

Real Estate Market OVERVIEW

2026 YTD VS. 2025 YTD

33

NORTH KOHALA

	# of Sale	Median Sales Price
Residential	19	\$1,800,000
Condominiums	-	-
Vacant Land	14	\$365,000

16

HAMAKUA

	# of Sale	Median Sales Price
Residential	15	\$640,000
Condominiums	-	-
Vacant Land	1	\$235,000

107

SOUTH KOHALA

	# of Sale	Median Sales Price
Residential	52	\$1,112,750
Condominiums	46	\$1,412,500
Vacant Land	9	\$552,500

6

NORTH HILO

	# of Sale	Median Sales Price
Residential	5	\$942,400
Condominiums	-	-
Vacant Land	1	\$599,000

93

SOUTH HILO

	# of Sale	Median Sales Price
Residential	59	\$600,000
Condominiums	17	\$350,000
Vacant Land	17	\$375,000

172

NORTH KONA

	# of Sale	Median Sales Price
Residential	82	\$1,308,000
Condominiums	72	\$635,000
Vacant Land	18	\$697,500

402

PUNA

	# of Sale	Median Sales Price
Residential	188	\$372,500
Condominiums	-	-
Vacant Land	214	\$55,000

24

SOUTH KONA

	# of Sale	Median Sales Price
Residential	12	\$843,500
Condominiums	-	-
Vacant Land	12	\$265,000

75

KAU

	# of Sale	Median Sales Price
Residential	22	\$382,500
Condominiums	-	-
Vacant Land	53	\$22,000

	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE	
Residential	49%	454	▼	-9%	\$597,000	▼ -1%
Condominiums	14%	135	▼	-2%	\$700,000	▲ 4%
Vacant Land	37%	339	▼	-26%	\$62,500	▲ 52%

District	YTD NUMBER OF UNITS RECORDED		YTD TOTAL DOLLAR VOLUME	
	2026	% Change	2026	% Change
PUNA	402	-21%	NORTH KONA	\$350,569,347 -23%
NORTH KONA	172	-18%	SOUTH KOHALA	\$212,745,995 29%
KAU	75	-43%	PUNA	\$89,722,093 -7%
SOUTH KOHALA	107	14%	SOUTH HILO	\$62,321,917 38%
SOUTH HILO	93	22%	NORTH KOHALA	\$40,336,214 13%
SOUTH KONA	24	-31%	SOUTH KONA	\$25,292,499 40%
NORTH KOHALA	33	22%	KAU	\$10,291,950 -53%
HAMAKUA	16	14%	HAMAKUA	\$11,793,808 49%
NORTH HILO	6	20%	NORTH HILO	\$5,903,400 5%
TOTAL	928	-16%	TOTAL	\$808,977,223 -5%

- Residential
- Condominiums
- Vacant Land

○ % of Closed Sales by Districts through March 31, 2026

● Number of Recorded transactions from January 1, 2026 – March 31, 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

928
TOTAL NUMBER OF SALES
2026

1,100
TOTAL NUMBER OF SALES
2025

-16%

\$597,000
MEDIAN PRICE HOME
-1%

\$700,000
MEDIAN PRICE CONDO
4%

\$62,500
MEDIAN PRICE LAND
52%

\$808,977,223
TOTAL DOLLAR VOLUME
2026

\$852,602,331
TOTAL DOLLAR VOLUME
2025

-4%

RESIDENTIAL

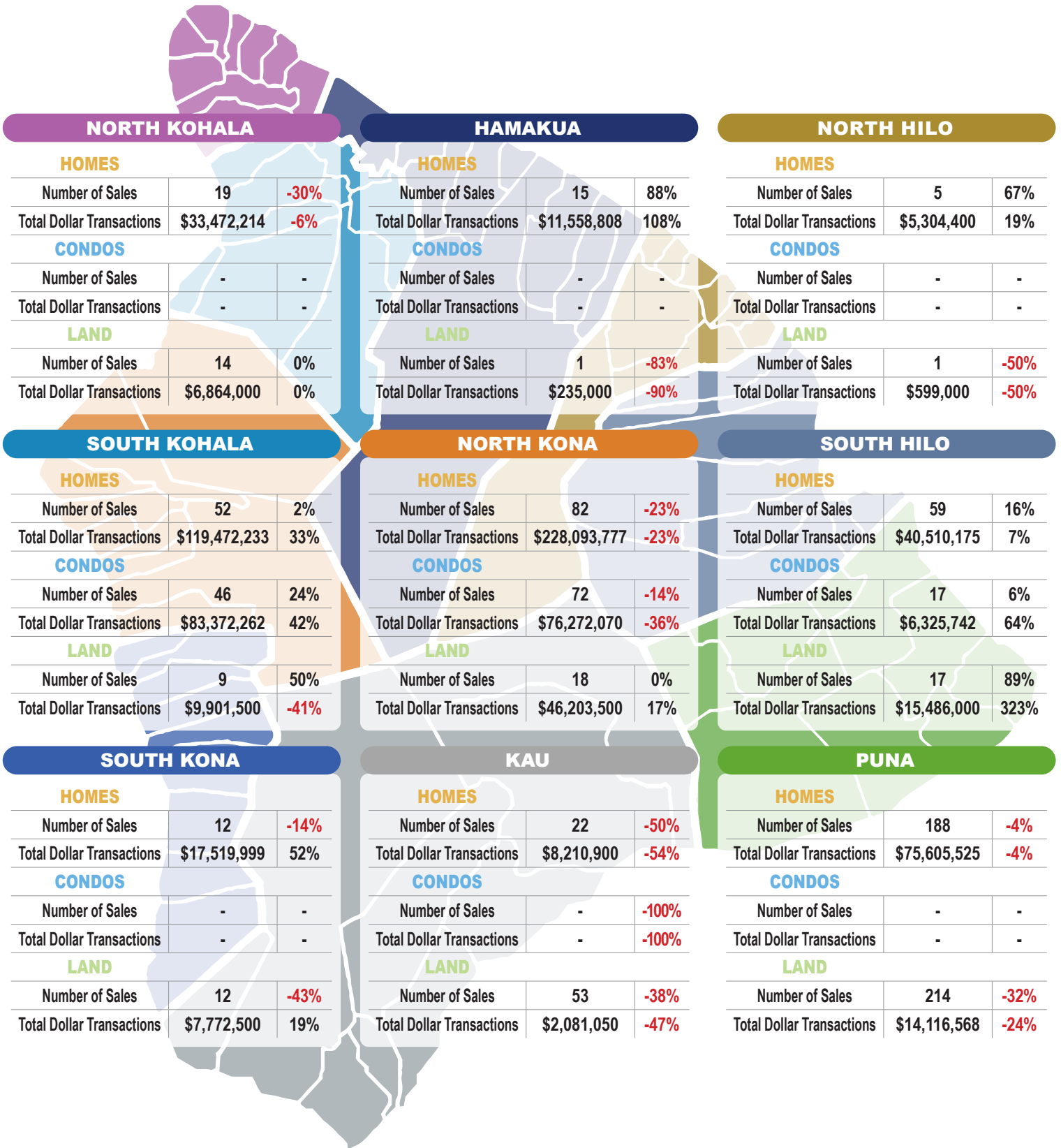
	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	188	196	-4%	\$372,500	\$375,000	-1%	\$75,605,525	\$78,413,193	-4%
SOUTH HILO	59	51	16%	\$600,000	\$600,000	0%	\$40,510,175	\$37,719,888	7%
NORTH HILO	5	3	67%	\$942,400	\$1,800,000	-48%	\$5,304,400	\$4,445,000	19%
HAMAKUA	15	8	88%	\$640,000	\$588,500	9%	\$11,558,808	\$5,551,000	108%
NORTH KOHALA	19	27	-30%	\$1,800,000	\$975,000	85%	\$33,472,214	\$35,641,500	-6%
SOUTH KOHALA	52	51	2%	\$1,112,750	\$1,240,000	-10%	\$119,472,233	\$89,991,169	33%
NORTH KONA	82	107	-23%	\$1,308,000	\$1,420,000	-8%	\$228,093,777	\$297,504,500	-23%
SOUTH KONA	12	14	-14%	\$843,500	\$770,000	10%	\$17,519,999	\$11,500,250	52%
KA'U	22	44	-50%	\$382,500	\$375,000	2%	\$8,210,900	\$17,782,100	-54%
TOTAL	454	501	-9%	\$597,000	\$600,000	-1%	\$539,748,031	\$578,548,600	-7%

CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	17	16	6%	\$350,000	\$199,000	76%	\$6,325,742	\$3,850,000	64%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	46	37	24%	\$1,412,500	\$1,045,700	35%	\$83,372,262	\$58,697,200	42%
NORTH KONA	72	84	-14%	\$635,000	\$688,250	-8%	\$76,272,070	\$118,946,862	-36%
SOUTH KONA	-	-	-	-	-	-	-	-	-
KA'U	-	1	-100%	-	\$235,000	-100%	-	\$235,000	-100%
TOTAL	135	138	-2%	\$700,000	\$672,000	4%	\$165,970,074	\$181,729,062	-9%

VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	214	313	-32%	\$55,000	\$39,500	39%	\$14,116,568	\$18,526,652	-24%
SOUTH HILO	17	9	89%	\$375,000	\$450,000	-17%	\$15,486,000	\$3,659,000	323%
NORTH HILO	1	2	-50%	\$599,000	\$595,000	1%	\$599,000	\$1,190,000	-50%
HAMAKUA	1	6	-83%	\$235,000	\$392,500	-40%	\$235,000	\$2,360,000	-90%
NORTH KOHALA	14	-	-	\$365,000	-	-	\$6,864,000	-	-
SOUTH KOHALA	9	6	50%	\$552,500	\$1,725,000	-68%	\$9,901,500	\$16,763,000	-41%
NORTH KONA	18	18	0%	\$697,500	\$1,027,500	-32%	\$46,203,500	\$39,374,000	17%
SOUTH KONA	12	21	-43%	\$265,000	\$235,000	13%	\$7,772,500	\$6,545,187	19%
KA'U	53	86	-38%	\$22,000	\$20,000	10%	\$2,081,050	\$3,906,830	-47%
TOTAL	339	461	-26%	\$62,500	\$41,200	52%	\$103,259,118	\$92,324,669	12%



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RESIDENTIAL

Home Sales

454 ▼

vs 2025
501 **-9%**

Median Sales Price

\$597,000 ▼

vs 2025
\$600,000 **-1%**

Total Dollar Volume

\$539,748,031 ▼

vs 2025
\$578,548,600 **-7%**



CONDOMINIUM

Condo Sales

135 ▼

vs 2025
138 **-2%**

Median Sales Price

\$700,000 ▲

vs 2025
\$672,000 **4%**

Total Dollar Volume

\$165,970,074 ▼

vs 2025
\$181,729,062 **-9%**



VACANT LAND

Vacant Land Sales

339 ▼

vs 2025
461 **-26%**

Median Sales Price

\$62,500 ▲

vs 2025
\$41,200 **52%**

Total Dollar Volume

\$103,259,118 ▲

vs 2025
\$92,324,669 **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

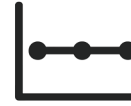
- Tourism slowed dramatically due to travel restrictions.
- Real estate activity paused briefly, then rebounded as remote workers sought island living.
- Low interest rates and demand from mainland buyers drove up prices.



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

