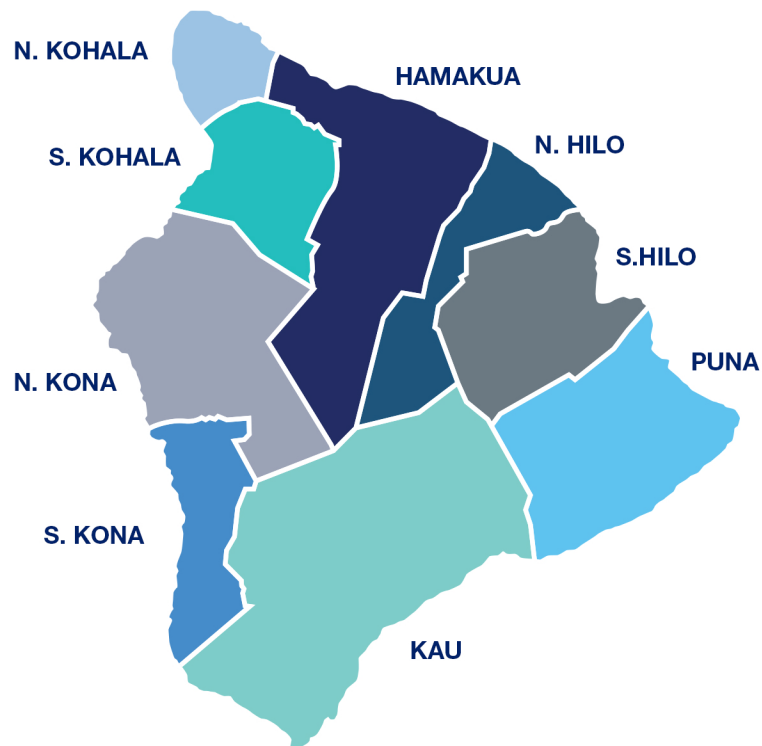




HAWAI'I ISLAND MARKET UPDATE

APRIL 2025

The recent sales bump heading into the spring selling season was short-lived, as both total sales and median prices retreated in April. Many potential buyers stepped to the sidelines amid uncertainty surrounding tariffs, the broader economy, and a softening housing market. The market is currently divided into three distinct segments: properties priced below \$1 million, those above \$1 million, and the condo sector—each showing different levels of activity and buyer demand. Similar conditions are expected to persist in the near term. However, with some increased economic clarity and relief in mortgage interest rates, the market could rebound quickly.



N. KOHALA			
Total Sales vs. April 2024	1 ▼-80%	0 —	2 ▼-33%
Median Price vs. April 2024	\$1.5M ▲67%	—	\$870K ▲105%

HAMAKUA			
Total Sales vs. April 2024	1 —	0 —	1 —
Median Price vs. April 2024	\$520K ▲16%	—	\$400K —

S. KOHALA			
Total Sales vs. April 2024	20 ▼-17%	20 ▼-20%	6 ▼-40%
Median Price vs. April 2024	\$1.2M ▲9%	\$1.2M ▼-1%	\$468K ▲6%

N. HILO			
Total Sales vs. April 2024	1 ▼-75%	0 —	2 ▲100%
Median Price vs. April 2024	\$625K ▼-25%	—	\$390K ▼-12%

N. KONA			
Total Sales vs. April 2024	26 ▼-16%	21 ▼-55%	4 ▼-73%
Median Price vs. April 2024	\$1.3M ▲9%	\$520K ▼-33%	\$725K ▼-74%

S. HILO			
Total Sales vs. April 2024	21 —	6 ▲20%	3 ▼-50%
Median Price vs. April 2024	\$620K ▲14%	\$244K ▲18%	\$265K ▼-2%

S. KONA			
Total Sales vs. April 2024	7 ▲40%	0 —	13 ▲225%
Median Price vs. April 2024	\$725K ▲4%	—	\$250K ▲223%

PUNA			
Total Sales vs. April 2024	60 ▼-24%	0 —	94 ▼-15%
Median Price vs. April 2024	\$405K ▲3%	—	\$50K ▲21%

The information in this report is deemed reliable but not guaranteed.
Data provided by Hawaii Information System (HIS)
as of 05/01/2025 and is subject to change.

KAU			
Total Sales vs. April 2024	12 —	0 ▼-100%	33 ▲32%
Median Price vs. April 2024	\$345K ▲1%	—	\$23K ▼-8%



SINGLE FAMILY HOME TRANSACTIONS

APRIL 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	7	4	▲	75%	\$725,000	\$862,500	▼	-16%	45	33	▲	38%
Hakalau	0	3	▼	-100%	-	\$985,000	-	-	-	206	-	-
Hawi	1	1	-	-	\$1,500,000	\$4,040,000	▼	-63%	67	28	▲	139%
Hilo	18	16	▲	13%	\$627,500	\$538,500	▲	17%	12	11	▲	9%
Honokaa	0	1	▼	-100%	-	\$447,000	-	-	-	24	-	-
Honolulu	0	1	▼	-100%	-	\$277,000	-	-	-	-	-	-
Kailua-Kona	26	31	▼	-16%	\$1,312,500	\$1,200,000	▲	9%	28	28	▼	-2%
Kamuela	14	14	-	-	\$1,351,150	\$1,600,000	▼	-16%	44	21	▲	115%
Kapaau	0	4	▼	-100%	-	\$789,000	-	-	-	58	-	-
Keaau	16	24	▼	-33%	\$539,500	\$502,000	▲	7%	38	16	▲	145%
Kealahou	0	1	▼	-100%	-	\$700,000	-	-	-	27	-	-
Kurtistown	3	1	▲	200%	\$635,000	\$135,000	▲	370%	12	25	▼	-52%
Laupahoehoe	1	2	▼	-50%	\$625,000	\$837,500	▼	-25%	123	36	▲	242%
Mountain View	8	19	▼	-58%	\$337,500	\$308,500	▲	9%	26	30	▼	-13%
Naalehu	4	6	▼	-33%	\$475,000	\$580,000	▼	-18%	6	6	-	-
Ocean View	7	6	▲	17%	\$325,000	\$213,000	▲	53%	58	83	▼	-30%
Pahala	1	0	-	-	\$97,000	-	-	-	6	-	-	-
Pahoa	21	25	▼	-16%	\$374,000	\$380,000	▼	-2%	32	78	▼	-59%
Papaikou	1	0	-	-	\$425,000	-	-	-	5	-	-	-
Peepeekeo	2	1	▲	100%	\$1,087,500	\$542,000	▲	101%	40	84	▼	-53%
Volcano	12	10	▲	20%	\$400,000	\$403,500	▼	-1%	51	39	▲	29%
Waikoloa	6	10	▼	-40%	\$947,495	\$1,017,500	▼	-7%	52	87	▼	-41%
GRAND TOTAL	149	182	▼	-18%	\$610,000	\$533,000	▲	14%	28	26	▲	8%



CONDOMINIUM TRANSACTIONS

APRIL 2025

vs. percent change over last year

	TOTAL SALES				MEDIAN SOLD PRICE				MEDIAN DOM			
	2025	2024	YoY %		2025	2024	YoY %		2025	2024	YoY %	
Hilo	6	5	▲	20%	\$ 243,500	\$ 207,000	▲	18%	81	10	▲	710%
Kailua-Kona	21	47	▼	-55%	\$ 520,000	\$ 775,000	▼	-33%	42	13	▲	223%
Kamuela	8	10	▼	-20%	\$ 2,225,000	\$ 2,137,500	▲	4%	38	56	▼	-32%
Pahala	0	0	-	-	-	-	-	-	-	-	-	-
Waikoloa	12	15	▼	-20%	\$ 650,000	\$ 957,000	▼	-32%	24	24	-	-
GRAND TOTAL	47	78	▼	-40%	\$ 580,000	\$ 787,500	▼	-26%	42	18	▲	140%

