Monthly Indicators

February 2023

In its continued effort to curb inflation, the Federal Reserve raised its benchmark interest rate in February by a quarter-percentage point to 4.50% - 4.75%, its 8th rate hike since March of last year, when the interest rate was nearly zero. Mortgage interest rates have dipped slightly from their peak last fall, leading pending sales to increase 8.1% month-to-month as of last measure, but affordability constraints continue to limit homebuyer activity overall, with existing-home sales declining for the twelfth consecutive month, according to the National Association of Realtors® (NAR).

New Listings decreased 45.3 percent for Single Family homes and 55.6 percent for Condominium homes. Pending Sales decreased 35.7 percent for Single Family homes and 54.2 percent for Condominium homes. Inventory increased 21.6 percent for Single Family homes and 36.4 percent for Condominium homes.

Median Sales Price decreased 2.1 percent to $1,076,500 for Single Family homes but increased 24.3 percent to $908,000 for Condominium homes. Days on Market decreased 12.1 percent for Single Family homes but increased 21.6 percent for Condominium homes. Months Supply of Inventory increased 90.5 percent for Single Family homes and 155.6 percent for Condominium homes.

With buyer demand down from peak levels, home price growth has continued to slow nationwide, although prices remain up from a year ago. Sellers have been increasingly cutting prices and offering sales incentives in an attempt to attract buyers, who have continued to struggle with affordability challenges this winter. The slight decline in mortgage rates earlier this year convinced some buyers to come off the sidelines, but with rates ticking up again in recent weeks, buyers are once again pulling back, causing sales activity to remain down heading into spring.

Quick Facts

<table>
<thead>
<tr>
<th>Change in Number of Closed Sales</th>
<th>Change in Number of Median Sales Price</th>
<th>Change in Number of Homes for Sale</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Properties</td>
<td>All Properties</td>
<td>All Properties</td>
</tr>
<tr>
<td>- 55.4%</td>
<td>+ 4.6%</td>
<td>+ 23.8%</td>
</tr>
</tbody>
</table>

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

Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.
# 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.

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Historical Sparkbars</th>
<th>2-2022</th>
<th>2-2023</th>
<th>% Change</th>
<th>YTD 2022</th>
<th>YTD 2023</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Listings</td>
<td></td>
<td>128</td>
<td>70</td>
<td>- 45.3%</td>
<td>252</td>
<td>139</td>
<td>- 44.8%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td></td>
<td>98</td>
<td>63</td>
<td>- 35.7%</td>
<td>195</td>
<td>118</td>
<td>- 39.5%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td></td>
<td>88</td>
<td>44</td>
<td>- 50.0%</td>
<td>180</td>
<td>106</td>
<td>- 41.1%</td>
</tr>
<tr>
<td>Days on Market Until Sale</td>
<td></td>
<td>116</td>
<td>102</td>
<td>- 12.1%</td>
<td>118</td>
<td>114</td>
<td>- 3.4%</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td></td>
<td>$1,100,000</td>
<td>$1,076,500</td>
<td>- 2.1%</td>
<td>$1,117,500</td>
<td>$1,100,000</td>
<td>- 1.6%</td>
</tr>
<tr>
<td>Average Sales Price</td>
<td></td>
<td>$1,379,944</td>
<td>$1,329,671</td>
<td>- 3.6%</td>
<td>$1,530,563</td>
<td>$1,857,282</td>
<td>+ 21.3%</td>
</tr>
<tr>
<td>Percent of List Price Received</td>
<td></td>
<td>97.6%</td>
<td>97.2%</td>
<td>- 0.4%</td>
<td>98.9%</td>
<td>96.7%</td>
<td>- 2.2%</td>
</tr>
<tr>
<td>Housing Affordability Index</td>
<td></td>
<td>45</td>
<td>36</td>
<td>- 20.0%</td>
<td>44</td>
<td>35</td>
<td>- 20.5%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td></td>
<td>231</td>
<td>281</td>
<td>+ 21.6%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td></td>
<td>2.1</td>
<td>4.0</td>
<td>+ 90.5%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
</tbody>
</table>

Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.
Condominium Market Overview

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

Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Historical Sparkbars</th>
<th>2-2022</th>
<th>2-2023</th>
<th>% Change</th>
<th>YTD 2022</th>
<th>YTD 2023</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Listings</td>
<td></td>
<td>189</td>
<td>84</td>
<td>-55.6%</td>
<td>389</td>
<td>207</td>
<td>-46.8%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td></td>
<td>179</td>
<td>82</td>
<td>-54.2%</td>
<td>361</td>
<td>178</td>
<td>-50.7%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td></td>
<td>162</td>
<td>66</td>
<td>-59.3%</td>
<td>318</td>
<td>120</td>
<td>-62.3%</td>
</tr>
<tr>
<td>Days on Market Until Sale</td>
<td></td>
<td>74</td>
<td>90</td>
<td>+21.6%</td>
<td>80</td>
<td>92</td>
<td>+15.0%</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td></td>
<td>$730,500</td>
<td>$908,000</td>
<td>+24.3%</td>
<td>$725,000</td>
<td>$832,500</td>
<td>+14.8%</td>
</tr>
<tr>
<td>Average Sales Price</td>
<td></td>
<td>$972,040</td>
<td>$1,347,226</td>
<td>+38.6%</td>
<td>$978,455</td>
<td>$1,201,262</td>
<td>+22.8%</td>
</tr>
<tr>
<td>Percent of List Price Received</td>
<td></td>
<td>100.4%</td>
<td>98.4%</td>
<td>-2.0%</td>
<td>100.3%</td>
<td>98.4%</td>
<td>-1.9%</td>
</tr>
<tr>
<td>Housing Affordability Index</td>
<td></td>
<td>67</td>
<td>42</td>
<td>-37.3%</td>
<td>68</td>
<td>46</td>
<td>-32.4%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td></td>
<td>165</td>
<td>225</td>
<td>+36.4%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td></td>
<td>0.9</td>
<td>2.3</td>
<td>+155.6%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
</tbody>
</table>
New Listings
A count of the properties that have been newly listed on the market in a given month.

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condominium</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-2022</td>
<td>127</td>
<td>-22.1%</td>
<td>199</td>
<td>+1.5%</td>
</tr>
<tr>
<td>Apr-2022</td>
<td>97</td>
<td>-23.0%</td>
<td>162</td>
<td>-16.1%</td>
</tr>
<tr>
<td>May-2022</td>
<td>121</td>
<td>-12.3%</td>
<td>147</td>
<td>-24.2%</td>
</tr>
<tr>
<td>Jun-2022</td>
<td>156</td>
<td>+7.6%</td>
<td>149</td>
<td>-15.8%</td>
</tr>
<tr>
<td>Jul-2022</td>
<td>77</td>
<td>-39.4%</td>
<td>107</td>
<td>-13.7%</td>
</tr>
<tr>
<td>Aug-2022</td>
<td>105</td>
<td>-26.1%</td>
<td>105</td>
<td>-35.2%</td>
</tr>
<tr>
<td>Sep-2022</td>
<td>87</td>
<td>-35.6%</td>
<td>74</td>
<td>-49.3%</td>
</tr>
<tr>
<td>Oct-2022</td>
<td>86</td>
<td>-12.2%</td>
<td>92</td>
<td>-49.5%</td>
</tr>
<tr>
<td>Nov-2022</td>
<td>86</td>
<td>-27.1%</td>
<td>114</td>
<td>-40.9%</td>
</tr>
<tr>
<td>Dec-2022</td>
<td>98</td>
<td>-6.7%</td>
<td>83</td>
<td>-49.7%</td>
</tr>
<tr>
<td>Jan-2023</td>
<td>69</td>
<td>-44.4%</td>
<td>123</td>
<td>-38.5%</td>
</tr>
<tr>
<td>Feb-2023</td>
<td>70</td>
<td>-45.3%</td>
<td>84</td>
<td>-55.6%</td>
</tr>
</tbody>
</table>

12-Month Avg 98 -24.0% 120 -32.2%

Historical New Listings by Month

Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.
### Pending Sales

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

#### Year to Date

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condominium</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-2022</td>
<td>104</td>
<td>- 30.7%</td>
<td>177</td>
<td>- 39.0%</td>
</tr>
<tr>
<td>Apr-2022</td>
<td>89</td>
<td>- 28.2%</td>
<td>144</td>
<td>- 34.8%</td>
</tr>
<tr>
<td>May-2022</td>
<td>78</td>
<td>- 30.4%</td>
<td>116</td>
<td>- 50.2%</td>
</tr>
<tr>
<td>Jun-2022</td>
<td>80</td>
<td>- 19.2%</td>
<td>85</td>
<td>- 56.2%</td>
</tr>
<tr>
<td>Jul-2022</td>
<td>64</td>
<td>- 48.0%</td>
<td>91</td>
<td>- 42.0%</td>
</tr>
<tr>
<td>Aug-2022</td>
<td>62</td>
<td>- 54.1%</td>
<td>105</td>
<td>- 30.0%</td>
</tr>
<tr>
<td>Sep-2022</td>
<td>72</td>
<td>- 36.8%</td>
<td>84</td>
<td>- 37.8%</td>
</tr>
<tr>
<td>Oct-2022</td>
<td>52</td>
<td>- 49.5%</td>
<td>64</td>
<td>- 60.2%</td>
</tr>
<tr>
<td>Nov-2022</td>
<td>62</td>
<td>- 34.7%</td>
<td>69</td>
<td>- 61.7%</td>
</tr>
<tr>
<td>Dec-2022</td>
<td>55</td>
<td>- 22.5%</td>
<td>52</td>
<td>- 63.1%</td>
</tr>
<tr>
<td>Jan-2023</td>
<td>55</td>
<td>- 43.3%</td>
<td>96</td>
<td>- 47.3%</td>
</tr>
</tbody>
</table>

**February**

<table>
<thead>
<tr>
<th>Year</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condominium</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>137</td>
<td>+ 55.7%</td>
<td>98</td>
<td>+ 28.5%</td>
</tr>
<tr>
<td>2022</td>
<td>242</td>
<td>+ 84.7%</td>
<td>179</td>
<td>- 35.7%</td>
</tr>
<tr>
<td>2023</td>
<td>179</td>
<td>+ 26.0%</td>
<td>82</td>
<td>- 54.2%</td>
</tr>
<tr>
<td>2021</td>
<td>264</td>
<td>+ 43.5%</td>
<td>195</td>
<td>- 26.1%</td>
</tr>
<tr>
<td>2022</td>
<td>195</td>
<td>+ 39.5%</td>
<td>118</td>
<td>- 39.5%</td>
</tr>
<tr>
<td>2023</td>
<td>118</td>
<td>+ 80.8%</td>
<td>361</td>
<td>- 26.3%</td>
</tr>
<tr>
<td>2021</td>
<td>490</td>
<td>+ 50.7%</td>
<td>178</td>
<td>- 50.7%</td>
</tr>
</tbody>
</table>

**12-Month Avg**

<table>
<thead>
<tr>
<th>Year</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condominium</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>70</td>
<td>- 36.4%</td>
<td>97</td>
<td>- 47.6%</td>
</tr>
</tbody>
</table>

### Historical Pending Sales by Month

![Graph showing historical pending sales by month for Single Family and Condominium properties]
**Closed Sales**

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

### Historical Closed Sales by Month

![Graph showing historical closed sales by month]({})

### February

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condominium</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-2022</td>
<td>104</td>
<td>- 15.4%</td>
<td>186</td>
<td>- 19.8%</td>
</tr>
<tr>
<td>Apr-2022</td>
<td>110</td>
<td>- 18.5%</td>
<td>177</td>
<td>- 33.0%</td>
</tr>
<tr>
<td>May-2022</td>
<td>100</td>
<td>- 18.0%</td>
<td>154</td>
<td>- 36.4%</td>
</tr>
<tr>
<td>Jun-2022</td>
<td>86</td>
<td>- 23.9%</td>
<td>154</td>
<td>- 38.6%</td>
</tr>
<tr>
<td>Jul-2022</td>
<td>90</td>
<td>- 18.2%</td>
<td>99</td>
<td>- 52.9%</td>
</tr>
<tr>
<td>Aug-2022</td>
<td>87</td>
<td>- 28.7%</td>
<td>105</td>
<td>- 44.7%</td>
</tr>
<tr>
<td>Sep-2022</td>
<td>58</td>
<td>- 49.6%</td>
<td>98</td>
<td>- 46.2%</td>
</tr>
<tr>
<td>Oct-2022</td>
<td>79</td>
<td>- 28.8%</td>
<td>89</td>
<td>- 33.6%</td>
</tr>
<tr>
<td>Nov-2022</td>
<td>63</td>
<td>- 40.0%</td>
<td>71</td>
<td>- 53.9%</td>
</tr>
<tr>
<td>Dec-2022</td>
<td>66</td>
<td>- 45.0%</td>
<td>69</td>
<td>- 60.8%</td>
</tr>
<tr>
<td>Jan-2023</td>
<td>62</td>
<td>- 32.6%</td>
<td>54</td>
<td>- 65.4%</td>
</tr>
<tr>
<td><strong>Feb-2023</strong></td>
<td><strong>44</strong></td>
<td><strong>- 50.0%</strong></td>
<td><strong>66</strong></td>
<td><strong>- 59.3%</strong></td>
</tr>
<tr>
<td><strong>12-Month Avg</strong></td>
<td><strong>79</strong></td>
<td><strong>- 30.1%</strong></td>
<td><strong>110</strong></td>
<td><strong>- 43.9%</strong></td>
</tr>
</tbody>
</table>

*Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.*
Days on Market Until Sale
Average number of days between when a property is listed and when it closed in a given month.

<table>
<thead>
<tr>
<th>Days on Market Until Sale</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condominium</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-2022</td>
<td>102</td>
<td>- 12.1%</td>
<td>69</td>
<td>- 53.1%</td>
</tr>
<tr>
<td>Apr-2022</td>
<td>107</td>
<td>0.0%</td>
<td>68</td>
<td>- 52.4%</td>
</tr>
<tr>
<td>May-2022</td>
<td>124</td>
<td>- 8.1%</td>
<td>76</td>
<td>- 47.9%</td>
</tr>
<tr>
<td>Jun-2022</td>
<td>111</td>
<td>+ 2.8%</td>
<td>74</td>
<td>- 41.3%</td>
</tr>
<tr>
<td>Jul-2022</td>
<td>104</td>
<td>- 6.3%</td>
<td>76</td>
<td>- 36.7%</td>
</tr>
<tr>
<td>Aug-2022</td>
<td>119</td>
<td>+ 4.4%</td>
<td>79</td>
<td>- 21.8%</td>
</tr>
<tr>
<td>Sep-2022</td>
<td>112</td>
<td>+ 8.7%</td>
<td>74</td>
<td>- 31.5%</td>
</tr>
<tr>
<td>Oct-2022</td>
<td>141</td>
<td>+ 41.0%</td>
<td>84</td>
<td>+ 5.0%</td>
</tr>
<tr>
<td>Nov-2022</td>
<td>155</td>
<td>+ 36.0%</td>
<td>99</td>
<td>+ 41.4%</td>
</tr>
<tr>
<td>Dec-2022</td>
<td>136</td>
<td>+ 30.8%</td>
<td>85</td>
<td>+ 16.4%</td>
</tr>
<tr>
<td>Jan-2023</td>
<td>122</td>
<td>+ 1.7%</td>
<td>94</td>
<td>+ 9.3%</td>
</tr>
<tr>
<td>Feb-2023</td>
<td>102</td>
<td>- 12.1%</td>
<td>90</td>
<td>+ 21.6%</td>
</tr>
<tr>
<td>12-Month Avg*</td>
<td>118</td>
<td>+ 5.6%</td>
<td>78</td>
<td>- 30.5%</td>
</tr>
</tbody>
</table>

* Days on Market for all properties from March 2022 through February 2023. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.
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.

### Historical Median Sales Price by Month

![Graph showing historical median sales price by month with Single Family and Condominium lines]

#### Year to Date

<table>
<thead>
<tr>
<th>Month</th>
<th>Median Sales Price</th>
<th>Year Over Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-2022</td>
<td>$1,177,500</td>
<td>+ 19.5%</td>
</tr>
<tr>
<td>Apr-2022</td>
<td>$1,242,500</td>
<td>+ 27.4%</td>
</tr>
<tr>
<td>May-2022</td>
<td>$1,212,500</td>
<td>+ 19.0%</td>
</tr>
<tr>
<td>Jun-2022</td>
<td>$1,252,500</td>
<td>+ 13.3%</td>
</tr>
<tr>
<td>Jul-2022</td>
<td>$1,100,000</td>
<td>+ 4.8%</td>
</tr>
<tr>
<td>Aug-2022</td>
<td>$983,575</td>
<td>- 5.9%</td>
</tr>
<tr>
<td>Sep-2022</td>
<td>$1,016,850</td>
<td>+ 2.2%</td>
</tr>
<tr>
<td>Oct-2022</td>
<td>$1,075,000</td>
<td>+ 15.6%</td>
</tr>
<tr>
<td>Nov-2022</td>
<td>$1,025,000</td>
<td>+ 2.5%</td>
</tr>
<tr>
<td>Dec-2022</td>
<td>$1,081,250</td>
<td>+ 0.6%</td>
</tr>
<tr>
<td>Jan-2023</td>
<td>$1,175,000</td>
<td>+ 1.5%</td>
</tr>
<tr>
<td>Feb-2023</td>
<td>$1,076,500</td>
<td>- 2.1%</td>
</tr>
<tr>
<td>12-Month Avg</td>
<td>$1,100,000</td>
<td>+ 10.0%</td>
</tr>
</tbody>
</table>

*Median Sales Price for all properties from March 2022 through February 2023. 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.

### February

- **Single Family**
  - 2021: $1,824,061 (+86.8%)
  - 2022: $1,379,944 (-24.3%)
  - 2023: $1,329,671 (-3.6%)

- **Condominium**
  - 2021: $822,458 (+24.7%)
  - 2022: $972,040 (+18.2%)
  - 2023: $1,022,861 (+24.7%)

### Year to Date

- **Single Family**
  - 2021: $1,666,314 (+71.7%)
  - 2022: $1,530,563 (+19.0%)
  - 2023: $1,857,282 (+38.6%)

- **Condominium**
  - 2021: $811,440 (+21.3%)
  - 2022: $978,455 (+19.0%)
  - 2023: $1,201,262 (+22.8%)

### 12-Month Avg*

- **Single Family**
  - $1,756,789 (+3.0%)

- **Condominium**
  - $1,123,710 (+11.6%)

### Historical Average Sales Price by Month

- **Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.**

### Year-Over-Year Change

- **Mar-2022**
  - Single Family: $1,833,508 (+18.0%)
  - Condominium: $1,138,375 (+11.8%)

- **Apr-2022**
  - Single Family: $2,083,500 (+5.4%)
  - Condominium: $1,172,619 (+23.1%)

- **May-2022**
  - Single Family: $2,231,256 (+29.0%)
  - Condominium: $1,085,476 (+8.5%)

- **Jun-2022**
  - Single Family: $1,802,070 (+3.1%)
  - Condominium: $1,196,990 (+26.0%)

- **Jul-2022**
  - Single Family: $1,589,922 (-30.9%)
  - Condominium: $1,040,620 (+2.2%)

- **Aug-2022**
  - Single Family: $1,484,007 (-13.0%)
  - Condominium: $1,219,949 (+30.1%)

- **Sep-2022**
  - Single Family: $1,451,482 (-5.7%)
  - Condominium: $957,529 (-5.3%)

- **Oct-2022**
  - Single Family: $1,834,189 (+48.2%)
  - Condominium: $888,247 (-14.6%)

- **Nov-2022**
  - Single Family: $1,339,055 (-31.5%)
  - Condominium: $1,343,041 (+20.5%)

- **Dec-2022**
  - Single Family: $1,313,617 (-17.2%)
  - Condominium: $1,032,435 (-10.1%)

- **Jan-2023**
  - Single Family: $2,231,715 (+33.3%)
  - Condominium: $1,022,861 (+3.8%)

- **Feb-2023**
  - Single Family: $1,329,671 (-3.6%)
  - Condominium: $1,347,226 (+38.6%)

* Avg. Sales Price for all properties from March 2022 through February 2023. 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.

### February

<table>
<thead>
<tr>
<th>Year to Date</th>
<th>Single Family</th>
<th>Condominium</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-2022</td>
<td>100.3%</td>
<td>101.1%</td>
</tr>
<tr>
<td>Apr-2022</td>
<td>98.9%</td>
<td>100.4%</td>
</tr>
<tr>
<td>May-2022</td>
<td>99.1%</td>
<td>100.0%</td>
</tr>
<tr>
<td>Jun-2022</td>
<td>99.0%</td>
<td>99.6%</td>
</tr>
<tr>
<td>Jul-2022</td>
<td>98.7%</td>
<td>99.9%</td>
</tr>
<tr>
<td>Aug-2022</td>
<td>97.5%</td>
<td>98.5%</td>
</tr>
<tr>
<td>Sep-2022</td>
<td>97.8%</td>
<td>97.8%</td>
</tr>
<tr>
<td>Oct-2022</td>
<td>95.3%</td>
<td>97.8%</td>
</tr>
<tr>
<td>Nov-2022</td>
<td>97.5%</td>
<td>97.7%</td>
</tr>
<tr>
<td>Dec-2022</td>
<td>96.4%</td>
<td>98.2%</td>
</tr>
<tr>
<td>Jan-2023</td>
<td>96.4%</td>
<td>98.3%</td>
</tr>
<tr>
<td>Feb-2023</td>
<td>97.2%</td>
<td>98.4%</td>
</tr>
<tr>
<td>12-Month Avg*</td>
<td>98.1%</td>
<td>99.4%</td>
</tr>
</tbody>
</table>

* Pct. of List Price Received for all properties from March 2022 through February 2023. This is not the average of the individual figures above.

### Historical Percent of List Price Received by Month

Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.
### 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.

#### Year to Date

<table>
<thead>
<tr>
<th>Affordability Index</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condominium</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-2022</td>
<td>40</td>
<td>-21.6%</td>
<td>58</td>
<td>-25.6%</td>
</tr>
<tr>
<td>Apr-2022</td>
<td>35</td>
<td>-31.4%</td>
<td>54</td>
<td>-25.0%</td>
</tr>
<tr>
<td>May-2022</td>
<td>35</td>
<td>-28.6%</td>
<td>60</td>
<td>-26.8%</td>
</tr>
<tr>
<td>Jun-2022</td>
<td>33</td>
<td>-28.3%</td>
<td>52</td>
<td>-35.8%</td>
</tr>
<tr>
<td>Jul-2022</td>
<td>38</td>
<td>-20.8%</td>
<td>54</td>
<td>-23.9%</td>
</tr>
<tr>
<td>Aug-2022</td>
<td>44</td>
<td>-10.2%</td>
<td>53</td>
<td>-32.9%</td>
</tr>
<tr>
<td>Sep-2022</td>
<td>39</td>
<td>-23.5%</td>
<td>50</td>
<td>-28.6%</td>
</tr>
<tr>
<td>Oct-2022</td>
<td>34</td>
<td>-37.0%</td>
<td>46</td>
<td>-37.8%</td>
</tr>
<tr>
<td>Nov-2022</td>
<td>37</td>
<td>-26.0%</td>
<td>45</td>
<td>-34.8%</td>
</tr>
<tr>
<td>Dec-2022</td>
<td>36</td>
<td>-21.7%</td>
<td>50</td>
<td>-29.6%</td>
</tr>
<tr>
<td>Jan-2023</td>
<td>34</td>
<td>-22.7%</td>
<td>60</td>
<td>-15.5%</td>
</tr>
<tr>
<td>Feb-2023</td>
<td>36</td>
<td>-20.0%</td>
<td>42</td>
<td>-37.3%</td>
</tr>
<tr>
<td>12-Month Avg</td>
<td>37</td>
<td>-24.5%</td>
<td>52</td>
<td>-29.7%</td>
</tr>
</tbody>
</table>

#### Historical Housing Affordability Index by Month

![Graph showing historical housing affordability index by month](chart)
## Inventory of Homes for Sale

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

### February

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condominium</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-2022</td>
<td>229</td>
<td>-10.5%</td>
<td>175</td>
<td>-54.5%</td>
</tr>
<tr>
<td>Apr-2022</td>
<td>219</td>
<td>-7.6%</td>
<td>177</td>
<td>-44.0%</td>
</tr>
<tr>
<td>May-2022</td>
<td>246</td>
<td>+2.9%</td>
<td>194</td>
<td>-23.3%</td>
</tr>
<tr>
<td>Jun-2022</td>
<td>301</td>
<td>+11.1%</td>
<td>243</td>
<td>+12.5%</td>
</tr>
<tr>
<td>Jul-2022</td>
<td>293</td>
<td>+17.2%</td>
<td>249</td>
<td>+51.8%</td>
</tr>
<tr>
<td>Aug-2022</td>
<td>304</td>
<td>+27.2%</td>
<td>223</td>
<td>+39.4%</td>
</tr>
<tr>
<td>Sep-2022</td>
<td>276</td>
<td>+18.5%</td>
<td>185</td>
<td>+19.4%</td>
</tr>
<tr>
<td>Oct-2022</td>
<td>285</td>
<td>+35.1%</td>
<td>192</td>
<td>+17.8%</td>
</tr>
<tr>
<td>Nov-2022</td>
<td>284</td>
<td>+36.5%</td>
<td>221</td>
<td>+40.8%</td>
</tr>
<tr>
<td>Dec-2022</td>
<td>298</td>
<td>+35.5%</td>
<td>230</td>
<td>+36.1%</td>
</tr>
<tr>
<td>Jan-2023</td>
<td>294</td>
<td>+36.7%</td>
<td>242</td>
<td>+44.0%</td>
</tr>
<tr>
<td>Feb-2023</td>
<td>281</td>
<td>+21.6%</td>
<td>225</td>
<td>+36.4%</td>
</tr>
</tbody>
</table>

12-Month Avg | 276 | +17.9% | 213 | +3.4% |

### Historical Inventory of Homes for Sale by Month

The line graph illustrates the number of homes for sale by month from January 2010 to January 2023, showing a decline over the years in the number of single family homes as well as condominiums.
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.

February

<table>
<thead>
<tr>
<th>Months Supply</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condominium</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-2022</td>
<td>2.2</td>
<td>- 8.3%</td>
<td>1.0</td>
<td>- 63.0%</td>
</tr>
<tr>
<td>Apr-2022</td>
<td>2.1</td>
<td>0.0%</td>
<td>1.0</td>
<td>- 50.0%</td>
</tr>
<tr>
<td>May-2022</td>
<td>2.4</td>
<td>+ 14.3%</td>
<td>1.2</td>
<td>- 20.0%</td>
</tr>
<tr>
<td>Jun-2022</td>
<td>3.0</td>
<td>+ 25.0%</td>
<td>1.6</td>
<td>+ 33.3%</td>
</tr>
<tr>
<td>Jul-2022</td>
<td>3.1</td>
<td>+ 47.6%</td>
<td>1.7</td>
<td>+ 88.9%</td>
</tr>
<tr>
<td>Aug-2022</td>
<td>3.5</td>
<td>+ 75.0%</td>
<td>1.6</td>
<td>+ 100.0%</td>
</tr>
<tr>
<td>Sep-2022</td>
<td>3.3</td>
<td>+ 65.0%</td>
<td>1.3</td>
<td>+ 62.5%</td>
</tr>
<tr>
<td>Oct-2022</td>
<td>3.6</td>
<td>+ 100.0%</td>
<td>1.5</td>
<td>+ 87.5%</td>
</tr>
<tr>
<td>Nov-2022</td>
<td>3.7</td>
<td>+ 117.6%</td>
<td>1.8</td>
<td>+ 125.0%</td>
</tr>
<tr>
<td>Dec-2022</td>
<td>3.9</td>
<td>+ 105.3%</td>
<td>2.0</td>
<td>+ 122.2%</td>
</tr>
<tr>
<td>Jan-2023</td>
<td>4.1</td>
<td>+ 115.8%</td>
<td>2.3</td>
<td>+ 155.6%</td>
</tr>
<tr>
<td>Feb-2023</td>
<td>4.0</td>
<td>+ 90.5%</td>
<td>2.3</td>
<td>+ 155.6%</td>
</tr>
<tr>
<td>12-Month Avg*</td>
<td>3.2</td>
<td>+ 58.3%</td>
<td>1.6</td>
<td>+ 38.1%</td>
</tr>
</tbody>
</table>

* Months Supply for all properties from March 2022 through February 2023. 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.

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Historical Sparkbars</th>
<th>2-2022</th>
<th>2-2023</th>
<th>% Change</th>
<th>YTD 2022</th>
<th>YTD 2023</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Listings</td>
<td></td>
<td>340</td>
<td>175</td>
<td>-48.5%</td>
<td>697</td>
<td>390</td>
<td>-44.0%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td></td>
<td>294</td>
<td>159</td>
<td>-45.9%</td>
<td>605</td>
<td>321</td>
<td>-46.9%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td></td>
<td>280</td>
<td>125</td>
<td>-55.4%</td>
<td>549</td>
<td>262</td>
<td>-52.3%</td>
</tr>
<tr>
<td>Days on Market Until Sale</td>
<td></td>
<td>98</td>
<td>112</td>
<td>+14.3%</td>
<td>102</td>
<td>115</td>
<td>+12.7%</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td></td>
<td>$875,000</td>
<td>$915,000</td>
<td>+4.6%</td>
<td>$873,650</td>
<td>$900,000</td>
<td>+3.0%</td>
</tr>
<tr>
<td>Average Sales Price</td>
<td></td>
<td>$1,089,341</td>
<td>$1,252,576</td>
<td>+15.0%</td>
<td>$1,152,274</td>
<td>$1,450,876</td>
<td>+25.9%</td>
</tr>
<tr>
<td>Percent of List Price Received</td>
<td></td>
<td>99.0%</td>
<td>97.7%</td>
<td>-1.3%</td>
<td>99.3%</td>
<td>97.5%</td>
<td>-1.8%</td>
</tr>
<tr>
<td>Housing Affordability Index</td>
<td></td>
<td>56</td>
<td>42</td>
<td>-25.0%</td>
<td>56</td>
<td>43</td>
<td>-23.2%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td></td>
<td>529</td>
<td>655</td>
<td>+23.8%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td></td>
<td>1.6</td>
<td>3.5</td>
<td>+118.8%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
</tbody>
</table>

Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.
<table>
<thead>
<tr>
<th>Area Name</th>
<th>February 2023</th>
<th>January 2023</th>
<th>February 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Units</td>
<td>Dollar Volume</td>
<td>Median Sales Price</td>
</tr>
<tr>
<td>Haiku</td>
<td>5</td>
<td>$9,355,000</td>
<td>$1,710,000</td>
</tr>
<tr>
<td>Hana</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Honokohau</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kaanapali</td>
<td>1</td>
<td>$3,550,000</td>
<td>$3,550,000</td>
</tr>
<tr>
<td>Kahakuloa</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kahului</td>
<td>9</td>
<td>$8,664,000</td>
<td>$1,074,000</td>
</tr>
<tr>
<td>Kapalua</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kaupo</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Keanae</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kihei</td>
<td>3</td>
<td>$4,200,000</td>
<td>$1,450,000</td>
</tr>
<tr>
<td>Kipahulu</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kula/Ulupalakua/Kanaio</td>
<td>2</td>
<td>$3,320,000</td>
<td>$1,660,000</td>
</tr>
<tr>
<td>Lahaina</td>
<td>2</td>
<td>$3,000,000</td>
<td>$1,500,000</td>
</tr>
<tr>
<td>Makawao/Olinda/Haliimaile</td>
<td>1</td>
<td>$3,744,892</td>
<td>$3,744,892</td>
</tr>
<tr>
<td>Maui Meadows</td>
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<td>$5,362,000</td>
<td>$2,681,000</td>
</tr>
<tr>
<td>Nahiku</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Napili/Kahana/Honokowai</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Olowalu</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Pukalani</td>
<td>3</td>
<td>$3,385,000</td>
<td>$835,000</td>
</tr>
<tr>
<td>Spreckelsville/Paia/Kuau</td>
<td>1</td>
<td>$831,000</td>
<td>$831,000</td>
</tr>
<tr>
<td>Wailea/Makena</td>
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<td>$3,183,000</td>
<td>$3,183,000</td>
</tr>
<tr>
<td>Wailuku</td>
<td>8</td>
<td>$7,025,650</td>
<td>$872,000</td>
</tr>
<tr>
<td>Lanai</td>
<td>2</td>
<td>$1,515,000</td>
<td>$757,500</td>
</tr>
<tr>
<td>Molokai</td>
<td>4</td>
<td>$1,370,000</td>
<td>$345,000</td>
</tr>
<tr>
<td><strong>All MLS</strong></td>
<td><strong>44</strong></td>
<td><strong>$58,505,542</strong></td>
<td><strong>$1,076,500</strong></td>
</tr>
</tbody>
</table>
# Condominium Monthly Sales Volume
## February 2023

<table>
<thead>
<tr>
<th>Area Name</th>
<th>February 2023</th>
<th>January 2023</th>
<th>February 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Units</td>
<td>Dollar Volume</td>
<td>Median Sales Price</td>
</tr>
<tr>
<td>Haiku</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Hana</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Honokohau</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kaanapali</td>
<td>7</td>
<td>$16,320,000</td>
<td>$1,990,000</td>
</tr>
<tr>
<td>Kahakuloa</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
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<td>1</td>
<td>$275,000</td>
<td>$275,000</td>
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<tr>
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<td>$6,785,000</td>
<td>$1,750,000</td>
</tr>
<tr>
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<td>--</td>
</tr>
<tr>
<td>Keanae</td>
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</tr>
<tr>
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<tr>
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<tr>
<td>Kula/Ulupalakua/Kanaio</td>
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<td>--</td>
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<tr>
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<tr>
<td>Maui Meadows</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Nahiku</td>
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<td>--</td>
<td>--</td>
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<tr>
<td>Napili/Kahana/Honokowai</td>
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<tr>
<td>Pukalani</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Spreckelsville/Paia/Kuau</td>
<td>0</td>
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<td>--</td>
</tr>
<tr>
<td>Wailea/Makena</td>
<td>5</td>
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<td>$2,050,000</td>
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<tr>
<td>Wailuku</td>
<td>5</td>
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<tr>
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<td>1</td>
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<td>$1,650,000</td>
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<tr>
<td>Molokai</td>
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</table>
## Land Monthly Sales Volume

### February 2023

<table>
<thead>
<tr>
<th>Area Name</th>
<th>February 2023</th>
<th>January 2023</th>
<th>February 2022</th>
</tr>
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<tbody>
<tr>
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<td>Units</td>
<td>Dollar Volume</td>
<td>Median Sales Price</td>
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<tr>
<td>Hana</td>
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<td>$582,500</td>
</tr>
<tr>
<td>Honokohau</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kaanapali</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kahakuloa</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kahului</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kapalua</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kaupo</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Keanae</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kihei</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kipahulu</td>
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<td>--</td>
<td>--</td>
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<tr>
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<td>$955,500</td>
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<tr>
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<td>--</td>
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</tr>
<tr>
<td>Makawao/Olinda/Haliimaile</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Maui Meadows</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Nahiku</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Napili/Kahana/Honokowai</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Olowalu</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Pukalani</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Spreckelsville/Paia/Kuau</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Wailea/Makena</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Wailuku</td>
<td>9</td>
<td>$5,724,000</td>
<td>$550,000</td>
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<tr>
<td>Molokai</td>
<td>1</td>
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<td>$140,000</td>
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<tr>
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<td>15</td>
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<td><strong>$565,000</strong></td>
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</tbody>
</table>

Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.
## Single Family Sales – Year to Date
### February 2023 YTD

<table>
<thead>
<tr>
<th>Area Name</th>
<th>Number of Sales</th>
<th>Average Sales Price</th>
<th>Median Sales Price</th>
<th>Total Dollar Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>Haiku</td>
<td>13</td>
<td>22</td>
<td>$1,883,308</td>
<td>$1,495,000</td>
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<tr>
<td>Hana</td>
<td>0</td>
<td>1</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Honokohau</td>
<td>0</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kaanapali</td>
<td>1</td>
<td>4</td>
<td>$3,550,000</td>
<td>$3,135,000</td>
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<tr>
<td>Kahakuloa</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kahului</td>
<td>19</td>
<td>21</td>
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<td>$894,571</td>
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<tr>
<td>Kapalua</td>
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<td>2</td>
<td>$4,962,500</td>
<td>$4,087,500</td>
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<tr>
<td>Kaupo</td>
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<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Keanae</td>
<td>0</td>
<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kihei</td>
<td>9</td>
<td>32</td>
<td>$1,468,889</td>
<td>$1,412,500</td>
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<tr>
<td>Kipahulu</td>
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<td>0</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Kula/Ulupalaka/Kanaio</td>
<td>6</td>
<td>7</td>
<td>$1,341,667</td>
<td>$1,976,714</td>
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<tr>
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<td>5</td>
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<td>$2,114,000</td>
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<tr>
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<td>21</td>
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<td>$1,096,967</td>
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<td>$2,037,760</td>
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<td>--</td>
</tr>
<tr>
<td>Napili/Kahana/Honokowai</td>
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<td>4</td>
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<td>$2,403,250</td>
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<td>--</td>
</tr>
<tr>
<td>Pukalani</td>
<td>3</td>
<td>7</td>
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<td>$1,082,857</td>
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<tr>
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<td>All MLS</td>
<td>106</td>
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<td>$1,530,563</td>
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</tbody>
</table>

Number of Sales: Feb-23 YTD Sales - Feb-22 YTD Sales

Percent Change: (Feb-23 YTD Sales - Feb-22 YTD Sales) / Feb-22 YTD Sales

Average Sales Price: Feb-23 YTD Average - Feb-22 YTD Average

Percent Change: (Feb-23 YTD Average - Feb-22 YTD Average) / Feb-22 YTD Average

Median Sales Price: Feb-23 YTD Median - Feb-22 YTD Median

Percent Change: (Feb-23 YTD Median - Feb-22 YTD Median) / Feb-22 YTD Median

Total Dollar Volume: Feb-23 YTD Volume - Feb-22 YTD Volume

Percent Change: (Feb-23 YTD Volume - Feb-22 YTD Volume) / Feb-22 YTD Volume

Notes:
- Current as of March 1, 2023.
- All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.
## Total Condominium Sales – Year to Date

### February 2023 YTD

<table>
<thead>
<tr>
<th>Area Name</th>
<th>Number of Sales</th>
<th>Average Sales Price</th>
<th>Median Sales Price</th>
<th>Total Dollar Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Feb-23 YTD Sales</td>
<td>Feb-22 YTD Sales</td>
<td>Unit Change</td>
<td>Percent Change</td>
</tr>
<tr>
<td>Haiku</td>
<td>0 0 0 --</td>
<td>--  --  --</td>
<td>--  --  --</td>
<td>--  --  --</td>
</tr>
<tr>
<td>Hana</td>
<td>0 2 -2 -100.0%</td>
<td>--  $680,000  --</td>
<td>--  $680,000  --</td>
<td>$0  $1,360,000  $1,360,000  -100.0%</td>
</tr>
<tr>
<td>Honokohau</td>
<td>0 0 0 --</td>
<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Kaanapali</td>
<td>10 29 -19 -65.5%</td>
<td>$2,050,000  $1,581,172  +$468,828  +29.7%</td>
<td>$1,982,500  $1,300,000  +$682,500  +52.5%</td>
<td>$20,500,000  $45,854,000  -$25,354,000  -55.3%</td>
</tr>
<tr>
<td>Kahakuloa</td>
<td>0 0 0 --</td>
<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Kahului</td>
<td>3 11 -8 -72.7%</td>
<td>$265,000  $175,509  +$89,491  +51.0%</td>
<td>$275,000  $171,000  +$104,000  +60.8%</td>
<td>$795,000  $1,930,600  -$1,135,600  -58.8%</td>
</tr>
<tr>
<td>Kapalua</td>
<td>4 13 -9 -69.2%</td>
<td>$1,860,000  $3,040,308  -$1,180,308  -38.8%</td>
<td>$1,567,500  $2,300,000  -$732,500  -31.8%</td>
<td>$7,440,000  $39,524,000  -$32,084,000  -81.2%</td>
</tr>
<tr>
<td>Kaupo</td>
<td>0 0 0 --</td>
<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Keanae</td>
<td>0 0 0 --</td>
<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Keihei</td>
<td>41 114 -73 -64.0%</td>
<td>$896,766  $739,033  +$157,732  +21.3%</td>
<td>$835,000  $660,000  +$175,000  +26.5%</td>
<td>$36,767,400  $84,249,804  -$47,482,404  -56.4%</td>
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<tr>
<td>Kipahulu</td>
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<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Kula/Ulupalakua/Kanaio</td>
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<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Lahaina</td>
<td>14 11 +3 +27.3%</td>
<td>$1,060,286  $1,174,318  -$114,032  -9.7%</td>
<td>$862,500  $766,000  +$96,500  +12.6%</td>
<td>$14,844,000  $12,917,499  +$1,926,501  +14.9%</td>
</tr>
<tr>
<td>Maalaea</td>
<td>7 9 -2 -22.2%</td>
<td>$704,143  $634,444  +$69,698  +11.0%</td>
<td>$675,000  $500,000  +$175,000  +35.0%</td>
<td>$4,929,000  $5,710,000  -$781,000  -13.7%</td>
</tr>
<tr>
<td>Makawao/Olinda/Halimaile</td>
<td>0 0 0 --</td>
<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Maui Meadows</td>
<td>0 0 0 --</td>
<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Nahiku</td>
<td>0 0 0 --</td>
<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Napili/Kahana/Honokowai</td>
<td>22 77 -55 -57.1%</td>
<td>$671,182  $808,739  -$137,557  -17.0%</td>
<td>$604,500  $655,000  -$50,500  -7.7%</td>
<td>$14,766,000  $62,272,900  -$47,506,900  -76.3%</td>
</tr>
<tr>
<td>Olowalu</td>
<td>0 0 0 --</td>
<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Pukalani</td>
<td>0 0 0 --</td>
<td>--  --  --</td>
<td>--  --  --</td>
<td>--  $0  $0</td>
</tr>
<tr>
<td>Spreckelsville/Paia/Kuau</td>
<td>0 1 -1 -100.0%</td>
<td>--  $570,000  --</td>
<td>--  $570,000  --</td>
<td>$0  $570,000  $570,000  -100.0%</td>
</tr>
<tr>
<td>Wailea/Makena</td>
<td>9 23 -14 -60.9%</td>
<td>$4,285,778  $1,886,891  +$2,398,886  +127.1%</td>
<td>$2,550,000  $1,527,500  +$1,022,500  +66.9%</td>
<td>$38,572,000  $43,398,500  -$4,826,500  -11.1%</td>
</tr>
<tr>
<td>Wailuku</td>
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<td>$484,000  $551,361  -$67,361  -12.2%</td>
<td>$449,000  $506,000  -$57,000  -11.3%</td>
<td>$3,388,000  $9,924,500  -$6,536,500  -65.9%</td>
</tr>
<tr>
<td>Lanai</td>
<td>1 1 0 0.0%</td>
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<td>$1,650,000  $1,600,000  +$50,000  +3.1%</td>
<td>$1,650,000  $1,600,000  +$50,000  +3.1%</td>
</tr>
<tr>
<td>Molokai</td>
<td>2 9 -7 -77.8%</td>
<td>$250,000  $204,111  +$45,889  +22.5%</td>
<td>$250,000  $240,000  +$10,000  +4.2%</td>
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<tr>
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<td>120 318 -198 -62.3%</td>
<td>$1,201,262  $978,455  +$222,806  +22.8%</td>
<td>$832,500  $725,000  +$107,500  +14.8%</td>
<td>$144,151,400  $311,148,803  -$166,997,403  -53.7%</td>
</tr>
</tbody>
</table>
### Fee Simple Condominium Sales – Year to Date

**February 2023 YTD**

| Area Name         | Feb-23 YTD Sales | Feb-22 YTD Sales | Unit Change | Percent Change | Feb-23 YTD Average | Feb-22 YTD Average | Dollar Change | Percent Change | Feb-23 YTD Median | Feb-22 YTD Median | Dollar Change | Percent Change | Feb-23 YTD Volume | Feb-22 YTD Volume | Dollar Change | Percent Change |
|-------------------|------------------|------------------|-------------|----------------|--------------------|--------------------|-----------------|----------------|----------------|------------------|-----------------|----------------|----------------|-----------------|-----------------|----------------|----------------|----------------|
| Haiku             | 0                | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Hana              | 0                | 2                | -2          | -100.0%        | --                 | $680,000           | --              | --             | --             | $680,000         | --              | --              | $1,360,000       | -1,360,000       | -100.0%         | --              |
| Honokohau         | 0                | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Kaanapali         | 8                | 27               | -19         | -70.4%         | $2,325,000         | $1,645,519         | $679,481        | 41.3%          | $1,995,000      | $1,400,000       | $595,000        | 42.5%          | $18,600,000      | $44,249,000      | -25,829,000      | -58.1%          |
| Kahakuloa         | 0                | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Kahului           | 3                | 11               | -8          | -72.7%         | $265,000           | $175,509           | $89,491         | 51.0%          | $275,000        | $171,000         | $104,000        | 60.8%          | $795,000         | $1,930,600       | -1,135,600       | -58.8%          |
| Kapalua           | 4                | 13               | -9          | -69.2%         | $1,860,000         | $3,040,308         | $1,180,308      | -38.8%         | $1,567,500      | $2,300,000       | -$732,500       | -31.8%         | $7,440,000        | $39,524,000      | -$32,084,000     | -81.2%          |
| Kaupo             | 0                | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Keanae            | 0                | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Kihei             | 40               | 112              | -72         | -64.3%         | $908,160           | $736,686           | $171,474        | 23.3%          | $845,000        | $660,000         | $185,000        | 28.0%          | $36,326,400      | $82,508,804      | -$46,182,404     | -56.0%          |
| Kipahulu          | 0                | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Kula/Ulupalakua/Kanaio | 0          | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Lahaina           | 13               | 11               | +2          | +18.2%         | $1,112,231         | $1,174,318         | -$62,087        | -5.3%          | $885,000        | $766,000         | $119,000        | 15.5%          | $14,459,000      | $12,917,499      | $1,541,501       | +11.9%          |
| Maalaea           | 2                | 6                | -4          | -66.7%         | $870,000           | $703,500           | $166,500        | 23.7%          | $870,000        | $650,500         | $219,500        | 33.7%          | $1,740,000       | $2,421,000       | -$721,000        | -58.8%          |
| Makawao/Olinda/Halimaile | 0         | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Maui Meadows      | 0                | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Nahiku            | 0                | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Napili/Kahana/Honokowai | 16         | 66               | -50         | -75.8%         | $718,625           | $714,826           | $3,799          | +0.5%          | $685,000        | $652,500         | $32,500         | 5.0%           | $11,498,000      | $47,178,500      | -$35,680,500     | -75.6%          |
| Olowalu           | 0                | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Pukalani          | 0                | 0                | --          | --             | --                 | --                 | --              | --             | --             | --               | --              | --              | --              | --              | --              | --              |
| Spreckelsville/Paia/Kuau | 0          | 1                | -1          | -100.0%        | --                 | $570,000           | --              | --             | --             | --               | --              | --              | --              | $570,000        | -570,000        | -100.0%         |
| Wailea/Makena     | 9                | 23               | -14         | -60.9%         | $4,285,778         | $1,886,891         | $2,398,886      | +127.1%        | $2,550,000      | $1,527,500       | $1,022,500      | +66.9%         | $38,572,000      | $43,398,500      | -$4,826,500      | -11.1%          |
| Wailuku           | 7                | 18               | -11         | -61.1%         | $484,000           | $551,361           | -$67,361        | -12.2%         | $449,000        | $506,000         | -$57,000        | -11.3%         | $3,388,000        | $9,924,500       | -$6,536,500      | -65.9%          |
| Lanai             | 1                | 1                | 0           | 0.0%           | $1,650,000         | $1,600,000         | $50,000         | +3.1%          | $1,650,000      | $1,600,000       | $50,000         | +3.1%          | $1,650,000        | $1,600,000       | $50,000         | +3.1%          |
| Molokai           | 1                | 7                | -6          | -85.7%         | $350,000           | $236,143           | $113,857        | +48.2%         | $350,000        | $240,000         | $110,000        | 45.8%          | $350,000         | $1,653,000       | -$1,303,000      | -78.8%          |
| All MLS           | 104              | 298              | -194        | -65.1%         | $1,296,331         | $977,233           | $319,098        | +32.7%         | $877,500        | $725,500         | $152,000        | +21.0%         | $134,818,400      | $291,215,403     | -$156,397,003    | -53.7%          |

Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.
## Leasehold Condominium Sales – Year to Date
### February 2023 YTD

<table>
<thead>
<tr>
<th>Area Name</th>
<th>Number of Sales</th>
<th>Average Sales Price</th>
<th>Median Sales Price</th>
<th>Total Dollar Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Feb-23 YTD Sales</td>
<td>Feb-22 YTD Sales</td>
<td>Unit Change</td>
<td>Percent Change</td>
</tr>
<tr>
<td>Haiku</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Hana</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Honokohau</td>
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<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Kaanapali</td>
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<td>2</td>
<td>0</td>
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<tr>
<td>Kahului</td>
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<td>0</td>
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<tr>
<td>Kapalua</td>
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<td>0</td>
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<td>Kaupo</td>
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<td>0</td>
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<td>Kanae</td>
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<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Kihei</td>
<td>1</td>
<td>2</td>
<td>-1</td>
<td>-50.0%</td>
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<tr>
<td>Kipahulu</td>
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<tr>
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<tr>
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<tr>
<td>Maui Meadows</td>
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<td>0</td>
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<tr>
<td>Nahiku</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
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<tr>
<td>Napili/Kahana/Honokowai</td>
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<tr>
<td>Pukalani</td>
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<td>0</td>
</tr>
<tr>
<td>Spreckelsville/Paia/Kuau</td>
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<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Wailea/Makena</td>
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<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Wailuku</td>
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<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Lanai</td>
<td>0</td>
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<tr>
<td>Molokai</td>
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<tr>
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# Land Sales – Year to Date

## February 2023 YTD

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<thead>
<tr>
<th>Area Name</th>
<th>Number of Sales</th>
<th>Average Sales Price</th>
<th>Median Sales Price</th>
<th>Total Dollar Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Feb-23 YTD Sales</td>
<td>Feb-22 YTD Sales</td>
<td>Unit Change</td>
<td>Percent Change</td>
</tr>
<tr>
<td>Haiku</td>
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<td>8</td>
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<td>3</td>
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<td>0%</td>
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Current as of March 1, 2023. All data from the REALTORS® Association of Maui, Inc. Report © 2023 ShowingTime.