



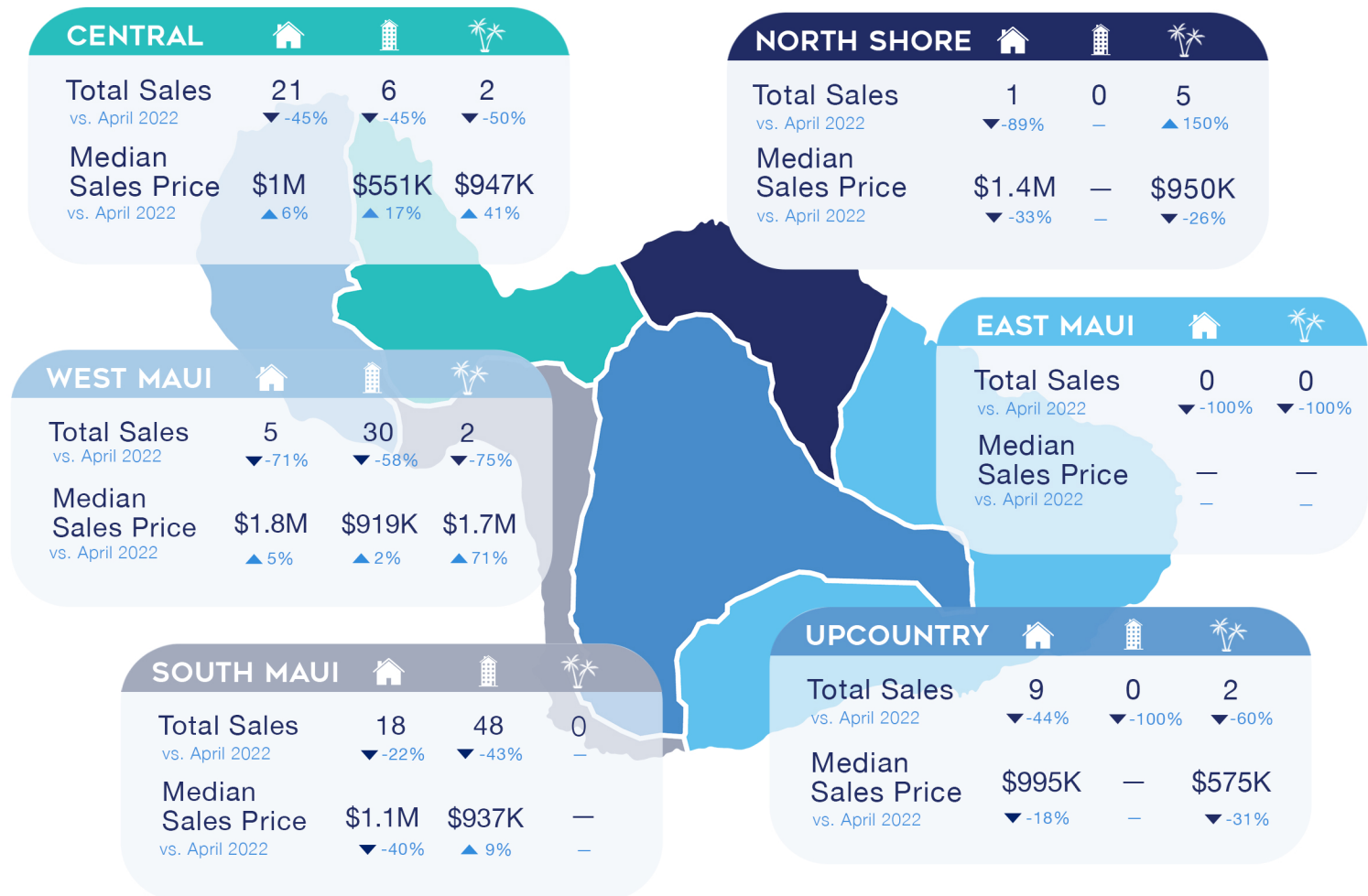
# MAUI MARKET REPORT

## APRIL 2023

The recent uptick in Maui sales activity was short-lived as there were 52 fewer sales in April than in March 2023. Year over year, total sales are down 46%. While sales activity has slowed, median sales prices are holding strong at \$1,112,500 for single-family homes and \$877,000 for condos. Combined, all property types are selling in 75 days as overall demand has stabilized in today's higher mortgage interest rate market. Looking ahead to the summer months, expect current market conditions of tight inventory levels and moderate sales activity to continue.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	56	\$1,112,500	98%	23%	75	70
CONDOMINIUMS	89	\$877,000	98%	19%	74	90
LAND	11	\$950,000	93%	9%	88	16

## ISLAND-WIDE OVERVIEW



# SINGLE-FAMILY HOME TRANSACTIONS

APRIL 2023 VS. PERCENT CHANGE OVER LAST YEAR



Don't be fooled by the lower number of sales of Maui single-family homes, as demand remains strong across the island. In April, median sales prices are holding steady above \$1.1 million, as one in every five properties continues to sell above asking price. Now more than ever, pricing a property is critical. Of all properties sold in April, 25% had a price reduction, with those properties having an average of 184 days on the market compared to 85 days on the market for sold properties with no price reduction.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Wailuku	15 ▼ -40%	\$1,250,000 ▲ 41%	99% ▼ -1%	79 ▲ 27%	20% ▼ -55%	\$642 ▲ 11%
	Kahului	6 ▼ -54%	\$948,000 ▼ 0%	97% ▼ -3%	77 ▲ 5%	17% ▼ -28%	\$630 ▲ 11%
NORTH SHORE	Haiku	1 ▼ -83%	\$1,410,000 ▼ -17%	101% ▲ 5%	0 ▼ 7# " "	100% —	\$1,396 ▲ 30%
SOUTH MAUI	Wailea/ Makena	3 ▼ -25%	\$6,350,000 ▲ 144%	97% ▼ -5%	63 ▲ 20%	0% ▼ -100%	\$2,510 ▲ 30%
	Maui Meadows	3 ▼ -40%	\$2,880,000 ▲ 3%	100% ▼ -6%	60 ▼ -29%	33% ▼ -17%	\$1,200 ▲ 12%
	Kihei	12 ▼ -14%	\$1,045,000 ▼ -32%	99% ▼ -1%	90 ▲ 53%	25% ▼ -30%	\$651 ▼ -49%
UPCOUNTRY	Pukalani	3 — 0%	\$1,000,000 ▼ -16%	97% ▲ 1%	85 ▲ 39%	0% —	\$718 ▼ -11%
	Makawao/ Olinda/ Haliimaile	5 ▼ -17%	\$950,000 ▼ -2%	101% ▼ -2%	42 ▼ -46%	60% ▼ -10%	\$938 ▲ 41%
	Kula/ Ulupalakua/ Kanaio	1 ▼ -86%	\$550,000 ▼ -59%	85% ▼ 13%	329 ▲ 254%	0% ▼ -100%	\$1,058 ▲ 17%
WEST MAUI	Napili/ Kahana/ Honokowai	2 ▼ -78%	\$1,631,250 ▲ 31%	99% ▼ 0%	75 ▲ 17%	0% ▼ -100%	\$993 ▲ 60%
	Lahaina	1 ▼ -80%	\$1,200,000 ▼ -76%	109% ▲ 13%	75 ▼ -70%	100% —	\$722 ▼ -41%
	Kaanapali	2 ▲ 100%	\$4,425,000 ▲ 25%	90% ▼ -3%	89 ▲ 177%	0% —	\$1,144 ▲ 10%
MOLOKAI	Molokai	2 ▼ -60%	\$757,500 ▲ 10%	91% ▼ -1%	177 ▲ 149%	0% —	\$549 ▼ -9%
GRAND TOTAL		56 ▼ -46%	\$1,112,500 ▼ -7%	98% ▼ -1%	75 ▲ 15%	23% ▼ -28%	\$957 ▲ 3%

# CONDOMINIUM TRANSACTIONS

APRIL 2023 VS. PERCENT CHANGE OVER LAST YEAR

Maui's condo market remains competitive across the island as an overall lack of inventory continues to create unique opportunities for sellers. In total, there were 65 condo complexes with sales in April, of those, 47 complexes (72%) only had 1 sale. With limited listings and median sales prices holding just below all-time highs, if you have been thinking of selling or diversifying your real estate portfolio, now may be an opportune time.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Wailuku	6 ▼ -14%	\$551,000 ▼ -6%	100% ▲ 2%	62 ▲ 24%	33% ▼ -22%	\$683 ▲ 10%
SOUTH MAUI	Kihei	36 ▼ -40%	\$849,500 ▲ 14%	99% ▼ -3%	67 ▲ 17%	28% ▼ -49%	\$1,030 ▼ -3%
	Maalaea	3 ▼ -40%	\$395,000 ▼ 44%	100% ▲ 0%	51 ▼ -16%	0% ▼ -100%	\$651 ▼ -41%
	Wailea/ Makena	9 ▼ -53%	\$1,570,000 ▼ 13%	98% ▼ -3%	123 ▲ 156%	11% ▼ -70%	\$2,017 ▼ -3%
WEST MAUI	Kaanapali	5 ▼ -69%	\$1,769,000 ▲ 15%	95% ▼ -4%	80 ▲ 8%	20% ▲ 7%	\$1,445 ▲ 2%
	Kapalua	4 ▼ -33%	\$1,474,500 ▲ 16%	97% ▼ -4%	174 ▲ 149%	0% ▼ -100%	\$1,498 ▲ 9%
	Lahaina	6 ▼ -67%	\$917,500 ▲ 10%	99% ▼ -1%	72 ▲ 38%	0% ▼ -100%	\$1,142 ▼ -5%
	Napili/ Kahana/ Honokowai	15 ▼ -53%	\$770,000 ▲ 4%	98% ▼ -2%	79 ▲ 18%	20% ▼ -36%	\$1,124 ▲ 0%
MOLOKAI	Molokai	5 ▼ -44%	\$345,000 ▲ 58%	97% ▲ 1%	91 ▲ 30%	0% —	\$468 ▲ 37%
GRAND TOTAL		89 ▼ -48%	\$877,000 ▲ 6%	98% ▼ -2%	74 ▲ 25%	19% ▼ -51%	\$1,219 ▼ -4%

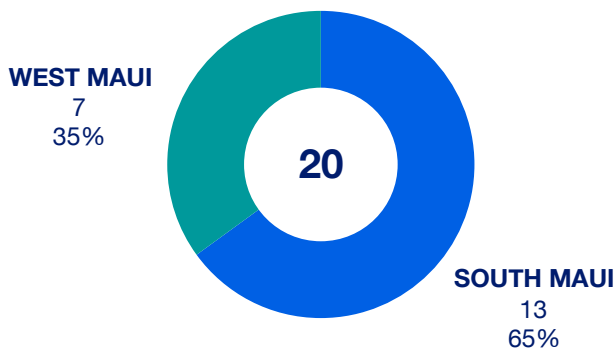
# LUXURY TRANSACTIONS FOR APRIL 2023

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

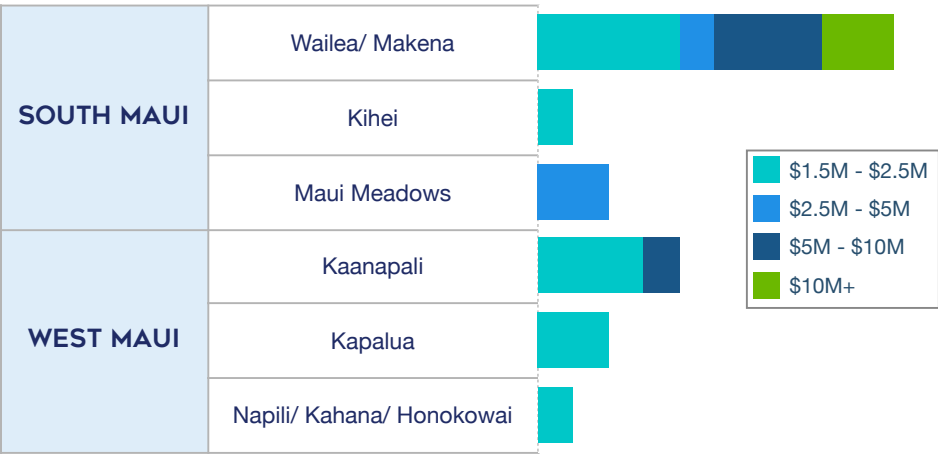
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
SOUTH MAUI	Maui Meadows	2	\$5,880,000	\$2,940,000	\$2,940,000	98%	75	0%	\$1,181
	Wailea/ Makena	3	\$28,150,000	\$9,383,333	\$6,350,000	97%	63	0%	\$2,510
WEST MAUI	Kaanapali	1	\$6,400,000	\$6,400,000	\$6,400,000	91%	107	0%	\$1,278
GRAND TOTAL		6	\$40,430,000	\$6,738,333	\$5,825,000	96%	77	0%	\$1,907

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	7	\$26,150,500	\$3,735,786	\$2,095,000	98%	123	14%	\$2,065
	Kihei	1	\$2,050,000	\$2,050,000	\$2,050,000	95%	168	0%	\$861
WEST MAUI	Kaanapali	3	\$5,594,000	\$1,864,667	\$1,800,000	97%	93	33%	\$1,711
	Kapalua	2	\$3,450,000	\$1,725,000	\$1,725,000	95%	111	0%	\$1,756
	Napili/ Kahana/ Honokowai	1	\$1,550,000	\$1,550,000	\$1,550,000	97%	122	0%	\$1,146
GRAND TOTAL		14	\$38,794,500	\$2,771,036	\$1,850,000	97%	123	14%	\$1,794

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 05/01/23 and is subject to change.