



# MAUI MARKET REPORT

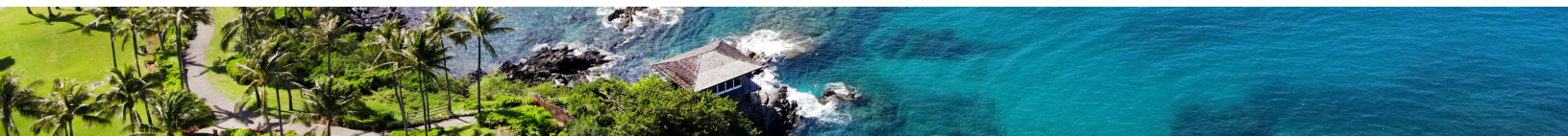
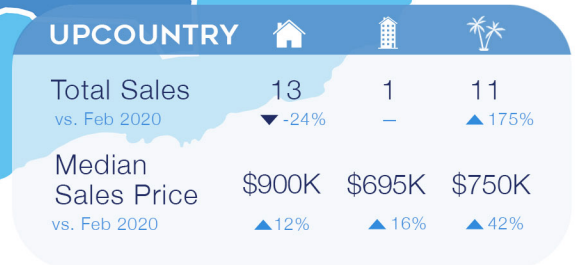
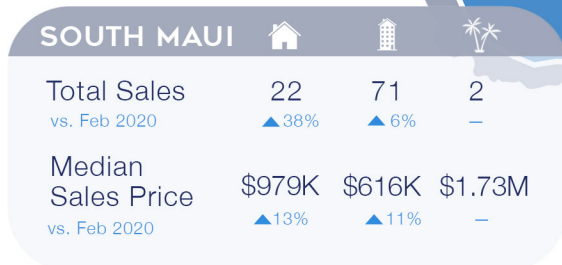
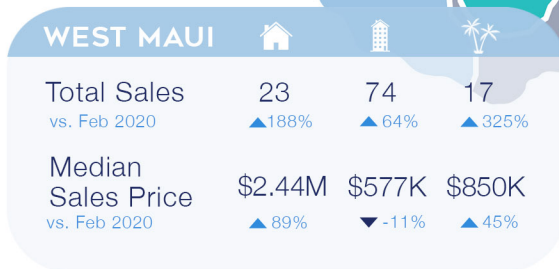
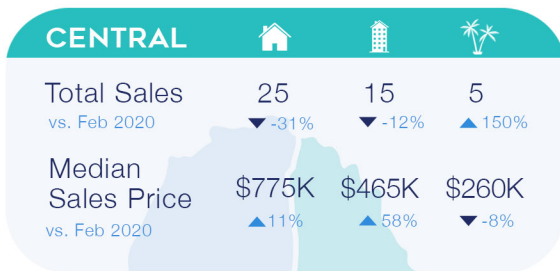
## FEBRUARY 2021

The Maui real estate market continues its strength as limited inventory and strong demand have created a competitive marketplace. The result, median sales prices continue to increase as properties are selling faster. Supported by low interest rates, we anticipate the market to continue to be strong especially as we head into our peak summer season.

### COUNTY-WIDE OVERVIEW

	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECIEVED	BID-UPS	DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	101	\$895,000	98%	19%	126	101
CONDOMINIUMS	166	\$556,990	97%	9%	170	188
LAND	41	\$750,000	93%	2%	343	39

### ISLAND-WIDE OVERVIEW



# SINGLE FAMILY HOME TRANSACTIONS

FEBRUARY 2021 VS. PERCENT CHANGE OVER LAST YEAR



The median price of single family homes rose to \$895,000 in February, a 19.8% increase from the previous year. Since the beginning of the year, the number of single family homes sold has increased 20.2%, an indicator of strong buyer demand.

		TOTAL SALES		MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		AVERAGE DOM		BID-UPS		LIVING \$/SQ FT	
CENTRAL	Kahului	7	▼ -46%	\$695,000	▲ 7%	99.04%	▲ 1%	100	▼ -33%	14.29%	▼ -63%	\$494	▲ 20%
	Wailuku	18	▼ -22%	\$819,300	▲ 11%	100.27%	▲ 0%	128	▲ 8%	33.33%	▲ 28%	\$444	▲ 4%
EAST MAUI	Hana	1	0%	\$700,000	0%	96.55%	0%	68	0%	0.00%	0%	\$245	0%
	Haiku	9	▲ 200%	\$875,000	▼ -27%	98.04%	▲ 2%	93	▲ 4%	22.22%	0%	\$581	▼ -9%
NORTH SHORE	Spreckelsville/Paia/Kuau	3	0%	\$810,000	0%	96.29%	0%	151	0%	0.00%	0%	\$1,400	0%
SOUTHSIDE	Kihei	15	▲ 25%	\$853,000	▲ 13%	98.34%	▲ 0%	97	▲ 6%	20.00%	▼ -20%	\$687	▲ 7%
	Maalaea	—	—	—	—	—	—	—	—	—	—	—	—
	Maui Meadows	1	▼ -50%	\$1,165,000	▼ -9%	106.39%	▲ 12%	37	▼ -60%	100.00%	0%	\$743	▲ 16%
	Wailea/Makena	6	▲ 200%	\$4,036,000	▲ 66%	95.27%	▼ -2%	188	▼ -39%	0.00%	0%	\$1,623	▲ 41%
UPCOUNTRY	Kula/Ulupalakua/Kanaio	3	▼ -63%	\$1,173,000	▲ 23%	101.57%	▲ 5%	53	▼ -57%	66.67%	▲ 433%	\$618	▲ 29%
	Makawao/Olinda/Haliimaile	4	▼ -20%	\$787,000	▲ 21%	97.76%	▲ 4%	294	▲ 60%	25.00%	▲ 25%	\$406	▼ -34%
	Pukalani	6	▲ 50%	\$901,500	▲ 52%	98.42%	▼ -1%	65	▲ 14%	16.67%	0%	\$445	▼ -20%
	Kaanapali	9	0%	\$3,600,000	0%	96.00%	0%	127	0%	0.00%	0%	\$1,281	0%
WESTSIDE	Kapalua	2	▲ 100%	\$2,306,250	▼ -6%	89.00%	▼ -3%	215	▲ 19%	0.00%	0%	\$602	▼ -15%
	Lahaina	6	▲ 50%	\$3,071,000	▲ 56%	98.20%	▼ -1%	105	▲ 37%	16.67%	0%	\$1,686	▲ 66%
	Napili/Kahana/Honokowai	5	▲ 67%	\$895,000	▲ 12%	97.80%	▲ 19%	132	▼ -6%	20.00%	▼ -40%	\$515	▼ -26%
	Olowalu	1	0%	\$5,400,000	0%	90.08%	0%	270	0%	0.00%	0%	\$5,347	0%
MOLOKAI	Molokai	4	▲ 300%	\$512,500	▲ 8%	97.73%	▲ 0%	182	▲ 114%	0.00%	0%	\$494	▲ 134%
LANAI	Lanai	1	▼ -50%	\$514,000	▲ 13%	93.80%	▼ -5%	118	▼ -78%	0.00%	0%	\$357	▼ -35%

# CONDOMINIUM TRANSACTIONS

FEBRUARY 2021 VS. PERCENT CHANGE OVER LAST YEAR

The median price for condos sold island-wide held steady with a slight increase of 0.6% compared to February 2020, while the total number of sales increased 23.9%, signs of a stable condo market.

		TOTAL SALES		MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		AVERAGE DOM		BID-UPS		LIVING \$/SQ FT	
CENTRAL	Kahului	2	▼ -50%	\$351,000	▲ 134%	98.14%	▲ 7%	68	▼ -12%	50.00%	0%	\$462	▲ 147%
	Wailuku	13	0%	\$482,500	▲ 12%	99.04%	▲ 2%	117	▲ 2%	30.77%	▲ 100%	\$463	▲ 6%
SOUTHSIDE	Kihei	48	▲ 4%	\$516,250	▼ -2%	97.65%	▼ -1%	111	▲ 13%	12.50%	▲ 188%	\$692	▼ -4%
	Maalaea	5	▼ -29%	\$457,500	▲ 39%	97.14%	▼ -1%	110	▲ 18%	0.00%	0%	\$695	▲ 60%
	Wailea/Makena	18	▲ 29%	\$1,410,000	▲ 59%	97.46%	▲ 2%	454	▲ 140%	11.11%	0%	\$1,095	▲ 9%
UPCOUNTRY	Pukalani	1	0%	\$695,000	▲ 16%	102.36%	▲ 6%	51	▼ -46%	100.00%	0%	\$417	▼ -1%
WESTSIDE	Kaanapali	16	▲ 100%	\$747,500	▼ -3%	96.49%	▲ 1%	190	▲ 62%	0.00%	▼ -100%	\$1,074	▲ 35%
	Kapalua	10	▲ 900%	\$1,120,000	▼ -73%	94.95%	▲ 2%	177	▲ 142%	0.00%	0%	\$1,239	▼ -33%
	Lahaina	25	▲ 92%	\$556,990	▲ 8%	99.01%	▼ -2%	131	▼ -35%	0.00%	▼ -100%	\$577	▲ 14%
	Napili/Kahana/Honokowai	23	0%	\$515,000	▼ -21%	95.51%	▼ -1%	160	▼ 0%	4.35%	0%	\$779	▲ 3%
MOLOKAI	Molokai	5	▲ 67%	\$185,000	▼ -3%	98.09%	▼ 0%	149	▲ 20%	0.00%	▼ -100%	\$290	▼ -19%



# LUXURY TRANSACTIONS FOR FEBRUARY 2021

## FOR SALES ABOVE \$1.5M

SINGLE FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	AVERAGE DOM	BID-UPS	LIVING \$/SQ FT
CENTRAL	Kahului	—	—	—	—	—	—	—	—
	Wailuku	—	—	—	—	—	—	—	—
NORTH SHORE	Haiku	2	\$3,300,000	\$1,650,000	\$1,650,000	106.67%	76	100.00%	\$1,019
	Spreckelsville/Paia/Kuau	1	\$3,550,000	\$3,550,000	\$3,550,000	89.87%	130	0.00%	\$3,480
SOUTHSIDE	Kihei	2	\$7,325,000	\$3,662,500	\$3,662,500	96.68%	104	0.00%	\$1,526
	Maalaea	—	—	—	—	—	—	—	—
	Wailea/Makena	6	\$37,272,000	\$6,212,000	\$4,036,000	95.27%	188	0.00%	\$1,623
UPCOUNTRY	Kula/Ulupalaua/Kanaio	1	\$1,675,000	\$1,675,000	\$1,675,000	95.71%	92	0.00%	\$524
	Pukalani	—	—	—	—	—	—	—	—
WESTSIDE	Kaanapali	9	\$39,649,500	\$4,405,500	\$3,600,000	96.00%	127	0.00%	\$1,281
	Kapalua	2	\$4,612,500	\$2,306,250	\$2,306,250	89.00%	215	0.00%	\$602
	Lahaina	5	\$20,342,000	\$4,068,400	\$3,100,000	99.26%	106	20.00%	\$1,718
	Olowalu	1	\$5,400,000	\$5,400,000	\$5,400,000	90.08%	270	0.00%	\$5,347

CONDO SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	AVERAGE DOM	BID-UPS	LIVING \$/SQ FT
SOUTHSIDE	Kihei	1	\$1,625,000	\$1,625,000	\$1,625,000	100.00%	68	0.00%	\$2,016
	Maalaea	—	—	—	—	—	—	—	—
	Wailea/Makena	8	\$18,700,000	\$2,337,500	\$1,925,000	95.81%	782	0.00%	\$1,231
WESTSIDE	Kaanapali	3	\$10,150,000	\$3,383,333	\$3,450,000	98.15%	39	0.00%	\$2,188
	Kapalua	4	\$15,095,000	\$3,773,750	\$3,547,500	95.83%	77	0.00%	\$1,594
	Lahaina	1	\$1,825,000	\$1,825,000	\$1,825,000	97.07%	286	0.00%	\$1,161
	Napili/Kahana/Honokowai	1	\$2,150,000	\$2,150,000	\$2,150,000	102.38%	50	100.00%	\$1,536

TOTAL LUXURY SALES  
BY DISTRICT

