

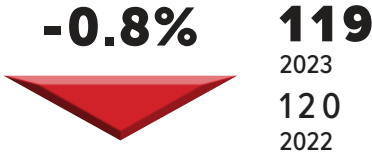
**JANUARY 2023 VS. JANUARY 2022** YEAR-TO-DATE SUMMARY

Single Family Homes 

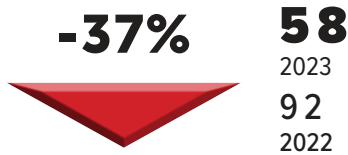
**MEDIAN SALES PRICE**



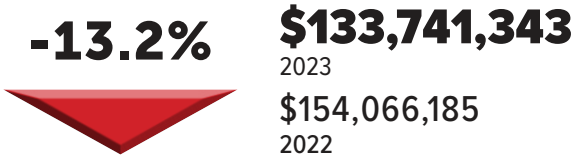
**DAYS ON THE MARKET**



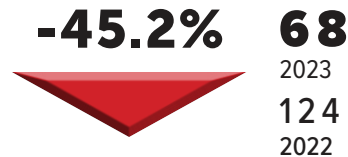
**CLOSED SALES**



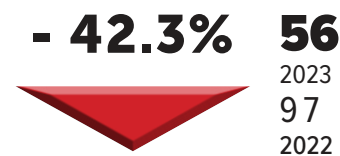
**SALES VOLUME**



**NEW LISTINGS**

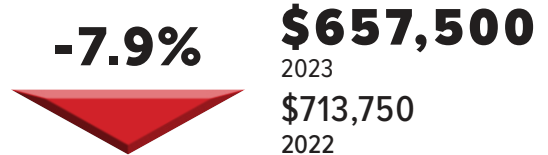


**PENDING SALES**

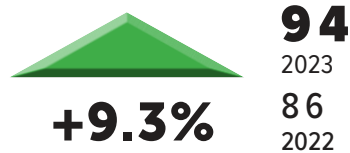


Condominium 

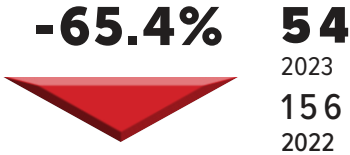
**MEDIAN SALES PRICE**



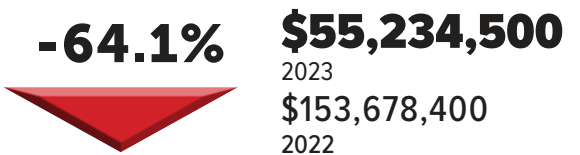
**DAYS ON THE MARKET**



**CLOSED SALES**



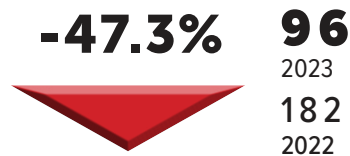
**SALES VOLUME**



**NEW LISTINGS**



**PENDING SALES**



Darnell Hookano



Paula Arakawa



Lynette Alpa



Robyn Delapinia



Kyoko Wills



Dawn DeRego



RYAN SHERWOOD  
Account Executive  
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(808) 875-9110

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YEAR-TO-DATE DETAILS BY REGION

## JANUARY 2023

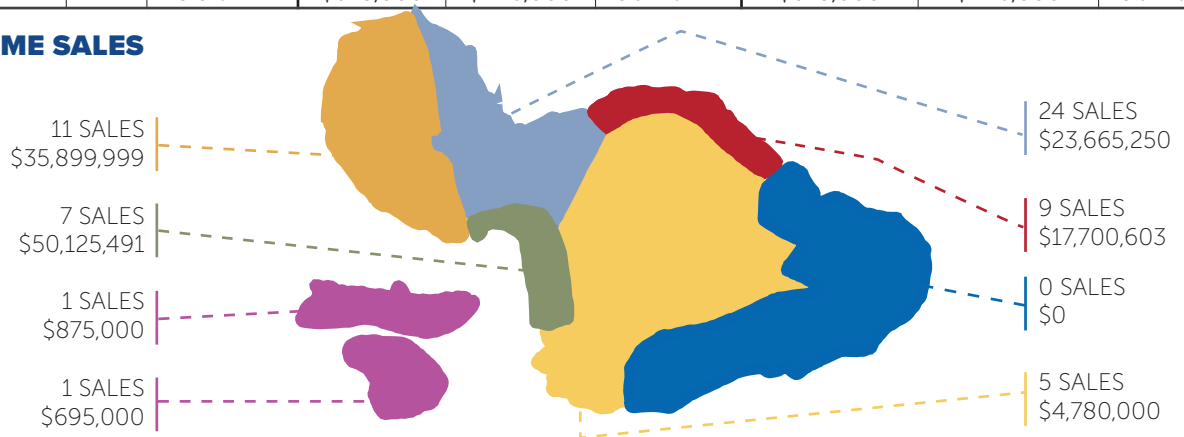
### Single Family Homes



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME		
	Sales 2023	Sales 2022	Percent Change	Median 2023	Median 2022	Percent Change	Volume 2023	Volume 2022	Percent Change
<b>CENTRAL</b>									
Kahakuloa	0	0	0.0%	--	--	--	0	\$0	--
Kahului	10	10	0.0%	\$922,500	\$857,000	7.6% ▲	\$9,405,750	\$8,139,000	15.6% ▲
Wailuku	14	15	-6.7% ▼	\$975,000	\$845,650	15.3% ▲	\$14,259,500	\$13,520,969	5.5% ▲
<b>NORTH SHORE</b>									
Haiku	8	7	14.3% ▲	\$1,063,500	\$1,063,500	36.1% ▲	\$15,128,000	\$8,816,100	71.6% ▲
Sprecklesville/Paia/Kuau	1	2	-50.0% ▼	\$2,572,603	\$2,630,000	-2.2% ▼	\$2,572,603	\$5,260,000	-51.1% ▼
<b>EAST MAUI</b>									
Hana	0	1	-100.0% ▼	--	\$2,800,000	-- ▲	\$0	\$2,800,000	-100.0% ▼
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kearnae	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	3	4	-25.0% ▼	\$1,450,000	\$2,223,500	-34.8% ▼	\$3,430,000	\$9,807,000	-65.0% ▼
Makawao/Olinda/Haliimaile	2	13	-84.6% ▼	\$675,000	\$870,000	-22.4% ▼	\$1,350,000	\$13,200,316	-89.8% ▼
Pukalani	0	3	-100.0% ▼	--	\$750,000	-- ▲	\$0	\$3,120,000	-100.0% ▼
<b>SOUTH MAUI</b>									
Kihei	3	14	-78.6% ▼	\$1,800,000	\$1,272,500	41.5% ▲	\$5,695,000	\$19,850,000	-71.3% ▼
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	1	5	-80.0% ▼	\$3,607,000	\$1,995,000	80.8% ▲	\$3,607,000	\$10,188,800	-64.6% ▼
Wailea/Makena	3	5	-40.0% ▼	\$5,700,000	\$3,295,000	73.0% ▲	\$40,823,491	\$24,660,000	65.5% ▲
<b>WEST MAUI</b>									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	0	3	-100.0% ▼	--	\$3,000,000	--	\$0	\$10,140,000	-100.0% ▼
Kapalua	2	2	0.0%	\$4,962,500	\$4,087,500	21.4% ▲	\$9,925,000	\$8,175,000	21.4% ▲
Lahaina	5	4	25.0% ▲	\$2,100,000	\$1,925,000	9.1% ▲	\$20,125,000	\$7,745,000	159.8% ▲
Napili/Kahana/Honokowai	4	3	33.3% ▲	\$1,525,000	\$1,699,000	-10.2% ▼	\$5,849,999	\$8,198,000	-28.6% ▼
Olowalu	0	0	--	--	--	--	\$0	\$0	--
<b>LANAI &amp; MOLOKAI</b>									
Lanai	1	0	-- ▼	\$695,000	--	--	\$695,000	\$0	-- ▼
Molokai	1	1	0.0% =	\$875,000	\$446,000	96.2% ▲	\$875,000	\$446,000	96.2% ▲

### TOTAL UNIT & VOLUME SALES

#### By Region



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YEAR-TO-DATE DETAILS BY REGION

## JANUARY 2023

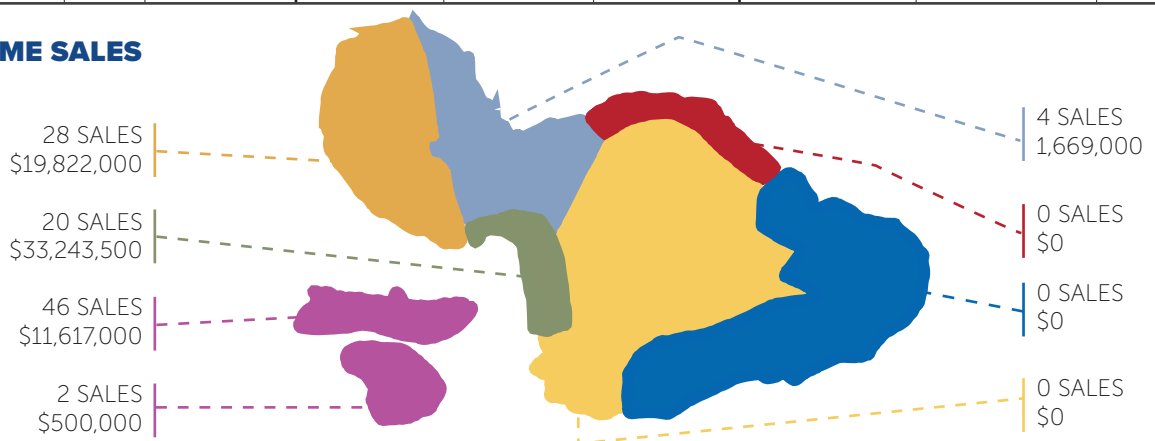
### Condominiums



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME		
	Sales 2023	Sales 2022	Percent Change	Median 2023	Median 2022	Percent Change	Volume 2023	Volume 2022	Percent Change
<b>CENTRAL</b>									
Kahakuloa	0	0	--	--	--	--	-	-	--
Kahului	2	4	-50.0% ▼	\$260,000	\$155,500	67.2% ▲	\$0	\$0	--
Wailuku	2	9	-77.8% ▼	\$574,500	\$756,000	-24.0% ▼	\$520,000	\$647,000	-19.6% ▼
<b>NORTH SHORE</b>									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecklesville/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--
<b>EAST MAUI</b>									
	0	1	-100.0% ▼	--	\$675,000	--	\$0	\$675,000	-100.0% ▼
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Keanae	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	0	0	--	--	--	--	\$0	\$0	--
Makawao/Olinda/Haliimaile	0	0	--	--	--	--	\$0	\$0	--
Pukalani	0	0	--	--	--	--	\$0	\$0	--
<b>SOUTH MAUI</b>									
Kihei	13	59	-78.0% ▼	\$770,000	\$652,500	18.0% ▲	\$12,407,500	\$43,035,900	-71.2% ▼
Maalaea	3	9	-66.7% ▼	\$729,000	\$500,000	45.8% ▲	\$2,214,000	\$5,710,000	-61.2% ▼
Maui Meadows	0	0	--	--	--	--	\$0	\$0	--
Wailea/Makena	4	10	-60.0% ▼	\$3,050,000	\$1,690,000	80.5% ▲	\$18,622,000	\$18,381,000	1.3% ▼
<b>WEST MAUI</b>									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	3	15	-80.0% ▼	\$1,030,000	\$1,600,000	-35.6% ▼	\$4,180,000	\$27,310,500	-84.7% ▼
Kapalua	1	5	-80.0% ▼	\$655,000	\$3,000,000	-78.2% ▼	\$655,000	\$18,640,000	-96.5% ▼
Lahaina	8	6	33.3% ▲	\$710,000	\$735,000	-3.4% ▼	\$5,510,000	\$5,252,500	4.9% ▲
Napili/Kahana/Honokowai	16	33	-51.5% ▼	\$530,500	\$667,000	-20.5% ▼	\$9,477,000	\$27,208,500	-65.2% ▼
Olowalu	0	0	--	--	--	--	\$0	\$0	--
<b>LANAI &amp; MOLOKAI</b>									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	2	5	-60.0% ▼	\$250,000	\$255,000	-2.0% ▼	\$500,000	\$1,275,000	-60.8% ▼

### TOTAL UNIT & VOLUME SALES

#### By Region



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YEAR-TO-DATE DETAILS BY REGION  
**JANUARY 2023**

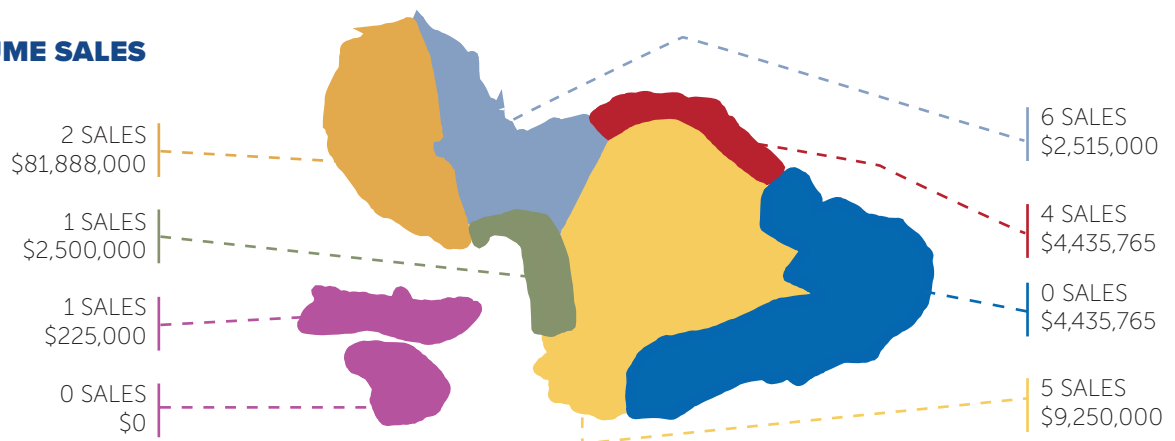
## Vacant Land



	CLOSED SALES			MEDIAN SALES PRICE			SALES VOLUME		
	Sales 2023	Sales 2022	Percent Change	Median 2023	Median 2022	Percent Change	Volume 2023	Volume 2022	Percent Change
<b>CENTRAL</b>									
Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	0	0	--	--	--	--	\$0	\$0	--
Wailuku	6	2	200.0% ▲	\$481,250	\$250,000	92.5% ▲	\$2,515,000	\$500,000	403.0% ▲
<b>NORTH SHORE</b>									
Haiku	4	2	100.0% ▲	\$648,000	\$1,210,000	-46.4% ▼	\$4,435,765	\$2,420,000	83.3% ▲
Spreecklesville/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--
<b>EAST MAUI</b>									
Hana	0	1	-100.0% ▼	--	\$500,000	--	-	\$500,000	-100.0% ▼
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kearae	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	4	4	0.0% =	\$1,950,000	\$825,000	136.4% ▲	\$7,750,000	\$3,385,000	129.0% ▲
Makawao/Olinda/Haliimaile	1	1	0.0% =	\$1,500,000	\$777,000	93.1% ▲	\$1,500,000	\$777,000	93.1% ▲
Pukalani	0	0	--	--	--	--	\$0	\$0	--
<b>SOUTH MAUI</b>									
Kihei	0	4	-100.0% ▼	--	\$1,350,000	--	\$0	\$5,560,000	-100.0% ▼
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	0	0	--	--	--	--	\$0	\$0	--
Wailea/Makena	1	0	--	\$2,500,000	--	--	\$2,500,000	\$0	--
<b>WEST MAUI</b>									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	2	3	-33.3% ▼	\$5,412,500	\$550,000	884.1% ▲	\$10,825,000	\$2,060,000	425.5% ▲
Kapalua	0	2	-100.0% ▼	--	\$2,071,250	--	\$0	\$4,142,500	-100.0% ▼
Lahaina	0	0	--	--	--	--	\$0	\$0	--
Napili/Kahana/Honokowai	0	0	--	--	--	--	\$0	\$0	--
Olowalu	0	0	--	--	--	--	\$0	\$0	--
<b>LANAI &amp; MOLOKAI</b>									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	1	2	-50.0% ▼	\$225,000	\$247,000	-8.9% ▼	\$225,000	\$494,000	-54.5% ▼

### TOTAL UNIT & VOLUME SALES

#### By Region



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