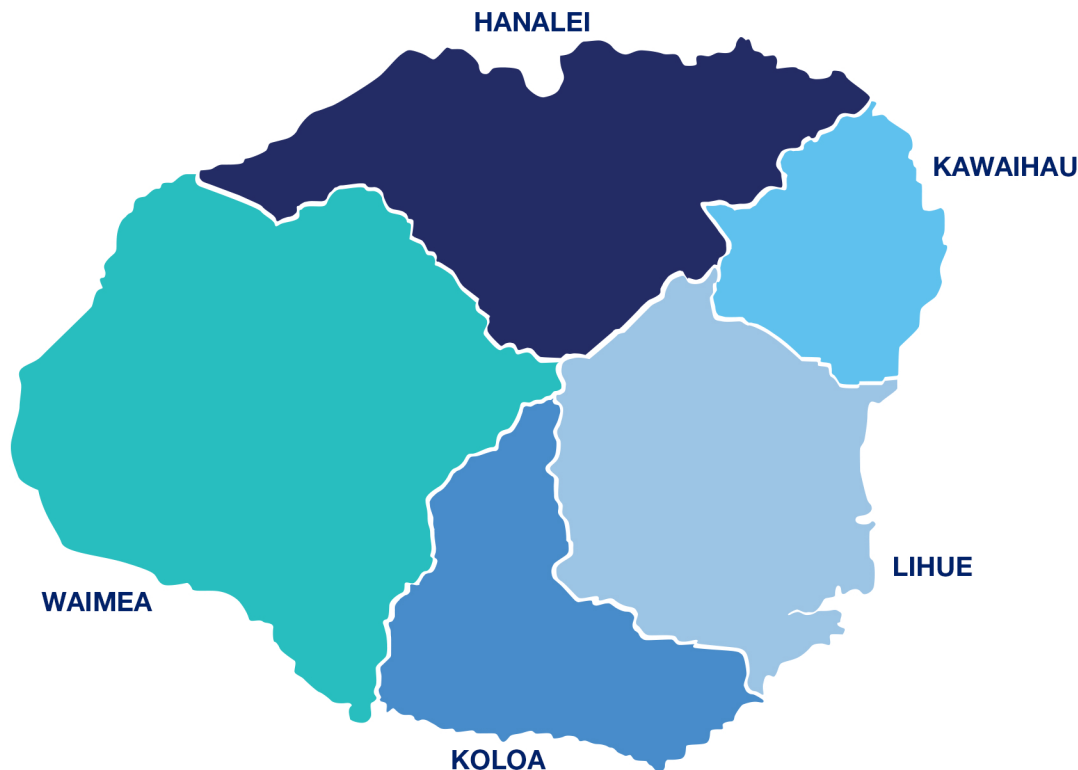




# KAUAI MARKET UPDATE

## AUGUST 2025

Just like in years past, August proved to be a slower month for total real estate sales, yet days on market accelerated for both single-family homes (31 days) and condos (44 days). With the pace of sales picking up, buyers are acting decisively, especially in the areas Hanalei, Koloa and Lihue. As we head into the final stretch of the year, sellers should focus on presenting their homes at their best and pricing strategically to attract serious interest, while buyers should be prepared to move quickly on well-positioned properties to avoid missing opportunities.



HANALEI			
Total Sales	3	6	1
vs. August 2024	▼ -63%	▲ 200%	—
Median Price	\$4.6M	\$943K	\$7.1M
vs. August 2024	▲ 108%	▲ 5%	—

KAWAIHAU			
Total Sales	6	4	0
vs. August 2024	▼ -57%	▼ -43%	▼ -100%
Median Price	\$900K	\$823K	—
vs. August 2024	▼ -13%	▲ 39%	—

LIHUE			
Total Sales	5	6	0
vs. August 2024	▲ 400%	—	—
Median Price	\$1.1M	\$490K	—
vs. August 2024	▲ 37%	▼ -22%	—

KOLOA			
Total Sales	12	7	2
vs. August 2024	▼ -25%	▲ 17%	▼ -33%
Median Price	\$1.2M	\$675K	\$950K
vs. August 2024	▼ -15%	▼ -10%	▲ 19%

WAIMEA			
Total Sales	2	0	1
vs. August 2024	—	—	—
Median Price	\$985K	—	\$525K
vs. August 2024	▲ 3%	—	▲ 40%

The information in this report is deemed reliable but not guaranteed.  
Data provided by Hawaii Information System (HIS)  
as of 09/01/2025 and is subject to change.



# SINGLE FAMILY HOME TRANSACTIONS

## AUGUST 2025

vs. percent change over last year

TOTAL SALES				MEDIAN SOLD PRICE				MEDIAN DOM			
	2025	2024	YoY %		2025	2024	YoY %		2025	2024	YoY %
Anahola	-	-	-	-	-	-	-	-	-	-	-
Eleele	3	-	-	-	\$814,000	-	-	-	3	-	-
Hanalei	1	2	-	-50%	\$1,170,000	\$3,412,500	▲ 709%		40	252	▼ -84%
Hanapepe	1	-	▼	-	\$1,170,000	-	-	-	83	-	-
Kalaheo	3	7	▼	-57%	\$1,237,500	\$1,099,000	▲ 13%		10	12	▼ -17%
Kapaa	6	14	▼	-57%	\$900,000	\$1,031,313	▼ -13%		50	28	▲ 77%
Kekaha	-	-	▼	-	-	-	▲	-	-	-	-
Kilauea	2	2	-	-	\$4,297,500	\$5,050,000	▼ -15%		18	0	-
Koloa	6	9	▼	-33%	\$3,027,500	\$2,795,000	▲ 8%		22	20	▲ 10%
Lawai	-	-	-	-	-	-	-	-	-	-	-
Lihue	5	1	▲	400%	\$1,085,000	\$790,000	▲ 37%		35	24	▲ 46%
Princeville	-	4	▼	-100%	-	\$1,754,000	-	-	-	35	-
Waimea	1	2	▼	-50%	\$800,000	\$957,500	▼ -16%		10	169	▼ -94%
GRAND TOTAL	28	41	▼	-32%	\$1,185,000	\$1,330,000	▼ -11%		32	24	▲ 31%



# CONDOMINIUM TRANSACTIONS

## AUGUST 2025

vs. percent change over last year

TOTAL SALES				MEDIAN SOLD PRICE				MEDIAN DOM			
	2025	2024	YoY %		2025	2024	YoY %		2025	2024	YoY %
Kapaa	4	7	▼	-43%	\$822,500	\$590,000	▲ 39%		17	50	▼ -9%
Koloa	7	6	▼	17%	\$675,000	\$749,500	▼ -10%		9	6	▲ 676%
Lihue	6	6	-	-	\$490,000	\$632,000	▼ -22%		33	28	▲ 26%
Princeville	6	1	▲	500%	\$942,500	\$1,130,000	▼ -17%		107	15	▼ -50%
GRAND TOTAL	23	21	▲	10%	\$685,000	\$660,000	▲ 4%		44	13	▲ 238%