



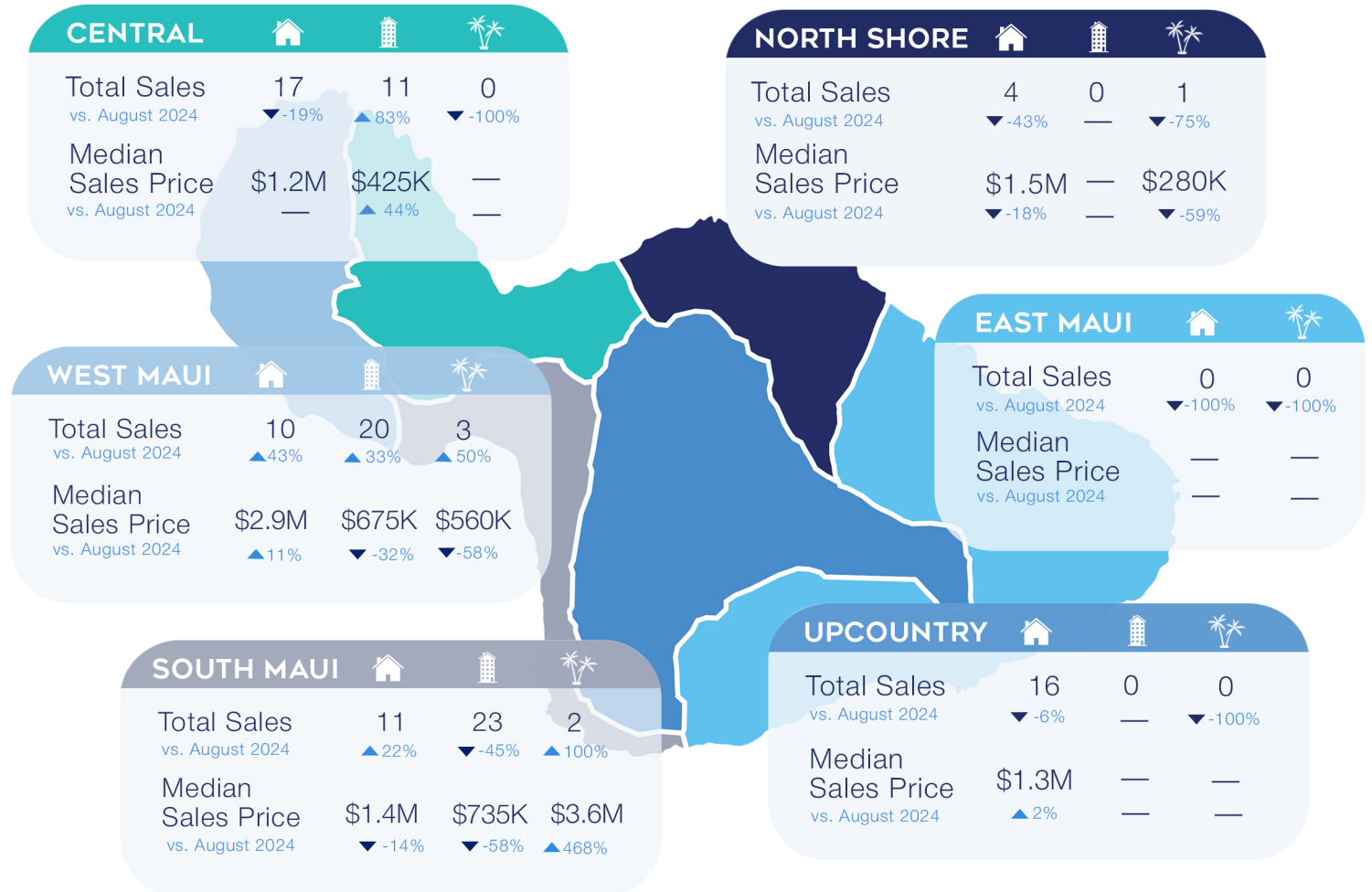
MAUI MARKET REPORT

AUGUST 2025

August is notoriously slow for Maui real estate, and this year was no different. The single-family home market saw little to no month-over-month change, whereas the condo market fell to a new low point in its recent trend. Overall, days on market have extended to 125, matching levels last seen prior to the Covid run-up. While some may describe the market as slow or sluggish, the reality is that it's simply a return to normal conditions.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	60	\$1,277,000	95%	12%	125	93
CONDOMINIUMS	57	\$650,000	94%	5%	129	127
LAND	7	\$550,000	98%	0%	49	16

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

AUGUST 2025 VS. PERCENT CHANGE OVER LAST YEAR



Buyers are starting to take advantage of their leverage, as homes are typically selling for about 5% below list price. That said, properties that present well and are priced to market continue to be sell quickly. Understanding the nuances of each neighborhood, along with factors of desirability, is essential for success in the market whether you are buying or selling.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Kahului	8 — 0%	\$1,185,500 ▼ -2%	97% ▲ 3%	50 ▼ -28%	13% ▼ -50%	\$642 ▼ -18%
	Wailuku	9 ▼ -31%	\$995,000 ▼ -10%	99% ▲ 2%	146 ▲ 78%	44% —	\$732 ▼ -13%
NORTH SH..	Haiku	4 ▼ -43%	\$1,497,500 ▼ -18%	92% ▼ -6%	132 ▲ 163%	0% ▼ -100%	\$815 ▼ -19%
SOUTH MAUI	Kihei	8 — 0%	\$1,097,500 ▼ -29%	92% ▼ -7%	151 ▲ 103%	0% ▼ -100%	\$865 ▼ -25%
	Maalaea	1 —	\$2,500,000 —	83% —	188 —	0% —	\$1,079 —
	Wailea/ Makena	2 ▲ 100%	\$3,322,500 ▼ -18%	92% ▲ 4%	116 ▼ -40%	0% —	\$1,058 ▼ -8%
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	6 ▲ 200%	\$1,650,000 ▲ 10%	91% ▼ -7%	171 ▲ 79%	0% ▼ -100%	\$677 ▼ -41%
	Makawao/ Olinda/ Haliimaile	9 ▼ -18%	\$1,102,000 ▼ -14%	95% ▼ -2%	84 ▲ 31%	11% ▼ -38%	\$733 ▼ -11%
	Pukalani	1 ▼ -75%	\$1,330,000 ▼ -1%	95% ▼ -5%	116 ▲ 3%	0% ▼ -100%	\$781 ▼ -7%
WEST MAUI	Kaanapali	1 — 0%	\$6,675,000 ▲ 85%	95% ▲ 1%	192 ▲ 88%	0% —	\$1,442 ▲ 65%
	Kapalua	2 ▲ 100%	\$5,612,500 ▼ -67%	97% ▼ -1%	86 ▼ -68%	0% —	\$1,849 ▼ -15%
	Lahaina	2 ▲ 100%	\$650,000 ▼ -80%	100% ▲ 6%	210 ▲ 43%	0% —	\$734 ▼ -32%
	Napili/ Kahana/ Honokowai	5 ▲ 25%	\$2,150,000 ▲ 38%	92% ▼ -6%	114 ▼ -22%	0% —	\$2,053 ▲ 141%
MOLOKAI	Molokai	2 ▲ 100%	\$392,000 ▼ -82%	103% ▲ 7%	201 ▼ -19%	50% —	\$430 ▼ -51%
GRAND TOTAL		60 ▼ -3%	\$1,277,000 ▼ -4%	95% ▼ -2%	125 ▲ 53%	12% ▼ -44%	\$987 ▼ -2%

CONDOMINIUM TRANSACTIONS

AUGUST 2025 VS. PERCENT CHANGE OVER LAST YEAR

Maui's condo market continues to face challenges, with median sales prices now at their lowest level since August 2021. At that time, prices were rising, but today they continue to decline, driven by fewer sales, longer days on market, and higher carrying costs. The ultimate unknown remains the resolution of the ongoing Minatoya list, which continues to create uncertainty for buyers and sellers by affecting eligibility, financing, and overall confidence in the condo market. If mortgage interest rates continue to decrease, the market may begin to stabilize.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Kahului	3 — 0%	\$199,000 ▼ -10%	99% ▲ 2%	136 ▲ 55%	0% —	\$335 ▲ 17%
	Wailuku	8 ▲ 167%	\$527,875 ▼ -28%	98% ▼ -4%	119 ▲ 67%	13% ▼ -81%	\$683 ▼ -2%
SOUTH MAUI	Kihei	17 ▼ -15%	\$710,000 ▼ -2%	95% ▼ 0%	126 ▲ 56%	6% —	\$1,028 ▲ 3%
	Maalaea	1 —	\$650,000 —	93% —	134 —	0% —	\$1,190 —
	Wailea/ Makena	5 ▼ -77%	4,800,000 ▲ 85%	96% ▼ -3%	222 ▼ -74%	0% ▼ -100%	\$2,220 ▲ 11%
WEST MAUI	Kaanapali	6 ▼ -14%	1,075,000 ▲ 10%	92% ▼ -5%	395 ▲ 448%	17% ▲ 17%	\$1,320 ▼ -27%
	Kapalua	1 —	1,300,000 —	84% —	282 —	0% —	\$1,155 —
	Lahaina	2 —	\$737,500 —	94% —	64 —	0% —	\$861 —
	Napili/ Kahana/ Honokowai	11 ▲ 38%	\$565,000 ▼ -47%	91% ▼ 0%	137 ▲ 14%	0% —	\$869 ▼ -35%
MOLOKAI	Molokai	3 ▲ 50%	\$110,000 ▼ -62%	91% ▼ -6%	69 ▼ -66%	0% —	\$211 ▼ -43%
GRAND TOTAL		57 ▼ -12%	\$650,000 ▼ -35%	94% ▼ -3%	129 ▲ 17%	5% ▼ -69%	\$1,199 ▼ -24%

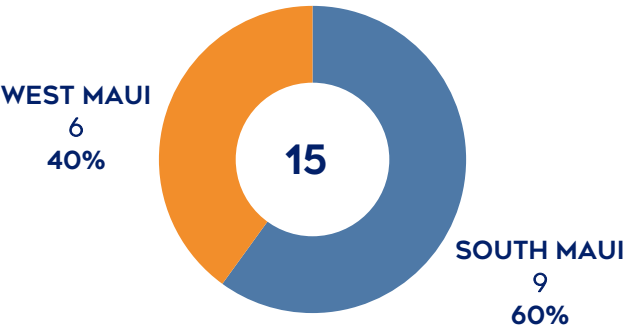
LUXURY TRANSACTIONS FOR AUGUST 2025

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

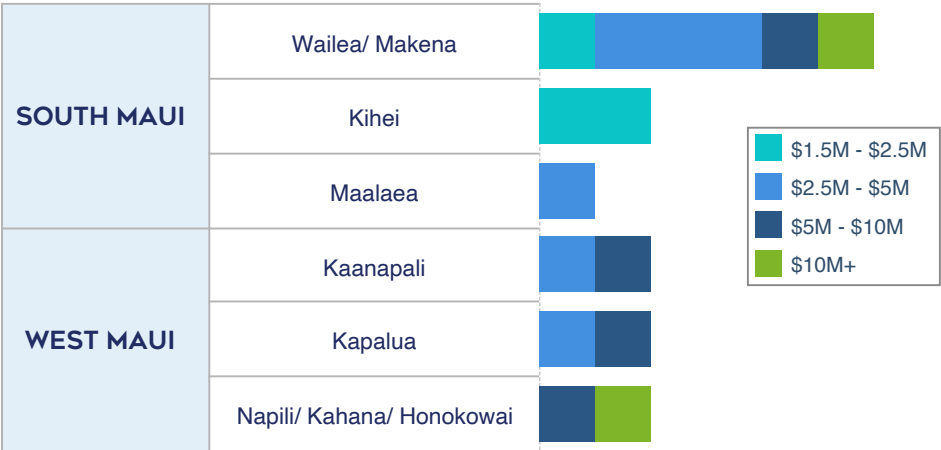
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
SOUTH MAUI	Maalaea	1	\$2,500,000	\$2,500,000	\$2,500,000	83%	188	0%	\$1,079
	Wailea/ Makena	2	\$6,645,000	\$3,322,500	\$3,322,500	92%	116	0%	\$1,058
WEST MAUI	Kaanapali	1	\$6,675,000	\$6,675,000	\$6,675,000	95%	192	0%	\$1,442
	Kapalua	2	\$11,225,000	\$5,612,500	\$5,612,500	97%	86	0%	\$1,849
	Napili/ Kahana/ Honokowai	2	\$19,950,000	\$9,975,000	\$9,975,000	87%	169	0%	\$2,689
GRAND TOTAL		8	\$46,995,000	\$5,874,375	\$5,200,000	91%	135	0%	\$1,759

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	2	\$3,550,000	\$1,775,000	\$1,775,000	95%	63	0%	\$1,991
	Wailea/ Makena	4	\$26,185,000	\$6,546,250	\$5,492,500	97%	246	0%	\$2,351
WEST MAUI	Kaanapali	1	\$2,600,000	\$2,600,000	\$2,600,000	95%	662	0%	\$2,364
GRAND TOTAL		7	\$32,335,000	\$4,619,286	\$2,600,000	96%	222	0%	\$2,306

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 09/01/25 and is subject to change.