

Local Market Update – June 2017

A FREE RESEARCH TOOL FROM THE REALTORS® ASSOCIATION OF MAUI, INC.



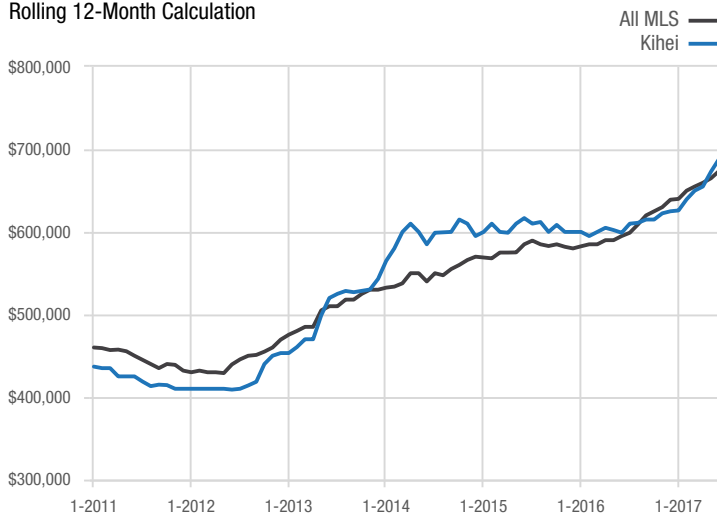
Kihei South Maui

Single Family Key Metrics	June			Year to Date		
	2016	2017	% Change	Thru 6-2016	Thru 6-2017	% Change
New Listings	25	24	- 4.0%	109	132	+ 21.1%
Pending Sales	8	11	+ 37.5%	94	102	+ 8.5%
Closed Sales	18	10	- 44.4%	97	97	0.0%
Days on Market Until Sale	153	127	- 17.0%	144	128	- 11.1%
Median Sales Price*	\$597,278	\$741,450	+ 24.1%	\$611,000	\$735,000	+ 20.3%
Average Sales Price*	\$787,348	\$816,876	+ 3.8%	\$699,647	\$991,668	+ 41.7%
Percent of List Price Received*	98.6%	99.2%	+ 0.6%	97.3%	97.9%	+ 0.6%
Inventory of Homes for Sale	67	64	- 4.5%	—	—	—
Months Supply of Inventory	4.5	4.3	- 4.4%	—	—	—

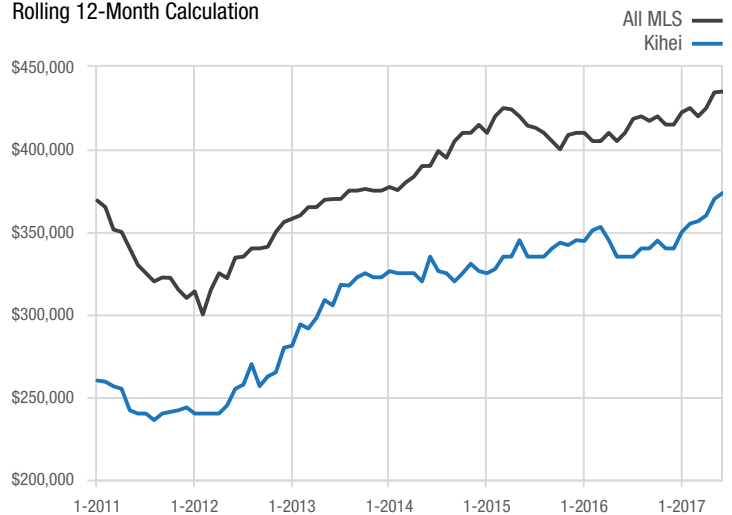
Condominium Key Metrics	June			Year to Date		
	2016	2017	% Change	Thru 6-2016	Thru 6-2017	% Change
New Listings	53	54	+ 1.9%	388	338	- 12.9%
Pending Sales	44	45	+ 2.3%	248	288	+ 16.1%
Closed Sales	40	49	+ 22.5%	224	280	+ 25.0%
Days on Market Until Sale	133	149	+ 12.0%	141	145	+ 2.8%
Median Sales Price*	\$316,750	\$350,000	+ 10.5%	\$334,500	\$385,000	+ 15.1%
Average Sales Price*	\$390,394	\$500,367	+ 28.2%	\$428,597	\$493,532	+ 15.2%
Percent of List Price Received*	96.7%	97.4%	+ 0.7%	96.8%	97.1%	+ 0.3%
Inventory of Homes for Sale	265	192	- 27.5%	—	—	—
Months Supply of Inventory	7.1	4.2	- 40.8%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price - Single Family Rolling 12-Month Calculation



Median Sales Price - Condominium Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.