

- Residential
- Condominiums
- Vacant Land

*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.

	% OF CLOSINGS	# OF UNITS RECORDED	MEDIAN PRICE
HOMES	49%	243 ▲ 51%	\$1,050,000 ▲ 37%
CONDO	38%	192 ▲ 61%	\$603,500 ▲ 3%
LAND	13%	66 ▲ 230%	\$542,500 ▼ -16%

	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME	
KOHOLOA	165	96%	HANALEI	\$227,495,439 74%
HANALEI	134	189%	KOHOLOA	\$226,916,319 188%
KAWAIHAU	133	64%	KAWAIHAU	\$106,052,151 62%
LIHUE	51	4%	LIHUE	\$33,383,011 43%
WAIMEA	18	20%	WAIMEA	\$10,598,400 21%
TOTAL	501	67%	TOTAL	\$604,445,320 97%

○ % of Closed Sales by Districts through April 30, 2021

● Number of Recorded transactions from January 1, 2021 - April 30, 2021

KAUAI

YEAR-OVER-YEAR

501
TOTAL NUMBER OF SALES
2021

300
TOTAL NUMBER OF SALES
2020

67%

\$1,050,000
MEDIAN PRICE HOME

\$603,500
MEDIAN PRICE CONDO

\$542,500
MEDIAN PRICE LAND

37%

3%

-16%

\$604,445,320
TOTAL DOLLAR VOLUME
2021

\$306,904,415
TOTAL DOLLAR VOLUME
2020

97%

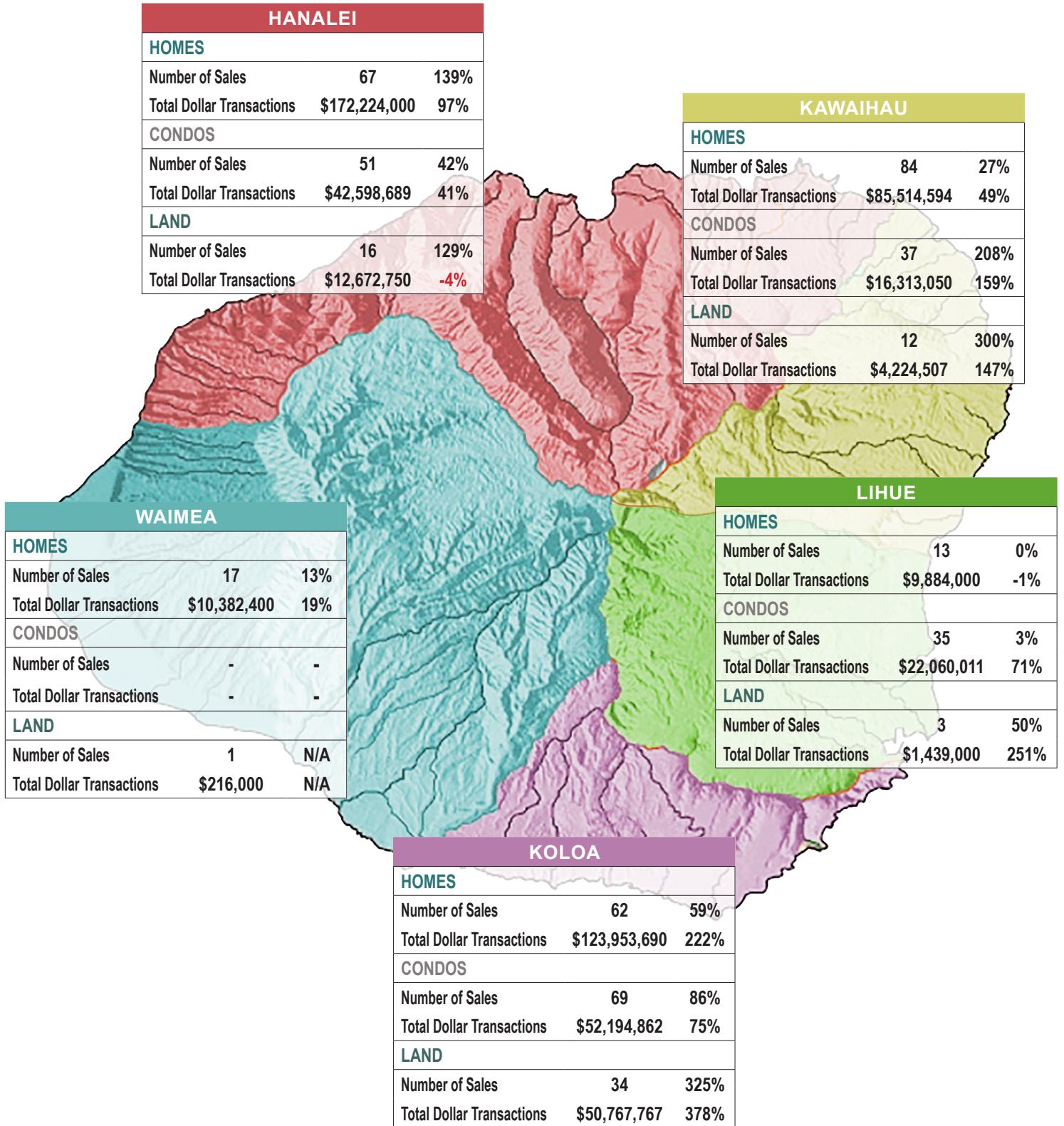
RESIDENTIAL	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	% Change	2021	2020	% Change	2021	2020	% Change
WAIMEA	17	15	13%	\$490,000	\$575,000	-15%	\$10,382,400	\$8,749,507	19%
KOLOA	62	39	59%	\$1,174,500	\$780,000	51%	\$123,953,690	\$38,451,000	222%
LIHUE	13	13	0%	\$700,000	\$720,000	-3%	\$9,884,000	\$10,033,500	-1%
KAWAIHAU	84	66	27%	\$797,000	\$737,500	8%	\$85,514,594	\$57,283,007	49%
HANAIEI	67	28	139%	\$1,649,000	\$1,190,000	39%	\$172,224,000	\$87,243,270	97%
TOTAL	243	161	51%	\$1,050,000	\$765,000	37%	\$401,958,684	\$201,760,284	99%

CONDOMINIUM	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	% Change	2021	2020	% Change	2021	2020	% Change
WAIMEA	-	-	-	-	-	-	-	-	-
KOLOA	69	37	86%	\$705,000	\$815,000	-14%	\$52,194,862	\$29,758,574	75%
LIHUE	35	34	3%	\$380,000	\$323,500	17%	\$22,060,011	\$12,895,650	71%
KAWAIHAU	37	12	208%	\$340,000	\$480,000	-29%	\$16,313,050	\$6,286,907	159%
HANAIEI	51	36	42%	\$705,000	\$728,000	-3%	\$42,598,689	\$30,209,000	41%
TOTAL	192	119	61%	\$603,500	\$585,000	3%	\$133,166,612	\$79,150,131	68%

VACANT LAND	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	% Change	2021	2020	% Change	2021	2020	% Change
WAIMEA	1	0	N/A	\$216,000	\$0	N/A	\$216,000	\$0	N/A
KOLOA	34	8	325%	\$675,000	\$420,000	61%	\$50,767,767	\$10,619,000	378%
LIHUE	3	2	50%	\$459,000	\$205,000	124%	\$1,439,000	\$410,000	251%
KAWAIHAU	12	3	300%	\$324,500	\$550,000	-41%	\$4,224,507	\$1,710,000	147%
HANAIEI	16	7	129%	\$624,500	\$1,250,000	-50%	\$12,672,750	\$13,255,000	-4%
TOTAL	66	20	230%	\$542,500	\$642,500	-16%	\$69,320,024	\$25,994,000	167%

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RESIDENTIAL

▲ HOME SALES
VS 2020 (161)

243
UP 51%

\$1,050,000 MEDIAN SALES PRICE ▲
UP 37% VS 2020 (\$765,000)

▲ TOTAL DOLLAR SALES
VS 2020 (\$201,760,284)

\$401,958,684
UP 99%

CONDOMINIUM

▲ CONDO SALES
VS 2020 (119)

192
UP 61%

\$603,500 MEDIAN SALES PRICE ▲
3% VS 2020 (\$585,000)

▲ TOTAL DOLLAR VOLUME
VS 2020 (\$79,150,131)

\$133,166,612
UP 68%

VACANT LAND

▲ LAND SALES
VS 2020 (20)

66
UP 230%

\$542,500 MEDIAN SALES PRICE ▼
DOWN 16% VS 2020 (\$642,500)

▲ TOTAL DOLLAR VOLUME
VS 2020 (\$25,994,000)

\$69,320,024
UP 167%





Conveyance Tax Law

STATE OF HAWAII

The tax imposed by section 247-1 shall be based on the actual and full consideration (whether cash or otherwise, including any promise, act, forbearance, property interest, value, gain, advantage, benefit, or profit), paid or to be paid for all transfers or conveyance of realty or any interest therein, that shall include any liens or encumbrances thereon at the time of sale, lease, sublease, assignment, transfer, or conveyance, and shall be at the following rates:

BASIS AND RATE OF CONVEYANCE TAX			
CONSIDERATION PAID		Scale #1:	Scale #2:
At Least	But Less Than	Applies to all transfers or conveyance of realty or any interest therein, except for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowners' exemption. (increments of \$100 of sale price will be added proportionately to tax)	Applies to sales of condominium or single family residence where the purchaser is not eligible for the county homeowner's exemption. (increments of \$100 of sale price will be added proportionately to tax)
\$0	\$600,000	10¢	15¢
\$600,000	\$1 Million	20¢	25¢
\$1 Million	\$2 Million	30¢	40¢
\$2 Million	\$4 Million	50¢	60¢
\$4 Million	\$6 Million	70¢	85¢
\$6 million	\$10 million	90¢	\$1.10
\$10 Million and Above		\$1.00	\$1.25

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Buyer & Seller Portions

of Closing Costs

The standard purchase contract in Hawaii specifies closing costs split between Buyers & Sellers. The following is a list of customary closing costs and is NOT intended to be all-inclusive.

CLOSING COSTS	BUYER	SELLER
FIDELITY NATIONAL TITLE FEES:		
Standard Coverage for Title Insurance Premium*	40%	60%
Additional Premium for any Extended Coverage Policy (including ALTA Homeowners Policy and/or Lender's Policy)	X	
Lien Report* if applicable	X	
Financing Statement*, if applicable	X	
Escrow Fees*	X	X
THIRD PARTY FEES:		
Cost of Drafting Mortgage and Note or Agreement of Sale	X	
Cost of Drafting Conveyance Documents & Bills of Sale		X
Cost of Obtaining Buyer's Consents	X	
Cost of Obtaining Seller's Consents (e.g., Lessor's Consent)		X
Buyers Notary Fees, if applicable	X	
Seller's Notary Fees, if applicable		X
Recording Fees except Documents to Clear Seller's Title (e.g., Deed, Encroachment Agreements)	50%	50%
Recording Fees to Clear Seller's Title (e.g. Mortgage Release)		X
Required Staking or Survey		X
Homeowner's Condominium Documents, if applicable		X
Condominium and Association Ownership Transfer Fees	X	
FHA or VA Discount Points and any Mortgage Fees	X	
FHA or VA Mandatory Closing Fees		X
Conveyance Tax		X
FIRPTA (Federal Withholding, if applicable)		X
HARPTA (State Withholding, if applicable)		X

NOTE: *General excise tax (GET) will be charged on the fee

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HARPTA - Hawaii Real Property Tax Act

The Hawaii Real Property Tax Act (HARPTA) requires the buyer who purchases real property from a non-resident of Hawaii to withhold **7.25%+** of the amount realized (generally the sales price) and remit it to the Department of Taxation within 20 days of closing unless an exemption applies.

The 7.25% withholding represents an estimate of the Hawaii capital gains tax that may be owed by the non-resident when selling real property in Hawaii.

The standard Hawaii Association of Realtors Purchase Contract provides that escrow is to withhold and remit the HARPTA amount to the Department of Taxation unless the seller provides the buyer with a certificate of exemption or waiver from HARPTA.

It is the seller's burden to prove that an exemption / waiver applies and for the buyer to acknowledge and approve the seller's exemption / waiver prior to closing. Under Hawaii law, it is the buyer's responsibility to determine if the seller is a non-resident of Hawaii and that the proper withholding amount is remitted to the Department of Taxation on a timely basis.

FIRPTA - Foreign Investment Real Property Tax Act

The Foreign Investment in Real Property Tax Act (FIRPTA) requires the buyer who purchases real property from a foreign seller to withhold 10% or 15% of the amount realized (generally the sales price) and remit it to the IRS within 20 days of closing unless an exemption applies. The withholding percentage will depend upon the sales price and whether the buyer or buyer's family member intends to use the real property as a residence.*

The withholding percentage represents an estimate of the federal capital gains tax that may be owed by the foreign seller when selling real property in the United States.

The standard Hawaii Association of REALTORS® Purchase Contract provides that escrow is to withhold and remit the FIRPTA amount to the IRS unless the seller provides the buyer with a certificate of exemption or waiver from HARPTA.

It is the seller's burden to prove that an exemption / waiver applies and for the buyer to acknowledge and approve the seller's exemption / waiver prior to closing. Under federal law, it is the buyer's responsibility to determine if the seller is a foreigner subject to FIRPTA withholding and that the proper withholding amount is remitted to the IRS on a timely basis.

*Buyer or member of buyer's family must have definite plans to reside in the property for at least 50% of the number of days the property is used by any person during each of the first two 12-month periods following the date of transfer.

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*FNT Internal Update November, 2018

KAUAI Real Property Tax Rates

For Fiscal Year: July 1, 2020 to June 30, 2021 Per \$1,000 of net taxable assessed valuation

Agricultural	\$6.75
Commercial	\$8.10
Commercial Home Use	\$5.05
Conservation	\$6.75
Homestead	\$3.05
Hotel & Resort	\$10.85
Industrial	\$8.10
Residential	\$6.05
Residential Investor	\$9.40
Vacation Rental	\$9.85

Kauai and Oahu Important Dates

August 20 - First half year tax payments due

September 30 - Deadline for filing exemption claims and ownership documents which affect the tax year

February 20 - Second half year tax payments due

Resource:

<https://www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property/Tax-Rates>

*** HONOLULU COUNTY

CLASS	Net Taxable Building/Land Tax Rates-Per/\$1,000
Agriculture	\$5.70
Bed and Breakfast Home	\$6.50
Commercial	\$12.40
Hotel/Resort	\$13.90
Industrial	\$12.40
Preservation	\$5.70
Public Service	\$0.00
Residential (Principal Resident)	\$3.50
Residential A-Tier 1 Tax rate applied to the net taxable valuation of the property up to \$1,000,000	\$4.50
Residential A - Tier 2 Tax rate applied to the net taxable valuation of the property in excess of \$1,000,000	\$10.50
Vacant Agriculture	\$8.50

HAWAI'I COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Affordable Rental Housing	\$6.15
Agriculture/Native Forest	\$9.35
Apartment	\$11.70
Commercial	\$10.70
Conservation	\$11.55
Homeowner	\$6.15
Hotel/Resort	\$11.55
Industrial	\$10.70
Residential (Less than \$2M)	\$11.10
Residential (Over \$2M)	\$13.60

*** MAUI COUNTY

CLASS	Net Taxable Building/Land Tax Rates-Per/\$1,000
Owner Occupied - Tier 1	\$2.51
Owner Occupied - Tier 2	\$2.56
Owner Occupied - Tier 3	\$2.61
Non-Owner Occupied - Tier 1	\$5.45
Non-Owner Occupied - Tier 2	\$6.05
Non-Owner Occupied - Tier 3	\$6.90
Apartment	\$5.55
Commercial - Tier 1, 2, 3	\$6.29
Industrial	\$7.20
Agricultural	\$5.94
Conservation	6.43
Hotel & Resort	\$10.70
Timeshare	\$14.40
Short-Term Rental - Tier 1, 2, 3	\$11.08
Commercialized Residential	\$4.40

MAUI & BIG ISLAND:

*** Important Dates

August 20 - First half year tax payments due

December 31 - Deadline for filing exemption claims and ownership documents which affect the tax year

February 20 - Second half year tax payments due

MAUI COUNTY ONLY:

Tier 1 Up to \$800,000

Tier 2 \$800,001 to \$1,500,000

Tier 3 Over \$1,500,000

