KAUAI Real Estate Report

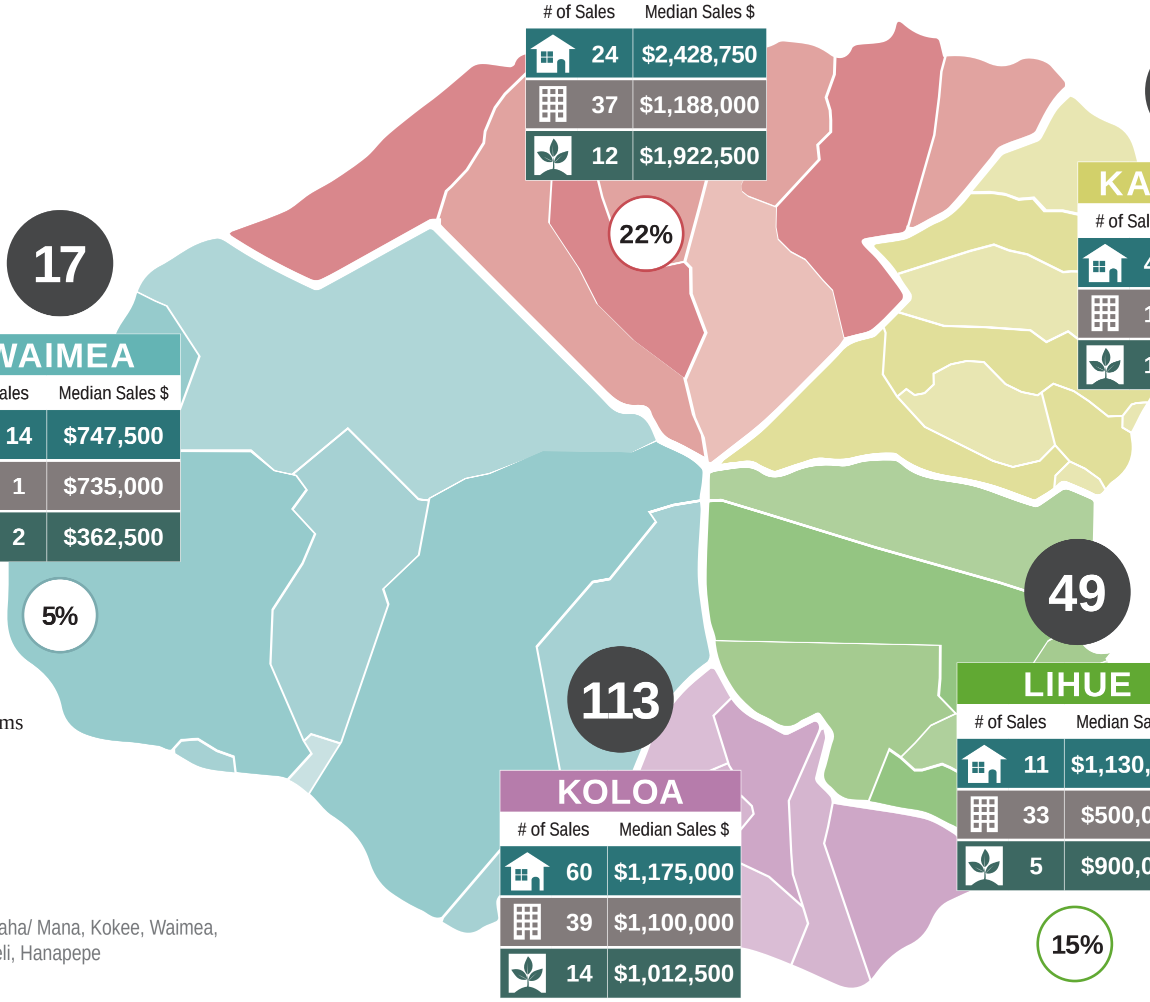
Fidelity National Title & ESCROW OF HAWAII

MAY 2025

2025 YTD VS. 2024 YTD

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

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



HANALEI — 73 — 22%

	# of Sales	Median Sales $
Residential	24	$2,428,750
Condominiums	37	$1,188,000
Vacant Land	12	$1,922,500

KAWAIHAU — 77 — 23%

	# of Sales	Median Sales $
Residential	46	$1,075,000
Condominiums	17	$585,000
Vacant Land	14	$637,500

WAIMEA — 17 — 5%

	# of Sales	Median Sales $
Residential	14	$747,500
Condominiums	1	$735,000
Vacant Land	2	$362,500

LIHUE — 49 — 15%

	# of Sales	Median Sales $
Residential	11	$1,130,000
Condominiums	33	$500,000
Vacant Land	5	$900,000

KOLOA — 113 — 34%

	# of Sales	Median Sales $
Residential	60	$1,175,000
Condominiums	39	$1,100,000
Vacant Land	14	$1,012,500

Residential
Condominiums
Vacant Land

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

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

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

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

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE		
HOMES	47%	155	▼	-1%	$1,150,000	▼	-19%
CONDO	39%	127	▲	1%	$900,000	▲	16%
LAND	14%	47	▼	-10%	$1,075,000	▲	30%

YTD NUMBER OF UNITS RECORDED			YTD TOTAL DOLLAR VOLUME		
DISTRICT	2025	% Change	DISTRICT	2025	% Change
KOLOA	113	14%	KOLOA	$166,555,988	-2%
KAWAIHAU	77	-14%	HANALEI	$151,873,413	-20%
HANALEI	73	-3%	KAWAIHAU	$91,239,311	-2%
LIHUE	49	-17%	LIHUE	$44,400,007	-32%
WAIMEA	17	42%	WAIMEA	$12,438,000	17%
TOTAL	**329**	**-2%**	**TOTAL**	**$466,506,719**	**-12%**

% of Closed Sales by Districts through May 31, 2025

Number of Recorded Transactions from January 1, 2025 – May 31, 2025

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& ESCROW OF HAWAII

MAY 2025
2025 YTD VS. 2024 YTD

KAUAI
YEAR-OVER-YEAR

329
TOTAL NUMBER OF SALES
2025

335
TOTAL NUMBER OF SALES
2024

-2%

$1,150,000
MEDIAN PRICE HOME
-19%

$900,000
MEDIAN PRICE CONDO
16%

$1,075,000
MEDIAN PRICE LAND
30%

$466,506,719
TOTAL DOLLAR VOLUME
2025

$529,415,883
TOTAL DOLLAR VOLUME
2024

-12%

RESIDENTIAL

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
WAIMEA	14	10	40%	$747,500	$870,000	-14%	$10,978,000	$8,747,000	26%
KOLOA	60	42	43%	$1,175,000	$1,607,500	-27%	$103,050,988	$117,017,500	-12%
LIHUE	11	16	-31%	$1,130,000	$1,030,000	10%	$13,427,500	$19,064,000	-30%
KAWAIHAU	46	46	0%	$1,075,000	$1,047,000	3%	$62,650,311	$56,339,000	11%
HANALEI	24	43	-44%	$2,428,750	$2,450,000	-1%	$63,384,414	$129,177,199	-51%
TOTAL	**155**	**157**	**-1%**	**$1,150,000**	**$1,425,000**	**-19%**	$253,491,213	**$330,344,699**	**-23%**

CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
WAIMEA	1	1	0%	$735,000	$714,000	3%	$735,000	$714,000	3%
KOLOA	39	39	0%	$1,100,000	$840,000	31%	$45,910,000	$37,048,400	24%
LIHUE	33	36	-8%	$500,000	$546,500	-9%	$26,562,507	$31,145,100	-15%
KAWAIHAU	17	25	-32%	$585,000	$565,000	4%	$13,025,000	$21,133,020	-38%
HANALEI	37	25	48%	$1,188,000	$1,395,000	-15%	$47,704,999	$36,610,859	30%
TOTAL	**127**	**126**	**1%**	**$900,000**	**$775,200**	**16%**	**$133,937,506**	**$126,651,379**	**6%**

VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
WAIMEA	2	1	100%	$362,500	$1,200,000	-70%	$725,000	$1,200,000	-40%
KOLOA	14	18	-22%	$1,012,500	$800,000	27%	$17,595,000	$15,725,305	12%
LIHUE	5	7	-29%	$900,000	$995,000	-10%	$4,410,000	$14,885,000	-70%
KAWAIHAU	14	19	-26%	$637,500	$722,000	-12%	$15,564,000	$15,824,500	-2%
HANALEI	12	7	71%	$1,922,500	$1,900,000	1%	$40,784,000	$24,785,000	65%
TOTAL	**47**	**52**	**-10%**	**$1,075,000**	**$825,000**	**30%**	**$79,078,000**	**$72,419,805**	**9%**

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

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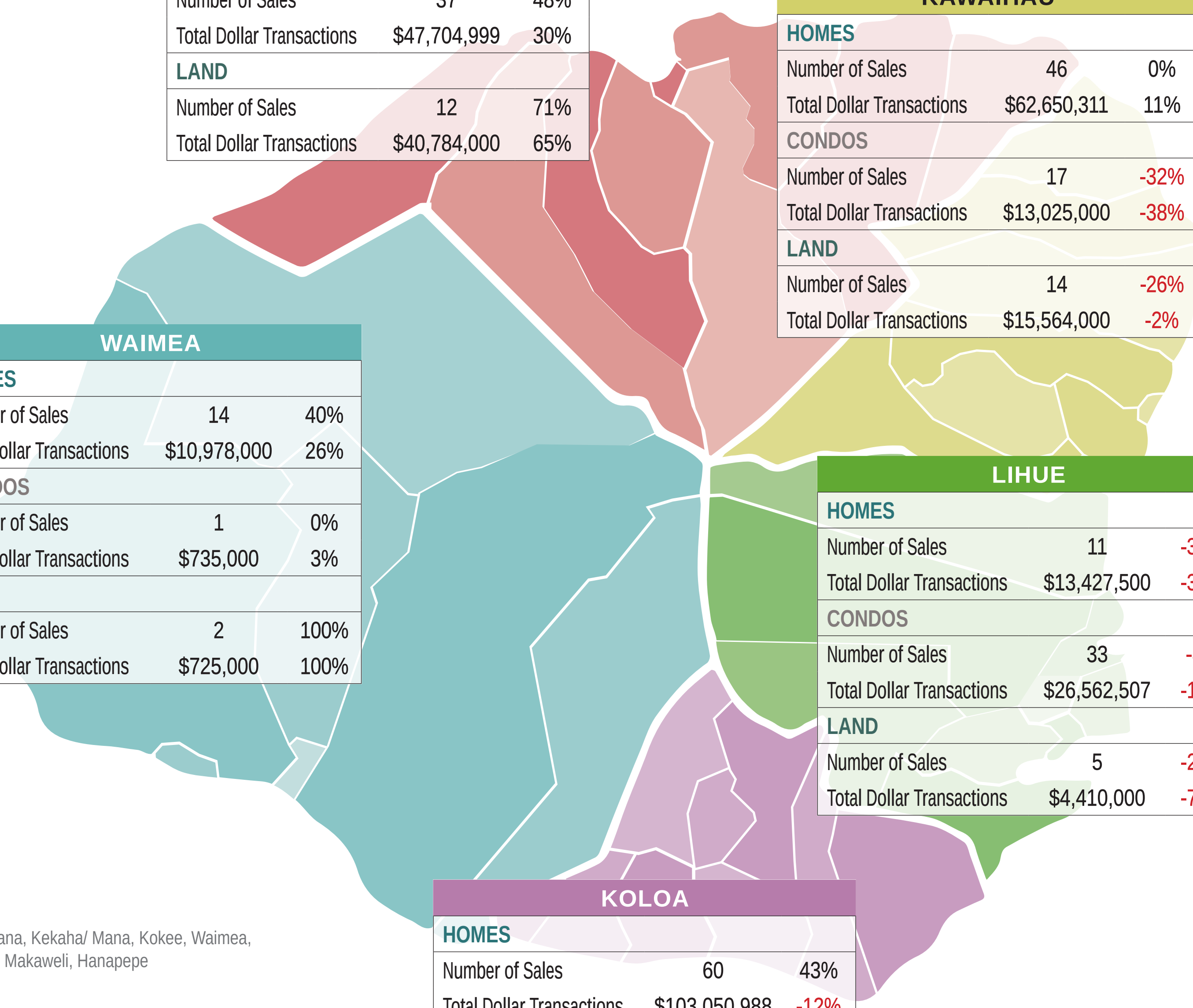
2025 YTD VS. 2024 YTD



HANALEI		
HOMES		
Number of Sales	24	-44%
Total Dollar Transactions	$63,384,414	-51%
CONDOS		
Number of Sales	37	48%
Total Dollar Transactions	$47,704,999	30%
LAND		
Number of Sales	12	71%
Total Dollar Transactions	$40,784,000	65%

KAWAIHAU		
HOMES		
Number of Sales	46	0%
Total Dollar Transactions	$62,650,311	11%
CONDOS		
Number of Sales	17	-32%
Total Dollar Transactions	$13,025,000	-38%
LAND		
Number of Sales	14	-26%
Total Dollar Transactions	$15,564,000	-2%

WAIMEA		
HOMES		
Number of Sales	14	40%
Total Dollar Transactions	$10,978,000	26%
CONDOS		
Number of Sales	1	0%
Total Dollar Transactions	$735,000	3%
LAND		
Number of Sales	2	100%
Total Dollar Transactions	$725,000	100%

LIHUE		
HOMES		
Number of Sales	11	-31%
Total Dollar Transactions	$13,427,500	-30%
CONDOS		
Number of Sales	33	-8%
Total Dollar Transactions	$26,562,507	-15%
LAND		
Number of Sales	5	-29%
Total Dollar Transactions	$4,410,000	-70%

KOLOA		
HOMES		
Number of Sales	60	43%
Total Dollar Transactions	$103,050,988	-12%
CONDOS		
Number of Sales	39	0%
Total Dollar Transactions	$45,910,000	24%
LAND		
Number of Sales	14	-22%
Total Dollar Transactions	$17,595,000	12%

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

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

Lihue
Puhi, 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.*

KAUAI Real Estate Report

Fidelity National Title
& ESCROW OF HAWAII

MAY 2025

2025 YTD VS. 2024 YTD

RESIDENTIAL

HOME SALES
VS 2024 (157)
155
DOWN 1%

$1,150,000
DOWN 19%
MEDIAN SALES PRICE
VS 2024 ($1,425,000)

TOTAL
DOLLAR SALES
VS 2024
($330,344,699)
$253,491,213
DOWN 23%

CONDOMINIUM

CONDO SALES
VS 2024 (126)
127
UP 1%

$900,000
UP 16%
MEDIAN SALES PRICE
VS 2024 ($775,200)

TOTAL
DOLLAR VOLUME
VS 2024
($126,651,379)
$133,937,506
UP 6%

VACANT LAND

LAND SALES
VS 2024 (52)
47
DOWN 10%

$1,075,000
UP 30%
MEDIAN SALES PRICE
VS 2024 ($825,000)

TOTAL
DOLLAR VOLUME
VS 2024
($72,419,805)
$79,078,000
UP 9%

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

Fidelity National Title
& ESCROW OF HAWAII

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:** 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)	**Scale #2:** 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)
At Least	**But Less Than**		
$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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Fidelity National Title
& ESCROW OF HAWAII

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.

Fidelity National Title
& ESCROW OF HAWAII

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.

+FNT Internal Update July, 2018

REAL PROPERTY TAX RATES

FISCAL YEAR July 1, 2024 to June 30, 2025

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

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-Occiped 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