

- 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	38%	264	▲ 11%	\$1,300,000	▲ 13%	84
CONDO	51%	358	▲ 8%	\$880,000	▲ 7%	69
LAND	11%	73	▲ 18%	\$1,112,500	▲ 78%	93

DISTRICT	2024 VS 2023 YTD NUMBER OF UNITS		2024 VS 2023 YTD TOTAL DOLLAR VOLUME		
	2024	% Change	DISTRICT	2024	% Change
SOUTH	288	23%	SOUTH	\$645,814,938	60%
WEST	154	1%	WEST	\$215,109,967	-17%
CENTRAL	119	-6%	CENTRAL	\$117,432,157	9%
UPCOUNTRY	60	15%	UPCOUNTRY	\$81,590,500	23%
NORTH SHORE	38	19%	NORTH SHORE	\$79,624,000	74%
LANAI/MOLOKAI	28	0%	LANAI/MOLOKAI	\$17,768,950	37%
EAST	8	33%	EAST	\$7,413,000	118%
TOTAL	695	10%	TOTAL	\$1,164,753,512	29%

- % of Closed Sales by Districts through April 30, 2024
- Number of Recorded transactions from January 1, 2024 - April 30, 2024

RESIDENTIAL
YEAR-OVER-YEAR

264
TOTAL NUMBER OF SALES
2024

238
TOTAL NUMBER OF SALES
2023

11%

\$1,300,000
MEDIAN SALES PRICE
2024

\$1,147,500
MEDIAN SALES PRICE
2023

13%

\$470,012,529
TOTAL DOLLAR VOLUME
2024

\$442,945,162
TOTAL DOLLAR VOLUME
2023

6%

Number of Sales

Median Sales Price

Total Dollar Volume

	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	1	-	-	\$1,415,000	-	-	\$1,415,000	-	-
Kahului	27	32	-16%	\$1,150,000	\$948,000	21%	\$32,196,620	\$31,577,255	2%
Wailuku	53	50	6%	\$1,260,000	\$982,500	28%	\$64,078,037	\$52,659,504	22%
EAST									
Hana	3	-	-	\$1,125,000	-	-	\$3,268,000	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	20	18	11%	\$1,425,000	\$1,405,000	1%	\$39,788,000	\$31,204,460	28%
Sprecks/Paia/Kuau	9	2	350%	\$3,100,000	\$1,701,802	82%	\$32,532,000	\$3,403,603	856%
SOUTH									
Kihei	39	40	-3%	\$1,300,000	\$1,085,000	20%	\$58,567,500	\$47,195,700	24%
Maalaea	1	-	-	\$2,933,006	-	-	\$2,933,006	-	-
Maui Meadows	5	7	-29%	\$2,200,000	\$2,880,000	-24%	\$11,510,000	\$16,574,000	-31%
Wailea/Makena	13	9	44%	\$4,700,000	\$5,800,000	-19%	\$80,037,950	\$87,806,491	-9%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	14	15	-7%	\$1,312,500	\$1,300,000	1%	\$23,007,775	\$20,030,000	15%
Makawao/Olinda/Haliimaile	30	13	131%	\$1,090,000	\$989,000	10%	\$44,026,725	\$17,274,892	155%
Pukalani	5	10	-50%	\$905,000	\$1,075,000	-16%	\$5,825,000	\$11,593,000	-50%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	4	4	0%	\$2,650,000	\$4,975,000	-47%	\$10,550,000	\$33,150,000	-68%
Kapalua	1	2	-50%	\$3,150,000	\$4,962,500	-37%	\$3,150,000	\$9,925,000	-68%
Lahaina	10	15	-33%	\$3,041,000	\$2,100,000	45%	\$28,305,250	\$59,723,758	-53%
Napili/Kahana/Honokowai	12	9	33%	\$1,652,500	\$1,462,500	13%	\$18,577,216	\$12,357,499	50%
Olowalu	-	1	-100%	-	\$2,100,000	-	-	\$2,100,000	-100%
LANAI - MOLOKAI									
Lanai	3	3	0%	\$745,000	\$740,000	1%	\$2,300,000	\$2,210,000	4%
Molokai	14	8	75%	\$448,500	\$365,000	23%	\$7,944,450	\$4,160,000	91%
MAUI SUMMARY	264	238	11%	\$1,300,000	\$1,147,500	13%	\$470,012,529	\$442,945,162	6%

APRIL 2024 YTD NUMBER OF SALES

APRIL 2024 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2024	2023	% Change
CENTRAL	81	82	-1%
SOUTH	58	56	4%
UPCOUNTRY	49	38	29%
NORTH SHORE	29	20	45%
WEST	27	31	-13%
LANAI/MOLOKAI	17	11	55%
EAST	3	-	-
TOTAL	264	238	11%

DISTRICT	2024	2023	% Change
SOUTH	\$153,048,456	\$151,576,191	1%
CENTRAL	\$97,689,657	\$84,236,759	16%
UPCOUNTRY	\$72,859,500	\$48,897,892	49%
NORTH SHORE	\$72,320,000	\$34,608,063	109%
WEST	\$60,582,466	\$117,256,257	-48%
LANAI/MOLOKAI	\$10,244,450	\$6,370,000	61%
EAST	\$3,268,000	-	-
TOTAL	\$470,012,529	\$442,945,162	6%

CONDOMINIUM
YEAR-OVER-YEAR

358
TOTAL NUMBER OF SALES
2024

333
TOTAL NUMBER OF SALES
2023

8%

\$880,000
MEDIAN SALES PRICE
2024

\$820,000
MEDIAN SALES PRICE
2023

7%

\$518,212,482
TOTAL DOLLAR VOLUME
2024

\$388,662,864
TOTAL DOLLAR VOLUME
2023

33%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	13	7	86%	\$251,000	\$275,000	-9%	\$3,508,500	\$1,803,000	95%
Wailuku	22	19	16%	\$610,000	\$537,000	14%	\$13,428,000	\$10,234,000	31%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	1	-	-	\$838,500	-	-	\$838,500	-	-
SOUTH									
Kihei	135	134	1%	\$800,000	\$800,000	0%	\$129,384,733	\$117,042,737	11%
Maalaea	10	16	-38%	\$972,500	\$719,000	35%	\$9,237,000	\$11,623,500	-21%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	57	27	111%	\$2,731,550	\$2,300,000	19%	\$217,029,749	\$114,737,627	89%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	3	2	50%	\$969,000	\$864,500	12%	\$2,920,000	\$1,729,000	69%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	37	20	85%	\$1,550,000	\$1,784,500	-13%	\$61,912,250	\$36,203,000	71%
Kapalua	7	11	-36%	\$2,795,000	\$1,675,000	67%	\$25,397,000	\$19,134,000	33%
Lahaina	1	30	-97%	\$95,000	\$870,750	-89%	\$95,000	\$30,708,500	-100%
Napili/Kahana/Honokowai	64	53	21%	\$687,500	\$710,000	-3%	\$47,557,250	\$39,442,000	21%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	2	1	100%	\$2,727,500	\$1,650,000	65%	\$5,455,000	\$1,650,000	231%
Molokai	6	13	-54%	\$267,250	\$350,000	-24%	\$1,449,500	\$4,355,500	-67%
MAUI SUMMARY	358	333	8%	\$880,000	\$820,000	7%	\$518,212,482	\$388,662,864	33%

APRIL 2024 YTD NUMBER OF SALES

DISTRICT	2024	2023	% Change
SOUTH	202	177	14%
WEST	109	114	-4%
CENTRAL	35	26	35%
LANAI/MOLOKAI	8	14	-43%
UPCOUNTRY	3	2	50%
NORTH SHORE	1	-	-
EAST	-	-	-
TOTAL	358	333	8%

APRIL 2024 YTD TOTAL DOLLAR VOLUME

DISTRICT	2024	2023	% Change
SOUTH	\$355,651,482	\$243,403,864	46%
WEST	\$134,961,500	\$125,487,500	8%
CENTRAL	\$16,936,500	\$12,037,000	41%
LANAI/MOLOKAI	\$6,904,500	\$6,005,500	15%
UPCOUNTRY	\$2,920,000	\$1,729,000	69%
NORTH SHORE	\$838,500	-	-
EAST	-	-	-
TOTAL	\$518,212,482	\$388,662,864	33%

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



VACANT LAND
YEAR-OVER-YEAR

73
TOTAL NUMBER OF SALES
2024

62
TOTAL NUMBER OF SALES
2023

18%

\$1,112,500
MEDIAN SALES PRICE
2024

\$625,000
MEDIAN SALES PRICE
2023

78%

\$176,528,501
TOTAL DOLLAR VOLUME
2024

\$68,704,265
TOTAL DOLLAR VOLUME
2023

157%

Number of Sales

Median Sales Price

Total Dollar Volume

	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	3	19	-84%	\$649,000	\$550,000	18%	\$2,806,000	\$11,274,000	-75%
EAST									
Hana	3	6	-50%	\$385,000	\$582,500	-34%	\$2,850,000	\$3,395,000	-16%
Kaupo	1	-	-	\$630,000	-	-	\$630,000	-	-
Keanae	1	-	-	\$665,000	-	-	\$665,000	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	7	12	-42%	\$445,500	\$765,000	-42%	\$4,115,500	\$11,275,765	-64%
Sprecks/Paia/Kuau	1	-	-	\$2,350,000	-	-	\$2,350,000	-	-
SOUTH									
Kihei	1	-	-	\$865,000	-	-	\$865,000	-	-
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	27	2	1250%	\$4,500,000	\$4,250,000	6%	\$136,250,000	\$8,500,000	1503%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	5	8	-38%	\$700,000	\$1,275,000	-45%	\$3,277,000	\$11,755,500	-72%
Makawao/Olinda/Haliimaile	1	4	-75%	\$1,550,000	\$950,000	63%	\$1,550,000	\$3,950,000	-61%
Pukalani	2	-	-	\$492,000	-	-	\$984,000	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	3	5	-40%	\$1,075,000	\$940,000	14%	\$2,865,000	\$13,641,000	-79%
Kapalua	2	1	100%	\$1,700,000	\$1,525,000	12%	\$3,125,000	\$1,525,000	105%
Lahaina	12	1	1100%	\$862,501	\$2,000,000	-57%	\$9,376,001	\$2,000,000	369%
Napili/Kahana/Honokowai	1	-	-	\$4,200,000	-	-	\$4,200,000	-	-
Olowalu	-	1	-100%	-	\$780,000	-	-	\$780,000	-100%
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	3	3	0%	\$67,500	\$225,000	-70%	\$620,000	\$608,000	2%
MAUI SUMMARY	73	62	18%	\$1,112,500	\$625,000	78%	\$176,528,501	\$68,704,265	157%

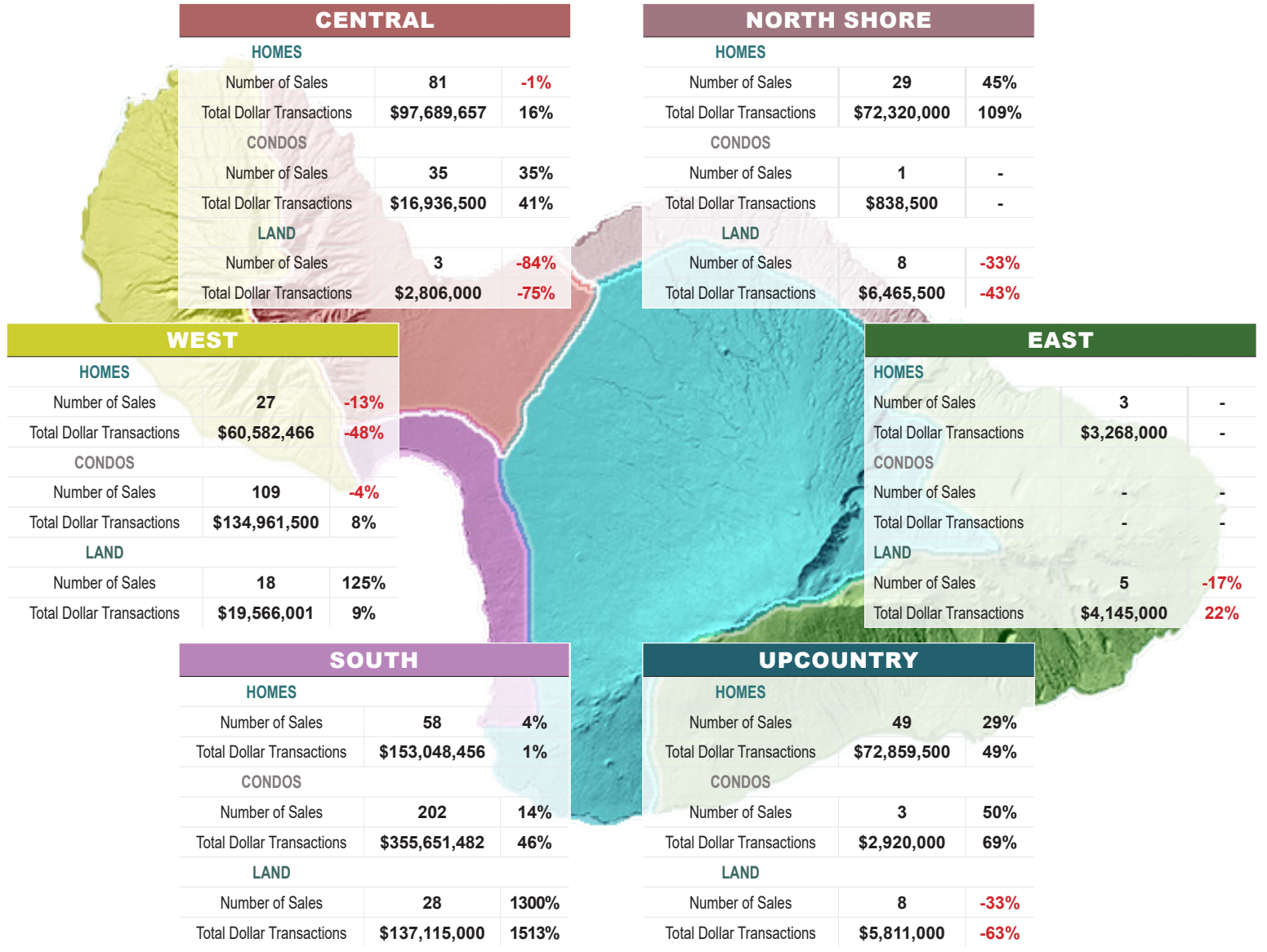
APRIL 2024 YTD NUMBER OF SALES

APRIL 2024 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2024	2023	% Change
SOUTH	28	2	1300%
WEST	18	8	125%
NORTH SHORE	8	12	-33%
UPCOUNTRY	8	12	-33%
EAST	5	6	-17%
CENTRAL	3	19	-84%
LANAI/MOLOKAI	3	3	0%
TOTAL	73	62	18%

DISTRICT	2024	2023	% Change
SOUTH	\$137,115,000	\$8,500,000	1513%
WEST	\$19,566,001	\$17,946,000	9%
NORTH SHORE	\$6,465,500	\$11,275,765	-43%
UPCOUNTRY	\$5,811,000	\$15,705,500	-63%
EAST	\$4,145,000	\$3,395,000	22%
CENTRAL	\$2,806,000	\$11,274,000	-75%
LANAI/MOLOKAI	\$620,000	\$608,000	2%
TOTAL	\$176,528,501	\$68,704,265	157%



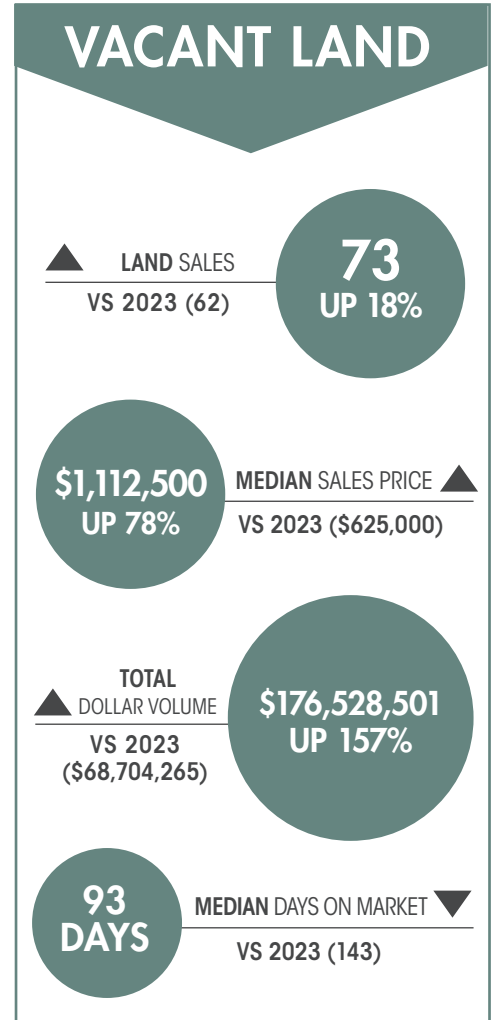
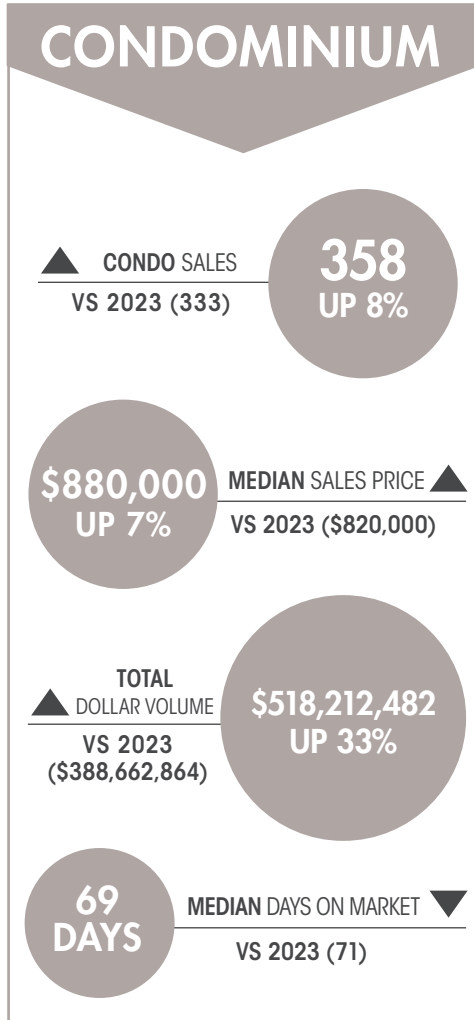
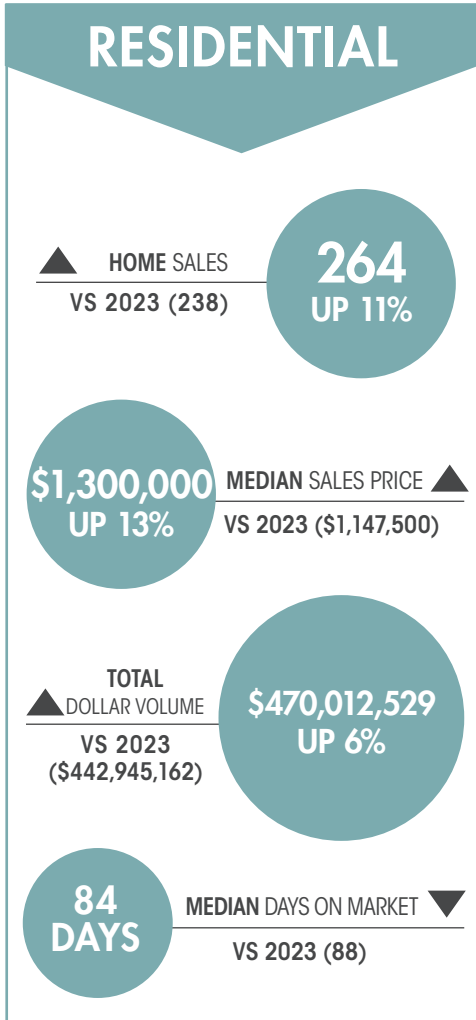
- CENTRAL**
Kahakuloa, Kahului, Wailuku
- SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- EAST**
Hana, Kaupo, Kipahulu, Nahiku
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- NORTH SHORE**
Haiku, Spreckelsville/Paia/Kuau
- WEST**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai,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

Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$80,037,950
Wailuku	\$64,078,037
Kihei	\$58,567,500
Makawao/Olinda/Haliimaile	\$44,026,725
Haiku	\$39,788,000
Spreckelsville/Paia/Kuau	\$32,532,000
Kahului	\$32,196,620
Lahaina	\$28,305,250
Kula/Ulupalakua/Kanaio	\$23,007,775
Napili/Kahana/Honokowai	\$18,577,216

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$217,029,749
Kihei	\$129,384,733
Kaanapali	\$61,912,250
Napili/Kahana/Honokowai	\$47,557,250
Kapalua	\$25,397,000
Wailuku	\$13,428,000
Maalaea	\$9,237,000
Lanai	\$5,455,000
Kahului	\$3,508,500
Pukalani	\$2,920,000

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$136,250,000
Lahaina	\$9,376,001
Napili/Kahana/Honokowai	\$4,200,000
Haiku	\$4,115,500
Kula/Ulupalakua/Kanaio	\$3,277,000
Kapalua	\$3,125,000
Kaanapali	\$2,865,000
Hana	\$2,850,000
Wailuku	\$2,806,000
Spreckelsville/Paia/Kuau	\$2,350,000



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 FIRPTA.

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 July, 2018

STATE OF HAWAII | ALL COUNTIES
REAL PROPERTY TAX
FISCAL YEAR JULY 1, 2023 TO JUNE 30, 2024

Honolulu County

CLASS	Taxable Building per/\$1,000
Residential Principal Residence	\$3.50
Hotel and resort	\$13.90
Commercial	\$12.40
Industrial	\$12.40
Agricultural	\$5.70
Preservation	\$5.70
Public service	\$0.00
Vacant agricultural	\$ 8.50
Residential A - Tier 1 <small>Tax rate applied to the net taxable value of the property up to \$1,000,000.</small>	\$4.50
Residential A - Tier 2 <small>Tax rate applied to the net taxable value of the property in excess of \$1,000,000.</small>	\$10.50
Bed and breakfast home	\$6.50

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due
Sep 30, 2023 Deadline for filing exemption claims & ownership documents
Feb 20, 2024 2nd half of fiscal year tax payment due

For More Information Visit: www.realpropertyhonolulu.com

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, 2023 1st half of fiscal year tax payment due
Dec 31, 2023 Deadline for filing exemption claims & ownership documents for August 20th real prop taxes the following year
Feb 20, 2024 2nd half of fiscal year tax payment due
June 30, 2024 Deadline for filing exemption claims & ownership documents for February 20th real prop taxes the following year

CENTRAL 808-893-0556
UPCOUNTRY 808-573-0110
WEST MAUI 808-661-4960
SOUTH MAUI 808-891-2404

Maui County

2023-2024

CLASS	All rates are per \$1,000 of net taxable assessed valuation
Owner-Occupied	
Tier 1, Up to \$1 Million	\$1.90
Tier 2, \$1,000,001 to \$3 Million	\$2.00
Tier 3, More Than \$3 Million	\$2.75
Non-Owner-Occupied	
Tier 1, Up to \$1 Million	\$5.85
Tier 2, \$1,000,001 to \$4.5 Million	\$8.00
Tier 3, More Than \$4.5 Million	\$12.50
Apartment	\$3.50
Hotel And Resort	\$11.75
Time Share	\$14.60
Transient Vacation Rental/Short-Term Rental Home	\$11.85
Long-Term Rental	
Tier 1, Up to \$1 Million	\$3.00
Tier 2, \$1,000,001 to \$3 Million	\$5.00
Tier 3, More Than \$3 Million	\$8.00
Agricultural	\$5.74
Conservation	\$6.43
Commercial	\$6.05
Industrial	\$7.05
Commercialized Residential	\$4.40

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due
Dec 31, 2023 Deadline for filing exemption claims & ownership documents
Feb 20, 2024 2nd half of fiscal year tax payment due

For Info On Classifications Visit: www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes

Kauai County

CLASS	Tax Rate per/\$1,000
Homestead	\$2.59
Residential	\$5.45
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

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due
Sep 30, 2023 Deadline for filing exemption claims & ownership documents
Feb 20, 2024 2nd half of fiscal year tax payment due

For more information visit: www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax/Assessment

