

## AH Committee

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**From:** Heidi Bigelow <Heidi@westmauland.com>  
**Sent:** Wednesday, February 27, 2019 11:40 AM  
**To:** AH Committee  
**Subject:** Affordable Housing Committee  
**Attachments:** wml affordable housing committee presentation 20190227 w attachments v2.pdf

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# AH-17(4) Affordable Housing Committee: Developer Panel

February 27, 2019

West Maui Land Company, Inc.

Affordable Housing: Entitlements, Permitting, & Financial

## **Entitlements:**

Hawaii has four layers of entitlements (one State and three County layers):

- 1) State Land Use: Urban, Rural, Agriculture and Conservation. See attached maps with Land Use on each island.
- 2) County:
  - a. Zoning
  - b. Community Plan
  - c. General Plan & Policy/Island Plan

## Discussion:

For a subdivision or development, all four layers need to be in alignment. If layers are not aligned, a District Boundary Amendment (DBA), Change in Zoning, Community Plan Amendment, and Island Plan Amendment may be required.

### A) State Land Use District Boundary Amendment (DBA)

- a. Cost: \$300,000 to \$3,000,000.
- b. Time 3 to 5 years: 1 to 3 years for Environmental Assessment ('E.A') or Environment Impact Statement ('E.I.S.'), 2 years to process through the LUC or County Council (if under 15-acres).

### B) County Change in Zoning, Community Plan, Island Plan

- a. Cost: \$100,000 to \$300,000 (++) if Island Plan amendment)
- b. Time 2 to 5 years: Planning Dept. Consultation, 1 year, Planning Commission: 1.5 years; Council: 2 years

Once entitlements are completed at a cost \$400,000 to \$3,300,000 over 3 to 10 year period, next step is Permitting.

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## **Plans, Permitting, & Construction:**

After entitlements are secured, construction plans and final plat needs to be developed and processed. Essentially all county departments, several state agencies, and utility companies review and comment on construction plans and the subdivision plat. There are no ‘fast track’ approval processes for affordable housing projects – all projects are treated equally through the subdivision process. Overview of steps:

- 1) Create and submit Preliminary Subdivision Application and Plat.
- 2) Upon determination that the Application is complete, County has 45 days for approval and provide department, agency and utility comments. Preliminary approval letters generally have between 25 and 50 comments that need to be addressed into order to obtain Construction Plan and Final Subdivision Approval.
- 3) Complete and submit construction plans.
- 4) Address department, agency and utility comments and requirements. Obtain approvals from all.
- 5) Submit Final Plat, Tax Clearance and Title Report
- 6) Submit Agreement for Subdivision and Bond.
- 7) Track all items through various departments, agencies, and utility company.
- 8) Construction Plan approval, start construction.
- 9) Develop house plans, submit for plan registration.
- 10) Upon bonded final, pull building permits.
- 11) Start home construction.
- 12) Complete subdivision infrastructure improvements.
- 13) Obtain Certificates of Occupancy for completed homes.
- 14) After marketing, application review, lottery, and sales contract; close homes.

*Timeline 2 to 5 years: 6 months to 1 year for construction plans/subdivision plat development, 6 to 10 months house plan development, 2 years submittal/processing, 2 years for infrastructure and home construction. Cost \$200,000 to \$600,000 plan development and processing, Cost of site work and home construction varies too significantly to provide estimated cost..*

Disclaimer: This report is intended to provide a broad-brush overview of the development process for the Affordable Housing Committee. Information is general. Costs, timelines, approval process varies from project to project.

## **Financial:**

Costs to develop affordable homes are great, and financial risks are ever present.

### Up Front Costs:

Lenders are reluctant to finance projects before entitlements are obtained, and often will not consider financing until bonded final subdivision is obtained. This means the developer must fund the ‘upfront’ costs, including land acquisition, entitlement process, and plan development/processing. Developers must have deep pockets and be willing to tie up an indefinite amount of capital for an unknown amount of time. If a lawsuit is filed, the project cannot obtain financing. The risk/reward ratio needs to make sense. There are many other places to invest cash. Investment in affordable housing is a choice. Expenses continue with no income until the homes are built, and sold.

### Financial Risks:

Entitlements are subject to approval or disapproval by State Land Use Commission, Maui Planning Commission, and Council. If one agency approves, there’s no guarantee that another will approve the project. Conditions that make the project infeasible can be added during the entitlement process. Cost of land and entitlement application and processing are at risk.

If interest rates go up, sales prices go down. Using the May 1, 2018 Affordable Sales Price Guidelines, a difference of 1% in the interest rate changes the sales price by approximately \$50,000. See Table 1 below.

<b>Interest Rate</b>	<b>Sales Price 100% median income 3 bdrm home</b>
4%	\$448,700
5%	\$399,000
6%	\$357,300

Table 1 Interest Rate - Sales Price Fluctuation

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In addition to interest rate fluctuation, the years it takes for processing and approvals increase the risk of unanticipated cost increases. The cost of water meters can double, new (more costly) building codes and requirements for green building or energy efficiency can be adopted, fees that were at one time not applicable to affordable housing, now apply, or new fees can be added. For 201H projects, prevailing wages may be required even if project is not a 'public work' and does not use public funds.

Attachments:

- 1) Kahoma Residential: Case Study, Timeline
- 2) Comparison Table HRS 201H-38, MMC 2.96 & 'Regular' Entitlement Process, and Exhibit 'A' 201H Application Requirements.
- 3) Challenges, Solutions
- 4) Affordable Sales Price Guidelines, May 1, 2018 (pages 1 & 2 only)
- 5) State Land Use Map

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## Workforce Housing in Maui County: A Case Study

**Kahoma Residential Subdivision: 68 Single-Family Residential Units, a 100% Affordable/Workforce Housing Project, Development Partners: Habitat & Na Hale O Maui. 201-H, Infill**

- 2004 - 2005:** Select project site, feasibility studies, find partner developers and gov't 201-H sponsor, meet with County Council members, preliminary site planning.
- 2006-2008:** Studies for Draft EA, compile, publish, community meetings
- 2009:** Prepare Final EA, consultation & comments letters/rsp., community meetings
- 2010:** Development partner withdraws from project (economic downturn), seek new development partner; revise studies, plans, reports in Final EA
- 2011:** Publish final EA, County Council 201-H submittal, hearings and approval
- 2012 - 2013:** State Land Use boundary amendment, two Interveners; begin construction plans
- 2013:** Intervener appeals, 2<sup>nd</sup> circuit court; 2<sup>nd</sup> circuit court upholds boundary amendment; continue civil, utility, landscape plans; submit preliminary subdivision application
- 2014:** Intervener takes appeal to higher court (ICA-Intermediate Court of Appeals), filling of documents by all parties; preliminary subdivision approval received, construction plans submitted to county, other gov't agencies for review, utility company submittals; commence mass-grading on-site. Army Corps adopts a new circular for section 408 applications. Kahoma Residential is the first project to go through the process.
- 2015:** ICA judgement 12-30-15; Appeal process through March 31, 2016; complete mass grading, begin utility installation. Continue processing plans through county and Army Corps. Finalize house plans, register w/ County.
- 2016:** Intervener takes appeal to Hawaii Supreme court, All Appeal opportunities exhausted now; Continue/complete infrastructure and house plan registration. Begin buyer qualification & lottery; close on lots w/ development partners. Begin home construction. Water meter fees double, adding \$400,000 to the project cost.
- 2017-2018:** Home construction, sales.

ATTACHMENT 2

**Comparison Table HRS 201H-38, MMC 2.96 & ‘Regular’ Entitlement Process**

<b>Comparison</b>	<b>Workforce MMC 2.96</b>	<b>HRS 201H-38</b>
<b>Percentage of Project Required to be Workforce</b>	25%	51%
<b>HUD Median Income Ranges for the Workforce Units within the Project</b>	30% below moderate (80% to 100% HUD); 50% moderate (101% to 120% HUD); 20% above moderate (121% to 140%)	51% below 140% HUD
<b>Owner-Occupancy Requirement</b>	8 years (below moderate), 5 years (moderate), and 3 years (above moderate)	10 years
<b>Buyer Qualification</b>	Same	Same

<b>Comparison</b>	<b>Regular Entitlement Process</b>	<b>HRS 201H-38</b>
<b>Environmental Studies</b>	Required (EA, EIS)	Required
<b>Approvals Required By:</b>	State Land Use Commission (if over 15-acres), Planning Commission, County Council	Dept. of Housing; State Land Use Commission (if over 15-acres), County Council
<b>District Boundary Amendment</b>	Required	Required
<b>Change in Zoning</b>	Required	Exempt
<b>Community Plan Amendment</b>	Required	Exempt
<b>Island Plan Amendment</b>	Required	Exempt
<b>Park Requirements</b>	Required (unless 100% affordable)	May request exemption or variance.
<b>Roadway Standards (road width, curb, gutter, sidewalks)</b>	Required	May request variance, but must meet health and safety guidelines.
<b>Dept. of Education Fee Payment</b>	Required	Required
<b>Construction Plans</b>	Standard Processing	Standard Processing
<b>Subdivision Plat</b>	Standard Processing	Standard Processing

Primary Benefits to 201H ‘fast track’ process are: No Planning Commission review (straight to County Council), clearly defined (shortened) review by County Council, ability to request variances with an up or down vote, with or without modifications. See Exhibit 1 for 201H minimum application requirements.

Disclaimer: This table is intended to provide a broad-brush overview of the development process for the Affordable Housing Committee.

## EXHIBIT 'A'

West's Hawaii Administrative Code

Title 15. Department of Business, Economic Development, and Tourism

Subtitle 14. Hawaii Housing Finance and Development Corporation

Chapter 307. State Assisted Land and Housing Development Program

Subchapter 2. Development of Housing Projects

Haw. Admin. Rules (HAR) § 15-307-26

§ 15-307-26. Project proposal; minimum requirements.

### Currentness

(a) A project proposal, whether submitted by an applicant or eligible developer, or initiated by the corporation for development by the corporation, in order to be considered for approval by the board for processing under the provisions of chapter 201H, HRS, shall contain, as the corporation may determine to be applicable, the following minimum information:

(1) Name and address of the eligible developer;

(2) Evidence that the eligible developer has met the requirements of chapter 201H, HRS, applicable to eligible developers, and the requirements of section 15-307-24 of these rules;

(3) A master plan of the proposed project, which shall show all or as much of the following information as may be required by the corporation:

(A) Evidence of site control (such as a deed, agreement of sale, commitment letter, or development agreement), and names and addresses of all legal and equitable holders of an interest in the land and a complete description of each holder's interest in the land;

(B) An accurate description of the land, preferably the metes and bounds, boundary description of the property, file plan, or preliminary plat, its geographic and relative location within a larger tract of land, with descriptions of adjacent or surrounding subdivisions or other improvements on land;

(C) Approximate number of dwelling units, within the proposed project, including the approximate number of dwelling units for very low, low, low-moderate, and moderate-income households. Pursuant to section 15-307-52 of these rules, unless the project is otherwise subject to the requirements of a government assistance program approved by the corporation, more than 50 per cent of total dwelling units shall be for very low, low, low-moderate, and moderate-income households;

(D) The total area of the proposed project;



(E) Site plan showing the general development of the site, including the locations and descriptions of proposed and existing buildings, parking areas, and service areas; unusual site features; proposed and existing major streets in and adjacent to the proposed project; and proposed and existing major drainage facilities;

(F) Methods of sewage and solid waste disposal and sources of water and other utilities;

(G) Description of land contours;

(H) Location and description of existing historical or significant landmarks or their natural features within and adjacent to the proposed project;

(I) Description of existing improvements within and adjacent to the proposed project, as well as off-site and on-site infrastructure and improvements requirements;

(J) Proposed and existing uses of each phase of the proposed project, and existing uses of lots adjacent to the proposed project for parks and other public places or spaces within adjoining properties; and

(K) Shoreline setbacks as may be required by chapter 205A, HRS.

(4) Preliminary plans and specifications of typical housing units and other improvements in the project, including the number of proposed housing units, the number and types of structures, the number of stories, the number of units by size (number of bedrooms and bathrooms), any special features or amenities, natural resource conservation devices and energy efficient designs to be utilized, a description of the types of indigenous land plant species which shall be used for the landscaping of the housing project, if applicable, and the projected sales prices or rental rates for the units;

(5) Proposed financing of the project, including:

(A) The manner in which the project will be financed during the development and construction of the project and upon completion of the project;

(B) The sources of repayment of such financing;

(C) Estimated start-up expenses and the sources of funds to meet these expenses;

(D) The net equity, if any, which the developer intends to contribute to the proposed project; and

(E) Budgets and cashflow requirements;

- (6) Development timetable, market analysis, sales marketing program, and other activities relating to a successful development of the project to completion;
- (7) Description of the manner in which the proposed project addresses the housing needs of lower income families;
- (8) Description of the land for the proposed project as to present use, soil classification, agricultural importance as determined by the land evaluation and site assessment commission, flood, and drainage conditions;
- (9) An assessment of the effects of the development of the proposed project upon the environment, agriculture, recreational, cultural, historic, scenic, flora and fauna, or other resources of the area;
- (10) Availability of public services and facilities such as schools, sewers, parks, water, sanitation, drainage, roads, police and fire protection, the adequacy thereof, and whether public agencies providing the services or facilities would be unreasonably burdened by the development of the proposed project;
- (11) Specific requests to the corporation for participation by the corporation for financial or other assistance, description of the state subsidies required and applied for, and financial and other assistance provided for by other governmental agencies;
- (12) A summary of comments from the community or community groups;
- (13) If the proposal for the development will cause displacement, the proposal shall include a program of housing accommodation for displaced persons;
- (14) Applicable provisions of existing state and county general plans, development plans, community development plans, and other comparable plans developed or adopted by the state or county government in which the proposed project is situated, county zoning of the area and other applicable land use requirements, and if known, any substantial difference in the proposed project from the respective county general plan or development, or community development plan, or other county plans and zoning and other land use requirements, and the reasons for varying from the respective county requirements;
- (15) Specific requests for exemption from existing laws, charter provisions, ordinances and rules relating to the proposed project, including requests for exemption from subdivision standards and building codes, density, height, set back, parking, street width, open space, park dedication, and other specific land use requirements;
- (16) Any other information that the corporation finds necessary to make an environmental assessment and to determine whether or not the proposed project complies as closely as possible with existing laws, charter provisions, ordinances, and rules, and is suitable under and meets the intent and purposes of chapter 201H, HRS.

#### **Credits**

Adopted Dec. 4, 2010. Amended and Compiled April 28, 2017.

Authority: HRS §§ 201H-4, 201H-33. Imp: HRS §§ 103-24.6, 201H-33, Act 131, SLH 2016

Current through the September 2018 Hawaii Administrative Rules Listing of Filings.

Haw. Admin. Rules (HAR) § 15-307-26, HI ADC § 15-307-26

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## ATTACHMENT 3

### Workforce Housing: Challenges, Solutions

#### 1) Lack of Entitled Land

Five percent of the total land area in Maui Island is Urban, so there is very little undeveloped entitled land available. As discussed previously, the entitlement process is risky, expensive and lengthy.

##### Maui Island: State Land Use Designations

Designation	Acres	Percentage
Urban	22,870	4.9%
Rural	4,200	0.9%
Agriculture	235,280	50.4%
Conservation	204,149	43.8%
	466,499	100.0%

*Solution: Government initiated change in zoning. Reduce the four layers of entitlements to ONE comprehensive County zoning ordinance. Eliminate the State Land Use Commission or limit their oversight to Conservation lands.*

#### 2) Workforce Housing Ordinance (MCC 2.96)

Removal of Gap Group: County Workforce Housing (MCC 2.96) was amended to remove gap group (141% to 160% income group); no 'grandfather' clause when it was amended causing significant impact to *all* pending projects. Kahoma Residential (Case Study) would not be feasible without the gap group. The gap group is left hanging. Maybe today with low interest rates, the 'gap group' can purchase houses in some areas, but as the market continues to get tighter, the gap group is being priced out of the market, but cannot qualify for workforce homes.

*Solution: Reconsider this amendment.*

##### Multi-Family (Rental) Units:

- 1) 30 year deed-restriction period is a barrier to the private sector developer.
- 2) Rental rates do not appear to provide for on-going maintenance, repair and reserve fees for units, and potentially causing complex to deteriorate with health and safety risks.

*Solution: 1) Reconsider this deed restriction period. 2) Consider including language about reserve studies and provisions for on-going maintenance and repairs.*

ATTACHMENT 3  
Workforce Housing: Challenges, Solutions

3) Financial Risk, Unknowns/Uncertainty:

**A) Exposure to Challenges & Litigation**

- It just takes one intervenor on a project. Legal process is not efficient, especially in the higher courts. Circuit courts are more efficient and transparent with and have scheduled or known hearing dates. The Intermediate Court of Appeals ('ICA') has no published schedule, does not hear cases in order of filing, and takes between two to three years on average before making a recommendation on a case. See Case Study.
  - *Solution: Address the lag time and lack of transparency in the ICA. This is likely to take a legislative act to create deadlines and published schedules.*
- Interveners have no skin in the game but there are significant impacts to the developer. Our nation's legal system is designed, and appropriately so, to allow the 'little guy' to challenge the 'big guy'. However, this is sometimes taken advantage of to exact a payoff or to run up the costs/delay projects to render them infeasible.
  - *Possible Solution: Legislation should be amended for plaintiffs to have significant financial burden if their challenge is denied to avoid frivolous lawsuits (this goes beyond affordable housing).*

**B) Processing time for permits, construction plans, subdivision is the same for workforce housing projects and 'regular' projects.**

- *Solution: Create fast track process for projects with 51% or more workforce housing. This could be an individual 'expeditor' that walks the plans through the agencies. MECO, State and County agencies would need to participate for this to be effective.*

**C) Un-anticipated impacts of new laws, rules and decisions by State Legislators, County Council, Commissions, and other government entities.**

- *Solution: Include 'grandfather' clauses for workforce housing projects in process (to be defined) when establishing new rules or legislation.*

**D) Other Barriers/Costs.**

- Utilities: MECO is one of the longest lead items in a project, and fees are a complete unknown until construction is commencing. Costs (not including infrastructure installed by the developer) can range from \$5,000 to \$25,000 per lot.

## ATTACHMENT 3

### Workforce Housing: Challenges, Solutions

- *Solution: Work with MECO to establish a program to prioritize projects with 51% or more workforce housing.*
- **Park Requirements:** Projects are required to provide 500 SF/Unit of improved park or pay an in-lieu fee for the 500 SF/Unit (see table below for per unit in-lieu fees). The Director of Parks determines the fulfillment of the park requirement (land or fee). Currently, only 100% workforce housing projects are exempt for park requirements.

**Park In-Lieu Fees Per Unit/ Community Plan Area**

Community Plan Area	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2013-2014
<b>West Maui</b>	\$8,215	\$7,880	\$7,520	\$14,290	\$13,195	\$23,730
<b>Wailuku-Kahului</b>	\$5,760	\$5,500	\$5,200	\$6,250	\$5,560	\$9,695
<b>Molokai</b>	\$1,255	\$1,390	\$1,360	\$1,370	\$1,375	\$1,760
<b>Lanai</b>	\$7,630	\$7,255	\$7,230	\$7,065	\$6,240	\$3,820
<b>Paia-Haiku</b>	\$9,370	\$9,340	\$9,920	\$10,790	\$8,400	\$6,725
<b>Makawao-Pukalani-Kula</b>	\$4,375	\$4,215	\$4,015	\$3,710	\$3,540	\$4,980
<b>Kihei-Makena</b>	\$19,490	\$19,800	\$17,910	\$17,540	\$16,765	\$13,300
<b>Hana</b>	\$2,675	\$2,515	\$2,630	\$2,430	\$2,510	\$6,965

- *Solution: Exempt workforce units from park requirement or the in-lieu fee (only apply to market units).*
- **DOE fees:** Regardless of affordability, all projects in Central and W Maui are subject to a DOE fee (over \$5000/unit).
  - *Solution: Exempt all workforce units from DOE fee (only apply to market units).*
- **Maintenance Fees:** Roads can be dedicated to the County, but the County will not take over maintenance of other subdivision related improvement such as community parks, drainage basins, and sewer lift stations. This requires project to establish a Home Owners Association ('HOA') to manage these area, carry insurance and collect maintenance fees. Just the management alone is about \$30/unit/month to run meetings, manage the board, collect fees, etc. Adding in the cost of maintenance and reserve fees, at a minimum, ends up costing each owner \$100 to \$150 month or \$1,200 to \$1,800 per year.
  - *Solution: For projects with 51% or more workforce units, County take 100% of the maintenance costs, at the developer's request.*



Prepared by:  
**HOUSING DIVISION**  
**DEPARTMENT OF HOUSING AND HUMAN CONCERNS (DHHC)**  
**COUNTY OF MAUI**

Effective: **May 1, 2018**

2018  
 AFFORDABLE SALES PRICE GUIDELINES  
**MAUI (EXCEPT HANA)**  
**SINGLE FAMILY**

Prevailing Int. Rate	No. of Bedrooms	Percent of Median Income											
		Very Low	Low Income				Below Moderate		Moderate		Above Moderate		Gap Income
		50% & Below	(51% to 80%)				(81% to 100%)		(101% to 120%)		(121% to 140%)		(141% to 160%)
		50%	60%	70%	80%	90%	100%	110%	120%	130%	140%	150%	160%
		\$40,700	\$48,840	\$56,980	\$65,120	\$73,260	\$81,400	\$89,540	\$97,680	\$105,820	\$113,960	\$122,100	\$130,240
4.000%	1	\$157,010	\$188,440	\$219,870	\$251,300	\$282,660	\$314,090	\$345,520	\$376,880	\$408,310	\$439,740	\$471,100	\$502,530
	2	\$190,655	\$228,820	\$266,985	\$305,150	\$343,230	\$381,395	\$419,560	\$457,640	\$495,805	\$533,970	\$572,050	\$610,215
	3	\$224,300	\$269,200	\$314,100	\$359,000	\$403,800	\$448,700	\$493,600	\$538,400	\$583,300	\$628,200	\$673,000	\$717,900
	4	\$257,945	\$309,580	\$361,215	\$412,850	\$464,370	\$516,005	\$567,640	\$619,160	\$670,795	\$722,430	\$773,950	\$825,585
4.125%	1	\$154,700	\$185,640	\$216,580	\$247,520	\$278,460	\$309,400	\$340,340	\$371,280	\$402,220	\$433,160	\$464,100	\$495,040
	2	\$187,850	\$225,420	\$262,990	\$300,560	\$338,130	\$375,700	\$413,270	\$450,840	\$488,410	\$525,980	\$563,550	\$601,120
	3	\$221,000	\$265,200	\$309,400	\$353,600	\$397,800	\$442,000	\$486,200	\$530,400	\$574,600	\$618,800	\$663,000	\$707,200
	4	\$254,150	\$304,980	\$355,810	\$406,640	\$457,470	\$508,300	\$559,130	\$609,960	\$660,790	\$711,620	\$762,450	\$813,280
4.250%	1	\$152,390	\$182,910	\$213,360	\$243,880	\$274,330	\$304,780	\$335,300	\$365,750	\$396,270	\$426,720	\$457,240	\$487,690
	2	\$185,045	\$222,105	\$259,080	\$296,140	\$333,115	\$370,090	\$407,150	\$444,125	\$481,185	\$518,160	\$555,220	\$592,195
	3	\$217,700	\$261,300	\$304,800	\$348,400	\$391,900	\$435,400	\$479,000	\$522,500	\$566,100	\$609,600	\$653,200	\$696,700
	4	\$250,355	\$300,495	\$350,520	\$400,660	\$450,685	\$500,710	\$550,850	\$600,875	\$651,015	\$701,040	\$751,180	\$801,205
4.375%	1	\$150,150	\$180,180	\$210,210	\$240,240	\$270,270	\$300,300	\$330,330	\$360,360	\$390,390	\$420,420	\$450,520	\$480,550
	2	\$182,325	\$218,790	\$255,255	\$291,720	\$328,185	\$364,650	\$401,115	\$437,580	\$474,045	\$510,510	\$547,060	\$583,525
	3	\$214,500	\$257,400	\$300,300	\$343,200	\$386,100	\$429,000	\$471,900	\$514,800	\$557,700	\$600,600	\$643,600	\$686,500
	4	\$246,675	\$296,010	\$345,345	\$394,680	\$444,015	\$493,350	\$542,685	\$592,020	\$641,355	\$690,690	\$740,140	\$789,475
4.500%	1	\$147,980	\$177,590	\$207,130	\$236,740	\$266,350	\$295,960	\$325,500	\$355,110	\$384,720	\$414,330	\$443,940	\$473,480
	2	\$179,690	\$215,645	\$251,515	\$287,470	\$323,425	\$359,380	\$395,250	\$431,205	\$467,160	\$503,115	\$539,070	\$574,940
	3	\$211,400	\$253,700	\$295,900	\$338,200	\$380,500	\$422,800	\$465,000	\$507,300	\$549,600	\$591,900	\$634,200	\$676,400
	4	\$243,110	\$291,755	\$340,285	\$388,930	\$437,575	\$486,220	\$534,750	\$583,395	\$632,040	\$680,685	\$729,330	\$777,860
4.625%	1	\$145,810	\$175,000	\$204,120	\$233,310	\$262,500	\$291,620	\$320,810	\$350,000	\$379,120	\$408,310	\$437,500	\$466,620
	2	\$177,055	\$212,500	\$247,860	\$283,305	\$318,750	\$354,110	\$389,555	\$425,000	\$460,360	\$495,805	\$531,250	\$566,610
	3	\$208,300	\$250,000	\$291,600	\$333,300	\$375,000	\$416,600	\$458,300	\$500,000	\$541,600	\$583,300	\$625,000	\$666,600
	4	\$239,545	\$287,500	\$335,340	\$383,295	\$431,250	\$479,090	\$527,045	\$575,000	\$622,840	\$670,795	\$718,750	\$766,590
4.750%	1	\$143,710	\$172,480	\$201,180	\$229,950	\$258,720	\$287,420	\$316,190	\$344,960	\$373,660	\$402,430	\$431,200	\$459,900
	2	\$174,505	\$209,440	\$244,290	\$279,225	\$314,160	\$349,010	\$383,945	\$418,880	\$453,730	\$488,665	\$523,600	\$558,450
	3	\$205,300	\$246,400	\$287,400	\$328,500	\$369,600	\$410,600	\$451,700	\$492,800	\$533,800	\$574,900	\$616,000	\$657,000
	4	\$236,095	\$283,360	\$330,510	\$377,775	\$425,040	\$472,190	\$519,455	\$566,720	\$613,870	\$661,135	\$708,400	\$755,550
4.875%	1	\$141,680	\$170,030	\$198,310	\$226,660	\$255,010	\$283,360	\$311,710	\$339,990	\$368,340	\$396,690	\$425,040	\$453,320
	2	\$172,040	\$206,465	\$240,805	\$275,230	\$309,655	\$344,080	\$378,505	\$412,845	\$447,270	\$481,695	\$516,120	\$550,460
	3	\$202,400	\$242,900	\$283,300	\$323,800	\$364,300	\$404,800	\$445,300	\$485,700	\$526,200	\$566,700	\$607,200	\$647,600
	4	\$232,760	\$279,335	\$325,795	\$372,370	\$418,945	\$465,520	\$512,095	\$558,555	\$605,130	\$651,705	\$698,280	\$744,740
5.000%	1	\$139,650	\$167,580	\$195,510	\$223,440	\$251,370	\$279,300	\$307,230	\$335,160	\$363,090	\$391,020	\$419,020	\$446,950
	2	\$169,575	\$203,490	\$237,405	\$271,320	\$305,235	\$339,150	\$373,065	\$406,980	\$440,895	\$474,810	\$508,810	\$542,725
	3	\$199,500	\$239,400	\$279,300	\$319,200	\$359,100	\$399,000	\$438,900	\$478,800	\$518,700	\$558,600	\$598,600	\$638,500
	4	\$229,425	\$275,310	\$321,195	\$367,080	\$412,965	\$458,850	\$504,735	\$550,620	\$596,505	\$642,390	\$688,390	\$734,275
5.125%	1	\$137,690	\$165,270	\$192,780	\$220,290	\$247,870	\$275,380	\$302,960	\$330,470	\$357,980	\$385,560	\$413,070	\$440,650
	2	\$167,195	\$200,685	\$234,090	\$267,495	\$300,985	\$334,390	\$367,880	\$401,285	\$434,690	\$468,180	\$501,585	\$535,075
	3	\$196,700	\$236,100	\$275,400	\$314,700	\$354,100	\$393,400	\$432,800	\$472,100	\$511,400	\$550,800	\$590,100	\$629,500
	4	\$226,205	\$271,515	\$316,710	\$361,905	\$407,215	\$452,410	\$497,720	\$542,915	\$588,110	\$633,420	\$678,615	\$723,925
5.250%	1	\$135,800	\$162,960	\$190,050	\$217,210	\$244,370	\$271,530	\$298,690	\$325,850	\$353,010	\$380,170	\$407,330	\$434,490
	2	\$164,900	\$197,880	\$230,775	\$263,755	\$296,735	\$329,715	\$362,695	\$395,675	\$428,655	\$461,635	\$494,615	\$527,595
	3	\$194,000	\$232,800	\$271,500	\$310,300	\$349,100	\$387,900	\$426,700	\$465,500	\$504,300	\$543,100	\$581,900	\$620,700
	4	\$223,100	\$267,720	\$312,225	\$356,845	\$401,465	\$446,085	\$490,705	\$535,325	\$579,945	\$624,565	\$669,185	\$713,805



Prepared by:  
**HOUSING DIVISION**  
**DEPARTMENT OF HOUSING AND HUMAN CONCERNS (DHHC)**  
**COUNTY OF MAUI**

Effective: **May 1, 2018**

2018  
 AFFORDABLE SALES PRICE GUIDELINES  
**MAUI (EXCEPT HANA)**  
**SINGLE FAMILY**

Prevailing Int. Rate	No. of Bedroom	Percent of Median Income											
		Very Low	Low Income				Below Moderate		Moderate		Above Moderate		Gap Income
		50% & Below	(51% to 80%)				(81% to 100%)		(101% to 120%)		(121% to 140%)		(141% to 160%)
		50%	60%	70%	80%	90%	100%	110%	120%	130%	140%	150%	160%
		\$40,700	\$48,840	\$56,980	\$65,120	\$73,260	\$81,400	\$89,540	\$97,680	\$105,820	\$113,960	\$122,100	\$130,240
5.375%	1	\$133,910	\$160,650	\$187,460	\$214,200	\$241,010	\$267,750	\$294,560	\$321,300	\$348,110	\$374,920	\$401,660	\$428,470
	2	\$162,605	\$195,075	\$227,630	\$260,100	\$292,655	\$325,125	\$357,680	\$390,150	\$422,705	\$455,260	\$487,730	\$520,285
	3	\$191,300	\$229,500	\$267,800	\$306,000	\$344,300	\$382,500	\$420,800	\$459,000	\$497,300	\$535,600	\$573,800	\$612,100
	4	\$219,995	\$263,925	\$307,970	\$351,900	\$395,945	\$439,875	\$483,920	\$527,850	\$571,895	\$615,940	\$659,870	\$703,915
5.500%	1	\$132,020	\$158,480	\$184,870	\$211,260	\$237,650	\$264,110	\$290,500	\$316,890	\$343,350	\$369,740	\$396,130	\$422,520
	2	\$160,310	\$192,440	\$224,485	\$256,530	\$288,575	\$320,705	\$352,750	\$384,795	\$416,925	\$448,970	\$481,015	\$513,060
	3	\$188,600	\$226,400	\$264,100	\$301,800	\$339,500	\$377,300	\$415,000	\$452,700	\$490,500	\$528,200	\$565,900	\$603,600
	4	\$216,890	\$260,360	\$303,715	\$347,070	\$390,425	\$433,895	\$477,250	\$520,605	\$564,075	\$607,430	\$650,785	\$694,140
5.625%	1	\$130,270	\$156,310	\$182,350	\$208,390	\$234,430	\$260,470	\$286,510	\$312,550	\$338,590	\$364,700	\$390,740	\$416,780
	2	\$158,185	\$189,805	\$221,425	\$253,045	\$284,665	\$316,285	\$347,905	\$379,525	\$411,145	\$442,850	\$474,470	\$506,090
	3	\$186,100	\$223,300	\$260,500	\$297,700	\$334,900	\$372,100	\$409,300	\$446,500	\$483,700	\$521,000	\$558,200	\$595,400
	4	\$214,015	\$256,795	\$299,575	\$342,355	\$385,135	\$427,915	\$470,695	\$513,475	\$556,255	\$599,150	\$641,930	\$684,710
5.750%	1	\$128,450	\$154,140	\$179,830	\$205,590	\$231,280	\$256,970	\$282,660	\$308,350	\$334,040	\$359,730	\$385,420	\$411,110
	2	\$155,975	\$187,170	\$218,365	\$249,645	\$280,840	\$312,035	\$343,230	\$374,425	\$405,620	\$436,815	\$468,010	\$499,205
	3	\$183,500	\$220,200	\$256,900	\$293,700	\$330,400	\$367,100	\$403,800	\$440,500	\$477,200	\$513,900	\$550,600	\$587,300
	4	\$211,025	\$253,230	\$295,435	\$337,755	\$379,960	\$422,165	\$464,370	\$506,575	\$548,780	\$590,985	\$633,190	\$675,395
5.875%	1	\$126,770	\$152,110	\$177,450	\$202,790	\$228,130	\$253,470	\$278,810	\$304,150	\$329,560	\$354,900	\$380,240	\$405,580
	2	\$153,935	\$184,705	\$215,475	\$246,245	\$277,015	\$307,785	\$338,555	\$369,325	\$400,180	\$430,950	\$461,720	\$492,490
	3	\$181,100	\$217,300	\$253,500	\$289,700	\$325,900	\$362,100	\$398,300	\$434,500	\$470,800	\$507,000	\$543,200	\$579,400
	4	\$208,265	\$249,895	\$291,525	\$333,155	\$374,785	\$416,415	\$458,045	\$499,675	\$541,420	\$583,050	\$624,680	\$666,310
6.000%	1	\$125,020	\$150,080	\$175,070	\$200,060	\$225,120	\$250,110	\$275,100	\$300,090	\$325,150	\$350,140	\$375,130	\$400,190
	2	\$151,810	\$182,240	\$212,585	\$242,930	\$273,360	\$303,705	\$334,050	\$364,395	\$394,825	\$425,170	\$455,515	\$485,945
	3	\$178,600	\$214,400	\$250,100	\$285,800	\$321,600	\$357,300	\$393,000	\$428,700	\$464,500	\$500,200	\$535,900	\$571,700
	4	\$205,390	\$246,560	\$287,615	\$328,670	\$369,840	\$410,895	\$451,950	\$493,005	\$534,175	\$575,230	\$616,285	\$657,455
6.125%	1	\$123,410	\$148,050	\$172,760	\$197,400	\$222,110	\$246,750	\$271,460	\$296,170	\$320,810	\$345,520	\$370,160	\$394,870
	2	\$149,855	\$179,775	\$209,780	\$239,700	\$269,705	\$299,625	\$329,630	\$359,635	\$389,555	\$419,560	\$449,480	\$479,485
	3	\$176,300	\$211,500	\$246,800	\$282,000	\$317,300	\$352,500	\$387,800	\$423,100	\$458,300	\$493,600	\$528,800	\$564,100
	4	\$202,745	\$243,225	\$283,820	\$324,300	\$364,895	\$405,375	\$445,970	\$486,565	\$527,045	\$567,640	\$608,120	\$648,715
6.250%	1	\$121,800	\$146,090	\$170,450	\$194,810	\$219,170	\$243,530	\$267,890	\$292,250	\$316,610	\$340,970	\$365,330	\$389,620
	2	\$147,900	\$177,395	\$206,975	\$236,555	\$266,135	\$295,715	\$325,295	\$354,875	\$384,455	\$414,035	\$443,615	\$473,110
	3	\$174,000	\$208,700	\$243,500	\$278,300	\$313,100	\$347,900	\$382,700	\$417,500	\$452,300	\$487,100	\$521,900	\$556,600
	4	\$200,100	\$240,005	\$280,025	\$320,045	\$360,065	\$400,085	\$440,105	\$480,125	\$520,145	\$560,165	\$600,185	\$640,090
6.375%	1	\$120,190	\$144,200	\$168,280	\$192,290	\$216,300	\$240,380	\$264,390	\$288,400	\$312,480	\$336,490	\$360,500	\$384,580
	2	\$145,945	\$175,100	\$204,340	\$233,495	\$262,650	\$291,890	\$321,045	\$350,200	\$379,440	\$408,595	\$437,750	\$466,990
	3	\$171,700	\$206,000	\$240,400	\$274,700	\$309,000	\$343,400	\$377,700	\$412,000	\$446,400	\$480,700	\$515,000	\$549,400
	4	\$197,455	\$236,900	\$276,460	\$315,905	\$355,350	\$394,910	\$434,355	\$473,800	\$513,360	\$552,805	\$592,250	\$631,810
6.500%	1	\$118,650	\$142,310	\$166,040	\$189,770	\$213,500	\$237,230	\$260,960	\$284,690	\$308,420	\$332,150	\$355,880	\$379,540
	2	\$144,075	\$172,805	\$201,620	\$230,435	\$259,250	\$288,065	\$316,880	\$345,695	\$374,510	\$403,325	\$432,140	\$460,870
	3	\$169,500	\$203,300	\$237,200	\$271,100	\$305,000	\$338,900	\$372,800	\$406,700	\$440,600	\$474,500	\$508,400	\$542,200
	4	\$194,925	\$233,795	\$272,780	\$311,765	\$350,750	\$389,735	\$428,720	\$467,705	\$506,690	\$545,675	\$584,660	\$623,530
6.625%	1	\$117,110	\$140,490	\$163,940	\$187,320	\$210,770	\$234,150	\$257,600	\$280,980	\$304,430	\$327,880	\$351,260	\$374,710
	2	\$142,205	\$170,595	\$199,070	\$227,460	\$255,935	\$284,325	\$312,800	\$341,190	\$369,665	\$398,140	\$426,530	\$455,005
	3	\$167,300	\$200,700	\$234,200	\$267,600	\$301,100	\$334,500	\$368,000	\$401,400	\$434,900	\$468,400	\$501,800	\$535,300
	4	\$192,395	\$230,805	\$269,330	\$307,740	\$346,265	\$384,675	\$423,200	\$461,610	\$500,135	\$538,660	\$577,070	\$615,595



# ATTACHMENT 5

