

MAUI RESIDENTIAL STATISTICS



JANUARY 2019

January 2019 vs January 2018

RESIDENTIAL

\$730,000 (+4%)
Median Sales Price

\$906,450 (-21%)
Average Sales Price

CONDOMINIUM

\$528,450 (+4%)
Median Sales Price

\$727,033 (+12%)
Average Sales Price

VACANT LAND

\$487,563 (+16%)
Median Sales Price

\$591,660 (-15%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Wailuku	\$8,531,794
Kihei	\$7,417,850
Lahaina	\$7,363,000
Kaanapali	\$6,119,000
Kula/Ulu/Kanaio	\$5,320,000
Kahului	\$5,260,000
Wailea/Makena	\$5,231,000
Haiku	\$4,683,000
Pukalani	\$2,604,000
Mak/Olii/Hali	\$2,427,000

63
HOMES SOLD
(-28% vs 2018)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	22
South	12
Upcountry	12
West Maui	8
North Shore	7
Lanai/Molokai	2
East	0

130
CONDOS SOLD
(+7% vs 2018)

CONDOMINIUM

NUMBER OF SALES
By Districts

West Maui	61
South	53
Central	11
Lanai/Molokai	5
Upcountry	0
North Shore	0
East	0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Kihei	\$21,579,499
Wailea/Makena	\$18,694,100
Kaanapali	\$15,745,500
Nap/Kah/Honokowai	\$12,899,234
Kapalua	\$11,339,500
Lahaina	\$6,697,232
Wailuku	\$5,235,775
Maalaea	\$1,571,000
Molokai	\$752,500

18
LAND SOLD
(Unchanged)

VACANT LAND

NUMBER OF SALES
By Districts

North Shore	6
South	4
Upcountry	4
East	2
West Maui	1
Central	1
Lanai/Molokai	0

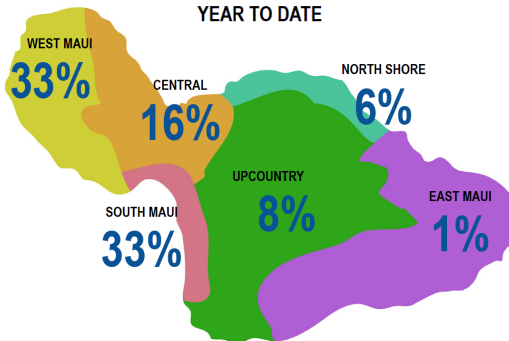
VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Haiku	\$2,860,375
Lahaina	\$2,000,000
Kihei	\$1,883,000
Kula/Ulu/Kanaio	\$1,583,000
Hana	\$966,000
Wailea/Makena	\$737,500
Mak/Olii/Hali	\$400,000
Wailuku	\$220,000

PERCENTAGE OF SALES CLOSED

TYPES OF PROPERTIES CLOSED
Homes 30% | Condo 62% | Land 9%
YEAR TO DATE



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
99	101	88



Fidelity National Title & Escrow of Hawaii

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

RESIDENTIAL YEAR-OVER-YEAR

63
TOTAL NUMBER OF SALES
2019

-28%

87
TOTAL NUMBER OF SALES
2018

\$730,000
MEDIAN SALES PRICE
2019

4%

\$705,000
MEDIAN SALES PRICE
2018

\$57,106,344
TOTAL DOLLAR VOLUME
2019

-43%

\$100,218,016
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	8	16	-50%	\$629,000	\$659,500	-5%	5,260,000	10,643,607	-51%
Wailuku	14	16	-13%	\$607,500	\$610,000	0%	8,531,794	8,923,139	-4%
EAST									
Hana	0	1	-100%	--	\$760,000	--	0	760,000	-100%
Kaupo	0	0	--	--	--	--	0	0	--
Kipahulu	0	0	--	--	--	--	0	0	--
Nahiku	0	0	--	--	--	--	0	0	--
NORTH SHORE									
Haiku	7	7	0%	\$670,000	\$765,000	-12%	4,683,000	5,972,000	-22%
Sprecks/Paia/Kuau	0	3	-100%	--	\$600,000	--	0	4,715,000	-100%
SOUTH									
Kihei	8	9	-11%	\$806,425	\$673,000	20%	7,417,850	7,527,920	-2%
Maalaea	0	0	--	--	--	--	0	0	--
Maui Meadows	1	3	-67%	\$1,150,000	\$900,000	28%	1,150,000	2,680,000	-57%
Wailea/Makena	3	4	-25%	\$1,700,000	\$2,900,000	-41%	5,231,000	16,275,000	-68%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	5	9	-44%	\$1,105,000	\$975,000	13%	5,320,000	9,000,000	-41%
Makawao/Olinda/Haliimaile	4	4	0%	\$613,500	\$502,750	22%	2,427,000	2,130,450	14%
Pukalani	3	2	50%	\$795,000	\$807,500	-2%	2,604,000	1,615,000	61%
WEST									
Kaanapali	4	2	100%	\$1,484,500	\$2,677,500	-45%	6,119,000	5,355,000	14%
Kapalua	0	0	--	--	--	--	0	0	--
Lahaina	4	6	-33%	\$746,500	\$855,000	-13%	7,363,000	17,814,900	-59%
Napili/Kahana/Honokowai	0	1	-100%	--	\$4,050,000	--	0	4,050,000	-100%
Olowalu	0	0	--	--	--	--	0	0	--
LANAI - MOLOKAI									
Lanai	0	2	-100%	--	\$887,500	--	0	1,775,000	-100%
Molokai	2	2	0%	\$499,850	\$490,500	2%	999,700	981,000	2%
MAUI SUMMARY	63	87	-28%	\$730,000	\$705,000	4%	\$57,106,344	\$100,218,016	-43%

JANUARY 2019 TOTAL DOLLAR VOLUME

DISTRICT	2019	2018	Percentage Change
SOUTH	\$13,798,850	\$26,482,920	-40%
CENTRAL	\$13,791,794	\$19,566,746	-30%
WEST	\$13,482,000	\$27,219,900	-50%
UPCOUNTRY	\$10,351,000	\$12,745,450	-19%
NORTH SHORE	\$4,683,000	\$10,687,000	-56%
LANAI/MOLOKAI	\$999,700	\$2,756,000	-64%
EAST	\$0	\$760,000	-100%
TOTAL	57,106,344	100,218,016	-43%

JANUARY 2019 NUMBER OF SALES

DISTRICT	2019	2018	Percentage Change
CENTRAL	22	32	-31%
SOUTH	12	16	-25%
UPCOUNTRY	12	15	-20%
WEST	8	9	-11%
NORTH SHORE	7	10	-30%
LANAI/MOLOKAI	2	4	-50%
EAST	0	1	-100%
TOTAL	63	87	-28%

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

www.FidelityMaui.com

<h2>CONDOMINIUM</h2> <p>YEAR-OVER-YEAR</p>	130 TOTAL NUMBER OF SALES 2019	<h1>7%</h1>	\$528,450 MEDIAN SALES PRICE 2019	<h1>4%</h1>	\$94,514,340 TOTAL DOLLAR VOLUME 2019	<h1>20%</h1>
	121 TOTAL NUMBER OF SALES 2018		\$506,000 MEDIAN SALES PRICE 2018		\$78,870,772 TOTAL DOLLAR VOLUME 2018	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahului	0	4	-100%	--	\$114,800	--	0	634,600	-100%
Wailuku	11	11	0%	\$529,900	\$495,725	7%	5,235,775	4,375,700	20%
EAST									
Hana	0	0	--	--	--	--	0	0	--
NORTH SHORE									
Haiku	0	0	--	--	--	--	0	0	--
Sprecks/Paia/Kuau	0	0	--	--	--	--	0	0	--
SOUTH									
Kihei	38	37	3%	\$492,000	\$410,000	20%	21,579,499	16,584,000	30%
Maalaea	3	4	-25%	\$460,000	\$384,000	20%	1,571,000	1,398,000	12%
Wailea/Makena	12	26	-54%	\$1,344,550	\$968,572	39%	18,694,100	30,945,946	-40%
UPCOUNTRY									
Pukalani	0	1	-100%	--	\$655,000	--	0	655,000	-100%
WEST									
Kaanapali	15	10	50%	\$774,000	\$773,500	0%	15,745,500	10,077,400	56%
Kapalua	6	4	50%	\$1,085,000	\$859,000	26%	11,339,500	4,167,000	172%
Lahaina	16	5	220%	\$385,500	\$335,000	15%	6,697,232	1,693,626	295%
Napili/Kahana/Honokowai	24	18	33%	\$489,500	\$460,000	6%	12,899,234	8,181,500	58%
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	0	0	--
Molokai	5	1	400%	\$150,000	\$158,000	-5%	752,500	158,000	376%

MAUI SUMMARY	130	121	7%	\$528,450	\$506,000	4%	\$94,514,340	\$78,870,772	20%
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JANUARY 2019 TOTAL DOLLAR VOLUME			
DISTRICT	2019	2018	Percentage Change
WEST	\$46,681,466	\$24,119,526	94%
SOUTH	\$41,844,599	\$48,927,946	-14%
CENTRAL	\$5,235,775	\$5,010,300	5%
LANAI/MOLOKAI	\$752,500	\$158,000	376%
UPCOUNTRY	\$0	\$655,000	-100%
NORTH SHORE	\$0	\$0	0%
EAST	\$0	\$0	0%
TOTAL	\$94,514,340	\$78,870,772	20%

JANUARY 2019 NUMBER OF SALES			
DISTRICT	2019	2018	Percentage Change
WEST	61	37	65%
SOUTH	53	67	-21%
CENTRAL	11	15	-27%
LANAI/MOLOKAI	5	1	400%
UPCOUNTRY	0	1	-100%
NORTH SHORE	0	0	0%
EAST	0	0	0%
TOTAL	130	121	7%

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

www.FidelityMaui.com

<h2>VACANT LAND</h2> <p>YEAR-OVER-YEAR</p>	18 TOTAL NUMBER OF SALES 2019	0%	\$487,563 MEDIAN SALES PRICE 2019	16%	\$10,649,875 TOTAL DOLLAR VOLUME 2019
	18 TOTAL NUMBER OF SALES 2018		\$420,000 MEDIAN SALES PRICE 2018	-15%	\$12,491,750 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	1	1	0%	\$220,000	\$500,000	-56%	\$220,000	\$500,000	-56%
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	3	100%	\$487,563	\$375,000	30%	\$2,860,375	\$1,154,000	148%
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--
SOUTH									
Kihei	3	0	--	\$475,000	--	--	\$1,883,000	\$0	--
Maui Meadows	0	0	--	--	--	--	\$0	\$0	--
Wailea/Makena	1	0	--	\$737,500	--	--	\$737,500	\$0	--
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	3	4	-25%	\$579,000	\$375,000	54%	\$1,583,000	\$1,735,850	-9%
Makawao/Olinda/Haliimaile	1	1	0%	\$400,000	\$878,900	-55%	\$400,000	\$878,900	-55%
Pukalani	0	2	-100%	--	\$382,500	--	\$0	\$765,000	-100%
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	0	1	-100%	--	\$950,000	--	\$0	\$950,000	-100%
Kapalua	0	0	--	--	--	--	\$0	\$0	--
Lahaina	1	4	-75%	\$2,000,000	\$1,525,000	31%	\$2,000,000	\$6,150,000	-68%
Napili/Kahana/Honokowai	0	0	--	--	--	--	\$0	\$0	--
Olowalu	0	0	--	--	--	--	\$0	\$0	--
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	0	1	-100%	--	\$112,000	--	\$0	\$112,000	-100%
MAUI SUMMARY	18	18	0%	\$487,563	\$420,000	16%	\$10,649,875	\$12,491,750	-15%

DISTRICT	2019	2018	Percentage Change
NORTH SHORE	\$2,860,375	\$1,154,000	148%
SOUTH	\$2,620,500	\$0	-
WEST	\$2,000,000	\$7,100,000	-72%
UPCOUNTRY	\$1,983,000	\$3,379,750	-41%
EAST	\$966,000	\$246,000	293%
CENTRAL	\$220,000	\$500,000	-56%
LANAI/MOLOKAI	\$0	\$112,000	-100%
TOTAL	\$10,649,875	\$12,491,750	-15%

DISTRICT	2019	2018	Percentage Change
NORTH SHORE	6	3	100%
SOUTH	4	0	0%
UPCOUNTRY	4	7	-43%
EAST	2	1	100%
WEST	1	5	-80%
CENTRAL	1	1	0%
LANAI/MOLOKAI	0	1	-100%
TOTAL	18	18	0%

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

www.FidelityMaui.com

MAUI DISTRICTS

January 2019 vs January 2018

JANUARY 2019

CENTRAL			
HOMES			
Number of Sales	22		-31%
Total Dollar Transactions	\$13,791,794		-30%
CONDO			
Number of Sales	11		-27%
Total Dollar Transactions	\$5,235,775		5%
LAND			
Number of Sales	1		0%
Total Dollar Transactions	\$220,000		-56%

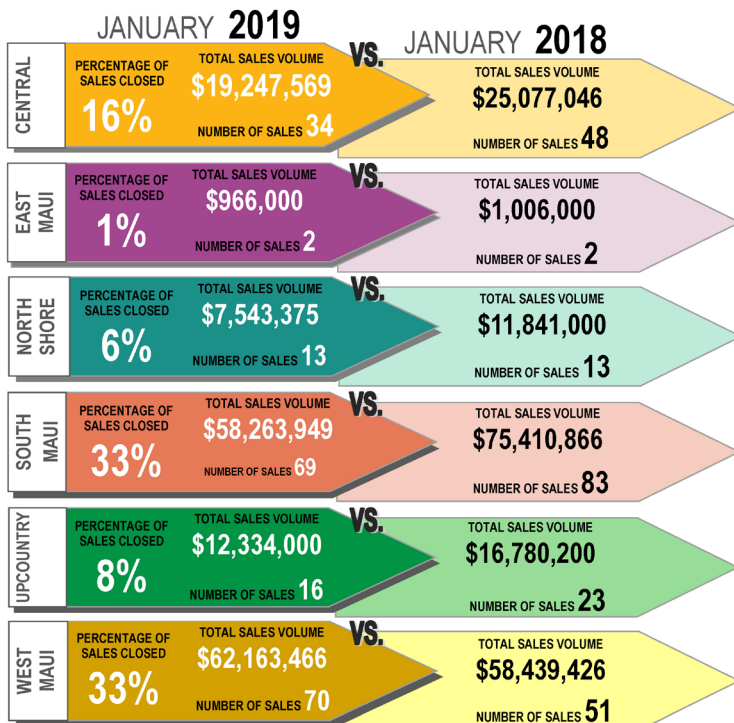
NORTH SHORE			
HOMES			
Number of Sales	7		-30%
Total Dollar Transactions	\$4,683,000		-56%
CONDO			
Number of Sales	0		0%
Total Dollar Transactions	\$0		0%
LAND			
Number of Sales	6		100%
Total Dollar Transactions	\$2,860,375		148%

WEST MAUI			
HOMES			
Number of Sales	8		-11%
Total Dollar Transactions	\$13,482,000		-50%
CONDO			
Number of Sales	61		65%
Total Dollar Transactions	\$46,681,466		94%
LAND			
Number of Sales	1		-80%
Total Dollar Transactions	\$2,000,000		-72%

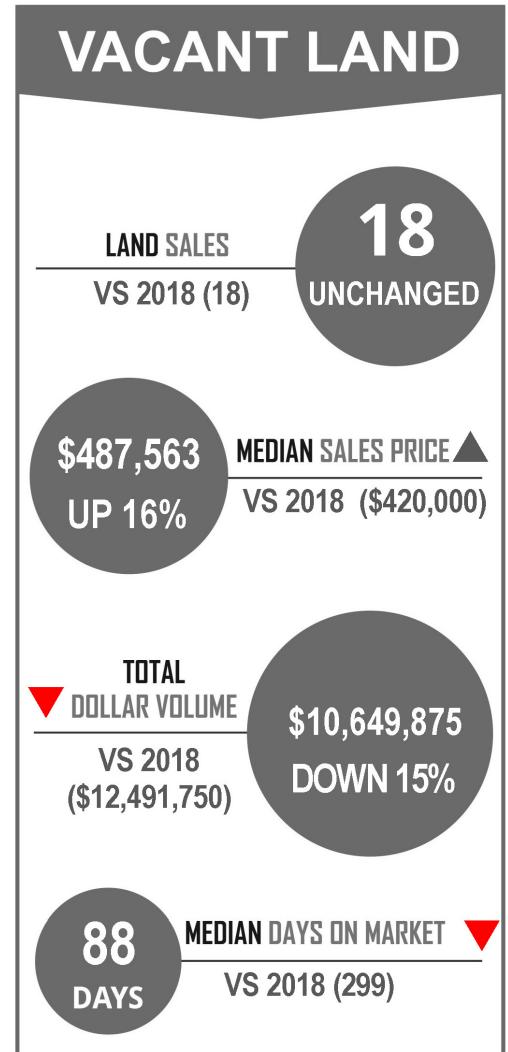
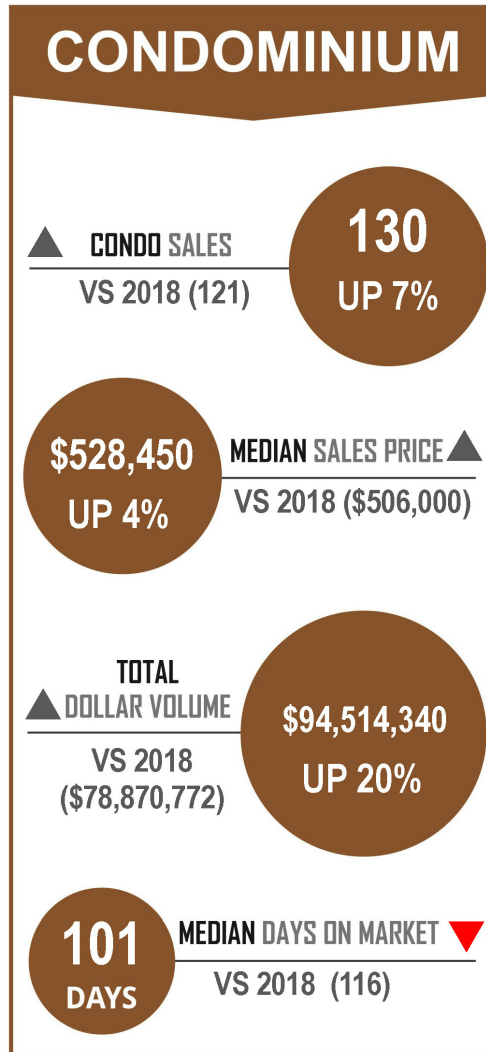
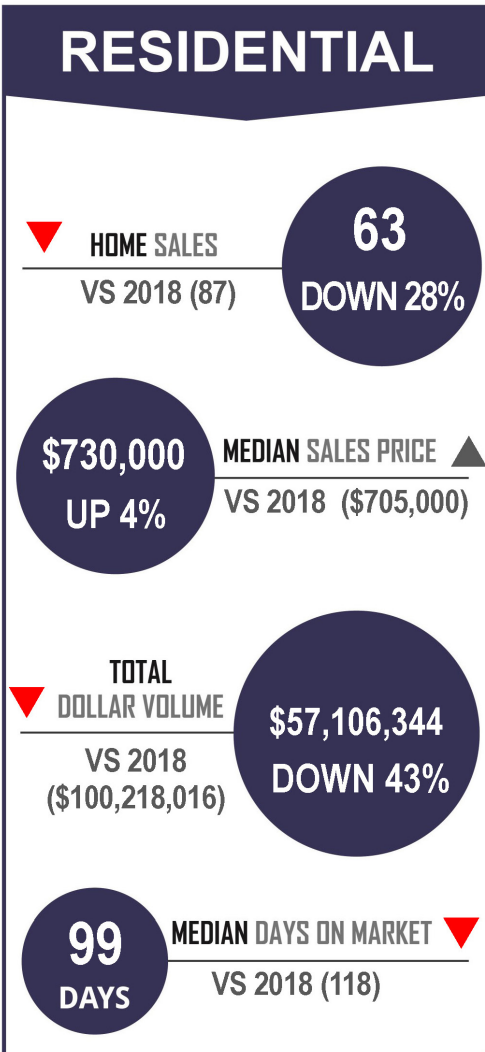
EAST MAUI			
HOMES			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
LAND			
Number of Sales	2		100%
Total Dollar Transactions	\$966,000		293%

SOUTH MAUI			
HOMES			
Number of Sales	12		-25%
Total Dollar Transactions	\$13,798,850		-48%
CONDO			
Number of Sales	53		-21%
Total Dollar Transactions	\$41,844,599		-14%
LAND			
Number of Sales	4		0%
Total Dollar Transactions	\$2,620,500		—

UPCOUNTRY			
HOMES			
Number of Sales	12		-20%
Total Dollar Transactions	\$10,351,000		-19%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
LAND			
Number of Sales	4		-43%
Total Dollar Transactions	\$1,983,000		-41%



- 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 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
- ▶ **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