

*Source: Realtor Association of Maui. Information deemed reliable, but not guaranteed.

	% OF CLOSINGS	# OF UNITS RECORDED			MEDIAN PRICE			MEDIAN DAYS ON MARKET
HOMES	32%	805	▲	47%	\$989,990	▲	29%	75
CONDO	58%	1,476	▲	104%	\$635,000	▲	12%	93
LAND	10%	264	▲	218%	\$667,500	▲	63%	151

DISTRICT	2021 VS 2020 YTD NUMBER OF UNITS			2021 VS 2020 YTD TOTAL DOLLAR VOLUME		
	2021	% Change		DISTRICT	2021	% Change
SOUTH	917	36%		SOUTH	\$1,280,910,587	224%
WEST	882	35%		WEST	\$1,135,401,554	182%
CENTRAL	317	12%		CENTRAL	\$228,156,174	40%
UPCOUNTRY	198	8%		UPCOUNTRY	\$224,841,624	80%
NORTH SHORE	114	4%		NORTH SHORE	\$164,317,020	121%
LANAI/MOLOKAI	95	4%		LANAI/MOLOKAI	\$53,346,019	134%
EAST	22	1%		EAST	\$17,930,000	102%
TOTAL	2,545	88%		TOTAL	\$3,104,902,978	161%

% of Closed Sales by Districts through July 31, 2021

Number of Recorded transactions from January 1, 2021 – July 31, 2021

RESIDENTIAL

YEAR-OVER-YEAR

805
TOTAL NUMBER OF SALES
2021

546
TOTAL NUMBER OF SALES
2020

47%

\$989,990
MEDIAN SALES PRICE
2021

\$766,925
MEDIAN SALES PRICE
2020

29%

\$1,456,143,311
TOTAL DOLLAR VOLUME
2021

\$574,194,870
TOTAL DOLLAR VOLUME
2020

154%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	1	-	-	\$1,540,000	-	-	\$1,540,000	-	-
Kahului	69	56	23%	\$790,000	\$670,000	18%	\$54,972,600	\$37,780,870	46%
Wailuku	135	134	1%	\$797,775	\$725,420	10%	\$114,964,885	\$97,103,483	18%
EAST									
Hana	6	3	100%	\$795,500	\$880,000	-10%	\$5,441,000	\$2,393,000	127%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	1	-	-	\$425,000	-	-	\$425,000	-	-
Nahiku	-	1	-100%	-	\$795,000	-	-	\$795,000	-100%
NORTH SHORE									
Haiku	59	48	23%	\$1,115,000	\$857,500	30%	\$80,596,500	\$52,333,000	54%
Sprecks/Paia/Kuau	25	10	150%	\$1,525,000	\$849,950	79%	\$60,378,000	\$9,642,400	526%
SOUTH									
Kihei	117	76	54%	\$955,000	\$818,500	17%	\$171,360,269	\$82,041,103	109%
Maalaea	1	-	-	\$2,475,000	-	-	\$2,475,000	-	-
Maui Meadows	24	9	167%	\$1,532,500	\$1,200,000	28%	\$39,631,500	\$11,124,550	256%
Wailea/Makena	46	16	188%	\$4,241,000	\$2,480,000	71%	\$314,545,548	\$42,175,000	646%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	56	38	47%	\$1,250,000	\$950,000	32%	\$87,547,000	\$40,833,768	114%
Makawao/Olinda/Haliimaile	36	41	-12%	\$794,000	\$687,500	16%	\$31,222,321	\$34,102,300	-8%
Pukalani	41	32	28%	\$888,000	\$769,750	15%	\$40,004,049	\$24,550,833	63%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	40	14	186%	\$2,349,750	\$1,825,000	29%	\$117,111,666	\$29,840,005	293%
Kapalua	22	4	450%	\$4,010,000	\$3,150,000	27%	\$109,747,500	\$14,720,000	646%
Lahaina	47	20	135%	\$2,330,000	\$1,245,000	87%	\$124,269,173	\$35,258,668	252%
Napili/Kahana/Honokowai	43	16	169%	\$1,115,000	\$1,100,000	1%	\$52,823,300	\$42,173,890	25%
Olowalu	2	1	100%	\$6,800,000	\$1,125,000	504%	\$13,600,000	\$1,125,000	1109%
LANAI - MOLOKAI									
Lanai	9	13	-31%	\$700,000	\$440,000	59%	\$12,634,000	\$9,805,500	29%
Molokai	25	14	79%	\$530,000	\$475,000	12%	\$20,854,000	\$6,396,500	226%
MAUI SUMMARY	805	546	47%	\$989,990	\$766,925	29%	\$1,456,143,311	\$574,194,870	154%

JULY 2021 YTD NUMBER OF SALES			
DISTRICT	2021	2020	% Change
CENTRAL	205	190	8%
SOUTH	188	101	86%
WEST	154	55	180%
UPCOUNTRY	133	111	20%
NORTH SHORE	84	58	45%
LANAI/MOLOKAI	34	27	26%
EAST	7	4	75%
TOTAL	805	546	47%

JULY 2021 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2021	2020	% Change
SOUTH	\$528,012,317	\$135,340,653	290%
WEST	\$417,551,639	\$123,117,563	239%
CENTRAL	\$171,477,485	\$134,884,353	27%
UPCOUNTRY	\$158,773,370	\$99,486,901	60%
NORTH SHORE	\$140,974,500	\$61,975,400	127%
LANAI/MOLOKAI	\$33,488,000	\$16,202,000	107%
EAST	\$5,866,000	\$3,188,000	84%
TOTAL	\$1,456,143,311	\$574,194,870	154%

Source: Realtors Association of Maui - www.RAMaui.com

CONDOMINIUM
YEAR-OVER-YEAR

1,476
TOTAL NUMBER OF SALES
2021

724
TOTAL NUMBER OF SALES
2020

104%

\$635,000
MEDIAN SALES PRICE
2021

\$565,000
MEDIAN SALES PRICE
2020

12%

\$1,408,308,612
TOTAL DOLLAR VOLUME
2021

\$562,556,688
TOTAL DOLLAR VOLUME
2020

150%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	13	22	-41%	\$180,000	\$139,000	30%	\$3,282,000	\$3,414,200	-4%
Wailuku	74	47	57%	\$426,000	\$400,000	7%	\$34,172,189	\$20,199,698	69%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	2	1	100%	\$480,000	\$385,000	25%	\$960,000	\$385,000	149%
SOUTH									
Kihei	469	244	92%	\$539,000	\$479,500	12%	\$287,173,758	\$144,136,845	99%
Maalaea	39	25	56%	\$480,000	\$365,000	32%	\$18,758,900	\$10,436,950	80%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	209	58	260%	\$1,448,000	\$1,162,500	25%	\$429,321,112	\$102,543,250	319%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	4	5	-20%	\$697,500	\$675,000	3%	\$2,875,000	\$3,582,000	-20%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	156	96	63%	\$957,500	\$1,100,000	-13%	\$197,283,400	\$131,978,031	50%
Kapalua	94	15	527%	\$1,140,000	\$869,000	31%	\$177,422,783	\$20,886,000	750%
Lahaina	108	90	20%	\$557,495	\$640,610	-13%	\$81,659,545	\$61,785,167	32%
Napili/Kahana/Honokowai	274	105	161%	\$529,000	\$503,000	5%	\$164,229,905	\$57,380,047	186%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	2	3	-33%	\$2,387,500	\$850,000	181%	\$4,775,000	\$3,408,000	40%
Molokai	32	13	146%	\$171,710	\$190,000	-10%	\$6,395,020	\$2,421,500	164%
MAUI SUMMARY	1,476	724	104%	\$635,000	\$565,000	12%	\$1,408,308,612	\$562,556,688	150%

JULY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	717	327	119%
WEST	632	306	107%
CENTRAL	87	69	26%
LANAI/MOLOKAI	34	16	113%
UPCOUNTRY	4	5	-20%
NORTH SHORE	2	1	100%
EAST	-	-	-
TOTAL	1,476	724	104%

JULY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$735,253,770	\$257,117,045	186%
WEST	\$620,595,633	\$272,029,245	128%
CENTRAL	\$37,454,189	\$23,613,898	59%
LANAI/MOLOKAI	\$11,170,020	\$5,829,500	92%
UPCOUNTRY	\$2,875,000	\$3,582,000	-20%
NORTH SHORE	\$960,000	\$385,000	149%
EAST	-	-	-
TOTAL	\$1,408,308,612	\$562,556,688	150%

Source: Realtors Association of Maui - www.RAMaui.com

VACANT LAND
YEAR-OVER-YEAR

264
TOTAL NUMBER OF SALES
2021

83
TOTAL NUMBER OF SALES
2020

218%

\$667,500
MEDIAN SALES PRICE
2021

\$409,000
MEDIAN SALES PRICE
2020

63%

\$240,451,055
TOTAL DOLLAR VOLUME
2021

\$54,630,425
TOTAL DOLLAR VOLUME
2020

340%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	2	3	-33%	\$395,000	\$425,000	-7%	\$790,000	\$1,255,000	-37%
Kahului	-	1	-100%	-	\$225,000	-	-	\$225,000	-100%
Wailuku	23	8	188%	\$650,000	\$305,000	113%	\$18,434,500	\$2,594,500	611%
EAST									
Hana	13	5	160%	\$515,000	\$825,000	-38%	\$11,314,000	\$5,674,000	99%
Kaupo	1	-	-	\$350,000	-	-	\$350,000	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	1	-	-	\$400,000	-	-	\$400,000	-	-
NORTH SHORE									
Haiku	28	17	65%	\$555,000	\$409,000	36%	\$22,382,520	\$9,193,500	144%
Sprecks/Paia/Kuau	-	1	-100%	-	\$2,750,000	-	-	\$2,750,000	-100%
SOUTH									
Kihei	3	3	0%	\$657,500	\$330,000	99%	\$1,834,500	\$1,570,000	17%
Maalaea	1	-	-	\$1,100,000	-	-	\$1,100,000	-	-
Maui Meadows	1	1	0%	\$500,000	\$455,000	10%	\$500,000	\$455,000	10%
Wailea/Makena	7	1	600%	\$1,550,000	\$675,000	130%	\$14,210,000	\$675,000	2005%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	31	21	48%	\$930,000	\$425,000	119%	\$31,548,320	\$19,617,850	61%
Makawao/Olinda/Haliimaile	23	4	475%	\$500,000	\$430,000	16%	\$28,592,934	\$1,738,000	1545%
Pukalani	7	2	250%	\$425,000	\$382,500	11%	\$3,052,000	\$765,000	299%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	44	5	780%	\$575,000	\$370,000	55%	\$29,421,007	\$2,278,575	1191%
Kapalua	34	2	1600%	\$970,000	\$800,000	21%	\$38,420,000	\$1,600,000	2301%
Lahaina	12	3	300%	\$1,028,500	\$1,504,500	-32%	\$14,846,000	\$3,429,500	333%
Napili/Kahana/Honokowai	2	-	-	\$433,638	-	-	\$867,275	-	-
Olowalu	4	-	-	\$2,275,000	-	-	\$13,700,000	-	-
LANAI - MOLOKAI									
Lanai	4	-	-	\$1,175,000	-	-	\$4,795,000	-	-
Molokai	23	6	283%	\$125,000	\$107,500	16%	\$3,892,999	\$809,500	381%
MAUI SUMMARY	264	83	218%	\$667,500	\$409,000	63%	\$240,451,055	\$54,630,425	340%

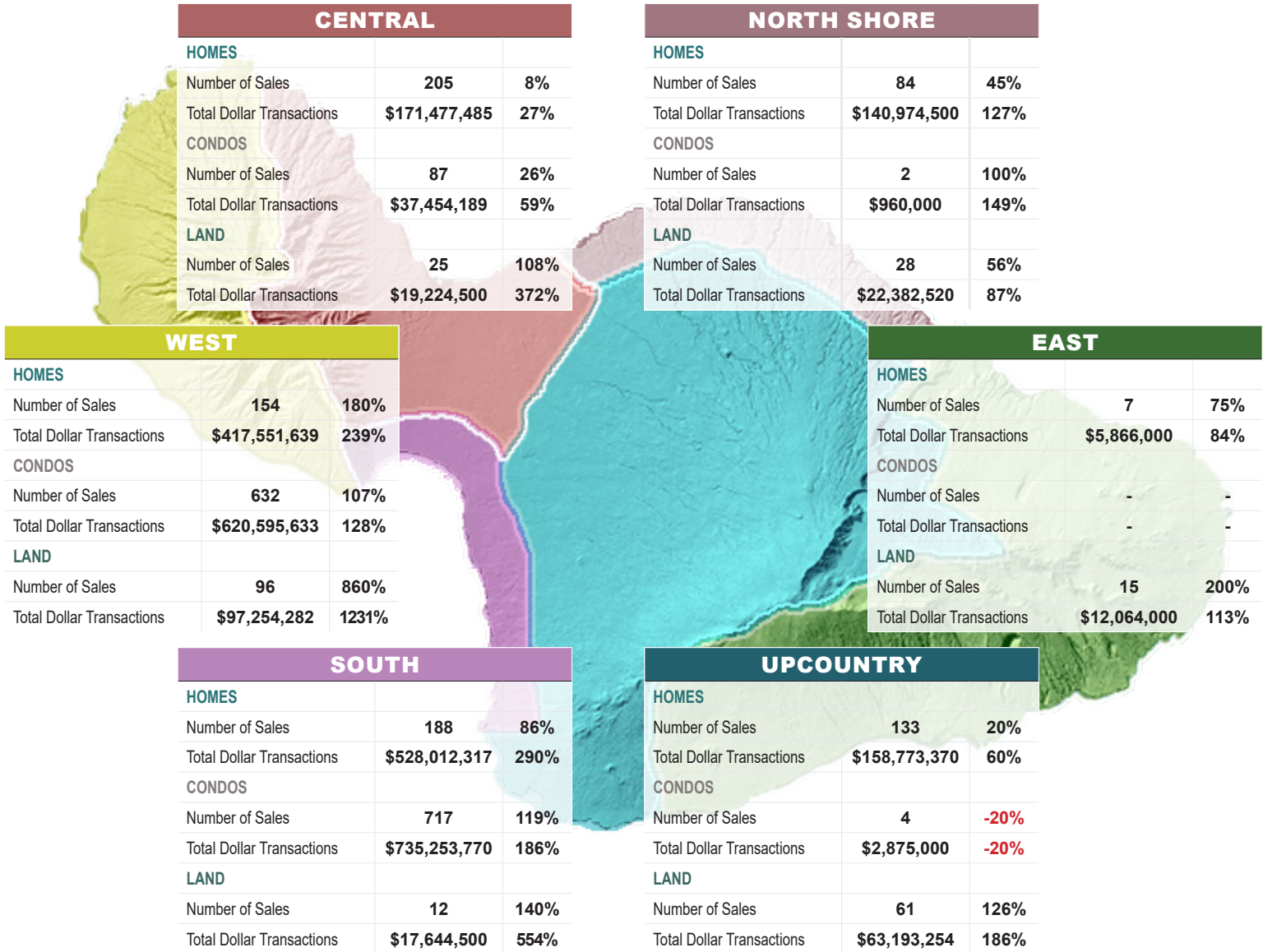
JULY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
WEST	96	10	860%
UPCOUNTRY	61	27	126%
NORTH SHORE	28	18	56%
LANAI/MOLOKAI	27	6	350%
CENTRAL	25	12	108%
EAST	15	5	200%
SOUTH	12	5	140%
TOTAL	264	83	218%

JULY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
WEST	\$97,254,282	\$7,308,075	1231%
UPCOUNTRY	\$63,193,254	\$22,120,850	186%
NORTH SHORE	\$22,382,520	\$11,943,500	87%
CENTRAL	\$19,224,500	\$4,074,500	372%
EAST	\$17,644,500	\$2,700,000	554%
SOUTH	\$12,064,000	\$5,674,000	113%
LANAI/MOLOKAI	\$8,687,999	\$809,500	973%
TOTAL	\$240,451,055	\$54,630,425	340%

Source: Realtors Association of Maui - www.RAMaui.com



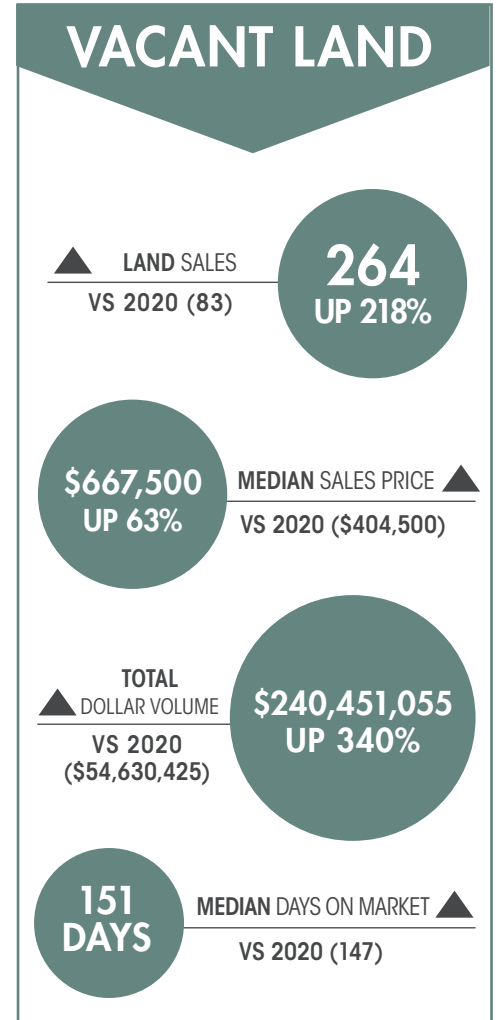
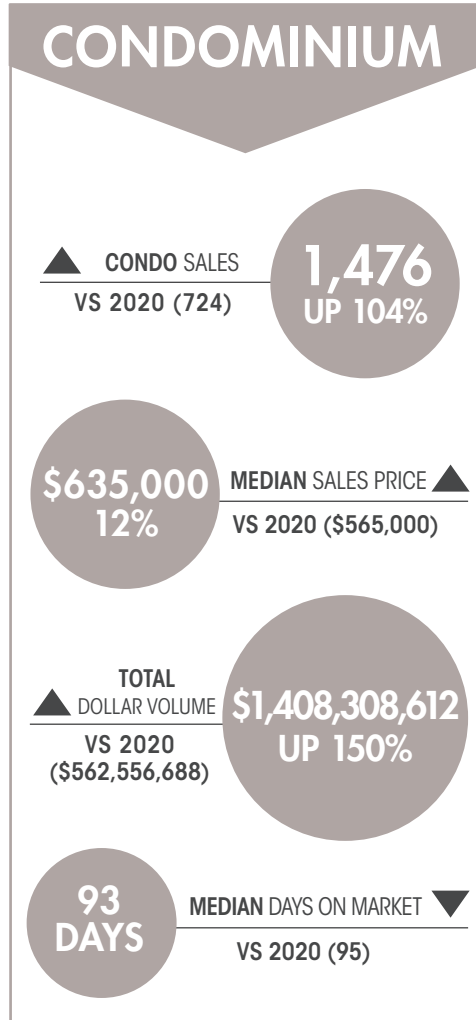
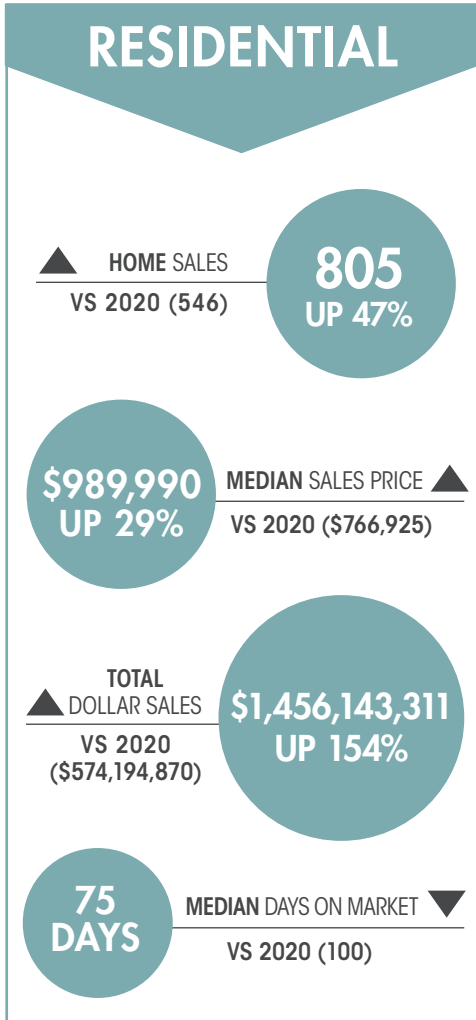
- CENTRAL**
Kahakuloa, Kahului, Wailuku
- SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- EAST**
Hana, Kaupo, Kipahulu, Nahiku
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- NORTH SHORE**
Haiku, Sprecklesville/Paia/Kuau
- WEST**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai, Olowalu

Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$314,545,548
Kihei	\$171,360,269
Lahaina	\$124,269,173
Kaanapali	\$117,111,666
Wailuku	\$114,964,885
Kapalua	\$109,747,500
Kula/Ulupalakua/Kanaio	\$87,547,000
Haiku	\$80,596,500
Sprecklesville/Paia/Kuau	\$60,378,000
Kahului	\$54,972,600

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$429,321,112
Kihei	\$287,173,758
Kaanapali	\$197,283,400
Kapalua	\$177,422,783
Napili/Kahana/Honokowai	\$164,229,905
Lahaina	\$81,659,545
Wailuku	\$34,172,189
Maalaea	\$18,758,900
Molokai	\$6,395,020
Lanai	\$4,775,000

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kapalua	\$38,420,000
Kula/Ulupalakua/Kanaio	\$31,548,320
Kaanapali	\$29,421,007
Makawao/Olinda/Haliimaile	\$28,592,934
Haiku	\$22,382,520
Wailuku	\$18,434,500
Lahaina	\$14,846,000
Wailea/Makena	\$14,210,000
Olowalu	\$13,700,000
Hana	\$11,314,000



Source: Realtors Association of Maui – www.RAMaui.com

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

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.

*FNT Internal Update November, 2018

MAUI COUNTY Real Property Tax Rates

For Fiscal Year: July 1, 2021 to June 30, 2022 Per \$1,000 of net taxable assessed valuation

Owner Occupied - Tier 1	\$2.41
Owner Occupied - Tier 2	\$2.51
Owner Occupied - Tier 3	\$2.71
Non-Owner Occupied - Tier 1	\$5.45
Non-Owner Occupied - Tier 2	\$6.05
Non-Owner Occupied - Tier 3	\$8.00
Apartment	\$5.55
Commercial	\$6.29
Industrial	\$7.20
Agricultural	\$5.94
Conservation	\$6.43
Hotel & Resort	\$11.75
Timeshare	\$14.60
Short-Term Rental - Tier 1	\$11.11
Short-Term Rental - Tier 2	\$11.15
Short-Term Rental - Tier 3	\$11.20
Commercialized Residential	\$4.40

Important Dates

August 20 - First half year tax payments due

December 31 - Deadline for filing exemption claims and ownership documents which affect the tax year

February 20 - Second half year tax payments due

Tier 1 Up to \$800,000

Tier 2 \$800,001 to \$1,500,000

Tier 3 Over \$1,500,000

*****NOTE:** Depending on the classification, if assessed value is over \$800k it will trigger more than 1 Tier. Example: For a \$3M assessment. \$800K would be Tier 1, \$700K would be Tier 2, balance of \$1.5M would be Tier 3, (The total of Tier 1 + Tier 2 cannot exceed \$1.5M - Balance of assessed value goes into Tier 3)

**Go to <https://www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes>

*** HONOLULU COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Agriculture	\$5.70
Bed and Breakfast Home	\$6.50
Commercial	\$12.40
Hotel/Resort	\$13.90
Industrial	\$12.40
Preservation	\$5.70
Public Service	\$0.00
Residential (Principal Resident)	\$3.50
Residential A-Tier 1 Tax rate applied to the net taxable valuation of the property up to \$1,000,000	\$4.50
Residential A - Tier 2 Tax rate applied to the net taxable valuation of the property in excess of \$1,000,000	\$10.50
Vacant Agriculture	\$8.50

HAWAI'I COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Affordable Rental Housing	\$6.15
Agriculture/Native Forest	\$9.35
Apartment	\$11.70
Commercial	\$10.70
Conservation	\$11.55
Homeowner	\$6.15
Hotel/Resort	\$11.55
Industrial	\$10.70
Residential (Less than \$2M)	\$11.10
Residential (Over \$2M)	\$13.60

*** KAUAI COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Agriculture	\$6.75
Commercial	\$8.10
Commercial Home Use	\$5.05
Conservation	\$6.75
Homestead	\$3.05
Hotel/Resort	\$10.85
Industrial	\$8.10
Residential	\$6.05
Residential Investor	\$9.40
Vacation Rental	\$9.85

***Kauai and Oahu Only Important Dates

August 20 - First half year tax payments due
September 30 - Deadline for filing exemption claims and ownership documents which affect the tax year

February 20 - Second half year tax payments due



Rose Bento | Debra Cabradilla | Mary Jo Cabral | Reta Chin | Wendy Gomes | Rhonda Kanamu | Deni Kawauchi | Tori Lapolla | Kosei Nagata | Mercy Palmer

8 Experienced Officers | 2 Sales Executives | 241 Years of Combined Experience

Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404