

- Residential
- Condominiums
- Vacant Land


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

	% OF CLOSINGS	# OF UNITS RECORDED		MEDIAN PRICE		MEDIAN DAYS ON MARKET
HOMES	37%	119	▲ 12%	\$1,300,000	▲ 18%	99
CONDO	49%	158	▲ 31%	\$782,500	▼ -6%	63
LAND	14%	46	▲ 24%	\$2,000,000	▲ 246%	95

DISTRICT	2024 VS 2023 YTD NUMBER OF UNITS		2024 VS 2023 YTD TOTAL DOLLAR VOLUME		
	2024	% Change	DISTRICT	2024	% Change
SOUTH	122	65%	SOUTH	\$217,842,089	46%
WEST	73	7%	WEST	\$82,975,967	-27%
CENTRAL	59	-12%	CENTRAL	\$57,603,923	10%
UPCOUNTRY	44	144%	UPCOUNTRY	\$135,687,725	408%
NORTH SHORE	16	-24%	NORTH SHORE	\$24,673,500	-26%
LANAI/MOLOKAI	6	-54%	LANAI/MOLOKAI	\$2,656,500	-62%
EAST	3	0%	EAST	\$1,660,000	-8%
TOTAL	323	22%	TOTAL	\$523,099,704	36%

● % of Closed Sales by Districts through February 29, 2024

● Number of Recorded transactions from February 1, 2024 - February 29, 2024

 <p>RESIDENTIAL YEAR-OVER-YEAR</p>	119	\$1,300,000	\$196,289,070
	TOTAL NUMBER OF SALES	MEDIAN SALES PRICE	TOTAL DOLLAR VOLUME
	2024	2024	2024
	106	\$1,100,000	\$196,871,885
	↑ 12%	↑ 18%	↑ 0%
	TOTAL NUMBER OF SALES	MEDIAN SALES PRICE	TOTAL DOLLAR VOLUME
	2023	2023	2023

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	16	19	-16%	\$1,172,800	\$925,000	27%	\$19,527,620	\$18,069,750	8%
Wailuku	23	22	5%	\$1,300,000	\$942,500	38%	\$28,546,803	\$21,285,150	34%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	9	13	-31%	\$1,400,000	\$1,495,000	-6%	\$14,040,000	\$24,483,000	-43%
Sprecks/Paia/Kuau	3	2	50%	\$3,100,000	\$1,701,802	82%	\$8,150,000	\$3,403,603	140%
SOUTH									
Kihei	11	5	120%	\$1,350,000	\$1,175,000	15%	\$16,200,000	\$7,770,000	109%
Maalaea	1	-	-	\$2,933,006	-	-	\$2,933,006	-	-
Maui Meadows	1	1	0%	\$2,760,000	\$3,607,000	-24%	\$2,760,000	\$3,607,000	-24%
Wailea/Makena	1	3	-67%	\$6,977,950	\$5,700,000	22%	\$6,977,950	\$40,823,491	-83%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	5	6	-17%	\$1,170,000	\$1,460,000	-20%	\$7,775,000	\$8,050,000	-3%
Makawao/Olinda/Haliimaile	14	3	367%	\$947,500	\$850,000	12%	\$15,631,725	\$5,094,892	207%
Pukalani	4	3	33%	\$902,500	\$835,000	8%	\$4,230,000	\$3,385,000	25%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	3	1	200%	\$2,700,000	\$3,550,000	-24%	\$7,950,000	\$3,550,000	124%
Kapalua	0	2	-100%	-	\$4,962,500	-	\$0	\$9,925,000	-100%
Lahaina	1	7	-86%	\$855,750	\$1,900,000	-55%	\$855,750	\$23,125,000	-96%
Napili/Kahana/Honokowai	7	4	75%	\$1,700,000	\$1,525,000	12%	\$11,869,216	\$5,849,999	103%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	1	3	-67%	\$905,000	\$740,000	22%	\$905,000	\$2,210,000	-59%
Molokai	3	5	-40%	\$375,000	\$355,000	6%	\$1,202,000	\$2,245,000	-47%
MAUI SUMMARY	119	106	12%	\$1,300,000	\$1,100,000	18%	\$196,289,070	\$196,871,885	0%

FEBRUARY 2024 YTD NUMBER OF SALES

DISTRICT	2024	2023	% Change
CENTRAL	39	41	-5%
SOUTH	30	16	88%
UPCOUNTRY	23	12	92%
NORTH SHORE	12	15	-20%
WEST	11	14	-21%
LANAI/MOLOKAI	4	8	-50%
EAST	-	-	-
TOTAL	119	106	12%

FEBRUARY 2024 YTD TOTAL DOLLAR VOLUME

DISTRICT	2024	2023	% Change
SOUTH	\$75,605,956	\$66,195,491	14%
CENTRAL	\$48,074,423	\$39,354,900	22%
UPCOUNTRY	\$27,636,725	\$16,529,892	67%
NORTH SHORE	\$22,190,000	\$27,886,603	-20%
WEST	\$20,674,966	\$42,449,999	-51%
LANAI/MOLOKAI	\$2,107,000	\$4,455,000	-53%
EAST	-	-	-
TOTAL	\$196,289,070	\$196,871,885	0%

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

CONDOMINIUM
YEAR-OVER-YEAR

158
TOTAL NUMBER OF SALES
2024
121
TOTAL NUMBER OF SALES
2023
31%

\$782,500
MEDIAN SALES PRICE
2024
\$835,000
MEDIAN SALES PRICE
2023
-6%

\$177,679,633
TOTAL DOLLAR VOLUME
2024
\$145,826,400
TOTAL DOLLAR VOLUME
2023
22%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	11	3	267%	\$251,500	\$275,000	-9%	\$3,053,500	\$795,000	284%
Wailuku	8	7	14%	\$422,500	\$449,000	-6%	\$4,676,000	\$3,388,000	38%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	1	-	-	\$838,500	-	-	\$838,500	-	-
SOUTH									
Kihei	63	41	54%	\$770,000	\$835,000	-8%	\$56,276,234	\$36,767,400	53%
Maalaea	5	7	-29%	\$945,000	\$675,000	40%	\$4,289,000	\$4,929,000	-13%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	16	9	78%	\$2,902,500	\$2,550,000	14%	\$58,345,899	\$38,572,000	51%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	1	-	-	\$926,000	-	-	\$926,000	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	14	10	40%	\$1,562,500	\$1,982,500	-21%	\$20,985,000	\$20,500,000	2%
Kapalua	1	5	-80%	\$2,950,000	\$1,675,000	76%	\$2,950,000	\$9,115,000	-68%
Lahaina	1	14	-93%	\$95,000	\$862,500	-89%	\$95,000	\$14,844,000	-99%
Napili/Kahana/Honokowai	35	22	59%	\$675,000	\$604,500	12%	\$24,695,000	\$14,766,000	67%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	1	-100%	-	\$1,650,000	-	-	\$1,650,000	-100%
Molokai	2	2	0%	\$274,750	\$250,000	10%	\$549,500	\$500,000	10%
MAUI SUMMARY	158	121	31%	\$782,500	\$835,000	-6%	\$177,679,633	\$145,826,400	22%

FEBRUARY 2024 YTD NUMBER OF SALES

DISTRICT	2024	2023	% Change
SOUTH	84	57	47%
WEST	51	51	0%
CENTRAL	19	10	90%
LANAI/MOLOKAI	2	3	-33%
NORTH SHORE	1	-	-
UPCOUNTRY	1	-	-
EAST	-	-	-
TOTAL	158	121	31%

FEBRUARY 2024 YTD TOTAL DOLLAR VOLUME

DISTRICT	2024	2023	% Change
SOUTH	\$118,911,133	\$80,268,400	48%
WEST	\$48,725,000	\$59,225,000	-18%
CENTRAL	\$7,729,500	\$4,183,000	85%
UPCOUNTRY	\$926,000	-	-
NORTH SHORE	\$838,500	-	-
LANAI/MOLOKAI	\$549,500	\$2,150,000	-74%
EAST	-	-	-
TOTAL	\$177,679,633	\$145,826,400	22%

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

VACANT LAND
YEAR-OVER-YEAR

46 TOTAL NUMBER OF SALES 2024	▲	\$2,000,000 MEDIAN SALES PRICE 2024	▲	\$149,131,001 TOTAL DOLLAR VOLUME 2024
37 TOTAL NUMBER OF SALES 2023	24%	\$577,500 MEDIAN SALES PRICE 2023	246%	\$40,806,265 TOTAL DOLLAR VOLUME 2023

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	1	16	-94%	\$1,800,000	\$540,000	233%	\$1,800,000	\$8,754,000	-79%
EAST									
Hana	1	3	-67%	\$365,000	\$600,000	-39%	\$365,000	\$1,805,000	-80%
Kaupo	1	-	-	\$630,000	-	-	\$630,000	-	-
Keanae	1	-	-	\$665,000	-	-	\$665,000	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	3	6	-50%	\$320,000	\$648,000	-51%	\$1,645,000	\$5,600,765	-71%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	-	-	-	-	-	-	-	-	-
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	8	1	700%	\$2,975,000	\$2,500,000	19%	\$23,325,000	\$2,500,000	833%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	20	5	300%	\$5,781,250	\$1,500,000	285%	\$107,125,000	\$8,705,500	1131%
Makawao/Olinda/Haliimaile	-	1	-100%	-	\$1,500,000	-	-	\$1,500,000	-100%
Pukalani	-	-	-	-	-	-	-	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	2	3	-33%	\$895,000	\$751,000	19%	\$1,790,000	\$11,576,000	-85%
Kapalua	2	-	-	\$1,700,000	-	-	\$3,125,000	-	-
Lahaina	6	-	-	\$700,001	-	-	\$4,461,001	-	-
Napili/Kahana/Honokowai	1	-	-	\$4,200,000	-	-	\$4,200,000	-	-
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	-	2	-100%	-	\$182,500	-	-	\$365,000	-100%
MAUI SUMMARY	46	37	24%	\$2,000,000	\$577,500	246%	\$149,131,001	\$40,806,265	266%

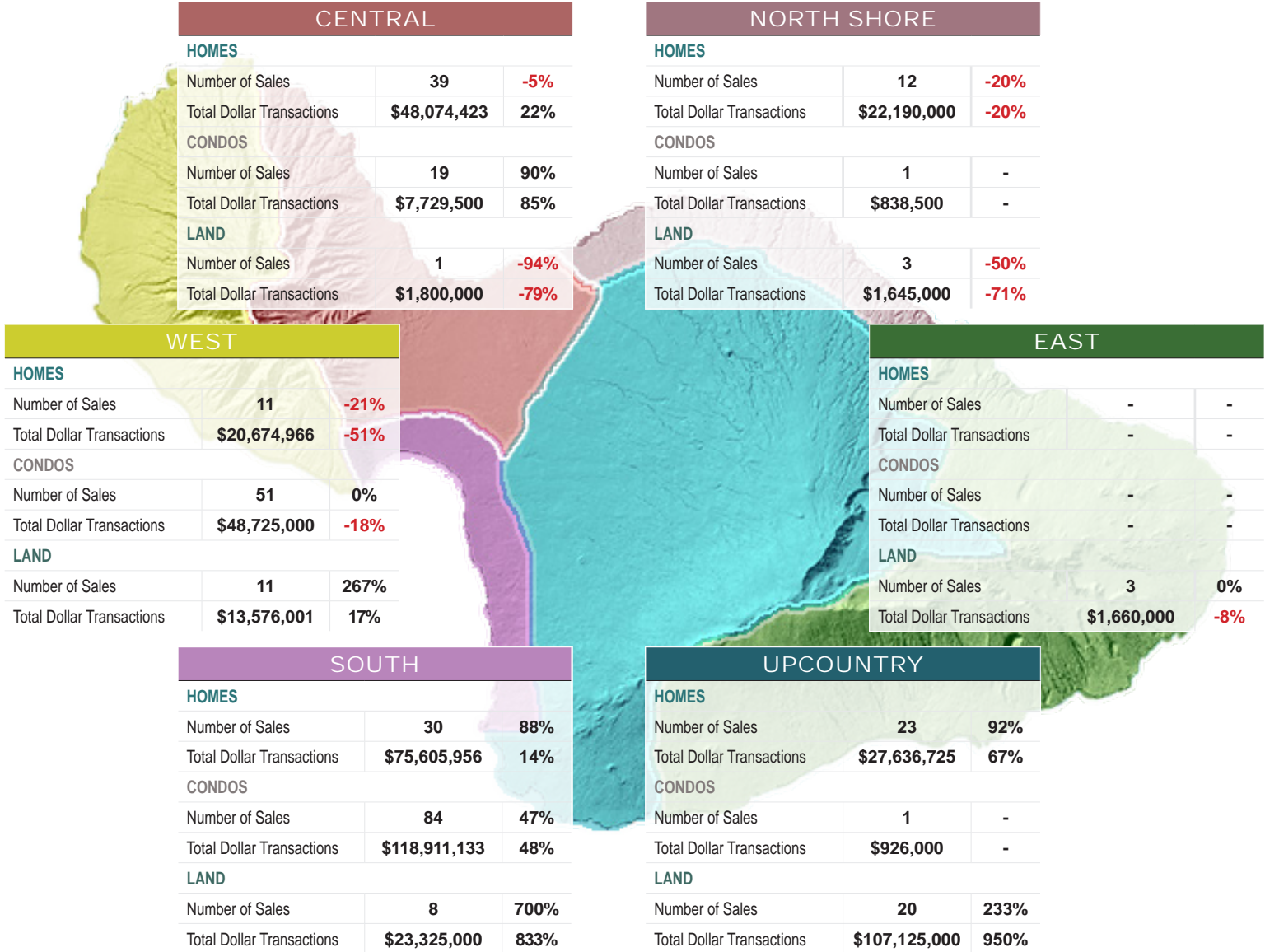
FEBRUARY 2024 YTD NUMBER OF SALES

DISTRICT	2024	2023	% Change
UPCOUNTRY	20	6	233%
WEST	11	3	267%
SOUTH	8	1	700%
EAST	3	3	0%
NORTH SHORE	3	6	-50%
CENTRAL	1	16	-94%
LANAI/MOLOKAI	0	2	-100%
TOTAL	46	37	24%

FEBRUARY 2024 YTD TOTAL DOLLAR VOLUME

DISTRICT	2024	2023	% Change
UPCOUNTRY	\$107,125,000	\$10,205,500	950%
SOUTH	\$23,325,000	\$2,500,000	833%
WEST	\$13,576,001	\$11,576,000	17%
CENTRAL	\$1,800,000	\$8,754,000	-79%
EAST	\$1,660,000	\$1,805,000	-8%
NORTH SHORE	\$1,645,000	\$5,600,765	-71%
LANAI/MOLOKAI	\$0	\$365,000	-100%
TOTAL	\$149,131,001	\$40,806,265	266%

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



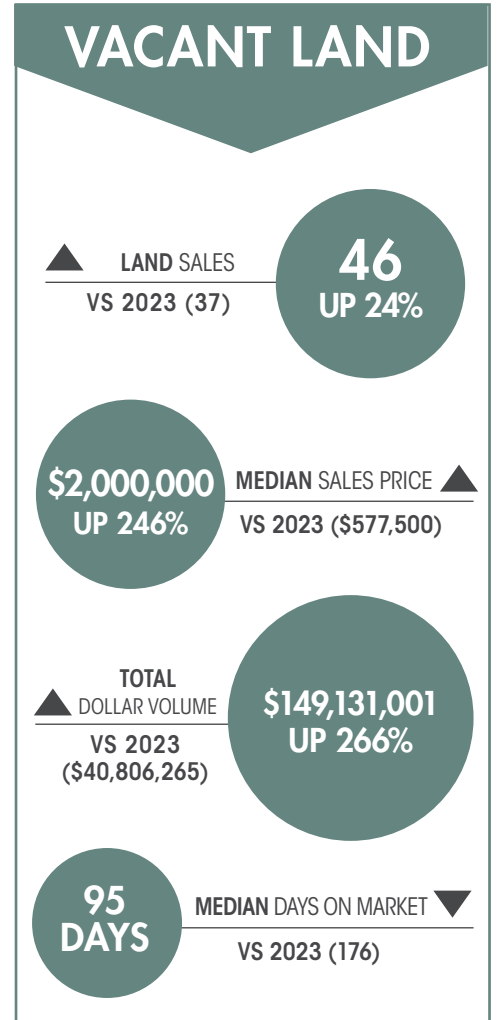
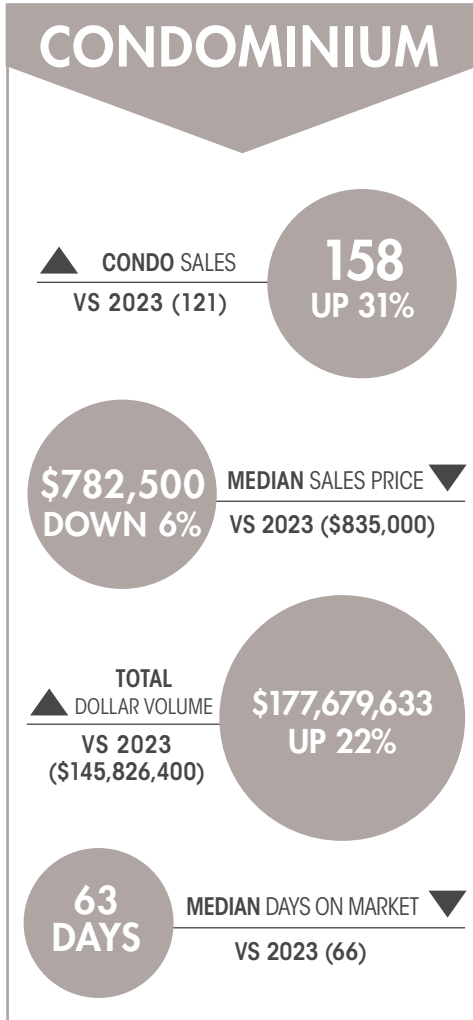
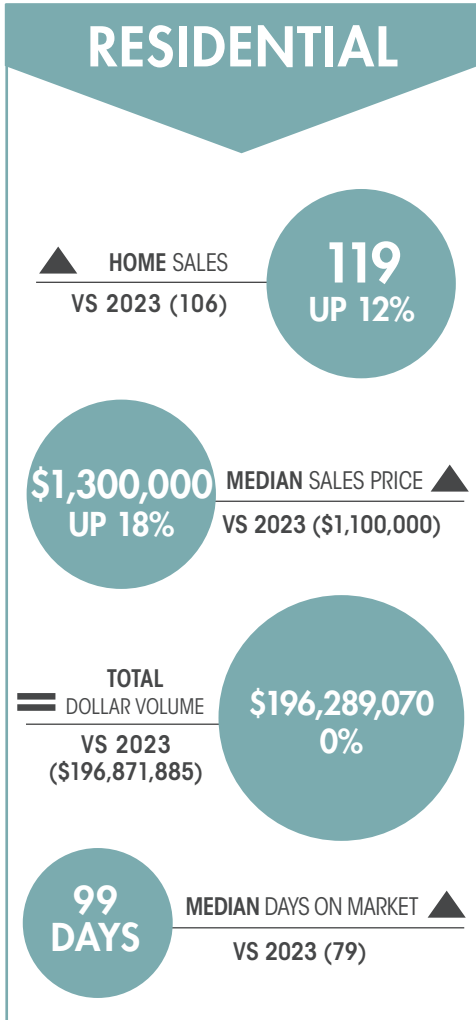
- CENTRAL**
Kahakuloa, Kahului, Wailuku
- SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- EAST**
Hana, Kaupo, Kipahulu, Nahiku
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- NORTH SHORE**
Haiku, Spreckelsville/Paia/Kuau
- WEST**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai, Olowalu

Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$38,522,950
Wailuku	\$28,546,803
Kihei	\$24,340,000
Kahului	\$19,527,620
Makawao/Olinda/Haliimaile	\$15,631,725
Haiku	\$14,040,000
Napili/Kahana/Honokowai	\$11,869,216
Maui Meadows	\$9,810,000
Spreckelsville/Paia/Kuau	\$8,150,000
Kaanapali	\$7,950,000

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$58,345,899
Kihei	\$56,276,234
Napili/Kahana/Honokowai	\$24,695,000
Kaanapali	\$20,985,000
Wailuku	\$4,676,000
Maalaea	\$4,289,000
Kahului	\$3,053,500
Kapalua	\$2,950,000
Pukalani	\$926,000
Spreckelsville/Paia/Kuau	\$838,500

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kula/Ulupalakua/Kanaio	\$107,125,000
Wailea/Makena	\$23,325,000
Lahaina	\$4,461,001
Napili/Kahana/Honokowai	\$4,200,000
Kapalua	\$3,125,000
Wailuku	\$1,800,000
Kaanapali	\$1,790,000
Haiku	\$1,645,000
Keanae	\$665,000
Kaupo	\$630,000



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 FIRPTA.

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 July, 2018

STATE OF HAWAII | ALL COUNTIES
REAL PROPERTY TAX
FISCAL YEAR JULY 1, 2023 TO JUNE 30, 2024

Honolulu County

CLASS	Taxable Building per/\$1,000
Residential Principal Residence	\$3.50
Hotel and resort	\$13.90
Commercial	\$12.40
Industrial	\$12.40
Agricultural	\$5.70
Preservation	\$5.70
Public service	\$0.00
Vacant agricultural	\$ 8.50
Residential A - Tier 1 <small>Tax rate applied to the net taxable value of the property up to \$1,000,000.</small>	\$4.50
Residential A - Tier 2 <small>Tax rate applied to the net taxable value of the property in excess of \$1,000,000.</small>	\$10.50
Bed and breakfast home	\$6.50

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due
Sep 30, 2023 Deadline for filing exemption claims & ownership documents
Feb 20, 2024 2nd half of fiscal year tax payment due

For More Information Visit: www.realpropertyhonolulu.com

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, 2023 1st half of fiscal year tax payment due
Dec 31, 2023 Deadline for filing exemption claims & ownership documents for August 20th real prop taxes the following year
Feb 20, 2024 2nd half of fiscal year tax payment due
June 30, 2024 Deadline for filing exemption claims & ownership documents for February 20th real prop taxes the following year

CENTRAL 808-893-0556
UPCOUNTRY 808-573-0110
WEST MAUI 808-661-4960
SOUTH MAUI 808-891-2404

Maui County

2023-2024

CLASS	All rates are per \$1,000 of net taxable assessed valuation
Owner-Occupied	
Tier 1, Up to \$1 Million	\$1.90
Tier 2, \$1,000,001 to \$3 Million	\$2.00
Tier 3, More Than \$3 Million	\$2.75
Non-Owner-Occupied	
Tier 1, Up to \$1 Million	\$5.85
Tier 2, \$1,000,001 to \$4.5 Million	\$8.00
Tier 3, More Than \$4.5 Million	\$12.50
Apartment	\$3.50
Hotel And Resort	\$11.75
Time Share	\$14.60
Transient Vacation Rental/Short-Term Rental Home	\$11.85
Long-Term Rental	
Tier 1, Up to \$1 Million	\$3.00
Tier 2, \$1,000,001 to \$3 Million	\$5.00
Tier 3, More Than \$3 Million	\$8.00
Agricultural	\$5.74
Conservation	\$6.43
Commercial	\$6.05
Industrial	\$7.05
Commercialized Residential	\$4.40

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due
Dec 31, 2023 Deadline for filing exemption claims & ownership documents
Feb 20, 2024 2nd half of fiscal year tax payment due

For Info On Classifications Visit: www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes

Kauai County

CLASS	Tax Rate per/\$1,000
Homestead	\$2.59
Residential	\$5.45
Vacation Rental	\$9.85
Hotel and 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, 2023 1st half of fiscal year tax payment due
Sep 30, 2023 Deadline for filing exemption claims & ownership documents
Feb 20, 2024 2nd half of fiscal year tax payment due

For more information visit: www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax/Assessment

