

Real Estate Market OVERVIEW

2026 YTD VS. 2025 YTD

38

NORTH KOHALA

	# of Sale	Median Sales Price
Residential	21	\$1,800,000
Condominiums	-	-
Vacant Land	17	\$365,000

20

HAMAKUA

	# of Sale	Median Sales Price
Residential	19	\$600,000
Condominiums	-	-
Vacant Land	1	\$235,000

143

SOUTH KOHALA

	# of Sale	Median Sales Price
Residential	66	\$1,100,250
Condominiums	63	\$1,275,000
Vacant Land	14	\$577,500

124

SOUTH HILO

	# of Sale	Median Sales Price
Residential	76	\$599,500
Condominiums	25	\$345,000
Vacant Land	23	\$327,500

11

NORTH HILO

	# of Sale	Median Sales Price
Residential	9	\$875,000
Condominiums	-	-
Vacant Land	2	\$353,000

244

NORTH KONA

	# of Sale	Median Sales Price
Residential	120	\$1,300,000
Condominiums	99	\$615,000
Vacant Land	25	\$700,000

561

PUNA

	# of Sale	Median Sales Price
Residential	259	\$387,000
Condominiums	-	-
Vacant Land	302	\$55,000

33

SOUTH KONA

	# of Sale	Median Sales Price
Residential	16	\$767,500
Condominiums	-	-
Vacant Land	17	\$230,000

114

KAU

	# of Sale	Median Sales Price
Residential	32	\$394,500
Condominiums	-	-
Vacant Land	82	\$24,500

	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE	
HOMES	48%		618	▼ -6%	\$590,000	▼ -2%
CONDO	14%		187	▲ 1%	\$655,000	▼ -1%
LAND	38%		483	▼ -23%	\$62,500	▲ 39%

District	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME	
	2026	% Change	2026	% Change
PUNA	561	-16%	NORTH KONA	\$495,962,897 -7%
NORTH KONA	244	-8%	SOUTH KOHALA	\$310,293,133 29%
KAU	114	-37%	PUNA	\$128,037,018 -1%
SOUTH KOHALA	143	4%	SOUTH HILO	\$75,822,417 20%
SOUTH HILO	124	15%	NORTH KOHALA	\$48,983,714 22%
SOUTH KONA	33	-40%	SOUTH KONA	\$29,316,499 14%
NORTH KOHALA	38	15%	KAU	\$15,566,950 -47%
HAMAKUA	20	25%	HAMAKUA	\$13,973,808 58%
NORTH HILO	11	38%	NORTH HILO	\$8,889,400 26%
TOTAL	1,288	-13%	TOTAL	\$1,126,845,836 4%

- Residential
- Condominiums
- Vacant Land

○ % of Closed Sales by Districts through April 30, 2026

● Number of Recorded transactions from January 1, 2026 – April 30, 2026

All information taken from Hawaii Information Services. MLS Sales Data information shown herein, while not guaranteed, is derived from sources deemed reliable.

Real Estate Market OVERVIEW

2026 YTD VS. 2025 YTD



HAWAII ISLAND
YEAR-TO-DATE

1,288
TOTAL NUMBER OF SALES
2026

1,472
TOTAL NUMBER OF SALES
2025

-13%

\$590,000
MEDIAN PRICE HOME

\$655,000
MEDIAN PRICE CONDO

\$62,500
MEDIAN PRICE LAND

-2%

-1%

39%

\$1,126,845,836
TOTAL DOLLAR VOLUME
2026

\$1,079,526,682
TOTAL DOLLAR VOLUME
2025

4%

RESIDENTIAL

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	259	258	0%	\$387,000	\$384,500	1%	\$107,032,425	\$104,026,493	3%
SOUTH HILO	76	73	4%	\$599,500	\$600,000	0%	\$49,858,175	\$52,873,388	-6%
NORTH HILO	9	4	125%	\$875,000	\$1,212,500	-28%	\$8,183,400	\$5,070,000	61%
HAMAKUA	19	9	111%	\$600,000	\$577,500	4%	\$13,738,808	\$6,071,000	126%
NORTH KOHALA	21	28	-25%	\$1,800,000	\$1,004,500	79%	\$37,472,214	\$37,141,500	1%
SOUTH KOHALA	66	71	-7%	\$1,100,250	\$1,200,000	-8%	\$152,907,983	\$129,536,509	18%
NORTH KONA	120	135	-11%	\$1,300,000	\$1,350,000	-4%	\$332,852,327	\$353,363,278	-6%
SOUTH KONA	16	21	-24%	\$767,500	\$750,000	2%	\$20,222,999	\$16,197,750	25%
KA'U	32	58	-45%	\$394,500	\$375,000	5%	\$11,930,900	\$23,223,100	-49%
TOTAL	618	657	-6%	\$590,000	\$600,000	-2%	\$734,199,231	\$727,503,018	1%

CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	25	22	14%	\$345,000	\$204,500	69%	\$8,713,742	\$5,587,000	56%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	63	57	11%	\$1,275,000	\$1,135,000	12%	\$107,913,650	\$85,703,700	26%
NORTH KONA	99	106	-7%	\$615,000	\$672,000	-8%	\$106,617,070	\$139,227,362	-23%
SOUTH KONA	-	-	-	-	-	-	-	-	-
KA'U	-	1	-100%	-	\$235,000	-100%	-	\$235,000	-100%
TOTAL	187	186	1%	\$655,000	\$660,000	-1%	\$223,244,462	\$230,753,062	-3%

VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	302	412	-27%	\$55,000	\$40,000	38%	\$21,004,593	\$24,791,387	-15%
SOUTH HILO	23	13	77%	\$327,500	\$450,000	-27%	\$17,250,500	\$4,904,000	252%
NORTH HILO	2	4	-50%	\$353,000	\$530,000	-33%	\$706,000	\$1,970,000	-64%
HAMAKUA	1	7	-86%	\$235,000	\$400,000	-41%	\$235,000	\$2,760,000	-91%
NORTH KOHALA	17	5	240%	\$365,000	\$400,000	-9%	\$11,511,500	\$2,953,500	290%
SOUTH KOHALA	14	9	56%	\$577,500	\$1,885,000	-69%	\$49,471,500	\$25,223,000	96%
NORTH KONA	25	23	9%	\$700,000	\$875,000	-20%	\$56,493,500	\$43,199,000	31%
SOUTH KONA	17	34	-50%	\$230,000	\$221,100	4%	\$9,093,500	\$9,472,687	-4%
KA'U	82	122	-33%	\$24,500	\$22,000	11%	\$3,636,050	\$5,997,028	-39%
TOTAL	483	629	-23%	\$62,500	\$45,000	39%	\$169,402,143	\$121,270,602	40%

NORTH KOHALA

HOMES

Number of Sales	21	-25%
Total Dollar Transactions	\$37,472,214	1%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	17	240%
Total Dollar Transactions	\$11,511,500	290%

HAMAKUA

HOMES

Number of Sales	19	111%
Total Dollar Transactions	\$13,738,808	126%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	1	-86%
Total Dollar Transactions	\$235,000	-91%

NORTH HILO

HOMES

Number of Sales	9	125%
Total Dollar Transactions	\$8,183,400	61%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	2	-50%
Total Dollar Transactions	\$706,000	-64%

SOUTH KOHALA

HOMES

Number of Sales	66	-7%
Total Dollar Transactions	\$152,907,983	18%

CONDOS

Number of Sales	63	11%
Total Dollar Transactions	\$107,913,650	26%

LAND

Number of Sales	14	56%
Total Dollar Transactions	\$49,471,500	96%

NORTH KONA

HOMES

Number of Sales	120	-11%
Total Dollar Transactions	\$332,852,327	-6%

CONDOS

Number of Sales	99	-7%
Total Dollar Transactions	\$106,617,070	-23%

LAND

Number of Sales	25	9%
Total Dollar Transactions	\$56,493,500	31%

SOUTH HILO

HOMES

Number of Sales	76	4%
Total Dollar Transactions	\$49,858,175	-6%

CONDOS

Number of Sales	25	14%
Total Dollar Transactions	\$8,713,742	56%

LAND

Number of Sales	23	77%
Total Dollar Transactions	\$17,250,500	252%

SOUTH KONA

HOMES

Number of Sales	16	-24%
Total Dollar Transactions	\$20,222,999	25%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	17	-50%
Total Dollar Transactions	\$9,093,500	-4%

KAU

HOMES

Number of Sales	32	-45%
Total Dollar Transactions	\$11,930,900	-49%

CONDOS

Number of Sales	0	-100%
Total Dollar Transactions	\$0	-100%

LAND

Number of Sales	82	-33%
Total Dollar Transactions	\$3,636,050	-39%

PUNA

HOMES

Number of Sales	259	0%
Total Dollar Transactions	\$107,032,425	3%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	302	-27%
Total Dollar Transactions	\$21,004,593	-15%



RESIDENTIAL

Home Sales

618 ▼

vs 2025
657 **-6%**

Median Sales Price

\$590,000 ▼

vs 2025
\$600,000 **-2%**

Total Dollar Volume

\$734,199,231 ▲

vs 2025
\$727,503,018 **1%**



CONDOMINIUM

Condo Sales

187 ▲

vs 2025
186 **1%**

Median Sales Price

\$655,000 ▼

vs 2025
\$660,000 **-1%**

Total Dollar Volume

\$223,244,462 ▼

vs 2025
\$230,753,062 **-3%**



VACANT LAND

Vacant Land Sales

483 ▼

vs 2025
629 **-23%**

Median Sales Price

\$62,500 ▲

vs 2025
\$45,000 **39%**

Total Dollar Volume

\$169,402,143 ▲

vs 2025
\$121,270,602 **12%**



BIG ISLAND REAL ESTATE MARKET

Timeline of Events 2019-2026



2019:

TOURISM

- Tourism was still rebuilding following the historic 2018 eruption, which had significantly reduced visitor traffic, hurting local businesses and housing demand.
- Businesses near Hawai'i Volcanoes National Park reported reduced bookings as they worked to reassure visitors the island was safe. This reduced tourism affected the broader economy and slowed real estate activity.



2020:

COVID-19

- Tourism slowed dramatically due to travel restrictions.
- Real estate activity paused briefly, then rebounded as remote workers sought island living.
- Low interest rates and demand from mainland buyers drove up prices.



2021-2022:

PANDEMIC BOOM ACCELERATES

- Extremely low interest rates boosted buyer demand island-wide. Many buyers pursued relocation or second homes during remote-work flexibility.
- Inventory tightened and competition rose sharply, setting new price highs in several districts.



2023-2024:

MARKET BEGINS STABILIZING AFTER 2022 SLOWDOWN

- Agents anticipated a more balanced market with less competition as buyers adapted to higher interest rates.
- Inventory availability improved from peak-pandemic shortages.

COUNTIES GAIN LEGAL POWER TO BAN STRS (Senate Bill 2919)

- A statewide turning point: SB 2919 transferred authority over short term rentals from the state to individual counties. This allowed counties—including the Big Island—to restrict or even fully phase out STRs to address housing pressure, aligning with Maui-style reforms



2025-2026:

NEW SHORT TERM RENTAL LAWS - BILL 47 / ORDINANCE 25 50: MAJOR NEW STR LAW ENACTED

- Hawai'i County passed one of its strictest STR laws ever. Bill 47 requires all hosted and unhosted rentals to register, renew annually, comply with safety and tax rules, and face enforcement actions such as fines or liens for violations. Platforms like Airbnb must also register. The law goes into effect December 20, 2025, with enforcement beginning July 1, 2026.

Scan Hawaii Buyer & Seller Guide

