

- Residential
- Condominiums
- Vacant Land

\*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.

	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE		
HOMES	46%		151	▼ -13%	\$1,200,000	▲	14%
CONDO	17%		122	▼ -9%	\$592,500	▼	-5%
LAND	37%		57	▲ 16%	\$700,000	▲	47%

DISTRICT	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME		
	2022	% Change	DISTRICT	2022	% Change
KOLOA	117	35%	HANALEI	\$238,548,087	32%
KAWAIHAU	80	24%	KOLOA	\$143,093,127	-11%
HANALEI	63	19%	KAWAIHAU	\$70,826,400	-6%
LIHUE	51	15%	LIHUE	\$37,161,118	50%
WAIMEA	19	6%	WAIMEA	\$9,325,850	2%
<b>TOTAL</b>	<b>330</b>	<b>-8%</b>	<b>TOTAL</b>	<b>\$498,954,582</b>	<b>11%</b>

% of Closed Sales by Districts through March 31, 2022

Number of Recorded transactions from March 1, 2022 - March 31, 2022

## KAUAI

YEAR-OVER-YEAR

**330**  
TOTAL NUMBER OF SALES  
2022

**357**  
TOTAL NUMBER OF SALES  
2021

-8%

**\$1,200,000**  
MEDIAN PRICE HOME

**\$592,500**  
MEDIAN PRICE CONDO

**\$700,000**  
MEDIAN PRICE LAND

14%

-5%

47%

**\$498,954,582**  
TOTAL DOLLAR VOLUME  
2022

**\$449,977,112**  
TOTAL DOLLAR VOLUME  
2021

11%

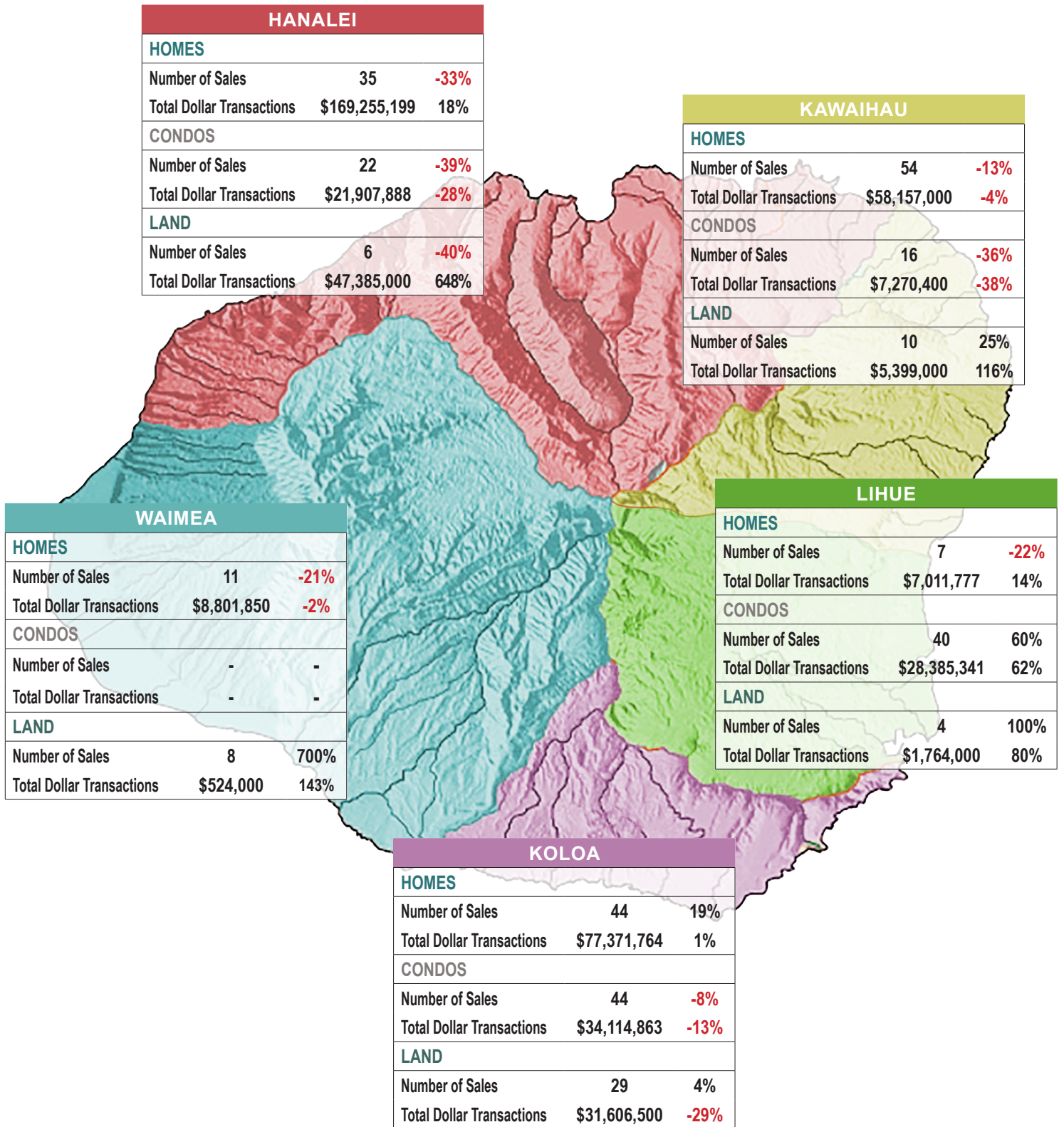
	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
<b>RESIDENTIAL</b>									
WAIMEA	11	14	-21%	\$699,000	\$482,500	45%	\$8,801,850	\$8,971,400	-2%
KOLOA	44	37	19%	\$1,234,375	\$1,225,000	1%	\$77,371,764	\$76,775,101	1%
LIHUE	7	9	-22%	\$837,777	\$700,000	20%	\$7,011,777	\$6,171,000	14%
KAWAIHAU	54	62	-13%	\$929,500	\$784,500	18%	\$58,157,000	\$60,867,694	-4%
HANAIEI	35	52	-33%	\$2,601,450	\$1,678,500	55%	\$169,255,199	\$143,700,000	18%
<b>TOTAL</b>	<b>151</b>	<b>174</b>	<b>-13%</b>	<b>\$1,200,000</b>	<b>\$1,055,500</b>	<b>14%</b>	<b>\$320,597,590</b>	<b>\$296,485,195</b>	<b>8%</b>

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
<b>CONDOMINIUM</b>									
WAIMEA	-	-	-	-	-	-	-	-	-
KOLOA	44	48	-8%	\$705,000	\$783,500	-10%	\$34,114,863	\$39,350,199	-13%
LIHUE	40	25	60%	\$487,450	\$360,000	35%	\$28,385,341	\$17,557,011	62%
KAWAIHAU	16	25	-36%	\$383,300	\$350,000	10%	\$7,270,400	\$11,748,000	-38%
HANAIEI	22	36	-39%	\$932,500	\$695,000	34%	\$21,907,888	\$30,496,690	-28%
<b>TOTAL</b>	<b>122</b>	<b>134</b>	<b>-9%</b>	<b>\$592,500</b>	<b>\$623,500</b>	<b>-5%</b>	<b>\$91,678,492</b>	<b>\$99,151,900</b>	<b>-8%</b>

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	% Change	2022	2021	% Change	2022	2021	% Change
<b>VACANT LAND</b>									
WAIMEA	8	1	700%	\$20,000	\$216,000	-91%	\$524,000	\$216,000	143%
KOLOA	29	28	4%	\$785,000	\$675,000	16%	\$31,606,500	\$44,317,767	-29%
LIHUE	4	2	100%	\$480,000	\$490,000	-2%	\$1,764,000	\$980,000	80%
KAWAIHAU	10	8	25%	\$585,000	\$323,000	81%	\$5,399,000	\$2,494,500	116%
HANAIEI	6	10	-40%	\$1,850,000	\$449,500	312%	\$47,385,000	\$6,331,750	648%
<b>TOTAL</b>	<b>57</b>	<b>49</b>	<b>16%</b>	<b>\$700,000</b>	<b>\$475,000</b>	<b>47%</b>	<b>\$86,678,500</b>	<b>\$54,340,017</b>	<b>60%</b>

\*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.





\*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.



RESIDENTIAL

▼ HOME SALES  
VS 2021 (174)

151  
DOWN 13%

\$1,200,000  
UP 14%

▲ MEDIAN SALES PRICE  
VS 2021 (\$1,055,500)

▲ TOTAL DOLLAR SALES  
VS 2021 (\$296,485,195)

\$320,597,590  
UP 8%

CONDOMINIUM

▼ CONDO SALES  
VS 2021 (134)

122  
DOWN 9%

\$592,500  
DOWN 5%

▼ MEDIAN SALES PRICE  
VS 2021 (\$623,500)

▼ TOTAL DOLLAR VOLUME  
VS 2021 (\$99,151,900)

\$91,678,492  
DOWN 8%

VACANT LAND

▲ LAND SALES  
VS 2021 (49)

57  
UP 16%

\$700,000  
UP 47%

▲ MEDIAN SALES PRICE  
VS 2021 (\$475,000)

▲ TOTAL DOLLAR VOLUME  
VS 2021 (\$54,340,017)

\$86,678,500  
UP 60%





# Conveyance Tax Law

## STATE OF HAWAII

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:

<b>BASIS AND RATE OF CONVEYANCE TAX</b>			
<b>CONSIDERATION PAID</b>		<b>Scale #1:</b>	<b>Scale #2:</b>
<b>At Least</b>	<b>But Less Than</b>	Applies to all transfers or conveyance of realty or any interest therein, except for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowners' 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

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# 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*	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
<b>THIRD PARTY FEES:</b>		
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

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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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\*FNT Internal Update November, 2018

**KAUAI Real Property Tax Rates**

For Fiscal Year: July 1, 2021 to June 30, 2022 Per \$1,000 of net taxable assessed valuation

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
Commercialized Home Use	\$5.05

**Kauai and Oahu 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

Resource:

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

**\*\*\* 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

**\*\*\* MAUI COUNTY**

CLASS	Net Taxable Building/Land Tax Rates-Per/\$1,000
Owner Occupied - Tier 1	\$2.41
Owner Occupied - Tier 2	\$2.51
Owner Occupied - Tier 3	\$2.71
Non-Owner Occupied - Tier 1	\$5.45
Non-Owner Occupied - Tier 2	\$6.05
Non-Owner Occupied - Tier 3	\$8.00
Apartment	\$5.55
Commercial	\$6.29
Industrial	\$7.20
Agricultural	\$5.94
Conservation	\$6.43
Hotel & Resort	\$11.75
Timeshare	\$14.60
Short-Term Rental - Tier 1	\$11.11
Short-Term Rental - Tier 2	\$11.15
Short-Term Rental - Tier 3	\$11.20
Commercialized Residential	\$4.40

**MAUI & 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

**MAUI COUNTY ONLY:**

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

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

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



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