

# MAUI RESIDENTIAL STATISTICS

# FEBRUARY 2018



YTD Through February 2018 vs YTD Through February 2017

**RESIDENTIAL**

**\$689,272 (+4%)**  
Median Sales Price

**\$1,176,344 (+14%)**  
Average Sales Price

**CONDOMINIUM**

**\$490,363 (+1%)**  
Median Sales Price

**\$676,501 (-2%)**  
Average Sales Price

**VACANT LAND**

**\$495,000 (+50%)**  
Median Sales Price

**\$734,383 (+79%)**  
Average Sales Price

**RESIDENTIAL**

**TOP 10 AREAS**  
Total Dollar Volume

Kihei	• \$41,768,918
Lahaina	• \$31,755,900
Wailea/Makena	• \$25,575,000
Kahului	• \$25,371,526
Wailuku	• \$20,561,399
Kula/Ulu/Kanaio	• \$14,290,500
Haiku	• \$13,868,500
Kaanapali	• \$9,305,000
Mak/Oli/Hali	• \$5,566,950
Nap/Kah/Honokowai	• \$5,550,000

**182**  
**HOMES SOLD**  
(+41% vs 2017)

**RESIDENTIAL**

**NUMBER OF SALES**  
By Districts

Central	• 74
South	• 34
Upcountry	• 26
West Maui	• 19
North Shore	• 18
Lanai/Molokai	• 7
East	• 4

**242**  
**CONDOS SOLD**  
(+16% vs 2017)

**CONDOMINIUM**

**NUMBER OF SALES**  
By Districts

South	• 132
West	• 79
Central	• 27
Upcountry	• 2
Lanai/Molokai	• 2
North Shore	• 0
East	• 0

**CONDOMINIUM**

**TOP 10 AREAS**  
Total Dollar Volume

Wailea/Makena	• \$52,712,567
Kihei	• \$38,517,050
Kaanapali	• \$32,577,900
Nap/Kah/Honokowai	• \$16,606,000
Wailuku	• \$8,021,092
Kapalua	• \$7,817,000
Lahaina	• \$2,798,626
Maalaea	• \$2,308,000
Pukalani	• \$1,256,000
Kahului	• \$714,100

**33**  
**LAND SOLD**  
(+74% vs 2017)

**VACANT LAND**

**NUMBER OF SALES**  
By Districts

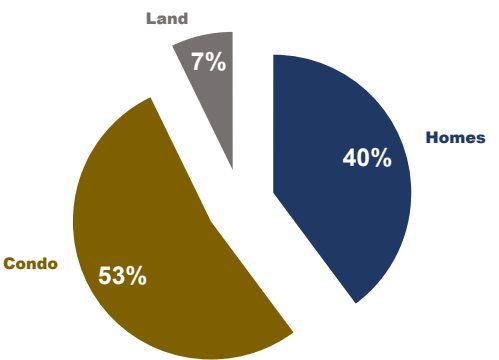
Upcountry	• 11
North Shore	• 8
West	• 6
Central	• 4
Lanai/Molokai	• 2
South	• 1
East	• 1

**VACANT LAND**

**TOP 10 AREAS**  
Total Dollar Volume

Lahaina	• \$7,815,000
Haiku	• \$4,114,400
Kula/Ulu/Kanaio	• \$3,395,850
Spreck/Paia/Kuau	• \$2,900,000
Mak/Oli/Hali	• \$1,788,900
Wailuku	• \$1,547,500
Kaanapali	• \$950,000
Pukalani	• \$765,000
Kihei	• \$410,000
Molokai	• \$302,000

**TYPES OF PROPERTIES SOLD**



**MEDIAN DAYS ON MARKET**

RESIDENTIAL	CONDOMINIUM	VACANT LAND
<b>113</b>	<b>102</b>	<b>228</b>

**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

# YTD Through February 2018 vs YTD Through February 2017

## RESIDENTIAL

YEAR-OVER-YEAR

**182**  
TOTAL NUMBER OF SALES  
2018

**41%**

**129**  
TOTAL NUMBER OF SALES  
2017

**\$689,272**  
MEDIAN SALES PRICE  
2018

**4%**

**\$665,000**  
MEDIAN SALES PRICE  
2017

**\$214,094,588**  
TOTAL DOLLAR VOLUME  
2018

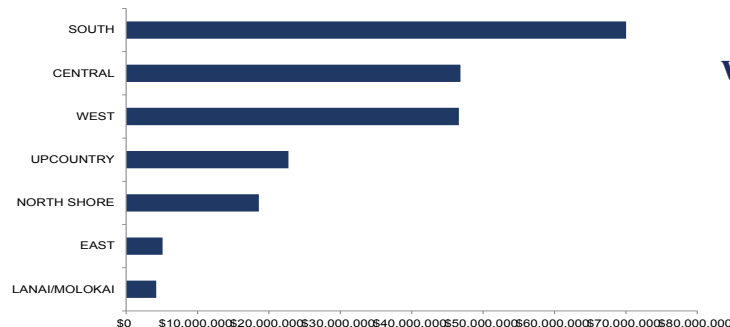
**61%**

**\$132,661,877**  
TOTAL DOLLAR VOLUME  
2017

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
<b>CENTRAL</b>									
Kahakuloa	1	0	--	\$890,000	--	--	\$890,000	\$0	--
Kahului	37	22	68%	\$684,000	\$605,813	13%	\$25,371,526	\$13,205,700	92%
Wailuku	36	25	44%	\$616,372	\$510,000	21%	\$20,561,399	\$14,233,277	45%
<b>EAST</b>									
Hana	4	2	100%	\$705,000	\$2,200,000	-68%	\$5,109,995	\$4,400,000	16%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
<b>NORTH SHORE</b>									
Haiku	15	9	67%	\$765,000	\$865,000	-12%	\$13,868,500	\$10,607,900	31%
Sprecks/Paia/Kuau	3	2	50%	\$600,000	\$637,500	-6%	\$4,715,000	\$1,275,000	270%
<b>SOUTH</b>									
Kihei	26	22	18%	\$680,000	\$735,000	-8%	\$41,768,918	\$19,758,000	111%
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	3	0	--	\$900,000	--	--	\$2,680,000	\$0	--
Wailea/Makena	5	6	-17%	\$4,000,000	\$2,485,000	61%	\$25,575,000	\$33,810,000	-24%
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	14	11	27%	\$1,024,500	\$755,000	36%	\$14,290,500	\$9,219,000	55%
Makawao/Olinda/Haliimaile	8	7	14%	\$557,500	\$630,000	-12%	\$5,566,950	\$4,772,000	17%
Pukalani	4	9	-56%	\$710,000	\$650,000	9%	\$2,880,000	\$6,667,000	-57%
<b>WEST</b>									
Kaanapali	4	5	-20%	\$2,127,500	\$1,323,000	61%	\$9,305,000	\$8,391,250	11%
Kapalua	0	0	--	--	--	--	\$0	\$0	--
Lahaina	12	1	1100%	\$1,240,000	\$1,003,750	24%	\$31,755,900	\$1,003,750	3064%
Napili/Kahana/Honokowai	3	5	-40%	\$850,000	\$750,000	13%	\$5,550,000	\$4,259,000	30%
Olowalu	0	0	--	--	--	--	\$0	\$0	--
<b>LANAI - MOLOKAI</b>									
Lanai	3	2	50%	\$425,000	\$492,500	-14%	\$2,200,000	\$985,000	123%
Molokai	4	1	300%	\$512,450	\$75,000	583%	\$2,005,900	\$75,000	2575%
<b>MAUI SUMMARY</b>	<b>182</b>	<b>129</b>	<b>41%</b>	<b>\$689,272</b>	<b>\$665,000</b>	<b>4%</b>	<b>\$214,094,588</b>	<b>\$132,661,877</b>	<b>61%</b>

### TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH FEBRUARY 2018

<b>SOUTH</b>	<b>\$70,023,918</b>
<b>CENTRAL</b>	<b>\$46,822,925</b>
<b>WEST</b>	<b>\$46,610,900</b>
<b>UPCOUNTRY</b>	<b>\$22,737,450</b>
<b>NORTH SHORE</b>	<b>\$18,583,500</b>
<b>EAST</b>	<b>\$5,109,995</b>
<b>LANAI/MOLOKAI</b>	<b>\$4,205,900</b>



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

[www.FidelityMaui.com](http://www.FidelityMaui.com)

# YTD Through February 2018 vs YTD Through February 2017

<b>CONDOMINIUM</b> YEAR-OVER-YEAR	<b>242</b> TOTAL NUMBER OF SALES 2018	<b>\$490,363</b> MEDIAN SALES PRICE 2018	<b>\$163,713,335</b> TOTAL DOLLAR VOLUME 2018
	<b>209</b> TOTAL NUMBER OF SALES 2017	<b>\$484,000</b> MEDIAN SALES PRICE 2017	<b>\$144,684,053</b> TOTAL DOLLAR VOLUME 2017
	<b>16%</b>	<b>1%</b>	<b>13%</b>

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
<b>CENTRAL</b>									
Kahului	5	2	150%	\$110,000	\$96,000	15%	\$714,100	\$192,000	272%
Wailuku	22	18	22%	\$317,500	\$479,563	-34%	\$8,021,092	\$7,712,400	4%

<b>EAST</b>									
Hana	0	0	--	--	--	--	\$0	\$0	--

<b>NORTH SHORE</b>									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--

<b>SOUTH</b>									
Kihei	82	88	-7%	\$433,750	\$432,500	0%	\$38,517,050	\$45,342,304	-15%
Maalaea	6	8	-25%	\$384,000	\$412,250	-7%	\$2,308,000	\$3,428,500	-33%
Wailea/Makena	44	32	38%	\$943,741	\$1,345,000	-30%	\$52,712,567	\$55,375,749	-5%

<b>UPCOUNTRY</b>									
Pukalani	2	1	100%	\$628,000	\$580,000	8%	\$1,256,000	\$580,000	117%

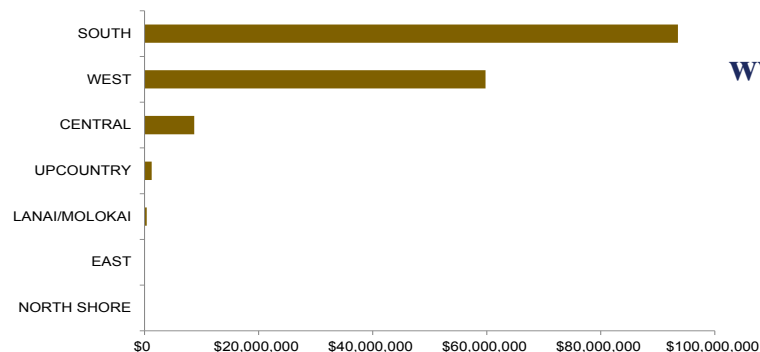
<b>WEST</b>									
Kaanapali	28	12	133%	\$910,000	\$739,500	23%	\$32,577,900	\$11,426,000	185%
Kapalua	5	2	150%	\$868,000	\$962,500	-10%	\$7,817,000	\$1,925,000	306%
Lahaina	8	15	-47%	\$355,000	\$400,000	-11%	\$2,798,626	\$6,957,900	-60%
Napili/Kahana/Honokowai	38	30	27%	\$395,000	\$353,500	12%	\$16,606,000	\$11,651,700	43%

<b>LANAI - MOLOKAI</b>									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	2	1	100%	\$192,500	\$92,500	108%	\$385,000	\$92,500	316%

<b>MAUI SUMMARY</b>	<b>242</b>	<b>209</b>	<b>16%</b>	<b>\$490,363</b>	<b>\$484,000</b>	<b>1%</b>	<b>\$163,713,335</b>	<b>\$144,684,053</b>	<b>13%</b>
---------------------	------------	------------	------------	------------------	------------------	-----------	----------------------	----------------------	------------

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH FEBRUARY 2018

<b>SOUTH</b>	<b>\$93,537,617</b>
<b>WEST</b>	<b>\$59,799,526</b>
<b>CENTRAL</b>	<b>\$8,735,192</b>
<b>UPCOUNTRY</b>	<b>\$1,256,000</b>
<b>LANAI/MOLOKAI</b>	<b>\$385,000</b>
<b>EAST</b>	<b>\$0</b>
<b>NORTH SHORE</b>	<b>\$0</b>



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

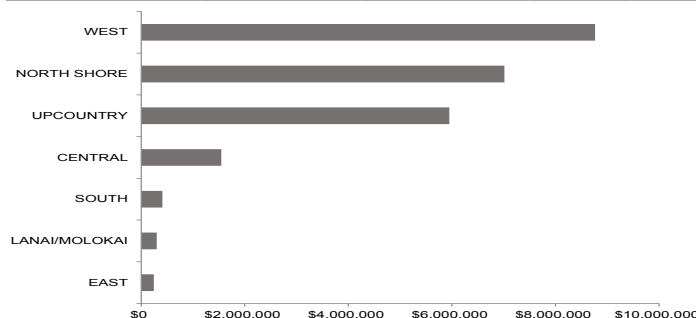
# YTD Through February 2018 vs YTD Through February 2017

<h2>VACANT LAND</h2> <p>YEAR-OVER-YEAR</p>	<b>33</b> TOTAL NUMBER OF SALES 2018	<b>\$495,000</b> MEDIAN SALES PRICE 2018	<b>\$24,234,650</b> TOTAL DOLLAR VOLUME 2018
	<b>74%</b>	<b>\$330,000</b> MEDIAN SALES PRICE 2017	<b>212%</b>
	<b>19</b> TOTAL NUMBER OF SALES 2017		<b>\$7,776,800</b> TOTAL DOLLAR VOLUME 2017

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
<b>CENTRAL</b>									
Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	0	0	--	--	--	--	\$0	\$0	--
Wailuku	4	4	0%	\$401,250	\$233,000	72%	\$1,547,500	\$899,800	72%
<b>EAST</b>									
Hana	0	4	-100%	--	\$375,000	--	\$0	\$1,505,000	-100%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	1	0	--	\$246,000	--	--	\$246,000	\$0	--
<b>NORTH SHORE</b>									
Haiku	7	6	17%	\$470,000	\$485,000	-3%	\$4,114,400	\$2,837,000	45%
Sprecks/Paia/Kuau	1	0	--	\$2,900,000	--	--	\$2,900,000	\$0	--
<b>SOUTH</b>									
Kihei	1	0	--	\$410,000	--	--	\$410,000	\$0	--
Maui Meadows	0	0	--	--	--	--	\$0	\$0	--
Wailea/Makena	0	0	--	--	--	--	\$0	\$0	--
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	7	2	250%	\$375,000	\$785,000	-52%	\$3,395,850	\$1,570,000	116%
Makawao/Olinda/Haliimaile	2	0	--	\$894,450	--	--	\$1,788,900	\$0	--
Pukalani	2	1	100%	\$382,500	\$110,000	248%	\$765,000	\$110,000	596%
<b>WEST</b>									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	1	0	--	\$950,000	--	--	\$950,000	\$0	--
Kapalua	0	0	--	--	--	--	\$0	\$0	--
Lahaina	5	0	--	\$1,550,000	--	--	\$7,815,000	\$0	--
Napili/Kahana/Honokowai	0	1	-100%	--	\$330,000	--	\$0	\$330,000	-100%
Olowalu	0	0	--	--	--	--	\$0	\$0	--
<b>LANAI - MOLOKAI</b>									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	2	0	--	\$151,000	--	--	\$302,000	\$0	--
<b>MAUI SUMMARY</b>	<b>33</b>	<b>19</b>	<b>74%</b>	<b>\$495,000</b>	<b>\$330,000</b>	<b>50%</b>	<b>\$24,234,650</b>	<b>\$7,776,800</b>	<b>212%</b>

### TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH FEBRUARY 2018

WEST	\$8,765,000
NORTH SHORE	\$7,014,400
UPCOUNTRY	\$5,949,750
CENTRAL	\$1,547,500
SOUTH	\$410,000
LANAI/MOLOKAI	\$302,000
EAST	\$246,000



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