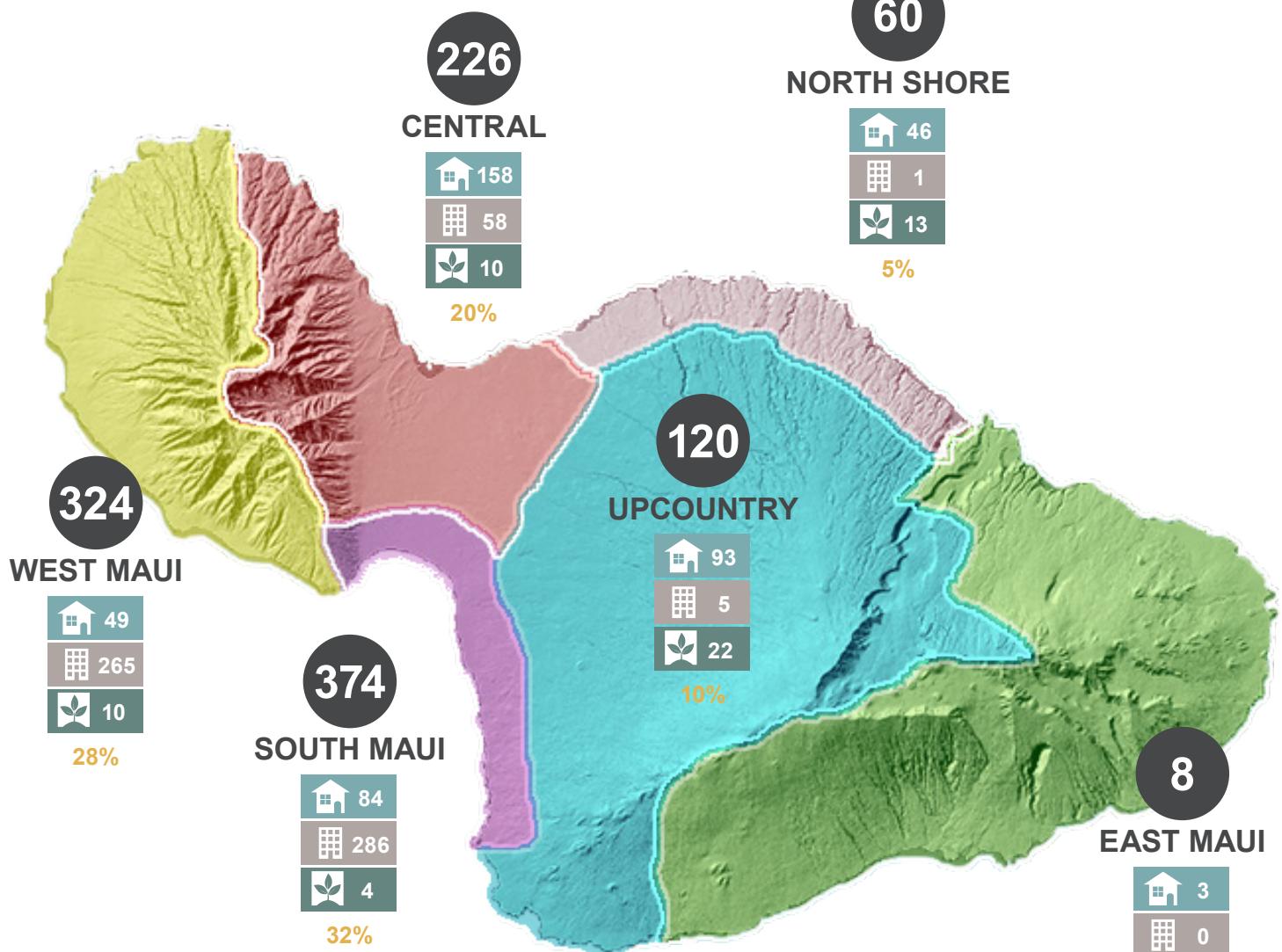


# A COMPREHENSIVE REPORT ON MAUI REAL ESTATE STATISTICS

# FIRST HALF 2020

YTD June 2020 vs. YTD June 2019



-  Residential
-  Condominiums
-  Vacant Land

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

	% OF CLOSINGS	# OF UNITS RECORDED	MEDIAN PRICE		MEDIAN DAYS ON MARKET
HOMES	39%	455	▼ -16%	\$765,173	▲ 3%
CONDO	55%	630	▼ -22%	\$569,500	▲ 9%
LAND	6%	70	▼ -23%	\$404,500	▼ -18%

	YTD TOTAL DOLLAR VOLUME		YTD NUMBER OF UNITS RECORDED	
	WEST	SOUTH	SOUTH	WEST
WEST	\$344,653,508	-11%	374	324
SOUTH	\$334,555,948	-32%	374	324
CENTRAL	\$134,517,491	-12%	226	226
UPCOUNTRY	\$98,597,251	-10%	120	120
LANAI/MOLOKAI	\$20,947,500	64%	43	43
NORTH SHORE	\$60,702,900	6%	60	60
EAST	\$9,616,075	-56%	8	8
<b>TOTAL</b>	<b>\$1,003,590,673</b>	<b>-19%</b>	<b>1155</b>	<b>1155</b>

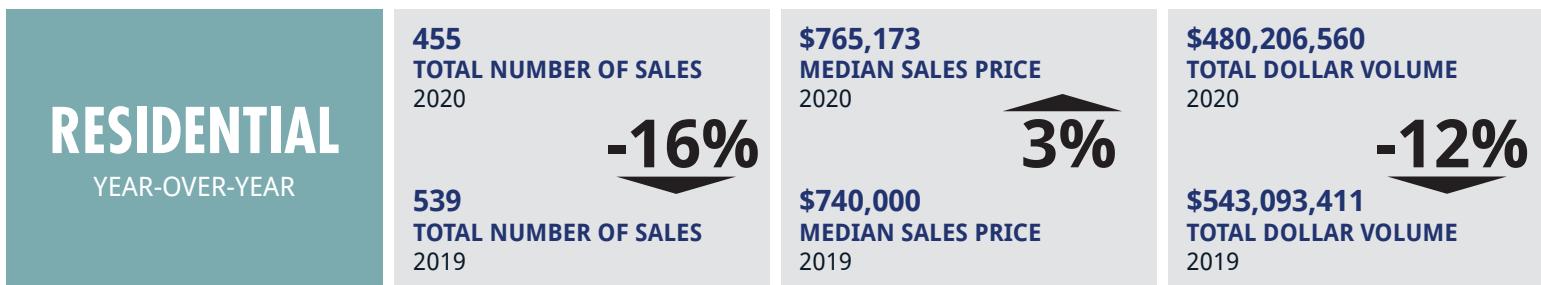
 % of Closed Sales by Districts  
through June 30, 2020

 Number of Recorded transactions  
from January 1, 2020 – June 30, 2020

# First Half 2020 vs. First Half 2019



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



	Number of Sales			Median Sales Price			Total Dollar Volume		
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
<b>CENTRAL</b>									
Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	49	62	-21%	\$675,000	\$647,500	4%	\$33,399,370	\$40,959,500	-19%
Wailuku	109	112	-3%	\$721,825	\$647,000	12%	\$77,721,723	\$74,638,872	4%
<b>EAST</b>									
Hana	2	4	-50%	\$756,500	\$628,339	20%	\$895,000	\$5,081,677	-82%
Kaupo	0	0	--	--	--	--	\$1,513,000	\$5,081,677	-70%
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	1	0	--	\$795,000	--	--	\$0	\$0	--
<b>NORTH SHORE</b>									
Haiku	38	43	-12%	\$962,500	\$808,000	19%	\$45,115,000	\$36,887,900	22%
Sprecks/Paia/Kuau	8	7	14%	\$924,950	\$1,438,125	-36%	\$8,182,400	\$8,594,125	-5%
<b>SOUTH</b>									
Kihei	64	83	-23%	\$821,250	\$798,000	3%	\$71,214,303	\$85,353,560	-17%
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	8	11	-27%	\$1,215,000	\$1,485,000	-18%	\$10,325,550	\$16,265,000	-37%
Wailea/Makena	12	16	-25%	\$2,480,000	\$1,947,500	27%	\$29,920,000	\$44,090,450	-32%
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	33	35	-6%	\$950,000	\$1,108,000	-14%	\$35,663,768	\$38,678,888	-8%
Makawao/Olinda/Haliimaile	33	37	-11%	\$730,000	\$680,000	7%	\$28,679,300	\$33,598,577	-15%
Pukalani	27	30	-10%	\$756,000	\$724,000	4%	\$20,421,333	\$22,995,900	-11%
<b>WEST</b>									
Kaanapali	13	12	8%	\$1,900,000	\$1,717,000	11%	\$28,190,005	\$23,851,000	18%
Kapalua	4	11	-64%	\$3,150,000	\$2,300,000	37%	\$14,720,000	\$25,404,020	-42%
Lahaina	18	33	-46%	\$1,245,000	\$800,000	56%	\$33,028,418	\$51,422,999	-36%
Napili/Kahana/Honokowai	14	18	-22%	\$1,100,000	\$955,000	15%	\$26,838,890	\$25,085,743	7%
Olowalu	0	0	--	--	--	--	\$0	\$0	--
<b>LANAI - MOLOKAI</b>									
Lanai	9	6	50%	\$445,000	\$418,500	6%	\$8,211,000	\$2,675,000	207%
Molokai	13	19	-32%	\$475,000	\$300,000	58%	\$6,267,500	\$7,510,200	-17%
<b>MAUI SUMMARY</b>	<b>455</b>	<b>539</b>	<b>-16%</b>	<b>\$765,173</b>	<b>\$740,000</b>	<b>3%</b>	<b>\$480,206,560</b>	<b>\$543,093,411</b>	<b>-12%</b>

JUNE 2020 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2020	2019	Percentage Change
SOUTH	\$111,459,853	\$145,709,010	-24%
CENTRAL	\$111,121,093	\$115,598,372	-4%
WEST	\$102,777,313	\$125,763,762	-18%
UPCOUNTRY	\$84,764,401	\$95,273,365	-11%
NORTH SHORE	\$53,297,400	\$45,482,025	17%
LANAI/MOLOKAI	\$14,478,500	\$10,185,200	42%
EAST	\$2,308,000	\$5,081,677	-55%
<b>TOTAL</b>	<b>\$480,206,560</b>	<b>\$543,093,411</b>	<b>-12%</b>

JUNE 2020 YTD NUMBER OF SALES			
DISTRICT	2020	2019	Percentage Change
CENTRAL	158	174	-9%
UPCOUNTRY	93	102	-9%
SOUTH	84	110	-24%
WEST	49	74	-34%
NORTH SHORE	46	50	-8%
LANAI/MOLOKAI	22	25	-12%
EAST	3	4	-25%
<b>TOTAL</b>	<b>455</b>	<b>539</b>	<b>-16%</b>

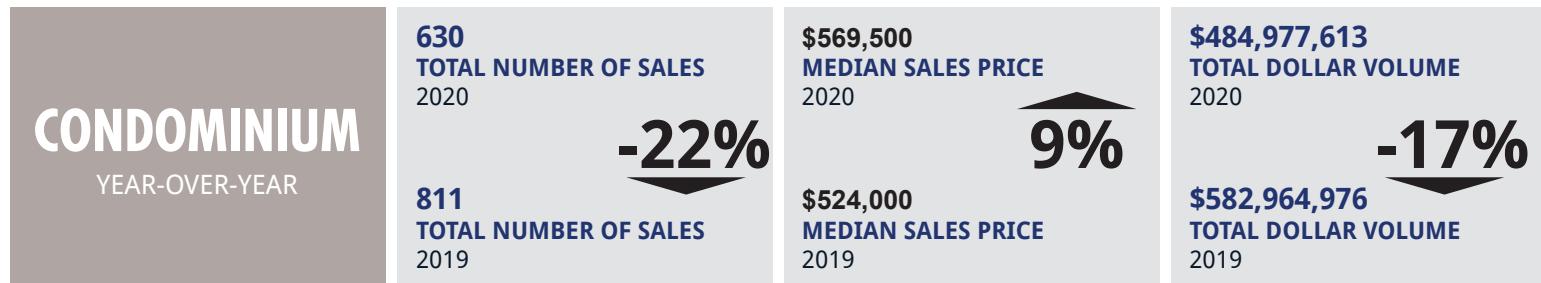
Source: Realtors Association of Maui - [www.RAMaui.com](http://www.RAMaui.com)

**www.FidelityMaui.com**

# First Half 2020 vs. First Half 2019



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



	Number of Sales			Median Sales Price			Total Dollar Volume		
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
<b>CENTRAL</b>									
Kahului	18	15	20%	\$135,000	\$155,000	-13%	\$2,642,200	\$2,798,750	-6%
Wailuku	40	68	-41%	\$400,000	\$528,450	-24%	\$17,289,698	\$31,875,345	-46%

<b>EAST</b>										
Hana	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change	
	0	0	--	--	--	--	--	\$0	\$0	--

<b>NORTH SHORE</b>									
Haiku	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	1	3	-67%	\$385,000	\$370,000	4%	\$385,000	\$1,241,000	-69%

<b>SOUTH</b>									
Kihei	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
Kihei	216	318	-32%	\$488,750	\$440,000	11%	\$128,852,645	\$169,044,388	-24%
Maalaea	19	19	0%	\$365,000	\$437,000	-17%	\$7,803,950	\$8,664,500	-10%
Wailea/Makena	51	83	-39%	\$1,100,000	\$1,225,000	-10%	\$84,194,500	\$121,528,601	-31%

<b>UPCOUNTRY</b>									
Pukalani	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
Pukalani	5	3	67%	\$675,000	\$625,000	8%	\$3,582,000	\$1,885,000	90%

<b>WEST</b>									
Kaanapali	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
Kaanapali	82	73	12%	\$1,075,000	\$930,000	16%	\$113,084,131	\$83,971,917	35%
Kapalua	13	34	-62%	\$770,000	\$975,000	-21%	\$16,921,000	\$74,678,500	-77%
Lahaina	72	48	50%	\$679,000	\$522,500	30%	\$51,497,567	\$23,954,756	115%
Napili/Kahana/Honokowai	98	135	-27%	\$499,700	\$448,888	11%	\$53,065,422	\$61,469,064	-14%

<b>LANAI - MOLOKAI</b>									
Lanai	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
Lanai	3	1	200%	\$850,000	\$155,000	448%	\$3,408,000	\$155,000	2099%
Molokai	12	11	9%	\$200,000	\$135,000	48%	\$2,251,500	\$1,698,155	33%

MAUI SUMMARY	630	811	-22%	\$569,500	\$524,000	9%	\$484,977,613	\$582,964,976	-17%
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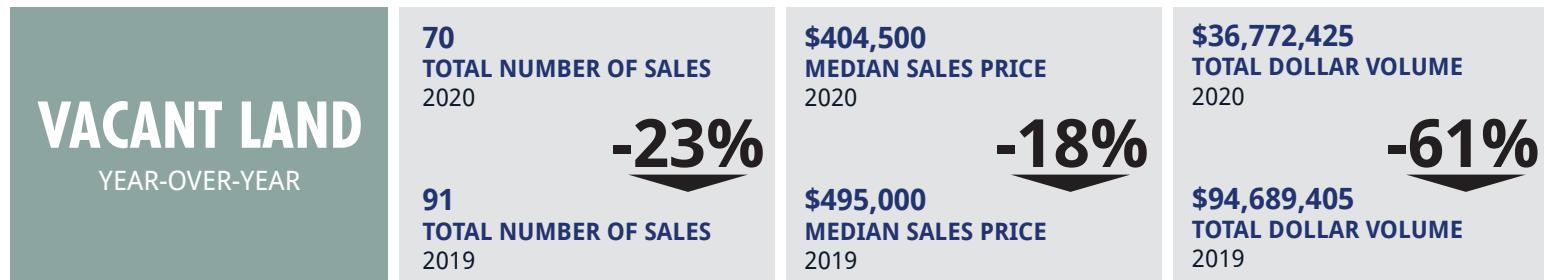
<b>JUNE 2020 YTD TOTAL DOLLAR VOLUME</b>			
DISTRICT	2020	2019	Percentage Change
WEST	\$234,568,120	\$244,074,237	-4%
SOUTH	\$220,851,095	\$299,237,489	-26%
CENTRAL	\$19,931,898	\$34,674,095	-43%
LANAI/MOLOKAI	\$5,659,500	\$1,853,155	205%
UPCOUNTRY	\$3,582,000	\$1,885,000	90%
NORTH SHORE	\$385,000	\$1,241,000	-69%
EAST	\$0	\$0	~
<b>TOTAL</b>	<b>\$484,977,613</b>	<b>\$582,964,976</b>	<b>-17%</b>

<b>JUNE 2020 YTD NUMBER OF SALES</b>			
DISTRICT	2020	2019	Percentage Change
SOUTH	286	420	-32%
WEST	265	290	-9%
CENTRAL	58	83	-30%
LANAI/MOLOKAI	15	12	25%
NORTH SHORE	1	3	-67%
UPCOUNTRY	5	3	67%
EAST	0	0	#DIV/0!
<b>TOTAL</b>	<b>630</b>	<b>811</b>	<b>-22%</b>

Source: Realtors Association of Maui – [www.RAMaui.com](http://www.RAMaui.com)

**www.FidelityMaui.com**

# First Half 2020 vs. First Half 2019



Number of Sales			Median Sales Price			Total Dollar Volume			
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
<b>CENTRAL</b>									
Kahakuloa	3	1	200%	\$425,000	\$360,000	18%	\$1,255,000	\$360,000	249%
Kahului	1	0	--	\$225,000	--	--	\$225,000	\$0	--
Wailuku	6	8	-25%	\$337,500	\$340,000	-1%	\$1,984,500	\$2,491,330	-20%
<b>EAST</b>									
Hana	5	6	-17%	\$825,000	\$647,500	27%	\$5,674,000	\$4,017,000	41%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
<b>NORTH SHORE</b>									
Haiku	13	20	-35%	\$409,000	\$462,625	-12%	\$7,020,500	\$8,928,875	-21%
Sprecks/Paia/Kuau	0	1	-100%	--	\$1,600,000	--	\$0	\$1,600,000	-100%
<b>SOUTH</b>									
Kihei	3	6	-50%	\$330,000	\$480,850	-31%	\$1,570,000	\$4,378,700	-64%
Maui Meadows	0	1	-100%	--	\$316,000	--	\$0	\$316,000	-100%
Wailea/Makena	1	7	-86%	\$675,000	\$950,000	-29%	\$675,000	\$42,986,500	-98%
<b>UPCOUNTRY</b>									
Kula/Ulupalakua/Kanaio	17	13	31%	\$415,000	\$410,000	1%	\$8,142,850	\$6,297,000	29%
Makawao/Olinda/Haiku	4	5	-20%	\$430,000	\$533,000	-19%	\$1,738,000	\$3,218,000	-46%
Pukalani	1	5	-80%	\$370,000	\$498,750	-26%	\$370,000	\$2,494,500	-85%
<b>WEST</b>									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	5	6	-17%	\$370,000	\$860,000	-57%	\$2,278,575	\$4,832,500	-53%
Kapalua	2	2	0%	\$800,000	\$1,575,000	-49%	\$1,600,000	\$3,150,000	-49%
Lahaina	3	6	-50%	\$1,504,500	\$1,774,500	-15%	\$3,429,500	\$8,899,000	-62%
Napili/Kahana/Honokowai	0	0	--	--	--	--	\$0	\$0	--
Olowalu	0	0	--	--	--	--	\$0	\$0	--
<b>LANAI - MOLOKAI</b>									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	6	4	50%	\$107,500	\$182,500	-41%	\$809,500	\$720,000	12%
<b>MAUI SUMMARY</b>	<b>70</b>	<b>91</b>	<b>-23%</b>	<b>\$404,500</b>	<b>\$495,000</b>	<b>-18%</b>	<b>\$36,772,425</b>	<b>\$94,689,405</b>	<b>-61%</b>

June 2020 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2020	2019	Percentage Change
SOUTH	\$2,245,000	\$47,681,200	-95%
UPCOUNTRY	\$10,250,850	\$12,009,500	-15%
NORTH SHORE	\$7,020,500	\$10,528,875	-33%
EAST	\$5,674,000	\$4,017,000	41%
WEST	\$7,308,075	\$16,881,500	-57%
CENTRAL	\$3,464,500	\$2,851,330	22%
LANAI/MOLOKAI	\$809,500	\$720,000	12%
<b>TOTAL</b>	<b>\$36,772,425</b>	<b>\$94,689,405</b>	<b>-61%</b>

June 2020 YTD NUMBER OF SALES			
DISTRICT	2020	2019	Percentage Change
UPCOUNTRY	22	23	-4%
NORTH SHORE	13	21	-38%
CENTRAL	10	9	11%
WEST	10	14	-29%
SOUTH	4	14	-71%
EAST	5	6	-17%
LANAI/MOLOKAI	6	4	50%
<b>TOTAL</b>	<b>70</b>	<b>91</b>	<b>-23%</b>

Source: Realtors Association of Maui – [www.RAMaui.com](http://www.RAMaui.com)

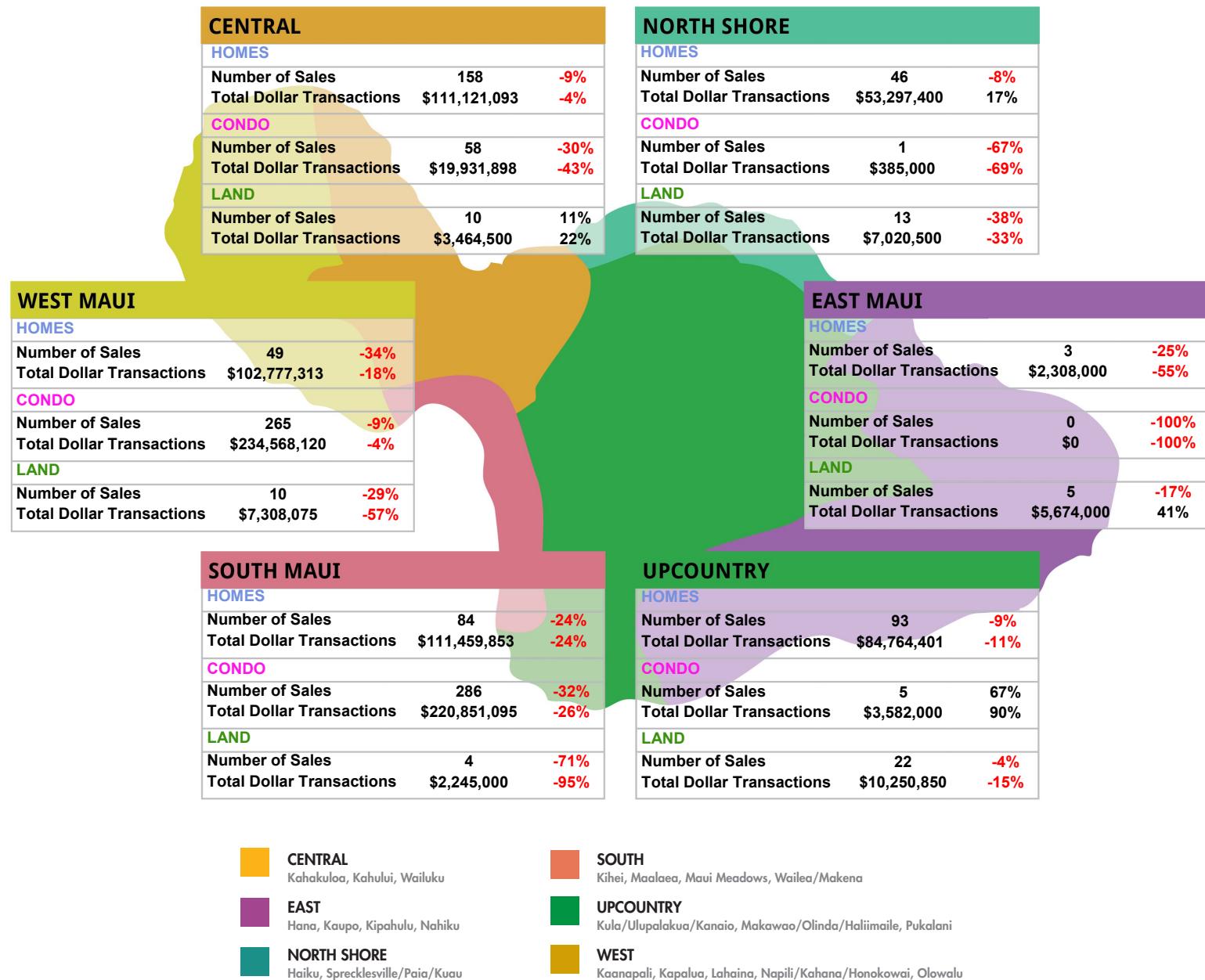
**www.FidelityMaui.com**

# MAUI DISTRICTS

## FIRST HALF 2020

# FIRST HALF

## 2020



### RESIDENTIAL

**TOP 10 AREAS**  
Total Dollar Volume

Wailuku	\$77,721,723
Kihei	\$71,214,303
Haiku	\$45,115,000
Kula/Ulupalakua/Kanaio	\$35,663,768
Kahului	\$33,399,370
Lahaina	\$33,028,418
Wailea/Makena	\$29,920,000
Makawao/Olinda/Haliimaile	\$28,679,300
Kaanapali	\$28,190,005
Napili/Kahana/Honokowai	\$26,838,890

### CONDOMINIUM

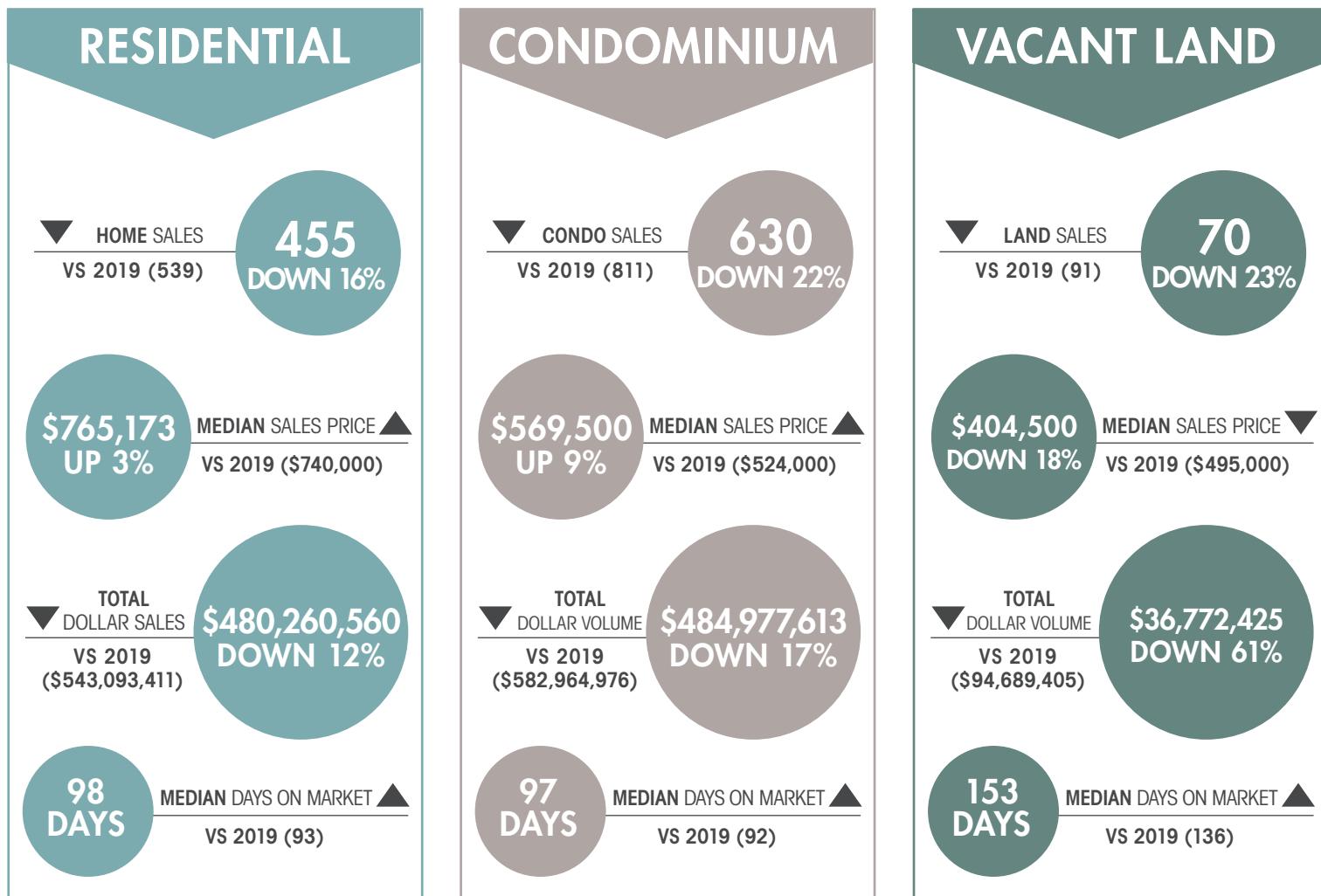
**TOP 10 AREAS**  
Total Dollar Volume

Kihei	\$128,852,645
Kaanapali	\$113,084,131
Wailea/Makena	\$84,194,500
Napili/Kahana/Honokowai	\$53,065,422
Lahaina	\$51,497,567
Wailuku	\$17,289,698
Kapalua	\$16,921,000
Maalaea	\$7,803,950
Pukalani	\$3,582,000
Lanai	\$3,408,000

### VACANT LAND

**TOP 10 AREAS**  
Total Dollar Volume

Kula/Ulupalakua/Kanaio	\$8,142,850
Haiku	\$7,020,500
Hana	\$5,674,000
Lahaina	\$3,429,500
Kaanapali	\$2,278,575
Wailuku	\$1,984,500
Makawao/Olinda/Haliimaile	\$1,738,000
Kapalua	\$1,600,000
Kihei	\$1,570,000
Kahakuloa	\$1,255,000



## 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, 2020 to June 30, 2021 Per \$1,000 of net taxable assessed valuation

Owner Occupied - Tier 1	\$2.51
Owner Occupied - Tier 2	\$2.56
Owner Occupied - Tier 3	\$2.61
Non-Owner Occupied - Tier 1	\$5.45
Non-Owner Occupied - Tier 2	\$6.05
Non-Owner Occupied - Tier 3	\$6.90
Apartment	\$5.55
Commercial - Tier 1, 2, 3	\$6.29
Industrial	\$7.20
Agricultural	\$5.94
Conservation	\$6.43
Hotel & Resort	\$10.70
Timeshare	\$14.40
Short-Term Rental - Tier 1, 2, 3	\$11.08
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

## HAWAII COUNTY

CLASS	Net Taxable Building/Land Tax RatesPer/\$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 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	\$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 | 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