

- Residential
- Condominiums
- Vacant Land

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

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			MEDIAN DAYS ON MARKET		
HOMES	45%	708	▼	-6%	\$1,295,000	=	0%	102	▲	17%
CONDO	45%	699	▼	-18%	\$692,860	▼	-23%	111	▲	29%
LAND	10%	152	▼	-20%	\$635,000	▼	-27%	115	▲	14%

2025 VS 2024 YTD NUMBER OF UNITS			2025 VS 2024 YTD TOTAL DOLLAR VOLUME		
DISTRICT	2025	% Change	DISTRICT	2025	% Change
SOUTH	505	-23%	SOUTH	\$855,292,719	-39%
WEST	364	-2%	WEST	\$610,166,352	0%
CENTRAL	322	-8%	CENTRAL	\$310,783,285	-11%
UPCOUNTRY	173	-15%	UPCOUNTRY	\$236,515,260	-17%
NORTH SHORE	93	-10%	NORTH SHORE	\$164,125,899	-10%
LANAI/MOLOKAI	82	-8%	EAST	\$24,094,251	31%
EAST	20	-5%	LANAI/MOLOKAI	\$33,576,650	-34%
TOTAL	1,559	-13%	TOTAL	\$2,234,554,416	-23%

% of Closed Sales by Districts through December 31, 2025

Number of Recorded transactions from January 1, 2025 – December 31, 2025

Real Estate Market Report



RESIDENTIAL
YEAR-OVER-YEAR

708 TOTAL NUMBER OF SALES 2025	-6%	\$1,295,000 MEDIAN SALES PRICE 2025	0%	\$1,267,978,882 TOTAL DOLLAR VOLUME 2025
752 TOTAL NUMBER OF SALES 2024		\$1,300,500 MEDIAN SALES PRICE 2024		\$1,353,668,862 TOTAL DOLLAR VOLUME 2024

Number of Sales			Median Sales Price			Total Dollar Volume		
2025	2024	%Change	2025	2024	%Change	2025	2024	%Change

	2025	2024	%Change	2025	2024	%Change	2025	2024	%Change
CENTRAL									
Kahakuloa	1	1	0%	\$1,100,000	\$1,415,000	-22%	\$1,100,000	\$1,415,000	-22%
Kahului	80	77	4%	\$1,099,000	\$1,150,000	-4%	\$87,033,116	\$88,756,388	-2%
Wailuku	143	167	-14%	\$1,160,000	\$1,260,000	-8%	\$165,422,659	\$202,804,062	-18%
EAST									
Hana	8	7	14%	\$1,248,750	\$1,140,000	10%	\$12,535,500	\$7,608,000	65%
Kaupo	2	-	-	\$1,475,000	-	-	\$2,950,000	-	-
Keanae	1	1	0%	\$393,751	\$499,000	-21%	\$393,751	\$499,000	-21%
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	2	-100%	-	\$1,149,500	-100%	-	\$2,299,000	-100%
NORTH SHORE									
Haiku	61	65	-6%	\$1,300,000	\$1,475,000	-12%	\$94,348,899	\$112,424,999	-16%
Sprecks/Paia/Kuau	15	13	15%	\$1,410,000	\$3,100,000	-55%	\$41,784,000	\$49,662,000	-16%
SOUTH									
Kihei	105	96	9%	\$1,275,000	\$1,394,500	-9%	\$192,879,980	\$164,061,758	18%
Maalaea	1	1	0%	\$2,500,000	\$2,933,006	-15%	\$2,500,000	\$2,933,006	-15%
Maui Meadows	17	9	89%	\$2,175,000	\$2,760,000	-21%	\$35,082,018	\$24,160,000	45%
Wailea/Makena	18	27	-33%	\$3,662,500	\$4,700,000	-22%	\$105,025,399	\$189,025,811	-44%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	59	49	20%	\$1,600,000	\$1,575,000	2%	\$95,015,160	\$85,537,974	11%
Makawao/Olinda/Haliimaile	69	87	-21%	\$1,345,000	\$1,250,000	8%	\$93,896,100	\$123,592,893	-24%
Pukalani	22	26	-15%	\$1,175,000	\$1,237,500	-5%	\$28,279,000	\$33,981,775	-17%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	20	17	18%	\$4,200,000	\$2,800,000	50%	\$84,805,000	\$53,527,000	58%
Kapalua	11	7	57%	\$6,205,000	\$6,875,000	-10%	\$75,855,000	\$79,738,000	-5%
Lahaina	15	20	-25%	\$2,747,500	\$2,686,250	2%	\$40,766,500	\$51,685,630	-21%
Napili/Kahana/Honokowai	27	31	-13%	\$1,825,000	\$1,625,000	12%	\$85,667,200	\$48,496,216	77%
Olowalu	-	1	-100%	-	\$1,050,000	-100%	-	\$1,050,000	-100%
LANAI - MOLOKAI									
Lanai	7	12	-42%	\$700,000	\$715,000	-2%	\$7,432,000	\$8,650,000	-14%
Molokai	26	36	-28%	\$482,500	\$495,000	-3%	\$15,207,600	\$21,760,350	-30%
MAUI SUMMARY	708	752	-6%	\$1,295,000	\$1,300,500	0%	\$1,267,978,882	\$1,353,668,862	-6%

DECEMBER 2025 YTD NUMBER OF SALES

DISTRICT	2025	2024	% Change
CENTRAL	224	245	-9%
UPCOUNTRY	150	162	-7%
SOUTH	141	133	6%
NORTH SHORE	76	78	-3%
WEST	73	76	-4%
LANAI/MOLOKAI	33	48	-31%
EAST	11	10	10%
TOTAL	708	752	-6%

DECEMBER 2025 YTD TOTAL DOLLAR VOLUME

DISTRICT	2025	2024	% Change
SOUTH	\$335,487,397	\$380,180,575	-12%
WEST	\$287,093,700	\$234,496,846	22%
CENTRAL	\$253,555,775	\$292,975,450	-13%
UPCOUNTRY	\$217,190,260	\$243,112,642	-11%
NORTH SHORE	\$136,132,899	\$162,086,999	-16%
LANAI/MOLOKAI	\$22,639,600	\$30,410,350	-26%
EAST	\$15,879,251	\$10,406,000	53%
TOTAL	\$1,267,978,882	\$1,353,668,862	-6%

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

Real Estate Market Report



CONDOMINIUM

YEAR-OVER-YEAR

699
TOTAL NUMBER OF SALES
2025

852 **-18%**

TOTAL NUMBER OF SALES
2024

\$692,860
MEDIAN SALES PRICE
2025

\$900,000 **-23%**

MEDIAN SALES PRICE
2024

\$773,281,284
TOTAL DOLLAR VOLUME
2025

\$1,209,319,896 **-36%**

TOTAL DOLLAR VOLUME
2024

Number of Sales

Median Sales Price

Total Dollar Volume

	2025	2024	%Change	2025	2024	%Change	2025	2024	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	12	31	-61%	\$192,000	\$250,000	-23%	\$2,660,000	\$8,991,500	-70%
Wailuku	72	60	20%	\$585,000	\$620,000	-6%	\$46,500,510	\$37,917,000	23%
EAST									
Hana	1	-	-	\$1,875,000	-	-	\$1,875,000	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	3	1	200%	\$675,000	\$838,500	-19%	\$12,845,000	\$838,500	1432%
SOUTH									
Kihei	246	306	-20%	\$655,000	\$771,500	-15%	\$198,627,369	\$286,108,898	-31%
Maalaea	20	19	5%	\$643,750	\$730,000	-12%	\$13,301,400	\$14,823,000	-10%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	75	151	-50%	\$2,300,000	\$2,500,000	-8%	\$227,608,303	\$520,628,210	-56%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	2	7	-71%	\$816,000	\$989,000	-17%	\$1,632,000	\$6,932,000	-76%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	68	87	-22%	\$1,225,000	\$1,325,000	-8%	\$108,632,000	\$142,458,339	-24%
Kapalua	22	26	-15%	\$1,602,500	\$1,276,000	26%	\$55,434,205	\$65,158,000	-15%
Lahaina	34	3	1033%	\$641,250	\$1,200,000	-47%	\$26,921,000	\$4,195,000	542%
Napili/Kahana/Honokowai	112	134	-16%	\$567,500	\$695,000	-18%	\$70,687,947	\$102,887,049	-31%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	1	5	-80%	\$188,000	\$2,400,000	-92%	\$188,000	\$12,140,000	-98%
Molokai	31	22	41%	\$184,000	\$275,000	-33%	\$6,368,550	\$6,242,400	2%
MAUI SUMMARY	699	852	-18%	\$692,860	\$900,000	-23%	\$773,281,284	\$1,209,319,896	-36%

DECEMBER 2025 YTD NUMBER OF SALES

DECEMBER 2025 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2025	2024	% Change
SOUTH	341	476	-28%
WEST	236	250	-6%
CENTRAL	84	91	-8%
LANAI/MOLOKAI	32	27	19%
NORTH SHORE	3	1	200%
UPCOUNTRY	2	7	-71%
EAST	1	-	-
TOTAL	699	852	-18%

DISTRICT	2025	2024	% Change
SOUTH	\$439,537,072	\$821,560,108	-46%
WEST	\$261,675,152	\$314,698,388	-17%
CENTRAL	\$49,160,510	\$46,908,500	5%
NORTH SHORE	\$12,845,000	\$838,500	1432%
LANAI/MOLOKAI	\$6,556,550	\$18,382,400	-64%
EAST	\$1,875,000	-	-
UPCOUNTRY	\$1,632,000	\$6,932,000	-76%
TOTAL	\$773,281,284	\$1,209,319,896	-36%

Real Estate Market Report



VACANT LAND
YEAR-OVER-YEAR

152
TOTAL NUMBER OF SALES
2025

189
TOTAL NUMBER OF SALES
2024

-20%

\$635,000
MEDIAN SALES PRICE
2025

\$865,000
MEDIAN SALES PRICE
2024

-27%

\$193,294,250
TOTAL DOLLAR VOLUME
2025

\$342,428,251
TOTAL DOLLAR VOLUME
2024

-44%

Number of Sales

Median Sales Price

Total Dollar Volume

	2025	2024	%Change	2025	2024	%Change	2025	2024	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	14	13	8%	\$589,000	\$545,000	8%	\$8,067,000	\$7,871,000	2%
EAST									
Hana	6	8	-25%	\$762,500	\$725,000	5%	\$4,995,000	\$6,447,500	-23%
Kaupo	2	1	100%	\$672,500	\$630,000	7%	\$1,345,000	\$630,000	113%
Keanae	-	1	-100%	-	\$665,000	-100%	-	\$665,000	-100%
Kipahulu	-	1	-100%	-	\$249,000	-100%	-	\$249,000	-100%
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	14	23	-39%	\$800,000	\$790,000	1%	\$15,148,000	\$17,835,500	-15%
Sprecks/Paia/Kuau	-	1	-100%	-	\$2,350,000	-100%	-	\$2,350,000	-100%
SOUTH									
Kihei	5	4	25%	\$860,000	\$1,457,500	-41%	\$4,188,500	\$7,480,000	-44%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	3	-	-	\$1,050,000	-	-	\$2,974,000	-	-
Wailea/Makena	15	42	-64%	\$4,250,000	\$4,750,000	-11%	\$73,105,750	\$204,461,250	-64%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	10	24	-58%	\$556,250	\$762,500	-27%	\$5,776,500	\$24,472,000	-76%
Makawao/Olinda/Haliimaile	8	5	60%	\$1,387,500	\$1,325,000	5%	\$10,530,000	\$6,275,000	68%
Pukalani	3	5	-40%	\$459,000	\$570,000	-19%	\$1,386,500	\$2,914,000	-52%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	4	8	-50%	\$1,400,000	\$807,500	73%	\$14,825,000	\$6,822,500	117%
Kapalua	5	5	0%	\$1,375,000	\$1,720,000	-20%	\$8,636,500	\$14,600,000	-41%
Lahaina	43	32	34%	\$600,000	\$800,000	-25%	\$36,901,000	\$31,746,001	16%
Napili/Kahana/Honokowai	2	1	100%	\$285,000	\$4,200,000	-93%	\$570,000	\$4,200,000	-86%
Olowalu	1	1	0%	\$465,000	\$976,000	-52%	\$465,000	\$976,000	-52%
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	17	14	21%	\$180,000	\$105,000	71%	\$4,380,500	\$2,433,500	80%
MAUI SUMMARY	152	189	-20%	\$635,000	\$865,000	-27%	\$193,294,250	\$342,428,251	-44%

DECEMBER 2025 YTD NUMBER OF SALES

DECEMBER 2025 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2025	2024	% Change
WEST	55	47	17%
SOUTH	23	46	-50%
UPCOUNTRY	21	34	-38%
CENTRAL	14	13	8%
NORTH SHORE	14	24	-42%
LANAI/MOLOKAI	17	14	21%
EAST	8	11	-27%
TOTAL	152	189	-20%

DISTRICT	2025	2024	% Change
SOUTH	\$80,268,250	\$211,941,250	-62%
WEST	\$61,397,500	\$58,344,501	5%
UPCOUNTRY	\$17,693,000	\$33,661,000	-47%
NORTH SHORE	\$15,148,000	\$20,185,500	-25%
CENTRAL	\$8,067,000	\$7,871,000	2%
LANAI/MOLOKAI	\$4,380,500	\$2,433,500	80%
EAST	\$6,340,000	\$7,991,500	-21%
TOTAL	\$193,294,250	\$342,428,251	-44%

Real Estate Market Report

CENTRAL

HOMES

Number of Sales	224	-9%
Total Dollar Transactions	\$253,555,775	-13%

CONDOS

Number of Sales	84	-8%
Total Dollar Transactions	\$49,160,510	5%

LAND

Number of Sales	14	8%
Total Dollar Transactions	\$8,067,000	2%

NORTH SHORE

HOMES

Number of Sales	76	-3%
Total Dollar Transactions	\$136,132,899	-16%

CONDOS

Number of Sales	3	200%
Total Dollar Transactions	\$12,845,000	1432%

LAND

Number of Sales	14	-42%
Total Dollar Transactions	\$15,148,000	-25%

WEST

HOMES

Number of Sales	73	-4%
Total Dollar Transactions	\$287,093,700	22%

CONDOS

Number of Sales	236	-6%
Total Dollar Transactions	\$261,675,152	-17%

LAND

Number of Sales	55	17%
Total Dollar Transactions	\$61,397,500	5%

EAST

HOMES

Number of Sales	11	10%
Total Dollar Transactions	\$15,879,251	53%

CONDOS

Number of Sales	1	-
Total Dollar Transactions	\$1,875,000	-

LAND

Number of Sales	8	-27%
Total Dollar Transactions	\$6,340,000	-21%

SOUTH

HOMES

Number of Sales	141	6%
Total Dollar Transactions	\$335,487,397	-12%

CONDOS

Number of Sales	341	-28%
Total Dollar Transactions	\$439,537,072	-46%

LAND

Number of Sales	23	-50%
Total Dollar Transactions	\$80,268,250	-62%

UPCOUNTRY

HOMES

Number of Sales	150	-7%
Total Dollar Transactions	\$217,190,260	-11%

CONDOS

Number of Sales	2	-71%
Total Dollar Transactions	\$1,632,000	-76%

LAND

Number of Sales	21	-38%
Total Dollar Transactions	\$17,693,000	-47%

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, Spreckelsville/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	\$192,879,980
Wailuku	\$165,422,659
Wailea/Makena	\$105,025,399
Kula/Ulupalakua/Kanaio	\$95,015,160
Haiku	\$94,348,899
Makawao/Olinda/Haliimaile	\$93,896,100
Kahului	\$87,033,116
Napili/Kahana/Honokowai	\$85,667,200
Kaanapali	\$84,805,000
Kapalua	\$75,855,000

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$227,608,303
Kihei	\$198,627,369
Kaanapali	\$108,632,000
Napili/Kahana/Honokowai	\$70,687,947
Kapalua	\$55,434,205
Wailuku	\$46,500,510
Lahaina	\$26,921,000
Maalaea	\$13,301,400
Spreckelsville/Paia/Kuau	\$12,845,000
Molokai	\$6,368,550

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$73,105,750
Lahaina	\$36,901,000
Haiku	\$15,148,000
Kaanapali	\$14,825,000
Makawao/Olinda/Haliimaile	\$10,530,000
Kapalua	\$8,636,500
Wailuku	\$8,067,000
Kula/Ulupalakua/Kanaio	\$5,776,500
Hana	\$4,995,000
Molokai	\$4,380,500



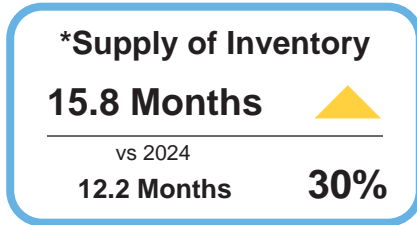
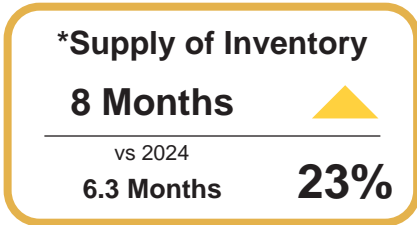
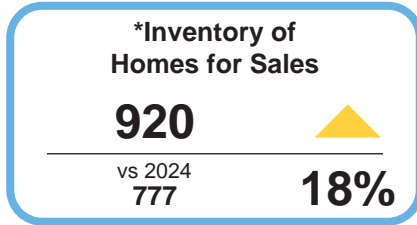
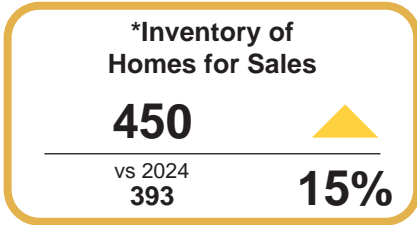
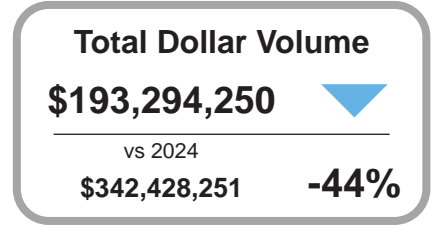
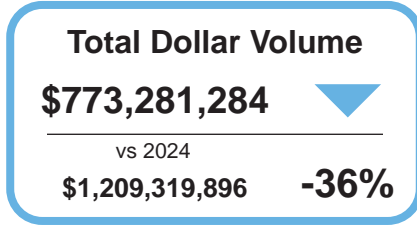
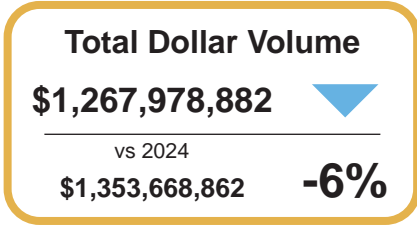
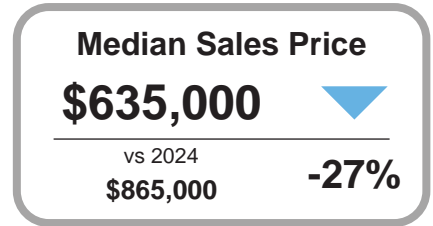
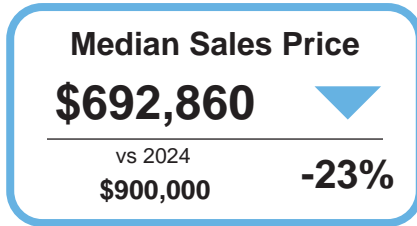
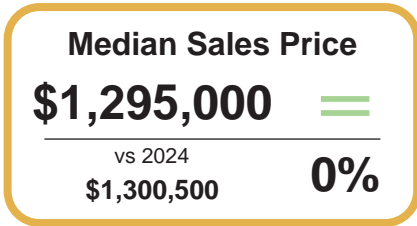
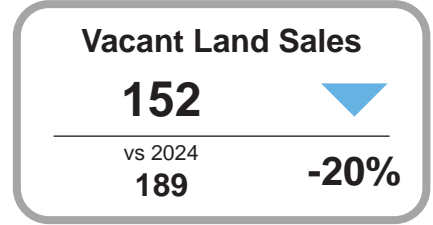
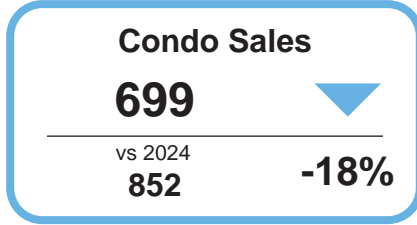
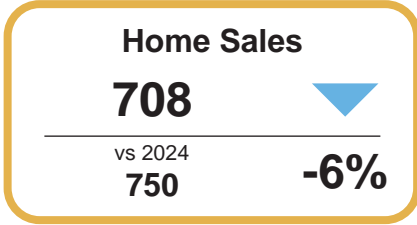
RESIDENTIAL



CONDOMINIUM



VACANT LAND



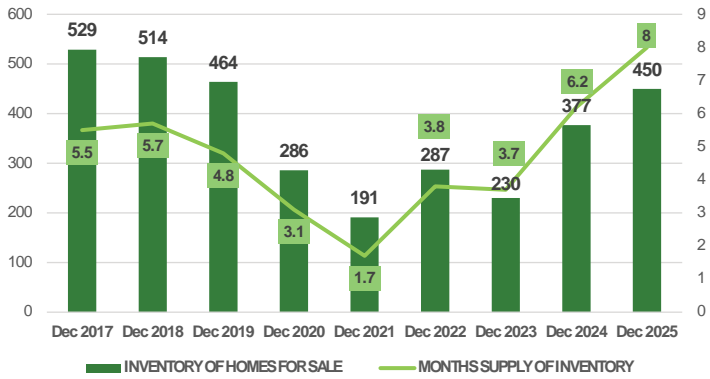
*Residential & Condo Inventory Data is derived from RAM's Local Market Update Stats dated Dec. 2025

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

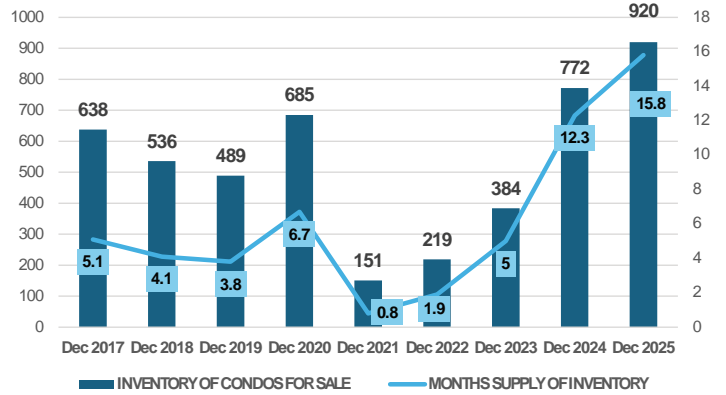
Real Estate Market OVERVIEW

INVENTORY MARKET UPDATE 2017-2025

MAUI - SINGLE FAMILY
Inventory Market Update

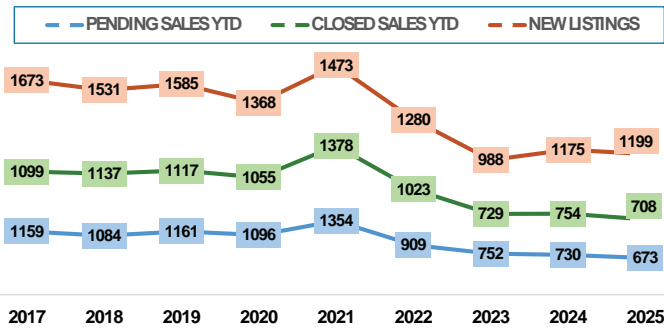


MAUI - CONDOMINIUM
Inventory Market Update

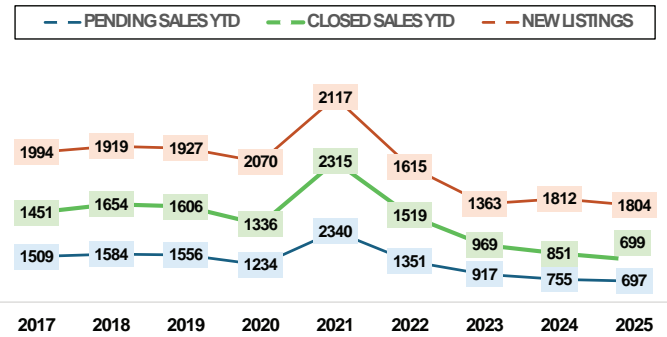


PENDINGS. SOLDS. NEW LISTINGS. 2017-2025

MAUI - SINGLE FAMILY
PENDINGS/SOLDS/NEW LISTINGS
2017 - 2025 YTD

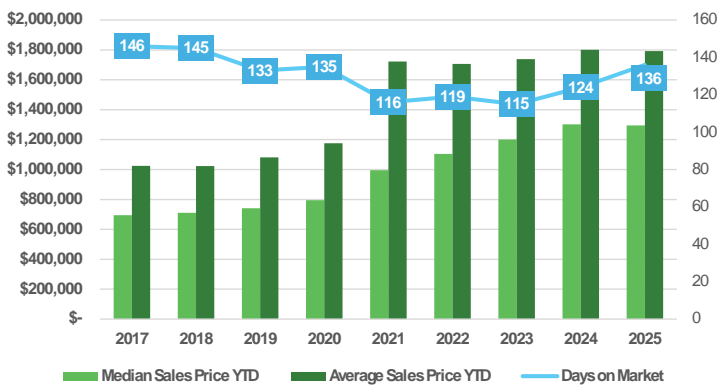


MAUI - CONDOMINIUM
PENDINGS/SOLDS/NEW LISTINGS
2017 - 2025 YTD

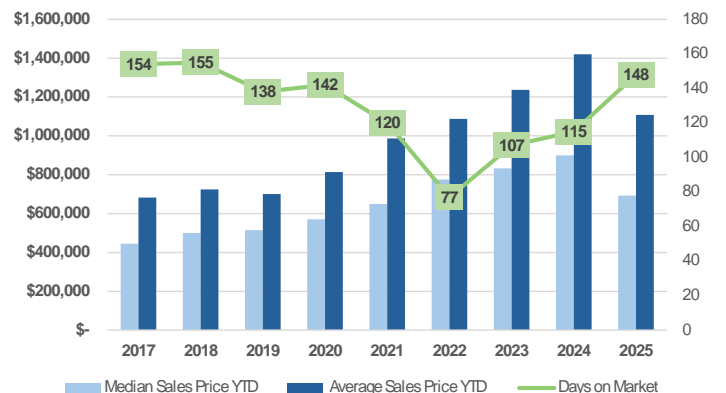


MEDIAN/AVERAGE SALES PRICE. DAYS ON MARKET. 2017-2025

MAUI - SINGLE FAMILY
Median SP | Average SP | Days on Market
2017 - 2025 YTD



MAUI - CONDOMINIUM
Median SP | Average SP | Days on Market
2017 - 2025 YTD



MAUI MARKET SNAPSHOT

HOME SALES YEAR END 2025 YTD

29%

SOLD AT OR OVER LIST PRICE
vs 47% Year End 2024

31% of ALL Home Sales Were **CASH** Deals
vs 34% Year End 2024

CONDO SALES YEAR END 2025 YTD

18%

SOLD AT OR OVER LIST PRICE
vs 37% Year End 2024

48% of ALL Condo Sales Were **CASH** Deals
vs 52% Year End 2024



HIGHEST RECORDED HOME SALES

- #1) 3200 S KIHEI RD | \$28,560,000
8BD/8BA | 21,692 SF LA | 0.873 ACRE LOT
- #2) 710 MOKULEIA PL | \$18,000,000
8BD/7.5BA | 11,072 SF LA | 4.39 ACRE LOT
- #3) 4077 LOWER HONOAPIILANI RD | \$16,300,000
4BD/7.5BA | 9,070 SF LA | 0.876 ACRE LOT
- #4) 59 HALE MALIA PL | \$13,400,000
3BD/4.5BA | 4,168 SF LA | 0.5 ACRE LOT
- #5) 725 LAULAMA PL | \$8,500,000
5BD/5BA | 5,113 SF LA | 1.99 ACRE LOT



HIGHEST RECORDED CONDO SALES

- #1) WAILEA POINT, #102 | \$12,900,000
3BD/3BA | 3,850 SF LA
- #2) WAILEA POINT, #101 | \$12,600,000
4BD/4BA | 3,850 SF LA
- #3) WAILEA POINT, #1501 | \$8,655,000
3BD/4BA | 3,027 SF LA
- #4) RESIDENCES ON KAPALUA BAY, #1205 | \$6,500,000
3BD/3.5BA | 2,789 SF LA
- #5) WAILEA BEACH VILLAS, #E201 | \$6,185,000
3BD/4BA | 2,879 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

