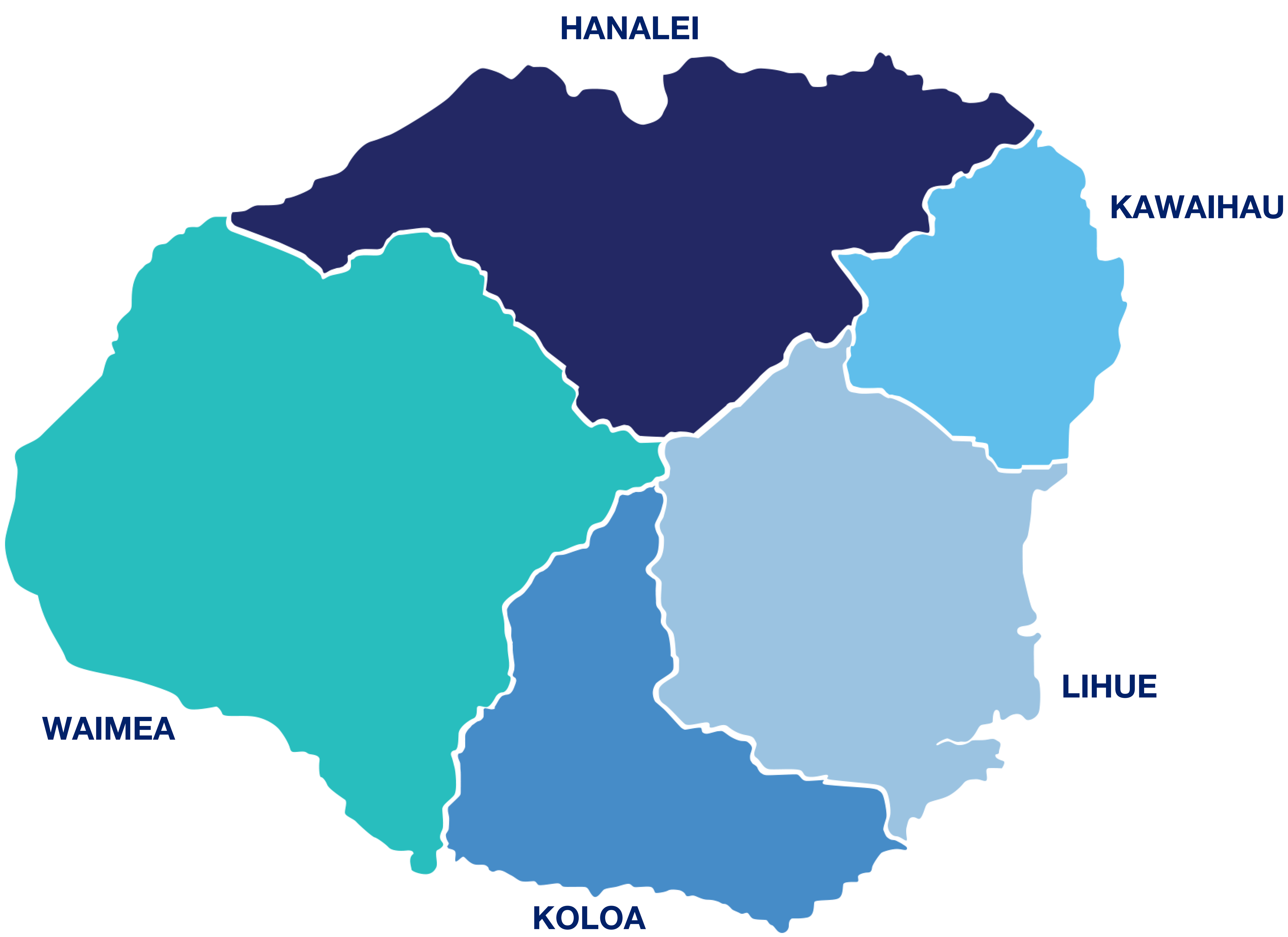
COLDWELL BANKER ISLAND PROPERTIES

KAUAI MARKET UPDATE

OCTOBER 2025

Kaua'i's housing market gained momentum in October, led by a standout month for single-family homes, which reached their highest number of sales transactions since April 2022, up 96% year-over-year and 40% from September. The median sales price surged to $1,595,000 (up 33% YoY), largely influenced by five high-value Kukui'ula closings averaging $5.7M and totaling $28.5M, a good reminder that a few sales can significantly impact Kaua'i's numbers due to the smaller volume of transactions.

The condo market continued to show signs of stabilization, with a median price of $700,000 (down 19% YoY) and sales activity continuing at a measured pace. With the winter sales season approaching, recent Fed rate cuts and strong economic indicators are helping to fuel Kauai's growing market momentum.



Hanalei			
Total Sales	16	6	1
vs. October 2024	▲ 100%	—	▼ -75%
Median Price	$2.4M	$1M	$19M
vs. October 2024	▼ -11%	▲ 4%	▲ 533%

Kawaihau			
Total Sales	6	6	3
vs. October 2024	▼ -14%	▲ 50%	—
Median Price	$875K	$527K	$670K
vs. October 2024	▼ -5%	▲ 10%	▲ 14%

Lihue			
Total Sales	6	8	—
vs. October 2024	▲ 500%	▲ 33%	▼ -100%
Median Price	$1.3M	$513K	—
vs. October 2024	▲ 5%	▼ -36%	—

Koloa			
Total Sales	18	3	3
vs. October 2024	▲ 350%	▼ -73%	▼ -25%
Median Price	$1.5M	$918K	$2.4M
vs. October 2024	▲ 57%	▼ -7%	▲ 228%

Waimea			
Total Sales	1	—	—
vs. October 2024	▼ -75%	—	—
Median Price	$861K	—	—
vs. October 2024	▲ 5%	—	—

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.

COLDWELL BANKER ISLAND PROPERTIES

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 %
Anahola	–	–	– –	–	–	– –	–	–	– –
Eleele	5	1	▲ 400%	$480,900	$989,000	▼ -51%	–	23	▼ -100%
Hanalei	2	1	▲ 100%	$2,210,000	$6,450,000	▼ -66%	66	356	▼ -81%
Hanapepe	1	2	▼ -50%	$861,000	$910,000	▼ -5%	6	91	▼ -93%
Kalaheo	3	3	– –	$1,670,000	$885,000	▲ 89%	122	23	▲ 430%
Kapaa	6	7	▼ -14%	$874,500	$920,000	▼ -5%	62	15	▲ 310%
Kekaha	–	1	▼ -100%	–	$795,000	– –	–	96	– –
Kilauea	7	2	▲ 250%	$2,500,000	$2,547,500	▼ -2%	109	53	▲ 106%
Koloa	10	–	– –	$3,587,500	–	– –	18	–	– –
Lawai	–	–	– –	–	–	– –	–	–	– –
Lihue	6	1	▲ 500%	$1,260,000	$1,200,000	▲ 5%	15	67	▼ -78%
Princeville	7	5	▲ 40%	$2,080,000	$2,757,500	▼ -25%	94	12	▲ 683%
Waimea	–	1	▼ -100%	–	$847,000	– –	–	35	– –
GRAND TOTAL	**47**	24	▲ 96%	**$1,595,000**	$1,200,000	▲ 33%	**34**	25	▲ 39%

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 %
Kapaa	6	4	▲ 50%	$526,750	$477,500	▲ 10%	69	82	▼ -16%
Koloa	3	11	▼ -73%	$918,000	$990,000	▼ -7%	45	28	▲ 61%
Lihue	8	6	▲ 33%	$512,500	$800,000	▼ -36%	128	55	▲ 132%
Princeville	6	6	– –	$1,050,000	$1,012,000	▲ 4%	56	91	▼ -38%
GRAND TOTAL	**23**	27	▼ -15%	**$700,000**	$865,000	▼ -19%	**75**	50	▲ 50%