

MAUI RESIDENTIAL STATISTICS



JULY 2019

July 2019 YTD vs July 2018 YTD

RESIDENTIAL

\$750,000 (+7%)
Median Sales Price

\$996,618 (-6%)
Average Sales Price

CONDOMINIUM

\$518,000 (+4%)
Median Sales Price

\$699,707 (-3%)
Average Sales Price

VACANT LAND

\$498,750 (+5%)
Median Sales Price

\$1,004,928 (+25%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	• \$93,582,448
Wailuku	• \$81,774,622
Lahaina	• \$57,220,999
Wailea/Makena	• \$50,285,450
Haiku	• \$49,418,888
Kahului	• \$49,021,500
Kula/Ulu/Kanaio	• \$45,899,888
Mak/Oli/Hali	• \$36,954,077
Kapalua	• \$28,304,020
Nap/Kah/Honokowai	• \$27,844,743

622
HOMES SOLD
(-10% vs 2018)

969
CONDOS SOLD
(-4% vs 2018)

108
LAND SOLD
(-20% vs 2018)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	• 196
South	• 125
Upcountry	• 116
West Maui	• 85
North Shore	• 66
Lanai/Molokai	• 29
East	• 5

CONDOMINIUM

NUMBER OF SALES
By Districts

South	• 509
West Maui	• 340
Central	• 98
Lanai/Molokai	• 14
North Shore	• 3
Upcountry	• 5
East	• 0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Kihei	• \$205,688,633
Wailea/Makena	• \$138,255,601
Kaanapali	• \$92,129,917
Kapalua	• \$82,203,500
Nap/Kah/Honokowai	• \$72,960,064
Wailuku	• \$35,621,345
Lahaina	• \$32,442,296
Maalaea	• \$8,664,500
Kahului	• \$3,553,750
Pukalani	• \$3,050,000

VACANT LAND

NUMBER OF SALES
By Districts

Upcountry	• 27
North Shore	• 23
West Maui	• 14
South	• 20
Central	• 13
East	• 7
Lanai/Molokai	• 4

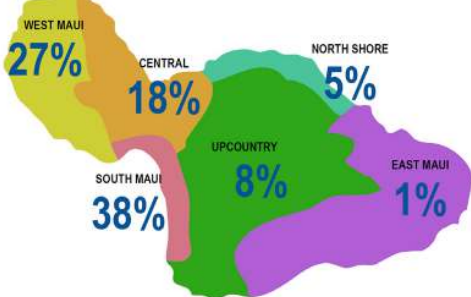
VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	• \$47,804,500
Haiku	• \$9,858,875
Lahaina	• \$8,899,000
Kula/Ulu/Kanaio	• \$7,947,000
Kihei	• \$5,278,700
Wailuku	• \$4,976,330
Kaanapali	• \$4,832,500
Mak/Oli/Hali	• \$4,103,000
Hana	• \$4,017,000
Kapalua	• \$3,150,000

PERCENTAGE OF SALES CLOSED

TYPES OF PROPERTIES CLOSED
Homes 37% | Condo 57% | Land 6%
YEAR TO DATE



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
93	91	129

July 2019 YTD vs July 2018 YTD

<h2>RESIDENTIAL</h2> <p>YEAR-OVER-YEAR</p>	622 TOTAL NUMBER OF SALES 2019	-10%	\$750,000 MEDIAN SALES PRICE 2019	7%	\$619,896,087 TOTAL DOLLAR VOLUME 2019	-16%
	691 TOTAL NUMBER OF SALES 2018		\$699,500 MEDIAN SALES PRICE 2018		\$733,399,032 TOTAL DOLLAR VOLUME 2018	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahakuloa	0	1	-100%	--	\$890,000	--	\$0	\$890,000	-100%
Kahului	73	98	-26%	\$660,000	\$679,500	-3%	\$49,021,500	\$66,971,240	-27%
Wailuku	123	149	-17%	\$649,000	\$642,773	1%	\$81,774,622	\$95,321,453	-14%
EAST									
Hana	5	12	-58%	\$786,677	\$742,500	6%	\$5,906,677	\$13,359,995	-56%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	58	50	16%	\$778,500	\$770,000	1%	\$49,418,888	\$45,211,500	9%
Sprecks/Paia/Kuau	8	17	-53%	\$1,233,563	\$615,000	101%	\$9,623,125	\$19,628,375	-51%
SOUTH									
Kihei	94	105	-11%	\$793,005	\$675,000	18%	\$93,582,448	\$104,535,592	-11%
Maalaea	0	1	-100%	--	\$2,000,000	--	\$0	\$2,000,000	-100%
Maui Meadows	13	23	-44%	\$1,400,000	\$1,341,000	4%	\$18,885,000	\$28,560,600	-34%
Wailea/Makena	18	22	-18%	\$1,947,500	\$2,315,000	-16%	\$50,285,450	\$83,046,000	-39%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	41	40	3%	\$1,105,000	\$987,000	12%	\$45,899,888	\$44,525,849	3%
Makawao/Olinda/Haliimaile	42	31	36%	\$674,000	\$670,950	1%	\$36,954,077	\$23,373,457	58%
Pukalani	33	24	38%	\$743,000	\$727,500	2%	\$25,975,900	\$17,701,700	47%
WEST									
Kaanapali	14	24	-42%	\$1,489,500	\$1,762,250	-16%	\$26,479,750	\$49,630,202	-47%
Kapalua	12	6	100%	\$2,450,000	\$3,000,025	-18%	\$28,304,020	\$26,293,300	8%
Lahaina	38	42	-10%	\$837,000	\$835,000	0%	\$57,220,999	\$75,112,400	-24%
Napili/Kahana/Honokowai	21	17	24%	\$950,000	\$948,000	0%	\$27,844,743	\$19,000,000	47%
Olowalu	0	1	-100%	--	\$1,360,000	--	\$0	\$1,360,000	-100%
LANAI - MOLOKAI									
Lanai	7	12	-42%	\$450,000	\$510,000	-12%	\$4,230,000	\$7,228,000	-42%
Molokai	22	16	38%	\$280,000	\$376,000	-26%	\$8,489,000	\$9,649,369	-12%
MAUI SUMMARY	622	691	-10%	\$750,000	\$699,500	7%	\$619,896,087	\$733,399,032	-16%

DISTRICT	2019	2018	Percentage Change
SOUTH	\$162,752,898	\$218,142,192	-25%
WEST	\$139,849,512	\$171,395,902	-18%
CENTRAL	\$130,796,122	\$163,182,693	-20%
UPCOUNTRY	\$108,829,865	\$85,601,006	27%
NORTH SHORE	\$59,042,013	\$64,839,875	-9%
LANAI/MOLOKAI	\$12,719,000	\$16,877,369	-25%
EAST	\$5,906,677	\$13,359,995	-56%
TOTAL	619,896,087	733,399,032	16%

DISTRICT	2019	2018	Percentage Change
CENTRAL	196	248	-21%
SOUTH	125	151	-17%
UPCOUNTRY	116	95	22%
WEST	85	90	-6%
NORTH SHORE	66	67	-1%
LANAI/MOLOKAI	29	28	4%
EAST	5	12	-58%
TOTAL	622	691	-10%

Source: Realtors Association of Maui - www.RAMaui.com

www.FidelityMaui.com

July 2019 YTD vs July 2018 YTD

CONDOMINIUM YEAR-OVER-YEAR	969 TOTAL NUMBER OF SALES 2019	\$518,000 MEDIAN SALES PRICE 2019	\$678,015,761 TOTAL DOLLAR VOLUME 2019
	1,009 TOTAL NUMBER OF SALES 2018	\$496,000 MEDIAN SALES PRICE 2018	\$726,208,672 TOTAL DOLLAR VOLUME 2018

-4%

4%

-7%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahului	21	20	5%	\$140,000	\$120,175	17%	\$3,553,750	\$3,031,000	17%
Wailuku	77	96	-20%	\$500,000	\$386,784	29%	\$35,621,345	\$36,922,542	-4%
EAST									
Hana	0	0	--	--	--	--	0	\$0	--
NORTH SHORE									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	3	2	50%	\$370,000	\$373,500	-1%	\$1,241,000	\$747,000	66%
SOUTH									
Kihei	396	373	6%	\$440,000	\$407,000	8%	\$205,688,633	\$180,757,051	14%
Maalaea	19	30	-37%	\$437,000	\$422,500	3%	\$8,664,500	\$12,803,500	-32%
Wailea/Makena	94	148	-37%	\$1,235,000	\$1,149,950	7%	\$138,255,601	\$215,799,334	-36%
UPCOUNTRY									
Pukalani	5	5	0%	\$615,000	\$601,000	2%	\$3,050,000	\$3,036,000	1%
WEST									
Kaanapali	81	101	-20%	\$935,000	\$829,000	13%	\$92,129,917	\$108,657,387	-15%
Kapalua	39	35	11%	\$900,000	\$966,500	-7%	\$82,203,500	\$65,057,038	26%
Lahaina	62	48	29%	\$537,500	\$509,700	6%	\$32,442,296	\$29,350,526	11%
Napili/Kahana/Honokowai	158	143	11%	\$460,000	\$430,500	7%	\$72,960,064	\$68,814,794	6%
LANAI - MOLOKAI									
Lanai	1	0	--	\$155,000	--	--	\$155,000	\$0	--
Molokai	13	8	63%	\$150,000	\$149,000	1%	\$2,050,155	\$1,232,500	66%

MAUI SUMMARY	969	1,009	<b style="color: red;">-4%	\$518,000	\$496,000	4%	\$678,015,761	\$726,208,672	<b style="color: red;">-7%
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JULY 2019 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2019	2018	Percentage Change
SOUTH	352,608,734	409,359,885	-14%
WEST	279,735,777	271,879,745	3%
CENTRAL	39,175,095	39,953,542	-2%
LANAI/MOLOKAI	2,205,155	1,232,500	79%
NORTH SHORE	1,241,000	747,000	66%
UPCOUNTRY	3,050,000	3,036,000	0%
EAST	0	0	~
TOTAL	678,015,761	726,208,672	<b style="color: red;">-9%

JULY 2019 YTD NUMBER OF SALES			
DISTRICT	2019	2018	Percentage Change
SOUTH	509	551	-8%
WEST	340	327	4%
CENTRAL	98	116	-16%
LANAI/MOLOKAI	14	8	75%
NORTH SHORE	3	2	50%
UPCOUNTRY	5	5	0%
EAST	0	0	~
TOTAL	969	1009	<b style="color: red;">-4%

Source: Realtors Association of Maui - www.RAMaui.com

www.FidelityMaui.com

July 2019 YTD vs July 2018 YTD

<h2>VACANT LAND</h2> <p>YEAR-OVER-YEAR</p>	108 TOTAL NUMBER OF SALES 2019	-19%	\$498,750 MEDIAN SALES PRICE 2019	5%	\$106,632,405 TOTAL DOLLAR VOLUME 2019	-1%
	134 TOTAL NUMBER OF SALES 2018		\$475,000 MEDIAN SALES PRICE 2018		\$107,878,325 TOTAL DOLLAR VOLUME 2018	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahakuloa	1	0	--	\$360,000	--	--	\$360,000	\$0	--
Kahului	0	1	-100%	--	\$2,195,000	--	\$0	\$2,195,000	-100%
Wailuku	12	15	-20%	\$370,000	\$315,000	18%	\$4,976,330	\$5,889,325	-16%
EAST									
Hana	6	6	0%	\$647,500	\$417,500	55%	\$4,017,000	\$2,745,000	46%
Kaupo	1	0	--	\$275,000	--	--	\$275,000	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	2	-100%	--	\$323,000	--	\$0	\$646,000	-100%
NORTH SHORE									
Haiku	22	37	-41%	\$462,625	\$475,000	-3%	\$9,858,875	\$21,534,900	-54%
Sprecks/Paia/Kuau	1	1	0%	\$1,600,000	\$2,900,000	-45%	\$1,600,000	\$2,900,000	-45%
SOUTH									
Kihei	7	8	-13%	\$486,700	\$457,500	6%	\$5,278,700	\$5,420,000	-3%
Maui Meadows	1	1	0%	\$316,000	\$725,000	-56%	\$316,000	\$725,000	-56%
Wailea/Makena	12	4	200%	\$937,500	\$7,350,000	-87%	\$47,804,500	\$30,450,000	57%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	15	24	-38%	\$410,000	\$587,500	-30%	\$7,947,000	\$14,467,050	-45%
Makawao/Olinda/Haliimaile	7	3	133%	\$460,000	\$878,900	-48%	\$4,103,000	\$2,133,900	92%
Pukalani	5	3	67%	\$498,750	\$375,000	33%	\$2,494,500	\$1,017,000	145%
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	6	5	20%	\$860,000	\$812,250	6%	\$4,832,500	\$3,469,750	39%
Kapalua	2	0	--	\$1,575,000	--	--	\$3,150,000	\$0	--
Lahaina	6	9	-33%	\$1,774,500	\$1,500,000	18%	\$8,899,000	\$11,326,500	-21%
Napili/Kahana/Honokowai	0	0	--	--	--	--	\$0	\$0	--
Olowalu	0	1	-100%	--	\$575,000	--	\$0	\$575,000	-100%
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	4	14	-71%	\$182,500	\$132,500	38%	\$720,000	\$2,383,900	-70%
MAUI SUMMARY	108	134	-19%	\$498,750	\$475,000	5%	\$106,632,405	\$107,878,325	-1%

DISTRICT	2019	2018	Percentage Change
SOUTH	\$53,399,200	\$36,595,000	46%
WEST	\$16,881,500	\$15,371,250	10%
UPCOUNTRY	\$14,544,500	\$17,617,950	-17%
NORTH SHORE	\$11,458,875	\$24,434,900	-53%
EAST	\$4,292,000	\$3,391,000	27%
CENTRAL	\$5,336,330	\$8,084,325	-34%
LANAI/MOLOKAI	\$720,000	\$2,383,900	-70%
TOTAL	\$106,632,405	\$107,878,325	-1%

DISTRICT	2019	2018	Percentage Change
UPCOUNTRY	27	30	-10%
NORTH SHORE	23	38	-39%
SOUTH	20	13	54%
WEST	14	15	-7%
CENTRAL	13	16	-19%
EAST	7	8	-13%
LANAI/MOLOKAI	4	14	-71%
TOTAL	108	134	-19%

Source: Realtors Association of Maui - www.RAMaui.com

www.FidelityMaui.com

MAUI DISTRICTS

July 2019 YTD vs July 2018 YTD

JULY 2019

CENTRAL			
HOMES			
Number of Sales	196		-21%
Total Dollar Transactions	\$130,796,122		-20%
CONDO			
Number of Sales	98		-16%
Total Dollar Transactions	\$39,175,095		-2%
LAND			
Number of Sales	13		-19%
Total Dollar Transactions	\$5,336,330		-34%

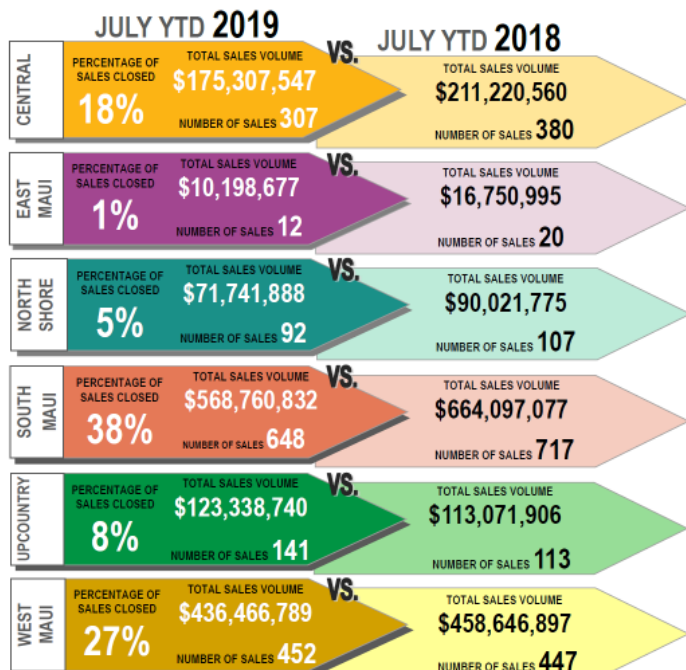
NORTH SHORE			
HOMES			
Number of Sales	66		-1%
Total Dollar Transactions	\$59,042,013		-9%
CONDO			
Number of Sales	3		50%
Total Dollar Transactions	\$1,241,000		66%
LAND			
Number of Sales	23		-39%
Total Dollar Transactions	\$11,458,875		-53%

WEST MAUI			
HOMES			
Number of Sales	85		-6%
Total Dollar Transactions	\$139,849,512		-18%
CONDO			
Number of Sales	340		4%
Total Dollar Transactions	\$279,735,777		3%
LAND			
Number of Sales	14		-7%
Total Dollar Transactions	\$16,881,500		10%

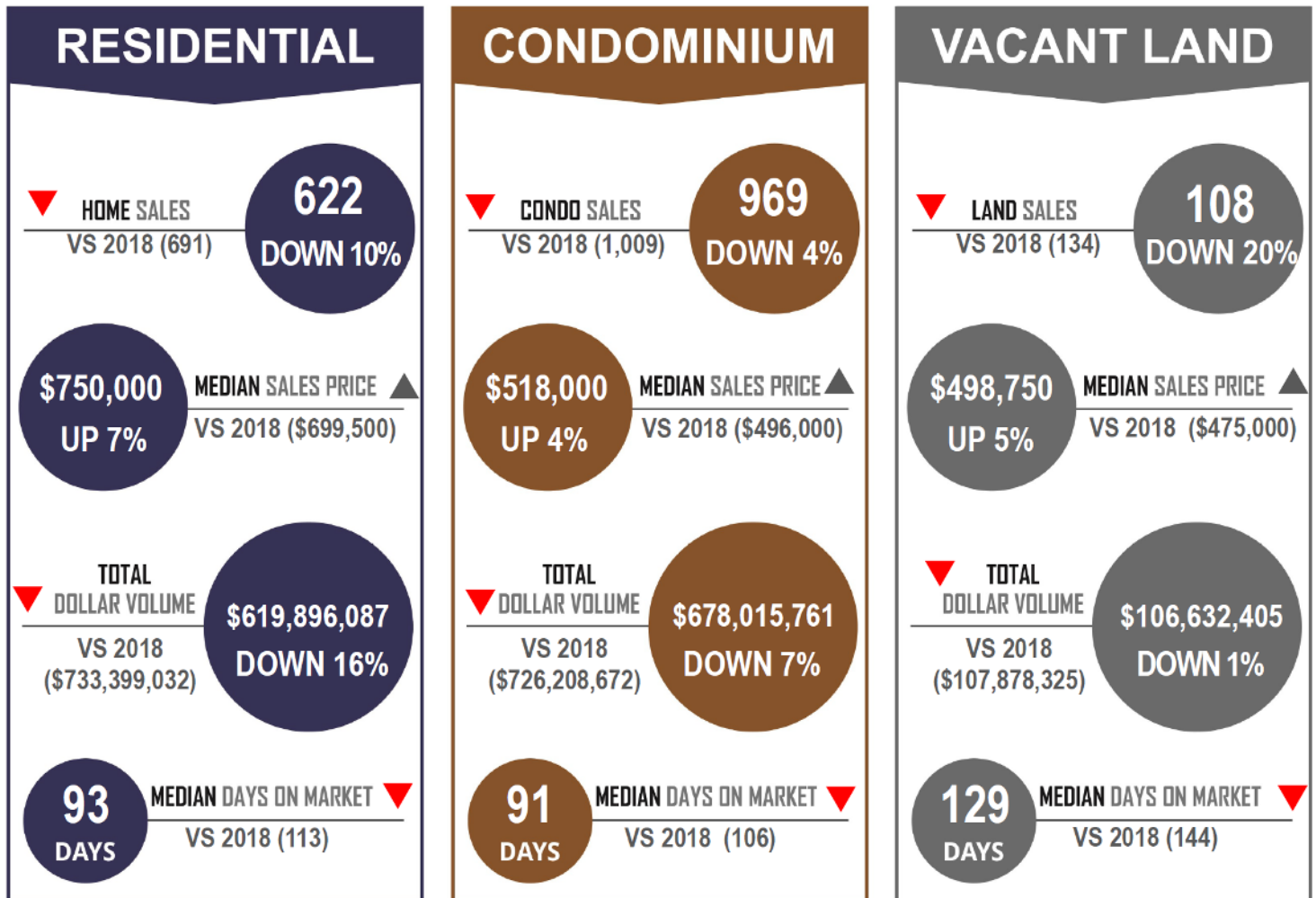
EAST MAUI			
HOMES			
Number of Sales	5		-58%
Total Dollar Transactions	\$5,906,677		-56%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
LAND			
Number of Sales	7		-13%
Total Dollar Transactions	\$4,292,000		27%

SOUTH MAUI			
HOMES			
Number of Sales	125		-17%
Total Dollar Transactions	\$162,752,898		-25%
CONDO			
Number of Sales	509		-8%
Total Dollar Transactions	\$352,608,734		-14%
LAND			
Number of Sales	20		54%
Total Dollar Transactions	\$53,399,200		46%

UPCOUNTRY			
HOMES			
Number of Sales	116		22%
Total Dollar Transactions	\$108,829,865		27%
CONDO			
Number of Sales	5		0%
Total Dollar Transactions	\$3,050,000		1%
LAND			
Number of Sales	27		-10%
Total Dollar Transactions	\$14,544,500		-17%



- CENTRAL**
Kahakuloa, Kahului, Wailuku
- EAST MAUI**
Hana, Kaupo, Kipahulu, Nahiku
- NORTH SHORE**
Haiku, Sprecks/Paia/Kuau
- SOUTH MAUI**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- WEST MAUI**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai, Olowalu



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State of Hawaii Conveyance Tax Law

The tax imposed by section 247-1 shall be based on the actual and full consideration (whether cash or otherwise, including any promise, act, forbearance, property interest, value, gain, advantage, benefit, or profit), paid or to be paid for all transfers or conveyance of realty or any interest therein, that shall include any liens or encumbrances thereon at the time of sale, lease, sublease, assignment, transfer, or conveyance, and shall be at the following rates:

BASIS AND RATE OF CONVEYANCE TAX			
CONSIDERATION PAID		Scale #1:	Scale #2:
At Least	But Less Than	Applies to all transfers or conveyance of realty or any interest therein, for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowner's exemption. (increments of \$100 of sale price will be added proportionately to tax)	Applies to sales of condominium or single family residence where the purchaser is not eligible for the county homeowner's exemption. (increments of \$100 of sale price will be added proportionately to tax)
\$0	\$600,000	10¢	15¢
\$600,000	\$1 Million	20¢	25¢
\$1 Million	\$2 Million	30¢	40¢
\$2 Million	\$4 Million	50¢	60¢
\$4 Million	\$6 Million	70¢	85¢
\$6 million	\$10 million	90¢	\$1.10
\$10 Million and Above		\$1.00	\$1.25

This information is presented for informational purposes only and is deemed reliable but is not guaranteed.