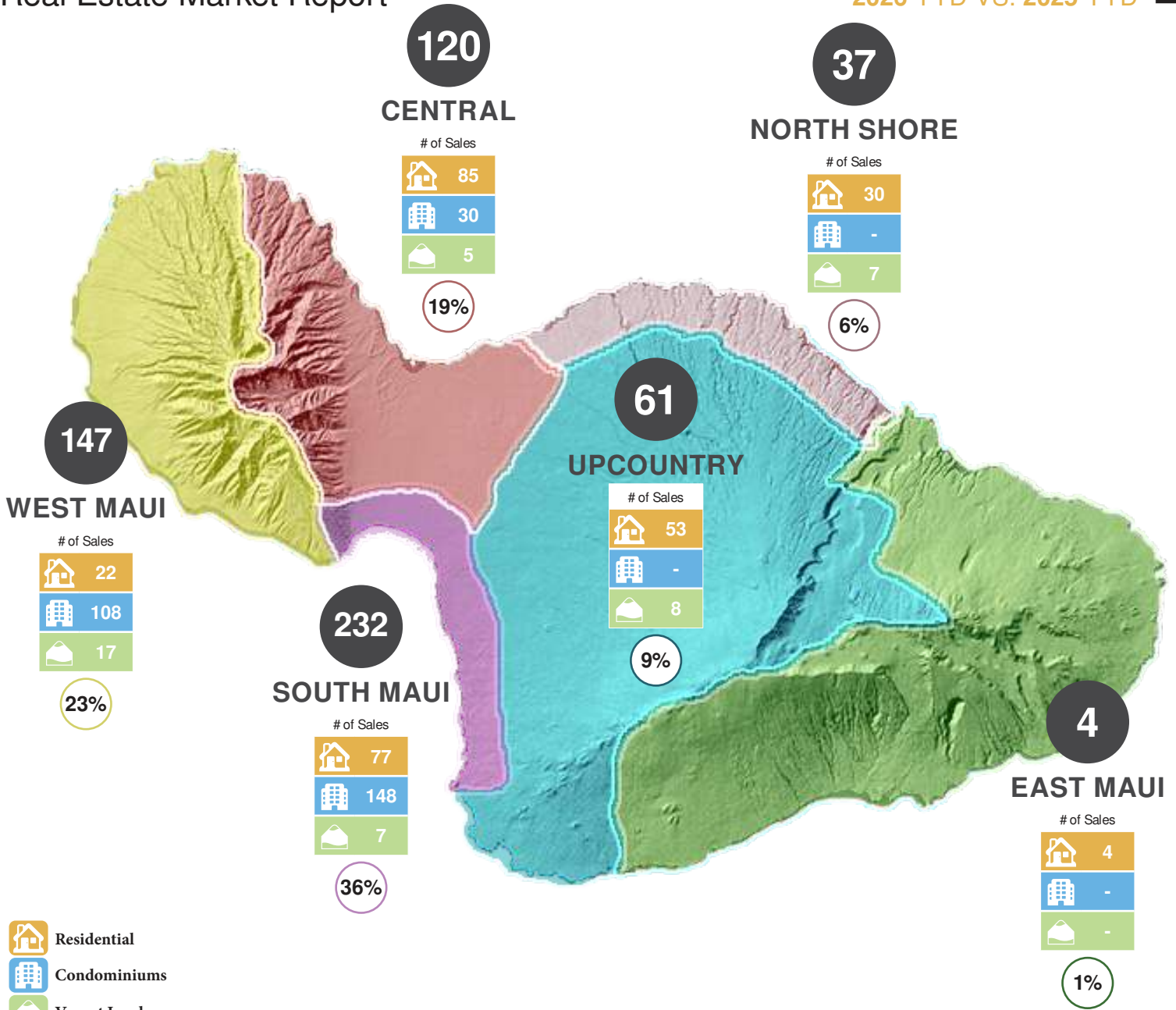


Real Estate Market Report



- Residential
- Condominiums
- Vacant Land

*Source: Realtor Association of Maui. Information deemed reliable, but not guaranteed.

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			MEDIAN DAYS ON MARKET		
HOMES	44%	285	▲	1%	\$1,250,000	▼	-4%	110	▲	12%
CONDO	47%	305	▲	2%	\$670,000	▼	-12%	119	▲	10%
LAND	8%	54	▼	-19%	\$650,000	▼	-24%	129	▼	-8%

2026 VS 2025 YTD NUMBER OF UNITS			2026 VS 2025 YTD TOTAL DOLLAR VOLUME		
DISTRICT	2026	% Change	DISTRICT	2026	% Change
SOUTH	232	6%	SOUTH	\$337,824,745	-15%
WEST	147	-7%	WEST	\$179,980,650	-34%
CENTRAL	120	0%	CENTRAL	\$108,830,563	-13%
UPCOUNTRY	61	-15%	UPCOUNTRY	\$96,199,776	-1%
NORTH SHORE	37	-5%	NORTH SHORE	\$60,829,608	-13%
LANAI/MOLOKAI	43	48%	LANAI/MOLOKAI	\$26,819,000	-68%
EAST	4	-60%	EAST	\$5,110,000	127%
TOTAL	644	0%	TOTAL	\$815,594,342	-18%

% of Closed Sales by Districts through May 31, 2026

Number of Recorded transactions from January 1, 2026 - May 31, 2026

Real Estate Market Report

2026 YTD VS. 2025 YTD



RESIDENTIAL
YEAR-OVER-YEAR

285
TOTAL NUMBER OF SALES
2026

282
TOTAL NUMBER OF SALES
2025

1%

\$1,250,000
MEDIAN SALES PRICE
2026

\$1,300,000
MEDIAN SALES PRICE
2025

-4%

\$440,523,074
TOTAL DOLLAR VOL
2026

\$514,564,818
TOTAL DOLLAR VOLUME
2025

-14%

Number of Sales

Median Sales Price

Total Dollar Volume

2026 2025 %Change 2026 2025 %Change 2026 2025 %Change

	2026	2025	%Change	2026	2025	%Change	2026	2025	%Change
CENTRAL									
Kahakuloa	-	1	-100%	-	\$1,100,000	-100%	-	\$1,100,000	-100%
Kahului	38	35	9%	\$1,115,000	\$1,098,000	2%	\$42,624,616	\$37,911,000	12%
Wailuku	47	52	-10%	\$1,060,000	\$1,294,000	-18%	\$48,555,995	\$64,559,342	-25%
EAST									
Hana	3	8	-63%	\$1,500,000	\$1,248,750	20%	\$4,490,000	\$12,535,500	-64%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	1	-	-	\$620,000	-	-	\$620,000	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	21	27	-22%	\$1,300,000	\$1,600,000	-19%	\$29,986,608	\$42,295,900	-29%
Sprecks/Paia/Kuau	9	5	80%	\$1,190,000	\$1,410,000	-16%	\$19,846,000	\$17,435,000	14%
SOUTH									
Kihei	54	38	42%	\$1,300,000	\$1,394,000	-7%	\$77,518,579	\$74,933,480	3%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	10	11	-9%	\$2,280,000	\$2,175,000	5%	\$23,095,000	\$22,969,996	1%
Wailea/Makena	13	6	117%	\$2,780,000	\$5,795,000	-52%	\$39,265,500	\$47,760,000	-18%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	19	16	19%	\$1,530,000	\$1,570,000	-3%	\$31,104,776	\$27,616,000	13%
Makawao/Olinda/Haliimaile	26	31	-16%	\$1,480,000	\$1,295,000	14%	\$41,669,000	\$44,311,600	-6%
Pukalani	8	11	-27%	\$1,249,500	\$1,075,000	16%	\$12,212,000	\$11,815,000	3%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	5	9	-44%	\$3,050,000	\$4,500,000	-32%	\$17,950,000	\$39,995,000	-55%
Kapalua	1	5	-80%	\$5,500,000	\$6,205,000	-11%	\$5,500,000	\$31,780,000	-83%
Lahaina	9	5	80%	\$2,000,000	\$3,250,000	-38%	\$21,824,000	\$16,498,000	32%
Napili/Kahana/Honokowai	6	9	-33%	\$1,500,000	\$1,500,000	0%	\$9,363,000	\$14,115,000	-34%
Olowalu	1	-	-	\$5,000,000	-	-	\$5,000,000	-	-
LANAI - MOLOKAI									
Lanai	4	3	33%	\$562,500	\$525,000	7%	\$2,384,000	\$1,705,000	40%
Molokai	10	10	0%	\$360,000	\$525,000	-31%	\$7,514,000	\$5,229,000	44%
MAUI SUMMARY	285	282	1%	\$1,250,000	\$1,300,000	-4%	\$440,523,074	\$514,564,818	-14%

MAY 2026 YTD NUMBER OF SALES

MAY 2026 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2026	2025	% Change
CENTRAL	85	88	-3%
SOUTH	77	55	40%
UPCOUNTRY	53	58	-9%
NORTH SHORE	30	32	-6%
WEST	22	28	-21%
LANAI/MOLOKAI	14	13	8%
EAST	4	8	-50%
TOTAL	285	282	1%

DISTRICT	2026	2025	% Change
SOUTH	\$139,879,079	\$145,663,476	-4%
CENTRAL	\$91,180,611	\$103,570,342	-12%
UPCOUNTRY	\$84,985,776	\$83,742,600	1%
WEST	\$59,637,000	\$102,388,000	-42%
NORTH SHORE	\$49,832,608	\$59,730,900	-17%
LANAI/MOLOKAI	\$9,898,000	\$6,934,000	43%
EAST	\$5,110,000	\$12,535,500	-59%
TOTAL	\$440,523,074	\$514,564,818	-14%

Real Estate Market Report

2026 YTD VS. 2025 YTD



CONDOMINIUM
YEAR-OVER-YEAR

305
TOTAL NUMBER OF SALES
2026

298
TOTAL NUMBER OF SALES
2025

2%

\$670,000
MEDIAN SALES PRICE
2026

\$762,500
MEDIAN SALES PRICE
2025

-12%

\$318,519,768
TOTAL DOLLAR VOL
2026

\$371,231,010
TOTAL DOLLAR VOLUME
2025

-14%

Number of Sales

Median Sales Price

Total Dollar Volume

	2026	2025	%Change	2026	2025	%Change	2026	2025	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	7	2	250%	\$150,000	\$229,500	-35%	\$1,267,116	\$459,000	176%
Wailuku	23	24	-4%	\$670,000	\$605,000	11%	\$14,017,836	\$16,959,760	-17%
EAST									
Hana	-	1	-100%	-	\$1,875,000	-100%	-	\$1,875,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	1	-100%	-	\$675,000	-100%	-	\$675,000	-100%
SOUTH									
Kihei	105	106	-1%	\$599,999	\$683,750	-12%	\$76,857,666	\$87,930,170	-13%
Maalaea	8	9	-11%	\$512,500	\$650,000	-21%	\$4,455,000	\$5,866,000	-24%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	35	38	-8%	\$1,995,000	\$2,687,500	-26%	\$102,228,000	\$116,833,500	-13%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	-	1	-100%	-	\$782,000	-100%	-	\$782,000	-100%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	35	34	3%	\$1,100,000	\$1,212,500	-9%	\$51,636,750	\$58,419,500	-12%
Kapalua	10	14	-29%	\$1,342,500	\$1,635,000	-18%	\$12,470,000	\$38,049,205	-67%
Lahaina	16	10	60%	\$648,750	\$575,000	13%	\$10,356,500	\$6,850,000	51%
Napili/Kahana/Honokowai	47	48	-2%	\$575,000	\$630,000	-9%	\$30,909,900	\$34,140,900	-9%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	3	1	200%	\$2,575,000	\$188,000	1270%	\$9,880,000	\$188,000	5155%
Molokai	16	9	78%	\$197,000	\$219,975	-10%	\$4,441,000	\$2,202,975	102%
MAUI SUMMARY	305	298	2%	\$670,000	\$762,500	-12%	\$318,519,768	\$371,231,010	-14%

MAY 2026 YTD NUMBER OF SALES

MAY 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
SOUTH	148	153	-3%
WEST	108	106	2%
CENTRAL	30	26	15%
LANAI/MOLOKAI	19	10	90%
NORTH SHORE	-	1	-100%
UPCOUNTRY	-	1	-100%
EAST	-	1	-100%
TOTAL	305	298	2%

DISTRICT	2026	2025	% Change
SOUTH	\$183,540,666	\$210,629,670	-13%
WEST	\$105,373,150	\$137,459,605	-23%
CENTRAL	\$15,284,952	\$17,418,760	-12%
LANAI/MOLOKAI	\$14,321,000	\$2,390,975	499%
NORTH SHORE	-	\$675,000	-100%
EAST	-	\$1,875,000	-100%
UPCOUNTRY	-	\$782,000	-100%
TOTAL	\$318,519,768	\$371,231,010	-14%

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

Real Estate Market Report

2026 YTD VS. 2025 YTD



VACANT LAND
YEAR-OVER-YEAR

54
TOTAL NUMBER OF SALES
2026

67
TOTAL NUMBER OF SALES
2025

-19%

\$650,000
MEDIAN SALES PRICE
2026

\$855,000
MEDIAN SALES PRICE
2025

-24%

\$56,551,500
TOTAL DOLLAR VOL
2026

\$105,286,750
TOTAL DOLLAR VOLUME
2025

-46%

Number of Sales

Median Sales Price

Total Dollar Volume

	2026	2025	%Change	2026	2025	%Change	2026	2025	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	5	6	-17%	\$420,000	\$609,000	-31%	\$2,365,000	\$3,653,000	-35%
EAST									
Hana	-	1	-100%	-	\$1,800,000	-100%	-	\$1,800,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	7	6	17%	\$1,375,000	\$2,200,000	-38%	\$10,997,000	\$9,459,000	16%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	3	1	200%	\$720,000	\$860,000	-16%	\$3,430,000	\$860,000	299%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	1	1	0%	\$750,000	\$1,050,000	-29%	\$750,000	\$1,050,000	-29%
Wailea/Makena	3	9	-67%	\$4,000,000	\$4,250,000	-6%	\$10,225,000	\$40,205,750	-75%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	6	5	20%	\$925,000	\$600,000	54%	\$6,054,000	\$3,085,000	96%
Makawao/Olinda/Haliimaile	2	6	-67%	\$700,000	\$1,432,500	-51%	\$5,160,000	\$8,180,000	-37%
Pukalani	-	2	-100%	-	\$470,750	-100%	-	\$941,500	-100%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	2	4	-50%	\$1,297,500	\$1,400,000	-7%	\$2,595,000	\$14,825,000	-82%
Kapalua	1	3	-67%	\$1,200,000	\$1,375,000	-13%	\$1,200,000	\$4,187,500	-71%
Lahaina	14	15	-7%	\$615,000	\$650,000	-5%	\$11,175,500	\$14,051,000	-20%
Napili/Kahana/Honokowai	-	1	-100%	-	\$20,000	-100%	-	\$20,000	-100%
Olowalu	-	1	-100%	-	\$465,000	-100%	-	\$465,000	-100%
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	10	6	67%	\$200,000	\$214,500	-7%	\$2,600,000	\$2,504,000	4%
MAUI SUMMARY	54	67	-19%	\$650,000	\$855,000	-24%	\$56,551,500	\$105,286,750	-46%

MAY 2026 YTD NUMBER OF SALES

MAY 2026 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2026	2025	% Change
WEST	17	24	-29%
LANAI/MOLOKAI	10	6	67%
UPCOUNTRY	8	13	-38%
SOUTH	7	11	-36%
NORTH SHORE	7	6	17%
CENTRAL	5	6	-17%
EAST	-	1	-100%
TOTAL	54	67	-19%

DISTRICT	2026	2025	% Change
WEST	\$14,970,500	\$33,548,500	-55%
SOUTH	\$14,405,000	\$42,115,750	-66%
UPCOUNTRY	\$11,214,000	\$12,206,500	-8%
NORTH SHORE	\$10,997,000	\$9,459,000	16%
LANAI/MOLOKAI	\$2,600,000	\$2,504,000	4%
CENTRAL	\$2,365,000	\$3,653,000	-35%
EAST	-	\$1,800,000	-100%
TOTAL	\$56,551,500	\$105,286,750	-46%

Real Estate Market Report

2026 YTD VS. 2025 YTD

CENTRAL

HOMES

Number of Sales	85	-3%
Total Dollar Transactions	\$91,180,611	-12%

CONDOS

Number of Sales	30	15%
Total Dollar Transactions	\$15,284,952	-12%

LAND

Number of Sales	5	-17%
Total Dollar Transactions	\$2,365,000	-35%

NORTH SHORE

HOMES

Number of Sales	30	-6%
Total Dollar Transactions	\$49,832,608	-17%

CONDOS

Number of Sales	-	-100%
Total Dollar Transactions	-	-100%

LAND

Number of Sales	7	17%
Total Dollar Transactions	\$10,997,000	16%

WEST

HOMES

Number of Sales	22	-31%
Total Dollar Transactions	\$59,637,000	-42%

CONDOS

Number of Sales	108	2%
Total Dollar Transactions	\$105,373,150	-23%

LAND

Number of Sales	17	-29%
Total Dollar Transactions	\$14,970,500	-55%

EAST

HOMES

Number of Sales	4	-50%
Total Dollar Transactions	\$5,110,000	-59%

CONDOS

Number of Sales	-	-100%
Total Dollar Transactions	-	-100%

LAND

Number of Sales	-	-100%
Total Dollar Transactions	-	-100%

SOUTH

HOMES

Number of Sales	77	40%
Total Dollar Transactions	\$139,879,079	-4%

CONDOS

Number of Sales	148	-3%
Total Dollar Transactions	\$183,540,666	-13%

LAND

Number of Sales	7	-36%
Total Dollar Transactions	\$14,405,000	-66%

UPCOUNTRY

HOMES

Number of Sales	53	-9%
Total Dollar Transactions	\$84,985,776	1%

CONDOS

Number of Sales	-	-100%
Total Dollar Transactions	-	-100%

LAND

Number of Sales	8	-38%
Total Dollar Transactions	\$11,214,000	-8%

CENTRAL
Kahakuloa, Kahului, Wailuku

SOUTH
Kihei, Maalaea, Maui Meadows, Wailea/Makena

EAST
Hana, Kaupo, Kipahulu, Nahiku

UPCOUNTRY
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani

NORTH SHORE
Haiku, Sprecklesville/Paia/Kuau

WEST
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai, Olowalu

Source:
Realtors Association of Maui
www.RAMaui.com

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	\$77,518,579
Wailuku	\$48,555,995
Kahului	\$42,624,616
Makawao/Olinda/Haliimaile	\$41,669,000
Wailea/Makena	\$39,265,500
Kula/Ulupalakua/Kanaio	\$31,104,776
Haiku	\$29,986,608
Maui Meadows	\$23,095,000
Lahaina	\$21,824,000
Sprecklesville/Paia/Kuau	\$19,846,000

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$102,228,000
Kihei	\$76,857,666
Kaanapali	\$51,636,750
Napili/Kahana/Honokowai	\$30,909,900
Wailuku	\$14,017,836
Kapalua	\$12,470,000
Lahaina	\$10,356,500
Lanai	\$9,880,000
Maalaea	\$4,455,000
Molokai	\$4,441,000

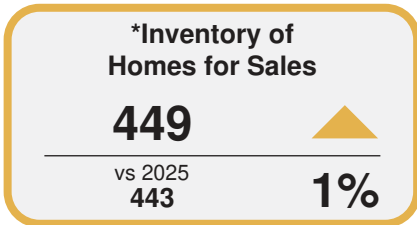
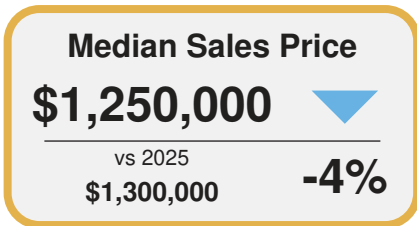
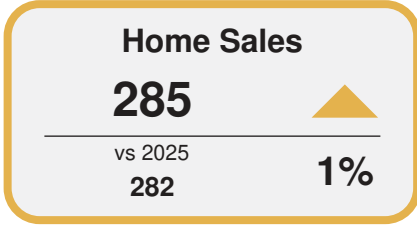
VACANT LAND

TOP 10 AREAS
Total Dollar Volume

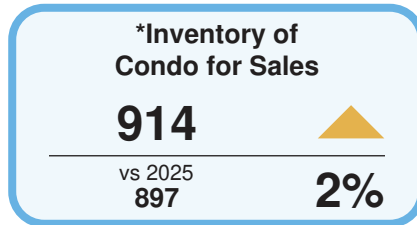
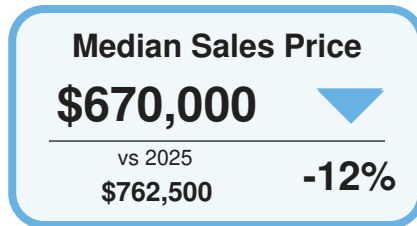
Lahaina	\$11,175,500
Haiku	\$10,997,000
Wailea/Makena	\$10,225,000
Kula/Ulupalakua/Kanaio	\$6,054,000
Makawao/Olinda/Haliimaile	\$5,160,000
Kihei	\$3,430,000
Molokai	\$2,600,000
Kaanapali	\$2,595,000
Wailuku	\$2,365,000
Kapalua	\$1,200,000



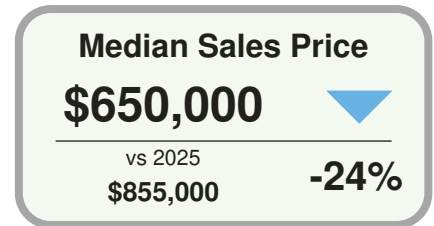
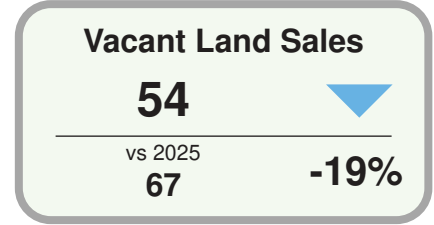
RESIDENTIAL



CONDOMINIUM



VACANT LAND

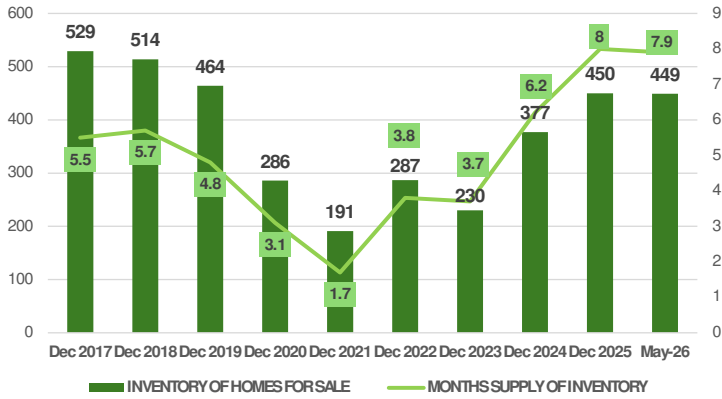


*Residential & Condo Inventory Data is derived from RAM's Local Market Update Stats dated May 31, 2026

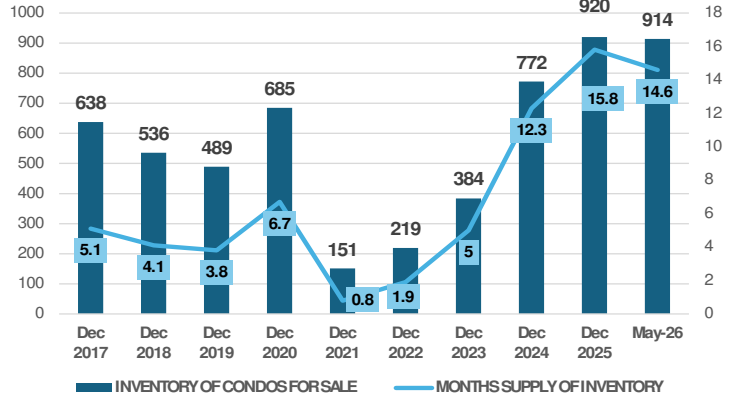
Source: Realtors Association of Maui (RAM). Data is deemed reliable, but not guaranteed.

Inventory Market Update 2017-2026

MAUI - SINGLE FAMILY
Inventory Market Update

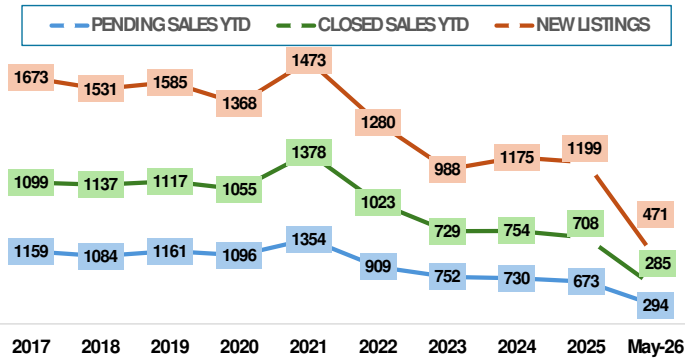


MAUI - CONDOMINIUM
Inventory Market Update

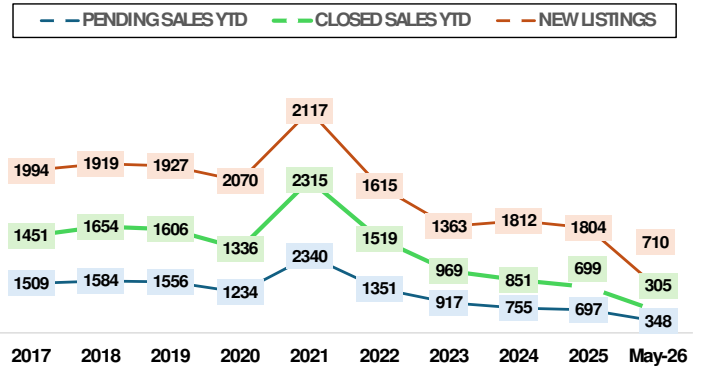


Pendings. Solds. New Listings. 2017-2026

MAUI - SINGLE FAMILY
PENDING/SOLDS/NEW LISTINGS
2017 - 2026 YTD

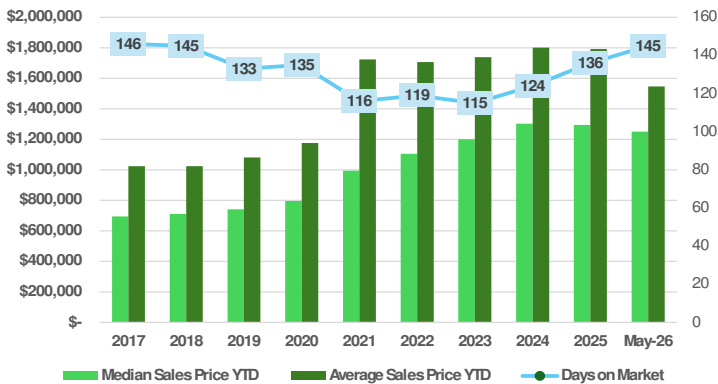


MAUI - CONDOMINIUM
PENDING/SOLDS/NEW LISTINGS
2017 - 2026 YTD

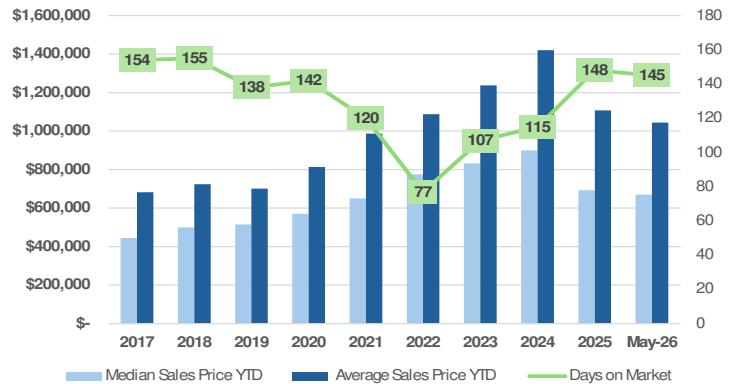


Median/Average Sales Price. Days on Market. 2017-2026

MAUI - SINGLE FAMILY
Median SP | Average SP | Days on Market
2017 - 2026 YTD



MAUI - CONDOMINIUM
Median SP | Average SP | Days on Market
2017 - 2026 YTD



MAUI MARKET SNAPSHOT

HOME SALES MAY 2026 YTD

25%

SOLD AT OR OVER LIST PRICE
vs 30% May 2025

30% of ALL Home Sales Were **CASH** Deals
vs 33% May 2025

CONDO SALES MAY 2026 YTD

19%

SOLD AT OR OVER LIST PRICE
vs 18% May 2025

51% of ALL Condo Sales Were **CASH** Deals
vs 51% May 2025



HIGHEST RECORDED HOME SALES

#1) 461 LAULEA PL | \$7,950,000
4BD/3.5 BA | 2,612 SF | 0.521 ACRE LOT

#2) 192 HALAU PL | \$6,600,000
3BD/3.5BA | 3,808 SF | 0.3691 ACRE LOT

#3) 2274 S KIHEI RD | \$5,700,000
6BD/6.5BA | 3,025 SF | 0.1947 ACRE LOT

#4) 2600 AINA MAHIAI ST | \$5,600,000
5BD/4.5BA | 3,555 SF | 5.188 ACRE LOT

#5) 467 ANAPUNI LOOP | \$5,500,000
4BD/5BA | 3,846 SF | 0.7085 ACRE LOT



HIGHEST RECORDED CONDO SALES

#1) MAKENA SURF, #A103 | \$9,000,000
3BD/3.5BA | 3,415 SF LA

#2) WAILEA BEACH VILLAS, #J 505 | \$6,125,000
3BD/3BA | 1,961 SF LA

#3) WAILEA POINT, #603 | \$5,750,000
2BD/2BA | 1,900 SF LA

#4) TERRACES MANELE BAY, #12D | \$4,990,000
3BD/3.5BA | 3,385 SF LA

#5) POLO BEACH CLUB, #604 | \$4,600,000
2BD/2BA | 1,303 SF LA

MAUI REAL ESTATE MARKET

Timeline of Events 2019-2026



2019-2020:
COVID-19

Tourism slowed dramatically due to travel restrictions.

Real estate activity paused briefly, then rebounded as remote workers sought island living.

Low interest rates and demand from mainland buyers drove up prices.



2021-2022:
PANDEMIC BOOM

Home prices surged across Maui, with median prices exceeding \$1 million in many areas.

Inventory remained tight, worsening affordability.



2023:
LAHAINA WILD FIRES

Devastating wildfires destroyed over 3,000 homes and displaced more than 6,000 residents.

Real estate activity in Lahaina halted; rebuilding efforts began slowly.



2024:
RECOVERY PHASE

Real estate transactions resumed in parts of West Maui. Overall home sales dropped significantly due to high interest rates.

Affordability crisis deepened, with only 1 in 5 households able to afford a median-priced home.



2025:
LEGISLATIVE SHIFTS

Maui County Bill 9, phasing out shortterm rentals (STRs) in apartment-zoned areas.

West Maui STRs phase out by 2029; rest of island by 2031.

Affects 6,000-7,000 units; potential 20-40% drop in condo values.

Market shows mixed signals: faster home sales but increased buyer caution due to STR uncertainty.



2026:
LEGISLATION Bill 9 + Bill 88

Bill 9 phase-out continues, while Bill 88 introduces a potential pathway for certain apartment-zoned condos to retain short-term rental use through new H-3 and H-4 hotel zoning.

Rezoning is not automatic; properties must apply and be approved on a case-by-case basis, leaving outcomes uncertain.

Ongoing legislative changes contribute to buyer caution and pricing adjustments—particularly in the condo market.

Scan Hawaii Buyer & Seller Guide

