



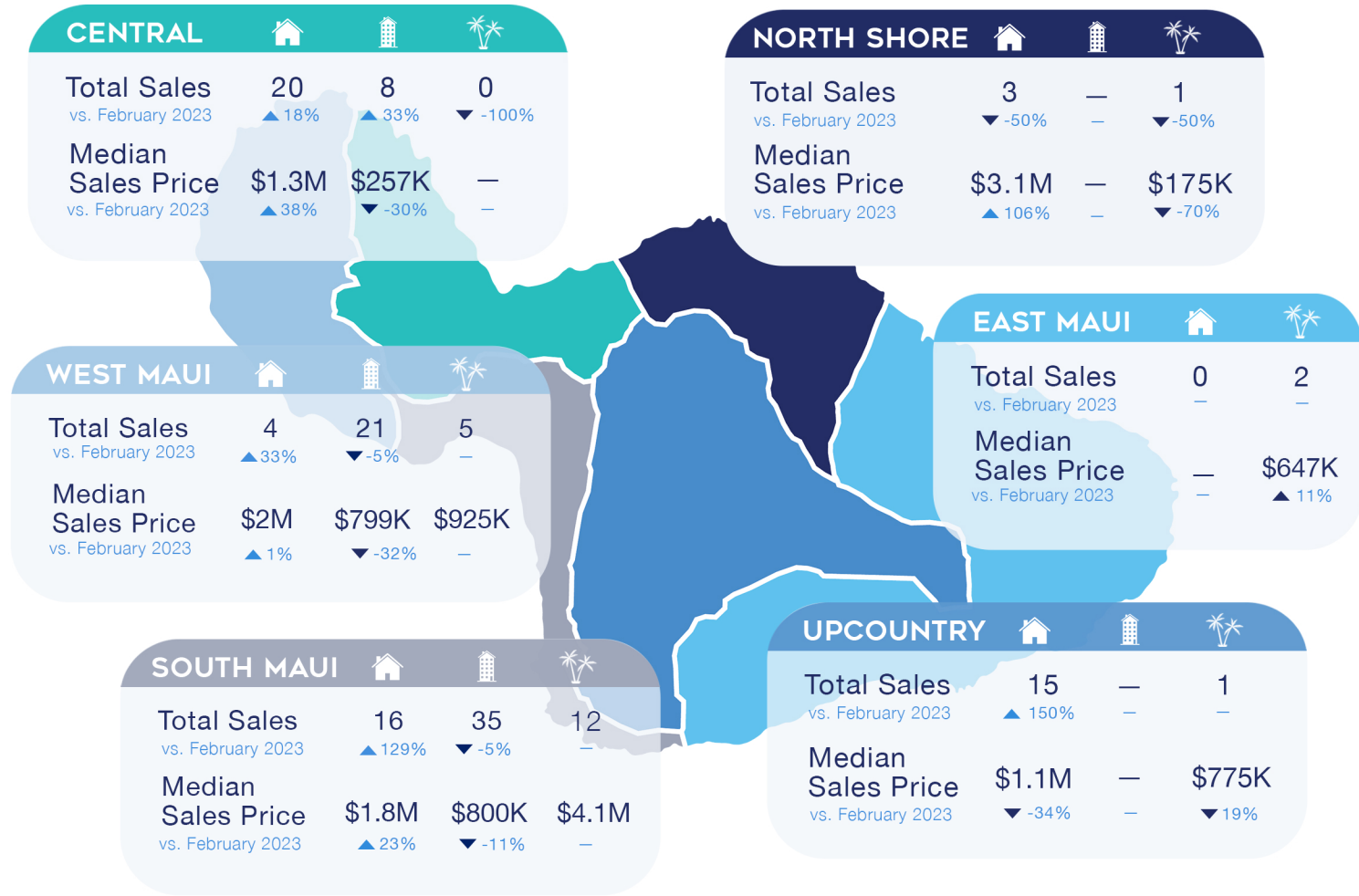
MAUI MARKET REPORT

FEBRUARY 2024

Recent trends persist for the overall Maui real estate market as single-family home sales continue to increase while the condo market remains mixed when it comes to sales activity. Across the island last month, Maui experienced a slight dip in new listings compared to the month before, but buyers remained active as the median days on market and the number of homes that sold above asking price, indicators of demand, remained strong. With mortgage interest rates sitting just below 7%, tight market conditions are likely to stick around.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	61	\$1,260,000	97%	21%	98	82
CONDOMINIUMS	66	\$744,500	97%	9%	55	142
LAND	21	\$2,250,000	95%	5%	99	23

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

FEBRUARY 2024 VS. PERCENT CHANGE OVER LAST YEAR



**COLDWELL
BANKER**
ISLAND
PROPERTIES

In February, 67% of single-family homes sold for less than their asking price. Among these, the average reduction was 6%, equating to \$136,000. More significantly, properties sold below asking price stayed on the market for an average of 48 days longer than those that sold at or above their listed price. This underscores the importance of accurate pricing to attract buyers and secure a timely sale. It is also important to note that the median sales price has increased 17% from February of last year.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Wailuku	12 ▲ 50%	\$1,292,000 ▲ 48%	100% ▲ 2%	82 ▼ -6%	42% —	\$753 ▲ 21%
	Kahului	8 ▼ -11%	\$1,270,760 ▲ 18%	97% ▼ -1%	64 ▼ -12%	13% ▼ -44%	\$708 ▲ 15%
NORTH SHORE	Spreckelsville/ Paia/Kuau	2 ▲ 100%	\$3,137,500 ▲ 278%	91% ▼ -2%	413 ▲ 409%	0% —	\$1,016 ▲ 19%
	Haiku	1 ▼ -80%	\$975,000 ▼ -43%	98% ▲ 0%	140 ▲ 150%	0% ▼ -100%	\$1,102 ▲ 5%
SOUTH MAUI	Wailea/ Makena	6 ▲ 500%	\$4,057,500 ▲ 27%	94% ▲ 1%	86 ▲ 2%	0% —	\$1,722 ▲ 24%
	Maui Meadows	3 ▲ 50%	\$2,200,000 ▼ -18%	95% ▼ -1%	161 ▲ 40%	0% —	\$1,064 ▼ -11%
	Kihei	7 ▲ 75%	\$1,150,000 ▼ -21%	96% ▲ 3%	94 ▼ -59%	14% —	\$677 ▲ 1%
UPCOUNTRY	Pukalani	1 ▼ -67%	\$900,000 ▲ 8%	95% ▼ 0%	39 ▼ -47%	0% ▼ -100%	\$706 ▼ -24%
	Makawao/ Olinda/ Haliimaile	10 ▲ 900%	\$994,000 ▼ -73%	99% ▼ -1%	102 ▲ 88%	40% —	\$697 ▼ -11%
	Kula/ Ulupalakua/ Kanaio	4 ▲ 100%	\$1,147,500 ▼ -31%	93% ▲ 1%	141 ▼ -12%	0% —	\$979 ▲ 70%
WEST MAUI	Napili/ Kahana/ Honokowai	3 —	\$1,840,000 —	94% —	107 —	33% —	\$822 —
	Kaanapali	1 — 0%	\$2,950,000 ▼ -17%	98% ▲ 2%	154 ▲ 67%	0% —	\$615 ▼ -83%
MOLOKAI	Molokai	2 ▼ -50%	\$413,500 ▲ 20%	96% ▲ 1%	105 ▲ 18%	0% —	\$310 ▲ 6%
LANAI	Lanai	1 ▼ -50%	\$905,000 ▲ 19%	101% ▲ 2%	63 ▲ 2%	100% —	\$791 ▲ 23%
GRAND TOTAL		61 ▲ 42%	\$1,260,000 ▲ 17%	97% ▼ -1%	98 ▲ 31%	21% ▲ 83%	\$916 ▲ 17%

CONDOMINIUM TRANSACTIONS

FEBRUARY 2024 VS. PERCENT CHANGE OVER LAST YEAR

Even though median sales prices and total sales have slipped for the third consecutive month, the median days on market for condos across Maui have reached a rapid pace of 55 days — the fastest in over a decade. The areas of Kihei, Napili, and Kahana are leading sales activity, accounting for 70% of total condo sales last month. As mentioned in last month's report, efforts to provide long-term housing solutions for those displaced by the Lahaina fires are expected to introduce volatility into the market.

CENTRAL	Kahului	6 ▲ 500%	\$252,750 ▼ -8%	99% ▼ -1%	32 ▼ -45%	0% —	\$384 ▲ 10%
	Wailuku	2 ▼ -60%	\$760,500 ▲ 90%	98% ▲ 2%	34 ▼ -53%	0% —	\$675 ▲ 17%
SOUTH MAUI	Kihei	30 ▲ 7%	\$745,000 ▼ -14%	98% ▼ -1%	53 ▼ -22%	17% ▼ -33%	\$1,103 ▲ 8%
	Maalaea	1 ▼ -75%	\$639,000 ▲ 2%	93% ▼ -11%	83 ▲ 69%	0% ▼ -100%	\$673 ▼ -19%
	Wailea/ Makena	4 ▼ -20%	\$3,175,000 ▲ 55%	96% ▼ -2%	52 ▼ -39%	0% ▼ -100%	\$2,350 ▲ 15%
WEST MAUI	Kaanapali	3 ▼ -57%	\$1,275,000 ▼ -36%	96% ▼ -1%	94 ▲ 92%	0% ▼ -100%	\$1,457 ▼ -17%
	Kapalua	1 ▼ -67%	\$2,950,000 ▲ 69%	99% ▲ 0%	84 ▼ -25%	0% —	\$1,929 ▲ 60%
	Lahaina	1 ▼ -83%	\$95,000 ▼ -90%	100% ▲ 1%	111 ▲ 96%	0% ▼ -100%	\$160 ▼ -90%
	Napili/ Kahana/ Honokowai	16 ▲ 167%	\$769,500 ▼ -26%	94% ▼ -2%	67 ▼ -32%	6% —	\$1,179 ▼ -4%
MOLOKAI	Molokai	2 —	\$274,750 —	94% —	146 —	0% —	\$350 —
GRAND TOTAL		66 ▲ 2%	\$744,500 ▼ -17%	97% ▼ -2%	55 ▼ -24%	9% ▼ -58%	\$1,211 ▼ -7%

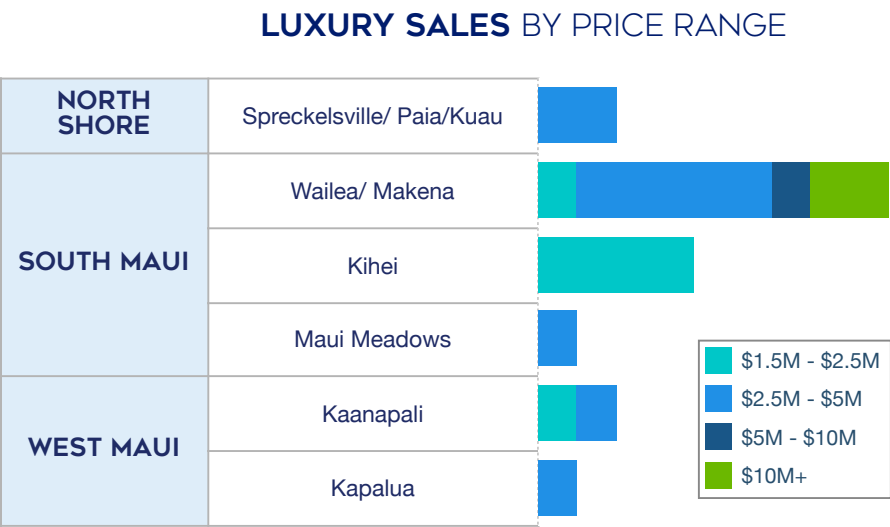
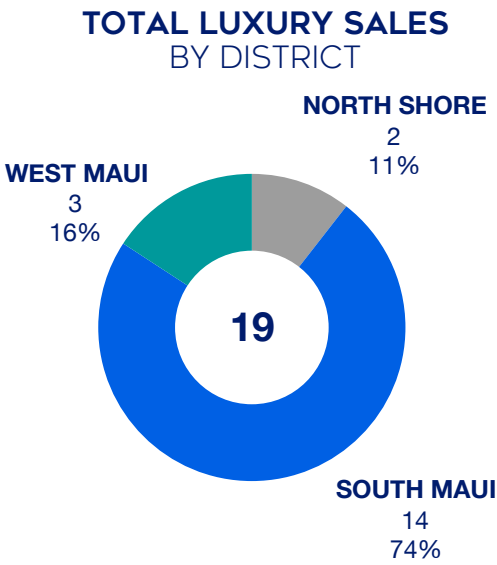


LUXURY TRANSACTIONS FOR FEBRUARY 2024

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	Spreckelsville/ Paia/Kuau	2	\$6,275,000	\$3,137,500	\$3,137,500	91%	413	0%	\$1,016
SOUTH MAUI	Maui Meadows	1	\$3,350,000	\$3,350,000	\$3,350,000	96%	161	0%	\$1,176
	Wailea/ Makena	5	\$29,615,000	\$5,923,000	\$4,350,000	93%	101	0%	\$1,838
WEST MAUI	Kaanapali	1	\$2,950,000	\$2,950,000	\$2,950,000	98%	154	0%	\$615
GRAND TOTAL		9	\$42,190,000	\$4,687,778	\$3,350,000	94%	154	0%	\$1,409

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	4	\$18,055,000	\$4,513,750	\$3,175,000	96%	52	0%	\$2,350
	Kihei	4	\$7,085,000	\$1,771,250	\$1,747,500	96%	46	0%	\$1,789
WEST MAUI	Kapalua	1	\$2,950,000	\$2,950,000	\$2,950,000	99%	84	0%	\$1,929
	Kaanapali	1	\$1,660,000	\$1,660,000	\$1,660,000	98%	94	0%	\$2,213
GRAND TOTAL		10	\$29,750,000	\$2,975,000	\$1,970,000	96%	55	0%	\$2,137



* The information in this report is deemed reliable but not guaranteed. Data provided by the REALTORS® Association of Maui as of 3/1/24 and is subject to change.