

# West Maui Condo Market Update: First Half of 2026

Jan 1-Jun 30, 2025 vs. Jan 1-Jun 30, 2026

*Prepared 2026-07-27*

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The West Maui condominium market shifted meaningfully between the first half of 2025 and the first half of 2026. Closed sales rose 22% across the region, from 121 transactions to 148, while median and average sale prices eased and properties spent more time on market before selling. Together, these numbers point to a market with more choice for buyers and more competitive positioning for sellers.

Below is a look at what moved across West Maui overall, then district by district in Kapalua, Napili/Kahana/Honokowai, Kaanapali, and Lahaina.

## West Maui — All Districts

Sales activity picked up notably, with closed transactions climbing from 121 to 148 year over year, a 22% increase. At the same time, the median sale price moved from \$775,000 to \$699,000, and the average sale price moved from roughly \$1.25 million to \$935,000. Average days on market rose from 135 to 171, and the average sale-price-to-list-price ratio held steady at a healthy 93%, down only slightly from 95%.

Read together, this is a market that is trading more actively but with more room for negotiation than a year ago, a combination that tends to favor buyers who are ready to move and sellers who price thoughtfully from the start.

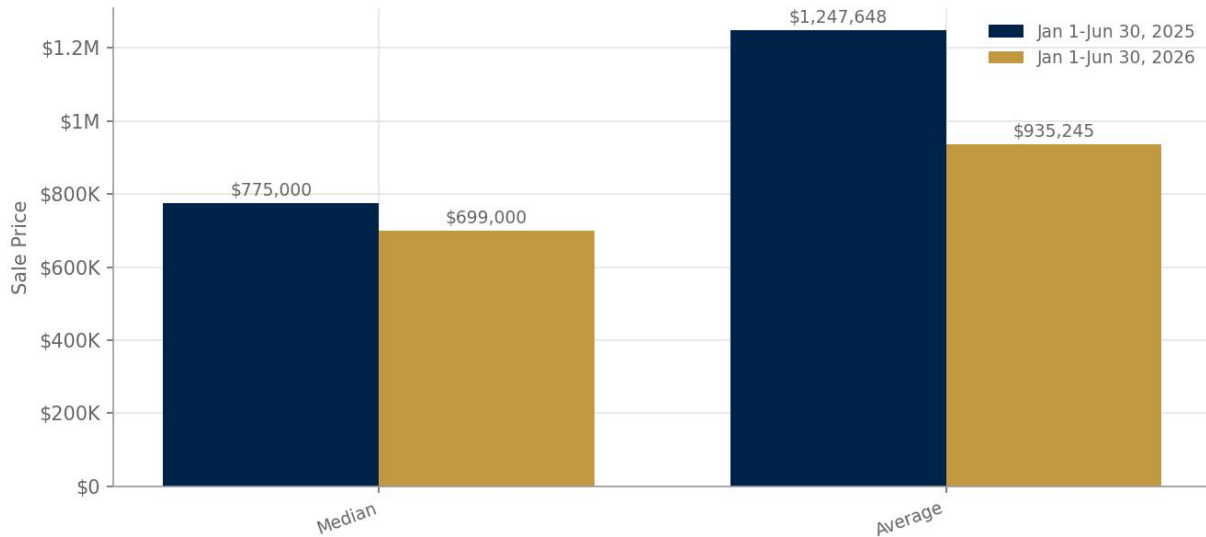
*Closed sales: 121 (Jan 1-Jun 30, 2025) vs. 148 (Jan 1-Jun 30, 2026)*

*Current Absorption Rate (Overall): 18.2 mo. of supply — 410 active listings as of July 27, 2026, based on the trailing 12 months of sales.*

### West Maui — Metrics, All Districts

| Metric              | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change |
|---------------------|--------------------|--------------------|--------------|
| Number of Sales     | 121                | 148                | ▲ 22.3%      |
| Low Sales Price     | \$205,000*         | \$64,050*          | ▼ 68.8%      |
| Median Sales Price  | \$775,000          | \$699,000          | ▼ 9.8%       |
| Average Sales Price | \$1,247,648        | \$935,245          | ▼ 25%        |
| High Sales Price    | \$7,255,205        | \$3,575,000        | ▼ 50.7%      |
| Average SP/Sq. Ft.  | \$1,233            | \$1,016            | ▼ 17.7%      |
| Average DOM         | 135                | 171                | ▲ 26.7%      |
| Average SP/LP       | 94.6%              | 93.3%              | ▼ 1.4%       |
| Average SP/OLP      | 89.3%              | 86.8%              | ▼ 2.8%       |

### West Maui — Median & Average Sale Price

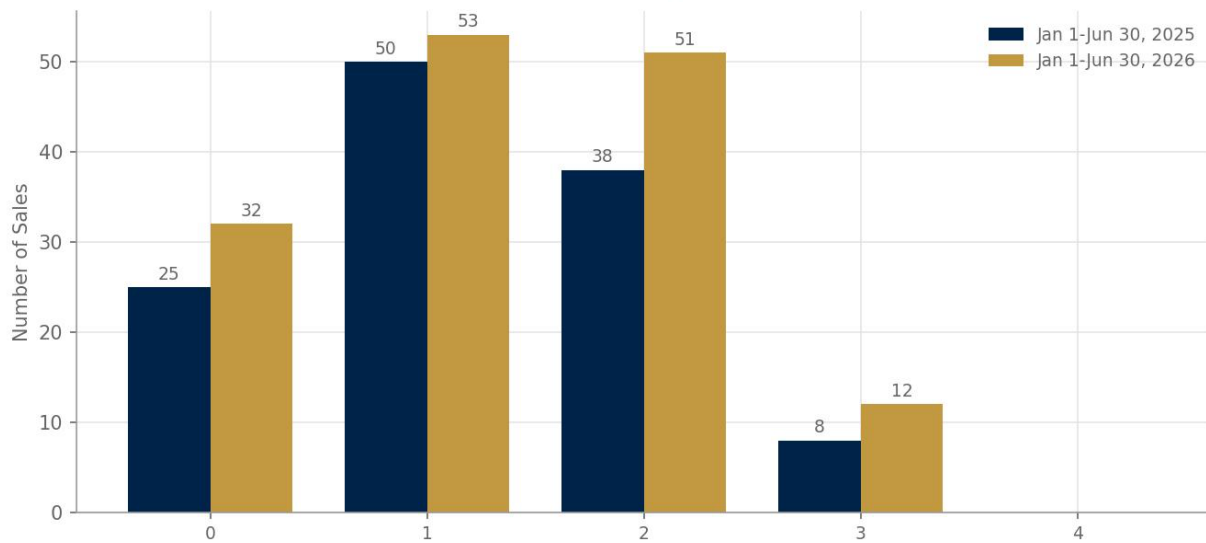


\*Leasehold Low Sale. Leasehold sale(s) occurred in this market segment during Jan 1-Jun 30, 2025 and Jan 1-Jun 30, 2026.

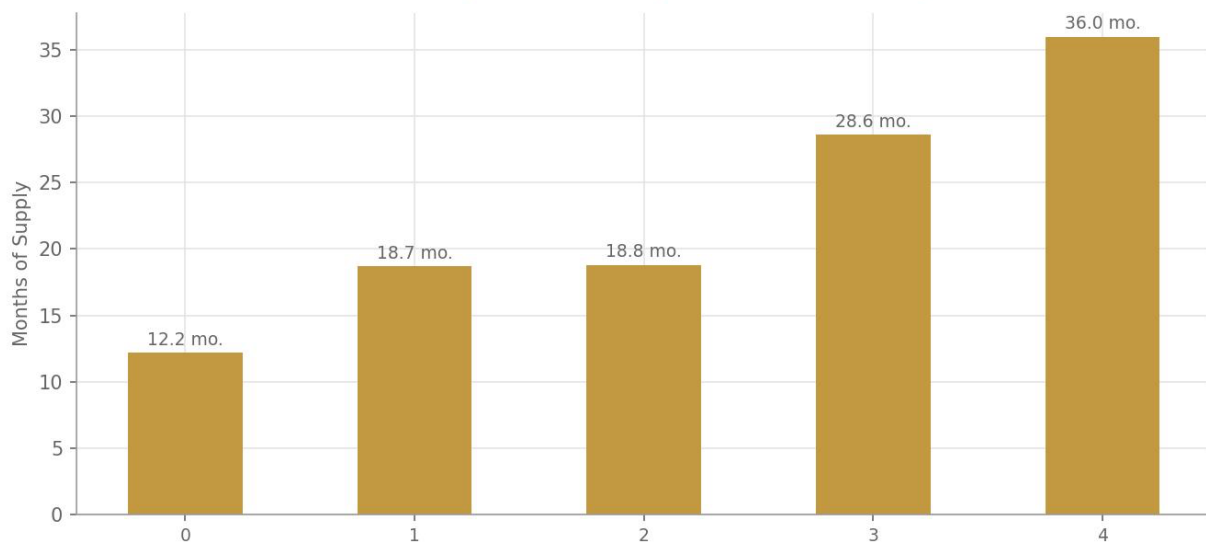
### West Maui — Sales by Bedroom Count

| Bedrooms | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change | Absorption Rate |
|----------|--------------------|--------------------|--------------|-----------------|
| 0        | 25                 | 32                 | ▲ 28%        | 12.2 mo.        |
| 1        | 50                 | 53                 | ▲ 6%         | 18.7 mo.        |
| 2        | 38                 | 51                 | ▲ 34.2%      | 18.8 mo.        |
| 3        | 8                  | 12                 | ▲ 50%        | 28.6 mo.        |
| 4        | 0                  | 0                  | N/A          | 36 mo.          |

### West Maui — Sales by Bedroom Count



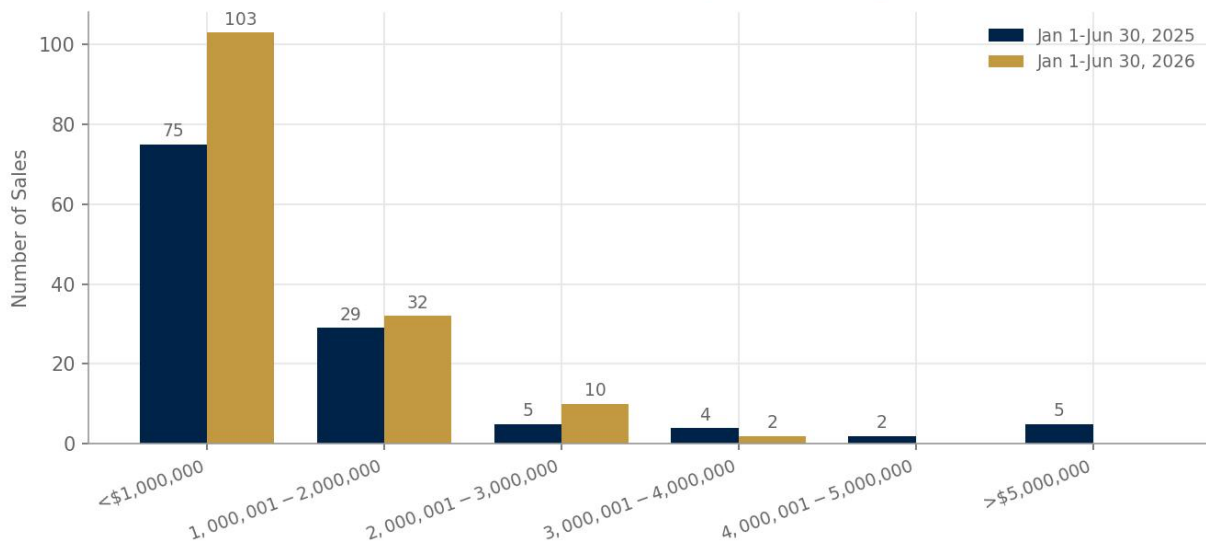
### West Maui — Absorption Rate by Bedroom (as of Jul 27, 2026)



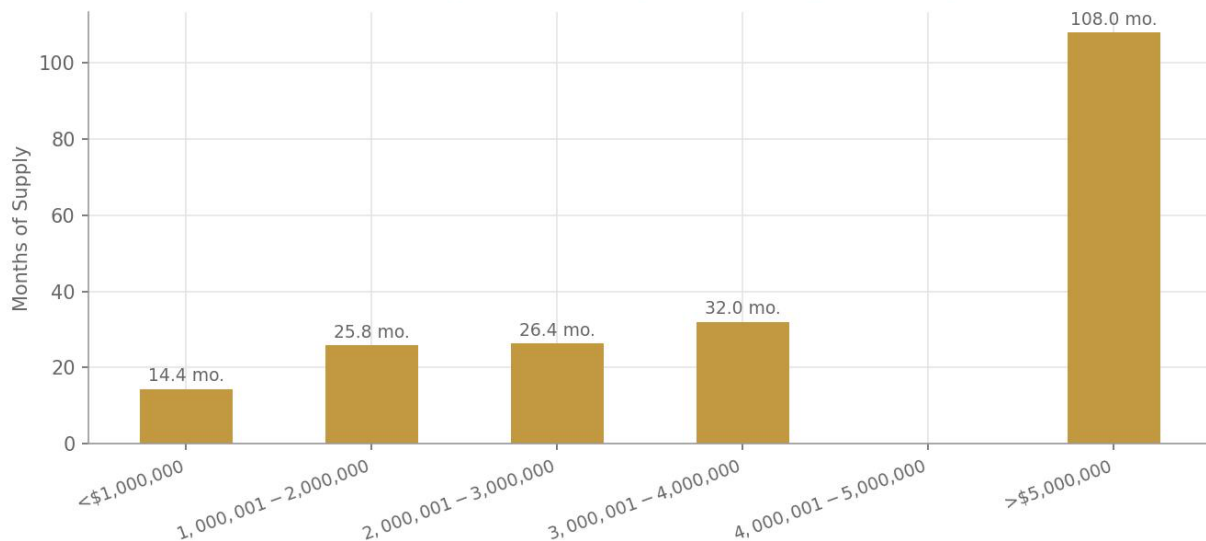
### West Maui — Sales by Price Range

| Price Range             | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change | Absorption Rate |
|-------------------------|--------------------|--------------------|--------------|-----------------|
| <\$1,000,000            | 75                 | 103                | ▲ 37.3%      | 14.4 mo.        |
| \$1,000,001-\$2,000,000 | 29                 | 32                 | ▲ 10.3%      | 25.8 mo.        |
| \$2,000,001-\$3,000,000 | 5                  | 10                 | ▲ 100%       | 26.4 mo.        |
| \$3,000,001-\$4,000,000 | 4                  | 2                  | ▼ 50%        | 32 mo.          |
| \$4,000,001-\$5,000,000 | 2                  | 0                  | ▼ 100%       | N/A             |
| >\$5,000,000            | 5                  | 0                  | ▼ 100%       | 108 mo.         |

### West Maui — Sales by Price Range



### West Maui — Absorption Rate by Price Range (as of Jul 27, 2026)



## Kapalua

Kapalua saw fewer closed sales this period, 10 compared to 14 a year earlier, with average days on market more than doubling from 115 to 253 days. Pricing also softened, with the median sale price down from \$1,635,000 to \$1,387,500. This resort community continues to command premium pricing, and the longer marketing times suggest well-prepared, competitively priced listings are standing out.

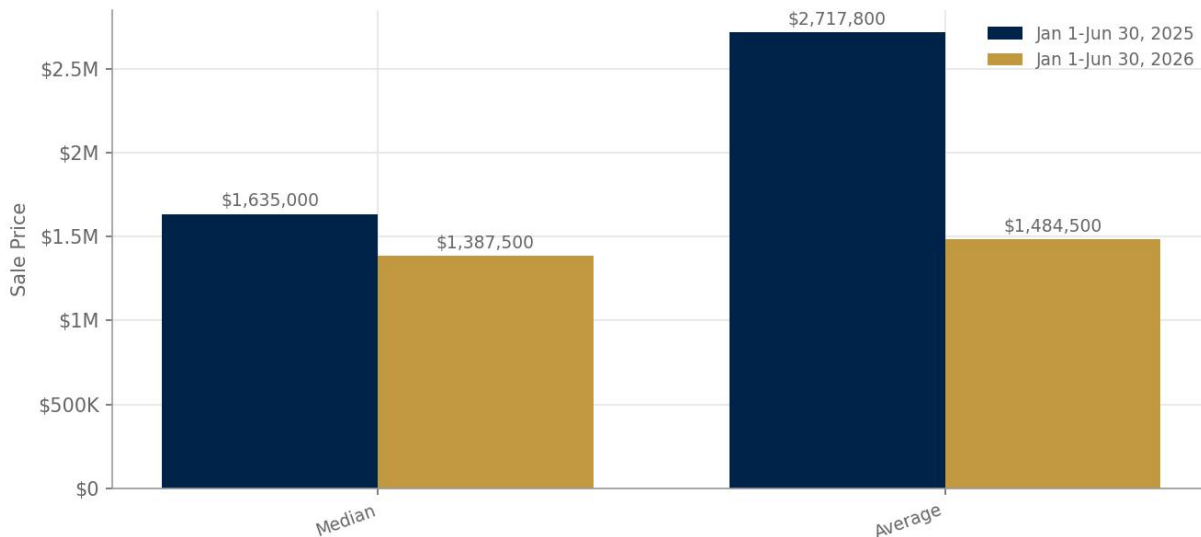
*Closed sales: 14 (Jan 1-Jun 30, 2025) vs. 10 (Jan 1-Jun 30, 2026)*

*Current Absorption Rate (Overall): 40 mo. of supply — 60 active listings as of July 27, 2026, based on the trailing 12 months of sales.*

### Kapalua — Metrics

| Metric              | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change |
|---------------------|--------------------|--------------------|--------------|
| Number of Sales     | 14                 | 10                 | ▼ 28.6%      |
| Low Sales Price     | \$980,000          | \$840,000          | ▼ 14.3%      |
| Median Sales Price  | \$1,635,000        | \$1,387,500        | ▼ 15.1%      |
| Average Sales Price | \$2,717,800        | \$1,484,500        | ▼ 45.4%      |
| High Sales Price    | \$7,255,205        | \$2,925,000        | ▼ 59.7%      |
| Average SP/Sq. Ft.  | \$1,432            | \$1,130            | ▼ 21.1%      |
| Average DOM         | 115                | 253                | ▲ 120%       |
| Average SP/LP       | 96.2%              | 91.2%              | ▼ 5.2%       |
| Average SP/OLP      | 94.1%              | 84.2%              | ▼ 10.5%      |

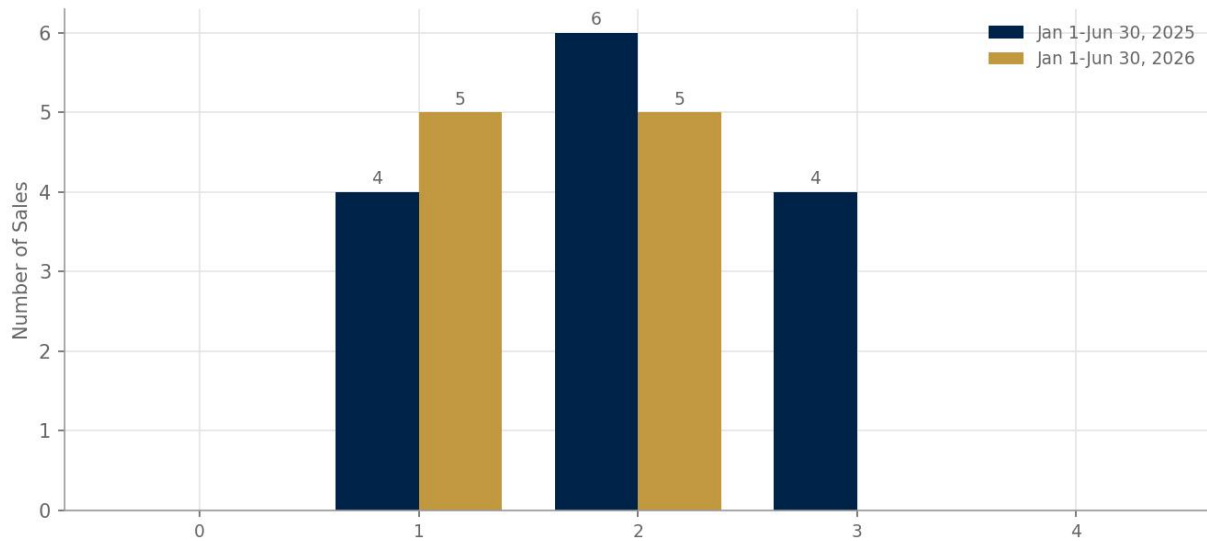
### Kapalua — Median & Average Sale Price



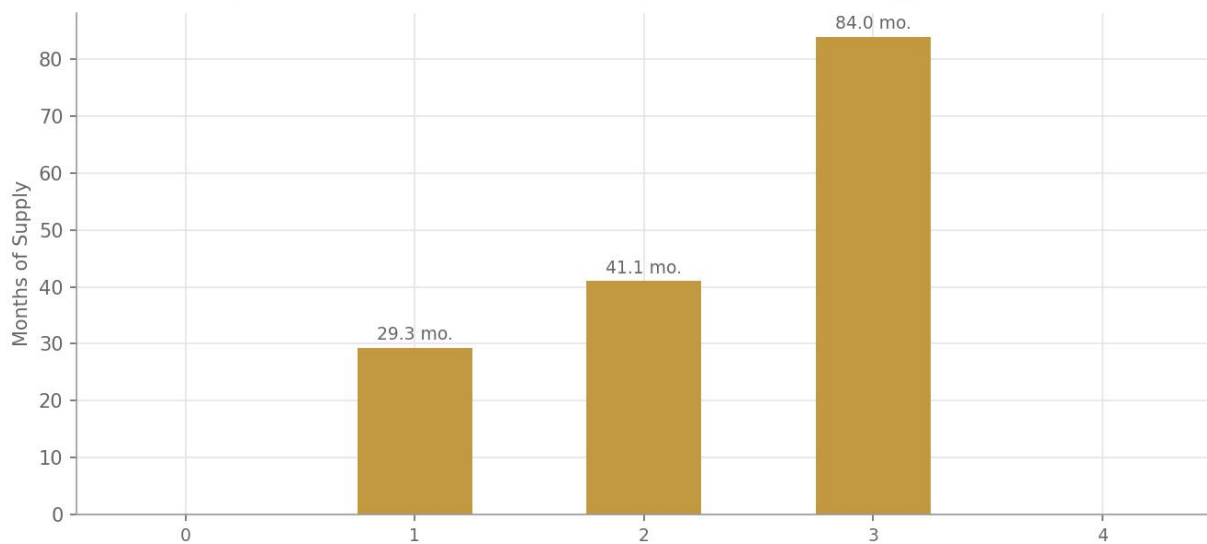
### Kapalua — Sales by Bedroom Count

| Bedrooms | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change | Absorption Rate |
|----------|--------------------|--------------------|--------------|-----------------|
| 0        | 0                  | 0                  | N/A          | N/A             |
| 1        | 4                  | 5                  | ▲ 25%        | 29.3 mo.        |
| 2        | 6                  | 5                  | ▼ 16.7%      | 41.1 mo.        |
| 3        | 4                  | 0                  | ▼ 100%       | 84 mo.          |
| 4        | 0                  | 0                  | N/A          | N/A             |

### Kapalua — Sales by Bedroom Count



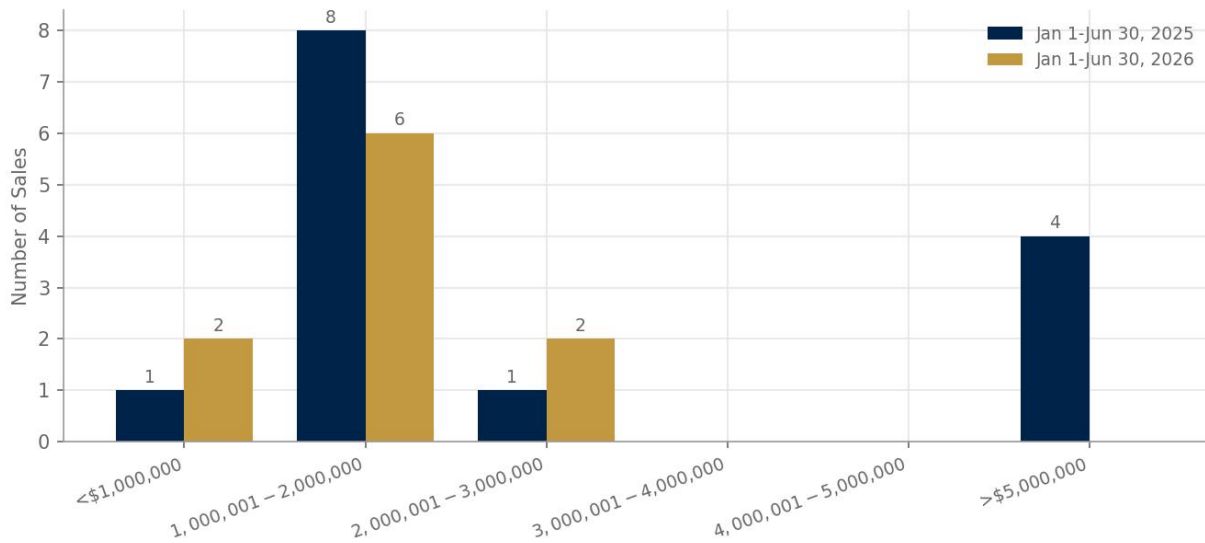
### Kapalua — Absorption Rate by Bedroom (as of Jul 27, 2026)



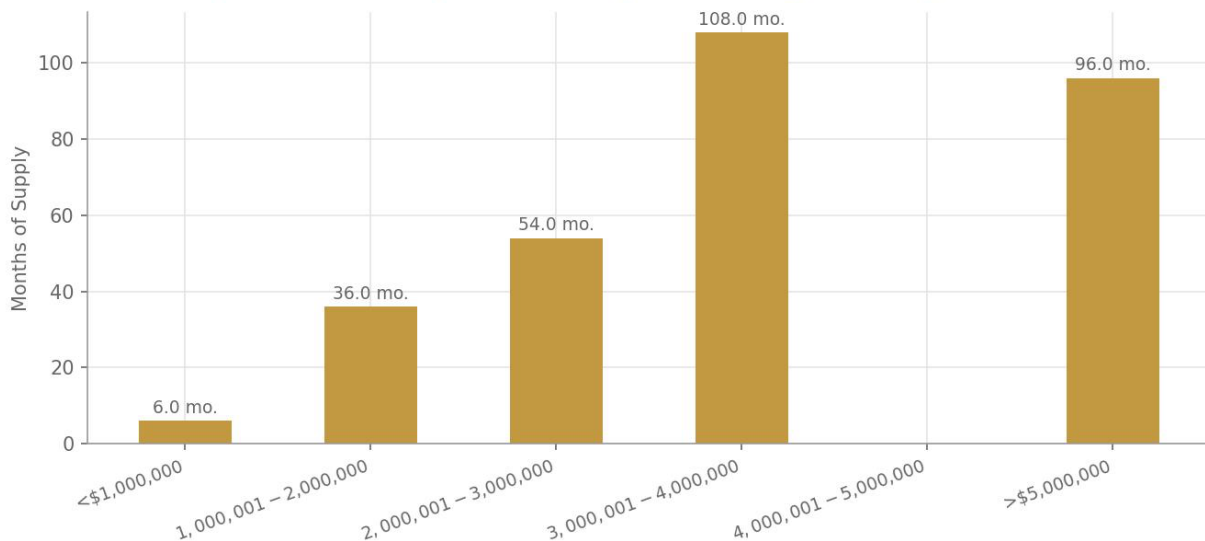
### Kapalua — Sales by Price Range

| Price Range             | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change | Absorption Rate |
|-------------------------|--------------------|--------------------|--------------|-----------------|
| <\$1,000,000            | 1                  | 2                  | ▲ 100%       | 6 mo.           |
| \$1,000,001-\$2,000,000 | 8                  | 6                  | ▼ 25%        | 36 mo.          |
| \$2,000,001-\$3,000,000 | 1                  | 2                  | ▲ 100%       | 54 mo.          |
| \$3,000,001-\$4,000,000 | 0                  | 0                  | N/A          | 108 mo.         |
| \$4,000,001-\$5,000,000 | 0                  | 0                  | N/A          | N/A             |
| >\$5,000,000            | 4                  | 0                  | ▼ 100%       | 96 mo.          |

### Kapalua — Sales by Price Range



### Kapalua — Absorption Rate by Price Range (as of Jul 27, 2026)



## Napili/Kahana/Honokowai

This corridor remained the most active in West Maui, with sales up 18% (57 to 67) and a median price of \$550,000, down from \$630,000 a year ago. Average days on market rose from 141 to 185. The consistent sales volume here reflects steady demand for this part of West Maui's condo inventory.

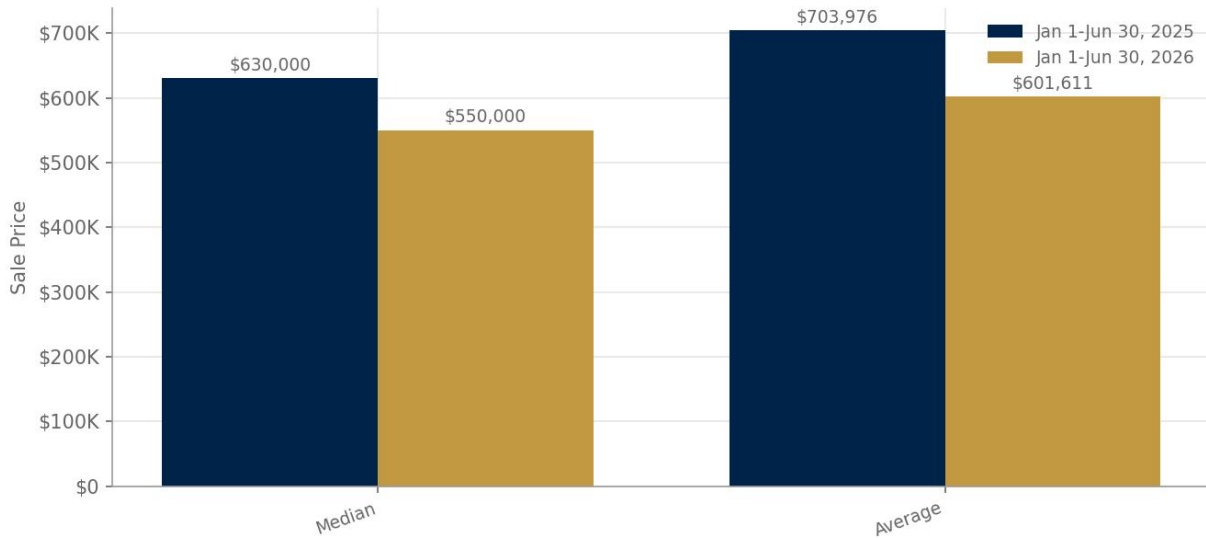
*Closed sales: 57 (Jan 1-Jun 30, 2025) vs. 67 (Jan 1-Jun 30, 2026)*

*Current Absorption Rate (Overall): 17.5 mo. of supply — 184 active listings as of July 27, 2026, based on the trailing 12 months of sales.*

### Napili/Kahana/Honokowai — Metrics

| Metric              | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change |
|---------------------|--------------------|--------------------|--------------|
| Number of Sales     | 57                 | 67                 | ▲ 17.5%      |
| Low Sales Price     | \$205,000*         | \$64,050*          | ▼ 68.8%      |
| Median Sales Price  | \$630,000          | \$550,000          | ▼ 12.7%      |
| Average Sales Price | \$703,976          | \$601,611          | ▼ 14.5%      |
| High Sales Price    | \$2,250,000*       | \$3,250,000*       | ▲ 44.4%      |
| Average SP/Sq. Ft.  | \$1,011            | \$792              | ▼ 21.7%      |
| Average DOM         | 141                | 185                | ▲ 31.2%      |
| Average SP/LP       | 95.2%              | 94.2%              | ▼ 1.1%       |
| Average SP/OLP      | 88.6%              | 86.1%              | ▼ 2.8%       |

### Napili/Kahana/Honokowai — Median & Average Sale Price

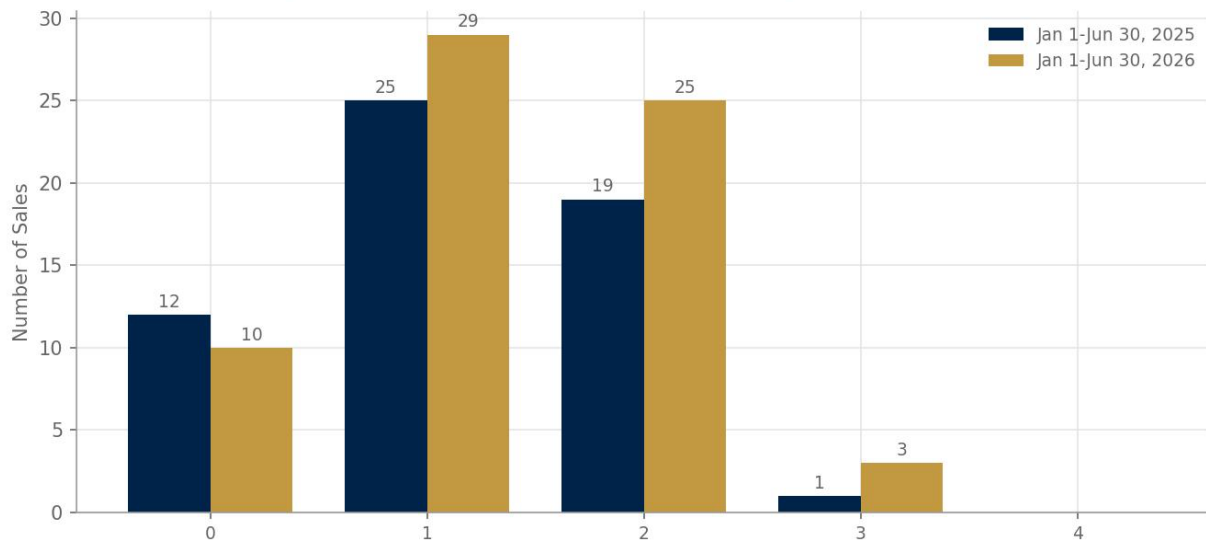


*\*Leasehold Low Sale / Leasehold High Sale. Leasehold sale(s) occurred in this market segment during Jan 1-Jun 30, 2025 and Jan 1-Jun 30, 2026.*

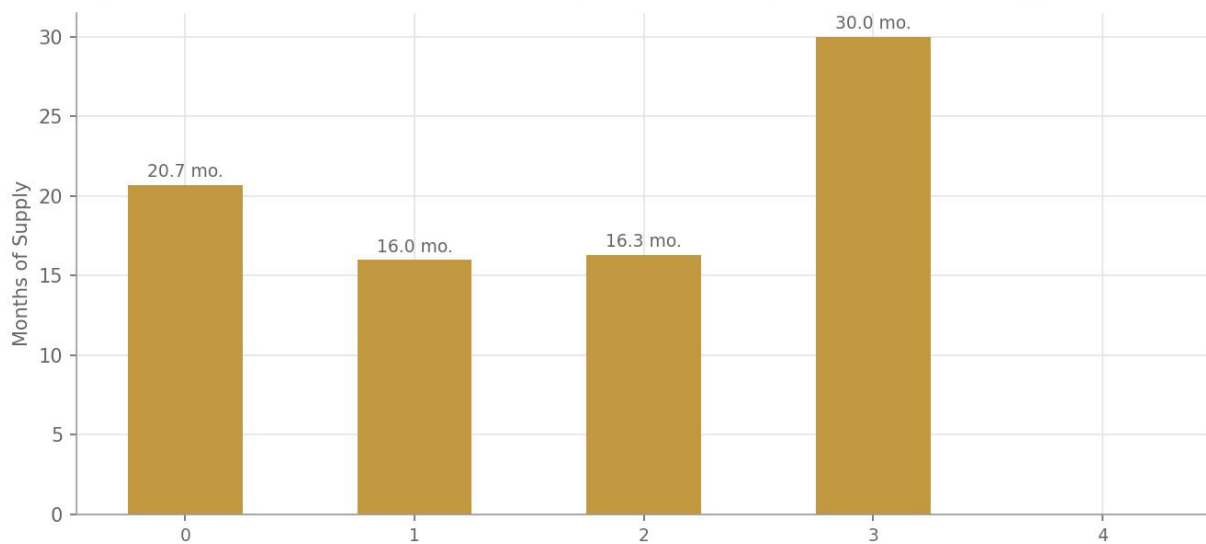
### Napili/Kahana/Honokowai — Sales by Bedroom Count

| Bedrooms | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change | Absorption Rate |
|----------|--------------------|--------------------|--------------|-----------------|
| 0        | 12                 | 10                 | ▼ 16.7%      | 20.7 mo.        |
| 1        | 25                 | 29                 | ▲ 16%        | 16 mo.          |
| 2        | 19                 | 25                 | ▲ 31.6%      | 16.3 mo.        |
| 3        | 1                  | 3                  | ▲ 200%       | 30 mo.          |
| 4        | 0                  | 0                  | N/A          | N/A             |

### Napili/Kahana/Honokowai — Sales by Bedroom Count



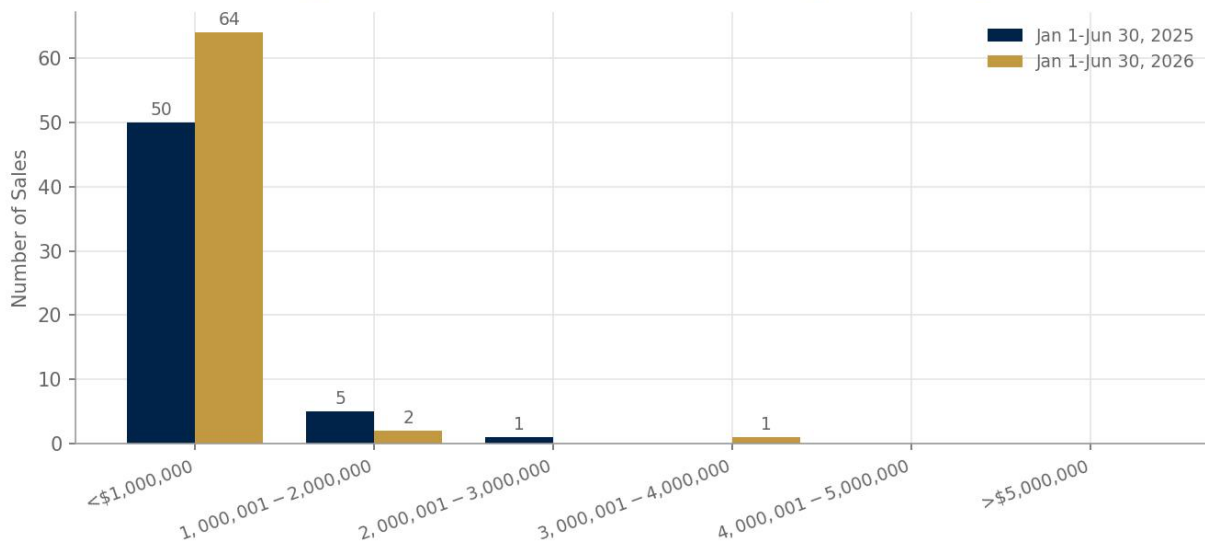
### Napili/Kahana/Honokowai — Absorption Rate by Bedroom (as of Jul 27, 2026)



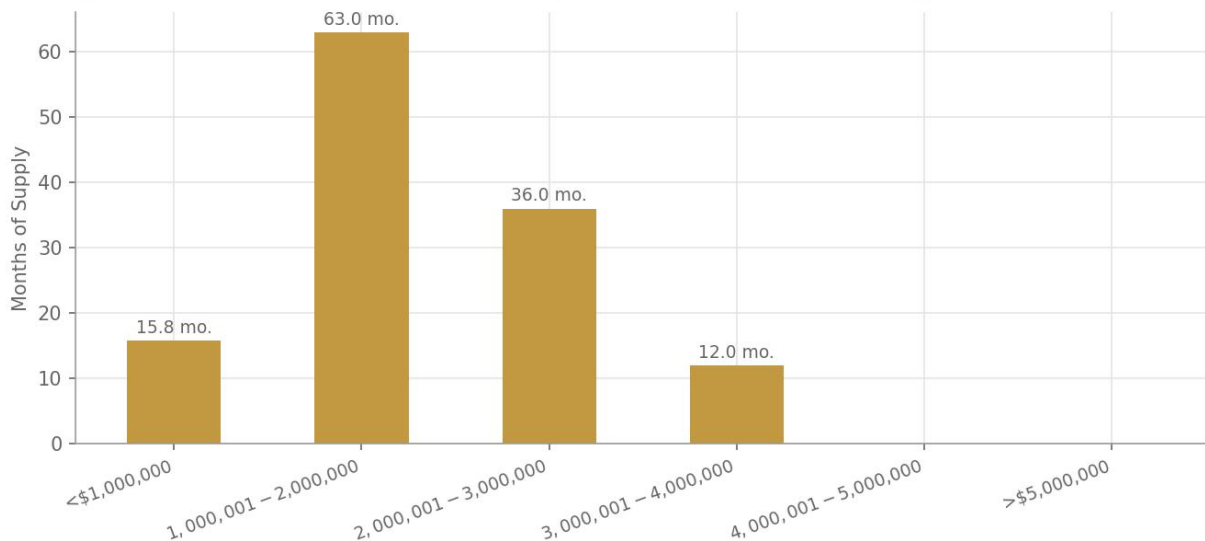
### Napili/Kahana/Honokowai — Sales by Price Range

| Price Range             | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change | Absorption Rate |
|-------------------------|--------------------|--------------------|--------------|-----------------|
| <\$1,000,000            | 50                 | 64                 | ▲ 28%        | 15.8 mo.        |
| \$1,000,001-\$2,000,000 | 5                  | 2                  | ▼ 60%        | 63 mo.          |
| \$2,000,001-\$3,000,000 | 1                  | 0                  | ▼ 100%       | 36 mo.          |
| \$3,000,001-\$4,000,000 | 0                  | 1                  | N/A          | 12 mo.          |
| \$4,000,001-\$5,000,000 | 0                  | 0                  | N/A          | N/A             |
| >\$5,000,000            | 0                  | 0                  | N/A          | N/A             |

### Napili/Kahana/Honokowai — Sales by Price Range



### Napili/Kahana/Honokowai — Absorption Rate by Price Range (as of Jul 27, 2026)



## Kaanapali

Kaanapali closed sales rose 21% (39 to 47), while the median price eased modestly from \$1,175,000 to \$1,100,000. Average days on market ticked up from 152 to 166, a relatively modest shift that points to consistent, steady demand in this resort corridor.

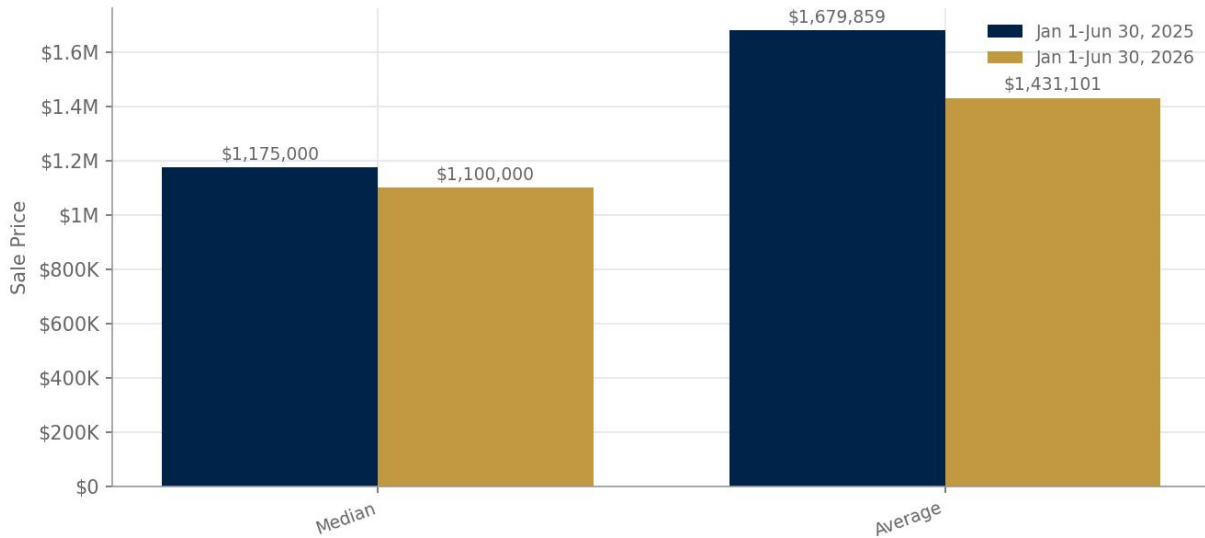
*Closed sales: 39 (Jan 1-Jun 30, 2025) vs. 47 (Jan 1-Jun 30, 2026)*

*Current Absorption Rate (Overall): 21.4 mo. of supply — 141 active listings as of July 27, 2026, based on the trailing 12 months of sales.*

### Kaanapali — Metrics

| Metric              | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change |
|---------------------|--------------------|--------------------|--------------|
| Number of Sales     | 39                 | 47                 | ▲ 20.5%      |
| Low Sales Price     | \$525,000*         | \$475,000*         | ▼ 9.5%       |
| Median Sales Price  | \$1,175,000        | \$1,100,000        | ▼ 6.4%       |
| Average Sales Price | \$1,679,859        | \$1,431,101        | ▼ 14.8%      |
| High Sales Price    | \$6,000,000        | \$3,575,000        | ▼ 40.4%      |
| Average SP/Sq. Ft.  | \$1,545            | \$1,335            | ▼ 13.6%      |
| Average DOM         | 152                | 166                | ▲ 9.2%       |
| Average SP/LP       | 94%                | 92%                | ▼ 2.1%       |
| Average SP/OLP      | 88.4%              | 86%                | ▼ 2.7%       |

### Kaanapali — Median & Average Sale Price

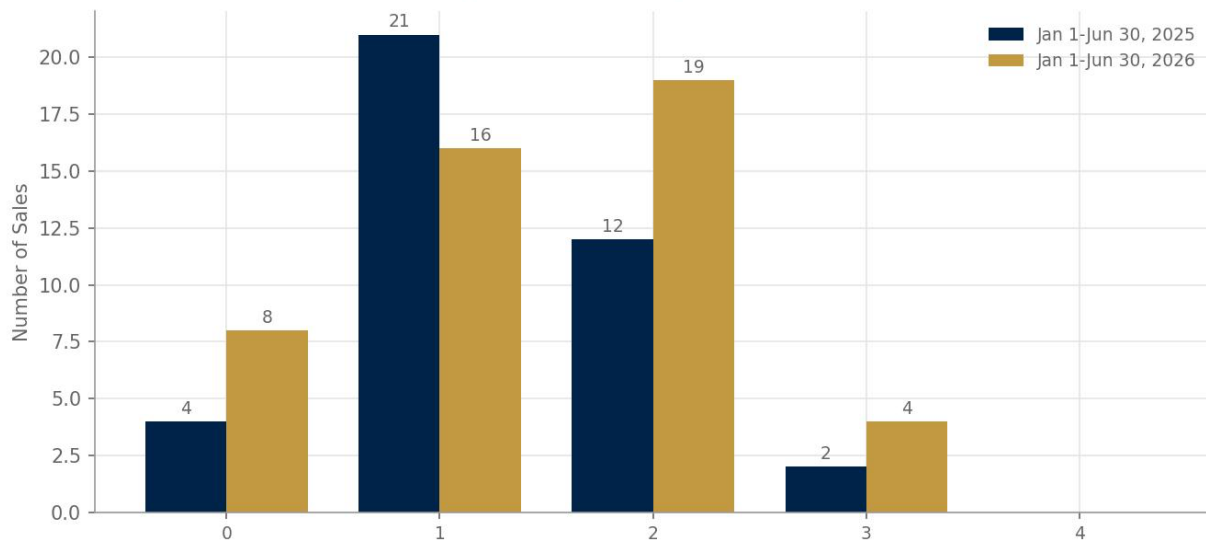


*\*Leasehold Low Sale. Leasehold sale(s) occurred in this market segment during Jan 1-Jun 30, 2025 and Jan 1-Jun 30, 2026.*

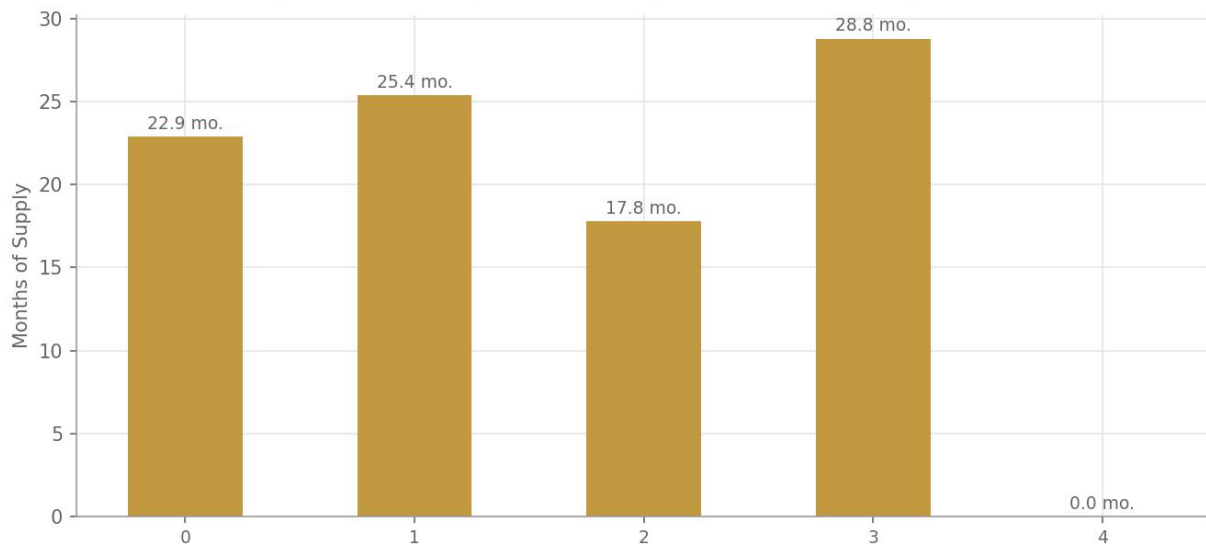
### Kaanapali — Sales by Bedroom Count

| Bedrooms | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change | Absorption Rate |
|----------|--------------------|--------------------|--------------|-----------------|
| 0        | 4                  | 8                  | ▲ 100%       | 22.9 mo.        |
| 1        | 21                 | 16                 | ▼ 23.8%      | 25.4 mo.        |
| 2        | 12                 | 19                 | ▲ 58.3%      | 17.8 mo.        |
| 3        | 2                  | 4                  | ▲ 100%       | 28.8 mo.        |
| 4        | 0                  | 0                  | N/A          | 0 mo.           |

### Kaanapali — Sales by Bedroom Count



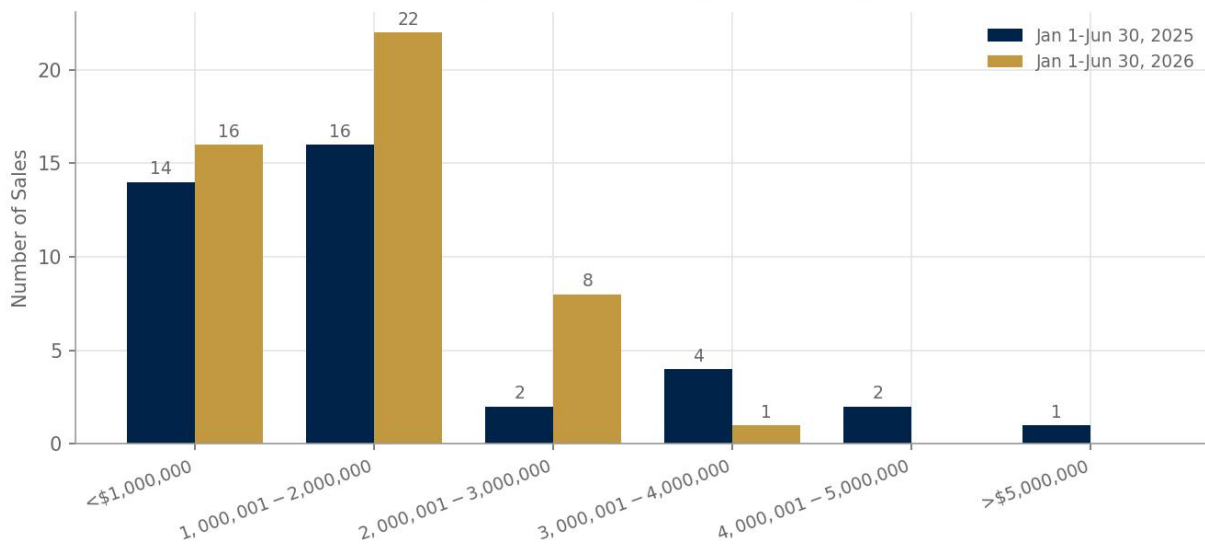
### Kaanapali — Absorption Rate by Bedroom (as of Jul 27, 2026)



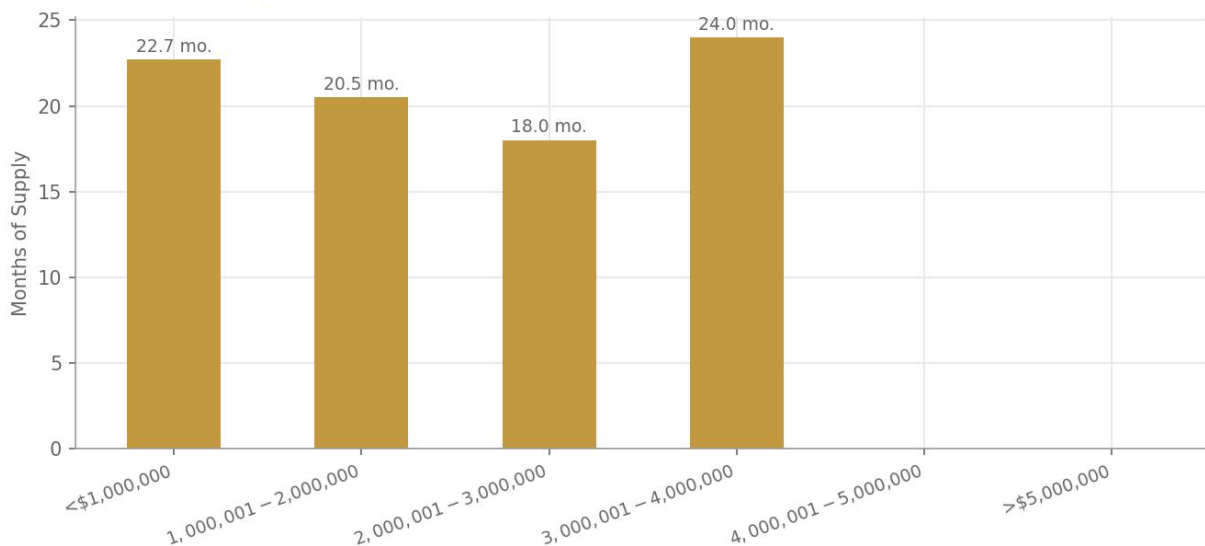
### Kaanapali — Sales by Price Range

| Price Range             | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change | Absorption Rate |
|-------------------------|--------------------|--------------------|--------------|-----------------|
| <\$1,000,000            | 14                 | 16                 | ▲ 14.3%      | 22.7 mo.        |
| \$1,000,001-\$2,000,000 | 16                 | 22                 | ▲ 37.5%      | 20.5 mo.        |
| \$2,000,001-\$3,000,000 | 2                  | 8                  | ▲ 300%       | 18 mo.          |
| \$3,000,001-\$4,000,000 | 4                  | 1                  | ▼ 75%        | 24 mo.          |
| \$4,000,001-\$5,000,000 | 2                  | 0                  | ▼ 100%       | N/A             |
| >\$5,000,000            | 1                  | 0                  | ▼ 100%       | N/A             |

### Kaanapali — Sales by Price Range



### Kaanapali — Absorption Rate by Price Range (as of Jul 27, 2026)



## Lahaina

Lahaina saw the largest jump in activity, with closed sales more than doubling from 11 to 24. The median sale price rose from \$550,000 to \$651,250, and condominium residences sold faster on average than anywhere else in West Maui, with days on market moving from 69 to 106.

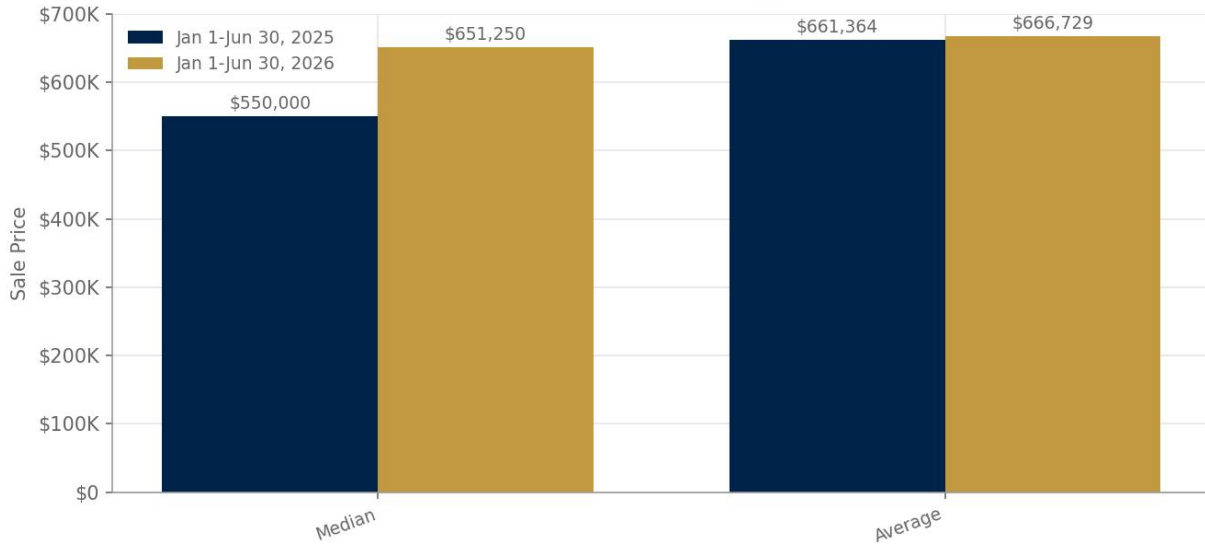
*Closed sales: 11 (Jan 1-Jun 30, 2025) vs. 24 (Jan 1-Jun 30, 2026)*

*Current Absorption Rate (Overall): 6.4 mo. of supply — 25 active listings as of July 27, 2026, based on the trailing 12 months of sales.*

### Lahaina — Metrics

| Metric              | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change |
|---------------------|--------------------|--------------------|--------------|
| Number of Sales     | 11                 | 24                 | ▲ 118.2%     |
| Low Sales Price     | \$325,000          | \$150,000          | ▼ 53.8%      |
| Median Sales Price  | \$550,000          | \$651,250          | ▲ 18.4%      |
| Average Sales Price | \$661,364          | \$666,729          | ▲ 0.8%       |
| High Sales Price    | \$2,100,000        | \$1,475,000        | ▼ 29.8%      |
| Average SP/Sq. Ft.  | \$1,023            | \$967              | ▼ 5.5%       |
| Average DOM         | 69                 | 106                | ▲ 53.6%      |
| Average SP/LP       | 92%                | 94.2%              | ▲ 2.4%       |
| Average SP/OLP      | 90.2%              | 91.4%              | ▲ 1.3%       |

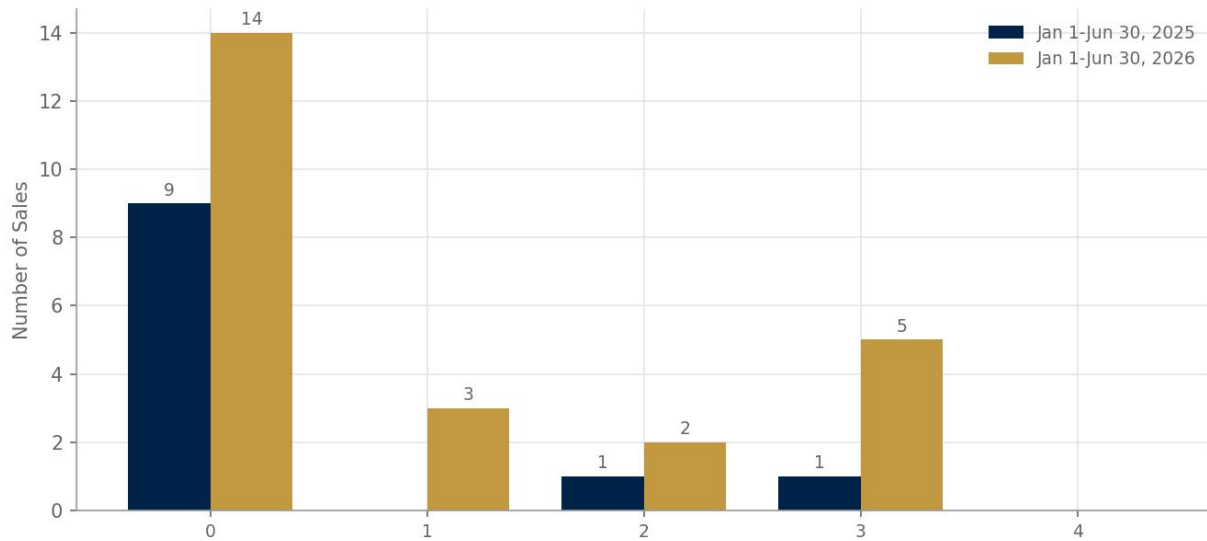
### Lahaina — Median & Average Sale Price



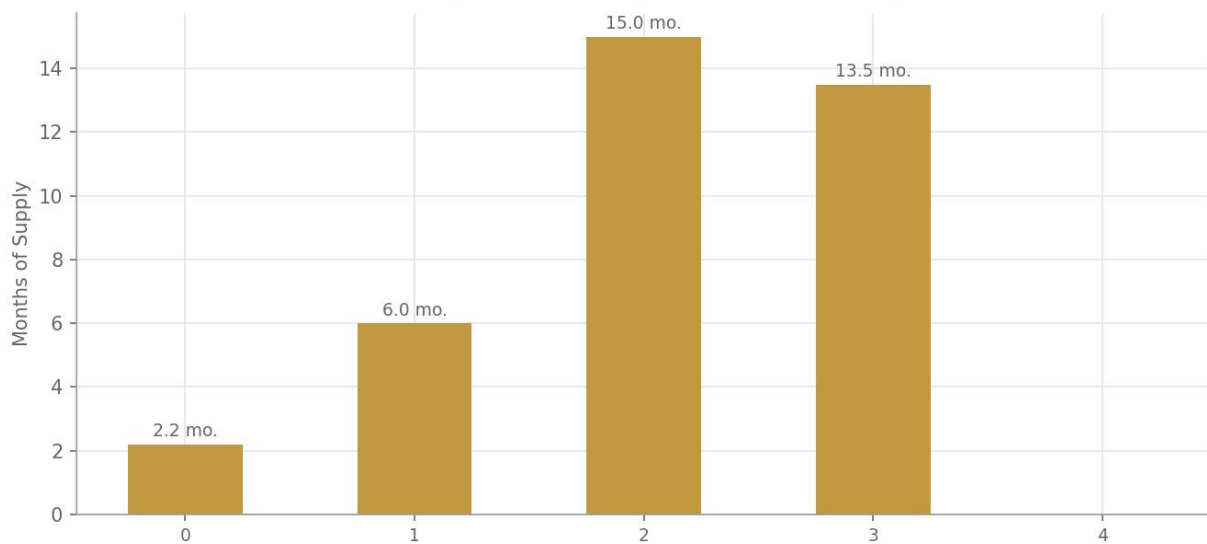
### Lahaina — Sales by Bedroom Count

| Bedrooms | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change | Absorption Rate |
|----------|--------------------|--------------------|--------------|-----------------|
| 0        | 9                  | 14                 | ▲ 55.6%      | 2.2 mo.         |
| 1        | 0                  | 3                  | N/A          | 6 mo.           |
| 2        | 1                  | 2                  | ▲ 100%       | 15 mo.          |
| 3        | 1                  | 5                  | ▲ 400%       | 13.5 mo.        |
| 4        | 0                  | 0                  | N/A          | N/A             |

### Lahaina — Sales by Bedroom Count



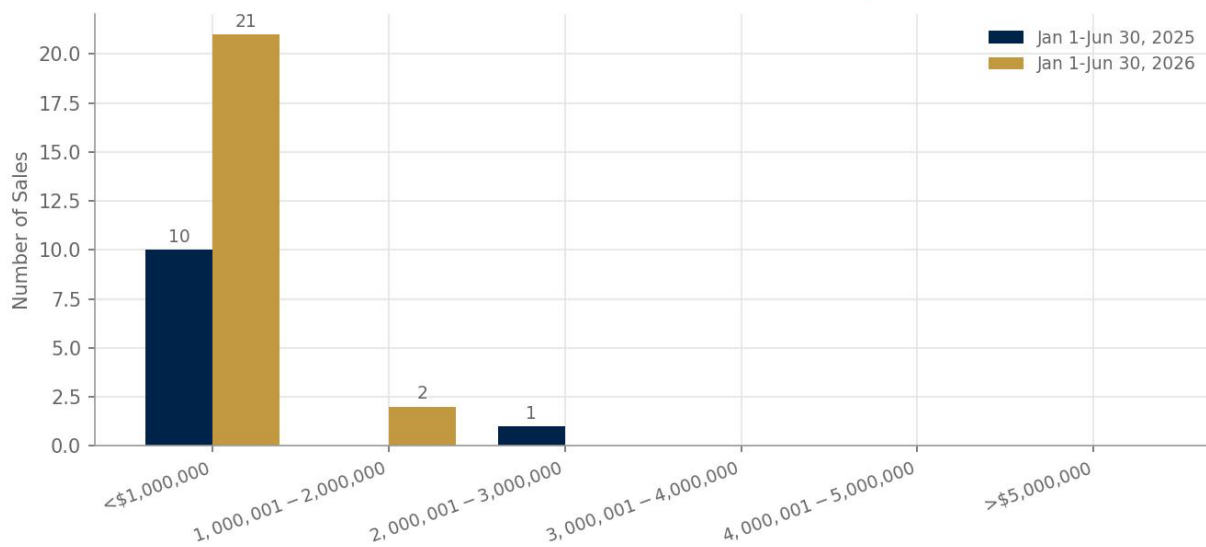
### Lahaina — Absorption Rate by Bedroom (as of Jul 27, 2026)



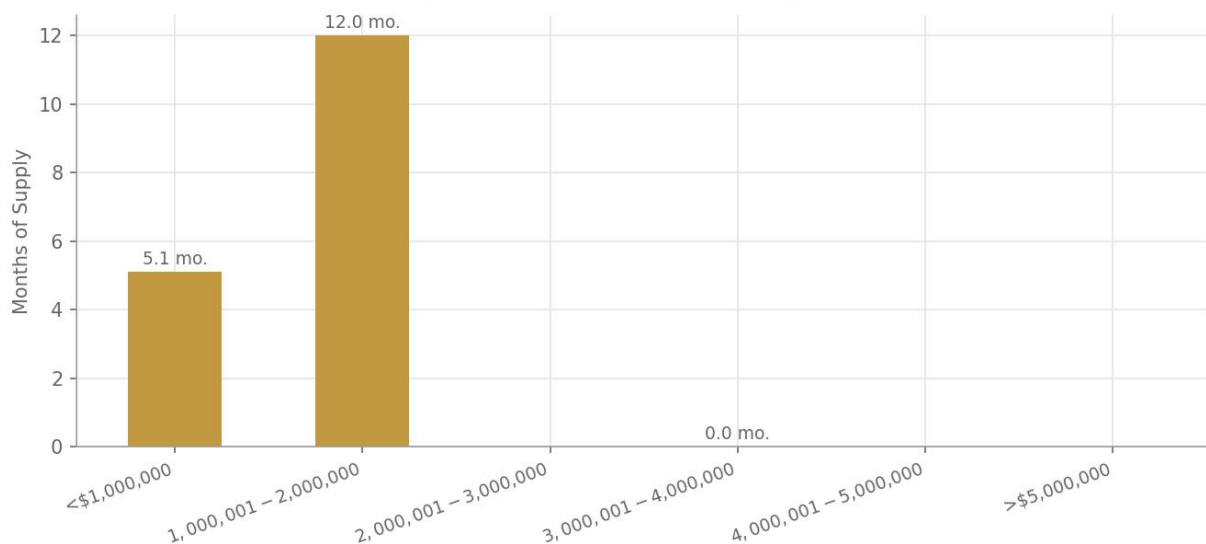
### Lahaina — Sales by Price Range

| Price Range             | Jan 1-Jun 30, 2025 | Jan 1-Jun 30, 2026 | YoY % Change | Absorption Rate |
|-------------------------|--------------------|--------------------|--------------|-----------------|
| <\$1,000,000            | 10                 | 21                 | ▲ 110%       | 5.1 mo.         |
| \$1,000,001-\$2,000,000 | 0                  | 2                  | N/A          | 12 mo.          |
| \$2,000,001-\$3,000,000 | 1                  | 0                  | ▼ 100%       | N/A             |
| \$3,000,001-\$4,000,000 | 0                  | 0                  | N/A          | 0 mo.           |
| \$4,000,001-\$5,000,000 | 0                  | 0                  | N/A          | N/A             |
| >\$5,000,000            | 0                  | 0                  | N/A          | N/A             |

### Lahaina — Sales by Price Range



### Lahaina — Absorption Rate by Price Range (as of Jul 27, 2026)



## What This Means for Buyers and Sellers

For buyers, more listings and longer marketing times translate into more time to evaluate options and more room to negotiate on price and terms. For sellers, accurate pricing from day one matters more than ever. Properties priced in line with recent comparable sales are still moving; the ones sitting longest tend to be those priced ahead of where the current market is.

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### Curious What This Means for Your Property or Search?

Every West Maui neighborhood is moving a little differently right now. If you're weighing a sale, a purchase, or simply want a clearer read on your specific building or price range, reach out and we'll walk through the current data together.

### Notes

Figures reflect closed (sold) MLS transactions only; active and pending listings are excluded from price statistics. Data is drawn from the Realtors Association of Maui MLS and is deemed reliable but not guaranteed.

Absorption Rate estimates months of supply at the current pace of sales: active listings in that segment divided by the average monthly sales rate over the trailing 12 months. Absorption figures throughout this report are based on active listings as of July 27, 2026 and sales from the trailing twelve months.

LP = List Price at the time of sale. OLP = Original List Price, the price at which the property was first listed. SP = Sale Price.

\*Leasehold Low Sale / \*Leasehold High Sale — marks a Low or High Sales Price that comes from a leasehold property. Leasehold pricing reflects the remaining lease interest, not fee simple value, and typically sells below comparable fee simple properties. Where a leasehold sale occurred in a market segment but was not the specific low or high transaction, it is noted separately beneath that segment's Metrics table.

Pailolo Place is reported under Napili/Kahana/Honokowai.