

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

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			MEDIAN DAYS ON MARKET
HOMES	33.5%	1,378	▲	30%	\$995,000	▲	25%	75
CONDO	56.5%	2,315	▲	70%	\$650,000	▲	13%	78
LAND	10%	401	▲	95%	\$675,000	▲	42%	157

DISTRICT	2021 VS 2020 YTD NUMBER OF UNITS			2021 VS 2020 YTD TOTAL DOLLAR VOLUME		
	2021	% Change		DISTRICT	2021	% Change
SOUTH	1,448	64%		SOUTH	\$2,031,932,037	92%
WEST	1,338	93%		WEST	\$1,794,819,082	120%
CENTRAL	589	16%		CENTRAL	\$423,894,358	36%
UPCOUNTRY	336	24%		UPCOUNTRY	\$389,715,832	63%
NORTH SHORE	190	10%		NORTH SHORE	\$287,134,266	73%
LANAI/MOLOKAI	156	97%		LANAI/MOLOKAI	\$83,213,061	151%
EAST	37	68%		EAST	\$28,504,700	27%
TOTAL	4,094	56%		TOTAL	\$5,039,213,336	90%

● % of Closed Sales by Districts through December 31, 2021

● Number of Recorded transactions from January 1, 2021 – December 31, 2021

RESIDENTIAL
YEAR-OVER-YEAR

1,378
TOTAL NUMBER OF SALES
2021

1,059
TOTAL NUMBER OF SALES
2020

30%

\$995,000
MEDIAN SALES PRICE
2021

\$795,000
MEDIAN SALES PRICE
2020

25%

\$2,374,186,911
TOTAL DOLLAR VOLUME
2021

\$1,242,840,745
TOTAL DOLLAR VOLUME
2020

91%

Number of Sales

Median Sales Price

Total Dollar Volume

	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	3	-	-	\$1,430,000	-	-	\$3,970,000	-	-
Kahului	139	116	20%	\$825,000	\$689,000	20%	\$116,524,300	\$82,207,370	42%
Wailuku	240	231	4%	\$809,300	\$730,000	11%	\$207,933,469	\$171,252,801	21%
EAST									
Hana	10	10	0%	\$795,500	\$905,000	-12%	\$8,764,000	\$13,575,000	-35%
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	103	99	4%	\$1,225,000	\$950,000	29%	\$150,004,107	\$113,068,239	33%
Sprecks/Paia/Kuau	41	20	105%	\$1,493,000	\$850,000	76%	\$96,700,140	\$18,880,900	412%
SOUTH									
Kihei	201	157	28%	\$1,000,000	\$840,000	19%	\$331,279,334	\$168,429,113	97%
Maalaea	1	-	-	\$2,475,000	-	-	\$2,475,000	-	-
Maui Meadows	37	25	48%	\$1,650,000	\$1,200,000	38%	\$66,112,500	\$34,342,800	93%
Wailea/Makena	65	34	91%	\$3,600,000	\$2,850,000	26%	\$389,098,217	\$134,418,777	190%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	93	73	27%	\$1,250,000	\$997,000	25%	\$143,765,275	\$81,858,263	76%
Makawao/Olinda/Haliimaile	83	75	11%	\$860,000	\$687,500	25%	\$81,433,104	\$61,663,300	32%
Pukalani	66	50	32%	\$904,500	\$774,450	17%	\$67,924,199	\$42,493,233	60%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	53	28	89%	\$2,387,000	\$2,050,000	16%	\$157,869,166	\$63,823,503	147%
Kapalua	29	17	71%	\$4,150,000	\$3,500,000	19%	\$144,197,500	\$90,787,000	59%
Lahaina	85	47	81%	\$2,050,000	\$1,180,000	74%	\$214,640,673	\$82,692,556	160%
Napili/Kahana/Honokowai	67	31	116%	\$1,125,000	\$1,055,500	7%	\$114,039,927	\$57,313,390	99%
Olowalu	4	1	300%	\$6,225,000	\$1,125,000	453%	\$21,460,000	\$1,125,000	1808%
LANAI - MOLOKAI									
Lanai	17	16	6%	\$700,000	\$442,500	58%	\$19,168,000	\$11,090,500	73%
Molokai	40	27	48%	\$587,500	\$475,000	24%	\$36,403,000	\$12,793,500	185%
MAUI SUMMARY	1,378	1,059	30%	\$995,000	\$795,000	25%	\$2,374,186,911	\$1,242,840,745	91%

DECEMBER 2021 YTD NUMBER OF SALES

DECEMBER 2021 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2021	2020	% Change	DISTRICT	2021	2020	% Change
CENTRAL	382	347	10%	SOUTH	\$788,965,051	\$337,190,690	134%
SOUTH	304	216	41%	WEST	\$652,207,266	\$295,741,449	121%
UPCOUNTRY	242	198	22%	CENTRAL	\$328,427,769	\$253,460,171	30%
WEST	238	124	92%	UPCOUNTRY	\$293,122,578	\$186,014,796	58%
NORTH SHORE	144	119	21%	NORTH SHORE	\$246,704,247	\$131,949,139	87%
LANAI/MOLOKAI	57	43	33%	LANAI/MOLOKAI	\$55,571,000	\$23,884,000	133%
EAST	11	12	-8%	EAST	\$9,189,000	\$14,600,500	-37%
TOTAL	1,378	1,059	30%	TOTAL	\$2,374,186,911	\$1,242,840,745	91%

CONDOMINIUM
YEAR-OVER-YEAR

2,315
TOTAL NUMBER OF SALES
2021

1,361
TOTAL NUMBER OF SALES
2020

70%

\$650,000
MEDIAN SALES PRICE
2021

\$577,100
MEDIAN SALES PRICE
2020

13%

\$2,285,157,429
TOTAL DOLLAR VOLUME
2021

\$1,252,507,851
TOTAL DOLLAR VOLUME
2020

82%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	37	34	9%	\$175,000	\$139,000	26%	\$7,554,500	\$5,163,200	46%
Wailuku	130	93	40%	\$430,000	\$400,000	8%	\$60,838,589	\$40,074,798	52%
EAST									
Hana	2	0	--	\$547,000	--	--	\$1,094,000	\$0	--
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	743	444	67%	\$566,000	\$486,250	16%	\$485,080,684	\$261,382,733	86%
Maalaea	64	46	39%	\$480,000	\$444,500	8%	\$32,376,400	\$21,242,450	52%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	316	159	99%	\$1,550,000	\$1,498,000	4%	\$676,280,402	\$415,411,250	63%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	7	10	-30%	\$726,000	\$645,000	13%	\$5,653,000	\$6,731,900	-16%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	237	159	49%	\$995,000	\$1,050,000	-5%	\$321,700,298	\$212,877,531	51%
Kapalua	146	40	265%	\$1,203,750	\$1,162,500	4%	\$299,368,781	\$68,617,500	336%
Lahaina	145	156	-7%	\$580,000	\$594,960	-3%	\$115,267,045	\$110,535,002	4%
Napili/Kahana/Honokowai	430	192	124%	\$540,000	\$493,500	9%	\$258,317,710	\$102,175,487	153%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	3	3	0%	\$1,500,000	\$850,000	77%	\$6,275,000	\$3,408,000	84%
Molokai	51	23	122%	\$175,000	\$163,000	7%	\$9,977,020	\$3,965,000	152%
MAUI SUMMARY	2,315	1,361	70%	\$650,000	\$577,100	13%	\$2,285,157,429	\$1,252,507,851	82%

DECEMBER 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	1,123	649	73%
WEST	958	547	75%
CENTRAL	167	127	31%
LANAI/MOLOKAI	54	26	108%
UPCOUNTRY	7	10	-30%
NORTH SHORE	4	2	100%
EAST	2	-	-
TOTAL	2,315	1,361	70%

DECEMBER 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$1,193,737,486	\$698,036,433	71%
WEST	\$994,653,834	\$494,205,520	101%
CENTRAL	\$68,393,089	\$45,237,998	51%
LANAI/MOLOKAI	\$16,252,020	\$7,373,000	120%
UPCOUNTRY	\$5,653,000	\$6,731,900	-16%
NORTH SHORE	\$5,374,000	\$923,000	482%
EAST	\$1,094,000	-	-
TOTAL	\$2,285,157,429	\$1,252,507,851	82%

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

VACANT LAND
YEAR-OVER-YEAR

401
TOTAL NUMBER OF SALES
2021

206
TOTAL NUMBER OF SALES
2020

95%

\$675,000
MEDIAN SALES PRICE
2021

\$475,000
MEDIAN SALES PRICE
2020

42%

\$379,868,996
TOTAL DOLLAR VOLUME
2021

\$150,541,512
TOTAL DOLLAR VOLUME
2020

152%

Number of Sales Median Sales Price Total Dollar Volume

2021 2020 %Change 2021 2020 %Change 2021 2020 %Change

CENTRAL

Kahakuloa	2	7	-71%	\$395,000	\$425,000	-7%	\$790,000	\$3,280,000	-76%
Kahului	-	3	-100%	-	\$280,000	-	-	\$885,000	-100%
Wailuku	38	22	73%	\$612,500	\$402,500	52%	\$26,283,500	\$9,936,000	165%

EAST

Hana	20	9	122%	\$515,000	\$625,000	-18%	\$16,648,700	\$7,398,000	125%
Kaupo	2	-	-	\$462,500	-	-	\$925,000	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	1	-100%	-	\$444,000	-	-	\$444,000	-100%
Nahiku	2	-	-	\$324,000	-	-	\$648,000	-	-

NORTH SHORE

Haiku	40	49	-18%	\$635,000	\$462,500	37%	\$33,141,019	\$28,846,087	15%
Sprecks/Paia/Kuau	2	2	0%	\$957,500	\$2,275,000	-58%	\$1,915,000	\$4,550,000	-58%

SOUTH

Kihei	4	5	-20%	\$661,250	\$475,000	39%	\$4,034,500	\$2,800,000	44%
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	15	10	50%	\$1,665,000	\$2,500,000	-33%	\$43,595,000	\$18,694,000	133%

UPCOUNTRY

Kula/Ulupalakua/Kanaio	51	46	11%	\$900,000	\$530,000	70%	\$55,774,320	\$36,447,850	53%
Makawao/Olinda/Haliimaile	28	11	155%	\$505,000	\$575,000	-12%	\$31,438,934	\$7,000,000	349%
Pukalani	8	6	33%	\$432,500	\$397,500	9%	\$3,727,000	\$2,729,500	37%

WEST

Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	53	11	382%	\$550,000	\$428,575	28%	\$35,960,007	\$5,678,075	533%
Kapalua	58	8	625%	\$982,500	\$837,500	17%	\$65,265,000	\$13,925,000	369%
Lahaina	19	4	375%	\$1,150,000	\$1,527,250	-25%	\$25,546,000	\$5,129,500	398%
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	41	10	310%	\$135,000	\$117,500	15%	\$6,595,041	\$1,868,500	253%

MAUI SUMMARY	401	206	95%	\$675,000	\$475,000	42%	\$379,868,996	\$150,541,512	152%
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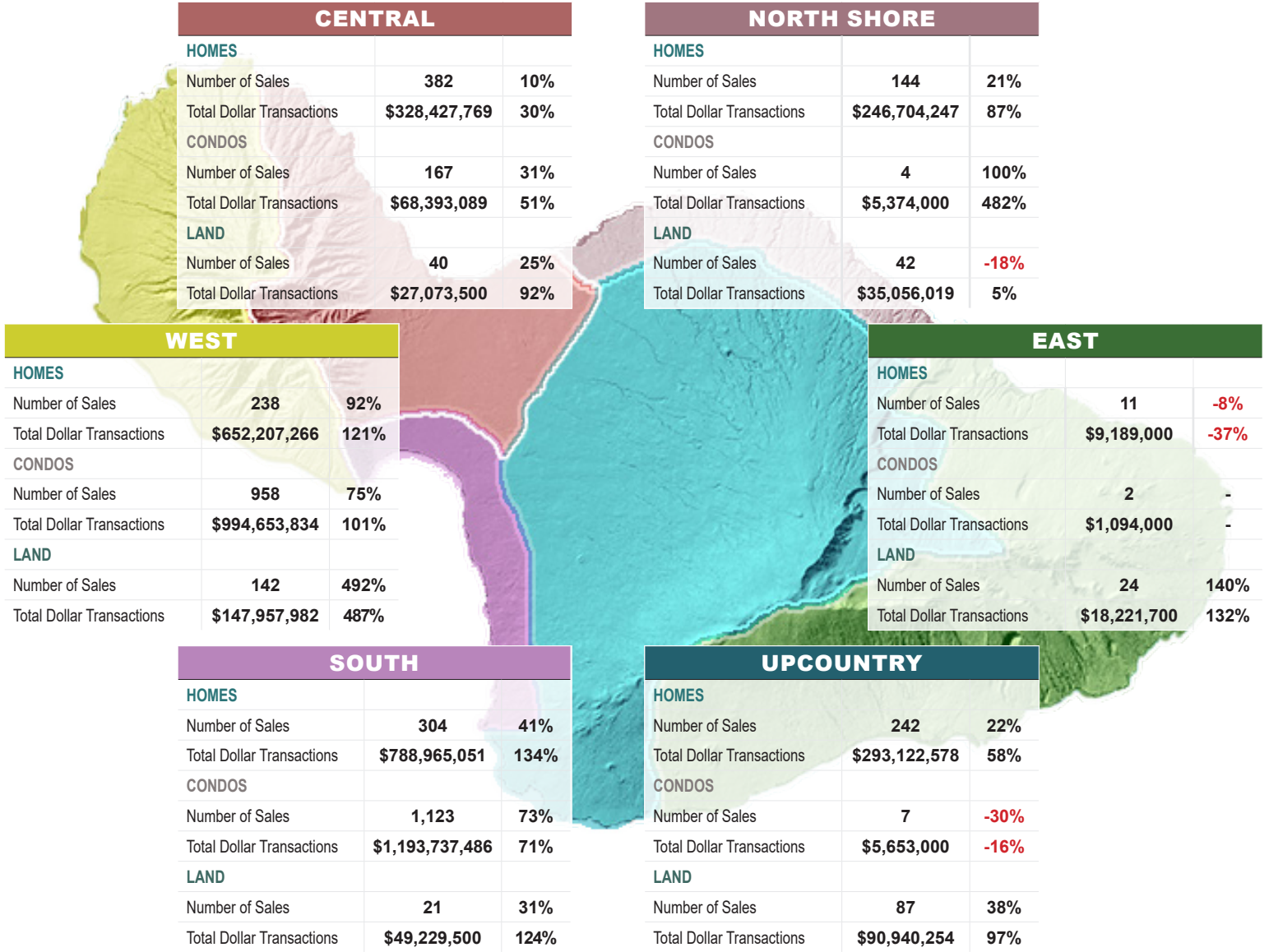
DECEMBER 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
WEST	142	24	492%
UPCOUNTRY	87	63	38%
LANAI/MOLOKAI	45	10	350%
NORTH SHORE	42	51	-18%
CENTRAL	40	32	25%
EAST	24	10	140%
SOUTH	21	16	31%
TOTAL	401	206	95%

DECEMBER 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
WEST	\$147,957,982	\$25,207,575	487%
UPCOUNTRY	\$90,940,254	\$46,177,350	97%
SOUTH	\$49,229,500	\$21,949,000	124%
NORTH SHORE	\$35,056,019	\$33,396,087	5%
CENTRAL	\$27,073,500	\$14,101,000	92%
EAST	\$18,221,700	\$7,842,000	132%
LANAI/MOLOKAI	\$11,390,041	\$1,868,500	510%
TOTAL	\$379,868,996	\$150,541,512	152%

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	\$389,098,217
Kihei	\$331,279,334
Lahaina	\$214,640,673
Wailuku	\$207,933,469
Kaanapali	\$157,869,166
Haiku	\$150,004,107
Kapalua	\$144,197,500
Kula/Ulupalakua/Kanaio	\$143,765,275
Kahului	\$116,524,300
Napili/Kahana/Honokowai	\$114,039,927

CONDOMINIUM

TOP 10 AREAS

Total Dollar Volume

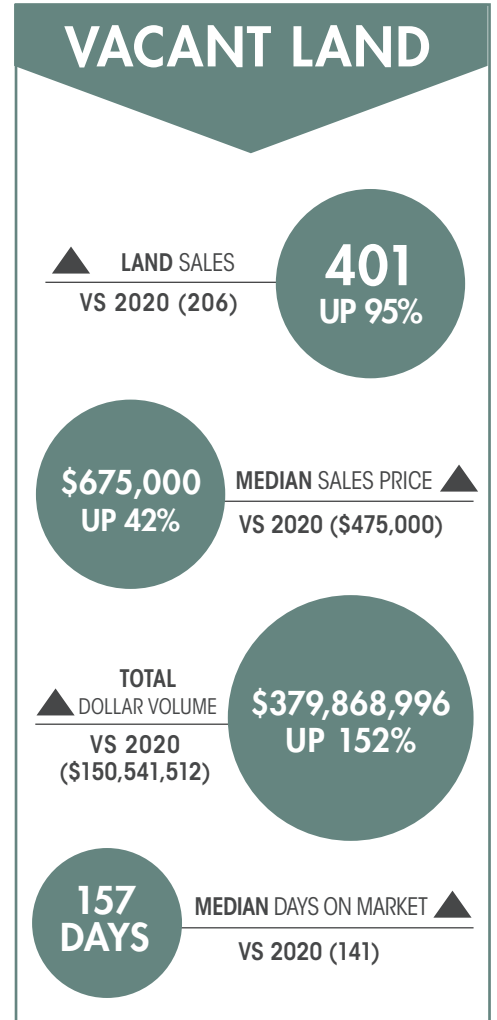
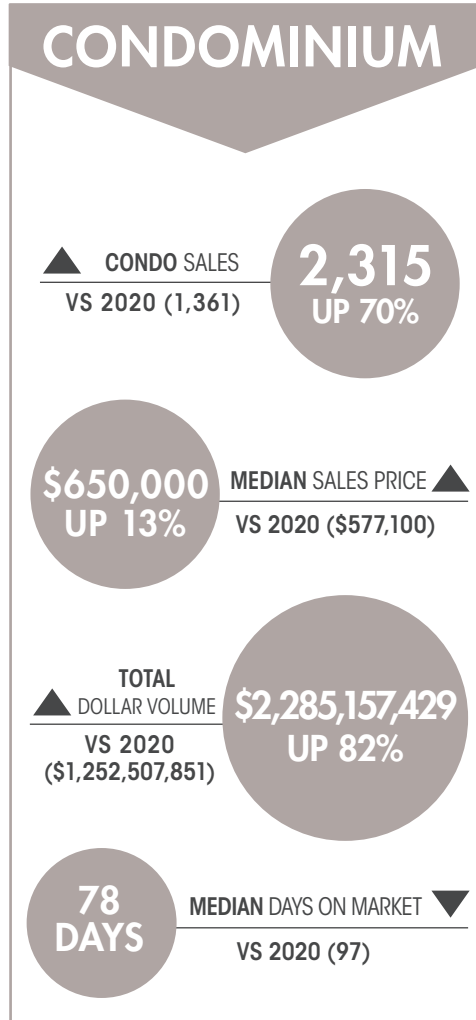
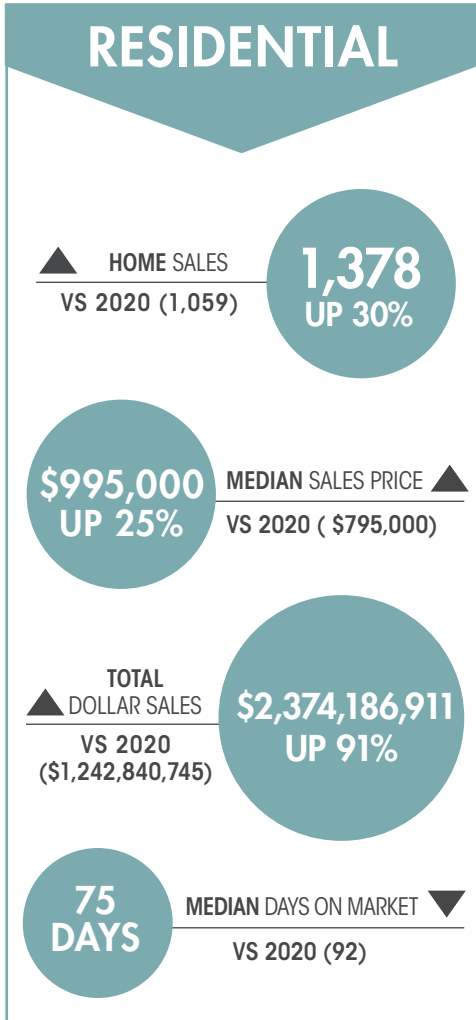
Wailea/Makena	\$676,280,402
Kihei	\$485,080,684
Kaanapali	\$321,700,298
Kapalua	\$299,368,781
Napili/Kahana/Honokowai	\$258,317,710
Lahaina	\$115,267,045
Wailuku	\$60,838,589
Maalaea	\$32,376,400
Molokai	\$9,977,020
Kahului	\$7,554,500

VACANT LAND

TOP 10 AREAS

Total Dollar Volume

Kapalua	\$65,265,000
Kula/Ulupalakua/Kanaio	\$55,774,320
Wailea/Makena	\$43,595,000
Kaanapali	\$35,960,007
Haiku	\$33,141,019
Makawao/Olinda/Haliimaile	\$31,438,934
Wailuku	\$26,283,500
Lahaina	\$25,546,000
Olowalu	\$18,000,000
Hana	\$16,648,700



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.maui-county.gov/755/Classification-for-Tax-Rate-Purposes>

*** HONOLULU COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Agriculture	\$5.70
Bed and Breakfast Home	\$6.50
Commercial	\$12.40
Hotel/Resort	\$13.90
Industrial	\$12.40
Preservation	\$5.70
Public Service	\$0.00
Residential (Principal Resident)	\$3.50
Residential A-Tier 1 Tax rate applied to the net taxable valuation of the property up to \$1,000,000	\$4.50
Residential A - Tier 2 Tax rate applied to the net taxable valuation of the property in excess of \$1,000,000	\$10.50
Vacant Agriculture	\$8.50

HAWAI'I COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Affordable Rental Housing	\$6.15
Agriculture/Native Forest	\$9.35
Apartment	\$11.70
Commercial	\$10.70
Conservation	\$11.55
Homeowner	\$6.15
Hotel/Resort	\$11.55
Industrial	\$10.70
Residential (Less than \$2M)	\$11.10
Residential (Over \$2M)	\$13.60

*** KAUAI COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Agriculture	\$6.75
Commercial	\$8.10
Commercial Home Use	\$5.05
Conservation	\$6.75
Homestead	\$3.05
Hotel/Resort	\$10.85
Industrial	\$8.10
Residential	\$6.05
Residential Investor	\$9.40
Vacation Rental	\$9.85

***Kauai and Oahu Only Important Dates

August 20 - First half year tax payments due
September 30 - Deadline for filing exemption claims and ownership documents which affect the tax year

February 20 - Second half year tax payments due



Rose Bento | Debra Cabradilla | Mary Jo Cabral | Reta Chin | Wendy Gomes | Deni Kawauchi | Tori Lapolla | Joanne Mackey | Kosei Nagata | Mercy Palmer | Trisha Spencer-Kitayama

8 Experienced Officers | 3 Sales Executives | 238 Years of Combined Experience

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