

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			DAYS ON THE MARKET		
<b>HOMES</b>	46%	1,018	▲	1%	\$587,000	▲	10%	55	▼	-13%
<b>CONDO</b>	13%	277	▼	-13%	\$655,000	▼	-4%	74	▲	48%
<b>LAND</b>	41%	914	▼	-8%	\$48,000	▲	7%	103	▲	49%

- Residential
- Condominiums
- Vacant Land

% of Closed Sales by Districts through June 30, 2025

Number of Recorded transactions from January 1, 2025 – June 30, 2025

District	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME		
	2025	% Change	District	2025	% Change
PUNA	1,023	-1%	NORTH KONA	\$680,216,650	-19%
NORTH KONA	389	-12%	SOUTH KOHALA	\$351,246,659	-5%
KA'U	251	-13%	PUNA	\$207,192,356	6%
SOUTH KOHALA	196	-11%	SOUTH HILO	\$102,551,988	15%
SOUTH HILO	177	1%	NORTH KOHALA	\$51,556,000	-24%
SOUTH KONA	77	26%	SOUTH KONA	\$44,184,636	33%
NORTH KOHALA	44	-21%	KA'U	\$40,800,476	2%
HAMAKUA	31	24%	HAMAKUA	\$19,637,300	4%
NORTH HILO	21	17%	NORTH HILO	\$18,245,500	33%
<b>TOTAL</b>	<b>2,209</b>	<b>-5%</b>	<b>TOTAL</b>	<b>\$1,515,631,565</b>	<b>-9%</b>

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

**2,209**  
TOTAL NUMBER OF SALES  
2025

**2,315**  
TOTAL NUMBER OF SALES  
2024

**-5%**

**\$587,000**  
MEDIAN PRICE HOME  
**10%**

**\$655,000**  
MEDIAN PRICE CONDO  
**-4%**

**\$48,000**  
MEDIAN PRICE LAND  
**7%**

**\$1,515,631,565**  
TOTAL DOLLAR VOLUME  
2025

**\$1,671,517,062**  
TOTAL DOLLAR VOLUME  
2024

**-9%**

### RESIDENTIAL

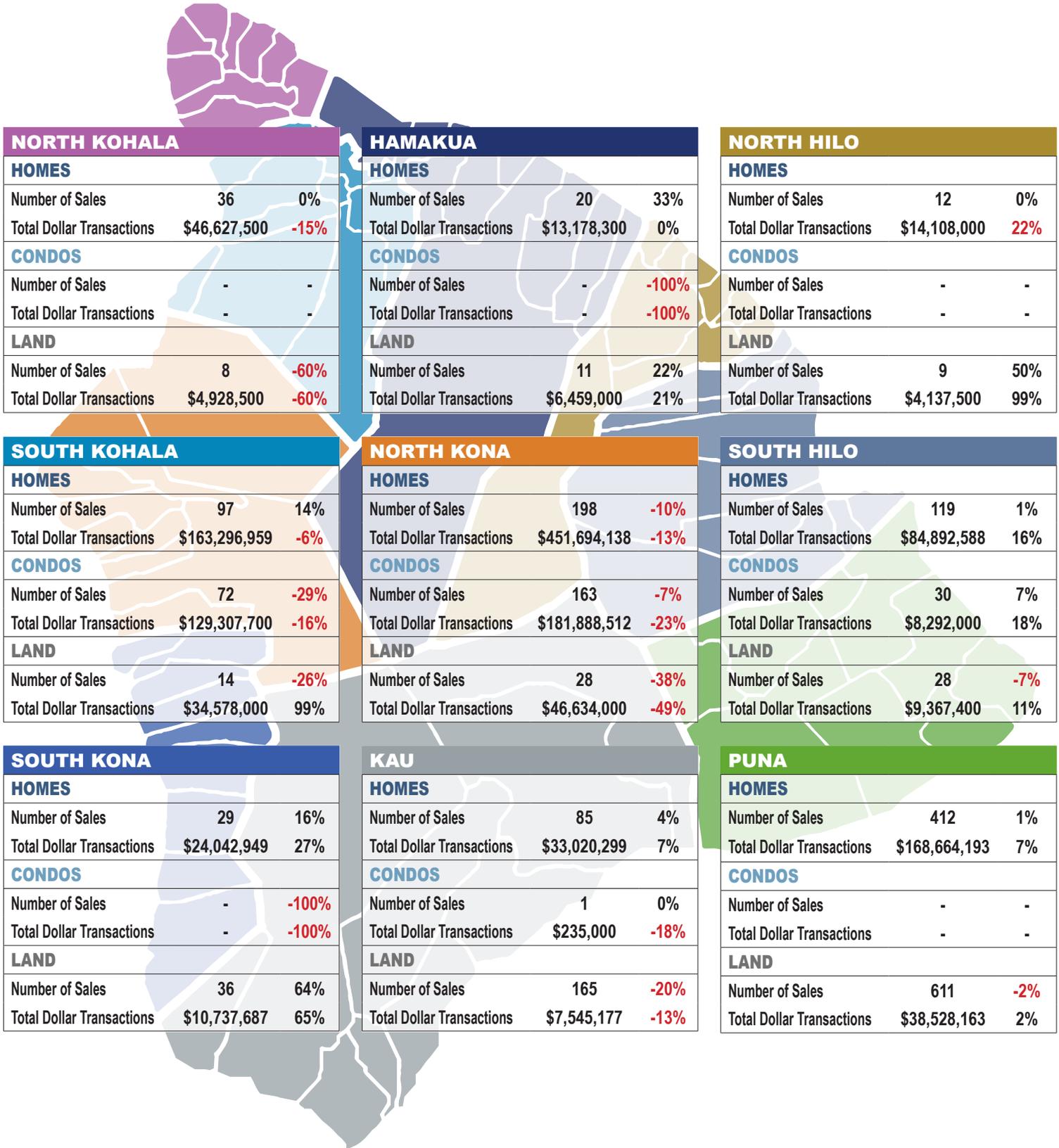
	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	412	407	1%	\$390,000	\$365,000	7%	\$168,664,193	\$157,143,067	7%
SOUTH HILO	119	118	1%	\$608,500	\$535,500	14%	\$84,892,588	\$73,492,800	16%
NORTH HILO	12	12	0%	\$1,001,500	\$900,000	11%	\$14,108,000	\$11,590,800	22%
HAMAKUA	20	15	33%	\$568,750	\$665,000	-14%	\$13,178,300	\$13,117,119	0%
NORTH KOHALA	36	36	0%	\$972,500	\$1,197,500	-19%	\$46,627,500	\$55,147,174	-15%
SOUTH KOHALA	97	85	14%	\$990,000	\$1,050,000	-6%	\$163,296,959	\$173,318,484	-6%
NORTH KONA	198	219	-10%	\$1,305,045	\$1,200,000	9%	\$451,694,138	\$517,735,171	-13%
SOUTH KONA	39	32	22%	\$790,000	\$686,750	15%	\$32,627,949	\$24,761,757	32%
KA'U	85	82	4%	\$365,000	\$337,000	8%	\$33,020,299	\$30,906,750	7%
<b>TOTAL</b>	<b>1,018</b>	<b>1,006</b>	<b>1%</b>	<b>\$587,000</b>	<b>\$535,500</b>	<b>10%</b>	<b>\$1,008,109,926</b>	<b>\$1,057,213,122</b>	<b>-5%</b>

### CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	30	28	7%	\$220,500	\$240,000	-8%	\$8,292,000	\$7,040,400	18%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	1	-100%	-	\$360,000	-100%	-	\$360,000	-100%
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	83	110	-25%	\$1,300,000	\$1,075,500	21%	\$152,622,700	\$162,733,500	-6%
NORTH KONA	163	176	-7%	\$650,000	\$650,000	0%	\$181,888,512	\$235,029,547	-23%
SOUTH KONA	-	3	-100%	-	\$425,300	-100%	-	\$1,477,200	-100%
KA'U	1	1	0%	\$235,000	\$285,000	-18%	\$235,000	\$285,000	-18%
<b>TOTAL</b>	<b>277</b>	<b>319</b>	<b>-13%</b>	<b>\$655,000</b>	<b>\$680,000</b>	<b>-4%</b>	<b>\$343,038,212</b>	<b>\$406,925,647</b>	<b>-16%</b>

### VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	611	624	-2%	\$45,000	\$40,000	13%	\$38,528,163	\$37,674,710	2%
SOUTH HILO	28	30	-7%	\$289,000	\$262,125	10%	\$9,367,400	\$8,443,245	11%
NORTH HILO	9	6	50%	\$500,000	\$406,500	23%	\$4,137,500	\$2,079,000	99%
HAMAKUA	11	9	22%	\$465,000	\$429,000	8%	\$6,459,000	\$5,329,000	21%
NORTH KOHALA	8	20	-60%	\$477,500	\$444,000	8%	\$4,928,500	\$12,300,500	-60%
SOUTH KOHALA	16	25	-36%	\$1,292,500	\$550,000	135%	\$35,327,000	\$34,810,000	1%
NORTH KONA	28	45	-38%	\$770,000	\$1,097,000	-30%	\$46,634,000	\$91,027,998	-49%
SOUTH KONA	38	26	46%	\$242,500	\$237,000	2%	\$11,556,687	\$7,084,700	63%
KA'U	165	205	-20%	\$22,000	\$25,000	-12%	\$7,545,177	\$8,629,140	-13%
<b>TOTAL</b>	<b>914</b>	<b>990</b>	<b>-8%</b>	<b>\$48,000</b>	<b>\$45,000</b>	<b>7%</b>	<b>\$164,483,427</b>	<b>\$207,378,293</b>	<b>-21%</b>



NORTH KOHALA		
<b>HOMES</b>		
Number of Sales	36	0%
Total Dollar Transactions	\$46,627,500	-15%
<b>CONDOS</b>		
Number of Sales	-	-
Total Dollar Transactions	-	-
<b>LAND</b>		
Number of Sales	8	-60%
Total Dollar Transactions	\$4,928,500	-60%

HAMAKUA		
<b>HOMES</b>		
Number of Sales	20	33%
Total Dollar Transactions	\$13,178,300	0%
<b>CONDOS</b>		
Number of Sales	-	-100%
Total Dollar Transactions	-	-100%
<b>LAND</b>		
Number of Sales	11	22%
Total Dollar Transactions	\$6,459,000	21%

NORTH HILO		
<b>HOMES</b>		
Number of Sales	12	0%
Total Dollar Transactions	\$14,108,000	22%
<b>CONDOS</b>		
Number of Sales	-	-
Total Dollar Transactions	-	-
<b>LAND</b>		
Number of Sales	9	50%
Total Dollar Transactions	\$4,137,500	99%

SOUTH KOHALA		
<b>HOMES</b>		
Number of Sales	97	14%
Total Dollar Transactions	\$163,296,959	-6%
<b>CONDOS</b>		
Number of Sales	72	-29%
Total Dollar Transactions	\$129,307,700	-16%
<b>LAND</b>		
Number of Sales	14	-26%
Total Dollar Transactions	\$34,578,000	99%

NORTH KONA		
<b>HOMES</b>		
Number of Sales	198	-10%
Total Dollar Transactions	\$451,694,138	-13%
<b>CONDOS</b>		
Number of Sales	163	-7%
Total Dollar Transactions	\$181,888,512	-23%
<b>LAND</b>		
Number of Sales	28	-38%
Total Dollar Transactions	\$46,634,000	-49%

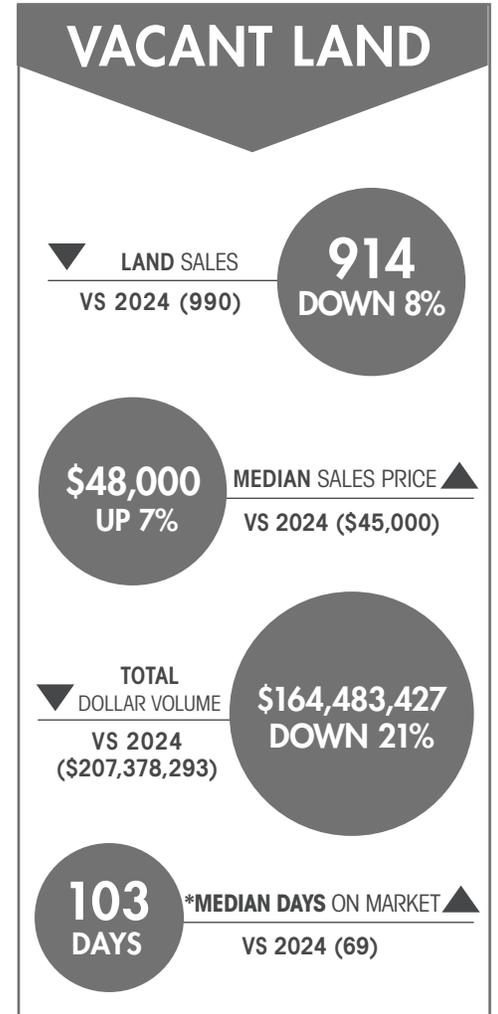
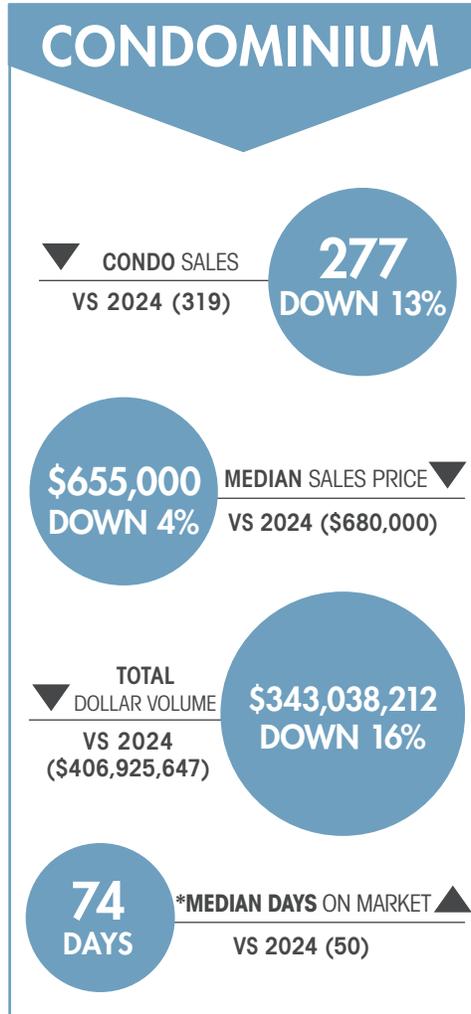
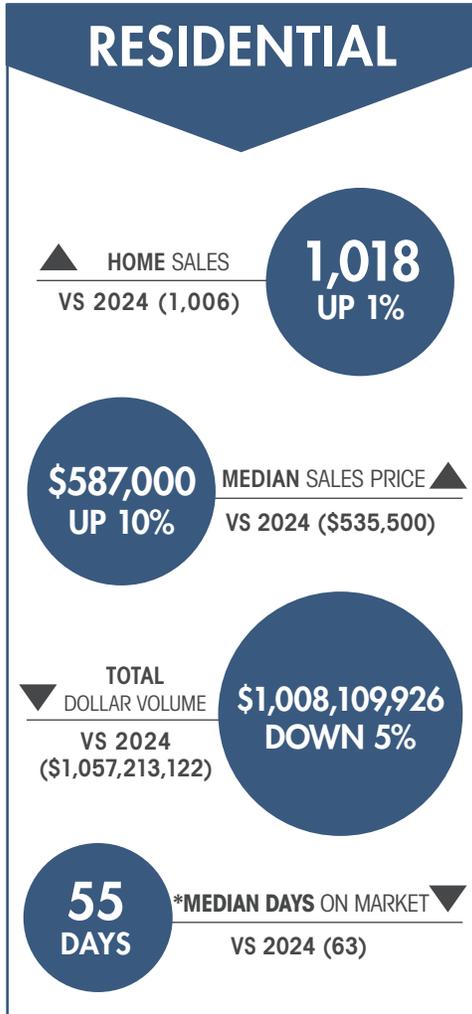
SOUTH HILO		
<b>HOMES</b>		
Number of Sales	119	1%
Total Dollar Transactions	\$84,892,588	16%
<b>CONDOS</b>		
Number of Sales	30	7%
Total Dollar Transactions	\$8,292,000	18%
<b>LAND</b>		
Number of Sales	28	-7%
Total Dollar Transactions	\$9,367,400	11%

SOUTH KONA		
<b>HOMES</b>		
Number of Sales	29	16%
Total Dollar Transactions	\$24,042,949	27%
<b>CONDOS</b>		
Number of Sales	-	-100%
Total Dollar Transactions	-	-100%
<b>LAND</b>		
Number of Sales	36	64%
Total Dollar Transactions	\$10,737,687	65%

KAU		
<b>HOMES</b>		
Number of Sales	85	4%
Total Dollar Transactions	\$33,020,299	7%
<b>CONDOS</b>		
Number of Sales	1	0%
Total Dollar Transactions	\$235,000	-18%
<b>LAND</b>		
Number of Sales	165	-20%
Total Dollar Transactions	\$7,545,177	-13%

PUNA		
<b>HOMES</b>		
Number of Sales	412	1%
Total Dollar Transactions	\$168,664,193	7%
<b>CONDOS</b>		
Number of Sales	-	-
Total Dollar Transactions	-	-
<b>LAND</b>		
Number of Sales	611	-2%
Total Dollar Transactions	\$38,528,163	2%





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

\*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
<b>FIDELITY NATIONAL TITLE FEES:</b>		
Standard Coverage for Title Insurance Premium*	<b>40%</b>	<b>60%</b>
Additional Premium for any Extended Coverage Policy (including ALTA Homeowners Policy and/or Lender's Policy)	<b>X</b>	
Lien Report* if applicable	<b>X</b>	
Financing Statement*, if applicable	<b>X</b>	
Escrow Fees*	<b>X</b>	<b>X</b>
<b>THIRD PARTY FEES:</b>		
Cost of Drafting Mortgage and Note or Agreement of Sale	<b>X</b>	
Cost of Drafting Conveyance Documents & Bills of Sale		<b>X</b>
Cost of Obtaining Buyer's Consents	<b>X</b>	
Cost of Obtaining Seller's Consents (e.g., Lessor's Consent)		<b>X</b>
Buyers Notary Fees, if applicable	<b>X</b>	
Seller's Notary Fees, if applicable		<b>X</b>
Recording Fees except Documents to Clear Seller's Title (e.g., Deed, Encroachment Agreements)	<b>50%</b>	<b>50%</b>
Recording Fees to Clear Seller's Title (e.g. Mortgage Release)		<b>X</b>
Required Staking or Survey		<b>X</b>
Homeowner's Condominium Documents, if applicable		<b>X</b>
Condominium and Association Ownership Transfer Fees	<b>X</b>	
FHA or VA Discount Points and any Mortgage Fees	<b>X</b>	
FHA or VA Mandatory Closing Fees		<b>X</b>
Conveyance Tax		<b>X</b>
FIRPTA (Federal Withholding, if applicable)		<b>X</b>
HARPTA (State Withholding, if applicable)		<b>X</b>

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.

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.

# 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** 1<sup>st</sup> half of fiscal year tax payment due  
**Sep 30, 2025** Deadline for filing exemption claims & ownership documents  
**Feb 20, 2026** 2<sup>nd</sup> 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** 1<sup>st</sup> 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** 2<sup>nd</sup> 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](https://www.hawaiipropertytax.com/tax_rates.html)



Trusted everywhere, every day.

# 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** 1<sup>st</sup> half of fiscal year tax payment due  
**Dec 31, 2025** Deadline for filing exemption claims & ownership documents  
**Feb 20, 2026** 2<sup>nd</sup> half of fiscal year tax payment due

For Info On Classifications Visit: [www.mauicounty.gov/576/Real-Property-Tax-Fee-Collection](http://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** 1<sup>st</sup> half of fiscal year tax payment due  
**Sep 30, 2025** Deadline for filing exemption claims & ownership documents  
**Feb 20, 2026** 2<sup>nd</sup> half of fiscal year tax payment due

For more information visit: [www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax](http://www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax)

[www.FidelityHawaii.com](http://www.FidelityHawaii.com)

Fidelity National Title & ESCROW OF HAWAII