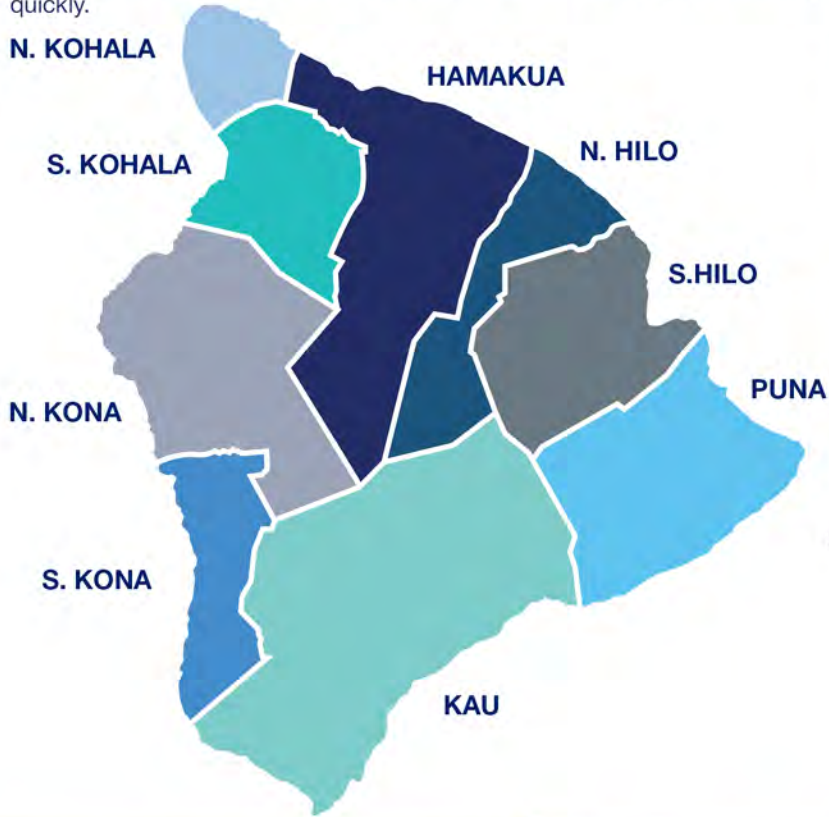




# HAWAI'I ISLAND MARKET UPDATE

## OCTOBER 2024

The Big Island real estate market appears to be in a 'wait-and-see' mode as it relates to the November election. October's sales activity showed slight signs of increase, while median prices softened alongside longer days on market. To succeed in this market, sellers must be mindful of their pricing strategy, while buyers can afford to be more aggressive, especially with properties that have been on the market longer. Cash buyers are still present, though they are few and far between. Finally, don't get caught sleeping on Big Island real estate—as snowbirds start their migration back and with the possibility of improved economic conditions, this stalemate could loosen up quickly.



N. KOHALA	🏠	🏢	🌴
Total Sales vs. October 2023	2 ▲100%	0 —	7 ▲600%
Median Price vs. October 2023	\$652K ▼-57%	—	\$1.9M ▲294%

HAMAKUA	🏠	🏢	🌴
Total Sales vs. October 2023	2 ▲100%	0 —	0 —
Median Price vs. October 2023	\$588K ▼-51%	—	—

S. KOHALA	🏠	🏢	🌴
Total Sales vs. October 2023	15 ▼-32%	12 ▲9%	5 ▲150%
Median Price vs. October 2023	\$879K ▼-9%	\$1.1M ▲23%	\$460K ▼-6%

N. HILO	🏠	🏢	🌴
Total Sales vs. October 2023	0 —	0 —	2 —
Median Price vs. October 2023	—	—	\$323K ▲21%

N. KONA	🏠	🏢	🌴
Total Sales vs. October 2023	32 ▲10%	23 ▼-8%	5 —
Median Price vs. October 2023	\$1.1M ▼-2%	\$619K ▲7%	\$550K ▲62%

S. HILO	🏠	🏢	🌴
Total Sales vs. October 2023	20 ▼-29%	6 ▼-25%	4 ▼-20%
Median Price vs. October 2023	\$538K ▼-5%	\$264K ▼-11%	\$364K ▲24%

S. KONA	🏠	🏢	🌴
Total Sales vs. October 2023	9 ▲13%	0 —	6 —
Median Price vs. October 2023	\$775K ▲27%	—	\$230K ▼-34%

PUNA	🏠	🏢	🌴
Total Sales vs. October 2023	73 ▲4%	0 —	99 ▼-8%
Median Price vs. October 2023	\$399K ▲13%	—	\$43K ▲8%

The information in this report is deemed reliable but not guaranteed.  
Data provided by Hawaii Information System (HIS)  
as of 11/01/2024 and is subject to change.

KAU	🏠	🏢	🌴
Total Sales vs. October 2023	13 ▲30%	0 ▼-100%	32 ▲113%
Median Price vs. October 2023	\$260K ▼-1%	—	\$30K ▲84%





# SINGLE FAMILY HOME TRANSACTIONS

OCTOBER 2024

vs. percent change over last year

	TOTAL SALES			MEDIAN SOLD PRICE			MEDIAN DOM		
	2024	2023	YoY %	2024	2023	YoY %	2024	2023	YoY %
Captain Cook	8	7	▲ 14%	722,500	575,000	▲ 26%	13	21	▼ -38%
Hakalau	-	1	▼ -100%	-	1,225,000	- -	-	357	- -
Hawi	-	1	▼ -100%	-	1,525,000	- -	-	31	- -
Hilo	18	21	▼ -14%	537,500	550,000	▼ -2%	29	18	▲ 61%
Honokaa	2	1	▲ 100%	587,500	1,188,500	▼ -51%	50	14	▲ 254%
Honolulu	-	4	▼ -100%	-	437,500	- -	-	-	- -
Kailua-Kona	32	29	▲ 10%	1,100,000	1,125,000	▼ -2%	15	7	▲ 107%
Kamuela	7	13	▼ -46%	848,250	1,020,000	▼ -17%	49	33	▲ 48%
Kapaau	2	-	- -	651,500	-	- -	7	-	- -
Keaau	24	17	▲ 41%	527,000	543,500	▼ -3%	29	72	▼ -60%
Kealahou	1	1	- -	835,000	900,000	▼ -7%	105	6	▲ 1650%
Kurtistown	1	3	▼ -67%	380,000	739,000	▼ -49%	12	18	▼ -33%
Mountain View	8	9	▼ -11%	350,625	249,000	▲ 41%	24	31	▼ -23%
Naalehu	4	3	▲ 33%	364,500	435,000	▼ -16%	9	27	▼ -69%
Ocean View	8	7	▲ 14%	240,000	248,000	▼ -3%	41	29	▲ 40%
Pahala	1	-	- -	240,000	-	- -	-	-	- -
Pahoa	27	30	▼ -10%	340,000	307,062	▲ 11%	71	31	▲ 129%
Papaikou	1	-	- -	435,000	-	- -	5	-	- -
Pepeekeo	1	2	▼ -50%	1,625,000	1,362,500	▲ 19%	15	49	▼ -69%
Volcano	13	11	▲ 18%	430,000	385,000	▲ 12%	61	10	▲ 510%
Waikoloa	8	9	▼ -11%	910,000	920,000	▼ -1%	14	29	▼ -52%
<b>GRAND TOTAL</b>	<b>166</b>	<b>169</b>	<b>▼ -2%</b>	<b>545,000</b>	<b>555,000</b>	<b>▼ -2%</b>	<b>29</b>	<b>22</b>	<b>▲ 32%</b>



# CONDOMINIUM TRANSACTIONS

OCTOBER 2024

vs. percent change over last year

	TOTAL SALES			MEDIAN SOLD PRICE			MEDIAN DOM		
	2024	2023	YoY %	2024	2023	YoY %	2024	2023	YoY %
Hilo	6	8	▼ -25%	264,000	295,000	▼ -11%	55	26	▲ 110%
Kailua-Kona	23	25	▼ -8%	619,000	579,000	▲ 7%	73	47	▲ 55%
Kamuela	5	5	- -	1,725,000	1,725,000	- -	57	13	▲ 338%
Pahala	0	2	▼ -100%	-	317,500	- -	-	4	- -
Waikoloa	7	6	▲ 17%	565,000	462,000	▲ 22%	46	7	▲ 557%
<b>GRAND TOTAL</b>	<b>41</b>	<b>46</b>	<b>▼ -11%</b>	<b>615,000</b>	<b>528,750</b>	<b>▲ 16%</b>	<b>57</b>	<b>35</b>	<b>▲ 65%</b>

