

# Monthly Indicators



## March 2023

Nationally, existing home sales jumped 14.5% month-over-month as of last measure, the first monthly gain in 12 months, and representing the largest monthly increase since July 2020, according to the National Association of REALTORS® (NAR). The sudden uptick in sales activity stems from contracts signed toward the beginning of the year, when mortgage rates dipped to the low 6% range, causing a surge in homebuyer activity. Pending sales have continued to improve heading into spring, increasing for the third consecutive month, according to NAR.

New Listings decreased 40.9 percent for Single Family homes and 46.2 percent for Condominium homes. Pending Sales decreased 29.8 percent for Single Family homes and 49.7 percent for Condominium homes. Inventory increased 15.3 percent for Single Family homes and 28.6 percent for Condominium homes.

Median Sales Price increased 1.9 percent to \$1,200,000 for Single Family homes but decreased 1.5 percent to \$797,500 for Condominium homes. Days on Market increased 34.3 percent for Single Family homes and 92.8 percent for Condominium homes. Months Supply of Inventory increased 77.3 percent for Single Family homes and 150.0 percent for Condominium homes.

Monthly sales might have been even higher if not for limited inventory nationwide. At the current sales pace, there were just 2.6 months' supply of existing homes at the beginning of March, far below the 4 – 6 months' supply of a balanced market. Inventory remains suppressed in part because of mortgage interest rates, which nearly hit 7% before falling again in recent weeks. Higher rates have continued to put downward pressure on sales prices, and for the first time in more than a decade, national home prices were lower year-over-year, according to NAR, breaking a 131-month streak of annual price increases.

## Quick Facts

**- 34.5%**

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

**- 0.7%**

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

**+ 22.5%**

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	3-2022	3-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		127	<b>75</b>	- 40.9%	379	<b>219</b>	- 42.2%
<b>Pending Sales</b>		104	<b>73</b>	- 29.8%	299	<b>186</b>	- 37.8%
<b>Closed Sales</b>		104	<b>73</b>	- 29.8%	284	<b>179</b>	- 37.0%
<b>Days on Market Until Sale</b>		102	<b>137</b>	+ 34.3%	112	<b>123</b>	+ 9.8%
<b>Median Sales Price</b>		\$1,177,500	<b>\$1,200,000</b>	+ 1.9%	\$1,150,000	<b>\$1,150,000</b>	0.0%
<b>Average Sales Price</b>		\$1,833,508	<b>\$1,998,709</b>	+ 9.0%	\$1,641,501	<b>\$1,914,959</b>	+ 16.7%
<b>Percent of List Price Received</b>		100.3%	<b>95.9%</b>	- 4.4%	99.4%	<b>96.4%</b>	- 3.0%
<b>Housing Affordability Index</b>		40	<b>33</b>	- 17.5%	41	<b>34</b>	- 17.1%
<b>Inventory of Homes for Sale</b>		229	<b>264</b>	+ 15.3%	—	—	—
<b>Months Supply of Inventory</b>		2.2	<b>3.9</b>	+ 77.3%	—	—	—

# Condominium Market Overview

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



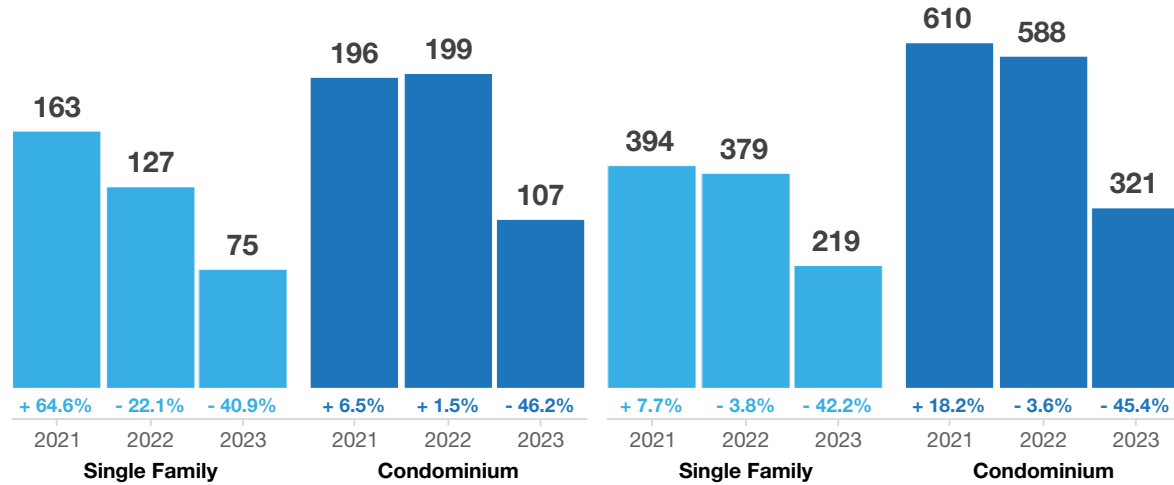
Key Metrics	Historical Sparkbars	3-2022	3-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		199	<b>107</b>	- 46.2%	588	<b>321</b>	- 45.4%
<b>Pending Sales</b>		177	<b>89</b>	- 49.7%	538	<b>268</b>	- 50.2%
<b>Closed Sales</b>		186	<b>121</b>	- 34.9%	504	<b>242</b>	- 52.0%
<b>Days on Market Until Sale</b>		69	<b>133</b>	+ 92.8%	76	<b>112</b>	+ 47.4%
<b>Median Sales Price</b>		\$810,000	<b>\$797,500</b>	- 1.5%	\$750,000	<b>\$800,000</b>	+ 6.7%
<b>Average Sales Price</b>		\$1,138,375	<b>\$1,171,434</b>	+ 2.9%	\$1,037,473	<b>\$1,188,305</b>	+ 14.5%
<b>Percent of List Price Received</b>		101.1%	<b>98.4%</b>	- 2.7%	100.6%	<b>98.4%</b>	- 2.2%
<b>Housing Affordability Index</b>		58	<b>49</b>	- 15.5%	63	<b>49</b>	- 22.2%
<b>Inventory of Homes for Sale</b>		175	<b>225</b>	+ 28.6%	—	—	—
<b>Months Supply of Inventory</b>		1.0	<b>2.5</b>	+ 150.0%	—	—	—

# New Listings

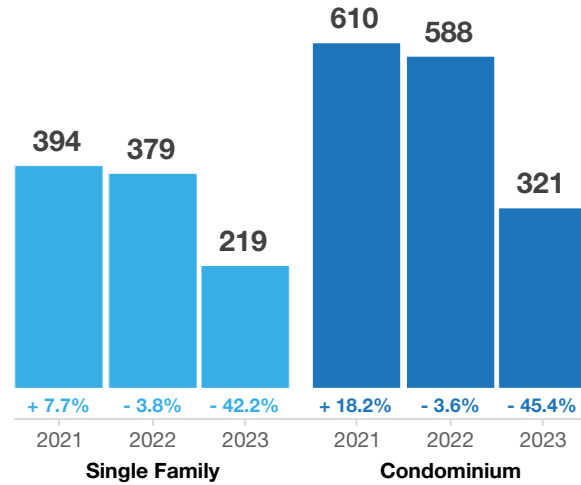
A count of the properties that have been newly listed on the market in a given month.



## March

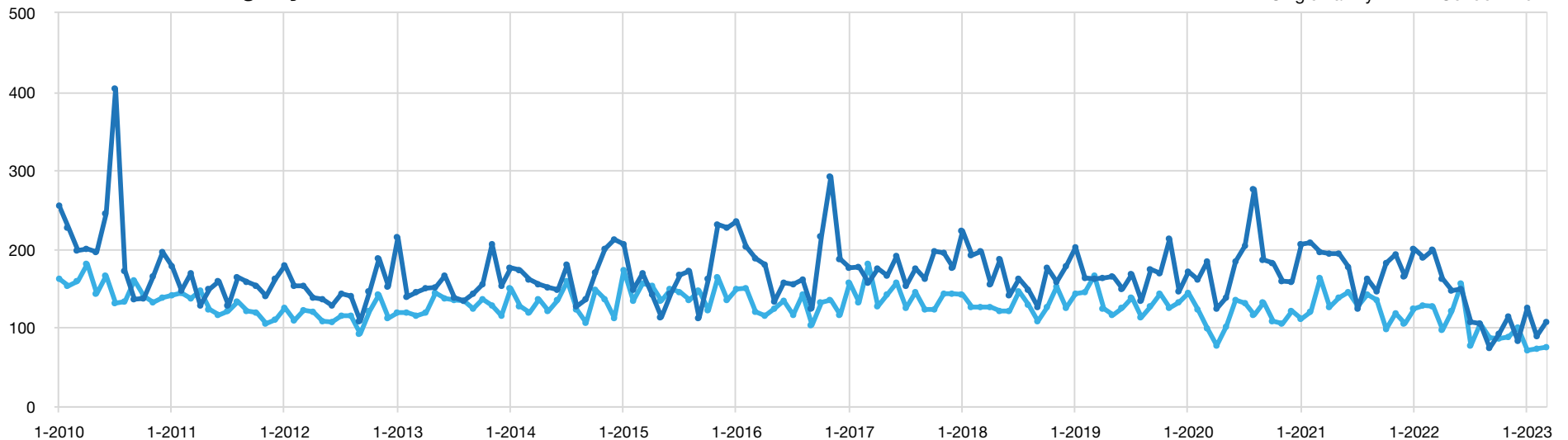


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2022	97	- 23.0%	162	- 16.5%
May-2022	121	- 12.3%	147	- 24.2%
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	88	- 25.4%	114	- 40.9%
Dec-2022	100	- 4.8%	83	- 49.7%
Jan-2023	71	- 42.7%	125	- 37.5%
Feb-2023	73	- 43.0%	89	- 52.9%
<b>Mar-2023</b>	<b>75</b>	<b>- 40.9%</b>	<b>107</b>	<b>- 46.2%</b>
12-Month Avg	95	- 24.6%	113	- 36.2%

## Historical New Listings by Month



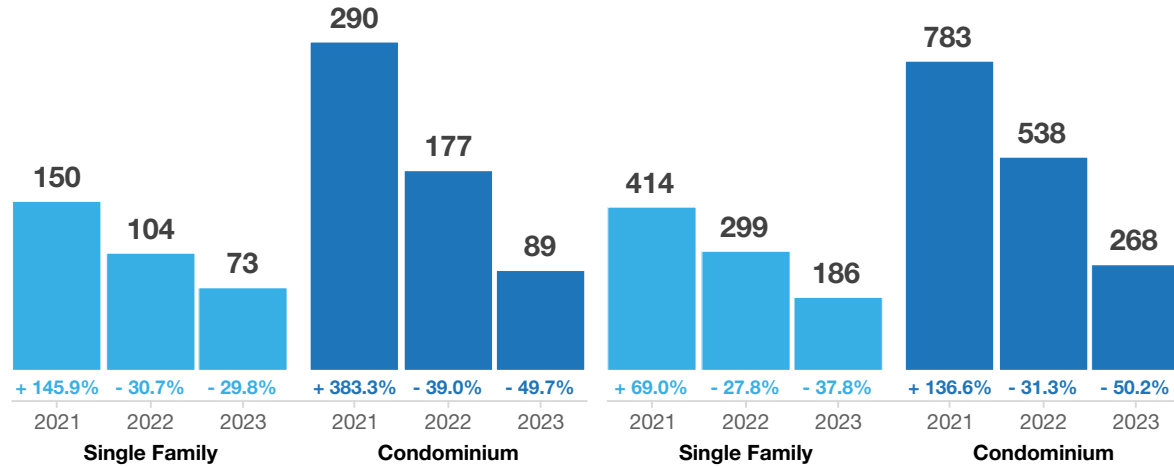
# Pending Sales

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



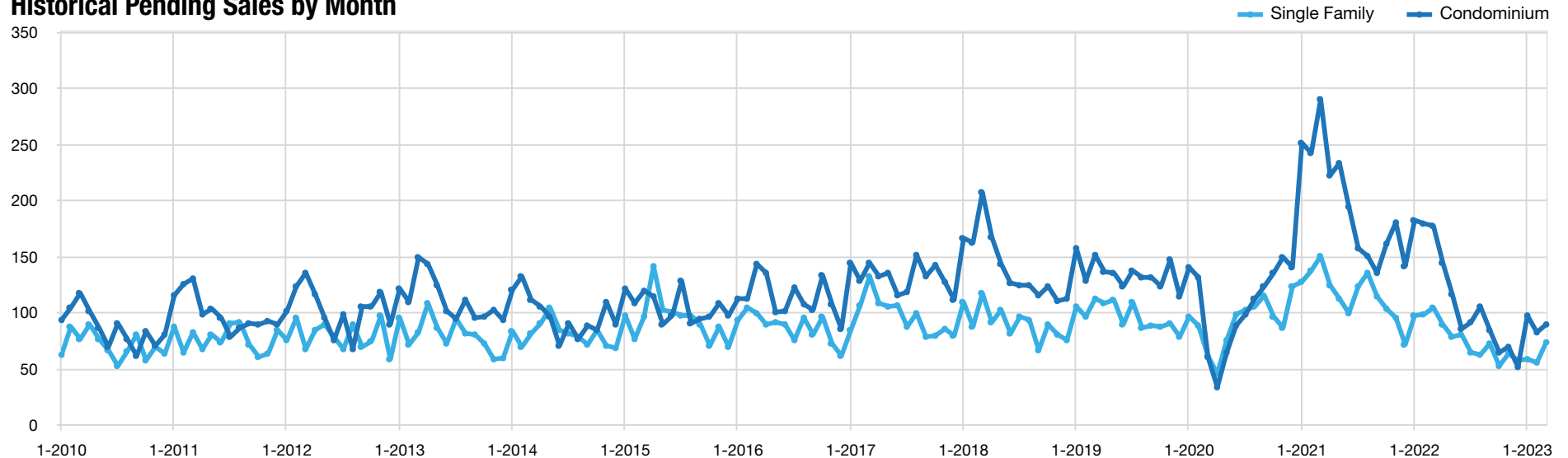
## March

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2022	89	-28.2%	144	-35.1%
May-2022	78	-30.4%	116	-50.2%
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	72	-36.8%	84	-37.8%
Oct-2022	52	-49.5%	64	-60.2%
Nov-2022	63	-33.7%	69	-61.7%
Dec-2022	57	-19.7%	51	-63.8%
Jan-2023	58	-40.2%	97	-46.7%
Feb-2023	55	-43.9%	82	-54.2%
<b>Mar-2023</b>	<b>73</b>	<b>-29.8%</b>	<b>89</b>	<b>-49.7%</b>
12-Month Avg	67	-36.8%	90	-48.9%

## Historical Pending Sales by Month

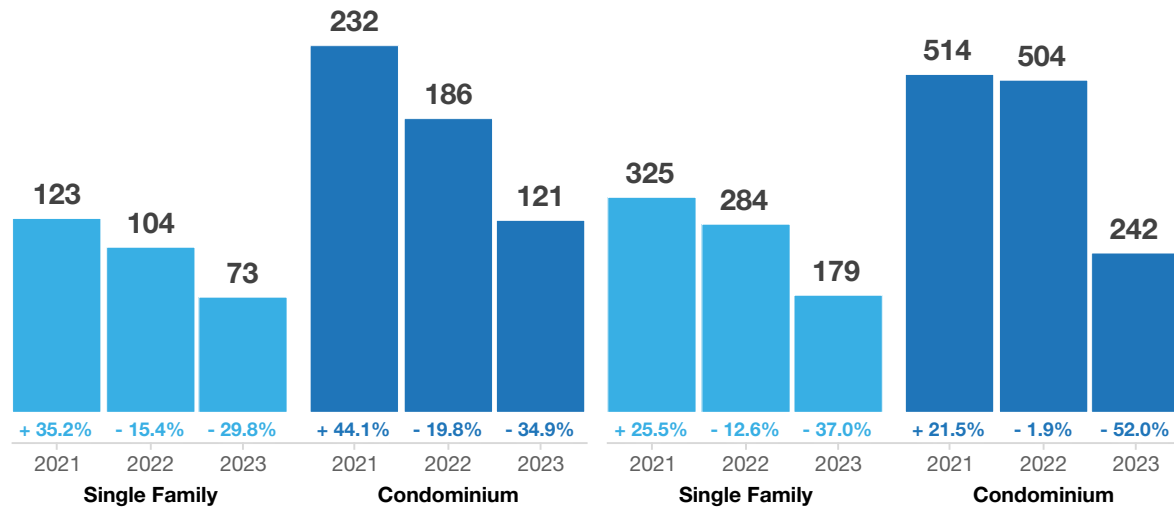


# Closed Sales

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

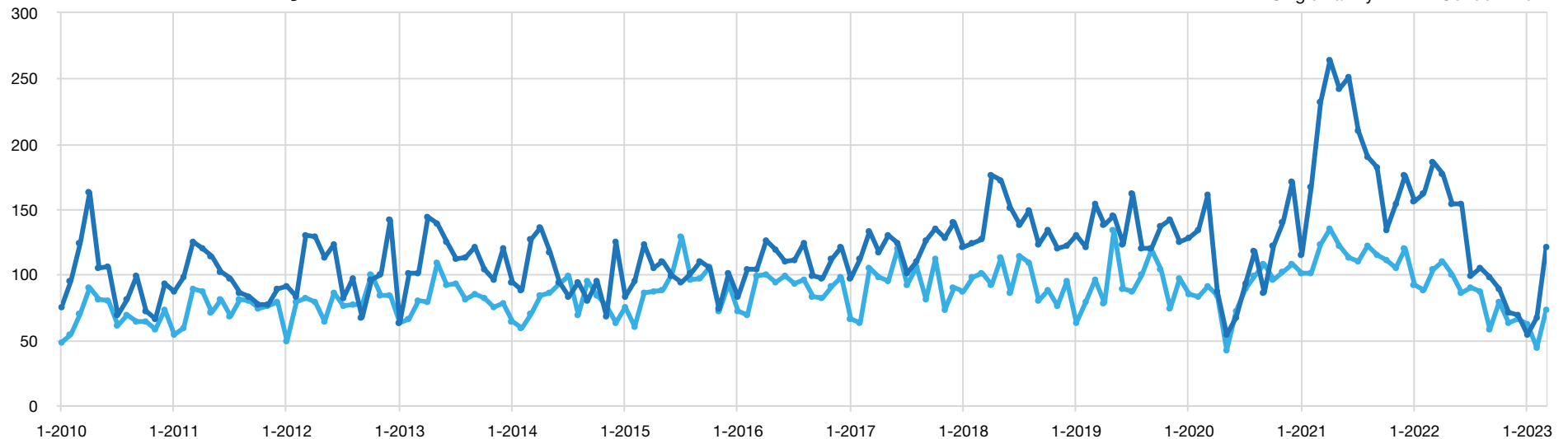


## March



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2022	110	- 18.5%	177	- 33.0%
May-2022	100	- 18.0%	154	- 36.4%
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	62	- 32.6%	54	- 65.4%
Feb-2023	44	- 50.0%	67	- 58.6%
<b>Mar-2023</b>	<b>73</b>	<b>- 29.8%</b>	<b>121</b>	<b>- 34.9%</b>
12-Month Avg	77	- 30.6%	105	- 45.3%

## Historical Closed Sales by Month

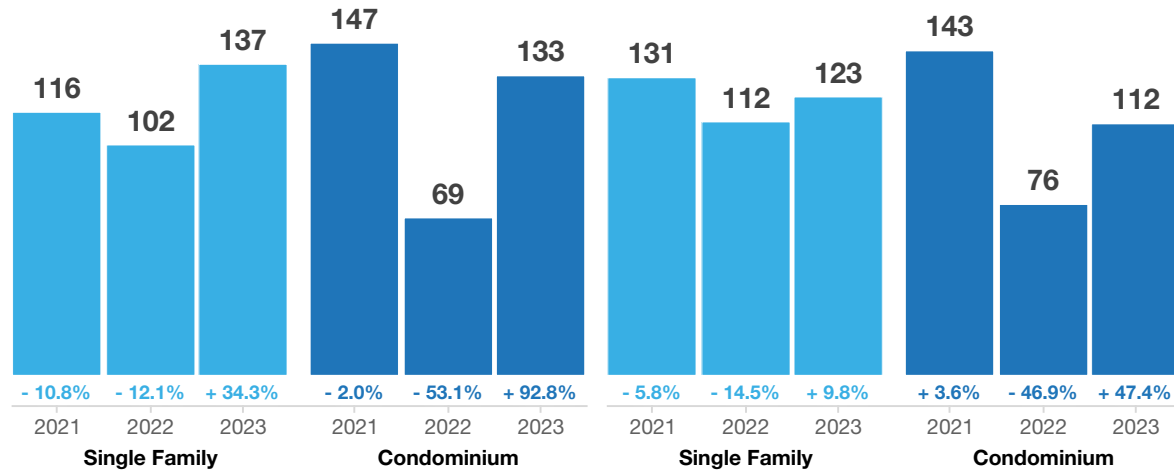


# Days on Market Until Sale

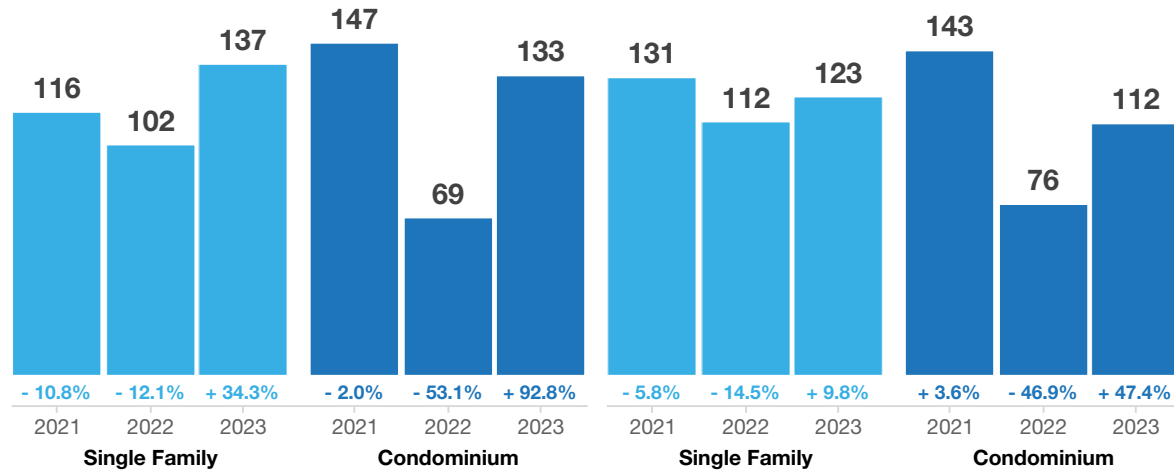
Average number of days between when a property is listed and when it closed in a given month.



## March



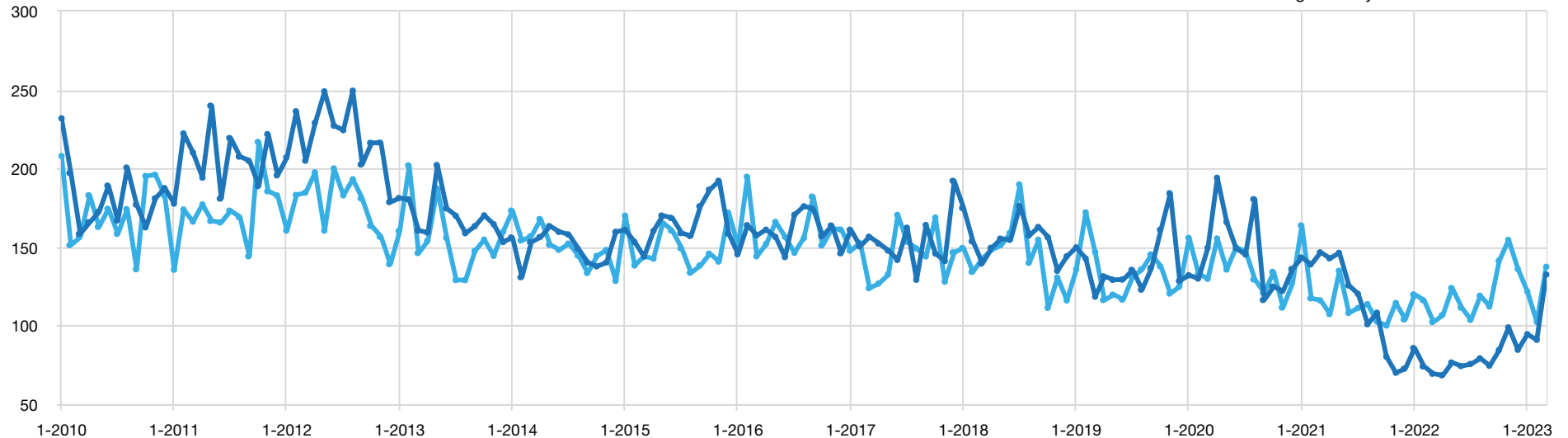
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2022	107	0.0%	68	- 52.4%
May-2022	124	- 8.1%	76	- 47.9%
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	122	+ 1.7%	94	+ 9.3%
Feb-2023	102	- 12.1%	91	+ 23.0%
<b>Mar-2023</b>	<b>137</b>	<b>+ 34.3%</b>	<b>133</b>	<b>+ 92.8%</b>
12-Month Avg*	122	+ 9.7%	84	- 19.9%

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

## Historical Days on Market Until Sale by Month

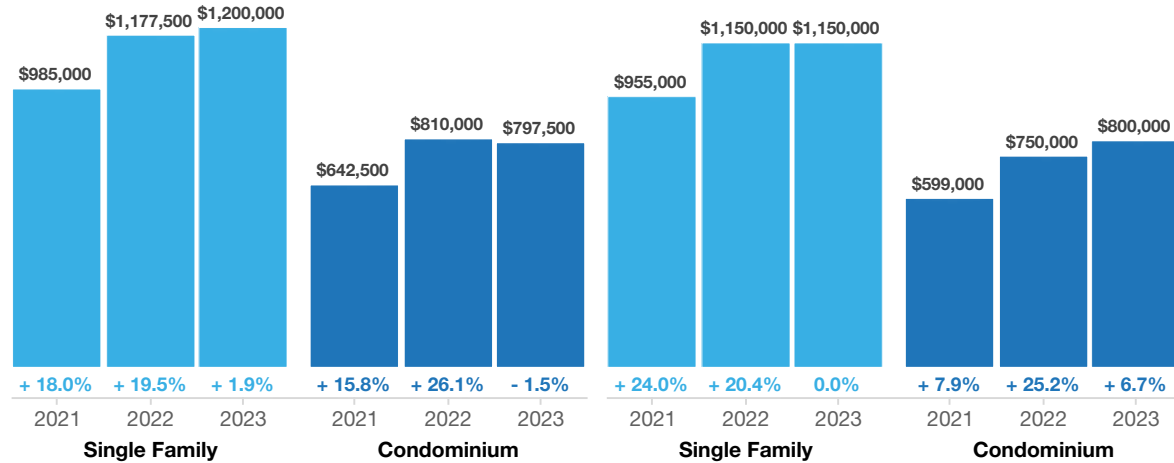


# Median Sales Price

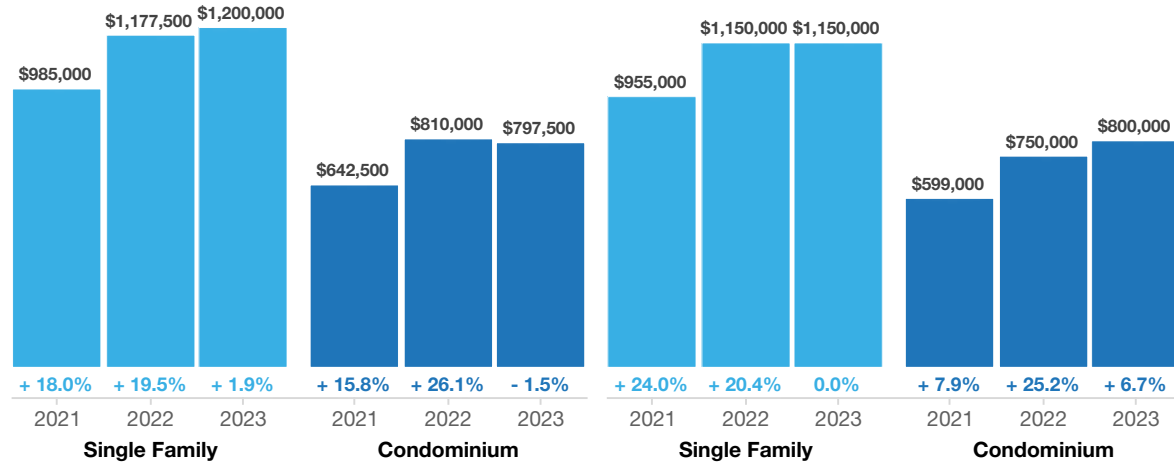
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



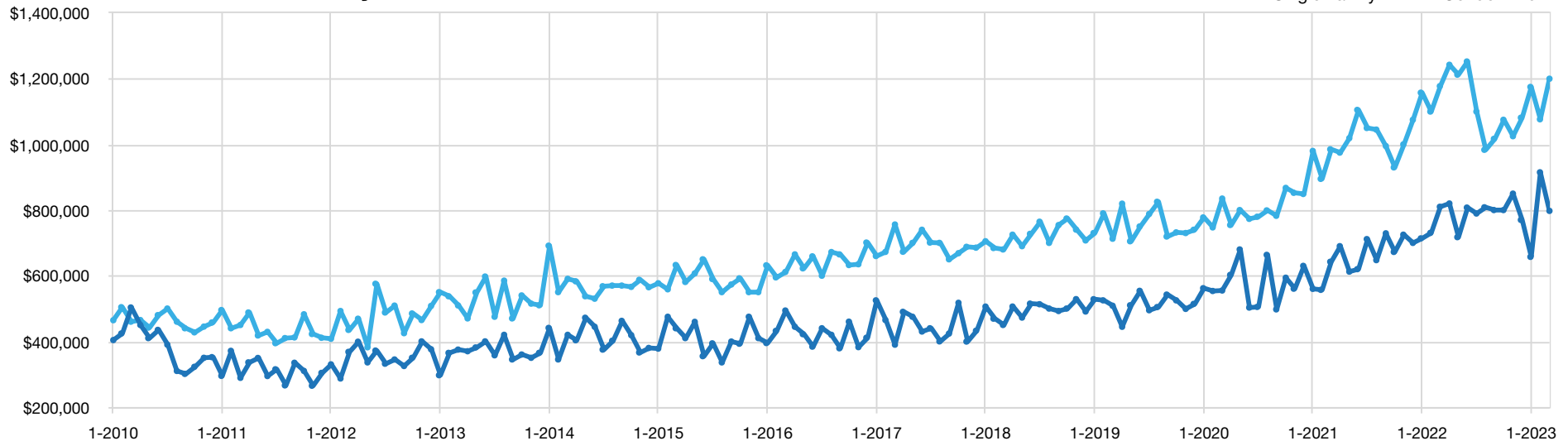
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2022	\$1,242,500	+ 27.4%	\$820,000	+ 18.8%
May-2022	\$1,212,500	+ 19.0%	\$717,500	+ 17.1%
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	\$1,076,500	- 2.1%	\$915,000	+ 25.3%
<b>Mar-2023</b>	<b>\$1,200,000</b>	<b>+ 1.9%</b>	<b>\$797,500</b>	<b>- 1.5%</b>
12-Month Avg*	\$1,100,000	+ 4.9%	\$799,000	+ 14.3%

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

## Historical Median Sales Price by Month



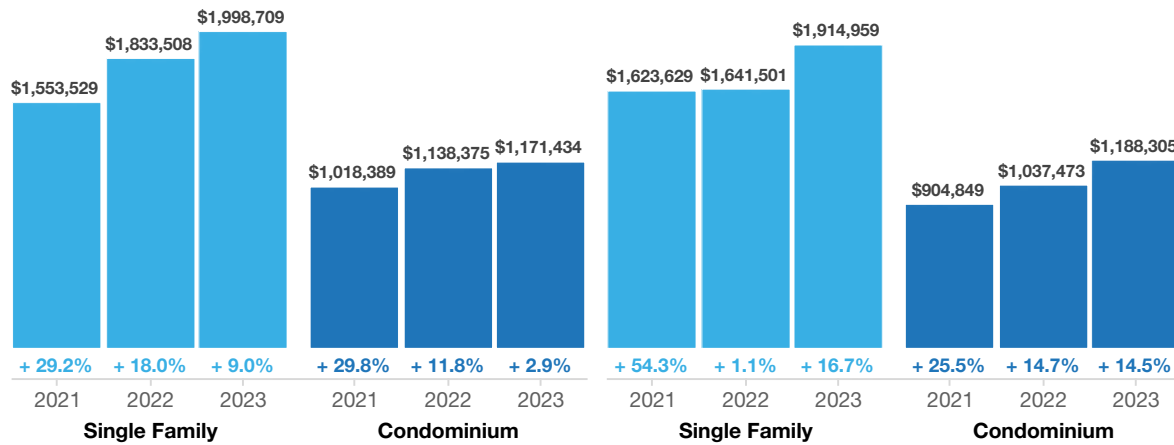


# Average Sales Price

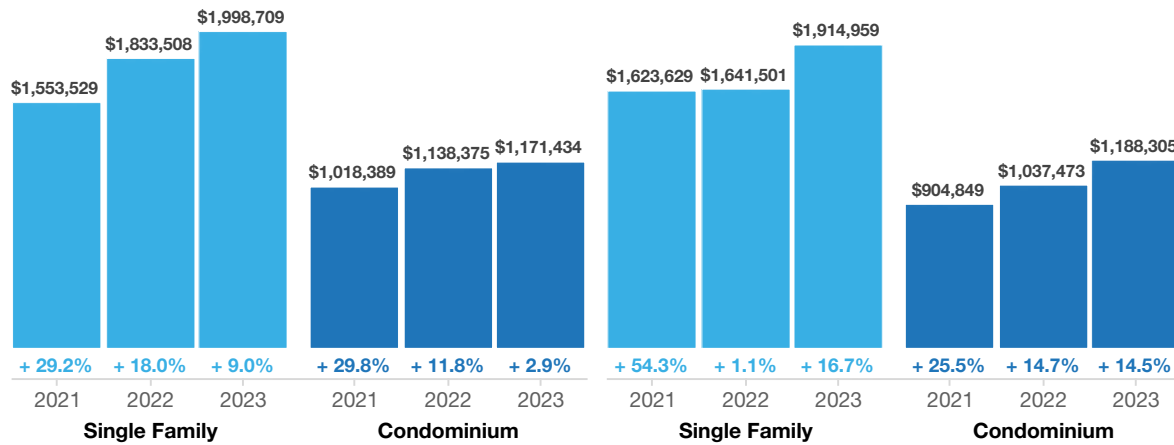
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



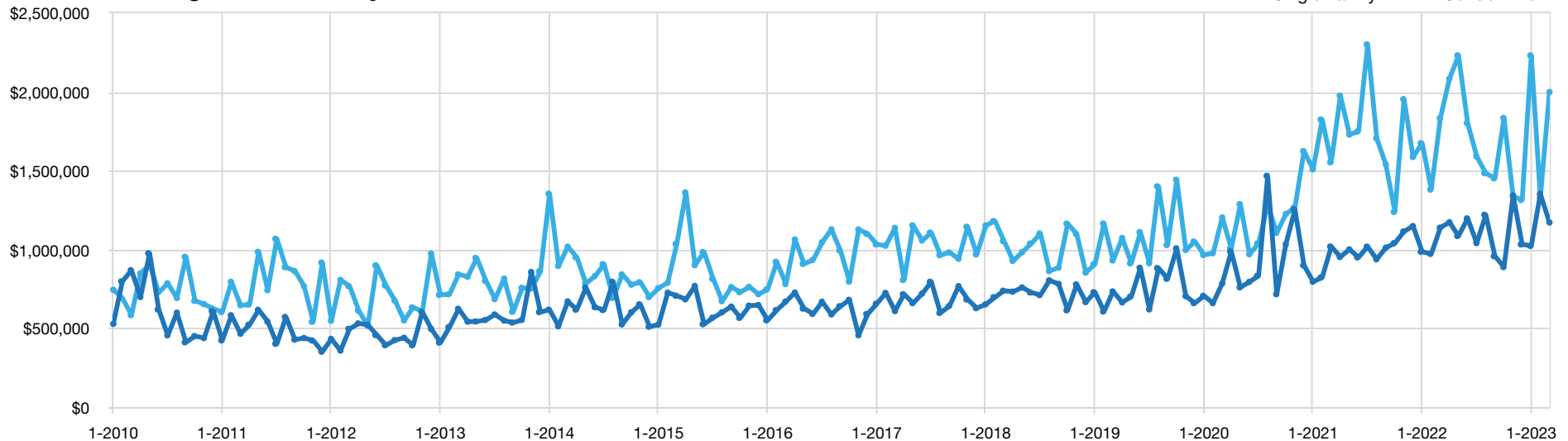
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2022	\$2,083,500	+ 5.4%	\$1,172,619	+ 23.1%
May-2022	\$2,231,256	+ 29.0%	\$1,085,476	+ 8.5%
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	\$2,231,715	+ 33.3%	\$1,022,861	+ 3.8%
Feb-2023	\$1,329,671	- 3.6%	\$1,352,118	+ 39.1%
<b>Mar-2023</b>	<b>\$1,998,709</b>	<b>+ 9.0%</b>	<b>\$1,171,434</b>	<b>+ 2.9%</b>
12-Month Avg*	\$1,767,335	+ 2.2%	\$1,126,570	+ 10.9%

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

## Historical Average Sales Price by Month

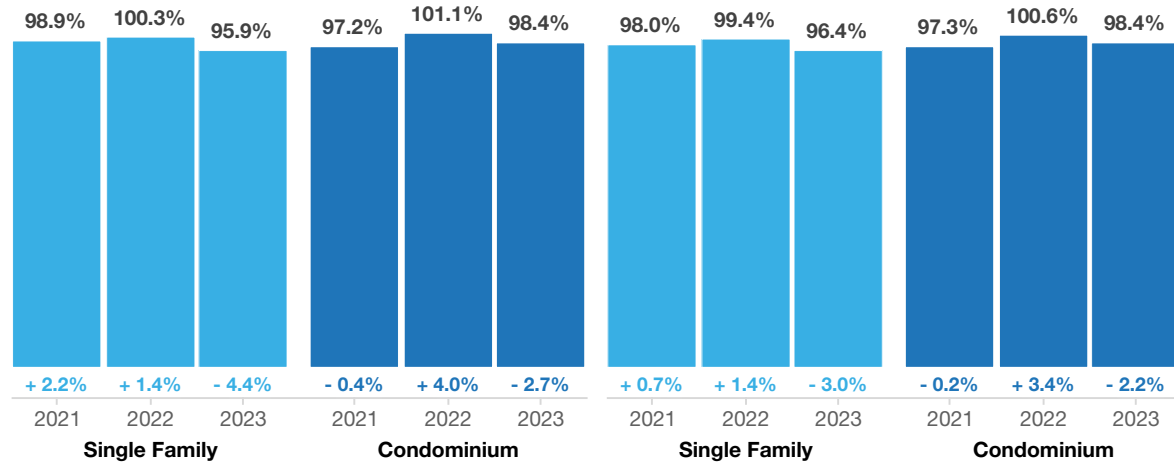


# Percent of List Price Received

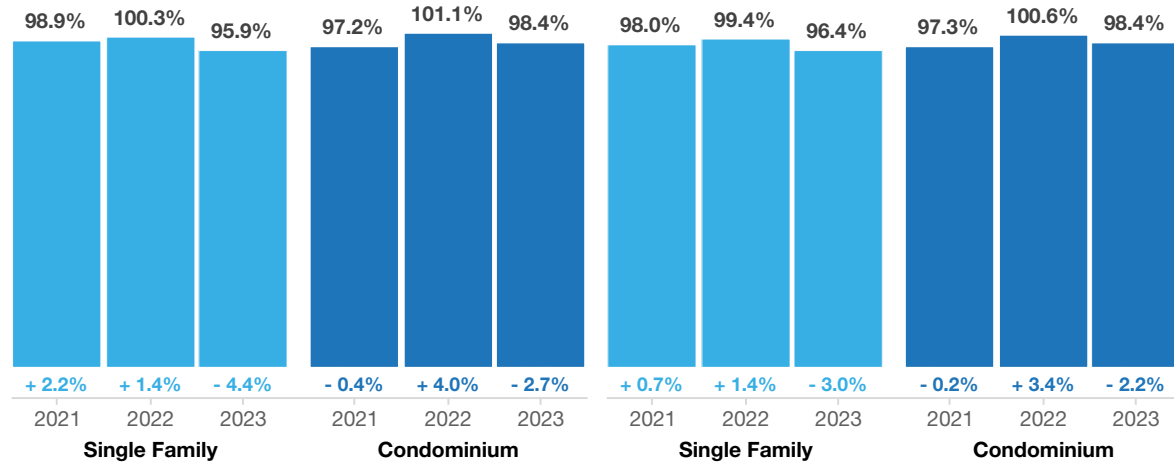
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



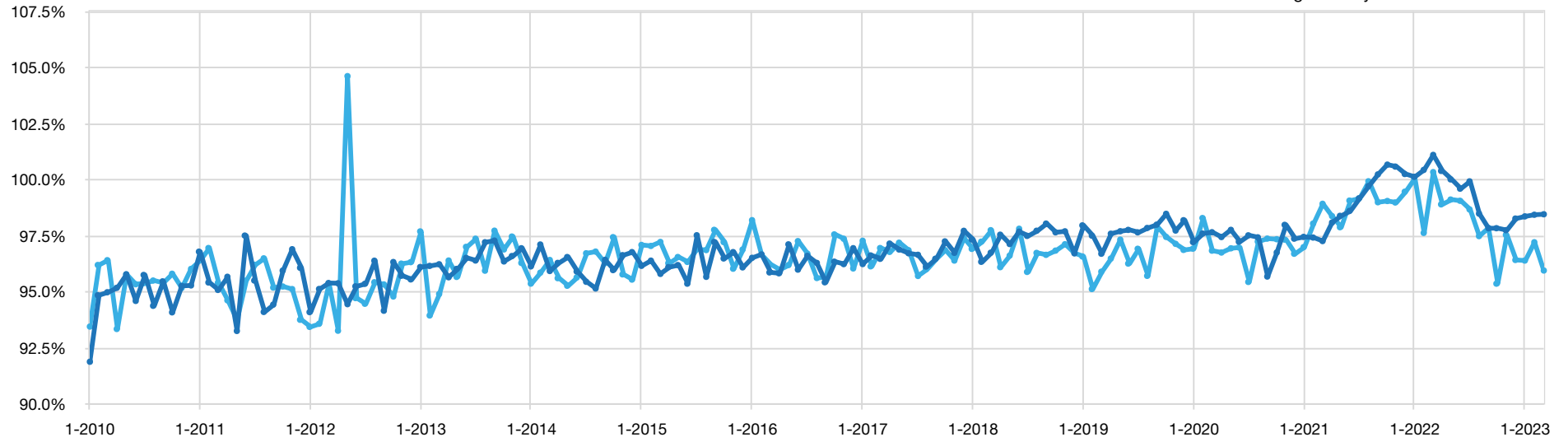
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2022	98.9%	+ 0.5%	100.4%	+ 2.3%
May-2022	99.1%	+ 1.2%	100.0%	+ 1.6%
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	96.4%	- 3.6%	98.3%	- 1.8%
Feb-2023	97.2%	- 0.4%	98.4%	- 2.0%
<b>Mar-2023</b>	<b>95.9%</b>	<b>- 4.4%</b>	<b>98.4%</b>	<b>- 2.7%</b>
12-Month Avg*	97.6%	- 1.4%	99.0%	- 0.6%

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

## Historical Percent of List Price Received by Month



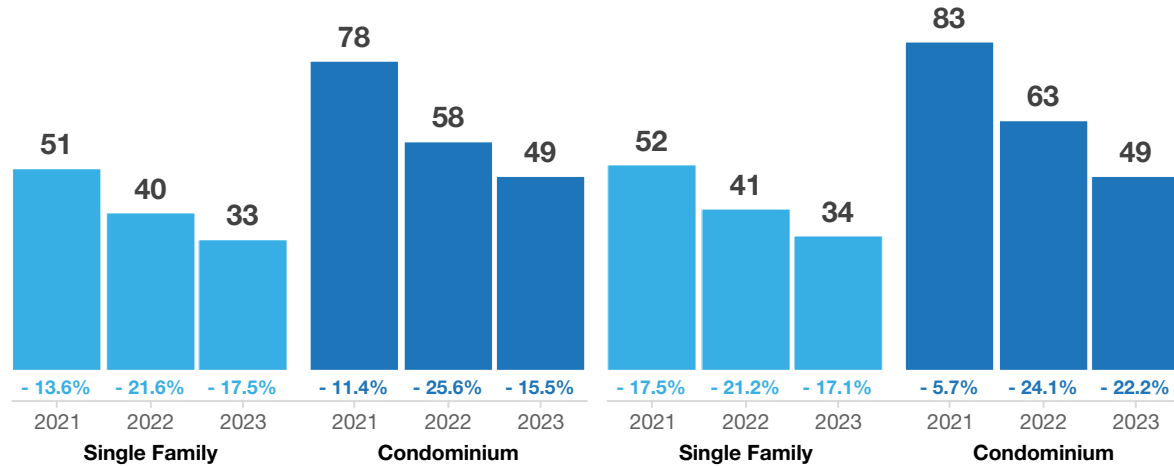
# Housing Affordability Index

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.



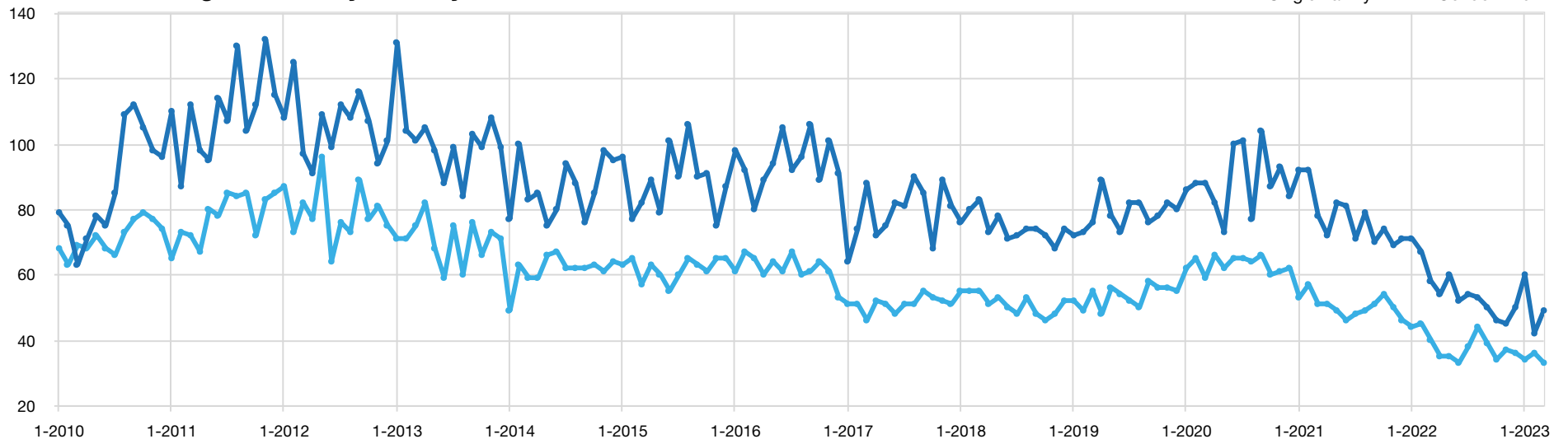
## March

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2022	35	- 31.4%	54	- 25.0%
May-2022	35	- 28.6%	60	- 26.8%
Jun-2022	33	- 28.3%	52	- 35.8%
Jul-2022	38	- 20.8%	54	- 23.9%
Aug-2022	44	- 10.2%	53	- 32.9%
Sep-2022	39	- 23.5%	50	- 28.6%
Oct-2022	34	- 37.0%	46	- 37.8%
Nov-2022	37	- 26.0%	45	- 34.8%
Dec-2022	36	- 21.7%	50	- 29.6%
Jan-2023	34	- 22.7%	60	- 15.5%
Feb-2023	36	- 20.0%	42	- 37.3%
<b>Mar-2023</b>	<b>33</b>	<b>- 17.5%</b>	<b>49</b>	<b>- 15.5%</b>
12-Month Avg	36	- 25.0%	51	- 29.2%

## Historical Housing Affordability Index by Month

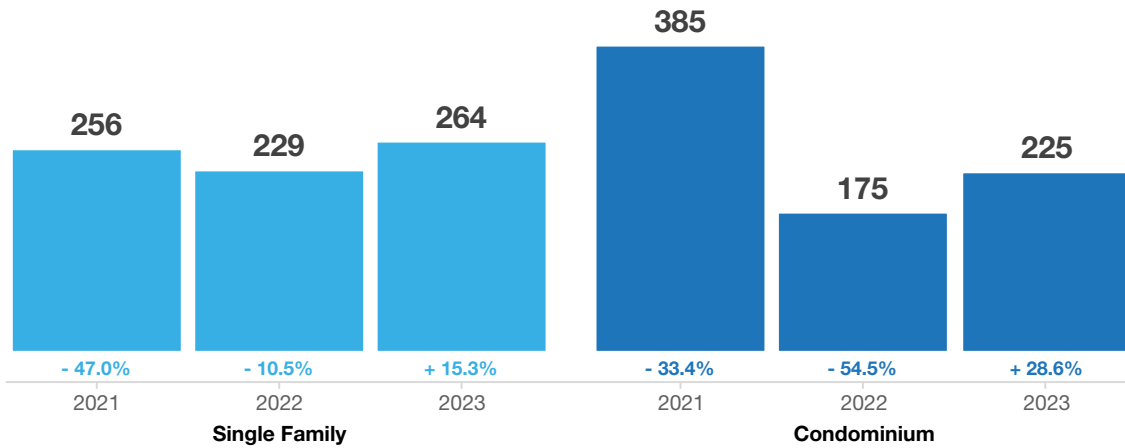


# Inventory of Homes for Sale

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

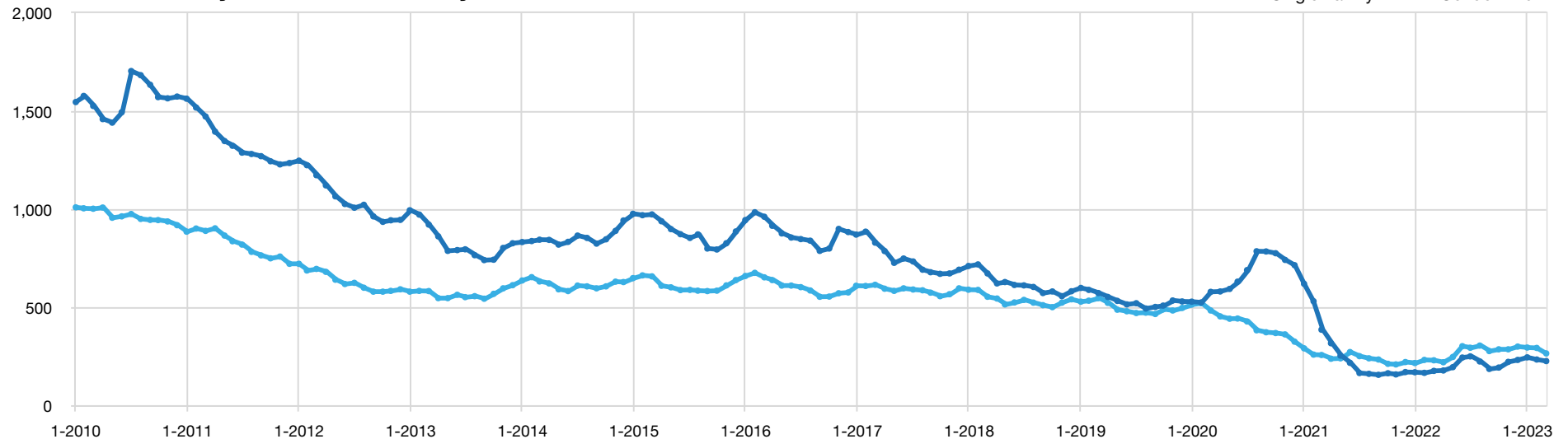


## March



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2022	219	-7.6%	177	-44.0%
May-2022	246	+2.9%	194	-23.3%
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	292	+26.4%	233	+41.2%
<b>Mar-2023</b>	<b>264</b>	<b>+15.3%</b>	<b>225</b>	<b>+28.6%</b>
12-Month Avg	280	+20.7%	218	+16.0%

## Historical Inventory of Homes for Sale by Month

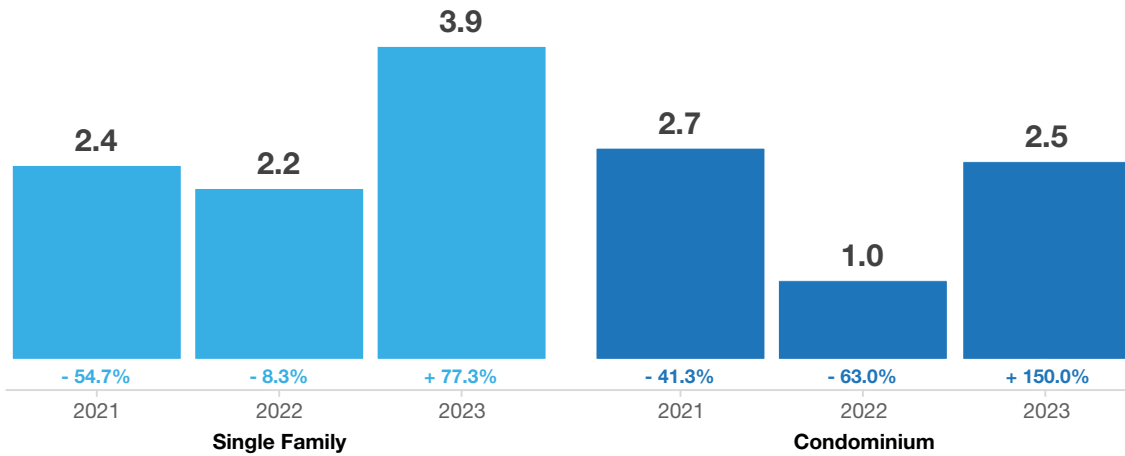


# Months Supply of Inventory

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.



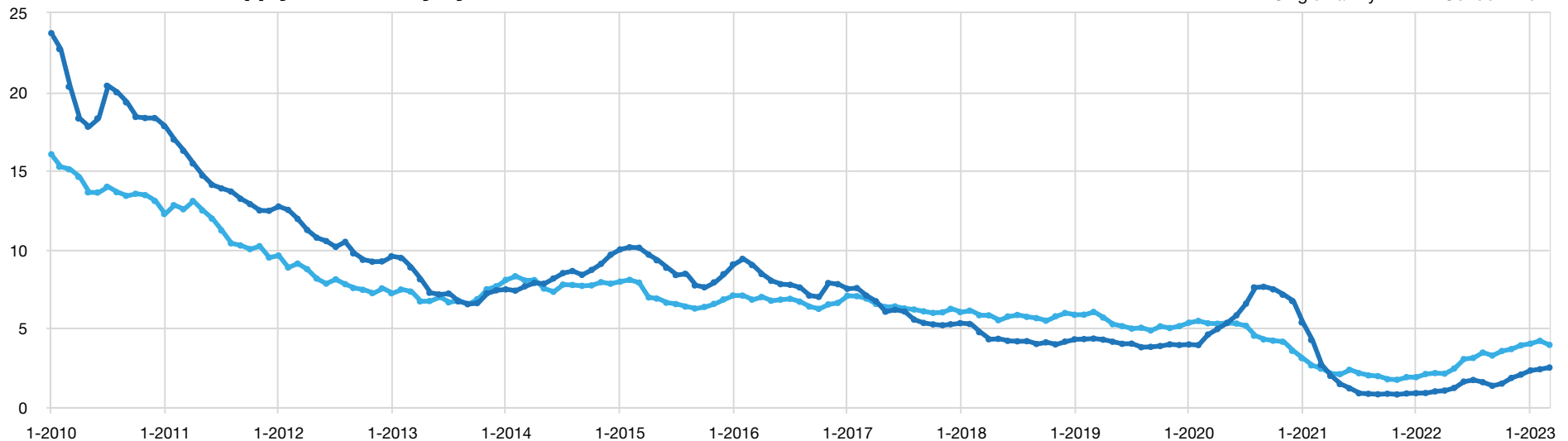
## March



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2022	2.1	0.0%	1.0	- 50.0%
May-2022	2.4	+ 14.3%	1.2	- 20.0%
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	4.2	+ 100.0%	2.4	+ 166.7%
<b>Mar-2023</b>	<b>3.9</b>	<b>+ 77.3%</b>	<b>2.5</b>	<b>+ 150.0%</b>
12-Month Avg*	3.4	+ 68.2%	1.8	+ 70.2%

\* Months Supply for all properties from April 2022 through March 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	3-2022	3-2023	% Change	YTD 2022	YTD 2023	% Change
<b>New Listings</b>		351	208	- 40.7%	1,048	614	- 41.4%
<b>Pending Sales</b>		309	175	- 43.4%	914	494	- 46.0%
<b>Closed Sales</b>		316	207	- 34.5%	865	471	- 45.5%
<b>Days on Market Until Sale</b>		90	137	+ 52.2%	97	125	+ 28.9%
<b>Median Sales Price</b>		\$905,000	\$899,000	- 0.7%	\$879,000	\$900,000	+ 2.4%
<b>Average Sales Price</b>		\$1,364,246	\$1,468,281	+ 7.6%	\$1,229,711	\$1,457,529	+ 18.5%
<b>Percent of List Price Received</b>		100.1%	97.2%	- 2.9%	99.6%	97.4%	- 2.2%
<b>Housing Affordability Index</b>		52	43	- 17.3%	54	43	- 20.4%
<b>Inventory of Homes for Sale</b>		524	642	+ 22.5%	—	—	—
<b>Months Supply of Inventory</b>		1.7	3.7	+ 117.6%	—	—	—

# Single Family Monthly Sales Volume

March 2023



Area Name	March 2023			February 2023			March 2022		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	4	\$5,311,460	\$1,267,500	5	\$9,355,000	\$1,710,000	16	\$35,282,500	\$1,312,500
Hana	0	--	--	0	--	--	2	\$2,370,000	\$1,185,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$20,750,000	\$20,750,000	1	\$3,550,000	\$3,550,000	3	\$8,051,000	\$2,700,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	6	\$6,306,505	\$975,000	9	\$8,664,000	\$1,074,000	9	\$8,912,500	\$1,077,000
Kapalua	0	--	--	0	--	--	2	\$8,600,000	\$4,300,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	19	\$21,009,000	\$1,070,000	3	\$4,200,000	\$1,450,000	16	\$32,673,888	\$1,285,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	7	\$10,355,000	\$1,200,000	2	\$3,320,000	\$1,660,000	3	\$5,575,000	\$1,800,000
Lahaina	7	\$35,398,758	\$3,900,000	2	\$3,000,000	\$1,500,000	4	\$7,134,000	\$1,620,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	5	\$7,392,000	\$1,200,000	1	\$3,744,892	\$3,744,892	8	\$7,212,990	\$805,000
Maui Meadows	1	\$800,000	\$800,000	2	\$5,362,000	\$2,681,000	3	\$5,800,000	\$1,850,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$3,245,000	\$820,000	0	--	--	4	\$6,356,000	\$1,495,500
Olowalu	1	\$2,100,000	\$2,100,000	0	--	--	0	--	--
Pukalani	3	\$3,695,000	\$1,265,000	3	\$3,385,000	\$835,000	4	\$4,292,500	\$983,750
Spreckelsville/Paia/Kuau	0	--	--	1	\$831,000	\$831,000	2	\$5,095,000	\$2,547,500
Wailea/Makena	2	\$15,650,000	\$7,825,000	1	\$3,183,000	\$3,183,000	5	\$30,104,500	\$3,292,500
Wailuku	13	\$13,493,000	\$1,013,000	8	\$7,025,650	\$872,000	17	\$16,316,000	\$949,000
Lanai	0	--	--	2	\$1,515,000	\$757,500	2	\$1,335,000	\$667,500
Molokai	1	\$400,000	\$400,000	4	\$1,370,000	\$345,000	4	\$5,574,000	\$865,000
<b>All MLS</b>	<b>73</b>	<b>\$145,905,723</b>	<b>\$1,200,000</b>	<b>44</b>	<b>\$58,505,542</b>	<b>\$1,076,500</b>	<b>104</b>	<b>\$190,684,878</b>	<b>\$1,177,500</b>

# Condominium Monthly Sales Volume

## March 2023



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	March 2023			February 2023			March 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	--	--	1	\$1,250,000	\$1,250,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	5	\$7,759,000	\$1,180,000	7	\$16,320,000	\$1,990,000	20	\$48,000,875	\$1,710,438
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	4	\$1,008,000	\$263,000	1	\$275,000	\$275,000	3	\$680,000	\$220,000
Kapalua	2	\$3,920,000	\$1,960,000	4	\$8,460,000	\$1,712,500	5	\$6,900,000	\$1,400,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	56	\$47,269,500	\$795,000	28	\$24,359,900	\$865,000	70	\$58,662,133	\$768,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	1	\$600,000	\$600,000
Lahaina	9	\$9,336,500	\$865,000	6	\$9,334,000	\$919,500	7	\$11,016,300	\$760,000
Maalaea	6	\$5,194,500	\$834,500	4	\$2,715,000	\$625,000	7	\$4,744,244	\$550,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	16	\$12,825,000	\$770,000	6	\$5,289,000	\$1,045,000	38	\$28,504,500	\$662,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,729,000	\$864,500	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	9	\$47,103,500	\$2,362,500	5	\$19,950,000	\$2,050,000	19	\$44,106,250	\$1,575,000
Wailuku	6	\$3,437,000	\$490,000	5	\$2,239,000	\$400,000	12	\$6,408,500	\$427,500
Lanai	0	--	--	1	\$1,650,000	\$1,650,000	0	--	--
Molokai	6	\$2,161,500	\$385,000	0	--	--	3	\$865,000	\$275,000
<b>All MLS</b>	<b>121</b>	<b>\$141,743,500</b>	<b>\$797,500</b>	<b>67</b>	<b>\$90,591,900</b>	<b>\$915,000</b>	<b>186</b>	<b>\$211,737,802</b>	<b>\$810,000</b>



# Land Monthly Sales Volume

March 2023



Area Name	March 2023			February 2023			March 2022		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	1	\$875,000	\$875,000	2	\$1,165,000	\$582,500	1	\$875,000	\$875,000
Hana	3	\$1,590,000	\$500,000	2	\$1,165,000	\$582,500	1	\$3,350,000	\$3,350,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$2,065,000	\$1,032,500	1	\$751,000	\$751,000	2	\$5,647,500	\$2,823,750
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	0	--	--	2	\$3,313,000	\$1,656,500
Kaupo	0	--	--	0	--	--	2	\$830,000	\$415,000
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	1	\$540,000	\$540,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	2	\$2,450,000	\$1,225,000	1	\$955,500	\$955,500	6	\$4,864,000	\$705,000
Lahaina	0	--	--	0	--	--	2	\$1,610,000	\$805,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	2	\$1,900,000	\$950,000	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	1	\$1,490,000	\$1,490,000
Nahiku	0	--	--	0	--	--	1	\$170,000	\$170,000
Napili/Kahana/Honokowai	0	--	--	0	--	--	1	\$5,000,000	\$5,000,000
Olowalu	1	\$780,000	\$780,000	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	1	\$6,000,000	\$6,000,000	0	--	--	0	--	--
Wailuku	1	\$625,000	\$625,000	9	\$5,724,000	\$550,000	0	--	--
Lanai	0	--	--	0	--	--	0	--	--
Molokai	0	--	--	1	\$140,000	\$140,000	6	\$989,500	\$172,500
<b>All MLS</b>	<b>13</b>	<b>\$16,285,000</b>	<b>\$875,000</b>	<b>16</b>	<b>\$9,900,500</b>	<b>\$572,500</b>	<b>26</b>	<b>\$28,679,000</b>	<b>\$593,750</b>

# Single Family Sales – Year to Date

March 2023 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-23 YTD Sales	Mar-22 YTD Sales	Unit Change	Percent Change	Mar-23 YTD Average	Mar-22 YTD Average	Dollar Change	Percent Change	Mar-23 YTD Median	Mar-22 YTD Median	Dollar Change	Percent Change	Mar-23 YTD Volume	Mar-22 YTD Volume	Dollar Change	Percent Change
Haiku	17	36	-19	-52.8%	\$1,752,615	\$1,763,114	-\$10,499	-0.6%	\$1,400,000	\$1,412,500	-\$12,500	-0.9%	\$29,794,460	\$63,472,100	-\$33,677,640	-53.1%
Hana	0	3	-3	-100.0%	--	\$1,723,333	--	--	--	\$1,645,000	--	--	\$0	\$5,170,000	-\$5,170,000	-100.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	2	7	-5	-71.4%	\$12,150,000	\$2,941,571	+\$9,208,429	+313.0%	\$12,150,000	\$2,700,000	+\$9,450,000	+350.0%	\$24,300,000	\$20,591,000	+\$3,709,000	+18.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	25	30	-5	-16.7%	\$975,050	\$923,283	+\$51,767	+5.6%	\$936,000	\$910,000	+\$26,000	+2.9%	\$24,376,255	\$27,698,500	-\$3,322,245	-12.0%
Kapalua	2	4	-2	-50.0%	\$4,962,500	\$4,193,750	+\$768,750	+18.3%	\$4,962,500	\$4,300,000	+\$662,500	+15.4%	\$9,925,000	\$16,775,000	-\$6,850,000	-40.8%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	28	48	-20	-41.7%	\$1,222,464	\$1,622,373	-\$399,908	-24.6%	\$1,160,000	\$1,250,000	-\$90,000	-7.2%	\$34,229,000	\$77,873,888	-\$43,644,888	-56.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	13	10	+3	+30.0%	\$1,415,769	\$1,941,200	-\$525,431	-27.1%	\$1,305,000	\$1,673,500	-\$368,500	-22.0%	\$18,405,000	\$19,412,000	-\$1,007,000	-5.2%
Lahaina	14	9	+5	+55.6%	\$4,180,268	\$1,967,111	+\$2,213,157	+112.5%	\$2,650,000	\$2,140,000	+\$510,000	+23.8%	\$58,523,758	\$17,704,000	+\$40,819,758	+230.6%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	8	29	-21	-72.4%	\$1,560,862	\$1,043,080	+\$517,782	+49.6%	\$1,094,500	\$860,000	+\$234,500	+27.3%	\$12,486,892	\$30,249,306	-\$17,762,414	-58.7%
Maui Meadows	4	8	-4	-50.0%	\$2,442,250	\$1,998,600	+\$443,650	+22.2%	\$2,489,500	\$1,922,500	+\$567,000	+29.5%	\$9,769,000	\$15,988,800	-\$6,219,800	-38.9%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	7	8	-1	-12.5%	\$1,299,286	\$1,996,125	-\$696,839	-34.9%	\$1,350,000	\$1,503,000	-\$153,000	-10.2%	\$9,094,999	\$15,969,000	-\$6,874,001	-43.0%
Olowalu	1	0	+1	--	\$2,100,000	--	--	--	\$2,100,000	--	--	--	\$2,100,000	\$0	+\$2,100,000	--
Pukalani	6	11	-5	-45.5%	\$1,180,000	\$1,079,318	+\$100,682	+9.3%	\$1,207,500	\$850,000	+\$357,500	+42.1%	\$7,080,000	\$11,872,500	-\$4,792,500	-40.4%
Spreckelsville/Paia/Kuau	2	6	-4	-66.7%	\$1,701,802	\$2,039,167	-\$337,365	-16.5%	\$1,701,802	\$1,297,500	+\$404,302	+31.2%	\$3,403,603	\$12,235,000	-\$8,831,397	-72.2%
Wailea/Makena	6	12	-6	-50.0%	\$9,942,749	\$6,097,042	+\$3,845,707	+63.1%	\$5,750,000	\$3,293,750	+\$2,456,250	+74.6%	\$59,656,491	\$73,164,500	-\$13,508,009	-18.5%
Wailuku	35	51	-16	-31.4%	\$993,661	\$925,815	+\$67,846	+7.3%	\$950,000	\$879,653	+\$70,347	+8.0%	\$34,778,150	\$47,216,568	-\$12,438,418	-26.3%
Lanai	3	2	+1	+50.0%	\$736,667	\$667,500	+\$69,167	+10.4%	\$740,000	\$667,500	+\$72,500	+10.9%	\$2,210,000	\$1,335,000	+\$875,000	+65.5%
Molokai	6	10	-4	-40.0%	\$440,833	\$945,900	-\$505,067	-53.4%	\$365,000	\$736,000	-\$371,000	-50.4%	\$2,645,000	\$9,459,000	-\$6,814,000	-72.0%
All MLS	179	284	-105	-37.0%	\$1,914,959	\$1,641,501	+\$273,458	+16.7%	\$1,150,000	\$1,150,000	\$0	0.0%	\$342,777,608	\$466,186,162	-\$123,408,554	-26.5%

# Total Condominium Sales – Year to Date

## March 2023 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-23 YTD Sales	Mar-22 YTD Sales	Unit Change	Percent Change	Mar-23 YTD Average	Mar-22 YTD Average	Dollar Change	Percent Change	Mar-23 YTD Median	Mar-22 YTD Median	Dollar Change	Percent Change	Mar-23 YTD Volume	Mar-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	15	49	-34	-69.4%	\$1,883,933	\$1,915,406	-\$31,472	-1.6%	\$1,975,000	\$1,650,000	+\$325,000	+19.7%	\$28,259,000	\$93,854,875	-\$65,595,875	-69.9%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	7	14	-7	-50.0%	\$257,571	\$186,471	+\$71,100	+38.1%	\$275,000	\$186,500	+\$88,500	+47.5%	\$1,803,000	\$2,610,600	-\$807,600	-30.9%
Kapalua	7	18	-11	-61.1%	\$1,862,143	\$2,579,111	-\$716,968	-27.8%	\$1,695,000	\$1,450,000	+\$245,000	+16.9%	\$13,035,000	\$46,424,000	-\$33,389,000	-71.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	97	184	-87	-47.3%	\$866,360	\$776,695	+\$89,664	+11.5%	\$799,000	\$696,500	+\$102,500	+14.7%	\$84,036,900	\$142,911,937	-\$58,875,037	-41.2%
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	23	18	+5	+27.8%	\$1,051,326	\$1,329,656	-\$278,329	-20.9%	\$865,000	\$763,000	+\$102,000	+13.4%	\$24,180,500	\$23,933,799	+\$246,701	+1.0%
Maalaea	13	16	-3	-18.8%	\$778,731	\$653,390	+\$125,341	+19.2%	\$729,000	\$550,000	+\$179,000	+32.5%	\$10,123,500	\$10,454,244	-\$330,744	-3.2%
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	38	115	-77	-67.0%	\$726,079	\$789,369	-\$63,290	-8.0%	\$691,500	\$655,000	+\$36,500	+5.6%	\$27,591,000	\$90,777,400	-\$63,186,400	-69.6%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	0	+2	--	\$864,500	--	--	--	\$864,500	--	--	--	\$1,729,000	\$0	+\$1,729,000	--
Spreckelsville/Paia/Kuau	0	1	-1	-100.0%	--	\$570,000	--	--	--	\$570,000	--	--	\$0	\$570,000	-\$570,000	-100.0%
Wailea/Makena	18	42	-24	-57.1%	\$4,759,750	\$2,083,446	+\$2,676,304	+128.5%	\$2,456,250	\$1,575,000	+\$881,250	+56.0%	\$85,675,500	\$87,504,750	-\$1,829,250	-2.1%
Wailuku	13	30	-17	-56.7%	\$525,000	\$544,433	-\$19,433	-3.6%	\$490,000	\$461,000	+\$29,000	+6.3%	\$6,825,000	\$16,333,000	-\$9,508,000	-58.2%
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	8	12	-4	-33.3%	\$332,688	\$225,167	+\$107,521	+47.8%	\$365,000	\$247,500	+\$117,500	+47.5%	\$2,661,500	\$2,702,000	-\$40,500	-1.5%
All MLS	242	504	-262	-52.0%	\$1,188,305	\$1,037,473	+\$150,832	+14.5%	\$800,000	\$750,000	+\$50,000	+6.7%	\$287,569,900	\$522,886,605	-\$235,316,705	-45.0%

# Fee Simple Condominium Sales – Year to Date

March 2023 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-23 YTD Sales	Mar-22 YTD Sales	Unit Change	Percent Change	Mar-23 YTD Average	Mar-22 YTD Average	Dollar Change	Percent Change	Mar-23 YTD Median	Mar-22 YTD Median	Dollar Change	Percent Change	Mar-23 YTD Volume	Mar-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	12	45	-33	-73.3%	\$2,146,583	\$2,032,086	+\$114,497	+5.6%	\$1,995,000	\$1,675,000	+\$320,000	+19.1%	\$25,759,000	\$91,443,875	-\$65,684,875	-71.8%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	7	14	-7	-50.0%	\$257,571	\$186,471	+\$71,100	+38.1%	\$275,000	\$186,500	+\$88,500	+47.5%	\$1,803,000	\$2,610,600	-\$807,600	-30.9%
Kapalua	7	18	-11	-61.1%	\$1,862,143	\$2,579,111	-\$716,968	-27.8%	\$1,695,000	\$1,450,000	+\$245,000	+16.9%	\$13,035,000	\$46,424,000	-\$33,389,000	-71.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	95	180	-85	-47.2%	\$869,431	\$778,289	+\$91,142	+11.7%	\$799,000	\$695,000	+\$104,000	+15.0%	\$82,595,900	\$140,091,937	-\$57,496,037	-41.0%
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	21	18	+3	+16.7%	\$1,115,738	\$1,329,656	-\$213,917	-16.1%	\$866,500	\$763,000	+\$103,500	+13.6%	\$23,430,500	\$23,933,799	-\$503,299	-2.1%
Maalaea	5	11	-6	-54.5%	\$991,500	\$760,113	+\$231,387	+30.4%	\$915,000	\$635,244	+\$279,756	+44.0%	\$4,957,500	\$8,361,244	-\$3,403,744	-40.7%
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	29	99	-70	-70.7%	\$775,966	\$734,303	+\$41,662	+5.7%	\$750,000	\$657,000	+\$93,000	+14.2%	\$22,503,000	\$72,696,000	-\$50,193,000	-69.0%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	0	+2	--	\$864,500	--	--	--	\$864,500	--	--	--	\$1,729,000	\$0	+\$1,729,000	--
Spreckelsville/Paia/Kuau	0	1	-1	-100.0%	--	\$570,000	--	--	--	\$570,000	--	--	\$0	\$570,000	-\$570,000	-100.0%
Wailea/Makena	18	42	-24	-57.1%	\$4,759,750	\$2,083,446	+\$2,676,304	+128.5%	\$2,456,250	\$1,575,000	+\$881,250	+56.0%	\$85,675,500	\$87,504,750	-\$1,829,250	-2.1%
Wailuku	13	30	-17	-56.7%	\$525,000	\$544,433	-\$19,433	-3.6%	\$490,000	\$461,000	+\$29,000	+6.3%	\$6,825,000	\$16,333,000	-\$9,508,000	-58.2%
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	7	10	-3	-30.0%	\$358,786	\$251,800	+\$106,986	+42.5%	\$380,000	\$262,500	+\$117,500	+44.8%	\$2,511,500	\$2,518,000	-\$6,500	-0.3%
All MLS	217	473	-256	-54.1%	\$1,255,645	\$1,051,368	+\$204,276	+19.4%	\$832,500	\$756,000	+\$76,500	+10.1%	\$272,474,900	\$497,297,205	-\$224,822,305	-45.2%

# Leasehold Condominium Sales – Year to Date

March 2023 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-23 YTD Sales	Mar-22 YTD Sales	Unit Change	Percent Change	Mar-23 YTD Average	Mar-22 YTD Average	Dollar Change	Percent Change	Mar-23 YTD Median	Mar-22 YTD Median	Dollar Change	Percent Change	Mar-23 YTD Volume	Mar-22 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	3	4	-1	-25.0%	\$833,333	\$602,750	+\$230,583	+38.3%	\$650,000	\$565,500	+\$84,500	+14.9%	\$2,500,000	\$2,411,000	+\$89,000	+3.7%
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	2	4	-2	-50.0%	\$720,500	\$705,000	+\$15,500	+2.2%	\$720,500	\$779,000	-\$58,500	-7.5%	\$1,441,000	\$2,820,000	-\$1,379,000	-48.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	2	0	+2	--	\$375,000	--	--	--	\$375,000	--	--	--	\$750,000	\$0	+\$750,000	--
Maalaea	8	5	+3	+60.0%	\$645,750	\$418,600	+\$227,150	+54.3%	\$667,500	\$430,000	+\$237,500	+55.2%	\$5,166,000	\$2,093,000	+\$3,073,000	+146.8%
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	9	16	-7	-43.8%	\$565,333	\$1,130,088	-\$564,754	-50.0%	\$375,000	\$453,000	-\$78,000	-17.2%	\$5,088,000	\$18,081,400	-\$12,993,400	-71.9%
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	2	-1	-50.0%	\$150,000	\$92,000	+\$58,000	+63.0%	\$150,000	\$92,000	+\$58,000	+63.0%	\$150,000	\$184,000	-\$34,000	-18.5%
All MLS	25	31	-6	-19.4%	\$603,800	\$825,465	-\$221,665	-26.9%	\$575,000	\$486,000	+\$89,000	+18.3%	\$15,095,000	\$25,589,400	-\$10,494,400	-41.0%

# Land Sales – Year to Date

March 2023 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-23 YTD Sales	Mar-22 YTD Sales	Unit Change	Percent Change	Mar-23 YTD Average	Mar-22 YTD Average	Dollar Change	Percent Change	Mar-23 YTD Median	Mar-22 YTD Median	Dollar Change	Percent Change	Mar-23 YTD Volume	Mar-22 YTD Volume	Dollar Change	Percent Change
Haiku	7	9	-2	-22.2%	\$679,294	\$1,015,889	-\$336,595	-33.1%	\$706,500	\$900,000	-\$193,500	-21.5%	\$6,475,765	\$9,143,000	-\$2,667,235	-29.2%
Hana	6	2	+4	+200.0%	\$565,833	\$1,925,000	-\$1,359,167	-70.6%	\$582,500	\$1,925,000	-\$1,342,500	-69.7%	\$3,395,000	\$3,850,000	-\$455,000	-11.8%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	5	11	-6	-54.5%	\$2,728,200	\$1,116,591	+\$1,611,609	+144.3%	\$940,000	\$647,500	+\$292,500	+45.2%	\$13,641,000	\$12,282,500	+\$1,358,500	+11.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	10	-10	-100.0%	--	\$1,641,250	--	--	--	\$1,281,500	--	--	\$0	\$16,412,500	-\$16,412,500	-100.0%
Kaupo	0	3	-3	-100.0%	--	\$382,333	--	--	--	\$320,000	--	--	\$0	\$1,147,000	-\$1,147,000	-100.0%
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	0	5	-5	-100.0%	--	\$1,220,000	--	--	--	\$1,200,000	--	--	\$0	\$6,100,000	-\$6,100,000	-100.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	7	12	-5	-41.7%	\$1,593,643	\$830,667	+\$762,976	+91.9%	\$1,350,000	\$804,500	+\$545,500	+67.8%	\$11,155,500	\$9,968,000	+\$1,187,500	+11.9%
Lahaina	0	3	-3	-100.0%	--	\$811,667	--	--	--	\$825,000	--	--	\$0	\$2,435,000	-\$2,435,000	-100.0%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	3	2	+1	+50.0%	\$1,133,333	\$636,000	+\$497,333	+78.2%	\$1,300,000	\$636,000	+\$664,000	+104.4%	\$3,400,000	\$1,272,000	+\$2,128,000	+167.3%
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	1	-1	-100.0%	--	\$5,000,000	--	--	--	\$5,000,000	--	--	\$0	\$5,000,000	-\$5,000,000	-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	1	-1	-100.0%	--	\$452,000	--	--	--	\$452,000	--	--	\$0	\$452,000	-\$452,000	-100.0%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	2	1	+1	+100.0%	\$4,250,000	\$975,000	+\$3,275,000	+335.9%	\$4,250,000	\$975,000	+\$3,275,000	+335.9%	\$8,500,000	\$975,000	+\$7,525,000	+771.8%
Wailuku	17	3	+14	+466.7%	\$551,706	\$241,667	+\$310,039	+128.3%	\$550,000	\$225,000	+\$325,000	+144.4%	\$9,379,000	\$725,000	+\$8,654,000	+1,193.7%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	2	11	-9	-81.8%	\$182,500	\$177,955	+\$4,545	+2.6%	\$182,500	\$165,000	+\$17,500	+10.6%	\$365,000	\$1,957,500	-\$1,592,500	-81.4%
All MLS	50	77	-27	-35.1%	\$1,116,148	\$969,188	+\$146,960	+15.2%	\$625,000	\$777,000	-\$152,000	-19.6%	\$57,091,265	\$74,627,500	-\$17,536,235	-23.5%