OAHU REAL ESTATE REPORT OAHU JANUARY 2023 YTD 24 JANUARY 2024 YTD VS. JANUARY 2023 YTD 24 Fidelity National Title & ESCROW OF HAWAII LEEWARD WEST NORTH SHORE Fwa. Fwa Beach 96706 96712 Waialua, Haleiwa, North Shore, Kawailoa, 96707 Ko Olina, Campbell Ind. Park, Waimea Bay, Pupukea, Sunset Beach Makakilo, Kapolei, Ewa 96717 Waialua, Hauula, Punaluu **NORTH** 96792 Makaha, Maili, Nanakuli, 96731 Kuilima, Kahuku, Malaekahana SHORE Waianae, Lualualei, Pokai Bay 96762 Malaekahana, Kahuku, Laie, Hauula Kunia, Waikele, Waipahu 96797 96791 Mokuleia, Waial 50 3 WINDWARD 96730 Kaaawa, Kualoha 113 96734 Kailua 1% 96744 Kaneohe WINDWARD Waimanalo 96795 LEEWARD 32 . **EAST OAHU WEST** St. Louis Heights, Palolo, Kapahulu, Kaimuki, 96816 18 Diamond Head, Maunalani Heights, 65 Waialae- Kahala, Kahala 96821 Waialae Nui Rdge, Waialae Iki, Kalani Iki, Aina 48 11% Haina, Wailupe, Niu Valley, Kuliouou 96825 Waialae Iki Ridge, Niu Valley, Kuliouou, Hawaii Kai, Haunama Bay, Sandy Beach 24% 69 207 **LEEWARD EAST** 30 30 **METRO OAHU** 39 **EAST LEEWARD EAST** 33 **OAHU** 96701 Aiea 15% 96782 Pearl City 174 20 Wahiawa 96786 Mililani Town, Mililani Mauka, 96789 \blacksquare 10 Laulani Valley 43% 96797 Waipio 6% Number of Recorded transactions METRO OAHU from January 1, 2024 - January 31, 2024 Nuuanu, Chinatown, Downtown, Punchbowl, Pauoa, Makiki, Pacific Heights, Kinau, Ward, Kakaako, Ala Moana, Kapiolani, Moilili, Waikiki 96813 McCully (Ward Ave. - Kalakaua Ave.), Punchbowl, Pawaa, Makiki, Kapio, Kinau, Ward, Kakaako, Holiday Mart, Ala Moana, Waikiki 96814 Single Family Homes 96815 Holiday Mart, Ala Moana, Waikiki, Kapahulu, Diamond Head 96817 Kalihi, Dillingham, Palama, Chinatown, Downtown, Alewa, Kapalama, Liliha, Kuakini, Makiki, Nuuanu, Kamehameha Heights, Condominiums Dowsett, Old Pali, Puunui % of Closed Sales by Districts 96818 Halawa, Salt Lake, Aliamanu, Foster Village through January 31, 2024 96819 Salt Lake, Moanalua, Moanalua Gardens, Moanalua Valley, Kalihi Valley, Kapalama Makiki, Punchbowl, Punahou, Manoa, Ala Moana, Kapiolani, Moiliili 96822 96826 Makiki, Punahou, Kapiolani, Manoa, McCully, Pawaa, Moiliili, Kapahulu, St. Louis, University, Waikiki, Waialae Nui Valley, Diamond Head https://www.hicentral.com/market-press-releases.php





OAHU REAL ESTATE REPORT



OAHU JANUARY 2023

Median Sales Price

JAN 2024 vs. JAN 2023



HOME SALES 184

UP 23% VS 2023 (150) MEDIAN SALES PRICE

\$1,021,016 UP 5%

VS 2023 (\$970,000)

MEDIAN DAY ON THE MARKET

29 UP 21%

TOF	10	#	OF	SALES	
Е	BY NE	IGH	IBOR	HOOD	

Single Family Homes	2024	2023	% Change			
Ewa Plain	34	22	55%			
Makaha - Nanakuli	21	17	24%			
Kailua - Waimanalo	15	16	-6%			
Pearl City - Aiea	14	14	0%			
Hawaii Kai	11	5	120%			
Kaneohe	10	15	-33%			
Kapahulu - Diamond Head	10	4	150%			
Mililani	9	2	350%			
Kalihi - Palama	7	6	17%			
Makiki - Moiliili	7	7	0%			

CONDOMINIUM JANUARY 2024 vs. JANUARY 2023

HOME SALES 292 UP 6%

VS 2023 (275)

MEDIAN SALES PRICE

\$502,500 UP 2%

VS 2023 (\$495,000)

MEDIAN DAY ON THE MARKET

29 UP 21%

VS 2023 (24)

TOP 10 # OF SALES BY NEIGHBORHOOD

2024	2023	% Change
70	61	15%
29	39	-26%
27	25	8%
21	17	24%
19	18	6%
18	26	-31%
18	18	0%
16	13	23%
11	4	175%
10	8	25%
	70 29 27 21 19 18 18 16	70 61 29 39 27 25 21 17 19 18 18 26 18 18 16 13 11 4

SINGLE FAMILY

) |%

VS 2023 (24)

HOMES	2024	2023	Change	2024	2023	Change
Aina Haina - Kuliouou	3	6	-50%	\$1,575,000	\$2,294,000	-31%
Ala Moana - Kakaako	-	-	-	-	-	-
Downtown - Nuuanu	6	6	0%	\$1,190,000	\$1,164,000	2%
Ewa Plain	34	22	55%	\$865,000	\$810,000	7%
Hawaii Kai	11	5	120%	\$1,675,000	\$1,275,000	31%
Kailua - Waimanalo	15	16	-6%	\$1,725,000	\$1,487,500	16%
Kalihi - Palama	7	6	17%	\$925,000	\$927,500	0%
Kaneohe	10	15	-33%	\$1,280,000	\$1,100,000	16%
Kapahulu - Diamond Head	10	4	150%	\$1,425,000	\$1,100,000	30%
Makaha - Nanakuli	21	17	24%	\$649,000	\$640,000	1%
Makakilo	3	4	-25%	\$799,000	\$804,500	-1%
Makiki - Moiliili	7	7	0%	\$1,488,888	\$1,435,000	4%
Mililani	9	2	350%	\$975,000	\$947,500	3%
Moanalua - Salt Lake	3	1	200%	\$1,525,000	\$953,888	60%
North Shore	4	3	33%	\$2,065,000	\$1,389,000	49%
Pearl City - Aiea	14	14	0%	\$977,500	\$850,000	15%
Wahiawa	7	4	75%	\$820,000	\$837,000	-2%
Waialae - Kahala	6	1	500%	\$1,716,500	\$1,085,000	58%
Waikiki	-	-	-	-	-	-
Waipahu	7	15	-53%	\$950,000	\$935,000	2%
Windward Coast	7	2	250%	\$900,000	\$1,095,000	-18%
SUMMARY	184	150	23%	\$1,021,016	\$970,000	5%

Number of Sales

JAN 2024 vs. JAN 2023

Number of Sales
JAN 2024 vs. JAN 2023

Median Sales Price

JAN 2024 vs. JAN 2023

	JAIN	2024 VS.	JAN 2023		JAN 2024 VS.	JAN 2023
NEIGHBORHOOD	2024	2023	% Change	2024	2023	% Change
Aina Haina - Kuliouou	-	-	-	-	-	-
Ala Moana - Kakaako	29	39	-26%	\$600,000	\$737,500	-19%
Downtown - Nuuanu	21	17	24%	\$550,000	\$670,000	-18%
Ewa Plain	18	26	-31%	\$635,000	\$546,000	16%
Hawaii Kai	6	5	20%	\$774,000	\$670,000	16%
Kailua - Waimanalo	8	7	14%	\$755,000	\$712,000	6%
Kalihi - Palama	11	4	175%	\$380,000	\$345,000	10%
Kaneohe	10	8	25%	\$752,500	\$752,500	0%
Kapahulu - Diamond Head	7	3	133%	\$607,000	\$365,000	66%
Makaha - Nanakuli	8	10	-20%	\$310,000	\$214,500	45%
Makakilo	6	8	-25%	\$532,500	\$523,000	2%
Makiki - Moiliili	27	25	8%	\$405,000	\$382,000	6%
Mililani	18	18	0%	\$535,000	\$467,500	14%
Moanalua - Salt Lake	9	7	29%	\$400,000	\$445,000	-10%
North Shore	3	3	0%	\$440,000	\$1,135,000	-61%
Pearl City - Aiea	19	18	6%	\$415,000	\$497,000	-16%
Wahiawa	2	1	100%	\$364,000	\$252,000	44%
Waialae - Kahala	4	2	100%	\$655,000	\$395,000	66%
Waikiki	70	61	15%	\$424,500	\$412,000	3%
Waipahu	16	13	23%	\$525,000	\$510,000	3%
Windward Coast	-	-	-	-	-	-
SUMMARY	292	275	6%	\$502.500	\$495.000	2%

*Source: https://www.hicentral.com/market-press-releases.php

OAHU REAL ESTATE REPORT



OAHU JANUARY 2024 YTD VS. JANUARY 2023 YTD 2



184 **HOMES SOLD** 2024

23%

150 **HOMES SOLD** 2023

\$1,021,016

MEDIAN SALES PRICE

2024

\$970,000

5% MEDIAN SALES PRICE

2023

29

MEDIAN DAYS ON THE MARKET

2024 24

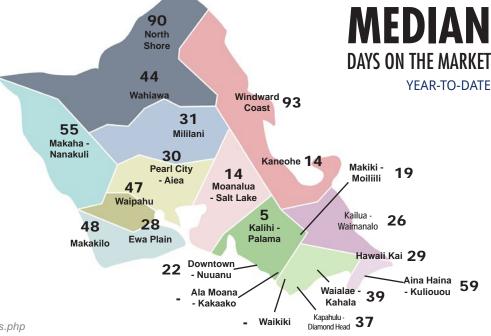
21%

MEDIAN DAYS ON THE MARKET

2023

SINGLE FAMILY		Number of Sal	es		Median Sales P	rice
HOMES	2024	2023	% Change	2024	2023	% Change
Aina Haina - Kuliouou	3	6	-50%	\$1,575,000	\$2,294,000	-31%
Ala Moana - Kakaako	-	-	-	-	-	-
Downtown - Nuuanu	6	6	0%	\$1,190,000	\$1,164,000	2%
Ewa Plain	34	22	55%	\$865,000	\$810,000	7%
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Kaneohe	10	15	-33%	\$1,280,000	\$1,100,000	16%
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Makakilo	3	4	-25%	\$799,000	\$804,500	-1%
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North Shore	4	3	33%	\$2,065,000	\$1,389,000	49%
Pearl City - Aiea	14	14	0%	\$977,500	\$850,000	15%
Nahiawa	7	4	75%	\$820,000	\$837,000	-2%
Naialae - Kahala	6	1	500%	\$1,716,500	\$1,085,000	58%
Naikiki	-	-	-	-	-	-
Vaipahu	7	15	-53%	\$950,000	\$935,000	2%
Windward Coast	7	2	250%	\$900,000	\$1,095,000	-18%
SUMMARY	184	150	23%	\$1,021,016	\$970,000	5%

TOP 10 # OF SALES BY NEIGHBORHOOD					
Homes	2024	2023	% Change		
Ewa Plain	34	22	55%		
Makaha - Nanakuli	21	17	24%		
Kailua - Waimanalo	15	16	-6%		
Pearl City - Aiea	14	14	0%		
Hawaii Kai	11	5	120%		
Kaneohe	10	15	-33%		
Kapahulu - Diamond Head	10	4	150%		
Mililani	9	2	350%		
Kalihi - Palama	7	6	17%		
Makiki - Moiliili	7	7	0%		



OAHU REAL ESTATE REPORT







292 **CONDOS SOLD**

2024

275

6%

CONDOS SOLD

2023

\$502,500

MEDIAN SALES PRICE

2024

\$495,000

MEDIAN SALES PRICE

2023

29

MEDIAN DAYS ON THE MARKET

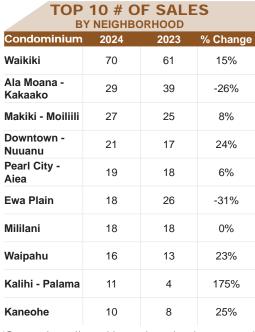
2024 24

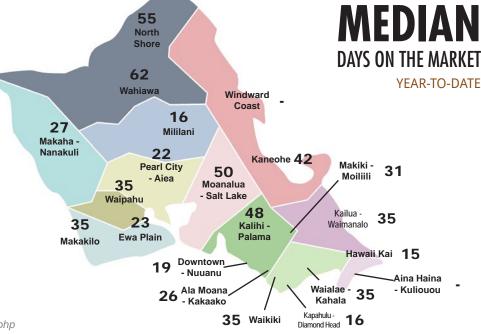
2%

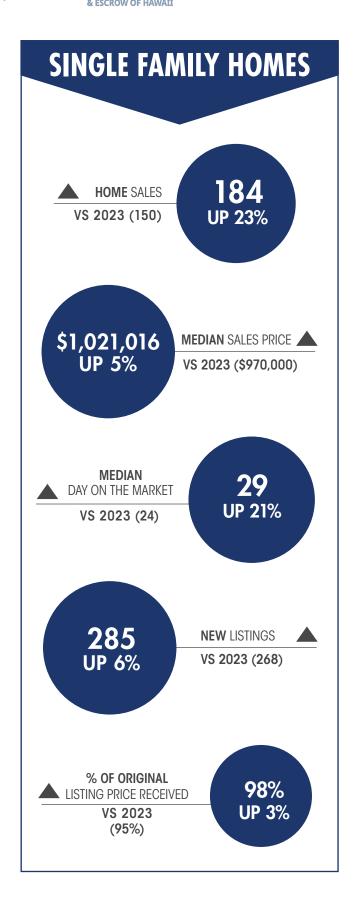
MEDIAN DAYS ON THE MARKET

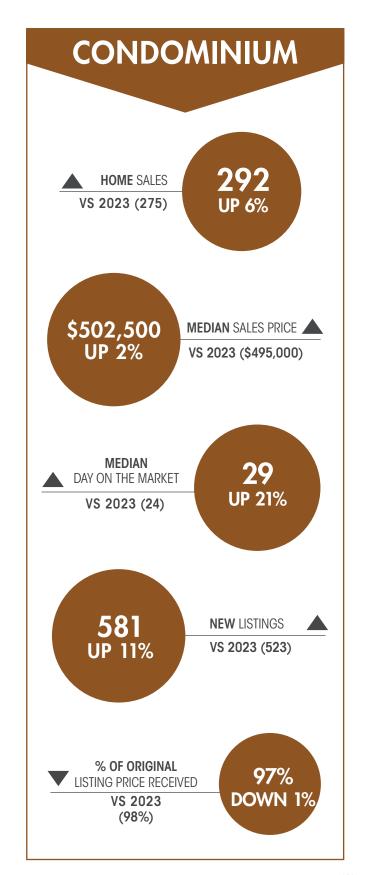
2023

CONDOMINUUM	CONDOMINIUM Number of Sales Median Sales Price					
COMPONINION	2024	2023	% Change	2024	2023	% Change
Aina Haina - Kuliouou	-	-	-	-	-	-
Ala Moana - Kakaako	29	39	-26%	\$600,000	\$737,500	-19%
Downtown - Nuuanu	21	17	24%	\$550,000	\$670,000	-18%
Ewa Plain	18	26	-31%	\$635,000	\$546,000	16%
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Kalihi - Palama	11	4	175%	\$380,000	\$345,000	10%
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Waikiki	70	61	15%	\$424,500	\$412,000	3%
Waipahu	16	13	23%	\$525,000	\$510,000	3%
Windward Coast	-	-	-	-	-	-
SUMMARY	292	275	6%	\$502,500	\$495,000	2%













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						
CONSIDER	ATION PAID	Scale #1: Applies to all transfers or conveyance	Scale #2:				
At Least	But Less Than	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.	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)	(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	Χ	
Financing Statement*, if applicable	Χ	
Escrow Fees*	Χ	X
THIRD PARTY FEES:		
Cost of Drafting Mortgage and Note or Agreement of Sale	Χ	
Cost of Drafting Conveyance Documents & Bills of Sale		Х
Cost of Obtaining Buyer's Consents	Х	
Cost of Obtaining Seller's Consents (e.g., Lessor's Consent)		Х
Buyers Notary Fees, if applicable	Χ	
Seller's Notary Fees, if applicable		Х
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)		Х
Required Staking or Survey		Х
Homeowner's Condominium Documents, if applicable		Х
Condominium and Association Ownership Transfer Fees	Χ	
FHA or VA Discount Points and any Mortgage Fees	Χ	
FHA or VA Mandatory Closing Fees		Х
Conveyance Tax		Х
FIRPTA (Federal Withholding, if applicable)		Х
HARPTA (State Withholding, if applicable)		Х

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.



ANNOUNCEMENT UPDATE for HARPTA increase for Hawaii Real Property occuring on or after September 15, 2018

Tax Act

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

FISCAL YEAR JULY 1, 2023 TO JUNE 30, 2024

Honolulu County

CLASS	Taxable Building per/\$1,000
Residential Principal Residence	\$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 Tax rate applied to the net taxable value of the property up to \$1,000,000.	\$4.50
Residential A - Tier 2 Tax rate applied to the net taxable value of the property in excess of \$1,000,000.	\$10.50
Bed and breakfast home	\$6.50

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due

Sep 30, 2023 Deadline for filing exemption claims & ownership documents

Feb 20, 2024 2nd half of fiscal year tax payment due

For More Information Visit: www.realpropertyhonolulu.com

Hawai'i County

CLASS	Tax Rate per/\$1,000
Affordable Rental Housing	\$6.15
Residential *Portion valued less than \$2 million	\$11.10
Residential *Portion valued at \$2 million and more	\$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	\$6.15

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due

Dec 31, 2023 Deadline for filing exemption claims & ownership documents for August 20th real prop taxes the following year

Feb 20, 2024 2nd half of fiscal year tax payment due

June 30, 2024 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

Trusted everywhere, every day. www.FidelityHawaii.com

ttawaii Sales Ieam

Maui County

2023-2024

CLASS	All rates are per \$1,000 of net taxable asse	essed valuation
Owner-Occup	pied	
Tier 1, Up to \$1 Million		\$1.90
Tier 2, \$1,000,001 to \$3 Million		\$2.00
Tier 3, More Than \$3 Million		\$2.75
Non-Owner-C	Occupied	
Tier 1, Up to \$1 Million		\$5.85
Tier 2, \$1,000,001 to \$4.5 Million		\$8.00
Tier 3, More Than \$4.5 Million		\$12.50
Apartment		\$3.50
Hotel And Resort		\$11.75
Time Share		\$14.60
Transient Vacation Rental/Short-Term Rental Home		\$11.85
Long-Term Re	ental	
Tier 1, Up to \$1 Million		\$3.00
Tier 2, \$1,000,001 to \$3 Million		\$5.00
Tier 3, More Than \$3 Million		\$8.00
Agricultural		\$5.74
Conservation		\$6.43
Commercial		\$6.05
Industrial		\$7.05
Commercialized Residential		\$4.40

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due

Dec 31, 2023 Deadline for filing exemption claims & ownership documents Feb 20, 2024 2nd half of fiscal year tax payment due

For Info On Classifications Visit: www.mauicounty.gov/755/Classification-for-Tax-Rate-Purposes

Kauai County

CLASS	Tax Rate per/\$1,000	
Homestead	\$2.59	
Residential	\$5.45	
Vacation Rental	\$9.85	
Hotel and Resort	\$10.85	
Commercial	\$8.10	
Industrial	\$8.10	
Agricultural	\$6.75	
Conservation	\$6.75	
Residential Investor	\$9.40	
Commercialized Home Use	\$5.05	

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due

Sep 30, 2023 Deadline for filing exemption claims & ownership documents

Feb 20, 2024 2nd half of fiscal year tax payment due

For more information visit: www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax/Assessment

