OAHU | MAY 2023 YTD VS. MAY 2022 YTD 23 **OAHU** REAL ESTATE REPORT Fidelity National Title & ESCROW OF HAWAII 40 LEEWARD WEST NORTH SHORE Ewa, Ewa Beach 96706 96712 Waialua, Haleiwa, North Shore, Kawailoa, 96707 Ko Olina, Campbell Ind. Park, Waimea Bay, Pupukea, Sunset Beach Makakilo, Kapolei, Ewa 96717 Waialua, Hauula, Punaluu **NORTH** 96792 Makaha, Maili, Nanakuli, Kuilima, Kahuku, Malaekahana 96731 **SHORE** Waianae, Lualualei, Pokai Bay 96762 Malaekahana, Kahuku, Laie, Hauula Kunia, Waikele, Waipahu 96797 96791 Mokuleia, Waial 25 302 15 WINDWARD 96730 Kaaawa, Kualoha 96734 Kailua 1% 96744 Kaneohe **WINDWARD** Waimanalo 96795 **LEEWARD** 181 . **EAST OAHU WEST** St. Louis Heights, Palolo, Kapahulu, Kaimuki, 96816 121 Diamond Head, Maunalani Heights, 391 Waialae- Kahala, Kahala 96821 Waialae Nui Rdge, Waialae Iki, Kalani Iki, Aina 343 10% Haina, Wailupe, Niu Valley, Kuliouou 96825 Waialae Iki Ridge, Niu Valley, Kuliouou, Hawaii Kai, Haunama Bay, Sandy Beach 25% **LEEWARD EAST** 194 156 **METRO OAHU** 227 **EAST LEEWARD EAST** 164 **OAHU** 96701 Aiea 13% 96782 Pearl City 1,114 112 Wahiawa 96786 Mililani Town, Mililani Mauka, 96789 \blacksquare 82 Laulani Valley 44% 96797 Waipio 7% Number of Recorded transactions METRO OAHU from January 1, 2023 - May 31, 2023 Nuuanu, Chinatown, Downtown, Punchbowl, Pauoa, Makiki, Pacific Heights, Kinau, Ward, Kakaako, Ala Moana, Kapiolani, Moilili, Waikiki 96813 96814 McCully (Ward Ave. - Kalakaua Ave.), Punchbowl, Pawaa, Makiki, Kapio, Kinau, Ward, Kakaako, Holiday Mart, Ala Moana, Waikiki Single Family Homes 96815 Holiday Mart, Ala Moana, Waikiki, Kapahulu, Diamond Head Kalihi, Dillingham, Palama, Chinatown, Downtown, Alewa, Kapalama, Liliha, Kuakini, Makiki, Nuuanu, Kamehameha Heights, 96817 Condominiums Dowsett, Old Pali, Puunui % of Closed Sales by Districts 96818 Halawa, Salt Lake, Aliamanu, Foster Village through May 31, 2023 96819 Salt Lake, Moanalua, Moanalua Gardens, Moanalua Valley, Kalihi Valley, Kapalama Makiki, Punchbowl, Punahou, Manoa, Ala Moana, Kapiolani, Moiliili 96822 96826 Makiki, Punahou, Kapiolani, Manoa, McCully, Pawaa, Moiliili, Kapahulu, St. Louis, University, Waikiki, Waialae Nui Valley, Diamond Head https://www.hicentral.com/market-press-releases.php



OAHU REAL ESTATE REPORT



OAHU | MAY &

2023

Median Sales Price

2022

MAY 2023 vs. MAY 2022



HOME SALES 262 **DOWN 24%**

VS 2022 (344)

MEDIAN SALES PRICE

\$1,109,000 DOWN 4%

VS 2022 (\$1,153,500)

MEDIAN DAY ON THE **MARKET**

SINGLE FAMILY

SUMMARY

21 **UP 110%**

VS 2022 (10)

TOP	10	#	OF	SALES
B,	V NEI	GH	ROR	HOOD

Single Family Homes	2023	2022	% Change
Ewa Plain	64	72	-11%
Kailua - Waimanalo	23	40	-43%
Makaha - Nanakuli	20	27	-26%
Mililani	20	24	-17%
Pearl City - Aiea	16	16	0%
Waipahu	16	23	-30%
Kaneohe	14	17	-18%
Makakilo	13	12	8%
Hawaii Kai	11	13	-15%
Kapahulu - Diamond Head	11	15	-27%

CONDOMINIUM May 2023 vs. May 2022

HOME SALES 438 **DOWN 36%**

VS 2022 (688)

MEDIAN SALES PRICE

\$505,000 **DOWN 2%**

VS 2022 (\$516,500)

MEDIAN DAY ON THE **MARKET**

20 **UP 100%**

VS 2022 (10)

TOP 10 # OF SALES

BY NEIGHBORHOOD

Condominium	2023	2022	% Change
Waikiki	94	136	-31%
Ala Moana - Kakaako	54	70	-23%
Makiki - Moiliili	48	90	-47%
Ewa Plain	40	59	-32%
Mililani	24	38	-37%
Downtown - Nuuanu	23	62	-63%
Kailua - Waimanalo	18	13	38%
Moanalua - Salt Lake	18	34	-47%
Pearl City - Aiea	16	41	-61%
Waipahu	16	25	-36%

HOMES Change Change 7 Aina Haina - Kuliouou 6 -14% \$2,014,500 \$2,330,000 -14% Ala Moana - Kakaako 2 -100% \$1,437,500 Downtown - Nuuanu 7 10 -30% \$1,100,000 \$1,364,500 -19% Ewa Plain 64 72 -11% \$905,000 \$940,250 -4% Hawaii Kai -15% 11 13 \$1,600,000 \$1,485,000 8% Kailua - Waimanalo 23 40 -43% \$1,650,000 \$1,620,000 2% Kalihi - Palama 6 11 -45% \$892,500 \$1,050,000 -15% -18% \$1,139,000 -11% Kaneohe 14 17 \$1,280,000 0% Kapahulu - Diamond Head 11 15 -27% \$1,200,000 \$1,200,000 Makaha - Nanakuli 20 27 -26% \$732,500 \$740,000 -1% 13 8% \$1,020,000 Makakilo 12 \$922,500 11% Makiki - Moiliili 6 14 -57% \$1,277,500 \$1,940,000 -34% Mililani 20 -17% \$1,025,000 24 \$1,110,000 -8% 7 Moanalua - Salt Lake 3 -57% \$1,110,000 \$1,201,000 -8% North Shore 3 8 -63% \$1,700,000 \$2,075,000 -18% Pearl City - Aiea 16 16 0% \$1.152.500 \$1,162,500 -1% Wahiawa 3 10 -70% \$950,000 \$942,500 1% Waialae - Kahala 11 10 10% \$3,250,000 \$3,220,000 1% Waikiki Waipahu 16 23 -30% \$930.000 \$1,050,000 -11% Windward Coast 9 6 50% \$1,199,000 \$1,435,000 -16%

Number of Sales

MAY 2023 vs. MAY 2022

2022

2023

Number of Sales MAY 2023 vs. MAY 2022

-24%

344

262

Median Sales Price

\$1,153,500

\$1,109,000

MAY 2023 vs. MAY 2022

-4%

NEIGHBORHOOD	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliouou	-	-	-	-	-	-
Ala Moana - Kakaako	54	70	-23%	\$610,000	\$800,000	-24%
Downtown - Nuuanu	23	62	-63%	\$585,000	\$629,950	-7%
Ewa Plain	40	59	-32%	\$682,500	\$715,000	-5%
Hawaii Kai	10	23	-57%	\$789,500	\$810,000	-3%
Kailua - Waimanalo	18	13	38%	\$682,000	\$840,000	-19%
Kalihi - Palama	13	14	-7%	\$370,000	\$457,500	-19%
Kaneohe	11	24	-54%	\$675,000	\$730,000	-8%
Kapahulu - Diamond Head	5	8	-38%	\$1,000,000	\$650,000	54%
Makaha - Nanakuli	15	18	-17%	\$312,500	\$257,500	21%
Makakilo	15	18	-17%	\$545,000	\$622,500	-12%
Makiki - Moiliili	48	90	-47%	\$415,000	\$399,500	4%
Mililani	24	38	-37%	\$485,000	\$536,250	-10%
Moanalua - Salt Lake	18	34	-47%	\$451,000	\$442,500	2%
North Shore	3	4	-25%	\$850,000	\$1,440,000	-41%
Pearl City - Aiea	16	41	-61%	\$461,500	\$515,000	-10%
Wahiawa	6	3	100%	\$337,000	\$285,000	18%
Waialae - Kahala	3	6	-50%	\$605,000	\$375,000	61%
Waikiki	94	136	-31%	\$402,500	\$420,000	-4%
Waipahu	16	25	-36%	\$541,000	\$530,000	2%
Windward Coast	6	2	200%	\$165,000	\$408,450	-60%
SUMMARY	438	688	-36%	\$505,000	\$516,500	-2%

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

OAHU REAL ESTATE REPORT



OAHU | MAY 2023 YTD VS. MAY 2022 YTD 3



1,029HOMES SOLD
2023

1,597 -36%

HOMES SOLD
2022

\$1,049,500

MEDIAN SALES PRICE

2023

\$1,115,000 **-6%**MEDIAN SALES PRICE

2022

2022

27

MEDIAN DAYS ON THE MARKET

2023 **10**

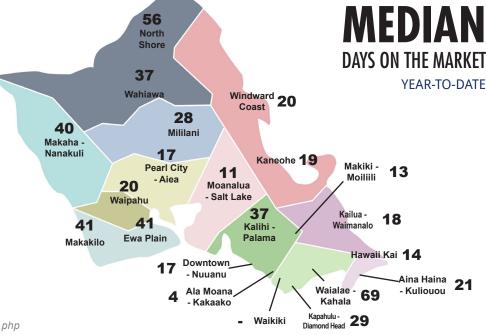
170%

MEDIAN DAYS ON THE MARKET

2022

SINGLE FAMILY		Number of Sa	les		Median Sales P	rice
HOMES	2023	2022	% Change	2023	2022	% Change
Aina Haina - Kuliouou	30	37	-19%	\$2,002,500	\$1,900,000	5%
Ala Moana - Kakaako	2	4	-50%	\$1,010,000	\$1,290,000	-22%
Downtown - Nuuanu	21	38	-45%	\$1,100,000	\$1,266,500	-13%
Ewa Plain	184	339	-46%	\$900,000	\$935,000	-4%
Hawaii Kai	52	89	-42%	\$1,450,000	\$1,600,000	-9%
Kailua - Waimanalo	103	144	-28%	\$1,511,000	\$1,600,000	-6%
Kalihi - Palama	41	59	-31%	\$850,000	\$985,000	-14%
Kaneohe	60	90	-33%	\$1,100,000	\$1,262,500	-13%
Kapahulu - Diamond Head	50	86	-42%	\$1,267,000	\$1,430,000	-11%
Makaha - Nanakuli	102	137	-26%	\$665,000	\$720,000	-8%
Makakilo	41	69	-41%	\$980,000	\$990,000	-1%
Makiki - Moiliili	37	54	-31%	\$1,435,000	\$1,783,000	-20%
Mililani	56	85	-34%	\$1,057,000	\$1,080,000	-2%
Moanalua - Salt Lake	13	21	-38%	\$1,050,000	\$1,201,000	-13%
North Shore	25	49	-49%	\$1,389,000	\$1,790,000	-22%
Pearl City - Aiea	79	93	-15%	\$938,000	\$1,069,444	-12%
Vahiawa	21	33	-36%	\$840,000	\$930,000	-10%
Naialae - Kahala	30	38	-21%	\$2,497,500	\$2,419,000	3%
Vaikiki	0	1	-100%	-	\$1,500,000	-
Vaipahu	64	102	-37%	\$920,000	\$952,500	-3%
Windward Coast	18	29	-38%	\$1,157,000	\$1,312,000	-12%
SUMMARY	1,029	1,597	-36%	\$1,049,500	\$1,115,000	-6%

TOP 10 # OF SALES BY NEIGHBORHOOD **Homes** 2023 2022 % Change 339 **Ewa Plain** 184 -46% Kailua --28% 103 144 Waimanalo Makaha -137 -26% 102 Nanakuli Pearl City -79 93 -15% Aiea Waipahu 64 102 -37% Kaneohe 60 90 -33% Mililani 56 85 -34% Hawaii Kai 52 89 -42% Kapahulu --42% 50 86 **Diamond Head** Kalihi - Palama 59 -31%



OAHU REAL ESTATE REPORT







1,902CONDOS SOLD
2023

3,070 -38%

CONDOS SOLD
2022

\$500,000

MEDIAN SALES PRICE

2023

\$510,000 MEDIAN SALES PRICE

2022

23

MEDIAN DAYS ON THE MARKET

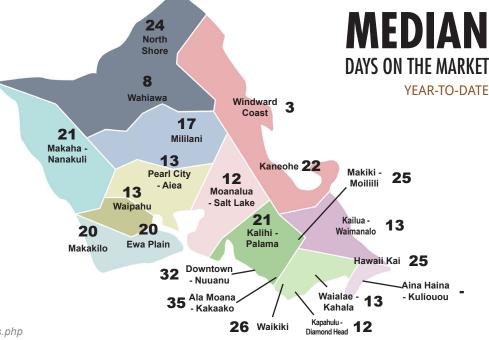
2023

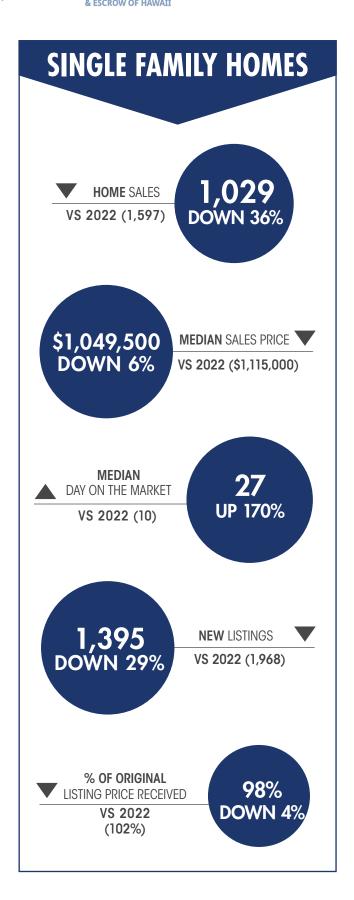
11 109%

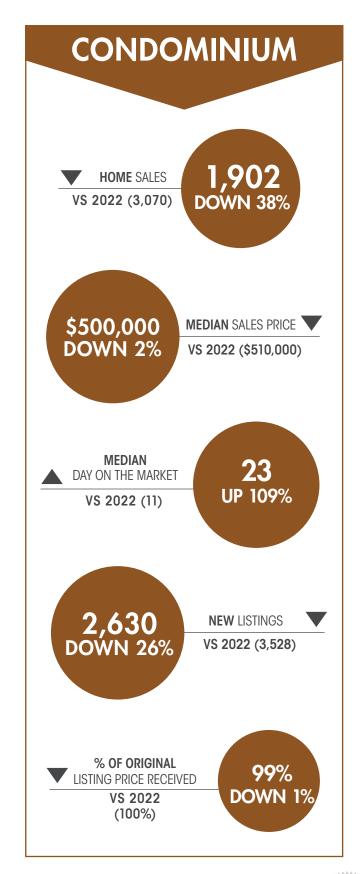
MEDIAN DAYS ON THE MARKET 2022

CONDOMINUM		Number of Sales			Median Sales Price		
CONDOMINIUM	2023	2022	% Change	2023	2022	% Change	
Aina Haina - Kuliouou	0	1	-100%	-	\$808,000	-	
Ala Moana - Kakaako	225	360	-38%	\$645,000	\$776,000	-17%	
Downtown - Nuuanu	133	239	-44%	\$571,500	\$590,750	-3%	
Ewa Plain	162	276	-41%	\$660,000	\$700,000	-6%	
Hawaii Kai	68	91	-25%	\$827,000	\$840,000	-2%	
Kailua - Waimanalo	54	50	8%	\$718,500	\$750,000	-4%	
Kalihi - Palama	45	64	-30%	\$385,000	\$410,000	-6%	
Kaneohe	56	102	-45%	\$646,000	\$710,000	-9%	
Kapahulu - Diamond Head	25	52	-52%	\$637,000	\$590,000	8%	
Makaha - Nanakuli	65	114	-43%	\$250,000	\$242,500	3%	
Makakilo	55	79	-30%	\$550,000	\$585,000	-6%	
Makiki - Moiliili	175	356	-51%	\$415,000	\$410,000	1%	
Mililani	124	182	-32%	\$497,000	\$515,000	-3%	
Moanalua - Salt Lake	62	126	-51%	\$432,500	\$449,500	-4%	
North Shore	15	33	-55%	\$900,000	\$850,000	6%	
Pearl City - Aiea	93	184	-49%	\$461,500	\$465,000	-1%	
Wahiawa	10	12	-17%	\$332,500	\$167,500	99%	
Waialae - Kahala	14	28	-50%	\$618,750	\$645,000	-4%	
Waikiki	449	612	-27%	\$411,500	\$429,500	-4%	
Waipahu	61	99	-38%	\$510,000	\$510,000	0%	
Windward Coast	11	10	10%	\$150,000	\$399,950	-62%	
SUMMARY	1,902	3,070	-38%	\$500,000	\$510,000	-2%	

TOP 10 # OF SALES BY NEIGHBORHOOD							
Condominium	2023	2022	% Change				
Waikiki	449	612	-27%				
Ala Moana - Kakaako	225	360	-38%				
Makiki - Moiliili	175	356	-51%				
Ewa Plain	162	276	-41%				
Downtown - Nuuanu	133	239	-44%				
Mililani	124	182	-32%				
Pearl City - Aiea	93	184	-49%				
Hawaii Kai	68	91	-25%				
Makaha - Nanakuli	65	114	-43%				
Moanalua - Salt Lake	62	126	-51%				











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						
CONSIDER	ATION 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)	Х	
Lien Report* if applicable	Χ	
Financing Statement*, if applicable	Χ	
Escrow Fees*	Χ	X
THIRD PARTY FEES:		
Cost of Drafting Mortgage and Note or Agreement of Sale	Χ	
Cost of Drafting Conveyance Documents & Bills of Sale		Х
Cost of Obtaining Buyer's Consents	Χ	
Cost of Obtaining Seller's Consents (e.g., Lessor's Consent)		Х
Buyers Notary Fees, if applicable	Х	
Seller's Notary Fees, if applicable		Х
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)		Х
Required Staking or Survey		Х
Homeowner's Condominium Documents, if applicable		Х
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)		Х
HARPTA (State Withholding, if applicable)		Х

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

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.



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

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

2023-2024

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-	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

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



