Single Family Market Overview





Key Metrics	Historical Sparkbars	4-2023	4-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings	4-2022 10-2022 4-2023 10-2023 4-2024	82	85	+ 3.7%	317	388	+ 22.4%
Pending Sales	4-2022 10-2022 4-2023 10-2023 4-2024	69	73	+ 5.8%	257	283	+ 10.1%
Closed Sales	4-2022 10-2022 4-2023 10-2023 4-2024	58	69	+ 19.0%	238	264	+ 10.9%
Days on Market Until Sale	4-2022 10-2022 4-2023 10-2023 4-2024	114	102	- 10.5%	121	126	+ 4.1%
Median Sales Price	4-2022 10-2022 4-2023 10-2023 4-2024	\$1,112,500	\$1,300,000	+ 16.9%	\$1,147,500	\$1,300,000	+ 13.3%
Average Sales Price	4-2022 10-2022 4-2023 10-2023 4-2024	\$1,714,647	\$1,867,630	+ 8.9%	\$1,861,114	\$1,780,350	- 4.3%
Percent of List Price Received	4-2022 10-2022 4-2023 10-2023 4-2024	98.2%	97.9%	- 0.3%	96.9%	97.4%	+ 0.5%
Housing Affordability Index	4-2022 10-2022 4-2023 10-2023 4-2024	37	30	- 18.9%	36	30	- 16.7%
Inventory of Homes for Sale	4-2022 10-2022 4-2023 10-2023 4-2024	274	279	+ 1.8%	_	_	_
Months Supply of Inventory	4-2022 10-2022 4-2023 10-2023 4-2024	4.2	4.3	+ 2.4%	_	_	-

Condominium Market Overview



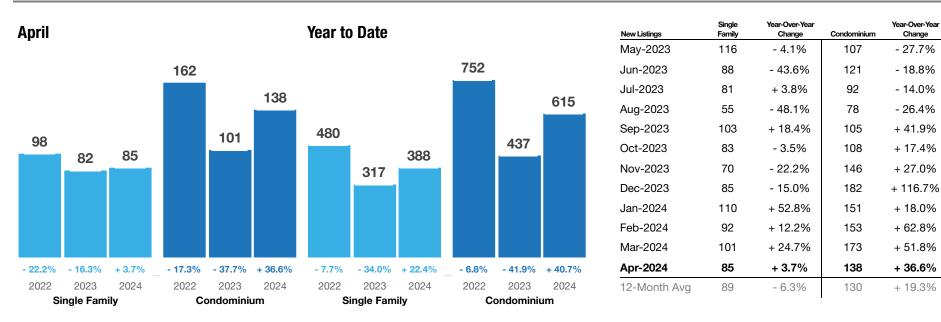


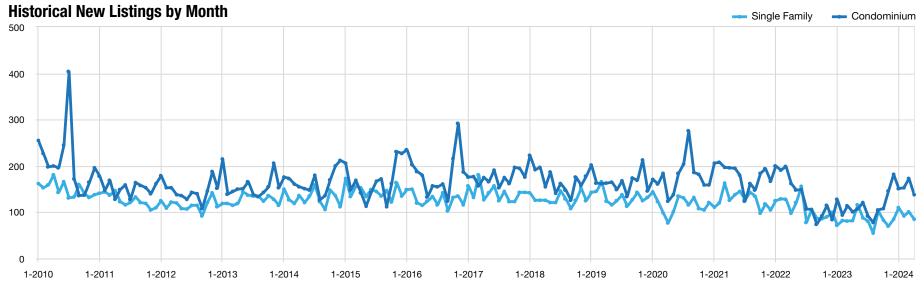
Key Metrics	Historical Sparkbars	4-2023	4-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings	4-2022 10-2022 4-2023 10-2023 4-2024	101	138	+ 36.6%	437	615	+ 40.7%
Pending Sales	4-2022 10-2022 4-2023 10-2023 4-2024	93	64	- 31.2%	367	331	- 9.8%
Closed Sales	4-2022 10-2022 4-2023 10-2023 4-2024	90	106	+ 17.8%	333	358	+ 7.5%
Days on Market Until Sale	4-2022 10-2022 4-2023 10-2023 4-2024	104	127	+ 22.1%	109	93	- 14.7%
Median Sales Price	4-2022 10-2022 4-2023 10-2023 4-2024	\$888,000	\$962,500	+ 8.4%	\$820,000	\$880,000	+ 7.3%
Average Sales Price	4-2022 10-2022 4-2023 10-2023 4-2024	\$1,113,644	\$1,800,915	+ 61.7%	\$1,167,156	\$1,447,521	+ 24.0%
Percent of List Price Received	4-2022 10-2022 4-2023 10-2023 4-2024	98.4%	97.6%	- 0.8%	98.4%	97.7%	- 0.7%
Housing Affordability Index	4-2022 10-2022 4-2023 10-2023 4-2024	46	40	- 13.0%	50	44	- 12.0%
Inventory of Homes for Sale	4-2022 10-2022 4-2023 10-2023 4-2024	222	535	+ 141.0%	_	_	_
Months Supply of Inventory	4-2022 10-2022 4-2023 10-2023 4-2024	2.6	7.2	+ 176.9%	_	_	_

New Listings

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



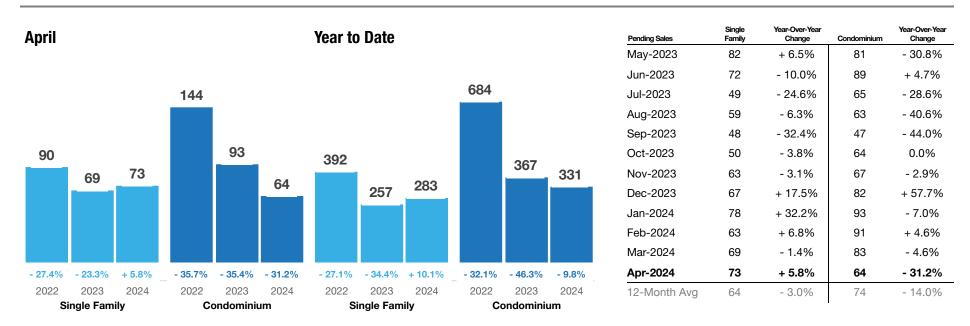


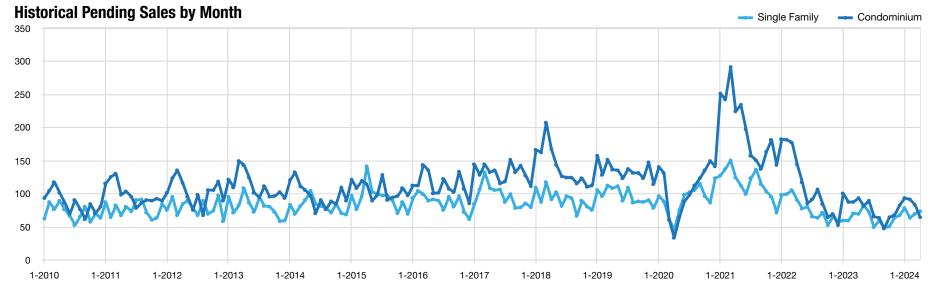


Pending Sales

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



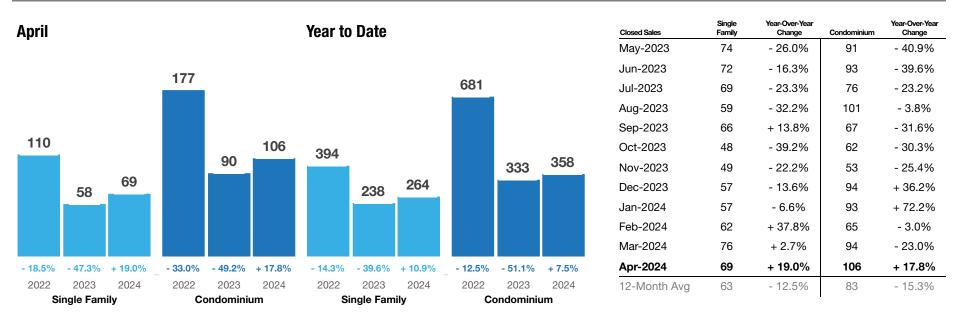


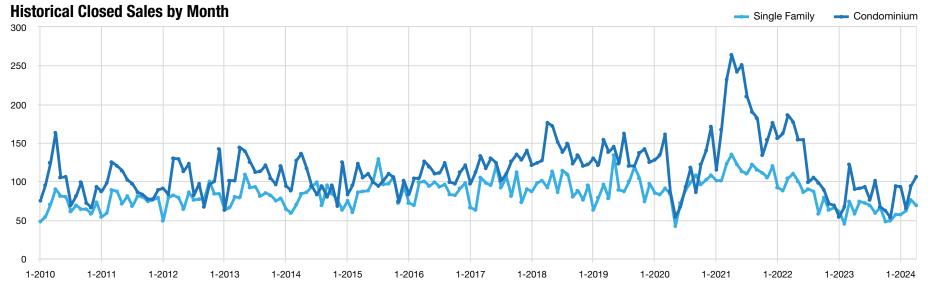


Closed Sales

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



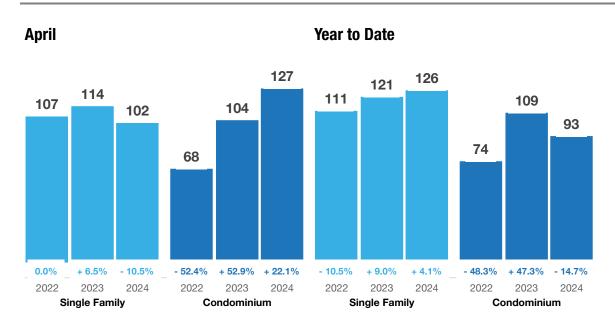




Days on Market Until Sale

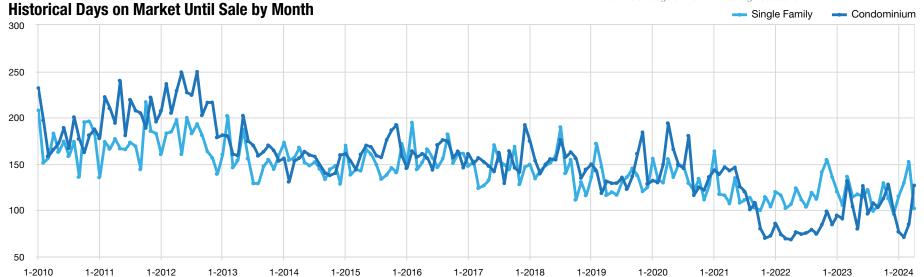
Average number of days between when a property is listed and when it closed in a given month.





Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2023	117	- 5.6%	80	+ 5.3%
Jun-2023	114	+ 2.7%	126	+ 70.3%
Jul-2023	122	+ 17.3%	96	+ 26.3%
Aug-2023	99	- 16.8%	108	+ 36.7%
Sep-2023	105	- 6.3%	103	+ 39.2%
Oct-2023	129	- 8.5%	113	+ 34.5%
Nov-2023	113	- 27.1%	128	+ 29.3%
Dec-2023	96	- 29.4%	99	+ 16.5%
Jan-2024	115	- 4.2%	77	- 18.1%
Feb-2024	130	+ 22.6%	71	- 22.0%
Mar-2024	152	+ 11.8%	85	- 35.6%
Apr-2024	102	- 10.5%	127	+ 22.1%
12-Month Avg*	117	- 5.2%	101	+ 14.8%

 $^{^{\}star}$ Days on Market for all properties from May 2023 through April 2024. This is not the average of the individual figures above.



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.



Change

+ 7.0%

- 7.2%

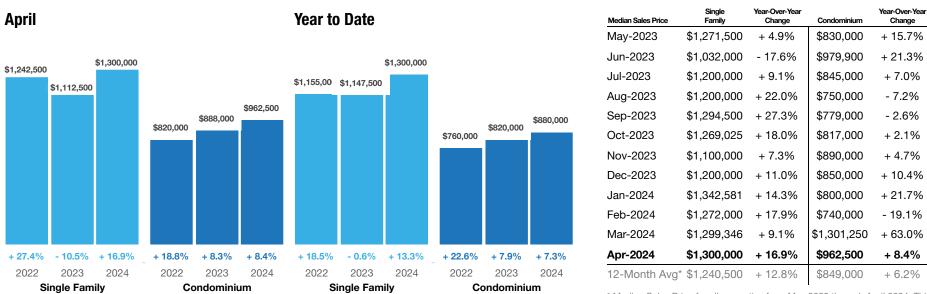
- 2.6%

+ 2.1%

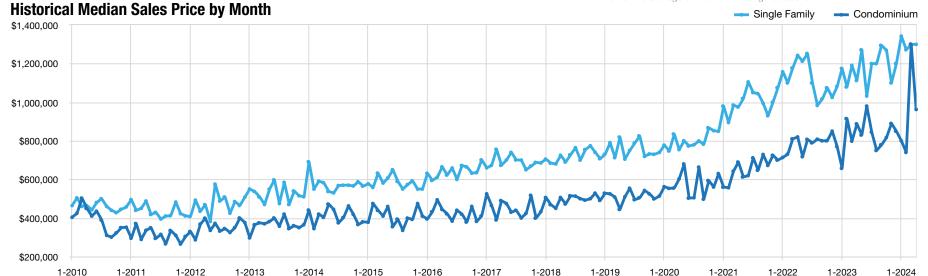
+ 4.7%

+ 8.4%

+6.2%



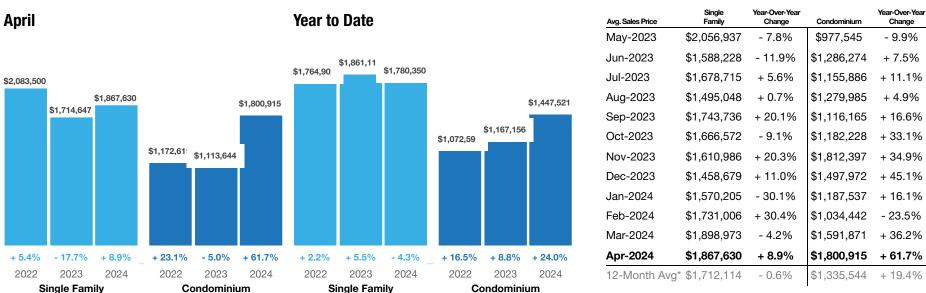
^{*} Median Sales Price for all properties from May 2023 through April 2024. This is not the average of the individual figures above.



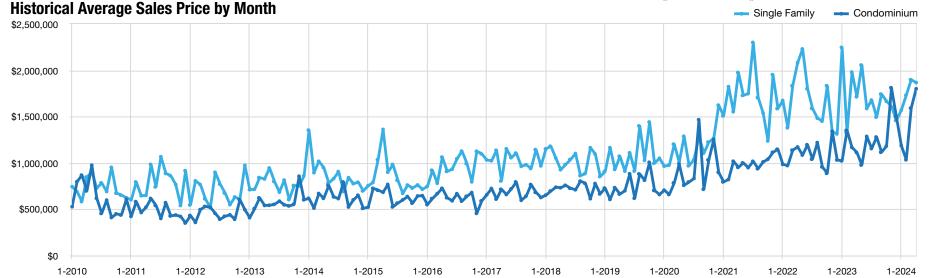
Average Sales Price

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





^{*} Avg. Sales Price for all properties from May 2023 through April 2024. This is not the average of the individual figures above.



Percent of List Price Received

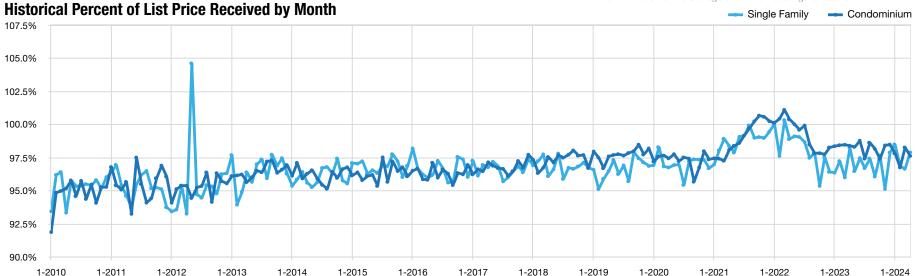


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April	Year to Date										
98.9%	98.2%	97.9%	100.4%	98.4%	97.6%	99.2%	96.9%	97.4%	100.5%	98.4%	97.7%
+ 0.5%	- 0.7%	- 0.3%	+ 2.3%	- 2.0%	- 0.8%	+ 1.1%	- 2.3%	+ 0.5%	+ 3.0%	- 2.1%	- 0.7%
2022	2023	2024	2022	2023	2024	2022	2023	2024	2022	2023	2024
Si	ingle Fam	ily	Co	ondomini	um	Si	ngle Fam	ily	Co	ondomini	um

Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2023	96.5%	- 2.6%	98.3%	- 1.7%
Jun-2023	97.4%	- 1.6%	98.8%	- 0.8%
Jul-2023	96.7%	- 2.0%	97.4%	- 2.5%
Aug-2023	97.4%	- 0.1%	98.6%	+ 0.1%
Sep-2023	96.0%	- 1.8%	98.1%	+ 0.3%
Oct-2023	97.6%	+ 2.4%	97.4%	- 0.4%
Nov-2023	95.1%	- 2.5%	98.4%	+ 0.7%
Dec-2023	97.9%	+ 1.6%	98.5%	+ 0.3%
Jan-2024	98.5%	+ 2.3%	97.8%	- 0.5%
Feb-2024	96.8%	- 0.4%	96.7%	- 1.7%
Mar-2024	96.6%	+ 0.6%	98.2%	- 0.3%
Apr-2024	97.9%	- 0.3%	97.6%	- 0.8%
12-Month Avg*	97.0%	- 0.5%	98.0%	- 0.7%

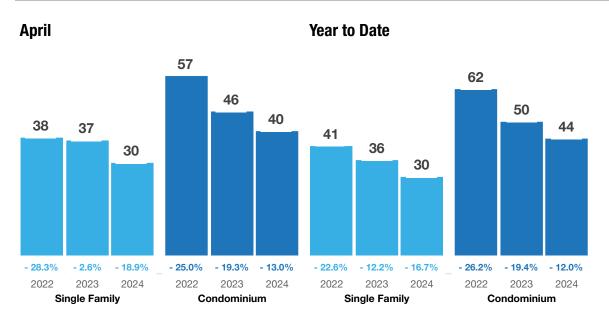
^{*} Pct. of List Price Received for all properties from May 2023 through April 2024. This is not the average of the individual figures above.



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.



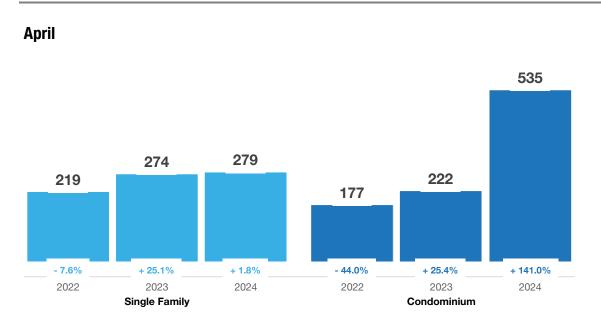
Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2023	32	- 15.8%	49	- 23.4%
Jun-2023	39	+ 8.3%	41	- 25.5%
Jul-2023	33	- 19.5%	47	- 17.5%
Aug-2023	32	- 31.9%	51	- 10.5%
Sep-2023	30	- 28.6%	49	- 7.5%
Oct-2023	29	- 19.4%	45	- 8.2%
Nov-2023	35	- 12.5%	43	- 10.4%
Dec-2023	34	- 10.5%	48	- 11.1%
Jan-2024	30	- 16.7%	50	- 21.9%
Feb-2024	31	- 18.4%	53	+ 17.8%
Mar-2024	31	- 11.4%	31	- 40.4%
Apr-2024	30	- 18.9%	40	- 13.0%
12-Month Avg	32	- 17.9%	46	- 14.8%



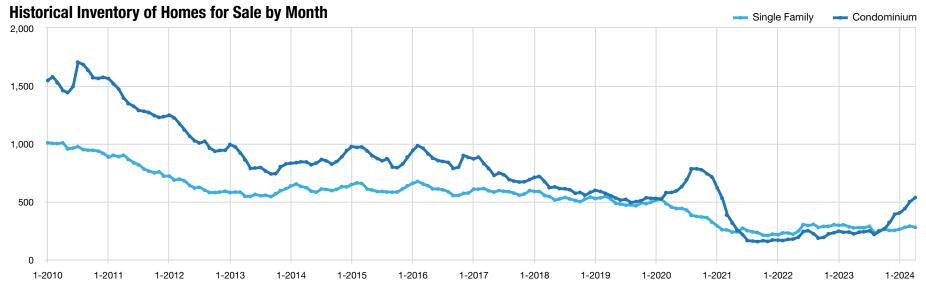
Inventory of Homes for Sale

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





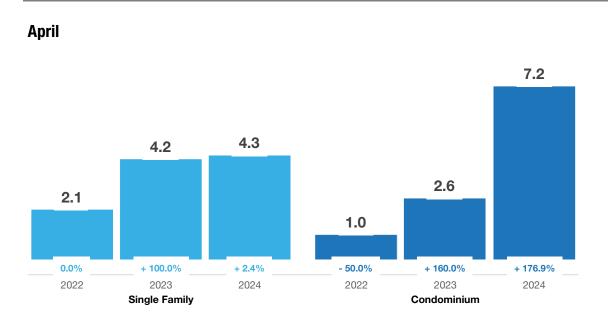
Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2023	276	+ 11.7%	237	+ 22.2%
Jun-2023	276	- 8.6%	241	- 0.8%
Jul-2023	288	- 2.0%	248	- 0.4%
Aug-2023	230	- 24.6%	217	- 2.7%
Sep-2023	250	- 10.1%	244	+ 31.9%
Oct-2023	263	- 8.4%	267	+ 39.1%
Nov-2023	252	- 12.2%	320	+ 44.1%
Dec-2023	253	- 15.9%	391	+ 68.5%
Jan-2024	262	- 11.5%	403	+ 64.5%
Feb-2024	279	- 7.0%	441	+ 86.9%
Mar-2024	289	+ 2.1%	500	+ 110.1%
Apr-2024	279	+ 1.8%	535	+ 141.0%
12-Month Avg	266	- 7.6%	337	+ 51.1%



Months Supply of Inventory







Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2023	4.2	+ 75.0%	2.8	+ 133.3%
Jun-2023	4.2	+ 40.0%	2.9	+ 81.3%
Jul-2023	4.5	+ 45.2%	3.0	+ 76.5%
Aug-2023	3.6	+ 2.9%	2.8	+ 75.0%
Sep-2023	4.0	+ 21.2%	3.3	+ 153.8%
Oct-2023	4.3	+ 19.4%	3.6	+ 140.0%
Nov-2023	4.1	+ 10.8%	4.3	+ 138.9%
Dec-2023	4.1	+ 5.1%	5.1	+ 142.9%
Jan-2024	4.1	+ 2.5%	5.3	+ 130.4%
Feb-2024	4.3	0.0%	5.7	+ 137.5%
Mar-2024	4.5	+ 7.1%	6.5	+ 150.0%
Apr-2024	4.3	+ 2.4%	7.2	+ 176.9%
12-Month Avg*	4.2	+ 16.5%	4.4	+ 131.0%

^{*} Months Supply for all properties from May 2023 through April 2024. This is not the average of the individual figures above.



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	4-2023	4-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings	4-2022 10-2022 4-2023 10-2023 4-2024	203	260	+ 28.1%	851	1,118	+ 31.4%
Pending Sales	4-2022 10-2022 4-2023 10-2023 4-2024	180	155	- 13.9%	681	668	- 1.9%
Closed Sales	4-2022 10-2022 4-2023 10-2023 4-2024	160	185	+ 15.6%	633	695	+ 9.8%
Days on Market Until Sale	4-2022 10-2022 4-2023 10-2023 4-2024	110	125	+ 13.6%	121	109	- 9.9%
Median Sales Price	4-2022 10-2022 4-2023 10-2023 4-2024	\$950,000	\$1,125,000	+ 18.4%	\$922,500	\$1,125,000	+ 22.0%
Average Sales Price	4-2022 10-2022 4-2023 10-2023 4-2024	\$1,320,566	\$1,772,522	+ 34.2%	\$1,420,747	\$1,676,266	+ 18.0%
Percent of List Price Received	4-2022 10-2022 4-2023 10-2023 4-2024	98.0%	97.5%	- 0.5%	97.5%	97.5%	0.0%
Housing Affordability Index	4-2022 10-2022 4-2023 10-2023 4-2024	43	34	- 20.9%	45	34	- 24.4%
Inventory of Homes for Sale	4-2022 10-2022 4-2023 10-2023 4-2024	649	994	+ 53.2%	_	_	_
Months Supply of Inventory	4-2022 10-2022 4-2023 10-2023 4-2024	3.9	6.5	+ 66.7%	_	_	_

Single Family Monthly Sales Volume

April 2024



		April 20	24		March 2	024		April 20	23
Area Name	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	4	\$9,400,000	\$1,450,000	7	\$16,348,000	\$1,500,000	1	\$1,410,000	\$1,410,000
Hana	2	\$1,618,000	\$809,000	1	\$1,650,000	\$1,650,000	0		
Honokohau	0			0			0		
Kaanapali	1	\$2,600,000	\$2,600,000	0			2	\$8,850,000	\$4,425,000
Kahakuloa	0			1	\$1,415,000	\$1,415,000	0		
Kahului	4	\$4,080,000	\$1,015,000	8	\$9,639,000	\$1,195,000	7	\$7,201,000	\$950,000
Kapalua	1	\$3,150,000	\$3,150,000	0			0		
Kaupo	0			0			0		
Keanae	0			0			0		
Kihei	12	\$18,901,500	\$1,575,000	9	\$15,326,000	\$1,490,000	12	\$12,966,700	\$1,045,000
Kipahulu	0			0			0		
Kula/Ulupalakua/Kanaio	5	\$7,890,000	\$1,565,000	4	\$7,342,775	\$1,367,688	2	\$1,625,000	\$812,500
Lahaina	3	\$7,517,000	\$2,995,000	6	\$19,932,500	\$3,503,750	1	\$1,200,000	\$1,200,000
Maalaea	0			0			0		
Makawao/Olinda/Haliimaile	9	\$20,430,000	\$1,500,000	6	\$6,380,000	\$1,075,000	5	\$4,788,000	\$950,000
Maui Meadows	0			1	\$1,700,000	\$1,700,000	3	\$6,805,000	\$2,880,000
Nahiku	0			0			0		
Napili/Kahana/Honokowai	1	\$1,578,000	\$1,578,000	4	\$5,130,000	\$1,190,000	2	\$3,262,500	\$1,631,250
Olowalu	0			0			0		
Pukalani	1	\$1,595,000	\$1,595,000	0			3	\$3,795,000	\$1,000,000
Spreckelsville/Paia/Kuau	4	\$15,392,000	\$1,495,000	2	\$8,990,000	\$4,495,000	0		
Wailea/Makena	2	\$12,690,000	\$6,345,000	4	\$28,825,000	\$3,812,500	3	\$28,150,000	\$6,350,000
Wailuku	14	\$18,370,542	\$1,147,500	16	\$17,160,692	\$1,088,000	15	\$17,881,354	\$1,250,000
Lanai	2	\$1,395,000	\$697,500	0			0		
Molokai	4	\$2,259,450	\$582,225	7	\$4,483,000	\$510,000	2	\$1,515,000	\$757,500
All MLS	69	\$128,866,492	\$1,300,000	76	\$144,321,967	\$1,299,346	58	\$99,449,554	\$1,112,500

Condominium Monthly Sales Volume

April 2024



		April 20	24		March 2	024		April 20	23
Area Name	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	14	\$24,807,250	\$1,592,500	9	\$16,120,000	\$1,350,000	5	\$7,944,000	\$1,769,000
Kahakuloa	0			0			0		
Kahului	0			2	\$455,000	\$227,500	0		
Kapalua	5	\$19,652,000	\$1,500,000	1	\$2,795,000	\$2,795,000	4	\$6,099,000	\$1,474,500
Kaupo	0			0			0		
Keanae	0			0			0		
Kihei	44	\$44,543,500	\$905,000	28	\$28,564,999	\$825,000	37	\$33,005,837	\$899,000
Kipahulu	0			0			0		
Kula/Ulupalakua/Kanaio	0			0			0		
Lahaina	0			0			6	\$5,663,000	\$917,500
Maalaea	4	\$4,349,000	\$1,100,000	1	\$599,000	\$599,000	3	\$1,500,000	\$395,000
Makawao/Olinda/Haliimaile	0			0			0		
Maui Meadows	0			0			0		
Nahiku	0			0			0		
Napili/Kahana/Honokowai	16	\$12,971,500	\$710,000	13	\$9,890,750	\$700,000	15	\$11,851,000	\$770,000
Olowalu	0			0			0		
Pukalani	0			2	\$1,994,000	\$997,000	0		
Spreckelsville/Paia/Kuau	0			0			0		
Wailea/Makena	13	\$77,303,750	\$3,500,000	28	\$81,380,100	\$2,502,275	9	\$29,062,127	\$1,570,000
Wailuku	7	\$4,385,000	\$605,000	7	\$4,367,000	\$637,000	6	\$3,409,000	\$551,000
Lanai	1	\$2,400,000	\$2,400,000	1	\$3,055,000	\$3,055,000	0		
Molokai	2	\$485,000	\$242,500	2	\$415,000	\$207,500	5	\$1,694,000	\$345,000
All MLS	106	\$190,897,000	\$962,500	94	\$149,635,849	\$1,301,250	90	\$100,227,964	\$888,000

Land Monthly Sales Volume

April 2024



		April 20	24		March 2	024		April 20	23
Area Name	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	1	\$345,000	\$345,000	3	\$2,125,500	\$555,000	5	\$4,800,000	\$950,000
Hana	2	\$2,485,000	\$1,242,500	0			0		
Honokohau	0			0			0		
Kaanapali	0			1	\$1,075,000	\$1,075,000	0		
Kahakuloa	0			0			0		
Kahului	0			0			0		
Kapalua	0			0			1	\$1,525,000	\$1,525,000
Kaupo	0			0			0		
Keanae	0			0			0		
Kihei	1	\$865,000	\$865,000	0			0		
Kipahulu	0			0			0		
Kula/Ulupalakua/Kanaio	1	\$700,000	\$700,000	1	\$677,000	\$677,000	1	\$600,000	\$600,000
Lahaina	2	\$2,125,000	\$1,062,500	4	\$2,790,000	\$782,500	1	\$2,000,000	\$2,000,000
Maalaea	0			0			0		
Makawao/Olinda/Haliimaile	0			1	\$1,550,000	\$1,550,000	1	\$550,000	\$550,000
Maui Meadows	0			0			0		
Nahiku	0			0			0		
Napili/Kahana/Honokowai	0			0			0		
Olowalu	0			0			0		
Pukalani	2	\$984,000	\$492,000	0			0		
Spreckelsville/Paia/Kuau	0			1	\$2,350,000	\$2,350,000	0		
Wailea/Makena	0			2	\$7,700,000	\$3,850,000	0		
Wailuku	1	\$649,000	\$649,000	1	\$357,000	\$357,000	2	\$1,895,000	\$947,500
Lanai	0			0			0		
Molokai	0			3	\$620,000	\$67,500	1	\$243,000	\$243,000
All MLS	10	\$8,153,000	\$674,500	17	\$19,244,500	\$677,000	12	\$11,613,000	\$775,000

Single Family Sales – Year to Date



	N	umbe	er of S	ales	Į.	Average Sa	ales Price		Median Sa	ales Price		Total Dollar Volume				
Area Name	Apr-24 YTD Sales	Apr-23 YTD Sales	Unit Change	Percent Change	Apr-24 YTD Average	Apr-23 YTD Average	Dollar Change	Percent Change	Apr-24 YTD Median	Apr-23 YTD Median	Dollar Change	Percent Change	Apr-24 YTD Volume	Apr-23 YTD Volume	Dollar Change	Percent Change
Haiku	20	18	+2	+11.1%	\$1,989,400	\$1,733,581	+\$255,819	+14.8%	\$1,425,000	\$1,405,000	+\$20,000	+1.4%	\$39,788,000	\$31,204,460	+\$8,583,540	+27.5%
Hana	3	0	+3		\$1,089,333				\$1,125,000				\$3,268,000	\$0	+\$3,268,000	
Honokohau	0	0	0										\$0	\$0	\$0	
Kaanapali	4	4	0	0.0%	\$2,637,500	\$8,287,500	-\$5,650,000	-68.2%	\$2,650,000	\$4,975,000	-\$2,325,000	-46.7%	\$10,550,000	\$33,150,000	-\$22,600,000	-68.2%
Kahakuloa	1	0	+1		\$1,415,000				\$1,415,000				\$1,415,000	\$0	+\$1,415,000	
Kahului	27	32	-5	-15.6%	\$1,192,467	\$986,789	+\$205,678	+20.8%	\$1,150,000	\$948,000	+\$202,000	+21.3%	\$32,196,620	\$31,577,255	+\$619,365	+2.0%
Kapalua	1	2	-1	-50.0%	\$3,150,000	\$4,962,500	-\$1,812,500	-36.5%	\$3,150,000	\$4,962,500	-\$1,812,500	-36.5%	\$3,150,000	\$9,925,000	-\$6,775,000	-68.3%
Kaupo	0	0	0										\$0	\$0	\$0	
Keanae	0	0	0										\$0	\$0	\$0	
Kihei	39	40	-1	-2.5%	\$1,501,731	\$1,179,893	+\$321,838	+27.3%	\$1,300,000	\$1,085,000	+\$215,000	+19.8%	\$58,567,500	\$47,195,700	+\$11,371,800	+24.1%
Kipahulu	0	0	0										\$0	\$0	\$0	
Kula/Ulupalakua/Kanaio	14	15	-1	-6.7%	\$1,643,413	\$1,335,333	+\$308,079	+23.1%	\$1,312,500	\$1,300,000	+\$12,500	+1.0%	\$23,007,775	\$20,030,000	+\$2,977,775	+14.9%
Lahaina	10	15	-5	-33.3%	\$2,830,525	\$3,981,584	-\$1,151,059	-28.9%	\$3,041,000	\$2,100,000	+\$941,000	+44.8%	\$28,305,250	\$59,723,758	-\$31,418,508	-52.6%
Maalaea	1	0	+1		\$2,933,006				\$2,933,006				\$2,933,006	\$0	+\$2,933,006	
Makawao/Olinda/Haliimaile	30	13	+17	+130.8%	\$1,467,558	\$1,328,838	+\$138,720	+10.4%	\$1,090,000	\$989,000	+\$101,000	+10.2%	\$44,026,725	\$17,274,892	+\$26,751,833	+154.9%
Maui Meadows	5	7	-2	-28.6%	\$2,302,000	\$2,367,714	-\$65,714	-2.8%	\$2,200,000	\$2,880,000	-\$680,000	-23.6%	\$11,510,000	\$16,574,000	-\$5,064,000	-30.6%
Nahiku	0	0	0										\$0	\$0	\$0	
Napili/Kahana/Honokowai	12	9	+3	+33.3%	\$1,548,101	\$1,373,055	+\$175,046	+12.7%	\$1,652,500	\$1,462,500	+\$190,000	+13.0%	\$18,577,216	\$12,357,499	+\$6,219,717	+50.3%
Olowalu	0	1	-1	-100.0%		\$2,100,000				\$2,100,000			\$0	\$2,100,000	-\$2,100,000	-100.0%
Pukalani	5	10	-5	-50.0%	\$1,165,000	\$1,159,300	+\$5,700	+0.5%	\$905,000	\$1,075,000	-\$170,000	-15.8%	\$5,825,000	\$11,593,000	-\$5,768,000	-49.8%
Spreckelsville/Paia/Kuau	9	2	+7	+350.0%	\$3,614,667	\$1,701,802	+\$1,912,865	+112.4%	\$3,100,000	\$1,701,802	+\$1,398,199	+82.2%	\$32,532,000	\$3,403,603	+\$29,128,397	+855.8%
Wailea/Makena	13	9	+4	+44.4%	\$6,156,765	\$9,756,277	-\$3,599,511	-36.9%	\$4,700,000	\$5,800,000	-\$1,100,000	-19.0%	\$80,037,950	\$87,806,491	-\$7,768,541	-8.8%
Wailuku	53	50	+3	+6.0%	\$1,209,020	\$1,053,190	+\$155,829	+14.8%	\$1,260,000	\$982,500	+\$277,500	+28.2%	\$64,078,037	\$52,659,504	+\$11,418,533	+21.7%
Lanai	3	3	0	0.0%	\$766,667	\$736,667	+\$30,000	+4.1%	\$745,000	\$740,000	+\$5,000	+0.7%	\$2,300,000	\$2,210,000	+\$90,000	+4.1%
Molokai	14	8	+6	+75.0%	\$567,461	\$520,000	+\$47,461	+9.1%	\$448,500	\$365,000	+\$83,500	+22.9%	\$7,944,450	\$4,160,000	+\$3,784,450	+91.0%
All MLS	264	238	+26	+10.9%	\$1,780,350	\$1,861,114	-\$80,764	-4.3%	\$1,300,000	\$1,147,500	+\$152,500	+13.3%	\$470,012,529	\$442,945,162	+\$27,067,367	+6.1%

Total Condominium Sales – Year to Date



	N	lumbe	r of Sa	ales	А	verage Sa	les Price		ı	Median Sa	ales Price		Total Dollar Volume				
Area Name	Apr-24 YTD Sales	Apr-23 YTD Sales	Unit Change	Percent Change	Apr-24 YTD Average	Apr-23 YTD Average	Dollar Change	Percent Change	Apr-24 YTD Median	Apr-23 YTD Median	Dollar Change	Percent Change	Apr-24 YTD Volume	Apr-23 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	37	20	+17	+85.0%	\$1,673,304	\$1,810,150	-\$136,846	-7.6%	\$1,550,000	\$1,784,500	-\$234,500	-13.1%	\$61,912,250	\$36,203,000	+\$25,709,250	+71.0%	
Kahakuloa	0	0	0										\$0	\$0	\$0		
Kahului	13	7	+6	+85.7%	\$269,885	\$257,571	+\$12,313	+4.8%	\$251,000	\$275,000	-\$24,000	-8.7%	\$3,508,500	\$1,803,000	+\$1,705,500	+94.6%	
Kapalua	7	11	-4	-36.4%	\$3,628,143	\$1,739,455	+\$1,888,688	+108.6%	\$2,795,000	\$1,675,000	+\$1,120,000	+66.9%	\$25,397,000	\$19,134,000	+\$6,263,000	+32.7%	
Kaupo	0	0	0										\$0	\$0	\$0		
Keanae	0	0	0										\$0	\$0	\$0		
Kihei	135	134	+1	+0.7%	\$958,405	\$873,453	+\$84,952	+9.7%	\$800,000	\$800,000	\$0	0.0%	\$129,384,733	\$117,042,737	+\$12,341,996	+10.5%	
Kipahulu	0	0	0										\$0	\$0	\$0		
Kula/Ulupalakua/Kanaio	0	0	0										\$0	\$0	\$0		
Lahaina	1	30	-29	-96.7%	\$95,000	\$1,023,617	-\$928,617	-90.7%	\$95,000	\$870,750	-\$775,750	-89.1%	\$95,000	\$30,708,500	-\$30,613,500	-99.7%	
Maalaea	10	16	-6	-37.5%	\$923,700	\$726,469	+\$197,231	+27.1%	\$972,500	\$719,000	+\$253,500	+35.3%	\$9,237,000	\$11,623,500	-\$2,386,500	-20.5%	
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	64	53	+11	+20.8%	\$743,082	\$744,189	-\$1,107	-0.1%	\$687,500	\$710,000	-\$22,500	-3.2%	\$47,557,250	\$39,442,000	+\$8,115,250	+20.6%	
Olowalu	0	0	0										\$0	\$0	\$0		
Pukalani	3	2	+1	+50.0%	\$973,333	\$864,500	+\$108,833	+12.6%	\$969,000	\$864,500	+\$104,500	+12.1%	\$2,920,000	\$1,729,000	+\$1,191,000	+68.9%	
Spreckelsville/Paia/Kuau	1	0	+1		\$838,500				\$838,500				\$838,500	\$0	+\$838,500		
Wailea/Makena	57	27	+30	+111.1%	\$3,807,539	\$4,249,542	-\$442,002	-10.4%	\$2,731,550	\$2,300,000	+\$431,550	+18.8%	\$217,029,749	\$114,737,627	+\$102,292,122	+89.2%	
Wailuku	22	19	+3	+15.8%	\$610,364	\$538,632	+\$71,732	+13.3%	\$610,000	\$537,000	+\$73,000	+13.6%	\$13,428,000	\$10,234,000	+\$3,194,000	+31.2%	
Lanai	2	1	+1	+100.0%	\$2,727,500	\$1,650,000	+\$1,077,500	+65.3%	\$2,727,500	\$1,650,000	+\$1,077,500	+65.3%	\$5,455,000	\$1,650,000	+\$3,805,000	+230.6%	
Molokai	6	13	-7	-53.8%	\$241,583	\$335,038	-\$93,455	-27.9%	\$267,250	\$350,000	-\$82,750	-23.6%	\$1,449,500	\$4,355,500	-\$2,906,000	-66.7%	
All MLS	358	333	+25	+7.5%	\$1,447,521	\$1,167,156	+\$280,365	+24.0%	\$880,000	\$820,000	+\$60,000	+7.3%	\$518,212,482	\$388,662,864	+\$129,549,618	+33.3%	

Fee Simple Condominium Sales – Year to Date



	N	umbe	r of Sa	ales	Α	verage Sa	ales Price			Median Sa	ales Price		Total Dollar Volume				
Area Name	Apr-24 YTD Sales	Apr-23 YTD Sales	Unit Change	Percent Change	Apr-24 YTD Average	Apr-23 YTD Average	Dollar Change	Percent Change	Apr-24 YTD Median	Apr-23 YTD Median	Dollar Change	Percent Change	Apr-24 YTD Volume	Apr-23 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	34	17	+17	+100.0%	\$1,765,684	\$1,982,529	-\$216,846	-10.9%	\$1,570,000	\$1,975,000	-\$405,000	-20.5%	\$60,033,250	\$33,703,000	+\$26,330,250	+78.1%	
Kahakuloa	0	0	0										\$0	\$0	\$0		
Kahului	13	7	+6	+85.7%	\$269,885	\$257,571	+\$12,313	+4.8%	\$251,000	\$275,000	-\$24,000	-8.7%	\$3,508,500	\$1,803,000	+\$1,705,500	+94.6%	
Kapalua	7	11	-4	-36.4%	\$3,628,143	\$1,739,455	+\$1,888,688	+108.6%	\$2,795,000	\$1,675,000	+\$1,120,000	+66.9%	\$25,397,000	\$19,134,000	+\$6,263,000	+32.7%	
Kaupo	0	0	0										\$0	\$0	\$0		
Keanae	0	0	0										\$0	\$0	\$0		
Kihei	129	131	-2	-1.5%	\$983,944	\$874,525	+\$109,419	+12.5%	\$815,000	\$800,000	+\$15,000	+1.9%	\$126,928,733	\$114,562,737	+\$12,365,996	+10.8%	
Kipahulu	0	0	0										\$0	\$0	\$0		
Kula/Ulupalakua/Kanaio	0	0	0										\$0	\$0	\$0		
Lahaina	1	27	-26	-96.3%	\$95,000	\$1,093,352	-\$998,352	-91.3%	\$95,000	\$885,000	-\$790,000	-89.3%	\$95,000	\$29,520,500	-\$29,425,500	-99.7%	
Maalaea	6	5	+1	+20.0%	\$1,136,667	\$991,500	+\$145,167	+14.6%	\$1,100,000	\$915,000	+\$185,000	+20.2%	\$6,820,000	\$4,957,500	+\$1,862,500	+37.6%	
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	52	40	+12	+30.0%	\$781,019	\$794,250	-\$13,231	-1.7%	\$715,000	\$780,000	-\$65,000	-8.3%	\$40,613,000	\$31,770,000	+\$8,843,000	+27.8%	
Olowalu	0	0	0										\$0	\$0	\$0		
Pukalani	3	2	+1	+50.0%	\$973,333	\$864,500	+\$108,833	+12.6%	\$969,000	\$864,500	+\$104,500	+12.1%	\$2,920,000	\$1,729,000	+\$1,191,000	+68.9%	
Spreckelsville/Paia/Kuau	1	0	+1		\$838,500				\$838,500				\$838,500	\$0	+\$838,500		
Wailea/Makena	57	27	+30	+111.1%	\$3,807,539	\$4,249,542	-\$442,002	-10.4%	\$2,731,550	\$2,300,000	+\$431,550	+18.8%	\$217,029,749	\$114,737,627	+\$102,292,122	+89.2%	
Wailuku	22	19	+3	+15.8%	\$610,364	\$538,632	+\$71,732	+13.3%	\$610,000	\$537,000	+\$73,000	+13.6%	\$13,428,000	\$10,234,000	+\$3,194,000	+31.2%	
Lanai	2	1	+1	+100.0%	\$2,727,500	\$1,650,000	+\$1,077,500	+65.3%	\$2,727,500	\$1,650,000	+\$1,077,500	+65.3%	\$5,455,000	\$1,650,000	+\$3,805,000	+230.6%	
Molokai	5	12	-7	-58.3%	\$261,900	\$350,458	-\$88,558	-25.3%	\$275,000	\$365,000	-\$90,000	-24.7%	\$1,309,500	\$4,205,500	-\$2,896,000	-68.9%	
All MLS	332	299	+33	+11.0%	\$1,519,206	\$1,230,792	+\$288,413	+23.4%	\$954,500	\$852,500	+\$102,000	+12.0%	\$504,376,232	\$368,006,864	+\$136,369,368	+37.1%	

Leasehold Condominium Sales – Year to Date



Area Name	N	umbe	er of Sa	iles	1	Average Sa	ales Price			Median Sa	les Price		Total Dollar Volume				
	Apr-24 YTD Sales	Apr-23 YTD Sales	Unit Change	Percent Change	Apr-24 YTD Average	Apr-23 YTD Average	Dollar Change	Percent Change	Apr-24 YTD Median	Apr-23 YTD Median	Dollar Change	Percent Change	Apr-24 YTD Volume	Apr-23 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	3	3	0	0.0%	\$626,333	\$833,333	-\$207,000	-24.8%	\$639,000	\$650,000	-\$11,000	-1.7%	\$1,879,000	\$2,500,000	-\$621,000	-24.8%	
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	6	3	+3	+100.0%	\$409,333	\$826,667	-\$417,333	-50.5%	\$472,500	\$1,000,000	-\$527,500	-52.8%	\$2,456,000	\$2,480,000	-\$24,000	-1.0%	
Kipahulu	0	0	0										\$0	\$0	\$0		
Kula/Ulupalakua/Kanaio	0	0	0										\$0	\$0	\$0		
Lahaina	0	3	-3	-100.0%		\$396,000				\$385,000			\$0	\$1,188,000	-\$1,188,000	-100.0%	
Maalaea	4	11	-7	-63.6%	\$604,250	\$606,000	-\$1,750	-0.3%	\$619,000	\$660,000	-\$41,000	-6.2%	\$2,417,000	\$6,666,000	-\$4,249,000	-63.7%	
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	12	13	-1	-7.7%	\$578,688	\$590,154	-\$11,466	-1.9%	\$370,000	\$375,000	-\$5,000	-1.3%	\$6,944,250	\$7,672,000	-\$727,750	-9.5%	
Olowalu	0	0	0										\$0	\$0	\$0		
Pukalani	0	0	0										\$0	\$0	\$0		
Spreckelsville/Paia/Kuau	0	0	0										\$0	\$0	\$0		
Wailea/Makena	0	0	0										\$0	\$0	\$0		
Wailuku	0	0	0										\$0	\$0	\$0		
Lanai	0	0	0										\$0	\$0	\$0		
Molokai	1	1	0	0.0%	\$140,000	\$150,000	-\$10,000	-6.7%	\$140,000	\$150,000	-\$10,000	-6.7%	\$140,000	\$150,000	-\$10,000	-6.7%	
All MLS	26	34	-8	-23.5%	\$532,163	\$607,529	-\$75,366	-12.4%	\$475,000	\$524,500	-\$49,500	-9.4%	\$13,836,250	\$20,656,000	-\$6,819,750	-33.0%	

Land Sales – Year to Date



	N	umbe	r of S	ales		Average Sa	ales Price		Median Sa	les Price		Total Dollar Volume				
Area Name	Apr-24 YTD Sales	Apr-23 YTD Sales	Unit Change	Percent Change	Apr-24 YTD Average	Apr-23 YTD Average	Dollar Change	Percent Change	Apr-24 YTD Median	Apr-23 YTD Median	Dollar Change	Percent Change	Apr-24 YTD Volume	Apr-23 YTD Volume	Dollar Change	Percent Change
Haiku	7	12	-5	-41.7%	\$587,929	\$806,888	-\$218,959	-27.1%	\$445,500	\$765,000	-\$319,500	-41.8%	\$4,115,500	\$11,275,765	-\$7,160,265	-63.5%
Hana	3	6	-3	-50.0%	\$950,000	\$565,833	+\$384,167	+67.9%	\$385,000	\$582,500	-\$197,500	-33.9%	\$2,850,000	\$3,395,000	-\$545,000	-16.1%
Honokohau	0	0	0										\$0	\$0	\$0	
Kaanapali	3	5	-2	-40.0%	\$955,000	\$2,728,200	-\$1,773,200	-65.0%	\$1,075,000	\$940,000	+\$135,000	+14.4%	\$2,865,000	\$13,641,000	-\$10,776,000	-79.0%
Kahakuloa	0	0	0										\$0	\$0	\$0	
Kahului	0	0	0										\$0	\$0	\$0	
Kapalua	2	1	+1	+100.0%	\$1,700,000	\$1,525,000	+\$175,000	+11.5%	\$1,700,000	\$1,525,000	+\$175,000	+11.5%	\$3,125,000	\$1,525,000	+\$1,600,000	+104.9%
Kaupo	1	0	+1		\$630,000				\$630,000				\$630,000	\$0	+\$630,000	
Keanae	1	0	+1		\$665,000				\$665,000				\$665,000	\$0	+\$665,000	
Kihei	1	0	+1		\$865,000				\$865,000				\$865,000	\$0	+\$865,000	
Kipahulu	0	0	0										\$0	\$0	\$0	
Kula/Ulupalakua/Kanaio	5	8	-3	-37.5%	\$655,400	\$1,469,438	-\$814,038	-55.4%	\$700,000	\$1,275,000	-\$575,000	-45.1%	\$3,277,000	\$11,755,500	-\$8,478,500	-72.1%
Lahaina	12	1	+11	+1,100.0%	\$781,333	\$2,000,000	-\$1,218,667	-60.9%	\$862,501	\$2,000,000	-\$1,137,500	-56.9%	\$9,376,001	\$2,000,000	+\$7,376,001	+368.8%
Maalaea	0	0	0										\$0	\$0	\$0	
Makawao/Olinda/Haliimaile	1	4	-3	-75.0%	\$1,550,000	\$987,500	+\$562,500	+57.0%	\$1,550,000	\$950,000	+\$600,000	+63.2%	\$1,550,000	\$3,950,000	-\$2,400,000	-60.8%
Maui Meadows	0	0	0										\$0	\$0	\$0	
Nahiku	0	0	0										\$0	\$0	\$0	
Napili/Kahana/Honokowai	1	0	+1		\$4,200,000				\$4,200,000				\$4,200,000	\$0	+\$4,200,000	
Olowalu	0	1	-1	-100.0%		\$780,000				\$780,000			\$0	\$780,000	-\$780,000	-100.0%
Pukalani	2	0	+2		\$492,000				\$492,000				\$984,000	\$0	+\$984,000	
Spreckelsville/Paia/Kuau	1	0	+1		\$2,350,000				\$2,350,000				\$2,350,000	\$0	+\$2,350,000	
Wailea/Makena	27	2	+25	+1,250.0%	\$5,046,296	\$4,250,000	+\$796,296	+18.7%	\$4,500,000	\$4,250,000	+\$250,000	+5.9%	\$136,250,000	\$8,500,000	+\$127,750,000	+1,502.9%
Wailuku	3	19	-16	-84.2%	\$935,333	\$593,368	+\$341,965	+57.6%	\$649,000	\$550,000	+\$99,000	+18.0%	\$2,806,000	\$11,274,000	-\$8,468,000	-75.1%
Lanai	0	0	0										\$0	\$0	\$0	
Molokai	3	3	0	0.0%	\$206,667	\$202,667	+\$4,000	+2.0%	\$67,500	\$225,000	-\$157,500	-70.0%	\$620,000	\$608,000	+\$12,000	+2.0%
All MLS	73	62	+11	+17.7%	\$2,431,993	\$1,086,955	+\$1,345,038	+123.7%	\$1,112,500	\$625,000	+\$487,500	+78.0%	\$176,528,501	\$68,704,265	+\$107,824,236	+156.9%