

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE		
HOMES	42%	211	▼	-15%	\$538,000	▲	20%
CONDO	13%	65	▼	-24%	\$515,000	▲	11%
LAND	45%	224	▲	6%	\$47,000	▲	27%

	YTD NUMBER OF UNITS RECORDED			YTD TOTAL DOLLAR VOLUME		
	District	2022	% Change	District	2022	% Change
Residential	PUNA	204	5%	NORTH KONA	\$108,555,500	-27%
Condominiums	NORTH KONA	89	-22%	SOUTH KOHALA	\$78,110,725	16%
Vacant Land	SOUTH KOHALA	54	-24%	PUNA	\$32,476,738	1%
% of Closed Sales by Districts through January 31, 2022	SOUTH HILO	46	-6%	SOUTH KONA	\$21,240,600	70%
Number of Recorded transactions from January 1, 2022 – January 31, 2022	KA'U	43	-19%	SOUTH HILO	\$18,700,500	-2%
	SOUTH KONA	35	13%	NORTH KOHALA	\$10,752,000	-31%
	NORTH KOHALA	14	8%	KA'U	\$6,787,268	118%
	HAMAKUA	10	-17%	HAMAKUA	\$6,500,000	13%
	NORTH HILO	5	-17%	NORTH HILO	\$2,774,000	10%
	TOTAL	500	-8%	TOTAL	\$285,897,331	-7%

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

<p>HAWAII ISLAND YEAR-TO-DATE</p>	<p>500 TOTAL NUMBER OF SALES 2022</p>	<p>-8%</p>	<p>\$538,000 MEDIAN PRICE HOME</p>	<p>20%</p>	<p>\$47,064,308 TOTAL DOLLAR VOLUME 2022</p>
	<p>544 TOTAL NUMBER OF SALES 2021</p>		<p>\$515,000 MEDIAN PRICE CONDO</p>	<p>11%</p>	<p>\$36,232,530 TOTAL DOLLAR VOLUME 2021</p>
			<p>\$47,000 MEDIAN PRICE LAND</p>	<p>27%</p>	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
RESIDENTIAL									
PUNA	75	93	-19%	\$345,400	\$245,000	41%	\$27,117,400	\$27,833,825	-3%
SOUTH HILO	23	32	-28%	\$538,000	\$406,500	32%	\$12,889,300	\$13,866,700	-7%
NORTH HILO	2	1	100%	\$727,000	\$1,000,000	-27%	\$1,454,000	\$1,000,000	45%
HAMAKUA	6	10	-40%	\$612,500	\$480,000	28%	\$4,455,000	\$5,299,000	-16%
NORTH KOHALA	6	9	-33%	\$755,000	\$1,250,000	-40%	\$6,675,000	\$12,841,000	-48%
SOUTH KOHALA	24	23	4%	\$833,000	\$725,000	15%	\$40,431,225	\$25,172,900	61%
NORTH KONA	45	56	-20%	\$1,100,000	\$822,500	34%	\$70,943,500	\$91,644,500	-23%
SOUTH KONA	13	14	-7%	\$660,000	\$721,000	-8%	\$15,347,000	\$10,285,000	49%
KA'U	17	10	70%	\$275,000	\$242,000	14%	\$4,882,998	\$2,294,500	113%
TOTAL	211	248	-15%	\$538,000	\$450,000	20%	\$184,195,423	\$190,237,425	-3%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
CONDOMINIUM									
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	11	7	57%	\$120,000	\$236,000	-49%	\$1,607,100	\$1,630,800	-1%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	24	35	-31%	\$921,250	\$625,000	47%	\$31,564,500	\$36,455,900	-13%
NORTH KONA	30	43	-30%	\$487,500	\$394,500	24%	\$21,466,000	\$42,453,499	-49%
SOUTH KONA	-	-	-	-	-	-	-	-	-
KA'U	-	-	-	-	-	-	-	-	-
TOTAL	65	85	-24%	\$515,000	\$465,000	11%	\$54,637,600	\$80,540,199	-32%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
VACANT LAND									
PUNA	129	102	26%	\$30,000	\$25,000	20%	\$5,359,338	\$4,449,650	20%
SOUTH HILO	12	10	20%	\$320,000	\$254,500	26%	\$4,204,100	\$3,497,000	20%
NORTH HILO	3	5	-40%	\$490,000	\$270,000	81%	\$1,320,000	\$1,516,500	-13%
HAMAKUA	4	2	100%	\$453,500	\$237,500	91%	\$2,045,000	\$475,000	331%
NORTH KOHALA	8	4	100%	\$494,500	\$642,500	-23%	\$4,077,000	\$2,689,000	52%
SOUTH KOHALA	6	13	-54%	\$725,000	\$330,000	120%	\$6,115,000	\$5,769,130	6%
NORTH KONA	14	15	-7%	\$520,000	\$425,000	22%	\$16,146,000	\$14,784,000	9%
SOUTH KONA	22	17	29%	\$292,500	\$65,000	350%	\$5,893,600	\$2,227,100	165%
KA'U	26	43	-40%	\$36,500	\$10,500	248%	\$1,904,270	\$825,150	131%
TOTAL	224	211	6%	\$47,000	\$37,000	27%	\$47,064,308	\$36,232,530	30%

NORTH KOHALA			
HOMES			
Number of Sales	6		-33%
Total Dollar Transactions	\$6,675,000		-48%
CONDOS			
Number of Sales	-	-	
Total Dollar Transactions	-	-	
LAND			
Number of Sales	8		100%
Total Dollar Transactions	\$4,077,000		52%

HAMAKUA			
HOMES			
Number of Sales	6		-40%
Total Dollar Transactions	\$4,455,000		-16%
CONDOS			
Number of Sales	-	-	
Total Dollar Transactions	-	-	
LAND			
Number of Sales	4		100%
Total Dollar Transactions	\$2,045,000		331%

NORTH HILO			
HOMES			
Number of Sales	2		100%
Total Dollar Transactions	\$1,454,000		45%
CONDOS			
Number of Sales	-	-	
Total Dollar Transactions	-	-	
LAND			
Number of Sales	3		-40%
Total Dollar Transactions	\$1,320,000		-13%

SOUTH KOHALA			
HOMES			
Number of Sales	24		4%
Total Dollar Transactions	\$40,431,225		61%
CONDOS			
Number of Sales	24		-31%
Total Dollar Transactions	\$31,564,500		-13%
LAND			
Number of Sales	6		-54%
Total Dollar Transactions	\$6,115,000		6%

NORTH KONA			
HOMES			
Number of Sales	45		-20%
Total Dollar Transactions	\$70,943,500		-23%
CONDOS			
Number of Sales	30		-30%
Total Dollar Transactions	\$21,466,000		-49%
LAND			
Number of Sales	14		-7%
Total Dollar Transactions	\$16,146,000		9%

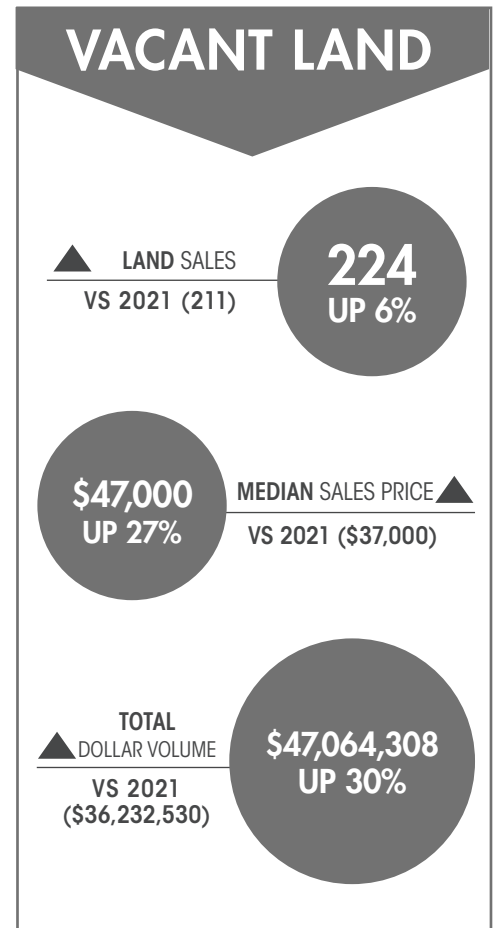
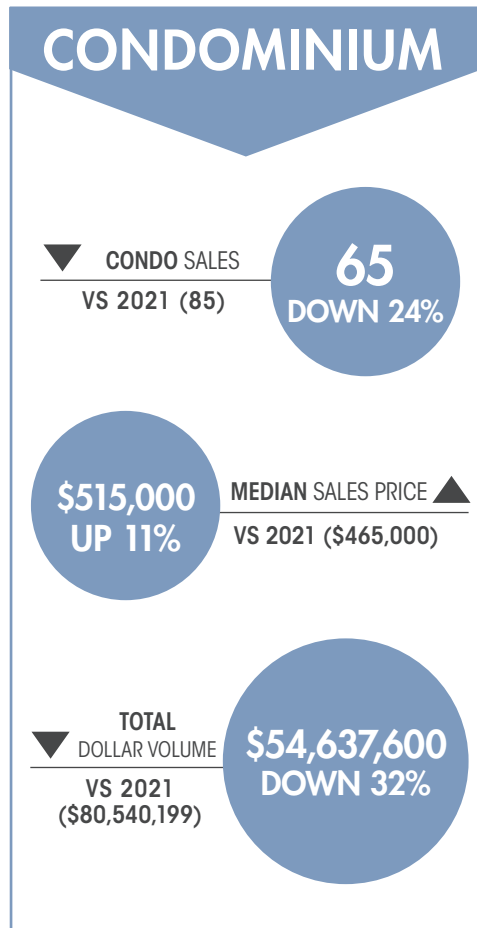
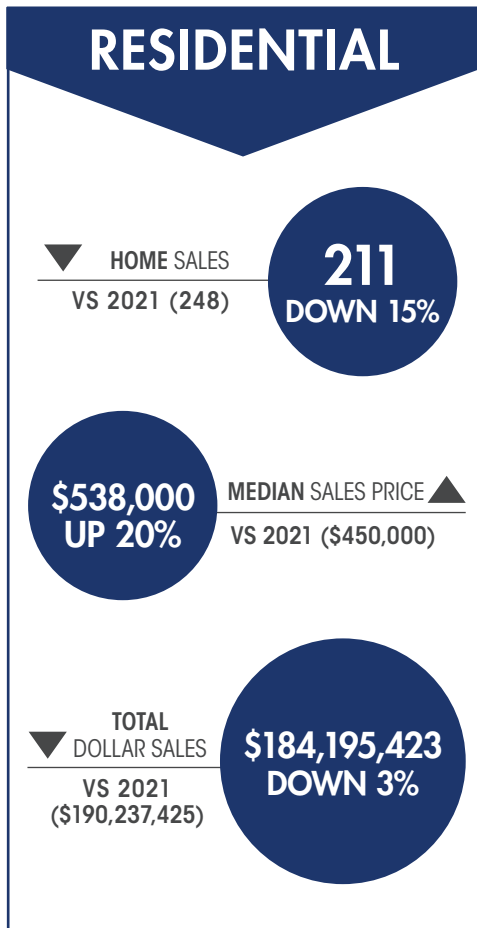
SOUTH HILO			
HOMES			
Number of Sales	23		-28%
Total Dollar Transactions	\$12,889,300		-7%
CONDOS			
Number of Sales	11		57%
Total Dollar Transactions	\$1,607,100		-1%
LAND			
Number of Sales	12		20%
Total Dollar Transactions	\$4,204,100		20%

SOUTH KONA			
HOMES			
Number of Sales	13		-7%
Total Dollar Transactions	\$15,347,000		49%
CONDOS			
Number of Sales	-	-	
Total Dollar Transactions	-	-	
LAND			
Number of Sales	22		29%
Total Dollar Transactions	\$5,893,600		165%

KAU			
HOMES			
Number of Sales	17		70%
Total Dollar Transactions	\$4,882,998		113%
CONDOS			
Number of Sales	-	-	
Total Dollar Transactions	-	-	
LAND			
Number of Sales	26		-40%
Total Dollar Transactions	\$1,904,270		131%

PUNA			
HOMES			
Number of Sales	75		-19%
Total Dollar Transactions	\$27,117,400		-3%
CONDOS			
Number of Sales	-	-	
Total Dollar Transactions	-	-	
LAND			
Number of Sales	129		26%
Total Dollar Transactions	\$5,359,338		20%





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

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