



# MAUI MARKET REPORT

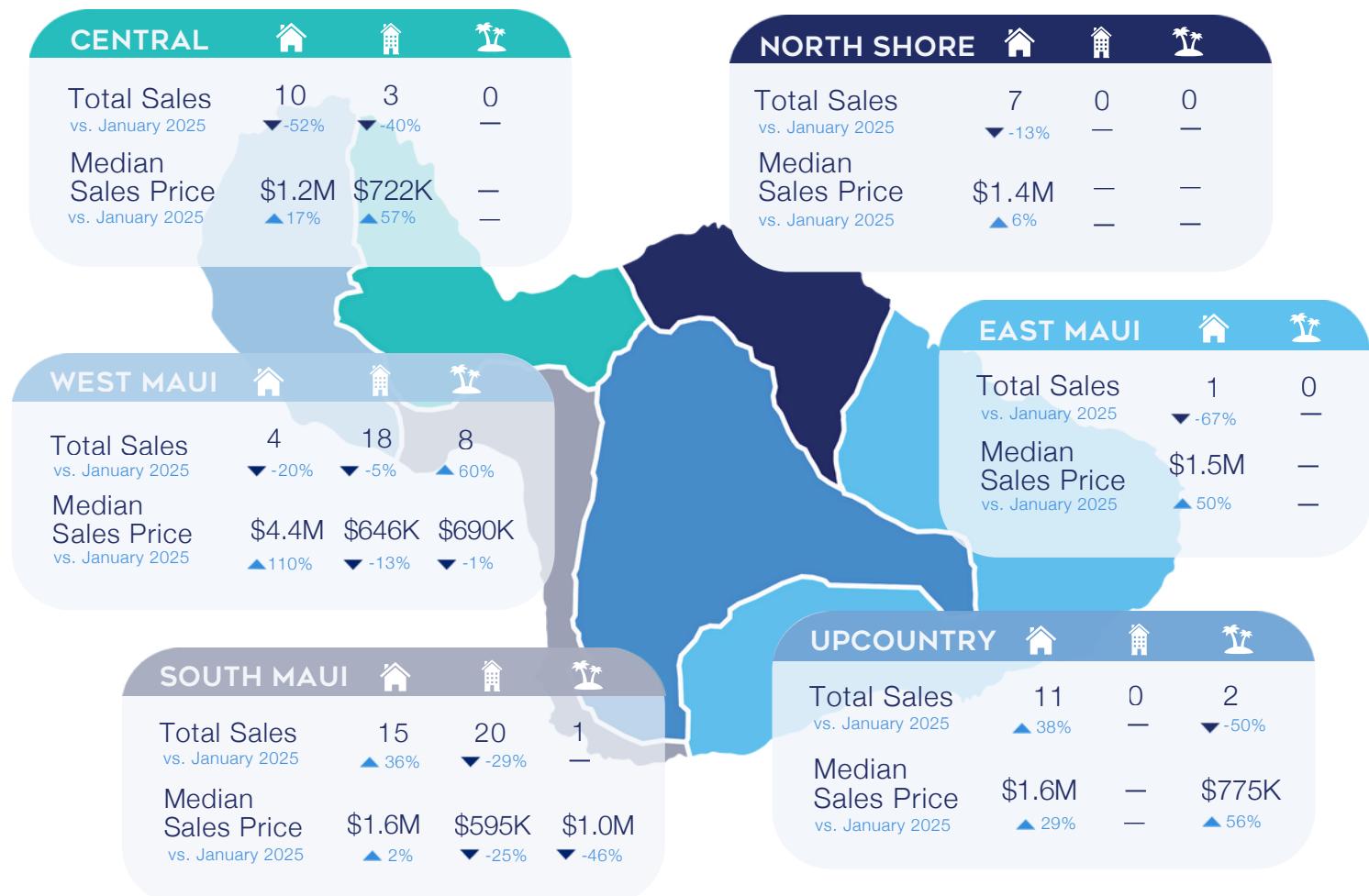
## JANUARY 2026

Maui's real estate market opened 2026 with strong luxury activity that significantly influenced island-wide metrics. High-end single-family home sales drove a 20% year-over-year increase in the island-wide median price to \$1.4 million, matching the all-time high last seen in September 2024, and also pushed overall days on market higher to 161 days (+64% YoY). Condo activity remained within recent ranges, with the median condo price at \$629,950 (-7% YoY), highlighting that January's market results were shaped more by which homes sold than by a broad shift in demand, as buyers moved more deliberately at the start 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	52	\$1,445,000	95%	8%	156	112
CONDOMINIUMS	44	\$629,950	94%	5%	141	144
LAND	12	\$700,000	100%	0%	77	24

### ISLAND-WIDE OVERVIEW



# SINGLE-FAMILY HOME TRANSACTIONS

## JANUARY 2026 VS. PERCENT CHANGE OVER LAST YEAR

Luxury activity played a meaningful role in both pricing and days on market for residential performance in January as of the 52 total single-family home sales, 11 closed above \$2.5M, compared to just 6 luxury sales in January 2025. The luxury segment, distributed evenly across the island, posted an average sales price of \$4.4M and a median days on market of 161 days, notably higher than last year's luxury median of 112 days and average price of \$3.3M. Outside the luxury tier, activity remained selective, reinforcing that January's headline shifts reflect the composition of sales rather than a broad acceleration or slowdown in buyer demand.



			TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Kahului	5	▼ -29%	\$1,484,657	▲ 43%	101%	▲ 3%	228 ▲ 165% 60% ▲ 320% \$751 ▲ 3%
	Wailuku	5	▼ -62%	\$805,000	▼ -20%	95%	▼ -3%	72 ▼ -15% 0% ▼ -100% \$775 ▲ 14%
EAST MAUI	Hana	1	▼ -67%	\$1,500,000	▲ 50%	95%	▲ 4%	506 ▲ 150% 0% — \$1,018 ▼ -27%
NORTH SHORE	Haiku	4	▼ -50%	\$1,060,000	▼ -17%	95%	▲ 2%	195 ▲ 162% 0% ▼ -100% \$832 ▼ -33%
	Spreckelsville/ Paia/Kuau	3	—	\$3,850,000	—	85%	—	161 — 0% — \$2,611 —
SOUTH MAUI	Kihei	10	▲ 11%	\$1,382,500	▼ -5%	92%	▼ -4%	157 ▲ 53% 0% ▼ -100% \$792 ▼ -33%
	Maui Meadows	1	▼ -50%	\$2,200,000	▼ -21%	96%	▼ -1%	98 ▲ 158% 0% — \$950 ▲ 11%
	Wailea/ Makena	4	—	\$2,737,500	—	96%	—	115 — 0% — \$1,001 —
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	1	▼ -50%	\$1,350,000	▲ 96%	96%	▼ -4%	83 ▼ -33% 0% — \$800 ▲ 81%
	Makawao/ Olinda/ Haliimaile	8	▲ 60%	\$1,592,500	▲ 23%	99%	▲ 3%	481 ▲ 146% 0% — \$806 ▼ 0%
	Pukalani	2	▲ 100%	\$1,627,500	▲ 81%	98%	▲ 20%	193 ▲ 164% 50% — \$842 ▲ 94%
WEST MAUI	Kaanapali	1	▼ -50%	\$5,500,000	▲ 34%	92%	▲ 3%	49 ▼ -63% 0% — \$1,430 ▲ 4%
	Lahaina	2	—	\$4,399,500	—	96%	—	241 — 0% — \$2,096 —
	Napili/ Kahana/ Honokowai	1	▼ -67%	\$1,920,000	▲ 6%	96%	▲ 1%	46 ▼ -69% 0% — \$659 ▼ -25%
MOLOKAI	Molokai	3	▲ 50%	\$330,000	▼ -36%	94%	▼ -6%	90 ▼ -23% 0% — \$347 ▼ -38%
LANAI	Lanai	1	— 0%	\$475,000	▲ 34%	90%	▲ 4%	280 ▲ 67% 0% — \$609 ▲ 48%
Grand Total		52	▼ -10%	\$1,445,000	▲ 20%	95%	▼ -1%	156 ▲ 67% 8% ▼ -36% \$967 ▲ 7%

# CONDOMINIUM TRANSACTIONS

## JANUARY 2026 VS. PERCENT CHANGE OVER LAST YEAR

The condo market remained price-stable, but showed clear signs of slower momentum to start the year, with median days on market rising to 140 days, the highest level since December 2017. This extended timeline is widely viewed as a response to ongoing uncertainty surrounding Minatoya List properties, as buyers pause to assess how recently adopted policies may affect future use and value. While interest remains for well-priced and well-positioned units, the condo segment is experiencing a reset in expectations, with clarity around regulatory outcomes likely to play a key role in shaping activity as the year progresses.

			TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Wailuku	3	▼ -40%	\$722,500	▲ 57%	100%	▲ 3%	98 ▼ -36% 33% — \$639 ▼ -4%
	Kihei	12	▼ -43%	\$504,500	▼ -25%	93%	▼ -3%	147 0% 8% ▼ -13% \$783 ▼ -20%
	Maalaea	2	— 0%	\$432,500	▼ -17%	94%	▲ 2%	164 ▲ 24% 0% — \$574 ▲ 1%
	Wailea/ Makena	6	▲ 20%	1,572,500	▼ -56%	92%	▼ -5%	150 ▲ 82% 0% — \$1,614 ▼ -20%
WEST MAUI	Kaanapali	4	▼ -43%	\$967,500	▲ 5%	91%	▼ -4%	112 ▼ -27% 0% — \$1,366 ▲ 3%
	Lahaina	3	▲ 50%	\$652,500	▲ 24%	94%	▲ 7%	86 ▲ 207% 0% — \$1,105 ▲ 2%
	Napili/ Kahana/ Honokowai	11	▲ 10%	\$620,000	▼ -5%	95%	▲ 4%	155 ▲ 73% 0% — \$770 ▼ -21%
MOLOKAI	Molokai	3	▲ 50%	\$300,000	▼ 0%	96%	▼ -2%	335 ▲ 372% 0% ▼ -100% \$552 ▲ 8%
Grand Total		44	▼ -19%	\$629,950	▼ -7%	94%	▼ -1%	141 ▲ 12% 5% ▼ -18% \$992 ▼ -14%

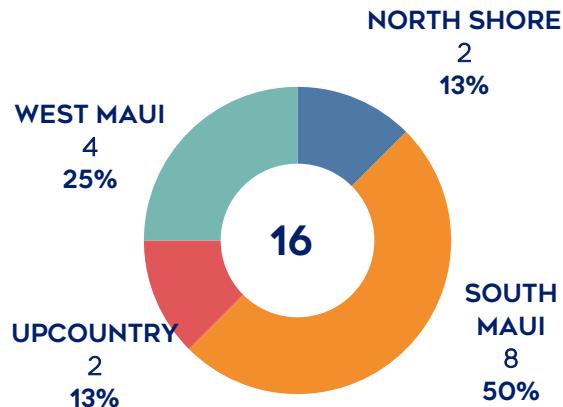
# LUXURY TRANSACTIONS FOR JANUARY 2026

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

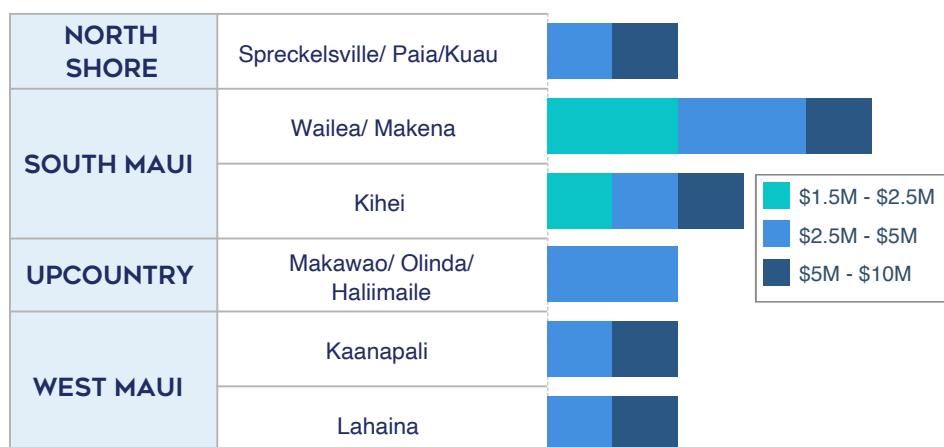
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
NORTH SHORE	Spreckelsville/ Paia/Kuau	2	\$11,800,000	\$5,900,000	\$5,900,000	81%	179	0%	\$3,366
SOUTH MAUI	Kihei	2	\$8,400,000	\$4,200,000	\$4,200,000	88%	126	0%	\$1,355
	Wailea/ Makena	2	\$6,400,000	\$3,200,000	\$3,200,000	94%	239	0%	\$1,083
UPCOUNTRY	Makawao/ Olinda/ Haliimaile	2	\$7,450,000	\$3,725,000	\$3,725,000	98%	282	0%	\$832
WEST MAUI	Kaanapali	1	\$5,500,000	\$5,500,000	\$5,500,000	92%	49	0%	\$1,430
	Lahaina	2	\$8,799,000	\$4,399,500	\$4,399,500	96%	241	0%	\$2,096
GRAND TOTAL		11	\$48,349,000	\$4,395,364	\$3,750,000	91%	161	0%	\$1,482

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	\$1,880,000	\$1,880,000	\$1,880,000	90%	294	0%	\$738
	Wailea/ Makena	3	\$10,320,000	\$3,440,000	\$2,300,000	93%	127	0%	\$2,031
WEST MAUI	Kaanapali	1	\$3,575,000	\$3,575,000	\$3,575,000	80%	41	0%	\$1,603
GRAND TOTAL		5	\$15,775,000	\$3,155,000	\$2,300,000	89%	127	0%	\$1,600

### 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 02/01/26 and is subject to change.