

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	44%	58	▼ -37%	\$1,162,500	0%	81
CONDO	41%	54	▼ -65%	\$657,500	▼ -8%	59
LAND	15%	19	▼ -10%	\$611,500	▼ -21%	147

2023 VS 2022 YTD NUMBER OF UNITS			2023 VS 2022 YTD TOTAL DOLLAR VOLUME		
DISTRICT	2023	% Change	DISTRICT	2023	% Change
WEST	41	-46%	SOUTH	\$85,868,991	-33%
CENTRAL	34	-15%	WEST	\$66,546,999	-44%
SOUTH	28	-74%	CENTRAL	\$27,849,250	-2%
NORTH SHORE	13	18%	NORTH SHORE	\$22,136,368	34%
UPCOUNTRY	10	-60%	UPCOUNTRY	\$14,030,000	-54%
LANAI/MOLOKAI	6	-45%	LANAI/MOLOKAI	\$2,570,000	-14%
EAST	-	-100%	EAST	-	-100%
TOTAL	131	-51%	TOTAL	\$218,726,608	-33%

% of Closed Sales by Districts through January 31, 2023
 Number of Recorded transactions from January 1, 2023 – January 31, 2023

RESIDENTIAL
YEAR-OVER-YEAR

58
TOTAL NUMBER OF SALES
2023

92
TOTAL NUMBER OF SALES
2022

-37%

\$1,162,500
MEDIAN SALES PRICE
2023

\$1,157,500
MEDIAN SALES PRICE
2022

0%

\$133,741,343
TOTAL DOLLAR VOLUME
2023

\$154,066,185
TOTAL DOLLAR VOLUME
2022

-13%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	%Change	2023	2022	%Change	2023	2022	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	10	10	0%	\$922,500	\$857,000	8%	\$9,405,750	\$8,139,000	16%
Wailuku	14	15	-7%	\$975,000	\$845,650	15%	\$14,259,500	\$13,520,969	6%
EAST									
Hana	-	1	-100%	-	\$2,800,000	-	-	\$2,800,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	8	7	14%	\$1,447,500	\$1,063,500	36%	\$15,128,000	\$8,816,100	72%
Sprecks/Paia/Kuau	1	2	-50%	\$2,572,603	\$2,630,000	-2%	\$2,572,603	\$5,260,000	-51%
SOUTH									
Kihei	3	14	-79%	\$1,800,000	\$1,272,500	42%	\$5,695,000	\$19,850,000	-71%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	1	5	-80%	\$3,607,000	\$1,995,000	81%	\$3,607,000	\$10,188,800	-65%
Wailea/Makena	3	5	-40%	\$5,700,000	\$3,295,000	73%	\$40,823,491	\$24,660,000	66%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	3	4	-25%	\$1,450,000	\$2,223,500	-35%	\$3,430,000	\$9,807,000	-65%
Makawao/Olinda/Haliimaile	2	13	-85%	\$675,000	\$870,000	-22%	\$1,350,000	\$13,200,316	-90%
Pukalani	-	3	-100%	-	\$750,000	-	-	\$3,120,000	-100%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	-	3	-100%	-	\$3,000,000	-	-	\$10,140,000	-100%
Kapalua	2	2	0%	\$4,962,500	\$4,087,500	21%	\$9,925,000	\$8,175,000	21%
Lahaina	5	4	25%	\$2,100,000	\$1,925,000	9%	\$20,125,000	\$7,745,000	160%
Napili/Kahana/Honokowai	4	3	33%	\$1,525,000	\$1,699,000	-10%	\$5,849,999	\$8,198,000	-29%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	1	-	-	\$695,000	-	-	\$695,000	-	-
Molokai	1	1	0%	\$875,000	\$446,000	96%	\$875,000	\$446,000	96%
MAUI SUMMARY	58	92	-37%	\$1,162,500	\$1,157,500	0%	\$133,741,343	\$154,066,185	-13%

JANUARY 2023 YTD NUMBER OF SALES

DISTRICT	2023	2022	% Change
CENTRAL	24	25	-4%
WEST	11	12	-8%
NORTH SHORE	9	9	0%
SOUTH	7	24	-71%
UPCOUNTRY	5	20	-75%
LANAI/MOLOKAI	2	1	100%
EAST	-	1	-100%
TOTAL	58	92	-37%

JANUARY 2023 YTD TOTAL DOLLAR VOLUME

DISTRICT	2023	2022	% Change
SOUTH	\$50,125,491	\$54,698,800	-8%
WEST	\$35,899,999	\$34,258,000	5%
CENTRAL	\$23,665,250	\$21,659,969	9%
NORTH SHORE	\$17,700,603	\$14,076,100	26%
UPCOUNTRY	\$4,780,000	\$26,127,316	-82%
LANAI/MOLOKAI	\$1,570,000	\$446,000	252%
EAST	-	\$2,800,000	-100%
TOTAL	\$133,741,343	\$154,066,185	-13%

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

CONDOMINIUM
YEAR-OVER-YEAR

54
TOTAL NUMBER OF SALES
2023
-65%
156
TOTAL NUMBER OF SALES
2022

\$657,500
MEDIAN SALES PRICE
2023
-8%
\$713,750
MEDIAN SALES PRICE
2022

\$55,234,500
TOTAL DOLLAR VOLUME
2023
-64%
\$153,678,400
TOTAL DOLLAR VOLUME
2022

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	%Change	2023	2022	%Change	2023	2022	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	2	4	-50%	\$260,000	\$155,500	67%	\$520,000	\$647,000	-20%
Wailuku	2	9	-78%	\$574,500	\$756,000	-24%	\$1,149,000	\$5,543,000	-79%
EAST									
Hana	-	1	-100%	-	\$675,000	-	-	\$675,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	13	59	-78%	\$770,000	\$652,500	18%	\$12,407,500	\$43,035,900	-71%
Maalaea	3	9	-67%	\$729,000	\$500,000	46%	\$2,214,000	\$5,710,000	-61%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	4	10	-60%	\$3,050,000	\$1,690,000	81%	\$18,622,000	\$18,381,000	1%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	-	-	-	-	-	-	-	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	3	15	-80%	\$1,030,000	\$1,600,000	-36%	\$4,180,000	\$27,310,500	-85%
Kapalua	1	5	-80%	\$655,000	\$3,000,000	-78%	\$655,000	\$18,640,000	-97%
Lahaina	8	6	33%	\$710,000	\$735,000	-3%	\$5,510,000	\$5,252,500	5%
Napili/Kahana/Honokowai	16	33	-52%	\$530,500	\$667,000	-21%	\$9,477,000	\$27,208,500	-65%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	2	5	-60%	\$250,000	\$255,000	-2%	\$500,000	\$1,275,000	-61%
MAUI SUMMARY	54	156	-65%	\$657,500	\$713,750	-8%	\$55,234,500	\$153,678,400	-64%

JANUARY 2023 YTD NUMBER OF SALES

DISTRICT	2023	2022	% Change
WEST	28	59	-53%
SOUTH	20	78	-74%
CENTRAL	4	13	-69%
LANAI/MOLOKAI	2	5	-60%
EAST	-	1	-100%
NORTH SHORE	-	-	-
UPCOUNTRY	-	-	-
TOTAL	54	156	-65%

JANUARY 2023 YTD TOTAL DOLLAR VOLUME

DISTRICT	2023	2022	% Change
SOUTH	\$33,243,500	\$67,126,900	-50%
WEST	\$19,822,000	\$78,411,500	-75%
CENTRAL	\$1,669,000	\$6,190,000	-73%
LANAI/MOLOKAI	\$500,000	\$1,275,000	-61%
EAST	-	\$675,000	-100%
NORTH SHORE	-	-	-
UPCOUNTRY	-	-	-
TOTAL	\$55,234,500	\$153,678,400	-64%

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

VACANT LAND
YEAR-OVER-YEAR

19
TOTAL NUMBER OF SALES
2023

21
TOTAL NUMBER OF SALES
2022

-10%

\$611,500
MEDIAN SALES PRICE
2023

\$777,000
MEDIAN SALES PRICE
2022

-21%

\$29,750,765
TOTAL DOLLAR VOLUME
2023

\$19,838,500
TOTAL DOLLAR VOLUME
2022

50%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	%Change	2023	2022	%Change	2023	2022	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	6	2	200%	\$481,250	\$250,000	93%	\$2,515,000	\$500,000	403%
EAST									
Hana	-	1	-100%	-	\$500,000	-	-	\$500,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	4	2	100%	\$648,000	\$1,210,000	-46%	\$4,435,765	\$2,420,000	83%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	-	4	-100%	-	\$1,350,000	-	-	\$5,560,000	-100%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	1	-	-	\$2,500,000	-	-	\$2,500,000	-	-
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	4	4	0%	\$1,950,000	\$825,000	136%	\$7,750,000	\$3,385,000	129%
Makawao/Olinda/Haliimaile	1	1	0%	\$1,500,000	\$777,000	93%	\$1,500,000	\$777,000	93%
Pukalani	-	-	-	-	-	-	-	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	2	3	-33%	\$5,412,500	\$550,000	884%	\$10,825,000	\$2,060,000	426%
Kapalua	-	2	-100%	-	\$2,071,250	-	-	\$4,142,500	-100%
Lahaina	-	-	-	-	-	-	-	-	-
Napili/Kahana/Honokowai	-	-	-	-	-	-	-	-	-
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	2	5	-60%	\$250,000	\$255,000	-2%	\$500,000	\$1,275,000	-61%
MAUI SUMMARY	19	21	-10%	\$611,500	\$777,000	-21%	\$29,750,765	\$19,838,500	50%

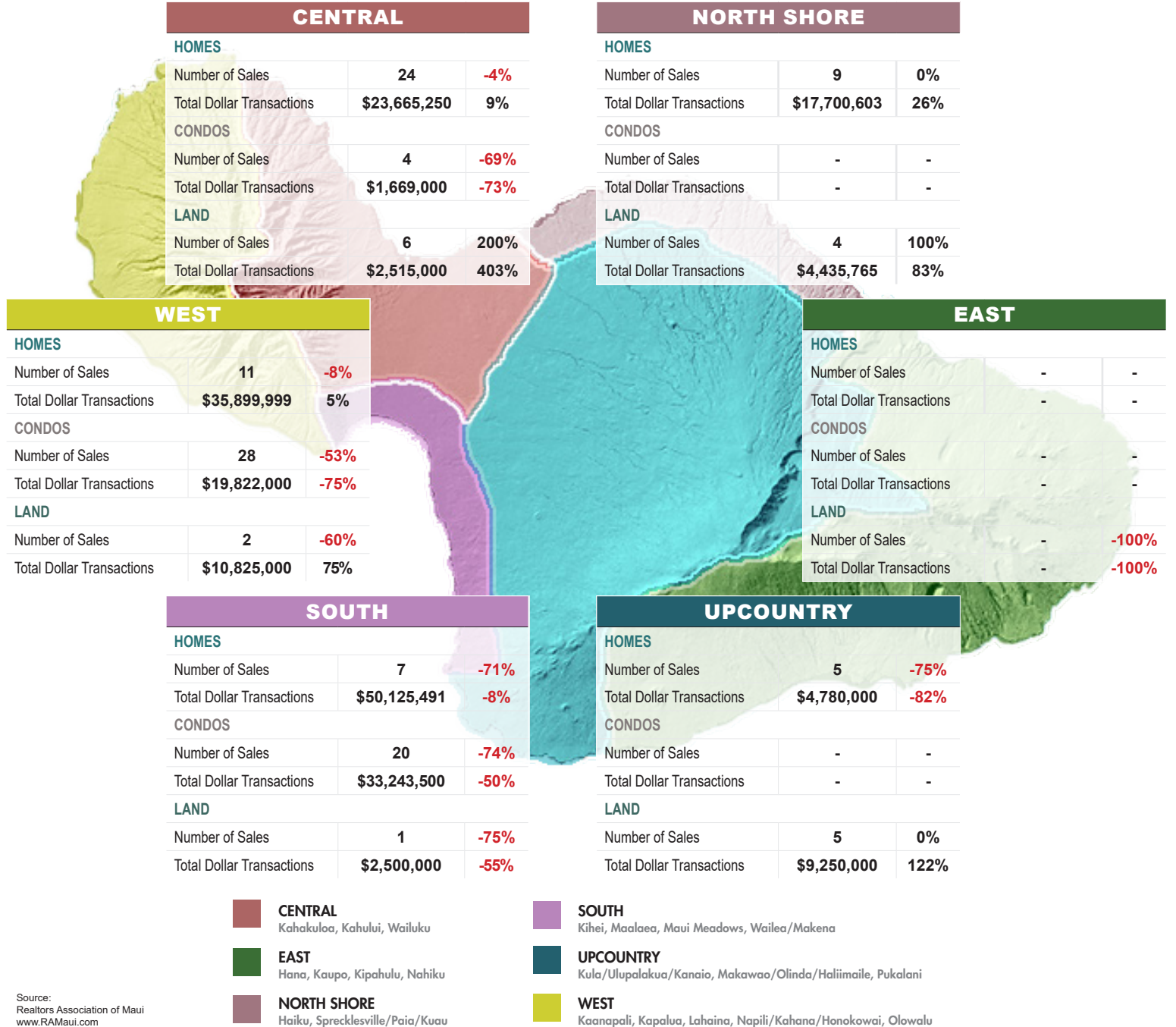
JANUARY 2023 YTD NUMBER OF SALES

DISTRICT	2023	2022	% Change
CENTRAL	6	2	200%
UPCOUNTRY	5	5	0%
NORTH SHORE	4	2	100%
WEST	2	5	-60%
LANAI/MOLOKAI	2	5	-60%
SOUTH	1	4	-75%
EAST	-	1	-100%
TOTAL	19	21	-10%

JANUARY 2023 YTD TOTAL DOLLAR VOLUME

DISTRICT	2023	2022	% Change
WEST	\$10,825,000	\$6,202,500	75%
UPCOUNTRY	\$9,250,000	\$4,162,000	122%
NORTH SHORE	\$4,435,765	\$2,420,000	83%
CENTRAL	\$2,515,000	\$500,000	403%
SOUTH	\$2,500,000	\$5,560,000	-55%
LANAI/MOLOKAI	\$500,000	\$1,275,000	-61%
EAST	-	\$500,000	-100%
TOTAL	\$29,750,765	\$19,838,500	50%

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

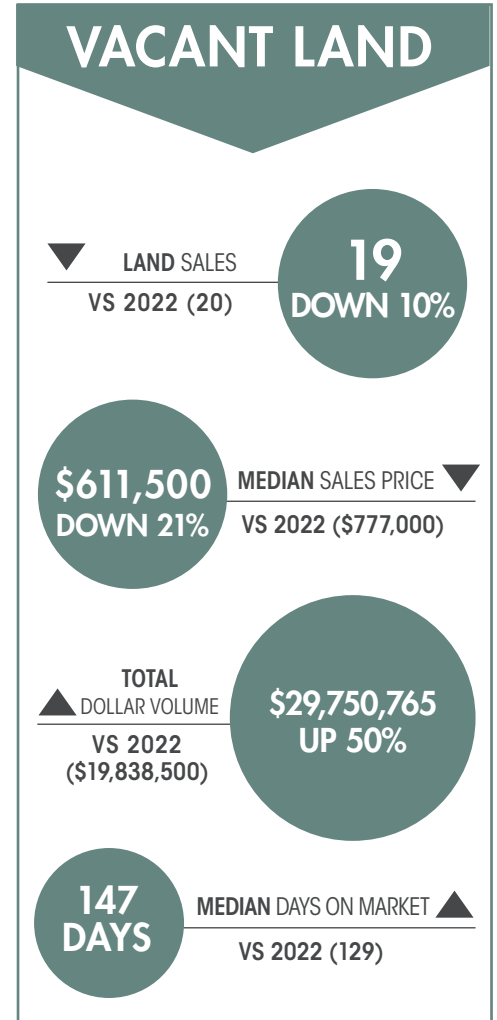
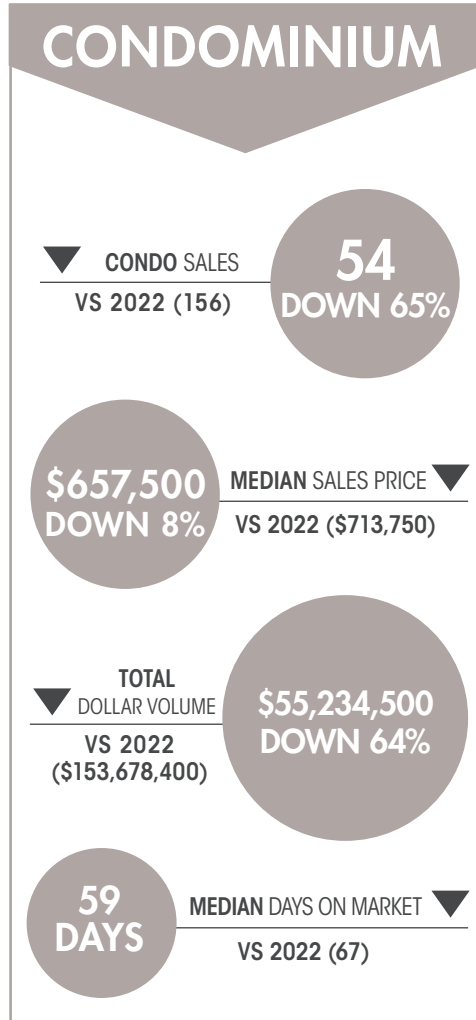
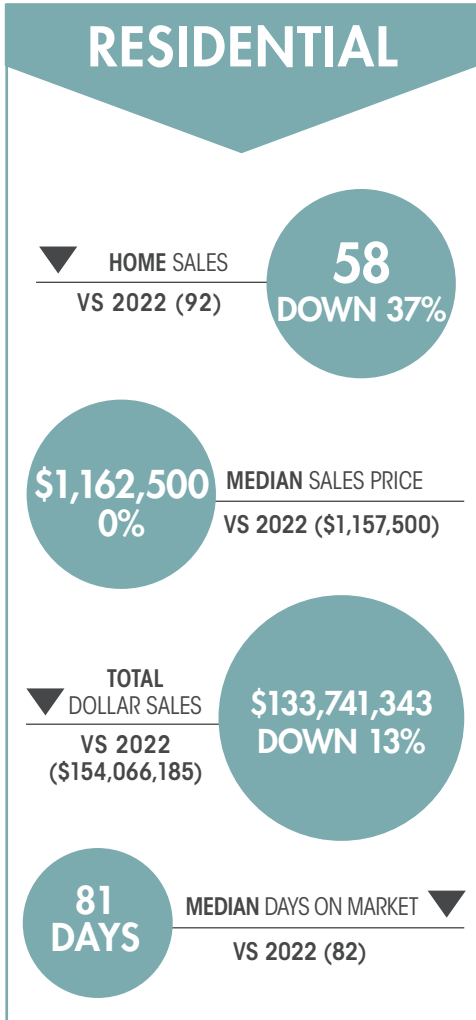


Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$40,823,491
Lahaina	\$20,125,000
Haiku	\$15,128,000
Wailuku	\$14,259,500
Kapalua	\$9,925,000
Kahului	\$9,405,750
Napili/Kahana/Honokowai	\$5,849,999
Kihei	\$5,695,000
Maui Meadows	\$3,607,000
Kula/Ulupalakua/Kanaio	\$3,430,000

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$18,622,000
Kihei	\$12,407,500
Napili/Kahana/Honokowai	\$9,477,000
Lahaina	\$5,510,000
Kaanapali	\$4,180,000
Maalaea	\$2,214,000
Wailuku	\$1,149,000
Kapalua	\$655,000
Kahului	\$520,000
Molokai	\$500,000

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kaanapali	\$10,825,000
Kula/Ulupalakua/Kanaio	\$7,750,000
Haiku	\$4,435,765
Wailuku	\$2,515,000
Wailea/Makena	\$2,500,000
Makawao/Olinda/Haliimaile	\$1,500,000
Molokai	\$500,000
Hana	\$0
Honokohau	\$0
Kahakuloa	\$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.

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* <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
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

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

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>



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