



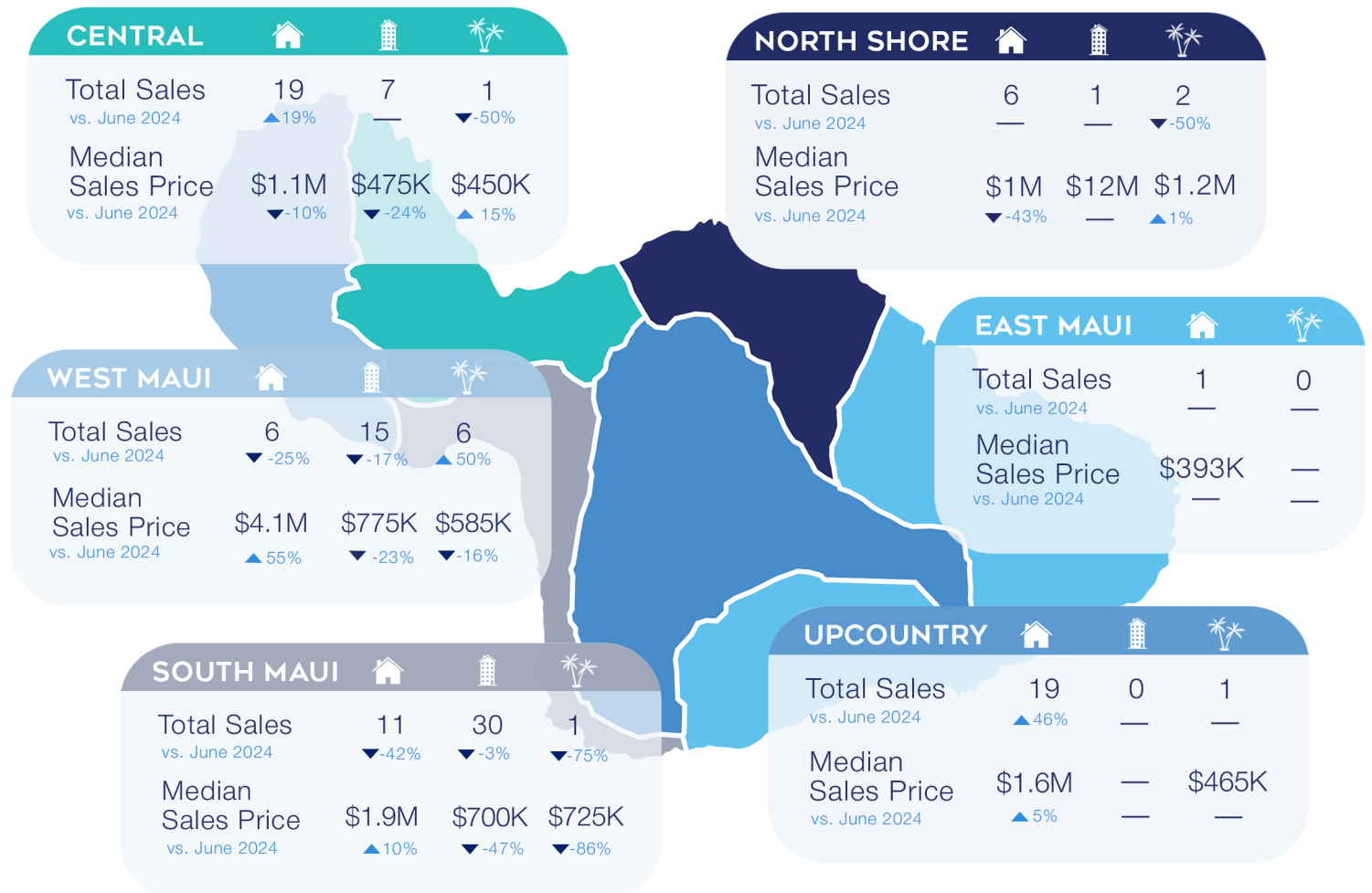
MAUI MARKET REPORT

JUNE 2025

As we close out the first half of the year, Maui's real estate market remains divided. Single-family homes are gaining momentum, with both sales and prices rebounding from the lows seen at the end of 2024. Condominiums, meanwhile, continue to lag, with both sales and prices remaining flat. However, with interest rates gradually declining, and financial markets reaching new highs, Maui's market is well-positioned for a stronger second half of the year.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	66	\$1,315,000	96%	12%	105	86
CONDOMINIUMS	56	\$700,000	95%	4%	106	126
LAND	12	\$585,000	97%	0%	62	18

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

JUNE 2025 VS. PERCENT CHANGE OVER LAST YEAR



Leading the way for Maui's single-family home market was Upcountry, which recorded 19 total sales, nearly a 50% increase compared to the same period last year. Prices also appreciated by 5%, reaching a median of \$1.6 million. An island-wide surplus of 20 newly listed homes over total sales is a welcome sign for buyers. With days on market holding just above 100, it is a ripe time to be a buyer. However, if demand picks up quickly, prices will likely rise and the ability to negotiate may become more limited. Do not get caught waiting on the sidelines. Over the long run, Hawaii real estate has consistently moved upward.

TOTAL SALES			MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Kahului	6 ▲ 50%	\$1,065,000 ▲ 7%	99% ▲ 0%	93 ▲ 93%	50% —	\$830 ▲ 40%
	Wailuku	13 ▲ 8%	\$1,080,000 ▼ -16%	99% ▼ -2%	86 ▲ 18%	31% ▼ -38%	\$759 ▼ -2%
EAST MAUI	Keanae	1 —	\$393,751 —	94% —	214 —	0% —	\$303 —
NORTH SHORE	Haiku	4 ▼ -33%	\$860,500 ▼ -52%	99% ▲ 1%	83 ▲ 65%	0% ▼ -100%	\$1,007 ▼ -3%
	Spreckelsville/ Paia/Kuau	2 —	\$1,312,500 —	89% —	146 —	0% —	\$1,142 —
SOUTH MAUI	Kihei	9 ▼ -40%	\$1,850,000 ▲ 42%	93% ▼ -9%	109 ▲ 68%	11% ▼ -72%	\$1,166 ▲ 55%
	Maui Meadows	1 — 0%	\$3,650,000 ▲ 3%	87% ▼ 11%	200 ▲ 213%	0% —	\$1,313 ▲ 31%
	Wailea/ Makena	1 ▼ -67%	\$3,200,000 ▼ -36%	97% ▲ 3%	64 ▼ -74%	0% —	\$867 ▼ -32%
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	8 ▲ 60%	\$1,675,000 ▲ 6%	95% ▼ -6%	71 ▼ -10%	0% ▼ -100%	\$890 ▲ 6%
	Makawao/ Olinda/ Haliim..	10 ▲ 100%	\$1,500,000 ▲ 8%	97% ▼ -2%	208 ▲ 12%	0% ▼ -100%	\$880 ▲ 27%
	Pukalani	1 ▼ -67%	\$1,099,000 ▼ -22%	100% ▼ -1%	300 ▲ 350%	0% ▼ -100%	\$634 ▼ -9%
WEST MAUI	Kaanapali	2 ▲ 100%	\$5,800,000 ▲ 62%	95% ▼ -5%	190 ▲ 333%	0% —	\$1,448 ▲ 53%
	Lahaina	1 ▼ -50%	\$1,950,000 ▲ 9%	93% ▼ -5%	479 ▲ 304%	0% —	\$948 ▼ -51%
	Napili/ Kahana/ Honokowai	3 — 0%	\$4,275,000 ▲ 264%	95% ▲ 9%	193 ▲ 77%	0% —	\$1,579 ▲ 88%
MOLOKAI	Molokai	4 — 0%	\$560,000 ▼ -14%	92% ▼ -4%	91 ▼ -43%	0% —	\$467 ▲ 42%
GRAND TOTAL		66 ▲ 3%	\$1,315,000 ▼ -3%	96% ▼ -3%	105 ▲ 43%	12% ▼ -57%	\$1,035 ▲ 26%

CONDOMINIUM TRANSACTIONS

JUNE 2025 VS. PERCENT CHANGE OVER LAST YEAR

As the debate around the Minatoya List continues, so do the combined pressures of increased carrying costs on condos. This combination has been holding back the condo market since the third quarter of 2024. However, those with a sharp eye will notice encouraging signs, including an uptick in both sales and median prices in the higher price points of South and West Maui. While challenges remain, renewed activity in these high-end segments may signal growing confidence and potential opportunities ahead.

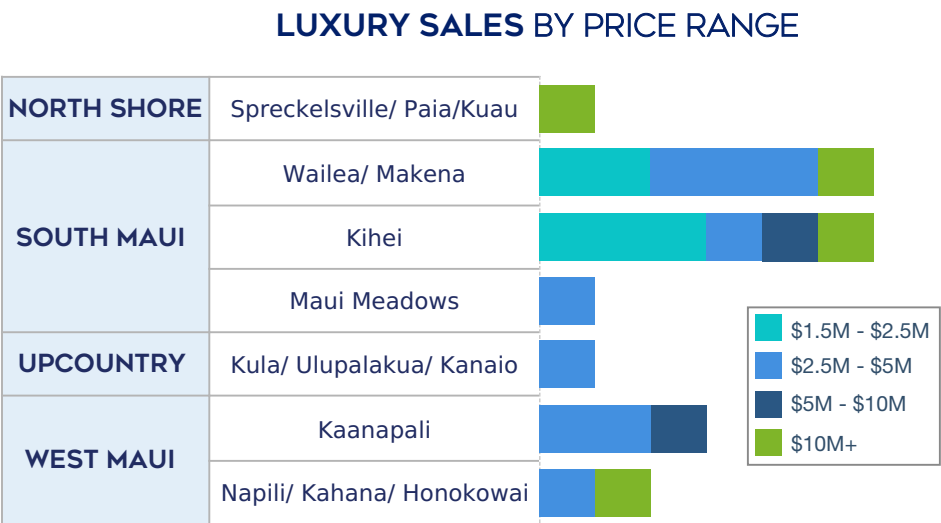
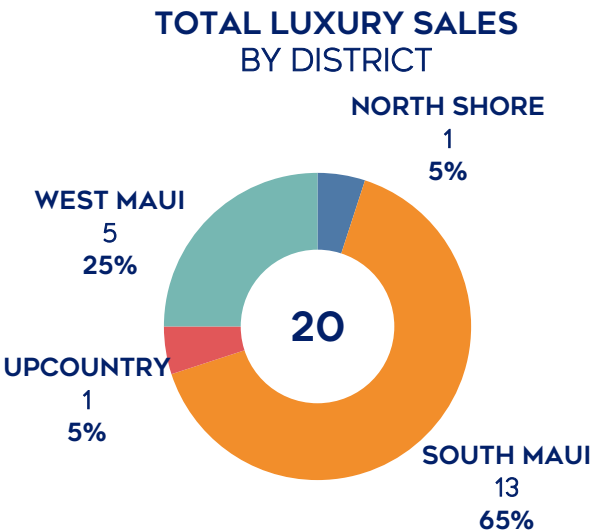
TOTAL SALES			MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Wailuku	7 — 0%	\$475,000 ▼ -24%	96% ▼ -1%	77 ▲ 45%	0% ▼ -100%	\$602 ▼ -16%
NORTH SHORE	Spreckelsville/ Paia/Kuau	1 —	\$11,500,000 —	100% —	20 —	0% —	\$1,933 —
SOUTH MAUI	Kihei	20 ▲ 43%	\$617,500 ▼ -21%	96% ▼ -2%	136 ▲ 72%	5% ▼ -65%	\$917 ▼ -26%
	Maalaea	3 ▲ 50%	\$429,000 ▼ -28%	97% ▲ 1%	123 ▲ 137%	33% —	\$711 ▼ -8%
	Wailea/ Makena	7 ▼ -53%	2,475,000 ▲ 15%	94% ▼ -2%	79 ▼ -54%	0% ▼ -100%	\$2,139 ▲ 28%
WEST MAUI	Kaanapali	5 ▼ -29%	\$925,000 ▼ -29%	93% ▼ -4%	71 ▼ -61%	0% —	\$1,673 ▲ 37%
	Lahaina	1 —	\$425,000 —	100% —	87 —	0% —	\$880 —
	Napili/ Kahana/ Honokowai	9 ▲ 29%	\$670,000 ▲ 20%	97% ▲ 0%	123 ▼ -19%	0% ▼ -100%	\$936 ▼ -16%
MOLOKAI	Molokai	3 ▲ 50%	\$225,000 ▼ -39%	91% ▼ -10%	131 ▲ 26%	0% ▼ -100%	\$370 ▼ -41%
GRAND TOTAL		56 ▲ 4%	\$700,000 ▼ -23%	95% ▼ -2%	106 ▲ 20%	4% ▼ -84%	\$1,269 ▼ -4%

LUXURY TRANSACTIONS FOR JUNE 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	3	\$36,660,000	\$12,200,000	\$5,500,000	93%	198	0%	\$1,368
	Maui Meadows	1	\$3,650,000	\$3,650,000	\$3,650,000	87%	200	0%	\$1,313
	Wailea/ Makena	1	\$3,200,000	\$3,200,000	\$3,200,000	97%	64	0%	\$867
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	1	\$2,717,812	\$2,717,812	\$2,717,812	84%	66	0%	\$1,037
WEST MAUI	Kaanapali	2	\$11,600,000	\$5,800,000	\$5,800,000	95%	190	0%	\$1,448
	Napili/ Kahana/ Honokowai	2	\$20,575,000	\$10,287,500	\$10,287,500	93%	225	0%	\$1,680
GRAND TOTAL		10	\$78,402,812	\$7,840,281	\$4,137,500	92%	193	0%	\$1,396

CONDO 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	1	\$11,500,000	\$11,500,000	\$11,500,000	100%	20	0%	\$1,933
SOUTH MAUI	Kihei	3	\$5,598,500	\$1,866,167	\$1,873,500	96%	57	0%	\$1,287
	Wailea/ Makena	5	\$23,910,000	\$4,782,000	\$2,570,000	94%	79	0%	\$2,340
WEST MAUI	Kaanapali	1	\$3,200,000	\$3,200,000	\$3,200,000	98%	52	0%	\$3,401
GRAND TOTAL		10	\$44,208,500	\$4,420,850	\$2,522,500	96%	55	0%	\$2,060



* The information in this report is deemed reliable but not guaranteed. Data provided by the REALTORS® Association of Maui as of 07/01/25 and is subject to change.