

	% OF CLOSINGS	# OF UNITS RECORDED		%	MEDIAN PRICE		%	DAYS ON THE MARKET
HOMES	44%	1,188	▲	3%	\$544,750	▲	9%	62
CONDO	14%	370	▼	-5%	\$685,000	▲	16%	37
LAND	42%	1,141	▼	-3%	\$45,000	▲	10%	96

- Residential
- Condominiums
- Vacant Land

○ % of Closed Sales by Districts through July 31, 2024

● Number of Recorded transactions from January 1, 2024 – July 31, 2024

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

District	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME		
	2024	% Change	District	2024	% Change
PUNA	1,193	2%	NORTH KONA	\$1,032,386,217	55%
NORTH KONA	514	7%	SOUTH KOHALA	\$416,185,277	37%
KAU	339	-12%	PUNA	\$231,166,425	8%
SOUTH KOHALA	251	-4%	SOUTH HILO	\$110,960,535	8%
SOUTH HILO	212	-3%	NORTH KOHALA	\$74,997,674	26%
SOUTH KONA	76	-22%	KAU	\$46,408,390	-11%
NORTH KOHALA	65	35%	SOUTH KONA	\$43,950,757	-35%
HAMAKUA	30	-17%	HAMAKUA	\$21,906,119	-3%
NORTH HILO	19	6%	NORTH HILO	\$13,814,800	-48%
TOTAL	2,699	-1%	TOTAL	\$1,991,776,194	31%

HAWAII ISLAND YEAR-TO-DATE	2,699 TOTAL NUMBER OF SALES 2024	-1%	\$544,750 MEDIAN PRICE HOME	▲ 9%	\$1,991,776,194 TOTAL DOLLAR VOLUME 2024
	2,717 TOTAL NUMBER OF SALES 2023		\$685,000 MEDIAN PRICE CONDO	▲ 16%	\$1,515,849,211 TOTAL DOLLAR VOLUME 2023
			\$45,000 MEDIAN PRICE LAND	▲ 10%	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	% Change	2024	2023	% Change	2024	2023	% Change
PUNA	478	471	1%	\$370,000	\$355,000	4%	\$187,867,465	\$176,319,321	7%
SOUTH HILO	140	139	1%	\$544,750	\$495,000	10%	\$90,211,090	\$76,442,125	18%
NORTH HILO	12	10	20%	\$900,000	\$717,500	25%	\$11,590,800	\$13,004,500	-11%
HAMAKUA	19	26	-27%	\$640,000	\$532,500	20%	\$15,792,119	\$18,017,995	-12%
NORTH KOHALA	41	27	52%	\$1,095,000	\$1,050,000	4%	\$60,907,174	\$42,865,000	42%
SOUTH KOHALA	103	102	1%	\$1,059,000	\$937,500	13%	\$195,947,777	\$126,407,040	55%
NORTH KONA	260	212	23%	\$1,307,085	\$1,169,500	12%	\$662,897,984	\$381,033,906	74%
SOUTH KONA	40	46	-13%	\$717,500	\$755,000	-5%	\$33,034,857	\$51,450,200	-36%
KA'U	95	116	-18%	\$334,000	\$349,450	-4%	\$34,752,150	\$40,721,250	-15%
TOTAL	1,188	1,149	3%	\$544,750	\$499,000	9%	\$1,293,001,416	\$926,261,337	40%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	% Change	2024	2023	% Change	2024	2023	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	34	45	-24%	\$240,000	\$250,000	-4%	\$8,981,200	\$13,766,000	-35%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	1	-	-	\$360,000	-	-	\$360,000	-	-
NORTH KOHALA	-	1	-100%	-	\$912,500	-100%	-	\$912,500	-100%
SOUTH KOHALA	122	131	-7%	\$1,075,000	\$959,000	12%	\$183,517,500	\$164,755,230	11%
NORTH KONA	207	207	0%	\$665,000	\$555,000	20%	\$264,485,235	\$191,425,373	38%
SOUTH KONA	3	4	-25%	\$425,300	\$382,500	11%	\$1,477,200	\$1,618,000	-9%
KA'U	3	3	0%	\$350,000	\$315,000	11%	\$1,030,000	\$961,250	7%
TOTAL	370	391	-5%	\$685,000	\$589,000	16%	\$459,851,135	\$373,438,353	23%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	% Change	2024	2023	% Change	2024	2023	% Change
PUNA	715	698	2%	\$40,000	\$35,000	14%	\$43,298,960	\$38,404,897	13%
SOUTH HILO	38	35	9%	\$265,000	\$285,000	-7%	\$11,768,245	\$12,917,000	-9%
NORTH HILO	7	8	-13%	\$370,000	\$503,750	-27%	\$2,224,000	\$13,777,500	-84%
HAMAKUA	10	10	0%	\$427,000	\$432,500	-1%	\$5,754,000	\$4,617,000	25%
NORTH KOHALA	24	20	20%	\$444,000	\$495,000	-10%	\$14,090,500	\$15,784,888	-11%
SOUTH KOHALA	26	29	-10%	\$550,000	\$405,000	36%	\$36,720,000	\$13,368,000	175%
NORTH KONA	47	62	-24%	\$1,392,998	\$575,000	142%	\$105,002,998	\$92,579,027	13%
SOUTH KONA	33	48	-31%	\$230,000	\$320,750	-28%	\$9,438,700	\$14,315,000	-34%
KA'U	241	267	-10%	\$25,000	\$21,000	19%	\$10,626,240	\$10,386,209	2%
TOTAL	1,141	1,177	-3%	\$45,000	\$41,000	10%	\$238,923,643	\$216,149,521	11%

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



NORTH KOHALA		
HOMES		
Number of Sales	41	52%
Total Dollar Transactions	\$60,907,174	42%
CONDOS		
Number of Sales	-	-100%
Total Dollar Transactions	-	-100%
LAND		
Number of Sales	24	20%
Total Dollar Transactions	\$14,090,500	-11%

HAMAKUA		
HOMES		
Number of Sales	19	-27%
Total Dollar Transactions	\$15,792,119	-12%
CONDOS		
Number of Sales	1	-
Total Dollar Transactions	\$360,000	-
LAND		
Number of Sales	10	0%
Total Dollar Transactions	\$5,754,000	25%

NORTH HILO		
HOMES		
Number of Sales	12	20%
Total Dollar Transactions	\$11,590,800	-11%
CONDOS		
Number of Sales	-	-
Total Dollar Transactions	-	-
LAND		
Number of Sales	7	-13%
Total Dollar Transactions	\$2,224,000	-84%

SOUTH KOHALA		
HOMES		
Number of Sales	103	1%
Total Dollar Transactions	\$195,947,777	55%
CONDOS		
Number of Sales	122	-7%
Total Dollar Transactions	\$183,517,500	11%
LAND		
Number of Sales	26	-10%
Total Dollar Transactions	\$36,720,000	175%

NORTH KONA		
HOMES		
Number of Sales	260	23%
Total Dollar Transactions	\$662,897,984	74%
CONDOS		
Number of Sales	207	0%
Total Dollar Transactions	\$264,485,235	38%
LAND		
Number of Sales	47	-24%
Total Dollar Transactions	\$105,002,998	13%

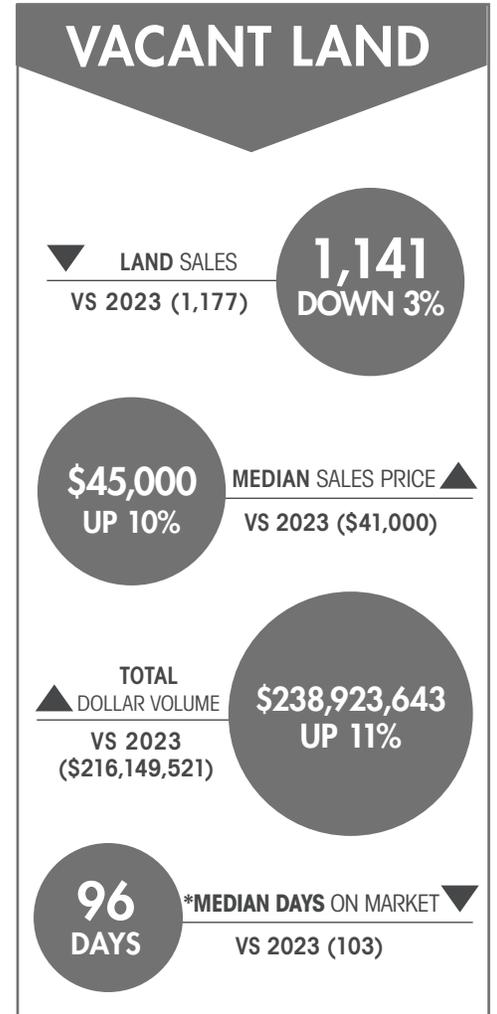
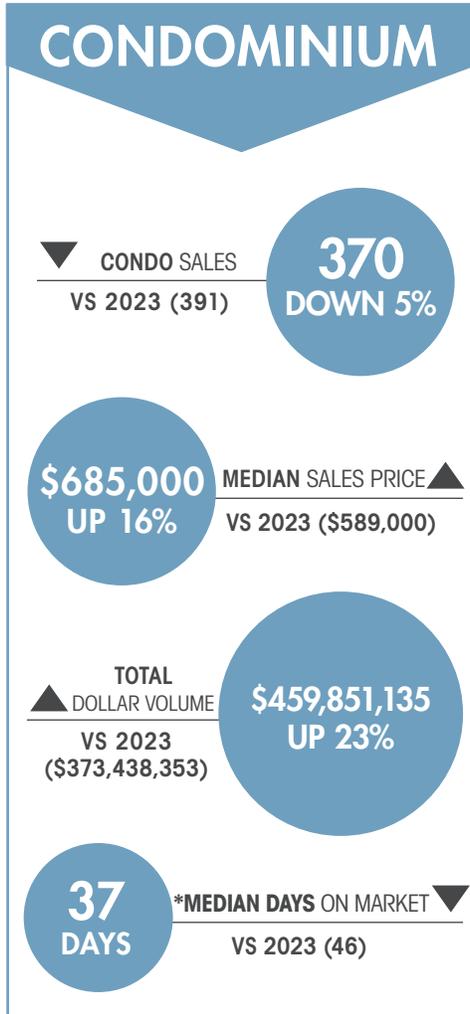
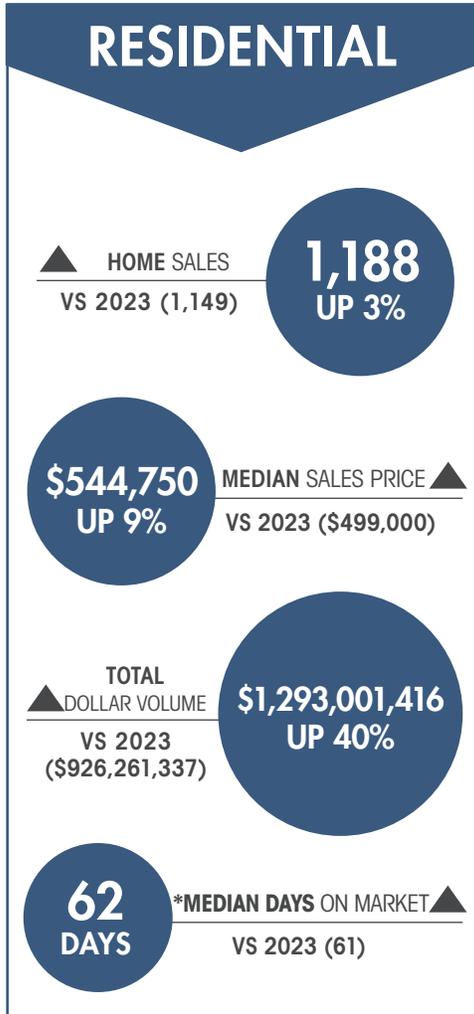
SOUTH HILO		
HOMES		
Number of Sales	140	1%
Total Dollar Transactions	\$90,211,090	18%
CONDOS		
Number of Sales	34	-24%
Total Dollar Transactions	\$8,981,200	-35%
LAND		
Number of Sales	38	9%
Total Dollar Transactions	\$11,768,245	-9%

SOUTH KONA		
HOMES		
Number of Sales	40	-13%
Total Dollar Transactions	\$33,034,857	-36%
CONDOS		
Number of Sales	3	-25%
Total Dollar Transactions	\$1,477,200	-9%
LAND		
Number of Sales	33	-31%
Total Dollar Transactions	\$9,438,700	-34%

KAU		
HOMES		
Number of Sales	95	-18%
Total Dollar Transactions	\$34,752,150	-15%
CONDOS		
Number of Sales	3	0%
Total Dollar Transactions	\$1,030,000	7%
LAND		
Number of Sales	241	-10%
Total Dollar Transactions	\$10,626,240	2%

PUNA		
HOMES		
Number of Sales	478	1%
Total Dollar Transactions	\$187,867,465	7%
CONDOS		
Number of Sales	-	-
Total Dollar Transactions	-	-
LAND		
Number of Sales	715	2%
Total Dollar Transactions	\$43,298,960	13%





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 2024 vs Month of 2023

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.

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, 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		\$5.75
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		\$5.75

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