

- Residential
- Condominiums
- Vacant Land

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

	% OF CLOSINGS	# OF UNITS RECORDED		% Change	MEDIAN PRICE		% Change	MEDIAN DAYS ON MARKET		% Change
HOMES	48%	52	▼	-12%	\$1,445,000	▲	20%	156	▲	2%
CONDO	41%	44	▼	-20%	\$629,950	▼	-7%	140	▲	14%
LAND	11%	12	▼	-8%	\$700,000	▲	20%	77	▲	12%

2026 VS 2025 YTD NUMBER OF UNITS			2026 VS 2025 YTD TOTAL DOLLAR VOLUME		
DISTRICT	2026	% Change	DISTRICT	2026	% Change
SOUTH	36	-10%	SOUTH	\$55,027,000	-6%
WEST	30	3%	WEST	\$40,652,400	-8%
CENTRAL	13	-50%	CENTRAL	\$13,175,724	-50%
UPCOUNTRY	13	8%	UPCOUNTRY	\$22,154,000	92%
NORTH SHORE	7	-13%	NORTH SHORE	\$17,505,000	66%
LANAI/MOLOKAI	8	0%	EAST	\$1,500,000	-78%
EAST	1	-75%	LANAI/MOLOKAI	\$3,414,000	-18%
TOTAL	108	-15%	TOTAL	\$153,428,124	-5%

% of Closed Sales by Districts through January 31, 2026

Number of Recorded transactions from January 1, 2026 – January 31, 2026

Real Estate Market Report



RESIDENTIAL
YEAR-OVER-YEAR

52
TOTAL NUMBER OF SALES
2026

-12%

59
TOTAL NUMBER OF SALES
2025

\$1,445,000
MEDIAN SALES PRICE
2026

\$1,200,000 **20%**

MEDIAN SALES PRICE
2025

\$100,575,224
TOTAL DOLLAR VOLUME
2026

\$85,020,713 **18%**

TOTAL DOLLAR VOLUME
2025

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	5	7	-29%	\$1,484,657	\$1,040,000	43%	\$6,543,224	\$7,959,000	-18%
Wailuku	5	13	-62%	\$805,000	\$1,003,000	-20%	\$4,750,000	\$14,848,733	-68%
EAST									
Hana	1	3	-67%	\$1,500,000	\$997,500	50%	\$1,500,000	\$4,827,500	-69%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	4	8	-50%	\$1,060,000	\$1,275,000	-17%	\$4,515,000	\$10,537,000	-57%
Sprecks/Paia/Kuau	3	-	-	\$3,850,000	-	-	\$12,990,000	-	-
SOUTH									
Kihei	10	9	11%	\$1,382,500	\$1,460,000	-5%	\$19,000,000	\$16,383,480	16%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	1	2	-50%	\$2,200,000	\$2,795,000	-21%	\$2,200,000	\$5,590,000	-61%
Wailea/Makena	4	-	0%	\$2,737,500	-	0%	\$10,670,000	-	0%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	1	2	-50%	\$1,350,000	\$690,000	96%	\$1,350,000	\$1,380,000	-2%
Makawao/Olinda/Haliimaile	8	5	60%	\$1,592,500	\$1,295,000	23%	\$15,999,000	\$6,815,000	135%
Pukalani	2	1	100%	\$1,627,500	\$900,000	81%	\$3,255,000	\$900,000	262%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	1	2	-50%	\$5,500,000	\$4,097,500	34%	\$5,500,000	\$8,195,000	-33%
Kapalua	-	-	-	-	-	-	-	-	-
Lahaina	2	-	-	\$4,399,500	-	-	\$8,799,000	-	-
Napili/Kahana/Honokowai	1	3	-67%	\$1,920,000	\$1,805,000	6%	\$1,920,000	\$5,105,000	-62%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	1	1	0%	\$475,000	\$355,000	34%	\$475,000	\$355,000	34%
Molokai	3	2	50%	\$330,000	\$512,500	-36%	\$1,109,000	\$1,025,000	8%
MAUI SUMMARY	52	59	-12%	\$1,445,000	\$1,200,000	20%	\$100,575,224	\$85,020,713	18%

JANUARY 2026 YTD NUMBER OF SALES

JANUARY 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
SOUTH	15	11	-52%
UPCOUNTRY	11	8	38%
CENTRAL	10	21	36%
NORTH SHORE	7	8	-13%
WEST	4	5	-20%
LANAI/MOLOKAI	4	3	33%
EAST	1	3	-67%
TOTAL	52	59	-12%

DISTRICT	2026	2025	% Change
SOUTH	\$31,870,000	\$21,973,480	45%
UPCOUNTRY	\$20,604,000	\$9,095,000	127%
NORTH SHORE	\$17,505,000	\$10,537,000	66%
WEST	\$16,219,000	\$13,300,000	22%
CENTRAL	\$11,293,224	\$23,907,733	-53%
LANAI/MOLOKAI	\$1,584,000	\$1,380,000	15%
EAST	\$1,500,000	\$4,827,500	-69%
TOTAL	\$100,575,224	\$85,020,713	18%

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

Real Estate Market Report



CONDOMINIUM

YEAR-OVER-YEAR

44
TOTAL NUMBER OF SALES
2026

55
TOTAL NUMBER OF SALES
2025

-20%

\$629,950
MEDIAN SALES PRICE
2026

\$675,000
MEDIAN SALES PRICE
2025

-7%

\$40,764,900
TOTAL DOLLAR VOLUME
2026

\$57,370,170
TOTAL DOLLAR VOLUME
2025

-29%

Number of Sales

Median Sales Price

Total Dollar Volume

	2026	2025	%Change	2026	2025	%Change	2026	2025	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	3	5	-40%	\$722,500	\$460,000	57%	\$1,882,500	\$2,504,900	-25%
EAST									
Hana	-	1	-100%	-	\$1,875,000	-100%	-	\$1,875,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Spreeks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	12	21	-43%	\$504,500	\$675,000	-25%	\$7,912,000	\$17,401,270	-55%
Maalaea	2	2	0%	\$432,500	\$518,500	-17%	\$865,000	\$1,037,000	-17%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	6	5	20%	\$1,572,500	\$3,600,000	-56%	\$13,355,000	\$16,510,000	-19%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	-	-	-	-	-	-	-	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	4	7	-43%	\$967,500	\$920,000	5%	\$6,010,000	\$9,160,000	-34%
Kapalua	-	-	-	-	-	-	-	-	-
Lahaina	3	2	50%	\$652,500	\$525,000	24%	\$2,477,500	\$1,050,000	136%
Napili/Kahana/Honokowai	11	10	10%	\$620,000	\$655,000	-5%	\$6,512,900	\$7,230,000	-10%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	3	2	50%	\$300,000	\$301,000	0%	\$1,750,000	\$602,000	191%
MAUI SUMMARY	44	55	-20%	\$629,950	\$675,000	-7%	\$40,764,900	\$57,370,170	-29%

JANUARY 2026 YTD NUMBER OF SALES

JANUARY 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
SOUTH	20	28	-29%
WEST	18	19	-5%
CENTRAL	3	5	-40%
LANAI/MOLOKAI	3	2	50%
NORTH SHORE	-	-	-
UPCOUNTRY	-	-	-
EAST	-	1	-100%
TOTAL	44	55	-20%

DISTRICT	2026	2025	% Change
SOUTH	\$22,132,000	\$34,948,270	-37%
WEST	\$15,000,400	\$17,440,000	-14%
CENTRAL	\$1,882,500	\$2,504,900	-25%
LANAI/MOLOKAI	\$1,750,000	\$602,000	191%
NORTH SHORE	-	-	-
EAST	-	\$1,875,000	-100%
UPCOUNTRY	-	-	-
TOTAL	\$40,764,900	\$57,370,170	-29%

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

Real Estate Market Report



VACANT LAND
YEAR-OVER-YEAR

12
TOTAL NUMBER OF SALES
2026

13
TOTAL NUMBER OF SALES
2025

-8%

\$700,000
MEDIAN SALES PRICE
2026

\$585,000
MEDIAN SALES PRICE
2025

20%

\$12,088,000
TOTAL DOLLAR VOLUME
2026

\$19,862,750
TOTAL DOLLAR VOLUME
2025

-39%

Number of Sales

Median Sales Price

Total Dollar Volume

	2026	2025	%Change	2026	2025	%Change	2026	2025	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	-	-	-	-	-	-	-	-	-
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	-	-	-	-	-	-	-	-	-
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	1	1	0%	\$1,025,000	\$1,888,250	-46%	\$1,025,000	\$1,888,250	-46%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	1	2	-50%	\$850,000	\$457,500	86%	\$850,000	\$915,000	-7%
Makawao/Olinda/Haliimaile	1	1	0%	\$700,000	\$1,075,000	-35%	\$700,000	\$1,075,000	-35%
Pukalani	-	1	-100%	-	\$482,500	-100%	-	\$482,500	-100%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	1	2	-50%	\$1,795,000	\$6,012,500	-70%	\$1,795,000	\$12,025,000	-85%
Kapalua	1	-	-	\$1,200,000	-	-	\$1,200,000	-	-
Lahaina	6	2	200%	\$655,000	\$642,000	2%	\$6,438,000	\$1,284,000	401%
Napili/Kahana/Honokowai	-	1	-100%	-	\$20,000	-100%	-	\$20,000	-100%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	1	3	-67%	\$80,000	\$378,000	-79%	\$80,000	\$2,173,000	-96%
MAUI SUMMARY	12	13	-8%	\$700,000	\$585,000	20%	\$12,088,000	\$19,862,750	-39%

JANUARY 2026 YTD NUMBER OF SALES

JANUARY 2026 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2026	2025	% Change
WEST	8	5	60%
UPCOUNTRY	2	4	-50%
SOUTH	1	1	0%
LANAI/MOLOKAI	1	3	-67%
CENTRAL	-	-	-
NORTH SHORE	-	-	-
EAST	-	-	-
TOTAL	12	13	-8%

DISTRICT	2026	2025	% Change
WEST	\$9,433,000	\$13,329,000	-29%
UPCOUNTRY	\$1,550,000	\$2,472,500	-37%
SOUTH	\$1,025,000	\$1,888,250	-46%
LANAI/MOLOKAI	\$80,000	\$2,173,000	-96%
NORTH SHORE	-	-	-
CENTRAL	-	-	-
EAST	-	-	-
TOTAL	\$12,088,000	\$19,862,750	-39%

Real Estate Market Report

CENTRAL

HOMES

Number of Sales	10	-52%
Total Dollar Transactions	\$11,293,224	-53%

CONDOS

Number of Sales	3	-40%
Total Dollar Transactions	\$1,882,500	-25%

LAND

Number of Sales	-	-
Total Dollar Transactions	-	-

NORTH SHORE

HOMES

Number of Sales	7	-13%
Total Dollar Transactions	\$17,505,000	66%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	-	-
Total Dollar Transactions	-	-

WEST

HOMES

Number of Sales	4	-20%
Total Dollar Transactions	\$16,219,000	22%

CONDOS

Number of Sales	18	-5%
Total Dollar Transactions	\$15,000,400	-14%

LAND

Number of Sales	8	60%
Total Dollar Transactions	\$9,433,000	-29%

EAST

HOMES

Number of Sales	1	-67%
Total Dollar Transactions	\$1,500,000	-69%

CONDOS

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

LAND

Number of Sales	-	-
Total Dollar Transactions	-	-

SOUTH

HOMES

Number of Sales	15	36%
Total Dollar Transactions	\$31,870,000	45%

CONDOS

Number of Sales	20	-29%
Total Dollar Transactions	\$22,132,000	-37%

LAND

Number of Sales	1	0%
Total Dollar Transactions	\$1,025,000	-46%

UPCOUNTRY

HOMES

Number of Sales	11	38%
Total Dollar Transactions	\$20,604,000	127%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	2	-50%
Total Dollar Transactions	\$1,550,000	-37%

CENTRAL
Kahakuloa, Kahului, Wailuku

SOUTH
Kihei, Maalaea, Maui Meadows, Wailea/Makena

EAST
Hana, Kaupo, Kipahulu, Nahiku

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

NORTH SHORE
Haiku, Sprecklesville/Paia/Kuau

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

Source:
Realtors Association of Maui
www.RAMaui.com

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	\$19,000,000
Makawao/Olinda/Haliimaile	\$15,999,000
Sprecklesville/Paia/Kuau	\$12,990,000
Wailea/Makena	\$10,670,000
Lahaina	\$8,799,000
Kahului	\$6,543,224
Kaanapali	\$5,500,000
Wailuku	\$4,750,000
Haiku	\$4,515,000
Pukalani	\$3,255,000

CONDOMINIUM

TOP 8 AREAS
Total Dollar Volume

Wailea/Makena	\$13,355,000
Kihei	\$7,912,000
Napili/Kahana/Honokowai	\$6,512,900
Kaanapali	\$6,010,000
Lahaina	\$2,477,500
Wailuku	\$1,882,500
Molokai	\$1,750,000
Maalaea	\$865,000

VACANT LAND

TOP 7 AREAS
Total Dollar Volume

Lahaina	\$6,438,000
Kaanapali	\$1,795,000
Kapalua	\$1,200,000
Wailea/Makena	\$1,025,000
Kula/Ulupalakua/Kanaio	\$850,000
Makawao/Olinda/Haliimaile	\$700,000
Molokai	\$80,000



RESIDENTIAL

Home Sales

52



vs 2025
59

-12%

Median Sales Price

\$1,445,000



vs 2025
\$1,200,000

20%

Total Dollar Volume

\$100,575,224



vs 2025
\$85,020,713

18%

Median Days on Market

156 Days



vs 2025
153 Days

17%

*Inventory of Homes for Sales

457



vs 2025
413

11%

*Supply of Inventory

7.9 Months



vs 2025
7.1 Months

11%



CONDOMINIUM

Condo Sales

44



vs 2025
55

-20%

Median Sales Price

\$629,950



vs 2025
\$675,000

-7%

Total Dollar Volume

\$40,764,900



vs 2025
\$57,370,170

-29%

Median Days on Market

140 Days



vs 2025
123 Days

14%

*Inventory of Homes for Sales

923



vs 2025
816

13%

*Supply of Inventory

15.8 Months



vs 2025
13.4 Months

18%



VACANT LAND

Vacant Land Sales

12



vs 2025
13

-8%

Median Sales Price

\$700,000



vs 2025
\$585,000

20%

Total Dollar Volume

\$12,088,000



vs 2025
\$19,862,750

-39%

Median Days on Market

77 Days



vs 2025
69 Days

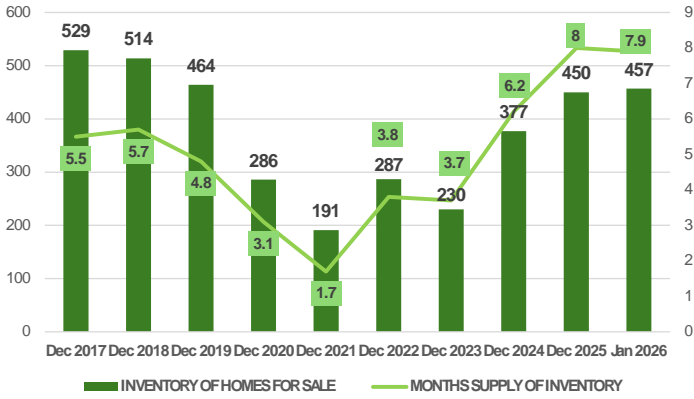
12%

*Residential & Condo Inventory Data is derived from RAM's Local Market Update Stats dated January 2026

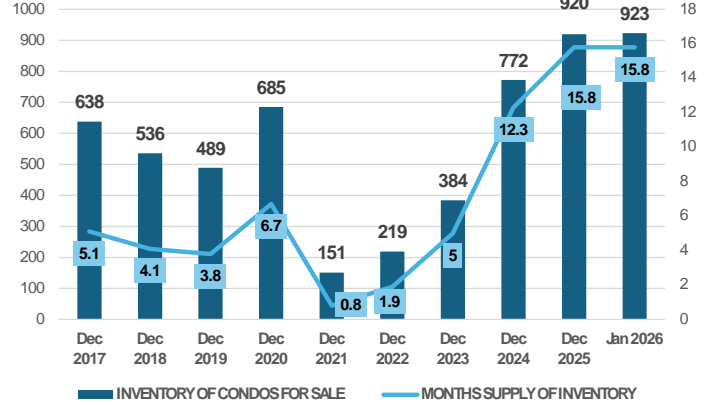
Source: Realtors Association of Maui (RAM). Data is deemed reliable, but not guaranteed.

Inventory Market Update 2017-2026

MAUI - SINGLE FAMILY
Inventory Market Update

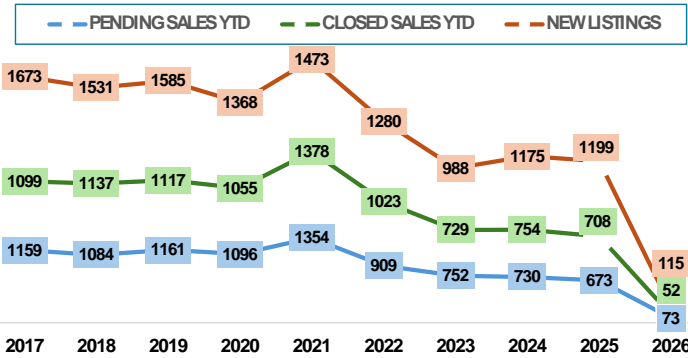


MAUI - CONDOMINIUM
Inventory Market Update

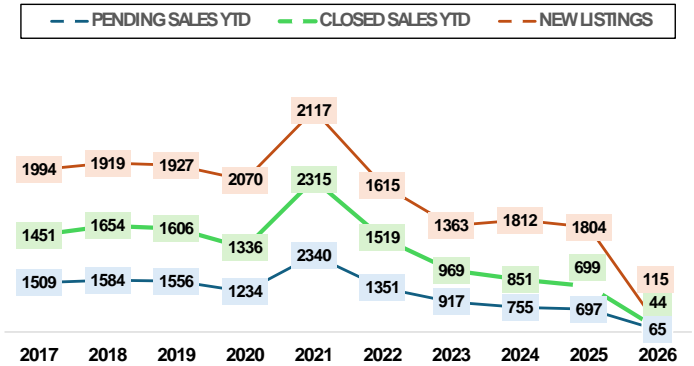


Pendings. Solds. New Listings. 2017-2026

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

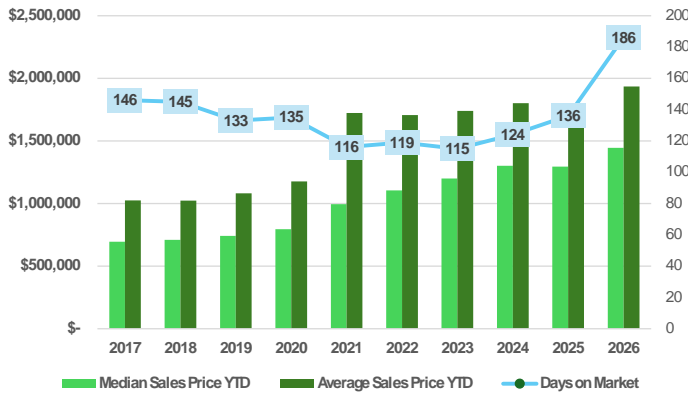


MAUI - CONDOMINIUM
PENDINGS/SOLDS/NEW LISTINGS
2017 - 2026 YTD

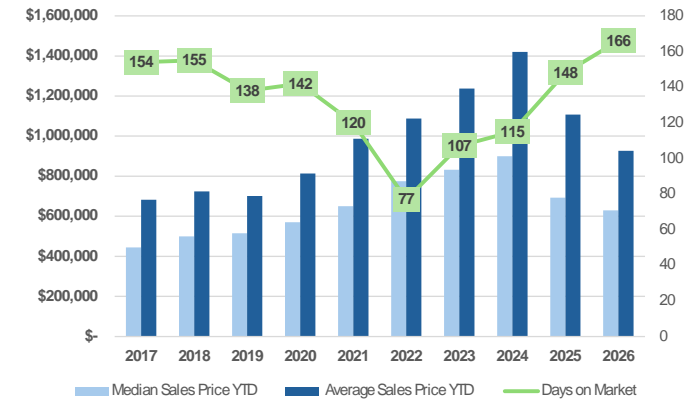


Median/Average Sales Price. Days on Market. 2017-2026

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 JANUARY 2026 YTD

18%

SOLD AT OR OVER LIST PRICE
vs 47% January 2025

44% of ALL Home Sales Were **CASH** Deals
vs 34% January 2025

CONDO SALES JANUARY 2026 YTD

22%

SOLD AT OR OVER LIST PRICE
vs 37% January 2025

61% of ALL Condo Sales Were **CASH** Deals
vs 52% January 2025



HIGHEST RECORDED HOME SALES

#1) 461 LAULEA PL | \$7,950,000
4BD/3.5 BA | 2,612 SF | 0.521 ACRE LOT

#2) 2274 S KIHEI RD | \$5,700,000
6BD/6.5BA | 3,025 SF | 0.1947 ACRE LOT

#3) 467 ANAPUNI LOOP | \$5,500,000
4BD/5BA | 3,846 SF | 0.7085 ACRE LOT

#4) 85 LAU AWA PL | \$5,250,000
4BD/4BA | 3,197 SF | 5.595 ACRE LOT

#5) 29 HANA HWY | \$3,850,000
2BD/2.5BA | 894 SF | 0.4601 ACRE LOT



HIGHEST RECORDED CONDO SALES

#1) WAILEA BEACH VILLAS, #J 505 | \$6,125,000
3BD/3BA | 1,961 SF LA

#2) POLO BEACH CLUB, #604 | \$4,600,000
2BD/2BA | 1,303 SF LA

#3) HONUA KAI, #NR102 | \$3,575,000
3BD/3BA | 2,230 SF LA

#4) LA'I LOA, #102 (9B) | \$2,650,000
2BD/2BA | 1,374 SF LA

#5) WAILEA ELUA, #1101 | \$2,300,000
1BD/1BA | 891 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 short-term 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:
BILL 9 STR LEGISLATION ENACTED

Bill 9 passes, STR restrictions become law as legal challenges move through the courts, adding short-term market uncertainty while policies are tested.

Contributes to buyer caution and pricing adjustments—particularly in the condo market.

Scan Hawaii Buyer & Seller Guide

