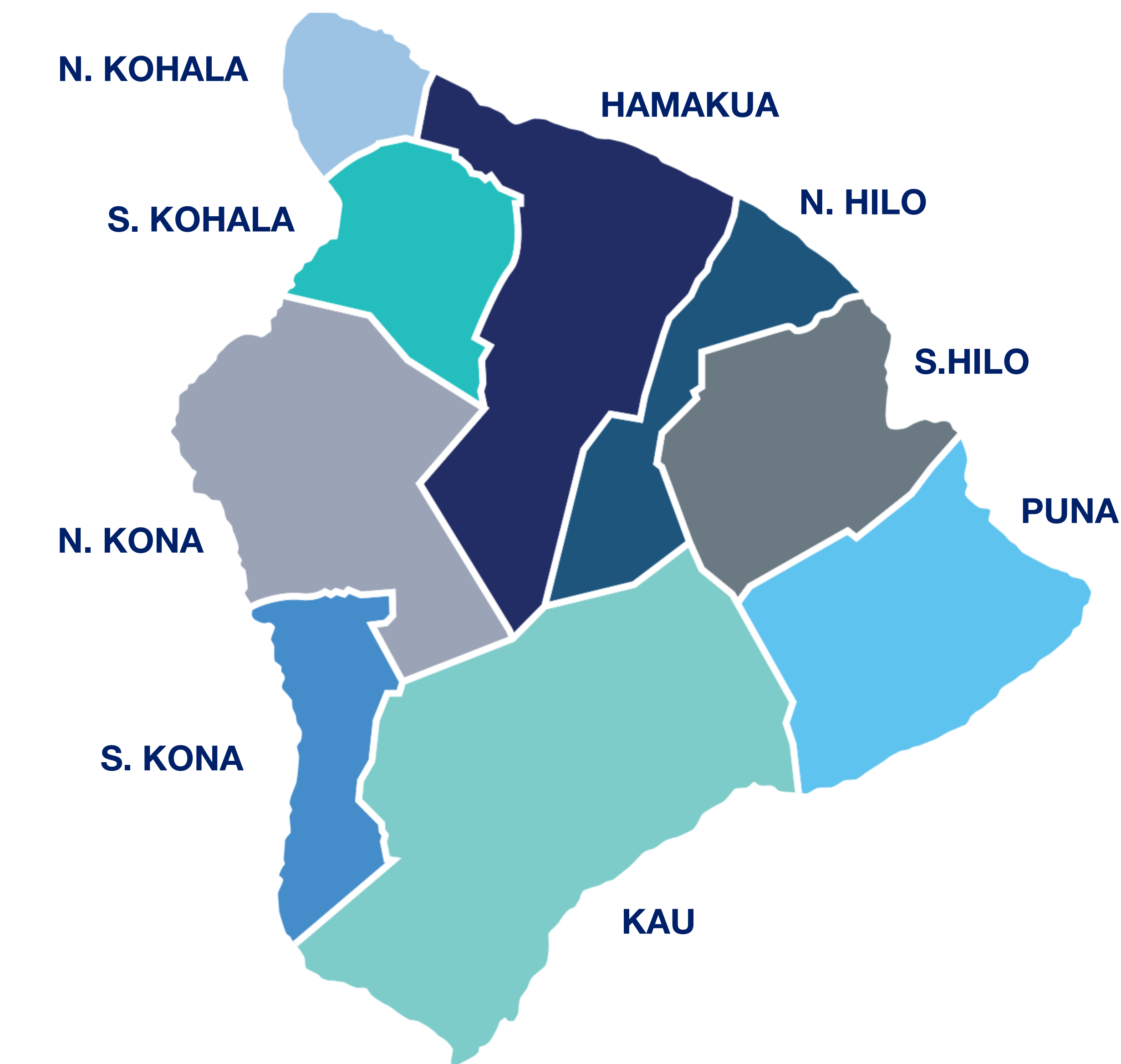




HAWAI'I ISLAND MARKET UPDATE

OCTOBER 2025

The Big Island market held steady in October, maintaining a similar pace to September while showing balanced year-over-year performance across much of the island. Buyers remained engaged for well-priced listings, and sellers aligned with current market conditions continued to see movement. Regional trends were mixed: North Kona cooled from September's elevated activity and returned to a more typical fall sales pace, while Hilo remained steady, supported by value-driven demand and consistent buyer interest. Looking ahead, the Federal Reserve's September rate cuts are beginning to filter into the market, which may support buyer confidence and help sustain activity into year-end, particularly for properties priced for today's conditions.



N. Kohala			
Total Sales vs. October 2024	5 ▲ 150%	0 —	1 ▼ -86%
Median Price vs. October 2024	\$1M ▲ 64%	—	\$460K ▼ -75%

HAMAKUA			
Total Sales vs. October 2024	3 ▲ 50%	0 —	3 —
Median Price vs. October 2024	\$1.4M ▲ 134%	—	\$575K —

S. KOHALA			
Total Sales vs. October 2024	11 ▼ -31%	15 ▲ 25%	2 ▼ -60%
Median Price vs. October 2024	\$975K ▲ 10%	\$849K ▼ -26%	443K ▼ -4%

N. HILO			
Total Sales vs. October 2024	1 —	0 —	2 —
Median Price vs. October 2024	\$480K —	—	\$413K ▲ 28%

N. KONA			
Total Sales vs. October 2024	32 —	19 ▼ -21%	5 —
Median Price vs. October 2024	\$1.3M ▲ 21%	\$550K ▼ -11%	\$605K ▲ 10%

S. HILO			
Total Sales vs. October 2024	22 ▲ 5%	5 ▼ -17%	1 ▼ -83%
Median Price vs. October 2024	\$615K ▲ 13%	\$405K ▲ 53%	\$300K ▼ -16%

S. KONA			
Total Sales vs. October 2024	11 ▲ 22%	0 —	7 ▲ 17%
Median Price vs. October 2024	\$700K ▼ -10%	—	\$254K ▲ 10%

PUNA			
Total Sales vs. October 2024	91 ▲ 18%	0 —	56 ▼ -40%
Median Price vs. October 2024	\$360K ▼ -10%	—	\$43K ▲ 6%

The information in this report is deemed reliable but not guaranteed.
Data provided by Hawaii Information System (HIS)
as of 11/01/2025 and is subject to change.

KAU			
Total Sales vs. October 2024	8 ▼ -38%	0 —	21 ▼ -40%
Median Price vs. October 2024	\$277K ▲ 7%	—	\$50K ▲ 52%



SINGLE FAMILY HOME TRANSACTIONS

OCTOBER 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	9	8	▲	13%	\$679,000	\$722,500	▼	-6%	90	13	▲	592%
Hakalau	2	0	–	–	\$5,694,500	–	–	–	42	–	–	–
Hawi	3	0	–	–	\$1,070,000	–	–	–	15	–	–	–
Hilo	19	19	–	–	\$570,000	\$545,000	▲	5%	54	36	▲	50%
Honokaa	2	2	–	–	\$1,595,000	\$587,500	▲	171%	94	50	▲	90%
Honomu	0	0	–	–	–	–	–	–	–	–	–	–
Kailua-Kona	32	32	–	–	\$1,335,000	\$1,100,000	▲	21%	40	15	▲	176%
Kamuela	7	8	▼	-13%	\$1,060,833	\$863,625	▲	23%	60	76	▼	-21%
Kapaau	2	2	–	–	\$866,000	\$651,500	▲	33%	102	7	▲	1350%
Keaau	23	25	▼	-8%	\$490,000	\$529,000	▼	-7%	73	36	▲	103%
Kealakekua	2	1	▲	100%	\$120,000	\$835,000	▲	50%	119	105	▲	13%
Kurtistown	6	1	▲	500%	\$357,500	\$380,000	▼	-6%	33	12	▲	171%
Laupahoehoe	0	0	–	–	–	–	–	–	–	–	–	–
Mountain View	17	9	▲	89%	\$265,000	\$386,250	▼	-31%	123	34	▲	262%
Naalehu	3	4	▼	-25%	\$610,000	\$364,500	▲	67%	245	9	▲	2782%
Ocean View	5	8	▼	-38%	\$254,900	\$240,000	▲	6%	75	41	▲	85%
Pahala	0	1	▼	-100%	–	\$240,000	–	–	–	0	–	–
Pahoa	31	28	▲	11%	\$360,000	\$314,750	▲	14%	57	72	▼	-20%
Papaikou	1	1	–	–	\$2,130,000	\$435,000	▲	390%	83	5	▲	1560%
Pepeekeo	0	1	–	–	–	\$1,625,000	–	–	–	15	–	–
Volcano	14	14	–	–	\$323,250	\$429,425	▼	-25%	67	60	▲	13%
Waikoloa	4	8	▼	-50%	\$972,500	\$910,000	▲	7%	61	14	▲	336%
GRAND TOTAL	184	172	▲	7%	\$498,500	\$545,000	▼	-9%	62	33	▲	91%



CONDOMINIUM TRANSACTIONS

OCTOBER 2025

vs. percent change over last year

	TOTAL SALES				MEDIAN SOLD PRICE				MEDIAN DOM			
	2025	2024	YoY %		2025	2024	YoY %		2025	2024	YoY %	
Hilo	5	6	▼	-17%	\$405,000	\$264,000	▲	53%	56	55	▲	3%
Kailua-Kona	19	24	▼	-21%	\$550,000	\$617,000	▼	-11%	77	66	▲	17%
Kamuela	6	5	▲	20%	\$1,350,000	\$1,725,000	▼	-22%	209	57	▲	266%
Pahala	0	0	–	–	–	–	–	–	–	–	–	–
Waikoloa	9	7	▲	29%	\$780,000	\$565,000	▲	38%	75	46	▲	63%
GRAND TOTAL	39	42	▼	-7%	\$615,000	\$610,000	▲	1%	77	57	▲	35%