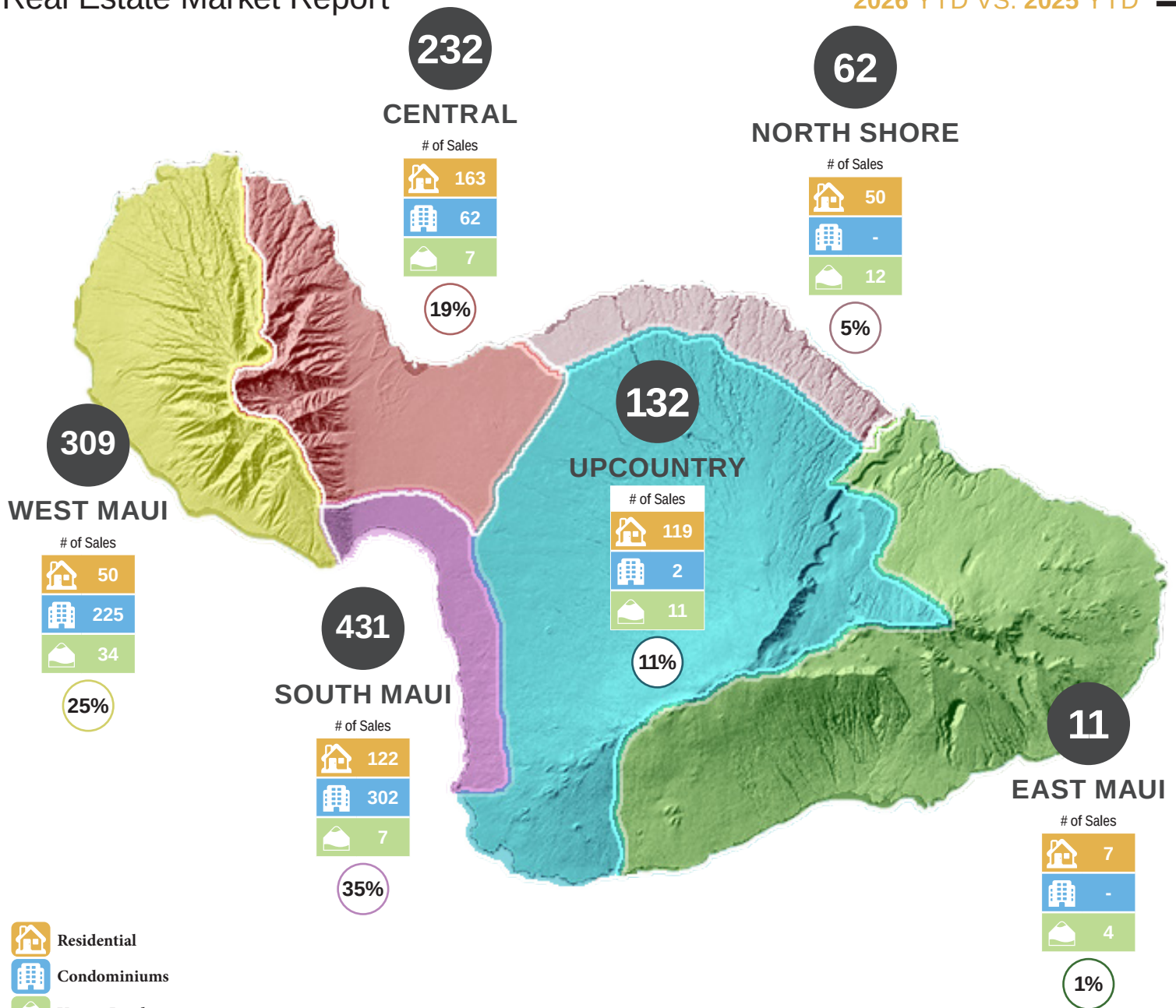




*Source: Realtor Association of Maui. Information deemed reliable, but not guaranteed.

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			MEDIAN DAYS ON MARKET		
HOMES	43%	537	▲	2%	\$1,219,000	▼	-6%	103	▲	1%
CONDO	50%	620	▲	21%	\$650,000	▼	-9%	127	▲	17%
LAND	7%	91	▼	-15%	\$626,650	▼	-4%	95	▼	-13%

2026 VS 2025 YTD NUMBER OF UNITS			2026 VS 2025 YTD TOTAL DOLLAR VOLUME		
DISTRICT	2026	% Change	DISTRICT	2026	% Change
SOUTH	431	17%	SOUTH	\$594,548,794	-8%
WEST	309	13%	WEST	\$386,625,949	-20%
CENTRAL	232	0%	UPCOUNTRY	\$213,834,288	-8%
UPCOUNTRY	132	-2%	CENTRAL	\$208,720,424	15%
LANAI/MOLOKAI	71	29%	NORTH SHORE	\$108,609,158	-15%
NORTH SHORE	62	-11%	LANAI/MOLOKAI	\$41,644,000	-39%
EAST	11	-21%	EAST	\$11,769,000	60%
TOTAL	1,248	9%	TOTAL	\$1,565,751,613	-9%

% of Closed Sales by Districts through September 30, 2026

Number of Recorded transactions from January 1, 2026 – September 30, 2026

Real Estate Market Report



RESIDENTIAL

YEAR-OVER-YEAR

537

TOTAL NUMBER OF SALES

2026

527

TOTAL NUMBER OF SALES

2025

2%

\$1,219,000

MEDIAN SALES PRICE

2026

\$1,300,000

MEDIAN SALES PRICE

2025

-6%

\$865,591,047

TOTAL DOLLAR VOL

2026

\$974,628,530

TOTAL DOLLAR VOLUME

2025

-11%

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	72	61	18%	\$1,112,500	\$1,100,000	1%	\$80,162,116	\$66,413,468	21%
Wailuku	91	100	-9%	\$1,025,000	\$1,200,000	-15%	\$92,046,356	\$117,938,826	-22%

EAST

Hana	6	8	-25%	\$1,750,000	\$1,248,750	40%	\$10,275,000	\$12,535,500	-18%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	1	1	0%	\$620,000	\$393,751	57%	\$620,000	\$393,751	57%
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-

NORTH SHORE

Haiku	36	47	-23%	\$1,325,000	\$1,497,000	-11%	\$52,015,408	\$71,545,899	-27%
Sprecks/Paia/Kuau	14	11	27%	\$1,395,000	\$1,410,000	-1%	\$41,966,000	\$32,140,000	31%

SOUTH

Kihei	89	72	24%	\$1,230,000	\$1,372,500	-10%	\$126,297,879	\$153,499,730	-18%
Maalaea	-	1	-100%	-	\$2,500,000	-100%	-	\$2,500,000	-100%
Maui Meadows	13	13	0%	\$2,360,000	\$2,175,000	9%	\$30,945,000	\$27,914,996	11%
Wailea/Makena	20	11	82%	\$2,900,000	\$3,850,000	-25%	\$66,960,500	\$67,865,000	-1%

UPCOUNTRY

Kula/Ulupalakua/Kanaio	49	43	14%	\$1,530,000	\$1,640,000	-7%	\$89,675,123	\$70,376,660	27%
Makawao/Olinda/Haliimaile	49	58	-16%	\$1,560,000	\$1,365,000	14%	\$79,910,165	\$80,346,100	-1%
Pukalani	21	17	24%	\$1,249,000	\$1,140,000	10%	\$28,633,000	\$20,700,000	38%

WEST

Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	10	14	-29%	\$3,000,000	\$4,450,000	-33%	\$32,475,000	\$63,170,000	-49%
Kapalua	5	9	-44%	\$5,450,000	\$7,625,000	-29%	\$26,339,000	\$68,805,000	-62%
Lahaina	17	11	55%	\$2,475,000	\$2,700,000	-8%	\$58,698,500	\$25,920,000	126%
Napili/Kahana/Honokowai	17	22	-23%	\$1,500,000	\$1,790,000	-16%	\$26,029,000	\$72,315,000	-64%
Olowalu	1	-	-	\$5,000,000	-	-	\$5,000,000	-	-

LANAI - MOLOKAI

Lanai	6	5	20%	\$672,500	\$550,000	22%	\$3,774,000	\$6,005,000	-37%
Molokai	20	22	-9%	\$491,500	\$515,000	-5%	\$13,769,000	\$13,143,600	5%

MAUI SUMMARY

537

527

2%

\$1,219,000

\$1,300,000

-6%

\$865,591,047

\$974,628,530

-11%

3RD QUARTER 2026 YTD NUMBER OF SALES

DISTRICT	2026	2025	% Change
CENTRAL	163	162	1%
SOUTH	122	97	26%
UPCOUNTRY	119	118	1%
NORTH SHORE	50	58	-14%
WEST	50	56	-11%
LANAI/MOLOKAI	26	27	-4%
EAST	7	9	-22%
TOTAL	537	527	2%

3RD QUARTER 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
SOUTH	\$224,203,379	\$251,779,726	-11%
UPCOUNTRY	\$198,218,288	\$171,422,760	16%
CENTRAL	\$172,208,472	\$185,452,294	-7%
WEST	\$148,541,500	\$230,210,000	-35%
NORTH SHORE	\$93,981,408	\$103,685,899	-9%
LANAI/MOLOKAI	\$17,543,000	\$19,148,600	-8%
EAST	\$10,895,000	\$12,929,251	-16%
TOTAL	\$865,591,047	\$974,628,530	-11%

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

Real Estate Market Report



CONDOMINIUM

YEAR-OVER-YEAR

620
TOTAL NUMBER OF SALES
2026

512
TOTAL NUMBER OF SALES
2025

21%

\$650,000
MEDIAN SALES PRICE
2026

\$711,000
MEDIAN SALES PRICE
2025

-9%

\$622,144,016
TOTAL DOLLAR VOL
2026

\$601,635,588
TOTAL DOLLAR VOLUME
2025

3%

Number of Sales

Median Sales Price

Total Dollar Volume

	2026	2025	%Change	2026	2025	%Change	2026	2025	%Change
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CENTRAL

Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	11	9	22%	\$145,000	\$190,000	-24%	\$2,341,116	\$1,915,000	22%
Wailuku	51	51	0%	\$630,000	\$587,500	7%	\$31,030,836	\$33,850,510	-8%

EAST

Hana	-	1	-100%	-	\$1,875,000	-100%	-	\$1,875,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-

NORTH SHORE

Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	2	-100%	-	\$6,087,500	-100%	-	\$12,175,000	-100%

SOUTH

Kihei	222	185	20%	\$600,000	\$675,000	-11%	\$156,804,916	\$152,264,969	3%
Maalaea	14	14	0%	\$530,000	\$624,500	-15%	\$7,384,500	\$8,944,900	-17%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	66	57	16%	\$1,995,000	\$2,525,000	-21%	\$191,750,999	\$184,284,304	4%

UPCOUNTRY

Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	2	1	100%	\$894,000	\$782,000	14%	\$1,639,000	\$782,000	110%

WEST

Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	70	51	37%	\$1,053,750	\$1,212,500	-13%	\$90,753,249	\$82,049,500	11%
Kapalua	18	18	0%	\$1,335,000	\$1,630,000	-18%	\$35,203,000	\$47,829,205	-26%
Lahaina	31	23	35%	\$651,250	\$620,000	5%	\$21,399,000	\$16,560,000	29%
Napili/Kahana/Honokowai	106	81	31%	\$535,000	\$625,000	-14%	\$63,201,400	\$55,082,650	15%
Olowalu	-	-	-	-	-	-	-	-	-

LANAI - MOLOKAI

Lanai	5	1	400%	\$2,575,000	\$188,000	1270%	\$14,911,000	\$188,000	7831%
Molokai	24	18	33%	\$195,000	\$222,488	-12%	\$5,725,000	\$3,834,550	49%

MAUI SUMMARY	620	512	21%	\$650,000	\$711,000	-9%	\$622,144,016	\$601,635,588	3%
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3RD QUARTER 2026 YTD NUMBER OF SALES

DISTRICT	2026	2025	% Change
SOUTH	302	256	18%
WEST	225	173	30%
CENTRAL	62	60	3%
LANAI/MOLOKAI	29	19	53%
UPCOUNTRY	2	1	100%
NORTH SHORE	-	2	-100%
EAST	-	1	-100%
TOTAL	620	512	21%

3RD QUARTER 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
SOUTH	\$355,940,415	\$345,494,173	3%
WEST	\$210,556,649	\$201,521,355	4%
CENTRAL	\$33,371,952	\$35,765,510	-7%
LANAI/MOLOKAI	\$20,636,000	\$4,022,550	413%
UPCOUNTRY	\$1,639,000	\$782,000	110%
NORTH SHORE	-	\$12,175,000	-100%
EAST	-	\$1,875,000	-100%
TOTAL	\$622,144,016	\$601,635,588	3%

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

Real Estate Market Report



VACANT LAND
YEAR-OVER-YEAR

91
TOTAL NUMBER OF SALES
2026

107
TOTAL NUMBER OF SALES
2025

-15%

\$626,650
MEDIAN SALES PRICE
2026

\$650,000
MEDIAN SALES PRICE
2025

-4%

\$78,016,550
TOTAL DOLLAR VOL
2026

\$139,424,250
TOTAL DOLLAR VOLUME
2025

-44%

Number of Sales

Median Sales Price

Total Dollar Volume

2026 2025 %Change 2026 2025 %Change 2026 2025 %Change

CENTRAL

Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	7	10	-30%	\$420,000	\$546,500	-23%	\$3,140,000	\$5,717,000	-45%

EAST

Hana	4	3	33%	\$210,000	\$825,000	-75%	\$874,000	\$3,400,000	-74%
Kaupo	-	1	-100%	-	\$955,000	-100%	-	\$955,000	-100%
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-

NORTH SHORE

Haiku	12	10	20%	\$1,316,000	\$815,000	61%	\$14,627,750	\$12,504,000	17%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-

SOUTH

Kihei	3	2	50%	\$720,000	\$619,250	16%	\$3,430,000	\$1,238,500	177%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	1	2	-50%	\$750,000	\$887,500	-15%	\$750,000	\$1,775,000	-58%
Wailea/Makena	3	10	-70%	\$4,000,000	\$4,950,000	-19%	\$10,225,000	\$47,205,750	-78%

UPCOUNTRY

Kula/Ulupalakua/Kanaio	9	7	29%	\$850,000	\$512,500	66%	\$8,817,000	\$4,062,500	117%
Makawao/Olinda/Haliimaile	2	6	-67%	\$700,000	\$1,432,500	-51%	\$5,160,000	\$8,180,000	-37%
Pukalani	-	3	-100%	-	\$459,000	-100%	-	\$1,386,500	-100%

WEST

Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	3	4	-25%	\$800,000	\$1,400,000	-43%	\$3,280,000	\$14,825,000	-78%
Kapalua	2	5	-60%	\$1,425,000	\$1,375,000	4%	\$2,850,000	\$8,636,500	-67%
Lahaina	28	32	-13%	\$640,000	\$600,000	7%	\$20,747,800	\$25,641,000	-19%
Napili/Kahana/Honokowai	-	2	-100%	-	\$285,000	-100%	-	\$570,000	-100%
Olowalu	1	1	0%	\$650,000	\$465,000	40%	\$650,000	\$465,000	40%

LANAI - MOLOKAI

Lanai	1	-	-	\$255,000	-	-	\$255,000	-	-
Molokai	15	9	67%	\$150,000	\$134,000	12%	\$3,210,000	\$2,862,500	12%

MAUI SUMMARY	91	107	-15%	\$626,650	\$650,000	-4%	\$78,016,550	\$139,424,250	-44%
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3RD QUARTER 2026 YTD NUMBER OF SALES

DISTRICT	2026	2025	% Change
WEST	34	44	-23%
LANAI/MOLOKAI	16	9	78%
NORTH SHORE	12	10	20%
UPCOUNTRY	11	16	-31%
SOUTH	7	14	-50%
CENTRAL	7	10	-30%
EAST	4	4	0%
TOTAL	91	107	-15%

3RD QUARTER 2026 YTD TOTAL DOLLAR VOLUME

DISTRICT	2026	2025	% Change
WEST	\$27,527,800	\$50,137,500	-45%
SOUTH	\$14,405,000	\$50,219,250	-71%
NORTH SHORE	\$14,627,750	\$12,504,000	17%
UPCOUNTRY	\$13,977,000	\$13,629,000	3%
LANAI/MOLOKAI	\$3,465,000	\$2,862,500	21%
CENTRAL	\$3,140,000	\$5,717,000	-45%
EAST	\$874,000	\$4,355,000	-80%
TOTAL	\$78,016,550	\$139,424,250	-44%

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

Real Estate Market Report

CENTRAL

HOMES

Number of Sales	163	1%
Total Dollar Transactions	\$172,208,472	-7%

CONDOS

Number of Sales	62	3%
Total Dollar Transactions	\$33,371,952	-7%

LAND

Number of Sales	7	-30%
Total Dollar Transactions	\$3,140,000	-45%

NORTH SHORE

HOMES

Number of Sales	50	-14%
Total Dollar Transactions	\$93,981,408	-9%

CONDOS

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

LAND

Number of Sales	12	20%
Total Dollar Transactions	\$14,627,750	17%

WEST

HOMES

Number of Sales	50	-11%
Total Dollar Transactions	\$148,541,500	-35%

CONDOS

Number of Sales	225	30%
Total Dollar Transactions	\$210,556,649	4%

LAND

Number of Sales	34	-23%
Total Dollar Transactions	\$27,527,800	-45%

EAST

HOMES

Number of Sales	7	-22%
Total Dollar Transactions	\$10,895,000	-16%

CONDOS

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

LAND

Number of Sales	4	0%
Total Dollar Transactions	\$874,000	-80%

SOUTH

HOMES

Number of Sales	122	26%
Total Dollar Transactions	\$224,203,379	-11%

CONDOS

Number of Sales	302	18%
Total Dollar Transactions	\$355,940,415	3%

LAND

Number of Sales	7	-50%
Total Dollar Transactions	\$14,405,000	-71%

UPCOUNTRY

HOMES

Number of Sales	119	1%
Total Dollar Transactions	\$198,218,288	16%

CONDOS

Number of Sales	2	100%
Total Dollar Transactions	\$1,639,000	110%

LAND

Number of Sales	11	-31%
Total Dollar Transactions	\$13,977,000	3%

CENTRAL
Kahakuloa, Kahului, Wailuku

EAST
Hana, Kaupo, Kipahulu, Nahiku

NORTH SHORE
Haiku, Spreckelsville/Paia/Kuau

SOUTH
Kihei, Maalaea, Maui Meadows, Wailea/Makena

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

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

Source:
Realtors Association of Maui
www.RAMaui.com

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	\$126,297,879
Wailuku	\$92,046,356
Kula/Ulupalakua/Kanaio	\$89,675,123
Kahului	\$80,162,116
Makawao/Olinda/Haliimaile	\$79,910,165
Wailea/Makena	\$66,960,500
Lahaina	\$58,698,500
Haiku	\$52,015,408
Spreckelsville/Paia/Kuau	\$41,966,000
Kaanapali	\$32,475,000

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$191,750,999
Kihei	\$156,804,916
Kaanapali	\$90,753,249
Napili/Kahana/Honokowai	\$63,201,400
Kapalua	\$35,203,000
Wailuku	\$31,030,836
Lahaina	\$21,399,000
Lanai	\$14,911,000
Maalaea	\$7,384,500
Molokai	\$5,725,000

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Lahaina	\$20,747,800
Haiku	\$14,627,750
Wailea/Makena	\$10,225,000
Kula/Ulupalakua/Kanaio	\$8,817,000
Makawao/Olinda/Haliimaile	\$5,160,000
Kihei	\$3,430,000
Kaanapali	\$3,280,000
Molokai	\$3,210,000
Wailuku	\$3,140,000
Kapalua	\$2,850,000



RESIDENTIAL

Home Sales

537

vs 2025

527

2%

Median Sales Price

\$1,219,000

vs 2025

\$1,300,000

-6%

Total Dollar Volume

\$865,591,047

vs 2025

\$974,628,530

-11%

Median Days on Market

103 Days

vs 2025

102 Days

1%

*Inventory of Homes for Sales

457

vs 2025

450

2%

*Supply of Inventory

7.8 Months

vs 2025

8.2 Months

-5%



CONDOMINIUM

Condo Sales

620

vs 2025

512

21%

Median Sales Price

\$650,000

vs 2025

\$711,000

-9%

Total Dollar Volume

\$622,144,016

vs 2025

\$601,635,588

3%

Median Days on Market

127 Days

vs 2025

109 Days

17%

*Inventory of Condo for Sales

822

vs 2025

871

-6%

*Supply of Inventory

12.1 Months

vs 2025

15.2 Months

-20.4%



VACANT LAND

Vacant Land Sales

91

vs 2025

107

-15%

Median Sales Price

\$626,650

vs 2025

\$650,000

-4%

Total Dollar Volume

\$78,016,550

vs 2025

\$139,424,250

-44%

Median Days on Market

95 Days

vs 2025

109 Days

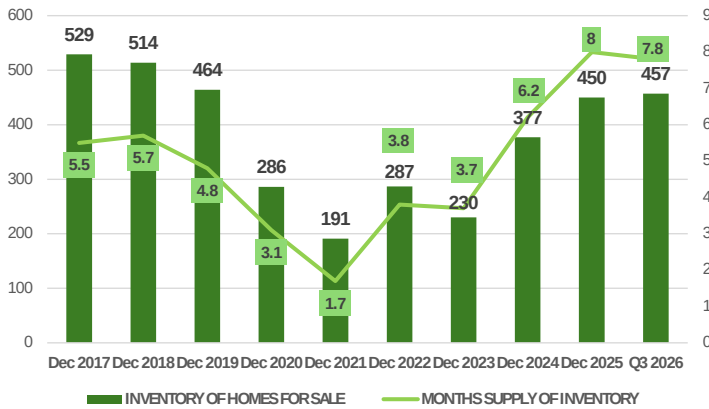
-13%

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

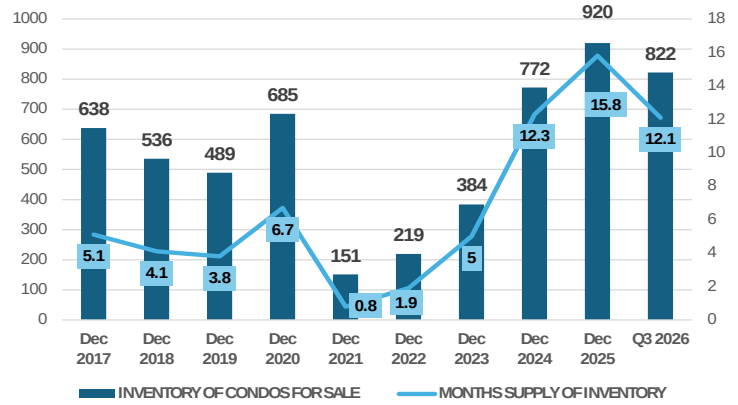
Source: Realtors Association of Maui (RAM). Data is deemed reliable, but not guaranteed.

Inventory Market Update 2017-2026

MAUI - SINGLE FAMILY
Inventory Market Update

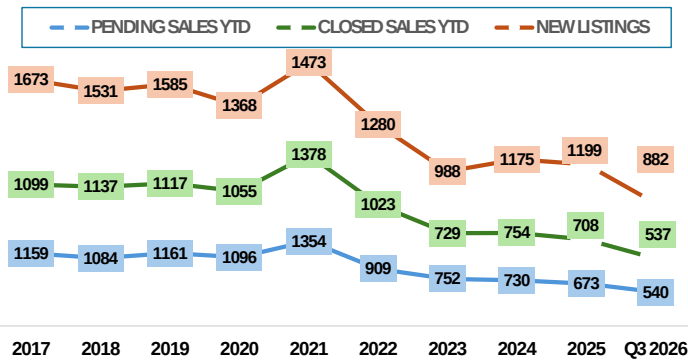


MAUI - CONDOMINIUM
Inventory Market Update

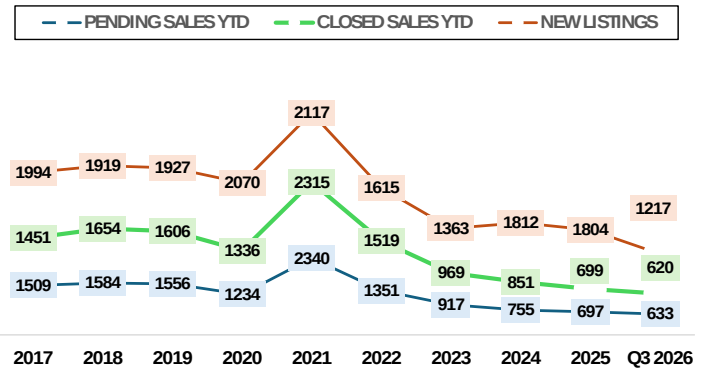


Pendings. Solds. New Listings. 2017-2026

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

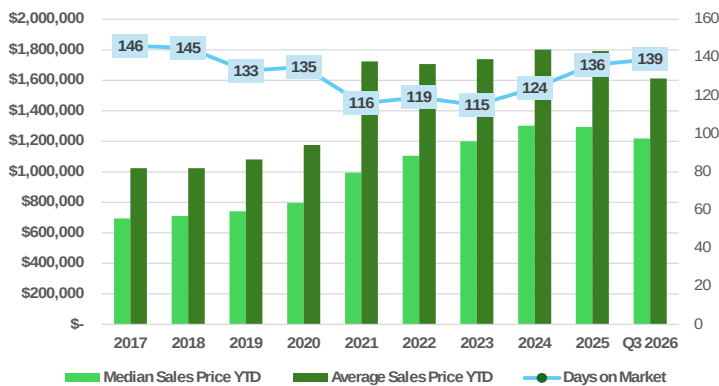


MAUI - CONDOMINIUM
PENDINGS/SOLDS/NEW LISTINGS
2017 - 2026 YTD

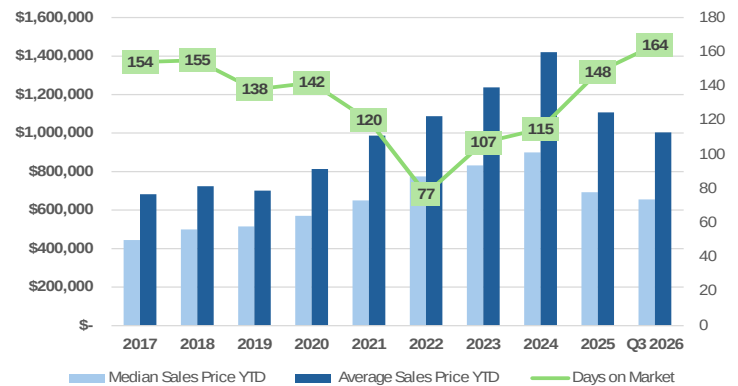


Median/Average Sales Price. Days on Market. 2017-2026

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 3RD QUARTER 2026 YTD

27%

SOLD AT OR OVER LIST PRICE
vs 31% 3rd Quarter 2025

31% of ALL Home Sales Were **CASH** Deals
vs 33% 3rd Quarter 2025

CONDO SALES 3RD QUARTER 2026 YTD

19%

SOLD AT OR OVER LIST PRICE
vs 18% 3rd Quarter 2025

51% of ALL Condo Sales Were **CASH** Deals
vs 48% 3rd Quarter 2025



HIGHEST RECORDED HOME SALES

#1) 300 PUNAKEA LOOP | \$12,150,000
8BD/10BA | 9,392 SF LA | 15.324 ACRE LOT

#2) 730 LOWER KIMO DR | \$9,875,000
3BD/4.5 BA | 7,102 SF | 5.28 ACRE LOT

#3) 11 HALAPA PL | \$8,300,000
5BD/4.5 BA | 5,708 SF | 0.53 ACRE LOT

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

#5) 192 HALAU PL | \$6,600,000
3BD/3.5BA | 3,808 SF | 0.3691 ACRE LOT



HIGHEST RECORDED CONDO SALES

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

#2) WAILEA POINT, #1103 | \$6,950,000
3BD/3BA | 2,163 SF LA

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

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

#5) WAILEA BEACH VILLAS, #PH503 | \$5,250,000
3BD/3BA | 1,961 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 shortterm 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:
LEGISLATION Bill 9
+ Bill 88

Bill 9 phase-out continues, while Bill 88 introduces a potential pathway for certain apartment-zoned condos to retain short-term rental use through new H-3 and H-4 hotel zoning.

Rezoning is not automatic; properties must apply and be approved on a case-by-case basis, leaving outcomes uncertain.

Ongoing legislative changes contribute to buyer caution and pricing adjustments—particularly in the condo market.

Scan Hawaii Buyer & Seller Guide

