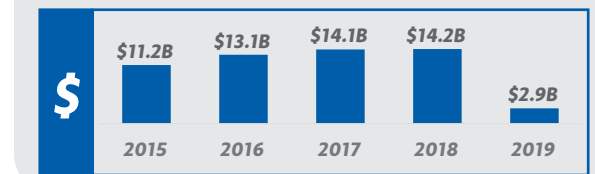
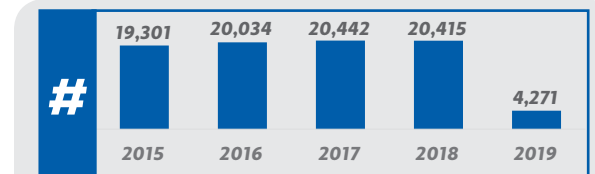
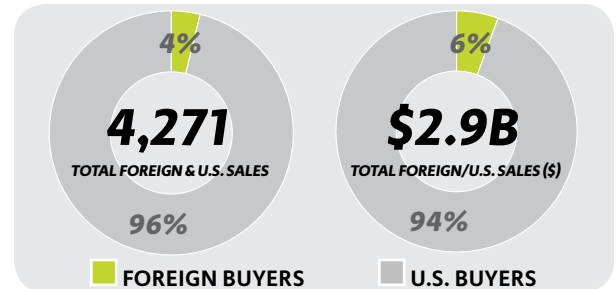
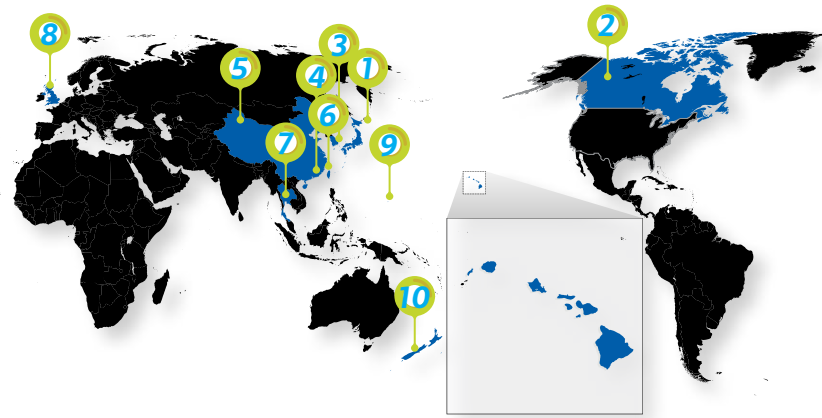


BUYER STATISTICS

JANUARY-MARCH 2019

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



Note: YTD values vs. previous years YTD values

- | | | | | |
|-------------------------------------|--|--|---------------------------------------|--|
| 1. Japan
↓ 99 ↓ \$98.3M | 2. Canada
↓ 38 ↓ \$37.6M | 3. Korea
↑ 8 ↑ \$9.7M | 4. Hong Kong
↑ 6 ↑ \$7.6M | 5. China
↓ 3 ↓ \$3.5M |
| 6. Taiwan
↑ 3 ↑ \$3.4M | 7. Thailand
↑ 2 ↑ \$985.0K | 8. United Kingdom
↑ 1 ↑ \$649.0K | 9. Guam
↓ 1 ↓ \$620.0K | 10. New Zealand
↓ 1 ↓ \$350.0K |

Top U.S. Buyers of Hawaii Property

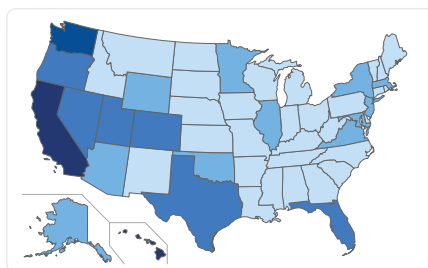
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

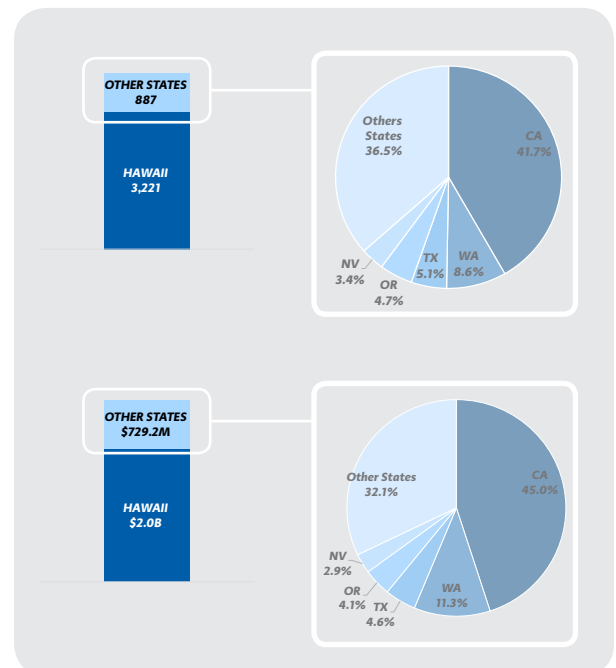
- Hawaii (HI) : 3,221
- California (CA) : 370
- Washington (WA) : 76
- Texas (TX) : 45
- Oregon (OR) : 42
- Nevada (NV) : 30
- Colorado (CO) : 28
- Utah (UT) : 27
- Florida (FL) : 27
- Alaska (AK) : 23

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$2.0B
- California (CA) : \$328.3M
- Washington (WA) : \$82.1M
- Texas (TX) : \$33.6M
- Oregon (OR) : \$29.7M
- Nevada (NV) : \$21.4M
- Colorado (CO) : \$21.0M
- Utah (UT) : \$20.9M
- Florida (FL) : \$20.5M
- Wyoming (WY) : \$17.5M



- <\$5M
- \$5M - \$20M
- \$20M - \$40M
- \$40M - \$100M
- >\$100M



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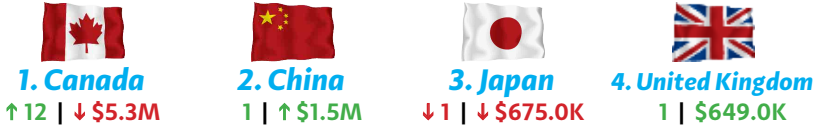
BUYER STATISTICS

HAWAII | JANUARY-MARCH 2019

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS

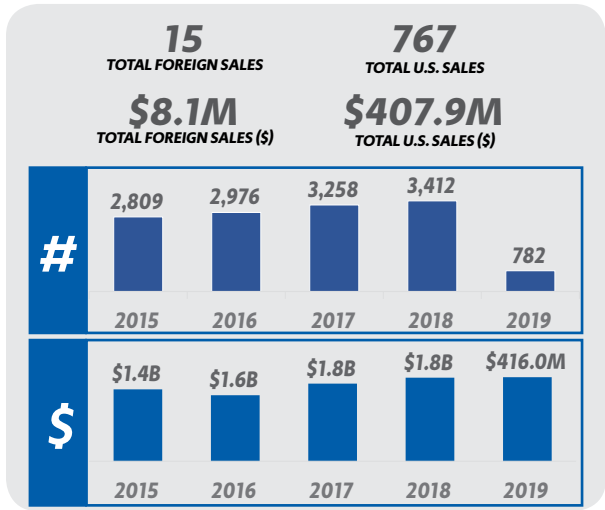


TOP STATES BY NO. OF SALES

- Hawaii (HI) : 457
- California (CA) : 107
- Washington (WA) : 31
- Oregon (OR) : 26
- Nevada (NV) : 16
- Texas (TX) : 14
- Alaska (AK) : 14
- Florida (FL) : 11
- Illinois (IL) : 11
- Colorado (CO) : 10

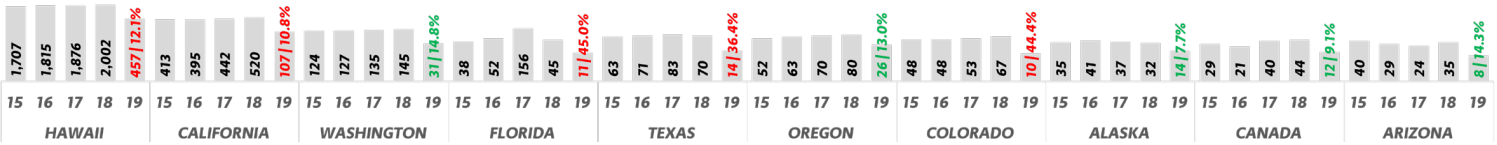
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$172.2M
- California (CA) : \$110.0M
- Washington (WA) : \$19.4M
- Oregon (OR) : \$15.6M
- Wyoming (WY) : \$15.5M
- Colorado (CO) : \$9.9M
- Alaska (AK) : \$9.0M
- Nevada (NV) : \$8.8M
- Florida (FL) : \$7.8M
- Texas (TX) : \$6.2M



Note: YTD values vs. previous years YTD values

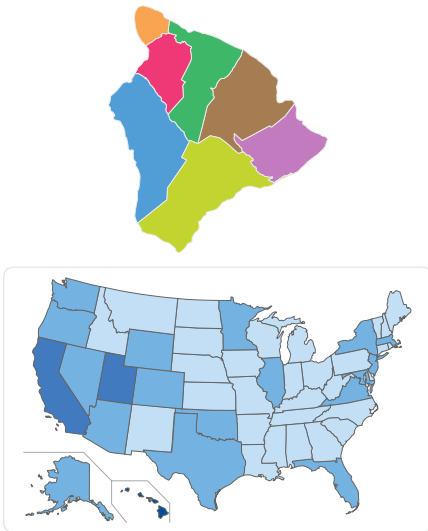
TOP BUYERS BY TOTAL NO. OF SALES (2015 - 2019)



Note: # values vs. same period of previous years

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



■ <\$5M
 ■ \$5M - \$20M
 ■ \$20M - \$40M
 ■ \$40M - \$100M
 ■ >\$100M

KOHALA COAST

↓ 220 | ↓ \$213.6M
 HI (↓ 103 | ↓ \$54.0M)
 CA (↓ 40 | ↓ \$80.3M)
 WA (↑ 14 | ↑ \$12.8M)
 AK (↑ 10 | ↑ \$6.6M)
 OR (↑ 9 | ↑ \$8.6M)
 ↓ 8 | ↓ \$3.7M
 CANADA (↑ 7 | ↓ \$3.0M)
 JAPAN (↓ 1 | ↓ \$675.0K)

KONA

212 | ↓ \$106.9M
 HI (↓ 116 | ↓ \$52.5M)
 CA (↑ 38 | ↓ \$23.0M)
 OR (↓ 9 | ↑ \$5.5M)
 WA (↑ 8 | ↓ \$4.2M)
 NV (↑ 6 | ↑ \$3.0M)
 6 | ↓ \$4.4M
 CANADA (↑ 4 | ↓ \$2.2M)
 CHINA (1 | \$1.5M)
 UNITED KINGDOM (1 | \$649.0K)

PUNA

↓ 161 | ↓ \$32.0M
 HI (↓ 104 | ↓ \$22.1M)
 CA (↓ 17 | ↓ \$2.7M)
 OR (↑ 6 | ↑ \$844.7K)
 WA (6 | ↓ \$834.5K)
 IL (↑ 4 | ↑ \$1.4M)
 ↓ 1 | ↓ \$12.9K
 CANADA (↓ 1 | ↓ \$12.9K)

HILO

↓ 125 | ↑ \$42.4M
 HI (↓ 101 | ↑ \$35.9M)
 CA (8 | ↓ \$2.0M)
 NV (4 | \$773.0K)
 AZ (↑ 3 | ↑ \$605.0K)
 WA (2 | ↑ \$799.9K)

KAU

↓ 25 | ↓ \$4.6M
 HI (↓ 17 | ↓ \$3.2M)
 CA (↑ 2 | ↑ \$455.0K)
 VA (1 | \$264.8K)
 UT (1 | \$201.9K)
 TX (1 | ↑ \$163.6K)

NORTH KOHALA

↓ 13 | ↓ \$5.5M
 HI (↓ 7 | ↓ \$2.1M)
 CA (↓ 2 | ↓ \$1.5M)
 CO (↑ 2 | ↑ \$703.1K)
 WA (1 | ↓ \$750.0K)
 OR (1 | \$450.0K)

HAMAKUA

11 | ↑ \$3.0M
 HI (↑ 9 | ↑ \$2.4M)
 NY (1 | ↑ \$395.0K)
 MN (1 | \$200.0K)

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