

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

	% OF CLOSINGS	# OF UNITS RECORDED		MEDIAN PRICE		MEDIAN DAYS ON MARKET
HOMES	32%	55	▼ -10%	\$1,342,581	▲ 14%	99
CONDO	53%	92	▲ 70%	\$795,000	▲ 21%	68
LAND	15%	25	▲ 19%	\$1,750,000	▲ 188%	81

DISTRICT	2024 VS 2023 YTD NUMBER OF UNITS		2024 VS 2023 YTD TOTAL DOLLAR VOLUME		
	2024	% Change	DISTRICT	2024	% Change
SOUTH	69	130%	SOUTH	\$120,350,355	37%
WEST	41	0%	UPCOUNTRY	\$61,379,000	300%
CENTRAL	30	-14%	WEST	\$46,259,001	-30%
UPCOUNTRY	18	64%	CENTRAL	\$28,225,981	0%
NORTH SHORE	12	-8%	NORTH SHORE	\$17,248,500	-22%
EAST	1	0%	LANAI/MOLOKAI	\$375,000	-84%
LANAI/MOLOKAI	1	-80%	EAST	\$365,000	-43%
TOTAL	172	26%	TOTAL	\$274,202,837	23%

● % of Closed Sales by Districts through January 31, 2024

● Number of Recorded transactions from January 1, 2024 – January 31, 2024

RESIDENTIAL
YEAR-OVER-YEAR

55
TOTAL NUMBER OF SALES
2024

61
TOTAL NUMBER OF SALES
2023

-10%

\$1,342,581
MEDIAN SALES PRICE
2024

\$1,175,000
MEDIAN SALES PRICE
2023

14%

\$86,945,937
TOTAL DOLLAR VOLUME
2024

\$137,116,343
TOTAL DOLLAR VOLUME
2023

-37%

Number of Sales

Median Sales Price

Total Dollar Volume

	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	7	10	-30%	\$1,100,000	\$922,500	19%	\$8,120,600	\$9,405,750	-14%
Wailuku	11	14	-21%	\$1,301,000	\$975,000	33%	\$13,906,381	\$14,259,500	-3%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	8	8	0%	\$1,400,000	\$1,447,500	-3%	\$13,065,000	\$15,128,000	-14%
Sprecks/Paia/Kuau	1	1	0%	\$1,875,000	\$2,572,603	-27%	\$1,875,000	\$2,572,603	-27%
SOUTH									
Kihei	11	5	120%	\$1,350,000	\$1,175,000	15%	\$16,200,000	\$7,770,000	109%
Maalaea	1	-	-	\$2,933,006	-	-	\$2,933,006	-	-
Maui Meadows	1	1	0%	\$2,760,000	\$3,607,000	-24%	\$2,760,000	\$3,607,000	-24%
Wailea/Makena	1	3	-67%	\$6,977,950	\$5,700,000	22%	\$6,977,950	\$40,823,491	-83%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	1	4	-75%	\$3,300,000	\$1,375,000	140%	\$3,300,000	\$4,730,000	-30%
Makawao/Olinda/Haliimaile	4	2	100%	\$947,500	\$675,000	40%	\$3,848,000	\$1,350,000	185%
Pukalani	3	-	-	\$905,000	-	-	\$3,330,000	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	2	-	-	\$2,500,000	-	-	\$5,000,000	-	-
Kapalua	-	2	-100%	-	\$4,962,500	-	-	\$9,925,000	-100%
Lahaina	-	5	-100%	-	\$2,100,000	-	-	\$20,125,000	-100%
Napili/Kahana/Honokowai	3	4	-25%	\$1,690,000	\$1,525,000	11%	\$5,255,000	\$5,849,999	-10%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	1	-100%	-	\$695,000	-	-	\$695,000	-100%
Molokai	1	1	0%	\$375,000	\$875,000	-57%	\$375,000	\$875,000	-57%
MAUI SUMMARY	55	61	-10%	\$1,342,581	\$1,175,000	14%	\$86,945,937	\$137,116,343	-37%

JANUARY 2024 YTD NUMBER OF SALES

JANUARY 2024 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2024	2023	% Change
CENTRAL	18	24	-25%
SOUTH	14	9	56%
NORTH SHORE	9	9	0%
UPCOUNTRY	8	6	33%
WEST	5	11	-55%
LANAI/MOLOKAI	1	2	-50%
EAST	-	-	-
TOTAL	55	61	-10%

DISTRICT	2024	2023	% Change
SOUTH	\$28,870,956	\$52,200,491	-45%
CENTRAL	\$22,026,981	\$23,665,250	-7%
NORTH SHORE	\$14,940,000	\$17,700,603	-16%
UPCOUNTRY	\$10,478,000	\$6,080,000	72%
WEST	\$10,255,000	\$35,899,999	-71%
LANAI/MOLOKAI	\$375,000	\$1,570,000	-76%
EAST	-	-	-
TOTAL	\$86,945,937	\$137,116,343	-37%

CONDOMINIUM
YEAR-OVER-YEAR

92
TOTAL NUMBER OF SALES
2024

54
TOTAL NUMBER OF SALES
2023

70%

\$795,000
MEDIAN SALES PRICE
2024

\$657,500
MEDIAN SALES PRICE
2023

21%

\$108,845,899
TOTAL DOLLAR VOLUME
2024

\$55,234,500
TOTAL DOLLAR VOLUME
2023

97%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	5	2	150%	\$251,000	\$260,000	-4%	\$1,244,000	\$520,000	139%
Wailuku	6	2	200%	\$422,500	\$574,500	-27%	\$3,155,000	\$1,149,000	175%
EAST									
Hana	-	-	-	-	-	-	-	-	-
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	-	-	-	-	-	-	-	-	-
Sprecks/Paia/Kuau	1	-	-	\$838,500	-	-	\$838,500	-	-
SOUTH									
Kihei	33	13	154%	\$780,000	\$770,000	1%	\$29,313,500	\$12,407,500	136%
Maalaea	4	3	33%	\$972,500	\$729,000	33%	\$3,650,000	\$2,214,000	65%
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	12	4	200%	\$2,669,275	\$3,050,000	-13%	\$40,290,899	\$18,622,000	116%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	-	1	-100%	-	\$600,000	-	-	\$600,000	-100%
Makawao/Olinda/Haliimaile	-	-	-	-	-	-	-	-	-
Pukalani	4	1	300%	\$899,000	\$875,000	3%	\$3,593,000	\$875,000	311%
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	11	3	267%	\$1,575,000	\$1,030,000	53%	\$16,775,000	\$4,180,000	301%
Kapalua	-	1	-100%	-	\$655,000	-	-	\$655,000	-100%
Lahaina	-	8	-100%	-	\$710,000	-	-	\$5,510,000	-100%
Napili/Kahana/Honokowai	19	16	19%	\$629,000	\$530,500	19%	\$12,653,000	\$9,477,000	34%
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	-	2	-100%	-	\$250,000	-	-	\$500,000	-100%
MAUI SUMMARY	92	54	70%	\$795,000	\$657,500	21%	\$108,845,899	\$55,234,500	97%

JANUARY 2024 YTD NUMBER OF SALES

DISTRICT	2024	2023	% Change
SOUTH	49	20	145%
WEST	30	28	7%
CENTRAL	11	4	175%
NORTH SHORE	1	-	-
UPCOUNTRY	1	-	-
EAST	-	-	-
LANAI/MOLOKAI	-	2	-100%
TOTAL	92	54	70%

JANUARY 2024 YTD TOTAL DOLLAR VOLUME

DISTRICT	2024	2023	% Change
SOUTH	\$73,254,399	\$33,243,500	120%
WEST	\$29,428,000	\$19,822,000	48%
CENTRAL	\$4,399,000	\$1,669,000	164%
UPCOUNTRY	\$926,000	-	-
NORTH SHORE	\$838,500	-	-
EAST	-	-	-
LANAI/MOLOKAI	-	\$500,000	-100%
TOTAL	\$108,845,899	\$55,234,500	97%

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



VACANT LAND
YEAR-OVER-YEAR

25
TOTAL NUMBER OF SALES
2024

21
TOTAL NUMBER OF SALES
2023

19%

\$1,750,000
MEDIAN SALES PRICE
2024

\$607,500
MEDIAN SALES PRICE
2023

188%

\$78,411,001
TOTAL DOLLAR VOLUME
2024

\$30,905,765
TOTAL DOLLAR VOLUME
2023

154%

Number of Sales

Median Sales Price

Total Dollar Volume

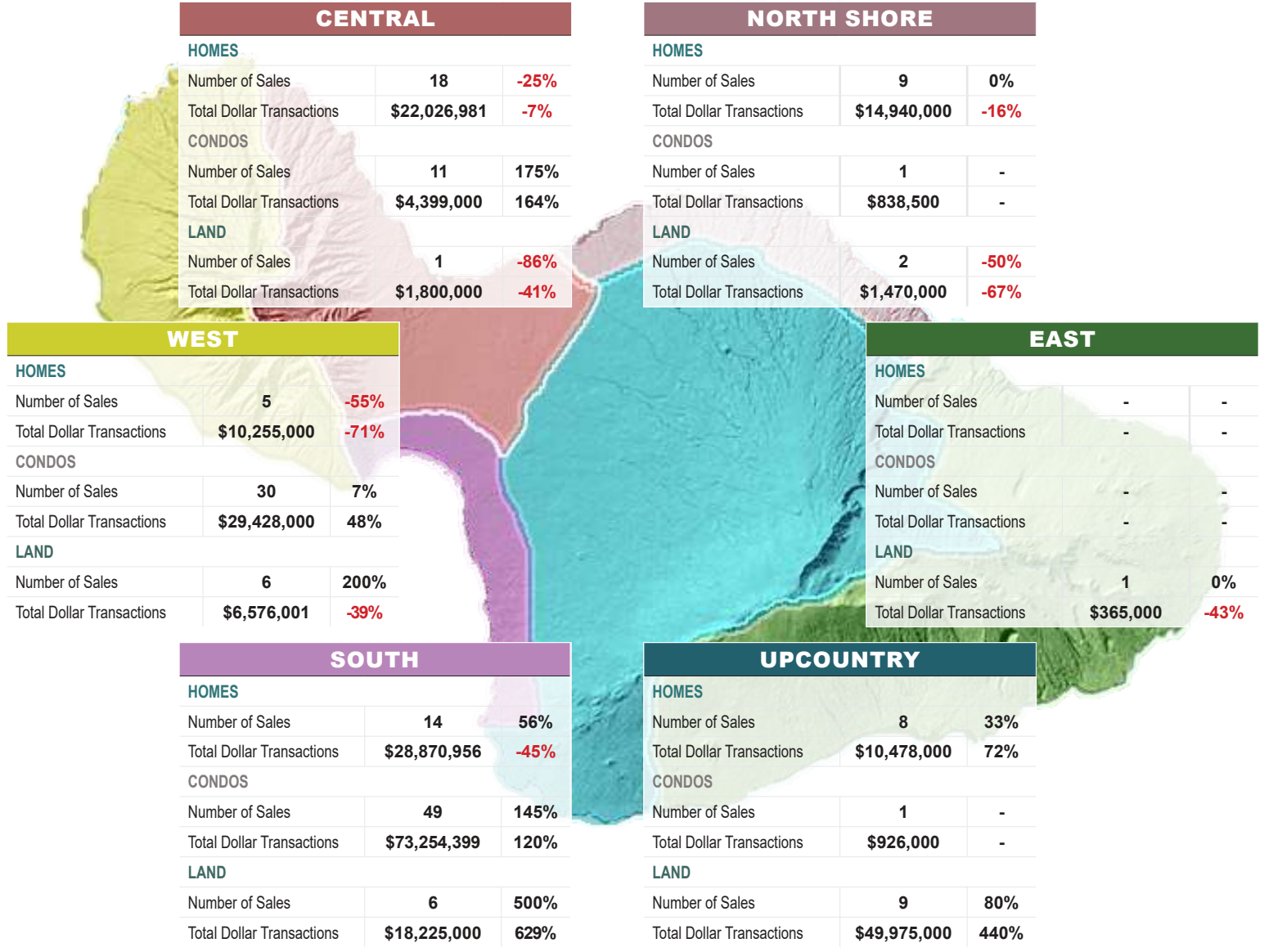
	2024	2023	%Change	2024	2023	%Change	2024	2023	%Change
CENTRAL									
Kahakuloa	-	-	-	-	-	-	-	-	-
Kahului	-	-	-	-	-	-	-	-	-
Wailuku	1	7	-86%	\$1,800,000	\$515,000	250%	\$1,800,000	\$3,030,000	-41%
EAST									
Hana	1	1	0%	\$365,000	\$640,000	-43%	\$365,000	\$640,000	-43%
Kaupo	-	-	-	-	-	-	-	-	-
Keanae	-	-	-	-	-	-	-	-	-
Kipahulu	-	-	-	-	-	-	-	-	-
Nahiku	-	-	-	-	-	-	-	-	-
NORTH SHORE									
Haiku	2	4	-50%	\$735,000	\$648,000	13%	\$1,470,000	\$4,435,765	-67%
Sprecks/Paia/Kuau	-	-	-	-	-	-	-	-	-
SOUTH									
Kihei	-	-	-	-	-	-	-	-	-
Maalaea	-	-	-	-	-	-	-	-	-
Maui Meadows	-	-	-	-	-	-	-	-	-
Wailea/Makena	6	1	500%	\$3,012,500	\$2,500,000	21%	\$18,225,000	\$2,500,000	629%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	9	4	125%	\$6,437,500	\$1,950,000	230%	\$49,975,000	\$7,750,000	545%
Makawao/Olinda/Haliimaile	-	1	-100%	-	\$1,500,000	-	-	\$1,500,000	-100%
Pukalani	-	-	-	-	-	-	-	-	-
WEST									
Honokohau	-	-	-	-	-	-	-	-	-
Kaanapali	1	2	-50%	\$690,000	\$5,412,500	-87%	\$690,000	\$10,825,000	-94%
Kapalua	2	-	-	\$1,700,000	-	-	\$3,125,000	-	-
Lahaina	3	-	-	\$900,001	-	-	\$2,761,001	-	-
Napili/Kahana/Honokowai	-	-	-	-	-	-	-	-	-
Olowalu	-	-	-	-	-	-	-	-	-
LANAI - MOLOKAI									
Lanai	-	-	-	-	-	-	-	-	-
Molokai	-	1	-100%	-	\$225,000	-	-	\$225,000	-100%
MAUI SUMMARY	25	21	19%	\$1,750,000	\$607,500	188%	\$78,411,001	\$30,905,765	154%

JANUARY 2024 YTD NUMBER OF SALES

JANUARY 2024 YTD TOTAL DOLLAR VOLUME

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

DISTRICT	2024	2023	% Change	DISTRICT	2024	2023	% Change
UPCOUNTRY	9	5	80%	UPCOUNTRY	\$49,975,000	\$9,250,000	440%
SOUTH	6	1	500%	SOUTH	\$18,225,000	\$2,500,000	629%
WEST	6	2	200%	WEST	\$6,576,001	\$10,825,000	-39%
NORTH SHORE	2	4	-50%	CENTRAL	\$1,800,000	\$3,030,000	-41%
CENTRAL	1	7	-86%	NORTH SHORE	\$1,470,000	\$4,435,765	-67%
EAST	1	1	0%	EAST	\$365,000	\$640,000	-43%
LANAI/MOLOKAI	-	1	-100%	LANAI/MOLOKAI	-	\$225,000	-100%
TOTAL	25	21	19%	TOTAL	\$78,411,001	\$30,905,765	-21%



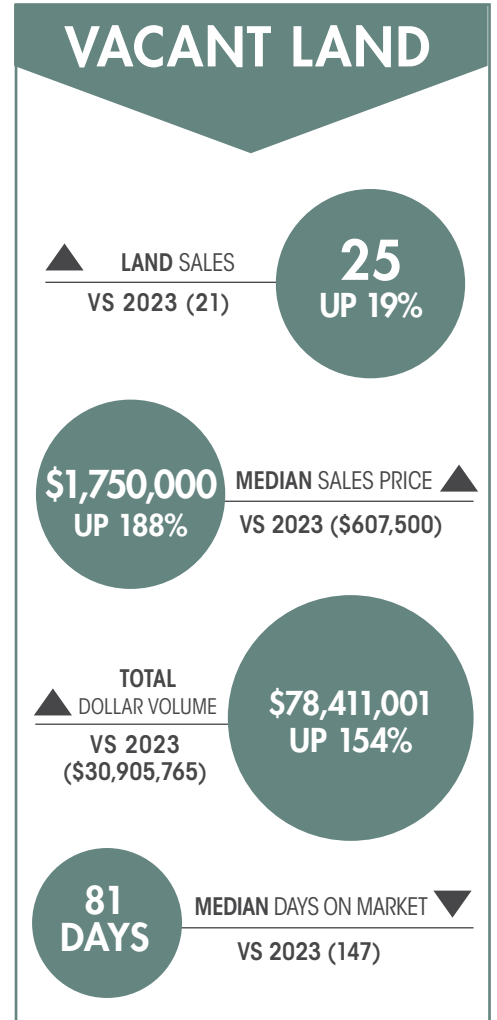
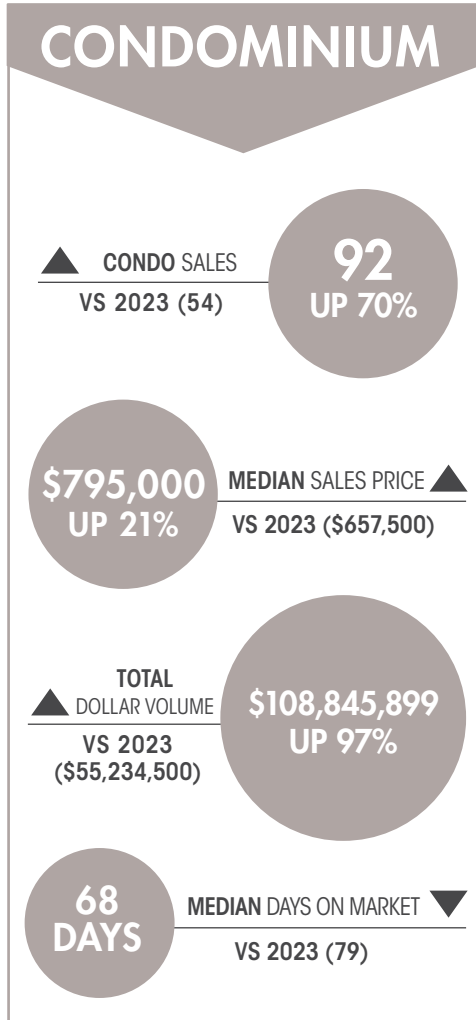
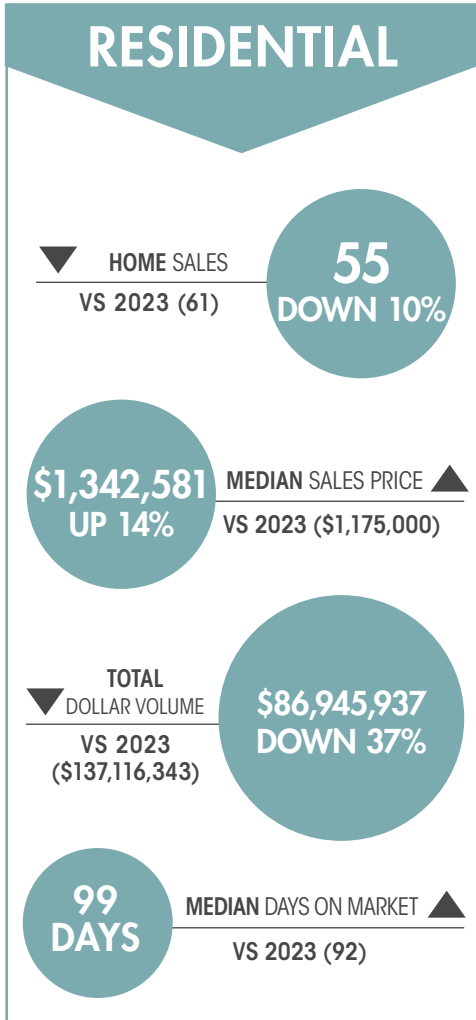
- **CENTRAL**
Kahakuloa, Kahului, Wailuku
- **SOUTH**
Kihei, Maalaea, Maui Meadows, Wailea/Makena
- **EAST**
Hana, Kaupo, Kipahulu, Nahiku
- **UPCOUNTRY**
Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani
- **NORTH SHORE**
Haiku, Spreckelsville/Paia/Kuau
- **WEST**
Kaanapali, Kapalua, Lahaina,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

Source:
Realtors Association of Maui
www.RAMau.com

RESIDENTIAL TOP 10 AREAS Total Dollar Volume	
Kihei	\$16,200,000
Wailuku	\$13,906,381
Haiku	\$13,065,000
Kahului	\$8,120,600
Wailea/Makena	\$6,977,950
Napili/Kahana/Honokowai	\$5,255,000
Kaanapali	\$5,000,000
Makawao/Olinda/Haliimaile	\$3,848,000
Pukalani	\$3,330,000
Kula/Ulupalakua/Kanaio	\$3,300,000

CONDOMINIUM TOP 10 AREAS Total Dollar Volume	
Wailea/Makena	\$40,290,899
Kihei	\$29,313,500
Kaanapali	\$16,775,000
Napili/Kahana/Honokowai	\$12,653,000
Maalaea	\$3,650,000
Wailuku	\$3,155,000
Kahului	\$1,244,000
Pukalani	\$926,000
Spreckelsville/Paia/Kuau	\$838,500
Haiku	\$0

VACANT LAND TOP 10 AREAS Total Dollar Volume	
Kula/Ulupalakua/Kanaio	\$49,975,000
Wailea/Makena	\$18,225,000
Kapalua	\$3,125,000
Lahaina	\$2,761,001
Wailuku	\$1,800,000
Haiku	\$1,470,000
Kaanapali	\$690,000
Hana	\$365,000
Honokowai	\$0
Kahakuloa	\$0



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 FIRPTA.

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 July, 2018

STATE OF HAWAII | ALL COUNTIES
REAL PROPERTY TAX
FISCAL YEAR JULY 1, 2023 TO JUNE 30, 2024

Honolulu County

CLASS	Taxable Building per/\$1,000
Residential Principal Residence	\$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 <small>Tax rate applied to the net taxable value of the property up to \$1,000,000.</small>	\$4.50
Residential A - Tier 2 <small>Tax rate applied to the net taxable value of the property in excess of \$1,000,000.</small>	\$10.50
Bed and breakfast home	\$6.50

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due
Sep 30, 2023 Deadline for filing exemption claims & ownership documents
Feb 20, 2024 2nd half of fiscal year tax payment due

For More Information Visit: www.realpropertyhonolulu.com

Hawai'i County

CLASS	Tax Rate per/\$1,000
Affordable Rental Housing	\$6.15
Residential *Portion valued less than \$2 million	\$11.10
Residential *Portion valued at \$2 million and more	\$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	\$6.15

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due
Dec 31, 2023 Deadline for filing exemption claims & ownership documents for August 20th real prop taxes the following year
Feb 20, 2024 2nd half of fiscal year tax payment due
June 30, 2024 Deadline for filing exemption claims & ownership documents for February 20th real prop taxes the following year

CENTRAL 808-893-0556
UPCOUNTRY 808-573-0110
WEST MAUI 808-661-4960
SOUTH MAUI 808-891-2404

*Lahaina office coming back soon #MauiStrong



Maui County

2023-2024

CLASS	All rates are per \$1,000 of net taxable assessed valuation
Owner-Occupied	
Tier 1, Up to \$1 Million	\$1.90
Tier 2, \$1,000,001 to \$3 Million	\$2.00
Tier 3, More Than \$3 Million	\$2.75
Non-Owner-Occupied	
Tier 1, Up to \$1 Million	\$5.85
Tier 2, \$1,000,001 to \$4.5 Million	\$8.00
Tier 3, More Than \$4.5 Million	\$12.50
Apartment	\$3.50
Hotel And Resort	\$11.75
Time Share	\$14.60
Transient Vacation Rental/Short-Term Rental Home	\$11.85
Long-Term Rental	
Tier 1, Up to \$1 Million	\$3.00
Tier 2, \$1,000,001 to \$3 Million	\$5.00
Tier 3, More Than \$3 Million	\$8.00
Agricultural	\$5.74
Conservation	\$6.43
Commercial	\$6.05
Industrial	\$7.05
Commercialized Residential	\$4.40

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due
Dec 31, 2023 Deadline for filing exemption claims & ownership documents
Feb 20, 2024 2nd half of fiscal year tax payment due

For Info On Classifications Visit: www.maui-county.gov/755/Classification-for-Tax-Rate-Purposes

Kauai County

CLASS	Tax Rate per/\$1,000
Homestead	\$2.59
Residential	\$5.45
Vacation Rental	\$9.85
Hotel and Resort	\$10.85
Commercial	\$8.10
Industrial	\$8.10
Agricultural	\$6.75
Conservation	\$6.75
Residential Investor	\$9.40
Commercialized Home Use	\$5.05

REAL PROPERTY TAX DUE DATES:

Aug 20, 2023 1st half of fiscal year tax payment due
Sep 30, 2023 Deadline for filing exemption claims & ownership documents
Feb 20, 2024 2nd half of fiscal year tax payment due

For more information visit: www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax/Assessment