



MAUI HAWAII

–August 2020–

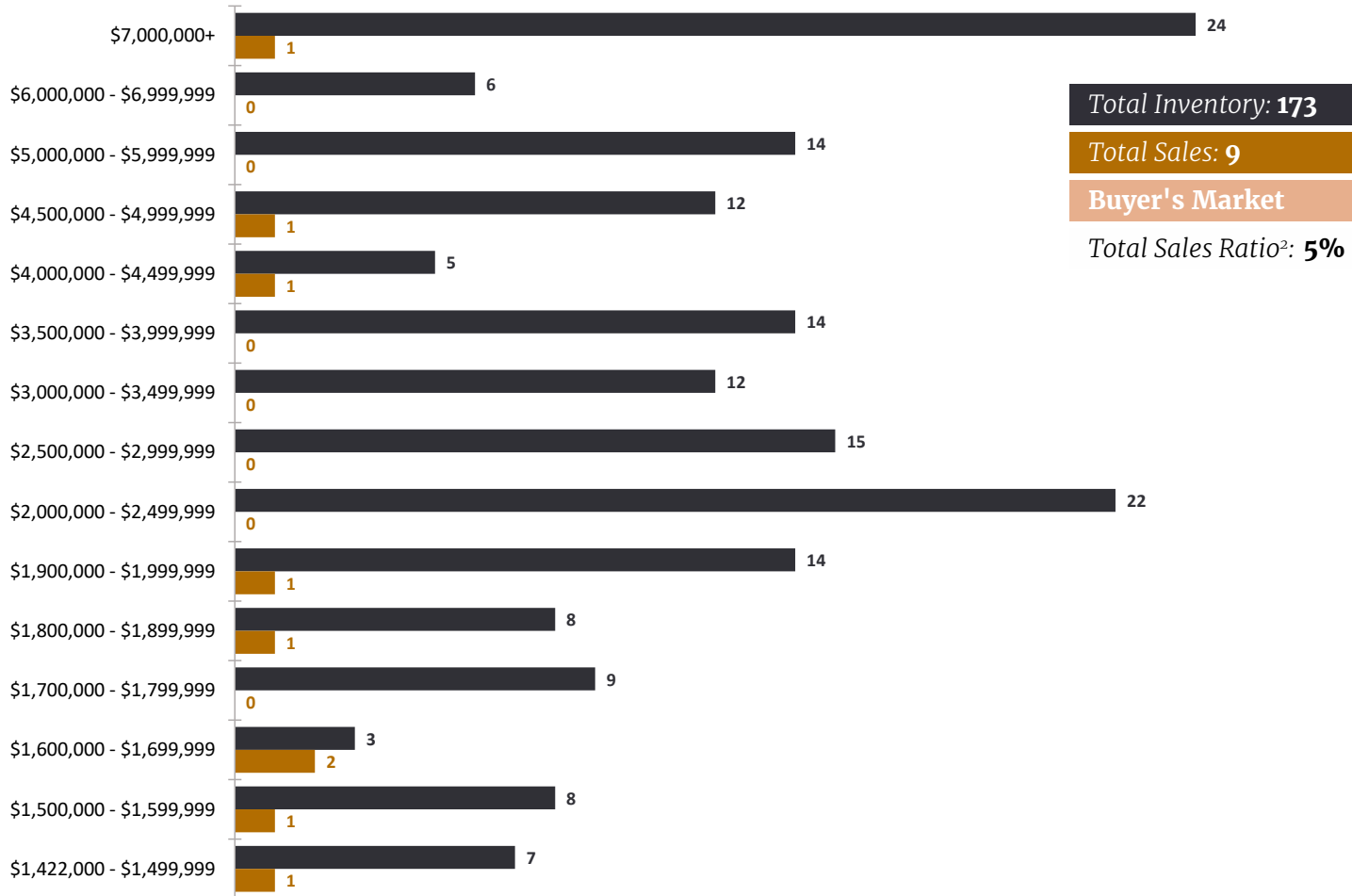
INSTITUTE *for*
LUXURY HOME
MARKETING®

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LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

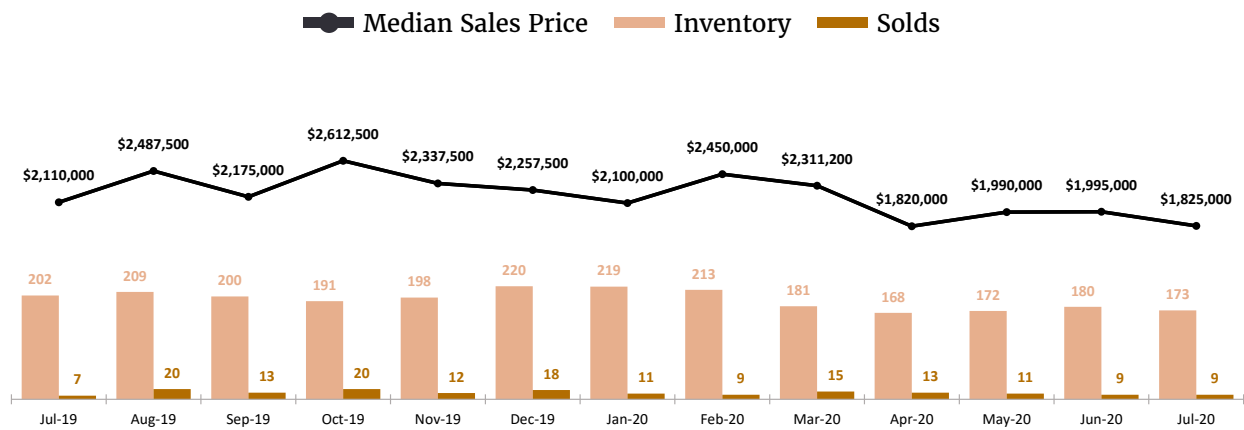
Luxury Benchmark Price¹: **\$1,422,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,577,500	3	3	4	28	14%
2,000 - 2,999	NA	NA	NA	0	43	0%
3,000 - 3,999	\$3,300,000	4	4	2	52	4%
4,000 - 4,999	\$2,987,500	4	5	2	23	9%
5,000 - 5,999	NA	NA	NA	0	10	0%
6,000+	\$14,500,000	7	9	1	17	6%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

June	July
180	173

VARIANCE: **-4%**

SOLDS

June	July
9	9

VARIANCE: **0%**

SALES PRICE

June	July
\$2.00m	\$1.83m

VARIANCE: **-9%**

SALE PRICE PER SQFT.

June	July
\$707	\$850

VARIANCE: **20%**

SALE TO LIST PRICE RATIO

June	July
91.39%	94.05%

VARIANCE: **3%**

DAYS ON MARKET

June	July
233	140

VARIANCE: **-40%**

MAUI MARKET SUMMARY | JULY 2020

- The Maui single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **94.05% of list price** in July 2020.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **67%**.
- The median luxury sales price for single-family homes has decreased to **\$1,825,000**.
- The median days on market for July 2020 was **140** days, down from **233** in June 2020.

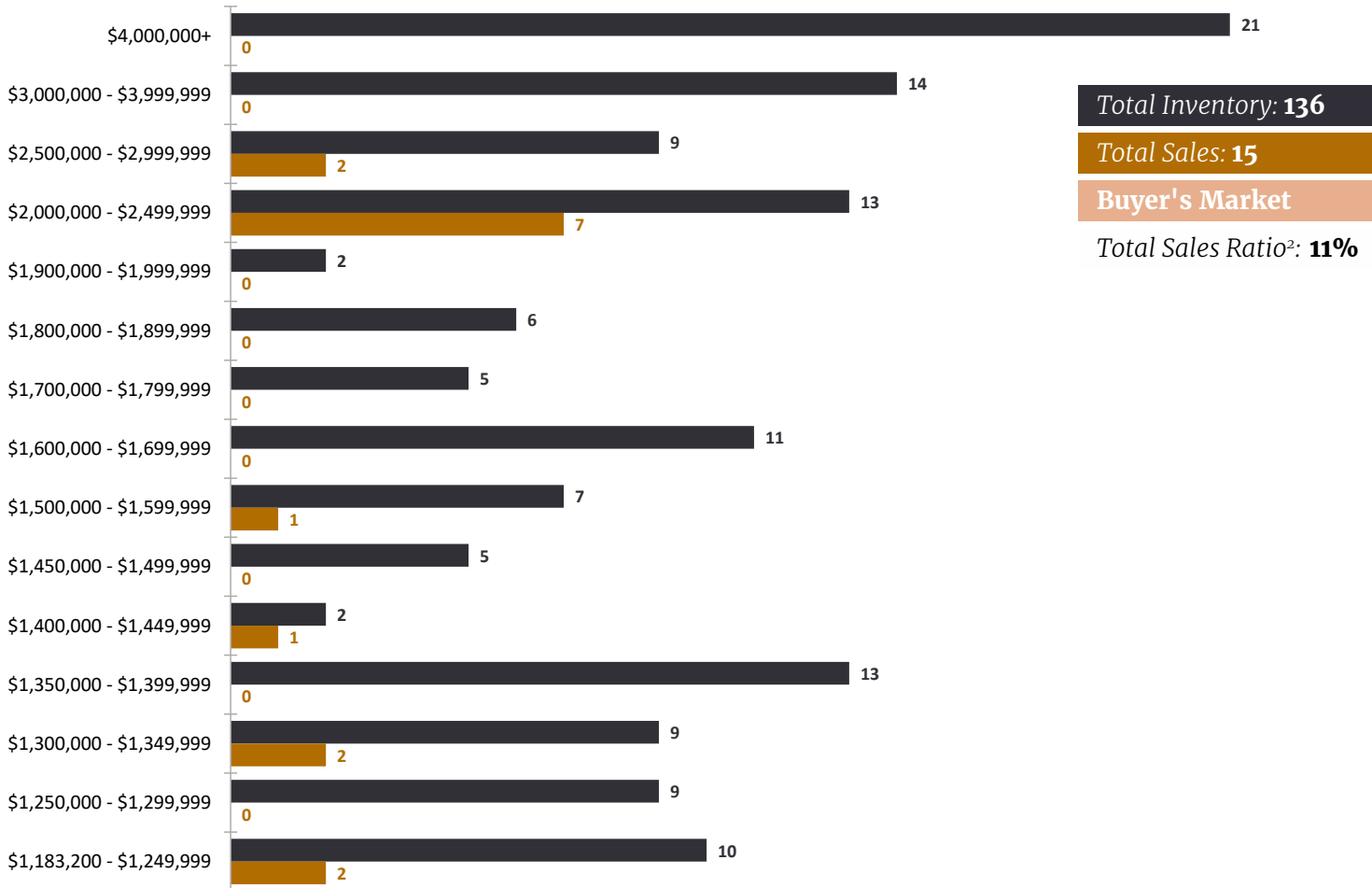
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

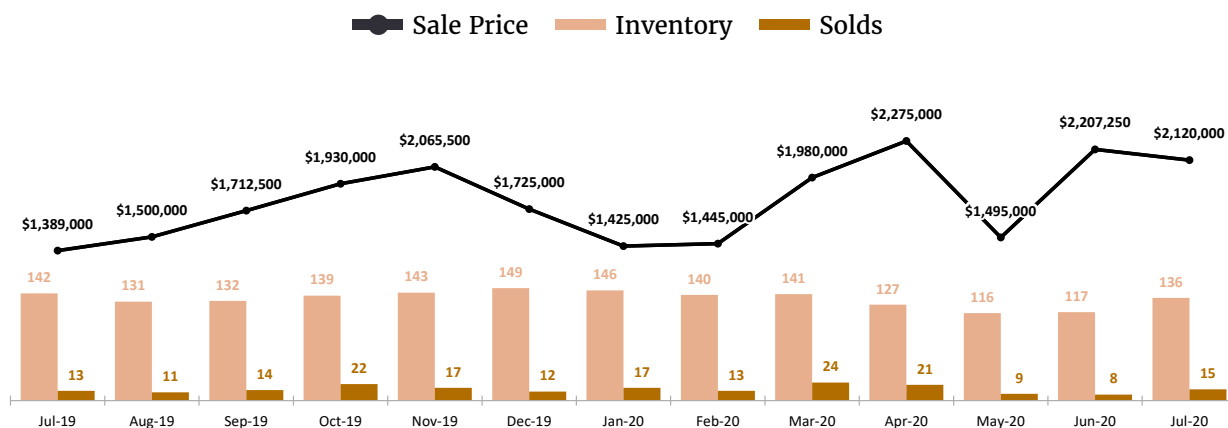
Luxury Benchmark Price¹: **\$1,183,200**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$1,225,000	2	2	1	15	7%
1,000 - 1,499	\$1,410,000	2	2	2	43	5%
1,500 - 1,999	\$2,375,000	2	2	2	39	5%
2,000 - 2,499	\$2,130,000	3	3	8	17	47%
2,500 - 2,999	\$2,080,000	3	4	2	20	10%
3,000+	NA	NA	NA	0	2	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

June: 117
July: 136

VARIANCE: **16%**

SOLDS

June: 8
July: 15

VARIANCE: **88%**

SALES PRICE

June: \$2.21m
July: \$2.12m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

June: \$1,274
July: \$1,045

VARIANCE: **-18%**

SALE TO LIST PRICE RATIO

June: 100.00%
July: 100.00%

VARIANCE: **0%**

DAYS ON MARKET

June: 179
July: 205

VARIANCE: **15%**

MAUI MARKET SUMMARY | JULY 2020

- The Maui attached luxury market is a **Buyer's Market** with an **11% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in July 2020.
- The most active price band is **\$2,000,000-\$2,499,999**, where the sales ratio is **54%**.
- The median luxury sales price for attached homes has decreased to **\$2,120,000**.
- The median days on market for July 2020 was **205** days, up from **179** in June 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.