

MAUI RESIDENTIAL STATISTICS

NOVEMBER 2019



November 2019 YTD vs November 2018 YTD

RESIDENTIAL

\$743,000 (+4%)
Median Sales Price

\$1,085,171 (+5%)
Average Sales Price

CONDOMINIUM

\$515,000 (+3%)
Median Sales Price

\$702,998 (-4%)
Average Sales Price

VACANT LAND

\$500,000 (+5%)
Median Sales Price

\$955,250 (+26%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$154,600,322
Wailuku	\$149,915,454
Kihei	\$147,811,973
Haiku	\$88,374,888
Lahaina	\$81,545,999
Kahului	\$78,741,550
Kula/Ulu/Kanaio	\$73,599,935
Mak/Oli/Hali	\$63,144,385
Kapalua	\$48,554,020
Kaanapali	\$48,256,772

1,019
HOMES SOLD
(-2% vs 2018)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	340
South	204
Upcountry	198
West Maui	128
North Shore	104
Lanai/Molokai	38
East	7

1,482
CONDOS SOLD
(-4% vs 2018)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	751
West Maui	557
Central	147
Lanai/Molokai	18
North Shore	3
Upcountry	6
East	0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Kaanapali	\$315,682,112
Kihei	\$192,467,916
Wailea/Makena	\$176,019,501
Kapalua	\$112,583,000
Nap/Kah/Honokowai	\$109,619,679
Lahaina	\$57,576,392
Wailuku	\$50,272,645
Maalaea	\$13,395,500
Kahului	\$4,848,250
Pukalani	\$3,785,000

166
LAND SOLD
(-8% vs 2018)

VACANT LAND

NUMBER OF SALES
By Districts

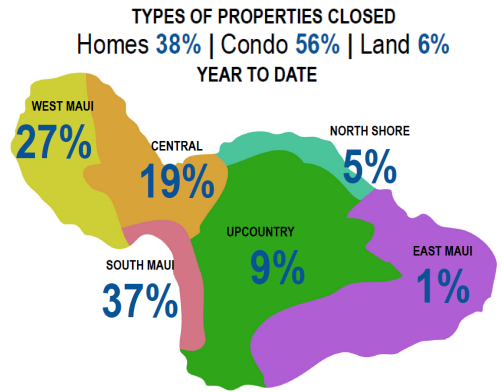
Upcountry	38
North Shore	37
South	29
West Maui	22
Central	21
East	12
Lanai/Molokai	7

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Wailea/Makena	\$68,271,500
Haiku	\$16,919,875
Kula/Ulu/Kanaio	\$14,428,500
Lahaina	\$11,761,500
Wailuku	\$9,366,330
Kaanapali	\$7,012,000
Hana	\$6,322,500
Kihei	\$6,178,700
Mak/Oli/Hali	\$4,283,000
Pukalani	\$3,234,500

PERCENTAGE OF SALES CLOSED



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
96	88	122

RESIDENTIAL YEAR-OVER-YEAR

1,019
TOTAL NUMBER OF SALES
2019

-2%

1,044
TOTAL NUMBER OF SALES
2018

\$743,000
MEDIAN SALES PRICE
2019

4%

\$712,175
MEDIAN SALES PRICE
2018

\$1,105,779,180
TOTAL DOLLAR VOLUME
2019

2%

\$1,084,125,363
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	2	-50%	\$695,000	\$875,000	-21%	\$695,000	\$1,750,000	-60%
Kahului	117	126	-7%	\$665,000	\$679,000	-2%	\$78,741,550	\$85,310,990	-8%
Wailuku	222	244	-9%	\$674,500	\$656,145	3%	\$149,915,454	\$161,190,364	-7%
EAST									
Hana	7	20	-65%	\$786,677	\$762,500	3%	\$7,786,677	\$20,384,890	-62%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	88	88	0%	\$814,000	\$842,500	-3%	\$88,374,888	\$84,716,251	4%
Sprecks/Paia/Kuau	16	23	-30%	\$1,411,563	\$800,000	76%	\$30,259,125	\$27,931,812	8%
SOUTH									
Kihei	151	159	-5%	\$795,000	\$695,000	14%	\$147,811,973	\$178,125,953	-17%
Maalaea	0	1	-100%	--	\$2,000,000	--	\$0	\$2,000,000	-100%
Maui Meadows	21	27	-22%	\$1,350,000	\$1,329,000	2%	\$28,805,000	\$32,689,600	-12%
Wailea/Makena	32	32	0%	\$2,500,000	\$1,797,750	39%	\$154,600,322	\$103,933,000	49%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	67	64	5%	\$1,020,000	\$951,250	7%	\$73,599,935	\$71,223,520	3%
Makawao/Olinda/Haliimaile	74	52	42%	\$700,500	\$642,250	9%	\$63,144,385	\$39,185,557	61%
Pukalani	57	36	58%	\$705,000	\$720,000	-2%	\$43,630,650	\$27,789,700	57%
WEST									
Kaanapali	23	35	-34%	\$1,599,000	\$1,775,000	-10%	\$48,256,772	\$72,855,202	-34%
Kapalua	19	8	138%	\$2,550,000	\$2,840,000	-10%	\$48,554,020	\$30,943,300	57%
Lahaina	56	50	12%	\$844,500	\$855,500	-1%	\$81,545,999	\$89,111,800	-9%
Napili/Kahana/Honokowai	30	28	7%	\$955,000	\$924,000	3%	\$43,010,430	\$29,007,000	48%
Olowalu	0	1	-100%	--	\$1,360,000	--	\$0	\$1,360,000	-100%
LANAI - MOLOKAI									
Lanai	9	20	-55%	\$450,000	\$467,500	-4%	\$5,048,000	\$11,058,000	-54%
Molokai	29	28	4%	\$330,000	\$314,950	5%	\$11,999,000	\$13,558,424	-12%
MAUI SUMMARY	1,019	1,044	-2%	\$743,000	\$712,175	4%	\$1,105,779,180	\$1,084,125,363	2%

DISTRICT	2019	2018	Percentage Change
SOUTH	\$331,217,295	\$316,748,553	5%
CENTRAL	\$229,352,004	\$248,251,354	-8%
WEST	\$221,367,221	\$223,277,302	-1%
UPCOUNTRY	\$180,374,970	\$138,198,777	31%
NORTH SHORE	\$118,634,013	\$112,648,063	5%
LANAI/MOLOKAI	\$17,047,000	\$24,616,424	-31%
EAST	\$7,786,677	\$20,384,890	-62%
TOTAL	\$1,105,779,180	1,084,125,363	2%

DISTRICT	2019	2018	Percentage Change
CENTRAL	340	372	-9%
SOUTH	204	219	-7%
UPCOUNTRY	198	152	30%
WEST	128	122	5%
NORTH SHORE	104	111	-6%
LANAI/MOLOKAI	38	48	-21%
EAST	7	20	-65%
TOTAL	1019	1044	-2%

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

www.FidelityMaui.com

CONDOMINIUM

YEAR-OVER-YEAR

1,482
TOTAL NUMBER OF SALES
2019

-4%

1,535
TOTAL NUMBER OF SALES
2018

\$515,000
MEDIAN SALES PRICE
2019

3%

\$500,000
MEDIAN SALES PRICE
2018

\$1,041,843,650
TOTAL DOLLAR VOLUME
2019

-7%

\$1,117,679,563
TOTAL DOLLAR VOLUME
2018

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
CENTRAL									
Kahului	29	30	-3%	\$135,000	\$125,000	8%	\$4,848,250	\$4,708,500	3%
Wailuku	118	147	-20%	\$416,500	\$438,750	-5%	\$50,272,645	\$58,616,107	-14%

EAST									
Hana	0	0	--	--	--	--	\$0	\$0	--

NORTH SHORE									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	3	4	-25%	\$370,000	\$373,500	-1%	\$1,241,000	\$1,476,000	-16%

SOUTH									
Kihei	601	567	6%	\$450,000	\$410,000	10%	\$315,682,112	\$278,138,788	14%
Maalaea	28	43	-35%	\$486,500	\$430,000	13%	\$13,395,500	\$19,304,150	-31%
Wailea/Makena	122	206	-41%	\$1,212,500	\$1,165,000	4%	\$176,019,501	\$318,293,895	-45%

UPCOUNTRY									
Pukalani	6	6	0%	\$620,000	\$603,000	3%	\$3,785,000	\$3,786,000	0%

WEST									
Kaanapali	158	159	-1%	\$950,000	\$800,000	19%	\$192,467,916	\$171,910,387	12%
Kapalua	55	42	31%	\$1,050,000	\$1,015,625	3%	\$112,583,000	\$86,097,038	31%
Lahaina	104	82	27%	\$548,750	\$525,750	4%	\$57,576,392	\$52,698,554	9%
Napili/Kahana/Honokowai	240	230	4%	\$453,750	\$442,500	3%	\$109,619,679	\$111,986,644	-2%

LANAI - MOLOKAI									
Lanai	3	4	-25%	\$193,000	\$1,625,000	-88%	\$2,073,000	\$8,200,000	-75%
Molokai	15	15	0%	\$135,000	\$158,000	-15%	\$2,279,655	\$2,463,500	-8%

MAUI SUMMARY	1,482	1,535	-4%	\$515,500	\$500,000	3%	\$1,041,843,650	\$1,117,679,563	-7%
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NOVEMBER 2019 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2019	2018	Percentage Change
SOUTH	\$505,097,113	615,736,833	-18%
WEST	\$472,246,987	422,692,623	12%
CENTRAL	\$55,120,895	63,324,607	-13%
LANAI/MOLOKAI	\$4,352,655	10,663,500	-59%
NORTH SHORE	\$1,241,000	1,476,000	-16%
UPCOUNTRY	\$3,785,000	3,786,000	0%
EAST	\$0	0	~
TOTAL	\$1,041,843,650	1,117,679,563	-7%

NOVEMBER 2019 YTD NUMBER OF SALES			
DISTRICT	2019	2018	Percentage Change
SOUTH	751	816	-8%
WEST	557	513	9%
CENTRAL	147	177	-17%
LANAI/MOLOKAI	18	19	-5%
NORTH SHORE	3	4	-25%
UPCOUNTRY	6	6	0%
EAST	0	0	~
TOTAL	1482	1535	-4.00%

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

www.FidelityMaui.com

VACANT LAND YEAR-OVER-YEAR

166
TOTAL NUMBER OF SALES
2019

-8%

180
TOTAL NUMBER OF SALES
2018

\$500,000
MEDIAN SALES PRICE
2019

5%

\$475,000
MEDIAN SALES PRICE
2018

\$156,217,405
TOTAL DOLLAR VOLUME
2019

14%

\$136,904,806
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	2	-100%	--	\$1,583,750	--	\$0	\$3,167,500	-100%
Wailuku	20	18	11%	\$500,000	\$312,500	60%	\$9,366,330	\$6,814,325	38%
EAST									
Hana	11	8	38%	\$610,000	\$467,500	31%	\$7,012,000	\$3,680,000	91%
Kaupo	1	1	0%	\$275,000	\$1,450,000	-81%	\$275,000	\$1,450,000	-81%
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	2	-100%	--	\$323,000	--	\$0	\$646,000	-100%
NORTH SHORE									
Haiku	36	48	-25%	\$458,000	\$475,000	-4%	\$16,919,875	\$27,626,550	-39%
Sprecks/Paia/Kuau	1	1	0%	\$1,600,000	\$2,900,000	-45%	\$1,600,000	\$2,900,000	-45%
SOUTH									
Kihei	8	12	-33%	\$693,350	\$412,500	68%	\$6,178,700	\$8,385,000	-26%
Maui Meadows	2	1	100%	\$470,500	\$725,000	-35%	\$941,000	\$725,000	30%
Wailea/Makena	19	6	217%	\$1,298,000	\$5,725,000	-77%	\$68,271,500	\$31,785,000	115%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	23	32	-28%	\$420,000	\$622,500	-33%	\$14,428,500	\$20,126,400	-28%
Makawao/Olinda/Haliimaile	8	7	14%	\$442,500	\$375,000	18%	\$4,283,000	\$3,440,900	25%
Pukalani	7	5	40%	\$387,000	\$375,000	3%	\$3,234,500	\$1,917,000	69%
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	9	7	29%	\$695,000	\$812,250	-14%	\$6,322,500	\$5,060,731	25%
Kapalua	2	0	--	\$1,575,000	--	--	\$3,150,000	\$0	--
Lahaina	9	11	-18%	\$1,693,750	\$1,500,000	13%	\$11,761,500	\$14,521,500	-19%
Napili/Kahana/Honokowai	0	0	--	--	--	--	\$0	\$0	--
Olowalu	2	1	100%	\$500,000	\$575,000	-13%	\$1,000,000	\$575,000	74%
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	7	18	-61%	\$165,250	\$205,000	-19%	\$1,113,000	\$4,083,900	-73%
MAUI SUMMARY	166	180	-8%	\$500,000	\$475,000	5%	\$156,217,405	\$136,904,806	14%

DISTRICT	2019	2018	Percentage Change
SOUTH	\$75,391,200	\$40,895,000	84%
WEST	\$22,234,000	\$20,157,231	10%
UPCOUNTRY	\$21,946,000	\$25,484,300	-14%
NORTH SHORE	\$18,519,875	\$30,526,550	-39%
EAST	\$7,287,000	\$5,776,000	26%
CENTRAL	\$9,726,330	\$9,981,825	-3%
LANAI/MOLOKAI	\$1,113,000	\$4,083,900	-73%
TOTAL	\$156,217,405	\$136,904,806	14%

DISTRICT	2019	2018	Percentage Change
UPCOUNTRY	38	44	-14%
NORTH SHORE	37	49	-24%
SOUTH	29	19	53%
WEST	22	19	16%
CENTRAL	21	20	5%
EAST	12	11	9%
LANAI/MOLOKAI	7	18	-61%
TOTAL	166	180	-8%

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

www.FidelityMaui.com

MAUI DISTRICTS

November 2019 YTD vs November 2018 YTD

NOVEMBER 2019

CENTRAL			
HOMES			
Number of Sales	340		-9%
Total Dollar Transactions	\$229,352,004		-8%
CONDO			
Number of Sales	147		-17%
Total Dollar Transactions	\$55,120,895		-13%
LAND			
Number of Sales	21		5%
Total Dollar Transactions	\$9,726,330		-3%

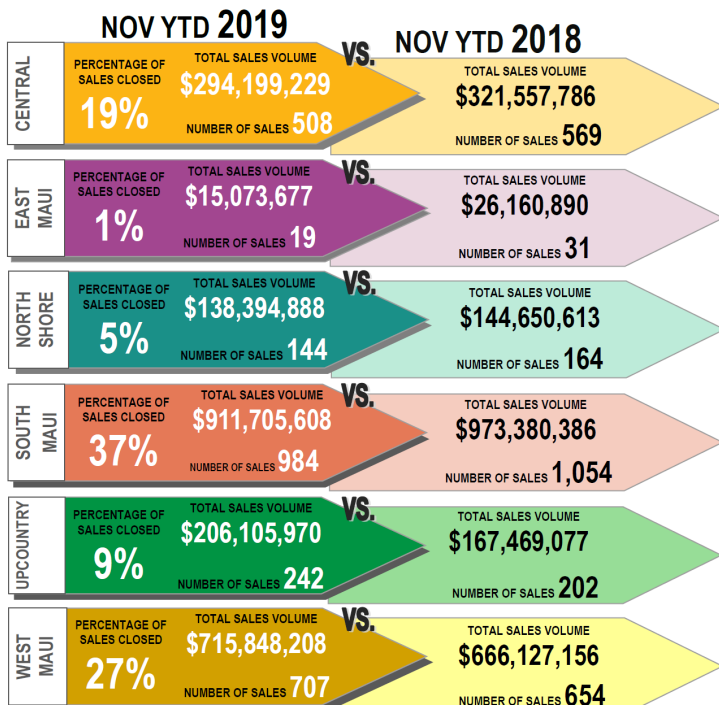
NORTH SHORE			
HOMES			
Number of Sales	104		-6%
Total Dollar Transactions	\$118,634,013		5%
CONDO			
Number of Sales	3		-25%
Total Dollar Transactions	\$1,241,000		-16%
LAND			
Number of Sales	37		-24%
Total Dollar Transactions	\$18,519,875		-39%

WEST MAUI			
HOMES			
Number of Sales	128		5%
Total Dollar Transactions	\$221,367,221		-1%
CONDO			
Number of Sales	557		9%
Total Dollar Transactions	\$472,246,987		12%
LAND			
Number of Sales	22		16%
Total Dollar Transactions	\$22,234,000		10%

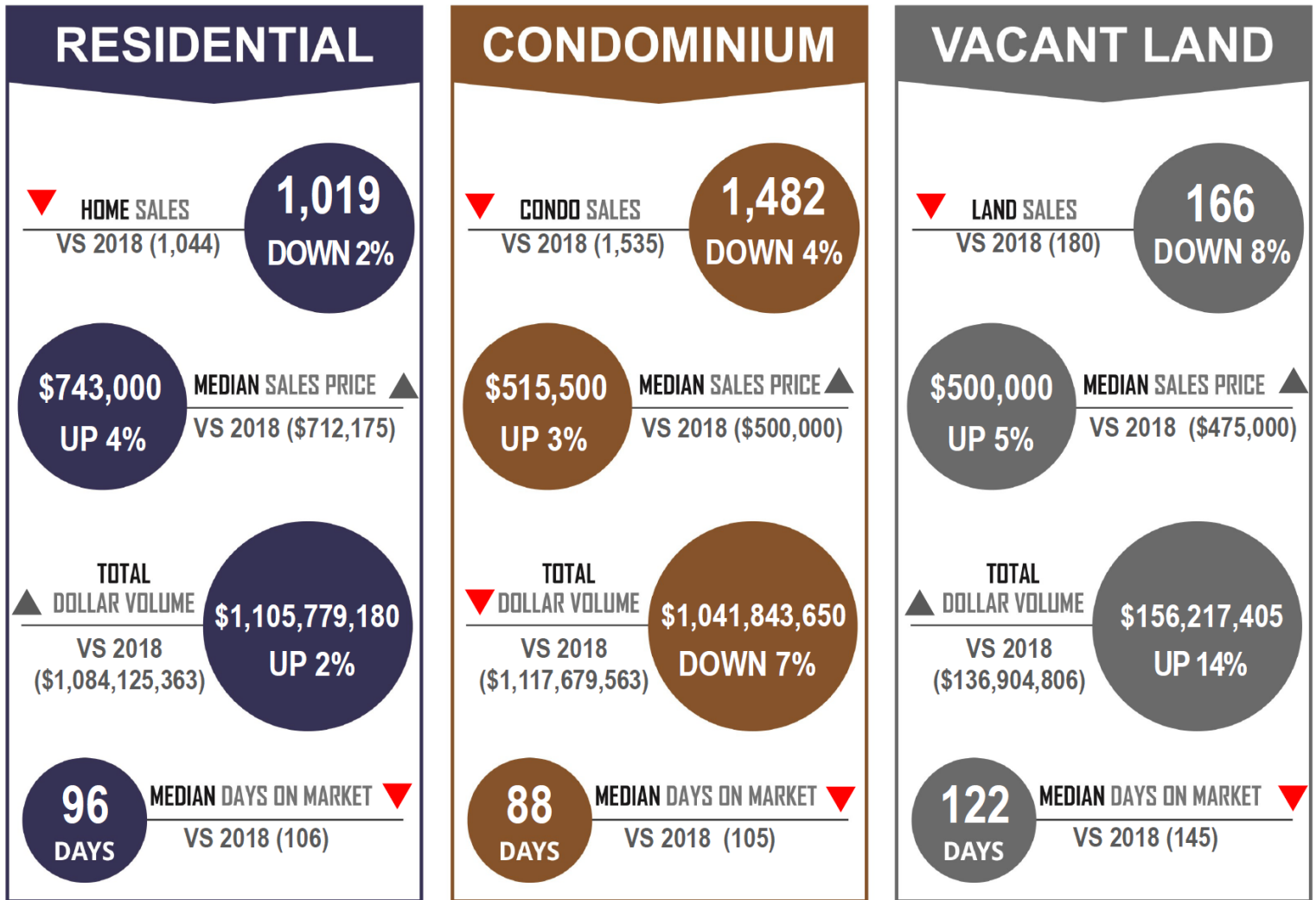
EAST MAUI			
HOMES			
Number of Sales	7		-65%
Total Dollar Transactions	\$7,786,677		-62%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
LAND			
Number of Sales	12		9%
Total Dollar Transactions	\$7,287,000		26%

SOUTH MAUI			
HOMES			
Number of Sales	204		-7%
Total Dollar Transactions	\$331,217,295		5%
CONDO			
Number of Sales	751		-8%
Total Dollar Transactions	\$505,097,113		-18%
LAND			
Number of Sales	29		53%
Total Dollar Transactions	\$75,391,200		84%

UPCOUNTRY			
HOMES			
Number of Sales	198		30%
Total Dollar Transactions	\$180,374,970		31%
CONDO			
Number of Sales	6		0%
Total Dollar Transactions	\$3,785,000		0%
LAND			
Number of Sales	38		-14%
Total Dollar Transactions	\$21,946,000		-14%



- 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