

from January 1, 2023 – September 30, 2023	96813	Nuuanu, Chinatown, Downtown, Punchbowl, Pauoa, Makiki, Pacific Heights, Kinau, Ward, Kakaako, Ala Moana, Kapiolani, Moilili, Waikiki
Single Family Homes	96814	McCully (Ward Ave Kalakaua Ave.), Punchbowl, Pawaa, Makiki, Kapio, Kinau, Ward, Kakaako, Holiday Mart, Ala Moana, Waikiki
	96815	Holiday Mart, Ala Moana, Waikiki, Kapahulu, Diamond Head
Condominiums	96817	Kalihi, Dillingham, Palama, Chinatown, Downtown, Alewa, Kapalama, Liliha, Kuakini, Makiki, Nuuanu, Kamehameha Heights,
		Dowsett, Old Pali, Puunui
% of Closed Sales by Districts	96818	Halawa, Salt Lake, Aliamanu, Foster Village
through September 30, 2023	96819	Salt Lake, Moanalua, Moanalua Gardens, Moanalua Valley, Kalihi Valley, Kapalama
	96822	Makiki, Punchbowl, Punahou, Manoa, Ala Moana, Kapiolani, Moiliili
*Source:	96826	Makiki, Punahou, Kapiolani, Manoa, McCully, Pawaa, Moiliili, Kapahulu, St. Louis, University, Waikiki, Waialae Nui Valley,
https://www.bicentral.com/market_press_releases.php		Diamond Head

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

		% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE		
	SINGLE FAMILY HOMES	36%	1,985		-31%	\$1,050,000		-5%
		64%	3,592	\bullet	-31%	\$505,000	\bullet	-1%
	OAHU TOTAL SALES		5,577		-31%			

 Yvonne Ahsing | Henson Balais | Jasmine Bishaw | Reta Chin | Darrelle Glushenko | Kalia Goulette | Kurt Johnson | Mandy Marumoto | Olivia Morikawa | David Palk | Christine Parke | Kristina Piasecki | Daisy Su | Kai Li Woolworth | Charlene Valencia | Kerra Wong

 KAHALA 808-380-6767 | DOWNTOWN 808-536-0404 | PEARLRIDGE 808-485-0505 | KAILUA 808-230-8080 | KAPOLEI 808-380-3640
 Daiw Escrow & Sales Team

 OVER 150+ YEARS OF COMBINED EXPERIENCE
 Pearlence

OAHU REAL ESTATE REPORT

OAHU **3RD QUARTER** SEPTEMBER 2023 VS. SEPTEMBER 2022

Median Sales Price

Median Sales Price

2022

2023

SEP 2023 vs. SEP 2022

%

Fidelity National Title & ESCROW OF HAWAII

SINGLE FAMILY HOMES September 2023 vs. September 2022

HOME SALES 232 DOWN 17%	MEDIAN SALES PRICE \$1,050,000 DOWN 5%	MEDIAN DAY ON THE MARKET 20 UP 11%
VS 2022 (278)	VS 2022 (\$1,100,000)	VS 2022 (18)

TOP 10 # OF SALES

SINGLE	FAMILY
HOMES	

MEDIAN	Aina Haina -
DAY ON THE	Ala Moana -
MARKET	Downtown -
20	Ewa Plain
UP 11%	Hawaii Kai
VS 2022 (18)	Kailua - Wai
	Kalihi - Pala
	Kaneohe
	Kapahulu - [
% Change	Makaha - Na

BY NEIGHBORHOOD							
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%				

	SEP	2023 vs.	SEP 2022		EP 2022	
SINGLE FAMILY HOMES	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliouou	4	9	-56%	\$1,525,000	\$1,497,000	2%
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%
Pearl City - Aiea	19	22	-14%	\$1,050,000	\$1,012,500	4%
Wahiawa	10	2	400%	\$857,000	\$732,500	17%
Waialae - Kahala	7	10	-30%	\$3,750,000	\$2,425,000	55%
Waikiki	-	-	-	-	-	-
Waipahu	14	10	40%	\$890,000	\$879,500	1%
Windward Coast	2	3	-33%	\$1,272,500	\$900,000	41%
SUMMARY	232	278	-17%	\$1,050,000	\$1,100,000	-5%

Number of Sales

CONDOMINIUM har 2023 vs. Santamhar 20

Septe	ember 2022	
HOME SALES	MEDIAN SALES PRICE	MEDIAN DAY ON THE MARKET
376	\$532,500	21

DOWN 24% VS 2022 (496)

UP 6 VS 2022 (\$

IAN	DAY ON THE
PRICE	MARKET
,500	21
5%	UP 50%
502,500)	VS 2022 (14)

TOP 10 # OF SALES BY NEIGHBORHOOD							
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%				

			See 2023 vs. SEP 2022		
)22	NEIGHBORHOOD	2023	2022	% Change	
N	Aina Haina - Kuliouou	-	-	-	
HE					

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%

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

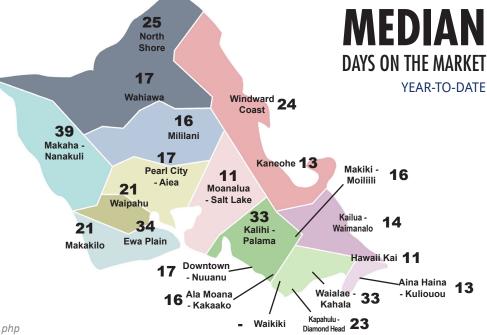
OAHU REAL ESTATE REPORT

OAHU | **3RD QUARTER** 2023 YTD VS. 2022 YTD

SINGLE FAMI HOMES YEAR-TO-DATE	1,985 HOMES SOLD 2023 2,858 HOMES SOLD 2022	-31%	\$1,050, MEDIAN SALE 2023 (0 \$1,110,50 MEDIAN SALE 2022	s price -5%	22 MEDIAN DAYS OF 2023 11 MEDIAN DAYS OF 2022	100%
SINGLE FAMILY		Number of Sa	les		Median Sales P	Price
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%
Wahiawa	46	64	-28%	\$840,000	\$900,000	-7%
Waialae - Kahala	58	73	-21%	\$2,471,000	\$2,500,000	-1%
Waikiki	-	1	-100%	-	\$1,500,000	-
Waipahu	131	178	-26%	\$910,000	\$956,500	-5%
Windward Coast	31	44	-30%	\$1,150,000	\$1,212,500	-5%
SUMMARY	1,985	2,858	-31%	\$1,050,000	\$1,110,500	-5%

TOP 10 # OF SALES BY NEIGHBORHOOD

BINEIGHBORHOOD					
Homes	2023	2022	% Change		
Ewa Plain	378	582	-35%		
Kailua - Waimanalo	194	266	-27%		
Makaha - Nanakuli	190	235	-19%		
Pearl City - Aiea	140	172	-19%		
Waipahu	131	178	-26%		
Kaneohe	121	162	-25%		
Mililani	108	160	-33%		
Kapahulu - Diamond Head	100	168	-40%		
Hawaii Kai	95	146	-35%		
Makakilo	75	122	-39%		



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

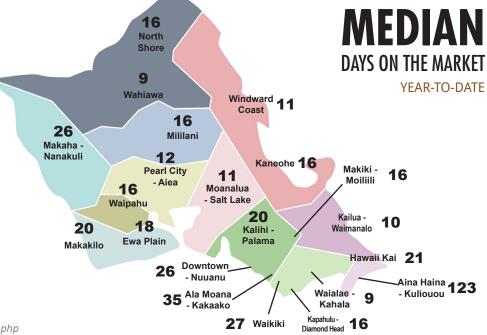
OAHU REAL ESTATE REPORT

OAHU | **3RD QUARTER** 2023 YTD VS. 2022 YTD

CONDOMINIU YEAR-TO-DATE	3,592 CONDOS SO 2023 5,218 CONDOS SO 2022	- 31 %	MEDIAN SALE	-1%	20 MEDIAN DAYS OF 2023 12 MEDIAN DAYS OF 2022	67%
CONDOMINIUM		Number of Sa	les		Median Sales F	Price
	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%

TOP 10 # OF SALES BY NEIGHBORHOOD

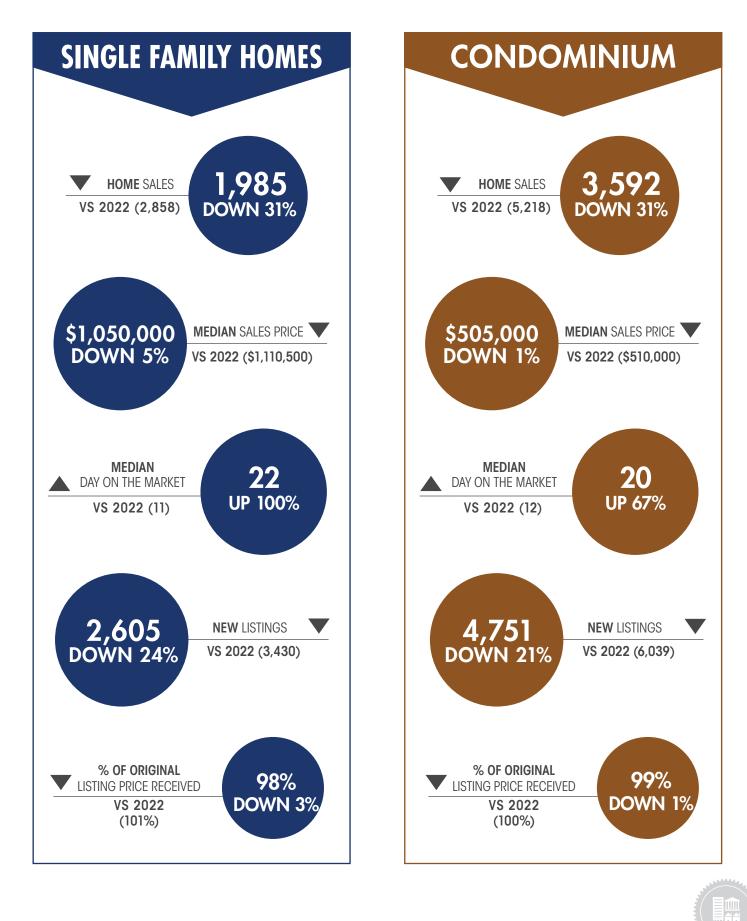
BY NEIGHBORHOOD				
Condominium	2023	2022	% Change	
Waikiki	818	1,044	-22%	
Ala Moana - Kakaako	412	600	-31%	
Makiki - Moiliili	378	583	-35%	
Ewa Plain	310	488	-36%	
Downtown - Nuuanu	250	414	-40%	
Mililani	228	315	-28%	
Pearl City - Aiea	198	315	-37%	
Makaha - Nanakuli	125	181	-31%	
Moanalua - Salt Lake	120	216	-44%	
Hawaii Kai	119	160	-26%	



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

OAHU | **3RD QUARTER** S2023 YTD VS. 2022 YTD

OAHU REAL ESTATE REPORT



www.FidelityHawaii.com





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

NOTE: *General excise tax (GET) will be charged on the fee

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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.

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*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

For More Information Visit: https://hawaiipropertytax.com/tax_rates.html

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Reta Chin | Cody Day | Kurt Johnson | Joanne Mackey | Olivia Morikawa | Mercy Palmer | Christine Parke | Carson Smith

Maui County

2023-2024

CLASS	CLASS All rates are per \$1,000 of net taxable assessed valuation		
Owner-Occu	pied		
Tier 1, Up t	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-	Occupied		
Tier 1, Up t	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	\$11.75		
Time Share	\$14.60		
Transient Va	cation Rental/Short-Term Rental Home	\$11.85	
Long-Term R	ental		
Tier 1, Up t	o \$1 Million	\$3.00	
Tier 2, \$1,0	00,001 to \$3 Million	\$5.00	
Tier 3, Mor	\$8.00		
Agricultural	\$5.74		
Conservation	\$6.43		
Commercial	\$6.05		
Industrial	\$7.05		
Commerciali	\$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, 20231st half of fiscal year tax payment dueSep 30, 2023Deadline for filing exemption claims & ownership documentsFeb 20, 20242nd half of fiscal year tax payment due

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

