

- Residential
- Condominiums
- Vacant Land


*Source: Realtor Association of Maui. Information deemed reliable, but not guaranteed.

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			MEDIAN DAYS ON MARKET
HOMES	32%	1,041	▲	38%	\$999,000	▲	29%	75
CONDO	58%	1,852	▲	100%	\$645,675	▲	14%	86
LAND	10%	325	▲	156%	\$700,000	▲	63%	158

DISTRICT	2021 VS 2020 YTD NUMBER OF UNITS			2021 VS 2020 YTD TOTAL DOLLAR VOLUME		
	2021	% Change		DISTRICT	2021	% Change
SOUTH	1,140	98%		SOUTH	\$1,549,050,493	150%
WEST	1,100	131%		WEST	\$1,445,201,819	165%
CENTRAL	435	17%		CENTRAL	\$313,890,408	39%
UPCOUNTRY	251	31%		UPCOUNTRY	\$284,673,257	69%
NORTH SHORE	148	23%		NORTH SHORE	\$232,807,519	109%
LANAI/MOLOKAI	117	95%		LANAI/MOLOKAI	\$64,806,519	140%
EAST	27	145%		EAST	\$20,583,000	119%
TOTAL	3,218	78%		TOTAL	\$3,911,013,015	129%

● % of Closed Sales by Districts through September 30, 2021

● Number of Recorded transactions from January 1, 2021 – September 30, 2021

 <p>RESIDENTIAL YEAR-OVER-YEAR</p>	<p>1,041 TOTAL NUMBER OF SALES 2021</p>	<p>38%</p>	<p>\$999,000 MEDIAN SALES PRICE 2021</p>	<p>29%</p>	<p>\$1,840,349,195 TOTAL DOLLAR VOLUME 2021</p>
	<p>753 TOTAL NUMBER OF SALES 2020</p>		<p>\$775,000 MEDIAN SALES PRICE 2020</p>		<p>\$820,683,946 TOTAL DOLLAR VOLUME 2020</p>

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	2	-	-	\$1,270,000	-	-	\$2,540,000	-	-
Kahului	101	83	22%	\$800,000	\$675,000	19%	\$82,892,100	\$56,648,770	46%
Wailuku	177	180	-2%	\$800,000	\$721,375	11%	\$151,384,719	\$130,987,053	16%
EAST									
Hana	8	3	167%	\$795,500	\$880,000	-10%	\$6,991,000	\$2,393,000	192%
Kaupo	-	1	-100%	-	\$230,500	-	-	\$230,500	-100%
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	1	-	-	\$425,000	-	-	\$425,000	-	-
Nahiku	-	1	-100%	-	\$795,000	-	-	\$795,000	-100%
NORTH SHORE									
Haiku	81	68	19%	\$1,249,000	\$867,000	44%	\$120,842,500	\$72,568,935	67%
Sprecks/Paia/Kuau	31	13	139%	\$1,525,000	\$899,900	70%	\$77,843,500	\$12,954,400	501%
SOUTH									
Kihei	148	108	37%	\$957,000	\$845,000	13%	\$254,645,167	\$114,967,753	122%
Maalaea	1	-	-	\$2,475,000	-	-	\$2,475,000	-	-
Maui Meadows	29	17	71%	\$1,565,000	\$1,230,000	27%	\$47,341,500	\$24,059,800	97%
Wailea/Makena	53	24	121%	\$3,800,000	\$2,765,000	37%	\$306,218,217	\$80,977,777	278%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	71	54	32%	\$1,225,000	\$952,500	29%	\$107,219,850	\$58,618,263	83%
Makawao/Olinda/Haliimaile	50	57	-12%	\$818,500	\$685,000	20%	\$47,436,104	\$46,642,300	2%
Pukalani	54	38	42%	\$899,000	\$776,500	16%	\$54,034,049	\$30,065,833	80%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	49	16	206%	\$2,387,000	\$1,950,000	22%	\$146,786,666	\$34,115,004	330%
Kapalua	25	7	257%	\$4,025,000	\$2,800,000	44%	\$121,947,500	\$34,620,000	252%
Lahaina	60	28	114%	\$2,340,000	\$1,366,375	71%	\$157,023,173	\$53,076,668	196%
Napili/Kahana/Honokowai	56	20	180%	\$1,132,000	\$1,095,000	3%	\$90,445,150	\$46,087,890	96%
Olowalu	3	1	200%	\$7,050,000	\$1,125,000	527%	\$20,650,000	\$1,125,000	1736%
LANAI - MOLOKAI									
Lanai	12	15	-20%	\$762,500	\$440,000	73%	\$15,754,000	\$10,605,500	49%
Molokai	29	19	53%	\$530,000	\$475,000	12%	\$25,454,000	\$9,144,500	178%
MAUI SUMMARY	1,041	753	38%	\$999,000	\$775,000	29%	\$1,840,349,195	\$820,683,946	124%

DISTRICT	2021	2020	% Change
CENTRAL	280	263	6%
SOUTH	231	149	55%
WEST	193	72	168%
UPCOUNTRY	175	149	17%
NORTH SHORE	112	81	38%
LANAI/MOLOKAI	41	34	21%
EAST	9	5	80%
TOTAL	1,041	753	38%

DISTRICT	2021	2020	% Change
SOUTH	\$610,679,884	\$220,005,330	178%
WEST	\$536,852,489	\$169,024,562	218%
CENTRAL	\$236,816,819	\$187,635,823	26%
UPCOUNTRY	\$208,690,003	\$135,326,396	54%
NORTH SHORE	\$198,686,000	\$85,523,335	132%
LANAI/MOLOKAI	\$41,208,000	\$19,750,000	109%
EAST	\$7,416,000	\$3,418,500	117%
TOTAL	\$1,840,349,195	\$820,683,946	124%

Source: Realtors Association of Maui - www.RAMaui.com

CONDOMINIUM
YEAR-OVER-YEAR

1,852
TOTAL NUMBER OF SALES
2021

928
TOTAL NUMBER OF SALES
2020

100%

\$645,675
MEDIAN SALES PRICE
2021

\$565,000
MEDIAN SALES PRICE
2020

14%

\$1,772,469,566
TOTAL DOLLAR VOLUME
2021

\$797,244,566
TOTAL DOLLAR VOLUME
2020

122%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	19	27	-30%	\$180,000	\$138,000	30%	\$4,506,500	\$4,243,200	6%
Wailuku	102	65	57%	\$426,000	\$395,000	8%	\$47,807,589	\$27,327,998	75%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	4	2	100%	\$602,500	\$461,500	31%	\$5,374,000	\$923,000	482%
SOUTH									
Kihei	588	300	96%	\$548,500	\$480,000	14%	\$371,835,597	\$178,039,005	109%
Maalaea	48	37	30%	\$479,500	\$449,000	7%	\$22,511,900	\$17,049,450	32%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	257	83	210%	\$1,450,000	\$1,413,750	3%	\$518,803,612	\$200,720,798	159%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	4	5	-20%	\$697,500	\$675,000	3%	\$2,875,000	\$3,582,000	-20%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	197	127	55%	\$950,000	\$1,200,000	-21%	\$257,682,150	\$181,824,031	42%
Kapalua	118	19	521%	\$1,172,500	\$1,115,000	5%	\$221,068,781	\$32,695,000	576%
Lahaina	125	108	16%	\$565,000	\$640,610	-12%	\$100,014,045	\$74,001,787	35%
Napili/Kahana/Honokowai	348	136	156%	\$532,500	\$483,750	10%	\$206,176,372	\$70,491,797	193%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	3	3	0%	\$1,500,000	\$850,000	77%	\$6,275,000	\$3,408,000	84%
Molokai	39	16	144%	\$168,420	\$180,000	-6%	\$7,539,020	\$2,938,500	157%
MAUI SUMMARY	1,852	928	100%	\$645,675	\$565,000	14%	\$1,772,469,566	\$797,244,566	122%

SEPTEMBER 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	893	420	113%
WEST	788	390	102%
CENTRAL	121	92	32%
LANAI/MOLOKAI	42	19	121%
NORTH SHORE	4	2	100%
UPCOUNTRY	4	5	-20%
EAST	-	-	-
TOTAL	1,852	928	100%

SEPTEMBER 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$913,151,109	\$395,809,253	131%
WEST	\$784,941,348	\$359,012,615	119%
CENTRAL	\$52,314,089	\$31,571,198	66%
LANAI/MOLOKAI	\$13,814,020	\$6,346,500	118%
NORTH SHORE	\$5,374,000	\$923,000	482%
UPCOUNTRY	\$2,875,000	\$3,582,000	-20%
EAST	-	-	-
TOTAL	\$1,772,469,566	\$797,244,566	122%

Source: Realtors Association of Maui - www.RAMaui.com

VACANT LAND
YEAR-OVER-YEAR

325
TOTAL NUMBER OF SALES
2021

127
TOTAL NUMBER OF SALES
2020

156%

\$700,000
MEDIAN SALES PRICE
2021

\$430,000
MEDIAN SALES PRICE
2020

63%

\$298,194,254
TOTAL DOLLAR VOLUME
2021

\$90,325,512
TOTAL DOLLAR VOLUME
2020

230%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	2	4	-50%	\$395,000	\$433,750	-9%	\$790,000	\$1,740,000	-55%
Kahului	-	1	-100%	-	\$225,000	-	-	\$225,000	-100%
Wailuku	32	13	146%	\$643,864	\$358,000	80%	\$23,969,500	\$5,441,000	341%
EAST									
Hana	14	6	133%	\$475,000	\$687,000	-31%	\$11,594,000	\$5,959,000	95%
Kaupo	2	-	-	\$462,500	-	-	\$925,000	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	2	-	-	\$324,000	-	-	\$648,000	-	-
NORTH SHORE									
Haiku	31	35	-11%	\$600,000	\$440,000	36%	\$27,182,519	\$20,458,087	33%
Sprecks/Paia/Kuau	1	2	-50%	\$1,565,000	\$2,275,000	-31%	\$1,565,000	\$4,550,000	-66%
SOUTH									
Kihei	3	3	0%	\$657,500	\$330,000	99%	\$1,834,500	\$1,570,000	17%
Maalaea	1	-	-	\$1,100,000	-	-	\$1,100,000	-	-
Maui Meadows	1	1	0%	\$500,000	\$455,000	10%	\$500,000	\$455,000	10%
Wailea/Makena	11	3	267%	\$1,550,000	\$705,000	120%	\$21,785,000	\$1,910,000	1041%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	40	29	38%	\$922,793	\$500,000	85%	\$39,938,320	\$24,536,850	63%
Makawao/Olinda/Haliimaile	24	5	380%	\$505,000	\$430,000	17%	\$29,442,934	\$3,083,000	855%
Pukalani	8	4	100%	\$432,500	\$397,500	9%	\$3,727,000	\$1,605,000	132%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	49	5	880%	\$600,000	\$370,000	62%	\$33,265,007	\$2,278,575	1360%
Kapalua	48	6	700%	\$937,500	\$825,000	14%	\$52,220,000	\$12,150,000	330%
Lahaina	14	3	367%	\$1,100,000	\$1,504,500	-27%	\$18,646,000	\$3,429,500	444%
Napili/Kahana/Honokowai	3	-	-	\$409,700	-	-	\$1,276,975	-	-
Olowalu	5	-	-	\$3,600,000	-	-	\$18,000,000	-	-
LANAI - MOLOKAI									
Lanai	4	-	-	\$1,175,000	-	-	\$4,795,000	-	-
Molokai	30	7	329%	\$130,000	\$110,000	18%	\$4,989,499	\$934,500	434%
MAUI SUMMARY	325	127	156%	\$700,000	\$430,000	63%	\$298,194,254	\$90,325,512	230%

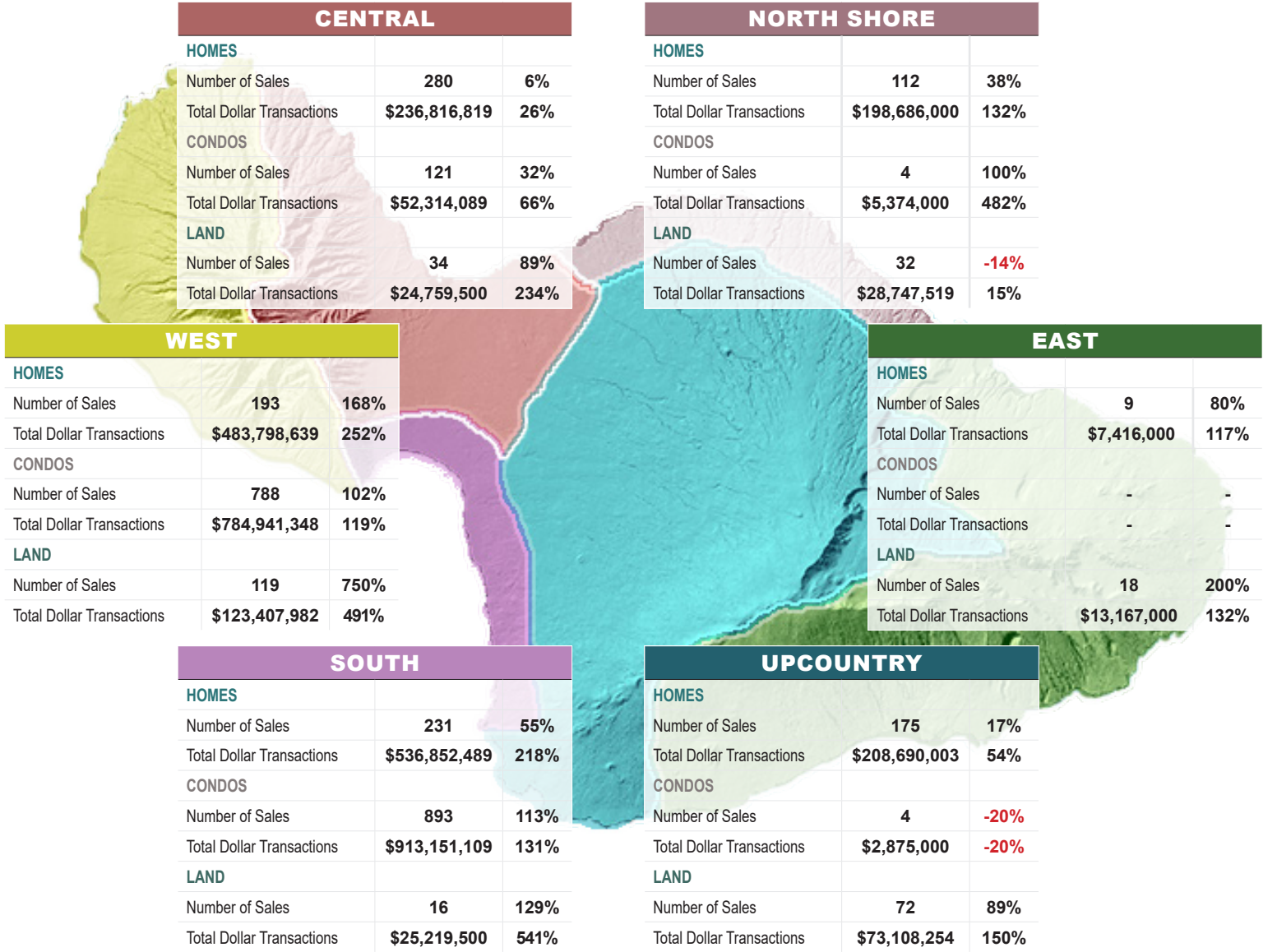
SEPTEMBER 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
WEST	119	14	750%
UPCOUNTRY	72	38	89%
CENTRAL	34	18	89%
LANAI/MOLOKAI	34	7	386%
NORTH SHORE	32	37	-14%
EAST	18	6	200%
SOUTH	16	7	129%
TOTAL	325	127	156%

SEPTEMBER 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
UPCOUNTRY	\$73,108,254	\$29,224,850	150%
NORTH SHORE	\$28,747,519	\$25,008,087	15%
WEST	\$123,407,982	\$17,858,075	491%
CENTRAL	\$24,759,500	\$7,406,000	234%
EAST	\$13,167,000	\$5,959,000	121%
SOUTH	\$25,219,500	\$3,935,000	541%
LANAI/MOLOKAI	\$9,784,499	\$934,500	1047%
TOTAL	\$298,194,254	\$90,325,512	230%

Source: Realtors Association of Maui - www.RAMaui.com



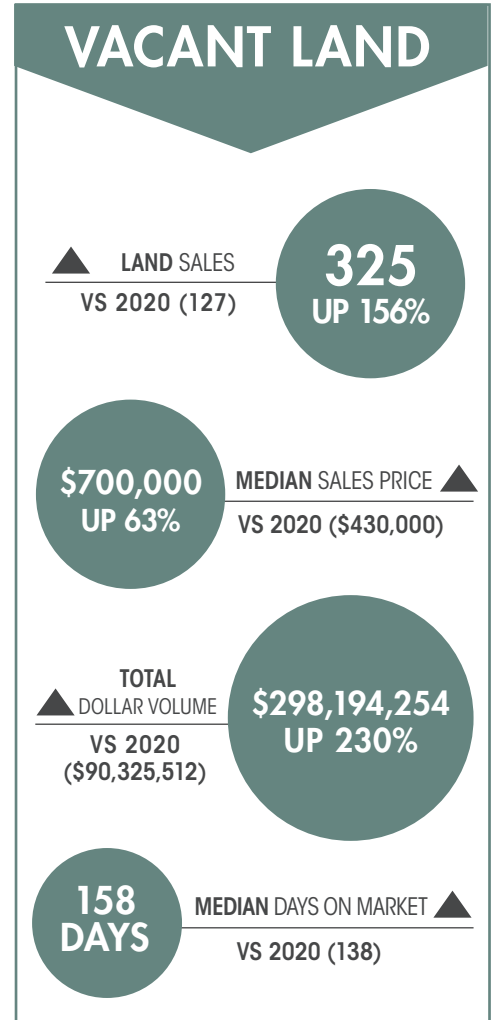
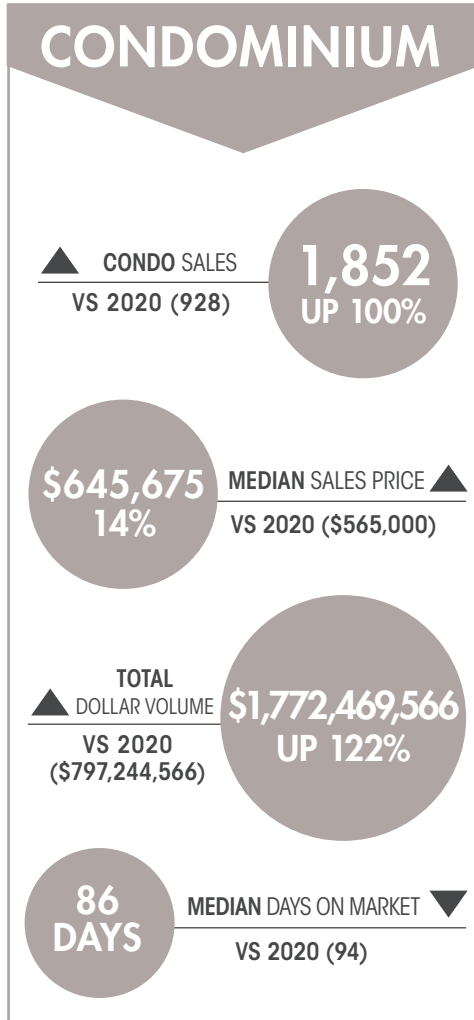
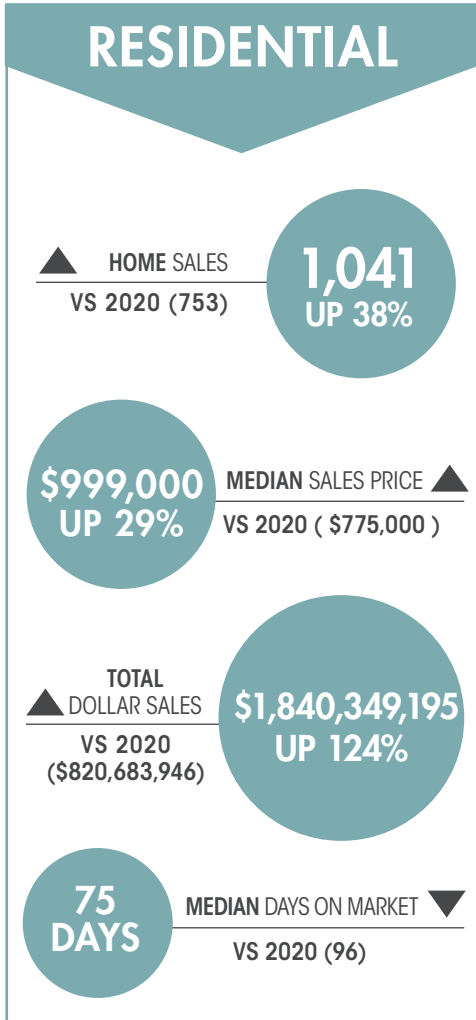
- CENTRAL**
Kahakuloa, Kahului, Wailuku
- SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- EAST**
Hana, Kaupo, Kipahulu, Nahiku
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- NORTH SHORE**
Haiku, Sprecklesville/Paia/Kuau
- WEST**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai, Olowalu

Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$306,218,217
Kihei	\$254,645,167
Lahaina	\$157,023,173
Wailuku	\$151,384,719
Kaanapali	\$146,786,666
Kapalua	\$121,947,500
Haiku	\$120,842,500
Kula/Ulupalakua/Kanaio	\$107,219,850
Napili/Kahana/Honokowai	\$90,445,150
Kahului	\$82,892,100

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$518,803,612
Kihei	\$371,835,597
Kaanapali	\$257,682,150
Kapalua	\$221,068,781
Napili/Kahana/Honokowai	\$206,176,372
Lahaina	\$100,014,045
Wailuku	\$47,807,589
Maalaea	\$22,511,900
Molokai	\$7,539,020
Lanai	\$6,275,000

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kapalua	\$52,220,000
Kula/Ulupalakua/Kanaio	\$39,938,320
Kaanapali	\$33,265,007
Makawao/Olinda/Haliimaile	\$29,442,934
Haiku	\$27,182,519
Wailuku	\$23,969,500
Wailea/Makena	\$21,785,000
Lahaina	\$18,646,000
Olowalu	\$18,000,000
Hana	\$11,594,000



Source: Realtors Association of Maui – www.RAMaui.com

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

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

MAUI COUNTY Real Property Tax Rates

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

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

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

Tier 1 Up to \$800,000

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

Tier 3 Over \$1,500,000

*****NOTE:** Depending on the classification, if assessed value is over \$800k it will trigger more than 1 Tier. Example: For a \$3M assessment. \$800K would be Tier 1, \$700K would be Tier 2, balance of \$1.5M would be Tier 3, (The total of Tier 1 + Tier 2 cannot exceed \$1.5M - Balance of assessed value goes into Tier 3)

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

***** 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 Rates Per/\$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

***** KAUAI COUNTY**

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Agriculture	\$6.75
Commercial	\$8.10
Commercial Home Use	\$5.05
Conservation	\$6.75
Homestead	\$3.05
Hotel/Resort	\$10.85
Industrial	\$8.10
Residential	\$6.05
Residential Investor	\$9.40
Vacation Rental	\$9.85

*****Kauai and Oahu 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



Rose Bento | Debra Cabradilla | Mary Jo Cabral | Reta Chin | Wendy Gomes | Rhonda Kanamu | Deni Kawauchi | Tori Lapolla | Kosei Nagata | Mercy Palmer | Trisha Spencer-Kitayama

8 Experienced Officers | 2 Sales Executives | 258 Years of Combined Experience

Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404