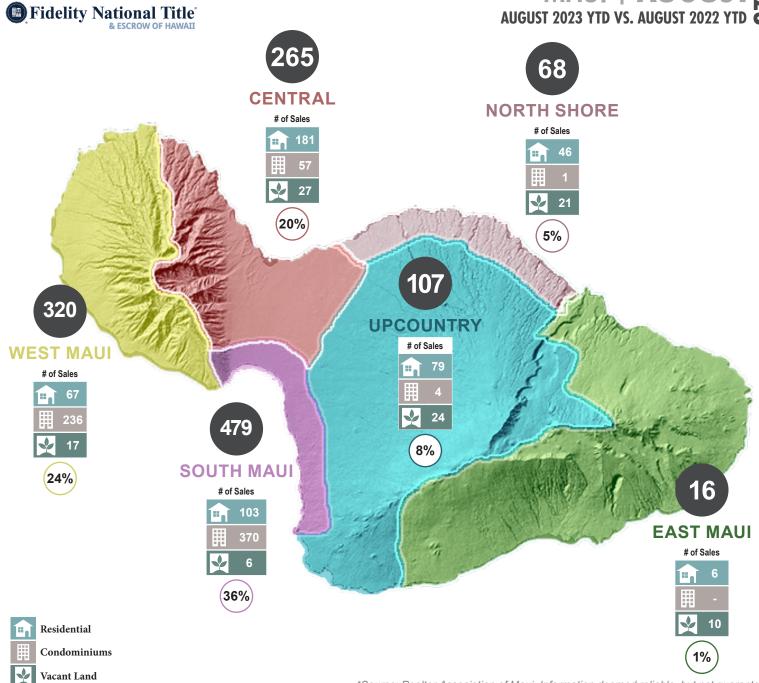
MAUI | AUGUST 2022 YTD S. AUGUST



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

	% OF CLOSINGS		# OF UNITS RECORDED			MEDIAN	PRICE	MEDIAN DAYS ON MARKET	
	HOMES	38%	508	_	-33%	\$1,170,000		2%	84
	CONDO	53%	693		-42%	\$830,000		8%	69
*	LAND	9%	115		-29%	\$693,000		-11%	160

% of Closed Sales by Districts through August 31, 2023

Number of Recorded transactions
from January 1, 2023 - August 31, 2023

2023 VS 2022	YTD NUMBER	R OF UNITS	2023 VS 2022 Y	TD TOTAL DOL	LAR VOLUME
DISTRICT	2023	% Change	DISTRICT	2023	% Change
SOUTH	479	-33%	SOUTH	\$755,068,663	-32%
WEST	320	-49%	WEST	\$539,074,143	-43%
CENTRAL	265	-25%	CENTRAL	\$250,815,552	-12%
UPCOUNTRY	107	-40%	UPCOUNTRY	\$168,760,291	-26%
LANAI/MOLOKAI	61	-44%	NORTH SHORE	\$103,637,064	-45%
NORTH SHORE	68	-36%	EAST	\$33,801,420	-13%
EAST	16	-33%	LANAI/MOLOKAI	\$28,213,770	-48%
TOTAL	1,316	-38%	TOTAL	\$1,879,370,903	-34%







508

TOTAL NUMBER OF SALES

2023

757

-33%

TOTAL NUMBER OF SALES

2022

\$1,170,000

MEDIAN SALES PRICE

2023

\$1,150,000

2%

MEDIAN SALES PRICE

2022

\$909,080,136

TOTAL DOLLAR VOLUME

2023

\$1,345,676,465

-32%

TOTAL DOLLAR VOLUME

2022

	Number of Sales		Media	ın Sales Pri	се	Total	Dollar Volum	е	
	2023	2022	%Change	2023	2022	%Change	2023	2022	%Change
CENTRAL									
Kahakuloa	1	-	-	\$1,525,000	-	-	\$1,525,000	-	-
Kahului	66	75	-12%	\$952,500	\$950,000	0%	\$65,232,143	\$72,705,000	-10%
Wailuku	114	153	-26%	\$1,070,000	\$898,575	19%	\$140,083,909	\$153,669,514	-9%
EAST									
Hana	5	7	-29%	\$950,000	\$1,950,000	-51%	\$6,312,500	\$15,834,999	-60%
Kaupo	1	1	0%	\$725,000	\$2,699,500	-73%	\$725,000	\$2,699,500	-73%
Keanae	-	1	-100%	-	\$1,100,000	-	-	\$1,100,000	-100%
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	1	-100%	-	\$725,000	-	-	\$725,000	-100%
NORTH SHORE									
Haiku	39	70	-44%	\$1,495,000	\$1,427,500	5%	\$69,997,196	\$120,148,100	-42%
Sprecks/Paia/Kuau	7	17	-59%	\$1,700,000	\$1,095,000	55%	\$11,097,103	\$39,624,998	-72%
SOUTH									
Kihei	76	103	-26%	\$1,167,500	\$1,350,000	-14%	\$103,262,350	\$186,032,218	-45%
Maalaea	-	1	-100%	-	\$2,500,000	-	-	\$2,500,000	-100%
Maui Meadows	14	17	-18%	\$2,840,000	\$2,070,000	37%	\$37,034,000	\$43,012,800	-14%
Wailea/Makena	13	27	-52%	\$5,800,000	\$3,550,000	63%	\$108,156,481	\$205,662,450	-47%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	30	49	-39%	\$1,377,500	\$1,400,000	-2%	\$49,905,000	\$89,850,044	-45%
Makawao/Olinda/Haliimaile	29	61	-53%	\$1,110,000	\$880,000	26%	\$42,304,891	\$64,717,943	-35%
Pukalani	20	33	-39%	\$1,025,000	\$1,060,000	-3%	\$23,324,400	\$36,201,500	-36%
WEST									
Honokohau	-	1	-100%	-	\$792,000	-	-	\$792,000	-100%
Kaanapali	11	19	-42%	\$3,550,000	\$2,700,000	32%	\$60,544,136	\$54,861,050	10%
Kapalua	8	12	-33%	\$4,350,000	\$5,025,000	-13%	\$38,980,000	\$63,600,000	-39%
Lahaina	26	41	-37%	\$2,000,000	\$1,700,000	18%	\$96,273,758	\$106,926,600	-10%
Napili/Kahana/Honokowai	20	27	-26%	\$1,417,500	\$1,250,000	13%	\$27,697,499	\$39,378,999	-30%
Olowalu	2	3	-33%	\$4,800,000	\$4,300,000	12%	\$9,600,000	\$13,775,000	-30%
LANAI - MOLOKAI									
Lanai	6	8	-25%	\$719,000	\$690,000	4%	\$4,283,000	\$5,531,750	-23%
Molokai	20	30	-33%	\$437,500	\$670,000	-35%	\$12,741,770	\$26,327,000	-52%
MAUI SUMMARY	508	757	-33%	\$1,170,000	\$1,150,000	2%	\$909,080,136	\$1,345,676,465	-32%

AUGUST 20	AUGUST							
	AUGUST 2023 YTD NUMBER OF SALES							
DISTRICT	2023	2022	% Change	DISTRICT				
CENTRAL	181	228	-21%	SOUTH				
SOUTH	103	148	-30%	WEST				
UPCOUNTRY	79	143	-45%	CENTRAL				
WEST	67	103	-35%	UPCOUNTRY				
NORTH SHORE	46	87	-47%	NORTH SHORE				
LANAI/MOLOKAI	26	38	-32%	LANAI/MOLOKAI				
EAST	6	10	-40%	EAST				
TOTAL	508	757	-33%	TOTAL				

AUGUST 2023 YTD TOTAL DOLLAR VOLUME												
DISTRICT	2023	2022	% Change									
SOUTH	\$248,452,831	\$437,207,468	-43%									
WEST	\$233,095,393	\$279,333,649	-17%									
CENTRAL	\$206,841,052	\$226,374,514	-9%									
UPCOUNTRY	\$115,534,291	\$190,769,487	-39%									
NORTH SHORE	\$81,094,299	\$159,773,098	-49%									
LANAI/MOLOKAI	\$17,024,770	\$31,858,750	-47%									
EAST	\$7,037,500	\$20,359,499	-65%									
TOTAL	\$909,080,136	\$1,345,676,465	-32%									

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

wwwFidelityHawaii.com







693

TOTAL NUMBER OF SALES

2023

YEAR-OVER-YEAR

1,193 **TOTAL NUMBER OF SALES** 2022

\$830,000

MEDIAN SALES PRICE

2023

\$767,000

8%

MEDIAN SALES PRICE

2022

\$813,768,774

TOTAL DOLLAR VOLUME

2023

\$1,313,056,067

-38%

TOTAL DOLLAR VOLUME

2022

	Nui	mber of	Sales	Media	Median Sales Price			Dollar Volume	9
	2023	2022	%Change	2023	2022	%Change	2023	2022	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	16	38	-58%	\$279,000	\$200,000	40%	\$4,188,000	\$8,428,100	-50%
Wailuku	41	73	-44%	\$540,000	\$500,000	8%	\$23,200,000	\$39,806,000	-42%
EAST									
Hana	-	3	-100%	-	\$685,000	-	-	\$2,610,000	-100%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	1	2	-50%	\$800,000	\$635,000	26%	\$800,000	\$1,270,000	-37%
SOUTH									
Kihei	275	415	-34%	\$800,000	\$725,000	10%	\$244,533,075	\$341,535,811	-28%
Maalaea	34	34	0%	\$717,000	\$639,872	12%	\$23,990,000	\$22,623,744	6%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	61	101	-40%	\$2,050,000	\$1,750,000	17%	\$225,619,949	\$280,638,059	-20%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	1	-100%	-	\$600,000	-	-	\$600,000	-100%
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	4	1	300%	\$899,000	\$875,000	3%	\$3,593,000	\$875,000	311%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	53	116	-54%	\$1,500,000	\$1,450,000	3%	\$98,084,600	\$202,673,975	-52%
Kapalua	22	52	-58%	\$1,685,000	\$1,450,000	16%	\$49,244,000	\$124,993,500	-61%
Lahaina	43	54	-20%	\$865,000	\$830,000	4%	\$40,808,950	\$68,029,799	-40%
Napili/Kahana/Honokowai	118	263	-55%	\$750,000	\$700,000	7%	\$90,453,700	\$204,236,579	-56%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	1	2	-50%	\$1,650,000	\$2,500,000	-34%	\$1,650,000	\$5,000,000	-67%
Molokai	24	38	-37%	\$323,500	\$264,500	22%	\$7,603,500	\$9,735,500	-22%
MAUI SUMMARY	693	1,193	-42%	\$830,000	\$767,000	8%	\$813,768,774	\$1,313,056,067	-38%

AUGUST 2023 YTD NUMBER OF SALES										
DISTRICT	2023	2022	% Change							
SOUTH	370	550	-33%							
WEST	236	485	-51%							
CENTRAL	57	111	-49%							
LANAI/MOLOKAI	25	40	-38%							
UPCOUNTRY	4	2	100%							
NORTH SHORE	1	2	-50%							
EAST	-	3	-100%							
TOTAL	693	1,193	-42%							

AUGUST 2023 YTD TOTAL DOLLAR VOLUME													
DISTRICT	2023	2022	% Change										
SOUTH	\$494,143,024	\$644,797,614	-23%										
WEST	\$278,591,250	\$599,933,853	-54%										
CENTRAL	\$27,388,000	\$48,234,100	-43%										
LANAI/MOLOKAI	\$9,253,500	\$14,735,500	-37%										
UPCOUNTRY	\$3,593,000	\$1,475,000	144%										
NORTH SHORE	\$800,000	\$1,270,000	-37%										
EAST	-	\$2,610,000	-100%										
TOTAL	\$813,768,774	\$1,313,056,067	-38%										

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

wwwFidelityHawaii.com

MAUI REAL ESTATE REPORT Fidelity National Title & ESCROW OF HAWAII





115

TOTAL NUMBER OF SALES

2023

163

-29%

TOTAL NUMBER OF SALES

2022

\$693,000

MEDIAN SALES PRICE

2023

\$775,000

-11%

MEDIAN SALES PRICE

2022

\$156,521,993

TOTAL DOLLAR VOLUME

2023

\$193,583,242

-19%

TOTAL DOLLAR VOLUME

2022

	Number of Sales		Media	ın Sales Prid	ce	Total Dollar Volume			
	2023	2022	%Change	2023	2022	%Change	2023	2022	%Change
CENTRAL									
Kahakuloa	-	1	-100%	-	\$800,000	-	-	\$800,000	-100%
Kahului	-	2	-100%	-	\$914,635	-	-	\$1,829,270	-100%
Wailuku	27	13	108%	\$550,000	\$625,000	-12%	\$16,586,500	\$7,589,500	119%
EAST									
Hana	8	5	60%	\$607,500	\$3,350,000	-82%	\$4,946,000	\$13,288,300	-63%
Kaupo	1	4	-75%	\$21,132,920	\$415,000	4992%	\$21,132,920	\$1,830,750	1054%
Keanae	1	1	0%	\$685,000	\$675,000	2%	\$685,000	\$675,000	2%
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	1	-100%	-	\$170,000	-	-	\$170,000	-100%
NORTH SHORE									
Haiku	21	15	40%	\$912,500	\$900,000	1%	\$21,742,765	\$25,168,000	-14%
Sprecks/Paia/Kuau	-	2	-100%	-	\$1,842,500	-	-	\$3,685,000	-100%
SOUTH									
Kihei	-	6	-100%	-	\$1,350,000	-	-	\$18,100,000	-100%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	1	1	0%	\$1,620,000	\$1,490,000	9%	\$1,620,000	\$1,490,000	9%
Wailea/Makena	5	5	0%	\$943,808	\$1,608,250	-41%	\$10,852,808	\$7,538,250	44%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	15	21	-29%	\$1,200,000	\$820,000	46%	\$26,298,000	\$27,684,000	-5%
Makawao/Olinda/Haliimaile	8	7	14%	\$1,025,000	\$750,000	37%	\$22,850,000	\$7,274,222	214%
Pukalani	1	4	-75%	\$485,000	\$514,000	-6%	\$485,000	\$2,079,500	-77%
WEST									
Honokohau	-	1	-100%	-	\$408,000	-	-	\$408,000	-100%
Kaanapali	8	18	-56%	\$928,250	\$805,000	15%	\$17,097,500	\$25,937,500	-34%
Kapalua	3	16	-81%	\$1,200,000	\$1,337,500	-10%	\$3,720,000	\$26,377,500	-86%
Lahaina	3	6	-50%	\$1,300,000	\$870,000	49%	\$3,825,000	\$5,983,000	-36%
Napili/Kahana/Honokowai	-	2	-100%	-	\$2,709,000	-	-	\$5,418,000	-100%
Olowalu	3	2	50%	\$780,000	\$1,216,500	-36%	\$2,745,000	\$2,433,000	13%
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	10	30	-67%	\$221,250	\$232,250	-5%	\$1,935,500	\$7,824,450	-75%
MAUI SUMMARY	115	163	-29%	\$693,000	\$775,000	-11%	\$156,521,993	\$193,583,242	-19%

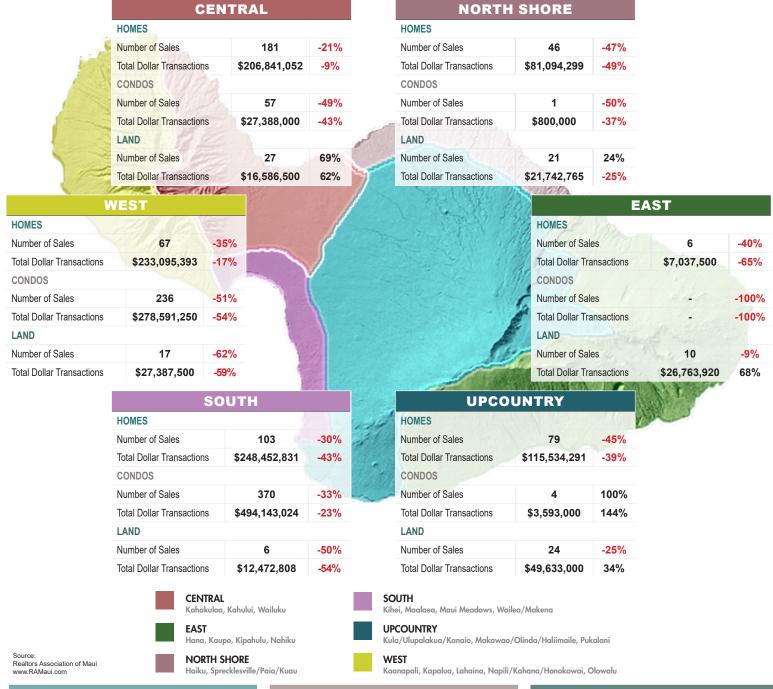
AUGUST 20	23 YTD NUN	MBER OF SA	ALES	AUGUST 2023 YTD TOTAL DOLLAR VOLUME				
DISTRICT	2023	2022	% Change	DISTRICT	2023	2022	% Change	
CENTRAL	27	16	69%	UPCOUNTRY	\$49,633,000	\$37,037,722	34%	
UPCOUNTRY	24	32	-25%	WEST	\$27,387,500	\$66,557,000	-59%	
NORTH SHORE	21	17	24%	EAST	\$26,763,920	\$15,964,050	68%	
WEST	17	45	-62%	NORTH SHORE	\$21,742,765	\$28,853,000	-25%	
EAST	10	11	-9%	CENTRAL	\$16,586,500	\$10,218,770	62%	
LANAI/MOLOKAI	10	30	-67%	SOUTH	\$12,472,808	\$27,128,250	-54%	
SOUTH	6	12	-50%	LANAI/MOLOKAI	\$1,935,500	\$7,824,450	-75%	
TOTAL	115	163	-29%	TOTAL	\$156,521,993	\$193,583,242	-19%	

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

wwwFidelityHawaii.com







RESIDENTIAL

TOP 10 AREAS Total Dollar Volume

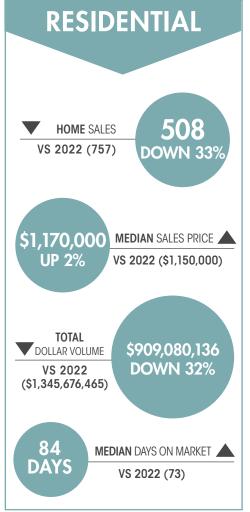
CONDOMINIUM

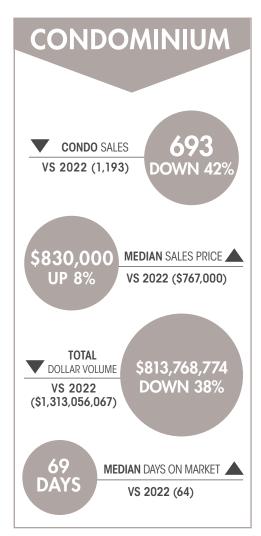
TOP 10 AREAS Total Dollar Volume

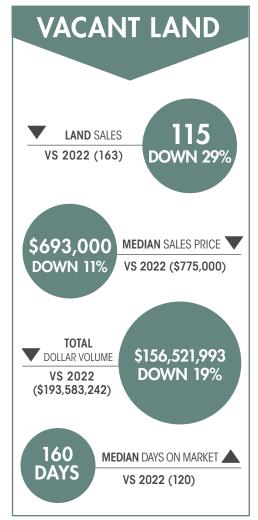
Kihei	\$244,533,075
Wailea/Makena	\$225,619,949
Kaanapali	\$98,084,600
Napili/Kahana/Honokowai	\$90,453,700
Kapalua	\$49,244,000
Lahaina	\$40,808,950
Maalaea	\$23,990,000
Wailuku	\$23,200,000
Molokai	\$7,603,500
Kahului	\$4,188,000

VACANT LAND

TOP 10 AREAS Total Dollar Volume







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: Applies to all transfers or conveyanceof realty or	Scale #2:	
At Least	But Less Than	or single family residence where the purchaser is eligible for the county homeowner's 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)	
\$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	



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



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

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: https://hawaiipropertytax.com/tax_rates.html

Maui County

2023-202**4**

CLASS	All rates are per \$1,000 of net taxable asse	ssed valuation
Owner-Occu	pied	
Tier 1, Up to	o \$1 Million	\$1.90
Tier 2, \$1,0	00,001 to \$3 Million	\$2.00
Tier 3, Mor	e Than \$3 Million	\$2.75
Non-Owner-0	Occupied	
Tier 1, Up to	o \$1 Million	\$5.85
Tier 2, \$1,0	00,001 to \$4.5 Million	\$8.00
Tier 3, Mor	e Than \$4.5 Million	\$12.50
Apartment		\$3.50
Hotel And Re	esort	\$11.75
Time Share		\$14.60
Transient Va	cation Rental/Short-Term Rental Home	\$11.85
Long-Term R	ental	
Tier 1, Up to	o \$1 Million	\$3.00
Tier 2, \$1,0	00,001 to \$3 Million	\$5.00
Tier 3, Mor	e Than \$3 Million	\$8.00
Agricultural		\$5.74
Conservation	ı	\$6.43
Commercial		\$6.05
Industrial		\$7.05
Commerciali	zed Residential	\$4.40

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 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

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For more information visit: www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax/Assessment

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