


MAUI RESIDENTIAL STATISTICS

MAY 2019



May 2019 YTD vs May 2018 YTD


RESIDENTIAL



\$740,000 (+8%)
Median Sales Price

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


CONDOMINIUM



\$517,000 (+7%)
Median Sales Price

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

VACANT LAND



\$495,000 (+2%)
Median Sales Price

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

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Wailuku	\$61,460,872
Kihei	\$60,722,560
Lahaina	\$41,521,999
Wailea/Makena	\$39,935,450
Kahului	\$32,475,500
Haiku	\$30,712,900
Kula/Ulu/Kanaio	\$29,422,388
Mak/Oli/Hali	\$28,965,129
Nap/Kah/Honokowai	\$23,081,743
Kaanapali	\$20,751,000

 **449**
HOMES SOLD
(-9% vs 2018)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	142
South	93
Upcountry	84
West Maui	62
North Shore	42
Lanai/Molokai	23
East	3

 **685**
CONDOS SOLD
(-5% vs 2018)

CONDOMINIUM


NUMBER OF SALES
By Districts

South	360
West Maui	237
Central	57
Lanai/Molokai	9
North Shore	2
Upcountry	1
East	0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Kihei	\$147,342,538
Wailea/Makena	\$103,295,601
Kaanapali	\$68,632,750
Nap/Kah/Honokowai	\$52,889,015
Kapalua	\$38,148,500
Wailuku	\$28,555,345
Lahaina	\$21,568,396
Maalaea	\$7,081,500
Kahului	\$2,366,750
Molokai	\$1,698,155

 **74**
LAND SOLD
(-28% vs 2018)

VACANT LAND

NUMBER OF SALES
By Districts

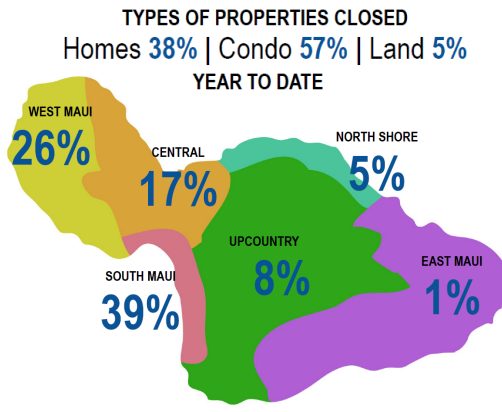
Upcountry	18
North Shore	14
West Maui	13
South	12
Central	8
East	6
Lanai/Molokai	3

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$28,536,500
Lahaina	\$8,899,000
Haiku	\$6,104,125
Kula/Ulu/Kanaio	\$5,322,000
Kaanapali	\$4,432,500
Kihei	\$4,378,700
Hana	\$4,017,000
Kapalua	\$3,150,000
Wailuku	\$2,491,330
Pukalani	\$2,107,500

PERCENTAGE OF SALES CLOSED



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
95	92	135

RESIDENTIAL YEAR-OVER-YEAR

449
TOTAL NUMBER OF SALES
2019

-9%

491
TOTAL NUMBER OF SALES
2018

\$740,000
MEDIAN SALES PRICE
2019

8%

\$688,025
MEDIAN SALES PRICE
2018

\$443,853,463
TOTAL DOLLAR VOLUME
2019

-14%

\$518,636,517
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	49	74	-34%	\$655,500	\$678,250	-3%	\$32,475,500	\$49,717,240	-35%
Wailuku	93	94	-1%	\$649,000	\$619,872	5%	\$61,460,872	\$57,053,706	8%
EAST									
Hana	3	11	-73%	\$786,677	\$725,000	9%	\$4,611,677	\$11,684,995	-61%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	36	42	-14%	\$811,500	\$770,000	5%	\$30,712,900	\$38,407,500	-20%
Sprecks/Paia/Kuau	6	12	-50%	\$1,079,063	\$607,500	78%	\$7,142,125	\$16,160,375	-56%
SOUTH									
Kihei	70	78	-10%	\$799,000	\$665,500	20%	\$60,722,560	\$79,666,443	-24%
Maalaea	0	1	-100%	--	\$2,000,000	--	\$0	\$2,000,000	-100%
Maui Meadows	9	14	-36%	\$1,525,000	\$1,158,000	32%	\$14,270,000	\$16,585,500	-14%
Wailea/Makena	14	13	8%	\$1,800,000	\$3,100,000	-42%	\$39,935,450	\$52,075,000	-23%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	28	31	-10%	\$1,062,500	\$999,000	6%	\$29,422,388	\$33,154,849	-11%
Makawao/Olinda/Haliimaile	30	21	43%	\$687,000	\$565,000	22%	\$28,965,129	\$13,712,957	111%
Pukalani	26	14	86%	\$724,000	\$674,000	7%	\$19,815,900	\$9,471,700	109%
WEST									
Kaanapali	11	19	-42%	\$1,599,000	\$1,774,500	-10%	\$20,751,000	\$39,440,202	-47%
Kapalua	8	4	100%	\$2,450,000	\$3,021,625	-19%	\$19,709,020	\$20,293,250	-3%
Lahaina	27	28	-4%	\$769,000	\$795,000	-3%	\$41,521,999	\$48,853,400	-15%
Napili/Kahana/Honokowai	16	12	33%	\$955,000	\$924,000	3%	\$23,081,743	\$13,890,000	66%
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	17	11	55%	\$300,000	\$442,000	-32%	\$6,580,200	\$8,166,400	-19%
MAUI SUMMARY	449	491	-9%	\$740,000	\$688,025	8%	\$443,853,463	\$518,636,517	-14%

MAY 2019 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2019	2018	Percentage Change
SOUTH	\$114,928,010	\$150,326,943	-24%
WEST	\$105,063,762	\$123,836,852	-15%
CENTRAL	\$93,936,372	\$107,660,946	-13%
UPCOUNTRY	\$78,203,417	\$56,339,506	39%
NORTH SHORE	\$37,855,025	\$54,567,875	-31%
LANAI/MOLOKAI	\$9,255,200	\$14,219,400	-35%
EAST	\$4,611,677	\$11,684,995	-61%
TOTAL	443,853,463	518,636,517	-14%

MAY 2019 YTD NUMBER OF SALES			
DISTRICT	2019	2018	Percentage Change
CENTRAL	142	169	-16%
SOUTH	93	106	-12%
UPCOUNTRY	84	66	27%
WEST	62	64	-3%
NORTH SHORE	42	54	-22%
LANAI/MOLOKAI	23	21	10%
EAST	3	11	-73%
TOTAL	449	491	-9%

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

www.FidelityMaui.com

<h2>CONDOMINIUM</h2> <p>YEAR-OVER-YEAR</p>	685 TOTAL NUMBER OF SALES 2019	\$517,000 MEDIAN SALES PRICE 2019	\$473,109,550 TOTAL DOLLAR VOLUME 2019
	720 TOTAL NUMBER OF SALES 2018	\$484,650 MEDIAN SALES PRICE 2018	\$518,359,880 TOTAL DOLLAR VOLUME 2018

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahului	13	15	-13%	\$155,000	\$119,600	30%	\$2,366,750	\$2,292,950	3%
Wailuku	60	68	-12%	\$529,950	\$376,500	41%	\$28,555,345	\$25,025,467	14%
EAST									
Hana	0	0	--	--	--	--	0	\$0	--
NORTH SHORE									
Haiku	0	0	--	--	--	--	0	\$0	--
Sprecks/Paia/Kuau	2	0	--	\$365,500	--	--	\$731,000	\$0	--
SOUTH									
Kihei	277	262	6%	\$433,000	\$410,750	5%	\$147,342,538	\$127,125,331	16%
Maalaea	15	23	-35%	\$460,000	\$399,000	15%	\$7,081,500	\$9,039,000	-22%
Wailea/Makena	68	105	-35%	\$1,265,000	\$1,103,013	15%	\$103,295,601	\$158,622,036	-35%
UPCOUNTRY									
Pukalani	1	5	-80%	\$645,000	\$601,000	7%	\$645,000	\$3,036,000	-79%
WEST									
Kaanapali	59	76	-22%	\$977,000	\$808,000	21%	\$68,632,750	\$82,589,888	-17%
Kapalua	22	21	5%	\$900,000	\$966,500	-7%	\$38,148,500	\$39,285,888	-3%
Lahaina	43	31	39%	\$520,000	\$475,000	10%	\$21,568,396	\$18,148,026	19%
Napili/Kahana/Honokowai	113	108	5%	\$448,888	\$450,000	0%	\$52,889,015	\$52,314,794	1%
LANAI - MOLOKAI									
Lanai	1	0	--	\$155,000	--	--	\$155,000	\$0	--
Molokai	11	6	83%	\$135,000	\$149,000	-9%	\$1,698,155	\$880,500	93%

MAUI SUMMARY	685	720	-5%	\$517,000	\$484,650	7%	\$473,109,550	\$518,359,880	-9%
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MAY 2019 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2019	2018	Percentage Change
SOUTH	257,719,639	294,786,367	-13%
WEST	181,238,661	192,338,596	-6%
CENTRAL	30,922,095	27,318,417	13%
LANAI/MOLOKAI	1,853,155	880,500	110%
NORTH SHORE	731,000	0	~
UPCOUNTRY	645,000	3,036,000	-79%
EAST	\$0	\$0	~
TOTAL	\$473,109,550	\$518,359,880	-9%

MAY 2019 YTD NUMBER OF SALES			
DISTRICT	2019	2018	Percentage Change
SOUTH	360	390	-8%
WEST	237	236	0%
CENTRAL	57	65	-12%
LANAI/MOLOKAI	9	3	200%
NORTH SHORE	2	0	~
UPCOUNTRY	1	4	-75%
EAST	0	0	~
TOTAL	666	698	-5%

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

www.FidelityMaui.com

<h2 style="margin: 0;">VACANT LAND</h2> <p style="margin: 0;">YEAR-OVER-YEAR</p>	74 TOTAL NUMBER OF SALES 2019	-28%	\$495,000 MEDIAN SALES PRICE 2019	2%	\$72,272,155 TOTAL DOLLAR VOLUME 2019
	102 TOTAL NUMBER OF SALES 2018		\$487,575 MEDIAN SALES PRICE 2018		\$92,151,300 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	7	8	-13%	\$340,000	\$370,000	-8%	\$2,491,330	\$3,302,500	-25%
EAST									
Hana	6	2	200%	\$647,500	\$537,500	21%	\$4,017,000	\$1,075,000	274%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	2	-100%	--	\$323,000	--	\$0	\$646,000	-100%
NORTH SHORE									
Haiku	14	33	-58%	\$487,563	\$475,000	3%	\$6,104,125	\$19,623,200	-69%
Sprecks/Paia/Kuau	0	1	-100%	--	\$2,900,000	--	\$0	\$2,900,000	-100%
SOUTH									
Kihei	6	6	0%	\$480,850	\$465,000	3%	\$4,378,700	\$4,590,000	-5%
Maui Meadows	1	0	--	\$316,000	--	--	\$316,000	\$0	--
Wailea/Makena	5	4	25%	\$737,500	\$7,350,000	-90%	\$28,536,500	\$30,450,000	-6%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	11	21	-48%	\$410,000	\$525,000	-22%	\$5,322,000	\$12,372,050	-57%
Makawao/Olinda/Haliimaile	3	3	0%	\$400,000	\$878,900	-55%	\$1,620,000	\$2,133,900	-24%
Pukalani	4	2	100%	\$498,750	\$382,500	30%	\$2,107,500	\$765,000	176%
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	5	3	67%	\$900,000	\$812,500	11%	\$4,432,500	\$2,574,750	72%
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	3	9	-67%	\$213,750	\$125,000	71%	\$537,500	\$1,447,400	-63%
MAUI SUMMARY	74	102	-28%	\$495,000	\$487,575	2%	\$72,272,155	\$92,151,300	-22%

DISTRICT	2019	2018	Percentage Change
SOUTH	\$33,231,200	\$35,040,000	-5%
WEST	\$16,481,500	\$12,846,250	28%
UPCOUNTRY	\$9,049,500	\$15,270,950	-41%
NORTH SHORE	\$6,104,125	\$22,523,200	-73%
EAST	\$4,017,000	\$1,721,000	133%
CENTRAL	\$2,851,330	\$3,302,500	-14%
LANAI/MOLOKAI	\$537,500	\$1,447,400	-63%
TOTAL	\$72,272,155	\$92,151,300	-22%

DISTRICT	2019	2018	Percentage Change
UPCOUNTRY	18	26	-31%
NORTH SHORE	14	34	-59%
WEST	13	11	18%
SOUTH	12	10	20%
CENTRAL	8	8	0%
EAST	6	4	50%
LANAI/MOLOKAI	3	9	-67%
TOTAL	74	102	-28%

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%

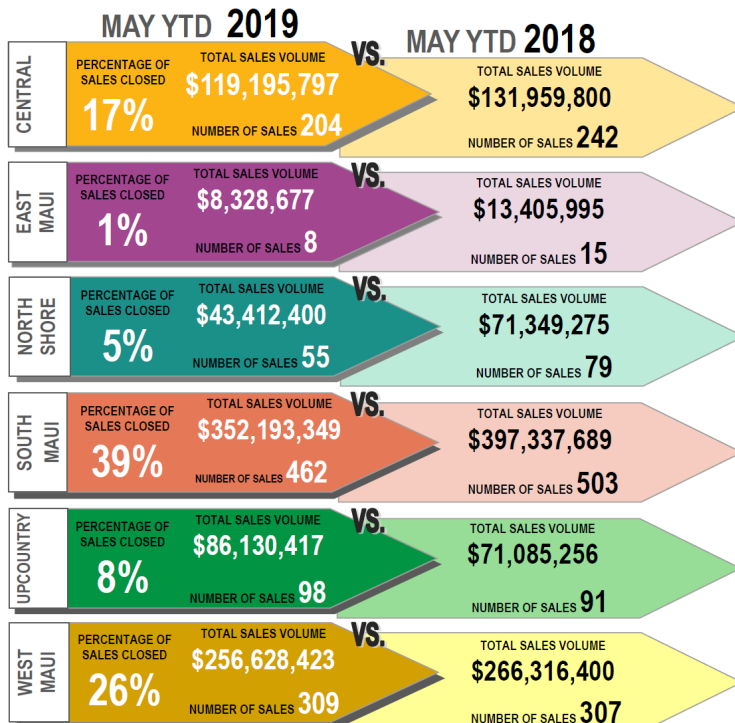
NORTH SHORE			
HOMES			
Number of Sales	42		-22%
Total Dollar Transactions	\$37,855,025		-31%
CONDO			
Number of Sales	2		0%
Total Dollar Transactions	\$731,000		0%
LAND			
Number of Sales	14		-59%
Total Dollar Transactions	\$6,104,125		-73%

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%

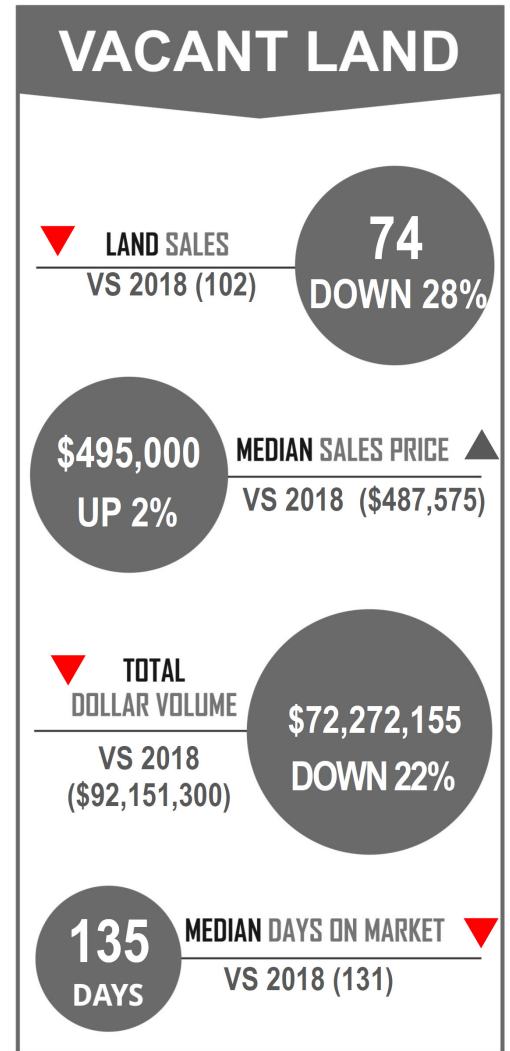
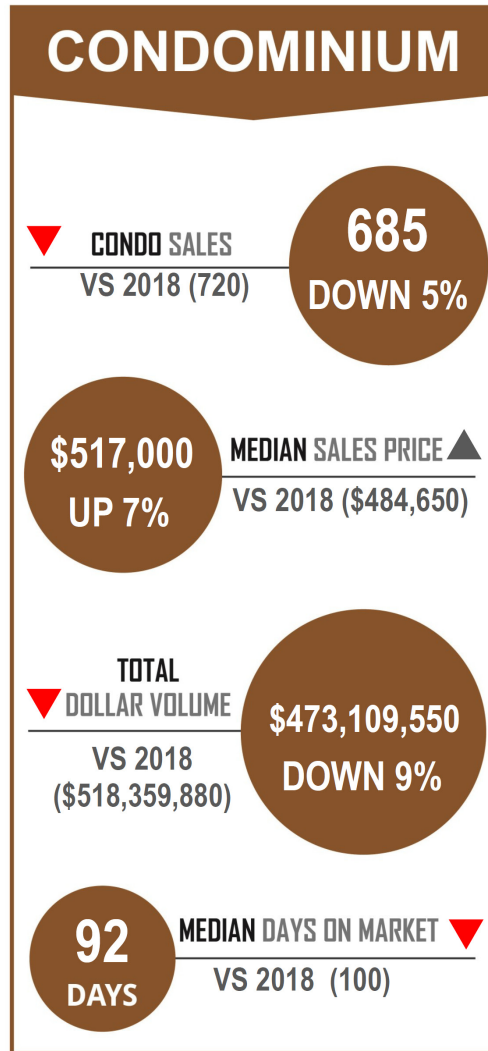
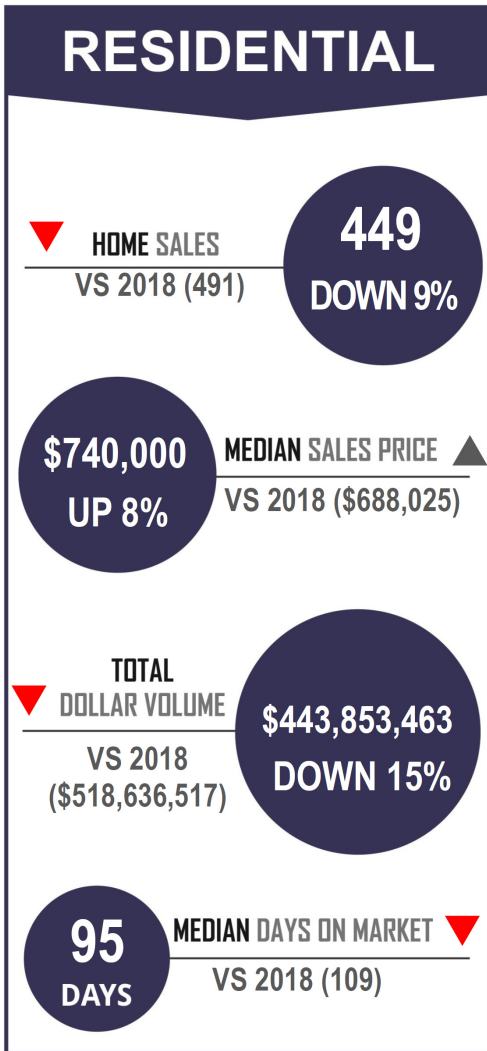
EAST MAUI			
HOMES			
Number of Sales	3		-73%
Total Dollar Transactions	\$4,611,677		-61%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
LAND			
Number of Sales	6		50%
Total Dollar Transactions	\$4,017,000		133%

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	\$7.49
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	\$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