

# Monthly Indicators



## April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings decreased 6.3 percent for Single Family homes and 32.0 percent for Condominium homes. Pending Sales decreased 0.9 percent for Single Family homes but increased 6.0 percent for Condominium homes. Inventory decreased 19.1 percent for Single Family homes and 26.6 percent for Condominium homes.

Median Sales Price increased 7.7 percent to \$725,000 for Single Family homes and 3.8 percent to \$508,513 for Condominium homes. Days on Market increased 16.5 percent for Single Family homes but decreased 1.3 percent for Condominium homes. Months Supply of Inventory decreased 23.1 percent for Single Family homes and 36.8 percent for Condominium homes.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

## Quick Facts

**+ 26.9%**

Change in Number of  
**Closed Sales**  
All Properties

**- 2.1%**

Change in Number of  
**Median Sales Price**  
All Properties

**- 19.4%**

Change in Number of  
**Homes for Sale**  
All Properties

This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	4-2017	4-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		127	<b>119</b>	- 6.3%	596	<b>504</b>	- 15.4%
<b>Pending Sales</b>		109	<b>108</b>	- 0.9%	431	<b>423</b>	- 1.9%
<b>Closed Sales</b>		98	<b>91</b>	- 7.1%	332	<b>375</b>	+ 13.0%
<b>Days on Market Until Sale</b>		127	<b>148</b>	+ 16.5%	135	<b>144</b>	+ 6.7%
<b>Median Sales Price</b>		\$673,000	<b>\$725,000</b>	+ 7.7%	\$685,000	<b>\$688,025</b>	+ 0.4%
<b>Average Sales Price</b>		\$806,109	<b>\$915,682</b>	+ 13.6%	\$997,093	<b>\$1,078,511</b>	+ 8.2%
<b>Percent of List Price Received</b>		96.8%	<b>96.3%</b>	- 0.5%	96.8%	<b>97.0%</b>	+ 0.2%
<b>Housing Affordability Index</b>		52	<b>47</b>	- 9.6%	51	<b>49</b>	- 3.9%
<b>Inventory of Homes for Sale</b>		586	<b>474</b>	- 19.1%	—	—	—
<b>Months Supply of Inventory</b>		6.5	<b>5.0</b>	- 23.1%	—	—	—

# Condominium Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



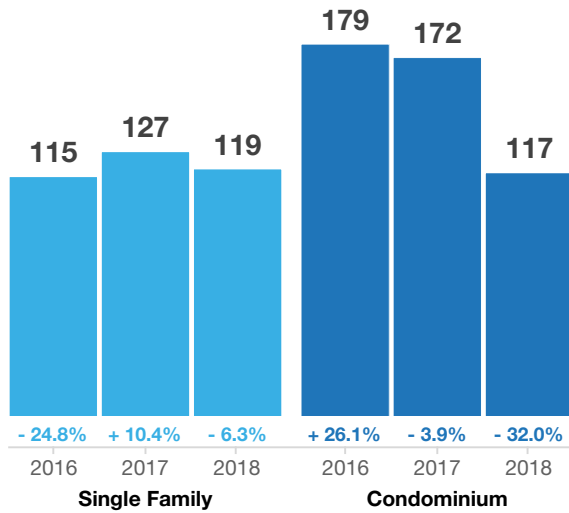
Key Metrics	Historical Sparkbars	4-2017	4-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		172	<b>117</b>	- 32.0%	670	<b>656</b>	- 2.1%
<b>Pending Sales</b>		133	<b>141</b>	+ 6.0%	536	<b>616</b>	+ 14.9%
<b>Closed Sales</b>		117	<b>174</b>	+ 48.7%	459	<b>546</b>	+ 19.0%
<b>Days on Market Until Sale</b>		152	<b>150</b>	- 1.3%	155	<b>154</b>	- 0.6%
<b>Median Sales Price</b>		\$490,000	<b>\$508,513</b>	+ 3.8%	\$481,125	<b>\$492,250</b>	+ 2.3%
<b>Average Sales Price</b>		\$715,983	<b>\$738,599</b>	+ 3.2%	\$674,297	<b>\$709,596</b>	+ 5.2%
<b>Percent of List Price Received</b>		97.1%	<b>97.6%</b>	+ 0.5%	96.6%	<b>97.0%</b>	+ 0.4%
<b>Housing Affordability Index</b>		72	<b>67</b>	- 6.9%	73	<b>69</b>	- 5.5%
<b>Inventory of Homes for Sale</b>		777	<b>570</b>	- 26.6%	—	—	—
<b>Months Supply of Inventory</b>		6.8	<b>4.3</b>	- 36.8%	—	—	—

# New Listings

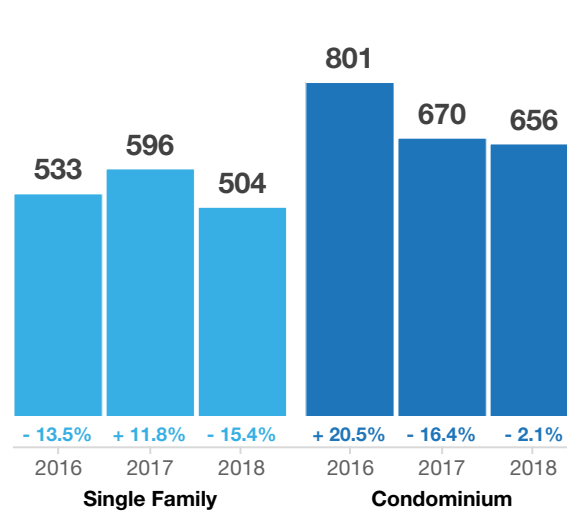
A count of the properties that have been newly listed on the market in a given month.



## April

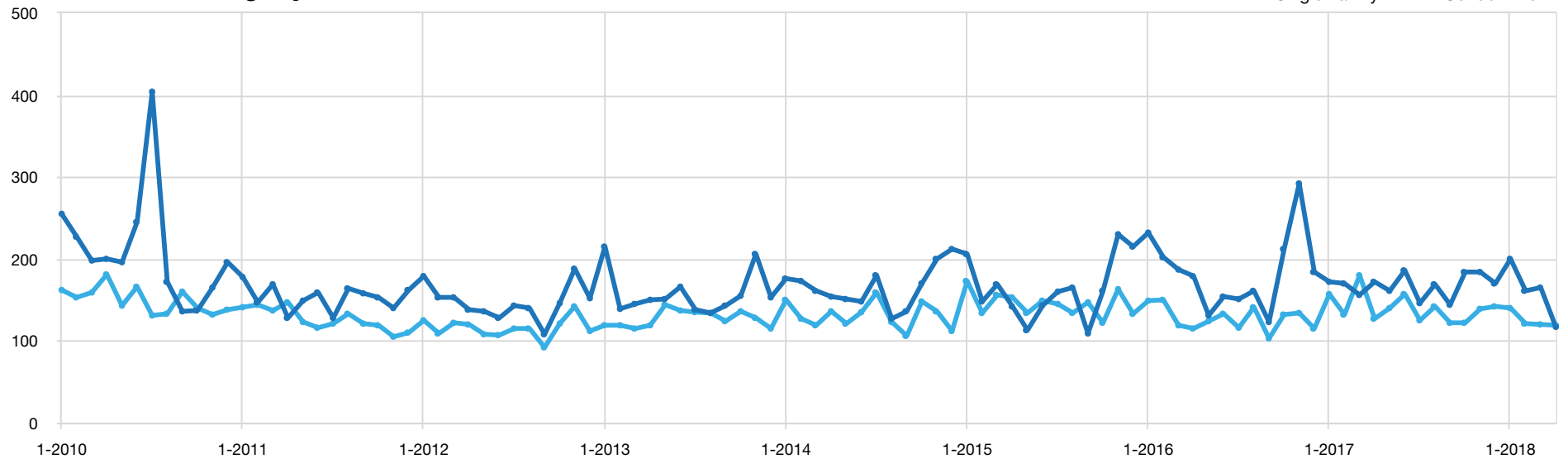


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2017	140	+ 12.9%	161	+ 22.9%
Jun-2017	157	+ 18.0%	186	+ 20.8%
Jul-2017	125	+ 7.8%	146	- 3.3%
Aug-2017	142	+ 0.7%	169	+ 5.0%
Sep-2017	122	+ 18.4%	144	+ 17.1%
Oct-2017	122	- 7.6%	184	- 13.2%
Nov-2017	139	+ 3.7%	184	- 37.0%
Dec-2017	142	+ 23.5%	170	- 7.6%
Jan-2018	140	- 10.8%	200	+ 16.3%
Feb-2018	121	- 8.3%	161	- 5.3%
Mar-2018	120	- 33.3%	165	+ 5.8%
<b>Apr-2018</b>	<b>119</b>	<b>- 6.3%</b>	<b>117</b>	<b>- 32.0%</b>
12-Month Avg	132	- 0.8%	166	- 4.0%

## Historical New Listings by Month

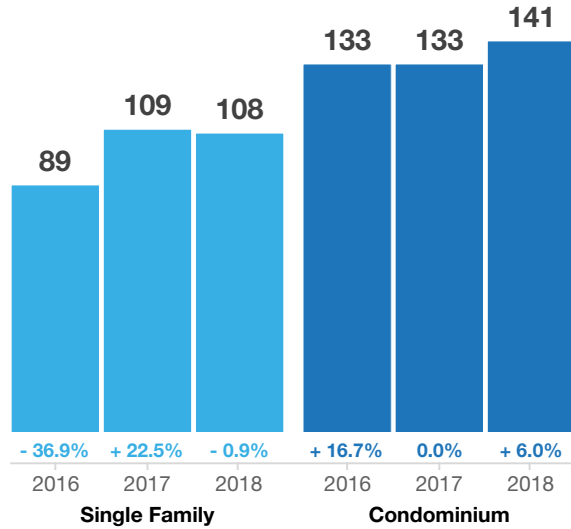


# Pending Sales

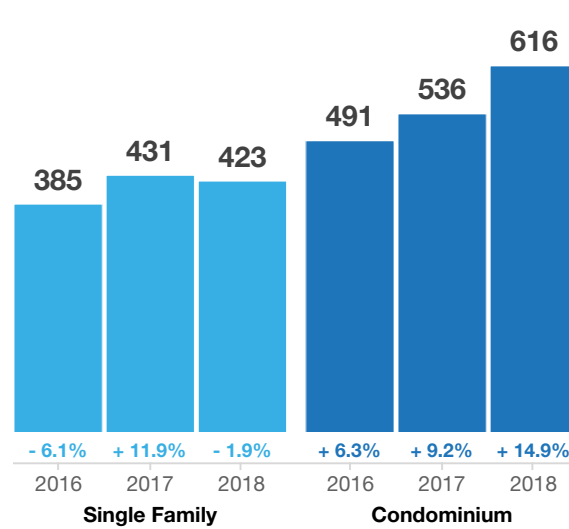
A count of the properties on which offers have been accepted in a given month.



## April

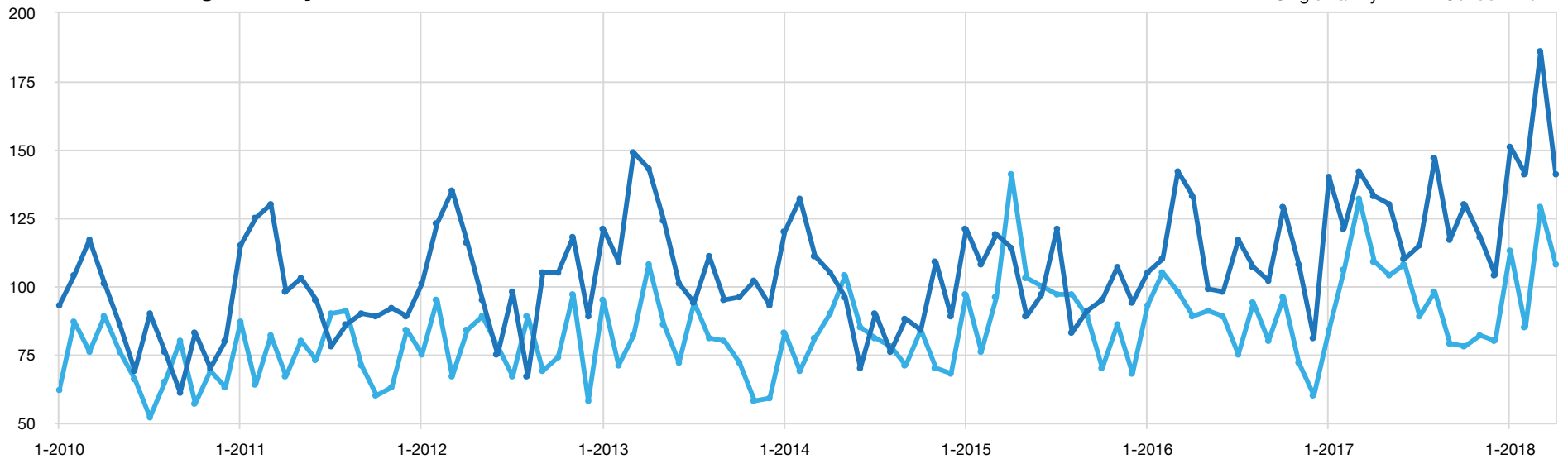


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2017	104	+ 14.3%	130	+ 31.3%
Jun-2017	108	+ 21.3%	110	+ 12.2%
Jul-2017	89	+ 18.7%	115	- 1.7%
Aug-2017	98	+ 4.3%	147	+ 37.4%
Sep-2017	79	- 1.3%	117	+ 14.7%
Oct-2017	78	- 18.8%	130	+ 0.8%
Nov-2017	82	+ 13.9%	118	+ 9.3%
Dec-2017	80	+ 33.3%	104	+ 28.4%
Jan-2018	113	+ 34.5%	151	+ 7.9%
Feb-2018	85	- 19.8%	141	+ 16.5%
Mar-2018	129	- 2.3%	186	+ 31.0%
<b>Apr-2018</b>	<b>108</b>	<b>- 0.9%</b>	<b>141</b>	<b>+ 6.0%</b>
12-Month Avg	96	+ 5.5%	133	+ 15.7%

## Historical Pending Sales by Month

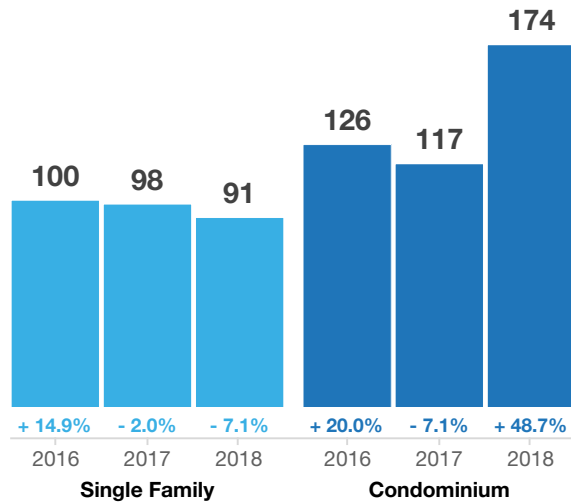


# Closed Sales

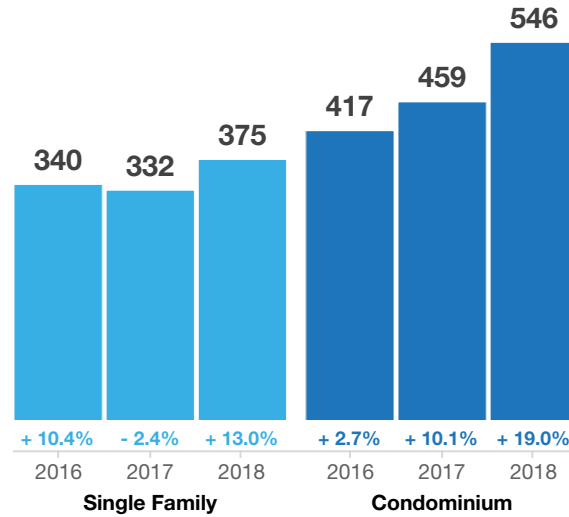
A count of the actual sales that closed in a given month.



## April

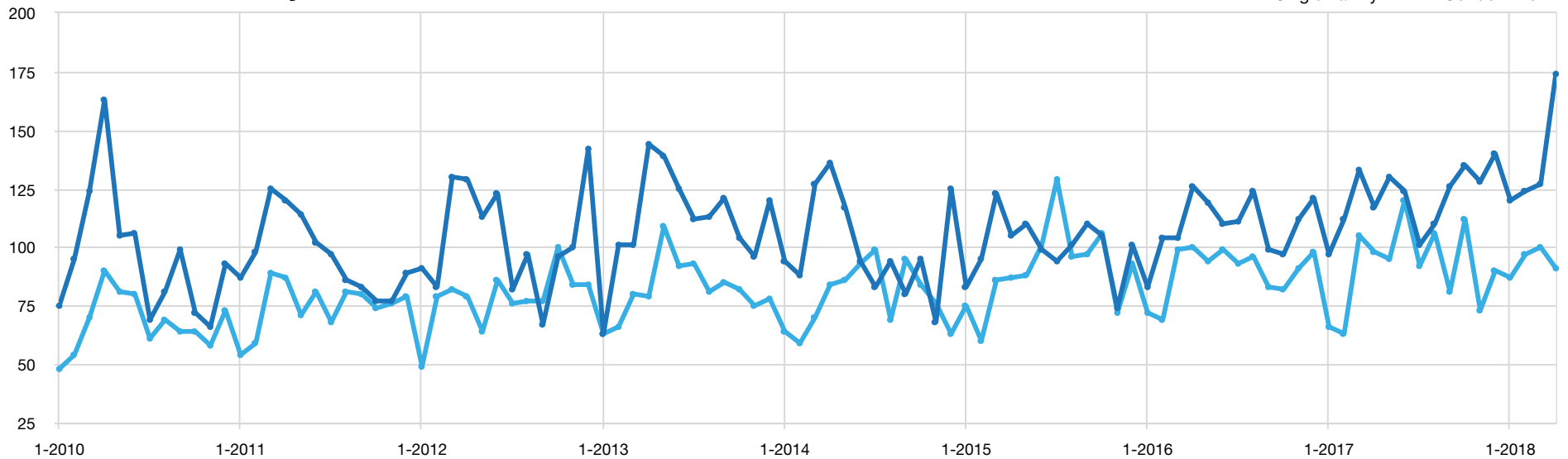


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2017	95	+ 1.1%	130	+ 9.2%
Jun-2017	120	+ 21.2%	124	+ 12.7%
Jul-2017	92	- 1.1%	101	- 9.0%
Aug-2017	106	+ 10.4%	110	- 11.3%
Sep-2017	81	- 2.4%	126	+ 27.3%
Oct-2017	112	+ 36.6%	135	+ 39.2%
Nov-2017	73	- 19.8%	128	+ 14.3%
Dec-2017	90	- 8.2%	140	+ 15.7%
Jan-2018	87	+ 31.8%	120	+ 23.7%
Feb-2018	97	+ 54.0%	124	+ 10.7%
Mar-2018	100	- 4.8%	127	- 4.5%
<b>Apr-2018</b>	<b>91</b>	<b>- 7.1%</b>	<b>174</b>	<b>+ 48.7%</b>
12-Month Avg	95	+ 6.7%	128	+ 13.3%

## Historical Closed Sales by Month

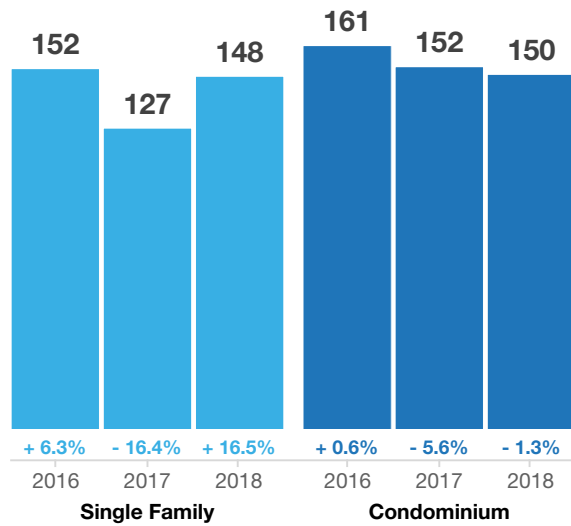


# Days on Market Until Sale

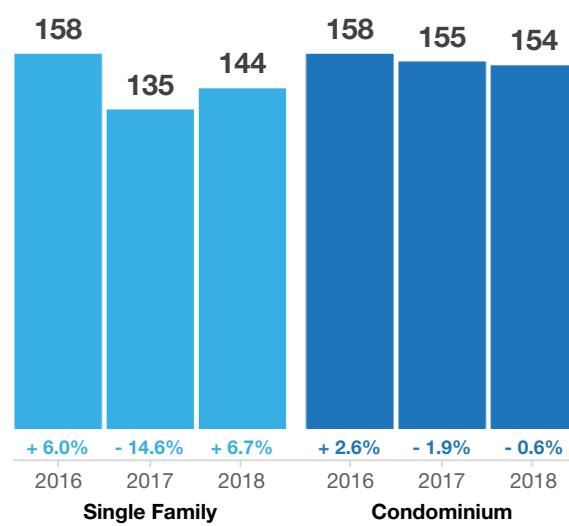
Average number of days between when a property is listed and when it closed in a given month.



## April



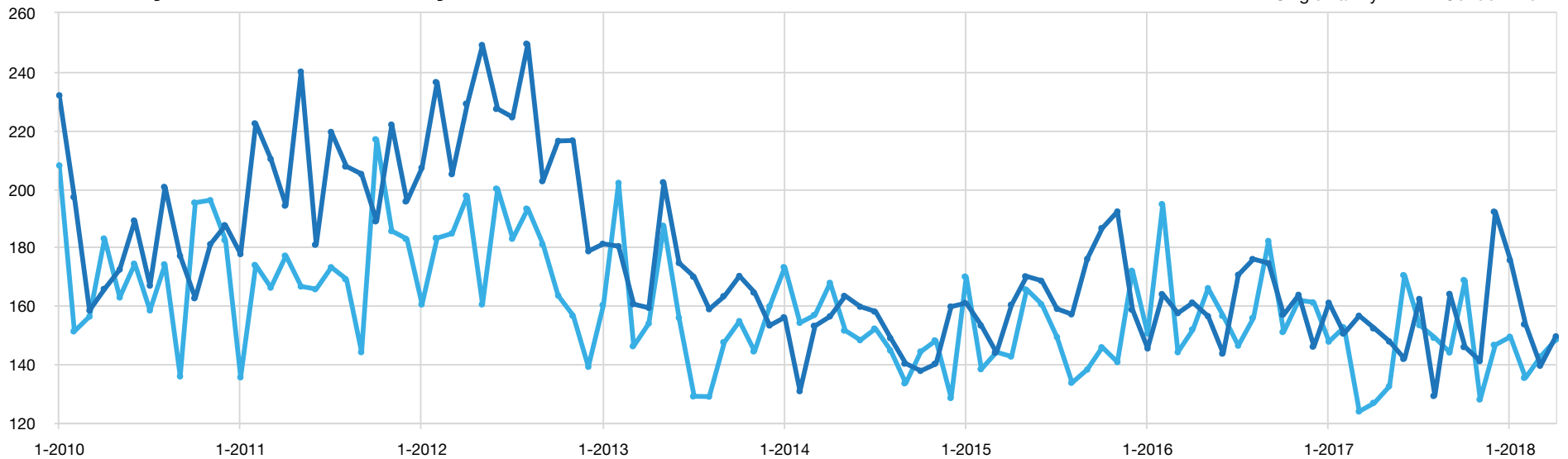
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2017	132	-20.5%	148	-5.1%
Jun-2017	170	+8.3%	142	-1.4%
Jul-2017	153	+4.8%	162	-5.3%
Aug-2017	149	-4.5%	129	-26.7%
Sep-2017	144	-20.9%	164	-6.3%
Oct-2017	169	+11.9%	146	-7.0%
Nov-2017	128	-21.0%	141	-14.0%
Dec-2017	147	-8.7%	192	+31.5%
Jan-2018	149	+0.7%	176	+9.3%
Feb-2018	135	-11.8%	154	+2.0%
Mar-2018	143	+15.3%	139	-11.5%
<b>Apr-2018</b>	<b>148</b>	<b>+16.5%</b>	<b>150</b>	<b>-1.3%</b>
12-Month Avg*	149	-2.4%	154	-3.3%

\* Days on Market for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

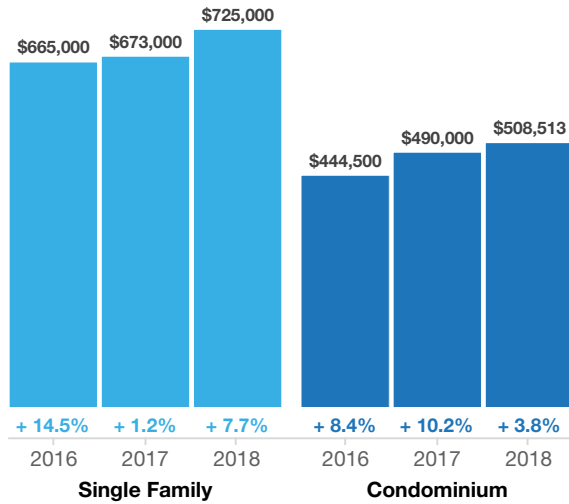


# Median Sales Price

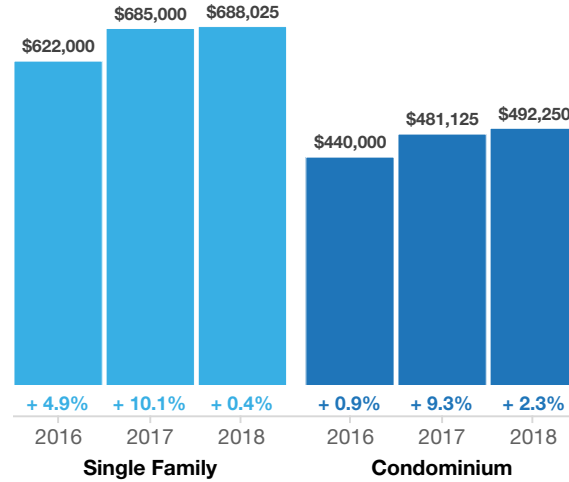
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



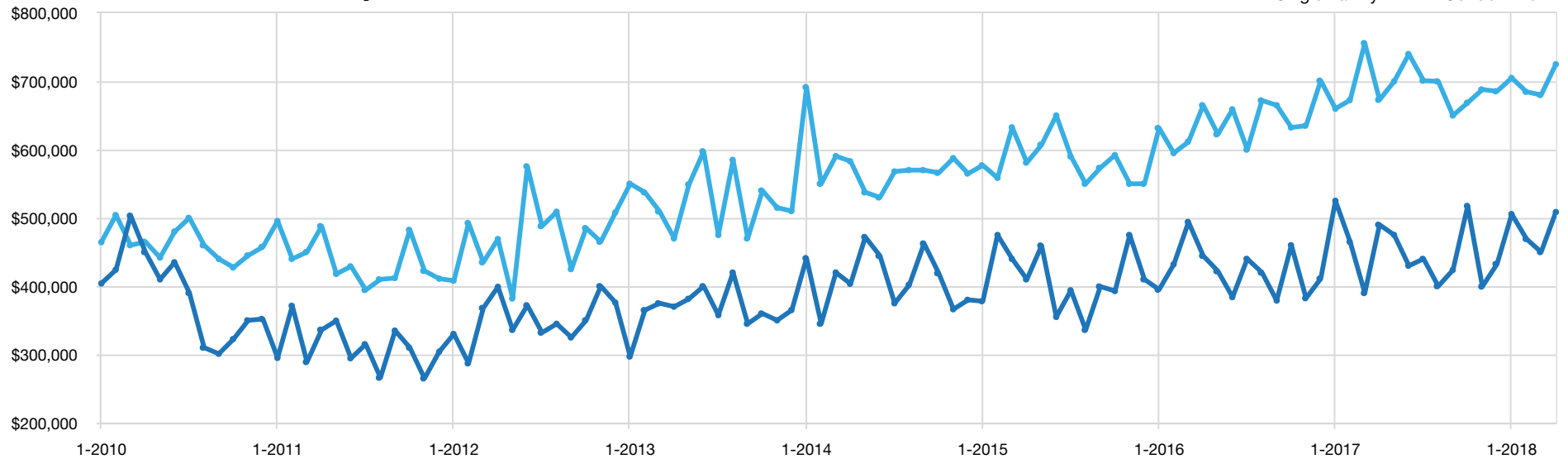
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2017	\$700,000	+ 12.4%	\$475,000	+ 12.6%
Jun-2017	\$740,000	+ 12.3%	\$430,000	+ 12.0%
Jul-2017	\$701,000	+ 16.8%	\$440,000	0.0%
Aug-2017	\$700,000	+ 4.2%	\$400,000	- 4.8%
Sep-2017	\$650,000	- 2.3%	\$423,750	+ 11.8%
Oct-2017	\$668,675	+ 5.7%	\$517,500	+ 12.5%
Nov-2017	\$688,000	+ 8.3%	\$399,500	+ 4.4%
Dec-2017	\$685,500	- 2.2%	\$432,500	+ 5.2%
Jan-2018	\$705,000	+ 6.8%	\$505,563	- 3.7%
Feb-2018	\$684,700	+ 1.8%	\$469,250	+ 0.9%
Mar-2018	\$680,000	- 10.1%	\$450,000	+ 15.4%
<b>Apr-2018</b>	<b>\$725,000</b>	<b>+ 7.7%</b>	<b>\$508,513</b>	<b>+ 3.8%</b>
12-Month Avg*	\$691,116	+ 4.7%	\$455,000	+ 7.1%

\* Median Sales Price for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



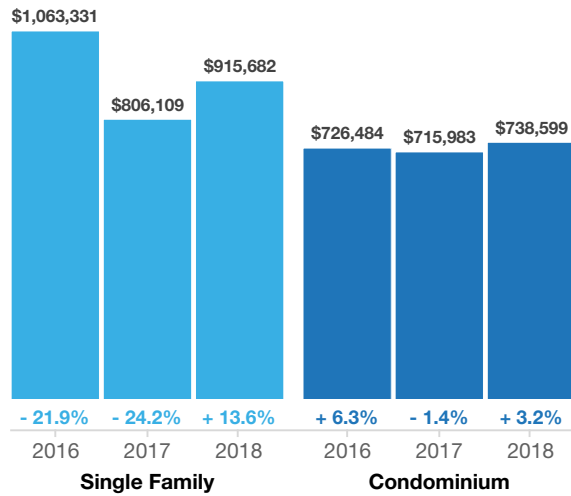


# Average Sales Price

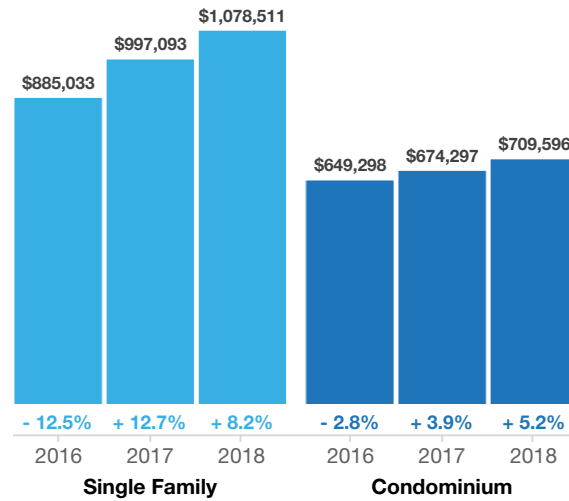
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



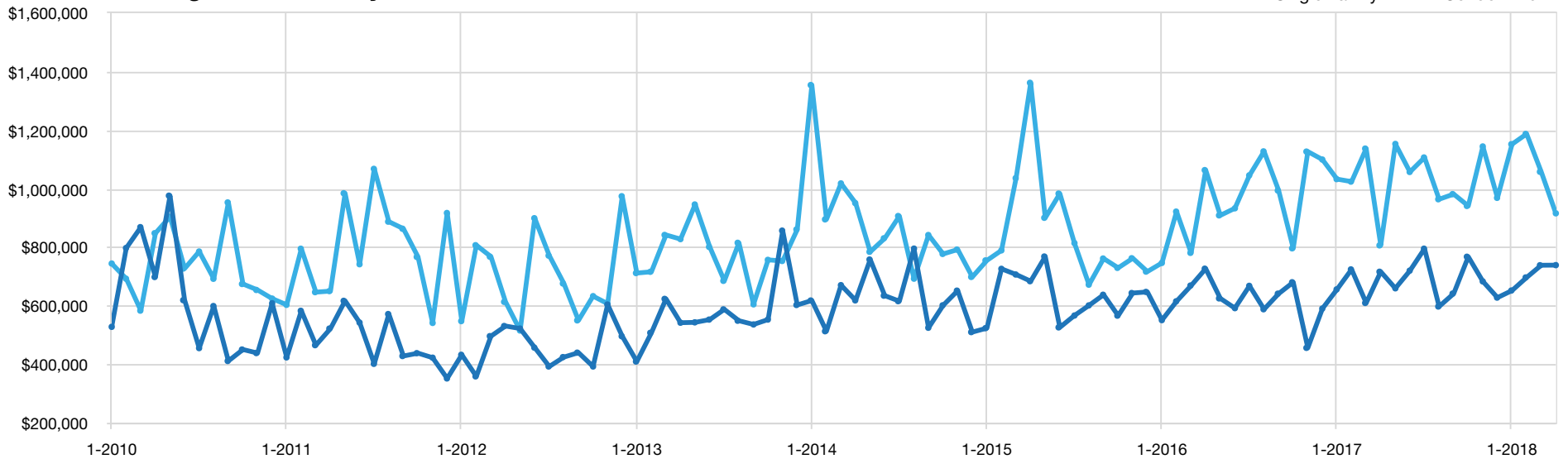
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2017	\$1,152,746	+ 26.9%	\$659,405	+ 5.5%
Jun-2017	\$1,057,009	+ 13.3%	\$719,692	+ 21.7%
Jul-2017	\$1,106,498	+ 5.8%	\$794,823	+ 19.0%
Aug-2017	\$963,743	- 14.5%	\$597,209	+ 1.6%
Sep-2017	\$981,276	- 1.2%	\$641,318	+ 0.0%
Oct-2017	\$940,865	+ 18.2%	\$767,237	+ 12.8%
Nov-2017	\$1,144,137	+ 1.6%	\$683,017	+ 49.8%
Dec-2017	\$968,559	- 11.9%	\$627,597	+ 6.4%
Jan-2018	\$1,151,931	+ 11.6%	\$651,841	- 0.6%
Feb-2018	\$1,186,988	+ 15.9%	\$696,502	- 3.8%
Mar-2018	\$1,057,585	- 7.0%	\$738,238	+ 21.1%
<b>Apr-2018</b>	<b>\$915,682</b>	<b>+ 13.6%</b>	<b>\$738,599</b>	<b>+ 3.2%</b>
12-Month Avg*	\$1,049,214	+ 4.5%	\$693,537	+ 10.6%

\* Avg. Sales Price for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

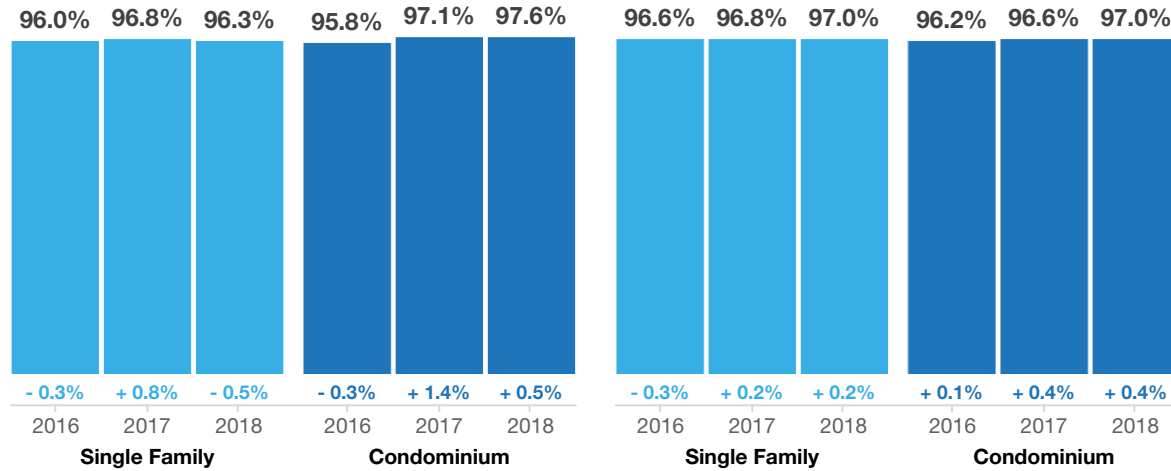


# Percent of List Price Received

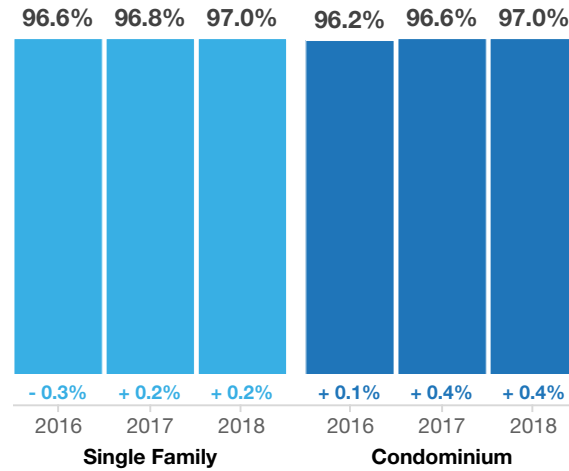
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



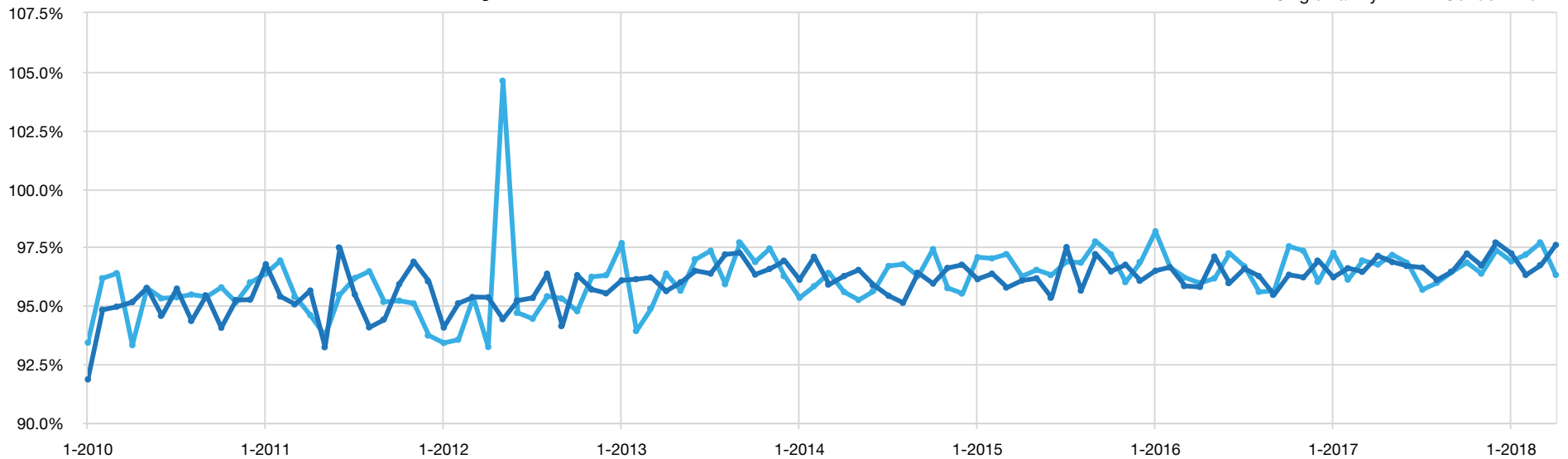
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2017	97.2%	+ 1.0%	96.9%	- 0.2%
Jun-2017	96.8%	- 0.4%	96.7%	+ 0.7%
Jul-2017	95.7%	- 1.0%	96.6%	0.0%
Aug-2017	96.0%	+ 0.4%	96.1%	- 0.2%
Sep-2017	96.4%	+ 0.8%	96.5%	+ 1.0%
Oct-2017	96.8%	- 0.7%	97.2%	+ 0.9%
Nov-2017	96.4%	- 0.9%	96.7%	+ 0.5%
Dec-2017	97.4%	+ 1.5%	97.7%	+ 0.8%
Jan-2018	96.9%	- 0.4%	97.2%	+ 1.0%
Feb-2018	97.2%	+ 1.1%	96.3%	- 0.3%
Mar-2018	97.7%	+ 0.8%	96.7%	+ 0.3%
<b>Apr-2018</b>	<b>96.3%</b>	<b>- 0.5%</b>	<b>97.6%</b>	<b>+ 0.5%</b>
12-Month Avg*	96.7%	+ 0.1%	96.9%	+ 0.5%

\* Pct. of List Price Received for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

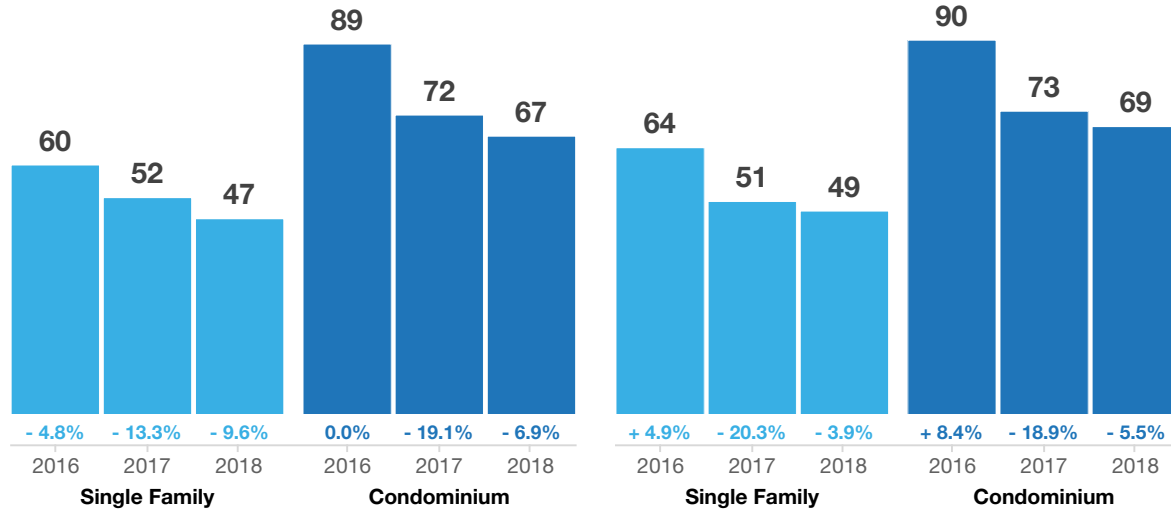


# Housing Affordability Index

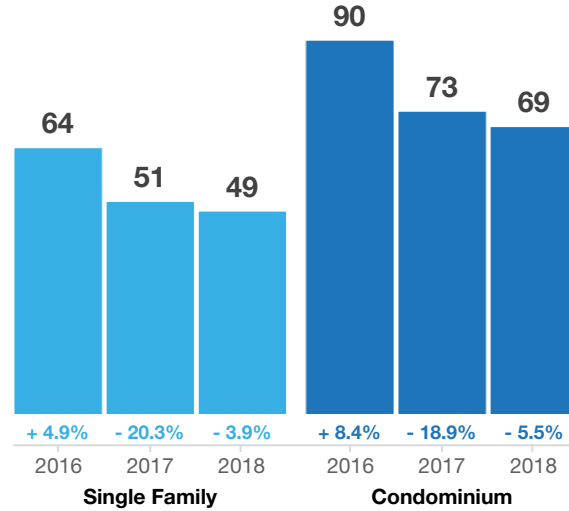
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

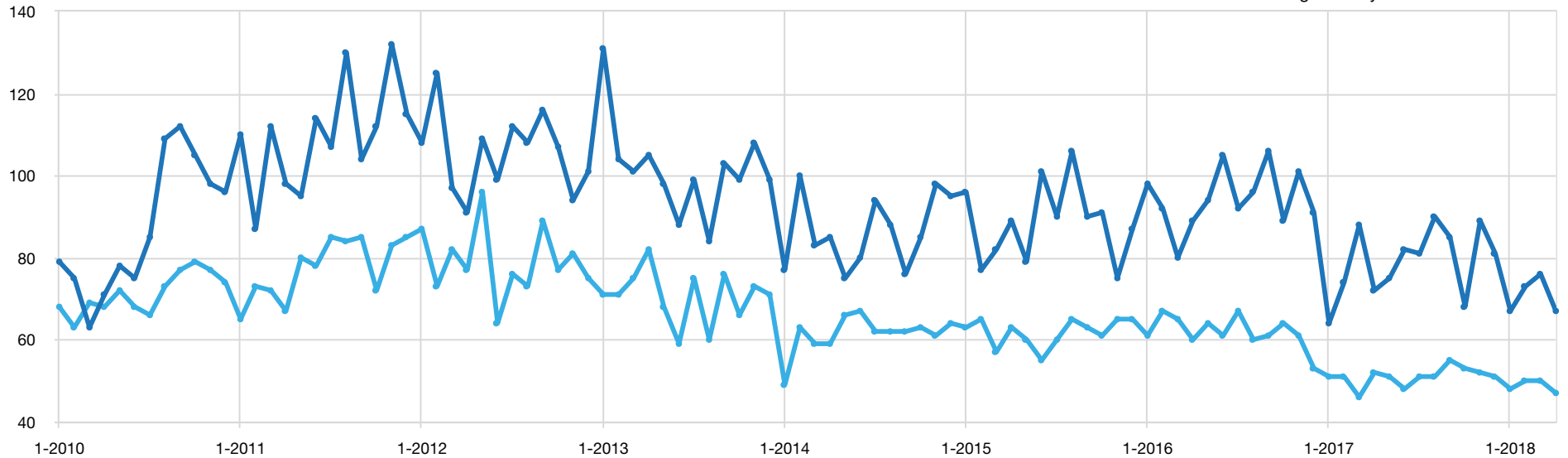


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2017	51	-20.3%	75	-20.2%
Jun-2017	48	-21.3%	82	-21.9%
Jul-2017	51	-23.9%	81	-12.0%
Aug-2017	51	-15.0%	90	-6.3%
Sep-2017	55	-9.8%	85	-19.8%
Oct-2017	53	-17.2%	68	-23.6%
Nov-2017	52	-14.8%	89	-11.9%
Dec-2017	51	-3.8%	81	-11.0%
Jan-2018	48	-5.9%	67	+4.7%
Feb-2018	50	-2.0%	73	-1.4%
Mar-2018	50	+8.7%	76	-13.6%
<b>Apr-2018</b>	<b>47</b>	<b>-9.6%</b>	<b>67</b>	<b>-6.9%</b>
12-Month Avg	51	-12.1%	78	-12.4%

## Historical Housing Affordability Index by Month

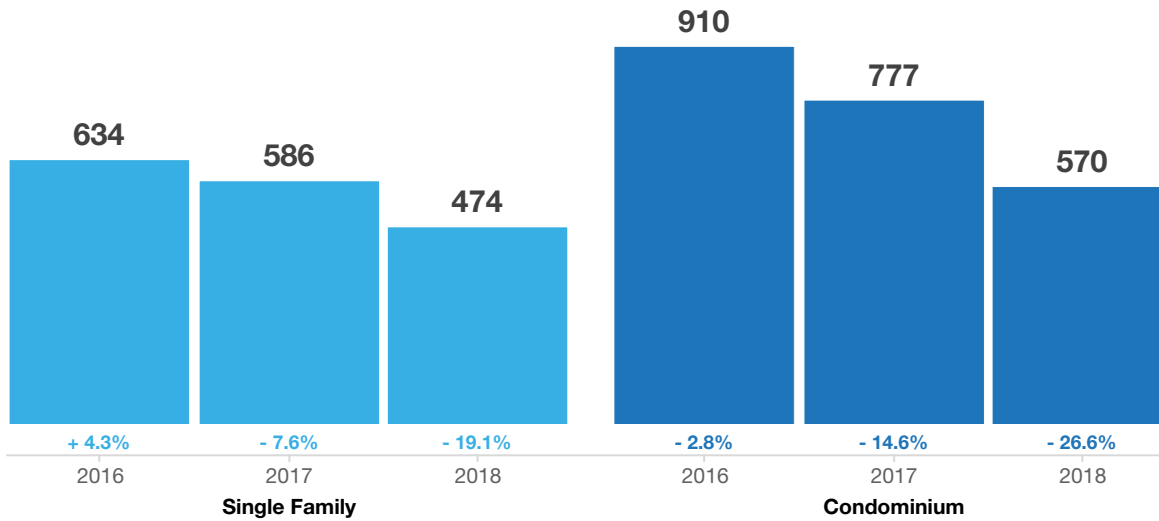


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

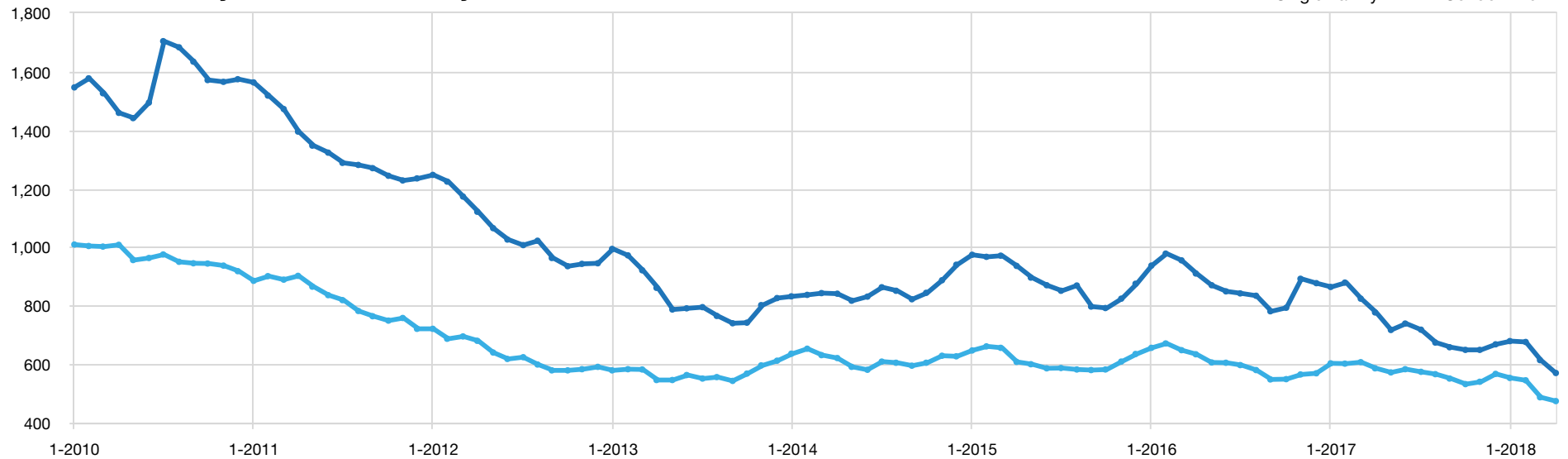


## April



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2017	572	- 5.6%	717	- 17.6%
Jun-2017	583	- 3.6%	739	- 13.0%
Jul-2017	574	- 3.9%	718	- 14.7%
Aug-2017	566	- 2.4%	674	- 19.2%
Sep-2017	551	+ 0.5%	658	- 15.7%
Oct-2017	532	- 3.1%	649	- 18.2%
Nov-2017	540	- 4.4%	649	- 27.2%
Dec-2017	567	- 0.4%	668	- 23.8%
Jan-2018	553	- 8.3%	679	- 21.4%
Feb-2018	545	- 9.5%	676	- 23.1%
Mar-2018	487	- 19.8%	614	- 25.5%
<b>Apr-2018</b>	<b>474</b>	<b>- 19.1%</b>	<b>570</b>	<b>- 26.6%</b>
12-Month Avg	545	- 6.8%	668	- 20.5%

## Historical Inventory of Homes for Sale by Month

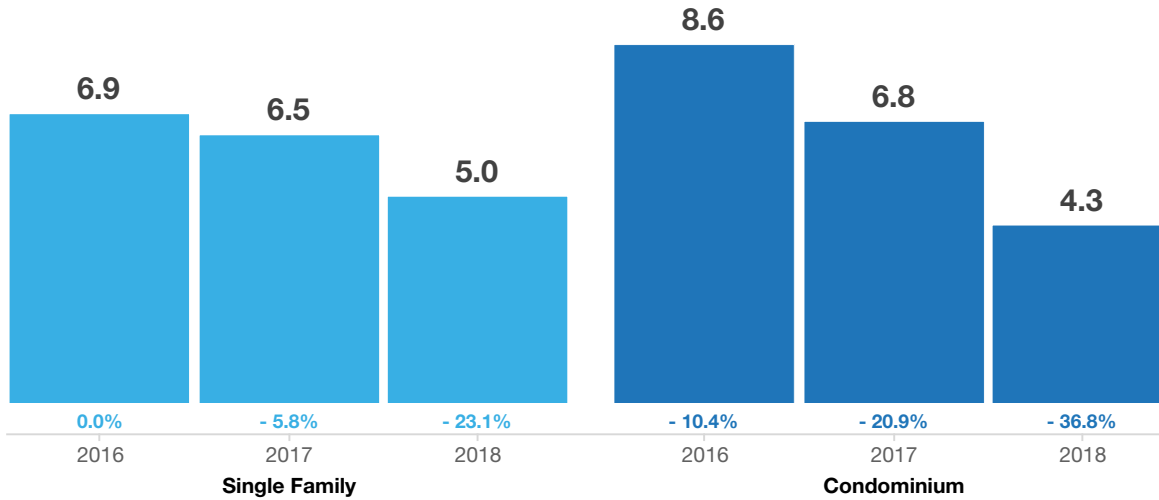


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



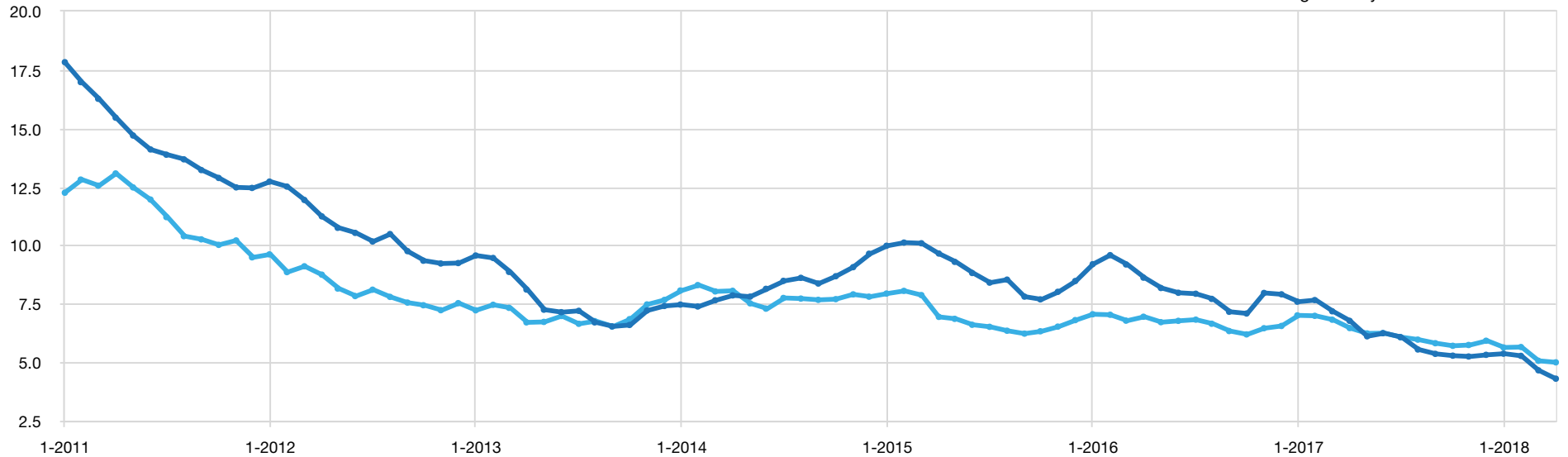
## April



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
May-2017	6.2	- 7.5%	6.1	- 25.6%
Jun-2017	6.2	- 8.8%	6.2	- 22.5%
Jul-2017	6.1	- 10.3%	6.1	- 22.8%
Aug-2017	6.0	- 9.1%	5.5	- 28.6%
Sep-2017	5.8	- 7.9%	5.4	- 25.0%
Oct-2017	5.7	- 8.1%	5.3	- 25.4%
Nov-2017	5.7	- 12.3%	5.2	- 35.0%
Dec-2017	5.9	- 10.6%	5.3	- 32.9%
Jan-2018	5.6	- 20.0%	5.4	- 28.9%
Feb-2018	5.7	- 18.6%	5.3	- 31.2%
Mar-2018	5.1	- 25.0%	4.7	- 34.7%
<b>Apr-2018</b>	<b>5.0</b>	<b>- 23.1%</b>	<b>4.3</b>	<b>- 36.8%</b>
12-Month Avg*	5.8	- 12.2%	5.4	- 28.5%

\* Months Supply for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	4-2017	4-2018	% Change	YTD 2017	YTD 2018	% Change
<b>New Listings</b>		333	<b>259</b>	- 22.2%	1,403	<b>1,332</b>	- 5.1%
<b>Pending Sales</b>		262	<b>263</b>	+ 0.4%	1,032	<b>1,121</b>	+ 8.6%
<b>Closed Sales</b>		234	<b>297</b>	+ 26.9%	843	<b>999</b>	+ 18.5%
<b>Days on Market Until Sale</b>		142	<b>145</b>	+ 2.1%	149	<b>153</b>	+ 2.7%
<b>Median Sales Price</b>		\$592,500	<b>\$580,000</b>	- 2.1%	\$575,000	<b>\$605,000</b>	+ 5.2%
<b>Average Sales Price</b>		\$736,073	<b>\$761,191</b>	+ 3.4%	\$788,208	<b>\$853,253</b>	+ 8.3%
<b>Percent of List Price Received</b>		96.7%	<b>97.2%</b>	+ 0.5%	96.5%	<b>96.9%</b>	+ 0.4%
<b>Housing Affordability Index</b>		60	<b>59</b>	- 1.7%	61	<b>56</b>	- 8.2%
<b>Inventory of Homes for Sale</b>		1,709	<b>1,377</b>	- 19.4%	—	—	—
<b>Months Supply of Inventory</b>		7.6	<b>5.6</b>	- 26.3%	—	—	—

# Single Family Monthly Sales Volume

April 2018



Area Name	April 2018			March 2018			April 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	9	\$8,618,000	\$825,000	8	\$7,794,000	\$850,000	4	\$2,650,000	\$637,500
Hana	4	\$2,900,000	\$687,500	3	\$3,675,000	\$765,000	1	\$997,083	\$997,083
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	3	\$6,255,202	\$1,360,000	6	\$14,221,000	\$1,922,500	1	\$2,750,000	\$2,750,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	8	\$5,085,250	\$632,500	10	\$6,597,380	\$672,500	8	\$4,537,249	\$542,500
Kapalua	1	\$2,250,000	\$2,250,000	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	15	\$12,227,025	\$688,025	17	\$12,222,500	\$630,000	27	\$23,687,750	\$803,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	3	\$2,400,350	\$805,350	6	\$6,959,000	\$867,000	7	\$6,820,000	\$1,005,000
Lahaina	5	\$4,272,500	\$761,500	4	\$5,140,000	\$1,109,000	4	\$6,129,000	\$948,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	4	\$2,446,000	\$587,250	5	\$3,464,000	\$680,000	6	\$4,478,500	\$688,750
Mauui Meadows	6	\$7,542,000	\$1,456,000	3	\$3,566,000	\$1,341,000	1	\$1,295,000	\$1,295,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	4	\$3,260,000	\$919,000	2	\$2,205,000	\$1,102,500	4	\$3,234,250	\$787,125
Olowalu	1	\$1,360,000	\$1,360,000	0	--	--	0	--	--
Pukalani	1	\$525,000	\$525,000	4	\$2,802,000	\$704,000	8	\$5,487,750	\$677,750
Spreckelsville/Paia/Kuau	5	\$9,011,000	\$800,000	1	\$884,375	\$884,375	1	\$595,000	\$595,000
Wailea/Makena	2	\$2,545,000	\$1,272,500	5	\$20,855,000	\$3,720,000	1	\$1,050,000	\$1,050,000
Wailuku	16	\$9,817,275	\$591,138	25	\$15,058,287	\$641,114	23	\$14,017,252	\$600,000
Lanai	2	\$1,495,000	\$747,500	1	\$315,000	\$315,000	1	\$455,000	\$455,000
Molokai	2	\$1,317,500	\$658,750	0	--	--	1	\$814,800	\$814,800
<b>All MLS</b>	<b>91</b>	<b>\$83,327,102</b>	<b>\$725,000</b>	<b>100</b>	<b>\$105,758,542</b>	<b>\$680,000</b>	<b>98</b>	<b>\$78,998,634</b>	<b>\$673,000</b>

# Condominium Monthly Sales Volume

April 2018



Area Name	April 2018			March 2018			April 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	0	--	--	0	--	--	0	--	--
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	17	\$21,721,500	\$775,000	7	\$8,599,500	\$840,000	13	\$12,492,500	\$600,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	4	\$451,500	\$115,325	2	\$306,000	\$153,000	3	\$459,000	\$95,000
Kapalua	7	\$6,928,888	\$960,000	3	\$5,465,000	\$1,000,000	8	\$11,764,800	\$870,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	62	\$31,345,459	\$417,250	56	\$28,468,000	\$416,000	42	\$21,128,425	\$366,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	6	\$4,109,400	\$556,000	6	\$3,536,000	\$476,250	5	\$3,295,000	\$490,000
Maalaea	6	\$2,299,000	\$387,000	5	\$1,860,000	\$415,000	3	\$802,000	\$270,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	27	\$13,012,000	\$445,000	18	\$9,368,734	\$452,500	15	\$7,062,500	\$442,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,205,000	\$602,500	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	26	\$41,370,982	\$1,248,700	16	\$31,145,788	\$1,620,000	14	\$21,622,500	\$1,047,500
Wailuku	17	\$6,072,475	\$347,000	13	\$4,867,175	\$378,000	13	\$5,030,275	\$435,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	0	--	--	1	\$140,000	\$140,000	1	\$113,000	\$113,000
<b>All MLS</b>	<b>174</b>	<b>\$128,516,204</b>	<b>\$508,513</b>	<b>127</b>	<b>\$93,756,197</b>	<b>\$450,000</b>	<b>117</b>	<b>\$83,770,000</b>	<b>\$490,000</b>



# Land Monthly Sales Volume

April 2018



Area Name	April 2018			March 2018			April 2017		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	16	\$8,267,000	\$492,575	1	\$1,500,000	\$1,500,000	2	\$840,000	\$420,000
Hana	2	\$1,075,000	\$537,500	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	0	--	--	2	\$1,350,000	\$675,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	3	\$1,480,000	\$520,000	2	\$2,700,000	\$1,350,000	2	\$694,000	\$347,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	2	\$665,000	\$332,500	7	\$5,325,000	\$800,000	1	\$375,000	\$375,000
Lahaina	0	--	--	1	\$739,000	\$739,000	2	\$1,865,000	\$932,500
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$345,000	\$345,000	0	--	--	2	\$957,000	\$478,500
Maui Meadows	0	--	--	0	--	--	1	\$377,500	\$377,500
Nahiku	1	\$400,000	\$400,000	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	1	\$1,100,000	\$1,100,000
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	1	\$11,500,000	\$11,500,000	1	\$525,000	\$525,000
Wailuku	3	\$1,465,000	\$425,000	1	\$290,000	\$290,000	4	\$1,340,000	\$322,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	4	\$533,400	\$118,750	0	--	--	1	\$49,000	\$49,000
<b>All MLS</b>	<b>32</b>	<b>\$14,230,400</b>	<b>\$429,225</b>	<b>13</b>	<b>\$22,054,000</b>	<b>\$800,000</b>	<b>19</b>	<b>\$9,472,500</b>	<b>\$432,000</b>

# Single Family Sales – Year to Date

April 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Apr-18 YTD Sales	Apr-17 YTD Sales	Unit Change	Percent Change	Apr-18 YTD Average	Apr-17 YTD Average	Dollar Change	Percent Change	Apr-18 YTD Median	Apr-17 YTD Median	Dollar Change	Percent Change	Apr-18 YTD Volume	Apr-17 YTD Volume	Dollar Change	Percent Change
Haiku	32	22	+10	+45.5%	\$946,266	\$896,768	+\$49,497	+5.5%	\$807,500	\$740,000	+\$67,500	+9.1%	\$30,280,500	\$19,728,900	+\$10,551,600	+53.5%
Hana	11	3	+8	+266.7%	\$1,062,272	\$1,799,028	-\$736,755	-41.0%	\$725,000	\$1,300,000	-\$575,000	-44.2%	\$11,684,995	\$5,397,083	+\$6,287,912	+116.5%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	13	8	+5	+62.5%	\$2,290,862	\$1,622,781	+\$668,080	+41.2%	\$1,900,000	\$1,320,625	+\$579,375	+43.9%	\$29,781,202	\$12,982,250	+\$16,798,952	+129.4%
Kahakuloa	1	1	0	0.0%	\$890,000	\$575,000	+\$315,000	+54.8%	\$890,000	\$575,000	+\$315,000	+54.8%	\$890,000	\$575,000	+\$315,000	+54.8%
Kahului	55	42	+13	+31.0%	\$673,712	\$579,761	+\$93,951	+16.2%	\$677,500	\$575,000	+\$102,500	+17.8%	\$37,054,156	\$24,349,949	+\$12,704,207	+52.2%
Kapalua	1	1	0	0.0%	\$2,250,000	\$3,550,000	-\$1,300,000	-36.6%	\$2,250,000	\$3,550,000	-\$1,300,000	-36.6%	\$2,250,000	\$3,550,000	-\$1,300,000	-36.6%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	58	67	-9	-13.4%	\$1,141,697	\$858,040	+\$283,658	+33.1%	\$671,500	\$765,000	-\$93,500	-12.2%	\$66,218,443	\$57,488,662	+\$8,729,781	+15.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	23	26	-3	-11.5%	\$1,028,254	\$973,077	+\$55,177	+5.7%	\$945,000	\$892,500	+\$52,500	+5.9%	\$23,649,850	\$25,300,000	-\$1,650,150	-6.5%
Lahaina	21	14	+7	+50.0%	\$1,960,400	\$1,476,575	+\$483,825	+32.8%	\$900,000	\$911,875	-\$11,875	-1.3%	\$41,168,400	\$20,672,048	+\$20,496,352	+99.2%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	17	15	+2	+13.3%	\$675,115	\$702,633	-\$27,519	-3.9%	\$575,000	\$652,500	-\$77,500	-11.9%	\$11,476,950	\$10,539,500	+\$937,450	+8.9%
Maui Meadows	12	5	+7	+140.0%	\$1,149,000	\$1,426,676	-\$277,676	-19.5%	\$1,158,000	\$1,425,000	-\$267,000	-18.7%	\$13,788,000	\$7,133,380	+\$6,654,620	+93.3%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	9	15	-6	-40.0%	\$1,223,889	\$846,950	+\$376,939	+44.5%	\$948,000	\$918,000	+\$30,000	+3.3%	\$11,015,000	\$12,704,244	-\$1,689,244	-13.3%
Olowalu	1	0	+1	--	\$1,360,000	--	--	--	\$1,360,000	--	--	--	\$1,360,000	\$0	+\$1,360,000	--
Pukalani	10	21	-11	-52.4%	\$679,700	\$702,655	-\$22,955	-3.3%	\$646,500	\$665,000	-\$18,500	-2.8%	\$6,797,000	\$14,755,750	-\$7,958,750	-53.9%
Spreckelsville/Paia/Kuau	9	6	+3	+50.0%	\$1,623,375	\$1,777,500	-\$154,125	-8.7%	\$800,000	\$672,500	+\$127,500	+19.0%	\$14,610,375	\$10,665,000	+\$3,945,375	+37.0%
Wailea/Makena	12	12	0	0.0%	\$4,081,250	\$5,121,250	-\$1,040,000	-20.3%	\$2,760,000	\$2,822,500	-\$62,500	-2.2%	\$48,975,000	\$61,455,000	-\$12,480,000	-20.3%
Wailuku	78	63	+15	+23.8%	\$591,131	\$616,989	-\$25,859	-4.2%	\$616,000	\$585,000	+\$31,000	+5.3%	\$46,108,206	\$38,870,329	+\$7,237,877	+18.6%
Lanai	6	6	0	0.0%	\$668,333	\$408,000	+\$260,333	+63.8%	\$460,000	\$402,500	+\$57,500	+14.3%	\$4,010,000	\$2,448,000	+\$1,562,000	+63.8%
Molokai	6	5	+1	+20.0%	\$553,900	\$483,960	+\$69,940	+14.5%	\$512,450	\$460,000	+\$52,450	+11.4%	\$3,323,400	\$2,419,800	+\$903,600	+37.3%
<b>All MLS</b>	<b>375</b>	<b>332</b>	<b>+43</b>	<b>+13.0%</b>	<b>\$1,078,511</b>	<b>\$997,093</b>	<b>+\$81,418</b>	<b>+8.2%</b>	<b>\$688,025</b>	<b>\$685,000</b>	<b>+\$3,025</b>	<b>+0.4%</b>	<b>\$404,441,477</b>	<b>\$331,034,895</b>	<b>+\$73,406,582</b>	<b>+22.2%</b>

# Total Condominium Sales – Year to Date

April 2018 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Apr-18 YTD Sales	Apr-17 YTD Sales	Unit Change	Percent Change	Apr-18 YTD Average	Apr-17 YTD Average	Dollar Change	Percent Change	Apr-18 YTD Median	Apr-17 YTD Median	Dollar Change	Percent Change	Apr-18 YTD Volume	Apr-17 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	52	34	+18	+52.9%	\$1,209,594	\$1,010,588	+\$199,006	+19.7%	\$877,500	\$739,500	+\$138,000	+18.7%	\$62,898,900	\$34,360,000	+\$28,538,900	+83.1%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	11	12	-1	-8.3%	\$133,782	\$127,344	+\$6,438	+5.1%	\$110,000	\$95,000	+\$15,000	+15.8%	\$1,471,600	\$1,528,129	-\$56,529	-3.7%
Kapalua	15	13	+2	+15.4%	\$1,347,393	\$1,217,292	+\$130,100	+10.7%	\$960,000	\$835,000	+\$125,000	+15.0%	\$20,210,888	\$15,824,800	+\$4,386,088	+27.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	201	175	+26	+14.9%	\$492,092	\$487,048	+\$5,044	+1.0%	\$420,000	\$395,000	+\$25,000	+6.3%	\$98,910,409	\$85,233,329	+\$13,677,080	+16.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	21	30	-9	-30.0%	\$518,049	\$547,109	-\$29,060	-5.3%	\$475,000	\$482,500	-\$7,500	-1.6%	\$10,879,026	\$16,413,255	-\$5,534,229	-33.7%
Maalaea	17	15	+2	+13.3%	\$380,412	\$364,207	+\$16,205	+4.4%	\$388,000	\$323,600	+\$64,400	+19.9%	\$6,467,000	\$5,463,100	+\$1,003,900	+18.4%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	83	70	+13	+18.6%	\$469,720	\$407,037	+\$62,683	+15.4%	\$440,000	\$358,250	+\$81,750	+22.8%	\$38,986,734	\$28,492,600	+\$10,494,134	+36.8%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	4	1	+3	+300.0%	\$615,250	\$580,000	+\$35,250	+6.1%	\$603,000	\$580,000	+\$23,000	+4.0%	\$2,461,000	\$580,000	+\$1,881,000	+324.3%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	86	63	+23	+36.5%	\$1,456,155	\$1,663,075	-\$206,920	-12.4%	\$1,051,082	\$1,100,000	-\$48,918	-4.4%	\$125,229,337	\$104,773,749	+\$20,455,588	+19.5%
Wailuku	53	41	+12	+29.3%	\$366,028	\$392,745	-\$26,717	-6.8%	\$347,000	\$435,000	-\$88,000	-20.2%	\$19,399,492	\$16,102,550	+\$3,296,942	+20.5%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	3	5	-2	-40.0%	\$175,000	\$146,150	+\$28,850	+19.7%	\$158,000	\$113,000	+\$45,000	+39.8%	\$525,000	\$730,750	-\$205,750	-28.2%
<b>All MLS</b>	<b>546</b>	<b>459</b>	<b>+87</b>	<b>+19.0%</b>	<b>\$709,596</b>	<b>\$674,297</b>	<b>+\$35,299</b>	<b>+5.2%</b>	<b>\$492,250</b>	<b>\$481,125</b>	<b>+\$11,125</b>	<b>+2.3%</b>	<b>\$387,439,386</b>	<b>\$309,502,262</b>	<b>+\$77,937,124</b>	<b>+25.2%</b>

# Fee Simple Condominium Sales – Year to Date

April 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Apr-18 YTD Sales	Apr-17 YTD Sales	Unit Change	Percent Change	Apr-18 YTD Average	Apr-17 YTD Average	Dollar Change	Percent Change	Apr-18 YTD Median	Apr-17 YTD Median	Dollar Change	Percent Change	Apr-18 YTD Volume	Apr-17 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	45	27	+18	+66.7%	\$1,351,509	\$1,185,519	+\$165,990	+14.0%	\$1,015,000	\$860,000	+\$155,000	+18.0%	\$60,817,900	\$32,009,000	+\$28,808,900	+90.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	11	12	-1	-8.3%	\$133,782	\$127,344	+\$6,438	+5.1%	\$110,000	\$95,000	+\$15,000	+15.8%	\$1,471,600	\$1,528,129	-\$56,529	-3.7%
Kapalua	15	13	+2	+15.4%	\$1,347,393	\$1,217,292	+\$130,100	+10.7%	\$960,000	\$835,000	+\$125,000	+15.0%	\$20,210,888	\$15,824,800	+\$4,386,088	+27.7%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	197	172	+25	+14.5%	\$494,473	\$491,723	+\$2,750	+0.6%	\$420,000	\$401,450	+\$18,550	+4.6%	\$97,411,109	\$84,576,329	+\$12,834,780	+15.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	19	29	-10	-34.5%	\$555,284	\$562,564	-\$7,280	-1.3%	\$477,500	\$490,000	-\$12,500	-2.6%	\$10,550,400	\$16,314,355	-\$5,763,955	-35.3%
Maalaea	9	11	-2	-18.2%	\$461,889	\$390,045	+\$71,843	+18.4%	\$415,000	\$340,000	+\$75,000	+22.1%	\$4,157,000	\$4,290,500	-\$133,500	-3.1%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	75	53	+22	+41.5%	\$495,230	\$465,702	+\$29,528	+6.3%	\$460,000	\$425,000	+\$35,000	+8.2%	\$37,142,234	\$24,682,200	+\$12,460,034	+50.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	4	1	+3	+300.0%	\$615,250	\$580,000	+\$35,250	+6.1%	\$603,000	\$580,000	+\$23,000	+4.0%	\$2,461,000	\$580,000	+\$1,881,000	+324.3%
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	86	63	+23	+36.5%	\$1,456,155	\$1,663,075	-\$206,920	-12.4%	\$1,051,082	\$1,100,000	-\$48,918	-4.4%	\$125,229,337	\$104,773,749	+\$20,455,588	+19.5%
Wailuku	53	41	+12	+29.3%	\$366,028	\$392,745	-\$26,717	-6.8%	\$347,000	\$435,000	-\$88,000	-20.2%	\$19,399,492	\$16,102,550	+\$3,296,942	+20.5%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	3	4	-1	-25.0%	\$175,000	\$167,438	+\$7,563	+4.5%	\$158,000	\$116,125	+\$41,875	+36.1%	\$525,000	\$669,750	-\$144,750	-21.6%
<b>All MLS</b>	<b>517</b>	<b>426</b>	<b>+91</b>	<b>+21.4%</b>	<b>\$733,803</b>	<b>\$707,398</b>	<b>+\$26,405</b>	<b>+3.7%</b>	<b>\$503,000</b>	<b>\$489,913</b>	<b>+\$13,088</b>	<b>+2.7%</b>	<b>\$379,375,960</b>	<b>\$301,351,362</b>	<b>+\$78,024,598</b>	<b>+25.9%</b>

# Leasehold Condominium Sales – Year to Date

April 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Apr-18 YTD Sales	Apr-17 YTD Sales	Unit Change	Percent Change	Apr-18 YTD Average	Apr-17 YTD Average	Dollar Change	Percent Change	Apr-18 YTD Median	Apr-17 YTD Median	Dollar Change	Percent Change	Apr-18 YTD Volume	Apr-17 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	7	7	0	0.0%	\$297,286	\$335,857	-\$38,571	-11.5%	\$265,000	\$270,000	-\$5,000	-1.9%	\$2,081,000	\$2,351,000	-\$270,000	-11.5%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	4	3	+1	+33.3%	\$374,825	\$219,000	+\$155,825	+71.2%	\$406,250	\$225,000	+\$181,250	+80.6%	\$1,499,300	\$657,000	+\$842,300	+128.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	2	1	+1	+100.0%	\$164,313	\$98,900	+\$65,413	+66.1%	\$164,313	\$98,900	+\$65,413	+66.1%	\$328,626	\$98,900	+\$229,726	+232.3%
Maalaea	8	4	+4	+100.0%	\$288,750	\$293,150	-\$4,400	-1.5%	\$252,500	\$306,800	-\$54,300	-17.7%	\$2,310,000	\$1,172,600	+\$1,137,400	+97.0%
Makawao/Olinda/Haliimaile	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	8	17	-9	-52.9%	\$230,563	\$224,141	+\$6,421	+2.9%	\$156,250	\$135,000	+\$21,250	+15.7%	\$1,844,500	\$3,810,400	-\$1,965,900	-51.6%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Spreckelsville/Paia/Kuau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailea/Makena	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Wailuku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	0	1	-1	-100.0%	--	\$61,000	--	--	--	\$61,000	--	--	\$0	\$61,000	-\$61,000	-100.0%
<b>All MLS</b>	<b>29</b>	<b>33</b>	<b>-4</b>	<b>-12.1%</b>	<b>\$278,049</b>	<b>\$246,997</b>	<b>+\$31,052</b>	<b>+12.6%</b>	<b>\$240,000</b>	<b>\$204,000</b>	<b>+\$36,000</b>	<b>+17.6%</b>	<b>\$8,063,426</b>	<b>\$8,150,900</b>	<b>-\$87,474</b>	<b>-1.1%</b>

# Land Sales – Year to Date

## April 2018 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Apr-18 YTD Sales	Apr-17 YTD Sales	Unit Change	Percent Change	Apr-18 YTD Average	Apr-17 YTD Average	Dollar Change	Percent Change	Apr-18 YTD Median	Apr-17 YTD Median	Dollar Change	Percent Change	Apr-18 YTD Volume	Apr-17 YTD Volume	Dollar Change	Percent Change
Haiku	24	9	+15	+166.7%	\$578,392	\$460,667	+\$117,725	+25.6%	\$492,575	\$475,000	+\$17,575	+3.7%	\$13,881,400	\$4,146,000	+\$9,735,400	+234.8%
Hana	2	4	-2	-50.0%	\$537,500	\$376,250	+\$161,250	+42.9%	\$537,500	\$375,000	+\$162,500	+43.3%	\$1,075,000	\$1,505,000	-\$430,000	-28.6%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	1	3	-2	-66.7%	\$950,000	\$577,333	+\$372,667	+64.5%	\$950,000	\$525,000	+\$425,000	+81.0%	\$950,000	\$1,732,000	-\$782,000	-45.2%
Kahakuloa	0	1	-1	-100.0%	--	\$467,500	--	--	--	\$467,500	--	--	\$0	\$467,500	-\$467,500	-100.0%
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	6	4	+2	+50.0%	\$765,000	\$532,250	+\$232,750	+43.7%	\$465,000	\$473,500	-\$8,500	-1.8%	\$4,590,000	\$2,129,000	+\$2,461,000	+115.6%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	16	6	+10	+166.7%	\$586,616	\$597,500	-\$10,884	-1.8%	\$375,000	\$450,000	-\$75,000	-16.7%	\$9,385,850	\$3,585,000	+\$5,800,850	+161.8%
Lahaina	6	2	+4	+200.0%	\$1,425,667	\$932,500	+\$493,167	+52.9%	\$1,525,000	\$932,500	+\$592,500	+63.5%	\$8,554,000	\$1,865,000	+\$6,689,000	+358.7%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	3	2	+1	+50.0%	\$711,300	\$478,500	+\$232,800	+48.7%	\$878,900	\$478,500	+\$400,400	+83.7%	\$2,133,900	\$957,000	+\$1,176,900	+123.0%
Maui Meadows	0	2	-2	-100.0%	--	\$451,250	--	--	--	\$451,250	--	--	\$0	\$902,500	-\$902,500	-100.0%
Nahiku	2	0	+2	--	\$323,000	--	--	--	\$323,000	--	--	--	\$646,000	\$0	+\$646,000	--
Napili/Kahana/Honokowai	0	1	-1	-100.0%	--	\$330,000	--	--	--	\$330,000	--	--	\$0	\$330,000	-\$330,000	-100.0%
Olowalu	0	1	-1	-100.0%	--	\$1,100,000	--	--	--	\$1,100,000	--	--	\$0	\$1,100,000	-\$1,100,000	-100.0%
Pukalani	2	2	0	0.0%	\$382,500	\$237,500	+\$145,000	+61.1%	\$382,500	\$237,500	+\$145,000	+61.1%	\$765,000	\$475,000	+\$290,000	+61.1%
Spreckelsville/Paia/Kuau	1	0	+1	--	\$2,900,000	--	--	--	\$2,900,000	--	--	--	\$2,900,000	\$0	+\$2,900,000	--
Wailea/Makena	1	1	0	0.0%	\$11,500,000	\$525,000	+\$10,975,000	+2,090.5%	\$11,500,000	\$525,000	+\$10,975,000	+2,090.5%	\$11,500,000	\$525,000	+\$10,975,000	+2,090.5%
Wailuku	8	12	-4	-33.3%	\$412,813	\$331,608	+\$81,204	+24.5%	\$370,000	\$270,000	+\$100,000	+37.0%	\$3,302,500	\$3,979,300	-\$676,800	-17.0%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	6	2	+4	+200.0%	\$139,233	\$112,000	+\$27,233	+24.3%	\$118,750	\$112,000	+\$6,750	+6.0%	\$835,400	\$224,000	+\$611,400	+272.9%
<b>All MLS</b>	<b>78</b>	<b>52</b>	<b>+26</b>	<b>+50.0%</b>	<b>\$775,885</b>	<b>\$460,044</b>	<b>+\$315,841</b>	<b>+68.7%</b>	<b>\$477,575</b>	<b>\$403,500</b>	<b>+\$74,075</b>	<b>+18.4%</b>	<b>\$60,519,050</b>	<b>\$23,922,300</b>	<b>+\$36,596,750</b>	<b>+153.0%</b>