



RESIDENTIAL



\$700,000 (NC)
Median Sales Price

\$1,034,098 (NC)
Average Sales Price


CONDOMINIUM



\$499,250 (+11%)
Median Sales Price

\$731,516 (+7%)
Average Sales Price

VACANT LAND



\$475,000 (+33%)
Median Sales Price

\$793,012 (+70%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	\$125,734,592
Wailuku	\$113,258,934
Wailea/Makena	\$85,936,000
Lahaina	\$77,193,150
Kahului	\$71,747,240
Kaanapali	\$55,080,202
Haiku	\$53,238,750
Kula/Ulu/Kanaio	\$51,613,349
Maui Meadows	\$29,375,600
Kapalua	\$28,263,300



799
HOMES SOLD
(+7% vs 2017)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	280
South	174
Upcountry	114
West Maui	100
North Shore	76
Lanai/Molokai	39
East	16



1,154
CONDOS SOLD
(+25% vs 2017)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	624
West Maui	389
Central	125
Lanai/Molokai	8
Upcountry	5
North Shore	3
East	0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$248,266,479
Kihei	\$206,553,551
Kaanapali	\$129,330,387
Nap/Kah/Honokowai	\$86,729,789
Kapalua	\$74,412,038
Wailuku	\$39,843,367
Maalaea	\$35,256,026
Lahaina	\$14,981,000
Kahului	\$3,431,000
Pukalani	\$3,036,000



149
LAND SOLD
(-1% vs 2017)

VACANT LAND

NUMBER OF SALES
By Districts

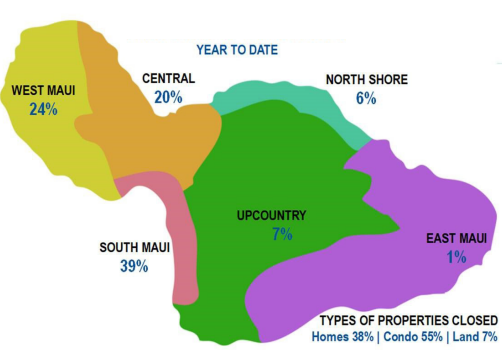
North Shore	43
Upcountry	32
Central	18
West Maui	16
Lanai/Molokai	16
South	15
East	9

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$30,960,000
Haiku	\$24,169,900
Kula/Ulu/Kanaio	\$15,297,550
Lahaina	\$13,726,500
Kihei	\$7,420,000
Wailuku	\$6,504,325
Kaanapali	\$3,469,750
Hana	\$3,195,000
Spreck/Paia/Kuau	\$2,900,000
Molokai	\$2,873,900

PERCENTAGE OF SALES CLOSED



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
109	105	144

RESIDENTIAL YEAR-OVER-YEAR

799
TOTAL NUMBER OF SALES
2018

7%

745
TOTAL NUMBER OF SALES
2017

\$700,000
MEDIAN SALES PRICE
2018

0%

\$702,000
MEDIAN SALES PRICE
2017

\$826,244,413
TOTAL DOLLAR VOLUME
2018

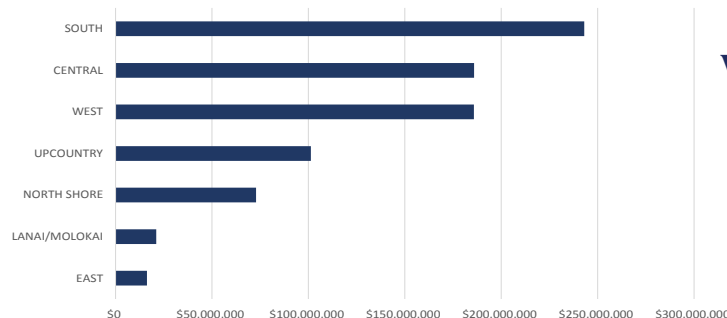
7%

\$771,341,370
TOTAL DOLLAR VOLUME
2017

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change
CENTRAL									
Kahakuloa	1	1	0%	\$890,000	\$575,000	55%	\$890,000	\$575,000	55%
Kahului	105	96	9%	\$679,000	\$597,000	14%	\$71,747,240	\$58,126,122	23%
Wailuku	174	131	33%	\$650,000	\$615,000	6%	\$113,258,934	\$84,146,976	35%
EAST									
Hana	16	7	129%	\$747,500	\$997,083	-25%	\$16,259,995	\$10,067,583	62%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	59	60	-2%	\$790,000	\$734,500	8%	\$53,238,750	\$51,249,944	4%
Sprecks/Paia/Kuau	17	15	13%	\$615,000	\$865,000	-29%	\$19,628,375	\$25,421,500	-23%
SOUTH									
Kihei	125	126	-1%	\$680,000	\$700,000	-3%	\$125,734,592	\$116,802,499	8%
Maalaea	1	0	--	\$2,000,000	--	--	\$2,000,000	\$0	--
Maui Meadows	24	22	9%	\$1,335,000	\$1,280,000	4%	\$29,375,600	\$29,452,630	0%
Wailea/Makena	24	21	14%	\$2,180,250	\$3,250,000	-33%	\$85,936,000	\$100,745,000	-15%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	47	61	-23%	\$975,000	\$849,000	15%	\$51,613,349	\$64,128,700	-20%
Makawao/Olinda/Haliimaile	37	34	9%	\$610,000	\$627,500	-3%	\$27,143,457	\$28,222,514	-4%
Pukalani	30	32	-6%	\$720,000	\$671,500	7%	\$22,501,200	\$23,902,750	-6%
WEST									
Kaanapali	26	17	53%	\$1,762,250	\$1,750,000	1%	\$55,080,202	\$35,007,250	57%
Kapalua	7	6	17%	\$3,000,000	\$2,487,500	21%	\$28,263,300	\$15,525,000	82%
Lahaina	44	48	-8%	\$835,000	\$1,334,500	-37%	\$77,193,150	\$81,611,798	-5%
Napili/Kahana/Honokowai	22	33	-33%	\$961,500	\$850,000	13%	\$23,943,500	\$30,391,444	-21%
Olowalu	1	1	0%	\$1,360,000	\$801,500	70%	\$1,360,000	\$801,500	70%
LANAI - MOLOKAI									
Lanai	14	16	-13%	\$485,000	\$367,500	32%	\$8,068,000	\$6,246,000	29%
Molokai	25	18	39%	\$350,000	\$388,500	-10%	\$13,008,769	\$8,917,160	46%
MAUI SUMMARY	799	745	7%	\$700,000	\$702,000	0%	\$826,244,413	\$771,341,370	7%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH AUGUST 2018

SOUTH	\$243,046,192
CENTRAL	\$185,896,174
WEST	\$185,840,152
UPCOUNTRY	\$101,258,006
NORTH SHORE	\$72,867,125
LANAI/MOLOKAI	\$21,076,769
EAST	\$16,259,995



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

www.FidelityMaui.com

CONDOMINIUM YEAR-OVER-YEAR	1,154 TOTAL NUMBER OF SALES 2018	\$499,250 MEDIAN SALES PRICE 2018	\$844,169,137 TOTAL DOLLAR VOLUME 2018
	924 TOTAL NUMBER OF SALES 2017	\$450,000 MEDIAN SALES PRICE 2017	\$630,436,735 TOTAL DOLLAR VOLUME 2017
	25%	11%	34%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2018	2017	%Change	2018	2017	%Change	2018	2017	%Change

CENTRAL

Kahului	14	16	-13%	\$485,000	\$367,500	32%	\$8,068,000	\$6,246,000	29%
Wailuku	25	18	39%	\$350,000	\$388,500	-10%	\$13,008,769	\$8,917,160	46%

EAST

Hana	0	1	-100%	--	\$760,000	--	\$0	\$760,000	-100%
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NORTH SHORE

Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	3	0	--	\$372,000	--	--	\$1,097,000	\$0	--

SOUTH

Kihei	424	362	17%	\$407,000	\$383,000	6%	\$206,553,551	\$171,821,462	20%
Maalaea	34	26	31%	\$427,500	\$347,500	23%	\$14,981,000	\$10,158,000	48%
Wailea/Makena	166	97	71%	\$1,149,950	\$1,100,000	5%	\$248,266,479	\$163,644,398	52%

UPCOUNTRY

Pukalani	5	7	-29%	\$601,000	\$618,000	-3%	\$3,036,000	\$4,183,000	-27%
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WEST

Kaanapali	119	76	57%	\$830,000	\$747,500	11%	\$129,330,387	\$81,513,140	59%
Kapalua	38	35	9%	\$1,015,625	\$910,000	12%	\$74,412,038	\$67,013,899	11%
Lahaina	57	56	2%	\$504,400	\$455,500	11%	\$35,256,026	\$28,577,255	23%
Napili/Kahana/Honokowai	175	146	20%	\$445,000	\$410,000	9%	\$86,729,789	\$66,223,204	31%

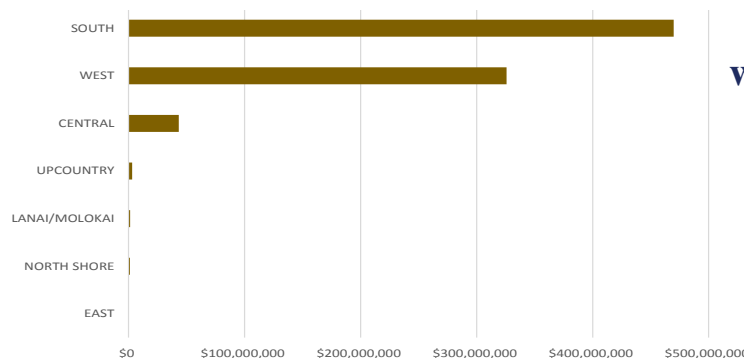
LANAI - MOLOKAI

Lanai	0	4	-100%	--	\$895,000	--	\$0	\$2,907,500	-100%
Molokai	8	10	-20%	\$149,000	\$110,000	36%	\$1,232,500	\$1,298,250	-5%

MAUI SUMMARY	1,154	924	25%	\$499,250	\$450,000	11%	\$844,169,137	\$630,436,735	34%
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TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH AUGUST 2018

SOUTH	\$469,801,030
WEST	\$325,728,240
CENTRAL	\$43,274,367
UPCOUNTRY	\$3,036,000
LANAI/MOLOKAI	\$1,232,500
NORTH SHORE	\$1,097,000
EAST	\$0



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

www.FidelityMaui.com

VACANT LAND YEAR-OVER-YEAR

149
TOTAL NUMBER OF SALES
2018

-1%

151
TOTAL NUMBER OF SALES
2017

\$475,000
MEDIAN SALES PRICE
2018

33%

\$357,650
MEDIAN SALES PRICE
2017

\$118,158,825
TOTAL DOLLAR VOLUME
2018

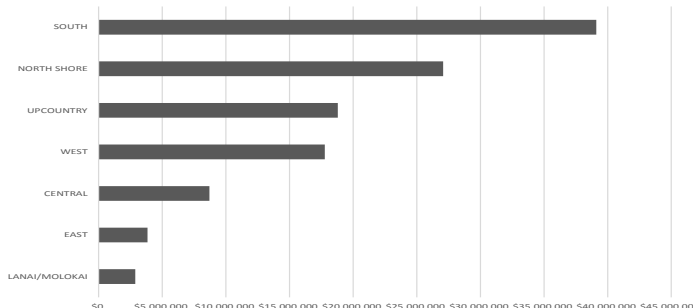
67%

\$70,638,182
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	1	3	-67%	\$2,195,000	\$315,000	597%	\$2,195,000	\$875,000	151%
Wailuku	17	20	-15%	\$315,000	\$322,500	-2%	\$6,504,325	\$7,686,574	-15%
EAST									
Hana	7	7	0%	\$450,000	\$325,000	39%	\$3,195,000	\$2,250,000	42%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	2	0	--	\$323,000	--	--	\$646,000	\$0	--
NORTH SHORE									
Haiku	42	21	100%	\$475,000	\$417,500	14%	\$24,169,900	\$11,460,668	111%
Sprecks/Paia/Kuau	1	1	0%	\$2,900,000	\$1,300,000	123%	\$2,900,000	\$1,300,000	123%
SOUTH									
Kihei	9	6	50%	\$505,000	\$473,500	7%	\$7,420,000	\$3,904,000	90%
Maui Meadows	1	2	-50%	\$725,000	\$451,250	61%	\$725,000	\$902,500	-20%
Wailea/Makena	5	1	400%	\$7,200,000	\$525,000	1271%	\$30,960,000	\$525,000	5797%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	25	9	178%	\$630,000	\$465,000	36%	\$15,297,550	\$4,851,000	215%
Makawao/Olinda/Haliimaile	3	5	-40%	\$878,900	\$357,000	146%	\$2,133,900	\$1,875,000	14%
Pukalani	4	40	-90%	\$362,500	\$326,650	11%	\$1,367,000	\$13,122,540	-90%
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	5	11	-55%	\$812,250	\$762,000	7%	\$3,469,750	\$7,658,000	-55%
Kapalua	0	4	-100%	--	\$1,007,000	--	\$0	\$4,129,000	-100%
Lahaina	10	5	100%	\$1,500,000	\$1,165,000	29%	\$13,726,500	\$5,139,000	167%
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	16	12	33%	\$165,000	\$102,250	61%	\$2,873,900	\$1,862,400	54%
MAUI SUMMARY	149	151	-1%	\$475,000	\$357,650	33%	\$118,158,825	\$70,638,182	67%

TOTAL DOLLAR VOLUME BY DISTRICTS THROUGH AUGUST 2018

SOUTH	\$39,105,000
NORTH SHORE	\$27,069,900
UPCOUNTRY	\$18,798,450
WEST	\$17,771,250
CENTRAL	\$8,699,325
EAST	\$3,841,000
LANAI/MOLOKAI	\$2,873,900



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

www.FidelityMaui.com

MAUI DISTRICTS

August 2018 YTD vs August 2017 YTD

AUGUST 2018

CENTRAL			
HOMES			
Number of Sales	280		23%
Total Dollar Transactions	\$185,896,174		30%
CONDO			
Number of Sales	125		20%
Total Dollar Transactions	\$43,274,367		34%
LAND			
Number of Sales	18	-25%	
Total Dollar Transactions	\$8,699,325	-4%	

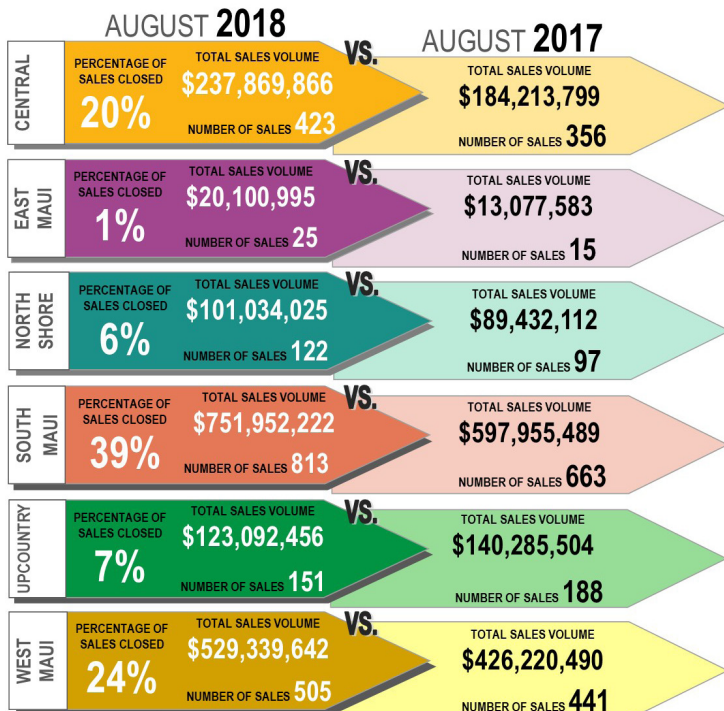
NORTH SHORE			
HOMES			
Number of Sales	76		1%
Total Dollar Transactions	\$72,867,125		-5%
CONDO			
Number of Sales	3		NA
Total Dollar Transactions	\$1,097,000		0%
LAND			
Number of Sales	43		95%
Total Dollar Transactions	\$27,069,900		112%

WEST MAUI			
HOMES			
Number of Sales	100	-5%	
Total Dollar Transactions	\$185,840,152		14%
CONDO			
Number of Sales	389		24%
Total Dollar Transactions	\$325,728,240		34%
LAND			
Number of Sales	16	-30%	
Total Dollar Transactions	\$17,771,250	-9%	

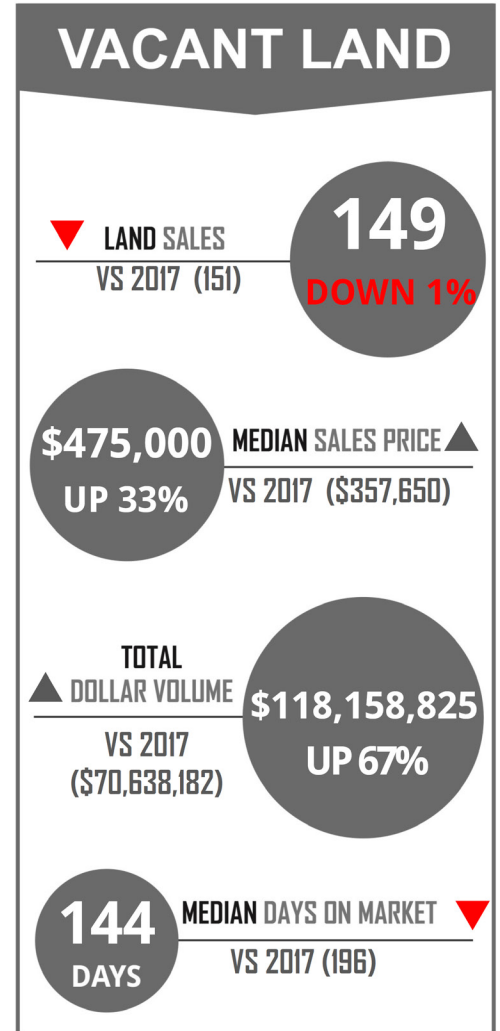
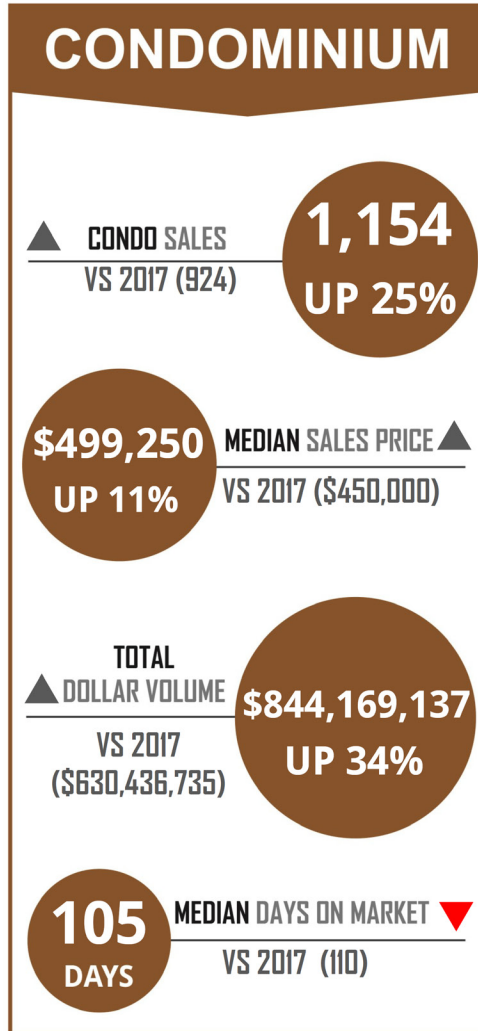
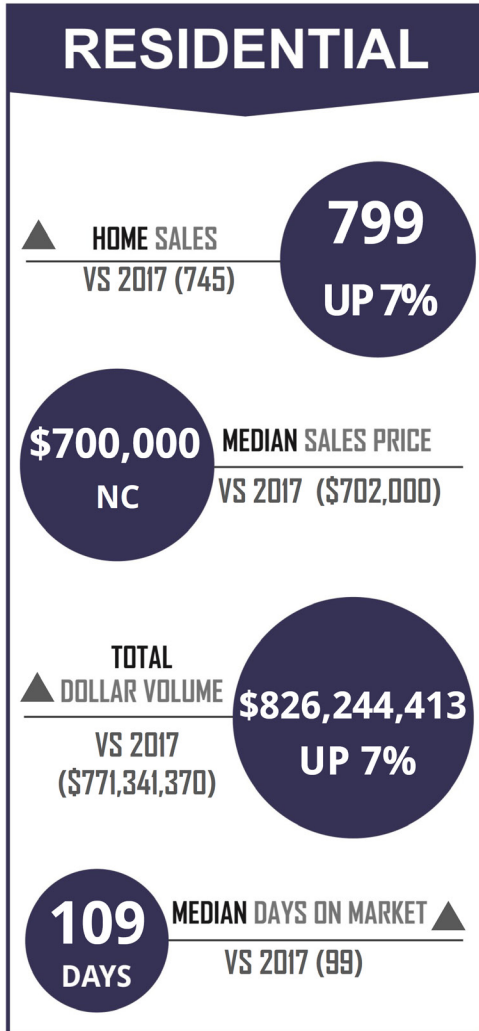
EAST MAUI			
HOMES			
Number of Sales	16		129%
Total Dollar Transactions	\$16,259,995		62%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$760,000		-100%
LAND			
Number of Sales	9		29%
Total Dollar Transactions	\$3,841,000		71%

SOUTH MAUI			
HOMES			
Number of Sales	174		3%
Total Dollar Transactions	\$243,046,192		-2%
CONDO			
Number of Sales	624		29%
Total Dollar Transactions	\$469,801,030		36%
LAND			
Number of Sales	15		67%
Total Dollar Transactions	\$39,105,000		633%

UPCOUNTRY			
HOMES			
Number of Sales	114		-10%
Total Dollar Transactions	\$101,258,006		-13%
CONDO			
Number of Sales	5		-29%
Total Dollar Transactions	\$3,036,000		-27%
LAND			
Number of Sales	33		-41%
Total Dollar Transactions	\$18,798,450		-5%



- 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

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

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 August, 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
- ▶ **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>

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

Central 808-893-0556 | Upcountry 808-573-0110 | West Maui 808-661-4960 | South Maui 808-891-2404

Rose Bento | Mary Jo Cabral | Reta Chin-Chiarella | Wendy Gomes | Noreen Koki | Tori Lapolla | Kosei Nagata | Mercy Palmer | Pam Teal