



MATEO MANZARI
REAL ESTATE



Market Report

June

Maui

COLDWELL BANKER
ISLAND PROPERTIES



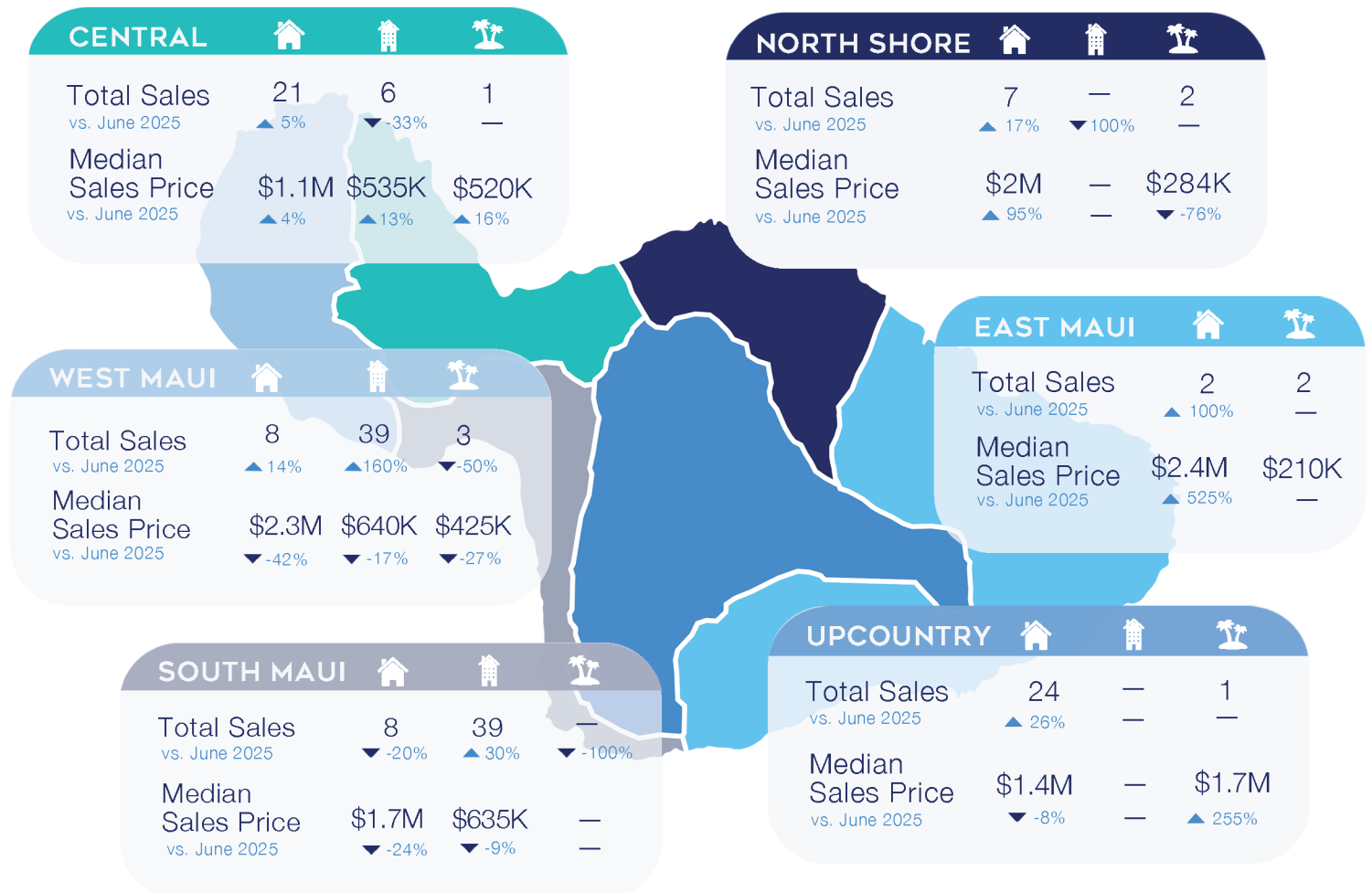
MAUI MARKET REPORT

JUNE 2026

Maui's housing market showed improved activity in June, with single-family home sales rising to 76 transactions while the median price held at \$1,356,975, remaining in line with the \$1.3 million range seen throughout much of 2025. Condo sales also strengthened to 87 transactions as pricing continued to adjust, offering buyers improved value compared to recent years. Even so, buyers remain deliberate, with median days on market climbing to 149 days—the longest since June 2014. Toward the end of the month, however, new escrows increased significantly while pending sales edged higher, suggesting that well-priced properties are continuing to attract buyers despite a more selective market.

COUNTY-WIDE OVERVIEW	TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	SOLD ABOVE LIST PRICE	MEDIAN DAYS ON MARKET	NEW LISTINGS
SINGLE-FAMILY HOMES	76	\$1,356,975	96%	12%	103	111
CONDOMINIUMS	87	\$625,000	93%	3%	149	156
LAND	12	\$309,000	96%	—	63	26

ISLAND-WIDE OVERVIEW



SINGLE-FAMILY HOME TRANSACTIONS

JUNE 2026 VS. PERCENT CHANGE OVER LAST YEAR

Single-family home activity strengthened in June, with 76 sales and pricing holding steady within recent ranges. Activity was led by Upcountry, which recorded 24 sales (+26% YoY), followed by Central Maui with 21 sales (+5% YoY), reflecting continued demand in primary residential markets. While pricing varied by region, the island-wide median remained anchored near recent norms, suggesting that Maui's single-family market continues to show resilience despite shifting buyer pace and broader affordability pressures.



		TOTAL SALES		MEDIAN SOLD PRICE		% LIST PRICE RECEIVED		MEDIAN DOM		SOLD ABOVE LIST PRICE		LIVING \$/SQ FT	
CENTRAL	Kahului	6 — 0%		\$1,125,000	▲ 6%	98%	▼ -2%	110	▲ 19%	33%	▼ -33%	\$616	▼ -26%
	Wailuku	15 ▲ 7%		\$1,050,000	▼ 0%	97%	▼ -3%	73	▼ -18%	13%	▼ -63%	\$654	▼ -14%
EAST MAUI	Hana	2 —		\$2,462,500	—	91%	—	75	—	0%	—	\$834	—
NORTH SHORE	Haiku	5 ▲ 25%		\$1,873,000	▲ 118%	92%	▼ -7%	185	▲ 124%	0%	—	\$887	▼ -12%
	Spreckelsville/ Paia/Kuau	2 — 0%		\$7,625,000	▲ 481%	94%	▲ 6%	44	▼ -70%	0%	—	\$4,249	▲ 272%
SOUTH MAUI	Kihei	5 ▼ -38%		\$1,425,000	▼ -11%	97%	▲ 4%	119	▼ -5%	0%	▼ -100%	\$645	▼ -46%
	Maui Meadows	1 — 0%		\$2,500,000	▼ -32%	87%	▼ -1%	97	▼ -52%	0%	—	\$958	▼ -27%
	Wailea/ Makena	2 ▲ 100%		\$2,975,000	▼ -7%	106%	▲ 9%	111	▲ 73%	50%	—	\$1,170	▲ 35%
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	7 ▼ -13%		\$1,670,000	▼ 0%	97%	▲ 2%	149	▲ 110%	14%	—	\$963	▲ 8%
	Makawao/ Olinda/ Haliimaile	11 ▲ 10%		\$1,363,950	▼ -9%	95%	▼ -2%	64	▼ -69%	18%	—	\$924	▲ 5%
	Pukalani	6 ▲ 300%		\$1,372,500	▲ 25%	98%	▼ -2%	95	▼ -69%	17%	—	\$678	▲ 7%
WEST MAUI	Kaanapali	2 — 0%		\$2,937,500	▼ -49%	93%	▼ -2%	238	▲ 25%	0%	—	\$771	▼ -47%
	Kapalua	1 —		\$5,450,000	—	94%	—	155	—	0%	—	\$1,901	—
	Lahaina	3 ▲ 200%		\$2,475,000	▲ 27%	94%	▲ 1%	138	▼ -71%	0%	—	\$1,732	▲ 83%
	Napili/ Kahana/ Honokowai	2 ▼ -50%		\$1,450,000	▼ -52%	93%	▼ -3%	205	▲ 18%	0%	—	\$838	▼ -43%
MOLOKAI	Molokai	5 ▲ 25%		\$520,000	▼ -7%	93%	▲ 0%	294	▲ 225%	0%	—	\$469	▲ 0%
LANAI	Lanai	1 —		\$695,000	—	100%	—	83	—	0%	—	\$472	—
GRAND TOTAL		76 ▲ 15%		\$1,356,975	▲ 3%	96%	▼ -1%	103	▼ -2%	12%	▼ -13%	\$923	▼ -11%

CONDOMINIUM TRANSACTIONS

JUNE 2026 VS. PERCENT CHANGE OVER LAST YEAR

The condo market posted 87 sales in June, supported largely by West Maui and South Maui, which each recorded 39 transactions. While sales activity improved, median pricing remained well below year-ago levels, continuing a trend that has made many listings more attractive to buyers. At the same time, median days on market climbed to 149 days—the longest since June 2014—reflecting a market where buyers are taking more time to make purchasing decisions. Recent market activity suggests pricing remains the deciding factor, with dozens of sellers reducing prices during the month and several listings moving into escrow shortly after price adjustments, reinforcing that well-priced properties continue to generate demand.

		TOTAL SALES	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	SOLD ABOVE LIST PRICE	LIVING \$/SQ FT
CENTRAL	Kahului	1 — 0%	\$130,000 ▲ 1%	87% ▲ 0%	124 ▲ 490%	0% —	\$165 ▲ 1%
	Wailuku	5 ▼ -38%	\$571,000 ▲ 7%	99% ▲ 2%	76 ▼ -7%	20% —	\$674 ▲ 9%
SOUTH MAUI	Kihei	32 ▲ 60%	\$600,000 ▼ -3%	94% ▼ -2%	126 ▼ -8%	3% ▼ -38%	\$831 ▼ -9%
	Maalaea	1 ▼ -67%	\$285,000 ▼ -34%	95% ▼ -2%	461 ▲ 275%	0% ▼ -100%	\$486 ▼ -32%
	Wailea/ Makena	6 ▼ -14%	2,757,500 ▲ 11%	92% ▼ -2%	155 ▲ 96%	17% —	\$2,022 ▼ -5%
WEST MAUI	Kaanapali	11 ▲ 120%	1,350,000 ▲ 46%	94% ▲ 2%	240 ▲ 238%	0% —	\$1,186 ▼ -29%
	Kapalua	1 —	2,925,000 —	91% —	169 —	0% —	\$1,946 —
	Lahaina	8 ▲ 700%	\$740,000 ▲ 74%	89% ▼ -11%	77 ▼ -11%	0% —	\$828 ▼ -6%
	Napili/ Kahana/ Honoko..	19 ▲ 111%	\$450,000 ▼ -33%	93% ▼ -4%	171 ▲ 39%	0% —	\$729 ▼ -22%
MOLOKAI	Molokai	2 ▼ -33%	\$135,000 ▼ -40%	88% ▼ -3%	450 ▲ 244%	0% —	\$210 ▼ -43%
LANAI	Lanai	1 —	\$256,000 —	100% —	81 —	0% —	\$517 —
GRAND TOTAL		87 ▲ 53%	\$625,000 ▼ -7%	93% ▼ -2%	149 ▲ 52%	3% ▼ -2%	\$986 ▼ -16%



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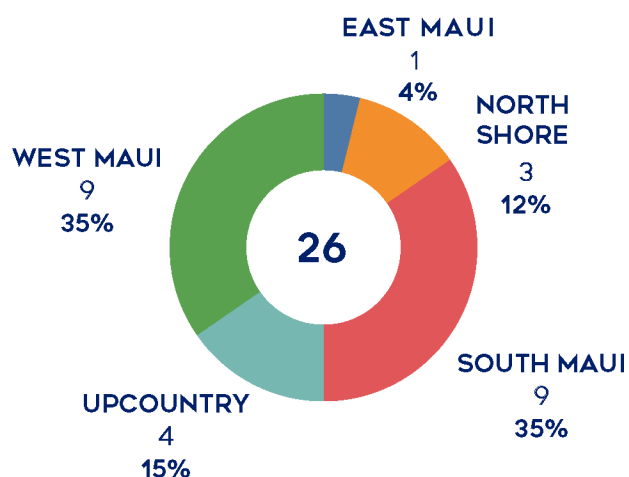
LUXURY TRANSACTIONS FOR JUNE 2026

FOR SINGLE-FAMILY HOME SALES OVER \$2.5M AND CONDO SALES OVER \$1.5M

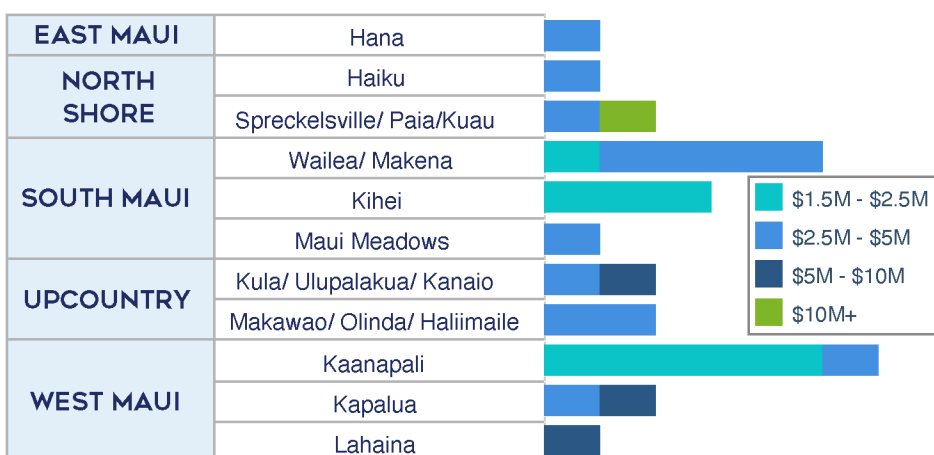
SINGLE-FAMILY HOME SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
EAST MAUI	Hana	1	\$2,900,000	\$2,900,000	\$2,900,000	94%	80	0%	\$1,165
NORTH SHORE	Haiku	1	\$2,870,000	\$2,870,000	\$2,870,000	83%	475	0%	\$540
	Spreckelsville/ Paia/Kuau	2	\$15,250,000	\$7,625,000	\$7,625,000	94%	44	0%	\$4,249
SOUTH MAUI	Maui Meadows	1	\$2,500,000	\$2,500,000	\$2,500,000	87%	97	0%	\$958
	Wailea/ Makena	1	\$3,500,000	\$3,500,000	\$3,500,000	113%	47	100%	\$1,164
UPCOUNTRY	Kula/ Ulupalakua/ Kanaio	2	\$12,770,000	\$6,385,000	\$6,385,000	100%	232	0%	\$1,220
	Makawao/ Olinda/ Haliimaile	2	\$5,350,000	\$2,675,000	\$2,675,000	101%	56	50%	\$1,049
WEST MAUI	Kaanapali	1	\$3,700,000	\$3,700,000	\$3,700,000	93%	438	0%	\$838
	Kapalua	1	\$5,450,000	\$5,450,000	\$5,450,000	94%	155	0%	\$1,901
	Lahaina	1	\$5,950,000	\$5,950,000	\$5,950,000	95%	30	0%	\$1,609
GRAND TOTAL		13	\$60,240,000	\$4,633,846	\$3,500,000	96%	80	15%	\$1,383

CONDO SALES		TOTAL SALES	TOTAL VOLUME	AVERAGE SOLD PRICE	MEDIAN SOLD PRICE	% LIST PRICE RECEIVED	MEDIAN DOM	BID-UPS	LIVING \$/SQ FT
SOUTH MAUI	Kihei	3	\$5,370,000	\$1,790,000	\$1,800,000	96%	212	0%	\$1,193
	Wailea/ Makena	4	\$13,615,000	\$3,403,750	\$3,850,000	91%	208	0%	\$2,300
WEST MAUI	Kaanapali	5	\$8,905,000	\$1,781,000	\$1,800,000	93%	240	0%	\$1,507
	Kapalua	1	\$2,925,000	\$2,925,000	\$2,925,000	91%	169	0%	\$1,946
GRAND TOTAL		13	\$13,615,000	\$2,370,385	\$1,825,000	93%	229	0%	\$1,728

TOTAL LUXURY SALES BY DISTRICT



LUXURY SALES BY PRICE RANGE



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