

NOVEMBER



SINGLE FAMILY



CONDOMINIUMS



VACANT LAND

MEDIAN SALES PRICE	2025	\$1,072,500 ▼	\$702,500 ▼	\$837,500 ▼
	2024	\$1,387,500	\$982,000	\$945,000

CLOSED SALES	2025	40 ▲	22 ▲	8 ▼
	2024	22	17	11

NEW ACTIVE LISTINGS	2025	33 ▲	20 ▼	9 ▲
	2024	20	31	8

VOLUME SALES	2025	\$94,381,858 ▲	\$21,970,007 ▲	\$7,025,000 ▼
	2024	\$34,750,000	\$21,794,500	\$16,829,000

NOV 2025 Closed Sales	NOV 2024 Closed Sales	NOV 2025 Median Price	NOV 2024 Median Price
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SINGLE FAMILY HOMES

Waimea	5	4	\$708,000	\$935,000
Koloa	16	6	\$1,747,500	\$1,312,500
Lihue	6	2	\$1,092,500	\$887,500
Kawaihau	10	5	\$949,500	\$1,535,000
Hanalei	3	5	\$2,700,000	\$1,800,000

CONDOMINIUMS

Waimea	-	-	-	-
Koloa	9	3	\$1,075,000	\$1,650,000
Lihue	6	5	\$495,500	\$825,000
Kawaihau	4	5	\$413,750	\$700,000
Hanalei	3	4	\$1,440,000	\$1,162,250

VACANT LAND

Waimea	-	-	-	-
Koloa	3	6	\$1,075,000	\$1,722,500
Lihue	1	-	\$950,000	-
Kawaihau	4	3	\$470,000	\$500,000
Hanalei	-	2	-	\$2,678,500

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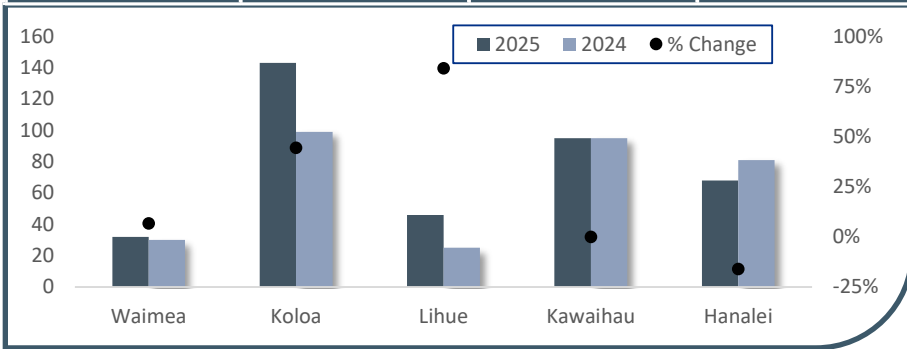




SINGLE
FAMILY

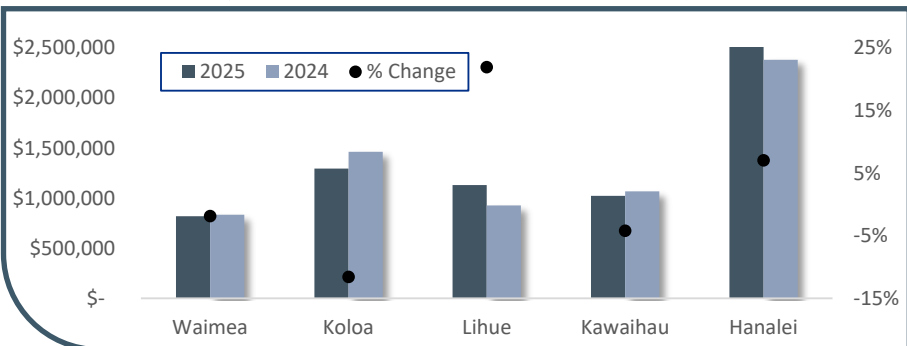
CLOSED
SALES

	2025	2024	% Change
Waimea	32	30	6.67%
Koloa	143	99	44.44%
Lihue	46	25	84.00%
Kawaihau	95	95	0.00%
Hanalei	68	81	-16.05%
Summary	384	330	16.36%



MEDIAN
PRICE

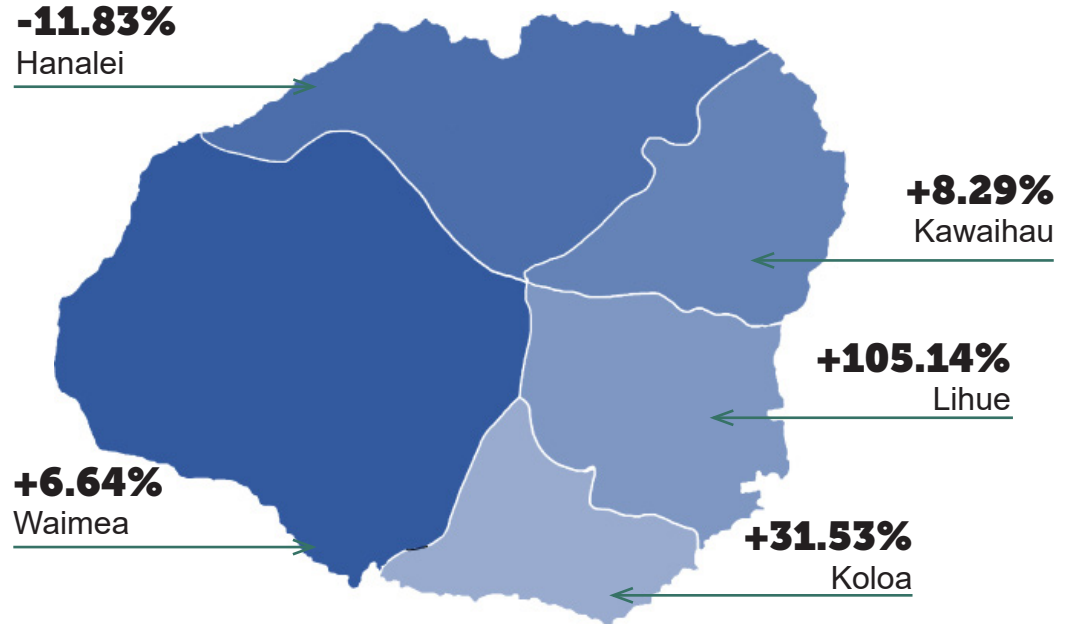
	2025	2024	% Change
Waimea	\$820,000	\$835,500	-1.86%
Koloa	\$1,295,000	\$1,465,000	-11.60%
Lihue	\$1,132,500	\$929,000	21.91%
Kawaihau	\$1,025,000	\$1,070,000	-4.21%
Hanalei	\$2,550,000	\$2,382,000	7.05%
Summary	\$1,200,000	\$1,384,000	-13.29%



SALES
VOLUME

	2025	2024	% Change
Waimea	\$27,682,400	\$25,959,000	6.64%
Koloa	\$318,453,133	\$242,117,499	31.53%
Lihue	\$57,560,600	\$28,059,000	105.14%
Kawaihau	\$130,424,796	\$120,439,125	8.29%
Hanalei	\$233,058,649	\$264,319,697	-11.83%
Summary	\$767,179,578	\$680,894,321	12.67%

-11.83%
Hanalei



+8.29%
Kawaihau

+105.14%
Lihue

+31.53%
Koloa

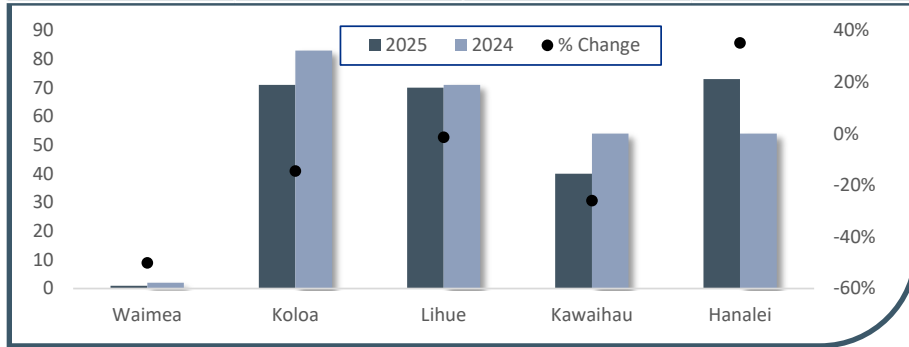
+6.64%
Waimea

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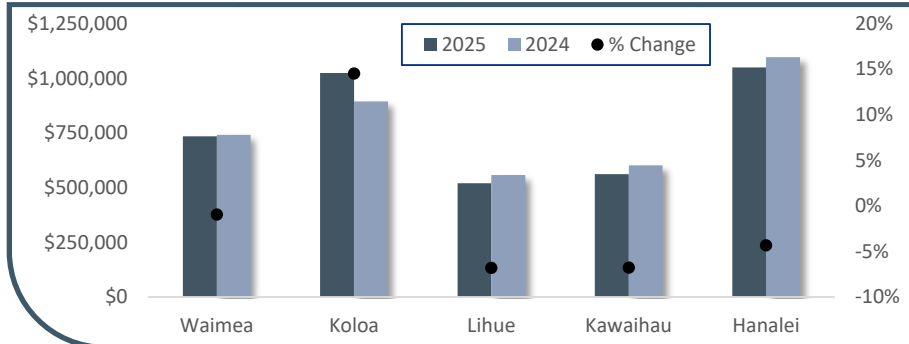


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Closed Sales	2025	2024	% Change
Waimea	1	2	-50.00%
Koloa	71	83	-14.46%
Lihue	70	71	-1.41%
Kawaihau	40	54	-25.93%
Hanalei	73	54	35.19%
Summary	255	264	-3.41%

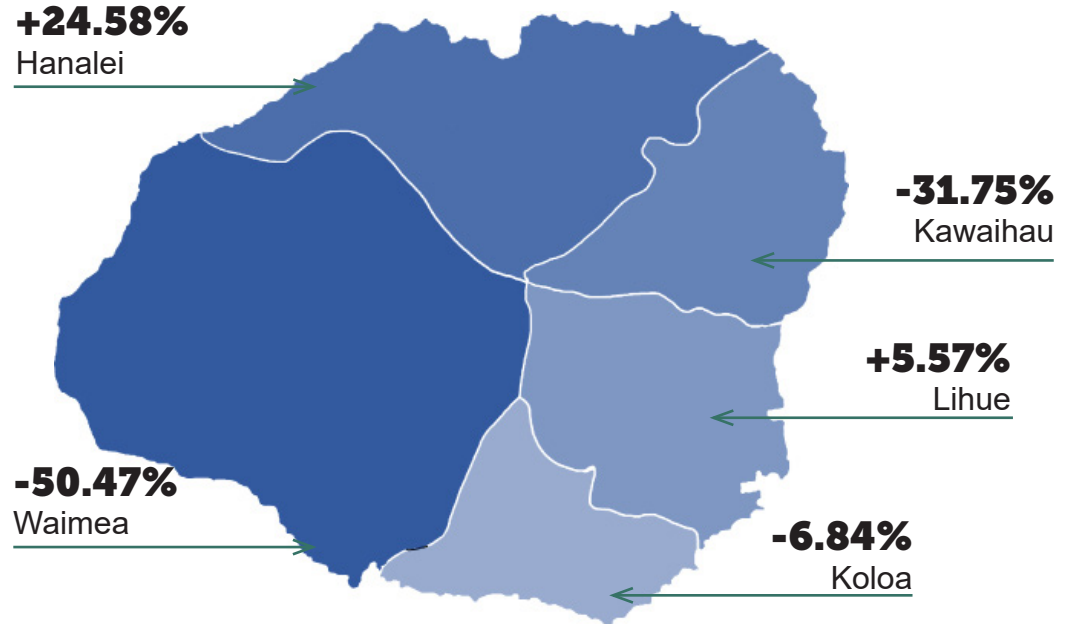


Median Price	2025	2024	% Change
Waimea	\$735,000	\$742,000	-0.94%
Koloa	\$1,025,000	\$895,000	14.53%
Lihue	\$520,000	\$558,000	-6.81%
Kawaihau	\$561,750	\$602,500	-6.76%
Hanalei	\$1,050,000	\$1,097,500	-4.33%
Summary	\$825,000	\$795,000	3.77%



SALES VOLUME	2025	2024	% Change
Waimea	\$735,000	\$1,484,000	-50.47%
Koloa	\$79,484,507	\$85,323,717	-6.84%
Lihue	\$62,403,118	\$59,108,100	5.57%
Kawaihau	\$28,437,000	\$41,667,020	-31.75%
Hanalei	\$85,590,499	\$68,704,136	24.58%
Summary	\$256,650,124	\$256,286,973	0.14%

+24.58%
Hanalei



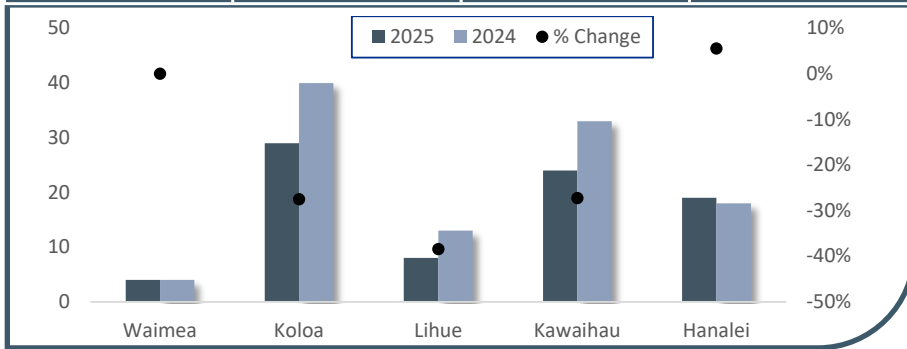
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VACANT
LAND

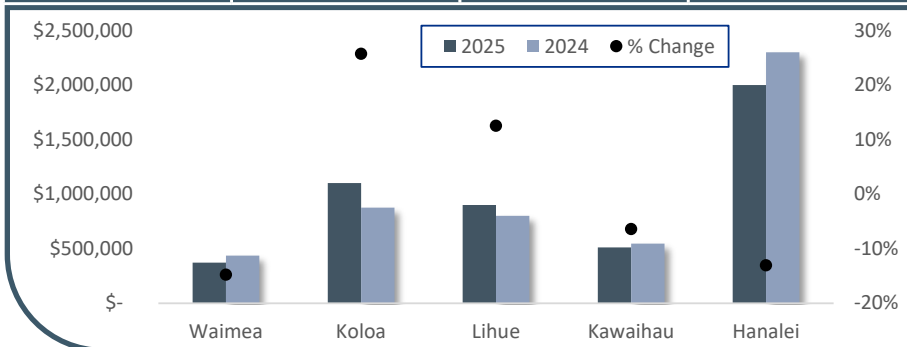
Closed Sales

	2025	2024	% Change
Waimea	4	4	0.00%
Koloa	29	40	-27.50%
Lihue	8	13	-38.46%
Kawaihau	24	33	-27.27%
Hanalei	19	18	5.56%
Summary	84	108	-22.22%



Median Price

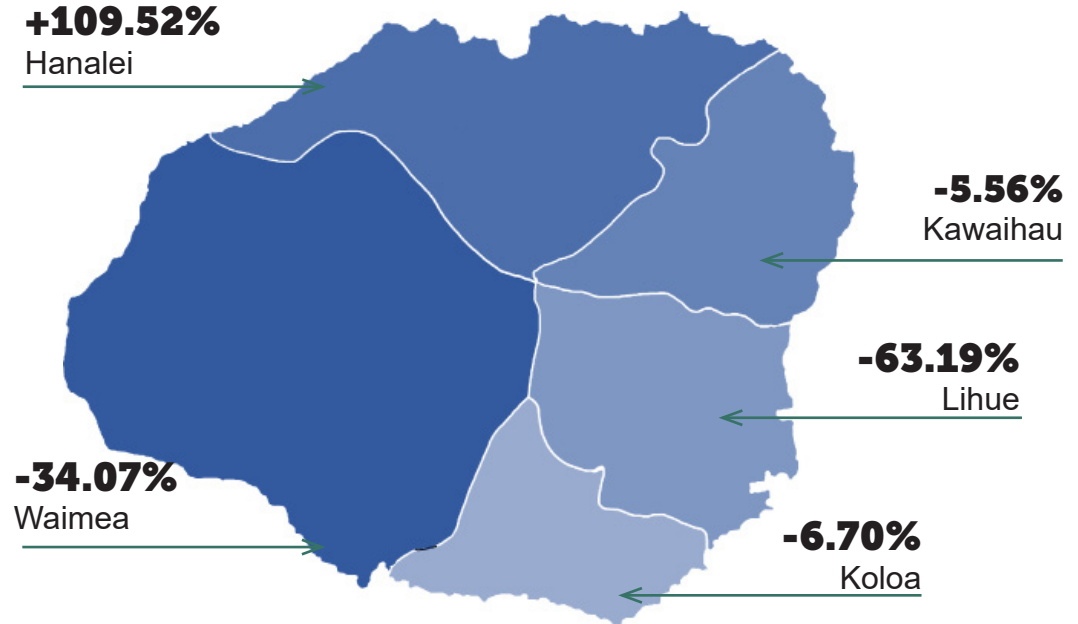
	2025	2024	% Change
Waimea	\$372,500	\$437,000	-14.76%
Koloa	\$1,100,000	\$875,000	25.71%
Lihue	\$900,000	\$800,000	12.50%
Kawaihau	\$510,000	\$545,000	-6.42%
Hanalei	\$2,000,000	\$2,300,000	-13.04%
Summary	\$974,500	\$800,000	21.81%



SALES VOLUME

	2025	2024	% Change
Waimea	\$1,585,000	\$2,404,000	-34.07%
Koloa	\$38,969,000	\$41,768,305	-6.70%
Lihue	\$6,985,000	\$18,973,500	-63.19%
Kawaihau	\$22,014,418	\$23,310,500	-5.56%
Hanalei	\$110,811,007	\$52,886,998	109.52%
Summary	\$180,364,425	\$139,343,303	29.44%

+109.52%
Hanalei



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