



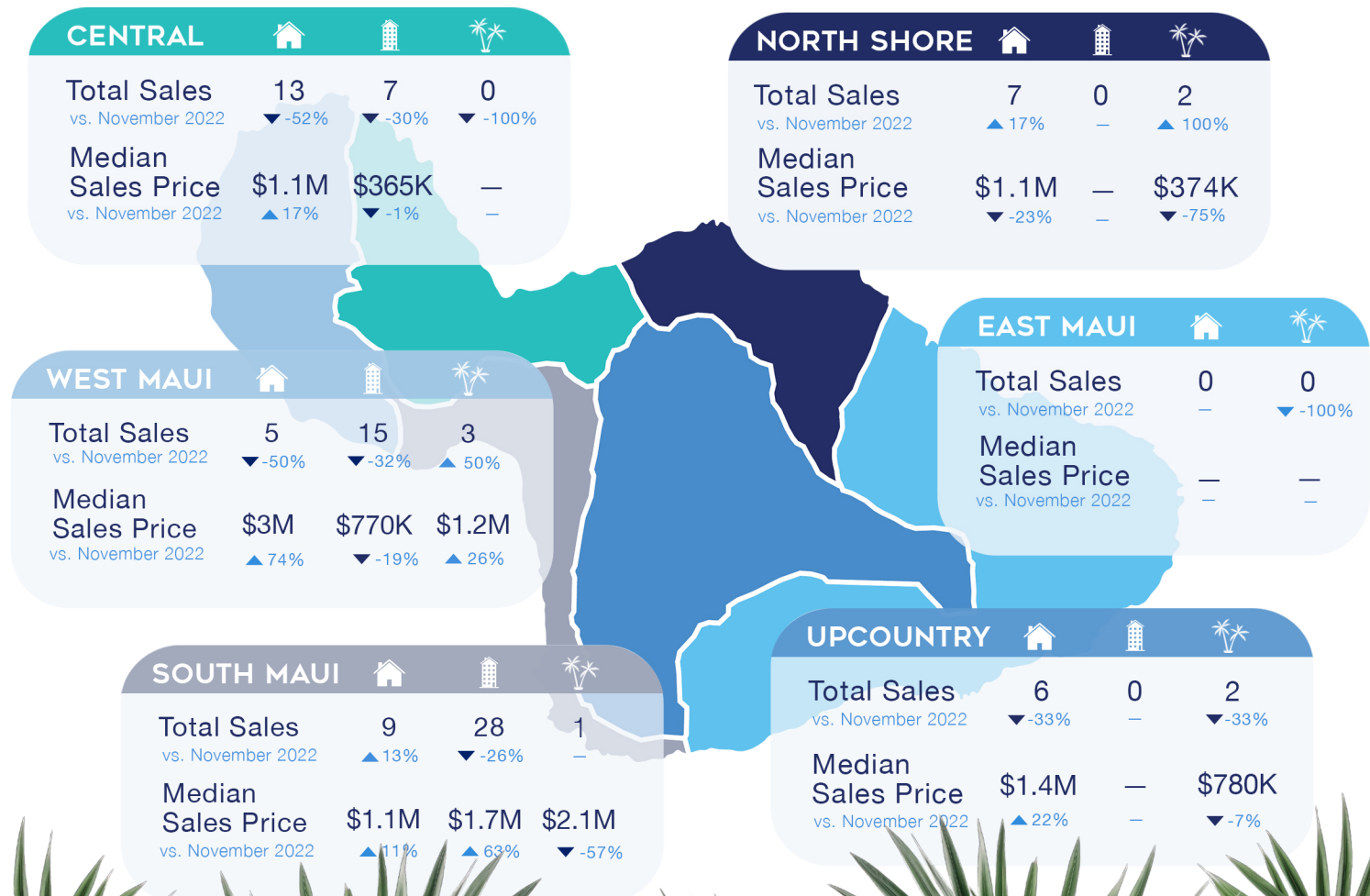
# MAUI MARKET REPORT

## NOVEMBER 2023

Throughout November, the Maui real estate market continued to experience stable short-term trends as total sales have remained flat month-over-month. Year-over-year, median sales prices have increased by 7% for single-family homes, reaching \$1.1 million, and by 6% for condos, now at \$890K. With mortgage interest rates declining for five straight weeks, real estate activity is showing signs of increasing.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	47	\$1,100,000	95%	19%	78	60
CONDOMINIUMS	53	\$890,000	98%	25%	70	133
LAND	9	\$800,000	94%	0%	206	26

## ISLAND-WIDE OVERVIEW



# SINGLE-FAMILY HOME TRANSACTIONS

NOVEMBER 2023 VS. PERCENT CHANGE OVER LAST YEAR



A limited supply of homes for sale continues to favor sellers, as the drought of new listings persists. Compared to previous years, there were 61 new listings in November 2023, 89 in 2022, and 103 in 2021. As a result, months of remaining inventory have held steady at 3.5 months, while median sales prices have remained above \$1 million since September 2022. Although home sales are down in most of Maui, they were flat year-over-year in Kihei (8) and Haiku (5).

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Wailuku	7 ▼ -53%	\$1,030,000 ▲ 3%	103% ▲ 7%	49 ▼ -56%	86% ▲ 204%	\$789 ▲ 45%
	Kahului	6 ▼ -50%	\$1,242,500 ▲ 30%	96% ▼ -3%	62 ▼ -61%	17% ▼ -50%	\$691 ▲ 16%
NORTH SHORE	Spreckelsville/ Paia/Kuau	2 ▲ 100%	\$1,037,500 ▼ -35%	88% ▼ 12%	135 ▼ -75%	0% —	\$841 ▼ -8%
	Haiku	5 — 0%	\$2,150,000 ▲ 95%	92% ▼ -4%	177 ▲ 90%	20% —	\$927 ▲ 26%
SOUTH MAUI	Wailea/ Makena	1 —	\$2,400,000 —	80% —	278 —	0% —	\$793 —
	Kihei	8 — 0%	\$1,060,000 ▲ 10%	95% ▼ -3%	88 ▲ 59%	0% ▼ -100%	\$843 ▲ 60%
UPCOUNTRY	Pukalani	1 —	\$3,850,000 —	97% —	145 —	0% —	\$988 —
	Makawao/ Olinda/ Haliimaile	2 ▼ -50%	\$2,157,500 ▲ 121%	88% ▼ 10%	110 ▲ 68%	0% ▼ -100%	\$872 ▼ -9%
	Kula/ Ulupalakua/ Kanaio	3 ▼ -40%	\$1,395,000 ▲ 6%	99% ▲ 2%	59 ▲ 31%	0% ▼ -100%	\$999 ▼ -24%
WEST MAUI	Napili/ Kahana/ Honokowai	2 ▼ -67%	\$1,770,000 ▲ 3%	97% ▼ -1%	134 ▲ 59%	0% —	\$1,253 ▲ 61%
	Lahaina	2 ▼ -50%	\$3,650,000 ▲ 138%	101% ▲ 5%	105 ▲ 54%	50% — 0%	\$1,836 ▲ 82%
	Kapalua	1 —	\$6,000,000 —	86% —	379 —	0% —	\$1,416 —
MOLOKAI	Molokai	5 ▲ 150%	\$350,000 ▲ 1%	93% ▼ -7%	85 ▼ -63%	0% ▼ -100%	\$359 ▼ -14%
LANAI	Lanai	2 — 0%	\$442,500 ▼ -88%	96% ▲ 1%	109 ▼ -24%	0% ▼ -100%	\$660 ▼ -44%
GRAND TOTAL		47 ▼ -27%	\$1,100,000 ▲ 7%	95% ▼ -2%	78 ▼ -10%	19% ▼ -19%	\$900 ▲ 25%

# CONDOMINIUM TRANSACTIONS

NOVEMBER 2023 VS. PERCENT CHANGE OVER LAST YEAR

Total condo sales in Maui hit a 14-year low in November, with only 53 sales recorded. Although total sales are down, demand remains strong, as one in four condos sold above the asking price. Looking ahead, it will be interesting to see how the condo market responds to the recent spike in new condo listings. In November, there were 133 new listings, compared to 103 in the previous month, marking a 29% increase. Wailea and Makena outperformed the market, recording 16 sales with a median sales price of \$2.97 million.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Kahului	2 ▼ -60%	\$429,500 ▲ 59%	98% ▲ 1%	45 ▼ -13%	0% —	\$551 ▲ 72%
	Wailuku	5 — 0%	\$365,000 ▼ -29%	93% ▼ -6%	37 ▼ -41%	40% —	\$555 ▼ -24%
SOUTH MAUI	Kihei	11 ▼ -62%	\$838,000 ▼ -3%	99% ▲ 0%	45 ▼ -38%	0% ▼ -100%	\$1,121 ▲ 6%
	Maalaea	1 — 0%	\$520,000 ▼ -27%	92% ▼ -16%	36 ▼ -28%	0% ▼ -100%	\$898 ▲ 20%
	Wailea/ Makena	16 ▲ 100%	\$2,967,275 ▲ 74%	101% ▲ 4%	985 ▲ 100%	63% —	\$1,983 ▼ -29%
WEST MAUI	Kaanapali	6 ▼ -25%	\$1,587,500 ▲ 40%	96% ▼ -3%	82 ▼ -17%	0% ▼ -100%	\$1,529 ▲ 20%
	Lahaina	1 —	\$140,000 —	112% —	59 —	100% —	\$181 —
	Napili/ Kahana/ Honokowai	8 ▼ -27%	\$682,000 ▼ -10%	98% ▲ 2%	91 ▲ 2%	0% ▼ -100%	\$1,074 ▲ 6%
MOLOKAI	Molokai	1 —	\$475,000 —	95% —	41 —	0% —	\$618 —
LANAI	Lanai	2 —	\$322,500 —	100% —	38 —	0% —	\$717 —
GRAND TOTAL		53 ▼ -21%	\$890,000 ▲ 6%	98% ▲ 1%	70 ▼ -1%	25% ▲ 49%	\$1,549 ▲ 16%

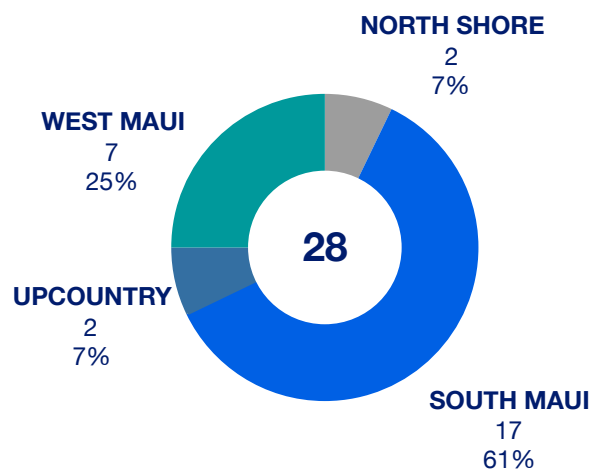
# LUXURY TRANSACTIONS FOR NOVEMBER 2023

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

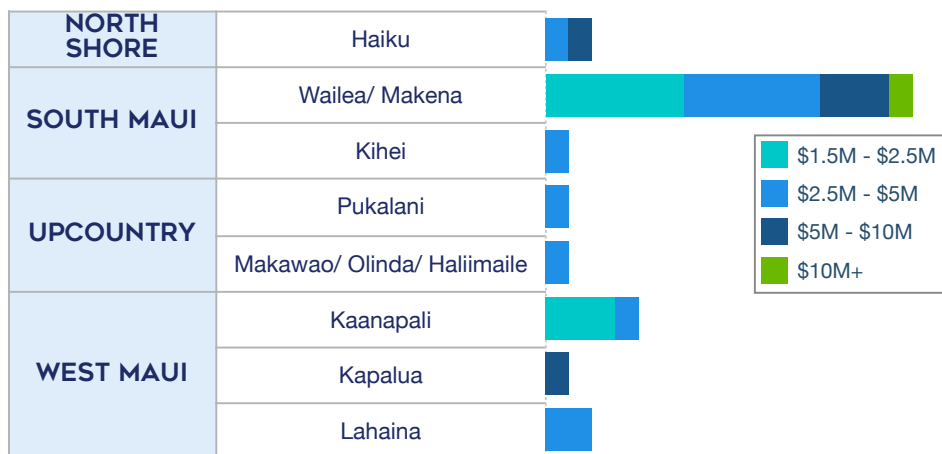
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
NORTH SHORE	Haiku	2	\$9,300,000	\$4,650,000	\$4,650,000	92%	113	0%	\$970
SOUTH MAUI	Kihei	1	\$2,650,000	\$2,650,000	\$2,650,000	93%	142	0%	\$848
UPCOUNTRY	Pukalani	1	\$3,850,000	\$3,850,000	\$3,850,000	97%	145	0%	\$988
	Makawao/ Olinda/ Haliimaile	1	\$3,365,000	\$3,365,000	\$3,365,000	96%	145	0%	\$1,050
WEST MAUI	Kapalua	1	\$6,000,000	\$6,000,000	\$6,000,000	86%	379	0%	\$1,416
	Lahaina	2	\$7,300,000	\$3,650,000	\$3,650,000	101%	105	50%	\$1,836
GRAND TOTAL		8	\$32,465,000	\$4,058,125	\$3,607,500	95%	145	13%	\$1,158

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	16	\$66,776,530	\$4,173,533	\$2,967,275	101%	985	63%	\$1,983
WEST MAUI	Kaanapali	4	\$8,225,000	\$2,056,250	\$1,687,500	97%	55	0%	\$1,506
GRAND TOTAL		20	\$75,001,530	\$3,750,077	\$2,619,550	100%	965	50%	\$1,916

## 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 12/01/23 and is subject to change.