

	% OF CLOSINGS	# OF UNITS RECORDED	MEDIAN PRICE
<b>HOMES</b>	42%	1,681 ▼ -11%	\$500,000 ▲ 8%
<b>CONDO</b>	14%	572 ▼ -26%	\$570,000 ▲ 19%
<b>LAND</b>	44%	1,796 ▼ -11%	\$48,000 ▲ 30%

	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME			
	District	2022	% Change	District	2022	% Change
Residential	PUNA	1,778	-1%	NORTH KONA	\$936,108,872	-29%
Condominiums	NORTH KONA	658	-35%	SOUTH KOHALA	\$592,390,435	-12%
Vacant Land	KA'U	517	0%	PUNA	\$334,539,779	29%
% of Closed Sales by Districts through July 31, 2022	SOUTH KOHALA	397	-28%	SOUTH HILO	\$169,053,951	3%
Number of Recorded transactions from July 1, 2022 - July 31, 2022	SOUTH HILO	346	-2%	NORTH KOHALA	\$109,655,265	-21%
	SOUTH KONA	160	-19%	SOUTH KONA	\$95,423,510	4%
	NORTH KOHALA	103	-37%	KA'U	\$73,159,464	44%
	HAMAKUA	53	-18%	HAMAKUA	\$35,800,500	-1%
	NORTH HILO	37	-8%	NORTH HILO	\$20,300,225	1%
	<b>TOTAL</b>	<b>4,049</b>	<b>-14%</b>	<b>TOTAL</b>	<b>\$2,366,432,001</b>	<b>-14%</b>

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

**4,049**  
TOTAL NUMBER OF SALES  
2022

**4,689**  
TOTAL NUMBER OF SALES  
2021

**-14%**

**\$500,000**  
MEDIAN PRICE HOME **8%**

**\$570,000**  
MEDIAN PRICE CONDO **19%**

**\$48,000**  
MEDIAN PRICE LAND **30%**

**\$2,366,432,001**  
TOTAL DOLLAR VOLUME  
2022

**\$2,755,626,222**  
TOTAL DOLLAR VOLUME  
2021

**-14%**

### RESIDENTIAL

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
PUNA	717	699	3%	\$360,000	\$280,000	29%	\$277,356,360	\$214,445,033	29%
SOUTH HILO	207	229	-10%	\$538,000	\$395,000	36%	\$127,217,681	\$111,873,650	14%
NORTH HILO	13	19	-32%	\$740,000	\$557,000	33%	\$9,690,700	\$13,513,700	-28%
HAMAKUA	40	36	11%	\$617,500	\$460,000	34%	\$29,760,500	\$21,204,750	40%
NORTH KOHALA	54	73	-26%	\$1,037,500	\$907,000	14%	\$83,059,250	\$99,490,810	-17%
SOUTH KOHALA	141	186	-24%	\$900,000	\$787,500	14%	\$211,795,606	\$325,048,760	-35%
NORTH KONA	301	438	-31%	\$1,095,000	\$926,250	18%	\$571,453,850	\$872,891,534	-35%
SOUTH KONA	71	83	-14%	\$760,000	\$660,000	15%	\$72,212,010	\$66,327,450	9%
KA'U	137	132	4%	\$290,000	\$295,000	-1.69%	\$45,893,853	\$38,898,700	18%
<b>TOTAL</b>	<b>1,681</b>	<b>1,895</b>	<b>-11%</b>	<b>\$500,000</b>	<b>\$465,000</b>	<b>8%</b>	<b>\$1,428,439,810</b>	<b>\$1,763,694,387</b>	<b>-19%</b>

### CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	73	55	33%	\$225,000	\$170,000	32%	\$17,347,265	\$9,717,958	79%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	-	1	-100%	-	\$225,000	-100%	-	\$225,000	-100%
SOUTH KOHALA	209	280	-25%	\$1,100,000	\$761,250	45%	\$337,527,329	\$286,633,574	18%
NORTH KONA	283	429	-34%	\$535,000	\$408,000	31%	\$228,812,648	\$286,607,292	-20%
SOUTH KONA	2	2	0%	\$457,100	\$234,000	95%	\$914,200	\$468,000	95%
KA'U	5	4	25%	\$245,000	\$171,000	43%	\$1,399,000	\$681,500	105%
<b>TOTAL</b>	<b>572</b>	<b>771</b>	<b>-26%</b>	<b>\$570,000</b>	<b>\$479,000</b>	<b>19%</b>	<b>\$586,000,442</b>	<b>\$584,333,324</b>	<b>0%</b>

### VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
PUNA	1,061	1,089	-3%	\$37,500	\$29,000	29%	\$57,183,419	\$45,605,765	25%
SOUTH HILO	66	70	-6%	\$345,000	\$258,000	34%	\$24,489,005	\$41,851,808	-41%
NORTH HILO	24	21	14%	\$382,750	\$289,000	32%	\$10,609,525	\$6,660,150	59%
HAMAKUA	13	29	-55%	\$380,000	\$325,000	17%	\$6,040,000	\$14,780,500	-59%
NORTH KOHALA	49	89	-45%	\$450,000	\$350,000	29%	\$26,596,015	\$39,518,800	-33%
SOUTH KOHALA	47	86	-45%	\$580,000	\$310,750	87%	\$43,067,500	\$60,537,898	-29%
NORTH KONA	74	147	-50%	\$662,000	\$500,000	32%	\$135,842,374	\$162,734,644	-17%
SOUTH KONA	87	112	-22%	\$275,000	\$185,000	49%	\$22,297,300	\$24,598,300	-9%
KA'U	375	380	-1%	\$38,900	\$13,750	183%	\$25,866,611	\$11,310,646	129%
<b>TOTAL</b>	<b>1,796</b>	<b>2,023</b>	<b>-11%</b>	<b>\$48,000</b>	<b>\$37,000</b>	<b>30%</b>	<b>\$351,991,749</b>	<b>\$407,598,511</b>	<b>-14%</b>

NORTH KOHALA		
<b>HOMES</b>		
Number of Sales	54	-26%
Total Dollar Transactions	\$83,059,250	-17%
<b>CONDOS</b>		
Number of Sales	-	-100%
Total Dollar Transactions	-	-100%
<b>LAND</b>		
Number of Sales	49	-45%
Total Dollar Transactions	\$26,596,015	-33%

HAMAKUA		
<b>HOMES</b>		
Number of Sales	40	11%
Total Dollar Transactions	\$29,760,500	40%
<b>CONDOS</b>		
Number of Sales	-	-
Total Dollar Transactions	-	-
<b>LAND</b>		
Number of Sales	13	-55%
Total Dollar Transactions	\$6,040,000	-59%

NORTH HILO		
<b>HOMES</b>		
Number of Sales	13	-32%
Total Dollar Transactions	\$9,690,700	-28%
<b>CONDOS</b>		
Number of Sales	-	-
Total Dollar Transactions	-	-
<b>LAND</b>		
Number of Sales	24	14%
Total Dollar Transactions	\$10,609,525	59%

SOUTH KOHALA		
<b>HOMES</b>		
Number of Sales	141	-24%
Total Dollar Transactions	\$211,795,606	-35%
<b>CONDOS</b>		
Number of Sales	209	-25%
Total Dollar Transactions	\$337,527,329	18%
<b>LAND</b>		
Number of Sales	47	-45%
Total Dollar Transactions	\$43,067,500	-29%

NORTH KONA		
<b>HOMES</b>		
Number of Sales	301	-31%
Total Dollar Transactions	\$571,453,850	-35%
<b>CONDOS</b>		
Number of Sales	283	-34%
Total Dollar Transactions	\$228,812,648	-20%
<b>LAND</b>		
Number of Sales	74	-50%
Total Dollar Transactions	\$135,842,374	-17%

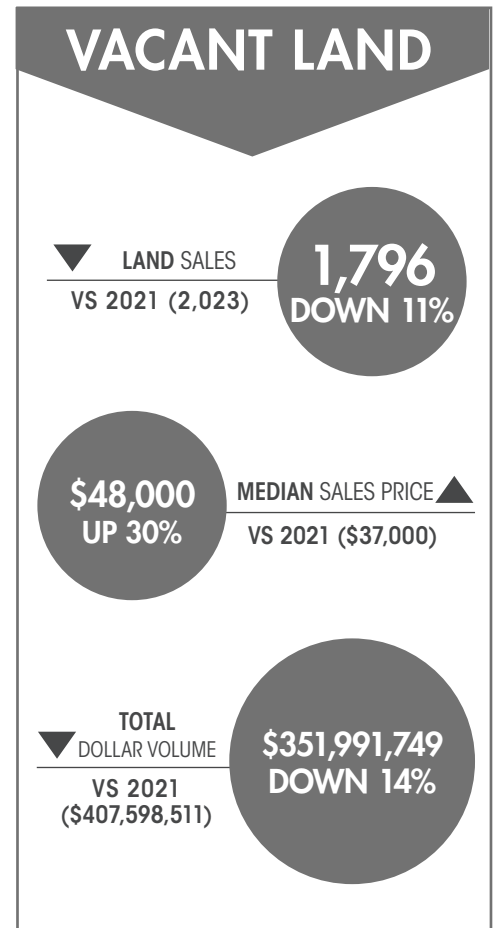
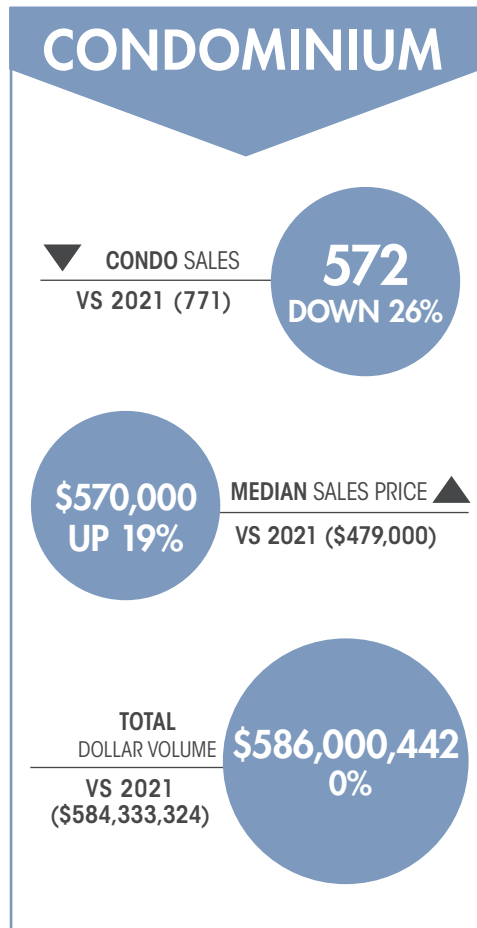
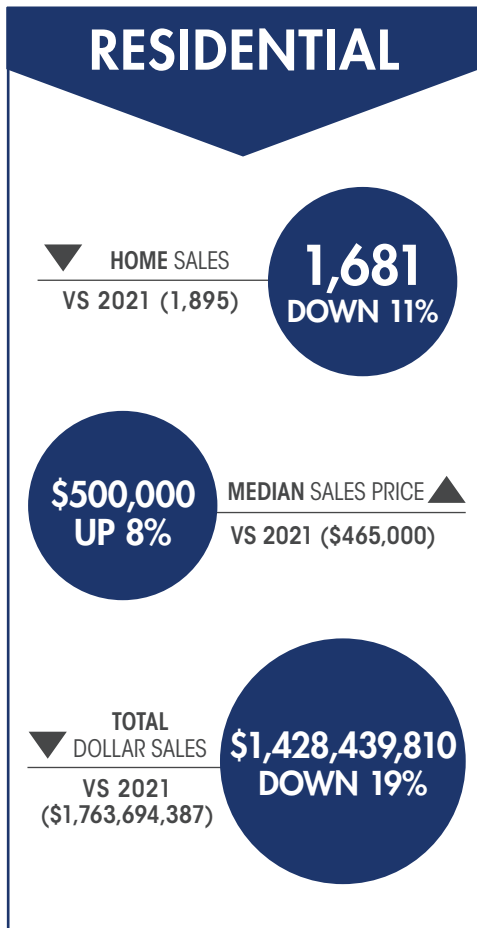
SOUTH HILO		
<b>HOMES</b>		
Number of Sales	207	-10%
Total Dollar Transactions	\$127,217,681	14%
<b>CONDOS</b>		
Number of Sales	73	33%
Total Dollar Transactions	\$17,347,265	79%
<b>LAND</b>		
Number of Sales	66	-6%
Total Dollar Transactions	\$24,489,005	-41%

SOUTH KONA		
<b>HOMES</b>		
Number of Sales	71	-14%
Total Dollar Transactions	\$72,212,010	9%
<b>CONDOS</b>		
Number of Sales	2	0%
Total Dollar Transactions	\$914,200	95%
<b>LAND</b>		
Number of Sales	87	-22%
Total Dollar Transactions	\$22,297,300	-9%

KAU		
<b>HOMES</b>		
Number of Sales	137	4%
Total Dollar Transactions	\$45,893,853	18%
<b>CONDOS</b>		
Number of Sales	5	25%
Total Dollar Transactions	\$1,399,000	105%
<b>LAND</b>		
Number of Sales	375	-1%
Total Dollar Transactions	\$25,866,611	129%

PUNA		
<b>HOMES</b>		
Number of Sales	717	3%
Total Dollar Transactions	\$277,356,360	29%
<b>CONDOS</b>		
Number of Sales	-	-
Total Dollar Transactions	-	-
<b>LAND</b>		
Number of Sales	1,061	-3%
Total Dollar Transactions	\$57,183,419	25%





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

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## 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://hnlidoc.ehawaii.gov/hnlidoc/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)

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**VONNIE D. RAZO** AVP | Escrow Officer  
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**KONA BRANCH** 75-1000 Henry St., Suite 202  
Kailua-Kona, HI 96740 | Office: 808-334-0202

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(808) 238-6977 | [Emilia.Carangelo@fnf.com](mailto:Emilia.Carangelo@fnf.com)

**CODY DAY** AVP | Sales Executive  
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**WAIKOLOA BRANCH** | 69-201 Waikoloa Beach Dr, Suite 2F13  
Waikoloa, HI 96738 | (808) 319-2740 | [www.FidelityHawaii.com](http://www.FidelityHawaii.com)



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>

**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>