

33

16

137

107

261

660

54

180

NORTH KOHALA

	# of Sale	Median Sales Price
	28	\$1,004,500
	-	-
	5	\$400,000

HAMAKUA

	# of Sale	Median Sales Price
	9	\$577,500
	-	-
	7	\$400,000

SOUTH KOHALA

	# of Sale	Median Sales Price
	71	\$1,200,000
	57	\$1,135,000
	9	\$1,885,000

SOUTH HILO

	# of Sale	Median Sales Price
	73	\$600,000
	22	\$204,500
	12	\$425,000

NORTH HILO

	# of Sale	Median Sales Price
	4	\$1,212,500
	-	-
	4	\$530,000

NORTH KONA

	# of Sale	Median Sales Price
	133	\$1,395,000
	105	\$679,000
	23	\$875,000

PUNA

	# of Sale	Median Sales Price
	252	\$385,000
	-	-
	408	\$40,000

SOUTH KONA

	# of Sale	Median Sales Price
	21	\$750,000
	-	-
	33	\$207,200

KAU

	# of Sale	Median Sales Price
	58	\$375,000
	1	\$235,000
	121	\$22,000

	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE			DAYS ON THE MARKET		
HOMES	44%		649	▼ -2%	\$600,000	▲ 14%	63	= 0%		
CONDO	13%		185	▼ -12%	\$665,000	▼ -6%	80	▲ 95%		
LAND	43%		622	▼ -7%	\$45,000	= 0%	95	▼ -5%		

- Residential
- Condominiums
- Vacant Land

○ % of Closed Sales by Districts through April 30, 2025

● Number of Recorded transactions from January 1, 2025 – April 30, 2025

District	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME		
	2025	% Change	District	2025	% Change
PUNA	660	-5%	NORTH KONA	\$534,049,640	-10%
NORTH KONA	261	-8%	SOUTH KOHALA	\$240,463,209	3%
KA'U	180	-7%	PUNA	\$127,086,980	-4%
SOUTH KOHALA	137	-6%	SOUTH HILO	\$62,900,388	10%
SOUTH HILO	107	-7%	NORTH KOHALA	\$40,095,000	-19%
SOUTH KONA	54	50%	KA'U	\$29,417,128	15%
NORTH KOHALA	33	-23%	SOUTH KONA	\$25,345,437	50%
HAMAKUA	16	-6%	HAMAKUA	\$8,831,000	-34%
NORTH HILO	8	-47%	NORTH HILO	\$7,040,000	-41%
TOTAL	1,456	-6%	TOTAL	\$1,075,228,782	-5%

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

1,456
TOTAL NUMBER OF SALES
2025

1,545
TOTAL NUMBER OF SALES
2024

-6%

\$600,000
MEDIAN PRICE HOME **14%**

\$665,000
MEDIAN PRICE CONDO **-6%**

\$45,000
MEDIAN PRICE LAND **0%**

\$1,075,228,782
TOTAL DOLLAR VOLUME
2025

\$1,132,253,778
TOTAL DOLLAR VOLUME
2024

-5%

RESIDENTIAL

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	252	276	-9%	\$385,000	\$360,000	7%	\$102,554,593	\$106,736,740	-4%
SOUTH HILO	73	75	-3%	\$600,000	\$542,000	11%	\$52,873,388	\$47,112,800	12%
NORTH HILO	4	11	-64%	\$1,212,500	\$870,000	39%	\$5,070,000	\$10,660,800	-52%
HAMAKUA	9	9	0%	\$577,500	\$468,000	23%	\$6,071,000	\$8,242,119	-26%
NORTH KOHALA	28	31	-10%	\$1,004,500	\$1,000,000	0%	\$37,141,500	\$44,127,174	-16%
SOUTH KOHALA	71	54	31%	\$1,200,000	\$1,042,500	15%	\$129,536,509	\$109,646,484	18%
NORTH KONA	133	136	-2%	\$1,395,000	\$1,350,000	3%	\$351,438,278	\$370,173,401	-5%
SOUTH KONA	21	18	17%	\$750,000	\$629,250	19%	\$16,197,750	\$11,260,007	44%
KA'U	58	53	9%	\$375,000	\$306,000	23%	\$23,223,100	\$19,213,750	21%
TOTAL	649	663	-2%	\$600,000	\$525,000	14%	\$724,106,118	\$727,173,275	0%

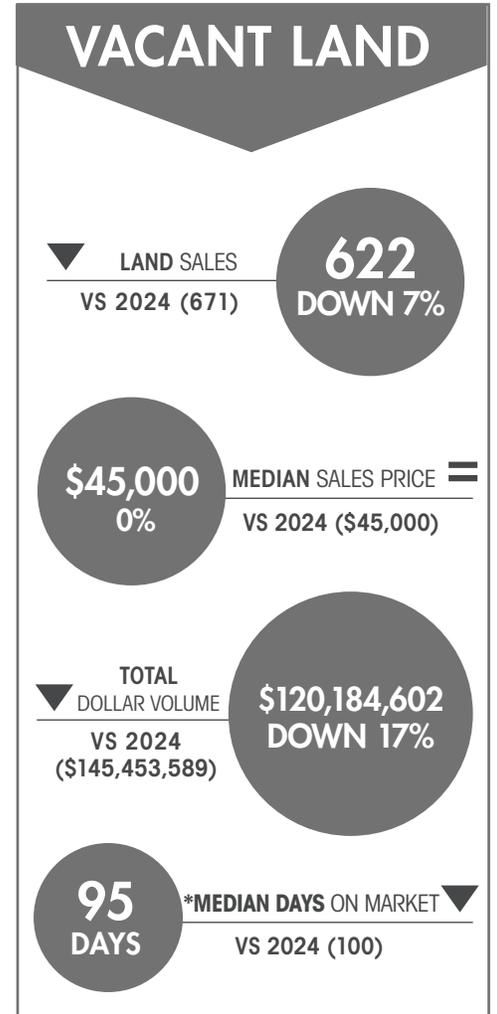
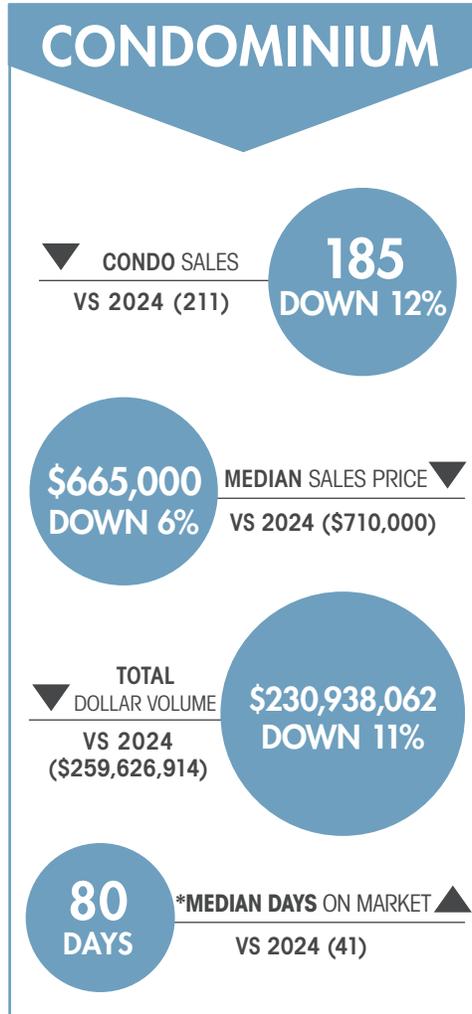
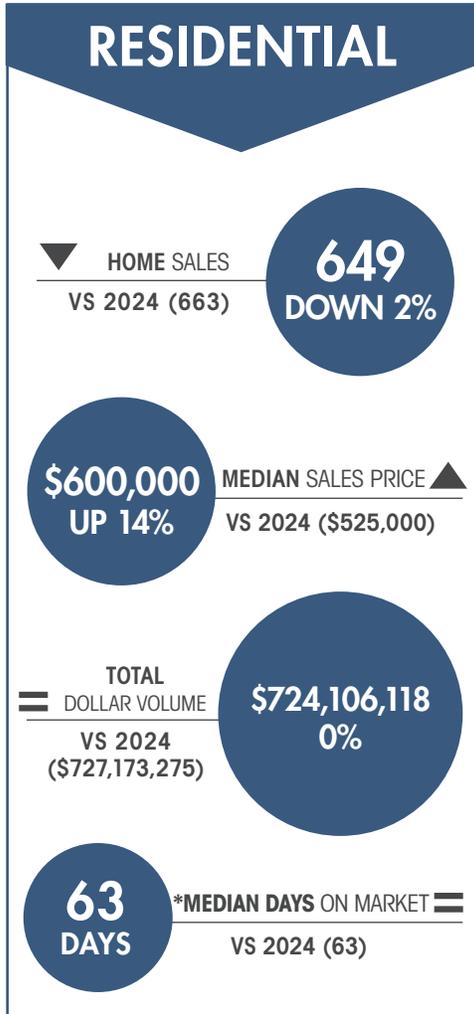
CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	22	19	16%	\$204,500	\$200,000	2%	\$5,587,000	\$4,539,400	23%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	57	75	-24%	\$1,135,000	\$1,065,000	7%	\$85,703,700	\$108,269,000	-21%
NORTH KONA	105	114	-8%	\$679,000	\$682,500	-1%	\$139,412,362	\$145,698,214	-4%
SOUTH KONA	-	2	-100%	-	\$417,650	-100%	-	\$835,300	-100%
KA'U	1	1	0%	\$235,000	\$285,000	-18%	\$235,000	\$285,000	-18%
TOTAL	185	211	-12%	\$665,000	\$710,000	-6%	\$230,938,062	\$259,626,914	-11%

VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	408	421	-3%	\$40,000	\$40,000	0%	\$24,532,387	\$26,200,996	-6%
SOUTH HILO	12	21	-43%	\$425,000	\$259,250	64%	\$4,440,000	\$5,453,245	-19%
NORTH HILO	4	4	0%	\$530,000	\$346,500	53%	\$1,970,000	\$1,199,000	64%
HAMAKUA	7	8	-13%	\$400,000	\$477,000	-16%	\$2,760,000	\$5,144,000	-46%
NORTH KOHALA	5	12	-58%	\$400,000	\$400,000	0%	\$2,953,500	\$5,147,500	-43%
SOUTH KOHALA	9	17	-47%	\$1,885,000	\$600,000	214%	\$25,223,000	\$16,535,000	53%
NORTH KONA	23	33	-30%	\$875,000	\$1,392,998	-37%	\$43,199,000	\$74,923,998	-42%
SOUTH KONA	33	16	106%	\$207,200	\$315,000	-34%	\$9,147,687	\$4,766,700	92%
KA'U	121	139	-13%	\$22,000	\$25,000	-12%	\$5,959,028	\$6,083,150	-2%
TOTAL	622	671	-7%	\$45,000	\$45,000	0%	\$120,184,602	\$145,453,589	-17%





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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

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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, 2024 1st half of fiscal year tax payment due

Sep 30, 2024 Deadline for filing exemption claims & ownership documents

Feb 20, 2025 2nd half of fiscal year tax payment due

For More Information Visit: www.realpropertyhonolulu.com

Hawai'i 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, 2024 1st half of fiscal year tax payment due

Dec 31, 2024 Deadline for filing exemption claims & ownership documents for August 20th real prop taxes the following year

Feb 20, 2025 2nd half of fiscal year tax payment due

June 30, 2025 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



MAILE JOHNSON
AVP | Escrow Officer
D: (808) 747-8510
C: (808) 289-2126
Maile.Johnson@fnf.com

MONICA SMITH
AVP | Escrow Officer
D: (808) 319-2744
C: (808) 238-2241
Monica.L.Smith@fnf.com

TRISHA SPENCER-KITAYAMA
AVP | Escrow Officer
D: (808) 446-8905
C: (808) 264-0223
Trisha.Spencer-Kitayama@fnf.com

MERCY PALMER
AVP | Sales Executive
C: (808) 280-6726
Mercy.Palmer@fnf.com

RETA CHIN
VP | Sales Manager
C: (808) 269-6554
Reta.Chin@fnf.com

FISCAL YEAR July 1, 2024 to June 30, 2025

Maui County

Classification	Tax Rate (Per \$1,000)	Rate
Owner-Occupied Tier 1: Up to \$1 Million		\$1.80
Owner-Occupied Tier 2: \$1,000,001 to \$3 Million		\$2.00
Owner-Occupied Tier 3: More Than \$3 Million		\$3.25
Non-Owner-Occupied Tier 1: Up to \$1 Million		\$5.87
Non-Owner-Occupied Tier 2: \$1,000,001 to \$3 Million		\$8.50
Non-Owner-Occupied Tier 3: More Than \$3 Million		\$14.00
Apartment		\$3.50
Hotel And Resort		\$11.75
Time Share		\$14.60
TVR-STRH Tier 1: Up to \$1,000,000		\$12.50
TVR-STRH Tier 2: \$1,000,001 to \$3,000,000		\$13.50
TVR-STRH Tier 3: More Than \$3,000,000		\$15.00
Long-Term Rental Tier 1: Up to \$1 Million		\$3.00
Long-Term Rental Tier 2: \$1,000,001 to \$3 Million		\$5.00
Long-Term Rental Tier 3: More Than \$3 Million		\$8.00
Agricultural		\$5.74
Conservation		\$6.43
Commercial		\$6.05
Industrial		\$7.05
Commercial Residential Tier 1: Up to \$1,000,000		\$4.00
Commercial Residential Tier 2: \$1,000,001 to \$3,000,000		\$5.00
Commercial Residential Tier 3: More Than \$3,000,000		\$8.00

REAL PROPERTY TAX DUE DATES:

Aug 20, 2024 1st half of fiscal year tax payment due

Dec 31, 2024 Deadline for filing exemption claims & ownership documents

Feb 20, 2025 2nd half of fiscal year tax payment due

For Info On Classifications Visit: www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes

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 mil		\$11.30
Vacation Rental Tier 2: \$1,000,001 to \$2.5		\$11.75
Vacation Rental Tier 3: \$ More than \$2.5 mil		\$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, 2024 1st half of fiscal year tax payment due

Sep 30, 2024 Deadline for filing exemption claims & ownership documents

Feb 20, 2025 2nd half of fiscal year tax payment due

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