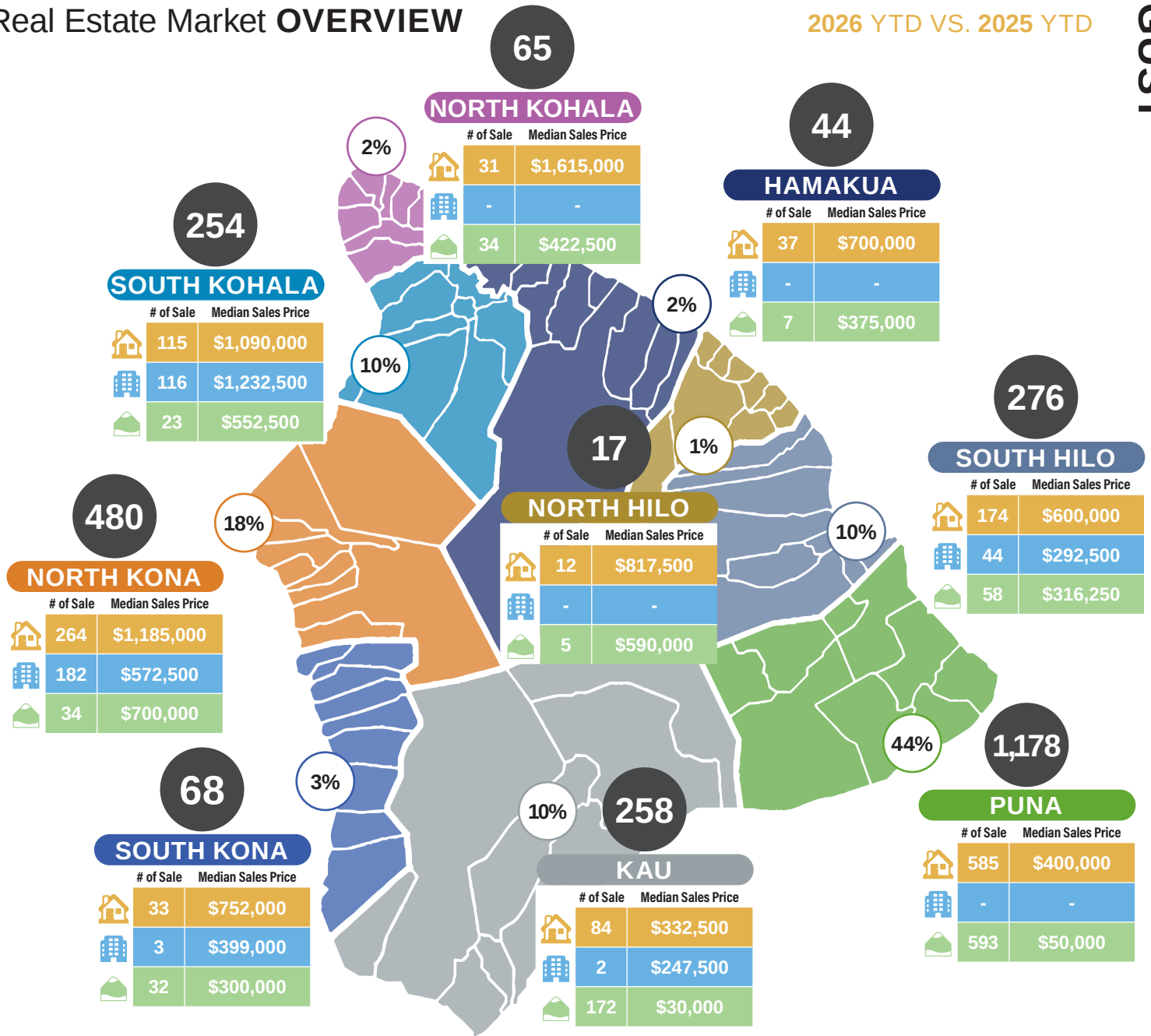




	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE		
HOMES	51%	1,335	▼	-1%	\$564,000	▲	1%
CONDO	13%	347	▼	-3%	\$625,000	▼	-1%
LAND	36%	958	▼	-20%	\$58,950	▲	23%

YTD NUMBER OF UNITS RECORDED			YTD TOTAL DOLLAR VOLUME		
District	2026	% Change	District	2026	% Change
PUNA	1,178	-13%	NORTH KONA	\$956,028,384	16%
NORTH KONA	480	-3%	SOUTH KOHALA	\$555,852,744	34%
KAU	258	-22%	PUNA	\$284,934,078	3%
SOUTH KOHALA	254	2%	SOUTH HILO	\$158,649,974	15%
SOUTH HILO	276	16%	NORTH KOHALA	\$74,015,777	9%
SOUTH KONA	68	-38%	SOUTH KONA	\$49,810,699	-20%
NORTH KOHALA	65	12%	KAU	\$38,232,234	-30%
HAMAKUA	44	5%	HAMAKUA	\$45,695,308	66%
NORTH HILO	17	-45%	NORTH HILO	\$12,758,900	-53%
TOTAL	2,640	-9%	TOTAL	\$2,175,978,098	15%

- Residential
- Condominiums
- Vacant Land

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

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

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



HAWAII ISLAND

YEAR-TO-DATE

2,640
TOTAL NUMBER OF SALES
2026

2,909
TOTAL NUMBER OF SALES
2025

-9%

\$564,000
MEDIAN PRICE HOME

\$625,000
MEDIAN PRICE CONDO

\$58,950
MEDIAN PRICE LAND

1%

-1%

23%

\$2,175,978,098
TOTAL DOLLAR VOL
2026

\$1,892,664,721
TOTAL DOLLAR VOLUME
2025

15%



RESIDENTIAL

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	585	563	4%	\$400,000	\$390,000	3%	\$241,324,844	\$227,668,093	6%
SOUTH HILO	174	162	7%	\$600,000	\$608,250	-1%	\$114,271,332	\$114,719,665	0%
NORTH HILO	12	16	-25%	\$817,500	\$1,162,500	-30%	\$10,507,900	\$19,503,000	-46%
HAMAKUA	37	27	37%	\$700,000	\$599,500	17%	\$34,650,808	\$19,413,420	78%
NORTH KOHALA	31	47	-34%	\$1,615,000	\$950,000	70%	\$52,600,814	\$61,664,250	-15%
SOUTH KOHALA	115	121	-5%	\$1,090,000	\$1,025,000	6%	\$289,353,494	\$195,969,859	48%
NORTH KONA	264	243	9%	\$1,185,000	\$1,255,000	-6%	\$683,792,315	\$529,406,938	29%
SOUTH KONA	33	55	-40%	\$752,000	\$782,500	-4%	\$34,199,799	\$45,510,699	-25%
KA'U	84	119	-29%	\$332,500	\$340,000	-2%	\$28,419,735	\$44,692,334	-36%
TOTAL	1,335	1,353	-1%	\$564,000	\$560,000	1%	\$1,489,121,041	\$1,258,548,258	18%



CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	44	37	19%	\$292,500	\$225,000	30%	\$14,052,642	\$10,213,300	38%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	116	108	7%	\$1,232,500	\$1,180,000	4%	\$210,804,750	\$182,661,950	15%
NORTH KONA	182	211	-14%	\$572,500	\$621,000	-8%	\$192,837,569	\$233,020,922	-17%
SOUTH KONA	3	-	-	\$399,000	-	-	\$1,443,000	-	-
KA'U	2	1	100%	\$247,500	\$235,000	5%	\$495,000	\$235,000	111%
TOTAL	347	357	-3%	\$625,000	\$630,000	-1%	\$419,632,961	\$426,131,172	-2%



VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	593	795	-25%	\$50,000	\$45,000	11%	\$43,609,234	\$49,545,277	-12%
SOUTH HILO	58	38	53%	\$316,250	\$289,000	9%	\$30,326,000	\$13,078,400	132%
NORTH HILO	5	15	-67%	\$590,000	\$545,000	8%	\$2,251,000	\$7,745,200	-71%
HAMAKUA	7	15	-53%	\$375,000	\$465,000	-19%	\$11,044,500	\$8,182,000	35%
NORTH KOHALA	34	11	209%	\$422,500	\$410,000	3%	\$21,414,963	\$6,142,500	249%
SOUTH KOHALA	23	20	15%	\$552,500	\$607,500	-9%	\$55,694,500	\$37,212,000	50%
NORTH KONA	34	39	-13%	\$700,000	\$725,000	-3%	\$79,398,500	\$59,762,500	33%
SOUTH KONA	32	55	-42%	\$300,000	\$250,000	20%	\$14,167,900	\$16,974,687	-17%
KA'U	172	211	-18%	\$30,000	\$21,000	43%	\$9,317,499	\$9,342,727	0%
TOTAL	958	1199	-20%	\$58,950	\$48,000	23%	\$267,224,096	\$207,985,291	28%

NORTH KOHALA

HOMES

Number of Sales	31	-34%
Total Dollar Transactions	\$52,600,814	-15%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	34	209%
Total Dollar Transactions	\$21,414,963	249%

HAMAKUA

HOMES

Number of Sales	37	37%
Total Dollar Transactions	\$34,650,808	78%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	7	-53%
Total Dollar Transactions	\$11,044,500	35%

NORTH HILO

HOMES

Number of Sales	12	-25%
Total Dollar Transactions	\$10,507,900	-46%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	5	-67%
Total Dollar Transactions	\$2,251,000	-71%

SOUTH KOHALA

HOMES

Number of Sales	115	-5%
Total Dollar Transactions	\$289,353,494	48%

CONDOS

Number of Sales	116	7%
Total Dollar Transactions	\$210,804,750	15%

LAND

Number of Sales	23	15%
Total Dollar Transactions	\$55,694,500	50%

NORTH KONA

HOMES

Number of Sales	264	9%
Total Dollar Transactions	\$683,792,315	29%

CONDOS

Number of Sales	182	-14%
Total Dollar Transactions	\$192,837,569	-17%

LAND

Number of Sales	34	-13%
Total Dollar Transactions	\$79,398,500	33%

SOUTH HILO

HOMES

Number of Sales	174	7%
Total Dollar Transactions	\$114,271,332	0%

CONDOS

Number of Sales	44	19%
Total Dollar Transactions	\$14,052,642	38%

LAND

Number of Sales	58	53%
Total Dollar Transactions	\$30,326,000	132%

SOUTH KONA

HOMES

Number of Sales	33	-40%
Total Dollar Transactions	\$34,199,799	-25%

CONDOS

Number of Sales	3	0%
Total Dollar Transactions	\$1,443,000	0%

LAND

Number of Sales	32	-42%
Total Dollar Transactions	\$14,167,900	-17%

KAU

HOMES

Number of Sales	84	-29%
Total Dollar Transactions	\$28,419,735	-36%

CONDOS

Number of Sales	2	100%
Total Dollar Transactions	\$495,000	111%

LAND

Number of Sales	172	-18%
Total Dollar Transactions	\$9,317,499	0%

PUNA

HOMES

Number of Sales	585	4%
Total Dollar Transactions	\$241,324,844	6%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	593	-25%
Total Dollar Transactions	\$43,609,234	-12%



RESIDENTIAL

Home Sales

1,335 ▼

vs 2025

1,353

-1%

Median Sales Price

\$564,000 ▲

vs 2025

\$560,000

1%

Total Dollar Volume

\$1,489,121,041 ▲

vs 2025

\$1,258,548,258

18%



CONDOMINIUM

Condo Sales

347 ▼

vs 2025

357

-3%

Median Sales Price

\$625,000 ▼

vs 2025

\$630,000

-1%

Total Dollar Volume

\$419,632,961 ▼

vs 2025

\$426,131,172

-2%



VACANT LAND

Vacant Land Sales

958 ▼

vs 2025

1,199

-20%

Median Sales Price

\$58,950 ▲

vs 2025

\$48,000

23%

Total Dollar Volume

\$267,224,096 ▲

vs 2025

\$207,985,291

28%



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—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.



Hawaii Buyer & Seller Guide

