

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

	% OF CLOSINGS	# OF UNITS RECORDED		MEDIAN PRICE		MEDIAN DAYS ON MARKET	
■ HOMES	43%	101	▲ 19%	\$980,000	▲ 26%	97	
■ CONDO	48%	115	▼ -10%	\$560,000	= 0%	117	
■ LAND	9%	21	▲ 110%	\$535,000	▲ 47%	125	

YTD NUMBER OF UNITS RECORDED				YTD TOTAL DOLLAR VOLUME		
South	89	25%	South	\$102,921,000	84%	
West	74	4%	West	\$86,227,937	33%	
Central	29	-33%	North Shore	\$26,073,000	149%	
Upcountry	20	25%	Central	\$19,214,355	-24%	
North Shore	13	18%	Upcountry	\$17,136,500	19%	
Lanai/Molokai	10	11%	Lanai/Molokai	\$2,893,420	-41%	
East	2	0%	East	\$1,835,000	50%	
TOTAL	237	6%	TOTAL	\$256,301,212	45%	

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

● Number of Recorded transactions from January 1, 2021 - January 31, 2021

RESIDENTIAL
YEAR-OVER-YEAR

101
TOTAL NUMBER OF SALES
2021

85
TOTAL NUMBER OF SALES
2020

19%

\$980,000
MEDIAN SALES PRICE
2021

\$777,500
MEDIAN SALES PRICE
2020

26%

\$152,365,355
TOTAL DOLLAR VOLUME
2021

\$82,045,824
TOTAL DOLLAR VOLUME
2020

86%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	8	5	60%	\$820,000	\$600,000	37%	\$6,443,000	\$2,875,000	124%
Wailuku	12	25	-52%	\$730,000	\$731,000	0%	\$8,751,355	\$17,654,524	-50%
EAST									
Hana	1	-	-	\$1,250,000	-	-	\$1,250,000	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	7	6	17%	\$1,075,000	\$951,000	13%	\$8,803,000	\$5,287,000	67%
Sprecks/Paia/Kuau	4	3	33%	\$2,546,000	\$975,000	161%	\$15,980,000	\$4,225,000	278%
SOUTH									
Kihei	23	12	92%	\$999,000	\$880,000	14%	\$23,660,000	\$11,765,800	101%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	2	1	100%	\$1,377,500	\$1,050,000	31%	\$2,755,000	\$1,050,000	162%
Wailea/Makena	6	2	200%	\$4,618,750	\$1,977,500	134%	\$28,806,500	\$3,955,000	628%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	7	3	133%	\$1,095,000	\$876,000	25%	\$8,036,000	\$2,396,000	235%
Makawao/Olinda/Haliimaile	4	5	-20%	\$408,750	\$1,033,000	-60%	\$1,867,500	\$6,342,000	-71%
Pukalani	4	6	-33%	\$836,500	\$770,750	9%	\$3,753,000	\$4,366,500	-14%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	3	3	0%	\$1,950,000	\$2,100,000	-7%	\$5,850,000	\$5,975,000	-2%
Kapalua	2	1	100%	\$2,700,000	\$2,020,000	34%	\$5,400,000	\$2,020,000	167%
Lahaina	4	6	-33%	\$1,733,000	\$1,025,000	69%	\$7,706,000	\$9,200,000	-16%
Napili/Kahana/Honokowai	6	3	100%	\$1,175,000	\$1,100,000	7%	\$12,694,000	\$3,100,000	310%
Olowalu	1	-	-	\$8,200,000	-	-	\$8,200,000	-	-
LANAI - MOLOKAI									
Lanai	1	2	-50%	\$700,000	\$434,500	61%	\$700,000	\$869,000	-19%
Molokai	6	2	200%	\$262,500	\$482,500	-46%	\$1,710,000	\$965,000	77%
MAUI SUMMARY	101	85	19%	\$980,000	\$777,500	26%	\$152,365,355	\$82,045,824	86%

JANUARY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	31	15	107%
CENTRAL	20	30	-33%
WEST	16	13	23%
UPCOUNTRY	15	14	7%
NORTH SHORE	11	9	22%
LANAI/MOLOKAI	7	4	75%
EAST	1	-	100%
TOTAL	101	85	19%

JANUARY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$55,221,500	\$16,770,800	229%
WEST	\$39,850,000	\$20,295,000	96%
NORTH SHORE	\$24,783,000	\$9,512,000	161%
CENTRAL	\$15,194,355	\$20,529,524	-26%
UPCOUNTRY	\$13,656,500	\$13,104,500	4%
LANAI/MOLOKAI	\$2,410,000	\$1,834,000	31%
EAST	\$1,250,000	-	100%
TOTAL	\$152,365,355	\$82,045,824	86%

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

CONDOMINIUM
YEAR-OVER-YEAR

115
TOTAL NUMBER OF SALES
2021
-10%
TOTAL NUMBER OF SALES
2020

\$560,000
MEDIAN SALES PRICE
2021
=
\$562,000
MEDIAN SALES PRICE
2020
0%

\$91,475,575
TOTAL DOLLAR VOLUME
2021
▲
\$90,315,918
TOTAL DOLLAR VOLUME
2020
1%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	2	2	0%	\$159,000	\$133,000	20%	\$318,000	\$266,000	20%
Wailuku	5	10	-50%	\$524,000	\$362,500	45%	\$2,617,000	\$4,353,000	-40%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	45	43	5%	\$495,000	\$544,000	-9%	\$26,176,500	\$29,523,874	-11%
Maalaea	2	6	-67%	\$440,000	\$347,500	27%	\$880,000	\$2,167,500	-59%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	11	6	83%	\$1,150,000	\$1,150,000	0%	\$20,643,000	\$7,099,000	191%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	1	-	-	\$635,000	-	-	\$635,000	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	11	18	-39%	\$820,000	\$871,000	-6%	\$9,785,000	\$19,660,000	-50%
Kapalua	5	4	25%	\$1,140,000	\$972,500	17%	\$8,295,000	\$4,040,000	105%
Lahaina	15	11	36%	\$556,990	\$662,190	-16%	\$13,042,405	\$7,411,070	76%
Napili/Kahana/Honokowai	17	24	-29%	\$478,500	\$489,500	-2%	\$8,915,250	\$12,969,474	-31%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	2	-100%	-	\$1,279,000	-	-	\$2,558,000	-100%
Molokai	1	2	-50%	\$168,420	\$134,000	26%	\$168,420	\$268,000	-37%
MAUI SUMMARY	115	128	-10%	\$560,000	\$562,000	0%	\$91,475,575	\$90,315,918	1%

JANUARY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	58	55	5%
WEST	48	57	-16%
CENTRAL	7	12	-42%
UPCOUNTRY	1	-	100%
LANAI/MOLOKAI	1	4	-75%
EAST	-	-	-
NORTH SHORE	-	-	-
TOTAL	115	128	-10%

JANUARY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$47,699,500	\$38,790,374	23%
WEST	\$40,037,655	\$44,080,544	-9%
CENTRAL	\$2,935,000	\$4,619,000	-36%
UPCOUNTRY	\$635,000	-	100%
LANAI/MOLOKAI	\$168,420	\$2,826,000	-94%
EAST	-	-	-
NORTH SHORE	-	-	-
TOTAL	\$91,475,575	\$90,315,918	1%

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

VACANT LAND
YEAR-OVER-YEAR

21
TOTAL NUMBER OF SALES
2021

10
TOTAL NUMBER OF SALES
2020

110%

\$535,000
MEDIAN SALES PRICE
2021

\$365,000
MEDIAN SALES PRICE
2020

47%

\$12,460,282
TOTAL DOLLAR VOLUME
2021

\$4,483,850
TOTAL DOLLAR VOLUME
2020

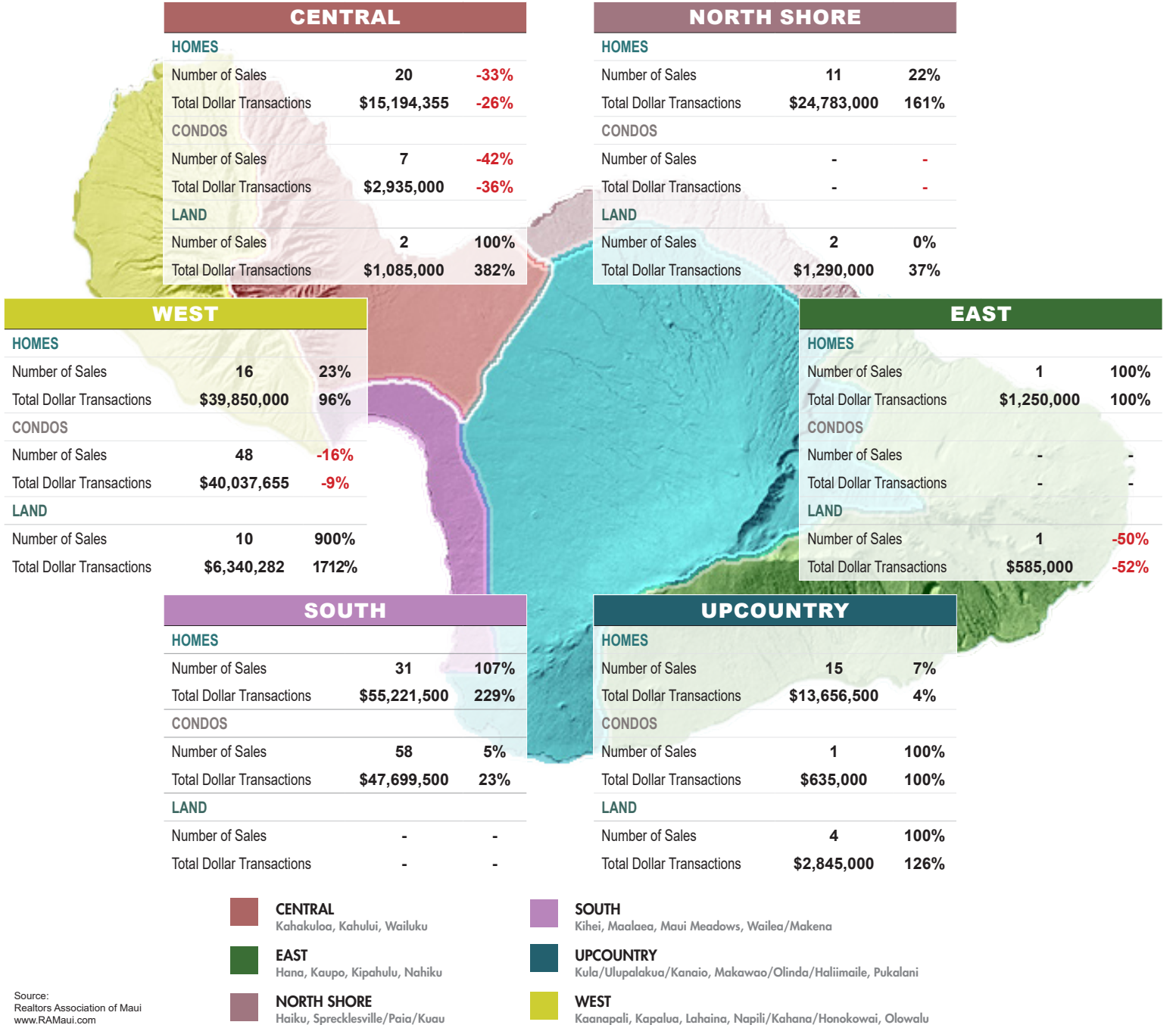
178%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	1	-100%	-	\$225,000	-	-	\$225,000	-100%
Wailuku	2	-	-	\$542,500	-	-	\$1,085,000	-	-
EAST									
Hana	1	2	-50%	\$585,000	\$612,500	-5%	\$585,000	\$1,225,000	-52%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	2	2	0%	\$645,000	\$470,000	37%	\$1,290,000	\$940,000	37%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	-	1	-100%	-	\$240,000	-	-	\$240,000	-100%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	-	-	-	-	-	-	-	-	-
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	1	2	-50%	\$1,400,000	\$629,425	122%	\$1,400,000	\$1,258,850	11%
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	3	-	-	\$425,000	-	-	\$1,445,000	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	8	1	700%	\$542,500	\$350,000	55%	\$4,983,007	\$350,000	1324%
Kapalua	1	-	-	\$850,000	-	-	\$850,000	-	-
Lahaina	-	-	-	-	-	-	-	-	-
Napili/Kahana/Honokowai	1	-	-	\$507,275	-	-	\$507,275	-	-
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	2	1	100%	\$157,500	\$245,000	-36%	\$315,000	\$245,000	29%
MAUI SUMMARY	21	10	110%	\$535,000	\$365,000	47%	\$12,460,282	\$4,483,850	178%

JANUARY 2021 YTD NUMBER OF SALES			
DISTRICT	2021	2020	% Change
WEST	10	1	900%
UPCOUNTRY	4	2	100%
CENTRAL	2	1	100%
NORTH SHORE	2	2	0%
LANAI/MOLOKAI	2	1	100%
EAST	1	2	-50%
SOUTH	-	1	-100%
TOTAL	21	10	110%

JANUARY 2021 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2021	2020	% Change
WEST	\$6,340,282	\$350,000	1712%
UPCOUNTRY	\$2,845,000	\$1,258,850	126%
NORTH SHORE	\$1,290,000	\$940,000	37%
CENTRAL	\$1,085,000	\$225,000	382%
EAST	\$585,000	\$1,225,000	-52%
LANAI/MOLOKAI	\$315,000	\$245,000	29%
SOUTH	-	\$240,000	-100%
TOTAL	\$12,460,282	\$4,483,850	178%

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

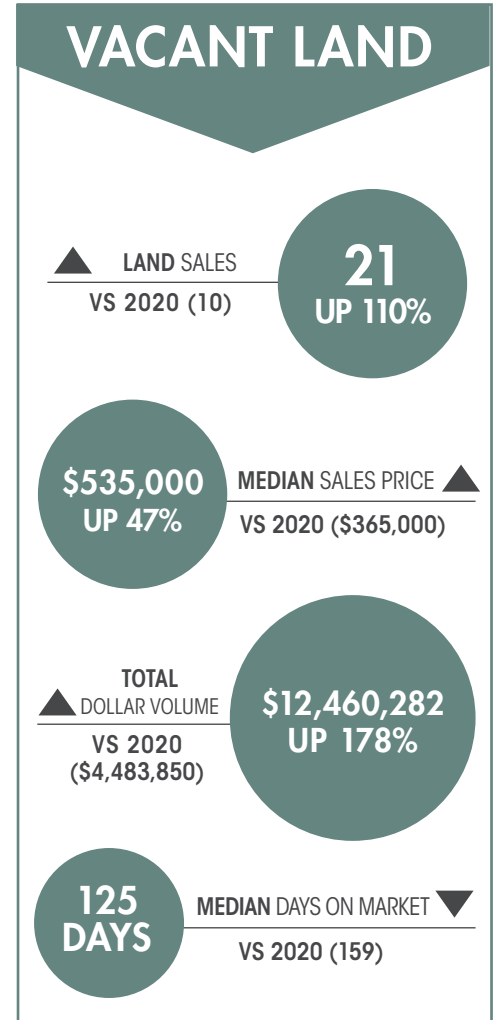
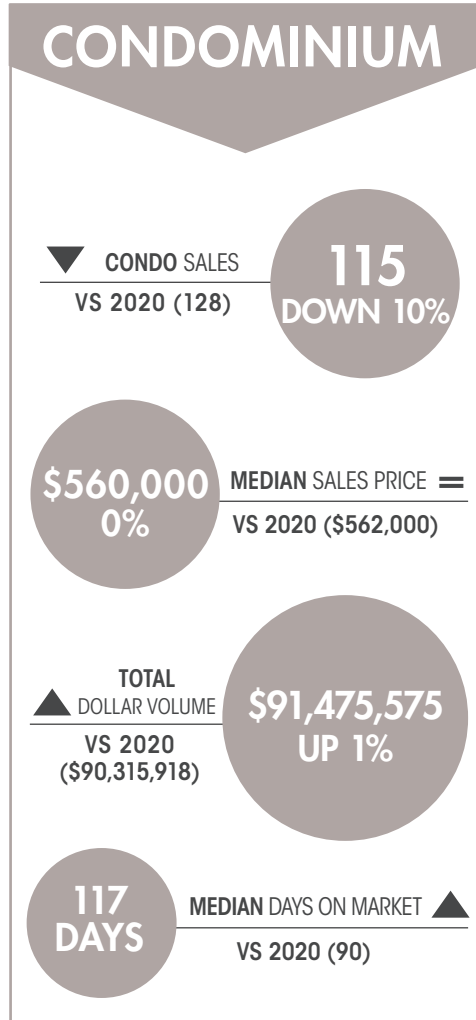
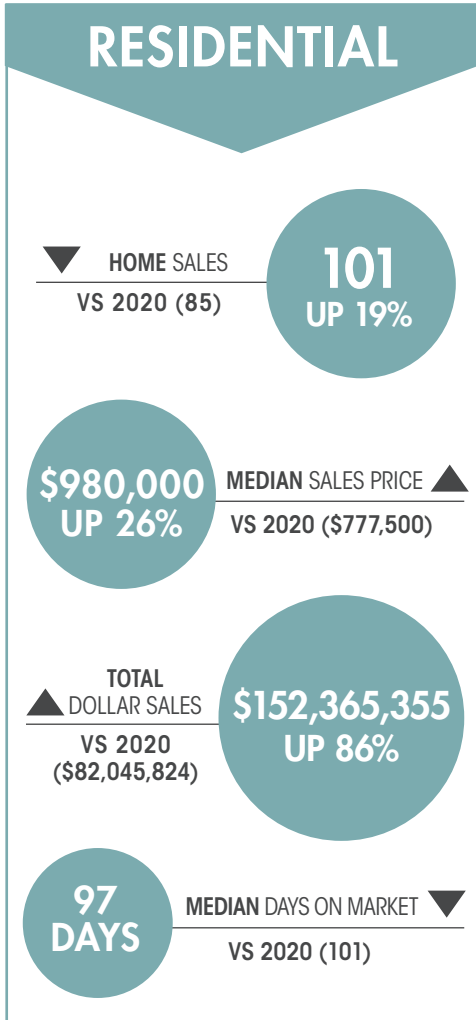


Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$28,806,500
Kihei	\$23,660,000
Spreckelsville/Paia/Kuau	\$15,980,000
Napili/Kahana/Honokowai	\$12,694,000
Haiku	\$8,803,000
Wailuku	\$8,751,355
Olowalu	\$8,200,000
Kula/Ulupalakua/Kanaio	\$8,036,000
Lahaina	\$7,706,000
Kahului	\$6,443,000

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Kihei	\$26,176,500
Wailea/Makena	\$20,643,000
Lahaina	\$13,042,405
Kaanapali	\$9,785,000
Napili/Kahana/Honokowai	\$8,915,250
Kapalua	\$8,295,000
Wailuku	\$2,617,000
Maalaea	\$880,000
Pukalani	\$635,000
Kahului	\$318,000

VACANT LAND TOP 9 AREAS Total Dollar Volume	
Kaanapali	\$4,983,007
Pukalani	\$1,445,000
Kula/Ulupalakua/Kanaio	\$1,400,000
Haiku	\$1,290,000
Wailuku	\$1,085,000
Kapalua	\$850,000
Hana	\$585,000
Napili/Kahana/Honokowai	\$507,275
Molokai	\$315,000



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, 2020 to June 30, 2021 Per \$1,000 of net taxable assessed valuation

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

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 RatesPer/\$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 RatesPer/\$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 | Mary Jo Cabral | Reta Chin | Wendy Gomes | Rhonda Kanamu | Deni Kawauchi | Noreen Koki | Tori Lapolla | Kosei Nagata | Mercy Palmer

9 Experienced Officers | 2 Sales Executives | 252 Years of Combined Experience

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