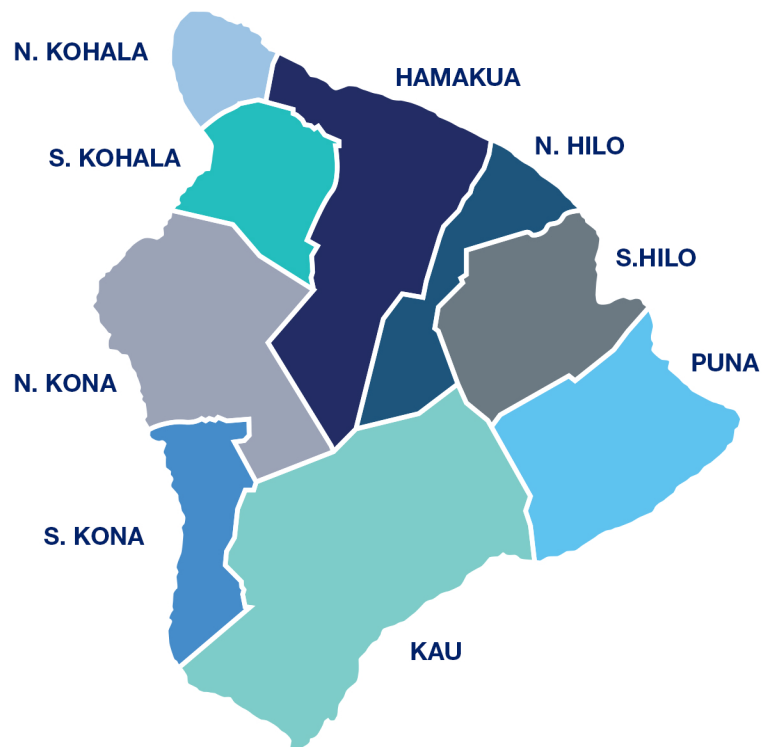




HAWAI'I ISLAND MARKET UPDATE

JANUARY 2025

The Big Island real estate market carries its momentum into the new year, with sales activity holding steady, median prices rising, and days on the market decreasing for both single-family homes and condos. For sellers, well-presented and correctly priced properties continue to sell quickly. Buyers, meanwhile, are benefiting from increased inventory and stronger negotiating power. A closer look at the condo market reveals a shift, with median prices rising in North Kona to \$690K, South Kohala to \$748K, and Hilo to \$213K—reversing a recent softening trend. While it's still too early to call a bottom for the condo market, signs suggest that condos may be heating up again.



N. KOHALA			
Total Sales vs. January 2024	7 —	0 —	0 ▼ -100%
Median Price vs. January 2024	\$1.1M ▲ 33%	— —	— —

HAMAKUA			
Total Sales vs. January 2024	0 ▼ -100%	0 —	3 ▲ 50%
Median Price vs. January 2024	— —	— —	\$450K ▼ -22%

S. KOHALA			
Total Sales vs. January 2024	20 ▲ 54%	12 ▲ 9%	1 ▼ -67%
Median Price vs. January 2024	\$1.4M ▲ 31%	\$1.1M ▲ 43%	\$5.1M ▲ 685%

N. HILO			
Total Sales vs. January 2024	1 ▼ -67%	0 —	0 ▼ -100%
Median Price vs. January 2024	\$595K ▼ -32%	— —	— —

N. KONA			
Total Sales vs. January 2024	39 ▲ 50%	24 ▲ 41%	7 ▲ 17%
Median Price vs. January 2024	\$1.3M ▼ -5%	\$665K ▲ 9%	\$540K ▼ -13%

S. HILO			
Total Sales vs. January 2024	17 ▲ 21%	2 ▼ -50%	4 ▼ -33%
Median Price vs. January 2024	\$600K ▲ 21%	\$208K ▲ 7%	\$543K ▲ 132%

S. KONA			
Total Sales vs. January 2024	8 ▲ 14%	0 —	7 ▲ 133%
Median Price vs. January 2024	\$800K ▲ 54%	— —	\$235K ▲ 135%

PUNA			
Total Sales vs. January 2024	68 ▼ -6%	0 —	83 ▼ -10%
Median Price vs. January 2024	\$385K ▲ 11%	— —	\$40K —

KAU			
Total Sales vs. January 2024	13 ▲ 63%	0 —	23 ▲ 15%
Median Price vs. January 2024	\$292K ▼ -9%	— —	\$16K ▼ -16%

The information in this report is deemed reliable but not guaranteed.
Data provided by Hawaii Information System (HIS)
as of 02/01/2025 and is subject to change.



SINGLE FAMILY HOME TRANSACTIONS

JANUARY 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	6	5	▲	20%	\$650,000	\$520,000	▲	25%	26	97	▼	-74%
Hakalau	2	0	-	-	\$1,180,000	-	-	-	26	-	-	-
Hawi	7	2	▲	250%	\$1,062,500	121750000%	▼	-13%	47	64	▼	-26%
Hilo	11	13	▼	-15%	\$600,000	\$495,000	▲	21%	64	32	▲	100%
Honokaa	0	4	▼	-100%	-	\$875,000	-	-	-	59	-	-
Honolulu	0	0	-	-	-	-	-	-	-	-	-	-
Kailua-Kona	39	26	▲	50%	\$1,265,000	\$1,337,500	▼	-5%	17	22	▼	-23%
Kamuela	11	9	▲	22%	\$1,450,000	\$1,095,000	▲	32%	49	53	▼	-8%
Kapaau	0	5	▼	-100%	-	\$750,000	-	-	-	27	-	-
Keaau	17	23	▼	-26%	\$500,000	\$485,000	▲	3%	20	22	▼	-9%
Kealahou	2	2	-	-	\$1,112,500	\$654,550	▲	70%	13	47	▼	-73%
Kurtistown	3	4	▼	-25%	\$290,000	\$341,250	▼	-15%	100	28	▲	264%
Laupahoehoe	1	2	▼	-50%	\$595,000	\$825,000	▼	-28%	35	32	▲	11%
Mountain View	6	10	▼	-40%	\$144,000	\$330,000	▼	-56%	68	78	▼	-13%
Naalehu	3	3	-	-	\$250,000	\$445,000	▼	-44%	41	11	▲	273%
Ocean View	10	5	▲	100%	\$299,500	\$298,500	-	-	56	32	▲	75%
Pahala	0	0	-	-	-	-	-	-	-	-	-	-
Pahoa	27	22	▲	23%	\$355,000	\$320,500	▲	11%	32	25	▲	31%
Papaikou	0	1	▼	-100%	-	\$635,000	-	-	-	3	-	-
Pepeekeo	4	0	-	-	\$877,500	-	-	-	89	-	-	-
Volcano	15	13	▲	15%	\$370,000	\$365,000	▲	1%	30	32	▼	-6%
Waikoloa	9	4	▲	125%	\$1,345,000	\$1,007,500	▲	33%	45	46	▼	-2%
GRAND TOTAL	173	154	▲	12%	\$600,000	\$499,000	▲	20%	32	30	▲	8%



CONDOMINIUM TRANSACTIONS

JANUARY 2025

vs. percent change over last year

	TOTAL SALES				MEDIAN SOLD PRICE				MEDIAN DOM			
	2025	2024	YoY %		2025	2024	YoY %		2025	2024	YoY %	
Hilo	2	4	▼	-50%	\$208,000	\$194,500	▲	7%	10	53	▼	-82%
Kailua-Kona	24	17	▲	41%	\$665,000	\$612,000	▲	9%	57	38	▲	50%
Kamuela	3	0	-	-	\$4,635,000	-	-	-	34	-	-	-
Waikoloa	9	11	▼	-18%	\$990,000	\$770,000	▲	29%	49	7	▲	600%
GRAND TOTAL	38	32	▲	19%	\$689,500	\$608,500	▲	13%	48	27	▲	79%

