

● Number of Recorded transactions from January 1, 2021 - October 31, 2021
 🏠 Single Family Homes
 🏢 Condominiums
 ○ % of Closed Sales by Districts through October 31, 2021

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

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE		
🏠 SINGLE FAMILY HOMES	39%	3,777	▲	23%	\$975,000	▲	24%
🏢 CONDOMINIUM	61%	6,009	▲	59%	\$470,000	▲	10%
OAHU TOTAL SALES		9,786	▲	43%			



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 October 2021 vs. October 2020

HOME SALES 381 UP 10% VS 2020 (345)	MEDIAN SALES PRICE \$1,000,000 UP 16% VS 2020 (\$865,000)	MEDIAN DAY ON THE MARKET 10 0% VS 2020 (10)
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TOP 10 # OF SALES BY NEIGHBORHOOD

Single Family Homes	2021	2020	% Change
Ewa Plain	80	69	16%
Makaha - Nanakuli	29	27	7%
Pearl City - Aiea	29	24	21%
Kaneohe	26	21	24%
Hawaii Kai	25	16	56%
Kapahulu - Diamond Head	24	25	-4%
Kailua - Waimanalo	23	26	-12%
Waipahu	20	19	5%
Mililani	18	22	-18%
Aina Haina - Kuliouou	15	13	15%

SINGLE FAMILY HOMES

NEIGHBORHOOD	Number of Sales Oct 2021 vs. Oct 2020			Median Sales Price Oct 2021 vs. Oct 2020		
	2021	2020	% Change	2021	2020	% Change
Aina Haina - Kuliouou	15	13	15%	\$1,500,000	\$1,550,000	-3%
Ala Moana - Kakaako	1	-	-	\$950,000	-	-
Downtown - Nuuanu	11	4	175%	\$1,300,000	\$1,315,000	-1%
Ewa Plain	80	69	16%	\$873,500	\$760,000	15%
Hawaii Kai	25	16	56%	\$1,625,000	\$1,062,500	53%
Kailua - Waimanalo	23	26	-12%	\$1,800,000	\$1,257,000	43%
Kalihi - Palama	14	13	8%	\$952,500	\$825,000	15%
Kaneohe	26	21	24%	\$1,225,000	\$960,000	28%
Kapahulu - Diamond Head	24	25	-4%	\$1,252,500	\$999,999	25%
Makaha - Nanakuli	29	27	7%	\$650,000	\$525,000	24%
Makakilo	14	10	40%	\$955,000	\$752,500	27%
Makiki - Moiliili	12	8	50%	\$1,550,000	\$981,500	58%
Mililani	18	22	-18%	\$965,000	\$835,000	16%
Moanalua - Salt Lake	5	11	-55%	\$1,200,000	\$1,000,000	20%
North Shore	4	13	-69%	\$962,000	\$1,070,000	-10%
Pearl City - Aiea	29	24	21%	\$1,000,000	\$840,000	19%
Wahiawa	11	5	120%	\$800,000	\$686,000	17%
Waialae - Kahala	14	13	8%	\$2,825,000	\$1,798,000	57%
Waikiki	-	-	-	-	-	-
Waipahu	20	19	5%	\$880,500	\$765,000	15%
Windward Coast	6	6	0%	\$1,337,500	\$787,500	70%
SUMMARY	381	345	10%	\$1,000,000	\$865,000	16%

CONDOMINIUM October 2021 vs. October 2020

HOME SALES 611 UP 27% VS 2020 (480)	MEDIAN SALES PRICE \$500,000 UP 14% VS 2020 (\$439,500)	MEDIAN DAY ON THE MARKET 11 DOWN 39% VS 2020 (18)
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TOP 10 # OF SALES BY NEIGHBORHOOD

Condominium	2021	2020	% Change
Waikiki	115	60	92%
Makiki - Moiliili	72	59	22%
Ala Moana - Kakaako	64	24	167%
Ewa Plain	64	60	7%
Downtown - Nuuanu	56	29	93%
Mililani	40	38	5%
Pearl City - Aiea	37	29	28%
Moanalua - Salt Lake	26	24	8%
Makaha - Nanakuli	25	20	25%
Kaneohe	24	25	-4%

NEIGHBORHOOD

NEIGHBORHOOD	Number of Sales Oct 2021 vs. Oct 2020			Median Sales Price Oct 2021 vs. Oct 2020		
	2021	2020	% Change	2021	2020	% Change
Aina Haina - Kuliouou	1	1	0%	\$600,000	\$700,000	100%
Ala Moana - Kakaako	64	24	167%	\$500,000	\$680,000	98%
Downtown - Nuuanu	56	29	93%	\$697,500	\$440,000	100%
Ewa Plain	64	60	7%	\$675,000	\$537,500	103%
Hawaii Kai	16	22	-27%	\$746,000	\$717,500	104%
Kailua - Waimanalo	5	18	-72%	\$950,000	\$570,000	100%
Kalihi - Palama	10	8	25%	\$386,500	\$406,000	97%
Kaneohe	24	25	-4%	\$715,500	\$569,000	103%
Kapahulu - Diamond Head	12	11	9%	\$771,000	\$470,000	100%
Makaha - Nanakuli	25	20	25%	\$235,000	\$210,000	100%
Makakilo	10	15	-33%	\$496,050	\$415,000	103%
Makiki - Moiliili	72	59	22%	\$395,000	\$392,000	98%
Mililani	40	38	5%	\$511,000	\$435,000	103%
Moanalua - Salt Lake	26	24	8%	\$407,000	\$405,000	100%
North Shore	5	5	0%	\$860,000	\$255,000	101%
Pearl City - Aiea	37	29	28%	\$530,000	\$420,000	103%
Wahiawa	5	3	67%	\$220,000	\$215,000	100%
Waialae - Kahala	3	2	50%	\$600,000	\$551,714	96%
Waikiki	115	60	92%	\$425,000	\$365,000	98%
Waipahu	16	23	-30%	\$503,500	\$388,000	102%
Windward Coast	5	4	25%	\$290,025	\$228,000	99%
SUMMARY	611	480	27%	\$500,000	\$439,500	14%

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

SINGLE FAMILY HOMES

YEAR-TO-DATE

3,777
HOMES SOLD
2021

3,080
HOMES SOLD
2020

23%

\$975,000
MEDIAN SALES PRICE
2021

\$818,500
MEDIAN SALES PRICE
2020

19%

9
MEDIAN DAYS ON THE MARKET
2021

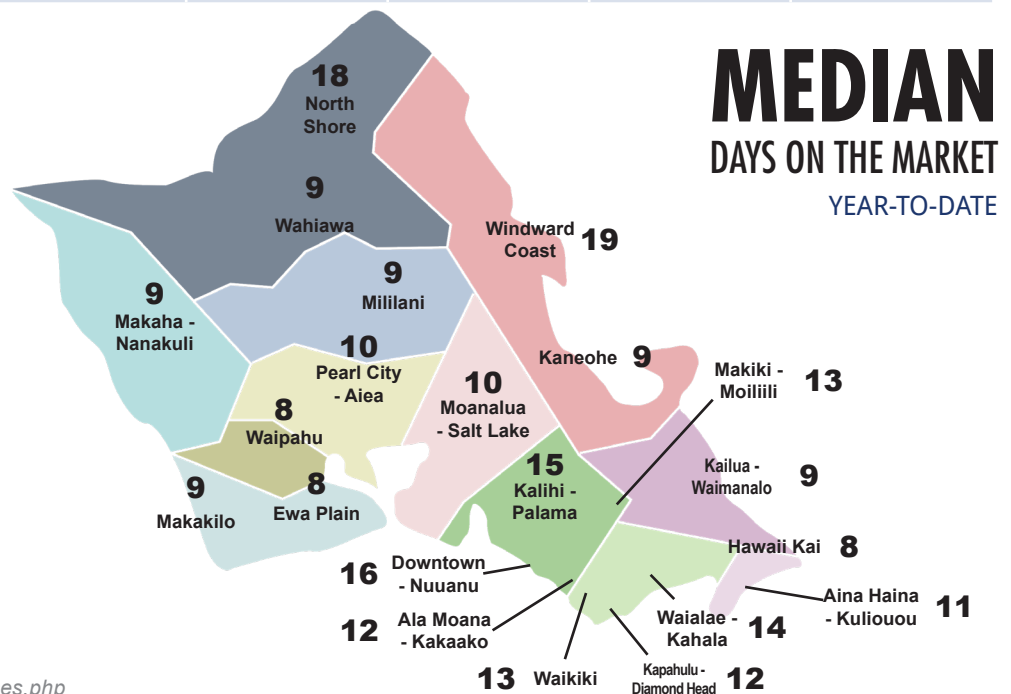
15
MEDIAN DAYS ON THE MARKET
2020

-40%

SINGLE FAMILY HOMES	Number of Sales			Median Sales Price		
	2021	2020	% Change	2021	2020	% Change
Aina Haina - Kuliouou	113	83	36%	\$1,585,750	\$1,288,888	23%
Ala Moana - Kakaako	9	7	29%	\$1,015,000	\$880,000	15%
Downtown - Nuuanu	112	65	72%	\$1,150,000	\$875,000	31%
Ewa Plain	756	683	11%	\$845,000	\$705,000	20%
Hawaii Kai	191	132	45%	\$1,462,500	\$1,230,000	19%
Kailua - Waimanalo	343	307	12%	\$1,475,000	\$1,200,000	23%
Kalihi - Palama	135	91	48%	\$880,000	\$815,000	8%
Kaneohe	261	212	23%	\$1,100,000	\$887,500	24%
Kapahulu - Diamond Head	237	159	49%	\$1,200,000	\$967,500	24%
Makaha - Nanakuli	296	248	19%	\$630,000	\$522,000	21%
Makakilo	141	126	12%	\$900,000	\$780,000	15%
Makiki - Moiliili	143	85	68%	\$1,420,000	\$1,200,000	18%
Mililani	176	175	1%	\$965,000	\$832,500	16%
Moanalua - Salt Lake	54	45	20%	\$1,000,000	\$910,000	10%
North Shore	120	108	11%	\$1,375,000	\$1,100,000	25%
Pearl City - Aiea	216	197	10%	\$942,000	\$810,000	16%
Wahiawa	85	65	31%	\$750,000	\$665,000	13%
Waialae - Kahala	111	74	50%	\$2,460,000	\$1,750,000	41%
Waikiki	3	1	200%	\$1,100,000	\$1,290,000	-15%
Waipahu	192	169	14%	\$847,500	\$725,000	17%
Windward Coast	83	48	73%	\$982,650	\$762,500	29%
SUMMARY	3,777	3,080	23%	\$975,000	\$818,500	19%

TOP 10 # OF SALES BY NEIGHBORHOOD

Homes	2021	2020	% Change
Ewa Plain	756	683	11%
Kailua - Waimanalo	343	307	12%
Makaha - Nanakuli	296	248	19%
Kaneohe	261	212	23%
Kapahulu - Diamond Head	237	159	49%
Pearl City - Aiea	216	197	10%
Waipahu	192	169	14%
Hawaii Kai	191	132	45%
Mililani	176	175	1%
Makiki - Moiliili	143	85	68%



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

CONDOMINIUM
YEAR-TO-DATE

6,009
CONDOS SOLD
2021

3,785
CONDOS SOLD
2020

59%

\$470,000
MEDIAN SALES PRICE
2021

\$432,750
MEDIAN SALES PRICE
2020

9%

12
MEDIAN DAYS ON THE MARKET
2021

26
MEDIAN DAYS ON THE MARKET
2020

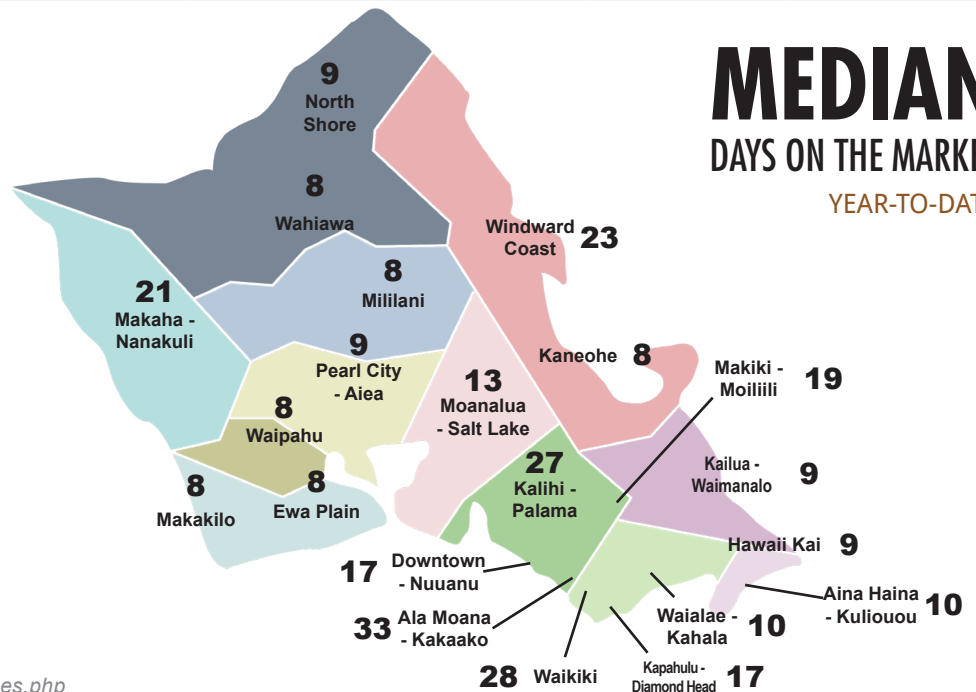
-54%

CONDOMINIUM

	Number of Sales			Median Sales Price		
	2021	2020	% Change	2021	2020	% Change
Aina Haina - Kuliouou	8	3	167%	\$653,500	\$700,000	-7%
Ala Moana - Kakaako	612	298	105%	\$638,000	\$660,500	-3%
Downtown - Nuuanu	512	298	72%	\$595,000	\$556,000	7%
Ewa Plain	592	444	33%	\$625,000	\$525,000	19%
Hawaii Kai	197	135	46%	\$710,000	\$680,000	4%
Kailua - Waimanalo	123	117	5%	\$749,000	\$620,000	21%
Kalihi - Palama	114	62	84%	\$399,000	\$376,000	6%
Kaneohe	233	176	32%	\$632,000	\$555,000	14%
Kapahulu - Diamond Head	116	57	104%	\$587,750	\$537,000	9%
Makaha - Nanakuli	204	150	36%	\$205,000	\$189,000	8%
Makakilo	139	131	6%	\$485,000	\$415,000	17%
Makiki - Moiliili	612	407	50%	\$396,500	\$380,000	4%
Mililani	376	289	30%	\$475,000	\$412,000	15%
Moanalua - Salt Lake	238	141	69%	\$414,500	\$400,000	4%
North Shore	47	42	12%	\$540,000	\$475,000	14%
Pearl City - Aiea	372	261	43%	\$435,000	\$395,000	10%
Wahiawa	40	24	67%	\$242,500	\$233,000	4%
Waialae - Kahala	64	37	73%	\$577,500	\$525,000	10%
Waikiki	1,138	538	112%	\$400,000	\$390,000	3%
Waipahu	210	155	35%	\$442,000	\$400,000	11%
Windward Coast	62	20	210%	\$269,000	\$282,000	-5%
SUMMARY	6,009	3,785	59%	\$470,000	\$432,750	9%

TOP 10 # OF SALES BY NEIGHBORHOOD

Condominium	2021	2020	% Change
Waikiki	1,138	538	112%
Ala Moana - Kakaako	612	298	105%
Makiki - Moiliili	612	407	50%
Ewa Plain	592	444	33%
Downtown - Nuuanu	512	298	72%
Mililani	376	289	30%
Pearl City - Aiea	372	261	43%
Moanalua - Salt Lake	238	141	69%
Kaneohe	233	176	32%
Waipahu	210	155	35%



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

SINGLE FAMILY HOMES

▲ HOME SALES
VS 2020 (3,080)

3,777
UP 23%

\$975,000
UP 19%

MEDIAN SALES PRICE ▲
VS 2020 (\$818,500)

▼ MEDIAN
DAY ON THE MARKET
VS 2020 (15)

9
DOWN 40%

4,214
UP 11%

NEW LISTINGS ▲
VS 2020 (3,801)

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

102%
UP 3%

CONDOMINIUM

▲ HOME SALES
VS 2020 (3,785)

6,009
UP 59%

\$470,000
UP 9%

MEDIAN SALES PRICE ▲
VS 2020 (\$432,750)

▼ MEDIAN
DAY ON THE MARKET
VS 2020 (26)

12
DOWN 54%

7,010
UP 15%

NEW LISTINGS ▲
VS 2020 (6,085)

▲ % 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:

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, 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
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	X	
Financing Statement*, if applicable	X	
Escrow Fees*	X	X
THIRD PARTY FEES:		
Cost of Drafting Mortgage and Note or Agreement of Sale	X	
Cost of Drafting Conveyance Documents & Bills of Sale		X
Cost of Obtaining Buyer's Consents	X	
Cost of Obtaining Seller's Consents (e.g., Lessor's Consent)		X
Buyers Notary Fees, if applicable	X	
Seller's Notary Fees, if applicable		X
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)		X
Required Staking or Survey		X
Homeowner's Condominium Documents, if applicable		X
Condominium and Association Ownership Transfer Fees	X	
FHA or VA Discount Points and any Mortgage Fees	X	
FHA or VA Mandatory Closing Fees		X
Conveyance Tax		X
FIRPTA (Federal Withholding, if applicable)		X
HARPTA (State Withholding, if applicable)		X

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/>

***** 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

***** 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

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

*****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

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 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
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