

- 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%	176	▲	13%	\$1,300,000	■	0%	118	▲	26%
CONDO	47%	183	▲	10%	\$699,000	▼	-12%	120	▲	6%
LAND	8%	30	▼	-14%	\$690,000	▼	-1%	101	▲	29%

DISTRICT	2026 VS 2025 YTD NUMBER OF UNITS			DISTRICT	2026 VS 2025 YTD TOTAL DOLLAR VOLUME	
	2026	% Change			2026	% Change
SOUTH	142	19%		SOUTH	\$229,367,798	-6%
WEST	92	5%		WEST	\$111,273,150	-28%
CENTRAL	70	9%		CENTRAL	\$65,073,930	3%
UPCOUNTRY	37	-14%		UPCOUNTRY	\$58,781,500	1%
NORTH SHORE	23	10%		NORTH SHORE	\$39,523,108	-9%
LANAI/MOLOKAI	22	16%		LANAI/MOLOKAI	\$7,816,000	3%
EAST	3	-25%		EAST	\$4,120,000	-39%
TOTAL	389	9%		TOTAL	\$515,955,486	-11%

% of Closed Sales by Districts through March 31, 2026

Number of Recorded transactions from January 1, 2026 - March 31, 2026

Real Estate Market Report



RESIDENTIAL
YEAR-OVER-YEAR

176
TOTAL NUMBER OF SALES
2026
 13%
TOTAL NUMBER OF SALES
2025

\$1,300,000
MEDIAN SALES PRICE
2026
 0%
MEDIAN SALES PRICE
2025

\$279,186,038
TOTAL DOLLAR VOL
2026
 -7%
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	24	18	33%	\$1,162,000	\$1,012,500	15%	\$28,238,930	\$18,790,000	50%
Wailuku	28	28	0%	\$1,037,500	\$1,150,000	-10%	\$28,164,500	\$32,747,658	-14%
EAST									
Hana	2	3	-33%	\$1,750,000	\$997,500	75%	\$3,500,000	\$4,827,500	-27%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	1	-	-	\$620,000	-	-	\$620,000	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	14	16	-13%	\$1,297,500	\$1,700,000	-24%	\$19,321,108	\$26,893,100	-28%
Sprecks/Paia/Kuau	5	3	67%	\$1,300,000	\$5,900,000	-78%	\$15,480,000	\$15,150,000	2%
SOUTH									
Kihei	33	20	65%	\$1,300,000	\$1,361,500	-5%	\$49,507,000	\$31,854,480	55%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	4	4	0%	\$2,280,000	\$2,220,000	3%	\$9,410,000	\$8,795,000	7%
Wailea/Makena	9	4	125%	\$2,780,000	\$10,685,000	-74%	\$27,910,000	\$43,310,000	-36%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	10	9	11%	\$1,690,000	\$1,500,000	13%	\$17,028,500	\$16,166,500	5%
Makawao/Olinda/Haliimaile	18	20	-10%	\$1,477,500	\$1,295,000	14%	\$30,339,000	\$28,405,100	7%
Pukalani	5	5	0%	\$1,249,000	\$1,075,000	16%	\$6,864,000	\$5,165,000	33%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	4	6	-33%	\$2,625,000	\$4,550,000	-42%	\$12,350,000	\$27,795,000	-56%
Kapalua	-	2	-100%	-	\$6,812,500	-100%	-	\$13,625,000	-100%
Lahaina	7	3	133%	\$2,000,000	\$3,600,000	-44%	\$17,059,000	\$10,388,000	64%
Napili/Kahana/Honokowai	3	7	-57%	\$1,500,000	\$1,675,000	-10%	\$4,645,000	\$11,265,000	-59%
Olowalu	1	-	-	\$5,000,000	-	-	\$5,000,000	-	-
LANAI - MOLOKAI									
Lanai	2	2	0%	\$562,500	\$440,000	28%	\$1,125,000	\$880,000	28%
Molokai	6	5	20%	\$357,500	\$520,000	-31%	\$2,624,000	\$2,426,000	8%
MAUI SUMMARY	176	156	13%	\$1,300,000	\$1,295,000	0%	\$279,186,038	\$299,583,338	-7%

1ST QUARTER 2026 YTD NUMBER OF SALES

1ST QUARTER 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
CENTRAL	52	47	11%
SOUTH	46	28	64%
UPCOUNTRY	33	34	-3%
NORTH SHORE	19	19	0%
WEST	15	18	-17%
LANAI/MOLOKAI	8	7	14%
EAST	3	3	0%
TOTAL	176	156	13%

DISTRICT	2026	2025	% Change
SOUTH	\$86,827,000	\$83,959,480	3%
CENTRAL	\$56,403,430	\$52,637,658	7%
UPCOUNTRY	\$54,231,500	\$49,736,600	9%
WEST	\$39,054,000	\$63,073,000	-38%
NORTH SHORE	\$34,801,108	\$42,043,100	-17%
EAST	\$4,120,000	\$4,827,500	-15%
LANAI/MOLOKAI	\$3,749,000	\$3,306,000	13%
TOTAL	\$279,186,038	\$299,583,338	-7%

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

Real Estate Market Report



CONDOMINIUM
YEAR-OVER-YEAR

183
TOTAL NUMBER OF SALES
2026

167
TOTAL NUMBER OF SALES
2025

10%

\$699,000
MEDIAN SALES PRICE
2026

\$795,000
MEDIAN SALES PRICE
2025

-12%

\$202,794,448
TOTAL DOLLAR VOL
2026

\$219,084,945
TOTAL DOLLAR VOLUME
2025

-7%

Number of Sales

Median Sales Price

Total Dollar Volume

	2026	2025	%Change	2026	2025	%Change	2026	2025	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	5	2	150%	\$150,000	\$229,500	-35%	\$954,000	\$459,000	108%
Wailuku	10	14	-29%	\$697,500	\$605,000	15%	\$6,471,500	\$9,435,900	-31%
EAST									
Hana	-	1	-100%	-	\$1,875,000	-100%	-	\$1,875,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	1	-100%	-	\$675,000	-100%	-	\$675,000	-100%
SOUTH									
Kihei	59	56	5%	\$610,000	\$675,000	-10%	\$46,227,798	\$45,473,070	2%
Maalaea	5	4	25%	\$530,000	\$518,500	2%	\$2,940,000	\$2,152,000	37%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	28	24	17%	\$1,985,000	\$2,850,000	-30%	\$82,563,000	\$84,742,500	-3%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	-	-	-	-	-	-	-	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	19	23	-17%	\$1,035,000	\$1,152,500	-10%	\$26,278,750	\$36,044,500	-27%
Kapalua	5	5	0%	\$1,350,000	\$1,630,000	-17%	\$6,510,000	\$14,509,000	-55%
Lahaina	10	5	100%	\$542,000	\$600,000	-10%	\$6,276,500	\$4,350,000	44%
Napili/Kahana/Honokowai	31	25	24%	\$560,000	\$605,000	-7%	\$21,185,900	\$17,440,000	21%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	1	-100%	-	\$188,000	-100%	-	\$188,000	-100%
Molokai	11	6	83%	\$195,000	\$274,500	-29%	\$3,387,000	\$1,740,975	95%
MAUI SUMMARY	183	167	10%	\$699,000	\$795,000	-12%	\$202,794,448	\$219,084,945	-7%

1ST QUARTER 2026 YTD NUMBER OF SALES

DISTRICT	2026	2025	% Change
SOUTH	92	84	10%
WEST	65	58	12%
CENTRAL	15	16	-6%
LANAI/MOLOKAI	11	7	57%
NORTH SHORE	-	1	-100%
UPCOUNTRY	-	-	-
EAST	-	1	-100%
TOTAL	183	167	10%

1ST QUARTER 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
SOUTH	\$131,730,798	\$132,367,570	0%
WEST	\$60,251,150	\$72,343,500	-17%
CENTRAL	\$7,425,500	\$9,894,900	-25%
LANAI/MOLOKAI	\$3,387,000	\$1,928,975	76%
NORTH SHORE	-	\$675,000	-100%
EAST	-	\$1,875,000	-100%
UPCOUNTRY	-	-	-
TOTAL	\$202,794,448	\$219,084,945	-7%

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

Real Estate Market Report



VACANT LAND
YEAR-OVER-YEAR

30
TOTAL NUMBER OF SALES
2026

35
TOTAL NUMBER OF SALES
2025

-14%

\$690,000
MEDIAN SALES PRICE
2026

\$699,000
MEDIAN SALES PRICE
2025

-1%

\$33,975,000
TOTAL DOLLAR VOL
2026

\$58,860,750
TOTAL DOLLAR VOLUME
2025

-42%

Number of Sales

Median Sales Price

Total Dollar Volume

	2026	2025	%Change	2026	2025	%Change	2026	2025	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	3	1	200%	\$350,000	\$950,000	-63%	\$1,245,000	\$950,000	31%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	4	1	300%	\$1,316,000	\$815,000	61%	\$4,722,000	\$815,000	479%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	1	1	0%	\$585,000	\$860,000	-32%	\$585,000	\$860,000	-32%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	1	-100%	-	\$1,050,000	-100%	-	\$1,050,000	-100%
Wailea/Makena	3	5	-40%	\$4,000,000	\$5,650,000	-29%	\$10,225,000	\$25,913,250	-61%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	3	3	0%	\$1,300,000	\$510,000	155%	\$3,850,000	\$1,675,000	130%
Makawao/Olinda/Haliimaile	1	4	-75%	\$700,000	\$1,612,500	-57%	\$700,000	\$6,125,000	-89%
Pukalani	-	2	-100%	-	\$470,750	-100%	-	\$941,500	-100%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	2	2	0%	\$1,297,500	\$6,012,500	-78%	\$2,595,000	\$12,025,000	-78%
Kapalua	1	-	-	\$1,200,000	-	-	\$1,200,000	-	-
Lahaina	9	8	13%	\$630,000	\$606,000	4%	\$8,173,000	\$5,651,000	45%
Napili/Kahana/Honokowai	-	1	-100%	-	\$20,000	-100%	-	\$20,000	-100%
Olowalu	-	1	-100%	-	\$465,000	-100%	-	\$465,000	-100%
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	3	5	-40%	\$80,000	\$295,000	-73%	\$680,000	\$2,370,000	-71%
MAUI SUMMARY	30	35	-14%	\$690,000	\$699,000	-1%	\$33,975,000	\$58,860,750	-42%

1ST QUARTER 2026 YTD NUMBER OF SALES

DISTRICT	2026	2025	% Change
WEST	12	12	0%
UPCOUNTRY	4	9	-56%
SOUTH	4	7	-43%
LANAI/MOLOKAI	3	5	-40%
CENTRAL	3	1	200%
NORTH SHORE	4	1	300%
EAST	-	-	-
TOTAL	30	35	-14%

1ST QUARTER 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
WEST	\$11,968,000	\$18,161,000	-34%
UPCOUNTRY	\$4,550,000	\$8,741,500	-48%
SOUTH	\$10,810,000	\$27,823,250	-61%
LANAI/MOLOKAI	\$680,000	\$2,370,000	-71%
NORTH SHORE	\$4,722,000	\$815,000	479%
CENTRAL	\$1,245,000	\$950,000	31%
EAST	-	-	-
TOTAL	\$33,975,000	\$58,860,750	-42%

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

Real Estate Market Report

CENTRAL

HOMES

Number of Sales	52	11%
Total Dollar Transactions	\$56,403,430	7%

CONDOS

Number of Sales	15	-6%
Total Dollar Transactions	\$7,425,500	-25%

LAND

Number of Sales	3	200%
Total Dollar Transactions	\$1,245,000	31%

NORTH SHORE

HOMES

Number of Sales	19	0%
Total Dollar Transactions	\$34,801,108	-17%

CONDOS

Number of Sales	-	-100%
Total Dollar Transactions	\$0	-100%

LAND

Number of Sales	4	300%
Total Dollar Transactions	\$4,722,000	479%

WEST

HOMES

Number of Sales	15	-17%
Total Dollar Transactions	\$39,054,000	-38%

CONDOS

Number of Sales	65	12%
Total Dollar Transactions	\$60,251,150	-17%

LAND

Number of Sales	12	0%
Total Dollar Transactions	\$11,968,000	-34%

EAST

HOMES

Number of Sales	3	0%
Total Dollar Transactions	\$4,120,000	-15%

CONDOS

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

LAND

Number of Sales	-	-
Total Dollar Transactions	-	-

SOUTH

HOMES

Number of Sales	46	64%
Total Dollar Transactions	\$86,827,000	3%

CONDOS

Number of Sales	92	10%
Total Dollar Transactions	\$131,730,798	0%

LAND

Number of Sales	4	-43%
Total Dollar Transactions	\$10,810,000	-61%

UPCOUNTRY

HOMES

Number of Sales	33	-3%
Total Dollar Transactions	\$54,231,500	9%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	\$0	-

LAND

Number of Sales	4	-56%
Total Dollar Transactions	\$4,550,000	-48%

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	\$49,507,000
Makawao/Olinda/Haliimaile	\$30,339,000
Kahului	\$28,238,930
Wailuku	\$28,164,500
Wailea/Makena	\$27,910,000
Haiku	\$19,321,108
Lahaina	\$17,059,000
Kula/Ulupalakua/Kanaio	\$17,028,500
Sprecklesville/Paia/Kuau	\$15,480,000
Kaanapali	\$12,350,000

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$82,563,000
Kihei	\$46,227,798
Kaanapali	\$26,278,750
Napili/Kahana/Honokowai	\$21,185,900
Kapalua	\$6,510,000
Wailuku	\$6,471,500
Lahaina	\$6,276,500
Molokai	\$3,387,000
Maalaea	\$2,940,000
Kahului	\$954,000

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$10,225,000
Lahaina	\$8,173,000
Haiku	\$4,722,000
Kula/Ulupalakua/Kanaio	\$3,850,000
Kaanapali	\$2,595,000
Wailuku	\$1,245,000
Kapalua	\$1,200,000
Makawao/Olinda/Haliimaile	\$700,000
Molokai	\$680,000
Kihei	\$585,000



RESIDENTIAL

Home Sales

176

vs 2025
156

13%

Median Sales Price

\$1,300,000

vs 2025
\$1,295,000

0%

Total Dollar Volume

\$279,186,038

vs 2025
\$299,583,338

-7%

Median Days on Market

118 Days

vs 2025
94 Days

26%

*Inventory of
Homes for Sales

438

vs 2025
445

-2%

*Supply of Inventory

7.6 Months

vs 2025
7.8 Months

-3%



CONDOMINIUM

Condo Sales

183

vs 2025
167

10%

Median Sales Price

\$699,000

vs 2025
\$795,000

-12%

Total Dollar Volume

\$202,794,448

vs 2025
\$219,084,945

-7%

Median Days on Market

120 Days

vs 2025
113 Days

6%

*Inventory of
Condo for Sales

918

vs 2025
863

6%

*Supply of Inventory

15 Months

vs 2025
15.3 Months

-2%



VACANT LAND

Vacant Land Sales

30

vs 2025
35

-14%

Median Sales Price

\$690,000

vs 2025
\$699,000

-1%

Total Dollar Volume

\$33,975,000

vs 2025
\$58,860,750

-42%

Median Days on Market

101 Days

vs 2025
78 Days

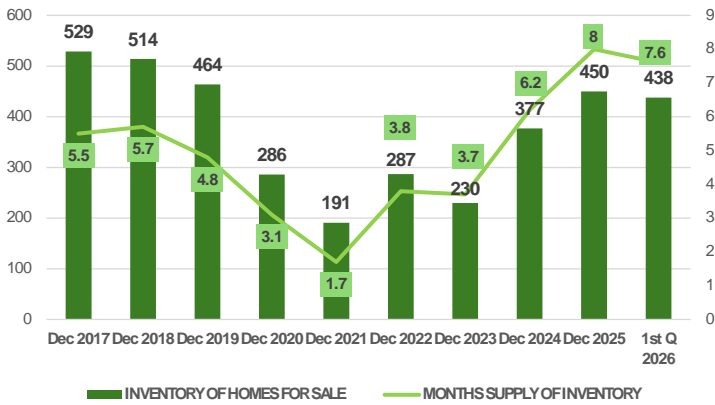
29%

*Residential & Condo Inventory Data is derived from RAM's Local Market Update Stats dated March 31, 2026

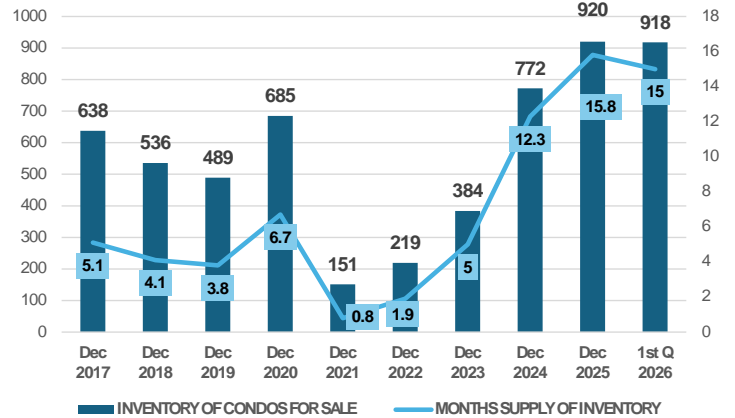
Source: Realtors Association of Maui (RAM). Data is deemed reliable, but not guaranteed.

Inventory Market Update 2017-2026

MAUI - SINGLE FAMILY
Inventory Market Update

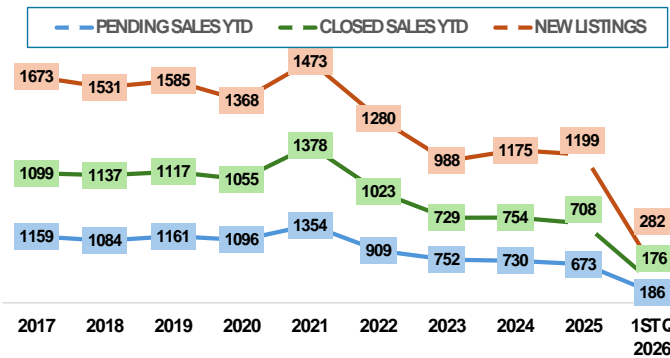


MAUI - CONDOMINIUM
Inventory Market Update

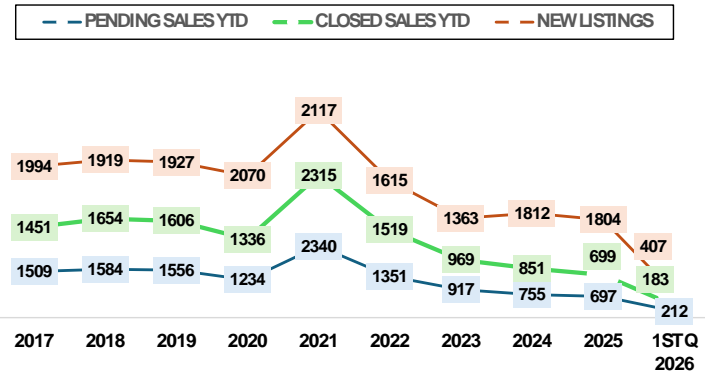


Pendings. Solds. New Listings. 2017-2026

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

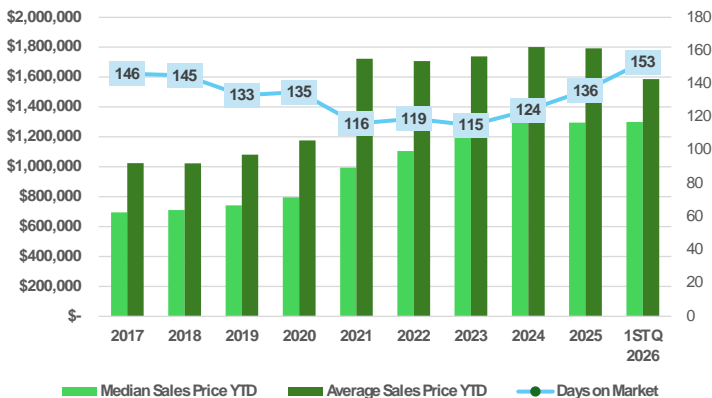


MAUI - CONDOMINIUM
PENDING/SOLDS/NEW LISTINGS
2017 - 2026 YTD

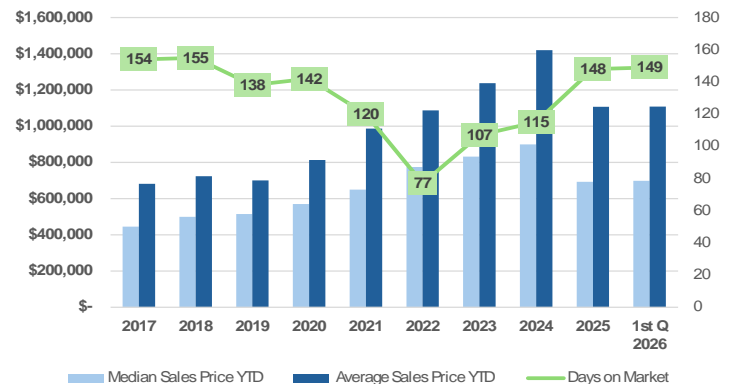


Median/Average Sales Price. Days on Market. 2017-2026

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 1ST QUARTER 2026 YTD

30%

SOLD AT OR OVER LIST PRICE
vs 33% 1st Quarter 2025

36% of ALL Home Sales Were **CASH** Deals
vs 37% 1st Quarter 2025

CONDO SALES 1ST QUARTER 2026 YTD

18%

SOLD AT OR OVER LIST PRICE
vs 16% 1st Quarter 2025

18% of ALL Condo Sales Were **CASH** Deals
vs 51% 1st Quarter 2025



HIGHEST RECORDED HOME SALES

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

#2) 192 HALAU PL | \$6,600,000
3BD/3.5BA | 3,808 SF | 0.3691 ACRE LOT

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

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

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



HIGHEST RECORDED CONDO SALES

#1) MAKENA SURF, #A103 | \$9,000,000
3BD/3.5BA | 3,415 SF LA

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

#3) WAILEA POINT, #603 | \$5,750,000
2BD/2BA | 1,900 SF LA

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

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

