

MAUI RESIDENTIAL STATISTICS



JANUARY 2020

January 2020 YTD vs January 2019 YTD

RESIDENTIAL

\$782,438 (+7%)
Median Sales Price

\$970,974 (+7%)
Average Sales Price

CONDOMINIUM

\$569,000 (+8%)
Median Sales Price

\$708,570 (-3%)
Average Sales Price

VACANT LAND

\$365,000 (-26%)
Median Sales Price

\$448,385 (-64%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Wailuku	• \$17,170,524
Kihei	• \$11,765,800
Lahaina	• \$9,200,000
Mak/Oli/Hali	• \$6,342,000
Kaanapali	• \$5,975,000
Haiku	• \$5,287,000
Pukalani	• \$4,366,500
Spreck/Paia/Kuau	• \$4,225,000
Wailea/Makena	• \$3,955,000
Nap/Kah/Honokowai	• \$3,100,000

84
HOMES SOLD
(+33% vs 2018)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	• 29
South	• 15
Upcountry	• 14
West Maui	• 13
North Shore	• 9
Lanai/Molokai	• 4
East	• 0

127
CONDOS SOLD
(-2% vs 2018)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	• 54
West Maui	• 57
Central	• 12
Lanai/Molokai	• 4
North Shore	• 0
Upcountry	• 0
East	• 0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Kihei	• \$29,196,374
Kaanapali	• \$19,660,000
Nap/Kah/Honokowai	• \$12,969,474
Lahaina	• \$7,411,070
Wailea/Makena	• \$7,099,000
Wailuku	• \$4,353,000
Kapalua	• \$4,040,000
Lanai	• \$2,558,000
Maalaea	• \$2,167,500
Molokai	• \$268,000

10
LAND SOLD
(-47% vs 2018)

VACANT LAND

NUMBER OF SALES
By Districts

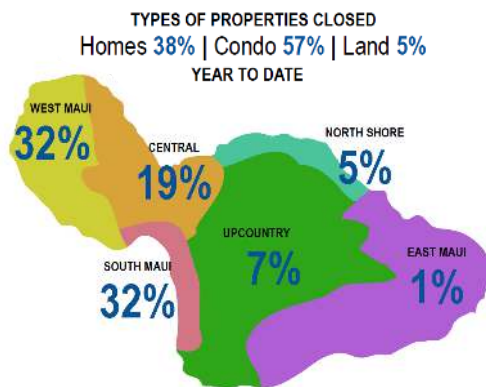
Upcountry	• 2
North Shore	• 2
South	• 1
West Maui	• 1
Central	• 1
East	• 2
Lanai/Molokai	• 1

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Kula/Ulu/Kanaio	• \$1,258,850
Hana	• \$1,225,000
Haiku	• \$940,000
Kaanapali	• \$350,000
Molokai	• \$245,000
Kihei	• \$240,000
Kahului	• \$225,000

PERCENTAGE OF SALES CLOSED



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
99	90	159

January 2020 YTD vs January 2019 YTD

RESIDENTIAL YEAR-OVER-YEAR

84
TOTAL NUMBER OF SALES
2020

33%

63
TOTAL NUMBER OF SALES
2019

\$782,438
MEDIAN SALES PRICE
2020

7%

\$730,000
MEDIAN SALES PRICE
2019

\$81,561,824
TOTAL DOLLAR VOLUME
2020

43%

\$57,106,344
TOTAL DOLLAR VOLUME
2019

Number of Sales

2020 2019 %Change

Median Sales Price

2020 2019 %Change

Total Dollar Volume

2020 2019 %Change

CENTRAL

Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	5	8	-38%	\$600,000	\$629,000	-5%	\$2,875,000	\$5,260,000	-45%
Wailuku	24	14	71%	\$735,000	\$607,500	21%	\$17,170,524	\$8,531,794	101%

EAST

Hana	0	0	--	--	--	--	\$0	\$0	--
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--

NORTH SHORE

Haiku	6	7	-14%	\$951,000	\$670,000	42%	\$5,287,000	\$4,683,000	13%
Spreeks/Paia/Kuau	3	0	--	\$975,000	--	--	\$4,225,000	\$0	--

SOUTH

Kihei	12	8	50%	\$880,000	\$806,425	9%	\$11,765,800	\$7,417,850	59%
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	1	1	0%	\$1,050,000	\$1,150,000	-9%	\$1,050,000	\$1,150,000	-9%
Wailea/Makena	2	3	-33%	\$1,977,500	\$1,700,000	16%	\$3,955,000	\$5,231,000	-24%

UPCOUNTRY

Kula/Ulupalakua/Kanaio	3	5	-40%	\$876,000	\$1,105,000	-21%	\$2,396,000	\$5,320,000	-55%
Makawao/Olinda/Haliimaile	5	4	25%	\$1,033,000	\$613,500	68%	\$6,342,000	\$2,427,000	161%
Pukalani	6	3	100%	\$770,750	\$795,000	-3%	\$4,366,500	\$2,604,000	68%

WEST

Kaanapali	3	4	-25%	\$2,100,000	\$1,484,500	42%	\$5,975,000	\$6,119,000	-2%
Kapalua	1	0	--	\$2,020,000	--	--	\$2,020,000	\$0	--
Lahaina	6	4	50%	\$1,025,000	\$746,500	37%	\$9,200,000	\$7,363,000	25%
Napili/Kahana/Honokowai	3	0	--	\$1,100,000	--	--	\$3,100,000	\$0	--
Olowalu	0	0	--	--	--	--	\$0	\$0	--

LANAI - MOLOKAI

Lanai	2	0	--	\$434,500	--	--	\$869,000	\$0	--
Molokai	2	2	0%	\$482,500	\$499,850	-4%	\$965,000	\$999,700	-4%

MAUI SUMMARY	84	63	33%	\$782,438	\$730,000	7%	\$81,561,824	\$57,106,344	43%
---------------------	-----------	-----------	------------	------------------	------------------	-----------	---------------------	---------------------	------------

JANUARY 2020 YTD TOTAL DOLLAR VOLUME

DISTRICT	2020	2019	Percentage Change
SOUTH	\$16,770,800	\$13,798,850	22%
WEST	\$20,295,000	\$13,482,000	51%
CENTRAL	\$20,045,524	\$13,791,794	45%
UPCOUNTRY	\$13,104,500	\$10,351,000	27%
NORTH SHORE	\$9,512,000	\$4,683,000	103%
LANAI/MOLOKAI	\$1,834,000	\$999,700	83%
EAST	\$0	\$0	0
TOTAL	\$81,561,824	\$57,106,344	43%

JANUARY 2020 YTD NUMBER OF SALES

DISTRICT	2020	2019	Percentage Change
CENTRAL	29	22	32%
SOUTH	15	12	25%
UPCOUNTRY	14	12	17%
WEST	13	8	63%
NORTH SHORE	9	7	29%
LANAI/MOLOKAI	4	2	100%
EAST	0	0	0
TOTAL	84	63	33%

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

www.FidelityMaui.com

January 2020 YTD vs January 2019 YTD

<h2>CONDOMINIUM</h2> <p>YEAR-OVER-YEAR</p>	127 TOTAL NUMBER OF SALES 2020	\$569,000 MEDIAN SALES PRICE 2020	\$89,988,418 TOTAL DOLLAR VOLUME 2020
	130 TOTAL NUMBER OF SALES 2019	\$528,450 MEDIAN SALES PRICE 2019	\$94,723,166 TOTAL DOLLAR VOLUME 2019

-2% 8% -5%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
CENTRAL									
Kahului	2	0	--	\$133,000	--	--	\$266,000	\$0	--
Wailuku	10	11	-9%	\$362,500	\$529,900	-32%	\$4,353,000	\$5,235,775	-17%

EAST									
Hana	0	0	--	--	--	--	\$0	\$0	--

NORTH SHORE									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Spreeks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--

SOUTH									
Kihei	42	38	11%	\$547,000	\$492,000	11%	\$29,196,374	\$21,579,499	35%
Maalaea	6	3	100%	\$347,500	\$460,000	-25%	\$2,167,500	\$1,571,000	38%
Wailea/Makena	6	12	-50%	\$1,150,000	\$1,344,550	-15%	\$7,099,000	\$18,694,100	-62%

UPCOUNTRY									
Pukalani	0	0	--	--	--	--	\$0	\$0	--

WEST									
Kaanapali	18	15	20%	\$871,000	\$774,000	13%	\$19,660,000	\$15,845,500	24%
Kapalua	4	6	-33%	\$972,500	\$1,085,000	-10%	\$4,040,000	\$11,339,500	-64%
Lahaina	11	16	-31%	\$662,190	\$385,500	72%	\$7,411,070	\$6,806,058	9%
Napili/Kahana/Honokowai	24	24	0%	\$489,500	\$489,500	0%	\$12,969,474	\$12,899,234	1%

LANAI - MOLOKAI									
Lanai	2	0	--	\$1,279,000	--	--	\$2,558,000	\$0	--
Molokai	2	5	-60%	\$134,000	\$150,000	-11%	\$268,000	\$752,500	-64%

MAUI SUMMARY	127	130	-2%	\$569,000	\$528,450	8%	\$89,988,418	\$94,723,166	-5%
---------------------	------------	------------	------------	------------------	------------------	-----------	---------------------	---------------------	------------

JANUARY 2020 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2020	2019	Percentage Change
SOUTH	\$38,462,874	41,844,599	-8%
WEST	\$44,080,544	46,890,292	-6%
CENTRAL	\$4,619,000	5,235,775	-12%
LANAI/MOLOKAI	\$2,826,000	752,500	276%
NORTH SHORE	\$0	0	0
UPCOUNTRY	\$0	0	0
EAST	\$0	0	~
TOTAL	\$89,988,418	94,723,166	-5%

JANUARY 2020 YTD NUMBER OF SALES			
DISTRICT	2020	2019	Percentage Change
SOUTH	54	53	2%
WEST	57	61	-7%
CENTRAL	12	11	9%
LANAI/MOLOKAI	4	5	-20%
NORTH SHORE	0	0	0
UPCOUNTRY	0	0	0
EAST	0	0	0
TOTAL	127	130	-2%

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

www.FidelityMaui.com

January 2020 YTD vs January 2019 YTD

VACANT LAND

YEAR-OVER-YEAR

10
TOTAL NUMBER OF SALES
2020

-47%

19
TOTAL NUMBER OF SALES
2019

\$365,000
MEDIAN SALES PRICE
2020

-26%

\$494,875
MEDIAN SALES PRICE
2019

\$4,483,850
TOTAL DOLLAR VOLUME
2020

-81%

\$23,749,875
TOTAL DOLLAR VOLUME
2019

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
CENTRAL									
Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	1	0	--	\$225,000	--	--	\$225,000	\$0	--
Wailuku	0	1	-100%	--	\$220,000	--	\$0	\$220,000	-100%
EAST									
Hana	2	2	0%	\$612,500	\$483,000	3%	\$1,225,000	\$966,000	27%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	2	6	-67%	\$470,000	\$487,563	-4%	\$940,000	\$2,860,375	-67%
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--
SOUTH									
Kihei	1	3	-67%	\$240,000	\$475,000	-50%	\$240,000	\$1,883,000	-87%
Maui Meadows	0	0	--	--	--	--	\$0	\$0	--
Wailea/Makena	0	2	-100%	--	\$6,918,750	--	\$0	\$13,837,500	-100%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	2	3	-33%	\$629,425	\$579,000	9%	\$1,258,850	\$1,583,000	-21%
Makawao/Olinda/Haliimaile	0	1	-100%	--	\$400,000	--	\$0	\$400,000	-100%
Pukalani	0	0	--	--	--	--	\$0	\$0	--
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	1	0	--	\$350,000	--	--	\$350,000	\$0	--
Kapalua	0	0	--	--	--	--	\$0	\$0	--
Lahaina	0	1	-100%	--	\$2,000,000	--	\$0	\$2,000,000	-100%
Napili/Kahana/Honokowai	0	0	--	--	--	--	\$0	\$0	--
Olowalu	0	0	--	--	--	--	\$0	\$0	--
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	1	0	--	\$245,000	--	--	\$245,000	\$0	--
MAUI SUMMARY	10	19	-47%	\$365,000	\$494,875	-26%	\$4,483,850	\$23,749,875	-81%

JANUARY 2020 YTD TOTAL DOLLAR VOLUME

DISTRICT	2020	2019	Percentage Change
SOUTH	\$240,000	\$15,720,500	-98%
UPCOUNTRY	\$350,000	\$2,000,000	-83%
WEST	\$1,258,850	\$1,983,000	-37%
NORTH SHORE	\$940,000	\$2,860,375	-67%
EAST	\$1,225,000	\$966,000	27%
CENTRAL	\$225,000	\$220,000	2%
LANAI/MOLOKAI	\$245,000	\$0	0
TOTAL	\$4,483,850	\$23,749,875	-81%

JANUARY 2020 YTD NUMBER OF SALES

DISTRICT	2020	2019	Percentage Change
UPCOUNTRY	2	4	-50%
NORTH SHORE	2	6	-67%
SOUTH	1	5	-80%
WEST	1	1	0%
CENTRAL	1	1	0%
EAST	2	2	0%
LANAI/MOLOKAI	1	0	0
TOTAL	10	19	-47%

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

www.FidelityMaui.com

MAUI DISTRICTS

January 2020 YTD vs January 2019 YTD

JANUARY 2020

CENTRAL			
HOMES			
Number of Sales	29		32%
Total Dollar Transactions	\$20,045,524		45%
CONDO			
Number of Sales	12		9%
Total Dollar Transactions	\$4,619,000		-12%
LAND			
Number of Sales	1		0%
Total Dollar Transactions	\$225,000		2%

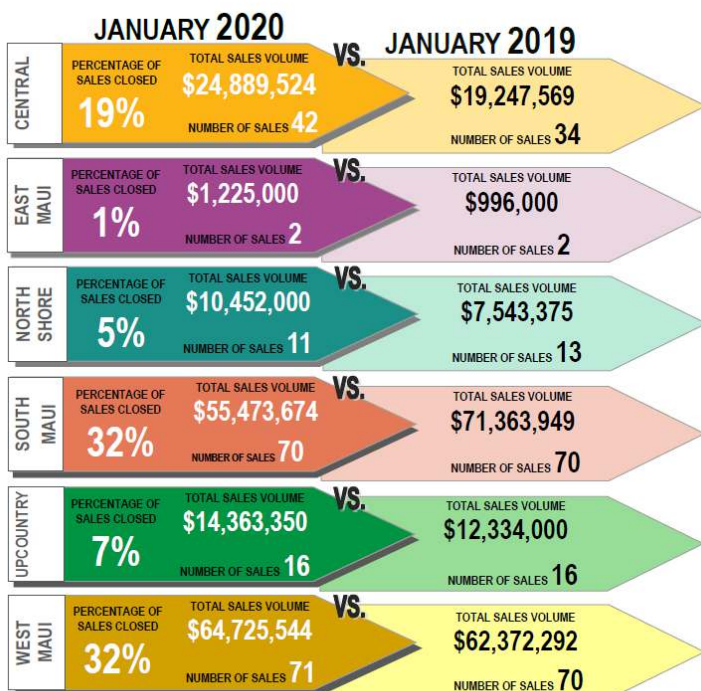
NORTH SHORE			
HOMES			
Number of Sales	9		29%
Total Dollar Transactions	\$9,512,000		103%
CONDO			
Number of Sales	0		0%
Total Dollar Transactions	\$0		0%
LAND			
Number of Sales	2		-67%
Total Dollar Transactions	\$940,000		-67%

WEST MAUI			
HOMES			
Number of Sales	13		63%
Total Dollar Transactions	\$20,295,000		51%
CONDO			
Number of Sales	57		-7%
Total Dollar Transactions	\$44,080,544		-6%
LAND			
Number of Sales	1		0%
Total Dollar Transactions	\$350,000		-83%

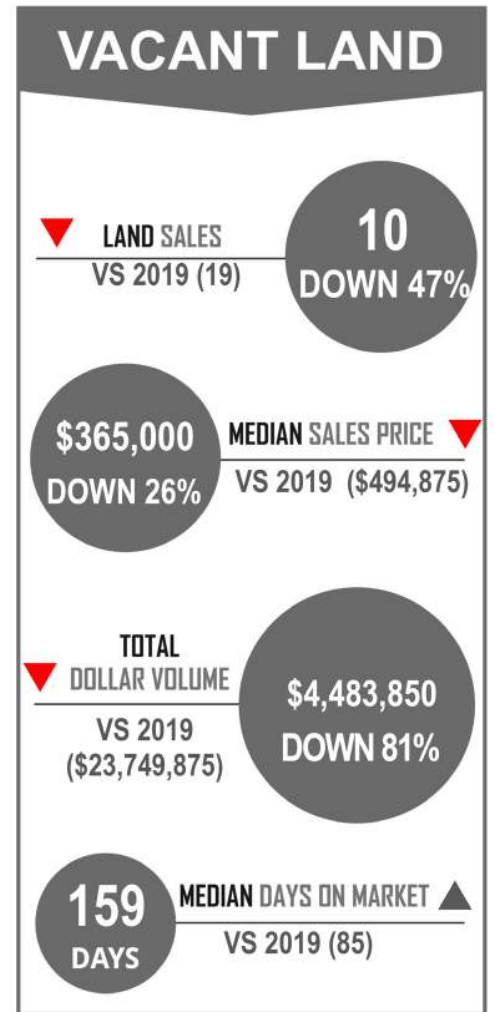
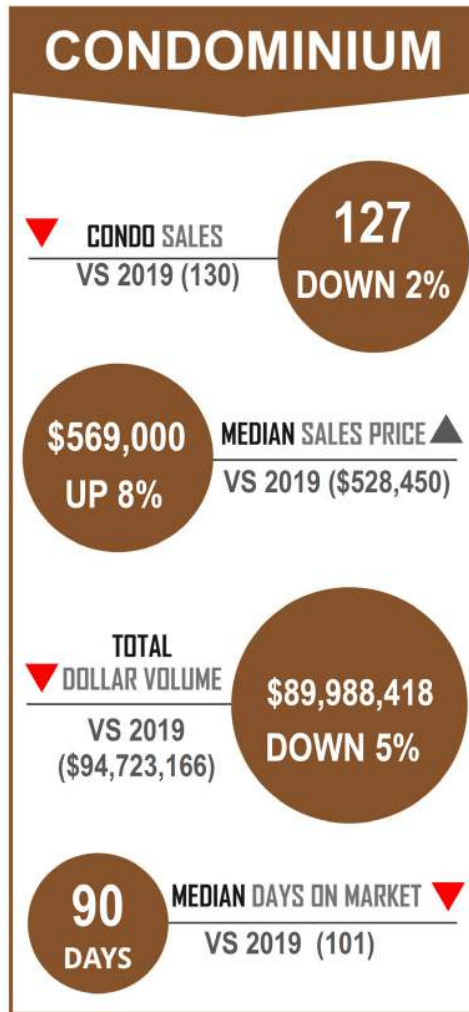
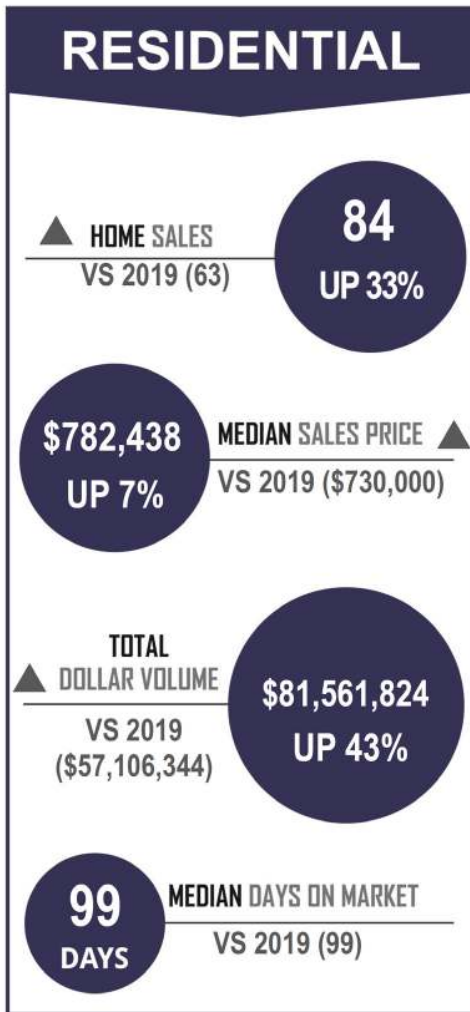
EAST MAUI			
HOMES			
Number of Sales	0		0%
Total Dollar Transactions	\$0		0%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
LAND			
Number of Sales	2		0%
Total Dollar Transactions	\$1,225,000		27%

SOUTH MAUI			
HOMES			
Number of Sales	15		25%
Total Dollar Transactions	\$16,770,800		22%
CONDO			
Number of Sales	54		2%
Total Dollar Transactions	\$38,462,874		-8%
LAND			
Number of Sales	1		-80%
Total Dollar Transactions	\$240,000		-98%

UPCOUNTRY			
HOMES			
Number of Sales	14		17%
Total Dollar Transactions	\$13,104,500		27%
CONDO			
Number of Sales	0		0%
Total Dollar Transactions	\$0		0%
LAND			
Number of Sales	2		-50%
Total Dollar Transactions	\$1,258,850		-37%



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



This information is prepared by Fidelity National Title & Escrow of Hawaii. All info taken from RaMaui.com. Information deemed reliable but not guaranteed. Go to FidelityMaui.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

This information is presented for informational purposes only and is deemed reliable but is not guaranteed.

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, 2019 through June 30, 2020 Per \$1,000 of net taxable assessed valuation

Homeowner (After Homeowner's Exemption)	\$2.90
Residential	\$5.60
Apartment	\$6.31
Commercial	\$7.39
Industrial	\$7.48
Agricultural	\$5.94
Conservation	\$6.43
Hotel/Resort	\$11.00
Time Share	\$14.40
Commercial Residential	\$4.60
Short Term Rental	\$10.75

Important Dates

- ▶ **December 31** – Deadline for filing exemption claims and ownership documents which affect the tax year
- ▶ **August 20** – First half year tax payments due
- ▶ **February 20** – Second half year tax payments due

Classification

- ▶ Property is classified based upon its highest and best use.
- ▶ Properties receiving homeowner exemptions, condominiums, permitted bed and breakfasts and permitted transient vacation rentals are exceptions.
- ▶ Properties which have been granted a homeowner exemption are classified as Homeowner.
- ▶ Condominiums are classified upon consideration of their actual use (Apartment, Commercial, Hotel / Resort, Timeshare, Homeowner).
- ▶ Properties which have been granted a bed and breakfast permit, a transient vacation rental permit, or a conditional permit to operate a transient vacation rental are classified as Commercialized Residential.

**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
Agriculture Vacant	\$8.50
Commercial	\$12.40
Hotel/Resort	\$13.90
Industrial	\$12.40
Preservation	\$5.70
Public Service	\$0.00
Residential (Principal Resident)	\$3.50
Residential A (Less than \$1m)	\$4.50
Residential A (Over \$1M)	\$10.50

HAWAII COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per \$1,000
Affordable Renting 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	\$11.10

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	\$8.05
Vacation Rental	\$9.85



Rose Bento | Mary Jo Cabral | Reta Chin | Wendy Gomes | Deni Kawauchi | Noreen Koki | Tori Lapolla | Kosei Nagata | Mercy Palmer | Pam Teal

8 Experienced Officers | 2 Sales Executives | 273 Years of Combined Experience

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