

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

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			MEDIAN DAYS ON MARKET
🏠 HOMES	33%	459	▲	34%	\$975,000	▲	28%	79
🏢 CONDO	56%	772	▲	51%	\$620,000	▲	9%	111
🌿 LAND	11%	149	▲	176%	\$615,000	▲	56%	128

YTD NUMBER OF UNITS RECORDED				YTD TOTAL DOLLAR VOLUME		
SOUTH	512	69%		SOUTH	\$656,384,426	150%
WEST	474	86%		WEST	\$624,167,016	130%
CENTRAL	166	-2%		CENTRAL	\$111,689,085	14%
UPCOUNTRY	109	25%		UPCOUNTRY	\$106,332,443	46%
NORTH SHORE	59	23%		NORTH SHORE	\$81,961,000	62%
LANAI/MOLOKAI	48	30%		LANAI/MOLOKAI	\$21,850,519	44%
EAST	12	71%		EAST	\$12,135,000	65%
TOTAL	1,380	52%		TOTAL	\$1,614,519,489	108%

● % of Closed Sales by Districts through April 30, 2021
● Number of Recorded transactions from January 1, 2021 – April 30, 2021

RESIDENTIAL
YEAR-OVER-YEAR

459
TOTAL NUMBER OF SALES
2021

343
TOTAL NUMBER OF SALES
2020

34%

\$975,000
MEDIAN SALES PRICE
2021

\$761,625
MEDIAN SALES PRICE
2020

28%

\$793,527,611
TOTAL DOLLAR VOLUME
2021

\$357,962,717
TOTAL DOLLAR VOLUME
2020

122%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	48	39	23%	\$775,000	\$662,650	17%	\$36,931,600	\$26,108,370	42%
Wailuku	63	77	-18%	\$777,500	\$721,825	8%	\$49,876,495	\$53,411,263	-7%
EAST									
Hana	3	1	200%	\$780,000	\$895,000	-13%	\$2,730,000	\$895,000	205%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	1	-100%	-	\$795,000	-	-	\$795,000	-100%
NORTH SHORE									
Haiku	28	32	-13%	\$1,065,000	\$951,000	12%	\$33,746,000	\$38,767,500	-13%
Sprecks/Paia/Kuau	14	5	180%	\$1,494,000	\$950,000	57%	\$33,967,000	\$5,747,400	491%
SOUTH									
Kihei	74	51	45%	\$943,000	\$840,000	12%	\$89,743,500	\$58,690,803	53%
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	16	4	300%	\$1,440,000	\$1,215,000	19%	\$23,651,500	\$4,805,000	392%
Wailea/Makena	28	8	250%	\$4,241,000	\$2,200,000	93%	\$164,484,468	\$17,900,000	819%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	31	24	29%	\$1,200,000	\$966,250	24%	\$42,829,000	\$26,338,908	63%
Makawao/Olinda/Haliimaile	15	25	-40%	\$799,000	\$687,500	16%	\$12,250,375	\$22,256,050	-45%
Pukalani	23	21	10%	\$899,000	\$764,000	18%	\$24,375,549	\$15,845,500	54%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	29	9	222%	\$2,374,500	\$2,100,000	13%	\$89,020,000	\$19,025,005	368%
Kapalua	13	3	333%	\$4,305,000	\$2,450,000	76%	\$65,857,500	\$10,870,000	506%
Lahaina	26	13	100%	\$1,856,500	\$1,180,000	57%	\$65,189,124	\$24,198,418	169%
Napili/Kahana/Honokowai	24	12	100%	\$976,000	\$1,100,000	-11%	\$30,836,500	\$23,281,000	33%
Olowalu	2	-	-	\$6,800,000	-	-	\$13,600,000	-	-
LANAI - MOLOKAI									
Lanai	6	8	-25%	\$1,075,000	\$442,500	143%	\$6,594,000	\$3,911,000	69%
Molokai	16	10	60%	\$387,500	\$482,500	-20%	\$7,845,000	\$5,116,500	53%
MAUI SUMMARY	459	343	34%	\$975,000	\$761,625	28%	\$793,527,611	\$357,962,717	122%

APRIL 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	118	63	87%
CENTRAL	111	116	-4%
WEST	94	37	154%
UPCOUNTRY	69	70	-1%
NORTH SHORE	42	37	14%
LANAI/MOLOKAI	22	18	22%
EAST	3	2	50%
TOTAL	459	343	34%

APRIL 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$277,879,468	\$81,395,803	241%
WEST	\$264,503,124	\$77,374,423	242%
CENTRAL	\$86,808,095	\$79,519,633	9%
UPCOUNTRY	\$79,454,924	\$64,440,458	23%
NORTH SHORE	\$67,713,000	\$44,514,900	52%
LANAI/MOLOKAI	\$14,439,000	\$9,027,500	60%
EAST	\$2,730,000	\$1,690,000	62%
TOTAL	\$793,527,611	\$357,962,717	122%

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

CONDOMINIUM
YEAR-OVER-YEAR

772
TOTAL NUMBER OF SALES
2021

510
TOTAL NUMBER OF SALES
2020

51%

\$620,000
MEDIAN SALES PRICE
2021

\$567,000
MEDIAN SALES PRICE
2020

9%

\$702,838,078
TOTAL DOLLAR VOLUME
2021

\$390,911,466
TOTAL DOLLAR VOLUME
2020

80%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	6	16	-63%	\$255,000	\$142,500	79%	\$1,530,000	\$2,466,500	-38%
Wailuku	39	30	30%	\$439,000	\$400,000	10%	\$18,026,490	\$12,964,950	39%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	252	173	46%	\$529,500	\$500,000	6%	\$151,841,458	\$101,007,466	50%
Maalaea	24	17	41%	\$480,000	\$345,000	39%	\$11,142,400	\$6,828,950	63%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	113	46	146%	\$1,398,000	\$1,025,000	36%	\$208,786,600	\$71,452,000	192%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	2	3	-33%	\$665,000	\$605,000	10%	\$1,330,000	\$1,880,000	-29%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	89	68	31%	\$950,000	\$1,175,000	-19%	\$107,554,500	\$97,504,631	10%
Kapalua	46	10	360%	\$1,072,500	\$985,000	9%	\$78,609,250	\$14,622,000	438%
Lahaina	76	47	62%	\$557,495	\$595,000	-6%	\$55,236,575	\$29,602,547	87%
Napili/Kahana/Honokowai	113	86	31%	\$530,000	\$499,200	6%	\$66,249,285	\$47,132,922	41%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	3	-100%	-	\$850,000	-	-	\$3,408,000	-100%
Molokai	12	11	9%	\$174,210	\$190,000	-8%	\$2,531,520	\$2,041,500	24%
MAUI SUMMARY	772	510	51%	\$620,000	\$567,000	9%	\$702,838,078	\$390,911,466	80%

APRIL 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	389	236	65%
WEST	324	211	54%
CENTRAL	45	46	-2%
LANAI/MOLOKAI	12	14	-14%
UPCOUNTRY	2	3	-33%
EAST	-	-	-
NORTH SHORE	-	-	-
TOTAL	772	510	51%

APRIL 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$371,770,458	\$179,288,416	107%
WEST	\$307,649,610	\$188,862,100	63%
CENTRAL	\$19,556,490	\$15,431,450	27%
LANAI/MOLOKAI	\$2,531,520	\$5,449,500	-54%
UPCOUNTRY	\$1,330,000	\$1,880,000	-29%
EAST	-	-	-
NORTH SHORE	-	-	-
TOTAL	\$702,838,078	\$390,911,466	80%

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

VACANT LAND
YEAR-OVER-YEAR

149
TOTAL NUMBER OF SALES
2021

54
TOTAL NUMBER OF SALES
2020

176%

\$615,000
MEDIAN SALES PRICE
2021

\$395,000
MEDIAN SALES PRICE
2020

56%

\$118,153,800
TOTAL DOLLAR VOLUME
2021

\$28,788,350
TOTAL DOLLAR VOLUME
2020

310%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	1	1	0%	\$260,000	\$425,000	-39%	\$260,000	\$425,000	-39%
Kahului	-	1	-100%	-	\$225,000	-	-	\$225,000	-100%
Wailuku	9	6	50%	\$640,000	\$337,500	90%	\$5,064,500	\$1,984,500	155%
EAST									
Hana	8	5	60%	\$492,500	\$825,000	-40%	\$9,005,000	\$5,674,000	59%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	1	-	-	\$400,000	-	-	\$400,000	-	-
NORTH SHORE									
Haiku	17	11	55%	\$725,000	\$409,000	77%	\$14,248,000	\$6,217,500	129%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	2	3	-33%	\$584,750	\$330,000	77%	\$1,169,500	\$1,570,000	-26%
Maalaea	1	-	-	\$1,100,000	-	-	\$1,100,000	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	2	1	100%	\$2,232,500	\$675,000	231%	\$4,465,000	\$675,000	562%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	14	11	27%	\$900,000	\$395,000	128%	\$11,227,585	\$5,482,850	105%
Makawao/Olinda/Haliimaile	19	2	850%	\$500,000	\$430,000	16%	\$12,257,934	\$860,000	1325%
Pukalani	5	1	400%	\$420,000	\$370,000	14%	\$2,062,000	\$370,000	457%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	29	3	867%	\$535,000	\$355,000	51%	\$18,235,007	\$1,075,000	1596%
Kapalua	17	2	750%	\$850,000	\$800,000	6%	\$19,165,000	\$1,600,000	1098%
Lahaina	6	2	200%	\$1,378,500	\$962,500	43%	\$8,707,000	\$1,925,000	352%
Napili/Kahana/Honokowai	1	-	-	\$507,275	-	-	\$507,275	-	-
Olowalu	3	-	-	\$950,000	-	-	\$5,400,000	-	-
LANAI - MOLOKAI									
Lanai	2	-	-	\$1,300,000	-	-	\$2,600,000	-	-
Molokai	12	5	140%	\$110,000	\$110,000	0%	\$2,279,999	\$704,500	224%
MAUI SUMMARY	149	54	176%	\$615,000	\$395,000	56%	\$118,153,800	\$28,788,350	310%

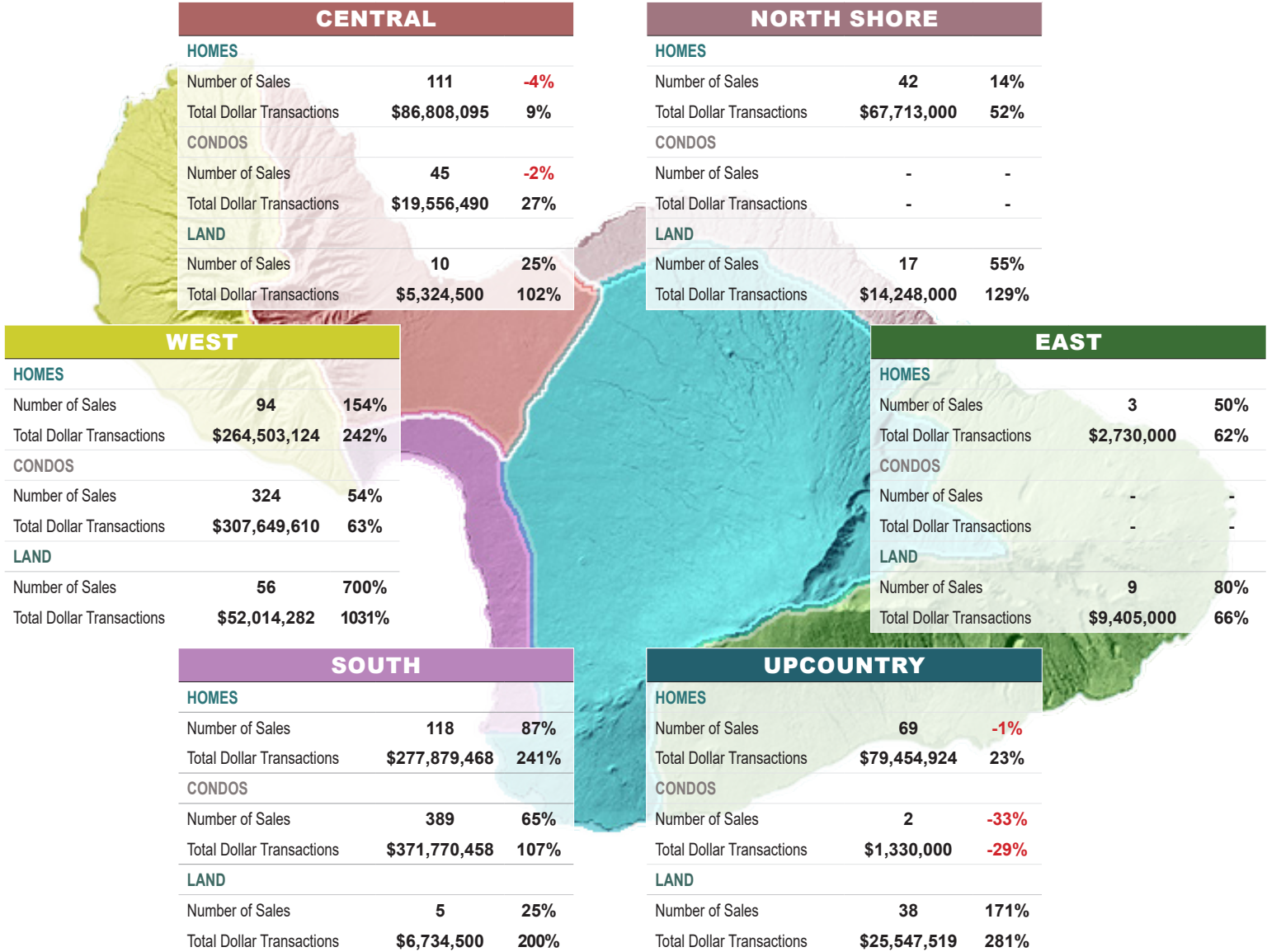
APRIL 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
WEST	56	7	700%
UPCOUNTRY	38	14	171%
NORTH SHORE	17	11	55%
LANAI/MOLOKAI	14	5	180%
CENTRAL	10	8	25%
EAST	9	5	80%
SOUTH	5	4	25%
TOTAL	149	54	176%

APRIL 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
WEST	\$52,014,282	\$4,600,000	1031%
UPCOUNTRY	\$25,547,519	\$6,712,850	281%
NORTH SHORE	\$14,248,000	\$6,217,500	129%
EAST	\$9,405,000	\$5,674,000	66%
SOUTH	\$6,734,500	\$2,245,000	200%
CENTRAL	\$5,324,500	\$2,634,500	102%
LANAI/MOLOKAI	\$4,879,999	\$704,500	593%
TOTAL	\$118,153,800	\$28,788,350	310%

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



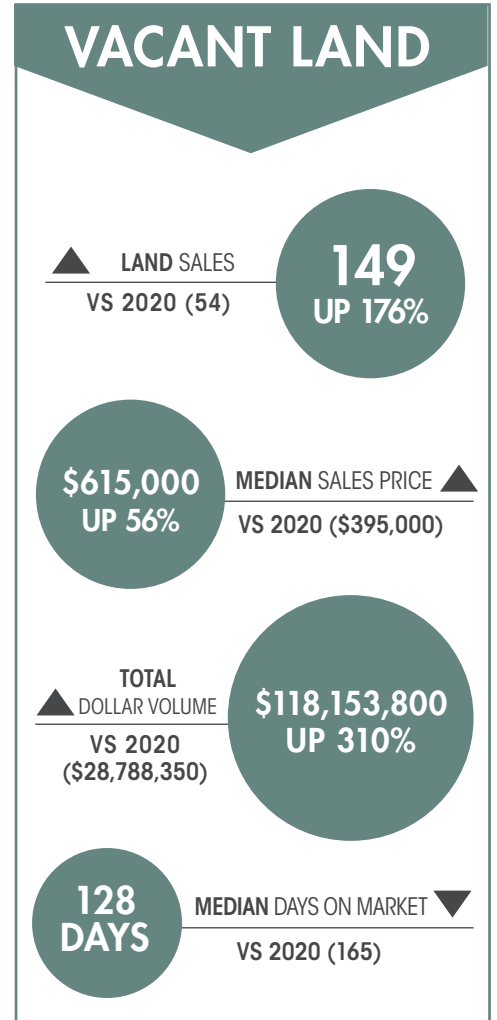
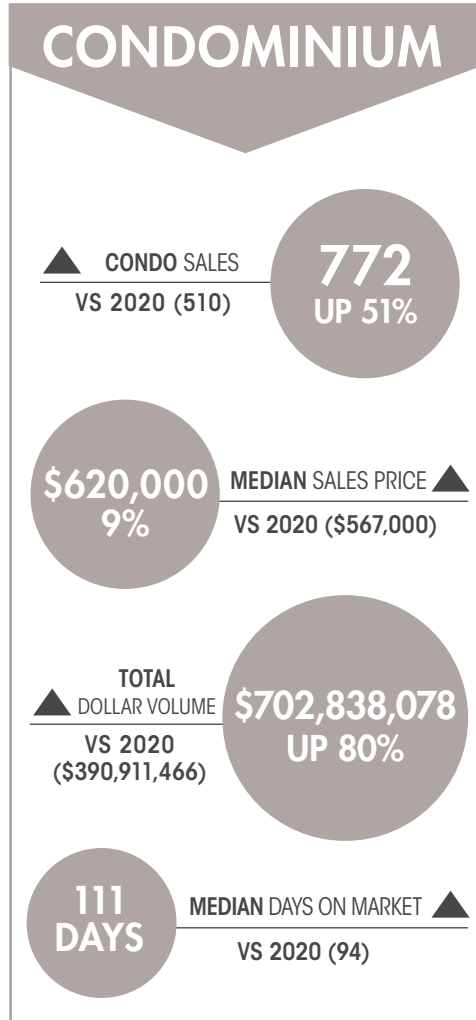
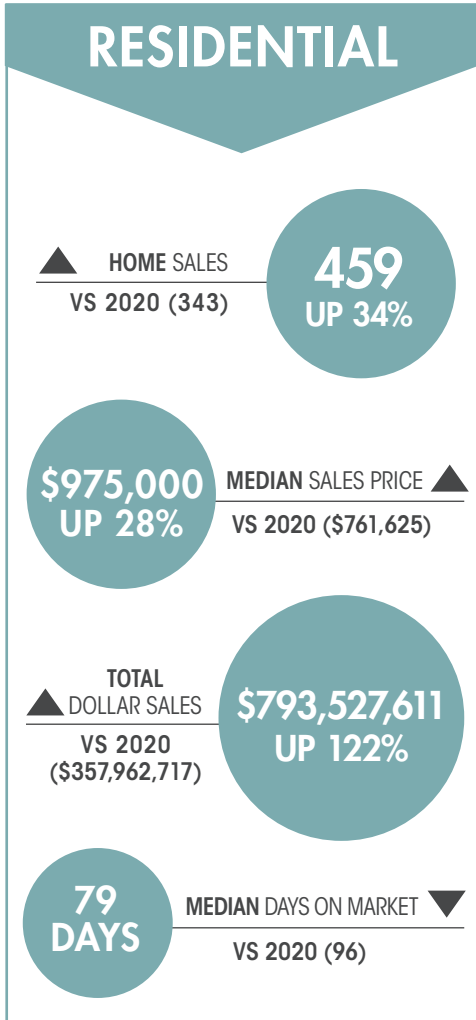
- CENTRAL**
Kahakuloa, Kahului, Wailuku
- EAST**
Hana, Kaupo, Kipahulu, Nahiku
- NORTH SHORE**
Haiku, Sprecklesville/Paia/Kuau
- SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- WEST**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai,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

Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$164,484,468
Kihei	\$89,743,500
Kaanapali	\$89,020,000
Kapalua	\$65,857,500
Lahaina	\$65,189,124
Wailuku	\$49,876,495
Kula/Ulupalakua/Kanaio	\$42,829,000
Kahului	\$36,931,600
Sprecklesville/Paia/Kuau	\$33,967,000
Haiku	\$33,746,000

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$208,786,600
Kihei	\$151,841,458
Kaanapali	\$107,554,500
Kapalua	\$78,609,250
Napili/Kahana/Honokowai	\$66,249,285
Lahaina	\$55,236,575
Wailuku	\$18,026,490
Maalaea	\$11,142,400
Molokai	\$2,531,520
Kahului	\$1,530,000

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kapalua	\$19,165,000
Kaanapali	\$18,235,007
Haiku	\$14,248,000
Makawao/Olinda/Haliimaile	\$12,257,934
Kula/Ulupalakua/Kanaio	\$11,227,585
Hana	\$9,005,000
Lahaina	\$8,707,000
Olowalu	\$5,400,000
Wailuku	\$5,064,500
Wailea/Makena	\$4,465,000



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 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.

*FNT Internal Update November, 2018

MAUI COUNTY Real Property Tax Rates

For Fiscal Year: July 1, 2020 to June 30, 2021 Per \$1,000 of net taxable assessed valuation

Owner Occupied - Tier 1	\$2.51
Owner Occupied - Tier 2	\$2.56
Owner Occupied - Tier 3	\$2.61
Non-Owner Occupied - Tier 1	\$5.45
Non-Owner Occupied - Tier 2	\$6.05
Non-Owner Occupied - Tier 3	\$6.90
Apartment	\$5.55
Commercial - Tier 1, 2, 3	\$6.29
Industrial	\$7.20
Agricultural	\$5.94
Conservation	\$6.43
Hotel & Resort	\$10.70
Timeshare	\$14.40
Short-Term Rental - Tier 1, 2, 3	\$11.08
Commercialized Residential	\$4.40

Important Dates

August 20 - First half year tax payments due

December 31 - Deadline for filing exemption claims and ownership documents which affect the tax year

February 20 - Second half year tax payments due

Tier 1 Up to \$800,000

Tier 2 \$800,001 to \$1,500,000

Tier 3 Over \$1,500,000

*****NOTE:** Depending on the classification, if assessed value is over \$800k it will trigger more than 1 Tier. Example: For a \$3M assessment. \$800K would be Tier 1, \$700K would be Tier 2, balance of \$1.5M would be Tier 3, (The total of Tier 1 + Tier 2 cannot exceed \$1.5M - Balance of assessed value goes into Tier 3)

**Go to <https://www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes>

***** HONOLULU COUNTY**

CLASS	Net Taxable Building/Land Tax Rates-Per/\$1,000
Agriculture	\$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 Tax rate applied to the net taxable valuation of the property up to \$1,000,000	\$4.50
Residential A - Tier 2 Tax rate applied to the net taxable valuation of the property in excess of \$1,000,000	\$10.50
Vacant Agriculture	\$8.50

HAWAI'I COUNTY

CLASS	Net Taxable Building/Land Tax RatesPer/\$1,000
Affordable Rental Housing	\$6.15
Agriculture/Native Forest	\$9.35
Apartment	\$11.70
Commercial	\$10.70
Conservation	\$11.55
Homeowner	\$6.15
Hotel/Resort	\$11.55
Industrial	\$10.70
Residential (Less than \$2M)	\$11.10
Residential (Over \$2M)	\$13.60

***** KAUAI COUNTY**

CLASS	Net Taxable Building/Land Tax RatesPer/\$1,000
Agriculture	\$6.75
Commercial	\$8.10
Commercial Home Use	\$5.05
Conservation	\$6.75
Homestead	\$3.05
Hotel/Resort	\$10.85
Industrial	\$8.10
Residential	\$6.05
Residential Investor	\$9.40
Vacation Rental	\$9.85

*****Kauai and Oahu Only Important Dates**

August 20 - First half year tax payments due

September 30 - Deadline for filing exemption claims and ownership documents which affect the tax year

February 20 - Second half year tax payments due



Rose Bento | Mary Jo Cabral | Reta Chin | Wendy Gomes | Rhonda Kanamu | Deni Kawauchi | Tori Lapolla | Kosei Nagata | Mercy Palmer

7 Experienced Officers | 2 Sales Executives | 219 Years of Combined Experience

Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404