



RESIDENTIAL



\$776,075 (+6%)
Median Sales Price

\$1,055,615 (+5%)
Average Sales Price


CONDOMINIUM



\$555,000 (+6%)
Median Sales Price

\$722,852 (+4%)
Average Sales Price

VACANT LAND



\$392,500 (-21%)
Median Sales Price

\$589,417 (-38%)
Average Sales Price

RESIDENTIAL

TOP 10 AREAS
Total Dollar Volume

Wailuku	\$41,577,203
Kihei	\$41,511,404
Lahaina	\$24,198,418
Nap/Kah/Honokowai	\$22,582,000
Haiku	\$22,325,000
Kula/Ulu/Kanaio	\$17,959,158
Kahului	\$15,761,745
Mak/Oli/Hali	\$15,151,050
Kaanapali	\$14,525,005
Pukalani	\$13,951,500

257
HOMES SOLD
(+8% vs 2019)

RESIDENTIAL

NUMBER OF SALES
By Districts

Central	84
Upcountry	53
South	45
West Maui	34
North Shore	25
Lanai/Molokai	16
East	0

420
CONDOS SOLD
(+4% vs 2019)

CONDOMINIUM

NUMBER OF SALES
By Districts

South	196
West Maui	169
Central	41
Lanai/Molokai	12
Upcountry	2
North Shore	0
East	0

CONDOMINIUM

TOP 10 AREAS
Total Dollar Volume

Kihei	\$85,702,166
Wailea/Makena	\$57,358,000
Kaanapali	\$56,538,131
Nap/Kah/Honokowai	\$42,468,022
Lahaina	\$24,921,793
Wailuku	\$12,135,950
Kapalua	\$10,235,000
Maalaea	\$6,189,950
Lanai	\$3,408,000
Kahului	\$1,853,500

38
LAND SOLD
(-12% vs 2019)

VACANT LAND

NUMBER OF SALES
By Districts

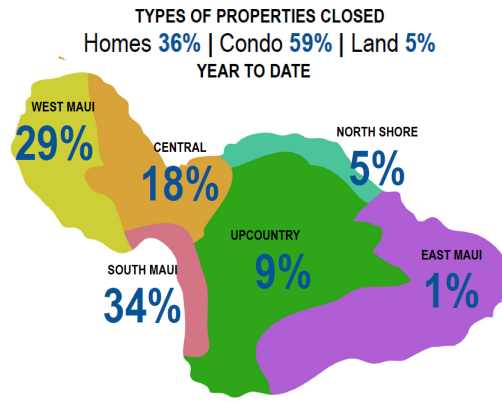
North Shore	8
Upcountry	7
West Maui	6
East	5
Lanai/Molokai	5
South	2
Central	1

VACANT LAND

TOP 10 AREAS
Total Dollar Volume

Hana	\$5,674,000
Haiku	\$5,133,500
Kula/Ulu/Kanaio	\$4,156,850
Lahaina	\$1,925,000
Kapalua	\$1,600,000
Kihei	\$1,240,000
Wailuku	\$1,019,000
Kaanapali	\$720,000
Molokai	\$704,500
Kahului	\$225,000

PERCENTAGE OF SALES CLOSED



MEDIAN DAYS ON MARKET

RESIDENTIAL	CONDOMINIUM	VACANT LAND
102	94	161

RESIDENTIAL YEAR-OVER-YEAR

257
TOTAL NUMBER OF SALES
2020

8%

238
TOTAL NUMBER OF SALES
2019

\$776,075
MEDIAN SALES PRICE
2020

6%

\$735,000
MEDIAN SALES PRICE
2019

\$272,012,383
TOTAL DOLLAR VOLUME
2020

14%

\$238,447,342
TOTAL DOLLAR VOLUME
2019

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
CENTRAL									
Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	24	23	4%	\$639,375	\$645,000	-1%	\$15,761,745	\$15,332,500	3%
Wailuku	60	48	25%	\$723,413	\$617,500	17%	\$41,577,203	\$30,268,449	37%
EAST									
Hana	0	1	-100%	--	\$786,677	--	\$0	\$786,677	-100%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	20	17	18%	\$995,000	\$699,000	42%	\$22,325,000	\$12,100,000	85%
Sprecks/Paia/Kuau	5	6	-17%	\$950,000	\$1,079,063	-12%	\$5,747,400	\$7,142,125	-20%
SOUTH									
Kihei	35	39	-10%	\$860,000	\$850,000	1%	\$41,511,404	\$35,608,050	17%
Maalaea	0	0	--	--	--	--	\$0	\$0	--
Maui Meadows	4	3	33%	\$1,215,000	\$1,400,000	-13%	\$4,805,000	\$4,135,000	16%
Wailea/Makena	6	7	-14%	\$2,140,000	\$1,700,000	26%	\$12,950,000	\$16,550,950	-22%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	18	15	20%	\$913,000	\$1,150,000	-21%	\$17,959,158	\$16,361,500	10%
Makawao/Olinda/Haliimaile	17	19	-11%	\$730,000	\$707,000	3%	\$15,151,050	\$20,796,129	-27%
Pukalani	18	11	64%	\$770,750	\$782,000	-1%	\$13,951,500	\$9,207,000	52%
WEST									
Kaanapali	7	7	0%	\$2,100,000	\$1,599,000	31%	\$14,525,005	\$12,532,000	16%
Kapalua	3	5	-40%	\$2,450,000	\$2,200,000	11%	\$10,870,000	\$11,339,020	-4%
Lahaina	13	18	-28%	\$1,180,000	\$754,000	57%	\$24,198,418	\$28,000,999	-14%
Napili/Kahana/Honokowai	11	7	57%	\$1,100,000	\$850,000	29%	\$22,582,000	\$13,923,743	62%
Olowalu	0	0	--	--	--	--	\$0	\$0	--
LANAI - MOLOKAI									
Lanai	7	0	--	\$445,000	--	--	\$3,471,000	\$0	--
Molokai	9	12	-25%	\$475,000	\$313,000	52%	\$4,626,500	\$4,363,200	6%
MAUI SUMMARY	257	238	8%	\$776,075	\$735,000	6%	\$272,012,383	\$238,447,342	14%

MARCH 2020 YTD TOTAL DOLLAR VOLUME

DISTRICT	2020	2019	Percentage Change
WEST	\$72,175,423	\$65,795,762	10%
SOUTH	\$59,266,404	\$56,294,000	5%
CENTRAL	\$57,338,948	\$45,600,949	26%
UPCOUNTRY	\$47,061,708	\$46,364,629	2%
NORTH SHORE	\$28,072,400	\$19,242,125	46%
LANAI/MOLOKAI	\$8,097,500	\$4,363,200	86%
EAST	\$0	\$786,677	-100%
TOTAL	\$272,012,383	\$238,447,342	14%

MARCH 2020 YTD NUMBER OF SALES

DISTRICT	2020	2019	Percentage Change
CENTRAL	84	71	18%
UPCOUNTRY	53	45	18%
SOUTH	45	49	-8%
WEST	34	37	-8%
NORTH SHORE	25	23	9%
LANAI/MOLOKAI	16	12	33%
EAST	0	1	-100%
TOTAL	257	238	8%

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

www.FidelityMaui.com

<h2>CONDOMINIUM</h2> <p>YEAR-OVER-YEAR</p>	420 TOTAL NUMBER OF SALES 2020	<h3>4%</h3>	\$555,000 MEDIAN SALES PRICE 2020	<h3>6%</h3>	\$303,598,012 TOTAL DOLLAR VOLUME 2020	<h3>8%</h3>
	405 TOTAL NUMBER OF SALES 2019		\$525,000 MEDIAN SALES PRICE 2019		\$281,050,679 TOTAL DOLLAR VOLUME 2019	

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
CENTRAL									
Kahului	13	4	225%	\$140,000	\$137,500	2%	\$1,853,500	\$727,000	155%
Wailuku	28	35	-20%	\$392,500	\$530,000	-26%	\$12,135,950	\$16,403,600	-26%
EAST									
Hana	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	0	0	--	--	--	--	\$0	\$0	--
Sprecks/Paia/Kuau	0	2	-100%	--	\$365,500	--	\$0	\$731,000	-100%
SOUTH									
Kihei	143	156	-8%	\$519,000	\$455,000	14%	\$85,702,166	\$84,684,272	1%
Maalaea	15	10	50%	\$345,000	\$490,000	-30%	\$6,189,950	\$4,950,500	25%
Wailea/Makena	38	41	-7%	\$1,100,000	\$1,300,000	-15%	\$57,358,000	\$65,019,600	-12%
UPCOUNTRY									
Pukalani	2	0	--	\$602,500	--	--	\$1,205,000	\$0	--
WEST									
Kaanapali	47	30	57%	\$922,000	\$849,875	9%	\$56,538,131	\$32,891,250	72%
Kapalua	7	17	-59%	\$1,200,000	\$900,000	33%	\$10,235,000	\$25,529,500	-60%
Lahaina	40	31	29%	\$592,500	\$520,000	14%	\$24,921,793	\$15,098,730	65%
Napili/Kahana/Honokowai	75	71	6%	\$505,000	\$442,000	14%	\$42,468,022	\$33,754,627	26%
LANAI - MOLOKAI									
Lanai	3	0	--	\$850,000	--	--	\$3,408,000	\$0	--
Molokai	9	8	13%	\$163,000	\$139,500	17%	\$1,582,500	\$1,260,600	26%

MAUI SUMMARY	420	405	4%	\$555,000	\$525,000	6%	\$303,598,012	\$281,050,679	8%
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MARCH 2020 YTD TOTAL DOLLAR VOLUME			
DISTRICT	2020	2019	Percentage Change
SOUTH	\$149,250,116	154,654,372	-3%
WEST	\$134,162,946	107,274,107	25%
CENTRAL	\$13,989,450	17,130,600	-18%
LANAI/MOLOKAI	\$4,990,500	1,260,600	296%
UPCOUNTRY	\$1,205,000	0	0
EAST	\$0	731,000	~
NORTH SHORE	\$0	731,000	-100%
TOTAL	\$303,598,012	281,781,679	8%

MARCH 2020 YTD NUMBER OF SALES			
DISTRICT	2020	2019	Percentage Change
SOUTH	196	207	-5%
WEST	169	149	13%
CENTRAL	41	39	5%
LANAI/MOLOKAI	12	8	50%
NORTH SHORE	0	2	-100%
UPCOUNTRY	2	0	0
EAST	0	0	0
TOTAL	420	405	4%

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

www.FidelityMaui.com

VACANT LAND YEAR-OVER-YEAR

38
TOTAL NUMBER OF SALES
2020

-12%

43
TOTAL NUMBER OF SALES
2019

\$392,500
MEDIAN SALES PRICE
2020

-21%

\$495,000
MEDIAN SALES PRICE
2019

\$22,397,850
TOTAL DOLLAR VOLUME
2020

-45%

\$40,799,205
TOTAL DOLLAR VOLUME
2019

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2020	2019	%Change	2020	2019	%Change	2020	2019	%Change
CENTRAL									
Kahakuloa	0	0	--	--	--	--	\$0	\$0	--
Kahului	1	0	--	\$225,000	--	--	\$225,000	\$0	--
Wailuku	4	4	0%	\$272,500	\$312,500	-13%	\$1,019,000	\$1,208,330	-16%
EAST									
Hana	5	3	67%	\$825,000	\$870,000	-5%	\$5,674,000	\$2,422,000	134%
Kaupo	0	0	--	--	--	--	\$0	\$0	--
Kipahulu	0	0	--	--	--	--	\$0	\$0	--
Nahiku	0	0	--	--	--	--	\$0	\$0	--
NORTH SHORE									
Haiku	8	10	-20%	\$435,750	\$494,938	-12%	\$5,133,500	\$4,465,375	15%
Sprecks/Paia/Kuau	0	0	--	--	--	--	\$0	\$0	--
SOUTH									
Kihei	2	3	-33%	\$620,000	\$475,000	31%	\$1,240,000	\$1,883,000	-34%
Maui Meadows	0	1	-100%	--	\$316,000	--	\$0	\$316,000	-100%
Wailea/Makena	0	3	-100%	--	\$737,500	--	\$0	\$14,337,500	-100%
UPCOUNTRY									
Kula/Ulupalakua/Kanaio	7	6	17%	\$650,000	\$435,000	49%	\$4,156,850	\$2,737,000	52%
Makawao/Olinda/Haliimaile	0	1	-100%	--	\$400,000	--	\$0	\$400,000	-100%
Pukalani	0	0	--	--	--	--	\$0	\$0	--
WEST									
Honokohau	0	0	--	--	--	--	\$0	\$0	--
Kaanapali	2	3	-33%	\$360,000	\$820,000	-56%	\$720,000	\$2,452,500	-71%
Kapalua	2	2	0%	\$800,000	\$1,575,000	-49%	\$1,600,000	\$3,150,000	-49%
Lahaina	2	5	-60%	\$962,500	\$1,650,000	-42%	\$1,925,000	\$7,000,000	-73%
Napili/Kahana/Honokowai	0	0	--	--	--	--	\$0	\$0	--
Olowalu	0	0	--	--	--	--	\$0	\$0	--
LANAI - MOLOKAI									
Lanai	0	0	--	--	--	--	\$0	\$0	--
Molokai	5	2	150%	\$110,000	\$213,750	-49%	\$704,500	\$427,500	65%
MAUI SUMMARY	38	43	-12%	\$392,500	\$495,000	-21%	\$22,397,850	\$40,799,205	-45%

DISTRICT	2020	2019	Percentage Change
EAST	\$5,674,000	\$2,422,000	134%
NORTH SHORE	\$5,133,500	\$4,465,375	15%
WEST	\$4,245,000	\$12,602,500	-66%
UPCOUNTRY	\$4,156,850	\$3,137,000	33%
CENTRAL	\$1,244,000	\$1,208,330	3%
SOUTH	\$1,240,000	\$16,536,500	-93%
LANAI/MOLOKAI	\$704,500	\$427,500	65%
TOTAL	\$22,397,850	\$40,799,205	-45%

DISTRICT	2020	2019	Percentage Change
NORTH SHORE	8	10	-20%
UPCOUNTRY	7	7	0%
WEST	6	10	-40%
EAST	5	3	67%
LANAI/MOLOKAI	5	2	150%
SOUTH	2	7	-71%
CENTRAL	1	4	-75%
TOTAL	34	43	-21%

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

www.FidelityMaui.com

MAUI DISTRICTS

1st Quarter 2020 YTD vs 1st Quarter 2019 YTD

FIRST QUARTER 2020

CENTRAL			
HOMES			
Number of Sales	84		18%
Total Dollar Transactions	\$57,338,948		26%
CONDO			
Number of Sales	41		5%
Total Dollar Transactions	\$13,989,450		-18%
LAND			
Number of Sales	1		-75%
Total Dollar Transactions	\$1,244,000		3%

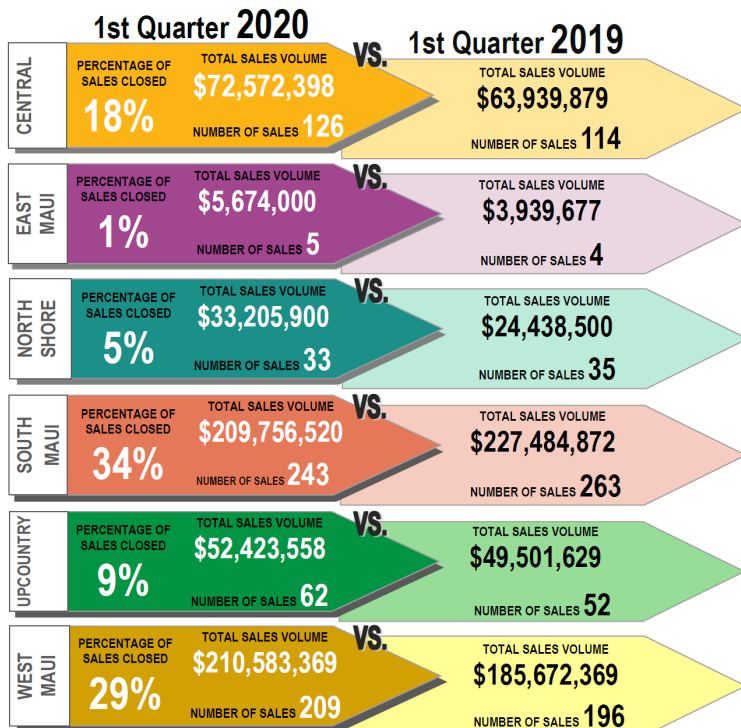
NORTH SHORE			
HOMES			
Number of Sales	25		9%
Total Dollar Transactions	\$28,072,400		46%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
LAND			
Number of Sales	8		-20%
Total Dollar Transactions	\$5,133,500		15%

WEST MAUI			
HOMES			
Number of Sales	34		-8%
Total Dollar Transactions	\$72,175,423		10%
CONDO			
Number of Sales	169		13%
Total Dollar Transactions	\$134,162,946		25%
LAND			
Number of Sales	6		-40%
Total Dollar Transactions	\$4,245,000		-66%

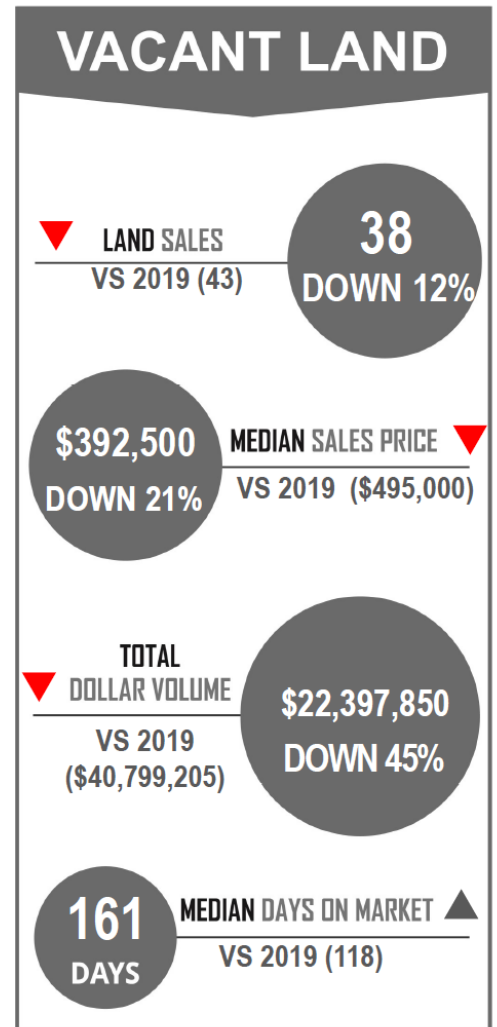
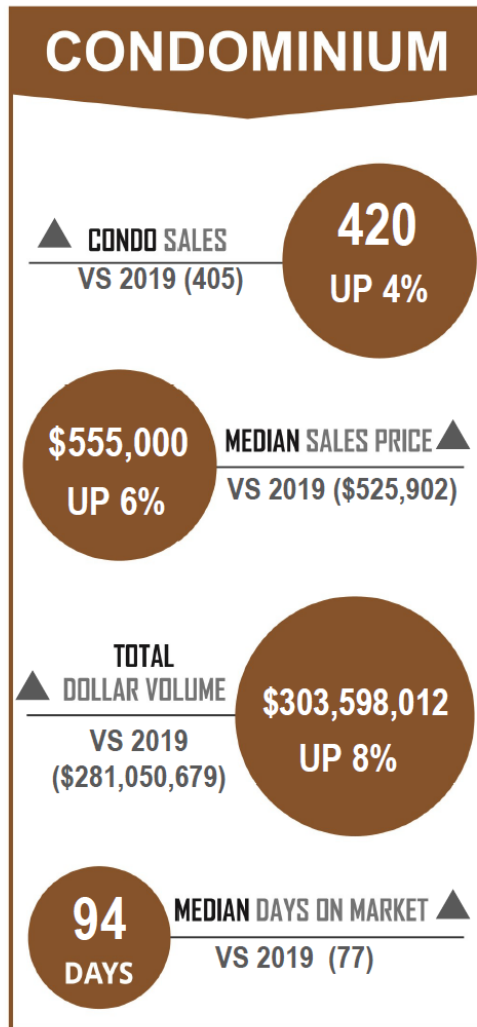
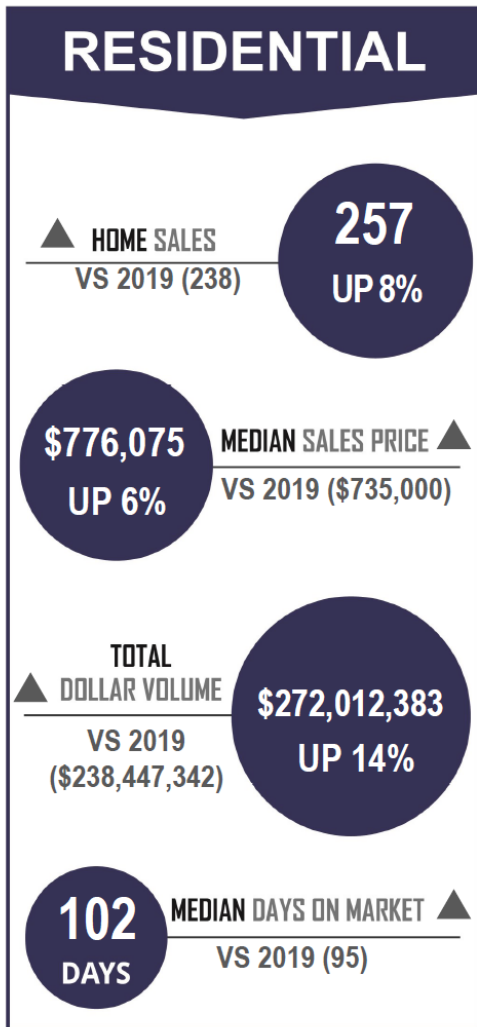
EAST MAUI			
HOMES			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
CONDO			
Number of Sales	0		-100%
Total Dollar Transactions	\$0		-100%
LAND			
Number of Sales	5		67%
Total Dollar Transactions	\$5,674,000		134%

SOUTH MAUI			
HOMES			
Number of Sales	45		-8%
Total Dollar Transactions	\$59,266,404		5%
CONDO			
Number of Sales	196		-5%
Total Dollar Transactions	\$149,250,116		-3%
LAND			
Number of Sales	2		-71%
Total Dollar Transactions	\$1,240,000		-93%

UPCOUNTRY			
HOMES			
Number of Sales	53		18%
Total Dollar Transactions	\$47,061,708		2%
CONDO			
Number of Sales	2		NA
Total Dollar Transactions	\$1,205,000		0%
LAND			
Number of Sales	7		0%
Total Dollar Transactions	\$4,156,850		33%



- 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 | Wendy Gomes | Deni Kawauchi | Noreen Koki | Tori Lapolla | Kosei Nagata | Mercy Palmer | Pam Teal

8 Experienced Officers | 2 Sales Executives | 273 Years of Combined Experience

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