

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

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

2024 VS 2023 YTD NUMBER OF UNITS			2024 VS 2023 YTD TOTAL DOLLAR VOLUME		
DISTRICT	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



RESIDENTIAL

YEAR-OVER-YEAR

119

TOTAL NUMBER OF SALES

2024

106

TOTAL NUMBER OF SALES

2023

12%
\$1,300,000

MEDIAN SALES PRICE

2024

\$1,100,000

MEDIAN SALES PRICE

2023

18%
\$196,289,070

TOTAL DOLLAR VOLUME

2024

\$196,871,885

TOTAL DOLLAR VOLUME

2023

0%

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

FEBRUARY 2024 YTD TOTAL DOLLAR VOLUME

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

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%

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%



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%
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FEBRUARY 2024 YTD NUMBER OF SALES

FEBRUARY 2024 YTD TOTAL DOLLAR VOLUME

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

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%

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%



VACANT LAND

YEAR-OVER-YEAR

46

TOTAL NUMBER OF SALES

2024

37

TOTAL NUMBER OF SALES

2023

24%
\$2,000,000

MEDIAN SALES PRICE

2024

\$577,500

MEDIAN SALES PRICE

2023

246%
\$149,131,001

TOTAL DOLLAR VOLUME

2024

\$40,806,265

TOTAL DOLLAR VOLUME

2023

266%

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%

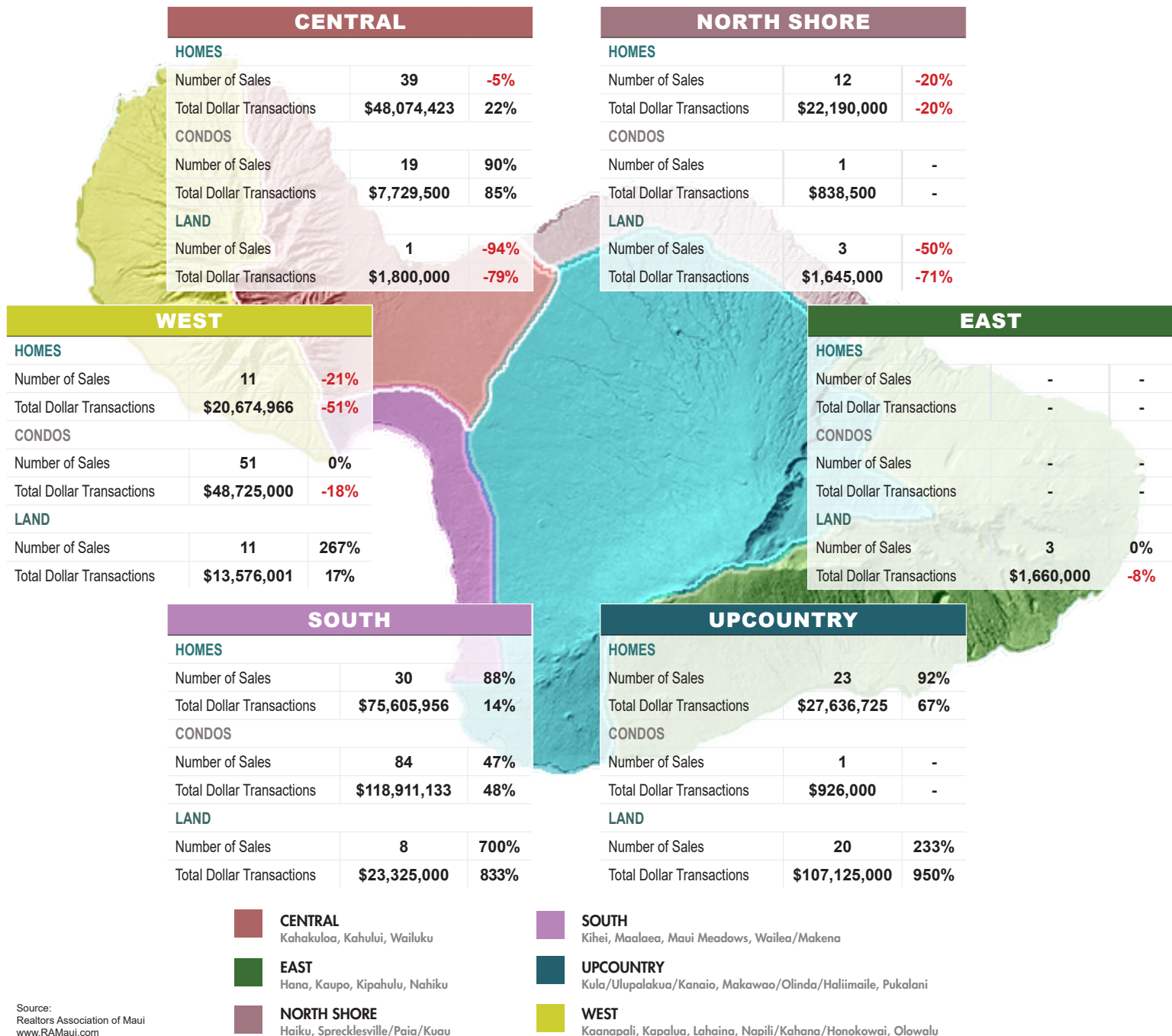
FEBRUARY 2024 YTD NUMBER OF SALES

FEBRUARY 2024 YTD TOTAL DOLLAR VOLUME

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

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%

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%

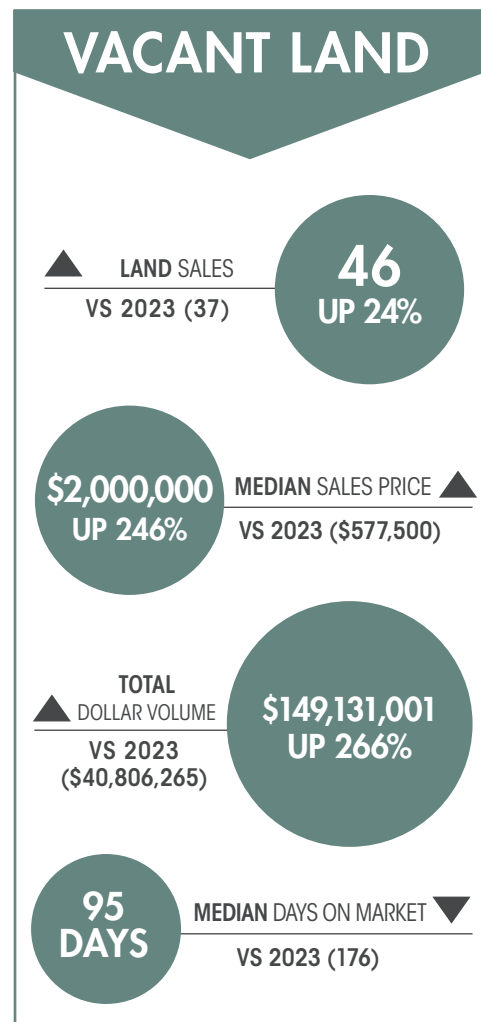
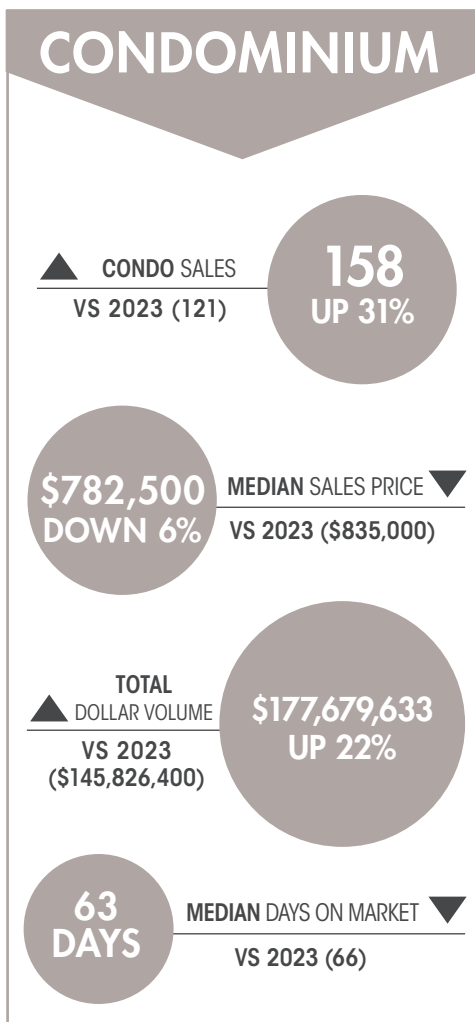
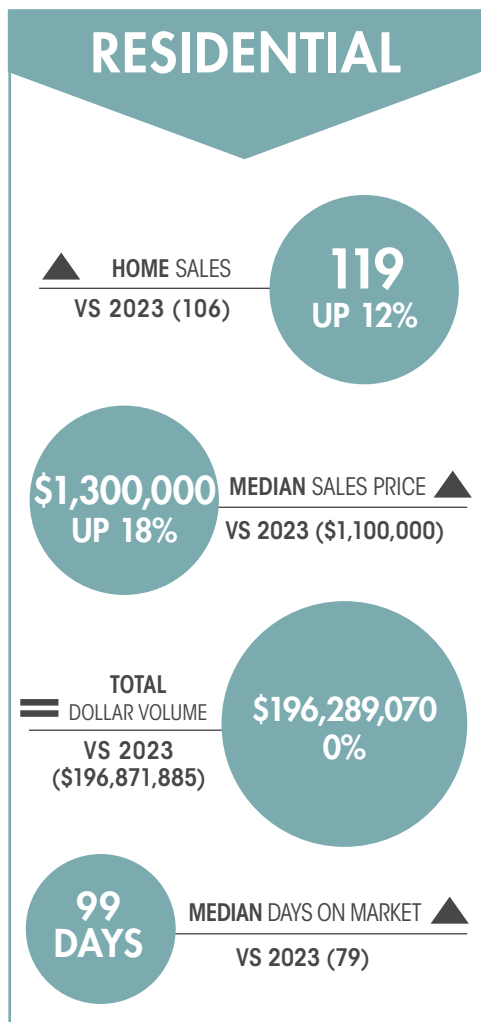


Source:
Realtors Association of Maui
www.RAMau.com

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

This information is presented for informational purposes only and is deemed reliable but is not guaranteed.



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 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
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

