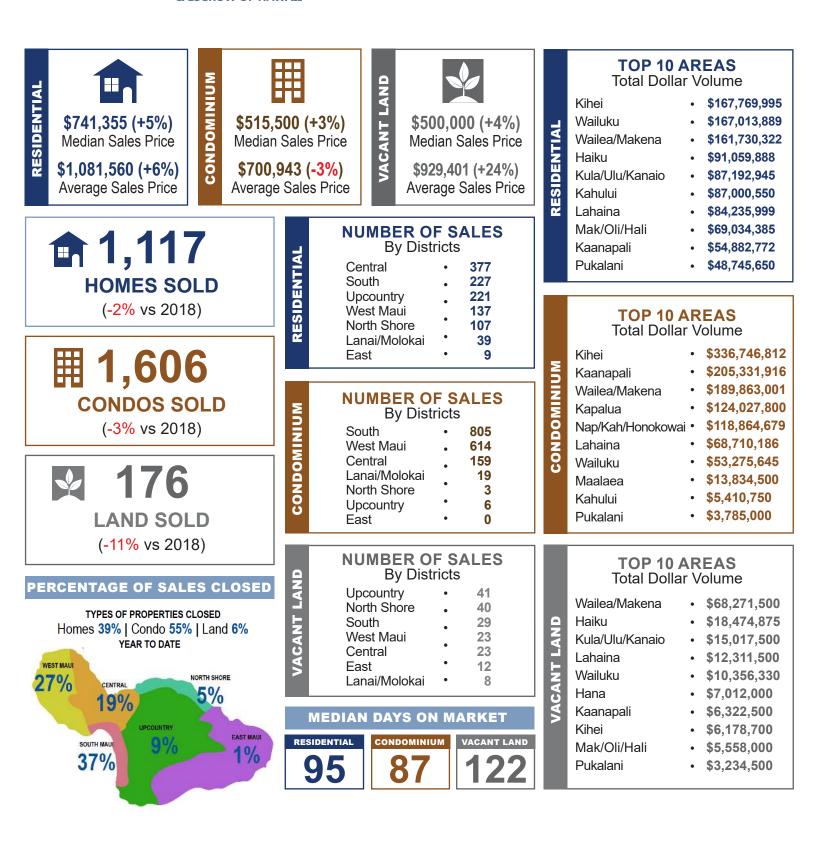
MAUI RESIDENTIAL STATISTICS

Fidelity National Title & ESCROW OF HAWAII

YEAR END S Year End 2019 YTD vs Year End 2018 YTD



🔳 Fidelity National Title & Escrow of Hawaii

Year End 2019 YTD vs Year End 2018 YTD



FNF'S Maui Statistical Report • Residential Year to Date Breakdown By Districts

RESIDENTI	AL	1,117 TOTAL NUR 2019		sales - 2%	\$741,355 MEDIAN SAI 2019			08,102,347 L DOLLAR VOLUI	ME
YEAR-OVER-YEA		1,139 TOTAL NUM 2018			\$710,000 MEDIAN SAI 2018	_	\$1,1		
		umber of S			edian Sales			al Dollar Volu	-
CENTRAL	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
Kahakuloa	1	2	-50%	\$695,000	\$875,000	-21%	\$695,000	\$1,750,000	-60%
Kahului	128	137	-7%	\$665,000	\$677,500	-21%	\$87,000,550	\$92,194,990	-60%
Wailuku	248	265	-6%	\$675,000	\$660,000	2%	\$167,013,889	\$175,098,488	-5%
	270	200	570	ψ010,000	\$000,000	270	φ101,010,009	ψ170,000, 1 00	U 70
EAST	0	20	-55%	¢706 677	\$762.500	3%	\$11.124.377	\$20,294,900	-45%
Hana	9	0		\$786,677	\$762,500	-	\$11,124,377	\$20,384,890 \$0	
Kaupo Kipahulu	0	0					\$0	\$0	
Nahiku	0	0					\$0	\$0	
	0	0					φU	φŪ	
NORTH SHORE									
Haiku	91	92	-1%	\$813,000	\$842,500	-4%	\$91,059,888	\$87,991,251	4%
Sprecks/Paia/Kuau	16	28	-43%	\$1,411,563	\$795,000	78%	\$30,259,125	\$32,528,812	-7%
SOUTH									
Kihei	169	172	-2%	\$795,000	\$700,000	14%	\$167,769,995	\$192,291,953	-13%
Maalaea	0	1	-100%		\$2,000,000		\$0	\$2,000,000	-100%
Maui Meadows	23	31	-26%				\$32,330,000	\$37,569,600	-14%
Wailea/Makena	35	34	3%	\$2,500,000	\$1,805,000	39%	\$161,730,322	\$107,893,000	50%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	79	71	11%	\$985,000	\$950,000	4%	\$87,192,945	\$77,733,317	12%
Makawao/Olinda/Haliimaile	82	63	30%	\$682,500	\$648,500	5%	\$69,034,385	\$46,975,557	47%
Pukalani	60	41	46%	\$715,000	\$704,000	2%	\$48,745,650	\$32,115,700	52%
WEST									
Kaanapali	25	36	-31%	\$1,700,000	\$1,837,500	-8%	\$54,882,772	\$76,225,202	-28%
Kapalua	19	8	138%	\$2,550,000	\$2,840,000		\$48,554,020	\$30,943,300	57%
Lahaina	59	53	11%	\$850,000	\$850,000	0%	\$84,235,999	\$91,461,800	-8%
Napili/Kahana/Honokowai	33	32	3%	\$960,000	\$924,000	4%	\$46,166,430	\$32,072,600	44%
Olowalu	1	1	0%	\$2,800,000	\$1,360,000	106%	\$2,800,000	\$1,360,000	106%
LANAI - MOLOKAI									
Lanai	10	21	-52%	\$455,000	\$460,000	-1%	\$5,508,000	\$11,508,000	-52%
Molokai	29	31	-7%	\$330,000	\$320,000	3%	\$11,999,000	\$15,066,551	-20%
MAUI SUMMARY	1,117	1,139	-2%	\$741,355	\$710,000		\$1,208,102,347	\$1,165,165,011	4%
YEAR END 2019 YT					0 2019 YTD NUM		Courses D	ealtors Association of Maui – w	
DISTRICT 201			centage	DISTRIC		2018 Percer Char	tage WWW.	idelityMa	ii.com

DISTRICT	2019	2018	Percentage Change
SOUTH	\$361,830,317	\$339,754,553	6%
CENTRAL	\$254,709,439	\$269,043,478	-5%
WEST	\$236,639,221	\$232,062,902	2%
UPCOUNTRY	\$204,972,980	\$156,824,574	31%
NORTH SHORE	\$121,319,013	\$120,520,063	1%
LANAI/MOLOKAI	\$17,507,000	\$26,574,551	-34%
EAST	\$11,124,377	\$20,384,890	-45%
TOTAL	\$1,208,102,347	1,165,165,011	4%

Change CENTRAL 377 404 -7% SOUTH 238 227 -5% UPCOUNTRY 175 26% 221 WEST 137 130 5% -11% NORTH SHORE 107 120 LANAI/MOLOKAI 39 52 -25% EAST 9 20 -55% TOTAL 1139 1117 -2%

Year End 2019 YTD vs Year End 2018 YTD

Fidelity National Title & ESCROW OF HAWAII

FNF'S Maui Statistical Report • Condominium Year to Date Breakdown By Districts

CONDOMIN		1,606 TOTAL NUI 2019		sales - 3%	\$515,500 MEDIAN SALE 2019			25,713,944 L DOLLAR VOLUN	ME 5%
YEAR-OVER-YEA	R	1,657 TOTAL NUI 2018	MBER OF	SALES	\$500,000 MEDIAN SALE 2018	S PRICE	-	98,922,494 L DOLLAR VOLUN	ME
		umber of S			edian Sales F			al Dollar Volu	
CENTRAL	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
Kahului	33	36	-8%	\$135,000	\$125,000	8%	\$5,410,750	\$5,692,880	-5%
Wailuku	126	169	-25%	\$135,000	\$125,000	-5%	\$53,275,645	\$5,092,880	-3%
Walluku	120	109	-23 /0	φ413,000	\$430,750	-5 /0	φ 3 5,275,045	\$07,055,00Z	-22 /0
EAST									
Hana	0	0					\$0	\$0	
I Idild	0	0					φυ	φυ	
NORTH SHORE									
Haiku	0	0					\$0	\$0	
Sprecks/Paia/Kuau	0	0	-25%	 \$370,000	\$373,500		\$0	\$0	 -16%
Sprecks/Fala/Ruau	3	4	-23%	\$370,000	\$373,500	-170	\$1,241,000	\$1,470,000	-10 %
SOUTH	0.40	011	50/	¢450.000	¢ 440,000	400/	\$000 740 040	#000 407 000	400/
Kihei	643	611	5%	\$450,000	\$410,000	10%	\$336,746,812	\$299,497,868	12%
Maalaea Wailea/Makena	29 133	46 216	-37% -38%	\$463,000	\$427,500	8% 1%	\$13,834,500	\$20,313,150	-32% -43%
wallea/wakena	133	210	-30%	\$1,199,000	\$1,184,950	1 %	\$189,863,001	\$331,171,895	-43%
UPCOUNTRY									
	0	0	00/	¢000.000	¢002.000	20/	¢0.705.000	¢0.700.000	00/
Pukalani	6	6	0%	\$620,000	\$603,000	3%	\$3,785,000	\$3,786,000	0%
WEST									
Kaanapali	168	173	-3%	\$952,500	\$801,000	19%	\$205,331,916	\$191,084,387	8%
Kapalua	61	45	36%	\$1,050,000	\$1,031,250	2%	\$124,027,800	\$92,832,112	34%
Lahaina	122	87	40%	\$559,500	\$526,500	6%	\$68,710,186	\$55,309,056	24%
Napili/Kahana/Honokowai	263	245	7%	\$450,000	\$437,000	3%	\$118,864,679	\$119,262,044	0%
LANAI - MOLOKAI									
Lanai	3	4	-25%	\$193,000	\$1,625,000	-88%	\$2,073,000	\$8,200,000	-75%
Molokai	16	15	7%	\$142,500	\$158,000	-10%	\$2,549,655	\$2,463,500	4%
MAUI SUMMARY	1,606	1,657	-3%	\$515,500	\$500,000	3%	\$1,125,713,944	\$1,198,922,494	-6%

YEAR END 2019 YTD TOTAL DOLLAR VOLUME						
DISTRICT	2019	2018	Percentage Change			
SOUTH	\$540,444,313	650,982,913	-17%			
WEST	\$516,934,581	458,487,599	13%			
CENTRAL	\$58,686,395	73,526,482	-20%			
LANAI/MOLOKAI	\$4,622,655	10,663,500	-57%			
NORTH SHORE	\$1,241,000	1,476,000	-16%			
UPCOUNTRY	\$3,785,000	3,786,000	0%			
EAST	\$0	0	~			
TOTAL	\$1,125,713,944	1,198,922,494	-6%			

YEAR END 2019 YTD NUMBER OF SALES						
DISTRICT	2019	2018	Percentage Change			
SOUTH	805	873	-8%			
WEST	614	550	12%			
CENTRAL	159	205	-22%			
LANAI/MOLOKAI	19	19	0%			
NORTH SHORE	3	4	-25%			
UPCOUNTRY	6	6	0%			
EAST	0	0	~			
TOTAL	1606	1657	-3%			

www.FidelityMaui.com

Year End 2019 YTD vs Year End 2018 YTD



FNF'S Maui Statistical Report • Vacant Land Year to Date Breakdown By Districts

			176 TOTAL 2019	NUMBER OF	SALES I	\$500,000 MEDIAN S 2019		49	TOT 2019		ле 9%
YEAR-OVER	(-YEAI	1	198 TOTAL 2018	NUMBER OF	SALES I	5482,625 MEDIAN S 2018		ICE		7,953,431 AL DOLLAR VOLUN	ΛE
		N	umber	of Sales	Med	dian Sale	es Pric	e	Т	otal Dollar Volu	me
		2019	2018	8 %Change	2019	2018	%	Change	2019	2018	%Change
CENTRAL											
Kahakuloa		1	0		\$360,000				\$360,000	\$0	
Kahului		0	2	-100%		\$1,583,7	50		\$0	\$3,167,500	-100%
Wailuku		22	19	16%	\$500,000	\$315,00	0	59%	\$10,356,330	\$7,199,325	44%
EAST											
Hana		11	8	38%	\$610,000	\$467,50	0	31%	\$7,012,000	\$3,680,000	91%
Kaupo		1	1	0%	\$275,000	\$1,450,0	- 00	81%	\$275,000	\$1,450,000	-81%
Kipahulu		0	0						\$0	\$0	
Nahiku		0	2	-100%		\$323,00	0		\$0	\$646,000	-100%
NORTH SHORE											
Haiku		39	53	-26%	\$471,000	\$480,15	0	-2%	\$18,474,875	\$30,284,550	-39%
Sprecks/Paia/Kuau		1	1	0%	\$1,600,000	\$2,900,0		45%	\$1,600,000	\$2,900,000	-45%
SOUTH											
Kihei		8	13	-39%	\$693,350	\$415,00	0	67%	\$6,178,700	\$9,085,000	-32%
Maui Meadows		2	1	100%	\$470,500	\$725,00		35%	\$941,000	\$725,000	30%
Wailea/Makena		19	6	217%	\$1,298,000	\$5,725,0		77%	\$68,271,500	\$31,785,000	115%
UPCOUNTRY											
Kula/Ulupalakua/Ka	nnoio	24	35	-31%	\$432,000	\$650,00	0	34%	\$15,017,500	\$22,827,025	-34%
Makawao/Olinda/Haliii		10	11		\$455,000	\$425,00		34 % 7%	\$5,558,000	\$6,595,900	-34 %
Pukalani	mane	7	5	40%	\$387,000	\$375,00		3%	\$3,234,500	\$1,917,000	69%
		I	0	4070	<i>\\\</i> 007,000	ψ070,00	0	070	ψ0,204,000	\$1,517,000	0070
WEST											
Honokohau		0	0						\$0	\$0	
Kaanapali		9	10	-10%	\$695,000	\$649,50	0	7%	\$6,322,500	\$6,459,731	-2%
Kapalua		2	0		\$1,575,000				\$3,150,000	\$0	
Lahaina		10	11	-9%	\$1,650,000	\$1,500,0	00	10%	\$12,311,500	\$14,521,500	-15%
Napili/Kahana/Honoko	owai	0	0						\$0	\$0	
Olowalu		2	1	100%	\$500,000	\$575,00	0 -	13%	\$1,000,000	\$575,000	74%
LANAI - MOLOKAI	l i										
Lanai		0	0						\$0	\$0	
Molokai		8	19	-58%	\$148,000	\$190,00	0 -	22%	\$1,233,000	\$4,134,900	-70%
MAUI SUMMA	RY	176	19	8 -11%	\$500,000	\$482,62	25	4% \$	5161,296,40	5 \$147,953,431	9%
YEAR END 201	9 YTC	D TOTAL D	OLLAR		YEAR END 2	2019 YTD N	UMBER		5	e: Realtors Association of Maui –	www.RAMaui.co
DISTRICT	201	9	2018	Percentage Change	DISTRICT	2019	2018	Percent Chang		.FidelityMa	ui.con
SOUTH	\$75,391	,200 \$41	,595,000	81%	UPCOUNTRY	41	51	-20%	/-	-	
	\$23,810		,339,925	-24%	NORTH SHORE	40	54	-26%	•		
	\$22,784 \$20.074		1,556,231	6%	SOUTH	29	20	45%			
	\$20,074 \$7,287,		3,184,550 ,776,000	-40% 26%	WEST CENTRAL	23 23	22 21	5% 10%			
	\$10,716),366,825	3%	EAST	12	11	9%			
LANAI/MOLOKAI	\$1,233,	.000 \$4	,134,900	-70%	LANAI/MOLOKA		19	-58%			
TOTAL \$	5161,290	6,405 \$14	7,953,431	9%	TOTAL	176	198	-11%			

MAUI DISTRICTS Year End 2019 YTD vs Year End 2018 YTD

YEAR END

CENTRAL		
HOMES		
Number of Sales	377	-7%
Total Dollar Transactions	\$254,709,439	-5%
CONDO		
Number of Sales	159	-22%
Total Dollar Transactions	\$58,686,395	-20%
LAND		
Number of Sales	23	10%
Total Dollar Transactions	\$10,716,330	3%

NORTH SHORE		
HOMES		
Number of Sales	107	-11%
Total Dollar Transactions	\$121,319,013	1%
CONDO		
Number of Sales	3	-25%
Total Dollar Transactions	\$1,241,000	-16%
LAND		
Number of Sales	40	-26%
Total Dollar Transactions	\$20,074,875	-40%

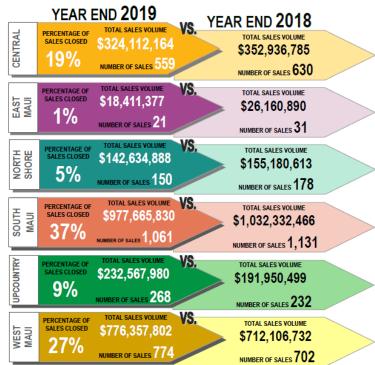
WEST MAUI

HOMES		
Number of Sales	137	5%
Total Dollar Transactions	\$236,639,221	2%
CONDO		
Number of Sales	614	12%
Total Dollar Transactions	\$516,934,581	13%
LAND		
Number of Sales	23	5%
Total Dollar Transactions	\$22,784,000	6%

SOUTH MAUI		
HOMES	1	
Number of Sales	227	-5%
Total Dollar Transactions	\$361,830,317	6%
CONDO		
Number of Sales	805	-8%
Total Dollar Transactions	\$540,444, <mark>31</mark> 3	-17%
LAND		
Number of Sales	29	45%
Total Dollar Transactions	\$75,391,200	81%

EAST MAUI		
HOMES		
Number of Sales	9	-55%
Total Dollar Transactions	\$11,124,377	-45%
CONDO		
Number of Sales	0	-100%
Total Dollar Transactions	\$0	-100%
LAND	1	
Number of Sales	12	9%
Total Dollar Transactions	\$7,287,000	26%

UPCOUNTRY Number of Sales 221 26% **Total Dollar Transactions** \$204,972,980 31% CONDO Number of Sales 6 0% **Total Dollar Transactions** \$3,785,000 0% LAND Number of Sales 41 -20% **Total Dollar Transactions** \$23,810,000 -24%





Kahakuloa, Kahului, Wailuku

Hana, Kaupo, Kipahulu, Nahiku

Haiku, Sprecks/Paia/Kuau

Kihei, Maalaea, Maui Meadows, Wailea/Makena

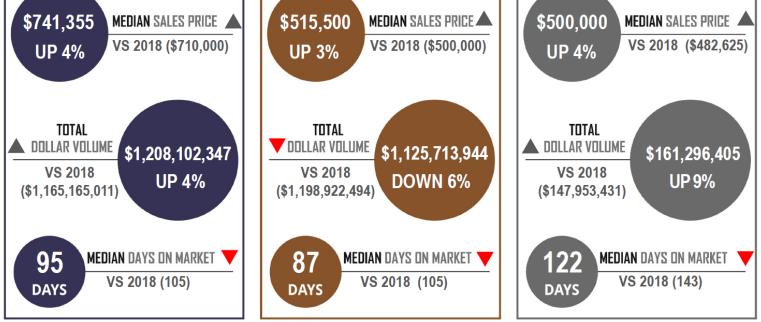
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani

Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai, Olowalu

y 🕞 Fidelity National Title & Escrow of Hawaii. om Information is dee

YEAR END





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					
CONSIDER	ATION PAID	Scale #1: Applies to all transfers or conveyanceof realty or	Scale #2:		
At Least	But Less Than	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 Millior	and Above	\$1.00	\$1.25		

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



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.

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.

^{*}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.

Fidelity National Title & ESCROW OF HAWAII

2019-2020

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

HONOLULU COUNTY

CLASS	Net Taxable Building/Land Tax RatesPer/\$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

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

HAWAI'I COUNTY

Net Taxable CLASS Building/Land Tax RatesPer/\$1,000 Affordable Renting \$6.15 Housing Agriculture/Native \$9.35 Forest \$11.70 Apartment Commercial \$10.70 Conservation \$11.55 Homeowner \$6.15 Hotel/Resort \$11.55 Industrial \$10.70 \$11.10 Residential

KAUAI COUNTY

CLASS	Net Taxable Building/Land Tax RatesPer/\$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

