



RESIDENTIAL



\$712,000 (+2%)
Median Sales Price

\$1,038,519 (+1%)
Average Sales Price


CONDOMINIUM



\$500,000 (+12%)
Median Sales Price

\$728,310 (+6%)
Average Sales Price

VACANT LAND



\$475,000 (+30%)
Median Sales Price

\$759,854 (+53%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	\$178,125,953
Wailuku	\$160,240,364
Wailea/Makena	\$103,933,000
Lahaina	\$89,111,800
Kahului	\$85,310,990
Haiku	\$84,716,251
Kaanapali	\$72,855,202
Kula/Ulu/Kanaio	\$71,223,520
Mak/Oli/Hali	\$39,185,557
Maui Meadows	\$32,689,600

1,043
HOMES SOLD
(+3% vs 2017)

1,534
CONDOS SOLD
(+17% vs 2017)

179
LAND SOLD
(-10% vs 2017)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	371
South	219
Upcountry	152
West Maui	122
North Shore	111
Lanai/Molokai	48
East	20

CONDOMINIUM

NUMBER OF SALES
By Districts

South	816
West Maui	513
Central	176
Lanai/Molokai	19
Upcountry	6
North Shore	4
East	0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Kihei	\$278,138,788
Nap/Kah/Honokowai	\$111,986,644
Wailea/Makena	\$318,293,895
Kaanapali	\$171,910,387
Wailuku	\$58,351,107
Lahaina	\$52,512,271
Maalaea	\$19,304,150
Kapalua	\$86,097,038
Kahului	\$4,708,500
Molokai	\$2,463,500

VACANT LAND

NUMBER OF SALES
By Districts

North Shore	49
Upcountry	44
Central	20
South	19
West Maui	18
Lanai/Molokai	18
East	11

VACANT LAND

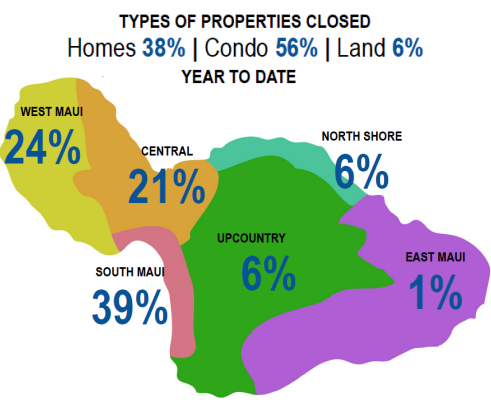
TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$31,785,000
Haiku	\$27,626,550
Kula/Ulu/Kanaio	\$20,126,400
Lahaina	\$14,521,500
Kihei	\$8,385,000
Wailuku	\$6,814,325
Kaanapali	\$4,169,750
Molokai	\$4,083,900
Hana	\$3,680,000
Mak/Oli/Hali	\$3,440,900

MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
106	105	144

PERCENTAGE OF SALES CLOSED



RESIDENTIAL YEAR-OVER-YEAR

1,043
TOTAL NUMBER OF SALES
2018

3%

1,011
TOTAL NUMBER OF SALES
2017

\$712,000
MEDIAN SALES PRICE
2018

2%

\$695,000
MEDIAN SALES PRICE
2017

\$1,083,175,363
TOTAL DOLLAR VOLUME
2018

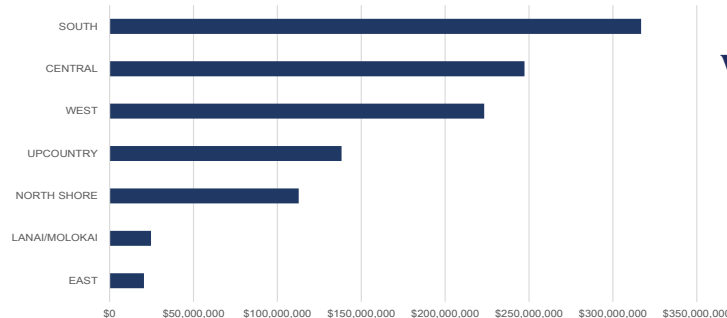
4%

\$1,039,723,638
TOTAL DOLLAR VOLUME
2017

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahakuloa	2	1	100%	\$875,000	\$575,000	52%	\$1,750,000	\$575,000	204%
Kahului	126	141	-11%	\$679,000	\$600,000	13%	\$85,310,990	\$85,836,087	-1%
Wailuku	243	193	26%	\$655,950	\$617,125	6%	\$160,240,364	\$124,571,078	29%
EAST									
Hana	20	9	122%	\$762,500	\$1,300,000	-41%	\$20,384,890	\$14,317,583	42%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	88	77	14%	\$842,500	\$739,000	14%	\$84,716,251	\$67,355,454	26%
Sprecks/Paia/Kuau	23	22	5%	\$800,000	\$1,032,500	-23%	\$27,931,812	\$57,633,899	-52%
SOUTH									
Kihei	159	169	-6%	\$695,000	\$707,000	-2%	\$178,125,953	\$157,731,069	13%
Maalaea	1	1	0%	\$2,000,000	\$3,500,000	-43%	\$2,000,000	\$3,500,000	-43%
Maui Meadows	27	28	-4%	\$1,329,000	\$1,280,000	4%	\$32,689,600	\$38,646,930	-15%
Wailea/Makena	32	27	19%	\$1,797,750	\$2,395,000	-25%	\$103,933,000	\$123,375,888	-16%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	64	74	-14%	\$951,250	\$849,500	12%	\$71,223,520	\$75,631,700	-6%
Makawao/Olinda/Haliimaile	52	51	2%	\$642,250	\$625,000	3%	\$39,185,557	\$38,103,048	3%
Pukalani	36	49	-27%	\$720,000	\$680,500	6%	\$27,789,700	\$36,737,750	-24%
WEST									
Kaanapali	35	21	67%	\$1,775,000	\$1,750,000	1%	\$72,855,202	\$41,752,250	75%
Kapalua	8	7	14%	\$2,840,000	\$2,400,000	18%	\$30,943,300	\$17,925,000	73%
Lahaina	50	60	-17%	\$855,500	\$1,210,000	-29%	\$89,111,800	\$98,700,798	-10%
Napili/Kahana/Honokowai	28	40	-30%	\$924,000	\$877,500	5%	\$29,007,000	\$38,612,444	-25%
Olowalu	1	1	0%	\$1,360,000	\$801,500	70%	\$1,360,000	\$801,500	70%
LANAI - MOLOKAI									
Lanai	20	19	5%	\$467,500	\$385,000	21%	\$11,058,000	\$7,611,000	45%
Molokai	28	21	33%	\$314,950	\$425,000	-26%	\$13,558,424	\$10,305,160	32%
MAUI SUMMARY	1,043	1,011	3%	\$712,000	\$695,000	2%	\$1,083,175,363	\$1,039,723,638	4%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH NOVEMBER 2018

SOUTH	\$316,748,553
CENTRAL	\$247,301,354
WEST	\$223,277,302
UPCOUNTRY	\$138,198,777
NORTH SHORE	\$112,648,063
LANAI/MOLOKAI	\$24,616,424
EAST	\$20,384,890



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

www.FidelityMaui.com

November 2018 YTD vs. November 2017 YTD

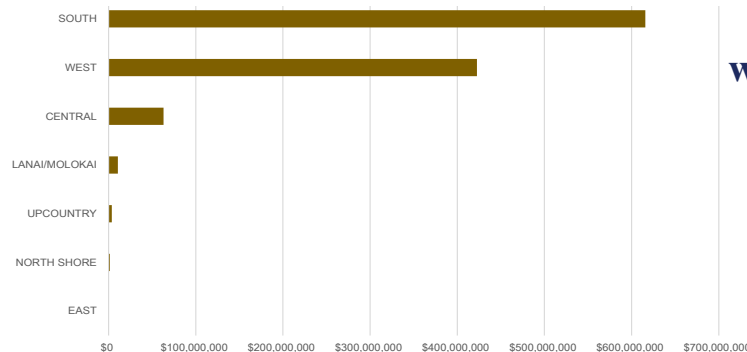
<h2>CONDOMINIUM</h2> <p>YEAR-OVER-YEAR</p>	1,534 TOTAL NUMBER OF SALES 2018	17%	\$500,000 MEDIAN SALES PRICE 2018	12%	\$1,117,228,280 TOTAL DOLLAR VOLUME 2018	24%
	1,313 TOTAL NUMBER OF SALES 2017		\$446,000 MEDIAN SALES PRICE 2017		\$902,245,894 TOTAL DOLLAR VOLUME 2017	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahului	30	34	-12%	\$125,000	\$95,000	32%	\$4,708,500	\$4,497,780	5%
Wailuku	146	112	30%	\$439,375	\$375,000	17%	\$58,351,107	\$41,770,609	40%
EAST									
Hana	0	1	-100%	--	\$760,000	--	\$0	\$760,000	-100%
NORTH SHORE									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	4	1	300%	\$373,500	\$354,000	6%	\$1,476,000	\$354,000	317%
SOUTH									
Kihei	567	517	10%	\$410,000	\$375,000	9%	\$278,138,788	\$239,642,459	16%
Maalaea	43	38	13%	\$430,000	\$314,300	37%	\$19,304,150	\$13,986,700	38%
Wailea/Makena	206	127	62%	\$1,165,000	\$1,100,000	6%	\$318,293,895	\$213,351,167	49%
UPCOUNTRY									
Pukalani	6	10	-40%	\$603,000	\$555,000	9%	\$3,786,000	\$5,617,000	-33%
WEST									
Kaanapali	159	117	36%	\$800,000	\$825,000	-3%	\$171,910,387	\$129,757,884	33%
Kapalua	42	52	-19%	\$1,015,625	\$950,000	7%	\$86,097,038	\$103,850,787	-17%
Lahaina	82	72	14%	\$525,750	\$504,000	4%	\$52,512,271	\$38,291,755	37%
Napili/Kahana/Honokowai	230	207	11%	\$442,500	\$415,000	7%	\$111,986,644	\$95,929,003	17%
LANAI - MOLOKAI									
Lanai	4	10	-60%	\$1,625,000	\$895,000	82%	\$8,200,000	\$12,264,500	-33%
Molokai	15	15	0%	\$158,000	\$113,000	40%	\$2,463,500	\$2,172,250	13%

MAUI SUMMARY	1,534	1,313	17%	\$500,000	\$446,000	12%	\$1,117,228,280	\$902,245,894	24%
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TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH NOVEMBER 2018

SOUTH	\$615,736,833
WEST	\$422,506,340
CENTRAL	\$63,059,607
LANAI/MOLOKAI	\$10,663,500
UPCOUNTRY	\$3,786,000
NORTH SHORE	\$1,476,000
EAST	\$0



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

www.FidelityMaui.com

VACANT LAND

YEAR-OVER-YEAR

179
TOTAL NUMBER OF SALES
2018

-10%

199
TOTAL NUMBER OF SALES
2017

\$475,000
MEDIAN SALES PRICE
2018

30%

\$365,000
MEDIAN SALES PRICE
2017

\$136,013,825
TOTAL DOLLAR VOLUME
2018

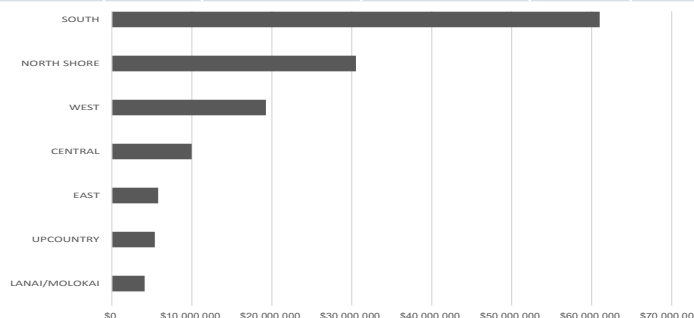
38%

\$98,582,871
TOTAL DOLLAR VOLUME
2017

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahakuloa	0	1	-100%	--	\$467,500	--	\$0	\$467,500	-100%
Kahului	2	3	-33%	\$1,583,750	\$315,000	403%	\$3,167,500	\$875,000	262%
Wailuku	18	28	-36%	\$312,500	\$322,500	-3%	\$6,814,325	\$10,556,574	-35%
EAST									
Hana	8	8	0%	\$467,500	\$375,000	25%	\$3,680,000	\$2,800,000	31%
Kaupo	1	0	--	\$1,450,000	--	--	\$1,450,000	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	2	0	--	\$323,000	--	--	\$646,000	\$0	--
NORTH SHORE									
Haiku	48	29	66%	\$475,000	\$400,000	19%	\$27,626,550	\$14,349,668	93%
Sprecks/Paia/Kuau	1	1	0%	\$2,900,000	\$1,300,000	123%	\$2,900,000	\$1,300,000	123%
SOUTH									
Kihei	12	8	50%	\$412,500	\$473,500	-13%	\$8,385,000	\$4,829,000	74%
Maui Meadows	1	3	-67%	\$725,000	\$501,000	45%	\$725,000	\$1,403,500	-48%
Wailea/Makena	6	2	200%	\$5,725,000	\$512,500	1017%	\$31,785,000	\$1,025,000	3001%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	32	14	129%	\$622,500	\$420,000	48%	\$20,126,400	\$13,782,189	46%
Makawao/Olinda/Haliimaile	7	13	-46%	\$375,000	\$600,000	-38%	\$3,440,900	\$7,642,300	-55%
Pukalani	5	47	-89%	\$375,000	\$325,650	15%	\$1,917,000	\$15,476,740	-88%
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	6	13	-54%	\$756,125	\$540,000	40%	\$4,169,750	\$8,568,000	-51%
Kapalua	0	5	-100%	--	\$875,000	--	\$0	\$5,004,000	-100%
Lahaina	11	6	83%	\$1,500,000	\$932,500	61%	\$14,521,500	\$5,609,000	159%
Napili/Kahana/Honokowai	0	2	-100%	--	\$765,000	--	\$0	\$1,530,000	-100%
Olowalu	1	1	0%	\$575,000	\$1,100,000	-48%	\$575,000	\$1,100,000	-48%
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	18	15	20%	\$205,000	\$140,000	46%	\$4,083,900	\$2,264,400	80%
MAUI SUMMARY	179	199	-10%	\$475,000	\$365,000	30%	\$136,013,825	\$98,582,871	38%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH NOVEMBER 2018

SOUTH	\$61,021,400
NORTH SHORE	\$30,526,550
WEST	\$19,266,250
CENTRAL	\$9,981,825
EAST	\$5,776,000
UPCOUNTRY	\$5,357,900
LANAI/MOLOKAI	\$4,083,900



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

www.FidelityMaui.com

MAUI DISTRICTS

November 2018 YTD vs. November 2017 YTD

NOVEMBER 2018

YEAR TO DATE

CENTRAL			
HOMES			
Number of Sales	371		11%
Total Dollar Transactions	\$247,301,354		17%
CONDO			
Number of Sales	176		21%
Total Dollar Transactions	\$63,059,607		36%
LAND			
Number of Sales	20		-38%
Total Dollar Transactions	\$9,981,825		-16%

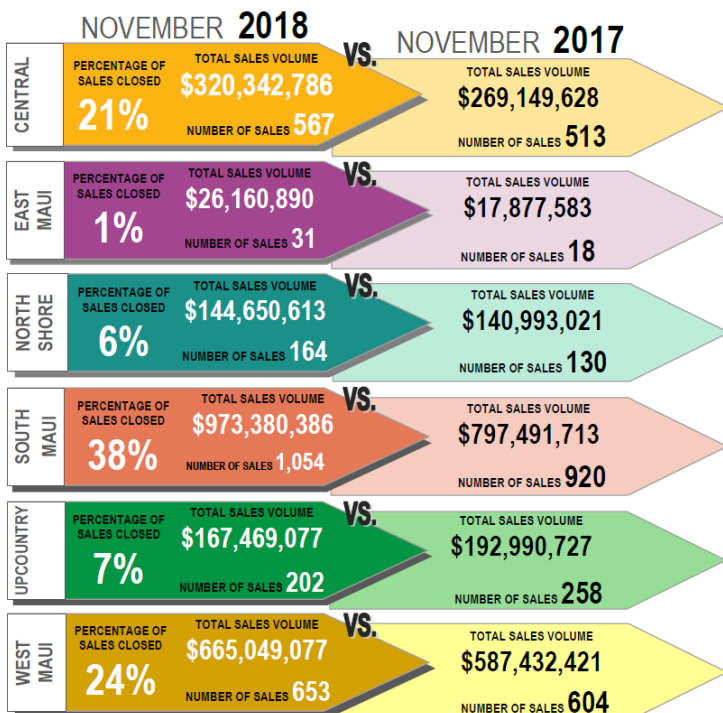
NORTH SHORE			
HOMES			
Number of Sales	111		12%
Total Dollar Transactions	\$112,648,063		-10%
CONDO			
Number of Sales	4		5%
Total Dollar Transactions	\$1,476,000		317%
LAND			
Number of Sales	49		63%
Total Dollar Transactions	\$30,526,550		95%

WEST MAUI			
HOMES			
Number of Sales	122		-5%
Total Dollar Transactions	\$223,277,302		13%
CONDO			
Number of Sales	513		15%
Total Dollar Transactions	\$422,506,340		15%
LAND			
Number of Sales	18		-33%
Total Dollar Transactions	\$19,266,250		-12%

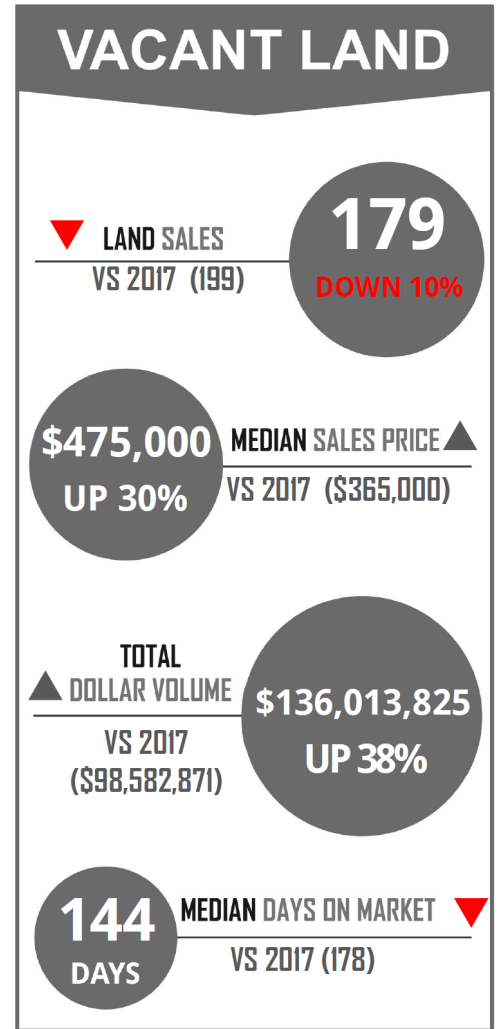
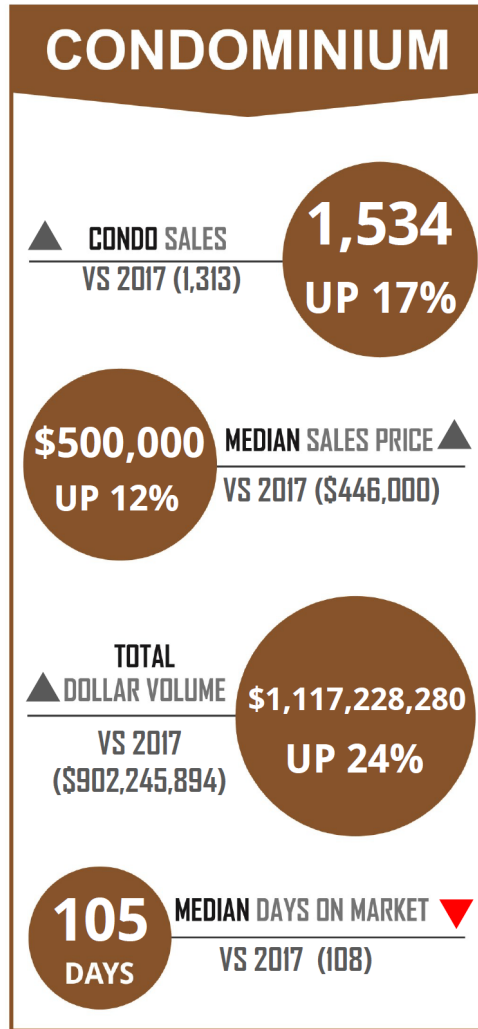
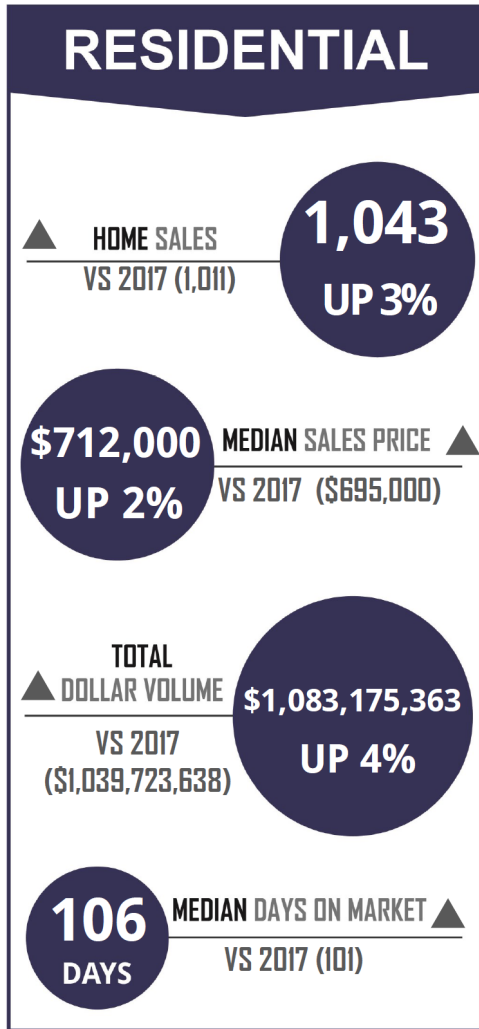
EAST MAUI			
HOMES			
Number of Sales	20		122%
Total Dollar Transactions	\$20,384,890		42%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$760,000		-100%
LAND			
Number of Sales	11		38%
Total Dollar Transactions	\$5,776,000		106%

SOUTH MAUI			
HOMES			
Number of Sales	219		-3%
Total Dollar Transactions	\$316,748,553		-2%
CONDO			
Number of Sales	816		20%
Total Dollar Transactions	\$615,736,833		32%
LAND			
Number of Sales	19		46%
Total Dollar Transactions	\$40,895,000		463%

UPCOUNTRY			
HOMES			
Number of Sales	152		-13%
Total Dollar Transactions	\$138,198,777		-8%
CONDO			
Number of Sales	6		-40%
Total Dollar Transactions	\$3,786,000		-33%
LAND			
Number of Sales	44		-41%
Total Dollar Transactions	\$25,484,300		-31%



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



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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, 2018 to June 30, 2019 Per \$1,000 of net taxable assessed valuation

Residential	
▶ Homeowner (After Homeowner's Exemption)	\$2.85
▶ Second Home	\$5.52
Apartment	\$6.31
Commercial	\$7.25
Industrial	\$7.45
Agricultural	\$6.00
Conservation	\$6.35
Hotel/Resort	\$9.37
Time Share	\$15.41
Commercial Residential	\$4.55
Short Term Rental	\$9.28*

Important Dates

- ▶ **December 31** – Deadline for filing exemption claims and ownership documents which affect the tax year
- ▶ **November 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>

HONOLULU COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Agriculture	\$5.70
Agriculture Vacant	\$8.50
Commercial	\$12.40
Hotel/Resort	\$12.90
Industrial	\$12.40
Preservation	\$5.70
Public Service	\$0.00
Residential	\$3.50
Residential A (Less than \$1m)	\$4.50
Residential A (Over \$1M)	\$9.00

HAWAI'I COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Affordable Renting 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	\$11.10

KAUAI COUNTY

CLASS	Net Taxable Building/Land Tax Rates Per/\$1,000
Agriculture	\$6.75
Commercial	\$8.10
Commercial Residential	\$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



Fidelity National Title & Escrow of Hawaii



7 Experienced Officers | 2 Sales Executives | 233 Years of Combined Experience

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