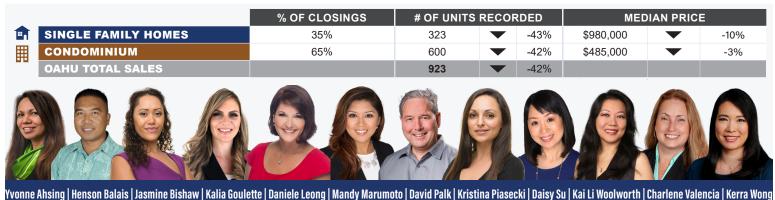
OAHU REAL ESTATE REPORT OAHU | FEBRUARY 2023 YTD VS. FEBRUARY 2022 YTD 3 Fidelity National Title & ESCROW OF HAWAII 16 LEEWARD WEST **NORTH SHORE** Ewa, Ewa Beach 96706 96712 Waialua, Haleiwa, North Shore, Kawailoa, 96707 Ko Olina, Campbell Ind. Park, Waimea Bay, Pupukea, Sunset Beach Makakilo, Kapolei, Ewa 96717 Waialua, Hauula, Punaluu **NORTH** Makaha, Maili, Nanakuli, 96792 Kuilima, Kahuku, Malaekahana 96731 **SHORE** Waianae, Lualualei, Pokai Bay 96762 Malaekahana, Kahuku, Laie, Hauula Kunia, Waikele, Waipahu 96797 96791 Mokuleia, Waial 98 5 WINDWARD 96730 Kaaawa, Kualoha 96734 Kailua 2% 96744 Kaneohe WINDWARD Waimanalo 96795 **LEEWARD** 62 . **EAST OAHU WEST** St. Louis Heights, Palolo, Kapahulu, Kaimuki, 96816 36 Diamond Head, Maunalani Heights, 123 Waialae- Kahala, Kahala 105 96821 Waialae Nui Rdge, Waialae Iki, Kalani Iki, Aina 10% Haina, Wailupe, Niu Valley, Kuliouou 96825 Waialae Iki Ridge, Niu Valley, Kuliouou, Hawaii Kai, Haunama Bay, Sandy Beach 25% 406 **LEEWARD EAST 55** 45 **METRO OAHU** 75 **EAST LEEWARD EAST** 46 **OAHU** 96701 Aiea 13% 96782 Pearl City 360 36 Wahiawa 96786 Mililani Town, Mililani Mauka, 96789 \blacksquare 19 Laulani Valley 44% 96797 Waipio 6% Number of Recorded transactions METRO OAHU from January 1, 2023 - February 28, 2023 Nuuanu, Chinatown, Downtown, Punchbowl, Pauoa, Makiki, Pacific Heights, Kinau, Ward, Kakaako, Ala Moana, Kapiolani, Moilili, Waikiki 96813 96814 McCully (Ward Ave. - Kalakaua Ave.), Punchbowl, Pawaa, Makiki, Kapio, Kinau, Ward, Kakaako, Holiday Mart, Ala Moana, Waikiki Single Family Homes Holiday Mart, Ala Moana, Waikiki, Kapahulu, Diamond Head 96815 Kalihi, Dillingham, Palama, Chinatown, Downtown, Alewa, Kapalama, Liliha, Kuakini, Makiki, Nuuanu, Kamehameha Heights, 96817 Condominiums Dowsett, Old Pali, Puunui % of Closed Sales by Districts 96818 Halawa, Salt Lake, Aliamanu, Foster Village through February 28, 2023 96819 Salt Lake, Moanalua, Moanalua Gardens, Moanalua Valley, Kalihi Valley, Kapalama Makiki, Punchbowl, Punahou, Manoa, Ala Moana, Kapiolani, Moiliili 96822 96826 Makiki, Punahou, Kapiolani, Manoa, McCully, Pawaa, Moiliili, Kapahulu, St. Louis, University, Waikiki, Waialae Nui Valley, Diamond Head https://www.hicentral.com/market-press-releases.php % OF CLOSINGS # OF UNITS RECORDED **MEDIAN PRICE**



OAHU REAL ESTATE REPORT



OAHU | FEBRUARY | FEBRUARY 2023 VS. FEBRUARY 2022

Median Sales Price

SINGLE FAMILY HOMES February 2022

HOME SALES 173 DOWN 28%

VS 2022 (241)

MEDIAN SALES PRICE

\$987,000 DOWN 12%

VS 2022 (\$1,125,000)

MEDIAN DAY ON THE MARKET

47 UP 262%

VS 2022 (13)

TOP	10	# ()F	SALES	S
B,	V NE	CHB	OPI	HOOD	

Single Family Homes	2023	2022	% Change
Ewa Plain	33	56	-41%
Kailua - Waimanalo	20	22	-9%
Makaha - Nanakuli	20	17	18%
Pearl City - Aiea	17	19	-11%
Hawaii Kai	11	11	0%
Kalihi - Palama	9	11	-18%
Kapahulu - Diamond Head	9	14	-36%
Makakilo	9	11	-18%
Waialae - Kahala	9	9	0%
North Shore	8	5	60%

CONDOMINIUM February 2023 vs. February 2022

HOME SALES 325 DOWN 33% VS 2022 (486) MEDIAN SALES PRICE

\$480,000 DOWN 3%

VS 2022 (\$497,000)

MEDIAN DAY ON THE MARKET

28 UP 100%

VS 2022 (14)

TOP 10 # OF SALES

BY NEIGHBORHOOD

Condominium	2023	2022	% Change
Waikiki	93	100	-7%
Downtown - Nuuanu	40	30	33%
Ala Moana - Kakaako	30	58	-48%
Ewa Plain	25	46	-46%
Mililani	21	32	-34%
Makiki - Moiliili	20	56	-64%
Pearl City - Aiea	16	25	-36%
Hawaii Kai	11	13	-15%
Kailua - Waimanalo	10	10	0%
Kaneohe	10	12	-17%

*Source: https://www.hicentral.com/market-press-releases.php

SINGLE FAMILY	Feb 2023 Vs. Feb 2022		Feb 2023 Vs.		. Feb 2022	
HOMES	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliouou	4	6	-33%	\$2,137,500	\$2,075,000	3%
Ala Moana - Kakaako	-	-	-	-	-	-
Downtown - Nuuanu	2	9	-78%	\$905,000	\$1,230,000	-26%
Ewa Plain	33	56	-41%	\$910,000	\$907,500	0%
Hawaii Kai	11	11	0%	\$1,700,000	\$1,875,000	-9%
Kailua - Waimanalo	20	22	-9%	\$1,420,000	\$1,470,000	-3%
Kalihi - Palama	9	11	-18%	\$750,000	\$1,055,000	-29%
Kaneohe	6	8	-25%	\$1,140,000	\$1,167,500	-2%
Kapahulu - Diamond Head	9	14	-36%	\$1,305,000	\$1,747,500	-25%
Makaha - Nanakuli	20	17	18%	\$675,000	\$670,000	1%
Makakilo	9	11	-18%	\$850,000	\$1,020,000	-17%
Makiki - Moiliili	2	8	-75%	\$5,700,000	\$1,562,500	265%
Mililani	4	9	-56%	\$1,146,000	\$980,000	17%
Moanalua - Salt Lake	-	1	-100%	-	\$1,430,000	-
North Shore	8	5	60%	\$1,292,750	\$1,750,000	-26%
Pearl City - Aiea	17	19	-11%	\$905,000	\$1,030,000	-12%
Wahiawa	4	5	-20%	\$750,000	\$876,000	-14%
Waialae - Kahala	9	9	0%	\$2,960,000	\$2,980,000	-1%
Waikiki	-	-	-	-	-	-
Waipahu	3	14	-79%	\$888,000	\$974,986	-9%
Windward Coast	3	6	-50%	\$1,080,000	\$1,477,500	-27%
SUMMARY	173	241	-28%	\$987.000	\$1.125.000	-12%

Number of Sales

Number of Sales Feb 2023 vs. Feb 2022

Median Sales Price

Feb 2023 vs. Feb 2022

NEIGHBORHOOD	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliouou	-	-	-	-	-	-
Ala Moana - Kakaako	30	58	-48%	\$502,500	\$750,000	-33%
Downtown - Nuuanu	40	30	33%	\$490,000	\$500,750	-2%
Ewa Plain	25	46	-46%	\$517,000	\$705,000	-27%
Hawaii Kai	11	13	-15%	\$780,000	\$750,000	4%
Kailua - Waimanalo	10	10	0%	\$759,500	\$850,000	-11%
Kalihi - Palama	6	14	-57%	\$532,500	\$402,500	32%
Kaneohe	10	12	-17%	\$590,000	\$675,000	-13%
Kapahulu - Diamond Head	7	12	-42%	\$790,000	\$580,000	36%
Makaha - Nanakuli	9	15	-40%	\$235,000	\$215,000	9%
Makakilo	7	11	-36%	\$645,000	\$610,000	6%
Makiki - Moiliili	20	56	-64%	\$375,000	\$402,500	-7%
Mililani	21	32	-34%	\$450,000	\$510,000	-12%
Moanalua - Salt Lake	8	24	-67%	\$395,000	\$450,000	-12%
North Shore	2	8	-75%	\$682,500	\$1,057,500	-35%
Pearl City - Aiea	16	25	-36%	\$384,000	\$435,000	-12%
Wahiawa	1	1	0%	\$101,266	\$130,000	-22%
Waialae - Kahala	1	4	-75%	\$580,000	\$714,000	-19%
Waikiki	93	100	-7%	\$390,000	\$382,500	2%
Waipahu	7	11	-36%	\$375,000	\$485,500	-23%
Windward Coast	1	4	-75%	\$475,000	\$220,000	116%
SUMMARY	325	486	-33%	\$480,000	\$497,000	-3%

OAHU REAL ESTATE REPORT



OAHU | FEBRUARY 2023 YTD VS. FEBRUARY 2022 YTD 23



323HOMES SOLD
2023

-43%

HOMES SOLD 2022

\$980,000

MEDIAN SALES PRICE

2023

\$1,084,250 **-10%**

MEDIAN SALES PRICE

2022

35

MEDIAN DAYS ON THE MARKET

2023 **12**

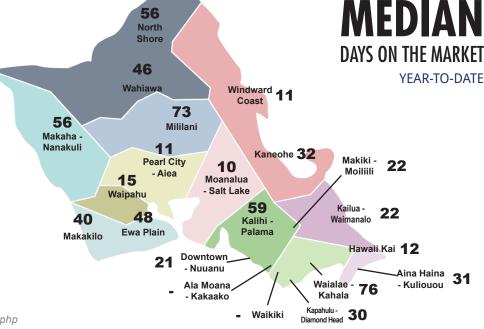
192%

MEDIAN DAYS ON THE MARKET

2022

SINGLE FAMILY		Number of Sa	les		Median Sales P	rice
HOMES	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliouou	10	11	-9%	\$2,137,500	\$1,700,000	26%
Ala Moana - Kakaako	0	1	-100%	-	\$1,205,000	-
Downtown - Nuuanu	8	19	-58%	\$1,129,000	\$1,230,000	-8%
Ewa Plain	55	131	-58%	\$840,000	\$920,000	-9%
Hawaii Kai	16	34	-53%	\$1,437,500	\$1,500,000	-4%
Kailua - Waimanalo	36	55	-35%	\$1,475,000	\$1,490,000	-1%
Kalihi - Palama	15	20	-25%	\$815,000	\$967,500	-16%
Kaneohe	21	23	-9%	\$1,100,000	\$1,210,000	-9%
Kapahulu - Diamond Head	13	31	-58%	\$1,200,000	\$1,585,000	-24%
Makaha - Nanakuli	37	52	-29%	\$660,000	\$710,000	-7%
Makakilo	13	27	-52%	\$839,000	\$1,000,000	-16%
Makiki - Moiliili	9	15	-40%	\$1,600,000	\$1,640,000	-2%
Mililani	6	25	-76%	\$1,031,000	\$1,050,000	-2%
Moanalua - Salt Lake	1	6	-83%	\$953,888	\$1,117,500	-15%
North Shore	11	14	-21%	\$1,389,000	\$1,700,000	-18%
Pearl City - Aiea	31	33	-6%	\$885,000	\$1,070,000	-17%
Vahiawa	8	12	-33%	\$765,000	\$900,500	-15%
Vaialae - Kahala	10	11	-9%	\$2,730,000	\$2,750,000	-1%
Vaikiki	0	0	-	-	-	-
Vaipahu	18	37	-51%	\$915,000	\$905,000	1%
Vindward Coast	5	10	-50%	\$1,080,000	\$1,585,000	-32%
SUMMARY	323	567	-43%	\$980,000	\$1,084,250	-10%

TOP 10 # OF SALES BY NEIGHBORHOOD **Homes** 2023 2022 % Change Ewa Plain 55 131 -58% Makaha -37 52 -29% Nanakuli Kailua -55 -35% 36 Waimanalo Pearl City -31 33 -6% Aiea Kaneohe 21 23 -9% 37 Waipahu 18 -51% Hawaii Kai 16 34 -53% Kalihi - Palama 15 20 -25% Kapahulu -13 31 -58% **Diamond Head** Makakilo 27 -52%



OAHU REAL ESTATE REPORT



OAHU | FEBRUARY 2023 YTD VS. FEBRUARY 2022 YTD 3



600 CONDOS SOLD 2023

1,038
CONDOS SOLD

2022

-42%

\$485,000

MEDIAN SALES PRICE

2023

MEDIAN SALES PRICE

\$500,000

2022

26

MEDIAN DAYS ON THE MARKET

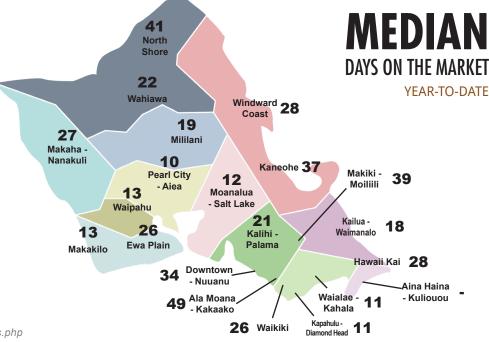
2023

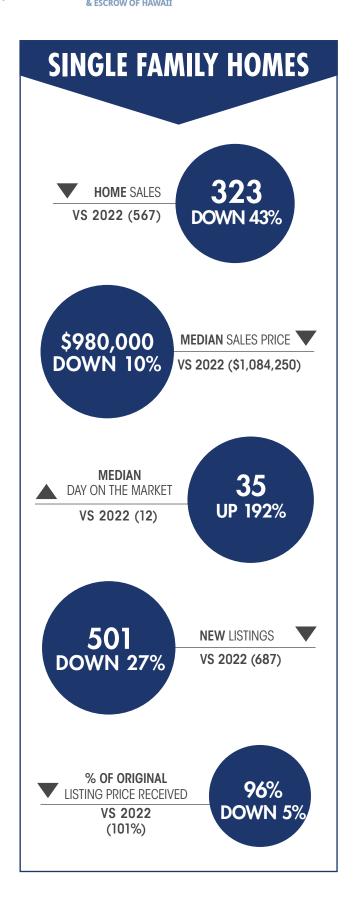
14 86%

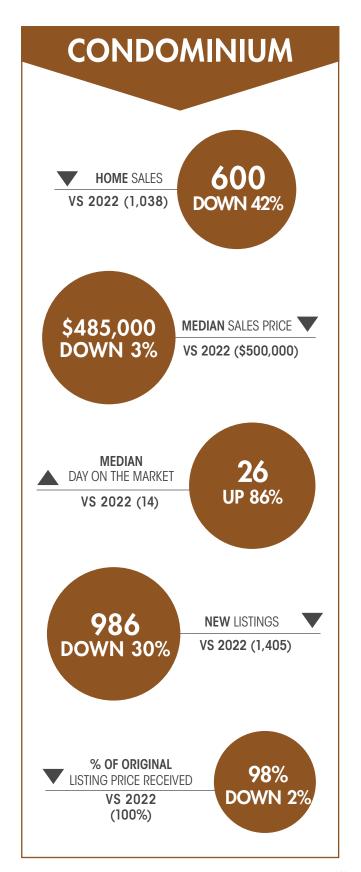
MEDIAN DAYS ON THE MARKET 2022

CONDOMINIUM		Number of Sales			Median Sales Price			
CONDOMINION	2023	2022	% Change	2023	2022	% Change		
Aina Haina - Kuliouou	-	-	-	-	-	-		
Ala Moana - Kakaako	49	69	123	-44%	\$593,750	\$790,000		
Downtown - Nuuanu	34	57	78	-27%	\$560,000	\$503,750		
Ewa Plain	26	51	94	-46%	\$522,000	\$702,500		
Hawaii Kai	28	16	32	-50%	\$774,500	\$807,500		
Kailua - Waimanalo	18	17	16	6%	\$745,000	\$740,000		
Kalihi - Palama	21	10	25	-60%	\$443,500	\$430,000		
Kaneohe	37	18	28	-36%	\$691,500	\$712,500		
Kapahulu - Diamond Head	11	10	23	-57%	\$682,500	\$580,000		
Makaha - Nanakuli	27	19	31	-39%	\$230,000	\$230,000		
Makakilo	13	15	27	-44%	\$635,000	\$550,000		
Makiki - Moiliili	39	45	110	-59%	\$382,000	\$398,750		
Mililani	19	39	76	-49%	\$460,000	\$512,500		
Moanalua - Salt Lake	12	15	40	-63%	\$440,000	\$446,500		
North Shore	41	5	13	-62%	\$875,000	\$850,000		
Pearl City - Aiea	10	34	66	-48%	\$415,000	\$451,500		
Wahiawa	22	2	5	-60%	\$176,633	\$130,000		
Waialae - Kahala	11	3	10	-70%	\$580,000	\$649,000		
Waikiki	26	154	201	-23%	\$403,750	\$403,000		
Waipahu	13	20	36	-44%	\$497,000	\$487,750		
Windward Coast	28	1	4	-75%	\$475,000	\$220,000		
SUMMARY	26	600	1,038	-42%	\$485,000	\$500,000		













Conveyance Tax Law

STATE OF HAWAII

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					
CONSIDER	ATION PAID	Scale #1: Applies to all transfers or conveyance	Scale #2: Applies to sales of condominium or		
At Least	But Less Than	of realty or any interest therein, except for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowners' exemption.	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)	(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		

This information is presented for informational purposes only and is deemed reliable but is not guaranteed.



Buyer & Seller Portions

of Closing Costs

The standard purchase contract in Hawaii specifies closing costs split between Buyers & Sellers. The following is a list of customary closing costs and is NOT intended to be all-inclusive.

CLOSING COSTS	BUYER	SELLER
FIDELITY NATIONAL TITLE FEES:		
Standard Coverage for Title Insurance Premium*	40%	60%
Additional Premium for any Extended Coverage Policy (including ALTA Homeowners Policy and/or Lender's Policy)	X	
Lien Report* if applicable	Χ	
Financing Statement*, if applicable	Χ	
Escrow Fees*	Χ	X
THIRD PARTY FEES:		
Cost of Drafting Mortgage and Note or Agreement of Sale	Χ	
Cost of Drafting Conveyance Documents & Bills of Sale		Х
Cost of Obtaining Buyer's Consents	Х	
Cost of Obtaining Seller's Consents (e.g., Lessor's Consent)		Х
Buyers Notary Fees, if applicable	Χ	
Seller's Notary Fees, if applicable		Х
Recording Fees except Documents to Clear Seller's Title (e.g., Deed, Encroachment Agreements)	50%	50%
Recording Fees to Clear Seller's Title (e.g. Mortgage Release)		Х
Required Staking or Survey		Х
Homeowner's Condominium Documents, if applicable		Х
Condominium and Association Ownership Transfer Fees	Х	
FHA or VA Discount Points and any Mortgage Fees	Х	
FHA or VA Mandatory Closing Fees		Х
Conveyance Tax		Х
FIRPTA (Federal Withholding, if applicable)		Х
HARPTA (State Withholding, if applicable)		Х

NOTE: *General excise tax (GET) will be charged on the fee

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.



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.

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STATE OF HAWAII | ALL COUNTIES

REAL PROPERTY TAX

FISCAL YEAR JULY 1, 2022 TO JUNE 30, 2023

Honolulu, Oahu County

CLASS	Taxable Building per/\$1,000
Agricultural	\$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 value of the property up to \$1,000,000	\$4.50
Residential A - Tier 2* Tax rate applied to the net taxable value of the property in excess of \$1,000,000	\$10.50
Vacant Agricultural	\$8.50

REAL PROPERTY TAX DUE DATES:

Aug 20, 2022 1st half of fiscal year tax payment due

Sep 30, 2022 Deadline for filing exemption claims & ownership documents

Feb 20, 2023 2nd half of fiscal year tax payment due

For More Information, Visit:

https://hnldoc.ehawaii.gov/hnldoc/document-download?id=9995

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, 2022 1st half of fiscal year tax payment due

Dec 31, 2022 Deadline for filing exemption claims & ownership documents

Feb 20, 2023 2nd half of fiscal year tax payment due

For More Information, Visit:

https://www.hawaiipropertytax.com/tax_rates.html

Maui County

2022-2023

CLASS A	ll rates are per \$1,000 of net taxable	assessed valuation
Owner Occupied - Tier 1 up to 3	\$1m	\$2.00
Owner Occupied - Tier 2 more	than \$1,000,001 - \$3m	\$2.10
Owner Occupied - Tier 3 more	than \$3m	\$2.71
Non-Owner Occupied - Tier 1 u	p to \$1m	\$5.85
Non-Owner Occupied - Tier 2 r	more than \$1,000,001 - \$4.5m	\$8.00
Non-Owner Occupied - Tier 3 r	nore than \$4.5m	\$12.50
Apartment		\$3.50
Hotel/Resort		\$11.75
Time share		\$14.60
Agricultural		\$5.74
Short-Term Rental - Tier 1 up to	\$1m	\$11.85
Short-Term Rental - Tier 2 more	e than \$1,000,001 - \$3m	\$11.85
Short-Term Rental - Tier 3 more	e than \$3m	\$11.85
Conservation		\$6.43
Commercial		\$6.05
Industrial		\$7.05
Commercial Residential		\$4.40
*Long-Term Rental – Tier 1 up t	o \$1m	\$3.00
*Long-Term Rental – Tier 2 mor	re than \$1,000,001 - \$3m	\$5.00
*Long-Term Rental – Tier 3 mor	e than \$3m	\$8.00

REAL PROPERTY TAX DUE DATES:

Aug 20, 2022 1st half of fiscal year tax payment due

Dec 31, 2022 Deadline for filing exemption claims & ownership documents

Feb 20, 2023 2nd half of fiscal year tax payment due

For More Information, Visit:

https://www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes

Kauai County

*NEW CLASSIFICATION

CLASS	Tax Rate per/\$1,000
Homestead	\$3.05
Residential	\$6.05
Vacation Rental	\$9.85
Hotel/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, 2022 1st half of fiscal year tax payment due

Sep 30, 2022 Deadline for filing exemption claims & ownership documents

Feb 20, 2023 2nd half of fiscal year tax payment due

For More Information, Visit:

https://www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property/Tax-Rates



