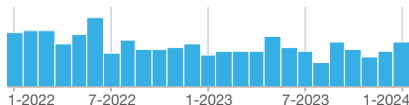
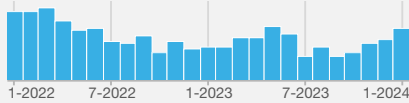
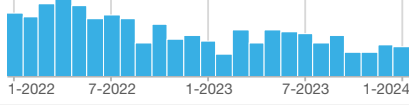
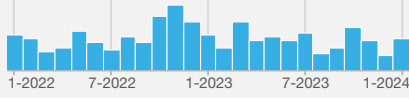

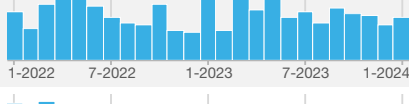
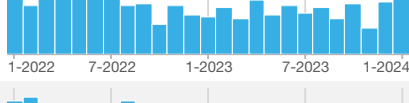
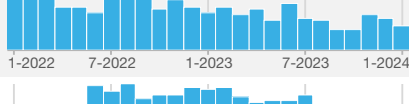
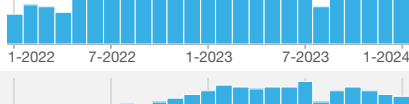



Single Family Market Overview

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

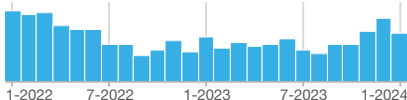
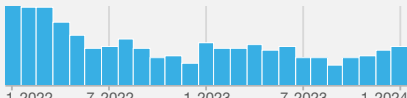




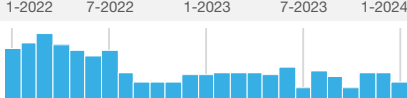


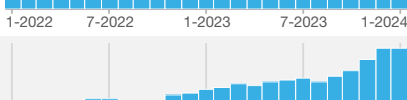


Key Metrics	Historical Sparkbars	1-2023	1-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		72	102	+ 41.7%	72	102	+ 41.7%
Pending Sales		59	80	+ 35.6%	59	80	+ 35.6%
Closed Sales		61	55	- 9.8%	61	55	- 9.8%
Days on Market Until Sale		120	116	- 3.3%	120	116	- 3.3%
Median Sales Price		\$1,175,000	\$1,342,581	+ 14.3%	\$1,175,000	\$1,342,581	+ 14.3%
Average Sales Price		\$2,247,809	\$1,580,835	- 29.7%	\$2,247,809	\$1,580,835	- 29.7%
Percent of List Price Received		96.3%	98.5%	+ 2.3%	96.3%	98.5%	+ 2.3%
Housing Affordability Index		33	28	- 15.2%	33	28	- 15.2%
Inventory of Homes for Sale		296	242	- 18.2%	—	—	—
Months Supply of Inventory		4.0	3.8	- 5.0%	—	—	—

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	1-2023	1-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		127	140	+ 10.2%	127	140	+ 10.2%
Pending Sales		99	88	- 11.1%	99	88	- 11.1%
Closed Sales		54	92	+ 70.4%	54	92	+ 70.4%
Days on Market Until Sale		94	77	- 18.1%	94	77	- 18.1%
Median Sales Price		\$657,500	\$795,000	+ 20.9%	\$657,500	\$795,000	+ 20.9%
Average Sales Price		\$1,022,861	\$1,183,108	+ 15.7%	\$1,022,861	\$1,183,108	+ 15.7%
Percent of List Price Received		98.3%	97.8%	- 0.5%	98.3%	97.8%	- 0.5%
Housing Affordability Index		60	47	- 21.7%	60	47	- 21.7%
Inventory of Homes for Sale		245	389	+ 58.8%	—	—	—
Months Supply of Inventory		2.3	5.1	+ 121.7%	—	—	—

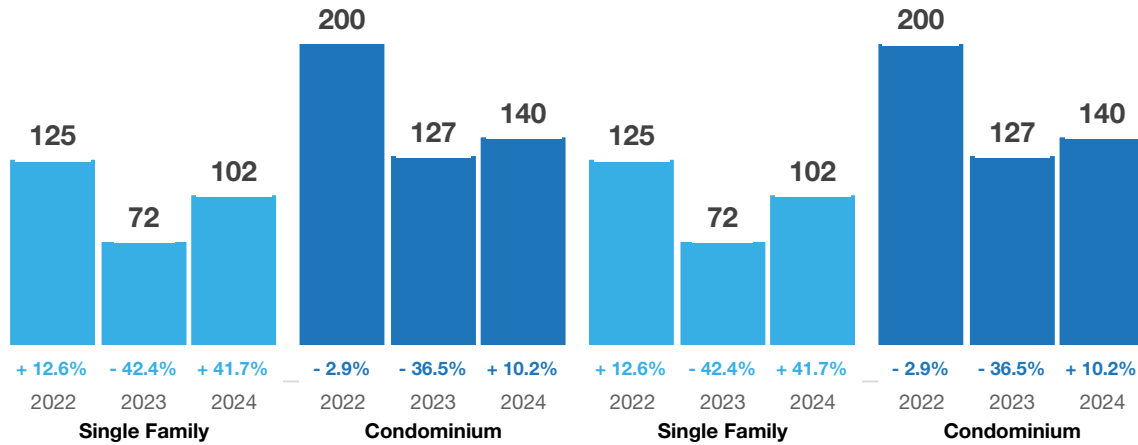
New Listings

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



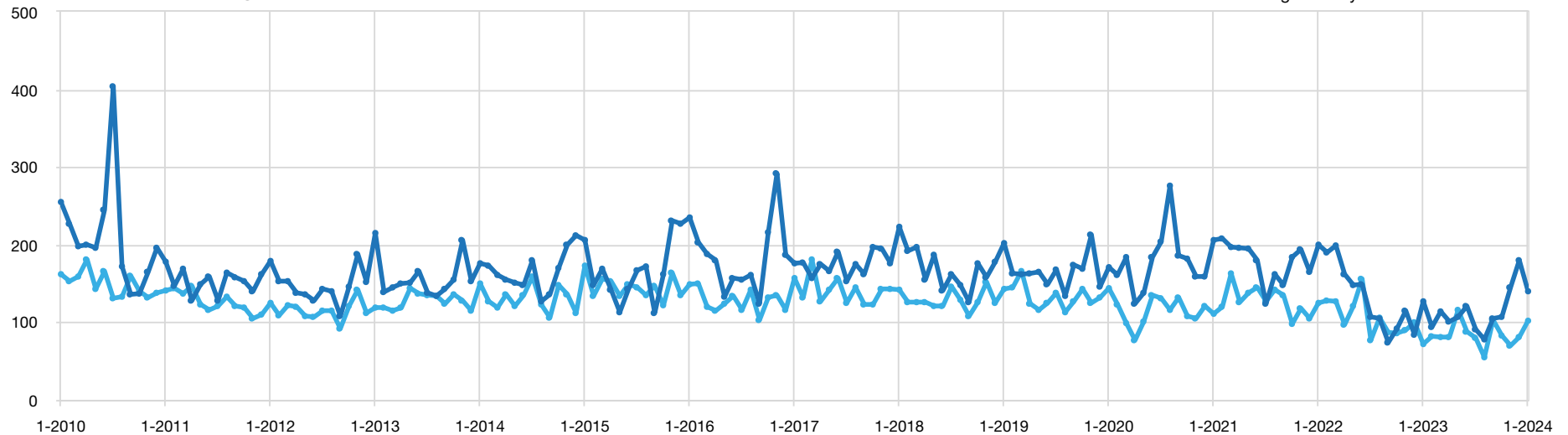
January

Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2023	82	- 35.9%	94	- 50.5%
Mar-2023	81	- 36.2%	114	- 42.7%
Apr-2023	81	- 16.5%	101	- 37.7%
May-2023	116	- 4.1%	107	- 27.7%
Jun-2023	88	- 43.6%	121	- 18.8%
Jul-2023	80	+ 3.9%	91	- 15.0%
Aug-2023	55	- 48.1%	78	- 25.7%
Sep-2023	103	+ 18.4%	105	+ 41.9%
Oct-2023	83	- 3.5%	107	+ 16.3%
Nov-2023	70	- 22.2%	145	+ 26.1%
Dec-2023	81	- 19.0%	180	+ 114.3%
Jan-2024	102	+ 41.7%	140	+ 10.2%
12-Month Avg	85	- 18.3%	115	- 10.9%

Historical New Listings by Month



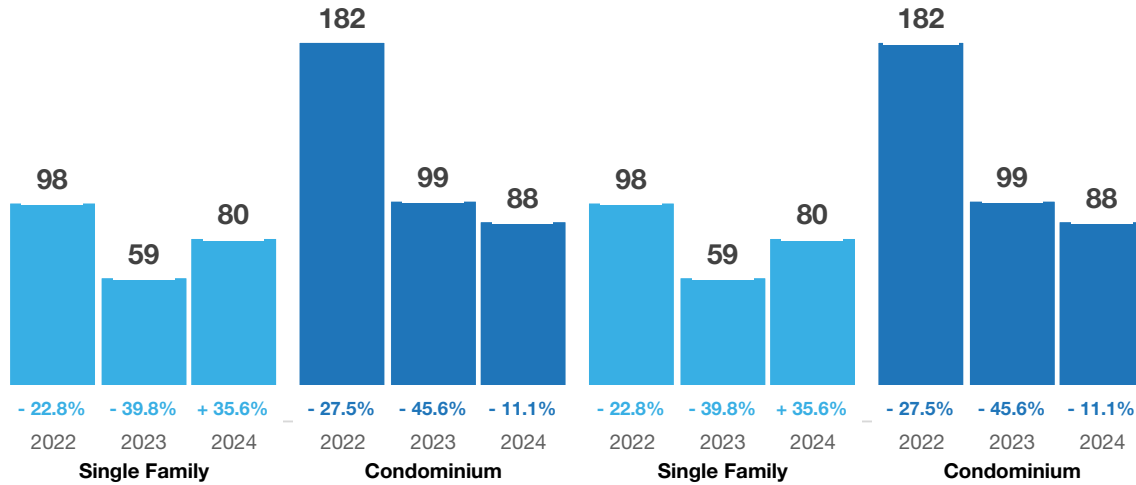
Pending Sales

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



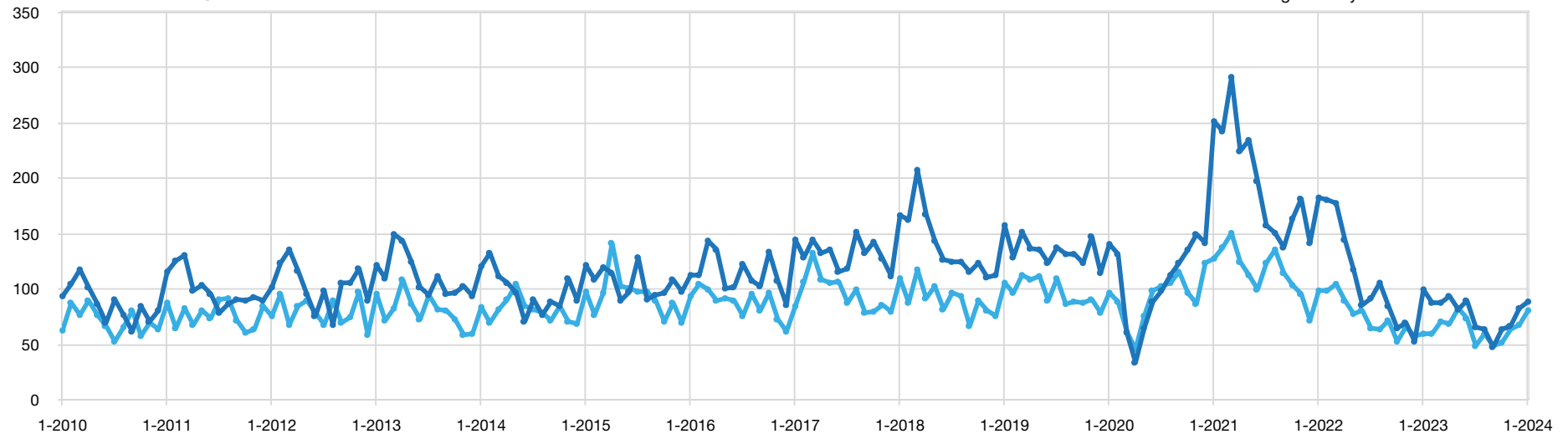
January

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2023	59	- 39.8%	87	- 51.7%
Mar-2023	70	- 32.7%	87	- 50.8%
Apr-2023	68	- 23.6%	93	- 35.4%
May-2023	82	+ 6.5%	81	- 30.8%
Jun-2023	73	- 8.8%	89	+ 4.7%
Jul-2023	48	- 25.0%	65	- 28.6%
Aug-2023	59	- 6.3%	63	- 40.0%
Sep-2023	48	- 32.4%	47	- 44.0%
Oct-2023	51	- 1.9%	63	- 1.6%
Nov-2023	63	- 3.1%	66	- 4.3%
Dec-2023	67	+ 17.5%	82	+ 57.7%
Jan-2024	80	+ 35.6%	88	- 11.1%
12-Month Avg	64	- 12.3%	76	- 28.3%

Historical Pending Sales by Month



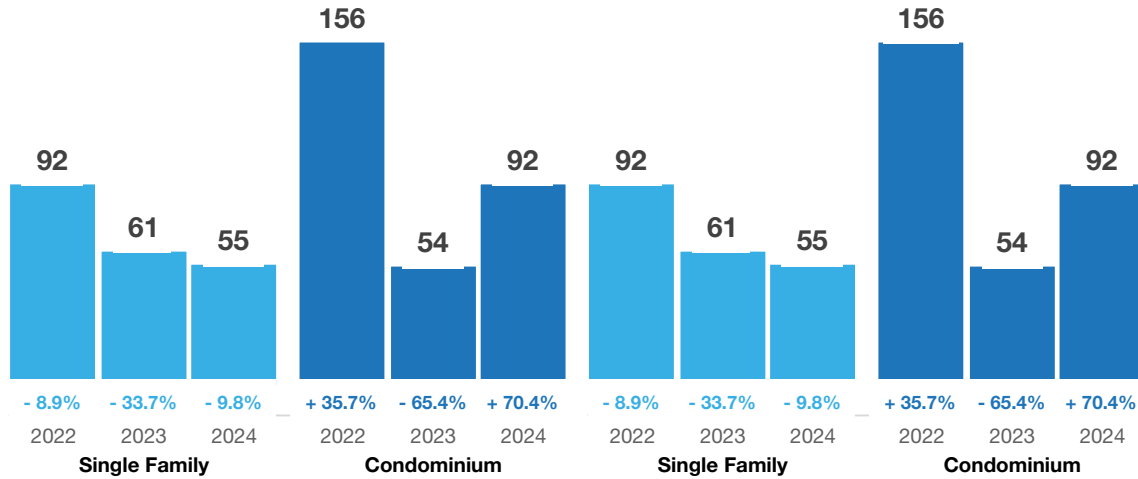
Closed Sales

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



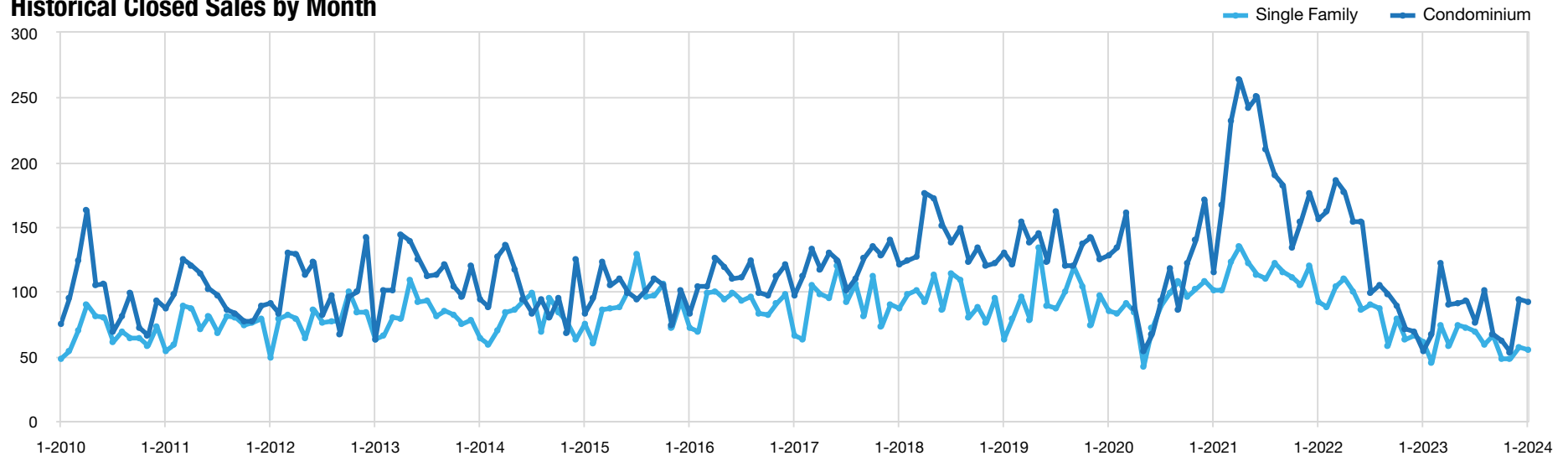
January

Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2023	45	- 48.9%	67	- 58.6%
Mar-2023	74	- 28.8%	122	- 34.4%
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	48	- 23.8%	53	- 25.4%
Dec-2023	57	- 13.6%	94	+ 36.2%
Jan-2024	55	- 9.8%	92	+ 70.4%
12-Month Avg	60	- 27.7%	84	- 28.8%

Historical Closed Sales by Month



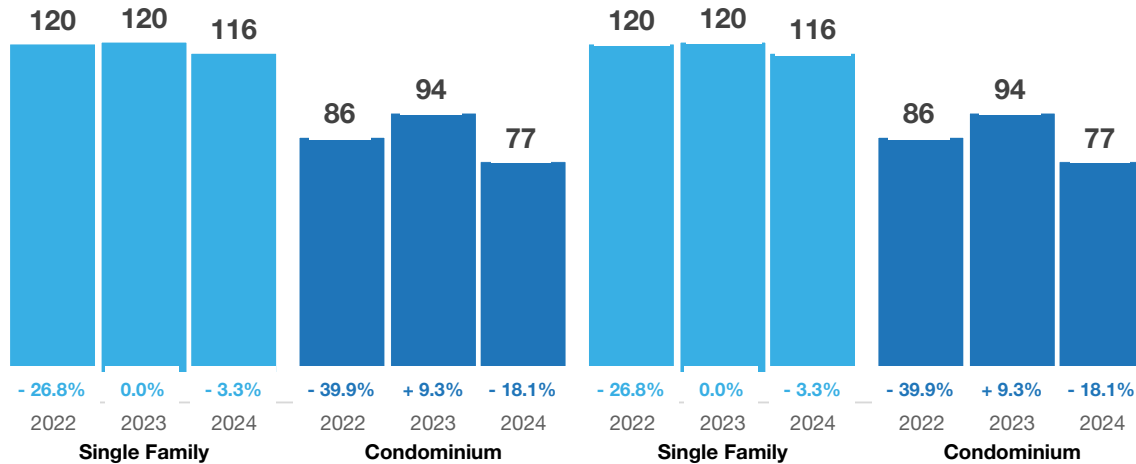
Days on Market Until Sale

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



January

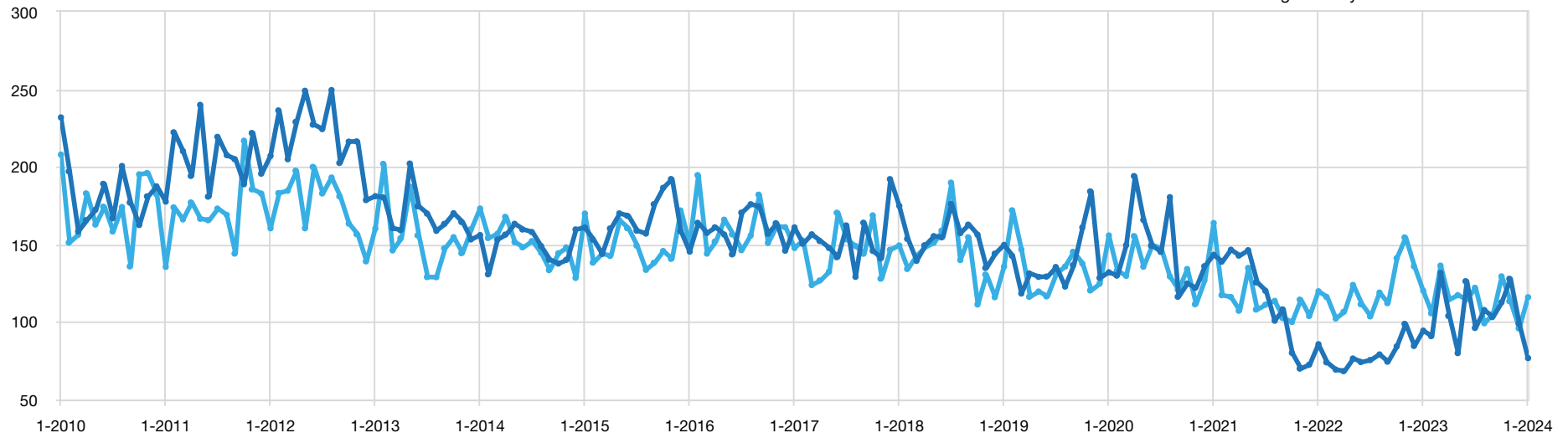
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2023	106	- 8.6%	91	+ 23.0%
Mar-2023	136	+ 33.3%	132	+ 91.3%
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	116	- 3.3%	77	- 18.1%
12-Month Avg*	115	- 3.6%	105	+ 36.3%

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

Historical Days on Market Until Sale by Month

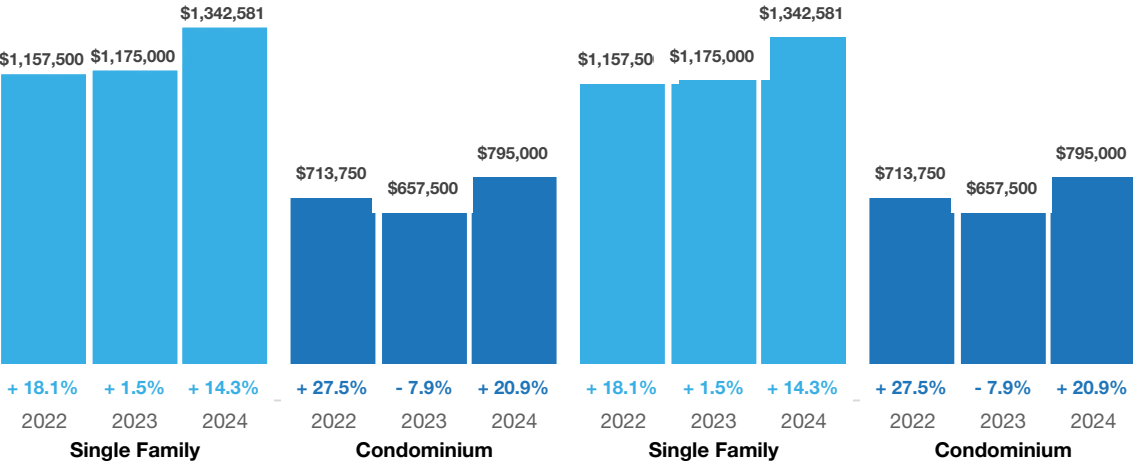


Median Sales Price

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



January

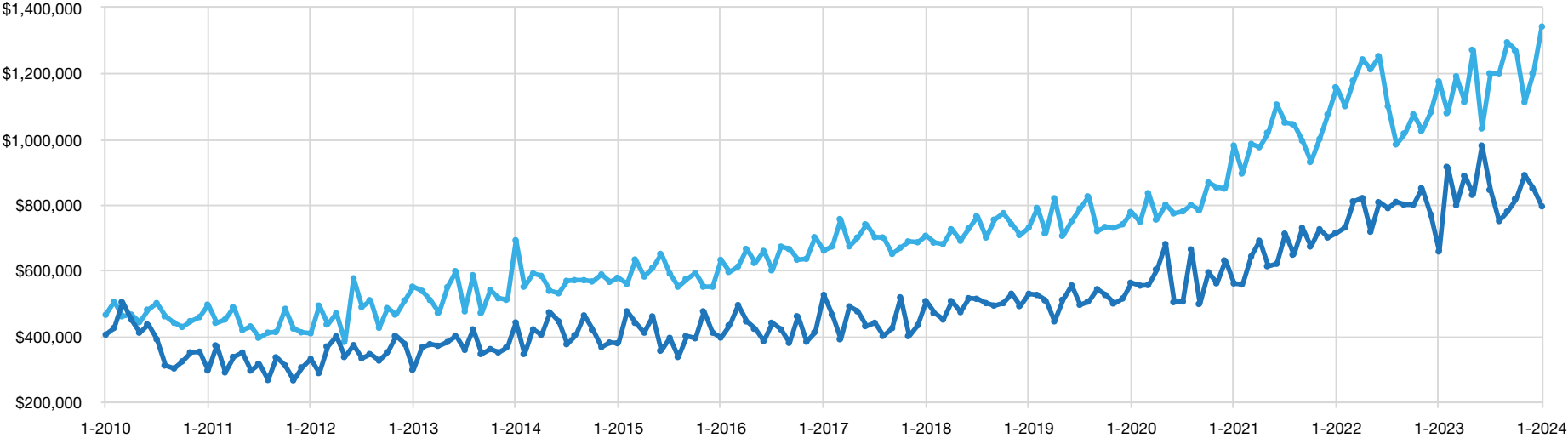


Year to Date

Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2023	\$1,079,000	- 1.9%	\$915,000	+ 25.3%
Mar-2023	\$1,191,000	+ 1.1%	\$798,250	- 1.5%
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	\$1,112,500	+ 8.5%	\$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%
12-Month Avg*	\$1,200,000	+ 8.6%	\$838,250	+ 7.1%

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

Historical Median Sales Price by Month



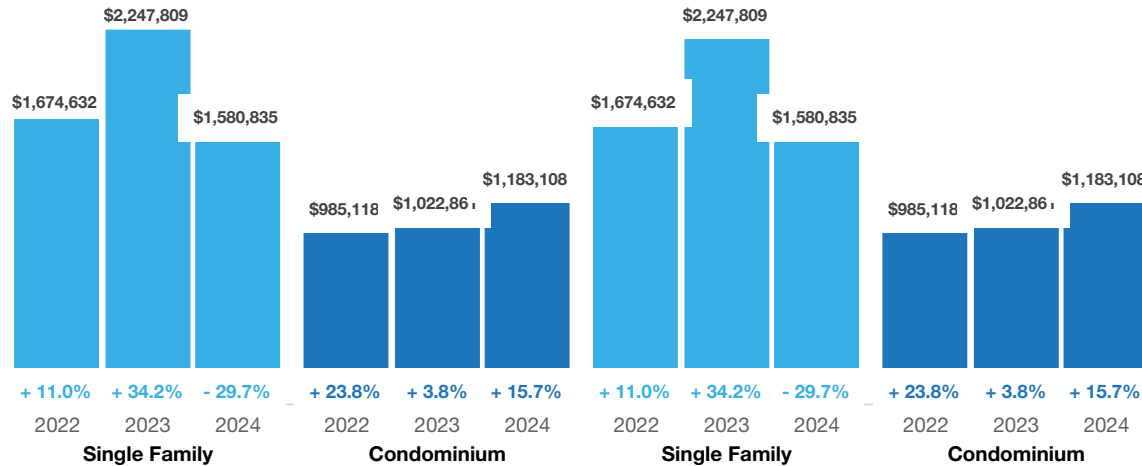
Average Sales Price

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



January

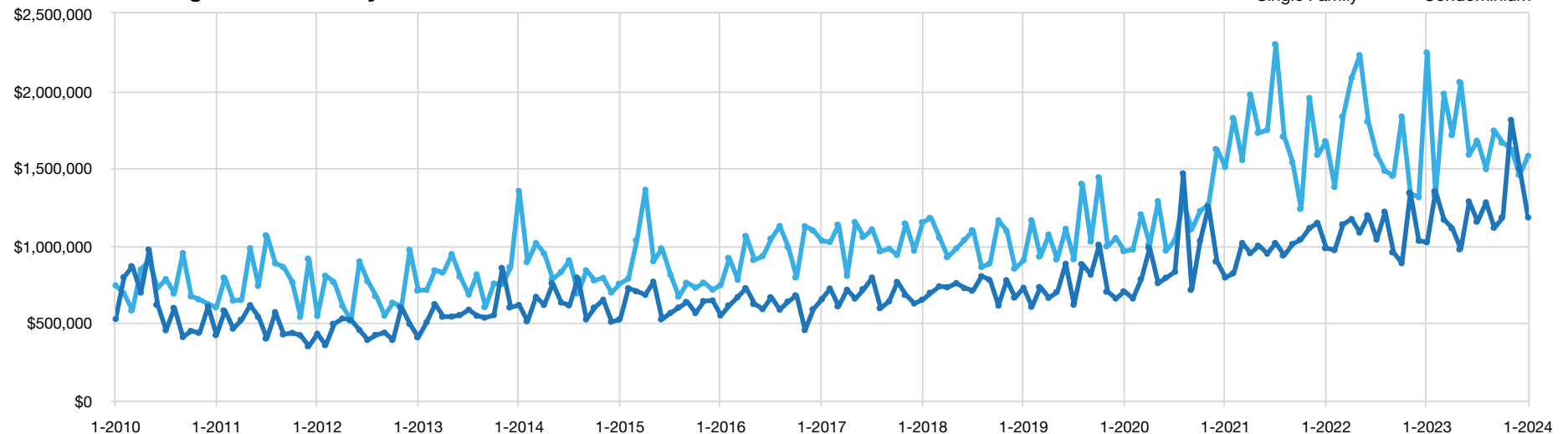
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2023	\$1,327,901	- 3.8%	\$1,352,118	+ 39.1%
Mar-2023	\$1,981,402	+ 8.1%	\$1,168,922	+ 2.7%
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	\$1,622,673	+ 21.2%	\$1,812,397	+ 34.9%
Dec-2023	\$1,458,679	+ 11.0%	\$1,497,972	+ 45.1%
Jan-2024	\$1,580,835	- 29.7%	\$1,183,108	+ 15.7%
12-Month Avg*	\$1,682,062	- 3.5%	\$1,242,984	+ 13.4%

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

Historical Average Sales Price by Month



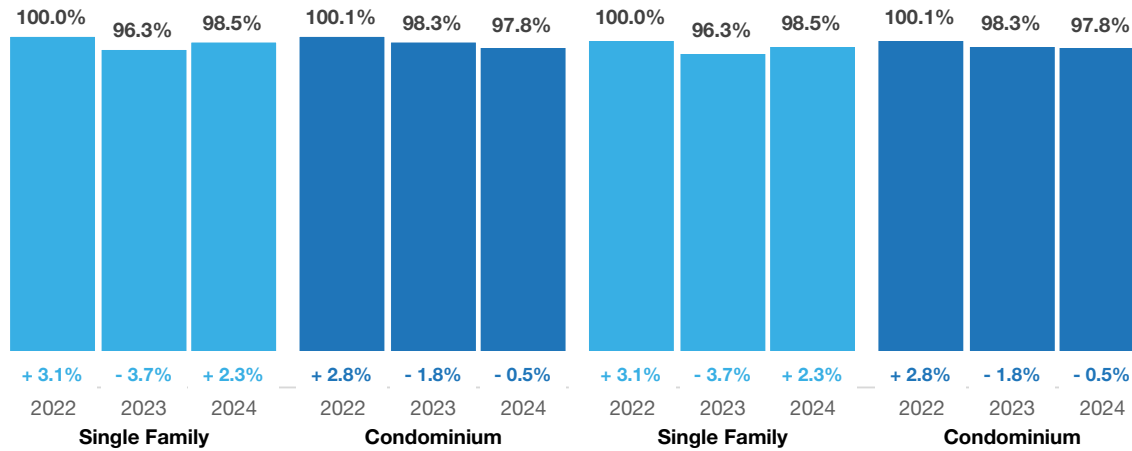
Percent of List Price Received

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.



January

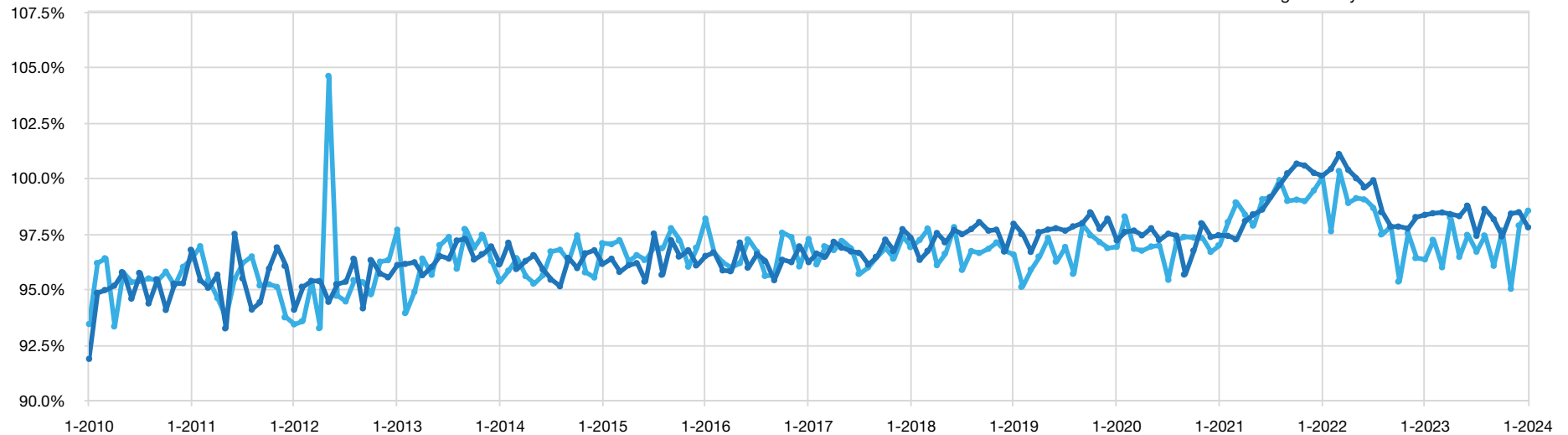
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2023	97.2%	- 0.4%	98.4%	- 2.0%
Mar-2023	96.0%	- 4.3%	98.5%	- 2.6%
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	95.0%	- 2.6%	98.4%	+ 0.7%
Dec-2023	97.9%	+ 1.6%	98.5%	+ 0.3%
Jan-2024	98.5%	+ 2.3%	97.8%	- 0.5%
12-Month Avg*	97.0%	- 1.1%	98.2%	- 1.3%

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

Historical Percent of List Price Received by Month



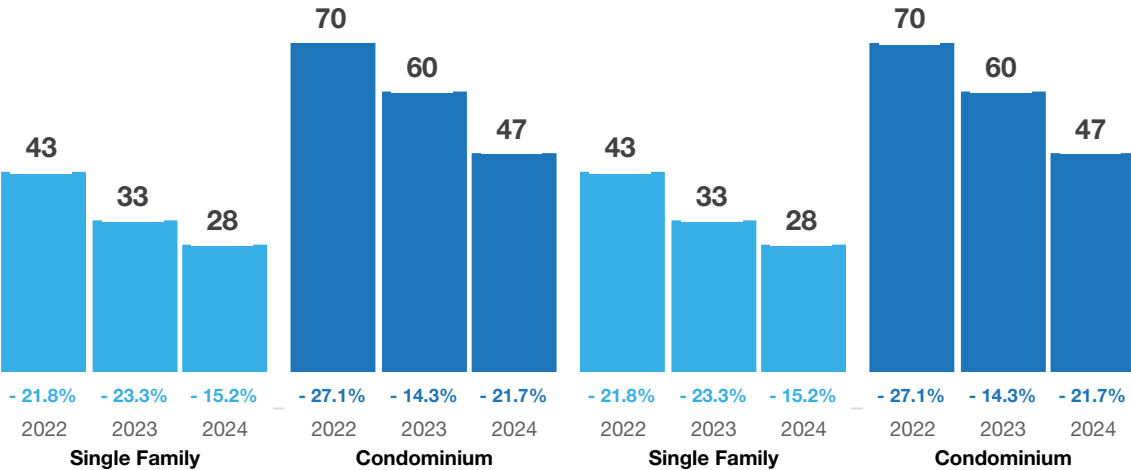
Housing Affordability Index

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.



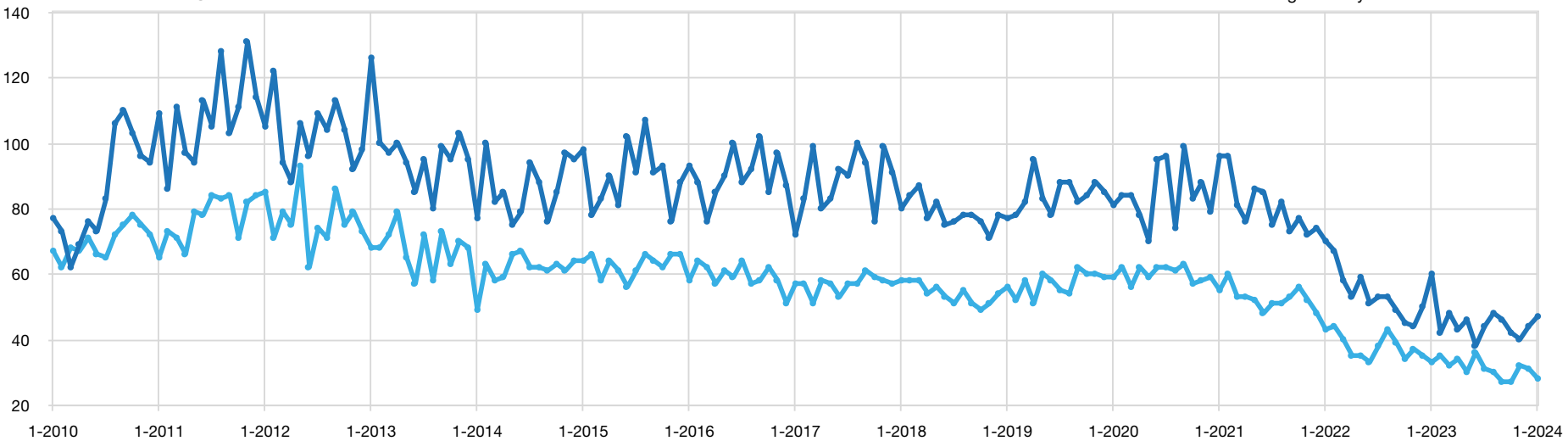
January

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2023	35	- 20.5%	42	- 37.3%
Mar-2023	32	- 20.0%	48	- 17.2%
Apr-2023	34	- 2.9%	43	- 18.9%
May-2023	30	- 14.3%	46	- 22.0%
Jun-2023	36	+ 9.1%	38	- 25.5%
Jul-2023	31	- 18.4%	44	- 17.0%
Aug-2023	30	- 30.2%	48	- 9.4%
Sep-2023	27	- 30.8%	46	- 6.1%
Oct-2023	27	- 20.6%	42	- 6.7%
Nov-2023	32	- 13.5%	40	- 9.1%
Dec-2023	31	- 11.4%	44	- 12.0%
Jan-2024	28	- 15.2%	47	- 21.7%
12-Month Avg	31	- 16.2%	44	- 18.5%

Historical Housing Affordability Index by Month

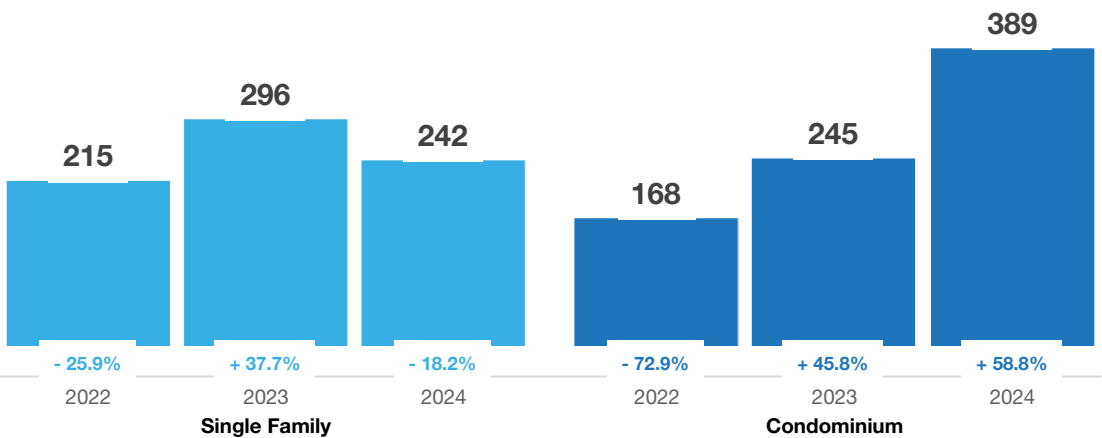


Inventory of Homes for Sale

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

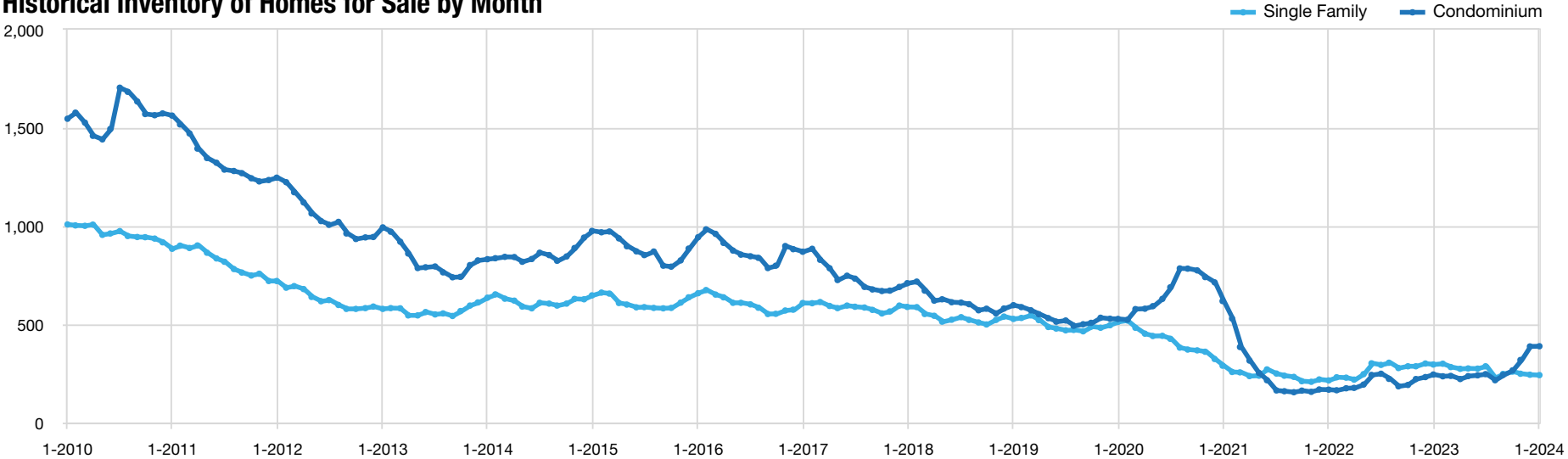


January



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2023	300	+ 29.9%	236	+ 43.0%
Mar-2023	283	+ 23.6%	238	+ 36.0%
Apr-2023	274	+ 25.1%	222	+ 25.4%
May-2023	276	+ 11.7%	237	+ 22.2%
Jun-2023	275	- 8.9%	241	- 0.8%
Jul-2023	287	- 2.4%	247	- 0.8%
Aug-2023	228	- 25.2%	216	- 3.1%
Sep-2023	248	- 10.8%	243	+ 31.4%
Oct-2023	260	- 9.4%	266	+ 38.5%
Nov-2023	249	- 13.2%	319	+ 43.7%
Dec-2023	244	- 18.9%	388	+ 67.2%
Jan-2024	242	- 18.2%	389	+ 58.8%
12-Month Avg	264	- 3.3%	270	+ 29.2%

Historical Inventory of Homes for Sale by Month

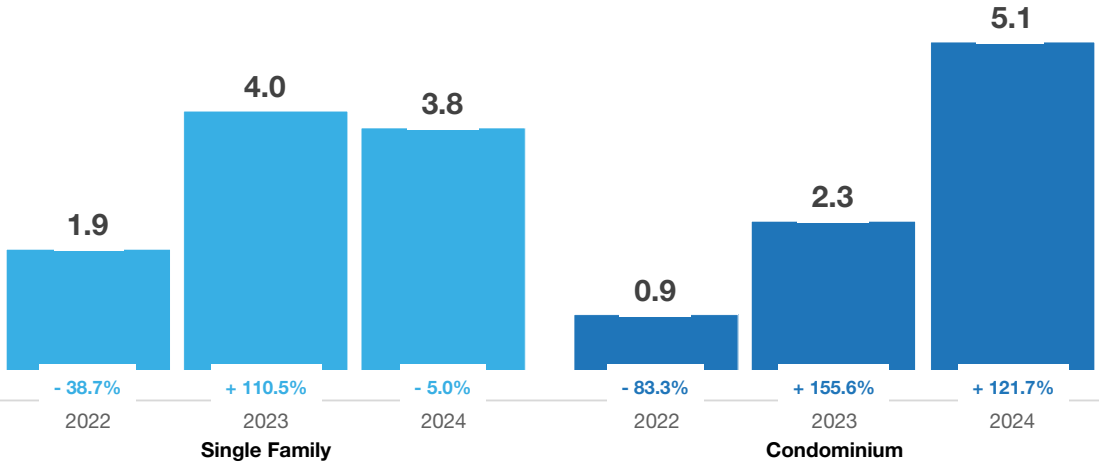


Months Supply of Inventory

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.



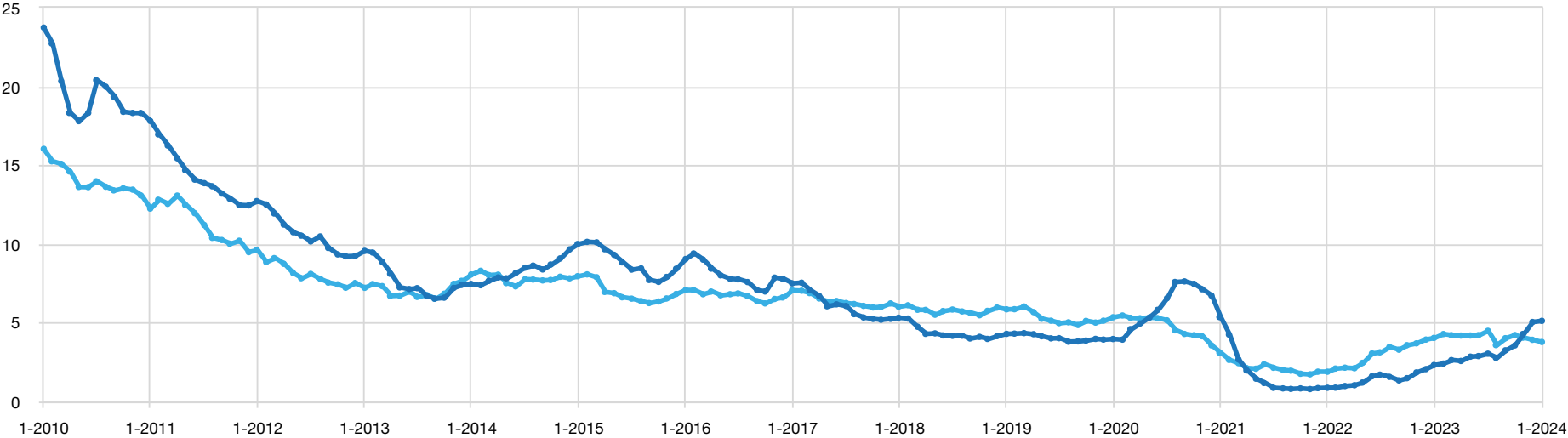
January



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Feb-2023	4.3	+ 104.8%	2.4	+ 166.7%
Mar-2023	4.2	+ 90.9%	2.6	+ 160.0%
Apr-2023	4.2	+ 100.0%	2.6	+ 160.0%
May-2023	4.2	+ 68.0%	2.9	+ 141.7%
Jun-2023	4.2	+ 35.5%	2.9	+ 81.3%
Jul-2023	4.5	+ 45.2%	3.0	+ 76.5%
Aug-2023	3.6	+ 2.9%	2.8	+ 75.0%
Sep-2023	4.0	+ 21.2%	3.3	+ 153.8%
Oct-2023	4.2	+ 16.7%	3.6	+ 140.0%
Nov-2023	4.1	+ 10.8%	4.3	+ 126.3%
Dec-2023	3.9	0.0%	5.0	+ 138.1%
Jan-2024	3.8	- 5.0%	5.1	+ 121.7%
12-Month Avg*	4.1	+ 32.8%	3.4	+ 123.9%

* Months Supply for all properties from February 2023 through January 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	1-2023	1-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		225	270	+ 20.0%	225	270	+ 20.0%
Pending Sales		171	180	+ 5.3%	171	180	+ 5.3%
Closed Sales		136	172	+ 26.5%	136	172	+ 26.5%
Days on Market Until Sale		118	96	- 18.6%	118	96	- 18.6%
Median Sales Price		\$885,000	\$1,081,000	+ 22.1%	\$885,000	\$1,081,000	+ 22.1%
Average Sales Price		\$1,635,975	\$1,595,192	- 2.5%	\$1,635,975	\$1,595,192	- 2.5%
Percent of List Price Received		97.3%	98.0%	+ 0.7%	97.3%	98.0%	+ 0.7%
Housing Affordability Index		44	35	- 20.5%	44	35	- 20.5%
Inventory of Homes for Sale		698	787	+ 12.8%	—	—	—
Months Supply of Inventory		3.5	5.2	+ 48.6%	—	—	—

Single Family Monthly Sales Volume

January 2024



Area Name	January 2024			December 2023			January 2023		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	8	\$13,065,000	\$1,400,000	5	\$4,835,000	\$995,000	8	\$15,128,000	\$1,447,500
Hana	0	--	--	0	--	--	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$5,000,000	\$2,500,000	1	\$1,860,000	\$1,860,000	0	--	--
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	7	\$8,120,600	\$1,100,000	3	\$3,332,720	\$1,168,720	10	\$9,405,750	\$922,500
Kapalua	0	--	--	0	--	--	2	\$9,925,000	\$4,962,500
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	11	\$16,200,000	\$1,350,000	8	\$9,934,900	\$1,300,000	5	\$7,770,000	\$1,175,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	1	\$3,300,000	\$3,300,000	4	\$6,895,000	\$1,562,500	4	\$4,730,000	\$1,375,000
Lahaina	0	--	--	2	\$5,025,000	\$2,512,500	5	\$20,125,000	\$2,100,000
Maalaea	1	\$2,933,006	\$2,933,006	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	4	\$3,848,000	\$947,500	3	\$2,410,000	\$750,000	2	\$1,350,000	\$675,000
Maui Meadows	1	\$2,760,000	\$2,760,000	0	--	--	1	\$3,607,000	\$3,607,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	3	\$5,255,000	\$1,690,000	2	\$3,500,000	\$1,750,000	4	\$5,849,999	\$1,525,000
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	3	\$3,330,000	\$905,000	3	\$2,169,000	\$749,000	0	--	--
Spreckelsville/Paia/Kuau	1	\$1,875,000	\$1,875,000	1	\$1,350,000	\$1,350,000	1	\$2,572,603	\$2,572,603
Wailea/Makena	1	\$6,977,950	\$6,977,950	3	\$18,695,000	\$2,400,000	3	\$40,823,491	\$5,700,000
Wailuku	11	\$13,906,381	\$1,301,000	20	\$21,008,071	\$1,170,000	14	\$14,259,500	\$975,000
Lanai	0	--	--	2	\$2,130,000	\$1,065,000	1	\$695,000	\$695,000
Molokai	1	\$375,000	\$375,000	0	--	--	1	\$875,000	\$875,000
All MLS	55	\$86,945,937	\$1,342,581	57	\$83,144,691	\$1,200,000	61	\$137,116,343	\$1,175,000

Condominium Monthly Sales Volume

January 2024



Area Name	January 2024			December 2023			January 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	11	\$16,775,000	\$1,575,000	3	\$3,875,000	\$1,425,000	3	\$4,180,000	\$1,030,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	5	\$1,244,000	\$251,000	3	\$765,000	\$250,000	2	\$520,000	\$260,000
Kapalua	0	--	--	1	\$1,800,000	\$1,800,000	1	\$655,000	\$655,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	33	\$29,313,500	\$780,000	38	\$34,513,495	\$850,000	13	\$12,407,500	\$770,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	0	--	--	0	--	--	8	\$5,510,000	\$710,000
Maalaea	4	\$3,650,000	\$972,500	6	\$3,510,000	\$595,000	3	\$2,214,000	\$729,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	19	\$12,653,000	\$629,000	10	\$7,819,908	\$722,000	16	\$9,477,000	\$530,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	1	\$926,000	\$926,000	0	--	--	0	--	--
Spreckelsville/Paia/Kuau	1	\$838,500	\$838,500	0	--	--	0	--	--
Wailea/Makena	12	\$40,290,899	\$2,669,275	19	\$81,317,000	\$2,625,550	4	\$18,622,000	\$3,050,000
Wailuku	6	\$3,155,000	\$422,500	9	\$6,031,000	\$610,000	2	\$1,149,000	\$574,500
Lanai	0	--	--	0	--	--	0	--	--
Molokai	0	--	--	5	\$1,178,000	\$220,000	2	\$500,000	\$250,000
All MLS	92	\$108,845,899	\$795,000	94	\$140,809,403	\$850,000	54	\$55,234,500	\$657,500

Land Monthly Sales Volume

January 2024



Area Name	January 2024			December 2023			January 2023		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$1,470,000	\$735,000	3	\$2,109,000	\$640,000	4	\$4,435,765	\$648,000
Hana	1	\$365,000	\$365,000	0	--	--	1	\$640,000	\$640,000
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	1	\$690,000	\$690,000	1	\$885,000	\$885,000	2	\$10,825,000	\$5,412,500
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	2	\$3,125,000	\$1,700,000	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	0	--	--	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	9	\$49,975,000	\$6,437,500	2	\$1,735,000	\$867,500	4	\$7,750,000	\$1,950,000
Lahaina	3	\$2,761,001	\$900,001	1	\$999,000	\$999,000	0	--	--
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	1	\$150,000	--	1	\$1,500,000	\$1,500,000
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	2	\$1,338,000	\$669,000	0	--	--
Pukalani	0	--	--	1	\$275,000	\$275,000	0	--	--
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	6	\$18,225,000	\$3,012,500	6	\$28,100,000	\$3,750,000	1	\$2,500,000	\$2,500,000
Wailuku	1	\$1,800,000	\$1,800,000	2	\$1,330,000	\$665,000	7	\$3,030,000	\$515,000
Lanai	0	--	--	0	--	--	0	--	--
Molokai	0	--	--	0	--	--	1	\$225,000	\$225,000
All MLS	25	\$78,411,001	\$1,750,000	19	\$36,921,000	\$942,000	21	\$30,905,765	\$607,500

Single Family Sales – Year to Date

January 2024 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-24 YTD Sales	Jan-23 YTD Sales	Unit Change	Percent Change	Jan-24 YTD Average	Jan-23 YTD Average	Dollar Change	Percent Change	Jan-24 YTD Median	Jan-23 YTD Median	Dollar Change	Percent Change	Jan-24 YTD Volume	Jan-23 YTD Volume	Dollar Change	Percent Change
Haiku	8	8	0	0.0%	\$1,633,125	\$1,891,000	-\$257,875	-13.6%	\$1,400,000	\$1,447,500	-\$47,500	-3.3%	\$13,065,000	\$15,128,000	-\$2,063,000	-13.6%
Hana	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	2	0	+2	--	\$2,500,000	--	--	--	\$2,500,000	--	--	--	\$5,000,000	\$0	+\$5,000,000	--
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	7	10	-3	-30.0%	\$1,160,086	\$940,575	+\$219,511	+23.3%	\$1,100,000	\$922,500	+\$177,500	+19.2%	\$8,120,600	\$9,405,750	-\$1,285,150	-13.7%
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	11	5	+6	+120.0%	\$1,472,727	\$1,554,000	-\$81,273	-5.2%	\$1,350,000	\$1,175,000	+\$175,000	+14.9%	\$16,200,000	\$7,770,000	+\$8,430,000	+108.5%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	1	4	-3	-75.0%	\$3,300,000	\$1,182,500	+\$2,117,500	+179.1%	\$3,300,000	\$1,375,000	+\$1,925,000	+140.0%	\$3,300,000	\$4,730,000	-\$1,430,000	-30.2%
Lahaina	0	5	-5	-100.0%	--	\$4,025,000	--	--	--	\$2,100,000	--	--	\$0	\$20,125,000	-\$20,125,000	-100.0%
Maalaea	1	0	+1	--	\$2,933,006	--	--	--	\$2,933,006	--	--	--	\$2,933,006	\$0	+\$2,933,006	--
Makawao/Olinda/Haliimaile	4	2	+2	+100.0%	\$962,000	\$675,000	+\$287,000	+42.5%	\$947,500	\$675,000	+\$272,500	+40.4%	\$3,848,000	\$1,350,000	+\$2,498,000	+185.0%
Maui Meadows	1	1	0	0.0%	\$2,760,000	\$3,607,000	-\$847,000	-23.5%	\$2,760,000	\$3,607,000	-\$847,000	-23.5%	\$2,760,000	\$3,607,000	-\$847,000	-23.5%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	3	4	-1	-25.0%	\$1,751,667	\$1,462,500	+\$289,167	+19.8%	\$1,690,000	\$1,525,000	+\$165,000	+10.8%	\$5,255,000	\$5,849,999	-\$594,999	-10.2%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	3	0	+3	--	\$1,110,000	--	--	--	\$905,000	--	--	--	\$3,330,000	\$0	+\$3,330,000	--
Spreckelsville/Paia/Kuau	1	1	0	0.0%	\$1,875,000	\$2,572,603	-\$697,603	-27.1%	\$1,875,000	\$2,572,603	-\$697,603	-27.1%	\$1,875,000	\$2,572,603	-\$697,603	-27.1%
Wailea/Makena	1	3	-2	-66.7%	\$6,977,950	\$13,607,830	-\$6,629,880	-48.7%	\$6,977,950	\$5,700,000	+\$1,277,950	+22.4%	\$6,977,950	\$40,823,491	-\$33,845,541	-82.9%
Wailuku	11	14	-3	-21.4%	\$1,264,216	\$1,018,536	+\$245,681	+24.1%	\$1,301,000	\$975,000	+\$326,000	+33.4%	\$13,906,381	\$14,259,500	-\$353,119	-2.5%
Lanai	0	1	-1	-100.0%	--	\$695,000	--	--	--	\$695,000	--	--	\$0	\$695,000	-\$695,000	-100.0%
Molokai	1	1	0	0.0%	\$375,000	\$875,000	-\$500,000	-57.1%	\$375,000	\$875,000	-\$500,000	-57.1%	\$375,000	\$875,000	-\$500,000	-57.1%
All MLS	55	61	-6	-9.8%	\$1,580,835	\$2,247,809	-\$666,974	-29.7%	\$1,342,581	\$1,175,000	+\$167,581	+14.3%	\$86,945,937	\$137,116,343	-\$50,170,406	-36.6%

Total Condominium Sales – Year to Date

January 2024 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-24 YTD Sales	Jan-23 YTD Sales	Unit Change	Percent Change	Jan-24 YTD Average	Jan-23 YTD Average	Dollar Change	Percent Change	Jan-24 YTD Median	Jan-23 YTD Median	Dollar Change	Percent Change	Jan-24 YTD Volume	Jan-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	11	3	+8	+266.7%	\$1,525,000	\$1,393,333	+\$131,667	+9.4%	\$1,575,000	\$1,030,000	+\$545,000	+52.9%	\$16,775,000	\$4,180,000	+\$12,595,000	+301.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	5	2	+3	+150.0%	\$248,800	\$260,000	-\$11,200	-4.3%	\$251,000	\$260,000	-\$9,000	-3.5%	\$1,244,000	\$520,000	+\$724,000	+139.2%
Kapalua	0	1	-1	-100.0%	--	\$655,000	--	--	--	\$655,000	--	--	\$0	\$655,000	-\$655,000	-100.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	33	13	+20	+153.8%	\$888,288	\$954,423	-\$66,135	-6.9%	\$780,000	\$770,000	+\$10,000	+1.3%	\$29,313,500	\$12,407,500	+\$16,906,000	+136.3%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	8	-8	-100.0%	--	\$688,750	--	--	--	\$710,000	--	--	\$0	\$5,510,000	-\$5,510,000	-100.0%
Maalaea	4	3	+1	+33.3%	\$912,500	\$738,000	+\$174,500	+23.6%	\$972,500	\$729,000	+\$243,500	+33.4%	\$3,650,000	\$2,214,000	+\$1,436,000	+64.9%
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	19	16	+3	+18.8%	\$665,947	\$592,313	+\$73,635	+12.4%	\$629,000	\$530,500	+\$98,500	+18.6%	\$12,653,000	\$9,477,000	+\$3,176,000	+33.5%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	0	+1	--	\$926,000	--	--	--	\$926,000	--	--	--	\$926,000	\$0	+\$926,000	--
Spreckelsville/Paia/Kuau	1	0	+1	--	\$838,500	--	--	--	\$838,500	--	--	--	\$838,500	\$0	+\$838,500	--
Wailea/Makena	12	4	+8	+200.0%	\$3,357,575	\$4,655,500	-\$1,297,925	-27.9%	\$2,669,275	\$3,050,000	-\$380,725	-12.5%	\$40,290,899	\$18,622,000	+\$21,668,899	+116.4%
Wailuku	6	2	+4	+200.0%	\$525,833	\$574,500	-\$48,667	-8.5%	\$422,500	\$574,500	-\$152,000	-26.5%	\$3,155,000	\$1,149,000	+\$2,006,000	+174.6%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	0	2	-2	-100.0%	--	\$250,000	--	--	--	\$250,000	--	--	\$0	\$500,000	-\$500,000	-100.0%
All MLS	92	54	+38	+70.4%	\$1,183,108	\$1,022,861	+\$160,246	+15.7%	\$795,000	\$657,500	+\$137,500	+20.9%	\$108,845,899	\$55,234,500	+\$53,611,399	+97.1%

Fee Simple Condominium Sales – Year to Date

January 2024 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-24 YTD Sales	Jan-23 YTD Sales	Unit Change	Percent Change	Jan-24 YTD Average	Jan-23 YTD Average	Dollar Change	Percent Change	Jan-24 YTD Median	Jan-23 YTD Median	Dollar Change	Percent Change	Jan-24 YTD Volume	Jan-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	10	2	+8	+400.0%	\$1,625,500	\$1,765,000	-\$139,500	-7.9%	\$1,612,500	\$1,765,000	-\$152,500	-8.6%	\$16,255,000	\$3,530,000	+\$12,725,000	+360.5%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	5	2	+3	+150.0%	\$248,800	\$260,000	-\$11,200	-4.3%	\$251,000	\$260,000	-\$9,000	-3.5%	\$1,244,000	\$520,000	+\$724,000	+139.2%
Kapalua	0	1	-1	-100.0%	--	\$655,000	--	--	--	\$655,000	--	--	\$0	\$655,000	-\$655,000	-100.0%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	32	13	+19	+146.2%	\$901,203	\$954,423	-\$53,220	-5.6%	\$782,500	\$770,000	+\$12,500	+1.6%	\$28,838,500	\$12,407,500	+\$16,431,000	+132.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	7	-7	-100.0%	--	\$732,143	--	--	--	\$840,000	--	--	\$0	\$5,125,000	-\$5,125,000	-100.0%
Maalaea	3	1	+2	+200.0%	\$1,090,000	\$825,000	+\$265,000	+32.1%	\$1,000,000	\$825,000	+\$175,000	+21.2%	\$3,270,000	\$825,000	+\$2,445,000	+296.4%
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	14	12	+2	+16.7%	\$700,929	\$602,750	+\$98,179	+16.3%	\$672,500	\$559,500	+\$113,000	+20.2%	\$9,813,000	\$7,233,000	+\$2,580,000	+35.7%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	1	0	+1	--	\$926,000	--	--	--	\$926,000	--	--	--	\$926,000	\$0	+\$926,000	--
Spreckelsville/Paia/Kuau	1	0	+1	--	\$838,500	--	--	--	\$838,500	--	--	--	\$838,500	\$0	+\$838,500	--
Wailea/Makena	12	4	+8	+200.0%	\$3,357,575	\$4,655,500	-\$1,297,925	-27.9%	\$2,669,275	\$3,050,000	-\$380,725	-12.5%	\$40,290,899	\$18,622,000	+\$21,668,899	+116.4%
Wailuku	6	2	+4	+200.0%	\$525,833	\$574,500	-\$48,667	-8.5%	\$422,500	\$574,500	-\$152,000	-26.5%	\$3,155,000	\$1,149,000	+\$2,006,000	+174.6%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	0	1	-1	-100.0%	--	\$350,000	--	--	--	\$350,000	--	--	\$0	\$350,000	-\$350,000	-100.0%
All MLS	84	45	+39	+86.7%	\$1,245,606	\$1,120,367	+\$125,239	+11.2%	\$828,500	\$740,000	+\$88,500	+12.0%	\$104,630,899	\$50,416,500	+\$54,214,399	+107.5%

Leasehold Condominium Sales – Year to Date

January 2024 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-24 YTD Sales	Jan-23 YTD Sales	Unit Change	Percent Change	Jan-24 YTD Average	Jan-23 YTD Average	Dollar Change	Percent Change	Jan-24 YTD Median	Jan-23 YTD Median	Dollar Change	Percent Change	Jan-24 YTD Volume	Jan-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	1	0	0.0%	\$520,000	\$650,000	-\$130,000	-20.0%	\$520,000	\$650,000	-\$130,000	-20.0%	\$520,000	\$650,000	-\$130,000	-20.0%
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	1	0	+1	--	\$475,000	--	--	--	\$475,000	--	--	--	\$475,000	\$0	+\$475,000	--
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	0	1	-1	-100.0%	--	\$385,000	--	--	--	\$385,000	--	--	\$0	\$385,000	-\$385,000	-100.0%
Maalaea	1	2	-1	-50.0%	\$380,000	\$694,500	-\$314,500	-45.3%	\$380,000	\$694,500	-\$314,500	-45.3%	\$380,000	\$1,389,000	-\$1,009,000	-72.6%
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	5	4	+1	+25.0%	\$568,000	\$561,000	+\$7,000	+1.2%	\$370,000	\$242,000	+\$128,000	+52.9%	\$2,840,000	\$2,244,000	+\$596,000	+26.6%
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%	--	\$150,000	--	--	--	\$150,000	--	--	\$0	\$150,000	-\$150,000	-100.0%
All MLS	8	9	-1	-11.1%	\$526,875	\$535,333	-\$8,458	-1.6%	\$375,000	\$385,000	-\$10,000	-2.6%	\$4,215,000	\$4,818,000	-\$603,000	-12.5%

Land Sales – Year to Date

January 2024 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Jan-24 YTD Sales	Jan-23 YTD Sales	Unit Change	Percent Change	Jan-24 YTD Average	Jan-23 YTD Average	Dollar Change	Percent Change	Jan-24 YTD Median	Jan-23 YTD Median	Dollar Change	Percent Change	Jan-24 YTD Volume	Jan-23 YTD Volume	Dollar Change	Percent Change
Haiku	2	4	-2	-50.0%	\$735,000	\$678,588	+\$56,412	+8.3%	\$735,000	\$648,000	+\$87,000	+13.4%	\$1,470,000	\$4,435,765	-\$2,965,765	-66.9%
Hana	1	1	0	0.0%	\$365,000	\$640,000	-\$275,000	-43.0%	\$365,000	\$640,000	-\$275,000	-43.0%	\$365,000	\$640,000	-\$275,000	-43.0%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	1	2	-1	-50.0%	\$690,000	\$5,412,500	-\$4,722,500	-87.3%	\$690,000	\$5,412,500	-\$4,722,500	-87.3%	\$690,000	\$10,825,000	-\$10,135,000	-93.6%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kapalua	2	0	+2	--	\$1,700,000	--	--	--	\$1,700,000	--	--	--	\$3,125,000	\$0	+\$3,125,000	--
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Keanae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	9	4	+5	+125.0%	\$5,552,778	\$1,937,500	+\$3,615,278	+186.6%	\$6,437,500	\$1,950,000	+\$4,487,500	+230.1%	\$49,975,000	\$7,750,000	+\$42,225,000	+544.8%
Lahaina	3	0	+3	--	\$920,334	--	--	--	\$900,001	--	--	--	\$2,761,001	\$0	+\$2,761,001	--
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	0	1	-1	-100.0%	--	\$1,500,000	--	--	--	\$1,500,000	--	--	\$0	\$1,500,000	-\$1,500,000	-100.0%
Maui Meadows	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
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	6	1	+5	+500.0%	\$3,037,500	\$2,500,000	+\$537,500	+21.5%	\$3,012,500	\$2,500,000	+\$512,500	+20.5%	\$18,225,000	\$2,500,000	+\$15,725,000	+629.0%
Wailuku	1	7	-6	-85.7%	\$1,800,000	\$432,857	+\$1,367,143	+315.8%	\$1,800,000	\$515,000	+\$1,285,000	+249.5%	\$1,800,000	\$3,030,000	-\$1,230,000	-40.6%
Lanai	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Molokai	0	1	-1	-100.0%	--	\$225,000	--	--	--	\$225,000	--	--	\$0	\$225,000	-\$225,000	-100.0%
All MLS	25	21	+4	+19.0%	\$3,207,750	\$1,425,288	+\$1,782,462	+125.1%	\$1,750,000	\$607,500	+\$1,142,500	+188.1%	\$78,411,001	\$30,905,765	+\$47,505,236	+153.7%