

13

7

52

60

106

235

22

75

**NORTH KOHALA**

	# of Sale	Median Sales Price
	11	\$1,400,000
	-	-
	2	\$1,407,500

**HAMAKUA**

	# of Sale	Median Sales Price
	4	\$773,000
	-	-
	3	\$440,000

**SOUTH KOHALA**

	# of Sale	Median Sales Price
	19	\$892,500
	27	\$889,000
	6	\$236,000

**NORTH HILO**

	# of Sale	Median Sales Price
	2	\$2,992,500
	-	-
	2	\$980,000

**SOUTH HILO**

	# of Sale	Median Sales Price
	37	\$505,000
	13	\$305,000
	10	\$239,500

**NORTH KONA**

	# of Sale	Median Sales Price
	49	\$1,000,000
	44	\$555,000
	13	\$460,000

**PUNA**

	# of Sale	Median Sales Price
	107	\$325,000
	-	-
	128	\$38,000

**SOUTH KONA**

	# of Sale	Median Sales Price
	13	\$695,000
	-	-
	9	\$219,500

**KAU**

	# of Sale	Median Sales Price
	24	\$354,750
	1	\$315,000
	50	\$19,250

	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE		
HOMES	46%		266	▼ -41%	\$490,000	▼	-7%
CONDO	15%		85	▼ -45%	\$585,000	▲	15%
LAND	39%		223	▼ -50%	\$45,000	▲	7%

District	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME		
	2023	% Change	District	2023	% Change
PUNA	235	-46%	NORTH KONA	\$159,323,000	-28%
NORTH KONA	106	-43%	SOUTH KOHALA	\$61,207,050	-59%
KA'U	75	-30%	PUNA	\$44,061,802	-41%
SOUTH HILO	60	-43%	SOUTH HILO	\$29,224,949	-42%
SOUTH KOHALA	52	-53%	NORTH KOHALA	\$21,315,000	-6%
SOUTH KONA	22	-58%	SOUTH KONA	\$12,102,500	-65%
NORTH KOHALA	13	-48%	KA'U	\$11,663,490	-21%
HAMAKUA	7	-53%	NORTH HILO	\$7,945,000	-1%
NORTH HILO	4	-73%	HAMAKUA	\$4,411,000	-54%
<b>TOTAL</b>	<b>574</b>	<b>-45%</b>	<b>TOTAL</b>	<b>\$351,253,791</b>	<b>-40%</b>



○ % of Closed Sales by Districts through February 28, 2023

● Number of Recorded transactions from January 1, 2023 – February 28, 2023

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

**HAWAII ISLAND**  
YEAR-TO-DATE

**574**  
TOTAL NUMBER OF SALES  
2023

**1,053**  
TOTAL NUMBER OF SALES  
2022

**-45%**

**\$490,000**  
MEDIAN PRICE HOME **-7%**

**\$585,000**  
MEDIAN PRICE CONDO **15%**

**\$45,000**  
MEDIAN PRICE LAND **7%**

**\$351,253,791**  
TOTAL DOLLAR VOLUME  
2023

**\$584,775,453**  
TOTAL DOLLAR VOLUME  
2022

**-40%**

**RESIDENTIAL**

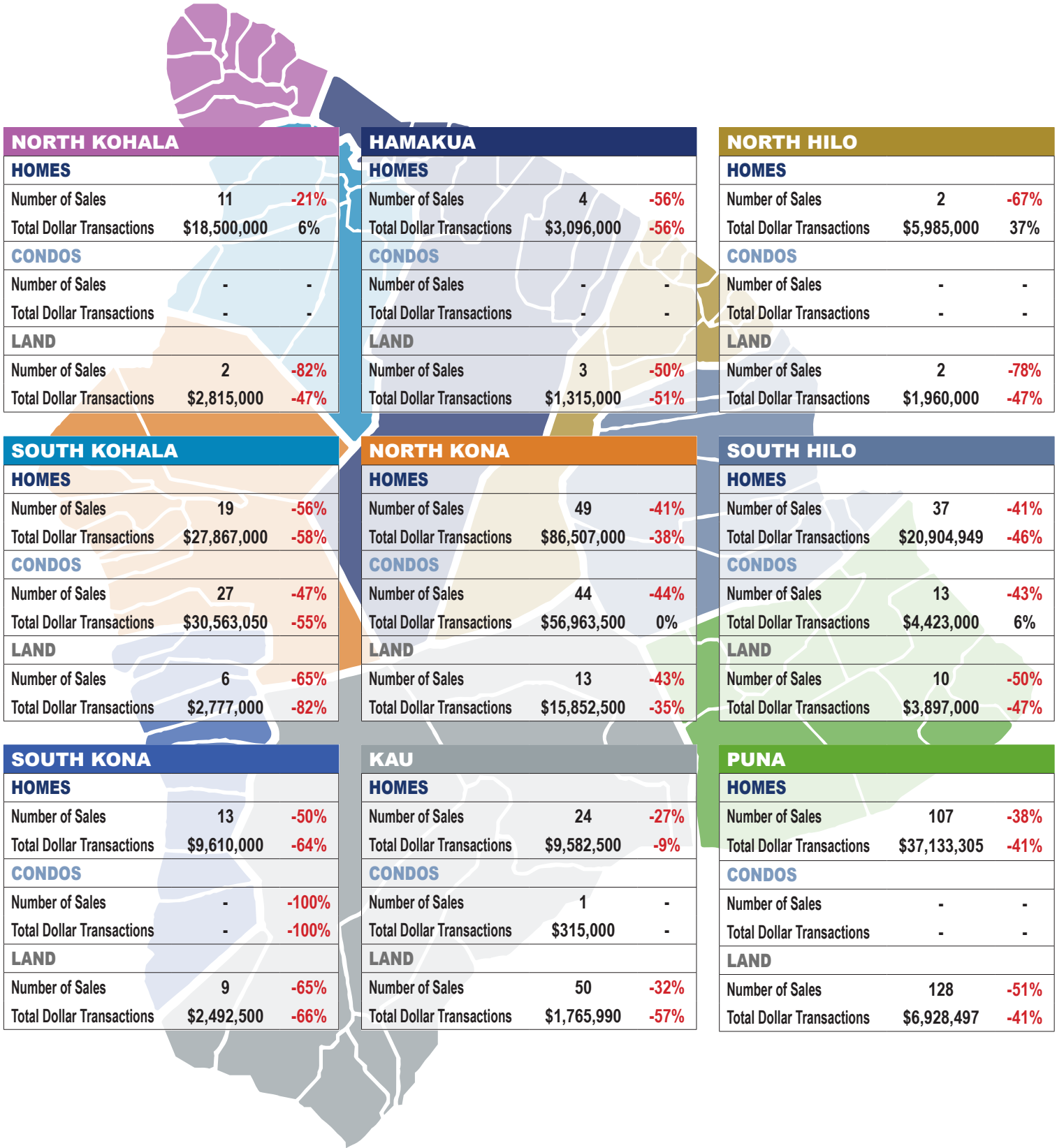
	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	% Change	2023	2022	% Change	2023	2022	% Change
PUNA	107	173	-38%	\$325,000	\$349,000	-7%	\$37,133,305	\$62,970,085	-41%
SOUTH HILO	37	63	-41%	\$505,000	\$550,000	-8%	\$20,904,949	\$38,591,400	-46%
NORTH HILO	2	6	-67%	\$2,992,500	\$788,250	280%	\$5,985,000	\$4,380,500	37%
HAMAKUA	4	9	-56%	\$773,000	\$795,000	-3%	\$3,096,000	\$6,959,000	-56%
NORTH KOHALA	11	14	-21%	\$1,400,000	\$1,171,000	20%	\$18,500,000	\$17,409,000	6%
SOUTH KOHALA	19	43	-56%	\$892,500	\$915,000	-2%	\$27,867,000	\$66,344,400	-58%
NORTH KONA	49	83	-41%	\$1,000,000	\$1,100,000	-9%	\$86,507,000	\$139,526,000	-38%
SOUTH KONA	13	26	-50%	\$695,000	\$667,500	4%	\$9,610,000	\$27,005,500	-64%
KA'U	24	33	-27%	\$354,750	\$290,000	22%	\$9,582,500	\$10,549,498	-9%
<b>TOTAL</b>	<b>266</b>	<b>450</b>	<b>-41%</b>	<b>\$490,000</b>	<b>\$525,000</b>	<b>-7%</b>	<b>\$219,185,754</b>	<b>\$373,735,383</b>	<b>-41%</b>

**CONDOMINIUM**

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	% Change	2023	2022	% Change	2023	2022	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	13	23	-43%	\$305,000	\$131,200	132%	\$4,423,000	\$4,175,100	6%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	27	51	-47%	\$889,000	\$955,000	-7%	\$30,563,050	\$67,275,999	-55%
NORTH KONA	44	79	-44%	\$555,000	\$475,000	17%	\$56,963,500	\$57,196,594	0%
SOUTH KONA	-	1	-100%	-	\$578,200	-100%	-	\$578,200	-100%
KA'U	1	-	-	\$315,000	-	-	\$315,000	-	-
<b>TOTAL</b>	<b>85</b>	<b>154</b>	<b>-45%</b>	<b>\$585,000</b>	<b>\$507,500</b>	<b>15%</b>	<b>\$92,264,550</b>	<b>\$129,225,893</b>	<b>-29%</b>

**VACANT LAND**

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	% Change	2023	2022	% Change	2023	2022	% Change
PUNA	128	263	-51%	\$38,000	\$33,000	15%	\$6,928,497	\$11,681,225	-41%
SOUTH HILO	10	20	-50%	\$239,500	\$320,000	-25%	\$3,897,000	\$7,335,005	-47%
NORTH HILO	2	9	-78%	\$980,000	\$426,000	130%	\$1,960,000	\$3,674,000	-47%
HAMAKUA	3	6	-50%	\$440,000	\$350,000	26%	\$1,315,000	\$2,675,000	-51%
NORTH KOHALA	2	11	-82%	\$1,407,500	\$460,000	206%	\$2,815,000	\$5,309,027	-47%
SOUTH KOHALA	6	17	-65%	\$236,000	\$700,000	-66%	\$2,777,000	\$15,143,000	-82%
NORTH KONA	13	23	-43%	\$460,000	\$500,000	-8%	\$15,852,500	\$24,568,000	-35%
SOUTH KONA	9	26	-65%	\$219,500	\$300,500	-27%	\$2,492,500	\$7,274,600	-66%
KA'U	50	74	-32%	\$19,250	\$27,500	-30%	\$1,765,990	\$4,154,320	-57%
<b>TOTAL</b>	<b>223</b>	<b>449</b>	<b>-50%</b>	<b>\$45,000</b>	<b>\$42,000</b>	<b>7%</b>	<b>\$39,803,487</b>	<b>\$81,814,177</b>	<b>-51%</b>



NORTH KOHALA		
<b>HOMES</b>		
Number of Sales	11	-21%
Total Dollar Transactions	\$18,500,000	6%
<b>CONDOS</b>		
Number of Sales	-	-
Total Dollar Transactions	-	-
<b>LAND</b>		
Number of Sales	2	-82%
Total Dollar Transactions	\$2,815,000	-47%

HAMAKUA		
<b>HOMES</b>		
Number of Sales	4	-56%
Total Dollar Transactions	\$3,096,000	-56%
<b>CONDOS</b>		
Number of Sales	-	-
Total Dollar Transactions	-	-
<b>LAND</b>		
Number of Sales	3	-50%
Total Dollar Transactions	\$1,315,000	-51%

NORTH HILO		
<b>HOMES</b>		
Number of Sales	2	-67%
Total Dollar Transactions	\$5,985,000	37%
<b>CONDOS</b>		
Number of Sales	-	-
Total Dollar Transactions	-	-
<b>LAND</b>		
Number of Sales	2	-78%
Total Dollar Transactions	\$1,960,000	-47%

SOUTH KOHALA		
<b>HOMES</b>		
Number of Sales	19	-56%
Total Dollar Transactions	\$27,867,000	-58%
<b>CONDOS</b>		
Number of Sales	27	-47%
Total Dollar Transactions	\$30,563,050	-55%
<b>LAND</b>		
Number of Sales	6	-65%
Total Dollar Transactions	\$2,777,000	-82%

NORTH KONA		
<b>HOMES</b>		
Number of Sales	49	-41%
Total Dollar Transactions	\$86,507,000	-38%
<b>CONDOS</b>		
Number of Sales	44	-44%
Total Dollar Transactions	\$56,963,500	0%
<b>LAND</b>		
Number of Sales	13	-43%
Total Dollar Transactions	\$15,852,500	-35%

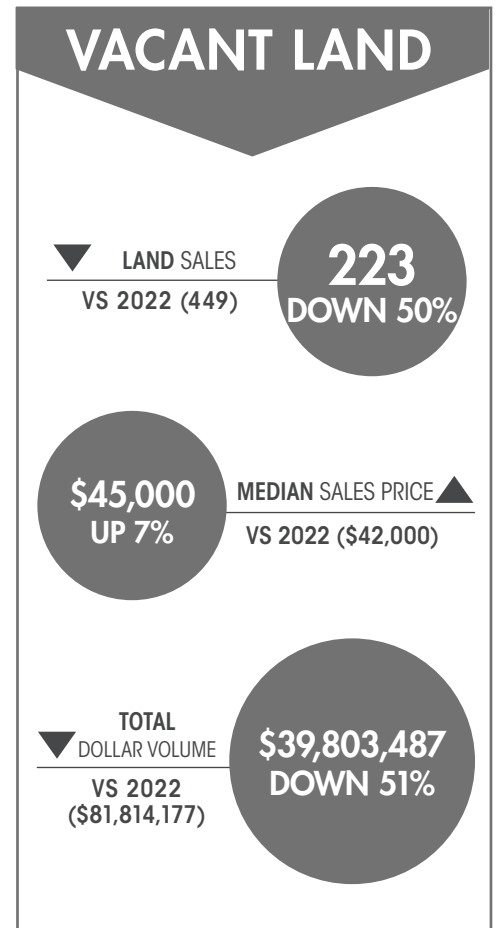
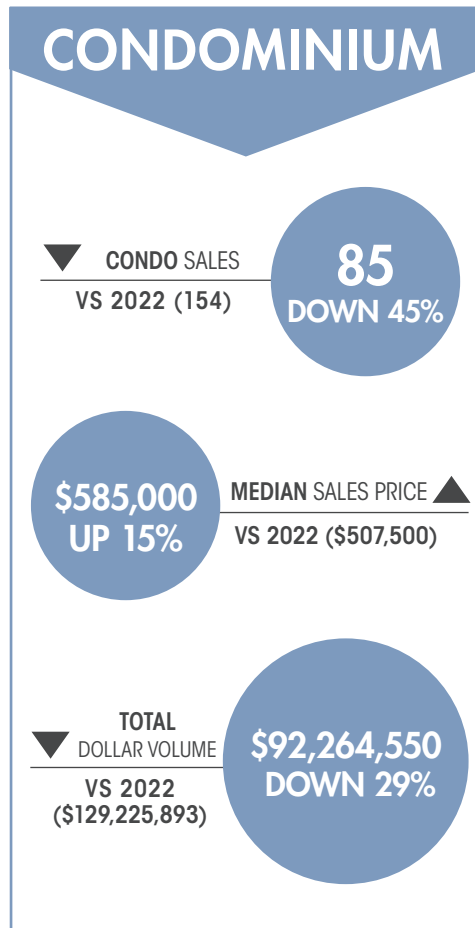
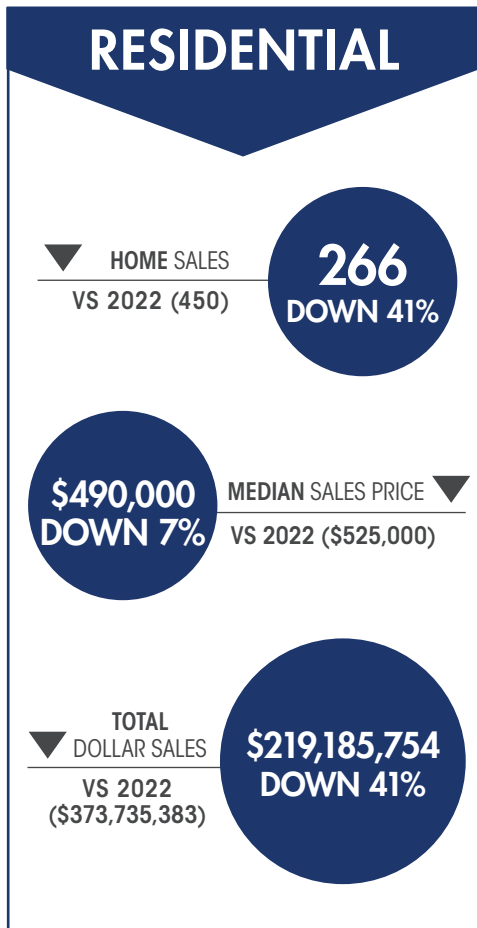
SOUTH HILO		
<b>HOMES</b>		
Number of Sales	37	-41%
Total Dollar Transactions	\$20,904,949	-46%
<b>CONDOS</b>		
Number of Sales	13	-43%
Total Dollar Transactions	\$4,423,000	6%
<b>LAND</b>		
Number of Sales	10	-50%
Total Dollar Transactions	\$3,897,000	-47%

SOUTH KONA		
<b>HOMES</b>		
Number of Sales	13	-50%
Total Dollar Transactions	\$9,610,000	-64%
<b>CONDOS</b>		
Number of Sales	-	-100%
Total Dollar Transactions	-	-100%
<b>LAND</b>		
Number of Sales	9	-65%
Total Dollar Transactions	\$2,492,500	-66%

KAU		
<b>HOMES</b>		
Number of Sales	24	-27%
Total Dollar Transactions	\$9,582,500	-9%
<b>CONDOS</b>		
Number of Sales	1	-
Total Dollar Transactions	\$315,000	-
<b>LAND</b>		
Number of Sales	50	-32%
Total Dollar Transactions	\$1,765,990	-57%

PUNA		
<b>HOMES</b>		
Number of Sales	107	-38%
Total Dollar Transactions	\$37,133,305	-41%
<b>CONDOS</b>		
Number of Sales	-	-
Total Dollar Transactions	-	-
<b>LAND</b>		
Number of Sales	128	-51%
Total Dollar Transactions	\$6,928,497	-41%





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:
		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)
At Least	But Less Than		
\$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.

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STATE OF HAWAII | ALL COUNTIES

**REAL PROPERTY TAX**

FISCAL YEAR JULY 1, 2022 TO JUNE 30, 2023

**Honolulu, Oahu County**

CLASS	Taxable Building per/\$1,000
Agricultural	\$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*	\$4.50
<small>Tax rate applied to the net taxable value of the property up to \$1,000,000</small>	
Residential A - Tier 2*	\$10.50
<small>Tax rate applied to the net taxable value of the property in excess of \$1,000,000</small>	
Vacant Agricultural	\$8.50

**REAL PROPERTY TAX DUE DATES:**

- Aug 20, 2022** 1st half of fiscal year tax payment due
- Sep 30, 2022** Deadline for filing exemption claims & ownership documents
- Feb 20, 2023** 2nd half of fiscal year tax payment due

For More Information, Visit:  
<https://hnl.doc.hawaii.gov/hnl/doc/document-download?id=9995>

**Hawai'i County**

CLASS	Tax Rate per/\$1,000
Affordable Rental Housing	\$6.15
Residential *Portion valued less than \$2 million	\$11.10
Residential *Portion valued at \$2 million and more	\$13.60
Apartment	\$11.70
Commercial	\$10.70
Industrial	\$10.70
Agricultural and Native Forest	\$9.35
Conservation	\$11.55
Hotel/Resort	\$11.55
Homeowner	\$6.15

**REAL PROPERTY TAX DUE DATES:**

- Aug 20, 2022** 1st half of fiscal year tax payment due
- Dec 31, 2022** Deadline for filing exemption claims & ownership documents
- Feb 20, 2023** 2nd half of fiscal year tax payment due

For More Information, Visit:  
[https://www.hawaiipropertytax.com/tax\\_rates.html](https://www.hawaiipropertytax.com/tax_rates.html)

**Kauai County**

CLASS	Tax Rate per/\$1,000
Homestead	\$3.05
Residential	\$6.05
Vacation Rental	\$9.85
Hotel/Resort	\$10.85
Commercial	\$8.10
Industrial	\$8.10
Agricultural	\$6.75
Conservation	\$6.75
Residential Investor	\$9.40
Commercialized Home Use	\$5.05

**REAL PROPERTY TAX DUE DATES:**

- Aug 20, 2022** 1st half of fiscal year tax payment due
- Sep 30, 2022** Deadline for filing exemption claims & ownership documents
- Feb 20, 2023** 2nd half of fiscal year tax payment due

For More Information, Visit:  
<https://www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property/Tax-Rates>

CLASS	All rates are per \$1,000 of net taxable assessed valuation
Owner Occupied - Tier 1 up to \$1m	\$2.00
Owner Occupied - Tier 2 more than \$1,000,001 - \$3m	\$2.10
Owner Occupied - Tier 3 more than \$3m	\$2.71
Non-Owner Occupied - Tier 1 up to \$1m	\$5.85
Non-Owner Occupied - Tier 2 more than \$1,000,001 - \$4.5m	\$8.00
Non-Owner Occupied - Tier 3 more than \$4.5m	\$12.50
Apartment	\$3.50
Hotel/Resort	\$11.75
Time share	\$14.60
Agricultural	\$5.74
Short-Term Rental - Tier 1 up to \$1m	\$11.85
Short-Term Rental - Tier 2 more than \$1,000,001 - \$3m	\$11.85
Short-Term Rental - Tier 3 more than \$3m	\$11.85
Conservation	\$6.43
Commercial	\$6.05
Industrial	\$7.05
Commercial Residential	\$4.40
*Long-Term Rental - Tier 1 up to \$1m	\$3.00
*Long-Term Rental - Tier 2 more than \$1,000,001 - \$3m	\$5.00
*Long-Term Rental - Tier 3 more than \$3m	\$8.00

\*NEW CLASSIFICATION

**REAL PROPERTY TAX DUE DATES:**

- Aug 20, 2022** 1st half of fiscal year tax payment due
- Dec 31, 2022** Deadline for filing exemption claims & ownership documents
- Feb 20, 2023** 2nd half of fiscal year tax payment due

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

<b>MONICA SMITH</b> AVP   Escrow Officer (808) 319-2744 (808) 238-2241 Monica.L.Smith@fnf.com <i>President's Club, Copper</i>	<b>VONNIE D. RAZO</b> AVP   Escrow Officer (808) 747-8508 (808) 209-0168 Vonnie.Razo@fnf.com	<b>CODY DAY</b> AVP   Sales Executive (808) 746-0266 Cody.Day@fnf.com <i>President's Club, Bronze</i>	<b>MERCY PALMER</b> AVP   Sales Executive (808) 280-6726 Mercy.Palmer@fnf.com <i>President's Club, Silver</i>	<b>RETA CHIN</b> VP   Sales Manager (808) 268-6554 Reta.Chin@fnf.com <i>President's Club, Silver</i>	
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