



COLDWELL BANKER

**ISLAND
PROPERTIES**

Keonekai Villages - Market Report

May 2024



Aloha Keonekai Villages Community! Mateo Manzari here, your Keonekai Villages Board President and resident for over 9 years. I'm committed to providing our owners with expert insights and the very best in real estate representation. I hope you enjoy this month's Market Report!

The Keonekai Villages market continues to remain strong! However, we're still seeing improperly priced units linger on the market. This past month we had only two sales.

If your unit hasn't sold in the first 2 weeks, either your price or your marketing is sub-par.

Pro Tip: Our price-point is great for investors and cash buyers. It is even possible to go from listing to cash-in-hand in under 3 weeks – a feat I accomplished in March!

It is also worth noting that we're sliding into the slower season AND we're expecting an increase in dues due to rising insurance premiums (likely in June), so if you're considering selling, right now may be your best opportunity.

Your Keonekai Villages Specialist

Ready to sell, upgrade, or just curious about your property's value? I'm your go-to Realtor. Why?

- **Keonekai Expertise:** No one knows our community like I do.
- **Marketing Mastery:** Cutting-edge strategies with professional photos, videos, and more.
- **Proven Success:** My last two KKV sales closed in under 29 days!
- **Client Focused:** You're my priority, not just a commission.

Why Choosing the Right Realtor Matters

The wrong choice can lead to long listing times and multiple price reductions. With me, you get strategic pricing, targeted marketing, and personalized attention for the best outcome. See my [Zillow](#) reviews for examples of all my happy clients!

Let's Talk!

If you're considering any real estate move, I'm here to help. Let's discuss your goals and how I can ensure your success. **Call me today: Mateo Manzari 808-280-6880**

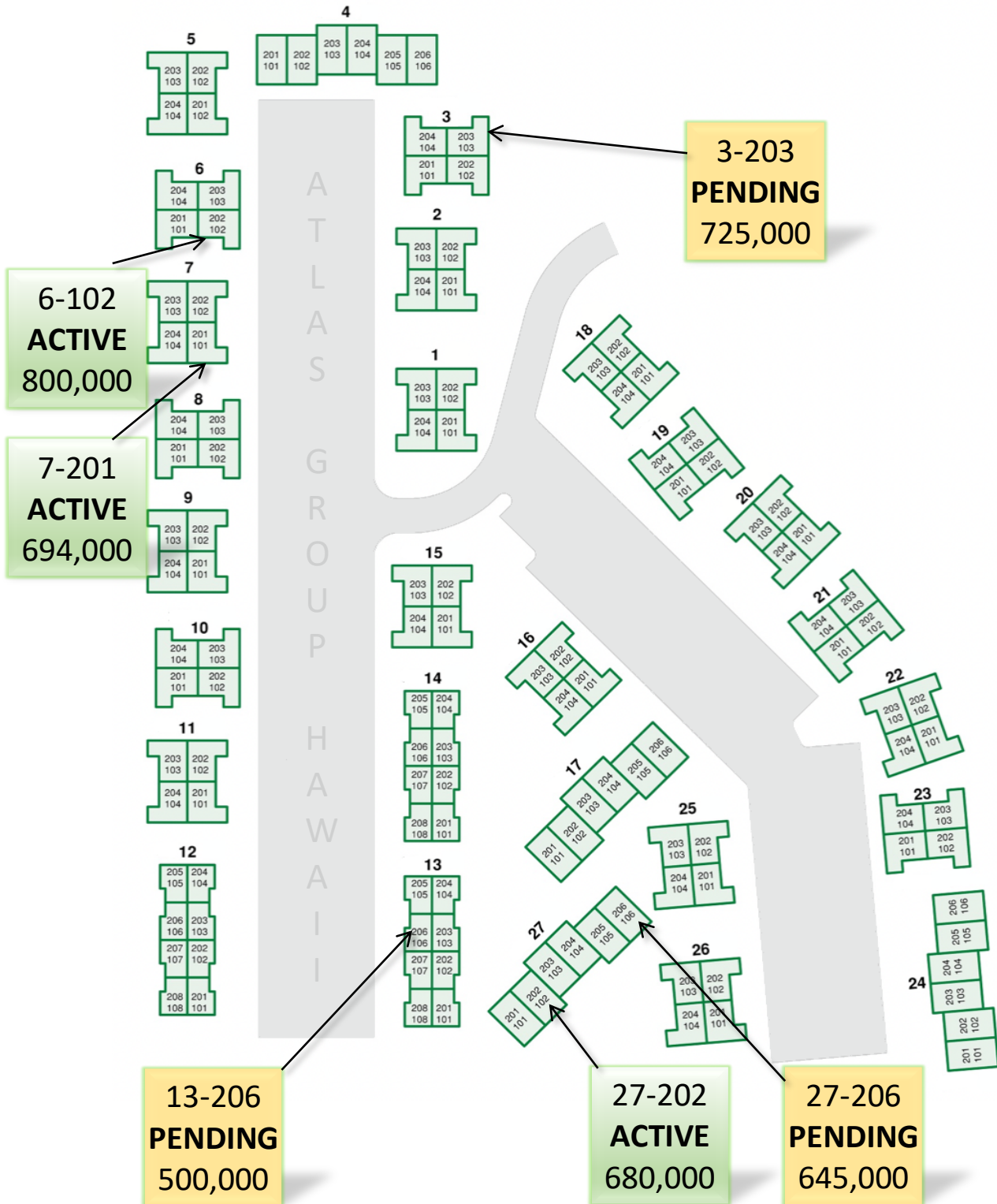


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Mateo Manzari 808-280-6880

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| | |
|---------------------------------|------------------|
| Average Sale Price | \$636,316 |
| Average % From Org Price | -2.05% |
| Average Days on Market | 71 |

| Bd/Bth | Floor | Status | Unit | List Date | Org Price | List Price | Sold Price | Close Date | DOM |
|--------|-------|---------|-----------|-----------|-----------|------------|------------|------------|-----|
| 2/1 | Upper | SOLD* | 14-205 | 10/5/23 | \$445,000 | \$445,000 | \$445,000 | 11/2/23 | 28 |
| | | SOLD | 14-202 | 12/23/23 | \$529,900 | \$529,900 | \$540,498 | 2/2/24 | 41 |
| | | PENDING | 13-206 | 2/16/24 | \$520,000 | \$500,000 | | | 75 |
| | Lower | SOLD | 12-104 | 6/27/23 | \$650,000 | \$620,000 | \$620,000 | 9/26/23 | 91 |
| | | SOLD | 14-102 | 2/29/24 | \$500,000 | \$500,000 | \$500,000 | 4/16/24 | 47 |
| | | SOLD | 13-101 | 5/1/23 | \$650,000 | \$640,000 | \$625,000 | 4/26/24 | 361 |
| 2/1.5 | Upper | SOLD* | 18-203 | 3/8/23 | \$689,000 | \$689,000 | \$675,000 | 4/13/23 | 36 |
| | | SOLD | 8-202 | 3/17/23 | \$660,000 | \$650,000 | \$635,000 | 4/27/23 | 41 |
| | | SOLD | 9-204 | 2/10/23 | \$658,000 | \$658,000 | \$658,000 | 5/2/23 | 81 |
| | | SOLD* | 16-202 | 2/1/24 | \$725,000 | \$725,000 | \$707,000 | 2/20/24 | 19 |
| | | ACTIVE | 7-201 | 3/22/24 | \$694,000 | \$694,000 | | | 40 |
| | | PENDING | 3-203 | 3/29/24 | \$725,000 | \$725,000 | | | 33 |
| | Lower | SOLD | 10-103 | 4/27/23 | \$669,000 | \$669,000 | \$669,000 | 6/8/23 | 42 |
| | | SOLD | 10-104 | 2/9/23 | \$599,000 | \$599,000 | \$570,000 | 8/14/23 | 49 |
| | | SOLD | 16-104 | 10/1/23 | \$649,000 | \$649,000 | \$630,000 | 11/3/23 | 33 |
| | | SOLD | 11-103 | 12/12/23 | \$799,000 | \$799,000 | \$770,000 | 1/17/24 | 36 |
| | | SOLD | 26-101 | 10/3/23 | \$729,900 | \$715,000 | \$710,000 | 1/31/24 | 120 |
| | | SOLD | 10-104 | 2/5/24 | \$815,000 | \$815,000 | \$790,000 | 3/15/24 | 39 |
| ACTIVE | 6-102 | 5/1/24 | \$800,000 | \$800,000 | | | 1 | | |
| 2/2 | Upper | SOLD | 17-206 | 3/31/23 | \$609,995 | \$609,995 | \$600,000 | 7/14/23 | 105 |
| | | SOLD | 4-202 | 9/2/23 | \$710,000 | \$710,000 | \$707,500 | 11/2/23 | 61 |
| | | SOLD | 17-204 | 9/18/23 | \$705,000 | \$689,000 | \$680,000 | 12/15/23 | 88 |
| | | SOLD | 17-203 | 7/21/23 | \$558,000 | \$558,000 | \$558,000 | 8/15/23 | 25 |
| | | PENDING | 27-206 | 4/1/24 | \$645,000 | \$645,000 | | | 30 |
| | | ACTIVE | 27-202 | 2/1/24 | \$699,000 | \$680,000 | | | 89 |

*Indicates a property represented by Mateo Manzari.

Data provided by the REALTORS® Association of Maui and is subject to change.



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Mateo Manzari 808-280-6880



Call me today at: 808-280-6880

*****Now is still the best time to sell your Keonekai Villages unit for the highest profit*****

Check out [Atlas Group Hawaii](#) on [Facebook](#) and [Instagram](#) to see examples of my work!

Here are a few reviews from my previous clients:

"The photos he used were absolutely stunning, and we sold our condo in just 5 days."

"If you are ready to buy or sell on Maui don't hesitate to contact Mateo, you'll be glad you did."

"He made it so easy for us and was so wonderful to work with!!!!!"

"10/10 will work with him again in the future if we ever move!"

"He's the guy you should talk to if you're looking to buy in Kihei."

"Mateo was the most helpful Realtor I have ever had the pleasure of working with."

"I recommend him to all who ever need to buy or sell any type of Real Estate property."

"He made me feel comfortable... from start to finish. He really cares about his clients, and it shows."

"I recommend contacting Mateo if you are looking to buy or sell. 5-star service all the way!"

Professional • Effective • Always with ALOHA

Mateo Manzari is licensed in the State of Hawaii under the Brokerage of: Coldwell Banker Island Properties, 1819 South Kihei Road, Kihei, HI 96753