

SEPTEMBER 2020 VS. SEPTEMBER 2019 YEAR-TO-DATE SUMMARY

Single Family Homes



MEDIAN SALES PRICE



+4.0%

\$775,000

2020
\$745,000
2019

DAYS ON THE MARKET



+3.0%

139

2020
135
2019

CLOSED SALES



-11.1%

751

2020
845
2019

SALES VOLUME



-7.4%

\$819,178,946

2020
\$884,870,718
2019

NEW LISTINGS



-12.7%

1,045

2020
1,197
2019

PENDING SALES



-12.2%

794

2020
904
2019

Condominium



MEDIAN SALES PRICE



+8.1%

\$560,000

2020
\$518,000
2019

DAYS ON THE MARKET



+12.9%

149

2020
132
2019

CLOSED SALES



-24.3%

915

2020
1,209
2019

SALES VOLUME



-14.9%

\$720,594,849

2020
\$846,643,542
2019

NEW LISTINGS



+7.8%

1,584

2020
1,470
2019

PENDING SALES



-32.7%

820

2020
1,219
2019

YEAR-TO-DATE DETAILS BY REGION
SEPTEMBER 2020

Single Family Homes



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME		
	Sales 2020	Sales 2019	Percent Change	Median 2020	Median 2019	Percent Change	Volume 2020	Volume 2019	Percent Change
CENTRAL									
Kahakuloa	-	1	-100.0% ▼	-	\$695,000	-	-	\$695,000	-100.0% ▼
Kahului	83	93	-10.8% ▼	\$675,000	\$660,000	+2.3% ▲	\$56,648,770	\$62,194,150	-8.9% ▼
Wailuku	179	182	-1.6% ▼	\$721,825	\$674,000	+7.1% ▲	\$130,342,053	\$122,367,474	+6.5% ▲
NORTH SHORE									
Haiku	68	72	-5.6% ▼	\$867,000	\$810,500	+7.0% ▲	\$72,568,935	\$68,866,888	+5.4% ▲
Sprecklesville/Paia/Kuau	13	13	0.0% =	\$899,900	\$1,438,125	-37.4% ▼	\$12,954,400	\$24,320,125	-46.7% ▼
EAST MAUI									
Hana	3	7	-57.1% ▼	\$880,000	\$786,677	+11.9% ▲	\$2,393,000	\$7,786,677	-69.3% ▼
Kaupo	1	-	-	\$230,500	-	-	\$230,500	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	1	-	-	\$795,000	-	-	\$795,000	-	-
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	54	56	-3.6% ▼	\$952,500	\$1,059,500	-10.1% ▼	\$58,618,263	\$61,756,935	-5.1% ▼
Makawao/Olinda/Haliimaile	57	58	-1.7% ▼	\$685,000	\$687,000	-0.3% ▼	\$46,642,300	\$49,540,577	-5.9% ▼
Pukalani	38	51	-25.5% ▼	\$776,500	\$705,000	+10.1% ▲	\$30,065,833	\$38,198,650	-21.3% ▼
SOUTH MAUI									
Kihei	107	127	-15.7% ▼	\$840,000	\$795,000	+5.7% ▲	\$114,107,753	\$124,858,073	-8.6% ▼
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	17	17	0.0% =	\$1,230,000	\$1,400,000	-12.1% ▼	\$24,059,800	\$24,104,000	-0.2% ▼
Wailea/Makena	24	24	0.0% =	\$2,765,000	\$2,330,000	+18.7% ▲	\$80,977,777	\$102,668,047	-21.1% ▼
WEST MAUI									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	16	18	-11.1% ▼	\$1,950,000	\$1,489,500	+30.9% ▲	\$34,115,004	\$35,892,672	-5.0% ▼
Kapalua	7	17	-58.8% ▼	\$2,800,000	\$2,300,000	+21.7% ▲	\$34,620,000	\$40,004,020	-13.5% ▼
Lahaina	28	49	-42.9% ▼	\$1,366,375	\$874,000	+56.3% ▲	\$53,076,668	\$72,018,999	-26.3% ▼
Napili/Kahana/Honokowai	20	27	-25.9% ▼	\$1,095,000	\$950,000	+15.3% ▲	\$46,087,890	\$34,900,431	+32.1% ▲
Olowalu	1	-	-	\$1,125,000	-	-	\$1,125,000	-	-
LANAI & MOLOKAI									
Lanai	15	8	+87.5% ▲	\$440,000	\$459,000	-4.1% ▼	\$10,605,500	\$4,698,000	+125.7% ▲
Molokai	19	25	-24.0% ▼	\$475,000	\$300,000	+58.3% ▲	\$9,144,500	\$10,000,000	-8.6% ▼

TOTAL UNIT & VOLUME SALES

By Region



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YEAR-TO-DATE DETAILS BY REGION
SEPTEMBER 2020

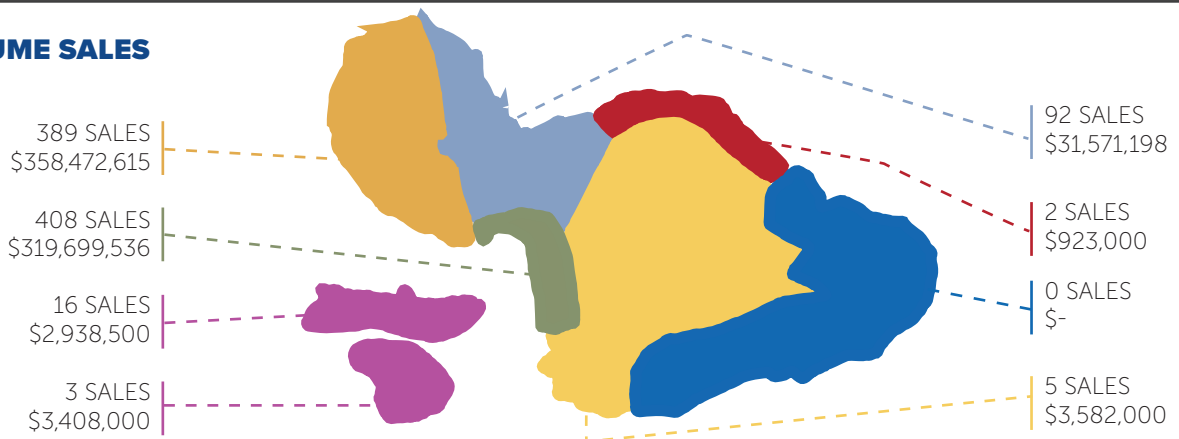
Condominiums



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME		
	Sales 2020	Sales 2019	Percent Change	Median 2020	Median 2019	Percent Change	Volume 2020	Volume 2019	Percent Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	27	23	+17.4% ▲	\$138,000	\$140,000	-1.4% ▼	\$4,243,200	\$4,058,250	+4.6% ▲
Wailuku	65	96	-32.3% ▼	\$395,000	\$425,000	-7.1% ▼	\$27,327,998	\$41,666,145	-34.4% ▼
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecklesville/Paia/Kuau	2	3	-33.3% ▼	\$461,500	\$370,000	+24.7% ▲	\$923,000	\$1,241,000	-25.6% ▼
EAST MAUI									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	5	6	-16.7% ▼	\$675,000	\$620,000	+8.9% ▲	\$3,582,000	\$3,785,000	-5.4% ▼
SOUTH MAUI									
Kihei	300	495	-39.4% ▼	\$480,000	\$447,100	+7.4% ▲	\$178,039,005	\$257,380,510	-30.8% ▼
Maalaea	37	24	+54.2% ▲	\$449,000	\$461,500	-2.7% ▼	\$17,049,450	\$11,258,500	+51.4% ▲
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	71	110	-35.5% ▼	\$1,225,000	\$1,235,000	-0.8% ▼	\$124,611,081	\$161,750,501	-23.0% ▼
WEST MAUI									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	127	109	+16.5% ▲	\$1,200,000	\$886,000	+35.4% ▲	\$181,824,031	\$121,523,416	+49.6% ▲
Kapalua	19	51	-62.7% ▼	\$1,115,000	\$935,000	+19.3% ▲	\$32,695,000	\$106,298,500	-69.2% ▼
Lahaina	108	82	+31.7% ▲	\$640,610	\$554,750	+15.5% ▲	\$74,001,787	\$45,413,626	+63.0% ▲
Napili/Kahana/Honokowai	135	193	-30.1% ▼	\$480,000	\$460,000	+4.3% ▲	\$69,951,797	\$88,045,439	-20.6% ▼
Olowalu	-	-	-	-	-	-	-	-	-
LANAI & MOLOKAI									
Lanai	3	3	0.0% =	\$850,000	\$193,000	+340.4% ▲	\$3,408,000	\$2,073,000	+64.4% ▲
Molokai	16	14	+14.3% ▲	\$180,000	\$142,500	+26.3% ▲	\$2,938,500	\$2,149,655	+36.7% ▲

TOTAL UNIT & VOLUME SALES

By Region



YEAR-TO-DATE DETAILS BY REGION
SEPTEMBER 2020

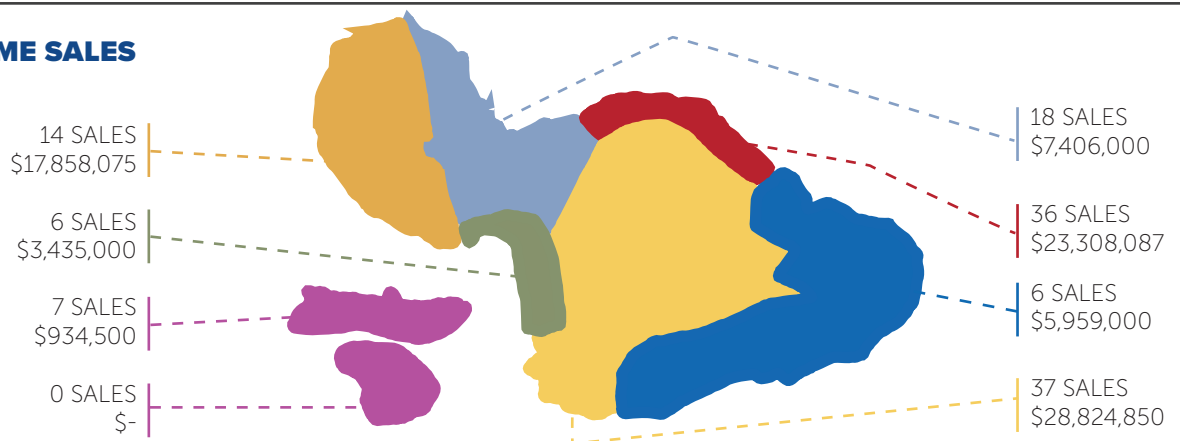
Vacant Land



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME			
	Sales 2020	Sales 2019	Percent Change	Median 2020	Median 2019	Percent Change	Volume 2020	Volume 2019	Percent Change	
CENTRAL										
Kahakuloa	4	1	+300.0% ▲	\$433,750	\$360,000	+20.5% ▲	\$1,740,000	\$360,000	+383.3% ▲	
Kahului	1	-	-	\$225,000	-	-	\$225,000	-	-	
Wailuku	13	19	-31.6% ▼	\$358,000	\$507,500	-29.5% ▼	\$5,441,000	\$9,076,330	-40.1% ▼	
NORTH SHORE										
Haiku	34	29	+17.2% ▲	\$424,500	\$445,000	-4.6% ▼	\$18,758,087	\$13,143,875	+42.7% ▲	
Sprecklesville/Paia/Kuau	2	1	+100.0% ▲	\$2,275,000	\$1,600,000	+42.2% ▲	\$4,550,000	\$1,600,000	+184.4% ▲	
EAST MAUI										
Hana	6	7	-14.3% ▼	\$687,000	\$670,000	+2.5% ▲	\$5,959,000	\$5,267,000	+13.1% ▲	
Kaupo	-	1	-100.0% ▼	-	\$275,000	-	-	\$275,000	-100.0% ▼	
Keanae	-	-	-	-	-	-	-	-	-	
Kipahulu	-	-	-	-	-	-	-	-	-	
Nahiku	-	-	-	-	-	-	-	-	-	
UPCOUNTRY										
Kula/Ulupalakua/Kanaio	29	19	+52.6% ▲	\$500,000	\$410,000	+22.0% ▲	\$24,536,850	\$9,554,500	+156.8% ▲	
Makawao/Olinda/Haliimaile	5	7	-28.6% ▼	\$430,000	\$460,000	-6.5% ▼	\$3,083,000	\$4,103,000	-24.9% ▼	
Pukalani	3	7	-57.1% ▼	\$395,000	\$387,000	+2.1% ▲	\$1,205,000	\$3,234,500	-62.7% ▼	
SOUTH MAUI										
Kihei	3	7	-57.1% ▼	\$330,000	\$486,700	-32.2% ▼	\$1,570,000	\$5,278,700	-70.3% ▼	
Maalaea	-	-	-	-	-	-	-	-	-	
Maui Meadows	1	2	-50.0% ▼	\$455,000	\$470,500	-3.3% ▼	\$455,000	\$941,000	-51.6% ▼	
Wailea/Makena	2	17	-88.2% ▼	\$705,000	\$1,075,000	-34.4% ▼	\$1,410,000	\$59,446,500	-97.6% ▼	
WEST MAUI										
Honokohau	-	-	-	-	-	-	-	-	-	
Kaanapali	5	7	-28.6% ▼	\$370,000	\$820,000	-54.9% ▼	\$2,278,575	\$5,267,500	-56.7% ▼	
Kapalua	6	2	+200.0% ▲	\$825,000	\$1,575,000	-47.6% ▼	\$12,150,000	\$3,150,000	+285.7% ▲	
Lahaina	3	7	-57.1% ▼	\$1,504,500	\$1,737,500	-13.4% ▼	\$3,429,500	\$10,636,500	-67.8% ▼	
Napili/Kahana/Honokowai	-	-	-	-	-	-	-	-	-	
Olowalu	-	1	-100.0% ▼	-	\$475,000	-	-	\$475,000	-100.0% ▼	
LANAI & MOLOKAI										
Lanai	-	-	-	-	-	-	-	-	-	
Molokai	7	7	0.0% =	\$110,000	\$165,250	-33.40% ▼	\$934,500	\$1,113,000	-16.00% ▼	

TOTAL UNIT & VOLUME SALES

By Region



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