

Monthly Indicators



November 2017

The facts of residential real estate have remained consistent in 2017. In year-over-year comparisons, the number of homes for sale has been fewer in most locales, and homes have been selling in fewer days for higher prices. This hasn't always been true, but it has been a common enough storyline to make it an overarching trend for the year.

New Listings decreased 0.7 percent for Single Family homes and 40.1 percent for Condominium homes. Pending Sales increased 20.8 percent for Single Family homes and 7.3 percent for Condominium homes. Inventory decreased 10.3 percent for Single Family homes and 29.6 percent for Condominium homes.

Median Sales Price increased 8.5 percent to \$689,000 for Single Family homes and 4.6 percent to \$400,000 for Condominium homes. Days on Market decreased 20.4 percent for Single Family homes and 13.4 percent for Condominium homes. Months Supply of Inventory decreased 17.2 percent for Single Family homes and 36.3 percent for Condominium homes.

New tax legislation could have ramifications on housing. The White House believes that the tax reform bill will have a small impact on home prices, lowering them by less than 4 percent, and could conceivably boost homeownership. The National Association of REALTORS® has stated that eliminating the mortgage interest deduction could hurt housing, as the doubled standard deduction would reduce the desire to take out a mortgage and itemize the interest associated with it, thus reducing demand. This is a developing story.

Quick Facts

- 1.4%	+ 5.9%	- 21.3%
Year-Over-Year Change in Closed Sales All Properties	Year-Over-Year Change in Median Sales Price All Properties	Year-Over-Year Change in 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	11-2016	11-2017	% Change	YTD 2016	YTD 2017	% Change
New Listings		134	133	- 0.7%	1,415	1,532	+ 8.3%
Pending Sales		72	87	+ 20.8%	982	1,081	+ 10.1%
Closed Sales		91	72	- 20.9%	978	1,010	+ 3.3%
Days on Market Until Sale		162	129	- 20.4%	159	146	- 8.2%
Median Sales Price		\$635,000	\$689,000	+ 8.5%	\$635,000	\$695,000	+ 9.4%
Average Sales Price		\$1,126,619	\$1,151,000	+ 2.2%	\$955,412	\$1,028,786	+ 7.7%
Percent of List Price Received		97.3%	96.4%	- 0.9%	96.6%	96.6%	0.0%
Housing Affordability Index		61	57	- 6.6%	61	56	- 8.2%
Inventory of Homes for Sale		562	504	- 10.3%	—	—	—
Months Supply of Inventory		6.4	5.3	- 17.2%	—	—	—

Condominium Market Overview

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



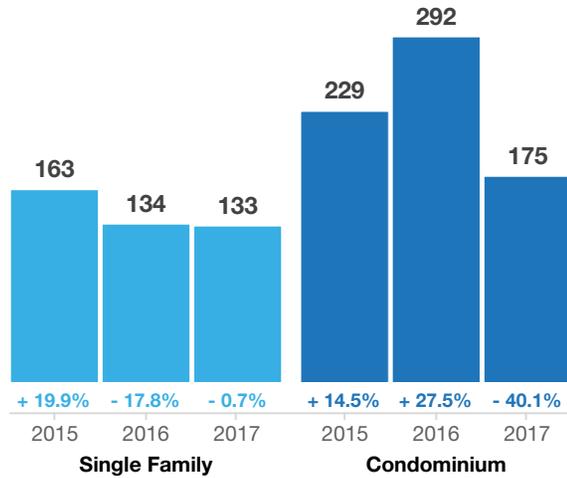
Key Metrics	Historical Sparkbars	11-2016	11-2017	% Change	YTD 2016	YTD 2017	% Change
New Listings		292	175	- 40.1%	2,010	1,823	- 9.3%
Pending Sales		109	117	+ 7.3%	1,236	1,399	+ 13.2%
Closed Sales		112	126	+ 12.5%	1,189	1,311	+ 10.3%
Days on Market Until Sale		164	142	- 13.4%	161	150	- 6.8%
Median Sales Price		\$382,500	\$400,000	+ 4.6%	\$415,000	\$447,000	+ 7.7%
Average Sales Price		\$455,940	\$688,871	+ 51.1%	\$620,458	\$687,748	+ 10.8%
Percent of List Price Received		96.2%	96.8%	+ 0.6%	96.2%	96.7%	+ 0.5%
Housing Affordability Index		101	98	- 3.0%	93	87	- 6.5%
Inventory of Homes for Sale		891	627	- 29.6%	—	—	—
Months Supply of Inventory		8.0	5.1	- 36.3%	—	—	—

New Listings

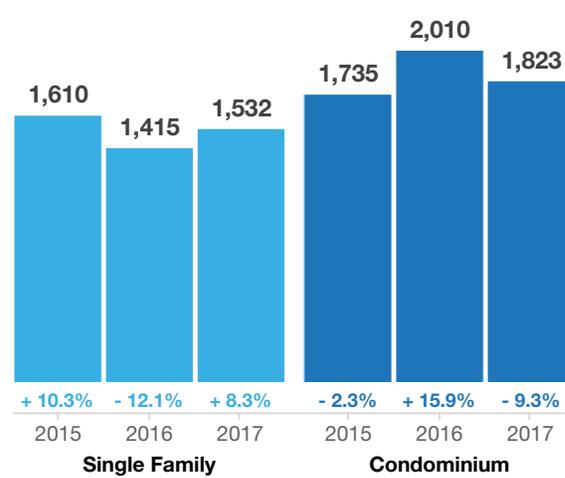
A count of the properties that have been newly listed on the market in a given month.



November

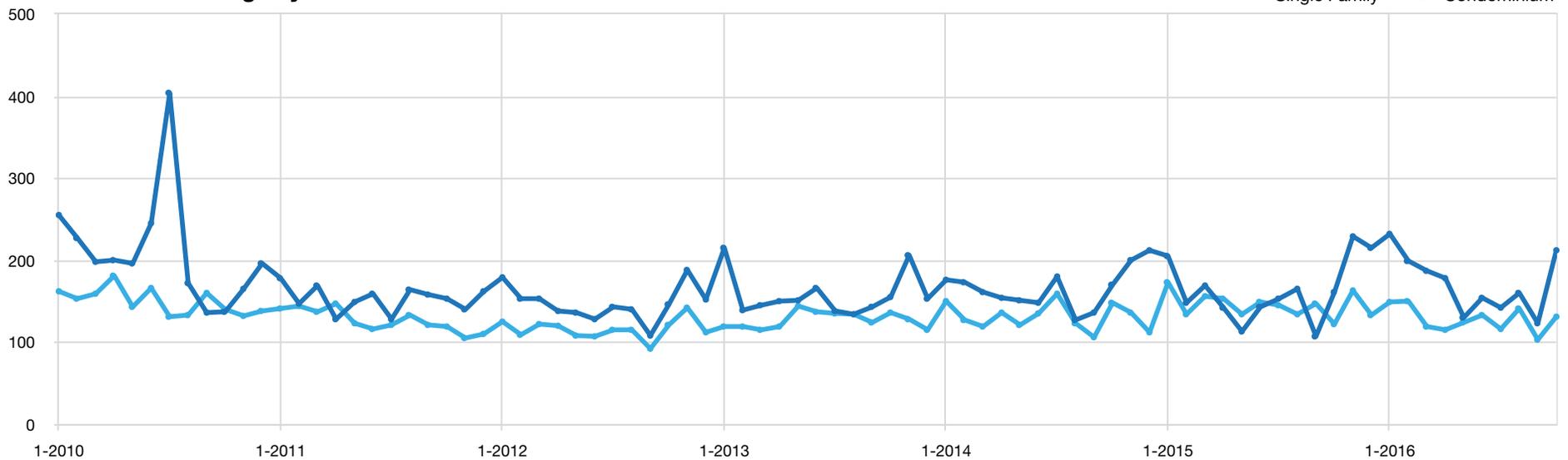


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2016	115	-13.5%	184	-14.4%
Jan-2017	157	+5.4%	172	-25.9%
Feb-2017	132	-12.0%	170	-14.6%
Mar-2017	180	+51.3%	155	-17.1%
Apr-2017	128	+11.3%	169	-5.1%
May-2017	140	+12.9%	158	+21.5%
Jun-2017	157	+18.0%	186	+20.8%
Jul-2017	125	+7.8%	145	+2.1%
Aug-2017	139	-1.4%	168	+5.0%
Sep-2017	119	+15.5%	141	+14.6%
Oct-2017	120	-8.4%	175	-17.5%
Nov-2017	133	-0.7%	175	-40.1%
12-Month Avg	137	+6.2%	167	-9.7%

Historical New Listings by Month

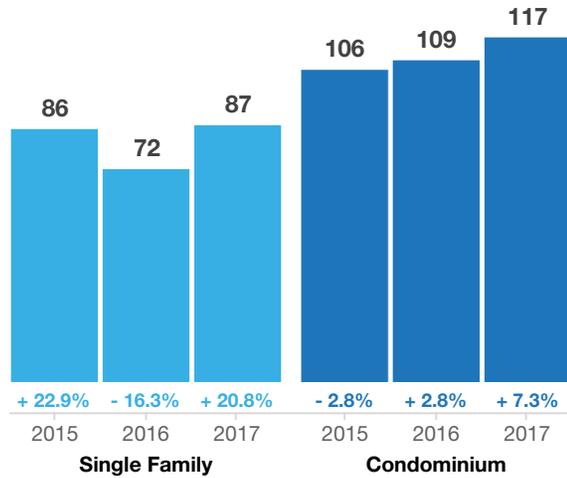


Pending Sales

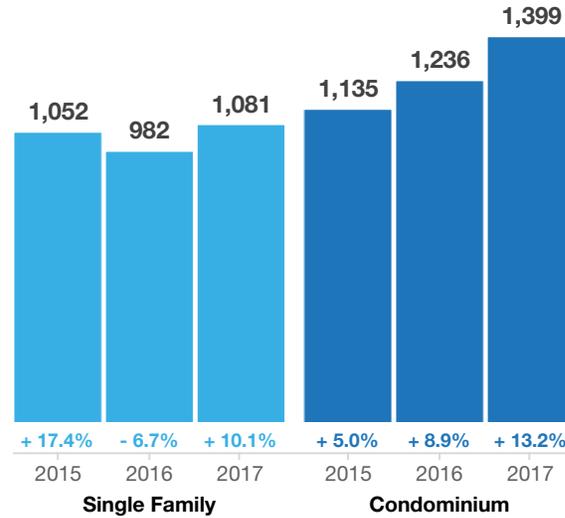
A count of the properties on which offers have been accepted in a given month.



November

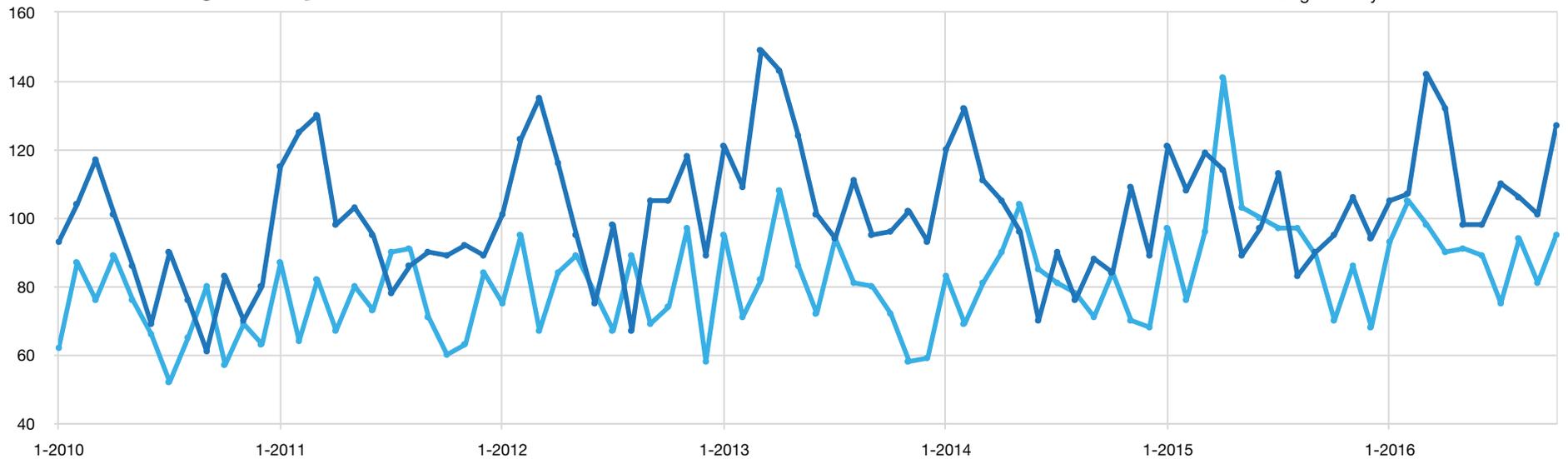


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2016	60	- 11.8%	81	- 13.8%
Jan-2017	84	- 9.7%	140	+ 33.3%
Feb-2017	106	+ 1.0%	121	+ 13.1%
Mar-2017	132	+ 34.7%	142	0.0%
Apr-2017	110	+ 22.2%	131	- 0.8%
May-2017	107	+ 17.6%	129	+ 31.6%
Jun-2017	110	+ 23.6%	110	+ 12.2%
Jul-2017	89	+ 18.7%	116	+ 5.5%
Aug-2017	100	+ 6.4%	148	+ 39.6%
Sep-2017	82	+ 1.2%	113	+ 11.9%
Oct-2017	88	- 7.4%	138	+ 8.7%
Nov-2017	87	+ 20.8%	117	+ 7.3%
12-Month Avg	96	+ 9.1%	124	+ 11.7%

Historical Pending Sales by Month

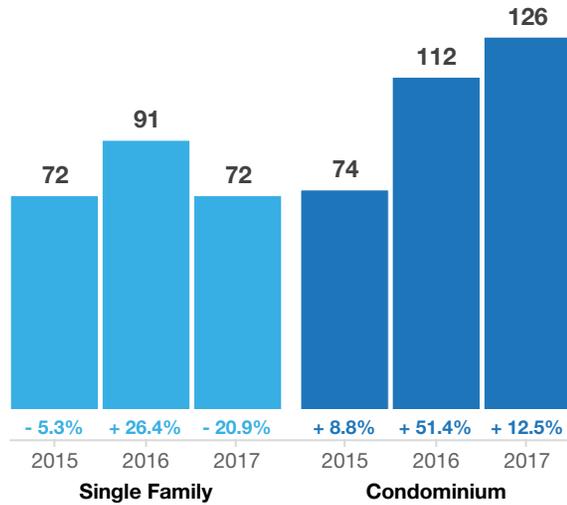


Closed Sales

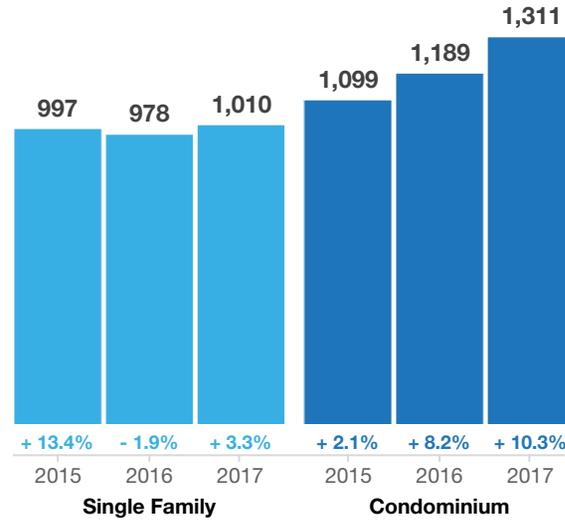
A count of the actual sales that closed in a given month.



November

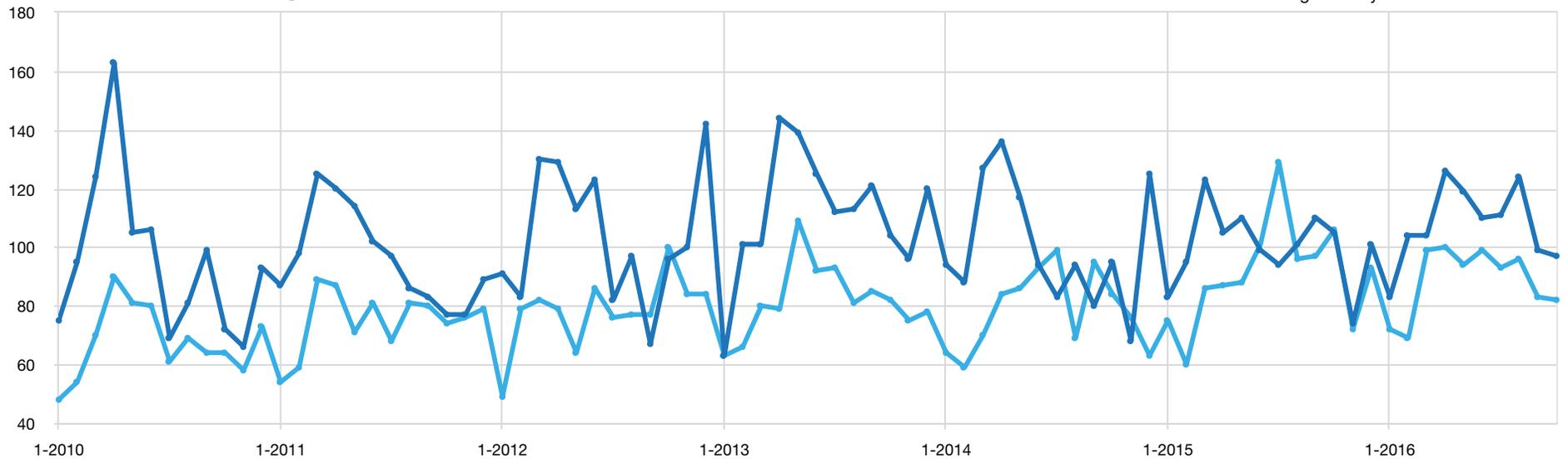


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2016	98	+ 5.4%	121	+ 19.8%
Jan-2017	66	- 8.3%	97	+ 16.9%
Feb-2017	63	- 8.7%	112	+ 7.7%
Mar-2017	105	+ 6.1%	133	+ 27.9%
Apr-2017	98	- 2.0%	117	- 7.1%
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	111	+ 35.4%	134	+ 38.1%
Nov-2017	72	- 20.9%	126	+ 12.5%
12-Month Avg	92	+ 3.4%	119	+ 10.2%

Historical Closed Sales by Month

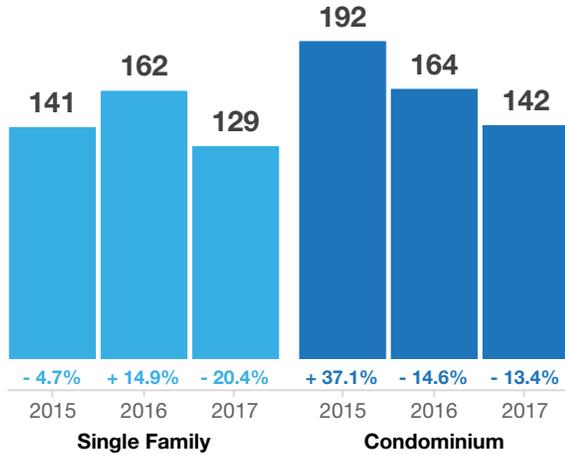


Days on Market Until Sale

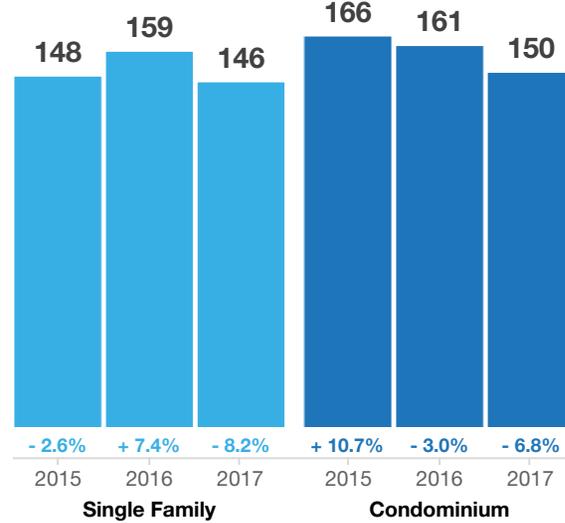
Average number of days between when a property is listed and when it closed in a given month.



November



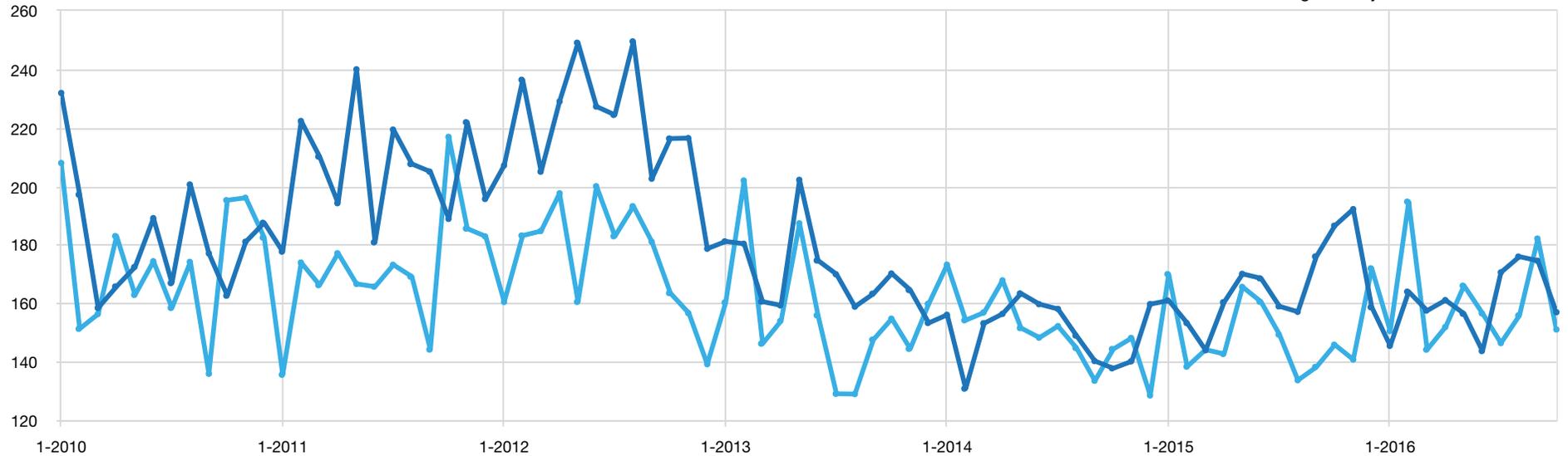
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2016	161	- 6.4%	146	- 8.2%
Jan-2017	148	- 1.3%	161	+ 11.0%
Feb-2017	151	- 22.6%	151	- 7.9%
Mar-2017	124	- 13.9%	157	0.0%
Apr-2017	126	- 17.1%	152	- 5.6%
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	170	+ 12.6%	146	- 7.0%
Nov-2017	129	- 20.4%	142	- 13.4%
12-Month Avg*	147	- 8.1%	150	- 7.1%

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

Historical Days on Market Until Sale by Month

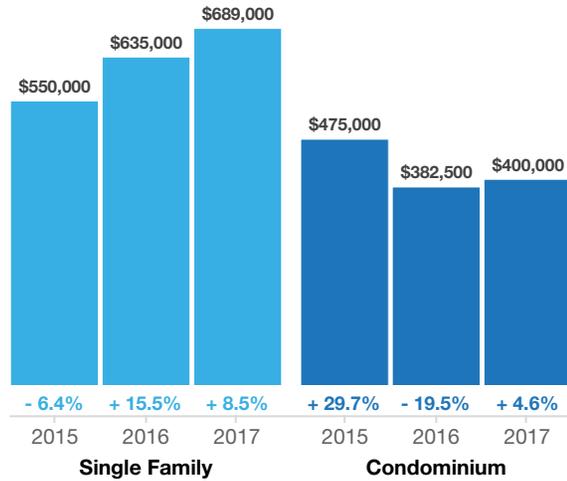


Median Sales Price

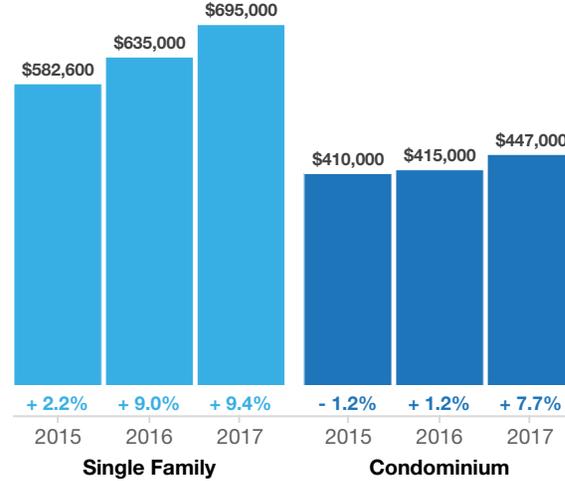
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



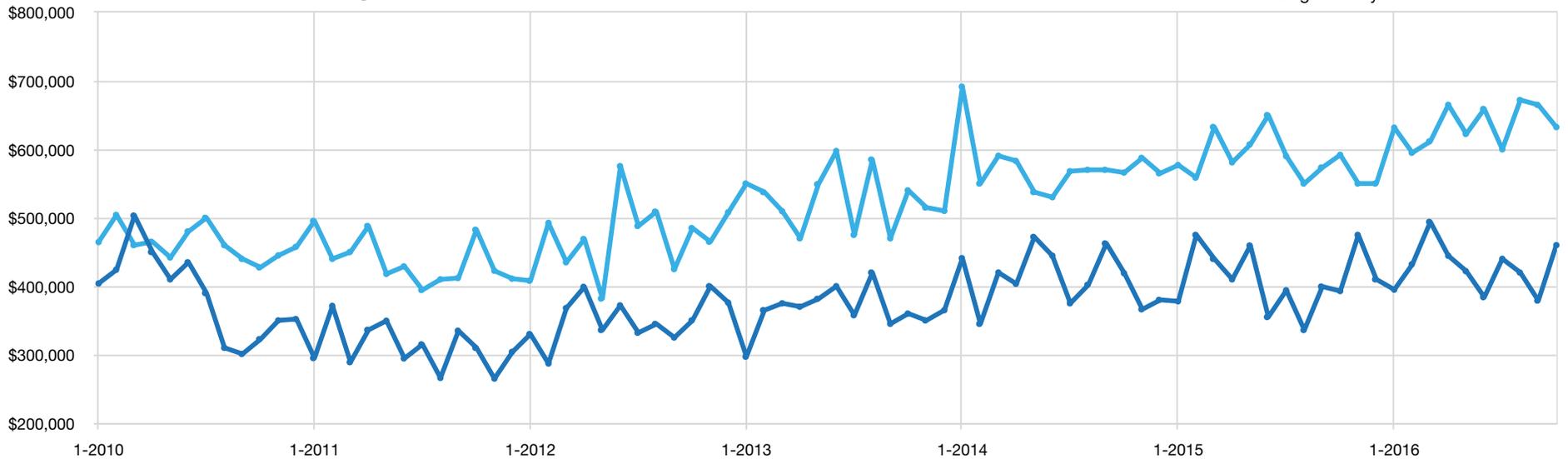
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2016	\$701,000	+ 27.5%	\$411,000	+ 0.2%
Jan-2017	\$660,000	+ 4.5%	\$525,000	+ 32.9%
Feb-2017	\$672,575	+ 13.0%	\$465,000	+ 7.7%
Mar-2017	\$756,000	+ 23.6%	\$390,000	- 21.1%
Apr-2017	\$673,000	+ 1.2%	\$490,000	+ 10.2%
May-2017	\$700,000	+ 12.4%	\$477,000	+ 13.0%
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	\$667,350	+ 5.5%	\$519,500	+ 12.9%
Nov-2017	\$689,000	+ 8.5%	\$400,000	+ 4.6%
12-Month Avg*	\$695,000	+ 10.3%	\$445,000	+ 7.2%

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

Historical Median Sales Price by Month

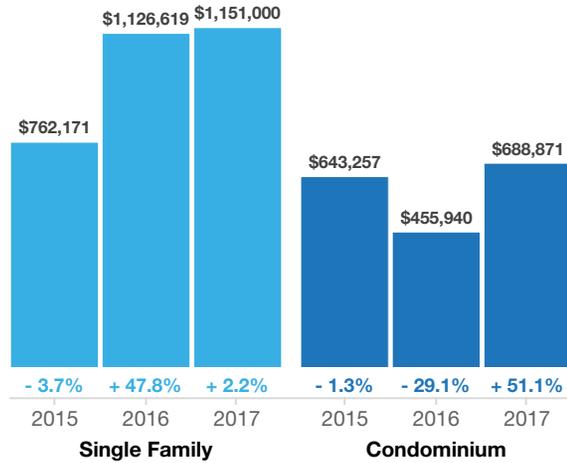


Average Sales Price

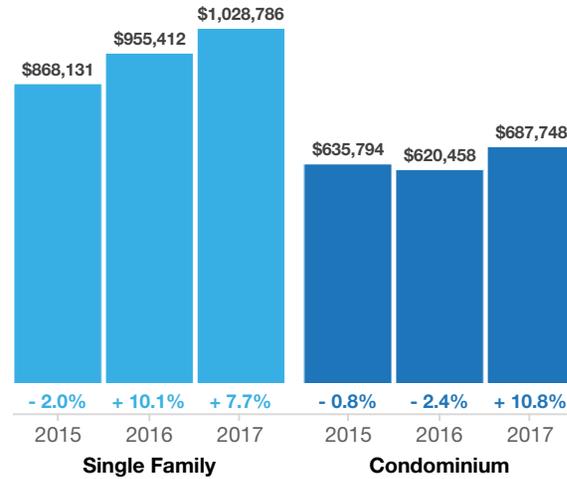
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



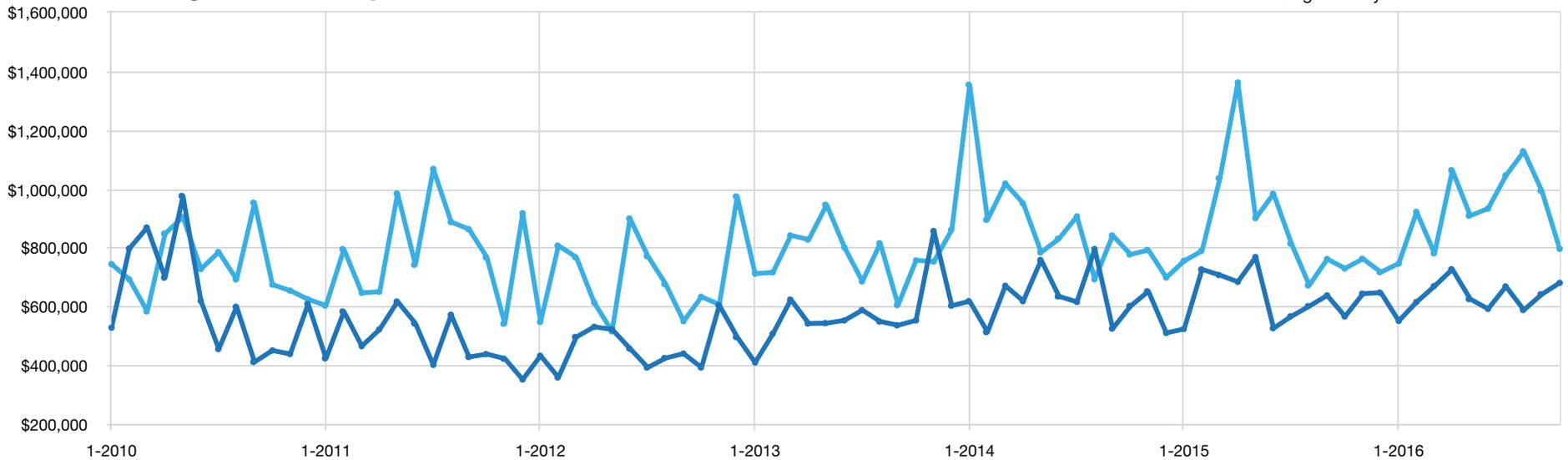
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2016	\$1,099,465	+ 53.4%	\$590,102	- 8.8%
Jan-2017	\$1,032,591	+ 38.4%	\$655,654	+ 19.0%
Feb-2017	\$1,023,982	+ 11.1%	\$723,978	+ 17.7%
Mar-2017	\$1,136,899	+ 45.7%	\$609,385	- 8.9%
Apr-2017	\$806,109	- 24.2%	\$715,983	- 1.4%
May-2017	\$1,152,746	+ 26.9%	\$659,559	+ 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	\$936,729	+ 17.7%	\$770,432	+ 13.3%
Nov-2017	\$1,151,000	+ 2.2%	\$688,871	+ 51.1%
12-Month Avg*	\$1,034,979	+ 10.7%	\$679,497	+ 9.1%

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

Historical Average Sales Price by Month

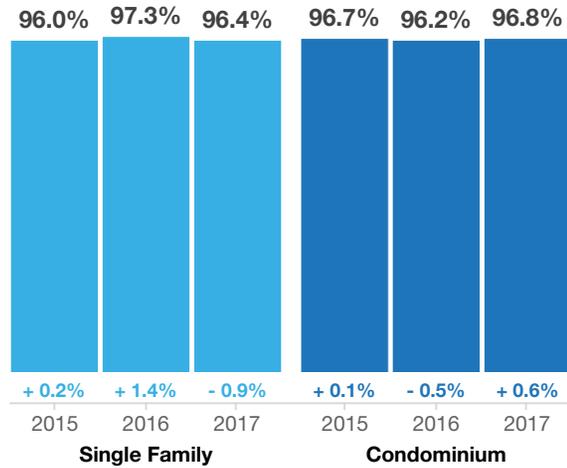


Percent of List Price Received

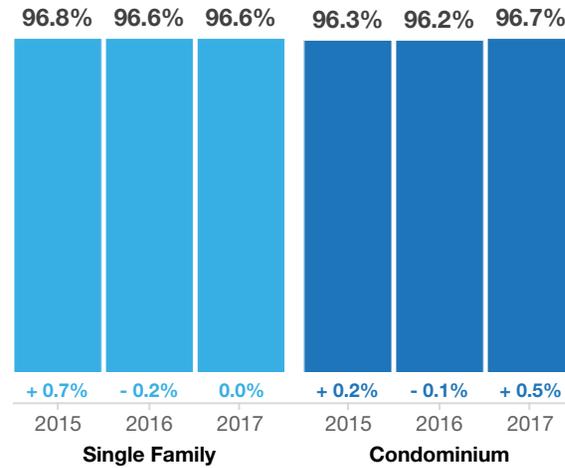
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



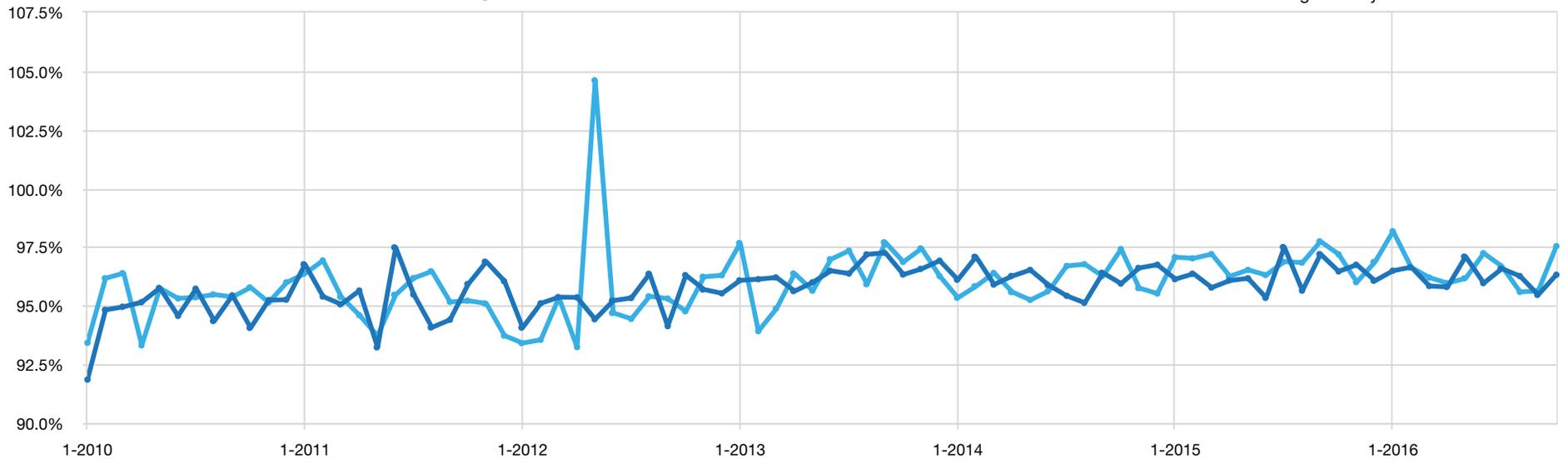
Year to Date



Pct. of List Price Received	Year-Over-Year Change	
	Single Family	Condominium
Dec-2016	96.0%	-0.9%
Jan-2017	97.3%	-0.9%
Feb-2017	96.1%	-0.5%
Mar-2017	96.9%	+0.7%
Apr-2017	96.8%	+0.8%
May-2017	97.2%	+1.0%
Jun-2017	96.8%	-0.4%
Jul-2017	95.7%	-1.0%
Aug-2017	96.0%	+0.4%
Sep-2017	96.4%	+0.8%
Oct-2017	96.8%	-0.7%
Nov-2017	96.4%	-0.9%
12-Month Avg*	96.5%	-0.1%

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

Historical Percent of List Price Received by Month

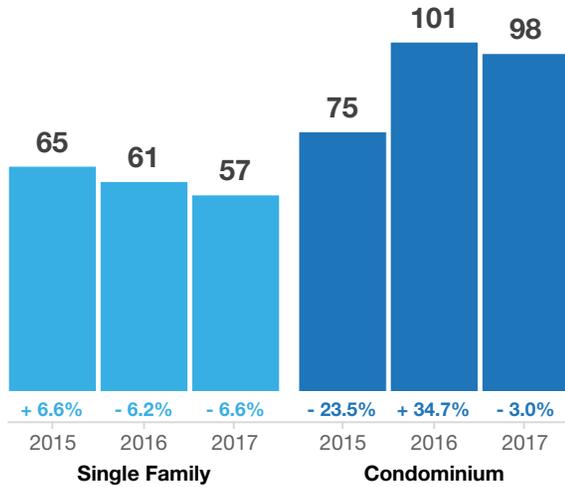


Housing Affordability Index

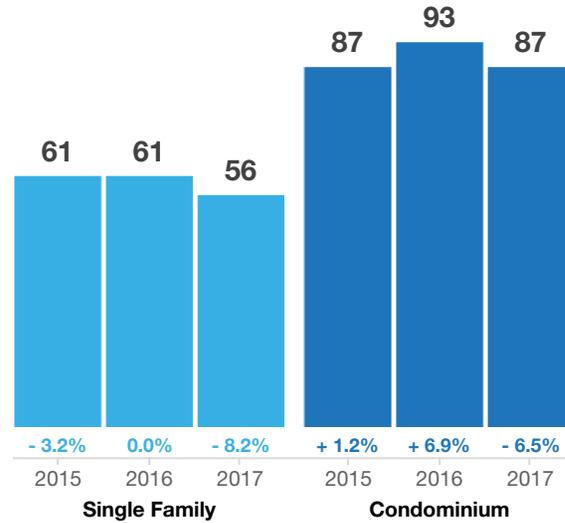
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

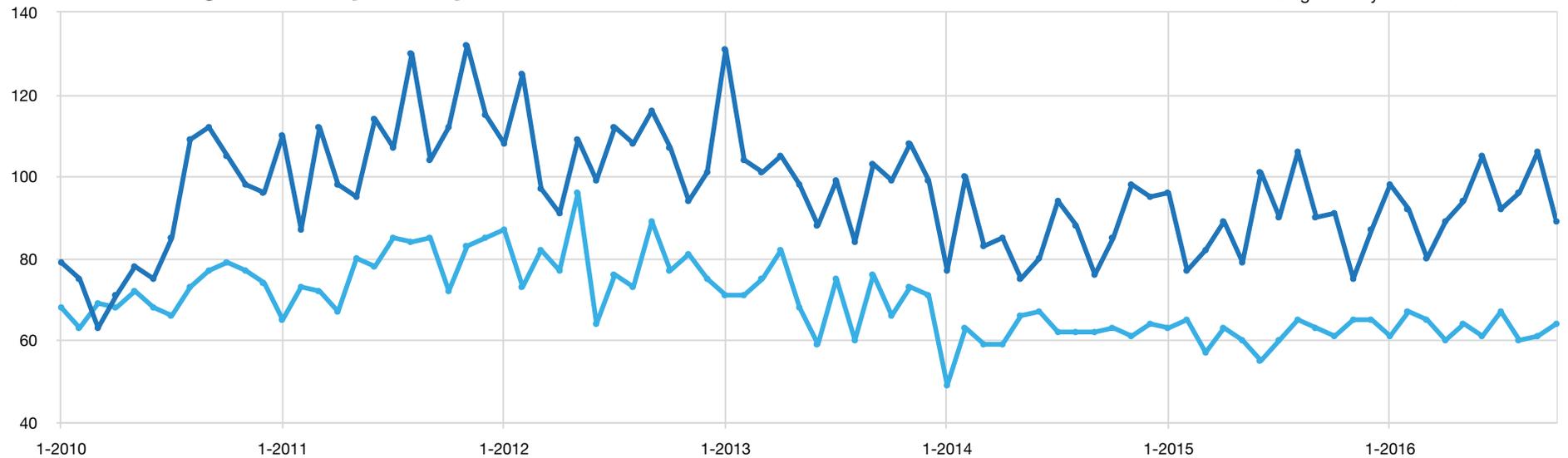


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2016	53	-18.5%	91	+4.6%
Jan-2017	56	-8.2%	71	-27.6%
Feb-2017	57	-14.9%	82	-10.9%
Mar-2017	50	-23.1%	97	+21.3%
Apr-2017	58	-3.3%	79	-11.2%
May-2017	56	-12.5%	82	-12.8%
Jun-2017	53	-13.1%	91	-13.3%
Jul-2017	56	-16.4%	89	-3.3%
Aug-2017	56	-6.7%	98	+2.1%
Sep-2017	60	-1.6%	92	-13.2%
Oct-2017	59	-7.8%	75	-15.7%
Nov-2017	57	-6.6%	98	-3.0%
12-Month Avg	56	-11.1%	87	-7.4%

Historical Housing Affordability Index by Month

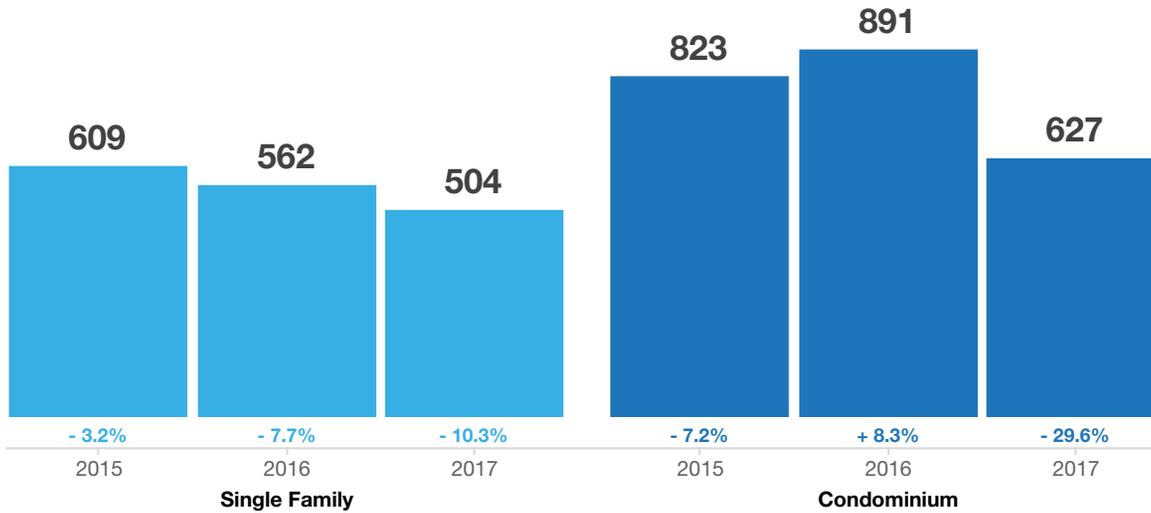


Inventory of Homes for Sale

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

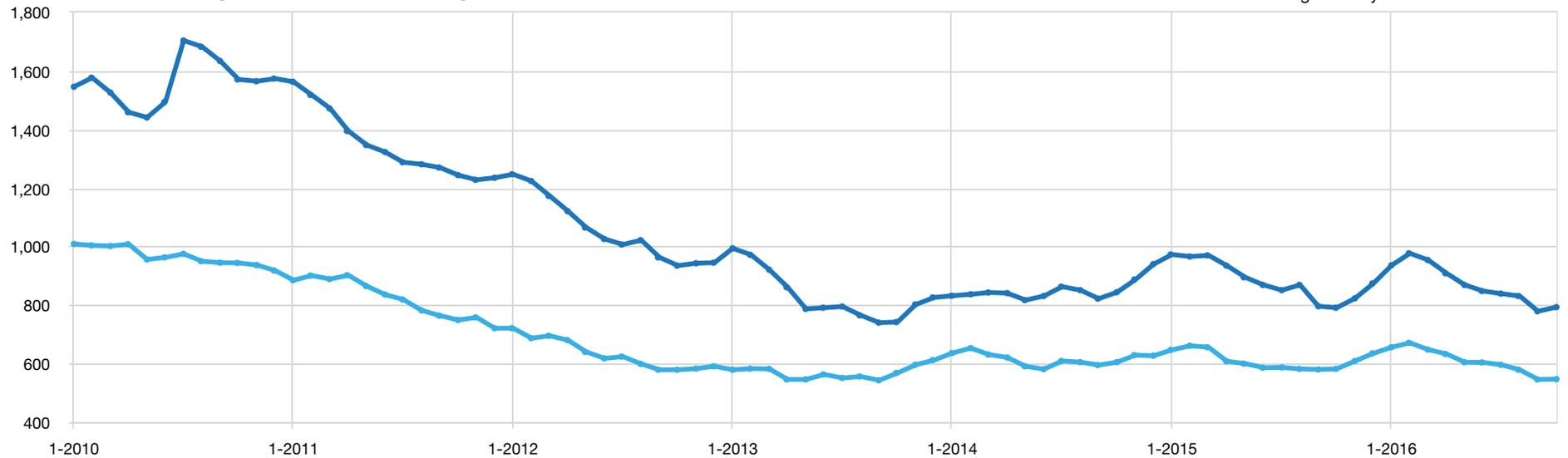


November



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2016	565	- 11.0%	876	+ 0.2%
Jan-2017	598	- 8.8%	863	- 7.8%
Feb-2017	597	- 11.0%	878	- 10.1%
Mar-2017	602	- 7.1%	820	- 14.0%
Apr-2017	581	- 8.2%	772	- 15.1%
May-2017	562	- 7.1%	710	- 18.3%
Jun-2017	571	- 5.5%	732	- 13.7%
Jul-2017	561	- 5.9%	709	- 15.5%
Aug-2017	547	- 5.5%	662	- 20.3%
Sep-2017	524	- 4.0%	645	- 17.2%
Oct-2017	488	- 10.8%	616	- 22.3%
Nov-2017	504	- 10.3%	627	- 29.6%
12-Month Avg	558	- 8.1%	743	- 15.1%

Historical Inventory of Homes for Sale by Month

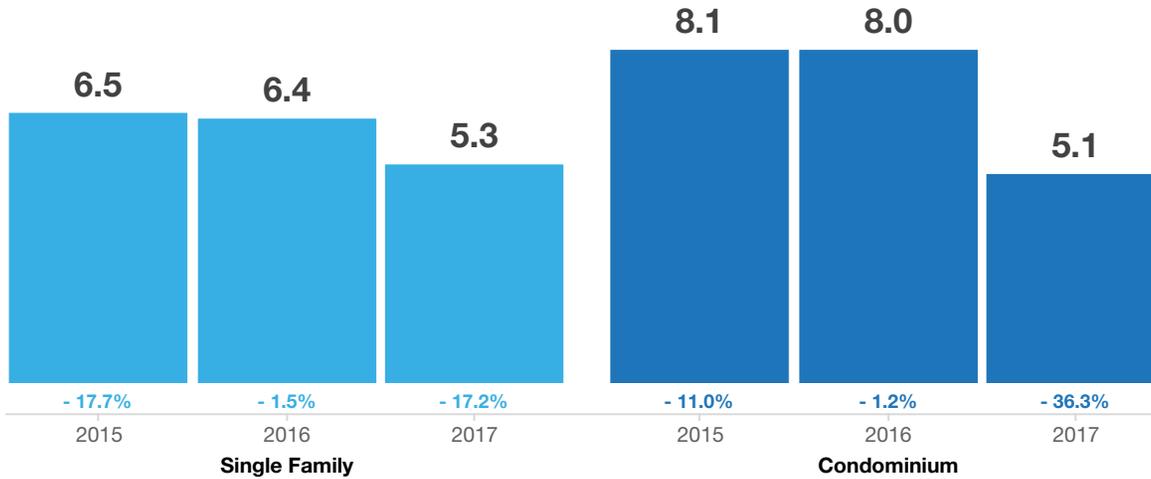


Months Supply of Inventory

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.



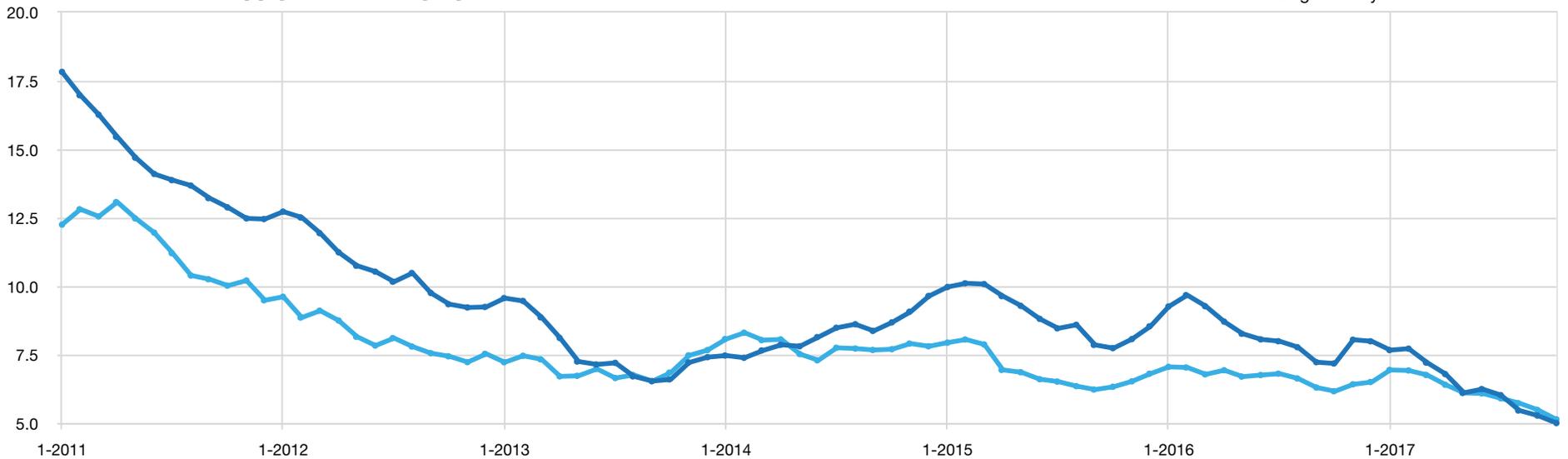
November



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Dec-2016	6.5	- 4.4%	8.0	- 5.9%
Jan-2017	6.9	- 2.8%	7.7	- 17.2%
Feb-2017	6.9	- 1.4%	7.7	- 20.6%
Mar-2017	6.8	0.0%	7.2	- 22.6%
Apr-2017	6.4	- 7.2%	6.8	- 21.8%
May-2017	6.1	- 9.0%	6.1	- 26.5%
Jun-2017	6.1	- 10.3%	6.2	- 23.5%
Jul-2017	5.9	- 13.2%	6.0	- 25.0%
Aug-2017	5.7	- 13.6%	5.5	- 29.5%
Sep-2017	5.5	- 12.7%	5.3	- 26.4%
Oct-2017	5.1	- 17.7%	5.0	- 30.6%
Nov-2017	5.3	- 17.2%	5.1	- 36.3%
12-Month Avg*	6.2	- 7.8%	6.4	- 23.1%

* Months Supply for all properties from December 2016 through November 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 month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	11-2016	11-2017	% Change	YTD 2016	YTD 2017	% Change
New Listings		474	328	- 30.8%	3,880	3,720	- 4.1%
Pending Sales		197	217	+ 10.2%	2,418	2,656	+ 9.8%
Closed Sales		213	210	- 1.4%	2,310	2,520	+ 9.1%
Days on Market Until Sale		164	140	- 14.6%	161	153	- 5.0%
Median Sales Price		\$510,000	\$540,000	+ 5.9%	\$545,000	\$581,500	+ 6.7%
Average Sales Price		\$744,966	\$860,142	+ 15.5%	\$764,661	\$809,244	+ 5.8%
Percent of List Price Received		96.5%	96.5%	0.0%	96.2%	96.5%	+ 0.3%
Housing Affordability Index		76	72	- 5.3%	71	67	- 5.6%
Inventory of Homes for Sale		1,837	1,446	- 21.3%	—	—	—
Months Supply of Inventory		8.5	6.2	- 27.1%	—	—	—

Single Family Monthly Sales Volume

November 2017



Area Name	November 2017			October 2017			November 2016		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$2,184,000	\$1,092,000	11	\$8,881,510	\$689,000	3	\$2,780,000	\$855,000
Hana	1	\$2,850,000	\$2,850,000	1	\$1,400,000	\$1,400,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	2	\$3,740,000	\$1,870,000	1	\$1,895,000	\$1,895,000	2	\$2,255,000	\$1,127,500
Kahakuloa	0	--	--	0	--	--	1	\$1,083,500	\$1,083,500
Kahului	3	\$2,140,000	\$710,000	25	\$15,588,965	\$610,000	16	\$9,605,845	\$568,700
Kapalua	1	\$2,400,000	\$2,400,000	0	--	--	0	--	--
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	19	\$16,990,570	\$640,000	12	\$11,089,000	\$800,000	12	\$23,665,100	\$637,500
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	4	\$3,782,000	\$807,500	6	\$5,447,000	\$747,500	5	\$4,868,400	\$898,500
Lahaina	4	\$2,818,000	\$689,000	6	\$11,649,000	\$1,797,500	7	\$9,703,000	\$888,000
Maalaea	0	--	--	1	\$3,500,000	\$3,500,000	0	--	--
Makawao/Olinda/Haliimaile	4	\$2,112,034	\$516,017	7	\$3,899,500	\$566,500	6	\$3,635,000	\$587,500
Maui Meadows	1	\$1,555,000	\$1,555,000	2	\$3,435,000	\$1,717,500	3	\$3,229,000	\$920,000
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	2	\$4,145,000	\$2,072,500	4	\$3,362,000	\$987,500	5	\$14,095,800	\$950,000
Olowalu	0	--	--	0	--	--	1	\$5,100,000	\$5,100,000
Pukalani	6	\$4,471,000	\$680,500	6	\$4,401,500	\$733,000	3	\$2,147,400	\$711,000
Spreckelsville/Paia/Kuau	2	\$3,950,000	\$1,975,000	3	\$11,515,399	\$4,815,400	2	\$1,050,000	\$525,000
Wailea/Makena	4	\$19,205,888	\$4,507,944	1	\$1,925,000	\$1,925,000	2	\$5,600,000	\$2,800,000
Wailuku	17	\$10,528,500	\$600,000	23	\$15,845,056	\$636,629	19	\$11,860,308	\$550,000
All MLS	72	\$82,871,992	\$689,000	112	\$105,376,930	\$668,675	91	\$102,522,353	\$635,000

Condominium Monthly Sales Volume

November 2017



Area Name	November 2017			October 2017			November 2016		
	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	7	\$11,251,000	\$1,650,000	21	\$22,173,344	\$900,000	6	\$6,295,000	\$875,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	1	\$269,000	\$269,000	4	\$644,500	\$147,500	1	\$44,000	\$44,000
Kapalua	5	\$14,860,000	\$4,150,000	7	\$16,276,888	\$1,811,888	2	\$1,715,000	\$857,500
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	62	\$26,510,129	\$367,500	49	\$22,094,788	\$357,500	43	\$17,327,101	\$325,000
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	0	--	--	0	--	--	0	--	--
Lahaina	3	\$1,559,000	\$549,000	7	\$4,952,500	\$565,000	6	\$2,670,000	\$527,500
Maalaea	1	\$375,000	\$375,000	3	\$1,193,000	\$260,000	1	\$510,000	\$510,000
Makawao/Olinda/Haliimaile	0	--	--	0	--	--	0	--	--
Maui Meadows	0	--	--	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	20	\$10,957,000	\$445,000	22	\$10,312,799	\$412,500	22	\$7,037,900	\$317,500
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	2	\$964,000	\$482,000	0	--	--	1	\$639,500	\$639,500
Spreckelsville/Paia/Kuau	0	--	--	1	\$354,000	\$354,000	0	--	--
Wailea/Makena	9	\$11,802,000	\$1,220,000	13	\$17,597,800	\$905,000	5	\$4,284,900	\$675,000
Wailuku	13	\$5,450,623	\$372,000	5	\$1,457,325	\$275,000	24	\$10,486,925	\$424,500
All MLS	126	\$86,797,752	\$400,000	135	\$103,576,944	\$517,500	112	\$51,065,326	\$382,500

Land Monthly Sales Volume

November 2017



Area Name	November 2017			October 2017			November 2016		
	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price	Units	Dollar Volume	Median Sales Price
Haiku	2	\$608,000	\$304,000	3	\$1,201,000	\$425,000	0	--	--
Hana	0	--	--	1	\$550,000	\$550,000	0	--	--
Honokohau	0	--	--	0	--	--	0	--	--
Kaanapali	0	--	--	1	\$540,000	\$540,000	1	\$680,000	\$680,000
Kahakuloa	0	--	--	0	--	--	0	--	--
Kahului	0	--	--	0	--	--	0	--	--
Kapalua	0	--	--	1	\$875,000	\$875,000	3	\$2,695,000	\$795,000
Kaupo	0	--	--	0	--	--	0	--	--
Keanae	0	--	--	0	--	--	0	--	--
Kihei	0	--	--	2	\$925,000	\$462,500	0	--	--
Kipahulu	0	--	--	0	--	--	0	--	--
Kula/Ulupalakua/Kanaio	4	\$8,416,180	\$342,340	1	\$515,009	\$515,009	0	--	--
Lahaina	0	--	--	1	\$470,000	\$470,000	1	\$435,000	\$435,000
Maalaea	0	--	--	0	--	--	0	--	--
Makawao/Olinda/Haliimaile	0	--	--	3	\$2,050,000	\$831,000	1	\$185,000	\$185,000
Maui Meadows	1	\$501,000	\$501,000	0	--	--	0	--	--
Nahiku	0	--	--	0	--	--	0	--	--
Napili/Kahana/Honokowai	0	--	--	0	--	--	0	--	--
Olowalu	0	--	--	0	--	--	0	--	--
Pukalani	0	--	--	1	\$322,000	\$322,000	3	\$905,980	\$295,850
Spreckelsville/Paia/Kuau	0	--	--	0	--	--	0	--	--
Wailea/Makena	0	--	--	0	--	--	0	--	--
Wailuku	2	\$1,033,000	\$516,500	4	\$1,518,000	\$374,000	0	--	--
All MLS	12	\$10,960,180	\$325,340	18	\$8,966,009	\$460,000	10	\$5,089,980	\$377,065

Single Family Sales – Year to Date

November 2017 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-17 YTD Sales	Nov-16 YTD Sales	Unit Change	Percent Change	Nov-17 YTD Average	Nov-16 YTD Average	Dollar Change	Percent Change	Nov-17 YTD Median	Nov-16 YTD Median	Dollar Change	Percent Change	Nov-17 YTD Volume	Nov-16 YTD Volume	Dollar Change	Percent Change
Haiku	77	59	+18	+30.5%	\$874,746	\$926,106	-\$51,360	-5.5%	\$739,000	\$848,000	-\$109,000	-12.9%	\$67,355,454	\$54,640,249	+\$12,715,205	+23.3%
Hana	9	9	0	0.0%	\$1,590,843	\$923,111	+\$667,731	+72.3%	\$1,300,000	\$575,000	+\$725,000	+126.1%	\$14,317,583	\$8,308,000	+\$6,009,583	+72.3%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	21	20	+1	+5.0%	\$1,988,202	\$1,862,529	+\$125,674	+6.7%	\$1,750,000	\$1,650,000	+\$100,000	+6.1%	\$41,752,250	\$37,250,577	+\$4,501,673	+12.1%
Kahakuloa	1	2	-1	-50.0%	\$575,000	\$941,750	-\$366,750	-38.9%	\$575,000	\$941,750	-\$366,750	-38.9%	\$575,000	\$1,883,500	-\$1,308,500	-69.5%
Kahului	140	143	-3	-2.1%	\$608,472	\$569,068	+\$39,404	+6.9%	\$600,000	\$560,000	+\$40,000	+7.1%	\$85,186,087	\$81,376,744	+\$3,809,343	+4.7%
Kapalua	7	12	-5	-41.7%	\$2,560,714	\$3,857,500	-\$1,296,786	-33.6%	\$2,400,000	\$2,612,500	-\$212,500	-8.1%	\$17,925,000	\$46,290,000	-\$28,365,000	-61.3%
Kaupo	0	1	-1	-100.0%	--	\$1,300,000	--	--	--	\$1,300,000	--	--	\$0	\$1,300,000	-\$1,300,000	-100.0%
Kearae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	169	159	+10	+6.3%	\$933,320	\$839,578	+\$93,742	+11.2%	\$707,000	\$625,000	+\$82,000	+13.1%	\$157,731,069	\$133,492,868	+\$24,238,201	+18.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	74	61	+13	+21.3%	\$1,022,050	\$1,075,273	-\$53,223	-4.9%	\$849,500	\$840,000	+\$9,500	+1.1%	\$75,631,700	\$65,591,675	+\$10,040,025	+15.3%
Lahaina	60	66	-6	-9.1%	\$1,645,013	\$1,342,368	+\$302,646	+22.5%	\$1,210,000	\$766,500	+\$443,500	+57.9%	\$98,700,798	\$88,596,274	+\$10,104,524	+11.4%
Maalaea	1	1	0	0.0%	\$3,500,000	\$1,450,000	+\$2,050,000	+141.4%	\$3,500,000	\$1,450,000	+\$2,050,000	+141.4%	\$3,500,000	\$1,450,000	+\$2,050,000	+141.4%
Makawao/Olinda/Haliimaile	51	63	-12	-19.0%	\$747,119	\$680,103	+\$67,016	+9.9%	\$625,000	\$584,250	+\$40,750	+7.0%	\$38,103,048	\$42,846,475	-\$4,743,427	-11.1%
Maui Meadows	28	24	+4	+16.7%	\$1,380,248	\$1,214,856	+\$165,391	+13.6%	\$1,280,000	\$1,240,000	+\$40,000	+3.2%	\$38,646,930	\$29,156,550	+\$9,490,380	+32.5%
Nahiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Napili/Kahana/Honokowai	40	35	+5	+14.3%	\$965,311	\$1,181,129	-\$215,818	-18.3%	\$877,500	\$900,000	-\$22,500	-2.5%	\$38,612,444	\$41,339,515	-\$2,727,071	-6.6%
Olowalu	1	2	-1	-50.0%	\$801,500	\$3,175,000	-\$2,373,500	-74.8%	\$801,500	\$3,175,000	-\$2,373,500	-74.8%	\$801,500	\$6,350,000	-\$5,548,500	-87.4%
Pukalani	49	59	-10	-16.9%	\$749,750	\$627,666	+\$122,084	+19.5%	\$680,500	\$615,000	+\$65,500	+10.7%	\$36,737,750	\$37,032,309	-\$294,559	-0.8%
Spreckelsville/Paia/Kuau	22	30	-8	-26.7%	\$2,619,723	\$1,718,050	+\$901,673	+52.5%	\$1,032,500	\$700,000	+\$332,500	+47.5%	\$57,633,899	\$51,541,500	+\$6,092,399	+11.8%
Wailea/Makena	27	21	+6	+28.6%	\$4,569,477	\$4,065,095	+\$504,382	+12.4%	\$2,395,000	\$3,120,000	-\$725,000	-23.2%	\$123,375,888	\$85,367,000	+\$38,008,888	+44.5%
Wailuku	193	177	+16	+9.0%	\$645,446	\$589,574	+\$55,872	+9.5%	\$617,125	\$559,000	+\$58,125	+10.4%	\$124,571,078	\$104,354,657	+\$20,216,421	+19.4%
All MLS	1,010	978	+32	+3.3%	\$1,028,786	\$955,412	+\$73,373	+7.7%	\$695,000	\$635,000	+\$60,000	+9.4%	\$1,039,073,638	\$934,393,392	+\$104,680,246	+11.2%

Total Condominium Sales – Year to Date

November 2017 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-17 YTD Sales	Nov-16 YTD Sales	Unit Change	Percent Change	Nov-17 YTD Average	Nov-16 YTD Average	Dollar Change	Percent Change	Nov-17 YTD Median	Nov-16 YTD Median	Dollar Change	Percent Change	Nov-17 YTD Volume	Nov-16 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	1	0	+1	--	\$760,000	--	--	--	\$760,000	--	--	--	\$760,000	\$0	+\$760,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	117	137	-20	-14.6%	\$1,109,042	\$1,118,558	-\$9,517	-0.9%	\$825,000	\$870,000	-\$45,000	-5.2%	\$129,757,884	\$153,242,509	-\$23,484,625	-15.3%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	34	16	+18	+112.5%	\$132,288	\$126,411	+\$5,877	+4.6%	\$95,000	\$86,500	+\$8,500	+9.8%	\$4,497,780	\$2,022,572	+\$2,475,208	+122.4%
Kapalua	52	31	+21	+67.7%	\$1,997,131	\$2,053,045	-\$55,914	-2.7%	\$950,000	\$965,000	-\$15,000	-1.6%	\$103,850,787	\$63,644,384	+\$40,206,403	+63.2%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	515	445	+70	+15.7%	\$464,144	\$425,755	+\$38,389	+9.0%	\$375,000	\$340,000	+\$35,000	+10.3%	\$239,034,029	\$189,460,991	+\$49,573,038	+26.2%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	72	69	+3	+4.3%	\$531,830	\$475,731	+\$56,099	+11.8%	\$504,000	\$480,000	+\$24,000	+5.0%	\$38,291,755	\$32,825,455	+\$5,466,300	+16.7%
Maalaea	38	21	+17	+81.0%	\$368,071	\$330,276	+\$37,795	+11.4%	\$314,300	\$320,000	-\$5,700	-1.8%	\$13,986,700	\$6,935,800	+\$7,050,900	+101.7%
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	207	219	-12	-5.5%	\$463,425	\$418,426	+\$44,999	+10.8%	\$415,000	\$400,000	+\$15,000	+3.8%	\$95,929,003	\$91,635,224	+\$4,293,779	+4.7%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	10	10	0	0.0%	\$561,700	\$513,164	+\$48,536	+9.5%	\$555,000	\$507,500	+\$47,500	+9.4%	\$5,617,000	\$5,131,638	+\$485,362	+9.5%
Spreckelsville/Paia/Kuau	1	4	-3	-75.0%	\$354,000	\$905,750	-\$551,750	-60.9%	\$354,000	\$321,500	+\$32,500	+10.1%	\$354,000	\$3,623,000	-\$3,269,000	-90.2%
Wailea/Makena	127	96	+31	+32.3%	\$1,679,930	\$1,401,619	+\$278,312	+19.9%	\$1,100,000	\$1,043,500	+\$56,500	+5.4%	\$213,351,167	\$134,555,400	+\$78,795,767	+58.6%
Wailuku	112	122	-10	-8.2%	\$372,952	\$391,963	-\$19,011	-4.9%	\$375,000	\$365,500	+\$9,500	+2.6%	\$41,770,609	\$47,819,514	-\$6,048,905	-12.6%
All MLS	1,311	1,189	+122	+10.3%	\$687,748	\$620,458	+\$67,290	+10.8%	\$447,000	\$415,000	+\$32,000	+7.7%	\$901,637,464	\$737,724,487	+\$163,912,977	+22.2%

Fee Simple Condominium Sales – Year to Date

November 2017 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-17 YTD Sales	Nov-16 YTD Sales	Unit Change	Percent Change	Nov-17 YTD Average	Nov-16 YTD Average	Dollar Change	Percent Change	Nov-17 YTD Median	Nov-16 YTD Median	Dollar Change	Percent Change	Nov-17 YTD Volume	Nov-16 YTD Volume	Dollar Change	Percent Change
Haiku	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Hana	1	0	+1	--	\$760,000	--	--	--	\$760,000	--	--	--	\$760,000	\$0	+\$760,000	--
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	103	123	-20	-16.3%	\$1,220,465	\$1,204,508	+\$15,957	+1.3%	\$900,000	\$920,000	-\$20,000	-2.2%	\$125,707,884	\$148,154,509	-\$22,446,625	-15.2%
Kahakuloa	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kahului	34	16	+18	+112.5%	\$132,288	\$126,411	+\$5,877	+4.6%	\$95,000	\$86,500	+\$8,500	+9.8%	\$4,497,780	\$2,022,572	+\$2,475,208	+122.4%
Kapalua	52	31	+21	+67.7%	\$1,997,131	\$2,053,045	-\$55,914	-2.7%	\$950,000	\$965,000	-\$15,000	-1.6%	\$103,850,787	\$63,644,384	+\$40,206,403	+63.2%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	505	439	+66	+15.0%	\$467,098	\$426,812	+\$40,286	+9.4%	\$375,100	\$340,000	+\$35,100	+10.3%	\$235,884,529	\$187,370,491	+\$48,514,038	+25.9%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	70	64	+6	+9.4%	\$542,327	\$503,521	+\$38,805	+7.7%	\$507,500	\$486,145	+\$21,355	+4.4%	\$37,962,855	\$32,225,355	+\$5,737,500	+17.8%
Maalaea	31	10	+21	+210.0%	\$391,319	\$432,880	-\$41,561	-9.6%	\$375,000	\$432,000	-\$57,000	-13.2%	\$12,130,900	\$4,328,800	+\$7,802,100	+180.2%
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	172	177	-5	-2.8%	\$486,359	\$449,130	+\$37,229	+8.3%	\$440,000	\$415,000	+\$25,000	+6.0%	\$83,653,700	\$79,496,000	+\$4,157,700	+5.2%
Olowalu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Pukalani	10	10	0	0.0%	\$561,700	\$513,164	+\$48,536	+9.5%	\$555,000	\$507,500	+\$47,500	+9.4%	\$5,617,000	\$5,131,638	+\$485,362	+9.5%
Spreckelsville/Paia/Kuau	1	4	-3	-75.0%	\$354,000	\$905,750	-\$551,750	-60.9%	\$354,000	\$321,500	+\$32,500	+10.1%	\$354,000	\$3,623,000	-\$3,269,000	-90.2%
Wailea/Makena	127	96	+31	+32.3%	\$1,679,930	\$1,401,619	+\$278,312	+19.9%	\$1,100,000	\$1,043,500	+\$56,500	+5.4%	\$213,351,167	\$134,555,400	+\$78,795,767	+58.6%
Wailuku	112	122	-10	-8.2%	\$372,952	\$391,963	-\$19,011	-4.9%	\$375,000	\$365,500	+\$9,500	+2.6%	\$41,770,609	\$47,819,514	-\$6,048,905	-12.6%
All MLS	1,240	1,110	+130	+11.7%	\$709,469	\$644,274	+\$65,195	+10.1%	\$469,500	\$430,000	+\$39,500	+9.2%	\$879,741,961	\$715,144,663	+\$164,597,298	+23.0%

Leasehold Condominium Sales – Year to Date

November 2017 YTD



REALTORS® ASSOCIATION
OF MAUI, INC.

Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-17 YTD Sales	Nov-16 YTD Sales	Unit Change	Percent Change	Nov-17 YTD Average	Nov-16 YTD Average	Dollar Change	Percent Change	Nov-17 YTD Median	Nov-16 YTD Median	Dollar Change	Percent Change	Nov-17 YTD Volume	Nov-16 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	14	14	0	0.0%	\$289,286	\$363,429	-\$74,143	-20.4%	\$255,000	\$270,000	-\$15,000	-5.6%	\$4,050,000	\$5,088,000	-\$1,038,000	-20.4%
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	10	6	+4	+66.7%	\$314,950	\$348,417	-\$33,467	-9.6%	\$247,500	\$329,500	-\$82,000	-24.9%	\$3,149,500	\$2,090,500	+\$1,059,000	+50.7%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Lahaina	2	5	-3	-60.0%	\$164,450	\$120,020	+\$44,430	+37.0%	\$164,450	\$125,000	+\$39,450	+31.6%	\$328,900	\$600,100	-\$271,200	-45.2%
Maalaea	7	11	-4	-36.4%	\$265,114	\$237,000	+\$28,114	+11.9%	\$290,000	\$215,000	+\$75,000	+34.9%	\$1,855,800	\$2,607,000	-\$751,200	-28.8%
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	35	42	-7	-16.7%	\$350,723	\$289,029	+\$61,694	+21.3%	\$148,750	\$114,588	+\$34,163	+29.8%	\$12,275,303	\$12,139,224	+\$136,079	+1.1%
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	--
All MLS	71	79	-8	-10.1%	\$308,387	\$285,821	+\$22,567	+7.9%	\$220,000	\$200,000	+\$20,000	+10.0%	\$21,895,503	\$22,579,824	-\$684,321	-3.0%

Land Sales – Year to Date

November 2017 YTD



Area Name	Number of Sales				Average Sales Price				Median Sales Price				Total Dollar Volume			
	Nov-17 YTD Sales	Nov-16 YTD Sales	Unit Change	Percent Change	Nov-17 YTD Average	Nov-16 YTD Average	Dollar Change	Percent Change	Nov-17 YTD Median	Nov-16 YTD Median	Dollar Change	Percent Change	Nov-17 YTD Volume	Nov-16 YTD Volume	Dollar Change	Percent Change
Haiku	29	21	+8	+38.1%	\$494,816	\$865,024	-\$370,208	-42.8%	\$400,000	\$535,000	-\$135,000	-25.2%	\$14,349,668	\$18,165,500	-\$3,815,832	-21.0%
Hana	8	4	+4	+100.0%	\$350,000	\$405,000	-\$55,000	-13.6%	\$375,000	\$297,500	+\$77,500	+26.1%	\$2,800,000	\$1,620,000	+\$1,180,000	+72.8%
Honokohau	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kaanapali	13	16	-3	-18.8%	\$659,077	\$678,227	-\$19,150	-2.8%	\$540,000	\$717,625	-\$177,625	-24.8%	\$8,568,000	\$10,851,625	-\$2,283,625	-21.0%
Kahakuloa	1	4	-3	-75.0%	\$467,500	\$308,000	+\$159,500	+51.8%	\$467,500	\$332,500	+\$135,000	+40.6%	\$467,500	\$1,232,000	-\$764,500	-62.1%
Kahului	3	1	+2	+200.0%	\$291,667	\$470,000	-\$178,333	-37.9%	\$315,000	\$470,000	-\$155,000	-33.0%	\$875,000	\$470,000	+\$405,000	+86.2%
Kapalua	5	7	-2	-28.6%	\$1,000,800	\$1,081,429	-\$80,629	-7.5%	\$875,000	\$925,000	-\$50,000	-5.4%	\$5,004,000	\$7,570,000	-\$2,566,000	-33.9%
Kaupo	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kearnae	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kihei	8	12	-4	-33.3%	\$603,625	\$675,167	-\$71,542	-10.6%	\$473,500	\$454,750	+\$18,750	+4.1%	\$4,829,000	\$8,102,000	-\$3,273,000	-40.4%
Kipahulu	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Kula/Ulupalakua/Kanaio	14	12	+2	+16.7%	\$984,442	\$623,667	+\$360,775	+57.8%	\$420,000	\$554,500	-\$134,500	-24.3%	\$13,782,189	\$7,484,000	+\$6,298,189	+84.2%
Lahaina	6	17	-11	-64.7%	\$934,833	\$1,124,327	-\$189,494	-16.9%	\$932,500	\$999,999	-\$67,499	-6.7%	\$5,609,000	\$19,113,560	-\$13,504,560	-70.7%
Maalaea	0	0	0	--	--	--	--	--	--	--	--	--	\$0	\$0	\$0	--
Makawao/Olinda/Haliimaile	13	8	+5	+62.5%	\$587,869	\$359,514	+\$228,355	+63.5%	\$600,000	\$257,500	+\$342,500	+133.0%	\$7,642,300	\$2,876,111	+\$4,766,189	+165.7%
Maui Meadows	3	1	+2	+200.0%	\$467,833	\$625,000	-\$157,167	-25.1%	\$501,000	\$625,000	-\$124,000	-19.8%	\$1,403,500	\$625,000	+\$778,500	+124.6%
Nahiku	0	1	-1	-100.0%	--	\$265,000	--	--	--	\$265,000	--	--	\$0	\$265,000	-\$265,000	-100.0%
Napili/Kahana/Honokowai	2	1	+1	+100.0%	\$765,000	\$415,000	+\$350,000	+84.3%	\$765,000	\$415,000	+\$350,000	+84.3%	\$1,530,000	\$415,000	+\$1,115,000	+268.7%
Olowalu	1	3	-2	-66.7%	\$1,100,000	\$731,333	+\$368,667	+50.4%	\$1,100,000	\$699,000	+\$401,000	+57.4%	\$1,100,000	\$2,194,000	-\$1,094,000	-49.9%
Pukalani	47	6	+41	+683.3%	\$329,292	\$325,502	+\$3,791	+1.2%	\$325,650	\$307,490	+\$18,160	+5.9%	\$15,476,740	\$1,953,010	+\$13,523,730	+692.5%
Spreckelsville/Paia/Kuau	1	1	0	0.0%	\$1,300,000	\$2,950,000	-\$1,650,000	-55.9%	\$1,300,000	\$2,950,000	-\$1,650,000	-55.9%	\$1,300,000	\$2,950,000	-\$1,650,000	-55.9%
Wailea/Makena	2	2	0	0.0%	\$512,500	\$1,012,500	-\$500,000	-49.4%	\$512,500	\$1,012,500	-\$500,000	-49.4%	\$1,025,000	\$2,025,000	-\$1,000,000	-49.4%
Wailuku	28	16	+12	+75.0%	\$377,021	\$292,281	+\$84,739	+29.0%	\$322,500	\$292,500	+\$30,000	+10.3%	\$10,556,574	\$4,676,500	+\$5,880,074	+125.7%
All MLS	199	143	+56	+39.2%	\$495,391	\$659,088	-\$163,697	-24.8%	\$365,000	\$469,500	-\$104,500	-22.3%	\$98,582,871	\$94,249,606	+\$4,333,265	+4.6%