

# Monthly Indicators



## December 2024

U.S. existing-home sales improved for the second consecutive month, rising 4.8% to a seasonally adjusted annual rate of 4.15 million units, an eight-month high, according to the National Association of REALTORS® (NAR). Sales were up 6.1% compared to the same time last year, marking the largest year-over-year increase since June 2021. Economists had forecast existing-home sales would come in at an annual rate of 4.07 million units for the month.

New Listings increased 13.4 percent for Single Family homes but decreased 7.7 percent for Condominium homes. Pending Sales decreased 32.8 percent for Single Family homes and 24.4 percent for Condominium homes. Inventory increased 63.2 percent for Single Family homes and 105.3 percent for Condominium homes.

Median Sales Price increased 14.5 percent to \$1,374,238 for Single Family homes and 1.2 percent to \$860,000 for Condominium homes. Days on Market increased 34.4 percent for Single Family homes and 18.2 percent for Condominium homes. Months Supply of Inventory increased 67.6 percent for Single Family homes and 151.0 percent for Condominium homes.

Total housing inventory stood at 1.33 million units heading into December, a 2.9% decrease from the previous month but a 17.7% increase year-over-year, for a 3.8-month supply at the current sales pace. Inventory remains below the 5 – 6 months' supply of a balanced market, and the limited number of homes for sale continues to put upward pressure on sales prices nationwide, with NAR reporting a median existing-home price of \$406,100, a 4.7% increase from one year earlier.

## Quick Facts

**- 26.5%**

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

**+ 4.5%**

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

**+ 76.6%**

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

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

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# Single Family Market Overview

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



| Key Metrics                           | Historical Sparkbars | 12-2023     | 12-2024            | % Change | YTD 2023    | YTD 2024           | % Change |
|---------------------------------------|----------------------|-------------|--------------------|----------|-------------|--------------------|----------|
| <b>New Listings</b>                   |                      | 82          | <b>93</b>          | + 13.4%  | 992         | <b>1,175</b>       | + 18.4%  |
| <b>Pending Sales</b>                  |                      | 67          | <b>45</b>          | - 32.8%  | 744         | <b>730</b>         | - 1.9%   |
| <b>Closed Sales</b>                   |                      | 57          | <b>56</b>          | - 1.8%   | 731         | <b>754</b>         | + 3.1%   |
| <b>Days on Market Until Sale</b>      |                      | 96          | <b>129</b>         | + 34.4%  | 115         | <b>124</b>         | + 7.8%   |
| <b>Median Sales Price</b>             |                      | \$1,200,000 | <b>\$1,374,238</b> | + 14.5%  | \$1,200,000 | <b>\$1,301,900</b> | + 8.5%   |
| <b>Average Sales Price</b>            |                      | \$1,458,679 | <b>\$1,901,134</b> | + 30.3%  | \$1,737,866 | <b>\$1,800,887</b> | + 3.6%   |
| <b>Percent of List Price Received</b> |                      | 97.9%       | <b>96.0%</b>       | - 1.9%   | 96.8%       | <b>97.4%</b>       | + 0.6%   |
| <b>Housing Affordability Index</b>    |                      | 34          | <b>29</b>          | - 14.7%  | 34          | <b>31</b>          | - 8.8%   |
| <b>Inventory of Homes for Sale</b>    |                      | 231         | <b>377</b>         | + 63.2%  | —           | —                  | —        |
| <b>Months Supply of Inventory</b>     |                      | 3.7         | <b>6.2</b>         | + 67.6%  | —           | —                  | —        |

# Condominium Market Overview

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



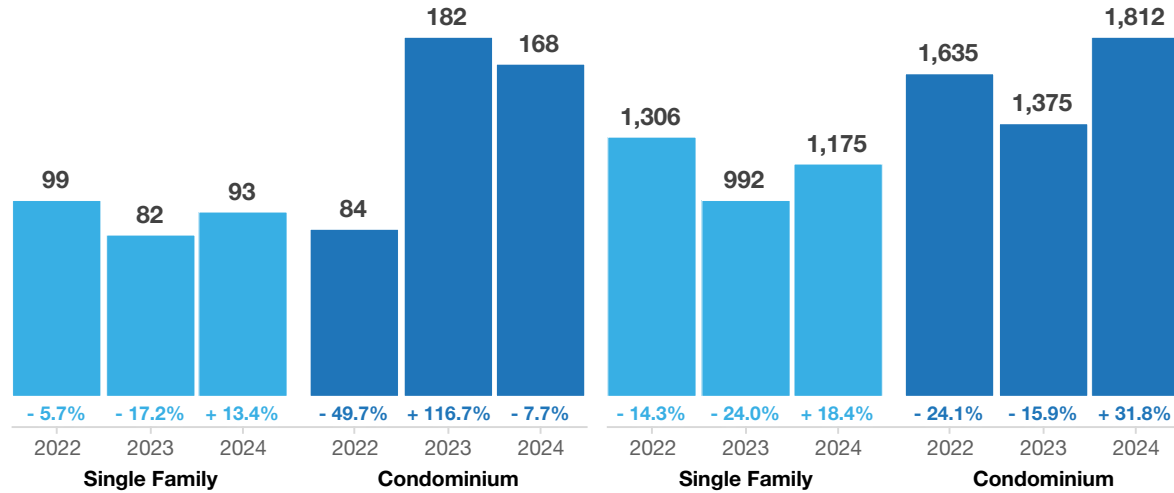
| Key Metrics                           | Historical Sparkbars | 12-2023     | 12-2024            | % Change | YTD 2023    | YTD 2024           | % Change |
|---------------------------------------|----------------------|-------------|--------------------|----------|-------------|--------------------|----------|
| <b>New Listings</b>                   |                      | 182         | <b>168</b>         | - 7.7%   | 1,375       | <b>1,812</b>       | + 31.8%  |
| <b>Pending Sales</b>                  |                      | 82          | <b>62</b>          | - 24.4%  | 926         | <b>755</b>         | - 18.5%  |
| <b>Closed Sales</b>                   |                      | 94          | <b>53</b>          | - 43.6%  | 970         | <b>851</b>         | - 12.3%  |
| <b>Days on Market Until Sale</b>      |                      | 99          | <b>117</b>         | + 18.2%  | 107         | <b>115</b>         | + 7.5%   |
| <b>Median Sales Price</b>             |                      | \$850,000   | <b>\$860,000</b>   | + 1.2%   | \$831,250   | <b>\$900,000</b>   | + 8.3%   |
| <b>Average Sales Price</b>            |                      | \$1,497,972 | <b>\$1,140,997</b> | - 23.8%  | \$1,236,409 | <b>\$1,420,341</b> | + 14.9%  |
| <b>Percent of List Price Received</b> |                      | 98.5%       | <b>95.3%</b>       | - 3.2%   | 98.3%       | <b>96.7%</b>       | - 1.6%   |
| <b>Housing Affordability Index</b>    |                      | 48          | <b>46</b>          | - 4.2%   | 49          | <b>44</b>          | - 10.2%  |
| <b>Inventory of Homes for Sale</b>    |                      | 376         | <b>772</b>         | + 105.3% | —           | —                  | —        |
| <b>Months Supply of Inventory</b>     |                      | 4.9         | <b>12.3</b>        | + 151.0% | —           | —                  | —        |

# New Listings

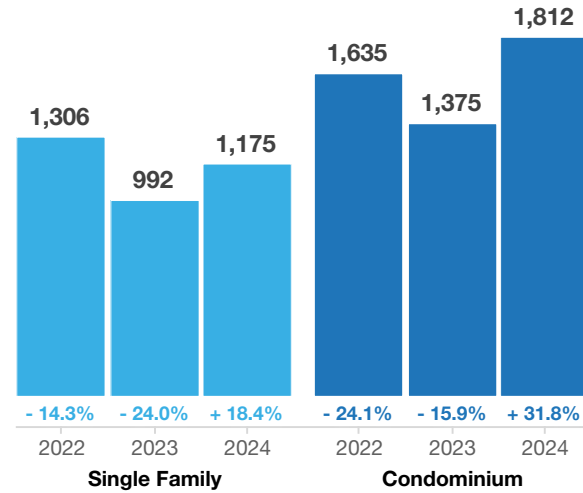
A count of the properties that have been newly listed on the market in a given month.



## December

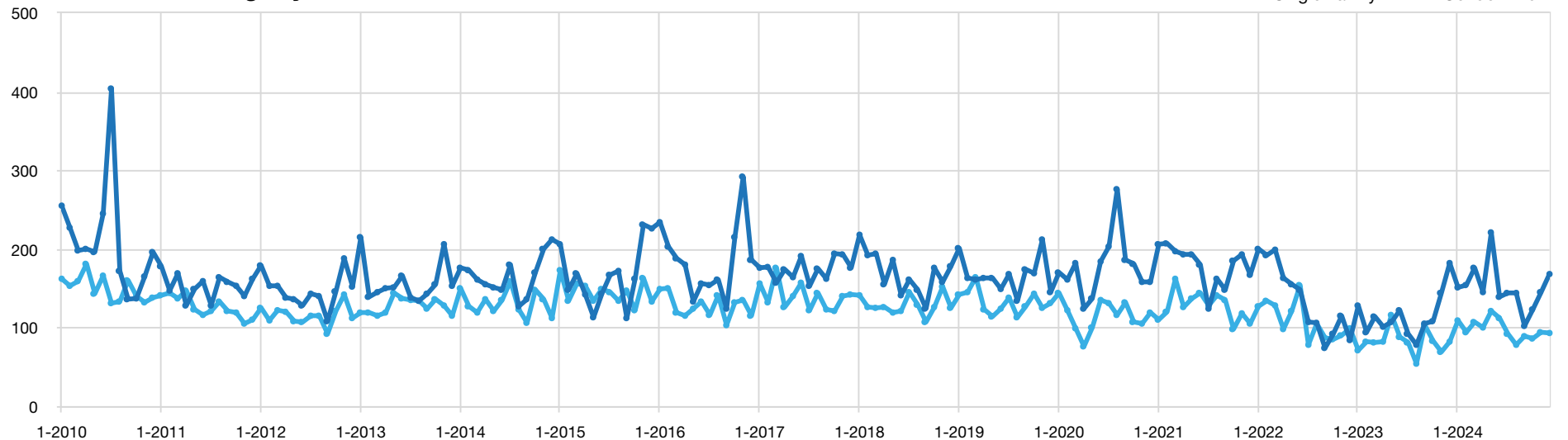


## Year to Date



| New Listings    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Jan-2024        | 109           | + 53.5%               | 151         | + 18.0%               |
| Feb-2024        | 94            | + 14.6%               | 154         | + 63.8%               |
| Mar-2024        | 107           | + 32.1%               | 176         | + 54.4%               |
| Apr-2024        | 100           | + 22.0%               | 145         | + 43.6%               |
| May-2024        | 121           | + 4.3%                | 221         | + 106.5%              |
| Jun-2024        | 112           | + 27.3%               | 139         | + 13.9%               |
| Jul-2024        | 92            | + 13.6%               | 144         | + 56.5%               |
| Aug-2024        | 78            | + 44.4%               | 144         | + 84.6%               |
| Sep-2024        | 89            | - 13.6%               | 102         | - 2.9%                |
| Oct-2024        | 86            | + 3.6%                | 123         | + 13.9%               |
| Nov-2024        | 94            | + 36.2%               | 145         | + 0.7%                |
| <b>Dec-2024</b> | <b>93</b>     | <b>+ 13.4%</b>        | <b>168</b>  | <b>- 7.7%</b>         |
| 12-Month Avg    | 98            | + 18.1%               | 151         | + 31.3%               |

## Historical New Listings by Month

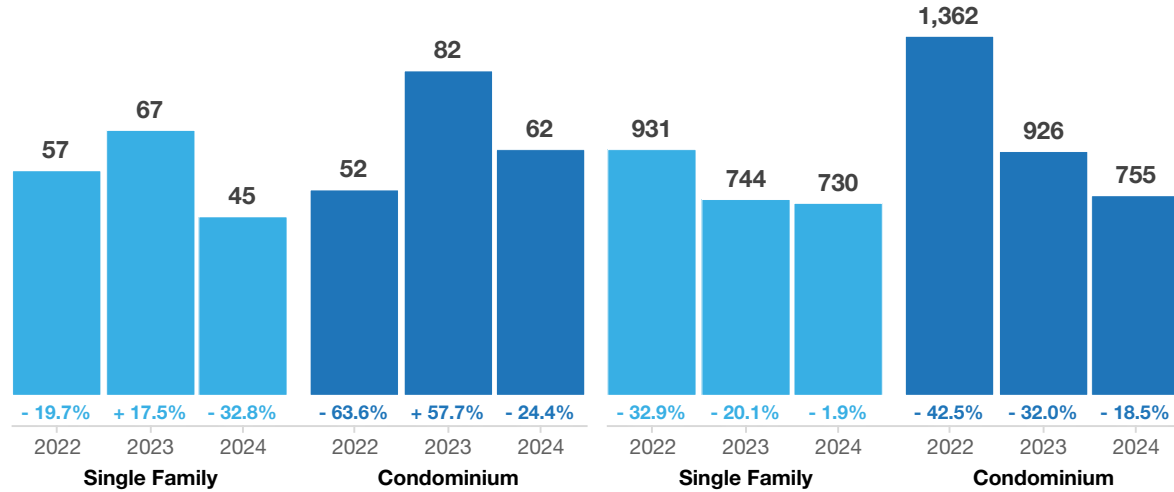


# Pending Sales

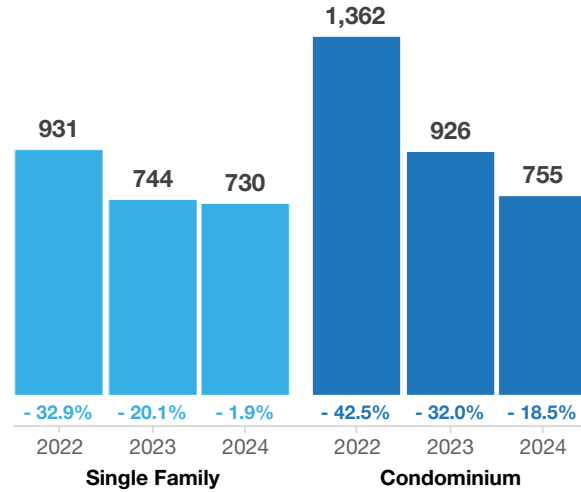
A count of the properties on which offers have been accepted in a given month.



## December

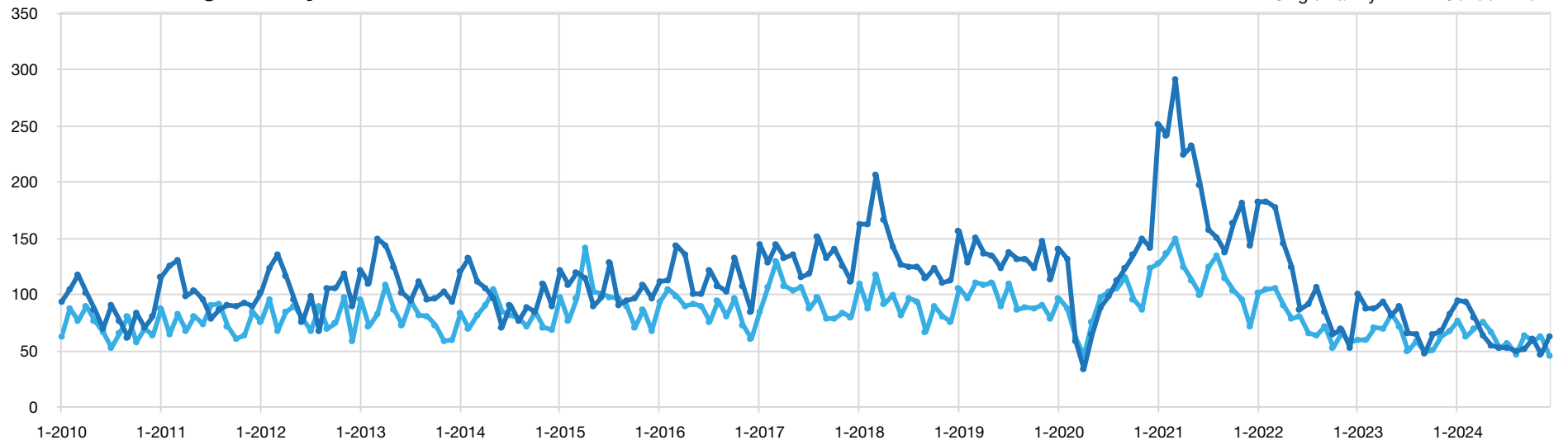


## Year to Date



| Pending Sales   | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Jan-2024        | 76            | + 28.8%               | 94          | - 6.0%                |
| Feb-2024        | 62            | + 5.1%                | 93          | + 6.9%                |
| Mar-2024        | 69            | - 1.4%                | 79          | - 9.2%                |
| Apr-2024        | 75            | + 8.7%                | 63          | - 32.3%               |
| May-2024        | 66            | - 19.5%               | 54          | - 33.3%               |
| Jun-2024        | 52            | - 26.8%               | 52          | - 41.6%               |
| Jul-2024        | 56            | + 14.3%               | 52          | - 20.0%               |
| Aug-2024        | 46            | - 20.7%               | 49          | - 23.4%               |
| Sep-2024        | 63            | + 31.3%               | 51          | + 8.5%                |
| Oct-2024        | 58            | + 16.0%               | 60          | - 6.3%                |
| Nov-2024        | 62            | 0.0%                  | 46          | - 31.3%               |
| <b>Dec-2024</b> | <b>45</b>     | <b>- 32.8%</b>        | <b>62</b>   | <b>- 24.4%</b>        |
| 12-Month Avg    | 61            | - 1.6%                | 63          | - 18.2%               |

## Historical Pending Sales by Month

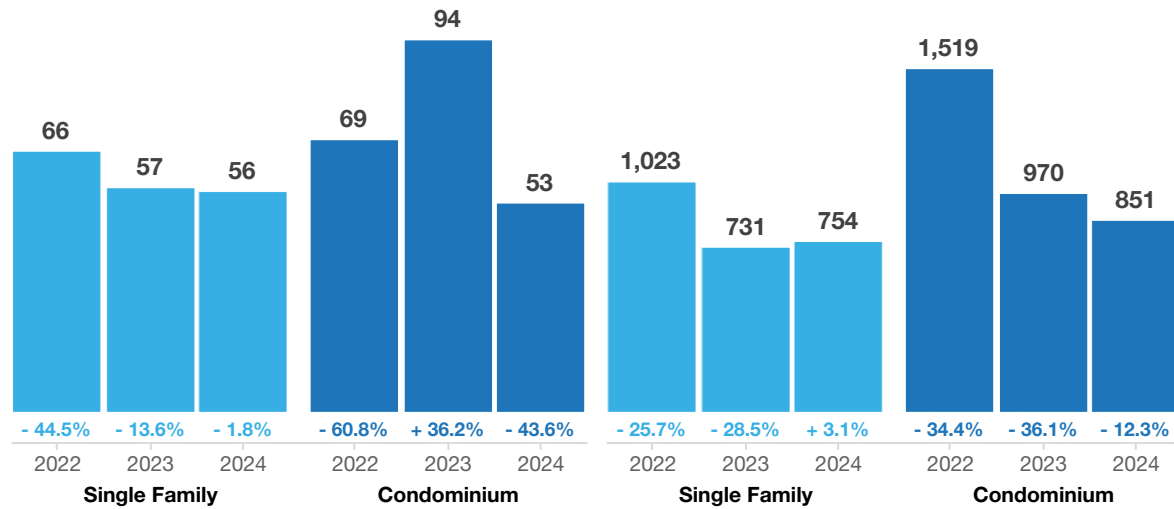


# Closed Sales

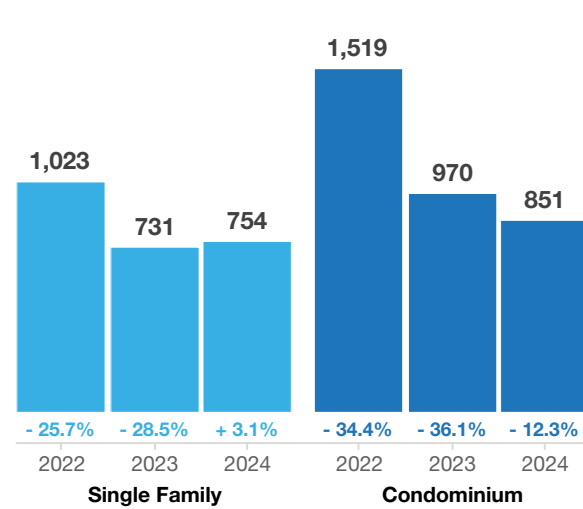
A count of the actual sales that closed in a given month.



## December

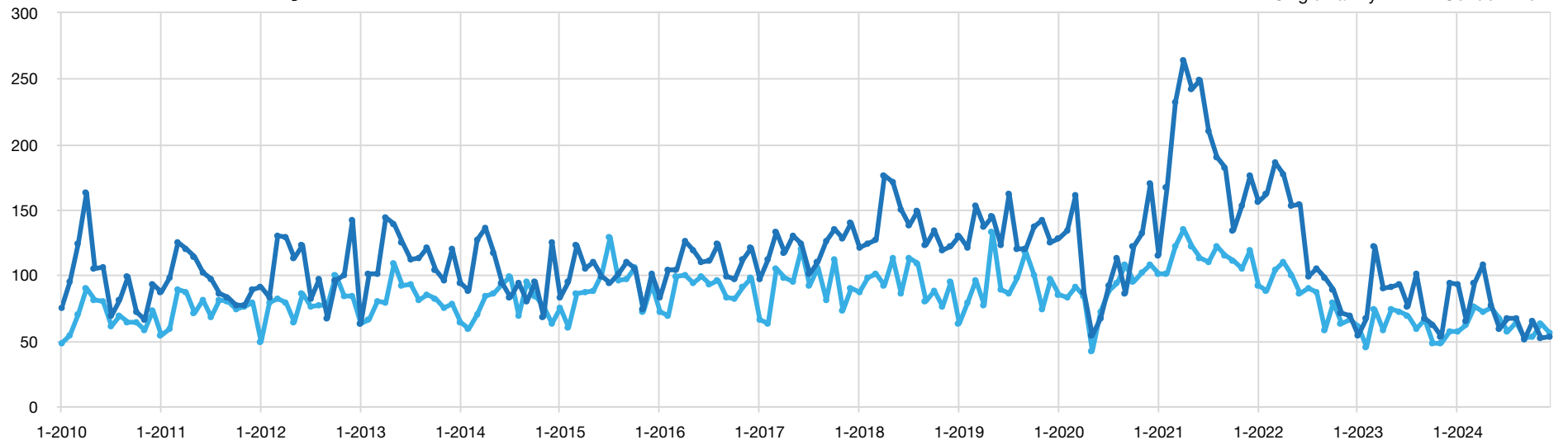


## Year to Date



| Closed Sales    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Jan-2024        | 57            | - 6.6%                | 93          | + 72.2%               |
| Feb-2024        | 62            | + 37.8%               | 65          | - 3.0%                |
| Mar-2024        | 76            | + 2.7%                | 94          | - 23.0%               |
| Apr-2024        | 72            | + 24.1%               | 108         | + 20.0%               |
| May-2024        | 75            | + 1.4%                | 77          | - 15.4%               |
| Jun-2024        | 67            | - 6.9%                | 59          | - 36.6%               |
| Jul-2024        | 57            | - 17.4%               | 67          | - 11.8%               |
| Aug-2024        | 64            | + 8.5%                | 67          | - 33.7%               |
| Sep-2024        | 52            | - 21.2%               | 51          | - 23.9%               |
| Oct-2024        | 53            | + 10.4%               | 65          | + 4.8%                |
| Nov-2024        | 63            | + 31.3%               | 52          | - 1.9%                |
| <b>Dec-2024</b> | <b>56</b>     | <b>- 1.8%</b>         | <b>53</b>   | <b>- 43.6%</b>        |
| 12-Month Avg    | 63            | + 3.3%                | 71          | - 12.3%               |

## Historical Closed Sales by Month

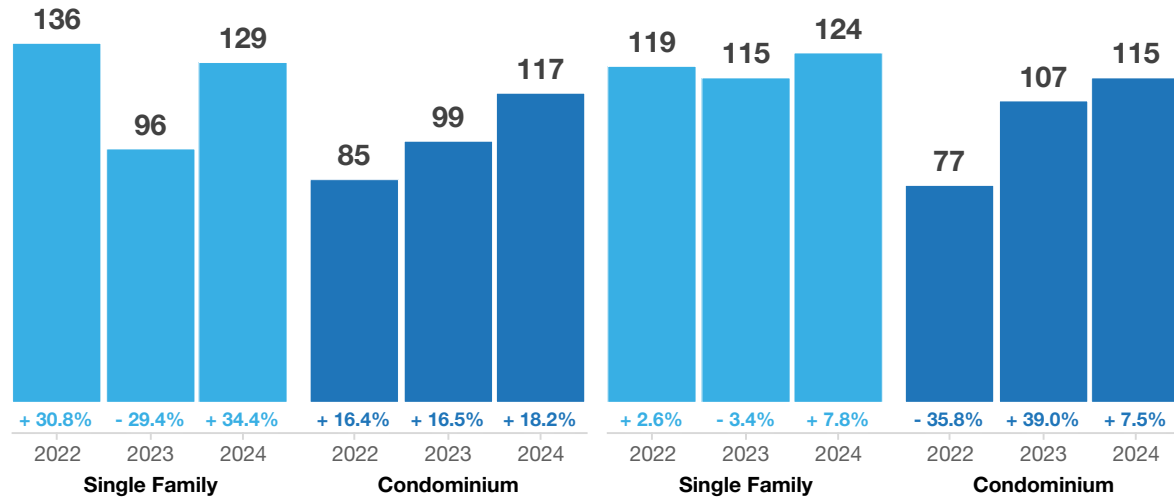


# Days on Market Until Sale

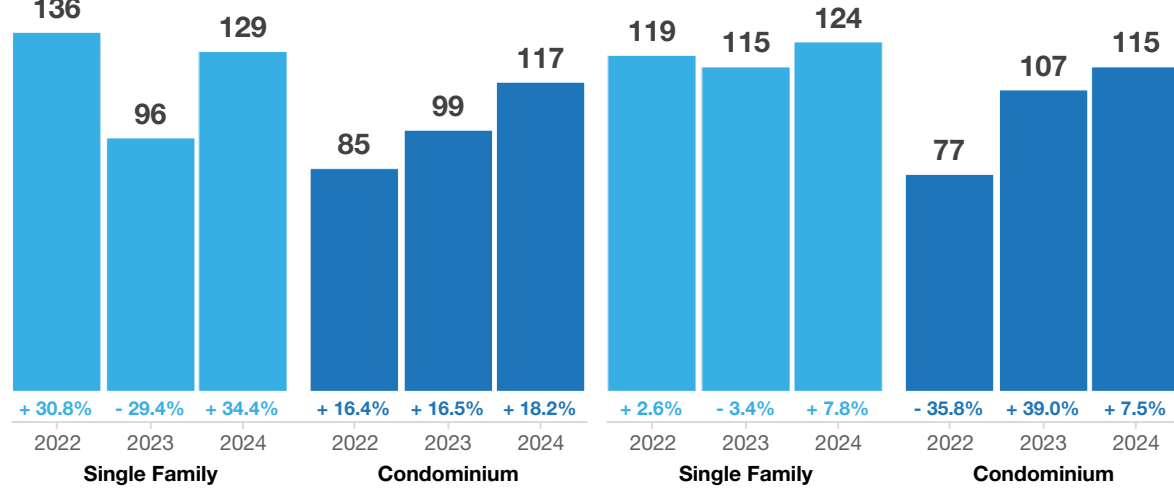
Average number of days between when a property is listed and when it closed in a given month.



## December



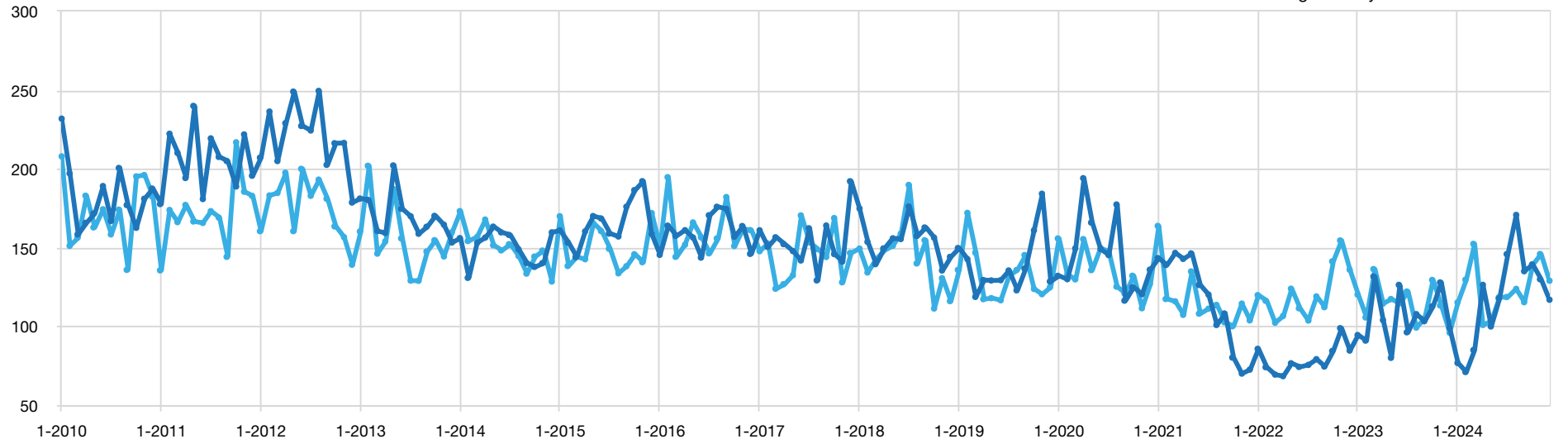
## Year to Date



| Days on Market  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Jan-2024        | 115           | - 4.2%                | 77          | - 18.1%               |
| Feb-2024        | 130           | + 22.6%               | 71          | - 22.0%               |
| Mar-2024        | 152           | + 11.8%               | 85          | - 35.6%               |
| Apr-2024        | 101           | - 11.4%               | 126         | + 21.2%               |
| May-2024        | 103           | - 12.0%               | 100         | + 25.0%               |
| Jun-2024        | 118           | + 3.5%                | 118         | - 6.3%                |
| Jul-2024        | 119           | - 2.5%                | 146         | + 52.1%               |
| Aug-2024        | 124           | + 25.3%               | 171         | + 58.3%               |
| Sep-2024        | 115           | + 9.5%                | 135         | + 31.1%               |
| Oct-2024        | 139           | + 7.8%                | 139         | + 23.0%               |
| Nov-2024        | 146           | + 29.2%               | 130         | + 1.6%                |
| <b>Dec-2024</b> | <b>129</b>    | <b>+ 34.4%</b>        | <b>117</b>  | <b>+ 18.2%</b>        |
| 12-Month Avg*   | 124           | + 7.8%                | 115         | + 8.0%                |

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

## Historical Days on Market Until Sale by Month

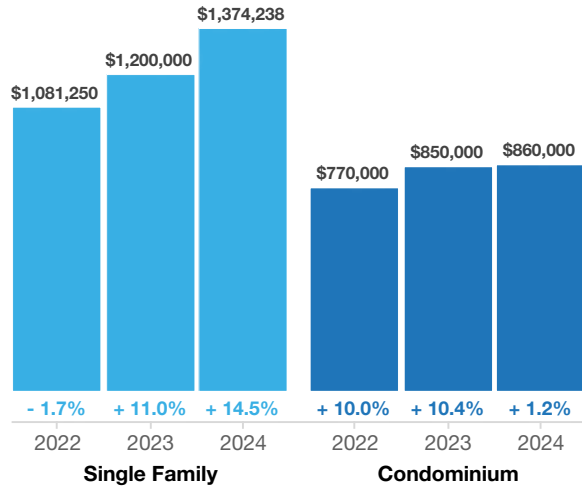


# Median Sales Price

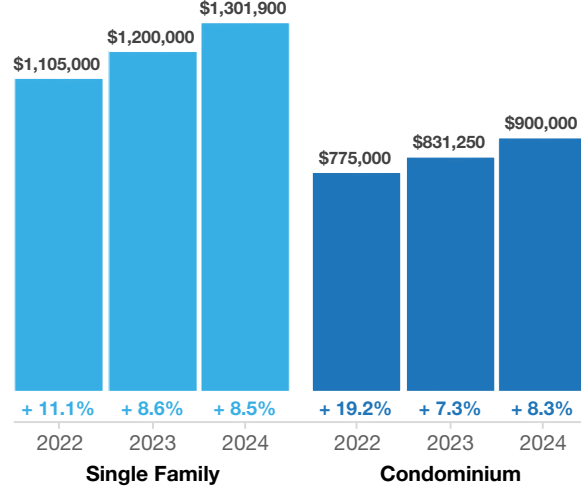
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



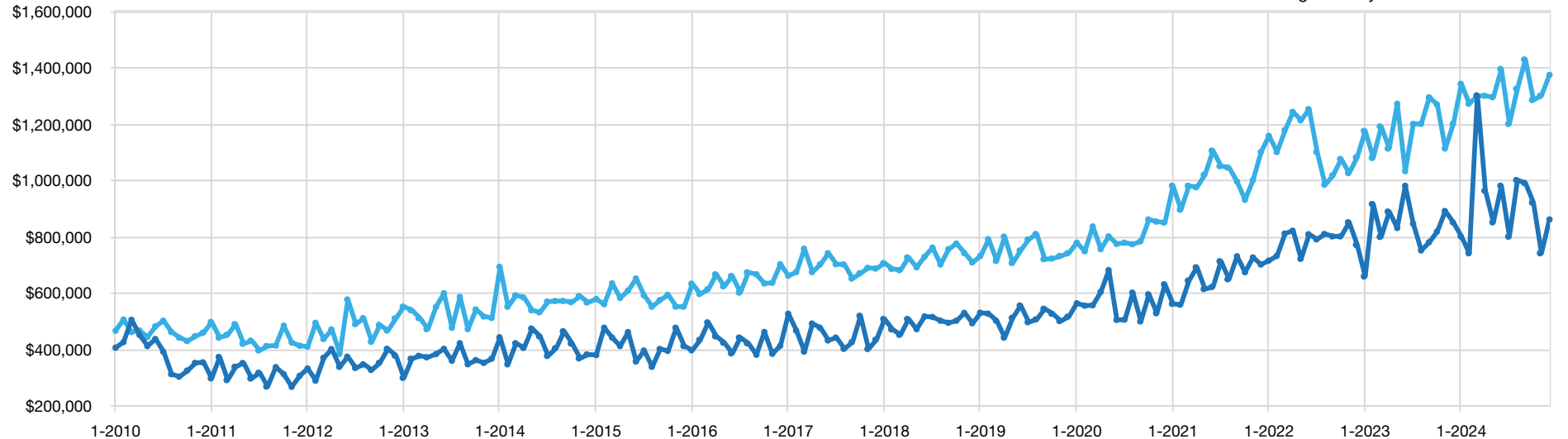
## Year to Date



| Median Sales Price | Single Family      | Year-Over-Year Change | Condominium      | Year-Over-Year Change |
|--------------------|--------------------|-----------------------|------------------|-----------------------|
| Jan-2024           | \$1,342,581        | + 14.3%               | \$800,000        | + 21.7%               |
| Feb-2024           | \$1,272,000        | + 17.9%               | \$740,000        | - 19.1%               |
| Mar-2024           | \$1,299,346        | + 9.1%                | \$1,301,250      | + 63.0%               |
| Apr-2024           | \$1,300,000        | + 16.9%               | \$962,500        | + 8.4%                |
| May-2024           | \$1,295,000        | + 1.8%                | \$850,000        | + 2.4%                |
| Jun-2024           | \$1,395,000        | + 35.2%               | \$980,000        | + 0.0%                |
| Jul-2024           | \$1,200,000        | 0.0%                  | \$799,000        | - 5.4%                |
| Aug-2024           | \$1,325,000        | + 10.4%               | \$1,000,000      | + 33.3%               |
| Sep-2024           | \$1,428,894        | + 10.4%               | \$990,000        | + 27.1%               |
| Oct-2024           | \$1,285,000        | + 1.3%                | \$920,000        | + 12.6%               |
| Nov-2024           | \$1,300,000        | + 16.9%               | \$740,000        | - 16.9%               |
| <b>Dec-2024</b>    | <b>\$1,374,238</b> | <b>+ 14.5%</b>        | <b>\$860,000</b> | <b>+ 1.2%</b>         |
| 12-Month Avg*      | \$1,301,900        | + 8.5%                | \$900,000        | + 8.3%                |

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

## Historical Median Sales Price by Month



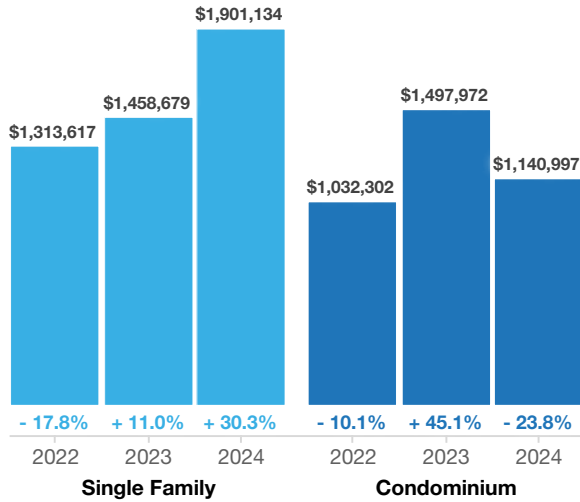


# Average Sales Price

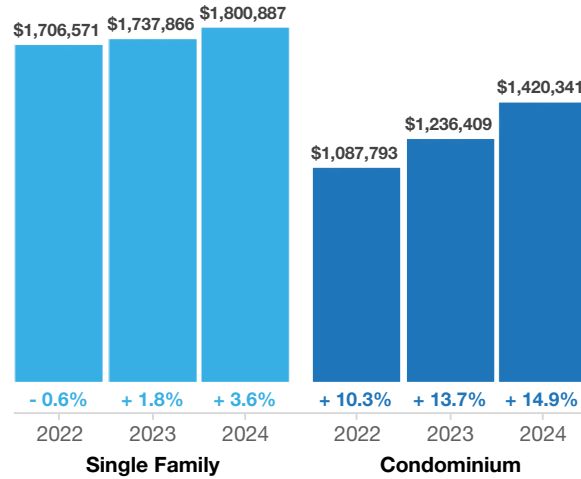
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



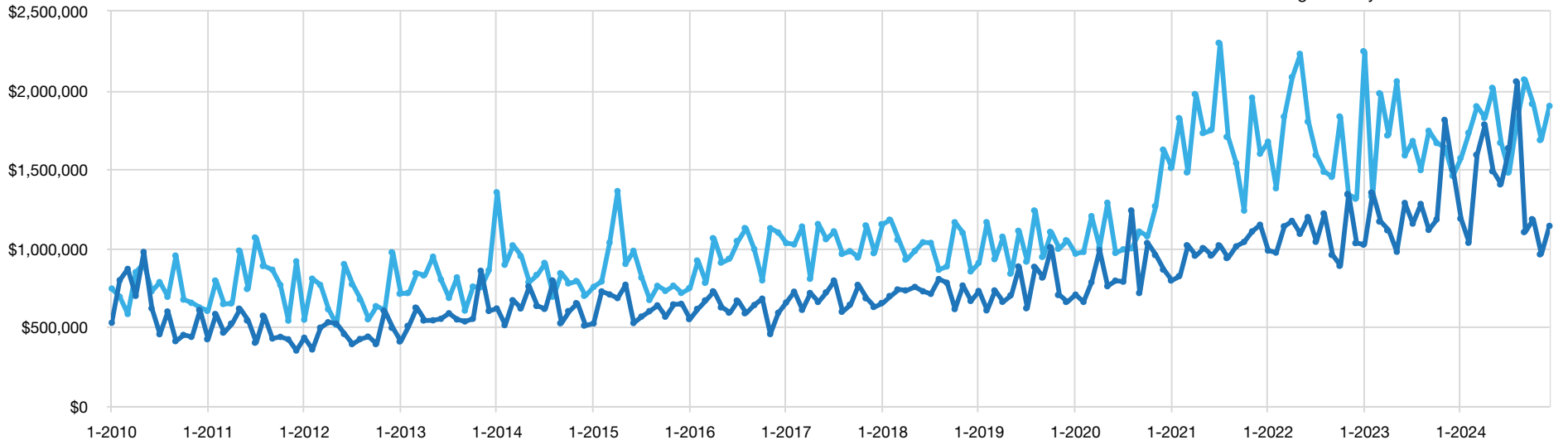
## Year to Date



| Avg. Sales Price | Single Family      | Year-Over-Year Change | Condominium        | Year-Over-Year Change |
|------------------|--------------------|-----------------------|--------------------|-----------------------|
| Jan-2024         | \$1,570,205        | - 30.1%               | \$1,187,537        | + 16.1%               |
| Feb-2024         | \$1,731,006        | + 30.4%               | \$1,034,442        | - 23.5%               |
| Mar-2024         | \$1,898,973        | - 4.2%                | \$1,591,871        | + 36.2%               |
| Apr-2024         | \$1,826,145        | + 6.5%                | \$1,783,769        | + 60.2%               |
| May-2024         | \$2,015,742        | - 2.0%                | \$1,487,967        | + 52.2%               |
| Jun-2024         | \$1,667,558        | + 5.0%                | \$1,404,586        | + 9.2%                |
| Jul-2024         | \$1,479,353        | - 11.9%               | \$1,634,010        | + 41.4%               |
| Aug-2024         | \$1,817,737        | + 21.6%               | \$2,056,276        | + 60.6%               |
| Sep-2024         | \$2,068,796        | + 18.6%               | \$1,102,084        | - 1.3%                |
| Oct-2024         | \$1,914,306        | + 14.9%               | \$1,183,555        | + 0.1%                |
| Nov-2024         | \$1,685,331        | + 2.9%                | \$961,255          | - 47.0%               |
| <b>Dec-2024</b>  | <b>\$1,901,134</b> | <b>+ 30.3%</b>        | <b>\$1,140,997</b> | <b>- 23.8%</b>        |
| 12-Month Avg*    | \$1,800,887        | + 3.6%                | \$1,420,341        | + 14.9%               |

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

## Historical Average Sales Price by Month



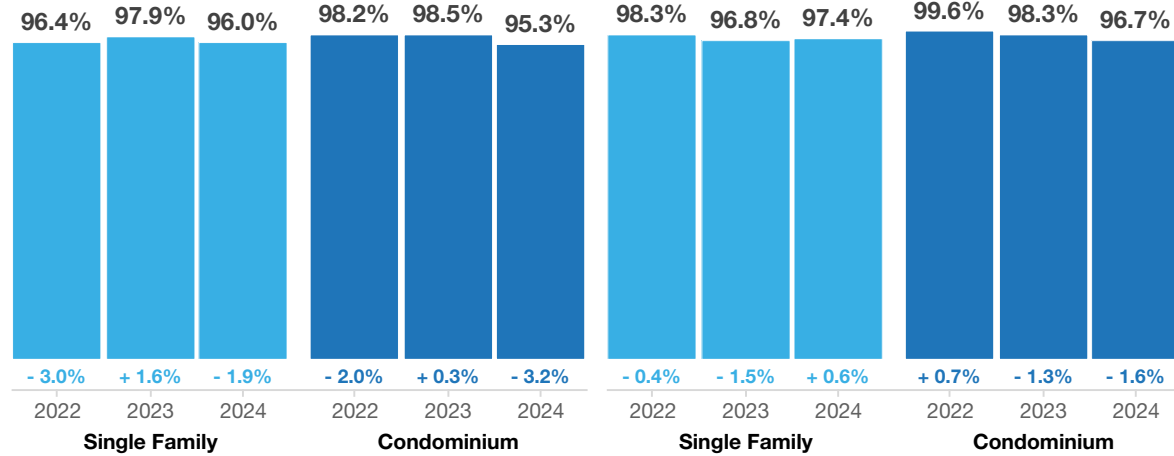
# Percent of List Price Received

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.



## December

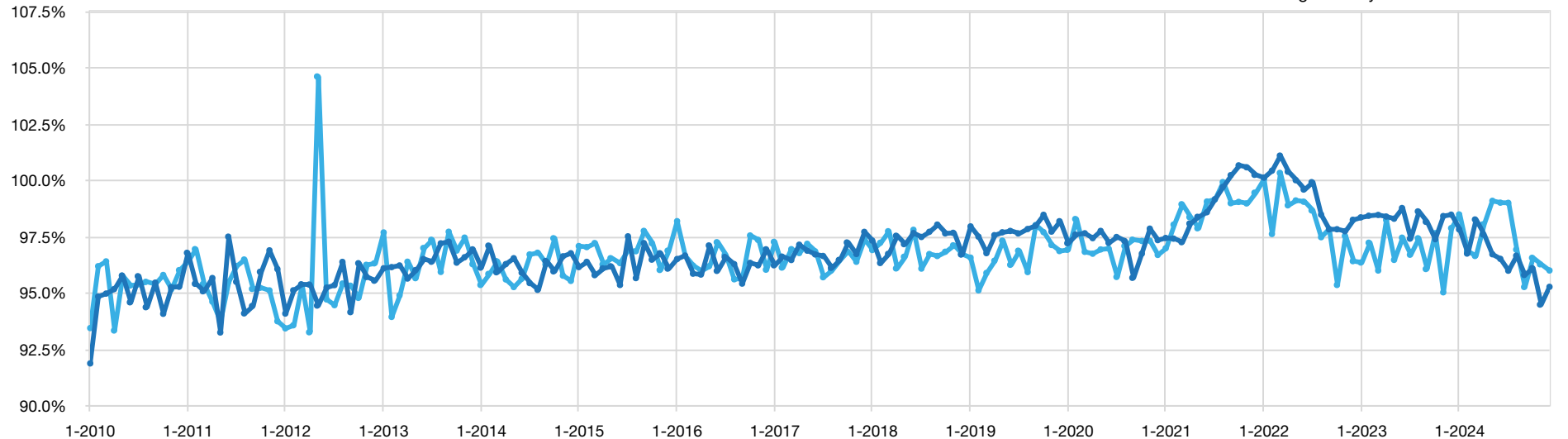
## Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condominium  | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|--------------|-----------------------|
| Jan-2024                    | 98.5%         | + 2.3%                | 97.8%        | - 0.5%                |
| Feb-2024                    | 96.8%         | - 0.4%                | 96.7%        | - 1.7%                |
| Mar-2024                    | 96.6%         | + 0.6%                | 98.2%        | - 0.3%                |
| Apr-2024                    | 98.0%         | - 0.2%                | 97.6%        | - 0.8%                |
| May-2024                    | 99.1%         | + 2.7%                | 96.7%        | - 1.6%                |
| Jun-2024                    | 99.0%         | + 1.6%                | 96.5%        | - 2.3%                |
| Jul-2024                    | 99.0%         | + 2.4%                | 96.0%        | - 1.4%                |
| Aug-2024                    | 96.9%         | - 0.5%                | 96.6%        | - 2.0%                |
| Sep-2024                    | 95.2%         | - 0.8%                | 95.8%        | - 2.3%                |
| Oct-2024                    | 96.5%         | - 1.1%                | 96.1%        | - 1.3%                |
| Nov-2024                    | 96.3%         | + 1.4%                | 94.5%        | - 4.0%                |
| <b>Dec-2024</b>             | <b>96.0%</b>  | <b>- 1.9%</b>         | <b>95.3%</b> | <b>- 3.2%</b>         |
| 12-Month Avg*               | 97.4%         | + 0.6%                | 96.7%        | - 1.6%                |

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

## Historical Percent of List Price Received by Month

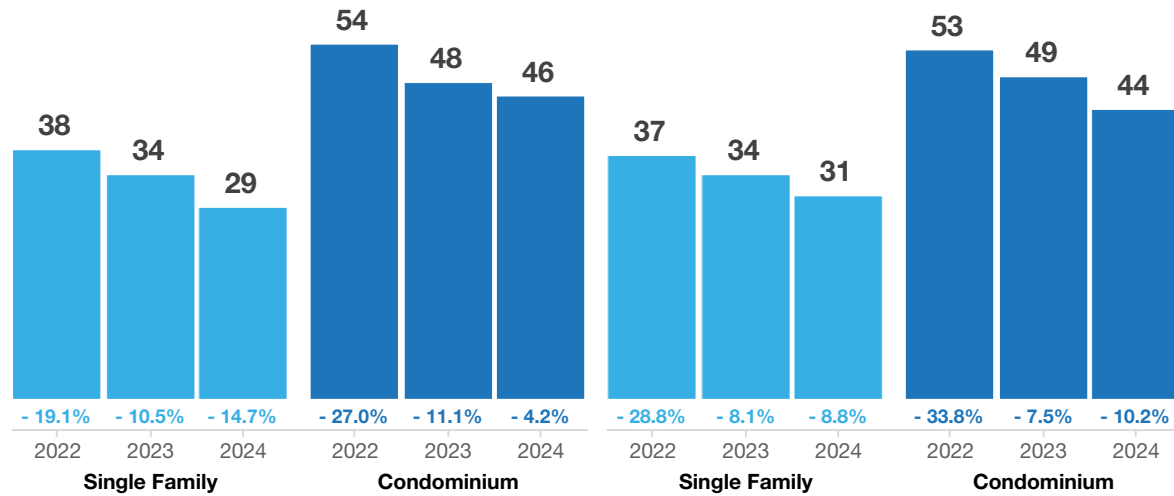


# Housing Affordability Index

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.

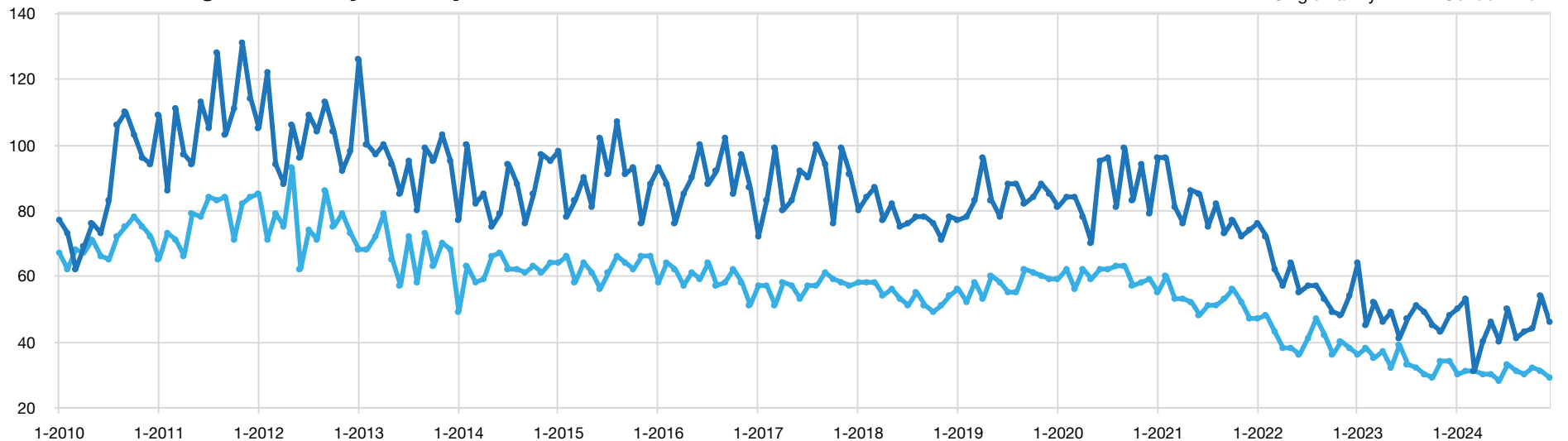


## December



| Affordability Index | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------|-----------------------|
| Jan-2024            | 30            | -16.7%                | 50          | -21.9%                |
| Feb-2024            | 31            | -18.4%                | 53          | +17.8%                |
| Mar-2024            | 31            | -11.4%                | 31          | -40.4%                |
| Apr-2024            | 30            | -18.9%                | 40          | -13.0%                |
| May-2024            | 30            | -6.3%                 | 46          | -6.1%                 |
| Jun-2024            | 28            | -28.2%                | 40          | -2.4%                 |
| Jul-2024            | 33            | 0.0%                  | 50          | +6.4%                 |
| Aug-2024            | 31            | -3.1%                 | 41          | -19.6%                |
| Sep-2024            | 30            | 0.0%                  | 43          | -12.2%                |
| Oct-2024            | 32            | +10.3%                | 44          | -2.2%                 |
| Nov-2024            | 31            | -8.8%                 | 54          | +25.6%                |
| <b>Dec-2024</b>     | <b>29</b>     | <b>-14.7%</b>         | <b>46</b>   | <b>-4.2%</b>          |
| 12-Month Avg        | 31            | -8.8%                 | 45          | -6.3%                 |

## Historical Housing Affordability Index by Month

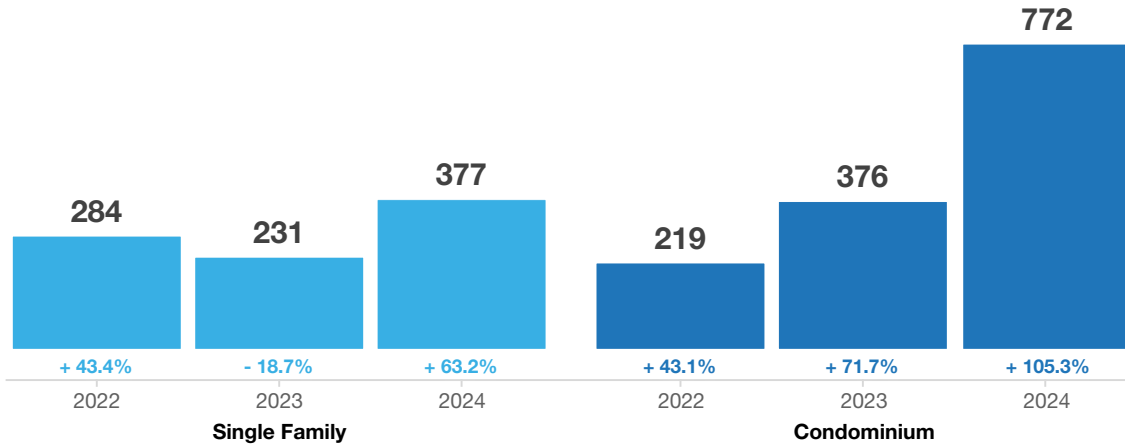


# Inventory of Homes for Sale

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

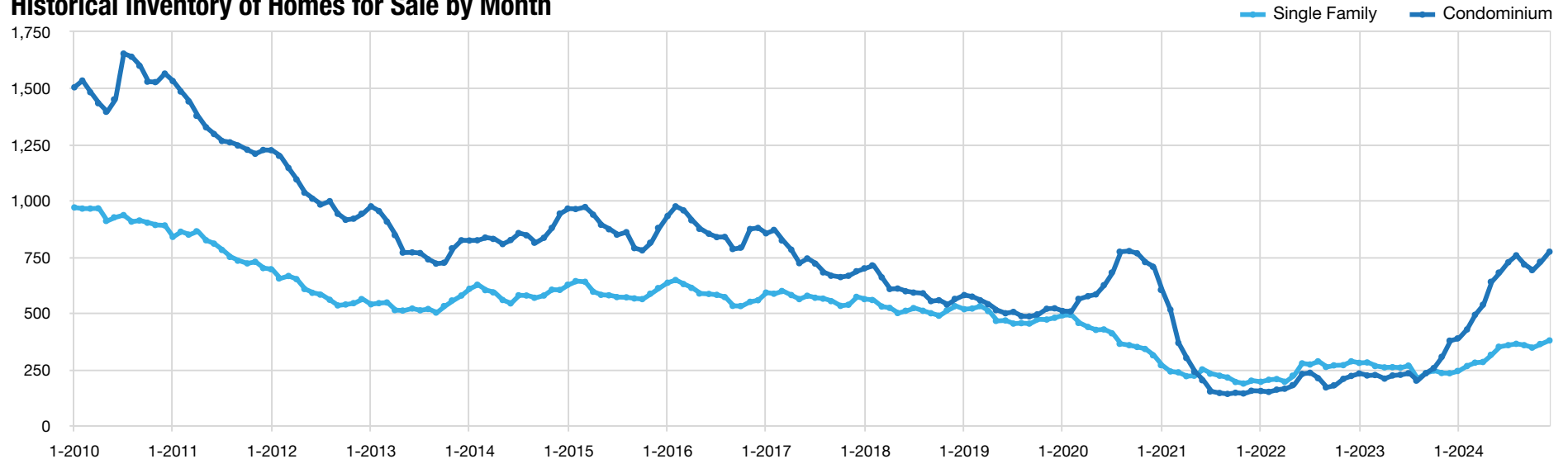


## December



| Homes for Sale  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Jan-2024        | 241           | - 13.0%               | 386         | + 67.8%               |
| Feb-2024        | 263           | - 5.7%                | 426         | + 92.8%               |
| Mar-2024        | 278           | + 5.7%                | 491         | + 120.2%              |
| Apr-2024        | 281           | + 9.3%                | 536         | + 158.9%              |
| May-2024        | 313           | + 21.3%               | 638         | + 188.7%              |
| Jun-2024        | 349           | + 36.3%               | 679         | + 203.1%              |
| Jul-2024        | 356           | + 34.3%               | 725         | + 213.9%              |
| Aug-2024        | 362           | + 74.9%               | 756         | + 281.8%              |
| Sep-2024        | 356           | + 54.1%               | 715         | + 209.5%              |
| Oct-2024        | 345           | + 42.0%               | 690         | + 171.7%              |
| Nov-2024        | 361           | + 55.6%               | 727         | + 139.1%              |
| <b>Dec-2024</b> | <b>377</b>    | <b>+ 63.2%</b>        | <b>772</b>  | <b>+ 105.3%</b>       |
| 12-Month Avg    | 324           | + 29.6%               | 628         | + 158.4%              |

## Historical Inventory of Homes for Sale by Month

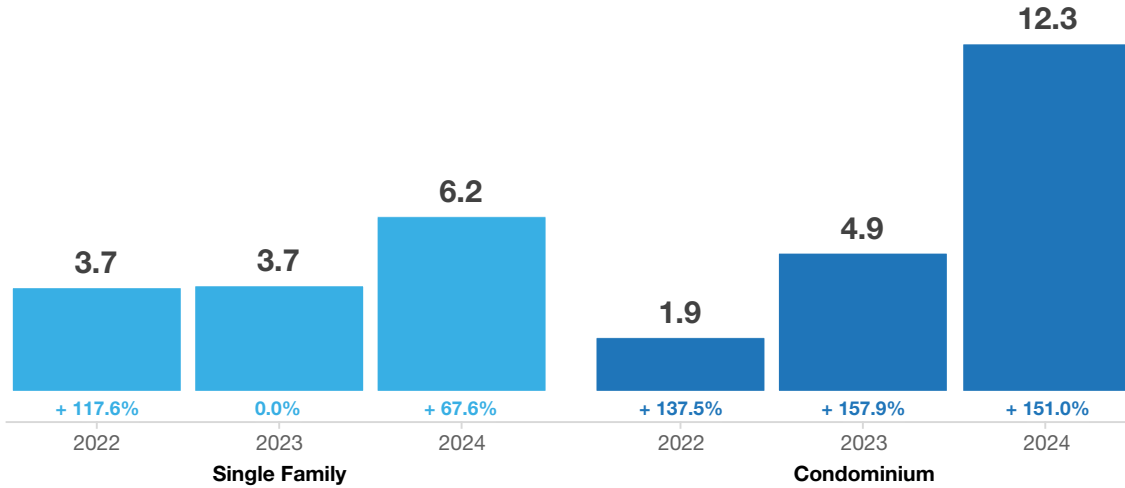


# Months Supply of Inventory

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.



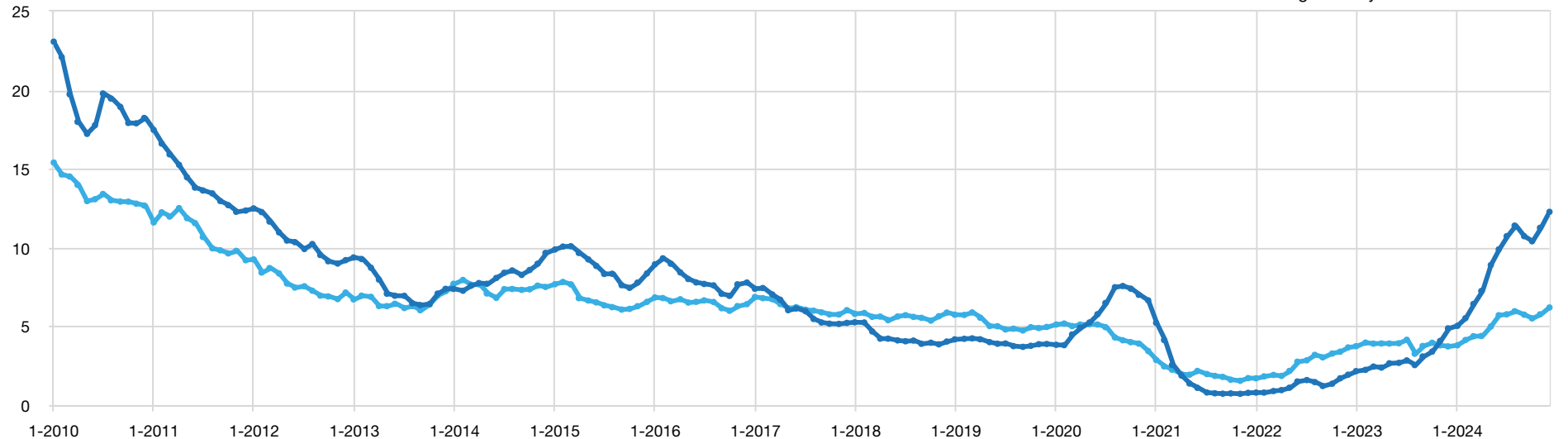
## December



| Months Supply   | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Jan-2024        | 3.8           | + 2.7%                | 5.0         | + 127.3%              |
| Feb-2024        | 4.1           | + 2.5%                | 5.5         | + 150.0%              |
| Mar-2024        | 4.4           | + 12.8%               | 6.4         | + 166.7%              |
| Apr-2024        | 4.4           | + 12.8%               | 7.2         | + 200.0%              |
| May-2024        | 5.0           | + 28.2%               | 8.9         | + 229.6%              |
| Jun-2024        | 5.7           | + 46.2%               | 9.9         | + 266.7%              |
| Jul-2024        | 5.8           | + 41.5%               | 10.7        | + 282.1%              |
| Aug-2024        | 6.0           | + 81.8%               | 11.4        | + 356.0%              |
| Sep-2024        | 5.7           | + 50.0%               | 10.7        | + 245.2%              |
| Oct-2024        | 5.5           | + 37.5%               | 10.4        | + 205.9%              |
| Nov-2024        | 5.8           | + 52.6%               | 11.3        | + 175.6%              |
| <b>Dec-2024</b> | <b>6.2</b>    | <b>+ 67.6%</b>        | <b>12.3</b> | <b>+ 151.0%</b>       |
| 12-Month Avg*   | 5.2           | + 35.5%               | 9.1         | + 210.5%              |

\* Months Supply for all properties from January 2024 through December 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 | 12-2023     | 12-2024            | % Change | YTD 2023    | YTD 2024           | % Change |
|---------------------------------------|----------------------|-------------|--------------------|----------|-------------|--------------------|----------|
| <b>New Listings</b>                   |                      | 287         | <b>286</b>         | - 0.3%   | 2,660       | <b>3,312</b>       | + 24.5%  |
| <b>Pending Sales</b>                  |                      | 164         | <b>125</b>         | - 23.8%  | 1,836       | <b>1,649</b>       | - 10.2%  |
| <b>Closed Sales</b>                   |                      | 170         | <b>125</b>         | - 26.5%  | 1,864       | <b>1,792</b>       | - 3.9%   |
| <b>Days on Market Until Sale</b>      |                      | 110         | <b>134</b>         | + 21.8%  | 119         | <b>124</b>         | + 4.2%   |
| <b>Median Sales Price</b>             |                      | \$990,000   | <b>\$1,035,000</b> | + 4.5%   | \$950,000   | <b>\$1,140,000</b> | + 20.0%  |
| <b>Average Sales Price</b>            |                      | \$1,542,752 | <b>\$1,520,428</b> | - 1.4%   | \$1,442,115 | <b>\$1,622,648</b> | + 12.5%  |
| <b>Percent of List Price Received</b> |                      | 98.0%       | <b>95.4%</b>       | - 2.7%   | 97.4%       | <b>96.9%</b>       | - 0.5%   |
| <b>Housing Affordability Index</b>    |                      | 41          | <b>38</b>          | - 7.3%   | 43          | <b>35</b>          | - 18.6%  |
| <b>Inventory of Homes for Sale</b>    |                      | 753         | <b>1,330</b>       | + 76.6%  | —           | —                  | —        |
| <b>Months Supply of Inventory</b>     |                      | 4.9         | <b>9.7</b>         | + 98.0%  | —           | —                  | —        |

# Single Family Monthly Sales Volume

December 2024



| Area Name                 | December 2024 |                      |                    | November 2024 |                      |                    | December 2023 |                     |                    |
|---------------------------|---------------|----------------------|--------------------|---------------|----------------------|--------------------|---------------|---------------------|--------------------|
|                           | Units         | Dollar Volume        | Median Sales Price | Units         | Dollar Volume        | Median Sales Price | Units         | Dollar Volume       | Median Sales Price |
| Haiku                     | 4             | \$4,684,000          | \$1,245,000        | 4             | \$8,165,000          | \$1,582,500        | 5             | \$4,835,000         | \$995,000          |
| Hana                      | 0             | --                   | --                 | 1             | \$1,180,000          | \$1,180,000        | 0             | --                  | --                 |
| Honokohau                 | 0             | --                   | --                 | 0             | --                   | --                 | 0             | --                  | --                 |
| Kaanapali                 | 3             | \$7,657,000          | \$2,782,000        | 4             | \$14,885,000         | \$3,500,000        | 1             | \$1,860,000         | \$1,860,000        |
| Kahakuloa                 | 0             | --                   | --                 | 0             | --                   | --                 | 0             | --                  | --                 |
| Kahului                   | 6             | \$5,860,000          | \$990,000          | 10            | \$10,783,000         | \$1,075,000        | 3             | \$3,332,720         | \$1,168,720        |
| Kapalua                   | 0             | --                   | --                 | 0             | --                   | --                 | 0             | --                  | --                 |
| Kaupo                     | 0             | --                   | --                 | 0             | --                   | --                 | 0             | --                  | --                 |
| Keanae                    | 0             | --                   | --                 | 0             | --                   | --                 | 0             | --                  | --                 |
| Kihei                     | 3             | \$16,670,000         | \$2,250,000        | 5             | \$11,200,000         | \$1,440,000        | 8             | \$9,934,900         | \$1,300,000        |
| Kipahulu                  | 0             | --                   | --                 | 0             | --                   | --                 | 0             | --                  | --                 |
| Kula/Ulupalakua/Kanaio    | 4             | \$5,915,000          | \$1,325,000        | 5             | \$13,070,000         | \$2,625,000        | 4             | \$6,895,000         | \$1,562,500        |
| Lahaina                   | 4             | \$8,550,000          | \$2,275,000        | 0             | --                   | --                 | 2             | \$5,025,000         | \$2,512,500        |
| Maalaea                   | 0             | --                   | --                 | 0             | --                   | --                 | 0             | --                  | --                 |
| Makawao/Olinda/Haliimaile | 6             | \$6,043,000          | \$891,500          | 7             | \$9,087,519          | \$1,285,000        | 3             | \$2,410,000         | \$750,000          |
| Maui Meadows              | 2             | \$6,125,000          | \$3,062,500        | 0             | --                   | --                 | 0             | --                  | --                 |
| Nahiku                    | 1             | \$1,550,000          | \$1,550,000        | 0             | --                   | --                 | 0             | --                  | --                 |
| Napili/Kahana/Honokowai   | 0             | --                   | --                 | 2             | \$4,375,000          | \$2,187,500        | 2             | \$3,500,000         | \$1,750,000        |
| Olowalu                   | 1             | \$1,050,000          | \$1,050,000        | 0             | --                   | --                 | 0             | --                  | --                 |
| Pukalani                  | 2             | \$1,980,000          | \$990,000          | 4             | \$5,184,000          | \$1,337,000        | 3             | \$2,169,000         | \$749,000          |
| Spreckelsville/Paia/Kuau  | 1             | \$7,500,000          | \$7,500,000        | 0             | --                   | --                 | 1             | \$1,350,000         | \$1,350,000        |
| Wailea/Makena             | 3             | \$12,773,030         | \$4,000,000        | 2             | \$7,445,000          | \$3,722,500        | 3             | \$18,695,000        | \$2,400,000        |
| Wailuku                   | 14            | \$18,906,494         | \$1,374,238        | 17            | \$19,486,363         | \$1,080,000        | 20            | \$21,008,071        | \$1,170,000        |
| Lanai                     | 1             | \$685,000            | \$685,000          | 1             | \$835,000            | \$835,000          | 2             | \$2,130,000         | \$1,065,000        |
| Molokai                   | 1             | \$515,000            | \$515,000          | 1             | \$480,000            | \$480,000          | 0             | --                  | --                 |
| <b>All MLS</b>            | <b>56</b>     | <b>\$106,463,524</b> | <b>\$1,374,238</b> | <b>63</b>     | <b>\$106,175,882</b> | <b>\$1,300,000</b> | <b>57</b>     | <b>\$83,144,691</b> | <b>\$1,200,000</b> |

# Condominium Monthly Sales Volume

December 2024



| Area Name                 | December 2024 |                     |                    | November 2024 |                     |                    | December 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                 | 5             | \$10,240,000        | \$1,950,000        | 5             | \$8,850,000         | \$1,200,000        | 3             | \$3,875,000          | \$1,425,000        |
| Kahakuloa                 | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Kahului                   | 3             | \$1,033,000         | \$225,000          | 3             | \$620,000           | \$215,000          | 3             | \$765,000            | \$250,000          |
| Kapalua                   | 2             | \$2,150,000         | \$1,075,000        | 0             | --                  | --                 | 1             | \$1,800,000          | \$1,800,000        |
| Kaupo                     | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Keanae                    | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Kihei                     | 23            | \$22,477,900        | \$750,000          | 22            | \$18,489,495        | \$596,000          | 38            | \$34,513,495         | \$850,000          |
| Kipahulu                  | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Kula/Ulupalakua/Kanaio    | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Lahaina                   | 1             | \$2,900,000         | \$2,900,000        | 1             | \$1,200,000         | \$1,200,000        | 0             | --                   | --                 |
| Maalaea                   | 1             | \$300,000           | \$300,000          | 2             | \$1,680,000         | \$840,000          | 6             | \$3,510,000          | \$595,000          |
| Makawao/Olinda/Haliimaile | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Maui Meadows              | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Nahiku                    | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Napili/Kahana/Honokowai   | 5             | \$3,726,000         | \$900,500          | 5             | \$3,671,000         | \$740,000          | 10            | \$7,819,908          | \$722,000          |
| Olowalu                   | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Pukalani                  | 0             | --                  | --                 | 1             | \$989,000           | \$989,000          | 0             | --                   | --                 |
| Spreckelsville/Paia/Kuau  | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Wailea/Makena             | 6             | \$13,439,950        | \$1,900,000        | 7             | \$11,999,500        | \$1,600,000        | 19            | \$81,317,000         | \$2,625,550        |
| Wailuku                   | 6             | \$4,081,000         | \$633,000          | 4             | \$2,529,000         | \$649,500          | 9             | \$6,031,000          | \$610,000          |
| Lanai                     | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                   | --                 |
| Molokai                   | 1             | \$125,000           | \$125,000          | 2             | \$396,000           | \$198,000          | 5             | \$1,178,000          | \$220,000          |
| <b>All MLS</b>            | <b>53</b>     | <b>\$60,472,850</b> | <b>\$860,000</b>   | <b>52</b>     | <b>\$50,423,995</b> | <b>\$740,000</b>   | <b>94</b>     | <b>\$140,809,403</b> | <b>\$850,000</b>   |



# Land Monthly Sales Volume

December 2024



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | December 2024 |                     |                    | November 2024 |                     |                    | December 2023 |                     |                    |
|---------------------------|---------------|---------------------|--------------------|---------------|---------------------|--------------------|---------------|---------------------|--------------------|
|                           | Units         | Dollar Volume       | Median Sales Price | Units         | Dollar Volume       | Median Sales Price | Units         | Dollar Volume       | Median Sales Price |
| Haiku                     | 2             | \$1,695,000         | \$847,500          | 2             | \$1,495,000         | \$747,500          | 3             | \$2,109,000         | \$640,000          |
| Hana                      | 0             | --                  | --                 | 1             | \$322,500           | \$322,500          | 0             | --                  | --                 |
| Honokohau                 | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Kaanapali                 | 3             | \$2,117,500         | \$630,000          | 0             | --                  | --                 | 1             | \$885,000           | \$885,000          |
| Kahakuloa                 | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Kahului                   | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Kapalua                   | 1             | \$8,750,000         | \$8,750,000        | 0             | --                  | --                 | 0             | --                  | --                 |
| Kaupo                     | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Keanae                    | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Kihei                     | 1             | \$485,000           | \$485,000          | 0             | --                  | --                 | 0             | --                  | --                 |
| Kipahulu                  | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Kula/Ulupalakua/Kanaio    | 0             | --                  | --                 | 2             | \$6,150,000         | \$3,075,000        | 2             | \$1,735,000         | \$867,500          |
| Lahaina                   | 1             | \$2,200,000         | --                 | 2             | \$1,100,000         | \$550,000          | 1             | \$999,000           | \$999,000          |
| Maalaea                   | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Makawao/Olinda/Haliimaile | 1             | \$1,805,000         | \$1,805,000        | 0             | --                  | --                 | 1             | \$150,000           | --                 |
| Maui Meadows              | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Nahiku                    | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Napili/Kahana/Honokowai   | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Olowalu                   | 0             | --                  | --                 | 0             | --                  | --                 | 2             | \$1,338,000         | \$669,000          |
| Pukalani                  | 0             | --                  | --                 | 1             | \$685,000           | \$685,000          | 1             | \$275,000           | \$275,000          |
| Spreckelsville/Paia/Kuau  | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Wailea/Makena             | 2             | \$4,323,250         | \$2,161,625        | 1             | \$3,168,000         | \$3,168,000        | 6             | \$28,100,000        | \$3,750,000        |
| Wailuku                   | 4             | \$2,351,000         | \$575,000          | 0             | --                  | --                 | 2             | \$1,330,000         | \$665,000          |
| Lanai                     | 0             | --                  | --                 | 0             | --                  | --                 | 0             | --                  | --                 |
| Molokai                   | 1             | \$70,000            | \$70,000           | 2             | \$257,000           | \$128,500          | 0             | --                  | --                 |
| <b>All MLS</b>            | <b>16</b>     | <b>\$23,796,750</b> | <b>\$630,000</b>   | <b>11</b>     | <b>\$13,177,500</b> | <b>\$685,000</b>   | <b>19</b>     | <b>\$36,921,000</b> | <b>\$942,000</b>   |

# Single Family Sales – Year to Date

December 2024 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |               |                | Median Sales Price |                   |               |                | Total Dollar Volume |                   |               |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|---------------|----------------|
|                           | Dec-24 YTD Sales | Dec-23 YTD Sales | Unit Change | Percent Change | Dec-24 YTD Average  | Dec-23 YTD Average | Dollar Change | Percent Change | Dec-24 YTD Median  | Dec-23 YTD Median | Dollar Change | Percent Change | Dec-24 YTD Volume   | Dec-23 YTD Volume | Dollar Change | Percent Change |
| Haiku                     | 65               | 59               | +6          | +10.2%         | \$1,729,615         | \$1,782,139        | -\$52,524     | -2.9%          | \$1,475,000        | \$1,450,000       | +\$25,000     | +1.7%          | \$112,424,999       | \$105,146,196     | +\$7,278,803  | +6.9%          |
| Hana                      | 7                | 6                | +1          | +16.7%         | \$1,086,857         | \$1,602,083        | -\$515,226    | -32.2%         | \$1,140,000        | \$1,187,500       | -\$47,500     | -4.0%          | \$7,608,000         | \$9,612,500       | -\$2,004,500  | -20.9%         |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kaanapali                 | 18               | 18               | 0           | 0.0%           | \$3,082,056         | \$4,808,285        | -\$1,726,230  | -35.9%         | \$2,791,000        | \$3,725,000       | -\$934,000    | -25.1%         | \$55,477,000        | \$86,549,136      | -\$31,072,136 | -35.9%         |
| Kahakuloa                 | 1                | 2                | -1          | -50.0%         | \$1,415,000         | \$1,109,000        | +\$306,000    | +27.6%         | \$1,415,000        | \$1,109,000       | +\$306,000    | +27.6%         | \$1,415,000         | \$2,218,000       | -\$803,000    | -36.2%         |
| Kahului                   | 77               | 91               | -14         | -15.4%         | \$1,152,680         | \$1,042,002        | +\$110,679    | +10.6%         | \$1,150,000        | \$990,000         | +\$160,000    | +16.2%         | \$88,756,388        | \$94,822,141      | -\$6,065,753  | -6.4%          |
| Kapalua                   | 7                | 11               | -4          | -36.4%         | \$11,391,143        | \$5,039,091        | +\$6,352,052  | +126.1%        | \$6,875,000        | \$4,400,000       | +\$2,475,000  | +56.3%         | \$79,738,000        | \$55,430,000      | +\$24,308,000 | +43.9%         |
| Kaupo                     | 0                | 1                | -1          | -100.0%        | --                  | \$725,000          | --            | --             | --                 | \$725,000         | --            | --             | \$0                 | \$725,000         | -\$725,000    | -100.0%        |
| Keanae                    | 1                | 0                | +1          | --             | \$499,000           | --                 | --            | --             | \$499,000          | --                | --            | --             | \$499,000           | \$0               | +\$499,000    | --             |
| Kihei                     | 97               | 112              | -15         | -13.4%         | \$1,714,554         | \$1,387,633        | +\$326,922    | +23.6%         | \$1,400,000        | \$1,192,500       | +\$207,500    | +17.4%         | \$166,311,758       | \$155,414,850     | +\$10,896,908 | +7.0%          |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kula/Ulupalakua/Kanaio    | 49               | 45               | +4          | +8.9%          | \$1,745,673         | \$1,852,021        | -\$106,349    | -5.7%          | \$1,575,000        | \$1,450,000       | +\$125,000    | +8.6%          | \$85,537,974        | \$83,340,966      | +\$2,197,008  | +2.6%          |
| Lahaina                   | 20               | 33               | -13         | -39.4%         | \$2,584,282         | \$3,510,568        | -\$926,287    | -26.4%         | \$2,686,250        | \$2,200,000       | +\$486,250    | +22.1%         | \$51,685,630        | \$115,848,758     | -\$64,163,128 | -55.4%         |
| Maalaea                   | 1                | 0                | +1          | --             | \$2,933,006         | --                 | --            | --             | \$2,933,006        | --                | --            | --             | \$2,933,006         | \$0               | +\$2,933,006  | --             |
| Makawao/Olinda/Haliimaile | 87               | 39               | +48         | +123.1%        | \$1,420,608         | \$1,436,536        | -\$15,928     | -1.1%          | \$1,250,000        | \$1,000,000       | +\$250,000    | +25.0%         | \$123,592,893       | \$56,024,891      | +\$67,568,002 | +120.6%        |
| Maui Meadows              | 9                | 14               | -5          | -35.7%         | \$2,684,444         | \$2,645,286        | +\$39,159     | +1.5%          | \$2,760,000        | \$2,840,000       | -\$80,000     | -2.8%          | \$24,160,000        | \$37,034,000      | -\$12,874,000 | -34.8%         |
| Nahiku                    | 2                | 1                | +1          | +100.0%        | \$1,149,500         | \$799,000          | +\$350,500    | +43.9%         | \$1,149,500        | \$799,000         | +\$350,500    | +43.9%         | \$2,299,000         | \$799,000         | +\$1,500,000  | +187.7%        |
| Napili/Kahana/Honokowai   | 31               | 28               | +3          | +10.7%         | \$1,564,394         | \$1,500,911        | +\$63,483     | +4.2%          | \$1,625,000        | \$1,582,500       | +\$42,500     | +2.7%          | \$48,496,216        | \$42,025,499      | +\$6,470,717  | +15.4%         |
| Olowalu                   | 1                | 2                | -1          | -50.0%         | \$1,050,000         | \$4,800,000        | -\$3,750,000  | -78.1%         | \$1,050,000        | \$4,800,000       | -\$3,750,000  | -78.1%         | \$1,050,000         | \$9,600,000       | -\$8,550,000  | -89.1%         |
| Pukalani                  | 26               | 27               | -1          | -3.7%          | \$1,306,991         | \$1,194,015        | +\$112,977    | +9.5%          | \$1,237,500        | \$995,000         | +\$242,500    | +24.4%         | \$33,981,775        | \$32,238,400      | +\$1,743,375  | +5.4%          |
| Spreckelsville/Paia/Kuau  | 13               | 13               | 0           | 0.0%           | \$3,820,154         | \$1,404,008        | +\$2,416,146  | +172.1%        | \$3,100,000        | \$1,350,000       | +\$1,750,000  | +129.6%        | \$49,662,000        | \$18,252,103      | +\$31,409,897 | +172.1%        |
| Wailea/Makena             | 27               | 20               | +7          | +35.0%         | \$7,000,956         | \$6,898,824        | +\$102,132    | +1.5%          | \$4,700,000        | \$4,512,500       | +\$187,500    | +4.2%          | \$189,025,811       | \$137,976,481     | +\$51,049,330 | +37.0%         |
| Wailuku                   | 167              | 171              | -4          | -2.3%          | \$1,214,396         | \$1,188,798        | +\$25,597     | +2.2%          | \$1,260,000        | \$1,149,000       | +\$111,000    | +9.7%          | \$202,804,062       | \$203,284,523     | -\$480,461    | -0.2%          |
| Lanai                     | 12               | 11               | +1          | +9.1%          | \$720,833           | \$753,455          | -\$32,621     | -4.3%          | \$715,000          | \$718,000         | -\$3,000      | -0.4%          | \$8,650,000         | \$8,288,000       | +\$362,000    | +4.4%          |
| Molokai                   | 36               | 27               | +9          | +33.3%         | \$604,454           | \$583,325          | +\$21,129     | +3.6%          | \$495,000          | \$400,000         | +\$95,000     | +23.8%         | \$21,760,350        | \$15,749,770      | +\$6,010,580  | +38.2%         |
| All MLS                   | 754              | 731              | +23         | +3.1%          | \$1,800,887         | \$1,737,866        | +\$63,021     | +3.6%          | \$1,301,900        | \$1,200,000       | +\$101,900    | +8.5%          | \$1,357,868,862     | \$1,270,380,214   | +\$87,488,648 | +6.9%          |

# Total Condominium Sales – Year to Date

December 2024 YTD



REALTORS® ASSOCIATION  
OF MAUI, INC.

| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |               |                | Median Sales Price |                   |               |                | Total Dollar Volume |                   |               |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|---------------|----------------|--------------------|-------------------|---------------|----------------|---------------------|-------------------|---------------|----------------|
|                           | Dec-24 YTD Sales | Dec-23 YTD Sales | Unit Change | Percent Change | Dec-24 YTD Average  | Dec-23 YTD Average | Dollar Change | Percent Change | Dec-24 YTD Median  | Dec-23 YTD Median | Dollar Change | Percent Change | Dec-24 YTD Volume   | Dec-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                 | 87               | 70               | +17         | +24.3%         | \$1,640,213         | \$1,757,923        | -\$117,710    | -6.7%          | \$1,325,000        | \$1,500,000       | -\$175,000    | -11.7%         | \$142,458,339       | \$123,054,600     | +\$19,403,739 | +15.8%         |
| Kahakuloa                 | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kahului                   | 30               | 26               | +4          | +15.4%         | \$278,717           | \$283,942          | -\$5,226      | -1.8%          | \$246,250          | \$276,500         | -\$30,250     | -10.9%         | \$8,361,500         | \$7,382,499       | +\$979,001    | +13.3%         |
| Kapalua                   | 26               | 24               | +2          | +8.3%          | \$2,506,077         | \$2,256,000        | +\$250,077    | +11.1%         | \$1,276,000        | \$1,697,500       | -\$421,500    | -24.8%         | \$65,158,000        | \$54,144,000      | +\$11,014,000 | +20.3%         |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kihei                     | 306              | 383              | -77         | -20.1%         | \$934,996           | \$893,666          | +\$41,331     | +4.6%          | \$771,500          | \$805,000         | -\$33,500     | -4.2%          | \$286,108,898       | \$342,273,958     | -\$56,165,060 | -16.4%         |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Lahaina                   | 3                | 44               | -41         | -93.2%         | \$1,398,333         | \$930,658          | +\$467,675    | +50.3%         | \$1,200,000        | \$852,500         | +\$347,500    | +40.8%         | \$4,195,000         | \$40,948,950      | -\$36,753,950 | -89.8%         |
| Maalaea                   | 19               | 46               | -27         | -58.7%         | \$780,158           | \$678,034          | +\$102,124    | +15.1%         | \$730,000          | \$683,000         | +\$47,000     | +6.9%          | \$14,823,000        | \$31,189,580      | -\$16,366,580 | -52.5%         |
| 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   | 134              | 155              | -21         | -13.5%         | \$767,814           | \$761,243          | +\$6,571      | +0.9%          | \$695,000          | \$746,000         | -\$51,000     | -6.8%          | \$102,887,049       | \$117,992,608     | -\$15,105,559 | -12.8%         |
| Olowalu                   | 0                | 0                | 0           | --             | --                  | --                 | --            | --             | --                 | --                | --            | --             | \$0                 | \$0               | \$0           | --             |
| Pukalani                  | 7                | 4                | +3          | +75.0%         | \$990,286           | \$898,250          | +\$92,036     | +10.2%         | \$989,000          | \$899,000         | +\$90,000     | +10.0%         | \$6,932,000         | \$3,593,000       | +\$3,339,000  | +92.9%         |
| Spreckelsville/Paia/Kuau  | 1                | 1                | 0           | 0.0%           | \$838,500           | \$800,000          | +\$38,500     | +4.8%          | \$838,500          | \$800,000         | +\$38,500     | +4.8%          | \$838,500           | \$800,000         | +\$38,500     | +4.8%          |
| Wailea/Makena             | 151              | 112              | +39         | +34.8%         | \$3,447,869         | \$3,793,107        | -\$345,238    | -9.1%          | \$2,500,000        | \$2,427,050       | +\$72,950     | +3.0%          | \$520,628,210       | \$424,827,928     | +\$95,800,282 | +22.6%         |
| Wailuku                   | 60               | 69               | -9          | -13.0%         | \$631,950           | \$590,954          | +\$40,996     | +6.9%          | \$620,000          | \$552,300         | +\$67,700     | +12.3%         | \$37,917,000        | \$40,775,800      | -\$2,858,800  | -7.0%          |
| Lanai                     | 5                | 3                | +2          | +66.7%         | \$2,428,000         | \$765,000          | +\$1,663,000  | +217.4%        | \$2,400,000        | \$355,000         | +\$2,045,000  | +576.1%        | \$12,140,000        | \$2,295,000       | +\$9,845,000  | +429.0%        |
| Molokai                   | 22               | 33               | -11         | -33.3%         | \$283,745           | \$304,197          | -\$20,452     | -6.7%          | \$275,000          | \$312,000         | -\$37,000     | -11.9%         | \$6,242,400         | \$10,038,500      | -\$3,796,100  | -37.8%         |
| All MLS                   | 851              | 970              | -119        | -12.3%         | \$1,420,341         | \$1,236,409        | +\$183,932    | +14.9%         | \$900,000          | \$831,250         | +\$68,750     | +8.3%          | \$1,208,689,896     | \$1,199,316,423   | +\$9,373,473  | +0.8%          |

# Fee Simple Condominium Sales – Year to Date

December 2024 YTD



| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |                   |                | Median Sales Price |                   |                  |                | Total Dollar Volume    |                        |                      |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|-------------------|----------------|--------------------|-------------------|------------------|----------------|------------------------|------------------------|----------------------|----------------|
|                           | Dec-24 YTD Sales | Dec-23 YTD Sales | Unit Change | Percent Change | Dec-24 YTD Average  | Dec-23 YTD Average | Dollar Change     | Percent Change | Dec-24 YTD Median  | Dec-23 YTD Median | Dollar Change    | Percent Change | Dec-24 YTD Volume      | Dec-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                 | 83               | 63               | +20         | +31.7%         | \$1,689,687         | \$1,868,998        | -\$179,311        | -9.6%          | \$1,436,000        | \$1,550,000       | -\$114,000       | -7.4%          | \$139,954,339          | \$117,746,900          | +\$22,207,439        | +18.9%         |
| Kahakuloa                 | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --               | --             | \$0                    | \$0                    | \$0                  | --             |
| Kahului                   | 30               | 26               | +4          | +15.4%         | \$278,717           | \$283,942          | -\$5,226          | -1.8%          | \$246,250          | \$276,500         | -\$30,250        | -10.9%         | \$8,361,500            | \$7,382,499            | +\$979,001           | +13.3%         |
| Kapalua                   | 26               | 24               | +2          | +8.3%          | \$2,506,077         | \$2,256,000        | +\$250,077        | +11.1%         | \$1,276,000        | \$1,697,500       | -\$421,500       | -24.8%         | \$65,158,000           | \$54,144,000           | +\$11,014,000        | +20.3%         |
| Kaupo                     | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --               | --             | \$0                    | \$0                    | \$0                  | --             |
| Keanae                    | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --               | --             | \$0                    | \$0                    | \$0                  | --             |
| Kihei                     | 299              | 375              | -76         | -20.3%         | \$944,826           | \$895,808          | +\$49,018         | +5.5%          | \$775,000          | \$800,000         | -\$25,000        | -3.1%          | \$282,502,898          | \$335,927,958          | -\$53,425,060        | -15.9%         |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --               | --             | \$0                    | \$0                    | \$0                  | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --               | --             | \$0                    | \$0                    | \$0                  | --             |
| Lahaina                   | 3                | 39               | -36         | -92.3%         | \$1,398,333         | \$996,935          | +\$401,399        | +40.3%         | \$1,200,000        | \$866,500         | +\$333,500       | +38.5%         | \$4,195,000            | \$38,880,450           | -\$34,685,450        | -89.2%         |
| Maalaea                   | 12               | 16               | -4          | -25.0%         | \$921,667           | \$806,781          | +\$114,885        | +14.2%         | \$947,500          | \$835,000         | +\$112,500       | +13.5%         | \$11,060,000           | \$12,908,500           | -\$1,848,500         | -14.3%         |
| 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   | 111              | 128              | -17         | -13.3%         | \$787,611           | \$793,099          | -\$5,488          | -0.7%          | \$700,000          | \$775,000         | -\$75,000        | -9.7%          | \$87,424,799           | \$101,516,608          | -\$14,091,809        | -13.9%         |
| Olowalu                   | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --               | --             | \$0                    | \$0                    | \$0                  | --             |
| Pukalani                  | 7                | 4                | +3          | +75.0%         | \$990,286           | \$898,250          | +\$92,036         | +10.2%         | \$989,000          | \$899,000         | +\$90,000        | +10.0%         | \$6,932,000            | \$3,593,000            | +\$3,339,000         | +92.9%         |
| Spreckelsville/Paia/Kuau  | 1                | 1                | 0           | 0.0%           | \$838,500           | \$800,000          | +\$38,500         | +4.8%          | \$838,500          | \$800,000         | +\$38,500        | +4.8%          | \$838,500              | \$800,000              | +\$38,500            | +4.8%          |
| Wailea/Makena             | 151              | 112              | +39         | +34.8%         | \$3,447,869         | \$3,793,107        | -\$345,238        | -9.1%          | \$2,500,000        | \$2,427,050       | +\$72,950        | +3.0%          | \$520,628,210          | \$424,827,928          | +\$95,800,282        | +22.6%         |
| Wailuku                   | 60               | 69               | -9          | -13.0%         | \$631,950           | \$590,954          | +\$40,996         | +6.9%          | \$620,000          | \$552,300         | +\$67,700        | +12.3%         | \$37,917,000           | \$40,775,800           | -\$2,858,800         | -7.0%          |
| Lanai                     | 5                | 3                | +2          | +66.7%         | \$2,428,000         | \$765,000          | +\$1,663,000      | +217.4%        | \$2,400,000        | \$355,000         | +\$2,045,000     | +576.1%        | \$12,140,000           | \$2,295,000            | +\$9,845,000         | +429.0%        |
| Molokai                   | 19               | 29               | -10         | -34.5%         | \$309,342           | \$325,879          | -\$16,537         | -5.1%          | \$290,000          | \$335,000         | -\$45,000        | -13.4%         | \$5,877,500            | \$9,450,500            | -\$3,573,000         | -37.8%         |
| <b>All MLS</b>            | <b>807</b>       | <b>889</b>       | <b>-82</b>  | <b>-9.2%</b>   | <b>\$1,465,992</b>  | <b>\$1,293,869</b> | <b>+\$172,124</b> | <b>+13.3%</b>  | <b>\$935,000</b>   | <b>\$855,000</b>  | <b>+\$80,000</b> | <b>+9.4%</b>   | <b>\$1,182,989,746</b> | <b>\$1,150,249,143</b> | <b>+\$32,740,603</b> | <b>+2.8%</b>   |

# Leasehold Condominium Sales – Year to Date

December 2024 YTD



| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |                  |                | Median Sales Price |                   |                  |                | Total Dollar Volume |                     |                      |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|------------------|----------------|--------------------|-------------------|------------------|----------------|---------------------|---------------------|----------------------|----------------|
|                           | Dec-24 YTD Sales | Dec-23 YTD Sales | Unit Change | Percent Change | Dec-24 YTD Average  | Dec-23 YTD Average | Dollar Change    | Percent Change | Dec-24 YTD Median  | Dec-23 YTD Median | Dollar Change    | Percent Change | Dec-24 YTD Volume   | Dec-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                 | 4                | 7                | -3          | -42.9%         | \$626,000           | \$758,243          | -\$132,243       | -17.4%         | \$632,000          | \$600,000         | +\$32,000        | +5.3%          | \$2,504,000         | \$5,307,700         | -\$2,803,700         | -52.8%         |
| 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                     | 7                | 8                | -1          | -12.5%         | \$515,143           | \$793,250          | -\$278,107       | -35.1%         | \$475,000          | \$954,000         | -\$479,000       | -50.2%         | \$3,606,000         | \$6,346,000         | -\$2,740,000         | -43.2%         |
| Kipahulu                  | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                  | --             |
| Kula/Ulupalakua/Kanaio    | 0                | 0                | 0           | --             | --                  | --                 | --               | --             | --                 | --                | --               | --             | \$0                 | \$0                 | \$0                  | --             |
| Lahaina                   | 0                | 5                | -5          | -100.0%        | --                  | \$413,700          | --               | --             | --                 | \$435,000         | --               | --             | \$0                 | \$2,068,500         | -\$2,068,500         | -100.0%        |
| Maalaea                   | 7                | 30               | -23         | -76.7%         | \$537,571           | \$609,369          | -\$71,798        | -11.8%         | \$586,000          | \$621,790         | -\$35,790        | -5.8%          | \$3,763,000         | \$18,281,080        | -\$14,518,080        | -79.4%         |
| 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   | 23               | 27               | -4          | -14.8%         | \$672,272           | \$610,222          | +\$62,050        | +10.2%         | \$485,000          | \$410,000         | +\$75,000        | +18.3%         | \$15,462,250        | \$16,476,000        | -\$1,013,750         | -6.2%          |
| 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                   | 3                | 4                | -1          | -25.0%         | \$121,633           | \$147,000          | -\$25,367        | -17.3%         | \$125,000          | \$150,000         | -\$25,000        | -16.7%         | \$364,900           | \$588,000           | -\$223,100           | -37.9%         |
| <b>All MLS</b>            | <b>44</b>        | <b>81</b>        | <b>-37</b>  | <b>-45.7%</b>  | <b>\$584,094</b>    | <b>\$605,769</b>   | <b>-\$21,675</b> | <b>-3.6%</b>   | <b>\$480,000</b>   | <b>\$565,000</b>  | <b>-\$85,000</b> | <b>-15.0%</b>  | <b>\$25,700,150</b> | <b>\$49,067,280</b> | <b>-\$23,367,130</b> | <b>-47.6%</b>  |

# Land Sales – Year to Date

December 2024 YTD



| Area Name                 | Number of Sales  |                  |             |                | Average Sales Price |                    |                   |                | Median Sales Price |                   |                   |                | Total Dollar Volume  |                      |                       |                |
|---------------------------|------------------|------------------|-------------|----------------|---------------------|--------------------|-------------------|----------------|--------------------|-------------------|-------------------|----------------|----------------------|----------------------|-----------------------|----------------|
|                           | Dec-24 YTD Sales | Dec-23 YTD Sales | Unit Change | Percent Change | Dec-24 YTD Average  | Dec-23 YTD Average | Dollar Change     | Percent Change | Dec-24 YTD Median  | Dec-23 YTD Median | Dollar Change     | Percent Change | Dec-24 YTD Volume    | Dec-23 YTD Volume    | Dollar Change         | Percent Change |
| Haiku                     | 23               | 31               | -8          | -25.8%         | \$775,457           | \$937,126          | -\$161,669        | -17.3%         | \$790,000          | \$816,383         | -\$26,383         | -3.2%          | \$17,835,500         | \$30,513,765         | -\$12,678,265         | -41.5%         |
| Hana                      | 8                | 10               | -2          | -20.0%         | \$805,938           | \$683,600          | +\$122,338        | +17.9%         | \$725,000          | \$627,500         | +\$97,500         | +15.5%         | \$6,447,500          | \$6,836,000          | -\$388,500            | -5.7%          |
| Honokohau                 | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --                | --             | \$0                  | \$0                  | \$0                   | --             |
| Kaanapali                 | 8                | 8                | 0           | 0.0%           | \$852,813           | \$2,175,938        | -\$1,323,125      | -60.8%         | \$807,500          | \$928,250         | -\$120,750        | -13.0%         | \$6,822,500          | \$17,407,500         | -\$10,585,000         | -60.8%         |
| Kahakuloa                 | 0                | 1                | -1          | -100.0%        | --                  | \$678,000          | --                | --             | --                 | \$678,000         | --                | --             | \$0                  | \$678,000            | -\$678,000            | -100.0%        |
| Kahului                   | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --                | --             | \$0                  | \$0                  | \$0                   | --             |
| Kapalua                   | 5                | 4                | +1          | +25.0%         | \$3,293,750         | \$1,242,500        | +\$2,051,250      | +165.1%        | \$1,720,000        | \$1,225,000       | +\$495,000        | +40.4%         | \$14,600,000         | \$4,970,000          | +\$9,630,000          | +193.8%        |
| Kaupo                     | 1                | 1                | 0           | 0.0%           | \$630,000           | \$21,132,920       | -\$20,502,920     | -97.0%         | \$630,000          | \$21,132,920      | -\$20,502,920     | -97.0%         | \$630,000            | \$21,132,920         | -\$20,502,920         | -97.0%         |
| Keanae                    | 1                | 1                | 0           | 0.0%           | \$665,000           | \$685,000          | -\$20,000         | -2.9%          | \$665,000          | \$685,000         | -\$20,000         | -2.9%          | \$665,000            | \$685,000            | -\$20,000             | -2.9%          |
| Kihei                     | 4                | 0                | +4          | --             | \$1,870,000         | --                 | --                | --             | \$1,457,500        | --                | --                | --             | \$7,480,000          | \$0                  | +\$7,480,000          | --             |
| Kipahulu                  | 1                | 0                | +1          | --             | \$249,000           | --                 | --                | --             | \$249,000          | --                | --                | --             | \$249,000            | \$0                  | +\$249,000            | --             |
| Kula/Ulupalakua/Kanaio    | 24               | 19               | +5          | +26.3%         | \$1,019,667         | \$1,547,789        | -\$528,123        | -34.1%         | \$762,500          | \$1,100,000       | -\$337,500        | -30.7%         | \$24,472,000         | \$29,408,000         | -\$4,936,000          | -16.8%         |
| Lahaina                   | 31               | 7                | +24         | +342.9%        | \$968,367           | \$1,094,857        | -\$126,490        | -11.6%         | \$812,500          | \$999,000         | -\$186,500        | -18.7%         | \$31,251,001         | \$7,664,000          | +\$23,587,001         | +307.8%        |
| Maalaea                   | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --                | --             | \$0                  | \$0                  | \$0                   | --             |
| Makawao/Olinda/Haliimaile | 5                | 11               | -6          | -54.5%         | \$1,255,000         | \$2,433,500        | -\$1,178,500      | -48.4%         | \$1,325,000        | \$775,000         | +\$550,000        | +71.0%         | \$6,275,000          | \$24,485,000         | -\$18,210,000         | -74.4%         |
| Maui Meadows              | 0                | 1                | -1          | -100.0%        | --                  | \$1,620,000        | --                | --             | --                 | \$1,620,000       | --                | --             | \$0                  | \$1,620,000          | -\$1,620,000          | -100.0%        |
| Nahiku                    | 0                | 0                | 0           | --             | --                  | --                 | --                | --             | --                 | --                | --                | --             | \$0                  | \$0                  | \$0                   | --             |
| Napili/Kahana/Honokowai   | 1                | 0                | +1          | --             | \$4,200,000         | --                 | --                | --             | \$4,200,000        | --                | --                | --             | \$4,200,000          | \$0                  | +\$4,200,000          | --             |
| Olowalu                   | 1                | 5                | -4          | -80.0%         | \$976,000           | \$816,600          | +\$159,400        | +19.5%         | \$976,000          | \$780,000         | +\$196,000        | +25.1%         | \$976,000            | \$4,083,000          | -\$3,107,000          | -76.1%         |
| Pukalani                  | 5                | 4                | +1          | +25.0%         | \$582,800           | \$471,250          | +\$111,550        | +23.7%         | \$570,000          | \$467,500         | +\$102,500        | +21.9%         | \$2,914,000          | \$1,885,000          | +\$1,029,000          | +54.6%         |
| Spreckelsville/Paia/Kuau  | 1                | 0                | +1          | --             | \$2,350,000         | --                 | --                | --             | \$2,350,000        | --                | --                | --             | \$2,350,000          | \$0                  | +\$2,350,000          | --             |
| Wailea/Makena             | 42               | 12               | +30         | +250.0%        | \$4,868,125         | \$3,423,567        | +\$1,444,558      | +42.2%         | \$4,750,000        | \$3,250,000       | +\$1,500,000      | +46.2%         | \$204,461,250        | \$41,082,808         | +\$163,378,442        | +397.7%        |
| Wailuku                   | 12               | 34               | -22         | -64.7%         | \$610,083           | \$672,103          | -\$62,020         | -9.2%          | \$532,500          | \$557,500         | -\$25,000         | -4.5%          | \$7,321,000          | \$22,851,500         | -\$15,530,500         | -68.0%         |
| Lanai                     | 0                | 1                | -1          | -100.0%        | --                  | \$435,000          | --                | --             | --                 | \$435,000         | --                | --             | \$0                  | \$435,000            | -\$435,000            | -100.0%        |
| Molokai                   | 14               | 13               | +1          | +7.7%          | \$173,821           | \$179,500          | -\$5,679          | -3.2%          | \$105,000          | \$217,500         | -\$112,500        | -51.7%         | \$2,433,500          | \$2,333,500          | +\$100,000            | +4.3%          |
| <b>All MLS</b>            | <b>187</b>       | <b>163</b>       | <b>+24</b>  | <b>+14.7%</b>  | <b>\$1,825,720</b>  | <b>\$1,338,640</b> | <b>+\$487,081</b> | <b>+36.4%</b>  | <b>\$875,000</b>   | <b>\$715,000</b>  | <b>+\$160,000</b> | <b>+22.4%</b>  | <b>\$341,383,251</b> | <b>\$218,070,993</b> | <b>+\$123,312,258</b> | <b>+56.5%</b>  |