

# Monthly Indicators



## May 2017

Home prices across the U.S. are reaching all-time highs, prompting worry over another boom-and-bust scenario like we experienced roughly ten years ago. Yet, as we glance across the state of residential real estate, what is clear compared to the last extended run of price increases is that lending standards are now much stronger than they were before. Incomes must be verified, a reasonable amount of money must be paid toward the home prior to purchase and a more stringent loan approval process is in place to prevent a repeat performance of the Great Recession.

New Listings increased 3.2 percent for Single Family homes and 16.2 percent for Condominium homes. Pending Sales increased 16.3 percent for Single Family homes and 33.3 percent for Condominium homes. Inventory decreased 12.1 percent for Single Family homes and 21.5 percent for Condominium homes.

Median Sales Price increased 12.4 percent to \$700,000 for Single Family homes and 13.5 percent to \$479,000 for Condominium homes. Days on Market decreased 20.5 percent for Single Family homes and 5.8 percent for Condominium homes. Months Supply of Inventory decreased 13.6 percent for Single Family homes and 29.3 percent for Condominium homes.

In addition to a stronger base upon which to conduct real estate transactions, the overall economy is in better shape than it was a decade ago. More jobs are available, unemployment is relatively low and workers have more faith in their wages and the potential for wage increases. Although we continue to battle an inventory shortage in much of the country, optimism remains high for a successful summer for buying and selling homes.

## Quick Facts

<b>+ 5.2%</b>	<b>+ 9.3%</b>	<b>- 17.7%</b>
Year-Over-Year Change in <b>Closed Sales</b> All Properties	Year-Over-Year Change in <b>Median Sales Price</b> All Properties	Year-Over-Year Change in <b>Homes for Sale</b> 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 quarter and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	5-2016	5-2017	% Change	YTD 2016	YTD 2017	% Change
<b>New Listings</b>		124	<b>128</b>	+ 3.2%	657	<b>720</b>	+ 9.6%
<b>Pending Sales</b>		92	<b>107</b>	+ 16.3%	479	<b>547</b>	+ 14.2%
<b>Closed Sales</b>		94	<b>95</b>	+ 1.1%	434	<b>425</b>	- 2.1%
<b>Days on Market Until Sale</b>		166	<b>132</b>	- 20.5%	160	<b>135</b>	- 15.6%
<b>Median Sales Price</b>		\$622,500	<b>\$700,000</b>	+ 12.4%	\$622,500	<b>\$685,000</b>	+ 10.0%
<b>Average Sales Price</b>		\$908,673	<b>\$1,152,746</b>	+ 26.9%	\$890,153	<b>\$1,031,931</b>	+ 15.9%
<b>Percent of List Price Received</b>		96.2%	<b>97.2%</b>	+ 1.0%	96.5%	<b>96.8%</b>	+ 0.3%
<b>Housing Affordability Index</b>		64	<b>55</b>	- 14.1%	64	<b>57</b>	- 10.9%
<b>Inventory of Homes for Sale</b>		601	<b>528</b>	- 12.1%	—	—	—
<b>Months Supply of Inventory</b>		6.6	<b>5.7</b>	- 13.6%	—	—	—

# Condominium Market Overview

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



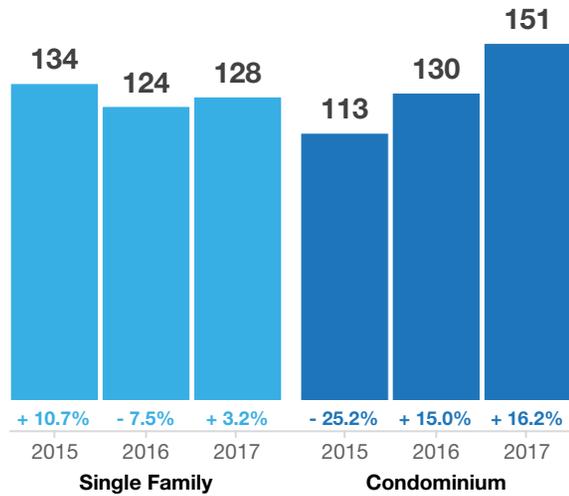
Key Metrics	Historical Sparkbars	5-2016	5-2017	% Change	YTD 2016	YTD 2017	% Change
<b>New Listings</b>		130	151	+ 16.2%	926	808	- 12.7%
<b>Pending Sales</b>		99	132	+ 33.3%	585	668	+ 14.2%
<b>Closed Sales</b>		119	129	+ 8.4%	536	589	+ 9.9%
<b>Days on Market Until Sale</b>		156	147	- 5.8%	157	153	- 2.5%
<b>Median Sales Price</b>		\$422,000	\$479,000	+ 13.5%	\$427,000	\$480,000	+ 12.4%
<b>Average Sales Price</b>		\$624,945	\$662,246	+ 6.0%	\$643,892	\$670,852	+ 4.2%
<b>Percent of List Price Received</b>		97.1%	96.9%	- 0.2%	96.4%	96.7%	+ 0.3%
<b>Housing Affordability Index</b>		94	81	- 13.8%	93	81	- 12.9%
<b>Inventory of Homes for Sale</b>		865	679	- 21.5%	—	—	—
<b>Months Supply of Inventory</b>		8.2	5.8	- 29.3%	—	—	—

# New Listings

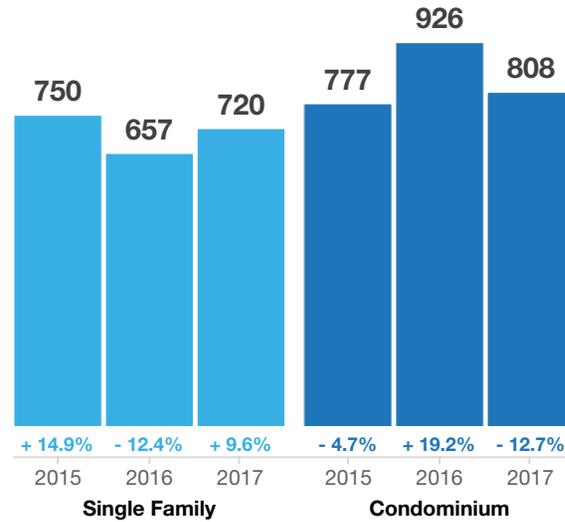
A count of the properties that have been newly listed on the market in a given month.



## May

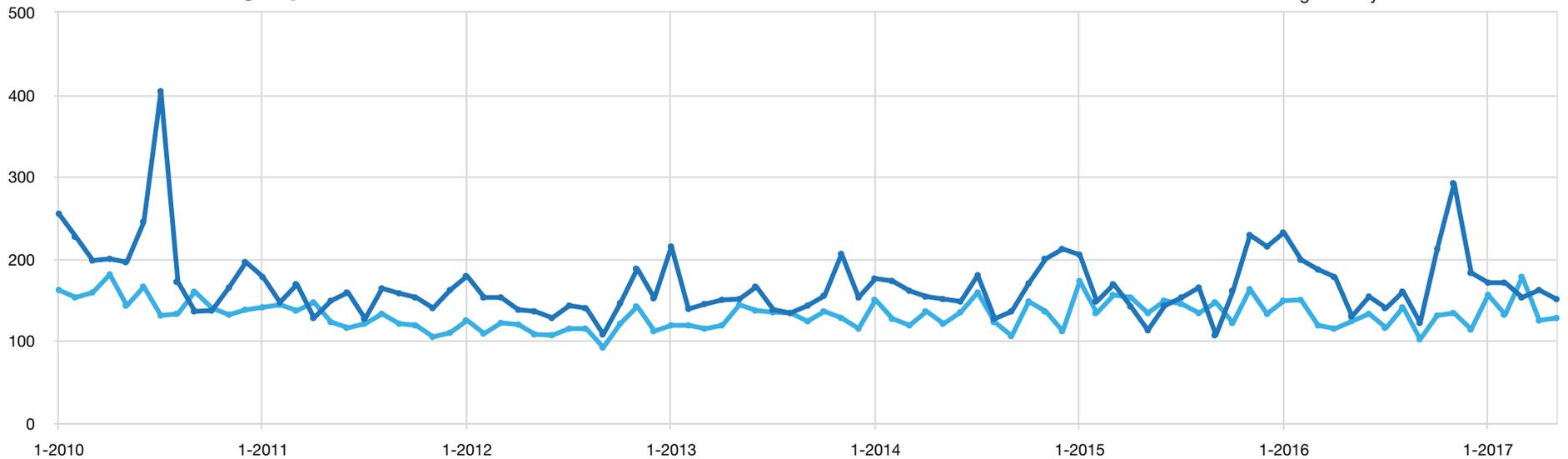


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2016	133	- 10.7%	154	+ 7.7%
Jul-2016	116	- 20.0%	140	- 8.5%
Aug-2016	141	+ 5.2%	160	- 3.0%
Sep-2016	102	- 30.6%	122	+ 14.0%
Oct-2016	131	+ 7.4%	212	+ 31.7%
Nov-2016	134	- 17.8%	292	+ 27.5%
Dec-2016	114	- 14.3%	183	- 14.9%
Jan-2017	156	+ 4.7%	171	- 26.3%
Feb-2017	132	- 12.0%	171	- 14.1%
Mar-2017	178	+ 49.6%	153	- 18.2%
Apr-2017	125	+ 8.7%	162	- 9.0%
<b>May-2017</b>	<b>128</b>	<b>+ 3.2%</b>	<b>151</b>	<b>+ 16.2%</b>
12-Month Avg	133	- 3.6%	173	- 1.1%

## Historical New Listings by Month

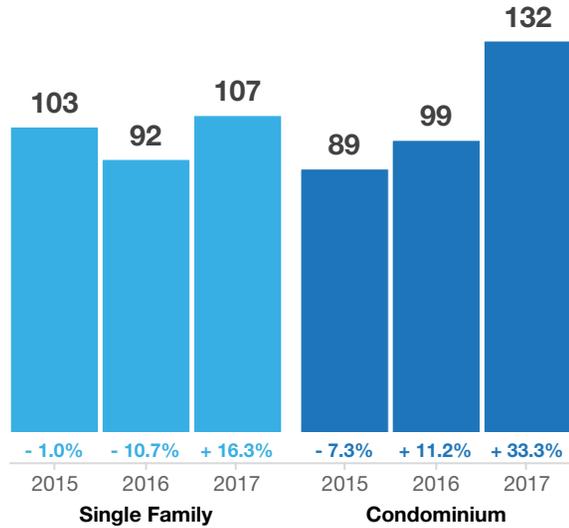


# Pending Sales

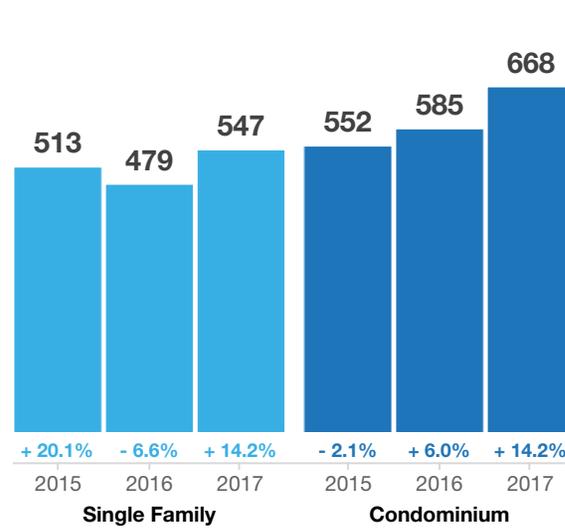
A count of the properties on which offers have been accepted in a given month.



## May

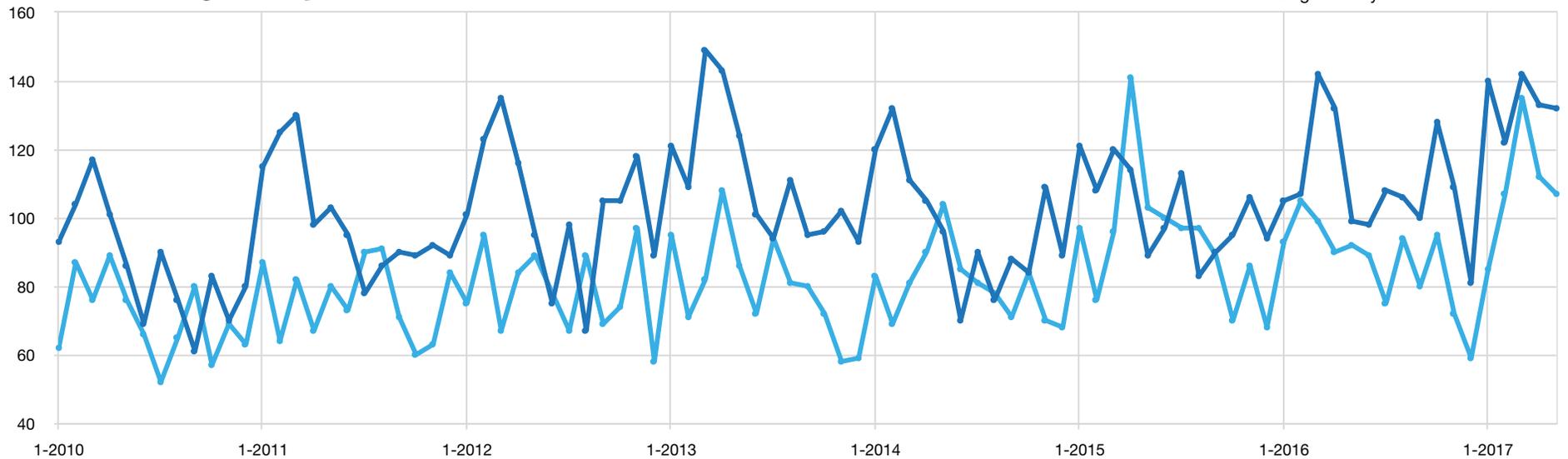


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2016	89	- 11.0%	98	+ 1.0%
Jul-2016	75	- 22.7%	108	- 4.4%
Aug-2016	94	- 3.1%	106	+ 27.7%
Sep-2016	80	- 10.1%	100	+ 11.1%
Oct-2016	95	+ 35.7%	128	+ 34.7%
Nov-2016	72	- 16.3%	109	+ 2.8%
Dec-2016	59	- 13.2%	81	- 13.8%
Jan-2017	85	- 8.6%	140	+ 33.3%
Feb-2017	107	+ 1.9%	122	+ 14.0%
Mar-2017	135	+ 36.4%	142	0.0%
Apr-2017	112	+ 24.4%	133	+ 0.8%
<b>May-2017</b>	<b>107</b>	<b>+ 16.3%</b>	<b>132</b>	<b>+ 33.3%</b>
12-Month Avg	93	+ 2.2%	117	+ 11.4%

## Historical Pending Sales by Month

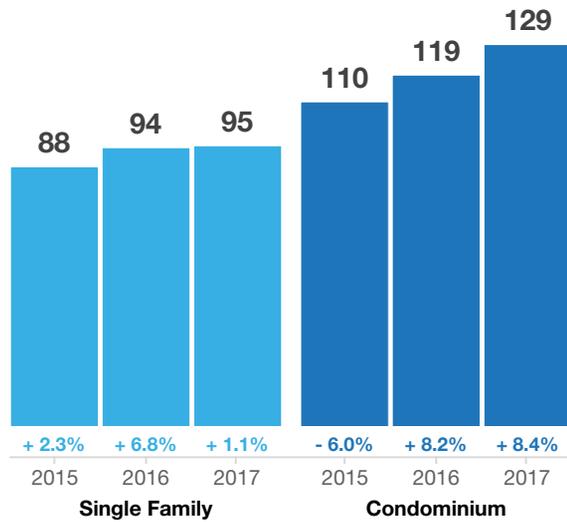


# Closed Sales

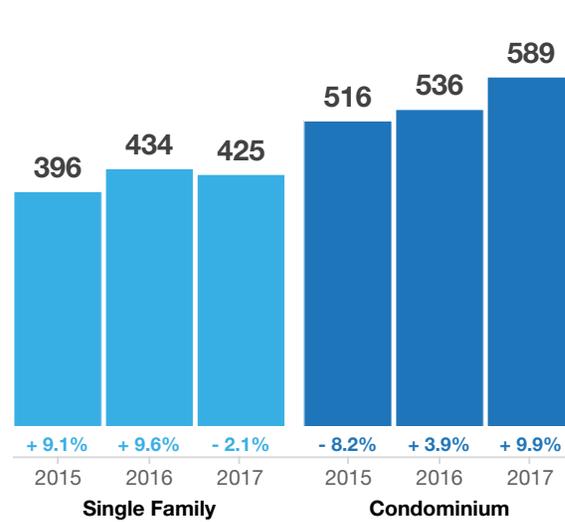
A count of the actual sales that closed in a given month.



## May

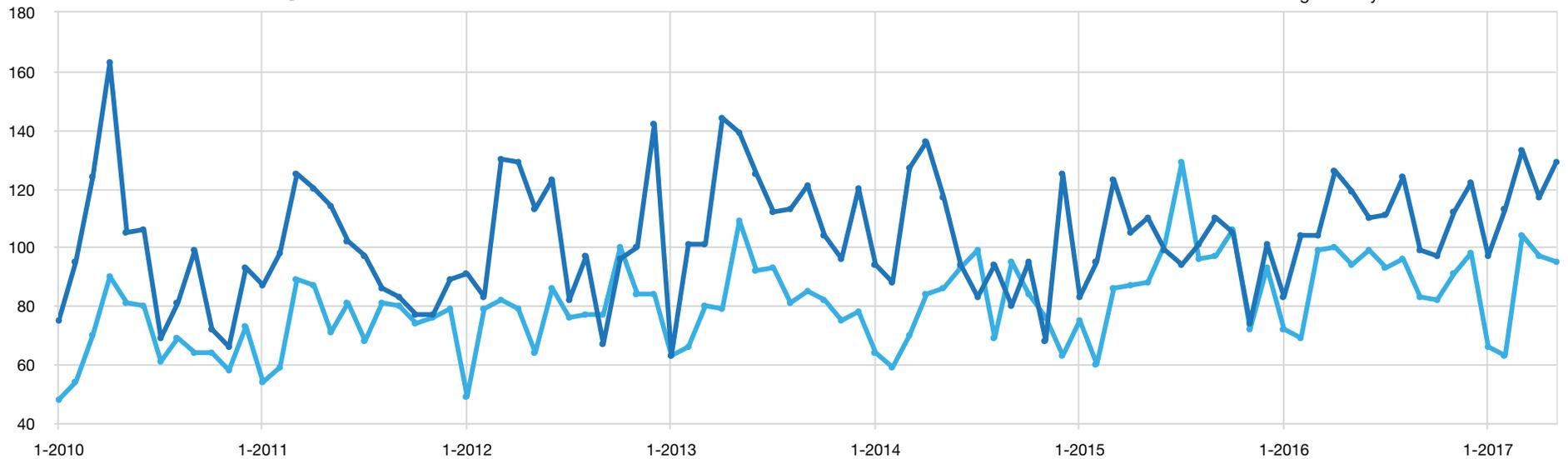


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2016	99	-2.0%	110	+11.1%
Jul-2016	93	-27.9%	111	+18.1%
Aug-2016	96	0.0%	124	+22.8%
Sep-2016	83	-14.4%	99	-10.0%
Oct-2016	82	-22.6%	97	-7.6%
Nov-2016	91	+26.4%	112	+51.4%
Dec-2016	98	+5.4%	122	+20.8%
Jan-2017	66	-8.3%	97	+16.9%
Feb-2017	63	-8.7%	113	+8.7%
Mar-2017	104	+5.1%	133	+27.9%
Apr-2017	97	-3.0%	117	-7.1%
<b>May-2017</b>	<b>95</b>	<b>+1.1%</b>	<b>129</b>	<b>+8.4%</b>
12-Month Avg	89	-5.3%	114	+11.8%

## Historical Closed Sales by Month

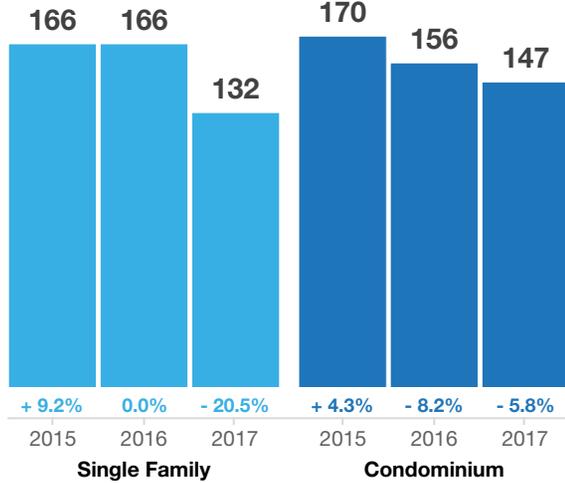


# Days on Market Until Sale

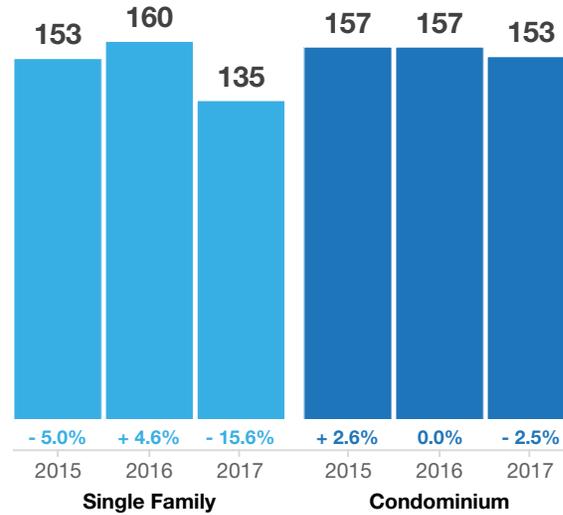
Average number of days between when a property is listed and when it closed in a given month.



## May



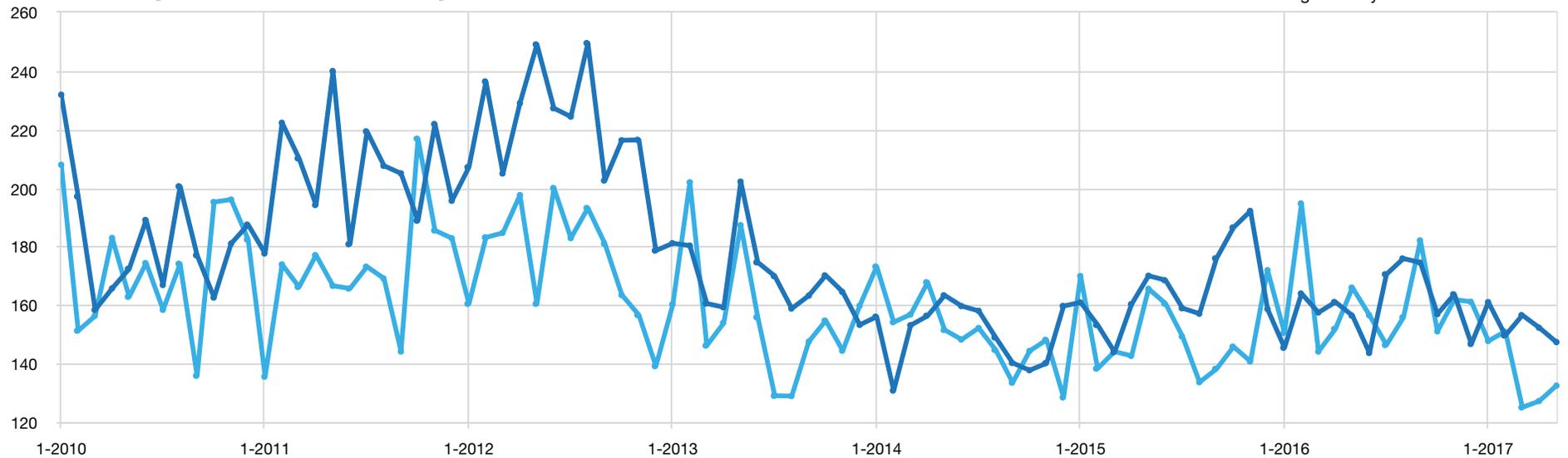
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2016	157	- 2.5%	144	- 14.8%
Jul-2016	146	- 2.0%	171	+ 7.5%
Aug-2016	156	+ 16.4%	176	+ 12.1%
Sep-2016	182	+ 31.9%	175	- 0.6%
Oct-2016	151	+ 3.4%	157	- 16.0%
Nov-2016	162	+ 14.9%	164	- 14.6%
Dec-2016	161	- 6.4%	147	- 7.5%
Jan-2017	148	- 1.3%	161	+ 11.0%
Feb-2017	151	- 22.6%	150	- 8.5%
Mar-2017	125	- 13.2%	157	0.0%
Apr-2017	127	- 16.4%	152	- 5.6%
<b>May-2017</b>	<b>132</b>	<b>- 20.5%</b>	<b>147</b>	<b>- 5.8%</b>
12-Month Avg*	149	- 2.4%	158	- 4.2%

\* Days on Market for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

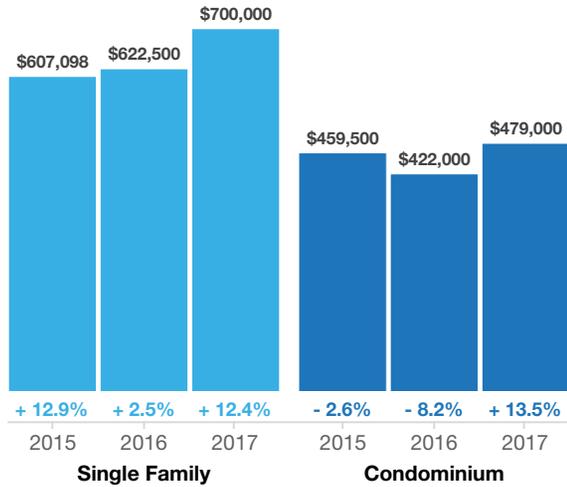


# Median Sales Price

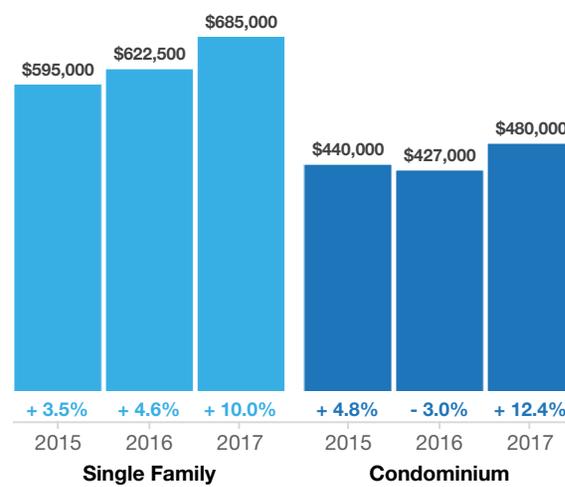
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May



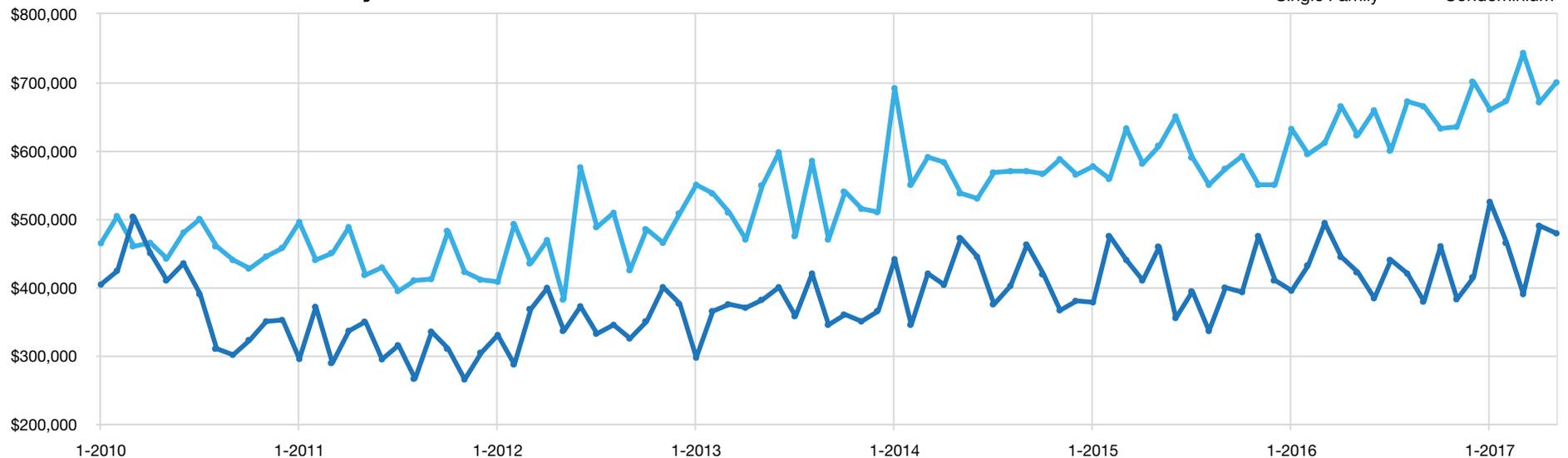
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2016	\$659,000	+ 1.4%	\$384,000	+ 8.2%
Jul-2016	\$600,000	+ 1.7%	\$440,000	+ 11.7%
Aug-2016	\$672,063	+ 22.2%	\$420,000	+ 25.0%
Sep-2016	\$665,000	+ 16.0%	\$379,000	- 5.1%
Oct-2016	\$632,500	+ 6.8%	\$460,000	+ 17.1%
Nov-2016	\$635,000	+ 15.5%	\$382,500	- 19.5%
Dec-2016	\$701,000	+ 27.5%	\$414,500	+ 1.1%
Jan-2017	\$660,000	+ 4.5%	\$525,000	+ 32.9%
Feb-2017	\$672,575	+ 13.0%	\$465,000	+ 7.7%
Mar-2017	\$743,000	+ 21.5%	\$390,000	- 21.1%
Apr-2017	\$671,000	+ 0.9%	\$490,000	+ 10.2%
<b>May-2017</b>	<b>\$700,000</b>	<b>+ 12.4%</b>	<b>\$479,000</b>	<b>+ 13.5%</b>
12-Month Avg*	\$665,000	+ 12.7%	\$434,500	+ 7.3%

\* Median Sales Price for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

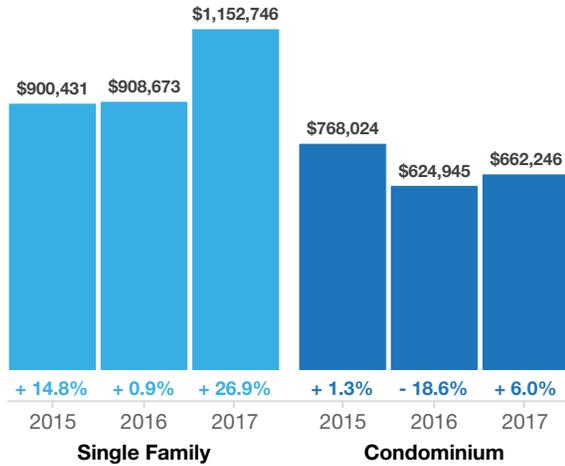


# Average Sales Price

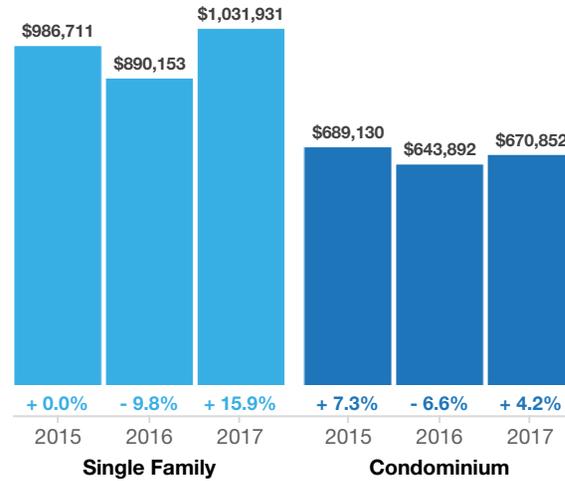
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



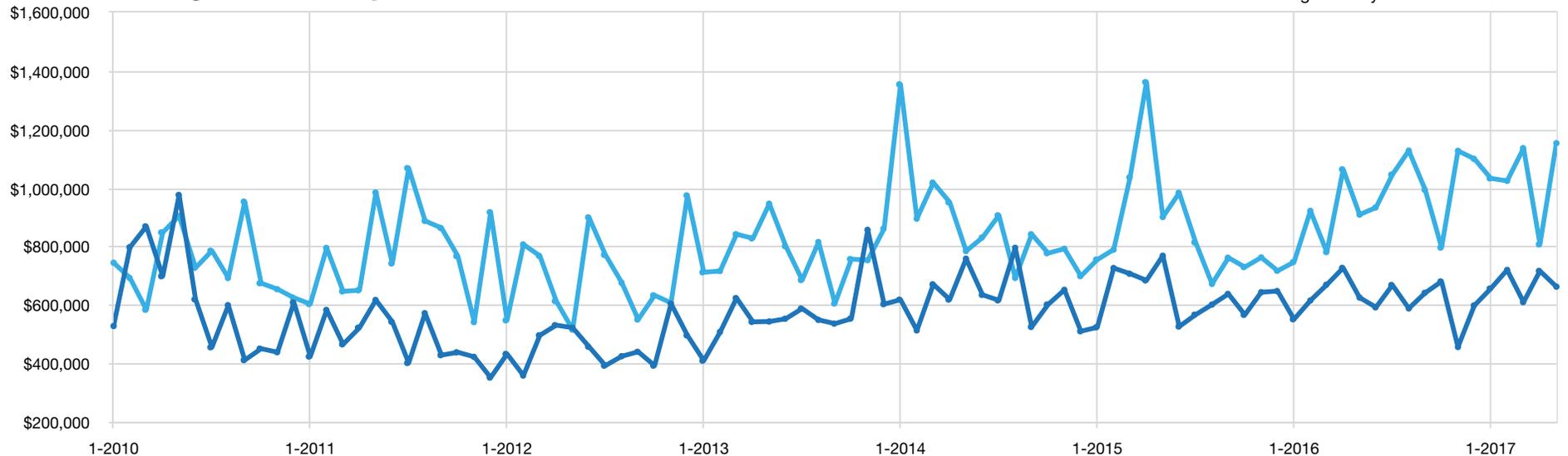
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2016	\$932,877	- 5.1%	\$591,600	+ 12.5%
Jul-2016	\$1,045,393	+ 28.5%	\$667,832	+ 17.9%
Aug-2016	\$1,127,333	+ 67.8%	\$587,842	- 2.2%
Sep-2016	\$993,583	+ 30.5%	\$641,088	+ 0.6%
Oct-2016	\$796,059	+ 9.2%	\$680,081	+ 20.2%
Nov-2016	\$1,126,619	+ 47.8%	\$455,940	- 29.1%
Dec-2016	\$1,099,465	+ 53.4%	\$597,765	- 7.6%
Jan-2017	\$1,032,591	+ 38.4%	\$655,654	+ 19.0%
Feb-2017	\$1,023,982	+ 11.1%	\$719,341	+ 17.0%
Mar-2017	\$1,135,811	+ 45.5%	\$609,385	- 8.9%
Apr-2017	\$806,945	- 24.1%	\$715,983	- 1.4%
<b>May-2017</b>	<b>\$1,152,746</b>	<b>+ 26.9%</b>	<b>\$662,246</b>	<b>+ 6.0%</b>
12-Month Avg*	\$1,025,596	+ 24.7%	\$630,981	+ 2.1%

\* Avg. Sales Price for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

## Historical Average Sales Price by Month

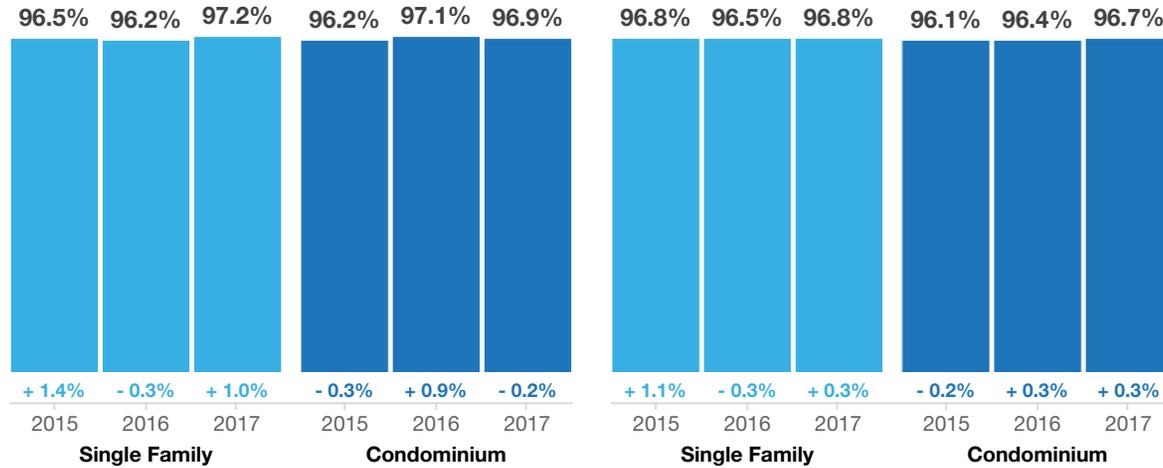


# Percent of List Price Received

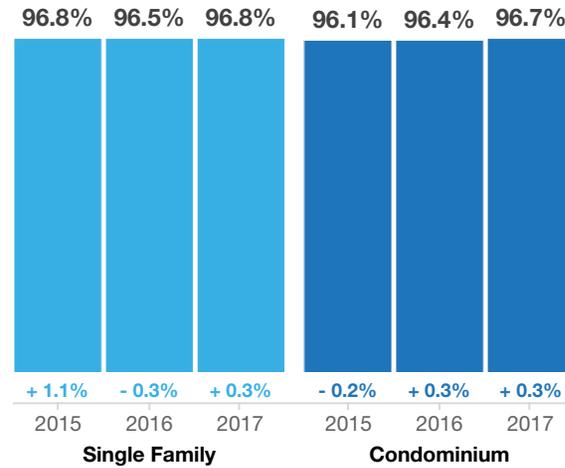
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May



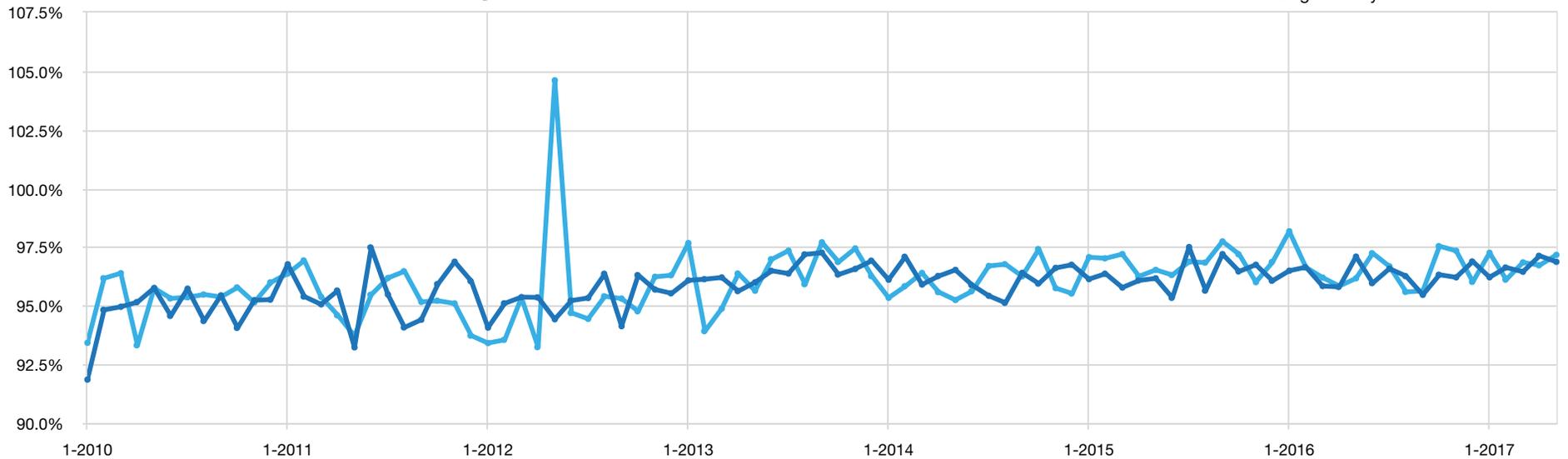
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2016	97.2%	+ 0.9%	96.0%	+ 0.7%
Jul-2016	96.7%	- 0.2%	96.6%	- 0.9%
Aug-2016	95.6%	- 1.2%	96.3%	+ 0.7%
Sep-2016	95.6%	- 2.1%	95.5%	- 1.7%
Oct-2016	97.5%	+ 0.3%	96.3%	- 0.2%
Nov-2016	97.3%	+ 1.4%	96.2%	- 0.5%
Dec-2016	96.0%	- 0.9%	96.9%	+ 0.8%
Jan-2017	97.3%	- 0.9%	96.2%	- 0.3%
Feb-2017	96.1%	- 0.5%	96.6%	0.0%
Mar-2017	96.8%	+ 0.6%	96.4%	+ 0.6%
Apr-2017	96.7%	+ 0.9%	97.1%	+ 1.4%
<b>May-2017</b>	<b>97.2%</b>	<b>+ 1.0%</b>	<b>96.9%</b>	<b>- 0.2%</b>
12-Month Avg*	96.7%	0.0%	96.4%	+ 0.0%

\* Pct. of List Price Received for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

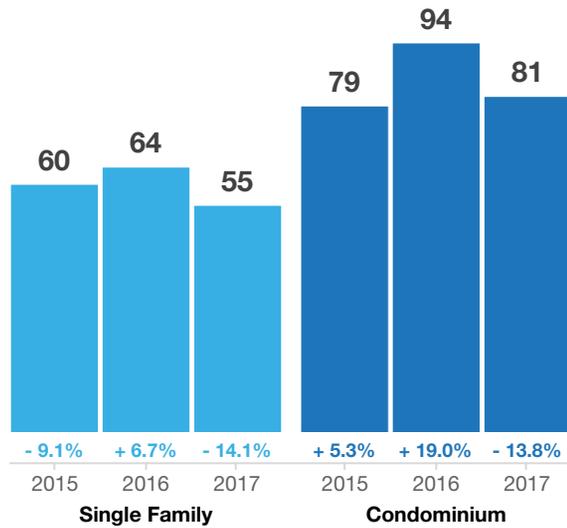


# Housing Affordability Index

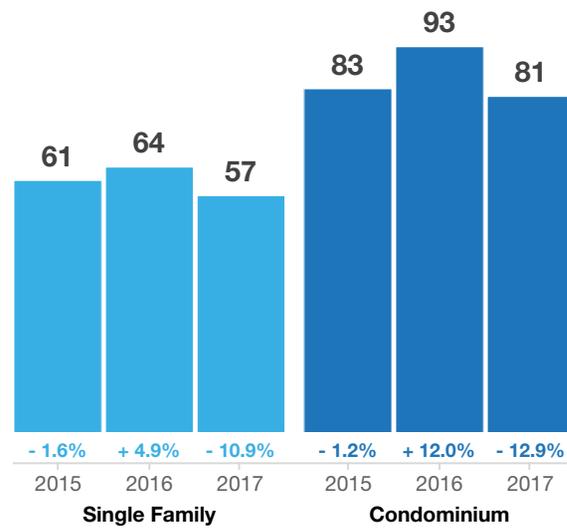
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## May

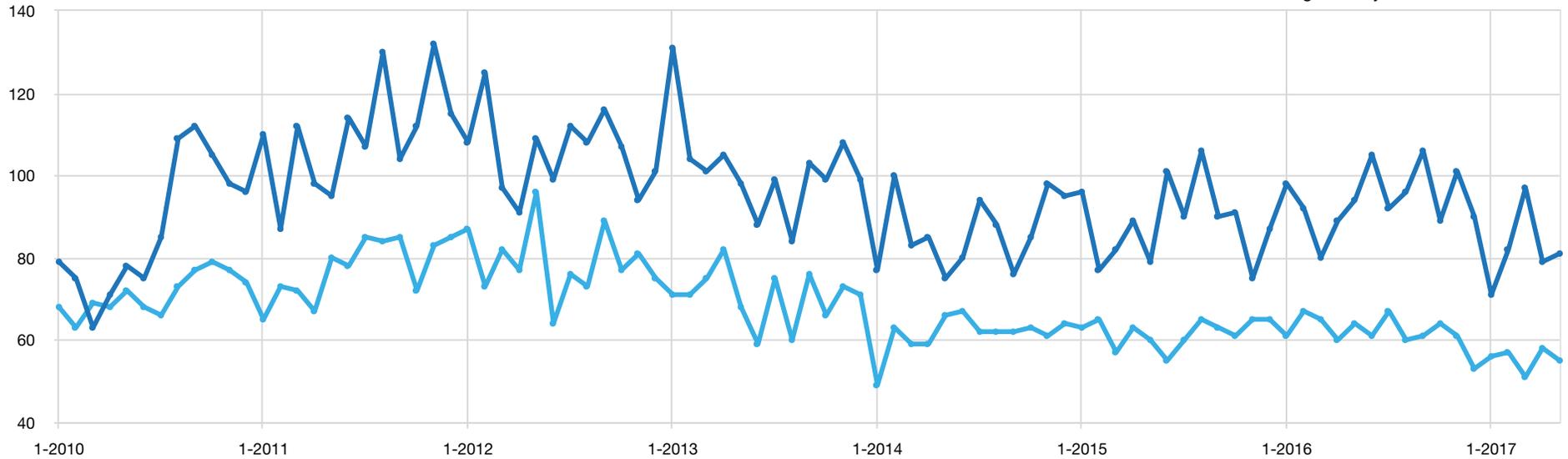


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2016	61	+ 10.9%	105	+ 4.0%
Jul-2016	67	+ 11.7%	92	+ 2.2%
Aug-2016	60	- 7.7%	96	- 9.4%
Sep-2016	61	- 3.2%	106	+ 17.8%
Oct-2016	64	+ 4.9%	89	- 2.2%
Nov-2016	61	- 6.2%	101	+ 34.7%
Dec-2016	53	- 18.5%	90	+ 3.4%
Jan-2017	56	- 8.2%	71	- 27.6%
Feb-2017	57	- 14.9%	82	- 10.9%
Mar-2017	51	- 21.5%	97	+ 21.3%
Apr-2017	58	- 3.3%	79	- 11.2%
<b>May-2017</b>	<b>55</b>	<b>- 14.1%</b>	<b>81</b>	<b>- 13.8%</b>
12-Month Avg	59	- 6.3%	91	0.0%

## Historical Housing Affordability Index by Month

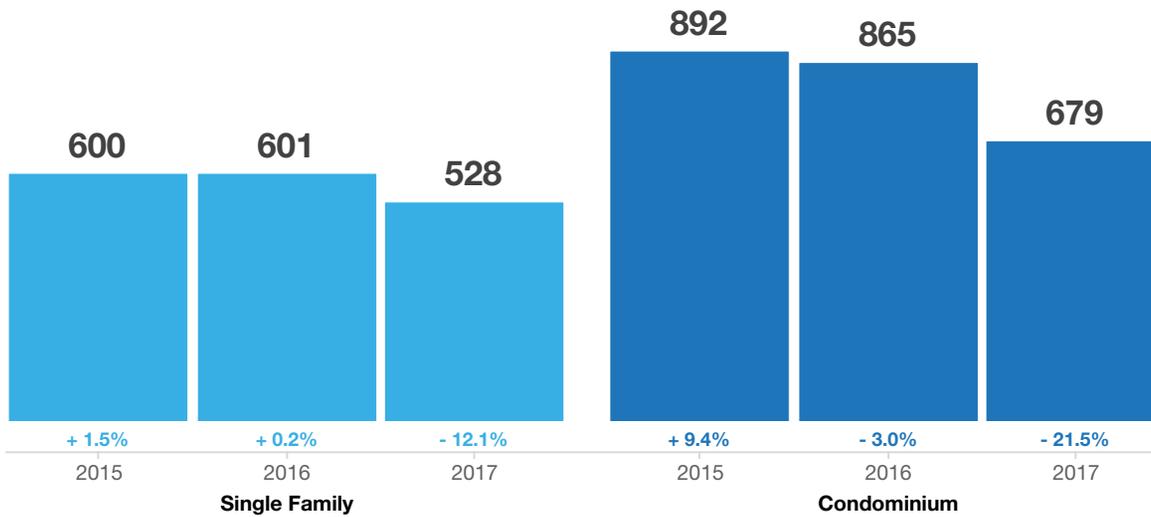


# Inventory of Homes for Sale

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

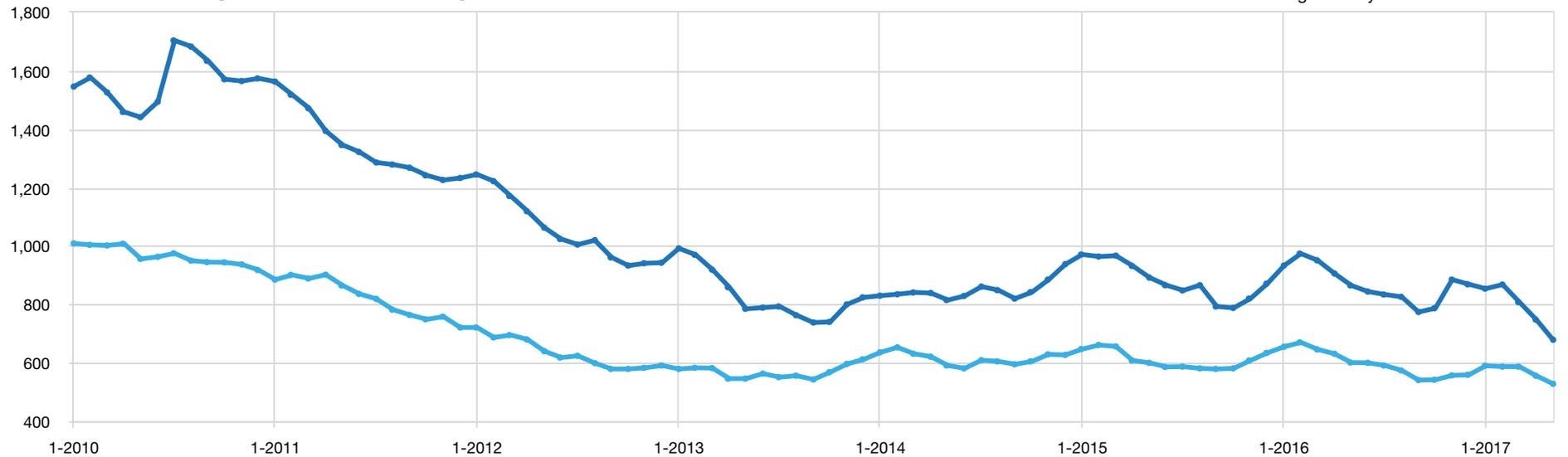


## May



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2016	600	+ 2.4%	844	- 2.5%
Jul-2016	591	+ 0.7%	834	- 1.7%
Aug-2016	574	- 1.2%	826	- 4.6%
Sep-2016	541	- 6.6%	774	- 2.4%
Oct-2016	542	- 6.7%	787	- 0.1%
Nov-2016	557	- 8.4%	885	+ 7.9%
Dec-2016	559	- 11.8%	869	- 0.2%
Jan-2017	590	- 9.9%	854	- 8.5%
Feb-2017	587	- 12.4%	868	- 10.9%
Mar-2017	587	- 9.1%	808	- 15.0%
Apr-2017	556	- 11.9%	748	- 17.4%
<b>May-2017</b>	<b>528</b>	<b>- 12.1%</b>	<b>679</b>	<b>- 21.5%</b>
12-Month Avg	568	- 7.3%	815	- 6.6%

## Historical Inventory of Homes for Sale by Month

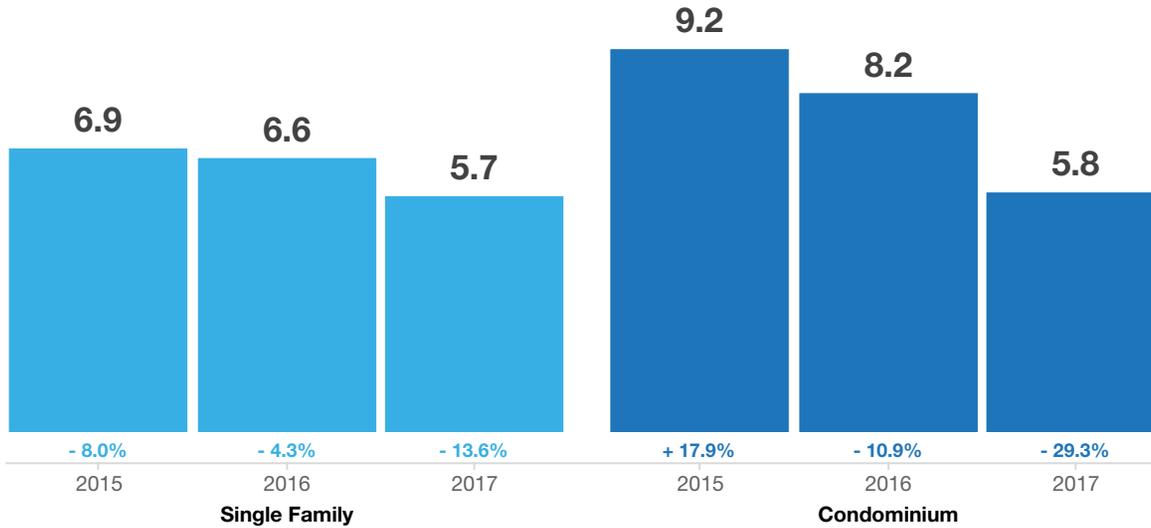


# Months Supply of Inventory

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.



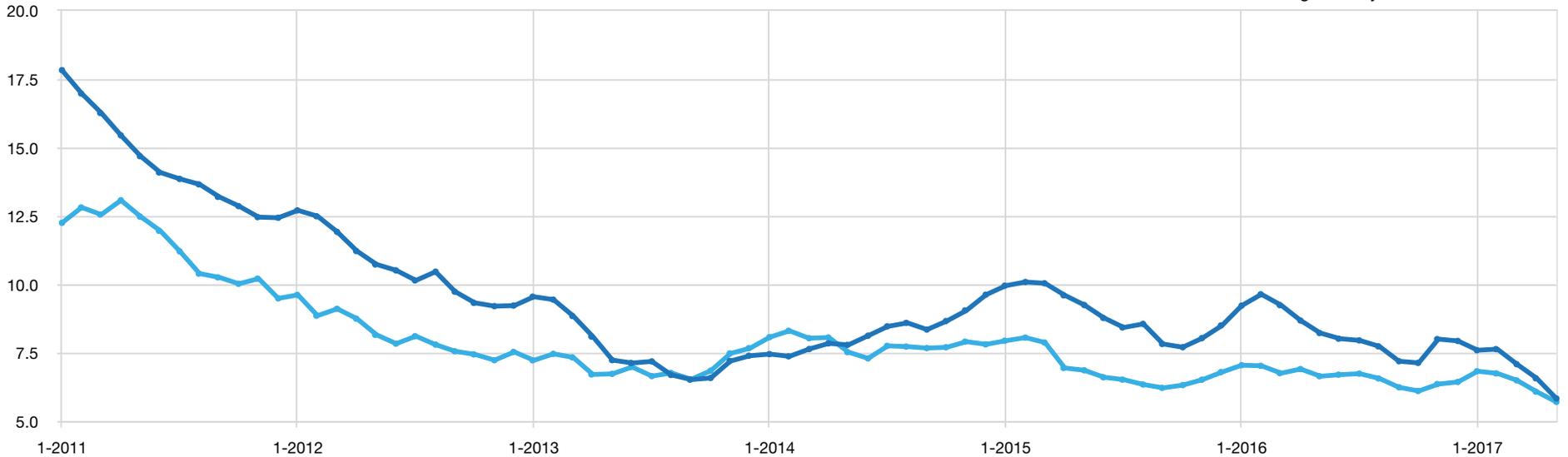
## May



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jun-2016	6.7	+ 1.5%	8.0	- 9.1%
Jul-2016	6.7	+ 3.1%	7.9	- 6.0%
Aug-2016	6.6	+ 4.8%	7.7	- 10.5%
Sep-2016	6.2	0.0%	7.2	- 7.7%
Oct-2016	6.1	- 3.2%	7.1	- 7.8%
Nov-2016	6.4	- 1.5%	8.0	0.0%
Dec-2016	6.4	- 5.9%	7.9	- 7.1%
Jan-2017	6.8	- 2.9%	7.6	- 17.4%
Feb-2017	6.7	- 4.3%	7.6	- 20.8%
Mar-2017	6.5	- 4.4%	7.1	- 22.8%
Apr-2017	6.1	- 11.6%	6.6	- 24.1%
<b>May-2017</b>	<b>5.7</b>	<b>- 13.6%</b>	<b>5.8</b>	<b>- 29.3%</b>
12-Month Avg*	6.4	- 3.1%	7.4	- 13.7%

\* Months Supply for all properties from June 2016 through May 2017. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Combined

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



Key Metrics	Historical Sparkbars	5-2016	5-2017	% Change	YTD 2016	YTD 2017	% Change
<b>New Listings</b>		254	<b>279</b>	+ 9.8%	1,583	<b>1,528</b>	- 3.5%
<b>Pending Sales</b>		191	<b>239</b>	+ 25.1%	1,064	<b>1,215</b>	+ 14.2%
<b>Closed Sales</b>		213	<b>224</b>	+ 5.2%	970	<b>1,014</b>	+ 4.5%
<b>Days on Market Until Sale</b>		161	<b>141</b>	- 12.4%	158	<b>145</b>	- 8.2%
<b>Median Sales Price</b>		\$540,000	<b>\$590,000</b>	+ 9.3%	\$549,500	<b>\$585,000</b>	+ 6.5%
<b>Average Sales Price</b>		\$750,158	<b>\$870,270</b>	+ 16.0%	\$754,075	<b>\$822,192</b>	+ 9.0%
<b>Percent of List Price Received</b>		96.7%	<b>97.0%</b>	+ 0.3%	96.4%	<b>96.7%</b>	+ 0.3%
<b>Housing Affordability Index</b>		74	<b>66</b>	- 10.8%	72	<b>66</b>	- 8.3%
<b>Inventory of Homes for Sale</b>		1,466	<b>1,207</b>	- 17.7%	—	—	—
<b>Months Supply of Inventory</b>		7.5	<b>5.8</b>	- 22.7%	—	—	—