

# MAUI RESIDENTIAL STATISTICS

# FEBRUARY 2020



February 2020 YTD vs February 2019 YTD

**RESIDENTIAL**

**\$754,180 (NC)**  
Median Sales Price

**\$970,705 (-8%)**  
Average Sales Price

**CONDOMINIUM**

**\$555,000 (+6%)**  
Median Sales Price

**\$684,130 (2%)**  
Average Sales Price

**VACANT LAND**

**\$390,000 (-21%)**  
Median Sales Price

**\$533,614 (-50%)**  
Average Sales Price

**RESIDENTIAL**

**TOP 10 AREAS**  
Total Dollar Volume

Wailuku	• \$33,924,338
Kihei	• \$25,448,904
Lahaina	• \$19,773,219
Kahului	• \$11,620,750
Kula/Ulu/Kanaio	• \$11,070,500
Mak/Oli/Hali	• \$9,878,550
Wailea/Makena	• \$8,810,000
Haiku	• \$8,549,000
Pukalani	• \$6,846,500
Nap/Kah/Honokowai	• \$6,470,000

**168**  
**HOMES SOLD**  
(+18% vs 2019)

**RESIDENTIAL**

**NUMBER OF SALES**  
By Districts

Central	• 66
South	• 31
Upcountry	• 31
West Maui	• 21
North Shore	• 12
Lanai/Molokai	• 7
East	• 0

**261**  
**CONDOS SOLD**  
(+4% vs 2019)

**CONDOMINIUM**

**NUMBER OF SALES**  
By Districts

South	• 122
West Maui	• 102
Central	• 28
Lanai/Molokai	• 8
North Shore	• 0
Upcountry	• 1
East	• 0

**CONDOMINIUM**

**TOP 10 AREAS**  
Total Dollar Volume

Kihei	• \$58,336,304
Nap/Kah/Honokowai	• \$27,955,473
Kaanapali	• \$25,633,250
Wailea/Makena	• \$23,381,000
Lahaina	• \$14,409,930
Wailuku	• \$10,149,950
Kapalua	• \$8,240,000
Maalaea	• \$4,900,000
Lanai	• \$3,408,000

**25**  
**LAND SOLD**  
(-11% vs 2019)

**VACANT LAND**

**NUMBER OF SALES**  
By Districts

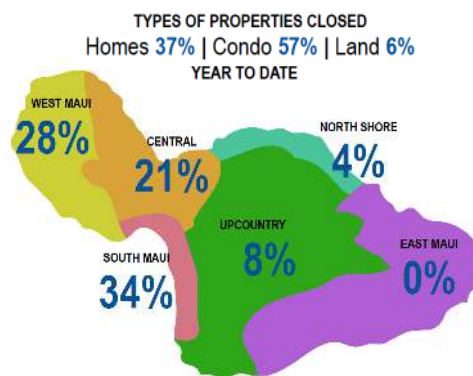
Upcountry	• 6
North Shore	• 6
South	• 1
West Maui	• 5
Central	• 3
East	• 2
Lanai/Molokai	• 2

**VACANT LAND**

**TOP 10 AREAS**  
Total Dollar Volume

Haiku	• \$4,624,500
Kula/Ulu/Kanaio	• \$3,506,850
Kapalua	• \$1,600,000
Hana	• \$1,225,000
Kaanapali	• \$720,000
Molokai	• \$425,000
Wailuku	• \$399,000
Lahaina	• \$375,000
Kihei	• \$240,000
Kahului	• \$225,000

**PERCENTAGE OF SALES CLOSED**



**MEDIAN DAYS ON MARKET**

<b>RESIDENTIAL</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
<b>92</b>	<b>91</b>	<b>148</b>

# February 2020 YTD vs February 2019 YTD

<b>RESIDENTIAL</b> YEAR-OVER-YEAR	<b>168</b> TOTAL NUMBER OF SALES 2020	<b>\$754,180</b> MEDIAN SALES PRICE 2020	<b>\$163,882,761</b> TOTAL DOLLAR VOLUME 2020
	<b>142</b> TOTAL NUMBER OF SALES 2019	<b>\$751,425</b> MEDIAN SALES PRICE 2019	<b>\$149,116,537</b> TOTAL DOLLAR VOLUME 2019
	<b>18%</b>	<b>0%</b>	<b>10%</b>

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
<b>CENTRAL</b>									
Kahakuloa	0	0	--	--	--	--	0	0	--
Kahului	18	18	0%	\$630,000	\$640,000	-2%	11,620,750	11,730,000	-1%
Wailuku	48	26	85%	\$735,000	\$622,500	18%	33,924,338	16,934,014	100%
<b>EAST</b>									
Hana	0	0	--	--	--	--	\$0	\$0	--
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
<b>NORTH SHORE</b>									
Haiku	9	9	0%	\$990,000	\$670,000	48%	8,549,000	6,513,000	31%
Sprecks/Paia/Kuau	3	3	0%	\$975,000	\$720,000	35%	4,225,000	2,807,125	51%
<b>SOUTH</b>									
Kihei	24	22	9%	\$782,500	\$855,000	-9%	25,448,904	20,359,050	25%
Maalaea	0	0	--	--	--	--	0	0	--
Maui Meadows	3	2	50%	\$1,230,000	\$1,275,000	-4%	3,605,000	2,550,000	41%
Wailea/Makena	4	4	0%	\$2,140,000	\$1,800,000	19%	8,810,000	7,131,000	24%
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	11	10	10%	\$950,000	\$1,222,500	-22%	11,070,500	11,455,000	-3%
Makawao/Olinda/Haliimaile	10	13	-23%	\$826,250	\$735,000	12%	9,878,550	14,748,129	-33%
Pukalani	10	7	43%	\$694,500	\$782,000	-11%	6,846,500	6,080,000	13%
<b>WEST</b>									
Kaanapali	3	6	-50%	\$2,100,000	\$1,717,000	22%	5,975,000	11,382,000	-48%
Kapalua	2	3	-33%	\$2,235,000	\$2,600,000	-14%	4,470,000	6,939,020	-36%
Lahaina	10	11	-9%	\$1,025,000	\$753,000	36%	19,773,219	17,782,999	11%
Napili/Kahana/Honokowai	6	2	200%	\$900,000	\$4,925,000	-82%	6,470,000	9,850,000	-34%
Olowalu	0	0	--	--	--	--	0	0	--
<b>LANAI - MOLOKAI</b>									
Lanai	4	0	--	\$453,500	--	--	1,776,000	0	--
Molokai	3	6	-50%	\$475,000	\$499,850	-5%	1,440,000	2,855,200	-50%
<b>MAUI SUMMARY</b>	<b>168</b>	<b>142</b>	<b>18%</b>	<b>\$754,180</b>	<b>\$751,425</b>	<b>0%</b>	<b>\$163,882,761</b>	<b>\$149,116,537</b>	<b>10%</b>

DISTRICT	2020	2019	Percentage Change
CENTRAL	\$45,545,088	\$28,664,014	59%
SOUTH	\$37,863,904	\$30,040,050	26%
WEST	\$36,688,219	\$45,954,019	-20%
UPCOUNTRY	\$27,795,550	\$32,283,129	-14%
NORTH SHORE	\$12,774,000	\$9,320,125	37%
LANAI/MOLOKAI	\$3,216,000	\$2,855,200	13%
EAST	\$0	\$0	-
<b>TOTAL</b>	<b>\$118,337,673</b>	<b>120,452,523</b>	<b>-2%</b>

DISTRICT	2020	2019	Percentage Change
CENTRAL	66	44	50%
SOUTH	31	28	11%
UPCOUNTRY	31	30	3%
WEST	21	22	-5%
NORTH SHORE	12	12	0%
LANAI/MOLOKAI	7	6	17%
EAST	0	0	-
<b>TOTAL</b>	<b>168</b>	<b>142</b>	<b>18%</b>

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

www.FidelityMaui.com

# February 2020 YTD vs February 2019 YTD

<b>CONDOMINIUM</b> YEAR-OVER-YEAR	<b>261</b> TOTAL NUMBER OF SALES 2020	 <b>4%</b>	<b>\$555,000</b> MEDIAN SALES PRICE 2020	 <b>6%</b>	<b>\$178,557,907</b> TOTAL DOLLAR VOLUME 2020	 <b>6%</b>
	<b>251</b> TOTAL NUMBER OF SALES 2019	<b>\$525,902</b> MEDIAN SALES PRICE 2019	<b>\$168,081,076</b> TOTAL DOLLAR VOLUME 2019			

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
<b>CENTRAL</b>									
Kahului	5	1	400%	\$145,000	\$322,000	-55%	691,000	322,000	115%
Wailuku	23	23	0%	\$380,000	\$534,150	-29%	10,149,950	11,318,275	-10%

<b>EAST</b>									
Hana	0	0	--	--	--	--	\$0	\$0	--

<b>NORTH SHORE</b>									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--

<b>SOUTH</b>									
Kihei	89	95	-6%	\$540,000	\$490,000	10%	58,336,304	51,893,124	12%
Maalaea	13	7	86%	\$330,000	\$460,000	-28%	4,900,000	3,547,500	38%
Wailea/Makena	20	24	-17%	\$1,017,500	\$1,297,050	-22%	23,381,000	34,249,600	-32%

<b>UPCOUNTRY</b>									
Pukalani	1	0	--	\$600,000	--	--	600,000	0	--

<b>WEST</b>									
Kaanapali	26	21	24%	\$812,500	\$774,000	5%	25,633,250	21,192,500	21%
Kapalua	5	10	-50%	\$1,200,000	\$975,000	23%	8,240,000	15,059,500	-45%
Lahaina	24	24	0%	\$585,000	\$429,529	36%	14,409,930	10,410,930	38%
Napili/Kahana/Honokowai	47	39	21%	\$530,000	\$450,000	18%	27,955,473	18,956,047	48%

<b>LANAI - MOLOKAI</b>									
Lanai	3	0	--	\$850,000	--	--	3,408,000	0	--
Molokai	5	7	-29%	\$163,000	\$150,000	9%	853,000	1,131,600	-25%

<b>MAUI SUMMARY</b>	<b>261</b>	<b>251</b>	<b>4%</b>	<b>\$555,000</b>	<b>\$525,902</b>	<b>6%</b>	<b>\$178,557,907</b>	<b>\$168,081,076</b>	<b>6%</b>
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FEBRUARY 2020 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2020	2019	Percentage Change
SOUTH	\$86,617,304	89,690,224	-3%
WEST	\$76,238,653	65,618,977	16%
CENTRAL	\$10,840,950	11,640,275	-7%
LANAI/MOLOKAI	\$4,261,000	1,131,600	277%
NORTH SHORE	\$0	0	-
UPCOUNTRY	\$600,000	0	-
EAST	\$0	0	-
<b>TOTAL</b>	<b>\$178,557,907</b>	<b>168,081,076</b>	<b>6%</b>

FEBRUARY 2020 YTD NUMBER OF SALES			
DISTRICT	2020	2019	Percentage Change
SOUTH	122	126	-3%
WEST	102	94	9%
CENTRAL	28	24	17%
LANAI/MOLOKAI	8	7	14%
NORTH SHORE	0	0	-
UPCOUNTRY	1	0	-
EAST	0	0	-
<b>TOTAL</b>	<b>261</b>	<b>251</b>	<b>4%</b>

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

[www.FidelityMaui.com](http://www.FidelityMaui.com)

# February 2020 YTD vs February 2019 YTD

<b>VACANT LAND</b> YEAR-OVER-YEAR	<b>25</b> TOTAL NUMBER OF SALES 2020	<b>\$390,000</b> MEDIAN SALES PRICE 2020	<b>\$13,340,350</b> TOTAL DOLLAR VOLUME 2020
	<b>28</b> TOTAL NUMBER OF SALES 2019	<b>\$492,438</b> MEDIAN SALES PRICE 2019	<b>\$29,210,875</b> TOTAL DOLLAR VOLUME 2019

**-11%**

**-21%**

**-54%**

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
<b>CENTRAL</b>									
Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	1	0	--	\$225,000	--	--	\$225,000	\$0	--
Wailuku	2	2	0%	\$199,500	\$252,500	-21%	\$399,000	\$505,000	-21%
<b>EAST</b>									
Hana	2	2	0%	\$612,500	\$483,000	27%	\$1,225,000	\$966,000	27%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
<b>NORTH SHORE</b>									
Haiku	6	6	0%	\$543,750	\$487,563	12%	\$4,624,500	\$2,860,375	62%
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--
<b>SOUTH</b>									
Kihei	1	3	-67%	\$240,000	\$475,000	-50%	\$240,000	\$1,883,000	-87%
Maui Meadows	0	1	-100%	--	\$316,000	--	\$0	\$316,000	-100%
Wailea/Makena	0	3	-100%	--	\$737,500	--	\$0	\$14,337,500	-100%
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	6	5	20%	\$529,000	\$490,000	8%	\$3,506,850	\$2,453,000	43%
Makawao/Olinda/Haliimaile	0	1	-100%	--	\$400,000	--	\$0	\$400,000	-100%
Pukalani	0	0	--	--	--	--	\$0	\$0	--
<b>WEST</b>									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	2	2	0%	\$360,000	\$757,500	-53%	\$720,000	\$1,515,000	-53%
Kapalua	2	0	--	\$800,000	--	--	\$1,600,000	\$0	--
Lahaina	1	2	-50%	\$375,000	\$1,825,000	-80%	\$375,000	\$3,650,000	-90%
Napili/Kahana/Honokowai	0	0	--	--	--	--	\$0	\$0	--
Olowalu	0	0	--	--	--	--	\$0	\$0	--
<b>LANAI - MOLOKAI</b>									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	2	1	100%	\$212,500	\$325,000	-35%	\$425,000	\$325,000	31%
<b>MAUI SUMMARY</b>	<b>25</b>	<b>28</b>	<b>-11%</b>	<b>\$390,000</b>	<b>\$492,438</b>	<b>-21%</b>	<b>\$13,340,350</b>	<b>\$29,210,875</b>	<b>-54%</b>

FEBRUARY 2020 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2020	2019	Percentage Change
NORTH SHORE	\$4,624,500	\$2,860,375	62%
UPCOUNTRY	\$3,506,850	\$2,853,000	23%
WEST	\$2,695,000	\$5,165,000	-48%
EAST	\$1,225,000	\$966,000	27%
CENTRAL	\$624,000	\$505,000	24%
LANAI/MOLOKAI	\$425,000	\$325,000	31%
SOUTH	\$240,000	\$16,536,500	-99%
<b>TOTAL</b>	<b>\$13,340,350</b>	<b>\$29,210,875</b>	<b>-54%</b>

FEBRUARY 2020 YTD NUMBER OF SALES			
DISTRICT	2020	2019	Percentage Change
UPCOUNTRY	6	6	0%
NORTH SHORE	6	6	0%
WEST	5	4	25%
CENTRAL	3	2	50%
EAST	2	2	0%
LANAI/MOLOKAI	2	1	100%
SOUTH	1	7	-86%
<b>TOTAL</b>	<b>25</b>	<b>28</b>	<b>-11%</b>

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

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# MAUI DISTRICTS

February 2020 YTD vs February 2019 YTD

# FEBRUARY 2020

CENTRAL			
<b>HOMES</b>			
Number of Sales	66		50%
Total Dollar Transactions	\$45,545,088		59%
<b>CONDO</b>			
Number of Sales	28		17%
Total Dollar Transactions	\$10,840,950		-7%
<b>LAND</b>			
Number of Sales	3		50%
Total Dollar Transactions	\$624,000		24%

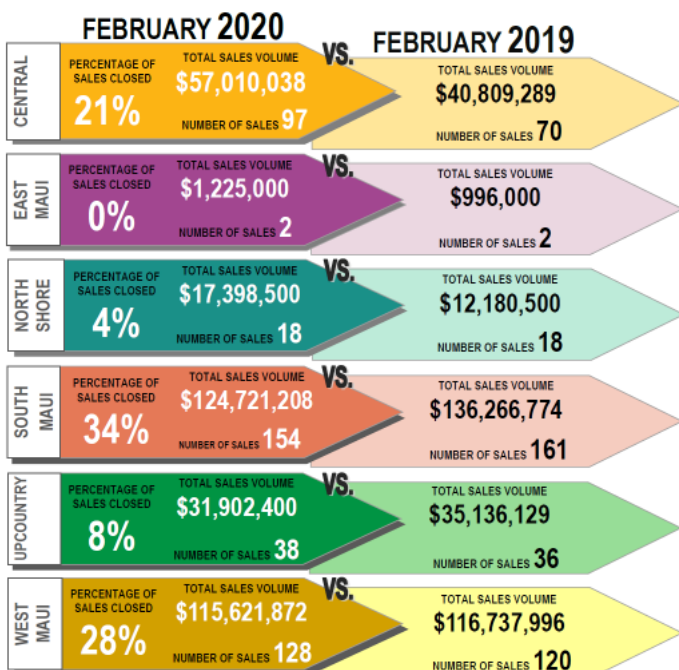
NORTH SHORE			
<b>HOMES</b>			
Number of Sales	12		NA
Total Dollar Transactions	\$12,774,000		37%
<b>CONDO</b>			
Number of Sales	0		0%
Total Dollar Transactions	\$0		0%
<b>LAND</b>			
Number of Sales	6		N
Total Dollar Transactions	\$4,624,500		62%

WEST MAUI			
<b>HOMES</b>			
Number of Sales	21		-5%
Total Dollar Transactions	\$36,688,219		-20%
<b>CONDO</b>			
Number of Sales	102		9%
Total Dollar Transactions	\$76,238,653		16%
<b>LAND</b>			
Number of Sales	5		25%
Total Dollar Transactions	\$2,695,000		-48%

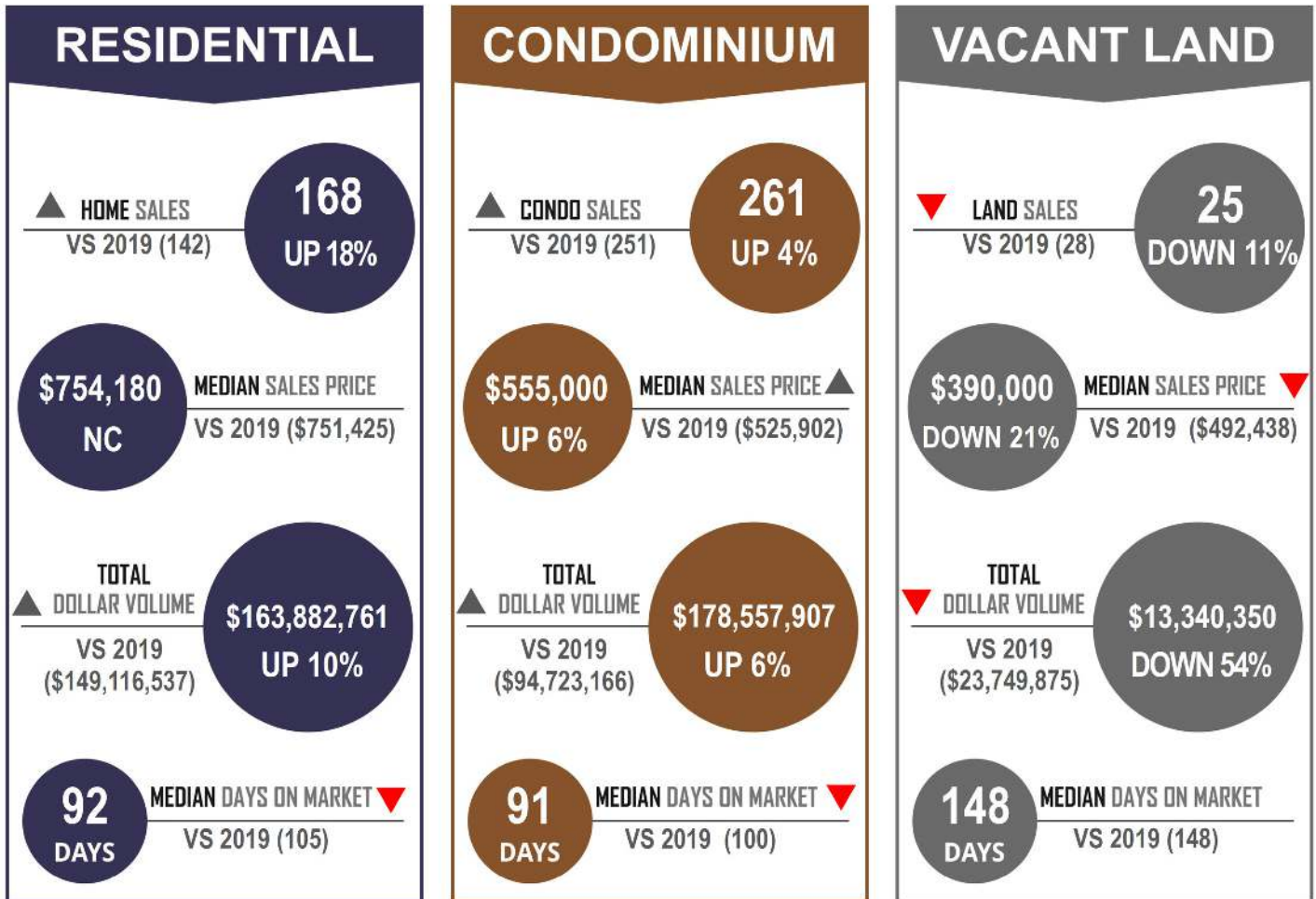
EAST MAUI			
<b>HOMES</b>			
Number of Sales	0		0%
Total Dollar Transactions	\$0		0%
<b>CONDO</b>			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
<b>LAND</b>			
Number of Sales	2		0%
Total Dollar Transactions	\$1,225,000		27%

SOUTH MAUI			
<b>HOMES</b>			
Number of Sales	31		11%
Total Dollar Transactions	\$37,863,904		26%
<b>CONDO</b>			
Number of Sales	122		-3%
Total Dollar Transactions	\$86,617,304		-3%
<b>LAND</b>			
Number of Sales	1		-86%
Total Dollar Transactions	\$240,000		-99%

UPCOUNTRY			
<b>HOMES</b>			
Number of Sales	31		3%
Total Dollar Transactions	\$27,795,550		-14%
<b>CONDO</b>			
Number of Sales	1		NA
Total Dollar Transactions	\$600,000		0%
<b>LAND</b>			
Number of Sales	6		NA
Total Dollar Transactions	\$3,506,850		23%



- CENTRAL**  
Kahakuloa, Kahului, Wailuku
- EAST MAUI**  
Hana, Kaupo, Kipahulu, Nahiku
- NORTH SHORE**  
Haiku, Sprecks/Paia/Kuau
- SOUTH MAUI**  
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- UPCOUNTRY**  
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- WEST MAUI**  
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai, Olowalu



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## State of Hawaii Conveyance Tax Law

The tax imposed by section 247-1 shall be based on the actual and full consideration (whether cash or otherwise, including any promise, act, forbearance, property interest, value, gain, advantage, benefit, or profit), paid or to be paid for all transfers or conveyance of realty or any interest therein, that shall include any liens or encumbrances thereon at the time of sale, lease, sublease, assignment, transfer, or conveyance, and shall be at the following rates:

BASIS AND RATE OF CONVEYANCE TAX			
CONSIDERATION PAID		Scale #1:	Scale #2:
At Least	But Less Than	Applies to all transfers or conveyance of realty or any interest therein, for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowner's exemption. (increments of \$100 of sale price will be added proportionately to tax)	Applies to sales of condominium or single family residence where the purchaser is not eligible for the county homeowner's exemption. (increments of \$100 of sale price will be added proportionately to tax)
\$0	\$600,000	10¢	15¢
\$600,000	\$1 Million	20¢	25¢
\$1 Million	\$2 Million	30¢	40¢
\$2 Million	\$4 Million	50¢	60¢
\$4 Million	\$6 Million	70¢	85¢
\$6 million	\$10 million	90¢	\$1.10
\$10 Million and Above		\$1.00	\$1.25

This information is presented for informational purposes only and is deemed reliable but is not guaranteed.