

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE		
HOMES	42%	985	▼	-35%	\$500,000	▼	-2%
CONDO	15%	342	▼	-33%	\$582,500	▲	1%
LAND	43%	1,009	▼	-37%	\$40,800	▼	-18%

	YTD NUMBER OF UNITS RECORDED			YTD TOTAL DOLLAR VOLUME		
	District	2023	% Change	District	2023	% Change
Residential	PUNA	1,001	-37%	NORTH KONA	\$604,127,056	-32%
Condominiums	NORTH KONA	422	-29%	SOUTH KOHALA	\$244,907,270	-55%
Vacant Land	KA'U	329	-29%	PUNA	\$184,486,692	-39%
	SOUTH KOHALA	224	-38%	SOUTH HILO	\$89,872,625	-42%
	SOUTH HILO	191	-40%	SOUTH KONA	\$50,131,700	-42%
	SOUTH KONA	86	-39%	NORTH KOHALA	\$48,502,388	-52%
	NORTH KOHALA	39	-59%	KA'U	\$43,238,165	-35%
	HAMAKUA	29	-36%	NORTH HILO	\$24,852,000	38%
	NORTH HILO	15	-55%	HAMAKUA	\$18,679,995	-37%
	TOTAL	2,336	-36%	TOTAL	\$1,308,797,891	-40%

All information taken from Hawaii Information Services. MLS Sales Data information shown herein, while not guaranteed, is derived from sources deemed reliable.

HAWAII ISLAND
YEAR-TO-DATE

2,336
TOTAL NUMBER OF SALES
2023

3,632
TOTAL NUMBER OF SALES
2022

-36%

\$500,000
MEDIAN PRICE HOME **-2%**

\$582,500
MEDIAN PRICE CONDO **1%**

\$40,800
MEDIAN PRICE LAND **-18%**

\$1,308,797,891
TOTAL DOLLAR VOLUME
2023

\$2,194,888,989
TOTAL DOLLAR VOLUME
2022

-40%

RESIDENTIAL

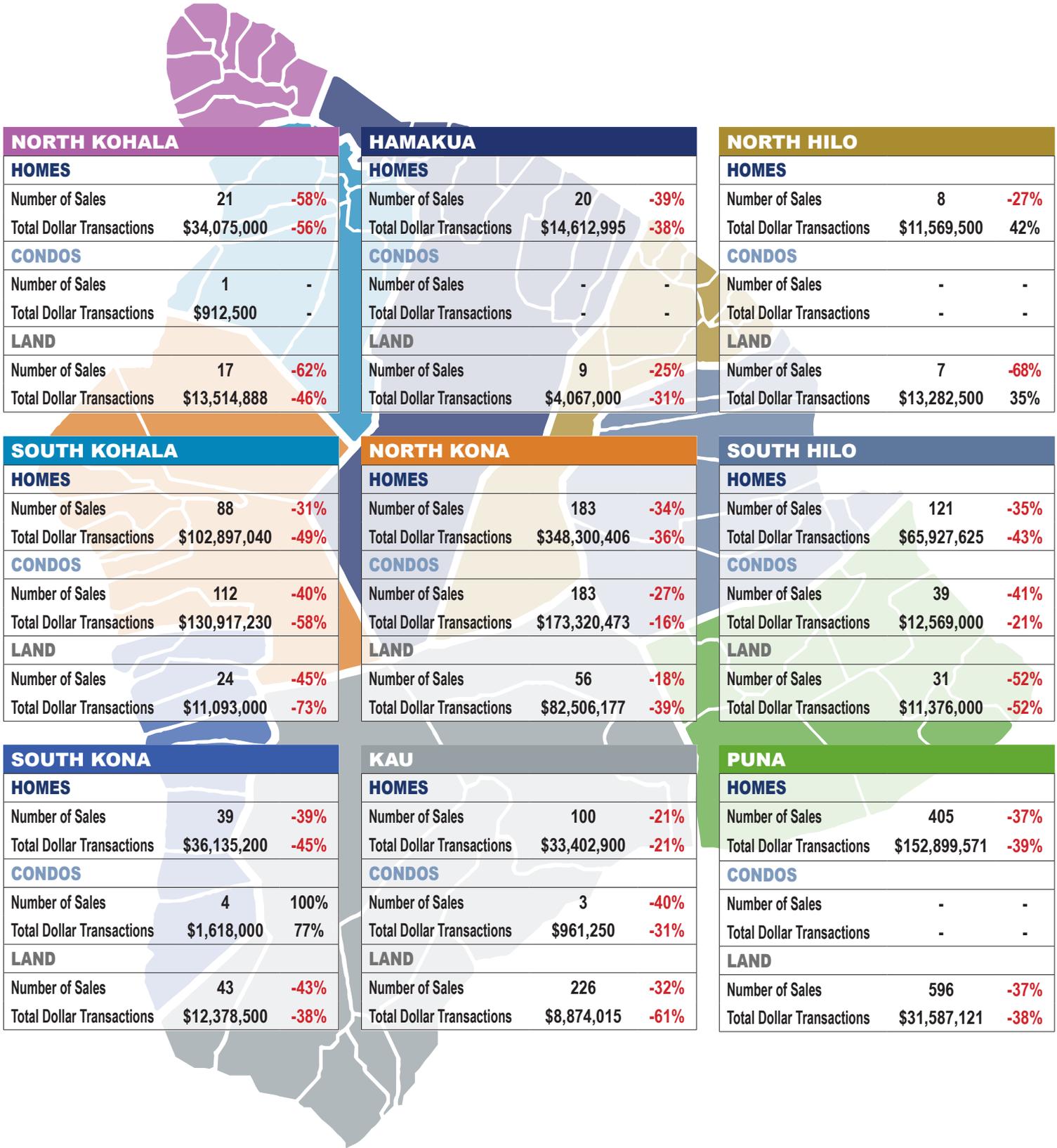
	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	% Change	2023	2022	% Change	2023	2022	% Change
PUNA	405	638	-37%	\$355,000	\$360,000	-1%	\$152,899,571	\$249,306,783	-39%
SOUTH HILO	121	185	-35%	\$495,000	\$545,000	-9%	\$65,927,625	\$115,317,681	-43%
NORTH HILO	8	11	-27%	\$875,000	\$675,000	30%	\$11,569,500	\$8,150,700	42%
HAMAKUA	20	33	-39%	\$558,000	\$595,000	-6%	\$14,612,995	\$23,565,500	-38%
NORTH KOHALA	21	50	-58%	\$1,150,000	\$1,171,000	-2%	\$34,075,000	\$76,619,250	-56%
SOUTH KOHALA	88	128	-31%	\$927,000	\$907,000	2%	\$102,897,040	\$200,904,606	-49%
NORTH KONA	183	278	-34%	\$1,200,000	\$1,085,000	11%	\$348,300,406	\$545,999,619	-36%
SOUTH KONA	39	64	-39%	\$749,000	\$760,000	-1%	\$36,135,200	\$65,698,010	-45%
KA'U	100	126	-21%	\$322,500	\$290,000	11%	\$33,402,900	\$42,267,020	-21%
TOTAL	985	1,513	-35%	\$500,000	\$509,000	-2%	\$799,820,237	\$1,327,829,169	-40%

CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	% Change	2023	2022	% Change	2023	2022	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	39	66	-41%	\$285,000	\$225,000	27%	\$12,569,000	\$15,817,265	-21%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	1	-	-	\$912,500	-	-	\$912,500	-	-
SOUTH KOHALA	112	188	-40%	\$934,750	\$1,110,266	-16%	\$130,917,230	\$308,167,618	-58%
NORTH KONA	183	250	-27%	\$555,000	\$540,500	3%	\$173,320,473	\$207,401,815	-16%
SOUTH KONA	4	2	100%	\$382,500	\$457,100	-16%	\$1,618,000	\$914,200	77%
KA'U	3	5	-40%	\$315,000	\$245,000	29%	\$961,250	\$1,399,000	-31%
TOTAL	342	511	-33%	\$582,500	\$575,000	1%	\$320,298,453	\$533,699,898	-40%

VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	% Change	2023	2022	% Change	2023	2022	% Change
PUNA	596	942	-37%	\$35,000	\$37,500	-7%	\$31,587,121	\$50,890,530	-38%
SOUTH HILO	31	65	-52%	\$275,000	\$325,000	-15%	\$11,376,000	\$23,914,005	-52%
NORTH HILO	7	22	-68%	\$662,500	\$382,750	73%	\$13,282,500	\$9,864,525	35%
HAMAKUA	9	12	-25%	\$425,000	\$387,500	10%	\$4,067,000	\$5,890,000	-31%
NORTH KOHALA	17	45	-62%	\$495,000	\$450,000	10%	\$13,514,888	\$24,822,015	-46%
SOUTH KOHALA	24	44	-45%	\$395,000	\$563,000	-30%	\$11,093,000	\$40,352,500	-73%
NORTH KONA	56	68	-18%	\$575,000	\$665,000	-14%	\$82,506,177	\$135,203,374	-39%
SOUTH KONA	43	76	-43%	\$303,000	\$252,000	20%	\$12,378,500	\$19,817,800	-38%
KA'U	226	334	-32%	\$21,000	\$39,000	-46%	\$8,874,015	\$22,605,173	-61%
TOTAL	1,009	1,608	-37%	\$40,800	\$50,000	-18%	\$188,679,201	\$333,359,922	-43%



NORTH KOHALA		
HOMES		
Number of Sales	21	-58%
Total Dollar Transactions	\$34,075,000	-56%
CONDOS		
Number of Sales	1	-
Total Dollar Transactions	\$912,500	-
LAND		
Number of Sales	17	-62%
Total Dollar Transactions	\$13,514,888	-46%

HAMAKUA		
HOMES		
Number of Sales	20	-39%
Total Dollar Transactions	\$14,612,995	-38%
CONDOS		
Number of Sales	-	-
Total Dollar Transactions	-	-
LAND		
Number of Sales	9	-25%
Total Dollar Transactions	\$4,067,000	-31%

NORTH HILO		
HOMES		
Number of Sales	8	-27%
Total Dollar Transactions	\$11,569,500	42%
CONDOS		
Number of Sales	-	-
Total Dollar Transactions	-	-
LAND		
Number of Sales	7	-68%
Total Dollar Transactions	\$13,282,500	35%

SOUTH KOHALA		
HOMES		
Number of Sales	88	-31%
Total Dollar Transactions	\$102,897,040	-49%
CONDOS		
Number of Sales	112	-40%
Total Dollar Transactions	\$130,917,230	-58%
LAND		
Number of Sales	24	-45%
Total Dollar Transactions	\$11,093,000	-73%

NORTH KONA		
HOMES		
Number of Sales	183	-34%
Total Dollar Transactions	\$348,300,406	-36%
CONDOS		
Number of Sales	183	-27%
Total Dollar Transactions	\$173,320,473	-16%
LAND		
Number of Sales	56	-18%
Total Dollar Transactions	\$82,506,177	-39%

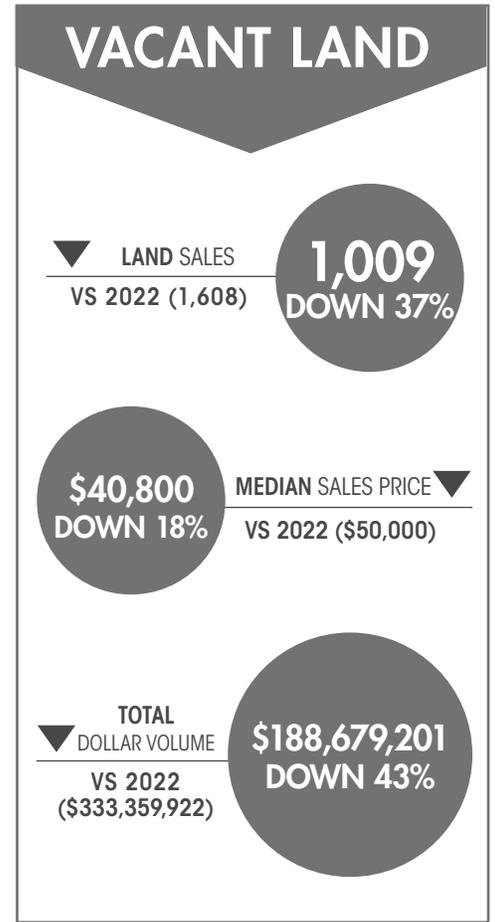
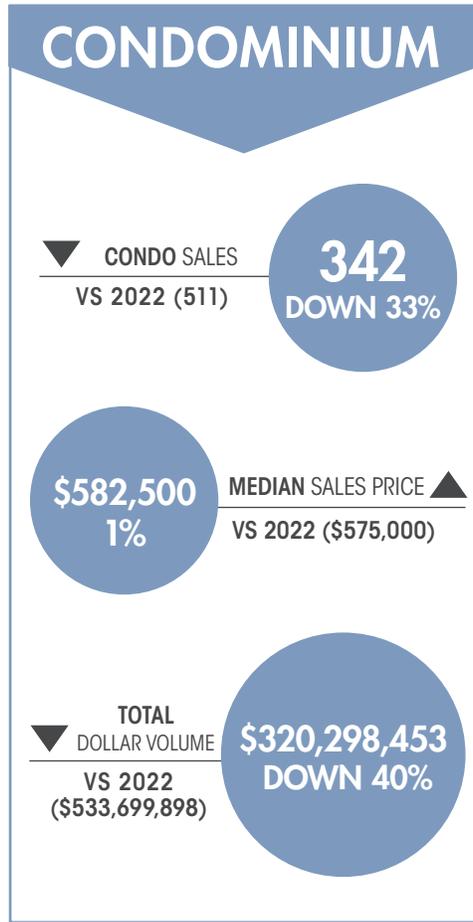
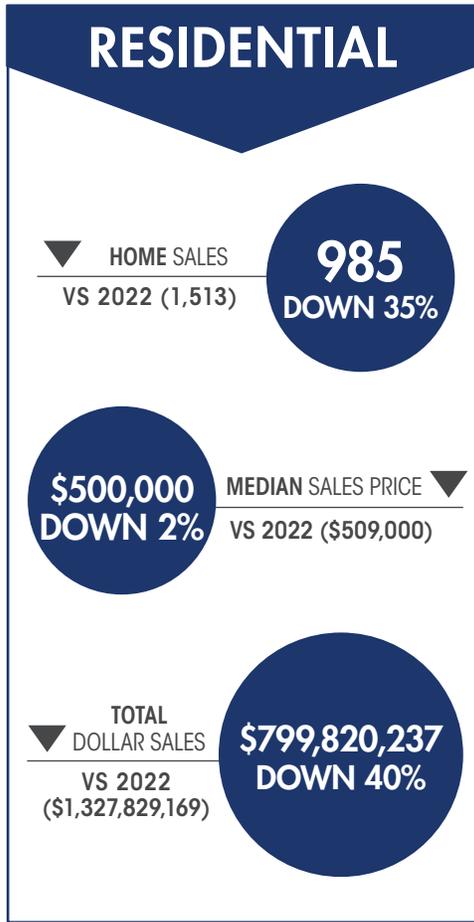
SOUTH HILO		
HOMES		
Number of Sales	121	-35%
Total Dollar Transactions	\$65,927,625	-43%
CONDOS		
Number of Sales	39	-41%
Total Dollar Transactions	\$12,569,000	-21%
LAND		
Number of Sales	31	-52%
Total Dollar Transactions	\$11,376,000	-52%

SOUTH KONA		
HOMES		
Number of Sales	39	-39%
Total Dollar Transactions	\$36,135,200	-45%
CONDOS		
Number of Sales	4	100%
Total Dollar Transactions	\$1,618,000	77%
LAND		
Number of Sales	43	-43%
Total Dollar Transactions	\$12,378,500	-38%

KAU		
HOMES		
Number of Sales	100	-21%
Total Dollar Transactions	\$33,402,900	-21%
CONDOS		
Number of Sales	3	-40%
Total Dollar Transactions	\$961,250	-31%
LAND		
Number of Sales	226	-32%
Total Dollar Transactions	\$8,874,015	-61%

PUNA		
HOMES		
Number of Sales	405	-37%
Total Dollar Transactions	\$152,899,571	-39%
CONDOS		
Number of Sales	-	-
Total Dollar Transactions	-	-
LAND		
Number of Sales	596	-37%
Total Dollar Transactions	\$31,587,121	-38%





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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



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

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.

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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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
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: https://hawaiipropertytax.com/tax_rates.html

Maui County

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
Sep 30, 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

MONICA SMITH AVP Escrow Officer (808) 319-2744 (808) 238-2241 Monica.L.Smith@fnf.com <i>President's Club, Copper</i>	VONNIE D. RAZO AVP Escrow Officer (808) 747-8508 (808) 209-0168 Vonnie.Razo@fnf.com	CODY DAY AVP Sales Executive (808) 746-0266 Cody.Day@fnf.com <i>President's Club, Bronze</i>	MERCY PALMER AVP Sales Executive (808) 280-6726 Mercy.Palmer@fnf.com <i>President's Club, Silver</i>	RETA CHIN VP Sales Manager (808) 268-6554 Reta.Chin@fnf.com <i>President's Club, Silver</i>	
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