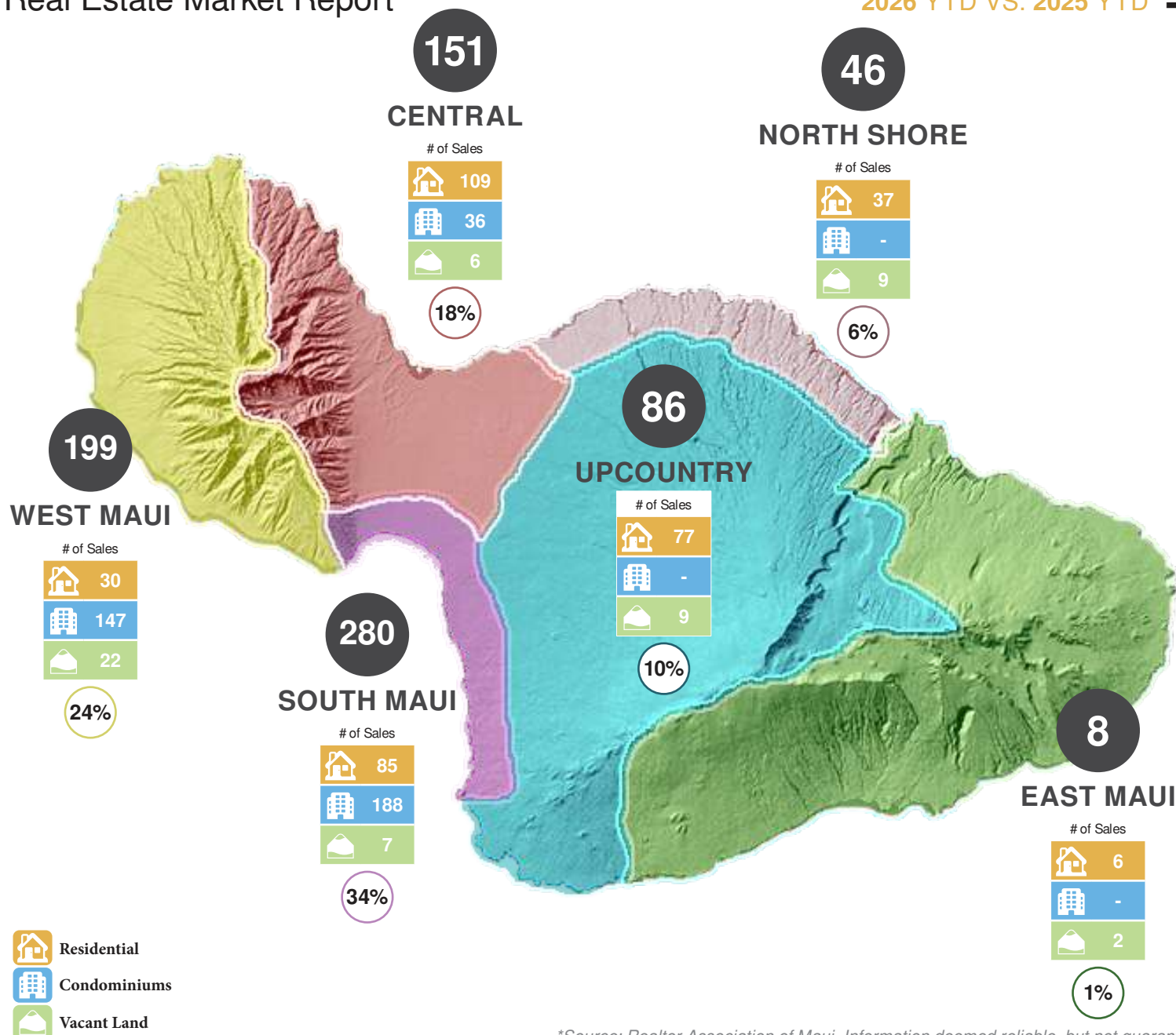




\*Source: Realtor Association of Maui. Information deemed reliable, but not guaranteed.

|             |       | % OF CLOSINGS |  | # OF UNITS RECORDED |        | MEDIAN PRICE |        |  | MEDIAN DAYS ON MARKET |        |
|-------------|-------|---------------|--|---------------------|--------|--------------|--------|--|-----------------------|--------|
| HOUSES      | HOMES | 44%           |  | 364                 | ▲ 4%   | \$1,260,040  | ▼ -3%  |  | 109                   | ▲ 9%   |
| CONDOS      | CONDO | 48%           |  | 393                 | ▲ 10%  | \$650,000    | ▼ -12% |  | 127                   | ▲ 19%  |
| VACANT LAND | LAND  | 8%            |  | 68                  | ▼ -14% | \$600,000    | ▼ -19% |  | 106                   | ▼ -15% |

| 2026 VS 2025 YTD NUMBER OF UNITS |            |           | 2026 VS 2025 YTD TOTAL DOLLAR VOLUME |                        |             |
|----------------------------------|------------|-----------|--------------------------------------|------------------------|-------------|
| DISTRICT                         | 2026       | % Change  | DISTRICT                             | 2026                   | % Change    |
| SOUTH                            | 280        | 8%        | SOUTH                                | \$392,948,245          | -20%        |
| WEST                             | 199        | 7%        | WEST                                 | \$239,212,700          | -27%        |
| CENTRAL                          | 151        | 1%        | CENTRAL                              | \$137,966,924          | -9%         |
| UPCOUNTRY                        | 86         | -7%       | UPCOUNTRY                            | \$143,778,288          | 15%         |
| NORTH SHORE                      | 46         | -4%       | NORTH SHORE                          | \$86,040,608           | -5%         |
| LANAI/MOLOKAI                    | 55         | 49%       | LANAI/MOLOKAI                        | \$31,242,000           | -37%        |
| EAST                             | 8          | -27%      | EAST                                 | \$10,455,000           | 107%        |
| <b>TOTAL</b>                     | <b>825</b> | <b>5%</b> | <b>TOTAL</b>                         | <b>\$1,041,643,765</b> | <b>-15%</b> |

% of Closed Sales by Districts through June 30, 2026

Number of Recorded transactions from January 1, 2026 – June 30, 2026

# Real Estate Market Report

# 1ST HALF MAUI

  
 2026 YTD VS. 2025 YTD


## RESIDENTIAL

  
 YEAR-OVER-YEAR

**364**

TOTAL NUMBER OF SALES

2026

**349**

TOTAL NUMBER OF SALES

2025

**4%**
**\$1,260,040**

MEDIAN SALES PRICE

2026

**\$1,300,000**

MEDIAN SALES PRICE

2025

**-3%**
**\$585,207,947**

TOTAL DOLLAR VOL

2026

**\$661,293,268**

TOTAL DOLLAR VOLUME

2025

**-12%**

### Number of Sales

### Median Sales Price

### Total Dollar Volume

2026

2025

%Change

2026

2025

%Change

2026

2025

%Change

#### CENTRAL

|           |    |    |       |             |             |       |              |              |       |
|-----------|----|----|-------|-------------|-------------|-------|--------------|--------------|-------|
| Kahakuloa | -  | 1  | -100% | -           | \$1,100,000 | -100% | -            | \$1,100,000  | -100% |
| Kahului   | 45 | 41 | 10%   | \$1,130,000 | \$1,098,000 | 3%    | \$50,898,616 | \$44,511,000 | 14%   |
| Wailuku   | 64 | 66 | -3%   | \$1,055,000 | \$1,242,250 | -15%  | \$65,624,356 | \$79,707,239 | -18%  |

#### EAST

|          |   |   |      |             |             |     |             |              |      |
|----------|---|---|------|-------------|-------------|-----|-------------|--------------|------|
| Hana     | 5 | 8 | -38% | \$2,000,000 | \$1,248,750 | 60% | \$9,415,000 | \$12,535,500 | -25% |
| Kaupo    | - | - | -    | -           | -           | -   | -           | -            | -    |
| Keanae   | 1 | 1 | 0%   | \$620,000   | \$393,751   | 57% | \$620,000   | \$393,751    | 57%  |
| Kipahulu | - | - | -    | -           | -           | -   | -           | -            | -    |
| Nahiku   | - | - | -    | -           | -           | -   | -           | -            | -    |

#### NORTH SHORE

|                   |    |    |      |             |             |      |              |              |      |
|-------------------|----|----|------|-------------|-------------|------|--------------|--------------|------|
| Haiku             | 26 | 31 | -16% | \$1,372,500 | \$1,497,000 | -8%  | \$39,378,608 | \$46,361,900 | -15% |
| Sprecks/Paia/Kuau | 11 | 7  | 57%  | \$1,200,000 | \$1,410,000 | -15% | \$35,096,000 | \$20,060,000 | 75%  |

#### SOUTH

|               |    |    |      |             |             |      |              |               |      |
|---------------|----|----|------|-------------|-------------|------|--------------|---------------|------|
| Kihei         | 59 | 46 | 28%  | \$1,300,000 | \$1,394,000 | -7%  | \$84,798,579 | \$117,775,980 | -28% |
| Maalaea       | -  | -  | -    | -           | -           | -    | -            | -             | -    |
| Maui Meadows  | 11 | 12 | -8%  | \$2,360,000 | \$2,248,944 | 5%   | \$25,595,000 | \$26,619,996  | -4%  |
| Wailea/Makena | 15 | 7  | 114% | \$2,780,000 | \$4,690,000 | -41% | \$45,215,500 | \$50,960,000  | -11% |

#### UPCOUNTRY

|                           |    |    |      |             |             |     |              |              |     |
|---------------------------|----|----|------|-------------|-------------|-----|--------------|--------------|-----|
| Kula/Ulupalakua/Kanaio    | 26 | 24 | 8%   | \$1,600,000 | \$1,620,000 | -1% | \$51,359,123 | \$39,867,802 | 29% |
| Makawao/Olinda/Haliimaile | 37 | 41 | -10% | \$1,400,000 | \$1,385,000 | 1%  | \$58,141,165 | \$59,089,100 | -2% |
| Pukalani                  | 14 | 12 | 17%  | \$1,317,500 | \$1,087,000 | 21% | \$21,414,000 | \$12,914,000 | 66% |

#### WEST

|                         |    |    |      |             |             |      |              |              |      |
|-------------------------|----|----|------|-------------|-------------|------|--------------|--------------|------|
| Honokohau               | -  | -  | -    | -           | -           | -    | -            | -            | -    |
| Kaanapali               | 7  | 11 | -36% | \$3,050,000 | \$4,500,000 | -32% | \$23,825,000 | \$51,595,000 | -54% |
| Kapalua                 | 2  | 5  | -60% | \$5,475,000 | \$6,205,000 | -12% | \$10,950,000 | \$31,780,000 | -66% |
| Lahaina                 | 12 | 6  | 100% | \$2,237,500 | \$3,055,000 | -27% | \$32,199,000 | \$18,448,000 | 75%  |
| Napili/Kahana/Honokowai | 8  | 13 | -38% | \$1,500,000 | \$1,750,000 | -14% | \$12,263,000 | \$38,190,000 | -68% |
| Olowalu                 | 1  | -  | -    | \$5,000,000 | -           | -    | \$5,000,000  | -            | -    |

#### LANAI - MOLOKAI

|         |    |    |     |           |           |      |              |             |     |
|---------|----|----|-----|-----------|-----------|------|--------------|-------------|-----|
| Lanai   | 5  | 3  | 67% | \$650,000 | \$525,000 | 24%  | \$3,079,000  | \$1,705,000 | 81% |
| Molokai | 15 | 14 | 7%  | \$418,000 | \$540,000 | -23% | \$10,336,000 | \$7,679,000 | 35% |

#### MAUI SUMMARY

**364**
**349**
**4%**
**\$1,260,040**
**\$1,300,000**
**-3%**
**\$585,207,947**
**\$661,293,268**
**-12%**

#### 1ST HALF 2026 YTD NUMBER OF SALES

| DISTRICT      | 2026       | 2025       | % Change  |
|---------------|------------|------------|-----------|
| CENTRAL       | 109        | 108        | 1%        |
| SOUTH         | 85         | 65         | 31%       |
| UPCOUNTRY     | 77         | 77         | 0%        |
| NORTH SHORE   | 37         | 38         | -3%       |
| WEST          | 30         | 35         | -14%      |
| LANAI/MOLOKAI | 20         | 17         | 18%       |
| EAST          | 6          | 9          | -33%      |
| <b>TOTAL</b>  | <b>364</b> | <b>349</b> | <b>4%</b> |

#### 1ST HALF 2026 YTD TOTAL DOLLAR VOLUME

| DISTRICT      | 2026                 | 2025                 | % Change    |
|---------------|----------------------|----------------------|-------------|
| SOUTH         | \$155,609,079        | \$195,355,976        | -20%        |
| UPCOUNTRY     | \$116,522,972        | \$125,318,239        | -7%         |
| CENTRAL       | \$130,914,288        | \$111,870,902        | 17%         |
| WEST          | \$84,237,000         | \$140,013,000        | -40%        |
| NORTH SHORE   | \$74,474,608         | \$66,421,900         | 12%         |
| LANAI/MOLOKAI | \$13,415,000         | \$9,384,000          | 43%         |
| EAST          | \$10,035,000         | \$12,929,251         | -22%        |
| <b>TOTAL</b>  | <b>\$585,207,947</b> | <b>\$661,293,268</b> | <b>-12%</b> |

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

# Real Estate Market Report

# 1ST HALF MAUI

  
 2026 YTD VS. 2025 YTD


## CONDOMINIUM

  
 YEAR-OVER-YEAR

393  
TOTAL NUMBER OF SALES  
2026

356  
TOTAL NUMBER OF SALES  
2025

10%

\$650,000  
MEDIAN SALES PRICE  
2026

\$739,500  
MEDIAN SALES PRICE  
2025

-12%

\$393,676,318  
TOTAL DOLLAR VOL  
2026

\$445,408,564  
TOTAL DOLLAR VOLUME  
2025

-12%

### Number of Sales

### Median Sales Price

### Total Dollar Volume

|  | 2026 | 2025 | %Change | 2026 | 2025 | %Change | 2026 | 2025 | %Change |
|--|------|------|---------|------|------|---------|------|------|---------|
|--|------|------|---------|------|------|---------|------|------|---------|

#### CENTRAL

|           |    |    |      |           |           |      |              |              |      |
|-----------|----|----|------|-----------|-----------|------|--------------|--------------|------|
| Kahakuloa | -  | -  | -    | -         | -         | -    | -            | -            | -    |
| Kahului   | 8  | 3  | 167% | \$145,000 | \$190,000 | -24% | \$1,397,116  | \$588,000    | 138% |
| Wailuku   | 28 | 32 | -13% | \$647,500 | \$587,500 | 10%  | \$17,161,836 | \$21,695,760 | -21% |

#### EAST

|          |   |   |       |   |             |       |   |             |       |
|----------|---|---|-------|---|-------------|-------|---|-------------|-------|
| Hana     | - | 1 | -100% | - | \$1,875,000 | -100% | - | \$1,875,000 | -100% |
| Kaupo    | - | - | -     | - | -           | -     | - | -           | -     |
| Keanae   | - | - | -     | - | -           | -     | - | -           | -     |
| Kipahulu | - | - | -     | - | -           | -     | - | -           | -     |
| Nahiku   | - | - | -     | - | -           | -     | - | -           | -     |

#### NORTH SHORE

|                   |   |   |       |   |             |       |   |              |       |
|-------------------|---|---|-------|---|-------------|-------|---|--------------|-------|
| Haiku             | - | - | -     | - | -           | -     | - | -            | -     |
| Sprecks/Paia/Kuau | - | 2 | -100% | - | \$6,087,500 | -100% | - | \$12,175,000 | -100% |

#### SOUTH

|               |     |     |      |             |             |      |               |               |      |
|---------------|-----|-----|------|-------------|-------------|------|---------------|---------------|------|
| Kihei         | 138 | 126 | 10%  | \$600,000   | \$675,000   | -11% | \$100,141,166 | \$103,727,170 | -3%  |
| Maalaea       | 9   | 12  | -25% | \$495,000   | \$624,500   | -21% | \$4,740,000   | \$7,895,000   | -40% |
| Maui Meadows  | -   | -   | -    | -           | -           | -    | -             | -             | -    |
| Wailea/Makena | 41  | 45  | -9%  | \$1,995,000 | \$2,570,000 | -22% | \$118,053,000 | \$142,659,304 | -17% |

#### UPCOUNTRY

|                           |   |   |       |   |           |       |   |           |       |
|---------------------------|---|---|-------|---|-----------|-------|---|-----------|-------|
| Kula/Ulupalakua/Kanaio    | - | - | -     | - | -         | -     | - | -         | -     |
| Makawao/Olinda/Haliimaile | - | - | -     | - | -         | -     | - | -         | -     |
| Pukalani                  | - | 1 | -100% | - | \$782,000 | -100% | - | \$782,000 | -100% |

#### WEST

|                         |    |    |      |             |             |      |              |              |      |
|-------------------------|----|----|------|-------------|-------------|------|--------------|--------------|------|
| Honokohau               | -  | -  | -    | -           | -           | -    | -            | -            | -    |
| Kaanapali               | 46 | 39 | 18%  | \$1,150,000 | \$1,175,000 | -2%  | \$66,181,750 | \$65,514,500 | 1%   |
| Kapalua                 | 11 | 14 | -21% | \$1,350,000 | \$1,635,000 | -17% | \$15,395,000 | \$38,049,205 | -60% |
| Lahaina                 | 24 | 11 | 118% | \$651,250   | \$550,000   | 18%  | \$16,001,500 | \$7,275,000  | 120% |
| Napili/Kahana/Honokowai | 66 | 57 | 16%  | \$550,000   | \$630,000   | -13% | \$39,757,950 | \$40,126,650 | -1%  |
| Olowalu                 | -  | -  | -    | -           | -           | -    | -            | -            | -    |

#### LANAI - MOLOKAI

|         |    |    |      |             |           |       |              |             |       |
|---------|----|----|------|-------------|-----------|-------|--------------|-------------|-------|
| Lanai   | 4  | 1  | 300% | \$2,445,000 | \$188,000 | 1201% | \$10,136,000 | \$188,000   | 5291% |
| Molokai | 18 | 12 | 50%  | \$195,000   | \$222,488 | -12%  | \$4,711,000  | \$2,857,975 | 65%   |

|                     |            |            |            |                  |                  |             |                      |                      |             |
|---------------------|------------|------------|------------|------------------|------------------|-------------|----------------------|----------------------|-------------|
| <b>MAUI SUMMARY</b> | <b>393</b> | <b>356</b> | <b>10%</b> | <b>\$650,000</b> | <b>\$739,500</b> | <b>-12%</b> | <b>\$393,676,318</b> | <b>\$445,408,564</b> | <b>-12%</b> |
|---------------------|------------|------------|------------|------------------|------------------|-------------|----------------------|----------------------|-------------|

#### 1ST HALF 2026 YTD NUMBER OF SALES

| DISTRICT      | 2026       | 2025       | % Change   |
|---------------|------------|------------|------------|
| SOUTH         | 188        | 183        | 3%         |
| WEST          | 147        | 121        | 21%        |
| CENTRAL       | 36         | 35         | 3%         |
| LANAI/MOLOKAI | 22         | 13         | 69%        |
| NORTH SHORE   | -          | 2          | -100%      |
| UPCOUNTRY     | -          | 1          | -100%      |
| EAST          | -          | 1          | -100%      |
| <b>TOTAL</b>  | <b>393</b> | <b>356</b> | <b>10%</b> |

#### 1ST HALF 2026 YTD TOTAL DOLLAR VOLUME

| DISTRICT      | 2026                 | 2025                 | % Change    |
|---------------|----------------------|----------------------|-------------|
| SOUTH         | \$222,934,166        | \$254,281,474        | -12%        |
| WEST          | \$137,336,200        | \$150,965,355        | -9%         |
| CENTRAL       | \$18,558,952         | \$22,283,760         | -17%        |
| LANAI/MOLOKAI | \$14,847,000         | \$3,045,975          | 387%        |
| NORTH SHORE   | -                    | \$12,175,000         | -100%       |
| EAST          | -                    | \$1,875,000          | -100%       |
| UPCOUNTRY     | -                    | \$782,000            | -100%       |
| <b>TOTAL</b>  | <b>\$393,676,318</b> | <b>\$445,408,564</b> | <b>-12%</b> |

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

# Real Estate Market Report

# 1ST HALF MAUI

  
 2026 YTD VS. 2025 YTD



## VACANT LAND

  
 YEAR-OVER-YEAR

68  
TOTAL NUMBER OF SALES 2026

79  
TOTAL NUMBER OF SALES 2025

**-14%**

\$600,000  
MEDIAN SALES PRICE 2026

\$742,500  
MEDIAN SALES PRICE 2025

**-19%**

\$62,759,500  
TOTAL DOLLAR VOL 2026

\$113,650,750  
TOTAL DOLLAR VOLUME 2025

**-45%**

### Number of Sales

### Median Sales Price

### Total Dollar Volume

|  | 2026 | 2025 | %Change | 2026 | 2025 | %Change | 2026 | 2025 | %Change |
|--|------|------|---------|------|------|---------|------|------|---------|
|--|------|------|---------|------|------|---------|------|------|---------|

#### CENTRAL

|           |   |   |      |           |           |      |             |             |      |
|-----------|---|---|------|-----------|-----------|------|-------------|-------------|------|
| Kahakuloa | - | - | -    | -         | -         | -    | -           | -           | -    |
| Kahului   | - | - | -    | -         | -         | -    | -           | -           | -    |
| Wailuku   | 6 | 7 | -14% | \$470,000 | \$598,000 | -21% | \$2,885,000 | \$4,103,000 | -30% |

#### EAST

|          |   |   |      |           |             |      |           |             |      |
|----------|---|---|------|-----------|-------------|------|-----------|-------------|------|
| Hana     | 2 | 1 | 100% | \$210,000 | \$1,800,000 | -88% | \$420,000 | \$1,800,000 | -77% |
| Kaupo    | - | - | -    | -         | -           | -    | -         | -           | -    |
| Keanae   | - | - | -    | -         | -           | -    | -         | -           | -    |
| Kipahulu | - | - | -    | -         | -           | -    | -         | -           | -    |
| Nahiku   | - | - | -    | -         | -           | -    | -         | -           | -    |

#### NORTH SHORE

|                   |   |   |     |             |             |      |              |              |     |
|-------------------|---|---|-----|-------------|-------------|------|--------------|--------------|-----|
| Haiku             | 9 | 8 | 13% | \$1,350,000 | \$1,800,000 | -25% | \$11,566,000 | \$11,874,000 | -3% |
| Sprecks/Paia/Kuau | - | - | -   | -           | -           | -    | -            | -            | -   |

#### SOUTH

|               |   |   |      |             |             |      |              |              |      |
|---------------|---|---|------|-------------|-------------|------|--------------|--------------|------|
| Kihei         | 3 | 1 | 200% | \$720,000   | \$860,000   | -16% | \$3,430,000  | \$860,000    | 299% |
| Maalaea       | - | - | -    | -           | -           | -    | -            | -            | -    |
| Maui Meadows  | 1 | 2 | -50% | \$750,000   | \$887,500   | -15% | \$750,000    | \$1,775,000  | -58% |
| Wailea/Makena | 3 | 9 | -67% | \$4,000,000 | \$4,250,000 | -6%  | \$10,225,000 | \$40,205,750 | -75% |

#### UPCOUNTRY

|                           |   |   |       |             |             |       |             |             |       |
|---------------------------|---|---|-------|-------------|-------------|-------|-------------|-------------|-------|
| Kula/Ulupalakua/Kanaio    | 7 | 6 | 17%   | \$1,000,000 | \$555,000   | 80%   | \$7,704,000 | \$3,550,000 | 117%  |
| 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  | 4  | -75%  | \$1,200,000 | \$1,362,000 | -12%  | \$1,200,000  | \$5,536,500  | -78%  |
| Lahaina                 | 18 | 20 | -10%  | \$600,000   | \$606,000   | -1%   | \$13,194,500 | \$16,831,000 | -22%  |
| Napili/Kahana/Honokowai | -  | 1  | -100% | -           | \$20,000    | -100% | -            | \$20,000     | -100% |
| Olowalu                 | 1  | 1  | 0%    | \$650,000   | \$465,000   | 40%   | \$650,000    | \$465,000    | 40%   |

#### LANAI - MOLOKAI

|         |    |   |     |           |           |      |             |             |    |
|---------|----|---|-----|-----------|-----------|------|-------------|-------------|----|
| Lanai   | 1  | - | -   | \$255,000 | -         | -    | \$255,000   | -           | -  |
| Molokai | 12 | 7 | 71% | \$135,000 | \$180,000 | -25% | \$2,725,000 | \$2,684,000 | 2% |

|                     |           |           |             |                  |                  |             |                     |                      |             |
|---------------------|-----------|-----------|-------------|------------------|------------------|-------------|---------------------|----------------------|-------------|
| <b>MAUI SUMMARY</b> | <b>68</b> | <b>79</b> | <b>-14%</b> | <b>\$600,000</b> | <b>\$742,500</b> | <b>-19%</b> | <b>\$62,759,500</b> | <b>\$113,650,750</b> | <b>-45%</b> |
|---------------------|-----------|-----------|-------------|------------------|------------------|-------------|---------------------|----------------------|-------------|

#### 1ST HALF 2026 YTD NUMBER OF SALES

| DISTRICT      | 2026      | 2025      | % Change    |
|---------------|-----------|-----------|-------------|
| WEST          | 22        | 30        | -27%        |
| LANAI/MOLOKAI | 13        | 7         | 86%         |
| UPCOUNTRY     | 9         | 14        | -36%        |
| NORTH SHORE   | 9         | 8         | 13%         |
| SOUTH         | 7         | 12        | -42%        |
| CENTRAL       | 6         | 7         | -14%        |
| EAST          | 2         | 1         | 100%        |
| <b>TOTAL</b>  | <b>68</b> | <b>79</b> | <b>-14%</b> |

#### 1ST HALF 2026 YTD TOTAL DOLLAR VOLUME

| DISTRICT      | 2026                | 2025                 | % Change    |
|---------------|---------------------|----------------------|-------------|
| WEST          | \$17,639,500        | \$37,677,500         | -53%        |
| SOUTH         | \$14,405,000        | \$42,840,750         | -66%        |
| UPCOUNTRY     | \$12,864,000        | \$12,671,500         | 2%          |
| NORTH SHORE   | \$11,566,000        | \$11,874,000         | -3%         |
| LANAI/MOLOKAI | \$2,980,000         | \$2,684,000          | 11%         |
| CENTRAL       | \$2,885,000         | \$4,103,000          | -30%        |
| EAST          | \$420,000           | \$1,800,000          | -77%        |
| <b>TOTAL</b>  | <b>\$62,759,500</b> | <b>\$113,650,750</b> | <b>-45%</b> |

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

# Real Estate Market Report

# 1ST HALF MAUI

  
 2026 YTD VS. 2025 YTD

## CENTRAL

### HOMES

|                           |               |     |
|---------------------------|---------------|-----|
| Number of Sales           | 109           | 1%  |
| Total Dollar Transactions | \$116,522,972 | -7% |

### CONDOS

|                           |              |      |
|---------------------------|--------------|------|
| Number of Sales           | 36           | 3%   |
| Total Dollar Transactions | \$18,558,952 | -17% |

### LAND

|                           |             |      |
|---------------------------|-------------|------|
| Number of Sales           | 6           | -14% |
| Total Dollar Transactions | \$2,885,000 | -30% |

## NORTH SHORE

### HOMES

|                           |              |     |
|---------------------------|--------------|-----|
| Number of Sales           | 37           | -3% |
| Total Dollar Transactions | \$74,474,608 | 12% |

### CONDOS

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

### LAND

|                           |              |     |
|---------------------------|--------------|-----|
| Number of Sales           | 9            | 13% |
| Total Dollar Transactions | \$11,566,000 | -3% |

## WEST

### HOMES

|                           |              |      |
|---------------------------|--------------|------|
| Number of Sales           | 30           | -14% |
| Total Dollar Transactions | \$84,237,000 | -40% |

### CONDOS

|                           |               |     |
|---------------------------|---------------|-----|
| Number of Sales           | 147           | 21% |
| Total Dollar Transactions | \$137,336,200 | -9% |

### LAND

|                           |              |      |
|---------------------------|--------------|------|
| Number of Sales           | 22           | -27% |
| Total Dollar Transactions | \$17,639,500 | -53% |

## EAST

### HOMES

|                           |              |      |
|---------------------------|--------------|------|
| Number of Sales           | 6            | -33% |
| Total Dollar Transactions | \$10,035,000 | -22% |

### CONDOS

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

### LAND

|                           |           |      |
|---------------------------|-----------|------|
| Number of Sales           | 2         | 100% |
| Total Dollar Transactions | \$420,000 | -77% |

## SOUTH

### HOMES

|                           |               |      |
|---------------------------|---------------|------|
| Number of Sales           | 85            | 31%  |
| Total Dollar Transactions | \$155,609,079 | -20% |

### CONDOS

|                           |               |      |
|---------------------------|---------------|------|
| Number of Sales           | 188           | 3%   |
| Total Dollar Transactions | \$222,934,166 | -12% |

### LAND

|                           |              |      |
|---------------------------|--------------|------|
| Number of Sales           | 7            | -42% |
| Total Dollar Transactions | \$14,405,000 | -66% |

## UPCOUNTRY

### HOMES

|                           |               |     |
|---------------------------|---------------|-----|
| Number of Sales           | 77            | 0%  |
| Total Dollar Transactions | \$130,914,288 | 17% |

### CONDOS

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

### LAND

|                           |              |      |
|---------------------------|--------------|------|
| Number of Sales           | 9            | -36% |
| Total Dollar Transactions | \$12,864,000 | 2%   |

**CENTRAL**  
Kahakuloa, Kahului, Wailuku

**EAST**  
Hana, Kaupo, Kipahulu, Nahiku

**NORTH SHORE**  
Haiku, Sprecklesville/Paia/Kuau

**SOUTH**  
Kihei, Maalaea, Maui Meadows, Wailea/Makena

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

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

Source:  
Realtors Association of Maui  
www.RAMaui.com

## RESIDENTIAL

### TOP 10 AREAS Total Dollar Volume

|                           |              |
|---------------------------|--------------|
| Kihei                     | \$84,798,579 |
| Wailuku                   | \$65,624,356 |
| Makawao/Olinda/Haliimaile | \$58,141,165 |
| Kula/Ulupalakua/Kanaio    | \$51,359,123 |
| Kahului                   | \$50,898,616 |
| Wailea/Makena             | \$45,215,500 |
| Haiku                     | \$39,378,608 |
| Sprecklesville/Paia/Kuau  | \$35,096,000 |
| Lahaina                   | \$32,199,000 |
| Maui Meadows              | \$25,595,000 |

## CONDOMINIUM

### TOP 10 AREAS Total Dollar Volume

|                         |               |
|-------------------------|---------------|
| Wailea/Makena           | \$118,053,000 |
| Kihei                   | \$100,141,166 |
| Kaanapali               | \$66,181,750  |
| Napili/Kahana/Honokowai | \$39,757,950  |
| Wailuku                 | \$17,161,836  |
| Lahaina                 | \$16,001,500  |
| Kapalua                 | \$15,395,000  |
| Lanai                   | \$10,136,000  |
| Maalaea                 | \$4,740,000   |
| Molokai                 | \$4,711,000   |

## VACANT LAND

### TOP 10 AREAS Total Dollar Volume

|                           |              |
|---------------------------|--------------|
| Lahaina                   | \$13,194,500 |
| Haiku                     | \$11,566,000 |
| Wailea/Makena             | \$10,225,000 |
| Kula/Ulupalakua/Kanaio    | \$7,704,000  |
| Makawao/Olinda/Haliimaile | \$5,160,000  |
| Kihei                     | \$3,430,000  |
| Wailuku                   | \$2,885,000  |
| Molokai                   | \$2,725,000  |
| Kaanapali                 | \$2,595,000  |
| Kapalua                   | \$1,200,000  |



## RESIDENTIAL

### Home Sales

**364**

vs 2025

349

**4%**

### Median Sales Price

**\$1,260,040**

vs 2025

\$1,300,000

**-3%**

### Total Dollar Volume

**\$585,207,947**

vs 2025

\$661,293,268

**-12%**

### Median Days on Market

**109 Days**

vs 2025

100 Days

**9%**

### \*Inventory of Homes for Sales

**468**

vs 2025

448

**5%**

### \*Supply of Inventory

**8.1 Months**

vs 2025

8.2 Months

**-1%**



## CONDOMINIUM

### Condo Sales

**393**

vs 2025

356

**10%**

### Median Sales Price

**\$650,000**

vs 2025

\$739,500

**-12%**

### Total Dollar Volume

**\$393,676,318**

vs 2025

\$445,408,564

**-12%**

### Median Days on Market

**127 Days**

vs 2025

107 Days

**19%**

### \*Inventory of Condo for Sales

**923**

vs 2025

902

**2%**

### \*Supply of Inventory

**14.2 Months**

vs 2025

16.0 Months

**-11%**



## VACANT LAND

### Vacant Land Sales

**68**

vs 2025

79

**-14%**

### Median Sales Price

**\$600,000**

vs 2025

\$742,500

**-19%**

### Total Dollar Volume

**\$62,759,500**

vs 2025

\$113,650,750

**-45%**

### Median Days on Market

**106 Days**

vs 2025

124 Days

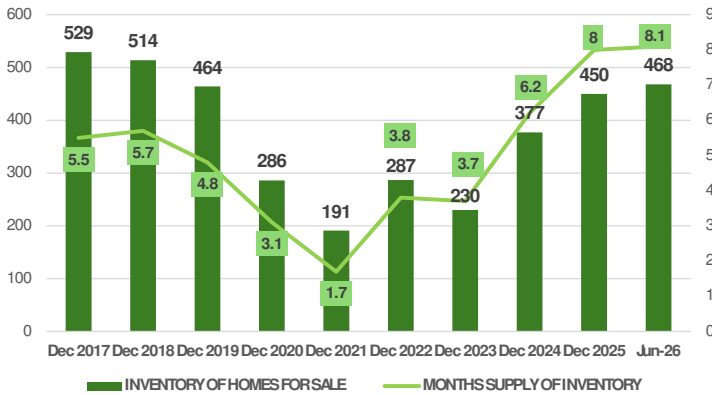
**-15%**

\*Residential & Condo Inventory Data is derived from RAM's Local Market Update Stats dated June 30, 2026

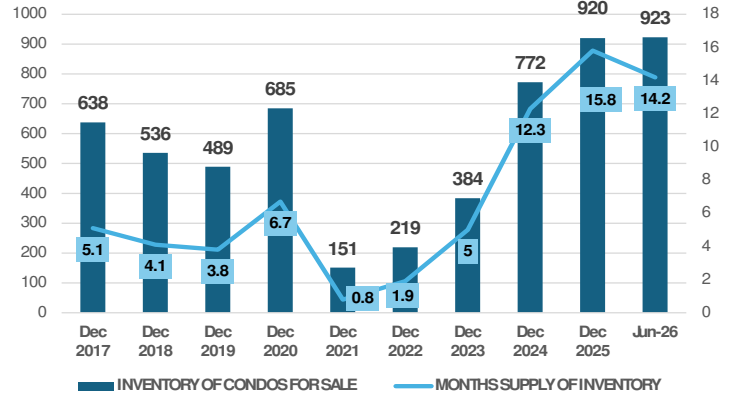
Source: Realtors Association of Maui (RAM). Data is deemed reliable, but not guaranteed.

## Inventory Market Update 2017-2026

MAUI - SINGLE FAMILY  
Inventory Market Update

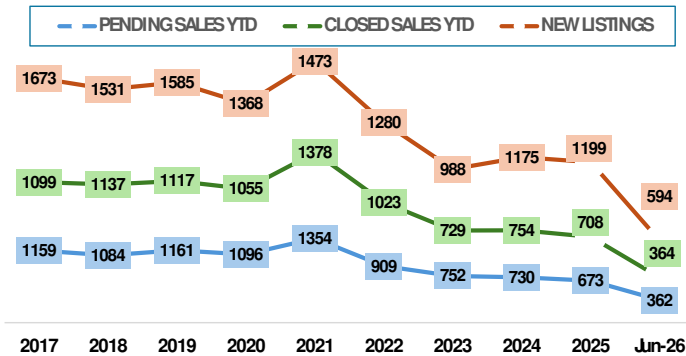


MAUI - CONDOMINIUM  
Inventory Market Update

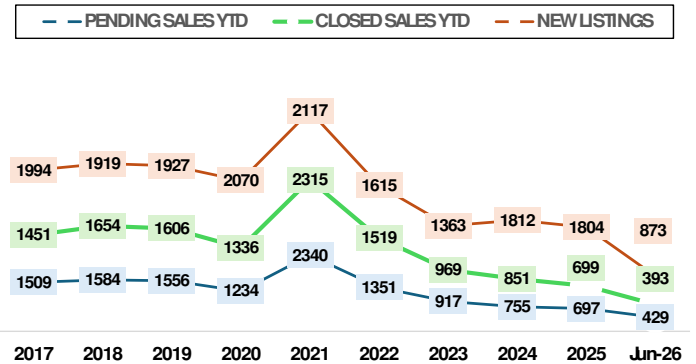


## Pendings. Solds. New Listings. 2017-2026

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

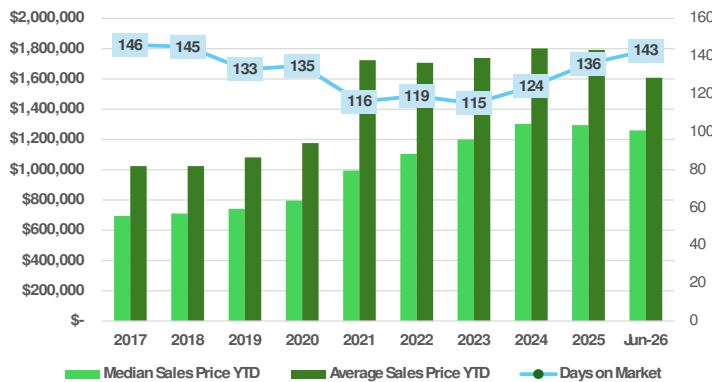


MAUI - CONDOMINIUM  
PENDING/SOLDS/NEW LISTINGS  
2017 - 2026 YTD

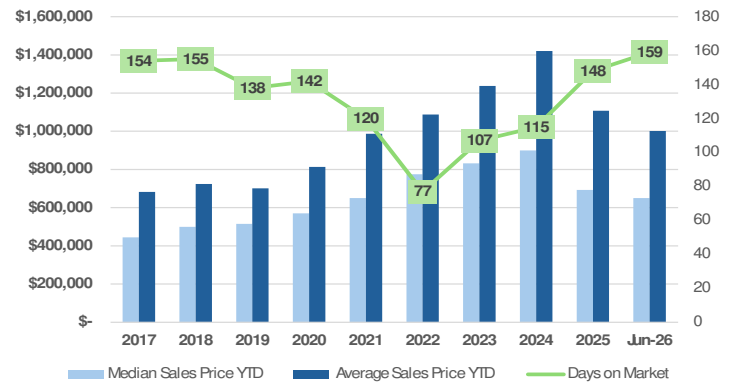


## Median/Average Sales Price. Days on Market. 2017-2026

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 1ST HALF 2026 YTD

# 26%

**SOLD AT OR OVER LIST PRICE**  
vs 30% 1st Half 2025

**32%** of ALL Home Sales Were **CASH** Deals  
vs 32% 1st Half 2025

## CONDO SALES 1ST HALF 2026 YTD

# 18%

**SOLD AT OR OVER LIST PRICE**  
vs 17% 1st Half 2025

**51%** of ALL Condo Sales Were **CASH** Deals  
vs 51% 1st Half 2025



## HIGHEST RECORDED HOME SALES

**#1) 730 LOWER KIMO DR | \$9,875,000**  
3BD/4.5 BA | 7,102 SF | 5.28 ACRE LOT

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

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

**#4) 205 PUA NIU WAY | \$5,950,000**  
5BD/4.5BA | 3,697 SF | 2.77 ACRE LOT

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

