



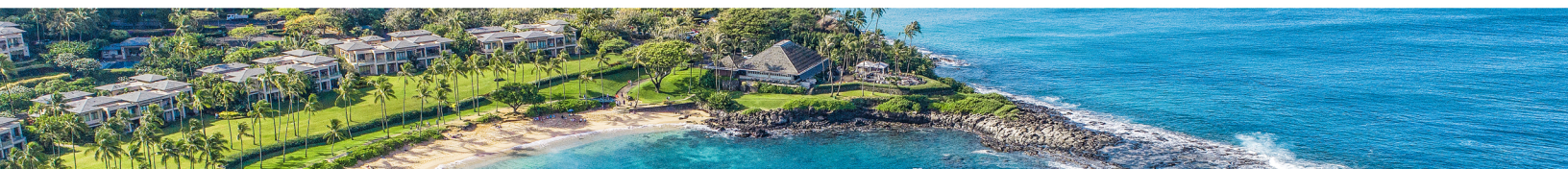
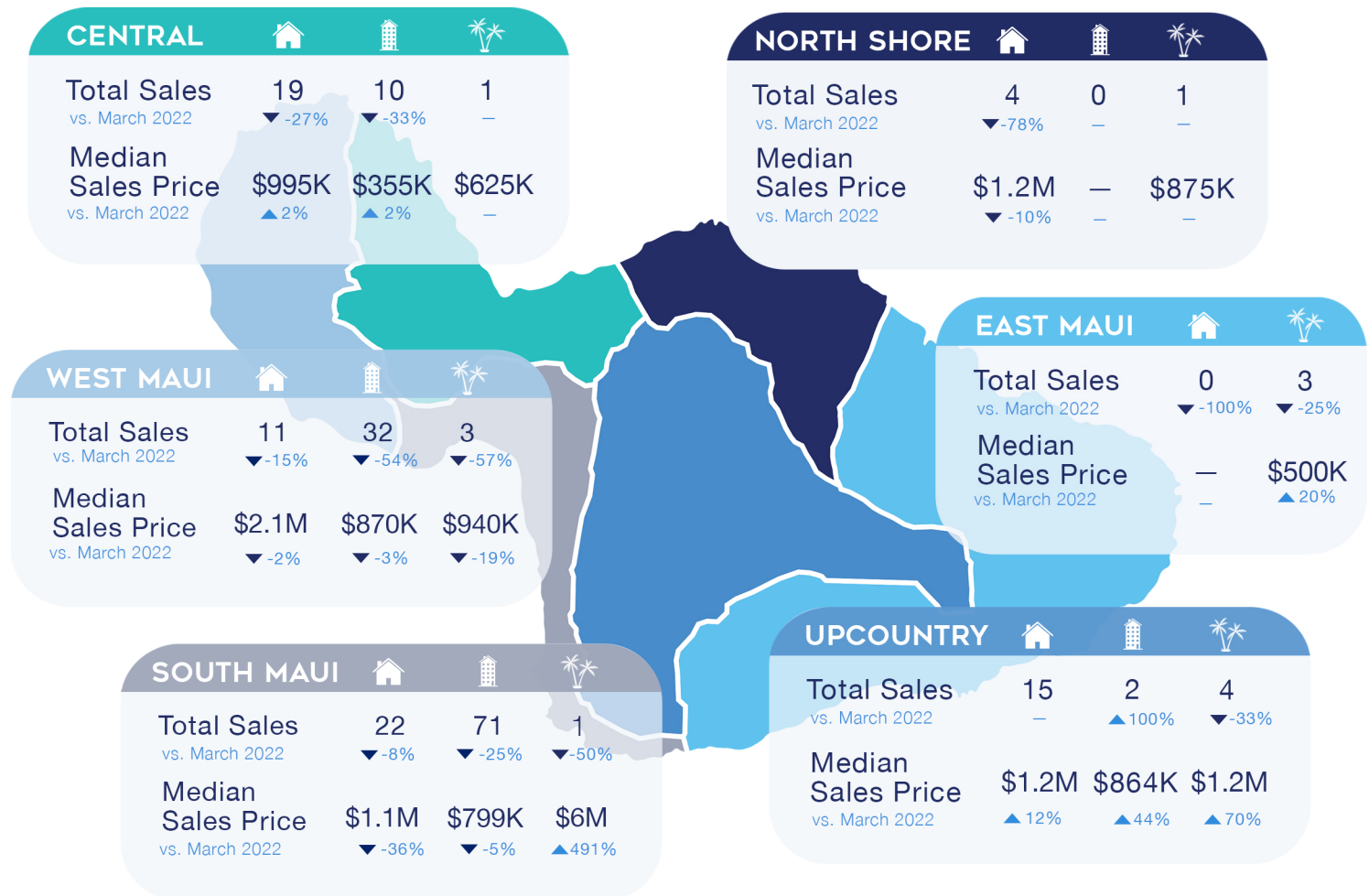
MAUI MARKET REPORT

MARCH 2023

Maui's overall real estate market showed some life as total sales for single-family homes, condos, and vacant land jumped to 206 total transactions, up significantly from the recent lows of 125 total transactions last month. Despite increased sales activity, days on market continue to tick upward with properties selling in 109 days for single-family homes and 75 days for condos. The recent uptick in sales activity is likely in part to mortgage interest rates dropping from 7% to just above 6% in January. With mortgage rate volatility expected to continue throughout the year, it is important to remember that monthly stats are a delayed indicator of past market conditions.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	72	\$1,191,000	96%	17%	109	74
CONDOMINIUMS	121	\$797,500	98%	21%	75	106
LAND	13	\$875,000	93%	0%	163	23

ISLAND-WIDE OVERVIEW





SINGLE-FAMILY HOME TRANSACTIONS

MARCH 2023 VS. PERCENT CHANGE OVER LAST YEAR



Demand for residential properties on Maui continues in today's softer real estate market in part to the continued lack of available inventory for sale. As a result, 68% of properties sold for over \$1 million with nearly 1 in 5 selling for above asking price. Properties below \$1 million sold 20 days faster than those above indicating that while opportunities exist at entry-level price points, buyers need to be prepared to act quickly.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/ SQ FT
CENTRAL	Wailuku	13 ▼ -24%	\$1,013,000 ▲ 7%	94% ▼ -6%	126 ▲ 64%	8% ▼ -81%	\$634 ▲ 12%
	Kahului	6 ▼ -33%	\$975,000 ▼ -9%	99% ▼ -3%	60 ▼ -7%	33% ▼ -57%	\$640 ▼ -3%
NORTH SHORE	Haiku	4 ▼ -75%	\$1,267,500 ▼ -3%	99% ▼ -4%	97 ▲ 60%	25% ▼ -20%	\$620 ▼ -51%
SOUTH MAUI	Wailea/ Makena	2 ▼ -60%	\$7,825,000 ▲ 138%	99% ▼ 0%	197 ▲ 446%	50% ▲ 150%	\$2,354 ▲ 32%
	Maui Meadows	1 ▼ -67%	\$800,000 ▼ -57%	89% ▼ -9%	241 ▲ 93%	0% ▼ -100%	\$1,196 ▲ 46%
	Kihei	19 ▲ 19%	\$1,070,000 ▼ -17%	97% ▼ -3%	75 ▲ 35%	11% ▼ -44%	\$681 ▼ -33%
UPCOUNTRY	Pukalani	3 ▼ -25%	\$1,265,000 ▲ 29%	95% ▼ -4%	175 ▲ 72%	33% ▲ 33%	\$446 ▼ -25%
	Makawao/ Olinda/ Haliimaile	5 ▼ -38%	\$1,200,000 ▲ 49%	95% ▼ -6%	108 ▼ -57%	0% ▼ -100%	\$760 ▲ 8%
	Kula/ Ulupalakua/ Kanaio	7 ▲ 133%	\$1,200,000 ▼ -33%	94% ▼ -2%	135 ▲ 111%	29% —	\$789 ▲ 4%
WEST MAUI	Olowalu	1 —	\$2,100,000 —	88% —	225 —	0% —	\$2,104 —
	Napili/ Kahana/ Honokowai	3 ▼ -25%	\$820,000 ▼ -45%	98% ▼ -5%	69 ▲ 6%	0% ▼ -100%	\$828 ▲ 17%
	Lahaina	6 ▲ 50%	\$5,961,879 ▲ 268%	99% ▼ -1%	92 ▼ -9%	33% ▲ 33%	\$1,803 ▲ 81%
	Kaanapali	1 ▼ -67%	\$20,750,000 ▲ 669%	85% ▼ -17%	342 ▲ 192%	0% ▼ -100%	\$1,873 ▲ 109%
MOLOKAI	Molokai	1 ▼ -75%	\$400,000 ▼ -54%	93% ▼ -4%	384 ▲ 465%	0% —	\$175 ▼ -74%
GRAND TOTAL		72 ▼ -25%	\$1,191,000 ▲ 3%	96% ▼ -5%	109 ▲ 69%	17% ▼ -53%	\$983 ▲ 4%

CONDOMINIUM TRANSACTIONS

MARCH 2023 VS. PERCENT CHANGE OVER LAST YEAR

Compared to March of last year, the median sales price for condos increased by double digits in every neighborhood except Kaanapali. Top performing neighborhoods were highlighted by Kapalua (+42%), Wailea (+50%), and Maalaea (+52%). With lower price points than single-family homes and unwavering demand for vacation properties by mainland buyers, the condo market is expected to remain competitive. Those who have considered selling their condo in recent months may find the overall lack of inventory to be advantageous.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/ SQ FT
CENTRAL	Kahului	4 ▲ 33%	\$263,000 ▲ 20%	98% ▼ -4%	52 ▼ -20%	0% ▼ -100%	\$339 ▲ 18%
	Wailuku	6 ▼ -50%	\$490,000 ▲ 15%	99% ▼ -2%	63 ▲ 16%	17% ▼ -67%	\$608 ▲ 6%
SOUTH MAUI	Kihei	56 ▼ -19%	\$795,000 ▲ 3%	100% ▼ -2%	91 ▲ 57%	32% ▼ -33%	\$876 ▼ -18%
	Maalaea	6 ▼ -14%	\$834,500 ▲ 52%	98% ▼ -3%	57 ▲ 19%	17% ▼ -61%	\$1,019 ▲ 6%
	Wailea/ Makena	9 ▼ -53%	\$2,362,500 ▲ 50%	97% ▼ -4%	149 ▲ 144%	0% ▼ -100%	\$2,141 ▲ 31%
WEST MAUI	Kaanapali	5 ▼ -75%	\$1,180,000 ▼ -31%	99% ▼ -1%	70 ▼ -1%	20% ▼ -20%	\$1,480 ▼ -20%
	Kapalua	2 ▼ -60%	\$1,960,000 ▲ 40%	99% ▼ -3%	48 ▼ -27%	0% ▼ -100%	\$1,414 ▲ 35%
	Lahaina	9 ▲ 50%	\$865,000 ▲ 17%	98% ▼ -6%	52 ▼ -27%	22% ▼ -67%	\$1,284 ▼ -18%
	Napili/ Kahana/ Honokowai	16 ▼ -58%	\$770,000 ▲ 16%	97% ▼ -3%	80 ▲ 25%	19% ▼ -53%	\$1,030 ▲ 5%
MOLOKAI	Molokai	6 ▲ 100%	\$385,000 ▲ 40%	92% ▼ -10%	126 ▲ 59%	0% ▼ -100%	\$473 ▲ 45%
UPCOUNTRY	Pukalani	2 —	\$864,500 —	95% —	157 —	0% —	\$558 —
GRAND TOTAL		121 ▼ -34%	\$797,500 ▼ -2%	98% ▼ -3%	75 ▲ 23%	21% ▼ -50%	\$1,133 ▼ -7%





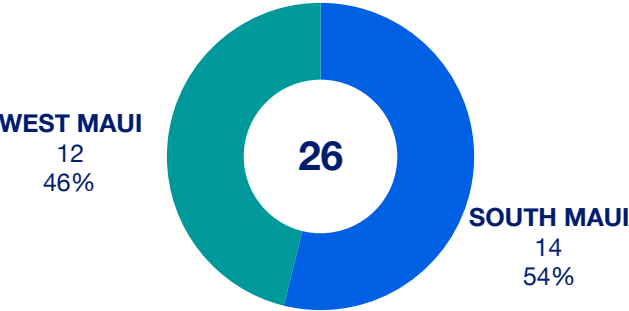
LUXURY TRANSACTIONS FOR MARCH 2023

FOR SINGLE-FAMILY HOME SALES OVER \$2.5M AND CONDO SALES OVER \$1.5M

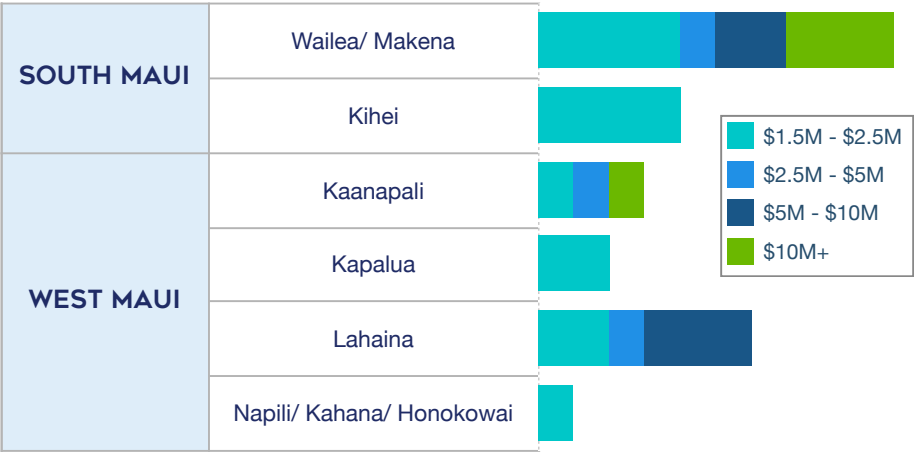
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
SOUTH MAUI	Wailea/ Makena	2	\$15,650,000	\$7,825,000	\$7,825,000	99%	197	50%	\$2,354
WEST MAUI	Kaanapali	1	\$20,750,000	\$20,750,000	\$20,750,000	85%	342	0%	\$1,873
	Lahaina	4	\$29,873,758	\$7,468,440	\$8,111,879	97%	113	25%	\$2,006
GRAND TOTAL		7	\$66,273,758	\$9,467,680	\$8,200,000	96%	140	29%	\$2,032

CONDO SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
SOUTH MAUI	Wailea/ Makena	8	\$46,008,500	\$5,751,063	\$2,456,250	97%	193	0%	\$2,186
	Kihei	4	\$7,850,000	\$1,962,500	\$2,050,000	101%	58	50%	\$1,170
WEST MAUI	Kaanapali	2	\$5,049,000	\$2,524,500	\$2,524,500	100%	45	0%	\$1,972
	Kapalua	2	\$3,920,000	\$1,960,000	\$1,960,000	99%	48	0%	\$1,414
	Lahaina	2	\$3,850,000	\$1,925,000	\$1,925,000	96%	60	0%	\$1,730
	Napili/ Kahana/ Honokowai	1	\$1,790,000	\$1,790,000	\$1,790,000	102%	69	100%	\$1,874
GRAND TOTAL		19	\$68,467,500	\$3,603,553	\$2,225,000	99%	68	16%	\$1,888

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 04/03/23 and is subject to change.