

- 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 | 40%           | 673                 | ▼ -30% | \$1,200,000  | ▲ 7%  | 84  |                       |
| CONDO | 52%           | 875                 | ▼ -40% | \$830,000    | ▲ 7%  | 70  |                       |
| LAND  | 8%            | 145                 | ▼ -28% | \$685,000    | ▼ -9% | 165 |                       |

| DISTRICT      | 2023 VS 2022 YTD NUMBER OF UNITS |             | 2023 VS 2022 YTD TOTAL DOLLAR VOLUME |                        |             |
|---------------|----------------------------------|-------------|--------------------------------------|------------------------|-------------|
|               | 2023                             | % Change    | DISTRICT                             | 2023                   | % Change    |
| SOUTH         | 619                              | -28%        | SOUTH                                | \$994,794,210          | -26%        |
| WEST          | 386                              | -49%        | WEST                                 | \$650,491,143          | -42%        |
| CENTRAL       | 356                              | -26%        | CENTRAL                              | \$338,495,672          | -13%        |
| UPCOUNTRY     | 135                              | -38%        | UPCOUNTRY                            | \$217,341,257          | -25%        |
| NORTH SHORE   | 95                               | -25%        | NORTH SHORE                          | \$146,418,064          | -35%        |
| LANAI/MOLOKAI | 82                               | -37%        | EAST                                 | \$39,790,420           | -15%        |
| EAST          | 20                               | -31%        | LANAI/MOLOKAI                        | \$36,166,770           | -49%        |
| <b>TOTAL</b>  | <b>1,693</b>                     | <b>-35%</b> | <b>TOTAL</b>                         | <b>\$2,423,497,536</b> | <b>-30%</b> |

- % of Closed Sales by Districts through November 30, 2023
- Number of Recorded transactions from January 1, 2023 - November 30, 2023

**RESIDENTIAL**  
YEAR-OVER-YEAR

**673**  
TOTAL NUMBER OF SALES  
2023

**957**  
TOTAL NUMBER OF SALES  
2022

**-30%**

**\$1,200,000**  
MEDIAN SALES PRICE  
2023

**\$1,120,000**  
MEDIAN SALES PRICE  
2022

**7%**

**\$1,183,820,523**  
TOTAL DOLLAR VOLUME  
2023

**\$1,659,123,810**  
TOTAL DOLLAR VOLUME  
2022

**-29%**

**Number of Sales**

**Median Sales Price**

**Total Dollar Volume**

|                           | 2023       | 2022       | %Change     | 2023               | 2022               | %Change   | 2023                   | 2022                   | %Change     |
|---------------------------|------------|------------|-------------|--------------------|--------------------|-----------|------------------------|------------------------|-------------|
| <b>CENTRAL</b>            |            |            |             |                    |                    |           |                        |                        |             |
| Kahakuloa                 | 2          | -          | -           | \$1,109,000        | -                  | -         | \$2,218,000            | -                      | -           |
| Kahului                   | 87         | 114        | -24%        | \$985,000          | \$950,000          | 4%        | \$90,439,421           | \$110,932,149          | -19%        |
| Wailuku                   | 151        | 196        | -23%        | \$1,125,000        | \$931,588          | 21%       | \$182,276,452          | \$198,328,112          | -8%         |
| <b>EAST</b>               |            |            |             |                    |                    |           |                        |                        |             |
| Hana                      | 6          | 9          | -33%        | \$1,187,500        | \$2,100,000        | -44%      | \$9,612,500            | \$20,434,999           | -53%        |
| Kaupo                     | 1          | 1          | 0%          | \$725,000          | \$2,699,500        | -73%      | \$725,000              | \$2,699,500            | -73%        |
| Keanae                    | -          | 1          | -100%       | -                  | \$1,100,000        | -         | -                      | \$1,100,000            | -100%       |
| Kipahulu                  | -          | -          | -           | -                  | -                  | -         | -                      | -                      | -           |
| Nahiku                    | 1          | 1          | 0%          | \$799,000          | \$725,000          | 10%       | \$799,000              | \$725,000              | 10%         |
| <b>NORTH SHORE</b>        |            |            |             |                    |                    |           |                        |                        |             |
| Haiku                     | 54         | 79         | -32%        | \$1,497,500        | \$1,420,000        | 6%        | \$100,311,196          | \$131,622,100          | -24%        |
| Sprecks/Paia/Kuau         | 12         | 22         | -46%        | \$1,287,500        | \$1,192,500        | 8%        | \$16,902,103           | \$53,644,998           | -69%        |
| <b>SOUTH</b>              |            |            |             |                    |                    |           |                        |                        |             |
| Kihei                     | 104        | 127        | -18%        | \$1,178,500        | \$1,250,000        | -6%       | \$145,479,950          | \$212,410,218          | -32%        |
| Maalaea                   | -          | 1          | -100%       | -                  | \$2,500,000        | -         | -                      | \$2,500,000            | -100%       |
| Maui Meadows              | 14         | 21         | -33%        | \$2,840,000        | \$2,150,000        | 32%       | \$37,034,000           | \$55,525,800           | -33%        |
| Wailea/Makena             | 17         | 33         | -49%        | \$5,300,000        | \$3,500,000        | 51%       | \$119,281,481          | \$247,824,450          | -52%        |
| <b>UPCOUNTRY</b>          |            |            |             |                    |                    |           |                        |                        |             |
| Kula/Ulupalakua/Kanaio    | 41         | 62         | -34%        | \$1,450,000        | \$1,548,500        | -6%       | \$76,445,966           | \$115,523,044          | -34%        |
| Makawao/Olinda/Haliimaile | 36         | 75         | -52%        | \$1,113,750        | \$880,000          | 27%       | \$53,614,891           | \$82,521,034           | -35%        |
| Pukalani                  | 24         | 39         | -39%        | \$1,025,000        | \$1,105,000        | -7%       | \$30,069,400           | \$45,054,507           | -33%        |
| <b>WEST</b>               |            |            |             |                    |                    |           |                        |                        |             |
| Honokohau                 | -          | 1          | -100%       | -                  | \$792,000          | -         | -                      | \$792,000              | -100%       |
| Kaanapali                 | 17         | 21         | -19%        | \$3,900,000        | \$2,600,000        | 50%       | \$84,689,136           | \$59,256,050           | 43%         |
| Kapalua                   | 11         | 14         | -21%        | \$4,400,000        | \$5,250,000        | -16%      | \$55,430,000           | \$74,700,000           | -26%        |
| Lahaina                   | 30         | 52         | -42%        | \$2,200,000        | \$1,665,000        | 32%       | \$108,123,758          | \$129,138,600          | -16%        |
| Napili/Kahana/Honokowai   | 26         | 37         | -30%        | \$1,518,750        | \$1,400,000        | 9%        | \$38,525,499           | \$55,201,999           | -30%        |
| Olowalu                   | 2          | 3          | -33%        | \$4,800,000        | \$4,300,000        | 12%       | \$9,600,000            | \$13,775,000           | -30%        |
| <b>LANAI - MOLOKAI</b>    |            |            |             |                    |                    |           |                        |                        |             |
| Lanai                     | 10         | 13         | -23%        | \$692,500          | \$720,000          | -4%       | \$6,493,000            | \$15,166,750           | -57%        |
| Molokai                   | 27         | 35         | -23%        | \$400,000          | \$652,000          | -39%      | \$15,749,770           | \$30,247,500           | -48%        |
| <b>MAUI SUMMARY</b>       | <b>673</b> | <b>957</b> | <b>-30%</b> | <b>\$1,200,000</b> | <b>\$1,120,000</b> | <b>7%</b> | <b>\$1,183,820,523</b> | <b>\$1,659,123,810</b> | <b>-29%</b> |

**NOVEMBER 2023 YTD NUMBER OF SALES**

**NOVEMBER 2023 YTD TOTAL DOLLAR VOLUME**

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

| DISTRICT      | 2023       | 2022       | % Change    |
|---------------|------------|------------|-------------|
| CENTRAL       | 240        | 310        | -23%        |
| SOUTH         | 135        | 182        | -26%        |
| UPCOUNTRY     | 101        | 176        | -43%        |
| WEST          | 86         | 128        | -33%        |
| NORTH SHORE   | 66         | 101        | -35%        |
| LANAI/MOLOKAI | 37         | 48         | -23%        |
| EAST          | 8          | 12         | -33%        |
| <b>TOTAL</b>  | <b>673</b> | <b>957</b> | <b>-30%</b> |

| DISTRICT      | 2023                   | 2022                   | % Change    |
|---------------|------------------------|------------------------|-------------|
| SOUTH         | \$301,795,431          | \$518,260,468          | -42%        |
| WEST          | \$296,368,393          | \$332,863,649          | -11%        |
| CENTRAL       | \$274,933,873          | \$309,260,261          | -11%        |
| UPCOUNTRY     | \$160,130,257          | \$243,098,585          | -34%        |
| NORTH SHORE   | \$117,213,299          | \$185,267,098          | -37%        |
| LANAI/MOLOKAI | \$22,242,770           | \$45,414,250           | -51%        |
| EAST          | \$11,136,500           | \$24,959,499           | -55%        |
| <b>TOTAL</b>  | <b>\$1,183,820,523</b> | <b>\$1,659,123,810</b> | <b>-29%</b> |

**CONDOMINIUM**  
YEAR-OVER-YEAR

**875**  
TOTAL NUMBER OF SALES  
2023  
**1,451**  
TOTAL NUMBER OF SALES  
2022  
**-40%**

**\$830,000**  
MEDIAN SALES PRICE  
2023  
**\$775,000**  
MEDIAN SALES PRICE  
2022  
**7%**

**\$1,057,952,020**  
TOTAL DOLLAR VOLUME  
2023  
**\$1,581,303,853**  
TOTAL DOLLAR VOLUME  
2022  
**-33%**

|                           | Number of Sales |              |             | Median Sales Price |                  |           | Total Dollar Volume    |                        |             |
|---------------------------|-----------------|--------------|-------------|--------------------|------------------|-----------|------------------------|------------------------|-------------|
|                           | 2023            | 2022         | %Change     | 2023               | 2022             | %Change   | 2023                   | 2022                   | %Change     |
| <b>CENTRAL</b>            |                 |              |             |                    |                  |           |                        |                        |             |
| Kahakuloa                 | -               | -            | -           | -                  | -                | -         | -                      | -                      | -           |
| Kahului                   | 23              | 51           | -55%        | \$278,000          | \$210,000        | 32%       | \$6,617,499            | \$11,795,100           | -44%        |
| Wailuku                   | 60              | 95           | -37%        | \$547,750          | \$515,000        | 6%        | \$34,744,800           | \$52,992,176           | -34%        |
| <b>EAST</b>               |                 |              |             |                    |                  |           |                        |                        |             |
| Hana                      | -               | 3            | -100%       | -                  | \$685,000        | -         | -                      | \$2,610,000            | -100%       |
| Kaupo                     | -               | -            | -           | -                  | -                | -         | -                      | -                      | -           |
| Keanae                    | -               | -            | -           | -                  | -                | -         | -                      | -                      | -           |
| Kipahulu                  | -               | -            | -           | -                  | -                | -         | -                      | -                      | -           |
| Nahiku                    | -               | -            | -           | -                  | -                | -         | -                      | -                      | -           |
| <b>NORTH SHORE</b>        |                 |              |             |                    |                  |           |                        |                        |             |
| Haiku                     | -               | -            | -           | -                  | -                | -         | -                      | -                      | -           |
| Sprecks/Paia/Kuau         | 1               | 2            | -50%        | \$800,000          | \$635,000        | 26%       | \$800,000              | \$1,270,000            | -37%        |
| <b>SOUTH</b>              |                 |              |             |                    |                  |           |                        |                        |             |
| Kihei                     | 344             | 504          | -32%        | \$800,000          | \$732,500        | 9%        | \$307,205,463          | \$417,677,311          | -26%        |
| Maalaea                   | 40              | 43           | -7%         | \$696,000          | \$665,000        | 5%        | \$27,679,580           | \$29,376,744           | -6%         |
| Maui Meadows              | -               | -            | -           | -                  | -                | -         | -                      | -                      | -           |
| Wailea/Makena             | 93              | 123          | -24%        | \$2,362,500        | \$1,750,000      | 35%       | \$343,510,928          | \$342,525,459          | 0%          |
| <b>UPCOUNTRY</b>          |                 |              |             |                    |                  |           |                        |                        |             |
| Kula/Ulupalakua/Kanaio    | -               | 1            | -100%       | -                  | \$600,000        | -         | -                      | \$600,000              | -100%       |
| Makawao/Olinda/Haliimaile | -               | -            | -           | -                  | -                | -         | -                      | -                      | -           |
| Pukalani                  | 4               | 1            | 300%        | \$899,000          | \$875,000        | 3%        | \$3,593,000            | \$875,000              | 311%        |
| <b>WEST</b>               |                 |              |             |                    |                  |           |                        |                        |             |
| Honokohau                 | -               | -            | -           | -                  | -                | -         | -                      | -                      | -           |
| Kaanapali                 | 67              | 145          | -54%        | \$1,500,000        | \$1,425,000      | 5%        | \$119,179,600          | \$242,612,475          | -51%        |
| Kapalua                   | 23              | 63           | -64%        | \$1,695,000        | \$1,450,000      | 17%       | \$52,344,000           | \$144,964,500          | -64%        |
| Lahaina                   | 44              | 67           | -34%        | \$852,500          | \$828,000        | 3%        | \$40,948,950           | \$79,186,299           | -48%        |
| Napili/Kahana/Honokowai   | 145             | 306          | -53%        | \$750,000          | \$701,000        | 7%        | \$110,172,700          | \$238,471,789          | -54%        |
| Olowalu                   | -               | -            | -           | -                  | -                | -         | -                      | -                      | -           |
| <b>LANAI - MOLOKAI</b>    |                 |              |             |                    |                  |           |                        |                        |             |
| Lanai                     | 3               | 2            | 50%         | \$355,000          | \$2,500,000      | -86%      | \$2,295,000            | \$5,000,000            | -54%        |
| Molokai                   | 28              | 45           | -38%        | \$323,500          | \$250,000        | 29%       | \$8,860,500            | \$11,347,000           | -22%        |
| <b>MAUI SUMMARY</b>       | <b>875</b>      | <b>1,451</b> | <b>-40%</b> | <b>\$830,000</b>   | <b>\$775,000</b> | <b>7%</b> | <b>\$1,057,952,020</b> | <b>\$1,581,303,853</b> | <b>-33%</b> |

NOVEMBER 2023 YTD NUMBER OF SALES

| DISTRICT      | 2023       | 2022         | % Change    |
|---------------|------------|--------------|-------------|
| SOUTH         | 477        | 670          | -29%        |
| WEST          | 279        | 581          | -52%        |
| CENTRAL       | 83         | 146          | -43%        |
| LANAI/MOLOKAI | 31         | 47           | -34%        |
| UPCOUNTRY     | 4          | 2            | 100%        |
| NORTH SHORE   | 1          | 2            | -50%        |
| EAST          | 0          | 3            | -100%       |
| <b>TOTAL</b>  | <b>875</b> | <b>1,451</b> | <b>-40%</b> |

NOVEMBER 2023 YTD TOTAL DOLLAR VOLUME

| DISTRICT      | 2023                   | 2022                   | % Change    |
|---------------|------------------------|------------------------|-------------|
| SOUTH         | \$678,395,971          | \$789,579,514          | -14%        |
| WEST          | \$322,645,250          | \$705,235,063          | -54%        |
| CENTRAL       | \$41,362,299           | \$64,787,276           | -36%        |
| LANAI/MOLOKAI | \$11,155,500           | \$16,347,000           | -32%        |
| UPCOUNTRY     | \$3,593,000            | \$1,475,000            | 144%        |
| NORTH SHORE   | \$800,000              | \$1,270,000            | -37%        |
| EAST          | \$0                    | \$2,610,000            | -100%       |
| <b>TOTAL</b>  | <b>\$1,057,952,020</b> | <b>\$1,581,303,853</b> | <b>-33%</b> |

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

**VACANT LAND**  
YEAR-OVER-YEAR

**145**  
TOTAL NUMBER OF SALES  
2023

**202**  
TOTAL NUMBER OF SALES  
2022

**-28%**

**\$685,000**  
MEDIAN SALES PRICE  
2023

**\$750,000**  
MEDIAN SALES PRICE  
2022

**-9%**

**\$181,724,993**  
TOTAL DOLLAR VOLUME  
2023

**\$233,087,249**  
TOTAL DOLLAR VOLUME  
2022

**-22%**

Number of Sales

Median Sales Price

Total Dollar Volume

|                           | 2023       | 2022       | %Change     | 2023             | 2022             | %Change    | 2023                 | 2022                 | %Change     |
|---------------------------|------------|------------|-------------|------------------|------------------|------------|----------------------|----------------------|-------------|
| <b>CENTRAL</b>            |            |            |             |                  |                  |            |                      |                      |             |
| Kahakuloa                 | 1          | 1          | 0%          | \$678,000        | \$800,000        | -15%       | \$678,000            | \$800,000            | -15%        |
| Kahului                   | -          | 2          | -100%       | -                | \$914,635        | -          | -                    | \$1,829,270          | -100%       |
| Wailuku                   | 32         | 22         | 46%         | \$557,500        | \$527,500        | 6%         | \$21,521,500         | \$12,415,250         | 73%         |
| <b>EAST</b>               |            |            |             |                  |                  |            |                      |                      |             |
| Hana                      | 10         | 7          | 43%         | \$627,500        | \$2,199,658      | -72%       | \$6,836,000          | \$16,012,958         | -57%        |
| Kaupo                     | 1          | 5          | -80%        | \$21,132,920     | \$510,000        | 4044%      | \$21,132,920         | \$2,480,750          | 752%        |
| Keanae                    | 1          | 1          | 0%          | \$685,000        | \$675,000        | 2%         | \$685,000            | \$675,000            | 2%          |
| Kipahulu                  | -          | -          | -           | -                | -                | -          | -                    | -                    | -           |
| Nahiku                    | -          | 1          | -100%       | -                | \$170,000        | -          | -                    | \$170,000            | -100%       |
| <b>NORTH SHORE</b>        |            |            |             |                  |                  |            |                      |                      |             |
| Haiku                     | 28         | 22         | 27%         | \$867,765        | \$1,050,000      | -17%       | \$28,404,765         | \$36,492,999         | -22%        |
| Sprecks/Paia/Kuau         | -          | 2          | -100%       | -                | \$1,842,500      | -          | -                    | \$3,685,000          | -100%       |
| <b>SOUTH</b>              |            |            |             |                  |                  |            |                      |                      |             |
| Kihei                     | -          | 6          | -100%       | -                | \$1,350,000      | -          | -                    | \$18,100,000         | -100%       |
| Maalaea                   | -          | -          | -           | -                | -                | -          | -                    | -                    | -           |
| Maui Meadows              | 1          | 1          | 0%          | \$1,620,000      | \$1,490,000      | 9%         | \$1,620,000          | \$1,490,000          | 9%          |
| Wailea/Makena             | 6          | 6          | 0%          | \$1,536,904      | \$1,784,125      | -14%       | \$12,982,808         | \$12,538,250         | 4%          |
| <b>UPCOUNTRY</b>          |            |            |             |                  |                  |            |                      |                      |             |
| Kula/Ulupalakua/Kanaio    | 17         | 23         | -26%        | \$1,100,000      | \$699,000        | 57%        | \$27,673,000         | \$28,585,000         | -3%         |
| Makawao/Olinda/Haliimaile | 10         | 11         | -9%         | \$775,000        | \$777,000        | 0%         | \$24,335,000         | \$11,284,222         | 116%        |
| Pukalani                  | 3          | 7          | -57%        | \$485,000        | \$549,000        | -12%       | \$1,610,000          | \$3,679,500          | -56%        |
| <b>WEST</b>               |            |            |             |                  |                  |            |                      |                      |             |
| Honokohau                 | -          | 1          | -100%       | -                | \$408,000        | -          | -                    | \$408,000            | -100%       |
| Kaanapali                 | 8          | 19         | -58%        | \$928,250        | \$810,000        | 15%        | \$17,097,500         | \$28,337,500         | -40%        |
| Kapalua                   | 4          | 18         | -78%        | \$1,225,000      | \$1,450,000      | -16%       | \$4,970,000          | \$29,664,500         | -83%        |
| Lahaina                   | 6          | 7          | -14%        | \$1,020,000      | \$915,000        | 12%        | \$6,665,000          | \$6,983,000          | -5%         |
| Napili/Kahana/Honokowai   | -          | 2          | -100%       | -                | \$2,709,000      | -          | -                    | \$5,418,000          | -100%       |
| Olowalu                   | 3          | 3          | 0%          | \$780,000        | \$1,185,000      | -34%       | \$2,745,000          | \$3,332,000          | -18%        |
| <b>LANAI - MOLOKAI</b>    |            |            |             |                  |                  |            |                      |                      |             |
| Lanai                     | 1          | -          | -           | \$435,000        | -                | -          | \$435,000            | -                    | -           |
| Molokai                   | 13         | 35         | -63%        | \$217,500        | \$215,000        | 1%         | \$2,333,500          | \$8,706,050          | -73%        |
| <b>MAUI SUMMARY</b>       | <b>145</b> | <b>202</b> | <b>-28%</b> | <b>\$685,000</b> | <b>\$750,000</b> | <b>-9%</b> | <b>\$181,724,993</b> | <b>\$233,087,249</b> | <b>-22%</b> |

NOVEMBER 2023 YTD NUMBER OF SALES

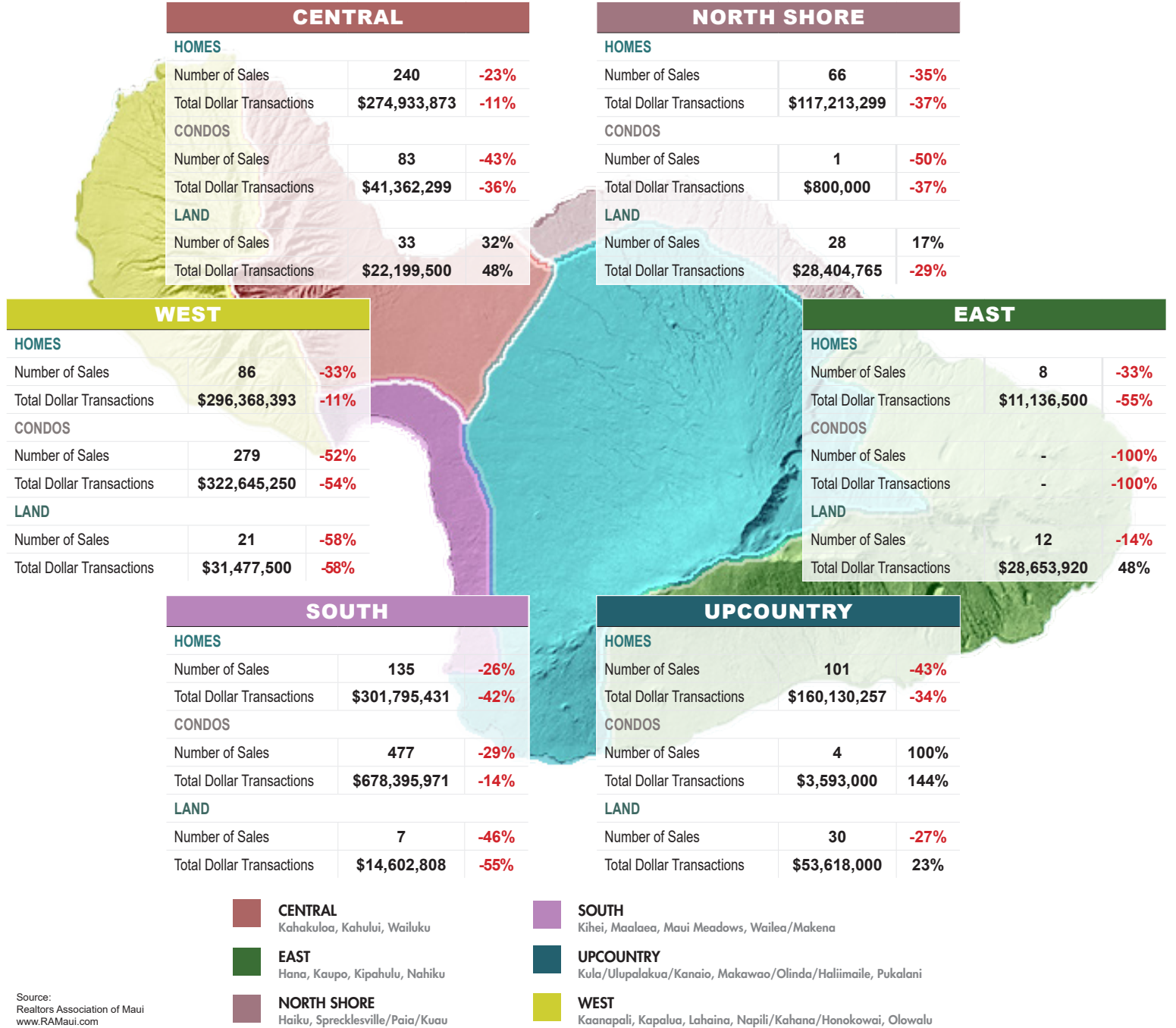
NOVEMBER 2023 YTD TOTAL DOLLAR VOLUME

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

| DISTRICT      | 2023       | 2022       | % Change    |
|---------------|------------|------------|-------------|
| CENTRAL       | 33         | 25         | 32%         |
| UPCOUNTRY     | 30         | 41         | -27%        |
| NORTH SHORE   | 28         | 24         | 17%         |
| WEST          | 21         | 50         | -58%        |
| LANAI/MOLOKAI | 14         | 35         | -60%        |
| EAST          | 12         | 14         | -14%        |
| SOUTH         | 7          | 13         | -46%        |
| <b>TOTAL</b>  | <b>145</b> | <b>202</b> | <b>-28%</b> |

| DISTRICT      | 2023                 | 2022                 | % Change    |
|---------------|----------------------|----------------------|-------------|
| UPCOUNTRY     | \$53,618,000         | \$43,548,722         | 23%         |
| WEST          | \$31,477,500         | \$74,143,000         | -58%        |
| EAST          | \$28,653,920         | \$19,338,708         | 48%         |
| NORTH SHORE   | \$28,404,765         | \$40,177,999         | -29%        |
| CENTRAL       | \$22,199,500         | \$15,044,520         | 48%         |
| SOUTH         | \$14,602,808         | \$32,128,250         | -55%        |
| LANAI/MOLOKAI | \$2,768,500          | \$8,706,050          | -68%        |
| <b>TOTAL</b>  | <b>\$181,724,993</b> | <b>\$233,087,249</b> | <b>-22%</b> |



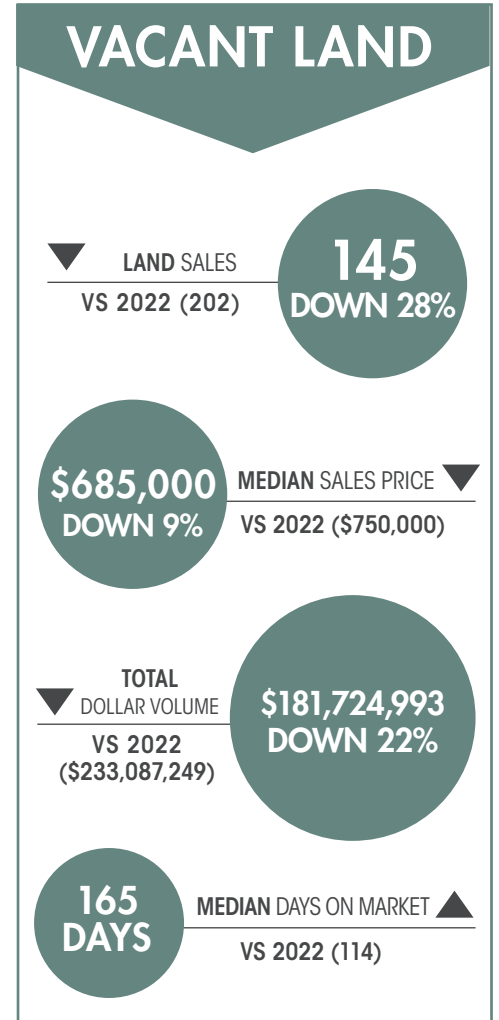
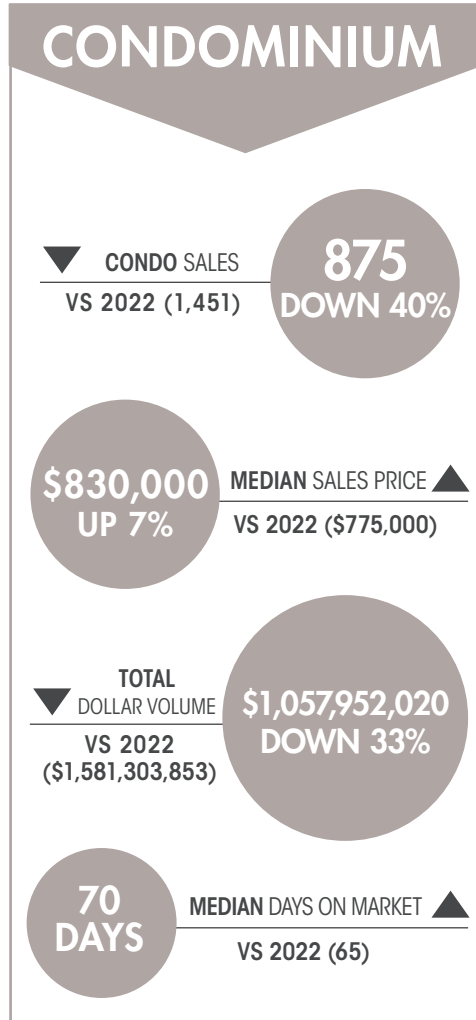
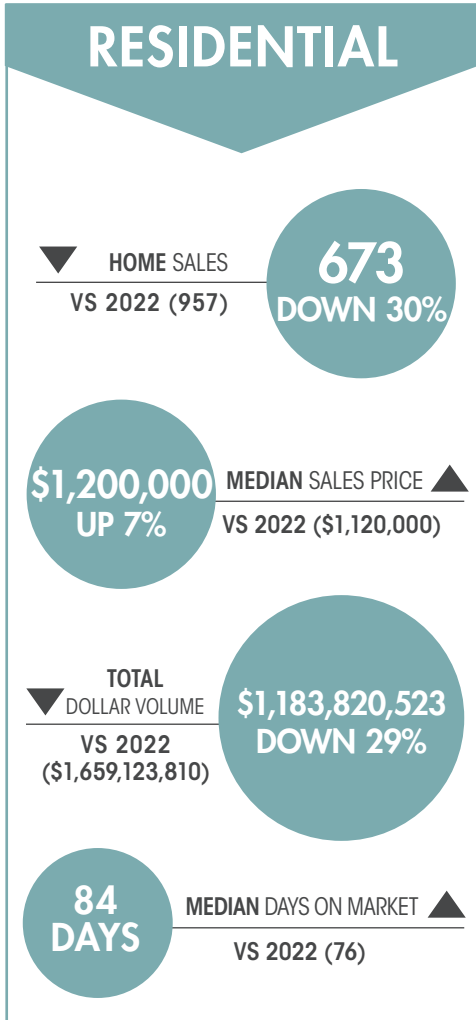


Source:  
Realtors Association of Maui  
www.RAMau.com

| RESIDENTIAL<br>TOP 10 AREAS<br>Total Dollar Volume |               |
|--|---------------|
| Wailuku  | \$182,276,452 |
| Kihei  | \$145,479,950 |
| Wailea/Makena                                      | \$119,281,481 |
| Lahaina  | \$108,123,758 |
| Haiku  | \$100,311,196 |
| Kahului  | \$90,439,421  |
| Kaanapali  | \$84,689,136  |
| Kula/Ulupalakua/Kanaio                             | \$76,445,966  |
| Kapalua  | \$55,430,000  |
| Makawao/Olinda/Haliimaile                          | \$53,614,891  |

| CONDOMINIUM<br>TOP 10 AREAS<br>Total Dollar Volume |               |
|--|---------------|
| Wailea/Makena                                      | \$343,510,928 |
| Kihei  | \$307,205,463 |
| Kaanapali  | \$119,179,600 |
| Napili/Kahana/Honokowai                            | \$110,172,700 |
| Kapalua  | \$52,344,000  |
| Lahaina  | \$40,948,950  |
| Wailuku  | \$34,744,800  |
| Maalaea  | \$27,679,580  |
| Molokai  | \$8,860,500   |
| Kahului  | \$6,617,499   |

| VACANT LAND<br>TOP 10 AREAS<br>Total Dollar Volume |              |
|--|--------------|
| Haiku  | \$28,404,765 |
| Kula/Ulupalakua/Kanaio                             | \$27,673,000 |
| Makawao/Olinda/Haliimaile                          | \$24,335,000 |
| Wailuku  | \$21,521,500 |
| Kaupo  | \$21,132,920 |
| Kaanapali  | \$17,097,500 |
| Wailea/Makena                                      | \$12,982,808 |
| Hana   | \$6,836,000  |
| Lahaina  | \$6,665,000  |
| Kapalua  | \$4,970,000  |



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.<br><br>(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.<br><br>(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 FIRPTA.

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 July, 2018

STATE OF HAWAII | ALL COUNTIES  
**REAL PROPERTY TAX**  
 FISCAL YEAR JULY 1, 2023 TO JUNE 30, 2024

## Honolulu County

| CLASS   | Taxable Building per/\$1,000 |
|---|------------------------------|
| Residential Principal Residence   | \$3.50                       |
| Hotel and resort  | \$13.90                      |
| Commercial  | \$12.40                      |
| Industrial  | \$12.40                      |
| Agricultural  | \$5.70                       |
| Preservation  | \$5.70                       |
| Public service  | \$0.00                       |
| Vacant agricultural   | \$ 8.50                      |
| Residential A - Tier 1<br>Tax rate applied to the net taxable value of the property up to \$1,000,000.        | \$4.50                       |
| Residential A - Tier 2<br>Tax rate applied to the net taxable value of the property in excess of \$1,000,000. | \$10.50                      |
| Bed and breakfast home  | \$6.50                       |

**REAL PROPERTY TAX DUE DATES:**

**Aug 20, 2023** 1<sup>st</sup> half of fiscal year tax payment due  
**Sep 30, 2023** Deadline for filing exemption claims & ownership documents  
**Feb 20, 2024** 2<sup>nd</sup> half of fiscal year tax payment due

For More Information Visit: [www.realpropertyhonolulu.com](http://www.realpropertyhonolulu.com)

## 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, 2023** 1<sup>st</sup> half of fiscal year tax payment due  
**Dec 31, 2023** Deadline for filing exemption claims & ownership documents for August 20th real prop taxes the following year  
**Feb 20, 2024** 2<sup>nd</sup> half of fiscal year tax payment due  
**June 30, 2024** Deadline for filing exemption claims & ownership documents for February 20th real prop taxes the following year

CENTRAL 808-893-0556  
 UPCOUNTRY 808-573-0110  
 WEST MAUI 808-661-4960  
 SOUTH MAUI 808-891-2404  
 \*Lahaina office coming back soon #MauiStrong

## Maui County

**2023-2024**

| CLASS  | All rates are per \$1,000 of net taxable assessed valuation |
|--|---|
| <b>Owner-Occupied</b>                            |   |
| Tier 1, Up to \$1 Million                        | \$1.90  |
| Tier 2, \$1,000,001 to \$3 Million               | \$2.00  |
| Tier 3, More Than \$3 Million                    | \$2.75  |
| <b>Non-Owner-Occupied</b>                        |   |
| Tier 1, Up to \$1 Million                        | \$5.85  |
| Tier 2, \$1,000,001 to \$4.5 Million             | \$8.00  |
| Tier 3, More Than \$4.5 Million                  | \$12.50   |
| Apartment  | \$3.50  |
| Hotel And Resort                                 | \$11.75   |
| Time Share                                       | \$14.60   |
| Transient Vacation Rental/Short-Term Rental Home | \$11.85   |
| <b>Long-Term Rental</b>                          |   |
| Tier 1, Up to \$1 Million                        | \$3.00  |
| Tier 2, \$1,000,001 to \$3 Million               | \$5.00  |
| Tier 3, More Than \$3 Million                    | \$8.00  |
| Agricultural                                     | \$5.74  |
| Conservation                                     | \$6.43  |
| Commercial                                       | \$6.05  |
| Industrial                                       | \$7.05  |
| Commercialized Residential                       | \$4.40  |

**REAL PROPERTY TAX DUE DATES:**

**Aug 20, 2023** 1<sup>st</sup> half of fiscal year tax payment due  
**Dec 31, 2023** Deadline for filing exemption claims & ownership documents  
**Feb 20, 2024** 2<sup>nd</sup> half of fiscal year tax payment due

For Info On Classifications Visit: [www.maui-county.gov/755/Classification-for-Tax-Rate-Purposes](http://www.maui-county.gov/755/Classification-for-Tax-Rate-Purposes)

## Kauai County

| CLASS                   | Tax Rate per/\$1,000 |
|-------------------------|----------------------|
| Homestead               | \$2.59               |
| Residential             | \$5.45               |
| Vacation Rental         | \$9.85               |
| Hotel and 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, 2023** 1<sup>st</sup> half of fiscal year tax payment due  
**Sep 30, 2023** Deadline for filing exemption claims & ownership documents  
**Feb 20, 2024** 2<sup>nd</sup> half of fiscal year tax payment due

For more information visit: [www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax/Assessment](http://www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax/Assessment)



Rose Bento • Debra Cabradilla • Marv Jo Cabral • Reta Chin • Wendy Gomes • Deni Kawauchi • Tori Laolla • Joanne Mackev • Kosei Nagata • Mercv Palmer • Trisha Spencer-Kitavama