

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 | 35%           | 667                 | ▼ -17% | \$1,175,000  | ▲ 19% | 72                    |
| CONDO | 57%           | 1,087               | ▼ -27% | \$760,000    | ▲ 20% | 63                    |
| LAND  | 8%            | 150                 | ▼ -43% | \$775,000    | ▲ 17% | 120                   |

| DISTRICT      | 2022 VS 2021 YTD NUMBER OF UNITS |             | 2022 VS 2021 YTD TOTAL DOLLAR VOLUME |                        |             |
|---------------|----------------------------------|-------------|--------------------------------------|------------------------|-------------|
|               | 2022                             | % Change    | DISTRICT                             | 2022                   | % Change    |
| SOUTH         | 654                              | 34%         | SOUTH                                | \$1,028,772,832        | -20%        |
| WEST          | 568                              | 30%         | WEST                                 | \$839,627,323          | -26%        |
| CENTRAL       | 307                              | 16%         | CENTRAL                              | \$244,626,734          | 7%          |
| UPCOUNTRY     | 159                              | 8%          | UPCOUNTRY                            | \$208,745,209          | -7%         |
| LANAI/MOLOKAI | 98                               | 2%          | NORTH SHORE                          | \$167,012,098          | 2%          |
| NORTH SHORE   | 96                               | 5%          | LANAI/MOLOKAI                        | \$49,543,750           | -8%         |
| EAST          | 22                               | 1%          | EAST                                 | \$33,928,549           | 89%         |
| <b>TOTAL</b>  | <b>1,904</b>                     | <b>-25%</b> | <b>TOTAL</b>                         | <b>\$2,572,256,495</b> | <b>-17%</b> |

% of Closed Sales by Districts through July 31, 2022  
 Number of Recorded transactions from July 1, 2022 - July 31, 2022

**RESIDENTIAL**  
YEAR-OVER-YEAR

**667**  
TOTAL NUMBER OF SALES  
2022

**805**  
TOTAL NUMBER OF SALES  
2021

**-17%**

**\$1,175,000**  
MEDIAN SALES PRICE  
2022

**\$989,990**  
MEDIAN SALES PRICE  
2021

**19%**

**\$1,214,065,815**  
TOTAL DOLLAR VOLUME  
2022

**\$1,456,143,311**  
TOTAL DOLLAR VOLUME  
2021

**-17%**

**Number of Sales**

**Median Sales Price**

**Total Dollar Volume**

|                           | 2022       | 2021       | %Change     | 2022               | 2021             | %Change    | 2022                   | 2021                   | %Change     |
|---------------------------|------------|------------|-------------|--------------------|------------------|------------|------------------------|------------------------|-------------|
| <b>CENTRAL</b>            |            |            |             |                    |                  |            |                        |                        |             |
| Kahakuloa                 | -          | 1          | -100%       | -                  | \$1,540,000      | -          | -                      | \$1,540,000            | -100%       |
| Kahului                   | 68         | 69         | -1%         | \$951,000          | \$790,000        | 20%        | \$65,980,500           | \$54,972,600           | 20%         |
| Wailuku                   | 128        | 135        | -5%         | \$889,625          | \$797,775        | 12%        | \$128,390,364          | \$114,964,885          | 12%         |
| <b>EAST</b>               |            |            |             |                    |                  |            |                        |                        |             |
| Hana                      | 7          | 6          | 17%         | \$1,645,000        | \$795,500        | 107%       | \$12,229,999           | \$5,441,000            | 125%        |
| Kaupo                     | 1          | -          | -           | \$2,699,500        | -                | -          | \$2,699,500            | -                      | -           |
| Keanae                    | 1          | -          | -           | \$1,100,000        | -                | -          | \$1,100,000            | -                      | -           |
| Kipahulu                  | -          | 1          | -100%       | -                  | \$425,000        | -          | -                      | \$425,000              | -100%       |
| Nahiku                    | -          | -          | -           | -                  | -                | -          | -                      | -                      | -           |
| <b>NORTH SHORE</b>        |            |            |             |                    |                  |            |                        |                        |             |
| Haiku                     | 63         | 59         | 7%          | \$1,430,000        | \$1,115,000      | 28%        | \$111,264,100          | \$80,596,500           | 38%         |
| Sprecks/Paia/Kuau         | 17         | 25         | -32%        | \$1,095,000        | \$1,525,000      | -28%       | \$39,624,998           | \$60,378,000           | -34%        |
| <b>SOUTH</b>              |            |            |             |                    |                  |            |                        |                        |             |
| Kihei                     | 96         | 117        | -18%        | \$1,362,500        | \$955,000        | 43%        | \$176,377,218          | \$214,637,600          | -18%        |
| Maalaea                   | 1          | 1          | 0%          | \$2,500,000        | \$2,475,000      | 1%         | \$2,500,000            | \$2,475,000            | 1%          |
| Maui Meadows              | 16         | 24         | -33%        | \$2,110,000        | \$1,532,500      | 38%        | \$41,576,800           | \$39,631,500           | 5%          |
| Wailea/Makena             | 25         | 46         | -46%        | \$3,550,000        | \$4,036,000      | -12%       | \$196,262,450          | \$271,268,217          | -28%        |
| <b>UPCOUNTRY</b>          |            |            |             |                    |                  |            |                        |                        |             |
| Kula/Ulupalakua/Kanaio    | 40         | 56         | -29%        | \$1,498,500        | \$1,250,000      | 20%        | \$76,804,044           | \$87,547,000           | -12%        |
| Makawao/Olinda/Haliimaile | 57         | 36         | 58%         | \$935,000          | \$794,000        | 18%        | \$61,830,943           | \$31,222,321           | 98%         |
| Pukalani                  | 29         | 41         | -29%        | \$1,060,000        | \$888,000        | 19%        | \$32,146,500           | \$40,004,049           | -20%        |
| <b>WEST</b>               |            |            |             |                    |                  |            |                        |                        |             |
| Honokohau                 | 1          | -          | -           | \$792,000          | -                | -          | \$792,000              | -                      | -           |
| Kaanapali                 | 15         | 41         | -63%        | \$2,700,000        | \$2,374,500      | 14%        | \$44,916,050           | \$121,161,666          | -63%        |
| Kapalua                   | 10         | 22         | -55%        | \$4,837,500        | \$4,010,000      | 21%        | \$47,800,000           | \$109,747,500          | -56%        |
| Lahaina                   | 32         | 46         | -30%        | \$2,070,000        | \$2,315,000      | -11%       | \$92,202,600           | \$120,219,173          | -23%        |
| Napili/Kahana/Honokowai   | 25         | 43         | -42%        | \$1,375,000        | \$1,115,000      | 23%        | \$37,378,999           | \$52,823,300           | -29%        |
| Olowalu                   | 3          | 2          | 50%         | \$4,300,000        | \$6,800,000      | -37%       | \$13,775,000           | \$13,600,000           | 1%          |
| <b>LANAI - MOLOKAI</b>    |            |            |             |                    |                  |            |                        |                        |             |
| Lanai                     | 7          | 9          | -22%        | \$675,000          | \$700,000        | -4%        | \$4,826,750            | \$12,634,000           | -62%        |
| Molokai                   | 25         | 25         | 0%          | \$800,000          | \$530,000        | 51%        | \$23,587,000           | \$20,854,000           | 13%         |
| <b>MAUI SUMMARY</b>       | <b>667</b> | <b>805</b> | <b>-17%</b> | <b>\$1,175,000</b> | <b>\$989,990</b> | <b>19%</b> | <b>\$1,214,065,815</b> | <b>\$1,456,143,311</b> | <b>-17%</b> |

**JULY 2022 YTD NUMBER OF SALES**

**JULY 2022 YTD TOTAL DOLLAR VOLUME**

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

| DISTRICT      | 2022       | 2021       | % Change    |
|---------------|------------|------------|-------------|
| CENTRAL       | 196        | 205        | -4%         |
| SOUTH         | 138        | 188        | -27%        |
| UPCOUNTRY     | 126        | 133        | -5%         |
| WEST          | 86         | 154        | -44%        |
| NORTH SHORE   | 80         | 84         | -5%         |
| LANAI/MOLOKAI | 32         | 34         | -6%         |
| EAST          | 9          | 7          | 29%         |
| <b>TOTAL</b>  | <b>667</b> | <b>805</b> | <b>-17%</b> |

| DISTRICT      | 2022                   | 2021                   | % Change    |
|---------------|------------------------|------------------------|-------------|
| SOUTH         | \$416,716,468          | \$528,012,317          | -21%        |
| WEST          | \$236,864,649          | \$417,551,639          | -43%        |
| CENTRAL       | \$194,370,864          | \$171,477,485          | 13%         |
| UPCOUNTRY     | \$170,781,487          | \$158,773,370          | 8%          |
| NORTH SHORE   | \$150,889,098          | \$140,974,500          | 7%          |
| LANAI/MOLOKAI | \$28,413,750           | \$33,488,000           | -15%        |
| EAST          | \$16,029,499           | \$5,866,000            | 173%        |
| <b>TOTAL</b>  | <b>\$1,214,065,815</b> | <b>\$1,456,143,311</b> | <b>-17%</b> |

**CONDOMINIUM**  
YEAR-OVER-YEAR

**1,087**  
TOTAL NUMBER OF SALES  
2022  
**1,481**  
TOTAL NUMBER OF SALES  
2021  
**-27%**

**\$760,000**  
MEDIAN SALES PRICE  
2022  
**\$635,000**  
MEDIAN SALES PRICE  
2021  
**20%**

**\$1,184,801,388**  
TOTAL DOLLAR VOLUME  
2022  
**\$1,410,817,612**  
TOTAL DOLLAR VOLUME  
2021  
**-16%**

|                           | Number of Sales |              |             | Median Sales Price |                  |            | Total Dollar Volume    |                        |             |
|---------------------------|-----------------|--------------|-------------|--------------------|------------------|------------|------------------------|------------------------|-------------|
|                           | 2022            | 2021         | %Change     | 2022               | 2021             | %Change    | 2022                   | 2021                   | %Change     |
| <b>CENTRAL</b>            |                 |              |             |                    |                  |            |                        |                        |             |
| Kahakuloa                 | -               | -            | -           | -                  | -                | -          | -                      | -                      | -           |
| Kahului                   | 33              | 14           | 136%        | \$200,000          | \$180,000        | 11%        | \$7,350,600            | \$3,422,000            | 115%        |
| Wailuku                   | 65              | 74           | -12%        | \$500,000          | \$426,000        | 17%        | \$35,181,500           | \$34,172,189           | 3%          |
| <b>EAST</b>               |                 |              |             |                    |                  |            |                        |                        |             |
| Hana                      | 3               | -            | -           | \$685,000          | -                | -          | \$2,610,000            | -                      | -           |
| Kaupo                     | -               | -            | -           | -                  | -                | -          | -                      | -                      | -           |
| Keanae                    | -               | -            | -           | -                  | -                | -          | -                      | -                      | -           |
| Kipahulu                  | -               | -            | -           | -                  | -                | -          | -                      | -                      | -           |
| Nahiku                    | -               | -            | -           | -                  | -                | -          | -                      | -                      | -           |
| <b>NORTH SHORE</b>        |                 |              |             |                    |                  |            |                        |                        |             |
| Haiku                     | -               | -            | -           | -                  | -                | -          | -                      | -                      | -           |
| Sprecks/Paia/Kuau         | 2               | 2            | 0%          | \$635,000          | \$480,000        | 32%        | \$1,270,000            | \$960,000              | 32%         |
| <b>SOUTH</b>              |                 |              |             |                    |                  |            |                        |                        |             |
| Kihei                     | 380             | 471          | -19%        | \$732,500          | \$539,000        | 36%        | \$312,826,311          | \$288,042,758          | 9%          |
| Maalaea                   | 31              | 39           | -21%        | \$644,500          | \$480,000        | 34%        | \$21,003,744           | \$18,758,900           | 12%         |
| Maui Meadows              | -               | -            | -           | -                  | -                | -          | -                      | -                      | -           |
| Wailea/Makena             | 93              | 209          | -56%        | \$1,725,000        | \$1,448,000      | 19%        | \$251,098,059          | \$429,321,112          | -42%        |
| <b>UPCOUNTRY</b>          |                 |              |             |                    |                  |            |                        |                        |             |
| Kula/Ulupalakua/Kanaio    | 1               | -            | -           | \$600,000          | -                | -          | \$600,000              | -                      | -           |
| Makawao/Olinda/Haliimaile | -               | -            | -           | -                  | -                | -          | -                      | -                      | -           |
| Pukalani                  | 1               | 4            | -75%        | \$875,000          | \$697,500        | 25%        | \$875,000              | \$2,875,000            | -70%        |
| <b>WEST</b>               |                 |              |             |                    |                  |            |                        |                        |             |
| Honokohau                 | -               | -            | -           | -                  | -                | -          | -                      | -                      | -           |
| Kaanapali                 | 107             | 157          | -32%        | \$1,500,000        | \$950,000        | 58%        | \$190,410,975          | \$198,033,400          | -4%         |
| Kapalua                   | 45              | 94           | -52%        | \$1,400,000        | \$1,140,000      | 23%        | \$101,004,500          | \$177,422,783          | -43%        |
| Lahaina                   | 48              | 109          | -56%        | \$832,500          | \$558,000        | 49%        | \$61,396,799           | \$82,409,545           | -26%        |
| Napili/Kahana/Honokowai   | 239             | 274          | -13%        | \$700,000          | \$529,000        | 32%        | \$184,938,400          | \$164,229,905          | 13%         |
| Olowalu                   | -               | -            | -           | -                  | -                | -          | -                      | -                      | -           |
| <b>LANAI - MOLOKAI</b>    |                 |              |             |                    |                  |            |                        |                        |             |
| Lanai                     | 2               | 2            | 0%          | \$2,500,000        | \$2,387,500      | 5%         | \$5,000,000            | \$4,775,000            | 5%          |
| Molokai                   | 37              | 32           | 16%         | \$259,000          | \$171,710        | 51%        | \$9,235,500            | \$6,395,020            | 44%         |
| <b>MAUI SUMMARY</b>       | <b>1,087</b>    | <b>1,481</b> | <b>-27%</b> | <b>\$760,000</b>   | <b>\$635,000</b> | <b>20%</b> | <b>\$1,184,801,388</b> | <b>\$1,410,817,612</b> | <b>-16%</b> |

JULY 2022 YTD NUMBER OF SALES

JULY 2022 YTD TOTAL DOLLAR VOLUME

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

| DISTRICT      | 2022         | 2021         | % Change    |
|---------------|--------------|--------------|-------------|
| SOUTH         | 504          | 719          | -30%        |
| WEST          | 439          | 634          | -31%        |
| CENTRAL       | 98           | 88           | 11%         |
| LANAI/MOLOKAI | 39           | 34           | 15%         |
| EAST          | 3            | -            | -           |
| NORTH SHORE   | 2            | 2            | 0%          |
| UPCOUNTRY     | 2            | 4            | -50%        |
| <b>TOTAL</b>  | <b>1,087</b> | <b>1,481</b> | <b>-27%</b> |

| DISTRICT      | 2022                   | 2021                   | % Change    |
|---------------|------------------------|------------------------|-------------|
| SOUTH         | \$584,928,114          | \$736,122,770          | -21%        |
| WEST          | \$537,750,674          | \$622,095,633          | -14%        |
| CENTRAL       | \$42,532,100           | \$37,594,189           | 13%         |
| LANAI/MOLOKAI | \$14,235,500           | \$11,170,020           | 27%         |
| EAST          | \$2,610,000            | -                      | -           |
| UPCOUNTRY     | \$1,475,000            | \$2,875,000            | -49%        |
| NORTH SHORE   | \$1,270,000            | \$960,000              | 32%         |
| <b>TOTAL</b>  | <b>\$1,184,801,388</b> | <b>\$1,410,817,612</b> | <b>-16%</b> |



**VACANT LAND**  
YEAR-OVER-YEAR

**150**  
TOTAL NUMBER OF SALES  
2022

**265**  
TOTAL NUMBER OF SALES  
2021

**-43%**

**\$775,000**  
MEDIAN SALES PRICE  
2022

**\$665,000**  
MEDIAN SALES PRICE  
2021

**17%**

**\$173,389,292**  
TOTAL DOLLAR VOLUME  
2022

**\$241,001,055**  
TOTAL DOLLAR VOLUME  
2021

**-28%**

|                           | Number of Sales |            |             | Median Sales Price |                  |            | Total Dollar Volume  |                      |             |
|---------------------------|-----------------|------------|-------------|--------------------|------------------|------------|----------------------|----------------------|-------------|
|                           | 2022            | 2021       | %Change     | 2022               | 2021             | %Change    | 2022                 | 2021                 | %Change     |
| <b>CENTRAL</b>            |                 |            |             |                    |                  |            |                      |                      |             |
| Kahakuloa                 | 1               | 2          | -50%        | \$800,000          | \$395,000        | 103%       | \$800,000            | \$790,000            | 1%          |
| Kahului                   | 2               | -          | -           | \$914,635          | -                | -          | \$1,829,270          | -                    | -           |
| Wailuku                   | 10              | 23         | -57%        | \$387,500          | \$650,000        | -40%       | \$5,094,500          | \$18,434,500         | -72%        |
| <b>EAST</b>               |                 |            |             |                    |                  |            |                      |                      |             |
| Hana                      | 5               | 13         | -62%        | \$3,350,000        | \$515,000        | 551%       | \$13,288,300         | \$11,314,000         | 18%         |
| Kaupo                     | 4               | 1          | 300%        | \$415,000          | \$350,000        | 19%        | \$1,830,750          | \$350,000            | 423%        |
| Keanae                    | -               | -          | -           | -                  | -                | -          | -                    | -                    | -           |
| Kipahulu                  | -               | -          | -           | -                  | -                | -          | -                    | -                    | -           |
| Nahiku                    | 1               | 1          | 0%          | \$170,000          | \$400,000        | -58%       | \$170,000            | \$400,000            | -58%        |
| <b>NORTH SHORE</b>        |                 |            |             |                    |                  |            |                      |                      |             |
| Haiku                     | 13              | 28         | -54%        | \$900,000          | \$555,000        | 62%        | \$13,068,000         | \$22,382,520         | -42%        |
| Sprecks/Paia/Kuau         | 1               | -          | -           | \$1,785,000        | -                | -          | \$1,785,000          | -                    | -           |
| <b>SOUTH</b>              |                 |            |             |                    |                  |            |                      |                      |             |
| Kihei                     | 6               | 3          | 100%        | \$1,350,000        | \$657,500        | 105%       | \$18,100,000         | \$1,834,500          | 887%        |
| Maalaea                   | -               | 1          | -100%       | -                  | \$1,100,000      | -          | -                    | \$1,100,000          | -100%       |
| Maui Meadows              | 1               | 1          | 0%          | \$1,490,000        | \$500,000        | 198%       | \$1,490,000          | \$500,000            | 198%        |
| Wailea/Makena             | 5               | 7          | -29%        | \$1,608,250        | \$1,550,000      | 4%         | \$7,538,250          | \$14,210,000         | -47%        |
| <b>UPCOUNTRY</b>          |                 |            |             |                    |                  |            |                      |                      |             |
| Kula/Ulupalakua/Kanaio    | 21              | 31         | -32%        | \$820,000          | \$930,000        | -12%       | \$27,684,000         | \$31,548,320         | -12%        |
| Makawao/Olinda/Haliimaile | 7               | 23         | -70%        | \$750,000          | \$500,000        | 50%        | \$7,274,222          | \$28,592,934         | -75%        |
| Pukalani                  | 3               | 7          | -57%        | \$479,000          | \$425,000        | 13%        | \$1,530,500          | \$3,052,000          | -50%        |
| <b>WEST</b>               |                 |            |             |                    |                  |            |                      |                      |             |
| Honokohau                 | 1               | -          | -           | \$408,000          | -                | -          | \$408,000            | -                    | -           |
| Kaanapali                 | 16              | 44         | -64%        | \$805,000          | \$575,000        | 40%        | \$24,392,500         | \$29,421,007         | -17%        |
| Kapalua                   | 16              | 34         | -53%        | \$1,337,500        | \$970,000        | 38%        | \$26,377,500         | \$38,420,000         | -31%        |
| Lahaina                   | 6               | 12         | -50%        | \$870,000          | \$1,028,500      | -15%       | \$5,983,000          | \$14,846,000         | -60%        |
| -                         | 2               | 2          | 0%          | \$2,709,000        | \$433,638        | 525%       | \$5,418,000          | \$867,275            | 525%        |
| Olowalu                   | 2               | 4          | -50%        | \$1,216,500        | \$2,275,000      | -47%       | \$2,433,000          | \$13,700,000         | -82%        |
| <b>LANAI - MOLOKAI</b>    |                 |            |             |                    |                  |            |                      |                      |             |
| Lanai                     | -               | 5          | -100%       | -                  | \$1,100,000      | -          | -                    | \$5,345,000          | -100%       |
| Molokai                   | 27              | 23         | 17%         | \$229,500          | \$125,000        | 84%        | \$6,894,500          | \$3,892,999          | 77%         |
| <b>MAUI SUMMARY</b>       | <b>150</b>      | <b>265</b> | <b>-43%</b> | <b>\$775,000</b>   | <b>\$665,000</b> | <b>17%</b> | <b>\$173,389,292</b> | <b>\$241,001,055</b> | <b>-28%</b> |

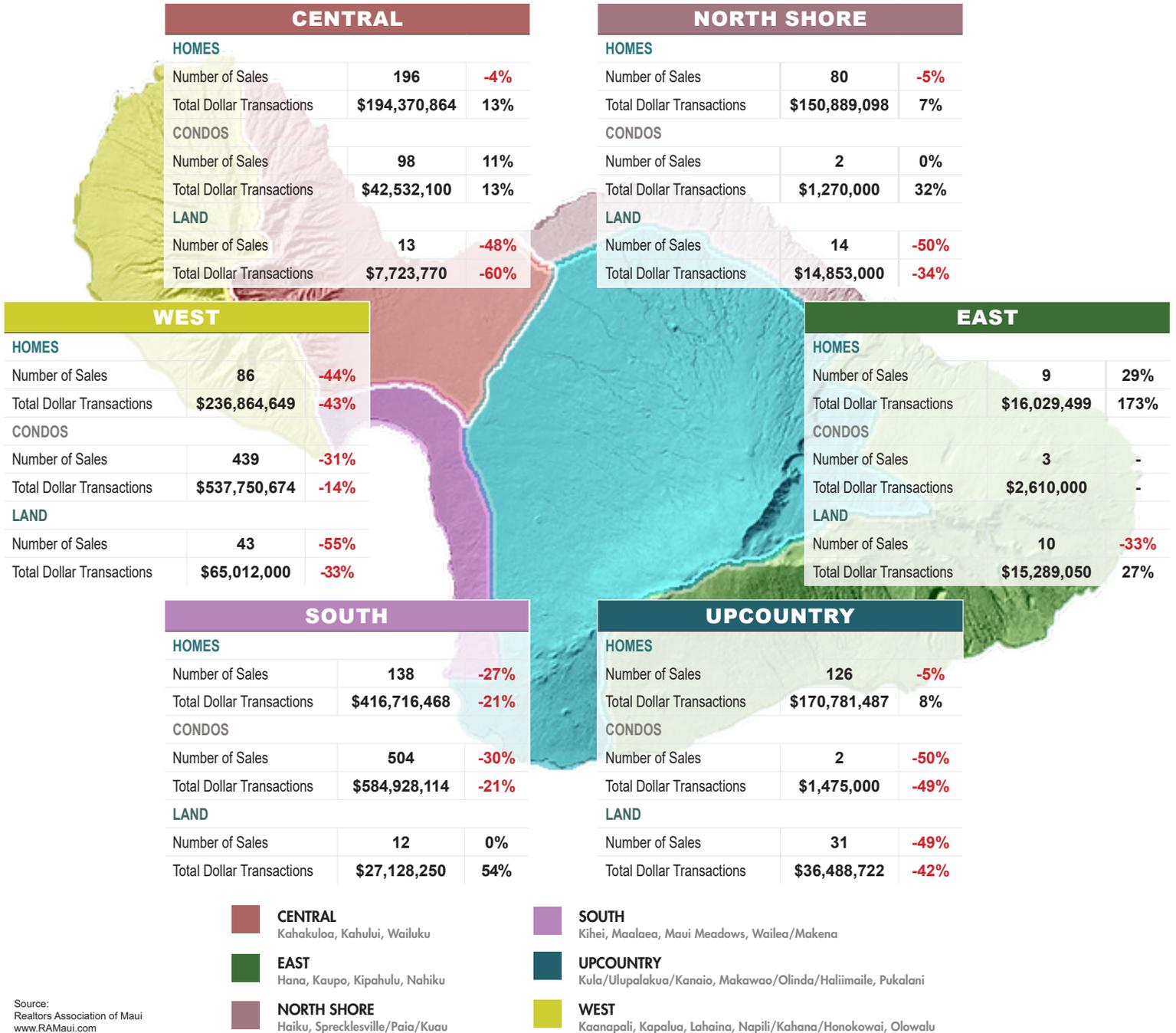
**JULY 2022 YTD NUMBER OF SALES**

| DISTRICT      | 2022       | 2021       | % Change    |
|---------------|------------|------------|-------------|
| WEST          | 43         | 96         | -55%        |
| UPCOUNTRY     | 31         | 61         | -49%        |
| LANAI/MOLOKAI | 27         | 28         | -4%         |
| NORTH SHORE   | 14         | 28         | -50%        |
| CENTRAL       | 13         | 25         | -48%        |
| SOUTH         | 12         | 12         | 0%          |
| EAST          | 10         | 15         | -33%        |
| <b>TOTAL</b>  | <b>150</b> | <b>265</b> | <b>-43%</b> |

**JULY 2022 YTD TOTAL DOLLAR VOLUME**

| DISTRICT      | 2022                 | 2021                 | % Change    |
|---------------|----------------------|----------------------|-------------|
| WEST          | \$65,012,000         | \$97,254,282         | -33%        |
| UPCOUNTRY     | \$36,488,722         | \$63,193,254         | -42%        |
| SOUTH         | \$27,128,250         | \$17,644,500         | 54%         |
| EAST          | \$15,289,050         | \$12,064,000         | 27%         |
| NORTH SHORE   | \$14,853,000         | \$22,382,520         | -34%        |
| CENTRAL       | \$7,723,770          | \$19,224,500         | -60%        |
| LANAI/MOLOKAI | \$6,894,500          | \$9,237,999          | -25%        |
| <b>TOTAL</b>  | <b>\$173,389,292</b> | <b>\$241,001,055</b> | <b>-28%</b> |

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             | \$196,262,450 |
| Kihei                     | \$176,377,218 |
| Wailuku                   | \$128,390,364 |
| Haiku                     | \$111,264,100 |
| Lahaina                   | \$92,202,600  |
| Kula/Ulupalakua/Kanaio    | \$76,804,044  |
| Kahului                   | \$65,980,500  |
| Makawao/Olinda/Haliimaile | \$61,830,943  |
| Kapalua                   | \$47,800,000  |
| Kaanapali                 | \$44,916,050  |

## CONDOMINIUM

### TOP 10 AREAS

Total Dollar Volume

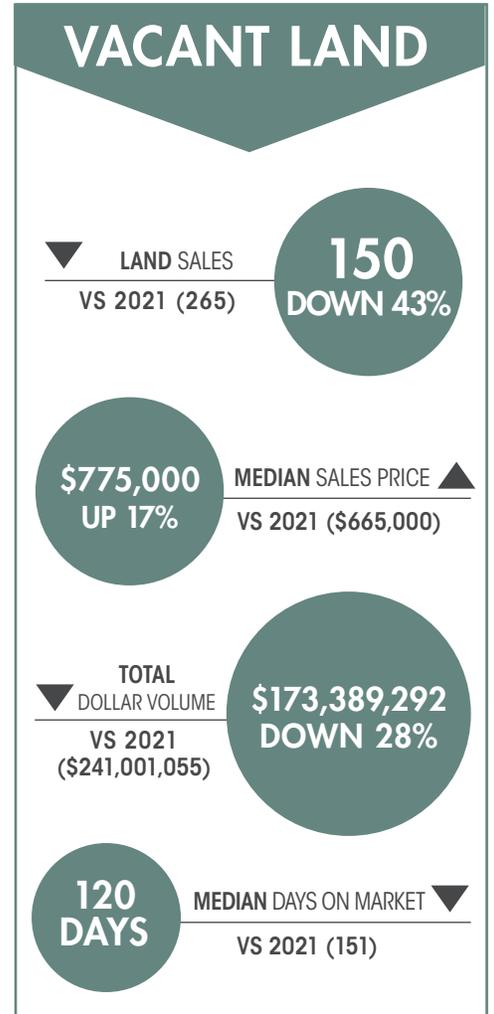
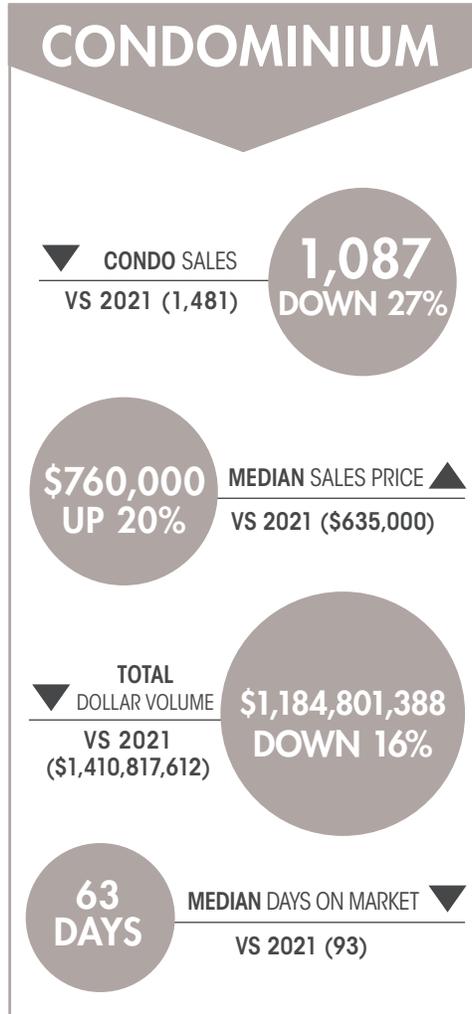
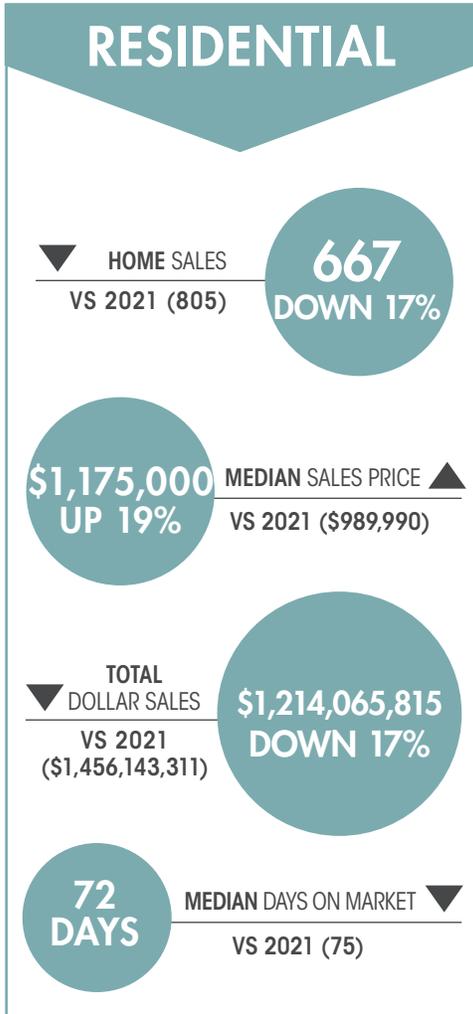
|                         |               |
|-------------------------|---------------|
| Kihei                   | \$312,826,311 |
| Wailea/Makena           | \$251,098,059 |
| Kaanapali               | \$190,410,975 |
| Napili/Kahana/Honokowai | \$184,938,400 |
| Kapalua                 | \$101,004,500 |
| Lahaina                 | \$61,396,799  |
| Wailuku                 | \$35,181,500  |
| Maalaea                 | \$21,003,744  |
| Molokai                 | \$9,235,500   |
| Kahului                 | \$7,350,600   |

## VACANT LAND

### TOP 10 AREAS

Total Dollar Volume

|                           |              |
|---------------------------|--------------|
| Kula/Ulupalakua/Kanaio    | \$27,684,000 |
| Kapalua                   | \$26,377,500 |
| Kaanapali                 | \$24,392,500 |
| Kihei                     | \$18,100,000 |
| Hana                      | \$13,288,300 |
| Haiku                     | \$13,068,000 |
| Wailea/Makena             | \$7,538,250  |
| Makawao/Olinda/Haliimaile | \$7,274,222  |
| Molokai                   | \$6,894,500  |
| Lahaina                   | \$5,983,000  |



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:  |
| <b>At Least</b>                  | <b>But Less Than</b> | 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.<br><br>(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.<br><br>(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.

STATE OF HAWAII | ALL COUNTIES

**REAL PROPERTY TAX**

FISCAL YEAR JULY 1, 2022 TO JUNE 30, 2023

**Honolulu, Oahu County**

| CLASS   | Taxable Building per/\$1,000 |
|---|------------------------------|
| Agricultural  | \$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*   | \$4.50                       |
| <small>Tax rate applied to the net taxable value of the property up to \$1,000,000</small>        |                              |
| Residential A - Tier 2*   | \$10.50                      |
| <small>Tax rate applied to the net taxable value of the property in excess of \$1,000,000</small> |                              |
| Vacant Agricultural   | \$8.50                       |

**REAL PROPERTY TAX DUE DATES:**

- Aug 20, 2022** 1st half of fiscal year tax payment due
- Sep 30, 2022** Deadline for filing exemption claims & ownership documents
- Feb 20, 2023** 2nd half of fiscal year tax payment due

For More Information, Visit:  
<https://hnlidoc.ehawaii.gov/hnlidoc/document-download?id=9995>

**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, 2022** 1st half of fiscal year tax payment due
- Dec 31, 2022** Deadline for filing exemption claims & ownership documents
- Feb 20, 2023** 2nd half of fiscal year tax payment due

For More Information, Visit:  
[https://www.hawaiipropertytax.com/tax\\_rates.html](https://www.hawaiipropertytax.com/tax_rates.html)

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

[www.FidelityHawaii.com](http://www.FidelityHawaii.com)

| CLASS  | All rates are per \$1,000 of net taxable assessed valuation |
|--|---|
| Owner Occupied - Tier 1 up to \$1m                         | \$2.00  |
| Owner Occupied - Tier 2 more than \$1,000,001 - \$3m       | \$2.10  |
| Owner Occupied - Tier 3 more than \$3m                     | \$2.71  |
| Non-Owner Occupied - Tier 1 up to \$1m                     | \$5.85  |
| Non-Owner Occupied - Tier 2 more than \$1,000,001 - \$4.5m | \$8.00  |
| Non-Owner Occupied - Tier 3 more than \$4.5m               | \$12.50   |
| Apartment  | \$3.50  |
| Hotel/Resort   | \$11.75   |
| Time share   | \$14.60   |
| Agricultural   | \$5.74  |
| Short-Term Rental - Tier 1 up to \$1m                      | \$11.85   |
| Short-Term Rental - Tier 2 more than \$1,000,001 - \$3m    | \$11.85   |
| Short-Term Rental - Tier 3 more than \$3m                  | \$11.85   |
| Conservation   | \$6.43  |
| Commercial   | \$6.05  |
| Industrial   | \$7.05  |
| Commercial Residential                                     | \$4.40  |
| *Long-Term Rental - Tier 1 up to \$1m                      | \$3.00  |
| *Long-Term Rental - Tier 2 more than \$1,000,001 - \$3m    | \$5.00  |
| *Long-Term Rental - Tier 3 more than \$3m                  | \$8.00  |

\*NEW CLASSIFICATION

**REAL PROPERTY TAX DUE DATES:**

- Aug 20, 2022** 1st half of fiscal year tax payment due
- Dec 31, 2022** Deadline for filing exemption claims & ownership documents
- Feb 20, 2023** 2nd half of fiscal year tax payment due

For More Information, Visit:  
<https://www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes>

**Kauai County**

| CLASS                   | Tax Rate per/\$1,000 |
|-------------------------|----------------------|
| Homestead               | \$3.05               |
| Residential             | \$6.05               |
| Vacation Rental         | \$9.85               |
| Hotel/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, 2022** 1st half of fiscal year tax payment due
- Sep 30, 2022** Deadline for filing exemption claims & ownership documents
- Feb 20, 2023** 2nd half of fiscal year tax payment due

For More Information, Visit:  
<https://www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property/Tax-Rates>



Rose Bento | Debra Cabradilla | Mary Jo Cabral | Reta Chin | Wendy Gomes | Deni Kawauchi | Tori Lapolla | Joanne Mackey | Kosei Nagata | Mercy Palmer | Trisha Spencer-Kitayama