

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

	% OF CLOSINGS	# OF UNITS RECORDED		MEDIAN PRICE		MEDIAN DAYS ON MARKET
🏠 HOMES	35%	324	▲ 25%	\$952,000	▲ 24%	84
🏢 CONDO	55%	511	▲ 21%	\$599,000	▲ 8%	110
🌿 LAND	11%	102	▲ 162%	\$592,000	▲ 52%	128

YTD NUMBER OF UNITS RECORDED				YTD TOTAL DOLLAR VOLUME		
SOUTH	350	43%		SOUTH	\$421,469,400	99%
WEST	304	45%		WEST	\$395,983,298	88%
CENTRAL	119	-11%		CENTRAL	\$79,165,060	7%
UPCOUNTRY	79	25%		UPCOUNTRY	\$76,436,358	45%
NORTH SHORE	40	21%		NORTH SHORE	\$61,861,000	86%
LANAI/MOLOKAI	36	9%		LANAI/MOLOKAI	\$13,421,019	-3%
EAST	9	80%		EAST	\$5,720,000	1%
TOTAL	937	30%		TOTAL	\$1,054,056,135	75%

● % of Closed Sales by Districts through March 31, 2021

● Number of Recorded transactions from January 1, 2021 – March 31, 2021

RESIDENTIAL
YEAR-OVER-YEAR

324
TOTAL NUMBER OF SALES
2021

259
TOTAL NUMBER OF SALES
2020

25%

\$952,000
MEDIAN SALES PRICE
2021

\$770,173
MEDIAN SALES PRICE
2020

24%

\$525,979,498
TOTAL DOLLAR VOLUME
2021

\$273,342,283
TOTAL DOLLAR VOLUME
2020

92%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	33	24	38%	\$740,000	\$639,375	16%	\$24,891,500	\$15,761,745	58%
Wailuku	45	61	-26%	\$777,500	\$721,825	8%	\$36,290,570	\$42,207,203	-14%
EAST									
Hana	3	-	-	\$780,000	-	-	\$2,730,000	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	21	20	5%	\$1,075,000	\$995,000	8%	\$24,444,000	\$22,325,000	10%
Sprecks/Paia/Kuau	11	5	120%	\$1,900,000	\$950,000	100%	\$31,197,000	\$5,747,400	443%
SOUTH									
Kihei	61	36	69%	\$899,000	\$850,000	6%	\$67,510,500	\$42,211,304	60%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	8	4	100%	\$1,410,000	\$1,215,000	16%	\$12,210,000	\$4,805,000	154%
Wailea/Makena	18	6	200%	\$4,036,000	\$2,140,000	89%	\$92,731,380	\$12,950,000	616%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	20	18	11%	\$1,290,000	\$913,000	41%	\$28,440,500	\$17,959,158	58%
Makawao/Olinda/Haliimaile	13	17	-24%	\$775,000	\$730,000	6%	\$10,520,375	\$15,151,050	-31%
Pukalani	16	18	-11%	\$876,500	\$770,750	14%	\$17,062,549	\$13,951,500	22%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	19	7	171%	\$2,400,000	\$2,100,000	14%	\$66,515,000	\$14,525,005	358%
Kapalua	5	3	67%	\$2,700,000	\$2,450,000	10%	\$14,862,500	\$10,870,000	37%
Lahaina	16	13	23%	\$2,821,000	\$1,180,000	139%	\$51,290,124	\$24,198,418	112%
Napili/Kahana/Honokowai	17	11	55%	\$1,100,000	\$1,100,000	0%	\$24,094,500	\$22,582,000	7%
Olowalu	2	-	-	\$6,800,000	-	-	\$13,600,000	-	-
LANAI - MOLOKAI									
Lanai	2	7	-71%	\$607,000	\$445,000	36%	\$1,214,000	\$3,471,000	-65%
Molokai	14	9	56%	\$377,500	\$475,000	-21%	\$6,375,000	\$4,626,500	38%
MAUI SUMMARY	324	259	25%	\$952,000	\$770,173	24%	\$525,979,498	\$273,342,283	92%

MARCH 2021 YTD NUMBER OF SALES			
DISTRICT	2021	2020	% Change
SOUTH	87	46	89%
CENTRAL	78	85	-8%
WEST	59	34	74%
UPCOUNTRY	49	53	-8%
NORTH SHORE	32	25	28%
LANAI/MOLOKAI	16	16	0
EAST	3	-	-
TOTAL	324	259	25%

MARCH 2021 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2021	2020	% Change
WEST	\$172,451,880	\$59,966,304	188%
SOUTH	\$170,362,124	\$72,175,423	136%
NORTH SHORE	\$61,182,070	\$57,968,948	6%
CENTRAL	\$56,023,424	\$47,061,708	19%
UPCOUNTRY	\$55,641,000	\$28,072,400	98%
LANAI/MOLOKAI	\$7,589,000	\$8,097,500	-6%
EAST	\$2,730,000	-	-
TOTAL	\$525,979,498	\$273,342,283	92%

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

CONDOMINIUM
YEAR-OVER-YEAR

511
TOTAL NUMBER OF SALES
2021

423
TOTAL NUMBER OF SALES
2020

21%

\$599,000
MEDIAN SALES PRICE
2021

\$555,000
MEDIAN SALES PRICE
2020

8%

\$452,935,422
TOTAL DOLLAR VOLUME
2021

\$305,015,012
TOTAL DOLLAR VOLUME
2020

49%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	5	14	-64%	\$180,000	\$142,500	26%	\$1,200,000	\$2,015,500	-41%
Wailuku	29	29	0%	\$465,000	\$395,000	18%	\$13,523,490	\$12,530,950	8%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	170	143	19%	\$522,500	\$519,000	1%	\$103,585,520	\$85,702,166	21%
Maalaea	17	15	13%	\$457,500	\$345,000	33%	\$7,412,400	\$6,189,950	20%
Maui Meadows	0	0	--	--	--	--	\$0	\$0	--
Wailea/Makena	73	39	87%	\$1,448,000	\$1,100,000	32%	\$132,897,100	\$58,218,000	128%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	2	2	0%	\$665,000	\$602,500	10%	\$1,330,000	\$1,205,000	10%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	51	47	9%	\$925,000	\$922,000	0%	\$63,155,000	\$56,538,131	12%
Kapalua	24	7	243%	\$1,102,500	\$1,200,000	-8%	\$45,851,750	\$10,235,000	348%
Lahaina	55	40	38%	\$556,990	\$592,500	-6%	\$38,828,345	\$24,921,793	56%
Napili/Kahana/Honokowai	75	75	0%	\$515,000	\$505,000	2%	\$43,165,797	\$42,468,022	2%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	0	3	-100%	--	\$850,000	--	\$0	\$3,408,000	-100%
Molokai	10	9	11%	\$174,210	\$163,000	7%	\$1,986,020	\$1,582,500	26%
MAUI SUMMARY	511	423	21%	\$599,000	\$555,000	8%	\$452,935,422	\$305,015,012	49%

MARCH 2021 YTD NUMBER OF SALES			
DISTRICT	2021	2020	% Change
SOUTH	260	197	32%
WEST	205	169	21%
CENTRAL	34	43	-21%
LANAI/MOLOKAI	10	12	-17%
UPCOUNTRY	2	2	0%
EAST	-	-	-
NORTH SHORE	-	-	-
TOTAL	511	423	21%

MARCH 2021 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2021	2020	% Change
SOUTH	\$243,895,020	\$150,110,116	62%
WEST	\$191,000,892	\$134,162,946	42%
CENTRAL	\$14,723,490	\$14,546,450	1%
LANAI/MOLOKAI	\$1,986,020	\$4,990,500	-60%
UPCOUNTRY	\$1,330,000	\$1,205,000	10%
EAST	-	-	-
NORTH SHORE	-	-	-
TOTAL	\$452,935,422	\$305,015,012	49%

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

VACANT LAND
YEAR-OVER-YEAR

102
TOTAL NUMBER OF SALES
2021

39
TOTAL NUMBER OF SALES
2020

162%

\$592,000
MEDIAN SALES PRICE
2021

\$390,000
MEDIAN SALES PRICE
2020

52%

\$75,141,215
TOTAL DOLLAR VOLUME
2021

\$22,767,850
TOTAL DOLLAR VOLUME
2020

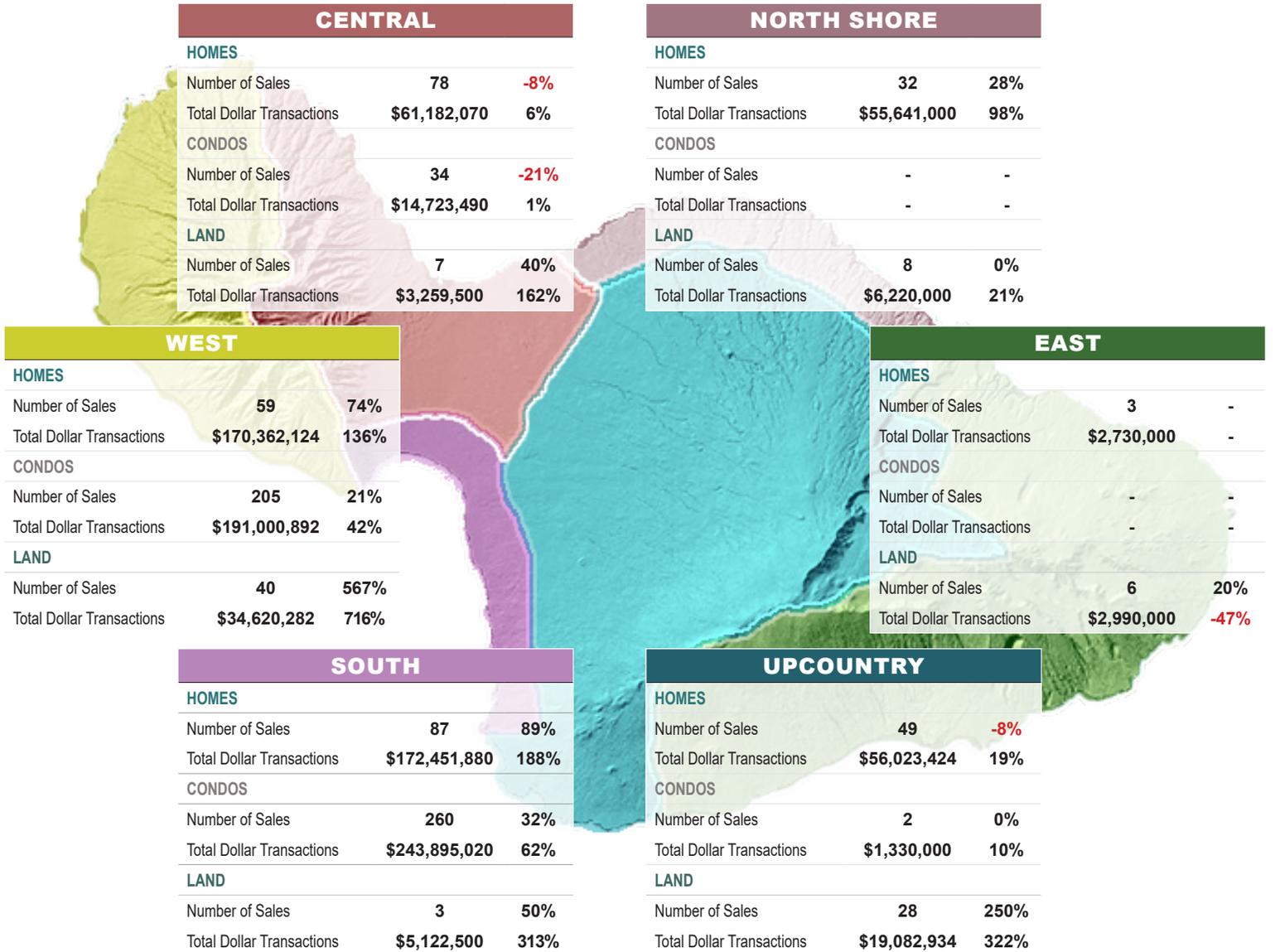
230%

	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	0	1	-100%	-	\$225,000	-	\$0	\$225,000	-100%
Wailuku	6	4	50%	\$490,000	\$272,500	80%	\$2,999,500	\$1,019,000	194%
EAST									
Hana	5	5	0%	\$550,000	\$825,000	-33%	\$2,590,000	\$5,674,000	-54%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	1	-	-	\$400,000	-	-	\$400,000	-	-
NORTH SHORE									
Haiku	8	8	0%	\$627,500	\$435,750	44%	\$6,220,000	\$5,133,500	21%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	1	2	-50%	\$657,500	\$620,000	6%	\$657,500	\$1,240,000	-47%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	2	-	-	\$2,232,500	-	-	\$4,465,000	-	-
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	9	7	29%	\$830,000	\$650,000	28%	\$6,962,000	\$4,156,850	68%
Makawao/Olinda/Haliimaile	14	-	-	\$505,000	-	-	\$10,058,934	-	-
Pukalani	5	1	400%	\$420,000	\$370,000	14%	\$2,062,000	\$370,000	457%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	23	2	1050%	\$535,000	\$360,000	49%	\$14,506,007	\$720,000	1915%
Kapalua	10	2	400%	\$850,000	\$800,000	6%	\$8,700,000	\$1,600,000	444%
Lahaina	3	2	50%	\$2,100,000	\$962,500	118%	\$5,507,000	\$1,925,000	186%
Napili/Kahana/Honokowai	1	-	-	\$507,275	-	-	\$507,275	-	-
Olowalu	3	-	-	\$950,000	-	-	\$5,400,000	-	-
LANAI - MOLOKAI									
Lanai	2	-	-	\$1,300,000	-	-	\$2,600,000	-	-
Molokai	8	5	60%	\$108,500	\$110,000	-1%	\$1,245,999	\$704,500	77%
MAUI SUMMARY	102	39	162%	\$592,000	\$390,000	52%	\$75,141,215	\$22,767,850	230%

MARCH 2021 YTD NUMBER OF SALES			
DISTRICT	2021	2020	% Change
WEST	40	6	567%
UPCOUNTRY	28	8	250%
LANAI/MOLOKAI	10	5	100%
NORTH SHORE	8	8	0%
CENTRAL	7	5	40%
EAST	6	5	20%
SOUTH	3	2	50%
TOTAL	102	39	162%

MARCH 2021 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2021	2020	% Change
WEST	\$34,620,282	\$4,245,000	716%
UPCOUNTRY	\$19,082,934	\$4,526,850	322%
NORTH SHORE	\$6,220,000	\$5,133,500	21%
SOUTH	\$5,122,500	\$1,240,000	313%
LANAI/MOLOKAI	\$3,845,999	\$704,500	446%
CENTRAL	\$3,259,500	\$1,244,000	162%
EAST	\$2,990,000	\$5,674,000	-47%
TOTAL	\$75,141,215	\$22,767,850	230%

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



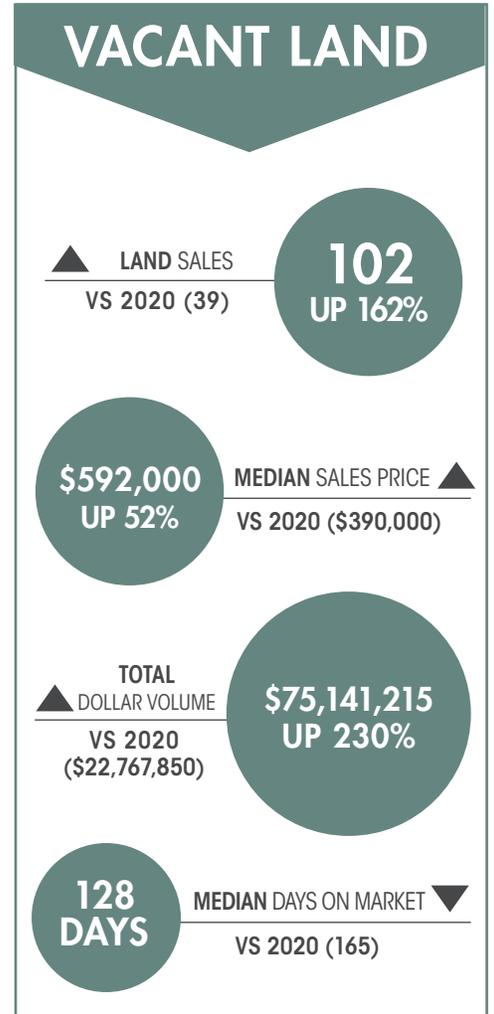
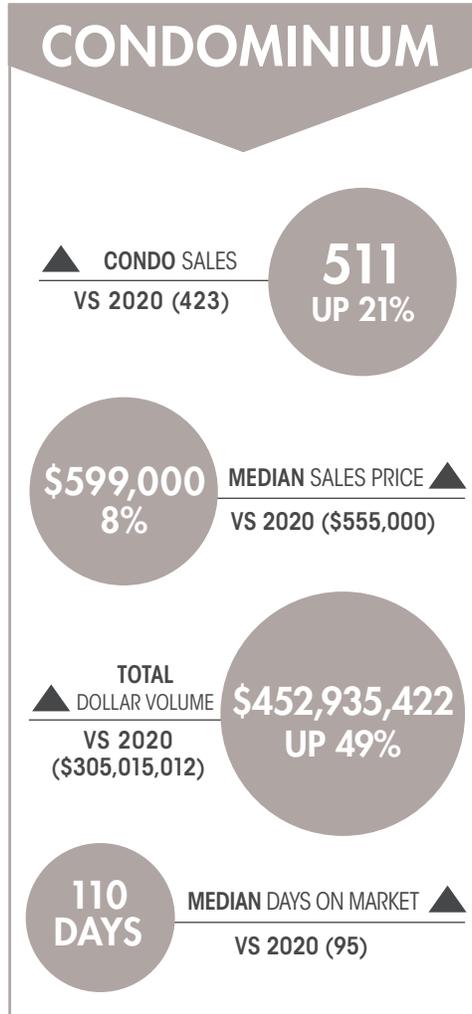
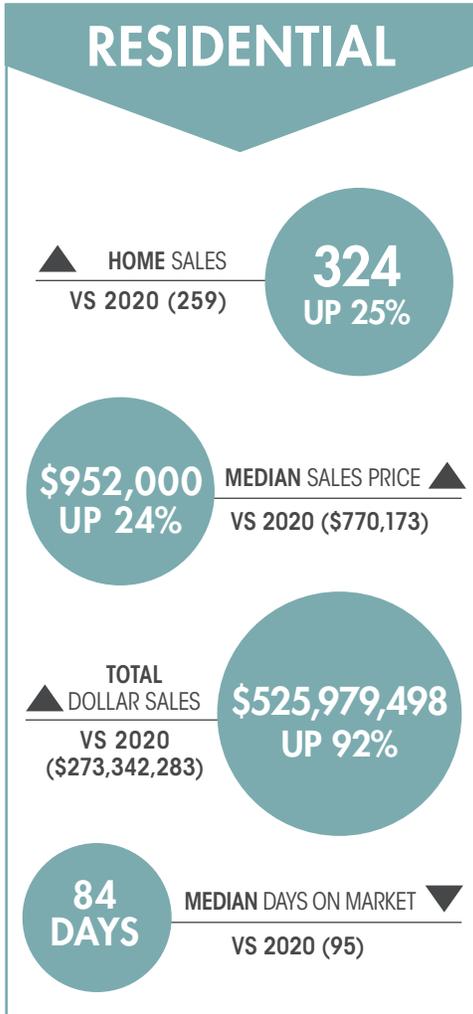
- CENTRAL**
Kahakuloa, Kahului, Wailuku
- SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- EAST**
Hana, Kaupo, Kipahulu, Nahiku
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- NORTH SHORE**
Haiku, Spreckelsville/Paia/Kuau
- WEST**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai,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

Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$92,731,380
Kihei	\$67,510,500
Kaanapali	\$66,515,000
Lahaina	\$51,290,124
Wailuku	\$36,290,570
Spreckelsville/Paia/Kuau	\$31,197,000
Kula/Ulupalakua/Kanaio	\$28,440,500
Kahului	\$24,891,500
Haiku	\$24,444,000
Napili/Kahana/Honokowai	\$24,094,500

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$132,897,100
Kihei	\$103,585,520
Kaanapali	\$63,155,000
Kapalua	\$45,851,750
Napili/Kahana/Honokowai	\$43,165,797
Lahaina	\$38,828,345
Wailuku	\$13,523,490
Maalaea	\$7,412,400
Molokai	\$1,986,020
Pukalani	\$1,330,000

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kaanapali	\$14,506,007
Makawao/Olinda/Haliimaile	\$10,058,934
Kapalua	\$8,700,000
Kula/Ulupalakua/Kanaio	\$6,962,000
Haiku	\$6,220,000
Lahaina	\$5,507,000
Olowalu	\$5,400,000
Wailea/Makena	\$4,465,000
Wailuku	\$2,999,500
Lanai	\$2,600,000



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.maui-county.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 | Tori Lapolla | Kosei Nagata | Mercy Palmer

7 Experienced Officers | 2 Sales Executives | 219 Years of Combined Experience

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