



# MAUI MARKET REPORT

## NOVEMBER 2021

The Maui real estate market hit a new record high as the median sale price for condos reached \$725,000 in November 2021. Meanwhile, after a slight dip from all-time highs in June, the median price for single-family homes island-wide once again reached \$1 million. With mortgage interest rates remaining in the low 3% range, competition amongst buyers remains strong.

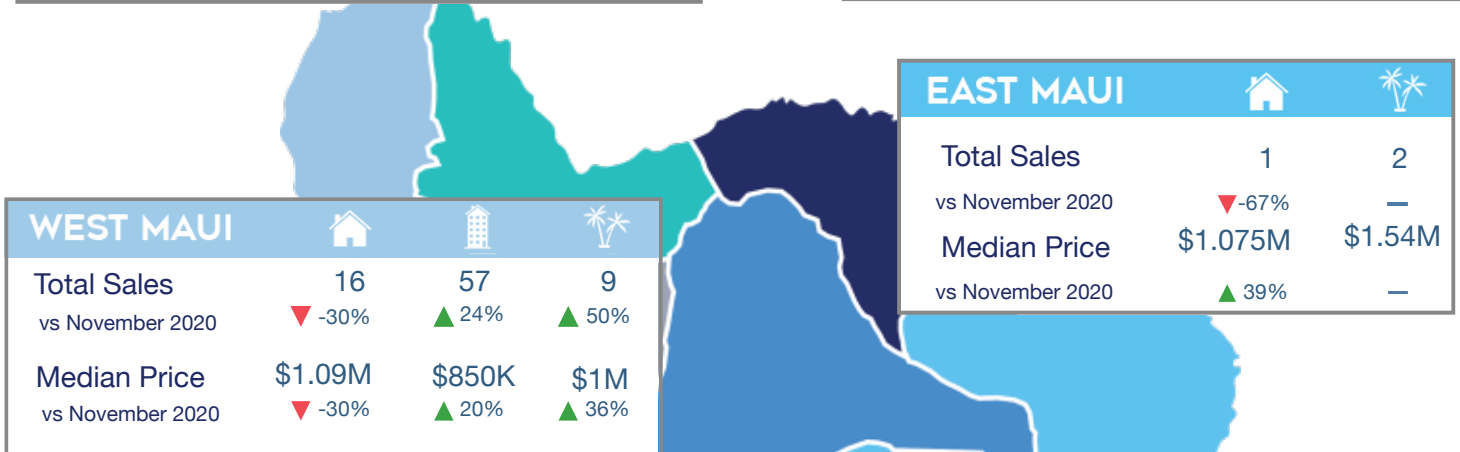
### COUNTY-WIDE OVERVIEW

	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	101	\$1,000,000	99%	29%	124	108
CONDOMINIUMS	151	\$725,000	101%	38%	138	170
LAND	28	\$500,000	90%	11%	327	20

### ISLAND-WIDE OVERVIEW

CENTRAL			
Total Sales	33	18	2
vs November 2020	▲ 32%	▲ 64%	▼ -50%
Median Price	\$831K	\$237K	\$275K
vs November 2020	▲ 13%	▼ -36%	▼ -31%

NORTH SHORE			
Total Sales	8	0	4
vs November 2020	▼ -43%	—	▲ 33%
Median Price	\$2M	—	\$439K
vs November 2020	▲ 38%	—	▼ -15%



WEST MAUI			
Total Sales	16	57	9
vs November 2020	▼ -30%	▲ 24%	▲ 50%
Median Price	\$1.09M	\$850K	\$1M
vs November 2020	▼ -30%	▲ 20%	▲ 36%

EAST MAUI		
Total Sales	1	2
vs November 2020	▼ -67%	—
Median Price	\$1.075M	\$1.54M
vs November 2020	▲ 39%	—

SOUTH MAUI			
Total Sales	17	73	1
vs November 2020	▼ -15%	—	▼ -67%
Median Price	\$1.15M	\$770K	\$6.85M
vs November 2020	▲ 32%	▲ 54%	▲ 807%

UPCOUNTRY			
Total Sales	21	1	4
vs November 2020	▲ 62%	—	▼ -50%
Median Price	\$1.34M	\$1.13M	\$1.21M
vs November 2020	▲ 35%	▲ 72%	▲ 118%



# SINGLE-FAMILY HOME TRANSACTIONS

NOVEMBER 2021 VS. PERCENT CHANGE OVER LAST YEAR



**COLDWELL  
BANKER**  
ISLAND  
PROPERTIES

On the rise from the previous month, single-family home prices island-wide have increased 17.3% in November 2021 from the same period last year (\$852,500). While indicators of demand remain strong, showing some relief as the average days on market increased and the number of homes sold above list price decreased, a lack of inventory continues to be a strain on the market. Leading market areas include Central and Upcountry where both home prices and number of sales are up.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	AVERAGE DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Wailuku	20 ▲ 25%	\$823,928 ▲ 11%	99% ▲ 3%	142 ▲ 30%	35% ▲ 460%	\$522 ▲ 21%
	Kahului	13 ▲ 44%	\$870,000 ▲ 26%	101% ▲ 4%	78 ▼ -34%	54% —	\$549 ▲ 28%
EAST MAUI	Hana	1 ▼ -67%	\$1,075,000 ▲ 39%	98% ▲ 3%	219 ▲ 344%	0% —	\$525 ▼ -43%
NORTH SHORE	Spreckelsville/ Paia/Kuau	1 ▼ -50%	\$4,300,000 ▲ 276%	93% ▲ 1%	71 ▼ -70%	0% —	\$1,619 ▲ 290%
	Haiuku	7 ▼ -42%	\$1,700,000 ▲ 18%	99% ▼ 0%	103 ▲ 63%	14% ▼ -14%	\$717 ▲ 30%
SOUTH MAUI	Wailea/ Makena	4 ▲ 33%	\$15,250,000 ▲ 435%	99% ▲ 2%	148 ▲ 59%	0% —	\$3,865 ▲ 346%
	Maui Meadows	2 — 0%	\$1,940,000 ▲ 98%	95% ▼ -6%	110 ▲ 68%	0% ▼ -100%	\$662 ▼ -32%
UPCOUNTRY	Kihei	11 ▼ -27%	\$975,000 ▲ 19%	99% ▲ 1%	113 ▼ -12%	27% —	\$721 ▲ 14%
	Pukalani	3 ▲ 50%	\$1,300,000 ▲ 85%	101% ▲ 2%	111 ▲ 46%	33% —	\$723 ▲ 21%
	Makawao/ Olinda/ Haliimaile	8 ▲ 100%	\$1,089,000 ▲ 58%	100% ▲ 0%	80 ▼ -16%	38% ▼ -25%	\$578 ▼ -34%
WEST MAUI	Kula/ Ulupalakua/ Kanaio	10 ▲ 43%	\$1,694,500 ▲ 61%	98% ▼ -5%	165 ▲ 73%	20% ▼ -53%	\$1,035 ▲ 27%
	Napili/ Kahana/ Honokowai	4 ▲ 100%	\$995,000 ▼ -7%	101% ▲ 8%	82 ▼ -64%	50% —	\$1,411 ▲ 212%
	Lahaina	9 ▼ -25%	\$855,000 ▼ -16%	97% ▼ 0%	92 ▼ -12%	22% ▲ 167%	\$897 ▲ 9%
	Kapalua	2 ▼ -50%	\$6,600,000 ▲ 113%	89% ▼ -7%	580 ▲ 386%	0% —	\$1,455 ▲ 85%
MOLOKAI	Kaanapali	1 ▼ -80%	\$2,300,000 ▲ 17%	116% ▲ 25%	38 ▼ -77%	100% —	\$709 ▲ 15%
	Molokai	3 — 0%	\$600,000 — 0%	95% ▲ 1%	158 ▼ -19%	0% —	\$348 ▲ 21%
LANAI	Lanai	2 ▲ 100%	\$687,500 ▲ 42%	95% ▼ -10%	93 ▲ 33%	0% ▼ -100%	\$755 ▲ 51%

# CONDOMINIUM TRANSACTIONS

NOVEMBER 2021 VS. PERCENT CHANGE OVER LAST YEAR

The leisure market areas led the condo market to all-time highs in November, as 10 of the 17 market areas had median price increases of 25% or more compared to last year. In November, seven units at Makalii at Wailea closed. If you remove these units, which were listed for sale between 2017-2018, the average days on market for Maui condos is a remarkable 70 days.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	AVERAGE DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Kahului	6 ▲ 100%	\$160,000 ▲ 7%	98% ▲ 2%	75 ▼ -57%	33% —	\$205 ▲ 28%
	Wailuku	12 ▲ 50%	\$408,750 ▲ 6%	100% ▲ 1%	92 ▲ 10%	42% ▲ 233%	\$527 ▲ 20%
SOUTH MAUI	Kihei	55 ▲ 12%	\$680,000 ▲ 60%	102% ▲ 4%	57 ▼ -50%	58% ▲ 470%	\$874 ▲ 34%
	Maalaea	3 ▼ -40%	\$570,000 ▲ 14%	100% ▲ 0%	66 ▼ -60%	33% ▼ -17%	\$706 ▲ 16%
WEST MAUI	Wailea/ Makena	15 ▼ -21%	\$2,298,000 ▲ 61%	101% ▲ 2%	751 ▲ 30%	20% —	\$1,831 ▲ 33%
	Kaanapali	13 ▲ 63%	\$1,500,000 ▲ 90%	98% ▲ 3%	69 ▼ -26%	15% —	\$1,349 ▲ 51%
	Kapalua	12 ▲ 300%	\$1,375,000 ▲ 33%	99% ▲ 4%	73 ▼ -58%	17% —	\$1,423 ▲ 93%
	Lahaina	7 ▼ -56%	\$666,000 ▼ -9%	102% ▲ 3%	60 ▼ -57%	43% ▲ 586%	\$700 ▼ -15%
MOLOKAI	Napili/ Kahana/ Honokowai	25 ▲ 32%	\$588,000 ▲ 12%	100% ▲ 3%	74 ▼ -37%	28% ▲ 432%	\$851 ▲ 21%
	Molokai	2 ▲ 100%	\$149,500 ▲ 36%	98% ▲ 0%	291 ▲ 411%	0% —	\$224 ▼ -29%
UPCOUNTRY	Pukalani	1 — 0%	\$1,127,000 ▲ 72%	102% ▲ 2%	25 ▼ -79%	100% —	\$668 ▲ 59%

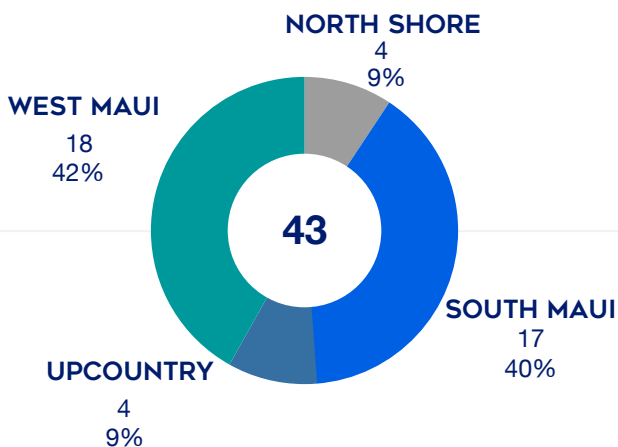
# LUXURY TRANSACTIONS FOR NOVEMBER 2021

FOR SINGLE-FAMILY HOME SALES OVER \$2M AND CONDO SALES OVER \$1.5M

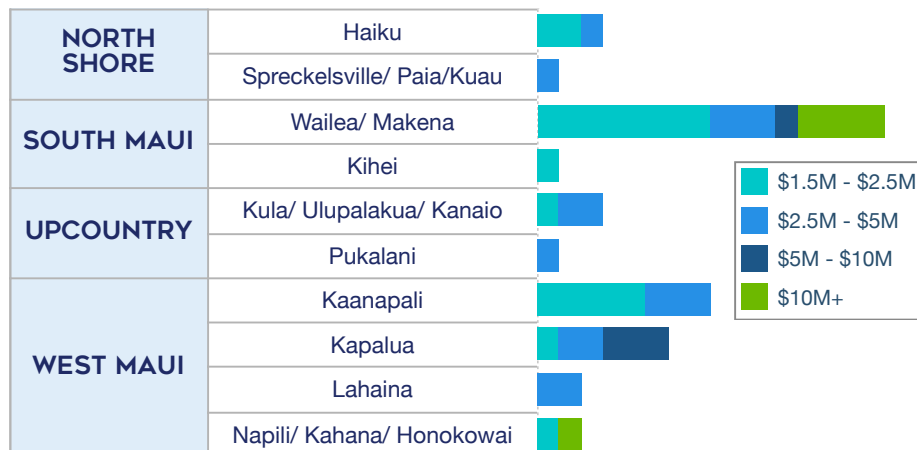
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	AVERAGE DOM	BID-UPS	LIVING \$/SQ FT
NORTH SHORE	Haiku	3	\$7,670,000	\$2,556,667	\$2,420,000	100%	133	33%	\$690
	Spreckelsville/ Paia/Kuau	1	\$4,300,000	\$4,300,000	\$4,300,000	93%	71	0%	\$1,619
SOUTH MAUI	Wailea/ Makena	3	\$54,500,000	\$18,166,667	\$18,000,000	99%	162	0%	\$4,512
WEST MAUI	Kapalua	2	\$13,200,000	\$6,600,000	\$6,600,000	89%	580	0%	\$1,455
	Lahaina	2	\$7,845,000	\$3,922,500	\$3,922,500	99%	165	0%	\$1,741
	Napili/ Kahana/ Honokowai	1	\$11,650,000	\$11,650,000	\$11,650,000	97%	119	0%	\$1,829
	Kaanapali	1	\$2,300,000	\$2,300,000	\$2,300,000	116%	38	100%	\$709
<b>GRAND TOTAL</b>		13	\$101,465,000	\$7,805,000	\$4,500,000	98%	200	15%	\$2,069

CONDO SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	AVERAGE DOM	BID-UPS	LIVING \$/SQ FT
SOUTH MAUI	Kihei	1	\$1,550,000	\$1,550,000	\$1,550,000	100%	65	0%	\$1,726
	Wailea/ Makena	13	\$44,263,000	\$3,404,846	\$2,375,000	101%	857	23%	\$1,888
WEST MAUI	Kaanapali	7	\$19,420,000	\$2,774,286	\$2,195,000	97%	97	0%	\$1,662
	Kapalua	4	\$17,700,000	\$4,425,000	\$4,625,000	96%	124	0%	\$1,863
	Napili/ Kahana/ Honokowai	1	\$1,600,000	\$1,600,000	\$1,600,000	98%	179	0%	\$1,455
<b>GRAND TOTAL</b>		26	\$84,533,000	\$3,251,269	\$2,336,500	99%	483	12%	\$1,813

## TOTAL LUXURY SALES BY DISTRICT



## LUXURY SALES BY PRICE RANGE



\*The information in this report is deemed reliable but not guaranteed. Data provided by the REALTORS® Association of Maui as of 12/01/21 and is subject to change.