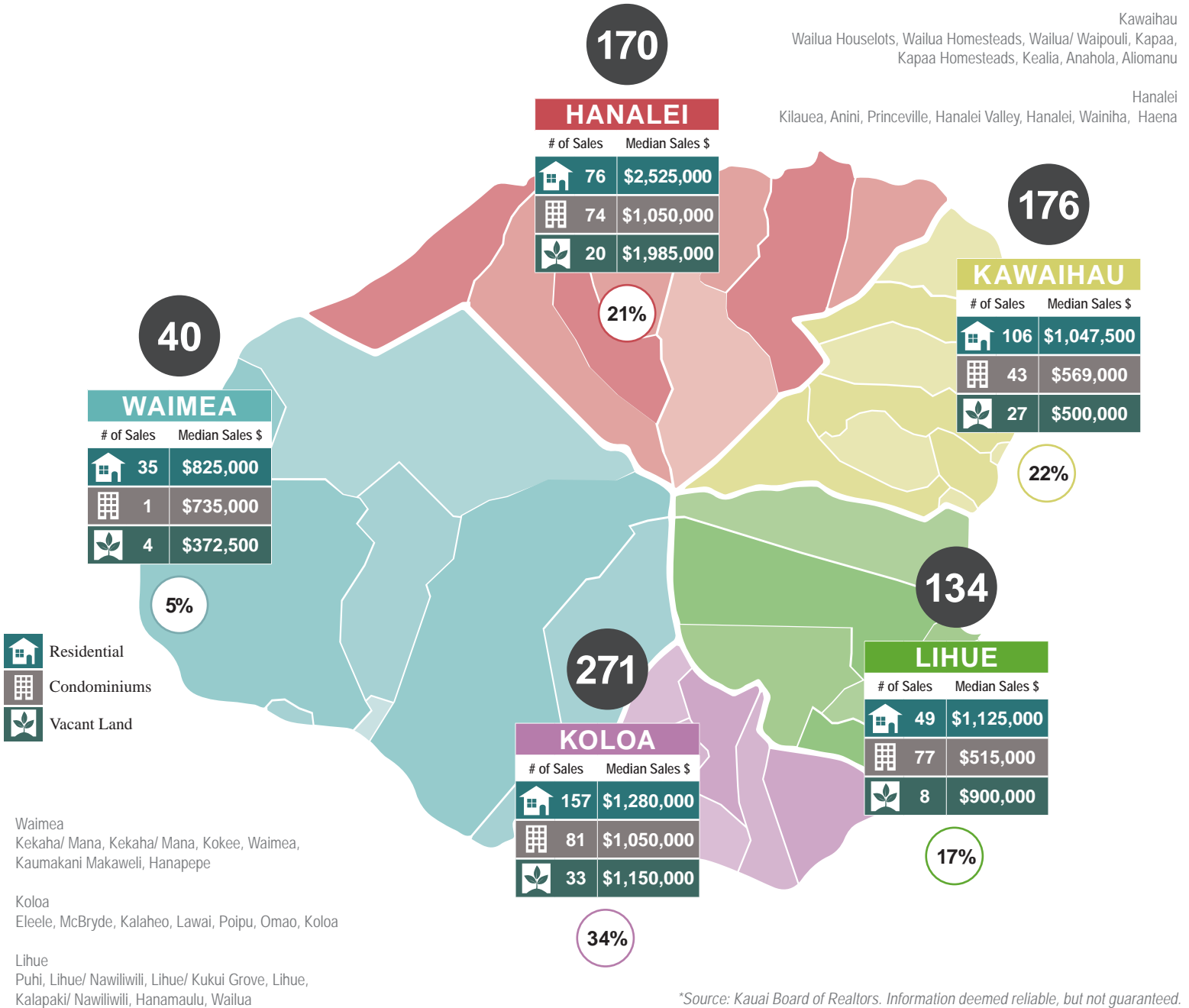


Kawaihau

Wailua Houselots, Wailua Homesteads, Wailua/ Waipouli, Kapaa, Kapaa Homesteads, Kealia, Anahola, Aliomanu

Hanalei

Kilauea, Anini, Princeville, Hanalei Valley, Hanalei, Wainiha, Haena



*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.

	% OF CLOSINGS	# OF UNITS RECORDED		MEDIAN PRICE	
HOMES	53%	423	▲ 18%	\$1,200,000	▼ -12%
CONDO	35%	276	▼ -5%	\$815,000	▲ 5%
LAND	12%	92	▼ -23%	\$950,000	▲ 19%

	YTD NUMBER OF UNITS RECORDED			YTD TOTAL DOLLAR VOLUME		
DISTRICT	2025	% Change	DISTRICT	2025	% Change	
KOLOA	271	34%	KOLOA	\$473,274,247	13%	
KAWAIHAU	176	22%	HANALEI	\$453,189,855	10%	
HANALEI	170	21%	KAWAIHAU	\$198,625,714	-1%	
LIHUE	134	17%	LIHUE	\$132,722,518	13%	
WAIMEA	40	5%	WAIMEA	\$32,602,400	4%	
TOTAL	791	3%	TOTAL	\$1,290,414,734	9%	

○ % of Closed Sales by Districts through December 31, 2025
 ● Number of Recorded Transactions from January 1, 2025 – December 31, 2025

KAUAI

YEAR-OVER-YEAR

791 TOTAL NUMBER OF SALES 2025	<div style="font-size: 2em;">▲</div> <div style="font-size: 3em; font-weight: bold;">3%</div>	<div style="font-size: 1.2em; font-weight: bold;">\$1,200,000</div> <div style="font-size: 0.8em;">MEDIAN PRICE HOME</div> <div style="font-size: 2em; font-weight: bold;">-12%</div>
767 TOTAL NUMBER OF SALES 2024		<div style="font-size: 1.2em; font-weight: bold;">\$815,000</div> <div style="font-size: 0.8em;">MEDIAN PRICE CONDO</div> <div style="font-size: 2em; font-weight: bold;">5%</div>
		<div style="font-size: 1.2em; font-weight: bold;">\$950,000</div> <div style="font-size: 0.8em;">MEDIAN PRICE LAND</div> <div style="font-size: 2em; font-weight: bold;">19%</div>

<div style="font-size: 1.2em; font-weight: bold;">\$1,290,414,734</div> <div style="font-size: 0.8em;">TOTAL DOLLAR VOLUME 2025</div>	<div style="font-size: 2em;">▲</div>
<div style="font-size: 1.2em; font-weight: bold;">\$1,179,304,008</div> <div style="font-size: 0.8em;">TOTAL DOLLAR VOLUME 2024</div>	<div style="font-size: 3em; font-weight: bold;">12%</div>

	RESIDENTIAL			Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change			
WAIMEA	35	33	6%	\$825,000	\$825,000	0%	\$30,282,400	\$27,467,244	10%			
KOLOA	157	107	47%	\$1,280,000	\$1,450,000	-12%	\$335,417,740	\$269,131,499	25%			
LIHUE	49	29	69%	\$1,125,000	\$925,000	22%	\$60,209,400	\$31,219,000	93%			
KAWAIHAU	106	102	4%	\$1,047,500	\$1,096,000	-4%	\$143,882,296	\$130,737,625	10%			
HANAIEI	76	87	-13%	\$2,525,000	\$2,300,000	10%	\$255,318,349	\$283,629,697	-10%			
TOTAL	423	358	18%	\$1,200,000	\$1,368,750	-12%	\$825,110,185	\$742,185,065	11%			

	CONDOMINIUM			Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change			
WAIMEA	1	2	-50%	\$735,000	\$742,000	-1%	\$735,000	\$1,484,000	-50%			
KOLOA	81	90	-10%	\$1,050,000	\$887,000	18%	\$91,392,507	\$91,003,717	0%			
LIHUE	77	82	-6%	\$515,000	\$549,500	-6%	\$65,528,118	\$67,743,187	-3%			
KAWAIHAU	43	57	-25%	\$569,000	\$625,000	-9%	\$31,310,000	\$45,053,020	-31%			
HANAIEI	74	59	25%	\$1,050,000	\$1,090,000	-4%	\$86,310,499	\$74,349,136	16%			
TOTAL	276	290	-5%	\$815,000	\$775,500	5%	\$275,276,124	\$279,633,060	-2%			

	VACANT LAND			Number of Sales			Median Sales Price			Total Dollar Volume		
	2025	2024	% Change	2025	2024	% Change	2025	2024	% Change			
WAIMEA	4	4	0%	\$372,500	\$437,000	-15%	\$1,585,000	\$2,404,000	-34%			
KOLOA	33	46	-28%	\$1,150,000	\$930,000	24%	\$46,464,000	\$57,700,885	-19%			
LIHUE	8	13	-38%	\$900,000	\$800,000	13%	\$6,985,000	\$18,973,500	-63%			
KAWAIHAU	27	38	-29%	\$500,000	\$515,000	-3%	\$23,433,418	\$25,520,500	-8%			
HANAIEI	20	18	11%	\$1,985,000	\$2,300,000	-14%	\$111,561,007	\$52,886,998	111%			
TOTAL	92	119	-23%	\$950,000	\$800,000	19%	\$190,028,425	\$157,485,883	21%			

*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.



HANALEI		
HOMES		
Number of Sales	76	-13%
Total Dollar Transactions	\$255,318,349	-10%
CONDOS		
Number of Sales	74	25%
Total Dollar Transactions	\$86,310,499	16%
LAND		
Number of Sales	20	11%
Total Dollar Transactions	\$111,561,007	111%

KAWAIHAU		
HOMES		
Number of Sales	106	4%
Total Dollar Transactions	\$143,882,296	10%
CONDOS		
Number of Sales	43	-25%
Total Dollar Transactions	\$31,310,000	-31%
LAND		
Number of Sales	27	-29%
Total Dollar Transactions	\$23,433,418	-8%

WAIMEA		
HOMES		
Number of Sales	35	6%
Total Dollar Transactions	\$30,282,400	10%
CONDOS		
Number of Sales	1	-50%
Total Dollar Transactions	\$735,000	-50%
LAND		
Number of Sales	4	0%
Total Dollar Transactions	\$1,585,000	-34%

LIHUE		
HOMES		
Number of Sales	49	69%
Total Dollar Transactions	\$60,209,400	93%
CONDOS		
Number of Sales	77	-6%
Total Dollar Transactions	\$65,528,118	-3%
LAND		
Number of Sales	8	-38%
Total Dollar Transactions	\$6,985,000	-63%

KOLOA		
HOMES		
Number of Sales	157	47%
Total Dollar Transactions	\$335,417,740	25%
CONDOS		
Number of Sales	81	-10%
Total Dollar Transactions	\$91,392,507	0%
LAND		
Number of Sales	33	-28%
Total Dollar Transactions	\$46,464,000	-19%

Waimea
Kekaha/ Mana, Kekaha/ Mana, Kokee, Waimea,
Kaumakani Makaweli, Hanapepe

Koloa
Eleele, McBryde, Kalaheo, Lawai, Poipu, Omao, Koloa

Lihue
Puihi, Lihue/ Nawiliwili, Lihue/ Kukui Grove, Lihue,
Kalapaki/ Nawiliwili, Hanamaulu, Wailua

Kawaihau
Wailua Houselots, Wailua Homesteads, Wailua/ Waipouli,
Kapaa, Kapaa Homesteads, Kealia, Anahola, Aliomanu

Hanalei
Kilauea, Anini, Princeville, Hanalei Valley, Hanalei,
Wainiha, Haena

*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.



RESIDENTIAL

▲ HOME SALES
VS 2024 (358)

423
UP 18%

\$1,200,000
DOWN 12%

▼ MEDIAN SALES PRICE
VS 2024 (\$1,368,750)

▲ TOTAL
DOLLAR SALES
VS 2024
(\$742,185,065)

\$825,110,185
UP 11%

CONDOMINIUM

▼ CONDO SALES
VS 2024 (290)

276
DOWN 5%

\$815,000
UP 5%

▲ MEDIAN SALES PRICE
VS 2024 (\$775,500)

▼ TOTAL
DOLLAR VOLUME
VS 2024
(\$279,633,060)

\$275,276,124
DOWN 2%

VACANT LAND

▼ LAND SALES
VS 2024 (119)

92
DOWN 23%

\$950,000
UP 19%

▲ MEDIAN SALES PRICE
VS 2024 (\$800,000)

▲ TOTAL
DOLLAR VOLUME
VS 2024
(\$157,485,883)

\$190,028,425
UP 21%





Conveyance Tax Law

STATE OF HAWAII

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, except for a sale of a condominium or single family residence where the purchaser is eligible for the county homeowners' 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

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*Source: Kauai Board of Realtors. Information deemed reliable, but not guaranteed.





Buyer & Seller Portions

of Closing Costs

The standard purchase contract in Hawaii specifies closing costs split between Buyers & Sellers. The following is a list of customary closing costs and is NOT intended to be all-inclusive.

CLOSING COSTS	BUYER	SELLER
FIDELITY NATIONAL TITLE FEES:		
Standard Coverage for Title Insurance Premium*	40%	60%
Additional Premium for any Extended Coverage Policy (including ALTA Homeowners Policy and/or Lender's Policy)	X	
Lien Report* if applicable	X	
Financing Statement*, if applicable	X	
Escrow Fees*	X	X
THIRD PARTY FEES:		
Cost of Drafting Mortgage and Note or Agreement of Sale	X	
Cost of Drafting Conveyance Documents & Bills of Sale		X
Cost of Obtaining Buyer's Consents	X	
Cost of Obtaining Seller's Consents (e.g., Lessor's Consent)		X
Buyers Notary Fees, if applicable	X	
Seller's Notary Fees, if applicable		X
Recording Fees except Documents to Clear Seller's Title (e.g., Deed, Encroachment Agreements)	50%	50%
Recording Fees to Clear Seller's Title (e.g. Mortgage Release)		X
Required Staking or Survey		X
Homeowner's Condominium Documents, if applicable		X
Condominium and Association Ownership Transfer Fees	X	
FHA or VA Discount Points and any Mortgage Fees	X	
FHA or VA Mandatory Closing Fees		X
Conveyance Tax		X
FIRPTA (Federal Withholding, if applicable)		X
HARPTA (State Withholding, if applicable)		X

NOTE: *General excise tax (GET) will be charged on the fee

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.



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 FIRPTA.

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.

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*FNT Internal Update July, 2018

REAL PROPERTY TAX RATES

Honolulu County

Classification	Tax Rate (Per \$1,000)	Rate
Residential		\$3.50
Hotel and Resort		\$13.90
Commercial		\$12.40
Industrial		\$12.40
Agricultural		\$5.70
Preservation		\$5.70
Public Service		\$0.00
Vacant Agricultural		\$8.50
Residential A Tier 1: Up to \$1,000,000		\$4.00
Residential A Tier 2: More than \$1,000,000		\$11.40
Bed and Breakfast Home		\$6.50
Transient VR Tier 1: Up to \$800,000		\$9.00
Transient VR Tier 2: More than \$800,000		\$11.50

REAL PROPERTY TAX DUE DATES:

Aug 20, 2025 1st half of fiscal year tax payment due
Sep 30, 2025 Deadline for filing exemption claims & ownership documents
Feb 20, 2026 2nd half of fiscal year tax payment due

For More Information, Visit: <https://realproperty.honolulu.gov/>

Hawaii County

Classification	Tax Rate (Per \$1,000)	Rate
Affordable Rental Housing		\$5.95
Residential Tier 1: Up to \$2,000,000		\$11.10
Residential Tier 2: More than \$2,000,000		\$13.60
Apartment		\$11.70
Commercial		\$10.70
Industrial		\$10.70
Agricultural and Native Forest		\$9.35
Conservation		\$11.55
Hotel/Resort		\$11.55
Homeowner		\$5.95

REAL PROPERTY TAX DUE DATES:

Aug 20, 2025 1st half of fiscal year tax payment due
Dec 31, 2025 Deadline for filing exemption claims & ownership documents for August 20th real prop taxes the following year
Feb 20, 2026 2nd half of fiscal year tax payment due
June 30, 2026 Deadline for filing exemption claims & ownership documents for February 20th real prop taxes the following year

For More Information, Visit: https://www.hawaiipropertytax.com/tax_rates.html

FISCAL YEAR July 1, 2025 to June 30, 2026

Maui County

Classification	Tax Rate (Per \$1,000)	Rate
Owner-Occupied Tier 1: Up to \$1.3 Million		\$1.65
Owner-Occupied Tier 2: \$1,300,001 to \$4.5 Million		\$1.80
Owner-Occupied Tier 3: More Than \$4.5 Million		\$5.75
Non-Owner-Occupied Tier 1: Up to \$1 Million		\$5.87
Non-Owner-Occupied Tier 2: \$1,000,001 to \$3 Million		\$8.60
Non-Owner-Occupied Tier 3: More Than \$3 Million		\$17.00
Apartment		\$3.50
Hotel And Resort		\$11.80
Time Share		\$14.70
TVR-STRH Tier 1: Up to \$1,000,000		\$12.50
TVR-STRH Tier 2: \$1,000,001 to \$3,000,000		\$14.00
TVR-STRH Tier 3: More Than \$3,000,000		\$15.55
Long-Term Rental Tier 1: Up to \$1.3 Million		\$2.95
Long-Term Rental Tier 2: \$1,300,001 to \$3 Million		\$5.00
Long-Term Rental Tier 3: More Than \$3 Million		\$8.50
Agricultural		\$5.74
Conservation		\$6.43
Commercial		\$6.05
Industrial		\$7.05
Commercial Residential Tier 1: Up to \$1,000,000		\$2.00
Commercial Residential Tier 2: \$1,000,001 to \$3,000,000		\$3.00
Commercial Residential Tier 3: More Than \$3,000,000		\$10.00

REAL PROPERTY TAX DUE DATES:

Aug 20, 2025 1st half of fiscal year tax payment due
Dec 31, 2025 Deadline for filing exemption claims & ownership documents
Feb 20, 2026 2nd half of fiscal year tax payment due

For Info On Classifications Visit: www.mauicounty.gov/576/Real-Property-Tax-Fee-Collection

Kauai County

Classification	Tax Rate (Per \$1,000)	Rate
Owner Occupied		\$2.59
Non-Owner Occupied Residential Tier 1: Up to \$1.3 mil		\$5.45
Non-Owner Occupied Residential Tier 2: \$1,300,001 to \$2 mil		\$6.05
Non-Owner Occupied Residential Tier 3: More than \$2 mil		\$9.40
Vacation Rental Tier 1: Up to \$1,000,000		\$11.30
Vacation Rental Tier 2: \$1,000,001 to \$2,500,000		\$11.75
Vacation Rental Tier 3: \$ More than \$2,500,000		\$12.20
Hotel and Resort		\$11.75
Commercial		\$8.10
Industrial		\$8.10
Agricultural		\$6.75
Conservation		\$6.75
Owner-Occupied Mixed-Use		\$5.05

REAL PROPERTY TAX DUE DATES:

Aug 20, 2025 1st half of fiscal year tax payment due
Sep 30, 2025 Deadline for filing exemption claims & ownership documents
Feb 20, 2026 2nd half of fiscal year tax payment due

For more information visit: www.kauai.gov/Government/Departments-Agencies/Finance/Real-Property-Tax



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