

# Monthly Indicators



## July 2022

The U.S. housing market has continued to cool, as rising mortgage rates and record-high sales prices have stifled affordability, weakening demand and pricing out a multitude of buyers. Nationally, median household income has failed to keep pace with increasing mortgage payments, with the costs of buying a home about 80% more expensive now than they were just three summers ago, according to the National Association of REALTORS® (NAR). As more and more prospective buyers find their home purchase plans delayed, many are turning to the rental market, where competition has intensified due to increased demand.

New Listings decreased 38.7 percent for Single Family homes and 16.9 percent for Condominium homes. Pending Sales decreased 41.7 percent for Single Family homes and 39.5 percent for Condominium homes. Inventory increased 6.5 percent for Single Family homes and 41.5 percent for Condominium homes.

Median Sales Price increased 5.0 percent to \$1,102,500 for Single Family homes and 11.0 percent to \$789,500 for Condominium homes. Days on Market decreased 5.4 percent for Single Family homes and 36.7 percent for Condominium homes. Months Supply of Inventory increased 33.3 percent for Single Family homes and 77.8 percent for Condominium homes.

At a time of year when homebuying activity is typically very strong, soaring homeownership costs have caused home sales to decline nationwide for the fifth consecutive month, with existing-home sales falling 5.4% month-to-month and 14.2% year-over-year as of last measure, according to NAR. But there is a bright spot. Inventory of existing homes has continued to climb this summer, with 1.26 million homes available at the beginning of July, equivalent to a 3 months' supply. And despite the summer slowdown, homes are still selling quickly, with the typical home staying on market an average of 14 days.

## Quick Facts

**- 41.4%**

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

**+ 12.5%**

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

**+ 2.7%**

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

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

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# Single Family Market Overview

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



Key Metrics	Historical Sparkbars	7-2021	7-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		124	<b>76</b>	- 38.7%	927	<b>816</b>	- 12.0%
<b>Pending Sales</b>		120	<b>70</b>	- 41.7%	870	<b>619</b>	- 28.9%
<b>Closed Sales</b>		110	<b>88</b>	- 20.0%	805	<b>667</b>	- 17.1%
<b>Days on Market Until Sale</b>		111	<b>105</b>	- 5.4%	122	<b>112</b>	- 8.2%
<b>Median Sales Price</b>		\$1,050,000	<b>\$1,102,500</b>	+ 5.0%	\$989,990	<b>\$1,175,000</b>	+ 18.7%
<b>Average Sales Price</b>		\$2,301,004	<b>\$1,612,852</b>	- 29.9%	\$1,808,874	<b>\$1,820,189</b>	+ 0.6%
<b>Percent of List Price Received</b>		99.1%	<b>98.5%</b>	- 0.6%	98.4%	<b>99.1%</b>	+ 0.7%
<b>Housing Affordability Index</b>		48	<b>35</b>	- 27.1%	51	<b>33</b>	- 35.3%
<b>Inventory of Homes for Sale</b>		246	<b>262</b>	+ 6.5%	—	—	—
<b>Months Supply of Inventory</b>		2.1	<b>2.8</b>	+ 33.3%	—	—	—

# Condominium Market Overview

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



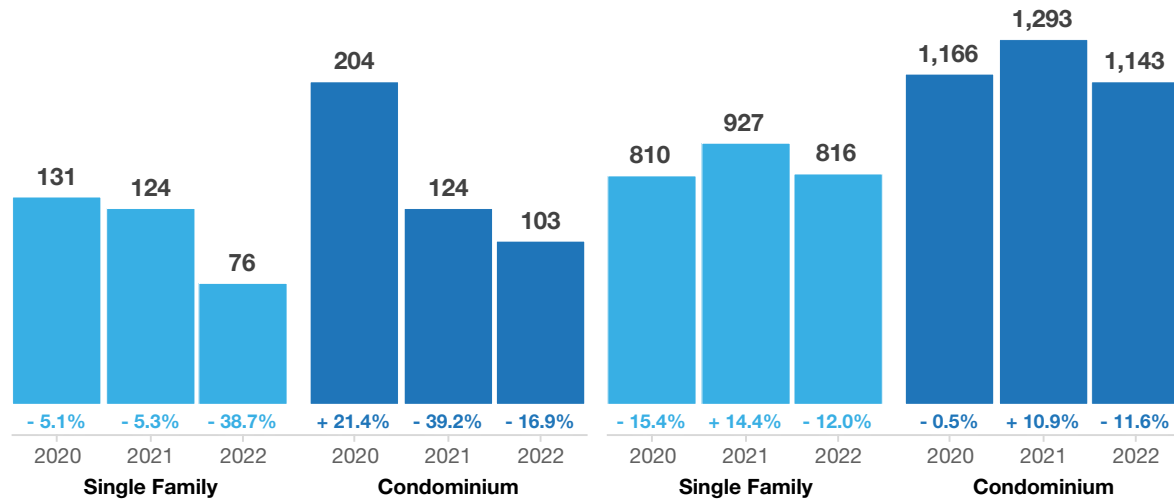
Key Metrics	Historical Sparkbars	7-2021	7-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		124	<b>103</b>	- 16.9%	1,293	<b>1,143</b>	- 11.6%
<b>Pending Sales</b>		157	<b>95</b>	- 39.5%	1,583	<b>979</b>	- 38.2%
<b>Closed Sales</b>		210	<b>99</b>	- 52.9%	1,481	<b>1,087</b>	- 26.6%
<b>Days on Market Until Sale</b>		120	<b>76</b>	- 36.7%	138	<b>74</b>	- 46.4%
<b>Median Sales Price</b>		\$711,500	<b>\$789,500</b>	+ 11.0%	\$635,000	<b>\$760,000</b>	+ 19.7%
<b>Average Sales Price</b>		\$1,017,905	<b>\$1,040,620</b>	+ 2.2%	\$952,611	<b>\$1,089,974</b>	+ 14.4%
<b>Percent of List Price Received</b>		99.1%	<b>99.9%</b>	+ 0.8%	98.1%	<b>100.3%</b>	+ 2.2%
<b>Housing Affordability Index</b>		71	<b>49</b>	- 31.0%	80	<b>51</b>	- 36.3%
<b>Inventory of Homes for Sale</b>		164	<b>232</b>	+ 41.5%	—	—	—
<b>Months Supply of Inventory</b>		0.9	<b>1.6</b>	+ 77.8%	—	—	—

# New Listings

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

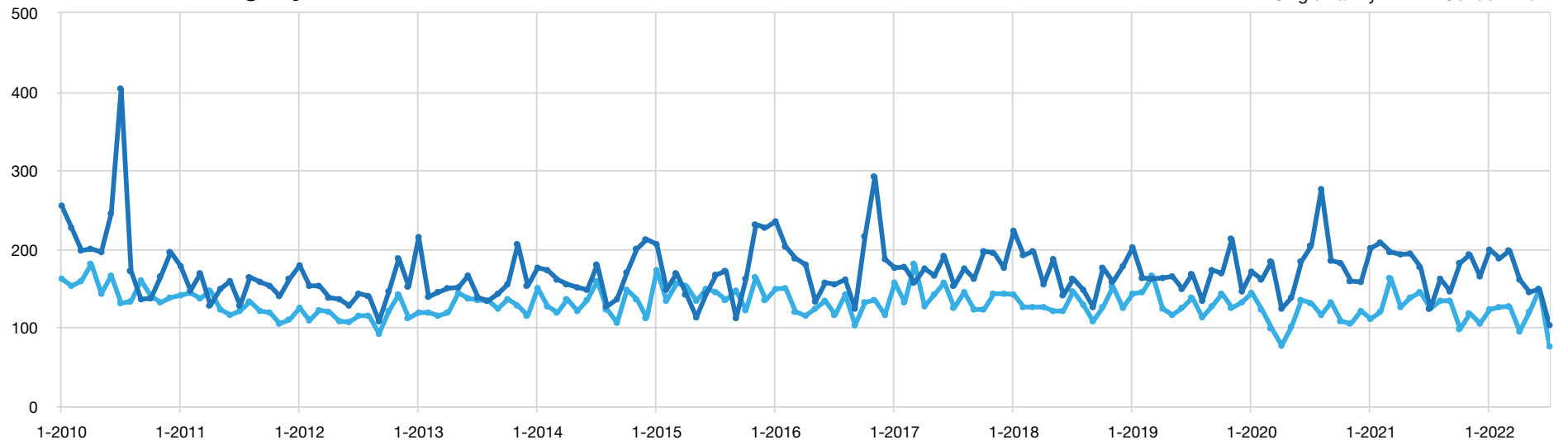


## July



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2021	134	+ 15.5%	162	- 41.3%
Sep-2021	134	+ 1.5%	146	- 21.1%
Oct-2021	98	- 9.3%	182	0.0%
Nov-2021	118	+ 12.4%	193	+ 21.4%
Dec-2021	105	- 13.2%	165	+ 4.4%
Jan-2022	123	+ 10.8%	199	- 1.0%
Feb-2022	126	+ 5.0%	188	- 9.6%
Mar-2022	127	- 22.1%	198	+ 1.0%
Apr-2022	95	- 24.6%	161	- 16.6%
May-2022	120	- 13.0%	145	- 25.3%
Jun-2022	149	+ 2.8%	149	- 15.8%
<b>Jul-2022</b>	<b>76</b>	<b>- 38.7%</b>	<b>103</b>	<b>- 16.9%</b>
12-Month Avg	117	- 7.1%	166	- 11.7%

## Historical New Listings by Month

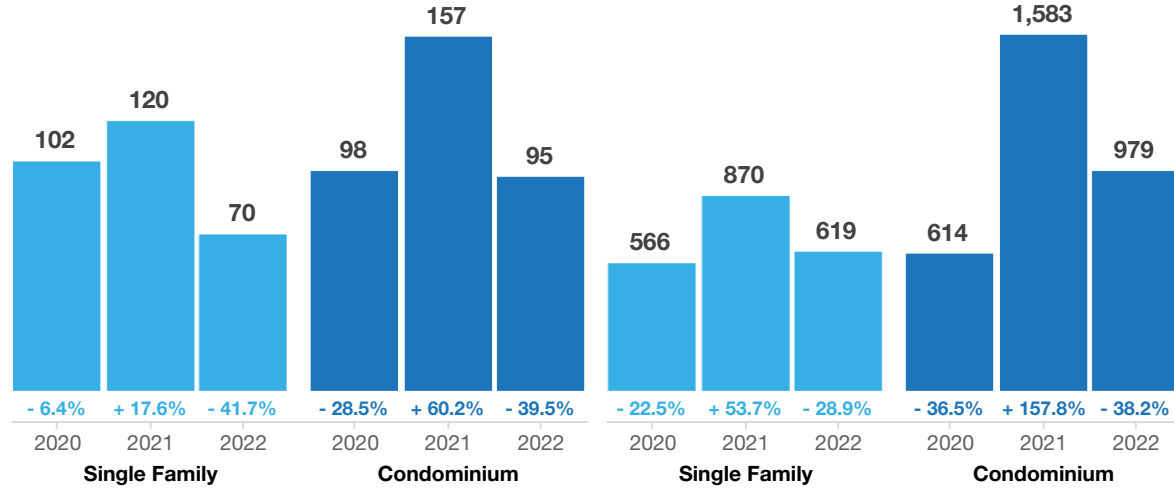


# Pending Sales

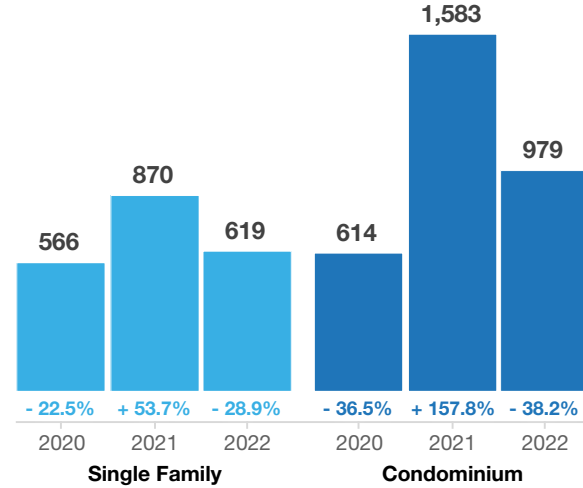
A count of the properties on which offers have been accepted in a given month.



## July

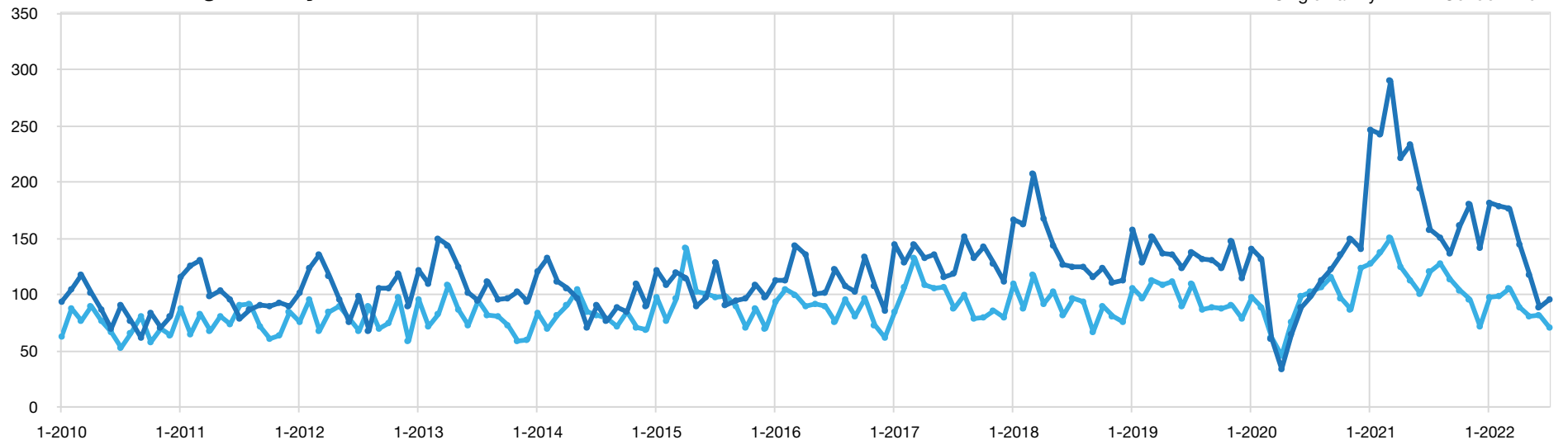


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2021	127	+ 19.8%	150	+ 33.9%
Sep-2021	113	- 1.7%	136	+ 11.5%
Oct-2021	103	+ 7.3%	161	+ 19.3%
Nov-2021	95	+ 10.5%	180	+ 20.8%
Dec-2021	71	- 42.3%	141	+ 0.7%
Jan-2022	97	- 23.6%	181	- 26.4%
Feb-2022	98	- 28.5%	178	- 26.4%
Mar-2022	105	- 30.0%	176	- 39.3%
Apr-2022	88	- 29.0%	144	- 34.8%
May-2022	80	- 28.6%	117	- 49.8%
Jun-2022	81	- 19.0%	88	- 54.6%
<b>Jul-2022</b>	<b>70</b>	<b>- 41.7%</b>	<b>95</b>	<b>- 39.5%</b>
12-Month Avg	94	- 19.0%	146	- 21.9%

## Historical Pending Sales by Month



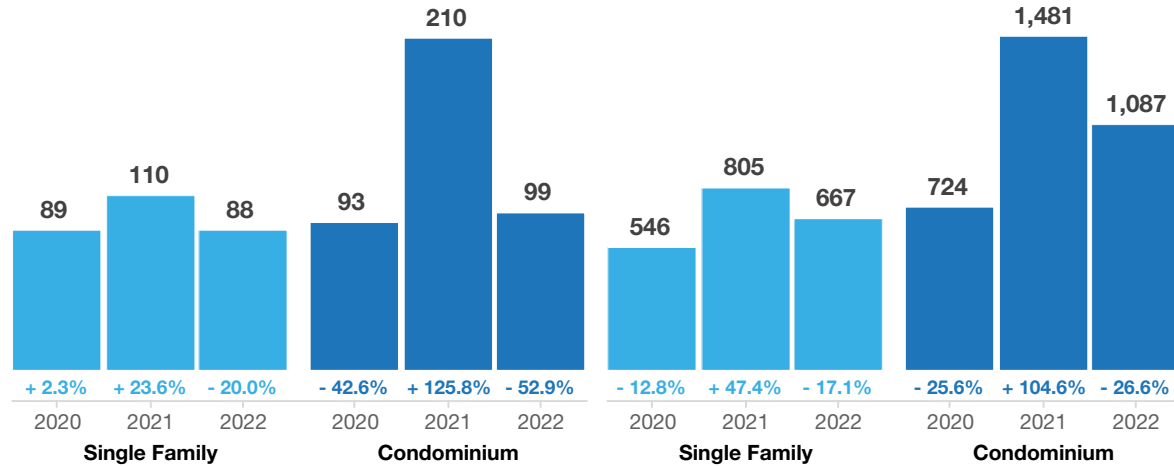
# Closed Sales

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



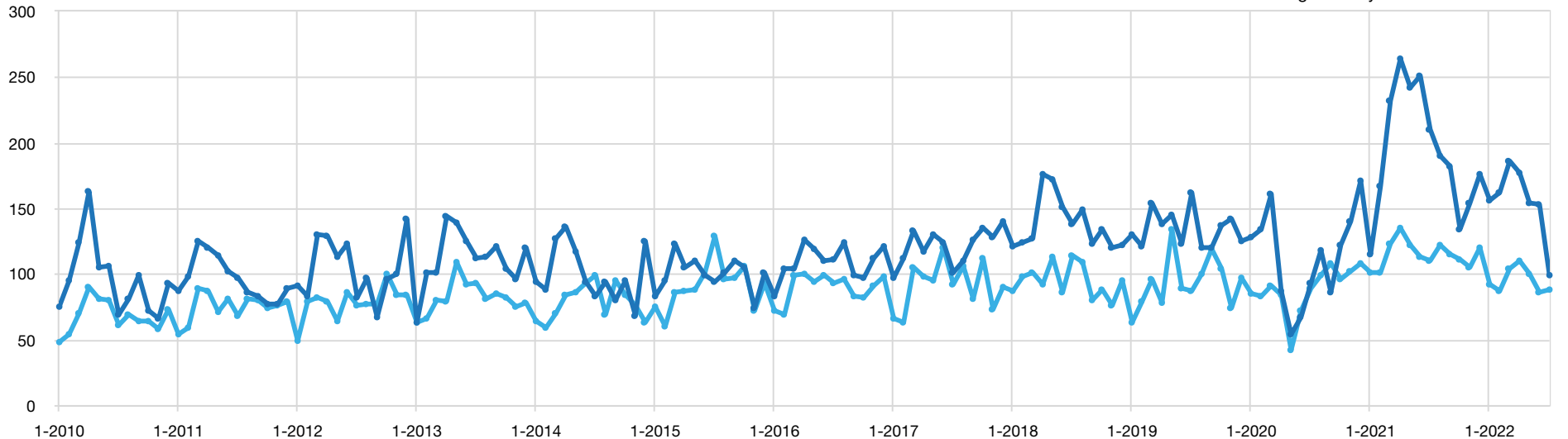
## July

## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2021	122	+ 23.2%	190	+ 61.0%
Sep-2021	115	+ 6.5%	182	+ 111.6%
Oct-2021	111	+ 15.6%	134	+ 9.8%
Nov-2021	105	+ 2.9%	154	+ 10.0%
Dec-2021	120	+ 11.1%	176	+ 2.9%
Jan-2022	92	- 8.9%	156	+ 35.7%
Feb-2022	87	- 13.9%	162	- 3.0%
Mar-2022	104	- 15.4%	186	- 19.8%
Apr-2022	110	- 18.5%	177	- 33.0%
May-2022	100	- 18.0%	154	- 36.4%
Jun-2022	86	- 23.9%	153	- 39.0%
<b>Jul-2022</b>	<b>88</b>	<b>- 20.0%</b>	<b>99</b>	<b>- 52.9%</b>
12-Month Avg	103	- 6.4%	160	- 9.6%

## Historical Closed Sales by Month

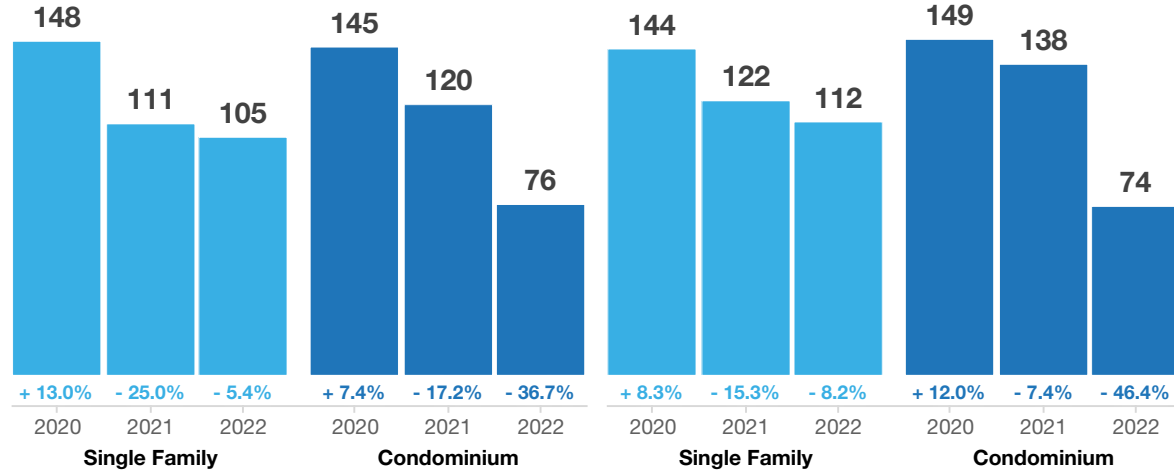


# Days on Market Until Sale

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



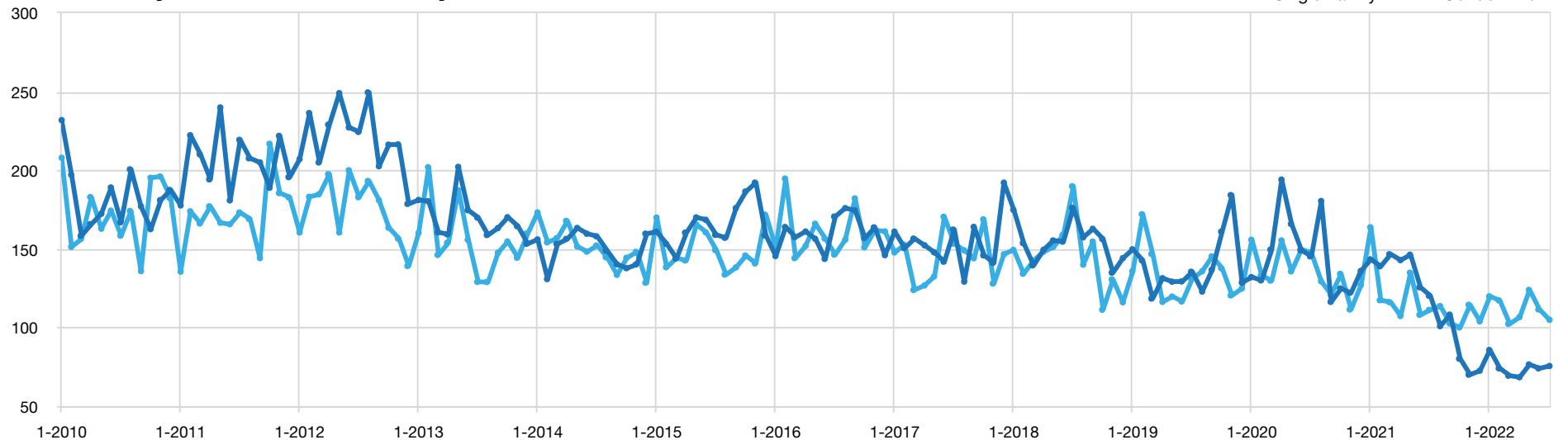
## July



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2021	114	- 11.6%	101	- 43.9%
Sep-2021	103	- 14.9%	108	- 6.9%
Oct-2021	100	- 25.4%	80	- 36.0%
Nov-2021	114	+ 2.7%	70	- 42.6%
Dec-2021	104	- 18.1%	73	- 46.3%
Jan-2022	120	- 26.8%	86	- 39.9%
Feb-2022	117	0.0%	74	- 46.8%
Mar-2022	102	- 12.1%	69	- 53.1%
Apr-2022	107	0.0%	68	- 52.4%
May-2022	124	- 8.1%	76	- 47.9%
Jun-2022	111	+ 2.8%	74	- 41.3%
<b>Jul-2022</b>	<b>105</b>	<b>- 5.4%</b>	<b>76</b>	<b>- 36.7%</b>
12-Month Avg*	110	- 10.7%	80	- 41.6%

\* Days on Market for all properties from August 2021 through July 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

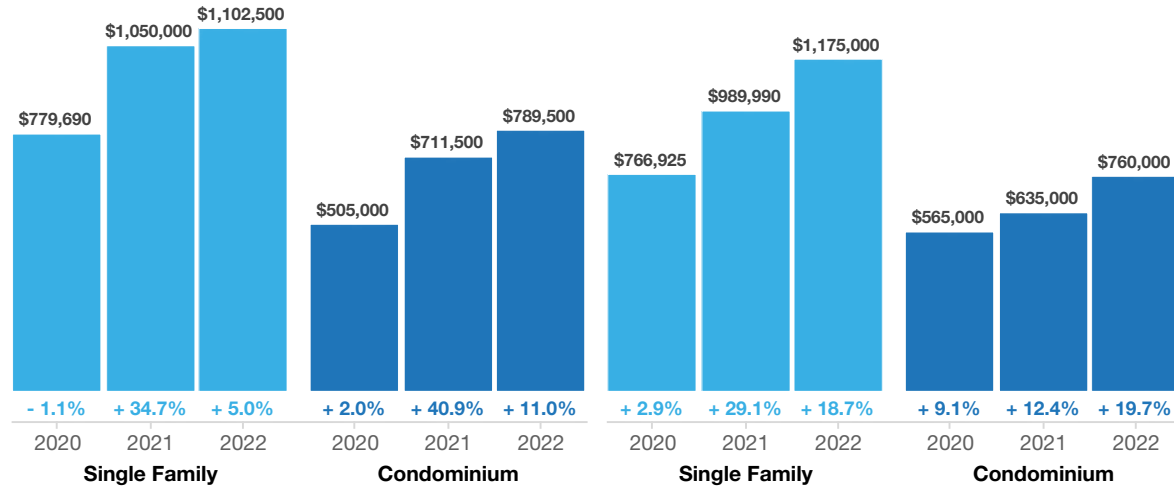


# Median Sales Price

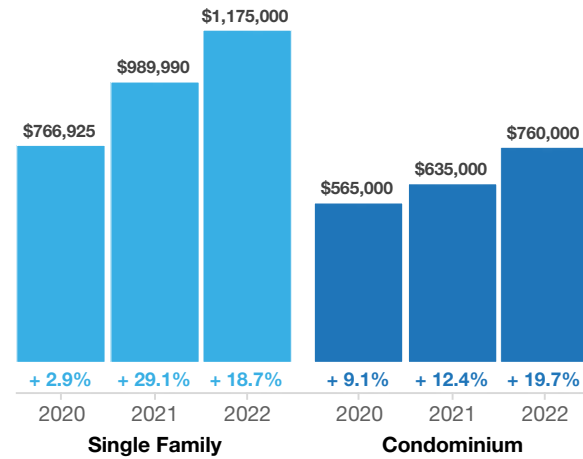
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



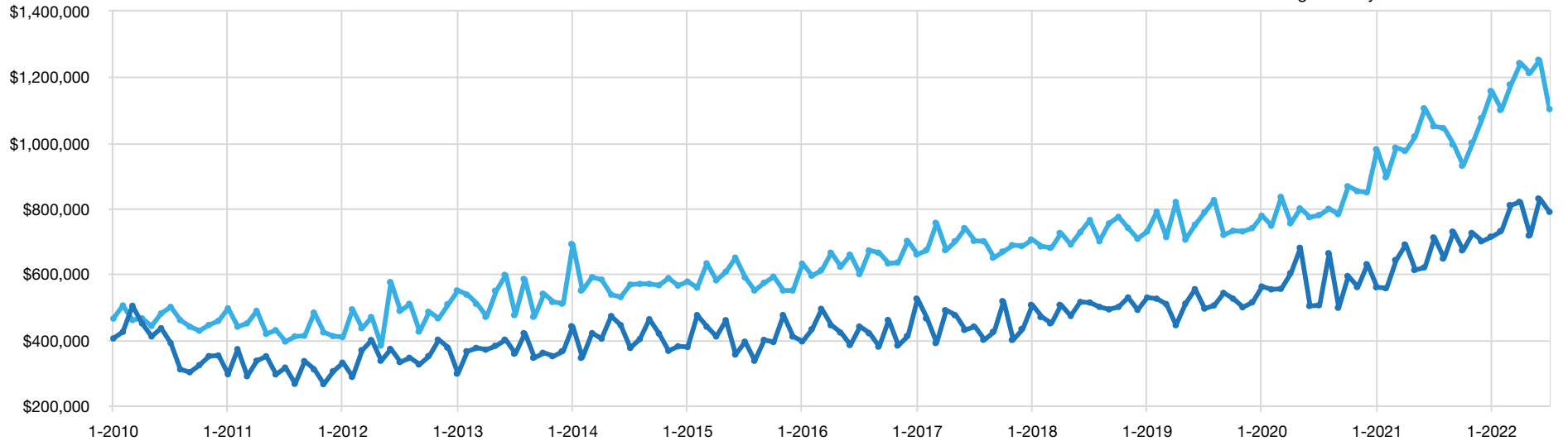
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2021	\$1,045,000	+ 30.8%	\$647,500	- 2.4%
Sep-2021	\$995,000	+ 27.2%	\$729,125	+ 46.6%
Oct-2021	\$930,000	+ 7.2%	\$672,500	+ 13.2%
Nov-2021	\$1,000,000	+ 17.3%	\$725,000	+ 29.3%
Dec-2021	\$1,075,000	+ 26.6%	\$700,000	+ 11.1%
Jan-2022	\$1,157,500	+ 18.1%	\$713,750	+ 27.5%
Feb-2022	\$1,100,000	+ 22.9%	\$730,500	+ 31.2%
Mar-2022	\$1,177,500	+ 19.5%	\$810,000	+ 26.1%
Apr-2022	\$1,242,500	+ 27.4%	\$820,000	+ 18.8%
May-2022	\$1,212,500	+ 19.0%	\$717,500	+ 17.1%
Jun-2022	\$1,252,500	+ 13.3%	\$830,000	+ 33.9%
<b>Jul-2022</b>	<b>\$1,102,500</b>	<b>+ 5.0%</b>	<b>\$789,500</b>	<b>+ 11.0%</b>
12-Month Avg*	\$1,099,000	+ 20.1%	\$737,000	+ 18.4%

\* Median Sales Price for all properties from August 2021 through July 2022. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



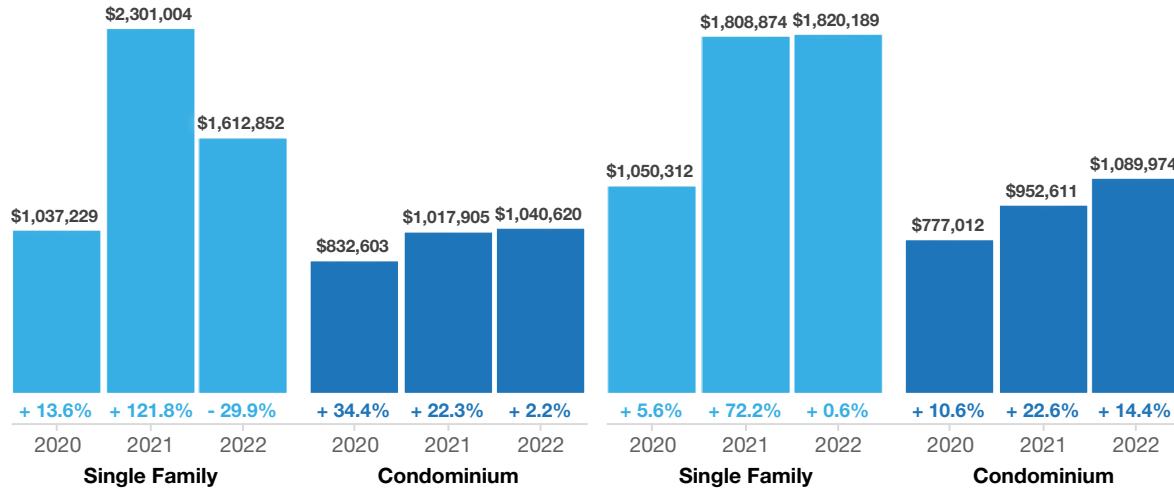


# Average Sales Price

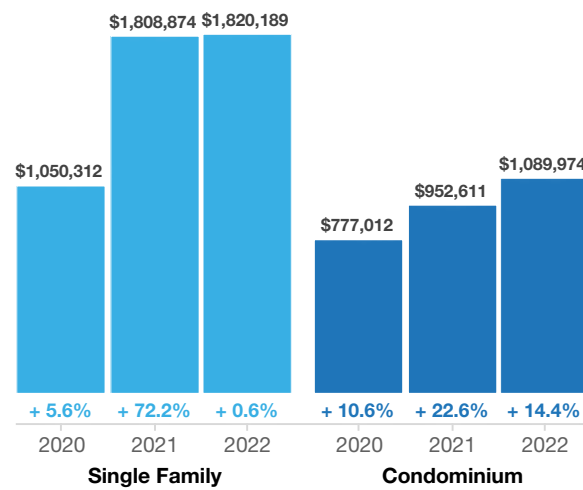
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



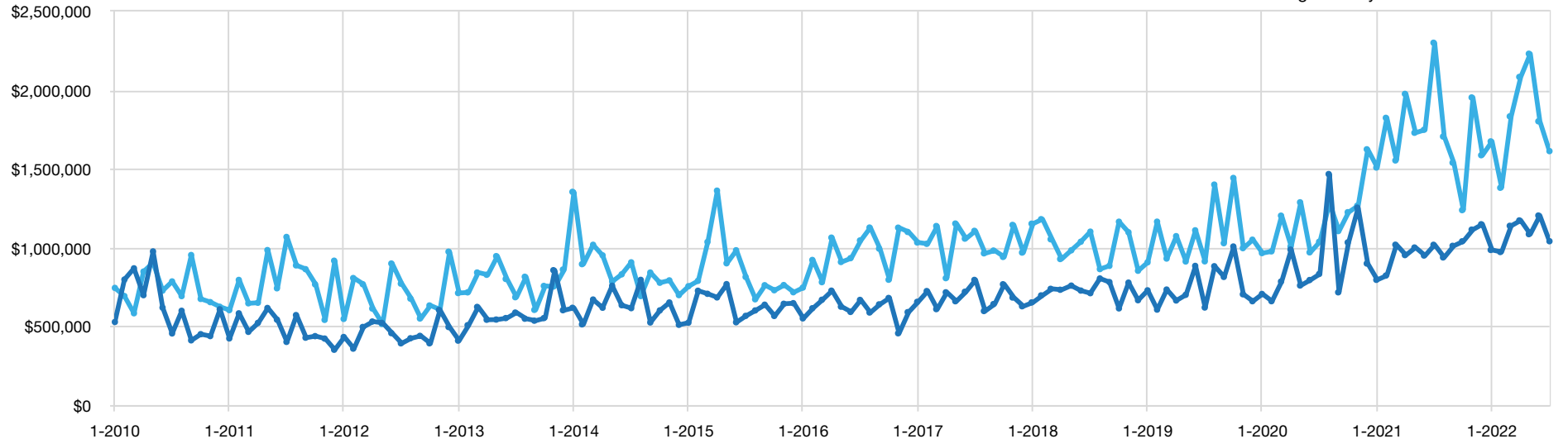
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2021	\$1,705,485	+ 32.8%	\$937,688	- 36.1%
Sep-2021	\$1,539,285	+ 39.3%	\$1,011,215	+ 41.2%
Oct-2021	\$1,238,060	+ 1.1%	\$1,039,926	+ 0.7%
Nov-2021	\$1,953,527	+ 54.3%	\$1,114,197	- 11.1%
Dec-2021	\$1,586,764	- 2.3%	\$1,148,332	+ 27.7%
Jan-2022	\$1,674,632	+ 11.0%	\$985,118	+ 23.8%
Feb-2022	\$1,380,001	- 24.3%	\$972,040	+ 18.2%
Mar-2022	\$1,833,508	+ 18.0%	\$1,138,375	+ 11.8%
Apr-2022	\$2,083,819	+ 5.4%	\$1,172,619	+ 23.1%
May-2022	\$2,231,256	+ 29.0%	\$1,085,476	+ 8.5%
Jun-2022	\$1,802,070	+ 3.1%	\$1,203,768	+ 26.7%
<b>Jul-2022</b>	<b>\$1,612,852</b>	<b>- 29.9%</b>	<b>\$1,040,620</b>	<b>+ 2.2%</b>
12-Month Avg*	\$1,719,443	+ 6.7%	\$1,071,267	+ 8.0%

\* Avg. Sales Price for all properties from August 2021 through July 2022. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



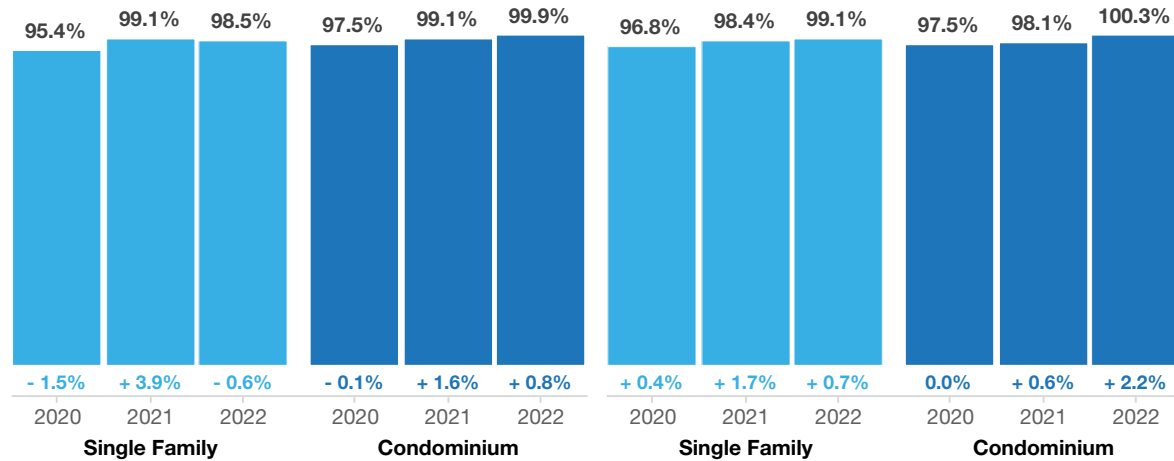
# Percent of List Price Received

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



## July

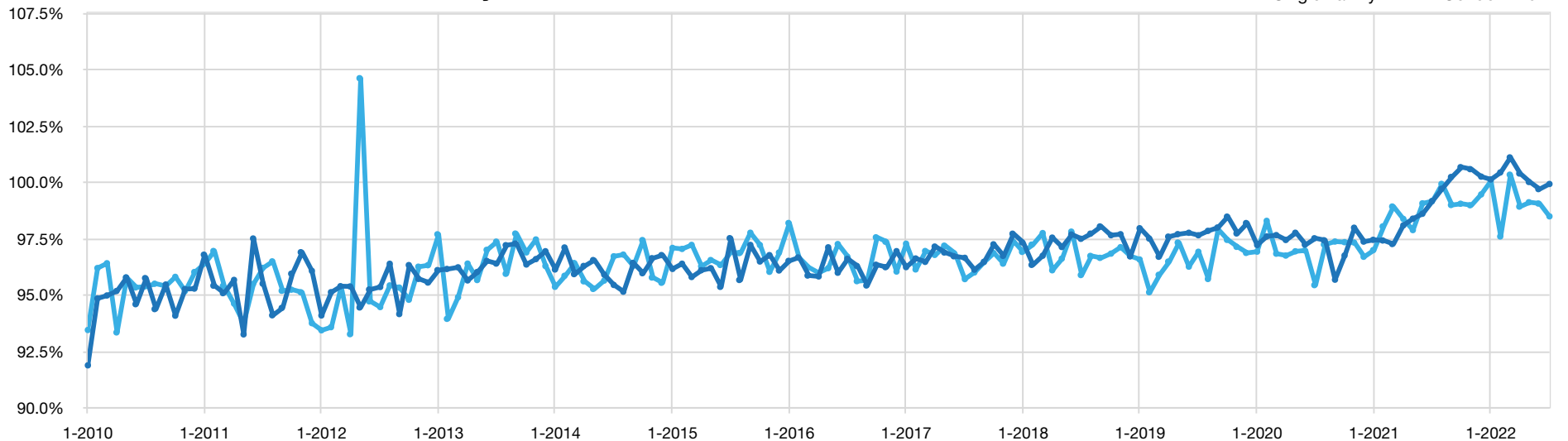
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2021	99.9%	+ 2.8%	99.7%	+ 2.4%
Sep-2021	99.0%	+ 1.6%	100.2%	+ 4.7%
Oct-2021	99.0%	+ 1.7%	100.7%	+ 4.1%
Nov-2021	99.0%	+ 1.7%	100.6%	+ 2.7%
Dec-2021	99.4%	+ 2.8%	100.2%	+ 3.0%
Jan-2022	100.0%	+ 3.1%	100.1%	+ 2.8%
Feb-2022	97.6%	- 0.4%	100.4%	+ 3.1%
Mar-2022	100.3%	+ 1.4%	101.1%	+ 4.0%
Apr-2022	98.9%	+ 0.5%	100.4%	+ 2.3%
May-2022	99.1%	+ 1.2%	100.0%	+ 1.6%
Jun-2022	99.0%	0.0%	99.7%	+ 1.1%
<b>Jul-2022</b>	<b>98.5%</b>	<b>- 0.6%</b>	<b>99.9%</b>	<b>+ 0.8%</b>
12-Month Avg*	99.2%	+ 1.3%	100.3%	+ 2.5%

\* Pct. of List Price Received for all properties from August 2021 through July 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

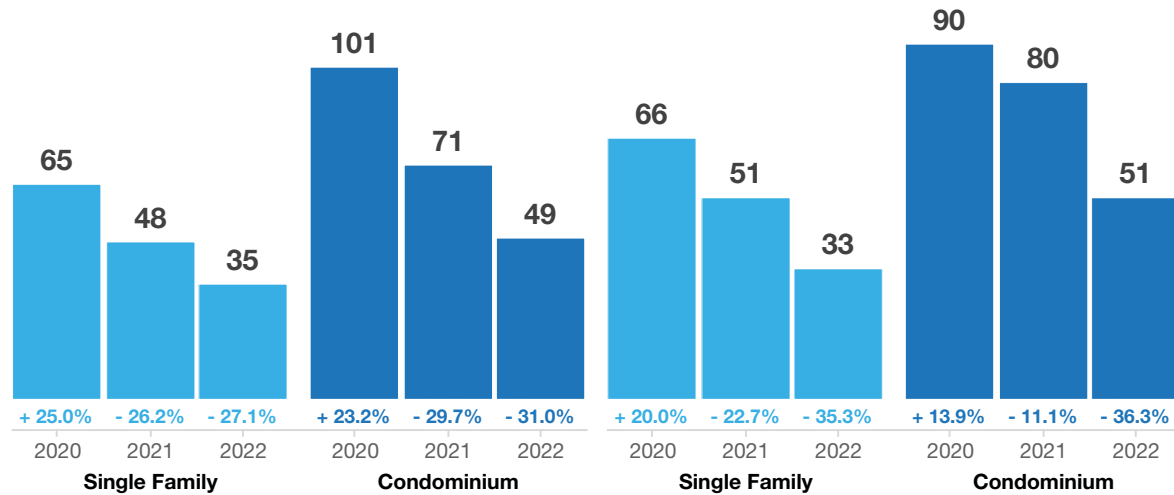


# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

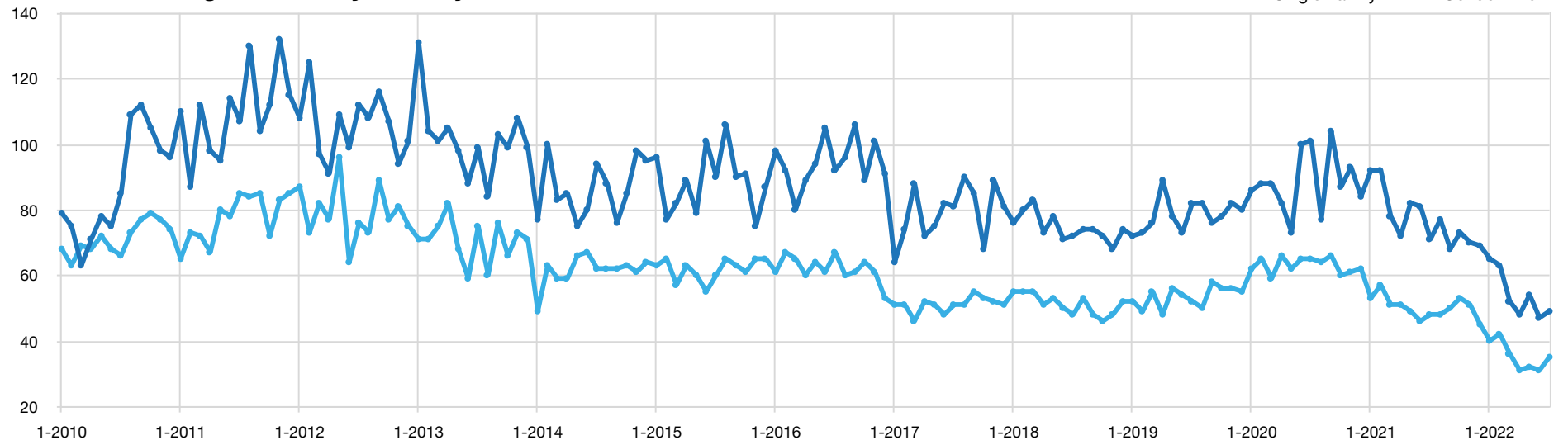


## July



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2021	48	- 25.0%	77	0.0%
Sep-2021	50	- 24.2%	68	- 34.6%
Oct-2021	53	- 11.7%	73	- 16.1%
Nov-2021	51	- 16.4%	70	- 24.7%
Dec-2021	45	- 27.4%	69	- 17.9%
Jan-2022	40	- 24.5%	65	- 29.3%
Feb-2022	42	- 26.3%	63	- 31.5%
Mar-2022	36	- 29.4%	52	- 33.3%
Apr-2022	31	- 39.2%	48	- 33.3%
May-2022	32	- 34.7%	54	- 34.1%
Jun-2022	31	- 32.6%	47	- 42.0%
<b>Jul-2022</b>	<b>35</b>	<b>- 27.1%</b>	<b>49</b>	<b>- 31.0%</b>
12-Month Avg	41	- 26.8%	61	- 27.4%

## Historical Housing Affordability Index by Month

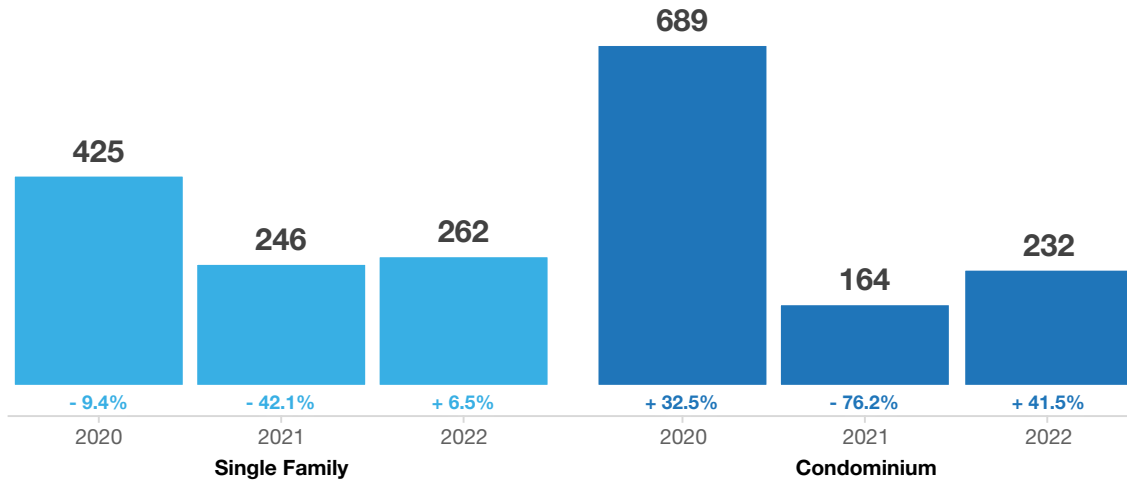


# Inventory of Homes for Sale

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

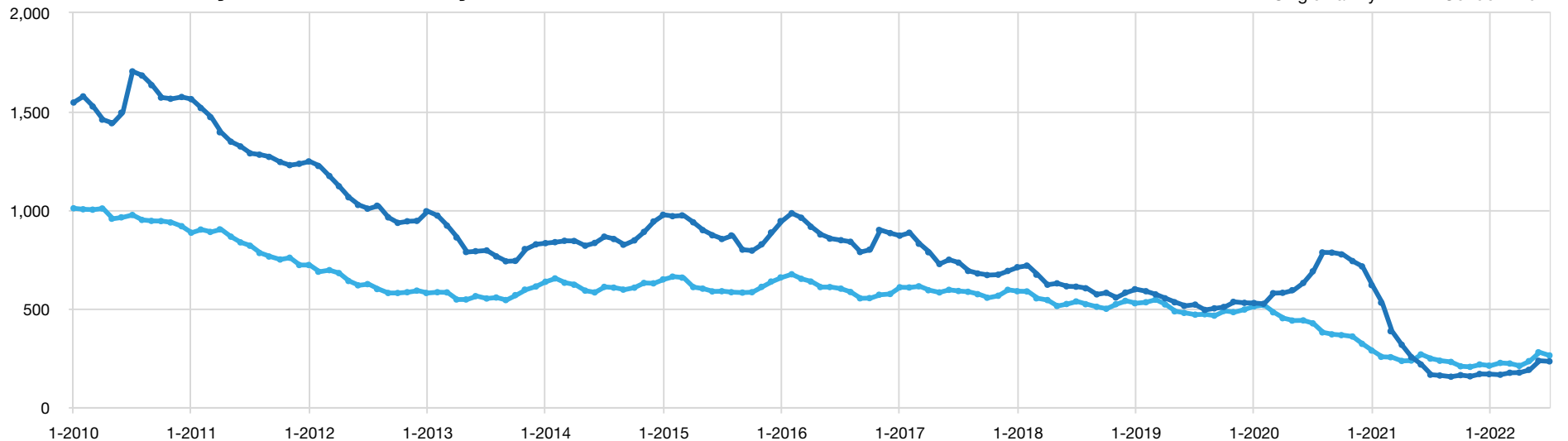


## July



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2021	235	- 38.0%	160	- 79.6%
Sep-2021	229	- 37.9%	154	- 80.4%
Oct-2021	207	- 43.3%	162	- 79.1%
Nov-2021	204	- 43.0%	156	- 78.9%
Dec-2021	216	- 32.7%	168	- 76.5%
Jan-2022	210	- 26.8%	167	- 73.0%
Feb-2022	224	- 12.2%	164	- 69.1%
Mar-2022	221	- 12.6%	174	- 54.8%
Apr-2022	209	- 10.7%	175	- 44.6%
May-2022	233	- 1.3%	189	- 25.3%
Jun-2022	278	+ 4.1%	235	+ 8.8%
<b>Jul-2022</b>	<b>262</b>	<b>+ 6.5%</b>	<b>232</b>	<b>+ 41.5%</b>
12-Month Avg	227	- 23.8%	178	- 66.0%

## Historical Inventory of Homes for Sale by Month

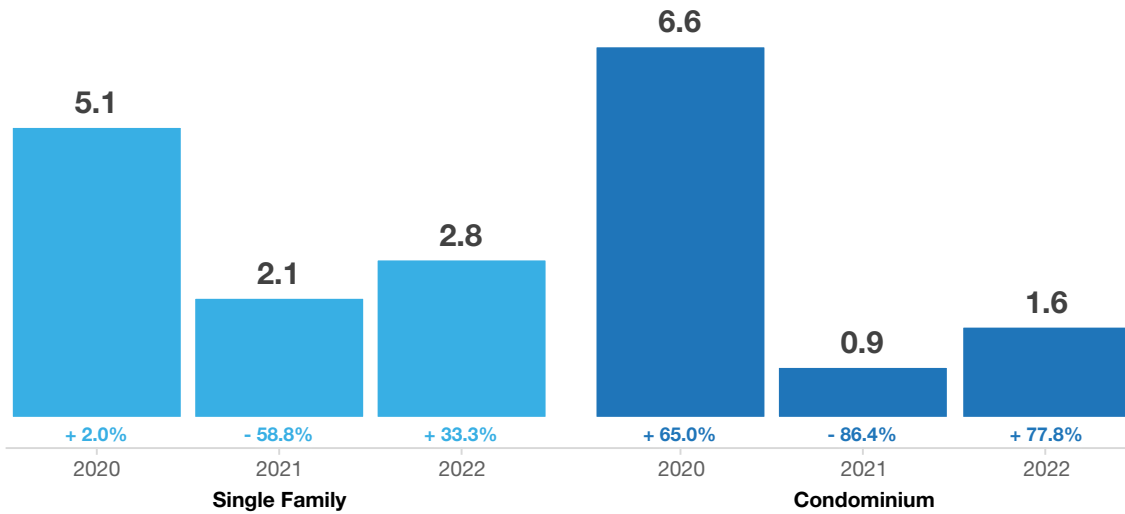


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



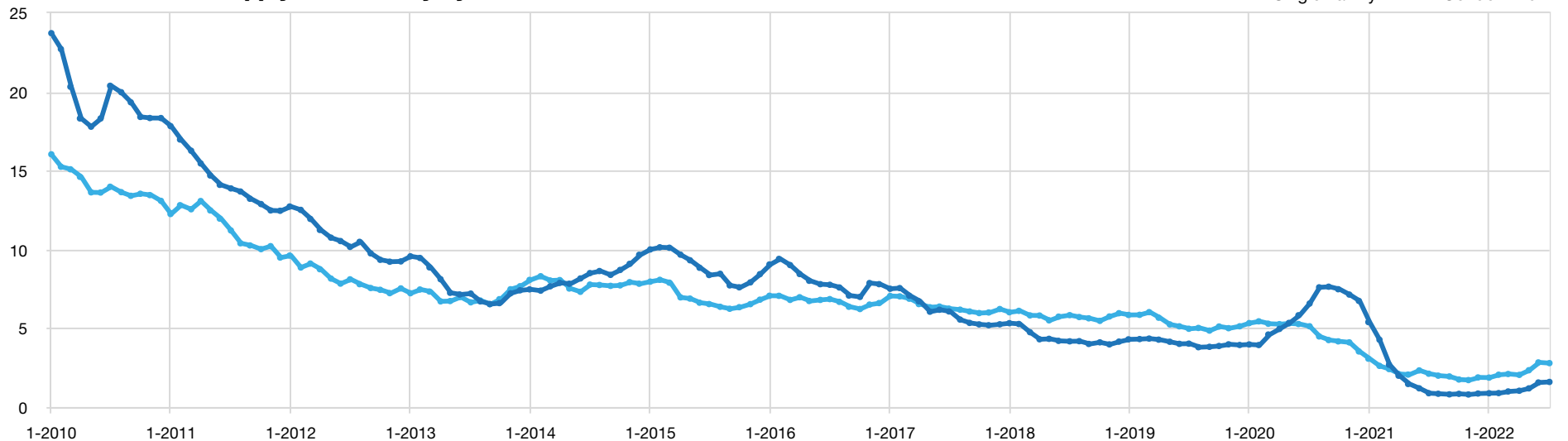
## July



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Aug-2021	2.0	- 55.6%	0.8	- 89.5%
Sep-2021	1.9	- 54.8%	0.8	- 89.5%
Oct-2021	1.7	- 59.5%	0.8	- 89.3%
Nov-2021	1.7	- 58.5%	0.8	- 88.7%
Dec-2021	1.9	- 45.7%	0.9	- 86.6%
Jan-2022	1.9	- 38.7%	0.9	- 83.3%
Feb-2022	2.1	- 19.2%	0.9	- 79.1%
Mar-2022	2.1	- 12.5%	1.0	- 63.0%
Apr-2022	2.0	- 4.8%	1.0	- 50.0%
May-2022	2.3	+ 9.5%	1.2	- 20.0%
Jun-2022	2.8	+ 21.7%	1.6	+ 33.3%
<b>Jul-2022</b>	<b>2.8</b>	<b>+ 33.3%</b>	<b>1.6</b>	<b>+ 77.8%</b>
12-Month Avg*	2.1	- 32.1%	1.0	- 77.5%

\* Months Supply for all properties from August 2021 through July 2022. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Combined

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



Key Metrics	Historical Sparkbars	7-2021	7-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		272	<b>196</b>	- 27.9%	2,493	<b>2,134</b>	- 14.4%
<b>Pending Sales</b>		304	<b>177</b>	- 41.8%	2,733	<b>1,733</b>	- 36.6%
<b>Closed Sales</b>		348	<b>204</b>	- 41.4%	2,551	<b>1,904</b>	- 25.4%
<b>Days on Market Until Sale</b>		122	<b>93</b>	- 23.8%	139	<b>95</b>	- 31.7%
<b>Median Sales Price</b>		\$826,500	<b>\$929,500</b>	+ 12.5%	\$780,000	<b>\$900,000</b>	+ 15.4%
<b>Average Sales Price</b>		\$1,476,167	<b>\$1,296,178</b>	- 12.2%	\$1,218,331	<b>\$1,350,975</b>	+ 10.9%
<b>Percent of List Price Received</b>		99.0%	<b>99.1%</b>	+ 0.1%	98.0%	<b>99.4%</b>	+ 1.4%
<b>Housing Affordability Index</b>		62	<b>42</b>	- 32.3%	65	<b>43</b>	- 33.8%
<b>Inventory of Homes for Sale</b>		592	<b>608</b>	+ 2.7%	—	—	—
<b>Months Supply of Inventory</b>		1.8	<b>2.3</b>	+ 27.8%	—	—	—

# Single Family Monthly Sales Volume

July 2022



Area Name	July 2022			June 2022			July 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	7	\$10,794,000	\$1,375,000	8	\$12,000,000	\$1,260,000	9	\$12,092,500	\$810,000
Hana	1	\$2,750,000	\$2,750,000	1	\$1,950,000	\$1,950,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$2,199,000	\$2,199,000	3	\$9,300,000	\$3,300,000	5	\$13,145,000	\$2,595,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	12	\$12,618,000	\$957,500	4	\$4,090,000	\$1,095,000	10	\$8,973,000	\$865,000
Kapalua	3	\$13,850,000	\$5,200,000	1	\$4,825,000	\$4,825,000	2	\$7,345,000	\$3,672,500
Kaupo	0	--	--	1	\$2,699,500	\$2,699,500	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	12	\$19,097,000	\$1,412,500	12	\$26,968,800	\$1,675,000	17	\$80,942,768	\$1,076,000
Kipahulu	0	--	--	0	--	--	1	\$425,000	\$425,000
Kula/Ulupalakua/Kanaio	5	\$16,185,000	\$1,575,000	6	\$8,202,500	\$1,325,000	7	\$19,065,000	\$1,950,000
Lahaina	9	\$23,118,600	\$1,575,000	1	\$1,250,000	\$1,250,000	6	\$17,307,049	\$2,766,000
Maalaea	0	--	--	1	\$2,500,000	\$2,500,000	0	--	--
Makawao/Olinda/Haliimaile	5	\$4,613,500	\$921,000	8	\$9,721,091	\$1,149,500	3	\$1,875,000	\$640,000
Maui Meadows	1	\$2,070,000	\$2,070,000	0	--	--	2	\$4,300,000	\$2,150,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$3,844,000	\$1,190,000	4	\$4,780,000	\$1,240,000	10	\$11,759,000	\$1,237,500
Olowalu	0	--	--	1	\$1,475,000	\$1,475,000	0	--	--
Pukalani	7	\$7,004,000	\$925,000	6	\$7,447,000	\$1,302,500	7	\$6,477,500	\$842,500
Spreckelsville/Paia/Kuau	2	\$1,805,000	\$902,500	2	\$1,410,000	\$705,000	3	\$9,696,000	\$2,947,000
Wailea/Makena	1	\$5,350,000	\$5,350,000	4	\$30,958,250	\$6,222,500	8	\$44,636,669	\$3,224,500
Wailuku	13	\$12,709,125	\$929,000	20	\$22,945,900	\$887,300	17	\$13,657,000	\$800,000
Lanai	2	\$1,418,750	\$709,375	2	\$1,305,000	\$652,500	1	\$425,000	\$425,000
Molokai	4	\$2,505,000	\$685,000	1	\$1,150,000	\$1,150,000	2	\$989,000	\$494,500
<b>All MLS</b>	<b>88</b>	<b>\$141,930,975</b>	<b>\$1,102,500</b>	<b>86</b>	<b>\$154,978,041</b>	<b>\$1,252,500</b>	<b>110</b>	<b>\$253,110,486</b>	<b>\$1,050,000</b>

# Condominium Monthly Sales Volume

July 2022



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	July 2022			June 2022			July 2021		
	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	8	\$17,070,000	\$1,675,000	18	\$23,804,500	\$1,095,000	19	\$22,944,500	\$929,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$415,000	\$207,500	6	\$1,762,000	\$234,000	0	--	--
Kapalua	5	\$7,014,000	\$1,425,000	11	\$24,428,500	\$1,400,000	15	\$28,936,533	\$1,150,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	36	\$30,901,000	\$784,750	54	\$49,210,000	\$740,000	63	\$39,555,450	\$540,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	2	\$1,678,000	\$839,000	7	\$6,655,000	\$600,000	8	\$5,156,000	\$582,500
Maalaea	4	\$2,525,000	\$612,500	2	\$1,340,000	\$670,000	3	\$1,625,000	\$550,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	24	\$13,819,400	\$562,500	30	\$25,938,000	\$756,000	46	\$31,318,515	\$552,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	1	\$845,000	\$845,000
Spreckelsville/Paia/Kuau	1	\$700,000	\$700,000	0	--	--	0	--	--
Wailea/Makena	7	\$21,090,000	\$1,695,000	13	\$46,706,500	\$2,615,000	37	\$77,012,612	\$1,500,000
Wailuku	7	\$4,034,000	\$520,000	6	\$2,559,000	\$357,500	11	\$5,214,950	\$435,000
Lanai	1	\$3,400,000	\$3,400,000	0	--	--	0	--	--
Molokai	2	\$375,000	\$187,500	6	\$1,773,000	\$305,500	7	\$1,151,500	\$125,000
<b>All MLS</b>	<b>99</b>	<b>\$103,021,400</b>	<b>\$789,500</b>	<b>153</b>	<b>\$184,176,500</b>	<b>\$830,000</b>	<b>210</b>	<b>\$213,760,060</b>	<b>\$711,500</b>



# Land Monthly Sales Volume

July 2022



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	July 2022			June 2022			July 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	1	\$900,000	\$900,000	0	--	--	1	\$410,000	\$410,000
Hana	1	\$4,900,000	\$4,900,000	1	\$3,763,300	\$3,763,300	2	\$706,500	\$353,250
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$925,000	\$925,000	0	--	--	2	\$1,740,000	\$870,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	1	\$984,270	\$984,270	0	--	--	0	--	--
Kapalua	1	\$1,275,000	\$1,275,000	1	\$1,945,000	\$1,945,000	2	\$2,050,000	\$1,025,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	1	\$665,000	\$665,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	2	\$1,864,000	\$932,000	2	\$1,402,000	\$701,000	3	\$2,821,735	\$960,000
Lahaina	2	\$1,970,000	\$985,000	0	--	--	1	\$1,450,000	\$1,450,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	2	\$2,400,000	\$1,200,000	0	--	--	3	\$15,950,000	\$1,245,000
Maui Meadows	0	--	--	0	--	--	1	\$500,000	\$500,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	1	\$1,185,000	\$1,185,000	1	\$8,300,000	\$8,300,000
Pukalani	0	--	--	1	\$599,500	\$599,500	1	\$440,000	\$440,000
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	1	\$1,608,250	\$1,608,250	1	\$1,960,000	\$1,960,000	3	\$8,000,000	\$1,550,000
Wailuku	2	\$1,889,500	\$944,750	0	--	--	3	\$3,150,000	\$1,000,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	3	\$752,000	\$295,000	1	\$300,000	\$300,000	4	\$652,500	\$153,750
<b>All MLS</b>	<b>17</b>	<b>\$19,468,020</b>	<b>\$925,000</b>	<b>8</b>	<b>\$11,154,800</b>	<b>\$1,002,500</b>	<b>28</b>	<b>\$46,835,735</b>	<b>\$872,500</b>

# Single Family Sales – Year to Date

July 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-22 YTD Sales	Jul-21 YTD Sales	Unit Change	Percent Change	Jul-22 YTD Average	Jul-21 YTD Average	Dollar Change	Percent Change	Jul-22 YTD Median	Jul-21 YTD Median	Dollar Change	Percent Change	Jul-22 YTD Volume	Jul-21 YTD Volume	Dollar Change	Percent Change
Haiku	63	59	+4	+6.8%	\$1,766,097	\$1,366,042	+\$400,054	+29.3%	\$1,430,000	\$1,115,000	+\$315,000	+28.3%	\$111,264,100	\$80,596,500	+\$30,667,600	+38.1%
Hana	7	6	+1	+16.7%	\$1,747,143	\$906,833	+\$840,309	+92.7%	\$1,645,000	\$795,500	+\$849,500	+106.8%	\$12,229,999	\$5,441,000	+\$6,788,999	+124.8%
Honokohau	1	0	+1	--	\$792,000	--	--	--	\$792,000	--	--	--	\$792,000	\$0	+\$792,000	--
Kaanapali	15	41	-26	-63.4%	\$2,994,403	\$2,955,163	+\$39,241	+1.3%	\$2,700,000	\$2,374,500	+\$325,500	+13.7%	\$44,916,050	\$121,161,666	-\$76,245,616	-62.9%
Kahakuloa	0	1	-1	-100.0%	--	\$1,540,000	--	--	--	\$1,540,000	--	--	\$0	\$1,540,000	-\$1,540,000	-100.0%
Kahului	68	69	-1	-1.4%	\$970,301	\$796,704	+\$173,597	+21.8%	\$951,000	\$790,000	+\$161,000	+20.4%	\$65,980,500	\$54,972,600	+\$11,007,900	+20.0%
Kapalua	10	22	-12	-54.5%	\$4,780,000	\$4,988,523	-\$208,523	-4.2%	\$4,837,500	\$4,010,000	+\$827,500	+20.6%	\$47,800,000	\$109,747,500	-\$61,947,500	-56.4%
Kaupo	1	0	+1	--	\$2,699,500	--	--	--	\$2,699,500	--	--	--	\$2,699,500	\$0	+\$2,699,500	--
Keanae	1	0	+1	--	\$1,100,000	--	--	--	\$1,100,000	--	--	--	\$1,100,000	\$0	+\$1,100,000	--
Kihei	96	117	-21	-17.9%	\$1,837,263	\$1,834,509	+\$2,753	+0.2%	\$1,362,500	\$955,000	+\$407,500	+42.7%	\$176,377,218	\$214,637,600	-\$38,260,382	-17.8%
Kipahulu	0	1	-1	-100.0%	--	\$425,000	--	--	--	\$425,000	--	--	\$0	\$425,000	-\$425,000	-100.0%
Kula/Ulupalakua/Kanaio	40	56	-16	-28.6%	\$1,920,101	\$1,563,339	+\$356,762	+22.8%	\$1,498,500	\$1,250,000	+\$248,500	+19.9%	\$76,804,044	\$87,547,000	-\$10,742,956	-12.3%
Lahaina	32	46	-14	-30.4%	\$2,881,331	\$2,613,460	+\$267,871	+10.2%	\$2,070,000	\$2,315,000	-\$245,000	-10.6%	\$92,202,600	\$120,219,173	-\$28,016,573	-23.3%
Maalaea	1	1	0	0.0%	\$2,500,000	\$2,475,000	+\$25,000	+1.0%	\$2,500,000	\$2,475,000	+\$25,000	+1.0%	\$2,500,000	\$2,475,000	+\$25,000	+1.0%
Makawao/Olinda/Haliimaile	57	36	+21	+58.3%	\$1,084,753	\$867,287	+\$217,467	+25.1%	\$935,000	\$794,000	+\$141,000	+17.8%	\$61,830,943	\$31,222,321	+\$30,608,622	+98.0%
Maui Meadows	16	24	-8	-33.3%	\$2,598,550	\$1,651,313	+\$947,238	+57.4%	\$2,110,000	\$1,532,500	+\$577,500	+37.7%	\$41,576,800	\$39,631,500	+\$1,945,300	+4.9%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	25	43	-18	-41.9%	\$1,495,160	\$1,228,449	+\$266,711	+21.7%	\$1,375,000	\$1,115,000	+\$260,000	+23.3%	\$37,378,999	\$52,823,300	-\$15,444,301	-29.2%
Olowalu	3	2	+1	+50.0%	\$4,591,667	\$6,800,000	-\$2,208,333	-32.5%	\$4,300,000	\$6,800,000	-\$2,500,000	-36.8%	\$13,775,000	\$13,600,000	+\$175,000	+1.3%
Pukalani	29	41	-12	-29.3%	\$1,108,500	\$975,709	+\$132,791	+13.6%	\$1,060,000	\$888,000	+\$172,000	+19.4%	\$32,146,500	\$40,004,049	-\$7,857,549	-19.6%
Spreckelsville/Paia/Kuau	17	25	-8	-32.0%	\$2,330,882	\$2,415,120	-\$84,238	-3.5%	\$1,095,000	\$1,525,000	-\$430,000	-28.2%	\$39,624,998	\$60,378,000	-\$20,753,002	-34.4%
Wailea/Makena	25	46	-21	-45.7%	\$7,850,498	\$5,897,135	+\$1,953,363	+33.1%	\$3,550,000	\$4,036,000	-\$486,000	-12.0%	\$196,262,450	\$271,268,217	-\$75,005,767	-27.7%
Wailuku	128	135	-7	-5.2%	\$1,003,050	\$851,592	+\$151,458	+17.8%	\$889,625	\$797,775	+\$91,850	+11.5%	\$128,390,364	\$114,964,885	+\$13,425,479	+11.7%
Lanai	7	9	-2	-22.2%	\$689,536	\$1,403,778	-\$714,242	-50.9%	\$675,000	\$700,000	-\$25,000	-3.6%	\$4,826,750	\$12,634,000	-\$7,807,250	-61.8%
Molokai	25	25	0	0.0%	\$943,480	\$834,160	+\$109,320	+13.1%	\$800,000	\$530,000	+\$270,000	+50.9%	\$23,587,000	\$20,854,000	+\$2,733,000	+13.1%
All MLS	667	805	-138	-17.1%	\$1,820,189	\$1,808,874	+\$11,315	+0.6%	\$1,175,000	\$989,990	+\$185,010	+18.7%	\$1,214,065,815	\$1,456,143,311	-\$242,077,496	-16.6%

# Total Condominium Sales – Year to Date

July 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-22 YTD Sales	Jul-21 YTD Sales	Unit Change	Percent Change	Jul-22 YTD Average	Jul-21 YTD Average	Dollar Change	Percent Change	Jul-22 YTD Median	Jul-21 YTD Median	Dollar Change	Percent Change	Jul-22 YTD Volume	Jul-21 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	3	0	+3	--	\$870,000	--	--	--	\$685,000	--	--	--	\$2,610,000	\$0	+\$2,610,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	107	157	-50	-31.8%	\$1,779,542	\$1,261,359	+\$518,183	+41.1%	\$1,500,000	\$950,000	+\$550,000	+57.9%	\$190,410,975	\$198,033,400	-\$7,622,425	-3.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	33	14	+19	+135.7%	\$222,745	\$244,429	-\$21,683	-8.9%	\$200,000	\$180,000	+\$20,000	+11.1%	\$7,350,600	\$3,422,000	+\$3,928,600	+114.8%
Kapalua	45	94	-49	-52.1%	\$2,244,544	\$1,887,476	+\$357,068	+18.9%	\$1,400,000	\$1,140,000	+\$260,000	+22.8%	\$101,004,500	\$177,422,783	-\$76,418,283	-43.1%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	380	471	-91	-19.3%	\$823,227	\$611,556	+\$211,671	+34.6%	\$732,500	\$539,000	+\$193,500	+35.9%	\$312,826,311	\$288,042,758	+\$24,783,553	+8.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	48	109	-61	-56.0%	\$1,279,100	\$756,051	+\$523,049	+69.2%	\$832,500	\$558,000	+\$274,500	+49.2%	\$61,396,799	\$82,409,545	-\$21,012,746	-25.5%
Maalaea	31	39	-8	-20.5%	\$677,540	\$480,997	+\$196,543	+40.9%	\$644,500	\$480,000	+\$164,500	+34.3%	\$21,003,744	\$18,758,900	+\$2,244,844	+12.0%
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	239	274	-35	-12.8%	\$773,801	\$599,379	+\$174,422	+29.1%	\$700,000	\$529,000	+\$171,000	+32.3%	\$184,938,400	\$164,229,905	+\$20,708,495	+12.6%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	4	-3	-75.0%	\$875,000	\$718,750	+\$156,250	+21.7%	\$875,000	\$697,500	+\$177,500	+25.4%	\$875,000	\$2,875,000	-\$2,000,000	-69.6%
Spreckelsville/Paia/Kuau	2	2	0	0.0%	\$635,000	\$480,000	+\$155,000	+32.3%	\$635,000	\$480,000	+\$155,000	+32.3%	\$1,270,000	\$960,000	+\$310,000	+32.3%
Wailea/Makena	93	209	-116	-55.5%	\$2,699,979	\$2,054,168	+\$645,811	+31.4%	\$1,725,000	\$1,448,000	+\$277,000	+19.1%	\$251,098,059	\$429,321,112	-\$178,223,053	-41.5%
Wailuku	65	74	-9	-12.2%	\$541,254	\$461,786	+\$79,468	+17.2%	\$500,000	\$426,000	+\$74,000	+17.4%	\$35,181,500	\$34,172,189	+\$1,009,311	+3.0%
Lanai	2	2	0	0.0%	\$2,500,000	\$2,387,500	+\$112,500	+4.7%	\$2,500,000	\$2,387,500	+\$112,500	+4.7%	\$5,000,000	\$4,775,000	+\$225,000	+4.7%
Molokai	37	32	+5	+15.6%	\$249,608	\$199,844	+\$49,764	+24.9%	\$259,000	\$171,710	+\$87,290	+50.8%	\$9,235,500	\$6,395,020	+\$2,840,480	+44.4%
All MLS	1,087	1,481	-394	-26.6%	\$1,089,974	\$952,611	+\$137,362	+14.4%	\$760,000	\$635,000	+\$125,000	+19.7%	\$1,184,801,388	\$1,410,817,612	-\$226,016,224	-16.0%

# Fee Simple Condominium Sales – Year to Date

July 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-22 YTD Sales	Jul-21 YTD Sales	Unit Change	Percent Change	Jul-22 YTD Average	Jul-21 YTD Average	Dollar Change	Percent Change	Jul-22 YTD Median	Jul-21 YTD Median	Dollar Change	Percent Change	Jul-22 YTD Volume	Jul-21 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	3	0	+3	--	\$870,000	--	--	--	\$685,000	--	--	--	\$2,610,000	\$0	+\$2,610,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	95	143	-48	-33.6%	\$1,922,310	\$1,330,933	+\$591,377	+44.4%	\$1,650,000	\$1,010,000	+\$640,000	+63.4%	\$182,619,475	\$190,323,400	-\$7,703,925	-4.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	33	14	+19	+135.7%	\$222,745	\$244,429	-\$21,683	-8.9%	\$200,000	\$180,000	+\$20,000	+11.1%	\$7,350,600	\$3,422,000	+\$3,928,600	+114.8%
Kapalua	45	94	-49	-52.1%	\$2,244,544	\$1,887,476	+\$357,068	+18.9%	\$1,400,000	\$1,140,000	+\$260,000	+22.8%	\$101,004,500	\$177,422,783	-\$76,418,283	-43.1%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	371	465	-94	-20.2%	\$827,073	\$614,677	+\$212,396	+34.6%	\$730,000	\$539,000	+\$191,000	+35.4%	\$306,843,911	\$285,824,758	+\$21,019,153	+7.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	45	103	-58	-56.3%	\$1,340,373	\$785,924	+\$554,450	+70.5%	\$840,000	\$560,000	+\$280,000	+50.0%	\$60,316,799	\$80,950,145	-\$20,633,346	-25.5%
Maalaea	24	24	0	0.0%	\$750,031	\$560,896	+\$189,135	+33.7%	\$687,500	\$535,000	+\$152,500	+28.5%	\$18,000,744	\$13,461,500	+\$4,539,244	+33.7%
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	197	234	-37	-15.8%	\$776,310	\$609,437	+\$166,873	+27.4%	\$720,000	\$540,000	+\$180,000	+33.3%	\$152,933,100	\$142,608,338	+\$10,324,762	+7.2%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	4	-3	-75.0%	\$875,000	\$718,750	+\$156,250	+21.7%	\$875,000	\$697,500	+\$177,500	+25.4%	\$875,000	\$2,875,000	-\$2,000,000	-69.6%
Spreckelsville/Paia/Kuau	2	2	0	0.0%	\$635,000	\$480,000	+\$155,000	+32.3%	\$635,000	\$480,000	+\$155,000	+32.3%	\$1,270,000	\$960,000	+\$310,000	+32.3%
Wailea/Makena	93	209	-116	-55.5%	\$2,699,979	\$2,054,168	+\$645,811	+31.4%	\$1,725,000	\$1,448,000	+\$277,000	+19.1%	\$251,098,059	\$429,321,112	-\$178,223,053	-41.5%
Wailuku	65	74	-9	-12.2%	\$541,254	\$461,786	+\$79,468	+17.2%	\$500,000	\$426,000	+\$74,000	+17.4%	\$35,181,500	\$34,172,189	+\$1,009,311	+3.0%
Lanai	2	2	0	0.0%	\$2,500,000	\$2,387,500	+\$112,500	+4.7%	\$2,500,000	\$2,387,500	+\$112,500	+4.7%	\$5,000,000	\$4,775,000	+\$225,000	+4.7%
Molokai	33	30	+3	+10.0%	\$266,742	\$207,584	+\$59,158	+28.5%	\$275,000	\$177,500	+\$97,500	+54.9%	\$8,802,500	\$6,227,520	+\$2,574,980	+41.3%
All MLS	1,010	1,398	-388	-27.8%	\$1,123,273	\$981,648	+\$141,626	+14.4%	\$780,000	\$650,000	+\$130,000	+20.0%	\$1,134,506,188	\$1,372,343,745	-\$237,837,557	-17.3%

# Leasehold Condominium Sales – Year to Date

July 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-22 YTD Sales	Jul-21 YTD Sales	Unit Change	Percent Change	Jul-22 YTD Average	Jul-21 YTD Average	Dollar Change	Percent Change	Jul-22 YTD Median	Jul-21 YTD Median	Dollar Change	Percent Change	Jul-22 YTD Volume	Jul-21 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	12	14	-2	-14.3%	\$649,292	\$550,714	+\$98,577	+17.9%	\$603,250	\$407,500	+\$195,750	+48.0%	\$7,791,500	\$7,710,000	+\$81,500	+1.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	9	6	+3	+50.0%	\$664,711	\$369,667	+\$295,044	+79.8%	\$785,000	\$309,000	+\$476,000	+154.0%	\$5,982,400	\$2,218,000	+\$3,764,400	+169.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	3	6	-3	-50.0%	\$360,000	\$243,233	+\$116,767	+48.0%	\$380,000	\$227,200	+\$152,800	+67.3%	\$1,080,000	\$1,459,400	-\$379,400	-26.0%
Maalaea	7	15	-8	-53.3%	\$429,000	\$353,160	+\$75,840	+21.5%	\$430,000	\$340,000	+\$90,000	+26.5%	\$3,003,000	\$5,297,400	-\$2,294,400	-43.3%
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	42	40	+2	+5.0%	\$762,031	\$540,539	+\$221,492	+41.0%	\$330,000	\$306,000	+\$24,000	+7.8%	\$32,005,300	\$21,621,567	+\$10,383,733	+48.0%
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	4	2	+2	+100.0%	\$108,250	\$83,750	+\$24,500	+29.3%	\$97,000	\$83,750	+\$13,250	+15.8%	\$433,000	\$167,500	+\$265,500	+158.5%
<b>All MLS</b>	<b>77</b>	<b>83</b>	<b>-6</b>	<b>-7.2%</b>	<b>\$653,184</b>	<b>\$463,541</b>	<b>+\$189,644</b>	<b>+40.9%</b>	<b>\$380,000</b>	<b>\$318,000</b>	<b>+\$62,000</b>	<b>+19.5%</b>	<b>\$50,295,200</b>	<b>\$38,473,867</b>	<b>+\$11,821,333</b>	<b>+30.7%</b>

# Land Sales – Year to Date

July 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jul-22 YTD Sales	Jul-21 YTD Sales	Unit Change	Percent Change	Jul-22 YTD Average	Jul-21 YTD Average	Dollar Change	Percent Change	Jul-22 YTD Median	Jul-21 YTD Median	Dollar Change	Percent Change	Jul-22 YTD Volume	Jul-21 YTD Volume	Dollar Change	Percent Change
Haiku	13	28	-15	-53.6%	\$1,005,231	\$799,376	+\$205,855	+25.8%	\$900,000	\$555,000	+\$345,000	+62.2%	\$13,068,000	\$22,382,520	-\$9,314,520	-41.6%
Hana	5	13	-8	-61.5%	\$2,657,660	\$870,308	+\$1,787,352	+205.4%	\$3,350,000	\$515,000	+\$2,835,000	+550.5%	\$13,288,300	\$11,314,000	+\$1,974,300	+17.5%
Honokohau	1	0	+1	--	\$408,000	--	--	--	\$408,000	--	--	--	\$408,000	\$0	+\$408,000	--
Kaanapali	16	44	-28	-63.6%	\$1,524,531	\$668,659	+\$855,872	+128.0%	\$805,000	\$575,000	+\$230,000	+40.0%	\$24,392,500	\$29,421,007	-\$5,028,507	-17.1%
Kahakuloa	1	2	-1	-50.0%	\$800,000	\$395,000	+\$405,000	+102.5%	\$800,000	\$395,000	+\$405,000	+102.5%	\$800,000	\$790,000	+\$10,000	+1.3%
Kahului	2	0	+2	--	\$914,635	--	--	--	\$914,635	--	--	--	\$1,829,270	\$0	+\$1,829,270	--
Kapalua	16	34	-18	-52.9%	\$1,648,594	\$1,130,000	+\$518,594	+45.9%	\$1,337,500	\$970,000	+\$367,500	+37.9%	\$26,377,500	\$38,420,000	-\$12,042,500	-31.3%
Kaupo	4	1	+3	+300.0%	\$457,688	\$350,000	+\$107,688	+30.8%	\$415,000	\$350,000	+\$65,000	+18.6%	\$1,830,750	\$350,000	+\$1,480,750	+423.1%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	6	3	+3	+100.0%	\$3,016,667	\$611,500	+\$2,405,167	+393.3%	\$1,350,000	\$657,500	+\$692,500	+105.3%	\$18,100,000	\$1,834,500	+\$16,265,500	+886.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	21	31	-10	-32.3%	\$1,318,286	\$1,017,688	+\$300,598	+29.5%	\$820,000	\$930,000	-\$110,000	-11.8%	\$27,684,000	\$31,548,320	-\$3,864,320	-12.2%
Lahaina	6	12	-6	-50.0%	\$997,167	\$1,237,167	-\$240,000	-19.4%	\$870,000	\$1,028,500	-\$158,500	-15.4%	\$5,983,000	\$14,846,000	-\$8,863,000	-59.7%
Maalaea	0	1	-1	-100.0%	--	\$1,100,000	--	--	--	\$1,100,000	--	--	\$0	\$1,100,000	-\$1,100,000	-100.0%
Makawao/Olinda/Haliimaile	7	23	-16	-69.6%	\$1,039,175	\$1,243,171	-\$203,996	-16.4%	\$750,000	\$500,000	+\$250,000	+50.0%	\$7,274,222	\$28,592,934	-\$21,318,712	-74.6%
Maui Meadows	1	1	0	0.0%	\$1,490,000	\$500,000	+\$990,000	+198.0%	\$1,490,000	\$500,000	+\$990,000	+198.0%	\$1,490,000	\$500,000	+\$990,000	+198.0%
Nahiku	1	1	0	0.0%	\$170,000	\$400,000	-\$230,000	-57.5%	\$170,000	\$400,000	-\$230,000	-57.5%	\$170,000	\$400,000	-\$230,000	-57.5%
Napili/Kahana/Honokowai	2	2	0	0.0%	\$2,709,000	\$433,638	+\$2,275,363	+524.7%	\$2,709,000	\$433,638	+\$2,275,363	+524.7%	\$5,418,000	\$867,275	+\$4,550,725	+524.7%
Olowalu	2	4	-2	-50.0%	\$1,216,500	\$3,425,000	-\$2,208,500	-64.5%	\$1,216,500	\$2,275,000	-\$1,058,500	-46.5%	\$2,433,000	\$13,700,000	-\$11,267,000	-82.2%
Pukalani	3	7	-4	-57.1%	\$510,167	\$436,000	+\$74,167	+17.0%	\$479,000	\$425,000	+\$54,000	+12.7%	\$1,530,500	\$3,052,000	-\$1,521,500	-49.9%
Spreckelsville/Paia/Kuau	1	0	+1	--	\$1,785,000	--	--	--	\$1,785,000	--	--	--	\$1,785,000	\$0	+\$1,785,000	--
Wailea/Makena	5	7	-2	-28.6%	\$1,507,650	\$2,030,000	-\$522,350	-25.7%	\$1,608,250	\$1,550,000	+\$58,250	+3.8%	\$7,538,250	\$14,210,000	-\$6,671,750	-47.0%
Wailuku	10	23	-13	-56.5%	\$509,450	\$801,500	-\$292,050	-36.4%	\$387,500	\$650,000	-\$262,500	-40.4%	\$5,094,500	\$18,434,500	-\$13,340,000	-72.4%
Lanai	0	5	-5	-100.0%	--	\$1,069,000	--	--	--	\$1,100,000	--	--	\$0	\$5,345,000	-\$5,345,000	-100.0%
Molokai	27	23	+4	+17.4%	\$255,352	\$169,261	+\$86,091	+50.9%	\$229,500	\$125,000	+\$104,500	+83.6%	\$6,894,500	\$3,892,999	+\$3,001,501	+77.1%
All MLS	150	265	-115	-43.4%	\$1,155,929	\$909,438	+\$246,491	+27.1%	\$775,000	\$665,000	+\$110,000	+16.5%	\$173,389,292	\$241,001,055	-\$67,611,763	-28.1%