



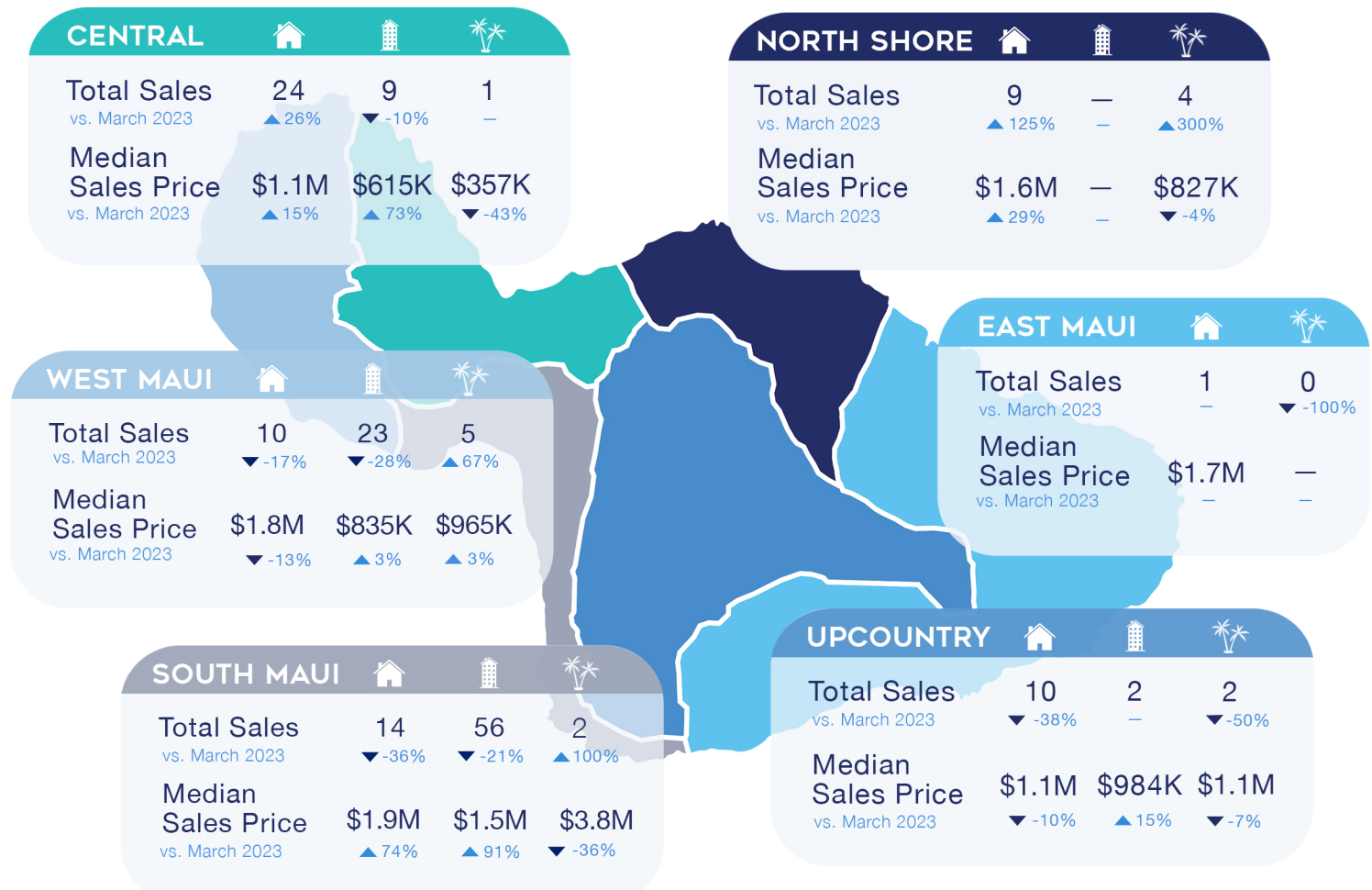
# MAUI MARKET REPORT

## MARCH 2024

The Maui real estate market maintained its consistency throughout the first quarter of the year as in March, there was a steady increase in single-family home sales activity, while the condo market displayed a mixed environment across the island. Notably, an overall decrease in days on market for both property types, -16% for single-family homes and -9% for condos compared to the same period last year, indicates continued strong buyer 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	75	\$1,303,692	97%	13%	92	91
CONDOMINIUMS	93	\$1,300,000	98%	20%	68	163
LAND	17	\$677,000	99%	24%	60	14

### ISLAND-WIDE OVERVIEW



# SINGLE-FAMILY HOME TRANSACTIONS

MARCH 2024 VS. PERCENT CHANGE OVER LAST YEAR



Single-family home sales held steady in March with a total of 74 sales, a slight increase of 1.4% year-over-year, accompanied by a significant 9% year-over-year rise in the island-wide median sold price to \$1.3M. Buyer activity has picked up in Central Maui and inventory has continued its upward trend throughout the first quarter with a 14% increase in new listings compared to this time last year.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Wailuku	15 ▲ 15%	\$1,099,000 ▲ 8%	99% ▲ 5%	59 ▼ -53%	20% ▲ 163%	\$740 ▲ 16%
	Kahului	8 ▲ 33%	\$1,195,000 ▲ 23%	101% ▲ 2%	60 ▲ 1%	25% ▼ -26%	\$735 ▲ 15%
	Kahakuloa	1 –	\$1,415,000 –	98% –	207 –	0% –	\$1,415 –
EAST MAUI	Hana	1 –	\$1,650,000 –	92% –	346 –	0% –	\$2,441 –
NORTH SHORE	Spreckelsville/ Paia/Kuau	2 –	\$4,495,000 –	93% –	299 –	0% –	\$1,648 –
	Haiku	7 ▲ 75%	\$1,500,000 ▲ 18%	97% ▼ -2%	175 ▲ 80%	14% ▼ -43%	\$1,243 ▲ 100%
SOUTH MAUI	Wailea/ Makena	4 ▲ 100%	\$3,812,500 ▼ -61%	93% ▼ -5%	150 ▼ -59%	0% ▼ -100%	\$1,924 ▼ -18%
	Maui Meadows	1 – 0%	\$1,700,000 ▲ 113%	97% ▲ 9%	94 ▼ -61%	0% –	\$1,137 ▼ -5%
	Kihei	9 ▼ -53%	\$1,490,000 ▲ 39%	99% ▲ 2%	61 ▼ -19%	33% ▲ 221%	\$929 ▲ 37%
UPCOUNTRY	Makawao/ Olinda/ Haliimaile	6 ▲ 20%	\$1,075,000 ▼ -10%	95% ▲ 0%	282 ▲ 161%	0% –	\$670 ▼ -12%
	Kula/ Ulupalakua/ Kanaio	4 ▼ -43%	\$1,367,688 ▲ 14%	89% ▼ -5%	115 ▼ -15%	0% ▼ -100%	\$1,131 ▲ 43%
WEST MAUI	Napili/ Kahana/ Honokowai	4 ▲ 33%	\$1,190,000 ▲ 45%	98% ▲ 1%	49 ▼ -29%	25% –	\$809 ▼ -3%
	Lahaina	6 ▼ -14%	\$3,503,750 ▼ -10%	96% ▼ -2%	141 ▲ 45%	0% ▼ -100%	\$1,894 ▲ 1%
MOLOKAI	Molokai	7 ▲ 600%	\$510,000 ▲ 28%	92% ▼ -1%	101 ▼ -74%	0% –	\$314 ▲ 79%
GRAND TOTAL		75 ▲ 10%	\$1,303,692 ▲ 12%	97% ▲ 0%	92 ▼ -15%	13% ▼ -17%	\$1,058 ▲ 11%

# CONDOMINIUM TRANSACTIONS

MARCH 2024 VS. PERCENT CHANGE OVER LAST YEAR

While condominium sales across Maui experienced an overall 23% year-over-year decline in total sales (93), 12 closings in Wailea's new development La'i Loa contributed to the 63% (YoY) surge of the median sales price that reached \$1.3M in March. Excluding the Lai Loa properties with their median sales price of \$2,452,275, the remaining 81 condos had a median price of \$975,000.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Kahului	2 ▼ -50%	\$227,500 ▼ -13%	97% ▼ -1%	48 ▼ -7%	0% –	\$326 ▼ -4%
	Wailuku	7 ▲ 17%	\$637,000 ▲ 30%	102% ▲ 3%	37 ▼ -41%	43% ▲ 157%	\$708 ▲ 16%
SOUTH MAUI	Kihei	28 ▼ -50%	\$825,000 ▲ 4%	98% ▼ -2%	65 ▼ -29%	7% ▼ -78%	\$1,199 ▲ 37%
	Maalaea	1 ▼ -83%	\$599,000 ▼ -28%	100% ▲ 2%	110 ▲ 93%	0% ▼ -100%	\$699 ▼ -31%
	Wailea/ Makena	27 ▲ 200%	\$2,504,550 ▲ 6%	99% ▲ 1%	169 ▲ 13%	37% –	\$1,787 ▼ -17%
WEST MAUI	Kaanapali	9 ▲ 80%	\$1,350,000 ▲ 14%	97% ▼ -1%	103 ▲ 47%	0% ▼ -100%	\$1,734 ▲ 17%
	Kapalua	1 ▼ -50%	\$2,795,000 ▲ 43%	97% ▼ -3%	76 ▲ 60%	0% –	\$1,471 ▲ 4%
	Napili/ Kahana/ Honokowai	13 ▼ -19%	\$700,000 ▼ -9%	98% ▲ 2%	52 ▼ -35%	23% ▲ 23%	\$1,044 ▲ 1%
MOLOKAI	Molokai	2 ▼ -67%	\$207,500 ▼ -46%	93% ▲ 1%	78 ▼ -38%	0% –	\$334 ▼ -29%
LANAI	Lanai	1 –	\$3,055,000 –	88% –	70 –	0% –	\$1,057 –
UPCOUNTRY	Pukalani	2 – 0%	\$997,000 ▲ 15%	102% ▲ 7%	58 ▼ -63%	50% –	\$666 ▲ 19%
GRAND TOTAL		93 ▼ -17%	\$1,300,000 ▲ 63%	98% ▼ 0%	68 ▼ -13%	20% ▼ -5%	\$1,414 ▲ 26%

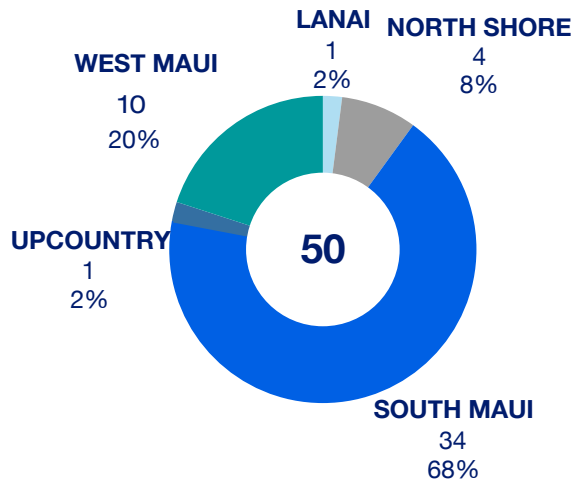
# LUXURY TRANSACTIONS FOR MARCH 2024

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

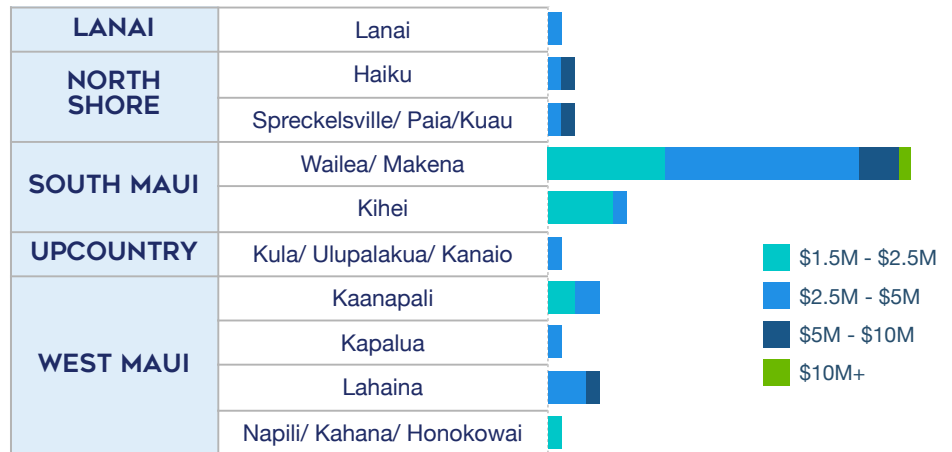
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
NORTH SHORE	Spreckelsville/ Paia/Kuau	2	\$8,990,000	\$4,495,000	\$4,495,000	93%	299	0%	\$1,648
	Haiku	2	\$9,490,000	\$4,745,000	\$4,745,000	100%	97	0%	\$1,317
SOUTH MAUI	Wailea/ Makena	4	\$28,825,000	\$7,206,250	\$3,812,500	93%	150	0%	\$1,924
	Kihei	1	\$3,250,000	\$3,250,000	\$3,250,000	100%	30	0%	\$1,410
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	1	\$3,780,000	\$3,780,000	\$3,780,000	92%	175	0%	\$1,199
WEST MAUI	Lahaina	4	\$16,657,500	\$4,164,375	\$4,078,750	96%	141	0%	\$2,037
GRAND TOTAL		14	\$70,992,500	\$5,070,893	\$3,735,000	95%	150	0%	\$1,720

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	24	\$75,981,850	\$3,165,910	\$2,710,775	99%	150	42%	\$1,813
	Kihei	5	\$8,294,500	\$1,658,900	\$1,575,000	98%	84	0%	\$1,692
WEST MAUI	Kaanapali	4	\$10,265,000	\$2,566,250	\$2,037,500	98%	116	0%	\$2,112
	Kapalua	1	\$2,795,000	\$2,795,000	\$2,795,000	97%	76	0%	\$1,471
	Napili/ Kahana/ Honokowai	1	\$1,500,000	\$1,500,000	\$1,500,000	94%	138	0%	\$1,475
LANAI	Lanai	1	\$3,055,000	\$3,055,000	\$3,055,000	88%	70	0%	\$1,057
GRAND TOTAL		36	\$101,891,350	\$2,830,315	\$2,500,000	98%	109	28%	\$1,773

## 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 04/01/2024 and is subject to change.