

MAUI RESIDENTIAL STATISTICS



OCTOBER 2018

October 2018 YTD vs October 2017 YTD

RESIDENTIAL

\$705,000 (+1%)
Median Sales Price

\$1,033,904 (+1%)
Average Sales Price

CONDOMINIUM

\$498,500 (+11%)
Median Sales Price

\$724,201 (+5%)
Average Sales Price

VACANT LAND

\$475,000 (+28%)
Median Sales Price

\$767,115 (+64%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	\$163,463,953
Wailuku	\$143,885,174
Wailea/Makena	\$93,433,000
Lahaina	\$84,436,800
Kahului	\$79,754,990
Haiku	\$77,298,500
Kula/Ulu/Kanaio	\$66,323,520
Kaanapali	\$64,130,202
Mak/Olii/Hali	\$35,514,557
Maui Meadows	\$32,689,600

967
HOMES SOLD
(+3% vs 2017)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	339
South	204
Upcountry	143
West Maui	115
North Shore	102
Lanai/Molokai	45
East	19

1,412
CONDOS SOLD
(+19% vs 2017)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	748
West Maui	479
Central	160
Lanai/Molokai	15
Upcountry	6
North Shore	4
East	0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$295,848,095
Kihei	\$249,189,750
Kaanapali	\$153,217,387
Nap/Kah/Honokowai	\$103,907,644
Kapalua	\$84,317,038
Wailuku	\$52,857,512
Lahaina	\$48,404,271
Maalaea	\$18,338,900
Lanai	\$4,950,000
Kahului	\$4,236,000

174
LAND SOLD
(-7% vs 2017)

VACANT LAND

NUMBER OF SALES
By Districts

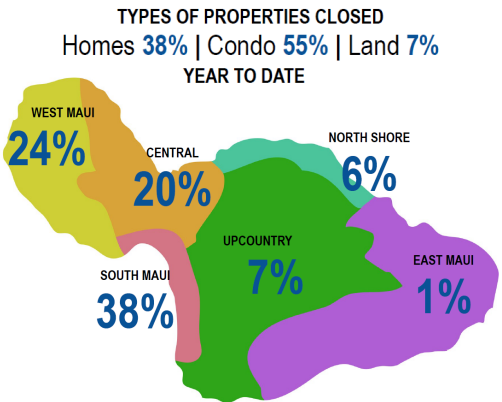
North Shore	47
Upcountry	41
Central	20
South	19
West Maui	18
Lanai/Molokai	18
East	11

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$31,785,000
Haiku	\$26,476,550
Kula/Ulu/Kanaio	\$19,247,550
Lahaina	\$14,521,500
Kihei	\$8,385,000
Wailuku	\$6,814,325
Kaanapali	\$4,169,750
Molokai	\$4,083,900
Hana	\$3,680,000
Kahului	\$3,167,500

PERCENTAGE OF SALES CLOSED



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
107	106	144

RESIDENTIAL YEAR-OVER-YEAR

967
TOTAL NUMBER OF SALES
2018

3%

938
TOTAL NUMBER OF SALES
2017

\$705,000
MEDIAN SALES PRICE
2018

1%

\$695,000
MEDIAN SALES PRICE
2017

\$999,784,985
TOTAL DOLLAR VOLUME
2018

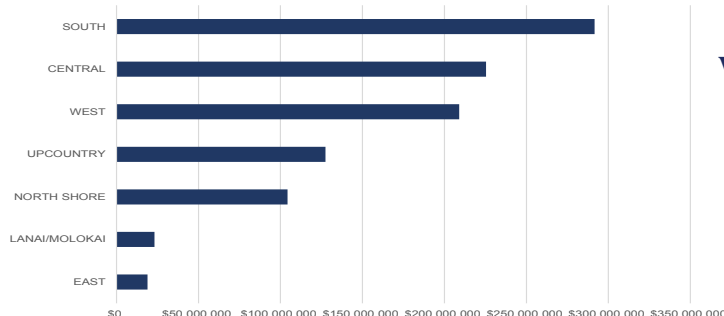
5%

\$956,201,646
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	117	137	-15%	\$679,000	\$599,000	13%	\$79,754,990	\$83,046,087	-4%
Wailuku	220	176	25%	\$654,500	\$617,280	6%	\$143,885,174	\$114,042,578	26%
EAST									
Hana	19	8	138%	\$760,000	\$1,148,542	-34%	\$18,934,890	\$11,467,583	65%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	80	75	7%	\$830,000	\$733,000	13%	\$77,298,500	\$65,171,454	19%
Sprecks/Paia/Kuau	22	20	10%	\$725,000	\$1,032,500	-30%	\$27,018,375	\$53,683,899	-50%
SOUTH									
Kihei	147	150	-2%	\$688,025	\$715,450	-4%	\$163,463,953	\$140,740,499	16%
Maalaea	1	1	0%	\$2,000,000	\$3,500,000	-43%	\$2,000,000	\$3,500,000	-43%
Maui Meadows	27	27	0%	\$1,329,000	\$1,265,000	5%	\$32,689,600	\$37,091,930	-12%
Wailea/Makena	29	23	26%	\$1,795,500	\$2,395,000	-25%	\$93,433,000	\$104,170,000	-10%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	61	70	-13%	\$950,000	\$849,500	12%	\$66,323,520	\$71,849,700	-8%
Makawao/Olinda/Haliimaile	49	47	4%	\$648,500	\$630,000	3%	\$35,514,557	\$35,991,014	-1%
Pukalani	33	43	-23%	\$725,000	\$680,500	7%	\$25,614,700	\$32,266,750	-21%
WEST									
Kaanapali	31	19	63%	\$1,750,000	\$1,750,000	0.00%	\$64,130,202	\$38,012,250	69%
Kapalua	8	6	33%	\$2,840,000	\$2,487,500	14%	\$30,943,300	\$15,525,000	99%
Lahaina	48	56	-14%	\$835,000	\$1,414,500	-41%	\$84,436,800	\$95,882,798	-12%
Napili/Kahana/Honokowai	27	38	-29%	\$948,000	\$877,500	8%	\$28,132,000	\$34,467,444	-18%
Olowalu	1	1	0%	\$1,360,000	\$801,500	70%	\$1,360,000	\$801,500	70%
LANAI - MOLOKAI									
Lanai	18	19	-5%	\$455,000	\$385,000	18%	\$9,693,000	\$7,611,000	27%
Molokai	27	21	29%	\$320,000	\$425,000	-25%	\$13,408,424	\$10,305,160	30%
MAUI SUMMARY	967	938	3%	\$705,000	\$695,000	1%	\$999,784,985	\$956,201,646	5%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH OCTOBER 2018

SOUTH	\$291,586,553
CENTRAL	\$225,390,164
WEST	\$209,002,302
UPCOUNTRY	\$127,452,777
NORTH SHORE	\$104,316,875
LANAI/MOLOKAI	\$23,101,424
EAST	\$18,934,890



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

www.FidelityMaui.com

October 2018 YTD vs. October 2017 YTD

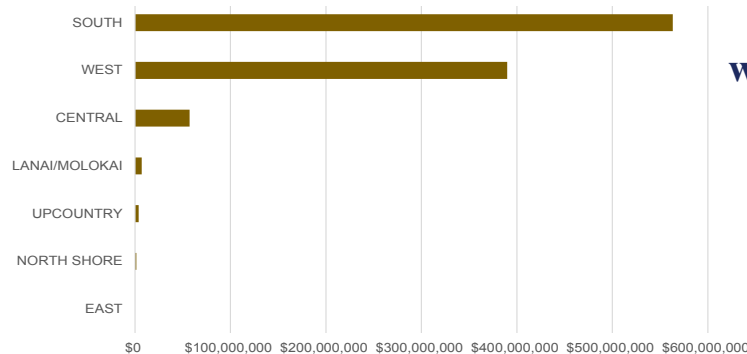
<h2>CONDOMINIUM</h2> <p>YEAR-OVER-YEAR</p>	1,412 TOTAL NUMBER OF SALES 2018	19%	\$498,500 MEDIAN SALES PRICE 2018	11%	\$1,022,571,197 TOTAL DOLLAR VOLUME 2018	26%
	1,185 TOTAL NUMBER OF SALES 2017		\$450,000 MEDIAN SALES PRICE 2017		\$814,819,712 TOTAL DOLLAR VOLUME 2017	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahului	27	33	-18%	\$125,000	\$95,000	32%	\$4,236,000	\$4,228,780	0%
Wailuku	133	99	34%	\$438,750	\$375,000	17%	\$52,857,512	\$36,319,986	46%
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	514	453	14%	\$409,000	\$378,000	8%	\$249,189,750	\$212,503,900	17%
Maalaea	41	37	11%	\$430,000	\$305,000	41%	\$18,338,900	\$13,611,700	35%
Wailea/Makena	193	118	64%	\$1,146,008	\$1,075,000	7%	\$295,848,095	\$201,549,167	47%
UPCOUNTRY									
Pukalani	6	8	-25%	\$603,000	\$599,000	1%	\$3,786,000	\$4,653,000	-19%
WEST									
Kaanapali	149	110	36%	\$775,000	\$812,500	-5%	\$153,217,387	\$118,506,884	29%
Kapalua	40	47	-15%	\$1,015,625	\$939,999	8%	\$84,317,038	\$88,990,787	-5%
Lahaina	75	69	9%	\$520,000	\$503,000	3%	\$48,404,271	\$36,732,755	32%
Napili/Kahana/Honokowai	215	187	15%	\$437,000	\$410,000	7%	\$103,907,644	\$84,972,003	22%
LANAI - MOLOKAI									
Lanai	2	8	-75%	\$2,475,000	\$895,000	177%	\$4,950,000	\$9,564,500	-48%
Molokai	13	14	-7%	\$158,000	\$116,125	36%	\$2,042,600	\$2,072,250	-1%

MAUI SUMMARY	1,412	1,185	19%	\$498,500	\$450,000	11%	\$1,022,571,197	\$814,819,712	26%
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TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH OCTOBER 2018

SOUTH	\$563,376,745
WEST	\$389,846,340
CENTRAL	\$57,093,512
LANAI/MOLOKAI	\$6,992,600
UPCOUNTRY	\$3,786,000
NORTH SHORE	\$1,476,000
EAST	\$0



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

www.FidelityMaui.com

October 2018 YTD vs. October 2017 YTD

VACANT LAND YEAR-OVER-YEAR

174
TOTAL NUMBER OF SALES
2018

-7%

187
TOTAL NUMBER OF SALES
2017

\$475,000
MEDIAN SALES PRICE
2018

28%

\$370,000
MEDIAN SALES PRICE
2017

\$133,477,975
TOTAL DOLLAR VOLUME
2018

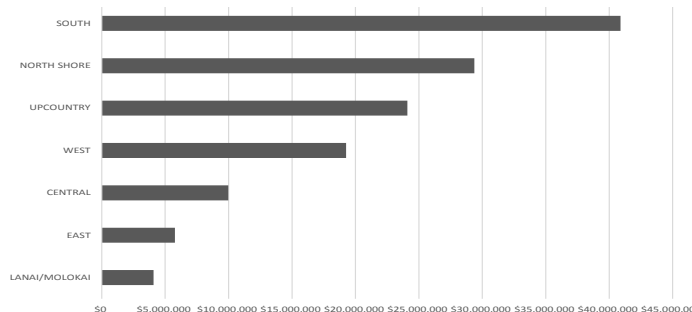
52%

\$87,622,691
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	26	-31%	\$312,500	\$316,500	-1%	\$6,814,325	\$9,523,574	-28%
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	46	27	70%	\$475,000	\$410,000	16%	\$26,476,550	\$13,741,668	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	2	-50%	\$725,000	\$451,250	61%	\$725,000	\$902,500	-20%
Wailea/Makena	6	2	200%	\$5,725,000	\$512,500	1017%	\$31,785,000	\$1,025,000	3001%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	31	10	210%	\$615,000	\$490,005	26%	\$19,247,550	\$5,366,009	259%
Makawao/Olinda/Haliimaile	5	13	-62%	\$425,000	\$600,000	-29%	\$2,933,900	\$7,642,300	-62%
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	12	50%	\$205,000	\$102,250	101%	\$4,083,900	\$1,862,400	119%
MAUI SUMMARY	174	187	-7%	\$475,000	\$370,000	28%	\$133,477,975	\$87,622,691	52%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH OCTOBER 2018

SOUTH	\$40,895,000
NORTH SHORE	\$29,376,550
UPCOUNTRY	\$24,098,450
WEST	\$19,266,250
CENTRAL	\$9,981,825
LANAI/MOLOKAI	\$4,083,900
EAST	\$5,776,000



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

www.FidelityMaui.com

MAUI DISTRICTS

October 2018 YTD vs. October 2017 YTD

OCTOBER 2018

YEAR TO DATE

CENTRAL			
HOMES			
Number of Sales	339		8%
Total Dollar Transactions	\$225,390,164		14%
CONDO			
Number of Sales	160		21%
Total Dollar Transactions	\$57,093,512		41%
LAND			
Number of Sales	20		-33%
Total Dollar Transactions	\$9,981,825		-8%

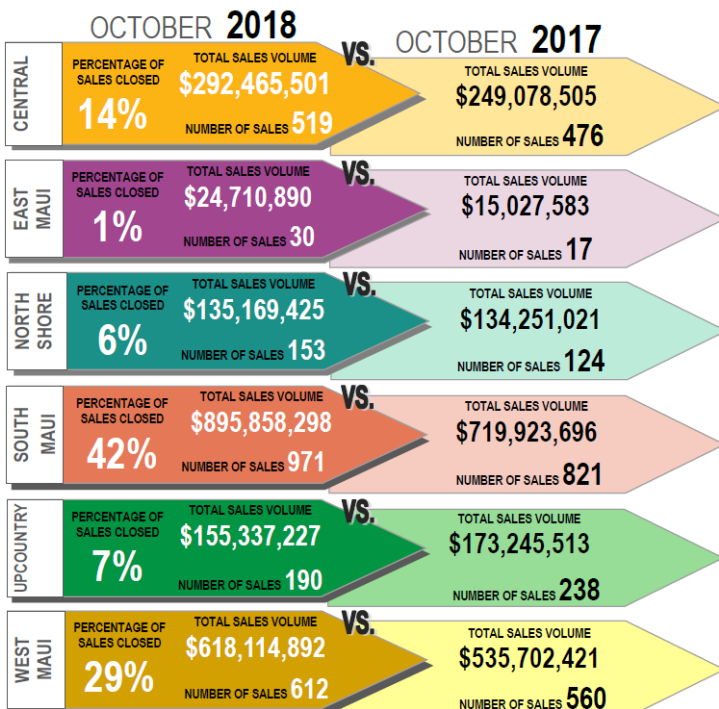
NORTH SHORE			
HOMES			
Number of Sales	102		7%
Total Dollar Transactions	\$104,316,875		-12%
CONDO			
Number of Sales	4		300%
Total Dollar Transactions	\$1,476,000		317%
LAND			
Number of Sales	47		68%
Total Dollar Transactions	\$29,376,550		95%

WEST MAUI			
HOMES			
Number of Sales	115		-4%
Total Dollar Transactions	\$209,002,302		13%
CONDO			
Number of Sales	479		16%
Total Dollar Transactions	\$389,846,340		18%
LAND			
Number of Sales	18		-33%
Total Dollar Transactions	\$19,266,250		-12%

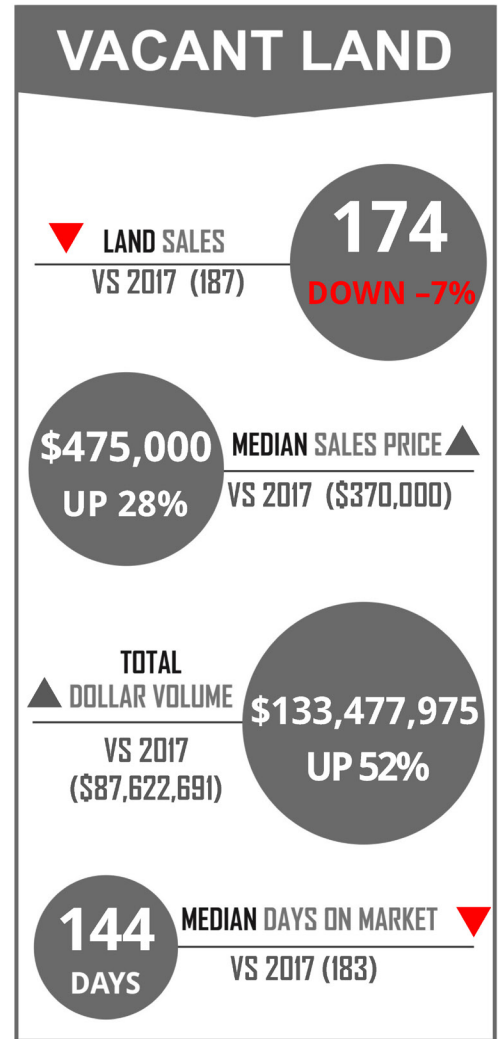
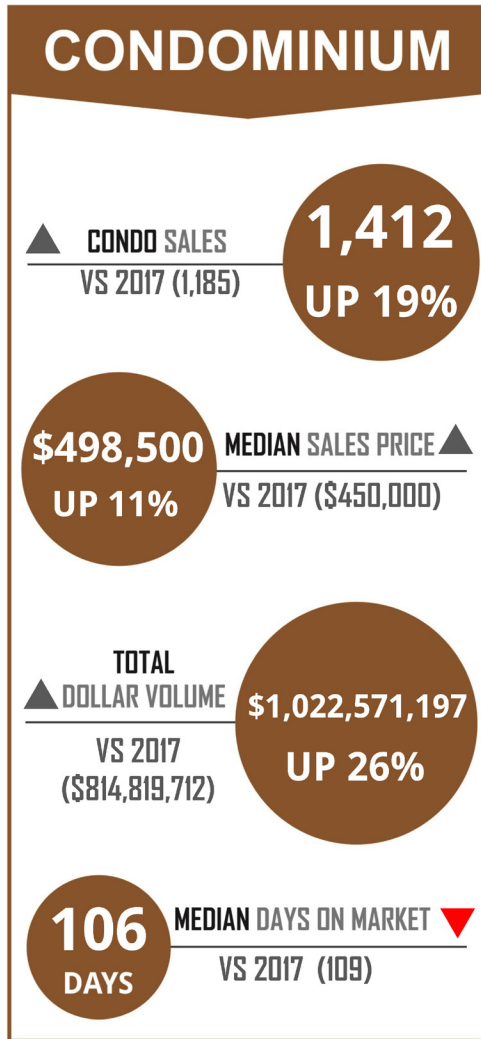
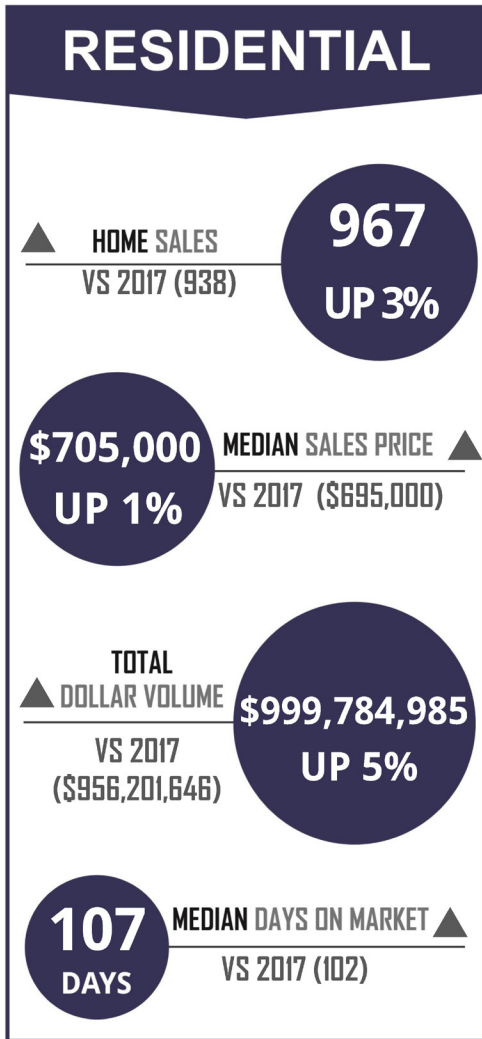
EAST MAUI			
HOMES			
Number of Sales	19		138%
Total Dollar Transactions	\$18,934,890		65%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$760,000		-100%
LAND			
Number of Sales	11		38%
Total Dollar Transactions	\$5,776,000		106%

SOUTH MAUI			
HOMES			
Number of Sales	204		1%
Total Dollar Transactions	\$291,586,553		2%
CONDO			
Number of Sales	748		23%
Total Dollar Transactions	\$563,376,745		32%
LAND			
Number of Sales	19		58%
Total Dollar Transactions	\$40,895,000		505%

UPCOUNTRY			
HOMES			
Number of Sales	143		-11%
Total Dollar Transactions	\$127,452,777		-9%
CONDO			
Number of Sales	6		-25%
Total Dollar Transactions	\$3,786,000		-19%
LAND			
Number of Sales	41		-41%
Total Dollar Transactions	\$24,098,450		-15%



- 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



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			
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 October, 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
- ▶ **October 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

HAWAII 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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