

VACANT LAND

YEAR-OVER-YEAR

46
TOTAL NUMBER OF SALES
2018

39%

33
TOTAL NUMBER OF SALES
2017

\$545,200
MEDIAN SALES PRICE
2018

36%

\$400,000
MEDIAN SALES PRICE
2017

\$46,288,650
TOTAL DOLLAR VOLUME
2018

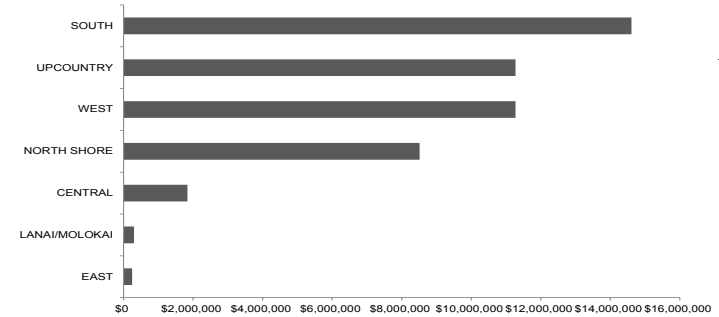
220%

\$14,499,800
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	5	8	-38%	\$307,500	\$246,250	25%	\$1,837,500	\$2,639,300	-30%
EAST									
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	--
NORTH SHORE									
Haiku	8	7	14%	\$530,200	\$475,000	12%	\$5,614,400	\$3,306,000	70%
Sprecks/Paia/Kuau	1	0	--	\$2,900,000	--	--	\$2,900,000	\$0	--
SOUTH									
Kihei	3	2	50%	\$410,000	\$717,500	-43%	\$3,110,000	\$1,435,000	117%
Maui Meadows	0	1	-100%	--	\$525,000	--	\$0	\$525,000	-100%
Wailea/Makena	1	0	--	\$11,500,000	--	--	\$11,500,000	\$0	--
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	14	5	180%	\$502,500	\$525,000	-4%	\$8,720,850	\$3,210,000	172%
Makawao/Olinda/Haliimaile	2	0	--	\$894,450	--	--	\$1,788,900	\$0	--
Pukalani	2	2	0%	\$382,500	\$237,500	61%	\$765,000	\$475,000	61%
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	1	1	0%	\$950,000	\$382,000	149%	\$950,000	\$382,000	149%
Kapalua	0	0	--	--	--	--	\$0	\$0	--
Lahaina	6	0	--	\$1,525,000	--	--	\$8,554,000	\$0	--
Napili/Kahana/Honokowai	0	1	-100%	--	\$330,000	--	\$0	\$330,000	-100%
Olowalu	0	0	--	--	--	--	\$0	\$0	--
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	2	1	100%	\$151,000	\$175,000	-14%	\$302,000	\$175,000	73%
MAUI SUMMARY	46	33	39%	\$545,200	\$400,000	36%	\$46,288,650	\$14,449,800	220%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH MARCH 2018

SOUTH	\$14,610,000
WEST	\$11,274,750
UPCOUNTRY	\$11,274,750
NORTH SHORE	\$8,514,400
CENTRAL	\$1,837,500
LANAI/MOLOKAI	\$302,000
EAST	\$246,000



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

www.FidelityMaui.com

MAUI RESIDENTIAL STATISTICS

1ST QUARTER 2018

YTD Through March 2018 vs YTD Through March 2017

RESIDENTIAL

\$684,350 (-2%)
Median Sales Price

\$1,130,684 (+5%)
Average Sales Price

CONDOMINIUM

\$475,000 (-1%)
Median Sales Price

\$696,343 (+6%)
Average Sales Price

VACANT LAND

\$545,200 (+36%)
Median Sales Price

\$1,006,275 (+130%)
Average Sales Price

RESIDENTIAL

284
HOMES SOLD
(+21% vs 2017)

CONDOMINIUM

371
CONDOS SOLD
(+9% vs 2017)

VACANT LAND

46
LAND SOLD
(+39% vs 2017)

RESIDENTIAL

NUMBER OF SALES
By Districts

- Central • 110
- South • 59
- Upcountry • 42
- West Maui • 31
- North Shore • 27
- Lanai/Molokai • 8
- East • 7

CONDOMINIUM

NUMBER OF SALES
By Districts

- South • 209
- West • 114
- Central • 43
- Upcountry • 2
- Lanai/Molokai • 3
- North Shore • 0
- East • 0

VACANT LAND

NUMBER OF SALES
By Districts

- Upcountry • 18
- North Shore • 9
- West • 7
- Central • 5
- Lanai/Molokai • 4
- South • 2
- East • 1

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

- Kihei • \$53,991,418
- Wailea/Makena • \$46,430,000
- Lahaina • \$36,895,900
- Wailuku • \$36,290,931
- Kahului • \$31,968,906
- Kaanapali • \$23,526,000
- Haiku • \$21,662,500
- Kula/Ulu/Kanaio • \$21,249,500
- Mak/Oli/Hali • \$9,030,950
- Hana • \$8,784,995

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

- Wailea/Makena • \$83,858,355
- Kihei • \$66,985,050
- Kaanapali • \$41,177,400
- Nap/Kah/Honokowai • \$25,974,734
- Wailuku • \$13,327,017
- Kapalua • \$13,282,000
- Lahaina • \$6,769,626
- Maalaea • \$4,168,000
- Pukalani • \$1,256,000
- Kahului • \$1,020,100

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

- Haiku • \$3,306,000
- Kula/Ulu/Kanaio • \$3,210,000
- Wailuku • \$2,639,300
- Hana • \$1,505,000
- Kihei • \$1,435,000
- Maui Meadows • \$525,000
- Pukalani • \$475,000
- Kahakuloa • \$467,500
- Kaanapali • \$382,000
- Nap/Kah/Honokowai • \$330,000

RESIDENTIAL

106

CONDOMINIUM

100

VACANT LAND

215

TYPES OF PROPERTIES SOLD

RESIDENTIAL

MEDIAN DAYS ON MARKET

106

CONDOMINIUM

MEDIAN DAYS ON MARKET

100

VACANT LAND

MEDIAN DAYS ON MARKET

215

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

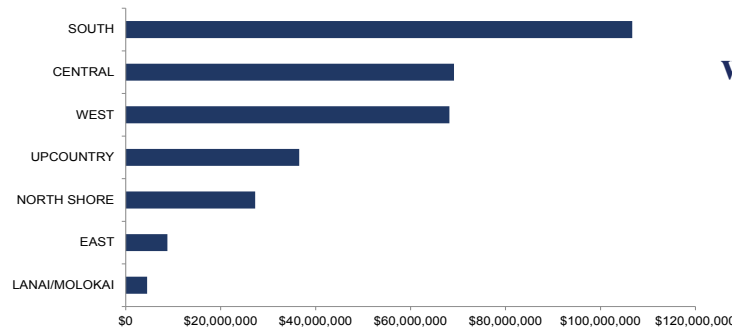
RESIDENTIAL YEAR-OVER-YEAR	284 TOTAL NUMBER OF SALES 2018	\$684,350 MEDIAN SALES PRICE 2018	\$321,114,375 TOTAL DOLLAR VOLUME 2018
	234 TOTAL NUMBER OF SALES 2017	\$697,000 MEDIAN SALES PRICE 2017	\$252,036,261 TOTAL DOLLAR VOLUME 2017

21% **-2%** **27%**

	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	47	34	38%	\$684,000	\$593,000	15%	\$31,968,906	\$19,812,700	61%
Wailuku	62	40	55%	\$623,667	\$545,000	14%	\$36,290,931	\$24,853,077	46%
EAST									
Hana	7	2	250%	\$760,000	\$2,200,000	-66%	\$8,784,995	\$4,400,000	100%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	23	18	28%	\$765,000	\$785,000	-3%	\$21,662,500	\$17,078,900	27%
Sprecks/Paia/Kuau	4	5	-20%	\$742,188	\$750,000	-1%	\$5,599,375	\$10,070,000	-44%
SOUTH									
Kihei	43	40	8%	\$670,000	\$753,000	-11%	\$53,991,418	\$33,800,912	60%
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	6	4	50%	\$937,500	\$1,450,440	-35%	\$6,246,000	\$5,838,380	7%
Wailea/Makena	10	11	-9%	\$3,822,500	\$3,250,000	18%	\$46,430,000	\$60,405,000	-23%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	20	19	5%	\$987,000	\$845,000	17%	\$21,249,500	\$18,480,000	15%
Makawao/Olinda/Haliimaile	13	9	44%	\$575,000	\$630,000	-9%	\$9,030,950	\$6,061,000	49%
Pukalani	9	13	-31%	\$658,000	\$650,000	1%	\$6,272,000	\$9,268,000	-32%
WEST									
Kaanapali	10	7	43%	\$1,922,500	\$1,318,250	46%	\$23,526,000	\$10,232,250	130%
Kapalua	0	1	-100%	--	\$3,550,000	--	\$0	\$3,550,000	-100%
Lahaina	16	10	60%	\$1,109,000	\$911,875	22%	\$36,895,900	\$14,543,048	154%
Napili/Kahana/Honokowai	5	11	-55%	\$975,000	\$950,000	3%	\$7,755,000	\$9,469,994	-18%
Olowalu	0	0	--	--	--	--	\$0	\$0	--
LANAI - MOLOKAI									
Lanai	4	5	-20%	\$370,000	\$385,000	-4%	\$2,515,000	\$1,993,000	26%
Molokai	4	4	0%	\$512,450	\$340,000	51%	\$2,005,900	\$1,605,000	25%
MAUI SUMMARY	284	234	21%	\$684,350	\$697,000	-2%	\$321,114,375	\$252,036,261	27%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH MARCH 2018

SOUTH	\$106,667,418
CENTRAL	\$69,149,837
WEST	\$68,176,900
UPCOUNTRY	\$36,552,450
NORTH SHORE	\$27,261,875
EAST	\$8,784,995
LANAI/MOLOKAI	\$4,520,900



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

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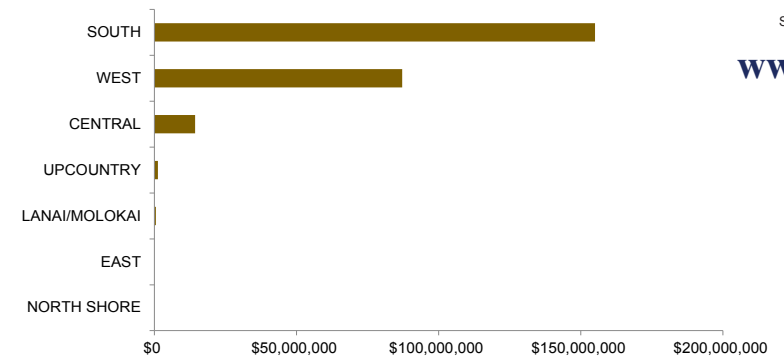
CONDOMINIUM YEAR-OVER-YEAR	371 TOTAL NUMBER OF SALES 2018	\$475,000 MEDIAN SALES PRICE 2018	\$258,343,282 TOTAL DOLLAR VOLUME 2018
	342 TOTAL NUMBER OF SALES 2017	\$477,513 MEDIAN SALES PRICE 2017	\$225,732,262 TOTAL DOLLAR VOLUME 2017

9% **-1%** **14%**

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahului	7	9	-22%	\$110,000	\$95,000	16%	\$1,020,100	\$1,069,129	-5%
Wailuku	36	28	29%	\$357,000	\$445,413	-20%	\$13,327,017	\$11,072,275	20%
EAST									
Hana	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--
SOUTH									
Kihei	138	133	4%	\$422,500	\$403,900	5%	\$66,985,050	\$64,104,904	5%
Maalaea	11	12	-8%	\$388,000	\$347,500	12%	\$4,168,000	\$4,661,100	-11%
Wailea/Makena	60	49	22%	\$1,016,359	\$1,200,000	-15%	\$83,858,355	\$83,151,249	1%
UPCOUNTRY									
Pukalani	2	1	100%	\$628,000	\$580,000	8%	\$1,256,000	\$580,000	117%
WEST									
Kaanapali	35	21	67%	\$880,000	\$750,000	17%	\$41,177,400	\$21,867,500	88%
Kapalua	8	5	60%	\$950,000	\$680,000	40%	\$13,282,000	\$4,060,000	227%
Lahaina	15	25	-40%	\$435,000	\$465,000	-7%	\$6,769,626	\$13,118,255	-48%
Napili/Kahana/Honokowai	56	55	2%	\$435,250	\$345,000	26%	\$25,974,734	\$21,430,100	21%
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	3	4	-25%	\$158,000	\$105,875	49%	\$525,000	\$617,750	-15%
MAUI SUMMARY	371	342	9%	\$475,000	\$477,413	-1%	\$258,343,282	\$225,732,262	14%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH MARCH 2018

SOUTH	\$155,011,405
WEST	\$87,203,760
CENTRAL	\$14,347,117
UPCOUNTRY	\$1,256,000
LANAI/MOLOKAI	\$525,000
NORTH SHORE	\$0
EAST	\$0



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

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