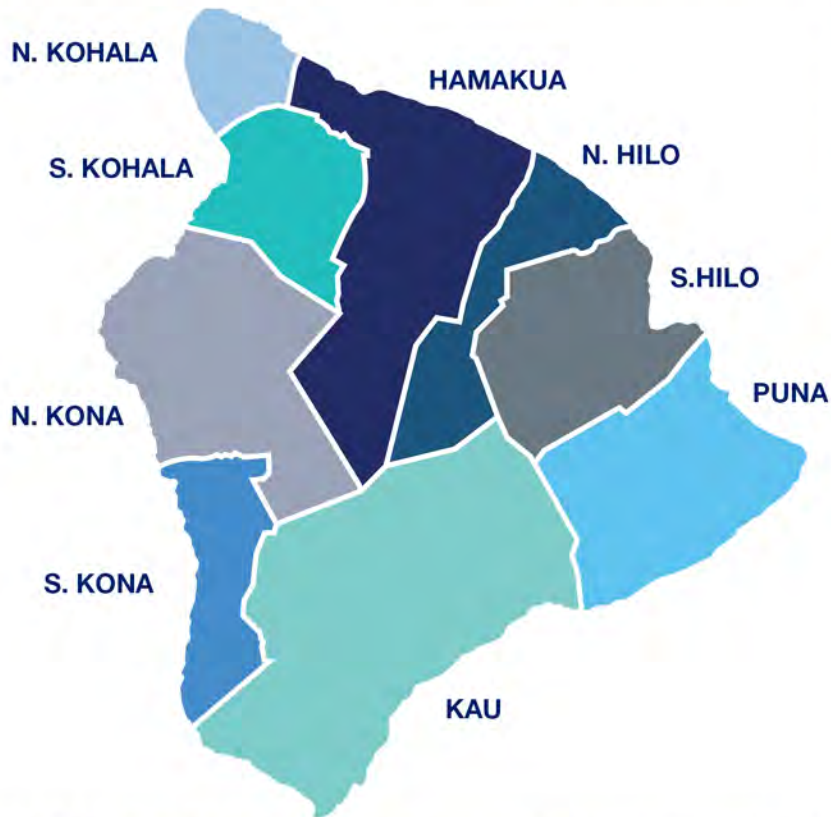




HAWAI'I ISLAND MARKET UPDATE

JANUARY 2024

The Big Island real estate market continued to hold steady at the start of 2024 with total sales, median prices, and new listings remaining within recent ranges. In West Hawaii, the median sales price for a single-family home stands at \$1,050,000, while a condo is priced at around \$673,000. In contrast, East Hawaii sees a drop in medians to \$365,000 for single-family homes and \$195,000 for condos. The median sales price of a residential property in Hilo (East Hawaii), however, is closer to \$500,000. Given the vast landscape and diverse housing options, partnering with a local real estate expert is crucial to understanding the distinct nuances important for any Big Island real estate decision.



| N. KOHALA | | | |
|------------------|--------|---|--------|
| | 🏠 | 🏢 | 🌴 |
| Total Sales | 7 | 0 | 2 |
| vs. January 2023 | ▲ 75% | — | ▲ 100% |
| Median Price | \$800K | — | \$550K |
| vs. January 2023 | ▲ 9% | — | ▲ 75% |

| HAMAKUA | | | |
|------------------|--------|---|--------|
| | 🏠 | 🏢 | 🌴 |
| Total Sales | 4 | 0 | 2 |
| vs. January 2023 | ▲ 100% | — | — |
| Median Price | \$875K | — | \$580K |
| vs. January 2023 | ▲ 79% | — | ▲ 33% |

| S. KOHALA | | | |
|------------------|--------|--------|--------|
| | 🏠 | 🏢 | 🌴 |
| Total Sales | 13 | 11 | 3 |
| vs. January 2023 | — | ▼ -15% | ▼ -50% |
| Median Price | \$1.1M | \$770K | \$650K |
| vs. January 2023 | ▲ 15% | ▼ -9% | ▲ 175% |

| N. HILO | | | |
|------------------|--------|---|--------|
| | 🏠 | 🏢 | 🌴 |
| Total Sales | 3 | 0 | 2 |
| vs. January 2023 | ▲ 200% | — | ▲ 100% |
| Median Price | \$870K | — | \$350K |
| vs. January 2023 | ▼ -85% | — | ▲ 1% |

| N. KONA | | | |
|------------------|--------|--------|--------|
| | 🏠 | 🏢 | 🌴 |
| Total Sales | 26 | 17 | 6 |
| vs. January 2023 | ▲ 4% | — | ▲ 50% |
| Median Price | \$1.3M | \$612K | \$622K |
| vs. January 2023 | ▲ 11% | ▲ 42% | ▲ 15% |

| S. HILO | | | |
|------------------|--------|--------|--------|
| | 🏠 | 🏢 | 🌴 |
| Total Sales | 14 | 4 | 6 |
| vs. January 2023 | ▼ -39% | — | ▲ 20% |
| Median Price | \$497K | \$195K | \$234K |
| vs. January 2023 | ▼ -10% | ▼ -9% | ▼ -2% |

| S. KONA | | | |
|------------------|--------|---|--------|
| | 🏠 | 🏢 | 🌴 |
| Total Sales | 7 | 0 | 3 |
| vs. January 2023 | ▲ 75% | — | ▼ -25% |
| Median Price | \$520K | — | \$100K |
| vs. January 2023 | ▼ -26% | — | ▼ -55% |

| PUNA | | | |
|------------------|--------|---|--------|
| | 🏠 | 🏢 | 🌴 |
| Total Sales | 72 | — | 92 |
| vs. January 2023 | ▲ 41% | — | ▲ 70% |
| Median Price | \$348K | — | \$40K |
| vs. January 2023 | ▲ 7% | — | ▼ -11% |

| KAU | | | |
|------------------|--------|---------|--------|
| | 🏠 | 🏢 | 🌴 |
| Total Sales | 8 | 0 | 20 |
| vs. January 2023 | ▼ -27% | ▼ -100% | ▼ -29% |
| Median Price | \$322K | — | \$19K |
| vs. January 2023 | ▼ -11% | — | ▲ 12% |

The information in this report is deemed reliable but not guaranteed. Data provided by Hawaii Information System (HIS) as of 2/1/2024 and is subject to change.





SINGLE FAMILY HOME TRANSACTIONS

JANUARY 2024

vs. percent change over last year

| | TOTAL SALES | | | | MEDIAN SOLD PRICE | | | | MEDIAN DOM | | | |
|--------------------|-------------|------------|----------|------------|-------------------|-------------------|----------|------------|------------|-----------|----------|-------------|
| | 2023 | 2022 | YoY % | | 2023 | 2022 | YoY % | | 2023 | 2022 | YoY % | |
| Captain Cook | 5 | 3 | ▲ | 67% | \$ 520,000 | \$ 640,000 | ▼ | -19% | 97 | 77 | ▲ | 26% |
| Hakalau | 0 | 0 | - | - | - | - | - | - | - | - | - | - |
| Hawi | 2 | 1 | ▲ | 100% | \$ 1,217,500 | \$ 1,050,000 | ▲ | 16% | 64 | 55 | ▲ | 15% |
| Hilo | 13 | 20 | ▼ | -35% | \$ 495,000 | \$ 527,500 | ▼ | -6% | 32 | 22 | ▲ | 45% |
| Honokaa | 4 | 2 | ▲ | 100% | \$ 875,000 | \$ 487,500 | ▲ | 79% | 59 | 133 | ▼ | -56% |
| Honomu | 0 | 2 | ▼ | -100% | - | \$ 846,500 | - | - | - | 101 | - | - |
| Kailua-Kona | 26 | 25 | ▲ | 4% | \$ 1,337,500 | \$ 1,200,000 | ▲ | 11% | 22 | 21 | ▲ | 5% |
| Kamuela | 9 | 5 | ▲ | 80% | \$ 1,095,000 | \$ 1,300,000 | ▼ | -16% | 53 | 23 | ▲ | 130% |
| Kapaau | 5 | 3 | ▲ | 67% | \$ 750,000 | \$ 578,000 | ▲ | 30% | 27 | 9 | ▲ | 200% |
| Keaau | 23 | 13 | ▲ | 77% | \$ 485,000 | \$ 495,000 | ▼ | -2% | 22 | 29 | ▼ | -24% |
| Kealahou | 2 | 1 | ▲ | 100% | \$ 654,550 | \$ 760,000 | ▼ | -14% | 47 | 55 | ▼ | -15% |
| Kurtistown | 4 | 2 | ▲ | 100% | \$ 341,250 | \$ 339,000 | ▲ | 1% | 28 | 36 | ▼ | -23% |
| Laupahoehoe | 2 | 0 | - | - | \$ 825,000 | - | - | - | 32 | - | - | - |
| Mountain View | 10 | 7 | ▲ | 43% | \$ 330,000 | \$ 230,000 | ▲ | 43% | 78 | 22 | ▲ | 255% |
| Naalehu | 3 | 4 | ▼ | -25% | \$ 445,000 | \$ 645,000 | ▼ | -31% | 11 | 87 | ▼ | -87% |
| Ninole | 0 | 1 | ▼ | -100% | - | \$ 5,750,000 | - | - | - | 214 | - | - |
| Ocean View | 5 | 7 | ▼ | -29% | \$ 298,500 | \$ 330,000 | ▼ | -10% | 32 | 51 | ▼ | -37% |
| Ookala | 0 | 0 | - | - | - | - | - | - | - | - | - | - |
| Paauilo | 0 | 0 | - | - | - | - | - | - | - | - | - | - |
| Pahala | 0 | 0 | - | - | - | - | - | - | - | - | - | - |
| Pahoa | 22 | 27 | ▼ | -19% | \$ 320,500 | \$ 325,000 | ▼ | -1% | 25 | 45 | ▼ | -46% |
| Papaaloa | 1 | 0 | - | - | \$ 870,000 | - | - | - | 230 | - | - | - |
| Papaikou | 1 | 1 | - | - | \$ 635,000 | \$ 645,000 | ▼ | -2% | 3 | 153 | ▼ | -98% |
| Pepeekeo | 0 | 0 | - | - | - | - | - | - | - | - | - | - |
| Volcano | 13 | 2 | ▲ | 550% | \$ 365,000 | \$ 194,798 | ▲ | 87% | 32 | 27 | ▲ | 19% |
| Waikoloa | 4 | 8 | ▼ | -50% | \$ 1,007,500 | \$ 844,000 | ▲ | 19% | 46 | 43 | ▲ | 7% |
| GRAND TOTAL | 154 | 134 | ▲ | 15% | \$ 499,000 | \$ 529,500 | ▼ | -6% | 30 | 39 | ▼ | -24% |



CONDOMINIUM TRANSACTIONS

JANUARY 2024

vs. percent change over last year

| | TOTAL SALES | | | | MEDIAN SOLD PRICE | | | | MEDIAN DOM | | | |
|--------------------|-------------|-----------|----------|------------|-------------------|------------------|----------|------------|------------|-----------|----------|------------|
| | 2023 | 2022 | YoY % | | 2023 | 2022 | YoY % | | 2023 | 2022 | YoY % | |
| Captain Cook | 0 | 0 | - | - | - | - | - | - | - | - | - | - |
| Hilo | 4 | 4 | - | - | \$194,500 | \$213,500 | ▼ | -9% | 53 | 9 | ▲ | 483% |
| Kailua-Kona | 17 | 17 | - | 0% | \$612,000 | \$430,000 | ▲ | 42% | 38 | 20 | ▲ | 90% |
| Kamuela | 0 | 5 | - | 0% | - | \$1,200,000 | - | - | - | 3 | - | - |
| Naalehu | 0 | 1 | ▼ | -100% | - | \$315,000 | - | - | - | 107 | - | - |
| Waikoloa | 11 | 8 | ▼ | -100% | \$770,000 | \$715,250 | ▲ | 8% | 7 | 35 | ▼ | -80% |
| GRAND TOTAL | 32 | 35 | ▲ | 38% | \$608,500 | \$615,000 | ▼ | -1% | 27 | 20 | ▲ | 33% |