


MAUI RESIDENTIAL STATISTICS

APRIL 2018



YTD Through April 2018 vs YTD Through April 2017


RESIDENTIAL



\$688,025 (0%)
Median Sales Price

\$1,078,511 (+8%)
Average Sales Price


CONDOMINIUM



\$492,250 (2%)
Median Sales Price

\$709,596 (+5%)
Average Sales Price

VACANT LAND




\$477,575 (+18%)
Median Sales Price

\$775,885 (+69%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	• \$66,218,443
Wailea/Makena	• \$48,975,000
Wailuku	• \$46,108,206
Lahaina	• \$41,168,400
Kahului	• \$37,054,156
Haiku	• \$30,280,500
Kaanapali	• \$29,781,202
Kula/Ulu/Kanaio	• \$23,649,850
Sprecks/Paia/Kuau	• \$14,610,375
Maui Meadows	• \$13,788,000



375
HOMES SOLD
(+13% vs 2017)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	• 134
South	• 82
Upcountry	• 50
West Maui	• 45
North Shore	• 41
Lanai/Molokai	• 12
East	• 11



546
CONDOS SOLD
(+19% vs 2017)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	• 304
West Maui	• 171
Central	• 64
Upcountry	• 4
Lanai/Molokai	• 3
North Shore	• 0
East	• 0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	• \$125,229,337
Kihei	• \$98,910,409
Kaanapali	• \$62,898,900
Nap/Kah/Honokowai	• \$38,986,734
Kapalua	• \$20,210,888
Wailuku	• \$19,399,492
Lahaina	• \$10,879,026
Maalaea	• \$6,467,000
Pukalani	• \$2,461,000
Kahului	• \$1,471,600



78
LAND SOLD
(+50% vs 2017)

VACANT LAND

NUMBER OF SALES
By Districts

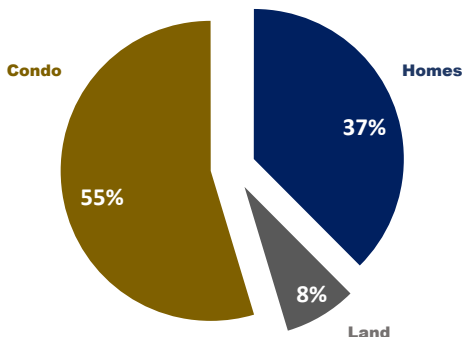
North Shore	• 25
Upcountry	• 21
Central	• 8
South	• 7
West Maui	• 7
Lanai/Molokai	• 6
East	• 4

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Haiku	• \$13,881,400
Wailea/Makena	• \$11,500,000
Kula/Ulu/Kanaio	• \$9,385,850
Lahaina	• \$8,554,000
Kihei	• \$4,590,000
Wailuku	• \$3,302,500
Sprecks/Paia/Kuau	• \$2,900,000
Mak/Oli/Hali	• \$2,133,900
Hana	• \$1,075,000
Kaanapali	• \$950,000

TYPES OF PROPERTIES SOLD



MEDIAN DAYS ON MARKET

Property Type	Median Days
RESIDENTIAL	109
CONDOMINIUM	102
VACANT LAND	126

Fidelity National Title & Escrow of Hawaii



7 Experienced Officers | 2 Sales Executives | 233 Years of Combined Experience

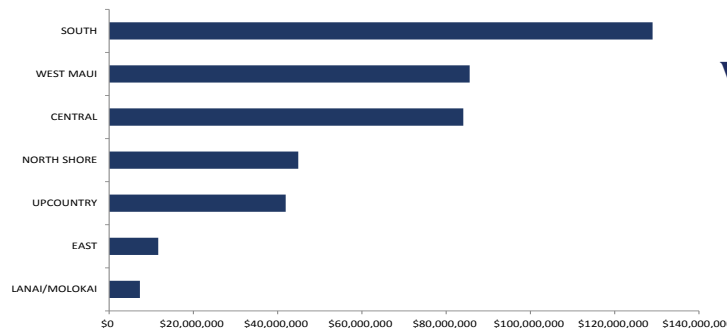
Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404
 Rose Bento | Mary Jo Cabral | Reta Chin-Chiarella | Wendy Gomes | Noreen Koki | Tori Lapolla | Kosei Nagata | Mercy Palmer | Pam Teal

<h2>RESIDENTIAL</h2> <p>YEAR-OVER-YEAR</p>	375 TOTAL NUMBER OF SALES 2018	<h1>13%</h1>	\$688,025 MEDIAN SALES PRICE 2018	<h1>0%</h1>	\$404,441,477 TOTAL DOLLAR VOLUME 2018	<h1>22%</h1>
	332 TOTAL NUMBER OF SALES 2017	\$685,000 MEDIAN SALES PRICE 2017	\$331,034,895 TOTAL DOLLAR VOLUME 2017			

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahakuloa	1	1	0%	\$890,000	\$575,000	55%	\$890,000	\$575,000	55%
Kahului	55	42	31%	\$677,500	\$575,000	18%	\$37,054,156	\$24,349,949	52%
Wailuku	78	63	24%	\$616,000	\$585,000	5%	\$46,108,206	\$38,870,329	19%
EAST									
Hana	11	3	267%	\$725,000	\$1,300,000	-44%	\$11,684,995	\$5,397,083	117%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	32	22	46%	\$807,500	\$740,000	9%	\$30,280,500	\$19,728,900	54%
Sprecks/Paia/Kuau	9	6	50%	\$800,000	\$672,500	19%	\$14,610,375	\$10,665,000	37%
SOUTH									
Kihei	58	67	-13%	\$671,500	\$765,000	-12%	\$66,218,443	\$57,488,662	15%
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	12	5	140%	\$1,158,000	\$1,425,000	-19%	\$13,788,000	\$7,133,380	93%
Wailea/Makena	12	12	0%	\$2,760,000	\$2,822,500	-2%	\$48,975,000	\$61,455,000	-20%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	23	26	-12%	\$945,000	\$892,500	6%	\$23,649,850	\$25,300,000	-7%
Makawao/Olinda/Haliimaile	17	15	13%	\$575,000	\$652,500	-12%	\$11,476,950	\$10,539,500	9%
Pukalani	10	21	-52%	\$646,500	\$665,000	-3%	\$6,797,000	\$14,755,750	-54%
WEST									
Kaanapali	13	8	63%	\$1,900,000	\$1,320,625	44%	\$29,781,202	\$12,982,250	129%
Kapalua	1	1	0%	\$2,250,000	\$3,550,000	-37%	\$2,250,000	\$3,550,000	-37%
Lahaina	21	14	50%	\$900,000	\$911,875	-1%	\$41,168,400	\$20,672,048	99%
Napili/Kahana/Honokowai	9	15	-40%	\$948,000	\$918,000	3%	\$11,015,000	\$12,704,244	-13%
Olowalu	1	0	--	\$1,360,000	--	--	\$1,360,000	\$0	--
LANAI - MOLOKAI									
Lanai	6	6	0%	\$460,000	\$402,500	14%	\$4,010,000	\$2,448,000	64%
Molokai	6	5	20%	\$512,450	\$460,000	11%	\$3,323,400	\$2,419,800	37%
MAUI SUMMARY	375	332	13%	\$688,025	\$685,000	0%	\$404,441,477	\$331,034,895	22%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH APRIL 2018

SOUTH	\$128,981,443
WEST MAUI	\$85,574,602
CENTRAL	\$84,052,362
NORTH SHORE	\$44,890,875
UPCOUNTRY	\$41,923,800
EAST	\$11,684,995
LANAI/MOLOKAI	\$7,333,400



Source: Realtors Association of Maui - www.RAMaui.com

www.FidelityMaui.com

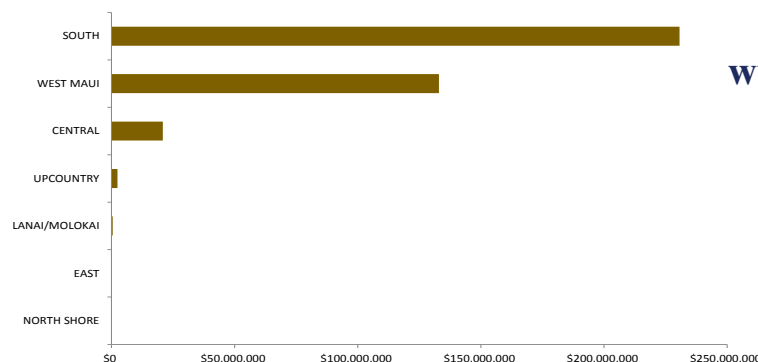
CONDOMINIUM YEAR-OVER-YEAR	546 TOTAL NUMBER OF SALES 2018	\$492,250 MEDIAN SALES PRICE 2018	\$387,439,386 TOTAL DOLLAR VOLUME 2018
	459 TOTAL NUMBER OF SALES 2017	\$481,125 MEDIAN SALES PRICE 2017	\$309,502,262 TOTAL DOLLAR VOLUME 2017

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahului	11	12	-8%	\$110,000	\$95,000	16%	\$1,471,600	\$1,528,129	-4%
Wailuku	53	41	29%	\$347,000	\$435,000	-20%	\$19,399,492	\$16,102,550	21%
EAST									
Hana	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--
SOUTH									
Kihei	201	175	15%	\$420,000	\$395,000	6%	\$98,910,409	\$85,233,329	16%
Maalaea	17	15	13%	\$388,000	\$323,600	20%	\$6,467,000	\$5,463,100	18%
Wailea/Makena	86	63	37%	\$1,051,082	\$1,100,000	-4%	\$125,229,337	\$104,773,749	20%
UPCOUNTRY									
Pukalani	4	1	300%	\$603,000	\$580,000	4%	\$2,461,000	\$580,000	324%
WEST									
Kaanapali	52	34	53%	\$877,500	\$739,500	19%	\$62,898,900	\$34,360,000	83%
Kapalua	15	13	15%	\$960,000	\$835,000	15%	\$20,210,888	\$15,824,800	28%
Lahaina	21	30	-30%	\$475,000	\$482,500	-2%	\$10,879,026	\$16,413,255	-34%
Napili/Kahana/Honokowai	83	70	19%	\$440,000	\$358,250	23%	\$38,986,734	\$28,492,600	37%
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	3	5	-40%	\$158,000	\$113,000	40%	\$525,000	\$730,750	-28%

MAUI SUMMARY	546	459	19%	\$492,250	\$481,125	2%	\$387,439,386	\$309,502,262	25%
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TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH APRIL 2018

SOUTH	\$230,606,746
WEST MAUI	\$132,975,548
CENTRAL	\$20,871,092
UPCOUNTRY	\$2,461,000
LANAI/MOLOKAI	\$525,000
NORTH SHORE	\$0
EAST	\$0



Source: Realtors Association of Maui – www.RAMaui.com

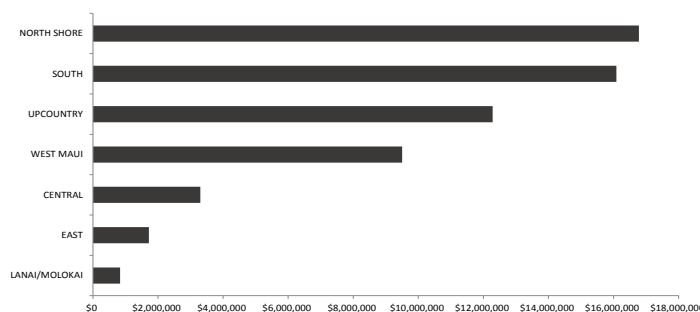
www.FidelityMaui.com

<h2>VACANT LAND</h2> <p>YEAR-OVER-YEAR</p>	78 TOTAL NUMBER OF SALES 2018 <div style="text-align: center; font-size: 2em; font-weight: bold;">50%</div>	\$477,575 MEDIAN SALES PRICE 2018 <div style="text-align: center; font-size: 2em; font-weight: bold;">18%</div>	\$60,519,050 TOTAL DOLLAR VOLUME 2018 <div style="text-align: center; font-size: 2em; font-weight: bold;">153%</div>
	52 TOTAL NUMBER OF SALES 2017	\$403,500 MEDIAN SALES PRICE 2017	\$23,922,300 TOTAL DOLLAR VOLUME 2017

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahakuloa	0	1	-100%	--	\$467,500	--	\$0	\$467,500	-100%
Kahului	0	0	--	--	--	--	\$0	\$0	--
Wailuku	8	12	-33%	\$370,000	\$270,000	37%	\$3,302,500	\$3,979,300	-17%
EAST									
Hana	2	4	-50%	\$537,500	\$375,000	43%	\$1,075,000	\$1,505,000	-29%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	2	0	--	\$323,000	--	--	\$646,000	\$0	--
NORTH SHORE									
Haiku	24	9	167%	\$492,575	\$475,000	4%	\$13,881,400	\$4,146,000	235%
Sprecks/Paia/Kuau	1	0	--	\$2,900,000	--	--	\$2,900,000	\$0	--
SOUTH									
Kihei	6	4	50%	\$465,000	\$473,500	-2%	\$4,590,000	\$2,129,000	116%
Maui Meadows	0	2	-100%	--	\$451,250	--	\$0	\$902,500	-100%
Wailea/Makena	1	1	0%	\$11,500,000	\$525,000	2091%	\$11,500,000	\$525,000	2091%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	16	6	167%	\$375,000	\$450,000	-17%	\$9,385,850	\$3,585,000	162%
Makawao/Olinda/Haliimaile	3	2	50%	\$878,900	\$478,500	84%	\$2,133,900	\$957,000	123%
Pukalani	2	2	0%	\$382,500	\$237,500	61%	\$765,000	\$475,000	61%
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	1	3	-67%	\$950,000	\$525,000	81%	\$950,000	\$1,732,000	-45%
Kapalua	0	0	--	--	--	--	\$0	\$0	--
Lahaina	6	2	200%	\$1,525,000	\$932,500	64%	\$8,554,000	\$1,865,000	359%
Napili/Kahana/Honokowai	0	1	-100%	--	\$330,000	--	\$0	\$330,000	-100%
Olowalu	0	1	-100%	--	\$1,100,000	--	\$0	\$1,100,000	-100%
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	6	2	200%	\$118,750	\$112,000	6%	\$835,400	\$224,000	273%
MAUI SUMMARY	78	52	50%	\$477,575	\$403,500	18%	\$60,519,050	\$23,922,300	153%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH APRIL 2018

NORTH SHORE	\$16,781,400
SOUTH	\$16,090,000
UPCOUNTRY	\$12,284,750
WEST MAUI	\$9,504,000
CENTRAL	\$3,302,500
EAST	\$1,721,000
LANAI/MOLOKAI	\$835,400



Source: Realtors Association of Maui – www.RAMaui.com