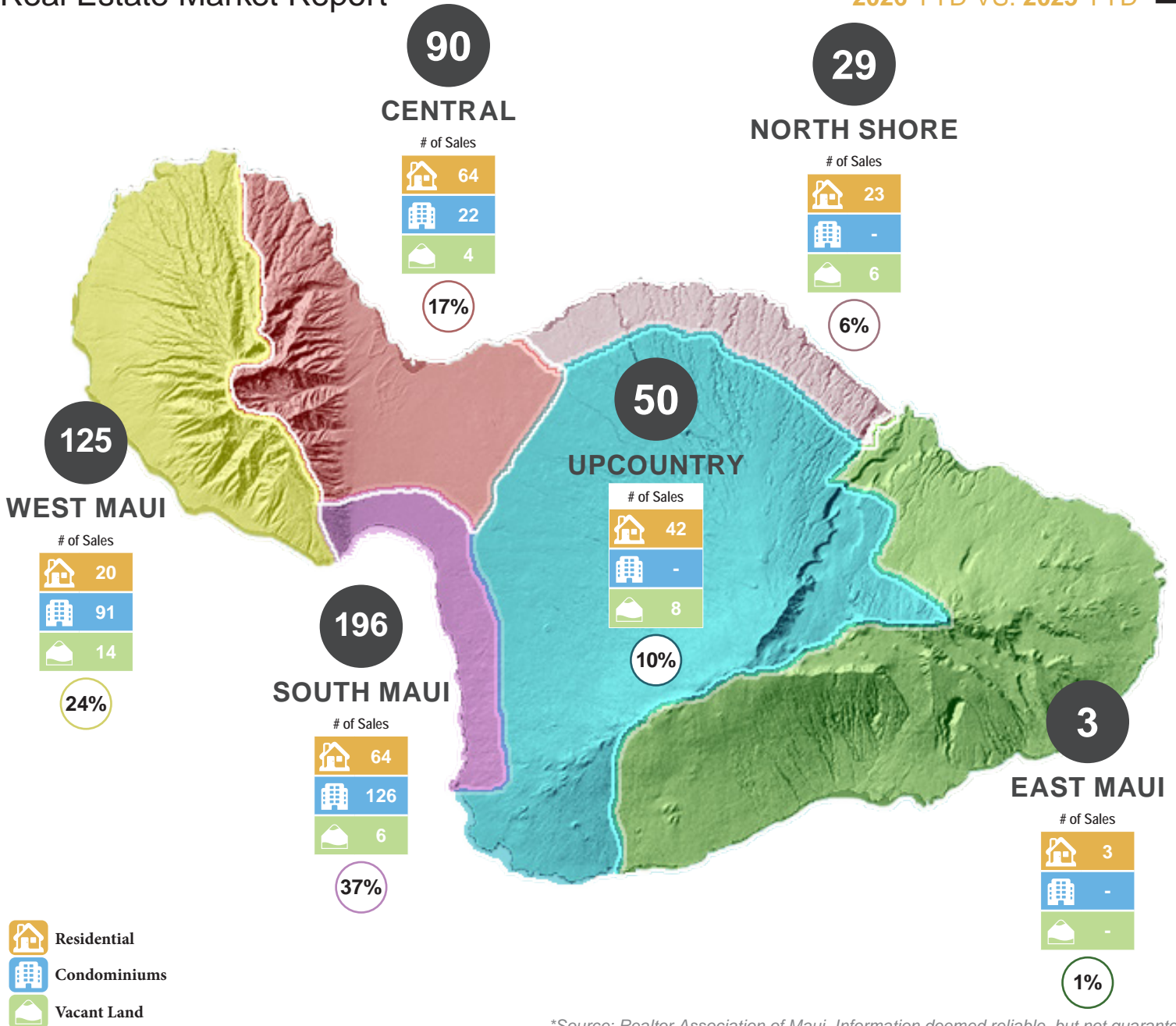


Real Estate Market Report



- 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	43%	226		0%	\$1,297,500		-1%	111		14%
CONDO	49%	254		9%	\$699,000		-9%	125		15%
LAND	8%	43		-17%	\$698,750		0%	110		-23%

2026 VS 2025 YTD NUMBER OF UNITS			2026 VS 2025 YTD TOTAL DOLLAR VOLUME		
DISTRICT	2026	% Change	DISTRICT	2026	% Change
SOUTH	196	16%	SOUTH	\$295,080,266	-10%
WEST	125	-3%	WEST	\$147,414,150	-36%
CENTRAL	90	-2%	CENTRAL	\$82,729,929	-11%
UPCOUNTRY	50	-19%	UPCOUNTRY	\$79,648,500	-3%
NORTH SHORE	29	-3%	NORTH SHORE	\$48,574,608	-13%
LANAI/MOLOKAI	30	25%	EAST	\$19,530,000	107%
EAST	3	-50%	LANAI/MOLOKAI	\$4,120,000	-57%
TOTAL	523	2%	TOTAL	\$677,097,453	-16%

% of Closed Sales by Districts through April 30, 2026

Number of Recorded transactions from January 1, 2026 - April 30, 2026

Real Estate Market Report



RESIDENTIAL
YEAR-OVER-YEAR

226
TOTAL NUMBER OF SALES
2026

226
TOTAL NUMBER OF SALES
2025

0%

\$1,300,000
MEDIAN SALES PRICE
2026

\$1,295,000
MEDIAN SALES PRICE
2025

1%

\$353,198,537
TOTAL DOLLAR VOL
2026

\$428,430,330
TOTAL DOLLAR VOLUME
2025

-18%

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	29	25	16%	\$1,100,000	\$1,090,000	1%	\$33,208,429	\$26,840,000	24%
Wailuku	35	40	-13%	\$1,100,000	\$1,261,250	-13%	\$36,407,000	\$48,506,762	-25%
EAST									
Hana	2	5	-60%	\$1,750,000	\$997,500	75%	\$3,500,000	\$7,747,500	-55%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	1	-	-	\$620,000	-	-	\$620,000	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	16	21	-24%	\$1,237,500	\$1,700,000	-27%	\$21,246,608	\$34,988,100	-39%
Sprecks/Paia/Kuau	7	5	40%	\$1,200,000	\$1,410,000	-15%	\$17,706,000	\$17,435,000	2%
SOUTH									
Kihei	45	30	50%	\$1,300,000	\$1,361,500	-5%	\$64,101,000	\$58,913,480	9%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	8	10	-20%	\$2,417,500	\$1,962,500	23%	\$20,070,000	\$20,192,888	-1%
Wailea/Makena	11	5	120%	\$2,780,000	\$6,900,000	-60%	\$34,410,000	\$45,660,000	-25%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	15	13	15%	\$1,530,000	\$1,500,000	2%	\$25,028,500	\$22,446,000	12%
Makawao/Olinda/Haliimaile	21	26	-19%	\$1,400,000	\$1,297,550	8%	\$34,574,000	\$37,391,600	-8%
Pukalani	6	11	-45%	\$1,249,500	\$1,075,000	16%	\$8,832,000	\$11,815,000	-25%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	4	8	-50%	\$2,625,000	\$4,600,000	-43%	\$12,350,000	\$37,795,000	-67%
Kapalua	-	4	-100%	-	\$6,812,500	-100%	-	\$25,575,000	-100%
Lahaina	9	4	125%	\$2,000,000	\$3,230,000	-38%	\$21,824,000	\$13,248,000	65%
Napili/Kahana/Honokowai	6	9	-33%	\$1,500,000	\$1,500,000	0%	\$9,363,000	\$14,115,000	-34%
Olowalu	1	-	-	\$5,000,000	-	-	\$5,000,000	-	-
LANAI - MOLOKAI									
Lanai	3	3	0%	\$650,000	\$525,000	24%	\$1,984,000	\$1,705,000	16%
Molokai	7	6	17%	\$350,000	\$525,000	-33%	\$2,974,000	\$2,956,000	1%
MAUI SUMMARY	226	226	0%	\$1,297,500	\$1,307,550	-1%	\$353,198,537	\$428,430,330	-18%

APRIL 2026 YTD NUMBER OF SALES

APRIL 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
CENTRAL	64	66	-3%
SOUTH	64	45	42%
UPCOUNTRY	42	50	-16%
NORTH SHORE	23	26	-12%
WEST	20	25	-20%
LANAI/MOLOKAI	10	9	11%
EAST	3	5	-40%
TOTAL	226	226	0%

DISTRICT	2026	2025	% Change
SOUTH	\$118,581,000	\$124,766,368	-5%
CENTRAL	\$69,615,429	\$76,446,762	-9%
UPCOUNTRY	\$68,434,500	\$71,652,600	-4%
WEST	\$48,537,000	\$90,733,000	-47%
NORTH SHORE	\$38,952,608	\$52,423,100	-26%
LANAI/MOLOKAI	\$4,958,000	\$4,661,000	6%
EAST	\$4,120,000	\$7,747,500	-47%
TOTAL	\$353,198,537	\$428,430,330	-18%

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

Real Estate Market Report

2026 YTD VS. 2025 YTD



CONDOMINIUM
YEAR-OVER-YEAR

254
TOTAL NUMBER OF SALES
2026

234
TOTAL NUMBER OF SALES
2025

9%

\$699,000
MEDIAN SALES PRICE
2026

\$766,250
MEDIAN SALES PRICE
2025

-9%

\$273,122,416
TOTAL DOLLAR VOL
2026

\$301,529,150
TOTAL DOLLAR VOLUME
2025

-9%

Number of Sales

Median Sales Price

Total Dollar Volume

	2026	2025	%Change	2026	2025	%Change	2026	2025	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	6	2	200%	\$167,500	\$229,500	-27%	\$1,139,000	\$459,000	148%
Wailuku	16	20	-20%	\$692,500	\$605,000	14%	\$10,030,500	\$13,955,900	-28%
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	86	77	12%	\$600,000	\$675,000	-11%	\$65,371,266	\$62,157,170	5%
Maalaea	7	5	40%	\$530,000	\$537,000	-1%	\$3,960,000	\$2,802,000	41%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	33	32	3%	\$1,975,000	\$2,672,500	-26%	\$93,513,000	\$101,676,000	-8%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	-	-	-	-	-	-	-	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	29	28	4%	\$1,053,750	\$1,151,250	-8%	\$39,416,750	\$48,114,500	-18%
Kapalua	9	11	-18%	\$1,335,000	\$1,695,000	-21%	\$11,045,000	\$34,024,205	-68%
Lahaina	14	9	56%	\$648,750	\$550,000	18%	\$9,179,000	\$6,210,000	48%
Napili/Kahana/Honokowai	39	38	3%	\$560,000	\$630,000	-11%	\$25,970,900	\$27,189,400	-4%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	3	1	200%	\$2,575,000	\$188,000	1270%	\$9,880,000	\$188,000	5155%
Molokai	12	9	33%	\$197,500	\$219,975	-10%	\$3,617,000	\$2,202,975	64%
MAUI SUMMARY	254	234	9%	\$699,000	\$766,250	-9%	\$273,122,416	\$301,529,150	-9%

APRIL 2026 YTD NUMBER OF SALES

APRIL 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
SOUTH	126	114	11%
WEST	91	86	6%
CENTRAL	22	22	0%
LANAI/MOLOKAI	15	10	50%
NORTH SHORE	-	1	-100%
UPCOUNTRY	-	-	-
EAST	-	1	-100%
TOTAL	254	234	9%

DISTRICT	2026	2025	% Change
SOUTH	\$162,844,266	\$166,635,170	-2%
WEST	\$85,611,650	\$115,538,105	-26%
LANAI/MOLOKAI	\$13,497,000	\$2,390,975	464%
CENTRAL	\$11,169,500	\$14,414,900	-23%
NORTH SHORE	-	\$675,000	-100%
EAST	-	\$1,875,000	-100%
UPCOUNTRY	-	-	-
TOTAL	\$273,122,416	\$301,529,150	-9%

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

Real Estate Market Report



VACANT LAND
YEAR-OVER-YEAR

43 TOTAL NUMBER OF SALES 2026	-17%	\$698,750 MEDIAN SALES PRICE 2026	0%	\$50,776,500 TOTAL DOLLAR VOL 2026
52 TOTAL NUMBER OF SALES 2025		\$700,000 MEDIAN SALES PRICE 2025		\$78,087,250 TOTAL DOLLAR VOLUME 2025

Number of Sales

Median Sales Price

Total Dollar Volume

	2026	2025	%Change	2026	2025	%Change	2026	2025	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	4	4	0%	\$485,000	\$572,500	-15%	\$1,945,000	\$2,435,000	-20%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	6	3	100%	\$1,375,000	\$757,500	82%	\$9,622,000	\$2,514,000	283%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	3	1	200%	\$720,000	\$860,000	-16%	\$3,430,000	\$860,000	299%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	1	-100%	-	\$1,050,000	-100%	-	\$1,050,000	-100%
Wailea/Makena	3	8	-63%	\$4,000,000	\$3,069,125	30%	\$10,225,000	\$32,855,750	-69%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	6	5	20%	\$925,000	\$600,000	54%	\$6,054,000	\$3,085,000	96%
Makawao/Olinda/Haliimaile	2	5	-60%	\$700,000	\$1,075,000	-35%	\$5,160,000	\$6,390,000	-19%
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	2	-50%	\$1,200,000	\$1,437,500	-17%	\$1,200,000	\$2,875,000	-58%
Lahaina	11	12	-8%	\$630,000	\$606,000	4%	\$9,470,500	\$10,201,000	-7%
Napili/Kahana/Honokowai	-	1	-100%	-	\$20,000	-100%	-	\$20,000	-100%
Olowalu	-	1	-100%	-	\$465,000	-100%	-	\$465,000	-100%
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	5	5	0%	\$120,000	\$295,000	-59%	\$1,075,000	\$2,370,000	-55%
MAUI SUMMARY	43	52	-17%	\$698,750	\$700,000	0%	\$50,776,500	\$78,087,250	-35%

APRIL 2026 YTD NUMBER OF SALES

APRIL 2026 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2026	2025	% Change
WEST	14	18	-22%
UPCOUNTRY	8	12	-33%
SOUTH	6	10	-40%
LANAI/MOLOKAI	5	5	0%
CENTRAL	4	4	0%
NORTH SHORE	6	3	100%
EAST	-	-	-
TOTAL	43	52	-17%

DISTRICT	2026	2025	% Change
WEST	\$13,265,500	\$25,586,000	-48%
UPCOUNTRY	\$11,214,000	\$10,416,500	8%
SOUTH	\$13,655,000	\$34,765,750	-61%
LANAI/MOLOKAI	\$1,075,000	\$2,370,000	-55%
NORTH SHORE	\$9,622,000	\$2,514,000	283%
CENTRAL	\$1,945,000	\$2,435,000	-20%
EAST	-	-	-
TOTAL	\$50,776,500	\$78,087,250	-35%

Real Estate Market Report

2026 YTD VS. 2025 YTD

CENTRAL

HOMES

Number of Sales	64	-3%
Total Dollar Transactions	\$69,615,429	-9%

CONDOS

Number of Sales	22	0%
Total Dollar Transactions	\$11,169,500	-23%

LAND

Number of Sales	4	0%
Total Dollar Transactions	\$1,945,000	-20%

NORTH SHORE

HOMES

Number of Sales	23	-12%
Total Dollar Transactions	\$38,952,608	-26%

CONDOS

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

LAND

Number of Sales	6	100%
Total Dollar Transactions	\$9,622,000	283%

WEST

HOMES

Number of Sales	20	-20%
Total Dollar Transactions	\$48,537,000	-47%

CONDOS

Number of Sales	91	6%
Total Dollar Transactions	\$85,611,650	-26%

LAND

Number of Sales	14	-22%
Total Dollar Transactions	\$13,265,500	-48%

EAST

HOMES

Number of Sales	3	-40%
Total Dollar Transactions	\$4,120,000	-47%

CONDOS

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

LAND

Number of Sales	-	-
Total Dollar Transactions	-	-

SOUTH

HOMES

Number of Sales	64	42%
Total Dollar Transactions	\$118,581,000	-5%

CONDOS

Number of Sales	126	11%
Total Dollar Transactions	\$162,844,266	-2%

LAND

Number of Sales	6	-40%
Total Dollar Transactions	\$13,655,000	-61%

UPCOUNTRY

HOMES

Number of Sales	42	-16%
Total Dollar Transactions	\$68,434,500	-4%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	8	-33%
Total Dollar Transactions	\$11,214,000	8%

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	\$64,101,000
Wailuku	\$36,407,000
Makawao/Olinda/Haliimaile	\$34,574,000
Wailea/Makena	\$34,410,000
Kahului	\$33,208,429
Kula/Ulupalakua/Kanaio	\$25,028,500
Lahaina	\$21,824,000
Haiku	\$21,246,608
Maui Meadows	\$20,070,000
Sprecklesville/Paia/Kuau	\$17,706,000

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$93,513,000
Kihei	\$65,371,266
Kaanapali	\$39,416,750
Napili/Kahana/Honokowai	\$25,970,900
Kapalua	\$11,045,000
Wailuku	\$10,030,500
Lanai	\$9,880,000
Lahaina	\$9,179,000
Maalaea	\$3,960,000
Molokai	\$3,617,000

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$10,225,000
Haiku	\$9,622,000
Lahaina	\$9,470,500
Kula/Ulupalakua/Kanaio	\$6,054,000
Makawao/Olinda/Haliimaile	\$5,160,000
Kihei	\$3,430,000
Kaanapali	\$2,595,000
Wailuku	\$1,945,000
Kapalua	\$1,200,000
Molokai	\$1,075,000



RESIDENTIAL



CONDOMINIUM



VACANT LAND

Home Sales

226

vs 2025
226 0%

Condo Sales

254

vs 2025
234 9%

Vacant Land Sales

43

vs 2025
52 -17%

Median Sales Price

\$1,297,500

vs 2025
\$1,307,550 -1%

Median Sales Price

\$699,000

vs 2025
\$766,250 -9%

Median Sales Price

\$698,750

vs 2025
\$700,000 0%

Total Dollar Volume

\$353,198,537

vs 2025
\$428,430,330 -18%

Total Dollar Volume

\$273,122,416

vs 2025
\$301,529,150 -9%

Total Dollar Volume

\$50,776,500

vs 2025
\$78,087,250 -35%

Median Days on Market

111 Days

vs 2025
97 Days 14%

Median Days on Market

125 Days

vs 2025
109 Days 15%

Median Days on Market

110 Days

vs 2025
142 Days -23%

*Inventory of Homes for Sales

442

vs 2025
429 3%

*Inventory of Condo for Sales

944

vs 2025
921 3%

*Supply of Inventory

7.7 Months

vs 2025
7.6 Months 1%

*Supply of Inventory

15.4 Months

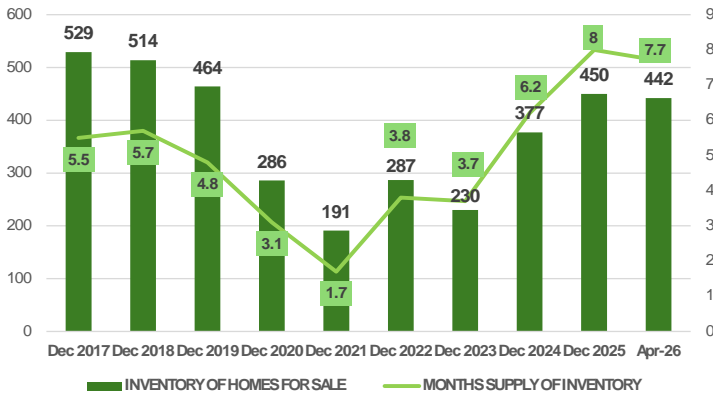
vs 2025
16.4 Months -6%

*Residential & Condo Inventory Data is derived from RAM's Local Market Update Stats dated April 30, 2026

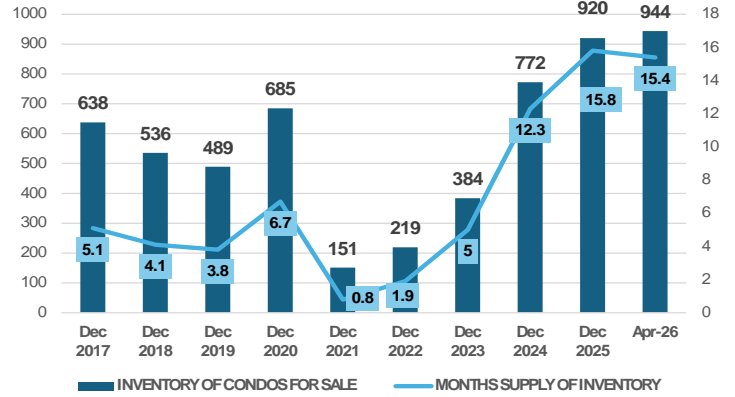
Source: Realtors Association of Maui (RAM). Data is deemed reliable, but not guaranteed.

Inventory Market Update 2017-2026

MAUI - SINGLE FAMILY
Inventory Market Update

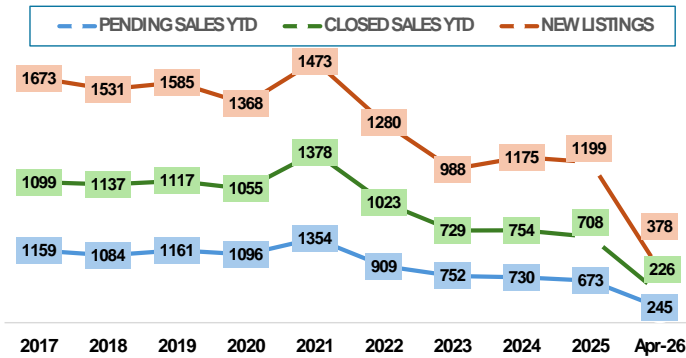


MAUI - CONDOMINIUM
Inventory Market Update

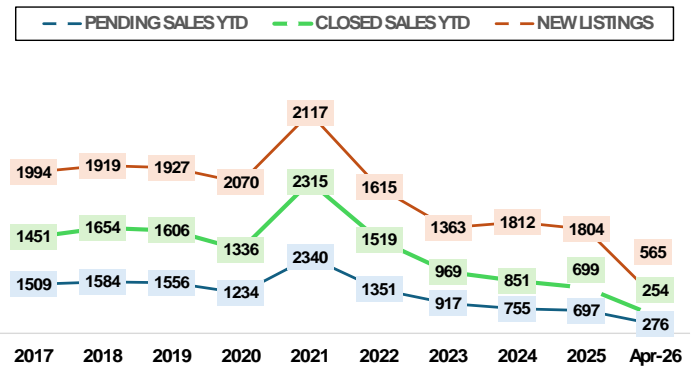


Pendings. Solds. New Listings. 2017-2026

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

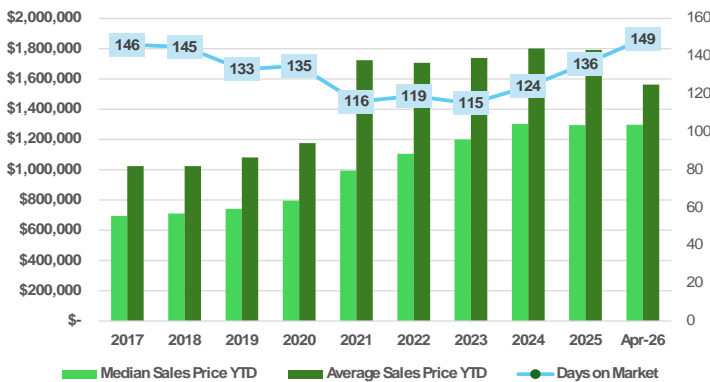


MAUI - CONDOMINIUM
PENDING/SOLDS/NEW LISTINGS
2017 - 2026 YTD

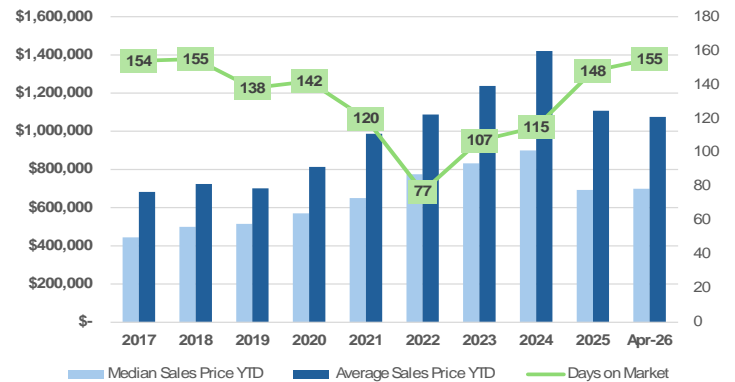


Median/Average Sales Price. Days on Market. 2017-2026

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 APRIL 2026 YTD

22%

SOLD AT OR OVER LIST PRICE
vs 31% APRIL 2025

33% of ALL Home Sales Were **CASH** Deals
vs 35% APRIL 2025

CONDO SALES APRIL 2026 YTD

20%

SOLD AT OR OVER LIST PRICE
vs 17% APRIL 2025

52% of ALL Condo Sales Were **CASH** Deals
vs 52% APRIL 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) WAILEA POINT, #3003 | \$4,550,000
2BD/3BA | 1,620 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

