

ISLAND SOTHEBY'S INTERNATIONAL REALTY

THIRD QUARTER 2026

Maui Condominium Market Report

West Maui & South Maui · January 1–September 30, 2026 vs. 2025

COURTNEY M. BROWN, R(S) 56519

1008 Sunset, Pineapple Hill Kapalua · Featured Listing

Aloha, and welcome to the third-quarter update.

Aloha! This update compares closed condominium sales across West Maui and South Maui for January 1 through September 30, 2026, against the same nine months of 2025. It covers each region overall and nine communities: Kapalua Resort, Nāpili/Kahana/Honokōwai, Kā'anapali, and Lahaina in West Maui, and Mā'alaea, Kīhei, Wailea, and Mākena in South Maui. Current absorption rates show how much inventory is available relative to the pace of sales, so buyers and sellers can see where each market stands today.

Both regions show the same core pattern: more closings, softer medians, and the most activity under \$1 million. West Maui's sales grew faster (up 30.1% vs. 18.0%), but South Maui is the more balanced market. Its price per square foot held up better (down 7.0% vs. 15.8%), its homes sold faster (155 vs. 186 average days on market), its sale-to-list ratio was firmer (94.7% vs. 93.5%), and it has about 10 months of supply compared with nearly 16 in West Maui.

West Maui

225

Closed Sales

▲ 30.1%

\$699K

Median Sale Price

▼ 7.9%

15.6

Months of Supply

379 active listings

South Maui

302

Closed Sales

▲ 18.0%

\$678K

Median Sale Price

▼ 11.4%

9.7

Months of Supply

323 active listings



Kapalua Bay Villas, 30B3-4 · 2 BR / 3 BA · 1,697 sq. ft.

West Maui vs. South Maui: How the Markets Compare

	West Maui	South Maui
Closed Sales	225 ▲ 30.1%	302 ▲ 18.0%
Total Sales Volume	\$210,556,649 ▲ 4.5%	\$355,940,415 ▲ 3.0%
Median Sale Price	\$699,000 ▼ 7.9%	\$677,500 ▼ 11.4%
Average Price Per Sq. Ft.	\$985 ▼ 15.8%	\$1,033 ▼ 7.0%
Average Days on Market	186 ▲ 28.8%	155 ▲ 7.3%
Average Sale-to-List Price	93.5% ▼ 2.1 pts	94.7% ▼ 0.3 pts
Months of Supply	15.6 379 active	9.7 323 active

Jan 1–Sep 30, 2026, with year-over-year change vs. the same period of 2025. Months of supply as of October 8, 2026.

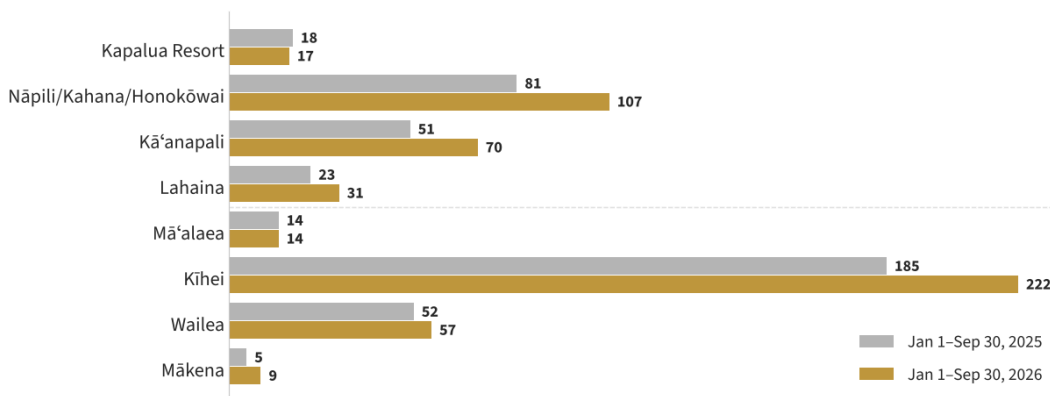
Key Community Snapshot

Community	Sold 2026	YoY Sales	Median 2026	Avg \$/Sq. Ft. 2026	Months of Supply
West Maui — All Districts	225	▲ 30.1%	\$699,000	\$985	15.6 mo.
Kapalua Resort	17	▼ 5.6%	\$1,350,000	\$1,193	30.9 mo.
Nāpili/Kahana/Honokōwai	107	▲ 32.1%	\$540,000	\$773	15.9 mo.
Kā'anapali	70	▲ 37.3%	\$1,027,500	\$1,275	16.2 mo.
Lahaina	31	▲ 34.8%	\$657,500	\$948	5.4 mo.
South Maui — All Districts	302	▲ 18.0%	\$677,500	\$1,033	9.7 mo.
Mā'alaea	14	— 0.0%	\$512,500	\$702	13.3 mo.
Kīhei	222	▲ 20.0%	\$596,000	\$835	9.4 mo.
Wailea	57	▲ 9.6%	\$1,900,000	\$1,568	10.6 mo.
Mākena	9	▲ 80.0%	\$4,500,000	\$3,050	4.8 mo.

Where Sales Grew, and Where Supply Sits

Condominium Closed Sales by Community

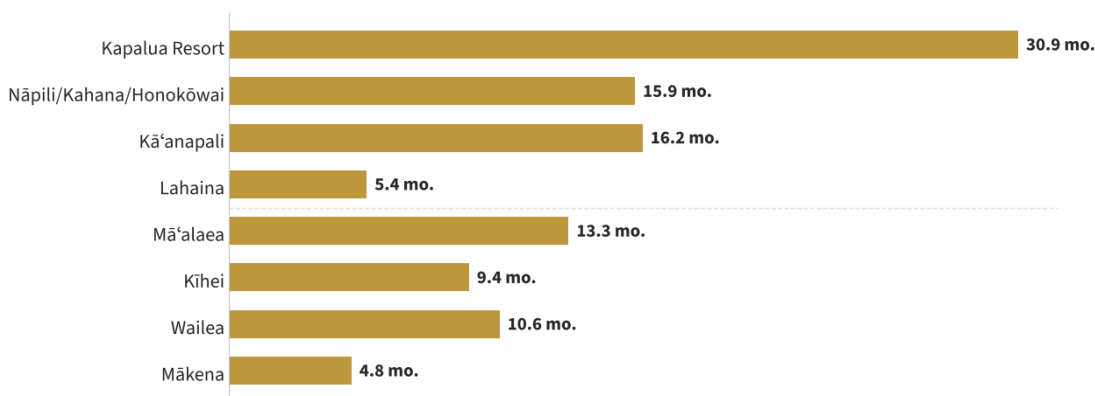
Jan 1–Sep 30, 2025 vs. 2026



West Maui (top four) • South Maui (bottom four) • Source: Realtors Association of Maui MLS

Months of Supply by Community

Active listings ÷ monthly sales pace, trailing 12 months (as of Oct 8, 2026)



West Maui (top four) • South Maui (bottom four) • Source: Realtors Association of Maui MLS

Months of supply = active listings (excluding pending) ÷ average monthly closed sales, trailing 12 months (Oct 9, 2025–Oct 8, 2026).

Key Community Highlights

- Mākena (4.8 months) and Lahaina (5.4 months) have the least supply of any community in this report.
- Kā'anapali's closings rose 37.3%, led by the \$1–2 million tier (18 to 29 sales).
- Kīhei's 2-bedroom condominiums are the fastest-moving bedroom segment in South Maui's largest market, at 7.9 months of supply.
- Wailea's median fell 23.6%, mostly because more smaller units sold; its price per square foot moved only 4.3%.
- Kapalua Resort recorded the top sale in either region, \$12,500,000 at The Resort at Kapalua Bay, but has the most supply at 30.9 months.



REGION

West Maui

Kapalua Bay Villas, 17G1-3 · 2 BR / 3 BA · 1,529 sq. ft.

225

CLOSED SALES

▲ 30.1% YoY

\$699K

MEDIAN SALE PRICE

▼ 7.9% YoY

\$985

AVG. PRICE / SQ. FT.

▼ 15.8% YoY

186

AVG. DAYS ON
MARKET

▲ 28.8% YoY

15.6

MONTHS OF SUPPLY

379 active

West Maui recorded 225 condominium closings through the third quarter, up 30.1% from 173 a year earlier, and total sales volume rose 4.5% to \$210.6 million. Buyers are clearly active, and most of the added activity sits at accessible price points: sales under \$1 million climbed from 115 to 164.

Pricing has adjusted to meet that demand. The median sale price eased 7.9% to \$699,000, average price per square foot declined 15.8% to \$985, and the average sale-to-list ratio slipped from 95.6% to 93.5%. Homes are also taking longer to sell, with average days on market rising from 145 to 186. Part of the per-square-foot change reflects mix: leasehold closings rose from 11 to 25, and those sales price on remaining lease interest. For buyers, this means more choice and room to negotiate. For sellers, accurate pricing from the first day on market matters more than it did a year ago.

[Explore West Maui for sale →](#)

Where Is the Market Now?

West Maui has 15.6 months of supply overall. The under-\$1 million tier moves fastest at 13.1 months (228 active listings), while supply stretches as price rises: 18.6 months for \$1–2 million, 23.2 months for \$2–3 million, and 42.0 months for \$3–4 million. Above \$5 million, 9 active listings compare with a single sale in the trailing 12 months, or 108 months of supply. By bedroom count, studios are the quickest-moving at 12.0 months, with 1-, 2- and 3-bedroom units clustered between 15.2 and 17.8 months.

Kapalua Resort

17

CLOSED SALES

▼ 5.6% YoY

\$1.35M

MEDIAN SALE PRICE

▼ 15.8% YoY

\$1,193

AVG. PRICE / SQ. FT.

▼ 15.1% YoY

233

AVG. DAYS ON
MARKET

▲ 91.9% YoY

30.9

MONTHS OF SUPPLY

54 active

Kapalua Resort closed 17 condominium sales, nearly matching last year's 18, while total volume eased 27.5% to \$34.7 million. The median sale price softened 15.8% to \$1,350,000, and the average price per square foot declined 15.1% to \$1,193. The resort also produced West Maui's top sale of the year: a 4-bedroom residence at The Resort at Kapalua Bay that closed at \$12,500,000.

Marketing time has lengthened the most here. Average days on market nearly doubled, from 122 to 233, and the average sale-to-list ratio moved from 95.7% to 91.3%. Kapalua buyers have time to compare options and negotiate, and sellers do best when they price to recent closings and plan for a longer marketing period.

Where Is the Market Now?

Kapalua Resort has 30.9 months of supply, the most of any community in this report, with 54 active listings and 2 pending. The small under-\$1 million segment moves quickly at 8.0 months (4 active), and the \$1–2 million tier, Kapalua's busiest, sits at 27.0 months. Three-bedroom residences show the most supply: 11 active listings against one sale in the trailing 12 months.

Small sample: with fewer than 20 sales per period, read individual percentage changes here as directional rather than a firm trend.

Price Range	Sold 2025	Sold 2026	YoY	Active	Months of Supply
All (price ranges)	18	17	▼ 5.6%	54	30.9 mo.
<\$1M	2	5	▲ 150.0%	4	8.0 mo.
\$1-2M	10	9	▼ 10.0%	27	27.0 mo.
\$2-3M	1	2	▲ 100.0%	8	48.0 mo.
\$3-4M	0	0	N/A	7	N/A
\$4-5M	0	0	N/A	0	N/A
>\$5M	5	1	▼ 80.0%	8	96.0 mo.

[Explore Kapalua condos for sale →](#)

Nāpili/Kahana/Honokōwai

107 CLOSED SALES ▲ 32.1% YoY	\$540K MEDIAN SALE PRICE ▼ 11.5% YoY	\$773 AVG. PRICE / SQ. FT. ▼ 18.7% YoY	193 AVG. DAYS ON MARKET ▲ 28.1% YoY	15.9 MONTHS OF SUPPLY 183 active
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The Nāpili/Kahana/Honokōwai corridor is West Maui's highest-volume condominium market. Closings rose 32.1% to 107, and total volume grew 15.7% to \$63.8 million. The median sale price eased 11.5% to \$540,000, and the average price per square foot fell 18.7% to \$773. Leasehold sales, which price on remaining lease interest, rose from 6 to 16 and account for part of that decline.

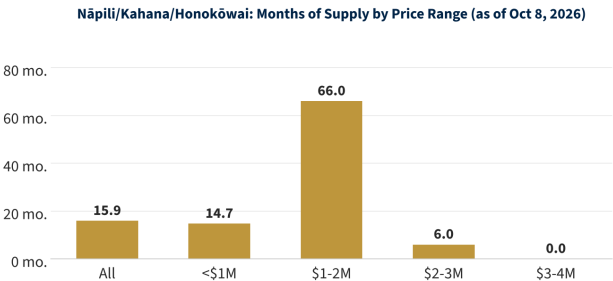
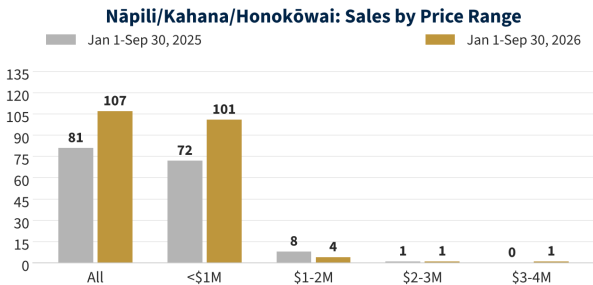
Sellers here are achieving sale-to-list ratios similar to last year (94.2% vs. 94.0%), though average days on market rose from 151 to 193. This corridor remains West Maui's main entry point for buyers, with the most inventory under \$1 million.

Where Is the Market Now?

The corridor has 15.9 months of supply (183 active listings, 10 pending). Under \$1 million, where most activity happens, supply is 14.7 months. The \$1–2 million band is much slower at 66.0 months, with 22 active listings against 4 sales in the trailing 12 months. By bedroom count, 3-bedroom units move fastest at 13.5 months, and studios are slowest at 20.4 months.

Price Range	Sold 2025	Sold 2026	YoY	Active	Months of Supply
All (price ranges)	81	107	▲ 32.1%	183	15.9 mo.
<\$1M	72	101	▲ 40.3%	160	14.7 mo.
\$1-2M	8	4	▼ 50.0%	22	66.0 mo.
\$2-3M	1	1	— 0.0%	1	6.0 mo.
\$3-4M	0	1	N/A	0	0.0 mo.

[Explore Nāpili Bay condos for sale →](#) [Explore Kahana condos for sale →](#)



Kā'anapali

70

CLOSED SALES

▲ 37.3% YoY

\$1.03M

MEDIAN SALE PRICE

▼ 10.8% YoY

\$1,275

AVG. PRICE / SQ. FT.

▼ 14.5% YoY

200

 AVG. DAYS ON
MARKET

▲ 15.6% YoY

16.2

MONTHS OF SUPPLY

123 active

Kā'anapali posted the strongest sales growth of West Maui's resort areas. Closings rose 37.3% to 70, and total volume climbed 10.6% to \$90.8 million. The median sale price eased 10.8% to \$1,027,500, and the average price per square foot was \$1,275, down 14.5%. The top closing was a 2-bedroom residence at Kaanapali Alii for \$4,850,000.

The \$1–2 million tier drove much of the growth, rising from 18 to 29 sales. Average days on market rose from 173 to 200, and the average sale-to-list ratio held near last year's level at 92.4%. Well-priced Kā'anapali condominiums continue to attract a steady pool of buyers.

Where Is the Market Now?

Kā'anapali has 16.2 months of supply (123 active, 6 pending). The \$1–2 million tier is the healthiest band at 12.6 months, followed by under-\$1 million at 16.9 months. By bedroom count, 2-bedroom units move fastest at 12.0 months. Supply runs longer for 3-bedroom units (26.0 months) and in the \$3–4 million band (42.0 months), so sellers there should plan for a longer timeline.

Price Range	Sold 2025	Sold 2026	YoY	Active	Months of Supply
All (price ranges)	51	70	▲ 37.3%	123	16.2 mo.
<\$1M	21	31	▲ 47.6%	52	16.9 mo.
\$1-2M	18	29	▲ 61.1%	42	12.6 mo.
\$2-3M	4	8	▲ 100.0%	18	19.6 mo.
\$3-4M	5	1	▼ 80.0%	7	42.0 mo.
\$4-5M	2	1	▼ 50.0%	3	36.0 mo.
>\$5M	1	0	▼ 100.0%	1	N/A

[Explore Kā'anapali condos for sale →](#)

Lahaina

31 CLOSED SALES ▲ 34.8% YoY	\$658K MEDIAN SALE PRICE ▲ 9.6% YoY	\$948 AVG. PRICE / SQ. FT. ▼ 9.5% YoY	107 AVG. DAYS ON MARKET ▲ 36.0% YoY	5.4 MONTHS OF SUPPLY 19 active
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Lahaina's condominium market grew from 23 to 31 closings (up 34.8%), and total volume increased 29.2% to \$21.4 million. Lahaina is the only West Maui district where the median sale price rose, up 9.6% to \$657,500. The average sale-to-list ratio returned to a more typical 94.4% after an unusually high 105.7% in 2025, and average days on market rose from 79 to 107.

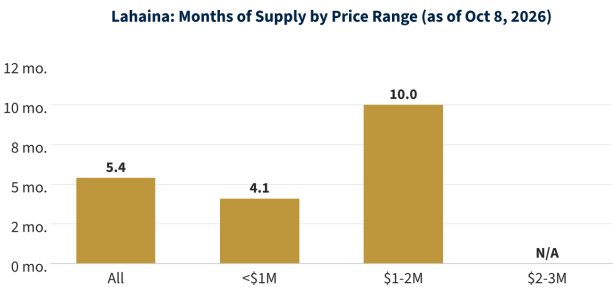
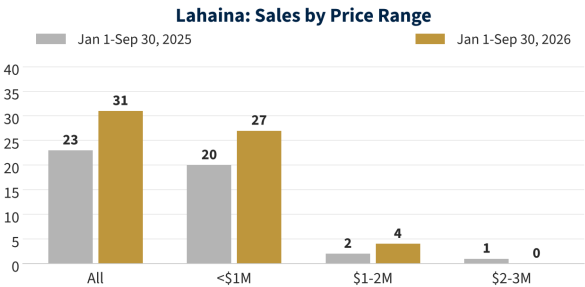
Where Is the Market Now?

Lahaina has the least supply in West Maui at 5.4 months, with 19 active listings and 1 pending. Studios are especially tight at 2.1 months, and the under-\$1 million tier sits at 4.1 months. With a small pool of both listings and sales, buyers interested in Lahaina benefit from being ready to act when the right property comes up.

Small sample: with about 30 sales per period, read individual percentage changes here as directional.

Price Range	Sold 2025	Sold 2026	YoY	Active	Months of Supply
All (price ranges)	23	31	▲ 34.8%	19	5.4 mo.
<\$1M	20	27	▲ 35.0%	12	4.1 mo.
\$1-2M	2	4	▲ 100.0%	5	10.0 mo.
\$2-3M	1	0	▼ 100.0%	2	N/A

Explore Lahaina condos for sale →





REGION

South Maui

Wailea · Area photo

302

CLOSED SALES

▲ 18.0% YoY

\$678K

MEDIAN SALE PRICE

▼ 11.4% YoY

\$1,033

AVG. PRICE / SQ. FT.

▼ 7.0% YoY

155

AVG. DAYS ON

MARKET

▲ 7.3% YoY

9.7

MONTHS OF SUPPLY

323 active

South Maui closed 302 condominium sales through the third quarter, up 18.0% from 256, and total volume rose 3.0% to \$355.9 million. As in West Maui, growth was concentrated under \$1 million, where sales rose from 163 to 214. The median sale price eased 11.4% to \$677,500.

South Maui pricing has held up better on a per-square-foot basis. The average price per square foot declined 7.0% to \$1,033, compared with a 15.8% decline in West Maui. Average days on market rose modestly from 145 to 155, and the average sale-to-list ratio was nearly unchanged at 94.7%. South Maui is the steadier of the two markets, with buyers and sellers meeting close to asking price.

[Explore South Maui for sale →](#)

Where Is the Market Now?

South Maui has 9.7 months of supply (323 active, 37 pending), well below West Maui's 15.6 months. Supply is remarkably even across price points, ranging from 9.0 to 12.0 months in every band from under \$1 million through \$5 million and above. By bedroom count, 2-bedroom units move fastest at 9.0 months, followed by 1-bedroom units at 10.1 months and 3-bedroom units at 10.9 months.

Mā‘alaea

14 CLOSED SALES — 0.0% YoY	\$512K MEDIAN SALE PRICE ▼ 17.9% YoY	\$702 AVG. PRICE / SQ. FT. ▼ 15.3% YoY	187 AVG. DAYS ON MARKET ▲ 55.1% YoY	13.3 MONTHS OF SUPPLY 20 active
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Mā‘alaea closed 14 condominium sales in both periods. The median sale price eased 17.9% to \$512,500, and average days on market rose from 120 to 187. Leasehold sales made up 7 of this year's 14 closings (6 in 2025), which lowers the overall price figures.

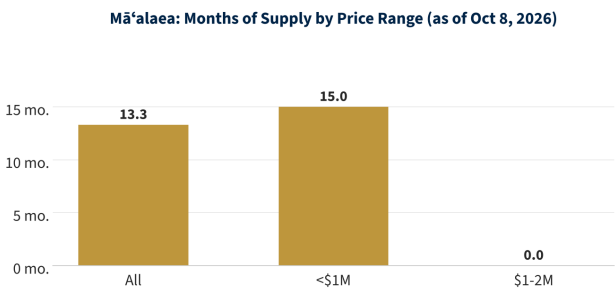
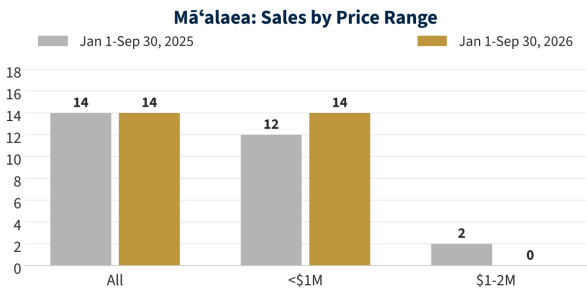
Where Is the Market Now?

Mā‘alaea has 13.3 months of supply, with 20 active listings, all priced under \$1 million, and 4 pending. One-bedroom units move faster (12.0 months) than 2-bedroom units (16.0 months).

Small sample: with fewer than 20 sales per period, read individual percentage changes here as directional rather than a firm trend.

Price Range	Sold 2025	Sold 2026	YoY	Active	Months of Supply
All (price ranges)	14	14	— 0.0%	20	13.3 mo.
<\$1M	12	14	▲ 16.7%	20	15.0 mo.
\$1-2M	2	0	▼ 100.0%	0	0.0 mo.

Explore Mā‘alaea condos for sale →



Kīhei

222

CLOSED SALES

▲ 20.0% YoY

\$596K

MEDIAN SALE PRICE

▼ 11.7% YoY

\$835

AVG. PRICE / SQ. FT.

▼ 12.1% YoY

154

AVG. DAYS ON
MARKET

▲ 6.5% YoY

9.4

MONTHS OF SUPPLY

232 active

Kīhei is the largest condominium market in this report. Closings rose 20.0% to 222, and total volume increased 3.0% to \$156.8 million. The median sale price eased 11.7% to \$596,000, and the average price per square foot declined 12.1% to \$835. Average days on market rose only modestly, from 144 to 154, and the average sale-to-list ratio held at 94.9%.

Sales under \$1 million rose from 148 to 192, and pending activity is strong, with 30 units under contract. The top sale was a 2-bedroom residence at Hale Pau Hana for \$2,425,000.

Where Is the Market Now?

Kīhei has 9.4 months of supply (232 active, 30 pending). Two-bedroom condominiums are the fastest-moving segment at 7.9 months, while 3-bedroom units (14.6 months) and studios (14.0 months) move more slowly. By price, the under-\$1 million tier sits at 8.9 months and the \$1–2 million tier at 13.3 months.

Price Range	Sold 2025	Sold 2026	YoY	Active	Months of Supply
All (price ranges)	185	222	▲ 20.0%	232	9.4 mo.
<\$1M	148	192	▲ 29.7%	190	8.9 mo.
\$1-2M	32	28	▼ 12.5%	40	13.3 mo.
\$2-3M	5	2	▼ 60.0%	2	8.0 mo.

[Explore Kīhei condos for sale →](#)

Wailea

57

CLOSED SALES

▲ 9.6% YoY

\$1.90M

MEDIAN SALE PRICE

▼ 23.6% YoY

\$1,568

AVG. PRICE / SQ. FT.

▼ 4.3% YoY

153

AVG. DAYS ON

MARKET

▼ 2.9% YoY

10.6

MONTHS OF SUPPLY

67 active

Wailea closed 57 condominium sales, up 9.6% from 52. Total volume eased 14.6% to \$134.8 million, and the median sale price declined 23.6% to \$1,900,000. Much of the median decline reflects a shift in what sold rather than in values: 3-bedroom sales fell from 24 to 19, while 1-bedroom sales rose from 7 to 12. The average price per square foot moved only 4.3%, to \$1,568.

Wailea's pace held steady. Average days on market improved slightly from 157 to 153, and the average sale-to-list ratio was essentially unchanged at 94.6%. The top closing was a 3-bedroom residence at Wailea Point for \$6,950,000.

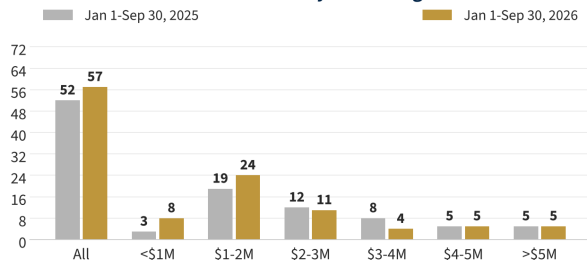
Where Is the Market Now?

Wailea has 10.6 months of supply (67 active, 2 pending). One-bedroom units are the fastest-moving segment at 6.0 months, and the under-\$1 million tier sits at just 5.0 months. Supply lengthens steadily with price, from 9.5 months in the \$1–2 million band to 18.0 months above \$5 million. Two-bedroom units, Wailea's most active category, sit at 13.1 months.

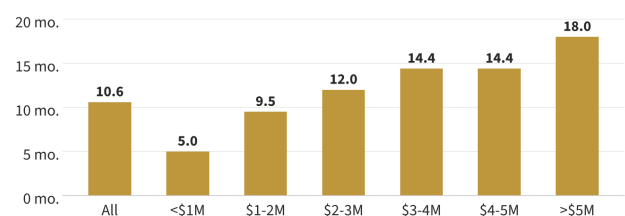
Price Range	Sold 2025	Sold 2026	YoY	Active	Months of Supply
All (price ranges)	52	57	▲ 9.6%	67	10.6 mo.
<\$1M	3	8	▲ 166.7%	5	5.0 mo.
\$1-2M	19	24	▲ 26.3%	26	9.5 mo.
\$2-3M	12	11	▼ 8.3%	15	12.0 mo.
\$3-4M	8	4	▼ 50.0%	6	14.4 mo.
\$4-5M	5	5	— 0.0%	6	14.4 mo.
>\$5M	5	5	— 0.0%	9	18.0 mo.

[Explore Wailea condos for sale →](#)

Wailea: Sales by Price Range



Wailea: Months of Supply by Price Range (as of Oct 8, 2026)



Mākena

9 CLOSED SALES ▲ 80.0% YoY	\$4.50M MEDIAN SALE PRICE ▲ 52.5% YoY	\$3,050 AVG. PRICE / SQ. FT. ▲ 28.4% YoY	167 AVG. DAYS ON MARKET ▲ 55.2% YoY	4.8 MONTHS OF SUPPLY 4 active
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Mākena includes Makena Surf, Na Hale O Makena, Polo Beach Club, and Makena Beach Club & Residences. Closings rose from 5 to 9, and total volume more than doubled to \$57.0 million. The median sale price rose 52.5% to \$4,500,000, and the average price per square foot reached \$3,050. The top sales were two 4-bedroom residences at Makena Beach Club & Residences, which closed at \$12,300,000 and \$10,750,000.

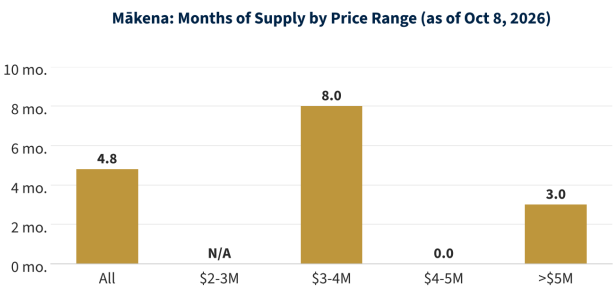
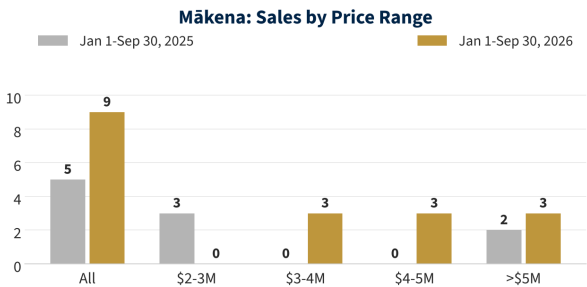
Where Is the Market Now?

Mākena has just 4.8 months of supply, the least of any community in this report, with 4 active listings and 1 pending. Buyers looking for a Mākena residence have very few to choose from, and sellers are entering a market with little direct competition.

Small sample: with fewer than 10 sales per period, a single high-value closing can move Mākena's median and averages substantially. Read these changes as directional.

Price Range	Sold 2025	Sold 2026	YoY	Active	Months of Supply
All (price ranges)	5	9	▲ 80.0%	4	4.8 mo.
\$2-3M	3	0	▼ 100.0%	1	N/A
\$3-4M	0	3	N/A	2	8.0 mo.
\$4-5M	0	3	N/A	0	0.0 mo.
>\$5M	2	3	▲ 50.0%	1	3.0 mo.

Explore Mākena condos for sale →



FEATURED LISTINGS

Represented by Courtney M. Brown

Tap any property name to explore that community on luxuryrealestatemaui.com.





The Resort at Kapalua Bay, Residence 1103 · 3 BR / 3.5 BA · 2,904 sq. ft.

LOOKING AHEAD

What This Means for Buyers and Sellers

For buyers, both regions offer more selection and more room to negotiate than a year ago, especially in West Maui, where supply runs above 15 months and marketing times have lengthened. The widest choice is in Kapalua Resort and in the upper price tiers of Kā'anapali and Nāpili/Kahana/Honokōwai. In tighter markets such as Mākena, Lahaina, and Kīhei's 2-bedroom segment, preparation and responsiveness pay off.

For sellers, buyers are active, with 527 closings across the two regions this year, and they are responding to well-priced properties. Pricing to today's closed sales, not last year's, is the clearest path to a successful sale, particularly in West Maui, where sale-to-list ratios have narrowed. South Maui sellers are meeting a steadier market with sale-to-list ratios close to last year's.

Curious What This Means for Your Property or Search?

Every building and price point is experiencing this market a little differently. If you are weighing a sale, evaluating an offer, or searching for the right West Maui or South Maui condominium, I'd be glad to walk through the current data for your specific building and price range. Reach out anytime at cb@luxuryrealestatemaui.com.

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Notes

- Data source: Realtors Association of Maui MLS, exports dated October 8, 2026. Comparison tables reflect closed (sold) transactions only. Data is deemed reliable but not guaranteed.
- Comparison periods: January 1–September 30, 2025 vs. January 1–September 30, 2026, by closing date.
- Absorption rate (months of supply): active listings (excluding pending) divided by the average monthly number of closed sales over the trailing 12 months (Oct 9, 2025 - Oct 8, 2026). Price-range absorption uses list price for active listings and sale price for closed sales. 'N/A' means no sales occurred in that segment during the trailing 12 months.
- Sale-to-List and Sale-to-Original List: the sale price as a percentage of the final list price and of the original list price, respectively.
- Leasehold: leasehold sales are priced on the value of the remaining lease term rather than fee-simple ownership and can appear as outliers at the low end. They are marked with an asterisk (*) where they set a Low or High Sale Price figure.
- Geography: West Maui includes Kapalua, Nāpili/Kahana/Honokōwai, Kā'anapali and Lahaina. Pailolo Place falls within the Kapalua MLS district but is reported with Nāpili/Kahana/Honokōwai, and it remains in the West Maui totals. South Maui includes Mā'ālaea, Kihei, and Wailea/Mākena. The MLS reports Wailea and Mākena as one district. In this report, Makena Surf, Na Hale O Makena, Polo Beach Club and Makena Beach Club & Residences are reported as Mākena, and all other buildings in that district are reported as Wailea.
- Cancelled and contingent records (two in West Maui, one in South Maui) are not counted as sales or active listings.
- Small samples: Kapalua Resort, Mā'ālaea, Lahaina and Mākena have fewer than about 30 sales per period. Percentage changes there are directional.

West Maui — All Districts

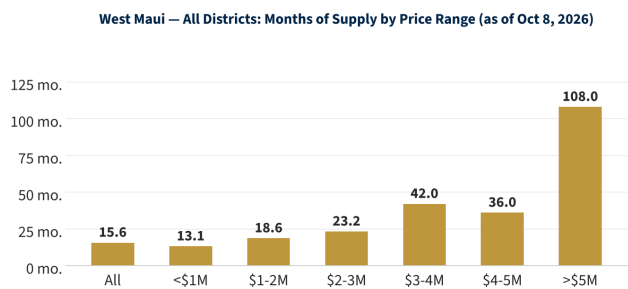
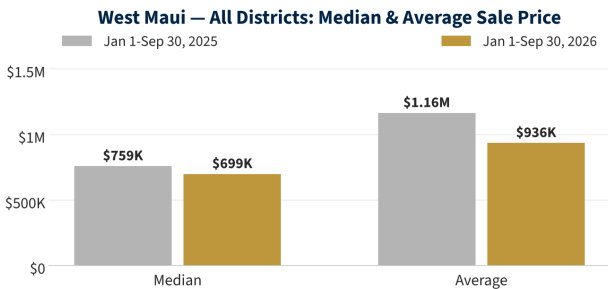
Metric	Jan 1–Sep 30, 2025	Jan 1–Sep 30, 2026	YoY Change
Closed Sales	173	225	▲ 30.1%
Total Sales Volume	\$201,521,355	\$210,556,649	▲ 4.5%
Low Sale Price	\$190,000*	\$64,050*	▼ 66.3%
Median Sale Price	\$759,000	\$699,000	▼ 7.9%
Average Sale Price	\$1,164,863	\$935,807	▼ 19.7%
High Sale Price	\$7,255,205	\$12,500,000	▲ 72.3%
Average Price Per Sq. Ft.	\$1,171	\$985	▼ 15.8%
Average Days on Market	145	186	▲ 28.8%
Average Sale-to-List Price	95.6%	93.5%	▼ 2.1 pts
Average Sale-to-Original List	89.6%	86.4%	▼ 3.2 pts

*Leasehold sale, priced on remaining lease interest rather than fee-simple value.

Leasehold sales in this segment: 11 in 2025 and 25 in 2026.

Bedrooms	2025	2026	YoY	Active	Supply
Studio	33	45	▲ 36.4%	58	12.0 mo.
1 BR	74	84	▲ 13.5%	153	17.3 mo.
2 BR	51	76	▲ 49.0%	128	15.2 mo.
3 BR	15	19	▲ 26.7%	37	17.8 mo.
4 BR	0	1	N/A	3	18.0 mo.

Price Range	2025	2026	YoY	Active	Supply
All (price ranges)	173	225	▲ 30.1%	379	15.6 mo.
<\$1M	115	164	▲ 42.6%	228	13.1 mo.
\$1-2M	38	46	▲ 21.1%	96	18.6 mo.
\$2-3M	7	11	▲ 57.1%	29	23.2 mo.
\$3-4M	5	2	▼ 60.0%	14	42.0 mo.
\$4-5M	2	1	▼ 50.0%	3	36.0 mo.
>\$5M	6	1	▼ 83.3%	9	108.0 mo.

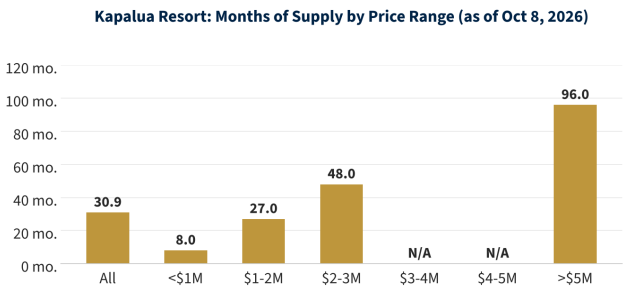
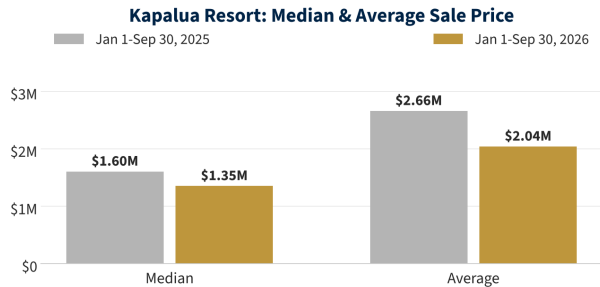


Kapalua Resort

Metric	Jan 1–Sep 30, 2025	Jan 1–Sep 30, 2026	YoY Change
Closed Sales	18	17	▼ 5.6%
Total Sales Volume	\$47,829,205	\$34,653,000	▼ 27.5%
Low Sale Price	\$840,000	\$840,000	— 0.0%
Median Sale Price	\$1,602,500	\$1,350,000	▼ 15.8%
Average Sale Price	\$2,657,178	\$2,038,412	▼ 23.3%
High Sale Price	\$7,255,205	\$12,500,000	▲ 72.3%
Average Price Per Sq. Ft.	\$1,405	\$1,193	▼ 15.1%
Average Days on Market	122	233	▲ 91.9%
Average Sale-to-List Price	95.7%	91.3%	▼ 4.4 pts
Average Sale-to-Original List	91.8%	85.1%	▼ 6.7 pts

Bedrooms	2025	2026	YoY	Active	Supply
1 BR	7	9	▲ 28.6%	21	22.9 mo.
2 BR	6	7	▲ 16.7%	22	33.0 mo.
3 BR	5	0	▼ 100.0%	11	132.0 mo.
4 BR	0	1	N/A	0	0.0 mo.

Price Range	2025	2026	YoY	Active	Supply
All (price ranges)	18	17	▼ 5.6%	54	30.9 mo.
<\$1M	2	5	▲ 150.0%	4	8.0 mo.
\$1-2M	10	9	▼ 10.0%	27	27.0 mo.
\$2-3M	1	2	▲ 100.0%	8	48.0 mo.
\$3-4M	0	0	N/A	7	N/A
\$4-5M	0	0	N/A	0	N/A
>\$5M	5	1	▼ 80.0%	8	96.0 mo.



Nāpili/Kahana/Honokōwai

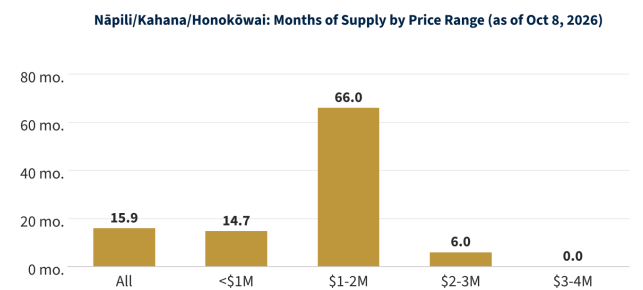
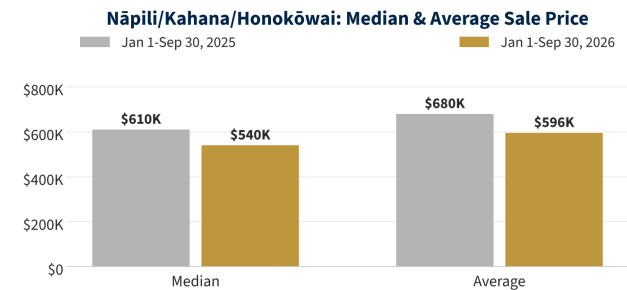
Metric	Jan 1–Sep 30, 2025	Jan 1–Sep 30, 2026	YoY Change
Closed Sales	81	107	▲ 32.1%
Total Sales Volume	\$55,082,650	\$63,751,400	▲ 15.7%
Low Sale Price	\$190,000*	\$64,050*	▼ 66.3%
Median Sale Price	\$610,000	\$540,000	▼ 11.5%
Average Sale Price	\$680,033	\$595,807	▼ 12.4%
High Sale Price	\$2,250,000*	\$3,250,000*	▲ 44.4%
Average Price Per Sq. Ft.	\$952	\$773	▼ 18.7%
Average Days on Market	151	193	▲ 28.1%
Average Sale-to-List Price	94.0%	94.2%	▲ 0.2 pts
Average Sale-to-Original List	86.1%	86.2%	▲ 0.1 pts

*Leasehold sale, priced on remaining lease interest rather than fee-simple value.

Leasehold sales in this segment: 6 in 2025 and 16 in 2026.

Bedrooms	2025	2026	YoY	Active	Supply
Studio	13	15	▲ 15.4%	34	20.4 mo.
1 BR	39	48	▲ 23.1%	79	15.0 mo.
2 BR	26	37	▲ 42.3%	60	15.3 mo.
3 BR	3	7	▲ 133.3%	9	13.5 mo.
4 BR	0	0	N/A	1	N/A

Price Range	2025	2026	YoY	Active	Supply
All (price ranges)	81	107	▲ 32.1%	183	15.9 mo.
<\$1M	72	101	▲ 40.3%	160	14.7 mo.
\$1-2M	8	4	▼ 50.0%	22	66.0 mo.
\$2-3M	1	1	— 0.0%	1	6.0 mo.
\$3-4M	0	1	N/A	0	0.0 mo.



Kā'anapali

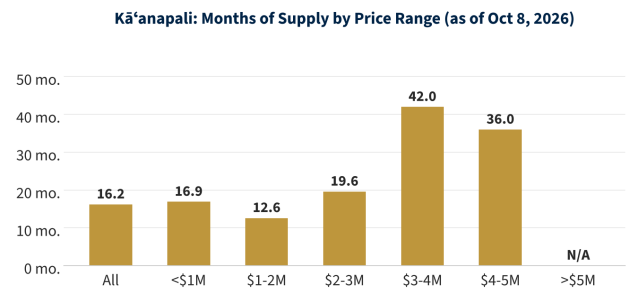
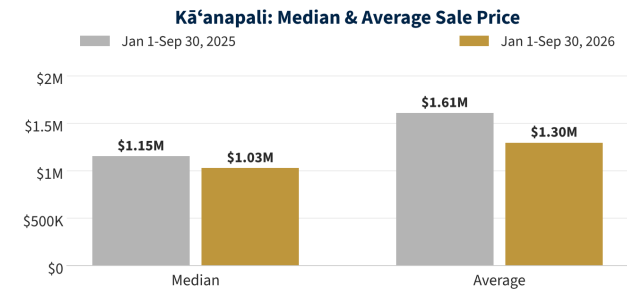
Metric	Jan 1–Sep 30, 2025	Jan 1–Sep 30, 2026	YoY Change
Closed Sales	51	70	▲ 37.3%
Total Sales Volume	\$82,049,500	\$90,753,249	▲ 10.6%
Low Sale Price	\$285,000*	\$449,000	▲ 57.5%
Median Sale Price	\$1,152,500	\$1,027,500	▼ 10.8%
Average Sale Price	\$1,608,814	\$1,296,475	▼ 19.4%
High Sale Price	\$6,000,000	\$4,850,000	▼ 19.2%
Average Price Per Sq. Ft.	\$1,491	\$1,275	▼ 14.5%
Average Days on Market	173	200	▲ 15.6%
Average Sale-to-List Price	93.4%	92.4%	▼ 1.0 pts
Average Sale-to-Original List	87.6%	84.6%	▼ 3.0 pts

*Leasehold sale, priced on remaining lease interest rather than fee-simple value.

Leasehold sales in this segment: 5 in 2025 and 9 in 2026.

Bedrooms	2025	2026	YoY	Active	Supply
Studio	6	14	▲ 133.3%	20	16.0 mo.
1 BR	25	23	▼ 8.0%	48	21.3 mo.
2 BR	17	29	▲ 70.6%	42	12.0 mo.
3 BR	3	4	▲ 33.3%	13	26.0 mo.

Price Range	2025	2026	YoY	Active	Supply
All (price ranges)	51	70	▲ 37.3%	123	16.2 mo.
<\$1M	21	31	▲ 47.6%	52	16.9 mo.
\$1-2M	18	29	▲ 61.1%	42	12.6 mo.
\$2-3M	4	8	▲ 100.0%	18	19.6 mo.
\$3-4M	5	1	▼ 80.0%	7	42.0 mo.
\$4-5M	2	1	▼ 50.0%	3	36.0 mo.
>\$5M	1	0	▼ 100.0%	1	N/A

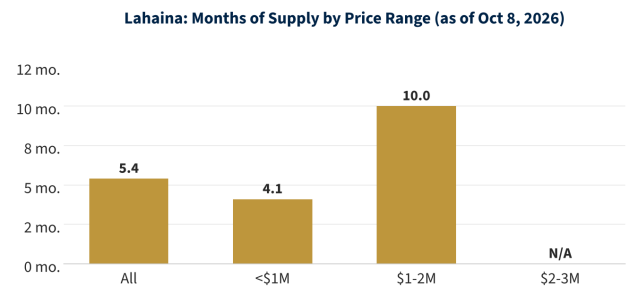
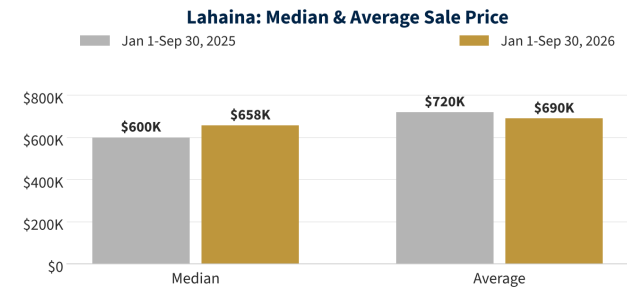


Lahaina

Metric	Jan 1–Sep 30, 2025	Jan 1–Sep 30, 2026	YoY Change
Closed Sales	23	31	▲ 34.8%
Total Sales Volume	\$16,560,000	\$21,399,000	▲ 29.2%
Low Sale Price	\$325,000	\$150,000	▼ 53.8%
Median Sale Price	\$600,000	\$657,500	▲ 9.6%
Average Sale Price	\$720,000	\$690,290	▼ 4.1%
High Sale Price	\$2,100,000	\$1,475,000	▼ 29.8%
Average Price Per Sq. Ft.	\$1,047	\$948	▼ 9.5%
Average Days on Market	79	107	▲ 36.0%
Average Sale-to-List Price	105.7%	94.4%	▼ 11.3 pts
Average Sale-to-Original List	104.7%	91.8%	▼ 12.9 pts

Bedrooms	2025	2026	YoY	Active	Supply
Studio	14	16	▲ 14.3%	4	2.1 mo.
1 BR	3	4	▲ 33.3%	5	12.0 mo.
2 BR	2	3	▲ 50.0%	4	12.0 mo.
3 BR	4	8	▲ 100.0%	4	4.8 mo.
4 BR	0	0	N/A	2	N/A

Price Range	2025	2026	YoY	Active	Supply
All (price ranges)	23	31	▲ 34.8%	19	5.4 mo.
<\$1M	20	27	▲ 35.0%	12	4.1 mo.
\$1-2M	2	4	▲ 100.0%	5	10.0 mo.
\$2-3M	1	0	▼ 100.0%	2	N/A



South Maui — All Districts

Metric	Jan 1–Sep 30, 2025	Jan 1–Sep 30, 2026	YoY Change
Closed Sales	256	302	▲ 18.0%
Total Sales Volume	\$345,494,173	\$355,940,415	▲ 3.0%
Low Sale Price	\$225,000*	\$179,500*	▼ 20.2%
Median Sale Price	\$765,000	\$677,500	▼ 11.4%
Average Sale Price	\$1,349,587	\$1,178,611	▼ 12.7%
High Sale Price	\$13,500,000	\$12,300,000	▼ 8.9%
Average Price Per Sq. Ft.	\$1,111	\$1,033	▼ 7.0%
Average Days on Market	145	155	▲ 7.3%
Average Sale-to-List Price	95.0%	94.7%	▼ 0.3 pts
Average Sale-to-Original List	89.0%	89.0%	— 0.0 pts

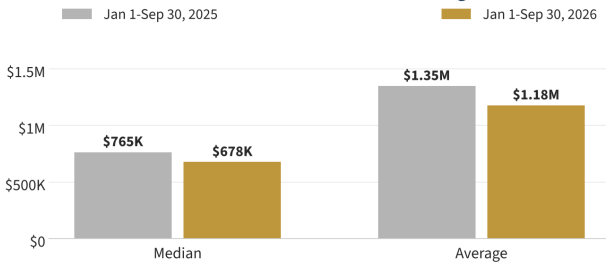
*Leasehold sale, priced on remaining lease interest rather than fee-simple value.

Leasehold sales in this segment: 10 in 2025 and 14 in 2026.

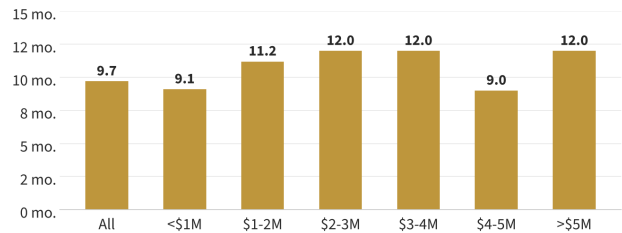
Bedrooms	2025	2026	YoY	Active	Supply
Studio	2	6	▲ 200.0%	7	12.0 mo.
1 BR	79	109	▲ 38.0%	112	10.1 mo.
2 BR	126	145	▲ 15.1%	151	9.0 mo.
3 BR	47	37	▼ 21.3%	48	10.9 mo.
4 BR	2	5	▲ 150.0%	4	9.6 mo.
5 BR	0	0	N/A	1	N/A

Price Range	2025	2026	YoY	Active	Supply
All (price ranges)	256	302	▲ 18.0%	323	9.7 mo.
<\$1M	163	214	▲ 31.3%	215	9.1 mo.
\$1-2M	53	52	▼ 1.9%	66	11.2 mo.
\$2-3M	20	13	▼ 35.0%	18	12.0 mo.
\$3-4M	8	7	▼ 12.5%	8	12.0 mo.
\$4-5M	5	8	▲ 60.0%	6	9.0 mo.
>\$5M	7	8	▲ 14.3%	10	12.0 mo.

South Maui — All Districts: Median & Average Sale Price



South Maui — All Districts: Months of Supply by Price Range (as of Oct 8, 2026)



Mā‘alaea

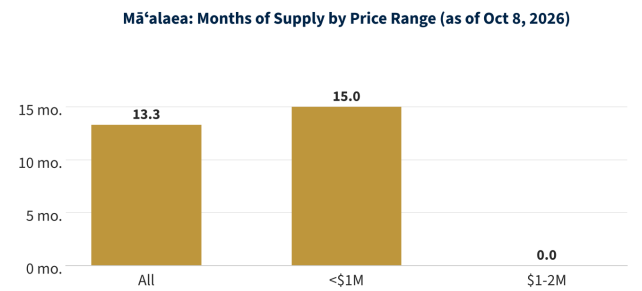
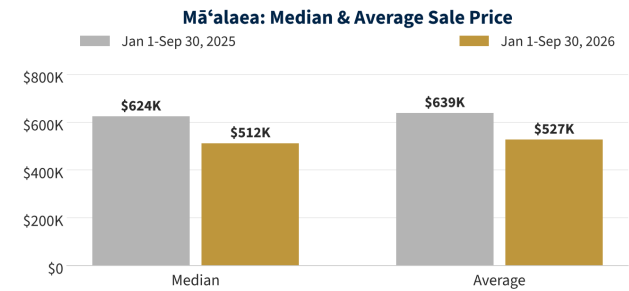
Metric	Jan 1–Sep 30, 2025	Jan 1–Sep 30, 2026	YoY Change
Closed Sales	14	14	— 0.0%
Total Sales Volume	\$8,944,900	\$7,384,500	▼ 17.4%
Low Sale Price	\$399,900*	\$215,000*	▼ 46.2%
Median Sale Price	\$624,500	\$512,500	▼ 17.9%
Average Sale Price	\$638,921	\$527,464	▼ 17.4%
High Sale Price	\$1,175,000	\$960,000	▼ 18.3%
Average Price Per Sq. Ft.	\$828	\$702	▼ 15.3%
Average Days on Market	120	187	▲ 55.1%
Average Sale-to-List Price	95.0%	93.4%	▼ 1.6 pts
Average Sale-to-Original List	88.0%	83.5%	▼ 4.5 pts

*Leasehold sale, priced on remaining lease interest rather than fee-simple value.

Leasehold sales in this segment: 6 in 2025 and 7 in 2026.

Bedrooms	2025	2026	YoY	Active	Supply
1 BR	4	7	▲ 75.0%	8	12.0 mo.
2 BR	10	7	▼ 30.0%	12	16.0 mo.

Price Range	2025	2026	YoY	Active	Supply
All (price ranges)	14	14	— 0.0%	20	13.3 mo.
<\$1M	12	14	▲ 16.7%	20	15.0 mo.
\$1-2M	2	0	▼ 100.0%	0	0.0 mo.



Kihei

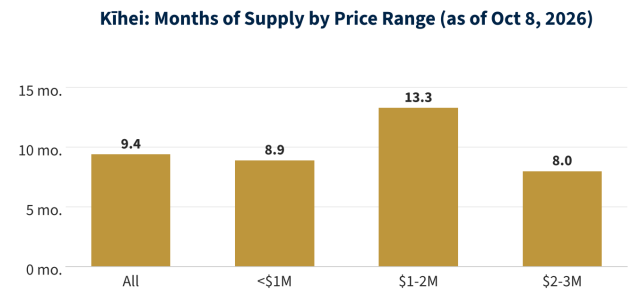
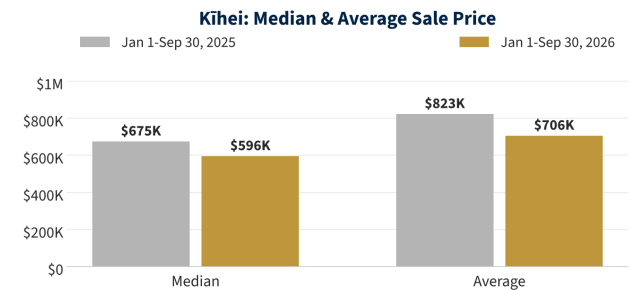
Metric	Jan 1–Sep 30, 2025	Jan 1–Sep 30, 2026	YoY Change
Closed Sales	185	222	▲ 20.0%
Total Sales Volume	\$152,264,969	\$156,804,916	▲ 3.0%
Low Sale Price	\$225,000*	\$179,500*	▼ 20.2%
Median Sale Price	\$675,000	\$596,000	▼ 11.7%
Average Sale Price	\$823,054	\$706,328	▼ 14.2%
High Sale Price	\$2,225,000	\$2,425,000	▲ 9.0%
Average Price Per Sq. Ft.	\$950	\$835	▼ 12.1%
Average Days on Market	144	154	▲ 6.5%
Average Sale-to-List Price	95.2%	94.9%	▼ 0.3 pts
Average Sale-to-Original List	89.0%	89.1%	▲ 0.1 pts

*Leasehold sale, priced on remaining lease interest rather than fee-simple value.

Leasehold sales in this segment: 4 in 2025 and 7 in 2026.

Bedrooms	2025	2026	YoY	Active	Supply
Studio	2	6	▲ 200.0%	7	14.0 mo.
1 BR	68	90	▲ 32.4%	96	10.6 mo.
2 BR	94	106	▲ 12.8%	101	7.9 mo.
3 BR	20	17	▼ 15.0%	28	14.6 mo.
4 BR	1	3	▲ 200.0%	0	0.0 mo.

Price Range	2025	2026	YoY	Active	Supply
All (price ranges)	185	222	▲ 20.0%	232	9.4 mo.
<\$1M	148	192	▲ 29.7%	190	8.9 mo.
\$1-2M	32	28	▼ 12.5%	40	13.3 mo.
\$2-3M	5	2	▼ 60.0%	2	8.0 mo.

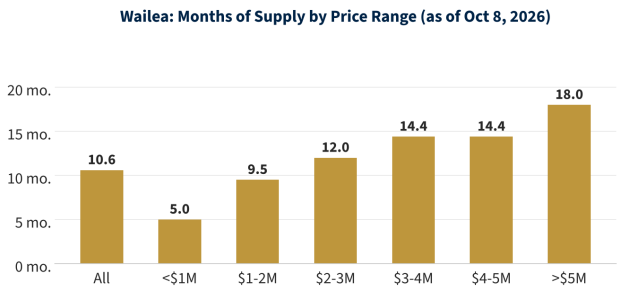
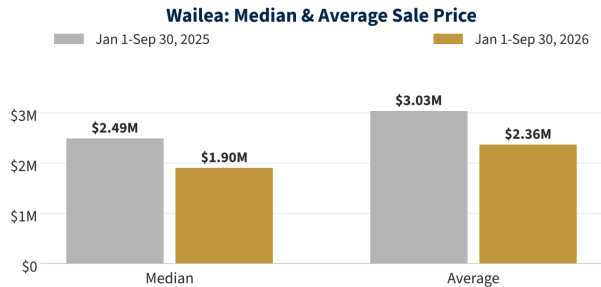


Wailea

Metric	Jan 1–Sep 30, 2025	Jan 1–Sep 30, 2026	YoY Change
Closed Sales	52	57	▲ 9.6%
Total Sales Volume	\$157,769,304	\$134,751,000	▼ 14.6%
Low Sale Price	\$650,000	\$770,000	▲ 18.5%
Median Sale Price	\$2,487,500	\$1,900,000	▼ 23.6%
Average Sale Price	\$3,034,025	\$2,364,053	▼ 22.1%
High Sale Price	\$12,900,000	\$6,950,000	▼ 46.1%
Average Price Per Sq. Ft.	\$1,638	\$1,568	▼ 4.3%
Average Days on Market	157	153	▼ 2.9%
Average Sale-to-List Price	94.7%	94.6%	▼ 0.1 pts
Average Sale-to-Original List	88.8%	89.8%	▲ 1.0 pts

Bedrooms	2025	2026	YoY	Active	Supply
1 BR	7	12	▲ 71.4%	8	6.0 mo.
2 BR	20	26	▲ 30.0%	35	13.1 mo.
3 BR	24	19	▼ 20.8%	20	8.9 mo.
4 BR	1	0	▼ 100.0%	3	N/A
5 BR	0	0	N/A	1	N/A

Price Range	2025	2026	YoY	Active	Supply
All (price ranges)	52	57	▲ 9.6%	67	10.6 mo.
<\$1M	3	8	▲ 166.7%	5	5.0 mo.
\$1-2M	19	24	▲ 26.3%	26	9.5 mo.
\$2-3M	12	11	▼ 8.3%	15	12.0 mo.
\$3-4M	8	4	▼ 50.0%	6	14.4 mo.
\$4-5M	5	5	— 0.0%	6	14.4 mo.
>\$5M	5	5	— 0.0%	9	18.0 mo.



Mākena

Metric	Jan 1–Sep 30, 2025	Jan 1–Sep 30, 2026	YoY Change
Closed Sales	5	9	▲ 80.0%
Total Sales Volume	\$26,515,000	\$56,999,999	▲ 115.0%
Low Sale Price	\$2,065,000	\$3,750,000	▲ 81.6%
Median Sale Price	\$2,950,000	\$4,500,000	▲ 52.5%
Average Sale Price	\$5,303,000	\$6,333,333	▲ 19.4%
High Sale Price	\$13,500,000	\$12,300,000	▼ 8.9%
Average Price Per Sq. Ft.	\$2,377	\$3,050	▲ 28.4%
Average Days on Market	108	167	▲ 55.2%
Average Sale-to-List Price	93.5%	93.1%	▼ 0.4 pts
Average Sale-to-Original List	93.5%	90.2%	▼ 3.3 pts

Bedrooms	2025	2026	YoY	Active	Supply
2 BR	2	6	▲ 200.0%	3	6.0 mo.
3 BR	3	1	▼ 66.7%	0	0.0 mo.
4 BR	0	2	N/A	1	6.0 mo.

Price Range	2025	2026	YoY	Active	Supply
All (price ranges)	5	9	▲ 80.0%	4	4.8 mo.
\$2-3M	3	0	▼ 100.0%	1	N/A
\$3-4M	0	3	N/A	2	8.0 mo.
\$4-5M	0	3	N/A	0	0.0 mo.
>\$5M	2	3	▲ 50.0%	1	3.0 mo.

