

Condominiums

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

		% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			MEDIAN DAYS ON MARKET	
	HOMES	32%	926		44%	\$999,000		29%	75	
	CONDO	58%	1,667		98%	\$640,000		11%	88	
*	LAND	10%	294		175%	\$675,000		59%	165	

	2021 VS 2020	YTD NUMBER	R OF UNITS	2021 VS 2020 Y	TD TOTAL DOL	LAR VOLUME
	DISTRICT	2021	% Change	DISTRICT	2021	% Change
	SOUTH	1,031	99%	SOUTH	\$1,419,619,426	152%
	WEST	988	130%	WEST	\$1,292,030,553	166%
	CENTRAL	381	21%	CENTRAL	\$275,355,797	44%
% of Closed Sales by Districts	UPCOUNTRY	222	35%	UPCOUNTRY	\$251,054,599	73%
through August 30, 2021	NORTH SHORE	134	29%	NORTH SHORE	\$207,163,520	113%
Number of Recorded transactions	LANAI/MOLOKAI	105	98%	LANAI/MOLOKAI	\$55,673,019	135%
from January 1, 2021 – August 30, 2021	EAST	26	189%	EAST	\$19,983,000	125%
	TOTAL	2,887	81%	TOTAL	\$3,520,879,914	132%

MAUI REAL ESTATE REPORT **Fidelity** National Title[®] & ESCROW OF HAWAII

MAUI AUGUST 2021 YTD vs. AUGUST 2020 YTD

P26 TOTAL NUMBER OF SALES 2021 \$999,000 MEDAN SALES PRICE 2021 \$51,661,912,509 TOTAL DULLAR VOLUME 2021 TOTAL DULLAR VOLUME 2021 VEAR-OVER YEAR Mailer of SALES 2020 Add % TOTAL SALES PRICE 2020 Operation of SALES 2020 Operation of SALES 20200 Operation of SALES 2020	& ESCROW	or manua									
2021 2020 %Change 2021 2020 %Change 2021 2020 %Change CENTRAL Kahalulai 1 - S1,540,000 - - \$1,540,000 - 51,540,000 - 51,540,000 - 51,540,000 - 53% Kahului 154 152 1% \$799,500 \$572,3413 11% \$132,227,608 \$110,176,863 20% EAST -	RESIDENTI	TOTAL NUMBER OF SALES 2021 645 TOTAL NUMBER OF SALES			MEDIAN SALES PRICE 2021 \$772,500 MEDIAN SALES PRICE			TOTAL DOLLAR VOLUME 2021 \$701,353,607 TOTAL DOLLAR VOLUME			
2021 2020 %Change 2021 2020 %Change 2021 2020 %Change CENTRAL Kahului 1 - \$1,540,000 - - \$1,540,000 - 51,540,000 - 51,540,000 - 537,553,553 Waluku 154 152 1% \$799,500 \$572,3413 11% \$132,227,608 \$110,176,863 20% EAST -	Number of Sales			Sales	Median Sales Price				Total Dollar Volume		
CENTRAL Kahakuloa 1 - Stadu,000 - - Stadu,000 - Stadu,000 - Stadu,000 - Stadu,000 - Stadu,000					2021	2020					
Kahakuloa 1 - \$1,540,000 - - \$1,540,000 - - Kahului 90 70 29% \$799,500 \$572,500 19% \$73,458,600 \$48,118,870 53% Waluku 154 152 10% \$799,700 \$572,500 19% \$513,2227,608 \$410,176,663 20% EAST -	CENTRAL	2021	2020	//onlange	2021	2020	/ionange	2021	2020	//onlange	
Kahului907029%\$799,500\$672,50019%\$73,458,600\$48,118,87053%Walikuu15415211%\$799,700\$723,41311%\$132,227,608\$110,176,86320%EAST53%\$6,391,000\$2,393,000167%Kaupo73133%\$811,000\$880,000-8%\$6,391,000\$2,393,000167%Kaupo111111111111Kanaa11110%11111111Kahiku11110%13795,000111 <td></td> <td>1</td> <td>-</td> <td>-</td> <td>\$1 540 000</td> <td>-</td> <td>-</td> <td>\$1 540 000</td> <td>-</td> <td>-</td>		1	-	-	\$1 540 000	-	-	\$1 540 000	-	-	
Naluku1541521%\$799,700\$723,41311%\$132,227,608\$110,176,86320%EASTHana73133%\$811,000\$880,0004.6%\$6,391,000\$2,393,000167%Kaupo73133%\$811,000\$880,000167%Kaupo73133%\$811,000\$800,000%\$6,391,000\$2,393,000167%Kaenae <td></td> <td></td> <td></td> <td></td> <td></td> <td>\$672 500</td> <td></td> <td></td> <td></td> <td>53%</td>						\$672 500				53%	
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Kapo · · · · · · · · Kapane ·		7	3	133%	\$811.000	\$880.000	-8%	\$6.391.000	\$2,393,000	167%	
KeanaeKipahuluNahiku					-	-		-	-	-	
Kipahulu1-··<·<·<·<·<·<·<·<·<·<·<·<·<·<·< <t< td=""><td></td><td>_</td><td>_</td><td>_</td><td>-</td><td>_</td><td>_</td><td>-</td><td>-</td><td>_</td></t<>		_	_	_	-	_	_	-	-	_	
Nahiku <td></td> <td>1</td> <td>-</td> <td>-</td> <td>\$425.000</td> <td>-</td> <td>-</td> <td>\$425.000</td> <td>-</td> <td>-</td>		1	-	-	\$425.000	-	-	\$425.000	-	-	
NORTH SHORE Haiku 70 60 17% \$1,249,500 \$867,000 44% \$103,398,500 \$65,701,185 57% Sprecks/Paia/Kuau 30 11 173% \$1,509,000 \$810,000 86% \$73,243,500 \$10,452,400 601% SOUTH \$20,475,000 - \$2,475,000 - \$2,475,000 - . \$2,475,000 - . \$2,475,000 . . . \$2,475,000 . . \$2,475,000 . . . \$2,475,000 . . \$2,475,000 . . \$2,475,000 . . . \$2,475,000 . . \$2,475,000 .		-	1	-100%	-	\$795.000	-	-	\$795.000	-100%	
Haiku706017%\$1,249,500\$867,00044%\$103,398,500\$65,701,18557%Sprecks/Paia/Kuau3011173%\$1,509,000\$810,00086%\$73,243,500\$10,452,400601%SOUTHKihei1349443%\$957,000\$818,50017%\$235,555,600\$98,971,003138%Maalaea1\$2,475,000\$2,475,000Maui Meadows2712125%\$1,565,000\$1,215,00029%\$44,491,500\$15,519,550187%Wailea/Makena4822118\$4,003,000\$301,00034%\$291,018,217\$78,282,777272%UPCOUNTRYKula/Ulupalakua/Kanalo634637%\$1,225,000\$950,00029%\$96,202,000\$49,058,26396%Makawao/Olinda/Haliimaile4348-10%\$799,000\$686,00017%\$38,238,296\$39,898,3004%Pukalani463531%\$893,500\$775,50015%\$45,011,049\$27,845,83362%WESTHonokohau						,,					
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UPCOUNTRYKula/Ulupalakua/Kanaio634637%\$1,225,000\$950,00029%\$96,202,000\$49,058,26396%Makawao/Olinda/Haliimaile4348-10%\$799,000\$686,00017%\$38,238,296\$39,898,300-4%Pukalani463531%\$893,500\$775,50015%\$45,011,049\$27,845,83362%WESTHonokohauKaanapali4415193%\$2,380,750\$1,900,00025%\$129,461,666\$32,115,005303%Kapalua246300%\$4,010,000\$2,625,00053%\$117,272,500\$19,120,000513%Lahaina5222136%\$2,315,000\$1,366,37569%\$134,752,173\$40,783,668230%Napili/Kahana/Honokowai5218189%\$1,143,250\$1,100,0004%\$81,662,300\$44,247,89085%Olowalu3120%\$7,050,000\$1,125,000527%\$20,650,000\$1,125,000176%LANAI - MOLOKAILanai914-36%\$700,000\$436,00061%\$12,634,000\$10,145,50025%Molokai271580%\$525,000\$475,00011%\$21,804,000\$6,603,500230%	Wailea/Makena	48		118%	\$4,036,000		34%	\$291,018,217		272%	
Kula/Ulupalakua/Kanaio634637%\$1,225,000\$950,00029%\$96,202,000\$49,058,26396%Makawao/Olinda/Haliimaile4348-10%\$799,000\$686,00017%\$38,238,296\$39,898,300-4%Pukalani463531%\$893,500\$775,50015%\$45,011,049\$27,845,83362%WESTUUU11.93%\$2,380,750\$1,900,00025%\$129,461,666\$32,115,005303%Kaanapali4415193%\$2,380,750\$1,900,00025%\$129,461,666\$32,115,005303%Kapalua246300%\$4,010,000\$2,625,00053%\$117,272,500\$19,120,000513%Lahaina5222136%\$2,315,000\$1,366,37569%\$134,752,173\$40,783,668230%Olowalu31200%\$7,050,000\$1,125,0004%\$81,662,300\$1,125,000176%Lanai914-36%\$700,000\$436,00061%\$12,634,000\$10,145,50025%Molokai271580%\$52,000\$475,00011%\$21,804,000\$6,603,500230%	UPCOUNTRY										
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WEST -	Makawao/Olinda/Haliimaile	43	48	-10%	\$799,000	\$686,000	17%	\$38,238,296	\$39,898,300	-4%	
Honokohau<	Pukalani	46	35	31%	\$893,500	\$775,500	15%	\$45,011,049	\$27,845,833	62%	
Kaanapali4415193%\$2,380,750\$1,900,00025%\$129,461,666\$32,115,005303%Kapalua246300%\$4,010,000\$2,625,00053%\$117,272,500\$19,120,000513%Lahaina5222136%\$2,315,000\$1,366,37569%\$134,752,173\$40,783,668230%Napili/Kahana/Honokowai5218189%\$1,143,250\$1,100,0004%\$81,662,300\$44,247,89085%Olowalu31200%\$7,050,000\$1,125,000527%\$20,650,000\$1,125,0001736%LANAI - MOLOKAILanai914-36%\$700,000\$436,00061%\$12,634,000\$10,145,50025%Molokai271580%\$525,000\$475,00011%\$21,804,000\$6,603,500230%	WEST										
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Lahaina5222136%\$2,315,000\$1,366,37569%\$134,752,173\$40,783,668230%Napili/Kahana/Honokowai5218189%\$1,143,250\$1,100,0004%\$81,662,300\$44,247,89085%Olowalu31200%\$7,050,000\$1,125,000527%\$20,650,000\$1,125,0001736%LANAI - MOLOKAILanai914-36%\$700,000\$436,00061%\$12,634,000\$10,145,50025%Molokai271580%\$525,000\$475,00011%\$21,804,000\$6,603,500230%	Kaanapali	44	15	193%	\$2,380,750	\$1,900,000	25%	\$129,461,666	\$32,115,005	303%	
Napili/Kahana/Honokowai 52 18 189% \$1,143,250 \$1,100,000 4% \$81,662,300 \$44,247,890 85% Olowalu 3 1 200% \$7,050,000 \$1,125,000 527% \$20,650,000 \$1,125,000 1736% LANAI - MOLOKAI E	Kapalua	24	6	300%	\$4,010,000	\$2,625,000	53%	\$117,272,500	\$19,120,000	513%	
Olowalu 3 1 200% \$7,050,000 \$1,125,000 \$20,650,000 \$1,125,000 1736% LANAI - MOLOKAI Second	Lahaina	52	22	136%	\$2,315,000	\$1,366,375	69%	\$134,752,173	\$40,783,668	230%	
LANAI - MOLOKAI Lanai 9 14 -36% \$700,000 \$436,000 61% \$12,634,000 \$10,145,500 25% Molokai 27 15 80% \$525,000 \$475,000 11% \$21,804,000 \$6,603,500 230%	Napili/Kahana/Honokowai	52	18	189%	\$1,143,250	\$1,100,000	4%	\$81,662,300	\$44,247,890	85%	
Lanai 9 14 -36% \$700,000 \$436,000 61% \$12,634,000 \$10,145,500 25% Molokai 27 15 80% \$525,000 \$475,000 11% \$21,804,000 \$6,603,500 230%	Olowalu	3	1	200%	\$7,050,000	\$1,125,000	527%	\$20,650,000	\$1,125,000	1736%	
Molokai 27 15 80% \$525,000 \$475,000 11% \$21,804,000 \$6,603,500 230%	LANAI - MOLOKAI										
	Lanai	9	14	-36%	\$700,000	\$436,000	61%	\$12,634,000	\$10,145,500	25%	
MAUI SUMMARY 926 645 44% \$999,000 \$772,500 29% \$1,661,912,509 \$701,353,607 137%	Molokai	27	15	80%	\$525,000	\$475,000	11%	\$21,804,000	\$6,603,500	230%	
	MAUI SUMMARY	926	645	44%	\$999,000	\$772,500	29%	\$1,661,912,509	\$701,353,607	137%	

AUGUST 20	21 YTD NUM	IBER OF SA	ALES	AUGUST 2021 YTD TOTAL DOLLAR VOLUME					
DISTRICT	2021	2020	% Change	DISTRICT	2021	2020	% Change		
CENTRAL	245	222	10%	SOUTH	\$573,540,317	\$192,773,330	198%		
SOUTH	210	128	64%	WEST	\$483,798,639	\$137,391,563	252%		
WEST	175	62	182%	CENTRAL	\$207,226,208	\$158,295,733	31%		
UPCOUNTRY	152	129	18%	UPCOUNTRY	\$179,451,345	\$116,802,396	54%		
NORTH SHORE	100	71	41%	NORTH SHORE	\$176,642,000	\$76,153,585	132%		
LANAI/MOLOKAI	36	29	24%	LANAI/MOLOKAI	\$34,438,000	\$16,749,000	106%		
EAST	8	4	100%	EAST	\$6,816,000	\$3,188,000	114%		
TOTAL	926	645	44%	TOTAL	\$1,661,912,509	\$701,353,607	137%		

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www.FidelityMaui.com

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MAUI AUGUST 2021 YTD vs. AUGUST 2020 YTD

& LSCROW	OF HAWAII									
CONDOMINI YEAR-OVER-YEAR	UM	1,667 TOTAL NUMBER OF SALES 2021 842 98% TOTAL NUMBER OF SALES 2020			<pre>\$640,000 MEDIAN SALES PRICE 2021 \$575,000 MEDIAN SALES PRICE 2020</pre>			\$1,587,483,350 TOTAL DOLLAR VOLUME 2021 \$735,659,166 116% TOTAL DOLLAR VOLUME 2020		
	Nu	mber of	Sales	Medi	an Sales Pric	e	Total	Dollar Volum	e	
	2021	2020	%Change	2021	2020	%Change	2021	2020		
CENTRAL	2021	2020	%Change	2021	2020	%onange	2021	2020	%Change	
Kahakuloa	-	-	-	-	-	-	-	-	-	
Kahului	15	23	-35%	\$182,000	\$140,000	30%	\$3,864,000	\$3,564,200	8%	
Wailuku	93	55	69%	\$425,000	\$395,000	8%	\$43,071,089	\$23,629,198	82%	
EAST	00	00	0070	<i>Q</i> 120,000	4000,000	0,10	\$10,011,000	\$20,020,100	0270	
Hana	-	-	-	-	-	-	-	-	-	
Kaupo	_	-	-	-	-	-	-	-	_	
Keanae	-	-	-	-	-	-	-	-	_	
Kipahulu	-	-	-	-	-	-	-	-	_	
Nahiku	-	-	-	-	-	-	-	-	_	
NORTH SHORE										
Haiku	-	-	-	-	-	-	-	-	-	
Sprecks/Paia/Kuau	4	2	100%	\$602,500	\$461,500	31%	\$5,374,000	\$923,000	482%	
SOUTH										
Kihei	533	276	93%	\$545,000	\$486,250	12%	\$334,993,097	\$163,504,405	105%	
Maalaea	44	30	47%	\$480,000	\$383,750	25%	\$21,022,900	\$12,579,450	67%	
Maui Meadows	-	-	-	-	-	-	-	-	-	
Wailea/Makena	230	78	195%	\$1,448,500	\$1,432,500	1%	\$468,843,612	\$190,180,798	147%	
UPCOUNTRY										
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-	
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-	
Pukalani	4	5	-20%	\$697,500	\$675,000	3%	\$2,875,000	\$3,582,000	-20%	
WEST										
Honokohau	-	-	-	-	-	-	-	-	-	
Kaanapali	172	117	47%	\$967,500	\$1,250,000	-23%	\$223,130,400	\$169,130,031	32%	
Kapalua	105	18	483%	\$1,140,000	\$992,000	15%	\$197,357,782	\$29,845,000	561%	
Lahaina	119	102	17%	\$560,000	\$654,445	-14%	\$90,348,545	\$70,940,787	27%	
Napili/Kahana/Honokowai	311	118	164%	\$530,000	\$494,500	7%	\$184,910,905	\$61,682,797	200%	
Olowalu	-	-	-	-	-	-	-	-	-	
LANAI - MOLOKAI										
Lanai	2	3	-33%	\$2,387,500	\$850,000	181%	\$4,775,000	\$3,408,000	40%	
Molokai	35	15	133%	\$174,500	\$170,000	3%	\$6,917,020	\$2,689,500	157%	
MAUI SUMMARY	1,667	842	98%	\$640,000	\$575,000	11%	\$1,587,483,350	\$735,659,166	116%	

AUGUST 20	21 YTD NUM	IBER OF S	ALES	AUGUST 2021 YTD TOTAL DOLLAR VOLUME						
DISTRICT	2021	2020	% Change	DISTRICT	2021	2020	% Change			
SOUTH	807	384	110%	SOUTH	\$824,859,609	\$366,264,653	125%			
WEST	707	355	99%	WEST	\$695,747,632	\$331,598,615	110%			
CENTRAL	108	78	38%	CENTRAL	\$46,935,089	\$27,193,398	73%			
LANAI/MOLOKAI	37	18	106%	LANAI/MOLOKAI	\$11,692,020	\$6,097,500	92%			
NORTH SHORE	4	2	100%	NORTH SHORE	\$5,374,000	\$923,000	482%			
UPCOUNTRY	4	5	-20%	UPCOUNTRY	\$2,875,000	\$3,582,000	-20%			
EAST	-	-	-	EAST	-	-	-			
TOTAL	1,476	724	104%	TOTAL	\$1,408,308,612	\$562,556,688	150%			

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

www.FidelityMaui.com

MAUI REAL ESTATE REPORT **Fidelity** National Title[®] & ESCROW OF HAWAII

MAUI AUGUST 2021 YTD vs. AUGUST 2020 YTD

	OF HAWAII								
VACANT LA YEAR-OVER-YEAR	294 TOTAL NUMBER OF SALES 2021 107 175% TOTAL NUMBER OF SALES 2020			 \$675,000 MEDIAN SALES PRICE 2021 \$425,000 MEDIAN SALES PRICE 2020 			\$271,484,055 TOTAL DOLLAR VOLUME 2021 \$77,624,012 250% TOTAL DOLLAR VOLUME 2020		
	Nu	mber of	Sales	Media	an Sales Pric	e	Total	Dollar Volum	е
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL	2021	2020	//onlange	2021	2020	/ionange	2021	2020	/oonange
Kahakuloa	2	4	-50%	\$395,000	\$433,750	-9%	\$790,000	\$1,740,000	-55%
Kahului	-	1	-100%	-	\$225,000	-	-	\$225,000	-100%
Wailuku	26	10	160%	\$645,000	\$305,000	112%	\$20,404,500	\$3,819,500	434%
EAST				+;			+,,	+-,,	
Hana	14	5	180%	\$475,000	\$825,000	-42%	\$11,594,000	\$5,674,000	104%
Kaupo	2	-	-	\$462,500	-	-	\$925,000	-	-
Keanae	-	-	-	_	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	2	-	-	\$324,000	-	-	\$648,000	-	-
NORTH SHORE									
Haiku	29	29	0%	\$585,000	\$409,000	43%	\$23,582,520	\$15,708,087	50%
Sprecks/Paia/Kuau	1	2	-50%	\$1,565,000	\$2,275,000	-31%	\$1,565,000	\$4,550,000	-66%
SOUTH									
Kihei	3	3	0%	\$657,500	\$330,000	99%	\$1,834,500	\$1,570,000	17%
Maalaea	1	-	-	\$1,100,000	-	-	\$1,100,000	-	-
Maui Meadows	1	1	0%	\$500,000	\$455,000	10%	\$500,000	\$455,000	10%
Wailea/Makena	9	2	350%	\$1,550,000	\$705,000	120%	\$17,785,000	\$1,410,000	1161%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	36	24	50%	\$922,793	\$420,000	120%	\$37,083,320	\$20,806,850	78%
Makawao/Olinda/Haliimaile	23	5	360%	\$500,000	\$430,000	16%	\$28,592,934	\$3,083,000	827%
Pukalani	7	2	250%	\$425,000	\$382,500	11%	\$3,052,000	\$765,000	299%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	44	5	780%	\$575,000	\$370,000	55%	\$29,421,007	\$2,278,575	1191%
Kapalua	41	5	720%	\$925,000	\$800,000	16%	\$45,550,000	\$11,300,000	303%
Lahaina	14	3	367%	\$1,100,000	\$1,504,500	-27%	\$18,646,000	\$3,429,500	444%
Napili/Kahana/Honokowai	2	-	-	\$433,638	-	-	\$867,275	-	-
Olowalu	5	-	-	\$3,600,000	-	-	\$18,000,000	-	-
LANAI - MOLOKAI									
Lanai	4	-	-	\$1,175,000	-	-	\$4,795,000	-	-
Molokai	28	6	367%	\$130,000	\$107,500	21%	\$4,747,999	\$809,500	487%
MAUI SUMMARY	294	107	175%	\$675,000	\$425,000	59%	\$271,484,055	\$77,624,012	250%

AUGUST 20	21 YTD NUN	IBER OF SA	ALES	AUGUST 2021 YTD TOTAL DOLLAR VOLUME					
DISTRICT	2021	2020	% Change	DISTRICT	2021	2020	% Change		
WEST	106	13	715%	WEST	\$112,484,282	\$17,008,075	561%		
UPCOUNTRY	66	31	113%	UPCOUNTRY	\$68,728,254	\$24,654,850	179%		
LANAI/MOLOKAI	32	6	433%	NORTH SHORE	\$25,147,520	\$20,258,087	24%		
NORTH SHORE	30	31	-3%	SOUTH	\$21,219,500	\$3,435,000	518%		
CENTRAL	28	15	87%	CENTRAL	\$21,194,500	\$5,784,500	266%		
EAST	18	5	260%	EAST	\$13,167,000	\$5,674,000	132%		
SOUTH	14	6	133%	LANAI/MOLOKAI	\$9,542,999	\$809,500	1079%		
TOTAL	294	107	175%	TOTAL	\$271,484,055	\$77,624,012	250%		

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

www.FidelityMaui.com

MAUI REAL ESTATE REPORT Fidelity National Title & ESCROW OF HAWAII

MAUI | AUGUST 2 AUGUST 2021 YTD vs. AUGUST 2020 YT

41%

132%

100%

482%

-3% 24%

EAST

8

\$6,816,000

18

\$13,167,000

100%

114%

260%

132%

Total Dollar Transactions

Total Dollar Transactions

Total Dollar Transactions

ENGLISHA REALES

18%

54%

-20%

-20%

113%

179%

	C	ENTRA	\L			NORT	I SHORE	
	HOMES					HOMES		
3	Number of Sales		245	10%		Number of Sales	100	41
1000	Total Dollar Transaction	is \$20	7,226,208	31%		Total Dollar Transactions	\$176,642,000	132
	CONDOS					CONDOS		
	Number of Sales		108	38%		Number of Sales	4	100
5	Total Dollar Transaction	is \$46	6,935,089	73%	-	Total Dollar Transactions	\$5,374,000	482
	LAND				1	LAND		
	Number of Sales		28	87%		Number of Sales	30	-39
1	Total Dollar Transaction	is \$21	1,194,500	266%	7	Total Dollar Transactions	\$25,147,520	24
	VECT	0 E			/	- Assol Alter	1 and the second	
	VEST	and the second se		1		1 14-2-19/2	HOMES	1.1.
HOMES	475	182%		4		_ ==	HOMES	19P
Number of Sales Total Dollar Transactions	175	and the state of the		5		NE REAL P	Number of Sal	
CONDOS	\$483,798,639	252%		V			Total Dollar Tra	ansacu
Number of Sales	707	99%				and b	Number of Sal	00
Total Dollar Transactions	\$695,747,632	110%					Total Dollar Tra	
LAND	\$033,7 <i>41</i> ,032	110 /8		1			LAND	ansactiv
Number of Sales	106	715%	1			6	Number of Sal	es
Total Dollar Transactions	\$112,484,282	561%	1				Total Dollar Tra	
			1				AN HOUSE	99 (S)
		SOUTH			-	UPCO	UNTRY	
	HOMES				124	HOMES		
	Number of Sales		210	64%	1	Number of Sales	152	18
	Total Dollar Transaction	ns \$57	3,540,317	198%		Total Dollar Transactions	\$179,451,345	54
	CONDOS					CONDOS		
	Number of Sales		807	110%		Number of Sales	4	-20
	Total Dollar Transaction	is \$82	4,859,609	125%		Total Dollar Transactions	\$2,875,000	-20
	LAND					LAND		
	Number of Sales		14	133%		Number of Sales	66	113
	Total Dollar Transactior	is \$2 1	1,219,500	518%		Total Dollar Transactions	\$68,728,254	179
		TRAL kuloa, Kahului,	Wailuku			DUTH ei, Maalaea, Maui Meadows, Wa	ilea /Makena	
	EAS		Walloko		_	COUNTRY	nicu makena	
		, Kaupo, Kipah	ulu, Nahiku		_	a/Ulupalakua/Kanaio, Makawa	o/Olinda/Haliimaile, Pul	kalani
Source: Realtors Association of Maui www.RAMaui.com		RTH SHORE u, Sprecklesville	/Paia/Kuau			EST anapali, Kapalua, Lahaina, Napil	i/Kahana/Honokowai, C	Olowalu
RESI	DENTIAL		(IDO	MINIUM	VA	
TO	P 10 AREAS				TOP 10	AREAS		T
Tofal	Dollar Volume			T	otal Dollc	ar Volume		Tot
Wailea/Makena	\$291.	,018,217	Waile	a/Maken	α	\$468,843,612	2 Kapalua	
Kihei		,555,600	Kihei			\$334,993,097		alakuc
Lahaina	\$134	,752,173	Kaano	apali		\$223,130,400) Kaanapali	

kinei	\$235,555,600
Lahaina	\$134,752,173
Wailuku	\$132,227,608
Kaanapali	\$129,461,666
Kapalua	\$117,272,500
Haiku	\$103,398,500
Kula/Ulupalakua/Kanaio	\$96,202,000
Napili/Kahana/Honokowai	\$81,662,300
Kahului	\$73,458,600

Kapalua Napili/Kahana/Honokowai Lahaina Wailuku Maalaea Molokai Spreckelsville/Paia/Kuau

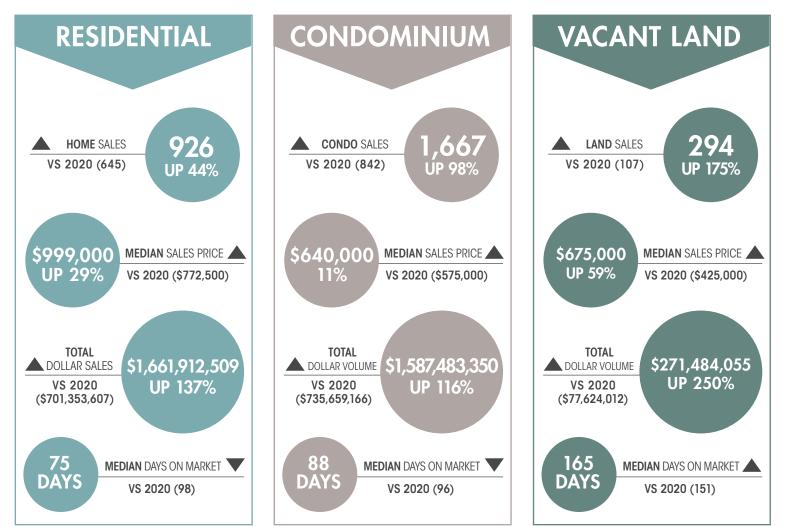
\$468,843,612 \$334,993,097 \$223,130,400 \$197,357,782 \$184,910,905 \$90,348,545 \$43,071,089 \$21,022,900 \$6,917,020 \$5,374,000

AND TOP 10 AREAS Total Dollar Volume

Kapalua	\$45,550,000
Kula/Ulupalakua/Kanaio	\$37,083,320
Kaanapali	\$29,421,007
Makawao/Olinda/Haliimaile	\$28,592,934
Haiku	\$23,582,520
Wailuku	\$20,404,500
Lahaina	\$18,646,000
Olowalu	\$18,000,000
Wailea/Makena	\$17,785,000
Hana	\$11,594,000

MAUI AUGUST 2021 YTD vs. AUGUST 2020 YTD





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 CONVEYA	NCE TAX		
CONSIDER	ATION PAID	Scale #1: Applies to all transfers or conveyanceof realty or	Scale #2:		
At Least But Less Thar		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 Millio	n 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.

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.

^{*}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.

Fidelity National Title & ESCROW OF HAWAII

2021-2022

MAUI COUNTY Real Property Tax Rates

For Fiscal Year: July 1, 2021 to June 30, 2022 Per \$1,000 of net taxable assessed valuation

Owner Occupied - Tier 1	\$2.41
Owner Occupied - Tier 2	\$2.51
Owner Occupied - Tier 3	\$2.71
Non-Owner Occupied - Tier 1	\$5.45
Non-Owner Occupied - Tier 2	\$6.05
Non-Owner Occupied - Tier 3	\$8.00
Apartment	\$5.55
Commercial	\$6.29
Industrial	\$7.20
Agricultural	\$5.94
Conservation	\$6.43
Hotel & Resort	\$11.75
Timeshare	\$14.60
Short-Term Rental - Tier 1	\$11.11
Short-Term Rental - Tier 2	\$11.15
Short-Term Rental - Tier 3	\$11.20
Commercialized Residential	\$4.40

*** HONOLULU COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Agriculture	\$5.70
Bed and Breakfast Home	\$6.50
Commercial	\$12.40
Hotel/Resort	\$13.90
Industrial	\$12.40
Preservation	\$5.70
Public Service	\$0.00
Residential (Principal Resident)	\$3.50
Residential A-Tier 1 Tax rate applied to the net taxable valuation of the property up to \$1,000,000	\$4.50
Residential A - Tier 2 Tax rate applied to the net taxable valuation of the property in excess of \$1,000,000	\$10.50
Vacant Agriculture	\$8.50

Important Dates

August 20 - First half year tax payments due
December 31 - Deadline for filing exemption claims and ownership documents which affect the tax year
February 20 - Second half year tax payments due

Tier 1 Up to \$800,000 **Tier 2** \$800,001 to \$1,500,000 **Tier 3** Over \$1,500,000

*****NOTE:** Depending on the classification, if assessed value is over \$800k it will trigger more than 1 Tier. Example: For a \$3M assessment. \$800K would be Tier 1, \$700K would be Tier 2, balance of \$1.5M would be Tier 3, (The total of Tier 1 + Tier 2 cannot exceed \$1.5M - Balance of assessed value goes into Tier 3)

**Go to https://www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes

HAWAI'I COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Affordable Rental Housing	\$6.15
Agriculture/Native Forest	\$9.35
Apartment	\$11.70
Commercial	\$10.70
Conservation	\$11.55
Homeowner	\$6.15
Hotel/Resort	\$11.55
Industrial	\$10.70
Residential (Less than \$2M)	\$11.10
Residential (Over \$2M)	\$13.60

*** KAUAI COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Agriculture	\$6.75
Commercial	\$8.10
Commercial Home Use	\$5.05
Conservation	\$6.75
Homestead	\$3.05
Hotel/Resort	\$10.85
Industrial	\$8.10
Residential	\$6.05
Residential Investor	\$9.40
Vacation Rental	\$9.85

***Kauai and Oahu Only Important Dates August 20 - First half year tax payments due September 30 - Deadline for filing exemption claims and ownership documents which affect the tax year

February 20 - Second half year tax payments due



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

 8 Experienced Officers | 2 Sales Executives | 258 Years of Combined Experience

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