

- 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%	LANAI/MOLOKAI	\$33,576,650	-34%
EAST	20	-5%	EAST	\$24,094,251	31%
<b>TOTAL</b>	<b>1,559</b>	<b>-13%</b>	<b>TOTAL</b>	<b>\$2,234,554,416</b>	<b>-23%</b>

% 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

<b>708</b> TOTAL NUMBER OF SALES 2025	<b>-6%</b>	<b>\$1,295,000</b> MEDIAN SALES PRICE 2025	<b>0%</b>	<b>\$1,267,978,882</b> TOTAL DOLLAR VOLUME 2025
<b>752</b> TOTAL NUMBER OF SALES 2024		<b>\$1,300,500</b> MEDIAN SALES PRICE 2024		<b>\$1,353,668,862</b> 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
<b>CENTRAL</b>									
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%
<b>EAST</b>									
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%
<b>NORTH SHORE</b>									
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%
<b>SOUTH</b>									
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%
<b>UPCOUNTRY</b>									
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%
<b>WEST</b>									
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%
<b>LANAI - MOLOKAI</b>									
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%
<b>MAUI SUMMARY</b>	<b>708</b>	<b>752</b>	<b>-6%</b>	<b>\$1,295,000</b>	<b>\$1,300,500</b>	<b>0%</b>	<b>\$1,267,978,882</b>	<b>\$1,353,668,862</b>	<b>-6%</b>

**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%
<b>TOTAL</b>	<b>708</b>	<b>752</b>	<b>-6%</b>

**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%
<b>TOTAL</b>	<b>\$1,267,978,882</b>	<b>\$1,353,668,862</b>	<b>-6%</b>

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

## Real Estate Market Report



**CONDOMINIUM**  
YEAR-OVER-YEAR

**699**  
TOTAL NUMBER OF SALES  
2025

**852**  
TOTAL NUMBER OF SALES  
2024

**-18%**

**\$692,860**  
MEDIAN SALES PRICE  
2025

**\$900,000**  
MEDIAN SALES PRICE  
2024

**-23%**

**\$773,281,284**  
TOTAL DOLLAR VOLUME  
2025

**\$1,209,319,896**  
TOTAL DOLLAR VOLUME  
2024

**-36%**

**Number of Sales**

**Median Sales Price**

**Total Dollar Volume**

	2025	2024	%Change	2025	2024	%Change	2025	2024	%Change
<b>CENTRAL</b>									
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%
<b>EAST</b>									
Hana	1	-	-	\$1,875,000	-	-	\$1,875,000	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
<b>NORTH SHORE</b>									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	3	1	200%	\$675,000	\$838,500	-19%	\$12,845,000	\$838,500	1432%
<b>SOUTH</b>									
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%
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	2	7	-71%	\$816,000	\$989,000	-17%	\$1,632,000	\$6,932,000	-76%
<b>WEST</b>									
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	-	-	-	-	-	-	-	-	-
<b>LANAI - MOLOKAI</b>									
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%
<b>MAUI SUMMARY</b>	<b>699</b>	<b>852</b>	<b>-18%</b>	<b>\$692,860</b>	<b>\$900,000</b>	<b>-23%</b>	<b>\$773,281,284</b>	<b>\$1,209,319,896</b>	<b>-36%</b>

**DECEMBER 2025 YTD NUMBER OF SALES**

**DECEMBER 2025 YTD TOTAL DOLLAR VOLUME**

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	-	-
<b>TOTAL</b>	<b>699</b>	<b>852</b>	<b>-18%</b>

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%
<b>TOTAL</b>	<b>\$773,281,284</b>	<b>\$1,209,319,896</b>	<b>-36%</b>

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

## 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
<b>CENTRAL</b>									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	14	13	8%	\$589,000	\$545,000	8%	\$8,067,000	\$7,871,000	2%
<b>EAST</b>									
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	-	-	-	-	-	-	-	-	-
<b>NORTH SHORE</b>									
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%
<b>SOUTH</b>									
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%
<b>UPCOUNTRY</b>									
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%
<b>WEST</b>									
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%
<b>LANAI - MOLOKAI</b>									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	17	14	21%	\$180,000	\$105,000	71%	\$4,380,500	\$2,433,500	80%
<b>MAUI SUMMARY</b>	<b>152</b>	<b>189</b>	<b>-20%</b>	<b>\$635,000</b>	<b>\$865,000</b>	<b>-27%</b>	<b>\$193,294,250</b>	<b>\$342,428,251</b>	<b>-44%</b>

**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%
<b>TOTAL</b>	<b>152</b>	<b>189</b>	<b>-20%</b>

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%
<b>TOTAL</b>	<b>\$193,294,250</b>	<b>\$342,428,251</b>	<b>-44%</b>

## 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, 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	\$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
Sprecklesville/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

Home Sales

**708**



vs 2024

750

**-6%**

Median Sales Price

**\$1,295,000**



vs 2024

\$1,300,500

**0%**

Total Dollar Volume

**\$1,267,978,882**



vs 2024

\$1,353,668,862

**-6%**

Median Days on Market

**102 Days**



vs 2024

87 Days

**17%**

\*Inventory of  
Homes for Sales

**450**



vs 2024

393

**15%**

\*Supply of Inventory

**8 Months**



vs 2024

6.3 Months

**23%**



## CONDOMINIUM

Condo Sales

**699**



vs 2024

852

**-18%**

Median Sales Price

**\$692,860**



vs 2024

\$900,000

**-23%**

Total Dollar Volume

**\$773,281,284**



vs 2024

\$1,209,319,896

**-36%**

Median Days on Market

**111 Days**



vs 2024

86 Days

**29%**

\*Inventory of  
Homes for Sales

**920**



vs 2024

777

**18%**

\*Supply of Inventory

**15.8 Months**



vs 2024

12.2 Months

**30%**



## VACANT LAND

Vacant Land Sales

**152**



vs 2024

189

**-20%**

Median Sales Price

**\$635,000**



vs 2024

\$865,000

**-27%**

Total Dollar Volume

**\$193,294,250**



vs 2024

\$342,428,251

**-44%**

Median Days on Market

**115 Days**



vs 2024

101 Days

**14%**

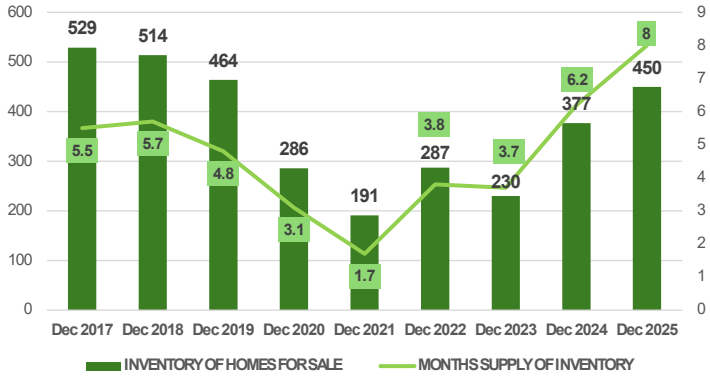
\*Residential & Condo Inventory Data is derived from RAM's Local Market Update Stats dated Dec. 2025

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

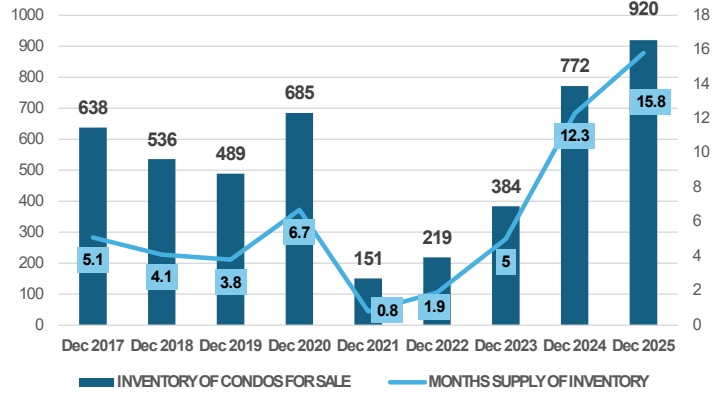
Real Estate Market **OVERVIEW**

**INVENTORY MARKET UPDATE 2017-2025**

**MAUI - SINGLE FAMILY**  
Inventory Market Update

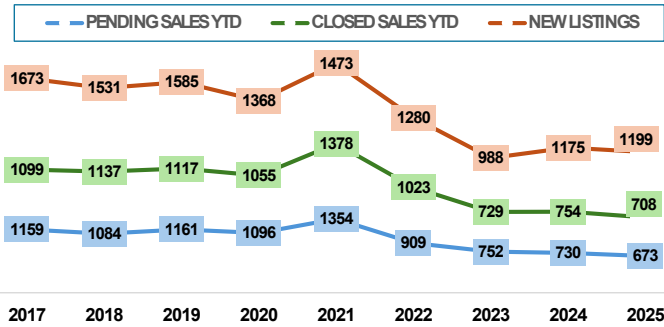


**MAUI - CONDOMINIUM**  
Inventory Market Update

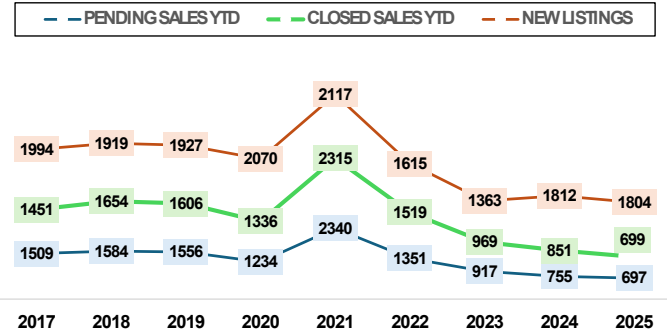


**PENDINGS. SOLDS. NEW LISTINGS. 2017-2025**

**MAUI - SINGLE FAMILY**  
PENDING/SOLDS/NEW LISTINGS  
2017 - 2025 YTD

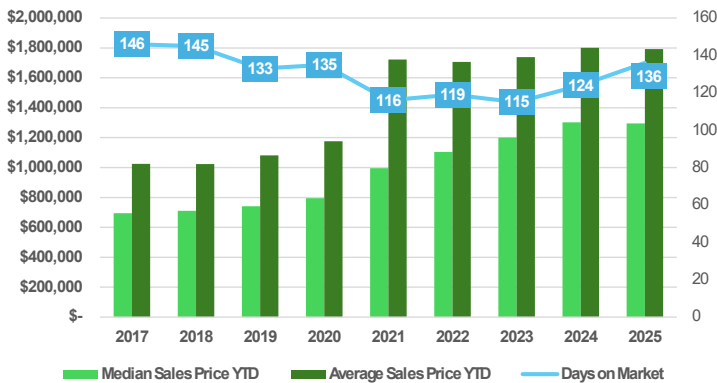


**MAUI - CONDOMINIUM**  
PENDING/SOLDS/NEW LISTINGS  
2017 - 2025 YTD

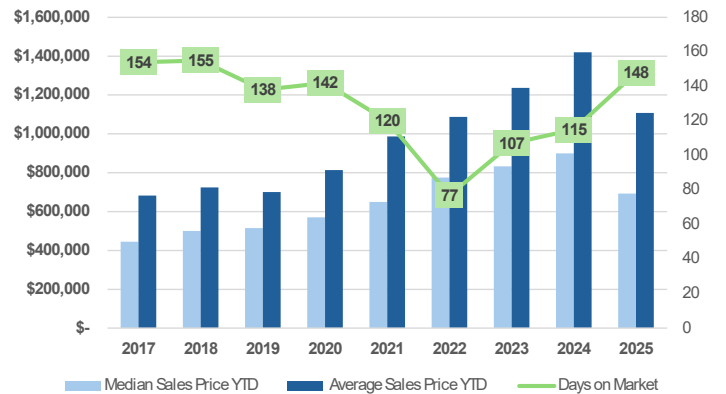


**MEDIAN/AVERAGE SALES PRICE. DAYS ON MARKET. 2017-2025**

**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

