COLDWELL BANKER ISLAND PROPERTIES

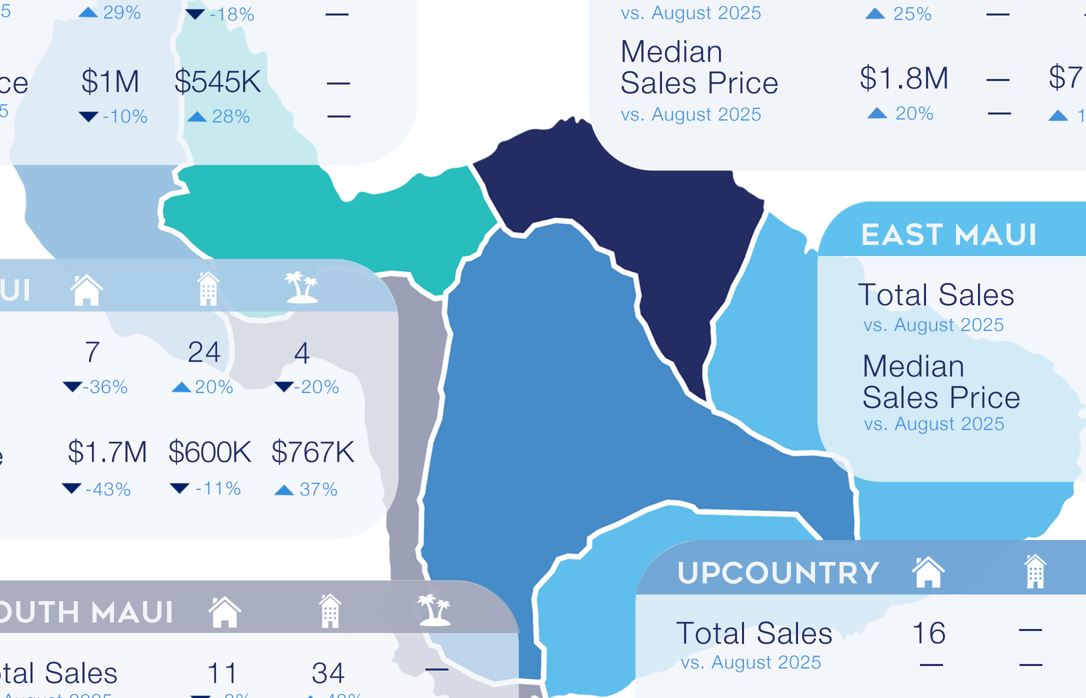
MAUI MARKET REPORT

AUGUST 2026

Maui's housing market remained relatively steady in August, with 64 single-family home sales (+3% YoY) and a median price of $1.2 million (-8% YoY), both within recent ranges. The condo market recorded 68 sales (+19% YoY), while the median price declined to $564,950 (-13% YoY)—the lowest island-wide median since February 2021. In the final week of August, 3.9% of active inventory underwent a price reduction, reinforcing the importance of strategic pricing in attracting today's buyers.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	64	$1,200,000	97%	17%	92	86
CONDOMINIUMS	68	$564,950	94%	1%	123	118
LAND	7	$720,000	94%	—	90	27

ISLAND-WIDE OVERVIEW



CENTRAL

Total Sales	22	9	—
vs. August 2025	▲ 29%	▼ -18%	—
Median Sales Price	$1M	$545K	—
vs. August 2025	▼ -10%	▲ 28%	—

NORTH SHORE

Total Sales	5	—	1
vs. August 2025	▲ 25%	—	—
Median Sales Price	$1.8M	—	$720K
vs. August 2025	▲ 20%	—	▲ 157%

EAST MAUI

Total Sales	—	1
vs. August 2025	—	—
Median Sales Price	—	$400K
vs. August 2025	—	—

WEST MAUI

Total Sales	7	24	4
vs. August 2025	▼ -36%	▲ 20%	▼ -20%
Median Sales Price	$1.7M	$600K	$767K
vs. August 2025	▼ -43%	▼ -11%	▲ 37%

SOUTH MAUI

Total Sales	11	34	—
vs. August 2025	▼ -8%	▲ 48%	▼ -100%
Median Sales Price	$1.6M	$655K	—
vs. August 2025	▲ 12%	▼ -11%	—

UPCOUNTRY

Total Sales	16	—	1
vs. August 2025	—	—	—
Median Sales Price	$1.5M	—	$669K
vs. August 2025	▲ 11%	—	—

SINGLE-FAMILY HOME TRANSACTIONS

AUGUST 2026 VS. PERCENT CHANGE OVER LAST YEAR

COLDWELL BANKER ISLAND PROPERTIES

Single-family home activity remained consistent in August, with 64 sales (just two more than last August) and a $1.2 million median price. Regionally, Central Maui led with 22 sales (+29% YoY), while Upcountry recorded 16 sales, matching last year, and its median price increased 11% to nearly $1.48 million. Notably, homes also moved more quickly island-wide, with median days on market falling 27% year over year to 92 days, reinforcing steady buyer engagement despite some variation in pricing across Maui's individual markets.

		TOTAL SALES		MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		MEDIAN DOM		SOLD ABOVE LIST PRICE		LIVING $/SQ FT	
CENTRAL	Kahului	13	▲ 63%	$1,100,000	▼ -7%	99%	▲ 2%	80	▲ 62%	38%	▲ 208%	$764	▲ 19%
	Wailuku	9	– 0%	$949,000	▼ -5%	95%	▼ -4%	111	▼ -24%	11%	▼ -75%	$555	▼ -24%
NORTH SHORE	Haiku	4	– 0%	$1,700,000	▲ 14%	99%	▲ 7%	82	▼ -38%	25%	–	$908	▲ 11%
	Spreckelsville/ Paia/Kuau	1	–	$2,950,000	–	100%	–	94	–	0%	–	$4,239	–
SOUTH MAUI	Kihei	9	– 0%	$1,400,000	▲ 26%	94%	▲ 2%	165	▲ 9%	11%	–	$810	▲ 3%
	Wailea/ Makena	2	– 0%	$5,600,000	▲ 69%	92%	▲ 0%	278	▲ 140%	0%	–	$1,221	▲ 15%
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	7	▲ 17%	$1,600,000	▼ -3%	96%	▲ 6%	43	▼ -75%	0%	–	$950	▲ 40%
	Makawao/ Olinda/ Haliimaile	5	▼ -44%	$1,695,000	▲ 54%	102%	▲ 7%	1,045	▲ 1144%	20%	▲ 80%	$946	▲ 29%
	Pukalani	4	▲ 300%	$965,000	▼ -27%	98%	▲ 3%	54	▼ -54%	50%	–	$849	▲ 9%
WEST MAUI	Kaanapali	1	▼ -50%	$2,400,000	▼ -50%	83%	▼ -15%	353	▲ 133%	0%	–	$960	▼ -24%
	Lahaina	1	▼ -50%	$1,000,000	▲ 54%	98%	▼ -2%	32	▼ -85%	0%	–	$947	▲ 29%
	Napili/ Kahana/ Honokowai	5	– 0%	$1,700,000	▼ -21%	97%	▲ 5%	131	▲ 15%	0%	–	$678	▼ -67%
MOLOKAI	Molokai	3	▲ 50%	$550,000	▲ 40%	97%	▼ -5%	51	▼ -75%	0%	▼ -100%	$546	▲ 27%
Grand Total		64	▲ 8%	$1,200,000	▼ -6%	97%	▲ 2%	92	▼ -29%	17%	▲ 45%	$841	▼ -9%

CONDOMINIUM TRANSACTIONS

AUGUST 2026 VS. PERCENT CHANGE OVER LAST YEAR

The condo market continued to show solid transaction activity, with 68 sales (+19% YoY) as the median price declined to its lowest level in more than five years. South Maui was the clearest driver, with 34 sales (+48% YoY), including 27 in Kīhei (+59% YoY), where the median price declined 28% to $513,500. West Maui also recorded 24 sales (+20% YoY) despite its median price declining 11% to $600,000. The combination of higher sales and lower median pricing in Maui's two largest condo markets supports the broader trend we've been watching: buyers remain active, and are increasingly responding to properties and price points that align with current market

		TOTAL SALES		MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		MEDIAN DOM		SOLD ABOVE LIST PRICE		LIVING $/SQ FT	
CENTRAL	Wailuku	9	▲ 13%	$545,000	▲ 3%	97%	▼ -1%	119	▲ 0%	0%	▼ -100%	$635	▼ -7%
SOUTH MAUI	Kihei	27	▲ 59%	$513,500	▼ -28%	94%	▼ -1%	117	▼ -7%	4%	▼ -37%	$740	▼ -28%
	Maalaea	1	– 0%	$920,000	▲ 42%	92%	▼ -1%	170	▲ 27%	0%	–	$1,048	▼ -12%
	Wailea/ Makena	6	▲ 20%	$1,422,500	▼ -70%	95%	▼ -1%	76	▼ -66%	0%	–	$1,264	▼ -43%
WEST MAUI	Kaanapali	5	▼ -17%	$700,000	▼ -35%	93%	▲ 1%	272	▼ -31%	0%	▼ -100%	$727	▼ -45%
	Kapalua	3	▲ 200%	$1,200,000	▼ -8%	92%	▲ 10%	100	▼ -65%	0%	–	$2,381	▲ 106%
	Lahaina	1	▼ -50%	$700,000	▼ -5%	92%	▼ -2%	217	▲ 239%	0%	–	$510	▼ -41%
	Napili/ Kahana/ Honokowai	15	▲ 36%	$500,000	▼ -12%	94%	▲ 3%	169	▲ 23%	0%	–	$732	▼ -16%
MOLOKAI	Molokai	1	▼ -67%	$160,000	▲ 45%	85%	▼ -7%	108	▲ 57%	0%	–	$285	▲ 35%
Grand Total		68	▲ 26%	$564,950	▼ -17%	94%	▲ 1%	123	▼ -4%	1%	▼ -74%	$936	▼ -24%

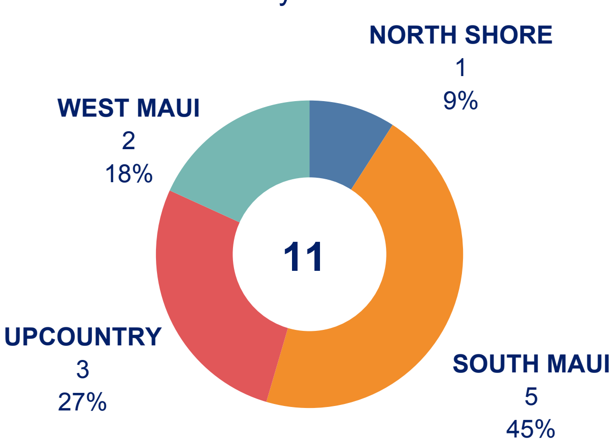
LUXURY TRANSACTIONS FOR AUGUST 2026

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

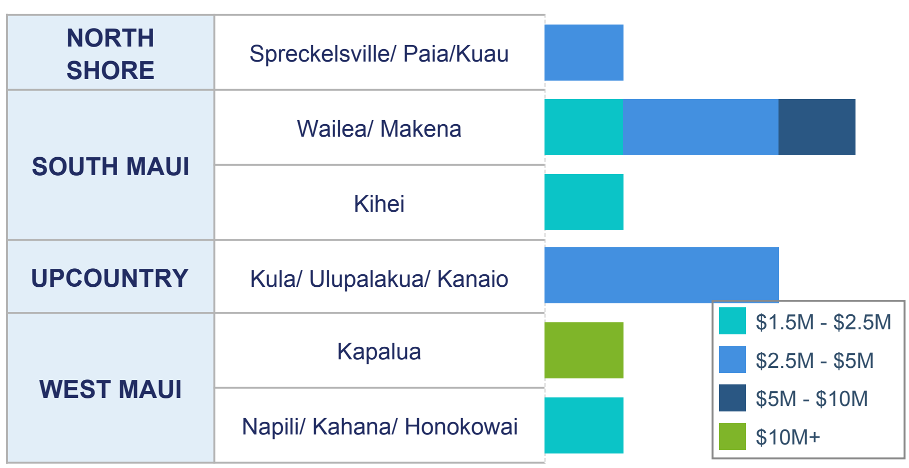
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING $/SQ FT
NORTH SHORE	Spreckelsville/ Paia/Kuau	1	$2,950,000	$2,950,000	$2,950,000	100%	94	0%	$4,239
SOUTH MAUI	Wailea/ Makena	2	$11,200,000	$5,600,000	$5,600,000	92%	278	0%	$1,221
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	3	$8,145,000	$2,715,000	$2,645,000	95%	49	0%	$934
Grand Total		6	$22,295,000	$3,715,833	$2,925,000	95%	79	0%	$1,200

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	$1,675,000	$1,675,000	$1,675,000	93%	497	0%	$657
	Wailea/ Makena	2	$4,825,000	$2,412,500	$2,412,500	92%	151	0%	$1,579
WEST MAUI	Kapalua	1	$12,500,000	$12,500,000	$12,500,000	100%	25	0%	$3,083
	Napili/ Kahana/ Honokowai	1	$2,200,000	$2,200,000	$2,200,000	96%	473	0%	$1,055
Grand Total		5	$21,200,000	$4,240,000	$2,200,000	95%	253	0%	$1,805

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 09/01/26 and is subject to change.*