



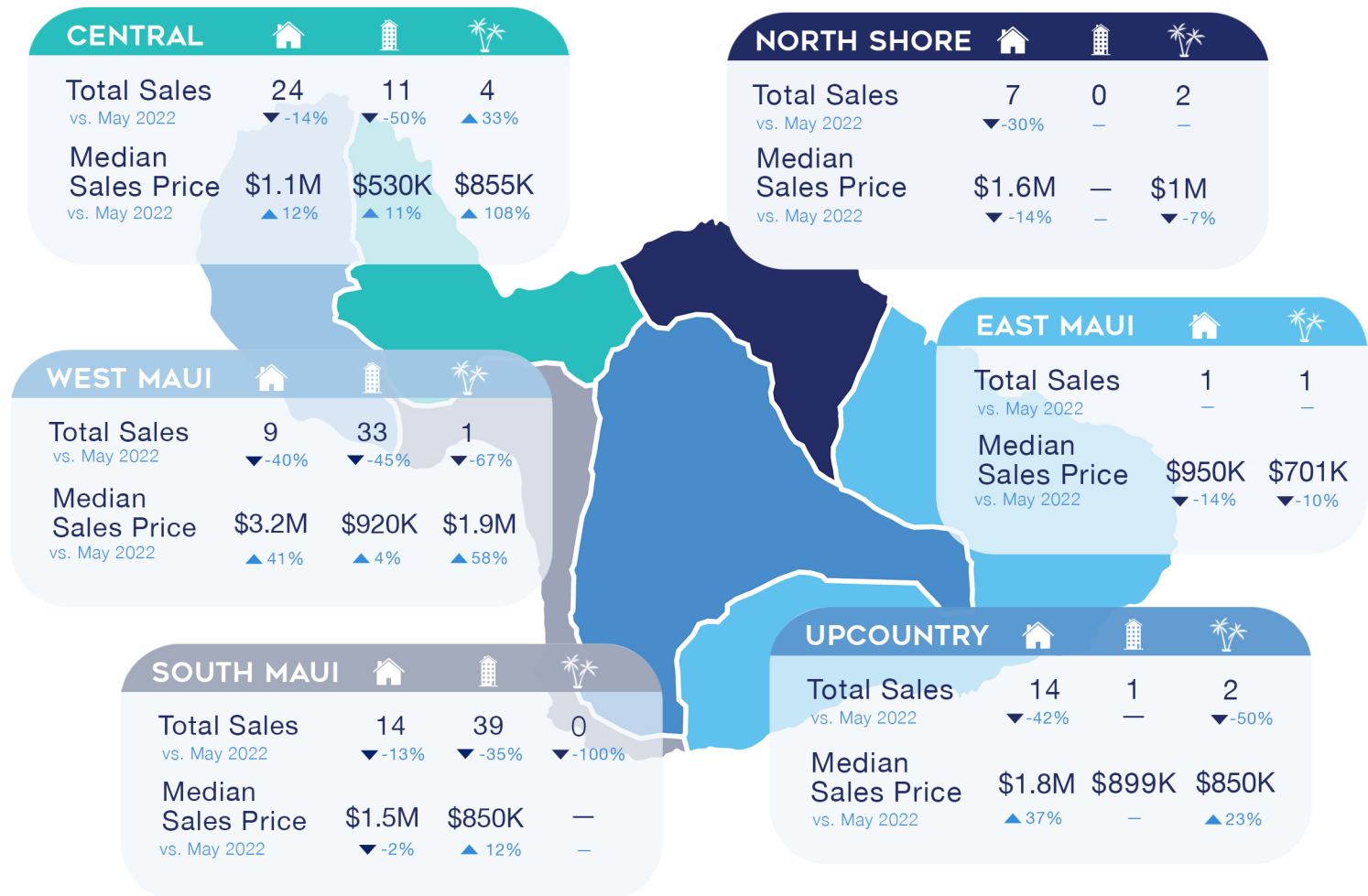
MAUI MARKET REPORT

MAY 2023

Those waiting for Maui home prices to drop will be disappointed to learn that the median sales price of single-family homes established a new all-time high in May, reaching \$1,271,500, while median prices for condos continued to hold the \$800K mark. Even though total sales are down year-over-year, a similar decline in new listings continues to put pressure on the Maui real estate market, which favors sellers due to such limited inventory for sale. Higher mortgage interest rates are having little impact on Maui, as 45% of sales were in cash. The average cash purchase amount was \$2.94 million for single-family homes and \$1.15 million for condos.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	74	\$1,271,500	96%	15%	91	101
CONDOMINIUMS	88	\$835,000	98%	18%	62	103
LAND	12	\$675,500	98%	25%	169	24

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

MAY 2023 VS. PERCENT CHANGE OVER LAST YEAR



**COLDWELL
BANKER**
ISLAND
PROPERTIES

Collectively, Maui's single-family home market is showing signs of heating up. Since February of this year when sales activity hit a 15-year low, sales have increased by 65%. Year over year, the median sales price for a single-family home has increased by 4%, in line with pre-pandemic appreciation. Last month, the average price for a three-bedroom home (29 sales) was \$1.223 million, and for a four-bedroom (26 sales), it was \$2.593 million.

					% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT	
		TOTAL SALES		MEDIAN SOLD PRICE					
CENTRAL	Wailuku	15	▼ -21%	\$1,150,000	▲ 22%	96% ▼ -5%	133 ▲ 29%	13% ▼ -64%	\$842 ▲ 32%
	Kahului	9	— 0%	\$995,000	— 0%	97% ▼ -4%	88 ▲ 44%	11% ▼ -75%	\$597 ▲ 3%
EAST MAUI	Hana	1	—	\$950,000	—	100% —	0 —	0% —	\$1,583 —
NORTH SHO..	Haiku	7	▲ 17%	\$1,635,000	▼ -29%	101% ▼ -1%	113 ▲ 9%	29% ▼ -57%	\$1,123 ▲ 24%
SOUTH MAUI	Wailea/ Makena	2	▼ -50%	\$4,624,995	▼ -70%	93% ▼ -4%	133 ▲ 11%	0% ▼ -100%	\$1,157 ▼ -58%
	Maui Meadows	2	— 0%	\$3,175,000	▲ 40%	95% ▲ 5%	175 ▲ 78%	0% —	\$728 ▼ -54%
	Kihei	10	— 0%	\$1,319,000	▲ 1%	94% ▼ -6%	77 ▲ 27%	10% ▼ -80%	\$999 ▲ 9%
UPCOUNTRY	Pukalani	1	▼ -50%	\$2,060,000	▲ 66%	100% ▼ -3%	35 ▼ -41%	0% ▼ -100%	\$627 ▼ -37%
	Makawao/ Olinda/ Haliimaile	7	▼ -22%	\$1,202,500	▲ 29%	97% ▼ -6%	40 ▼ -38%	29% ▼ -49%	\$946 ▲ 27%
	Kula/ Ulupalakua/ Kanaio	6	▼ -54%	\$2,867,500	▲ 98%	96% ▲ 0%	51 ▼ -31%	17% ▲ 8%	\$1,069 ▲ 15%
WEST MAUI	Napili/ Kahana/ Honokowai	2	— 0%	\$1,282,500	▲ 29%	98% ▲ 12%	135 ▲ 71%	0% ▼ -100%	\$745 ▼ -34%
	Lahaina	3	▼ -63%	\$5,950,000	▲ 198%	100% ▲ 4%	1 ▼ -99%	0% ▼ -100%	\$1,455 ▲ 9%
	Kapalua	1	—	\$4,300,000	—	86% —	250 —	0% —	\$1,054 —
	Kaanapali	3	— 0%	\$3,244,136	▲ 41%	101% ▼ -12%	301 ▲ 242%	33% — 0%	\$1,162 ▲ 4%
MOLOKAI	Molokai	5	— 0%	\$400,000	▼ -70%	95% ▼ -2%	161 ▲ 1%	20% — 0%	\$338 ▼ -53%
GRAND TOTAL		74	▼ -20%	\$1,271,500	▲ 4%	96% ▼ -3%	91 ▲ 19%	15% ▼ -60%	\$931 ▼ -16%

CONDOMINIUM TRANSACTIONS

MAY 2023 VS. PERCENT CHANGE OVER LAST YEAR

Maui's condo market has remained relatively unchanged in recent months. A lack of inventory continues to keep prices near all-time highs, as condos sell in just 62 days. Highlights of the condo market include Mahana, with three sales averaging \$1.8 million, Hale Kamaole with two sales and an average of 43 days on the market, and the Montage Residences Kapalua Bay, which had the highest condo sale in May at \$4,450,000.

						% LIST PRICE RECEIVED		MEDIAN DOM	SOLD ABOVE LIST PRICE		LIVING \$/ SQ FT		
		TOTAL SALES	MEDIAN SOLD PRICE										
CENTRAL	Kahului	3	▼ -57%	\$299,000	▲ 71%	100%	▲ 5%	42	▼ -34%	0%	▼ -100%	\$356	▲ 14%
	Wailuku	8	▼ -47%	\$662,500	▲ 26%	99%	▼ -4%	54	▲ 8%	25%	▼ -66%	\$616	▼ 0%
SOUTH MAUI	Kihei	29	▼ -36%	\$750,000	▲ 4%	99%	▼ 0%	56	▼ -18%	24%	▼ -16%	\$1,088	▲ 6%
	Maalaea	3	▼ -25%	\$800,000	▲ 19%	96%	▼ -1%	82	▲ 29%	0%	—	\$1,012	▼ -13%
	Wailea/ Makena	7	▼ -36%	\$1,700,000	▼ -13%	95%	▼ -8%	87	▲ 43%	14%	▼ -61%	\$1,302	▼ -44%
WEST MAUI	Kaanapali	11	▼ -31%	\$1,375,000	▼ -14%	96%	▼ -4%	70	▲ 2%	9%	▼ -71%	\$1,542	▼ -10%
	Kapalua	1	▼ -80%	\$4,450,000	▲ 256%	97%	▼ -8%	201	▲ 56%	0%	▼ -100%	\$2,140	▲ 19%
	Lahaina	6	▲ 100%	\$867,500	▼ -19%	99%	▼ -2%	45	▼ -43%	33%	— 0%	\$942	▼ -52%
	Napili/ Kahana/ Honokowai	15	▼ -58%	\$789,000	▲ 7%	99%	▼ -1%	70	▲ 9%	13%	▼ -52%	\$1,095	▲ 15%
MOLOKAI	Molokai	4	▼ -50%	\$303,500	▼ -3%	99%	▲ 1%	61	▼ -15%	25%	— 0%	\$524	▲ 33%
UPCOUNTRY	Pukalani	1	—	\$899,000	—	100%	—	43	—	0%	—	\$668	—
GRAND TOTAL		88	▼ -41%	\$835,000	▲ 16%	98%	▼ -2%	62	▼ -6%	18%	▼ -43%	\$1,093	▼ -12%

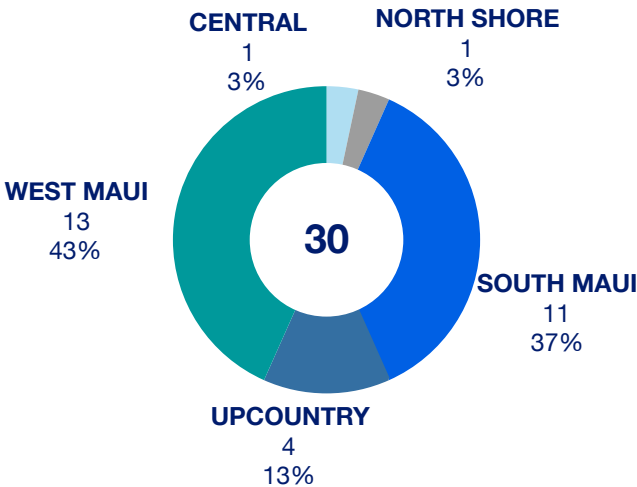
LUXURY TRANSACTIONS FOR MAY 2023

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

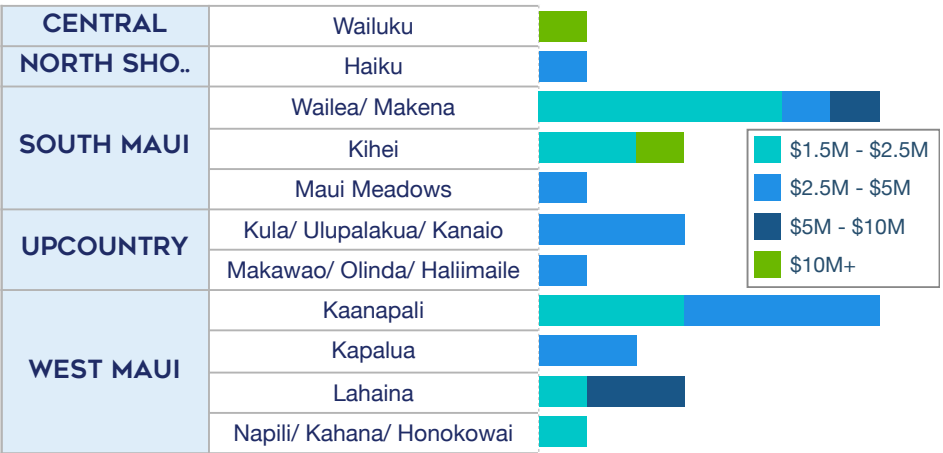
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
CENTRAL	Wailuku	1	\$11,040,000	\$11,040,000	\$11,040,000	86%	187	0%	\$1,375
NORTH SHORE	Haiku	1	\$4,050,000	\$4,050,000	\$4,050,000	90%	113	0%	\$1,135
SOUTH MAUI	Kihei	1	\$10,000,000	\$10,000,000	\$10,000,000	78%	350	0%	\$1,986
	Maui Meadows	1	\$4,500,000	\$4,500,000	\$4,500,000	90%	267	0%	\$766
	Wailea/ Makena	2	\$9,249,990	\$4,624,995	\$4,624,995	93%	133	0%	\$1,157
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	3	\$12,385,000	\$4,128,333	\$4,000,000	96%	57	0%	\$1,027
	Makawao/ Olinda/ Halii..	1	\$3,800,000	\$3,800,000	\$3,800,000	100%	30	0%	\$3,831
WEST MAUI	Kaanapali	3	\$9,644,136	\$3,214,712	\$3,244,136	101%	301	33%	\$1,162
	Kapalua	1	\$4,300,000	\$4,300,000	\$4,300,000	86%	250	0%	\$1,054
	Lahaina	2	\$14,850,000	\$7,425,000	\$7,425,000	100%	65	0%	\$1,589
GRAND TOTAL		16	\$83,819,126	\$5,238,695	\$4,175,000	94%	158	6%	\$1,284

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	5	\$8,778,022	\$1,755,604	\$1,750,000	95%	87	0%	\$1,316
	Kihei	2	\$3,587,500	\$1,793,750	\$1,793,750	98%	90	0%	\$2,103
WEST MAUI	Kaanapali	4	\$7,955,000	\$1,988,750	\$1,700,000	93%	135	25%	\$1,454
	Kapalua	1	\$4,450,000	\$4,450,000	\$4,450,000	97%	201	0%	\$2,140
	Napili/ Kahana/ Honokowai	1	\$2,250,000	\$2,250,000	\$2,250,000	90%	175	0%	\$1,355
	Lahaina	1	\$1,500,000	\$1,500,000	\$1,500,000	94%	53	0%	\$1,491
GRAND TOTAL		14	\$28,520,522	\$2,037,180	\$1,762,500	95%	92	7%	\$1,534

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 06/02/23 and is subject to change.