


- 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	38%	194	▲ 8%	\$1,300,000	▲ 13%	97
CONDO	50%	251	▲ 3%	\$830,000	▲ 4%	65
LAND	12%	63	▲ 26%	\$1,375,000	▲ 120%	92

DISTRICT	2024 VS 2023 YTD NUMBER OF UNITS		2024 VS 2023 YTD TOTAL DOLLAR VOLUME		
	2024	% Change	DISTRICT	2024	% Change
SOUTH	211	26%	SOUTH	\$485,638,938	66%
WEST	111	-4%	WEST	\$140,709,217	-34%
CENTRAL	92	-5%	CENTRAL	\$89,125,615	16%
UPCOUNTRY	42	5%	NORTH SHORE	\$54,487,000	37%
NORTH SHORE	29	12%	UPCOUNTRY	\$49,988,800	-9%
LANAI/MOLOKAI	19	-5%	LANAI/MOLOKAI	\$11,229,500	18%
EAST	4	-33%	EAST	\$3,310,000	-3%
TOTAL	508	7%	TOTAL	\$834,489,070	21%

- % of Closed Sales by Districts through March 31, 2024
- Number of Recorded transactions from January 1, 2024 - March 31, 2024

 <p>RESIDENTIAL YEAR-OVER-YEAR</p>	<p>194 TOTAL NUMBER OF SALES 2024</p>	<p>8%</p>	<p>\$1,300,000 MEDIAN SALES PRICE 2024</p>	<p>\$340,321,337 TOTAL DOLLAR VOLUME 2024</p>
	<p>180 TOTAL NUMBER OF SALES 2023</p>	<p>13%</p>	<p>\$1,150,000 MEDIAN SALES PRICE 2023</p>	<p>\$343,495,608 TOTAL DOLLAR VOLUME 2023</p>

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	1	-	-	\$1,415,000	-	-	\$1,415,000	-	-
Kahului	23	25	-8%	\$1,195,600	\$936,000	28%	\$28,116,620	\$24,376,255	15%
Wailuku	38	35	9%	\$1,287,000	\$950,000	36%	\$44,885,495	\$34,778,150	29%
EAST									
Hana	1	-	-	\$1,650,000	-	-	\$1,650,000	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	16	17	-6%	\$1,425,000	\$1,400,000	2%	\$30,388,000	\$29,794,460	2%
Sprecks/Paia/Kuau	5	2	150%	\$3,175,000	\$1,701,802	87%	\$17,140,000	\$3,403,603	404%
SOUTH									
Kihei	27	28	-4%	\$1,280,000	\$1,160,000	10%	\$39,666,000	\$34,229,000	16%
Maalaea	1	-	-	\$2,933,006	-	-	\$2,933,006	-	-
Maui Meadows	5	4	25%	\$2,200,000	\$2,489,500	-12%	\$11,510,000	\$9,769,000	18%
Wailea/Makena	11	6	83%	\$4,350,000	\$5,750,000	-24%	\$67,347,950	\$59,656,491	13%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	9	13	-31%	\$1,170,000	\$1,305,000	-10%	\$15,115,075	\$18,405,000	-18%
Makawao/Olinda/Haliimaile	21	8	163%	\$1,050,000	\$1,094,500	-4%	\$23,596,725	\$12,486,892	89%
Pukalani	4	7	-43%	\$902,500	\$1,150,000	-22%	\$4,230,000	\$7,798,000	-46%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	3	2	50%	\$2,700,000	\$12,150,000	-78%	\$7,950,000	\$24,300,000	-67%
Kapalua	-	2	-100%	-	\$4,962,500	-	-	\$9,925,000	-100%
Lahaina	7	14	-50%	\$3,500,000	\$2,650,000	32%	\$20,788,250	\$58,523,758	-65%
Napili/Kahana/Honokowai	11	7	57%	\$1,690,000	\$1,350,000	25%	\$16,999,216	\$9,094,999	87%
Olowalu	-	1	-100%	-	\$2,100,000	-	-	\$2,100,000	-100%
LANAI - MOLOKAI									
Lanai	1	3	-67%	\$905,000	\$740,000	22%	\$905,000	\$2,210,000	-59%
Molokai	10	6	67%	\$448,500	\$365,000	23%	\$5,685,000	\$2,645,000	115%
MAUI SUMMARY	194	180	8%	\$1,300,000	\$1,150,000	13%	\$340,321,337	\$343,495,608	-1%

1ST QUARTER 2024 YTD NUMBER OF SALES

DISTRICT	2024	2023	% Change
CENTRAL	62	60	3%
SOUTH	44	38	16%
UPCOUNTRY	34	28	21%
NORTH SHORE	21	19	11%
WEST	21	26	-19%
LANAI/MOLOKAI	11	9	22%
EAST	1	0	#DIV/0!
TOTAL	194	180	8%

1ST QUARTER 2024 YTD TOTAL DOLLAR VOLUME

DISTRICT	2024	2023	% Change
SOUTH	\$121,456,956	\$103,654,491	17%
CENTRAL	\$74,417,115	\$59,154,405	26%
NORTH SHORE	\$47,528,000	\$33,198,063	43%
WEST	\$45,737,466	\$103,943,757	-56%
UPCOUNTRY	\$42,941,800	\$38,689,892	11%
LANAI/MOLOKAI	\$6,590,000	\$4,855,000	36%
EAST	\$1,650,000	\$0	#DIV/0!
TOTAL	\$340,321,337	\$343,495,608	-1%

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

CONDOMINIUM
YEAR-OVER-YEAR

251
TOTAL NUMBER OF SALES
2024

243
TOTAL NUMBER OF SALES
2023

3%

\$830,000
MEDIAN SALES PRICE
2024

\$800,000
MEDIAN SALES PRICE
2023

4%

\$325,792,232
TOTAL DOLLAR VOLUME
2024

\$288,434,900
TOTAL DOLLAR VOLUME
2023

13%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	13	7	86%	\$251,000	\$275,000	-9%	\$3,508,500	\$1,803,000	95%
Wailuku	15	13	15%	\$615,000	\$490,000	26%	\$9,043,000	\$6,825,000	33%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	1	-	-	\$838,500	-	-	\$838,500	-	-
SOUTH									
Kihei	91	97	-6%	\$785,000	\$799,000	-2%	\$84,841,233	\$84,036,900	1%
Maalaea	6	13	-54%	\$792,000	\$729,000	9%	\$4,888,000	\$10,123,500	-52%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	43	18	139%	\$2,690,000	\$2,456,250	10%	\$138,202,749	\$85,675,500	61%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	3	2	50%	\$969,000	\$864,500	12%	\$2,920,000	\$1,729,000	69%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	23	15	53%	\$1,550,000	\$1,975,000	-22%	\$37,105,000	\$28,259,000	31%
Kapalua	2	7	-71%	\$2,872,500	\$1,695,000	70%	\$5,745,000	\$13,035,000	-56%
Lahaina	1	24	-96%	\$95,000	\$865,000	-89%	\$95,000	\$25,045,500	-100%
Napili/Kahana/Honokowai	48	38	26%	\$687,500	\$691,500	-1%	\$34,585,750	\$27,591,000	25%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	1	1	0%	\$3,055,000	\$1,650,000	85%	\$3,055,000	\$1,650,000	85%
Molokai	4	8	-50%	\$267,250	\$365,000	-27%	\$964,500	\$2,661,500	-64%
MAUI SUMMARY	251	243	3%	\$830,000	\$800,000	4%	\$325,792,232	\$288,434,900	13%

1ST QUARTER 2024 YTD NUMBER OF SALES

DISTRICT	2024	2023	% Change
SOUTH	140	128	9%
WEST	74	84	-12%
CENTRAL	28	20	40%
LANAI/MOLOKAI	5	9	-44%
UPCOUNTRY	3	2	50%
NORTH SHORE	1	-	-
EAST	-	-	-
TOTAL	251	243	3%

1ST QUARTER 2024 YTD TOTAL DOLLAR VOLUME

DISTRICT	2024	2023	% Change
SOUTH	\$227,931,982	\$179,835,900	27%
WEST	\$77,530,750	\$93,930,500	-17%
CENTRAL	\$12,551,500	\$8,628,000	45%
LANAI/MOLOKAI	\$4,019,500	\$4,311,500	-7%
UPCOUNTRY	\$2,920,000	\$1,729,000	69%
NORTH SHORE	\$838,500	-	-
EAST	-	-	-
TOTAL	\$325,792,232	\$288,434,900	13%

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



VACANT LAND
YEAR-OVER-YEAR

63
TOTAL NUMBER OF SALES
2024

50
TOTAL NUMBER OF SALES
2023

26%

\$1,375,000
MEDIAN SALES PRICE
2024

\$625,000
MEDIAN SALES PRICE
2023

120%

\$168,375,501
TOTAL DOLLAR VOLUME
2024

\$57,091,265
TOTAL DOLLAR VOLUME
2023

195%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	2	17	-88%	\$1,078,500	\$550,000	96%	\$2,157,000	\$9,379,000	-77%
EAST									
Hana	1	6	-83%	\$365,000	\$582,500	-37%	\$365,000	\$3,395,000	-89%
Kaupo	1	-	-	\$630,000	-	-	\$630,000	-	-
Keanae	1	-	-	\$665,000	-	-	\$665,000	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	6	7	-14%	\$500,250	\$706,500	-29%	\$3,770,500	\$6,475,765	-42%
Sprecks/Paia/Kuau	1	-	-	\$2,350,000	-	-	\$2,350,000	-	-
SOUTH									
Kihei	-	-	-	-	-	-	-	-	-
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	27	2	1250%	\$4,500,000	\$4,250,000	6%	\$136,250,000	\$8,500,000	1503%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	4	7	-43%	\$726,000	\$1,350,000	-46%	\$2,577,000	\$11,155,500	-77%
Makawao/Olinda/Haliimaile	1	3	-67%	\$1,550,000	\$1,300,000	19%	\$1,550,000	\$3,400,000	-54%
Pukalani	-	-	-	-	-	-	-	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	3	5	-40%	\$1,075,000	\$940,000	14%	\$2,865,000	\$13,641,000	-79%
Kapalua	2	-	-	\$1,700,000	-	-	\$3,125,000	-	-
Lahaina	10	-	-	\$750,001	-	-	\$7,251,001	-	-
Napili/Kahana/Honokowai	1	-	-	\$4,200,000	-	-	\$4,200,000	-	-
Olowalu	-	1	-100%	-	\$780,000	-	-	\$780,000	-100%
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	3	2	50%	\$67,500	\$182,500	-63%	\$620,000	\$365,000	70%
MAUI SUMMARY	63	50	26%	\$1,375,000	\$625,000	120%	\$168,375,501	\$57,091,265	195%

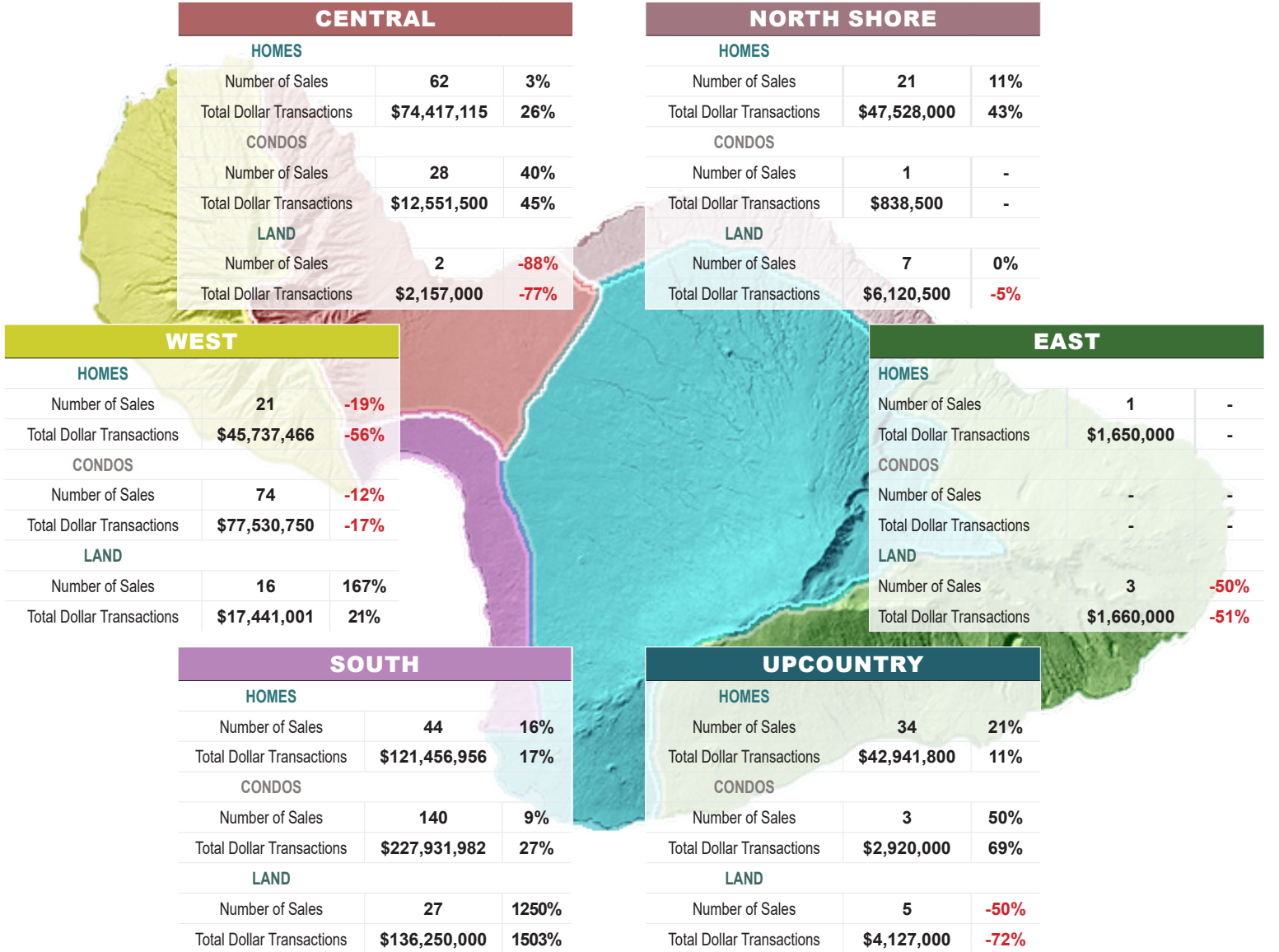
1ST QUARTER 2024 YTD NUMBER OF SALES

DISTRICT	2024	2023	% Change
SOUTH	27	2	1250%
WEST	16	6	167%
NORTH SHORE	7	7	0%
UPCOUNTRY	5	10	-50%
EAST	3	6	-50%
LANAI/MOLOKAI	3	2	50%
CENTRAL	2	17	-88%
TOTAL	63	50	26%

1ST QUARTER 2024 YTD TOTAL DOLLAR VOLUME

DISTRICT	2024	2023	% Change
SOUTH	\$136,250,000	\$8,500,000	1503%
WEST	\$17,441,001	\$14,421,000	21%
NORTH SHORE	\$6,120,500	\$6,475,765	-5%
UPCOUNTRY	\$4,127,000	\$14,555,500	-72%
CENTRAL	\$2,157,000	\$9,379,000	-77%
EAST	\$1,660,000	\$3,395,000	-51%
LANAI/MOLOKAI	\$620,000	\$365,000	70%
TOTAL	\$168,375,501	\$57,091,265	195%

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



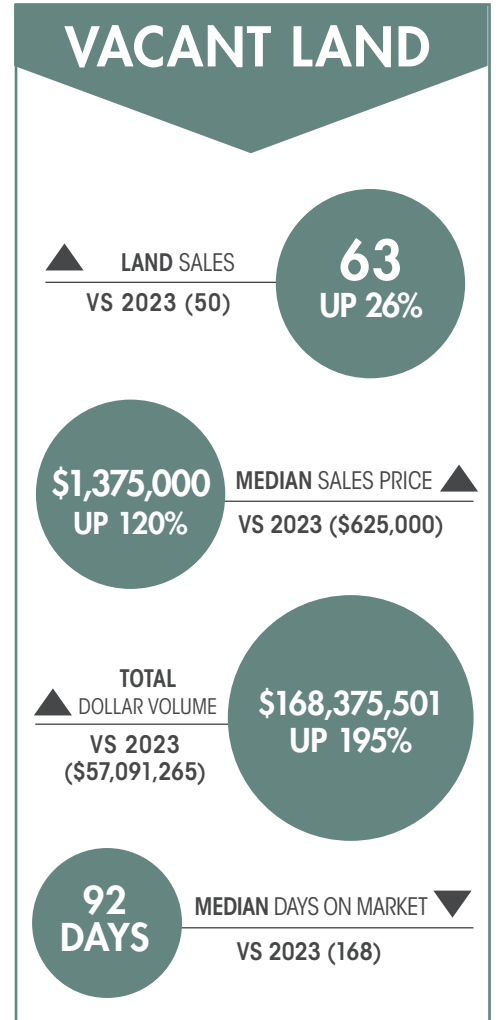
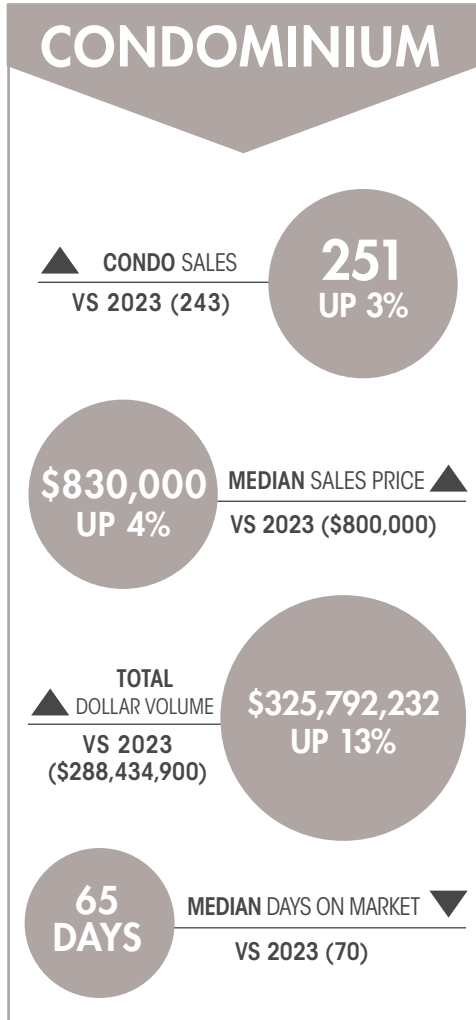
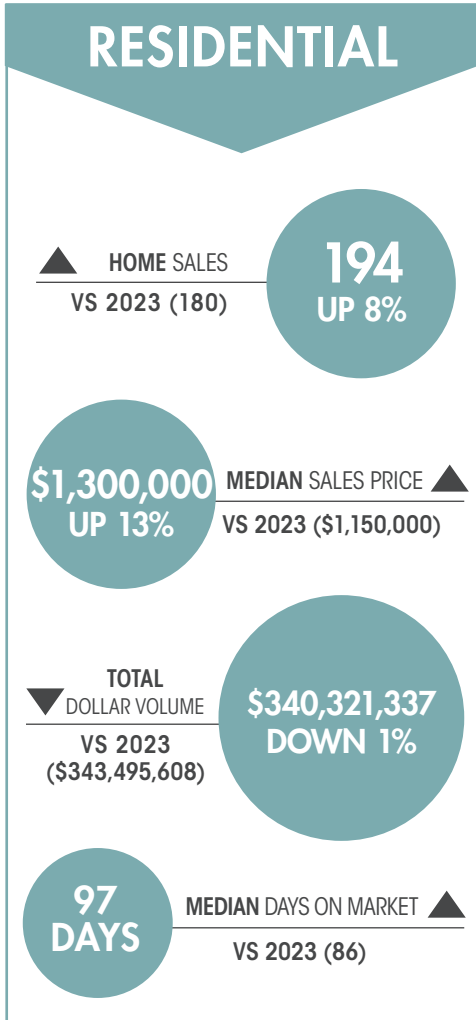
- CENTRAL**
Kahakuloa, Kahului, Wailuku
- SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- EAST**
Hana, Kaupo, Kipahulu, Nahiku
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- NORTH SHORE**
Haiku, Sprecklesville/Paia/Kuau
- WEST**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai, Olowalu

Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$67,347,950
Wailuku	\$44,885,495
Kihei	\$39,666,000
Haiku	\$30,388,000
Kahului	\$28,116,620
Makawao/Olinda/Haliimaile	\$23,596,725
Lahaina	\$20,788,250
Spreckelsville/Paia/Kuau	\$17,140,000
Napili/Kahana/Honokowai	\$16,999,216
Kula/Ulupalakua/Kanaio	\$15,115,075

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$138,202,749
Kihei	\$84,841,233
Kaanapali	\$37,105,000
Napili/Kahana/Honokowai	\$34,585,750
Wailuku	\$9,043,000
Kapalua	\$5,745,000
Maalaea	\$4,888,000
Kahului	\$3,508,500
Lanai	\$3,055,000
Pukalani	\$2,920,000

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$136,250,000
Lahaina	\$7,251,001
Napili/Kahana/Honokowai	\$4,200,000
Haiku	\$3,770,500
Kapalua	\$3,125,000
Kaanapali	\$2,865,000
Kula/Ulupalakua/Kanaio	\$2,577,000
Spreckelsville/Paia/Kuau	\$2,350,000
Wailuku	\$2,157,000
Makawao/Olinda/Haliimaile	\$1,550,000



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



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

STATE OF HAWAII | ALL COUNTIES
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

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

Maui County

2023-2024

CLASS	All rates are per \$1,000 of net taxable assessed valuation
Owner-Occupied	
Tier 1, Up to \$1 Million	\$1.90
Tier 2, \$1,000,001 to \$3 Million	\$2.00
Tier 3, More Than \$3 Million	\$2.75
Non-Owner-Occupied	
Tier 1, Up to \$1 Million	\$5.85
Tier 2, \$1,000,001 to \$4.5 Million	\$8.00
Tier 3, More Than \$4.5 Million	\$12.50
Apartment	\$3.50
Hotel And Resort	\$11.75
Time Share	\$14.60
Transient Vacation Rental/Short-Term Rental Home	\$11.85
Long-Term Rental	
Tier 1, Up to \$1 Million	\$3.00
Tier 2, \$1,000,001 to \$3 Million	\$5.00
Tier 3, More Than \$3 Million	\$8.00
Agricultural	\$5.74
Conservation	\$6.43
Commercial	\$6.05
Industrial	\$7.05
Commercialized 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 2nd 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

