

MAUI RESIDENTIAL STATISTICS

JUNE 2018



First Half 2018 vs First Half 2017

RESIDENTIAL

\$690,000 (-2%)
Median Sales Price

\$1,054,362 (+2%)
Average Sales Price

CONDOMINIUM

\$495,000 (4%)
Median Sales Price

\$721,323 (+6%)
Average Sales Price

VACANT LAND

\$477,575 (+19%)
Median Sales Price

\$839,990 (+66%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	• \$91,894,192
Wailuku	• \$74,285,167
Lahaina	• \$62,482,400
Wailea/Makena	• \$55,675,000
Kahului	• \$55,067,240
Haiku	• \$43,361,500
Kaanapali	• \$42,505,202
Kula/Ulu/Kanaio	• \$37,095,849
Kapalua	• \$26,293,300
Maui Meadows	• \$19,293,500

575
HOMES SOLD
(+5% vs 2017)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	• 202
South	• 120
West Maui	• 78
Upcountry	• 77
North Shore	• 63
Lanai/Molokai	• 23
East	• 12

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	• \$189,319,860
Kihei	• \$156,524,376
Kaanapali	• \$96,291,388
Nap/Kah/Honokowai	• \$58,551,294
Kapalua	• \$52,482,138
Wailuku	• \$33,744,717
Lahaina	• \$22,569,026
Maalaea	• \$11,078,500
Pukalani	• \$3,036,000
Kahului	• \$2,453,000

870
CONDOS SOLD
(+22% vs 2017)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	• 476
West Maui	• 276
Central	• 105
Lanai/Molokai	• 7
Upcountry	• 5
North Shore	• 1
East	• 0

118
LAND SOLD
(+33% vs 2017)

VACANT LAND

NUMBER OF SALES
By Districts

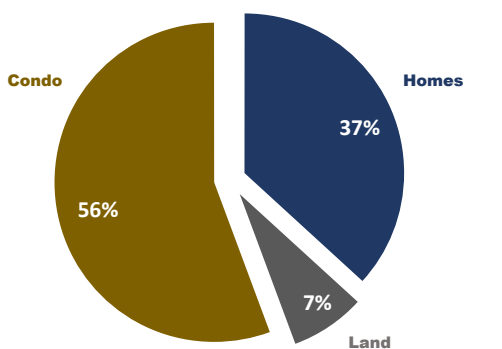
North Shore	• 35
Upcountry	• 29
West Maui	• 13
Lanai/Molokai	• 13
South	• 12
Central	• 9
East	• 7

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	• \$30,450,000
Haiku	• \$20,348,200
Kula/Ulu/Kanaio	• \$13,617,050
Lahaina	• \$10,271,500
Kihei	• \$5,095,000
Wailuku	• \$3,606,475
Kaanapali	• \$3,469,750
Sprecks/Paia/Kuau	• \$2,900,000
Hana	• \$2,495,000
Molokai	• \$2,343,900

TYPES OF PROPERTIES SOLD



MEDIAN DAYS ON MARKET

Property Type	Median Days
RESIDENTIAL	109
CONDOMINIUM	102
VACANT LAND	132

Fidelity National Title & Escrow of Hawaii



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

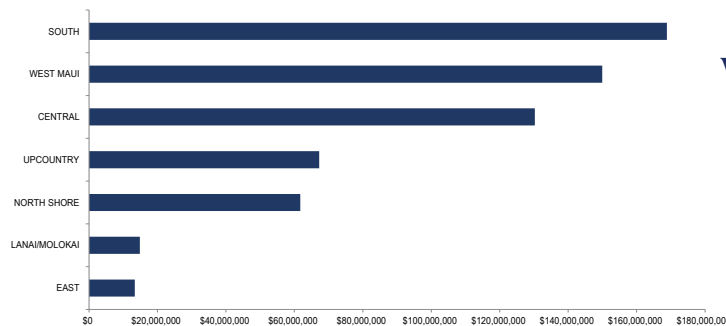
Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404
 Rose Bento | Mary Jo Cabral | Reta Chin-Chiarella | Wendy Gomes | Noreen Koki | Tori Lapolla | Kosei Nagata | Mercy Palmer | Pam Teal

<h2>RESIDENTIAL</h2> <p>YEAR-OVER-YEAR</p>	575 TOTAL NUMBER OF SALES 2018 5%	\$690,000 MEDIAN SALES PRICE 2018 -2%	\$606,258,277 TOTAL DOLLAR VOLUME 2018 7%
	547 TOTAL NUMBER OF SALES 2017	\$705,000 MEDIAN SALES PRICE 2017	\$567,386,774 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	82	72	14%	\$676,193	\$585,000	16%	\$55,067,240	\$41,823,272	32%
Wailuku	119	98	21%	\$635,600	\$603,500	5%	\$74,285,167	\$62,593,452	19%
EAST									
Hana	12	6	100%	\$742,500	\$1,148,542	-35%	\$13,359,995	\$9,857,583	36%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	48	44	9%	\$763,750	\$744,500	3%	\$43,361,500	\$37,825,360	15%
Sprecks/Paia/Kuau	15	11	36%	\$615,000	\$750,000	-18%	\$18,373,375	\$18,180,500	1%
SOUTH									
Kihei	88	97	-9%	\$670,000	\$735,000	-9%	\$91,894,192	\$96,191,825	-5%
Maalaea	1	0	--	\$2,000,000	--	--	\$2,000,000	\$0	--
Maui Meadows	16	12	33%	\$1,335,000	\$1,322,500	1%	\$19,293,500	\$15,152,380	27%
Wailea/Makena	15	17	-12%	\$2,200,000	\$3,250,000	-32%	\$55,675,000	\$83,945,000	-34%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	34	49	-31%	\$999,500	\$845,000	18%	\$37,095,849	\$49,112,700	-25%
Makawao/Olinda/Haliimaile	26	27	-4%	\$659,725	\$652,500	1%	\$18,714,457	\$23,924,000	-22%
Pukalani	17	27	-37%	\$690,000	\$675,000	2%	\$11,427,700	\$18,879,750	-40%
WEST									
Kaanapali	21	11	91%	\$1,705,000	\$1,323,000	29%	\$42,505,202	\$20,587,250	107%
Kapalua	6	2	200%	\$3,000,025	\$2,975,000	1%	\$26,293,300	\$5,950,000	342%
Lahaina	35	30	17%	\$850,000	\$1,414,500	-40%	\$62,482,400	\$52,811,798	18%
Napili/Kahana/Honokowai	15	21	-29%	\$975,000	\$918,000	6%	\$17,315,000	\$18,999,244	-9%
Olowalu	1	0	--	\$1,360,000	--	--	\$1,360,000	\$0	--
LANAI - MOLOKAI									
Lanai	10	10	0%	\$485,000	\$402,500	21%	\$6,053,000	\$4,195,000	44%
Molokai	13	12	8%	\$382,000	\$442,500	-14%	\$8,811,400	\$6,782,660	30%
MAUI SUMMARY	575	547	5%	\$690,000	\$705,000	-2%	\$606,258,277	\$567,386,774	7%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH JUNE 2018

SOUTH	\$168,862,692
WEST MAUI	\$149,955,902
CENTRAL	\$130,242,407
UPCOUNTRY	\$67,238,006
NORTH SHORE	\$61,734,875
LANAI/MOLOKAI	\$14,864,400
EAST	\$13,359,995



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

www.FidelityMaui.com

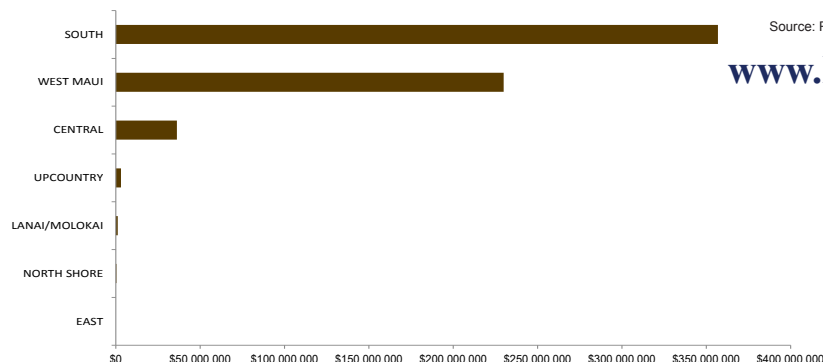
<h2>CONDOMINIUM</h2> <p>YEAR-OVER-YEAR</p>	870 TOTAL NUMBER OF SALES 2018	22%	\$495,000 MEDIAN SALES PRICE 2018	4%	\$627,550,799 TOTAL DOLLAR VOLUME 2018
	713 TOTAL NUMBER OF SALES 2017		\$475,000 MEDIAN SALES PRICE 2017		\$484,466,627 TOTAL DOLLAR VOLUME 2017

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahului	17	16	6%	\$110,000	\$94,152	17%	\$2,453,000	\$1,893,377	30%
Wailuku	88	61	44%	\$386,784	\$410,000	-6%	\$33,744,717	\$23,647,772	43%
EAST									
Hana	0	1	-100%	--	\$760,000	--	\$0	\$760,000	-100%
NORTH SHORE									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	1	0	--	\$375,000	--	--	\$375,000	\$0	--
SOUTH									
Kihei	321	281	14%	\$407,000	\$385,000	6%	\$156,524,376	\$138,528,986	13%
Maalaea	27	21	29%	\$415,000	\$323,600	28%	\$11,078,500	\$7,718,100	44%
Wailea/Makena	128	82	56%	\$1,132,834	\$1,017,500	11%	\$189,319,860	\$130,352,248	45%
UPCOUNTRY									
Pukalani	5	5	0%	\$601,000	\$618,000	-3%	\$3,036,000	\$3,038,000	0%
WEST									
Kaanapali	90	62	45%	\$808,000	\$852,500	-5%	\$96,291,388	\$69,239,240	39%
Kapalua	26	21	24%	\$1,015,625	\$865,000	17%	\$52,482,138	\$36,423,799	44%
Lahaina	38	44	-14%	\$476,250	\$424,500	12%	\$22,569,026	\$22,014,255	3%
Napili/Kahana/Honokowai	122	108	13%	\$442,500	\$402,500	10%	\$58,551,294	\$47,767,600	23%
LANAI - MOLOKAI									
Lanai	0	3	-100%	--	\$940,000	--	\$0	\$2,057,500	-100%
Molokai	7	8	-13%	\$158,000	\$110,000	44%	\$1,125,500	\$1,025,750	10%

MAUI SUMMARY	870	713	22%	\$495,000	\$475,000	4%	\$627,550,799	\$484,466,627	30%
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TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH JUNE 2018

SOUTH	\$356,922,736
WEST MAUI	\$229,893,846
CENTRAL	\$36,197,717
UPCOUNTRY	\$3,036,000
LANAI/MOLOKAI	\$1,125,500
NORTH SHORE	\$375,000
EAST	\$0



VACANT LAND

YEAR-OVER-YEAR

118
TOTAL NUMBER OF SALES
2018

33%

89
TOTAL NUMBER OF SALES
2017

\$477,575
MEDIAN SALES PRICE
2018

19%

\$400,000
MEDIAN SALES PRICE
2017

\$99,118,775
TOTAL DOLLAR VOLUME
2018

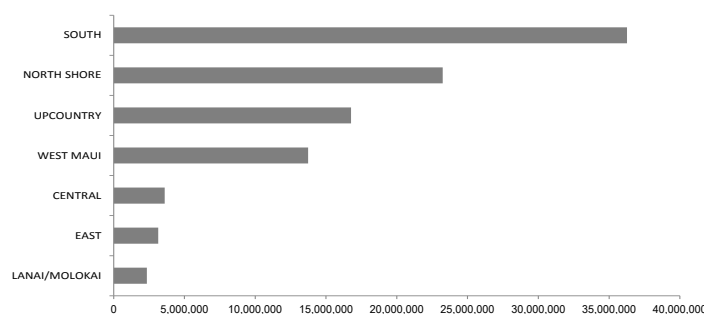
121%

\$44,934,475
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	1	-100%	--	\$325,000	--	0	\$325,000	-100%
Wailuku	9	16	-44%	\$315,000	\$305,000	3%	3,606,475	\$5,688,575	-37%
EAST									
Hana	5	5	0%	\$515,000	\$325,000	59%	2,495,000	\$1,535,000	63%
Kaupo	0	0	--	--	--	--	0	\$0	--
Kipahulu	0	0	--	--	--	--	0	\$0	--
Nahiku	2	0	--	\$323,000	--	--	646,000	\$0	--
NORTH SHORE									
Haiku	34	15	127%	\$477,575	\$475,000	1%	20,348,200	\$8,866,500	130%
Sprecks/Paia/Kuau	1	1	0%	\$2,900,000	\$1,300,000	123%	2,900,000	\$1,300,000	123%
SOUTH									
Kihei	7	5	40%	\$505,000	\$432,000	17%	5,095,000	\$2,404,000	112%
Maui Meadows	1	2	-50%	\$725,000	\$451,250	61%	725,000	\$902,500	-20%
Wailea/Makena	4	1	300%	\$7,350,000	\$525,000	1300%	30,450,000	\$525,000	5700%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	23	8	188%	\$545,000	\$450,000	21%	13,617,050	\$4,386,000	211%
Makawao/Olinda/Haliimaile	3	4	-25%	\$878,900	\$386,000	128%	2,133,900	\$1,680,000	27%
Pukalani	3	4	-25%	\$375,000	\$367,750	2%	1,017,000	\$1,463,500	-31%
WEST									
Honokohau	0	0	--	--	--	--	-	-	--
Kaanapali	5	7	-29%	\$812,250	\$825,000	-2%	3,469,750	\$5,499,500	-37%
Kapalua	0	3	-100%	--	\$715,000	--	0	\$2,729,000	-100%
Lahaina	8	4	100%	\$1,500,000	\$932,500	61%	10,271,500	\$3,964,000	159%
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	13	10	30%	\$140,000	\$157,500	-11%	2,343,900	\$1,768,400	33%
MAUI SUMMARY	118	89	33%	\$477,575	\$400,000	19%	99,118,775	\$44,934,475	121%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH JUNE 2018

SOUTH	\$36,270,000
NORTH SHORE	\$23,248,200
UPCOUNTRY	\$16,767,950
WEST MAUI	\$13,741,250
CENTRAL	\$3,606,475
EAST	\$3,141,000
LANAI/MOLOKAI	\$2,343,900



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

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