

# Monthly Indicators



## March 2018

New residential real estate activity has been relatively slow in the first quarter of 2018, yet housing is proving its resiliency in a consistently improving economy. Some markets have had increases in signed contracts, but the vast majority of the nation continues to experience fewer closed sales and lower inventory compared to last year at this time. Despite there being fewer homes for sale, buyer demand has remained strong enough to keep prices on the rise, which should continue for the foreseeable future.

New Listings decreased 33.3 percent for Single Family homes but increased 5.8 percent for Condominium homes. Pending Sales decreased 2.3 percent for Single Family homes but increased 31.0 percent for Condominium homes. Inventory decreased 19.8 percent for Single Family homes and 25.5 percent for Condominium homes.

Median Sales Price decreased 10.1 percent to \$680,000 for Single Family homes but increased 15.4 percent to \$450,000 for Condominium homes. Days on Market increased 15.3 percent for Single Family homes but decreased 11.5 percent for Condominium homes. Months Supply of Inventory decreased 25.0 percent for Single Family homes and 34.7 percent for Condominium homes.

The Federal Reserve raised its key short-term interest rate by .25 percent in March, citing concerns about inflation. It is the sixth rate increase by the Fed since December 2015, and at least two more rate increases are expected this year. Borrowing money will be more expensive, particularly for home equity loans, credit cards and adjustable rate mortgages, but rising wages and a low national unemployment rate that has been at 4.1 percent for five months in a row would seem to indicate that we are prepared for this. And although mortgage rates have risen to their highest point in four years, they have been quite low for several years.

## Quick Facts

**- 4.8%**

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

**+ 9.9%**

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

**- 18.8%**

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	3-2017	3-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		180	<b>120</b>	- 33.3%	469	<b>381</b>	- 18.8%
<b>Pending Sales</b>		132	<b>129</b>	- 2.3%	322	<b>327</b>	+ 1.6%
<b>Closed Sales</b>		105	<b>100</b>	- 4.8%	234	<b>284</b>	+ 21.4%
<b>Days on Market Until Sale</b>		124	<b>143</b>	+ 15.3%	138	<b>142</b>	+ 2.9%
<b>Median Sales Price</b>		\$756,000	<b>\$680,000</b>	- 10.1%	\$697,000	<b>\$684,350</b>	- 1.8%
<b>Average Sales Price</b>		\$1,136,899	<b>\$1,057,585</b>	- 7.0%	\$1,077,078	<b>\$1,130,684</b>	+ 5.0%
<b>Percent of List Price Received</b>		96.9%	<b>97.7%</b>	+ 0.8%	96.8%	<b>97.3%</b>	+ 0.5%
<b>Housing Affordability Index</b>		46	<b>50</b>	+ 8.7%	49	<b>50</b>	+ 2.0%
<b>Inventory of Homes for Sale</b>		607	<b>487</b>	- 19.8%	—	—	—
<b>Months Supply of Inventory</b>		6.8	<b>5.1</b>	- 25.0%	—	—	—

# Condominium Market Overview

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



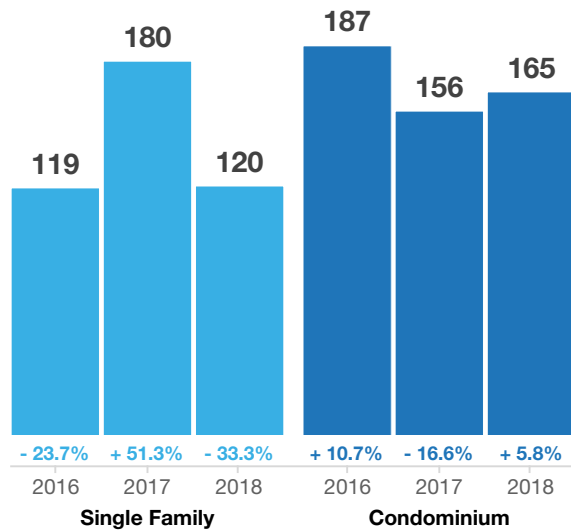
Key Metrics	Historical Sparkbars	3-2017	3-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		156	<b>165</b>	+ 5.8%	498	<b>526</b>	+ 5.6%
<b>Pending Sales</b>		142	<b>186</b>	+ 31.0%	403	<b>478</b>	+ 18.6%
<b>Closed Sales</b>		133	<b>127</b>	- 4.5%	342	<b>371</b>	+ 8.5%
<b>Days on Market Until Sale</b>		157	<b>139</b>	- 11.5%	156	<b>156</b>	0.0%
<b>Median Sales Price</b>		\$390,000	<b>\$450,000</b>	+ 15.4%	\$477,413	<b>\$475,000</b>	- 0.5%
<b>Average Sales Price</b>		\$609,385	<b>\$738,238</b>	+ 21.1%	\$660,036	<b>\$696,343</b>	+ 5.5%
<b>Percent of List Price Received</b>		96.4%	<b>96.7%</b>	+ 0.3%	96.4%	<b>96.8%</b>	+ 0.4%
<b>Housing Affordability Index</b>		88	<b>76</b>	- 13.6%	72	<b>72</b>	0.0%
<b>Inventory of Homes for Sale</b>		824	<b>614</b>	- 25.5%	—	—	—
<b>Months Supply of Inventory</b>		7.2	<b>4.7</b>	- 34.7%	—	—	—

# New Listings

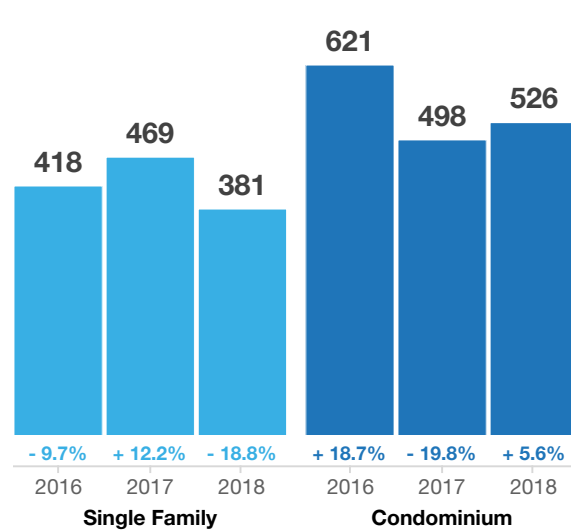
A count of the properties that have been newly listed on the market in a given month.



## March

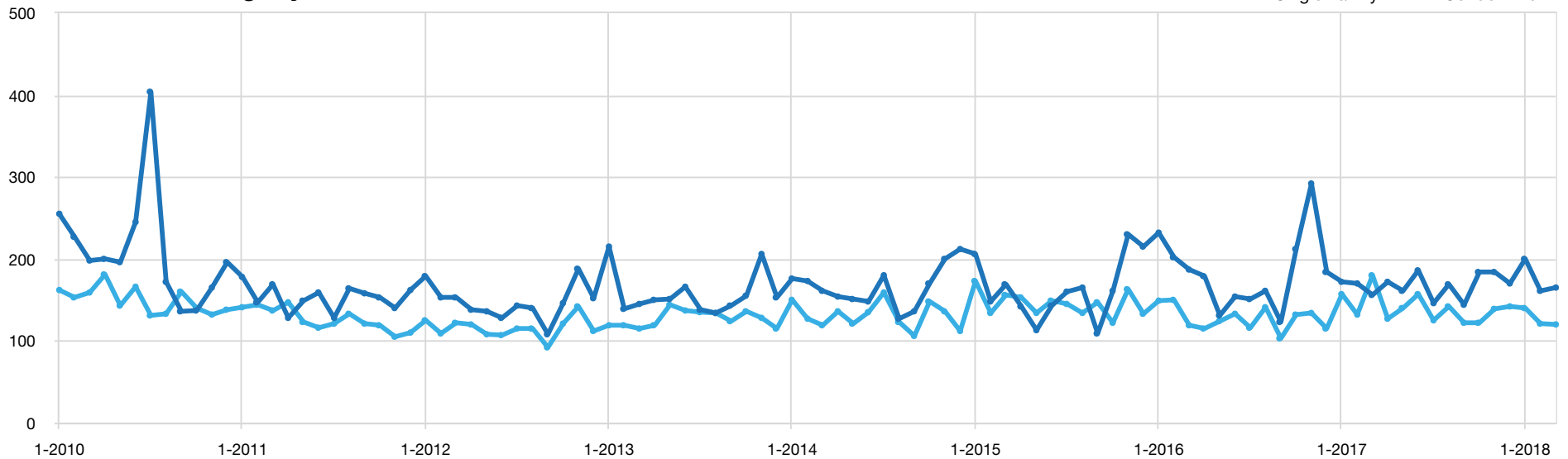


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2017	127	+ 10.4%	172	- 3.9%
May-2017	140	+ 12.9%	161	+ 22.9%
Jun-2017	157	+ 18.0%	186	+ 20.8%
Jul-2017	125	+ 7.8%	146	- 3.3%
Aug-2017	142	+ 0.7%	169	+ 5.0%
Sep-2017	122	+ 18.4%	144	+ 17.1%
Oct-2017	122	- 7.6%	184	- 13.2%
Nov-2017	139	+ 3.7%	184	- 37.0%
Dec-2017	142	+ 23.5%	170	- 7.6%
Jan-2018	140	- 10.8%	200	+ 16.3%
Feb-2018	121	- 8.3%	161	- 5.3%
<b>Mar-2018</b>	<b>120</b>	<b>- 33.3%</b>	<b>165</b>	<b>+ 5.8%</b>
12-Month Avg	133	+ 0.8%	170	- 2.3%

## Historical New Listings by Month

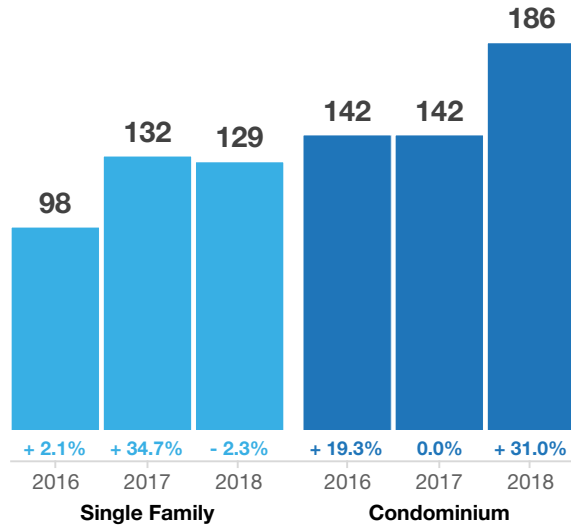


# Pending Sales

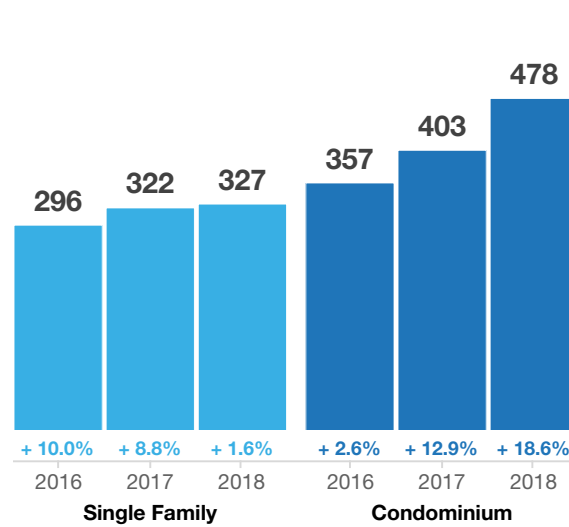
A count of the properties on which offers have been accepted in a given month.



## March

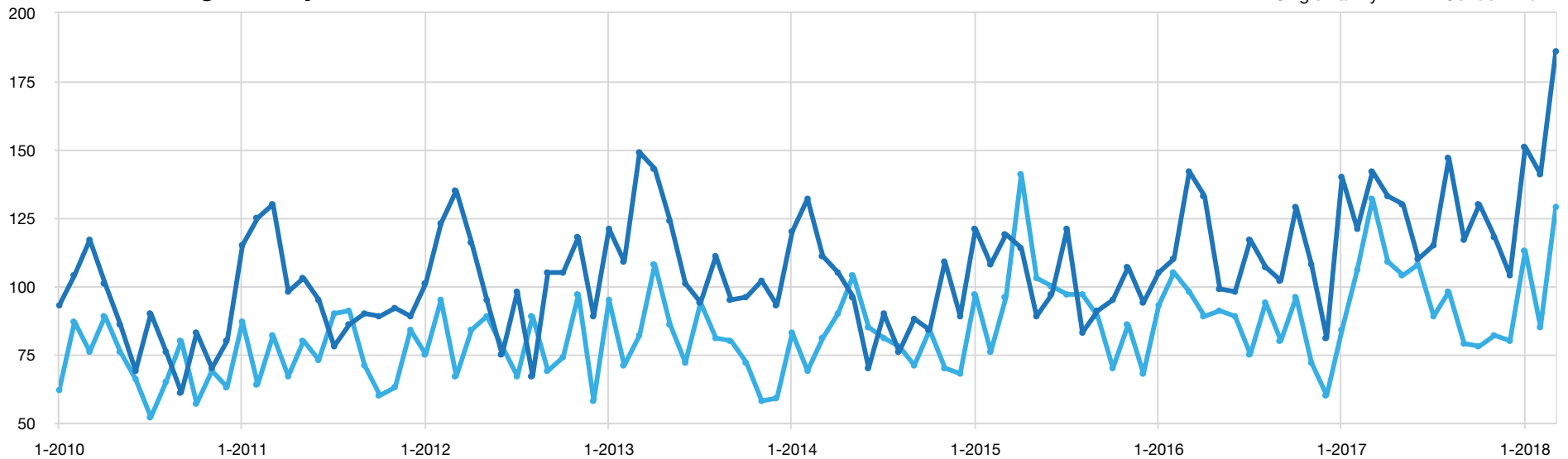


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2017	109	+ 22.5%	133	0.0%
May-2017	104	+ 14.3%	130	+ 31.3%
Jun-2017	108	+ 21.3%	110	+ 12.2%
Jul-2017	89	+ 18.7%	115	- 1.7%
Aug-2017	98	+ 4.3%	147	+ 37.4%
Sep-2017	79	- 1.3%	117	+ 14.7%
Oct-2017	78	- 18.8%	130	+ 0.8%
Nov-2017	82	+ 13.9%	118	+ 9.3%
Dec-2017	80	+ 33.3%	104	+ 28.4%
Jan-2018	113	+ 34.5%	151	+ 7.9%
Feb-2018	85	- 19.8%	141	+ 16.5%
<b>Mar-2018</b>	<b>129</b>	<b>- 2.3%</b>	<b>186</b>	<b>+ 31.0%</b>
12-Month Avg	96	+ 7.9%	132	+ 14.8%

## Historical Pending Sales by Month

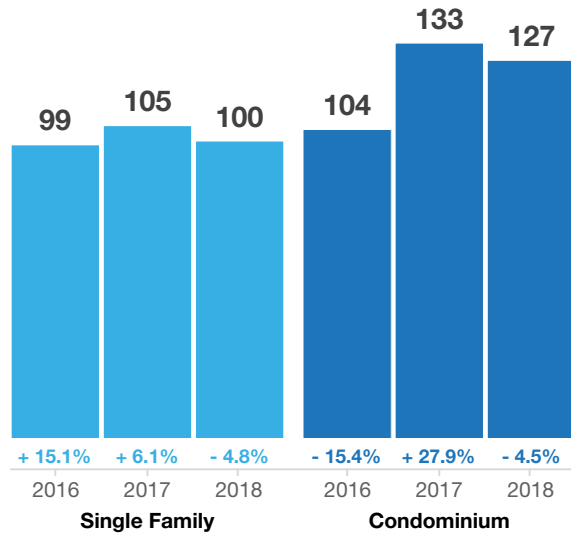


# Closed Sales

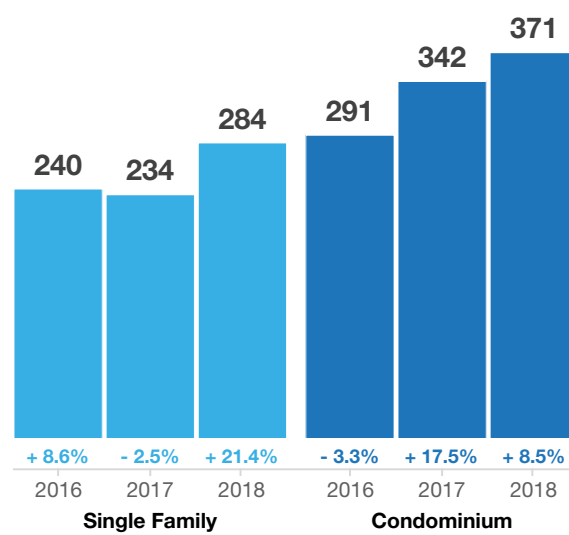
A count of the actual sales that closed in a given month.



## March

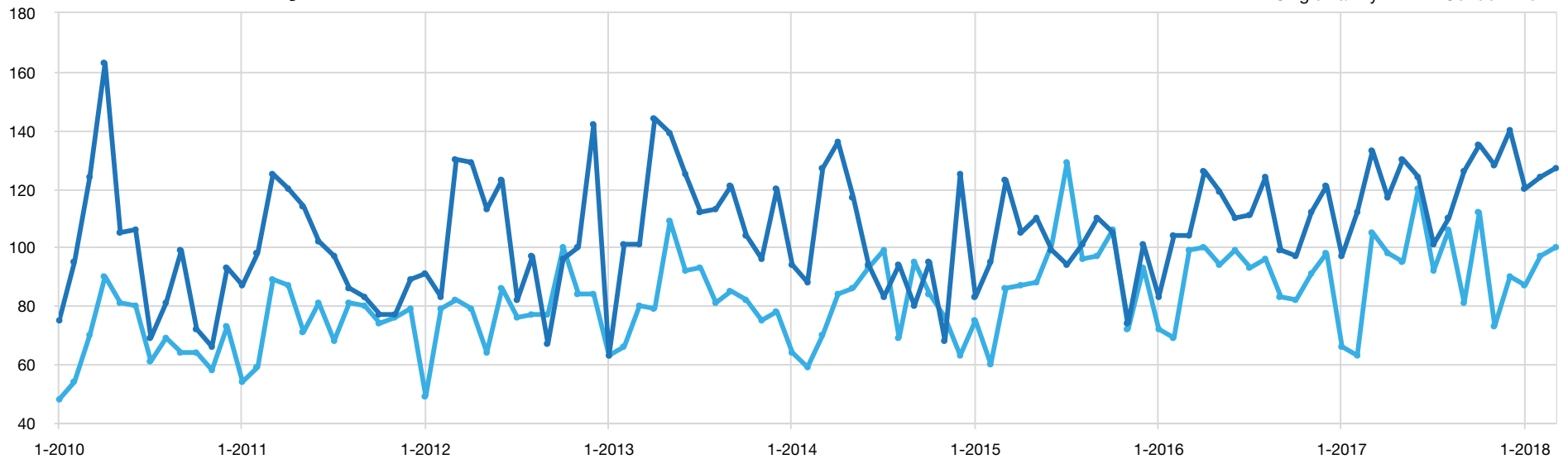


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	97	+ 54.0%	124	+ 10.7%
<b>Mar-2018</b>	<b>100</b>	<b>- 4.8%</b>	<b>127</b>	<b>- 4.5%</b>
12-Month Avg	96	+ 7.9%	124	+ 9.7%

## Historical Closed Sales by Month

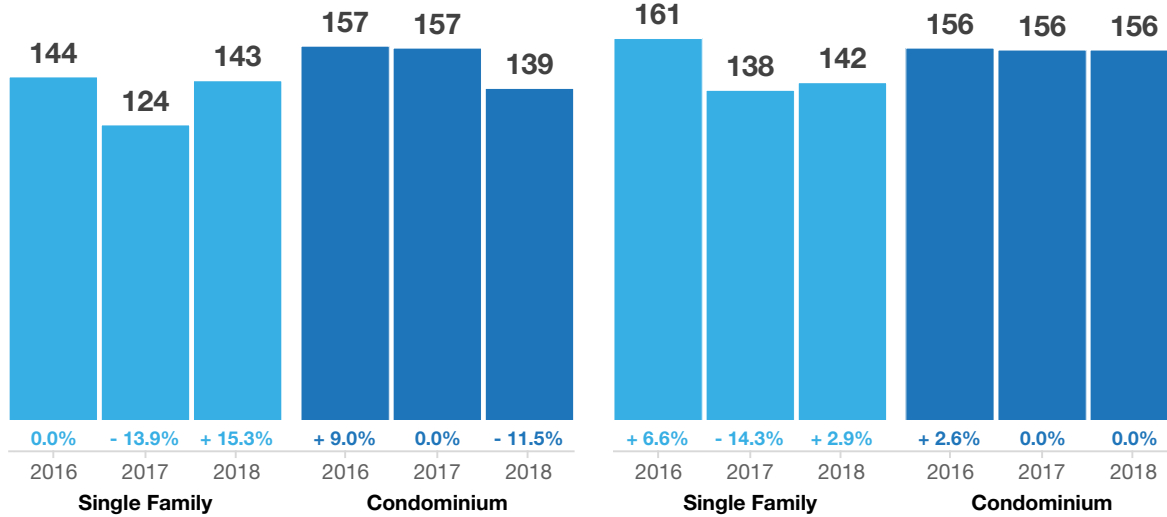


# Days on Market Until Sale

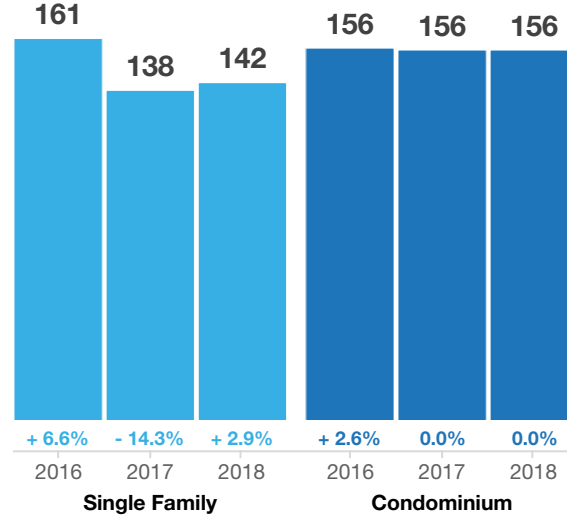
Average number of days between when a property is listed and when it closed in a given month.



## March



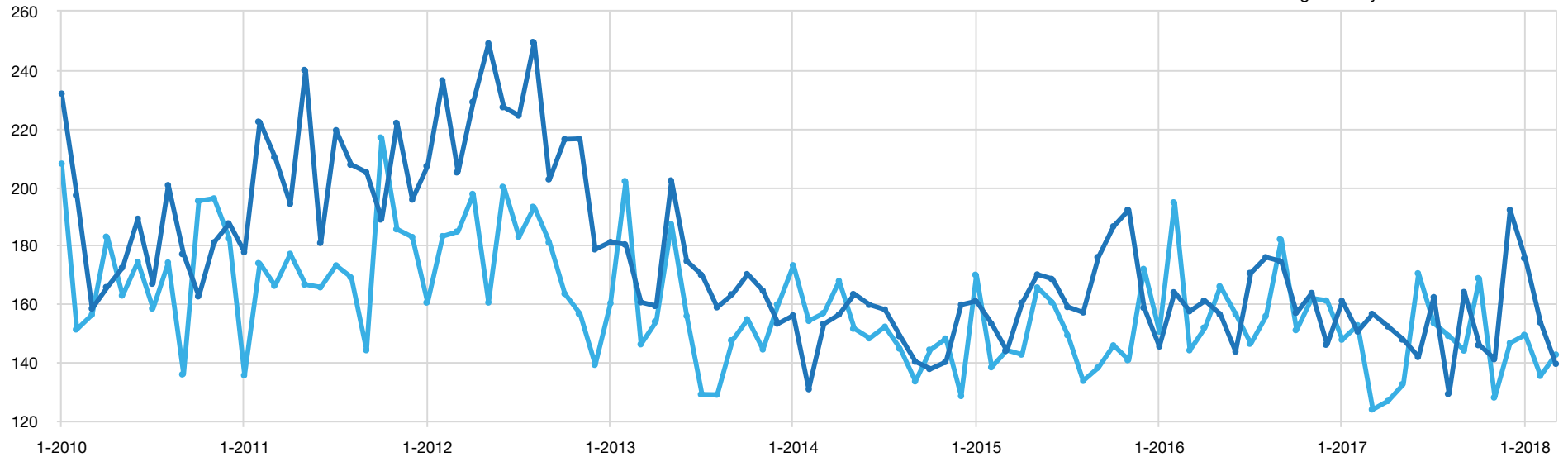
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	135	-11.8%	154	+2.0%
<b>Mar-2018</b>	<b>143</b>	<b>+15.3%</b>	<b>139</b>	<b>-11.5%</b>
12-Month Avg*	147	-5.0%	154	-3.5%

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

## Historical Days on Market Until Sale by Month

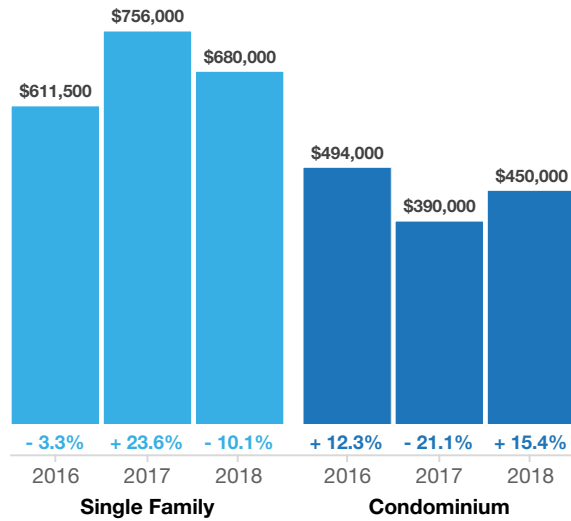


# Median Sales Price

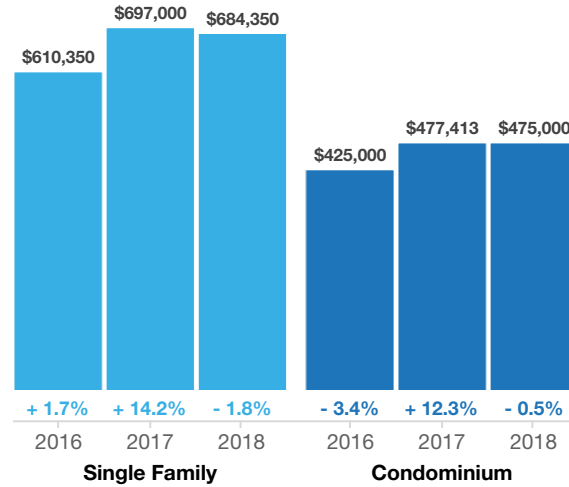
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



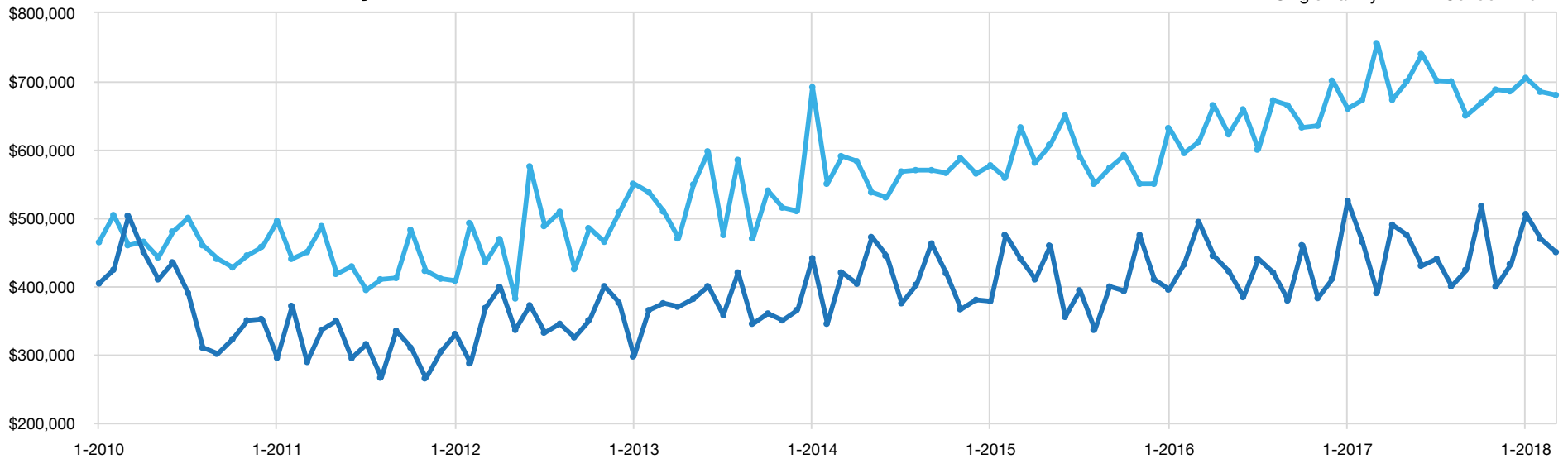
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	\$684,700	+ 1.8%	\$469,250	+ 0.9%
<b>Mar-2018</b>	<b>\$680,000</b>	<b>- 10.1%</b>	<b>\$450,000</b>	<b>+ 15.4%</b>
12-Month Avg*	\$690,000	+ 5.3%	\$450,000	+ 7.1%

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

## Historical Median Sales Price by Month



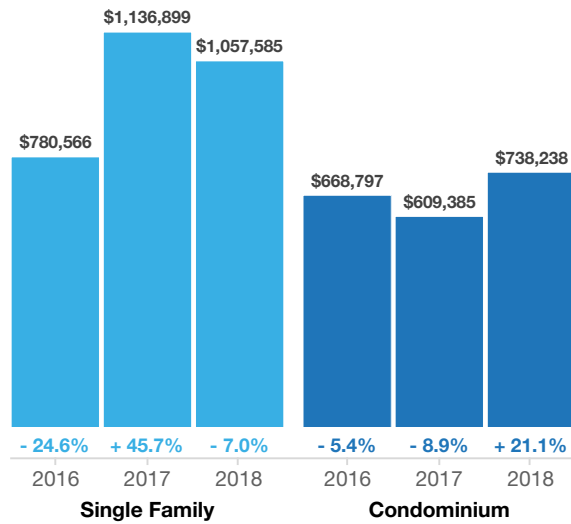


# Average Sales Price

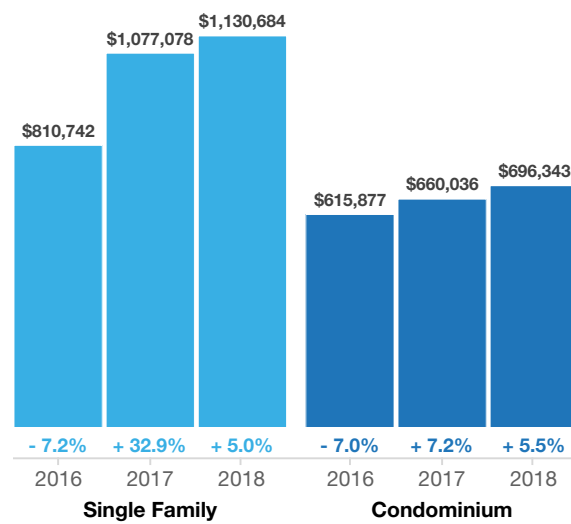
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



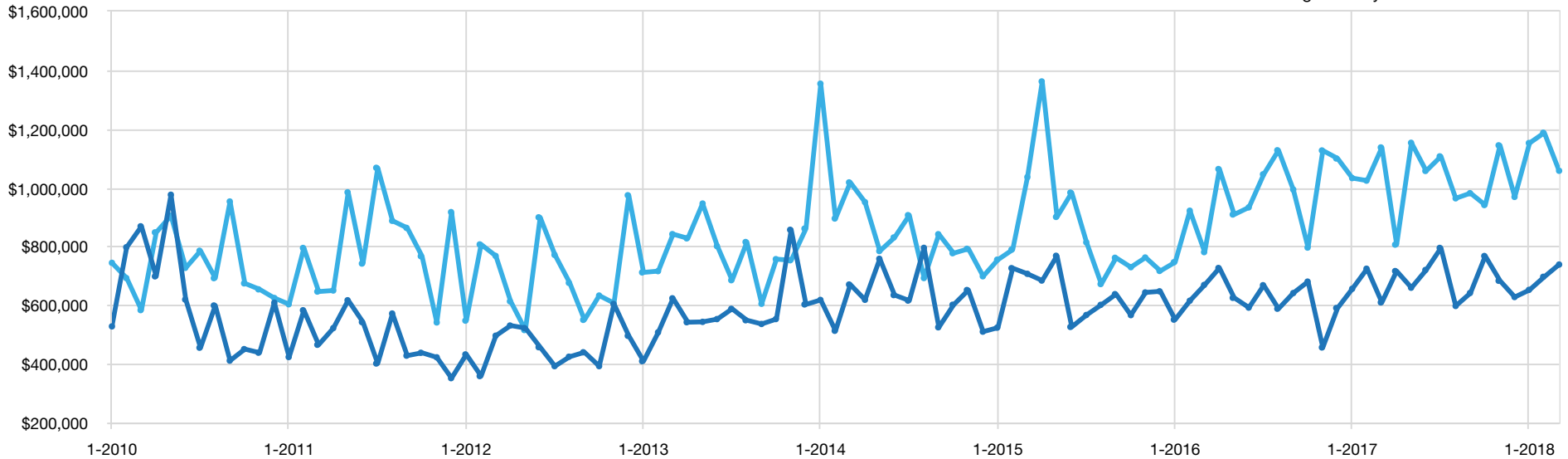
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	\$1,186,988	+ 15.9%	\$696,502	- 3.8%
<b>Mar-2018</b>	<b>\$1,057,585</b>	<b>- 7.0%</b>	<b>\$738,238</b>	<b>+ 21.1%</b>
12-Month Avg*	\$1,039,072	+ 1.1%	\$690,095	+ 9.8%

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

## Historical Average Sales Price by Month

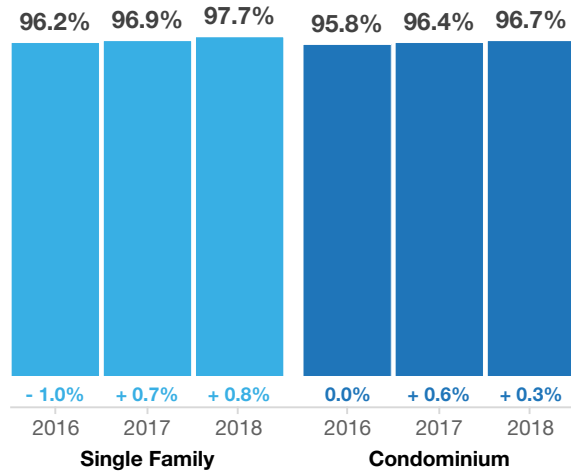


# Percent of List Price Received

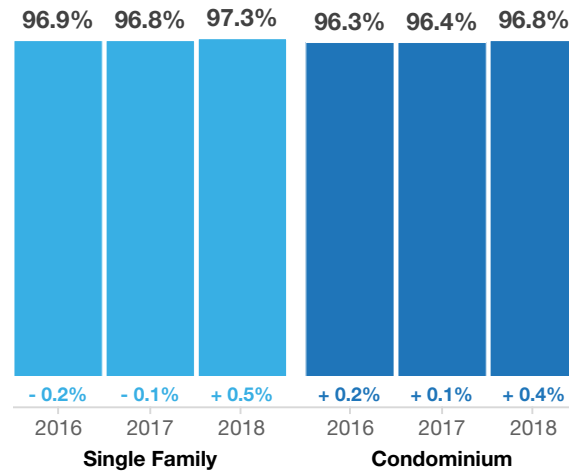
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



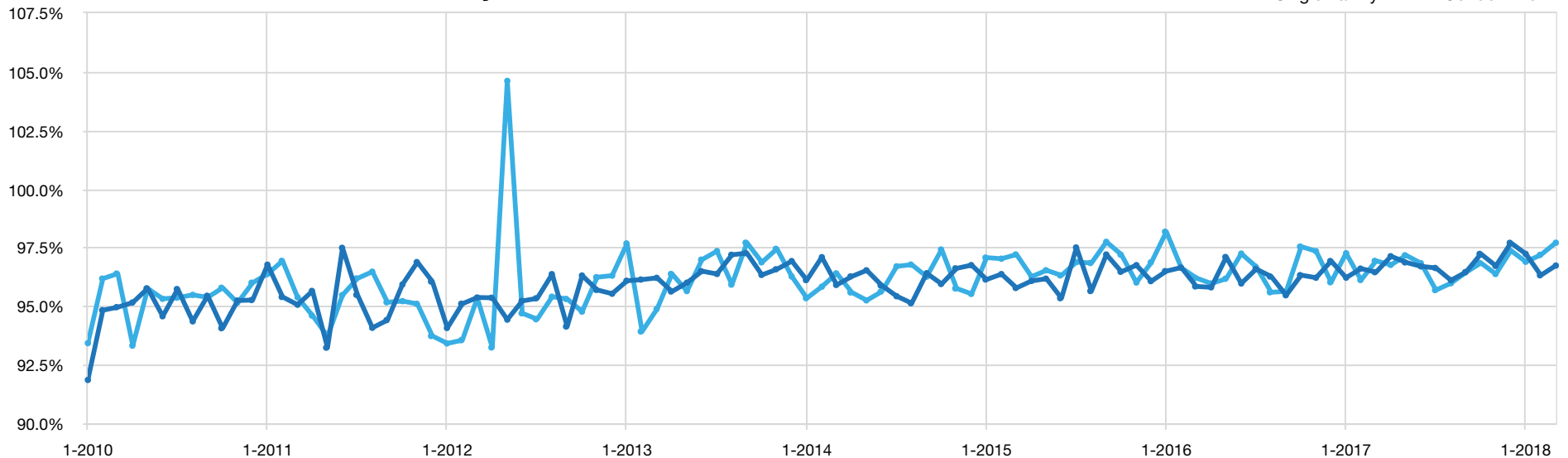
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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	97.2%	+ 1.1%	96.3%	- 0.3%
<b>Mar-2018</b>	<b>97.7%</b>	<b>+ 0.8%</b>	<b>96.7%</b>	<b>+ 0.3%</b>
12-Month Avg*	96.8%	+ 0.3%	96.8%	+ 0.5%

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

## Historical Percent of List Price Received by Month

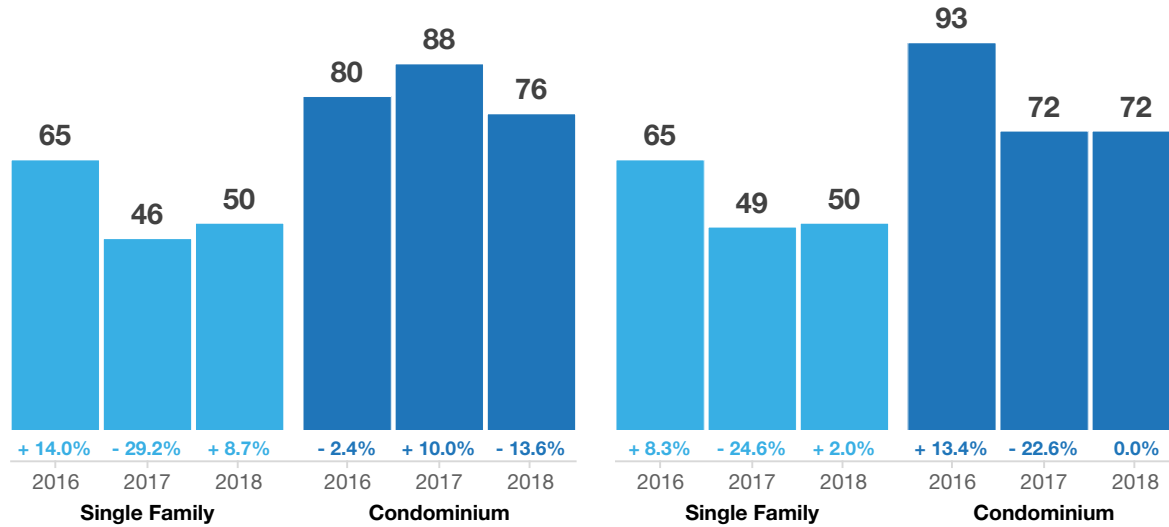


# Housing Affordability Index

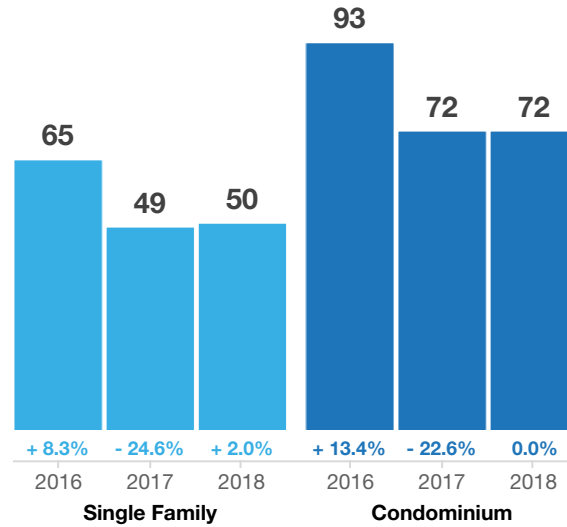
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

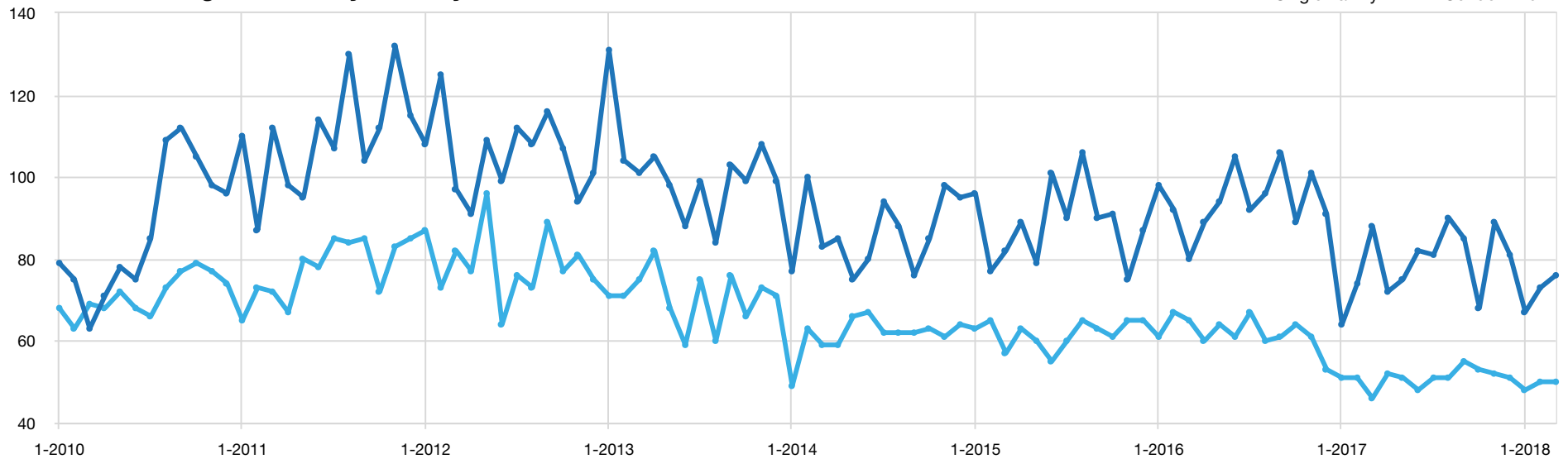


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
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%	73	-1.4%
<b>Mar-2018</b>	<b>50</b>	<b>+8.7%</b>	<b>76</b>	<b>-13.6%</b>
12-Month Avg	51	-12.1%	78	-14.3%

## Historical Housing Affordability Index by Month

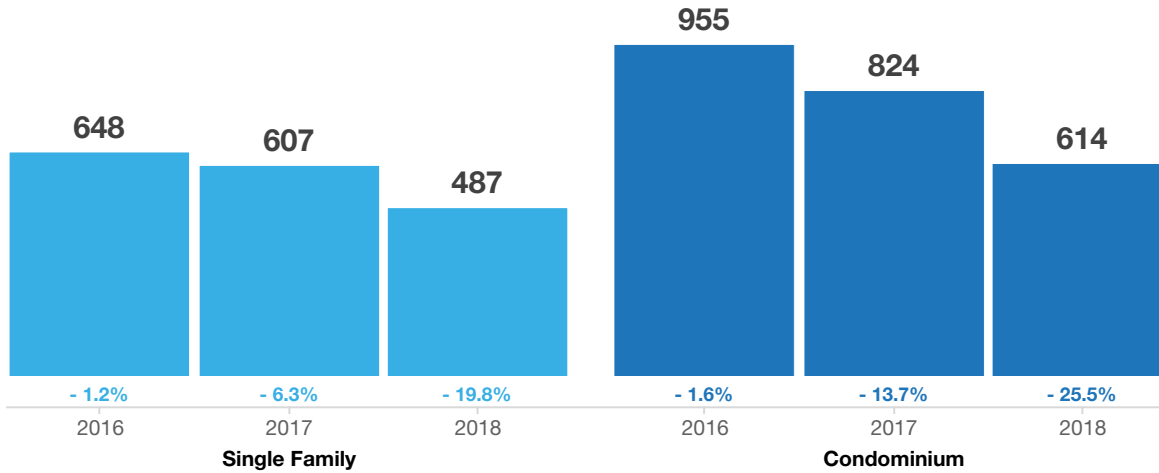


# Inventory of Homes for Sale

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

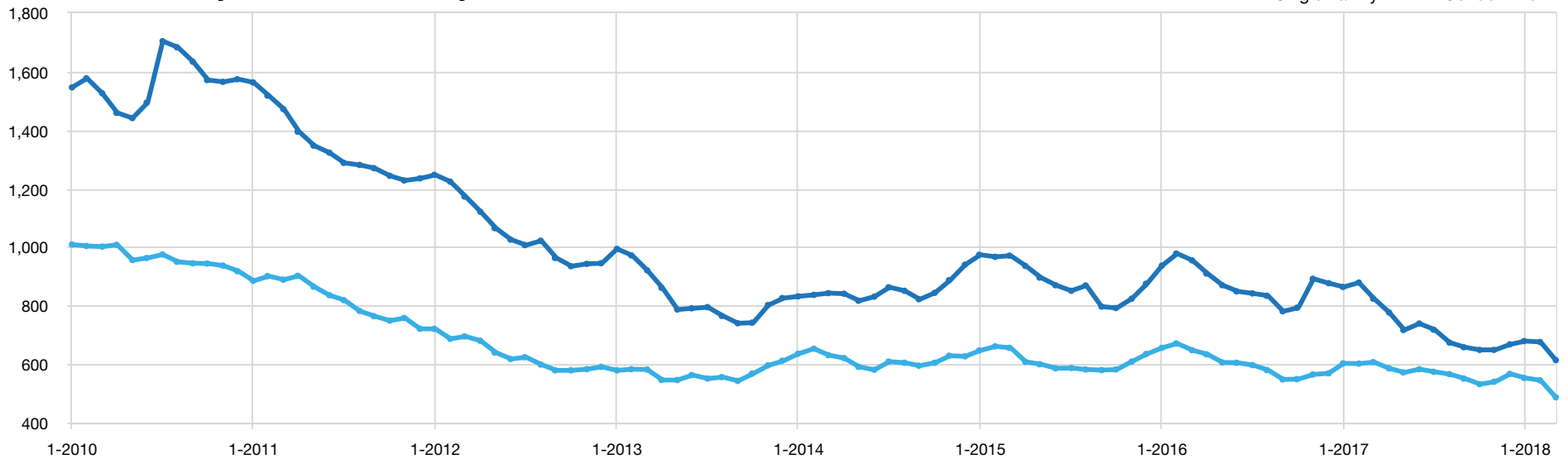


## March



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2017	586	- 7.6%	777	- 14.6%
May-2017	572	- 5.6%	717	- 17.6%
Jun-2017	583	- 3.6%	739	- 13.0%
Jul-2017	574	- 3.9%	718	- 14.7%
Aug-2017	566	- 2.4%	674	- 19.2%
Sep-2017	551	+ 0.5%	658	- 15.7%
Oct-2017	532	- 3.1%	649	- 18.2%
Nov-2017	540	- 4.4%	649	- 27.2%
Dec-2017	567	- 0.4%	668	- 23.8%
Jan-2018	553	- 8.3%	679	- 21.4%
Feb-2018	545	- 9.5%	676	- 23.1%
<b>Mar-2018</b>	<b>487</b>	<b>- 19.8%</b>	<b>614</b>	<b>- 25.5%</b>
12-Month Avg	555	- 5.8%	685	- 19.5%

## Historical Inventory of Homes for Sale by Month

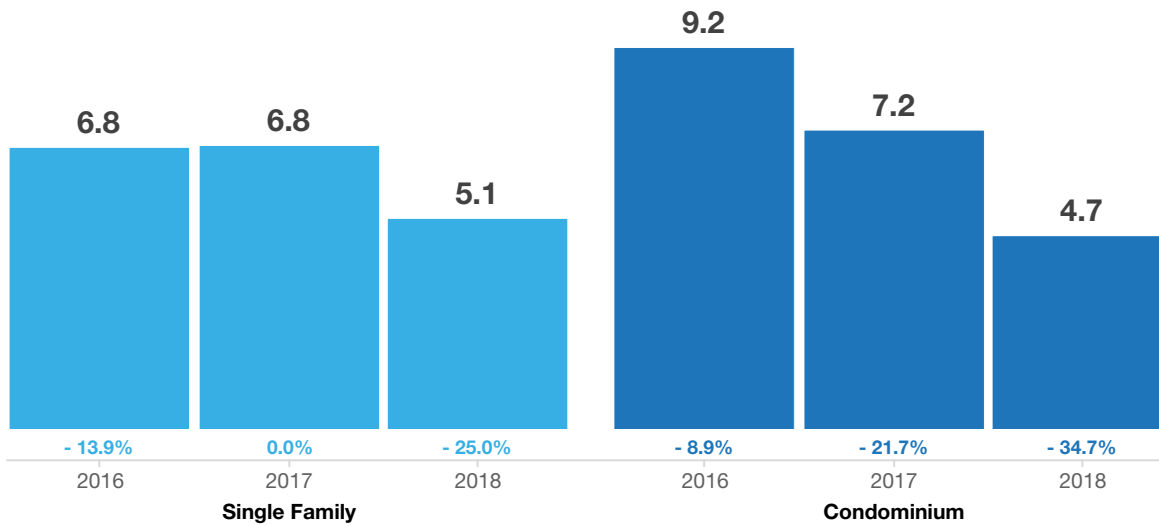


# Months Supply of Inventory

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.



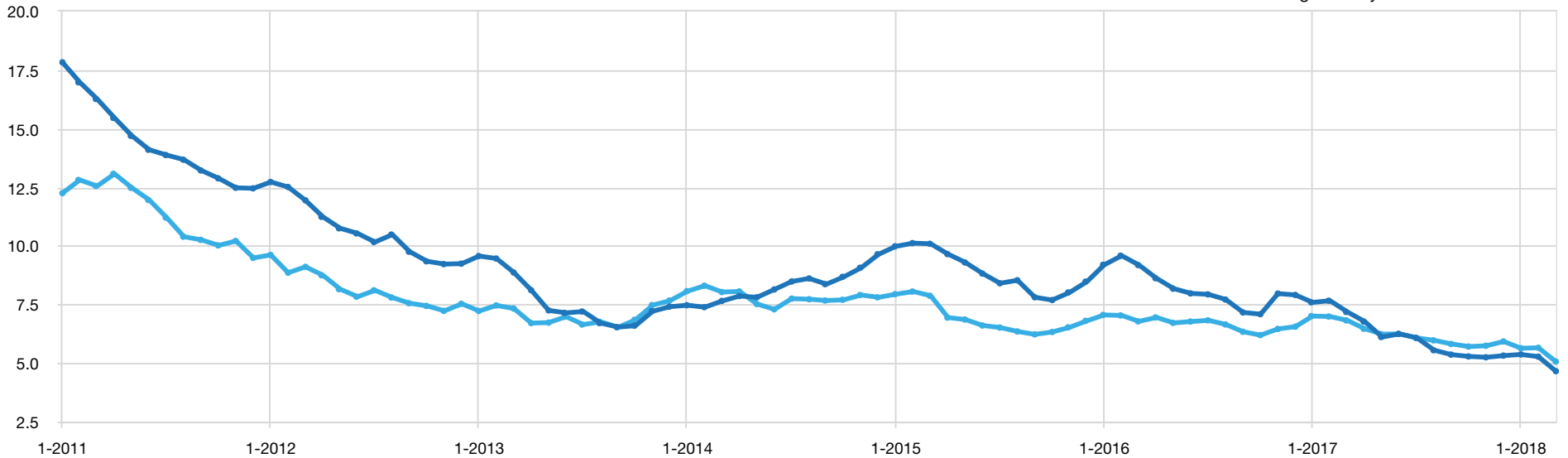
## March



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-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	6.0	- 9.1%	5.5	- 28.6%
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%	5.2	- 35.0%
Dec-2017	5.9	- 10.6%	5.3	- 32.9%
Jan-2018	5.6	- 20.0%	5.4	- 28.9%
Feb-2018	5.7	- 18.6%	5.3	- 31.2%
<b>Mar-2018</b>	<b>5.1</b>	<b>- 25.0%</b>	<b>4.7</b>	<b>- 34.7%</b>
12-Month Avg*	5.9	- 12.1%	5.6	- 27.6%

\* Months Supply for all properties from April 2017 through March 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	3-2017	3-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		367	<b>307</b>	- 16.3%	1,070	<b>1,038</b>	- 3.0%
<b>Pending Sales</b>		295	<b>338</b>	+ 14.6%	770	<b>855</b>	+ 11.0%
<b>Closed Sales</b>		252	<b>240</b>	- 4.8%	609	<b>701</b>	+ 15.1%
<b>Days on Market Until Sale</b>		149	<b>146</b>	- 2.0%	152	<b>157</b>	+ 3.3%
<b>Median Sales Price</b>		\$560,650	<b>\$616,000</b>	+ 9.9%	\$575,000	<b>\$617,000</b>	+ 7.3%
<b>Average Sales Price</b>		\$821,808	<b>\$923,203</b>	+ 12.3%	\$808,240	<b>\$892,648</b>	+ 10.4%
<b>Percent of List Price Received</b>		96.7%	<b>97.0%</b>	+ 0.3%	96.5%	<b>96.7%</b>	+ 0.2%
<b>Housing Affordability Index</b>		61	<b>55</b>	- 9.8%	60	<b>55</b>	- 8.3%
<b>Inventory of Homes for Sale</b>		1,779	<b>1,444</b>	- 18.8%	—	—	—
<b>Months Supply of Inventory</b>		8.0	<b>5.9</b>	- 26.3%	—	—	—

# Single Family Monthly Sales Volume

## March 2018



Area Name	March 2018			February 2018			March 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	8	\$7,794,000	\$850,000	8	\$7,896,500	\$737,500	9	\$6,471,000	\$725,000
Hana	3	\$3,675,000	\$765,000	3	\$4,349,995	\$650,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	6	\$14,221,000	\$1,922,500	2	\$3,950,000	\$1,975,000	2	\$1,841,000	\$920,500
Kahakuloa	0	--	--	1	\$890,000	\$890,000	1	\$575,000	\$575,000
Kahului	10	\$6,597,380	\$672,500	21	\$14,727,919	\$688,000	12	\$6,607,000	\$560,000
Kapalua	0	--	--	0	--	--	1	\$3,550,000	\$3,550,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	17	\$12,222,500	\$630,000	17	\$34,240,998	\$685,000	18	\$14,042,912	\$768,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	6	\$6,959,000	\$867,000	5	\$5,290,500	\$1,050,000	8	\$9,261,000	\$967,500
Lahaina	4	\$5,140,000	\$1,109,000	6	\$13,941,000	\$2,190,000	9	\$13,539,298	\$820,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	5	\$3,464,000	\$680,000	4	\$3,436,500	\$823,750	2	\$1,289,000	\$644,500
Maui Meadows	3	\$3,566,000	\$1,341,000	0	--	--	4	\$5,838,380	\$1,450,440
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$2,205,000	\$1,102,500	2	\$1,500,000	\$750,000	6	\$5,210,994	\$964,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	4	\$2,802,000	\$704,000	3	\$1,855,000	\$590,000	4	\$2,601,000	\$672,500
Spreckelsville/Paia/Kuau	1	\$884,375	\$884,375	0	--	--	3	\$8,795,000	\$1,200,000
Wailea/Makena	5	\$20,855,000	\$3,720,000	1	\$9,300,000	\$9,300,000	5	\$26,595,000	\$3,250,000
Wailuku	25	\$15,058,287	\$641,114	21	\$12,309,505	\$627,000	15	\$10,619,800	\$685,000
Lanai	1	\$315,000	\$315,000	1	\$425,000	\$425,000	3	\$1,008,000	\$375,000
Molokai	0	--	--	2	\$1,024,900	\$512,450	3	\$1,530,000	\$460,000
<b>All MLS</b>	<b>100</b>	<b>\$105,758,542</b>	<b>\$680,000</b>	<b>97</b>	<b>\$115,137,817</b>	<b>\$684,700</b>	<b>105</b>	<b>\$119,374,384</b>	<b>\$756,000</b>

# Condominium Monthly Sales Volume

## March 2018



Area Name	March 2018			February 2018			March 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	7	\$8,599,500	\$840,000	18	\$22,500,500	\$1,057,500	9	\$10,441,500	\$950,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$306,000	\$153,000	1	\$79,500	\$79,500	7	\$877,129	\$85,000
Kapalua	3	\$5,465,000	\$1,000,000	1	\$3,650,000	\$3,650,000	3	\$2,135,000	\$680,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	56	\$28,468,000	\$416,000	46	\$22,512,950	\$452,500	45	\$18,762,600	\$359,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	6	\$3,536,000	\$476,250	4	\$1,540,000	\$450,000	10	\$6,160,355	\$522,500
Maalaea	5	\$1,860,000	\$415,000	2	\$910,000	\$455,000	4	\$1,232,600	\$306,800
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	18	\$9,368,734	\$452,500	20	\$8,424,500	\$383,500	25	\$9,778,400	\$325,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	1	\$601,000	\$601,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	16	\$31,145,788	\$1,620,000	18	\$21,836,621	\$963,228	17	\$27,775,500	\$919,000
Wailuku	13	\$4,867,175	\$378,000	12	\$4,084,142	\$315,000	10	\$3,359,875	\$324,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	1	\$140,000	\$140,000	1	\$227,000	\$227,000	3	\$525,250	\$119,250
<b>All MLS</b>	<b>127</b>	<b>\$93,756,197</b>	<b>\$450,000</b>	<b>124</b>	<b>\$86,366,213</b>	<b>\$469,250</b>	<b>133</b>	<b>\$81,048,209</b>	<b>\$390,000</b>



# Land Monthly Sales Volume

## March 2018



Area Name	March 2018			February 2018			March 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	1	\$1,500,000	\$1,500,000	4	\$2,960,400	\$732,700	1	\$469,000	\$469,000
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	0	--	--	1	\$382,000	\$382,000
Kahakuloa	0	--	--	0	--	--	1	\$467,500	\$467,500
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	2	\$2,700,000	\$1,350,000	1	\$410,000	\$410,000	2	\$1,435,000	\$717,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	7	\$5,325,000	\$800,000	3	\$1,660,000	\$630,000	3	\$1,640,000	\$525,000
Lahaina	1	\$739,000	\$739,000	1	\$1,665,000	\$1,665,000	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	1	\$910,000	\$910,000	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	0	--	--	1	\$365,000	\$365,000
Spreckelsville/Paia/Kuau	0	--	--	1	\$2,900,000	\$2,900,000	0	--	--
Wailea/Makena	1	\$11,500,000	\$11,500,000	0	--	--	0	--	--
Wailuku	1	\$290,000	\$290,000	3	\$1,047,500	\$307,500	4	\$1,739,500	\$348,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	0	--	--	1	\$190,000	\$190,000	1	\$175,000	\$175,000
<b>All MLS</b>	<b>13</b>	<b>\$22,054,000</b>	<b>\$800,000</b>	<b>15</b>	<b>\$11,742,900</b>	<b>\$590,400</b>	<b>14</b>	<b>\$6,673,000</b>	<b>\$437,250</b>

# Single Family Sales – Year to Date

March 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-18 YTD Sales	Mar-17 YTD Sales	Unit Change	Percent Change	Mar-18 YTD Average	Mar-17 YTD Average	Dollar Change	Percent Change	Mar-18 YTD Median	Mar-17 YTD Median	Dollar Change	Percent Change	Mar-18 YTD Volume	Mar-17 YTD Volume	Dollar Change	Percent Change
Haiku	23	18	+5	+27.8%	\$941,848	\$948,828	-\$6,980	-0.7%	\$765,000	\$785,000	-\$20,000	-2.5%	\$21,662,500	\$17,078,900	+\$4,583,600	+26.8%
Hana	7	2	+5	+250.0%	\$1,254,999	\$2,200,000	-\$945,001	-43.0%	\$760,000	\$2,200,000	-\$1,440,000	-65.5%	\$8,784,995	\$4,400,000	+\$4,384,995	+99.7%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	10	7	+3	+42.9%	\$2,352,600	\$1,461,750	+\$890,850	+60.9%	\$1,922,500	\$1,318,250	+\$604,250	+45.8%	\$23,526,000	\$10,232,250	+\$13,293,750	+129.9%
Kahakuloa	1	1	0	0.0%	\$890,000	\$575,000	+\$315,000	+54.8%	\$890,000	\$575,000	+\$315,000	+54.8%	\$890,000	\$575,000	+\$315,000	+54.8%
Kahului	47	34	+13	+38.2%	\$680,189	\$582,726	+\$97,463	+16.7%	\$684,000	\$593,000	+\$91,000	+15.3%	\$31,968,906	\$19,812,700	+\$12,156,206	+61.4%
Kapalua	0	1	-1	-100.0%	--	\$3,550,000	--	--	--	\$3,550,000	--	--	\$0	\$3,550,000	-\$3,550,000	-100.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	43	40	+3	+7.5%	\$1,255,614	\$845,023	+\$410,592	+48.6%	\$670,000	\$753,000	-\$83,000	-11.0%	\$53,991,418	\$33,800,912	+\$20,190,506	+59.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	20	19	+1	+5.3%	\$1,062,475	\$972,632	+\$89,843	+9.2%	\$987,000	\$845,000	+\$142,000	+16.8%	\$21,249,500	\$18,480,000	+\$2,769,500	+15.0%
Lahaina	16	10	+6	+60.0%	\$2,305,994	\$1,454,305	+\$851,689	+58.6%	\$1,109,000	\$911,875	+\$197,125	+21.6%	\$36,895,900	\$14,543,048	+\$22,352,852	+153.7%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	13	9	+4	+44.4%	\$694,688	\$673,444	+\$21,244	+3.2%	\$575,000	\$630,000	-\$55,000	-8.7%	\$9,030,950	\$6,061,000	+\$2,969,950	+49.0%
Maui Meadows	6	4	+2	+50.0%	\$1,041,000	\$1,459,595	-\$418,595	-28.7%	\$937,500	\$1,450,440	-\$512,940	-35.4%	\$6,246,000	\$5,838,380	+\$407,620	+7.0%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	5	11	-6	-54.5%	\$1,551,000	\$860,909	+\$690,091	+80.2%	\$975,000	\$950,000	+\$25,000	+2.6%	\$7,755,000	\$9,469,994	-\$1,714,994	-18.1%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	9	13	-4	-30.8%	\$696,889	\$712,923	-\$16,034	-2.2%	\$658,000	\$650,000	+\$8,000	+1.2%	\$6,272,000	\$9,268,000	-\$2,996,000	-32.3%
Spreckelsville/Paia/Kuau	4	5	-1	-20.0%	\$1,399,844	\$2,014,000	-\$614,156	-30.5%	\$742,188	\$750,000	-\$7,813	-1.0%	\$5,599,375	\$10,070,000	-\$4,470,625	-44.4%
Wailea/Makena	10	11	-1	-9.1%	\$4,643,000	\$5,491,364	-\$848,364	-15.4%	\$3,822,500	\$3,250,000	+\$572,500	+17.6%	\$46,430,000	\$60,405,000	-\$13,975,000	-23.1%
Wailuku	62	40	+22	+55.0%	\$585,338	\$621,327	-\$35,989	-5.8%	\$623,667	\$545,000	+\$78,667	+14.4%	\$36,290,931	\$24,853,077	+\$11,437,854	+46.0%
Lanai	4	5	-1	-20.0%	\$628,750	\$398,600	+\$230,150	+57.7%	\$370,000	\$385,000	-\$15,000	-3.9%	\$2,515,000	\$1,993,000	+\$522,000	+26.2%
Molokai	4	4	0	0.0%	\$501,475	\$401,250	+\$100,225	+25.0%	\$512,450	\$340,000	+\$172,450	+50.7%	\$2,005,900	\$1,605,000	+\$400,900	+25.0%
<b>All MLS</b>	<b>284</b>	<b>234</b>	<b>+50</b>	<b>+21.4%</b>	<b>\$1,130,684</b>	<b>\$1,077,078</b>	<b>+\$53,606</b>	<b>+5.0%</b>	<b>\$684,350</b>	<b>\$697,000</b>	<b>-\$12,650</b>	<b>-1.8%</b>	<b>\$321,114,375</b>	<b>\$252,036,261</b>	<b>+\$69,078,114</b>	<b>+27.4%</b>

# Total Condominium Sales – Year to Date

## March 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-18 YTD Sales	Mar-17 YTD Sales	Unit Change	Percent Change	Mar-18 YTD Average	Mar-17 YTD Average	Dollar Change	Percent Change	Mar-18 YTD Median	Mar-17 YTD Median	Dollar Change	Percent Change	Mar-18 YTD Volume	Mar-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	35	21	+14	+66.7%	\$1,176,497	\$1,041,310	+\$135,188	+13.0%	\$880,000	\$750,000	+\$130,000	+17.3%	\$41,177,400	\$21,867,500	+\$19,309,900	+88.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	7	9	-2	-22.2%	\$145,729	\$118,792	+\$26,936	+22.7%	\$110,000	\$95,000	+\$15,000	+15.8%	\$1,020,100	\$1,069,129	-\$49,029	-4.6%
Kapalua	8	5	+3	+60.0%	\$1,660,250	\$812,000	+\$848,250	+104.5%	\$950,000	\$680,000	+\$270,000	+39.7%	\$13,282,000	\$4,060,000	+\$9,222,000	+227.1%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	138	133	+5	+3.8%	\$485,399	\$481,992	+\$3,407	+0.7%	\$422,500	\$403,900	+\$18,600	+4.6%	\$66,985,050	\$64,104,904	+\$2,880,146	+4.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	15	25	-10	-40.0%	\$451,308	\$524,730	-\$73,422	-14.0%	\$435,000	\$465,000	-\$30,000	-6.5%	\$6,769,626	\$13,118,255	-\$6,348,629	-48.4%
Maalaea	11	12	-1	-8.3%	\$378,909	\$388,425	-\$9,516	-2.4%	\$388,000	\$347,500	+\$40,500	+11.7%	\$4,168,000	\$4,661,100	-\$493,100	-10.6%
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	56	55	+1	+1.8%	\$463,835	\$389,638	+\$74,196	+19.0%	\$435,250	\$345,000	+\$90,250	+26.2%	\$25,974,734	\$21,430,100	+\$4,544,634	+21.2%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	1	+1	+100.0%	\$628,000	\$580,000	+\$48,000	+8.3%	\$628,000	\$580,000	+\$48,000	+8.3%	\$1,256,000	\$580,000	+\$676,000	+116.6%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	60	49	+11	+22.4%	\$1,397,639	\$1,696,964	-\$299,325	-17.6%	\$1,016,359	\$1,200,000	-\$183,641	-15.3%	\$83,858,355	\$83,151,249	+\$707,106	+0.9%
Wailuku	36	28	+8	+28.6%	\$370,195	\$395,438	-\$25,243	-6.4%	\$357,000	\$445,413	-\$88,413	-19.8%	\$13,327,017	\$11,072,275	+\$2,254,742	+20.4%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	3	4	-1	-25.0%	\$175,000	\$154,438	+\$20,563	+13.3%	\$158,000	\$105,875	+\$52,125	+49.2%	\$525,000	\$617,750	-\$92,750	-15.0%
<b>All MLS</b>	<b>371</b>	<b>342</b>	<b>+29</b>	<b>+8.5%</b>	<b>\$696,343</b>	<b>\$660,036</b>	<b>+\$36,307</b>	<b>+5.5%</b>	<b>\$475,000</b>	<b>\$477,413</b>	<b>-\$2,413</b>	<b>-0.5%</b>	<b>\$258,343,282</b>	<b>\$225,732,262</b>	<b>+\$32,611,020</b>	<b>+14.4%</b>

# Fee Simple Condominium Sales – Year to Date

March 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-18 YTD Sales	Mar-17 YTD Sales	Unit Change	Percent Change	Mar-18 YTD Average	Mar-17 YTD Average	Dollar Change	Percent Change	Mar-18 YTD Median	Mar-17 YTD Median	Dollar Change	Percent Change	Mar-18 YTD Volume	Mar-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	30	17	+13	+76.5%	\$1,319,013	\$1,189,265	+\$129,749	+10.9%	\$1,070,000	\$872,000	+\$198,000	+22.7%	\$39,570,400	\$20,217,500	+\$19,352,900	+95.7%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	7	9	-2	-22.2%	\$145,729	\$118,792	+\$26,936	+22.7%	\$110,000	\$95,000	+\$15,000	+15.8%	\$1,020,100	\$1,069,129	-\$49,029	-4.6%
Kapalua	8	5	+3	+60.0%	\$1,660,250	\$812,000	+\$848,250	+104.5%	\$950,000	\$680,000	+\$270,000	+39.7%	\$13,282,000	\$4,060,000	+\$9,222,000	+227.1%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	135	131	+4	+3.1%	\$489,339	\$486,053	+\$3,286	+0.7%	\$425,000	\$412,500	+\$12,500	+3.0%	\$66,060,750	\$63,672,904	+\$2,387,846	+3.8%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	13	24	-11	-45.8%	\$495,462	\$542,473	-\$47,012	-8.7%	\$465,000	\$484,000	-\$19,000	-3.9%	\$6,441,000	\$13,019,355	-\$6,578,355	-50.5%
Maalaea	6	8	-2	-25.0%	\$453,000	\$436,063	+\$16,938	+3.9%	\$415,000	\$412,250	+\$2,750	+0.7%	\$2,718,000	\$3,488,500	-\$770,500	-22.1%
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	50	41	+9	+22.0%	\$486,805	\$447,505	+\$39,300	+8.8%	\$460,000	\$395,000	+\$65,000	+16.5%	\$24,340,234	\$18,347,700	+\$5,992,534	+32.7%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	1	+1	+100.0%	\$628,000	\$580,000	+\$48,000	+8.3%	\$628,000	\$580,000	+\$48,000	+8.3%	\$1,256,000	\$580,000	+\$676,000	+116.6%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	60	49	+11	+22.4%	\$1,397,639	\$1,696,964	-\$299,325	-17.6%	\$1,016,359	\$1,200,000	-\$183,641	-15.3%	\$83,858,355	\$83,151,249	+\$707,106	+0.9%
Wailuku	36	28	+8	+28.6%	\$370,195	\$395,438	-\$25,243	-6.4%	\$357,000	\$445,413	-\$88,413	-19.8%	\$13,327,017	\$11,072,275	+\$2,254,742	+20.4%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	3	3	0	0.0%	\$175,000	\$185,583	-\$10,583	-5.7%	\$158,000	\$119,250	+\$38,750	+32.5%	\$525,000	\$556,750	-\$31,750	-5.7%
<b>All MLS</b>	<b>350</b>	<b>316</b>	<b>+34</b>	<b>+10.8%</b>	<b>\$721,140</b>	<b>\$693,783</b>	<b>+\$27,357</b>	<b>+3.9%</b>	<b>\$495,863</b>	<b>\$487,850</b>	<b>+\$8,013</b>	<b>+1.6%</b>	<b>\$252,398,856</b>	<b>\$219,235,362</b>	<b>+\$33,163,494</b>	<b>+15.1%</b>

# Leasehold Condominium Sales – Year to Date

March 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-18 YTD Sales	Mar-17 YTD Sales	Unit Change	Percent Change	Mar-18 YTD Average	Mar-17 YTD Average	Dollar Change	Percent Change	Mar-18 YTD Median	Mar-17 YTD Median	Dollar Change	Percent Change	Mar-18 YTD Volume	Mar-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	5	4	+1	+25.0%	\$321,400	\$412,500	-\$91,100	-22.1%	\$265,000	\$400,000	-\$135,000	-33.8%	\$1,607,000	\$1,650,000	-\$43,000	-2.6%
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	--
Kearae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	3	2	+1	+50.0%	\$308,100	\$216,000	+\$92,100	+42.6%	\$320,000	\$216,000	+\$104,000	+48.1%	\$924,300	\$432,000	+\$492,300	+114.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	2	1	+1	+100.0%	\$164,313	\$98,900	+\$65,413	+66.1%	\$164,313	\$98,900	+\$65,413	+66.1%	\$328,626	\$98,900	+\$229,726	+232.3%
Maalaea	5	4	+1	+25.0%	\$290,000	\$293,150	-\$3,150	-1.1%	\$240,000	\$306,800	-\$66,800	-21.8%	\$1,450,000	\$1,172,600	+\$277,400	+23.7%
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	6	14	-8	-57.1%	\$272,417	\$220,171	+\$52,245	+23.7%	\$212,500	\$127,500	+\$85,000	+66.7%	\$1,634,500	\$3,082,400	-\$1,447,900	-47.0%
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	0	1	-1	-100.0%	--	\$61,000	--	--	--	\$61,000	--	--	\$0	\$61,000	-\$61,000	-100.0%
<b>All MLS</b>	<b>21</b>	<b>26</b>	<b>-5</b>	<b>-19.2%</b>	<b>\$283,068</b>	<b>\$249,881</b>	<b>+\$33,187</b>	<b>+13.3%</b>	<b>\$240,000</b>	<b>\$202,000</b>	<b>+\$38,000</b>	<b>+18.8%</b>	<b>\$5,944,426</b>	<b>\$6,496,900</b>	<b>-\$552,474</b>	<b>-8.5%</b>

# Land Sales – Year to Date

## March 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-18 YTD Sales	Mar-17 YTD Sales	Unit Change	Percent Change	Mar-18 YTD Average	Mar-17 YTD Average	Dollar Change	Percent Change	Mar-18 YTD Median	Mar-17 YTD Median	Dollar Change	Percent Change	Mar-18 YTD Volume	Mar-17 YTD Volume	Dollar Change	Percent Change
Haiku	8	7	+1	+14.3%	\$701,800	\$472,286	+\$229,514	+48.6%	\$530,200	\$475,000	+\$55,200	+11.6%	\$5,614,400	\$3,306,000	+\$2,308,400	+69.8%
Hana	0	4	-4	-100.0%	--	\$376,250	--	--	--	\$375,000	--	--	\$0	\$1,505,000	-\$1,505,000	-100.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	1	1	0	0.0%	\$950,000	\$382,000	+\$568,000	+148.7%	\$950,000	\$382,000	+\$568,000	+148.7%	\$950,000	\$382,000	+\$568,000	+148.7%
Kahakuloa	0	1	-1	-100.0%	--	\$467,500	--	--	--	\$467,500	--	--	\$0	\$467,500	-\$467,500	-100.0%
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	3	2	+1	+50.0%	\$1,036,667	\$717,500	+\$319,167	+44.5%	\$410,000	\$717,500	-\$307,500	-42.9%	\$3,110,000	\$1,435,000	+\$1,675,000	+116.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	14	5	+9	+180.0%	\$622,918	\$642,000	-\$19,082	-3.0%	\$502,500	\$525,000	-\$22,500	-4.3%	\$8,720,850	\$3,210,000	+\$5,510,850	+171.7%
Lahaina	6	0	+6	--	\$1,425,667	--	--	--	\$1,525,000	--	--	--	\$8,554,000	\$0	+\$8,554,000	--
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	2	0	+2	--	\$894,450	--	--	--	\$894,450	--	--	--	\$1,788,900	\$0	+\$1,788,900	--
Maui Meadows	0	1	-1	-100.0%	--	\$525,000	--	--	--	\$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	-100.0%	--	\$330,000	--	--	--	\$330,000	--	--	\$0	\$330,000	-\$330,000	-100.0%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	2	2	0	0.0%	\$382,500	\$237,500	+\$145,000	+61.1%	\$382,500	\$237,500	+\$145,000	+61.1%	\$765,000	\$475,000	+\$290,000	+61.1%
Spreckelsville/Paia/Kuau	1	0	+1	--	\$2,900,000	--	--	--	\$2,900,000	--	--	--	\$2,900,000	\$0	+\$2,900,000	--
Wailea/Makena	1	0	+1	--	\$11,500,000	--	--	--	\$11,500,000	--	--	--	\$11,500,000	\$0	+\$11,500,000	--
Wailuku	5	8	-3	-37.5%	\$367,500	\$329,913	+\$37,588	+11.4%	\$307,500	\$246,250	+\$61,250	+24.9%	\$1,837,500	\$2,639,300	-\$801,800	-30.4%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	2	1	+1	+100.0%	\$151,000	\$175,000	-\$24,000	-13.7%	\$151,000	\$175,000	-\$24,000	-13.7%	\$302,000	\$175,000	+\$127,000	+72.6%
<b>All MLS</b>	<b>46</b>	<b>33</b>	<b>+13</b>	<b>+39.4%</b>	<b>\$1,006,275</b>	<b>\$437,873</b>	<b>+\$568,402</b>	<b>+129.8%</b>	<b>\$545,200</b>	<b>\$400,000</b>	<b>+\$145,200</b>	<b>+36.3%</b>	<b>\$46,288,650</b>	<b>\$14,449,800</b>	<b>+\$31,838,850</b>	<b>+220.3%</b>