


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

	% OF CLOSINGS	# OF UNITS RECORDED		% Change	MEDIAN PRICE		% Change	MEDIAN DAYS ON MARKET
HOMES	38%	179	▼	-37%	\$1,150,000	=	0%	87
CONDO	51%	242	▼	-52%	\$800,000	▲	7%	70
LAND	11%	50	▼	-35%	\$625,000	▼	-20%	168

DISTRICT	2023 VS 2022 YTD NUMBER OF UNITS			2023 VS 2022 YTD TOTAL DOLLAR VOLUME		
	2023	% Change		DISTRICT	2023	% Change
SOUTH	168	-47%		SOUTH	\$291,990,391	-30%
WEST	115	-55%		WEST	\$211,430,257	-42%
CENTRAL	97	-24%		CENTRAL	\$77,161,405	-18%
UPCOUNTRY	39	-41%		UPCOUNTRY	\$54,256,392	-27%
NORTH SHORE	26	-50%		NORTH SHORE	\$39,673,828	-54%
LANAI/MOLOKAI	20	-44%		LANAI/MOLOKAI	\$9,531,500	-44%
EAST	6	-50%		EAST	\$3,395,000	-74%
TOTAL	471	-46%		TOTAL	\$687,438,773	-35%

● % of Closed Sales by Districts through March 31, 2023

● Number of Recorded transactions from January 1, 2023 - March 31, 2023

 <p>RESIDENTIAL YEAR-OVER-YEAR</p>	<p>179 TOTAL NUMBER OF SALES 2023</p>	<p>-37%</p>	<p>\$1,150,000 MEDIAN SALES PRICE 2023</p>	<p>0%</p>	<p>\$342,777,608 TOTAL DOLLAR VOLUME 2023</p>
	<p>284 TOTAL NUMBER OF SALES 2022</p>		<p>\$1,150,000 MEDIAN SALES PRICE 2022</p>		<p>\$466,186,162 TOTAL DOLLAR VOLUME 2022</p>

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	%Change	2023	2022	%Change	2023	2022	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	25	30	-17%	\$936,000	\$910,000	3%	\$24,376,255	\$27,698,500	-12%
Wailuku	35	51	-31%	\$950,000	\$879,653	8%	\$34,778,150	\$47,216,568	-26%
EAST									
Hana	-	3	-100%	-	\$1,645,000	-	-	\$5,170,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	17	36	-53%	\$1,400,000	\$1,412,500	-1%	\$29,794,460	\$63,472,100	-53%
Sprecks/Paia/Kuau	2	6	-67%	\$1,701,802	\$1,297,500	31%	\$3,403,603	\$12,235,000	-72%
SOUTH									
Kihei	28	48	-42%	\$1,160,000	\$1,250,000	-7%	\$34,229,000	\$77,873,888	-56%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	4	8	-50%	\$2,489,500	\$1,922,500	30%	\$9,769,000	\$15,988,800	-39%
Wailea/Makena	6	12	-50%	\$5,750,000	\$3,293,750	75%	\$59,656,491	\$73,164,500	-19%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	13	10	30%	\$1,305,000	\$1,673,500	-22%	\$18,405,000	\$19,412,000	-5%
Makawao/Olinda/Haliimaile	8	29	-72%	\$1,094,500	\$860,000	27%	\$12,486,892	\$30,249,306	-59%
Pukalani	6	11	-46%	\$1,207,500	\$850,000	42%	\$7,080,000	\$11,872,500	-40%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	2	7	-71%	\$12,150,000	\$2,700,000	350%	\$24,300,000	\$20,591,000	18%
Kapalua	2	4	-50%	\$4,962,500	\$4,300,000	15%	\$9,925,000	\$16,775,000	-41%
Lahaina	14	9	56%	\$2,650,000	\$2,140,000	24%	\$58,523,758	\$17,704,000	231%
Napili/Kahana/Honokowai	7	8	-13%	\$1,350,000	\$1,503,000	-10%	\$9,094,999	\$15,969,000	-43%
Olowalu	1	-	-	\$2,100,000	-	-	\$2,100,000	-	-
LANAI - MOLOKAI									
Lanai	3	2	50%	\$740,000	\$667,500	11%	\$2,210,000	\$1,335,000	66%
Molokai	6	10	-40%	\$365,000	\$736,000	-50%	\$2,645,000	\$9,459,000	-72%
MAUI SUMMARY	179	284	-37%	\$1,150,000	\$1,150,000	0%	\$342,777,608	\$466,186,162	-27%

1ST QUARTER 2023 YTD NUMBER OF SALES				1ST QUARTER YTD TOTAL DOLLAR VOLUME			
DISTRICT	2023	2022	% Change	DISTRICT	2023	2022	% Change
CENTRAL	60	81	-26%	WEST	\$103,943,757	\$71,039,000	46%
SOUTH	38	68	-44%	SOUTH	\$103,654,491	\$167,027,188	-38%
UPCOUNTRY	27	50	-46%	CENTRAL	\$59,154,405	\$74,915,068	-21%
WEST	26	28	-7%	UPCOUNTRY	\$37,971,892	\$61,533,806	-38%
NORTH SHORE	19	42	-55%	NORTH SHORE	\$33,198,063	\$75,707,100	-56%
LANAI/MOLOKAI	9	12	-25%	LANAI/MOLOKAI	\$4,855,000	\$10,794,000	-55%
EAST	-	3	-100%	EAST	-	\$5,170,000	-100%
TOTAL	179	284	-37%	TOTAL	\$342,777,608	\$466,186,162	-27%

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

CONDOMINIUM
YEAR-OVER-YEAR

242
TOTAL NUMBER OF SALES
2023
504
TOTAL NUMBER OF SALES
2022
-52%

\$800,000
MEDIAN SALES PRICE
2023
\$750,000
MEDIAN SALES PRICE
2022
7%

\$287,569,900
TOTAL DOLLAR VOLUME
2023
\$522,886,605
TOTAL DOLLAR VOLUME
2022
-45%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2023	2022	%Change	2023	2022	%Change	2023	2022	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului		11	-73%	\$275,000	\$171,000	61%	\$795,000	\$1,930,600	-59%
Wailuku	7	18	-61%	\$449,000	\$506,000	-11%	\$3,388,000	\$9,924,500	-66%
EAST									
Hana	-	3	-100%	-	\$685,000	-	-	\$2,610,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	1	-100%	-	\$570,000	-	-	\$570,000	-100%
SOUTH									
Kihei	97	184	-47%	\$799,000	\$696,500	15%	\$84,036,900	\$142,911,937	-41%
Maalaea	13	16	-19%	\$729,000	\$550,000	33%	\$10,123,500	\$10,454,244	-3%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	18	42	-57%	\$2,456,250	\$1,575,000	56%	\$85,675,500	\$87,504,750	-2%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	1	-100%	-	\$600,000	-	-	\$600,000	-100%
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	2	-	-	\$864,500	-	-	\$1,729,000	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	15	49	-69%	\$1,975,000	\$1,650,000	20%	\$28,259,000	\$93,854,875	-70%
Kapalua	7	18	-61%	\$1,695,000	\$1,450,000	17%	\$13,035,000	\$46,424,000	-72%
Lahaina	23	18	28%	\$865,000	\$763,000	13%	\$24,180,500	\$23,933,799	1%
Napili/Kahana/Honokowai	38	115	-67%	\$691,500	\$655,000	6%	\$27,591,000	\$90,777,400	-70%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	1	1	0%	\$1,650,000	\$1,600,000	3%	\$1,650,000	\$1,600,000	3%
Molokai	8	12	-33%	\$365,000	\$247,500	48%	\$2,661,500	\$2,702,000	-2%
MAUI SUMMARY	242	504	-52%	\$800,000	\$750,000	7%	\$287,569,900	\$522,886,605	-45%

1ST QUARTER 2023 YTD NUMBER OF SALES

DISTRICT	2023	2022	% Change
SOUTH	128	242	0%
WEST	83	200	-59%
CENTRAL	20	44	-55%
LANAI/MOLOKAI	9	13	-31%
UPCOUNTRY	2	1	100%
EAST	-	3	-100%
NORTH SHORE	-	1	-100%
TOTAL	242	504	-52%

1ST QUARTER YTD TOTAL DOLLAR VOLUME

DISTRICT	2023	2022	% Change
SOUTH	\$179,835,900	\$240,870,931	-25%
WEST	\$93,065,500	\$254,990,074	-64%
CENTRAL	\$8,628,000	\$18,943,600	-54%
LANAI/MOLOKAI	\$4,311,500	\$4,302,000	0%
UPCOUNTRY	\$1,729,000	\$600,000	188%
EAST	-	\$2,610,000	-100%
NORTH SHORE	-	\$570,000	-100%
TOTAL	\$287,569,900	\$522,886,605	-45%

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

VACANT LAND
YEAR-OVER-YEAR

50
TOTAL NUMBER OF SALES
2023

77
TOTAL NUMBER OF SALES
2022

-35%

\$625,000
MEDIAN SALES PRICE
2023

\$777,000
MEDIAN SALES PRICE
2022

-20%

\$57,091,265
TOTAL DOLLAR VOLUME
2023

\$74,627,500
TOTAL DOLLAR VOLUME
2022

-24%

Number of Sales

Median Sales Price

Total Dollar Volume

	2023	2022	%Change	2023	2022	%Change	2023	2022	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	17	3	467%	\$550,000	\$225,000	144%	\$9,379,000	\$725,000	1194%
EAST									
Hana	6	2	200%	\$582,500	\$1,925,000	-70%	\$3,395,000	\$3,850,000	-12%
Kaupo	-	3	-100%	-	\$320,000	-	-	\$1,147,000	-100%
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	1	-100%	-	\$170,000	-	-	\$170,000	-100%
NORTH SHORE									
Haiku	7	9	-22%	\$706,500	\$900,000	-22%	\$6,475,765	\$9,143,000	-29%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	-	5	-100%	-	\$1,200,000	-	-	\$6,100,000	-100%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	1	-100%	-	\$1,490,000	-	-	\$1,490,000	-100%
Wailea/Makena	2	1	100%	\$4,250,000	\$975,000	336%	\$8,500,000	\$975,000	772%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	7	12	-42%	\$1,350,000	\$804,500	68%	\$11,155,500	\$9,968,000	12%
Makawao/Olinda/Haliimaile	3	2	50%	\$1,300,000	\$636,000	104%	\$3,400,000	\$1,272,000	167%
Pukalani	-	1	-100%	-	\$452,000	-	-	\$452,000	-100%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	5	11	-55%	\$940,000	\$647,500	45%	\$13,641,000	\$12,282,500	11%
Kapalua	-	10	-100%	-	\$1,281,500	-	-	\$16,412,500	-100%
Lahaina	-	3	-100%	-	\$825,000	-	-	\$2,435,000	-100%
Napili/Kahana/Honokowai	-	1	-100%	-	\$5,000,000	-	-	\$5,000,000	-100%
Olowalu	1	1	0%	\$780,000	\$1,248,000	-38%	\$780,000	\$1,248,000	-38%
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	2	11	-82%	\$182,500	\$165,000	11%	\$365,000	\$1,957,500	-81%
MAUI SUMMARY	50	77	-35%	\$625,000	\$777,000	-20%	\$57,091,265	\$74,627,500	-24%

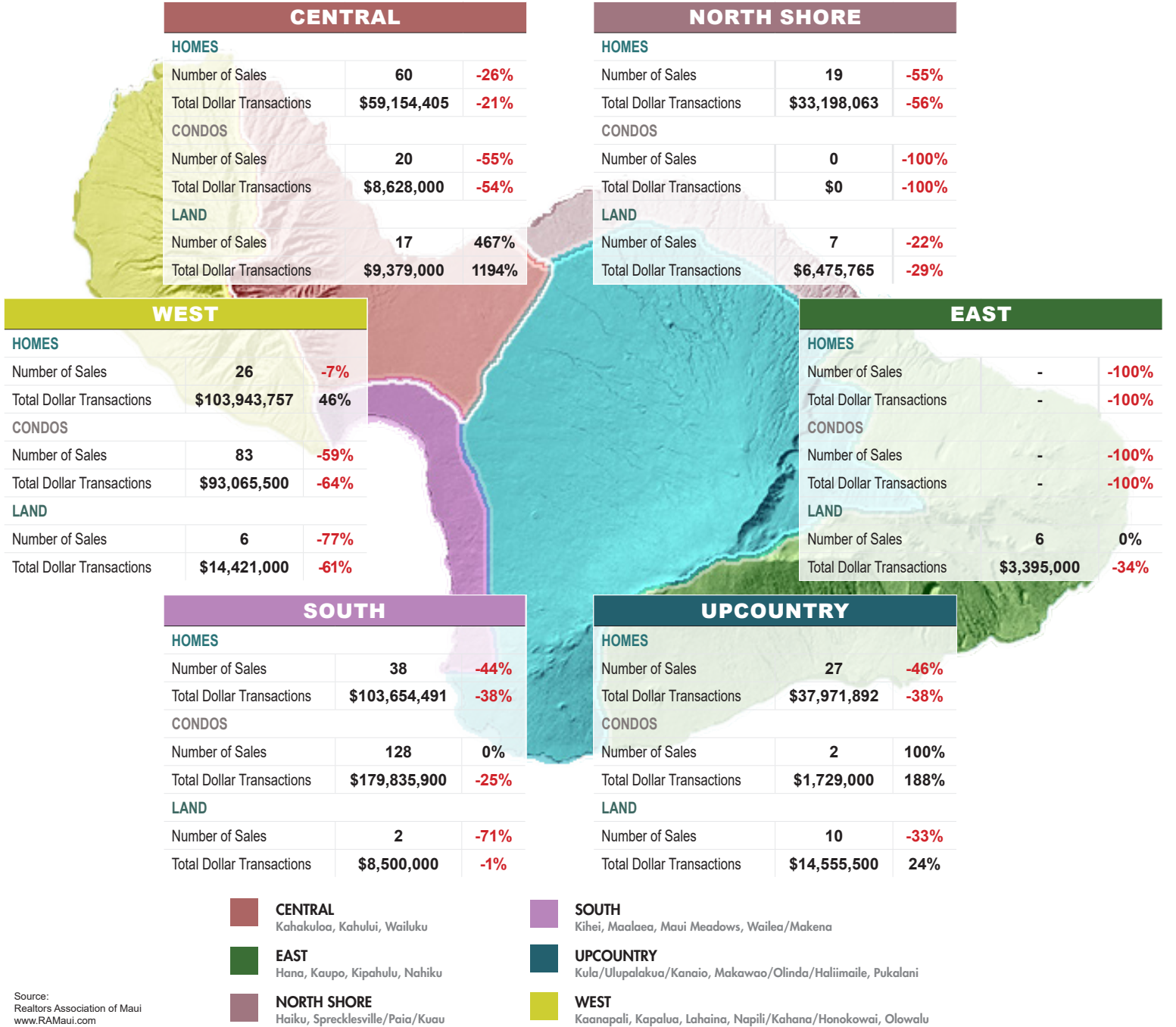
1ST QUARTER 2023 YTD NUMBER OF SALES

1ST QUARTER YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2023	2022	% Change
CENTRAL	17	3	467%
UPCOUNTRY	10	15	-33%
NORTH SHORE	7	9	-22%
EAST	6	6	0%
WEST	6	26	-77%
SOUTH	2	7	-71%
LANAI/MOLOKAI	2	11	-82%
TOTAL	50	77	-35%

DISTRICT	2023	2022	% Change
UPCOUNTRY	\$14,555,500	\$11,692,000	24%
WEST	\$14,421,000	\$37,378,000	-61%
CENTRAL	\$9,379,000	\$725,000	1194%
SOUTH	\$8,500,000	\$8,565,000	-1%
NORTH SHORE	\$6,475,765	\$9,143,000	-29%
EAST	\$3,395,000	\$5,167,000	-34%
LANAI/MOLOKAI	\$365,000	\$1,957,500	-81%
TOTAL	\$57,091,265	\$74,627,500	-24%

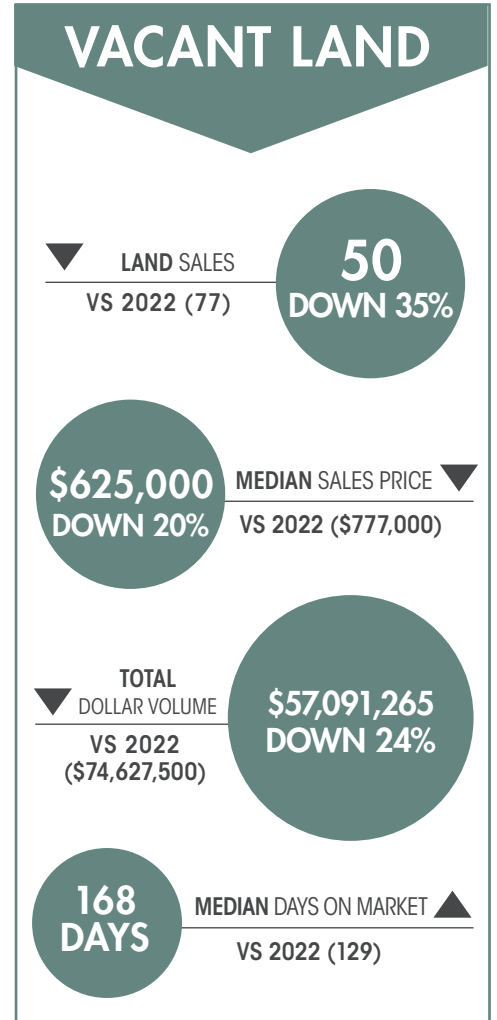
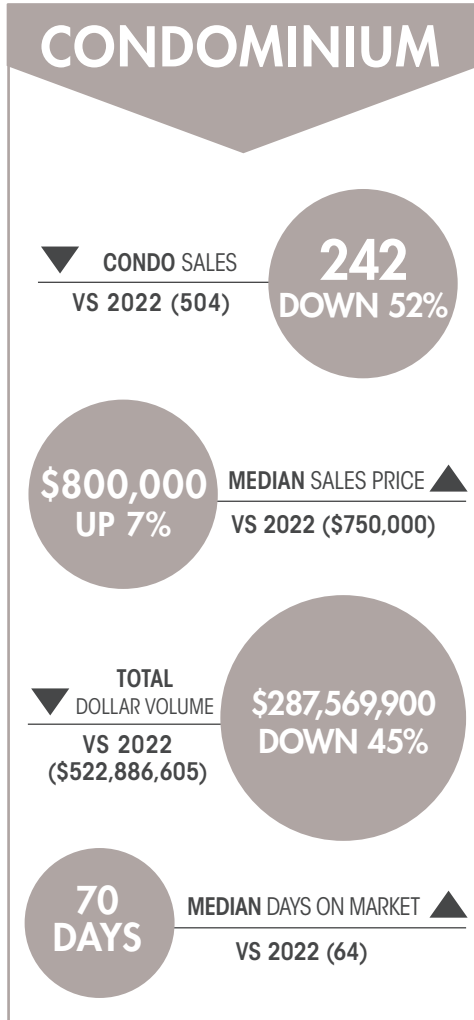
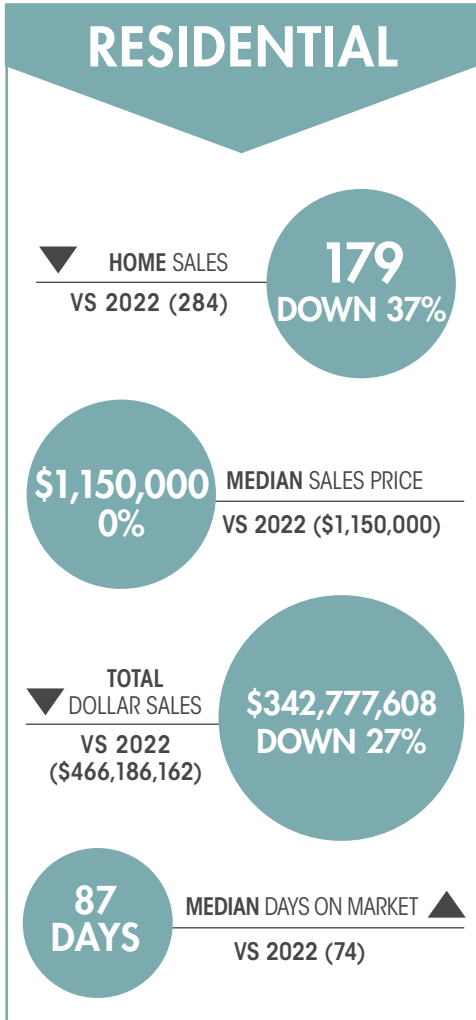


Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$59,656,491
Lahaina	\$58,523,758
Wailuku	\$34,778,150
Kihei	\$34,229,000
Haiku	\$29,794,460
Kahului	\$24,376,255
Kaanapali	\$24,300,000
Kula/Ulupalakua/Kanaio	\$18,405,000
Makawao/Olinda/Haliimaile	\$12,486,892
Kapalua	\$9,925,000

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$85,675,500
Kihei	\$84,036,900
Kaanapali	\$28,259,000
Napili/Kahana/Honokowai	\$27,591,000
Lahaina	\$24,180,500
Kapalua	\$13,035,000
Maalaea	\$10,123,500
Wailuku	\$6,825,000
Molokai	\$2,661,500
Kahului	\$1,803,000

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kaanapali	\$13,641,000
Kula/Ulupalakua/Kanaio	\$11,155,500
Wailuku	\$9,379,000
Wailea/Makena	\$8,500,000
Haiku	\$6,475,765
Makawao/Olinda/Haliimaile	\$3,400,000
Hana	\$3,395,000
Olowalu	\$780,000
Molokai	\$365,000
Kahakuloa	\$0



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

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

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

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>



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