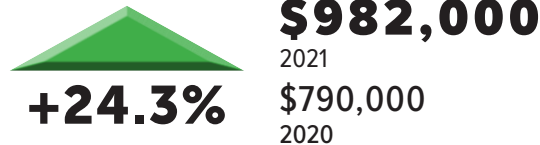


NOVEMBER 2021 VS. NOVEMBER 2020 YEAR-TO-DATE SUMMARY

Single Family Homes 

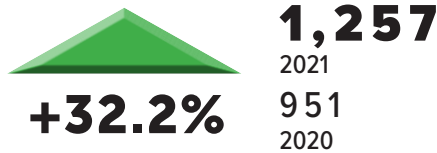
MEDIAN SALES PRICE



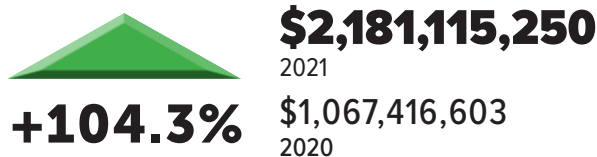
DAYS ON THE MARKET



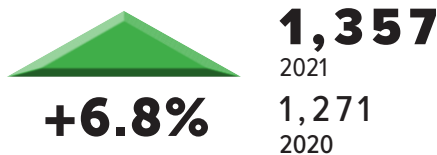
CLOSED SALES



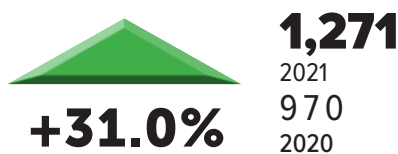
SALES VOLUME



NEW LISTINGS

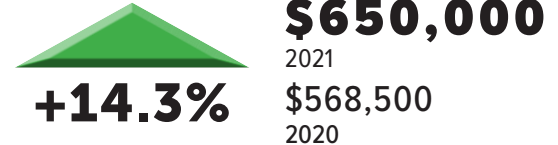


PENDING SALES

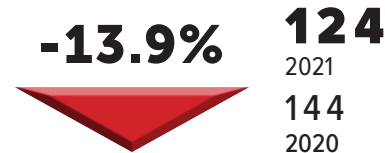


Condominium 

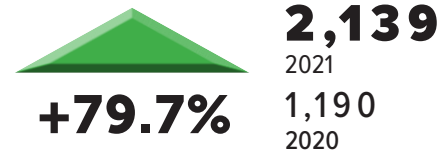
MEDIAN SALES PRICE



DAYS ON THE MARKET



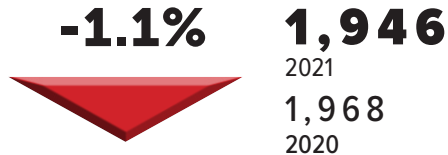
CLOSED SALES



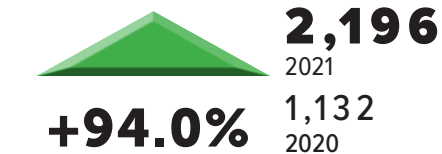
SALES VOLUME



NEW LISTINGS



PENDING SALES



Bonnie McCrystal

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808-868-8673

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YEAR-TO-DATE DETAILS BY REGION
NOVEMBER 2021

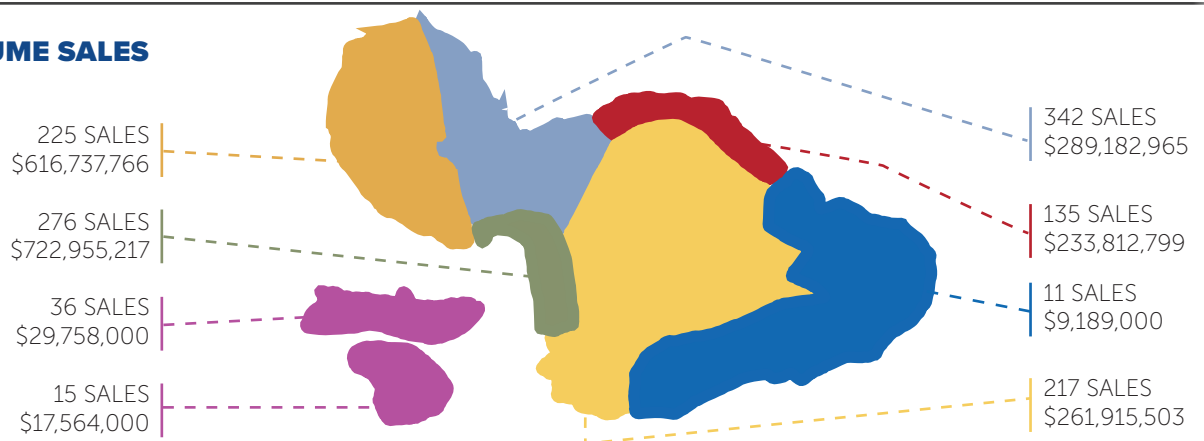
Single Family Homes



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME		
	Sales 2021	Sales 2020	Percent Change	Median 2021	Median 2020	Percent Change	Volume 2021	Volume 2020	Percent Change
CENTRAL									
Kahakuloa	2	--	--	\$1,270,000	--	--	\$2,540,000	--	--
Kahului	126	108	16.7% ▲	\$815,000	\$679,450	19.9% ▲	\$104,666,700	\$76,082,270	37.6% ▲
Wailuku	214	212	0.9% ▲	\$803,625	\$726,833	10.6% ▲	\$181,976,265	\$155,298,363	17.2% ▲
NORTH SHORE									
Haiku	98	88	11.4% ▲	\$1,237,000	\$947,500	30.6% ▲	\$144,011,299	\$102,300,634	40.8% ▲
Sprecklesville/Paia/Kuau	37	18	105.6% ▲	\$1,525,000	\$850,000	79.4% ▲	\$89,801,500	\$17,323,900	418.4% ▲
EAST MAUI									
Hana	10	7	42.9% ▲	\$795,500	\$880,000	-9.6% ▼	\$8,764,000	\$7,983,000	9.8% ▲
Kaupo	--	1	-100.0% ▼	--	\$230,500	--	--	\$230,500	-100.0% ▼
Keanae	--	--	--	--	--	--	--	--	--
Kipahulu	1	--	--	\$425,000	--	--	\$425,000	--	--
Nahiku	--	1	-100.0% ▼	--	\$795,000	--	--	\$795,000	-100.0% ▼
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	84	71	18.3% ▲	\$1,250,000	\$1,000,000	25.0% ▲	\$130,484,850	\$80,543,263	62.0% ▲
Makawao/Olinda/Haliimaile	72	70	2.9% ▲	\$839,500	\$687,250	22.2% ▲	\$69,061,104	\$56,018,300	23.3% ▲
Pukalani	61	42	45.2% ▲	\$904,000	\$774,450	16.7% ▲	\$62,369,549	\$34,065,233	83.1% ▲
SOUTH MAUI									
Kihei	181	136	33.1% ▲	\$985,000	\$845,000	16.6% ▲	\$291,510,500	\$146,629,113	98.8% ▲
Maalaea	1	--	--	\$2,475,000	--	--	\$2,475,000	--	--
Maui Meadows	32	22	45.5% ▲	\$1,610,000	\$1,200,000	34.2% ▲	\$54,371,500	\$29,552,800	84.0% ▲
Wailea/Makena	62	31	100.0% ▲	\$3,599,500	\$2,650,000	35.8% ▲	\$374,598,217	\$108,768,777	244.4% ▲
WEST MAUI									
Honokohau	--	--	--	--	--	--	--	--	--
Kaanapali	52	24	116.7% ▲	\$2,380,750	\$1,932,500	23.2% ▲	\$154,869,166	\$50,748,504	205.2% ▲
Kapalua	27	12	125.0% ▲	\$4,150,000	\$3,063,000	35.5% ▲	\$135,147,500	\$49,892,000	170.9% ▲
Lahaina	78	43	81.4% ▲	\$2,112,500	\$1,310,000	61.3% ▲	\$195,241,173	\$77,582,556	151.7% ▲
Napili/Kahana/Honokowai	65	23	182.6% ▲	\$1,115,000	\$1,083,750	2.9% ▲	\$110,829,927	\$49,769,390	122.7% ▲
Olowalu	3	1	200.0% ▲	\$7,050,000	\$1,125,000	526.7% ▲	\$20,650,000	\$1,125,000	1,735.6% ▲
LANAI & MOLOKAI									
Lanai	15	16	-6.3% ▼	\$700,000	\$442,500	58.2% ▲	\$17,564,000	\$11,090,500	58.4% ▲
Molokai	36	25	44.0% ▲	\$535,000	\$475,000	12.6% ▲	\$29,758,000	\$11,617,500	156.1% ▲

TOTAL UNIT & VOLUME SALES

By Region



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YEAR-TO-DATE DETAILS BY REGION

NOVEMBER 2021

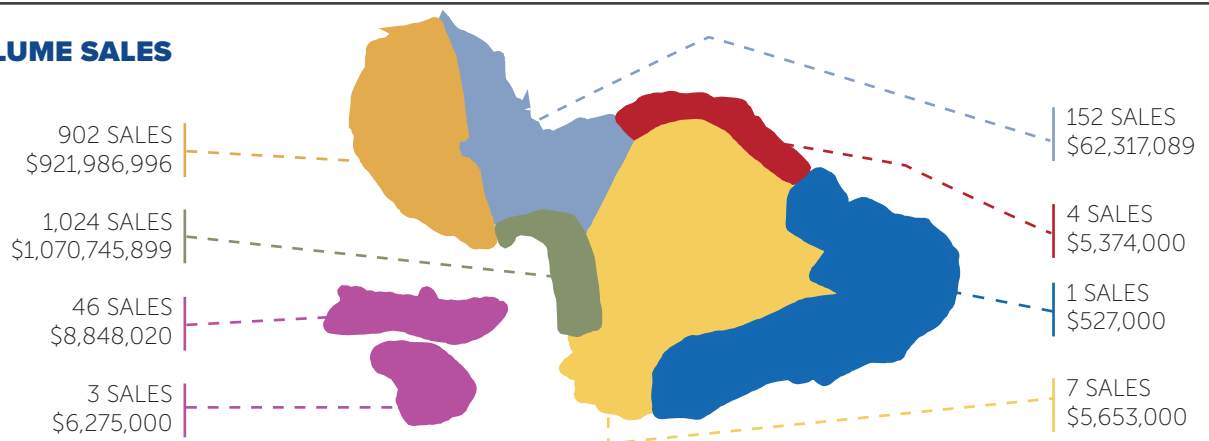
Condominiums



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME		
	Sales 2021	Sales 2020	Percent Change	Median 2021	Median 2020	Percent Change	Volume 2021	Volume 2020	Percent Change
CENTRAL									
Kahakuloa	--	--	--	--	--	--	--	--	--
Kahului	30	33	-9.1% ▼	\$169,500	\$140,000	21.1% ▲	\$6,276,000	\$5,070,700	23.8% ▲
Wailuku	122	81	50.6% ▲	\$426,000	\$395,000	7.8% ▲	\$56,041,089	\$34,586,898	62.0% ▲
NORTH SHORE									
Haiku	--	--	--	--	--	--	--	--	--
Spreecklesville/Paia/Kuau	4	2	100.0% ▲	\$602,500	\$461,500	30.6% ▲	\$5,374,000	\$923,000	482.2% ▲
EAST MAUI									
Hana	1	--	--	\$527,000	--	--	\$527,000	--	--
Kaupo	--	--	--	--	--	--	--	--	--
Keanae	--	--	--	--	--	--	--	--	--
Kipahulu	--	--	--	--	--	--	--	--	--
Nahiku	--	--	--	--	--	--	--	--	--
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	--	--	--	--	--	--	--	--	--
Makawao/Olinda/Haliimaile	--	--	--	--	--	--	--	--	--
Pukalani	7	8	-12.5% ▼	\$726,000	\$644,950	12.6% ▲	\$5,653,000	\$5,441,900	3.9% ▲
SOUTH MAUI									
Kihei	678	390	73.8% ▲	\$560,000	\$480,000	16.7% ▲	\$435,978,887	\$227,727,142	91.4% ▲
Maalaea	55	44	25.0% ▲	\$480,000	\$444,500	8.0% ▲	\$26,997,900	\$20,152,450	34.0% ▲
Maui Meadows	--	--	--	--	--	--	--	--	--
Wailea/Makena	291	130	123.8% ▲	\$1,510,000	\$1,525,000	-1.0% ▼	\$607,769,112	\$362,416,700	67.7% ▲
WEST MAUI									
Honokohau	--	--	--	--	--	--	--	--	--
Kaanapali	225	146	54.1% ▲	\$970,000	\$1,080,000	-10.2% ▼	\$303,568,298	\$198,610,531	52.8% ▲
Kapalua	135	27	400.0% ▲	\$1,187,500	\$1,095,000	8.4% ▲	\$263,664,781	\$46,510,000	466.9% ▲
Lahaina	141	139	1.4% ▲	\$579,000	\$602,494	-3.9% ▼	\$113,010,045	\$100,937,372	12.0% ▲
Napili/Kahana/Honokowai	401	168	138.7% ▲	\$540,000	\$499,000	8.2% ▲	\$241,743,872	\$89,608,697	169.8% ▲
Olowalu	--	--	--	--	--	--	--	--	--
LANAI & MOLOKAI									
Lanai	3	3	0.0% =	\$1,500,000	\$850,000	76.5% ▲	\$6,275,000	\$3,408,000	84.1% ▲
Molokai	46	19	142.1% ▲	\$171,460	\$170,000	0.9% ▲	\$8,848,020	\$3,378,500	161.9% ▲

TOTAL UNIT & VOLUME SALES

By Region



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YEAR-TO-DATE DETAILS BY REGION
NOVEMBER 2021

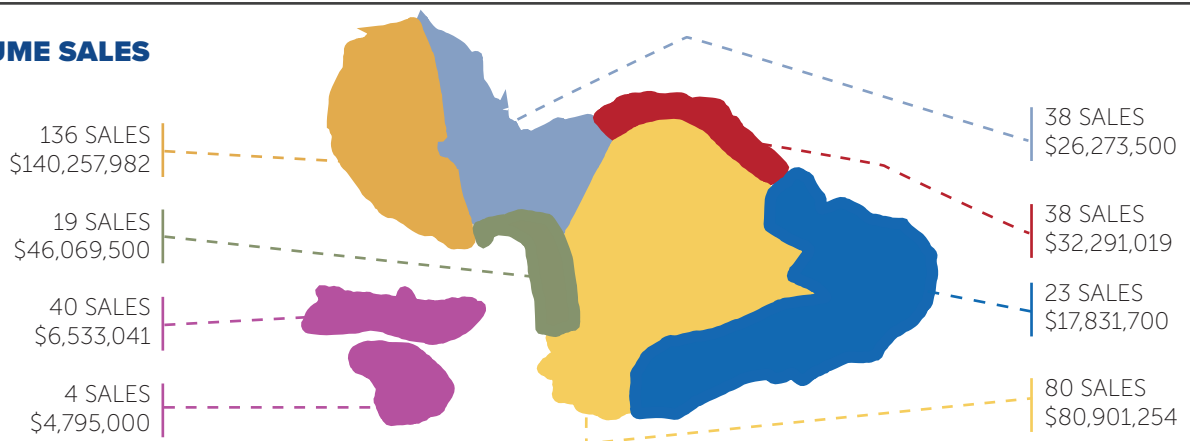
Vacant Land



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME			
	Sales 2021	Sales 2020	Percent Change	Median 2021	Median 2020	Percent Change	Volume 2021	Volume 2020	Percent Change	
CENTRAL										
Kahakuloa	2	6	-66.7% ▼	\$395,000	\$433,750	-8.9% ▼	\$790,000	\$2,961,000	-73.3% ▼	
Kahului	--	3	-100.0% ▼	--	\$280,000	--	--	\$885,000	-100.0% ▼	
Wailuku	36	19	89.5% ▲	\$632,500	\$375,000	68.7% ▲	\$25,483,500	\$8,379,000	204.1% ▲	
NORTH SHORE										
Haiku	36	44	-18.2% ▼	\$625,000	\$463,750	34.8% ▲	\$30,376,019	\$26,377,087	15.2% ▲	
Sprecklesville/Paia/Kuau	2	2	0.0% =	\$957,500	\$2,275,000	-57.9% ▼	\$1,915,000	\$4,550,000	-57.9% ▼	
EAST MAUI										
Hana	19	8	137.5% ▲	\$526,250	\$587,000	-10.3% ▼	\$16,258,700	\$6,773,000	140.1% ▲	
Kaupo	2	--	--	\$462,500	--	--	\$925,000	--	--	
Keanae	--	--	--	--	--	--	--	--	--	
Kipahulu	--	1	-100.0% ▼	--	\$444,000	--	--	\$444,000	-100.0% ▼	
Nahiku	2	--	--	\$324,000	--	--	\$648,000	--	--	
UPCOUNTRY										
Kula/Ulupalakua/Kanaio	47	40	17.5% ▲	\$900,000	\$541,000	66.4% ▲	\$47,276,320	\$33,387,850	41.6% ▲	
Makawao/Olinda/Haliimaile	25	8	212.5% ▲	\$500,000	\$495,000	1.0% ▲	\$29,897,934	\$4,825,000	519.6% ▲	
Pukalani	8	6	33.3% ▲	\$432,500	\$397,500	8.8% ▲	\$3,727,000	\$2,729,500	36.5% ▲	
SOUTH MAUI										
Kihei	3	5	-40.0% =	\$657,500	\$475,000	38.4% ▲	\$1,834,500	\$2,800,000	-34.5% ▼	
Maalaea	1	0	--	\$1,100,000	--	--	\$1,100,000	\$0	--	
Maui Meadows	1	1	0.0% =	\$500,000	\$455,000	9.9% ▲	\$500,000	\$455,000	9.9% ▲	
Wailea/Makena	14	8	75.0% ▲	\$2,232,500	\$799,000	179.4% ▲	\$42,635,000	\$11,944,000	257.0% ▲	
WEST MAUI										
Honokohau	--	--	--	--	--	--	--	--	--	
Kaanapali	52	8	550.0% ▲	\$550,000	\$451,788	21.7% ▲	\$34,860,007	\$4,223,075	725.5% ▲	
Kapalua	57	7	714.3% ▲	\$975,000	\$825,000	18.2% ▲	\$64,065,000	\$12,975,000	393.8% ▲	
Lahaina	15	4	275.0% ▲	\$1,150,000	\$1,527,250	-24.7% ▼	\$20,146,000	\$5,129,500	292.7% ▲	
Napili/Kahana/Honokowai	7	--	--	\$500,000	--	--	\$3,186,975	--	--	
Olowalu	5	1	400.0% ▲	\$3,600,000	\$475,000	657.9% ▲	\$18,000,000	\$475,000	3,689.5% ▲	
LANAI & MOLOKAI										
Lanai	4	--	--	\$1,175,000	--	--	\$4,795,000	--	--	
Molokai	40	10	300.0% ▲	\$140,000	\$117,500	19.1% ▲	\$6,533,041	\$1,868,500	249.6% ▲	

TOTAL UNIT & VOLUME SALES

By Region



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