

70

48

287

272

564

1,495

120

362

NORTH KOHALA

	# of Sale	Median Sales Price
	55	\$999,999
	-	-
	15	\$415,000

HAMAKUA

	# of Sale	Median Sales Price
	33	\$599,500
	-	-
	15	\$465,000

SOUTH KOHALA

	# of Sale	Median Sales Price
	141	\$985,000
	123	\$1,185,000
	23	\$615,000

SOUTH HILO

	# of Sale	Median Sales Price
	185	\$620,000
	41	\$230,000
	46	\$289,000

NORTH HILO

	# of Sale	Median Sales Price
	16	\$1,162,500
	-	-
	15	\$545,000

NORTH KONA

	# of Sale	Median Sales Price
	278	\$1,260,000
	241	\$620,000
	45	\$725,000

PUNA

	# of Sale	Median Sales Price
	623	\$385,000
	-	-
	872	\$42,750

SOUTH KONA

	# of Sale	Median Sales Price
	59	\$775,000
	-	-
	61	\$250,000

KAU

	# of Sale	Median Sales Price
	131	\$340,000
	1	\$235,000
	230	\$22,000

	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE			DAYS ON THE MARKET			
HOMES	47%		1,521	==	0%	\$560,000	▲	2%	86	▲	83%
CONDO	12%		406	▼	-8%	\$632,500	▼	-7%	82	▲	86%
LAND	41%		1,322	▼	-6%	\$49,000	▲	4%	106	▲	3%

- Residential
- Condominiums
- Vacant Land

○ % of Closed Sales by Districts through September 30, 2025

● Number of Recorded transactions from January 1, 2025 – September 30, 2025

District	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME		
	2025	% Change	District	2025	% Change
PUNA	1495	-1%	NORTH KONA	\$937,569,460	-22%
NORTH KONA	564	-10%	SOUTH KOHALA	\$476,981,809	-2%
KAU	362	-14%	PUNA	\$304,717,522	0%
SOUTH KOHALA	287	-4%	SOUTH HILO	\$165,019,265	15%
SOUTH HILO	272	-1%	NORTH KOHALA	\$84,939,748	4%
SOUTH KONA	120	24%	SOUTH KONA	\$66,710,386	12%
NORTH KOHALA	70	-7%	KAU	\$59,845,461	2%
HAMAKUA	48	26%	HAMAKUA	\$32,020,420	20%
NORTH HILO	31	15%	NORTH HILO	\$27,248,200	31%
TOTAL	3,249	-3%	TOTAL	\$2,155,052,271	-10%

All information taken from Hawaii Information Services. MLS Sales Data information shown herein, while not guaranteed, is derived from sources deemed reliable.

HAWAII ISLAND YEAR-TO-DATE

3,249
TOTAL NUMBER OF SALES
2025

3,360
TOTAL NUMBER OF SALES
2024

-3%

\$560,000
MEDIAN PRICE HOME **2%**

\$632,500
MEDIAN PRICE CONDO **-7%**

\$49,000
MEDIAN PRICE LAND **4%**

\$2,155,052,271
TOTAL DOLLAR VOLUME
2025

\$2,386,240,892 **-10%**
TOTAL DOLLAR VOLUME
2024

RESIDENTIAL

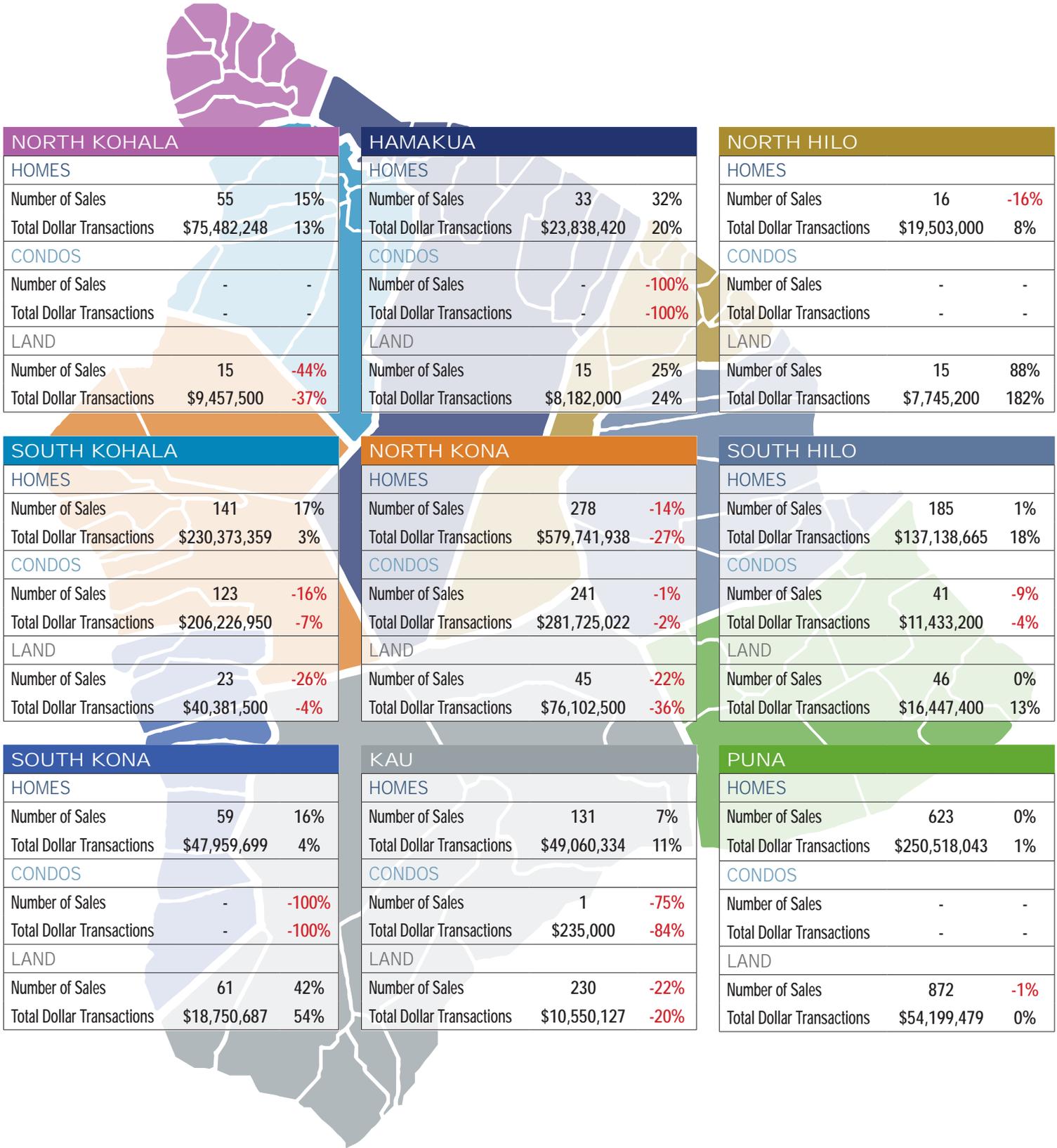
	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	623	625	0%	\$385,000	\$379,000	2%	\$250,518,043	\$249,227,351	1%
SOUTH HILO	185	183	1%	\$620,000	\$555,000	12%	\$137,138,665	\$116,537,090	18%
NORTH HILO	16	19	-16%	\$1,162,500	\$805,000	44%	\$19,503,000	\$18,061,930	8%
HAMAKUA	33	25	32%	\$599,500	\$665,000	-10%	\$23,838,420	\$19,811,119	20%
NORTH KOHALA	55	48	15%	\$999,999	\$985,000	2%	\$75,482,248	\$66,712,074	13%
SOUTH KOHALA	141	121	17%	\$985,000	\$1,065,000	-8%	\$230,373,359	\$223,857,077	3%
NORTH KONA	278	324	-14%	\$1,260,000	\$1,300,000	-3%	\$579,741,938	\$798,262,444	-27%
SOUTH KONA	59	51	16%	\$775,000	\$700,000	11%	\$47,959,699	\$46,116,357	4%
KA'U	131	122	7%	\$340,000	\$337,000	1%	\$49,060,334	\$44,094,850	11%
TOTAL	1,521	1,518	0%	\$560,000	\$549,000	2%	\$1,413,615,706	\$1,582,680,292	-11%

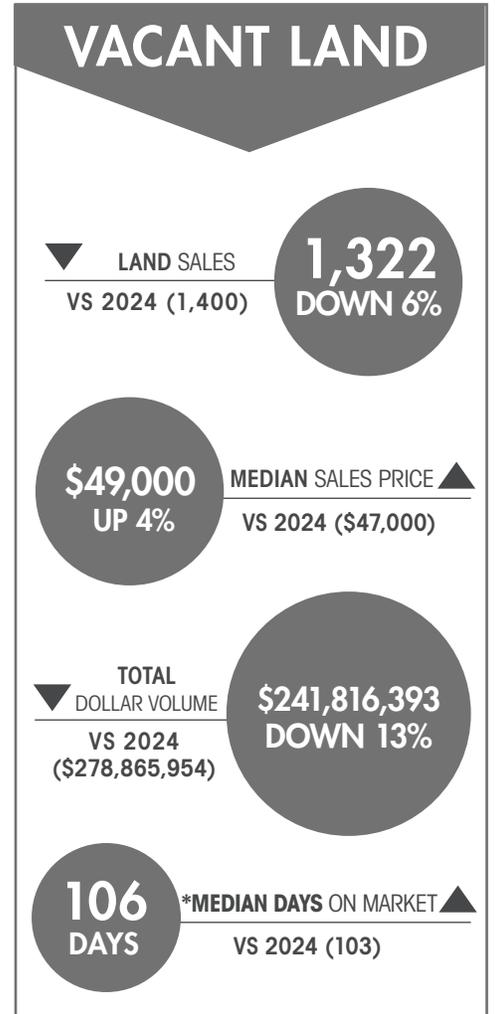
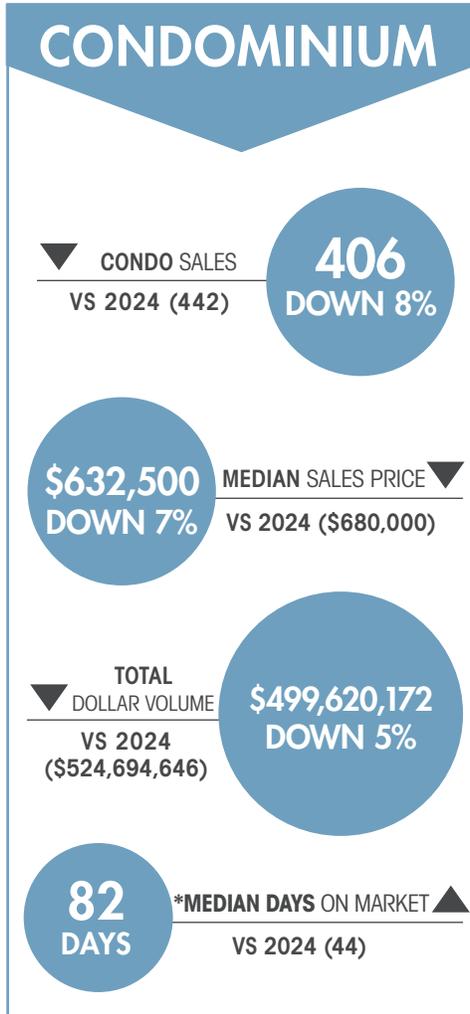
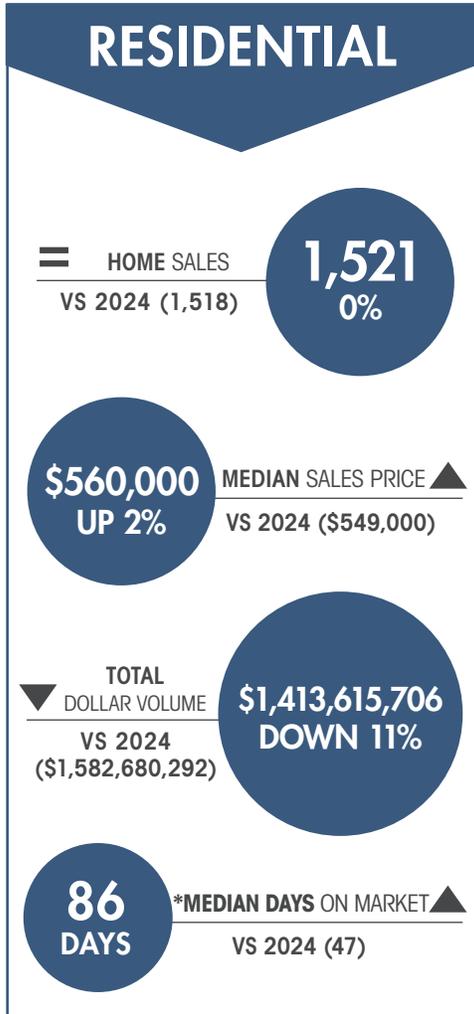
CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	41	45	-9%	\$230,000	\$235,000	-2%	\$11,433,200	\$11,921,700	-4%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	1	-100%	-	\$360,000	-100%	-	\$360,000	-100%
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	123	146	-16%	\$1,185,000	\$1,075,000	10%	\$206,226,950	\$220,678,611	-7%
NORTH KONA	241	243	-1%	\$620,000	\$655,000	-5%	\$281,725,022	\$288,808,135	-2%
SOUTH KONA	-	3	-100%	-	\$425,300	-100%	-	\$1,477,200	-100%
KA'U	1	4	-75%	\$235,000	\$372,500	-37%	\$235,000	\$1,449,000	-84%
TOTAL	406	442	-8%	\$632,500	\$680,000	-7%	\$499,620,172	\$524,694,646	-5%

VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	872	882	-1%	\$42,750	\$40,000	7%	\$54,199,479	\$54,025,698	0%
SOUTH HILO	46	46	0%	\$289,000	\$265,000	9%	\$16,447,400	\$14,526,245	13%
NORTH HILO	15	8	88%	\$545,000	\$406,500	34%	\$7,745,200	\$2,749,000	182%
HAMAKUA	15	12	25%	\$465,000	\$427,000	9%	\$8,182,000	\$6,579,000	24%
NORTH KOHALA	15	27	-44%	\$415,000	\$440,000	-6%	\$9,457,500	\$14,937,000	-37%
SOUTH KOHALA	23	31	-26%	\$615,000	\$650,000	-5%	\$40,381,500	\$42,105,000	-4%
NORTH KONA	45	58	-22%	\$725,000	\$825,000	-12%	\$76,102,500	\$118,632,498	-36%
SOUTH KONA	61	43	42%	\$250,000	\$235,000	6%	\$18,750,687	\$12,198,700	54%
KA'U	230	293	-22%	\$22,000	\$26,000	-15%	\$10,550,127	\$13,112,813	-20%
TOTAL	1,322	1,400	-6%	\$49,000	\$47,000	4%	\$241,816,393	\$278,865,954	-13%





All information taken from Hawaii Information Services. MLS Sales Data information shown herein, while not guaranteed, is derived from sources deemed reliable.

*Days on Market is comparing Month of 2025 vs Month of 2024

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

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	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.



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, 2025 1st half of fiscal year tax payment due
Sep 30, 2025 Deadline for filing exemption claims & ownership documents
Feb 20, 2026 2nd half of fiscal year tax payment due

For More Information, Visit: <https://realproperty.honolulu.gov/>

Hawaii 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, 2025 1st half of fiscal year tax payment due
Dec 31, 2025 Deadline for filing exemption claims & ownership documents for August 20th real prop taxes the following year
Feb 20, 2026 2nd half of fiscal year tax payment due
June 30, 2026 Deadline for filing exemption claims & ownership documents for February 20th real prop taxes the following year

For More Information, Visit: https://www.hawaiipropertytax.com/tax_rates.html



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FISCAL YEAR July 1, 2025 to June 30, 2026

Maui County

Classification	Tax Rate (Per \$1,000)	Rate
Owner-Occupied Tier 1: Up to \$1.3 Million		\$1.65
Owner-Occupied Tier 2: \$1,300,001 to \$4.5 Million		\$1.80
Owner-Occupied Tier 3: More Than \$4.5 Million		\$5.75
Non-Owner-Occupied Tier 1: Up to \$1 Million		\$5.87
Non-Owner-Occupied Tier 2: \$1,000,001 to \$3 Million		\$8.60
Non-Owner-Occupied Tier 3: More Than \$3 Million		\$17.00
Apartment		\$3.50
Hotel And Resort		\$11.80
Time Share		\$14.70
TVR-STRH Tier 1: Up to \$1,000,000		\$12.50
TVR-STRH Tier 2: \$1,000,001 to \$3,000,000		\$14.00
TVR-STRH Tier 3: More Than \$3,000,000		\$15.55
Long-Term Rental Tier 1: Up to \$1.3 Million		\$2.95
Long-Term Rental Tier 2: \$1,300,001 to \$3 Million		\$5.00
Long-Term Rental Tier 3: More Than \$3 Million		\$8.50
Agricultural		\$5.74
Conservation		\$6.43
Commercial		\$6.05
Industrial		\$7.05
Commercial Residential Tier 1: Up to \$1,000,000		\$2.00
Commercial Residential Tier 2: \$1,000,001 to \$3,000,000		\$3.00
Commercial Residential Tier 3: More Than \$3,000,000		\$10.00

REAL PROPERTY TAX DUE DATES:

Aug 20, 2025 1st half of fiscal year tax payment due
Dec 31, 2025 Deadline for filing exemption claims & ownership documents
Feb 20, 2026 2nd half of fiscal year tax payment due

For Info On Classifications Visit: www.mauicounty.gov/576/Real-Property-Tax-Fee-Collection

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 \$1,000,000		\$11.30
Vacation Rental Tier 2: \$1,000,001 to \$2,500,000		\$11.75
Vacation Rental Tier 3: \$ More than \$2,500,000		\$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, 2025 1st half of fiscal year tax payment due
Sep 30, 2025 Deadline for filing exemption claims & ownership documents
Feb 20, 2026 2nd half of fiscal year tax payment due

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

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