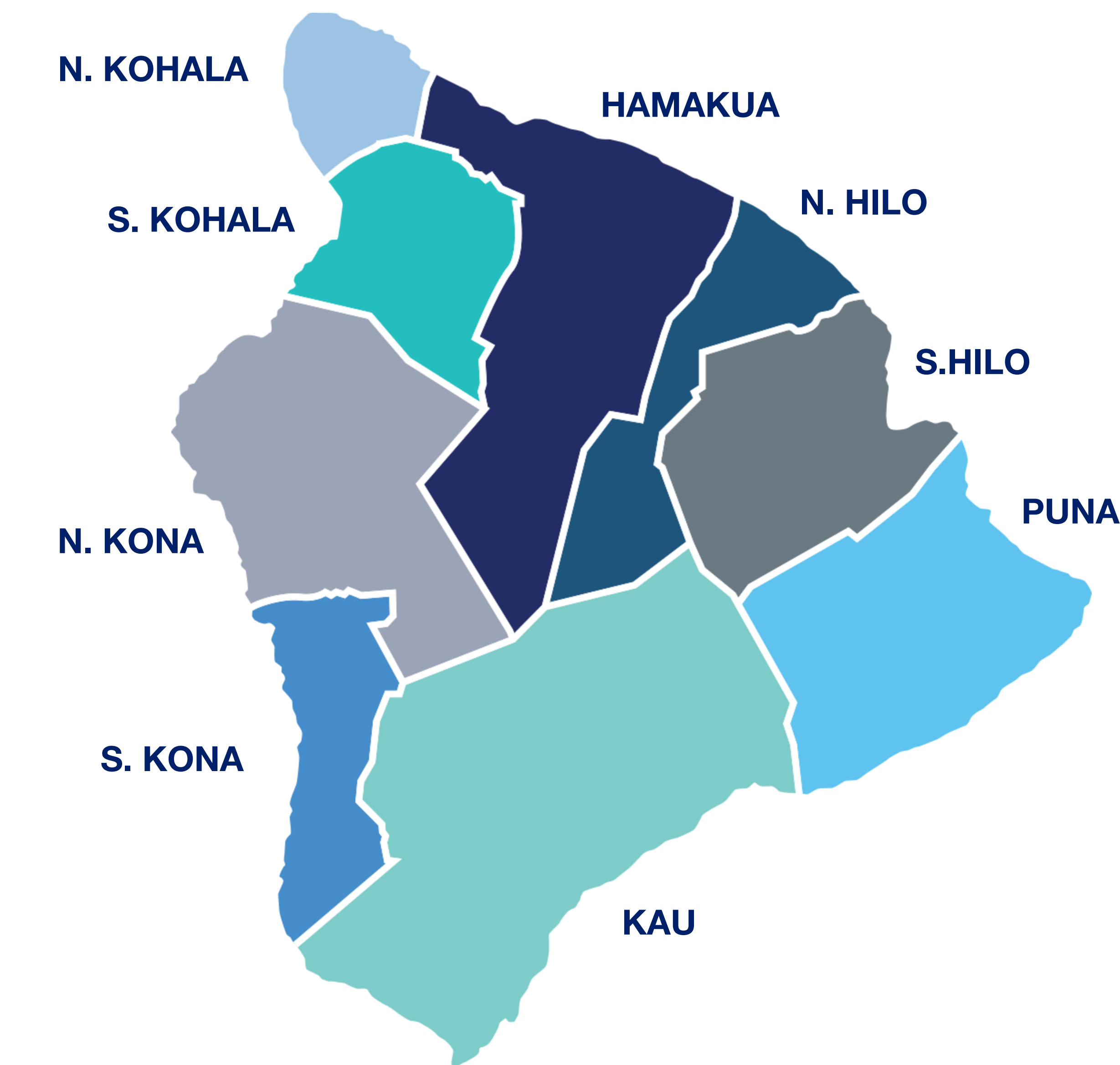




HAWAI'I ISLAND MARKET UPDATE

NOVEMBER 2025

The Hawai'i Island real estate market remained steady in November, with total residential sales reaching 184 transactions (up 7% year-over-year), while the island-wide median sales price settled at \$498,500, down 9% compared to last year. This divergence between improving sales activity and softening prices reflects a market where buyers are becoming more engaged, while maintaining strong price sensitivity. With mortgage rates still lower than mid-year highs following the Federal Reserve's September rate cuts, buyer interest appears cautiously improving, though price sensitivity and location continue to shape activity patterns as the winter season approaches.



N. Kohala			
Total Sales vs. November 2024	2 —	0 —	0 ▼ -100%
Median Price vs. November 2024	\$1.1M ▲ 51%	— —	— —

HAMAKUA			
Total Sales vs. November 2024	3 ▼ -25%	0 —	2 ▲ 100%
Median Price vs. November 2024	\$599K ▼ -7%	— —	\$250K ▼ -77%

S. KOHALA			
Total Sales vs. November 2024	12 ▼ -37%	11 ▼ -8%	3 ▼ -25%
Median Price vs. November 2024	\$990K ▼ -1%	\$952K ▼ -29%	385K ▼ -41%

N. HILO			
Total Sales vs. November 2024	1 —	0 —	1 ▼ -50%
Median Price vs. November 2024	\$850K —	— —	\$855K ▲ 5%

N. KONA			
Total Sales vs. November 2024	28 ▲ 33%	21 ▼ -25%	3 ▼ -63%
Median Price vs. November 2024	\$1.1M ▼ -15%	\$625K ▲ 10%	\$1.2M ▲ 71%

S. HILO			
Total Sales vs. November 2024	16 ▼ -43%	6 ▲ 50%	5 —
Median Price vs. November 2024	\$578K ▲ 4%	\$290K ▼ -31%	\$255K ▼ -33%

S. KONA			
Total Sales vs. November 2024	5 ▼ -17%	0 —	2 ▼ -71%
Median Price vs. November 2024	\$500K ▼ -43%	— —	\$1.2M ▲ 203%

PUNA			
Total Sales vs. November 2024	53 ▼ -23%	0 —	62 ▼ -21%
Median Price vs. November 2024	\$400K ▲ 6%	— —	\$38K ▲ 1%

KAU			
Total Sales vs. November 2024	10 ▲ 11%	0 ▼ -100%	11 ▼ -58%
Median Price vs. November 2024	\$298K ▲ 19%	— —	\$30K ▲ 40%

The information in this report is deemed reliable but not guaranteed.
Data provided by Hawaii Information System (HIS)
as of 12/01/2025 and is subject to change.



SINGLE FAMILY HOME TRANSACTIONS

NOVEMBER 2025

vs. percent change over last year



CONDOMINIUM TRANSACTIONS

NOVEMBER 2025

vs. percent change over last year

	TOTAL SALES				MEDIAN SOLD PRICE				MEDIAN DOM			
	2025	2024		YoY %	2025	2024		YoY %	2025	2024		YoY %
Captain Cook	5	1	▲	400%	\$500,000.00	\$310,000.00	▲	61%	89	0	–	–
Hakalau	1	1	–	–	\$817,000.00	\$1,682,500.00	▼	-51%	0	280	▼	-100%
Hawi	1	1	–	–	\$1,550,000.00	\$835,000.00	▲	86%	0	43	▼	-100%
Hilo	13	26	▼	-50%	\$566,500.00	\$555,500.00	▲	2%	41	47	▼	-12%
Honokaa	2	3	▼	-33%	\$730,750.00	\$640,000.00	▲	14%	35	120	▼	-71%
Honomu	0	0	–	–	–	–	–	–	–	–	–	–
Kailua-Kona	28	21	▲	33%	\$1,103,500.00	\$1,302,500.00	▼	-15%	50	52	▼	-4%
Kamuela	0	0	–	–	–	–	–	–	–	–	–	–
Kapaau	1	1	–	–	\$690,000.00	\$647,500.00	▲	7%	0	11	▼	-100%
Keaau	14	24	▼	-42%	\$454,475.00	\$530,000.00	▼	-14%	39	34	▲	13%
Kealahou	0	5	▼	-100%	–	\$915,000.00	–	–	–	39	–	–
Kurtistown	4	1	▲	300%	\$428,500.00	\$1,040,000.00	▼	-59%	23	92	▼	-75%
Laupahoehoe	0	0	–	–	–	–	–	–	–	–	–	–
Mountain View	4	11	▼	-64%	\$366,500.00	\$295,000.00	▲	24%	36	41	▼	-13%
Naalehu	4	5	▼	-20%	\$327,500.00	\$450,000.00	▼	-27%	11	90	▼	-88%
Ocean View	6	4	▲	50%	\$288,750.00	\$175,000.00	▲	65%	41	11	▲	290%
Pahala	0	0	–	–	–	–	–	–	–	–	–	–
Pahoa	23	22	▲	5%	\$381,000.00	\$336,000.00	▲	13%	35	29	▲	23%
Papaikou	2	0	–	–	\$527,500.00	–	–	–	41	–	–	–
Pepeekeo	0	1	▼	-100%	–	\$495,000.00	–	–	–	9	–	–
Volcano	8	11	▼	-27%	\$422,500.00	\$435,000.00	▼	-3%	43	38	▲	12%
Waikoloa	5	4	▲	25%	\$995,000.00	\$765,000.00	▲	30%	119	69	▲	72%
GRAND TOTAL	130	158	▼	-18%	\$537,500.00	\$550,000.00	▼	-2%	39	41	▼	-5%

	TOTAL SALES				MEDIAN SOLD PRICE				MEDIAN DOM			
	2025	2024		YoY %	2025	2024		YoY %	2025	2024		YoY %
Hilo	6	4	▲	50%	\$290,000.00	\$422,500.00	▼	-31%	23	20	▲	15%
Kailua-Kona	21	28	▼	-25%	\$624,825.00	\$570,000.00	▲	10%	94	46	▲	104%
Kamuela	0	0	–	–	–	–	–	–	–	–	–	–
Pahala	0	1	▼	-100%	–	\$280,000.00	–	–	–	250	–	–
Waikoloa	5	6	▼	-17%	\$520,000.00	\$753,750.00	▼	-31%	117	54	▲	119%
GRAND TOTAL	38	45	▼	-16%	\$604,913.00	\$650,000.00	▼	-7%	80	43	▲	86%