

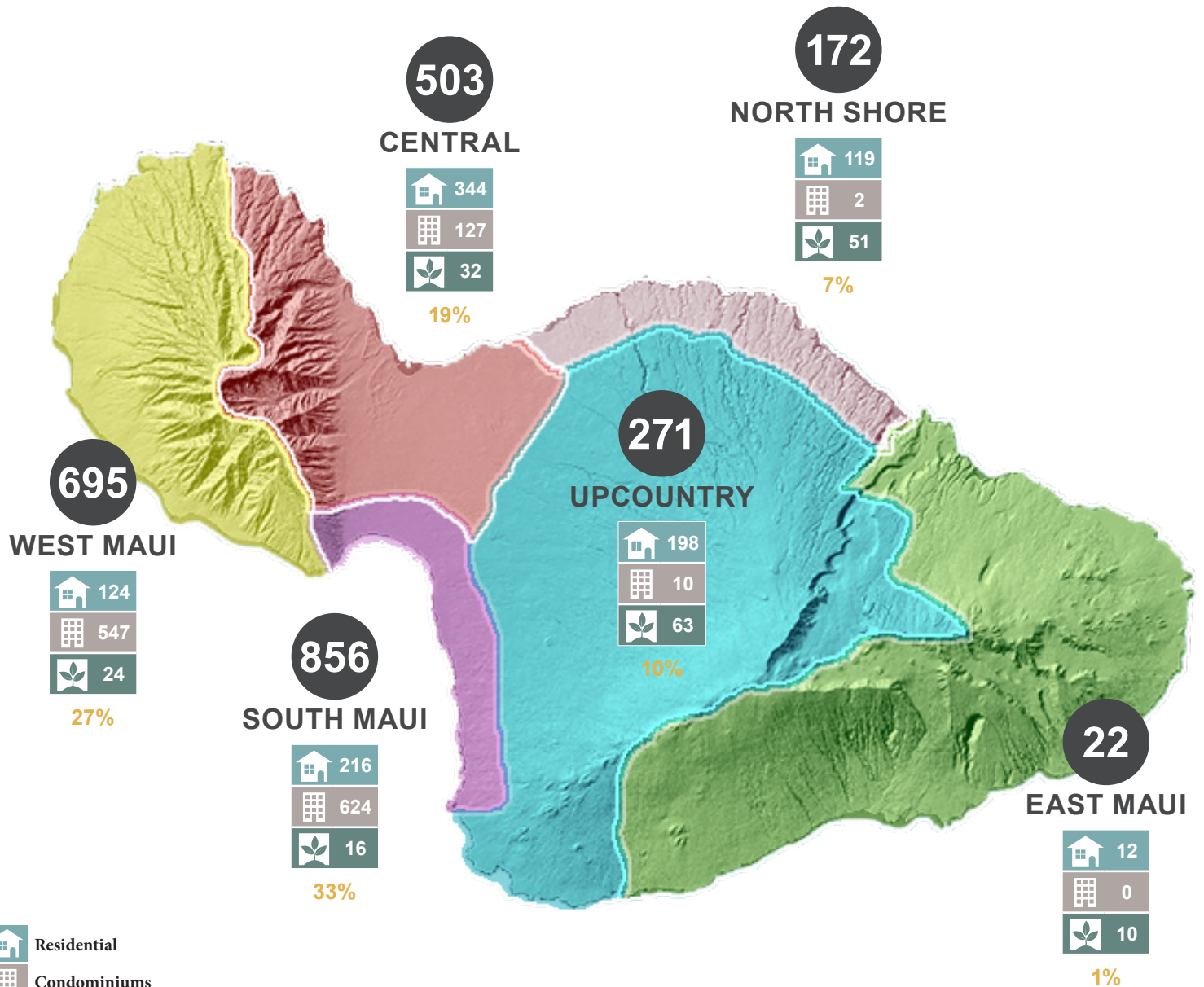
MAUI REAL ESTATE REPORT

Fidelity National Title
& ESCROW OF HAWAII

MAUI | YEAR END

Year End 2020 vs. Year End 2019

2020



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

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			MEDIAN DAYS ON MARKET
HOMES	41%	1,055	▼	-6%	\$795,575	▲	7%	93
CONDO	51%	1,336	▼	-17%	\$570,000	▲	11%	97
LAND	8%	206	▲	17%	\$475,000	▼	-5%	141

YTD NUMBER OF UNITS RECORDED				YTD TOTAL DOLLAR VOLUME		
South	856	-19%		South	\$888,709,836	-9%
West	695	-10%		West	\$818,299,544	5%
Central	503	-10%		Central	\$310,739,169	-4%
Upcountry	271	1%		Upcountry	\$242,186,046	4%
North Shore	172	14%		North Shore	\$166,268,226	16%
Lanai/Molokai	78	18%		Lanai/Molokai	\$32,385,500	39%
East	22	5%		East	\$22,442,500	22%
TOTAL	2,597	-11%		TOTAL	\$2,481,030,821	-1%

% of Closed Sales by Districts through December 31, 2020

Number of Recorded transactions from January 1, 2020 – December 31, 2020

RESIDENTIAL

 YEAR-OVER-YEAR

1,055

TOTAL NUMBER OF SALES

2020

1,120

TOTAL NUMBER OF SALES

2019

-6%
\$795,575

MEDIAN SALES PRICE

2020

\$741,178

MEDIAN SALES PRICE

2019

7%
\$1,241,226,745

TOTAL DOLLAR VOLUME

2020

\$1,210,499,802

TOTAL DOLLAR VOLUME

2019

3%

Number of Sales

Median Sales Price

Total Dollar Volume

	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
CENTRAL									
Kahakuloa	-	1	-100%	-	\$695,000	-	-	\$695,000	-100%
Kahului	116	128	-9%	\$689,000	\$665,000	4%	\$82,207,370	\$87,000,550	-6%
Wailuku	228	249	-8%	\$730,550	\$675,000	8%	\$169,192,801	\$167,663,889	1%
EAST									
Hana	10	9	11%	\$905,000	\$786,677	15%	\$13,575,000	\$11,124,377	22%
Kaupo	1	-	-	\$230,500	-	-	\$230,500	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	1	-	-	\$795,000	-	-	\$795,000	-	-
NORTH SHORE									
Haiku	99	92	8%	\$950,000	\$814,000	17%	\$113,068,239	\$92,182,343	23%
Sprecks/Paia/Kuau	20	16	25%	\$850,000	\$1,411,563	-40%	\$18,880,900	\$30,259,125	-38%
SOUTH									
Kihei	157	169	-7%	\$840,000	\$795,000	6%	\$168,429,113	\$167,769,995	0%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	25	23	9%	\$1,200,000	\$1,375,000	-13%	\$34,342,800	\$32,330,000	6%
Wailea/Makena	34	35	-3%	\$2,850,000	\$2,500,000	14%	\$134,418,777	\$161,730,322	-17%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	73	79	-8%	\$997,000	\$985,000	1%	\$83,044,263	\$87,192,945	-5%
Makawao/Olinda/Haliimaile	75	83	-10%	\$687,500	\$680,000	1%	\$61,663,300	\$69,659,385	-12%
Pukalani	50	60	-17%	\$774,450	\$715,000	8%	\$42,493,233	\$48,745,650	-13%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	28	25	12%	\$2,050,000	\$1,700,000	21%	\$63,823,503	\$54,882,772	16%
Kapalua	17	19	-11%	\$3,500,000	\$2,550,000	37%	\$90,787,000	\$48,554,020	87%
Lahaina	47	59	-20%	\$1,180,000	\$850,000	39%	\$82,692,556	\$84,235,999	-2%
Napili/Kahana/Honokowai	31	33	-6%	\$1,055,500	\$960,000	10%	\$57,313,390	\$46,166,430	24%
Olowalu	1	1	0%	\$1,125,000	\$2,800,000	-60%	\$1,125,000	\$2,800,000	-60%
LANAI - MOLOKAI									
Lanai	16	10	60%	\$442,500	\$455,000	-3%	\$11,090,500	\$5,508,000	101%
Molokai	26	29	-10%	\$470,500	\$330,000	43%	\$12,053,500	\$11,999,000	1%
MAUI SUMMARY	1,055	1,120	-6%	\$795,575	\$741,178	7%	\$1,241,226,745	\$1,210,499,802	3%

YEAR END 2020 YTD NUMBER OF SALES

YEAR END 2020 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2020	2019	% Change	DISTRICT	2020	2019	% Change
CENTRAL	344	378	-9%	SOUTH	\$337,190,690	\$361,830,317	-7%
SOUTH	216	227	-5%	WEST	\$295,741,449	\$236,639,221	25%
UPCOUNTRY	198	222	-11%	CENTRAL	\$251,400,171	\$255,359,439	-2%
WEST	124	137	-9%	UPCOUNTRY	\$187,200,796	\$205,597,980	-9%
NORTH SHORE	119	108	10%	NORTH SHORE	\$131,949,139	\$122,441,468	8%
LANAI/MOLOKAI	42	39	8%	LANAI/MOLOKAI	\$23,144,000	\$17,507,000	32%
EAST	12	9	33%	EAST	\$14,600,500	\$11,124,377	31%
TOTAL	1,055	1,120	-6%	TOTAL	\$1,241,226,745	\$1,210,499,802	3%

CONDOMINIUM

YEAR-OVER-YEAR

1,336

TOTAL NUMBER OF SALES

2020

1,609

TOTAL NUMBER OF SALES

2019

-17%
\$570,000

MEDIAN SALES PRICE

2020

\$516,000

MEDIAN SALES PRICE

2019

11%
\$1,087,186,564

TOTAL DOLLAR VOLUME

2020

\$1,127,287,944

TOTAL DOLLAR VOLUME

2019

-4%

Number of Sales

Median Sales Price

Total Dollar Volume

	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	34	33	3%	\$139,000	\$135,000	3%	\$5,163,200	\$5,410,750	-5%
Wailuku	93	126	-26%	\$400,000	\$415,000	-4%	\$40,074,798	\$53,275,645	-25%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	2	3	-33%	\$461,500	\$370,000	25%	\$923,000	\$1,241,000	-26%
SOUTH									
Kihei	444	645	-31%	\$486,250	\$450,000	8%	\$261,382,733	\$337,725,812	-23%
Maalaea	46	29	59%	\$444,500	\$463,000	-4%	\$21,242,450	\$13,834,500	54%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	134	133	1%	\$1,300,000	\$1,199,000	8%	\$246,944,963	\$189,863,001	30%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	10	6	67%	\$645,000	\$620,000	4%	\$6,731,900	\$3,785,000	78%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	159	168	-5%	\$1,050,000	\$952,500	10%	\$212,877,531	\$205,331,916	4%
Kapalua	40	61	-34%	\$1,162,500	\$1,050,000	11%	\$68,617,500	\$124,027,800	-45%
Lahaina	157	123	28%	\$595,000	\$560,000	6%	\$114,220,002	\$69,305,186	65%
Napili/Kahana/Honokowai	191	263	-27%	\$490,000	\$450,000	9%	\$101,635,487	\$118,864,679	-15%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	3	3	0%	\$850,000	\$193,000	340%	\$3,408,000	\$2,073,000	64%
Molokai	23	16	44%	\$163,000	\$142,500	14%	\$3,965,000	\$2,549,655	56%
MAUI SUMMARY	1,336	1,609	-17%	\$570,000	\$516,000	11%	\$1,087,186,564	\$1,127,287,944	-4%

YEAR END 2020 YTD NUMBER OF SALES

DISTRICT	2020	2019	% Change
SOUTH	624	807	-23%
WEST	547	615	-11%
CENTRAL	127	159	-20%
LANAI/MOLOKAI	26	19	37%
UPCOUNTRY	10	6	67%
NORTH SHORE	2	3	-33%
EAST	-	-	-
TOTAL	1,336	1,609	-17%

YEAR END 2020 YTD TOTAL DOLLAR VOLUME

DISTRICT	2020	2019	% Change
SOUTH	\$529,570,146	\$541,423,313	-2%
WEST	\$497,350,520	\$517,529,581	-4%
CENTRAL	\$45,237,998	\$58,686,395	-23%
LANAI/MOLOKAI	\$7,373,000	\$4,622,655	59%
UPCOUNTRY	\$6,731,900	\$3,785,000	78%
NORTH SHORE	\$923,000	\$1,241,000	-26%
EAST	-	-	-
TOTAL	\$1,087,186,564	\$1,127,287,944	-4%

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

VACANT LAND

 YEAR-OVER-YEAR

206

TOTAL NUMBER OF SALES

2020

176

TOTAL NUMBER OF SALES

2019

17%
\$475,000

MEDIAN SALES PRICE

2020

\$500,000

MEDIAN SALES PRICE

2019

-5%
\$152,617,512

TOTAL DOLLAR VOLUME

2020

\$161,296,405

TOTAL DOLLAR VOLUME

2019

-5%

Number of Sales

Median Sales Price

Total Dollar Volume

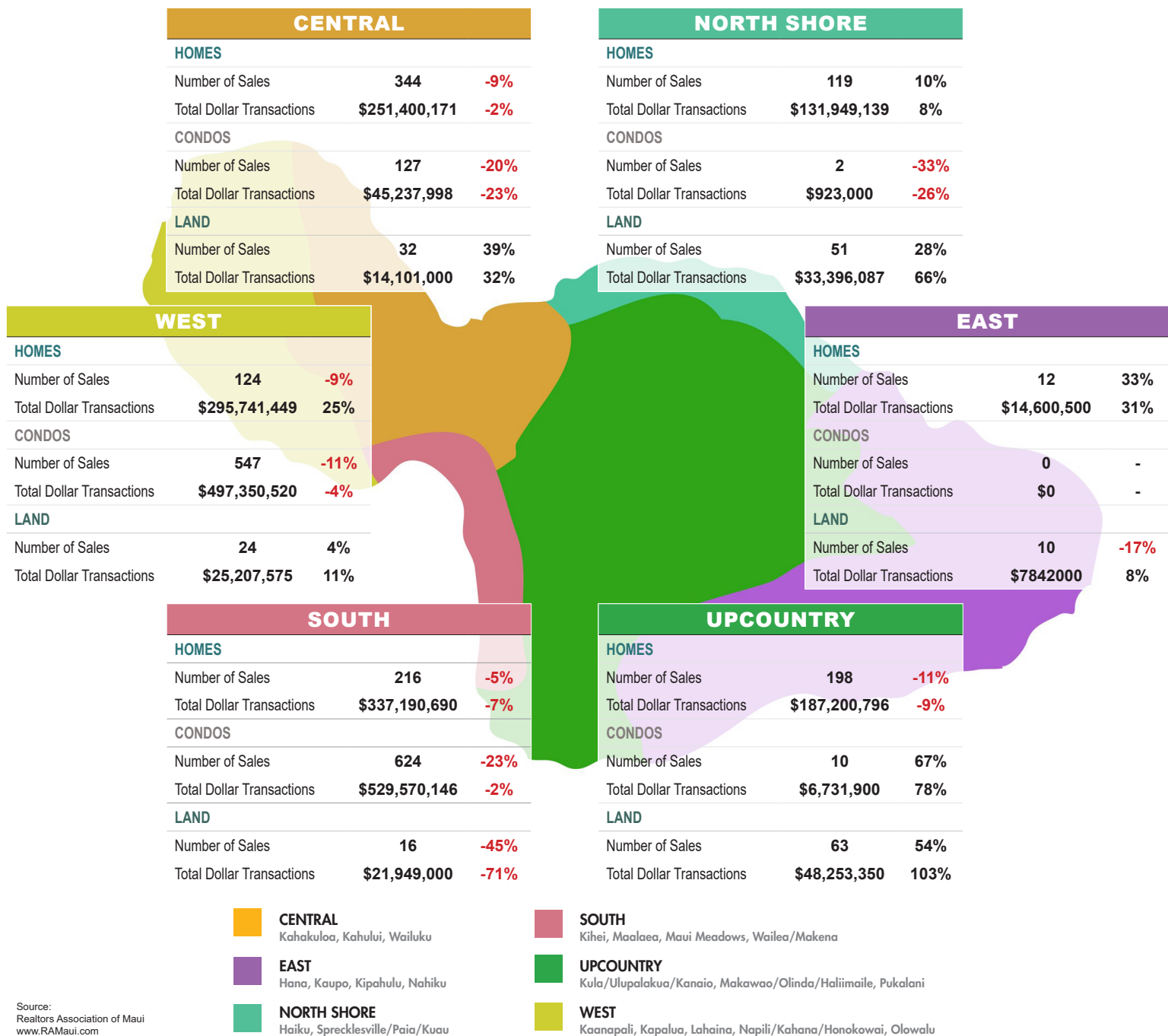
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
CENTRAL									
Kahakuloa	7	1	600%	\$425,000	\$360,000	18%	\$3,280,000	\$360,000	811%
Kahului	3	-	-	\$280,000	-	-	\$885,000	-	-
Wailuku	22	22	0%	\$402,500	\$500,000	-20%	\$9,936,000	\$10,356,330	-4%
EAST									
Hana	9	11	-18%	\$625,000	\$610,000	3%	\$7,398,000	\$7,012,000	6%
Kaupo	-	1	-100%	-	\$275,000	-	-	\$275,000	-100%
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	1	-	-	\$444,000	-	-	\$444,000	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	49	39	26%	\$462,500	\$471,000	-2%	\$28,846,087	\$18,474,875	56%
Sprecks/Paia/Kuau	2	1	100%	\$2,275,000	\$1,600,000	42%	\$4,550,000	\$1,600,000	184%
SOUTH									
Kihei	5	8	-38%	\$475,000	\$693,350	-32%	\$2,800,000	\$6,178,700	-55%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	1	2	-50%	\$455,000	\$470,500	-3%	\$455,000	\$941,000	-52%
Wailea/Makena	10	19	-47%	\$2,500,000	\$1,298,000	93%	\$18,694,000	\$68,271,500	-73%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	46	24	92%	\$541,000	\$432,000	25%	\$38,523,850	\$15,017,500	157%
Makawao/Olinda/Haliimaile	11	10	10%	\$575,000	\$455,000	26%	\$7,000,000	\$5,558,000	26%
Pukalani	6	7	-14%	\$397,500	\$387,000	3%	\$2,729,500	\$3,234,500	-16%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	11	9	22%	\$428,575	\$695,000	-38%	\$5,678,075	\$6,322,500	-10%
Kapalua	8	2	300%	\$837,500	\$1,575,000	-47%	\$13,925,000	\$3,150,000	342%
Lahaina	4	10	-60%	\$1,527,250	\$1,650,000	-7%	\$5,129,500	\$12,311,500	-58%
Napili/Kahana/Honokowai	-	-	-	-	-	-	-	-	-
Olowalu	1	2	-50%	\$475,000	\$500,000	-5%	\$475,000	\$1,000,000	-53%
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	10	8	25%	\$117,500	\$148,000	-21%	\$1,868,500	\$1,233,000	52%
MAUI SUMMARY	206	176	17%	\$475,000	\$500,000	-5%	\$152,617,512	\$161,296,405	-5%

YEAR END 2020 YTD NUMBER OF SALES

YEAR END 2020 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2020	2019	% Change	DISTRICT	2020	2019	% Change
UPCOUNTRY	63	41	54%	UPCOUNTRY	\$48,253,350	\$23,810,000	103%
NORTH SHORE	51	40	28%	NORTH SHORE	\$33,396,087	\$20,074,875	66%
CENTRAL	32	23	39%	WEST	\$25,207,575	\$22,784,000	11%
WEST	24	23	4%	SOUTH	\$21,949,000	\$75,391,200	-71%
SOUTH	16	29	-45%	CENTRAL	\$14,101,000	\$10,716,330	32%
EAST	10	12	-17%	EAST	\$7842000	\$7287000	8%
LANAI/MOLOKAI	10	8	25%	LANAI/MOLOKAI	\$1868500	\$1233000	52%
TOTAL	206	176	17%	TOTAL	\$152,617,512	\$161,296,405	-5%

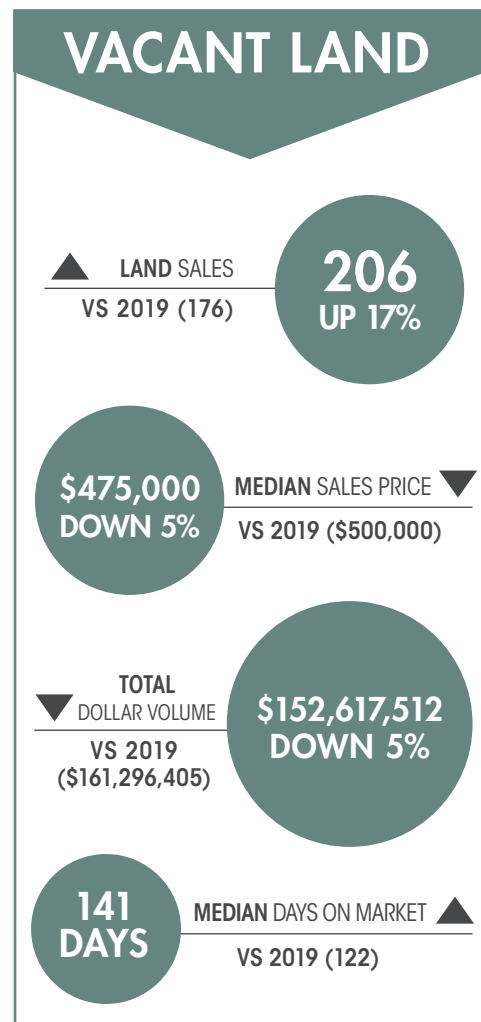
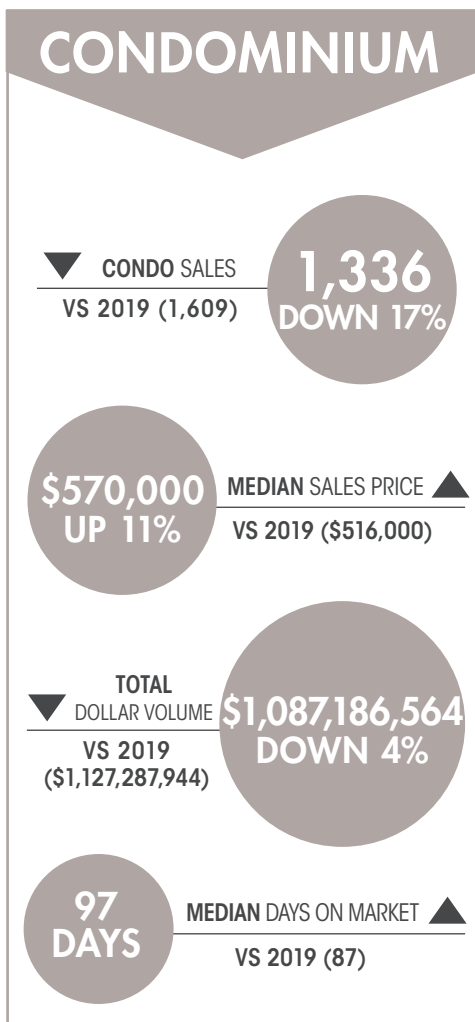
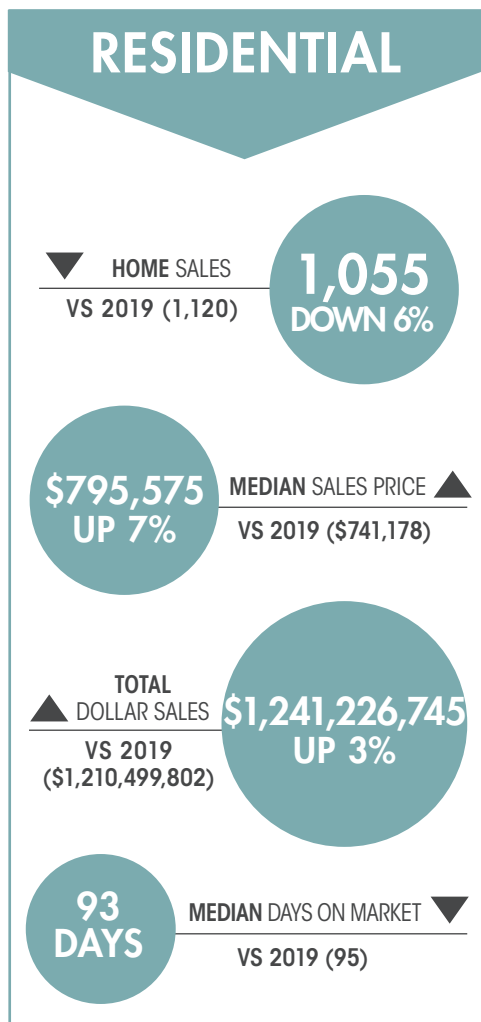


Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailuku	\$169,192,801
Kihei	\$168,429,113
Wailea/Makena	\$134,418,777
Haiku	\$113,068,239
Kapalua	\$90,787,000
Kula/Ulupalakua/Kanaio	\$83,044,263
Lahaina	\$82,692,556
Kahului	\$82,207,370
Kaanapali	\$63,823,503
Makawao/Olinda/Haliimaile	\$61,663,300

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Kihei	\$261,382,733
Wailea/Makena	\$246,944,963
Kaanapali	\$212,877,531
Lahaina	\$114,220,002
Napili/Kahana/Honokowai	\$101,635,487
Kapalua	\$68,617,500
Wailuku	\$40,074,798
Maalaea	\$21,242,450
Pukalani	\$6,731,900
Kahului	\$5,163,200

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kula/Ulupalakua/Kanaio	\$38,523,850
Haiku	\$28,846,087
Wailea/Makena	\$18,694,000
Kapalua	\$13,925,000
Wailuku	\$9,936,000
Hana	\$7,398,000
Makawao/Olinda/Haliimaile	\$7,000,000
Kaanapali	\$5,678,075
Lahaina	\$5,129,500
Sprecklesville/Paia/Kuau	\$4,550,000



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

State of Hawaii Conveyance Tax Law

The tax imposed by section 247-1 shall be based on the actual and full consideration (whether cash or otherwise, including any promise, act, forbearance, property interest, value, gain, advantage, benefit, or profit), paid or to be paid for all transfers or conveyance of realty or any interest therein, that shall include any liens or encumbrances thereon at the time of sale, lease, sublease, assignment, transfer, or conveyance, and shall be at the following rates:

BASIS AND RATE OF CONVEYANCE TAX			
CONSIDERATION PAID		Scale #1:	Scale #2:
At Least	But Less Than	Applies to all transfers or conveyance of realty or any interest therein, for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowner's exemption. (increments of \$100 of sale price will be added proportionately to tax)	Applies to sales of condominium or single family residence where the purchaser is not eligible for the county homeowner's exemption. (increments of \$100 of sale price will be added proportionately to tax)
\$0	\$600,000	10¢	15¢
\$600,000	\$1 Million	20¢	25¢
\$1 Million	\$2 Million	30¢	40¢
\$2 Million	\$4 Million	50¢	60¢
\$4 Million	\$6 Million	70¢	85¢
\$6 million	\$10 million	90¢	\$1.10
\$10 Million and Above		\$1.00	\$1.25

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

HARPTA - Hawaii Real Property Tax Act

The Hawaii Real Property Tax Act (HARPTA) requires the buyer who purchases real property from a non-resident of Hawaii to withhold **7.25%*** of the amount realized (generally the sales price) and remit it to the Department of Taxation within 20 days of closing unless an exemption applies.

The 7.25% withholding represents an estimate of the Hawaii capital gains tax that may be owed by the non-resident when selling real property in Hawaii.

The standard Hawaii Association of Realtors Purchase Contract provides that escrow is to withhold and remit the HARPTA amount to the Department of Taxation unless the seller provides the buyer with a certificate of exemption or waiver from HARPTA.

It is the seller's burden to prove that an exemption / waiver applies and for the buyer to acknowledge and approve the seller's exemption / waiver prior to closing. Under Hawaii law, it is the buyer's responsibility to determine if the seller is a non-resident of Hawaii and that the proper withholding amount is remitted to the Department of Taxation on a timely basis.

FIRPTA - Foreign Investment Real Property Tax Act

The Foreign Investment in Real Property Tax Act (FIRPTA) requires the buyer who purchases real property from a foreign seller to withhold 10% or 15% of the amount realized (generally the sales price) and remit it to the IRS within 20 days of closing unless an exemption applies. The withholding percentage will depend upon the sales price and whether the buyer or buyer's family member intends to use the real property as a residence.*

The withholding percentage represents an estimate of the federal capital gains tax that may be owed by the foreign seller when selling real property in the United States.

The standard Hawaii Association of REALTORS® Purchase Contract provides that escrow is to withhold and remit the FIRPTA amount to the IRS unless the seller provides the buyer with a certificate of exemption or waiver from 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.

*FNT Internal Update November, 2018



MAUI COUNTY Real Property Tax Rates

For Fiscal Year: July 1, 2020 to June 30, 2021 Per \$1,000 of net taxable assessed valuation

Owner Occupied - Tier 1	\$2.51
Owner Occupied - Tier 2	\$2.56
Owner Occupied - Tier 3	\$2.61
Non-Owner Occupied - Tier 1	\$5.45
Non-Owner Occupied - Tier 2	\$6.05
Non-Owner Occupied - Tier 3	\$6.90
Apartment	\$5.55
Commercial - Tier 1, 2, 3	\$6.29
Industrial	\$7.20
Agricultural	\$5.94
Conservation	\$6.43
Hotel & Resort	\$10.70
Timeshare	\$14.40
Short-Term Rental - Tier 1, 2, 3	\$11.08
Commercialized Residential	\$4.40

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>

*** 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

HAWAI'I COUNTY

CLASS	Net Taxable Building/Land Tax RatesPer/\$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 RatesPer/\$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 | Mary Jo Cabral | Reta Chin | Wendy Gomes | Deni Kawauchi | Noreen Koki | Tori Lapolla | Kosei Nagata | Mercy Palmer | Pam Teal

8 Experienced Officers | 2 Sales Executives | 273 Years of Combined Experience
Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404