

MAUI RESIDENTIAL STATISTICS

FEBRUARY 2019



February 2019 YTD vs February 2018 YTD

RESIDENTIAL

\$751,425 (+10%)
Median Sales Price

\$1,050,116 (-10%)
Average Sales Price

CONDOMINIUM

\$525,451 (+8%)
Median Sales Price

\$667,124 (-1%)
Average Sales Price

VACANT LAND

\$492,438 (-1%)
Median Sales Price

\$1,043,246 (+42%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	\$20,359,050
Lahaina	\$17,782,999
Wailuku	\$16,934,014
Mak/Oli/Hali	\$14,748,129
Kahului	\$11,730,000
Kula/Ulu/Kanaio	\$11,455,000
Kaanapali	\$11,382,000
Nap/Kah/Honokowai	\$9,850,000
Wailea/Makena	\$7,131,000

142
HOMES SOLD
(-23% vs 2018)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	44
Upcountry	30
South	28
West Maui	22
North Shore	12
Lanai/Molokai	6
East	0

250
CONDOS SOLD
(+2% vs 2018)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	125
West Maui	94
Central	24
Lanai/Molokai	7
Upcountry	0
North Shore	0
East	0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Kihei	\$51,893,124
Wailea/Makena	\$32,949,600
Kaanapali	\$21,192,500
Nap/Kah/Honokowai	\$18,956,047
Kapalua	\$15,059,500
Wailuku	\$11,318,275
Lahaina	\$10,410,930
Maalaea	\$3,547,500
Molokai	\$1,131,600
Kahului	\$322,000

28
LAND SOLD
(-15% vs 2018)

VACANT LAND

NUMBER OF SALES
By Districts

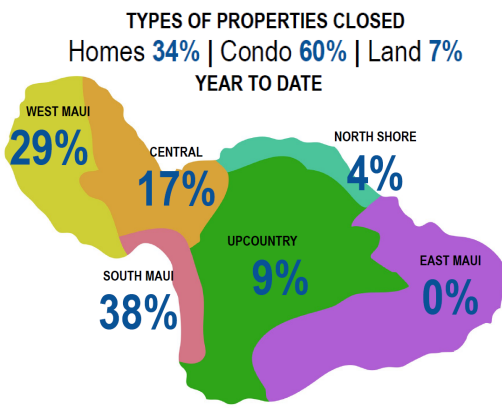
South	7
North Shore	6
Upcountry	6
West Maui	4
East	2
Central	2
Lanai/Molokai	1

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$14,337,500
Lahaina	\$3,650,000
Haiku	\$2,860,375
Kula/Ulu/Kanaio	\$2,453,000
Kihei	\$1,883,000
Kaanapali	\$1,515,000
Hana	\$966,000
Wailuku	\$505,000
Mak/Oli/Hali	\$400,000
Molokai	\$325,000

PERCENTAGE OF SALES CLOSED



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
105	100	118

<h2>RESIDENTIAL</h2> <p>YEAR-OVER-YEAR</p>	142 TOTAL NUMBER OF SALES 2019	-23%	\$751,425 MEDIAN SALES PRICE 2019	10%	\$149,116,537 TOTAL DOLLAR VOLUME 2019	-31%
	185 TOTAL NUMBER OF SALES 2018		\$685,000 MEDIAN SALES PRICE 2018		\$215,906,833 TOTAL DOLLAR VOLUME 2018	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahakuloa	0	1	-100%	--	\$890,000	--	\$0	\$890,000	-100%
Kahului	18	37	-51%	\$651,667	\$685,717	-5%	\$11,730,000	\$25,371,526	-54%
Wailuku	26	37	-30%	\$651,308	\$573,855	14%	\$16,934,014	\$21,232,644	-20%
EAST									
Hana	0	4	-100%	--	\$1,277,499	--	\$0	\$5,109,995	-100%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	9	15	-40%	\$723,667	\$924,567	-22%	\$6,513,000	\$13,868,500	-53%
Sprecks/Paia/Kuau	3	3	0%	\$935,708	\$1,571,667	-41%	\$2,807,125	\$4,715,000	-41%
SOUTH									
Kihei	22	27	-19%	\$925,411	\$1,567,404	-41%	\$20,359,050	\$42,319,918	-52%
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	2	3	-33%	\$1,275,000	\$893,333	43%	\$2,550,000	\$2,680,000	-5%
Wailea/Makena	4	5	-20%	\$1,782,750	\$5,115,000	-65%	\$7,131,000	\$25,575,000	-72%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	10	14	-29%	\$1,145,500	\$1,020,750	12%	\$11,455,000	\$14,290,500	-20%
Makawao/Olinda/Haliimaile	13	8	63%	\$1,134,471	\$695,869	63%	\$14,748,129	\$5,566,950	165%
Pukalani	7	5	40%	\$868,571	\$694,000	25%	\$6,080,000	\$3,470,000	75%
WEST									
Kaanapali	6	4	50%	\$1,897,000	\$2,326,250	-19%	\$11,382,000	\$9,305,000	22%
Kapalua	3	0	--	\$2,313,007	--	--	\$6,939,020	\$0	--
Lahaina	11	12	-8%	\$1,616,636	\$2,646,325	-39%	\$17,782,999	\$31,755,900	-44%
Napili/Kahana/Honokowai	2	3	-33%	\$4,925,000	\$1,850,000	166%	\$9,850,000	\$5,550,000	78%
Olowalu	0	0	--	--	--	--	\$0	\$0	--
LANAI - MOLOKAI									
Lanai	0	3	-100%	--	\$733,333	--	\$0	\$2,200,000	-100%
Molokai	6	4	50%	\$475,867	\$501,475	-5%	\$2,855,200	\$2,005,900	42%
MAUI SUMMARY	142	185	-23%	\$1,050,116	\$1,167,064	-10%	\$149,116,537	\$215,906,833	-31%

DISTRICT	2019	2018	Percentage Change
WEST	\$45,954,019	\$46,610,900	-1%
UPCOUNTRY	\$32,283,129	\$23,327,450	38%
SOUTH	\$30,040,050	\$70,574,918	-57%
CENTRAL	\$28,664,014	\$47,494,170	-40%
NORTH SHORE	\$9,320,125	\$18,583,500	-50%
LANAI/MOLOKAI	\$2,855,200	\$4,205,900	-32%
EAST	\$0	\$5,109,995	-100%
TOTAL	\$149,116,537	\$215,906,833	-31%

DISTRICT	2019	2018	Percentage Change
CENTRAL	44	75	-41%
UPCOUNTRY	30	27	11%
SOUTH	28	35	-20%
WEST	22	19	16%
NORTH SHORE	12	18	-33%
LANAI/MOLOKAI	6	7	-14%
EAST	0	4	-100%
TOTAL	142	185	-23%

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

www.FidelityMaui.com

February 2019 YTD vs February 2018 YTD

CONDOMINIUM YEAR-OVER-YEAR	250 TOTAL NUMBER OF SALES 2019	\$525,451 MEDIAN SALES PRICE 2019	\$166,781,076 TOTAL DOLLAR VOLUME 2019
	245 TOTAL NUMBER OF SALES 2018	\$485,000 MEDIAN SALES PRICE 2018	\$165,236,985 TOTAL DOLLAR VOLUME 2018
	2%	8%	1%

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahului	1	5	-80%	\$322,000	\$110,000	193%	\$322,000	\$714,100	-55%
Wailuku	23	23	0%	\$534,150	\$320,000	67%	\$11,318,275	\$8,459,842	34%

EAST									
Hana	0	0	--	--	--	--	0	0	--

NORTH SHORE									
Haiku	0	0	--	--	--	--	0	0	--
Sprecks/Paia/Kuau	0	0	--	--	--	--	0	0	--

SOUTH									
Kihei	95	83	15%	\$490,000	\$435,000	13%	\$51,893,124	\$39,096,950	33%
Maalaea	7	6	17%	\$460,000	\$384,000	20%	\$3,547,500	\$2,308,000	54%
Wailea/Makena	23	44	-48%	\$1,294,100	\$968,572	34%	\$32,949,600	\$52,782,567	-38%

UPCOUNTRY									
Pukalani	0	2	-100%	--	\$628,000	--	\$0	\$1,256,000	-100%

WEST									
Kaanapali	21	28	-25%	\$774,000	\$910,000	-15%	\$21,192,500	\$32,577,900	-35%
Kapalua	10	5	100%	\$975,000	\$868,000	12%	\$15,059,500	\$7,817,000	93%
Lahaina	24	9	167%	\$429,529	\$375,000	15%	\$10,410,930	\$3,233,626	222%
Napili/Kahana/Honokowai	39	38	3%	\$450,000	\$395,000	14%	\$18,956,047	\$16,606,000	14%

LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	7	2	250%	\$150,000	\$192,500	-22%	\$1,131,600	\$385,000	194%

MAUI SUMMARY	250	245	2%	\$525,451	\$485,000	8%	\$166,781,076	\$165,236,985	1%
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FEBRUARY 2019 TOTAL DOLLAR VOLUME			
DISTRICT	2019	2018	Percentage Change
SOUTH	\$88,390,224	\$94,187,517	-6%
WEST	\$65,618,977	\$60,234,526	9%
CENTRAL	\$11,640,275	\$9,173,942	27%
LANAI/MOLOKAI	\$1,131,600	\$385,000	194%
UPCOUNTRY	\$0	\$1,256,000	-100%
NORTH SHORE	\$0	\$0	na
EAST	\$0	\$0	na
TOTAL	\$166,781,076	\$165,236,985	1%

FEBRUARY 2019 NUMBER OF SALES			
DISTRICT	2019	2018	Percentage Change
SOUTH	125	133	-50%
WEST	94	80	88%
CENTRAL	24	28	-25%
LANAI/MOLOKAI	7	2	31%
UPCOUNTRY	0	2	NA
NORTH SHORE	0	0	0%
EAST	0	0	0%
TOTAL	250	245	2%

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

www.FidelityMaui.com

February 2019 YTD vs February 2018 YTD

VACANT LAND YEAR-OVER-YEAR

28
TOTAL NUMBER OF SALES
2019

-15%

33
TOTAL NUMBER OF SALES
2018

\$492,438
MEDIAN SALES PRICE
2019

-1%

\$495,000
MEDIAN SALES PRICE
2018

\$29,210,875
TOTAL DOLLAR VOLUME
2019

21%

\$24,234,650
TOTAL DOLLAR VOLUME
2018

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	0	0	--	--	--	--	\$0	\$0	--
Wailuku	2	4	-50%	\$252,500	\$386,875	-35%	\$505,000	\$1,547,500	-67%
EAST									
Hana	2	0	--	\$483,000	--	--	\$966,000	\$0	--
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	1	-100%	--	\$246,000	--	\$0	\$246,000	-100%
NORTH SHORE									
Haiku	6	7	-14%	\$476,729	\$587,771	-19%	\$2,860,375	\$4,114,400	-31%
Sprecks/Paia/Kuau	0	1	-100%	--	\$2,900,000	--	\$0	\$2,900,000	-100%
SOUTH									
Kihei	3	1	200%	\$627,667	\$410,000	53%	\$1,883,000	\$410,000	359%
Maui Meadows	1	0	--	\$316,000	--	--	\$316,000	\$0	--
Wailea/Makena	3	0	--	\$4,779,167	--	--	\$14,337,500	\$0	--
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	5	7	-29%	\$490,600	\$485,121	1%	\$2,453,000	\$3,395,850	-28%
Makawao/Olinda/Haliimaile	1	2	-50%	\$400,000	\$894,450	-55%	\$400,000	\$1,788,900	-78%
Pukalani	0	2	-100%	--	\$382,500	--	\$0	\$765,000	-100%
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	2	1	100%	\$757,500	\$950,000	-20%	\$1,515,000	\$950,000	60%
Kapalua	0	0	--	--	--	--	\$0	\$0	--
Lahaina	2	5	-60%	\$1,825,000	\$1,563,000	17%	\$3,650,000	\$7,815,000	-53%
Napili/Kahana/Honokowai	0	0	--	--	--	--	\$0	\$0	--
Olowalu	0	0	--	--	--	--	\$0	\$0	--
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	1	2	-50%	\$325,000	\$151,000	115%	\$325,000	\$302,000	8%
MAUI SUMMARY	28	33	-15%	\$751,425	\$685,000	-1%	\$29,210,875	\$24,234,650	21%

FEBRUARY 2019 TOTAL DOLLAR VOLUME

DISTRICT	2019	2018	Percentage Change
SOUTH	\$16,536,500	\$410,000	3933%
WEST	\$5,165,000	\$8,765,000	-41%
NORTH SHORE	\$2,860,375	\$7,014,400	-59%
UPCOUNTRY	\$2,853,000	\$5,949,750	-52%
EAST	\$966,000	\$246,000	293%
CENTRAL	\$505,000	\$1,547,500	-67%
LANAI/MOLOKAI	\$325,000	\$302,000	8%
TOTAL	\$29,210,875	\$24,234,650	0%

FEBRUARY 2019 NUMBER OF SALES

DISTRICT	2019	2018	Percentage Change
SOUTH	7	1	0%
NORTH SHORE	6	8	100%
UPCOUNTRY	6	11	-43%
WEST	4	6	-80%
EAST	2	1	100%
CENTRAL	2	4	0%
LANAI/MOLOKAI	1	2	-100%
TOTAL	28	33	21%

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

www.FidelityMaui.com

MAUI DISTRICTS

February 2019 YTD vs February 2018 YTD

FEBRUARY 2019

CENTRAL		
HOMES		
Number of Sales	44	-41%
Total Dollar Transactions	\$28,664,014	-40%
CONDO		
Number of Sales	24	-14%
Total Dollar Transactions	\$11,640,275	27%
LAND		
Number of Sales	2	-50%
Total Dollar Transactions	\$505,000	-67%

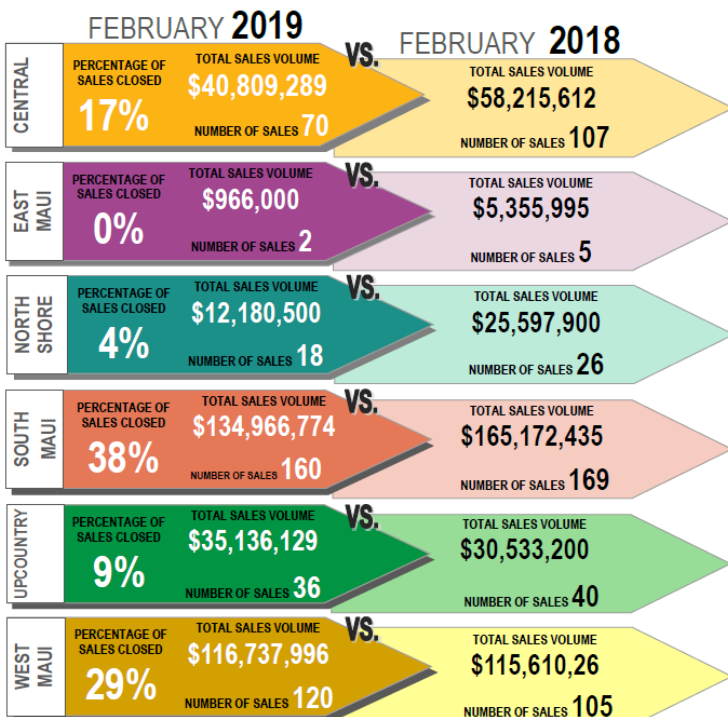
NORTH SHORE		
HOMES		
Number of Sales	12	-33%
Total Dollar Transactions	\$9,320,125	-50%
CONDO		
Number of Sales	0	0%
Total Dollar Transactions	\$0	0%
LAND		
Number of Sales	6	-25%
Total Dollar Transactions	\$2,860,375	-59%

WEST MAUI		
HOMES		
Number of Sales	22	16%
Total Dollar Transactions	\$45,954,019	-1%
CONDO		
Number of Sales	94	18%
Total Dollar Transactions	\$65,618,977	9%
LAND		
Number of Sales	4	-33%
Total Dollar Transactions	\$5,165,000	-41%

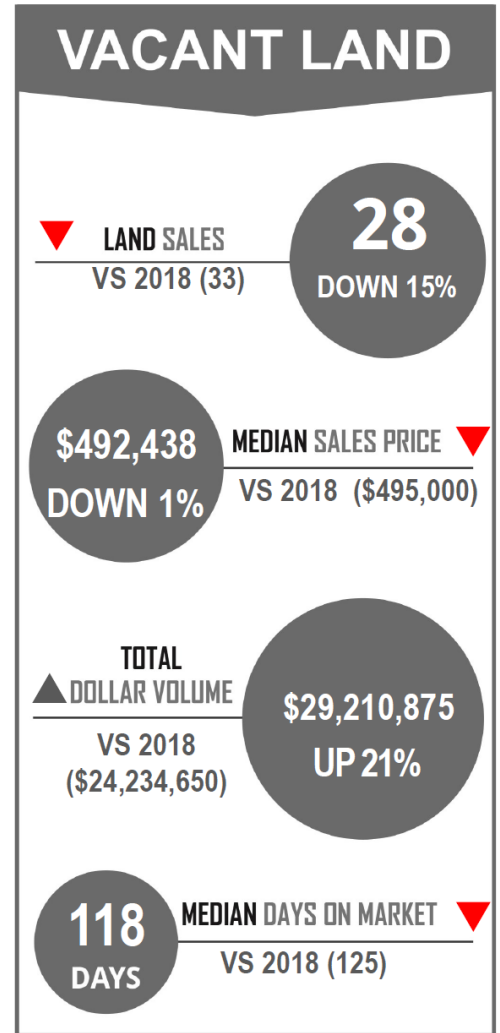
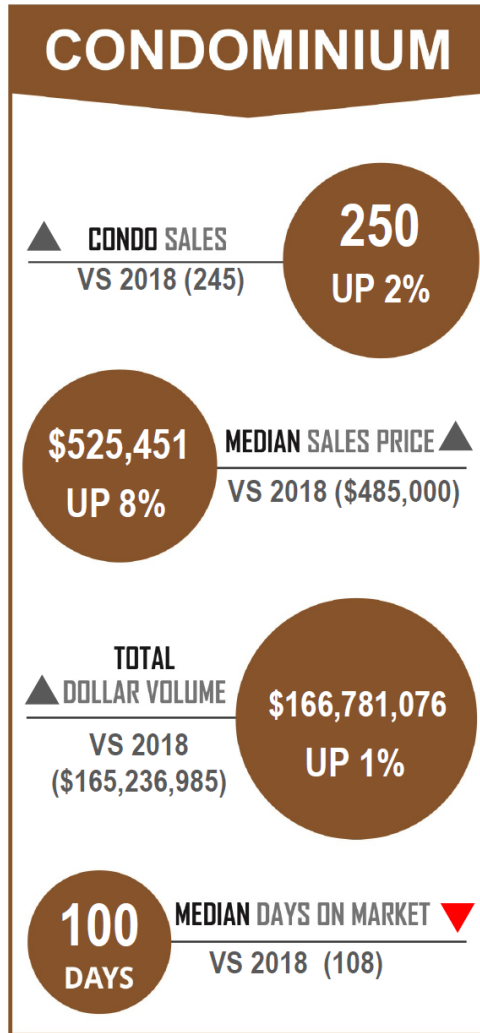
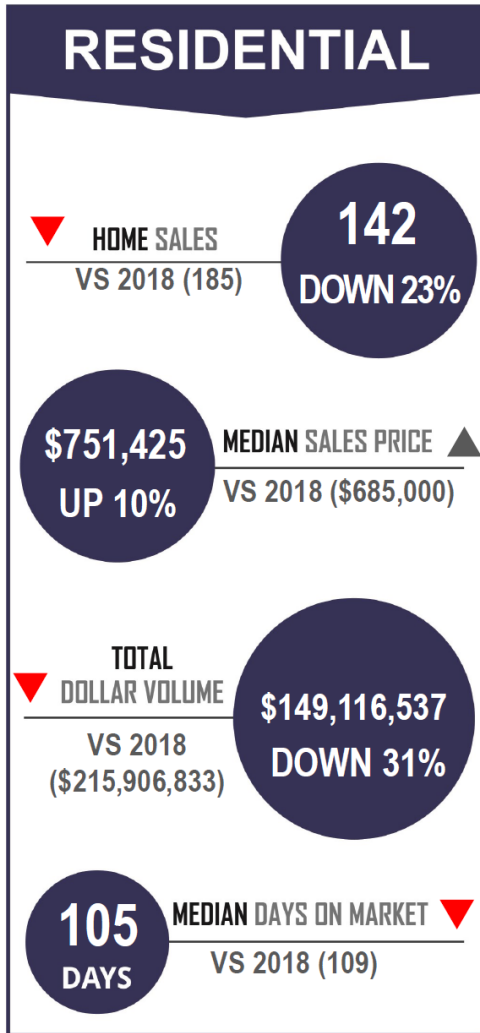
EAST MAUI		
HOMES		
Number of Sales	0	-100%
Total Dollar Transactions	\$0	-100%
CONDO		
Number of Sales	0	-100%
Total Dollar Transactions	\$0	-100%
LAND		
Number of Sales	2	100%
Total Dollar Transactions	\$966,000	293%

SOUTH MAUI		
HOMES		
Number of Sales	28	-20%
Total Dollar Transactions	\$30,040,050	-57%
CONDO		
Number of Sales	125	-6%
Total Dollar Transactions	\$88,390,224	-6%
LAND		
Number of Sales	7	600%
Total Dollar Transactions	\$16,536,500	3,933%

UPCOUNTRY		
HOMES		
Number of Sales	30	11%
Total Dollar Transactions	\$32,283,129	38%
CONDO		
Number of Sales	0	-100%
Total Dollar Transactions	\$0	-100%
LAND		
Number of Sales	6	-45%
Total Dollar Transactions	\$2,853,000	-52%



- 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

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 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

Homeowner (After Homeowner's Exemption)	\$2.85
Residential	\$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

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



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

8 Experienced Officers | 2 Sales Executives | 263 Years of Combined Experience

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