

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

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			MEDIAN DAYS ON MARKET
HOMES	34%	488	▼	-16%	\$1,170,000	▲	20%	64
CONDO	58%	831	▼	-19%	\$755,000	▲	22%	72
LAND	9%	124	▼	-37%	\$750,000	▲	21%	128

DISTRICT	2022 VS 2021 YTD NUMBER OF UNITS			2022 VS 2021 YTD TOTAL DOLLAR VOLUME		
	2022	% Change		DISTRICT	2022	% Change
SOUTH	504	-25%		SOUTH	\$783,580,021	-10%
WEST	430	-31%		WEST	\$642,743,323	-20%
CENTRAL	246	9%		CENTRAL	\$181,288,439	23%
UPCOUNTRY	109	-10%		UPCOUNTRY	\$145,511,396	15%
NORTH SHORE	82	-10%		NORTH SHORE	\$140,823,098	26%
LANAI/MOLOKAI	55	15%		LANAI/MOLOKAI	\$36,140,500	3%
EAST	17	0%		EAST	\$18,943,749	1%
TOTAL	1,443	-20%		TOTAL	\$1,949,030,526	-8%

● % of Closed Sales by Districts through May 31, 2022

● Number of Recorded transactions from May 1, 2022 - May 31, 2022

RESIDENTIAL
YEAR-OVER-YEAR

488
TOTAL NUMBER OF SALES
2022

582
TOTAL NUMBER OF SALES
2021

-16%

\$1,170,000
MEDIAN SALES PRICE
2022

\$975,000
MEDIAN SALES PRICE
2021

20%

\$911,952,799
TOTAL DOLLAR VOLUME
2022

\$1,005,463,012
TOTAL DOLLAR VOLUME
2021

-9%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	%Change	2022	2021	%Change	2022	2021	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	51	53	-4%	\$950,000	\$775,000	23%	\$48,285,500	\$40,975,600	18%
Wailuku	94	94	0%	\$889,625	\$784,888	13%	\$91,968,339	\$78,108,885	18%
EAST									
Hana	5	4	25%	\$1,499,999	\$740,000	103%	\$7,529,999	\$3,430,000	120%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	1	-	-	\$1,100,000	-	-	\$1,100,000	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	48	37	30%	\$1,524,000	\$1,110,000	37%	\$88,470,100	\$45,030,000	97%
Sprecks/Paia/Kuau	13	16	-19%	\$1,235,000	\$1,362,500	-9%	\$36,409,998	\$36,352,000	0%
SOUTH									
Kihei	72	88	-18%	\$1,307,500	\$943,000	39%	\$130,311,418	\$112,438,499	16%
Maalaea	-	-	-100%	-	\$2,475,000	-	-	\$2,475,000	-100%
Maui Meadows	15	19	-21%	\$2,150,000	\$1,455,000	48%	\$39,506,800	\$28,311,500	40%
Wailea/Makena	20	33	-39%	\$3,397,500	\$3,875,000	-12%	\$159,954,200	\$198,809,468	-20%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	28	39	-28%	\$1,498,500	\$1,125,000	33%	\$51,066,544	\$50,911,000	0%
Makawao/Olinda/Haliimaile	43	24	79%	\$880,000	\$782,000	13%	\$46,746,352	\$18,295,721	156%
Pukalani	15	29	-48%	\$975,000	\$888,000	10%	\$16,345,500	\$29,208,549	-44%
WEST									
Honokohau	1	-	-	\$792,000	-	-	\$792,000	-	-
Kaanapali	11	34	-68%	\$2,700,000	\$2,292,500	18%	\$33,417,050	\$98,666,666	-66%
Kapalua	6	18	-67%	\$4,800,000	\$4,227,500	14%	\$29,125,000	\$95,627,500	-70%
Lahaina	22	34	-35%	\$2,730,000	\$2,112,500	29%	\$67,834,000	\$91,142,124	-26%
Napili/Kahana/Honokowai	18	29	-38%	\$1,400,000	\$1,100,000	27%	\$28,754,999	\$36,746,500	-22%
Olowalu	2	2	0%	\$6,150,000	\$6,800,000	-10%	\$12,300,000	\$13,600,000	-10%
LANAI - MOLOKAI									
Lanai	3	7	-57%	\$675,000	\$700,000	-4%	\$2,103,000	\$7,194,000	-71%
Molokai	20	21	-5%	\$744,000	\$470,000	58%	\$19,932,000	\$18,140,000	10%
MAUI SUMMARY	488	582	-16%	\$1,170,000	\$975,000	20%	\$911,952,799	\$1,005,463,012	-9%

FIRST QUARTER 2022 YTD NUMBER OF SALES

DISTRICT	2022	2021	% Change
CENTRAL	145	147	-1%
SOUTH	107	141	-24%
UPCOUNTRY	86	92	-7%
NORTH SHORE	61	53	15%
WEST	60	117	-49%
LANAI/MOLOKAI	23	28	-18%
EAST	6	4	50%
TOTAL	488	582	-16%

FIRST QUARTER 2022 YTD TOTAL DOLLAR VOLUME

DISTRICT	2022	2021	% Change
SOUTH	\$329,772,418	\$342,034,467	-4%
WEST	\$172,223,049	\$335,782,790	-49%
CENTRAL	\$140,253,839	\$119,084,485	18%
NORTH SHORE	\$124,880,098	\$81,382,000	53%
UPCOUNTRY	\$114,158,396	\$98,415,270	16%
LANAI/MOLOKAI	\$22,035,000	\$25,334,000	-13%
EAST	\$8,629,999	\$3,430,000	152%
TOTAL	\$911,952,799	\$1,005,463,012	-9%

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

CONDOMINIUM
YEAR-OVER-YEAR

831
TOTAL NUMBER OF SALES
2022
1,020
TOTAL NUMBER OF SALES
2021
-19%

\$755,000
MEDIAN SALES PRICE
2022
\$620,000
MEDIAN SALES PRICE
2021
22%

\$894,526,255
TOTAL DOLLAR VOLUME
2022
\$958,678,047
TOTAL DOLLAR VOLUME
2021
-7%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	%Change	2022	2021	%Change	2022	2021	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	25	11	127%	\$181,000	\$180,000	1%	\$5,173,600	\$2,668,000	94%
Wailuku	52	51	2%	\$502,500	\$425,000	18%	\$28,588,500	\$22,932,739	25%
EAST									
Hana	3	-	-	\$685,000	-	-	\$2,610,000	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	1	1	0%	\$570,000	\$430,000	33%	\$570,000	\$430,000	33%
SOUTH									
Kihei	288	333	-14%	\$715,000	\$530,000	35%	\$231,173,078	\$204,207,908	13%
Maalaea	25	29	-14%	\$635,244	\$480,000	32%	\$17,138,744	\$13,742,400	25%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	72	145	-50%	\$1,690,000	\$1,418,000	19%	\$182,351,559	\$296,444,000	-39%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	1	-	-	\$600,000	-	-	\$600,000	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	1	3	-67%	\$875,000	\$695,000	26%	\$875,000	\$2,030,000	-57%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	81	112	-28%	\$1,600,000	\$957,500	67%	\$149,536,475	\$134,352,500	11%
Kapalua	29	59	-51%	\$1,400,000	\$1,130,000	24%	\$69,562,000	\$106,792,250	-35%
Lahaina	39	87	-55%	\$835,000	\$556,990	50%	\$53,063,799	\$66,960,145	-21%
Napili/Kahana/Honokowai	184	172	7%	\$681,750	\$532,500	28%	\$144,596,000	\$100,339,585	44%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	1	2	-50%	\$1,600,000	\$2,387,500	-33%	\$1,600,000	\$4,775,000	-67%
Molokai	29	15	93%	\$259,000	\$168,420	54%	\$7,087,500	\$3,003,520	136%
MAUI SUMMARY	831	1,020	-19%	\$755,000	\$620,000	22%	\$894,526,255	\$958,678,047	-7%

FIRST QUARTER 2022 YTD NUMBER OF SALES

DISTRICT	2022	2021	% Change
SOUTH	385	507	-24%
WEST	333	430	-23%
CENTRAL	77	62	24%
LANAI/MOLOKAI	30	17	76%
EAST	3	0	#DIV/0!
UPCOUNTRY	2	3	-33%
NORTH SHORE	1	1	0%
TOTAL	831	1,020	-19%

FIRST QUARTER 2022 YTD TOTAL DOLLAR VOLUME

DISTRICT	2022	2021	% Change
SOUTH	\$430,663,381	\$514,394,308	-16%
WEST	\$416,758,274	\$408,444,480	2%
CENTRAL	\$33,762,100	\$25,600,739	32%
LANAI/MOLOKAI	\$8,687,500	\$7,778,520	12%
EAST	\$2,610,000	-	-
UPCOUNTRY	\$1,475,000	\$2,030,000	-27%
NORTH SHORE	\$570,000	\$430,000	33%
TOTAL	\$894,526,255	\$958,678,047	-7%

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

VACANT LAND
YEAR-OVER-YEAR

124
TOTAL NUMBER OF SALES
2022

196
TOTAL NUMBER OF SALES
2021

-37%

\$750,000
MEDIAN SALES PRICE
2022

\$620,000
MEDIAN SALES PRICE
2021

21%

\$142,551,472
TOTAL DOLLAR VOLUME
2022

\$158,367,300
TOTAL DOLLAR VOLUME
2021

-10%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2022	2021	%Change	2022	2021	%Change	2022	2021	%Change
CENTRAL									
Kahakuloa	1	1	0%	\$800,000	\$260,000	208%	\$800,000	\$260,000	208%
Kahului	1	-	-	\$845,000	-	-	\$845,000	-	-
Wailuku	22	15	47%	\$214,750	\$110,000	95%	\$5,627,500	\$2,635,499	114%
EAST									
Hana	3	9	-67%	\$775,000	\$537,500	44%	\$4,625,000	\$9,542,500	-52%
Kaupo	4	1	300%	\$415,000	\$350,000	19%	\$1,830,750	\$350,000	423%
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	1	3	-67%	\$1,248,000	\$950,000	31%	\$1,248,000	\$5,400,000	-77%
NORTH SHORE									
Haiku	12	22	-46%	\$887,500	\$592,500	50%	\$12,168,000	\$17,508,500	-31%
Sprecks/Paia/Kuau	8	15	-47%	\$368,000	\$640,000	-43%	\$3,205,000	\$12,754,500	-75%
SOUTH									
Kihei	6	2	200%	\$1,350,000	\$584,750	131%	\$18,100,000	\$1,169,500	1448%
Maalaea	5	19	-74%	\$750,000	\$500,000	50%	\$4,874,222	\$12,257,934	-60%
Maui Meadows	1	1	0%	\$170,000	\$400,000	-58%	\$170,000	\$400,000	-58%
Wailea/Makena	-	4	-100%	-	\$1,175,000	-	-	\$4,795,000	-100%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	17	23	-26%	\$830,000	\$915,585	-9%	\$24,418,000	\$21,112,585	16%
Makawao/Olinda/Haliimaile	1	-	-	\$1,490,000	-	-	\$1,490,000	-	-
Pukalani	3	3	0%	\$995,000	\$1,665,000	-40%	\$3,970,000	\$5,415,000	-27%
WEST									
Honokohau	1	-	-	\$408,000	-	-	\$408,000	-	-
Kaanapali	14	40	-65%	\$742,500	\$550,000	35%	\$22,667,500	\$25,386,007	-11%
Kapalua	14	22	-36%	\$1,325,000	\$900,000	47%	\$23,157,500	\$25,680,000	-10%
Lahaina	5	7	-29%	\$825,000	\$907,000	-9%	\$4,813,000	\$9,121,000	-47%
-	2	6	-67%	\$465,500	\$422,500	10%	\$931,000	\$2,612,000	-64%
Olowalu	1	-	-	\$1,785,000	-	-	\$1,785,000	-	-
LANAI - MOLOKAI									
Lanai	-	1	-100%	-	\$1,100,000	-	-	\$1,100,000	-100%
Molokai	2	2	0%	\$2,709,000	\$433,638	525%	\$5,418,000	\$867,275	525%
MAUI SUMMARY	124	196	-37%	\$750,000	\$620,000	21%	\$142,551,472	\$158,367,300	-10%

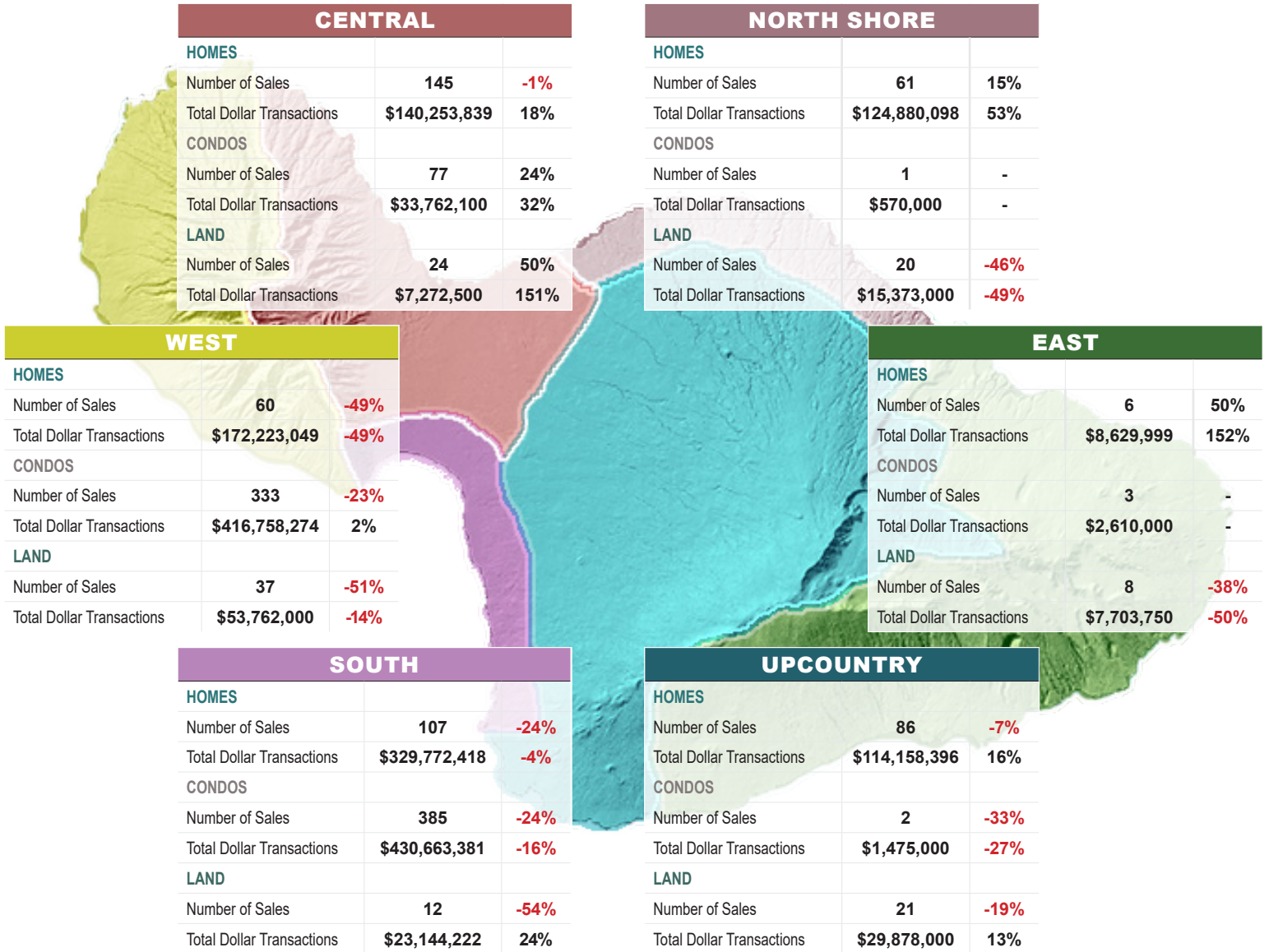
FIRST QUARTER 2022 YTD NUMBER OF SALES

DISTRICT	2022	2021	% Change
WEST	37	75	-51%
CENTRAL	24	16	50%
UPCOUNTRY	21	26	-19%
NORTH SHORE	20	37	-46%
SOUTH	12	26	-54%
EAST	8	13	-38%
LANAI/MOLOKAI	2	3	-33%
TOTAL	124	196	-37%

FIRST QUARTER 2022 YTD TOTAL DOLLAR VOLUME

DISTRICT	2022	2021	% Change
WEST	\$53,762,000	\$62,799,007	-14%
UPCOUNTRY	\$29,878,000	\$26,527,585	13%
SOUTH	\$23,144,222	\$18,622,434	24%
NORTH SHORE	\$15,373,000	\$30,263,000	-49%
EAST	\$7,703,750	\$15,292,500	-50%
CENTRAL	\$7,272,500	\$2,895,499	151%
LANAI/MOLOKAI	\$5,418,000	\$1,967,275	175%
TOTAL	\$142,551,472	\$158,367,300	-10%

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, 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	\$159,954,200
Kihei	\$130,311,418
Wailuku	\$91,968,339
Haiku	\$88,470,100
Lahaina	\$67,834,000
Kula/Ulupalakua/Kanaio	\$51,066,544
Kahului	\$48,285,500
Makawao/Olinda/Haliimaile	\$46,746,352
Maui Meadows	\$39,506,800
Spreckelsville/Paia/Kuau	\$36,409,998

CONDOMINIUM

TOP 10 AREAS

Total Dollar Volume

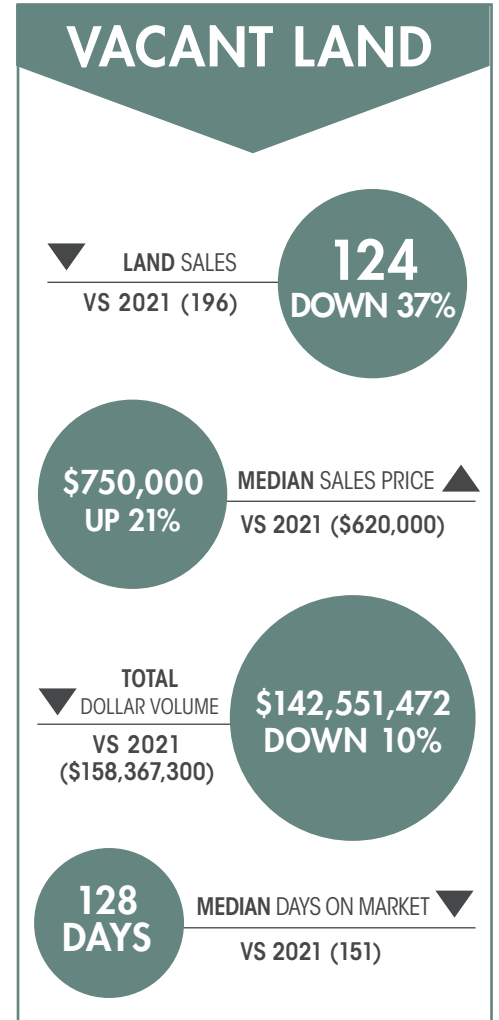
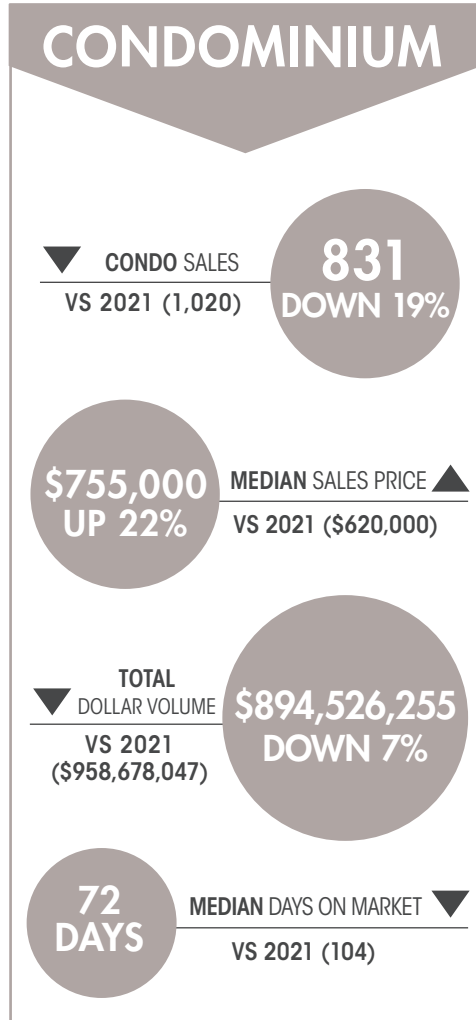
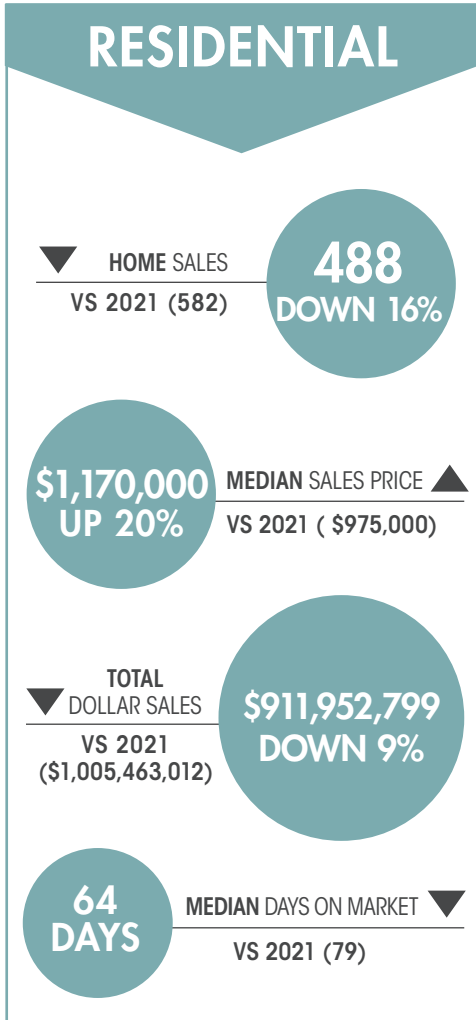
Kihei	\$231,173,078
Wailea/Makena	\$182,351,559
Kaanapali	\$149,536,475
Napili/Kahana/Honokowai	\$144,596,000
Kapalua	\$69,562,000
Lahaina	\$53,063,799
Wailuku	\$28,588,500
Maalaea	\$17,138,744
Molokai	\$7,087,500
Kahului	\$5,173,600

VACANT LAND

TOP 10 AREAS

Total Dollar Volume

Kula/Ulupalakua/Kanaio	\$24,418,000
Kapalua	\$23,157,500
Kaanapali	\$22,667,500
Kihei	\$18,100,000
Haiku	\$12,168,000
Molokai	\$5,627,500
Napili/Kahana/Honokowai	\$5,418,000
Makawao/Olinda/Haliimaile	\$4,874,222
Lahaina	\$4,813,000
Hana	\$4,625,000



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 | 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