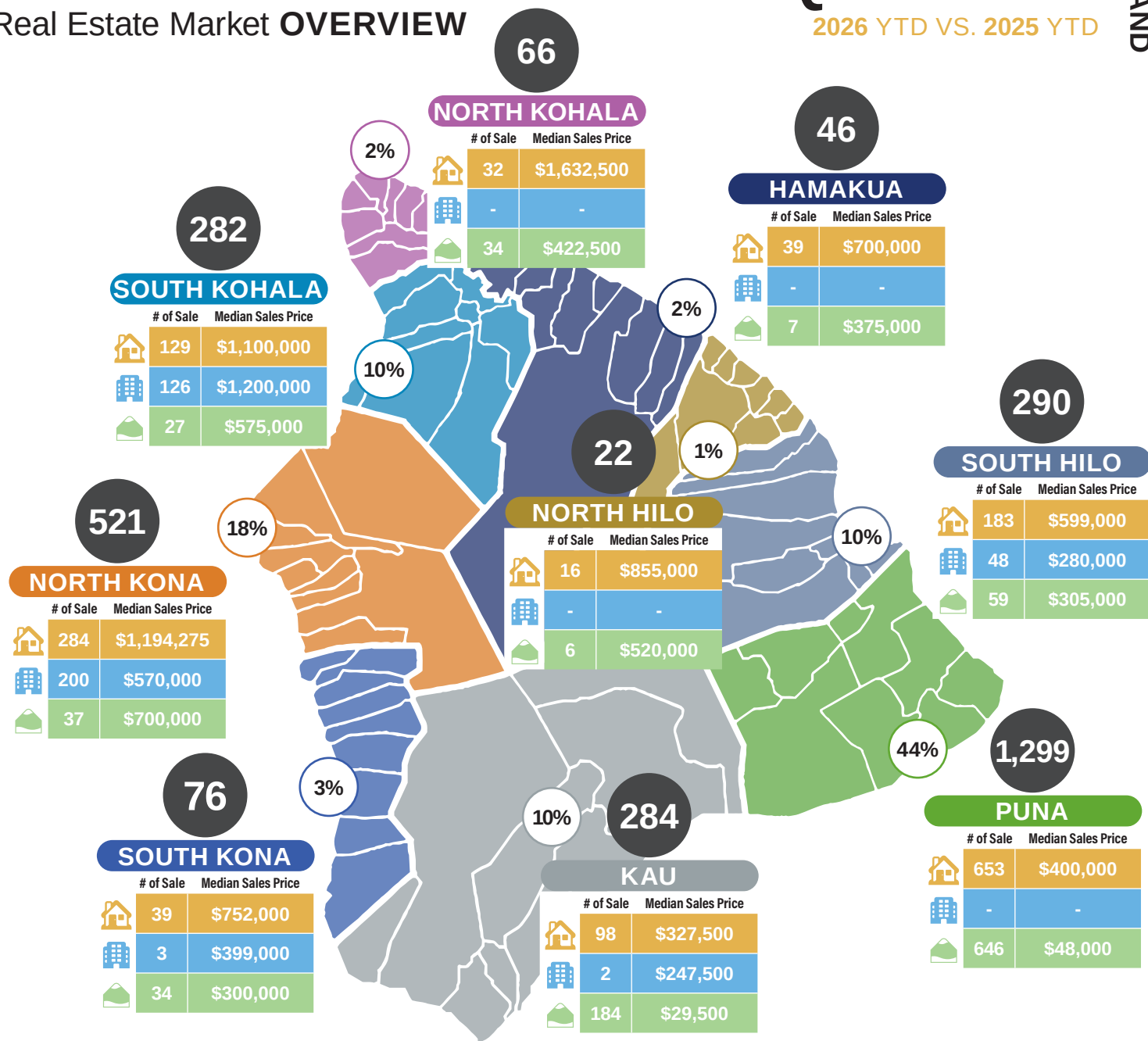




	% OF CLOSINGS		# OF UNITS RECORDED		MEDIAN PRICE		
HOMES	51%	1,473	▼	-3%	\$555,000	▼	-1%
CONDO	13%	379	▼	-7%	\$625,000	▼	-1%
LAND	36%	1,034	▼	-22%	\$57,250	▲	17%

- Residential
- Condominiums
- Vacant Land

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

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

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

YTD NUMBER OF UNITS RECORDED			YTD TOTAL DOLLAR VOLUME		
District	2026	% Change	District	2026	% Change
PUNA	1,299	-14%	NORTH KONA	\$1,003,454,894	7%
NORTH KONA	521	-8%	SOUTH KOHALA	\$592,007,744	24%
KAU	284	-22%	PUNA	\$314,749,612	3%
SOUTH KOHALA	282	-2%	SOUTH HILO	\$166,414,474	1%
SOUTH HILO	290	7%	NORTH KOHALA	\$78,065,777	-8%
SOUTH KONA	76	-38%	SOUTH KONA	\$59,708,699	-11%
NORTH KOHALA	66	-6%	KAU	\$42,858,734	-28%
HAMAKUA	46	-4%	HAMAKUA	\$47,845,308	49%
NORTH HILO	22	-29%	NORTH HILO	\$16,605,900	-39%
TOTAL	2,886	-12%	TOTAL	\$2,321,711,142	8%



HAWAII ISLAND

YEAR-TO-DATE

2,886
TOTAL NUMBER OF SALES
2026

3,266
TOTAL NUMBER OF SALES
2025

-12%

\$555,000
MEDIAN PRICE HOME

\$625,000
MEDIAN PRICE CONDO

\$57,250
MEDIAN PRICE LAND

-1%

-1%

17%

\$2,321,711,142
TOTAL DOLLAR VOL
2026

\$2,159,428,371
TOTAL DOLLAR VOLUME
2025

8%



RESIDENTIAL

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	653	627	4%	\$400,000	\$385,000	4%	\$268,252,344	\$251,827,043	7%
SOUTH HILO	183	185	-1%	\$599,000	\$620,000	-3%	\$120,736,832	\$137,138,665	-12%
NORTH HILO	16	16	0%	\$855,000	\$1,162,500	-26%	\$13,904,900	\$19,503,000	-29%
HAMAKUA	39	33	18%	\$700,000	\$599,500	17%	\$36,800,808	\$23,838,420	54%
NORTH KOHALA	32	55	-42%	\$1,632,500	\$999,999	63%	\$56,650,814	\$75,482,248	-25%
SOUTH KOHALA	129	141	-9%	\$1,100,000	\$985,000	12%	\$307,746,494	\$230,373,359	34%
NORTH KONA	284	278	2%	\$1,194,275	\$1,260,000	-5%	\$714,861,815	\$579,741,938	23%
SOUTH KONA	39	60	-35%	\$752,000	\$775,000	-3%	\$43,532,799	\$48,309,699	-10%
KA'U	98	131	-25%	\$327,500	\$340,000	-4%	\$32,677,235	\$49,060,334	-33%
TOTAL	1,473	1,526	-3%	\$555,000	\$560,000	-1%	\$1,595,164,041	\$1,415,274,706	13%



CONDOMINIUM

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	-	-	-	-	-	-	-	-	-
SOUTH HILO	48	41	17%	\$280,000	\$230,000	22%	\$15,112,642	\$11,433,200	32%
NORTH HILO	-	-	-	-	-	-	-	-	-
HAMAKUA	-	-	-	-	-	-	-	-	-
NORTH KOHALA	-	-	-	-	-	-	-	-	-
SOUTH KOHALA	126	123	2%	\$1,200,000	\$1,185,000	1%	\$225,734,750	\$206,226,950	9%
NORTH KONA	200	241	-17%	\$570,000	\$620,000	-8%	\$207,716,579	\$281,225,022	-26%
SOUTH KONA	3	-	-	\$399,000	-	-	\$1,443,000	-	-
KA'U	2	1	100%	\$247,500	\$235,000	5%	\$495,000	\$235,000	111%
TOTAL	379	406	-7%	\$625,000	\$632,500	-1%	\$450,501,971	\$499,120,172	-10%



VACANT LAND

	Number of Sales			Median Sales Price			Total Dollar Volume		
	2026	2025	% Change	2026	2025	% Change	2026	2025	% Change
PUNA	646	881	-27%	\$48,000	\$43,000	12%	\$46,497,268	\$54,715,679	-15%
SOUTH HILO	59	46	28%	\$305,000	\$289,000	6%	\$30,565,000	\$16,447,400	86%
NORTH HILO	6	15	-60%	\$520,000	\$545,000	-5%	\$2,701,000	\$7,745,200	-65%
HAMAKUA	7	15	-53%	\$375,000	\$465,000	-19%	\$11,044,500	\$8,182,000	35%
NORTH KOHALA	34	15	127%	\$422,500	\$415,000	2%	\$21,414,963	\$9,457,500	126%
SOUTH KOHALA	27	23	17%	\$575,000	\$615,000	-7%	\$58,526,500	\$40,381,500	45%
NORTH KONA	37	46	-20%	\$700,000	\$737,500	-5%	\$80,876,500	\$78,602,500	3%
SOUTH KONA	34	62	-45%	\$300,000	\$242,500	24%	\$14,732,900	\$18,940,687	-22%
KA'U	184	231	-20%	\$29,500	\$22,000	34%	\$9,686,499	\$10,561,027	-8%
TOTAL	1,034	1,334	-22%	\$57,250	\$49,000	17%	\$276,045,130	\$245,033,493	13%

NORTH KOHALA

HOMES

Number of Sales	32	-42%
Total Dollar Transactions	\$56,650,814	-25%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	34	127%
Total Dollar Transactions	\$21,414,963	126%

HAMAKUA

HOMES

Number of Sales	39	18%
Total Dollar Transactions	\$36,800,808	54%

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	16	0%
Total Dollar Transactions	\$13,904,900	-29%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	6	-60%
Total Dollar Transactions	\$2,701,000	-65%

SOUTH KOHALA

HOMES

Number of Sales	129	-9%
Total Dollar Transactions	\$307,746,494	34%

CONDOS

Number of Sales	126	2%
Total Dollar Transactions	\$225,734,750	9%

LAND

Number of Sales	27	17%
Total Dollar Transactions	\$58,526,500	45%

NORTH KONA

HOMES

Number of Sales	284	2%
Total Dollar Transactions	\$714,861,815	23%

CONDOS

Number of Sales	200	-17%
Total Dollar Transactions	\$207,716,579	-26%

LAND

Number of Sales	37	-20%
Total Dollar Transactions	\$80,876,500	3%

SOUTH HILO

HOMES

Number of Sales	183	-1%
Total Dollar Transactions	\$120,736,832	-12%

CONDOS

Number of Sales	48	17%
Total Dollar Transactions	\$15,112,642	32%

LAND

Number of Sales	59	28%
Total Dollar Transactions	\$30,565,000	86%

SOUTH KONA

HOMES

Number of Sales	39	-35%
Total Dollar Transactions	\$43,532,799	-10%

CONDOS

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

LAND

Number of Sales	34	-45%
Total Dollar Transactions	\$14,732,900	-22%

KAU

HOMES

Number of Sales	98	-25%
Total Dollar Transactions	\$32,677,235	-33%

CONDOS

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

LAND

Number of Sales	184	-20%
Total Dollar Transactions	\$9,686,499	-8%

PUNA

HOMES

Number of Sales	653	4%
Total Dollar Transactions	\$268,252,344	7%

CONDOS

Number of Sales	-	-
Total Dollar Transactions	-	-

LAND

Number of Sales	646	-27%
Total Dollar Transactions	\$46,497,268	-15%



RESIDENTIAL

Home Sales

1,473 ▼

vs 2025

1,526

-3%

Median Sales Price

\$555,000 ▼

vs 2025

\$560,000

-1%

Total Dollar Volume

\$1,595,164,041 ▲

vs 2025

\$1,415,274,706

13%



CONDOMINIUM

Condo Sales

379 ▼

vs 2025

406

-7%

Median Sales Price

\$625,000 ▼

vs 2025

\$632,500

-1%

Total Dollar Volume

\$450,501,971 ▼

vs 2025

\$499,120,172

-10%



VACANT LAND

Vacant Land Sales

1,034 ▼

vs 2025

1,334

-22%

Median Sales Price

\$57,250 ▲

vs 2025

\$49,000

17%

Total Dollar Volume

\$276,045,130 ▲

vs 2025

\$245,033,493

13%



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.

Scan Hawaii Buyer & Seller Guide

