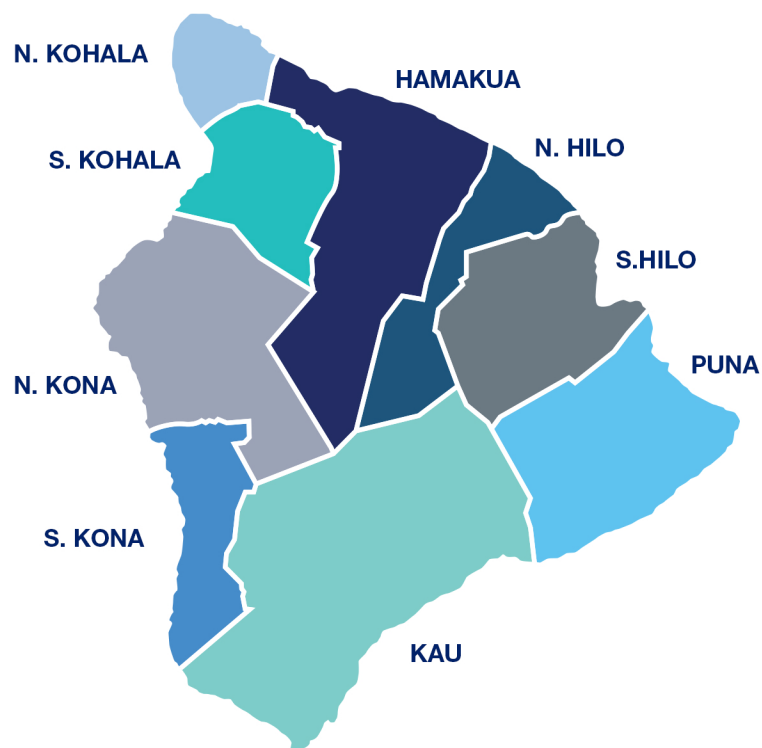




HAWAI'I ISLAND MARKET UPDATE

MARCH 2025

Property sales rose in March, showing strong momentum as we head into spring. Single-family homes reached new highs, with a blended median sales price of \$635,000. Regionally, West Hawaii led the way with a median of \$1,260,000, while East Hawaii came in at \$455,000. While the condo market has faced challenges in recent months, it's beginning to show signs of recovery, especially in complexes with limited inventory. In complexes where inventory remains high, patient sellers may benefit from waiting, as current conditions could lead to longer days on the market and lower sale prices.



N. KOHALA			
Total Sales vs. March 2024	15 ▲275%	0 —	0 —
Median Price vs. March 2024	\$760K ▼-6%	—	—

HAMAKUA			
Total Sales vs. March 2024	3 ▲200%	0 —	2 ▼-33%
Median Price vs. March 2024	\$694K ▲48%	—	\$333K ▼-56%

S. KOHALA			
Total Sales vs. March 2024	16 ▲23%	13 ▼-35%	3 ▼-50%
Median Price vs. March 2024	\$1.5M ▲59%	\$795K ▼-24%	\$700K ▲66%

N. HILO			
Total Sales vs. March 2024	2 ▲100%	0 —	1 —
Median Price vs. March 2024	\$1.9M ▲413%	—	\$630K ▲1025%

N. KONA			
Total Sales vs. March 2024	38 ▲9%	30 ▼-6%	3 ▼-57%
Median Price vs. March 2024	\$1.5M ▲3%	\$695K ▲14%	\$790K ▲53%

S. HILO			
Total Sales vs. March 2024	21 ▲5%	7 ▲40%	2 ▼-75%
Median Price vs. March 2024	\$569K ▼-6%	\$195K ▼-28%	\$389K ▲51%

S. KONA			
Total Sales vs. March 2024	3 ▼-57%	0 ▼-100%	11 ▲450%
Median Price vs. March 2024	\$899K ▲56%	—	\$365K ▲329%

PUNA			
Total Sales vs. March 2024	70 ▲25%	0 —	107 ▼-4%
Median Price vs. March 2024	\$405K ▲11%	—	\$40K —

The information in this report is deemed reliable but not guaranteed.
Data provided by Hawaii Information System (HIS)
as of 04/01/2025 and is subject to change.

KAU			
Total Sales vs. March 2024	11 ▼-31%	1 —	29 ▼-24%
Median Price vs. March 2024	\$391K ▲28%	\$235K —	\$22K ▼-10%



SINGLE FAMILY HOME TRANSACTIONS

MARCH 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	2	6	▼	-67%	\$1,099,500	\$570,000	▲	93%	223	25	▲	792%
Hakalau	0	1	▼	-100%	-	\$920,000	-	-	-	8	-	-
Hawi	2	2	-	0%	\$3,512,500	\$1,120,063	▲	214%	114	215	▼	-47%
Hilo	19	17	▲	12%	\$569,000	\$620,000	▼	-8%	14	33	▼	-58%
Honokaa	3	1	▲	200%	\$694,000	\$468,000	▲	48%	33	3	▲	1000%
Honomu	0	0	-	-	-	-	-	-	-	-	-	-
Kailua-Kona	38	35	▲	9%	\$1,537,500	\$1,500,000	▲	3%	9	17	▼	-47%
Kamuela	10	8	▲	25%	\$1,825,000	\$817,500	▲	123%	58	36	▲	63%
Kapaau	13	2	▲	550%	\$689,000	\$812,500	▼	-15%	50	188	▼	-73%
Keaau	22	15	▲	47%	\$550,000	\$515,000	▲	7%	60	23	▲	161%
Kealahou	1	1	-	0%	\$890,500	\$1,435,000	▼	-38%	13	8	▲	63%
Kurtistown	2	0	-	-	\$359,500	-	-	-	14	-	-	-
Laupahoehoe	0	0	-	-	-	-	-	-	-	-	-	-
Mountain View	10	7	▲	43%	\$400,000	\$230,000	▲	74%	53	28	▲	88%
Naalehu	4	5	▼	-20%	\$505,250	\$529,000	▼	-4%	9	69	▼	-87%
Ocean View	7	11	▼	-36%	\$337,000	\$289,000	▲	17%	116	43	▲	170%
Pahala	0	0	-	-	-	-	-	-	-	-	-	-
Pahoa	26	31	▼	-16%	\$347,000	\$330,000	▲	5%	42	50	▼	-16%
Papaikou	0	2	▼	-100%	-	\$390,000	-	-	-	362	-	-
Pepeekeo	2	0	-	-	\$861,500	-	-	-	70	-	-	-
Volcano	10	3	▲	233%	\$307,500	\$410,000	▼	-25%	45	79	▼	-43%
Waikoloa	6	5	▲	20%	\$925,000	\$1,240,000	▼	-25%	42	112	▼	-63%
GRAND TOTAL	179	153	▲	17%	\$635,000	\$595,000	▲	7%	35	32	▲	9%



CONDOMINIUM TRANSACTIONS

MARCH 2025

vs. percent change over last year

	TOTAL SALES				MEDIAN SOLD PRICE				MEDIAN DOM			
	2025	2024		YoY %	2025	2024		YoY %	2025	2024		YoY %
Hilo	7	5	▲	40%	\$ 195,000	\$ 269,000	▼	-28%	45	4	▲	1025%
Kailua-Kona	30	32	▼	-6%	\$ 695,000	\$ 612,000	▲	14%	72.5	24.5	▲	196%
Kamuela	5	8	▼	-38%	\$ 1,375,000	\$ 2,400,000	▼	-43%	56	10	▲	460%
Pahala	1	0	-	-	\$ 235,000	-	-	-	145	-	-	-
Waikoloa	8	12	▼	-33%	\$ 619,500	\$ 692,000	▼	-10%	51	5	▲	920%
GRAND TOTAL	51	58	▼	-12%	\$ 644,000	\$ 672,500	▼	-4%	68	11.5	▲	491%