

- Residential
- Condominiums
- Vacant Land

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

	% OF CLOSINGS	# OF UNITS RECORDED		MEDIAN PRICE		MEDIAN DAYS ON MARKET
HOMES	32%	580	▲ 51%	\$975,000	▲ 27%	79
CONDO	57%	1,018	▲ 81%	\$620,000	▲ 8%	104
LAND	11%	196	▲ 216%	\$620,000	▲ 56%	151

DISTRICT	2021 VS 2020 YTD NUMBER OF UNITS		2021 VS 2020 YTD TOTAL DOLLAR VOLUME		
	2021	% Change	DISTRICT	2021	% Change
SOUTH	653	94%	SOUTH	\$863,763,275	196%
WEST	620	116%	WEST	\$810,426,552	161%
CENTRAL	224	18%	CENTRAL	\$156,749,724	40%
UPCOUNTRY	142	42%	UPCOUNTRY	\$135,882,789	64%
NORTH SHORE	76	49%	NORTH SHORE	\$99,320,500	87%
LANAI/MOLOKAI	64	60%	LANAI/MOLOKAI	\$40,543,019	104%
EAST	15	114%	EAST	\$13,722,500	86%
TOTAL	1,794	77%	TOTAL	\$2,120,408,359	142%

- % of Closed Sales by Districts through May 31, 2021
- Number of Recorded transactions from January 1, 2021 – May 31, 2021

RESIDENTIAL
YEAR-OVER-YEAR

580
TOTAL NUMBER OF SALES
2021

385
TOTAL NUMBER OF SALES
2020

51%

\$975,000
MEDIAN SALES PRICE
2021

\$765,173
MEDIAN SALES PRICE
2020

27%

\$1,003,968,012
TOTAL DOLLAR VOLUME
2021

\$412,045,172
TOTAL DOLLAR VOLUME
2020

144%

Number of Sales

Median Sales Price

Total Dollar Volume

	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	52	44	18%	\$775,000	\$663,825	17%	\$40,025,600	\$29,488,370	36%
Wailuku	94	89	6%	\$784,888	\$725,000	8%	\$78,108,885	\$62,759,468	25%
EAST									
Hana	4	1	300%	\$740,000	\$895,000	-17%	\$3,430,000	\$895,000	283%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	1	-100%	-	\$795,000	-	-	\$795,000	-100%
NORTH SHORE									
Haiku	37	34	9%	\$1,110,000	\$951,000	17%	\$45,030,000	\$40,397,500	12%
Sprecks/Paia/Kuau	16	6	167%	\$1,362,500	\$924,950	47%	\$36,352,000	\$6,407,400	467%
SOUTH									
Kihei	88	54	63%	\$943,000	\$830,000	14%	\$112,438,499	\$63,660,803	77%
Maalaea	1	-	-	\$2,475,000	-	-	\$2,475,000	-	-
Maui Meadows	19	5	280%	\$1,455,000	\$1,200,000	21%	\$28,311,500	\$5,905,000	379%
Wailea/Makena	33	9	267%	\$3,875,000	\$2,600,000	49%	\$198,809,468	\$22,260,000	793%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	39	27	44%	\$1,125,000	\$955,000	18%	\$50,911,000	\$28,905,658	76%
Makawao/Olinda/Haliimaile	23	27	-15%	\$789,000	\$730,000	8%	\$17,750,721	\$24,490,050	-28%
Pukalani	29	24	21%	\$888,000	\$770,750	15%	\$29,208,549	\$18,273,000	60%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	34	12	183%	\$2,292,500	\$2,000,000	15%	\$98,666,666	\$26,540,005	272%
Kapalua	18	3	500%	\$4,227,500	\$2,450,000	73%	\$95,627,500	\$10,870,000	780%
Lahaina	34	16	113%	\$2,112,500	\$1,405,000	50%	\$91,142,124	\$31,548,418	189%
Napili/Kahana/Honokowai	29	13	123%	\$1,100,000	\$1,100,000	0%	\$36,746,500	\$25,271,000	45%
Olowalu	2	-	-	\$6,800,000	-	-	\$13,600,000	-	-
LANAI - MOLOKAI									
Lanai	7	9	-22%	\$700,000	\$445,000	57%	\$7,194,000	\$8,211,000	-12%
Molokai	21	11	91%	\$470,000	\$475,000	-1%	\$18,140,000	\$5,367,500	238%
MAUI SUMMARY	580	385	51%	\$975,000	\$765,173	27%	\$1,003,968,012	\$412,045,172	144%

MAY 2021 YTD NUMBER OF SALES

MAY 2021 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2021	2020	% Change
CENTRAL	146	133	10%
SOUTH	141	68	107%
WEST	117	44	166%
UPCOUNTRY	91	78	17%
NORTH SHORE	53	40	33%
LANAI/MOLOKAI	28	20	40%
EAST	4	2	100%
TOTAL	580	385	51%

DISTRICT	2021	2020	% Change
SOUTH	\$342,034,467	\$91,825,803	272%
WEST	\$335,782,790	\$94,229,423	256%
CENTRAL	\$118,134,485	\$92,247,838	28%
UPCOUNTRY	\$97,870,270	\$71,668,708	37%
NORTH SHORE	\$81,382,000	\$46,804,900	74%
LANAI/MOLOKAI	\$25,334,000	\$13,578,500	87%
EAST	\$3,430,000	\$1,690,000	103%
TOTAL	\$1,003,968,012	\$412,045,172	144%

CONDOMINIUM
YEAR-OVER-YEAR

1,018
TOTAL NUMBER OF SALES
2021

564
TOTAL NUMBER OF SALES
2020

81%

\$620,000
MEDIAN SALES PRICE
2021

\$575,000
MEDIAN SALES PRICE
2020

8%

\$958,073,047
TOTAL DOLLAR VOLUME
2021

\$431,921,206
TOTAL DOLLAR VOLUME
2020

122%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	11	17	-35%	\$180,000	\$140,000	29%	\$2,668,000	\$2,574,000	4%
Wailuku	51	32	59%	\$425,000	\$400,000	6%	\$22,932,739	\$14,181,950	62%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	1	-	-	\$430,000	-	-	\$430,000	-	-
SOUTH									
Kihei	333	197	69%	\$530,000	\$490,000	8%	\$204,207,908	\$116,671,396	75%
Maalaea	28	19	47%	\$485,000	\$365,000	33%	\$13,392,400	\$7,803,950	72%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	145	48	202%	\$1,418,000	\$1,025,000	38%	\$296,444,000	\$73,747,000	302%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	3	4	-25%	\$695,000	\$640,000	9%	\$2,030,000	\$2,730,000	-26%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	112	72	56%	\$957,500	\$1,212,500	-21%	\$134,352,500	\$103,399,631	30%
Kapalua	59	12	392%	\$1,130,000	\$819,500	38%	\$106,792,250	\$16,166,000	561%
Lahaina	87	59	48%	\$556,990	\$662,190	-16%	\$66,960,145	\$39,885,857	68%
Napili/Kahana/Honokowai	171	90	90%	\$535,000	\$499,200	7%	\$100,084,585	\$49,311,922	103%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	2	3	-33%	\$2,387,500	\$850,000	181%	\$4,775,000	\$3,408,000	40%
Molokai	15	11	36%	\$168,420	\$190,000	-11%	\$3,003,520	\$2,041,500	47%
MAUI SUMMARY	1,018	564	81%	\$620,000	\$575,000	8%	\$958,073,047	\$431,921,206	122%

MAY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	506	264	92%
WEST	429	233	84%
CENTRAL	62	49	27%
LANAI/MOLOKAI	17	14	21%
UPCOUNTRY	3	4	-25%
NORTH SHORE	1	-	-
EAST	-	-	-
TOTAL	1,018	564	81%

MAY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$514,044,308	\$198,222,346	159%
WEST	\$408,189,480	\$208,763,410	96%
CENTRAL	\$25,600,739	\$16,755,950	53%
LANAI/MOLOKAI	\$7,778,520	\$5,449,500	43%
UPCOUNTRY	\$2,030,000	\$2,730,000	-26%
NORTH SHORE	\$430,000	-	-
EAST	-	-	-
TOTAL	\$958,073,047	\$431,921,206	122%

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

VACANT LAND
YEAR-OVER-YEAR

196
TOTAL NUMBER OF SALES
2021

62
TOTAL NUMBER OF SALES
2020

216%

\$620,000
MEDIAN SALES PRICE
2021

\$397,500
MEDIAN SALES PRICE
2020

56%

\$158,367,300
TOTAL DOLLAR VOLUME
2021

\$33,154,425
TOTAL DOLLAR VOLUME
2020

378%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	1	1	0%	\$260,000	\$425,000	-39%	\$260,000	\$425,000	-39%
Kahului	-	1	-100%	-	\$225,000	-	-	\$225,000	-100%
Wailuku	15	6	150%	\$640,000	\$337,500	90%	\$12,754,500	\$1,984,500	543%
EAST									
Hana	9	5	80%	\$537,500	\$825,000	-35%	\$9,542,500	\$5,674,000	68%
Kaupo	1	-	-	\$350,000	-	-	\$350,000	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	1	-	-	\$400,000	-	-	\$400,000	-	-
NORTH SHORE									
Haiku	22	11	100%	\$592,500	\$409,000	45%	\$17,508,500	\$6,217,500	182%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	2	3	-33%	\$584,750	\$330,000	77%	\$1,169,500	\$1,570,000	-26%
Maalaea	1	-	-	\$1,100,000	-	-	\$1,100,000	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	3	1	200%	\$1,665,000	\$675,000	147%	\$5,415,000	\$675,000	702%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	23	14	64%	\$915,585	\$405,000	126%	\$21,112,585	\$6,717,850	214%
Makawao/Olinda/Haliimaile	19	3	533%	\$500,000	\$430,000	16%	\$12,257,934	\$1,178,000	941%
Pukalani	6	1	500%	\$422,500	\$370,000	14%	\$2,612,000	\$370,000	606%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	40	5	700%	\$550,000	\$370,000	49%	\$25,386,007	\$2,278,575	1014%
Kapalua	22	2	1000%	\$900,000	\$800,000	13%	\$25,680,000	\$1,600,000	1505%
Lahaina	7	3	133%	\$907,000	\$1,504,500	-40%	\$9,121,000	\$3,429,500	166%
Napili/Kahana/Honokowai	2	-	-	\$433,638	-	-	\$867,275	-	-
Olowalu	3	-	-	\$950,000	-	-	\$5,400,000	-	-
LANAI - MOLOKAI									
Lanai	4	-	-	\$1,175,000	-	-	\$4,795,000	-	-
Molokai	15	6	150%	\$110,000	\$107,500	2%	\$2,635,499	\$809,500	226%
MAUI SUMMARY	196	62	216%	\$620,000	\$397,500	56%	\$158,367,300	\$33,154,425	378%

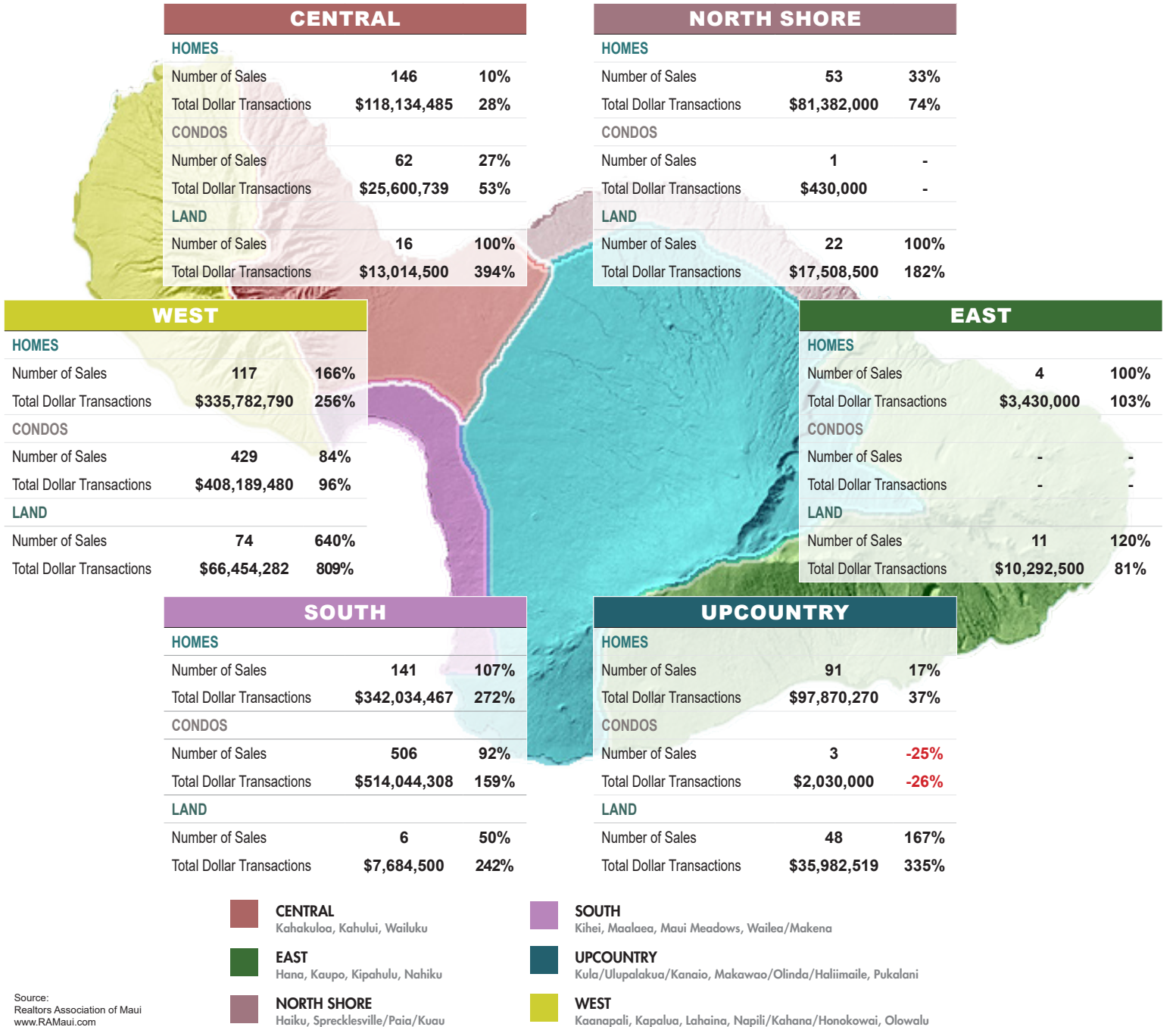
MAY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
WEST	74	10	640%
UPCOUNTRY	48	18	167%
NORTH SHORE	22	11	100%
LANAI/MOLOKAI	19	6	217%
CENTRAL	16	8	100%
EAST	11	5	120%
SOUTH	6	4	50%
TOTAL	196	62	216%

MAY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
WEST	\$66,454,282	\$7,308,075	809%
UPCOUNTRY	\$35,982,519	\$8,265,850	335%
NORTH SHORE	\$17,508,500	\$6,217,500	182%
CENTRAL	\$13,014,500	\$2,634,500	394%
EAST	\$10,292,500	\$5,674,000	81%
SOUTH	\$7,684,500	\$2,245,000	242%
LANAI/MOLOKAI	\$7,430,499	\$809,500	818%
TOTAL	\$158,367,300	\$33,154,425	378%

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

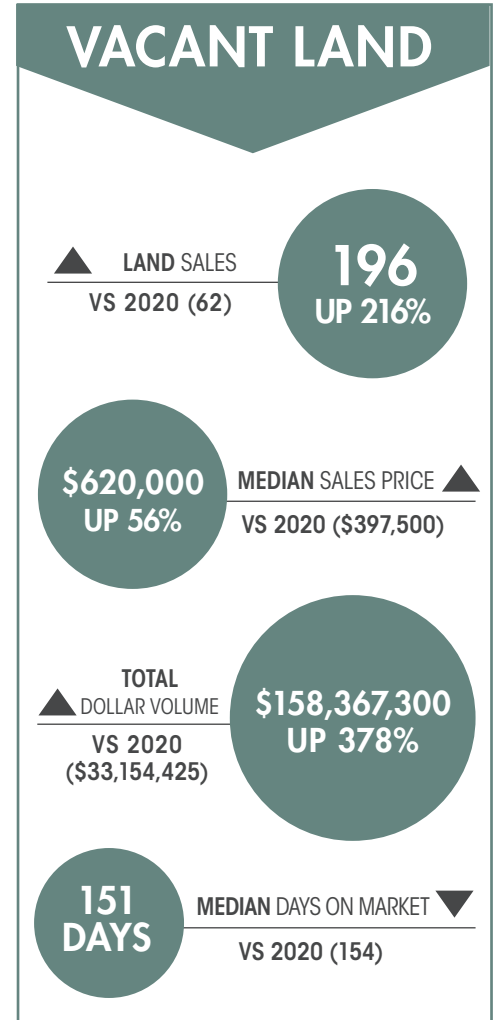
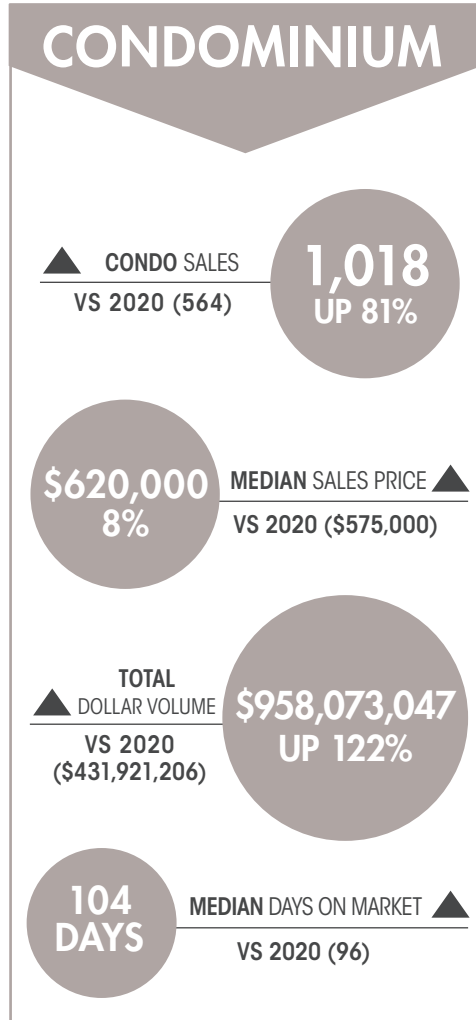
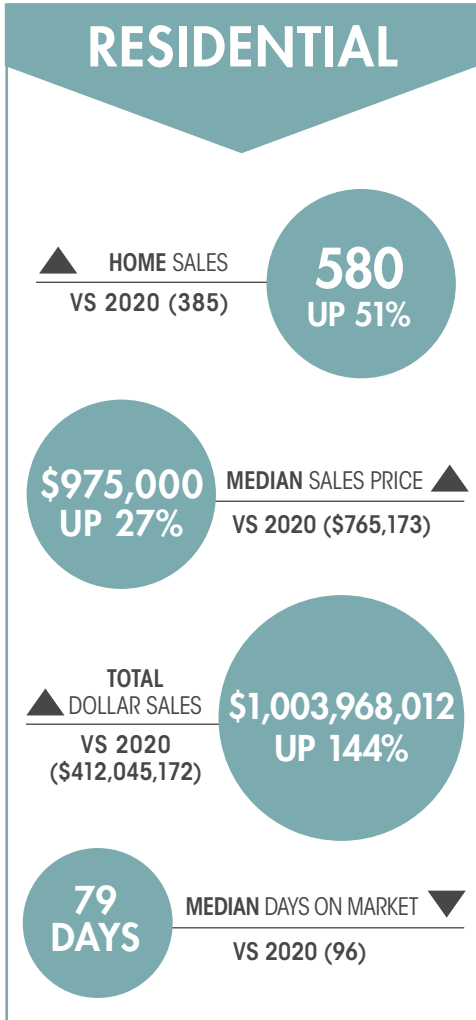


Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$198,809,468
Kihei	\$112,438,499
Kaanapali	\$98,666,666
Kapalua	\$95,627,500
Lahaina	\$91,142,124
Wailuku	\$78,108,885
Kula/Ulupalakua/Kanaio	\$50,911,000
Haiku	\$45,030,000
Kahului	\$40,025,600
Napili/Kahana/Honokowai	\$36,746,500

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$296,444,000
Kihei	\$204,207,908
Kaanapali	\$134,352,500
Kapalua	\$106,792,250
Napili/Kahana/Honokowai	\$100,084,585
Lahaina	\$66,960,145
Wailuku	\$22,932,739
Maalaea	\$13,392,400
Lanai	\$4,775,000
Molokai	\$3,003,520

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kapalua	\$25,680,000
Kaanapali	\$25,386,007
Kula/Ulupalakua/Kanaio	\$21,112,585
Haiku	\$17,508,500
Wailuku	\$12,754,500
Makawao/Olinda/Haliimaile	\$12,257,934
Hana	\$9,542,500
Lahaina	\$9,121,000
Wailea/Makena	\$5,415,000
Olowalu	\$5,400,000



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 | 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