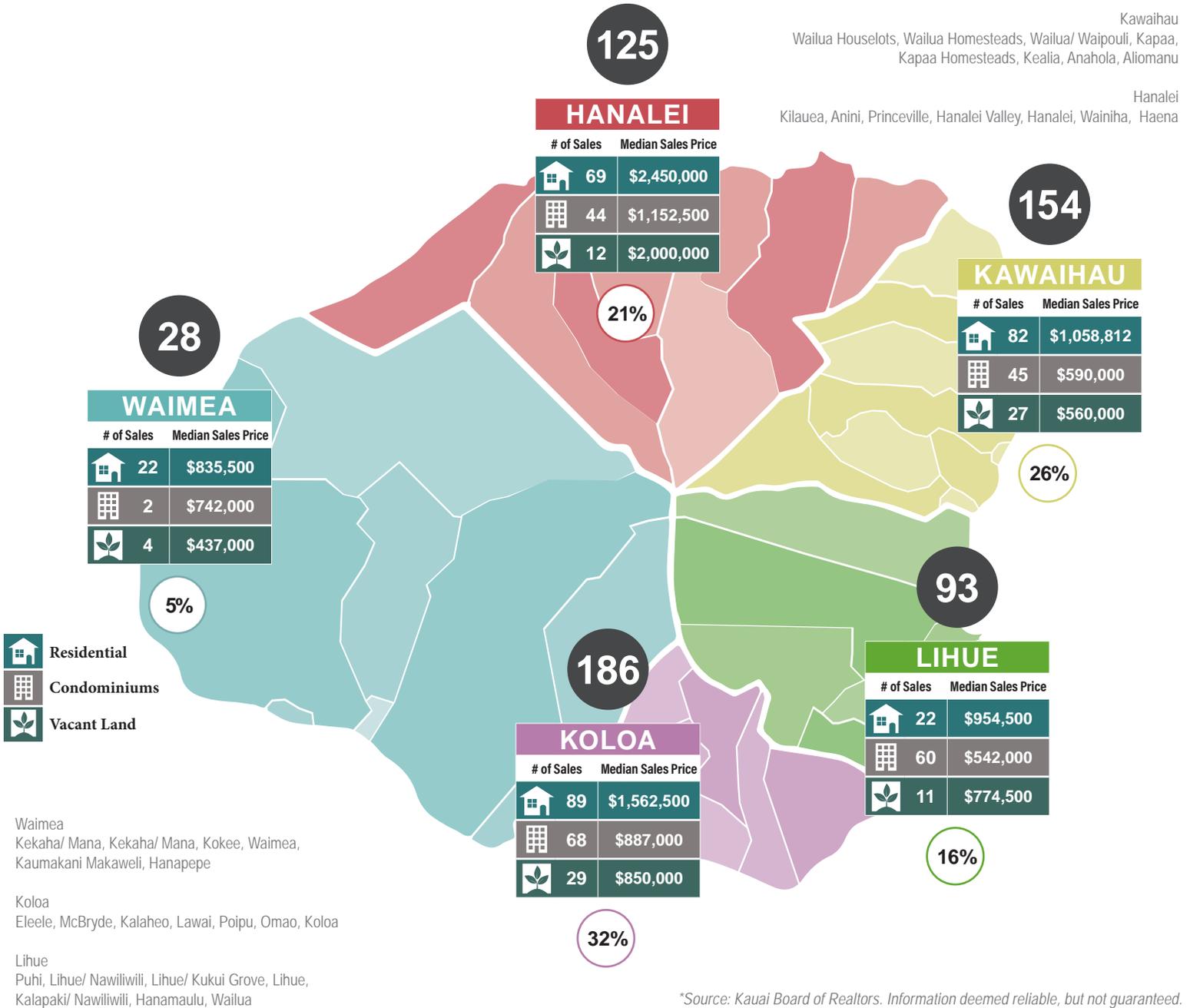


Kawaihau

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	49%	284	▲	38%	\$1,400,000	▲	22%
■ CONDO	37%	219	▼	-8%	\$769,000	▲	10%
■ LAND	14%	83	=	0%	\$774,500	▼	-12%

DISTRICT	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME		
	2024	% Change	DISTRICT	2024	% Change
KOLOA	186	9%	HANALEI	\$326,172,832	55%
KAWAIHAU	154	26%	KOLOA	\$323,301,701	40%
HANALEI	125	16%	KAWAIHAU	\$156,896,645	35%
LIHUE	93	-12%	LIHUE	\$88,520,600	12%
WAIMEA	28	40%	WAIMEA	\$22,180,000	46%
TOTAL	586	11%	TOTAL	\$917,071,778	41%

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

KAUAI

YEAR-OVER-YEAR

586
TOTAL NUMBER OF SALES
2024

526
TOTAL NUMBER OF SALES
2023

11%

\$1,400,000
MEDIAN PRICE HOME

\$769,000
MEDIAN PRICE CONDO

\$774,500
MEDIAN PRICE LAND

22%
10%
-12%

\$917,071,778
TOTAL DOLLAR VOLUME
2024

\$651,824,687
TOTAL DOLLAR VOLUME
2023

41%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	% Change	2024	2023	% Change	2024	2023	% Change
RESIDENTIAL									
WAIMEA	22	17	29%	\$835,500	\$776,000	8%	\$18,292,000	\$14,122,802	30%
KOLOA	89	48	85%	\$1,562,500	\$1,250,000	25%	\$227,248,499	\$90,904,754	150%
LIHUE	22	22	0%	\$954,500	\$900,000	6%	\$25,084,000	\$22,854,000	10%
KAWAIHAU	82	73	12%	\$1,058,812	\$1,000,000	6%	\$101,659,125	\$81,638,753	25%
HANAIEI	69	46	50%	\$2,450,000	\$2,275,000	8%	\$233,272,197	\$130,107,500	79%
TOTAL	284	206	38%	\$1,400,000	\$1,150,000	22%	\$605,555,821	\$339,627,809	78%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	% Change	2024	2023	% Change	2024	2023	% Change
CONDOMINIUM									
WAIMEA	2	-	-	\$742,000	-	-	\$1,484,000	-	-
KOLOA	68	83	-18%	\$887,000	\$788,000	13%	\$69,691,897	\$84,722,553	-18%
LIHUE	60	68	-12%	\$542,000	\$535,000	1%	\$46,388,100	\$43,657,200	6%
KAWAIHAU	45	36	25%	\$590,000	\$575,000	3%	\$35,222,020	\$26,122,975	35%
HANAIEI	44	50	-12%	\$1,152,500	\$1,196,750	-4%	\$56,970,636	\$60,716,900	-6%
TOTAL	219	237	-8%	\$769,000	\$699,000	10%	\$209,756,653	\$215,219,628	-3%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	% Change	2024	2023	% Change	2024	2023	% Change
VACANT LAND									
WAIMEA	4	3	33%	\$437,000	\$246,000	78%	\$2,404,000	\$1,046,000	130%
KOLOA	29	39	-26%	\$850,000	\$1,288,000	-34%	\$26,361,305	\$55,643,700	-53%
LIHUE	11	16	-31%	\$774,500	\$787,500	-2%	\$17,048,500	\$12,362,250	38%
KAWAIHAU	27	13	108%	\$560,000	\$650,000	-14%	\$20,015,500	\$8,532,800	135%
HANAIEI	12	12	0%	\$2,000,000	\$1,231,250	62%	\$35,929,999	\$19,392,500	85%
TOTAL	83	83	0%	\$774,500	\$880,000	-12%	\$101,759,304	\$96,977,250	5%

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



HANAIEI			
HOMES			
Number of Sales	69		50%
Total Dollar Transactions	\$233,272,197		79%
CONDOS			
Number of Sales	44		-12%
Total Dollar Transactions	\$56,970,636		-6%
LAND			
Number of Sales	12		0%
Total Dollar Transactions	\$35,929,999		85%

KAWAIHAU			
HOMES			
Number of Sales	82		12%
Total Dollar Transactions	\$101,659,125		25%
CONDOS			
Number of Sales	45		25%
Total Dollar Transactions	\$35,222,020		35%
LAND			
Number of Sales	27		108%
Total Dollar Transactions	\$20,015,500		135%

WAIMEA			
HOMES			
Number of Sales	22		29%
Total Dollar Transactions	\$18,292,000		30%
CONDOS			
Number of Sales	2		-
Total Dollar Transactions	\$1,484,000		-
LAND			
Number of Sales	4		33%
Total Dollar Transactions	\$2,404,000		130%

LIHUE			
HOMES			
Number of Sales	22		0%
Total Dollar Transactions	\$25,084,000		10%
CONDOS			
Number of Sales	60		-12%
Total Dollar Transactions	\$46,388,100		6%
LAND			
Number of Sales	11		-31%
Total Dollar Transactions	\$17,048,500		38%

KOLOA			
HOMES			
Number of Sales	89		85%
Total Dollar Transactions	\$227,248,499		150%
CONDOS			
Number of Sales	68		-18%
Total Dollar Transactions	\$69,691,897		-18%
LAND			
Number of Sales	29		-26%
Total Dollar Transactions	\$26,361,305		-53%

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 (206)

284
UP 38%

\$1,400,000
UP 22%

MEDIAN SALES PRICE ▲
VS 2023 (\$1,150,000)

▲ TOTAL DOLLAR SALES
VS 2023 (\$339,627,809)

\$605,555,821
UP 78%

CONDOMINIUM

▼ CONDO SALES
VS 2023 (237)

219
DOWN 8%

\$769,000
UP 10%

MEDIAN SALES PRICE ▲
VS 2023 (\$699,000)

▼ TOTAL DOLLAR VOLUME
VS 2023 (\$215,219,628)

\$209,756,653
DOWN 3%

VACANT LAND

= LAND SALES
VS 2023 (74)

83
0%

\$774,500
DOWN 12%

MEDIAN SALES PRICE ▼
VS 2023 (\$880,000)

▲ TOTAL DOLLAR VOLUME
VS 2023 (\$96,977,250)

\$101,759,304
UP 5%

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





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		\$5.95
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



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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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