

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

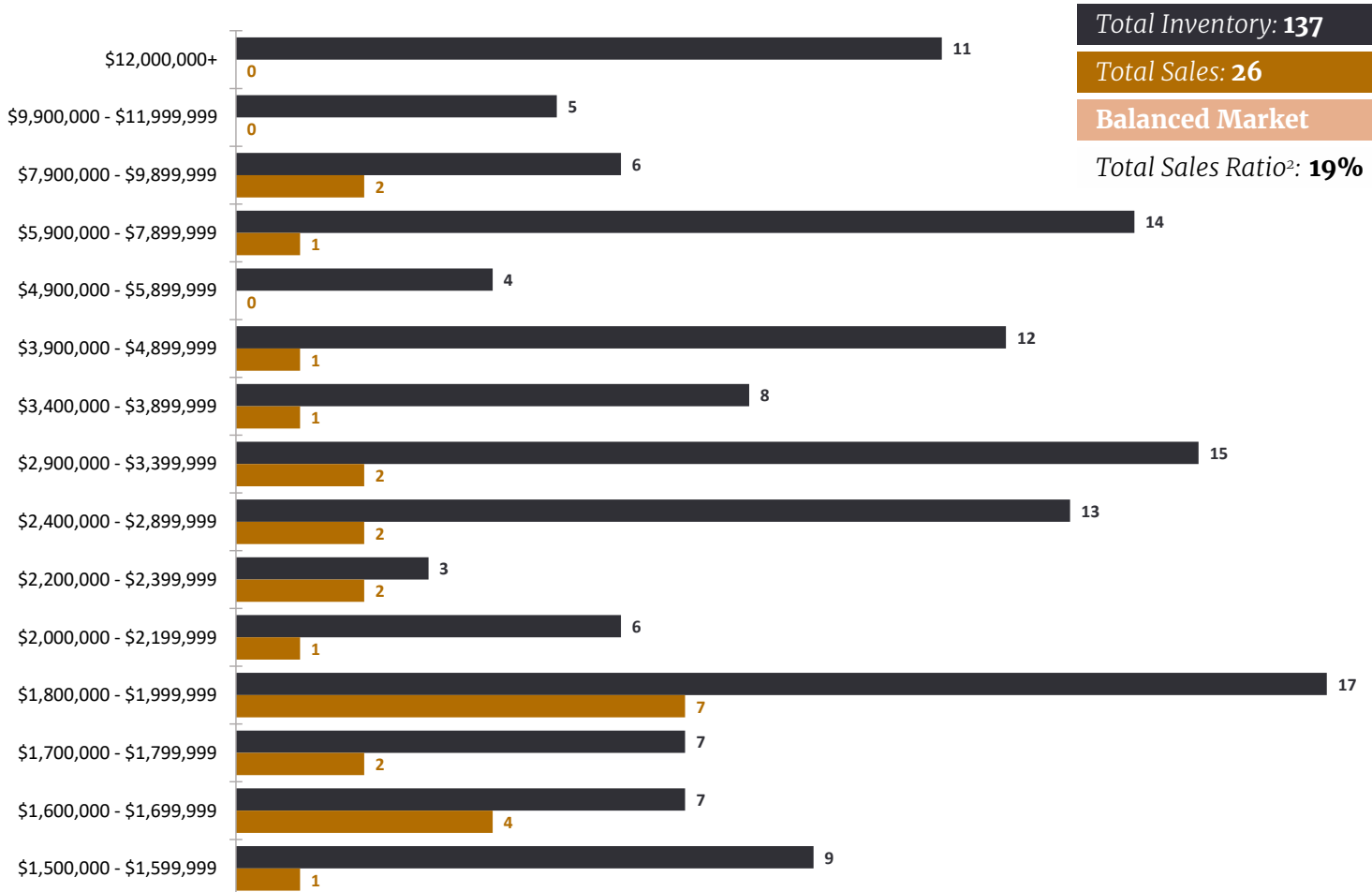
SEPTEMBER
2022

MAUI --- HAWAII

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 2022

Inventory Sales

Luxury Benchmark Price¹: **\$1,500,000**Total Inventory: **137**Total Sales: **26**

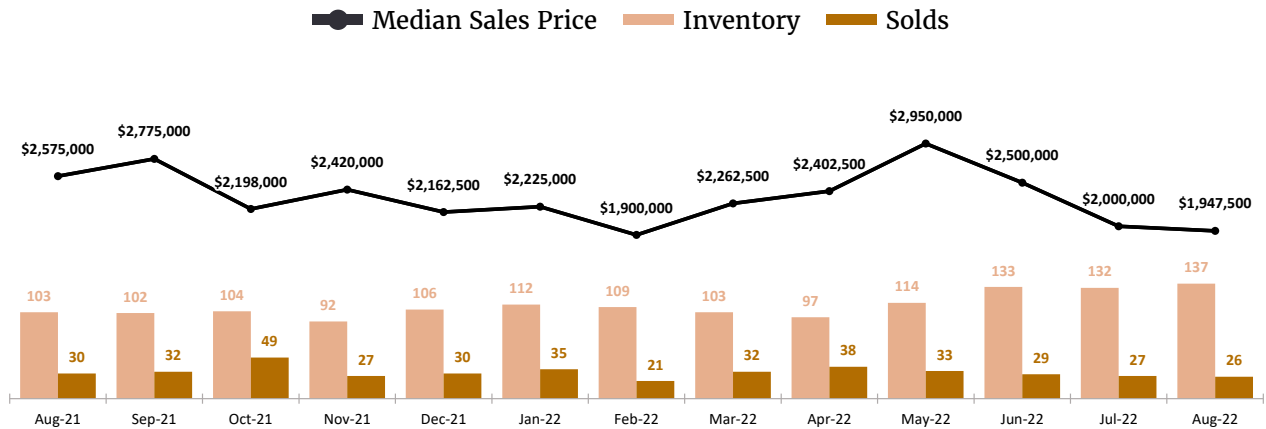
Balanced Market

Total Sales Ratio²: **19%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$1,762,500	3	2	10	38	26%
2,000 - 2,999	\$1,875,000	4	3	6	50	12%
3,000 - 3,999	\$3,294,000	4	8	6	21	29%
4,000 - 4,999	\$2,850,000	3	8	1	10	10%
5,000 - 5,999	NA	NA	NA	0	11	0%
6,000+	\$7,900,000	6	10	3	7	43%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2021 Aug. 2022

103 137

VARIANCE: 33%

TOTAL SOLDs

Aug. 2021 Aug. 2022

30 26

VARIANCE: -13%

SALES PRICE

Aug. 2021 Aug. 2022

\$2.58m \$1.95m

VARIANCE: -24%

SALE PRICE PER SQFT.

Aug. 2021 Aug. 2022

\$859 \$1,027

VARIANCE: 20%

SALE TO LIST PRICE RATIO

Aug. 2021 Aug. 2022

99.14% 97.00%

VARIANCE: -2%

DAYS ON MARKET

Aug. 2021 Aug. 2022

83 81

VARIANCE: -2%

MAUI MARKET SUMMARY | AUGUST 2022

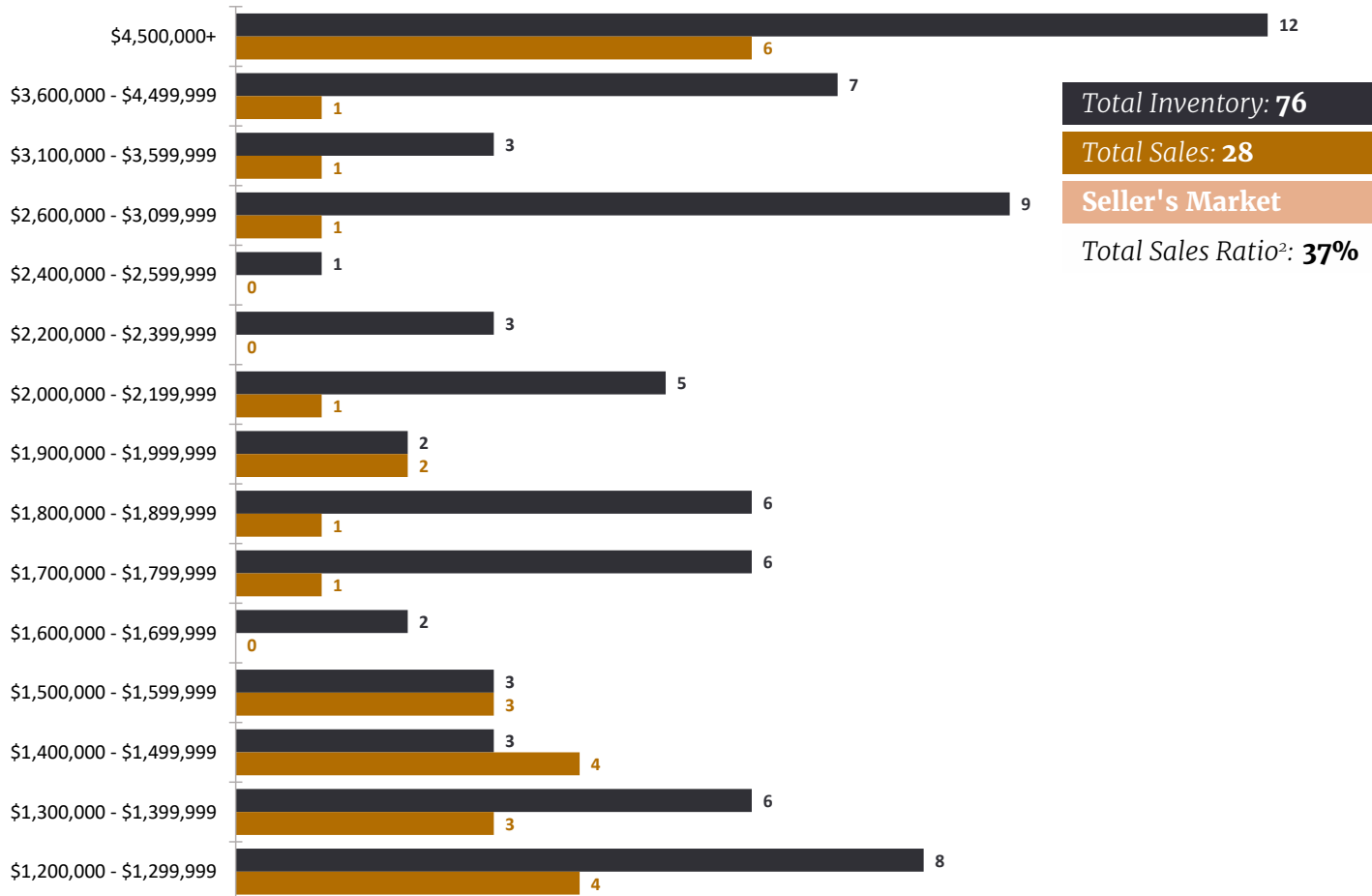
- The Maui single-family luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **97.00% of list price** in August 2022.
- The most active price band is **\$2,200,000-\$2,399,999**, where the sales ratio is **67%**.
- The median luxury sales price for single-family homes is **\$1,947,500**.
- The median days on market for August 2022 was **81** days, down from **83** in August 2021.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | AUGUST 2022

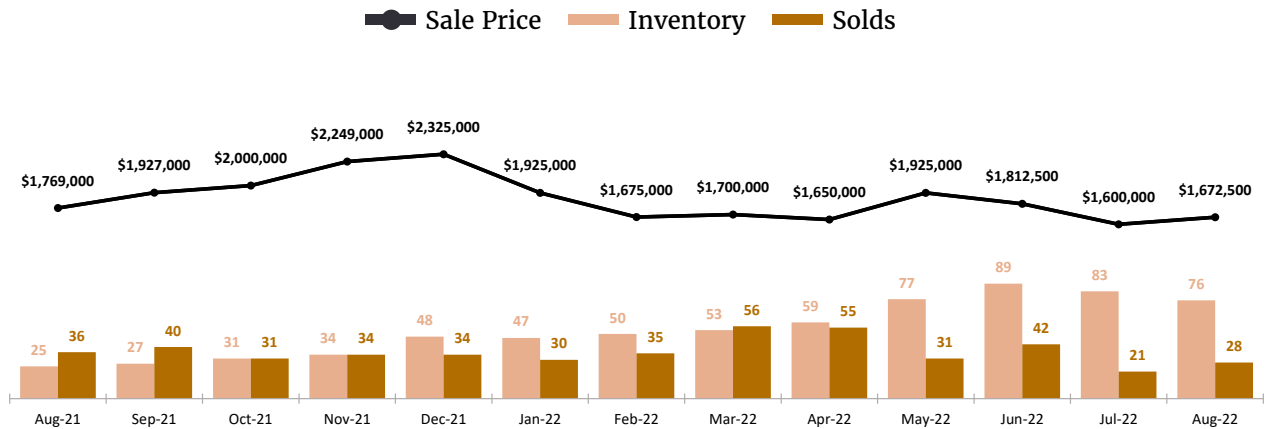
Inventory Sales

Luxury Benchmark Price¹: **\$1,200,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$1,390,750	1	2	10	24	42%
1,000 - 1,499	\$1,572,500	2	2	10	25	40%
1,500 - 1,999	\$4,550,000	2	2	1	9	11%
2,000 - 2,499	\$5,345,000	3	8	4	10	40%
2,500 - 2,999	\$4,812,500	3	8	2	7	29%
3,000+	\$9,200,000	4	9	1	1	100%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2021 Aug. 2022
25 76

VARIANCE: **204%**

TOTAL SOLDs

Aug. 2021 Aug. 2022
36 28

VARIANCE: **-22%**

SALES PRICE

Aug. 2021 Aug. 2022
\$1.77m \$1.67m

VARIANCE: **-5%**

SALE PRICE PER SQFT.

Aug. 2021 Aug. 2022
\$1,407 \$1,522

VARIANCE: **8%**

SALE TO LIST PRICE RATIO

Aug. 2021 Aug. 2022
100.00% 98.51%

VARIANCE: **-1%**

DAYS ON MARKET

Aug. 2021 Aug. 2022
79 97

VARIANCE: **23%**

MAUI MARKET SUMMARY | AUGUST 2022

- The Maui attached luxury market is a **Seller's Market** with a **37% Sales Ratio**.
- Homes sold for a median of **98.51% of list price** in August 2022.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **133%**.
- The median luxury sales price for attached homes is **\$1,672,500**.
- The median days on market for August 2022 was **97** days, up from **79** in August 2021.

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⁴Data reported includes Active and Sold properties and does not include Pending properties.