

# Monthly Indicators



## October 2022

Existing home sales declined nationwide for the eighth consecutive month, falling 1.5% as of last measure, according to the National Association of REALTORS® (NAR), with sales down nearly 24% from the same period last year. Pending home sales also declined, dropping 10.9% month-to-month, exceeding economists' expectations. Stubbornly high inflation and soaring borrowing costs have eroded buyer purchasing power and have caused the market to cool rapidly this year.

New Listings decreased 15.3 percent for Single Family homes and 50.0 percent for Condominium homes. Pending Sales decreased 52.4 percent for Single Family homes and 54.0 percent for Condominium homes. Inventory increased 29.7 percent for Single Family homes and 7.4 percent for Condominium homes.

Median Sales Price increased 13.5 percent to \$1,056,000 for Single Family homes and 19.0 percent to \$800,000 for Condominium homes. Days on Market increased 44.0 percent for Single Family homes and 5.0 percent for Condominium homes. Months Supply of Inventory increased 88.9 percent for Single Family homes and 62.5 percent for Condominium homes.

The US housing market is undergoing a major shift, and affordability continues to be an obstacle for buyers and sellers. Mortgage rates have doubled since March, and home prices remain elevated due to a limited supply of homes, although price gains are slowing at a quickening pace. As a result, many homeowners are waiting until market conditions improve to sell their home, while other sellers are increasingly cutting prices and offering concessions to attract a greater number of buyers.

## Quick Facts

**- 36.3%**

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

**+ 11.3%**

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

**+ 8.5%**

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	10-2021	10-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		98	<b>83</b>	- 15.3%	1,296	<b>1,096</b>	- 15.4%
<b>Pending Sales</b>		103	<b>49</b>	- 52.4%	1,215	<b>792</b>	- 34.8%
<b>Closed Sales</b>		111	<b>76</b>	- 31.5%	1,153	<b>890</b>	- 22.8%
<b>Days on Market Until Sale</b>		100	<b>144</b>	+ 44.0%	117	<b>115</b>	- 1.7%
<b>Median Sales Price</b>		\$930,000	<b>\$1,056,000</b>	+ 13.5%	\$982,000	<b>\$1,125,000</b>	+ 14.6%
<b>Average Sales Price</b>		\$1,238,060	<b>\$1,844,236</b>	+ 49.0%	\$1,716,093	<b>\$1,763,370</b>	+ 2.8%
<b>Percent of List Price Received</b>		99.0%	<b>95.4%</b>	- 3.6%	98.6%	<b>98.6%</b>	0.0%
<b>Housing Affordability Index</b>		54	<b>33</b>	- 38.9%	51	<b>31</b>	- 39.2%
<b>Inventory of Homes for Sale</b>		209	<b>271</b>	+ 29.7%	—	—	—
<b>Months Supply of Inventory</b>		1.8	<b>3.4</b>	+ 88.9%	—	—	—

# Condominium Market Overview

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



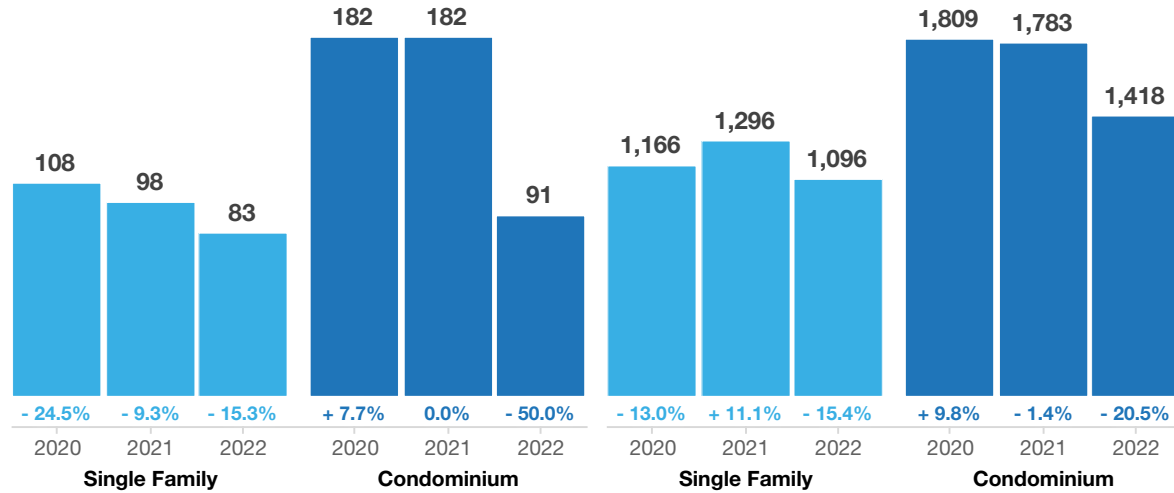
Key Metrics	Historical Sparkbars	10-2021	10-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		182	<b>91</b>	- 50.0%	1,783	<b>1,418</b>	- 20.5%
<b>Pending Sales</b>		161	<b>74</b>	- 54.0%	2,029	<b>1,236</b>	- 39.1%
<b>Closed Sales</b>		134	<b>89</b>	- 33.6%	1,987	<b>1,380</b>	- 30.5%
<b>Days on Market Until Sale</b>		80	<b>84</b>	+ 5.0%	128	<b>75</b>	- 41.4%
<b>Median Sales Price</b>		\$672,500	<b>\$800,000</b>	+ 19.0%	\$650,000	<b>\$771,250</b>	+ 18.7%
<b>Average Sales Price</b>		\$1,039,926	<b>\$888,247</b>	- 14.6%	\$962,441	<b>\$1,076,774</b>	+ 11.9%
<b>Percent of List Price Received</b>		100.7%	<b>97.8%</b>	- 2.9%	98.6%	<b>99.8%</b>	+ 1.2%
<b>Housing Affordability Index</b>		74	<b>44</b>	- 40.5%	77	<b>45</b>	- 41.6%
<b>Inventory of Homes for Sale</b>		163	<b>175</b>	+ 7.4%	—	—	—
<b>Months Supply of Inventory</b>		0.8	<b>1.3</b>	+ 62.5%	—	—	—

# New Listings

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

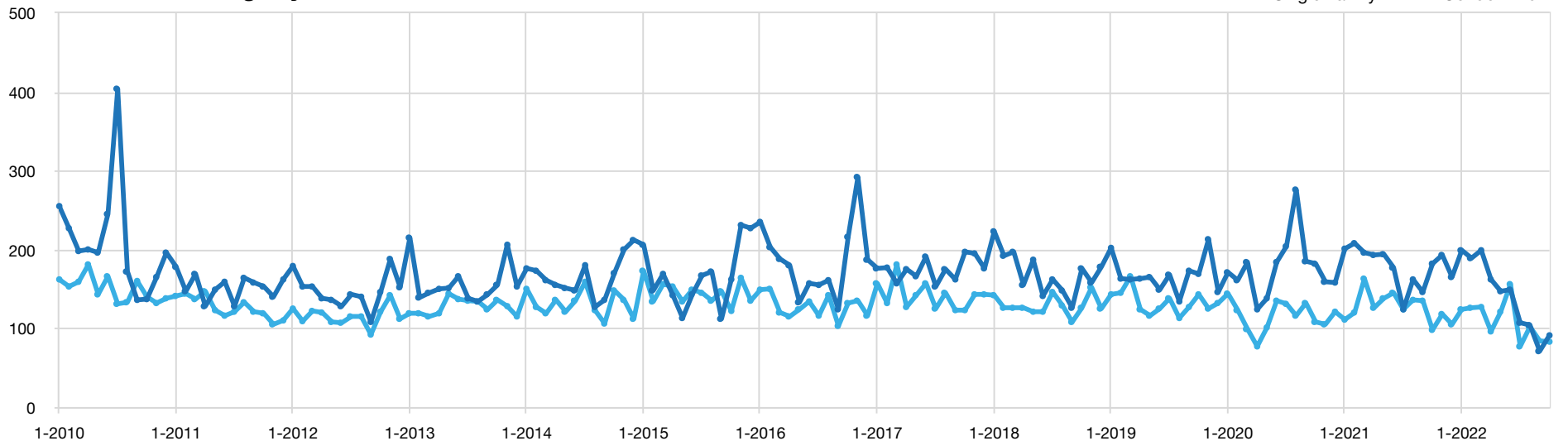


## October



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-2021	118	+ 12.4%	193	+ 21.4%
Dec-2021	105	- 13.2%	165	+ 4.4%
Jan-2022	124	+ 11.7%	199	- 1.0%
Feb-2022	126	+ 5.0%	189	- 9.1%
Mar-2022	127	- 22.1%	199	+ 1.5%
Apr-2022	96	- 23.8%	162	- 16.1%
May-2022	121	- 12.3%	147	- 24.2%
Jun-2022	156	+ 7.6%	149	- 15.8%
Jul-2022	77	- 37.9%	107	- 13.7%
Aug-2022	102	- 25.0%	104	- 35.8%
Sep-2022	84	- 37.8%	71	- 51.4%
<b>Oct-2022</b>	<b>83</b>	<b>- 15.3%</b>	<b>91</b>	<b>- 50.0%</b>
12-Month Avg	110	- 13.4%	148	- 15.4%

## Historical New Listings by Month



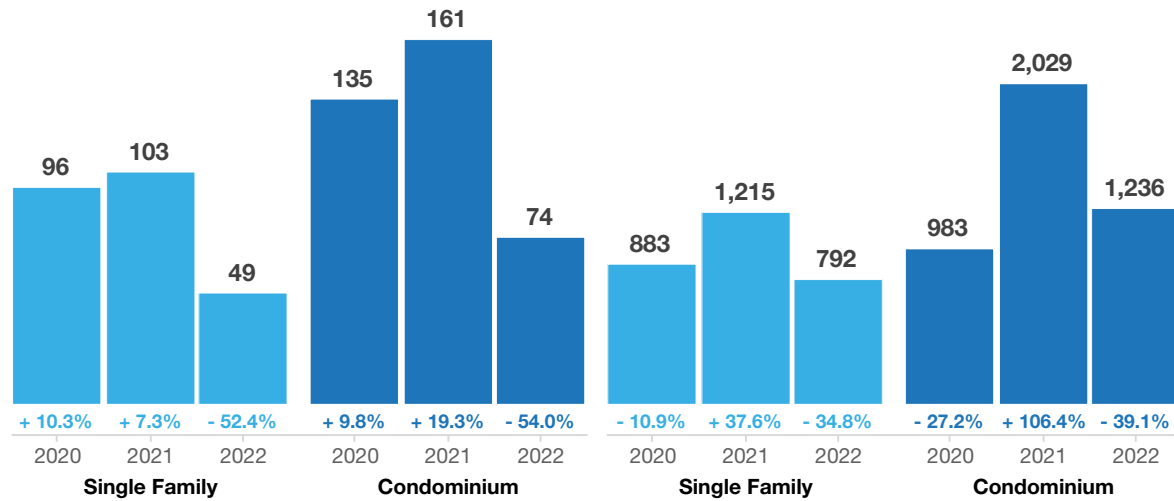
# Pending Sales

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



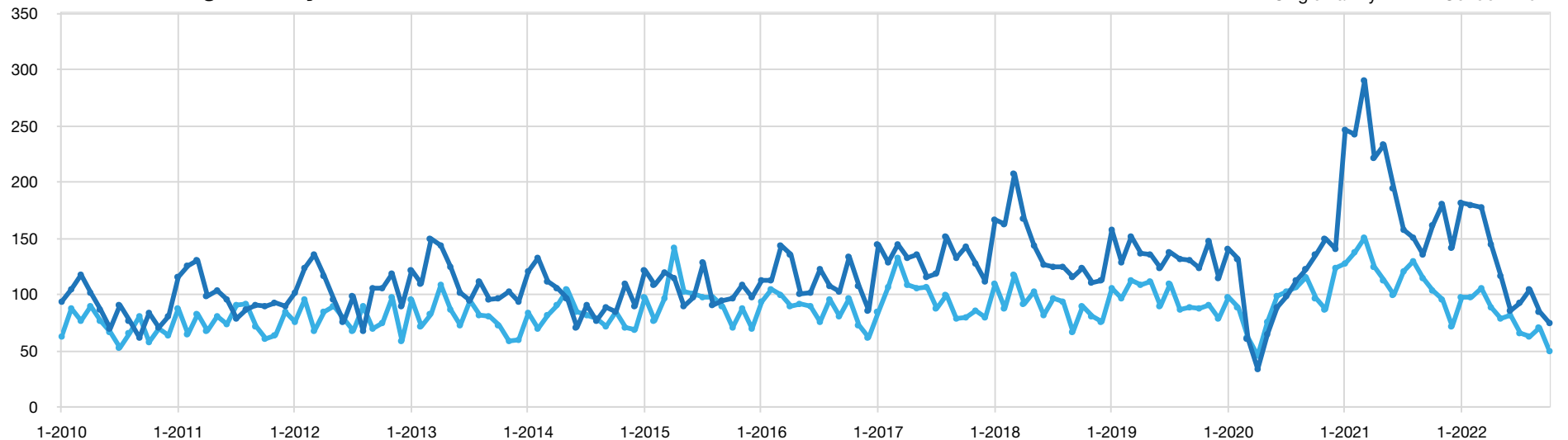
## October

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	97	- 29.2%	179	- 26.0%
Mar-2022	105	- 30.0%	177	- 39.0%
Apr-2022	88	- 29.0%	144	- 34.8%
May-2022	78	- 30.4%	116	- 50.2%
Jun-2022	81	- 18.2%	85	- 56.2%
Jul-2022	65	- 45.8%	92	- 41.4%
Aug-2022	62	- 51.9%	104	- 30.7%
Sep-2022	70	- 38.6%	84	- 37.8%
<b>Oct-2022</b>	<b>49</b>	<b>- 52.4%</b>	<b>74</b>	<b>- 54.0%</b>
12-Month Avg	80	- 32.8%	130	- 32.6%

## Historical Pending Sales by Month

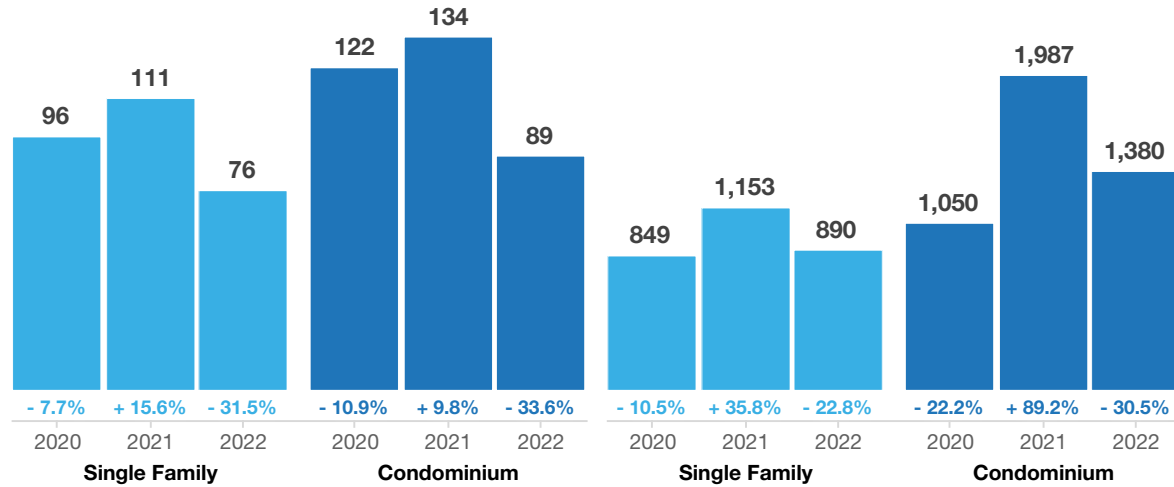


# Closed Sales

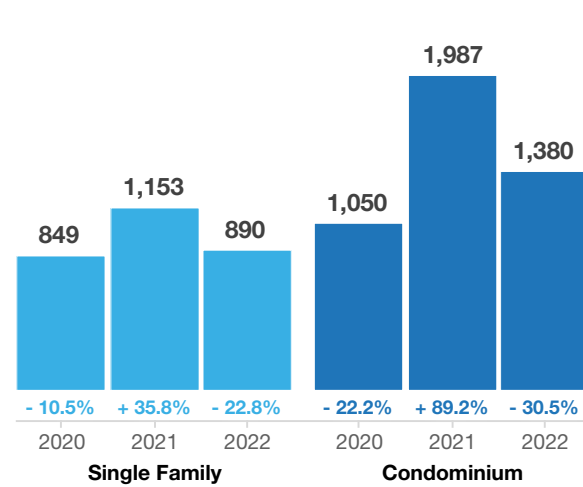
A count of the actual sales that closed in a given month.



## October

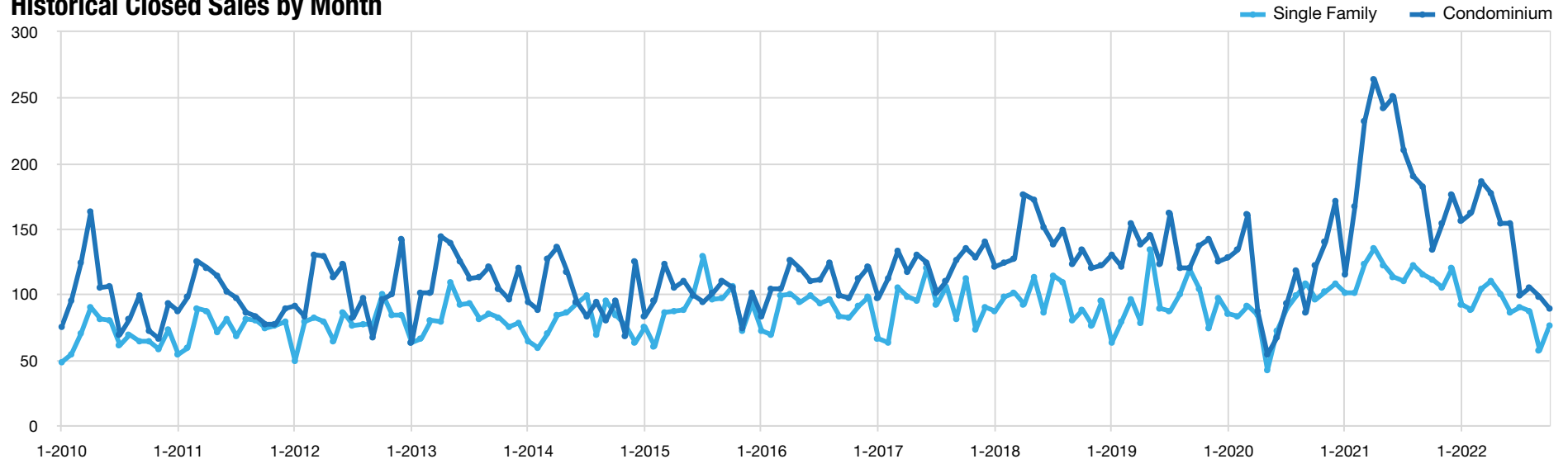


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	88	- 12.9%	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%	154	- 38.6%
Jul-2022	90	- 18.2%	99	- 52.9%
Aug-2022	87	- 28.7%	105	- 44.7%
Sep-2022	57	- 50.4%	98	- 46.2%
<b>Oct-2022</b>	<b>76</b>	<b>- 31.5%</b>	<b>89</b>	<b>- 33.6%</b>
12-Month Avg	93	- 18.4%	143	- 25.5%

## Historical Closed Sales by Month

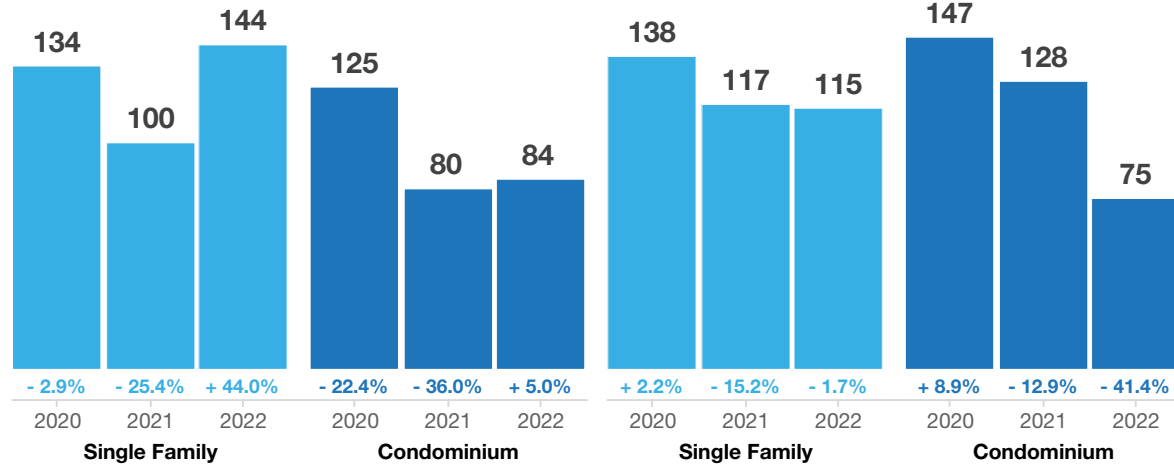


# Days on Market Until Sale

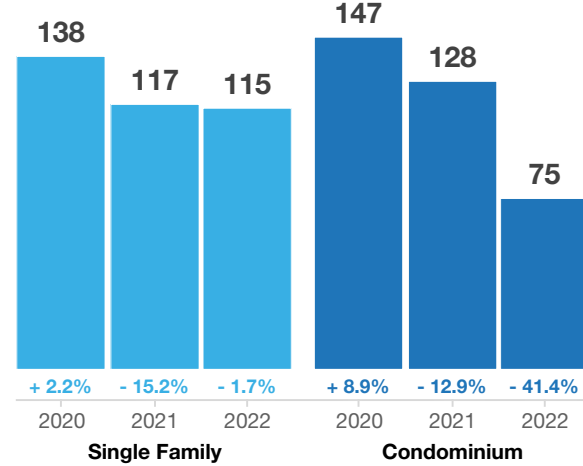
Average number of days between when a property is listed and when it closed in a given month.



## October



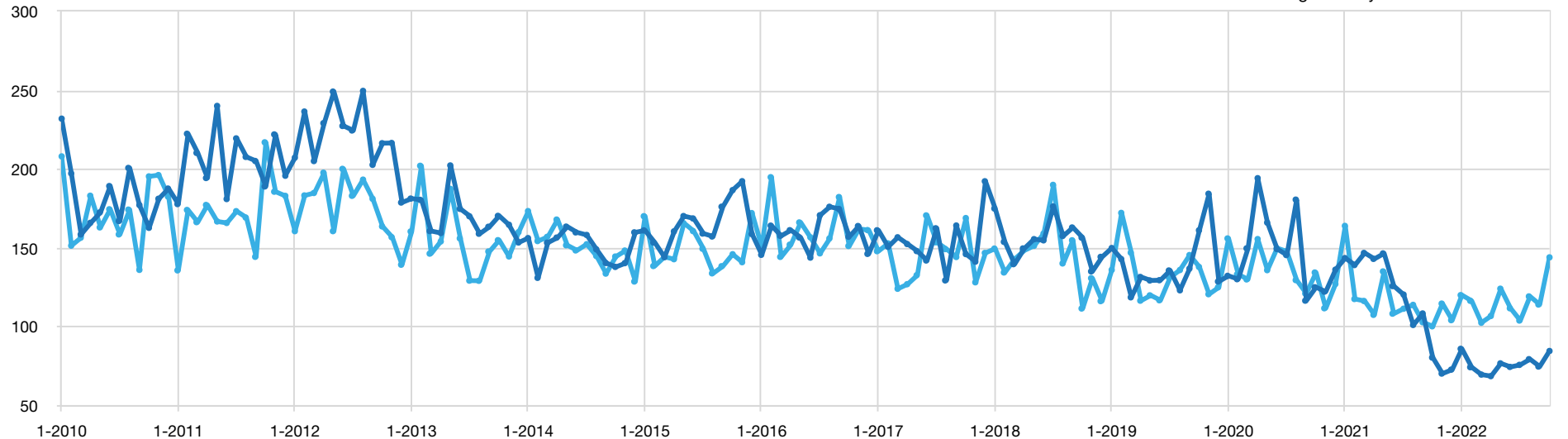
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	116	- 0.9%	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%
Jul-2022	104	- 6.3%	76	- 36.7%
Aug-2022	119	+ 4.4%	79	- 21.8%
Sep-2022	114	+ 10.7%	74	- 31.5%
<b>Oct-2022</b>	<b>144</b>	<b>+ 44.0%</b>	<b>84</b>	<b>+ 5.0%</b>
12-Month Avg*	114	- 2.8%	75	- 41.6%

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

## Historical Days on Market Until Sale by Month

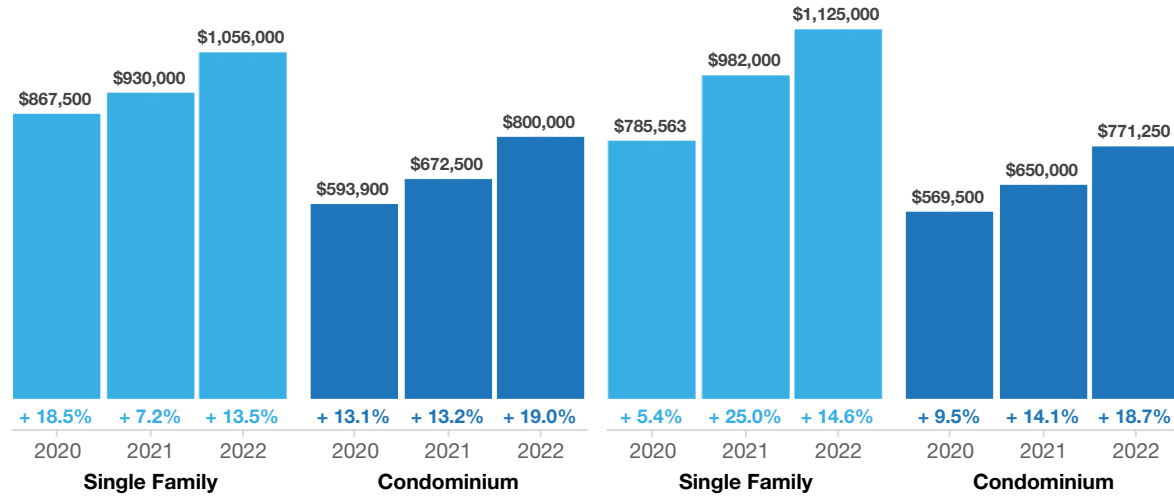


# Median Sales Price

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



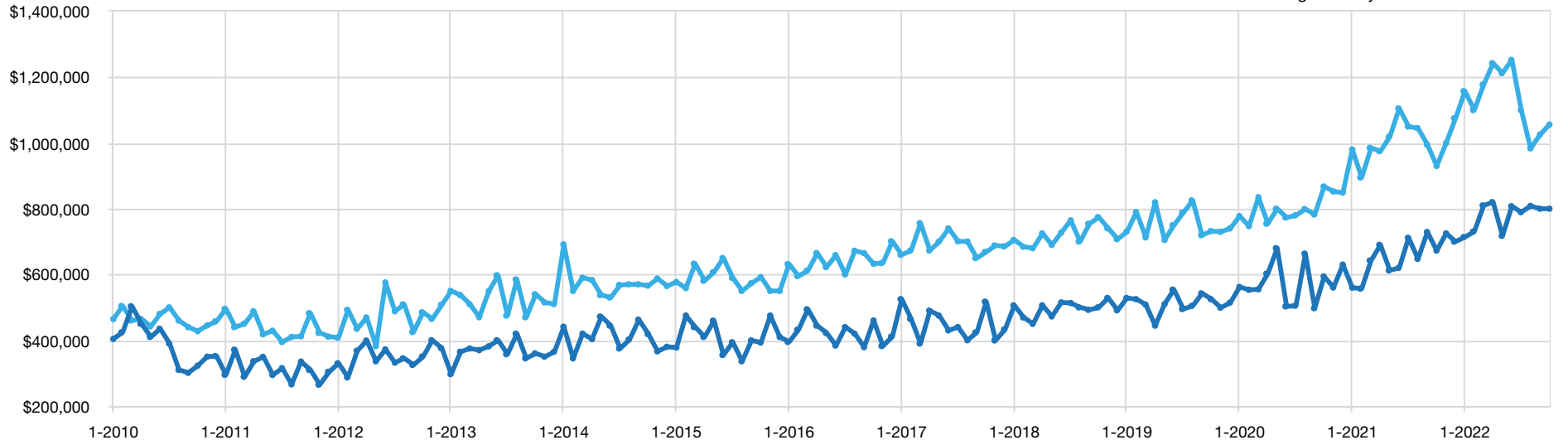
## October



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	\$807,500	+ 30.2%
Jul-2022	\$1,100,000	+ 4.8%	\$789,500	+ 11.0%
Aug-2022	\$983,575	- 5.9%	\$808,379	+ 24.8%
Sep-2022	\$1,025,000	+ 3.0%	\$800,000	+ 9.7%
<b>Oct-2022</b>	<b>\$1,056,000</b>	<b>+ 13.5%</b>	<b>\$800,000</b>	<b>+ 19.0%</b>
12-Month Avg*	\$1,100,000	+ 12.8%	\$760,000	+ 17.8%

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

## Historical Median Sales Price by Month



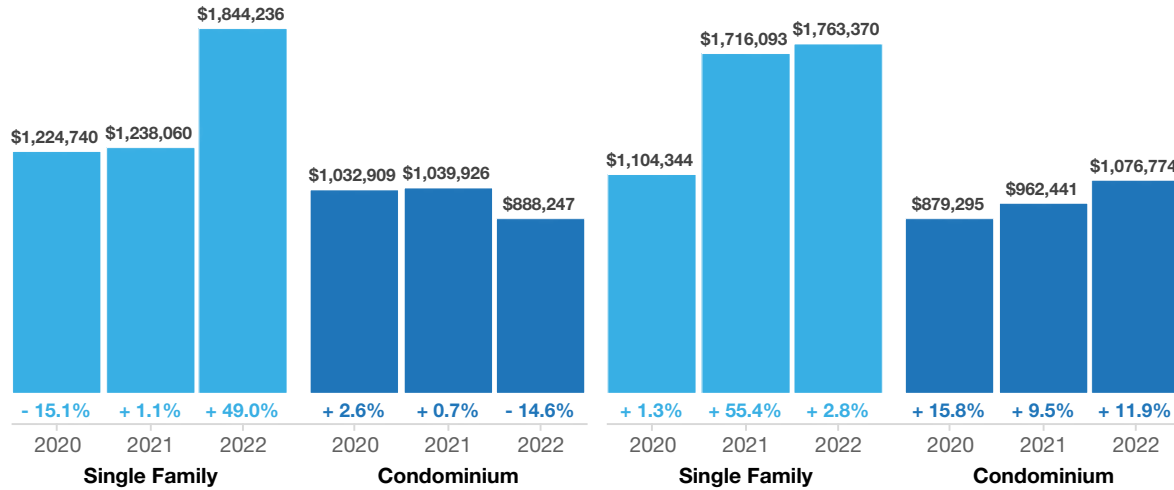


# Average Sales Price

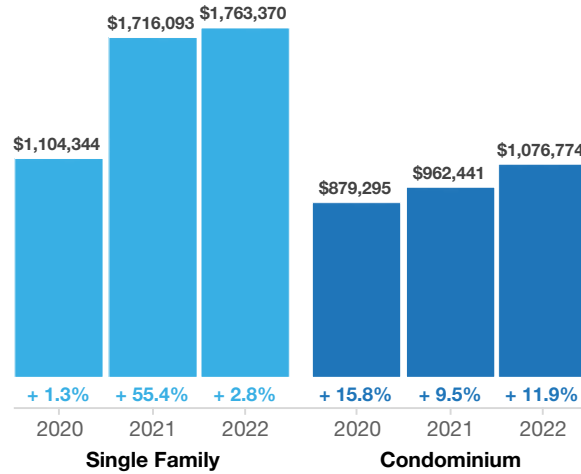
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



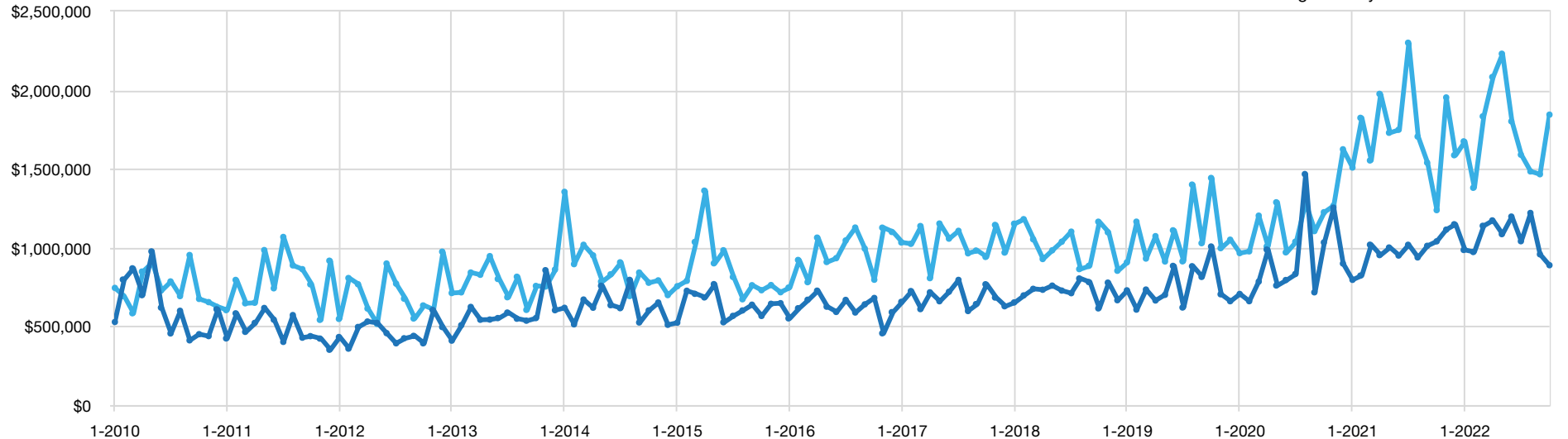
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	\$1,379,944	- 24.3%	\$972,040	+ 18.2%
Mar-2022	\$1,833,508	+ 18.0%	\$1,138,375	+ 11.8%
Apr-2022	\$2,083,500	+ 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%	\$1,196,990	+ 26.0%
Jul-2022	\$1,589,922	- 30.9%	\$1,040,620	+ 2.2%
Aug-2022	\$1,484,007	- 13.0%	\$1,219,949	+ 30.1%
Sep-2022	\$1,465,982	- 4.8%	\$957,529	- 5.3%
<b>Oct-2022</b>	<b>\$1,844,236</b>	<b>+ 49.0%</b>	<b>\$888,247</b>	<b>- 14.6%</b>
12-Month Avg*	\$1,762,270	+ 5.2%	\$1,087,509	+ 11.5%

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

## Historical Average Sales Price by Month



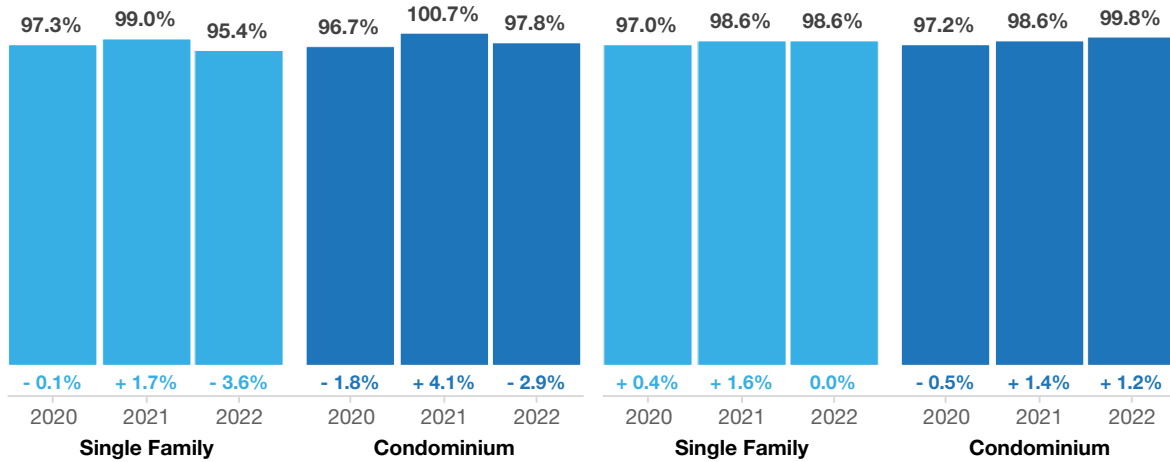
# Percent of List Price Received

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.



## October

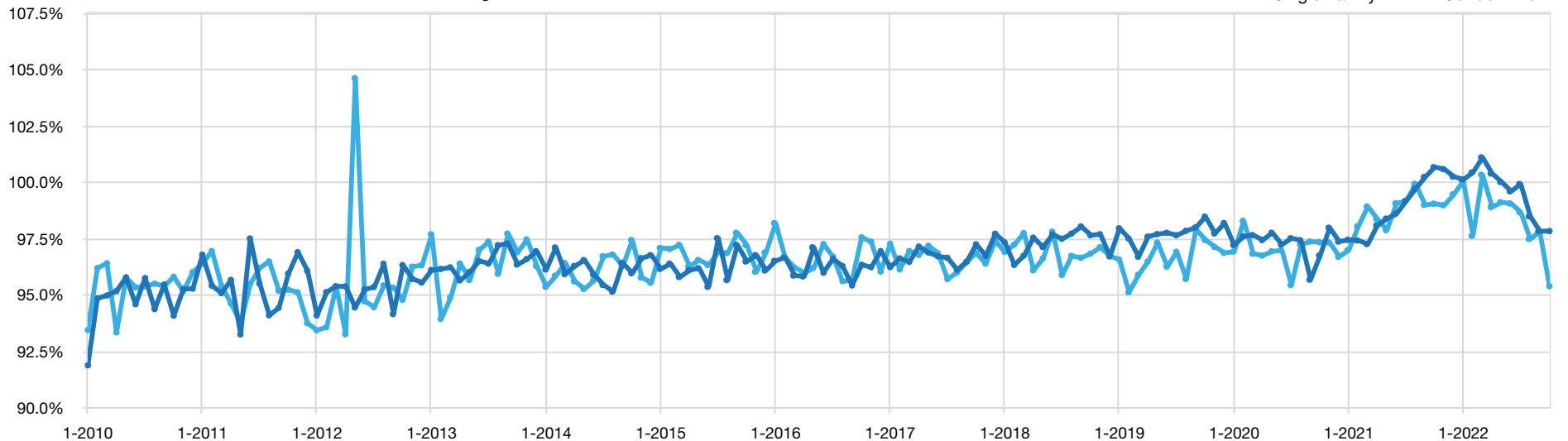
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	99.6%	+ 1.0%
Jul-2022	98.7%	- 0.4%	99.9%	+ 0.8%
Aug-2022	97.5%	- 2.4%	98.5%	- 1.2%
Sep-2022	97.8%	- 1.2%	97.8%	- 2.4%
<b>Oct-2022</b>	<b>95.4%</b>	<b>- 3.6%</b>	<b>97.8%</b>	<b>- 2.9%</b>
12-Month Avg*	98.7%	+ 0.3%	99.9%	+ 1.4%

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

## Historical Percent of List Price Received by Month

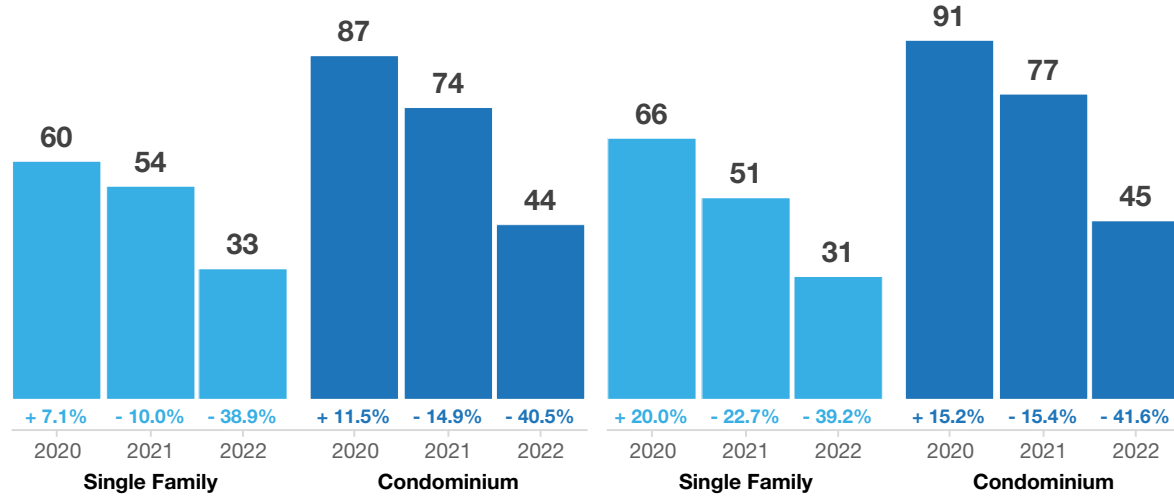


# Housing Affordability Index

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.

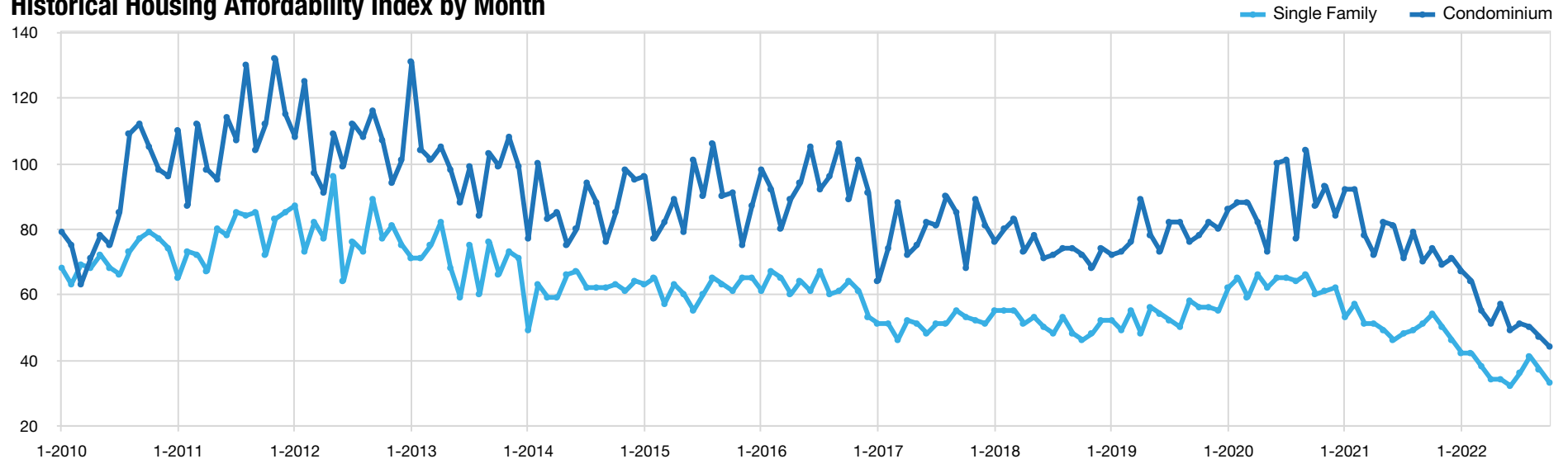


## October



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-2021	50	- 18.0%	69	- 25.8%
Dec-2021	46	- 25.8%	71	- 15.5%
Jan-2022	42	- 20.8%	67	- 27.2%
Feb-2022	42	- 26.3%	64	- 30.4%
Mar-2022	38	- 25.5%	55	- 29.5%
Apr-2022	34	- 33.3%	51	- 29.2%
May-2022	34	- 30.6%	57	- 30.5%
Jun-2022	32	- 30.4%	49	- 39.5%
Jul-2022	36	- 25.0%	51	- 28.2%
Aug-2022	41	- 16.3%	50	- 36.7%
Sep-2022	37	- 27.5%	47	- 32.9%
<b>Oct-2022</b>	<b>33</b>	<b>- 38.9%</b>	<b>44</b>	<b>- 40.5%</b>
12-Month Avg	39	- 26.4%	56	- 30.9%

## Historical Housing Affordability Index by Month

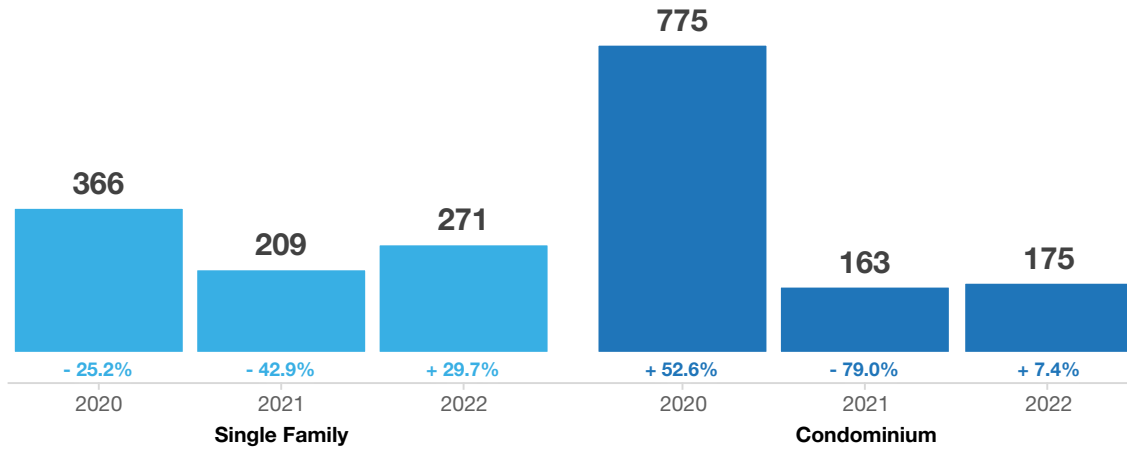


# Inventory of Homes for Sale

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

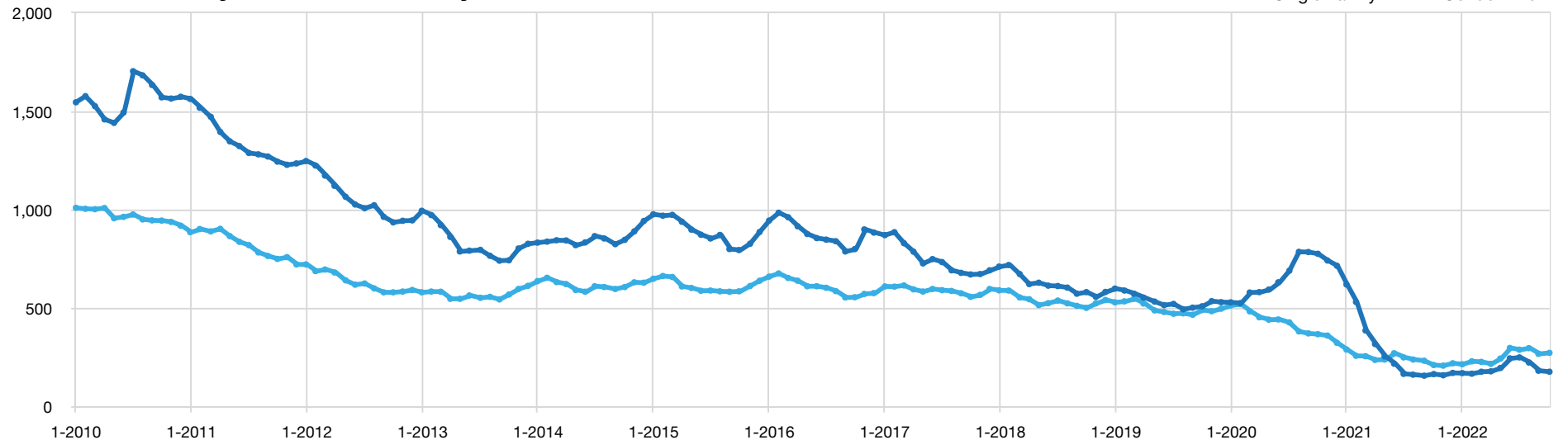


## October



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Nov-2021	206	- 42.6%	157	- 78.8%
Dec-2021	218	- 32.3%	169	- 76.3%
Jan-2022	213	- 26.0%	168	- 72.9%
Feb-2022	228	- 10.9%	165	- 68.9%
Mar-2022	225	- 11.4%	175	- 54.5%
Apr-2022	215	- 8.5%	177	- 44.0%
May-2022	242	+ 2.1%	194	- 23.3%
Jun-2022	296	+ 10.0%	243	+ 12.5%
Jul-2022	287	+ 15.7%	248	+ 51.2%
Aug-2022	295	+ 24.5%	222	+ 38.8%
Sep-2022	266	+ 15.2%	180	+ 16.1%
<b>Oct-2022</b>	<b>271</b>	<b>+ 29.7%</b>	<b>175</b>	<b>+ 7.4%</b>
12-Month Avg	247	- 5.7%	189	- 48.6%

## Historical Inventory of Homes for Sale by Month

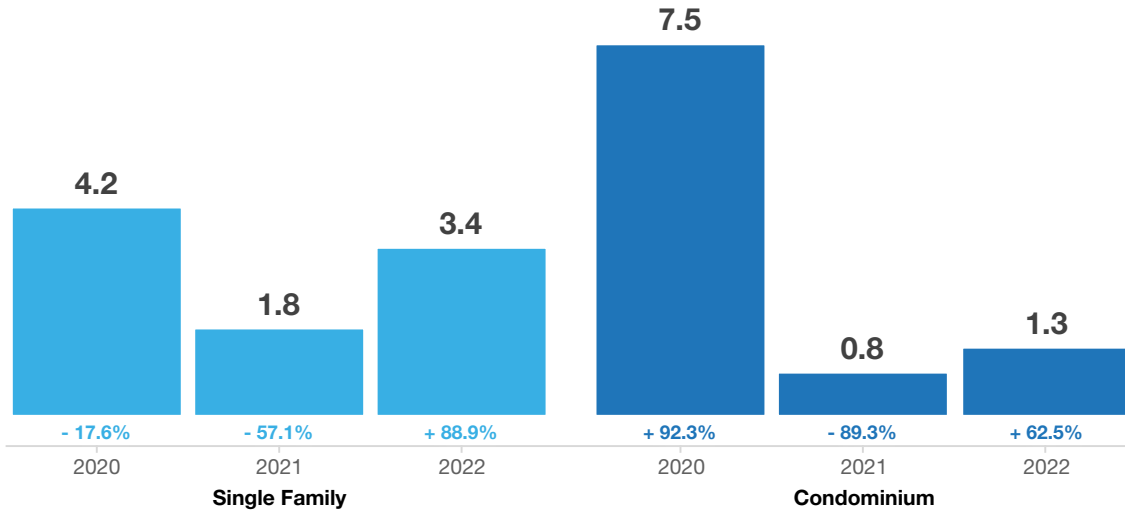


# Months Supply of Inventory

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.



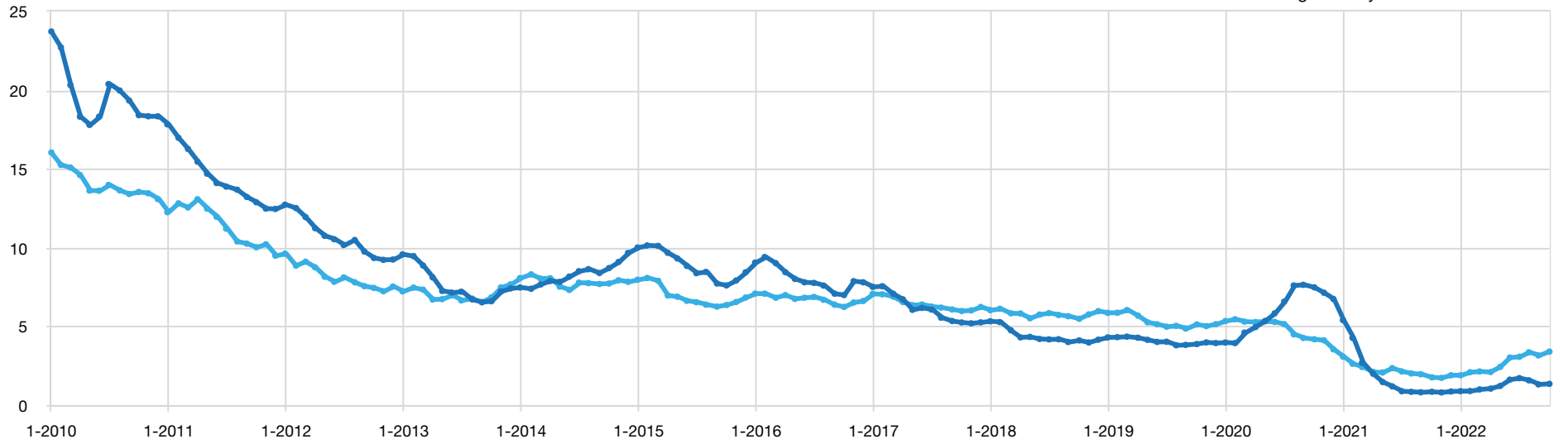
## October



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	2.1	0.0%	1.0	- 50.0%
May-2022	2.4	+ 14.3%	1.2	- 20.0%
Jun-2022	3.0	+ 30.4%	1.6	+ 33.3%
Jul-2022	3.1	+ 47.6%	1.7	+ 88.9%
Aug-2022	3.4	+ 70.0%	1.6	+ 100.0%
Sep-2022	3.2	+ 60.0%	1.3	+ 62.5%
<b>Oct-2022</b>	<b>3.4</b>	<b>+ 88.9%</b>	<b>1.3</b>	<b>+ 62.5%</b>
12-Month Avg*	2.5	+ 0.3%	1.2	- 58.4%

\* Months Supply for all properties from November 2021 through October 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	10-2021	10-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		322	<b>192</b>	- 40.4%	3,436	<b>2,766</b>	- 19.5%
<b>Pending Sales</b>		288	<b>140</b>	- 51.4%	3,602	<b>2,200</b>	- 38.9%
<b>Closed Sales</b>		270	<b>172</b>	- 36.3%	3,491	<b>2,452</b>	- 29.8%
<b>Days on Market Until Sale</b>		101	<b>112</b>	+ 10.9%	132	<b>96</b>	- 27.3%
<b>Median Sales Price</b>		\$842,500	<b>\$937,713</b>	+ 11.3%	\$797,775	<b>\$910,000</b>	+ 14.1%
<b>Average Sales Price</b>		\$1,136,888	<b>\$1,315,796</b>	+ 15.7%	\$1,208,809	<b>\$1,333,244</b>	+ 10.3%
<b>Percent of List Price Received</b>		99.6%	<b>96.6%</b>	- 3.0%	98.3%	<b>99.0%</b>	+ 0.7%
<b>Housing Affordability Index</b>		59	<b>37</b>	- 37.3%	63	<b>38</b>	- 39.7%
<b>Inventory of Homes for Sale</b>		531	<b>576</b>	+ 8.5%	—	—	—
<b>Months Supply of Inventory</b>		1.5	<b>2.5</b>	+ 66.7%	—	—	—

# Single Family Monthly Sales Volume

October 2022



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	October 2022			September 2022			October 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$3,760,000	\$1,200,000	1	\$1,060,000	\$1,060,000	10	\$10,889,999	\$962,500
Hana	1	\$2,500,000	\$2,500,000	1	\$2,100,000	\$2,100,000	1	\$698,000	\$698,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$2,145,000	\$2,145,000	1	\$2,250,000	\$2,250,000	2	\$5,782,500	\$2,891,250
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	12	\$10,735,689	\$880,300	14	\$14,187,125	\$976,938	12	\$10,070,600	\$835,000
Kapalua	0	--	--	2	\$11,100,000	\$5,550,000	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	9	\$10,305,000	\$1,100,000	7	\$8,043,000	\$998,000	21	\$24,232,000	\$1,049,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	5	\$11,305,000	\$2,750,000	3	\$7,308,000	\$2,558,000	3	\$3,495,000	\$1,125,000
Lahaina	4	\$11,512,000	\$2,297,500	2	\$1,635,000	\$817,500	9	\$23,850,000	\$1,325,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	5	\$4,209,000	\$830,000	5	\$7,557,091	\$1,270,000	13	\$11,634,500	\$845,000
Maui Meadows	2	\$5,863,000	\$2,931,500	2	\$6,650,000	\$3,325,000	2	\$4,850,000	\$2,425,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$1,770,000	\$885,000	2	\$3,215,000	\$1,607,500	4	\$4,999,777	\$1,185,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	5	\$7,678,007	\$1,475,000	1	\$1,175,000	\$1,175,000	4	\$3,285,500	\$865,000
Spreckelsville/Paia/Kuau	3	\$10,225,000	\$3,800,000	1	\$2,200,000	\$2,200,000	5	\$7,658,000	\$1,113,000
Wailea/Makena	5	\$39,862,000	\$2,500,000	0	--	--	5	\$11,930,000	\$2,500,000
Wailuku	16	\$15,329,267	\$945,850	12	\$12,533,231	\$967,500	15	\$11,579,750	\$800,000
Lanai	1	\$700,000	\$700,000	2	\$1,585,000	\$792,500	1	\$435,000	\$435,000
Molokai	2	\$2,263,000	\$1,131,500	1	\$962,500	\$962,500	4	\$2,034,000	\$432,500
<b>All MLS</b>	<b>76</b>	<b>\$140,161,963</b>	<b>\$1,056,000</b>	<b>57</b>	<b>\$83,560,947</b>	<b>\$1,025,000</b>	<b>111</b>	<b>\$137,424,626</b>	<b>\$930,000</b>

# Condominium Monthly Sales Volume

October 2022



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	October 2022			September 2022			October 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	--	--	1	\$527,000	\$527,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	10	\$11,993,500	\$1,167,500	11	\$17,355,000	\$1,850,000	15	\$20,664,148	\$1,107,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$505,000	\$252,500	6	\$1,603,000	\$236,500	5	\$800,000	\$170,000
Kapalua	2	\$4,199,000	\$2,099,500	6	\$8,442,000	\$1,368,500	5	\$15,214,500	\$1,895,500
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	27	\$20,934,500	\$712,500	32	\$25,243,500	\$727,000	35	\$24,912,500	\$615,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	7	\$6,893,500	\$850,000	6	\$4,263,000	\$762,000	8	\$7,936,000	\$914,000
Maalaea	3	\$1,905,000	\$530,000	5	\$4,138,000	\$968,000	4	\$2,572,000	\$635,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	20	\$17,340,000	\$827,500	12	\$8,409,200	\$690,000	27	\$18,607,500	\$575,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	2	\$1,651,000	\$825,500
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	6	\$10,110,000	\$1,525,000	8	\$17,519,000	\$1,949,500	19	\$41,673,500	\$1,995,000
Wailuku	7	\$4,042,000	\$540,000	10	\$6,385,176	\$752,000	8	\$3,782,000	\$427,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	5	\$1,131,500	\$200,000	2	\$480,000	\$240,000	5	\$1,010,000	\$180,000
<b>All MLS</b>	<b>89</b>	<b>\$79,054,000</b>	<b>\$800,000</b>	<b>98</b>	<b>\$93,837,876</b>	<b>\$800,000</b>	<b>134</b>	<b>\$139,350,148</b>	<b>\$672,500</b>



# Land Monthly Sales Volume

October 2022



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	October 2022			September 2022			October 2021		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$4,299,999	\$1,600,000	2	\$2,200,000	\$1,100,000	2	\$1,650,000	\$825,000
Hana	0	--	--	1	\$2,199,658	\$2,199,658	3	\$1,583,000	\$620,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	1	\$2,400,000	\$2,400,000	3	\$1,595,000	\$530,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	1	\$1,700,000	\$1,700,000	1	\$1,587,000	\$1,587,000	4	\$6,295,000	\$1,597,500
Kaupo	0	--	--	1	\$650,000	\$650,000	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$518,000	\$518,000	1	\$383,000	\$383,000	3	\$2,428,000	\$839,000
Lahaina	0	--	--	0	--	--	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$525,000	\$525,000	1	\$1,675,000	\$1,675,000	1	\$455,000	\$455,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	1	\$410,000	\$410,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	2	\$1,000,000	\$500,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	0	--	--	2	\$14,000,000	\$7,000,000
Wailuku	0	--	--	1	\$775,000	\$775,000	2	\$965,000	\$482,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$58,000	\$58,000	1	\$212,500	\$212,500	4	\$804,000	\$190,000
<b>All MLS</b>	<b>7</b>	<b>\$7,100,999</b>	<b>\$799,999</b>	<b>12</b>	<b>\$13,082,158</b>	<b>\$887,500</b>	<b>25</b>	<b>\$30,185,000</b>	<b>\$620,000</b>

# Single Family Sales – Year to Date

October 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-22 YTD Sales	Oct-21 YTD Sales	Unit Change	Percent Change	Oct-22 YTD Average	Oct-21 YTD Average	Dollar Change	Percent Change	Oct-22 YTD Median	Oct-21 YTD Median	Dollar Change	Percent Change	Oct-22 YTD Volume	Oct-21 YTD Volume	Dollar Change	Percent Change
Haiku	74	91	-17	-18.7%	\$1,688,758	\$1,447,610	+\$241,148	+16.7%	\$1,422,500	\$1,130,000	+\$292,500	+25.9%	\$124,968,100	\$131,732,499	-\$6,764,399	-5.1%
Hana	10	9	+1	+11.1%	\$2,116,000	\$854,333	+\$1,261,667	+147.7%	\$2,025,000	\$780,000	+\$1,245,000	+159.6%	\$21,159,999	\$7,689,000	+\$13,470,999	+175.2%
Honokohau	1	0	+1	--	\$792,000	--	--	--	\$792,000	--	--	--	\$792,000	\$0	+\$792,000	--
Kaanapali	21	52	-31	-59.6%	\$2,821,717	\$3,011,907	-\$190,190	-6.3%	\$2,600,000	\$2,393,500	+\$206,500	+8.6%	\$59,256,050	\$156,619,166	-\$97,363,116	-62.2%
Kahakuloa	0	2	-2	-100.0%	--	\$1,270,000	--	--	--	\$1,270,000	--	--	\$0	\$2,540,000	-\$2,540,000	-100.0%
Kahului	101	113	-12	-10.6%	\$966,612	\$822,679	+\$143,933	+17.5%	\$950,000	\$800,000	+\$150,000	+18.8%	\$97,627,814	\$92,962,700	+\$4,665,114	+5.0%
Kapalua	14	25	-11	-44.0%	\$5,335,714	\$4,877,900	+\$457,814	+9.4%	\$5,250,000	\$4,025,000	+\$1,225,000	+30.4%	\$74,700,000	\$121,947,500	-\$47,247,500	-38.7%
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	119	169	-50	-29.6%	\$1,717,481	\$1,650,161	+\$67,320	+4.1%	\$1,265,000	\$985,000	+\$280,000	+28.4%	\$204,380,218	\$278,877,167	-\$74,496,949	-26.7%
Kipahulu	0	1	-1	-100.0%	--	\$425,000	--	--	--	\$425,000	--	--	\$0	\$425,000	-\$425,000	-100.0%
Kula/Ulupalakua/Kanaio	57	74	-17	-23.0%	\$1,902,860	\$1,496,147	+\$406,714	+27.2%	\$1,575,000	\$1,216,250	+\$358,750	+29.5%	\$108,463,044	\$110,714,850	-\$2,251,806	-2.0%
Lahaina	47	68	-21	-30.9%	\$2,554,757	\$2,600,341	-\$45,583	-1.8%	\$1,680,000	\$2,315,000	-\$635,000	-27.4%	\$120,073,600	\$176,823,173	-\$56,749,573	-32.1%
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	71	63	+8	+12.7%	\$1,077,240	\$937,629	+\$139,611	+14.9%	\$880,000	\$825,000	+\$55,000	+6.7%	\$76,484,034	\$59,070,604	+\$17,413,430	+29.5%
Maui Meadows	21	31	-10	-32.3%	\$2,644,086	\$1,683,597	+\$960,489	+57.0%	\$2,150,000	\$1,600,000	+\$550,000	+34.4%	\$55,525,800	\$52,191,500	+\$3,334,300	+6.4%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	31	60	-29	-48.3%	\$1,431,097	\$1,590,749	-\$159,652	-10.0%	\$1,250,000	\$1,132,000	+\$118,000	+10.4%	\$44,363,999	\$95,444,927	-\$51,080,928	-53.5%
Olowalu	3	3	0	0.0%	\$4,591,667	\$6,883,333	-\$2,291,667	-33.3%	\$4,300,000	\$7,050,000	-\$2,750,000	-39.0%	\$13,775,000	\$20,650,000	-\$6,875,000	-33.3%
Pukalani	39	58	-19	-32.8%	\$1,155,244	\$988,268	+\$166,976	+16.9%	\$1,105,000	\$899,000	+\$206,000	+22.9%	\$45,054,507	\$57,319,549	-\$12,265,042	-21.4%
Spreckelsville/Paia/Kuau	21	36	-15	-41.7%	\$2,478,571	\$2,375,042	+\$103,530	+4.4%	\$1,150,000	\$1,509,000	-\$359,000	-23.8%	\$52,049,998	\$85,501,500	-\$33,451,502	-39.1%
Wailea/Makena	32	58	-26	-44.8%	\$7,672,639	\$5,485,314	+\$2,187,325	+39.9%	\$3,525,000	\$3,549,500	-\$24,500	-0.7%	\$245,524,450	\$318,148,217	-\$72,623,767	-22.8%
Wailuku	181	193	-12	-6.2%	\$1,002,939	\$848,941	+\$153,999	+18.1%	\$922,500	\$800,000	+\$122,500	+15.3%	\$181,532,012	\$163,845,519	+\$17,686,493	+10.8%
Lanai	11	13	-2	-15.4%	\$710,614	\$1,245,308	-\$534,694	-42.9%	\$705,000	\$700,000	+\$5,000	+0.7%	\$7,816,750	\$16,189,000	-\$8,372,250	-51.7%
Molokai	33	33	0	0.0%	\$895,530	\$832,970	+\$62,561	+7.5%	\$688,000	\$530,000	+\$158,000	+29.8%	\$29,552,500	\$27,488,000	+\$2,064,500	+7.5%
All MLS	890	1,153	-263	-22.8%	\$1,763,370	\$1,716,093	+\$47,277	+2.8%	\$1,125,000	\$982,000	+\$143,000	+14.6%	\$1,569,399,375	\$1,978,654,871	-\$409,255,496	-20.7%

# Total Condominium Sales – Year to Date

October 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-22 YTD Sales	Oct-21 YTD Sales	Unit Change	Percent Change	Oct-22 YTD Average	Oct-21 YTD Average	Dollar Change	Percent Change	Oct-22 YTD Median	Oct-21 YTD Median	Dollar Change	Percent Change	Oct-22 YTD Volume	Oct-21 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	3	1	+2	+200.0%	\$870,000	\$527,000	+\$343,000	+65.1%	\$685,000	\$527,000	+\$158,000	+30.0%	\$2,610,000	\$527,000	+\$2,083,000	+395.3%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	137	212	-75	-35.4%	\$1,693,595	\$1,312,954	+\$380,640	+29.0%	\$1,430,000	\$950,000	+\$480,000	+50.5%	\$232,022,475	\$278,346,298	-\$46,323,823	-16.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	46	24	+22	+91.7%	\$229,046	\$221,104	+\$7,941	+3.6%	\$207,500	\$180,000	+\$27,500	+15.3%	\$10,536,100	\$5,306,500	+\$5,229,600	+98.6%
Kapalua	60	123	-63	-51.2%	\$2,293,908	\$1,921,002	+\$372,906	+19.4%	\$1,450,000	\$1,175,000	+\$275,000	+23.4%	\$137,634,500	\$236,283,281	-\$98,648,781	-41.8%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	474	623	-149	-23.9%	\$817,962	\$636,835	+\$181,127	+28.4%	\$725,000	\$550,000	+\$175,000	+31.8%	\$387,713,811	\$396,748,097	-\$9,034,286	-2.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	67	133	-66	-49.6%	\$1,181,885	\$811,654	+\$370,231	+45.6%	\$828,000	\$576,990	+\$251,010	+43.5%	\$79,186,299	\$107,950,045	-\$28,763,746	-26.6%
Maalaea	42	52	-10	-19.2%	\$682,542	\$482,383	+\$200,159	+41.5%	\$654,750	\$479,500	+\$175,250	+36.5%	\$28,666,744	\$25,083,900	+\$3,582,844	+14.3%
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	295	376	-81	-21.5%	\$779,613	\$599,292	+\$180,321	+30.1%	\$700,000	\$537,250	+\$162,750	+30.3%	\$229,985,779	\$225,333,872	+\$4,651,907	+2.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	6	-5	-83.3%	\$875,000	\$754,333	+\$120,667	+16.0%	\$875,000	\$713,000	+\$162,000	+22.7%	\$875,000	\$4,526,000	-\$3,651,000	-80.7%
Spreckelsville/Paia/Kuau	2	4	-2	-50.0%	\$635,000	\$1,343,500	-\$708,500	-52.7%	\$635,000	\$602,500	+\$32,500	+5.4%	\$1,270,000	\$5,374,000	-\$4,104,000	-76.4%
Wailea/Makena	115	276	-161	-58.3%	\$2,680,583	\$2,030,714	+\$649,869	+32.0%	\$1,765,000	\$1,498,000	+\$267,000	+17.8%	\$308,267,059	\$560,477,112	-\$252,210,053	-45.0%
Wailuku	90	110	-20	-18.2%	\$558,146	\$468,996	+\$89,150	+19.0%	\$517,500	\$426,000	+\$91,500	+21.5%	\$50,233,176	\$51,589,589	-\$1,356,413	-2.6%
Lanai	2	3	-1	-33.3%	\$2,500,000	\$2,091,667	+\$408,333	+19.5%	\$2,500,000	\$1,500,000	+\$1,000,000	+66.7%	\$5,000,000	\$6,275,000	-\$1,275,000	-20.3%
Molokai	45	44	+1	+2.3%	\$252,156	\$194,296	+\$57,860	+29.8%	\$250,000	\$171,460	+\$78,540	+45.8%	\$11,347,000	\$8,549,020	+\$2,797,980	+32.7%
All MLS	1,380	1,987	-607	-30.5%	\$1,076,774	\$962,441	+\$114,333	+11.9%	\$771,250	\$650,000	+\$121,250	+18.7%	\$1,485,947,943	\$1,912,369,714	-\$426,421,771	-22.3%

# Fee Simple Condominium Sales – Year to Date

October 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-22 YTD Sales	Oct-21 YTD Sales	Unit Change	Percent Change	Oct-22 YTD Average	Oct-21 YTD Average	Dollar Change	Percent Change	Oct-22 YTD Median	Oct-21 YTD Median	Dollar Change	Percent Change	Oct-22 YTD Volume	Oct-21 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	3	1	+2	+200.0%	\$870,000	\$527,000	+\$343,000	+65.1%	\$685,000	\$527,000	+\$158,000	+30.0%	\$2,610,000	\$527,000	+\$2,083,000	+395.3%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	120	194	-74	-38.1%	\$1,838,729	\$1,383,581	+\$455,148	+32.9%	\$1,582,500	\$1,012,500	+\$570,000	+56.3%	\$220,647,475	\$268,414,798	-\$47,767,323	-17.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	46	24	+22	+91.7%	\$229,046	\$221,104	+\$7,941	+3.6%	\$207,500	\$180,000	+\$27,500	+15.3%	\$10,536,100	\$5,306,500	+\$5,229,600	+98.6%
Kapalua	60	123	-63	-51.2%	\$2,293,908	\$1,921,002	+\$372,906	+19.4%	\$1,450,000	\$1,175,000	+\$275,000	+23.4%	\$137,634,500	\$236,283,281	-\$98,648,781	-41.8%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	463	614	-151	-24.6%	\$819,906	\$640,108	+\$179,798	+28.1%	\$720,000	\$550,000	+\$170,000	+30.9%	\$379,616,411	\$393,026,097	-\$13,409,686	-3.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	0	+1	--	\$600,000	--	--	--	\$600,000	--	--	--	\$600,000	\$0	+\$600,000	--
Lahaina	62	126	-64	-50.8%	\$1,248,811	\$843,172	+\$405,639	+48.1%	\$830,000	\$581,000	+\$249,000	+42.9%	\$77,426,299	\$106,239,645	-\$28,813,346	-27.1%
Maalaea	31	32	-1	-3.1%	\$768,992	\$551,547	+\$217,445	+39.4%	\$710,000	\$522,500	+\$187,500	+35.9%	\$23,838,744	\$17,649,500	+\$6,189,244	+35.1%
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	247	325	-78	-24.0%	\$795,668	\$606,187	+\$189,481	+31.3%	\$735,000	\$547,000	+\$188,000	+34.4%	\$196,529,979	\$197,010,805	-\$480,826	-0.2%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	6	-5	-83.3%	\$875,000	\$754,333	+\$120,667	+16.0%	\$875,000	\$713,000	+\$162,000	+22.7%	\$875,000	\$4,526,000	-\$3,651,000	-80.7%
Spreckelsville/Paia/Kuau	2	4	-2	-50.0%	\$635,000	\$1,343,500	-\$708,500	-52.7%	\$635,000	\$602,500	+\$32,500	+5.4%	\$1,270,000	\$5,374,000	-\$4,104,000	-76.4%
Wailea/Makena	115	276	-161	-58.3%	\$2,680,583	\$2,030,714	+\$649,869	+32.0%	\$1,765,000	\$1,498,000	+\$267,000	+17.8%	\$308,267,059	\$560,477,112	-\$252,210,053	-45.0%
Wailuku	90	110	-20	-18.2%	\$558,146	\$468,996	+\$89,150	+19.0%	\$517,500	\$426,000	+\$91,500	+21.5%	\$50,233,176	\$51,589,589	-\$1,356,413	-2.6%
Lanai	2	3	-1	-33.3%	\$2,500,000	\$2,091,667	+\$408,333	+19.5%	\$2,500,000	\$1,500,000	+\$1,000,000	+66.7%	\$5,000,000	\$6,275,000	-\$1,275,000	-20.3%
Molokai	41	40	+1	+2.5%	\$266,195	\$205,438	+\$60,757	+29.6%	\$259,000	\$177,500	+\$81,500	+45.9%	\$10,914,000	\$8,217,520	+\$2,696,480	+32.8%
All MLS	1,284	1,878	-594	-31.6%	\$1,110,591	\$990,904	+\$119,687	+12.1%	\$794,000	\$667,298	+\$126,703	+19.0%	\$1,425,998,743	\$1,860,916,847	-\$434,918,104	-23.4%

# Leasehold Condominium Sales – Year to Date

October 2022 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-22 YTD Sales	Oct-21 YTD Sales	Unit Change	Percent Change	Oct-22 YTD Average	Oct-21 YTD Average	Dollar Change	Percent Change	Oct-22 YTD Median	Oct-21 YTD Median	Dollar Change	Percent Change	Oct-22 YTD Volume	Oct-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	17	18	-1	-5.6%	\$669,118	\$551,750	+\$117,368	+21.3%	\$607,500	\$460,750	+\$146,750	+31.9%	\$11,375,000	\$9,931,500	+\$1,443,500	+14.5%
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	11	9	+2	+22.2%	\$736,127	\$413,556	+\$322,572	+78.0%	\$809,000	\$318,000	+\$491,000	+154.4%	\$8,097,400	\$3,722,000	+\$4,375,400	+117.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	5	7	-2	-28.6%	\$352,000	\$244,343	+\$107,657	+44.1%	\$350,000	\$232,900	+\$117,100	+50.3%	\$1,760,000	\$1,710,400	+\$49,600	+2.9%
Maalaea	11	20	-9	-45.0%	\$438,909	\$371,720	+\$67,189	+18.1%	\$430,000	\$366,000	+\$64,000	+17.5%	\$4,828,000	\$7,434,400	-\$2,606,400	-35.1%
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	48	51	-3	-5.9%	\$696,996	\$555,354	+\$141,642	+25.5%	\$303,750	\$317,000	-\$13,250	-4.2%	\$33,455,800	\$28,323,067	+\$5,132,733	+18.1%
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	4	0	0.0%	\$108,250	\$82,875	+\$25,375	+30.6%	\$97,000	\$82,000	+\$15,000	+18.3%	\$433,000	\$331,500	+\$101,500	+30.6%
<b>All MLS</b>	<b>96</b>	<b>109</b>	<b>-13</b>	<b>-11.9%</b>	<b>\$624,471</b>	<b>\$472,045</b>	<b>+\$152,426</b>	<b>+32.3%</b>	<b>\$385,000</b>	<b>\$345,000</b>	<b>+\$40,000</b>	<b>+11.6%</b>	<b>\$59,949,200</b>	<b>\$51,452,867</b>	<b>+\$8,496,333</b>	<b>+16.5%</b>

# Land Sales – Year to Date

October 2022 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Oct-22 YTD Sales	Oct-21 YTD Sales	Unit Change	Percent Change	Oct-22 YTD Average	Oct-21 YTD Average	Dollar Change	Percent Change	Oct-22 YTD Median	Oct-21 YTD Median	Dollar Change	Percent Change	Oct-22 YTD Volume	Oct-21 YTD Volume	Dollar Change	Percent Change
Haiku	20	33	-13	-39.4%	\$1,583,400	\$873,713	+\$709,687	+81.2%	\$999,000	\$650,000	+\$349,000	+53.7%	\$31,667,999	\$28,832,519	+\$2,835,480	+9.8%
Hana	6	17	-11	-64.7%	\$2,581,326	\$775,118	+\$1,806,209	+233.0%	\$2,774,829	\$515,000	+\$2,259,829	+438.8%	\$15,487,958	\$13,177,000	+\$2,310,958	+17.5%
Honokohau	1	0	+1	--	\$408,000	--	--	--	\$408,000	--	--	--	\$408,000	\$0	+\$408,000	--
Kaanapali	19	52	-33	-63.5%	\$1,491,447	\$670,385	+\$821,063	+122.5%	\$810,000	\$550,000	+\$260,000	+47.3%	\$28,337,500	\$34,860,007	-\$6,522,507	-18.7%
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	18	52	-34	-65.4%	\$1,648,028	\$1,125,288	+\$522,739	+46.5%	\$1,450,000	\$950,000	+\$500,000	+52.6%	\$29,664,500	\$58,515,000	-\$28,850,500	-49.3%
Kaupo	5	2	+3	+150.0%	\$496,150	\$462,500	+\$33,650	+7.3%	\$510,000	\$462,500	+\$47,500	+10.3%	\$2,480,750	\$925,000	+\$1,555,750	+168.2%
Keanae	1	0	+1	--	\$675,000	--	--	--	\$675,000	--	--	--	\$675,000	\$0	+\$675,000	--
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	23	43	-20	-46.5%	\$1,242,826	\$985,263	+\$257,563	+26.1%	\$699,000	\$900,000	-\$201,000	-22.3%	\$28,585,000	\$42,366,320	-\$13,781,320	-32.5%
Lahaina	6	14	-8	-57.1%	\$997,167	\$1,331,857	-\$334,690	-25.1%	\$870,000	\$1,100,000	-\$230,000	-20.9%	\$5,983,000	\$18,646,000	-\$12,663,000	-67.9%
Maalaea	0	1	-1	-100.0%	--	\$1,100,000	--	--	--	\$1,100,000	--	--	\$0	\$1,100,000	-\$1,100,000	-100.0%
Makawao/Olinda/Haliimaile	9	25	-16	-64.0%	\$1,052,691	\$1,195,917	-\$143,226	-12.0%	\$750,000	\$500,000	+\$250,000	+50.0%	\$9,474,222	\$29,897,934	-\$20,423,712	-68.3%
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	2	-1	-50.0%	\$170,000	\$324,000	-\$154,000	-47.5%	\$170,000	\$324,000	-\$154,000	-47.5%	\$170,000	\$648,000	-\$478,000	-73.8%
Napili/Kahana/Honokowai	2	4	-2	-50.0%	\$2,709,000	\$421,744	+\$2,287,256	+542.3%	\$2,709,000	\$409,850	+\$2,299,150	+561.0%	\$5,418,000	\$1,686,975	+\$3,731,025	+221.2%
Olowalu	2	5	-3	-60.0%	\$1,216,500	\$3,600,000	-\$2,383,500	-66.2%	\$1,216,500	\$3,600,000	-\$2,383,500	-66.2%	\$2,433,000	\$18,000,000	-\$15,567,000	-86.5%
Pukalani	6	8	-2	-25.0%	\$513,250	\$465,875	+\$47,375	+10.2%	\$514,000	\$432,500	+\$81,500	+18.8%	\$3,079,500	\$3,727,000	-\$647,500	-17.4%
Spreckelsville/Paia/Kuau	2	1	+1	+100.0%	\$1,842,500	\$1,565,000	+\$277,500	+17.7%	\$1,842,500	\$1,565,000	+\$277,500	+17.7%	\$3,685,000	\$1,565,000	+\$2,120,000	+135.5%
Wailea/Makena	5	13	-8	-61.5%	\$1,507,650	\$2,752,692	-\$1,245,042	-45.2%	\$1,608,250	\$1,665,000	-\$56,750	-3.4%	\$7,538,250	\$35,785,000	-\$28,246,750	-78.9%
Wailuku	14	34	-20	-58.8%	\$597,464	\$733,368	-\$135,903	-18.5%	\$637,500	\$640,000	-\$2,500	-0.4%	\$8,364,500	\$24,934,500	-\$16,570,000	-66.5%
Lanai	0	5	-5	-100.0%	--	\$1,069,000	--	--	--	\$1,100,000	--	--	\$0	\$5,345,000	-\$5,345,000	-100.0%
Molokai	32	34	-2	-5.9%	\$252,967	\$170,397	+\$82,570	+48.5%	\$222,250	\$147,000	+\$75,250	+51.2%	\$8,094,950	\$5,793,499	+\$2,301,451	+39.7%
All MLS	182	351	-169	-48.1%	\$1,174,541	\$937,120	+\$237,420	+25.3%	\$775,000	\$675,000	+\$100,000	+14.8%	\$213,766,399	\$328,929,254	-\$115,162,855	-35.0%