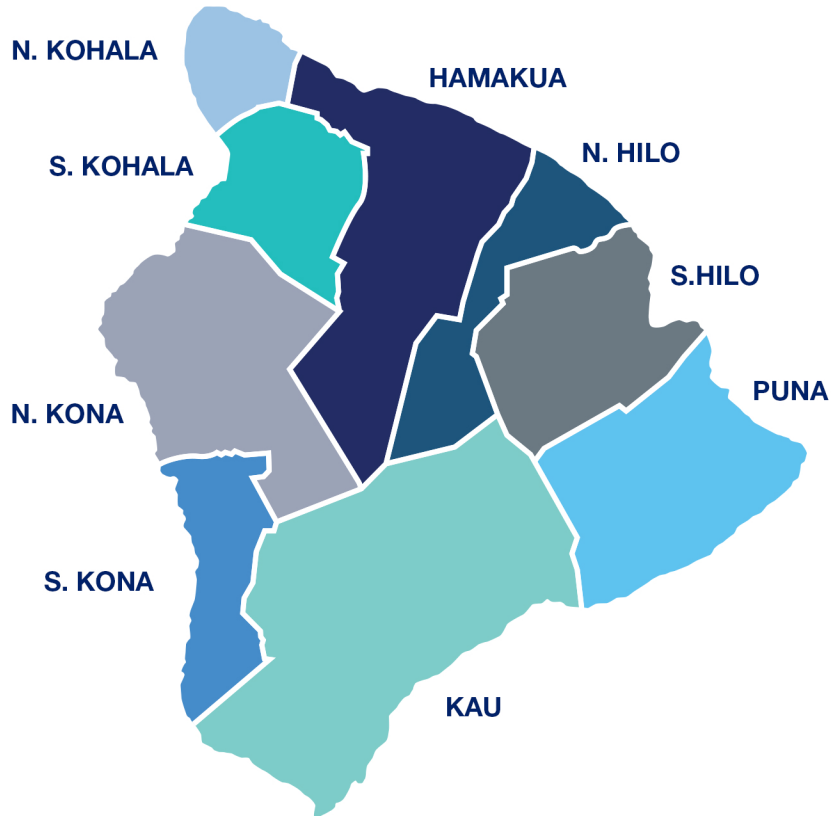




HAWAI'I ISLAND MARKET UPDATE

FEBRUARY 2024

Overall, real estate sales activity on the Big Island continues to increase, with total sales for single-family homes and condos rising for the third consecutive month. This surge has been accompanied by rising median sales prices and shorter days on the market. Median sales prices for single-family homes in various areas include: Kona at \$1.2M, Kohala at \$1.1M, Hilo at \$580K, and Puna at \$349K. With mortgage interest rates holding steady, buyers are increasingly embracing higher price points and exercising their negotiation strengths, as evidenced by 58% of properties selling below list price.



N. KOHALA			
Total Sales vs. February 2023	7 ▲ 17%	0 —	1 —
Median Price vs. February 2023	\$1.3M ▼ -43%	—	\$640K ▼ -74%

HAMAKUA			
Total Sales vs. February 2023	3 ▲ 50%	0 —	2 ▲ 100%
Median Price vs. February 2023	\$475K ▼ -55%	—	\$320K ▼ -27%

S. KOHALA			
Total Sales vs. February 2023	11 ▲ 83%	18 ▲ 38%	4 —
Median Price vs. February 2023	\$895K ▲ 21%	\$1.2M ▲ 34%	\$1.1M —

N. HILO			
Total Sales vs. February 2023	2 ▲ 100%	0 —	0 ▼ -100%
Median Price vs. February 2023	\$865K ▲ 268%	—	—

N. KONA			
Total Sales vs. February 2023	38 ▲ 58%	18 ▼ -31%	4 ▼ -56%
Median Price vs. February 2023	\$1.4M ▲ 46%	\$593K ▲ 2%	\$769K ▲ 67%

S. HILO			
Total Sales vs. February 2023	20 ▲ 33%	5 ▼ -44%	1 ▼ -80%
Median Price vs. February 2023	\$544K ▲ 16%	\$195K ▼ -38%	\$275K ▼ -8%

S. KONA			
Total Sales vs. February 2023	3 ▼ -67%	1 —	8 ▲ 60%
Median Price vs. February 2023	\$684K ▼ -2%	\$425K —	\$425K ▲ 94%

PUNA			
Total Sales vs. February 2023	68 ▲ 28%	—	102 ▲ 42%
Median Price vs. February 2023	\$350K ▲ 6%	—	\$43K ▲ 21%

KAU			
Total Sales vs. February 2023	16 ▲ 45%	0 —	49 ▲ 145%
Median Price vs. February 2023	\$261K ▼ -25%	—	\$30K ▲ 50%

The information in this report is deemed reliable but not guaranteed.
Data provided by Hawaii Information System (HIS) as of 3/1/2024 and is subject to change.



SINGLE FAMILY HOME TRANSACTIONS

FEBRUARY 2024

vs. percent change over last year



CONDOMINIUM TRANSACTIONS

FEBRUARY 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	2	8	▼	-75%	\$504,250	\$690,000	▼	-27%	52	29	▲	81%
Hakalau	0	0	-	-	-	-	-	-	-	-	-	-
Hawi	3	2	▲	50%	\$1,595,000	\$2,650,000	▼	-40%	100	35	▲	186%
Hilo	13	14	▼	-7%	\$506,000	\$482,500	▲	5%	20	20	▲	3%
Honokaa	2	2	-	0%	\$425,000	\$1,060,500	▼	-60%	131	130	-	0%
Honomu	3	0	-	-	\$850,000	-	-	-	6	-	-	-
Kailua-Kona	38	24	▲	58%	\$1,382,500	\$945,000	▲	46%	15	20	▼	-23%
Kamuela	6	7	▼	-14%	\$2,243,750	\$2,100,000	▲	7%	40	23	▲	74%
Kapaau	4	1	▲	300%	\$725,000	\$542,000	▲	34%	28	20	▲	40%
Keaau	18	11	▲	64%	\$459,000	\$400,000	▲	15%	11	74	▼	-86%
Kealahou	1	1	-	0%	\$805,000	\$729,000	▲	10%	113	21	▲	438%
Kurtistown	4	5	▼	-20%	\$347,000	\$260,000	▲	33%	16	100	▼	-84%
Laupahoehoe	1	0	-	-	\$230,000	-	-	-	506	-	-	-
Mountain View	11	5	▲	120%	\$250,000	\$360,000	▼	-31%	21	81	▼	-74%
Naalehu	6	5	▲	20%	\$701,000	\$450,000	▲	56%	65	185	▼	-65%
Ninole	1	0	-	-	\$1,500,000	-	-	-	51	-	-	-
Ocean View	9	5	▲	80%	\$235,000	\$290,000	▼	-19%	149	12	▲	1142%
Ookala	0	1	▼	-100%	-	\$235,000	-	-	-	5	-	-
Paauilo	1	0	-	-	\$1,177,119	-	-	-	0	-	-	-
Pahala	1	0	-	-	\$250,000	-	-	-	63	-	-	-
Pahoa	27	25	▲	8%	\$322,000	\$315,000	▲	2%	40	47	▼	-15%
Papaaloa	0	0	-	-	-	-	-	-	-	-	-	-
Papaikou	4	0	-	-	\$614,000	-	-	-	36	-	-	-
Pepeekeo	0	1	▼	-100%	-	\$375,000	-	-	-	27	-	-
Volcano	8	8	-	0%	\$341,296	\$311,943	▲	9%	33	57	▼	-42%
Waikoloa	5	2	▲	150%	\$889,000	\$742,500	▲	20%	16	41	▼	-61%
GRAND TOTAL	168	127	▲	32%	\$500,500	\$459,500	▲	9%	27	41	▼	-34%

	TOTAL SALES				MEDIAN SOLD PRICE				MEDIAN DOM			
	2024	2023	YoY %		2024	2023	YoY %		2024	2023	YoY %	
Captain Cook	1	0	-	-	\$425,300	-	-	-	5	-	-	-
Hilo	5	9	▼	-44%	\$195,000	\$315,000	▼	-38%	50	16	▲	213%
Kailua-Kona	18	26	▼	-31%	\$592,500	\$580,000	▲	2%	10	10	▲	5%
Kamuela	8	7	▲	14%	\$1,792,500	\$1,252,500	▲	43%	3	5	▼	-40%
Naalehu	0	0	-	-	-	-	-	-	-	-	-	-
Waikoloa	10	6	▲	67%	\$800,000	\$650,000	▲	23%	27	51	▼	-47%
GRAND TOTAL	42	48	▼	-13%	\$667,500	\$554,000	▲	20%	12	14	▼	-11%