

53

38

226

SOUTH KOHALA

	# of Sale	Median Sales Price
	109	\$999,990
	98	\$1,162,500
	19	\$600,000

NORTH KOHALA

	# of Sale	Median Sales Price
	43	\$950,000
	-	-
	10	\$412,500

HAMAKUA

	# of Sale	Median Sales Price
	25	\$577,500
	-	-
	13	\$465,000

209

SOUTH HILO

	# of Sale	Median Sales Price
	142	\$600,000
	32	\$220,500
	35	\$289,000

23

NORTH HILO

	# of Sale	Median Sales Price
	13	\$978,000
	-	-
	10	\$530,000

439

NORTH KONA

	# of Sale	Median Sales Price
	219	\$1,286,500
	188	\$645,000
	32	\$750,000

95

SOUTH KONA

	# of Sale	Median Sales Price
	47	\$795,000
	-	-
	48	\$227,500

293

KAU

	# of Sale	Median Sales Price
	99	\$345,000
	1	\$235,000
	193	\$22,000

1,182

PUNA

	# of Sale	Median Sales Price
	486	\$390,000
	-	-
	696	\$45,000

	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE			DAYS ON THE MARKET		
HOMES	46%		1,183	▼ -1%	\$569,000	▲ 5%	71	▲ 15%		
CONDO	12%		319	▼ -14%	\$648,000	▼ -5%	73	▲ 97%		
LAND	42%		1,056	▼ -8%	\$48,000	▲ 7%	121	▲ 26%		

- Residential
- Condominiums
- Vacant Land

○ % of Closed Sales by Districts through July 31, 2025

● Number of Recorded transactions from January 1, 2025 – July 31, 2025

District	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME		
	2025	% Change	District	2025	% Change
PUNA	1182	-1%	NORTH KONA	\$741,078,460	-28%
NORTH KONA	439	-15%	SOUTH KOHALA	\$387,472,659	-7%
KAU	293	-15%	PUNA	\$240,841,006	4%
SOUTH KOHALA	226	-10%	SOUTH HILO	\$120,068,165	6%
SOUTH HILO	209	-4%	NORTH KOHALA	\$62,709,500	-16%
SOUTH KONA	95	94%	SOUTH KONA	\$53,849,136	23%
NORTH KOHALA	53	-18%	KAU	\$46,946,626	2%
HAMAKUA	38	27%	HAMAKUA	\$24,865,300	14%
NORTH HILO	23	21%	NORTH HILO	\$20,140,500	46%
TOTAL	2,558	-6%	TOTAL	\$1,697,971,352	-15%

All information taken from Hawaii Information Services. MLS Sales Data information shown herein, while not guaranteed, is derived from sources deemed reliable.

HAWAII ISLAND YEAR-TO-DATE

2,558
TOTAL NUMBER OF SALES
2025

2,686
TOTAL NUMBER OF SALES
2024

-6%

\$569,000
MEDIAN PRICE HOME

\$648,000
MEDIAN PRICE CONDO

\$48,000
MEDIAN PRICE LAND

10%

-5%

7%

\$1,697,971,352
TOTAL DOLLAR VOLUME
2025

\$1,995,471,694
TOTAL DOLLAR VOLUME
2024

-15%

RESIDENTIAL

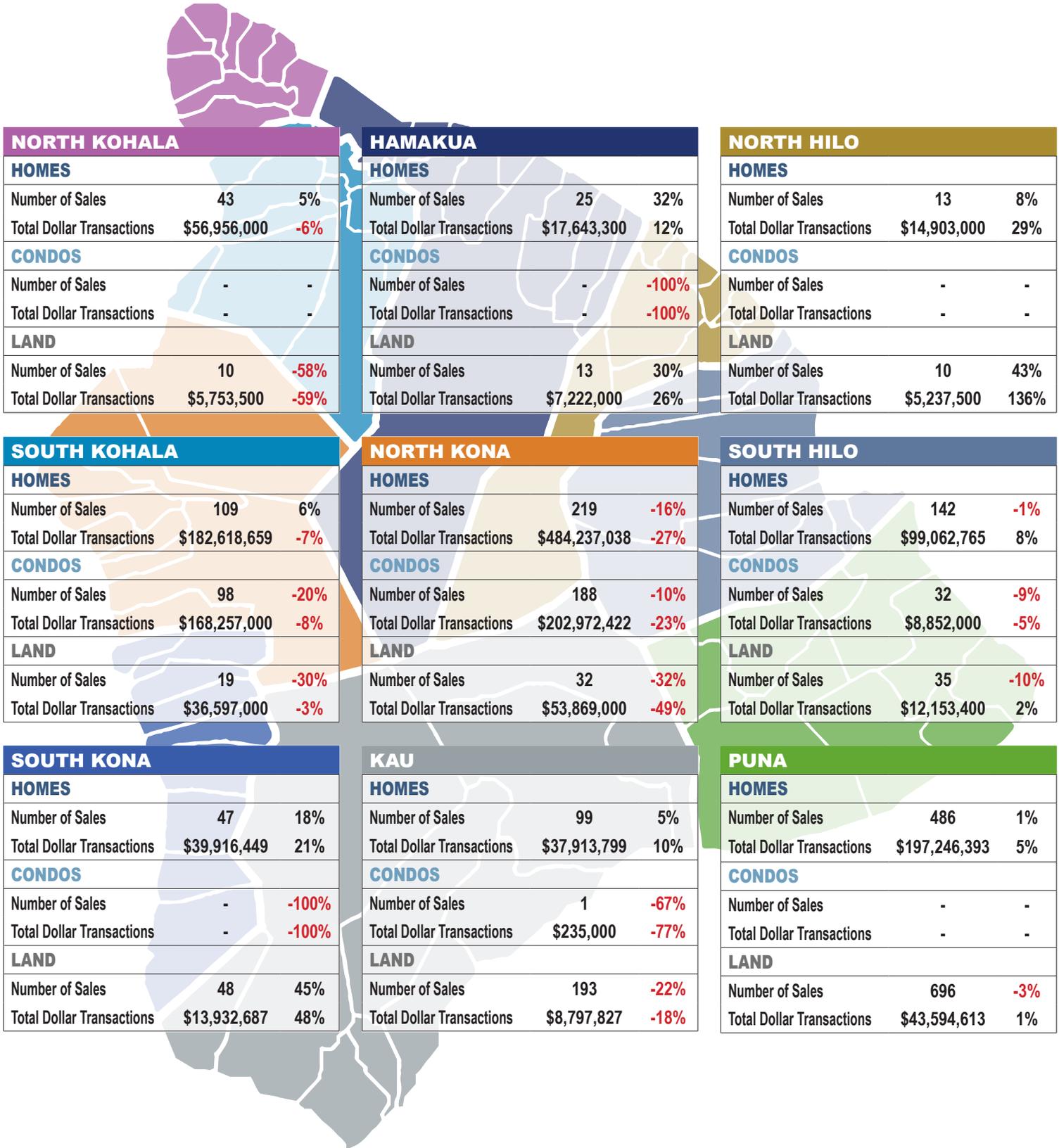
	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	486	479	1%	\$390,000	\$370,000	5%	\$197,246,393	\$187,939,465	5%
SOUTH HILO	142	143	-1%	\$600,000	\$542,000	11%	\$99,062,765	\$91,605,090	8%
NORTH HILO	13	12	8%	\$978,000	\$900,000	9%	\$14,903,000	\$11,590,800	29%
HAMAKUA	25	19	32%	\$577,500	\$640,000	-10%	\$17,643,300	\$15,792,119	12%
NORTH KOHALA	43	41	5%	\$950,000	\$1,095,000	-13%	\$56,956,000	\$60,907,174	-6%
SOUTH KOHALA	109	103	6%	\$999,990	\$1,059,000	-6%	\$182,618,659	\$195,947,777	-7%
NORTH KONA	219	260	-16%	\$1,286,500	\$1,307,085	-2%	\$484,237,038	\$662,897,984	-27%
SOUTH KONA	47	40	18%	\$795,000	\$717,500	11%	\$39,916,449	\$33,034,857	21%
KA'U	99	94	5%	\$345,000	\$332,000	4%	\$37,913,799	\$34,342,150	10%
TOTAL	1,183	1,191	-1%	\$569,000	\$542,000	5%	\$1,130,497,403	\$1,294,057,416	-13%

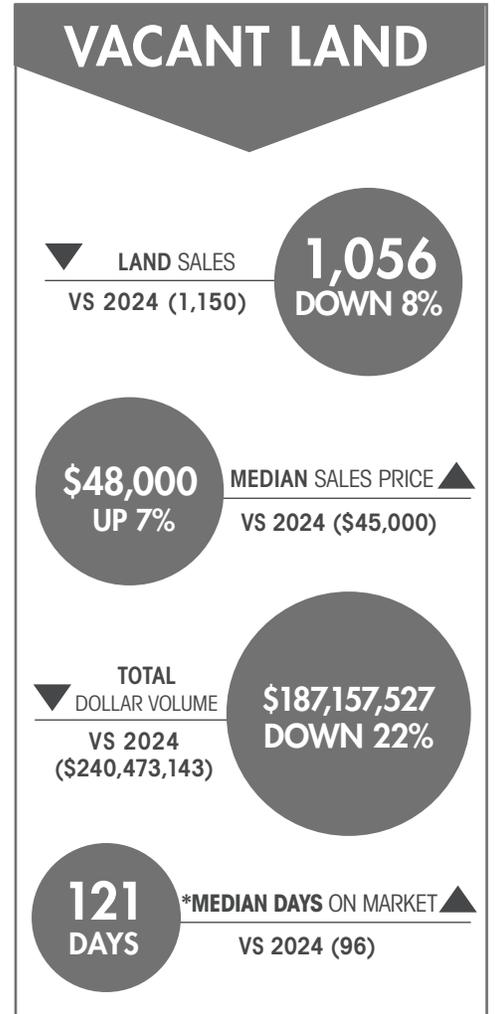
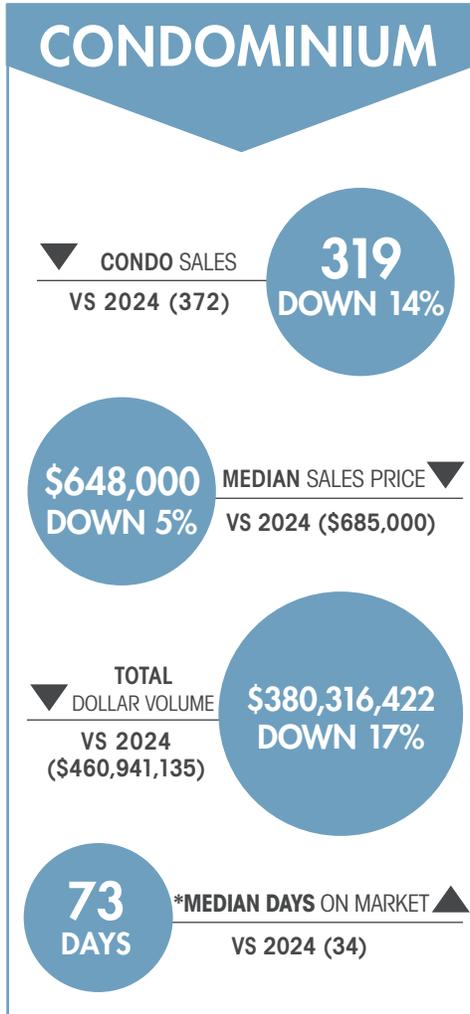
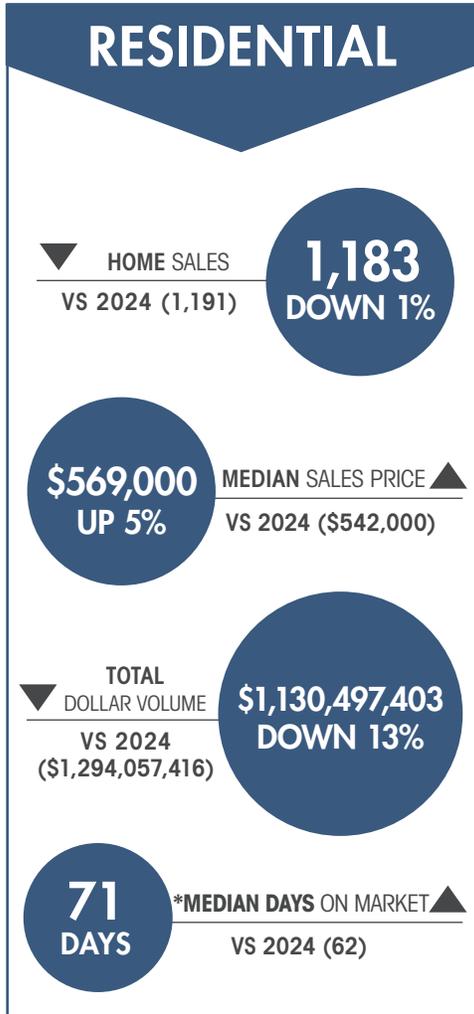
CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	32	35	-9%	\$220,500	\$245,000	-10%	\$8,852,000	\$9,306,200	-5%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	1	-100%	-	\$360,000	-100%	-	\$360,000	-100%
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	98	122	-20%	\$1,162,500	\$1,075,000	8%	\$168,257,000	\$183,517,500	-8%
NORTH KONA	188	208	-10%	\$645,000	\$672,500	-4%	\$202,972,422	\$265,250,235	-23%
SOUTH KONA	-	3	-100%	-	\$425,300	-100%	-	\$1,477,200	-100%
KA'U	1	3	-67%	\$235,000	\$350,000	-33%	\$235,000	\$1,030,000	-77%
TOTAL	319	372	-14%	\$648,000	\$685,000	-5%	\$380,316,422	\$460,941,135	-17%

VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	696	717	-3%	\$45,000	\$40,000	13%	\$43,594,613	\$43,339,460	1%
SOUTH HILO	35	39	-10%	\$289,000	\$265,000	9%	\$12,153,400	\$11,946,245	2%
NORTH HILO	10	7	43%	\$530,000	\$370,000	43%	\$5,237,500	\$2,224,000	136%
HAMAKUA	13	10	30%	\$465,000	\$427,000	9%	\$7,222,000	\$5,754,000	26%
NORTH KOHALA	10	24	-58%	\$412,500	\$444,000	-7%	\$5,753,500	\$14,090,500	-59%
SOUTH KOHALA	19	27	-30%	\$600,000	\$550,000	9%	\$36,597,000	\$37,920,000	-3%
NORTH KONA	32	47	-32%	\$750,000	\$1,392,998	-46%	\$53,869,000	\$105,002,998	-49%
SOUTH KONA	48	33	45%	\$227,500	\$230,000	-1%	\$13,932,687	\$9,438,700	48%
KA'U	193	246	-22%	\$22,000	\$25,000	-12%	\$8,797,827	\$10,757,240	-18%
TOTAL	1,056	1,150	-8%	\$48,000	\$45,000	7%	\$187,157,527	\$240,473,143	-22%





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*Days on Market is comparing Month of 2025 vs Month of 2024

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

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	X	
Financing Statement*, if applicable	X	
Escrow Fees*	X	X
THIRD PARTY FEES:		
Cost of Drafting Mortgage and Note or Agreement of Sale	X	
Cost of Drafting Conveyance Documents & Bills of Sale		X
Cost of Obtaining Buyer's Consents	X	
Cost of Obtaining Seller's Consents (e.g., Lessor's Consent)		X
Buyers Notary Fees, if applicable	X	
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	X	
FHA or VA Discount Points and any Mortgage Fees	X	
FHA or VA Mandatory Closing Fees		X
Conveyance Tax		X
FIRPTA (Federal Withholding, if applicable)		X
HARPTA (State Withholding, if applicable)		X

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.

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.

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REAL PROPERTY TAX RATES

Honolulu County

Classification	Tax Rate (Per \$1,000)	Rate
Residential		\$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: Up to \$1,000,000		\$4.00
Residential A Tier 2: More than \$1,000,000		\$11.40
Bed and Breakfast Home		\$6.50
Transient VR Tier 1: Up to \$800,000		\$9.00
Transient VR Tier 2: More than \$800,000		\$11.50

REAL PROPERTY TAX DUE DATES:

Aug 20, 2025 1st half of fiscal year tax payment due
Sep 30, 2025 Deadline for filing exemption claims & ownership documents
Feb 20, 2026 2nd half of fiscal year tax payment due

For More Information, Visit: <https://realproperty.honolulu.gov/>

Hawaii County

Classification	Tax Rate (Per \$1,000)	Rate
Affordable Rental Housing		\$5.95
Residential Tier 1: Up to \$2,000,000		\$11.10
Residential Tier 2: More than \$2,000,000		\$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		\$5.95

REAL PROPERTY TAX DUE DATES:

Aug 20, 2025 1st half of fiscal year tax payment due
Dec 31, 2025 Deadline for filing exemption claims & ownership documents for August 20th real prop taxes the following year
Feb 20, 2026 2nd half of fiscal year tax payment due
June 30, 2026 Deadline for filing exemption claims & ownership documents for February 20th real prop taxes the following year

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



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FISCAL YEAR July 1, 2025 to June 30, 2026

Maui County

Classification	Tax Rate (Per \$1,000)	Rate
Owner-Occupied Tier 1: Up to \$1.3 Million		\$1.65
Owner-Occupied Tier 2: \$1,300,001 to \$4.5 Million		\$1.80
Owner-Occupied Tier 3: More Than \$4.5 Million		\$5.75
Non-Owner-Occupied Tier 1: Up to \$1 Million		\$5.87
Non-Owner-Occupied Tier 2: \$1,000,001 to \$3 Million		\$8.60
Non-Owner-Occupied Tier 3: More Than \$3 Million		\$17.00
Apartment		\$3.50
Hotel And Resort		\$11.80
Time Share		\$14.70
TVR-STRH Tier 1: Up to \$1,000,000		\$12.50
TVR-STRH Tier 2: \$1,000,001 to \$3,000,000		\$14.00
TVR-STRH Tier 3: More Than \$3,000,000		\$15.55
Long-Term Rental Tier 1: Up to \$1.3 Million		\$2.95
Long-Term Rental Tier 2: \$1,300,001 to \$3 Million		\$5.00
Long-Term Rental Tier 3: More Than \$3 Million		\$8.50
Agricultural		\$5.74
Conservation		\$6.43
Commercial		\$6.05
Industrial		\$7.05
Commercial Residential Tier 1: Up to \$1,000,000		\$2.00
Commercial Residential Tier 2: \$1,000,001 to \$3,000,000		\$3.00
Commercial Residential Tier 3: More Than \$3,000,000		\$10.00

REAL PROPERTY TAX DUE DATES:

Aug 20, 2025 1st half of fiscal year tax payment due
Dec 31, 2025 Deadline for filing exemption claims & ownership documents
Feb 20, 2026 2nd half of fiscal year tax payment due

For Info On Classifications Visit: www.mauicounty.gov/576/Real-Property-Tax-Fee-Collection

Kauai County

Classification	Tax Rate (Per \$1,000)	Rate
Owner Occupied		\$2.59
Non-Owner Occupied Residential Tier 1: Up to \$1.3 mil		\$5.45
Non-Owner Occupied Residential Tier 2: \$1,300,001 to \$2 mil		\$6.05
Non-Owner Occupied Residential Tier 3: More than \$2 mil		\$9.40
Vacation Rental Tier 1: Up to \$1,000,000		\$11.30
Vacation Rental Tier 2: \$1,000,001 to \$2,500,000		\$11.75
Vacation Rental Tier 3: \$ More than \$2,500,000		\$12.20
Hotel and Resort		\$11.75
Commercial		\$8.10
Industrial		\$8.10
Agricultural		\$6.75
Conservation		\$6.75
Owner-Occupied Mixed-Use		\$5.05

REAL PROPERTY TAX DUE DATES:

Aug 20, 2025 1st half of fiscal year tax payment due
Sep 30, 2025 Deadline for filing exemption claims & ownership documents
Feb 20, 2026 2nd half of fiscal year tax payment due

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

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