



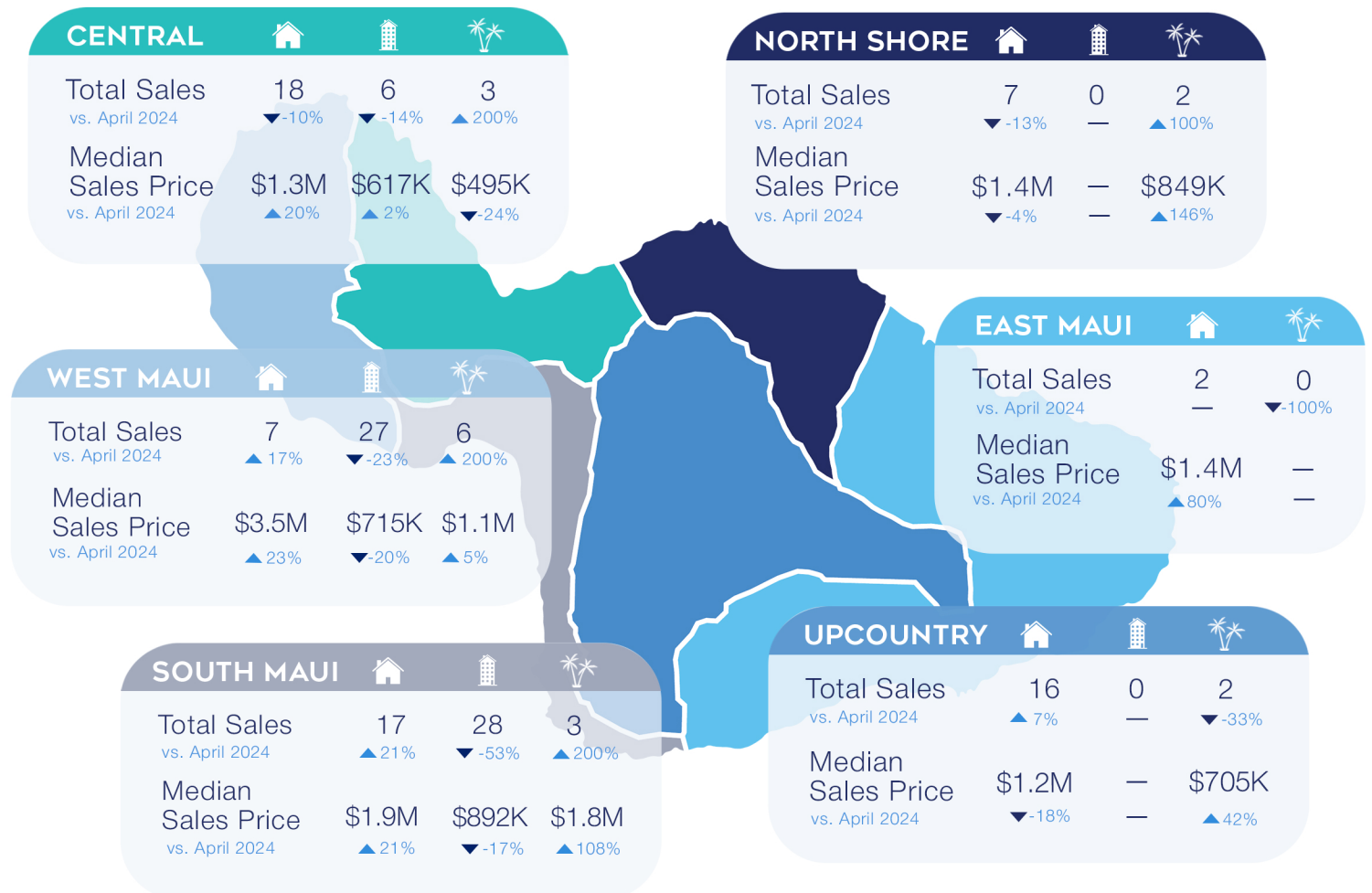
MAUI MARKET REPORT

APRIL 2025

Maui marked its second straight month of rising sales, extending the rebound from February's lows. While single-family homes are taking a bit longer to sell, prices have held firm, unlike on other Hawaiian Islands where values are starting to slip. Meanwhile, condos remain under pressure due to elevated inventory levels. Buyer confidence will be a key factor in the months ahead, though it is still too early to know which direction the market will take.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	69	\$1,380,000	96%	12%	97	90
CONDOMINIUMS	64	\$727,000	94%	9%	109	188
LAND	16	\$830,000	89%	0%	221	22

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

APRIL 2025 VS. PERCENT CHANGE OVER LAST YEAR



Month over month, single-family home sales increased by 20 sales, with Kahului and Pukalani leading the way. Compared to last year, median sales prices across the island are up 6 percent, with Pukalani now the most affordable market area at a median price of \$1.1 million. While these trends favor sellers, days on market has risen to 97, making it important to set realistic expectations and stay patient in today's market.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ
CENTRAL	Kahului	6 ▲ 50%	\$1,200,000 ▲ 23%	95% ▼ -7%	144 ▲ 193%	0% ▼ -100%	\$738 ▼ -6%
	Wailuku	12 ▼ -25%	\$1,368,218 ▲ 19%	99% ▼ -1%	61 ▲ 1%	25% ▼ -43%	\$798 ▼ -3%
EAST MAUI	Hana	2 — 0%	\$1,460,000 ▲ 80%	84% ▼ 13%	254 ▲ 11%	0% —	\$914 ▲ 238%
NORTH SHORE	Haiku	5 ▲ 25%	\$1,600,000 ▲ 10%	92% ▼ -7%	62 ▼ -35%	0% ▼ -100%	\$1,207 ▲ 14%
	Spreckelsville/ Paia/Kuau	2 ▼ -50%	\$1,142,500 ▼ -24%	86% ▼ 16%	129 ▲ 54%	0% ▼ -100%	\$457 ▼ -84%
SOUTH MAUI	Kihei	10 ▼ -17%	\$1,627,500 ▲ 3%	98% ▲ 1%	88 ▲ 81%	20% ▲ 140%	\$1,566 ▲ 98%
	Maui Meadows	6 —	\$1,937,500 —	96% —	109 —	0% —	\$894 —
	Wailea/ Makena	1 ▼ -50%	\$2,350,000 ▼ -63%	100% ▲ 4%	64 ▼ -66%	0% —	\$1,344 ▼ -20%
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	4 ▼ -20%	\$1,712,500 ▲ 9%	94% ▼ -1%	140 ▲ 2%	0% ▼ -100%	\$1,200 ▲ 67%
	Makawao/ Olinda/ Haliimaile	6 ▼ -33%	\$1,573,750 ▲ 5%	97% ▲ 2%	80 ▲ 29%	17% ▼ -24%	\$894 ▼ -1%
	Pukalani	6 ▲ 500%	\$1,112,500 ▼ -30%	98% ▼ -2%	83 ▼ -2%	17% —	\$692 ▲ 32%
WEST MAUI	Kaanapali	2 ▲ 100%	\$5,000,000 ▲ 92%	88% ▼ -7%	59 ▼ -73%	0% —	\$1,327 ▲ 66%
	Kapalua	2 ▲ 100%	\$5,975,000 ▲ 90%	95% ▼ 0%	405 ▲ 126%	0% —	\$1,634 ▲ 22%
	Lahaina	1 ▼ -67%	\$2,860,000 ▼ -5%	87% ▼ -9%	145 ▼ -12%	0% —	\$998 ▼ -4%
	Napili/ Kahana/ Honokowai	2 ▲ 100%	\$1,425,000 ▼ -10%	99% ▲ 0%	114 ▲ 89%	50% —	\$1,279 ▲ 64%
MOLOKAI	Molokai	1 ▼ -75%	\$530,000 ▼ -9%	100% ▲ 3%	100 ▲ 20%	0% ▼ -100%	\$498 ▲ 0%
LANAI	Lanai	1 ▼ -67%	\$825,000 ▲ 27%	100% ▲ 0%	151 ▲ 54%	0% ▼ -100%	\$627 ▼ -7%
GRAND TOTAL		69 ▼ -4%	\$1,380,000 ▲ 6%	96% ▼ -2%	97 ▲ 56%	12% ▼ -48%	\$1,038 ▲ 11%

CONDOMINIUM TRANSACTIONS

APRIL 2025 VS. PERCENT CHANGE OVER LAST YEAR

Maui's condo market remains shaky. Year over year, sales are down 36 percent, and median values have declined by 25 percent. A large portion of the condo market consists of vacation rental properties, which adds another layer of complexity for buyers and sellers. The ongoing debate surrounding the Minatoya List continues to create uncertainty, further impacting buyer confidence. Still, there is room for cautious optimism, as total monthly sales have been gradually increasing. For those considering vacation rentals, breaking even typically requires a down payment of 50 percent or more.

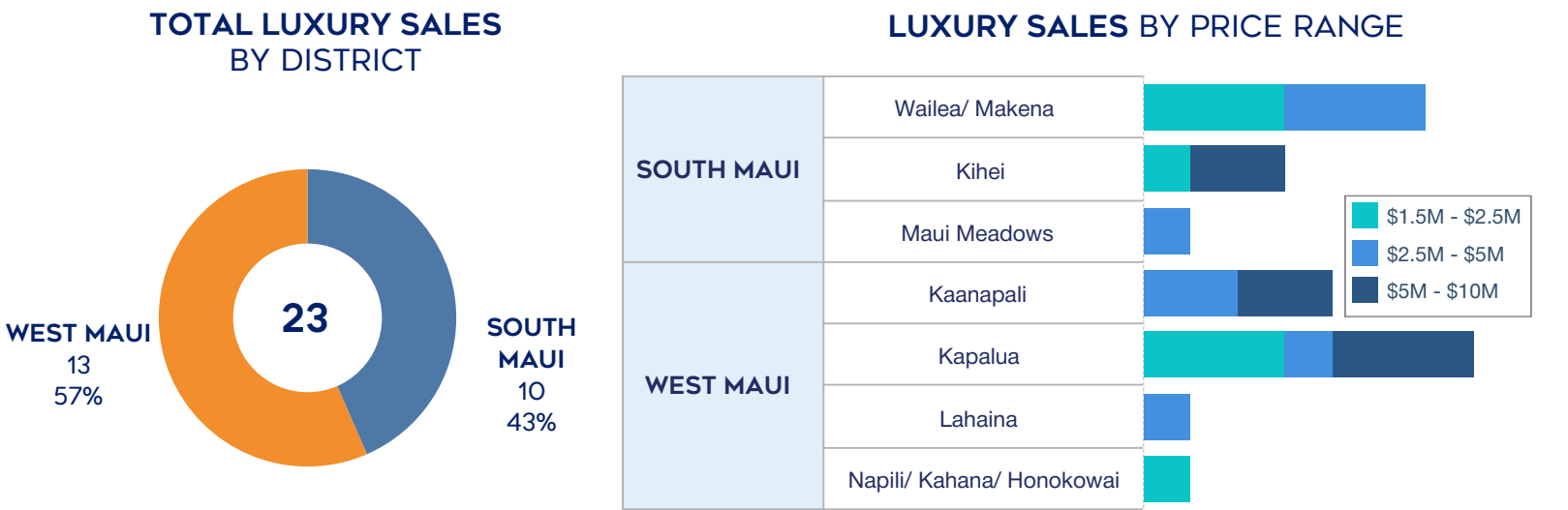
		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Wailuku	6 ▼ -14%	\$617,500 ▲ 2%	98% ▲ 1%	121 ▲ 72%	0% ▼ -100%	\$646 ▼ -7%
SOUTH MAUI	Kihei	19 ▼ -56%	\$697,100 ▼ -23%	94% ▼ -4%	113 ▲ 66%	11% ▲ 51%	\$953 ▼ -19%
	Maalaea	1 ▼ -75%	\$650,000 ▼ -41%	93% ▼ -5%	115 ▲ 30%	0% ▼ -100%	\$1,098 ▼ -4%
	Wailea/ Makena	8 ▼ -38%	\$1,741,250 ▼ -50%	91% ▼ -7%	128 ▼ -84%	13% ▼ -59%	\$1,397 ▼ -39%
WEST MAUI	Kaanapali	5 ▼ -64%	\$1,090,000 ▼ -32%	95% ▼ -2%	59 ▼ -42%	20% ▲ 180%	\$1,926 ▲ 23%
	Kapalua	5 — 0%	\$2,250,000 ▲ 50%	95% ▼ -1%	64 ▼ -51%	0% —	\$1,745 ▼ -23%
	Lahaina	4 —	\$442,500 —	92% —	68 —	0% —	\$690 —
	Napili/ Kahana/ Honoko..	13 ▼ -19%	\$665,000 ▼ -6%	94% ▼ -2%	143 ▲ 170%	15% ▲ 146%	\$1,012 ▼ -4%
MOLOKAI	Molokai	3 ▲ 50%	\$184,000 ▼ -24%	93% ▼ -3%	76 ▼ -4%	0% —	\$261 ▼ -51%
GRAND TOTAL		64 ▼ -38%	\$727,000 ▼ -24%	94% ▼ -4%	109 ▲ 29%	9% ▼ -11%	\$1,196 ▼ -25%

LUXURY TRANSACTIONS FOR APRIL 2025

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
SOUTH MAUI	Kihei	2	\$15,900,000	\$7,950,000	\$7,950,000	100%	59	50%	\$3,165
	Maui Meadows	1	\$2,525,000	\$2,525,000	\$2,525,000	99%	175	0%	\$895
WEST MAUI	Kaanapali	2	\$10,000,000	\$5,000,000	\$5,000,000	88%	59	0%	\$1,327
	Kapalua	2	\$11,950,000	\$5,975,000	\$5,975,000	95%	405	0%	\$1,634
	Lahaina	1	\$2,860,000	\$2,860,000	\$2,860,000	87%	145	0%	\$998
GRAND TOTAL		8	\$43,235,000	\$5,404,375	\$5,000,000	94%	92	13%	\$1,692

CONDO SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
SOUTH MAUI	Kihei	1	\$1,865,000	\$1,865,000	\$1,865,000	98%	166	0%	\$2,314
	Wailea/ Makena	6	\$14,732,500	\$2,455,417	\$2,200,000	90%	128	0%	\$1,432
WEST MAUI	Kaanapali	2	\$9,925,000	\$4,962,500	\$4,962,500	97%	123	0%	\$2,647
	Kapalua	5	\$17,820,205	\$3,564,041	\$2,250,000	95%	64	0%	\$1,745
	Napili/ Kahana/ Honokowai	1	\$2,250,000	\$2,250,000	\$2,250,000	90%	615	0%	\$1,763
GRAND TOTAL		15	\$46,592,705	\$3,106,180	\$2,250,000	93%	132	0%	\$1,770



* The information in this report is deemed reliable but not guaranteed. Data provided by the REALTORS® Association of Maui as of 05/01/25 and is subject to change.