

MAUI COUNTY OVERVIEW

VISITOR STATISTICS

| MAUI ISLAND | January 2025P | January 2024P | YTD % change | 2024P | 2023 | 2022 | 2021 | 2020 | 2019 |
|----------------------------|---------------|---------------|--------------|-----------|-----------|-----------|-----------|---------|-----------|
| TOTAL EXPENDITURES (\$mil) | 531.1 | 503.8 | 5.4% | 5,269.6 | 5,795.2 | 5,822.0 | 4,043.1 | NA | 5,128.0 |
| VISITOR ARRIVALS | 202,738 | 175,005 | 15.8% | 2,345,288 | 2,495,038 | 2,921,159 | 2,303,942 | 792,602 | 3,059,905 |
| PPPD SPENDING (\$) | 296.5 | 304.5 | -2.6% | 283.5 | 287.1 | 244.3 | 201.9 | NA | 211.7 |
| AVERAGE DAILY CENSUS | 57,778 | 53,377 | 8.2% | 50,794 | 55,300 | 65,287 | 54,866 | 20,637 | 66,363 |

| MOLOKA'I | January 2025P | January 2024P | YTD % change | 2024P | 2023 | 2022 | 2021 | 2020 | 2019 |
|----------------------------|---------------|---------------|--------------|--------|--------|--------|--------|--------|--------|
| TOTAL EXPENDITURES (\$mil) | 4.1 | 5.6 | -27.1% | 30.1 | 34.1 | 39.2 | 25.2 | NA | 36.0 |
| VISITOR ARRIVALS | 2,843 | 3,796 | -25.1% | 29,844 | 33,224 | 43,317 | 25,758 | 17,025 | 63,035 |
| PPPD SPENDING (\$) | 213.0 | 167.4 | 27.3% | 175.7 | 188.3 | 152.8 | 138.0 | NA | 126.0 |
| AVERAGE DAILY CENSUS | 620 | 1,082 | -42.7% | 468 | 496 | 703 | 500 | 322 | 783 |

| LĀNA'I | January 2025P | January 2024P | YTD % change | 2024P | 2023 | 2022 | 2021 | 2020 | 2019 |
|----------------------------|---------------|---------------|--------------|--------|--------|--------|--------|--------|--------|
| TOTAL EXPENDITURES (\$mil) | 10.3 | 10.7 | -4.0% | 117.8 | 120.8 | 150.8 | 108.1 | NA | 128.9 |
| VISITOR ARRIVALS | 3,523 | 3,705 | -4.9% | 45,874 | 53,870 | 68,016 | 47,829 | 17,924 | 84,103 |
| PPPD SPENDING (\$) | 749.6 | 681.0 | 10.1% | 667.6 | 626.2 | 539.5 | 460.2 | NA | 478.8 |
| AVERAGE DAILY CENSUS | 443 | 507 | -12.8% | 482 | 529 | 766 | 644 | 227 | 738 |

P = Preliminary data.

AIR LIFT

| KAHULUI | January 2025P | January 2024P | YTD % change | 2024P | 2023 | 2022 | 2021 | 2020 | 2019 |
|-----------------------|---------------|---------------|--------------|-----------|-----------|-----------|-----------|-----------|-----------|
| DOMESTIC SEATS | 191,657 | 188,324 | 1.8% | 2,321,302 | 2,625,759 | 3,065,230 | 2,955,085 | 1,015,080 | 2,672,036 |
| INTERNATIONAL SEATS | 16,723 | 21,081 | -20.7% | 140,779 | 193,419 | 225,512 | 65,303 | 87,086 | 223,644 |
| TOTAL SEATS | 208,380 | 209,405 | -0.5% | 2,462,081 | 2,819,178 | 3,290,742 | 3,020,388 | 1,102,166 | 2,895,680 |
| DOMESTIC FLIGHTS | 951 | 912 | 4.3% | 11,474 | 12,999 | 15,597 | 15,373 | 5,246 | 14,728 |
| INTERNATIONAL FLIGHTS | 97 | 109 | -11.0% | 779 | 1,040 | 1,077 | 260 | 397 | 1,138 |
| TOTAL FLIGHTS | 1,048 | 1,021 | 2.6% | 12,253 | 14,039 | 16,674 | 15,633 | 5,643 | 15,866 |

Source: Diio Mii schedules

TRANSIENT ACCOMMODATIONS TAX (TAT) TO MAUI COUNTY

| | FY 2017 | FY 2018 | FY 2019 | FY 2020 | FY 2021 | FY 2022 | FY 2023 | FY 2024 |
|--------------|---------|---------|---------|---------|---------|---------|---------|---------|
| TAT (\$mill) | 23.4 | 23.4 | 23.4 | 23.4 | 23.4 | 0 | 0 | 0 |

HOTEL PERFORMANCE

| COUNTY OF MAUI | January 2025P | January 2024P | YTD % change | 2024P | 2023 | 2022 | 2021 | 2020 | 2019 |
|----------------------------|---------------|---------------|--------------|----------|----------|----------|----------|----------|----------|
| OCCUPANCY | 62.1% | 71.7% | -9.6% | 61.6% | 71.7% | 67.6% | 60.2% | 34.6% | 77.7% |
| AVERAGE DAILY RATE | \$591.72 | \$562.01 | 5.3% | \$547.31 | \$562.01 | \$606.92 | \$536.47 | \$409.19 | \$401.10 |
| REVENUE PER AVAILABLE ROOM | \$367.27 | \$402.72 | -8.8% | \$337.05 | \$402.72 | \$410.12 | \$322.70 | \$141.55 | \$311.61 |

Source: STR, Inc.

VACATION RENTAL PERFORMANCE

| COUNTY OF MAUI | January 2025P | January 2024P | YTD % change | 2024P | 2023 | 2022 | 2021 | 2020 | 2019 |
|-------------------------|---------------|---------------|--------------|-----------|-----------|-----------|-----------|-----------|-----------|
| UNIT SUPPLY | 224,102 | 208,877 | 7.3% | 2,941,309 | 2,535,742 | 2,496,164 | 2,664,426 | 2,090,812 | 3,126,890 |
| UNIT OCCUPANCY | 60.2% | 61.8% | -1.6% | 53.0% | 59.2% | 70.0% | 66.7% | 42.4% | 79.0% |
| UNIT AVERAGE DAILY RATE | \$473.98 | \$426.15 | 11.2% | \$389.66 | \$367.77 | \$351.63 | \$278.71 | \$292.68 | \$343.07 |

Source: Transparent Intellegence, Inc.

Note: 2024P and 2025P visitor data are preliminary. 2019 - 2023 visitor data are the final numbers and reflect updated airfare statistics from DIIO Mi Airline database, data from the National Travel and Tourism Office and final passenger counts from Airline Traffic Summary reports.

NA= Annual 2020 visitor spending statistics were not available, as there was no Departure Survey fielding between April through October 2020 due to COVID19 restrictions.

Source: Department of Business, Economic Development and Tourism