

# Monthly Indicators



## June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings decreased 23.9 percent for Single Family homes and 8.6 percent for Condominium homes. Pending Sales decreased 3.8 percent for Single Family homes but increased 3.8 percent for Condominium homes. Inventory increased 25.9 percent for Single Family homes and 30.0 percent for Condominium homes.

Median Sales Price decreased 5.7 percent to \$1,315,000 for Single Family homes and 28.6 percent to \$700,000 for Condominium homes. Days on Market increased 21.2 percent for Single Family homes and 5.9 percent for Condominium homes. Months Supply of Inventory increased 42.1 percent for Single Family homes and 57.6 percent for Condominium homes.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

## Quick Facts

**- 5.0%**

Change in Number of  
**Closed Sales**  
All Properties

**- 27.5%**

Change in Number of  
**Median Sales Price**  
All Properties

**+ 25.2%**

Change in Number of  
**Homes for Sale**  
All Properties

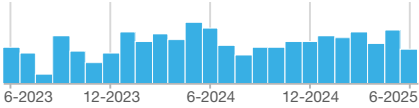
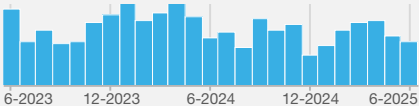
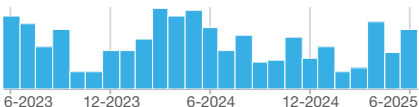



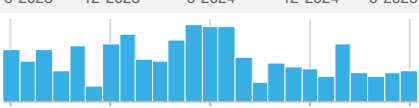
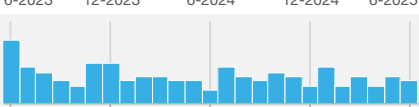
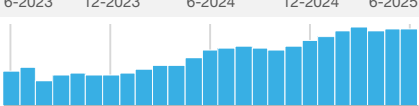
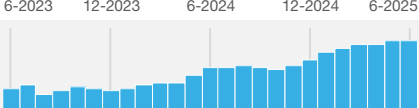
This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

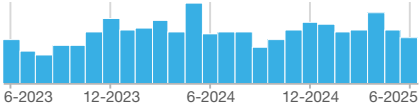
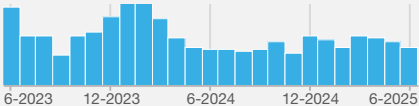
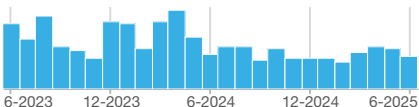





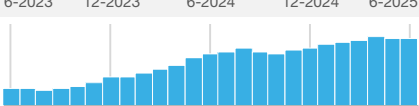



Key Metrics	Historical Sparkbars	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		113	86	- 23.9%	645	607	- 5.9%
Pending Sales		52	50	- 3.8%	401	332	- 17.2%
Closed Sales		67	66	- 1.5%	409	348	- 14.9%
Days on Market Until Sale		118	143	+ 21.2%	120	131	+ 9.2%
Median Sales Price		\$1,395,000	\$1,315,000	- 5.7%	\$1,300,000	\$1,300,000	0.0%
Average Sales Price		\$1,667,558	\$2,215,481	+ 32.9%	\$1,798,375	\$1,898,812	+ 5.6%
Percent of List Price Received		99.0%	96.0%	- 3.0%	98.0%	96.1%	- 1.9%
Housing Affordability Index		28	30	+ 7.1%	31	31	0.0%
Inventory of Homes for Sale		351	442	+ 25.9%	—	—	—
Months Supply of Inventory		5.7	8.1	+ 42.1%	—	—	—

# Condominium Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condominium properties only.



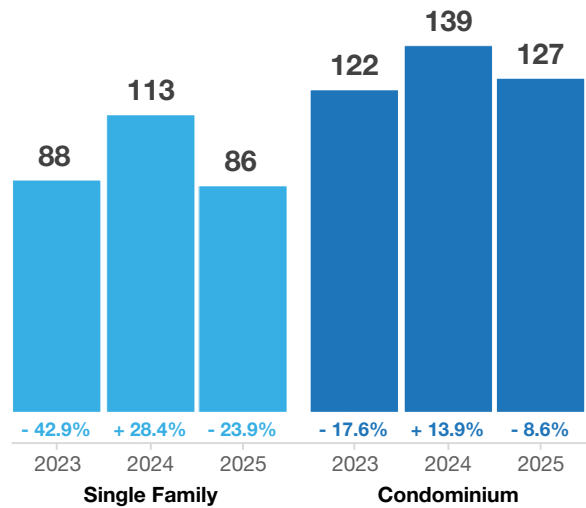
Key Metrics	Historical Sparkbars	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		139	127	- 8.6%	986	934	- 5.3%
Pending Sales		52	54	+ 3.8%	435	355	- 18.4%
Closed Sales		59	56	- 5.1%	496	353	- 28.8%
Days on Market Until Sale		118	125	+ 5.9%	97	138	+ 42.3%
Median Sales Price		\$980,000	\$700,000	- 28.6%	\$899,500	\$740,000	- 17.7%
Average Sales Price		\$1,404,586	\$1,311,671	- 6.6%	\$1,446,384	\$1,254,701	- 13.3%
Percent of List Price Received		96.5%	95.4%	- 1.1%	97.4%	95.1%	- 2.4%
Housing Affordability Index		40	57	+ 42.5%	44	54	+ 22.7%
Inventory of Homes for Sale		680	884	+ 30.0%	—	—	—
Months Supply of Inventory		9.9	15.6	+ 57.6%	—	—	—

# New Listings

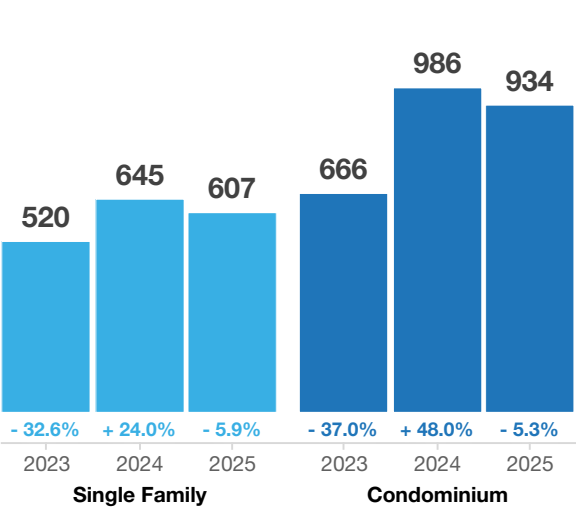
A count of the properties that have been newly listed on the market in a given month.



## June

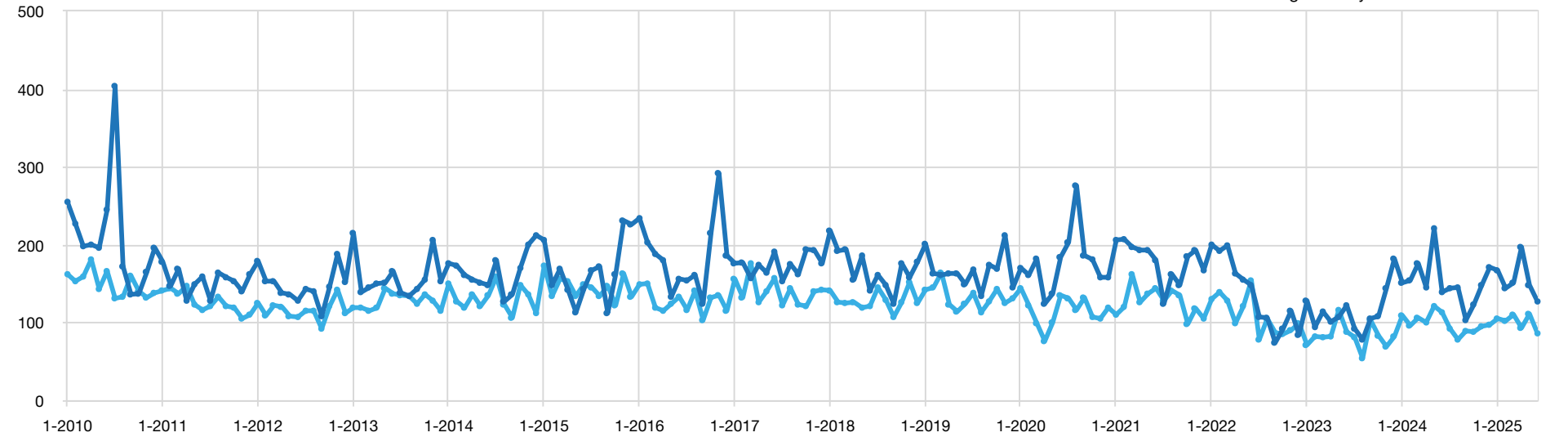


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2024	92	+ 13.6%	144	+ 56.5%
Aug-2024	78	+ 44.4%	145	+ 85.9%
Sep-2024	89	- 13.6%	103	- 1.9%
Oct-2024	88	+ 6.0%	123	+ 13.9%
Nov-2024	95	+ 37.7%	148	+ 2.8%
Dec-2024	97	+ 18.3%	171	- 6.0%
Jan-2025	105	- 3.7%	167	+ 10.6%
Feb-2025	102	+ 6.3%	144	- 6.5%
Mar-2025	110	+ 3.8%	151	- 14.2%
Apr-2025	93	- 7.0%	197	+ 35.9%
May-2025	111	- 8.3%	148	- 33.0%
Jun-2025	86	- 23.9%	127	- 8.6%
12-Month Avg	96	+ 3.2%	147	+ 4.3%

## Historical New Listings by Month

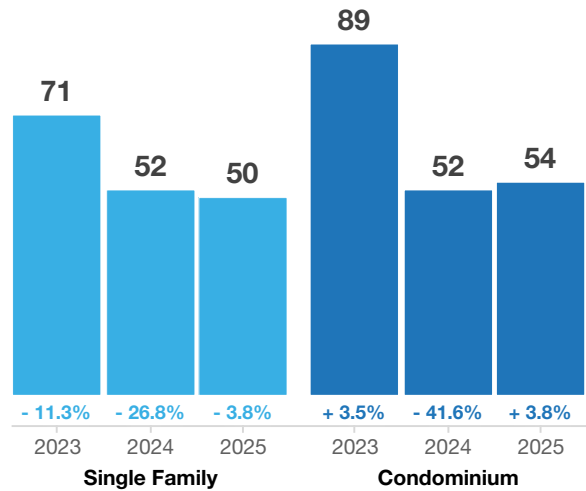


# Pending Sales

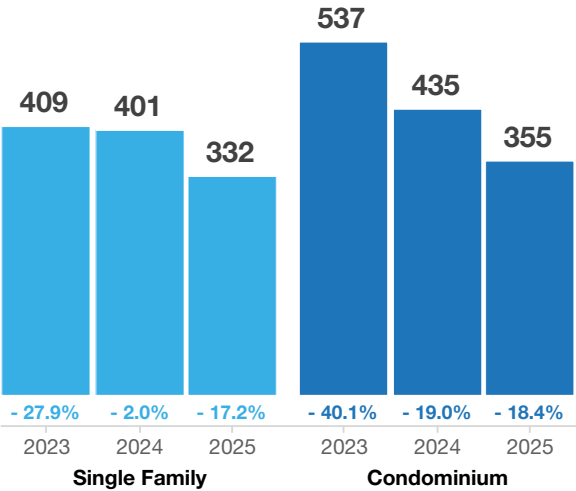
A count of the properties on which offers have been accepted in a given month.



## June

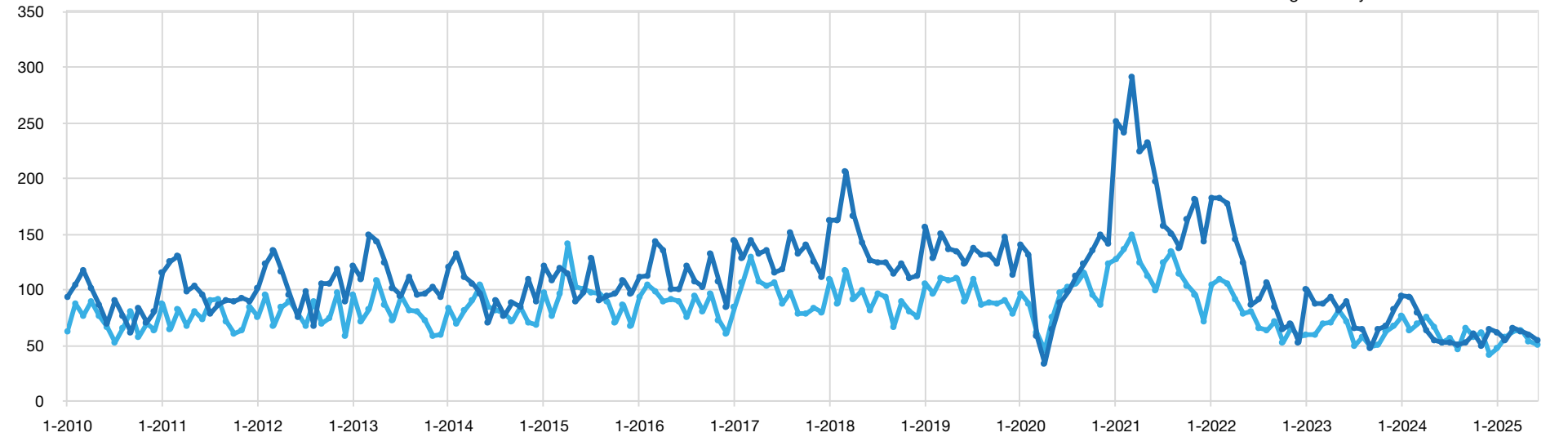


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2024	56	+ 14.3%	52	- 20.0%
Aug-2024	46	- 19.3%	50	- 21.9%
Sep-2024	65	+ 35.4%	52	+ 10.6%
Oct-2024	57	+ 14.0%	60	- 6.3%
Nov-2024	61	- 1.6%	49	- 26.9%
Dec-2024	41	- 38.8%	64	- 22.0%
Jan-2025	47	- 38.2%	61	- 35.1%
Feb-2025	57	- 9.5%	54	- 41.9%
Mar-2025	62	- 10.1%	65	- 17.7%
Apr-2025	63	- 16.0%	62	- 1.6%
May-2025	53	- 19.7%	59	+ 9.3%
Jun-2025	50	- 3.8%	54	+ 3.8%
12-Month Avg	55	- 9.8%	57	- 17.4%

## Historical Pending Sales by Month

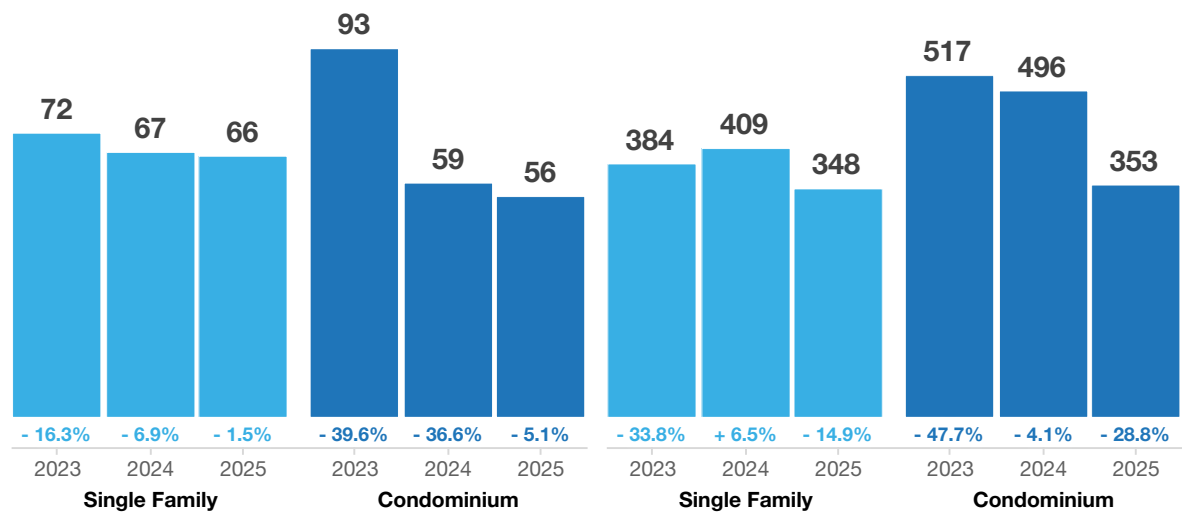


# Closed Sales

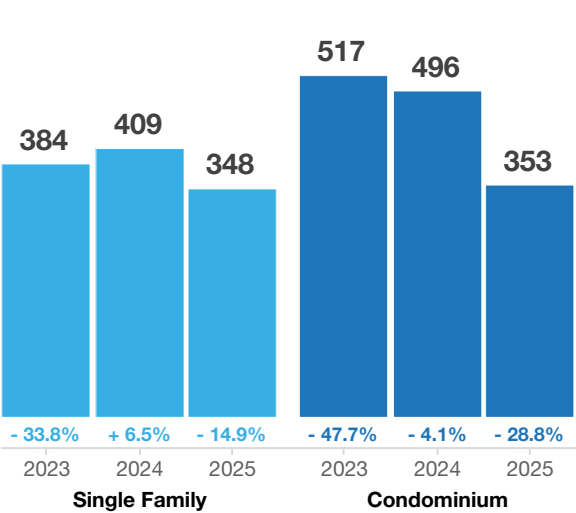
A count of the actual sales that closed in a given month.



## June

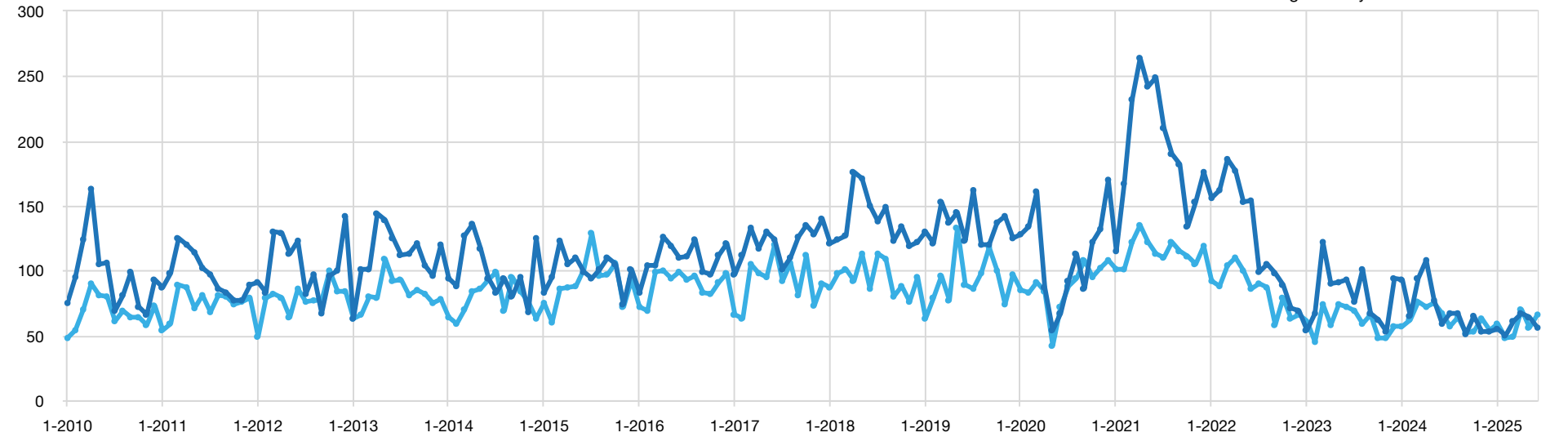


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2024	57	- 17.4%	67	- 11.8%
Aug-2024	64	+ 8.5%	67	- 33.7%
Sep-2024	52	- 21.2%	51	- 23.9%
Oct-2024	53	+ 10.4%	65	+ 4.8%
Nov-2024	63	+ 31.3%	53	0.0%
Dec-2024	54	- 5.3%	53	- 43.6%
Jan-2025	59	+ 3.5%	55	- 40.9%
Feb-2025	48	- 22.6%	50	- 23.1%
Mar-2025	49	- 35.5%	61	- 35.1%
Apr-2025	70	- 2.8%	67	- 38.0%
May-2025	56	- 25.3%	64	- 16.9%
Jun-2025	66	- 1.5%	56	- 5.1%
12-Month Avg	58	- 7.9%	59	- 25.3%

## Historical Closed Sales by Month

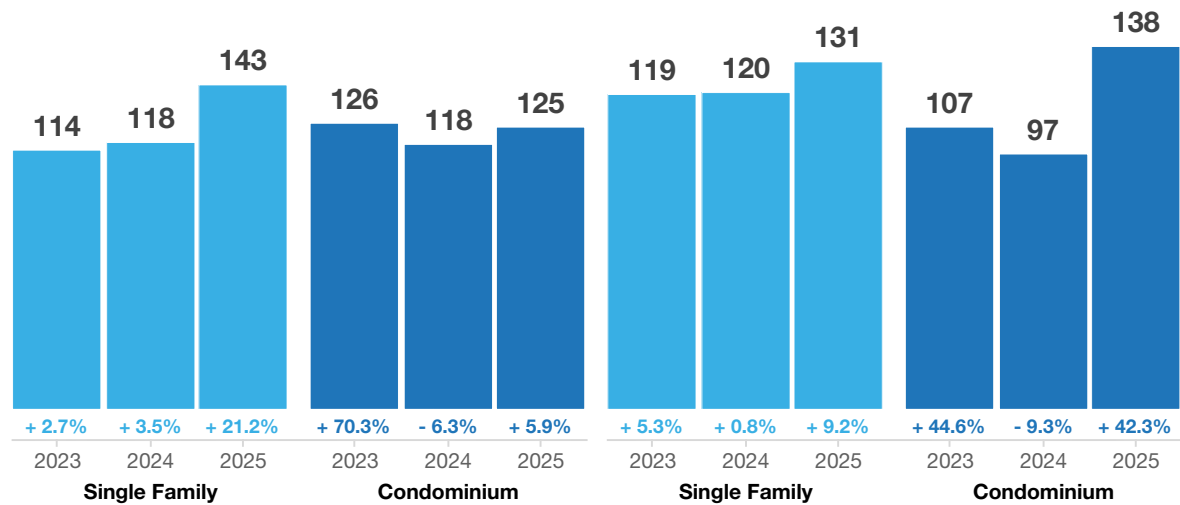


# Days on Market Until Sale

Average number of days between when a property is listed and when it closed in a given month.



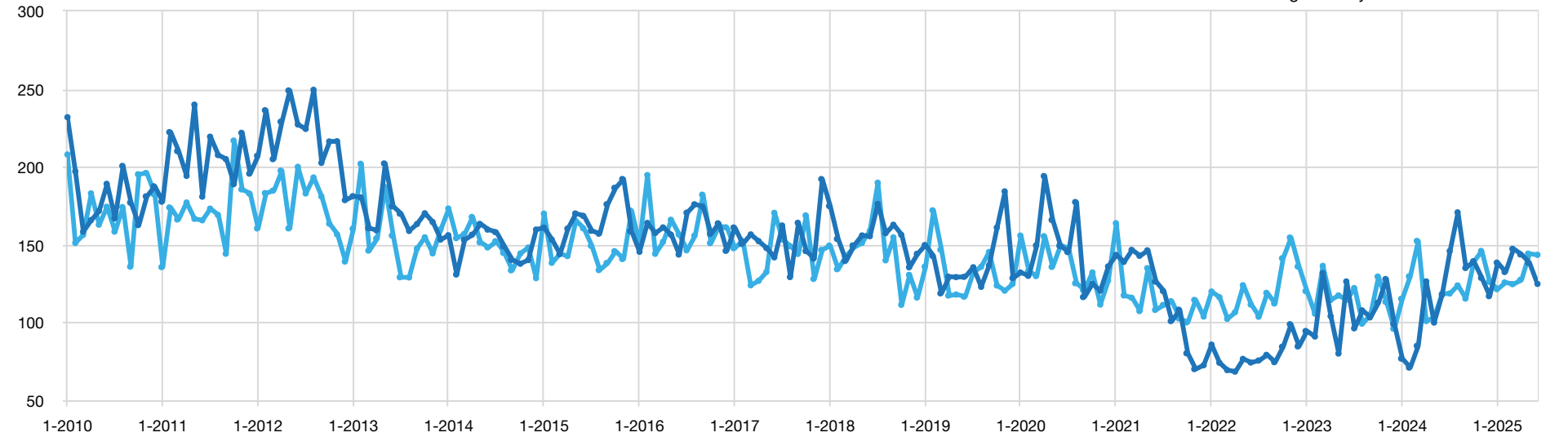
## June



Days on Market	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2024	119	- 2.5%	146	+ 52.1%
Aug-2024	124	+ 25.3%	171	+ 58.3%
Sep-2024	115	+ 9.5%	135	+ 31.1%
Oct-2024	139	+ 7.8%	139	+ 23.0%
Nov-2024	146	+ 29.2%	129	+ 0.8%
Dec-2024	126	+ 31.3%	117	+ 18.2%
Jan-2025	121	+ 5.2%	138	+ 79.2%
Feb-2025	126	- 3.1%	132	+ 85.9%
Mar-2025	125	- 17.8%	147	+ 72.9%
Apr-2025	127	+ 25.7%	144	+ 14.3%
May-2025	144	+ 39.8%	138	+ 38.0%
Jun-2025	143	+ 21.2%	125	+ 5.9%
12-Month Avg*	130	+ 12.3%	139	+ 37.4%

\* Days on Market for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

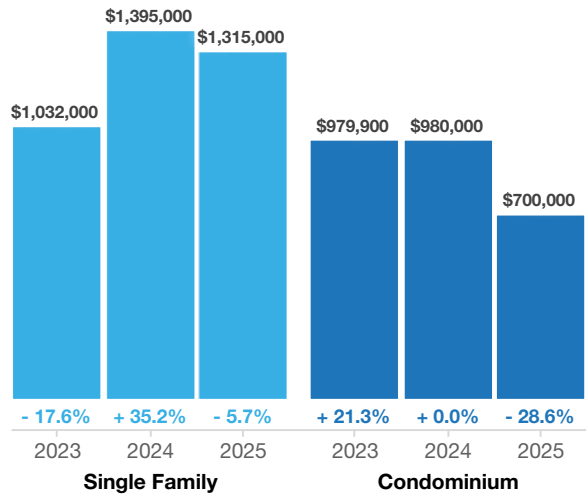


# Median Sales Price

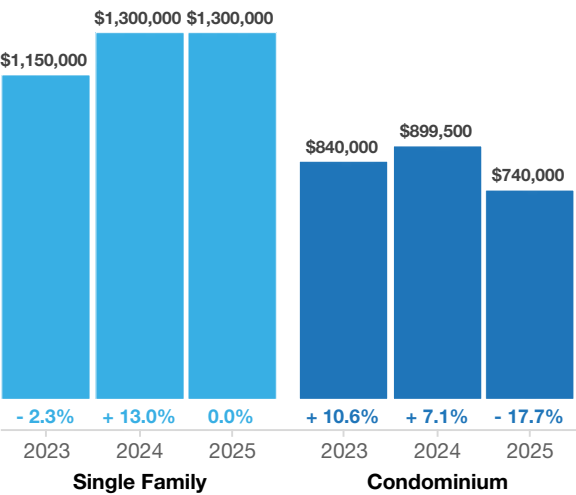
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



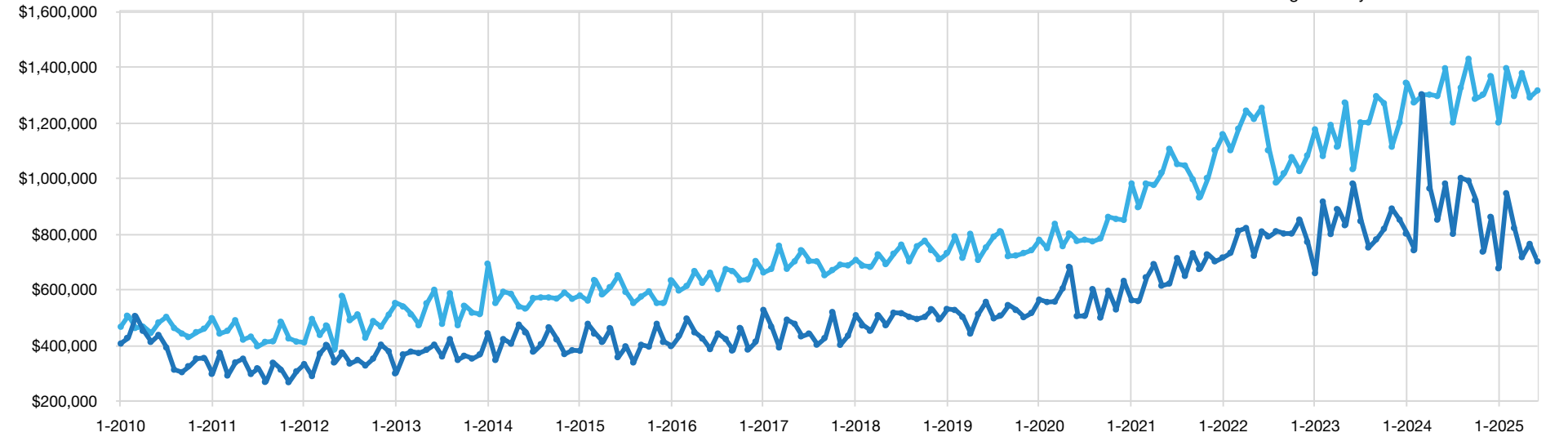
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2024	\$1,200,000	0.0%	\$799,000	- 5.4%
Aug-2024	\$1,325,000	+ 10.4%	\$1,000,000	+ 33.3%
Sep-2024	\$1,428,894	+ 10.4%	\$990,000	+ 27.1%
Oct-2024	\$1,285,000	+ 1.3%	\$920,000	+ 12.6%
Nov-2024	\$1,300,000	+ 16.9%	\$735,000	- 17.4%
Dec-2024	\$1,366,738	+ 13.9%	\$860,000	+ 1.2%
Jan-2025	\$1,200,000	- 10.6%	\$675,000	- 15.6%
Feb-2025	\$1,395,319	+ 9.7%	\$945,000	+ 27.7%
Mar-2025	\$1,295,000	- 0.3%	\$820,000	- 37.0%
Apr-2025	\$1,377,500	+ 6.0%	\$715,000	- 25.7%
May-2025	\$1,290,000	- 0.4%	\$762,500	- 10.3%
Jun-2025	\$1,315,000	- 5.7%	\$700,000	- 28.6%
12-Month Avg*	\$1,300,000	+ 2.0%	\$795,000	- 6.5%

\* Median Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



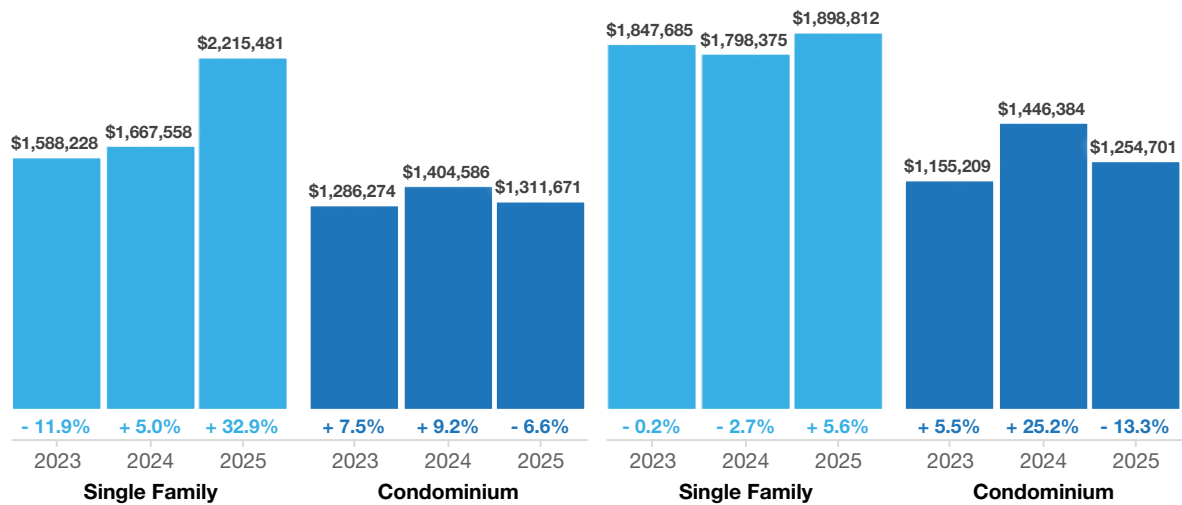


# Average Sales Price

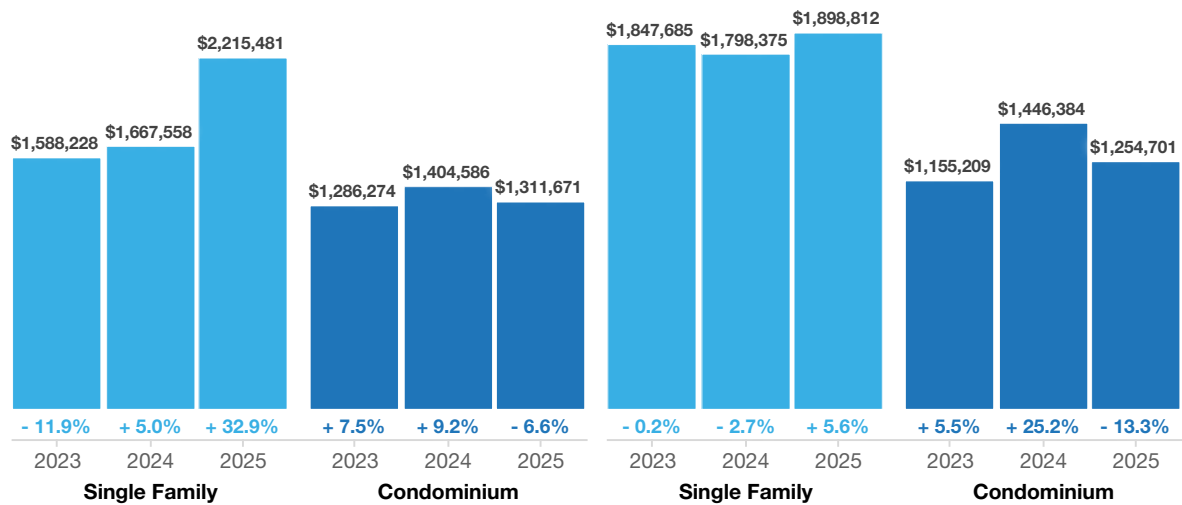
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



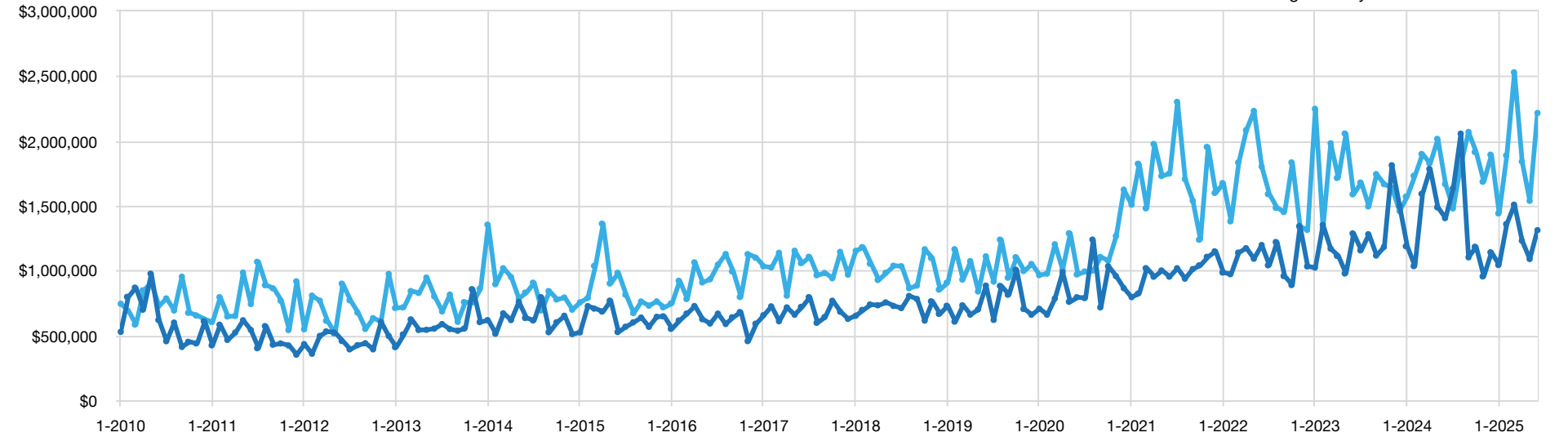
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2024	\$1,479,353	- 11.9%	\$1,634,010	+ 41.4%
Aug-2024	\$1,817,737	+ 21.6%	\$2,056,276	+ 60.6%
Sep-2024	\$2,068,796	+ 18.6%	\$1,102,084	- 1.3%
Oct-2024	\$1,914,306	+ 14.9%	\$1,183,555	+ 0.1%
Nov-2024	\$1,685,331	+ 2.9%	\$954,885	- 47.3%
Dec-2024	\$1,893,769	+ 29.8%	\$1,140,997	- 23.8%
Jan-2025	\$1,441,029	- 8.2%	\$1,043,094	- 12.2%
Feb-2025	\$1,888,218	+ 9.1%	\$1,358,680	+ 31.3%
Mar-2025	\$2,529,146	+ 33.2%	\$1,508,292	- 5.3%
Apr-2025	\$1,840,671	+ 0.8%	\$1,230,511	- 31.0%
May-2025	\$1,538,116	- 23.7%	\$1,089,092	- 26.8%
Jun-2025	\$2,215,481	+ 32.9%	\$1,311,671	- 6.6%
12-Month Avg*	\$1,850,825	+ 7.9%	\$1,318,394	- 5.2%

\* Avg. Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



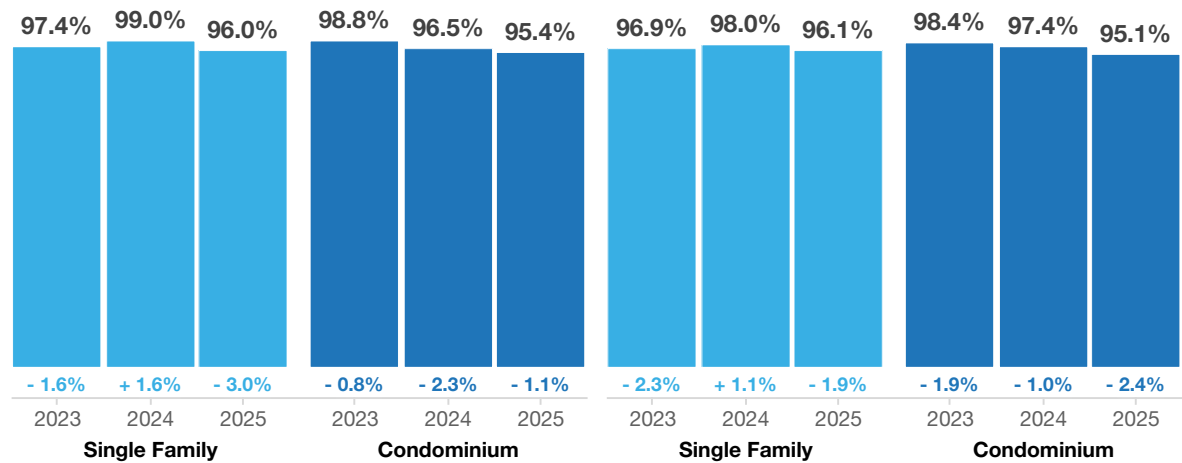
# Percent of List Price Received

Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## June

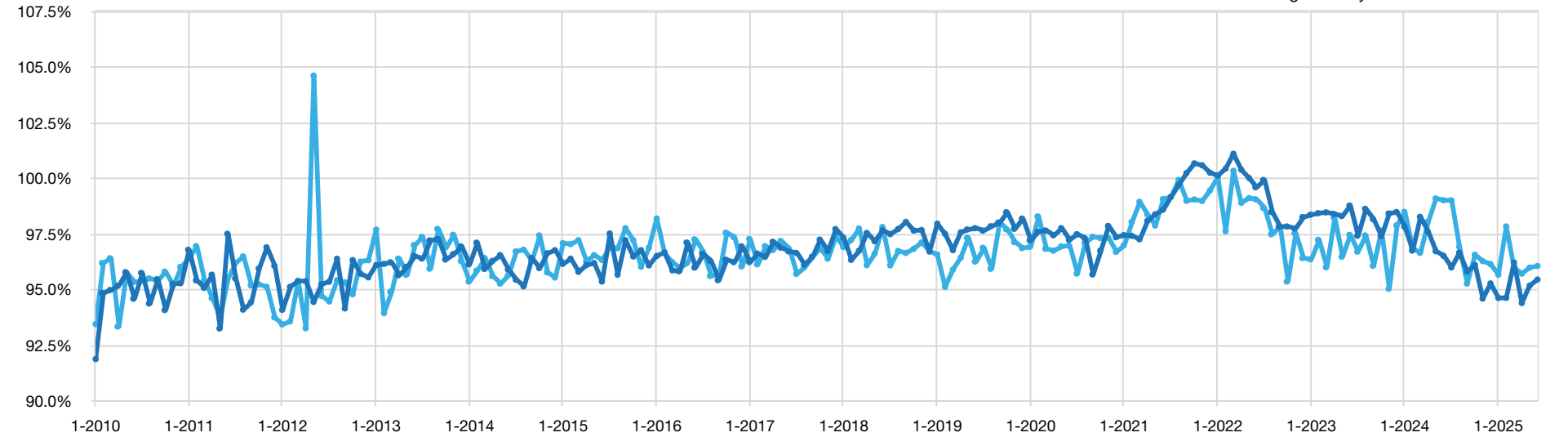
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2024	99.0%	+ 2.4%	96.0%	- 1.4%
Aug-2024	96.9%	- 0.5%	96.6%	- 2.0%
Sep-2024	95.2%	- 0.8%	95.8%	- 2.3%
Oct-2024	96.5%	- 1.1%	96.1%	- 1.3%
Nov-2024	96.3%	+ 1.4%	94.6%	- 3.9%
Dec-2024	96.1%	- 1.8%	95.3%	- 3.2%
Jan-2025	95.6%	- 2.9%	94.6%	- 3.3%
Feb-2025	97.8%	+ 1.0%	94.6%	- 2.2%
Mar-2025	96.0%	- 0.6%	96.2%	- 2.0%
Apr-2025	95.7%	- 2.3%	94.4%	- 3.3%
May-2025	96.0%	- 3.1%	95.2%	- 1.6%
Jun-2025	96.0%	- 3.0%	95.4%	- 1.1%
12-Month Avg*	96.4%	- 1.1%	95.4%	- 2.4%

\* Pct. of List Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

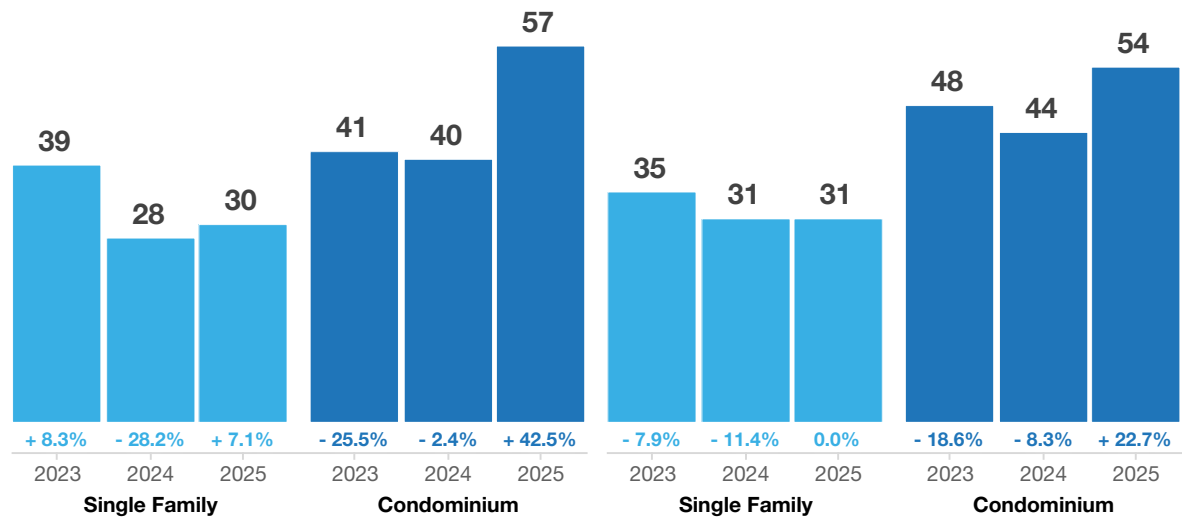


# Housing Affordability Index

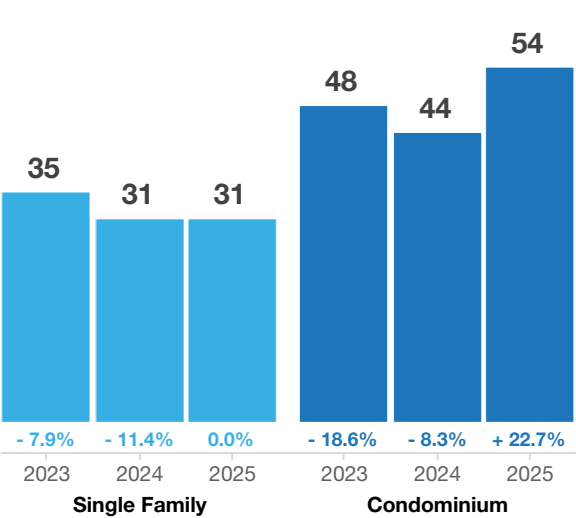
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## June

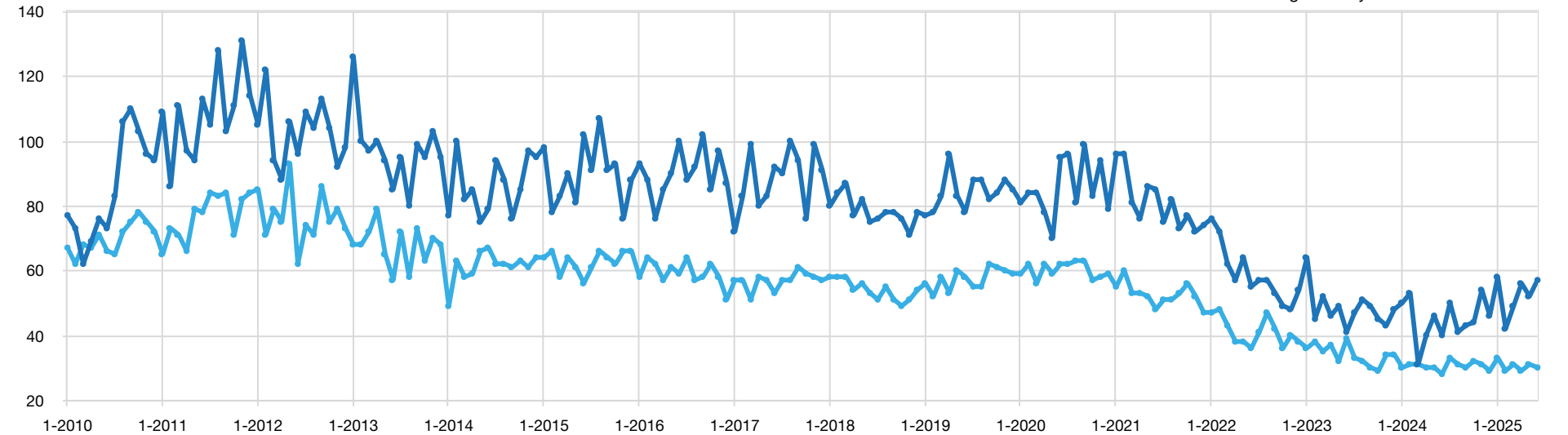


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2024	33	0.0%	50	+ 6.4%
Aug-2024	31	- 3.1%	41	- 19.6%
Sep-2024	30	0.0%	43	- 12.2%
Oct-2024	32	+ 10.3%	44	- 2.2%
Nov-2024	31	- 8.8%	54	+ 25.6%
Dec-2024	29	- 14.7%	46	- 4.2%
Jan-2025	33	+ 10.0%	58	+ 16.0%
Feb-2025	29	- 6.5%	42	- 20.8%
Mar-2025	31	0.0%	49	+ 58.1%
Apr-2025	29	- 3.3%	56	+ 40.0%
May-2025	31	+ 3.3%	52	+ 13.0%
Jun-2025	30	+ 7.1%	57	+ 42.5%
12-Month Avg	31	0.0%	49	+ 8.9%

## Historical Housing Affordability Index by Month

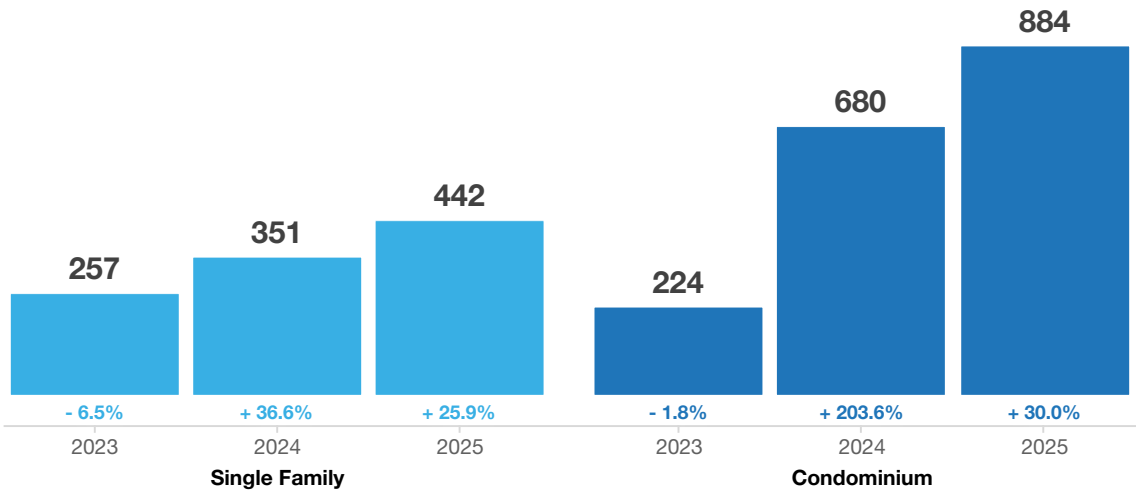


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

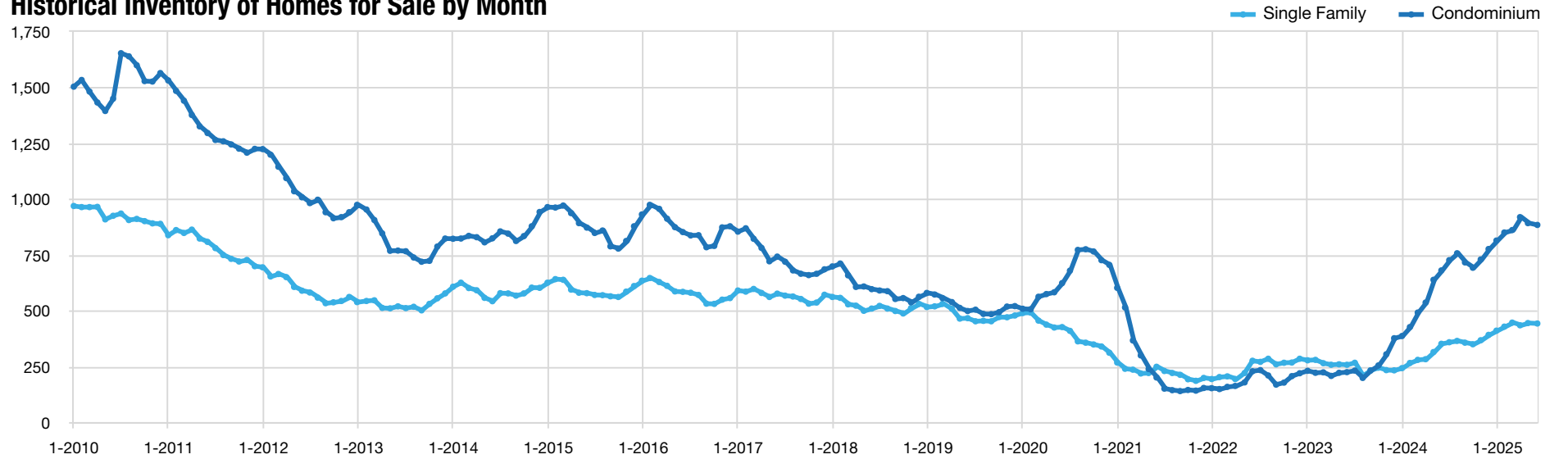


June



Homes for Sale	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2024	358	+ 34.6%	726	+ 214.3%
Aug-2024	364	+ 75.0%	757	+ 282.3%
Sep-2024	356	+ 53.4%	716	+ 210.0%
Oct-2024	349	+ 43.0%	692	+ 172.4%
Nov-2024	367	+ 57.5%	729	+ 139.8%
Dec-2024	391	+ 68.5%	776	+ 106.4%
Jan-2025	410	+ 69.4%	814	+ 110.9%
Feb-2025	428	+ 61.5%	850	+ 99.5%
Mar-2025	446	+ 59.9%	861	+ 75.4%
Apr-2025	434	+ 53.9%	919	+ 71.5%
May-2025	444	+ 41.4%	892	+ 39.8%
Jun-2025	442	+ 25.9%	884	+ 30.0%
12-Month Avg	399	+ 52.3%	801	+ 102.3%

## Historical Inventory of Homes for Sale by Month

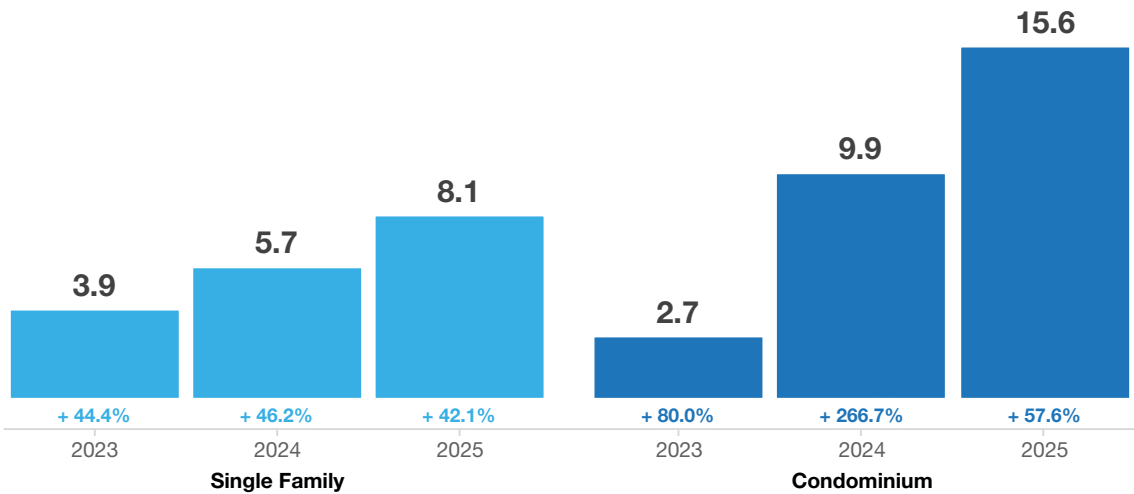


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



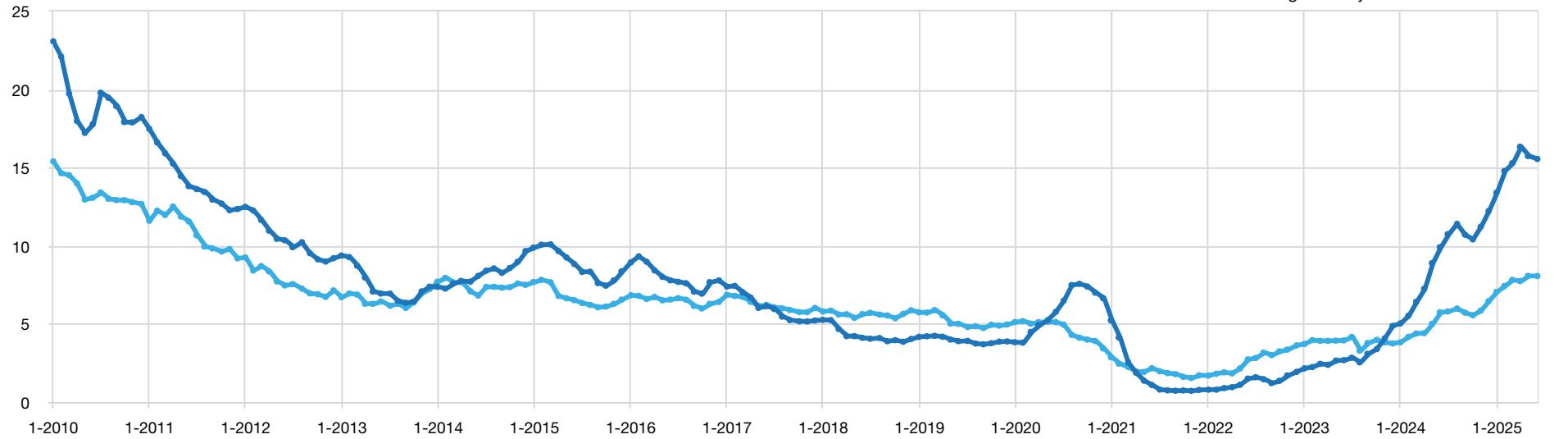
June



Months Supply	Single Family	Year-Over-Year Change	Condominium	Year-Over-Year Change
Jul-2024	5.8	+ 38.1%	10.7	+ 282.1%
Aug-2024	6.0	+ 81.8%	11.4	+ 356.0%
Sep-2024	5.7	+ 50.0%	10.7	+ 245.2%
Oct-2024	5.6	+ 40.0%	10.4	+ 205.9%
Nov-2024	5.8	+ 52.6%	11.2	+ 173.2%
Dec-2024	6.5	+ 71.1%	12.2	+ 149.0%
Jan-2025	7.0	+ 84.2%	13.4	+ 168.0%
Feb-2025	7.4	+ 76.2%	14.8	+ 169.1%
Mar-2025	7.8	+ 77.3%	15.3	+ 139.1%
Apr-2025	7.7	+ 75.0%	16.3	+ 126.4%
May-2025	8.1	+ 62.0%	15.7	+ 76.4%
Jun-2025	8.1	+ 42.1%	15.6	+ 57.6%
12-Month Avg*	6.8	+ 62.0%	13.1	+ 147.3%

\* Months Supply for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

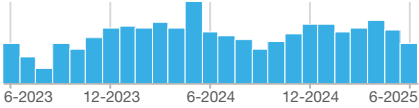
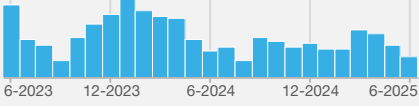



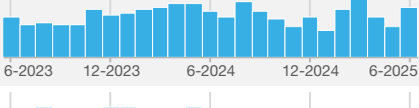


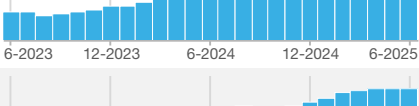
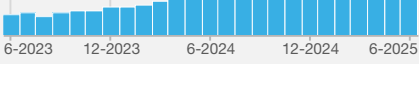
## Historical Months Supply of Inventory by Month



# All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		270	232	- 14.1%	1,810	1,676	- 7.4%
Pending Sales		115	108	- 6.1%	921	749	- 18.7%
Closed Sales		141	134	- 5.0%	1,015	777	- 23.4%
Days on Market Until Sale		131	134	+ 2.3%	111	138	+ 24.3%
Median Sales Price		\$1,295,000	\$939,250	- 27.5%	\$1,150,000	\$1,075,000	- 6.5%
Average Sales Price		\$1,608,943	\$1,701,786	+ 5.8%	\$1,675,048	\$1,565,149	- 6.6%
Percent of List Price Received		97.8%	95.9%	- 1.9%	97.6%	95.4%	- 2.3%
Housing Affordability Index		31	43	+ 38.7%	35	37	+ 5.7%
Inventory of Homes for Sale		1,220	1,528	+ 25.2%	—	—	—
Months Supply of Inventory		8.5	12.4	+ 45.9%	—	—	—