

Monthly Indicators



February 2018

The three most prominent national market trends for residential real estate are the ongoing lack of abundant inventory, the steadily upward movement of home prices and year-over-year declines in home sales. Sales declines are a natural result of there being fewer homes for sale, but higher prices often indicate higher demand leading to competitive bidding. Markets are poised for increased supply, so there is hope that more sellers will take advantage of what appears to be a ready and willing buyer base.

New Listings decreased 8.3 percent for Single Family homes and 6.5 percent for Condominium homes. Pending Sales decreased 11.3 percent for Single Family homes but increased 26.4 percent for Condominium homes. Inventory decreased 13.5 percent for Single Family homes and 25.6 percent for Condominium homes.

Median Sales Price increased 1.8 percent to \$685,000 for Single Family homes and 1.6 percent to \$472,500 for Condominium homes. Days on Market decreased 10.5 percent for Single Family homes but increased 2.0 percent for Condominium homes. Months Supply of Inventory decreased 22.9 percent for Single Family homes and 33.8 percent for Condominium homes.

In February, prevailing mortgage rates continued to rise. This has a notable impact on housing affordability and can leave consumers choosing between higher payments or lower-priced homes. According to the Mortgage Bankers Association, the average rate for 30-year fixed-rate mortgages with a 20 percent down payment that qualify for backing by Fannie Mae and Freddie Mac rose to its highest level since January 2014. A 4.5 or 4.6 percent rate might not seem high to those with extensive real estate experience, but it is newly high for many potential first-time home buyers. Upward rate pressure is likely to continue as long as the economy fares well.

Quick Facts

+ 28.2%	+ 9.3%	- 18.6%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	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	2-2017	2-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		132	121	- 8.3%	289	255	- 11.8%
Pending Sales		106	94	- 11.3%	190	205	+ 7.9%
Closed Sales		63	95	+ 50.8%	129	182	+ 41.1%
Days on Market Until Sale		153	137	- 10.5%	150	143	- 4.7%
Median Sales Price		\$672,575	\$685,000	+ 1.8%	\$665,000	\$689,272	+ 3.6%
Average Sales Price		\$1,023,982	\$1,198,701	+ 17.1%	\$1,028,387	\$1,176,344	+ 14.4%
Percent of List Price Received		96.1%	97.1%	+ 1.0%	96.7%	97.0%	+ 0.3%
Housing Affordability Index		51	50	- 2.0%	52	49	- 5.8%
Inventory of Homes for Sale		602	521	- 13.5%	—	—	—
Months Supply of Inventory		7.0	5.4	- 22.9%	—	—	—

Condominium Market Overview

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



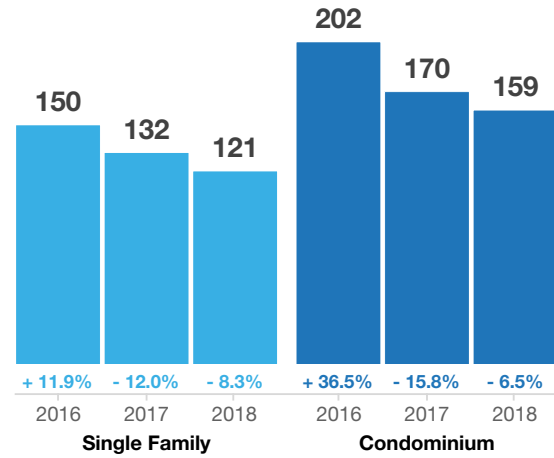
Key Metrics	Historical Sparkbars	2-2017	2-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		170	159	- 6.5%	342	357	+ 4.4%
Pending Sales		121	153	+ 26.4%	261	305	+ 16.9%
Closed Sales		112	122	+ 8.9%	209	242	+ 15.8%
Days on Market Until Sale		151	154	+ 2.0%	155	165	+ 6.5%
Median Sales Price		\$465,000	\$472,500	+ 1.6%	\$484,000	\$490,363	+ 1.3%
Average Sales Price		\$723,978	\$700,758	- 3.2%	\$692,268	\$676,501	- 2.3%
Percent of List Price Received		96.6%	96.3%	- 0.3%	96.4%	96.7%	+ 0.3%
Housing Affordability Index		74	72	- 2.7%	71	69	- 2.8%
Inventory of Homes for Sale		879	654	- 25.6%	—	—	—
Months Supply of Inventory		7.7	5.1	- 33.8%	—	—	—

New Listings

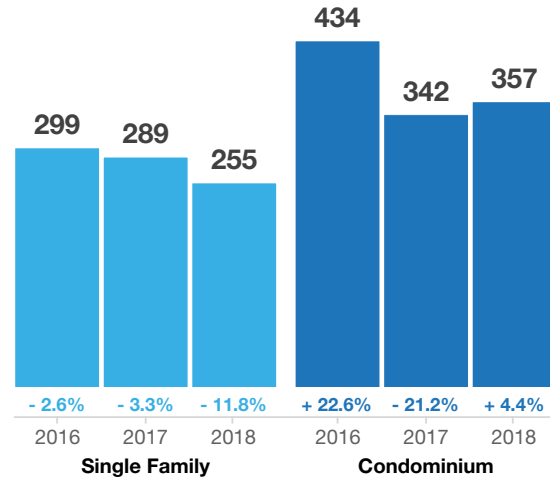
A count of the properties that have been newly listed on the market in a given month.



February

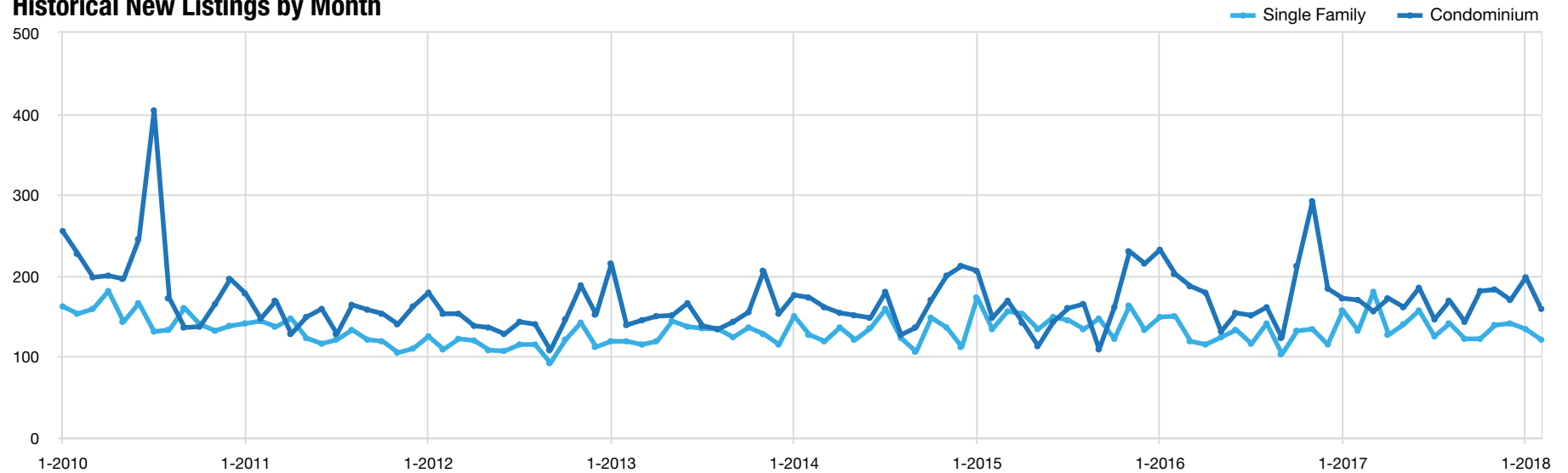


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2017	180	+ 51.3%	156	- 16.6%
Apr-2017	127	+ 10.4%	172	- 3.9%
May-2017	140	+ 12.9%	161	+ 22.9%
Jun-2017	157	+ 18.0%	185	+ 20.1%
Jul-2017	125	+ 7.8%	146	- 3.3%
Aug-2017	141	0.0%	169	+ 5.0%
Sep-2017	122	+ 18.4%	143	+ 16.3%
Oct-2017	122	- 7.6%	181	- 14.6%
Nov-2017	139	+ 3.7%	183	- 37.3%
Dec-2017	141	+ 22.6%	170	- 7.6%
Jan-2018	134	- 14.6%	198	+ 15.1%
Feb-2018	121	- 8.3%	159	- 6.5%
12-Month Avg	137	+ 7.9%	169	- 4.0%

Historical New Listings by Month

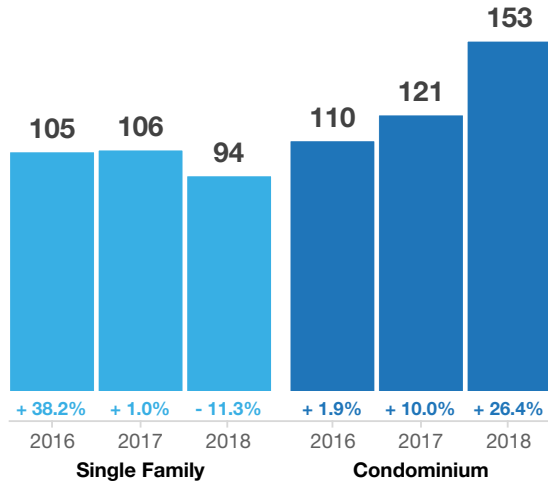


Pending Sales

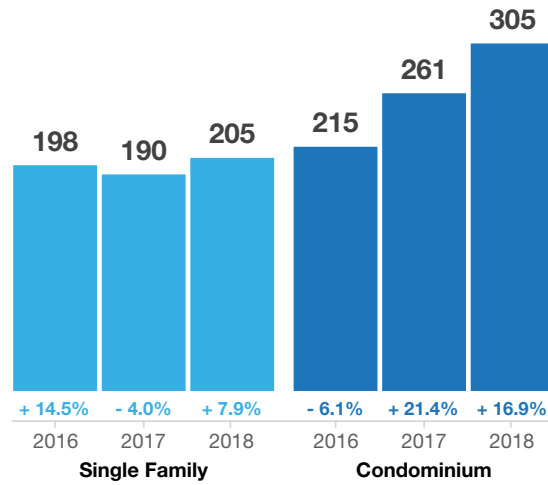
A count of the properties on which offers have been accepted in a given month.



February

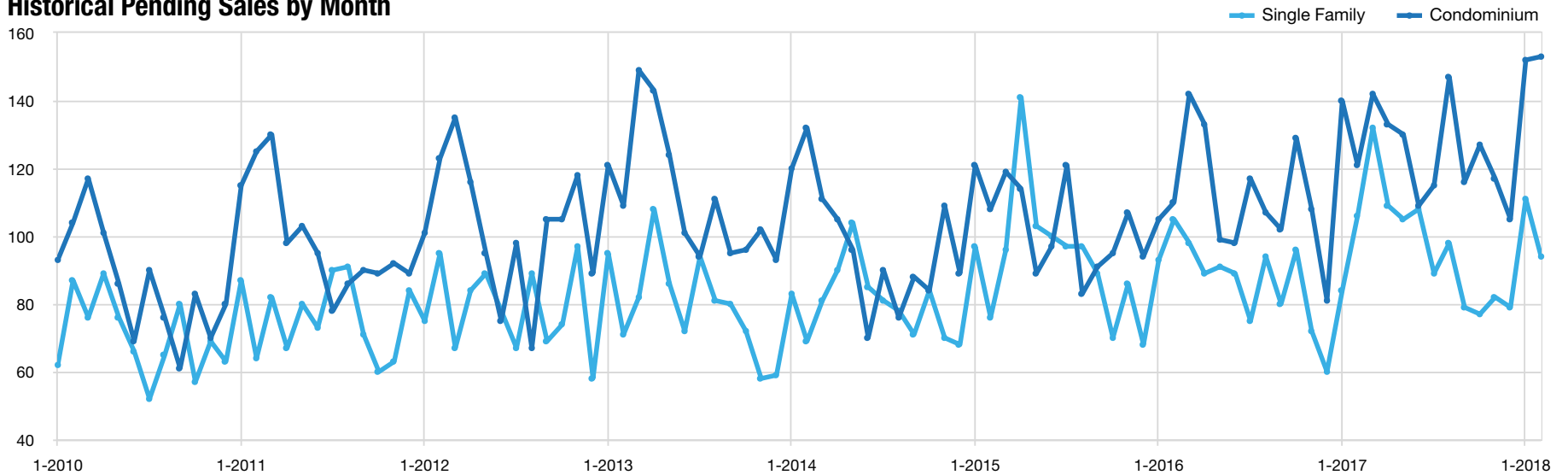


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2017	132	+ 34.7%	142	0.0%
Apr-2017	109	+ 22.5%	133	0.0%
May-2017	105	+ 15.4%	130	+ 31.3%
Jun-2017	108	+ 21.3%	109	+ 11.2%
Jul-2017	89	+ 18.7%	115	- 1.7%
Aug-2017	98	+ 4.3%	147	+ 37.4%
Sep-2017	79	- 1.3%	116	+ 13.7%
Oct-2017	77	- 19.8%	127	- 1.6%
Nov-2017	82	+ 13.9%	117	+ 8.3%
Dec-2017	79	+ 31.7%	105	+ 29.6%
Jan-2018	111	+ 32.1%	152	+ 8.6%
Feb-2018	94	- 11.3%	153	+ 26.4%
12-Month Avg	97	+ 12.8%	129	+ 12.2%

Historical Pending Sales by Month

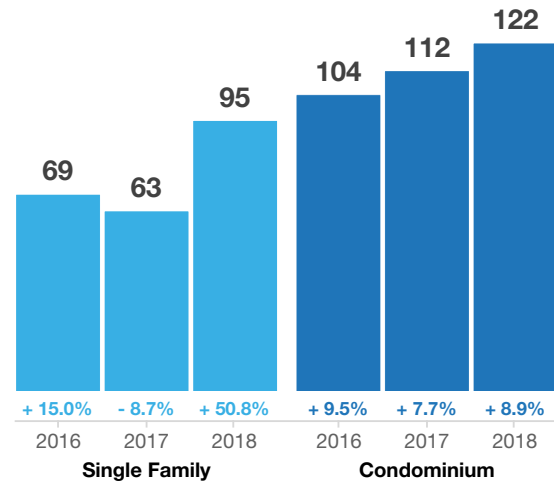


Closed Sales

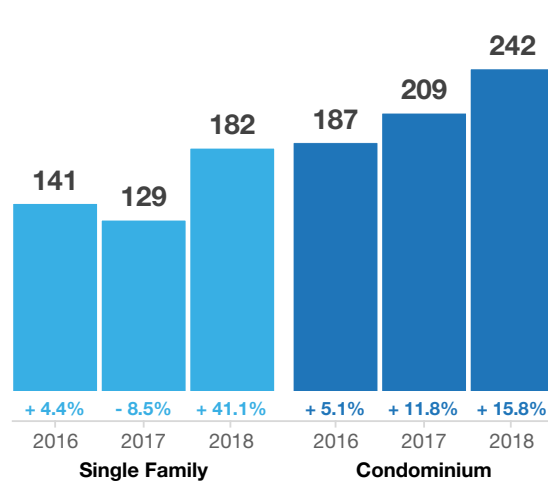
A count of the actual sales that closed in a given month.



February

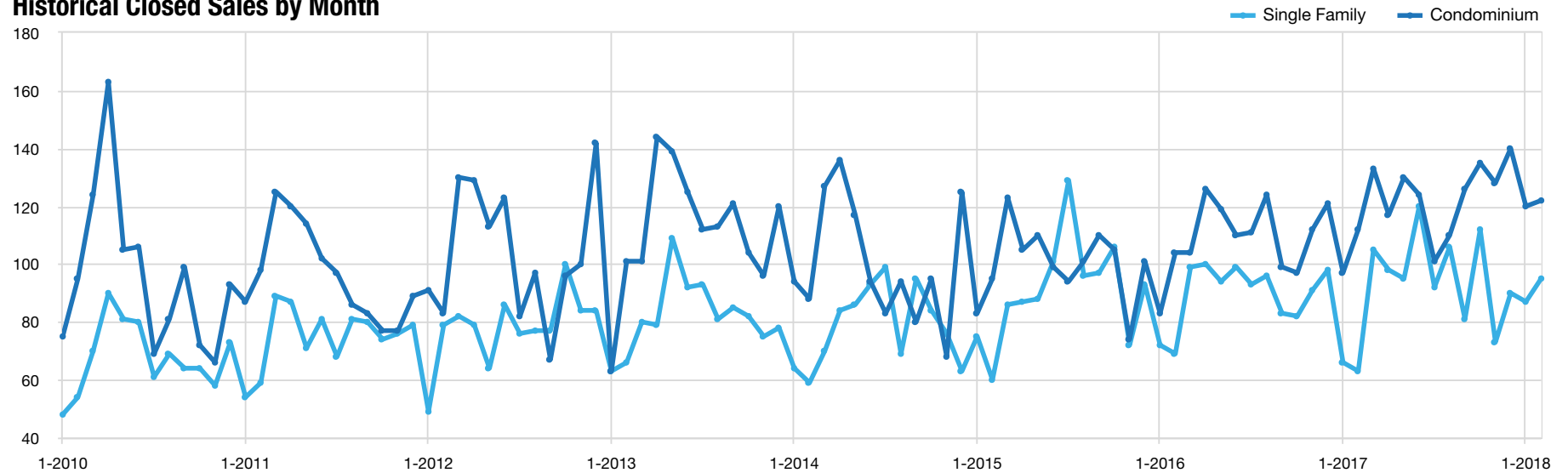


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2017	105	+ 6.1%	133	+ 27.9%
Apr-2017	98	- 2.0%	117	- 7.1%
May-2017	95	+ 1.1%	130	+ 9.2%
Jun-2017	120	+ 21.2%	124	+ 12.7%
Jul-2017	92	- 1.1%	101	- 9.0%
Aug-2017	106	+ 10.4%	110	- 11.3%
Sep-2017	81	- 2.4%	126	+ 27.3%
Oct-2017	112	+ 36.6%	135	+ 39.2%
Nov-2017	73	- 19.8%	128	+ 14.3%
Dec-2017	90	- 8.2%	140	+ 15.7%
Jan-2018	87	+ 31.8%	120	+ 23.7%
Feb-2018	95	+ 50.8%	122	+ 8.9%
12-Month Avg	96	+ 7.9%	124	+ 11.7%

Historical Closed Sales by Month

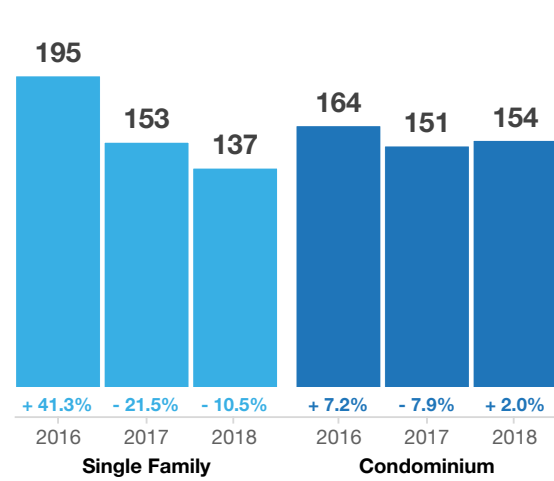


Days on Market Until Sale

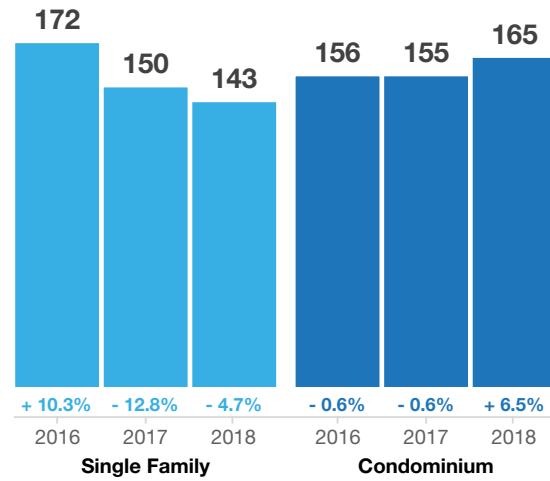
Average number of days between when a property is listed and when it closed in a given month.



February



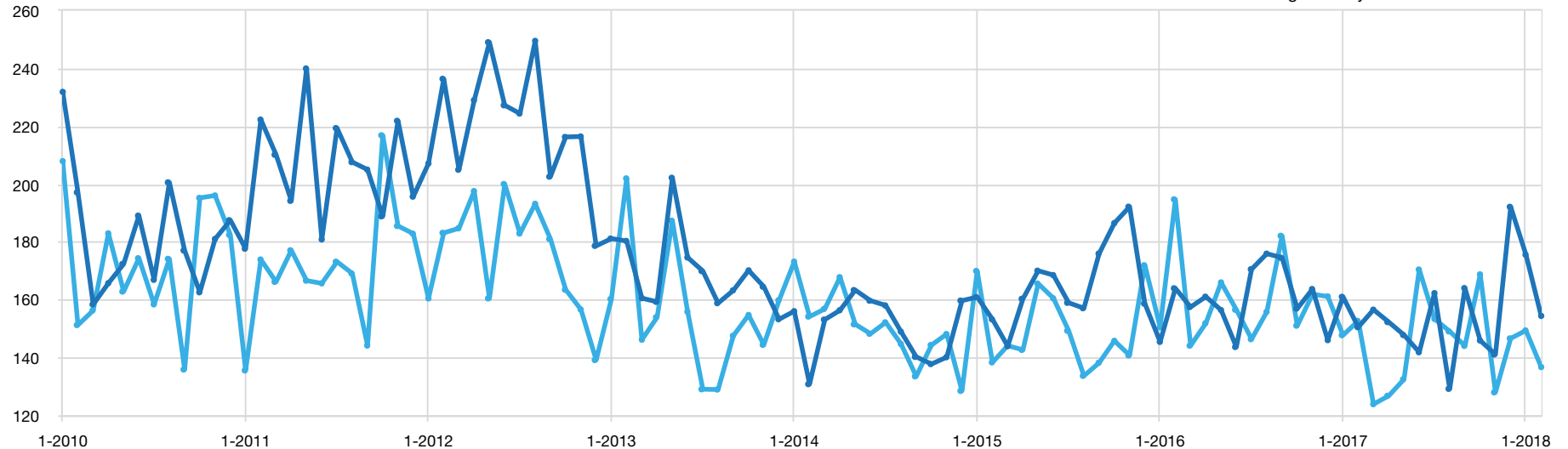
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2017	124	-13.9%	157	0.0%
Apr-2017	127	-16.4%	152	-5.6%
May-2017	132	-20.5%	148	-5.1%
Jun-2017	170	+8.3%	142	-1.4%
Jul-2017	153	+4.8%	162	-5.3%
Aug-2017	149	-4.5%	129	-26.7%
Sep-2017	144	-20.9%	164	-6.3%
Oct-2017	169	+11.9%	146	-7.0%
Nov-2017	128	-21.0%	141	-14.0%
Dec-2017	147	-8.7%	192	+31.5%
Jan-2018	149	+0.7%	176	+9.3%
Feb-2018	137	-10.5%	154	+2.0%
12-Month Avg*	145	-7.3%	156	-2.6%

* Days on Market for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

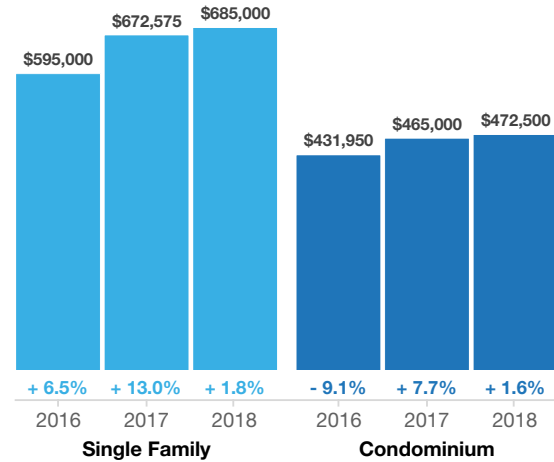


Median Sales Price

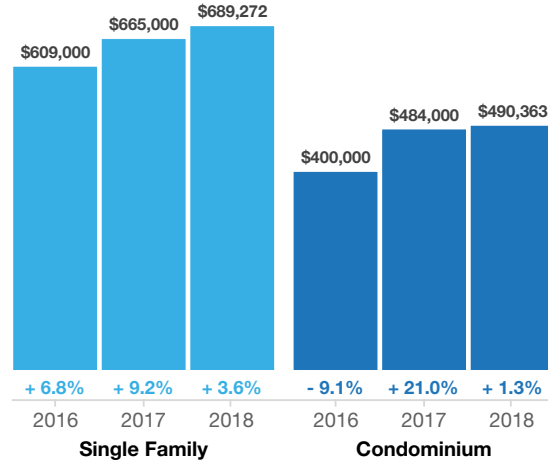
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



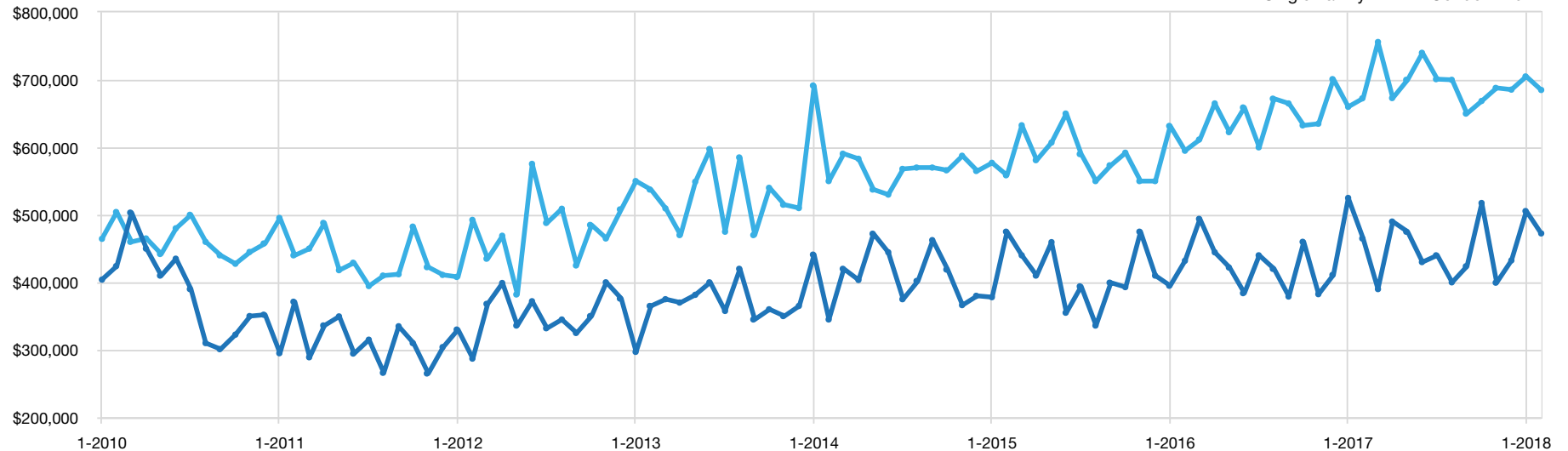
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2017	\$756,000	+ 23.6%	\$390,000	- 21.1%
Apr-2017	\$673,000	+ 1.2%	\$490,000	+ 10.2%
May-2017	\$700,000	+ 12.4%	\$475,000	+ 12.6%
Jun-2017	\$740,000	+ 12.3%	\$430,000	+ 12.0%
Jul-2017	\$701,000	+ 16.8%	\$440,000	0.0%
Aug-2017	\$700,000	+ 4.2%	\$400,000	- 4.8%
Sep-2017	\$650,000	- 2.3%	\$423,750	+ 11.8%
Oct-2017	\$668,675	+ 5.7%	\$517,500	+ 12.5%
Nov-2017	\$688,000	+ 8.3%	\$399,500	+ 4.4%
Dec-2017	\$685,500	- 2.2%	\$432,500	+ 5.2%
Jan-2018	\$705,000	+ 6.8%	\$505,563	- 3.7%
Feb-2018	\$685,000	+ 1.8%	\$472,500	+ 1.6%
12-Month Avg*	\$695,000	+ 6.9%	\$448,250	+ 5.5%

* Median Sales Price for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

Historical Median Sales Price by Month

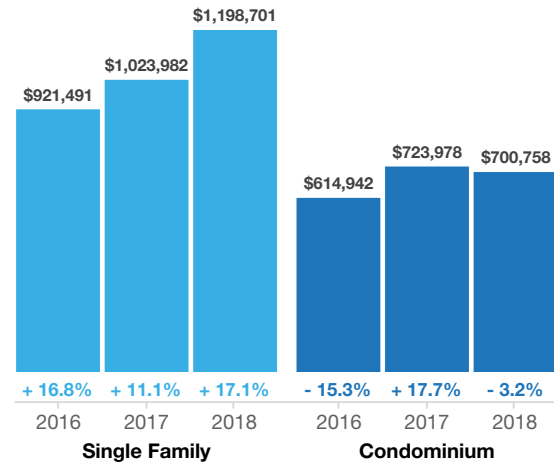


Average Sales Price

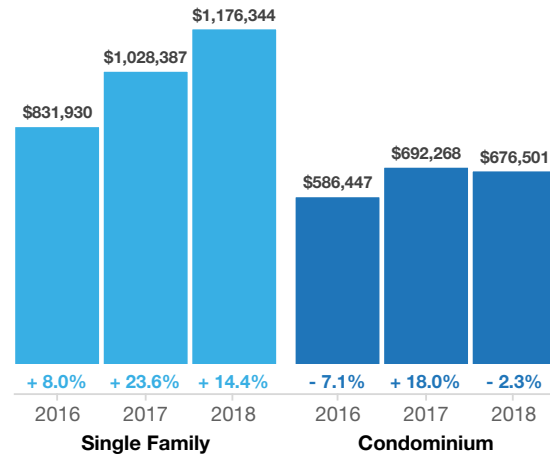
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



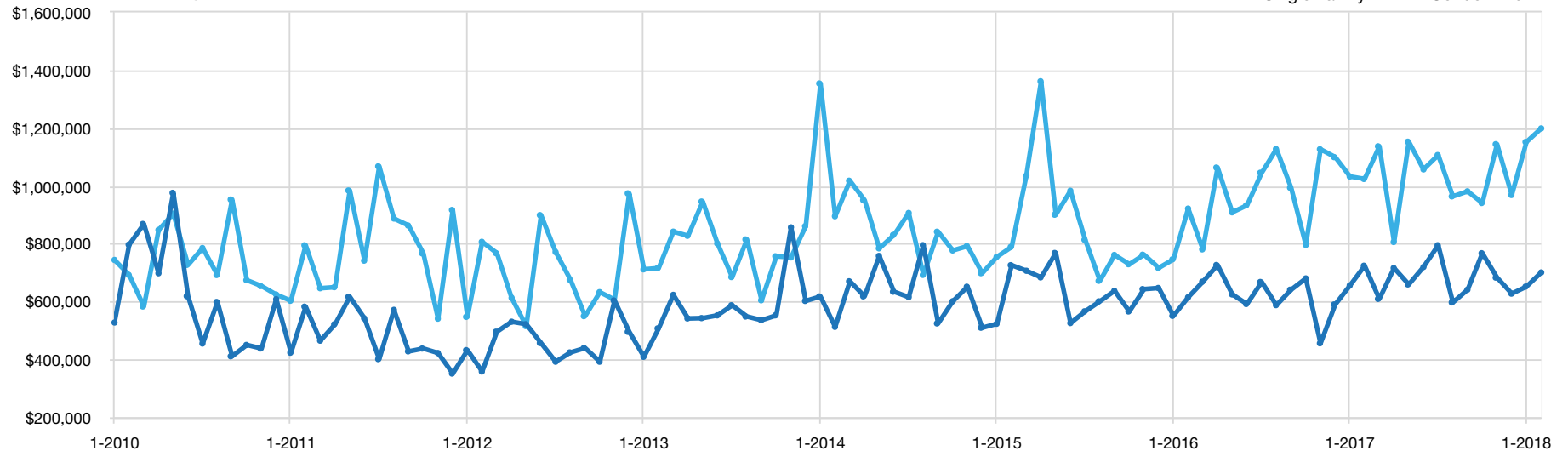
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2017	\$1,136,899	+ 45.7%	\$609,385	- 8.9%
Apr-2017	\$806,109	- 24.2%	\$715,983	- 1.4%
May-2017	\$1,152,746	+ 26.9%	\$659,405	+ 5.5%
Jun-2017	\$1,057,009	+ 13.3%	\$719,692	+ 21.7%
Jul-2017	\$1,106,498	+ 5.8%	\$794,823	+ 19.0%
Aug-2017	\$963,743	- 14.5%	\$597,209	+ 1.6%
Sep-2017	\$981,276	- 1.2%	\$641,318	+ 0.0%
Oct-2017	\$940,865	+ 18.2%	\$767,237	+ 12.8%
Nov-2017	\$1,144,137	+ 1.6%	\$683,017	+ 49.8%
Dec-2017	\$968,559	- 11.9%	\$627,597	+ 6.4%
Jan-2018	\$1,151,931	+ 11.6%	\$651,841	- 0.6%
Feb-2018	\$1,198,701	+ 17.1%	\$700,758	- 3.2%
12-Month Avg*	\$1,047,077	+ 5.4%	\$679,097	+ 7.2%

* Avg. Sales Price for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month

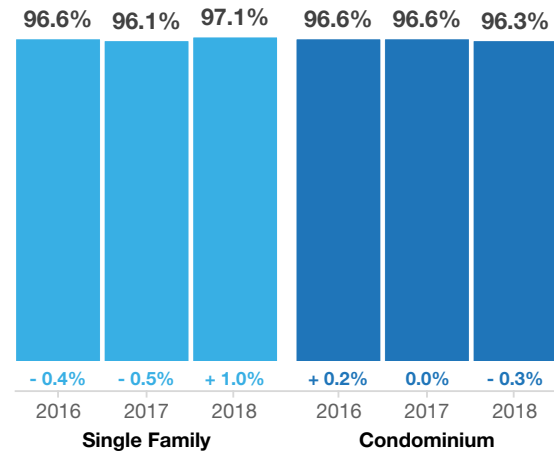


Percent of List Price Received

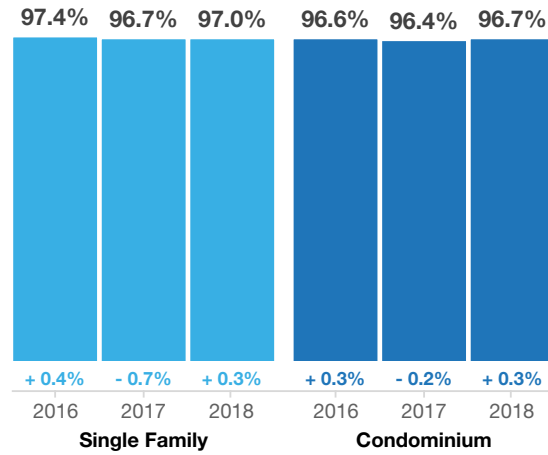
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



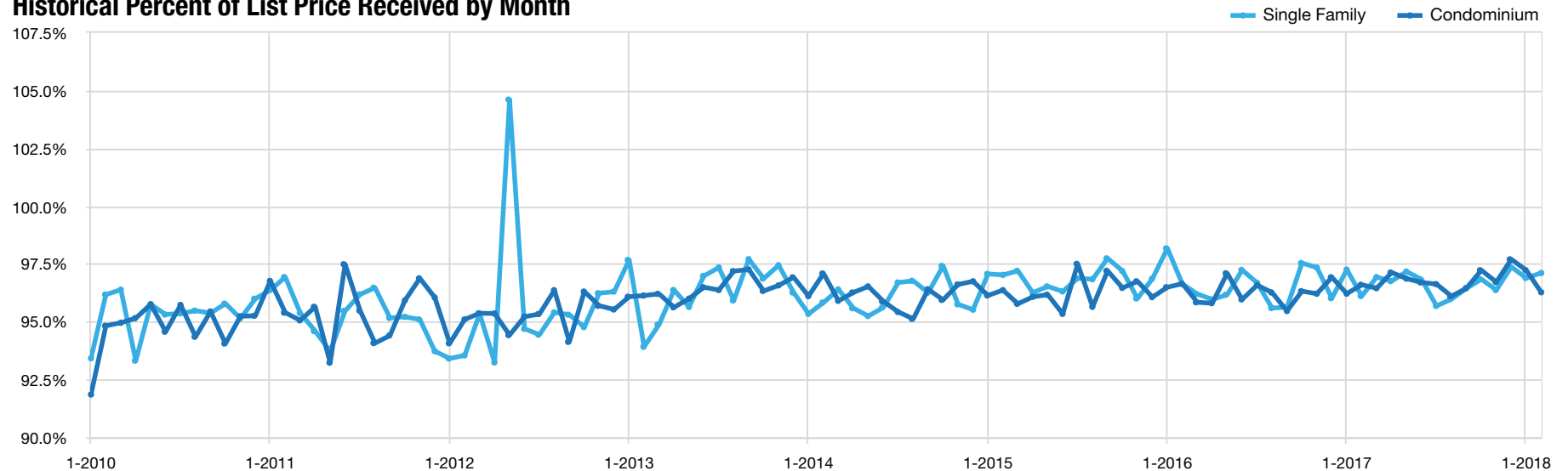
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2017	96.9%	+ 0.7%	96.4%	+ 0.6%
Apr-2017	96.8%	+ 0.8%	97.1%	+ 1.4%
May-2017	97.2%	+ 1.0%	96.9%	- 0.2%
Jun-2017	96.8%	- 0.4%	96.7%	+ 0.7%
Jul-2017	95.7%	- 1.0%	96.6%	0.0%
Aug-2017	96.0%	+ 0.4%	96.1%	- 0.2%
Sep-2017	96.4%	+ 0.8%	96.5%	+ 1.0%
Oct-2017	96.8%	- 0.7%	97.2%	+ 0.9%
Nov-2017	96.4%	- 0.9%	96.7%	+ 0.5%
Dec-2017	97.4%	+ 1.5%	97.7%	+ 0.8%
Jan-2018	96.9%	- 0.4%	97.2%	+ 1.0%
Feb-2018	97.1%	+ 1.0%	96.3%	- 0.3%
12-Month Avg*	96.7%	+ 0.3%	96.8%	+ 0.5%

* Pct. of List Price Received for all properties from March 2017 through February 2018. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

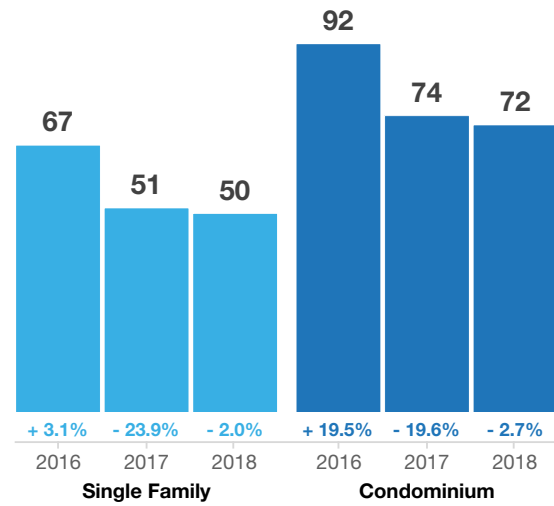


Housing Affordability Index

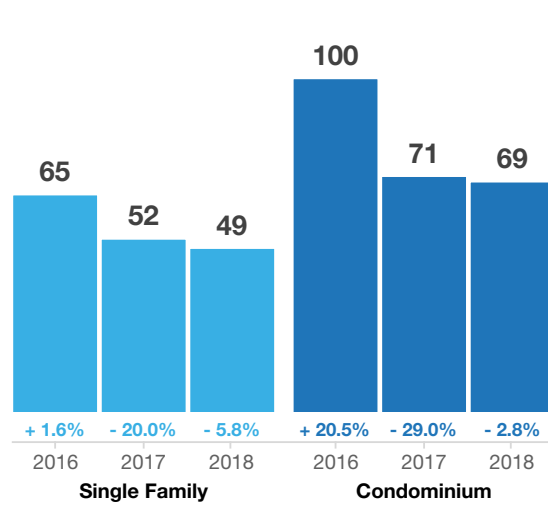
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February

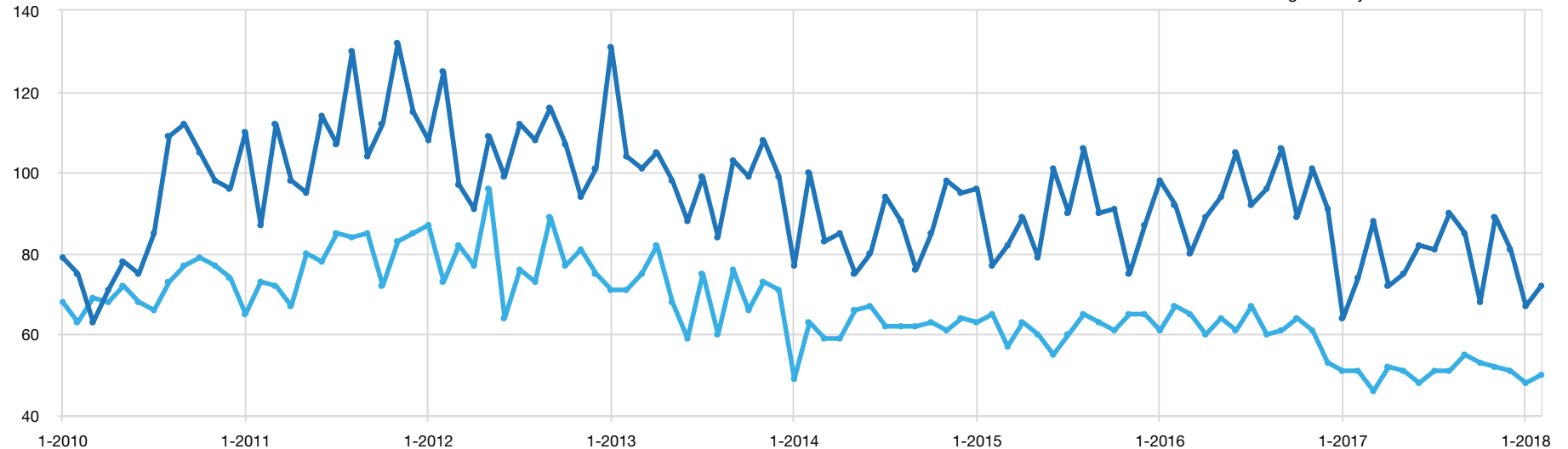


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2017	46	-29.2%	88	+10.0%
Apr-2017	52	-13.3%	72	-19.1%
May-2017	51	-20.3%	75	-20.2%
Jun-2017	48	-21.3%	82	-21.9%
Jul-2017	51	-23.9%	81	-12.0%
Aug-2017	51	-15.0%	90	-6.3%
Sep-2017	55	-9.8%	85	-19.8%
Oct-2017	53	-17.2%	68	-23.6%
Nov-2017	52	-14.8%	89	-11.9%
Dec-2017	51	-3.8%	81	-11.0%
Jan-2018	48	-5.9%	67	+4.7%
Feb-2018	50	-2.0%	72	-2.7%
12-Month Avg	51	-15.0%	79	-12.2%

Historical Housing Affordability Index by Month

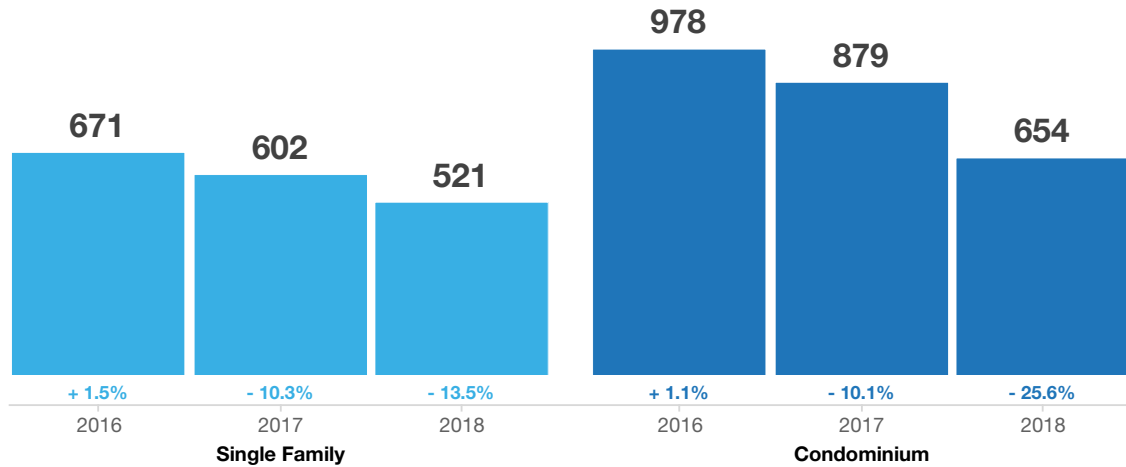


Inventory of Homes for Sale

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

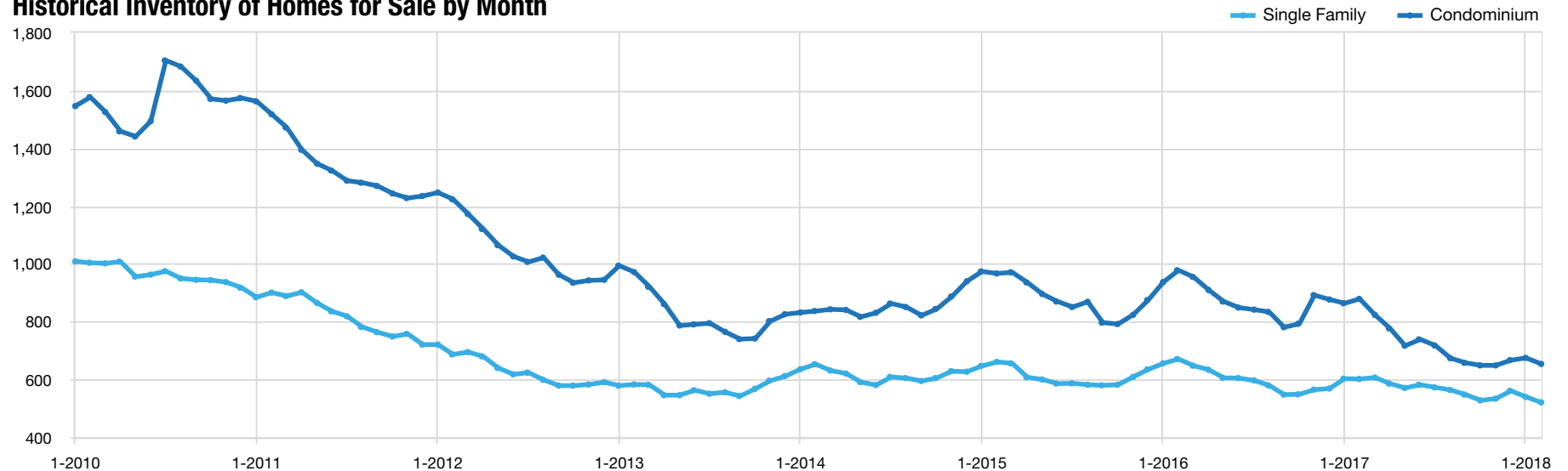


February



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2017	607	- 6.3%	824	- 13.7%
Apr-2017	586	- 7.6%	777	- 14.6%
May-2017	571	- 5.8%	717	- 17.6%
Jun-2017	582	- 3.8%	739	- 13.0%
Jul-2017	573	- 4.0%	718	- 14.7%
Aug-2017	564	- 2.8%	674	- 19.2%
Sep-2017	548	0.0%	658	- 15.7%
Oct-2017	528	- 3.8%	649	- 18.2%
Nov-2017	534	- 5.5%	649	- 27.2%
Dec-2017	561	- 1.4%	667	- 23.9%
Jan-2018	540	- 10.4%	675	- 21.9%
Feb-2018	521	- 13.5%	654	- 25.6%
12-Month Avg	560	- 5.4%	700	- 18.8%

Historical Inventory of Homes for Sale by Month

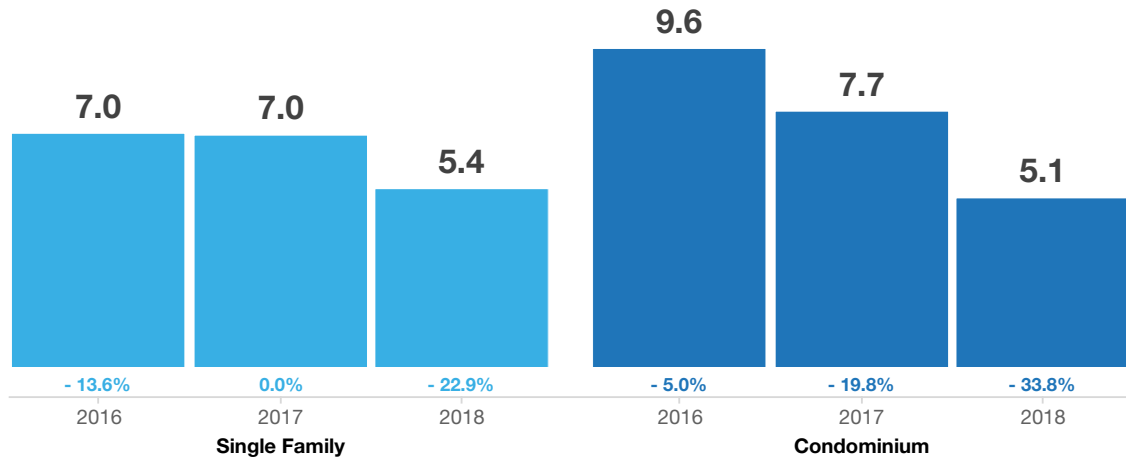


Months Supply of Inventory

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.



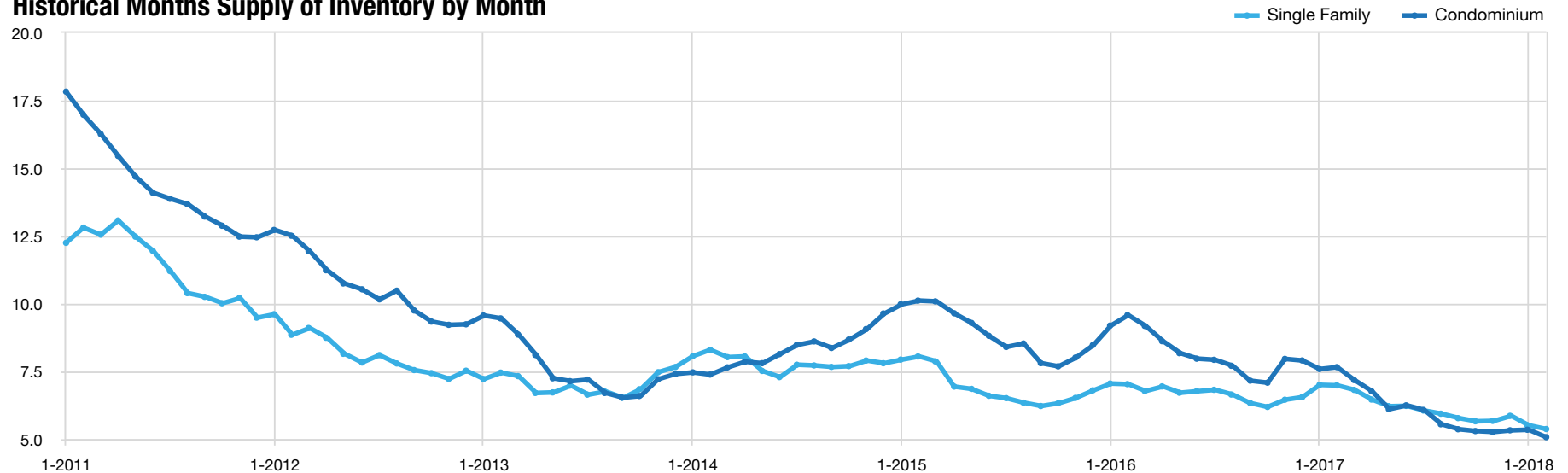
February



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Mar-2017	6.8	0.0%	7.2	- 21.7%
Apr-2017	6.5	- 5.8%	6.8	- 20.9%
May-2017	6.2	- 7.5%	6.1	- 25.6%
Jun-2017	6.2	- 8.8%	6.2	- 22.5%
Jul-2017	6.1	- 10.3%	6.1	- 22.8%
Aug-2017	5.9	- 10.6%	5.6	- 27.3%
Sep-2017	5.8	- 7.9%	5.4	- 25.0%
Oct-2017	5.7	- 8.1%	5.3	- 25.4%
Nov-2017	5.7	- 12.3%	5.3	- 33.8%
Dec-2017	5.9	- 10.6%	5.3	- 32.9%
Jan-2018	5.5	- 21.4%	5.4	- 28.9%
Feb-2018	5.4	- 22.9%	5.1	- 33.8%
12-Month Avg*	6.0	- 10.7%	5.8	- 26.7%

* Months Supply for all properties from March 2017 through February 2018. 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	2-2017	2-2018	% Change	YTD 2017	YTD 2018	% Change
New Listings		335	305	- 9.0%	703	720	+ 2.4%
Pending Sales		241	256	+ 6.2%	475	537	+ 13.1%
Closed Sales		181	232	+ 28.2%	357	457	+ 28.0%
Days on Market Until Sale		149	150	+ 0.7%	155	163	+ 5.2%
Median Sales Price		\$575,000	\$628,500	+ 9.3%	\$577,700	\$620,000	+ 7.3%
Average Sales Price		\$822,936	\$909,965	+ 10.6%	\$798,663	\$879,743	+ 10.2%
Percent of List Price Received		96.4%	96.3%	- 0.1%	96.4%	96.6%	+ 0.2%
Housing Affordability Index		60	54	- 10.0%	60	55	- 8.3%
Inventory of Homes for Sale		1,875	1,527	- 18.6%	—	—	—
Months Supply of Inventory		8.6	6.3	- 26.7%	—	—	—

Single Family Monthly Sales Volume

February 2018



February 2018		January 2018		February 2017		
Area Name	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price

Haiku	8	\$7,896,500	\$737,500	7	\$5,972,000	\$765,000
Hana	3	\$4,349,995	\$650,000	1	\$760,000	\$760,000
Honokohau	0	--	--	0	--	--
Kaanapali	2	\$3,950,000	\$1,975,000	2	\$5,355,000	\$2,677,500
Kahakuloa	1	\$890,000	\$890,000	0	--	--
Kahului	21	\$14,727,919	\$688,000	16	\$10,643,607	\$659,500
Kapalua	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--
Keanae	0	--	--	0	--	--
Kihei	17	\$34,240,998	\$685,000	9	\$7,527,920	\$673,000
Kipahulu	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	5	\$5,290,500	\$1,050,000	9	\$9,000,000	\$975,000
Lahaina	6	\$13,941,000	\$2,190,000	6	\$17,814,900	\$855,000
Maalaea	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	4	\$3,436,500	\$823,750	4	\$2,130,450	\$502,750
Maui Meadows	0	--	--	3	\$2,680,000	\$900,000
Nahiku	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$1,500,000	\$750,000	1	\$4,050,000	\$4,050,000
Olowalu	0	--	--	0	--	--
Pukalani	2	\$1,265,000	\$632,500	2	\$1,615,000	\$807,500
Spreckelsville/Pala/Kuan	0	--	--	3	\$4,715,000	\$600,000
Wailea/Makena	1	\$9,300,000	\$9,300,000	4	\$16,275,000	\$2,900,000
Waialuku	20	\$11,638,260	\$624,872	16	\$8,923,139	\$610,000
Lanai	1	\$425,000	\$425,000	2	\$1,775,000	\$887,500
Molokai	2	\$1,024,900	\$512,450	2	\$981,000	\$490,500
All MLS	95	\$113,876,572	\$685,000	87	\$100,218,016	\$705,000
	63	\$64,510,860	\$672,575			

Condominium Monthly Sales Volume

February 2018



REALTORS' ASSOCIATION
OF MAUI, INC.

Area Name	February 2018			January 2018			February 2017		
	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	18	\$22,500,500	\$1,057,500	10	\$10,077,400	\$773,500	8	\$5,212,000	\$635,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	1	\$79,500	\$79,500	4	\$634,600	\$114,800	1	\$97,000	\$97,000
Kapalua	1	\$3,650,000	\$3,650,000	4	\$4,167,000	\$859,000	1	\$1,300,000	\$1,300,000
Kaupo	0	--	--	0	--	--	0	--	--
Kearae	0	--	--	0	--	--	0	--	--
Kihei	46	\$22,512,950	\$452,500	36	\$16,004,100	\$396,000	46	\$22,812,698	\$408,200
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	3	\$1,105,000	\$465,000	5	\$1,693,626	\$335,000	9	\$4,406,000	\$400,000
Maalea	2	\$910,000	\$455,000	4	\$1,398,000	\$384,000	3	\$1,079,000	\$265,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	20	\$8,424,500	\$383,500	18	\$8,181,500	\$460,000	15	\$4,951,200	\$340,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$601,000	\$601,000	1	\$655,000	\$655,000	1	\$580,000	\$580,000
Spreckelsville/Pala/Kuan	0	--	--	0	--	--	0	--	--
Wailea/Makena	18	\$21,836,621	\$963,228	26	\$30,875,946	\$943,741	18	\$36,676,750	\$1,687,500
Waialuku	11	\$3,645,392	\$315,000	11	\$4,375,700	\$495,725	10	\$3,970,925	\$430,750
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$227,000	\$227,000	1	\$158,000	\$158,000	0	--	--
All MLS	122	\$85,492,463	\$472,500	120	\$78,220,872	\$505,563	112	\$81,085,573	\$465,000

Land Monthly Sales Volume

February 2018



February 2017

January 2018

February 2018

Area Name	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	4	\$2,960,400	\$732,700	3	\$1,154,000	\$375,000	3	\$1,485,000	\$475,000
Hana	0	--	--	0	--	--	0	\$325,000	\$325,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	1	\$950,000	\$950,000	0	--	--
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	1	\$410,000	\$410,000	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	3	\$1,660,000	\$630,000	4	\$1,735,850	\$375,000	1	\$1,295,000	\$1,295,000
Lahaina	1	\$1,665,000	\$1,665,000	4	\$6,150,000	\$1,525,000	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$910,000	\$910,000	1	\$878,900	\$878,900	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Na'hiku	0	--	--	1	\$246,000	\$246,000	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	2	\$765,000	\$382,500	0	--	--
Spreckelsville/Pala/Kuan	1	\$2,900,000	\$2,900,000	0	--	--	0	--	--
Wailea/Makena	0	--	--	0	--	--	0	--	--
Waialuku	3	\$1,047,500	\$307,500	1	\$500,000	\$500,000	1	\$250,000	\$250,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$190,000	\$190,000	1	\$112,000	\$112,000	0	--	--
All MLS	15	\$11,742,900	\$590,400	18	\$12,491,750	\$420,000	6	\$3,355,000	\$437,500

Single Family Sales – Year to Date

February 2018 YTD



REALTORS ASSOCIATION OF MAUI, INC.

Area Name	Number of Sales			Average Sales Price			Median Sales Price			Total Dollar Volume			
	Feb-18 YTD Sales	Feb-17 YTD Sales	Unit Change	Feb-18 YTD Average	Feb-17 YTD Average	Percent Change	Feb-18 YTD Median	Feb-17 YTD Median	Dollar Change	Feb-18 YTD Volume	Feb-17 YTD Volume	Dollar Change	Percent Change
Haiku	15	9	+6	\$924,567	\$1,178,656	-21.6%	\$765,000	\$865,000	-\$100,000	\$13,868,500	\$10,607,900	+\$3,260,600	+30.7%
Hana	4	2	+2	\$1,277,499	\$2,200,000	-41.9%	\$705,000	\$2,200,000	-\$1,495,000	\$5,109,995	\$4,400,000	+\$709,995	+16.1%
Honokohau	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	4	5	-1	\$2,326,250	\$1,678,250	+38.6%	\$2,127,500	\$1,223,000	+\$804,500	\$9,305,000	\$8,391,250	+\$913,750	+10.9%
Kahakuloa	1	0	+1	\$890,000	--	--	\$890,000	--	--	\$890,000	\$0	+\$890,000	--
Kahuli	37	22	+15	\$685,717	\$600,259	+14.2%	\$684,000	\$605,813	+\$78,188	\$25,371,526	\$13,205,700	+\$12,165,826	+92.1%
Kapalua	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihai	26	22	+4	\$1,606,497	\$898,091	+78.9%	\$680,000	\$735,000	-\$55,000	\$41,768,918	\$19,758,000	+\$22,010,918	+111.4%
Kipahulu	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	14	11	+3	\$1,020,750	\$838,091	+21.8%	\$1,024,500	\$755,000	+\$269,500	\$14,290,500	\$9,219,000	+\$5,071,500	+55.0%
Lahaina	12	1	+11	\$2,646,325	\$1,003,750	+163.6%	\$1,240,000	\$1,003,750	+\$236,250	\$31,755,900	\$1,003,750	+\$30,752,150	+3,063.7%
Maalaea	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Oiinda/Haillimale	8	7	+1	\$695,869	\$681,714	+2.1%	\$557,500	\$630,000	-\$72,500	\$5,566,950	\$4,772,000	+\$794,950	+16.7%
Maui Meadows	3	0	+3	\$893,333	--	--	\$900,000	--	--	\$2,680,000	\$0	+\$2,680,000	--
Naiku	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	3	5	-2	\$1,850,000	\$851,800	+998.200	\$850,000	\$750,000	+\$100,000	\$5,550,000	\$4,259,000	+\$1,291,000	+30.3%
Olowalu	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	4	9	-5	\$720,000	\$740,778	-2.8%	\$710,000	\$650,000	+\$60,000	\$2,880,000	\$6,667,000	-\$3,787,000	-56.8%
Spreckelsville/Pala/Kuan	3	2	+1	\$1,571,667	\$637,500	+934.167	\$600,000	\$637,500	-\$37,500	\$4,715,000	\$1,275,000	+\$3,440,000	+269.8%
Wailea/Makema	5	6	-1	\$5,115,000	\$5,635,000	-9.2%	\$4,000,000	\$2,485,000	+\$1,515,000	\$25,575,000	\$33,810,000	-\$8,235,000	-24.4%
Waikuku	36	25	+11	\$571,150	\$569,331	+0.3%	\$616,372	\$510,000	+\$106,372	\$20,561,399	\$14,233,277	+\$6,328,122	+44.5%
Lanai	3	2	+1	\$733,333	\$492,500	+48.9%	\$425,000	\$492,500	-\$67,500	\$2,200,000	\$985,000	+\$1,215,000	+123.4%
Molokai	4	1	+3	\$501,475	\$75,000	+568.6%	\$512,450	\$75,000	+\$437,450	\$2,005,900	\$75,000	+\$1,930,900	+2,574.5%
All MLS	182	129	+53	\$1,176,344	\$1,028,387	+14.4%	\$689,272	\$665,000	+\$24,272	\$214,094,588	\$132,661,877	+\$81,432,711	+61.4%

Total Condominium Sales – Year to Date

February 2018 YTD



Area Name	Number of Sales			Average Sales Price			Median Sales Price			Total Dollar Volume			
	Feb-18 YTD Sales	Feb-17 YTD Sales	Unit Change	Feb-18 YTD Average	Feb-17 YTD Average	Change Percent	Feb-18 YTD Median	Feb-17 YTD Median	Change Dollar	Feb-18 YTD Volume	Feb-17 YTD Volume	Change Dollar	Change Percent
Haiku	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	28	12	+16	\$1,163,496	\$952,167	+22.2%	\$910,000	\$739,500	+\$170,500	\$11,426,000	\$11,151,900	+\$21,151,900	+185.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	5	2	+3	\$142,820	\$96,000	+48.8%	\$110,000	\$96,000	+\$14,000	\$192,000	\$714,100	+\$522,100	+271.9%
Kapalua	5	2	+3	\$1,563,400	\$962,500	+62.4%	\$868,000	\$962,500	-\$94,500	\$7,817,000	\$1,925,000	+\$5,892,000	+306.1%
Kaupo	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihui	82	88	-6	\$469,720	\$515,253	-8.8%	\$433,750	\$432,500	+\$1,250	\$38,517,050	\$45,342,304	-\$6,825,254	-15.1%
Kipahulu	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	8	15	-7	\$349,828	\$463,860	-24.6%	\$355,000	\$400,000	-\$45,000	\$2,798,626	\$6,957,900	-\$4,159,274	-59.8%
Maalea	6	8	-2	\$384,667	\$428,563	-10.2%	\$384,000	\$412,250	-\$28,250	\$2,308,000	\$3,428,500	-\$1,120,500	-32.7%
Makawao/Oiinda/Haillimale	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	30	+8	\$437,000	\$388,390	+12.5%	\$395,000	\$353,500	+\$41,500	\$16,606,000	\$11,651,700	+\$4,954,300	+42.5%
Olowalu	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	1	+1	\$628,000	\$580,000	+8.3%	\$628,000	\$580,000	+\$48,000	\$1,256,000	\$580,000	+\$676,000	+116.6%
Spreckelsville/Pala/Kuan	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makana	44	32	+12	\$1,198,013	\$1,730,492	-30.8%	\$943,741	\$1,345,000	-\$401,260	\$52,712,567	\$55,375,749	-\$2,663,182	-4.8%
Waikapu	22	18	+4	\$364,595	\$428,467	-14.9%	\$317,500	\$479,563	-\$162,063	\$8,021,092	\$7,712,400	+\$308,692	+4.0%
Lanai	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	2	1	+1	\$192,500	\$92,500	+108.1%	\$192,500	\$92,500	+\$100,000	\$385,000	\$92,500	+\$292,500	+316.2%
All MLS	242	209	+33	\$676,501	\$692,268	-2.3%	\$490,363	\$484,000	+\$6,363	\$163,713,335	\$144,684,053	+\$19,029,282	+13.2%

Fee Simple Condominium Sales – Year to Date

February 2018 YTD



Area Name	Number of Sales			Average Sales Price			Median Sales Price			Total Dollar Volume			
	Feb-18 YTD Sales	Feb-17 YTD Sales	Unit Change	Feb-18 YTD Average	Feb-17 YTD Average	Change Percent	Feb-18 YTD Median	Feb-17 YTD Median	Change Dollar	Feb-18 YTD Volume	Feb-17 YTD Volume	Change Dollar	Change Percent
Haiku	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	24	9	+15	\$1,301,913	\$1,112,333	+17.0%	\$1,070,000	\$860,000	+\$210,000	\$31,245,900	\$10,011,000	+\$21,234,900	+212.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	5	2	+3	\$142,820	\$96,000	+48.8%	\$110,000	\$96,000	+\$14,000	\$714,100	\$192,000	+\$522,100	+271.9%
Kapalua	5	2	+3	\$1,563,400	\$962,500	+62.4%	\$868,000	\$962,500	-\$94,500	\$7,817,000	\$1,925,000	+\$5,892,000	+306.1%
Kaupo	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihai	80	86	-6	\$476,066	\$522,213	-8.8%	\$437,250	\$445,000	-\$7,750	\$38,085,250	\$44,910,304	-\$6,825,054	-15.2%
Kipahulu	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	6	14	-8	\$411,667	\$489,299	-16.0%	\$420,000	\$432,500	-\$12,500	\$2,470,000	\$6,859,000	-\$4,389,000	-64.0%
Maalea	3	6	-3	\$432,667	\$478,250	-9.5%	\$388,000	\$472,250	-\$84,250	\$1,298,000	\$2,869,500	-\$1,571,500	-54.8%
Makawao/Oiinda/Hailimaile	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	33	25	+8	\$458,682	\$441,808	+3.8%	\$455,000	\$395,000	+\$60,000	\$15,136,500	\$11,045,200	+\$4,091,300	+37.0%
Olowalu	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	1	+1	\$628,000	\$580,000	+8.3%	\$628,000	\$580,000	+\$48,000	\$1,256,000	\$580,000	+\$676,000	+116.6%
Spreckelsville/Pala/Kuan	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makana	44	32	+12	\$1,198,013	\$1,730,492	-30.8%	\$943,741	\$1,345,000	-\$401,260	\$52,712,567	\$55,375,749	-\$2,663,182	-4.8%
Waikuku	22	18	+4	\$364,595	\$428,467	-14.9%	\$317,500	\$479,563	-\$162,063	\$8,021,092	\$7,712,400	+\$308,692	+4.0%
Lanai	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	2	1	+1	\$192,500	\$92,500	+108.1%	\$192,500	\$92,500	+\$100,000	\$385,000	\$92,500	+\$292,500	+316.2%
All MLS	226	196	+30	\$704,166	\$722,309	-2.5%	\$505,063	\$489,350	+\$15,713	\$159,141,409	\$141,572,653	+\$17,568,756	+12.4%

Leasehold Condominium Sales – Year to Date

February 2018 YTD



Area Name	Number of Sales			Average Sales Price			Median Sales Price			Total Dollar Volume			
	Feb-18 YTD Sales	Feb-17 YTD Sales	Unit Change	Feb-18 YTD Average	Feb-17 YTD Average	Percent Change	Feb-18 YTD Median	Feb-17 YTD Median	Percent Change	Feb-18 YTD Volume	Feb-17 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	4	3	+1	\$333,000	\$471,667	-29.4%	\$248,500	\$530,000	-53.1%	\$1,332,000	\$1,415,000	-\$83,000	-5.9%
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	--
Kihai	2	2	0	\$215,900	\$216,000	-0.0%	\$215,900	\$216,000	-0.0%	\$431,800	\$432,000	-\$200	-0.0%
Kipahulu	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	2	1	+1	\$164,313	\$98,900	+66.1%	\$164,313	\$98,900	+66.1%	\$328,626	\$98,900	+\$229,726	+232.3%
Maalea	3	2	+1	\$336,667	\$279,500	+20.5%	\$380,000	\$279,500	+36.0%	\$1,010,000	\$559,000	+\$451,000	+80.7%
Makawao/Oiinda/Haillimale	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	5	5	0	\$293,900	\$121,300	+142.3%	\$260,000	\$120,000	+116.7%	\$1,469,500	\$606,500	+\$863,000	+142.3%
Olowalu	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Pala/Kuan	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Waialuku	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
All MLS	16	13	+3	\$285,745	\$239,338	+19.4%	\$246,000	\$173,000	+42.2%	\$4,571,926	\$3,114,400	+\$1,460,526	+46.9%

Land Sales – Year to Date

February 2018 YTD



Area Name	Number of Sales			Average Sales Price			Median Sales Price			Total Dollar Volume			
	Feb-18 YTD Sales	Feb-17 YTD Sales	Unit Change	Feb-18 YTD Average	Feb-17 YTD Average	Percent Change	Feb-18 YTD Median	Feb-17 YTD Median	Percent Change	Feb-18 YTD Volume	Feb-17 YTD Volume	Dollar Change	Percent Change
Haiku	7	6	+1	\$587,771	\$472,833	+14.3%	\$470,000	\$485,000	-3.1%	\$4,114,400	\$2,837,000	+\$1,277,400	+45.0%
Hana	0	4	-4	--	\$376,250	--	--	\$375,000	--	\$0	\$1,505,000	-\$1,505,000	-100.0%
Honokohau	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	1	0	+1	\$950,000	--	--	\$950,000	--	--	\$950,000	\$0	+\$950,000	--
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	--
Kihui	1	0	+1	\$410,000	--	--	\$410,000	--	--	\$410,000	\$0	+\$410,000	--
Kipahulu	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	7	2	+5	\$485,121	\$785,000	-38.2%	\$375,000	\$785,000	-52.2%	\$3,395,850	\$1,570,000	+\$1,825,850	+116.3%
Lahaina	5	0	+5	\$1,563,000	--	--	\$1,550,000	--	--	\$7,815,000	\$0	+\$7,815,000	--
Maialaea	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Oiinda/Haillimale	2	0	+2	\$894,450	--	--	\$894,450	--	--	\$1,788,900	\$0	+\$1,788,900	--
Maui Meadows	0	1	-1	--	\$525,000	-100.0%	--	\$525,000	--	\$0	\$525,000	-\$525,000	-100.0%
Nahiku	1	0	+1	\$246,000	--	--	\$246,000	--	--	\$246,000	\$0	+\$246,000	--
Napili/Kahana/Honokowai	0	1	-1	--	\$330,000	-100.0%	--	\$330,000	--	\$0	\$330,000	-\$330,000	-100.0%
Olowalu	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	1	+1	\$382,500	\$110,000	+247.7%	\$382,500	\$110,000	+247.7%	\$765,000	\$110,000	+\$655,000	+595.5%
Spreckelsville/Pala/Kuan	1	0	+1	\$2,900,000	--	--	\$2,900,000	--	--	\$2,900,000	\$0	+\$2,900,000	--
Wailea/Makana	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Waikuku	4	4	0	\$386,875	\$224,950	+72.0%	\$401,250	\$233,000	+72.2%	\$1,547,500	\$899,800	+\$647,700	+72.0%
Lanai	0	0	0	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	2	0	+2	\$151,000	--	--	\$151,000	--	--	\$302,000	\$0	+\$302,000	--
All MLS	33	19	+14	\$734,383	\$409,905	+79.4%	\$495,000	\$330,000	+50.0%	\$24,234,650	\$7,776,800	+\$16,457,850	+211.6%