

- 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	33%	1,257	▲ 32%	\$982,000	▲ 24%	75	
CONDO	57%	2,139	▲ 80%	\$650,000	▲ 14%	79	
LAND	10%	378	▲ 109%	\$675,000	▲ 42%	160	

DISTRICT	2021 VS 2020 YTD NUMBER OF UNITS		DISTRICT	2021 VS 2020 YTD TOTAL DOLLAR VOLUME	
	2021	% Change		2021	% Change
SOUTH	1,319	35%	SOUTH	\$1,839,770,616	102%
WEST	1,263	33%	WEST	\$1,678,982,744	144%
CENTRAL	532	14%	CENTRAL	\$377,773,554	33%
UPCOUNTRY	304	8%	UPCOUNTRY	\$348,469,757	61%
NORTH SHORE	177	5%	NORTH SHORE	\$271,477,818	79%
LANAI/MOLOKAI	144	4%	LANAI/MOLOKAI	\$73,773,061	135%
EAST	35	1%	EAST	\$27,547,700	70%
TOTAL	3,774	63%	TOTAL	\$4,617,795,250	101%

% of Closed Sales by Districts through November 30, 2021

Number of Recorded transactions from January 1, 2021 – November 30, 2021

RESIDENTIAL
YEAR-OVER-YEAR

1,257
TOTAL NUMBER OF SALES
2021

951
TOTAL NUMBER OF SALES
2020

32%

\$982,000
MEDIAN SALES PRICE
2021

\$790,000
MEDIAN SALES PRICE
2020

24%

\$2,181,115,250
TOTAL DOLLAR VOLUME
2021

\$1,067,416,603
TOTAL DOLLAR VOLUME
2020

104%

	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	126	108	17%	\$815,000	\$679,450	20%	\$104,666,700	\$76,082,270	38%
Wailuku	214	212	1%	\$803,625	\$726,833	11%	\$181,976,265	\$155,298,363	17%
EAST									
Hana	10	7	43%	\$795,500	\$880,000	-10%	\$8,764,000	\$7,983,000	10%
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	98	88	11%	\$1,237,000	\$947,500	31%	\$144,011,299	\$102,300,634	41%
Sprecks/Paia/Kuau	37	18	106%	\$1,525,000	\$850,000	79%	\$89,801,500	\$17,323,900	418%
SOUTH									
Kihei	181	136	33%	\$985,000	\$845,000	17%	\$291,510,500	\$146,629,113	99%
Maalaea	1	-	-	\$2,475,000	-	-	\$2,475,000	-	-
Maui Meadows	32	22	46%	\$1,610,000	\$1,200,000	34%	\$54,371,500	\$29,552,800	84%
Wailea/Makena	62	31	100%	\$3,599,500	\$2,650,000	36%	\$374,598,217	\$108,768,777	244%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	84	71	18%	\$1,250,000	\$1,000,000	25%	\$130,484,850	\$80,543,263	62%
Makawao/Olinda/Haliimaile	72	70	3%	\$839,500	\$687,250	22%	\$69,061,104	\$56,018,300	23%
Pukalani	61	42	45%	\$904,000	\$774,450	17%	\$62,369,549	\$34,065,233	83%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	52	24	117%	\$2,380,750	\$1,932,500	23%	\$154,869,166	\$50,748,504	205%
Kapalua	27	12	125%	\$4,150,000	\$3,063,000	36%	\$135,147,500	\$49,892,000	171%
Lahaina	78	43	81%	\$2,112,500	\$1,310,000	61%	\$195,241,173	\$77,582,556	152%
Napili/Kahana/Honokowai	65	23	183%	\$1,115,000	\$1,083,750	3%	\$110,829,927	\$49,769,390	123%
Olowalu	3	1	200%	\$7,050,000	\$1,125,000	527%	\$20,650,000	\$1,125,000	1736%
LANAI - MOLOKAI									
Lanai	15	16	-6%	\$700,000	\$442,500	58%	\$17,564,000	\$11,090,500	58%
Molokai	36	25	44%	\$535,000	\$475,000	13%	\$29,758,000	\$11,617,500	156%
MAUI SUMMARY	1,257	951	32%	\$982,000	\$790,000	24%	\$2,181,115,250	\$1,067,416,603	104%

NOVEMBER 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
CENTRAL	342	320	7%
SOUTH	276	189	46%
WEST	225	103	118%
UPCOUNTRY	217	183	19%
NORTH SHORE	135	106	27%
LANAI/MOLOKAI	51	41	24%
EAST	11	9	22%
TOTAL	1,257	951	32%

NOVEMBER 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$722,955,217	\$284,950,690	154%
WEST	\$616,737,766	\$229,117,450	169%
CENTRAL	\$289,182,965	\$231,380,633	25%
UPCOUNTRY	\$261,915,503	\$170,626,796	54%
NORTH SHORE	\$233,812,799	\$119,624,534	95%
LANAI/MOLOKAI	\$47,322,000	\$22,708,000	108%
EAST	\$9,189,000	\$9,008,500	2%
TOTAL	\$2,181,115,250	\$1,067,416,603	104%

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

CONDOMINIUM
YEAR-OVER-YEAR

2,139
TOTAL NUMBER OF SALES
2021

1,190
TOTAL NUMBER OF SALES
2020

80%

\$650,000
MEDIAN SALES PRICE
2021

\$568,500
MEDIAN SALES PRICE
2020

14%

\$2,081,727,004
TOTAL DOLLAR VOLUME
2021

\$1,098,771,890
TOTAL DOLLAR VOLUME
2020

90%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	30	33	-9%	\$169,500	\$140,000	21%	\$6,276,000	\$5,070,700	24%
Wailuku	122	81	51%	\$426,000	\$395,000	8%	\$56,041,089	\$34,586,898	62%
EAST									
Hana	1	-	-	\$527,000	-	-	\$527,000	-	-
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	678	390	74%	\$560,000	\$480,000	17%	\$435,978,887	\$227,727,142	91%
Maalaea	55	44	25%	\$480,000	\$444,500	8%	\$26,997,900	\$20,152,450	34%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	291	130	124%	\$1,510,000	\$1,525,000	-1%	\$607,769,112	\$362,416,700	68%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	7	8	-13%	\$726,000	\$644,950	13%	\$5,653,000	\$5,441,900	4%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	225	146	54%	\$970,000	\$1,080,000	-10%	\$303,568,298	\$198,610,531	53%
Kapalua	135	27	400%	\$1,187,500	\$1,095,000	8%	\$263,664,781	\$46,510,000	467%
Lahaina	141	139	1%	\$579,000	\$602,494	-4%	\$113,010,045	\$100,937,372	12%
Napili/Kahana/Honokowai	401	168	139%	\$540,000	\$499,000	8%	\$241,743,872	\$89,608,697	170%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	3	3	0%	\$1,500,000	\$850,000	77%	\$6,275,000	\$3,408,000	84%
Molokai	46	19	142%	\$171,460	\$170,000	1%	\$8,848,020	\$3,378,500	162%
MAUI SUMMARY	2,139	1,190	80%	\$650,000	\$568,500	14%	\$2,081,727,004	\$1,098,771,890	90%

NOVEMBER 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	1,024	564	82%
WEST	902	480	88%
CENTRAL	152	114	33%
LANAI/MOLOKAI	49	22	123%
UPCOUNTRY	7	8	-13%
NORTH SHORE	4	2	100%
EAST	1	-	-
TOTAL	2,139	1,190	80%

NOVEMBER 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$1,070,745,899	\$610,296,292	75%
WEST	\$921,986,996	\$435,666,600	112%
CENTRAL	\$62,317,089	\$39,657,598	57%
LANAI/MOLOKAI	\$15,123,020	\$6,786,500	123%
NORTH SHORE	\$5,653,000	\$5,441,900	4%
UPCOUNTRY	\$5,374,000	\$923,000	482%
EAST	\$527,000	-	-
TOTAL	\$2,081,727,004	\$1,098,771,890	90%

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

VACANT LAND
YEAR-OVER-YEAR

378
TOTAL NUMBER OF SALES
2021

181
TOTAL NUMBER OF SALES
2020

109%

\$675,000
MEDIAN SALES PRICE
2021

\$475,000
MEDIAN SALES PRICE
2020

42%

\$354,952,996
TOTAL DOLLAR VOLUME
2021

\$131,181,512
TOTAL DOLLAR VOLUME
2020

171%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	2	6	-67%	\$395,000	\$433,750	-9%	\$790,000	\$2,961,000	-73%
Kahului	-	3	-100%	-	\$280,000	-	-	\$885,000	-100%
Wailuku	36	19	90%	\$632,500	\$375,000	69%	\$25,483,500	\$8,379,000	204%
EAST									
Hana	19	8	138%	\$526,250	\$587,000	-10%	\$16,258,700	\$6,773,000	140%
Kaupo	2	-	-	\$462,500	-	-	\$925,000	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	1	-100%	-	\$444,000	-	-	\$444,000	-100%
Nahiku	2	-	-	\$324,000	-	-	\$648,000	-	-
NORTH SHORE									
Haiku	36	44	-18%	\$625,000	\$463,750	35%	\$30,376,019	\$26,377,087	15%
Sprecks/Paia/Kuau	2	2	0%	\$957,500	\$2,275,000	-58%	\$1,915,000	\$4,550,000	-58%
SOUTH									
Kihei	3	5	-40%	\$657,500	\$475,000	38%	\$1,834,500	\$2,800,000	-35%
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	14	8	75%	\$2,232,500	\$799,000	179%	\$42,635,000	\$11,944,000	257%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	47	40	18%	\$900,000	\$541,000	66%	\$47,276,320	\$33,387,850	42%
Makawao/Olinda/Haliimaile	25	8	213%	\$500,000	\$495,000	1%	\$29,897,934	\$4,825,000	520%
Pukalani	8	6	33%	\$432,500	\$397,500	9%	\$3,727,000	\$2,729,500	37%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	52	8	550%	\$550,000	\$451,788	22%	\$34,860,007	\$4,223,075	726%
Kapalua	57	7	714%	\$975,000	\$825,000	18%	\$64,065,000	\$12,975,000	394%
Lahaina	15	4	275%	\$1,150,000	\$1,527,250	-25%	\$20,146,000	\$5,129,500	293%
Napili/Kahana/Honokowai	7	-	-	\$500,000	-	-	\$3,186,975	-	-
Olowalu	5	1	400%	\$3,600,000	\$475,000	658%	\$18,000,000	\$475,000	3690%
LANAI - MOLOKAI									
Lanai	4	-	-	\$1,175,000	-	-	\$4,795,000	-	-
Molokai	40	10	300%	\$140,000	\$117,500	19%	\$6,533,041	\$1,868,500	250%
MAUI SUMMARY	378	181	109%	\$675,000	\$475,000	42%	\$354,952,996	\$131,181,512	171%

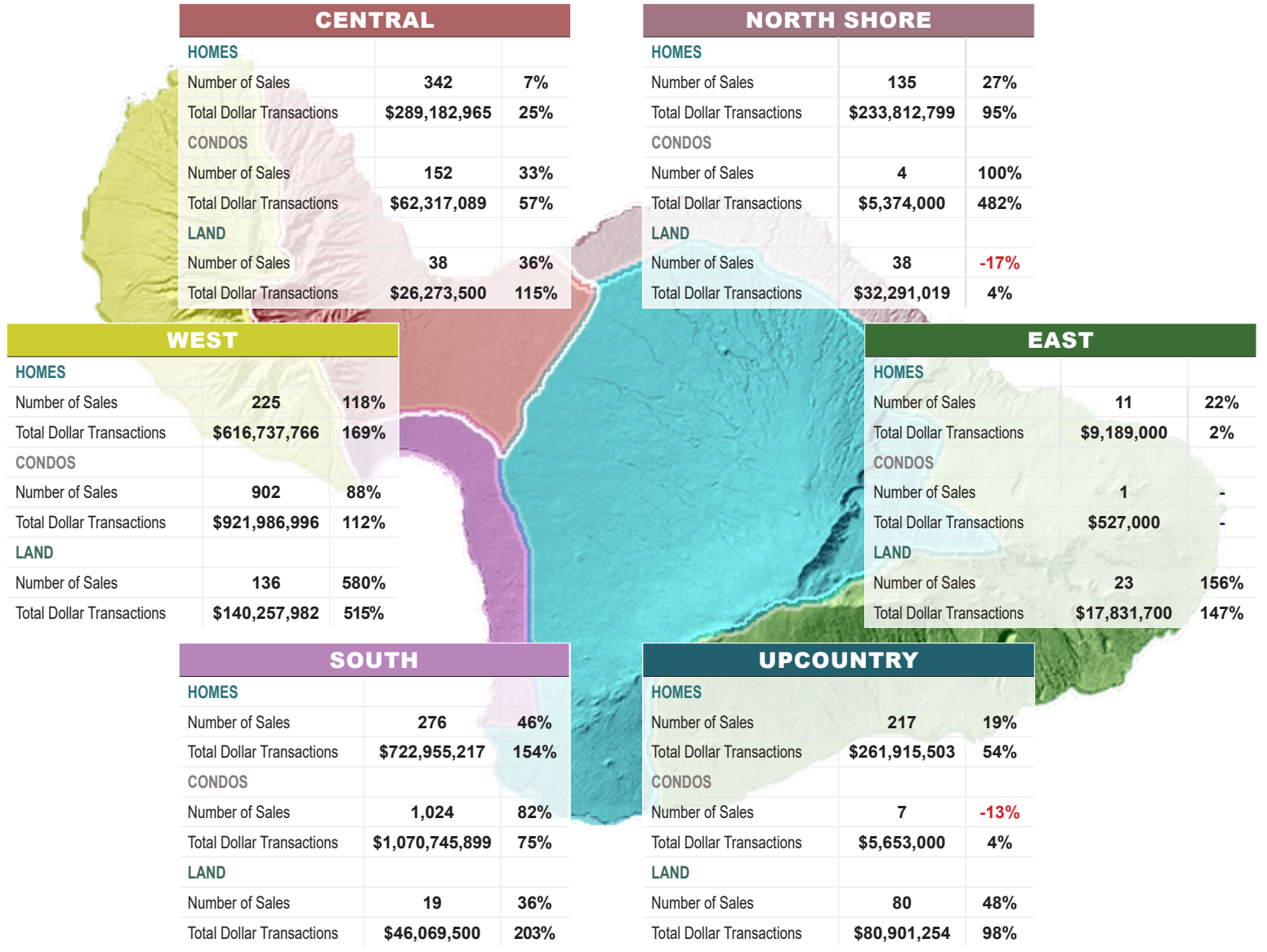
NOVEMBER 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
WEST	136	20	580%
UPCOUNTRY	80	54	48%
LANAI/MOLOKAI	44	10	340%
CENTRAL	38	28	36%
NORTH SHORE	38	46	-17%
EAST	23	9	156%
SOUTH	19	14	36%
TOTAL	378	181	109%

NOVEMBER 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
WEST	\$140,257,982	\$22,802,575	515%
UPCOUNTRY	\$80,901,254	\$40,942,350	98%
SOUTH	\$46,069,500	\$15,199,000	203%
NORTH SHORE	\$32,291,019	\$30,927,087	4%
CENTRAL	\$26,273,500	\$12,225,000	115%
EAST	\$17,831,700	\$7,217,000	147%
LANAI/MOLOKAI	\$11,328,041	\$1,868,500	506%
TOTAL	\$354,952,996	\$131,181,512	171%

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



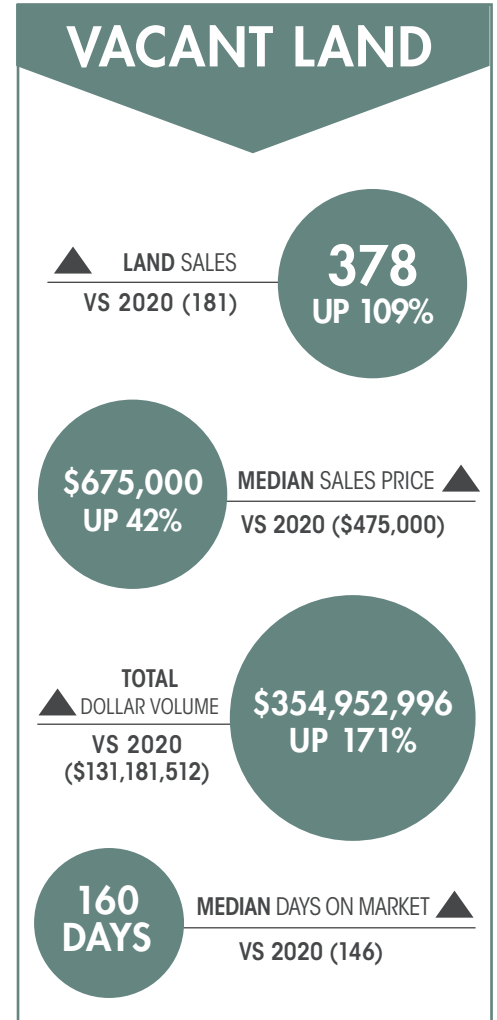
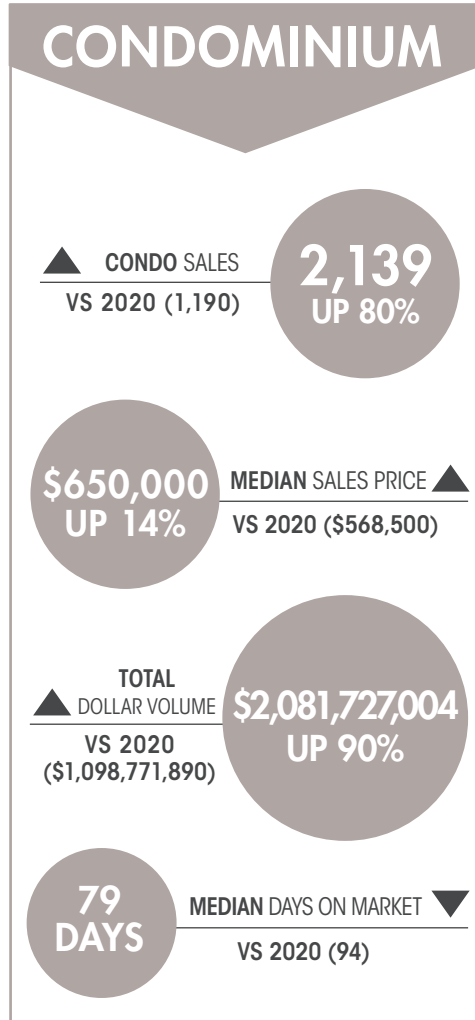
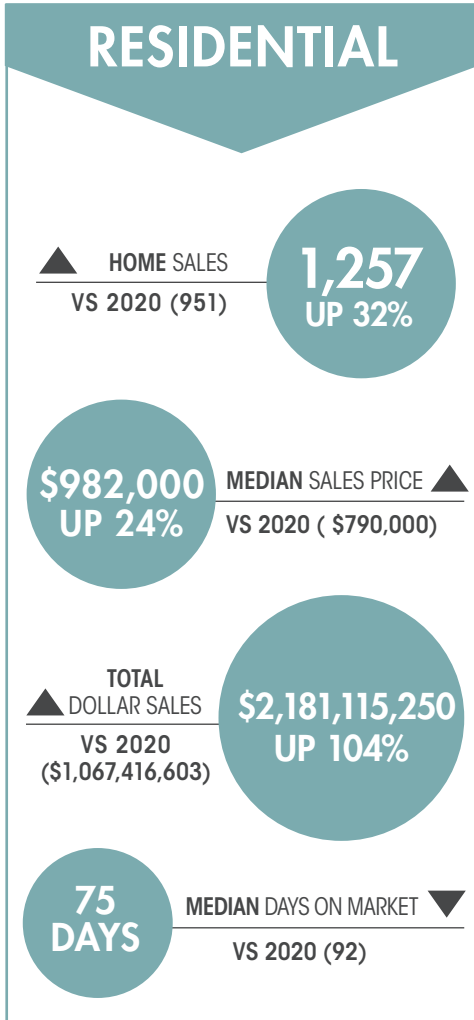
- CENTRAL**
Kahakuloa, Kahului, Wailuku
- SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- EAST**
Hana, Kaupo, Kipahulu, Nahiku
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- NORTH SHORE**
Haiku, Sprecklesville/Paia/Kuau
- WEST**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai,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

Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$374,598,217
Kihei	\$291,510,500
Lahaina	\$195,241,173
Wailuku	\$181,976,265
Kaanapali	\$154,869,166
Haiku	\$144,011,299
Kapalua	\$135,147,500
Kula/Ulupalakua/Kanaio	\$130,484,850
Napili/Kahana/Honokowai	\$110,829,927
Kahului	\$104,666,700

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$607,769,112
Kihei	\$435,978,887
Kaanapali	\$303,568,298
Kapalua	\$263,664,781
Napili/Kahana/Honokowai	\$241,743,872
Lahaina	\$113,010,045
Wailuku	\$56,041,089
Maalaea	\$26,997,900
Molokai	\$8,848,020
Kahului	\$6,276,000

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kapalua	\$64,065,000
Kula/Ulupalakua/Kanaio	\$47,276,320
Wailea/Makena	\$42,635,000
Kaanapali	\$34,860,007
Haiku	\$30,376,019
Makawao/Olinda/Haliimaile	\$29,897,934
Wailuku	\$25,483,500
Lahaina	\$20,146,000
Olowalu	\$18,000,000
Hana	\$16,258,700



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 | Joanne Mackey | Kosei Nagata | Mercy Palmer | Trisha Spencer-Kitayama

8 Experienced Officers | 3 Sales Executives | 260 Years of Combined Experience

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