

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

| | % OF CLOSINGS | # OF UNITS RECORDED | | | MEDIAN PRICE | | | MEDIAN DAYS ON MARKET |
|-------|---------------|---------------------|---|-----|--------------|---|-----|-----------------------|
| HOMES | 33.5% | 1,378 | ▲ | 30% | \$995,000 | ▲ | 25% | 75 |
| CONDO | 56.5% | 2,315 | ▲ | 70% | \$650,000 | ▲ | 13% | 78 |
| LAND | 10% | 401 | ▲ | 95% | \$675,000 | ▲ | 42% | 157 |

| DISTRICT | 2021 VS 2020 YTD NUMBER OF UNITS | | | 2021 VS 2020 YTD TOTAL DOLLAR VOLUME | | |
|---------------|----------------------------------|------------|--|--------------------------------------|------------------------|------------|
| | 2021 | % Change | | DISTRICT | 2021 | % Change |
| SOUTH | 1,448 | 64% | | SOUTH | \$2,031,932,037 | 92% |
| WEST | 1,338 | 93% | | WEST | \$1,794,819,082 | 120% |
| CENTRAL | 589 | 16% | | CENTRAL | \$423,894,358 | 36% |
| UPCOUNTRY | 336 | 24% | | UPCOUNTRY | \$389,715,832 | 63% |
| NORTH SHORE | 190 | 10% | | NORTH SHORE | \$287,134,266 | 73% |
| LANAI/MOLOKAI | 156 | 97% | | LANAI/MOLOKAI | \$83,213,061 | 151% |
| EAST | 37 | 68% | | EAST | \$28,504,700 | 27% |
| TOTAL | 4,094 | 56% | | TOTAL | \$5,039,213,336 | 90% |

● % of Closed Sales by Districts through December 31, 2021

● Number of Recorded transactions from January 1, 2021 – December 31, 2021

RESIDENTIAL
YEAR-OVER-YEAR

1,378
TOTAL NUMBER OF SALES
2021

1,059
TOTAL NUMBER OF SALES
2020

30%

\$995,000
MEDIAN SALES PRICE
2021

\$795,000
MEDIAN SALES PRICE
2020

25%

\$2,374,186,911
TOTAL DOLLAR VOLUME
2021

\$1,242,840,745
TOTAL DOLLAR VOLUME
2020

91%

Number of Sales

Median Sales Price

Total Dollar Volume

| | 2021 | 2020 | %Change | 2021 | 2020 | %Change | 2021 | 2020 | %Change |
|---------------------------|--------------|--------------|------------|------------------|------------------|------------|------------------------|------------------------|------------|
| CENTRAL | | | | | | | | | |
| Kahakuloa | 3 | - | - | \$1,430,000 | - | - | \$3,970,000 | - | - |
| Kahului | 139 | 116 | 20% | \$825,000 | \$689,000 | 20% | \$116,524,300 | \$82,207,370 | 42% |
| Wailuku | 240 | 231 | 4% | \$809,300 | \$730,000 | 11% | \$207,933,469 | \$171,252,801 | 21% |
| EAST | | | | | | | | | |
| Hana | 10 | 10 | 0% | \$795,500 | \$905,000 | -12% | \$8,764,000 | \$13,575,000 | -35% |
| Kaupo | - | 1 | -100% | - | \$230,500 | - | - | \$230,500 | -100% |
| Keanae | - | - | - | - | - | - | - | - | - |
| Kipahulu | 1 | - | - | \$425,000 | - | - | \$425,000 | - | - |
| Nahiku | - | 1 | -100% | - | \$795,000 | - | - | \$795,000 | -100% |
| NORTH SHORE | | | | | | | | | |
| Haiku | 103 | 99 | 4% | \$1,225,000 | \$950,000 | 29% | \$150,004,107 | \$113,068,239 | 33% |
| Sprecks/Paia/Kuau | 41 | 20 | 105% | \$1,493,000 | \$850,000 | 76% | \$96,700,140 | \$18,880,900 | 412% |
| SOUTH | | | | | | | | | |
| Kihei | 201 | 157 | 28% | \$1,000,000 | \$840,000 | 19% | \$331,279,334 | \$168,429,113 | 97% |
| Maalaea | 1 | - | - | \$2,475,000 | - | - | \$2,475,000 | - | - |
| Maui Meadows | 37 | 25 | 48% | \$1,650,000 | \$1,200,000 | 38% | \$66,112,500 | \$34,342,800 | 93% |
| Wailea/Makena | 65 | 34 | 91% | \$3,600,000 | \$2,850,000 | 26% | \$389,098,217 | \$134,418,777 | 190% |
| UPCOUNTRY | | | | | | | | | |
| Kula/Ulupalakua/Kanaio | 93 | 73 | 27% | \$1,250,000 | \$997,000 | 25% | \$143,765,275 | \$81,858,263 | 76% |
| Makawao/Olinda/Haliimaile | 83 | 75 | 11% | \$860,000 | \$687,500 | 25% | \$81,433,104 | \$61,663,300 | 32% |
| Pukalani | 66 | 50 | 32% | \$904,500 | \$774,450 | 17% | \$67,924,199 | \$42,493,233 | 60% |
| WEST | | | | | | | | | |
| Honokohau | - | - | - | - | - | - | - | - | - |
| Kaanapali | 53 | 28 | 89% | \$2,387,000 | \$2,050,000 | 16% | \$157,869,166 | \$63,823,503 | 147% |
| Kapalua | 29 | 17 | 71% | \$4,150,000 | \$3,500,000 | 19% | \$144,197,500 | \$90,787,000 | 59% |
| Lahaina | 85 | 47 | 81% | \$2,050,000 | \$1,180,000 | 74% | \$214,640,673 | \$82,692,556 | 160% |
| Napili/Kahana/Honokowai | 67 | 31 | 116% | \$1,125,000 | \$1,055,500 | 7% | \$114,039,927 | \$57,313,390 | 99% |
| Olowalu | 4 | 1 | 300% | \$6,225,000 | \$1,125,000 | 453% | \$21,460,000 | \$1,125,000 | 1808% |
| LANAI - MOLOKAI | | | | | | | | | |
| Lanai | 17 | 16 | 6% | \$700,000 | \$442,500 | 58% | \$19,168,000 | \$11,090,500 | 73% |
| Molokai | 40 | 27 | 48% | \$587,500 | \$475,000 | 24% | \$36,403,000 | \$12,793,500 | 185% |
| MAUI SUMMARY | 1,378 | 1,059 | 30% | \$995,000 | \$795,000 | 25% | \$2,374,186,911 | \$1,242,840,745 | 91% |

DECEMBER 2021 YTD NUMBER OF SALES

DECEMBER 2021 YTD TOTAL DOLLAR VOLUME

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

| DISTRICT | 2021 | 2020 | % Change | DISTRICT | 2021 | 2020 | % Change |
|---------------|--------------|--------------|------------|---------------|------------------------|------------------------|------------|
| CENTRAL | 382 | 347 | 10% | SOUTH | \$788,965,051 | \$337,190,690 | 134% |
| SOUTH | 304 | 216 | 41% | WEST | \$652,207,266 | \$295,741,449 | 121% |
| UPCOUNTRY | 242 | 198 | 22% | CENTRAL | \$328,427,769 | \$253,460,171 | 30% |
| WEST | 238 | 124 | 92% | UPCOUNTRY | \$293,122,578 | \$186,014,796 | 58% |
| NORTH SHORE | 144 | 119 | 21% | NORTH SHORE | \$246,704,247 | \$131,949,139 | 87% |
| LANAI/MOLOKAI | 57 | 43 | 33% | LANAI/MOLOKAI | \$55,571,000 | \$23,884,000 | 133% |
| EAST | 11 | 12 | -8% | EAST | \$9,189,000 | \$14,600,500 | -37% |
| TOTAL | 1,378 | 1,059 | 30% | TOTAL | \$2,374,186,911 | \$1,242,840,745 | 91% |

CONDOMINIUM
YEAR-OVER-YEAR

2,315
TOTAL NUMBER OF SALES
2021

1,361
TOTAL NUMBER OF SALES
2020

70%

\$650,000
MEDIAN SALES PRICE
2021

\$577,100
MEDIAN SALES PRICE
2020

13%

\$2,285,157,429
TOTAL DOLLAR VOLUME
2021

\$1,252,507,851
TOTAL DOLLAR VOLUME
2020

82%

| | Number of Sales | | | Median Sales Price | | | Total Dollar Volume | | |
|---------------------------|-----------------|--------------|------------|--------------------|------------------|------------|------------------------|------------------------|------------|
| | 2021 | 2020 | %Change | 2021 | 2020 | %Change | 2021 | 2020 | %Change |
| CENTRAL | | | | | | | | | |
| Kahakuloa | - | - | - | - | - | - | - | - | - |
| Kahului | 37 | 34 | 9% | \$175,000 | \$139,000 | 26% | \$7,554,500 | \$5,163,200 | 46% |
| Wailuku | 130 | 93 | 40% | \$430,000 | \$400,000 | 8% | \$60,838,589 | \$40,074,798 | 52% |
| EAST | | | | | | | | | |
| Hana | 2 | 0 | -- | \$547,000 | -- | -- | \$1,094,000 | \$0 | -- |
| Kaupo | - | - | - | - | - | - | - | - | - |
| Keanae | - | - | - | - | - | - | - | - | - |
| Kipahulu | - | - | - | - | - | - | - | - | - |
| Nahiku | - | - | - | - | - | - | - | - | - |
| NORTH SHORE | | | | | | | | | |
| Haiku | - | - | - | - | - | - | - | - | - |
| Sprecks/Paia/Kuau | 4 | 2 | 100% | \$602,500 | \$461,500 | 31% | \$5,374,000 | \$923,000 | 482% |
| SOUTH | | | | | | | | | |
| Kihei | 743 | 444 | 67% | \$566,000 | \$486,250 | 16% | \$485,080,684 | \$261,382,733 | 86% |
| Maalaea | 64 | 46 | 39% | \$480,000 | \$444,500 | 8% | \$32,376,400 | \$21,242,450 | 52% |
| Maui Meadows | - | - | - | - | - | - | - | - | - |
| Wailea/Makena | 316 | 159 | 99% | \$1,550,000 | \$1,498,000 | 4% | \$676,280,402 | \$415,411,250 | 63% |
| UPCOUNTRY | | | | | | | | | |
| Kula/Ulupalakua/Kanaio | - | - | - | - | - | - | - | - | - |
| Makawao/Olinda/Haliimaile | - | - | - | - | - | - | - | - | - |
| Pukalani | 7 | 10 | -30% | \$726,000 | \$645,000 | 13% | \$5,653,000 | \$6,731,900 | -16% |
| WEST | | | | | | | | | |
| Honokohau | - | - | - | - | - | - | - | - | - |
| Kaanapali | 237 | 159 | 49% | \$995,000 | \$1,050,000 | -5% | \$321,700,298 | \$212,877,531 | 51% |
| Kapalua | 146 | 40 | 265% | \$1,203,750 | \$1,162,500 | 4% | \$299,368,781 | \$68,617,500 | 336% |
| Lahaina | 145 | 156 | -7% | \$580,000 | \$594,960 | -3% | \$115,267,045 | \$110,535,002 | 4% |
| Napili/Kahana/Honokowai | 430 | 192 | 124% | \$540,000 | \$493,500 | 9% | \$258,317,710 | \$102,175,487 | 153% |
| Olowalu | - | - | - | - | - | - | - | - | - |
| LANAI - MOLOKAI | | | | | | | | | |
| Lanai | 3 | 3 | 0% | \$1,500,000 | \$850,000 | 77% | \$6,275,000 | \$3,408,000 | 84% |
| Molokai | 51 | 23 | 122% | \$175,000 | \$163,000 | 7% | \$9,977,020 | \$3,965,000 | 152% |
| MAUI SUMMARY | 2,315 | 1,361 | 70% | \$650,000 | \$577,100 | 13% | \$2,285,157,429 | \$1,252,507,851 | 82% |

DECEMBER 2021 YTD NUMBER OF SALES

| DISTRICT | 2021 | 2020 | % Change |
|---------------|--------------|--------------|------------|
| SOUTH | 1,123 | 649 | 73% |
| WEST | 958 | 547 | 75% |
| CENTRAL | 167 | 127 | 31% |
| LANAI/MOLOKAI | 54 | 26 | 108% |
| UPCOUNTRY | 7 | 10 | -30% |
| NORTH SHORE | 4 | 2 | 100% |
| EAST | 2 | - | - |
| TOTAL | 2,315 | 1,361 | 70% |

DECEMBER 2021 YTD TOTAL DOLLAR VOLUME

| DISTRICT | 2021 | 2020 | % Change |
|---------------|------------------------|------------------------|------------|
| SOUTH | \$1,193,737,486 | \$698,036,433 | 71% |
| WEST | \$994,653,834 | \$494,205,520 | 101% |
| CENTRAL | \$68,393,089 | \$45,237,998 | 51% |
| LANAI/MOLOKAI | \$16,252,020 | \$7,373,000 | 120% |
| UPCOUNTRY | \$5,653,000 | \$6,731,900 | -16% |
| NORTH SHORE | \$5,374,000 | \$923,000 | 482% |
| EAST | \$1,094,000 | - | - |
| TOTAL | \$2,285,157,429 | \$1,252,507,851 | 82% |

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



VACANT LAND
YEAR-OVER-YEAR

401
TOTAL NUMBER OF SALES
2021

206
TOTAL NUMBER OF SALES
2020

95%

\$675,000
MEDIAN SALES PRICE
2021

\$475,000
MEDIAN SALES PRICE
2020

42%

\$379,868,996
TOTAL DOLLAR VOLUME
2021

\$150,541,512
TOTAL DOLLAR VOLUME
2020

152%

Number of Sales

Median Sales Price

Total Dollar Volume

| | 2021 | 2020 | %Change | 2021 | 2020 | %Change | 2021 | 2020 | %Change |
|---------------------------|------------|------------|------------|------------------|------------------|------------|----------------------|----------------------|-------------|
| CENTRAL | | | | | | | | | |
| Kahakuloa | 2 | 7 | -71% | \$395,000 | \$425,000 | -7% | \$790,000 | \$3,280,000 | -76% |
| Kahului | - | 3 | -100% | - | \$280,000 | - | - | \$885,000 | -100% |
| Wailuku | 38 | 22 | 73% | \$612,500 | \$402,500 | 52% | \$26,283,500 | \$9,936,000 | 165% |
| EAST | | | | | | | | | |
| Hana | 20 | 9 | 122% | \$515,000 | \$625,000 | -18% | \$16,648,700 | \$7,398,000 | 125% |
| Kaupo | 2 | - | - | \$462,500 | - | - | \$925,000 | - | - |
| Keanae | - | - | - | - | - | - | - | - | - |
| Kipahulu | - | 1 | -100% | - | \$444,000 | - | - | \$444,000 | -100% |
| Nahiku | 2 | - | - | \$324,000 | - | - | \$648,000 | - | - |
| NORTH SHORE | | | | | | | | | |
| Haiku | 40 | 49 | -18% | \$635,000 | \$462,500 | 37% | \$33,141,019 | \$28,846,087 | 15% |
| Sprecks/Paia/Kuau | 2 | 2 | 0% | \$957,500 | \$2,275,000 | -58% | \$1,915,000 | \$4,550,000 | -58% |
| SOUTH | | | | | | | | | |
| Kihei | 4 | 5 | -20% | \$661,250 | \$475,000 | 39% | \$4,034,500 | \$2,800,000 | 44% |
| Maalaea | 1 | - | - | \$1,100,000 | - | - | \$1,100,000 | - | - |
| Maui Meadows | 1 | 1 | 0% | \$500,000 | \$455,000 | 10% | \$500,000 | \$455,000 | 10% |
| Wailea/Makena | 15 | 10 | 50% | \$1,665,000 | \$2,500,000 | -33% | \$43,595,000 | \$18,694,000 | 133% |
| UPCOUNTRY | | | | | | | | | |
| Kula/Ulupalakua/Kanaio | 51 | 46 | 11% | \$900,000 | \$530,000 | 70% | \$55,774,320 | \$36,447,850 | 53% |
| Makawao/Olinda/Haliimaile | 28 | 11 | 155% | \$505,000 | \$575,000 | -12% | \$31,438,934 | \$7,000,000 | 349% |
| Pukalani | 8 | 6 | 33% | \$432,500 | \$397,500 | 9% | \$3,727,000 | \$2,729,500 | 37% |
| WEST | | | | | | | | | |
| Honokohau | - | - | - | - | - | - | - | - | - |
| Kaanapali | 53 | 11 | 382% | \$550,000 | \$428,575 | 28% | \$35,960,007 | \$5,678,075 | 533% |
| Kapalua | 58 | 8 | 625% | \$982,500 | \$837,500 | 17% | \$65,265,000 | \$13,925,000 | 369% |
| Lahaina | 19 | 4 | 375% | \$1,150,000 | \$1,527,250 | -25% | \$25,546,000 | \$5,129,500 | 398% |
| Napili/Kahana/Honokowai | 7 | - | - | \$500,000 | - | - | \$3,186,975 | - | - |
| Olowalu | 5 | 1 | 400% | \$3,600,000 | \$475,000 | 658% | \$18,000,000 | \$475,000 | 3690% |
| LANAI - MOLOKAI | | | | | | | | | |
| Lanai | 4 | - | - | \$1,175,000 | - | - | \$4,795,000 | - | - |
| Molokai | 41 | 10 | 310% | \$135,000 | \$117,500 | 15% | \$6,595,041 | \$1,868,500 | 253% |
| MAUI SUMMARY | 401 | 206 | 95% | \$675,000 | \$475,000 | 42% | \$379,868,996 | \$150,541,512 | 152% |

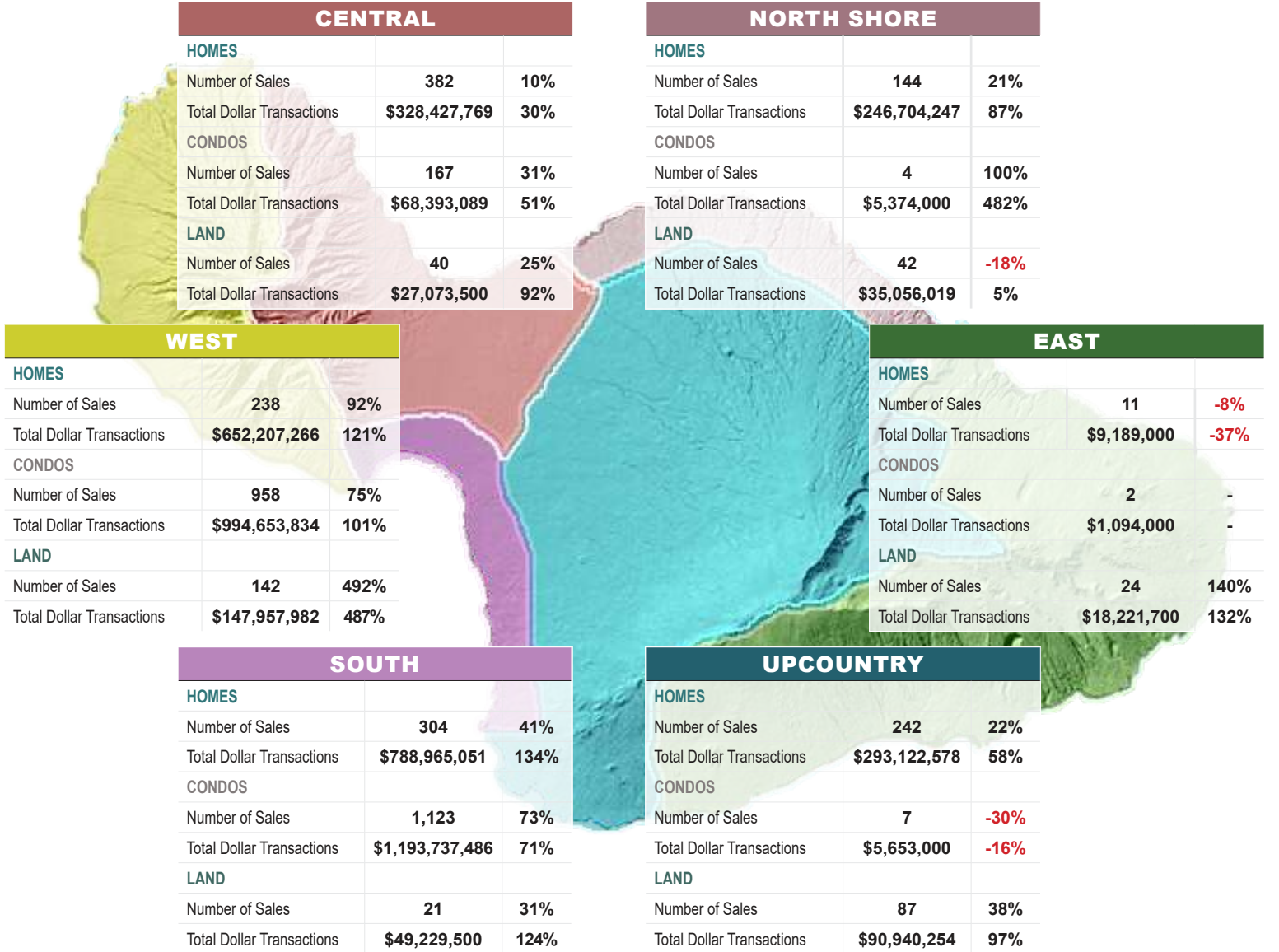
DECEMBER 2021 YTD NUMBER OF SALES

DECEMBER 2021 YTD TOTAL DOLLAR VOLUME

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

| DISTRICT | 2021 | 2020 | % Change |
|---------------|------------|------------|------------|
| WEST | 142 | 24 | 492% |
| UPCOUNTRY | 87 | 63 | 38% |
| LANAI/MOLOKAI | 45 | 10 | 350% |
| NORTH SHORE | 42 | 51 | -18% |
| CENTRAL | 40 | 32 | 25% |
| EAST | 24 | 10 | 140% |
| SOUTH | 21 | 16 | 31% |
| TOTAL | 401 | 206 | 95% |

| DISTRICT | 2021 | 2020 | % Change |
|---------------|----------------------|----------------------|-------------|
| WEST | \$147,957,982 | \$25,207,575 | 487% |
| UPCOUNTRY | \$90,940,254 | \$46,177,350 | 97% |
| SOUTH | \$49,229,500 | \$21,949,000 | 124% |
| NORTH SHORE | \$35,056,019 | \$33,396,087 | 5% |
| CENTRAL | \$27,073,500 | \$14,101,000 | 92% |
| EAST | \$18,221,700 | \$7,842,000 | 132% |
| LANAI/MOLOKAI | \$11,390,041 | \$1,868,500 | 510% |
| TOTAL | \$379,868,996 | \$150,541,512 | 152% |



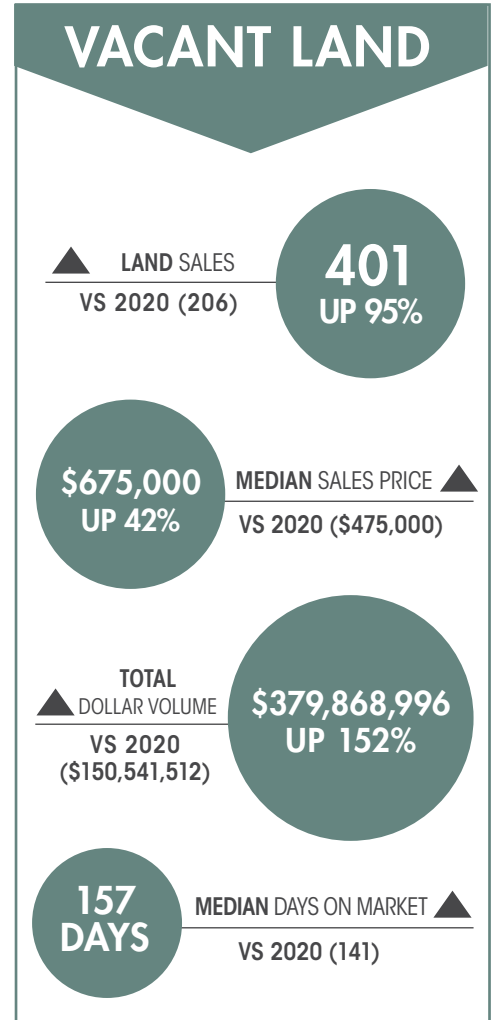
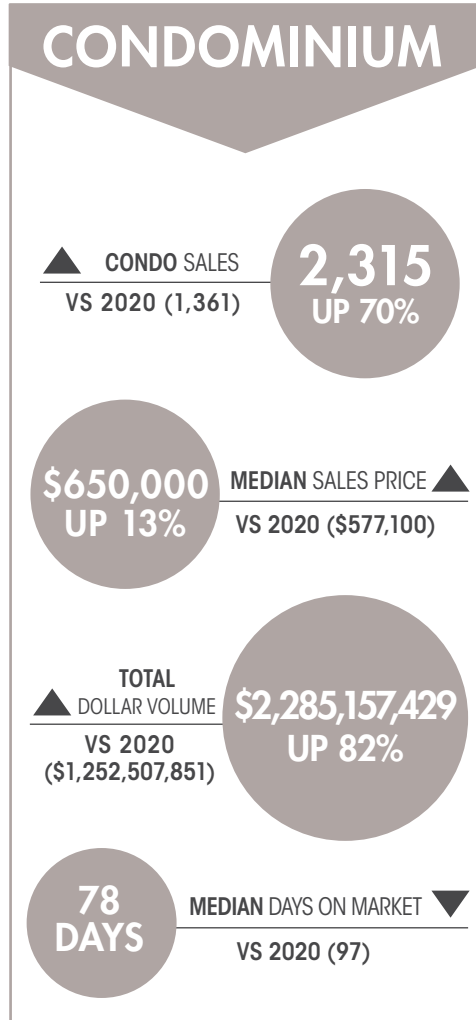
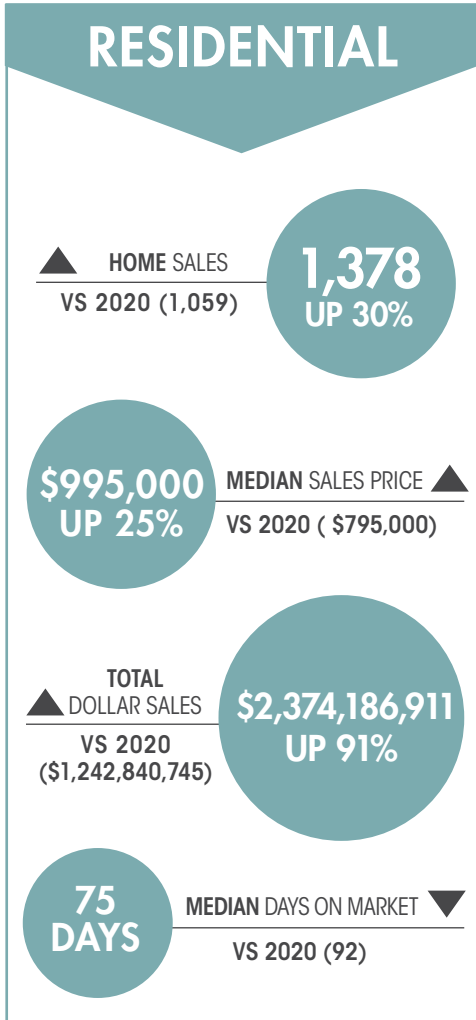
- CENTRAL**
Kahakuloa, Kahului, Wailuku
- SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- EAST**
Hana, Kaupo, Kipahulu, Nahiku
- UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- NORTH SHORE**
Haiku, Sprecklesville/Paia/Kuau
- WEST**
Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai,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

Source:
Realtors Association of Maui
www.RAMau.com

| RESIDENTIAL TOP 10 AREAS Total Dollar Volume | |
|--|---------------|
| Wailea/Makena | \$389,098,217 |
| Kihei | \$331,279,334 |
| Lahaina | \$214,640,673 |
| Wailuku | \$207,933,469 |
| Kaanapali | \$157,869,166 |
| Haiku | \$150,004,107 |
| Kapalua | \$144,197,500 |
| Kula/Ulupalakua/Kanaio | \$143,765,275 |
| Kahului | \$116,524,300 |
| Napili/Kahana/Honokowai | \$114,039,927 |

| CONDOMINIUM TOP 10 AREAS Total Dollar Volume | |
|--|---------------|
| Wailea/Makena | \$676,280,402 |
| Kihei | \$485,080,684 |
| Kaanapali | \$321,700,298 |
| Kapalua | \$299,368,781 |
| Napili/Kahana/Honokowai | \$258,317,710 |
| Lahaina | \$115,267,045 |
| Wailuku | \$60,838,589 |
| Maalaea | \$32,376,400 |
| Molokai | \$9,977,020 |
| Kahului | \$7,554,500 |

| VACANT LAND TOP 10 AREAS Total Dollar Volume | |
|--|--------------|
| Kapalua | \$65,265,000 |
| Kula/Ulupalakua/Kanaio | \$55,774,320 |
| Wailea/Makena | \$43,595,000 |
| Kaanapali | \$35,960,007 |
| Haiku | \$33,141,019 |
| Makawao/Olinda/Haliimaile | \$31,438,934 |
| Wailuku | \$26,283,500 |
| Lahaina | \$25,546,000 |
| Olowalu | \$18,000,000 |
| Hana | \$16,648,700 |



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 |

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 | Debra Cabradilla | Mary Jo Cabral | Reta Chin | Wendy Gomes | Deni Kawauchi | Tori Lapolla | Joanne Mackey | Kosei Nagata | Mercy Palmer | Trisha Spencer-Kitayama

8 Experienced Officers | 3 Sales Executives | 238 Years of Combined Experience

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