

*Source: Realtor Association of Maui. Information deemed reliable, but not guaranteed.

	% OF CLOSINGS	# OF UNITS RECORDED		%	MEDIAN PRICE		%	MEDIAN DAYS ON MARKET
🏠 HOMES	37%	202	▲	20%	\$931,000	▲	23%	88
🏢 CONDO	52%	281	▲	7%	\$560,000	▲	1%	112
🌿 LAND	11%	62	▲	148%	\$648,250	▲	66%	13

YTD NUMBER OF UNITS RECORDED				YTD TOTAL DOLLAR VOLUME		
WEST	188	47%	WEST	\$247,963,362	114%	
SOUTH	184	19%	SOUTH	\$221,634,650	78%	
CENTRAL	74	-24%	CENTRAL	\$48,459,960	-15%	
UPCOUNTRY	45	18%	NORTH SHORE	\$42,978,000	147%	
NORTH SHORE	27	50%	UPCOUNTRY	\$39,119,500	23%	
LANAI/MOLOKAI	21	24%	LANAI/MOLOKAI	\$6,779,420	-14%	
EAST	6	200%	EAST	\$3,891,000	218%	
TOTAL	545	20%	TOTAL	\$610,825,892	72%	

● % of Closed Sales by Districts through February 28, 2021
● Number of Recorded transactions from January 1, 2021 - February 28, 2021

RESIDENTIAL
YEAR-OVER-YEAR

202
TOTAL NUMBER OF SALES
2021
168
TOTAL NUMBER OF SALES
2020
20%

\$931,000
MEDIAN SALES PRICE
2021
\$754,180
MEDIAN SALES PRICE
2020
23%

\$336,595,470
TOTAL DOLLAR VOLUME
2021
\$163,882,761
TOTAL DOLLAR VOLUME
2020
105%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	15	18	-17%	\$713,000	\$630,000	13%	\$11,073,000	\$11,620,750	-5%
Wailuku	30	48	-38%	\$798,540	\$735,000	9%	\$24,376,470	\$33,924,338	-28%
EAST									
Hana	2	-	-	\$975,000	-	-	\$1,950,000	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	16	9	78%	\$1,065,000	\$990,000	8%	\$18,538,000	\$8,549,000	117%
Sprecks/Paia/Kuau	7	3	133%	\$1,900,000	\$975,000	95%	\$21,120,000	\$4,225,000	400%
SOUTH									
Kihei	38	24	58%	\$895,000	\$782,500	14%	\$41,931,500	\$25,448,904	65%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	3	3	0%	\$1,300,000	\$1,230,000	6%	\$3,920,000	\$3,605,000	9%
Wailea/Makena	12	4	200%	\$4,036,000	\$2,140,000	89%	\$66,078,500	\$8,810,000	650%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	10	11	-9%	\$1,134,000	\$950,000	19%	\$11,784,000	\$11,070,500	6%
Makawao/Olinda/Haliimaile	8	10	-20%	\$715,000	\$826,250	-14%	\$5,326,500	\$9,878,550	-46%
Pukalani	10	10	0%	\$876,500	\$694,500	26%	\$9,521,000	\$6,846,500	39%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	12	3	300%	\$2,418,750	\$2,100,000	15%	\$45,499,500	\$5,975,000	662%
Kapalua	4	2	100%	\$2,625,000	\$2,235,000	17%	\$10,012,500	\$4,470,000	124%
Lahaina	10	10	0%	\$2,733,500	\$1,025,000	167%	\$29,348,000	\$19,773,219	48%
Napili/Kahana/Honokowai	11	6	83%	\$977,000	\$900,000	9%	\$17,272,500	\$6,470,000	167%
Olowalu	2	-	-	\$6,800,000	-	-	\$13,600,000	-	-
LANAI - MOLOKAI									
Lanai	2	4	-50%	\$607,000	\$453,500	34%	\$1,214,000	\$1,776,000	-32%
Molokai	10	3	233%	\$352,500	\$475,000	-26%	\$4,030,000	\$1,440,000	180%
MAUI SUMMARY	202	168	20%	\$931,000	\$754,180	23%	\$336,595,470	\$163,882,761	105%

FEBRUARY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	53	31	71%
CENTRAL	45	66	-32%
WEST	39	21	86%
UPCOUNTRY	28	31	-10%
NORTH SHORE	23	12	92%
LANAI/MOLOKAI	12	7	71%
EAST	2	-	100%
TOTAL	202	168	20%

FEBRUARY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
WEST	\$115,732,500	\$36,688,219	215%
SOUTH	\$111,930,000	\$37,863,904	196%
NORTH SHORE	\$39,658,000	\$12,774,000	210%
CENTRAL	\$35,449,470	\$45,545,088	-22%
UPCOUNTRY	\$26,631,500	\$27,795,550	-4%
LANAI/MOLOKAI	\$5,244,000	\$3,216,000	63%
EAST	\$1,950,000	-	100%
TOTAL	\$336,595,470	\$163,882,761	105%

Source: Realtors Association of Maui - www.RAMaui.com

CONDOMINIUM
YEAR-OVER-YEAR

281
TOTAL NUMBER OF SALES
2021

262
TOTAL NUMBER OF SALES
2020

7%

\$560,000
MEDIAN SALES PRICE
2021

\$555,000
MEDIAN SALES PRICE
2020

1%

\$228,246,140
TOTAL DOLLAR VOLUME
2021

\$178,719,907
TOTAL DOLLAR VOLUME
2020

28%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	4	6	-33%	\$251,500	\$150,000	68%	\$1,020,000	\$853,000	20%
Wailuku	18	23	-22%	\$488,750	\$380,000	29%	\$8,730,990	\$10,149,950	-14%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	93	89	5%	\$500,000	\$540,000	-7%	\$54,155,250	\$58,336,304	-7%
Maalaea	7	13	-46%	\$457,500	\$330,000	39%	\$3,042,400	\$4,900,000	-38%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	29	20	45%	\$1,325,000	\$1,017,500	30%	\$49,049,500	\$23,381,000	110%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	2	1	100%	\$665,000	\$600,000	11%	\$1,330,000	\$600,000	122%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	27	26	4%	\$812,000	\$812,500	0%	\$29,143,000	\$25,633,250	14%
Kapalua	15	5	200%	\$1,140,000	\$1,200,000	-5%	\$29,110,000	\$8,240,000	253%
Lahaina	40	24	67%	\$556,990	\$585,000	-5%	\$28,672,435	\$14,409,930	99%
Napili/Kahana/Honokowai	40	47	-15%	\$485,000	\$530,000	-9%	\$22,807,145	\$27,955,473	-18%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	3	-100%	-	\$850,000	-	-	\$3,408,000	-100%
Molokai	6	5	20%	\$182,500	\$163,000	12%	\$1,185,420	\$853,000	39%
MAUI SUMMARY	281	262	7%	\$560,000	\$555,000	1%	\$228,246,140	\$178,719,907	28%

FEBRUARY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	129	122	6%
WEST	122	102	20%
CENTRAL	22	29	-24%
LANAI/MOLOKAI	6	8	-25%
UPCOUNTRY	2	1	100%
EAST	-	-	-
NORTH SHORE	-	-	-
TOTAL	281	262	7%

FEBRUARY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
WEST	\$109,732,580	\$76,238,653	44%
SOUTH	\$106,247,150	\$86,617,304	23%
CENTRAL	\$9,750,990	\$11,002,950	-11%
UPCOUNTRY	\$1,330,000	\$600,000	122%
LANAI/MOLOKAI	\$1,185,420	\$4,261,000	-72%
EAST	-	-	-
NORTH SHORE	-	-	-
TOTAL	\$228,246,140	\$178,719,907	28%

Source: Realtors Association of Maui - www.RAMaui.com

VACANT LAND
YEAR-OVER-YEAR

62
TOTAL NUMBER OF SALES
2021

25
TOTAL NUMBER OF SALES
2020

148%

\$648,250
MEDIAN SALES PRICE
2021

\$390,000
MEDIAN SALES PRICE
2020

66%

\$45,984,282
TOTAL DOLLAR VOLUME
2021

\$13,340,350
TOTAL DOLLAR VOLUME
2020

245%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	1	-	-	\$260,000	-	-	\$260,000	-	-
Kahului	-	1	-100%	-	\$225,000	-	-	\$225,000	-100%
Wailuku	6	2	200%	\$490,000	\$199,500	146%	\$2,999,500	\$399,000	652%
EAST									
Hana	3	2	50%	\$550,000	\$612,500	-10%	\$1,541,000	\$1,225,000	26%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	1	-	-	\$400,000	-	-	\$400,000	-	-
NORTH SHORE									
Haiku	4	6	-33%	\$645,000	\$543,750	19%	\$3,320,000	\$4,624,500	-28%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	1	1	0%	\$657,500	\$240,000	174%	\$657,500	\$240,000	174%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	1	-	-	\$2,800,000	-	-	\$2,800,000	-	-
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	6	6	0%	\$965,000	\$529,000	82%	\$5,083,000	\$3,506,850	45%
Makawao/Olinda/Haliimaile	5	-	-	\$750,000	-	-	\$4,255,000	-	-
Pukalani	4	-	-	\$422,500	-	-	\$1,820,000	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	15	2	650%	\$615,000	\$360,000	71%	\$9,591,007	\$720,000	1232%
Kapalua	9	2	350%	\$850,000	\$800,000	6%	\$7,850,000	\$1,600,000	391%
Lahaina	-	1	-100%	-	\$375,000	-	-	\$375,000	-100%
Napili/Kahana/Honokowai	1	-	-	\$507,275	-	-	\$507,275	-	-
Olowalu	2	-	-	\$2,275,000	-	-	\$4,550,000	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	3	2	50%	\$85,000	\$212,500	-60%	\$350,000	\$425,000	-18%
MAUI SUMMARY	62	25	148%	\$648,250	\$390,000	66%	\$45,984,282	\$13,340,350	245%

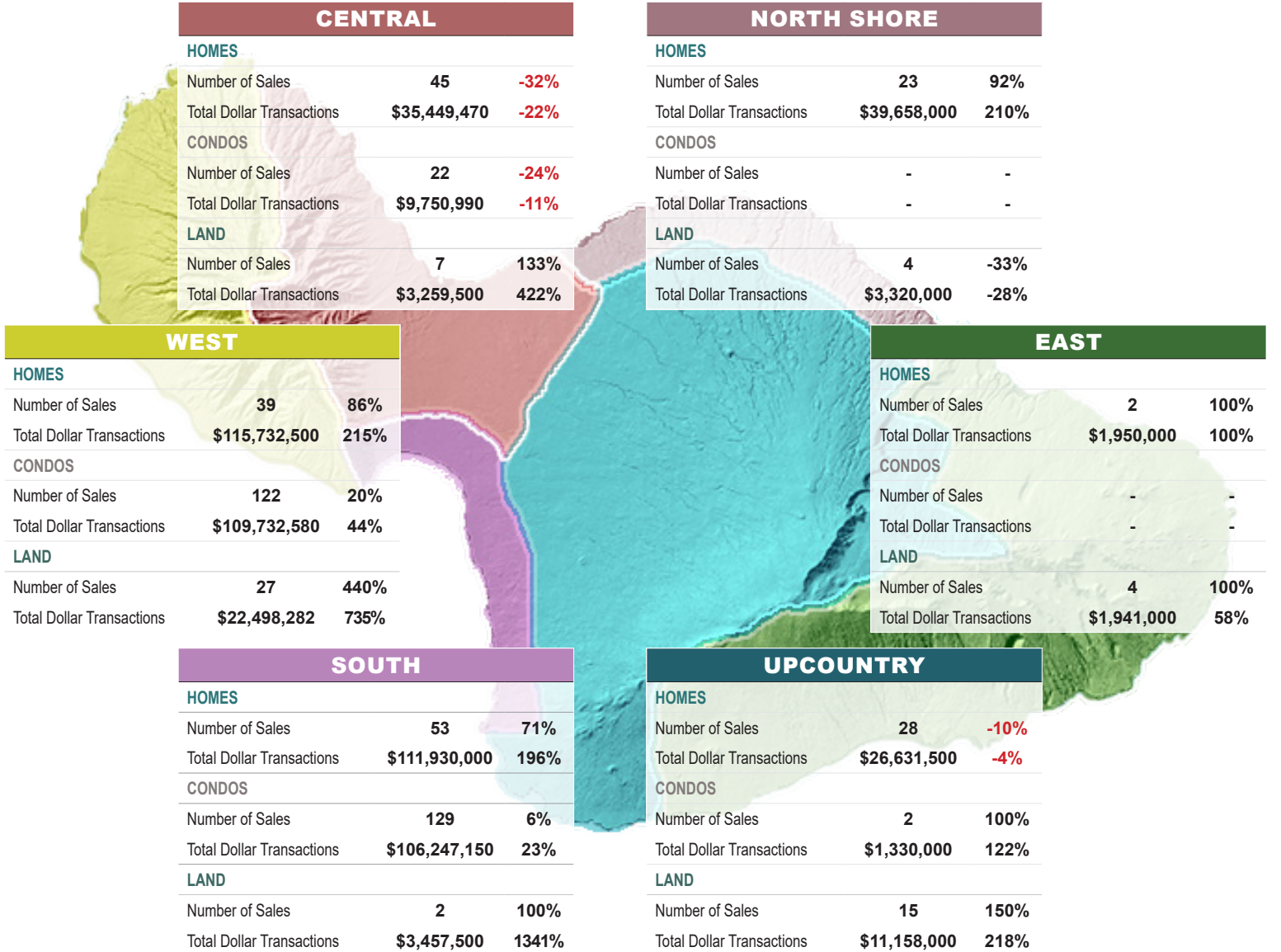
FEBRUARY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
WEST	27	5	440%
UPCOUNTRY	15	6	150%
CENTRAL	7	3	133%
EAST	4	2	100%
NORTH SHORE	4	6	-33%
LANAI/MOLOKAI	3	2	50%
SOUTH	2	1	100%
TOTAL	62	25	148%

FEBRUARY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
WEST	\$22,498,282	\$2,695,000	735%
UPCOUNTRY	\$11,158,000	\$3,506,850	218%
SOUTH	\$3,457,500	\$240,000	1341%
NORTH SHORE	\$3,320,000	\$4,624,500	-28%
CENTRAL	\$3,259,500	\$624,000	422%
EAST	\$1,941,000	\$1,225,000	58%
LANAI/MOLOKAI	\$350,000	\$425,000	-18%
TOTAL	\$45,984,282	\$13,340,350	245%

Source: Realtors Association of Maui - www.RAMaui.com



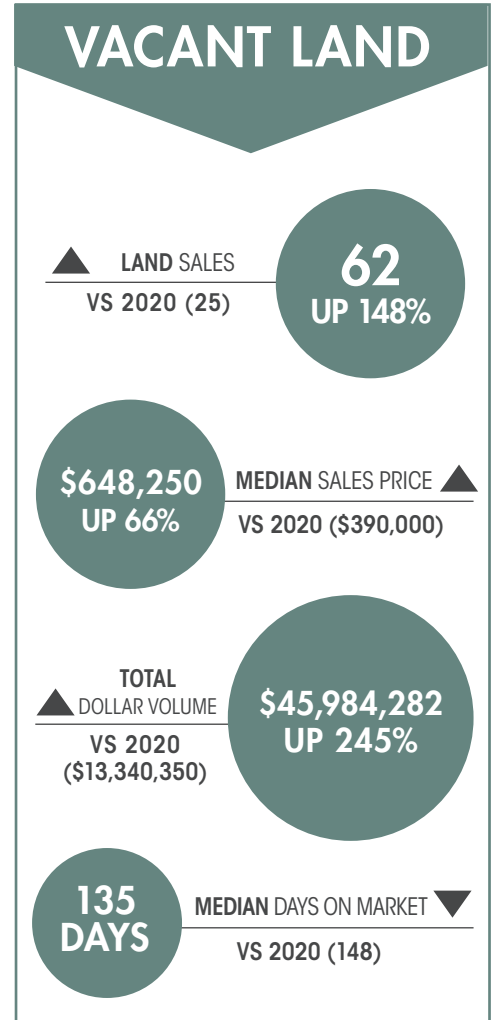
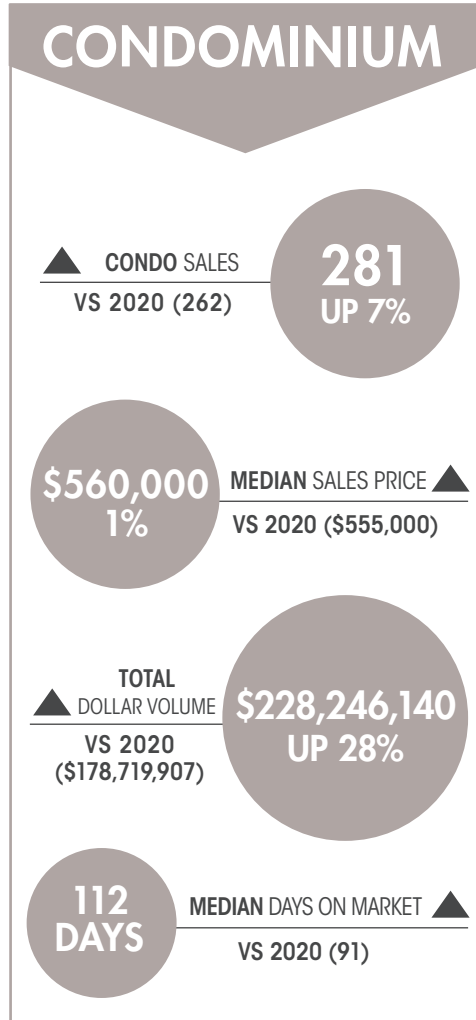
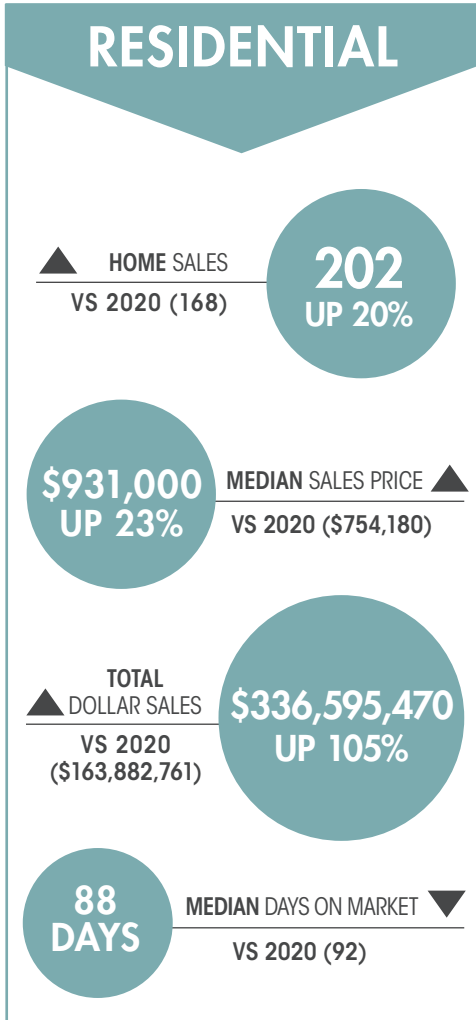
- CENTRAL**
Kahakuloa, Kahului, Wailuku
- SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- EAST**
Hana, Kaupo, Kipahulu, Nahiku
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- NORTH SHORE**
Haiku, Spreckelsville/Paia/Kuau
- WEST**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai, Olowalu

Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$66,078,500
Kaanapali	\$45,499,500
Kihei	\$41,931,500
Lahaina	\$29,348,000
Wailuku	\$24,376,470
Spreckelsville/Paia/Kuau	\$21,120,000
Haiku	\$18,538,000
Napili/Kahana/Honokowai	\$17,272,500
Olowalu	\$13,600,000
Kula/Ulupalakua/Kanaio	\$11,784,000

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Kihei	\$54,155,250
Wailea/Makena	\$49,049,500
Kaanapali	\$29,143,000
Kapalua	\$29,110,000
Lahaina	\$28,672,435
Napili/Kahana/Honokowai	\$22,807,145
Wailuku	\$8,730,990
Maalaea	\$3,042,400
Pukalani	\$1,330,000
Molokai	\$1,185,420

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kaanapali	\$9,591,007
Kapalua	\$7,850,000
Kula/Ulupalakua/Kanaio	\$5,083,000
Olowalu	\$4,550,000
Makawao/Olinda/Haliimaile	\$4,255,000
Haiku	\$3,320,000
Wailuku	\$2,999,500
Wailea/Makena	\$2,800,000
Pukalani	\$1,820,000
Hana	\$1,541,000



Source: Realtors Association of Maui – www.RAMaui.com

State of Hawaii Conveyance Tax Law

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, for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowner's 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

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.

This information is presented for informational purposes only and is deemed reliable but is not guaranteed. It is not our intention to provide any legal financial or business advice. For specific information, please consult a qualified advisor.

*FNT Internal Update November, 2018

MAUI COUNTY Real Property Tax Rates

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

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

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

Tier 1 Up to \$800,000

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

Tier 3 Over \$1,500,000

*****NOTE:** Depending on the classification, if assessed value is over \$800k it will trigger more than 1 Tier. Example: For a \$3M assessment. \$800K would be Tier 1, \$700K would be Tier 2, balance of \$1.5M would be Tier 3, (The total of Tier 1 + Tier 2 cannot exceed \$1.5M - Balance of assessed value goes into Tier 3)

**Go to <https://www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes>

***** 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 RatesPer/\$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

***** KAUAI COUNTY**

CLASS	Net Taxable Building/Land Tax RatesPer/\$1,000
Agriculture	\$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 Only 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



Rose Bento | Mary Jo Cabral | Reta Chin | Wendy Gomes | Rhonda Kanamu | Deni Kawauchi | Noreen Koki | Tori Lapolla | Kosei Nagata | Mercy Palmer

8 Experienced Officers | 2 Sales Executives | 252 Years of Combined Experience

Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404