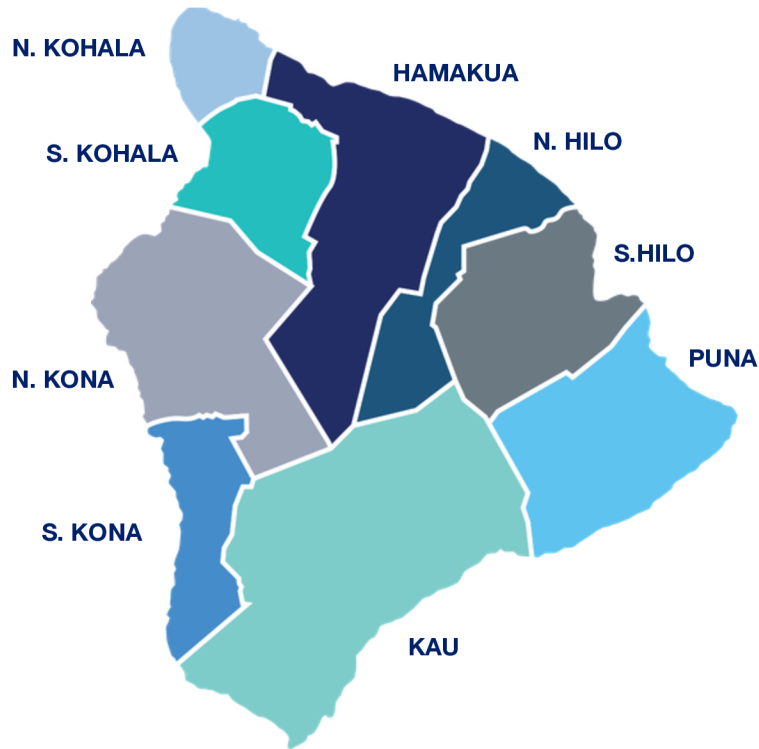




HAWAI'I ISLAND MARKET UPDATE

MARCH 2026

Hawai'i Island's housing market in March reflected a mix of stabilization and adjustment across regions, with single-family home sales totaling 166 transactions (-11% YoY) island-wide. Kailua-Kona continued to anchor overall volume despite a pullback in both sales (-16% YoY) and median price (-19% YoY), pointing to normalization at the higher end of the market. In contrast, areas such as Kamuela (Waimea) saw increased sales activity (+50% YoY), reflecting continued demand at a slightly lower median sales price (-7% YoY). The condo market showed stronger momentum, with median prices rising 25% year over year to \$775,000 and days on market improving to 52 days (-24% YoY), signaling more efficient movement of well-positioned inventory. Overall, March highlights a market shaped by regional and price-point variation, where demand remains present but increasingly selective across the island.



N. Kohala	🏠	🏢	🌴
Total Sales vs. March 2025	5 ▼ -67%	—	1 —
Median Price vs. March 2025	\$1.3M ▲ 71%	—	\$365K —

HAMAKUA	🏠	🏢	🌴
Total Sales vs. March 2025	7 ▲ 133%	—	— ▼ -100%
Median Price vs. March 2025	\$640K ▼ -8%	—	—

S. KOHALA	🏠	🏢	🌴
Total Sales vs. March 2025	21 ▲ 17%	18 ▲ 29%	8 ▲ 167%
Median Price vs. March 2025	\$1.7M ▲ 28%	\$1.5M ▲ 106%	\$400K ▼ -40%

N. HILO	🏠	🏢	🌴
Total Sales vs. March 2025	2 —	0 —	1 —
Median Price vs. March 2025	\$792K ▼ -59%	—	\$599K ▼ -5%

N. KONA	🏠	🏢	🌴
Total Sales vs. March 2025	32 ▼ -16%	25 ▼ -19%	6 ▲ 100%
Median Price vs. March 2025	\$1.1M ▼ -19%	\$640K ▼ -7%	\$6M ▲ 680%

S. HILO	🏠	🏢	🌴
Total Sales vs. March 2025	22 ▼ -4%	8 ▲ 14%	9 ▲ 350%
Median Price vs. March 2025	\$585K ▲ 3%	\$346K ▲ 77%	\$305K ▼ -22%

S. KONA	🏠	🏢	🌴
Total Sales vs. March 2025	7 ▲ 75%	0 —	3 ▼ -73%
Median Price vs. March 2025	\$695K ▼ -22%	—	\$300K ▼ -18%

PUNA	🏠	🏢	🌴
Total Sales vs. March 2025	66 ▼ -10%	—	79 ▼ -29%
Median Price vs. March 2025	\$371K ▼ -7%	—	\$50K ▲ 34%

The information in this report is deemed reliable but not guaranteed. Data provided by Hawaii Information System (HIS) as of 04/01/2026 and is subject to change.

KAU	🏠	🏢	🌴
Total Sales vs. March 2025	4 ▼ -64%	1 —	14 ▼ -55%
Median Price vs. March 2025	\$333K ▼ -15%	—	\$25K ▲ 29%



SINGLE FAMILY HOME TRANSACTIONS

MARCH 2026

vs. percent change over last year



	TOTAL SALES			MEDIAN SOLD PRICE			MEDIAN DOM		
	2026	2025	YoY %	2026	2025	YoY %	2026	2025	YoY %
Captain Cook	5	3	▲ 67%	\$550,000	\$899,000	▼ -39%	151	310	▼ -51%
Hawi	4	2	▲ 100%	\$1,437,500	\$3,512,500	▼ -59%	38	114	▼ -67%
Hilo	20	21	▼ -5%	\$563,400	\$569,000	▼ -1%	41	8	▲ 406%
Honokaa	6	3	▲ 100%	\$620,000	\$694,000	▼ -11%	10	33	▼ -70%
Kailua-Kona	32	38	▼ -16%	\$1,250,000	\$1,537,500	▼ -19%	40	9	▲ 339%
Kamuela	15	10	▲ 50%	\$1,700,000	\$1,825,000	▼ -7%	131	58	▲ 126%
Kapaau	1	13	▼ -92%	\$630,000	\$689,000	▼ -9%	4	50	▼ -92%
Keaau	16	22	▼ -27%	\$545,000	\$550,000	▼ -1%	73	60	▲ 22%
Kealakekua	2	1	▲ 100%	\$3,452,500	\$890,500	▲ 288%	12	13	▼ -8%
Kurtistown	8	3	▲ 167%	\$350,000	\$399,000	▼ -12%	39	19	▲ 103%
Laupahoehoe	2	0	-	\$792,200	-	-	86	-	-
Mountain View	5	11	▼ -55%	\$185,000	\$390,000	▼ -53%	19	55	▼ -65%
Naalehu	1	4	▼ -75%	\$555,000	\$505,250	▲ 10%	206	9	▲ 2189%
Ninole	0	1	▼ -100%		\$1,800,000	-		41	-
Ocean View	2	7	▼ -71%	\$287,500	\$337,000	▼ -15%	74	116	▼ -36%
Paauilo	1	0	-	\$885,000	-	-	14	-	-
Pahala	1	0	-	\$335,000	-	-	12	-	-
Pahoa	24	27	▼ -11%	\$355,000	\$345,000	▲ 3%	38	40	▼ -6%
Papaaloa	0	1	▼ -100%		\$2,050,000	-		40	-
Papaikou	1	0	-	\$785,000	-	-	30	-	-
Pepeekeo	1	2	▼ -50%	\$2,005,000	\$861,500	▲ 133%	163	70	▲ 133%
Volcano	13	10	▲ 30%	\$365,000	\$307,500	▲ 19%	86	45	▲ 91%
Waikoloa	6	8	▼ -25%	\$1,287,500	\$925,000	▲ 39%	29	40	▼ -29%
GRAND TOTAL	166	187	▼ -11%	\$622,000	\$630,000	▼ -1%	49	35	▲ 40%



CONDOMINIUM TRANSACTIONS

MARCH 2026

vs. percent change over last year

	TOTAL SALES			MEDIAN SOLD PRICE			MEDIAN DOM		
	2026	2025	YoY %	2026	2025	YoY %	2026	2025	YoY %
Hilo	8	7	▲ 14%	\$346,000	\$195,000	▲ 77%	99	45	▲ 120%
Kailua-Kona	25	31	▼ -19%	\$640,000	\$690,000	▼ -7%	47	71	▼ -34%
Kamuela	10	5	▲ 100%	\$1,937,000	\$1,375,000	▲ 41%	26	56	▼ -54%
Pahala	0	1	▼ -100%		\$235,000	-		145	-
Waikoloa	8	9	▼ -11%	\$822,500	\$595,000	▲ 38%	66	75	▼ -13%
GRAND TOTAL	51	53	▼ -4%	\$775,000	\$620,000	▲ 25%	52	68	▼ -24%

