



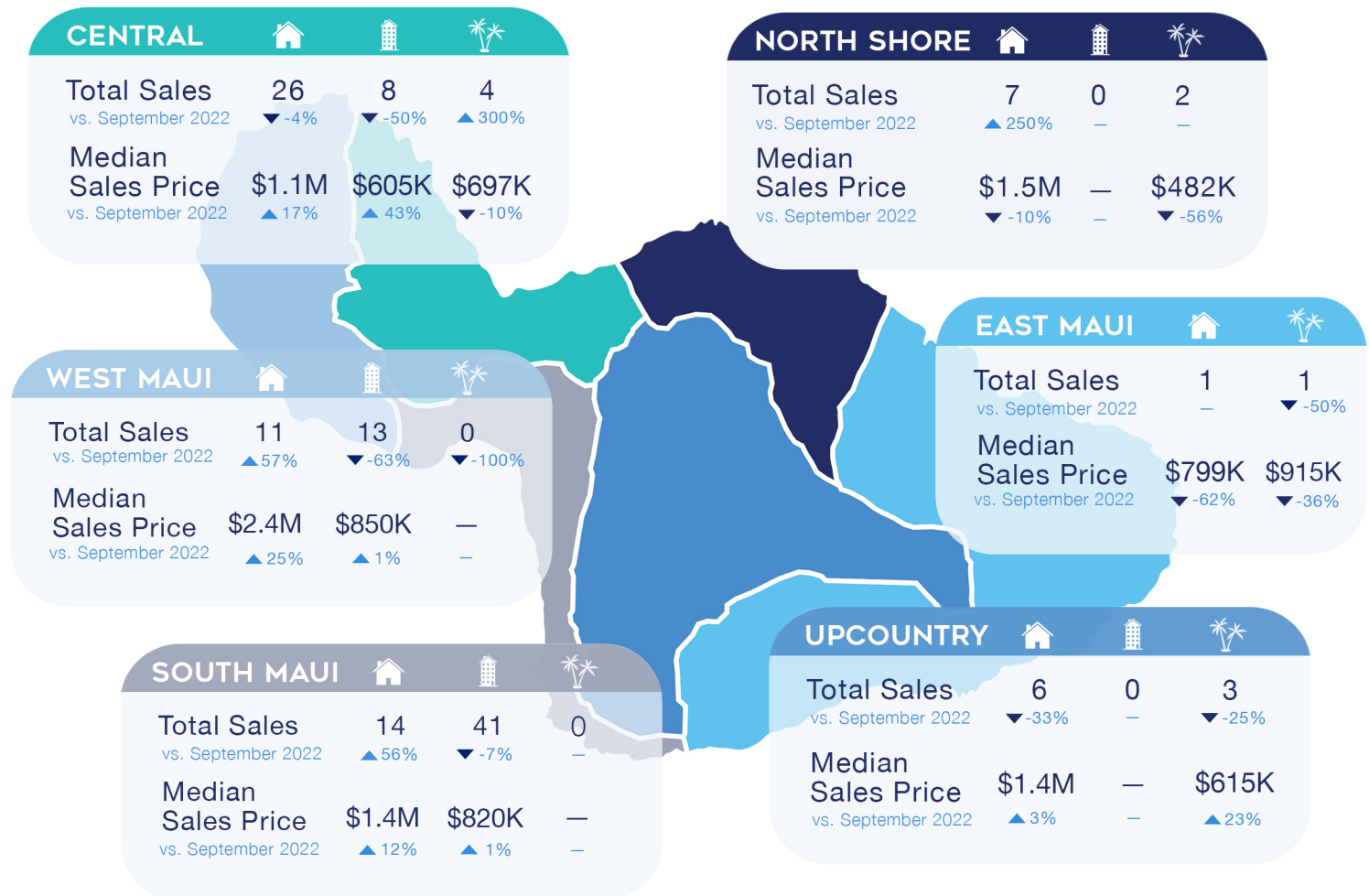
MAUI MARKET REPORT

SEPTEMBER 2023

Maui's real estate market is seeking relief in the face of several challenges. An already tight housing situation is being exacerbated by the fallout from the Lahaina fires, rising mortgage interest rates, and a significant decrease in visitors to the island. Seasonality further intensifies these pressures; September and October have historically been the slowest months for Maui real estate. If you're considering buying or selling, it's important to work with a real estate agent who understands the nuances of specific neighborhoods and condos.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	65	\$1,300,000	96%	15%	80	94
CONDOMINIUMS	64	\$789,500	98%	13%	81	95
LAND	12	\$600,000	96%	8%	100	19

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

SEPTEMBER 2023 VS. PERCENT CHANGE OVER LAST YEAR



In September, the median sales price for Maui single-family homes reached a new all-time high of \$1.3 million. All primary market areas reported a median sales price above \$1 million, with the exceptions of Pukalani and Nahiku. With only 94 new listings in the last month, the market continues to be in favor of sellers.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Wailuku	17 ▲ 31%	\$1,125,000 ▲ 20%	96% ▼ -1%	73 ▼ -26%	6% ▼ -24%	\$690 ▲ 11%
	Kahului	9 ▼ -36%	\$1,270,000 ▲ 30%	96% ▼ -2%	62 ▼ -17%	11% ▼ -61%	\$632 ▲ 6%
EAST MAUI	Nahiku	1 —	\$799,000 —	100% —	400 —	0% —	\$788 —
NORTH SHORE	Spreckelsville/ Paia/Kuau	2 ▲ 100%	\$1,405,000 ▼ -36%	104% ▲ 4%	54 ▲ 6%	100% —	\$944 ▼ -17%
	Haiku	5 ▲ 400%	\$1,500,000 ▲ 42%	95% ▼ -3%	97 ▲ 169%	20% —	\$953 ▲ 42%
SOUTH MAUI	Wailea/ Makena	2 —	\$2,500,000 —	97% —	55 —	0% —	\$944 —
	Kihei	12 ▲ 71%	\$1,337,500 ▲ 34%	94% ▼ -3%	69 ▼ -18%	17% —	\$816 ▲ 31%
UPCOUNTRY	Pukalani	2 ▲ 100%	\$872,500 ▼ -26%	101% ▲ 1%	102 ▲ 122%	50% —	\$638 ▼ -4%
	Makawao/ Olinda/ Haliimaile	2 ▼ -60%	\$1,750,000 ▲ 38%	95% ▼ -4%	167 ▲ 192%	0% ▼ -100%	\$751 ▼ -20%
	Kula/ Ulupalakua/ Kanaio	2 ▼ -33%	\$1,902,500 ▼ -26%	101% ▲ 4%	124 ▼ -12%	50% —	\$930 ▲ 25%
WEST MAUI	Napili/ Kahana/ Honokowai	3 ▲ 50%	\$1,750,000 ▲ 9%	98% ▼ -1%	127 ▲ 149%	0% ▼ -100%	\$852 ▼ -3%
	Lahaina	2 — 0%	\$2,275,000 ▲ 178%	93% ▼ -7%	65 ▼ -16%	0% ▼ -100%	\$2,269 ▲ 176%
	Kapalua	2 — 0%	\$5,225,000 ▼ -6%	98% ▼ 0%	204 ▲ 108%	0% —	\$1,219 ▼ -8%
	Kaanapali	4 ▲ 300%	\$4,997,500 ▲ 122%	92% ▲ 4%	147 ▼ -47%	25% —	\$1,071 ▲ 119%
GRAND TOTAL		65 ▲ 25%	\$1,300,000 ▲ 28%	96% ▼ -2%	80 ▼ -4%	15% ▼ -20%	\$862 ▲ 18%

CONDOMINIUM TRANSACTIONS

SEPTEMBER 2023 VS. PERCENT CHANGE OVER LAST YEAR

Demand for condos continues to wane, with both total sales and median prices declining since their peak in March. As days on the market lengthen, combined with a weakened demand for vacation rentals and rising mortgage interest rates, the condo market is encountering some short-term challenges.

CENTRAL	Kahului	1 ▼ -83%	\$599,999 ▲ 154%	96% ▼ -2%	103 ▲ 75%	0% —	\$667 ▲ 96%
	Wailuku	7 ▼ -30%	\$610,000 ▼ -19%	98% ▲ 2%	68 ▼ -14%	14% ▼ -29%	\$669 ▲ 18%
SOUTH MAUI	Kihei	34 ▲ 10%	\$810,000 ▲ 15%	99% ▼ -1%	79 ▲ 25%	9% ▼ -73%	\$1,067 ▲ 12%
	Maalaea	3 ▼ -40%	\$608,580 ▼ -37%	100% ▲ 1%	75 ▲ 56%	67% ▲ 233%	\$815 ▼ -22%
	Wailea/ Makena	4 ▼ -50%	\$3,987,500 ▲ 105%	99% ▲ 4%	264 ▲ 192%	25% —	\$2,501 ▲ 105%
WEST MAUI	Kaanapali	2 ▼ -82%	\$1,447,500 ▼ -22%	97% ▲ 4%	53 ▼ -10%	0% —	\$1,395 ▲ 4%
	Napili/ Kahana/ Honokowai	11 ▼ -8%	\$808,000 ▲ 17%	96% ▼ -4%	112 ▲ 75%	9% ▼ -73%	\$1,137 ▼ -4%
MOLOKAI	Molokai	2 — 0%	\$186,000 ▼ -23%	100% ▲ 5%	119 ▲ 16%	0% —	\$409 ▼ 0%
GRAND TOTAL		64 ▼ -25%	\$789,500 ▲ 1%	98% ▲ 0%	81 ▲ 29%	13% ▼ -38%	\$1,222 ▲ 24%

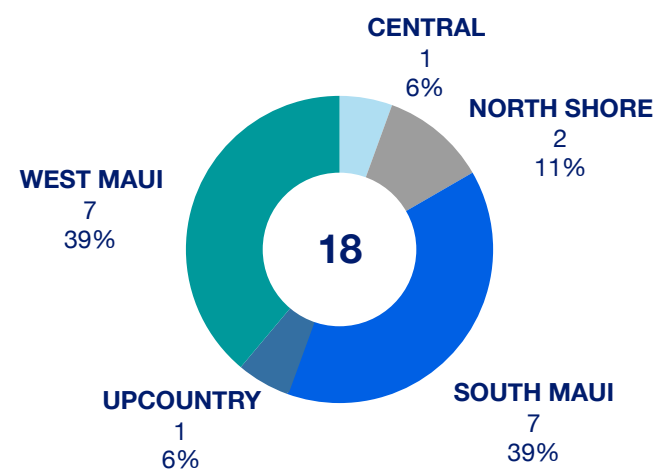
LUXURY TRANSACTIONS FOR SEPTEMBER 2023

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

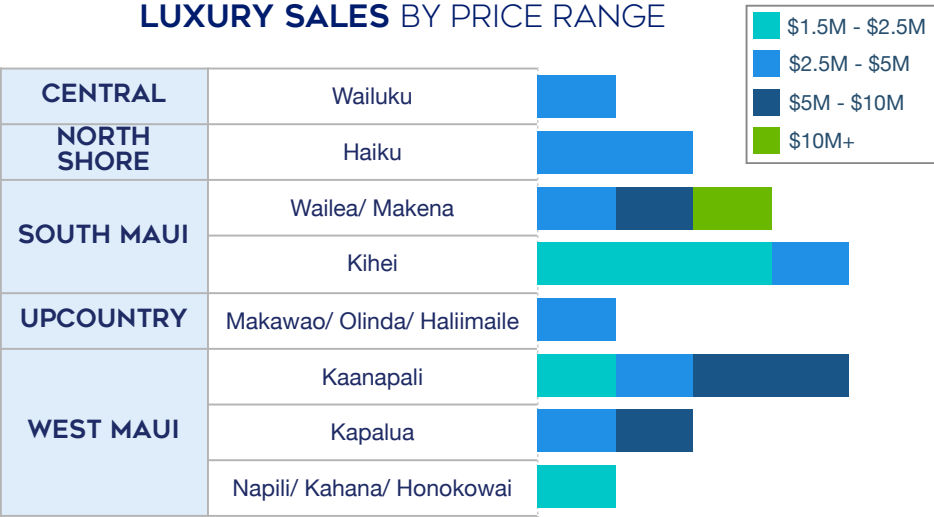
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
CENTRAL	Wailuku	1	\$3,500,000	\$3,500,000	\$3,500,000	78%	315	0%	\$1,326
NORTH SHORE	Haiku	2	\$6,250,000	\$3,125,000	\$3,125,000	90%	141	0%	\$956
SOUTH MAUI	Wailea/ Makena	1	\$2,650,000	\$2,650,000	\$2,650,000	100%	67	0%	\$987
	Kihei	1	\$3,900,000	\$3,900,000	\$3,900,000	100%	39	0%	\$2,274
UPCOUNTRY	Makawao/ Olinda/ Haliimaile	1	\$2,550,000	\$2,550,000	\$2,550,000	95%	231	0%	\$998
WEST MAUI	Kapalua	2	\$10,450,000	\$5,225,000	\$5,225,000	98%	204	0%	\$1,219
	Kaanapali	3	\$15,345,000	\$5,115,000	\$5,000,000	92%	177	33%	\$1,059
GRAND TOTAL		11	\$44,645,000	\$4,058,636	\$3,900,000	93%	177	9%	\$1,139

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	2	\$18,633,000	\$9,316,500	\$9,316,500	98%	603	0%	\$2,819
	Kihei	3	\$5,385,000	\$1,795,000	\$1,750,000	94%	81	0%	\$1,294
WEST MAUI	Napili/ Kahana/ Honokowai	1	\$1,665,000	\$1,665,000	\$1,665,000	98%	112	0%	\$1,734
	Kaanapali	1	\$1,500,000	\$1,500,000	\$1,500,000	94%	81	0%	\$978
GRAND TOTAL		7	\$27,183,000	\$3,883,286	\$1,750,000	96%	112	0%	\$2,049

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 10/01/23 and is subject to change.