

# Monthly Indicators



## May 2023

Existing-home sales slid for the second consecutive month, falling 3.4% nationwide as of last measure, according to the National Association of REALTORS® (NAR), as higher interest rates continue to impact buyer affordability. Sales are down 23% compared to the same period a year ago, while contract signings dropped 20.3% year-over-year. With sales cooling, buyers in some parts of the country have found relief in the form of declining sales prices, which are down 1.7% year-over-year nationally, although more affordable markets continue to see price gains.

New Listings decreased 13.2 percent for Single Family homes and 29.3 percent for Condominium homes. Pending Sales increased 10.3 percent for Single Family homes but decreased 21.6 percent for Condominium homes. Inventory increased 1.2 percent for Single Family homes and 10.8 percent for Condominium homes.

Median Sales Price increased 4.9 percent to \$1,271,500 for Single Family homes and 16.4 percent to \$835,000 for Condominium homes. Days on Market decreased 5.6 percent for Single Family homes but increased 5.3 percent for Condominium homes. Months Supply of Inventory increased 58.3 percent for Single Family homes and 116.7 percent for Condominium homes.

While fluctuating interest rates have pushed some buyers to the sidelines, a shortage of inventory is also to blame for lower-than-average home sales this time of year, as current homeowners, many of whom locked in mortgage rates several percentage points below today's current rates, are delaying the decision to sell until market conditions improve. With only 2.9 months' supply heading into May, available homes are moving fast, with the typical home spending just over three weeks on the market, according to NAR.

## Quick Facts

**- 36.5%**

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

**+ 7.7%**

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

**+ 6.8%**

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 | 5-2022      | 5-2023             | % Change | YTD 2022    | YTD 2023           | % Change |
|---------------------------------------|----------------------|-------------|--------------------|----------|-------------|--------------------|----------|
| <b>New Listings</b>                   |                      | 121         | <b>105</b>         | - 13.2%  | 597         | <b>411</b>         | - 31.2%  |
| <b>Pending Sales</b>                  |                      | 78          | <b>86</b>          | + 10.3%  | 466         | <b>336</b>         | - 27.9%  |
| <b>Closed Sales</b>                   |                      | 100         | <b>74</b>          | - 26.0%  | 494         | <b>311</b>         | - 37.0%  |
| <b>Days on Market Until Sale</b>      |                      | 124         | <b>117</b>         | - 5.6%   | 113         | <b>121</b>         | + 7.1%   |
| <b>Median Sales Price</b>             |                      | \$1,212,500 | <b>\$1,271,500</b> | + 4.9%   | \$1,170,000 | <b>\$1,165,000</b> | - 0.4%   |
| <b>Average Sales Price</b>            |                      | \$2,231,256 | <b>\$2,056,937</b> | - 7.8%   | \$1,859,305 | <b>\$1,909,883</b> | + 2.7%   |
| <b>Percent of List Price Received</b> |                      | 99.1%       | <b>96.5%</b>       | - 2.6%   | 99.2%       | <b>96.7%</b>       | - 2.5%   |
| <b>Housing Affordability Index</b>    |                      | 35          | <b>30</b>          | - 14.3%  | 36          | <b>32</b>          | - 11.1%  |
| <b>Inventory of Homes for Sale</b>    |                      | 246         | <b>249</b>         | + 1.2%   | —           | —                  | —        |
| <b>Months Supply of Inventory</b>     |                      | 2.4         | <b>3.8</b>         | + 58.3%  | —           | —                  | —        |

# Condominium Market Overview

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



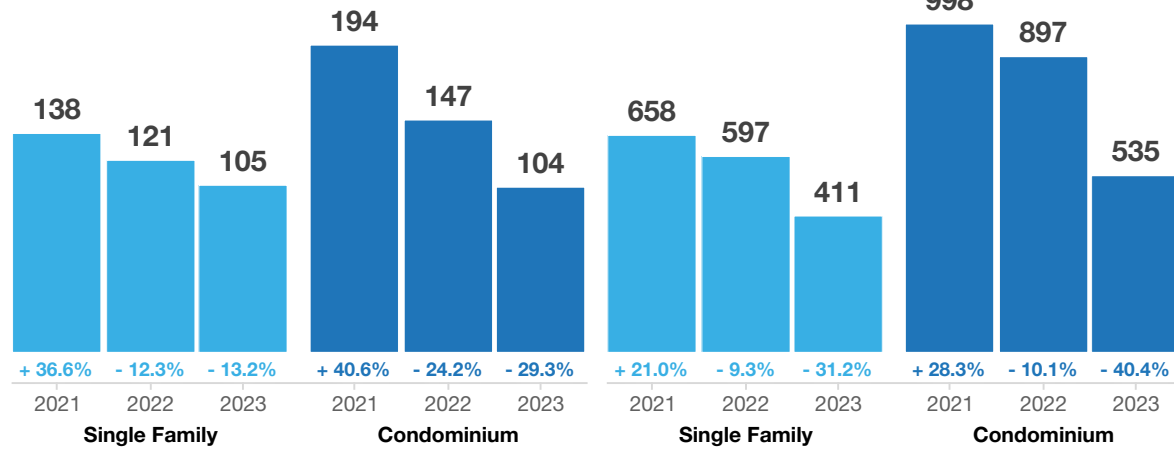
| Key Metrics                           | Historical Sparkbars | 5-2022      | 5-2023           | % Change | YTD 2022    | YTD 2023           | % Change |
|---------------------------------------|----------------------|-------------|------------------|----------|-------------|--------------------|----------|
| <b>New Listings</b>                   |                      | 147         | <b>104</b>       | - 29.3%  | 897         | <b>535</b>         | - 40.4%  |
| <b>Pending Sales</b>                  |                      | 116         | <b>91</b>        | - 21.6%  | 798         | <b>456</b>         | - 42.9%  |
| <b>Closed Sales</b>                   |                      | 154         | <b>88</b>        | - 42.9%  | 835         | <b>421</b>         | - 49.6%  |
| <b>Days on Market Until Sale</b>      |                      | 76          | <b>80</b>        | + 5.3%   | 74          | <b>103</b>         | + 39.2%  |
| <b>Median Sales Price</b>             |                      | \$717,500   | <b>\$835,000</b> | + 16.4%  | \$755,000   | <b>\$830,000</b>   | + 9.9%   |
| <b>Average Sales Price</b>            |                      | \$1,085,476 | <b>\$982,904</b> | - 9.4%   | \$1,074,974 | <b>\$1,128,642</b> | + 5.0%   |
| <b>Percent of List Price Received</b> |                      | 100.0%      | <b>98.3%</b>     | - 1.7%   | 100.4%      | <b>98.4%</b>       | - 2.0%   |
| <b>Housing Affordability Index</b>    |                      | 59          | <b>45</b>        | - 23.7%  | 56          | <b>46</b>          | - 17.9%  |
| <b>Inventory of Homes for Sale</b>    |                      | 194         | <b>215</b>       | + 10.8%  | —           | —                  | —        |
| <b>Months Supply of Inventory</b>     |                      | 1.2         | <b>2.6</b>       | + 116.7% | —           | —                  | —        |

# New Listings

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

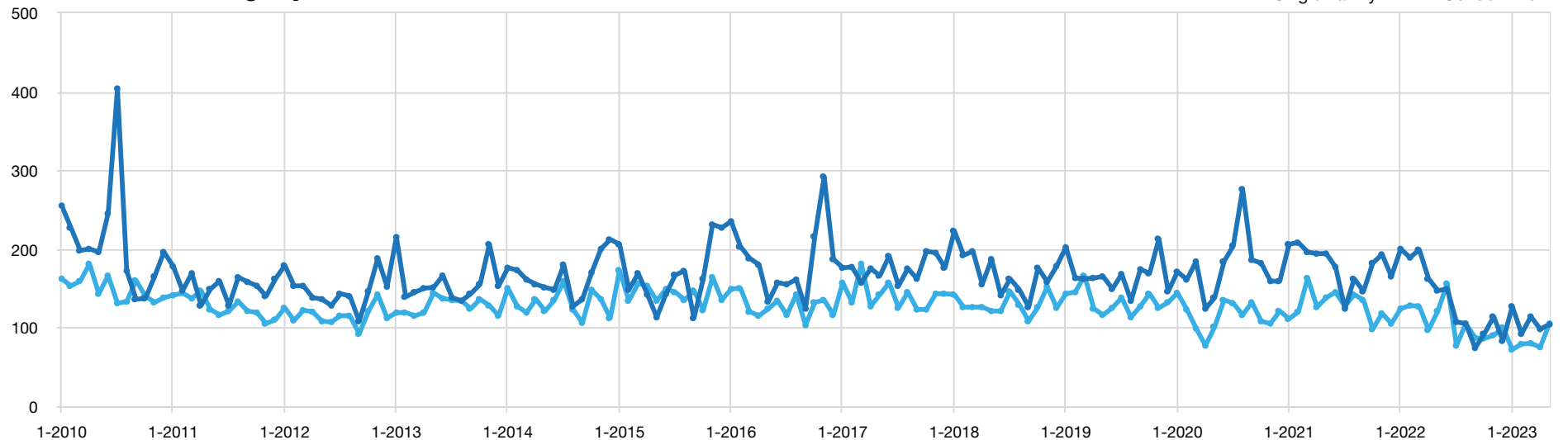


## May



| New Listings    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Jun-2022        | 156           | + 7.6%                | 149         | - 15.8%               |
| Jul-2022        | 77            | - 39.4%               | 107         | - 13.7%               |
| Aug-2022        | 105           | - 26.1%               | 105         | - 35.2%               |
| Sep-2022        | 87            | - 35.6%               | 74          | - 49.3%               |
| Oct-2022        | 86            | - 12.2%               | 92          | - 49.5%               |
| Nov-2022        | 90            | - 23.7%               | 114         | - 40.9%               |
| Dec-2022        | 100           | - 4.8%                | 83          | - 49.7%               |
| Jan-2023        | 72            | - 41.9%               | 127         | - 36.5%               |
| Feb-2023        | 79            | - 38.3%               | 92          | - 51.3%               |
| Mar-2023        | 80            | - 37.0%               | 114         | - 42.7%               |
| Apr-2023        | 75            | - 22.7%               | 98          | - 39.5%               |
| <b>May-2023</b> | <b>105</b>    | <b>- 13.2%</b>        | <b>104</b>  | <b>- 29.3%</b>        |
| 12-Month Avg    | 93            | - 23.8%               | 105         | - 38.6%               |

## Historical New Listings by Month



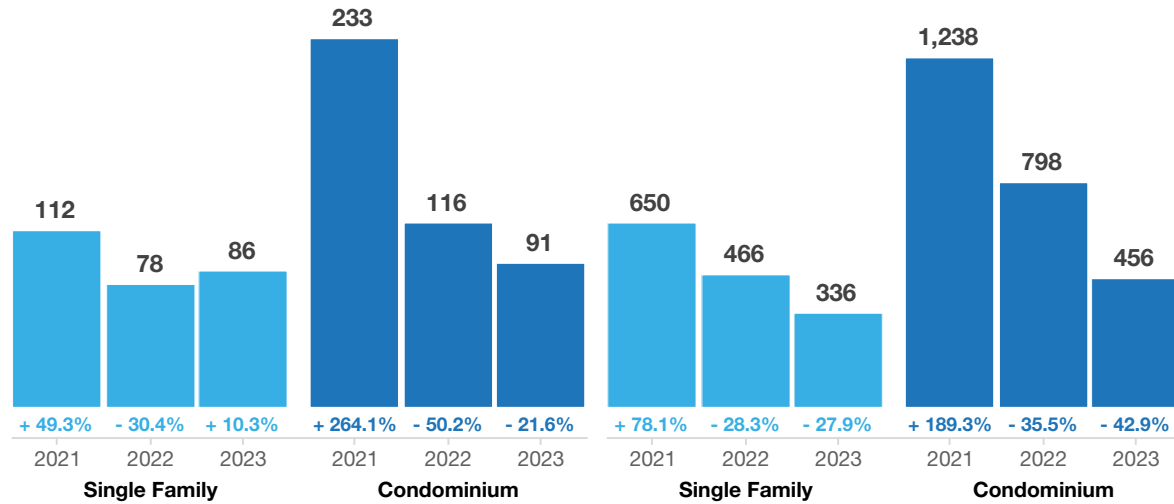
# Pending Sales

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



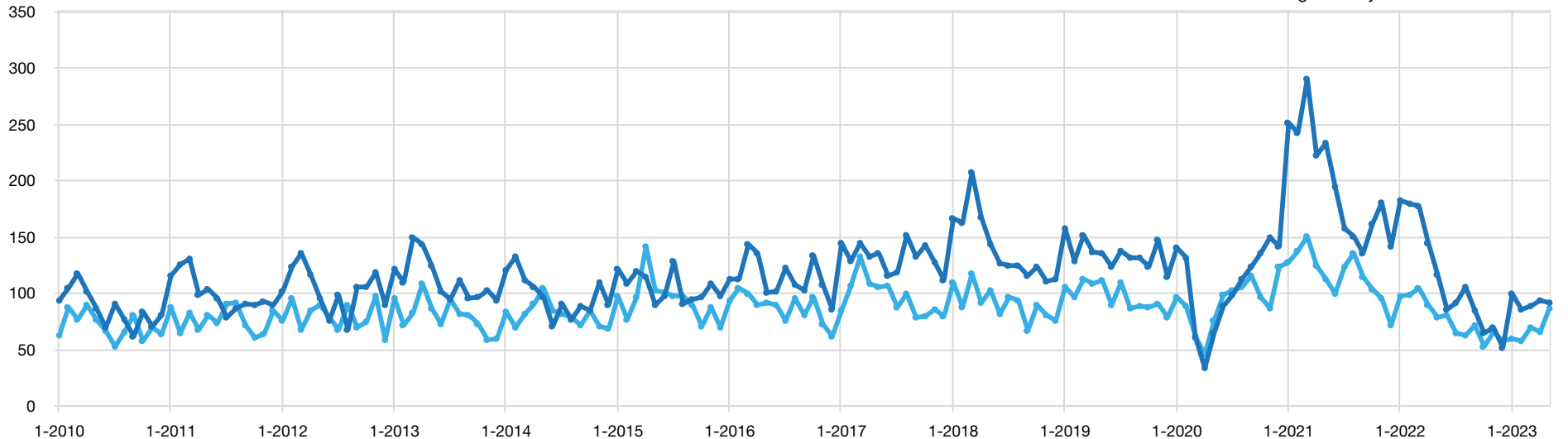
## May

## Year to Date



| Pending Sales   | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Jun-2022        | 80            | -19.2%                | 85          | -56.2%                |
| Jul-2022        | 64            | -48.0%                | 91          | -42.0%                |
| Aug-2022        | 62            | -54.1%                | 105         | -30.0%                |
| Sep-2022        | 71            | -37.7%                | 84          | -37.8%                |
| Oct-2022        | 52            | -49.5%                | 64          | -60.2%                |
| Nov-2022        | 65            | -31.6%                | 69          | -61.7%                |
| Dec-2022        | 57            | -19.7%                | 51          | -63.8%                |
| Jan-2023        | 59            | -39.2%                | 99          | -45.6%                |
| Feb-2023        | 57            | -41.8%                | 85          | -52.5%                |
| Mar-2023        | 69            | -33.7%                | 88          | -50.3%                |
| Apr-2023        | 65            | -27.0%                | 93          | -35.4%                |
| <b>May-2023</b> | <b>86</b>     | <b>+10.3%</b>         | <b>91</b>   | <b>-21.6%</b>         |
| 12-Month Avg    | 66            | -34.7%                | 84          | -47.5%                |

## Historical Pending Sales by Month



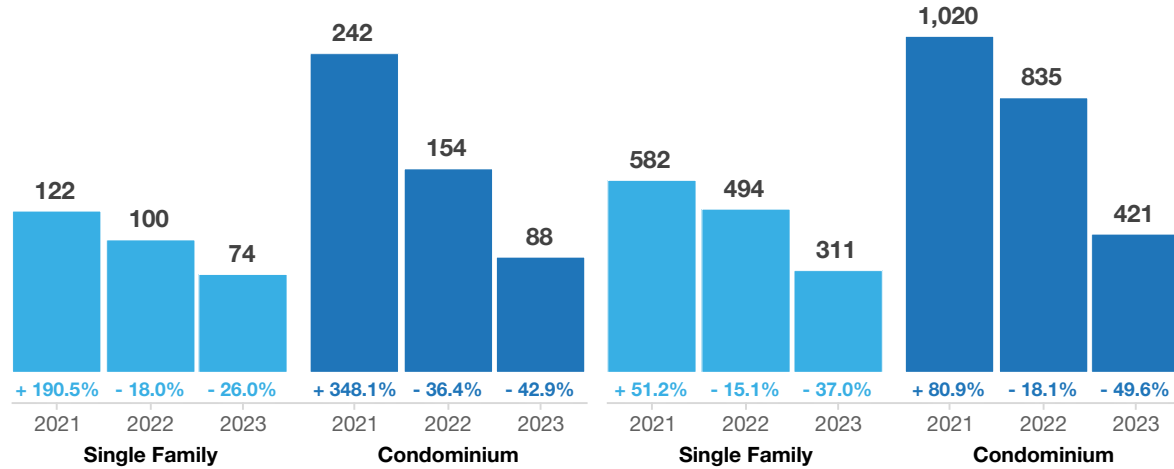
# Closed Sales

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



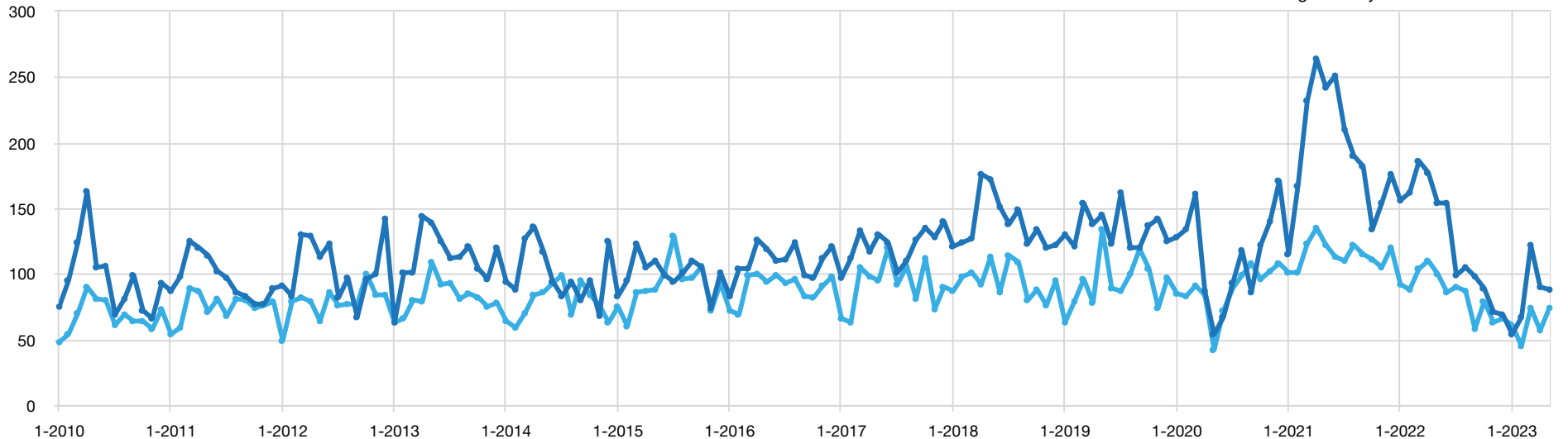
## May

## Year to Date



| Closed Sales    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| 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        | 58            | - 49.6%               | 98          | - 46.2%               |
| Oct-2022        | 79            | - 28.8%               | 89          | - 33.6%               |
| Nov-2022        | 63            | - 40.0%               | 71          | - 53.9%               |
| Dec-2022        | 66            | - 45.0%               | 69          | - 60.8%               |
| Jan-2023        | 61            | - 33.7%               | 54          | - 65.4%               |
| Feb-2023        | 45            | - 48.9%               | 67          | - 58.6%               |
| Mar-2023        | 74            | - 28.8%               | 122         | - 34.4%               |
| Apr-2023        | 57            | - 48.2%               | 90          | - 49.2%               |
| <b>May-2023</b> | <b>74</b>     | <b>- 26.0%</b>        | <b>88</b>   | <b>- 42.9%</b>        |
| 12-Month Avg    | 70            | - 35.2%               | 92          | - 48.3%               |

## Historical Closed Sales by Month

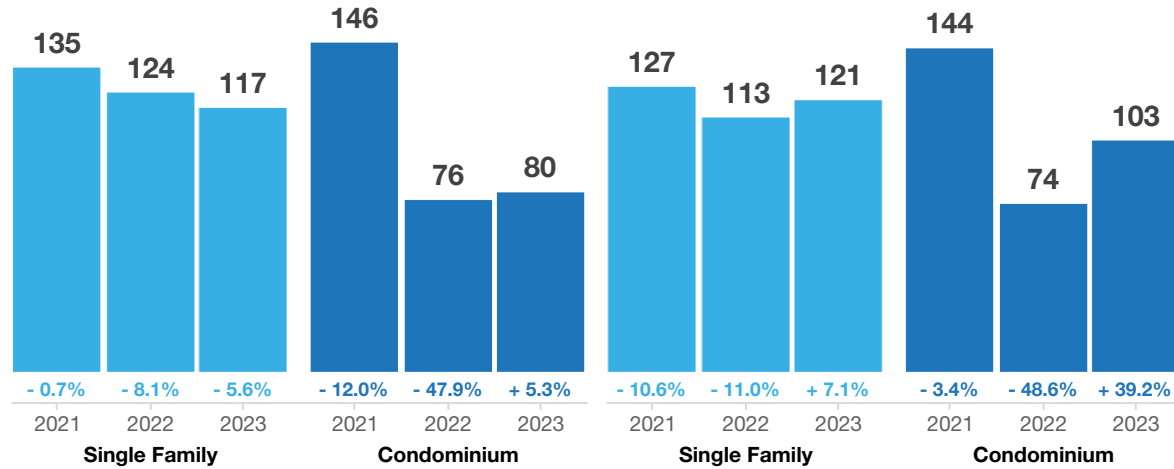


# Days on Market Until Sale

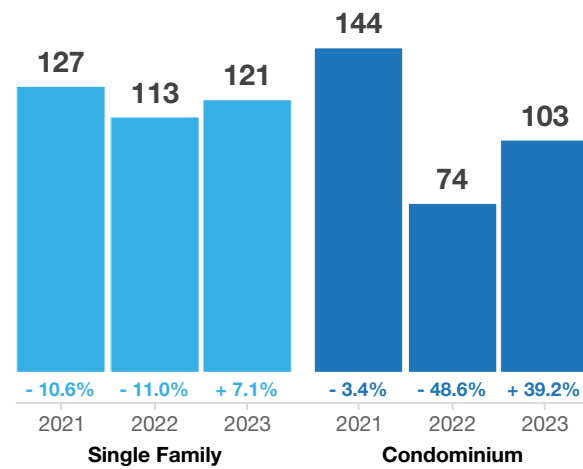
Average number of days between when a property is listed and when it closed in a given month.



## May



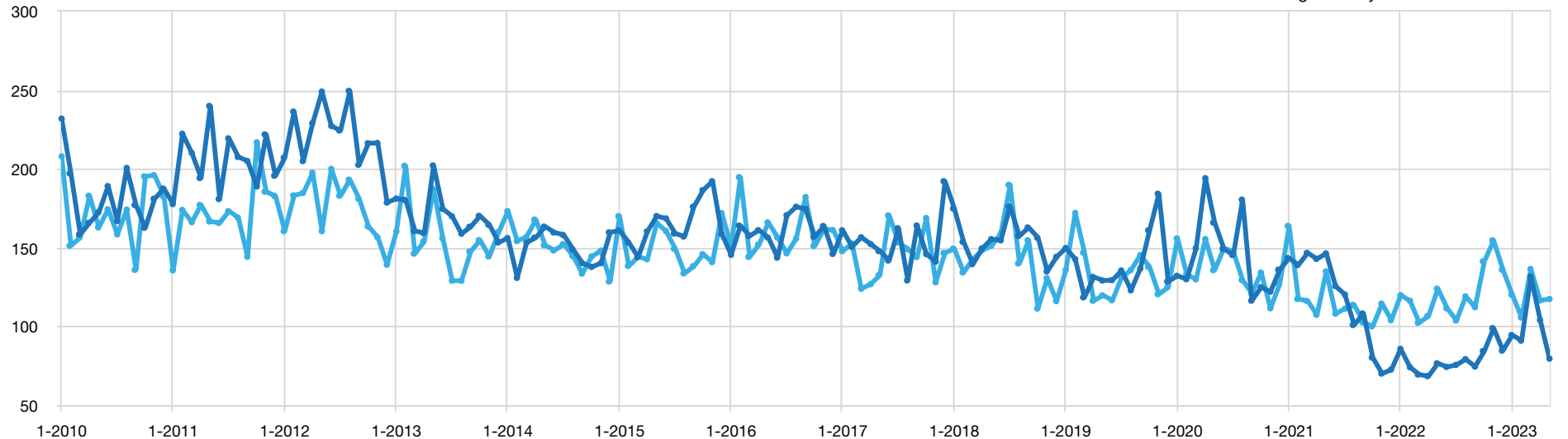
## Year to Date



| Days on Market  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| 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        | 112           | + 8.7%                | 74          | - 31.5%               |
| Oct-2022        | 141           | + 41.0%               | 84          | + 5.0%                |
| Nov-2022        | 155           | + 36.0%               | 99          | + 41.4%               |
| Dec-2022        | 136           | + 30.8%               | 85          | + 16.4%               |
| Jan-2023        | 120           | 0.0%                  | 94          | + 9.3%                |
| Feb-2023        | 106           | - 8.6%                | 91          | + 23.0%               |
| Mar-2023        | 136           | + 33.3%               | 132         | + 91.3%               |
| Apr-2023        | 116           | + 8.4%                | 104         | + 52.9%               |
| <b>May-2023</b> | <b>117</b>    | <b>- 5.6%</b>         | <b>80</b>   | <b>+ 5.3%</b>         |
| 12-Month Avg*   | 123           | + 11.8%               | 89          | - 1.5%                |

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

## Historical Days on Market Until Sale by Month

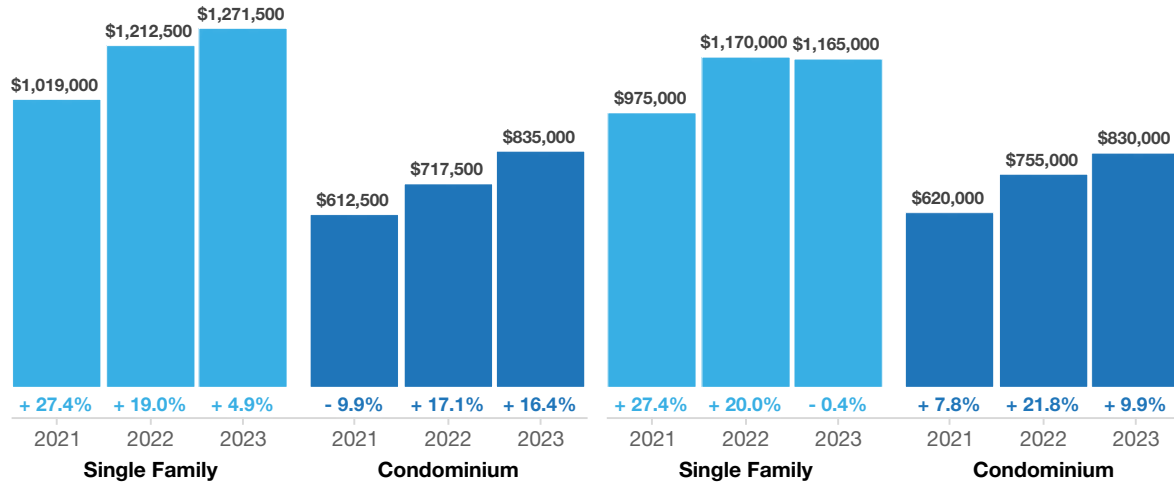


# Median Sales Price

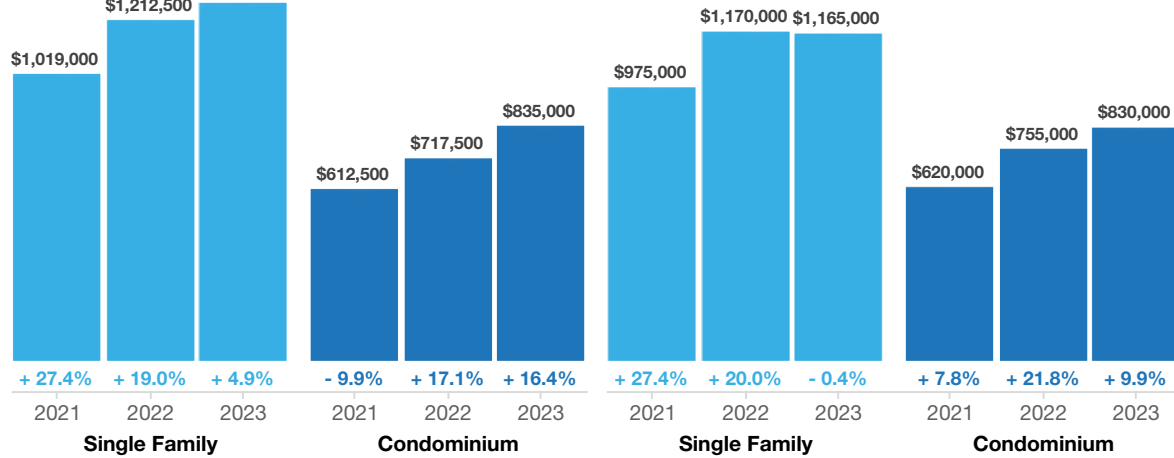
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May



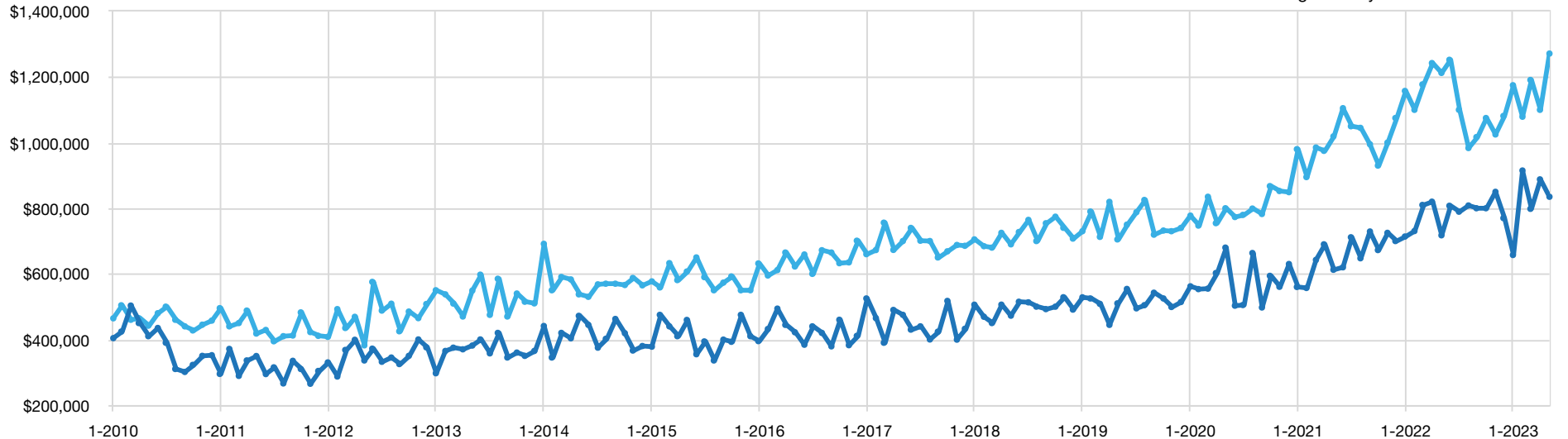
## Year to Date



| Median Sales Price | Single Family      | Year-Over-Year Change | Condominium      | Year-Over-Year Change |
|--------------------|--------------------|-----------------------|------------------|-----------------------|
| 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           | \$1,016,850        | + 2.2%                | \$800,000        | + 9.7%                |
| Oct-2022           | \$1,075,000        | + 15.6%               | \$800,000        | + 19.0%               |
| Nov-2022           | \$1,025,000        | + 2.5%                | \$850,000        | + 17.2%               |
| Dec-2022           | \$1,081,250        | + 0.6%                | \$770,000        | + 10.0%               |
| Jan-2023           | \$1,175,000        | + 1.5%                | \$657,500        | - 7.9%                |
| Feb-2023           | \$1,079,000        | - 1.9%                | \$915,000        | + 25.3%               |
| Mar-2023           | \$1,191,000        | + 1.1%                | \$798,250        | - 1.5%                |
| Apr-2023           | \$1,100,000        | - 11.5%               | \$888,000        | + 8.3%                |
| <b>May-2023</b>    | <b>\$1,271,500</b> | <b>+ 4.9%</b>         | <b>\$835,000</b> | <b>+ 16.4%</b>        |
| 12-Month Avg*      | \$1,100,000        | + 2.3%                | \$808,690        | + 12.3%               |

\* Median Sales Price for all properties from June 2022 through May 2023. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



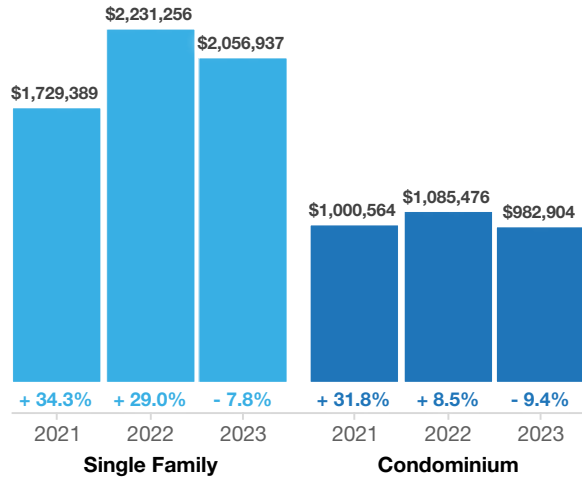


# Average Sales Price

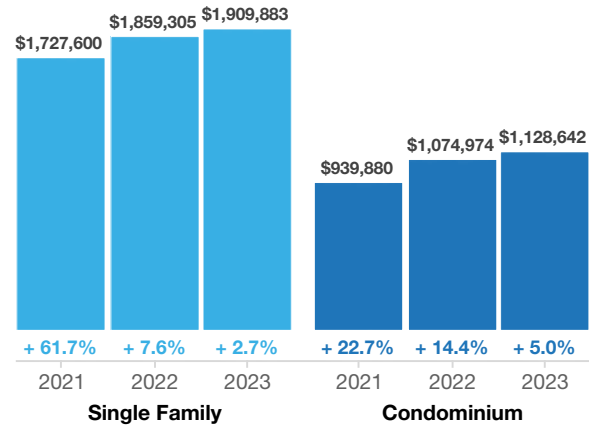
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



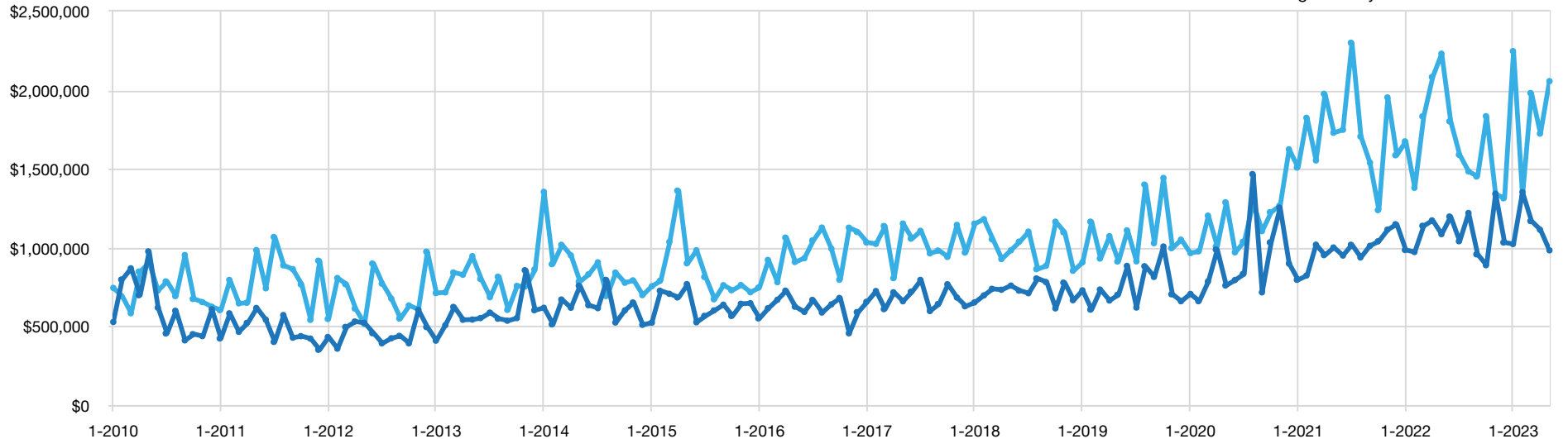
## Year to Date



| Avg. Sales Price | Single Family      | Year-Over-Year Change | Condominium      | Year-Over-Year Change |
|------------------|--------------------|-----------------------|------------------|-----------------------|
| 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         | \$1,451,482        | - 5.7%                | \$957,529        | - 5.3%                |
| Oct-2022         | \$1,834,189        | + 48.2%               | \$888,247        | - 14.6%               |
| Nov-2022         | \$1,339,055        | - 31.5%               | \$1,343,041      | + 20.5%               |
| Dec-2022         | \$1,313,617        | - 17.2%               | \$1,032,435      | - 10.1%               |
| Jan-2023         | \$2,247,809        | + 34.2%               | \$1,022,861      | + 3.8%                |
| Feb-2023         | \$1,327,901        | - 3.8%                | \$1,352,118      | + 39.1%               |
| Mar-2023         | \$1,981,402        | + 8.1%                | \$1,168,922      | + 2.7%                |
| Apr-2023         | \$1,723,940        | - 17.3%               | \$1,113,644      | - 5.0%                |
| <b>May-2023</b>  | <b>\$2,056,937</b> | <b>- 7.8%</b>         | <b>\$982,904</b> | <b>- 9.4%</b>         |
| 12-Month Avg*    | \$1,692,023        | - 4.6%                | \$1,112,203      | + 6.6%                |

\* Avg. Sales Price for all properties from June 2022 through May 2023. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



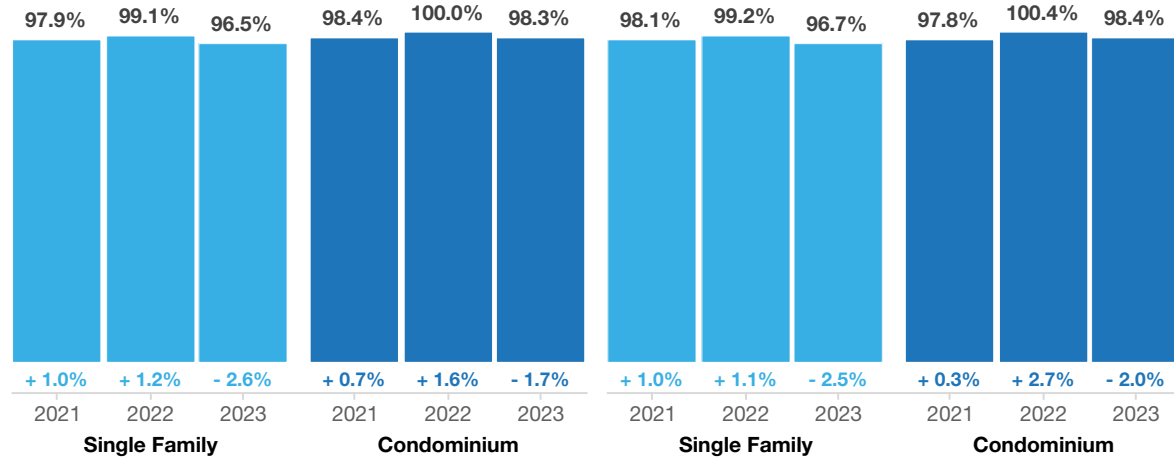
# Percent of List Price Received

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.



## May

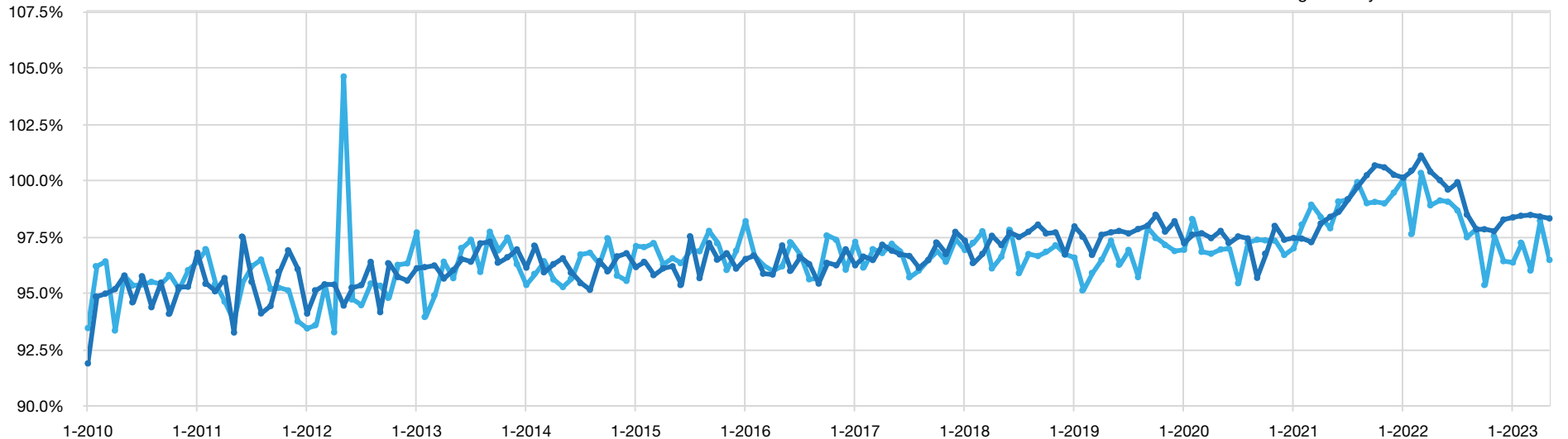
## Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condominium  | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|--------------|-----------------------|
| 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%                |
| Oct-2022                    | 95.3%         | - 3.7%                | 97.8%        | - 2.9%                |
| Nov-2022                    | 97.5%         | - 1.5%                | 97.7%        | - 2.9%                |
| Dec-2022                    | 96.4%         | - 3.0%                | 98.2%        | - 2.0%                |
| Jan-2023                    | 96.3%         | - 3.7%                | 98.3%        | - 1.8%                |
| Feb-2023                    | 97.2%         | - 0.4%                | 98.4%        | - 2.0%                |
| Mar-2023                    | 96.0%         | - 4.3%                | 98.5%        | - 2.6%                |
| Apr-2023                    | 98.2%         | - 0.7%                | 98.4%        | - 2.0%                |
| <b>May-2023</b>             | <b>96.5%</b>  | <b>- 2.6%</b>         | <b>98.3%</b> | <b>- 1.7%</b>         |
| 12-Month Avg*               | 97.2%         | - 2.0%                | 98.5%        | - 1.5%                |

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

## Historical Percent of List Price Received by Month



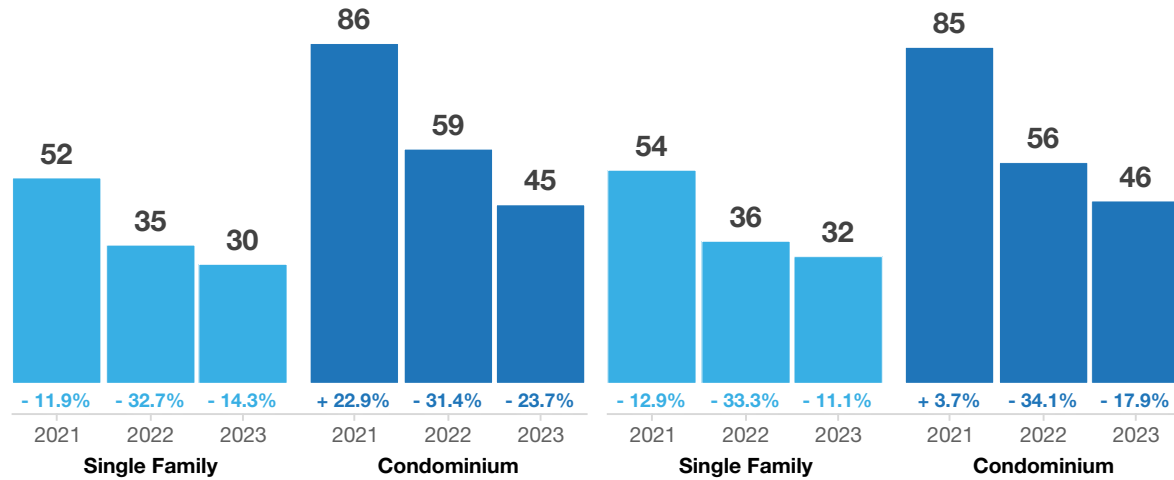
# Housing Affordability Index

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.



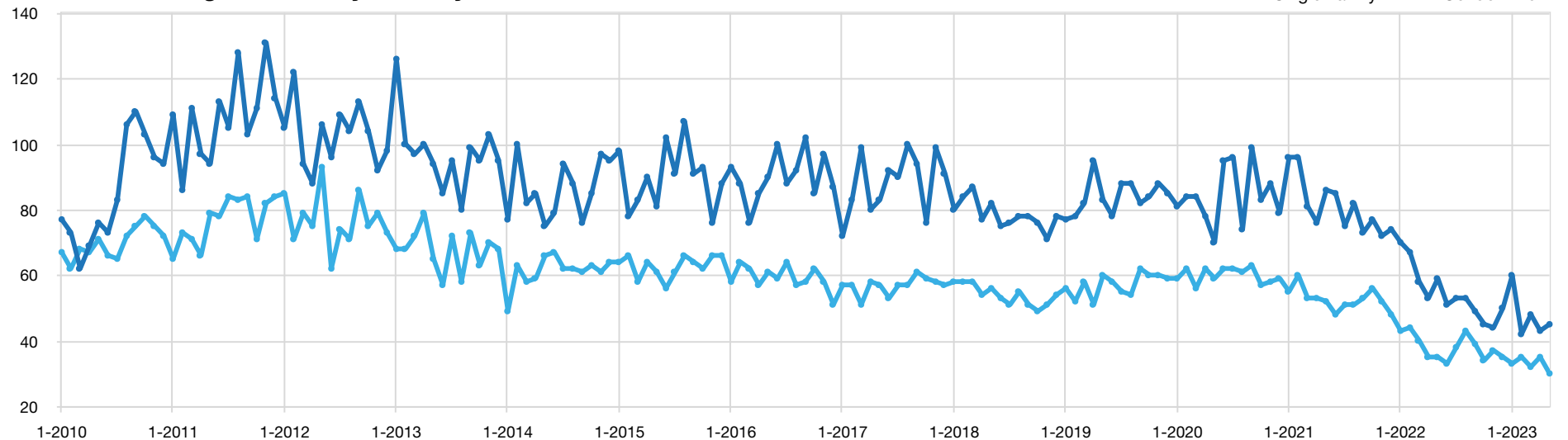
## May

## Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------|-----------------------|
| Jun-2022            | 33            | - 31.3%               | 51          | - 40.0%               |
| Jul-2022            | 38            | - 25.5%               | 53          | - 29.3%               |
| Aug-2022            | 43            | - 15.7%               | 53          | - 35.4%               |
| Sep-2022            | 39            | - 26.4%               | 49          | - 32.9%               |
| Oct-2022            | 34            | - 39.3%               | 45          | - 41.6%               |
| Nov-2022            | 37            | - 28.8%               | 44          | - 38.9%               |
| Dec-2022            | 35            | - 27.1%               | 50          | - 32.4%               |
| Jan-2023            | 33            | - 23.3%               | 60          | - 14.3%               |
| Feb-2023            | 35            | - 20.5%               | 42          | - 37.3%               |
| Mar-2023            | 32            | - 20.0%               | 48          | - 17.2%               |
| Apr-2023            | 35            | 0.0%                  | 43          | - 18.9%               |
| <b>May-2023</b>     | <b>30</b>     | <b>- 14.3%</b>        | <b>45</b>   | <b>- 23.7%</b>        |
| 12-Month Avg        | 35            | - 23.9%               | 49          | - 30.0%               |

## Historical Housing Affordability Index by Month

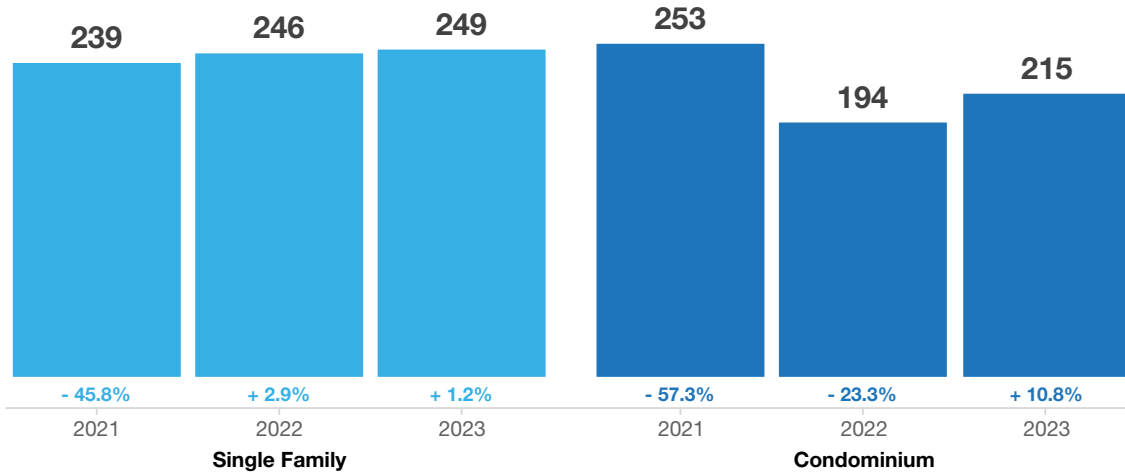


# Inventory of Homes for Sale

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

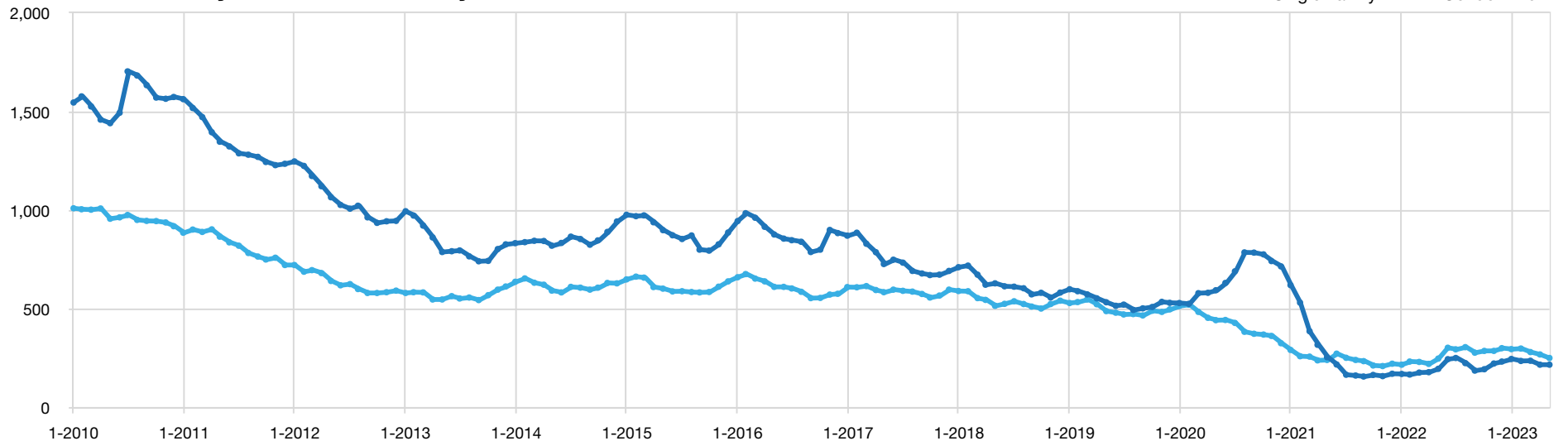


## May



| Homes for Sale  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Jun-2022        | 301           | + 11.1%               | 243         | + 12.5%               |
| Jul-2022        | 293           | + 17.2%               | 249         | + 51.8%               |
| Aug-2022        | 304           | + 27.2%               | 223         | + 39.4%               |
| Sep-2022        | 276           | + 18.5%               | 185         | + 19.4%               |
| Oct-2022        | 285           | + 35.1%               | 192         | + 17.8%               |
| Nov-2022        | 285           | + 37.0%               | 221         | + 40.8%               |
| Dec-2022        | 299           | + 35.9%               | 231         | + 36.7%               |
| Jan-2023        | 294           | + 36.7%               | 244         | + 45.2%               |
| Feb-2023        | 297           | + 28.6%               | 234         | + 41.8%               |
| Mar-2023        | 279           | + 21.8%               | 235         | + 34.3%               |
| Apr-2023        | 267           | + 21.9%               | 215         | + 21.5%               |
| <b>May-2023</b> | <b>249</b>    | <b>+ 1.2%</b>         | <b>215</b>  | <b>+ 10.8%</b>        |
| 12-Month Avg    | 286           | + 23.8%               | 224         | + 30.2%               |

## Historical Inventory of Homes for Sale by Month

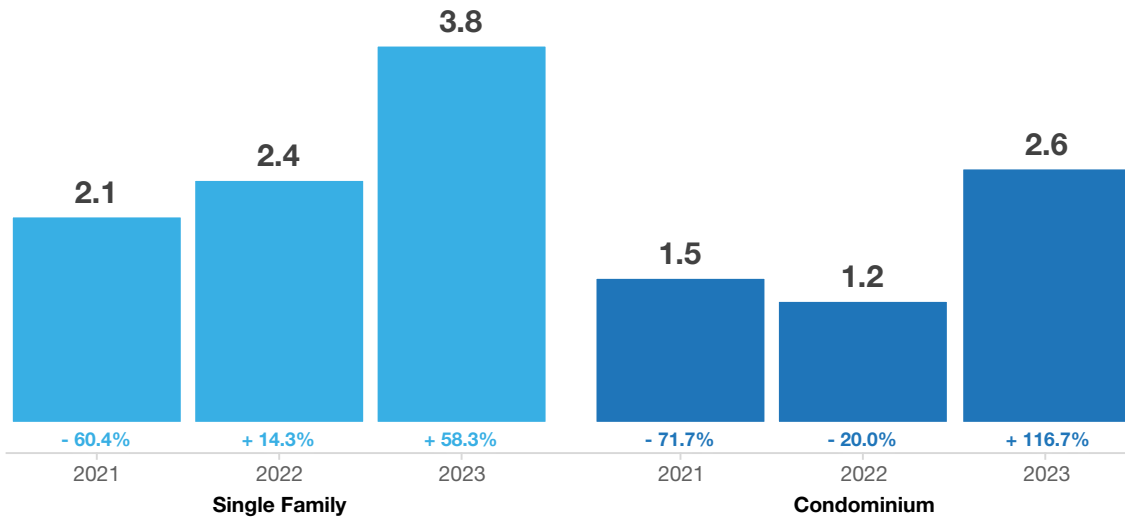


# Months Supply of Inventory

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.



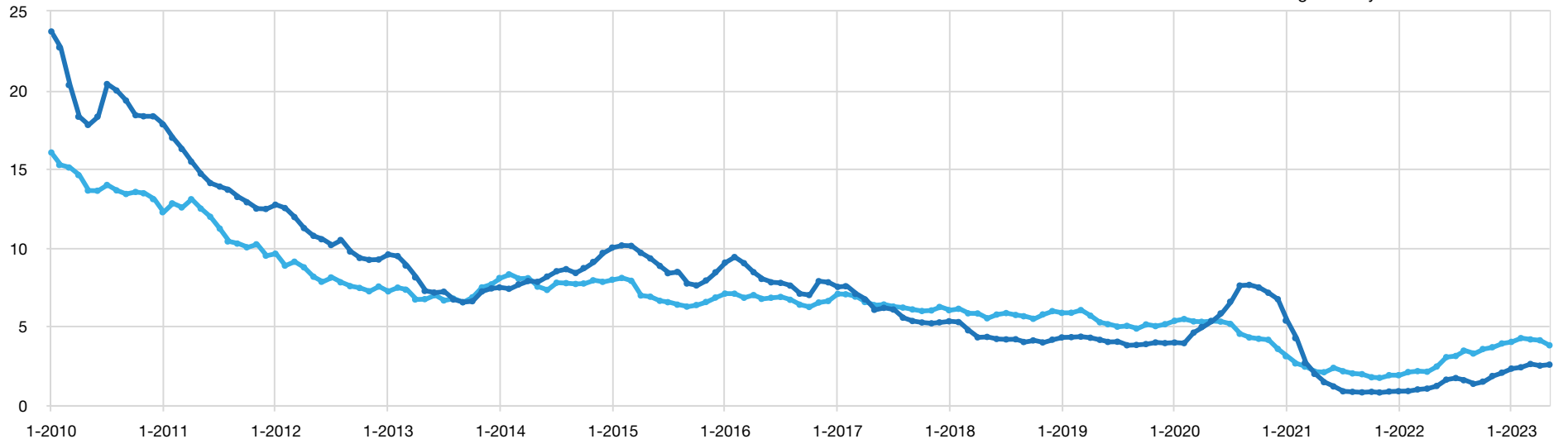
## May



| Months Supply   | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Jun-2022        | 3.0           | + 25.0%               | 1.6         | + 33.3%               |
| Jul-2022        | 3.1           | + 47.6%               | 1.7         | + 88.9%               |
| Aug-2022        | 3.5           | + 75.0%               | 1.6         | + 100.0%              |
| Sep-2022        | 3.3           | + 65.0%               | 1.3         | + 62.5%               |
| Oct-2022        | 3.6           | + 100.0%              | 1.5         | + 87.5%               |
| Nov-2022        | 3.7           | + 117.6%              | 1.8         | + 125.0%              |
| Dec-2022        | 3.9           | + 105.3%              | 2.1         | + 133.3%              |
| Jan-2023        | 4.0           | + 110.5%              | 2.3         | + 155.6%              |
| Feb-2023        | 4.3           | + 104.8%              | 2.4         | + 166.7%              |
| Mar-2023        | 4.2           | + 90.9%               | 2.6         | + 160.0%              |
| Apr-2023        | 4.1           | + 95.2%               | 2.5         | + 150.0%              |
| <b>May-2023</b> | <b>3.8</b>    | <b>+ 58.3%</b>        | <b>2.6</b>  | <b>+ 116.7%</b>       |
| 12-Month Avg*   | 3.7           | + 80.4%               | 2.0         | + 114.0%              |

\* Months Supply for all properties from June 2022 through May 2023. This is not the average of the individual figures above.

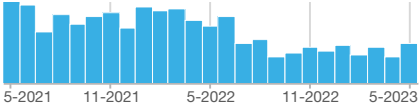
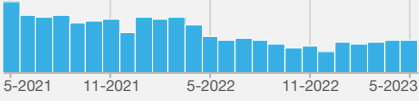
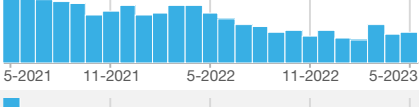
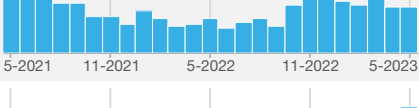
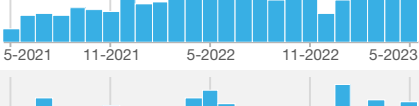
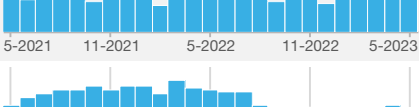
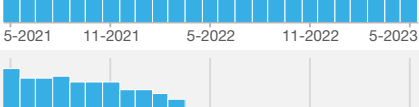
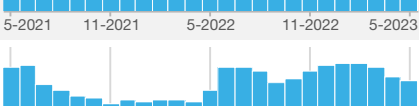

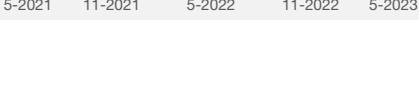
## Historical Months Supply of Inventory by Month



# 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  | 5-2022      | 5-2023             | % Change | YTD 2022    | YTD 2023           | % Change |
|---------------------------------------|---|-------------|--------------------|----------|-------------|--------------------|----------|
| <b>New Listings</b>                   |    | 292         | <b>235</b>         | - 19.5%  | 1,648       | <b>1,068</b>       | - 35.2%  |
| <b>Pending Sales</b>                  |    | 201         | <b>185</b>         | - 8.0%   | 1,383       | <b>860</b>         | - 37.8%  |
| <b>Closed Sales</b>                   |    | 274         | <b>174</b>         | - 36.5%  | 1,454       | <b>806</b>         | - 44.6%  |
| <b>Days on Market Until Sale</b>      |    | 98          | <b>110</b>         | + 12.2%  | 96          | <b>119</b>         | + 24.0%  |
| <b>Median Sales Price</b>             |    | \$915,000   | <b>\$985,000</b>   | + 7.7%   | \$895,000   | <b>\$935,000</b>   | + 4.5%   |
| <b>Average Sales Price</b>            |   | \$1,556,084 | <b>\$1,429,879</b> | - 8.1%   | \$1,347,226 | <b>\$1,423,014</b> | + 5.6%   |
| <b>Percent of List Price Received</b> |  | 99.3%       | <b>97.5%</b>       | - 1.8%   | 99.5%       | <b>97.5%</b>       | - 2.0%   |
| <b>Housing Affordability Index</b>    |  | 46          | <b>38</b>          | - 17.4%  | 48          | <b>40</b>          | - 16.7%  |
| <b>Inventory of Homes for Sale</b>    |  | 572         | <b>611</b>         | + 6.8%   | —           | —                  | —        |
| <b>Months Supply of Inventory</b>     |  | 2.0         | <b>3.7</b>         | + 85.0%  | —           | —                  | —        |

# Single Family Monthly Sales Volume

May 2023



| Area Name                 | May 2023  |                      |                    | April 2023 |                     |                    | May 2022   |                      |                    |
|---------------------------|-----------|----------------------|--------------------|------------|---------------------|--------------------|------------|----------------------|--------------------|
|                           | Units     | Dollar Volume        | Median Sales Price | Units      | Dollar Volume       | Median Sales Price | Units      | Dollar Volume        | Median Sales Price |
| Haiku                     | 7         | \$12,546,236         | \$1,635,000        | 1          | \$1,410,000         | \$1,410,000        | 6          | \$14,429,000         | \$2,300,000        |
| Hana                      | 1         | \$950,000            | \$950,000          | 0          | --                  | --                 | 0          | --                   | --                 |
| Honokohau                 | 0         | --                   | --                 | 0          | --                  | --                 | 1          | \$792,000            | \$792,000          |
| Kaanapali                 | 3         | \$9,644,136          | \$3,244,136        | 2          | \$8,850,000         | \$4,425,000        | 3          | \$9,276,050          | \$2,300,000        |
| Kahakuloa                 | 0         | --                   | --                 | 0          | --                  | --                 | 0          | --                   | --                 |
| Kahului                   | 9         | \$9,238,000          | \$995,000          | 6          | \$6,016,000         | \$948,000          | 9          | \$9,035,000          | \$995,000          |
| Kapalua                   | 1         | \$4,300,000          | \$4,300,000        | 0          | --                  | --                 | 0          | --                   | --                 |
| Kaupo                     | 0         | --                   | --                 | 0          | --                  | --                 | 0          | --                   | --                 |
| Keanae                    | 0         | --                   | --                 | 0          | --                  | --                 | 1          | \$1,100,000          | \$1,100,000        |
| Kihei                     | 10        | \$20,964,000         | \$1,319,000        | 12         | \$12,966,700        | \$1,045,000        | 10         | \$14,074,030         | \$1,302,500        |
| Kipahulu                  | 0         | --                   | --                 | 0          | --                  | --                 | 0          | --                   | --                 |
| Kula/Ulupalakua/Kanaio    | 6         | \$17,415,000         | \$2,867,500        | 2          | \$1,625,000         | \$812,500          | 13         | \$23,989,000         | \$1,450,000        |
| Lahaina                   | 3         | \$15,330,000         | \$5,950,000        | 1          | \$1,200,000         | \$1,200,000        | 8          | \$20,985,000         | \$1,994,500        |
| Maalaea                   | 0         | --                   | --                 | 0          | --                  | --                 | 0          | --                   | --                 |
| Makawao/Olinda/Haliimaile | 7         | \$11,229,999         | \$1,202,500        | 5          | \$4,788,000         | \$950,000          | 9          | \$11,493,872         | \$935,000          |
| Mauui Meadows             | 2         | \$6,350,000          | \$3,175,000        | 3          | \$6,805,000         | \$2,880,000        | 2          | \$4,530,000          | \$2,265,000        |
| Nahiku                    | 0         | --                   | --                 | 0          | --                  | --                 | 0          | --                   | --                 |
| Napili/Kahana/Honokowai   | 2         | \$2,565,000          | \$1,282,500        | 2          | \$3,262,500         | \$1,631,250        | 1          | \$1,200,000          | \$1,200,000        |
| Olowalu                   | 0         | --                   | --                 | 0          | --                  | --                 | 2          | \$12,300,000         | \$6,150,000        |
| Pukalani                  | 1         | \$2,060,000          | \$2,060,000        | 3          | \$3,795,000         | \$1,000,000        | 2          | \$2,475,000          | \$1,237,500        |
| Spreckelsville/Paia/Kuau  | 0         | --                   | --                 | 0          | --                  | --                 | 4          | \$8,044,998          | \$1,047,500        |
| Wailea/Makena             | 2         | \$9,249,990          | \$4,624,995        | 3          | \$28,150,000        | \$6,350,000        | 4          | \$62,114,700         | \$15,512,500       |
| Wailuku                   | 15        | \$27,750,999         | \$1,150,000        | 15         | \$17,881,354        | \$1,250,000        | 19         | \$19,652,950         | \$945,000          |
| Lanai                     | 0         | --                   | --                 | 0          | --                  | --                 | 1          | \$768,000            | \$768,000          |
| Molokai                   | 5         | \$2,620,000          | \$400,000          | 2          | \$1,515,000         | \$757,500          | 5          | \$6,866,000          | \$1,355,000        |
| <b>All MLS</b>            | <b>74</b> | <b>\$152,213,360</b> | <b>\$1,271,500</b> | <b>57</b>  | <b>\$98,264,554</b> | <b>\$1,100,000</b> | <b>100</b> | <b>\$223,125,600</b> | <b>\$1,212,500</b> |

# Condominium Monthly Sales Volume

May 2023



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | May 2023  |                     |                    | April 2023 |                      |                    | May 2022   |                      |                    |
|---------------------------|-----------|---------------------|--------------------|------------|----------------------|--------------------|------------|----------------------|--------------------|
|                           | Units     | Dollar Volume       | Median Sales Price | Units      | Dollar Volume        | Median Sales Price | Units      | Dollar Volume        | Median Sales Price |
| Haiku                     | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Hana                      | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Honokohau                 | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Kaanapali                 | 11        | \$16,475,000        | \$1,375,000        | 5          | \$7,944,000          | \$1,769,000        | 16         | \$31,171,600         | \$1,600,000        |
| Kahakuloa                 | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Kahului                   | 3         | \$778,000           | \$299,000          | 0          | --                   | --                 | 7          | \$1,545,000          | \$175,000          |
| Kapalua                   | 1         | \$4,450,000         | \$4,450,000        | 4          | \$6,099,000          | \$1,474,500        | 5          | \$11,499,000         | \$1,250,000        |
| Kaupo                     | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Keanae                    | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Kihei                     | 29        | \$25,380,338        | \$750,000          | 37         | \$33,005,837         | \$899,000          | 46         | \$37,258,074         | \$730,000          |
| Kipahulu                  | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Kula/Ulupalakua/Kanaio    | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Lahaina                   | 6         | \$5,205,500         | \$867,500          | 6          | \$5,663,000          | \$917,500          | 3          | \$6,400,000          | \$1,065,000        |
| Maalaea                   | 3         | \$2,232,000         | \$800,000          | 3          | \$1,500,000          | \$395,000          | 4          | \$2,574,500          | \$672,250          |
| Makawao/Olinda/Haliimaile | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Maui Meadows              | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Nahiku                    | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Napili/Kahana/Honokowai   | 15        | \$12,730,700        | \$789,000          | 15         | \$11,851,000         | \$770,000          | 38         | \$26,261,700         | \$712,500          |
| Olowalu                   | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Pukalani                  | 1         | \$899,000           | \$899,000          | 0          | --                   | --                 | 0          | --                   | --                 |
| Spreckelsville/Paia/Kuuu  | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Wailea/Makena             | 7         | \$11,609,022        | \$1,700,000        | 9          | \$29,062,127         | \$1,570,000        | 12         | \$39,845,000         | \$1,930,000        |
| Wailuku                   | 8         | \$5,555,000         | \$662,500          | 6          | \$3,409,000          | \$551,000          | 15         | \$8,200,000          | \$525,000          |
| Lanai                     | 0         | --                  | --                 | 0          | --                   | --                 | 0          | --                   | --                 |
| Molokai                   | 4         | \$1,181,000         | \$303,500          | 5          | \$1,694,000          | \$345,000          | 8          | \$2,408,500          | \$312,750          |
| <b>All MLS</b>            | <b>88</b> | <b>\$86,495,560</b> | <b>\$835,000</b>   | <b>90</b>  | <b>\$100,227,964</b> | <b>\$888,000</b>   | <b>154</b> | <b>\$167,163,374</b> | <b>\$717,500</b>   |



# Land Monthly Sales Volume

May 2023



| Area Name                 | May 2023  |                     |                    | April 2023 |                     |                    | May 2022  |                     |                    |
|---------------------------|-----------|---------------------|--------------------|------------|---------------------|--------------------|-----------|---------------------|--------------------|
|                           | Units     | Dollar Volume       | Median Sales Price | Units      | Dollar Volume       | Median Sales Price | Units     | Dollar Volume       | Median Sales Price |
| Haiku                     | 2         | \$2,100,000         | \$1,050,000        | 5          | \$4,800,000         | \$950,000          | 2         | \$2,250,000         | \$1,125,000        |
| Hana                      | 1         | \$701,000           | \$701,000          | 0          | --                  | --                 | 1         | \$775,000           | \$775,000          |
| Honokohau                 | 0         | --                  | --                 | 0          | --                  | --                 | 1         | \$408,000           | \$408,000          |
| Kaanapali                 | 1         | \$1,900,000         | \$1,900,000        | 0          | --                  | --                 | 0         | --                  | --                 |
| Kahakuloa                 | 0         | --                  | --                 | 0          | --                  | --                 | 1         | \$800,000           | \$800,000          |
| Kahului                   | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Kapalua                   | 0         | --                  | --                 | 1          | \$1,525,000         | \$1,525,000        | 2         | \$2,700,000         | \$1,350,000        |
| Kaupo                     | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Keanae                    | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Kihei                     | 0         | --                  | --                 | 0          | --                  | --                 | 1         | \$12,000,000        | \$12,000,000       |
| Kipahulu                  | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Kula/Ulupalakua/Kanaio    | 1         | \$1,097,500         | \$1,097,500        | 1          | \$600,000           | \$600,000          | 1         | \$9,600,000         | \$9,600,000        |
| Lahaina                   | 0         | --                  | --                 | 1          | \$2,000,000         | \$2,000,000        | 0         | --                  | --                 |
| Maalaea                   | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Makawao/Olinda/Haliimaile | 1         | \$600,000           | \$600,000          | 1          | \$550,000           | \$550,000          | 2         | \$1,380,000         | \$690,000          |
| Maui Meadows              | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Nahiku                    | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Napili/Kahana/Honokowai   | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Olowalu                   | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Pukalani                  | 0         | --                  | --                 | 0          | --                  | --                 | 1         | \$479,000           | \$479,000          |
| Spreckelsville/Paia/Kuau  | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Wailea/Makena             | 0         | --                  | --                 | 0          | --                  | --                 | 2         | \$2,995,000         | \$1,497,500        |
| Wailuku                   | 4         | \$3,389,000         | \$830,000          | 2          | \$1,895,000         | \$947,500          | 2         | \$775,000           | \$387,500          |
| Lanai                     | 0         | --                  | --                 | 0          | --                  | --                 | 0         | --                  | --                 |
| Molokai                   | 2         | \$302,500           | \$151,250          | 1          | \$243,000           | \$243,000          | 4         | \$1,916,000         | \$330,000          |
| <b>All MLS</b>            | <b>12</b> | <b>\$10,090,000</b> | <b>\$675,500</b>   | <b>12</b>  | <b>\$11,613,000</b> | <b>\$775,000</b>   | <b>20</b> | <b>\$36,078,000</b> | <b>\$762,500</b>   |

# Single Family Sales – Year to Date

May 2023 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | May-23<br>YTD<br>Sales | May-22<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | May-23<br>YTD Average | May-22<br>YTD Average | Dollar<br>Change | Percent<br>Change | May-23<br>YTD Median | May-22<br>YTD Median | Dollar<br>Change | Percent<br>Change | May-23<br>YTD Volume | May-22<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 25                     | 48                     | -23            | -47.9%            | \$1,750,028           | \$1,843,127           | -\$93,099        | -5.1%             | \$1,410,000          | \$1,524,000          | -\$114,000       | -7.5%             | \$43,750,696         | \$88,470,100         | -\$44,719,404    | -50.5%            |
| Hana                      | 1                      | 4                      | -3             | -75.0%            | \$950,000             | \$1,701,250           | -\$751,250       | -44.2%            | \$950,000            | \$1,572,500          | -\$622,500       | -39.6%            | \$950,000            | \$6,804,999          | -\$5,854,999     | -86.0%            |
| Honokohau                 | 0                      | 1                      | -1             | -100.0%           | --                    | \$792,000             | --               | --                | --                   | \$792,000            | --               | --                | \$0                  | \$792,000            | -\$792,000       | -100.0%           |
| Kaanapali                 | 7                      | 11                     | -4             | -36.4%            | \$6,113,448           | \$3,037,914           | +\$3,075,534     | +101.2%           | \$3,500,000          | \$2,700,000          | +\$800,000       | +29.6%            | \$42,794,136         | \$33,417,050         | +\$9,377,086     | +28.1%            |
| Kahakuloa                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kahului                   | 40                     | 52                     | -12            | -23.1%            | \$990,756             | \$947,548             | +\$43,208        | +4.6%             | \$952,500            | \$951,000            | +\$1,500         | +0.2%             | \$39,630,255         | \$49,272,500         | -\$9,642,245     | -19.6%            |
| Kapalua                   | 3                      | 6                      | -3             | -50.0%            | \$4,741,667           | \$4,854,167           | -\$112,500       | -2.3%             | \$4,300,000          | \$4,800,000          | -\$500,000       | -10.4%            | \$14,225,000         | \$29,125,000         | -\$14,900,000    | -51.2%            |
| Kaupo                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Keanae                    | 0                      | 1                      | -1             | -100.0%           | --                    | \$1,100,000           | --               | --                | --                   | \$1,100,000          | --               | --                | \$0                  | \$1,100,000          | -\$1,100,000     | -100.0%           |
| Kihei                     | 50                     | 72                     | -22            | -30.6%            | \$1,363,194           | \$1,809,881           | -\$446,687       | -24.7%            | \$1,112,500          | \$1,307,500          | -\$195,000       | -14.9%            | \$68,159,700         | \$130,311,418        | -\$62,151,718    | -47.7%            |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kula/Ulupalakua/Kanaio    | 21                     | 30                     | -9             | -30.0%            | \$1,783,095           | \$1,793,051           | -\$9,956         | -0.6%             | \$1,450,000          | \$1,425,000          | +\$25,000        | +1.8%             | \$37,445,000         | \$53,791,544         | -\$16,346,544    | -30.4%            |
| Lahaina                   | 18                     | 22                     | -4             | -18.2%            | \$4,169,653           | \$3,083,364           | +\$1,086,290     | +35.2%            | \$2,650,000          | \$2,730,000          | -\$80,000        | -2.9%             | \$75,053,758         | \$67,834,000         | +\$7,219,758     | +10.6%            |
| Maalaea                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Makawao/Olinda/Haliimaile | 20                     | 44                     | -24            | -54.5%            | \$1,425,245           | \$1,079,463           | +\$345,782       | +32.0%            | \$1,058,750          | \$880,000            | +\$178,750       | +20.3%            | \$28,504,891         | \$47,496,352         | -\$18,991,461    | -40.0%            |
| Maui Meadows              | 9                      | 15                     | -6             | -40.0%            | \$2,547,111           | \$2,633,787           | -\$86,676        | -3.3%             | \$2,880,000          | \$2,150,000          | +\$730,000       | +34.0%            | \$22,924,000         | \$39,506,800         | -\$16,582,800    | -42.0%            |
| Nahiku                    | 0                      | 1                      | -1             | -100.0%           | --                    | \$725,000             | --               | --                | --                   | \$725,000            | --               | --                | \$0                  | \$725,000            | -\$725,000       | -100.0%           |
| Napili/Kahana/Honokowai   | 11                     | 18                     | -7             | -38.9%            | \$1,356,591           | \$1,597,500           | -\$240,909       | -15.1%            | \$1,462,500          | \$1,400,000          | +\$62,500        | +4.5%             | \$14,922,499         | \$28,754,999         | -\$13,832,500    | -48.1%            |
| Olowalu                   | 1                      | 2                      | -1             | -50.0%            | \$2,100,000           | \$6,150,000           | -\$4,050,000     | -65.9%            | \$2,100,000          | \$6,150,000          | -\$4,050,000     | -65.9%            | \$2,100,000          | \$12,300,000         | -\$10,200,000    | -82.9%            |
| Pukalani                  | 11                     | 16                     | -5             | -31.3%            | \$1,241,182           | \$1,105,969           | +\$135,213       | +12.2%            | \$1,150,000          | \$1,062,500          | +\$87,500        | +8.2%             | \$13,653,000         | \$17,695,500         | -\$4,042,500     | -22.8%            |
| Spreckelsville/Paia/Kuau  | 2                      | 13                     | -11            | -84.6%            | \$1,701,802           | \$2,800,769           | -\$1,098,968     | -39.2%            | \$1,701,802          | \$1,235,000          | +\$466,802       | +37.8%            | \$3,403,603          | \$36,409,998         | -\$33,006,395    | -90.7%            |
| Wailea/Makena             | 11                     | 20                     | -9             | -45.0%            | \$8,823,316           | \$7,997,710           | +\$825,606       | +10.3%            | \$5,800,000          | \$3,397,500          | +\$2,402,500     | +70.7%            | \$97,056,481         | \$159,954,200        | -\$62,897,719    | -39.3%            |
| Wailuku                   | 65                     | 95                     | -30            | -31.6%            | \$1,237,085           | \$975,793             | +\$261,292       | +26.8%            | \$1,013,000          | \$887,000            | +\$126,000       | +14.2%            | \$80,410,503         | \$92,700,339         | -\$12,289,836    | -13.3%            |
| Lanai                     | 3                      | 3                      | 0              | 0.0%              | \$736,667             | \$701,000             | +\$35,667        | +5.1%             | \$740,000            | \$675,000            | +\$65,000        | +9.6%             | \$2,210,000          | \$2,103,000          | +\$107,000       | +5.1%             |
| Molokai                   | 13                     | 20                     | -7             | -35.0%            | \$521,538             | \$996,600             | -\$475,062       | -47.7%            | \$375,000            | \$744,000            | -\$369,000       | -49.6%            | \$6,780,000          | \$19,932,000         | -\$13,152,000    | -66.0%            |
| All MLS                   | 311                    | 494                    | -183           | -37.0%            | \$1,909,883           | \$1,859,305           | +\$50,577        | +2.7%             | \$1,165,000          | \$1,170,000          | -\$5,000         | -0.4%             | \$593,973,522        | \$918,496,799        | -\$324,523,277   | -35.3%            |

# Total Condominium Sales – Year to Date

May 2023 YTD



| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |               |                | Median Sales Price |                   |               |                | Total Dollar Volume |                   |                |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|----------------|----------------|
|                           | May-23 YTD Sales | May-22 YTD Sales | Unit Change | Percent Change | May-23 YTD Average  | May-22 YTD Average | Dollar Change | Percent Change | May-23 YTD Median  | May-22 YTD Median | Dollar Change | Percent Change | May-23 YTD Volume   | May-22 YTD Volume | Dollar Change  | Percent Change |
| Haiku                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Hana                      | 0                | 3                | -3          | -100.0%        | --                  | \$870,000          | --            | --             | --                 | \$685,000         | --            | --             | \$0                 | \$2,610,000       | -\$2,610,000   | -100.0%        |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kaanapali                 | 31               | 81               | -50         | -61.7%         | \$1,699,290         | \$1,846,129        | -\$146,839    | -8.0%          | \$1,435,000        | \$1,600,000       | -\$165,000    | -10.3%         | \$52,678,000        | \$149,536,475     | -\$96,858,475  | -64.8%         |
| Kahakuloa                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kahului                   | 10               | 25               | -15         | -60.0%         | \$258,100           | \$206,944          | +\$51,156     | +24.7%         | \$280,000          | \$181,000         | +\$99,000     | +54.7%         | \$2,581,000         | \$5,173,600       | -\$2,592,600   | -50.1%         |
| Kapalua                   | 12               | 29               | -17         | -58.6%         | \$1,965,333         | \$2,398,690        | -\$433,356    | -18.1%         | \$1,685,000        | \$1,400,000       | +\$285,000    | +20.4%         | \$23,584,000        | \$69,562,000      | -\$45,978,000  | -66.1%         |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kihei                     | 163              | 290              | -127        | -43.8%         | \$873,761           | \$802,467          | +\$71,295     | +8.9%          | \$799,000          | \$715,000         | +\$84,000     | +11.7%         | \$142,423,075       | \$232,715,311     | -\$90,292,236  | -38.8%         |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 1                | -1          | -100.0%        | --                  | \$600,000          | --            | --             | --                 | \$600,000         | --            | --             | \$0                 | \$600,000         | -\$600,000     | -100.0%        |
| Lahaina                   | 36               | 39               | -3          | -7.7%          | \$997,611           | \$1,360,610        | -\$362,999    | -26.7%         | \$870,750          | \$835,000         | +\$35,750     | +4.3%          | \$35,914,000        | \$53,063,799      | -\$17,149,799  | -32.3%         |
| Maalaea                   | 19               | 25               | -6          | -24.0%         | \$729,237           | \$685,550          | +\$43,687     | +6.4%          | \$729,000          | \$635,244         | +\$93,756     | +14.8%         | \$13,855,500        | \$17,138,744      | -\$3,283,244   | -19.2%         |
| Makawao/Olinda/Haliimaile | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Maui Meadows              | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Nahiku                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Napili/Kahana/Honokowai   | 68               | 185              | -117        | -63.2%         | \$767,246           | \$784,762          | -\$17,517     | -2.2%          | \$745,000          | \$681,000         | +\$64,000     | +9.4%          | \$52,172,700        | \$145,181,000     | -\$93,008,300  | -64.1%         |
| Olowalu                   | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Pukalani                  | 3                | 1                | +2          | +200.0%        | \$876,000           | \$875,000          | +\$1,000      | +0.1%          | \$899,000          | \$875,000         | +\$24,000     | +2.7%          | \$2,628,000         | \$875,000         | +\$1,753,000   | +200.3%        |
| Spreckelsville/Paia/Kuau  | 0                | 1                | -1          | -100.0%        | --                  | \$570,000          | --            | --             | --                 | \$570,000         | --            | --             | \$0                 | \$570,000         | -\$570,000     | -100.0%        |
| Wailea/Makena             | 34               | 73               | -39         | -53.4%         | \$3,716,078         | \$2,510,980        | +\$1,205,098  | +48.0%         | \$1,975,000        | \$1,680,000       | +\$295,000    | +17.6%         | \$126,346,649       | \$183,301,559     | -\$56,954,910  | -31.1%         |
| Wailuku                   | 27               | 52               | -25         | -48.1%         | \$584,778           | \$549,779          | +\$34,999     | +6.4%          | \$540,000          | \$502,500         | +\$37,500     | +7.5%          | \$15,789,000        | \$28,588,500      | -\$12,799,500  | -44.8%         |
| 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                   | 17               | 29               | -12         | -41.4%         | \$325,676           | \$244,397          | +\$81,280     | +33.3%         | \$345,000          | \$259,000         | +\$86,000     | +33.2%         | \$5,536,500         | \$7,087,500       | -\$1,551,000   | -21.9%         |
| All MLS                   | 421              | 835              | -414        | -49.6%         | \$1,128,642         | \$1,074,974        | +\$53,668     | +5.0%          | \$830,000          | \$755,000         | +\$75,000     | +9.9%          | \$475,158,424       | \$897,603,488     | -\$422,445,064 | -47.1%         |

# Fee Simple Condominium Sales – Year to Date

May 2023 YTD



| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |               |                | Median Sales Price |                   |               |                | Total Dollar Volume |                   |                |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|----------------|----------------|
|                           | May-23 YTD Sales | May-22 YTD Sales | Unit Change | Percent Change | May-23 YTD Average  | May-22 YTD Average | Dollar Change | Percent Change | May-23 YTD Median  | May-22 YTD Median | Dollar Change | Percent Change | May-23 YTD Volume   | May-22 YTD Volume | Dollar Change  | Percent Change |
| Haiku                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Hana                      | 0                | 3                | -3          | -100.0%        | --                  | \$870,000          | --            | --             | --                 | \$685,000         | --            | --             | \$0                 | \$2,610,000       | -\$2,610,000   | -100.0%        |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kaanapali                 | 28               | 74               | -46         | -62.2%         | \$1,792,071         | \$1,962,925        | -\$170,854    | -8.7%          | \$1,575,000        | \$1,672,500       | -\$97,500     | -5.8%          | \$50,178,000        | \$145,256,475     | -\$95,078,475  | -65.5%         |
| Kahakuloa                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kahului                   | 10               | 25               | -15         | -60.0%         | \$258,100           | \$206,944          | +\$51,156     | +24.7%         | \$280,000          | \$181,000         | +\$99,000     | +54.7%         | \$2,581,000         | \$5,173,600       | -\$2,592,600   | -50.1%         |
| Kapalua                   | 12               | 29               | -17         | -58.6%         | \$1,965,333         | \$2,398,690        | -\$433,356    | -18.1%         | \$1,685,000        | \$1,400,000       | +\$285,000    | +20.4%         | \$23,584,000        | \$69,562,000      | -\$45,978,000  | -66.1%         |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kihei                     | 159              | 283              | -124        | -43.8%         | \$874,302           | \$805,470          | +\$68,833     | +8.5%          | \$799,000          | \$710,000         | +\$89,000     | +12.5%         | \$139,014,075       | \$227,947,911     | -\$88,933,836  | -39.0%         |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 1                | -1          | -100.0%        | --                  | \$600,000          | --            | --             | --                 | \$600,000         | --            | --             | \$0                 | \$600,000         | -\$600,000     | -100.0%        |
| Lahaina                   | 32               | 38               | -6          | -15.8%         | \$1,071,266         | \$1,388,258        | -\$316,992    | -22.8%         | \$887,500          | \$837,500         | +\$50,000     | +6.0%          | \$34,280,500        | \$52,753,799      | -\$18,473,299  | -35.0%         |
| Maalaea                   | 7                | 19               | -12         | -63.2%         | \$944,643           | \$762,408          | +\$182,235    | +23.9%         | \$900,000          | \$700,000         | +\$200,000    | +28.6%         | \$6,612,500         | \$14,485,744      | -\$7,873,244   | -54.4%         |
| 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   | 53               | 153              | -100        | -65.4%         | \$800,532           | \$764,410          | +\$36,122     | +4.7%          | \$789,000          | \$700,000         | +\$89,000     | +12.7%         | \$42,428,200        | \$116,954,700     | -\$74,526,500  | -63.7%         |
| Olowalu                   | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0            | --             |
| Pukalani                  | 3                | 1                | +2          | +200.0%        | \$876,000           | \$875,000          | +\$1,000      | +0.1%          | \$899,000          | \$875,000         | +\$24,000     | +2.7%          | \$2,628,000         | \$875,000         | +\$1,753,000   | +200.3%        |
| Spreckelsville/Paia/Kuau  | 0                | 1                | -1          | -100.0%        | --                  | \$570,000          | --            | --             | --                 | \$570,000         | --            | --             | \$0                 | \$570,000         | -\$570,000     | -100.0%        |
| Wailea/Makena             | 34               | 73               | -39         | -53.4%         | \$3,716,078         | \$2,510,980        | +\$1,205,098  | +48.0%         | \$1,975,000        | \$1,680,000       | +\$295,000    | +17.6%         | \$126,346,649       | \$183,301,559     | -\$56,954,910  | -31.1%         |
| Wailuku                   | 27               | 52               | -25         | -48.1%         | \$584,778           | \$549,779          | +\$34,999     | +6.4%          | \$540,000          | \$502,500         | +\$37,500     | +7.5%          | \$15,789,000        | \$28,588,500      | -\$12,799,500  | -44.8%         |
| 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                   | 16               | 26               | -10         | -38.5%         | \$336,656           | \$261,712          | +\$74,945     | +28.6%         | \$347,000          | \$272,500         | +\$74,500     | +27.3%         | \$5,386,500         | \$6,804,500       | -\$1,418,000   | -20.8%         |
| All MLS                   | 382              | 779              | -397        | -51.0%         | \$1,179,263         | \$1,100,236        | +\$79,027     | +7.2%          | \$850,000          | \$769,900         | +\$80,100     | +10.4%         | \$450,478,424       | \$857,083,788     | -\$406,605,364 | -47.4%         |

# Leasehold Condominium Sales – Year to Date

May 2023 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                   |                   | Total Dollar Volume  |                      |                      |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|-------------------|-------------------|----------------------|----------------------|----------------------|-------------------|
|                           | May-23<br>YTD<br>Sales | May-22<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | May-23<br>YTD Average | May-22<br>YTD Average | Dollar<br>Change | Percent<br>Change | May-23<br>YTD Median | May-22<br>YTD Median | Dollar<br>Change  | Percent<br>Change | May-23<br>YTD Volume | May-22<br>YTD Volume | Dollar<br>Change     | Percent<br>Change |
| Haiku                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Hana                      | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Kaanapali                 | 3                      | 7                      | -4             | -57.1%            | \$833,333             | \$611,429             | +\$221,905       | +36.3%            | \$650,000            | \$596,000            | +\$54,000         | +9.1%             | \$2,500,000          | \$4,280,000          | -\$1,780,000         | -41.6%            |
| 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                     | 4                      | 7                      | -3             | -42.9%            | \$852,250             | \$681,057             | +\$171,193       | +25.1%            | \$964,500            | \$809,000            | +\$155,500        | +19.2%            | \$3,409,000          | \$4,767,400          | -\$1,358,400         | -28.5%            |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Kula/Ulupalakua/Kanaio    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Lahaina                   | 4                      | 1                      | +3             | +300.0%           | \$408,375             | \$310,000             | +\$98,375        | +31.7%            | \$411,500            | \$310,000            | +\$101,500        | +32.7%            | \$1,633,500          | \$310,000            | +\$1,323,500         | +426.9%           |
| Maalaea                   | 12                     | 6                      | +6             | +100.0%           | \$603,583             | \$442,167             | +\$161,417       | +36.5%            | \$618,500            | \$465,000            | +\$153,500        | +33.0%            | \$7,243,000          | \$2,653,000          | +\$4,590,000         | +173.0%           |
| Makawao/Olinda/Haliimaile | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Maui Meadows              | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Nahiku                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Napili/Kahana/Honokowai   | 15                     | 32                     | -17            | -53.1%            | \$649,633             | \$882,072             | -\$232,439       | -26.4%            | \$410,000            | \$356,250            | +\$53,750         | +15.1%            | \$9,744,500          | \$28,226,300         | -\$18,481,800        | -65.5%            |
| Olowalu                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Pukalani                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Spreckelsville/Paia/Kuau  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Wailea/Makena             | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Wailuku                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Lanai                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --                | --                | \$0                  | \$0                  | \$0                  | --                |
| Molokai                   | 1                      | 3                      | -2             | -66.7%            | \$150,000             | \$94,333              | +\$55,667        | +59.0%            | \$150,000            | \$95,000             | +\$55,000         | +57.9%            | \$150,000            | \$283,000            | -\$133,000           | -47.0%            |
| <b>All MLS</b>            | <b>39</b>              | <b>56</b>              | <b>-17</b>     | <b>-30.4%</b>     | <b>\$632,821</b>      | <b>\$723,566</b>      | <b>-\$90,746</b> | <b>-12.5%</b>     | <b>\$575,000</b>     | <b>\$405,000</b>     | <b>+\$170,000</b> | <b>+42.0%</b>     | <b>\$24,680,000</b>  | <b>\$40,519,700</b>  | <b>-\$15,839,700</b> | <b>-39.1%</b>     |

# Land Sales – Year to Date

May 2023 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | May-23<br>YTD<br>Sales | May-22<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | May-23<br>YTD Average | May-22<br>YTD Average | Dollar<br>Change | Percent<br>Change | May-23<br>YTD Median | May-22<br>YTD Median | Dollar<br>Change | Percent<br>Change | May-23<br>YTD Volume | May-22<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 14                     | 12                     | +2             | +16.7%            | \$844,290             | \$1,014,000           | -\$169,710       | -16.7%            | \$765,000            | \$887,500            | -\$122,500       | -13.8%            | \$13,375,765         | \$12,168,000         | +\$1,207,765     | +9.9%             |
| Hana                      | 7                      | 3                      | +4             | +133.3%           | \$585,143             | \$1,541,667           | -\$956,524       | -62.0%            | \$600,000            | \$775,000            | -\$175,000       | -22.6%            | \$4,096,000          | \$4,625,000          | -\$529,000       | -11.4%            |
| Honokohau                 | 0                      | 1                      | -1             | -100.0%           | --                    | \$408,000             | --               | --                | --                   | \$408,000            | --               | --                | \$0                  | \$408,000            | -\$408,000       | -100.0%           |
| Kaanapali                 | 6                      | 15                     | -9             | -60.0%            | \$2,590,167           | \$1,564,500           | +\$1,025,667     | +65.6%            | \$1,032,500          | \$800,000            | +\$232,500       | +29.1%            | \$15,541,000         | \$23,467,500         | -\$7,926,500     | -33.8%            |
| Kahakuloa                 | 0                      | 1                      | -1             | -100.0%           | --                    | \$800,000             | --               | --                | --                   | \$800,000            | --               | --                | \$0                  | \$800,000            | -\$800,000       | -100.0%           |
| Kahului                   | 0                      | 1                      | -1             | -100.0%           | --                    | \$845,000             | --               | --                | --                   | \$845,000            | --               | --                | \$0                  | \$845,000            | -\$845,000       | -100.0%           |
| Kapalua                   | 1                      | 14                     | -13            | -92.9%            | \$1,525,000           | \$1,654,107           | -\$129,107       | -7.8%             | \$1,525,000          | \$1,325,000          | +\$200,000       | +15.1%            | \$1,525,000          | \$23,157,500         | -\$21,632,500    | -93.4%            |
| Kaupo                     | 0                      | 4                      | -4             | -100.0%           | --                    | \$457,688             | --               | --                | --                   | \$415,000            | --               | --                | \$0                  | \$1,830,750          | -\$1,830,750     | -100.0%           |
| Keanae                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kihei                     | 0                      | 6                      | -6             | -100.0%           | --                    | \$3,016,667           | --               | --                | --                   | \$1,350,000          | --               | --                | \$0                  | \$18,100,000         | -\$18,100,000    | -100.0%           |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kula/Ulupalakua/Kanaio    | 9                      | 17                     | -8             | -47.1%            | \$1,428,111           | \$1,436,353           | -\$8,242         | -0.6%             | \$1,200,000          | \$830,000            | +\$370,000       | +44.6%            | \$12,853,000         | \$24,418,000         | -\$11,565,000    | -47.4%            |
| Lahaina                   | 1                      | 4                      | -3             | -75.0%            | \$2,000,000           | \$1,003,250           | +\$996,750       | +99.4%            | \$2,000,000          | \$870,000            | +\$1,130,000     | +129.9%           | \$2,000,000          | \$4,013,000          | -\$2,013,000     | -50.2%            |
| Maalaea                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Makawao/Olinda/Haliimaile | 5                      | 5                      | 0              | 0.0%              | \$910,000             | \$974,844             | -\$64,844        | -6.7%             | \$600,000            | \$750,000            | -\$150,000       | -20.0%            | \$4,550,000          | \$4,874,222          | -\$324,222       | -6.7%             |
| Maui Meadows              | 0                      | 1                      | -1             | -100.0%           | --                    | \$1,490,000           | --               | --                | --                   | \$1,490,000          | --               | --                | \$0                  | \$1,490,000          | -\$1,490,000     | -100.0%           |
| Nahiku                    | 0                      | 1                      | -1             | -100.0%           | --                    | \$170,000             | --               | --                | --                   | \$170,000            | --               | --                | \$0                  | \$170,000            | -\$170,000       | -100.0%           |
| Napili/Kahana/Honokowai   | 0                      | 2                      | -2             | -100.0%           | --                    | \$2,709,000           | --               | --                | --                   | \$2,709,000          | --               | --                | \$0                  | \$5,418,000          | -\$5,418,000     | -100.0%           |
| Olowalu                   | 1                      | 1                      | 0              | 0.0%              | \$780,000             | \$1,248,000           | -\$468,000       | -37.5%            | \$780,000            | \$1,248,000          | -\$468,000       | -37.5%            | \$780,000            | \$1,248,000          | -\$468,000       | -37.5%            |
| Pukalani                  | 0                      | 2                      | -2             | -100.0%           | --                    | \$465,500             | --               | --                | --                   | \$465,500            | --               | --                | \$0                  | \$931,000            | -\$931,000       | -100.0%           |
| Spreckelsville/Paia/Kuau  | 0                      | 1                      | -1             | -100.0%           | --                    | \$1,785,000           | --               | --                | --                   | \$1,785,000          | --               | --                | \$0                  | \$1,785,000          | -\$1,785,000     | -100.0%           |
| Wailea/Makena             | 2                      | 3                      | -1             | -33.3%            | \$4,250,000           | \$1,323,333           | +\$2,926,667     | +221.2%           | \$4,250,000          | \$995,000            | +\$3,255,000     | +327.1%           | \$8,500,000          | \$3,970,000          | +\$4,530,000     | +114.1%           |
| Wailuku                   | 23                     | 8                      | +15            | +187.5%           | \$637,522             | \$400,625             | +\$236,897       | +59.1%            | \$550,000            | \$368,000            | +\$182,000       | +49.5%            | \$14,663,000         | \$3,205,000          | +\$11,458,000    | +357.5%           |
| Lanai                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Molokai                   | 5                      | 23                     | -18            | -78.3%            | \$182,100             | \$254,022             | -\$71,922        | -28.3%            | \$217,500            | \$215,000            | +\$2,500         | +1.2%             | \$910,500            | \$5,842,500          | -\$4,932,000     | -84.4%            |
| All MLS                   | 74                     | 125                    | -51            | -40.8%            | \$1,046,497           | \$1,142,132           | -\$95,635        | -8.4%             | \$630,000            | \$750,000            | -\$120,000       | -16.0%            | \$78,794,265         | \$142,766,472        | -\$63,972,207    | -44.8%            |