

	% OF CLOSINGS	# OF UNIT	S RECOR	DED	MEDIAN	I 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

	2021 VS 2020	YTD NUMBE	R OF UNITS	2021 VS 2020 YTD TOTAL DOLLAR VOLUME			
	DISTRICT	2021	% Change	DISTRICT	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%	
% of Closed Sales by Districts	UPCOUNTRY	304	8%	UPCOUNTRY	\$348,469,757	61%	
through November 30, 2021	NORTH SHORE	177	5%	NORTH SHORE	\$271,477,818	79%	
Number of Recorded transactions	LANAI/MOLOKAI	144	4%	LANAI/MOLOKAI	\$73,773,061	135%	
from January 1, 2021 – November 3	0, 2021 EAST	35	1%	EAST	\$27,547,700	70%	
•	TOTAL	3,774	63%	TOTAL	\$4,617,795,250	101%	

MAUI REAL ESTATE REPORT Fidelity National Title[®] & ESCROW OF HAWAII

MAUI NOVEMBER 2021 YTD vs. NOVEMBER 2020 YTD

Image: Second	& ESCROW	OF HAWAII								
2021 2020 %Change 2021 2020 %Change 2021 2020 %Change CENTRAL Kahaludi 2 - S1,270,000 - - S2,540,000 - - S2,550,003 10% Hana 10 7 43% S795,500 S80,000 - S2,50,00 - - S230,500 100% Kapahud 1 - - S425,000 - - S230,500 100% Kapahud - 1 - S425,000 - - S795,000 - S425,000 - S425,000 - S425,000 - S425,000 - S42,00,00 - S2,075,000 - S2,075,000 - S2,075,00,00 -	TOTAL NUMBER OF SALES 2021 SERIBLENTIAL YEAR-OVER-YEAR TOTAL NUMBER OF SALES TOTAL NUMBER OF SALES			32%	2% MEDIAN SALES PRICE 2021 \$790,000 MEDIAN SALES PRICE			TOTAL DOLLAR VOLUME 2021 \$1,067,416,603 104% TOTAL DOLLAR VOLUME		
2021 2020 %Change 2021 2020 %Change 2021 2020 %Change CENTRAL Kahaludi 2 - S1,270,000 - - S2,540,000 - - S2,550,003 10% Hana 10 7 43% S795,500 S80,000 - S2,50,00 - - S230,500 100% Kapahud 1 - - S425,000 - - S230,500 100% Kapahud - 1 - S425,000 - - S795,000 - S425,000 - S425,000 - S425,000 - S425,000 - S42,00,00 - S2,075,000 - S2,075,000 - S2,075,00,00 -		Nu	mber of	Sales	Medi	an Sales Prid	:e	Total	Dollar Volum	ē
CENTRAL Solution										
Kahakuloa 2 - S1,270,000 - - S2,540,000 - - Kahului 126 108 17% S815,000 S779,650 20% \$104,667,700 S76,082,270 38% Waikuku 212 212 10% S80,025 S726,833 11% \$181,976,265 \$155,298,363 17% FAST - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - -	CENTRAL	2021	2020	/oonange	2021	2020	/ochange	2021	2020	/oonange
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 587,64,000 \$7,983,000 10% Kaupo 0 7 43% \$795,500 \$880,000 -10% \$87,64,000 \$7,983,000 10% Kaanae - 1 -100% - \$230,500 - - \$425,000 - - \$425,000 - - \$425,000 - - \$425,000 - - \$425,000 - - \$425,000 - - \$425,000 - - \$425,000 \$100,00,634 41% \$505,000 \$897,000 \$14,011,299 \$102,300,634 41% \$505,000 \$898,01,500 \$144,011,299 \$102,300,634 41% \$505,000 \$898,01,500 \$146,629,113 99% Maladaea 1 <td></td> <td>2</td> <td>-</td> <td>_</td> <td>\$1 270 000</td> <td>_</td> <td>-</td> <td>\$2 540 000</td> <td>-</td> <td>-</td>		2	-	_	\$1 270 000	_	-	\$2 540 000	-	-
Nailuku 214 212 1% \$803,625 \$726,833 11% \$181,976,265 \$155,298,363 17% EAST										
EAST Image Image <thi< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></thi<>										
Hana10743%\$795,500\$880,000-10%\$8,764,000\$7,983,00010%Kaupo-1-100%-\$230,500\$230,500100%KanaeKanaeKanae-1-100%-\$795,000 </td <td></td> <td></td> <td></td> <td>170</td> <td><i>\$00010</i></td> <td>¢: 20,000</td> <td></td> <td>¢.0.,0.0,200</td> <td>¢100,200,000</td> <td></td>				170	<i>\$00010</i>	¢: 20,000		¢.0.,0.0,200	¢100,200,000	
Kaupo - 1 -100% - \$\$230,500 - - \$\$230,500 - \$\$230,500 - \$\$230,500 - \$\$230,500 - \$\$230,500 - \$\$230,500 - . Kipahulu 1 - - \$\$425,000 - \$\$425,000 - <t< td=""><td></td><td>10</td><td>7</td><td>43%</td><td>\$795,500</td><td>\$880,000</td><td>-10%</td><td>\$8,764,000</td><td>\$7,983,000</td><td>10%</td></t<>		10	7	43%	\$795,500	\$880,000	-10%	\$8,764,000	\$7,983,000	10%
KeanaeKipahulu1\$425,000\$425,000Nahiku\$795,000\$425,000NORTH SHORE\$795,000\$100%NORTH SHORE\$11%\$1,237,000\$947,50031%\$144,011,299\$102,300,63441%Sprecks/Paia/Kuau3718106%\$1,525,000\$850,00079%\$89,801,500\$17,323,900418%SOUTH\$291,510,500\$146,629,11399%Maalaea18113633%\$985,000\$10,00034%\$54,371,500\$29,552,80084%Maulaeadows322246%\$1,610,000\$1,200,00034%\$54,371,500\$29,552,80084%Wallea/Makena6231100%\$3,599,500\$2,650,00036%\$374,598,217\$108,788,777244%UPCOUNTRYKula/Ulupalaku/Alaimale72703%\$32,675,00\$17%\$62,369,549\$34,065,23383%Pukalari614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%Makawao/Dind		-	1	-100%	-		-	-		-100%
Nahiku.1.100%.\$795,000\$795,000.100%NORTH SHOREHaiku988811%\$1,237,000\$947,50031%\$144,011,299\$102,300,63441%Sprecks/Paia/Kuau371811%\$1,252,000\$850,00079%\$898,01,500\$17,323,900418%SourtSourtKihei18113633%\$985,000\$845,00017%\$291,510,500\$146,629,11399%Maalaea1\$2,475,000\$2,475,000Maui Meadows6231100%\$1,200,00034%\$54,371,500\$29,552,80084%Wailea/Makena6231100%\$1,250,00024%\$37,589,217\$108,768,777244%UPCOUNTRYKula/Ulupalakua/Kanaio847118%\$1,250,000\$1,000,0025%\$130,484,850\$80,543,26362%Makawao/Olinda/Halimaile72703%\$839,500\$687,25022%\$69,061,104\$56,018,30023%Pukalani614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%WESTHonokohau5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,50420%Kaapapali52		-	-	-	-		-	-		-
NORTH SHORE 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% Sourth V V V V V Signal \$146,629,113 99% Maalaea 1 - - \$2,475,000 - - \$24,75,000 - - \$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% Wakawao/Olinda/Halimaile 72 70 3% \$994,000 \$77,450 17% \$62,369,549 \$34,065,233 83% West V 1 18%	Kipahulu	1	-	-	\$425,000	-	-	\$425,000	-	-
Haiku988811%\$1,237,000\$947,50031%\$144,011,299\$102,300,63441%Sprecks/Paia/Kuau3718106%\$1,525,000\$850,00079%\$89,801,500\$17,323,900418%SOUTH13633%\$985,000\$845,00017%\$291,510,500\$146,629,11399%Maalaea1\$2,475,000\$2,475,000-Mail Meadows322246%\$1,610,000\$1,200,00034%\$534,71,500\$29,552,80084%Wailea/Makena6231100%\$31,250,000\$1,200,00036%\$374,582,171\$108,768,77724%UPCOUNTRY\$1,250,000\$1,000,00025%\$130,484,850\$80,543,26362%Makawao/Olinda/Halimaile72703%\$839,500\$667,25022%\$69,061,104\$56,018,30023%Pukalani614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%WEST\$1,250,000\$1,932,50023%\$154,869,166\$50,748,50420%Kaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,50420%Lahaina734381%\$2,112,500\$1,932,50023%\$154,869,166\$50,748,50420%Olowalu652318%\$2,1		-	1	-100%	-	\$795,000	-	-	\$795,000	-100%
Sprecks/Paia/Kuau3718106%\$1,525,000\$850,00079%\$89,801,500\$17,323,900418%SOUTHKihei18113633%\$985,000\$845,00017%\$291,510,500\$146,629,11399%Maalaea1\$2,475,000\$2,475,000Maul Meadows322246%\$1,610,000\$1,200,00034%\$54,371,500\$29,552,80084%Wailea/Makena6231100%\$3,599,500\$26,50,00036%\$374,598,217\$108,768,777244%UPCOUNTRY\$1,250,000\$1,000,00025%\$130,484,850\$80,543,26362%Makawac/Olinda/Halimaile72703%\$839,500\$687,25022%\$69,061,104\$56,018,30023%Pukalani614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%WESTHonokohau-1117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,504205%Kaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,504205%Kaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,504205%Kaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,1	NORTH SHORE									
SOUTH Source Sevent Sevent Sevent Sevent Sevent 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 1 1 1 \$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 \$77,450 17% \$62,369,549 \$33,065,023 83%	Haiku	98	88	11%	\$1,237,000	\$947,500	31%	\$144,011,299	\$102,300,634	41%
Kihei18113633%\$985,000\$845,00017%\$291,510,500\$146,629,11399%Maalaea1\$2,475,000\$2,475,000Maui Meadows322246%\$1,610,000\$1,200,00034%\$54,371,500\$29,552,80084%Wailea/Makena6231100%\$3,599,500\$2,650,00036%\$374,598,217\$108,768,777244%UPCOUNTRYKula/Ulupalakua/Kanaio847118%\$1,250,000\$1,000,00025%\$130,484,850\$80,543,26362%Makawao/Olinda/Haliimaile72703%\$839,500\$687,25022%\$69,061,104\$56,018,30023%Pukalani614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%WESTHonokohauKaanapali5224117%\$2,380,750\$1,932,500\$3%\$1514,869,166\$50,748,504205%Kapalua2712125%\$4,150,000\$3,063,0003%\$135,147,500\$49,989,000171%Lahaina784381%\$2,112,500\$1,310,00061%\$195,241,173\$77,582,556152%Napili/Kahana/Honokowai6523183%\$1,115,000\$1,83,7503%\$110,829,927\$49,769,390123%Olowalu31200%\$7,050,000<	Sprecks/Paia/Kuau	37	18	106%	\$1,525,000	\$850,000	79%	\$89,801,500	\$17,323,900	418%
Maalaea1-\$2,475,000\$2,475,000Maui Meadows322246%\$1,610,000\$1,200,00034%\$54,371,500\$29,552,80084%Wailea/Makena6231100%\$3,599,500\$2,650,00036%\$374,598,217\$108,768,777244%UPCOUNTRYKula/Ulupalakua/Kanaio847118%\$1,250,000\$1,000,00025%\$130,484,850\$80,543,26362%Makawao/Olinda/Halimaile72703%\$839,500\$687,25022%\$69,061,104\$56,018,30023%Pukalani614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%WESTHonokohauKaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,504205%Kapalua2712125%\$4,150,000\$3,063,00036%\$135,147,500\$49,982,000171%Lahaina784381%\$2,112,500\$1,310,00061%\$195,241,173\$77,582,556152%Napili/Kahana/Honokowai6523183%\$1,115,000\$1,083,7503%\$110,829,927\$49,769,390123%Olowalu31200%\$7,050,000\$1,125,000527%\$20,650,000\$1,125,0001736%LANAI - MOLOKAI16-6%\$700,000<	SOUTH									
Maui Meadows322246%\$1,610,00\$1,200,00034%\$54,371,500\$29,552,80084%Wailea/Makena6231100%\$3,599,500\$2,650,00036%\$374,598,217\$108,768,777244%UPCOUNTRYKula/Ulupalakua/Kanaio847118%\$1,250,000\$1,000,00025%\$130,484,850\$80,543,26362%Makawao/Olinda/Haliimaile72703%\$839,500\$687,25022%\$69,061,104\$56,018,30023%Pukalani614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%WESTHonokohauKaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,504205%Kapalua2712125%\$4,150,000\$3,063,00036%\$135,147,500\$49,892,000171%Lahaina784381%\$2,112,500\$1,310,00061%\$195,241,173\$77,582,556152%Napili/Kahana/Honokowai6523183%\$1,115,000\$1,083,7503%\$110,829,927\$49,769,390123%Lanai1516-6%\$700,000\$442,50058%\$17,564,000\$11,090,50058%Molokai362544%\$535,000\$475,00013%\$29,758,000\$11,617,500156%	Kihei	181	136	33%	\$985,000	\$845,000	17%	\$291,510,500	\$146,629,113	99%
Wailea/Makena6231100%\$3,599,500\$2,650,00036%\$374,598,217\$108,768,777244%UPCOUNTRYKula/Ulupalakua/Kanaio847118%\$1,250,000\$1,000,00025%\$130,484,850\$80,543,26362%Makawao/Olinda/Haliimaile72703%\$839,500\$687,25022%\$69,061,104\$56,018,30023%Pukalani614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%WESTHonokohauKaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,504205%Kapalua2712125%\$4,150,000\$3,063,00036%\$135,147,500\$49,892,000171%Lahaina784381%\$2,112,500\$1,310,00061%\$195,241,173\$77,582,556152%Napili/Kahana/Honokowai6523183%\$1,115,000\$1,083,7503%\$110,829,927\$49,769,390123%Olowalu31200%\$7,050,000\$1,125,000527%\$20,650,000\$1,125,0001736%Lanai1516-6%\$700,000\$442,50058%\$17,564,000\$11,090,50058%Molokai362544%\$535,000\$475,00013%\$29,758,000\$11,617,500156%	Maalaea	1	-	-	\$2,475,000	-	-	\$2,475,000	-	-
UPCOUNTRY Kula/Ulupalakua/Kanaio 84 71 18% \$1,250,000 \$1,000,000 25% \$130,484,850 \$80,543,263 62% Makawao/Olinda/Halimaile 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 17% \$2,380,750 \$1,932,500 23% \$154,869,166 \$50,748,504 205% 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	Maui Meadows	32	22	46%	\$1,610,000	\$1,200,000	34%	\$54,371,500	\$29,552,800	84%
Kula/Ulupalakua/Kanaio847118%\$1,250,000\$1,000,00025%\$130,484,850\$80,543,26362%Makawao/Olinda/Haliimaile72703%\$839,500\$687,25022%\$69,061,104\$56,018,30023%Pukalani614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%WESTHonokohauKaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,504205%Kapalua2712125%\$4,150,000\$3,063,00036%\$135,147,500\$49,892,000171%Lahaina784381%\$2,112,500\$1,310,00061%\$195,241,173\$77,582,556152%Napili/Kahana/Honokowai6523183%\$1,115,000\$1,083,7503%\$110,829,927\$49,769,390123%Lanai1516-6%\$700,000\$442,50058%\$17,564,000\$11,090,50058%Molokai362544%\$535,000\$475,00013%\$29,758,000\$11,617,500156%	Wailea/Makena	62	31	100%	\$3,599,500	\$2,650,000	36%	\$374,598,217	\$108,768,777	244%
Makawao/Olinda/Haliimaile72703%\$839,500\$687,25022%\$69,061,104\$56,018,30023%Pukalani614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%WESTHonokohauKaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,504205%Kapalua2712125%\$4,150,000\$3,063,00036%\$135,147,500\$49,892,000171%Lahaina784381%\$2,112,500\$1,310,00061%\$195,241,173\$77,582,556152%Napili/Kahana/Honokowai6523183%\$1,115,000\$1,083,7503%\$110,829,927\$49,769,390123%Olowalu31200%\$7,050,000\$1,125,000527%\$20,650,000\$1,125,0001736%Lanai1516-6%\$700,000\$442,50058%\$17,564,000\$11,090,50058%Molokai362544%\$535,000\$475,00013%\$29,758,000\$11,617,500156%	UPCOUNTRY									
Pukalani614245%\$904,000\$774,45017%\$62,369,549\$34,065,23383%WESTHonokohauKaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,504205%Kapalua2712125%\$4,150,000\$3,063,00036%\$135,147,500\$49,892,000171%Lahaina784381%\$2,112,500\$1,310,00061%\$195,241,173\$77,582,556152%Napili/Kahana/Honokowai6523183%\$1,115,000\$1,083,7503%\$110,829,927\$49,769,390123%Olowalu31200%\$7,050,000\$1,125,000\$27%\$20,650,000\$1,125,0001736%Lanai1516-6%\$700,000\$442,50058%\$17,564,000\$11,090,50058%Molokai362544%\$535,000\$475,00013%\$29,758,000\$11,617,500156%	Kula/Ulupalakua/Kanaio	84	71	18%	\$1,250,000	\$1,000,000	25%	\$130,484,850	\$80,543,263	62%
WEST - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - -	Makawao/Olinda/Haliimaile	72	70	3%	\$839,500	\$687,250	22%	\$69,061,104	\$56,018,300	23%
Honokohau<	Pukalani	61	42	45%	\$904,000	\$774,450	17%	\$62,369,549	\$34,065,233	83%
Kaanapali5224117%\$2,380,750\$1,932,50023%\$154,869,166\$50,748,504205%Kapalua2712125%\$4,150,000\$3,063,00036%\$135,147,500\$49,892,000171%Lahaina784381%\$2,112,500\$1,310,00061%\$195,241,173\$77,582,556152%Napili/Kahana/Honokowai6523183%\$1,115,000\$1,083,7503%\$110,829,927\$49,769,390123%Olowalu31200%\$7,050,000\$1,125,000527%\$20,650,000\$1,125,0001736%LANAI - MOLOKAILanai1516-6%\$700,000\$442,50058%\$17,564,000\$11,090,50058%Molokai362544%\$535,000\$475,00013%\$29,758,000\$11,617,500156%	WEST									
Kapalua2712125%\$4,150,000\$3,063,00036%\$135,147,500\$49,892,000171%Lahaina784381%\$2,112,500\$1,310,00061%\$195,241,173\$77,582,556152%Napili/Kahana/Honokowai6523183%\$1,115,000\$1,083,7503%\$110,829,927\$49,769,390123%Olowalu31200%\$7,050,000\$1,125,000527%\$20,650,000\$1,125,0001736%LANAI - MOLOKAILanai1516-6%\$700,000\$442,50058%\$17,564,000\$11,090,50058%Molokai362544%\$535,000\$475,00013%\$29,758,000\$11,617,500156%	Honokohau	-	-	-	-	-	-	-	-	-
Lahaina784381%\$2,112,500\$1,310,00061%\$195,241,173\$77,582,556152%Napili/Kahana/Honokowai6523183%\$1,115,000\$1,083,7503%\$110,829,927\$49,769,390123%Olowalu31200%\$7,050,000\$1,125,000527%\$20,650,000\$1,125,0001736%LANAI - MOLOKAILanai1516-6%\$700,000\$442,50058%\$17,564,000\$11,090,50058%Molokai362544%\$535,000\$475,00013%\$29,758,000\$11,617,500156%	Kaanapali	52	24	117%	\$2,380,750	\$1,932,500	23%	\$154,869,166	\$50,748,504	205%
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 Example Example S700,000 \$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%	Kapalua	27	12		\$4,150,000	\$3,063,000	36%	\$135,147,500	\$49,892,000	171%
Olowalu31200%\$7,050,000\$1,125,000527%\$20,650,000\$1,125,0001736%LANAI - MOLOKAILanai1516-6%\$700,000\$442,50058%\$17,564,000\$11,090,50058%Molokai362544%\$535,000\$475,00013%\$29,758,000\$11,617,500156%	Lahaina	78			\$2,112,500	\$1,310,000			\$77,582,556	
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%	Napili/Kahana/Honokowai	65	23		\$1,115,000	\$1,083,750		\$110,829,927	\$49,769,390	123%
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%		3	1	200%	\$7,050,000	\$1,125,000	527%	\$20,650,000	\$1,125,000	1736%
Molokai 36 25 44% \$535,000 \$475,000 13% \$29,758,000 \$11,617,500 156%	LANAI - MOLOKAI									
MAUI SUMMARY 1,257 951 32% \$982,000 \$790,000 24% \$2,181,115,250 \$1,067,416,603 104%										
	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 NOVEMBER 2021 YTD TOTAL DOLLAR VOLUME DISTRICT 2021 2020 % Change DISTRICT 2021 2020 % Change CENTRAL 342 320 7% SOUTH \$722,955,217 \$284,950,690 154% SOUTH 276 189 WEST 46% \$616,737,766 \$229,117,450 169% WEST 225 103 118% CENTRAL \$289,182,965 \$231,380,633 25% UPCOUNTRY 217 183 19% UPCOUNTRY \$261,915,503 \$170,626,796 54% NORTH SHORE 135 106 27% NORTH SHORE \$233,812,799 \$119,624,534 95% LANAI/MOLOKAI LANAI/MOLOKAI 51 41 24% \$47,322,000 \$22,708,000 108% EAST 11 9 22% EAST \$9,189,000 \$9,008,500 2% TOTAL 1,257 951 32% TOTAL \$2,181,115,250 \$1,067,416,603 104%

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

wwwFidelityHawaii.com

MAUI REAL ESTATE REPORT **Fidelity** National Title[®] & ESCROW OF HAWAII

MAUI NOVEMBER 2021 YTD vs. NOVEMBER 2020 YTD

& ESCROW	OF HAWAII								
CONDOMINI YEAR-OVER-YEAR	UM	2021 1,190	MBER OF SALE	2021 \$0% \$568,500 14%			тота 202 ² 4% \$1,0 тота	\$2,081,727,004 TOTAL DOLLAR VOLUME 2021 \$1,098,771,890 90% TOTAL DOLLAR VOLUME 2020	
	Nu	mber of	Sales	Media	an Sales Pric	. e	Total	Dollar Volum	٩
CENTRAL	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
Kahakuloa	-	-	-	-	_	-		-	-
Kahului	- 30	- 33	-9%	- \$169,500	- \$140,000	- 21%	- \$6,276,000	- \$5,070,700	- 24%
Wailuku	122	81	-9% 51%	\$426,000	\$395,000	8%	\$56,041,089	\$34,586,898	62%
EAST	122	01	5170	\$420,000	φ393,000	0 70	\$30,041,009	\$34,500,090	02 /0
Hana	1	-	-	\$527,000	_	-	\$527,000	-	-
Kaupo	-	_	-	φ <u>υ</u> 21,000 -	_	-	φ327,000	_	_
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE	-	-	-	-	-	-	-	-	-
Haiku	-	-	-		_	-			
Sprecks/Paia/Kuau	- 4	2	- 100%	- \$602,500	- \$461,500	- 31%	- \$5,374,000	\$923,000	- 482%
SOUTH	4	2	100 /0	\$002,500	φ401,500	5170	ψ0,074,000	\$923,000	40270
Kihei	678	390	74%	\$560,000	\$480,000	17%	\$435,978,887	\$227,727,142	91%
Maalaea	55	44	25%	\$380,000	\$444,500	8%			34%
Maui Meadows	-	-	23%	 \$400,000	\$444,500	-	\$26,997,900	\$20,152,450	-
Wailea/Makena	- 291	- 130	- 124%	- \$1,510,000	- \$1,525,000	-1%	- \$607,769,112	\$362,416,700	- 68%
UPCOUNTRY	291	150	124 /0	φ1,510,000	\$1,525,000	-170	φ007,70 9 ,112	\$302,410,700	00 /0
Kula/Ulupalakua/Kanaio	-	-	-	-	_	-	-	-	-
Makawao/Olinda/Haliimaile	_	-	-		_	-			
Pukalani	7	8	-13%	\$726,000	\$644,950	13%	\$5,653,000	\$5,441,900	4%
WEST	1	0	-1070	ψ120,000	ψ0,000	1070	ψ0,000,000	ψ0,++1,000	470
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 2	NOVEMBER 2021 YTD NUMBER OF SALES			NOVEMBER 2021 YTD TOTAL DOLLAR VOLUME					
DISTRICT	2021	2020	% Change	DISTRICT	2021	2020	% Change		
SOUTH	1,024	564	82%	SOUTH	\$1,070,745,899	\$610,296,292	75%		
WEST	902	480	88%	WEST	\$921,986,996	\$435,666,600	112%		
CENTRAL	152	114	33%	CENTRAL	\$62,317,089	\$39,657,598	57%		
LANAI/MOLOKAI	49	22	123%	LANAI/MOLOKAI	\$15,123,020	\$6,786,500	123%		
UPCOUNTRY	7	8	-13%	NORTH SHORE	\$5,653,000	\$5,441,900	4%		
NORTH SHORE	4	2	100%	UPCOUNTRY	\$5,374,000	\$923,000	482%		
EAST	1	-	-	EAST	\$527,000	-	-		
TOTAL	2,139	1,190	80%	TOTAL	\$2,081,727,004	\$1,098,771,890	90%		

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

wwwFidelityHawaii.com

MAUI REAL ESTATE REPORT **Fidelity** National Title[®] & ESCROW OF HAWAII

MAUI NOVEMBER 2021 YTD vs. NOVEMBER 2020 YTD

S78 TOTAL NUMBER OF SALES 2021 S675,000 NEDIAN SALES PRICE 2021 S354,952,996 TOTAL DOLLAR VOLUME 201 TOTAL DOLLAR VOLUME 201 CENTRAL Kahakulo 2 6 471% S395,000 \$433,750 9% S790,000 \$2,961,000 73% Kahakulo 3 100% 5.928,000 \$433,750 9% \$790,000 \$2,961,000 73% Kahakulo 3 190% \$962,250 \$375,000 69% \$2,483,500 \$8,379,000 240% Kaupo 1 1.0% \$324,000 - \$22,500 - \$22,377,007 10% Kaupo 2 0 \$375,000 \$10,528,700 \$4,400 - - Kahakulo 2 - \$324,000 - \$524,800,000 - -	a Lickow	OF HAWAII								
2021 2020 %Change 2021 2020 %Change 2021 2020 %Change CENTRAL Kahakuloa 2 6 -67% S396,000 S433,750 -9% S790.000 \$2,961,000 -73% Kahakuloa 36 19 90% \$832,500 \$375,000 69% \$25,483,500 \$885,000 :00% Waluku 36 19 90% \$582,500 \$375,000 69% \$25,483,500 \$8,379,000 204% Hana 19 8 138% \$526,250 \$587,000 -0 \$61,258,700 \$6,773,000 140% Kaapo 2 - - - - \$925,000 - - - Kapatulu 2 - \$324,000 - - \$\$648,000 - - NORT 140% \$825,700 \$423,750 \$50,376,019 \$\$2,83,70,001 \$\$65 Spreds/Pair/Markua 2 2 0% \$857,500 \$2	VACANT LAND YEAR-OVER-YEAR TOTAL NUMBER OF SALES		MEDIAN SALES PRICE 2021 \$475,000 MEDIAN SALES PRICE		2%	TOTAL DOLLAR VOLUME 2021 \$131,181,512 TOTAL DOLLAR VOLUME				
2021 2020 %Change 2021 2020 %Change 2021 2020 %Change CENTRAL Kahakuloa 2 6 -67% \$396,000 \$433,750 -9% \$790,000 \$2,961,000 -73% Kahakuloa 36 19 90% \$632,500 \$375,000 69% \$225,483,500 \$887,000 204% EAST 5526,250 \$587,000 -10% \$16,258,700 \$6,773,000 140% Kaapo 2 - - - - 5025,000 - - - Keanae - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - <th></th> <th>Nu</th> <th>mber of</th> <th>Sales</th> <th>Media</th> <th>an Sales Pric</th> <th>ce</th> <th>То</th> <th>tal Dollar Volum</th> <th>е</th>		Nu	mber of	Sales	Media	an Sales Pric	ce	То	tal Dollar Volum	е
CENTRAL Kahakuloa 2 6 6-7% \$395,000 \$433,750 -9% \$790,000 \$2,961,000 -73% Kahului 3 -100% - \$280,000 - \$26,433,500 \$83,70,000 204% Walitku 36 19 90% \$582,500 \$375,000 61% \$25,433,500 \$8,37,000 204% EAST 582,500 - - \$86,77,000 1.0% \$6,73,000 1.0% \$6,73,000 1.0% \$6,73,000 1.0% \$6,73,000 1.0% \$6,73,000 1.0% \$6,73,000 1.0% \$6,73,000 1.0% \$6,73,000 1.0% \$6,73,000 1.0% \$6,73,000 1.0% \$6,70,00 1.0% \$6,70,00 1.0% \$6,70,00 1.0% \$6,70,00 1.0% \$6,70,00 1.0% \$6,70,00 1.0% \$6,70,00 5.0% \$1,91,00,00 \$6,70,00 \$6,70,00 \$6,70,00 \$6,70,00 \$6,70,00 \$6,70,00 \$6,70,00 \$6,70,00 \$6,70								2021	2020	%Change
Kahakuloa 2 6 -67% \$395,000 \$433,750 -9% \$790,000 \$2,961,000 -73% Kahului - 3 -100% - \$280,000 - - \$885,000 200% Wailuku 36 19 90% \$632,500 \$375,000 6% \$25,483,500 \$8,379,000 200% EAST - - \$462,500 - - \$925,000 - - Kaupo 2 - - \$444,000 - S16,258,700 \$444,000 - - - Koana 2 - - \$324,000 - - \$444,000 -10% \$444,000 -10% \$444,000 -10% \$50,71,087 15% \$30,376,019 \$26,377,087 15% \$30 \$450,000 -58% \$1,915,000 \$455,000 56% \$31,915,000 \$455,000 56% \$31,915,000 \$455,000 10% \$60,000 \$455,000 10% \$60,000 \$455	CENTRAL	2021	2020	/oonange	2021	2020	/oonange	2021	2020	/oonange
Kahului - 3 -100% \$280,000 - - S885,000 -100% Walluku 36 19 90% \$632,500 \$375,000 69% \$25,483,500 \$8,379,000 204% EAST 138% \$526,250 \$587,000 -10% \$16,258,700 \$6,773,000 140% Kaapo 2 - - \$462,500 - - \$925,000 - - Keanae - 1 -10% - - \$944,000 -0 1 - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - -		2	6	-67%	\$395.000	\$433.750	-9%	\$790.000	\$2,961,000	-73%
Wailuku 36 19 90% \$632,500 \$375,000 69% \$25,433,500 \$8,379,000 204% FAST - - \$552,620 \$567,000 \$16,258,700 \$67,73,000 140% Kaupo 2 - - \$462,500 - - \$925,000 - - Kaenae - 1 -100% \$444,000 - \$925,000 - - Kaphulu - 1 -100% - \$444,000 - - \$680,000 - - \$648,000 - - - NoRTH SHORE - - \$825,000 \$463,750 35% \$30,376,019 \$26,37,087 15% Sprecks/Paia/Kuau 2 0% \$957,500 \$22,75,000 -58% \$1,915,000 \$4,550,000 \$465,000 \$1,834,500 \$2,800,000 - - - Mailaea 1 0% \$657,500 \$475,000 \$1,840,500 \$1,840,000 \$1,834,5					-			-		
EAST Image		36			\$632,500		69%	\$25,483,50		
Kaupo 2 - - \$462,500 - - \$925,000 - - Kipahulu - 1 -100% - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - <td< td=""><td>EAST</td><td></td><td></td><td></td><td>, ,</td><td>, ,</td><td></td><td></td><td>, , , , , , , , , , , , , , , , , , ,</td><td></td></td<>	EAST				, ,	, ,			, , , , , , , , , , , , , , , , , , ,	
Kaupo 2 - - \$462,500 - - \$992,000 - - Kipahulu - 1 - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - </td <td>Hana</td> <td>19</td> <td>8</td> <td>138%</td> <td>\$526,250</td> <td>\$587,000</td> <td>-10%</td> <td>\$16,258,70</td> <td>00 \$6,773,000</td> <td>140%</td>	Hana	19	8	138%	\$526,250	\$587,000	-10%	\$16,258,70	00 \$6,773,000	140%
KeanaeKipahulu1\$444,000\$444,000Nahiku2\$324,000\$648,000NORTH SHORE\$648,000\$648,000NORTH SHORE\$525,000\$463,750\$30,376,019\$26,377,08715%Sprecks/Paia/Kuau220%\$957,500\$2,275,000.58%\$1,915,000\$4,550,000Sprecks/Paia/Kuau220%\$957,500\$2,275,000\$1,834,500\$4,250,000Maalaea\$1,100,000\$1,100,000Maui Meadows110%\$500,000\$455,00010%\$500,000\$455,00010%Walea/Makena14875%\$2,232,500\$799,000179%\$42,635,000\$41,94,000257%UCOUNTRYKula/Ulupalakua/Kanaio474018%\$900,000\$445,00010%\$42,935,000\$42,957,000\$2,72,95033,387,85042%Pukalari8633%\$432,500\$397,5009%\$3,72,000\$2,72,95,00520%Pukalari6	Kaupo	2	-	-	\$462,500	-	-			-
Nahiku 2 - - \$324,000 - - \$648,000 - - NORTH SHORE - - \$625,000 \$433,750 35% \$30,376,019 \$26,377,087 15% Sprecks/Paia/Kuau 2 2 - - \$2,75,000 - 5% \$1,915,000 \$4,550,000 - - 58% SOUTH - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - \$1,100,000 - - - - - - - - - - - - - - S2,000 S45,000 </td <td></td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td>		-	-	-	-	-	-	-	-	-
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% Sourth < < < < < < < < < < < < <	Kipahulu	-	1	-100%	-	\$444,000	-	-	\$444,000	-100%
Haiku3644-18%\$625,000\$463,75035%\$30,376,019\$26,377,08715%Sprecks/Paia/Kuau220%\$957,500\$2,275,000-58%\$1,915,000\$4,550,000-58%SOUTH35-40%\$657,500\$475,00038%\$1,834,500\$2,800,000-35%Maalaea1\$1,100,000\$1,100,000Maui Meadows110%\$2,232,500\$799,000179%\$42,635,000\$415,00010%Wailea/Makena14875%\$2,232,500\$799,000179%\$42,635,000\$11,944,00025%UPCOUNTY\$2,232,500\$799,000179%\$42,635,000\$11,944,00025%Wakawa/Olinda/Halimaile258213%\$900,000\$445,00066%\$47,276,320\$33,387,85042%Pukalani8633%\$432,500\$397,5009%\$3,727,000\$2,729,50037%WESTHonokohau550,000\$451,78822%\$34,860,007\$4,223,075726%Kaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kaanapali551400%\$3,60,000\$457,000\$61,178822%\$34,860,000\$4,223,075N	Nahiku	2	-	-	\$324,000	-	-	\$648,000) -	-
Sprecks/Paia/Kuau 2 2 0% \$957,500 \$2,275,000 -58% \$1,915,000 \$4,550,000 -58% SOUTH	NORTH SHORE									
SOUTH 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 \$11,944,000 257% Wailea/Makena 14 8 75% \$2,232,500 \$799,000 179% \$42,635,000 \$11,944,000 257% UPCOUNTRY 8 75% \$500,000 \$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 \$20% Pukalani 8 6 33% \$432,500 \$397,500 9% \$3,727,000 \$2,729,500 37% WEST - - - - -	Haiku	36	44	-18%	\$625,000	\$463,750	35%	\$30,376,0 ⁻	19 \$26,377,087	15%
Kihei35-40%\$657,500\$475,00038%\$1,834,500\$2,800,000-35%Maalaea1\$1,100,000\$1,100,000Maui Meadows110%\$500,000\$455,00010%\$500,000\$455,00010%Wailea/Makena14875%\$2,232,500\$799,000179%\$42,635,000\$11,944,000257%UPCOUNTRYKula/Ulupalakua/Kanaio474018%\$900,000\$541,00066%\$47,276,320\$33,387,85042%Makawao/Olinda/Haliimaile258213%\$500,000\$495,0001%\$29,897,934\$4,825,000520%Pukalani8633%\$432,500\$397,5009%\$3,727,000\$2,729,50037%WESTHonokohauKaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kapalua577714%\$975,000\$825,0001%\$64,065,000\$12,975,000394%Lahaina154275%\$1,150,000\$1,527,250-25%\$20,146,000\$5,129,500293%Naplii/Kahana/Honokowai7\$500,000\$3,188,975Olowalu51400%\$3,600,000\$475,000658%\$18,000,000\$475,000	Sprecks/Paia/Kuau	2	2	0%	\$957,500	\$2,275,000	-58%	\$1,915,00	\$4,550,000	-58%
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 - - - - - - - - - - - - - - - - - - - - S00,000<	SOUTH									
Maui Meadows110%\$500,000\$455,00010%\$500,000\$455,00010%Wailea/Makena14875%\$2,232,500\$799,000179%\$42,635,000\$11,944,000257%UPCOUNTRYKula/Ulupalakua/Kanaio474018%\$900,000\$541,00066%\$47,276,320\$33,387,85042%Makawao/Olinda/Haliimaile258213%\$500,000\$495,0001%\$29,897,934\$4,825,000520%Pukalani8633%\$432,500\$397,5009%\$3,727,000\$2,729,50037%WESTHonokohauKaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kapalua577714%\$975,000\$825,00018%\$64,065,000\$12,975,000394%Lahaina154275%\$1,150,000\$1,527,250-25%\$20,146,000\$5,129,500293%Napili/Kahana/Honokowai7-\$500,000\$3,386,975Olowalu51400%\$3,600,000\$475,000658%\$18,000,000\$475,0003690%LANAI - MOLOKAI4-\$1,175,000\$4,795,000Molokai4010300%\$140,000\$117,50019%\$6,533,041\$1,8	Kihei	3	5	-40%	\$657,500	\$475,000	38%	\$1,834,50	\$2,800,000	-35%
Wailea/Makena14875%\$2,232,500\$799,000179%\$42,635,000\$11,944,000257%UPCOUNTRYKula/Ulupalakua/Kanaio474018%\$900,000\$541,00066%\$47,276,320\$33,387,85042%Makawao/Olinda/Halimaile258213%\$500,000\$495,0001%\$29,897,934\$4,825,000520%Pukalani8633%\$432,500\$397,5009%\$3,727,000\$2,729,50037%WESTHonokohauKaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kapalua577714%\$975,000\$825,00018%\$64,065,000\$12,975,000394%Lahaina154275%\$11,150,000\$1,527,250-25%\$20,146,000\$5,129,500293%Napill/Kahana/Honokowai7\$500,000\$3,186,975Olowalu51400%\$3,600,000\$475,000658%\$18,000,000\$475,0003690%LANAI - MOLOKAILanai4-\$1,175,000\$4,795,000Molokai4010300%\$140,000\$117,50019%\$6,533,041 <td>Maalaea</td> <td>1</td> <td>-</td> <td>-</td> <td>\$1,100,000</td> <td>-</td> <td>-</td> <td>\$1,100,00</td> <td>- 00</td> <td>-</td>	Maalaea	1	-	-	\$1,100,000	-	-	\$1,100,00	- 00	-
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 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 <th1< th=""> 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1</th1<>	Maui Meadows	1	1	0%	\$500,000	\$455,000	10%	\$500,000	\$455,000	10%
Kula/Ulupalakua/Kanaio474018%\$900,000\$541,00066%\$47,276,320\$33,387,85042%Makawao/Olinda/Haliimaile258213%\$500,000\$495,0001%\$29,897,934\$4,825,000\$20%Pukalani8633%\$432,500\$397,5009%\$3,727,000\$2,729,50037%WESTKaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kapalua577714%\$975,000\$825,00018%\$64,065,000\$12,975,000394%Lahaina154275%\$1,150,000\$1,527,250-25%\$20,146,000\$5,129,500293%Napili/Kahana/Honokowai7\$500,000\$3,186,975Olowalu51400%\$3,600,000\$475,000658%\$18,000,000\$475,0003690%Lanai4\$1,175,000\$4,795,000Molokai4010300%\$140,000\$117,50019%\$6,53,041\$1,868,500250%	Wailea/Makena	14	8	75%	\$2,232,500	\$799,000	179%	\$42,635,00	00 \$11,944,000	257%
Makawao/Olinda/Haliimaile258213%\$500,000\$495,0001%\$29,897,934\$4,825,000520%Pukalani8633%\$432,500\$397,5009%\$3,727,000\$2,729,50037%WESTHonokohauKaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kapalua577714%\$975,000\$825,00018%\$64,065,000\$12,975,000394%Lahaina154275%\$1,150,000\$1,527,250-25%\$20,146,000\$5,129,500293%Napili/Kahana/Honokowai7\$500,000\$3,186,975Olowalu51400%\$3,600,000\$4475,000658%\$18,000,000\$4475,0003690%LANAI - MOLOKAIU-\$1,175,000\$4,795,000Molokai4010300%\$140,000\$117,50019%\$6,533,041\$1,868,500250%	UPCOUNTRY									
Pukalani8633%\$432,500\$397,5009%\$3,727,000\$2,729,50037%WESTHonokohauKaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kapalua577714%\$975,000\$825,00018%\$64,065,000\$12,975,000394%Lahaina154275%\$1,150,000\$1,527,250-25%\$20,146,000\$5,129,500293%Napili/Kahana/Honokowai7\$500,000\$3,186,975Olowalu51400%\$3,600,000\$475,000658%\$18,000,000\$475,0003690%Lanai4\$1,175,000\$4,795,000Molokai4010300%\$140,000\$117,50019%\$6,533,041\$1,868,500250%	Kula/Ulupalakua/Kanaio	47	40	18%	\$900,000	\$541,000	66%	\$47,276,32	20 \$33,387,850	42%
WEST - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - -	Makawao/Olinda/Haliimaile	25	8	213%	\$500,000	\$495,000	1%	\$29,897,93	\$4,825,000	520%
HonokohauKaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kapalua577714%\$975,000\$825,00018%\$64,065,000\$12,975,000394%Lahaina154275%\$1,150,000\$1,527,250-25%\$20,146,000\$5,129,500293%Napili/Kahana/Honokowai7-\$500,000\$3,186,975Olowalu51400%\$3,600,000\$475,000658%\$18,000,000\$475,0003690%LANAI - MOLOKAILanai4-\$1,175,000\$4,795,000Molokai4010300%\$140,000\$117,50019%\$6,533,041\$1,868,500250%	Pukalani	8	6	33%	\$432,500	\$397,500	9%	\$3,727,00	\$2,729,500	37%
Kaanapali528550%\$550,000\$451,78822%\$34,860,007\$4,223,075726%Kapalua577714%\$975,000\$825,00018%\$64,065,000\$12,975,000394%Lahaina154275%\$1,150,000\$1,527,250-25%\$20,146,000\$5,129,500293%Napili/Kahana/Honokowai7\$500,000\$3,186,975Olowalu51400%\$3,600,000\$475,000658%\$18,000,000\$475,0003690%LANAI - MOLOKAILanai4-\$1,175,000\$4,795,000Molokai4010300%\$140,000\$117,50019%\$6,533,041\$1,868,500250%	WEST									
Kapalua577714%\$975,000\$825,00018%\$64,065,000\$12,975,000394%Lahaina154275%\$1,150,000\$1,527,250-25%\$20,146,000\$5,129,500293%Napili/Kahana/Honokowai7-\$500,000\$3,186,975Olowalu51400%\$3,600,000\$475,000658%\$18,000,000\$475,0003690%LANAI - MOLOKAILanai4-\$1,175,000\$4,795,000Molokai4010300%\$140,000\$117,50019%\$6,533,041\$1,868,500250%	Honokohau	-	-	-	-	-	-	-	-	-
Lahaina154275%\$1,150,000\$1,527,250-25%\$20,146,000\$5,129,500293%Napili/Kahana/Honokowai7\$500,000\$3,186,975Olowalu51400%\$3,600,000\$475,000658%\$18,000,000\$475,0003690%LANAI - MOLOKAILanai4-\$1,175,000\$4,795,000Molokai4010300%\$140,000\$117,50019%\$6,533,041\$1,868,500250%	Kaanapali	52	8	550%	\$550,000	\$451,788	22%	\$34,860,00	\$4,223,075	726%
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 - - \$1,175,000 - - \$4,795,000 - - Molokai 40 10 300% \$140,000 \$117,500 19% \$6,533,041 \$1,868,500 250%	Kapalua	57	7	714%	\$975,000	\$825,000	18%	\$64,065,00	\$12,975,000	394%
Olowalu 5 1 400% \$3,600,000 \$475,000 658% \$18,000,000 \$475,000 3690% LANAI - MOLOKAI - \$1,175,000 - - \$4,795,000 - - Lanai 4 - \$1,175,000 - - \$4,795,000 - - Molokai 40 10 300% \$140,000 \$117,500 19% \$6,533,041 \$1,868,500 250%	Lahaina	15	4	275%	\$1,150,000	\$1,527,250	-25%	\$20,146,00	\$5,129,500	293%
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%	Napili/Kahana/Honokowai	7			\$500,000	-		\$3,186,97		-
Lanai 4 - \$1,175,000 - - \$4,795,000 - - Molokai 40 10 300% \$140,000 \$117,500 19% \$6,533,041 \$1,868,500 250%		5	1	400%	\$3,600,000	\$475,000	658%	\$18,000,00	00 \$475,000	3690%
Molokai 40 10 300% \$140,000 \$117,500 19% \$6,533,041 \$1,868,500 250%	LANAI - MOLOKAI									
						-	-			
MAUI SUMMARY 378 181 109% \$675,000 \$475,000 42% \$354,952,996 \$131,181,512 171%										
	MAUI SUMMARY	378	181	109%	\$675,000	\$475,000	42%	\$354,952,9	96 \$131,181,512	171%

NOVEMBER 2021 YTD NUMBER OF SALES			NOVEMBER 2021 YTD TOTAL DOLLAR VOLUME					
DISTRICT	2021	2020	% Change	DISTRICT	2021	2020	% Change	
WEST	136	20	580%	WEST	\$140,257,982	\$22,802,575	515%	
UPCOUNTRY	80	54	48%	UPCOUNTRY	\$80,901,254	\$40,942,350	98%	
LANAI/MOLOKAI	44	10	340%	SOUTH	\$46,069,500	\$15,199,000	203%	
CENTRAL	38	28	36%	NORTH SHORE	\$32,291,019	\$30,927,087	4%	
NORTH SHORE	38	46	-17%	CENTRAL	\$26,273,500	\$12,225,000	115%	
EAST	23	9	156%	EAST	\$17,831,700	\$7,217,000	147%	
SOUTH	19	14	36%	LANAI/MOLOKAI	\$11,328,041	\$1,868,500	506%	
TOTAL	378	181	109%	TOTAL	\$354,952,996	\$131,181,512	171%	

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

wwwFidelityHawaii.com

MAUI REAL ESTATE REPORT Fidelity National Title & ESCROW OF HAWAII

MAUI NOVEMBER 2021 YTD vs. NOVEMBER 2020 YTD

27%

95%

100%

482%

-17%

4%

	C	ENTRAL			NORTH	SHORE
	HOMES			HOMES	Newim	UNU
	Number of Sales	342	7%	Number of	f Sales	135
1	Total Dollar Transactions				r Transactions	\$233,812,799
1.5	CONDOS	φ203,102,30	5 2570	CONDOS		ψ200,012,799
	Number of Sales	152	33%	Number of	f Sales	4
	Total Dollar Transactions				r Transactions	- \$5,374,000
	LAND	\$02,517,003	5170	LAND	II TTATISACTORIS	\$5,574,000
	Number of Sales	38	36%	Number of	f Sales	38
	Total Dollar Transactions				r Transactions	\$32,291,019
	Total Dollar Hansactions	\$20,273,300	11378		II TTATISACTORIS	\$32,231,013
١	NEST				1. N. A.	
HOMES	E A A RAN		1		C. Frank C.	HOMES
Number of Sales	225	118%	1	1. J. S. C.	S. 1. 1.1.	Number of Sale
Total Dollar Transactions	\$616,737,766	169%			2 1 81	Total Dollar Tra
CONDOS			Y		12 10	CONDOS
Number of Sales	902	88%	1			Number of Sale
Total Dollar Transactions	\$921,986,996	112%	1			Total Dollar Tra
LAND						LAND
Number of Sales	136	580%			500	Number of Sale
Total Dollar Transactions	\$140,257,982	515%			1000	Total Dollar Tra
					UDCOL	
		SOUTH		House	UPCOL	JNIRY
	HOMES	070	100/	HOMES	0.1	047
	Number of Sales	276	46%	Number of		217
	Total Dollar Transactions	\$722,955,217	154%	Contraction of the second	ar Transactions	\$261,915,503
	CONDOS	4 00 4	0.00/	CONDOS	0.1.	-
	Number of Sales	1,024	82%	Number of		7
	Total Dollar Transactions	\$1,070,745,89	9 75%		r Transactions	\$5,653,000
	LAND	40	0.0%	LAND	0.1	
	Number of Sales	19	36%	Number of		80
	Total Dollar Transactions	\$46,069,500	203%	Iotal Dolla	r Transactions	\$80,901,254
	CENT			SOUTH		
	Kahak	uloa, Kahului, Wailuku		Kihei, Maalaea,	Maui Meadows, Waile	a/Makena
	EAST	Kaupo, Kipahulu, Nahiku			a/Kanaio, Makawao/(Olinda/Haliimaile, Puk
Source:		TH SHORE		WEST		
Realtors Association of Maui www.RAMaui.com		, Sprecklesville/Paia/Kuau			alua, Lahaina, Napili/K	Cahana/Honokowai, C
DECI			cor			
	DENTIAL		COP	NDOMIN		
	P 10 AREAS Dollar Volume			TOP 10 AREAS fotal Dollar Volum		
					0	
Wailea/Makena			lea/Maker		\$607,769,112	Kapalua
Kihei		510,500 Kihe			\$435,978,887	Kula/Ulupa
Lahaina			napali alua		\$303,568,298 \$263,664,781	Wailea/Ma
Mailuku						

50 HOMES Number of Sales

Number of Sales	11	22%
Total Dollar Transactions	\$9,189,000	2%
CONDOS		
Number of Sales	1	
Total Dollar Transactions	\$527,000	-
LAND		
Number of Sales	23	156%
Total Dollar Transactions	\$17,831,700	147%
	A LA SAL	

EAST

NTRY

HOMES	PAR MAN	
Number of Sales	217	19%
Total Dollar Transactions	\$261,915,503	54%
CONDOS		
Number of Sales	7	-13%
Total Dollar Transactions	\$5,653,000	4%
LAND		
Number of Sales	80	48%
Total Dollar Transactions	\$80,901,254	98%

inda/Haliimaile, Pukalani

hana/Honokowai, Olowalu

Kapalua Napili/Kahana/Honokowai Lahaina Wailuku Maalaea Molokai Kahului

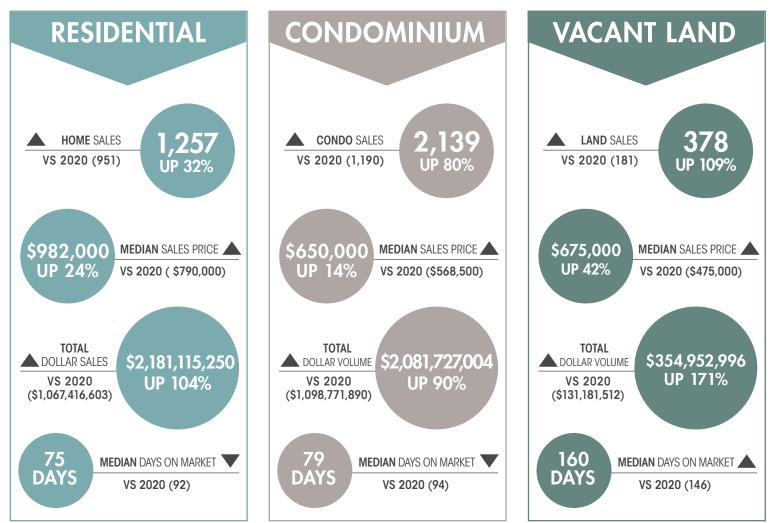
\$263,664,781 \$241,743,872 \$113,010,045 \$56,041,089 \$26,997,900 \$8,848,020 \$6,276,000

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

MAUI REAL ESTATE REPORT

MAUI NOVEMBER 2021 YTD vs. NOVEMBER 2020 YTD



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: Applies to all transfers or conveyanceof realty or	Scale #2:			
At Least	But Less Than	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.

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.

^{*}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.

Fidelity National Title & ESCROW OF HAWAII

2021-2022

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 Owner Occupied - Tier 3	\$2.51 \$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

*** 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

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

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