# **Single Family Market Overview**





Key Metrics	Historical Sparkbars	6-2023	6-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings	6-2022 12-2022 6-2023 12-2023 6-2024	88	103	+ 17.0%	520	622	+ 19.6%
Pending Sales	6-2022 12-2022 6-2023 12-2023 6-2024	71	53	- 25.4%	410	404	- 1.5%
Closed Sales	6-2022 12-2022 6-2023 12-2023 6-2024	72	65	- 9.7%	384	406	+ 5.7%
Days on Market Until Sale	6-2022 12-2022 6-2023 12-2023 6-2024	114	119	+ 4.4%	119	120	+ 0.8%
Median Sales Price	6-2022 12-2022 6-2023 12-2023 6-2024	\$1,032,000	\$1,350,000	+ 30.8%	\$1,150,000	\$1,300,000	+ 13.0%
Average Sales Price	6-2022 12-2022 6-2023 12-2023 6-2024	\$1,588,228	\$1,611,101	+ 1.4%	\$1,847,685	\$1,793,561	- 2.9%
Percent of List Price Received	6-2022 12-2022 6-2023 12-2023 6-2024	97.4%	99.4%	+ 2.1%	96.9%	98.1%	+ 1.2%
Housing Affordability Index	6-2022 12-2022 6-2023 12-2023 6-2024	39	29	- 25.6%	35	31	- 11.4%
Inventory of Homes for Sale	6-2022 12-2022 6-2023 12-2023 6-2024	256	322	+ 25.8%	_	_	_
Months Supply of Inventory	6-2022 12-2022 6-2023 12-2023 6-2024	3.9	5.2	+ 33.3%	_	_	_

# **Condominium Market Overview**



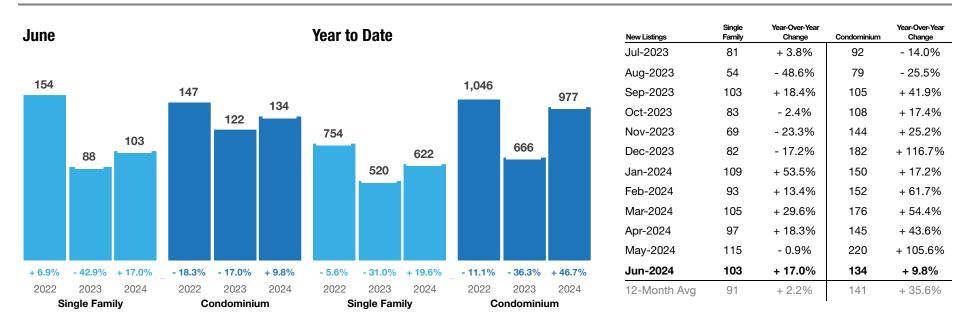


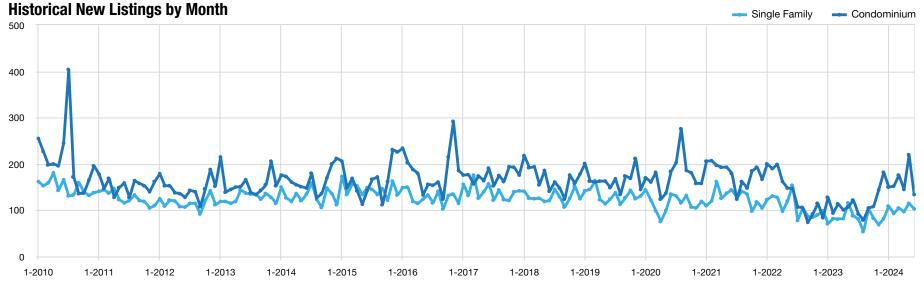
Key Metrics	Historical Sparkbars	6-2023	6-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings	6-2022 12-2022 6-2023 12-2023 6-2024	122	134	+ 9.8%	666	977	+ 46.7%
Pending Sales	6-2022 12-2022 6-2023 12-2023 6-2024	89	53	- 40.4%	537	434	- 19.2%
Closed Sales	6-2022 12-2022 6-2023 12-2023 6-2024	93	59	- 36.6%	517	496	- 4.1%
Days on Market Until Sale	6-2022 12-2022 6-2023 12-2023 6-2024	126	118	- 6.3%	107	97	- 9.3%
Median Sales Price	6-2022 12-2022 6-2023 12-2023 6-2024	\$979,900	\$980,000	+ 0.0%	\$840,000	\$899,500	+ 7.1%
Average Sales Price	6-2022 12-2022 6-2023 12-2023 6-2024	\$1,286,274	\$1,404,586	+ 9.2%	\$1,155,209	\$1,446,384	+ 25.2%
Percent of List Price Received	6-2022 12-2022 6-2023 12-2023 6-2024	98.8%	96.5%	- 2.3%	98.4%	97.4%	- 1.0%
Housing Affordability Index	6-2022 12-2022 6-2023 12-2023 6-2024	41	40	- 2.4%	48	44	- 8.3%
Inventory of Homes for Sale	6-2022 12-2022 6-2023 12-2023 6-2024	224	668	+ 198.2%	_	_	_
Months Supply of Inventory	6-2022 12-2022 6-2023 12-2023 6-2024	2.7	9.7	+ 259.3%	_	_	_

### **New Listings**

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



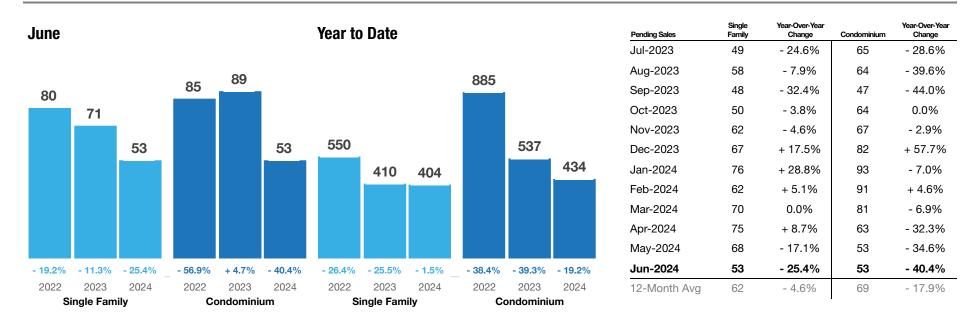


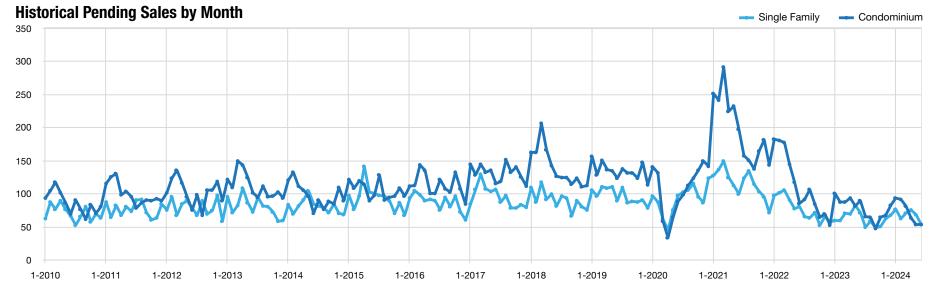


### **Pending Sales**

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



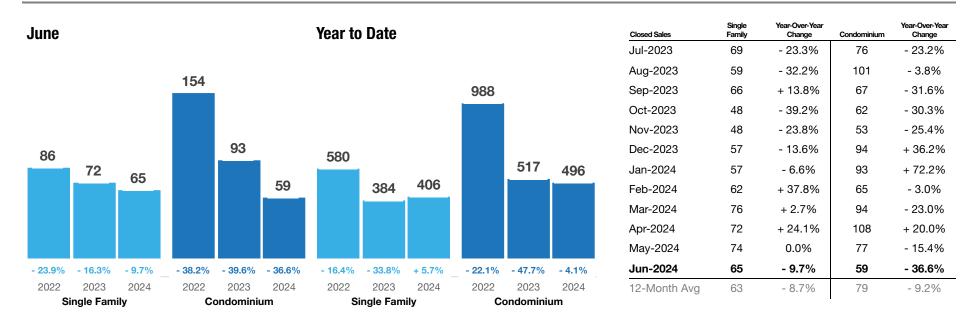


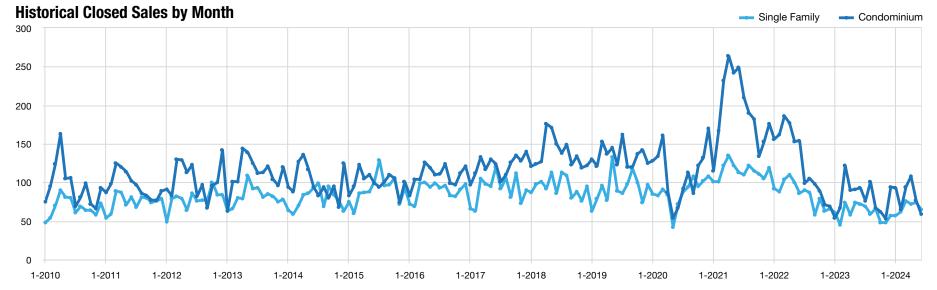


#### **Closed Sales**

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



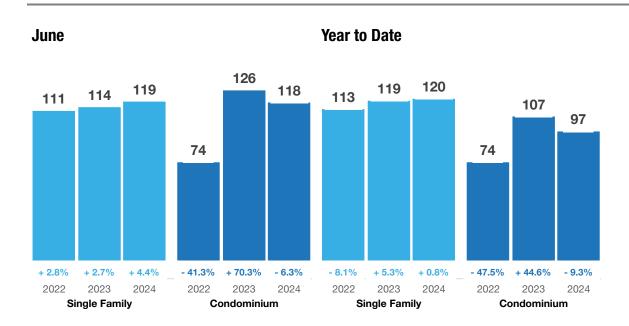




### **Days on Market Until Sale**

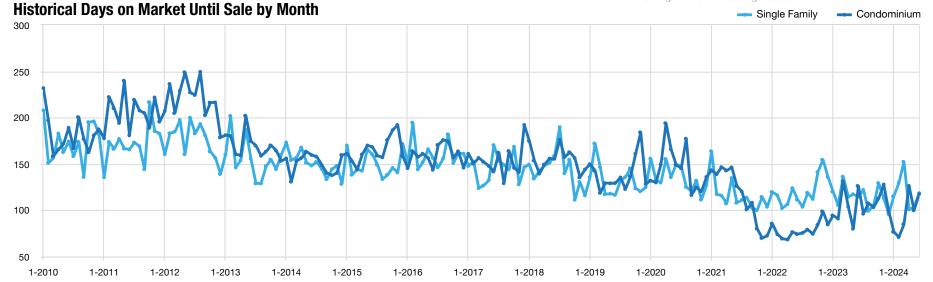
Average number of days between when a property is listed and when it closed in a given month.



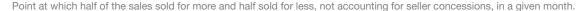


Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2023	122	+ 17.3%	96	+ 26.3%
Aug-2023	99	- 16.8%	108	+ 36.7%
Sep-2023	105	- 6.3%	103	+ 39.2%
Oct-2023	129	- 8.5%	113	+ 34.5%
Nov-2023	113	- 27.1%	128	+ 29.3%
Dec-2023	96	- 29.4%	99	+ 16.5%
Jan-2024	115	- 4.2%	77	- 18.1%
Feb-2024	130	+ 22.6%	71	- 22.0%
Mar-2024	152	+ 11.8%	85	- 35.6%
Apr-2024	101	- 11.4%	126	+ 21.2%
May-2024	103	- 12.0%	100	+ 25.0%
Jun-2024	119	+ 4.4%	118	- 6.3%
12-Month Avg*	116	- 6.0%	101	+ 7.4%

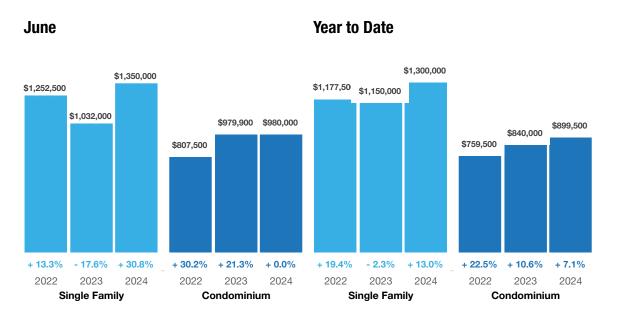
<sup>\*</sup> Days on Market for all properties from July 2023 through June 2024. This is not the average of the individual figures above.



#### **Median Sales Price**

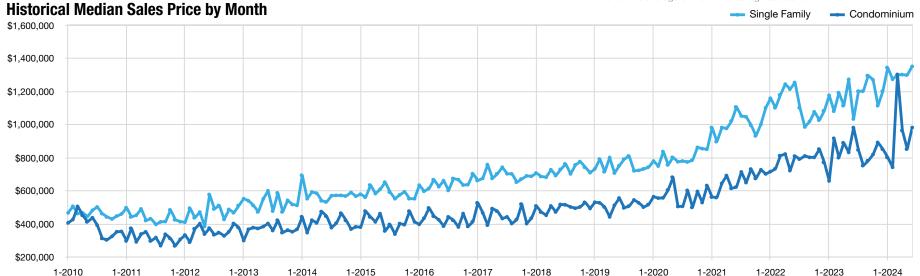






Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2023	\$1,200,000	+ 9.1%	\$845,000	+ 7.0%
Aug-2023	\$1,200,000	+ 22.0%	\$750,000	- 7.2%
Sep-2023	\$1,294,500	+ 27.3%	\$779,000	- 2.6%
Oct-2023	\$1,269,025	+ 18.0%	\$817,000	+ 2.1%
Nov-2023	\$1,112,500	+ 8.5%	\$890,000	+ 4.7%
Dec-2023	\$1,200,000	+ 11.0%	\$850,000	+ 10.4%
Jan-2024	\$1,342,581	+ 14.3%	\$800,000	+ 21.7%
Feb-2024	\$1,272,000	+ 17.9%	\$740,000	- 19.1%
Mar-2024	\$1,299,346	+ 9.1%	\$1,301,250	+ 63.0%
Apr-2024	\$1,300,000	+ 16.9%	\$962,500	+ 8.4%
May-2024	\$1,297,500	+ 2.0%	\$850,000	+ 2.4%
Jun-2024	\$1,350,000	+ 30.8%	\$980,000	+ 0.0%
12-Month Avg <sup>2</sup>	\$1,275,000	+ 15.9%	\$850,000	+ 3.7%

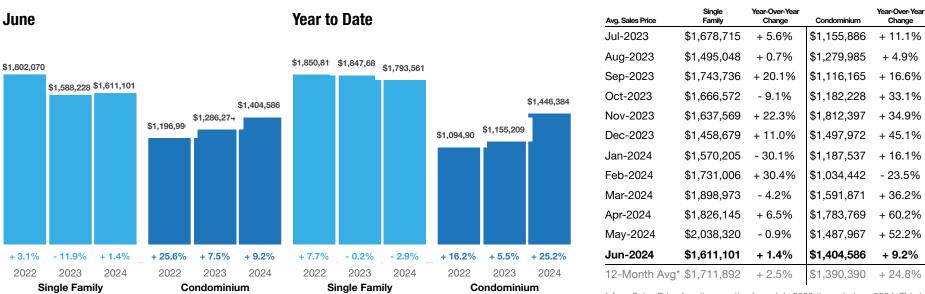
 $<sup>^{\</sup>star}$  Median Sales Price for all properties from July 2023 through June 2024. This is not the average of the individual figures above.



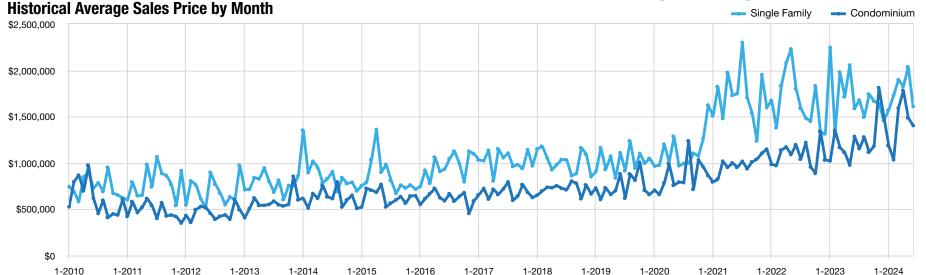
#### **Average Sales Price**

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





<sup>\*</sup> Avg. Sales Price for all properties from July 2023 through June 2024. This is not the average of the individual figures above.



#### **Percent of List Price Received**

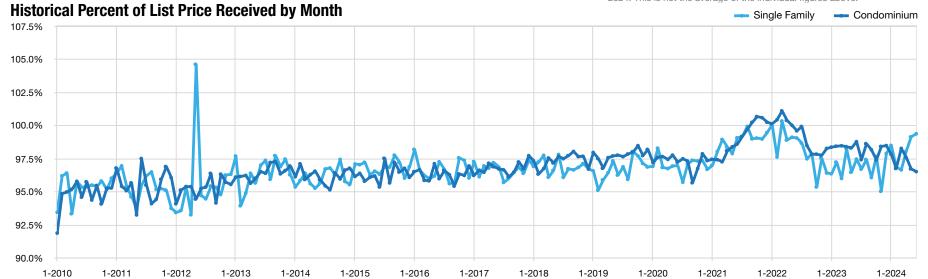


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June	Year to Date										
99.0%	97.4%	99.4%	99.6%	98.8%	96.5%	99.2%	96.9%	98.1%	100.3%	98.4%	97.4%
0.0%	- 1.6%	+ 2.1%	+ 1.0%	- 0.8%	- 2.3%	+ 1.0%	- 2.3%	+ 1.2%	+ 2.5%	- 1.9%	- 1.0%
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	ım

Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	95.0%	- 2.6%	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	98.0%	- 0.2%	97.6%	- 0.8%
May-2024	99.1%	+ 2.7%	96.7%	- 1.6%
Jun-2024	99.4%	+ 2.1%	96.5%	- 2.3%
12-Month Avg*	97.5%	+ 0.4%	97.7%	- 0.7%

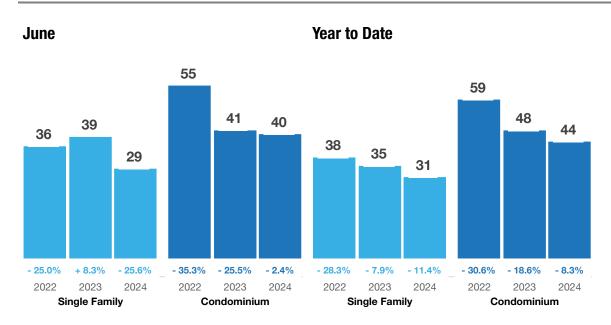
<sup>\*</sup> Pct. of List Price Received for all properties from July 2023 through June 2024. This is not the average of the individual figures above.



### **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.



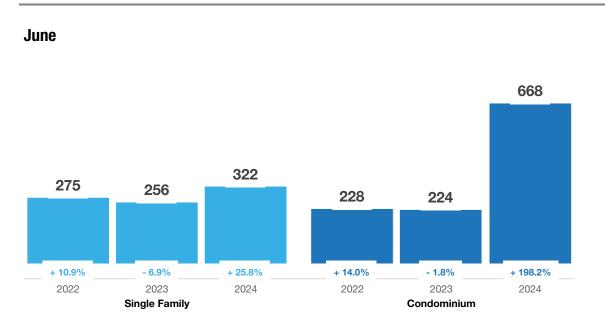
Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2023	33	- 19.5%	47	- 17.5%
Aug-2023	32	- 31.9%	51	- 10.5%
Sep-2023	30	- 28.6%	49	- 7.5%
Oct-2023	29	- 19.4%	45	- 8.2%
Nov-2023	34	- 15.0%	43	- 10.4%
Dec-2023	34	- 10.5%	48	- 11.1%
Jan-2024	30	- 16.7%	50	- 21.9%
Feb-2024	31	- 18.4%	53	+ 17.8%
Mar-2024	31	- 11.4%	31	- 40.4%
Apr-2024	30	- 18.9%	40	- 13.0%
May-2024	30	- 6.3%	46	- 6.1%
Jun-2024	29	- 25.6%	40	- 2.4%
12-Month Avg	31	- 18.4%	45	- 11.8%



# **Inventory of Homes for Sale**

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





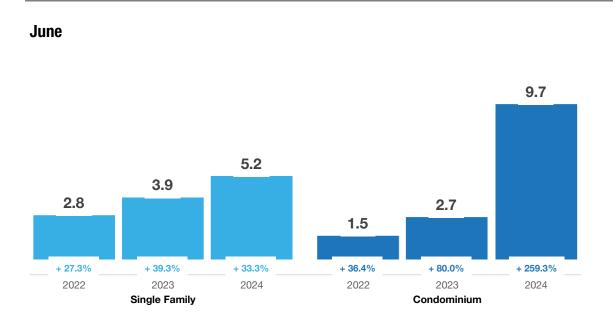
Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2023	265	- 1.9%	231	- 0.9%
Aug-2023	207	- 27.1%	199	- 4.8%
Sep-2023	231	- 10.8%	231	+ 37.5%
Oct-2023	243	- 8.6%	254	+ 43.5%
Nov-2023	232	- 13.1%	304	+ 47.6%
Dec-2023	231	- 18.7%	376	+ 71.7%
Jan-2024	241	- 13.0%	386	+ 67.8%
Feb-2024	262	- 6.1%	426	+ 92.8%
Mar-2024	275	+ 4.6%	489	+ 119.3%
Apr-2024	275	+ 7.0%	534	+ 158.0%
May-2024	299	+ 15.9%	635	+ 187.3%
Jun-2024	322	+ 25.8%	668	+ 198.2%
12-Month Avg	257	- 4.1%	394	+ 85.8%



# **Months Supply of Inventory**







Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2023	4.1	+ 41.4%	2.8	+ 75.0%
Aug-2023	3.3	+ 3.1%	2.6	+ 73.3%
Sep-2023	3.8	+ 22.6%	3.1	+ 158.3%
Oct-2023	4.0	+ 21.2%	3.4	+ 142.9%
Nov-2023	3.8	+ 11.8%	4.1	+ 141.2%
Dec-2023	3.7	0.0%	4.9	+ 157.9%
Jan-2024	3.8	0.0%	5.0	+ 127.3%
Feb-2024	4.1	+ 2.5%	5.5	+ 139.1%
Mar-2024	4.3	+ 10.3%	6.4	+ 156.0%
Apr-2024	4.3	+ 10.3%	7.2	+ 200.0%
May-2024	4.7	+ 20.5%	8.9	+ 229.6%
Jun-2024	5.2	+ 33.3%	9.7	+ 259.3%
12-Month Avg*	4.1	+ 14.5%	5.3	+ 165.8%

<sup>\*</sup> Months Supply for all properties from July 2023 through June 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	6-2023	6-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings	6-2022 12-2022 6-2023 12-2023 6-2024	237	256	+ 8.0%	1,335	1,770	+ 32.6%
Pending Sales	6-2022 12-2022 6-2023 12-2023 6-2024	177	115	- 35.0%	1,029	918	- 10.8%
Closed Sales	6-2022 12-2022 6-2023 12-2023 6-2024	175	139	- 20.6%	984	1,011	+ 2.7%
Days on Market Until Sale	6-2022 12-2022 6-2023 12-2023 6-2024	123	131	+ 6.5%	119	111	- 6.7%
Median Sales Price	6-2022 12-2022 6-2023 12-2023 6-2024	\$999,000	\$1,295,000	+ 29.6%	\$950,000	\$1,150,000	+ 21.1%
Average Sales Price	6-2022 12-2022 6-2023 12-2023 6-2024	\$1,515,136	\$1,581,699	+ 4.4%	\$1,438,195	\$1,673,415	+ 16.4%
Percent of List Price Received	6-2022 12-2022 6-2023 12-2023 6-2024	97.9%	97.9%	0.0%	97.6%	97.6%	0.0%
Housing Affordability Index	6-2022 12-2022 6-2023 12-2023 6-2024	40	31	- 22.5%	42	35	- 16.7%
Inventory of Homes for Sale	6-2022 12-2022 6-2023 12-2023 6-2024	625	1,173	+ 87.7%	_		_
Months Supply of Inventory	6-2022 12-2022 6-2023 12-2023 6-2024	3.8	8.2	+ 115.8%	_		_

# **Single Family Monthly Sales Volume**

**June 2024** 



		June 20	24		May 20	24		June 20	)23
Area Name	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	6	\$11,220,000	\$1,667,500	8	\$10,755,000	\$1,500,000	2	\$3,022,500	\$1,511,250
Hana	0			2	\$2,020,000	\$1,010,000	2	\$3,650,000	\$1,825,000
Honokohau	0			0			0		
Kaanapali	1	\$3,575,000	\$3,575,000	3	\$9,660,000	\$2,750,000	0		
Kahakuloa	0			0			0		
Kahului	4	\$3,880,000	\$992,500	6	\$7,606,000	\$1,286,500	15	\$13,969,888	\$935,000
Kapalua	2	\$10,263,000	\$5,131,500	0			2	\$12,080,000	\$6,040,000
Kaupo	0			0			1	\$725,000	\$725,000
Keanae	0			0			0		
Kihei	15	\$22,287,650	\$1,300,000	7	\$10,378,500	\$1,274,000	8	\$11,650,150	\$1,227,500
Kipahulu	0			0			0		
Kula/Ulupalakua/Kanaio	5	\$7,883,500	\$1,586,000	3	\$5,923,000	\$2,073,000	6	\$8,135,000	\$1,262,500
Lahaina	2	\$3,562,500	\$1,781,250	2	\$3,695,000	\$1,847,500	4	\$9,645,000	\$872,500
Maalaea	0			0			0		
Makawao/Olinda/Haliimaile	5	\$6,725,000	\$1,395,000	12	\$18,293,150	\$1,303,500	3	\$7,494,000	\$1,500,000
Maui Meadows	1	\$3,530,000	\$3,530,000	1	\$2,995,000	\$2,995,000	3	\$8,050,000	\$2,700,000
Nahiku	0			0			0		
Napili/Kahana/Honokowai	2	\$1,960,000	\$980,000	2	\$2,170,000	\$1,085,000	4	\$5,165,000	\$1,357,500
Olowalu	0			0			1	\$7,500,000	\$7,500,000
Pukalani	3	\$4,140,000	\$1,400,000	2	\$4,967,775	\$2,483,888	5	\$5,708,400	\$950,000
Spreckelsville/Paia/Kuau	0			1	\$975,000	\$975,000	2	\$3,993,500	\$1,996,750
Wailea/Makena	2	\$7,815,000	\$3,907,500	3	\$47,245,000	\$6,050,000	0		
Wailuku	12	\$14,879,892	\$1,283,240	18	\$21,460,256	\$1,257,500	10	\$10,375,000	\$957,500
Lanai	1	\$545,000	\$545,000	1	\$745,000	\$745,000	1	\$635,000	\$635,000
Molokai	4	\$2,455,000	\$650,000	3	\$1,947,000	\$568,000	3	\$2,554,000	\$675,000
All MLS	65	\$104,721,542	\$1,350,000	74	\$150,835,681	\$1,297,500	72	\$114,352,438	\$1,032,000

# **Condominium Monthly Sales Volume**

**June 2024** 



		June 20	24		May 20	24		June 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	7	\$8,957,500	\$1,295,000	7	\$11,654,250	\$1,200,000	8	\$13,939,900	\$1,500,000
Kahakuloa	0			0			0		
Kahului	0			3	\$795,000	\$250,000	2	\$508,000	\$254,000
Kapalua	4	\$10,290,000	\$1,270,000	4	\$14,575,000	\$3,787,500	5	\$17,245,000	\$1,595,000
Kaupo	0			0			0		
Keanae	0			0			0		
Kihei	14	\$14,082,000	\$780,000	19	\$17,895,000	\$780,000	40	\$36,736,300	\$810,000
Kipahulu	0			0			0		
Kula/Ulupalakua/Kanaio	0			0			0		
Lahaina	0			0			2	\$1,305,000	\$652,500
Maalaea	2	\$1,186,000	\$593,000	2	\$1,460,000	\$730,000	3	\$2,212,500	\$735,000
Makawao/Olinda/Haliimaile	0			0			0		
Maui Meadows	0			0			0		
Nahiku	0			0			0		
Napili/Kahana/Honokowai	7	\$4,266,000	\$560,000	20	\$13,793,500	\$674,500	16	\$15,353,500	\$936,000
Olowalu	0			0			0		
Pukalani	0			2	\$2,058,000	\$1,029,000	0		
Spreckelsville/Paia/Kuau	0			0			0		
Wailea/Makena	15	\$37,435,097	\$2,160,000	14	\$48,801,700	\$3,031,675	13	\$31,191,300	\$1,995,000
Wailuku	7	\$4,039,000	\$628,000	5	\$2,911,000	\$600,000	2	\$672,000	\$336,000
Lanai	1	\$1,875,000	\$1,875,000	0			0		
Molokai	2	\$740,000	\$370,000	1	\$630,000	\$630,000	2	\$460,000	\$230,000
All MLS	59	\$82,870,597	\$980,000	77	\$114,573,450	\$850,000	93	\$119,623,500	\$979,900

# **Land Monthly Sales Volume**

**June 2024** 



		June 20	24		May 20	24		June 2023				
Area Name	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price			
Haiku	4	\$4,175,000	\$1,200,000	2	\$1,955,000	\$977,500	3	\$4,200,000	\$1,325,000			
Hana	0			1	\$1,025,000	\$1,025,000	1	\$850,000	\$850,000			
Honokohau	0			0			0					
Kaanapali	0			1	\$740,000	\$740,000	0					
Kahakuloa	0			0			0					
Kahului	0			0			0					
Kapalua	0			1	\$985,000	\$985,000	0					
Kaupo	0			0			1	\$21,132,920	\$21,132,920			
Keanae	0			0			1	\$685,000	\$685,000			
Kihei	1	\$4,080,000	\$4,080,000	0			0					
Kipahulu	0			0			0					
Kula/Ulupalakua/Kanaio	0			6	\$6,375,000	\$975,000	2	\$3,500,000	\$1,750,000			
Lahaina	4	\$4,325,000	\$700,000	3	\$2,075,000	\$825,000	1	\$525,000	\$525,000			
Maalaea	0			0			0					
Makawao/Olinda/Haliimaile	0			0			0					
Maui Meadows	0			0			0					
Nahiku	0			0			0					
Napili/Kahana/Honokowai	0			0			0					
Olowalu	0			0			0					
Pukalani	0			1	\$570,000	\$570,000	0					
Spreckelsville/Paia/Kuau	0			0			0					
Wailea/Makena	3	\$18,825,000	\$5,500,000	4	\$22,600,000	\$6,025,000	0					
Wailuku	2	\$784,000	\$392,000	1	\$575,000	\$575,000	0					
Lanai	0			0			0					
Molokai	1	\$75,000	\$75,000	1	\$289,000	\$289,000	1	\$280,000	\$280,000			
All MLS	15	\$32,264,000	\$1,100,000	21	\$37,189,000	\$900,000	10	\$31,172,920	\$1,087,500			

# **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	Jun-24 YTD Sales	Jun-23 YTD Sales	Unit Change	Percent Change	Jun-24 YTD Average	Jun-23 YTD Average	Dollar Change	Percent Change	Jun-24 YTD Median	Jun-23 YTD Median	Dollar Change	Percent Change	Jun-24 YTD Volume	Jun-23 YTD Volume	Dollar Change	Percent Change
Haiku	34	27	+7	+25.9%	\$1,816,559	\$1,732,341	+\$84,218	+4.9%	\$1,487,500	\$1,410,000	+\$77,500	+5.5%	\$61,763,000	\$46,773,196	+\$14,989,804	+32.0%
Hana	5	3	+2	+66.7%	\$1,057,600	\$1,533,333	-\$475,733	-31.0%	\$1,125,000	\$1,425,000	-\$300,000	-21.1%	\$5,288,000	\$4,600,000	+\$688,000	+15.0%
Honokohau	0	0	0										\$0	\$0	\$0	
Kaanapali	8	7	+1	+14.3%	\$2,973,125	\$6,113,448	-\$3,140,323	-51.4%	\$2,725,000	\$3,500,000	-\$775,000	-22.1%	\$23,785,000	\$42,794,136	-\$19,009,136	-44.4%
Kahakuloa	1	0	+1		\$1,415,000				\$1,415,000				\$1,415,000	\$0	+\$1,415,000	
Kahului	37	56	-19	-33.9%	\$1,180,611	\$978,306	+\$202,305	+20.7%	\$1,150,000	\$950,000	+\$200,000	+21.1%	\$43,682,620	\$54,785,143	-\$11,102,523	-20.3%
Kapalua	3	5	-2	-40.0%	\$4,471,000	\$5,261,000	-\$790,000	-15.0%	\$4,750,000	\$4,400,000	+\$350,000	+8.0%	\$13,413,000	\$26,305,000	-\$12,892,000	-49.0%
Kaupo	0	1	-1	-100.0%		\$725,000				\$725,000			\$0	\$725,000	-\$725,000	-100.0%
Keanae	0	0	0										\$0	\$0	\$0	
Kihei	61	58	+3	+5.2%	\$1,495,634	\$1,376,032	+\$119,602	+8.7%	\$1,300,000	\$1,112,500	+\$187,500	+16.9%	\$91,233,650	\$79,809,850	+\$11,423,800	+14.3%
Kipahulu	0	0	0										\$0	\$0	\$0	
Kula/Ulupalakua/Kanaio	22	27	-5	-18.5%	\$1,673,376	\$1,688,148	-\$14,772	-0.9%	\$1,575,500	\$1,450,000	+\$125,500	+8.7%	\$36,814,275	\$45,580,000	-\$8,765,725	-19.2%
Lahaina	14	22	-8	-36.4%	\$2,540,196	\$3,849,944	-\$1,309,747	-34.0%	\$2,336,250	\$2,000,000	+\$336,250	+16.8%	\$35,562,750	\$84,698,758	-\$49,136,008	-58.0%
Maalaea	1	0	+1		\$2,933,006				\$2,933,006				\$2,933,006	\$0	+\$2,933,006	
Makawao/Olinda/Haliimaile	47	23	+24	+104.3%	\$1,469,040	\$1,565,169	-\$96,129	-6.1%	\$1,224,000	\$1,117,500	+\$106,500	+9.5%	\$69,044,875	\$35,998,891	+\$33,045,984	+91.8%
Maui Meadows	7	12	-5	-41.7%	\$2,576,429	\$2,581,167	-\$4,738	-0.2%	\$2,760,000	\$2,790,000	-\$30,000	-1.1%	\$18,035,000	\$30,974,000	-\$12,939,000	-41.8%
Nahiku	0	0	0										\$0	\$0	\$0	
Napili/Kahana/Honokowai	16	15	+1	+6.7%	\$1,419,201	\$1,339,167	+\$80,034	+6.0%	\$1,484,000	\$1,390,000	+\$94,000	+6.8%	\$22,707,216	\$20,087,499	+\$2,619,717	+13.0%
Olowalu	0	2	-2	-100.0%		\$4,800,000				\$4,800,000			\$0	\$9,600,000	-\$9,600,000	-100.0%
Pukalani	10	16	-6	-37.5%	\$1,493,278	\$1,210,088	+\$283,190	+23.4%	\$1,250,000	\$1,075,000	+\$175,000	+16.3%	\$14,932,775	\$19,361,400	-\$4,428,625	-22.9%
Spreckelsville/Paia/Kuau	10	4	+6	+150.0%	\$3,350,700	\$1,849,276	+\$1,501,424	+81.2%	\$2,487,500	\$1,996,750	+\$490,750	+24.6%	\$33,507,000	\$7,397,103	+\$26,109,897	+353.0%
Wailea/Makena	18	11	+7	+63.6%	\$7,505,442	\$8,823,316	-\$1,317,875	-14.9%	\$4,850,000	\$5,800,000	-\$950,000	-16.4%	\$135,097,950	\$97,056,481	+\$38,041,469	+39.2%
Wailuku	85	75	+10	+13.3%	\$1,204,931	\$1,210,473	-\$5,542	-0.5%	\$1,260,000	\$1,013,000	+\$247,000	+24.4%	\$102,419,156	\$90,785,503	+\$11,633,653	+12.8%
Lanai	6	4	+2	+50.0%	\$700,833	\$711,250	-\$10,417	-1.5%	\$697,500	\$717,500	-\$20,000	-2.8%	\$4,205,000	\$2,845,000	+\$1,360,000	+47.8%
Molokai	21	16	+5	+31.3%	\$587,926	\$583,375	+\$4,551	+0.8%	\$510,000	\$400,000	+\$110,000	+27.5%	\$12,346,450	\$9,334,000	+\$3,012,450	+32.3%
All MLS	406	384	+22	+5.7%	\$1,793,561	\$1,847,685	-\$54,124	-2.9%	\$1,300,000	\$1,150,000	+\$150,000	+13.0%	\$728,185,723	\$709,510,960	+\$18,674,763	+2.6%

#### **Total Condominium Sales – Year to Date**



	N	lumbe	r of Sa	ales	А	verage Sa	les Price		ı	Median Sa	les Price		Total Dollar Volume				
Area Name	Jun-24 YTD Sales	Jun-23 YTD Sales	Unit Change	Percent Change	Jun-24 YTD Average	Jun-23 YTD Average	Dollar Change	Percent Change	Jun-24 YTD Median	Jun-23 YTD Median	Dollar Change	Percent Change	Jun-24 YTD Volume	Jun-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	51	39	+12	+30.8%	\$1,618,118	\$1,708,151	-\$90,034	-5.3%	\$1,500,000	\$1,500,000	\$0	0.0%	\$82,524,000	\$66,617,900	+\$15,906,100	+23.9%	
Kahakuloa	0	0	0										\$0	\$0	\$0		
Kahului	16	12	+4	+33.3%	\$268,969	\$257,417	+\$11,552	+4.5%	\$250,500	\$276,500	-\$26,000	-9.4%	\$4,303,500	\$3,089,000	+\$1,214,500	+39.3%	
Kapalua	15	17	-2	-11.8%	\$3,350,800	\$2,401,706	+\$949,094	+39.5%	\$2,350,000	\$1,675,000	+\$675,000	+40.3%	\$50,262,000	\$40,829,000	+\$9,433,000	+23.1%	
Kaupo	0	0	0										\$0	\$0	\$0		
Keanae	0	0	0										\$0	\$0	\$0		
Kihei	170	205	-35	-17.1%	\$959,481	\$882,660	+\$76,820	+8.7%	\$800,000	\$800,000	\$0	0.0%	\$163,111,733	\$180,945,375	-\$17,833,642	-9.9%	
Kipahulu	0	0	0										\$0	\$0	\$0		
Kula/Ulupalakua/Kanaio	0	0	0										\$0	\$0	\$0		
Lahaina	1	38	-37	-97.4%	\$95,000	\$979,447	-\$884,447	-90.3%	\$95,000	\$865,750	-\$770,750	-89.0%	\$95,000	\$37,219,000	-\$37,124,000	-99.7%	
Maalaea	14	22	-8	-36.4%	\$848,786	\$730,364	+\$118,422	+16.2%	\$862,000	\$732,000	+\$130,000	+17.8%	\$11,883,000	\$16,068,000	-\$4,185,000	-26.0%	
Makawao/Olinda/Haliimaile	0	0	0										\$0	\$0	\$0		
Maui Meadows	0	0	0										\$0	\$0	\$0		
Nahiku	0	0	0										\$0	\$0	\$0		
Napili/Kahana/Honokowai	91	85	+6	+7.1%	\$721,063	\$802,367	-\$81,304	-10.1%	\$670,000	\$785,000	-\$115,000	-14.6%	\$65,616,750	\$68,201,200	-\$2,584,450	-3.8%	
Olowalu	0	0	0										\$0	\$0	\$0		
Pukalani	5	3	+2	+66.7%	\$995,600	\$876,000	+\$119,600	+13.7%	\$1,009,000	\$899,000	+\$110,000	+12.2%	\$4,978,000	\$2,628,000	+\$2,350,000	+89.4%	
Spreckelsville/Paia/Kuau	1	0	+1		\$838,500				\$838,500				\$838,500	\$0	+\$838,500		
Wailea/Makena	86	47	+39	+83.0%	\$3,526,355	\$3,351,871	+\$174,484	+5.2%	\$2,710,775	\$1,995,000	+\$715,775	+35.9%	\$303,266,546	\$157,537,949	+\$145,728,597	+92.5%	
Wailuku	34	29	+5	+17.2%	\$599,353	\$567,621	+\$31,732	+5.6%	\$610,000	\$537,000	+\$73,000	+13.6%	\$20,378,000	\$16,461,000	+\$3,917,000	+23.8%	
Lanai	3	1	+2	+200.0%	\$2,443,333	\$1,650,000	+\$793,333	+48.1%	\$2,400,000	\$1,650,000	+\$750,000	+45.5%	\$7,330,000	\$1,650,000	+\$5,680,000	+344.2%	
Molokai	9	19	-10	-52.6%	\$313,278	\$315,605	-\$2,327	-0.7%	\$275,000	\$312,000	-\$37,000	-11.9%	\$2,819,500	\$5,996,500	-\$3,177,000	-53.0%	
All MLS	496	517	-21	-4.1%	\$1,446,384	\$1,155,209	+\$291,175	+25.2%	\$899,500	\$840,000	+\$59,500	+7.1%	\$717,406,529	\$597,242,924	+\$120,163,605	+20.1%	

# **Fee Simple Condominium Sales – Year to Date**



	N	umbe	r of Sa	ales	Average Sales Price					Median Sa	les Price		Total Dollar Volume				
Area Name	Jun-24 YTD Sales	Jun-23 YTD Sales	Unit Change	Percent Change	Jun-24 YTD Average	Jun-23 YTD Average	Dollar Change	Percent Change	Jun-24 YTD Median	Jun-23 YTD Median	Dollar Change	Percent Change	Jun-24 YTD Volume	Jun-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	47	36	+11	+30.6%	\$1,702,553	\$1,781,053	-\$78,500	-4.4%	\$1,550,000	\$1,505,000	+\$45,000	+3.0%	\$80,020,000	\$64,117,900	+\$15,902,100	+24.8%	
Kahakuloa	0	0	0										\$0	\$0	\$0		
Kahului	16	12	+4	+33.3%	\$268,969	\$257,417	+\$11,552	+4.5%	\$250,500	\$276,500	-\$26,000	-9.4%	\$4,303,500	\$3,089,000	+\$1,214,500	+39.3%	
Kapalua	15	17	-2	-11.8%	\$3,350,800	\$2,401,706	+\$949,094	+39.5%	\$2,350,000	\$1,675,000	+\$675,000	+40.3%	\$50,262,000	\$40,829,000	+\$9,433,000	+23.1%	
Kaupo	0	0	0										\$0	\$0	\$0		
Keanae	0	0	0										\$0	\$0	\$0		
Kihei	164	199	-35	-17.6%	\$979,608	\$884,514	+\$95,094	+10.8%	\$807,500	\$799,000	+\$8,500	+1.1%	\$160,655,733	\$176,018,375	-\$15,362,642	-8.7%	
Kipahulu	0	0	0										\$0	\$0	\$0		
Kula/Ulupalakua/Kanaio	0	0	0										\$0	\$0	\$0		
Lahaina	1	34	-33	-97.1%	\$95,000	\$1,046,632	-\$951,632	-90.9%	\$95,000	\$880,000	-\$785,000	-89.2%	\$95,000	\$35,585,500	-\$35,490,500	-99.7%	
Maalaea	9	8	+1	+12.5%	\$986,667	\$930,313	+\$56,354	+6.1%	\$1,000,000	\$877,500	+\$122,500	+14.0%	\$8,880,000	\$7,442,500	+\$1,437,500	+19.3%	
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	76	67	+9	+13.4%	\$753,809	\$821,794	-\$67,985	-8.3%	\$692,500	\$790,000	-\$97,500	-12.3%	\$57,289,500	\$55,060,200	+\$2,229,300	+4.0%	
Olowalu	0	0	0										\$0	\$0	\$0		
Pukalani	5	3	+2	+66.7%	\$995,600	\$876,000	+\$119,600	+13.7%	\$1,009,000	\$899,000	+\$110,000	+12.2%	\$4,978,000	\$2,628,000	+\$2,350,000	+89.4%	
Spreckelsville/Paia/Kuau	1	0	+1		\$838,500				\$838,500				\$838,500	\$0	+\$838,500		
Wailea/Makena	86	47	+39	+83.0%	\$3,526,355	\$3,351,871	+\$174,484	+5.2%	\$2,710,775	\$1,995,000	+\$715,775	+35.9%	\$303,266,546	\$157,537,949	+\$145,728,597	+92.5%	
Wailuku	34	29	+5	+17.2%	\$599,353	\$567,621	+\$31,732	+5.6%	\$610,000	\$537,000	+\$73,000	+13.6%	\$20,378,000	\$16,461,000	+\$3,917,000	+23.8%	
Lanai	3	1	+2	+200.0%	\$2,443,333	\$1,650,000	+\$793,333	+48.1%	\$2,400,000	\$1,650,000	+\$750,000	+45.5%	\$7,330,000	\$1,650,000	+\$5,680,000	+344.2%	
Molokai	8	18	-10	-55.6%	\$334,938	\$324,806	+\$10,132	+3.1%	\$275,000	\$328,500	-\$53,500	-16.3%	\$2,679,500	\$5,846,500	-\$3,167,000	-54.2%	
All MLS	465	471	-6	-1.3%	\$1,507,476	\$1,202,263	+\$305,213	+25.4%	\$950,000	\$855,000	+\$95,000	+11.1%	\$700,976,279	\$566,265,924	+\$134,710,355	+23.8%	

#### **Leasehold Condominium Sales – Year to Date**



	N	umbe	r of Sa	iles		Average Sa	ales Price			Median Sa	lles Price		Total Dollar Volume				
Area Name	Jun-24 YTD Sales	Jun-23 YTD Sales	Unit Change	Percent Change	Jun-24 YTD Average	Jun-23 YTD Average	Dollar Change	Percent Change	Jun-24 YTD Median	Jun-23 YTD Median	Dollar Change	Percent Change	Jun-24 YTD Volume	Jun-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	4	3	+1	+33.3%	\$626,000	\$833,333	-\$207,333	-24.9%	\$632,000	\$650,000	-\$18,000	-2.8%	\$2,504,000	\$2,500,000	+\$4,000	+0.2%	
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	6	0	0.0%	\$409,333	\$821,167	-\$411,833	-50.2%	\$472,500	\$964,500	-\$492,000	-51.0%	\$2,456,000	\$4,927,000	-\$2,471,000	-50.2%	
Kipahulu	0	0	0										\$0	\$0	\$0		
Kula/Ulupalakua/Kanaio	0	0	0										\$0	\$0	\$0		
Lahaina	0	4	-4	-100.0%		\$408,375				\$411,500			\$0	\$1,633,500	-\$1,633,500	-100.0%	
Maalaea	5	14	-9	-64.3%	\$600,600	\$616,107	-\$15,507	-2.5%	\$599,000	\$653,750	-\$54,750	-8.4%	\$3,003,000	\$8,625,500	-\$5,622,500	-65.2%	
Makawao/Olinda/Haliimaile	0	0	0										\$0	\$0	\$0		
Maui Meadows	0	0	0										\$0	\$0	\$0		
Nahiku	0	0	0										\$0	\$0	\$0		
Napili/Kahana/Honokowai	15	18	-3	-16.7%	\$555,150	\$730,056	-\$174,906	-24.0%	\$370,000	\$550,500	-\$180,500	-32.8%	\$8,327,250	\$13,141,000	-\$4,813,750	-36.6%	
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	31	46	-15	-32.6%	\$530,008	\$673,413	-\$143,405	-21.3%	\$475,000	\$612,500	-\$137,500	-22.4%	\$16,430,250	\$30,977,000	-\$14,546,750	-47.0%	

#### **Land Sales – Year to Date**



	N	umbe	r of S	ales		Average Sa	ales Price			Median Sa	lles Price		Total Dollar Volume				
Area Name	Jun-24 YTD Sales	Jun-23 YTD Sales	Unit Change	Percent Change	Jun-24 YTD Average	Jun-23 YTD Average	Dollar Change	Percent Change	Jun-24 YTD Median	Jun-23 YTD Median	Dollar Change	Percent Change	Jun-24 YTD Volume	Jun-23 YTD Volume	Dollar Change	Percent Change	
Haiku	13	17	-4	-23.5%	\$788,115	\$948,485	-\$160,370	-16.9%	\$775,000	\$871,383	-\$96,383	-11.1%	\$10,245,500	\$17,575,765	-\$7,330,265	-41.7%	
Hana	4	8	-4	-50.0%	\$968,750	\$618,250	+\$350,500	+56.7%	\$705,000	\$607,500	+\$97,500	+16.0%	\$3,875,000	\$4,946,000	-\$1,071,000	-21.7%	
Honokohau	0	0	0										\$0	\$0	\$0		
Kaanapali	4	5	-1	-20.0%	\$901,250	\$2,993,200	-\$2,091,950	-69.9%	\$907,500	\$1,125,000	-\$217,500	-19.3%	\$3,605,000	\$14,966,000	-\$11,361,000	-75.9%	
Kahakuloa	0	0	0										\$0	\$0	\$0		
Kahului	0	0	0										\$0	\$0	\$0		
Kapalua	3	1	+2	+200.0%	\$1,342,500	\$1,525,000	-\$182,500	-12.0%	\$1,342,500	\$1,525,000	-\$182,500	-12.0%	\$4,110,000	\$1,525,000	+\$2,585,000	+169.5%	
Kaupo	1	1	0	0.0%	\$630,000	\$21,132,920	-\$20,502,920	-97.0%	\$630,000	\$21,132,920	-\$20,502,920	-97.0%	\$630,000	\$21,132,920	-\$20,502,920	-97.0%	
Keanae	1	1	0	0.0%	\$665,000	\$685,000	-\$20,000	-2.9%	\$665,000	\$685,000	-\$20,000	-2.9%	\$665,000	\$685,000	-\$20,000	-2.9%	
Kihei	2	0	+2		\$2,472,500				\$2,472,500				\$4,945,000	\$0	+\$4,945,000		
Kipahulu	0	0	0										\$0	\$0	\$0		
Kula/Ulupalakua/Kanaio	11	11	0	0.0%	\$877,455	\$1,486,636	-\$609,182	-41.0%	\$750,000	\$1,200,000	-\$450,000	-37.5%	\$9,652,000	\$16,353,000	-\$6,701,000	-41.0%	
Lahaina	19	2	+17	+850.0%	\$830,316	\$1,262,500	-\$432,184	-34.2%	\$825,000	\$1,262,500	-\$437,500	-34.7%	\$15,776,001	\$2,525,000	+\$13,251,001	+524.8%	
Maalaea	0	0	0										\$0	\$0	\$0		
Makawao/Olinda/Haliimaile	1	5	-4	-80.0%	\$1,550,000	\$910,000	+\$640,000	+70.3%	\$1,550,000	\$600,000	+\$950,000	+158.3%	\$1,550,000	\$4,550,000	-\$3,000,000	-65.9%	
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	3	0	+3		\$518,000				\$495,000				\$1,554,000	\$0	+\$1,554,000		
Spreckelsville/Paia/Kuau	1	0	+1		\$2,350,000				\$2,350,000				\$2,350,000	\$0	+\$2,350,000		
Wailea/Makena	34	2	+32	+1,600.0%	\$5,225,735	\$4,250,000	+\$975,735	+23.0%	\$5,062,500	\$4,250,000	+\$812,500	+19.1%	\$177,675,000	\$8,500,000	+\$169,175,000	+1,990.3%	
Wailuku	6	23	-17	-73.9%	\$694,167	\$637,522	+\$56,645	+8.9%	\$537,000	\$550,000	-\$13,000	-2.4%	\$4,165,000	\$14,663,000	-\$10,498,000	-71.6%	
Lanai	0	0	0										\$0	\$0	\$0		
Molokai	5	6	-1	-16.7%	\$196,800	\$198,417	-\$1,617	-0.8%	\$75,000	\$221,250	-\$146,250	-66.1%	\$984,000	\$1,190,500	-\$206,500	-17.3%	
All MLS	109	83	+26	+31.3%	\$2,264,412	\$1,304,783	+\$959,629	+73.5%	\$1,050,000	\$649,000	+\$401,000	+61.8%	\$245,981,501	\$109,392,185	+\$136,589,316	+124.9%	