

MAUI RESIDENTIAL STATISTICS

HALF YEAR 2019



2019 YTD vs 2018 YTD

RESIDENTIAL

\$740,000 (+7%)
Median Sales Price

\$988,538 (-6%)
Average Sales Price

CONDOMINIUM

\$522,000 (+6%)
Median Sales Price

\$690,671 (-4%)
Average Sales Price

VACANT LAND

\$495,000 (+4%)
Median Sales Price

\$988,523 (+10%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Kihei	\$85,353,560
Wailuku	\$74,073,872
Lahaina	\$51,422,999
Wailea/Makena	\$44,090,450
Kahului	\$40,959,500
Kula/Ulu/Kanaio	\$37,078,888
Haiku	\$36,887,900
Mak/Oli/Hali	\$33,598,577
Kapalua	\$25,404,020
Nap/Kah/Honokowai	\$25,085,743

537
HOMES SOLD
(-7% vs 2018)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	173
South	110
Upcountry	101
West Maui	74
North Shore	50
Lanai/Molokai	25
East	4

810
CONDOS SOLD
(-7% vs 2018)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	420
West Maui	289
Central	83
Lanai/Molokai	12
North Shore	3
Upcountry	3
East	0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Kihei	\$169,044,388
Wailea/Makena	\$121,528,601
Kaanapali	\$83,106,917
Kapalua	\$74,678,500
Nap/Kah/Honokowai	\$61,469,064
Wailuku	\$31,875,345
Lahaina	\$23,954,756
Maalaea	\$8,664,500
Kahului	\$2,798,750
Pukalani	\$1,885,000

91
LAND SOLD
(-23% vs 2018)

VACANT LAND

NUMBER OF SALES
By Districts

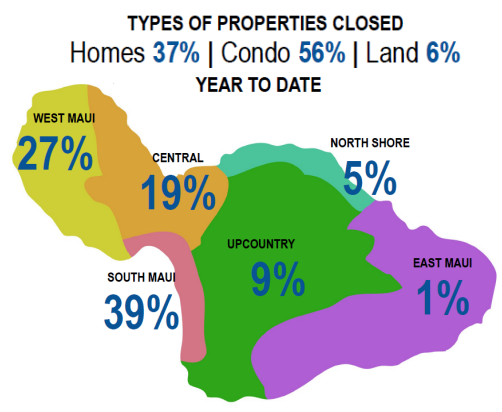
Upcountry	23
North Shore	21
West Maui	14
South	14
Central	9
East	6
Lanai/Molokai	4

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$42,986,500
Haiku	\$8,928,875
Lahaina	\$8,899,000
Kula/Ulu/Kanaio	\$6,297,000
Kaanapali	\$4,832,500
Kihei	\$4,378,700
Hana	\$4,017,000
Mak/Oli/Hali	\$3,218,000
Kapalua	\$3,150,000
Pukalani	\$2,494,500

PERCENTAGE OF SALES CLOSED



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
93	92	135

RESIDENTIAL
YEAR-OVER-YEAR

537
TOTAL NUMBER OF SALES
2019

-7%

576
TOTAL NUMBER OF SALES
2018

\$740,000
MEDIAN SALES PRICE
2019

7%

\$690,000
MEDIAN SALES PRICE
2018

\$540,928,411
TOTAL DOLLAR VOLUME
2019

-11%

\$606,898,277
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	62	82	-24%	\$647,500	\$676,193	-4%	\$40,959,500	\$55,067,240	-26%
Wailuku	111	120	-8%	\$649,000	\$636,800	2%	\$74,073,872	\$74,925,167	-1%
EAST									
Hana	4	12	-67%	\$628,339	\$742,500	-15%	\$5,081,677	\$13,359,995	-62%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	43	48	-10%	\$808,000	\$763,750	6%	\$36,887,900	\$43,361,500	-15%
Sprecks/Paia/Kuau	7	15	-53%	\$1,438,125	\$615,000	134%	\$8,594,125	\$18,373,375	-53%
SOUTH									
Kihei	83	88	-6%	\$798,000	\$670,000	19%	\$85,353,560	\$91,894,192	-7%
Maalaea	0	1	-100%	--	\$2,000,000	--	\$0	\$2,000,000	-100%
Maui Meadows	11	16	-31%	\$1,485,000	\$1,335,000	11%	\$16,265,000	\$19,293,500	-16%
Wailea/Makena	16	15	7%	\$1,947,500	\$2,200,000	-12%	\$44,090,450	\$55,675,000	-21%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	34	34	0%	\$1,106,500	\$999,500	11%	\$37,078,888	\$37,095,849	0%
Makawao/Olinda/Haliimaile	37	26	42%	\$680,000	\$659,725	3%	\$33,598,577	\$18,714,457	80%
Pukalani	30	17	77%	\$724,000	\$690,000	5%	\$22,995,900	\$11,427,700	101%
WEST									
Kaanapali	12	21	-43%	\$1,717,000	\$1,705,000	1%	\$23,851,000	\$42,505,202	-44%
Kapalua	11	6	83%	\$2,300,000	\$3,000,025	-23%	\$25,404,020	\$26,293,300	-3%
Lahaina	33	35	-6%	\$800,000	\$850,000	-6%	\$51,422,999	\$62,482,400	-18%
Napili/Kahana/Honokowai	18	15	20%	\$955,000	\$975,000	-2%	\$25,085,743	\$17,315,000	45%
Olowalu	0	1	-100%	--	\$1,360,000	--	\$0	\$1,360,000	-100%
LANAI - MOLOKAI									
Lanai	6	10	-40%	\$418,500	\$485,000	-14%	\$2,675,000	\$6,053,000	-56%
Molokai	19	13	46%	\$300,000	\$382,000	-22%	\$7,510,200	\$8,811,400	-15%
MAUI SUMMARY	537	576	-7%	\$740,000	\$690,000	7%	\$540,928,411	\$606,898,277	-11%

DISTRICT	2019	2018	Percentage Change
SOUTH	\$145,709,010	\$168,862,692	-14%
WEST	\$125,763,762	\$149,955,902	-16%
CENTRAL	\$115,033,372	\$130,882,407	-12%
UPCOUNTRY	\$93,673,365	\$67,238,006	39%
NORTH SHORE	\$45,482,025	\$61,734,875	-26%
LANAI/MOLOKAI	\$10,185,200	\$14,864,400	-31%
EAST	\$5,081,677	\$13,359,995	-62%
TOTAL	540,928,411	606,898,277	-11%

DISTRICT	2019	2018	Percentage Change
CENTRAL	173	203	-15%
SOUTH	110	120	-8%
UPCOUNTRY	101	77	31%
WEST	74	78	-5%
NORTH SHORE	50	63	-21%
LANAI/MOLOKAI	25	23	9%
EAST	4	12	-67%
TOTAL	537	576	-7%

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

www.FidelityMaui.com

CONDOMINIUM

YEAR-OVER-YEAR

810
TOTAL NUMBER OF SALES
2019

-7%

871
TOTAL NUMBER OF SALES
2018

\$522,000
MEDIAN SALES PRICE
2019

6%

\$495,000
MEDIAN SALES PRICE
2018

\$582,099,976
TOTAL DOLLAR VOLUME
2019

-7%

\$628,145,799
TOTAL DOLLAR VOLUME
2018

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahului	15	17	-12%	\$155,000	\$110,000	41%	\$2,798,750	\$2,453,000	14%
Wailuku	68	88	-23%	\$528,450	\$386,784	37%	\$31,875,345	\$33,744,717	-6%
EAST									
Hana	0	0	--	--	--	--	0	\$0	--
NORTH SHORE									
Haiku	0	0	--	--	--	--	0	\$0	--
Sprecks/Paia/Kuau	3	1	200%	\$370,000	\$375,000	-1%	\$1,241,000	\$375,000	231%
SOUTH									
Kihei	318	321	-1%	\$440,000	\$407,000	8%	\$169,044,388	\$156,519,376	8%
Maalaea	19	27	-30%	\$437,000	\$415,000	5%	\$8,664,500	\$11,078,500	-22%
Wailea/Makena	83	128	-35%	\$1,225,000	\$1,132,834	8%	\$121,528,601	\$189,319,860	-36%
UPCOUNTRY									
Pukalani	3	5	-40%	\$625,000	\$601,000	4%	\$1,885,000	\$3,036,000	-38%
WEST									
Kaanapali	72	90	-20%	\$932,500	\$808,000	15%	\$83,106,917	\$96,291,388	-14%
Kapalua	34	26	31%	\$975,000	\$1,015,625	-4%	\$74,678,500	\$52,482,138	42%
Lahaina	48	38	26%	\$522,500	\$476,250	10%	\$23,954,756	\$22,569,026	6%
Napili/Kahana/Honokowai	135	123	10%	\$448,888	\$445,000	1%	\$61,469,064	\$59,151,294	4%
LANAI - MOLOKAI									
Lanai	1	0	--	\$155,000	--	--	\$155,000	\$0	--
Molokai	11	7	57%	\$135,000	\$158,000	-15%	\$1,698,155	\$1,125,500	51%

MAUI SUMMARY	810	871	-7%	\$522,000	\$495,000	6%	\$582,099,976	\$628,145,799	-7%
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2019 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2019	2018	Percentage Change
SOUTH	299,237,489	356,917,736	-16%
WEST	243,209,237	230,493,846	6%
CENTRAL	34,674,095	36,197,717	-4%
LANAI/MOLOKAI	1,853,155	1,125,500	65%
NORTH SHORE	1,241,000	375,000	~
UPCOUNTRY	1,885,000	3,036,000	-38%
EAST	\$0	\$0	~
TOTAL	\$582,099,976	\$628,145,799	-9%

2019 YTD NUMBER OF SALES			
DISTRICT	2019	2018	Percentage Change
SOUTH	420	476	-12%
WEST	289	277	4%
CENTRAL	83	105	-21%
LANAI/MOLOKAI	12	7	71%
NORTH SHORE	3	1	200%
UPCOUNTRY	3	5	-40%
EAST	0	0	~
TOTAL	810	871	-7%

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

www.FidelityMaui.com

<h1>VACANT LAND</h1> <p>YEAR-OVER-YEAR</p>	91 TOTAL NUMBER OF SALES 2019	<h1>-23%</h1>	\$495,000 MEDIAN SALES PRICE 2019	<h1>4%</h1>	\$94,689,405 TOTAL DOLLAR VOLUME 2019
	118 TOTAL NUMBER OF SALES 2018		\$477,575 MEDIAN SALES PRICE 2018		\$99,118,775 TOTAL DOLLAR VOLUME 2018

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahakuloa	1	0	--	\$360,000	--	--	\$360,000	\$0	--
Kahului	0	0	--	--	--	--	\$0	\$0	--
Wailuku	8	9	-11%	\$340,000	\$315,000	8%	\$2,491,330	\$3,606,475	-31%
EAST									
Hana	6	5	20%	\$647,500	\$515,000	26%	\$4,017,000	\$2,495,000	61%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	2	-100%	--	\$323,000	--	\$0	\$646,000	-100%
NORTH SHORE									
Haiku	20	34	-41%	\$462,625	\$477,575	-3%	\$8,928,875	\$20,348,200	-56%
Sprecks/Paia/Kuau	1	1	0%	\$1,600,000	\$2,900,000	-45%	\$1,600,000	\$2,900,000	-45%
SOUTH									
Kihei	6	7	-14%	\$480,850	\$505,000	-5%	\$4,378,700	\$5,095,000	-14%
Maui Meadows	1	1	0%	\$316,000	\$725,000	-56%	\$316,000	\$725,000	-56%
Wailea/Makena	7	4	75%	\$950,000	\$7,350,000	-87%	\$42,986,500	\$30,450,000	41%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	13	23	-44%	\$410,000	\$545,000	-25%	\$6,297,000	\$13,617,050	-54%
Makawao/Olinda/Haliimaile	5	3	67%	\$533,000	\$878,900	-39%	\$3,218,000	\$2,133,900	51%
Pukalani	5	3	67%	\$498,750	\$375,000	33%	\$2,494,500	\$1,017,000	145%
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	6	5	20%	\$860,000	\$812,250	6%	\$4,832,500	\$3,469,750	39%
Kapalua	2	0	--	\$1,575,000	--	--	\$3,150,000	\$0	--
Lahaina	6	8	-25%	\$1,774,500	\$1,500,000	18%	\$8,899,000	\$10,271,500	-13%
Napili/Kahana/Honokowai	0	0	--	--	--	--	\$0	\$0	--
Olowalu	0	0	--	--	--	--	\$0	\$0	--
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	4	13	-69%	\$182,500	\$140,000	30%	\$720,000	\$2,343,900	-69%
MAUI SUMMARY	91	118	-23%	\$495,000	\$477,575	4%	\$94,689,405	\$99,118,775	-5%

DISTRICT	2019	2018	Percentage Change
SOUTH	\$47,681,200	\$36,270,000	31%
WEST	\$16,881,500	\$13,741,250	23%
UPCOUNTRY	\$12,009,500	\$16,767,950	-28%
NORTH SHORE	\$10,528,875	\$23,248,200	-55%
EAST	\$4,017,000	\$3,141,000	28%
CENTRAL	\$2,851,330	\$3,606,475	-21%
LANAI/MOLOKAI	\$720,000	\$2,343,900	-69%
TOTAL	\$94,689,405	\$99,118,775	-4%

DISTRICT	2019	2018	Percentage Change
UPCOUNTRY	23	29	-21%
NORTH SHORE	21	35	-40%
WEST	14	13	8%
SOUTH	14	12	17%
CENTRAL	9	9	0%
EAST	6	7	-14%
LANAI/MOLOKAI	4	13	-69%
TOTAL	91	118	-23%

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

www.FidelityMaui.com

MAUI DISTRICTS

May 2019 YTD vs May 2018 YTD

MAY 2019

CENTRAL			
HOMES			
Number of Sales	142		-16%
Total Dollar Transactions	\$93,936,372		-13%
CONDO			
Number of Sales	73		-12%
Total Dollar Transactions	\$30,922,095		13%
LAND			
Number of Sales	8		0%
Total Dollar Transactions	\$2,851,330		-14%

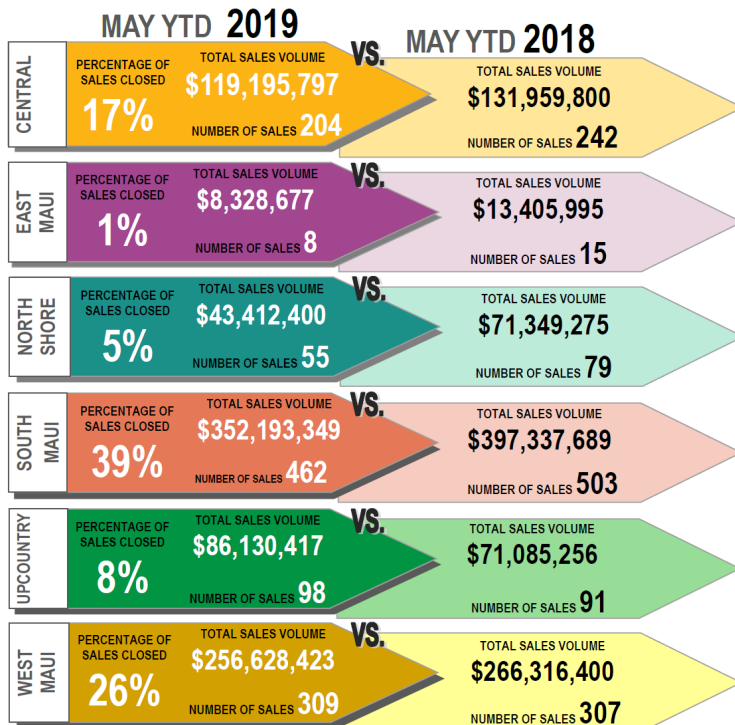
NORTH SHORE			
HOMES			
Number of Sales	42		-22%
Total Dollar Transactions	\$37,855,025		-31%
CONDO			
Number of Sales	2		0%
Total Dollar Transactions	\$731,000		0%
LAND			
Number of Sales	14		-59%
Total Dollar Transactions	\$6,104,125		-73%

WEST MAUI			
HOMES			
Number of Sales	62		-3%
Total Dollar Transactions	\$105,063,762		-15%
CONDO			
Number of Sales	237		0%
Total Dollar Transactions	\$181,238,661		-6%
LAND			
Number of Sales	13		18%
Total Dollar Transactions	\$16,481,500		28%

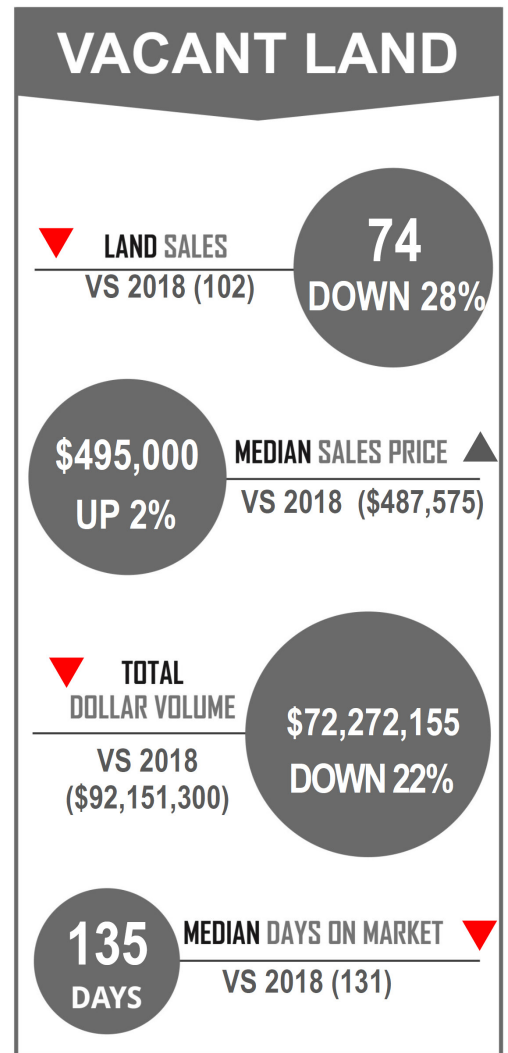
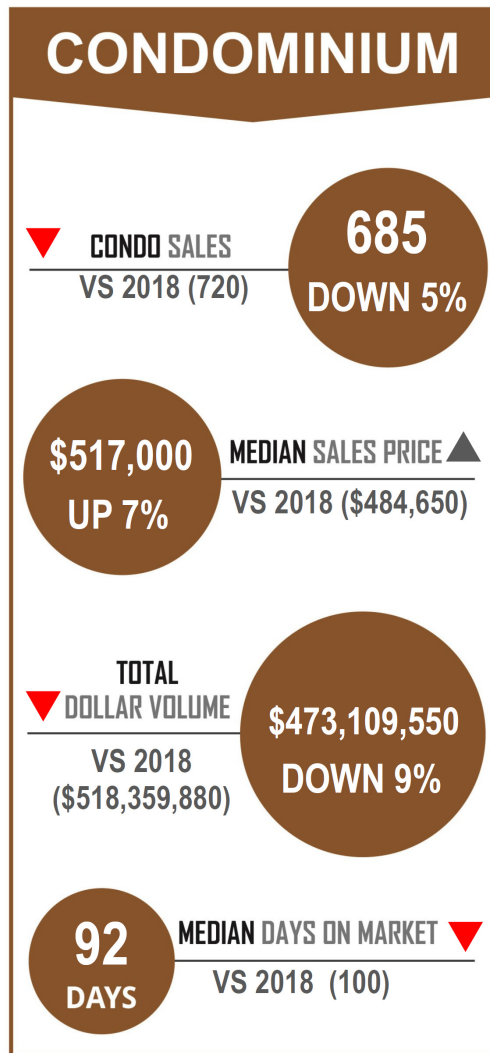
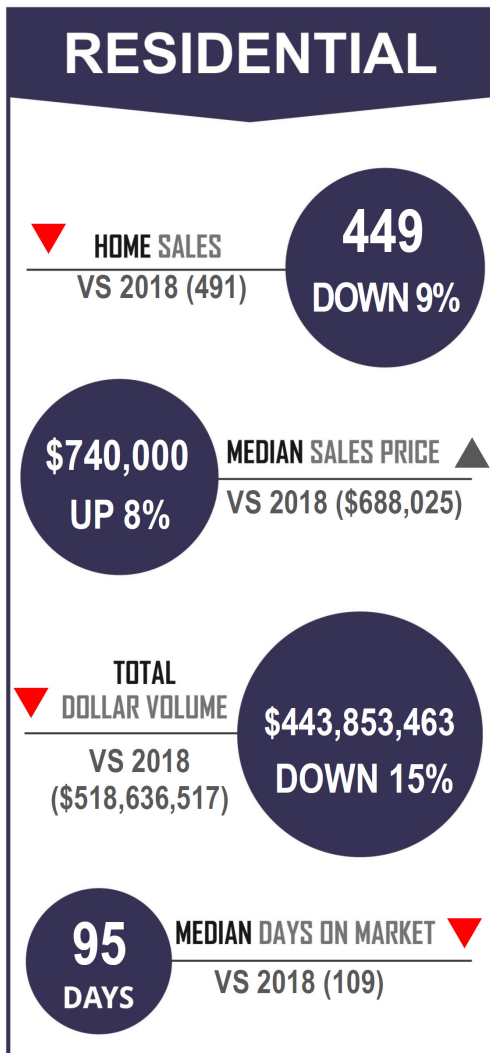
EAST MAUI			
HOMES			
Number of Sales	3		-73%
Total Dollar Transactions	\$4,611,677		-61%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
LAND			
Number of Sales	6		50%
Total Dollar Transactions	\$4,017,000		133%

SOUTH MAUI			
HOMES			
Number of Sales	93		-12%
Total Dollar Transactions	\$114,928,010		-24%
CONDO			
Number of Sales	360		-8%
Total Dollar Transactions	\$257,719,639		-13%
LAND			
Number of Sales	12		20%
Total Dollar Transactions	\$33,231,200		-5%

UPCOUNTRY			
HOMES			
Number of Sales	84		27%
Total Dollar Transactions	\$78,203,417		39%
CONDO			
Number of Sales	1		-80%
Total Dollar Transactions	\$645,000		-79%
LAND			
Number of Sales	18		-31%
Total Dollar Transactions	\$9,049,500		-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



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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, 2019 through June 30, 2020 Per \$1,000 of net taxable assessed valuation

Homeowner (After Homeowner's Exemption)	\$2.90
Residential	\$5.60
Apartment	\$6.31
Commercial	\$7.39
Industrial	\$7.48
Agricultural	\$5.94
Conservation	\$6.43
Hotel/Resort	\$11.00
Time Share	\$14.40
Commercial Residential	\$4.60
Short Term Rental	\$10.75

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	\$13.90
Industrial	\$12.40
Preservation	\$5.70
Public Service	\$0.00
Residential (Principal Resident)	\$3.50
Residential A (Less than \$1m)	\$4.50
Residential A (Over \$1M)	\$10.50

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 Home Use	\$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