

- 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	34%	92	▲	-9%	\$1,157,500	▲	18%	82
CONDO	58%	155	▲	35%	\$707,500	▲	26%	67
LAND	8%	21	—	0%	\$777,000	▲	45%	129

DISTRICT	2022 VS 2021 YTD NUMBER OF UNITS			2022 VS 2021 YTD TOTAL DOLLAR VOLUME		
	2022	% Change		DISTRICT	2022	% Change
SOUTH	106	19%		SOUTH	\$127,385,700	24%
WEST	75	1%		WEST	\$117,072,000	36%
CENTRAL	40	38%		UPCOUNTRY	\$30,289,316	77%
UPCOUNTRY	25	25%		CENTRAL	\$28,349,969	48%
NORTH SHORE	11	-15%		NORTH SHORE	\$16,496,100	-37%
LANAI/MOLOKAI	8	-20%		EAST	\$3,975,000	117%
EAST	3	50%		LANAI/MOLOKAI	\$2,215,000	-23%
TOTAL	268	13%		TOTAL	\$325,783,085	27%

% of Closed Sales by Districts through January 31, 2022

Number of Recorded transactions from January 1, 2022 – January 31, 2022

RESIDENTIAL
YEAR-OVER-YEAR

92
TOTAL NUMBER OF SALES
2022

101
TOTAL NUMBER OF SALES
2021

9%

\$1,157,500
MEDIAN SALES PRICE
2022

\$980,000
MEDIAN SALES PRICE
2021

18%

\$154,066,185
TOTAL DOLLAR VOLUME
2022

\$152,365,355
TOTAL DOLLAR VOLUME
2021

1%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	%Change	2022	2021	%Change	2022	2021	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	10	8	25%	\$857,000	\$820,000	5%	\$8,139,000	\$6,443,000	26%
Wailuku	15	12	25%	\$845,650	\$730,000	16%	\$13,520,969	\$8,751,355	55%
EAST									
Hana	1	1	0%	\$2,800,000	\$1,250,000	124%	\$2,800,000	\$1,250,000	124%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	7	7	0%	\$1,063,500	\$1,075,000	-1%	\$8,816,100	\$8,803,000	0%
Sprecks/Paia/Kuau	2	4	-50%	\$2,630,000	\$2,546,000	3%	\$5,260,000	\$15,980,000	-67%
SOUTH									
Kihei	14	23	-39%	\$1,272,500	\$999,000	27%	\$19,850,000	\$23,660,000	-16%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	5	2	150%	\$1,995,000	\$1,377,500	45%	\$10,188,800	\$2,755,000	270%
Wailea/Makena	5	6	-17%	\$3,295,000	\$4,618,750	-29%	\$24,660,000	\$28,806,500	-14%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	4	7	-43%	\$2,223,500	\$1,095,000	103%	\$9,807,000	\$8,036,000	22%
Makawao/Olinda/Haliimaile	13	4	225%	\$870,000	\$408,750	113%	\$13,200,316	\$1,867,500	607%
Pukalani	3	4	-25%	\$750,000	\$836,500	-10%	\$3,120,000	\$3,753,000	-17%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	2	3	-33%	\$2,800,000	\$1,950,000	44%	\$5,600,000	\$5,850,000	-4%
Kapalua	2	2	0%	\$4,087,500	\$2,700,000	51%	\$8,175,000	\$5,400,000	51%
Lahaina	5	4	25%	\$2,225,000	\$1,733,000	28%	\$12,285,000	\$7,706,000	59%
Napili/Kahana/Honokowai	3	6	-50%	\$1,699,000	\$1,175,000	45%	\$8,198,000	\$12,694,000	-35%
Olowalu	-	1	-100%	-	\$8,200,000	-	-	\$8,200,000	-100%
LANAI - MOLOKAI									
Lanai	-	1	-100%	-	\$700,000	-	-	\$700,000	-100%
Molokai	1	6	-83%	\$446,000	\$262,500	70%	\$446,000	\$1,710,000	-74%
MAUI SUMMARY	92	101	-9%	\$1,157,500	\$980,000	18%	\$154,066,185	\$152,365,355	1%

JANUARY 2022 YTD NUMBER OF SALES

DISTRICT	2022	2021	% Change
CENTRAL	25	20	25%
SOUTH	24	31	-23%
UPCOUNTRY	20	15	33%
WEST	12	16	-25%
NORTH SHORE	9	11	-18%
EAST	1	1	0%
LANAI/MOLOKAI	1	7	-86%
TOTAL	92	101	-9%

JANUARY 2022 YTD TOTAL DOLLAR VOLUME

DISTRICT	2022	2021	% Change
SOUTH	\$54,698,800	\$55,221,500	-1%
WEST	\$34,258,000	\$39,850,000	-14%
UPCOUNTRY	\$26,127,316	\$13,656,500	91%
CENTRAL	\$21,659,969	\$15,194,355	43%
NORTH SHORE	\$14,076,100	\$24,783,000	-43%
EAST	\$2,800,000	\$1,250,000	124%
LANAI/MOLOKAI	\$446,000	\$2,410,000	-81%
TOTAL	\$154,066,185	\$152,365,355	1%

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

CONDOMINIUM
YEAR-OVER-YEAR

155
TOTAL NUMBER OF SALES
2022

115
TOTAL NUMBER OF SALES
2021

35%

\$707,500
MEDIAN SALES PRICE
2022

\$560,000
MEDIAN SALES PRICE
2021

26%

\$151,878,400
TOTAL DOLLAR VOLUME
2022

\$91,475,575
TOTAL DOLLAR VOLUME
2021

66%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	%Change	2022	2021	%Change	2022	2021	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	4	2	100%	\$155,500	\$159,000	-2%	\$647,000	\$318,000	104%
Wailuku	9	5	80%	\$756,000	\$524,000	44%	\$5,543,000	\$2,617,000	112%
EAST									
Hana	1	-	-	\$675,000	-	-	\$675,000	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	59	45	31%	\$652,500	\$495,000	32%	\$43,035,900	\$26,176,500	64%
Maalaea	9	2	350%	\$500,000	\$440,000	14%	\$5,710,000	\$880,000	549%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	10	11	-9%	\$1,690,000	\$1,150,000	47%	\$18,381,000	\$20,643,000	-11%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	-	1	-100%	-	\$635,000	-	-	\$635,000	-100%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	15	11	36%	\$1,600,000	\$820,000	95%	\$27,310,500	\$9,785,000	179%
Kapalua	5	5	0%	\$3,000,000	\$1,140,000	163%	\$18,640,000	\$8,295,000	125%
Lahaina	5	15	-67%	\$725,000	\$556,990	30%	\$3,452,500	\$13,042,405	-74%
Napili/Kahana/Honokowai	33	17	94%	\$667,000	\$478,500	39%	\$27,208,500	\$8,915,250	205%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	5	1	400%	\$255,000	\$168,420	51%	\$1,275,000	\$168,420	657%
MAUI SUMMARY	155	115	35%	\$707,500	\$560,000	26%	\$151,878,400	\$91,475,575	66%

JANUARY 2022 YTD NUMBER OF SALES

DISTRICT	2022	2021	% Change
SOUTH	78	58	34%
WEST	58	48	21%
CENTRAL	13	7	86%
LANAI/MOLOKAI	5	1	400%
EAST	1	-	-
NORTH SHORE	-	-	-
UPCOUNTRY	-	1	-100%
TOTAL	155	115	35%

JANUARY 2022 YTD TOTAL DOLLAR VOLUME

DISTRICT	2022	2021	% Change
WEST	\$76,611,500	\$40,037,655	91%
SOUTH	\$67,126,900	\$47,699,500	41%
CENTRAL	\$6,190,000	\$2,935,000	111%
LANAI/MOLOKAI	\$1,275,000	\$168,420	657%
EAST	\$675,000	-	-
NORTH SHORE	-	-	-
UPCOUNTRY	-	\$635,000	-100%
TOTAL	\$151,878,400	\$91,475,575	66%

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

VACANT LAND
YEAR-OVER-YEAR

21
TOTAL NUMBER OF SALES
2022

21
TOTAL NUMBER OF SALES
2021

0%

\$777,000
MEDIAN SALES PRICE
2022

\$535,000
MEDIAN SALES PRICE
2021

45%

\$19,838,500
TOTAL DOLLAR VOLUME
2022

\$12,460,282
TOTAL DOLLAR VOLUME
2021

59%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	%Change	2022	2021	%Change	2022	2021	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	2	2	0%	\$250,000	\$542,500	-54%	\$500,000	\$1,085,000	-54%
EAST									
Hana	1	1	0%	\$500,000	\$585,000	-15%	\$500,000	\$585,000	-15%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	2	2	0%	\$1,210,000	\$645,000	88%	\$2,420,000	\$1,290,000	88%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	4	-	-	\$1,350,000	-	-	\$5,560,000	-	-
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	-	-	-	-	-	-	-	-	-
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	4	1	300%	\$825,000	\$1,400,000	-41%	\$3,385,000	\$1,400,000	142%
Makawao/Olinda/Haliimaile	1	-	-	\$777,000	-	-	\$777,000	-	-
Pukalani	-	3	-100%	-	\$425,000	-	-	\$1,445,000	-100%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	3	8	-63%	\$550,000	\$542,500	1%	\$2,060,000	\$4,983,007	-59%
Kapalua	2	1	100%	\$2,071,250	\$850,000	144%	\$4,142,500	\$850,000	387%
Lahaina	-	-	-	-	-	-	-	-	-
-	-	1	-100%	-	\$507,275	-	-	\$507,275	-100%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	2	2	0%	\$247,000	\$157,500	57%	\$494,000	\$315,000	57%
MAUI SUMMARY	21	21	0%	\$777,000	\$535,000	45%	\$19,838,500	\$12,460,282	59%

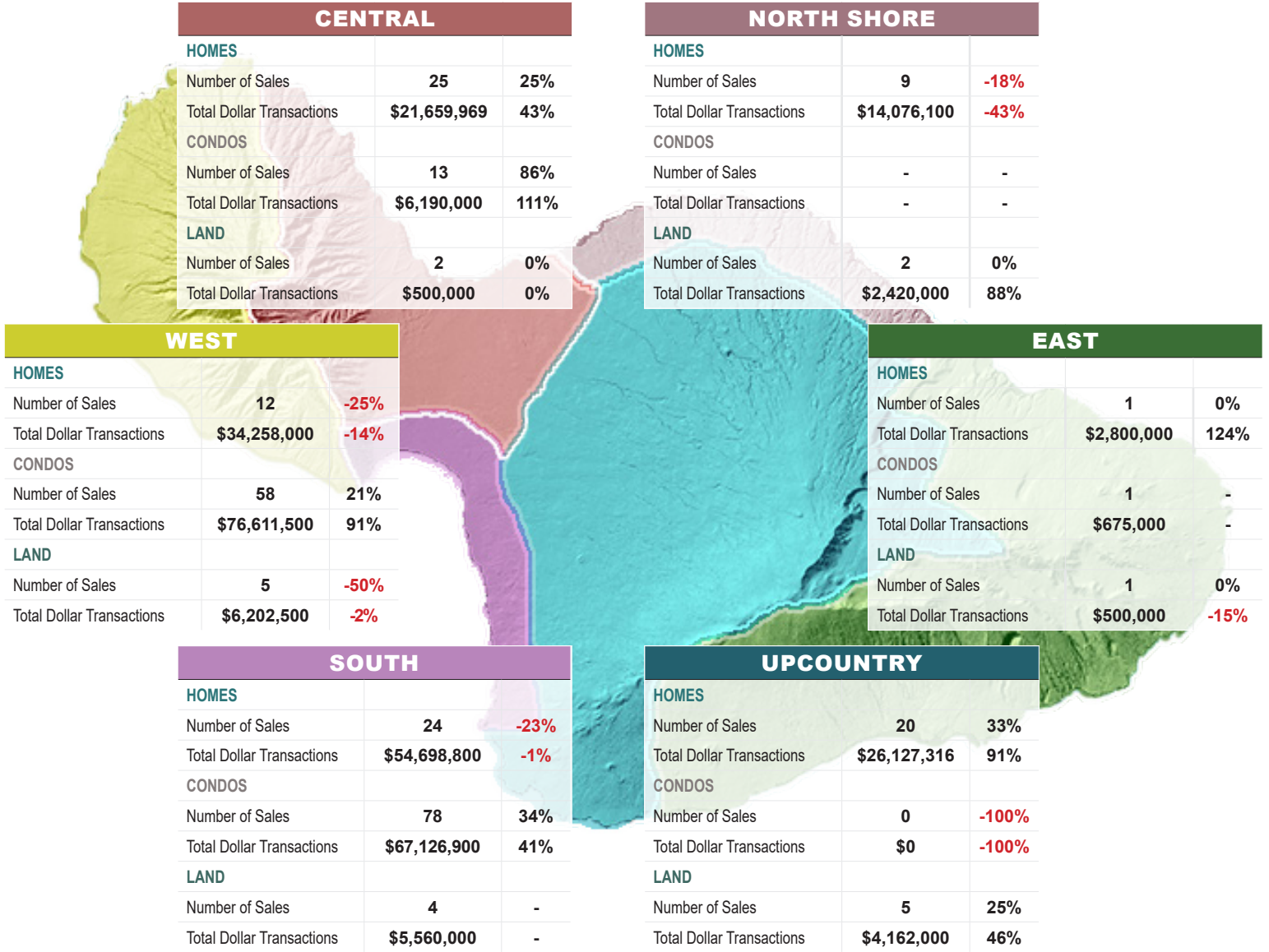
JANUARY 2022 YTD NUMBER OF SALES

DISTRICT	2022	2021	% Change
Upcountry	5	4	25%
West	5	10	-50%
South	4	-	-
Central	2	2	0%
North Shore	2	2	0%
Lanai/Molokai	2	2	0%
East	1	1	0%
TOTAL	21	21	0%

JANUARY 2022 YTD TOTAL DOLLAR VOLUME

DISTRICT	2022	2021	% Change
WEST	\$6,202,500	\$6,340,282	-2%
SOUTH	\$5,560,000	-	-
UPCOUNTRY	\$4,162,000	\$2,845,000	46%
NORTH SHORE	\$2,420,000	\$1,290,000	88%
CENTRAL	\$500,000	\$1,085,000	0%
EAST	\$500,000	\$585,000	-15%
LANAI/MOLOKAI	\$494,000	\$315,000	57%
TOTAL	\$19,838,500	\$12,460,282	59%

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



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

Source:
Realtors Association of Maui
www.RAMaui.com

RESIDENTIAL TOP 10 AREAS

Total Dollar Volume

Wailea/Makena	\$24,660,000
Kihei	\$19,850,000
Wailuku	\$13,520,969
Makawao/Olinda/Haliimaile	\$13,200,316
Lahaina	\$12,285,000
Maui Meadows	\$10,188,800
Kula/Ulupalakua/Kanaio	\$9,807,000
Haiku	\$8,816,100
Napili/Kahana/Honokowai	\$8,198,000
Kapalua	\$8,175,000

CONDOMINIUM TOP 10 AREAS

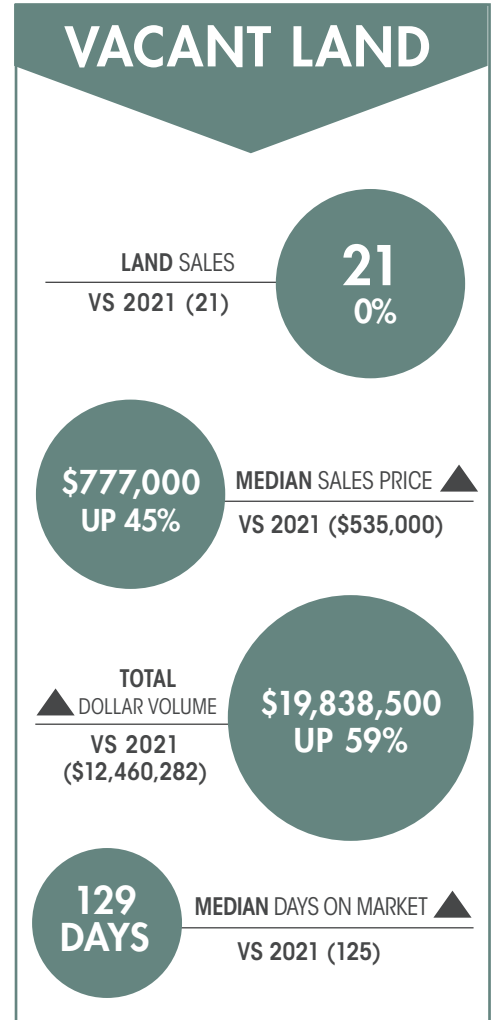
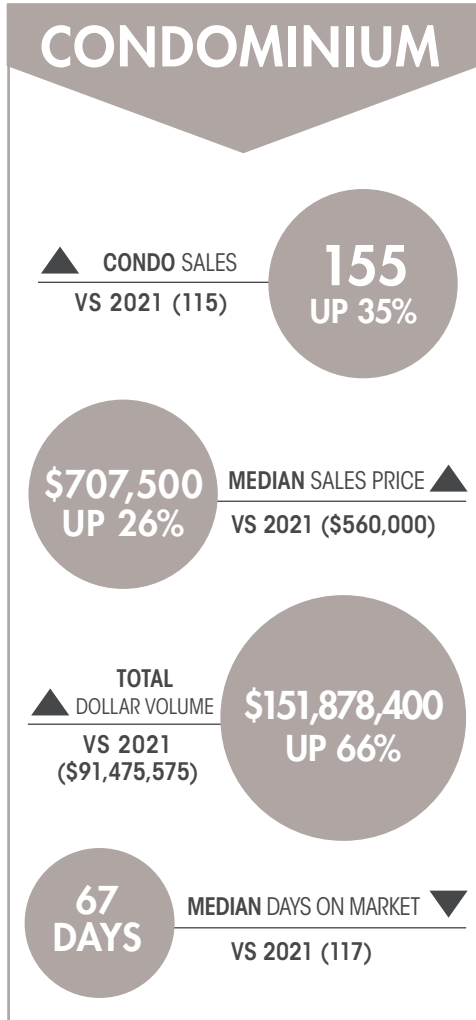
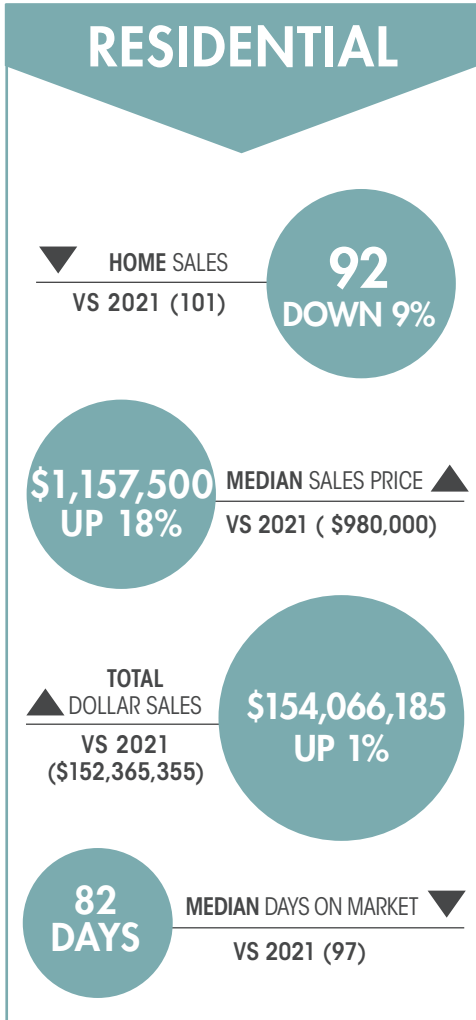
Total Dollar Volume

Kihei	\$43,035,900
Kaanapali	\$27,310,500
Napili/Kahana/Honokowai	\$27,208,500
Kapalua	\$18,640,000
Wailea/Makena	\$18,381,000
Maalaea	\$5,710,000
Wailuku	\$5,543,000
Lahaina	\$3,452,500
Molokai	\$1,275,000
Hana	\$675,000

VACANT LAND TOP 10 AREAS

Total Dollar Volume

Kihei	\$5,560,000
Kapalua	\$4,142,500
Kula/Ulupalakua/Kanaio	\$3,385,000
Haiku	\$2,420,000
Kaanapali	\$2,060,000
Makawao/Olinda/Haliimaile	\$777,000
Hana	\$500,000
Wailuku	\$500,000
Molokai	\$494,000
Honokohau	\$0



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.maui-county.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 | Deni Kawauchi | Tori Lapolla | Joanne Mackey | Kosei Nagata | Mercy Palmer | Trisha Spencer-Kitayama

8 Experienced Officers | 3 Sales Executives | 238 Years of Combined Experience

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