



TITLE GUARANTY HAWAII

MAUI

RESIDENTIAL SALES REPORT JUNE 2023

ISLAND SALES

Single Family Condominium

AVERAGE LIST PRICE



\$1.7 M \$1.3 M

AVERAGE SOLD PRICE



\$1.6 M \$1.3 M

MAX SOLD PRICE



\$7.7 M \$8.2 M

% OF LIST PRICE RECEIVED



95.98% 97.77%

AVERAGE PRICE PER SQFT



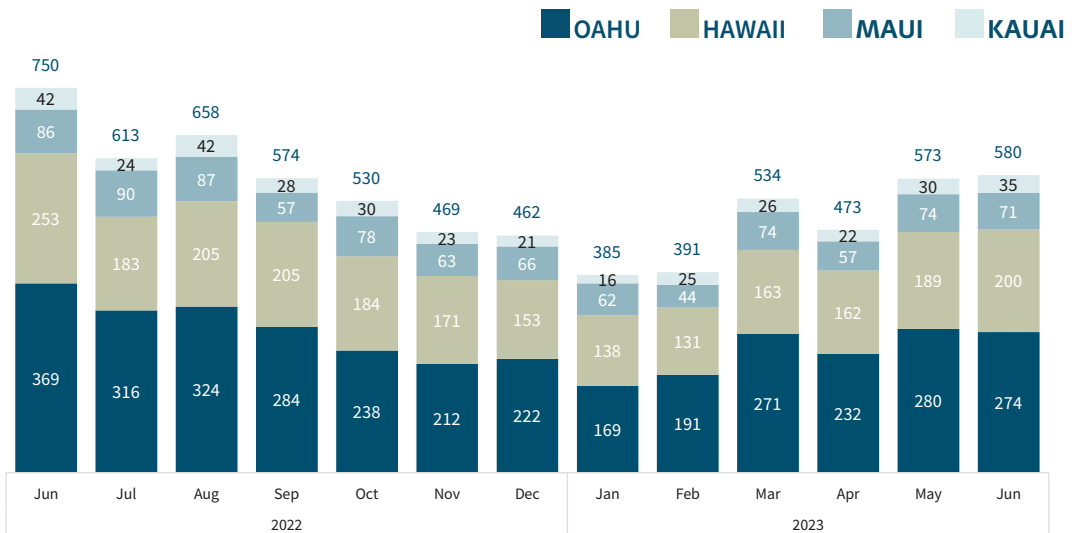
\$820.69 \$1,238.82

AVERAGE DOM



115 137

SINGLE FAMILY HOMES



# OF SALES

71

4.1% vs. last month, 17.4% vs. last year

MEDIAN SALES PRICE

\$1,015,000

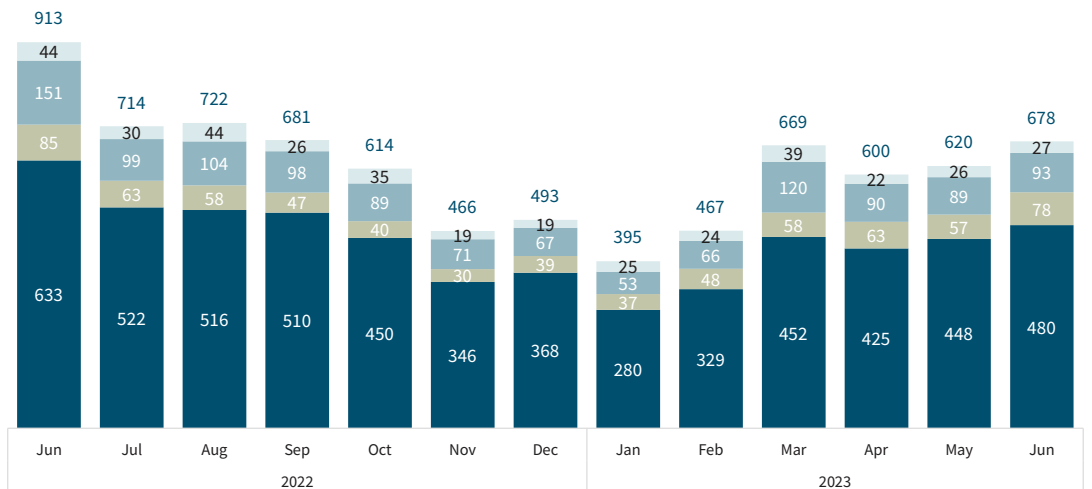
20.2% vs. last month, 19.0% vs. last year

TOTAL \$ OF SALES

\$112,717,438

25.9% vs. last month, 27.3% vs. last year

CONDOMINIUM



# OF SALES

93

4.5% vs. last month, 38.4% vs. last year

MEDIAN SALES PRICE

\$979,900

18.1% vs. last month, 24.8% vs. last year

TOTAL \$ OF SALES

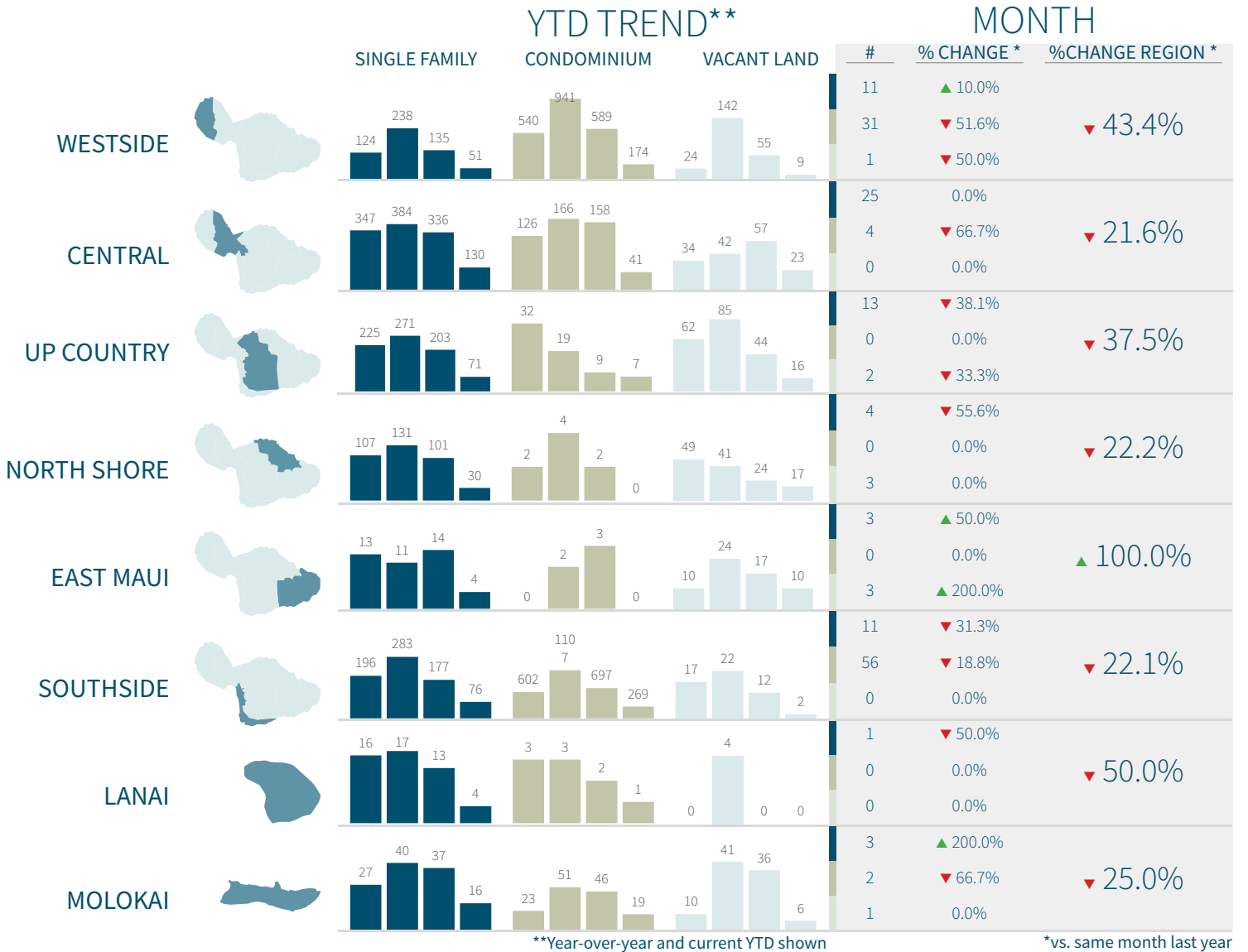
\$119,623,500

38.1% vs. last month, 33.7% vs. last year

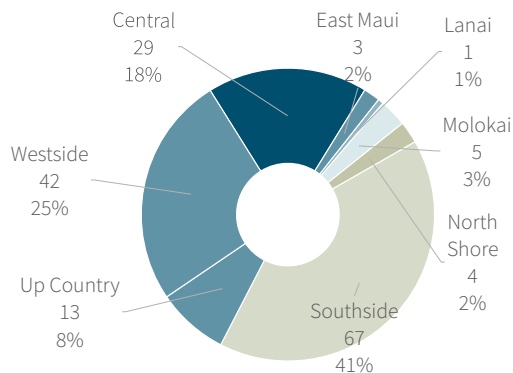
# REGIONAL SALES MAUI

## SALES COMPARISON

■ Single Family ■ Condominium ■ Vacant Land

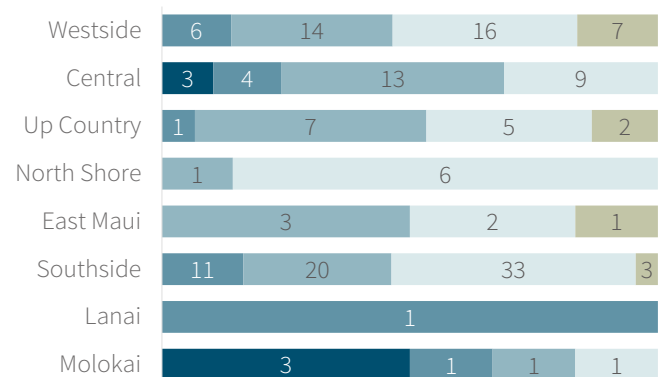


## SALES BY REGION



\*excluding vacant land sales

## SALES BY PRICE RANGE



■ < \$300K ■ \$300K - \$649K ■ \$650K - \$999K ■ \$1M - \$2.9M ■ \$3M+

# NEIGHBORHOOD SALES MAUI

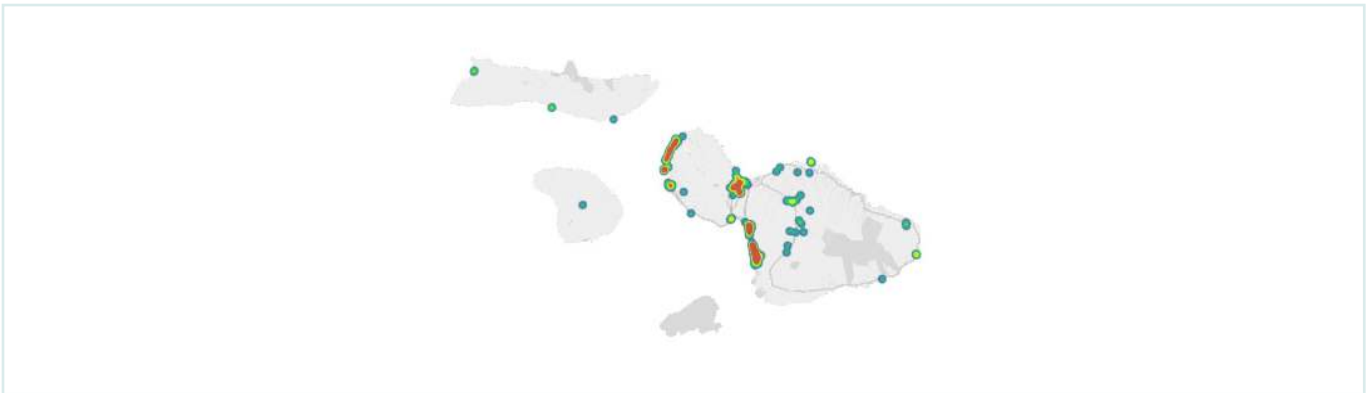
## NEIGHBORHOOD COMPARISON

▲ Increase/Decrease vs. Last Year

● No Change or No Value vs. Last Year

		SINGLE FAMILY HOMES			CONDOMINIUM		
		#	\$ AMT	MEDIAN	#	\$ AMT	MEDIAN
WESTSIDE	Napili, Kahana, Mahinahina	4 -	\$5.2 M ▲	\$1.4 M ▲	15 ▼	\$14.1 M ▼	\$900.0 K ▲
	Kaanapali	--	--	--	9 ▼	\$15.2 M ▼	\$1.5 M ▲
	Kapalua	2 ▲	\$12.1 M ▲	\$6.0 M ▲	5 ▼	\$17.2 M ▼	\$1.6 M ▲
CENTRAL	Wailuku	15 ▼	\$14.0 M ▼	\$900.0 K ▲	--	--	--
	Kahului	9 ▲	\$8.5 M ▲	\$950.0 K ▼	4 ▼	\$1.2 M ▼	\$271.5 K ▼
	Waihee	1 ▼	\$1.8 M ▼	\$1.8 M ▲	--	--	--
UP COUNTRY	Kula, Pukalani	10 ▼	\$12.2 M ▼	\$937.5 K ▼	--	--	--
	Makawao, Olinda	3 ▼	\$7.5 M ▲	\$1.5 M ▲	--	--	--
NORTH SHORE	Paia	2 ▲	\$4.0 M ▲	\$2.0 M ▲	--	--	--
	Haiku	2 ▼	\$3.0 M ▼	\$1.5 M ▲	--	--	--
EAST MAUI	Hana	2 ▲	\$3.7 M ▲	\$1.8 M ▼	--	--	--
	Kaupo	1 -	\$725.0 K ▼	\$725.0 K ▼	--	--	--
SOUTHSIDE	Kihei	7 ▼	\$8.3 M ▼	\$1.1 M ▼	40 ▼	\$36.7 M ▼	\$810.0 K ▲
	Wailea, Makena	4 -	\$11.4 M ▼	\$2.9 M ▼	13 -	\$31.2 M ▼	\$2.0 M ▼
	Maalaea	--	--	--	3 ▲	\$2.2 M ▲	\$735.0 K ▲
LANAI	Lanai	1 ▼	\$635.0 K ▼	\$635.0 K ▼	--	--	--
MOLOKAI	Molokai	3 ▲	\$2.6 M ▲	\$675.0 K ▼	2 ▼	\$460.0 K ▼	\$230.0 K ▼

## MONTHLY SALES HEAT MAP



### TOP NEIGHBORHOODS

	#
WAILA	10
NORTH KIHEI	7
KAHANA	7
NAPILI	6
SOUTH KIHEI	5
KAMAOLE I	5
KAMAOLE II	5
KAANAPALI	4
KAPALUA	4
HONOKOWAI	3

### TOP CONDOMINIUMS

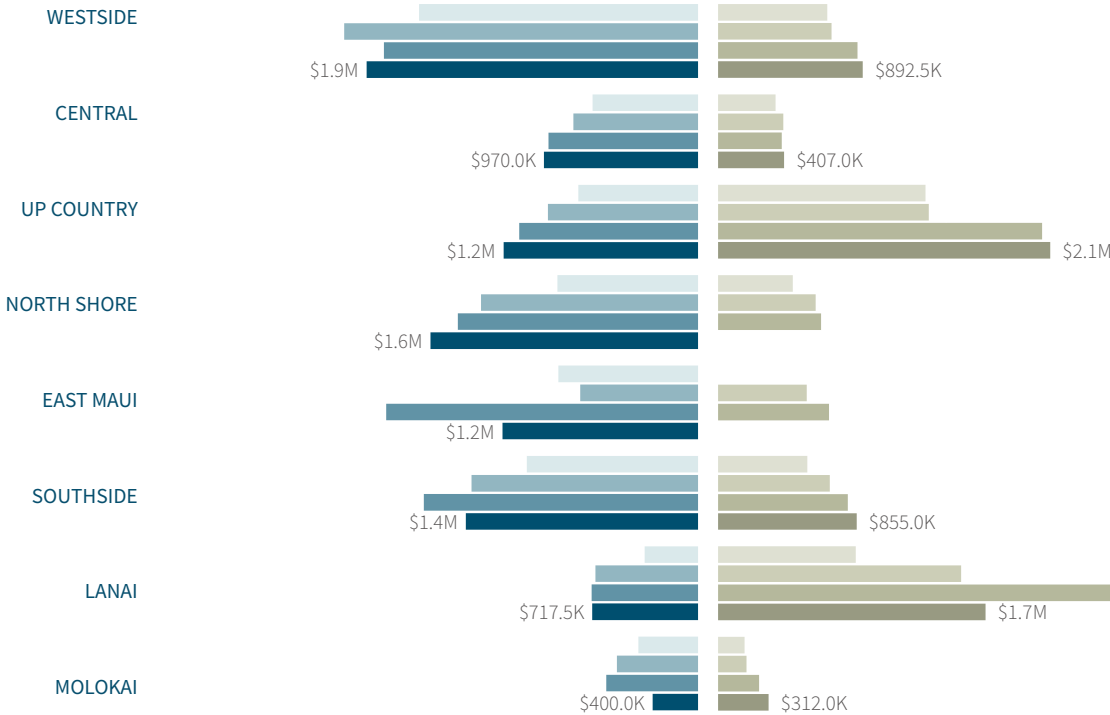
	#
MAUI VISTA	5
SOUTHPOINTE AT WAIAKOA	4
KAI MAKANI	2
KAHANA REEF	2
HARBOR LIGHTS	2
HALEAKALA GARDENS	2
KAI MALU	2
KAANAPALI ALII	2
HALE KANANI	2
KAANAPALI SHORES	2

# YEAR TO DATE MAUI

## SINGLE FAMILY MEDIAN

## CONDOMINIUM MEDIAN

2020 2021 2022 2023



## YEAR TO DATE STATISTICS



### SINGLE FAMILY HOMES

# OF SALES

**382**

↓ **33.6%** VS. LAST YEAR

MEDIAN SALES PRICE

**\$1,150,000**

↓ **2.5%** VS. LAST YEAR

TOTAL \$ OF SALES

**\$706,690,960**

↓ **33.8%** VS. LAST YEAR



### CONDOMINIUM

# OF SALES

**511**

↓ **47.8%** VS. LAST YEAR

MEDIAN SALES PRICE

**\$835,000**

↑ **10.5%** VS. LAST YEAR

TOTAL \$ OF SALES

**\$585,187,924**

↓ **44.7%** VS. LAST YEAR



### VACANT LAND

# OF SALES

**83**

↓ **37.1%** VS. LAST YEAR

MEDIAN SALES PRICE

**\$650,000**

↓ **14.8%** VS. LAST YEAR

TOTAL \$ OF SALES

**\$109,392,185**

↓ **28.8%** VS. LAST YEAR



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**TG**

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