TITLE GUARANTY HAWAII

MAUI

RESIDENTIAL SALES REPORT OCTOBER 2020

ISLAND SALES

Single Family | Condominium

AVERAGE LIST PRICE

$1.3 M	$958.6 K

AVERAGE SOLD PRICE

$1.2 M	$917.0 K

MAX SOLD PRICE

$15.4 M	$7.5 M

% OF LIST PRICE RECEIVED

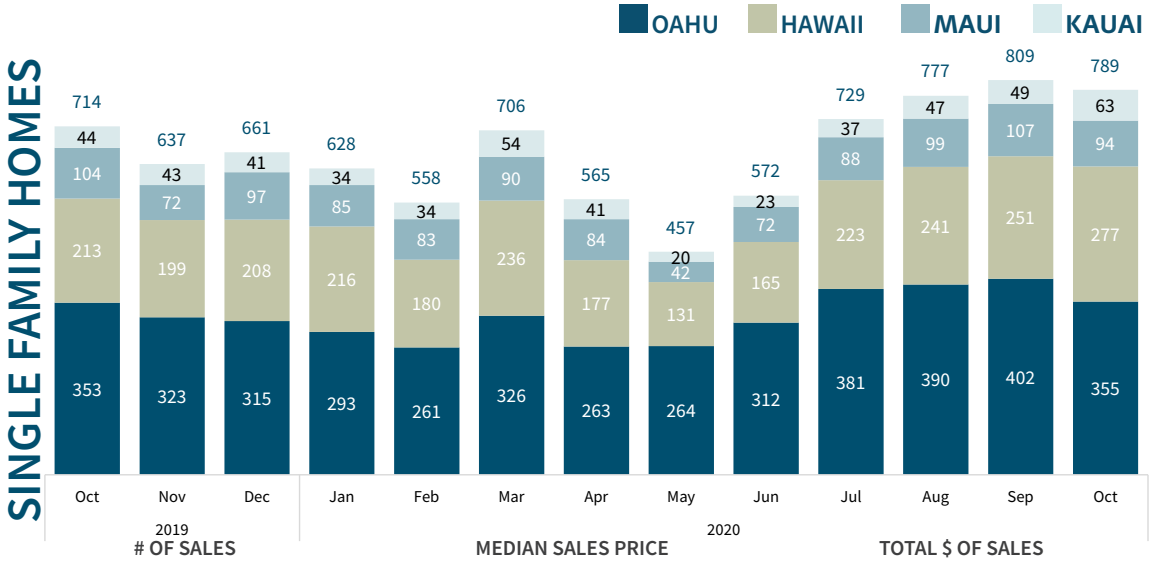
97.47%	95.67%

AVERAGE PRICE PER SQFT

$595.03	$786.16

AVERAGE DOM

135	132



 # OF SALES

94

12.1% VS. LAST MONTH

9.6% VS. LAST YEAR

MEDIAN SALES PRICE

$880,000

12.1% VS. LAST MONTH

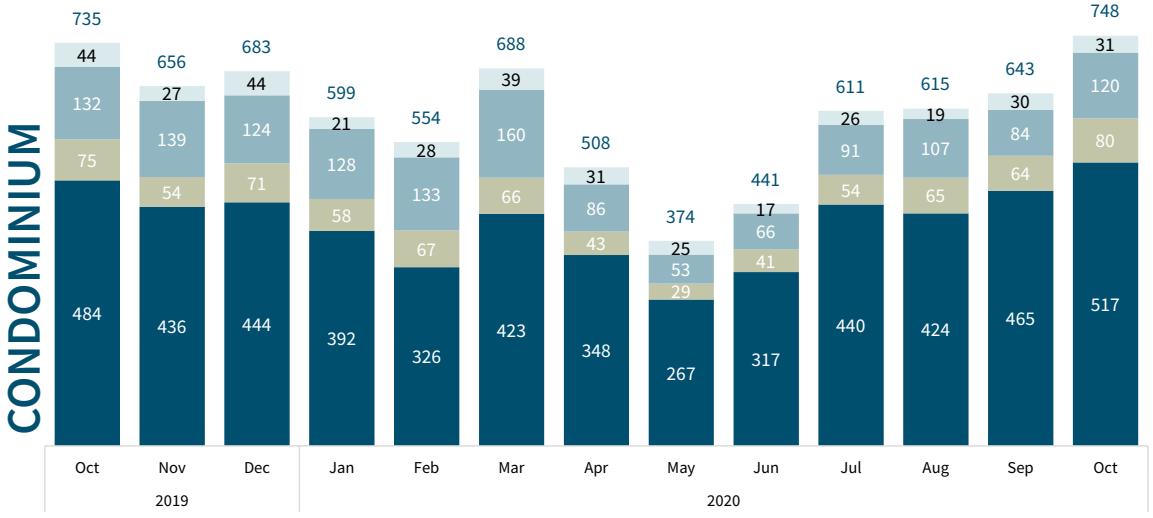
20.2% VS. LAST YEAR

TOTAL $ OF SALES

$116,282,058

2.0% VS. LAST MONTH

22.5% VS. LAST YEAR



 # OF SALES

120

42.9% VS. LAST MONTH

9.1% VS. LAST YEAR

MEDIAN SALES PRICE

$593,900

21.8% VS. LAST MONTH

15.1% VS. LAST YEAR

TOTAL $ OF SALES

$110,044,934

83.0% VS. LAST MONTH

13.3% VS. LAST YEAR

Information effective 11/02/2020

REGIONAL SALES
MAUI

SALES COMPARISON

Single Family | Condominium | Vacant Land

YTD TREND

	SINGLE FAMILY				CONDOMINIUM				VACANT LAND			
WESTSIDE	139	130	137	80	475	544	609	427	33	22	23	14
CENTRAL	368	408	376	294	168	205	158	102	34	22	22	25
UP COUNTRY	228	218	255	204	22	26	25	24	76	54	46	46
NORTH SHORE	101	103	102	82	2	4	3	2	33	53	39	41
EAST MAUI	10	20	9	7	1	0	0	0	9	11	12	9
SOUTHSIDE	214	208	196	140	750	849	782	452	16	17	21	11
LANAI	19	21	10	15	10	4	3	3	0	0	0	0
MOLOKAI	22	31	29	22	16	15	16	18	20	19	8	8

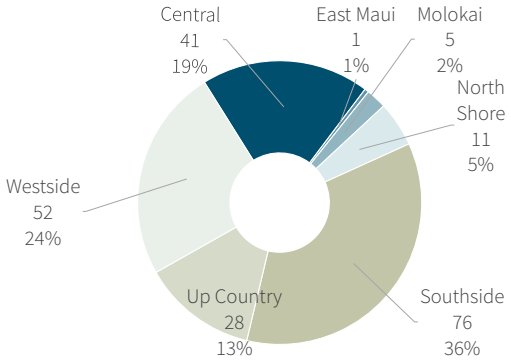
MONTH

	#	% CHANGE *	%CHANGE REGION *
WESTSIDE	8	▼ 38.5%	▼ 29.7%
	44	▼ 22.8%	
	0	0.0%	
CENTRAL	30	▼ 25.0%	▼ 24.6%
	11	▼ 42.1%	
	5	▲ 150.0%	
UP COUNTRY	26	▲ 4.0%	▲ 5.9%
	2	▼ 60.0%	
	8	▲ 100.0%	
NORTH SHORE	11	▲ 120.0%	▲ 112.5%
	0	0.0%	
	6	▲ 100.0%	
EAST MAUI	1	0.0%	0.0%
	0	0.0%	
	3	0.0%	
SOUTHSIDE	15	▼ 16.7%	▲ 12.7%
	61	▲ 19.6%	
	4	▲ 100.0%	
LANAI	0	0.0%	0.0%
	0	0.0%	
	0	0.0%	
MOLOKAI	3	▲ 50.0%	▲ 200.0%
	2	0.0%	
	1	0.0%	

*Year-over-year and current YTD shown

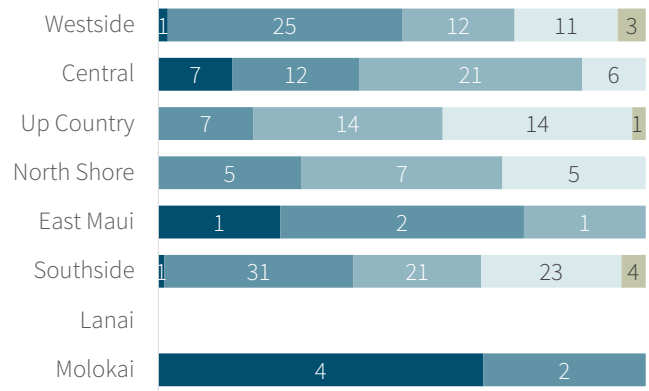
*vs. same month last year

SALES BY REGION



*excluding vacant land sales

SALES BY PRICE RANGE



< $300K | $301K - $650K | $651K - $1M | $1.1M - $3M | $3.1M+

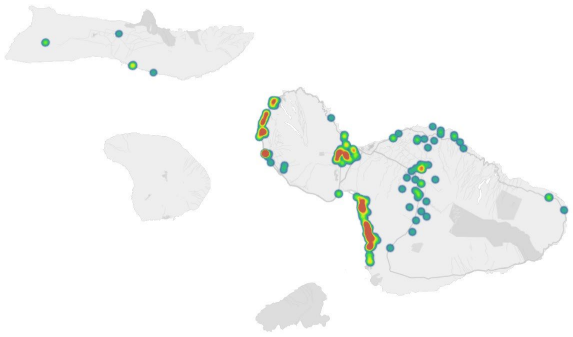
NEIGHBORHOOD SALES
MAUI

NEIGHBORHOOD COMPARISON

▲▼ Increase/Decrease vs. Last Year ●- No Change or No Value vs. Last Year

		SINGLE FAMILY HOMES			CONDOMINIUM		
		#	$ AMT	MEDIAN	#	$ AMT	MEDIAN
WESTSIDE	Kaanapali	3 ▼	$5.9 M ▼	$1.8 M ▼	13 ▼	$10.8 M ▼	$755.0 K ▼
	Lahaina	1 ▼	$763.0 K ▼	$763.0 K ▲	15 ▲	$8.7 M ▲	$539.5 K ▼
	Napili, Kahana, Mahinahina	1 ▼	$1.6 M ▼	$1.6 M ▲	11 ▼	$6.3 M ▼	$470.0 K ▲
CENTRAL	Kahului	8 ▼	$5.9 M ▼	$727.5 K ▲	4 ▼	$720.4 K ▼	$159.0 K ▼
	Waihee	2 ▲	$1.7 M ▲	$831.5 K ▲	– –	– –	– –
	Wailuku	20 ▼	$17.0 M ▼	$783.1 K ▲	7 ▼	$3.6 M ▼	$417.0 K ▲
UP COUNTRY	Kula, Pukalani	16 ▲	$18.7 M ▲	$992.0 K ▲	2 ▼	$1.9 M ▼	$967.5 K ▼
	Makawao, Olinda	8 ▲	$5.9 M ▲	$709.0 K ▼	– –	– –	– –
	Wailea, Makena	2 ▼	$16.7 M ▼	$8.3 M ▼	– –	– –	– –
NORTH SHORE	Haiku	8 ▲	$11.6 M ▲	$1.2 M ▼	– –	– –	– –
	Paia	3 –	$2.1 M –	$850.0 K –	– –	– –	– –
EAST MAUI	Hana	1 –	$915.0 K –	$915.0 K –	– –	– –	– –
	Kipahulu	– –	– –	– –	– –	– –	– –
SOUTHSIDE	Kihei	9 ▼	$10.6 M ▼	$1.3 M ▲	40 ▼	$22.5 M ▼	$519.3 K ▲
	Maalaea	– –	– –	– –	2 ▼	$611.0 K ▼	$305.5 K ▼
	Wailea, Makena	6 –	$8.4 M ▼	$1.3 M ▲	19 ▲	$43.8 M ▲	$1.5 M ▲
MOLOKAI	Molokai	3 ▲	$896.0 K ▲	$245.0 K ▼	2 –	$330.0 K –	$165.0 K –

MONTHLY SALES HEAT MAP

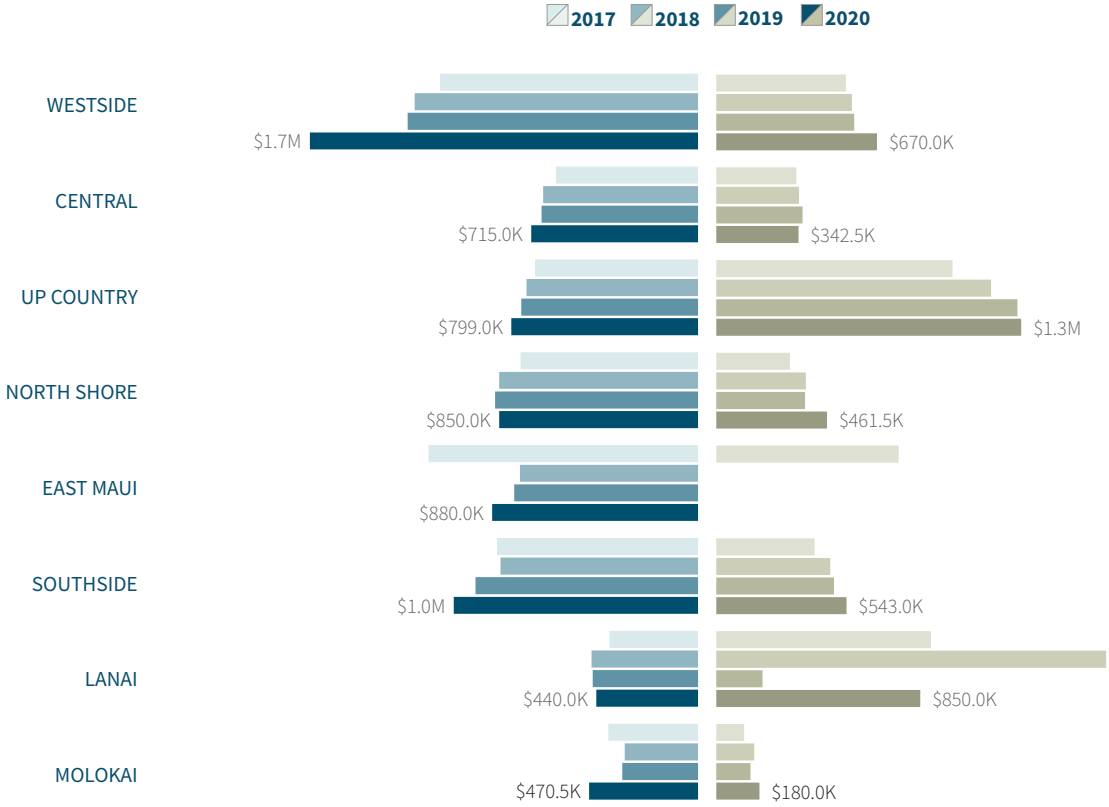


TOP NEIGHBORHOODS	#
WAILEA	16
KAHOMA	12
KAANAPALI	11
KEHALANI	10
NORTH KIHEI	9
MAUI LANI	6
KALEPOLEPO	6
KEAWAKAPU	5
KAMAOLE III	5
KAHANA	4

TOP CONDOMINIUMS	#
KAHOMA VILLAGE	12
WAILEA POINT I II III	4
KAMAOLE SANDS	4
MAUI ELDORADO I	3
KIHEI SURFSIDE	3
MAUI VISTA	3
HARBOR LIGHTS	3
KIHEI VILLAGES I	3
KAANAPALI ALII	2
HOOLEI	2

YEAR TO DATE
MAUI

SINGLE FAMILY MEDIAN | CONDOMINIUM MEDIAN



YEAR TO DATE STATISTICS

SINGLE FAMILY HOMES

 # OF SALES
844
10.7% VS. LAST YEAR

MEDIAN SALES PRICE
$787,188
5.7% VS. LAST YEAR

TOTAL $ OF SALES
$934,761,104
9.4% VS. LAST YEAR

CONDOMINIUM

 # OF SALES
1028
22.9% VS. LAST YEAR

MEDIAN SALES PRICE
$560,550
8.8% VS. LAST YEAR

TOTAL $ OF SALES
$821,195,783
12.3% VS. LAST YEAR

VACANT LAND

 # OF SALES
154
2.0% VS. LAST YEAR

MEDIAN SALES PRICE
$463,750
7.3% VS. LAST YEAR

TOTAL $ OF SALES
$113,185,012
23.2% VS. LAST YEAR

GRAY R. MARINO
Account Manager
Maui
(808) 745-7445
gmarino@tghawaii.com

TG
TITLE GUARANTY HAWAII
www.tghawaii.com