

● Number of Recorded transactions from January 1, 2021 - November 30, 2021  
 🏠 Single Family Homes  
 🏢 Condominiums  
 ○ % of Closed Sales by Districts through November 30, 2021

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

	% OF CLOSINGS	# OF UNITS RECORDED		MEDIAN PRICE		
🏠 SINGLE FAMILY HOMES	39%	4,148	▲ 21%	\$985,000	▲	20%
🏢 CONDOMINIUM	61%	6,610	▲ 58%	\$475,000	▲	11%
<b>OAHU TOTAL SALES</b>		<b>10,758</b>	<b>▲ 41%</b>			



Yvonne Ahsing | Daniele Leong | Kerra Wong | Daisy Su | David Palk | Theresa Cusimano | Mandy Marumoto | Marsha Cherrick | Henson Balais | Kai Li Woolworth | Kristina Piasecki | Jasmine Bishaw | Kalia Goulette | Michael Fialkiewicz  
 KAHALA 808-380-6767 | DOWNTOWN 808-536-0404 | PEARLRIDGE 808-485-0505 | KAILUA 808-230-8080 | KAPOLEI 808-380-3640  
**OVER 150+ YEARS OF COMBINED EXPERIENCE**

### SINGLE FAMILY HOMES November 2021 vs. November 2020

<b>HOME SALES</b> <b>371</b> UP 10%	<b>MEDIAN SALES PRICE</b> <b>\$1,050,000</b> UP 20%	<b>MEDIAN DAY ON THE MARKET</b> <b>11</b> 10%
VS 2020 (338)	VS 2020 (\$872,500)	VS 2020 (10)

#### TOP 10 # OF SALES BY NEIGHBORHOOD

Single Family Homes	2021	2020	% Change
Ewa Plain	68	71	-4%
Makaha - Nanakuli	28	26	8%
Kailua - Waimanalo	27	40	-33%
Kaneohe	27	19	42%
Pearl City - Aiea	26	22	18%
Waipahu	26	12	117%
Kapahulu - Diamond Head	22	17	29%
Makiki - Moiliili	22	10	120%
Mililani	21	13	62%
Hawaii Kai	18	19	-5%

### SINGLE FAMILY HOMES

NEIGHBORHOOD	Number of Sales Nov 2021 vs. Nov 2020			Median Sales Price Nov 2021 vs. Nov 2020		
	2021	2020	% Change	2021	2020	% Change
Aina Haina - Kuliouou	6	9	-33%	\$1,263,500	\$1,225,000	3%
Ala Moana - Kakaako	-	-	-	-	-	-
Downtown - Nuuanu	9	8	13%	\$996,000	\$1,269,000	-22%
Ewa Plain	68	71	-4%	\$886,500	\$732,000	21%
Hawaii Kai	18	19	-5%	\$1,702,500	\$1,248,000	36%
Kailua - Waimanalo	27	40	-33%	\$1,700,000	\$1,227,500	38%
Kalihi - Palama	15	10	50%	\$950,000	\$739,000	29%
Kaneohe	27	19	42%	\$1,180,000	\$870,000	36%
Kapahulu - Diamond Head	22	17	29%	\$1,225,000	\$950,000	29%
Makaha - Nanakuli	28	26	8%	\$700,000	\$540,000	30%
Makakilo	16	12	33%	\$963,821	\$847,500	14%
Makiki - Moiliili	22	10	120%	\$1,642,500	\$1,207,500	36%
Mililani	21	13	62%	\$1,070,000	\$832,500	29%
Moanalua - Salt Lake	4	2	100%	\$951,000	\$1,154,000	-18%
North Shore	5	16	-69%	\$1,300,000	\$1,625,500	-20%
Pearl City - Aiea	26	22	18%	\$1,020,000	\$840,000	21%
Wahiawa	10	9	11%	\$845,000	\$755,000	12%
Waialae - Kahala	12	16	-25%	\$2,825,000	\$1,620,000	74%
Waikiki	-	-	-	-	-	-
Waipahu	26	12	117%	\$910,000	\$753,500	21%
Windward Coast	9	7	29%	\$1,200,000	\$940,000	28%
<b>SUMMARY</b>	<b>371</b>	<b>338</b>	<b>10%</b>	<b>\$1,050,000</b>	<b>\$872,500</b>	<b>20%</b>

### CONDOMINIUM November 2021 vs. November 2020

<b>HOME SALES</b> <b>601</b> UP 48%	<b>MEDIAN SALES PRICE</b> <b>\$500,000</b> UP 19%	<b>MEDIAN DAY ON THE MARKET</b> <b>9</b> DOWN 44%
VS 2020 (407)	VS 2020 (\$420,000)	VS 2020 (16)

#### TOP 10 # OF SALES BY NEIGHBORHOOD

Condominium	2021	2020	% Change
Waikiki	122	54	126%
Ewa Plain	68	42	62%
Makiki - Moiliili	64	43	49%
Ala Moana - Kakaako	63	24	163%
Downtown - Nuuanu	43	38	13%
Mililani	39	33	18%
Makakilo	29	10	190%
Pearl City - Aiea	27	32	-16%
Waipahu	27	25	8%
Moanalua - Salt Lake	23	12	92%

### NEIGHBORHOOD

NEIGHBORHOOD	Number of Sales Nov 2021 vs. Nov 2020			Median Sales Price Nov 2021 vs. Nov 2020		
	2021	2020	% Change	2021	2020	% Change
Aina Haina - Kuliouou	1	-	-	\$675,000	-	-
Ala Moana - Kakaako	63	24	163%	\$630,000	\$715,000	-12%
Downtown - Nuuanu	43	38	13%	\$605,000	\$594,500	2%
Ewa Plain	68	42	62%	\$667,500	\$523,500	28%
Hawaii Kai	20	15	33%	\$670,000	\$675,000	-1%
Kailua - Waimanalo	10	12	-17%	\$715,000	\$499,500	43%
Kalihi - Palama	12	8	50%	\$347,500	\$365,000	-5%
Kaneohe	20	12	67%	\$708,500	\$502,500	41%
Kapahulu - Diamond Head	5	9	-44%	\$550,000	\$542,000	1%
Makaha - Nanakuli	17	26	-35%	\$275,000	\$210,000	31%
Makakilo	29	10	190%	\$515,000	\$441,500	17%
Makiki - Moiliili	64	43	49%	\$342,500	\$365,000	-6%
Mililani	39	33	18%	\$525,000	\$415,000	27%
Moanalua - Salt Lake	23	12	92%	\$432,000	\$347,000	24%
North Shore	3	5	-40%	\$417,000	\$334,388	25%
Pearl City - Aiea	27	32	-16%	\$460,000	\$401,000	15%
Wahiawa	2	-	-	\$191,500	-	-
Waialae - Kahala	4	4	0%	\$570,000	\$465,000	23%
Waikiki	122	54	126%	\$424,044	\$392,500	8%
Waipahu	27	25	8%	\$460,000	\$415,000	11%
Windward Coast	2	3	-33%	\$268,250	\$189,000	42%
<b>SUMMARY</b>	<b>601</b>	<b>407</b>	<b>48%</b>	<b>\$500,000</b>	<b>\$439,500</b>	<b>14%</b>

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

**SINGLE FAMILY HOMES**  
YEAR-TO-DATE

**4,148**  
HOMES SOLD  
2021

**3,418**  
HOMES SOLD  
2020

**21%**

**\$985,000**  
MEDIAN SALES PRICE  
2021

**\$822,000**  
MEDIAN SALES PRICE  
2020

**20%**

**9**  
MEDIAN DAYS ON THE MARKET  
2021

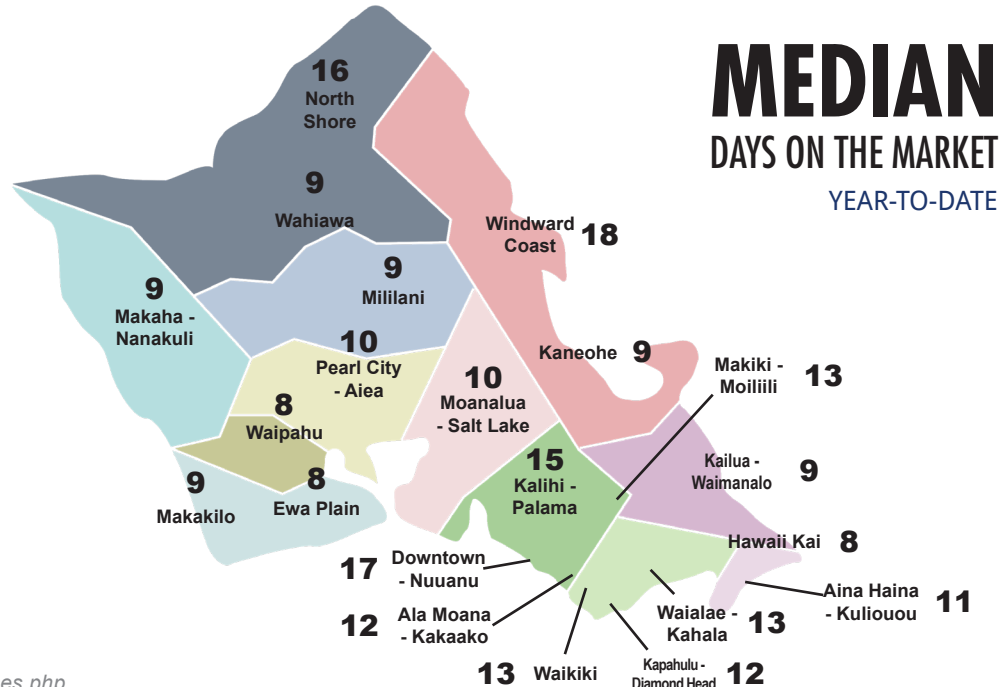
**14**  
MEDIAN DAYS ON THE MARKET  
2020

**-36%**

SINGLE FAMILY HOMES	Number of Sales			Median Sales Price		
	2021	2020	% Change	2021	2020	% Change
Aina Haina - Kuliouou	119	92	29%	\$1,510,750	\$1,273,750	19%
Ala Moana - Kakaako	9	7	29%	\$1,015,000	\$880,000	15%
Downtown - Nuuanu	121	73	66%	\$1,142,500	\$880,000	30%
Ewa Plain	824	754	9%	\$850,000	\$706,500	20%
Hawaii Kai	209	151	38%	\$1,475,000	\$1,234,000	20%
Kailua - Waimanalo	370	347	7%	\$1,500,000	\$1,205,000	24%
Kalihi - Palama	150	101	49%	\$898,500	\$795,000	13%
Kaneohe	288	231	25%	\$1,111,500	\$880,000	26%
Kapahulu - Diamond Head	259	176	47%	\$1,200,000	\$965,000	24%
Makaha - Nanakuli	324	274	18%	\$635,000	\$521,000	22%
Makakilo	157	138	14%	\$905,000	\$782,500	16%
Makiki - Moiliili	165	95	74%	\$1,430,000	\$1,200,000	19%
Mililani	197	188	5%	\$975,000	\$832,500	17%
Moanalua - Salt Lake	58	47	23%	\$1,000,000	\$910,000	10%
North Shore	125	124	1%	\$1,372,500	\$1,130,000	21%
Pearl City - Aiea	242	219	11%	\$949,000	\$815,000	16%
Wahiawa	95	74	28%	\$768,000	\$680,000	13%
Waialae - Kahala	123	90	37%	\$2,460,000	\$1,750,000	41%
Waikiki	3	1	200%	\$1,100,000	\$1,290,000	-15%
Waipahu	218	181	20%	\$850,000	\$729,000	17%
Windward Coast	92	55	67%	\$991,000	\$785,000	26%
<b>SUMMARY</b>	<b>4,148</b>	<b>3,418</b>	<b>21%</b>	<b>\$985,000</b>	<b>\$822,000</b>	<b>20%</b>

**TOP 10 # OF SALES BY NEIGHBORHOOD**

Homes	2021	2020	% Change
Ewa Plain	824	754	9%
Kailua - Waimanalo	370	347	7%
Makaha - Nanakuli	324	274	18%
Kaneohe	288	231	25%
Kapahulu - Diamond Head	259	176	47%
Pearl City - Aiea	242	219	11%
Waipahu	218	181	20%
Hawaii Kai	209	151	38%
Mililani	197	188	5%
Makiki - Moiliili	165	95	74%



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

## CONDOMINIUM

YEAR-TO-DATE

**6,610**  
CONDOS SOLD  
2021

**4,192**  
CONDOS SOLD  
2020

**58%**

**\$475,000**  
MEDIAN SALES PRICE  
2021

**\$430,000**  
MEDIAN SALES PRICE  
2020

**11%**

**11**  
MEDIAN DAYS ON THE MARKET  
2021

**25**  
MEDIAN DAYS ON THE MARKET  
2020

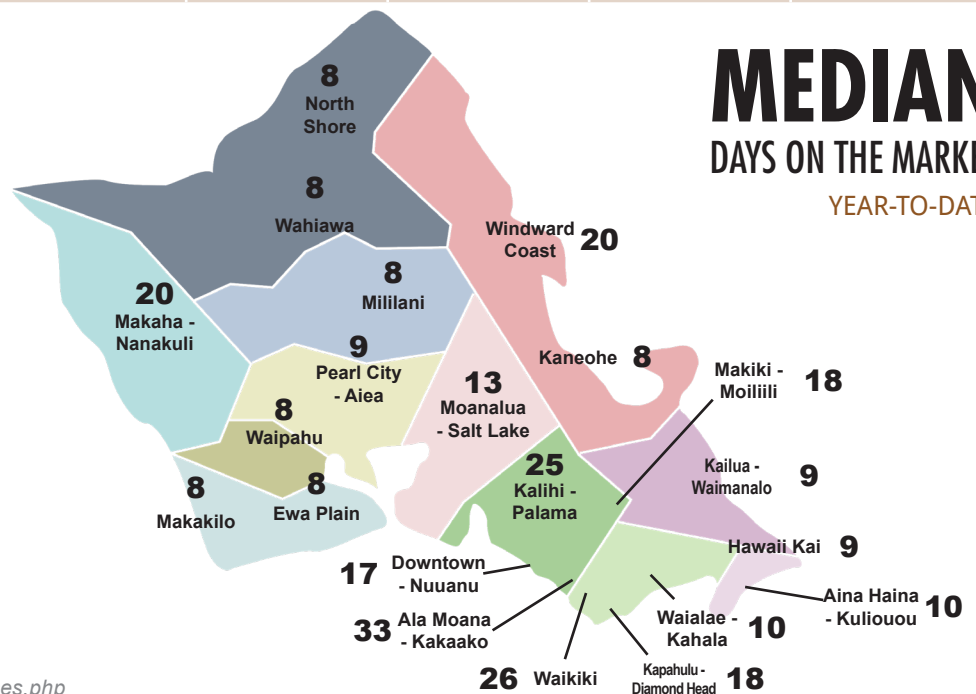
**-56%**

### CONDOMINIUM

	Number of Sales			Median Sales Price		
	2021	2020	% Change	2021	2020	% Change
Aina Haina - Kuliouou	9	3	200%	\$657,000	\$700,000	-6%
Ala Moana - Kakaako	675	322	110%	\$638,000	\$669,000	-5%
Downtown - Nuuanu	555	336	65%	\$597,000	\$558,500	7%
Ewa Plain	660	486	36%	\$630,000	\$525,000	20%
Hawaii Kai	217	150	45%	\$702,500	\$680,000	3%
Kailua - Waimanalo	133	129	3%	\$749,000	\$607,500	23%
Kalihi - Palama	126	70	80%	\$388,000	\$376,000	3%
Kaneohe	253	188	35%	\$637,500	\$550,000	16%
Kapahulu - Diamond Head	121	66	83%	\$585,000	\$538,500	9%
Makaha - Nanakuli	221	176	26%	\$210,000	\$194,500	8%
Makakilo	168	141	19%	\$490,000	\$418,000	17%
Makiki - Moiliili	676	450	50%	\$395,000	\$375,000	5%
Mililani	415	322	29%	\$476,000	\$412,000	16%
Moanalua - Salt Lake	261	153	71%	\$415,000	\$396,500	5%
North Shore	50	47	6%	\$535,000	\$470,000	14%
Pearl City - Aiea	399	293	36%	\$437,000	\$395,000	11%
Wahiawa	42	24	75%	\$242,500	\$233,000	4%
Waialae - Kahala	68	41	66%	\$577,500	\$525,000	10%
Waikiki	1,260	592	113%	\$400,000	\$390,000	3%
Waipahu	237	180	32%	\$445,000	\$400,000	11%
Windward Coast	64	23	178%	\$269,000	\$279,000	-4%
<b>SUMMARY</b>	<b>6,610</b>	<b>4,192</b>	<b>58%</b>	<b>\$475,000</b>	<b>\$430,000</b>	<b>11%</b>

### TOP 10 # OF SALES BY NEIGHBORHOOD

Condominium	2021	2020	% Change
Waikiki	1,260	592	113%
Makiki - Moiliili	676	450	50%
Ala Moana - Kakaako	675	322	110%
Ewa Plain	660	486	36%
Downtown - Nuuanu	555	336	65%
Mililani	415	322	29%
Pearl City - Aiea	399	293	36%
Moanalua - Salt Lake	261	153	71%
Kaneohe	253	188	35%
Waipahu	237	180	32%



## MEDIAN DAYS ON THE MARKET

YEAR-TO-DATE

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

## SINGLE FAMILY HOMES

▲ HOME SALES  
VS 2020 (3,418)

**4,148**  
UP 21%

**\$985,000**  
UP 20%

MEDIAN SALES PRICE ▲  
VS 2020 (\$822,000)

▼ MEDIAN  
DAY ON THE MARKET  
VS 2020 (14)

**9**  
DOWN 36%

**4,572**  
UP 9%

NEW LISTINGS ▲  
VS 2020 (4,180)

▲ % OF ORIGINAL  
LISTING PRICE RECEIVED  
VS 2020 (99%)

**102%**  
UP 3%

## CONDOMINIUM

▲ HOME SALES  
VS 2020 (4,192)

**6,610**  
UP 58%

**\$475,000**  
UP 11%

MEDIAN SALES PRICE ▲  
VS 2020 (\$430,000)

▼ MEDIAN  
DAY ON THE MARKET  
VS 2020 (25)

**11**  
DOWN 56%

**7,649**  
UP 15%

NEW LISTINGS ▲  
VS 2020 (6,646)

▲ % OF ORIGINAL  
LISTING PRICE RECEIVED  
VS 2020 (98%)

**100%**  
UP 2%





# 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:

<b>BASIS AND RATE OF CONVEYANCE TAX</b>			
<b>CONSIDERATION PAID</b>		<b>Scale #1:</b>	<b>Scale #2:</b>
<b>At Least</b>	<b>But Less Than</b>	Applies to all transfers or conveyance 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.  (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

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

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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\*FNT Internal Update November, 2018



# HONOLULU, OAHU COUNTY Real Property Tax Rates

Fiscal Year July 1, 2021 to June 30, 2022

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

**REAL PROPERTY TAX DUE DATES:**

- Aug 20, 2021** 1st half of fiscal year tax payment due
- Sep 30, 2021** Deadline for filing exemption claims & ownership documents
- Feb 20, 2022** 2nd half of fiscal year tax payment due

For More Information, Visit: <https://www.realpropertyhonolulu.com/>

**\*\*\* 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

**HAWAII 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

**MAUI & BIG ISLAND:**

**\*\*\* 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

**\*\*\* MAUI COUNTY**

CLASS	Net Taxable Building/Land Tax Rates-Per/\$1,000
Owner Occupied - Tier 1	\$2.51
Owner Occupied - Tier 2	\$2.56
Owner Occupied - Tier 3	\$2.61
Non-Owner Occupied - Tier 1	\$5.45
Non-Owner Occupied - Tier 2	\$6.05
Non-Owner Occupied - Tier 3	\$6.90
Apartment	\$5.55
Commercial - Tier 1, 2, 3	\$6.29
Industrial	\$7.20
Agricultural	\$5.94
Conservation	6.43
Hotel & Resort	\$10.70
Timeshare	\$14.40
Short-Term Rental - Tier 1, 2, 3	\$11.08
Commercialized Residential	\$4.40

**MAUI COUNTY ONLY:**

- Tier 1** Up to \$800,000
- Tier 2** \$800,001 to \$1,500,000
- Tier 3** Over \$1,500,000



Christine Parke | Kurt Johnson | Olivia Morikawa | Mercy Palmer | Reta Chin | Emilia Carangelo  
 Trusted everywhere, every day.  
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