

# MAUI MARKET UPDATE

FEBRUARY 2022 **VS** FEBRUARY 2021

## RESIDENTIAL



MEDIAN SALES PRICE <sup>⬆️</sup>  
**\$1,058,500** (+18.3%)

AVERAGE SALES PRICE <sup>⬇️</sup>  
**\$1,372,792** (-24.7%)

**86** HOMES SOLD <sup>⬇️</sup>  
(-14.9%)

**118** MEDIAN DAYS ON MARKET

**112** TOTAL NUMBER NEW LISTINGS THROUGH FEBRUARY 2022

**120** TOTAL NUMBER NEW LISTINGS THROUGH FEBRUARY 2021

**-6.7%**  
<sup>⬇️</sup>

TOTAL DOLLAR VOLUME 2022 YTD  
**\$272,126,284**

TOTAL DOLLAR VOLUME 2021 YTD  
**\$336,595,470**

**-19.2%**  
<sup>⬇️</sup>

## CONDOMINIUM



MEDIAN SALES PRICE <sup>⬆️</sup>  
**\$730,500** (+31.2%)

AVERAGE SALES PRICE <sup>⬆️</sup>  
**\$972,040** (+18.2%)

**162** CONDOS SOLD <sup>⬇️</sup>  
(-3.0%)

**74** MEDIAN DAYS ON MARKET

**172** TOTAL NUMBER NEW LISTINGS THROUGH FEBRUARY 2022

**208** TOTAL NUMBER NEW LISTINGS THROUGH FEBRUARY 2021

**-17.3%**  
<sup>⬇️</sup>

TOTAL DOLLAR VOLUME 2022 YTD  
**\$311,148,803**

TOTAL DOLLAR VOLUME 2021 YTD  
**\$228,826,140**

**+36.0%**  
<sup>⬆️</sup>

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



# HAWAI'I LIFE

# RESIDENTIAL YTD SALES VOLUME FEBRUARY 2022

	<u>Number of Sales</u>			<u>Median Sales Price</u>			<u>Total Dollar Volume</u>		
	2022	2021	%Change	2022	2021	%Change	2022	2021	%Change
<b>CENTRAL</b>									
Kahului	21	15	+40.0%	\$875,000	\$713,000	+22.7%	\$18,786,000	\$11,073,000	+69.7%
Wailuku	34	30	+13.3%	\$874,325	\$798,540	+9.5%	\$30,900,568	\$24,376,470	+26.8%
<b>EAST</b>									
Hana	1	2	-50.0%	\$2,800,000	\$975,000	+187.2%	\$2,800,000	\$1,950,000	+43.6%
<b>NORTH SHORE</b>									
Haiku	20	16	+25.0%	\$1,462,500	\$1,065,000	+37.3%	\$28,189,600	\$18,538,000	+52.1%
Sprecks/Paia/Kuau	4	7	-42.9%	\$955,000	\$1,900,000	-49.7%	\$7,140,000	\$21,120,000	-66.2%
<b>SOUTH</b>									
Kihei	32	37	-13.5%	\$1,225,000	\$920,000	+33.2%	\$45,200,000	\$41,181,500	+9.8%
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	5	4	+25.0%	\$1,995,000	\$1,232,500	+61.9%	\$10,188,800	\$4,670,000	+118.2%
Wailea/Makena	7	12	+41.7%	\$3,295,000	\$4,036,000	-18.4%	\$43,060,000	\$66,078,500	-34.8%
<b>UPCOUNTRY</b>									
Mak/Olinda/Haliimaile	20	8	+150.0%	\$865,000	\$715,000	+21.0%	\$21,036,316	\$5,326,500	+294.9%
Pukalani	7	10	-30.0%	\$850,000	\$876,500	-3.0%	\$7,580,000	\$9,521,000	-20.4%
Kula/Ulu/Kanaio	6	10	-40.0%	\$1,716,000	\$1,134,000	+51.3%	\$12,462,000	\$11,784,000	+5.8%
<b>WEST</b>									
Kaanapali	3	12	-75.0%	\$2,600,000	\$2,418,750	+7.5%	\$8,000,000	\$45,499,500	-82.4%
Kapalua	2	4	-50.0%	\$4,087,500	\$2,625,000	+55.7%	\$8,175,000	\$10,012,500	-18.4%
Lahaina	6	10	-40.0%	\$2,430,000	\$2,733,500	-11.1%	\$15,110,000	\$29,348,000	-48.5%
Napili/Kahana/Honokowai	4	11	-63.6%	\$1,557,000	\$977,000	+59.4%	\$9,613,000	\$17,272,500	-44.3%
<b>LANAI - MOLOKAI</b>									
Lanai	0	2	-100.0%	--	\$607,000	--	\$0	\$1,214,000	-100.0%
Molokai	6	10	-40.0%	\$584,500	\$352,500	+65.8%	\$3,885,000	\$4,030,000	-3.6%
<b>MAUI SUMMARY</b>	<b>178</b>	<b>202</b>	<b>-11.9%</b>	<b>\$1,110,000</b>	<b>\$931,000</b>	<b>+19.2%</b>	<b>\$272,126,284</b>	<b>\$336,595,470</b>	<b>-19.2%</b>

# CONDOMINIUM YTD SALES VOLUME FEBRUARY 2022

	<u>Number of Sales</u>			<u>Median Sales Price</u>			<u>Total Dollar Volume</u>		
	2022	2021	%Change	2022	2021	%Change	2022	2021	%Change
<b>CENTRAL</b>									
Kahului	11	4	+175.0%	\$171,000	\$251,500	-32.0%	\$1,930,600	\$1,020,000	+89.3%
Wailuku	18	18	0.0%	\$506,000	\$488,750	+3.5%	\$9,924,500	\$8,730,990	+13.7%
<b>EAST</b>									
Hana	2	0	--	\$680,000	--	--	\$1,360,000	\$0	--
<b>NORTH SHORE</b>									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	1	0	--	\$570,000	--	--	\$570,000	\$0	--
<b>SOUTH</b>									
Kihei	114	93	+22.6%	\$660,000	\$500,000	+32.0%	\$84,249,804	\$54,155,250	+55.6%
Maalaea	9	7	+28.6%	\$500,000	\$457,500	+9.3%	\$5,710,000	\$3,042,400	+87.7%
Maui Meadows	0	0	--	--	--	--	\$0	\$0	--
Wailea/Makena	23	29	-20.7%	\$1,527,500	\$1,325,000	+15.3%	\$43,398,500	\$49,049,500	-11.5%
<b>UPCOUNTRY</b>									
Pukalani	0	2	-100.0%	--	\$665,000	--	\$0	\$1,330,000	-100.0%
<b>WEST</b>									
Kaanapali	29	27	+7.4%	\$1,300,000	\$812,000	+60.1%	\$45,854,000	\$29,143,000	+57.3%
Kapalua	13	15	-13.3%	\$2,300,000	\$1,140,000	+101.8%	\$39,524,000	\$29,110,000	+35.8%
Lahaina	11	41	-73.2%	\$766,000	\$556,990	+37.5%	\$12,917,499	\$29,252,435	-55.8%
Napili/Kahana/Honokowai	77	40	+92.5%	\$655,000	\$485,000	+35.1%	\$62,272,900	\$22,807,145	+173.0%
<b>LANAI - MOLOKAI</b>									
Lanai	1	0	--	\$1,600,000	--	--	\$1,600,000	\$0	--
Molokai	9	6	+50.0%	\$240,000	\$182,500	+31.5%	\$1,837,000	\$1,185,420	+55.0%
<b>MAUI SUMMARY</b>	<b>318</b>	<b>282</b>	<b>+12.8%</b>	<b>\$725,000</b>	<b>\$560,000</b>	<b>+29.5%</b>	<b>\$311,148,803</b>	<b>\$228,826,140</b>	<b>+36.0%</b>