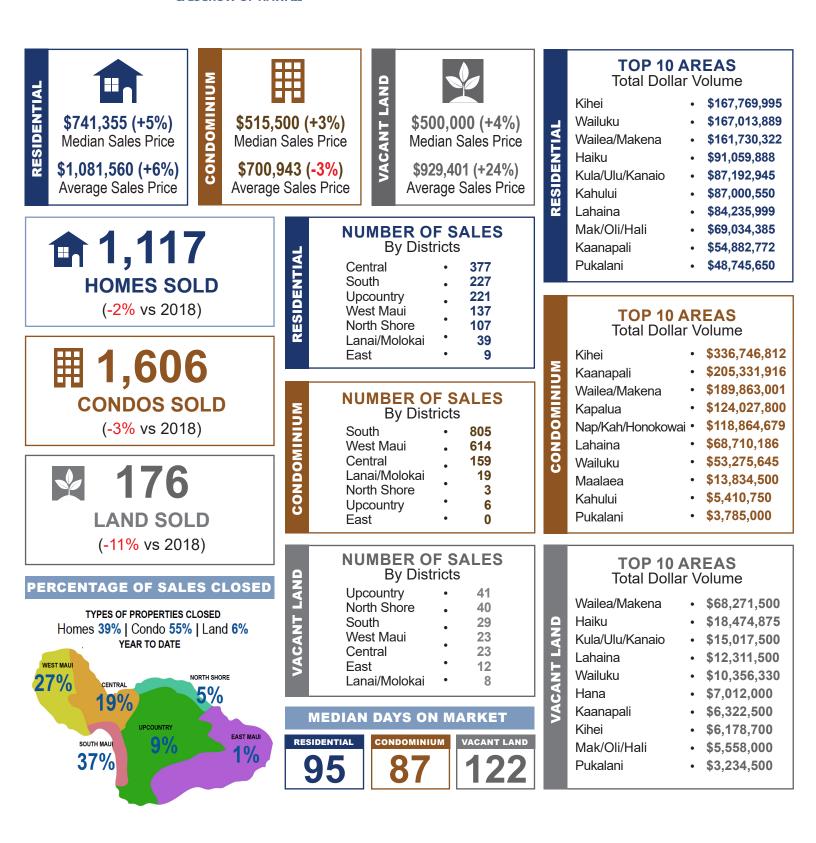
MAUI RESIDENTIAL STATISTICS

Fidelity National Title & ESCROW OF HAWAII

YEAR END S Year End 2019 YTD vs Year End 2018 YTD



🔳 Fidelity National Title & Escrow of Hawaii

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

Year End 2019 YTD vs Year End 2018 YTD



FNF'S Maui Statistical Report • Residential Year to Date Breakdown By Districts

RESIDE	NTIA	L	1,117 TOTAL 2019	NUMBER OF	sales - 2%	\$741,355 MEDIAN SAL 2019			08,102,347 L DOLLAR VOLUT	ME
YEAR-OVE	R-YEAR		1,139 TOTAL 2018	NUMBER OF		\$710,000 MEDIAN SAL 2018	ES PRICE		65,165,011 L DOLLAR VOLUI	ИE
				of Sales		edian Sales			al Dollar Volu	-
CENTRAL		2019	2018	%Change	2019	2018	%Change	2019	2018	%Change
Kahakuloa		1	2	-50%	\$695,000	\$875,000	-21%	\$695,000	\$1,750,000	-60%
Kahului		128	13		\$665,000	\$677,500	-2%	\$87,000,550	\$92,194,990	-6%
Wailuku		248	26		\$675,000	\$660,000	2%	\$167,013,889	\$175,098,488	-5%
EAST		-			,,	, ,		, , , , , , , , , , , , , , , , , , , ,	,,	
Hana		9	20	-55%	\$786,677	\$762,500	3%	\$11,124,377	\$20,384,890	-45%
Kaupo		0	0		φι 00,011 	φr 02,500 		\$11,124,377	\$20,384,890	-45 /0
Kipahulu		0	0					\$0	\$0	
Nahiku		0	0					\$0	\$0	
NORTH SHORE		-	-							
Haiku		91	92	-1%	\$813,000	\$842,500	-4%	\$91,059,888	\$87,991,251	4%
Sprecks/Paia/Kua		16	28		\$1,411,563	\$795,000	78%	\$30,259,125	\$32,528,812	-7%
•	u	10	20		ψ1,+11,505	φ <i>1</i> 33,000	1070	<i>400,200,120</i>	ψ02,020,012	-1 /0
SOUTH										
Kihei		169	17		\$795,000	\$700,000	14%	\$167,769,995	\$192,291,953	-13%
Maalaea		0	1	-100%		\$2,000,000		\$0	\$2,000,000	-100%
Maui Meadows		23	31		.	.	0.001	\$32,330,000	\$37,569,600	-14%
Wailea/Makena		35	34	3%	\$2,500,000	\$1,805,000	39%	\$161,730,322	\$107,893,000	50%
UPCOUNTRY										
Kula/Ulupalakua/K	anaio	79	71	11%	\$985,000	\$950,000	4%	\$87,192,945	\$77,733,317	12%
Makawao/Olinda/Hal	iimaile	82	63		\$682,500	\$648,500	5%	\$69,034,385	\$46,975,557	47%
Pukalani		60	41	46%	\$715,000	\$704,000	2%	\$48,745,650	\$32,115,700	52%
WEST										
Kaanapali		25	36	-31%	\$1,700,000	\$1,837,500	-8%	\$54,882,772	\$76,225,202	-28%
Kapalua		19	8	138%	\$2,550,000	\$2,840,000	-10%	\$48,554,020	\$30,943,300	57%
Lahaina		59	53	11%	\$850,000	\$850,000	0%	\$84,235,999	\$91,461,800	-8%
Napili/Kahana/Honok	owai	33	32	3%	\$960,000	\$924,000	4%	\$46,166,430	\$32,072,600	44%
Olowalu		1	1	0%	\$2,800,000	\$1,360,000	106%	\$2,800,000	\$1,360,000	106%
LANAI - MOLOKA	AI									
Lanai		10	21	-52%	\$455,000	\$460,000	-1%	\$5,508,000	\$11,508,000	-52%
Molokai		29	31		\$330,000	\$320,000	3%	\$11,999,000	\$15,066,551	-20%
MAUI SUMMA	ARY	1,117	1,13	39 - 2%	\$741,355	\$710,000	4%	\$1,208,102,347	\$1,165,165,011	4%
YEAR END 20 [°]	19 YTD T	OTAL DO	OLLAR	VOLUME	YEAR END	0 2019 YTD NUMI	BER OF <u>SAL</u>	ES Source: R	ealtors Association of Maui – w	ww.RAMaui.cor
DISTRICT	2019	2	018	Percentage	DISTRIC	т 2019 2	018 Percen	tage www.F	idelityMa u	ii.com
SOUTH	\$361,830,31		,754,553	Change 6%	CENTRAL		404 -7%	-		

DISTRICT	2019	2018	Percentage Change
SOUTH	\$361,830,317	\$339,754,553	6%
CENTRAL	\$254,709,439	\$269,043,478	-5%
WEST	\$236,639,221	\$232,062,902	2%
UPCOUNTRY	\$204,972,980	\$156,824,574	31%
NORTH SHORE	\$121,319,013	\$120,520,063	1%
LANAI/MOLOKAI	\$17,507,000	\$26,574,551	-34%
EAST	\$11,124,377	\$20,384,890	-45%
TOTAL	\$1,208,102,347	1,165,165,011	4%

YEAR END 2019 YTD NUMBER OF SALES						
DISTRICT	2019	2018	Percentage Change			
CENTRAL	377	404	-7%			
SOUTH	227	238	-5%			
UPCOUNTRY	221	175	26%			
WEST	137	130	5%			
NORTH SHORE	107	120	-11%			
LANAI/MOLOKAI	39	52	-25%			
EAST	9	20	-55%			
TOTAL	1117	1139	-2%			

Year End 2019 YTD vs Year End 2018 YTD

Fidelity National Title & ESCROW OF HAWAII

FNF'S Maui Statistical Report • Condominium Year to Date Breakdown By Districts

CONDOMIN YEAR-OVER-YEA		1,606 TOTAL NUI 2019 1,657 TOTAL NUI	1	-3%	\$515,500 MEDIAN SALE: 2019 \$500,000 MEDIAN SALE:	3	2019 % \$1,*		5%
		2018		SALLS	2018	JFRICE	2018		
	Ni	umber of S	Salos	M	edian Sales F	Prico	То	tal Dollar Volu	mo
	2019	2018	%Change	2019	2018	%Change		2018	%Change
CENTRAL									
Kahului	33	36	-8%	\$135,000	\$125,000	8%	\$5,410,750	\$5,692,880	-5%
Wailuku	126	169	-25%	\$415,000	\$438,750	-5%	\$53,275,645	\$67,833,602	-22%
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	643	611	5%	\$450,000	\$410,000	10%	\$336,746,812	\$299,497,868	12%
Maalaea	29	46	-37%	\$463,000	\$427,500	8%	\$13,834,500	\$20,313,150	-32%
Wailea/Makena	133	216	-38%	\$1,199,000	\$1,184,950	1%	\$189,863,001	\$331,171,895	-43%
Wallou/Walkona	100	210	0070	ψ1,100,000	φ1,104,000	170	\$100,000,001	<i>\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\</i>	4070
UPCOUNTRY									
	6	6	0%	¢620.000	¢602.000	20/	\$3,785,000	¢2 786 000	0%
Pukalani	0	0	0%	\$620,000	\$603,000	3%	\$3,765,000	\$3,786,000	0%
WEST									
Kaanapali	168	173	-3%	\$952,500	\$801,000	19%	\$205,331,916	\$191,084,387	8%
Kapalua	61	45	36%	\$1,050,000	\$1,031,250	2%	\$124,027,800	\$92,832,112	34%
Lahaina	122	87	40%	\$559,500	\$526,500	6%	\$68,710,186	\$55,309,056	24%
Napili/Kahana/Honokowai	263	245	7%	\$450,000	\$437,000	3%	\$118,864,679	\$119,262,044	0%
LANAI - MOLOKAI									
Lanai	3	4	-25%	\$193,000	\$1,625,000	-88%	\$2,073,000	\$8,200,000	-75%
Molokai	16	15	7%	\$142,500	\$158,000	-10%	\$2,549,655	\$2,463,500	4%
MAUI SUMMARY	1,606	1,657	-3%	\$515,500	\$500,000	3%	\$1,125,713,944	\$1,198,922,494	-6%

YEAR END 2019 YTD TOTAL DOLLAR VOLUME						
DISTRICT	2019	2018	Percentage Change			
SOUTH	\$540,444,313	650,982,913	-17%			
WEST	\$516,934,581	458,487,599	13%			
CENTRAL	\$58,686,395	73,526,482	-20%			
LANAI/MOLOKAI	\$4,622,655	10,663,500	-57%			
NORTH SHORE	\$1,241,000	1,476,000	-16%			
UPCOUNTRY	\$3,785,000	3,786,000	0%			
EAST	\$0	0	~			
TOTAL	\$1,125,713,944	1,198,922,494	-6%			

YEAR END 2019 YTD NUMBER OF SALES						
DISTRICT	2019	2018	Percentage Change			
SOUTH	805	873	-8%			
WEST	614	550	12%			
CENTRAL	159	205	-22%			
LANAI/MOLOKAI	19	19	0%			
NORTH SHORE	3	4	-25%			
UPCOUNTRY	6	6	0%			
EAST	0	0	~			
TOTAL	1606	1657	-3%			

www.FidelityMaui.com

Year End 2019 YTD vs Year End 2018 YTD



FNF'S Maui Statistical Report • Vacant Land Year to Date Breakdown By Districts

VACANT			T (76 OTAL N 019	IUMBER OF	SALES	\$500,000 MEDIAN S 2019			TOTAL 2019	,296,405 DOLLAR VOLUM	ле %
YEAR-OVEF	R-YEA	R	Т	98 OTAL N 018	IUMBER OF	SALES	\$482,625 MEDIAN S 2018		ICE		, 953,431 . DOLLAR VOLUN	1E
			Num	ber o	f Sales	Me	dian Sale	es Pric	е	Tot	al Dollar Volu	me
		201	19	2018	%Change	2019	2018	%	Change	2019	2018	%Change
CENTRAL												
Kahakuloa		1		0		\$360,000				\$360,000	\$0	
Kahului		0		2	-100%		\$1,583,7	50		\$0	\$3,167,500	-100%
Wailuku		22	2	19	16%	\$500,000	\$315,00	0 !	59%	\$10,356,330	\$7,199,325	44%
EAST												
Hana		11		8	38%	\$610,000	\$467,50	0 3	31%	\$7,012,000	\$3,680,000	91%
Kaupo		1		1	0%	\$275,000	\$1,450,0	- 00	81%	\$275,000	\$1,450,000	-81%
Kipahulu		0		0						\$0	\$0	
Nahiku		0		2	-100%		\$323,00	0		\$0	\$646,000	-100%
NORTH SHORE												
Haiku		39)	53	-26%	\$471,000	\$480,15	0	-2%	\$18,474,875	\$30,284,550	-39%
Sprecks/Paia/Kuau	J	1		1	0%	\$1,600,000	\$2,900,0		45%	\$1,600,000	\$2,900,000	-45%
SOUTH												
Kihei		8		13	-39%	\$693,350	\$415,00	0 6	67%	\$6,178,700	\$9,085,000	-32%
Maui Meadows		2		1	100%	\$470,500	\$725,00	0 -	35%	\$941,000	\$725,000	30%
Wailea/Makena		19)	6	217%	\$1,298,000	\$5,725,0			\$68,271,500	\$31,785,000	115%
UPCOUNTRY					1							
Kula/Ulupalakua/Ka	anaio	24	1	35	-31%	\$432,000	\$650,00	0	34%	\$15,017,500	\$22,827,025	-34%
Makawao/Olinda/Halii		10		11	-9%	\$455,000	\$425,00			\$5,558,000	\$6,595,900	-16%
Pukalani	intano	7		5	40%	\$387,000	\$375,00			\$3,234,500	\$1,917,000	69%
WEST				0		<i>Q</i>	<i>\\\\\\\\\\\\\</i>	•	0,10	¢0,20 .,000	¢.,o,oco	0070
Honokohau		0		0						\$0	\$0	
Kaanapali		9		10	-10%	\$695,000	\$649,50	0		\$6,322,500	\$6,459,731	-2%
Kapalua		2		0	-10 /0	\$1,575,000	φ049,30	0		\$3,150,000	\$0,459,751	-2 /0
Lahaina		10		11	-9%	\$1,650,000	\$1,500,0	00 -		\$3,130,000 \$12,311,500	\$14,521,500	-15%
Napili/Kahana/Honoko	owai	0	,	0	-370	\$1,000,000 	φ1,500,0	00		\$0	\$0	-1376
Olowalu	onui	2		1	100%	\$500,000	\$575,00	0 -		\$1,000,000	\$575,000	74%
LANAI - MOLOKA		2			100 /0	<i>\\</i> 000,000	φ070,00	.0	10 / 0	ф1,000,000	<i>Q070,000</i>	7 4 70
	AI .	0		0						¢0	¢0	
Lanai		0		0		 \$148,000	 @100.00	0	 22%	\$0 \$1 222 000	\$0	 -70%
Molokai			-	19			\$190,00			\$1,233,000	\$4,134,900	
MAUI SUMMA		17		198	-11%	\$500,000	\$482,62			61,296,405	\$147,953,431	9%
YEAR END 201	19 YTI	D TOTA	L DOL			YEAR END	2019 YTD N	UMBER (Realtors Association of Maui – v	
DISTRICT	201	9	201	8	Percentage Change	DISTRICT	2019	2018	Percentag Change		FidelityMa	ui.com
	\$75,39	-	\$41,595		81%	UPCOUNTRY	41	51	-20%			
	\$23,810		\$31,339		-24%	NORTH SHORE		54	-26%	_		
	\$22,784 \$20,074		\$21,556 \$33,184		6% - 40%	SOUTH	29 23	20 22	45% 5%	_		
EAST	\$7,287		\$5,776,		26%	CENTRAL	23	21	10%			
	\$10,716		\$10,366		3%	EAST	12	11	9%			
	\$1,233		\$4,134,		-70%			19	-58%	_		
TOTAL	\$161,29	6,405	\$147,953	3,431	9%	TOTAL	176	198	-11%			

MAUI DISTRICTS Year End 2019 YTD vs Year End 2018 YTD

YEAR END

CENTRAL		
HOMES		
Number of Sales	377	-7%
Total Dollar Transactions	\$\$254,709,439	-5%
CONDO		
Number of Sales	159	-22%
Total Dollar Transactions	\$58,686,395	-20%
LAND		
Number of Sales	23	10%
Total Dollar Transactions	<mark>\$ \$10</mark> ,716,330	3%

NORTH SHORE		
HOMES		
Number of Sales	107	-11%
Total Dollar Transactions	\$121,319,013	1%
CONDO		
Number of Sales	3	-25%
Total Dollar Transactions	\$1,241,000	-16 %
LAND		
Number of Sales	40	-26 %
Total Dollar Transactions	\$20,074,875	-40%

WEST MAUI

HOMES		
Number of Sales	137	5%
Total Dollar Transactions	\$236, <mark>639,221</mark>	2%
CONDO		
Number of Sales	614	12%
Total Dollar Transactions	\$516,934,581	13%
AND		
Number of Sales	23	5%
Total Dollar Transactions	\$22,784,000	6%

SOUTH MAUI			
HOMES			
Number of Sales	227		-5%
Total Dollar Transactions	\$361,830,3	17	6%
CONDO			
Number of Sales	805		-8%
Total Dollar Transactions	\$540,444,3	313	-17%
LAND			
Number of Sales	29		45%
Total Dollar Transactions	\$75,391,2	00	81%

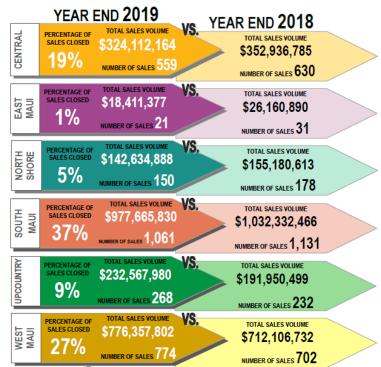
EAST MAUI		
HOMES		
Number of Sales	9	-55%
Total Dollar Transactions	\$11,124,377	-45%
CONDO		
Number of Sales	0	-100%
Total Dollar Transactions	\$0	-100%
LAND		
Number of Sales	12	9%
Total Dollar Transactions	\$7,287,000	26%

26%

UPCOUNTRY Number of Sales

Total Dollar Transactions \$204,972,980		31%
CONDO		
Number of Sales	6	0%
Total Dollar Transactions	\$3,785,000	0%
LAND		
Number of Sales	41	-20%
Total Dollar Transactions	\$23,810,000	-24%

221





Kula/Ulupalakua/Kanaio, Makawao/Olinda/Haliimaile, Pukalani

WEST MAUI Kaanapali, Kapalua, Lahaina, Napili/Kahana/Honokowai, Olowalu

ion is prepared by 🛞 Fidelity National Title & Escrow of Hawaii. aui.com Information is deem

YEAR END

TOTAL

\$161,296,405

UP9%

MEDIAN DAYS ON MARKET

VS 2018 (143)

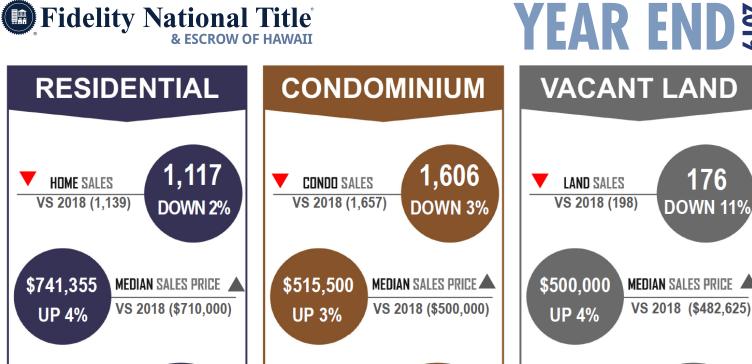
DOLLAR VOLUME

VS 2018

(\$147,953,431)

122

DAYS



TOTAL

DOLLAR VOLUME

VS 2018

(\$1,198,922,494)

87

DAYS

TOTAL

\$1,208,102,347

UP 4%

MEDIAN DAYS ON MARKET

VS 2018 (105)

DOLLAR VOLUME

VS 2018

(\$1,165,165,011)

95

DAYS

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

\$1,125,713,944

DOWN 6%

MEDIAN DAYS ON MARKET `

VS 2018 (105)

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: Applies to all transfers or conveyanceof realty or	Scale #2:	
At Least	But Less Than	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 Millior	n and Above	\$1.00	\$1.25	

This information is presented for informational purposes only and is deemed reliable but is not guarante



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.

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.

^{*}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.

Fidelity National Title & ESCROW OF HAWAII

2019-2020

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

HONOLULU COUNTY

CLASS	Net Taxable Building/Land Tax RatesPer/\$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

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

HAWAI'I COUNTY

CLASS	Net Taxable Building/Land Tax RatesPer/\$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 RatesPer/\$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

