



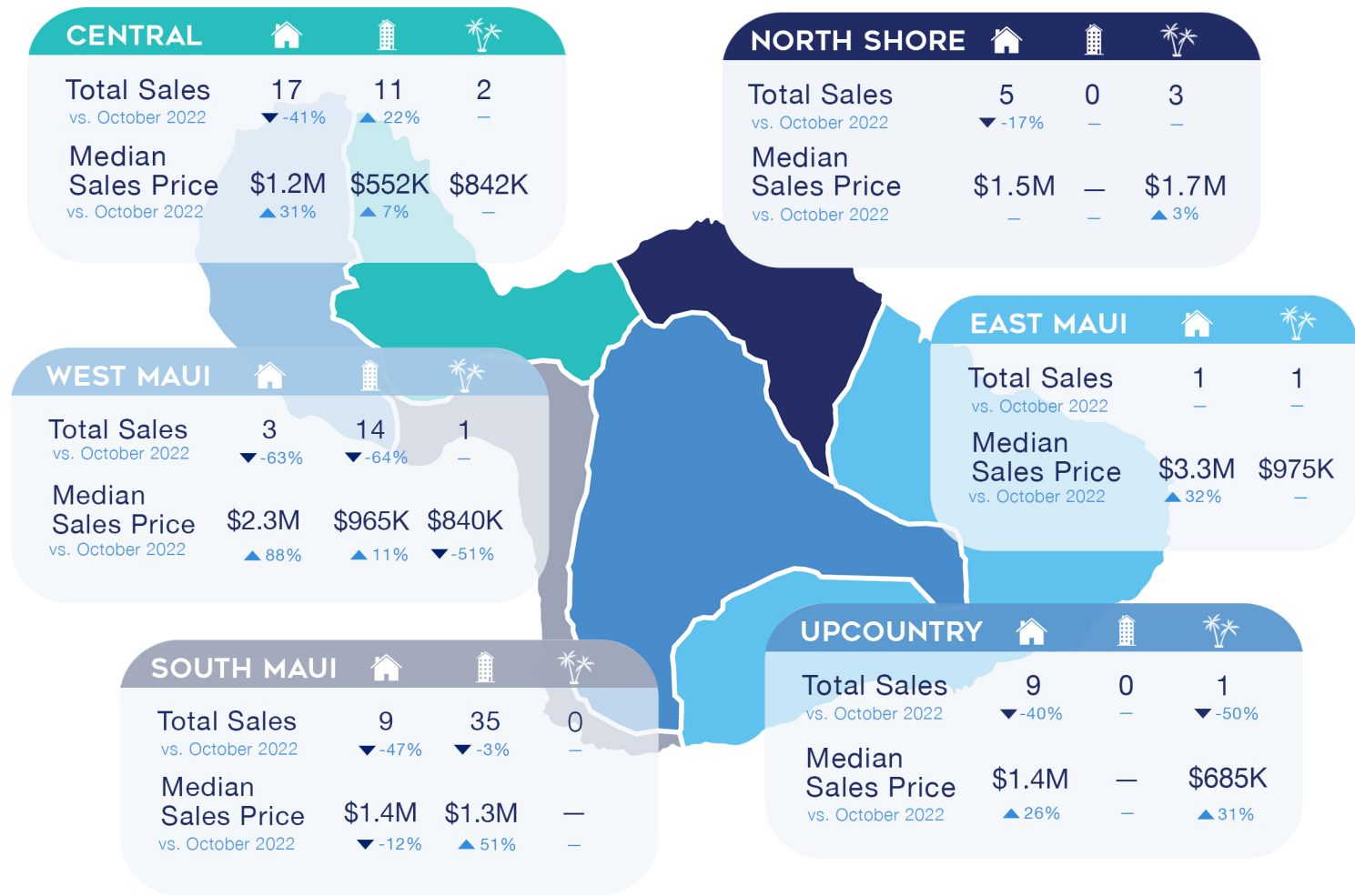
MAUI MARKET REPORT

OCTOBER 2023

Maui's real estate market extends its slow streak, with just 48 single-family home sales and 61 condo sales recorded in October. Median sales prices have remained within recent ranges in part due to a limited supply of inventory. Given the absence of new listings, both buyers and sellers can expect a tighter real estate market throughout Q4 and into early 2024. A decrease in mortgage interest rates will likely only increase prices and competition, given the existing pent-up demand.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	48	\$1,269,025	98%	25%	89	77
CONDOMINIUMS	61	\$835,000	97%	5%	70	95
LAND	9	\$840,000	94%	0%	179	14

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

OCTOBER 2023 VS. PERCENT CHANGE OVER LAST YEAR

Year over year, the median sales price for single-family homes increased by 27%, reaching \$1,269,025. Demand remains strong, with one in every four homes selling above the asking price and a combined median of just 89 days on the market. With over 2,200 structures destroyed in the Lahaina fires, the majority of which were residential, Maui's real estate market will face increased pressure for the foreseeable future further intensifying the increasing concerns about housing affordability.



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PROPERTIES

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/ SQ FT
CENTRAL	Wailuku	11 ▼ -31%	\$1,220,000 ▲ 29%	99% ▲ 1%	98 ▼ -23%	27% ▼ -27%	\$664 ▲ 31%
	Kahului	5 ▼ -62%	\$989,000 ▲ 12%	100% ▲ 4%	52 ▼ -69%	40% —	\$698 ▲ 25%
	Kahakuloa	1 —	\$693,000 —	99% —	183 —	0% —	\$345 —
EAST MAUI	Nahiku	0 —	—	—	—	—	—
	Kipahulu	0 —	—	—	—	—	—
	Keanae	0 —	—	—	—	—	—
	Kaupo	0 —	—	—	—	—	—
NORTH SHORE	Hana	1 — 0%	\$3,300,000 ▲ 32%	94% ▼ -6%	33 ▼ -93%	0% —	\$1,569 ▼ -41%
	Spreckelsville/ Paia/Kuau	1 ▼ -67%	\$920,000 ▼ -76%	92% ▼ -4%	136 ▲ 116%	0% —	\$1,162 ▼ -37%
	Haiku	4 ▲ 33%	\$1,463,000 ▲ 22%	102% ▲ 17%	60 ▼ -54%	50% —	\$1,033 ▲ 58%
SOUTH MAUI	Wailea/ Makena	1 ▼ -83%	\$3,725,000 ▲ 55%	94% ▲ 3%	198 ▲ 125%	0% —	\$1,195 ▼ -29%
	Maui Meadows	0 ▼ -100%	—	—	—	—	—
	Maalaea	0 —	—	—	—	—	—
	Kihei	8 ▼ -11%	\$1,317,500 ▲ 20%	95% ▼ 0%	92 ▼ -20%	25% ▲ 125%	\$907 ▲ 33%
UPCOUNTRY	Pukalani	0 ▼ -100%	—	—	—	—	—
	Makawao/ Olinda/ Haliimaile	3 ▼ -40%	\$1,310,000 ▲ 58%	101% ▲ 3%	48 ▼ -45%	33% ▲ 75%	\$614 ▼ -2%
	Kula/ Ulupalakua/ Kanaio	6 ▲ 20%	\$2,675,000 ▼ -3%	94% ▲ 0%	323 ▲ 158%	17% ▼ -17%	\$1,330 ▲ 53%
WEST MAUI	Olowalu	0 —	—	—	—	—	—
	Napili/ Kahana/ Honokowai	1 ▼ -50%	\$1,950,000 ▲ 120%	99% ▲ 0%	44 ▼ -71%	0% —	\$849 ▲ 12%
	Lahaina	0 ▼ -100%	—	—	—	—	—
	Kapalua	0 —	—	—	—	—	—
	Kaanapali	2 ▲ 100%	\$3,225,000 ▲ 50%	97% ▲ 4%	163 ▲ 126%	0% —	\$1,087 ▲ 17%
MOLOKAI	Molokai	2 — 0%	\$550,000 ▼ -51%	100% ▲ 16%	96 ▲ 45%	50% —	\$349 ▼ -51%
LANAI	Lanai	2 ▲ 100%	\$662,500 ▼ -5%	96% ▼ -4%	62 ▲ 18%	0% —	\$595 ▲ 7%
GRAND TOTAL		48 ▼ -39%	\$1,269,025 ▲ 18%	98% ▲ 2%	89 ▼ -18%	25% ▲ 124%	\$893 ▼ -1%

CONDOMINIUM TRANSACTIONS

OCTOBER 2023 VS. PERCENT CHANGE OVER LAST YEAR

Maui's condo market is exhibiting mixed trends. Total sales have declined by 25% compared to the same period last year. This drop would have been even more pronounced if not for the recent sale of nine new units at La'i Loa in Wailea. As we move forward, we can expect more of these project sales to be recorded, which could skew the monthly reporting metrics for the resale market. Excluding the sales at La'i Loa, the median price for condos on Maui dipped slightly to \$747,500.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/ SQ FT
CENTRAL	Kahului	▲	▼	▲	▼	—	▲
	Wailuku	— 0%	\$574,000 ▲ 6%	100% ▲ 1%	54 ▼ -40%	29% ▼ -33%	\$707 ▲ 14%
NORTH SHO..	Spreckelsville/ Paia/Kuau	0 —	—	—	—	—	—
SOUTH MAUI	Kihei	21 ▼ -22%	\$795,000 ▲ 12%	97% ▼ -3%	69 ▲ 25%	5% ▼ -82%	\$1,036 ▲ 1%
	Maalaea	2 ▼ -33%	\$662,500 ▲ 25%	100% ▼ -2%	68 ▲ 58%	0% ▼ -100%	\$828 ▲ 6%
	Wailea/ Makena	12 ▲ 100%	\$2,437,500 ▲ 60%	99% ▲ 1%	968 ▲ 1283	0%	\$1,427 ▲ 11%
WEST MAUI	Kaanapali	6 ▼ -40%	\$1,347,500 ▲ 15%	96% ▼ -2%	83 ▲ 39%	0% ▼ -100%	\$1,209 ▼ -8%
	Kapalua	1 ▼ -50%	\$3,100,000 ▲ 48%	84% ▼ -13%	348 ▲ 266%	0% —	\$2,099 ▲ 28%
	Lahaina	0 ▼ -100%	—	—	—	—	—
	Napili/ Kahana/ Honokowai	7 ▼ -65%	\$543,000 ▼ -34%	93% ▼ -4%	87 ▲ 5%	0% ▼ -100%	\$1,058 ▼ -9%
MOLOKAI	Molokai	1 ▼ -80%	\$410,000 ▲ 105%	99% ▲ 6%	40 ▼ -48%	0% —	\$452 ▲ 5%
EAST MAUI	Hana	0 —	—	—	—	—	—
LANAI	Lanai	0 —	—	—	—	—	—
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	0 —	—	—	—	—	—
	Makawao/ Olinda/ Haliimaile	0 —	—	—	—	—	—
	Pukalani	0 —	—	—	—	—	—
GRAND TOTAL		61 ▼ -31%	\$835,000 ▲ 4%	97% ▼ -1%	70 ▼ -3%	5% ▼ -69%	\$1,128 ▲ 6%



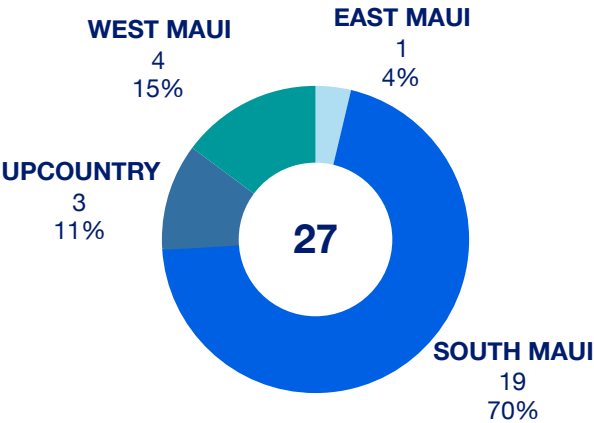
LUXURY TRANSACTIONS FOR OCTOBER 2023

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

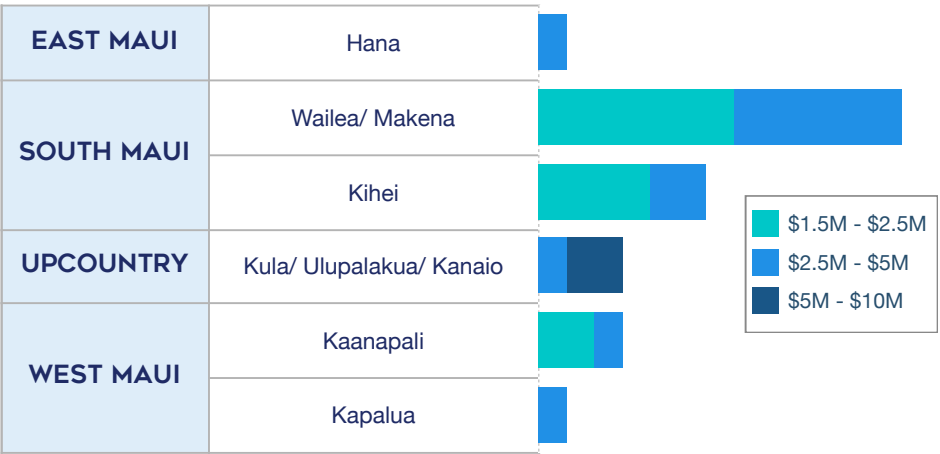
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
EAST MAUI	Hana	1	\$3,300,000	\$3,300,000	\$3,300,000	94%	33	0%	\$1,569
SOUTH MAUI	Wailea/ Makena	1	\$3,725,000	\$3,725,000	\$3,725,000	94%	198	0%	\$1,195
	Kihei	2	\$6,758,600	\$3,379,300	\$3,379,300	90%	116	0%	\$1,029
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	3	\$15,450,000	\$5,150,000	\$5,400,000	93%	239	0%	\$1,843
WEST MAUI	Kaanapali	1	\$4,200,000	\$4,200,000	\$4,200,000	100%	35	0%	\$1,228
GRAND TOTAL		8	\$33,433,600	\$4,179,200	\$3,862,500	93%	140	0%	\$1,417

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	12	\$29,469,999	\$2,455,833	\$2,437,500	99%	968	0%	\$1,427
	Kihei	4	\$7,282,000	\$1,820,500	\$1,730,000	96%	137	0%	\$1,213
WEST MAUI	Kaanapali	2	\$3,275,000	\$1,637,500	\$1,637,500	94%	94	0%	\$1,011
	Kapalua	1	\$3,100,000	\$3,100,000	\$3,100,000	84%	348	0%	\$2,099
GRAND TOTAL		19	\$43,126,999	\$2,269,842	\$1,999,999	97%	348	0%	\$1,375

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 11/01/23 and is subject to change.