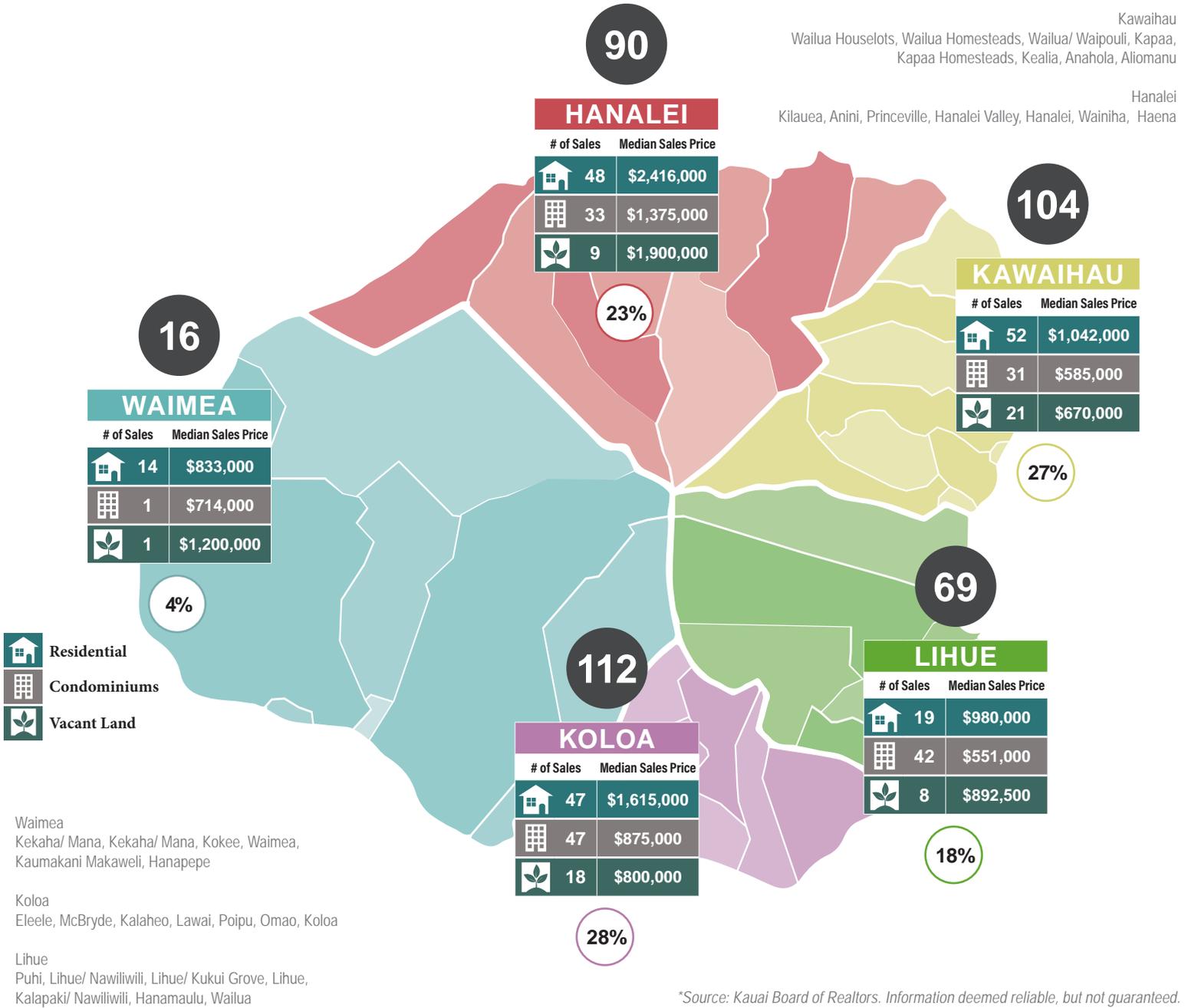


Kawaihau

Wailua Houselots, Wailua Homesteads, Wailua/ Waipouli, Kapaa, Kapaa Homesteads, Kealia, Anahola, Aliomanu

Hanalei

Kilauea, Anini, Princeville, Hanalei Valley, Hanalei, Wainiha, Haena



*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.

	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE		
■ HOMES	46%	180	▲	16%	\$1,415,000	▲	29%
■ CONDO	39%	154	▼	-6%	\$795,000	▲	16%
■ LAND	15%	57	▲	12%	\$800,000	▼	-11%

DISTRICT	YTD NUMBER OF UNITS RECORDED			YTD TOTAL DOLLAR VOLUME		
	2024	% Change		DISTRICT	2024	% Change
Koloa	112	-10%		Hanalei	\$216,562,556	79%
Kawaihau	104	17%		Koloa	\$199,786,205	17%
Hanalei	90	29%		Kawaihau	\$104,932,520	27%
Lihue	69	-4%		Lihue	\$72,607,000	32%
Waimea	16	14%		Waimea	\$13,556,000	21%
TOTAL	391	6%		TOTAL	\$607,444,281	38%

○ % of Closed Sales by Districts through June 30, 2024
 ● Number of Recorded Transactions from January 1, 2024 - June 30, 2024

KAUAI

YEAR-OVER-YEAR

391

TOTAL NUMBER OF SALES

2024

6%

369

TOTAL NUMBER OF SALES

2023

\$1,415,000

MEDIAN PRICE HOME

29%

16%

\$795,000

MEDIAN PRICE CONDO

-11%

\$800,000

MEDIAN PRICE LAND

\$607,444,281

TOTAL DOLLAR VOLUME

2024

38%

\$440,684,552

TOTAL DOLLAR VOLUME

2023

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	% Change	2024	2023	% Change	2024	2023	% Change
RESIDENTIAL									
WAIMEA	14	13	8%	\$833,000	\$770,000	8%	\$11,642,000	\$10,590,302	10%
KOLOA	47	38	24%	\$1,615,000	\$1,275,000	27%	\$135,847,500	\$69,825,500	95%
LIHUE	19	18	6%	\$980,000	\$885,000	11%	\$22,209,000	\$18,679,000	19%
KAWAIHAU	52	57	-9%	\$1,042,000	\$1,000,000	4%	\$62,830,000	\$61,677,445	2%
HANAIEI	48	29	66%	\$2,416,000	\$2,050,000	18%	\$142,429,197	\$67,237,500	112%
TOTAL	180	155	16%	\$1,415,000	\$1,100,000	29%	\$374,957,697	\$228,009,747	64%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	% Change	2024	2023	% Change	2024	2023	% Change
CONDOMINIUM									
WAIMEA	1	-	-	\$714,000	-	-	\$714,000	-	-
KOLOA	47	58	-19%	\$875,000	\$793,500	10%	\$48,213,400	\$57,986,030	-17%
LIHUE	42	51	-18%	\$551,000	\$535,000	3%	\$35,079,000	\$34,807,200	1%
KAWAIHAU	31	23	35%	\$585,000	\$515,000	14%	\$25,008,020	\$14,688,975	70%
HANAIEI	33	31	6%	\$1,375,000	\$1,100,000	25%	\$46,553,359	\$36,227,400	29%
TOTAL	154	163	-6%	\$795,000	\$685,000	16%	\$155,567,779	\$143,709,605	8%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	% Change	2024	2023	% Change	2024	2023	% Change
VACANT LAND									
WAIMEA	1	1	0%	\$1,200,000	\$650,000	85%	\$1,200,000	\$650,000	85%
KOLOA	18	28	-36%	\$800,000	\$1,319,000	-39%	\$15,725,305	\$42,756,900	-63%
LIHUE	8	3	167%	\$892,500	\$575,000	55%	\$15,319,000	\$1,562,500	880%
KAWAIHAU	21	9	133%	\$670,000	\$675,000	-1%	\$17,094,500	\$6,380,800	168%
HANAIEI	9	10	-10%	\$1,900,000	\$1,275,000	49%	\$27,580,000	\$17,615,000	57%
TOTAL	57	51	12%	\$800,000	\$900,000	-11%	\$76,918,805	\$68,965,200	12%

*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.



HANALEI		
HOMES		
Number of Sales	48	66%
Total Dollar Transactions	\$142,429,197	112%
CONDOS		
Number of Sales	33	6%
Total Dollar Transactions	\$46,553,359	29%
LAND		
Number of Sales	9	-10%
Total Dollar Transactions	\$27,580,000	57%

KAWAIHAU		
HOMES		
Number of Sales	52	-9%
Total Dollar Transactions	\$62,830,000	2%
CONDOS		
Number of Sales	31	35%
Total Dollar Transactions	\$25,008,020	70%
LAND		
Number of Sales	21	133%
Total Dollar Transactions	\$17,094,500	168%

WAIMEA		
HOMES		
Number of Sales	14	8%
Total Dollar Transactions	\$11,642,000	10%
CONDOS		
Number of Sales	1	-
Total Dollar Transactions	\$714,000	-
LAND		
Number of Sales	1	0%
Total Dollar Transactions	\$1,200,000	85%

LIHUE		
HOMES		
Number of Sales	19	6%
Total Dollar Transactions	\$22,209,000	19%
CONDOS		
Number of Sales	42	-18%
Total Dollar Transactions	\$35,079,000	1%
LAND		
Number of Sales	8	167%
Total Dollar Transactions	\$15,319,000	880%

KOLOA		
HOMES		
Number of Sales	47	24%
Total Dollar Transactions	\$135,847,500	95%
CONDOS		
Number of Sales	47	-19%
Total Dollar Transactions	\$48,213,400	-17%
LAND		
Number of Sales	18	-36%
Total Dollar Transactions	\$15,725,305	-63%

Waimea
Kekaha/ Mana, Kekaha/ Mana, Kokee, Waimea,
Kaumakani Makaweli, Hanapepe

Koloa
Eleele, McBryde, Kalaheo, Lawai, Poipu, Omao, Koloa

Lihue
Puihi, Lihue/ Nawiliwili, Lihue/ Kukui Grove, Lihue,
Kalapaki/ Nawiliwili, Hanamaulu, Wailua

Kawaihau
Wailua Houselots, Wailua Homesteads, Wailua/ Waipouli,
Kapaa, Kapaa Homesteads, Kealia, Anahola, Aliomanu

Hanalei
Kilauea, Anini, Princeville, Hanalei Valley, Hanalei,
Wainiha, Haena

*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.



RESIDENTIAL

▲ HOME SALES
VS 2023 (155)

180
UP 16%

\$1,415,000 MEDIAN SALES PRICE ▲
UP 29% VS 2023 (\$1,100,000)

▲ TOTAL DOLLAR SALES
VS 2023 (\$228,009,747)

\$374,957,697
UP 64%

CONDOMINIUM

▼ CONDO SALES
VS 2023 (163)

154
DOWN 6%

\$795,000 MEDIAN SALES PRICE ▲
UP 16% VS 2023 (\$685,000)

▲ TOTAL DOLLAR VOLUME
VS 2023 (\$143,709,605)

\$155,567,779
UP 8%

VACANT LAND

▲ LAND SALES
VS 2023 (51)

57
UP 12%

\$800,000 MEDIAN SALES PRICE ▼
DOWN 11% VS 2023 (\$900,000)

▲ TOTAL DOLLAR VOLUME
VS 2023 (\$68,965,200)

\$76,918,805
UP 12%





Conveyance Tax Law

STATE OF HAWAII

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, except for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowners' 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

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*Source: Kauai Board of Realtors. Information deemed reliable, but 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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ANNOUNCEMENT UPDATE for HARPTA increase for Hawaii
Real Property occurring on or after September 15, 2018

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 FIRPTA.

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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*FNT Internal Update July, 2018

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



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Trusted everywhere, every day.

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

www.FidelityHawaii.com

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