



MAUI MARKET REPORT

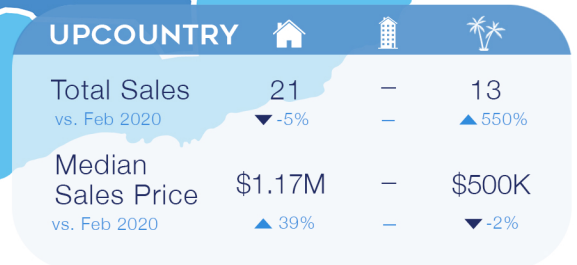
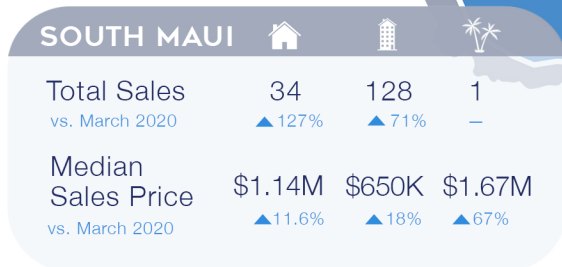
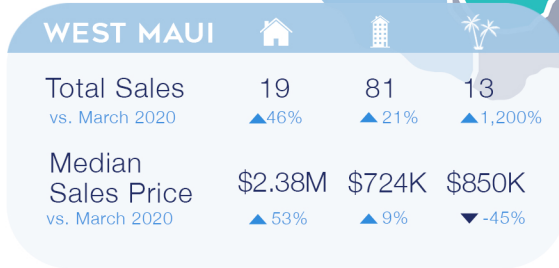
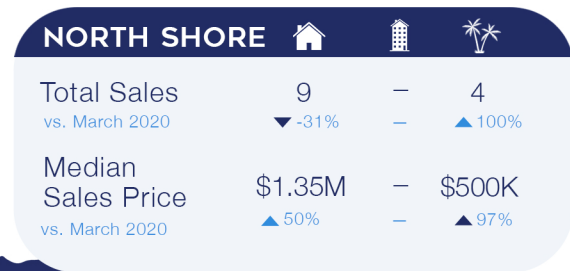
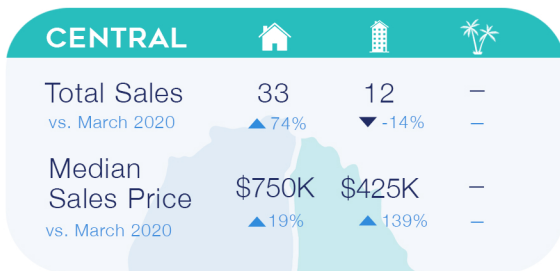
MARCH 2021

As anticipated, the Maui real estate market continues to be red hot, with steady and strong growth in total sales and the median sales price for both single-family homes and condos when compared to March 2020, the start of the COVID-19 pandemic. With a continuous lack of available inventory on the market, current conditions continue to favor sellers.

COUNTY-WIDE OVERVIEW

	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	BID-UPS	DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	121	\$975,000	99%	23%	117	137
CONDOMINIUMS	225	\$645,000	97%	9%	171	152
LAND	40	\$510,000	96%	10%	232	28

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

MARCH 2021 VS. PERCENT CHANGE OVER LAST YEAR



In March 2021, the median sales price for a single-family home was just shy of \$1,000,000. Even with rising prices, homes are selling 9.7% faster, with 1-in-every-4 homes being sold above asking price. Serious buyers should be working with a REALTOR® to get ahead of the competition, have financing sorted and be ready to move quickly.

		TOTAL	SALES		MEDIAN		% LIST			AVERAGE DOM		BID-UPS		LIVING \$/SQ FT	
CENTRAL	Kahului	18	▲ 200%		\$755,000	▲ 12%	100.22%	▼ 0%		66	▼ -2%	33.33%	▼ -33%	\$501	▲ 4%
	Wailuku	15	▲ 15%		\$750,000	▲ 19%	100.87%	▲ 0%		69	▼ -42%	26.67%	▼ -13%	\$467	▲ 7%
EAST MAUI	Hana	1	0%		\$780,000	0%	97.62%	0%		175	0%	0.00%	0%	\$724	0%
NORTH SHORE	Haiku	5	▼ -55%		\$1,350,000	▲ 23%	99.00%	▲ 2%		107	▼ -45%	20.00%	▲ 120%	\$489	▲ 3%
	Sprekelville/ Paia/Kuau	4	▲ 100%		\$2,499,500	▲ 228%	95.72%	▼ -4%		92	▼ -30%	0.00%	0%	\$1,473	▲ 213%
SOUTHSIDE	Kihei	23	▲ 92%		\$899,000	▼ -7%	101.46%	▲ 7%		79	▼ -52%	43.48%	0%	\$624	▼ 0%
	Maui Meadows	5	▲ 400%		\$1,650,000	▲ 38%	100.37%	▲ 5%		96	▲ 40%	40.00%	0%	\$673	▲ 68%
	Wailea/Makena	6	▲ 200%		\$3,657,000	▲ 77%	96.57%	▲ 6%		102	▲ 29%	16.67%	0%	\$1,392	▲ 67%
UPCOUNTRY	Kula/Ulupalakua/ Kanaio	10	▲ 43%		\$1,514,000	▲ 75%	100.00%	▲ 3%		127	▼ -20%	20.00%	▼ -30%	\$705	▲ 28%
	Makawao/Olinda/ Haliimaile	5	▼ -29%		\$1,125,000	▲ 64%	97.58%	▲ 1%		162	▲ 45%	20.00%	▲ 40%	\$680	▲ 32%
	Pukalani	6	▼ -25%		\$905,775	▼ -3%	97.83%	▼ 0%		165	▲ 119%	0.00%	0%	\$523	▲ 20%
WESTSIDE	Kaanapali	7	▲ 75%		\$2,387,000	▲ 26%	96.47%	▲ 0%		247	▲ 313%	0.00%	▼ -100%	\$843	▲ 46%
	Kapalua	1	0%		\$4,850,000	▼ -24%	82.20%	▲ 7%		299	▲ 240%	0.00%	0%	\$593	▼ -46%
	Lahaina	6	▲ 100%		\$3,797,500	▲ 190%	95.46%	▼ -1%		222	▲ 61%	16.67%	▼ -50%	\$1,334	▲ 4%
	Napili/Kahana/ Honokowai	5	0%		\$1,147,500	▼ -26%	97.04%	▼ -1%		67	▼ -59%	0.00%	0%	\$530	▼ -50%
	Olowalu	—	—		—	—	—	—		—	—	—	—	—	—
MOLOKAI	Molokai	4	▼ -33%		\$472,500	▲ 10%	92.80%	▼ -2%		305	▲ 138%	0.00%	▼ -100%	\$469	▲ 22%
LANAI	Lanai	0	0%		\$0	0%	0.00%	0%		0	0%	0.00%	0%	\$0	0%

CONDOMINIUM TRANSACTIONS

MARCH 2021 VS. PERCENT CHANGE OVER LAST YEAR

Much like single-family homes, competition remains fierce amongst condo buyers. In total, 40% more condos sold last month vs. the same month last year. The median sales price for condos increased an astonishing 25% led by Maui's south and west market areas. For a 2-bedroom, 2+ bath condo, the median sales price island-wide was \$800,000 a 13.3% increase from March 2020.

		TOTAL SALES		MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		AVERAGE DOM		BID-UPS		LIVING \$/SQ FT	
CENTRAL	Kahului	1	▼ -88%	\$180,000	▲ 29%	97.30%	▲ 3%	57	▼ -43%	0.00%	▼ -100%	\$229	▲ 20%
	Wailuku	11	▲ 83%	\$427,000	▲ 7%	98.01%	▼ 0%	87	▼ -10%	27.27%	0%	\$452	▲ 9%
SOUTHSIDE	Kihei	76	▲ 41%	\$550,000	▲ 18%	98.07%	▲ 0%	133	▲ 60%	14.47%	▲ 56%	\$702	▲ 11%
	Maalaea	9	▲ 350%	\$480,000	▼ -26%	96.82%	▼ 0%	118	▲ 41%	0.00%	0%	\$577	▼ -33%
	Wailea/Makena	43	▲ 126%	\$1,449,000	▲ 4%	98.24%	▲ 3%	250	▲ 43%	6.98%	0%	\$1,176	▲ 2%
UPCOUNTRY	Pukalani	—	—	—	—	—	—	—	—	—	—	—	—
WESTSIDE	Kaanapali	24	▲ 14%	\$1,210,000	▼ -34%	94.38%	▼ -4%	156	▼ -53%	0.00%	0%	\$1,098	▲ 6%
	Kapalua	9	▲ 350%	\$1,065,000	▲ 7%	95.83%	▼ 0%	252	▲ 148%	0.00%	0%	\$1,137	▲ 25%
	Lahaina	14	▼ -13%	\$562,500	▼ -6%	97.95%	▼ -5%	160	▼ -18%	0.00%	▼ -100%	\$603	▲ 3%
	Napili/Kahana/ Honokowai	34	▲ 21%	\$551,500	▲ 11%	96.61%	▼ 0%	189	▲ 43%	8.82%	▲ 24%	\$754	▲ 17%
MOLOKAI	Molokai	4	0%	\$155,000	▼ -19%	96.54%	▲ 5%	185	▲ 56%	0.00%	0%	\$359	▲ 26%

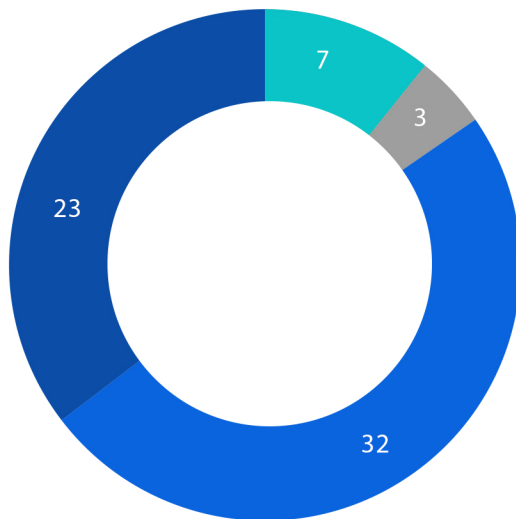
LUXURY TRANSACTIONS FOR MARCH 2021

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	1	\$1,522,000	\$1,522,000	\$1,522,000	95.18%	140	0.00%	\$519
	Sprekelsville/ Paia/Kuau	2	\$8,300,000	\$4,150,000	\$4,150,000	96.51%	76	0.00%	\$2,043
SOUTHSIDE	Kihei	2	\$6,100,000	\$3,050,000	\$3,050,000	95.53%	156	0.00%	\$1,071
	Maalaea	—	—	—	—	—	—	—	—
	Wailea/Makena	6	\$26,652,880	\$4,442,147	\$3,657,000	96.57%	102	16.67%	\$1,392
UPCOUNTRY	Kula/Ulupalakua /Kanaio	5	\$11,094,000	\$2,218,800	\$2,369,000	100.70%	176.4	20.00%	\$808
	Pukalani	2	4360000	2180000	2180000	0.97399863	108.5	0	596.8515
WESTSIDE	Kaanapali	7	\$21,015,500	\$3,002,214	\$2,387,000	96.47%	247	0.00%	\$843
	Kapalua	1	\$4,850,000	\$4,850,000	\$4,850,000	82.20%	299	0.00%	\$593
	Lahaina	5	\$21,002,124	\$4,200,425	\$4,995,000	94.66%	247	20.00%	\$1,408
	Olowalu	—	—	—	—	—	—	—	—

CONDO SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	AVERAGE DOM	BID-UPS	LIVING \$/SQ FT
SOUTHSIDE	Kihei	3	\$4,837,500	\$1,612,500	\$1,605,000	102.08%	138	33.33%	\$1,185
	Maalaea	—	—	—	—	—	—	—	—
	Wailea/Makena	18	\$54,394,000	\$3,021,889	\$2,555,000	97.83%	209	11.11%	\$1,500
WESTSIDE	Kaanapali	5	\$14,124,000	\$2,824,800	\$2,425,000	96.59%	143	0.00%	\$1,676
	Kapalua	3	\$11,295,000	\$3,765,000	\$3,395,000	98.26%	339	0.00%	\$1,636
	Lahaina	1	\$1,849,000	\$1,849,000	\$1,849,000	100.00%	326	0.00%	\$1,162
	Napili/Kahana/ Honokowai	1	\$1,500,000	\$1,500,000	\$1,500,000	88.29%	856	0.00%	\$1,273

TOTAL LUXURY SALES
BY DISTRICT



■ SOUTH MAUI
 ■ WEST MAUI
 ■ NORTH SHORE
 ■ UPCOUNTRY

