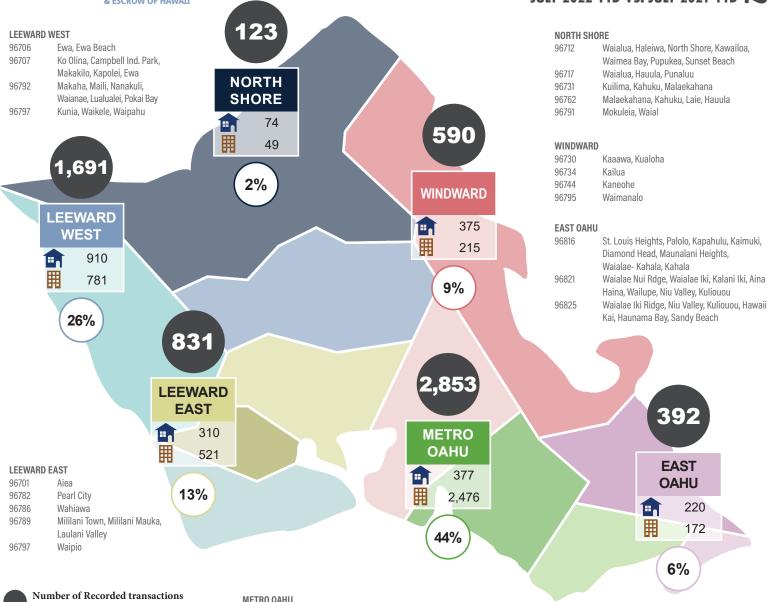
Fidelity National Title & ESCROW OF HAWAII

OAHU | JULY 2021 YTD 2021 YTD





from July 1, 2022 - July 31, 2022



Single Family Homes



Condominiums



% of Closed Sales by Districts through July 31, 2022

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

Nuuanu, Chinatown, Downtown, Punchbowl, Pauoa, Makiki, Pacific Heights, Kinau, Ward, Kakaako, Ala Moana, Kapiolani, Moilili, Waikiki 96813 McCully (Ward Ave. - Kalakaua Ave.), Punchbowl, Pawaa, Makiki, Kapio, Kinau, Ward, Kakaako, Holiday Mart, Ala Moana, Waikiki 96814

96815 Holiday Mart, Ala Moana, Waikiki, Kapahulu, Diamond Head

96817 Kalihi, Dillingham, Palama, Chinatown, Downtown, Alewa, Kapalama, Liliha, Kuakini, Makiki, Nuuanu, Kamehameha Heights,

Dowsett, Old Pali, Puunui

96818 Halawa, Salt Lake, Aliamanu, Foster Village

96819 Salt Lake, Moanalua, Moanalua Gardens, Moanalua Valley, Kalihi Valley, Kapalama

96822 Makiki, Punchbowl, Punahou, Manoa, Ala Moana, Kapiolani, Moiliili

96826 Makiki, Punahou, Kapiolani, Manoa, McCully, Pawaa, Moiliili, Kapahulu, St. Louis, University, Waikiki, Waialae Nui Valley,

Diamond Head

	% OF CLOSINGS	# OF UNITS REC	CORDED	MED	IAN PRICE
SINGLE FAMILY HOMES	35%	2,266	-11%	\$1,110,500	17
CONDOMINIUM	65%	4,214	3%	\$515,000	12
OAHU TOTAL SALES		6,480	-3%		







HOME SALES 312 DOWN 23%

VS 2021 (404)

MEDIAN SALES PRICE

\$1,107,944 UP 12%

VS 2021 (\$992,500)

MEDIAN DAY ON THE MARKET

11 UP 22%

VS 2021 (9)

TOP	10	#	OF	SALES
B'	V NE	GH	IBOR	HOOD

Single Family Homes	2022	2021	% Change
Ewa Plain	64	88	-27%
Kailua - Waimanalo	33	42	-21%
Kapahulu - Diamond Head	25	24	4%
Pearl City - Aiea	22	25	-12%
Makaha - Nanakuli	21	37	-43%
Waipahu	21	29	-28%
Kaneohe	14	29	-52%
Kalihi - Palama	13	14	-7%
Makakilo	13	8	63%
Mililani	13	24	-46%

CONDOMINIUM July 2022 vs. July 2021

HOME
SALES
518
DOWN 23%
VS 2021 (671)

MEDIAN SALES PRICE

\$500,000 UP 5%

VS 2021 (\$475,000)

MEDIAN DAY ON THE MARKET

12 UP 9%

VS 2021 (11)

TOP 10 # OF SALES

BY NEIGHBORHOOD

Condominium	2022	2021	% Change
Waikiki	104	138	-25%
Makiki - Moiliili	61	63	-3%
Ala Moana - Kakaako	54	65	-17%
Ewa Plain	51	60	-15%
Downtown - Nuuanu	42	75	-44%
Pearl City - Aiea	39	38	3%
Mililani	36	41	-12%
Kaneohe	17	23	-26%
Waipahu	17	22	-23%
Hawaii Kai	15	20	-25%

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

	Number of Sales July 2022 vs. July 2021		Me	dian Sales July 2022 vs. 3		
SINGLE FAMILY HOMES	2022	2021	% Change	2022	2021	% Change
Aina Haina - Kuliouou	7	10	-30%	\$1,550,000	\$1,875,000	-17%
Ala Moana - Kakaako	0	1	-100%	-	\$1,190,000	-
Downtown - Nuuanu	9	14	-36%	\$1,725,000	\$1,135,500	52%
Ewa Plain	64	88	-27%	\$950,000	\$872,500	9%
Hawaii Kai	7	14	-50%	\$1,450,000	\$1,550,000	-6%
Kailua - Waimanalo	33	42	-21%	\$1,600,000	\$1,692,500	-5%
Kalihi - Palama	13	14	-7%	\$925,000	\$885,750	4%
Kaneohe	14	29	-52%	\$1,287,500	\$1,251,000	3%
Kapahulu - Diamond Head	25	24	4%	\$1,300,000	\$1,200,000	8%
Makaha - Nanakuli	21	37	-43%	\$680,000	\$630,000	8%
Makakilo	13	8	63%	\$930,000	\$974,500	-5%
Makiki - Moiliili	11	10	10%	\$1,425,000	\$1,375,000	4%
Mililani	13	24	-46%	\$1,065,000	\$1,092,500	-3%
Moanalua - Salt Lake	2	5	-60%	\$1,087,500	\$1,056,000	3%
North Shore	12	6	100%	\$2,001,250	\$1,505,000	33%
Pearl City - Aiea	22	25	-12%	\$1,128,500	\$985,000	15%
Wahiawa	12	8	50%	\$777,500	\$722,500	8%
Waialae - Kahala	9	6	50%	\$3,125,000	\$2,180,000	43%
Waikiki	0	0	-	-	-	-
Waipahu	21	29	-28%	\$1,015,000	\$860,000	18%
Windward Coast	4	10	-60%	\$1,437,500	\$1,255,000	15%
SUMMARY	312	404	-23%	\$1,107,944	\$992,500	12%

Number of Sales July 2022 vs. July 2021

Median Sales Price

July 2022 vs. July 2021

NEIGHBORHOOD	2022	2021	% Change	2022	2021	% Change
Aina Haina - Kuliouou	0	2	-100%	-	\$675,000	-
Ala Moana - Kakaako	54	65	-17%	\$732,500	\$750,000	-2%
Downtown - Nuuanu	42	75	-44%	\$423,000	\$559,000	-24%
Ewa Plain	51	60	-15%	\$630,000	\$650,000	-3%
Hawaii Kai	15	20	-25%	\$955,000	\$762,500	25%
Kailua - Waimanalo	8	10	-20%	\$721,500	\$943,550	-24%
Kalihi - Palama	11	17	-35%	\$420,000	\$416,000	1%
Kaneohe	17	23	-26%	\$610,000	\$700,000	-13%
Kapahulu - Diamond Head	4	10	-60%	\$609,500	\$417,500	46%
Makaha - Nanakuli	15	20	-25%	\$245,000	\$202,450	21%
Makakilo	11	10	10%	\$512,000	\$535,000	-4%
Makiki - Moiliili	61	63	-3%	\$407,000	\$415,000	-2%
Mililani	36	41	-12%	\$552,500	\$477,000	16%
Moanalua - Salt Lake	13	31	-58%	\$470,000	\$415,000	13%
North Shore	10	5	100%	\$885,000	\$350,000	153%
Pearl City - Aiea	39	38	3%	\$475,000	\$432,000	10%
Wahiawa	5	4	25%	\$340,000	\$287,500	18%
Waialae - Kahala	4	9	-56%	\$645,000	\$550,000	17%
Waikiki	104	138	-25%	\$442,000	\$390,000	13%
Waipahu	17	22	-23%	\$527,000	\$452,500	16%
Windward Coast	1	8	-88%	\$495,000	\$256,000	93%
SUMMARY	518	671	-23%	\$500,000	\$475,000	5%



OAHU | JULY 2021 YTD VS. JULY 2021 YTD 2



2,266HOMES SOLD
2022

2,547

HOMES SOLD 2021

\$1,110,500

MEDIAN SALES PRICE

2022

-11%

\$950,000

MEDIAN SALES PRICE

2021

10

MEDIAN DAYS ON THE MARKET

2022

9

17%

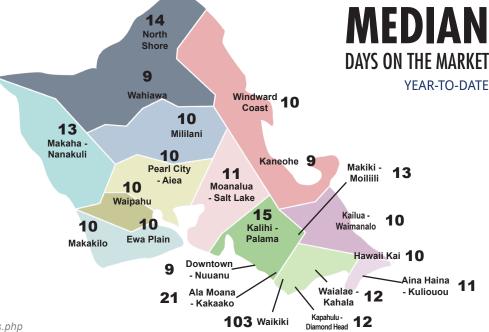
11%

MEDIAN DAYS ON THE MARKET

2021

SINGLE FAMILY		Number of Sa	les		Median Sales P	rice
HOMES	2022	2021	% Change	2022	2021	% Change
Aina Haina - Kuliouou	51	69	-26%	\$1,840,000	\$1,460,000	26%
Ala Moana - Kakaako	6	7	-14%	\$1,362,500	\$1,015,000	34%
Downtown - Nuuanu	56	83	-33%	\$1,325,000	\$1,142,500	16%
Ewa Plain	472	515	-8%	\$935,000	\$830,000	13%
Hawaii Kai	115	123	-7%	\$1,600,000	\$1,450,000	10%
Kailua - Waimanalo	210	234	-10%	\$1,600,000	\$1,435,000	11%
Kalihi - Palama	87	85	2%	\$961,000	\$850,000	13%
Kaneohe	127	167	-24%	\$1,275,000	\$1,065,000	20%
Kapahulu - Diamond Head	122	168	-27%	\$1,420,000	\$1,150,000	23%
Makaha - Nanakuli	188	202	-7%	\$720,000	\$622,500	16%
Makakilo	100	94	6%	\$988,000	\$865,000	14%
Makiki - Moiliili	77	99	-22%	\$1,680,000	\$1,405,000	20%
Mililani	125	121	3%	\$1,080,000	\$960,000	13%
Moanalua - Salt Lake	28	34	-18%	\$1,249,500	\$982,500	27%
North Shore	74	89	-17%	\$1,770,000	\$1,370,000	29%
Pearl City - Aiea	136	145	-6%	\$1,070,500	\$914,500	17%
Wahiawa	49	53	-8%	\$900,000	\$733,000	23%
Waialae - Kahala	54	74	-27%	\$2,449,000	\$2,425,000	1%
Waikiki	1	2	-50%	\$1,500,000	\$1,087,500	38%
Waipahu	150	124	21%	\$960,000	\$820,000	17%
Windward Coast	38	59	-36%	\$1,260,000	\$974,500	29%
SUMMARY	2,266	2,547	-11%	\$1,110,500	\$950,000	17%

TOP 10 # OF SALES BY NEIGHBORHOOD **Homes** 2022 2021 % Change 472 Ewa Plain 515 -8% Kailua -210 234 -10% Waimanalo Makaha -202 -7% 188 Nanakuli 124 21% Waipahu 150 Pearl City -136 145 -6% Aiea Kaneohe 167 127 -24% Mililani 125 121 3% Kapahulu -122 168 -27% **Diamond Head** Hawaii Kai -7% 115 123 Makakilo 100 6%





OAHU | JULY 28 JULY 2021 YTD 28



4,214CONDOS SOLD
2022

4,108 3%
CONDOS SOLD

2021

\$515,000

MEDIAN SALES PRICE

2022

\$459,000 **12%**

MEDIAN SALES PRICE

2021

11

MEDIAN DAYS ON THE MARKET

2022 **13**

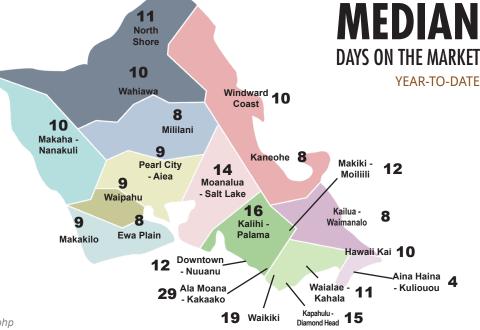
-15%

MEDIAN DAYS ON THE MARKET

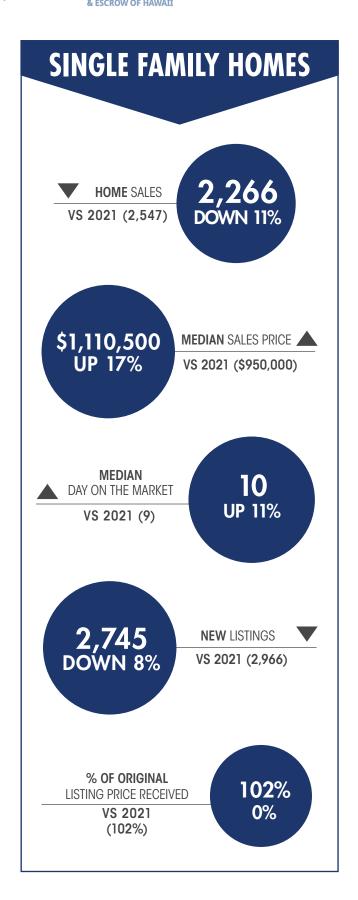
2021

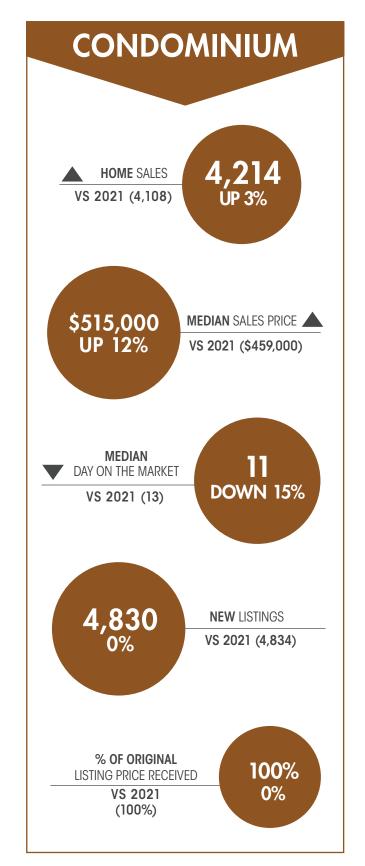
		Number of Sa		Median Sales Price		
CONDOMINIUM	2022	2021	% Change	2022	2021	% Change
Aina Haina - Kuliouou	3	6	-50%	\$808,000	\$653,500	24%
Ala Moana - Kakaako	481	395	22%	\$765,000	\$628,500	22%
Downtown - Nuuanu	336	366	-8%	\$578,000	\$575,000	1%
Ewa Plain	389	406	-4%	\$693,000	\$605,000	15%
Hawaii Kai	131	147	-11%	\$845,000	\$692,500	22%
Kailua - Waimanalo	65	85	-24%	\$765,000	\$700,000	9%
Kalihi - Palama	92	85	8%	\$410,000	\$401,500	2%
Kaneohe	135	163	-17%	\$705,000	\$579,750	22%
Kapahulu - Diamond Head	64	78	-18%	\$622,500	\$577,500	8%
Makaha - Nanakuli	152	135	13%	\$242,000	\$200,000	21%
Makakilo	106	96	10%	\$557,500	\$475,000	17%
Makiki - Moiliili	486	404	20%	\$410,000	\$385,000	6%
Mililani	246	252	-2%	\$520,000	\$450,500	15%
Moanalua - Salt Lake	168	160	5%	\$450,000	\$410,000	10%
North Shore	49	35	40%	\$826,250	\$525,000	57%
Pearl City - Aiea	256	252	2%	\$470,000	\$429,500	9%
Wahiawa	19	27	-30%	\$249,500	\$240,000	4%
Waialae - Kahala	38	53	-28%	\$622,500	\$550,000	13%
Waikiki	849	768	11%	\$440,000	\$390,000	13%
Waipahu	134	153	-12%	\$510,000	\$435,000	17%
Windward Coast	15	42	-64%	\$418,000	\$282,000	48%
SUMMARY	4,214	4,108	3%	\$515,000	\$459,000	12%

TOP 10 # OF SALES BY NEIGHBORHOOD					
Condominium	2022	2021	% Change		
Waikiki	849	768	11%		
Makiki - Moiliili	486	404	20%		
Ala Moana - Kakaako	481	395	22%		
Ewa Plain	389	406	-4%		
Downtown - Nuuanu	336	366	-8%		
Pearl City - Aiea	256	252	2%		
Mililani	246	252	-2%		
Moanalua - Salt Lake	168	160	5%		
Makaha - Nanakuli	152	135	13%		
Kaneohe	135	163	-17%		



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









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)	Х	
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

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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 All rates are per \$1,000 of net taxable assessed valuatio		
Owner Occupied - Tier 1 up to 5	\$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 to	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



