

# MAUI RESIDENTIAL STATISTICS



# JANUARY 2018

YTD Through January 2018 vs YTD Through January 2017

**RESIDENTIAL**

**\$707,000 (+7%)**  
Median Sales Price

**\$1,162,768 (+13%)**  
Average Sales Price

**CONDOMINIUM**

**\$505,563 (-4%)**  
Median Sales Price

**\$651,174 (-1%)**  
Average Sales Price

**VACANT LAND**

**\$450,000 (50%)**  
Median Sales Price

**\$712,450 (110%)**  
Average Sales Price

**RESIDENTIAL**

**TOP 10 AREAS**  
Total Dollar Volume

- Lahaina • \$17,814,900
- Wailea/Makena • \$16,275,000
- Kahului • \$10,643,607
- Kula/Ulu/Kanaio • \$9,000,000
- Wailuku • \$8,923,139
- Kihei • \$7,527,920
- Haiku • \$5,752,000
- Kaanapali • \$5,355,000
- Spreck/Paia/Kuau • \$4,715,000
- Nap/Kah/Honokowai • \$4,050,000

**86**  
**HOMES SOLD**  
(+30% vs 2016)

**RESIDENTIAL**

**NUMBER OF SALES**  
By Districts

- Central • 32
- South • 16
- Upcountry • 15
- West Maui • 9
- North Shore • 9
- Lanai/Molokai • 4
- East • 1

**120**  
**CONDOS SOLD**  
(+24% vs 2016)

**CONDOMINIUM**

**NUMBER OF SALES**  
By Districts

- South • 65
- West • 38
- Central • 15
- Upcountry • 1
- Lanai • 1
- North Shore • 0
- East • 0

**CONDOMINIUM**

**TOP 10 AREAS**  
Total Dollar Volume

- Wailea/Makena • \$30,875,946
- Kihei • \$15,699,100
- Kaanapali • \$10,077,400
- Nap/Kah/Honokowai • \$8,406,500
- Wailuku • \$4,375,700
- Kapalua • \$4,167,000
- Lahaina • \$1,693,626
- Maalaea • \$1,398,000
- Pukalani • \$655,000
- Kahului • \$634,600

**17**  
**LAND SOLD**  
(+31% vs 2016)

**VACANT LAND**

**NUMBER OF SALES**  
By Districts

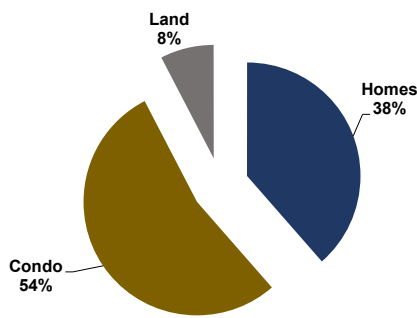
- Upcountry • 6
- North Shore • 5
- West • 3
- Central • 1
- Lanai/Molokai • 1
- East • 1
- South Maui • 0

**VACANT LAND**

**TOP 10 AREAS**  
Total Dollar Volume

- Lahaina • \$6,150,000
- Kula/Ulu/Kanaio • \$1,360,850
- Haiku • \$1,154,000
- Kaanapali • \$950,000
- Mak/Oli/Hali • \$878,900
- Pukalani • \$765,000
- Wailuku • \$500,000
- Nahiku • \$246,000
- Molokai • \$112,000

**TYPES OF PROPERTIES SOLD**



**MEDIAN DAYS ON MARKET**

RESIDENTIAL	CONDOMINIUM	VACANT LAND
<b>118</b>	<b>119</b>	<b>337</b>

Fidelity National Title & Escrow of Hawaii



**7 Experienced Officers | 2 Sales Executives | 233 Years of Combined Experience**

Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404  
 Rose Bento | Mary Jo Cabral | Reta Chin-Chiarella | Wendy Gomes | Noreen Koki | Tori Lapolla | Kosei Nagata | Mercy Palmer | Pam Teal

# YTD Through January 2018 vs YTD Through January 2017

## RESIDENTIAL

YEAR-OVER-YEAR

**86**  
TOTAL NUMBER OF SALES  
2018

**30%**

**66**  
TOTAL NUMBER OF SALES  
2017

**\$707,000**  
MEDIAN SALES PRICE  
2018

**7%**

**\$660,000**  
MEDIAN SALES PRICE  
2017

**\$99,998,016**  
TOTAL DOLLAR VOLUME  
2018

**47%**

**\$68,151,017**  
TOTAL DOLLAR VOLUME  
2017

### Number of Sales

2018 2017 %Change

### Median Sales Price

2018 2017 %Change

### Total Dollar Volume

2018 2017 %Change

#### CENTRAL

Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	16	8	100%	\$659,500	\$605,813	9%	\$10,643,607	\$4,886,340	118%
Wailuku	16	16	0.00%	\$610,000	\$509,500	20%	\$8,923,139	\$9,605,777	-7%

#### EAST

Hana	1	1	0%	\$760,000	\$1,300,000	-41.50%	\$760,000	\$1,300,000	-42%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--

#### NORTH SHORE

Haiku	6	6	0%	\$832,250	\$852,500	-2%	\$5,752,000	\$7,819,900	-26%
Sprecks/Paia/Kuau	3	1	200%	\$600,000	\$525,000	14%	\$4,715,000	\$525,000	798%

#### SOUTH

Kihei	9	9	0%	\$673,000	\$720,000	-7%	\$7,527,920	\$6,663,000	13%
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	3	0	--	\$900,000	--	--	\$2,680,000	\$0	--
Wailea/Makena	4	1	300%	\$2,900,000	\$15,500,000	-8%	\$16,275,000	\$15,500,000	5%

#### UPCOUNTRY

Kula/Ulupalakua/Kanaio	9	3	200%	\$975,000	\$685,000	42%	\$9,000,000	\$2,140,000	321%
Makawao/Olinda/Haliimaile	4	3	33%	\$502,750	\$625,000	-20%	\$2,130,450	\$2,088,000	2.00%
Pukalani	2	6	-67%	\$807,500	\$670,000	21%	\$1,615,000	\$4,872,000	-67%

#### WEST

Kaanapali	2	4	-50%	\$2,677,500	\$1,486,500	80%	\$5,355,000	\$7,153,250	-25%
Kapalua	0	0	--	--	--	--	\$0	\$0	--
Lahaina	6	1	500%	\$855,000	\$1,003,750	-15%	\$17,814,900	\$1,003,750	1675%
Napili/Kahana/Honokowai	1	4	-75%	\$4,050,000	\$897,500	351%	\$4,050,000	\$3,534,000	15%
Olowalu	0	0	--	--	--	--	\$0	\$0	--

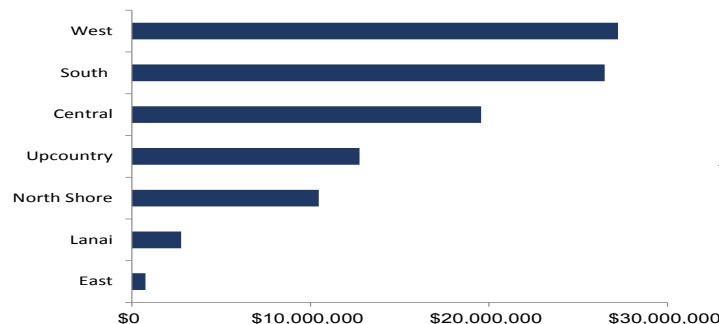
#### LANAI - MOLOKAI

Lanai	2	2	0%	\$887,500	\$492,500	80%	\$1,775,000	\$985,000	80%
Molokai	2	1	100%	\$490,500	\$75,000	554%	\$981,000	\$75,000	1208%

<b>MAUI SUMMARY</b>	<b>86</b>	<b>66</b>	<b>30%</b>	<b>\$707,000</b>	<b>\$660,000</b>	<b>7%</b>	<b>\$99,998,016</b>	<b>\$68,151,017</b>	<b>47%</b>
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### TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH JANUARY 2018

WEST	\$27,219,900
SOUTH	\$26,482,920
CENTRAL	\$19,566,746
UPCOUNTRY	\$12,745,450
NORTH SHORE	\$10,467,000
LANAI	\$2,756,000
EAST	\$760,000



Source: Realtors Association of Maui - www.RAMaui.com

# YTD Through January 2018 vs YTD Through January 2017

<b>CONDOMINIUM</b> YEAR-OVER-YEAR	<b>120</b> TOTAL NUMBER OF SALES 2018	<b>\$505,000</b> MEDIAN SALES PRICE 2018	<b>\$78,140,872</b> TOTAL DOLLAR VOLUME 2018
	<b>97</b> TOTAL NUMBER OF SALES 2017	<b>\$525,000</b> MEDIAN SALES PRICE 2017	<b>\$63,598,480</b> TOTAL DOLLAR VOLUME 2017

**24%**

**-4%**

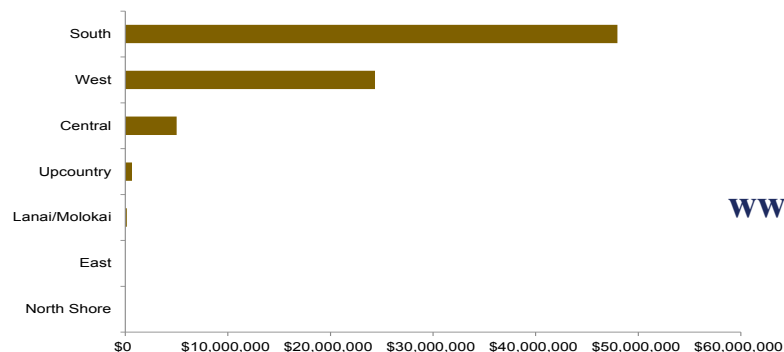
**23%**

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
<b>CENTRAL</b>									
Kahului	4	1	300%	\$114,800	\$95,000	21%	\$634,600	\$95,000	568%
Wailuku	11	8	38%	\$495,725	\$480,975	3%	\$4,375,700	\$3,741,475	17%
<b>EAST</b>									
Hana	0	0	--	--	--	--	\$0	\$0	--
<b>NORTH SHORE</b>									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--
<b>SOUTH</b>									
Kihei	35	42	-17%	\$410,000	\$475,000	-14%	\$15,699,100	\$22,529,606	-30%
Maalaea	4	5	-20%	\$384,000	\$419,500	-9%	\$1,398,000	\$2,349,500	-41%
Wailea/Makena	26	14	86%	\$943,741	\$1,075,000	-12%	\$30,875,946	\$18,698,999	65%
<b>UPCOUNTRY</b>									
Pukalani	1	0	--	\$655,000	--	--	\$655,000	\$0	--
<b>WEST</b>									
Kaanapali	10	4	150%	\$773,500	\$799,500	-3%	\$10,077,400	\$6,214,000	62%
Kapalua	4	1	300%	\$859,000	\$625,000	37%	\$4,167,000	\$625,000	567%
Lahaina	5	6	-17%	\$335,000	\$452,500	-26%	\$1,693,626	\$2,551,900	-34%
Napili/Kahana/Honokowai	19	15	27%	\$455,000	\$395,000	15%	\$8,406,500	\$6,700,500	26%
<b>LANAI - MOLOKAI</b>									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	1	1	0.00%	\$158,000	\$92,500	71%	\$158,000	\$92,500	71%

<b>MAUI SUMMARY</b>	<b>120</b>	<b>97</b>	<b>24%</b>	<b>\$505,563</b>	<b>\$525,000</b>	<b>-4%</b>	<b>\$78,140,872</b>	<b>\$63,598,480</b>	<b>23%</b>
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## TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH JANUARY 2018

<b>SOUTH</b>	<b>\$47,973,046</b>
<b>WEST</b>	<b>\$24,344,526</b>
<b>CENTRAL</b>	<b>\$5,010,300</b>
<b>UPCOUNTRY</b>	<b>\$655,000</b>
<b>LANAI/MOLOKAI</b>	<b>\$158,000</b>
<b>NORTH SHORE</b>	<b>\$0</b>
<b>EAST</b>	<b>\$0</b>



Source: Realtors Association of Maui – www.RAMaui.com

# YTD Through January 2018 vs YTD Through January 2017

<h2>VACANT LAND</h2> <p>YEAR-OVER-YEAR</p>	<b>17</b> <b>TOTAL NUMBER OF SALES</b> 2018	<b>\$450,000</b> <b>MEDIAN SALES PRICE</b> 2018	<b>\$12,116,750</b> <b>TOTAL DOLLAR VOLUME</b> 2018
	<b>13</b> <b>TOTAL NUMBER OF SALES</b> 2017	<b>\$300,000</b> <b>MEDIAN SALES PRICE</b> 2017	<b>\$4,421,800</b> <b>TOTAL DOLLAR VOLUME</b> 2017

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change

### CENTRAL

Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	0	0	--	--	--	--	\$0	\$0	--
Wailuku	1	3	-67%	\$500,000	\$233,000	115%	\$500,000	\$649,800	-23%

### EAST

Hana	0	3	-100%	--	\$425,000	--	\$0	\$1,180,000	-100%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	1	0	--	\$246,000	--	--	\$246,000	\$0	--

### NORTH SHORE

Haiku	3	3	0%	\$375,000	\$495,000	-24%	\$1,154,000	\$1,352,000	-14%
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--

### SOUTH

Kihei	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	0	1	-100%	--	\$525,000	--	\$0	\$525,000	-100%
Wailea/Makena	0	0	--	--	--	--	\$0	\$0	--

### UPCOUNTRY

Kula/Ulupalakua/Kanaio	3	1	200%	\$375,000	\$275,000	36%	\$1,360,850	\$275,000	395%
Makawao/Olinda/Haliimaile	1	0	--	\$878,900	--	--	\$878,900	\$0	--
Pukalani	2	1	100%	\$382,500	\$110,000	248%	\$765,000	\$110,000	596%

### WEST

Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	1	0	--	\$950,000	--	--	\$950,000	\$0	--
Kapalua	0	0	--	--	--	--	\$0	\$0	--
Lahaina	4	0	--	\$1,525,000	--	--	\$6,150,000	\$0	--
Napili/Kahana/Honokowai	0	1	-100%	--	\$330,000	--	\$0	\$330,000	-100%
Olowalu	0	0	--	--	--	--	\$0	\$0	--

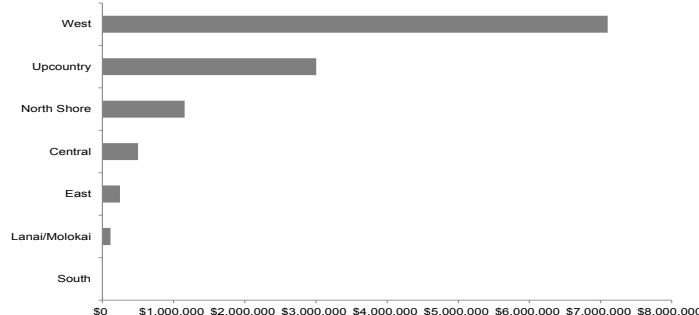
### LANAI - MOLOKAI

Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	1	0	--	\$112,000	--	--	\$112,000	\$0	--

<b>MAUI SUMMARY</b>	<b>17</b>	<b>13</b>	<b>31%</b>	<b>\$450,000</b>	<b>\$300,000</b>	<b>50%</b>	<b>\$12,116,750</b>	<b>\$4,421,800</b>	<b>174%</b>
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### TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH JANUARY 2018

WEST	\$7,100,000
UPCOUNTRY	\$3,004,750
NORTH SHORE	\$1,154,000
CENTRAL	\$500,000
EAST	\$246,000
LANAI/MOLOKAI	\$112,000
SOUTH	\$0



Source: Realtors Association of Maui - www.RAMaui.com