



**HAWAII ISLAND**  
YEAR-TO-DATE

**1,026**  
TOTAL NUMBER OF SALES  
2022  
**-8%**  
**1,113**  
TOTAL NUMBER OF SALES  
2021

**\$530,000**  
MEDIAN PRICE HOME **8%**  
**\$515,000**  
MEDIAN PRICE CONDO **9%**  
**\$42,000**  
MEDIAN PRICE LAND **14%**

**\$576,440,748**  
TOTAL DOLLAR VOLUME  
2022  
**-13%**  
**\$661,351,453**  
TOTAL DOLLAR VOLUME  
2021

 **RESIDENTIAL**

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
PUNA	169	171	-1%	\$349,000	\$254,500	37%	\$61,741,085	\$48,816,090	26%
SOUTH HILO	62	59	5%	\$550,000	\$403,000	36%	\$38,356,400	\$29,162,700	32%
NORTH HILO	6	3	100%	\$788,250	\$557,000	42%	\$4,380,500	\$2,097,000	109%
HAMAKUA	9	12	-25%	\$795,000	\$517,500	54%	\$6,959,000	\$6,737,000	3%
NORTH KOHALA	13	20	-35%	\$1,050,000	\$878,500	20%	\$15,921,000	\$24,738,000	-36%
SOUTH KOHALA	43	41	5%	\$915,000	\$716,000	28%	\$66,344,400	\$78,609,900	-16%
NORTH KONA	82	126	-35%	\$1,100,000	\$898,500	22%	\$137,351,000	\$198,342,350	-31%
SOUTH KONA	25	31	-19%	\$675,000	\$660,000	2%	\$26,360,500	\$21,564,000	22%
KA'U	32	23	39%	\$295,000	\$284,000	4%	\$10,320,498	\$6,003,000	72%
<b>TOTAL</b>	<b>441</b>	<b>486</b>	<b>-9%</b>	<b>\$530,000</b>	<b>\$489,000</b>	<b>8%</b>	<b>\$367,734,383</b>	<b>\$416,070,040</b>	<b>-12%</b>

 **CONDOMINIUM**

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	22	16	38%	\$125,600	\$235,000	-47%	\$3,890,100	\$3,830,950	2%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	50	72	-31%	\$977,500	\$661,000	48%	\$66,925,999	\$77,808,899	-14%
NORTH KONA	78	95	-18%	\$472,500	\$402,000	18%	\$56,321,594	\$77,661,898	-27%
SOUTH KONA	1	2	-50%	\$578,200	\$234,000	147%	\$578,200	\$468,000	24%
KA'U	-	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>151</b>	<b>185</b>	<b>-18%</b>	<b>\$515,000</b>	<b>\$474,000</b>	<b>9%</b>	<b>\$127,715,893</b>	<b>\$159,769,747</b>	<b>-20%</b>

 **VACANT LAND**

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
PUNA	254	218	17%	\$32,250	\$24,250	33%	\$11,224,925	\$8,539,216	31%
SOUTH HILO	19	17	12%	\$330,000	\$262,500	26%	\$7,041,100	\$6,012,000	17%
NORTH HILO	9	9	0%	\$426,000	\$270,000	58%	\$3,674,000	\$2,696,650	36%
HAMAKUA	6	4	50%	\$350,000	\$312,000	12%	\$2,675,000	\$1,564,000	71%
NORTH KOHALA	11	14	-21%	\$460,000	\$369,500	24%	\$5,309,027	\$6,210,000	-15%
SOUTH KOHALA	17	22	-23%	\$700,000	\$307,000	128%	\$15,143,000	\$10,494,650	44%
NORTH KONA	23	40	-43%	\$500,000	\$525,000	-5%	\$24,568,000	\$41,807,000	-41%
SOUTH KONA	26	31	-16%	\$300,500	\$165,000	82%	\$7,274,600	\$5,506,600	32%
KA'U	69	87	-21%	\$33,500	\$12,500	168%	\$4,080,820	\$2,681,550	52%
<b>TOTAL</b>	<b>434</b>	<b>442</b>	<b>-2%</b>	<b>\$42,000</b>	<b>\$37,000</b>	<b>14%</b>	<b>\$80,990,472</b>	<b>\$85,511,666</b>	<b>-5%</b>

<b>NORTH KOHALA</b>			
<b>HOMES</b>			
Number of Sales	13		-35%
Total Dollar Transactions	\$15,921,000		-36%
<b>CONDOS</b>			
Number of Sales	-		-
Total Dollar Transactions	-		-
<b>LAND</b>			
Number of Sales	11		-21%
Total Dollar Transactions	\$5,309,027		-15%

<b>HAMAKUA</b>			
<b>HOMES</b>			
Number of Sales	9		-25%
Total Dollar Transactions	\$6,959,000		3%
<b>CONDOS</b>			
Number of Sales	-		-
Total Dollar Transactions	-		-
<b>LAND</b>			
Number of Sales	6		50%
Total Dollar Transactions	\$2,675,000		71%

<b>NORTH HILO</b>			
<b>HOMES</b>			
Number of Sales	6		100%
Total Dollar Transactions	\$4,380,500		109%
<b>CONDOS</b>			
Number of Sales	-		-
Total Dollar Transactions	-		-
<b>LAND</b>			
Number of Sales	9		0%
Total Dollar Transactions	\$3,674,000		36%

<b>SOUTH KOHALA</b>			
<b>HOMES</b>			
Number of Sales	43		5%
Total Dollar Transactions	\$66,344,400		-16%
<b>CONDOS</b>			
Number of Sales	50		-31%
Total Dollar Transactions	\$66,925,999		-14%
<b>LAND</b>			
Number of Sales	17		-23%
Total Dollar Transactions	\$15,143,000		44%

<b>NORTH KONA</b>			
<b>HOMES</b>			
Number of Sales	82		-35%
Total Dollar Transactions	\$137,351,000		-31%
<b>CONDOS</b>			
Number of Sales	78		-18%
Total Dollar Transactions	\$56,321,594		-27%
<b>LAND</b>			
Number of Sales	23		-43%
Total Dollar Transactions	\$24,568,000		-41%

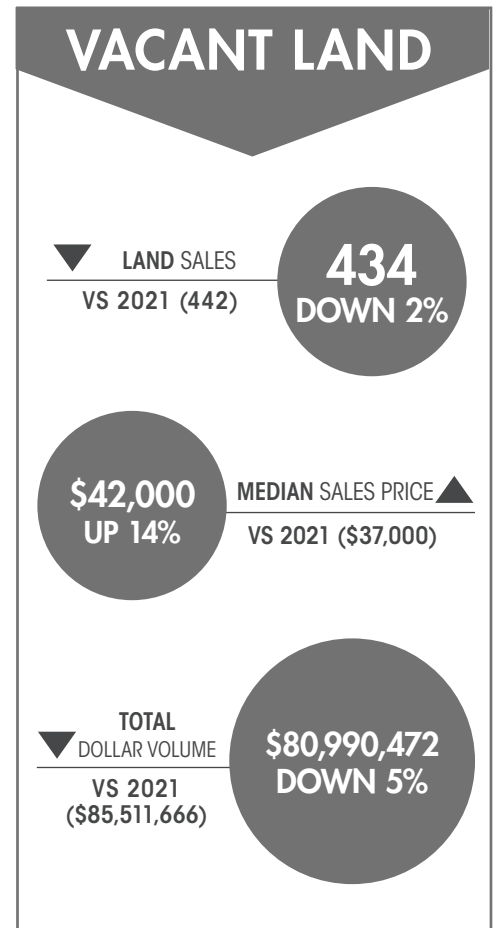
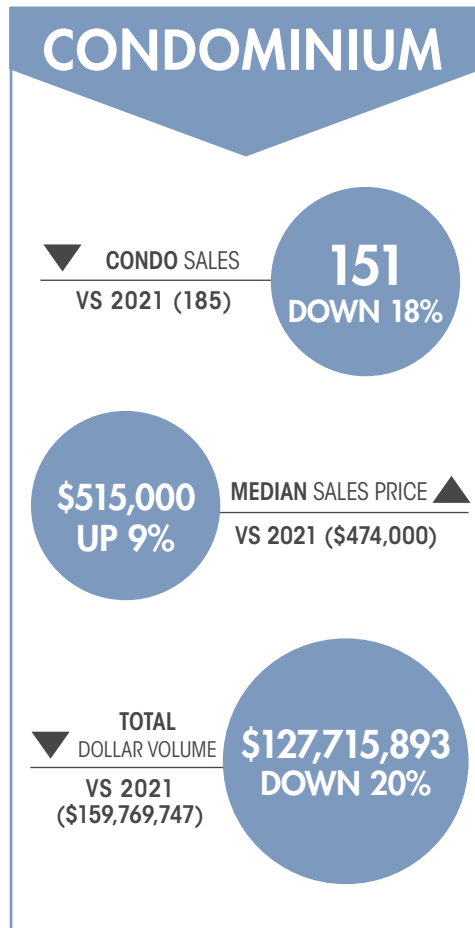
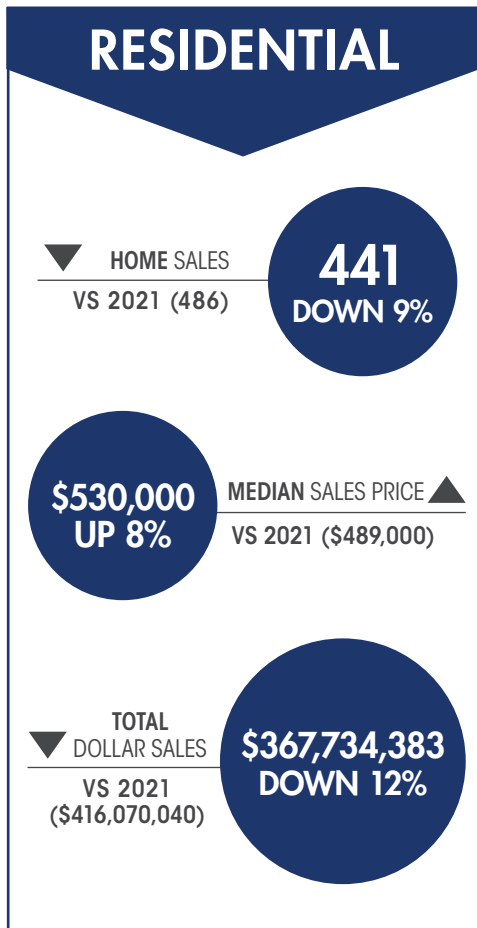
<b>SOUTH HILO</b>			
<b>HOMES</b>			
Number of Sales	62		5%
Total Dollar Transactions	\$38,356,400		32%
<b>CONDOS</b>			
Number of Sales	22		38%
Total Dollar Transactions	\$3,890,100		2%
<b>LAND</b>			
Number of Sales	19		12%
Total Dollar Transactions	\$7,041,100		17%

<b>SOUTH KONA</b>			
<b>HOMES</b>			
Number of Sales	25		-19%
Total Dollar Transactions	\$26,360,500		22%
<b>CONDOS</b>			
Number of Sales	1		-50%
Total Dollar Transactions	\$578,200		24%
<b>LAND</b>			
Number of Sales	26		-16%
Total Dollar Transactions	\$7,274,600		32%

<b>KAU</b>			
<b>HOMES</b>			
Number of Sales	32		39%
Total Dollar Transactions	\$10,320,498		72%
<b>CONDOS</b>			
Number of Sales	-		-
Total Dollar Transactions	-		-
<b>LAND</b>			
Number of Sales	69		-21%
Total Dollar Transactions	\$4,080,820		52%

<b>PUNA</b>			
<b>HOMES</b>			
Number of Sales	169		-1%
Total Dollar Transactions	\$61,741,085		26%
<b>CONDOS</b>			
Number of Sales	-		-
Total Dollar Transactions	-		-
<b>LAND</b>			
Number of Sales	129		26%
Total Dollar Transactions	\$11,224,925		31%





All information taken from Hawaii Information Services. MLS Sales Data information shown herein, while not guaranteed, is derived from sources deemed reliable.

## 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

This information is presented for informational purposes only and is deemed reliable but is not guaranteed.





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

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

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.

## 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

# HAWAI'I COUNTY Real Property Tax Rates

For Fiscal Year July 1, 2021 to June 30, 2022

## 2021-2022

TAX RATE PER \$1,000 (NET TAXABLE BUILDING & LAND)	
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

### 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

For More Information Visit:

<http://www.hawaiipropertytax.com/>

<https://www.realpropertyhonolulu.com/>

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

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

### \*\*\* 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

### \*\*\* 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

### \*\*\* KAUAI COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
HomeStead	\$3.05
Residential	\$6.05
Vacation Rental	\$9.85
Hotel and Resort	\$10.85
Commercial	\$8.10
Industrial	\$8.10
Agricultural	\$6.75
Conservation	\$6.75
Residential Investor	\$9.40

#### OAHU AND KAUAI 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

#### MAUI COUNTY ONLY:

**Tier 1** Up to \$800,000

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

**Tier 3** Over \$1,500,000

#### \*\*\* 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



**VONNIE D. RAZO**  
AVP, Escrow Officer  
(Kona)  
(808) 334-0202  
Vonnie.Razo@fnf.com



**MONICA SMITH**  
AVP Escrow Officer  
(Waikoloa)  
(808) 319-2744  
Monica.L.Smith@fnf.com



**EMILIA CARANGELO**  
Sales Executive  
(Hawaii Sales)  
(808) 238-6977  
Emilia.Carangelo@fnf.com

Trusted everywhere  
every day.

Visit us online:  
[www.FidelityHawaii.com](http://www.FidelityHawaii.com)