



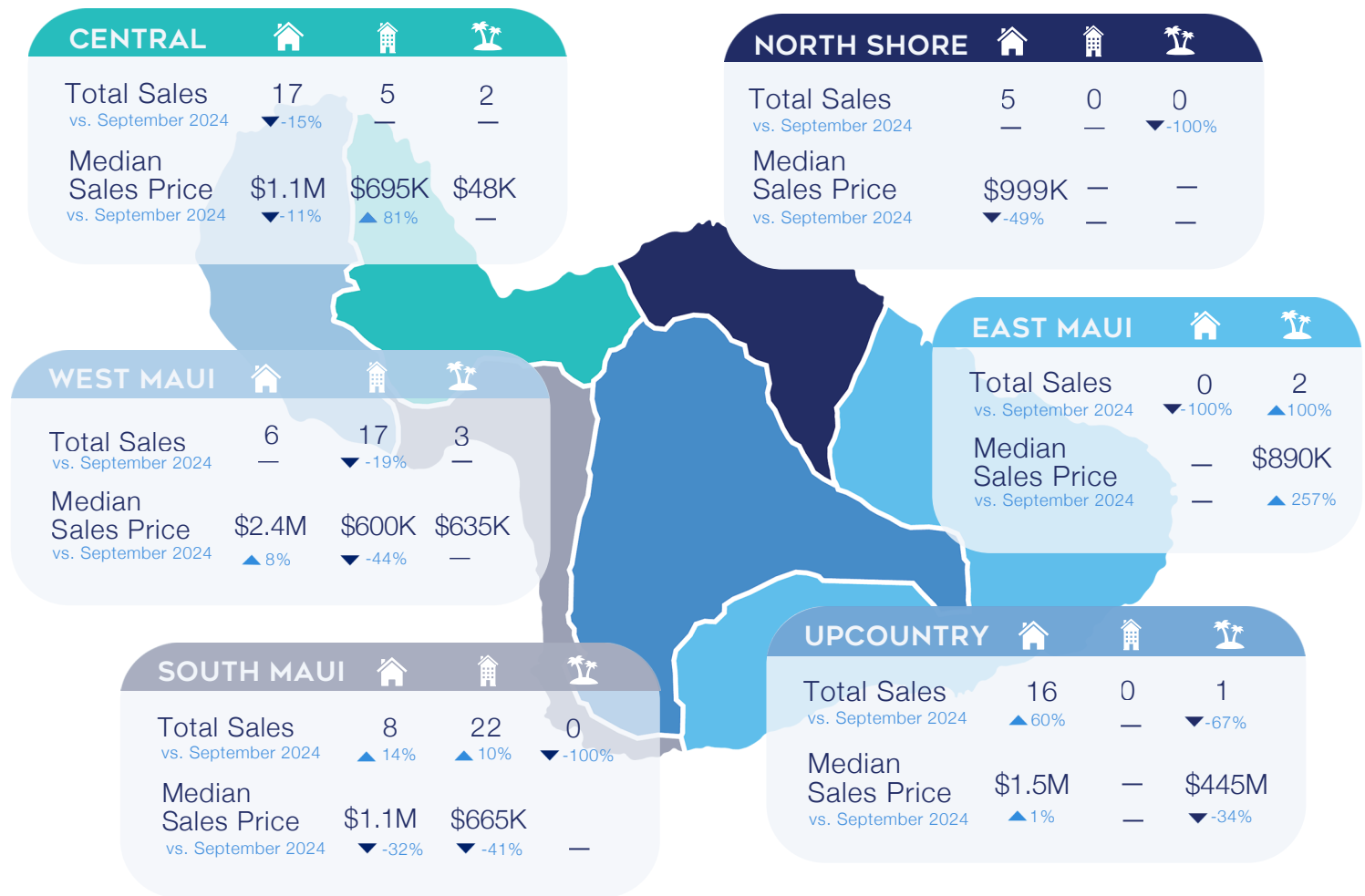
MAUI MARKET REPORT

SEPTEMBER 2025

Maui's real estate market in September reflected seasonal cooling, with a slight month-over-month decline in single-family home sales. Condo sales and pricing remain under pressure, and despite slower activity overall, competitively priced homes continue to attract buyers, and sellers are achieving solid results when aligned with market conditions. Looking ahead, the Fed's recent rate cuts may provide continued relief for buyers and encourage more activity before year's end.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	56	\$1,292,500	96%	13%	121	83
CONDOMINIUMS	45	\$650,000	100%	11%	98	136
LAND	9	\$490,000	90%	0%	204	22

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

SEPTEMBER 2025 VS. PERCENT CHANGE OVER LAST YEAR



Single-family home sales followed a seasonally slower pace but were up 8% compared to last year. The median price of \$1,292,500 remains within recent ranges, just 1% higher than August, while also marking an 11% decrease from last September's all-time record high of \$1,449,500. This context provides buyers with more opportunities than were available during last year's peak and notably, Kahului saw a 250% year-over-year increase in total sales and Kula rose 125%.

		TOTAL SALES		MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		MEDIAN DOM		SOLD ABOVE LIST PRICE		LIVING \$/SQ FT	
CENTRAL	Kahului	7	▲250%	\$1,100,000	▼ -3%	98%	▲ 2%	114	▲ 1%	43%	—	\$699	▼ -5%
	Wailuku	10	▼ -44%	\$1,165,000	▼ -12%	98%	▲ 2%	156	▲ 73%	10%	▼ -64%	\$717	▲ 16%
NORTH SHORE	Haiku	5	▲ 25%	\$999,999	▼ -37%	94%	▼ -3%	126	▲ 67%	20%	▼ -20%	\$1,154	▲ 35%
SOUTH MAUI	Kihei	6	— 0%	\$995,000	▼ -41%	97%	▲ 3%	113	▲ 15%	17%	—	\$543	▼ -39%
	Maui Meadows	1	—	\$1,295,000	—	93%	—	140	—	0%	—	\$1,408	—
	Wailea/ Makena	1	— 0%	\$6,485,000	▼ -64%	82%	▼ 18%	239	▼ -19%	0%	—	\$1,413	▼ -50%
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	9	▲125%	\$1,600,000	▼ -24%	97%	▲ 6%	67	▼ -43%	11%	—	\$926	▼ -11%
	Makawao/ Olinda/ Haliimaile	6	▲ 20%	\$1,422,500	▲ 14%	100%	▲ 4%	672	▲ 479%	0%	—	\$851	▲ 15%
	Pukalani	1	— 0%	\$1,450,000	▲ 0%	100%	▲ 3%	42	▼ -32%	0%	—	\$745	▼ -14%
WEST MAUI	Kaanapali	1	▼ -50%	\$1,900,000	▼ -32%	90%	▼ -6%	88	▼ -66%	0%	▼ -100%	\$891	▲ 15%
	Kapalua	1	— 0%	\$18,000,000	▲ 13%	67%	▼ 26%	123	▼ -42%	0%	—	\$1,626	▼ -26%
	Lahaina	2	—	\$2,433,500	—	89%	—	103	—	0%	—	\$2,314	—
	Napili/ Kahana/ Honokow..	2	▼ -33%	\$2,487,500	▲ 30%	81%	▼ 14%	192	▲ 255%	0%	—	\$925	▲ 2%
MOLOKAI	Molokai	3	▲ 50%	\$415,000	▼ -40%	96%	▲ 2%	154	▼ -20%	0%	—	\$786	▲ 44%
LANAI	Lanai	1	— 0%	\$550,000	▼ -35%	100%	▲ 3%	77	▼ -37%	0%	—	\$689	▲ 6%
GRAND TOTAL		56	▲ 12%	\$1,292,500	▼ -11%	96%	▲ 0%	121	▲ 25%	13%	▼ -10%	\$948	▼ -4%

CONDOMINIUM TRANSACTIONS

SEPTEMBER 2025 VS. PERCENT CHANGE OVER LAST YEAR

Maui's condo market continues to show signs of strain. The median sales price held at \$650,000, unchanged from August and maintaining the lowest level since August 2021. Sales activity slowed further, with total condo sales dropping from 57 in August to just 45 in September, a new record low, while new listings increased by 33% year over year. Combined with longer days on market and the remaining uncertainty surrounding the future of Minatoya properties, buyer hesitation remains a defining factor in the current condo environment.

			TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT						
CENTRAL	Wailuku	5	▲ 67%	\$695,000	▼ -3%	99%	▼ -1%	58	▼ -9%	20%	▼ -40%	\$663	▲ 1%	
SOUTH MAUI	Kihei	21	▲ 62%	\$650,000	▼ -10%	94%	▼ 0%	131	▲ 21%	10%	—	\$880	▼ -12%	
	Wailea/ Makena	1	▼ -83%	1,425,000	▼ -12%	95%	▼ -1%	59	▼ -53%	0%	▼ -100%	\$718	▼ -65%	
WEST MAUI	Kaanapali	5	▼ -29%	\$850,000	▼ -21%	91%	▼ -6%	72	▼ -35%	0%	▼ -100%	\$1,376	▼ -2%	
	Kapalua	3	▼ -50%	1,140,000	▲ 2%	97%	▲ 2%	121	▼ -1%	0%	—	\$1,683	▲ 40%	
	Lahaina	5	—	\$595,000	—	148%	—	65	—	40%	—	\$864	—	
	Napili/ Kahana/ Honokowai	4	▼ -50%	\$515,500	▼ -31%	86%	▼ -8%	173	▲ 26%	0%	▼ -100%	\$643	▼ -27%	
MOLOKAI	Molokai	1	▼ -75%	\$127,575	▼ -65%	96%	▲ 1%	77	▼ -57%	0%	—	\$211	▼ -58%	
GRAND TOTAL			45	▼ -4%	\$650,000	▼ -34%	100%	▲ 5%	98	▼ -15%	11%	▲ 31%	\$971	▼ -18%

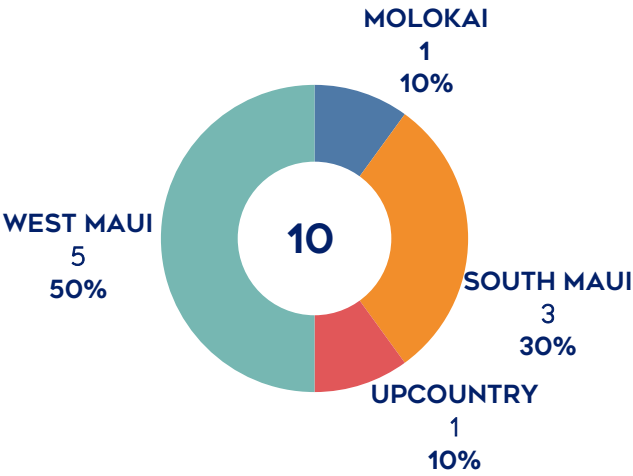
LUXURY TRANSACTIONS FOR SEPTEMBER 2025

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

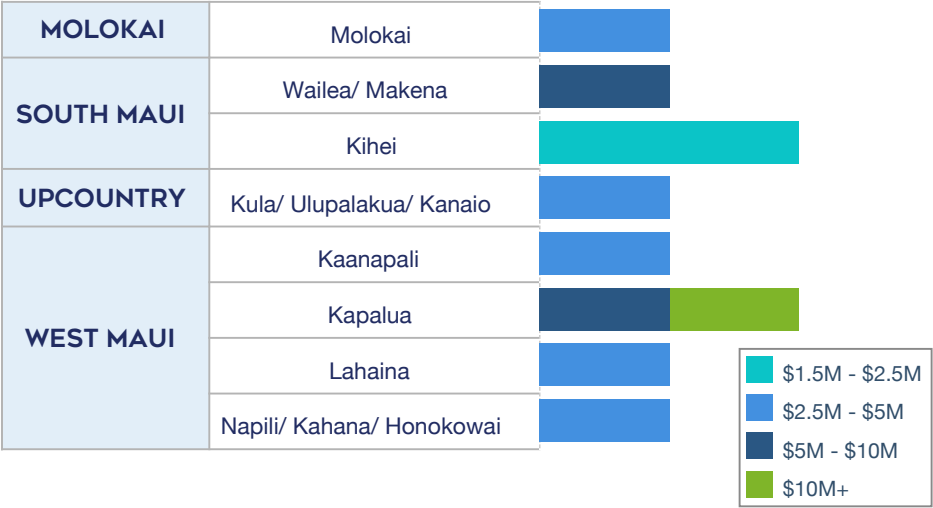
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
SOUTH MAUI	Wailea/ Makena	1	\$6,485,000	\$6,485,000	\$6,485,000	82%	239	0%	\$1,413
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	1	\$4,300,000	\$4,300,000	\$4,300,000	89%	212	0%	\$1,303
WEST MAUI	Kapalua	1	\$18,000,000	\$18,000,000	\$18,000,000	67%	123	0%	\$1,626
	Lahaina	1	\$2,967,000	\$2,967,000	\$2,967,000	91%	122	0%	\$2,994
	Napili/ Kahana/ Honokowai	1	\$3,200,000	\$3,200,000	\$3,200,000	71%	231	0%	\$1,017
MOLOKAI	Molokai	1	\$2,700,000	\$2,700,000	\$2,700,000	100%	154	0%	\$1,028
GRAND TOTAL		6	\$37,652,000	\$6,275,333	\$3,750,000	83%	183	0%	\$1,464

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	\$4,200,000	\$2,100,000	\$2,100,000	91%	96	0%	\$840
WEST MAUI	Kaanapali	1	\$3,700,000	\$3,700,000	\$3,700,000	87%	72	0%	\$2,313
	Kapalua	1	\$6,500,000	\$6,500,000	\$6,500,000	93%	121	0%	\$2,331
GRAND TOTAL		4	\$14,400,000	\$3,600,000	\$2,950,000	91%	96	0%	\$1,534

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 10/01/25 and is subject to change.