	\$549,000	\$485,000	+\$64,000	+13.2%	\$368,113,597	\$175,525,005	+\$192,588,592	+109.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	119	103	+16	+15.5%	\$828,190	\$707,503	+\$120,688	+17.1%	\$576,990	\$673,000	-\$96,010	-14.3%	\$98,554,645	\$72,872,787	+\$25,681,858	+35.2%
Maalaea	28	20	+8	+40.0%	\$538,482	\$557,723	-\$19,240	-3.4%	\$522,500	\$525,000	-\$2,500	-0.5%	\$15,077,500	\$11,154,450	+\$3,923,050	+35.2%
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	302	106	+196	+184.9%	\$604,431	\$578,702	+\$25,729	+4.4%	\$542,500	\$518,500	+\$24,000	+4.6%	\$182,538,305	\$61,342,422	+\$121,195,883	+197.6%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	4	5	-1	-20.0%	\$718,750	\$716,400	+\$2,350	+0.3%	\$697,500	\$675,000	+\$22,500	+3.3%	\$2,875,000	\$3,582,000	-\$707,000	-19.7%
Spreckelsville/Paia/Kuau	4	2	+2	+100.0%	\$1,343,500	\$461,500	+\$882,000	+191.1%	\$602,500	\$461,500	+\$141,000	+30.6%	\$5,374,000	\$923,000	+\$4,451,000	+482.2%
Wailea/Makena	257	83	+174	+209.6%	\$2,018,691	\$2,418,323	-\$399,632	-16.5%	\$1,450,000	\$1,413,750	+\$36,250	+2.6%	\$518,803,612	\$200,720,798	+\$318,082,814	+158.5%
Wailuku	102	65	+37	+56.9%	\$468,702	\$420,431	+\$48,271	+11.5%	\$426,000	\$395,000	+\$31,000	+7.8%	\$47,807,589	\$27,327,998	+\$20,479,591	+74.9%
Lanai	3	3	0	0.0%	\$2,091,667	\$1,136,000	+\$955,667	+84.1%	\$1,500,000	\$850,000	+\$650,000	+76.5%	\$6,275,000	\$3,408,000	+\$2,867,000	+84.1%
Molokai	36	15	+21	+140.0%	\$202,403	\$189,900	+\$12,503	+6.6%	\$174,750	\$190,000	-\$15,250	-8.0%	\$7,286,520	\$2,848,500	+\$4,438,020	+155.8%
All MLS	1,750	856	+894	+104.4%	\$986,304	\$902,750	+\$83,554	+9.3%	\$664,500	\$594,960	+\$69,540	+11.7%	\$1,726,031,699	\$772,753,691	+\$953,278,008	+123.4%

# Leasehold Condominium Sales – Year to Date

September 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-21 YTD Sales	Sep-20 YTD Sales	Unit Change	Percent Change	Sep-21 YTD Average	Sep-20 YTD Average	Dollar Change	Percent Change	Sep-21 YTD Median	Sep-20 YTD Median	Dollar Change	Percent Change	Sep-21 YTD Volume	Sep-20 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	18	12	+6	+50.0%	\$551,750	\$476,125	+\$75,625	+15.9%	\$460,750	\$412,500	+\$48,250	+11.7%	\$9,931,500	\$5,713,500	+\$4,218,000	+73.8%
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	9	7	+2	+28.6%	\$413,556	\$359,143	+\$54,413	+15.2%	\$318,000	\$270,000	+\$48,000	+17.8%	\$3,722,000	\$2,514,000	+\$1,208,000	+48.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	6	5	+1	+20.0%	\$243,233	\$225,800	+\$17,433	+7.7%	\$227,200	\$220,000	+\$7,200	+3.3%	\$1,459,400	\$1,129,000	+\$330,400	+29.3%
Maalaea	20	17	+3	+17.6%	\$371,720	\$346,765	+\$24,955	+7.2%	\$366,000	\$299,500	+\$66,500	+22.2%	\$7,434,400	\$5,895,000	+\$1,539,400	+26.1%
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	46	30	+16	+53.3%	\$513,871	\$304,979	+\$208,892	+68.5%	\$312,000	\$166,250	+\$145,750	+87.7%	\$23,638,067	\$9,149,375	+\$14,488,692	+158.4%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	3	1	+2	+200.0%	\$84,167	\$90,000	-\$5,833	-6.5%	\$85,000	\$90,000	-\$5,000	-5.6%	\$252,500	\$90,000	+\$162,500	+180.6%
All MLS	102	72	+30	+41.7%	\$455,273	\$340,151	+\$115,122	+33.8%	\$347,500	\$265,000	+\$82,500	+31.1%	\$46,437,867	\$24,490,875	+\$21,946,992	+89.6%

# Land Sales – Year to Date

## September 2021 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Sep-21 YTD Sales	Sep-20 YTD Sales	Unit Change	Percent Change	Sep-21 YTD Average	Sep-20 YTD Average	Dollar Change	Percent Change	Sep-21 YTD Median	Sep-20 YTD Median	Dollar Change	Percent Change	Sep-21 YTD Volume	Sep-20 YTD Volume	Dollar Change	Percent Change
Haiku	31	35	-4	-11.4%	\$876,855	\$584,517	+\$292,339	+50.0%	\$600,000	\$440,000	+\$160,000	+36.4%	\$27,182,519	\$20,458,087	+\$6,724,432	+32.9%
Hana	14	6	+8	+133.3%	\$828,143	\$993,167	-\$165,024	-16.6%	\$475,000	\$687,000	-\$212,000	-30.9%	\$11,594,000	\$5,959,000	+\$5,635,000	+94.6%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	49	5	+44	+880.0%	\$678,878	\$455,715	+\$223,163	+49.0%	\$600,000	\$370,000	+\$230,000	+62.2%	\$33,265,007	\$2,278,575	+\$30,986,432	+1,359.9%
Kahakuloa	2	4	-2	-50.0%	\$395,000	\$435,000	-\$40,000	-9.2%	\$395,000	\$433,750	-\$38,750	-8.9%	\$790,000	\$1,740,000	-\$950,000	-54.6%
Kahului	0	1	-1	-100.0%	--	\$225,000	--	--	--	\$225,000	--	--	\$0	\$225,000	-\$225,000	-100.0%
Kapalua	48	6	+42	+700.0%	\$1,087,917	\$2,025,000	-\$937,083	-46.3%	\$937,500	\$825,000	+\$112,500	+13.6%	\$52,220,000	\$12,150,000	+\$40,070,000	+329.8%
Kaupo	2	0	+2	--	\$462,500	--	--	--	\$462,500	--	--	--	\$925,000	\$0	+\$925,000	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	3	3	0	0.0%	\$611,500	\$523,333	+\$88,167	+16.8%	\$657,500	\$330,000	+\$327,500	+99.2%	\$1,834,500	\$1,570,000	+\$264,500	+16.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	40	29	+11	+37.9%	\$998,458	\$846,098	+\$152,360	+18.0%	\$922,793	\$500,000	+\$422,793	+84.6%	\$39,938,320	\$24,536,850	+\$15,401,470	+62.8%
Lahaina	14	3	+11	+366.7%	\$1,331,857	\$1,143,167	+\$188,690	+16.5%	\$1,100,000	\$1,504,500	-\$404,500	-26.9%	\$18,646,000	\$3,429,500	+\$15,216,500	+443.7%
Maalaea	1	0	+1	--	\$1,100,000	--	--	--	\$1,100,000	--	--	--	\$1,100,000	\$0	+\$1,100,000	--
Makawao/Olinda/Haliimaile	24	5	+19	+380.0%	\$1,226,789	\$616,600	+\$610,189	+99.0%	\$505,000	\$430,000	+\$75,000	+17.4%	\$29,442,934	\$3,083,000	+\$26,359,934	+855.0%
Maui Meadows	1	1	0	0.0%	\$500,000	\$455,000	+\$45,000	+9.9%	\$500,000	\$455,000	+\$45,000	+9.9%	\$500,000	\$455,000	+\$45,000	+9.9%
Nahiku	2	0	+2	--	\$324,000	--	--	--	\$324,000	--	--	--	\$648,000	\$0	+\$648,000	--
Napili/Kahana/Honokowai	3	0	+3	--	\$425,658	--	--	--	\$409,700	--	--	--	\$1,276,975	\$0	+\$1,276,975	--
Olowalu	5	0	+5	--	\$3,600,000	--	--	--	\$3,600,000	--	--	--	\$18,000,000	\$0	+\$18,000,000	--
Pukalani	8	4	+4	+100.0%	\$465,875	\$401,250	+\$64,625	+16.1%	\$432,500	\$397,500	+\$35,000	+8.8%	\$3,727,000	\$1,605,000	+\$2,122,000	+132.2%
Spreckelsville/Paia/Kuau	1	2	-1	-50.0%	\$1,565,000	\$2,275,000	-\$710,000	-31.2%	\$1,565,000	\$2,275,000	-\$710,000	-31.2%	\$1,565,000	\$4,550,000	-\$2,985,000	-65.6%
Wailea/Makena	11	3	+8	+266.7%	\$1,980,455	\$705,000	+\$1,275,455	+180.9%	\$1,550,000	\$705,000	+\$845,000	+119.9%	\$21,785,000	\$1,910,000	+\$19,875,000	+1,040.6%
Wailuku	32	13	+19	+146.2%	\$749,047	\$418,538	+\$330,508	+79.0%	\$643,864	\$358,000	+\$285,864	+79.9%	\$23,969,500	\$5,441,000	+\$18,528,500	+340.5%
Lanai	4	0	+4	--	\$1,198,750	--	--	--	\$1,175,000	--	--	--	\$4,795,000	\$0	+\$4,795,000	--
Molokai	30	7	+23	+328.6%	\$166,317	\$133,500	+\$32,817	+24.6%	\$130,000	\$110,000	+\$20,000	+18.2%	\$4,989,499	\$934,500	+\$4,054,999	+433.9%
All MLS	325	127	+198	+155.9%	\$917,521	\$712,901	+\$204,620	+28.7%	\$700,000	\$430,000	+\$270,000	+62.8%	\$298,194,254	\$90,325,512	+\$207,868,742	+230.1%