

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

		% OF CLOSINGS	# OF UNITS RECORDED		MEDIAN PRICE		MEDIAN DAYS ON MARKET
	HOMES	31.5%	692	▲ 51%	\$986,000	▲ 29%	77
	CONDO	58%	1,266	▲ 101%	\$620,000	▲ 9%	98
	LAND	10.5%	236	▲ 237%	\$650,000	▲ 61%	148

2021 VS 2020 YTD NUMBER OF UNITS			2021 VS 2020 YTD TOTAL DOLLAR VOLUME		
DISTRICT	2021	% Change	DISTRICT	2021	% Change
SOUTH	781	108%	SOUTH	\$1,021,281,755	205%
WEST	766	136%	WEST	\$984,699,957	186%
CENTRAL	275	21%	CENTRAL	\$196,994,224	46%
UPCOUNTRY	172	42%	UPCOUNTRY	\$176,447,389	77%
NORTH SHORE	101	68%	NORTH SHORE	\$142,118,520	134%
LANAI/MOLOKAI	81	88%	LANAI/MOLOKAI	\$50,227,019	140%
EAST	18	125%	EAST	\$15,598,500	95%
TOTAL	2,194	89%	TOTAL	\$2,587,367,364	158%

% of Closed Sales by Districts through June 30, 2021

Number of Recorded transactions from January 1, 2021 – June 30, 2021



RESIDENTIAL

 YEAR-OVER-YEAR

692

TOTAL NUMBER OF SALES

2021

457

TOTAL NUMBER OF SALES

2020

51%
\$986,000

MEDIAN SALES PRICE

2021

\$765,173

MEDIAN SALES PRICE

2020

29%
\$1,198,518,492

TOTAL DOLLAR VOLUME

2021

\$481,881,460

TOTAL DOLLAR VOLUME

2020

149%
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	59	49	20%	\$779,000	\$675,000	15%	\$45,999,600	\$33,399,370	38%
Wailuku	118	109	8%	\$797,728	\$721,825	11%	\$101,307,885	\$77,721,723	30%
EAST									
Hana	5	2	150%	\$780,000	\$756,500	3%	\$4,241,000	\$1,513,000	180%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	1	-100%	-	\$795,000	-	-	\$795,000	-100%
NORTH SHORE									
Haiku	50	38	32%	\$1,177,500	\$962,500	22%	\$68,504,000	\$45,115,000	52%
Sprecks/Paia/Kuau	22	8	175%	\$1,362,500	\$924,950	47%	\$50,682,000	\$8,182,400	519%
SOUTH									
Kihei	99	65	52%	\$949,000	\$820,000	16%	\$131,201,499	\$71,914,203	82%
Maalaea	1	-	-	\$2,475,000	-	-	\$2,475,000	-	-
Maui Meadows	22	8	175%	\$1,479,500	\$1,215,000	22%	\$35,331,500	\$10,325,550	242%
Wailea/Makena	38	12	217%	\$4,241,000	\$2,480,000	71%	\$226,631,548	\$29,920,000	658%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	49	33	49%	\$1,225,000	\$950,000	29%	\$68,482,000	\$35,663,768	92%
Makawao/Olinda/Haliimaile	33	34	-3%	\$800,000	\$730,000	10%	\$29,347,321	\$29,654,300	-1%
Pukalani	33	27	22%	\$888,000	\$756,000	18%	\$32,606,549	\$20,421,333	60%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	35	13	169%	\$2,325,000	\$1,900,000	22%	\$103,966,666	\$28,190,005	269%
Kapalua	20	4	400%	\$4,087,500	\$3,150,000	30%	\$102,402,500	\$14,720,000	596%
Lahaina	41	18	128%	\$2,175,000	\$1,245,000	75%	\$106,962,124	\$33,028,418	224%
Napili/Kahana/Honokowai	33	14	136%	\$1,105,000	\$1,100,000	1%	\$41,064,300	\$26,838,890	53%
Olowalu	2	-	-	\$6,800,000	-	-	\$13,600,000	-	-
LANAI - MOLOKAI									
Lanai	8	9	-11%	\$1,075,000	\$445,000	142%	\$12,209,000	\$8,211,000	49%
Molokai	23	13	77%	\$575,000	\$475,000	21%	\$19,964,000	\$6,267,500	219%
MAUI SUMMARY	692	457	51%	\$986,000	\$765,173	29%	\$1,198,518,492	\$481,881,460	149%

MAY 2021 YTD NUMBER OF SALES
MAY 2021 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2021	2020	% Change	DISTRICT	2021	2020	% Change
CENTRAL	178	158	13%	SOUTH	\$395,639,547	\$112,159,753	253%
SOUTH	160	85	88%	WEST	\$367,995,590	\$102,777,313	258%
WEST	131	49	167%	CENTRAL	\$148,847,485	\$111,121,093	34%
UPCOUNTRY	115	94	22%	UPCOUNTRY	\$130,435,870	\$85,739,401	52%
NORTH SHORE	72	46	57%	NORTH SHORE	\$119,186,000	\$53,297,400	124%
LANAI/MOLOKAI	31	22	41%	LANAI/MOLOKAI	\$32,173,000	\$14,478,500	122%
EAST	5	3	67%	EAST	\$4,241,000	\$2,308,000	84%
TOTAL	692	457	51%	TOTAL	\$1,198,518,492	\$481,881,460	149%



CONDOMINIUM

YEAR-OVER-YEAR

1,266

TOTAL NUMBER OF SALES

2021

631

TOTAL NUMBER OF SALES

2020

101%
\$620,000

MEDIAN SALES PRICE

2021

\$569,000

MEDIAN SALES PRICE

2020

9%
\$1,195,233,552

TOTAL DOLLAR VOLUME

2021

\$485,124,613

TOTAL DOLLAR VOLUME

2020

146%

Number of Sales

Median Sales Price

Total Dollar Volume

	2021	2020	%Change	2021	2020	%Change	2021	2020	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	13	19	-32%	\$180,000	\$138,000	30%	\$3,282,000	\$2,804,200	17%
Wailuku	62	40	55%	\$426,000	\$400,000	7%	\$28,790,239	\$17,289,698	67%
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	407	216	88%	\$535,000	\$488,750	10%	\$247,988,308	\$128,837,645	93%
Maalaea	35	19	84%	\$480,000	\$365,000	32%	\$16,865,900	\$7,803,950	116%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	172	51	237%	\$1,398,000	\$1,100,000	27%	\$352,308,500	\$84,194,500	318%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	-	-	-	-	-	-	-	-
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	3	5	-40%	\$695,000	\$675,000	3%	\$2,030,000	\$3,582,000	-43%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	138	82	68%	\$965,000	\$1,075,000	-10%	\$175,088,900	\$113,084,131	55%
Kapalua	79	13	508%	\$1,130,000	\$770,000	47%	\$148,486,250	\$16,921,000	778%
Lahaina	100	72	39%	\$556,990	\$679,000	-18%	\$76,503,545	\$51,497,567	49%
Napili/Kahana/Honokowai	228	98	133%	\$529,000	\$499,700	6%	\$132,911,390	\$53,065,422	151%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	2	3	-33%	\$2,387,500	\$850,000	181%	\$4,775,000	\$3,408,000	40%
Molokai	25	12	108%	\$180,000	\$200,000	-10%	\$5,243,520	\$2,251,500	133%
MAUI SUMMARY	1,266	631	101%	\$620,000	\$569,000	9%	\$1,195,233,552	\$485,124,613	146%

MAY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
SOUTH	614	286	115%
WEST	545	265	106%
CENTRAL	75	59	27%
LANAI/MOLOKAI	27	15	80%
UPCOUNTRY	3	5	-40%
NORTH SHORE	2	1	100%
EAST	-	-	-
TOTAL	1,266	631	101%

MAY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
SOUTH	\$617,162,708	\$220,836,095	179%
WEST	\$532,990,085	\$234,568,120	127%
CENTRAL	\$32,072,239	\$20,093,898	60%
LANAI/MOLOKAI	\$10,018,520	\$5,659,500	77%
UPCOUNTRY	\$2,030,000	\$3,582,000	-43%
NORTH SHORE	\$960,000	\$385,000	149%
EAST	-	-	-
TOTAL	\$1,195,233,552	\$485,124,613	146%

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



VACANT LAND

YEAR-OVER-YEAR

236

TOTAL NUMBER OF SALES

2021

70

TOTAL NUMBER OF SALES

2020

237%
\$650,000

MEDIAN SALES PRICE

2021

\$404,500

MEDIAN SALES PRICE

2020

61%
\$193,615,320

TOTAL DOLLAR VOLUME

2021

\$36,772,425

TOTAL DOLLAR VOLUME

2020

427%

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	20	6	233%	\$632,500	\$337,500	87%	\$15,284,500	\$1,984,500	670%
EAST									
Hana	11	5	120%	\$537,500	\$825,000	-35%	\$10,607,500	\$5,674,000	87%
Kaupo	1	-	-	\$350,000	-	-	\$350,000	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	1	-	-	\$400,000	-	-	\$400,000	-	-
NORTH SHORE									
Haiku	27	13	108%	\$585,000	\$409,000	43%	\$21,972,520	\$7,020,500	213%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	2	3	-33%	\$584,750	\$330,000	77%	\$1,169,500	\$1,570,000	-26%
Maalaea	1	-	-	\$1,100,000	-	-	\$1,100,000	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	4	1	300%	\$1,307,500	\$675,000	94%	\$6,210,000	\$675,000	820%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	28	17	65%	\$922,793	\$415,000	122%	\$28,726,585	\$8,142,850	253%
Makawao/Olinda/Haliimaile	20	4	400%	\$500,000	\$430,000	16%	\$12,642,934	\$1,738,000	627%
Pukalani	6	1	500%	\$422,500	\$370,000	14%	\$2,612,000	\$370,000	606%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	42	5	740%	\$575,000	\$370,000	55%	\$27,681,007	\$2,278,575	1115%
Kapalua	32	2	1500%	\$970,000	\$800,000	21%	\$36,370,000	\$1,600,000	2173%
Lahaina	11	3	267%	\$907,000	\$1,504,500	-40%	\$13,396,000	\$3,429,500	291%
Napili/Kahana/Honokowai	2	-	-	\$433,638	-	-	\$867,275	-	-
Olowalu	3	-	-	\$950,000	-	-	\$5,400,000	-	-
LANAI - MOLOKAI									
Lanai	4	-	-	\$1,175,000	-	-	\$4,795,000	-	-
Molokai	19	6	217%	\$125,000	\$107,500	16%	\$3,240,499	\$809,500	300%
MAUI SUMMARY	236	70	237%	\$650,000	\$404,500	61%	\$193,615,320	\$36,772,425	427%

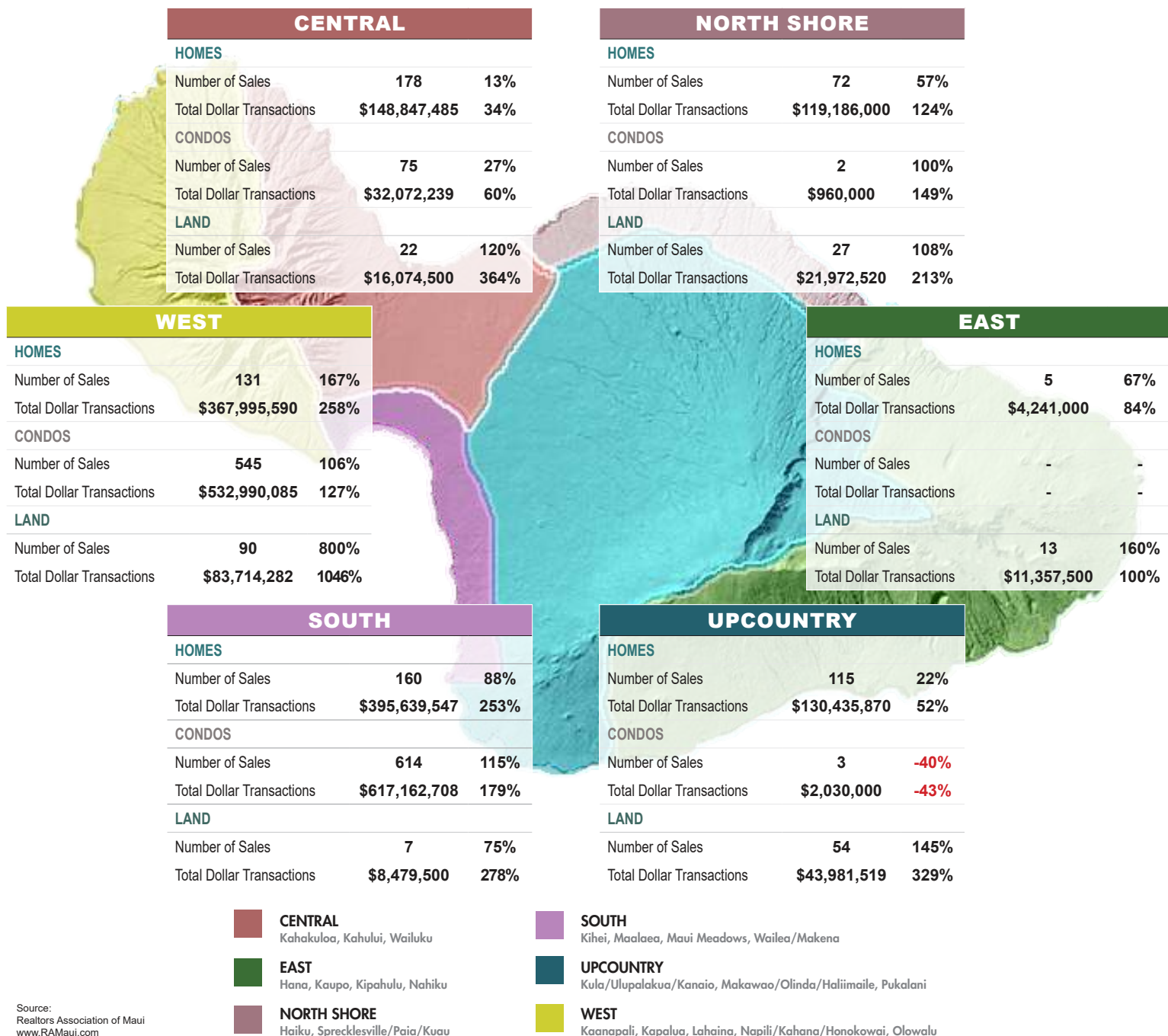
MAY 2021 YTD NUMBER OF SALES

DISTRICT	2021	2020	% Change
WEST	90	10	800%
UPCOUNTRY	54	22	145%
NORTH SHORE	27	13	108%
LANAI/MOLOKAI	23	6	283%
CENTRAL	22	10	120%
EAST	13	5	160%
SOUTH	7	4	75%
TOTAL	236	70	237%

MAY 2021 YTD TOTAL DOLLAR VOLUME

DISTRICT	2021	2020	% Change
WEST	\$83,714,282	\$7,308,075	1046%
UPCOUNTRY	\$43,981,519	\$10,250,850	329%
NORTH SHORE	\$21,972,520	\$7,020,500	213%
CENTRAL	\$16,074,500	\$3,464,500	364%
EAST	\$11,357,500	\$5,674,000	100%
SOUTH	\$8,479,500	\$2,245,000	278%
LANAI/MOLOKAI	\$8,035,499	\$809,500	893%
TOTAL	\$193,615,320	\$36,772,425	427%

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

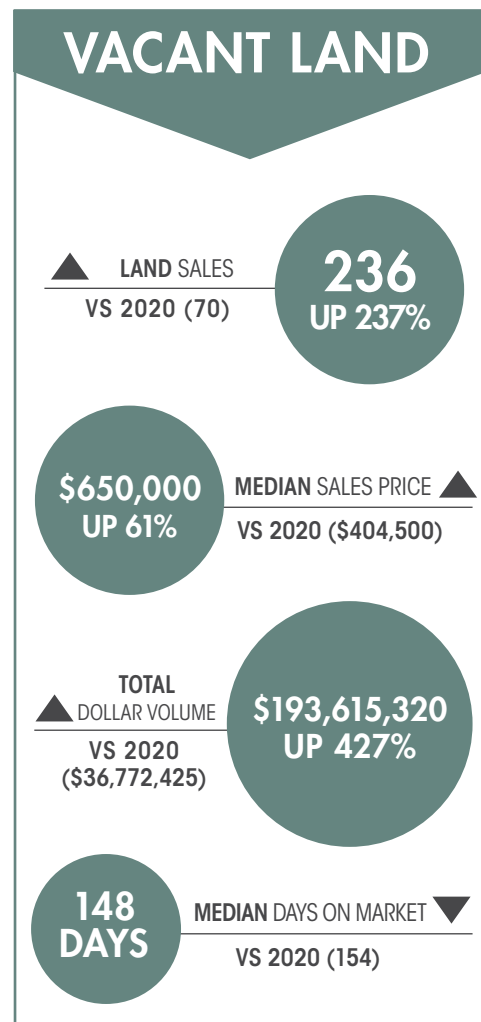
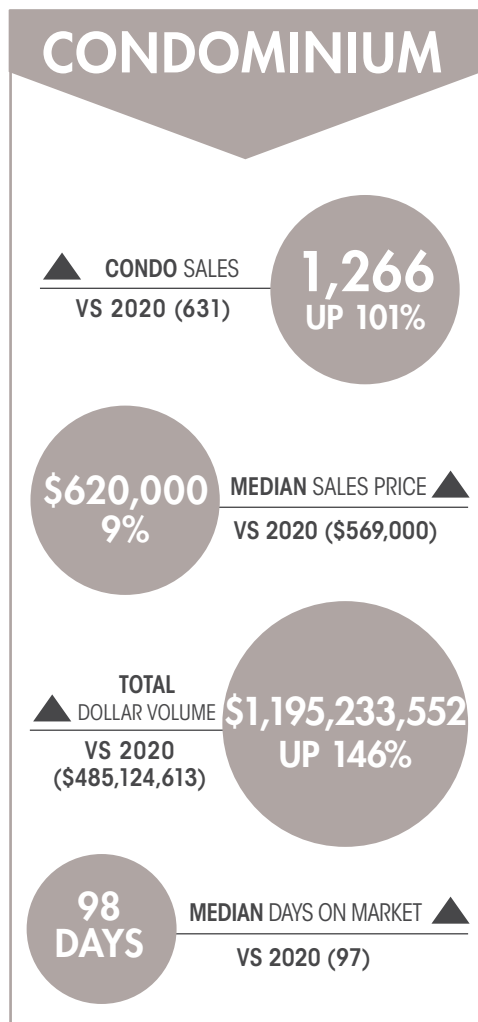
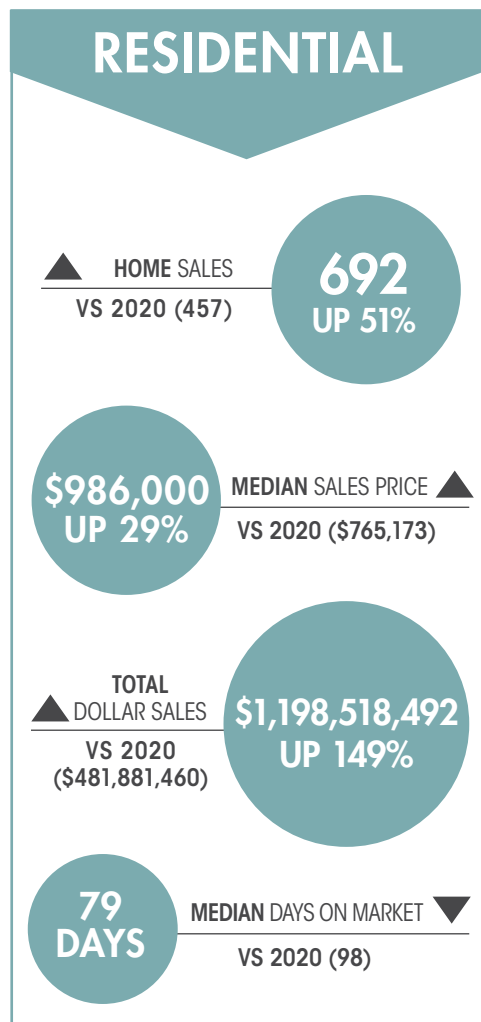


Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$226,631,548
Kihei	\$131,201,499
Lahaina	\$106,962,124
Kaanapali	\$103,966,666
Kapalua	\$102,402,500
Wailuku	\$101,307,885
Haiku	\$68,504,000
Kula/Ulupalakua/Kanaio	\$68,482,000
Sprecklesville/Paia/Kuau	\$50,682,000
Kahului	\$45,999,600

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$352,308,500
Kihei	\$247,988,308
Kaanapali	\$175,088,900
Kapalua	\$148,486,250
Napili/Kahana/Honokowai	\$132,911,390
Lahaina	\$76,503,545
Wailuku	\$28,790,239
Maalaea	\$16,865,900
Molokai	\$5,243,520
Lanai	\$4,775,000

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kapalua	\$36,370,000
Kula/Ulupalakua/Kanaio	\$28,726,585
Kaanapali	\$27,681,007
Haiku	\$21,972,520
Wailuku	\$15,284,500
Lahaina	\$13,396,000
Makawao/Olinda/Haliimaile	\$12,642,934
Hana	\$10,607,500
Wailea/Makena	\$6,210,000
Olowalu	\$5,400,000



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

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, 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 | Mary Jo Cabral | Reta Chin | Wendy Gomes | Rhonda Kanamu | Deni Kawauchi | Tori Lapolla | Kosei Nagata | Mercy Palmer

7 Experienced Officers | 2 Sales Executives | 219 Years of Combined Experience

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