

MAUI RESIDENTIAL STATISTICS

MAY 2018



YTD Through May 2018 vs YTD Through May 2017

RESIDENTIAL

\$690,000 (0%)
Median Sales Price

\$1,061,563 (+3%)
Average Sales Price

CONDOMINIUM

\$485,000 (1%)
Median Sales Price

\$729,563 (+7%)
Average Sales Price

VACANT LAND

\$480,150 (+21%)
Median Sales Price

\$841,103 (+67%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	\$77,187,143
Wailuku	\$56,393,706
Wailea/Makena	\$52,075,000
Kahului	\$49,078,240
Lahaina	\$48,853,400
Haiku	\$39,440,202
Kaanapali	\$38,407,500
Kula/Ulu/Kanaio	\$33,154,849
Kapalua	\$20,293,250
Maui Meadows	\$16,585,500

485
HOMES SOLD
(+14% vs 2017)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	167
South	102
Upcountry	66
West Maui	64
North Shore	54
Lanai/Molokai	21
East	11

719
CONDOS SOLD
(+22% vs 2017)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	390
West Maui	236
Central	82
Upcountry	5
Lanai/Molokai	6
North Shore	0
East	0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$158,552,036
Kihei	\$127,130,331
Kaanapali	\$82,589,888
Nap/Kah/Honokowai	\$52,314,794
Kapalua	\$39,285,888
Wailuku	\$24,815,467
Lahaina	\$18,148,026
Maalaea	\$9,039,000
Pukalani	\$3,036,000
Kahului	\$2,292,950

101
LAND SOLD
(+44% vs 2017)

VACANT LAND

NUMBER OF SALES
By Districts

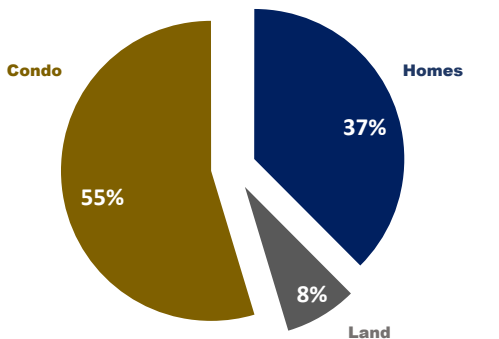
North Shore	34
Upcountry	26
West Maui	11
Lanai/Molokai	9
South	9
Central	8
East	4

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$23,250,000
Haiku	\$19,623,200
Kula/Ulu/Kanaio	\$12,372,050
Lahaina	\$10,271,500
Kihei	\$4,590,000
Wailuku	\$3,302,500
Sprecks/Paia/Kuau	\$2,900,000
Kaanapali	\$2,574,750
Mak/Oli/Hali	\$2,133,900
Molokai	\$1,447,400

TYPES OF PROPERTIES SOLD



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
108	94	132

Fidelity National Title & Escrow of Hawaii



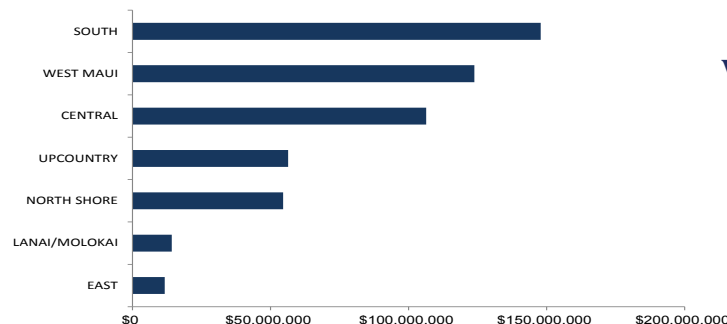
7 Experienced Officers | 2 Sales Executives | 233 Years of Combined Experience
 Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404
 Rose Bento | Mary Jo Cabral | Reta Chin-Chiarella | Wendy Gomes | Noreen Koki | Tori Lapolla | Kosei Nagata | Mercy Palmer | Pam Teal

<h2>RESIDENTIAL</h2> <p>YEAR-OVER-YEAR</p>	485 TOTAL NUMBER OF SALES 2018	<h1>14%</h1>	\$690,000 MEDIAN SALES PRICE 2018	<h1>0%</h1>	\$514,858,217 TOTAL DOLLAR VOLUME 2018	<h1>17%</h1>
	427 TOTAL NUMBER OF SALES 2017	\$690,000 MEDIAN SALES PRICE 2017	\$440,545,744 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	73	53	38%	\$679,000	\$575,000	18%	\$49,078,240	\$30,557,949	61%
Wailuku	93	78	19%	\$617,000	\$587,278	5%	\$56,393,706	\$48,651,829	16%
EAST									
Hana	11	5	120%	\$725,000	\$1,300,000	-44%	\$11,684,995	\$9,109,583	28%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	42	31	36%	\$770,000	\$725,000	6%	\$38,407,500	\$26,856,900	43%
Sprecks/Paia/Kuau	12	7	71%	\$607,500	\$750,000	-19%	\$16,160,375	\$11,530,000	40%
SOUTH									
Kihei	74	87	-15%	\$669,500	\$725,000	-8%	\$77,187,143	\$88,023,061	-12%
Maalaea	1	0	--	\$2,000,000	--	--	\$2,000,000	\$0	--
Maui Meadows	14	7	100%	\$1,158,000	\$1,425,000	-19%	\$16,585,500	\$9,666,380	72%
Wailea/Makena	13	14	-7%	\$3,100,000	\$2,822,500	10%	\$52,075,000	\$72,495,000	-28%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	31	38	-18%	\$999,000	\$847,500	18%	\$33,154,849	\$36,328,700	-9%
Makawao/Olinda/Haliimaile	21	18	17%	\$565,000	\$641,250	-12%	\$13,712,957	\$12,758,500	8%
Pukalani	14	23	-39%	\$674,000	\$665,000	1%	\$9,471,700	\$15,811,750	-40%
WEST									
Kaanapali	19	9	111%	\$1,774,500	\$1,318,250	35%	\$39,440,202	\$14,182,250	178%
Kapalua	4	1	300%	\$3,021,625	\$3,550,000	-15%	\$20,293,250	\$3,550,000	472%
Lahaina	28	23	22%	\$795,000	\$1,100,000	-28%	\$48,853,400	\$37,491,798	30%
Napili/Kahana/Honokowai	12	17	-29%	\$924,000	\$918,000	1%	\$13,890,000	\$15,084,244	-8%
Olowalu	1	0	--	\$1,360,000	--	--	\$1,360,000	\$0	--
LANAI - MOLOKAI									
Lanai	10	8	25%	\$485,000	\$402,500	21%	\$6,053,000	\$3,403,000	78%
Molokai	11	7	57%	\$442,000	\$460,000	-4%	\$8,166,400	\$4,469,800	83%
MAUI SUMMARY	485	427	14%	\$690,000	\$690,000	0%	\$514,858,217	\$440,545,744	17%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH MAY 2018

SOUTH	\$147,847,643
WEST MAUI	\$123,836,852
CENTRAL	\$106,361,946
UPCOUNTRY	\$56,339,506
NORTH SHORE	\$54,567,875
LANAI/MOLOKAI	\$14,219,400
EAST	\$11,684,995



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

www.FidelityMaui.com

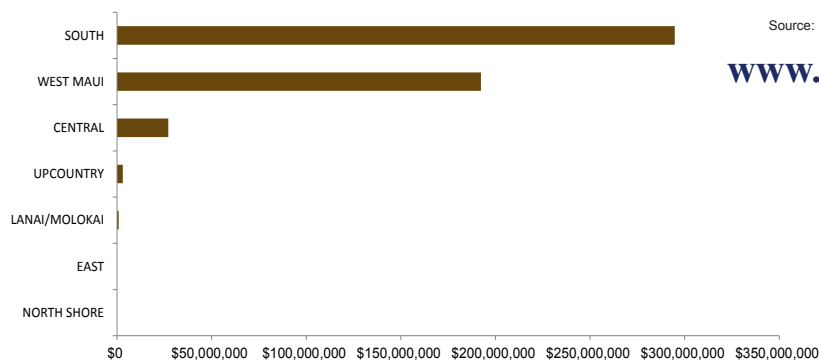
<h2>CONDOMINIUM</h2> <p>YEAR-OVER-YEAR</p>	719 TOTAL NUMBER OF SALES 2018	\$485,000 MEDIAN SALES PRICE 2018	\$518,084,880 TOTAL DOLLAR VOLUME 2018
	589 TOTAL NUMBER OF SALES 2017	\$479,000 MEDIAN SALES PRICE 2017	\$395,224,870 TOTAL DOLLAR VOLUME 2017

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahului	15	14	7%	\$119,600	\$94,152	27%	\$2,292,950	\$1,711,433	34%
Wailuku	67	50	34%	\$378,000	\$413,750	-9%	\$24,815,467	\$19,417,019	28%
EAST									
Hana	0	1	-100%	--	\$760,000	--	\$0	\$760,000	-100%
NORTH SHORE									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--
SOUTH									
Kihei	262	231	13%	\$410,750	\$399,000	3%	\$127,130,331	\$113,651,017	12%
Maalaea	23	17	35%	\$399,000	\$340,000	17%	\$9,039,000	\$6,508,100	39%
Wailea/Makena	105	71	48%	\$1,103,013	\$1,050,000	5%	\$158,552,036	\$117,068,248	35%
UPCOUNTRY									
Pukalani	5	3	67%	\$601,000	\$580,000	4%	\$3,036,000	\$1,790,000	70%
WEST									
Kaanapali	76	50	52%	\$808,000	\$745,000	9%	\$82,589,888	\$54,472,900	52%
Kapalua	21	15	40%	\$966,500	\$845,000	14%	\$39,285,888	\$17,629,799	123%
Lahaina	31	38	-18%	\$475,000	\$447,500	6%	\$18,148,026	\$19,855,255	-9%
Napili/Kahana/Honokowai	108	90	20%	\$450,000	\$402,500	12%	\$52,314,794	\$39,520,349	32%
LANAI - MOLOKAI									
Lanai	0	2	-100%	--	\$962,500	--	\$0	\$1,925,000	-100%
Molokai	6	7	-14%	\$149,000	\$110,000	36%	\$880,500	\$915,750	-4%

MAUI SUMMARY	719	589	22%	\$485,000	\$479,000	1%	\$518,084,880	\$395,224,870	31%
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TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH MAY 2018

SOUTH	\$294,721,367
WEST MAUI	\$192,338,596
CENTRAL	\$27,108,417
UPCOUNTRY	\$3,036,000
LANAI/MOLOKAI	\$880,500
NORTH SHORE	\$0
EAST	\$0



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

www.FidelityMaui.com

VACANT LAND YEAR-OVER-YEAR

101
TOTAL NUMBER OF SALES
2018

44%

70
TOTAL NUMBER OF SALES
2017

\$480,150
MEDIAN SALES PRICE
2018

21%

\$397,500
MEDIAN SALES PRICE
2017

\$84,951,300
TOTAL DOLLAR VOLUME
2018

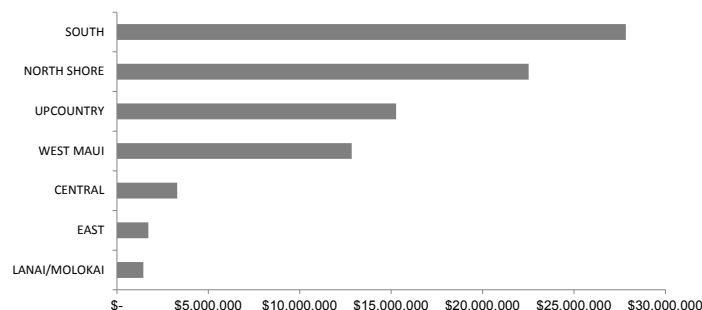
142%

\$35,172,700
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	--	-	\$467,500	-100%
Kahului	0	1	-100%	--	\$325,000	--	-	\$325,000	-100%
Wailuku	8	12	-33%	\$370,000	\$270,000	37%	\$3,302,500	\$3,979,300	-17%
EAST									
Hana	2	5	-60%	\$537,500	\$325,000	65%	\$1,075,000	\$1,535,000	-30%
Kaupo	0	0	--	--	--	--	-	-	--
Kipahulu	0	0	--	--	--	--	-	-	--
Nahiku	2	0	--	\$323,000	--	--	\$646,000	-	--
NORTH SHORE									
Haiku	33	13	154%	\$475,000	\$495,000	-4%	\$19,623,200	\$8,099,000	142%
Sprecks/Paia/Kuau	1	1	0%	\$2,900,000	\$1,300,000	123%	\$2,900,000	\$1,300,000	123%
SOUTH									
Kihei	6	4	50%	\$465,000	\$473,500	-2%	\$4,590,000	\$2,129,000	116%
Maui Meadows	0	2	-100%	--	\$451,250	--	-	\$902,500	-100%
Wailea/Makena	3	1	200%	\$7,500,000	\$525,000	1376%	\$23,250,000	\$525,000	4329%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	21	6	250%	\$525,000	\$450,000	17%	\$12,372,050	\$3,585,000	245%
Makawao/Olinda/Haliimaile	3	3	0%	\$878,900	\$357,000	146%	\$2,133,900	\$1,265,000	69%
Pukalani	2	3	-33%	\$382,500	\$365,000	5%	\$765,000	\$1,093,000	-30%
WEST									
Honokohau	0	0	--	--	--	--	-	-	--
Kaanapali	3	5	-40%	\$812,500	\$825,000	-2%	\$2,574,750	\$3,637,500	-29%
Kapalua	0	0	--	--	--	--	-	-	--
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	--	-	\$330,000	-100%
Olowalu	0	1	-100%	--	\$1,100,000	--	-	\$1,100,000	-100%
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	-	-	--
Molokai	9	7	29%	\$125,000	\$140,000	-11%	\$1,447,400	\$935,900	55%
MAUI SUMMARY	101	70	44%	\$480,150	\$397,500	21%	\$84,951,300	\$35,172,700	142%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH MAY 2018

SOUTH	\$27,840,000
NORTH SHORE	\$22,523,200
UPCOUNTRY	\$15,270,950
WEST MAUI	\$12,846,250
CENTRAL	\$3,302,500
EAST	\$1,721,000
LANAI/MOLOKAI	\$1,447,400



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

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