



MAUI MARKET REPORT

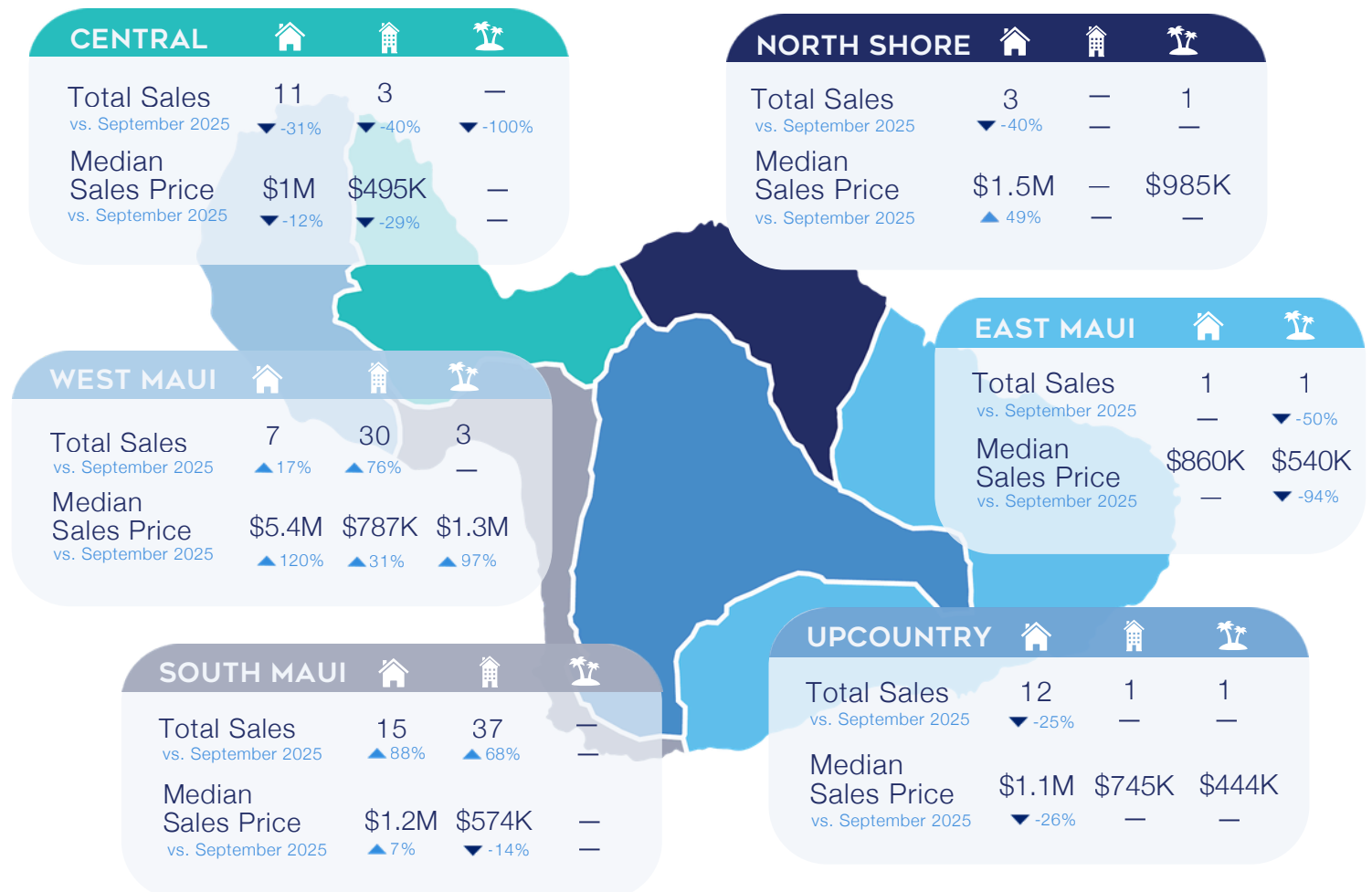
SEPTEMBER 2026

Maui's September real estate market reflected increasingly different conditions between single-family homes and condominiums. Single-family home sales totaled 53 (-5% YoY), while the median price declined 11% to \$1.15 million, the lowest since November 2023. Condo activity remained strong with 72 sales (+57% YoY) and a \$660,000 median (+2% YoY), both within recent ranges. The notable shift was pace: condo median days on market climbed to a record 167 days (+70% YoY), surpassing the previous highs reached earlier this year and pointing to a market where buyers remain engaged but are taking considerably longer to make purchasing decisions.

COUNTY-WIDE OVERVIEW

	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
RESIDENTIAL	52	\$1,150,000	95%	10%	97	82
CONDOMINIUMS	72	\$660,000	95%	6%	167	104
LAND	8	\$579,500	92%	—	117	32

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

SEPTEMBER 2026 VS. PERCENT CHANGE OVER LAST YEAR



Single-family activity remained close to last year with 53 sales, just three fewer than September 2025, while the median price settled at \$1.15 million (-11% YoY). The regional mix helps explain the lower island-wide median: South Maui recorded 15 sales (+88% YoY) at a \$1.23 million median, while Central Maui had 12 sales at a \$1.02 million median and Upcountry recorded 12 at \$1.08 million. At the same time, higher-priced West Maui accounted for only seven sales. Despite softer island-wide pricing, homes moved faster, with median days on market declining 17% YoY to 101 days, suggesting continued buyer engagement at appropriately positioned price points.

TOTAL SALES			MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		MEDIAN DOM		SOLD ABOVE LIST PRICE		LIVING \$/SQ FT		
CENTRAL	Kahului	5	▼ -29%	\$1,150,000	▲ 5%	98%	▼ -1%	182	▲ 60%	20%	▼ -53%	\$658	▼ -6%
	Wailuku	6	▼ -33%	\$1,005,000	▼ -16%	99%	▲ 1%	85	▼ -31%	50%	▲ 350%	\$645	▼ -8%
EAST MAUI	Hana	1	-	\$860,000	-	78%	-	110	-	0%	-	\$1,194	-
NORTH SHORE	Haiku	2	▼ -60%	\$1,210,000	▲ 21%	100%	▲ 6%	147	▲ 17%	50%	▲ 150%	\$1,061	▼ -8%
	Spreckelsville/ Paia/ Kuau	1	-	\$1,490,000	-	81%	-	124	-	0%	-	\$1,478	-
SOUTH MAUI	Kihei	12	▲ 100%	\$1,190,000	▲ 20%	95%	▼ -1%	86	▼ -24%	0%	▼ -100%	\$898	▲ 65%
	Maui Meadows	2	▲ 100%	\$2,675,000	▲ 107%	92%	- 0%	127	▼ -10%	0%	-	\$1,355	▼ -4%
	Wailea/ Makena	1	- 0%	\$5,300,000	▼ -18%	90%	▲ 10%	119	▼ -50%	0%	-	\$1,733	▲ 23%
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	6	▼ -33%	\$1,467,500	▼ -8%	93%	▼ -5%	116	▲ 73%	0%	▼ -100%	\$790	▼ -15%
	Makawao/ Olinda/ Haliimaile	5	▼ -17%	\$1,085,000	▼ -24%	97%	▼ -3%	67	▼ -90%	0%	-	\$957	▲ 12%
	Pukalani	1	- 0%	\$710,000	▼ -51%	95%	▼ -5%	67	▲ 60%	0%	-	\$582	▼ -22%
WEST MAUI	Kaanapali	2	▲ 100%	\$3,125,000	▲ 64%	93%	▲ 3%	109	▲ 24%	0%	-	\$802	▼ -10%
	Kapalua	2	▲ 100%	\$5,444,500	▼ -70%	95%	▲ 42%	187	▲ 52%	0%	-	\$1,715	▲ 5%
	Lahaina	3	▲ 50%	\$5,999,500	▲ 147%	90%	▲ 2%	119	▲ 16%	0%	-	\$1,460	▼ -37%
MOLOKAI	Molokai	2	▼ -50%	\$907,500	▲ 133%	92%	▼ -2%	61	▼ -68%	0%	-	\$557	▼ -18%
LANAI	Lanai	1	- 0%	\$695,000	▲ 26%	97%	▼ -3%	176	▲ 129%	0%	-	\$535	▼ -22%
Grand Total		52	▼ -4%	\$1,150,000	▼ -10%	95%	▼ -1%	97	▼ -17%	10%	▼ -26%	\$979	▲ 4%

CONDOMINIUM TRANSACTIONS

SEPTEMBER 2026 VS. PERCENT CHANGE OVER LAST YEAR

Condo sales continued their recent strength with 72 transactions (+57% YoY), led by Maui’s two largest resort markets. South Maui recorded 37 sales (+68% YoY), while West Maui posted 30 (+76%), together accounting for more than 90% of the island’s condo transactions. However, buyers are taking substantially longer to act: median days on market reached a record 167 days, with West Maui climbing to 184 days (+148% YoY) and South Maui to 144 days (+15%) as West Maui’s condo median increased 31% to \$787,500, while South Maui’s declined 14% to \$574,000, reinforcing how differently Maui’s individual condo markets are performing.

		TOTAL SALES		MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		MEDIAN DOM		SOLD ABOVE LIST PRICE		LIVING \$/SQ FT	
CENTRAL	Kahului	1	-	\$495,000	-	99%	-	235	-	0%	-	\$550	-
	Wailuku	2	▼ -60%	\$455,000	▼ -35%	95%	▼ -4%	303	▲ 422%	0%	▼ -100%	\$573	▼ -14%
SOUTH MAUI	Kihei	24	▲ 14%	\$539,500	▼ -17%	97%	▲ 3%	143	▲ 9%	8%	▼ -13%	\$704	▼ -20%
	Maalaea	3	-	\$249,500	-	96%	-	185	-	0%	-	\$563	-
	Wailea/ Makena	10	▲ 900%	\$2,222,500	▲ 56%	94%	▼ -1%	142	▲ 141%	0%	-	\$1,639	N/A*
WEST MAUI	Kaanapali	11	▲ 120%	\$800,000	▼ -6%	93%	▲ 2%	290	▲ 303%	0%	-	\$1,300	▼ -6%
	Kapalua	3	- 0%	\$1,489,000	▲ 31%	88%	▼ -10%	108	▼ -11%	0%	-	\$948	▼ -44%
	Lahaina	3	▼ -40%	\$822,500	▲ 38%	95%	▼ -36%	77	▲ 18%	0%	▼ -100%	\$842	▼ -3%
	Napili/ Kahana/ Honokowai	13	▲ 225%	\$565,000	▲ 10%	93%	▲ 8%	101	▼ -41%	15%	-	\$777	▲ 21%
MOLOKAI	Molokai	1	▼ -50%	\$150,000	▲ 35%	88%	▲ 4%	66	▼ -51%	0%	-	\$248	▲ 30%
UPCOUNTRY	Pukalani	1	-	\$745,000	-	99%	-	177	-	0%	-	\$529	-
Grand Total		72	▲ 57%	\$660,000	▲ 2%	95%	▼ -5%	167	▲ 70%	6%	▼ -49%	\$1,009	▲ 5%

LUXURY TRANSACTIONS FOR SEPTEMBER 2026

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

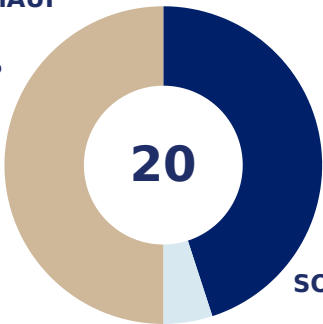
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
SOUTH MAUI	Kihei	1	\$6,650,000	\$6,650,000	\$6,650,000	92%	133	0%	\$1,773
	Maui Meadows	1	\$4,150,000	\$4,150,000	\$4,150,000	92%	102	0%	\$1,279
	Wailea/ Makena	1	\$5,300,000	\$5,300,000	\$5,300,000	90%	119	0%	\$1,733
UPCOUNTRY	Makawao/ Olinda/ Haliimaile	1	\$2,500,000	\$2,500,000	\$2,500,000	91%	75	0%	\$1,532
WEST MAUI	Kaanapali	2	\$6,250,000	\$3,125,000	\$3,125,000	93%	109	0%	\$802
	Kapalua	2	\$10,889,000	\$5,444,500	\$5,444,500	95%	187	0%	\$1,715
	Lahaina	2	\$12,399,500	\$6,199,750	\$6,199,750	98%	417	0%	\$1,735
Grand Total		10	\$48,138,500	\$4,813,850	\$5,325,000	94%	126	0%	\$1,460

CONDO 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	6	\$20,284,000	\$3,380,667	\$3,550,000	95%	192	0%	\$1,819
WEST MAUI	Kaanapali	1	\$4,850,000	\$4,850,000	\$4,850,000	93%	197	0%	\$2,952
	Kapalua	1	\$1,825,000	\$1,825,000	\$1,825,000	89%	92	0%	\$863
	Napili/ Kahana/ Honokowai	2	\$3,140,000	\$1,570,000	\$1,570,000	97%	409	0%	\$1,126
Grand Total		10	\$30,099,000	\$3,009,900	\$2,700,000	94%	188	0%	\$1,701

TOTAL LUXURY SALES
by District

WEST MAUI

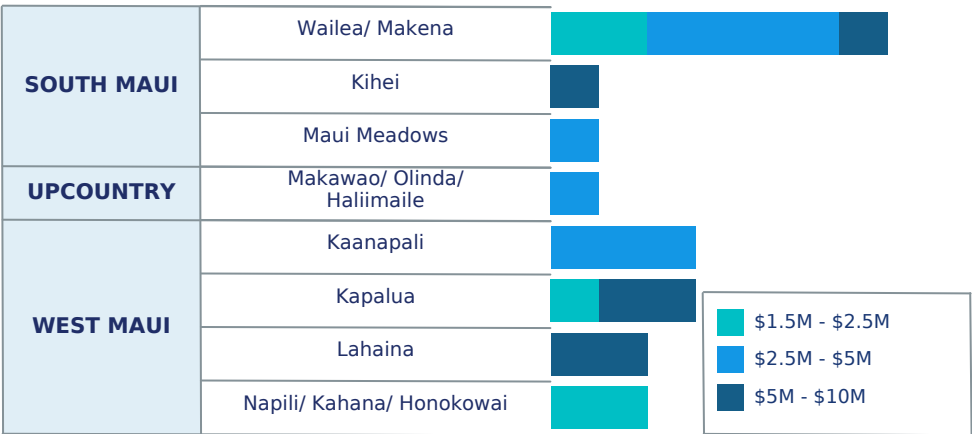
10
50%



UPCOUNTRY
1
5%

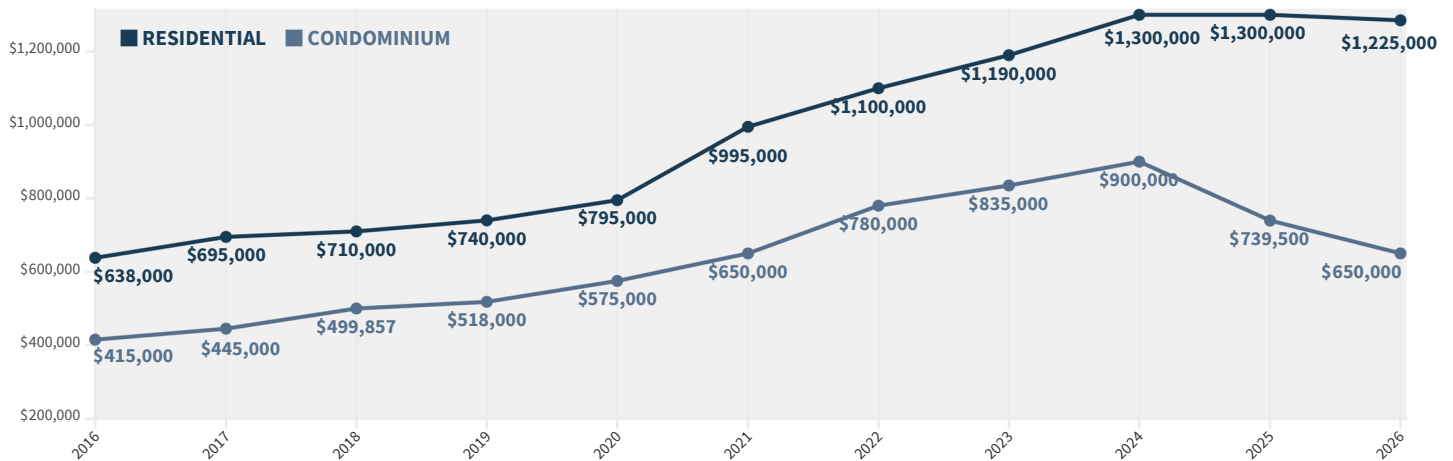
SOUTH MAUI
9
45%

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 10/01/26 and is subject to change.

MAUI 10-YEAR HISTORICAL MEDIAN SALES PRICE



MAUI COUNTY OVERVIEW YEAR-TO-DATE (vs. YoY)

		2026	2025	% YoY
 RESIDENTIAL	Total Sales	528	527	2%
	Median Sold Price	\$1.23M	\$1.30M	-6%
	Median DOM	105	102	3%
	New Listings	867	898	-3%
 CONDOMINIUM	Total Sales	611	512	20%
	Median Sold Price	\$650,000	\$700,000	-7%
	Median DOM	126	110	15%
	New Listings	1,206	1,322	-9%
 LAND	Total Sales	88	107	-17%
	Median Sold Price	\$630K	\$650K	-3%
	Median DOM	146	109	34%
	New Listings	226	218	4%

MAUI REGION YEAR-TO-DATE (vs. YoY)



2026

2025

% YoY

2026

2025

% YoY

2026

2025

% YoY

 SOUTH MAUI	Total Sales	122	97	27%	298	256	17%	7	14	-50%
	Median Sold Price	\$1.40M	\$1.52M	-8%	\$673K	\$765K	-12%	\$1.03M	\$1.84M	-44%
	Median DOM	123	123	—	118	119	—	178	65	174%
	New Listings	198	219	-10%	543	613	-11%	32	25	28%
 WEST MAUI	Total Sales	50	56	-10%	221	173	29%	32	44	-27%
	Median Sold Price	\$2.10M	\$3.08M	-32%	\$699K	\$759K	-8%	\$668K	\$643K	4%
	Median DOM	127	132	-3%	143	107	34%	76	68	11%
	New Listings	107	113	-5%	482	503	-4%	62	74	-16%
 CENTRAL MAUI	Total Sales	158	162	2%	62	60	4%	6	10	-40%
	Median Sold Price	\$1.06M	\$1.15M	-8%	\$533K	\$543K	-2%	\$470K	\$547K	-14%
	Median DOM	93	91	3%	104	102	2%	581	216	169%
	New Listings	234	241	-3%	126	147	-14%	34	31	10%
 NORTH SHORE MAUI	Total Sales	48	58	-17%	—	2	-100%	12	10	21%
	Median Sold Price	\$1.33M	\$1.45M	-9%	—	\$6.09M	-100%	\$1.32M	\$907K	45%
	Median DOM	125	95	32%	—	48	-100%	248	182	36%
	New Listings	102	111	-8%	2	3	-33%	22	25	-12%
 UPCOUNTRY	Total Sales	118	118	1%	2	1	102%	11	16	-31%
	Median Sold Price	\$1.43M	\$1.37M	5%	\$820K	\$782K	5%	\$850K	\$511K	66%
	Median DOM	84	89	-5%	145	81	80%	189	144	30%
	New Listings	163	152	7%	4	4	—	41	30	37%
 EAST MAUI	Total Sales	7	9	-21%	—	1	-100%	4	4	1%
	Median Sold Price	\$1.50M	\$998K	50%	—	\$1.88M	-100%	\$210K	\$890K	-76%
	Median DOM	89	214	-58%	—	77	-100%	82	195	-58%
	New Listings	18	19	-5%	—	1	-100%	10	11	-9%
 LANAI	Total Sales	6	5	21%	4	1	302%	1	—	—
	Median Sold Price	\$673K	\$550K	22%	\$3.68M	\$188K	1855%	\$255K	—	—
	Median DOM	113	151	-25%	251	143	76%	37	—	—
	New Listings	14	13	8%	2	6	-67%	3	1	200%
 MOLOKAI	Total Sales	19	22	-13%	24	18	34%	15	9	68%
	Median Sold Price	\$518K	\$515K	1%	\$19K	\$210K	-7%	\$150K	\$134K	12%
	Median DOM	66	161	-59%	130	95	37%	177	167	6%
	New Listings	31	30	3%	47	45	4%	22	21	5%



COLDWELL BANKER

ISLAND
PROPERTIES