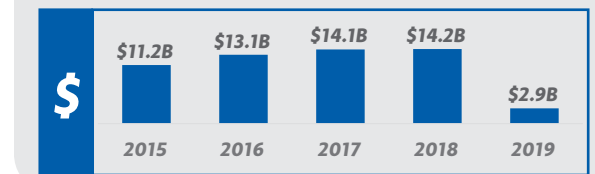
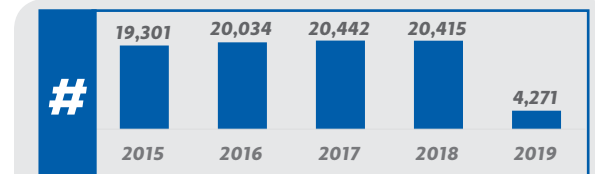
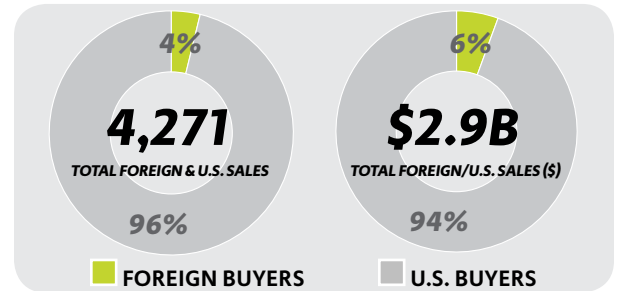
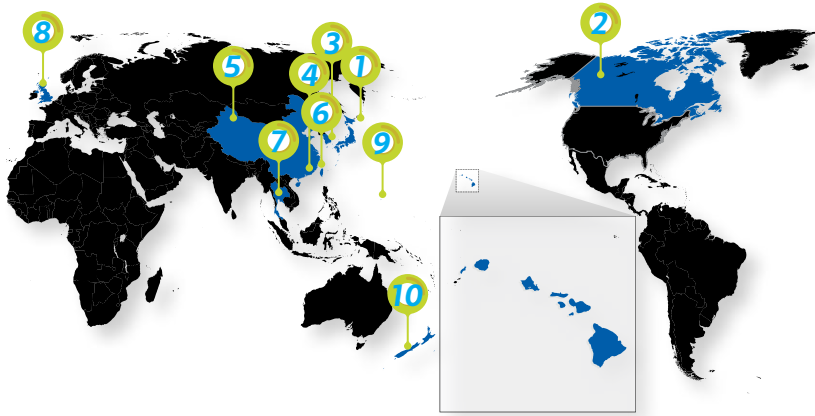


# BUYER STATISTICS

## JANUARY-MARCH 2019

### Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



Note: YTD values vs. previous years YTD values

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

### Top U.S. Buyers of Hawaii Property

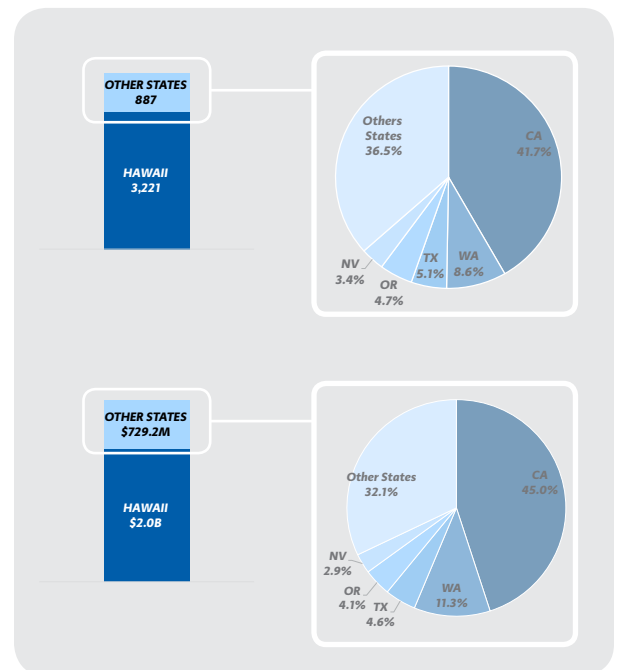
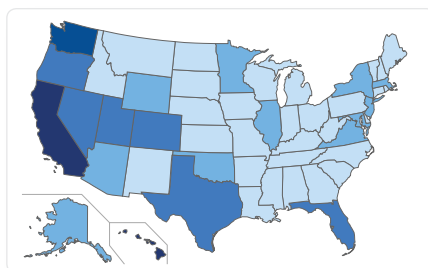
NO. OF SALES | \$ AMOUNT

#### 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



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# BUYER STATISTICS

## MAUI | JANUARY-MARCH 2019

### Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

#### TOP FOREIGN BUYERS

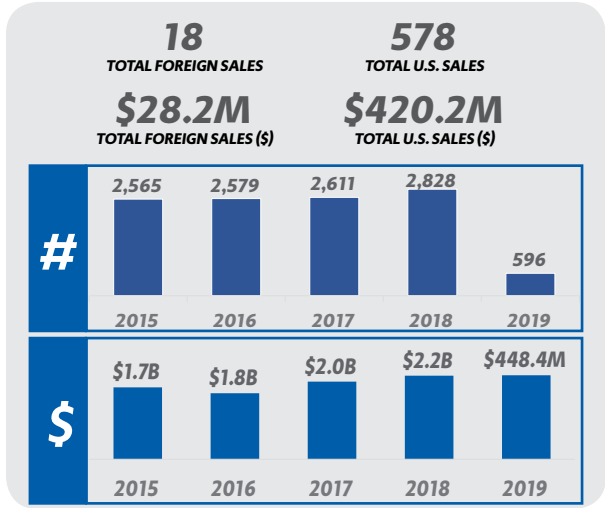


#### TOP STATES BY NO. OF SALES

- Hawaii (HI) : 383
- California (CA) : 72
- Washington (OR) : 27
- Texas (TX) : 12
- Oregon (OR) : 8
- Alaska (AK) : 7
- Colorado (CO) : 7
- Illinois (IL) : 6
- Utah (UT) : 5
- Idaho (ID) : 5

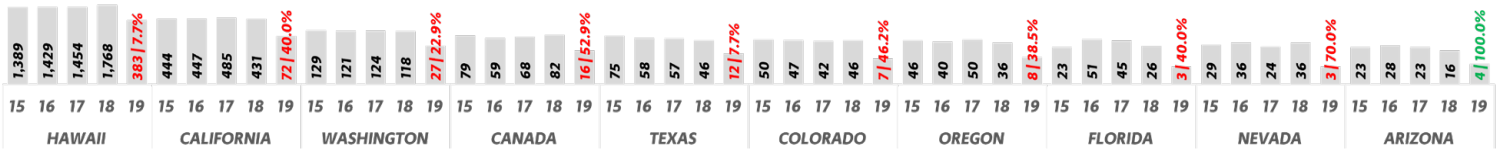
#### TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$227.5M
- California (CA) : \$69.0M
- Washington (WA) : \$42.2M
- Texas (TX) : \$10.3M
- Illinois (IL) : \$6.9M
- Alaska (AK) : \$6.2M
- Colorado (CO) : \$5.7M
- Oregon (OR) : \$5.7M
- Utah (UT) : \$5.2M
- Florida (FL) : \$4.5M



Note: YTD values vs. previous years YTD values

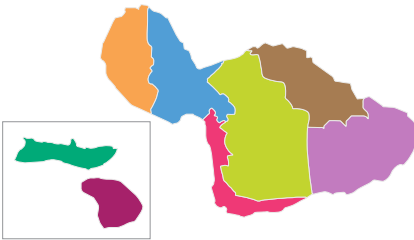
#### TOP BUYERS BY TOTAL NO. OF SALES (2015 - 2019)



Note: # values vs. same period of previous years

### Top Buyers by Region

NO. OF SALES | \$ AMOUNT



#### SOUTHSIDE

↓ 191 | ↓ \$143.9M  
 HI (↓ 106 | ↓ \$68.4M)  
 CA (↓ 30 | ↓ \$26.2M)  
 WA (↓ 14 | ↓ \$15.4M)  
 OR (↓ 5 | ↑ \$4.3M)  
 TX (5 | ↓ \$3.1M)  
 ↓ 11 | ↓ \$16.2M  
 CANADA (↓ 11 | ↓ \$16.2M)

#### WESTSIDE

↓ 138 | ↓ \$120.5M  
 HI (↑ 84 | ↑ \$53.2M)  
 CA (↓ 23 | ↓ \$24.0M)  
 WA (↓ 8 | ↑ \$22.6M)  
 CO (↑ 4 | ↓ \$2.1M)  
 TX (↑ 3 | ↑ \$2.6M)  
 ↓ 4 | ↓ \$3.8M  
 CANADA (↓ 3 | ↓ \$1.2M)  
 JAPAN (1 | \$2.6M)

#### CENTRAL

↓ 131 | ↓ \$70.7M  
 HI (↓ 116 | ↓ \$59.8M)  
 CA (↓ 5 | ↓ \$3.1M)  
 TX (↓ 2 | ↑ \$2.9M)  
 FL (↑ 2 | ↑ \$1.0M)  
 MN (1 | \$962.1K)  
 ↓ 2 | ↓ \$945.0K  
 CANADA (1 | ↑ \$730.0K)  
 THAILAND (1 | \$215.0K)

#### UP COUNTRY

↑ 64 | ↑ \$57.8M  
 HI (↓ 40 | ↓ \$31.3M)  
 CA (↑ 9 | ↓ \$11.6M)  
 IL (4 | \$3.0M)  
 CO (2 | \$3.0M)  
 NY (2 | \$3.0M)  
 1 | \$7.2M  
 CANADA (1 | \$7.2M)

#### MOLOKAI

↑ 27 | ↑ \$7.0M  
 HI (↑ 19 | ↑ \$4.1M)  
 AK (2 | \$849.7K)  
 CA (2 | ↓ \$810.0K)  
 WA (1 | ↑ \$428.0K)  
 NY (1 | \$338.0K)

#### NORTH SHORE

↑ 23 | ↑ \$18.3M  
 HI (↑ 16 | ↓ \$10.2M)  
 CA (↑ 2 | ↑ \$2.8M)  
 WA (↑ 2 | ↑ \$2.2M)  
 AK (1 | \$2.2M)  
 TN (1 | \$710.0K)

#### EAST MAUI

↑ 4 | ↑ \$2.0M  
 HI (↑ 2 | ↓ \$461.0K)  
 TX (1 | \$1.0M)  
 CA (1 | \$505.0K)

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

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