#### **OAHU** REAL ESTATE REPORT OAHU | 3RD QUARTER 2023 YTD VS. 2022 YTD Fidelity National Title & ESCROW OF HAWAII 84 LEEWARD WEST NORTH SHORE Ewa, Ewa Beach 96706 96712 Waialua, Haleiwa, North Shore, Kawailoa, 96707 Ko Olina, Campbell Ind. Park, Waimea Bay, Pupukea, Sunset Beach Makakilo, Kapolei, Ewa 96717 Waialua, Hauula, Punaluu **NORTH** 96792 Makaha, Maili, Nanakuli, 96731 Kuilima, Kahuku, Malaekahana SHORE Waianae, Lualualei, Pokai Bay 96762 Malaekahana, Kahuku, Laie, Hauula Kunia, Waikele, Waipahu 96797 96791 Mokuleia, Waial 53 562 31 WINDWARD 96730 Kaaawa, Kualoha 1,413 96734 Kailua 2% 96744 Kaneohe **WINDWARD** Waimanalo 96795 **LEEWARD** 346 . **EAST OAHU WEST** St. Louis Heights, Palolo, Kapahulu, Kaimuki, 96816 216 Diamond Head, Maunalani Heights, 774 Waialae- Kahala, Kahala 639 96821 Waialae Nui Rdge, Waialae Iki, Kalani Iki, Aina 10% Haina, Wailupe, Niu Valley, Kuliouou 96825 Waialae Iki Ridge, Niu Valley, Kuliouou, Hawaii Kai, Haunama Bay, Sandy Beach 25% **LEEWARD EAST** 359 294 **METRO OAHU** 444 **EAST LEEWARD EAST** 311 **OAHU** 96701 Aiea 13% 96782 Pearl City 2,110 207 Wahiawa 96786 Mililani Town, Mililani Mauka, 96789 $\blacksquare$ 152 Laulani Valley 44% 96797 Waipio 6% Number of Recorded transactions METRO OAHU from January 1, 2023 - September 30, 2023 Nuuanu, Chinatown, Downtown, Punchbowl, Pauoa, Makiki, Pacific Heights, Kinau, Ward, Kakaako, Ala Moana, Kapiolani, Moilili, Waikiki 96813 96814 McCully (Ward Ave. - Kalakaua Ave.), Punchbowl, Pawaa, Makiki, Kapio, Kinau, Ward, Kakaako, Holiday Mart, Ala Moana, Waikiki Single Family Homes 96815 Holiday Mart, Ala Moana, Waikiki, Kapahulu, Diamond Head 96817 Kalihi, Dillingham, Palama, Chinatown, Downtown, Alewa, Kapalama, Liliha, Kuakini, Makiki, Nuuanu, Kamehameha Heights, Condominiums Dowsett, Old Pali, Puunui 96818 Halawa, Salt Lake, Aliamanu, Foster Village % of Closed Sales by Districts through September 30, 2023 96819 Salt Lake, Moanalua, Moanalua Gardens, Moanalua Valley, Kalihi Valley, Kapalama Makiki, Punchbowl, Punahou, Manoa, Ala Moana, Kapiolani, Moiliili 96822 96826 Makiki, Punahou, Kapiolani, Manoa, McCully, Pawaa, Moiliili, Kapahulu, St. Louis, University, Waikiki, Waialae Nui Valley, Diamond Head https://www.hicentral.com/market-press-releases.php



#### **OAHU** REAL ESTATE REPORT



# OAHU | **3RD QUARTER**

2023

\$1,525,000

\$1.050.000

\$857,000

\$3,750,000

\$890,000

\$1,272,500

\$1,050,000

**Median Sales Price** 

2022

\$1,497,000

SEP 2023 vs. SEP 2022

Change

2%



SINGLE FAMILY HOMES

September 2023 vs. September 2022

**HOME SALES** 232 **DOWN 17%** 

VS 2022 (278)

**MEDIAN** SALES PRICE

\$1,050,000 **DOWN 5%** 

VS 2022 (\$1,100,000)

**MEDIAN** DAY ON THE **MARKET** 

**20 UP 11%** 

VS 2022 (18)

	404	CALEC
IUP	1 U #	SALES
		 1000

Single Family Homes	2023	2022	% Change
Ewa Plain	52	51	2%
Makaha - Nanakuli	21	22	-5%
Pearl City - Aiea	19	22	-14%
Kapahulu - Diamond Head	15	23	-35%
Hawaii Kai	14	11	27%
Waipahu	14	10	40%
Kailua - Waimanalo	13	27	-52%
Kaneohe	12	17	-29%
Makiki - Moiliili	10	11	-9%
Mililani	10	19	-47%

#### SINGLE FAMILY **HOMES** Aina Haina - Kuliouou Α

Pearl City - Aiea

Waialae - Kahala

Windward Coast

SUMMARY

Wahiawa

Waikiki Waipahu

Downtown - Nuuanu	6	
Ewa Plain	52	
Hawaii Kai	14	
Kailua - Waimanalo	13	
Kalihi - Palama	9	

Ala Moana - Kakaako	2	-	-	\$1,241,000	-	-
Downtown - Nuuanu	6	5	20%	\$1,082,500	\$1,400,000	-23%
Ewa Plain	52	51	2%	\$860,000	\$870,000	-1%
Hawaii Kai	14	11	27%	\$1,440,000	\$1,640,000	-12%
Kailua - Waimanalo	13	27	-52%	\$1,695,000	\$1,575,000	8%
Kalihi - Palama	9	13	-31%	\$870,000	\$875,000	-1%
Kaneohe	12	17	-29%	\$1,150,000	\$1,250,000	-8%
Kapahulu - Diamond Head	15	23	-35%	\$1,300,000	\$1,220,000	7%
Makaha - Nanakuli	21	22	-5%	\$580,000	\$656,000	-12%
Makakilo	3	7	-57%	\$1,050,000	\$1,050,000	0%
Makiki - Moiliili	10	11	-9%	\$1,755,000	\$1,310,000	34%
Mililani	10	19	-47%	\$1,171,500	\$1,110,000	6%
Moanalua - Salt Lake	3	9	-67%	\$1,402,000	\$1,200,000	17%
North Shore	6	7	-14%	\$1,857,500	\$1,050,000	77%

**Number of Sales** 

Change

-56%

SEP 2023 vs. SEP 2022

2022

9

2023

4

19

10

7

14

2

232

22

2

10

10

3

278

-14%

400%

-30%

40%

-33%

-17%

## CONDOMINIUM

## September 2023 vs. September 2022

**HOME SALES** 376 **DOWN 24%** VS 2022 (496)

**MEDIAN** SALES PRICE

\$532,500 **UP 6%** 

VS 2022 (\$502,500)

**MEDIAN** DAY ON THE **MARKET** 

**UP 50%** 

VS 2022 (14)

#### **Number of Sales** SEP 2023 vs. SEP 2022

#### Median Sales Price

\$1.012.500

\$732,500

\$2,425,000

\$879.500

\$900.000

\$1,100,000

4%

17%

55%

1%

41%

-5%

SEP 2023 vs. SEP 2022

## **TOP 10 # OF SALES**

_	-	_				
RY	N	FI	GH	ROR	HC	OD

Condominium	2023	2022	% Change
Waikiki	75	92	-18%
Ala Moana - Kakaako	49	58	-16%
Makiki - Moiliili	43	42	2%
Ewa Plain	35	45	-22%
Downtown - Nuuanu	30	45	-33%
Pearl City - Aiea	27	28	-4%
Makaha - Nanakuli	18	15	20%
Mililani	18	37	-51%
Hawaii Kai	14	12	17%
Waipahu	14	23	-39%

	SEP	2023 VS.	SEP 2022		SEP 2023 VS. 3	SEP 2022
NEIGHBORHOOD	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliouou	-	-	-	-	-	-
Ala Moana - Kakaako	49	58	-16%	\$735,000	\$695,000	6%
Downtown - Nuuanu	30	45	-33%	\$544,000	\$470,000	16%
Ewa Plain	35	45	-22%	\$700,000	\$705,000	-1%
Hawaii Kai	14	12	17%	\$862,500	\$745,000	16%
Kailua - Waimanalo	8	9	-11%	\$1,032,500	\$757,000	36%
Kalihi - Palama	12	11	9%	\$380,750	\$420,000	-9%
Kaneohe	11	24	-54%	\$589,000	\$817,000	-28%
Kapahulu - Diamond Head	1	8	-88%	\$1,795,000	\$687,500	161%
Makaha - Nanakuli	18	15	20%	\$252,500	\$289,000	-13%
Makakilo	6	8	-25%	\$576,500	\$528,000	9%
Makiki - Moiliili	43	42	2%	\$439,000	\$415,000	6%
Mililani	18	37	-51%	\$495,000	\$560,000	-12%
Moanalua - Salt Lake	9	27	-67%	\$455,000	\$428,000	6%
North Shore	1	4	-75%	\$440,000	\$930,000	-53%
Pearl City - Aiea	27	28	-4%	\$500,000	\$432,500	16%
Wahiawa	3	3	0%	\$340,000	\$261,590	30%
Waialae - Kahala	2	3	-33%	\$618,500	\$650,000	-5%
Waikiki	75	92	-18%	\$507,500	\$437,000	16%
Waipahu	14	23	-39%	\$438,000	\$497,000	-12%
Windward Coast	-	2	-100%	-	\$308,750	-
SUMMARY	376	496	-24%	\$532.500	\$502.500	6%

<sup>\*</sup>Source: https://www.hicentral.com/market-press-releases.php

## **OAHU** REAL ESTATE REPORT



# OAHU | 3RD QUARTER 2023 YID VS. 2022 YID



**1,985**HOMES SOLD
2023

2,858 -31%

HOMES SOLD 2022

-

\$1,050,000

MEDIAN SALES PRICE

2023

\$1,110,500 **-5%** 

MEDIAN SALES PRICE

2022

22

MEDIAN DAYS ON THE MARKET

2023 **11** 

100%

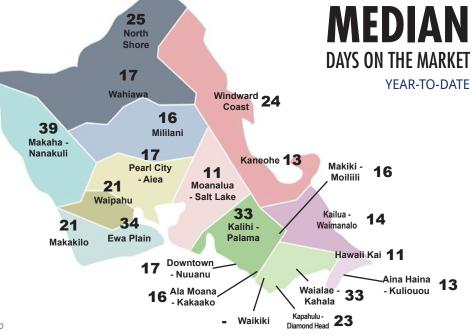
MEDIAN DAYS ON THE MARKET

2022

SINGLE FAMILY		Number of Sa	les		Median Sales P	rice
HOMES	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliouou	54	69	-22%	\$1,600,000	\$1,740,000	-8%
Ala Moana - Kakaako	6	6	0%	\$1,243,750	\$1,362,500	-9%
Downtown - Nuuanu	38	64	-41%	\$1,123,500	\$1,325,000	-15%
Ewa Plain	378	582	-35%	\$890,000	\$931,000	-4%
Hawaii Kai	95	146	-35%	\$1,450,000	\$1,637,850	-11%
Kailua - Waimanalo	194	266	-27%	\$1,600,000	\$1,578,500	1%
Kalihi - Palama	72	111	-35%	\$900,000	\$938,000	-4%
Kaneohe	121	162	-25%	\$1,150,000	\$1,250,000	-8%
Kapahulu - Diamond Head	100	168	-40%	\$1,355,000	\$1,366,250	-1%
Makaha - Nanakuli	190	235	-19%	\$667,500	\$705,000	-5%
Makakilo	75	122	-39%	\$1,020,000	\$998,000	2%
Makiki - Moiliili	69	102	-32%	\$1,510,000	\$1,600,000	-6%
Mililani	108	160	-33%	\$1,067,500	\$1,096,746	-3%
Moanalua - Salt Lake	26	42	-38%	\$1,272,500	\$1,200,500	6%
North Shore	53	91	-42%	\$1,400,000	\$1,720,000	-19%
Pearl City - Aiea	140	172	-19%	\$965,500	\$1,070,500	-10%
Vahiawa	46	64	-28%	\$840,000	\$900,000	-7%
Waialae - Kahala	58	73	-21%	\$2,471,000	\$2,500,000	-1%
Vaikiki	-	1	-100%	-	\$1,500,000	-
Vaipahu	131	178	-26%	\$910,000	\$956,500	-5%
Vindward Coast	31	44	-30%	\$1,150,000	\$1,212,500	-5%
SUMMARY	1,985	2,858	-31%	\$1,050,000	\$1,110,500	-5%

#### **Homes** 2023 2022 % Change 378 582 -35% **Ewa Plain** Kailua --27% 194 266 Waimanalo Makaha -235 190 -19% Nanakuli Pearl City -172 -19% 140 Aiea Waipahu 131 178 -26% 162 -25% Kaneohe 121 Mililani 108 160 -33% Kapahulu --40% 100 168 **Diamond Head** Hawaii Kai 95 146 -35%

TOP 10 # OF SALES
BY NEIGHBORHOOD



\*Source: https://www.hicentral.com/market-press-releases.php

122

-39%

75

Makakilo

#### **OAHU** REAL ESTATE REPORT



# OAHU | 3RD QUARTER S



**3,592**CONDOS SOLD
2023

5,218
CONDOS SOLD

2022

**-31**%

\$505,000

MEDIAN SALES PRICE

2023

\$510,000 MEDIAN SALES PRICE

2022

20

MEDIAN DAYS ON THE MARKET

2023

12

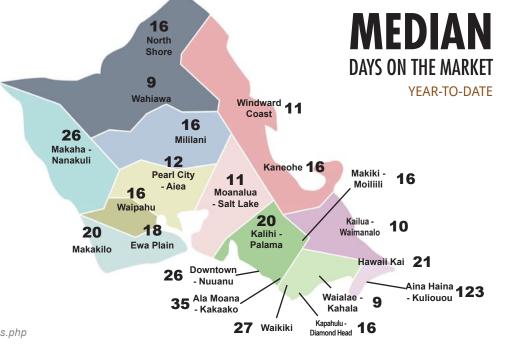
**67**%

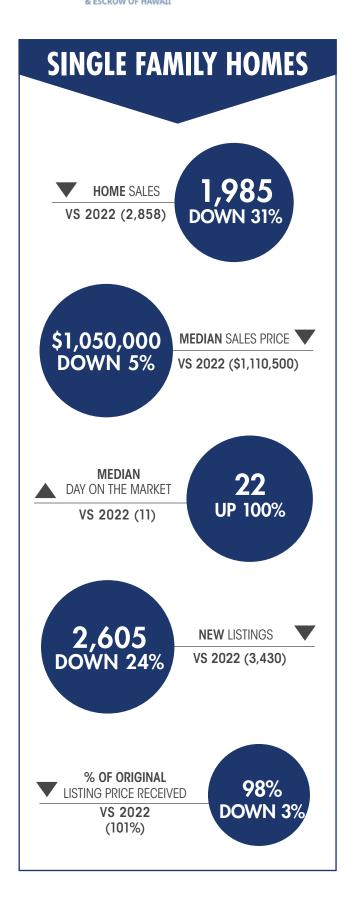
MEDIAN DAYS ON THE MARKET

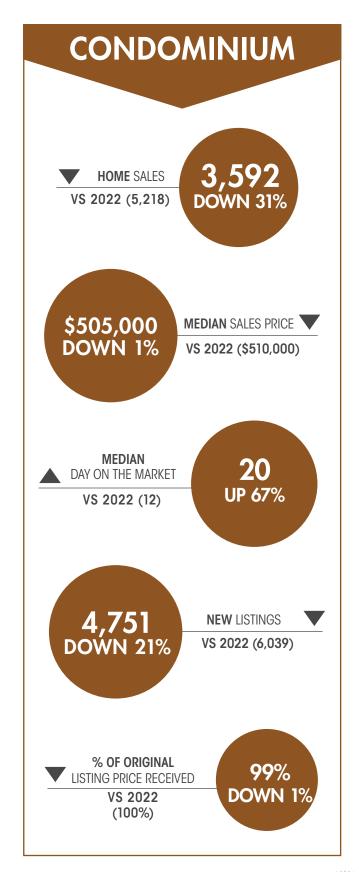
2022

		Number of Sa	les		Median Sales F	rice
CONDOMINIUM	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliouou	1	3	-67%	\$655,000	\$808,000	-19%
Ala Moana - Kakaako	412	600	-31%	\$690,000	\$753,500	-8%
Downtown - Nuuanu	250	414	-40%	\$562,500	\$540,000	4%
Ewa Plain	310	488	-36%	\$675,000	\$690,000	-2%
Hawaii Kai	119	160	-26%	\$849,000	\$832,500	2%
Kailua - Waimanalo	87	83	5%	\$754,500	\$760,000	-1%
Kalihi - Palama	84	109	-23%	\$400,000	\$410,000	-2%
Kaneohe	110	176	-38%	\$670,000	\$710,000	-6%
Kapahulu - Diamond Head	48	79	-39%	\$895,000	\$650,000	38%
Makaha - Nanakuli	125	181	-31%	\$250,000	\$247,000	1%
Makakilo	86	125	-31%	\$551,000	\$554,000	-1%
Makiki - Moiliili	378	583	-35%	\$409,000	\$410,000	0%
Mililani	228	315	-28%	\$510,000	\$527,500	-3%
Moanalua - Salt Lake	120	216	-44%	\$440,000	\$447,250	-2%
North Shore	31	57	-46%	\$810,000	\$826,200	-2%
Pearl City - Aiea	198	315	-37%	\$470,000	\$470,000	0%
Wahiawa	18	26	-31%	\$327,000	\$271,795	20%
Waialae - Kahala	32	49	-35%	\$631,250	\$620,000	2%
Waikiki	818	1,044	-22%	\$420,000	\$429,000	-2%
Waipahu	118	175	-33%	\$499,000	\$510,000	-2%
Windward Coast	19	20	-5%	\$155,000	\$422,000	-63%
SUMMARY	3,592	5,218	-31%	\$505,000	\$510,000	-1%













# Conveyance Tax Law

# STATE OF HAWAII

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							
CONSIDERA	ATION PAID	Scale #1:	Scale #2:				
At Least	But Less Than	Applies to all transfers or conveyance of realty or any interest therein, except for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowners' exemption.	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)	(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.



# 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)	Х	
Lien Report* if applicable	Χ	
Financing Statement*, if applicable	Χ	
Escrow Fees*	Χ	X
THIRD PARTY FEES:		
Cost of Drafting Mortgage and Note or Agreement of Sale	Χ	
Cost of Drafting Conveyance Documents & Bills of Sale		Х
Cost of Obtaining Buyer's Consents	Х	
Cost of Obtaining Seller's Consents (e.g., Lessor's Consent)		Х
Buyers Notary Fees, if applicable	Χ	
Seller's Notary Fees, if applicable		Х
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)		Х
Required Staking or Survey		Х
Homeowner's Condominium Documents, if applicable		Х
Condominium and Association Ownership Transfer Fees	Χ	
FHA or VA Discount Points and any Mortgage Fees	Χ	
FHA or VA Mandatory Closing Fees		Х
Conveyance Tax		Х
FIRPTA (Federal Withholding, if applicable)		Х
HARPTA (State Withholding, if applicable)		Х

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.



ANNOUNCEMENT UPDATE for HARPTA increase for Hawaii Real Property occuring on or after September 15, 2018

# Tax Act

# 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

# 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

For More Information Visit: https://hawaiipropertytax.com/tax\_rates.html

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ttawaii Sales Ieam

## **Maui County**

2023-2024

CLASS	All rates are per \$1,000 of net taxable assessed valuation	
Owner-Occup	pied	
Tier 1, Up to	\$1 Million	\$1.90
Tier 2, \$1,000,001 to \$3 Million		\$2.00
Tier 3, More	e Than \$3 Million	\$2.75
Non-Owner-C	Occupied	
Tier 1, Up to	\$1 Million	\$5.85
Tier 2, \$1,00	00,001 to \$4.5 Million	\$8.00
Tier 3, More	e Than \$4.5 Million	\$12.50
Apartment		\$3.50
Hotel And Re	sort	\$11.75
Time Share		\$14.60
Transient Vacation Rental/Short-Term Rental Home		\$11.85
Long-Term Re	ental	
Tier 1, Up to	\$1 Million	\$3.00
Tier 2, \$1,00	00,001 to \$3 Million	\$5.00
Tier 3, More	e Than \$3 Million	\$8.00
Agricultural		\$5.74
Conservation		\$6.43
Commercial		\$6.05
Industrial		\$7.05
Commercializ	zed 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**  $2^{nd}$  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

