

# 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	3-2023	3-2024	% Change	YTD 2023	YTD 2024	% Change
<b>New Listings</b>		81	<b>97</b>	+ 19.8%	235	<b>292</b>	+ 24.3%
<b>Pending Sales</b>		70	<b>67</b>	- 4.3%	188	<b>203</b>	+ 8.0%
<b>Closed Sales</b>		74	<b>75</b>	+ 1.4%	180	<b>194</b>	+ 7.8%
<b>Days on Market Until Sale</b>		136	<b>152</b>	+ 11.8%	123	<b>134</b>	+ 8.9%
<b>Median Sales Price</b>		\$1,191,000	<b>\$1,303,692</b>	+ 9.5%	\$1,150,000	<b>\$1,300,000</b>	+ 13.0%
<b>Average Sales Price</b>		\$1,981,402	<b>\$1,913,297</b>	- 3.4%	\$1,908,309	<b>\$1,754,234</b>	- 8.1%
<b>Percent of List Price Received</b>		96.0%	<b>96.6%</b>	+ 0.6%	96.4%	<b>97.2%</b>	+ 0.8%
<b>Housing Affordability Index</b>		35	<b>31</b>	- 11.4%	36	<b>31</b>	- 13.9%
<b>Inventory of Homes for Sale</b>		283	<b>283</b>	0.0%	—	—	—
<b>Months Supply of Inventory</b>		4.2	<b>4.5</b>	+ 7.1%	—	—	—

# Condominium Market Overview

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



Key Metrics	Historical Sparkbars	3-2023	3-2024	% Change	YTD 2023	YTD 2024	% Change
<b>New Listings</b>		114	<b>167</b>	+ 46.5%	335	<b>465</b>	+ 38.8%
<b>Pending Sales</b>		87	<b>86</b>	- 1.1%	273	<b>266</b>	- 2.6%
<b>Closed Sales</b>		122	<b>93</b>	- 23.8%	243	<b>251</b>	+ 3.3%
<b>Days on Market Until Sale</b>		132	<b>85</b>	- 35.6%	111	<b>78</b>	- 29.7%
<b>Median Sales Price</b>		\$798,250	<b>\$1,300,000</b>	+ 62.9%	\$800,000	<b>\$830,000</b>	+ 3.8%
<b>Average Sales Price</b>		\$1,168,922	<b>\$1,592,609</b>	+ 36.2%	\$1,186,975	<b>\$1,297,977</b>	+ 9.4%
<b>Percent of List Price Received</b>		98.5%	<b>98.2%</b>	- 0.3%	98.4%	<b>97.7%</b>	- 0.7%
<b>Housing Affordability Index</b>		52	<b>31</b>	- 40.4%	52	<b>48</b>	- 7.7%
<b>Inventory of Homes for Sale</b>		238	<b>489</b>	+ 105.5%	—	—	—
<b>Months Supply of Inventory</b>		2.6	<b>6.4</b>	+ 146.2%	—	—	—

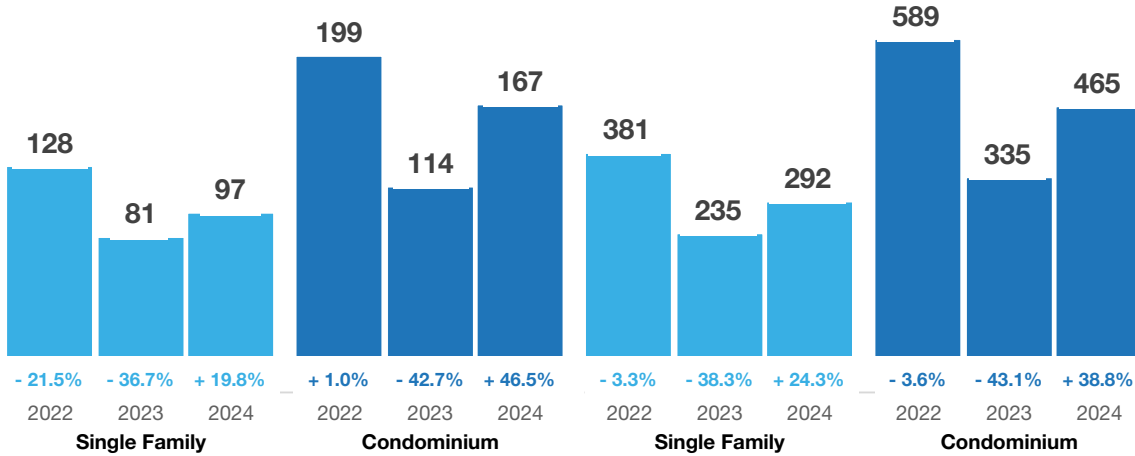
# New Listings

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



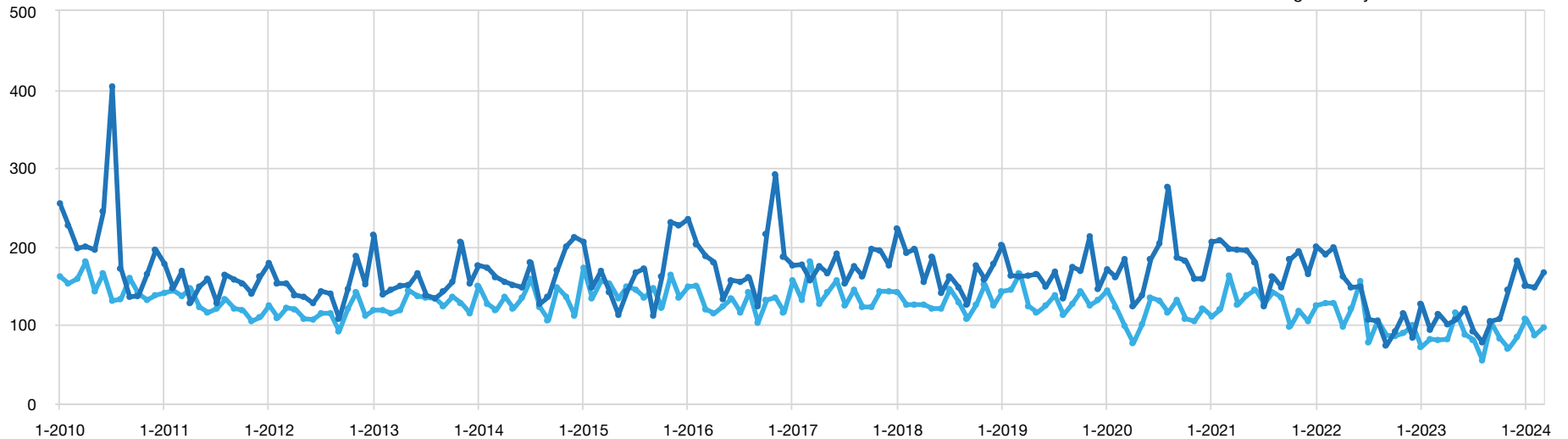
## March

## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2023	82	-16.3%	101	-37.7%
May-2023	116	-4.1%	107	-27.7%
Jun-2023	88	-43.6%	121	-18.8%
Jul-2023	81	+3.8%	92	-14.0%
Aug-2023	55	-48.1%	78	-25.7%
Sep-2023	103	+18.4%	105	+41.9%
Oct-2023	83	-3.5%	108	+17.4%
Nov-2023	70	-22.2%	145	+26.1%
Dec-2023	85	-15.0%	182	+116.7%
Jan-2024	108	+50.0%	150	+18.1%
Feb-2024	87	+6.1%	148	+57.4%
<b>Mar-2024</b>	<b>97</b>	<b>+19.8%</b>	<b>167</b>	<b>+46.5%</b>
12-Month Avg	88	-8.3%	125	+9.6%

## Historical New Listings by Month



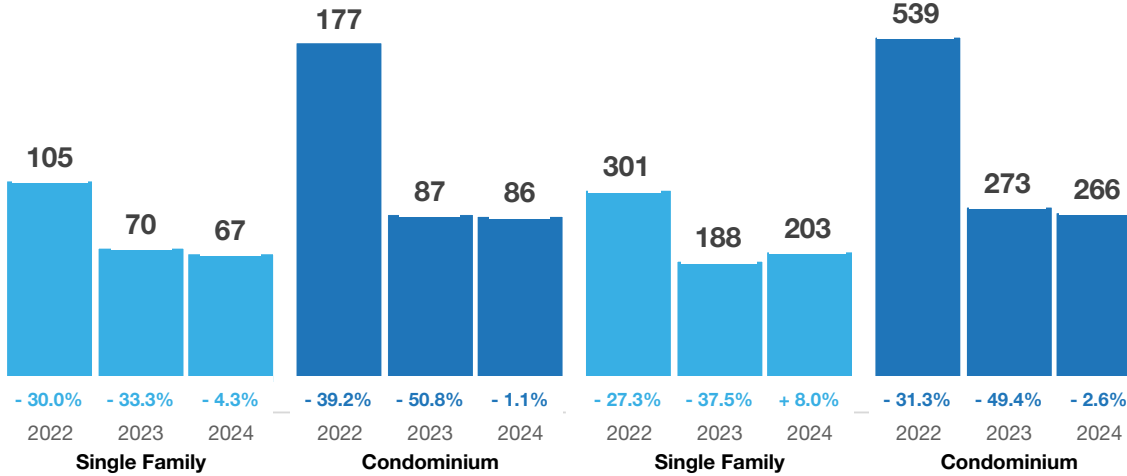
# Pending Sales

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



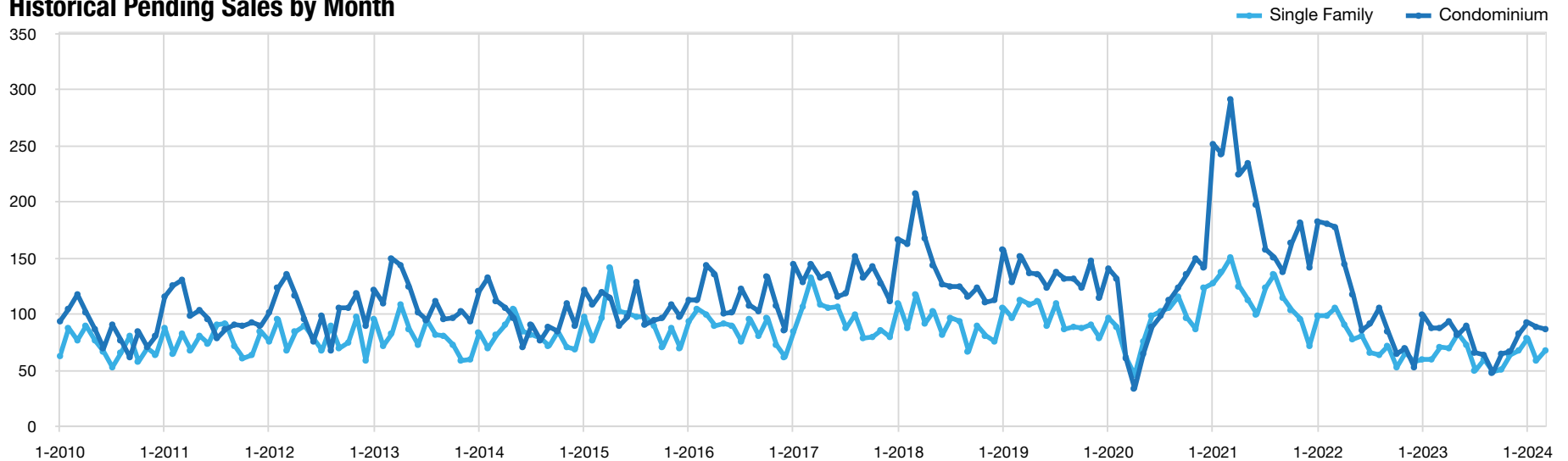
## March

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2023	69	-23.3%	93	-35.4%
May-2023	82	+6.5%	81	-30.8%
Jun-2023	72	-10.0%	89	+4.7%
Jul-2023	49	-24.6%	65	-28.6%
Aug-2023	59	-6.3%	63	-40.0%
Sep-2023	48	-32.4%	47	-44.0%
Oct-2023	50	-3.8%	64	0.0%
Nov-2023	63	-3.1%	66	-4.3%
Dec-2023	67	+17.5%	82	+57.7%
Jan-2024	78	+32.2%	92	-7.1%
Feb-2024	58	-1.7%	88	+1.1%
<b>Mar-2024</b>	<b>67</b>	<b>-4.3%</b>	<b>86</b>	<b>-1.1%</b>
12-Month Avg	64	-4.5%	76	-15.6%

## Historical Pending Sales by Month



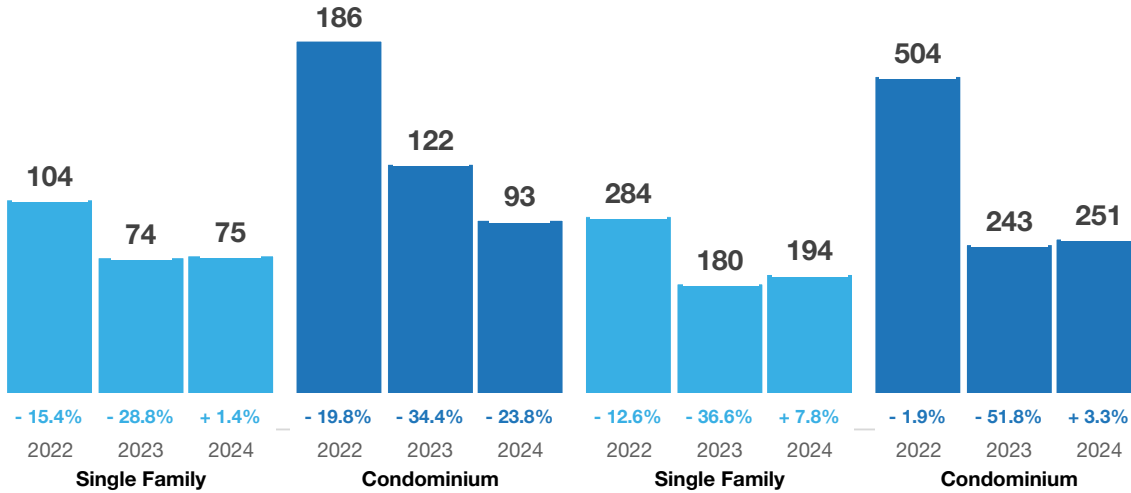
# Closed Sales

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



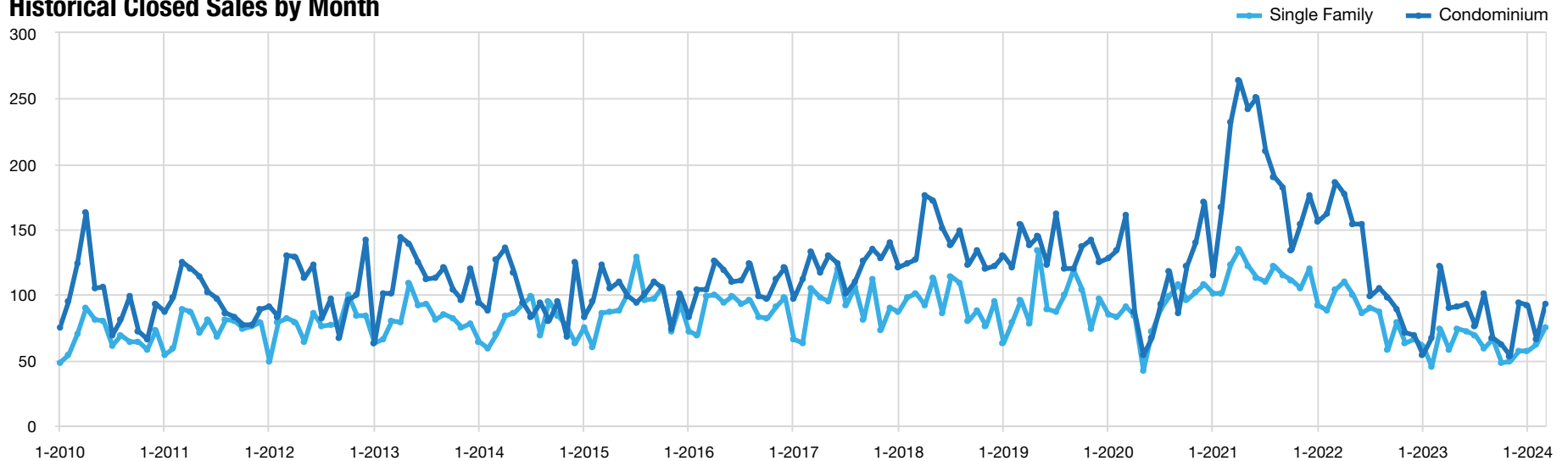
## March

## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2023	58	- 47.3%	90	- 49.2%
May-2023	74	- 26.0%	91	- 40.9%
Jun-2023	72	- 16.3%	93	- 39.6%
Jul-2023	69	- 23.3%	76	- 23.2%
Aug-2023	59	- 32.2%	101	- 3.8%
Sep-2023	66	+ 13.8%	67	- 31.6%
Oct-2023	48	- 39.2%	62	- 30.3%
Nov-2023	49	- 22.2%	53	- 25.4%
Dec-2023	57	- 13.6%	94	+ 36.2%
Jan-2024	57	- 6.6%	92	+ 70.4%
Feb-2024	62	+ 37.8%	66	- 1.5%
<b>Mar-2024</b>	<b>75</b>	<b>+ 1.4%</b>	<b>93</b>	<b>- 23.8%</b>
12-Month Avg	62	- 19.5%	82	- 21.9%

## Historical Closed Sales by Month



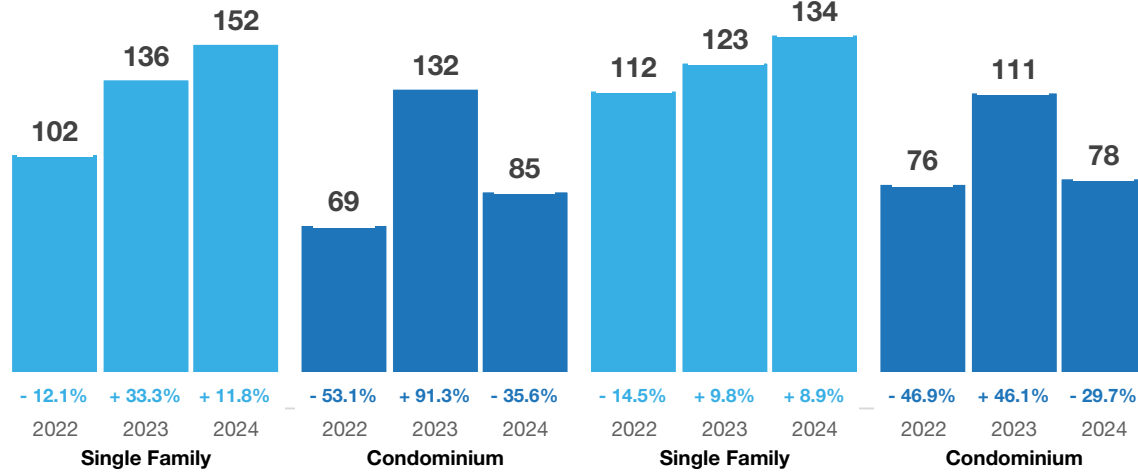
# Days on Market Until Sale

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



## March

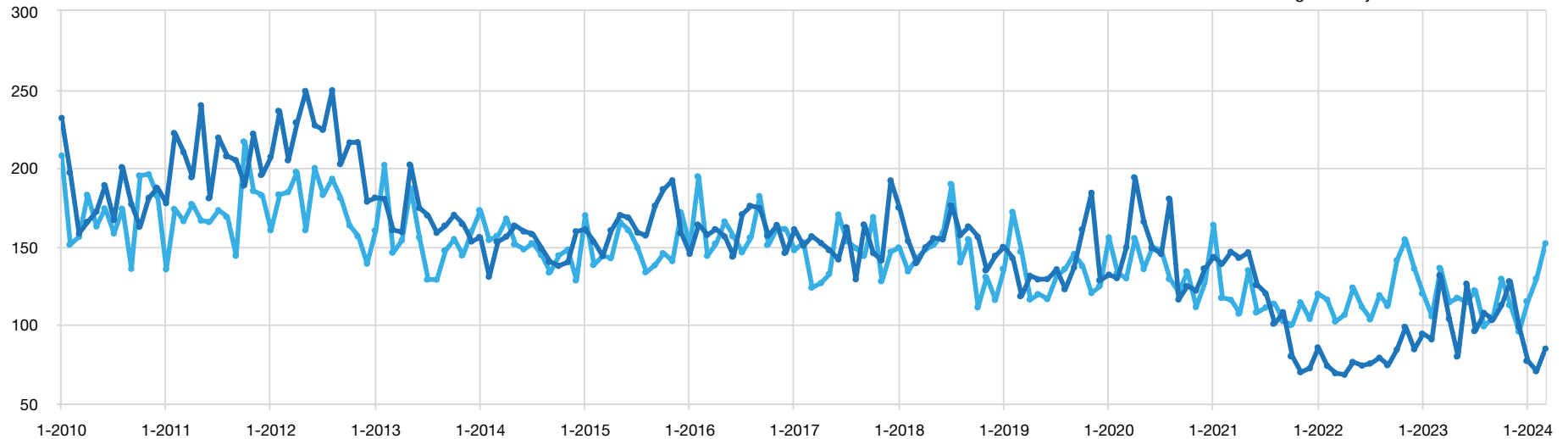
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2023	114	+ 6.5%	104	+ 52.9%
May-2023	117	- 5.6%	80	+ 5.3%
Jun-2023	114	+ 2.7%	126	+ 70.3%
Jul-2023	122	+ 17.3%	96	+ 26.3%
Aug-2023	99	- 16.8%	108	+ 36.7%
Sep-2023	105	- 6.3%	103	+ 39.2%
Oct-2023	129	- 8.5%	113	+ 34.5%
Nov-2023	113	- 27.1%	128	+ 29.3%
Dec-2023	96	- 29.4%	99	+ 16.5%
Jan-2024	115	- 4.2%	77	- 18.1%
Feb-2024	130	+ 22.6%	71	- 22.0%
<b>Mar-2024</b>	<b>152</b>	<b>+ 11.8%</b>	<b>85</b>	<b>- 35.6%</b>
12-Month Avg*	118	- 3.2%	98	+ 17.1%

\* Days on Market for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



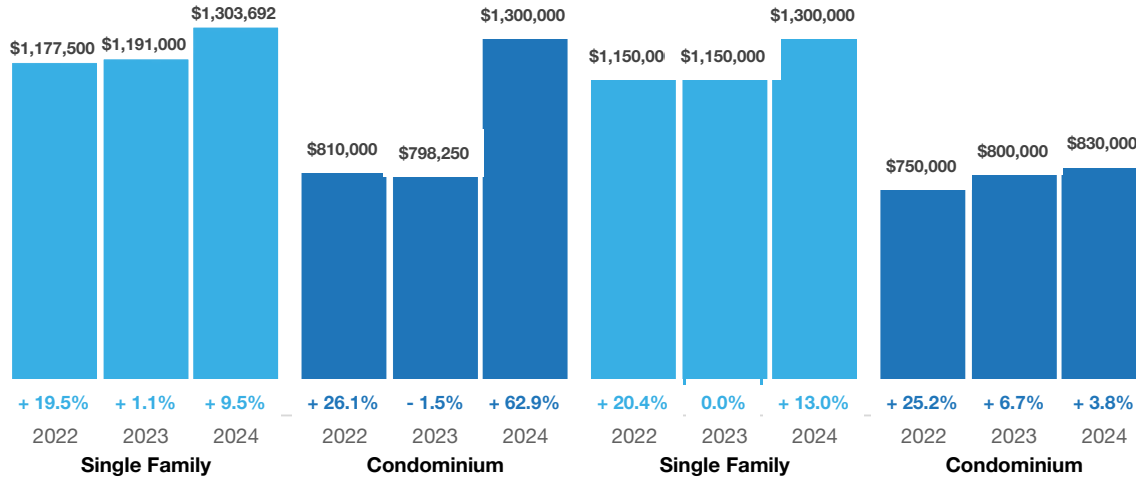
# Median Sales Price

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



## March

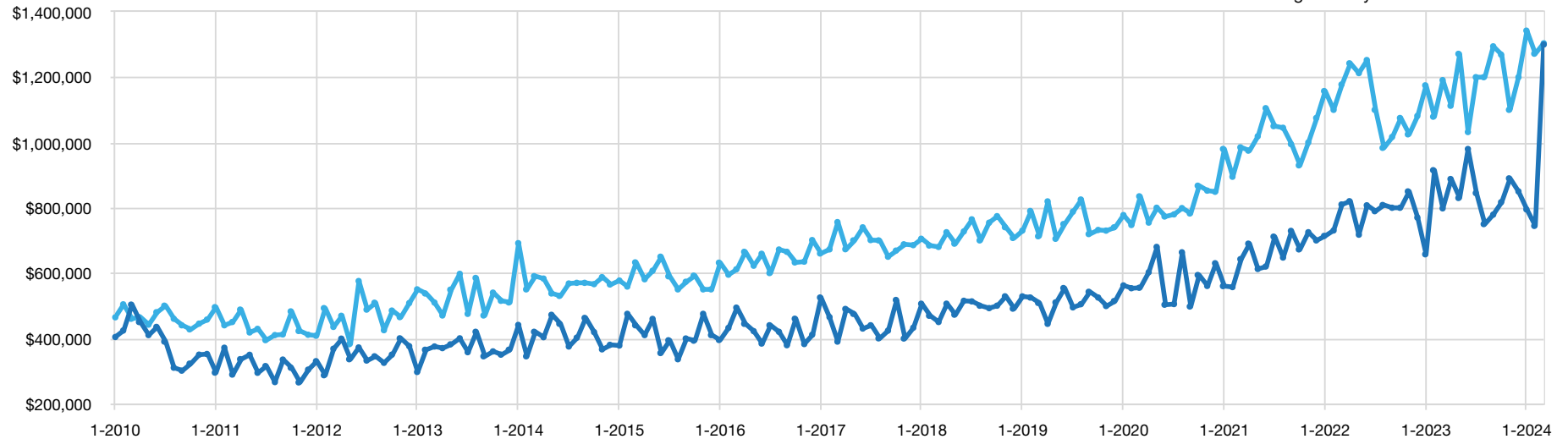
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2023	\$1,112,500	- 10.5%	\$888,000	+ 8.3%
May-2023	\$1,271,500	+ 4.9%	\$830,000	+ 15.7%
Jun-2023	\$1,032,000	- 17.6%	\$979,900	+ 21.3%
Jul-2023	\$1,200,000	+ 9.1%	\$845,000	+ 7.0%
Aug-2023	\$1,200,000	+ 22.0%	\$750,000	- 7.2%
Sep-2023	\$1,294,500	+ 27.3%	\$779,000	- 2.6%
Oct-2023	\$1,269,025	+ 18.0%	\$817,000	+ 2.1%
Nov-2023	\$1,100,000	+ 7.3%	\$890,000	+ 4.7%
Dec-2023	\$1,200,000	+ 11.0%	\$850,000	+ 10.4%
Jan-2024	\$1,342,581	+ 14.3%	\$795,000	+ 20.9%
Feb-2024	\$1,272,000	+ 17.9%	\$744,500	- 18.6%
<b>Mar-2024</b>	<b>\$1,303,692</b>	<b>+ 9.5%</b>	<b>\$1,300,000</b>	<b>+ 62.9%</b>
12-Month Avg*	\$1,220,500	+ 11.0%	\$840,000	+ 5.1%

\* Median Sales Price for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



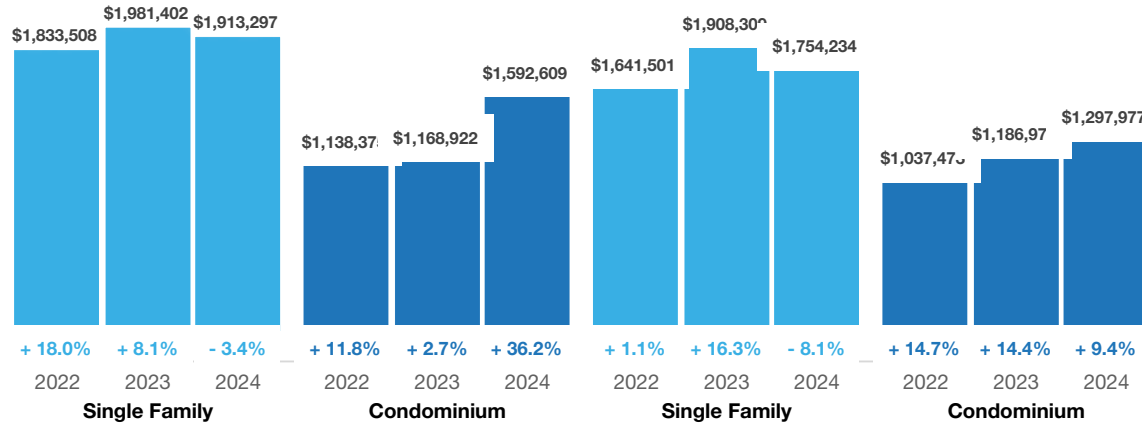
# Average Sales Price

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



## March

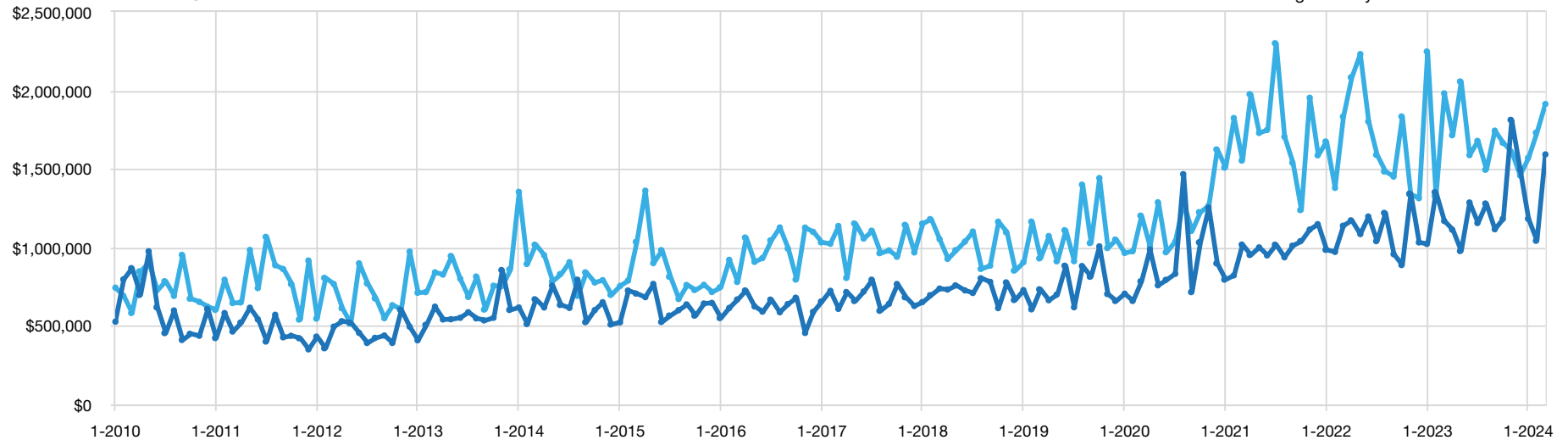
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2023	\$1,714,647	-17.7%	\$1,113,644	-5.0%
May-2023	\$2,056,937	-7.8%	\$977,545	-9.9%
Jun-2023	\$1,588,228	-11.9%	\$1,286,274	+7.5%
Jul-2023	\$1,678,715	+5.6%	\$1,155,886	+11.1%
Aug-2023	\$1,495,048	+0.7%	\$1,279,985	+4.9%
Sep-2023	\$1,743,736	+20.1%	\$1,116,165	+16.6%
Oct-2023	\$1,666,572	-9.1%	\$1,182,228	+33.1%
Nov-2023	\$1,610,986	+20.3%	\$1,812,397	+34.9%
Dec-2023	\$1,458,679	+11.0%	\$1,497,972	+45.1%
Jan-2024	\$1,570,205	-30.1%	\$1,183,108	+15.7%
Feb-2024	\$1,731,006	+30.4%	\$1,042,935	-22.9%
<b>Mar-2024</b>	<b>\$1,913,297</b>	<b>-3.4%</b>	<b>\$1,592,609</b>	<b>+36.2%</b>
12-Month Avg*	\$1,699,117	-3.8%	\$1,264,493	+12.3%

\* Avg. Sales Price for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

## Historical Average Sales Price by Month





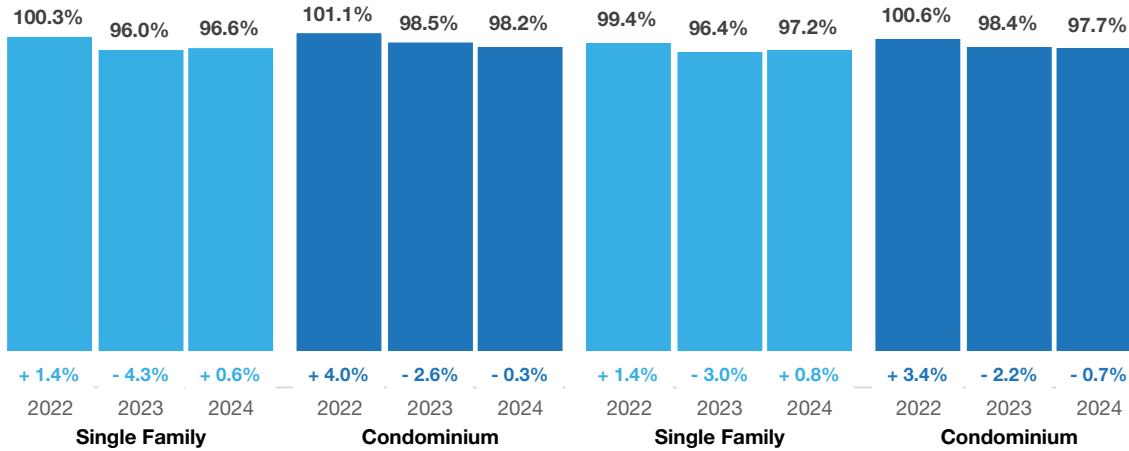
# Percent of List Price Received

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.



## March

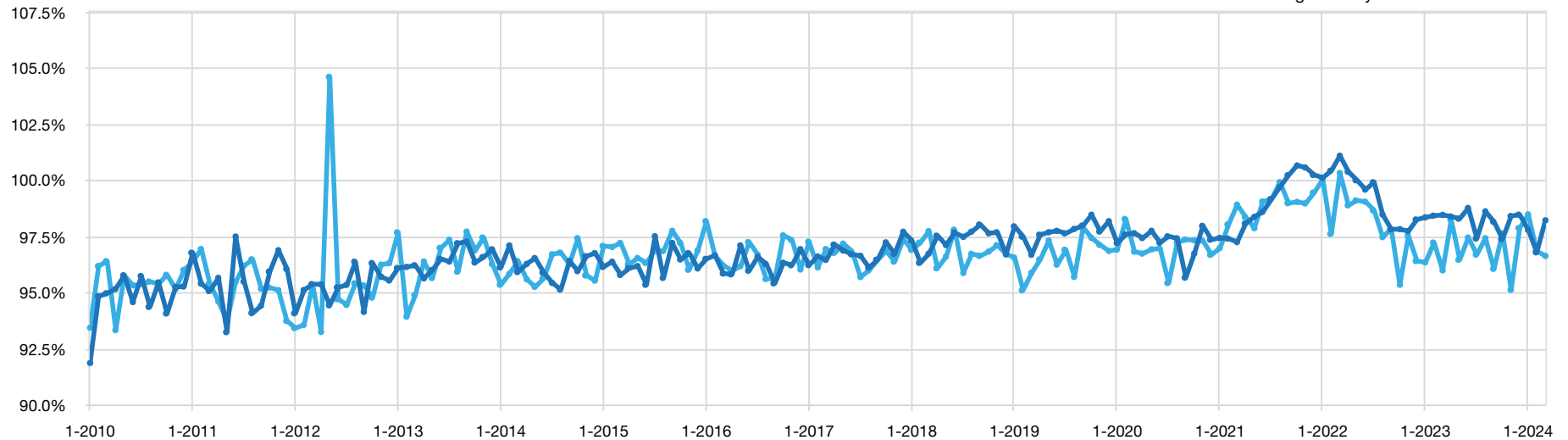
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2023	98.2%	- 0.7%	98.4%	- 2.0%
May-2023	96.5%	- 2.6%	98.3%	- 1.7%
Jun-2023	97.4%	- 1.6%	98.8%	- 0.8%
Jul-2023	96.7%	- 2.0%	97.4%	- 2.5%
Aug-2023	97.4%	- 0.1%	98.6%	+ 0.1%
Sep-2023	96.0%	- 1.8%	98.1%	+ 0.3%
Oct-2023	97.6%	+ 2.4%	97.4%	- 0.4%
Nov-2023	95.1%	- 2.5%	98.4%	+ 0.7%
Dec-2023	97.9%	+ 1.6%	98.5%	+ 0.3%
Jan-2024	98.5%	+ 2.3%	97.8%	- 0.5%
Feb-2024	96.8%	- 0.4%	96.8%	- 1.6%
<b>Mar-2024</b>	<b>96.6%</b>	<b>+ 0.6%</b>	<b>98.2%</b>	<b>- 0.3%</b>
12-Month Avg*	97.0%	- 0.6%	98.1%	- 0.9%

\* Pct. of List Price Received for all properties from April 2023 through March 2024. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



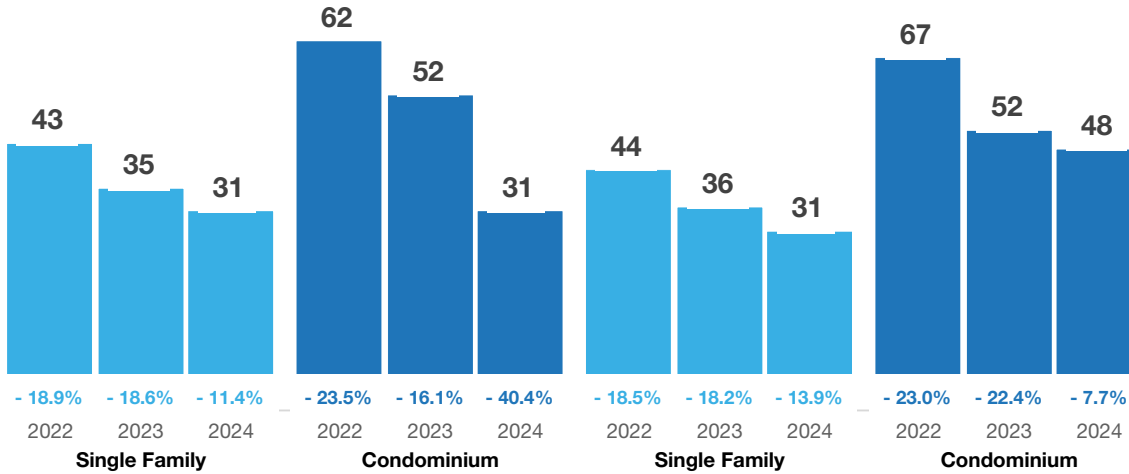
# Housing Affordability Index

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.



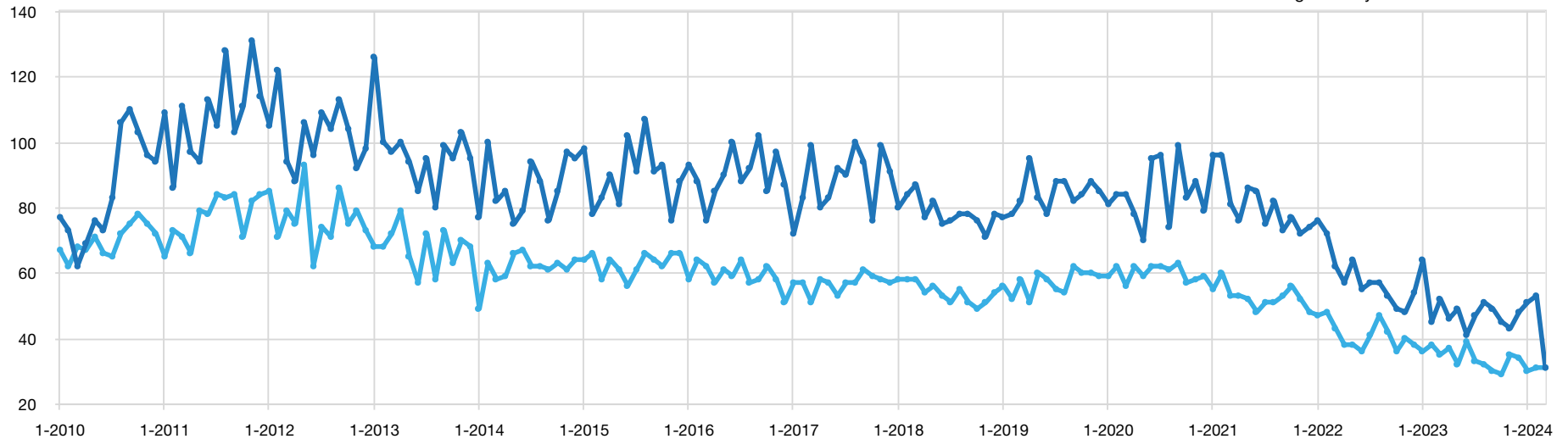
## March

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2023	37	- 2.6%	46	- 19.3%
May-2023	32	- 15.8%	49	- 23.4%
Jun-2023	39	+ 8.3%	41	- 25.5%
Jul-2023	33	- 19.5%	47	- 17.5%
Aug-2023	32	- 31.9%	51	- 10.5%
Sep-2023	30	- 28.6%	49	- 7.5%
Oct-2023	29	- 19.4%	45	- 8.2%
Nov-2023	35	- 12.5%	43	- 10.4%
Dec-2023	34	- 10.5%	48	- 11.1%
Jan-2024	30	- 16.7%	51	- 20.3%
Feb-2024	31	- 18.4%	53	+ 17.8%
<b>Mar-2024</b>	<b>31</b>	<b>- 11.4%</b>	<b>31</b>	<b>- 40.4%</b>
12-Month Avg	33	- 15.4%	46	- 16.4%

## Historical Housing Affordability Index by Month

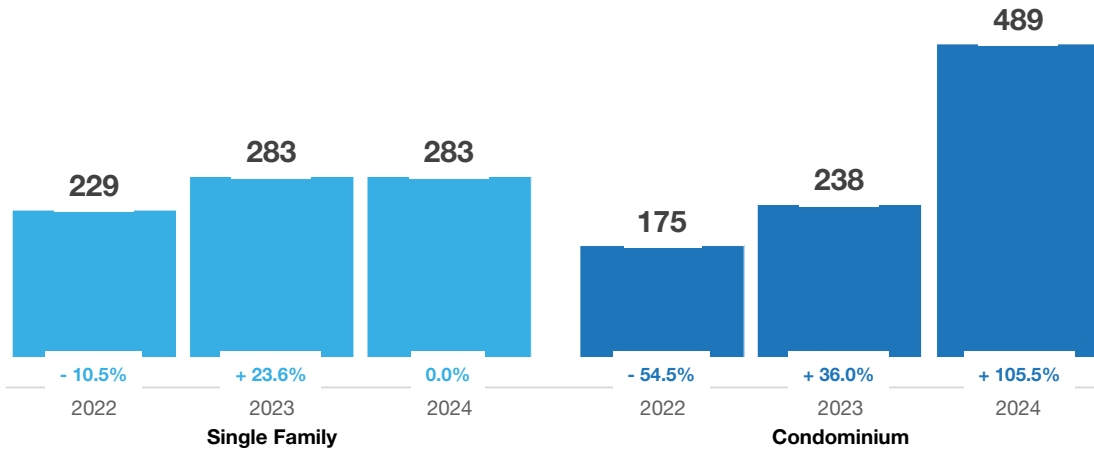


# Inventory of Homes for Sale

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

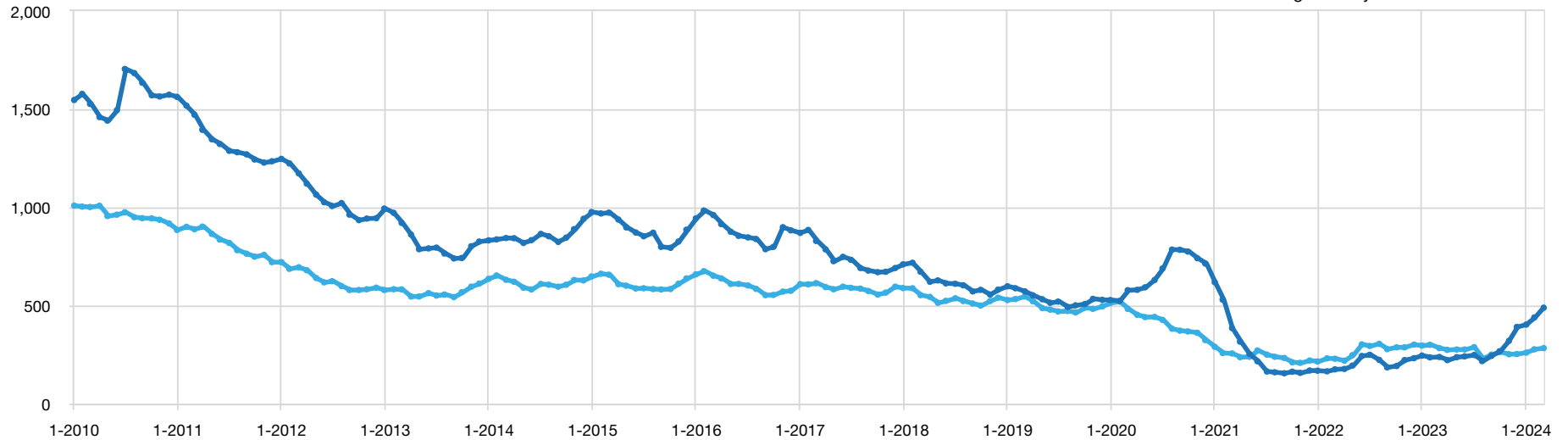


## March



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2023	274	+ 25.1%	222	+ 25.4%
May-2023	276	+ 11.7%	237	+ 22.2%
Jun-2023	276	- 8.6%	241	- 0.8%
Jul-2023	288	- 2.0%	248	- 0.4%
Aug-2023	230	- 24.6%	217	- 2.7%
Sep-2023	250	- 10.1%	244	+ 31.9%
Oct-2023	263	- 8.4%	267	+ 39.1%
Nov-2023	252	- 12.2%	320	+ 44.1%
Dec-2023	253	- 15.9%	391	+ 68.5%
Jan-2024	260	- 12.2%	403	+ 64.5%
Feb-2024	277	- 7.7%	439	+ 86.0%
<b>Mar-2024</b>	<b>283</b>	<b>0.0%</b>	<b>489</b>	<b>+ 105.5%</b>
12-Month Avg	265	- 6.4%	310	+ 40.9%

## Historical Inventory of Homes for Sale by Month

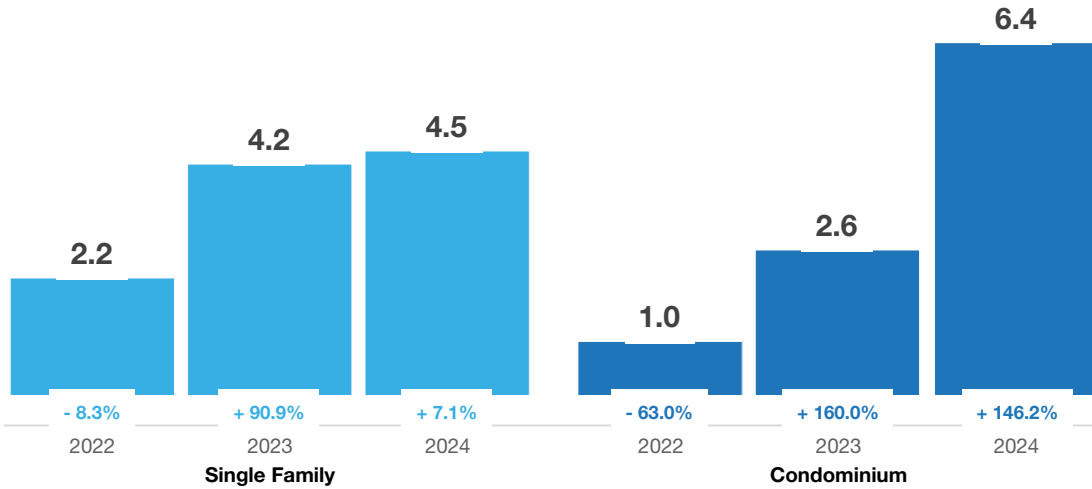


# Months Supply of Inventory

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.



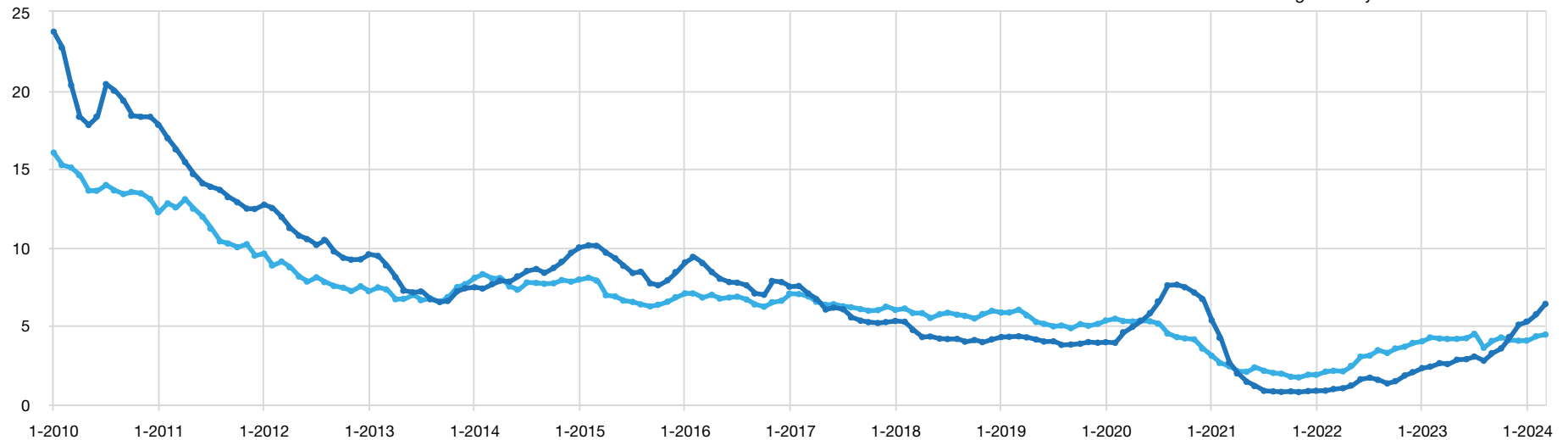
## March



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Apr-2023	4.2	+ 100.0%	2.6	+ 160.0%
May-2023	4.2	+ 68.0%	2.9	+ 141.7%
Jun-2023	4.2	+ 40.0%	2.9	+ 81.3%
Jul-2023	4.5	+ 45.2%	3.1	+ 82.4%
Aug-2023	3.6	+ 2.9%	2.8	+ 75.0%
Sep-2023	4.0	+ 21.2%	3.3	+ 153.8%
Oct-2023	4.3	+ 19.4%	3.6	+ 140.0%
Nov-2023	4.1	+ 10.8%	4.3	+ 126.3%
Dec-2023	4.1	+ 5.1%	5.1	+ 142.9%
Jan-2024	4.1	+ 2.5%	5.3	+ 130.4%
Feb-2024	4.3	0.0%	5.7	+ 137.5%
<b>Mar-2024</b>	<b>4.5</b>	<b>+ 7.1%</b>	<b>6.4</b>	<b>+ 146.2%</b>
12-Month Avg*	4.2	+ 21.6%	4.0	+ 125.1%

\* Months Supply for all properties from April 2023 through March 2024. 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	3-2023	3-2024	% Change	YTD 2023	YTD 2024	% Change
<b>New Listings</b>		223	<b>279</b>	+ 25.1%	647	<b>833</b>	+ 28.7%
<b>Pending Sales</b>		169	<b>161</b>	- 4.7%	500	<b>506</b>	+ 1.2%
<b>Closed Sales</b>		209	<b>185</b>	- 11.5%	473	<b>508</b>	+ 7.4%
<b>Days on Market Until Sale</b>		136	<b>113</b>	- 16.9%	124	<b>103</b>	- 16.9%
<b>Median Sales Price</b>		\$899,000	<b>\$1,250,000</b>	+ 39.0%	\$899,950	<b>\$1,125,000</b>	+ 25.0%
<b>Average Sales Price</b>		\$1,461,805	<b>\$1,680,294</b>	+ 14.9%	\$1,454,707	<b>\$1,643,124</b>	+ 13.0%
<b>Percent of List Price Received</b>		97.2%	<b>97.6%</b>	+ 0.4%	97.4%	<b>97.4%</b>	0.0%
<b>Housing Affordability Index</b>		46	<b>32</b>	- 30.4%	46	<b>35</b>	- 23.9%
<b>Inventory of Homes for Sale</b>		686	<b>939</b>	+ 36.9%	—	—	—
<b>Months Supply of Inventory</b>		3.9	<b>6.1</b>	+ 56.4%	—	—	—

# Single Family Monthly Sales Volume

## March 2024



Area Name	March 2024			February 2024			March 2023		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	7	\$16,348,000	\$1,500,000	1	\$975,000	\$975,000	4	\$5,311,460	\$1,267,500
Hana	1	\$1,650,000	\$1,650,000	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	1	\$2,950,000	\$2,950,000	1	\$20,750,000	\$20,750,000
Kahakuloa	1	\$1,415,000	\$1,415,000	0	--	--	0	--	--
Kahului	8	\$9,639,000	\$1,195,000	8	\$10,357,020	\$1,270,760	6	\$6,306,505	\$975,000
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	9	\$15,326,000	\$1,490,000	7	\$8,140,000	\$1,150,000	19	\$21,009,000	\$1,070,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	4	\$7,340,075	\$1,367,688	4	\$4,475,000	\$1,147,500	7	\$10,355,000	\$1,200,000
Lahaina	6	\$19,932,500	\$3,503,750	0	--	--	7	\$35,398,758	\$3,900,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	6	\$6,380,000	\$1,075,000	11	\$13,368,725	\$1,095,000	5	\$7,392,000	\$1,200,000
Maui Meadows	1	\$1,700,000	\$1,700,000	3	\$7,050,000	\$2,200,000	1	\$800,000	\$800,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	4	\$5,130,000	\$1,190,000	3	\$4,914,216	\$1,840,000	3	\$3,245,000	\$820,000
Olowalu	0	--	--	0	--	--	1	\$2,100,000	\$2,100,000
Pukalani	0	--	--	1	\$900,000	\$900,000	4	\$4,413,000	\$1,207,500
Spreckelsville/Paia/Kuau	2	\$8,990,000	\$4,495,000	2	\$6,275,000	\$3,137,500	0	--	--
Wailea/Makena	4	\$28,825,000	\$3,812,500	6	\$31,545,000	\$4,057,500	2	\$15,650,000	\$7,825,000
Wailuku	15	\$16,338,692	\$1,099,000	12	\$14,640,422	\$1,292,000	13	\$13,493,000	\$1,013,000
Lanai	0	--	--	1	\$905,000	\$905,000	0	--	--
Molokai	7	\$4,483,000	\$510,000	2	\$827,000	\$413,500	1	\$400,000	\$400,000
<b>All MLS</b>	<b>75</b>	<b>\$143,497,267</b>	<b>\$1,303,692</b>	<b>62</b>	<b>\$107,322,383</b>	<b>\$1,272,000</b>	<b>74</b>	<b>\$146,623,723</b>	<b>\$1,191,000</b>

# Condominium Monthly Sales Volume

## March 2024



Area Name	March 2024			February 2024			March 2023		
	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	9	\$16,120,000	\$1,350,000	3	\$4,210,000	\$1,275,000	5	\$7,759,000	\$1,180,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	2	\$455,000	\$227,500	6	\$1,809,500	\$252,750	4	\$1,008,000	\$263,000
Kapalua	1	\$2,795,000	\$2,795,000	1	\$2,950,000	\$2,950,000	2	\$3,920,000	\$1,960,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	28	\$28,564,999	\$825,000	30	\$26,962,734	\$745,000	56	\$47,269,500	\$795,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	0	--	--	1	\$95,000	\$95,000	10	\$10,201,500	\$865,000
Maalaea	1	\$599,000	\$599,000	1	\$639,000	\$639,000	6	\$5,194,500	\$834,500
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	13	\$9,890,750	\$700,000	16	\$12,042,000	\$769,500	16	\$12,825,000	\$770,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$1,994,000	\$997,000	0	--	--	2	\$1,729,000	\$864,500
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	27	\$79,856,850	\$2,504,550	4	\$18,055,000	\$3,175,000	9	\$47,103,500	\$2,362,500
Wailuku	7	\$4,367,000	\$637,000	2	\$1,521,000	\$760,500	6	\$3,437,000	\$490,000
Lanai	1	\$3,055,000	\$3,055,000	0	--	--	0	--	--
Molokai	2	\$415,000	\$207,500	2	\$549,500	\$274,750	6	\$2,161,500	\$385,000
<b>All MLS</b>	<b>93</b>	<b>\$148,112,599</b>	<b>\$1,300,000</b>	<b>66</b>	<b>\$68,833,734</b>	<b>\$744,500</b>	<b>122</b>	<b>\$142,608,500</b>	<b>\$798,250</b>

# Land Monthly Sales Volume

## March 2024



Area Name	March 2024			February 2024			March 2023		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	3	\$2,125,500	\$555,000	1	\$175,000	\$175,000	1	\$875,000	\$875,000
Hana	0	--	--	0	--	--	3	\$1,590,000	\$500,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$1,075,000	\$1,075,000	1	\$1,100,000	\$1,100,000	2	\$2,065,000	\$1,032,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	0	--	--	0	--	--
Kaupo	0	--	--	1	\$630,000	\$630,000	0	--	--
Keanae	0	--	--	1	\$665,000	\$665,000	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$677,000	\$677,000	1	\$775,000	\$775,000	2	\$2,450,000	\$1,225,000
Lahaina	4	\$2,790,000	\$782,500	3	\$1,700,000	\$500,000	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	1	\$1,550,000	\$1,550,000	0	--	--	2	\$1,900,000	\$950,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	1	\$4,200,000	\$4,200,000	0	--	--
Olowalu	0	--	--	0	--	--	1	\$780,000	\$780,000
Pukalani	0	--	--	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	1	\$2,350,000	\$2,350,000	0	--	--	0	--	--
Wailea/Makena	2	\$7,700,000	\$3,850,000	12	\$61,475,000	\$4,100,000	1	\$6,000,000	\$6,000,000
Wailuku	1	\$357,000	\$357,000	0	--	--	1	\$625,000	\$625,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	3	\$620,000	\$67,500	0	--	--	0	--	--
<b>All MLS</b>	<b>17</b>	<b>\$19,244,500</b>	<b>\$677,000</b>	<b>21</b>	<b>\$70,720,000</b>	<b>\$2,250,000</b>	<b>13</b>	<b>\$16,285,000</b>	<b>\$875,000</b>



# Single Family Sales – Year to Date

## March 2024 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-24 YTD Sales	Mar-23 YTD Sales	Unit Change	Percent Change	Mar-24 YTD Average	Mar-23 YTD Average	Dollar Change	Percent Change	Mar-24 YTD Median	Mar-23 YTD Median	Dollar Change	Percent Change	Mar-24 YTD Volume	Mar-23 YTD Volume	Dollar Change	Percent Change
Haiku	16	17	-1	-5.9%	\$1,899,250	\$1,752,615	+\$146,635	+8.4%	\$1,425,000	\$1,400,000	+\$25,000	+1.8%	\$30,388,000	\$29,794,460	+\$593,540	+2.0%
Hana	1	0	+1	--	\$1,650,000	--	--	--	\$1,650,000	--	--	--	\$1,650,000	\$0	+\$1,650,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	3	2	+1	+50.0%	\$2,650,000	\$12,150,000	-\$9,500,000	-78.2%	\$2,700,000	\$12,150,000	-\$9,450,000	-77.8%	\$7,950,000	\$24,300,000	-\$16,350,000	-67.3%
Kahakuloa	1	0	+1	--	\$1,415,000	--	--	--	\$1,415,000	--	--	--	\$1,415,000	\$0	+\$1,415,000	--
Kahului	23	25	-2	-8.0%	\$1,222,462	\$975,050	+\$247,412	+25.4%	\$1,195,600	\$936,000	+\$259,600	+27.7%	\$28,116,620	\$24,376,255	+\$3,740,365	+15.3%
Kapalua	0	2	-2	-100.0%	--	\$4,962,500	--	--	--	\$4,962,500	--	--	\$0	\$9,925,000	-\$9,925,000	-100.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	27	28	-1	-3.6%	\$1,469,111	\$1,222,464	+\$246,647	+20.2%	\$1,280,000	\$1,160,000	+\$120,000	+10.3%	\$39,666,000	\$34,229,000	+\$5,437,000	+15.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	9	13	-4	-30.8%	\$1,679,453	\$1,415,769	+\$263,684	+18.6%	\$1,170,000	\$1,305,000	-\$135,000	-10.3%	\$15,115,075	\$18,405,000	-\$3,289,925	-17.9%
Lahaina	7	14	-7	-50.0%	\$2,969,750	\$4,180,268	-\$1,210,518	-29.0%	\$3,500,000	\$2,650,000	+\$850,000	+32.1%	\$20,788,250	\$58,523,758	-\$37,735,508	-64.5%
Maalaea	1	0	+1	--	\$2,933,006	--	--	--	\$2,933,006	--	--	--	\$2,933,006	\$0	+\$2,933,006	--
Makawao/Olinda/Haliimaile	21	8	+13	+162.5%	\$1,123,654	\$1,560,862	-\$437,208	-28.0%	\$1,050,000	\$1,094,500	-\$44,500	-4.1%	\$23,596,725	\$12,486,892	+\$11,109,833	+89.0%
Maui Meadows	5	4	+1	+25.0%	\$2,302,000	\$2,442,250	-\$140,250	-5.7%	\$2,200,000	\$2,489,500	-\$289,500	-11.6%	\$11,510,000	\$9,769,000	+\$1,741,000	+17.8%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	11	7	+4	+57.1%	\$1,545,383	\$1,299,286	+\$246,098	+18.9%	\$1,690,000	\$1,350,000	+\$340,000	+25.2%	\$16,999,216	\$9,094,999	+\$7,904,217	+86.9%
Olowalu	0	1	-1	-100.0%	--	\$2,100,000	--	--	--	\$2,100,000	--	--	\$0	\$2,100,000	-\$2,100,000	-100.0%
Pukalani	4	7	-3	-42.9%	\$1,057,500	\$1,114,000	-\$56,500	-5.1%	\$902,500	\$1,150,000	-\$247,500	-21.5%	\$4,230,000	\$7,798,000	-\$3,568,000	-45.8%
Spreckelsville/Paia/Kuau	5	2	+3	+150.0%	\$3,428,000	\$1,701,802	+\$1,726,199	+101.4%	\$3,175,000	\$1,701,802	+\$1,473,199	+86.6%	\$17,140,000	\$3,403,603	+\$13,736,397	+403.6%
Wailea/Makena	11	6	+5	+83.3%	\$6,122,541	\$9,942,749	-\$3,820,208	-38.4%	\$4,350,000	\$5,750,000	-\$1,400,000	-24.3%	\$67,347,950	\$59,656,491	+\$7,691,459	+12.9%
Wailuku	38	35	+3	+8.6%	\$1,181,197	\$993,661	+\$187,536	+18.9%	\$1,287,000	\$950,000	+\$337,000	+35.5%	\$44,885,495	\$34,778,150	+\$10,107,345	+29.1%
Lanai	1	3	-2	-66.7%	\$905,000	\$736,667	+\$168,333	+22.9%	\$905,000	\$740,000	+\$165,000	+22.3%	\$905,000	\$2,210,000	-\$1,305,000	-59.0%
Molokai	10	6	+4	+66.7%	\$568,500	\$440,833	+\$127,667	+29.0%	\$448,500	\$365,000	+\$83,500	+22.9%	\$5,685,000	\$2,645,000	+\$3,040,000	+114.9%
All MLS	194	180	+14	+7.8%	\$1,754,234	\$1,908,309	-\$154,075	-8.1%	\$1,300,000	\$1,150,000	+\$150,000	+13.0%	\$340,321,337	\$343,495,608	-\$3,174,271	-0.9%

# Total Condominium Sales – Year to Date

## March 2024 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-24 YTD Sales	Mar-23 YTD Sales	Unit Change	Percent Change	Mar-24 YTD Average	Mar-23 YTD Average	Dollar Change	Percent Change	Mar-24 YTD Median	Mar-23 YTD Median	Dollar Change	Percent Change	Mar-24 YTD Volume	Mar-23 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	23	15	+8	+53.3%	\$1,613,261	\$1,883,933	-\$270,672	-14.4%	\$1,550,000	\$1,975,000	-\$425,000	-21.5%	\$37,105,000	\$28,259,000	+\$8,846,000	+31.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	13	7	+6	+85.7%	\$269,885	\$257,571	+\$12,313	+4.8%	\$251,000	\$275,000	-\$24,000	-8.7%	\$3,508,500	\$1,803,000	+\$1,705,500	+94.6%
Kapalua	2	7	-5	-71.4%	\$2,872,500	\$1,862,143	+\$1,010,357	+54.3%	\$2,872,500	\$1,695,000	+\$1,177,500	+69.5%	\$5,745,000	\$13,035,000	-\$7,290,000	-55.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	91	97	-6	-6.2%	\$932,321	\$866,360	+\$65,961	+7.6%	\$785,000	\$799,000	-\$14,000	-1.8%	\$84,841,233	\$84,036,900	+\$804,333	+1.0%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	1	24	-23	-95.8%	\$95,000	\$1,043,563	-\$948,563	-90.9%	\$95,000	\$865,000	-\$770,000	-89.0%	\$95,000	\$25,045,500	-\$24,950,500	-99.6%
Maalaea	6	13	-7	-53.8%	\$814,667	\$778,731	+\$35,936	+4.6%	\$792,000	\$729,000	+\$63,000	+8.6%	\$4,888,000	\$10,123,500	-\$5,235,500	-51.7%
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	48	38	+10	+26.3%	\$720,536	\$726,079	-\$5,542	-0.8%	\$687,500	\$691,500	-\$4,000	-0.6%	\$34,585,750	\$27,591,000	+\$6,994,750	+25.4%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	3	2	+1	+50.0%	\$973,333	\$864,500	+\$108,833	+12.6%	\$969,000	\$864,500	+\$104,500	+12.1%	\$2,920,000	\$1,729,000	+\$1,191,000	+68.9%
Spreckelsville/Paia/Kuau	1	0	+1	--	\$838,500	--	--	--	\$838,500	--	--	--	\$838,500	\$0	+\$838,500	--
Wailea/Makena	43	18	+25	+138.9%	\$3,214,017	\$4,759,750	-\$1,545,733	-32.5%	\$2,690,000	\$2,456,250	+\$233,750	+9.5%	\$138,202,749	\$85,675,500	+\$52,527,249	+61.3%
Wailuku	15	13	+2	+15.4%	\$602,867	\$525,000	+\$77,867	+14.8%	\$615,000	\$490,000	+\$125,000	+25.5%	\$9,043,000	\$6,825,000	+\$2,218,000	+32.5%
Lanai	1	1	0	0.0%	\$3,055,000	\$1,650,000	+\$1,405,000	+85.2%	\$3,055,000	\$1,650,000	+\$1,405,000	+85.2%	\$3,055,000	\$1,650,000	+\$1,405,000	+85.2%
Molokai	4	8	-4	-50.0%	\$241,125	\$332,688	-\$91,563	-27.5%	\$267,250	\$365,000	-\$97,750	-26.8%	\$964,500	\$2,661,500	-\$1,697,000	-63.8%
<b>All MLS</b>	<b>251</b>	<b>243</b>	<b>+8</b>	<b>+3.3%</b>	<b>\$1,297,977</b>	<b>\$1,186,975</b>	<b>+\$111,002</b>	<b>+9.4%</b>	<b>\$830,000</b>	<b>\$800,000</b>	<b>+\$30,000</b>	<b>+3.8%</b>	<b>\$325,792,232</b>	<b>\$288,434,900</b>	<b>+\$37,357,332</b>	<b>+13.0%</b>

# Fee Simple Condominium Sales – Year to Date

March 2024 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-24 YTD Sales	Mar-23 YTD Sales	Unit Change	Percent Change	Mar-24 YTD Average	Mar-23 YTD Average	Dollar Change	Percent Change	Mar-24 YTD Median	Mar-23 YTD Median	Dollar Change	Percent Change	Mar-24 YTD Volume	Mar-23 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	22	12	+10	+83.3%	\$1,662,955	\$2,146,583	-\$483,629	-22.5%	\$1,557,500	\$1,995,000	-\$437,500	-21.9%	\$36,585,000	\$25,759,000	+\$10,826,000	+42.0%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	13	7	+6	+85.7%	\$269,885	\$257,571	+\$12,313	+4.8%	\$251,000	\$275,000	-\$24,000	-8.7%	\$3,508,500	\$1,803,000	+\$1,705,500	+94.6%
Kapalua	2	7	-5	-71.4%	\$2,872,500	\$1,862,143	+\$1,010,357	+54.3%	\$2,872,500	\$1,695,000	+\$1,177,500	+69.5%	\$5,745,000	\$13,035,000	-\$7,290,000	-55.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	87	95	-8	-8.4%	\$958,106	\$869,431	+\$88,676	+10.2%	\$790,000	\$799,000	-\$9,000	-1.1%	\$83,355,233	\$82,595,900	+\$759,333	+0.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	1	22	-21	-95.5%	\$95,000	\$1,104,341	-\$1,009,341	-91.4%	\$95,000	\$865,750	-\$770,750	-89.0%	\$95,000	\$24,295,500	-\$24,200,500	-99.6%
Maalaea	3	5	-2	-40.0%	\$1,090,000	\$991,500	+\$98,500	+9.9%	\$1,000,000	\$915,000	+\$85,000	+9.3%	\$3,270,000	\$4,957,500	-\$1,687,500	-34.0%
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	38	28	+10	+35.7%	\$744,092	\$791,786	-\$47,694	-6.0%	\$705,000	\$770,000	-\$65,000	-8.4%	\$28,275,500	\$22,170,000	+\$6,105,500	+27.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	3	2	+1	+50.0%	\$973,333	\$864,500	+\$108,833	+12.6%	\$969,000	\$864,500	+\$104,500	+12.1%	\$2,920,000	\$1,729,000	+\$1,191,000	+68.9%
Spreckelsville/Paia/Kuau	1	0	+1	--	\$838,500	--	--	--	\$838,500	--	--	--	\$838,500	\$0	+\$838,500	--
Wailea/Makena	43	18	+25	+138.9%	\$3,214,017	\$4,759,750	-\$1,545,733	-32.5%	\$2,690,000	\$2,456,250	+\$233,750	+9.5%	\$138,202,749	\$85,675,500	+\$52,527,249	+61.3%
Wailuku	15	13	+2	+15.4%	\$602,867	\$525,000	+\$77,867	+14.8%	\$615,000	\$490,000	+\$125,000	+25.5%	\$9,043,000	\$6,825,000	+\$2,218,000	+32.5%
Lanai	1	1	0	0.0%	\$3,055,000	\$1,650,000	+\$1,405,000	+85.2%	\$3,055,000	\$1,650,000	+\$1,405,000	+85.2%	\$3,055,000	\$1,650,000	+\$1,405,000	+85.2%
Molokai	3	7	-4	-57.1%	\$274,833	\$358,786	-\$83,952	-23.4%	\$275,000	\$380,000	-\$105,000	-27.6%	\$824,500	\$2,511,500	-\$1,687,000	-67.2%
<b>All MLS</b>	<b>232</b>	<b>217</b>	<b>+15</b>	<b>+6.9%</b>	<b>\$1,360,853</b>	<b>\$1,258,096</b>	<b>+\$102,757</b>	<b>+8.2%</b>	<b>\$900,000</b>	<b>\$835,000</b>	<b>+\$65,000</b>	<b>+7.8%</b>	<b>\$315,717,982</b>	<b>\$273,006,900</b>	<b>+\$42,711,082</b>	<b>+15.6%</b>

# Leasehold Condominium Sales – Year to Date

March 2024 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Mar-24 YTD Sales	Mar-23 YTD Sales	Unit Change	Percent Change	Mar-24 YTD Average	Mar-23 YTD Average	Dollar Change	Percent Change	Mar-24 YTD Median	Mar-23 YTD Median	Dollar Change	Percent Change	Mar-24 YTD Volume	Mar-23 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	1	3	-2	-66.7%	\$520,000	\$833,333	-\$313,333	-37.6%	\$520,000	\$650,000	-\$130,000	-20.0%	\$520,000	\$2,500,000	-\$1,980,000	-79.2%
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	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	4	2	+2	+100.0%	\$371,500	\$720,500	-\$349,000	-48.4%	\$386,000	\$720,500	-\$334,500	-46.4%	\$1,486,000	\$1,441,000	+\$45,000	+3.1%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	2	-2	-100.0%	--	\$375,000	--	--	--	\$375,000	--	--	\$0	\$750,000	-\$750,000	-100.0%
Maalaea	3	8	-5	-62.5%	\$539,333	\$645,750	-\$106,417	-16.5%	\$599,000	\$667,500	-\$68,500	-10.3%	\$1,618,000	\$5,166,000	-\$3,548,000	-68.7%
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	10	10	0	0.0%	\$631,025	\$542,100	+\$88,925	+16.4%	\$432,500	\$354,000	+\$78,500	+22.2%	\$6,310,250	\$5,421,000	+\$889,250	+16.4%
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	1	1	0	0.0%	\$140,000	\$150,000	-\$10,000	-6.7%	\$140,000	\$150,000	-\$10,000	-6.7%	\$140,000	\$150,000	-\$10,000	-6.7%
All MLS	19	26	-7	-26.9%	\$530,224	\$593,385	-\$63,161	-10.6%	\$475,000	\$562,500	-\$87,500	-15.6%	\$10,074,250	\$15,428,000	-\$5,353,750	-34.7%