

27

NORTH KOHALA

	# of Sale	Median Sales Price
	27	\$975,000
	-	-
	-	-

14

HAMAKUA

	# of Sale	Median Sales Price
	8	\$588,500
	-	-
	6	\$392,500

94

SOUTH KOHALA

	# of Sale	Median Sales Price
	51	\$1,240,000
	37	\$1,045,700
	6	\$1,725,000

76

SOUTH HILO

	# of Sale	Median Sales Price
	51	\$600,000
	16	\$199,000
	9	\$450,000

207

NORTH KONA

	# of Sale	Median Sales Price
	107	\$1,420,000
	82	\$694,500
	18	\$1,027,500

5

NORTH HILO

	# of Sale	Median Sales Price
	3	\$1,800,000
	-	-
	2	\$595,000

502

PUNA

	# of Sale	Median Sales Price
	190	\$379,500
	-	-
	312	\$40,000

34

SOUTH KONA

	# of Sale	Median Sales Price
	14	\$770,000
	-	-
	20	\$221,100

127

KAU

	# of Sale	Median Sales Price
	42	\$375,000
	1	\$235,000
	84	\$21,000

	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE			DAYS ON THE MARKET		
HOMES	45%		493	▲ 2%	\$610,000	▲ 17%	69	▲ 1%		
CONDO	13%		136	▲ 2%	\$679,500	▲ 3%	82	▲ 100%		
LAND	42%		457	▼ -8%	\$42,000	▼ -7%	104	▼ -24%		

- Residential
- Condominiums
- Vacant Land

○ % of Closed Sales by Districts through March 31, 2025

● Number of Recorded transactions from January 1, 2025 – March 31, 2025

District	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME		
	2025	% Change	District	2025	% Change
PUNA	502	-2%	NORTH KONA	\$455,890,362	19%
NORTH KONA	207	10%	SOUTH KOHALA	\$165,451,369	6%
KA'U	127	-17%	PUNA	\$95,054,345	2%
SOUTH KOHALA	94	0%	SOUTH HILO	\$45,228,888	8%
SOUTH HILO	76	-10%	NORTH KOHALA	\$35,641,500	32%
SOUTH KONA	34	21%	KA'U	\$20,976,430	7%
NORTH KOHALA	27	-4%	SOUTH KONA	\$17,720,437	40%
HAMAKUA	14	-13%	HAMAKUA	\$7,911,000	-39%
NORTH HILO	5	-44%	NORTH HILO	\$5,635,000	5%
TOTAL	1,086	-2%	TOTAL	\$849,509,331	13%

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

1,086
TOTAL NUMBER OF SALES
2025

1,111
TOTAL NUMBER OF SALES
2024

-2%

\$610,000
MEDIAN PRICE HOME
17%

\$679,500
MEDIAN PRICE CONDO
3%

\$42,000
MEDIAN PRICE LAND
-7%

\$849,509,331
TOTAL DOLLAR VOLUME
2025

\$752,485,359
TOTAL DOLLAR VOLUME
2024

13%

RESIDENTIAL

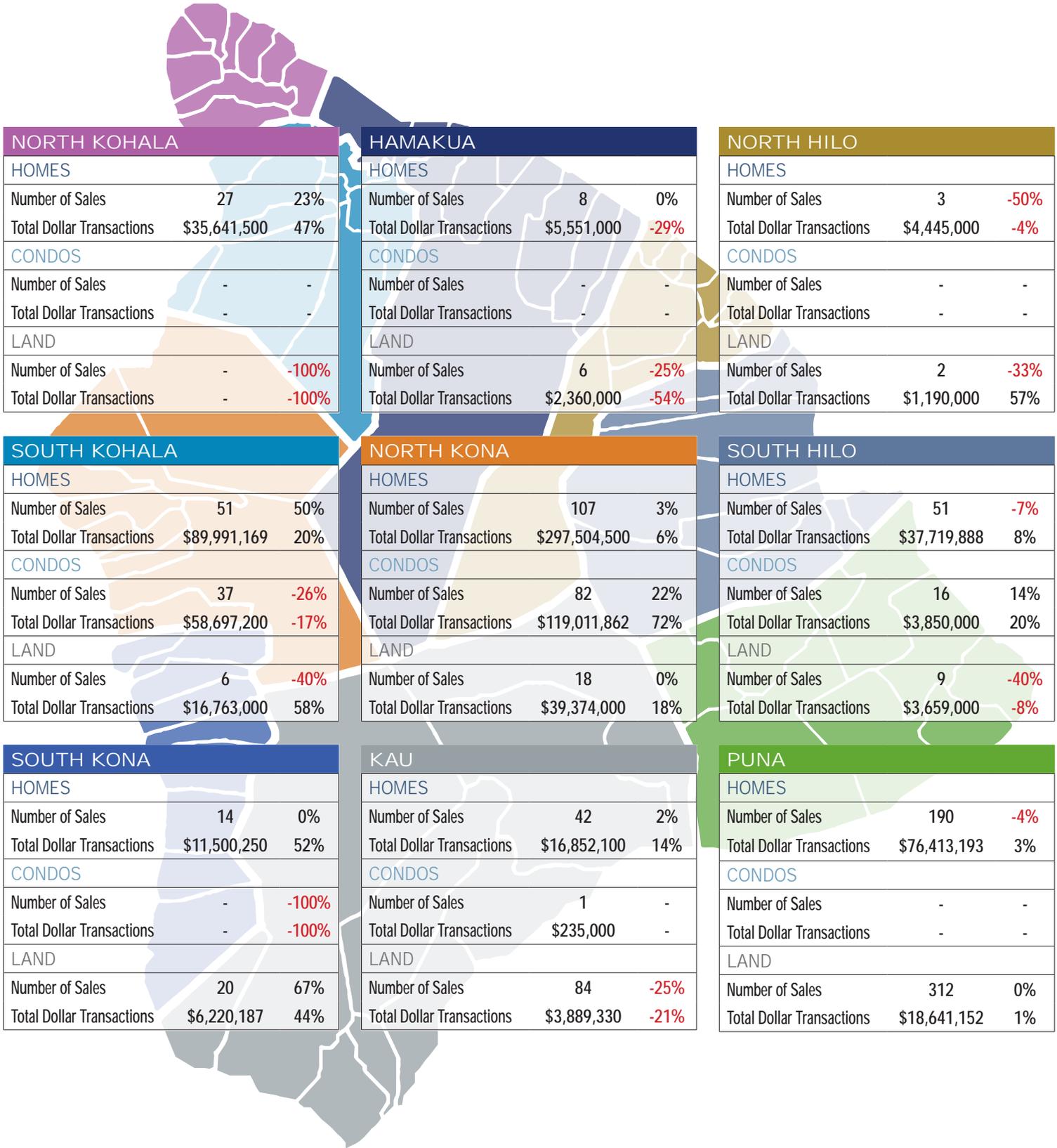
	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	190	197	-4%	\$379,500	\$352,592	8%	\$76,413,193	\$74,372,742	3%
SOUTH HILO	51	55	-7%	\$600,000	\$547,500	10%	\$37,719,888	\$34,826,800	8%
NORTH HILO	3	6	-50%	\$1,800,000	\$710,000	154%	\$4,445,000	\$4,625,000	-4%
HAMAKUA	8	8	0%	\$588,500	\$471,500	25%	\$5,551,000	\$7,795,119	-29%
NORTH KOHALA	27	22	23%	\$975,000	\$957,500	2%	\$35,641,500	\$24,182,624	47%
SOUTH KOHALA	51	34	50%	\$1,240,000	\$1,007,500	23%	\$89,991,169	\$75,058,485	20%
NORTH KONA	107	104	3%	\$1,420,000	\$1,385,000	3%	\$297,504,500	\$280,842,400	6%
SOUTH KONA	14	14	0%	\$770,000	\$570,000	35%	\$11,500,250	\$7,550,007	52%
KA'U	42	41	2%	\$375,000	\$298,500	26%	\$16,852,100	\$14,718,750	14%
TOTAL	493	481	2%	\$610,000	\$520,000	17%	\$575,618,600	\$523,971,927	10%

CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	16	14	14%	\$199,000	\$197,500	1%	\$3,850,000	\$3,212,400	20%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	37	50	-26%	\$1,045,700	\$1,035,000	1%	\$58,697,200	\$70,737,000	-17%
NORTH KONA	82	67	22%	\$694,500	\$612,000	13%	\$119,011,862	\$69,362,265	72%
SOUTH KONA	-	2	-100%	-	\$417,650	-100%	-	\$835,300	-100%
KA'U	1	-	-	\$235,000	-	-	\$235,000	-	-
TOTAL	136	133	2%	\$679,500	\$660,000	3%	\$181,794,062	\$144,146,965	26%

VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change
PUNA	312	313	0%	\$40,000	\$40,000	0%	\$18,641,152	\$18,500,874	1%
SOUTH HILO	9	15	-40%	\$450,000	\$255,000	76%	\$3,659,000	\$3,981,745	-8%
NORTH HILO	2	3	-33%	\$595,000	\$250,000	138%	\$1,190,000	\$756,000	57%
HAMAKUA	6	8	-25%	\$392,500	\$477,000	-18%	\$2,360,000	\$5,144,000	-54%
NORTH KOHALA	-	6	-100%	-	\$437,500	-100%	-	\$2,812,500	-100%
SOUTH KOHALA	6	10	-40%	\$1,725,000	\$1,025,000	68%	\$16,763,000	\$10,615,000	58%
NORTH KONA	18	18	0%	\$1,027,500	\$564,500	82%	\$39,374,000	\$33,338,998	18%
SOUTH KONA	20	12	67%	\$221,100	\$387,500	-43%	\$6,220,187	\$4,307,700	44%
KA'U	84	112	-25%	\$21,000	\$25,000	-16%	\$3,889,330	\$4,909,650	-21%
TOTAL	457	497	-8%	\$42,000	\$45,000	-7%	\$92,096,669	\$84,366,467	9%



NORTH KOHALA			
HOMES			
Number of Sales	27	23%	
Total Dollar Transactions	\$35,641,500	47%	
CONDOS			
Number of Sales	-	-	
Total Dollar Transactions	-	-	
LAND			
Number of Sales	-	-100%	
Total Dollar Transactions	-	-100%	

HAMAKUA			
HOMES			
Number of Sales	8	0%	
Total Dollar Transactions	\$5,551,000	-29%	
CONDOS			
Number of Sales	-	-	
Total Dollar Transactions	-	-	
LAND			
Number of Sales	6	-25%	
Total Dollar Transactions	\$2,360,000	-54%	

NORTH HILO			
HOMES			
Number of Sales	3	-50%	
Total Dollar Transactions	\$4,445,000	-4%	
CONDOS			
Number of Sales	-	-	
Total Dollar Transactions	-	-	
LAND			
Number of Sales	2	-33%	
Total Dollar Transactions	\$1,190,000	57%	

SOUTH KOHALA			
HOMES			
Number of Sales	51	50%	
Total Dollar Transactions	\$89,991,169	20%	
CONDOS			
Number of Sales	37	-26%	
Total Dollar Transactions	\$58,697,200	-17%	
LAND			
Number of Sales	6	-40%	
Total Dollar Transactions	\$16,763,000	58%	

NORTH KONA			
HOMES			
Number of Sales	107	3%	
Total Dollar Transactions	\$297,504,500	6%	
CONDOS			
Number of Sales	82	22%	
Total Dollar Transactions	\$119,011,862	72%	
LAND			
Number of Sales	18	0%	
Total Dollar Transactions	\$39,374,000	18%	

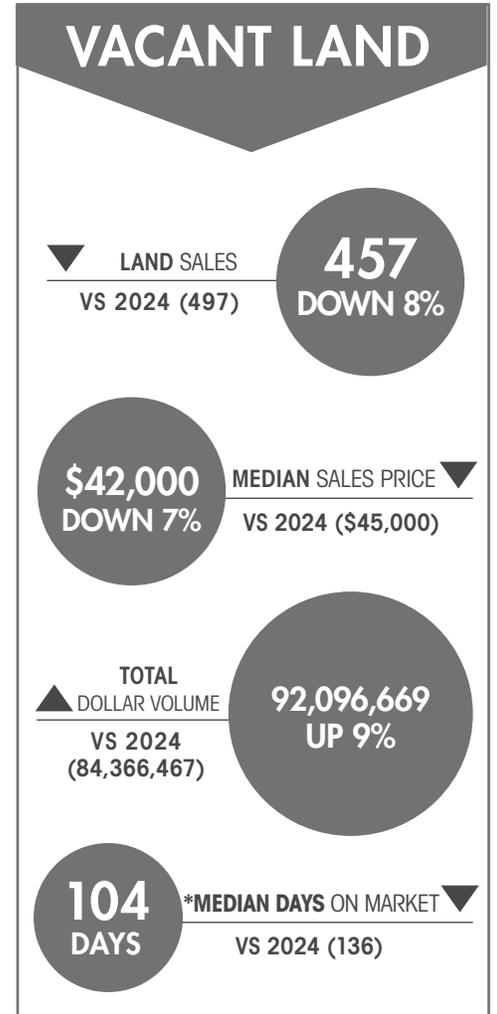
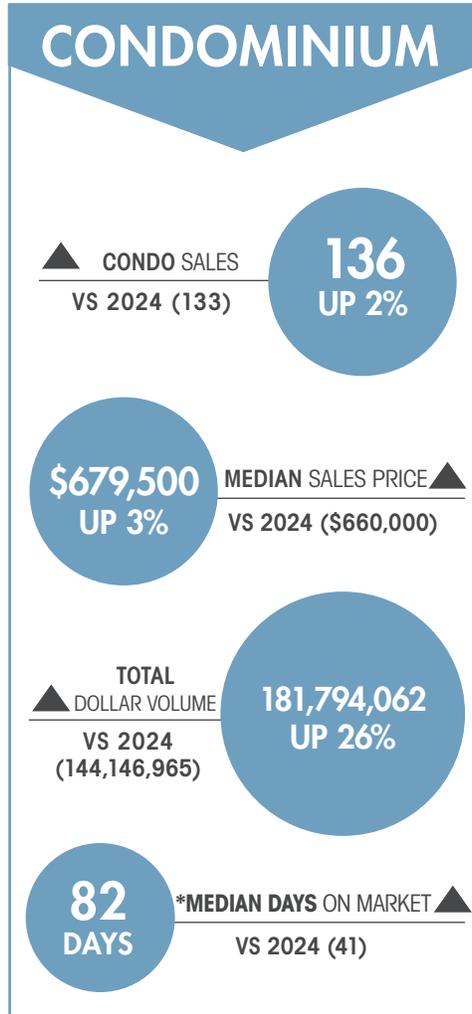
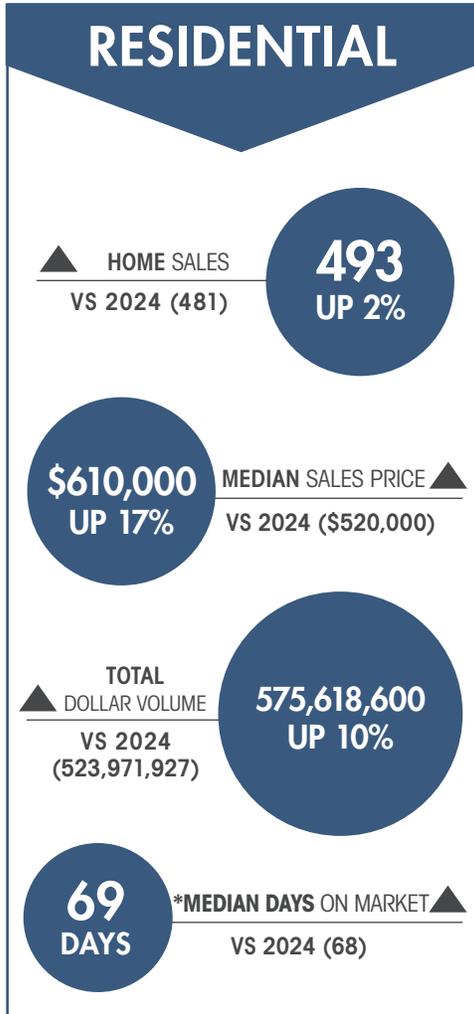
SOUTH HILO			
HOMES			
Number of Sales	51	-7%	
Total Dollar Transactions	\$37,719,888	8%	
CONDOS			
Number of Sales	16	14%	
Total Dollar Transactions	\$3,850,000	20%	
LAND			
Number of Sales	9	-40%	
Total Dollar Transactions	\$3,659,000	-8%	

SOUTH KONA			
HOMES			
Number of Sales	14	0%	
Total Dollar Transactions	\$11,500,250	52%	
CONDOS			
Number of Sales	-	-100%	
Total Dollar Transactions	-	-100%	
LAND			
Number of Sales	20	67%	
Total Dollar Transactions	\$6,220,187	44%	

KAU			
HOMES			
Number of Sales	42	2%	
Total Dollar Transactions	\$16,852,100	14%	
CONDOS			
Number of Sales	1	-	
Total Dollar Transactions	\$235,000	-	
LAND			
Number of Sales	84	-25%	
Total Dollar Transactions	\$3,889,330	-21%	

PUNA			
HOMES			
Number of Sales	190	-4%	
Total Dollar Transactions	\$76,413,193	3%	
CONDOS			
Number of Sales	-	-	
Total Dollar Transactions	-	-	
LAND			
Number of Sales	312	0%	
Total Dollar Transactions	\$18,641,152	1%	





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*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

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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.

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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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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