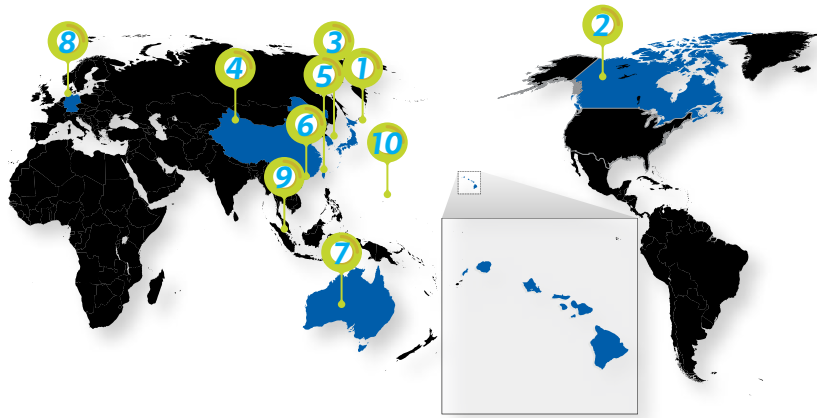


BUYER STATISTICS

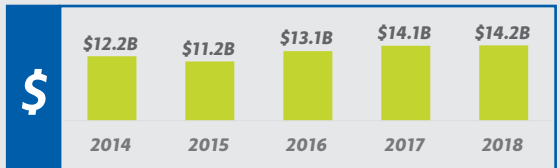
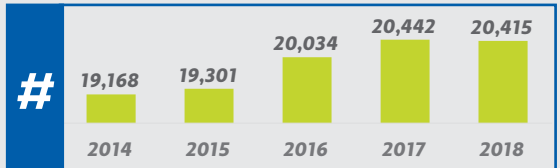
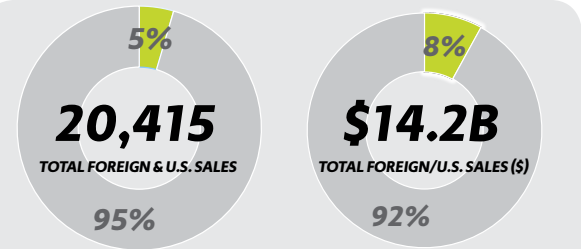
JANUARY-DECEMBER 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



1. Japan	2. Canada	3. Korea	4. China	5. Taiwan
↑ 610 ↑ \$746.1M	↑ 169 ↑ \$200.1M	↑ 28 ↑ \$45.8M	↓ 20 ↓ \$21.5M	↑ 17 ↑ \$17.8M
6. Hong Kong	7. Australia	8. Germany	9. Singapore	10. Guam
↓ 15 ↓ \$22.4M	↑ 15 ↓ \$8.3M	↑ 11 ↑ \$5.1M	↓ 8 ↓ \$23.8M	↑ 8 ↓ \$7.7M



Legend: ■ FOREIGN BUYERS ■ U.S. BUYERS
 Note: YTD values vs. previous years YTD values

Top U.S. Buyers of Hawaii Property

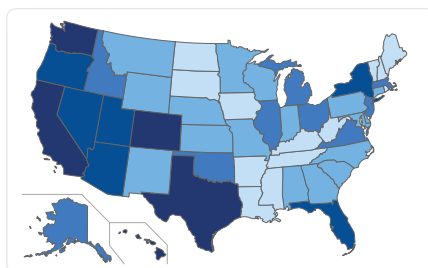
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

- Hawaii (HI) : 15,530
- California (CA) : 1,692
- Washington (WA) : 382
- Texas (TX) : 232
- Colorado (CO) : 172
- Oregon (OR) : 160
- Florida (FL) : 131
- Nevada (NV) : 110
- Utah (UT) : 94
- Arizona (AZ) : 89

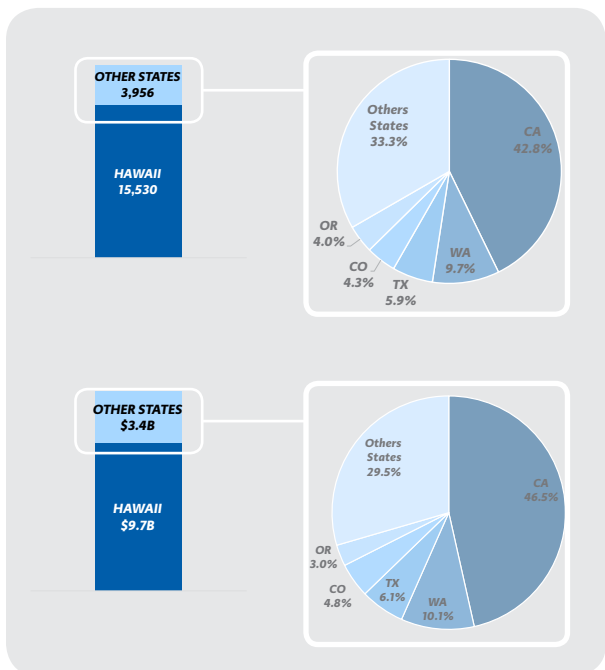
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$9.7B
- California (CA) : \$1.6B
- Washington (WA) : \$340.1M
- Texas (TX) : \$205.2M
- Colorado (CO) : \$160.3M
- Oregon (OR) : \$99.1M
- Utah (UT) : \$96.1M
- Nevada (NV) : \$92.0M
- New York (NY) : \$77.6M
- Florida (FL) : \$71.7M



Legend for sales volume by price range:

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



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BUYER STATISTICS

HAWAII | JANUARY-DECEMBER 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



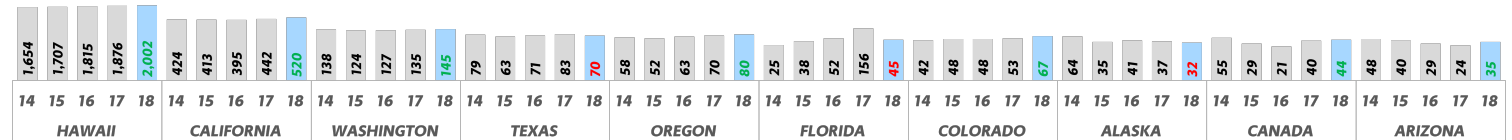
TOP STATES BY NO. OF SALES

- Hawaii (HI) : **2,002**
- California (CA) : **520**
- Washington (WA) : **145**
- Oregon (OR) : **80**
- Texas (TX) : **70**
- Colorado (CO) : **67**
- Florida (FL) : **45**
- Arizona (AZ) : **35**
- Alaska (AK) : **32**
- Nevada (NV) : **30**

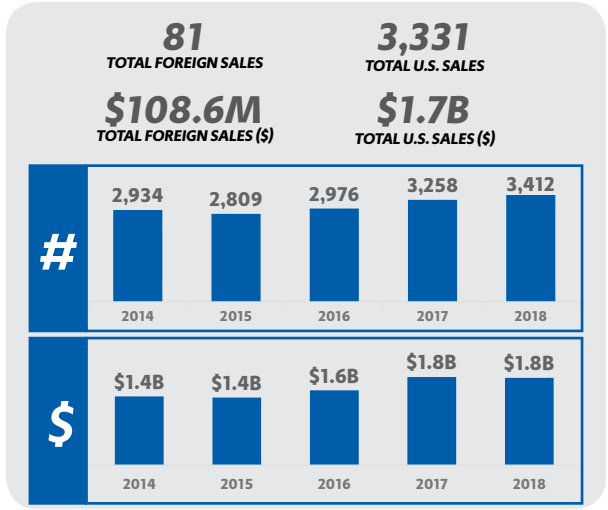
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$786.1M**
- California (CA) : **\$422.3M**
- Washington (WA) : **\$108.2M**
- Colorado (CO) : **\$47.2M**
- Oregon (OR) : **\$43.3M**
- Texas (TX) : **\$41.9M**
- Arizona (AZ) : **\$20.5M**
- Nevada (NV) : **\$19.5M**
- New Jersey (NJ) : **\$18.5M**
- Alaska (AK) : **\$16.3M**

TOP BUYERS BY TOTAL NO. OF SALES (2014 - 2018)



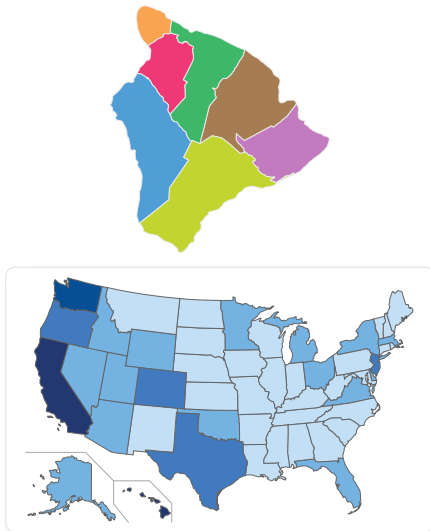
Note: # values vs. same period of previous years



Note: YTD values vs. previous years YTD values

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



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

KOHALA COAST

↓ 934 | ↓ \$859.0M
 HI (↑ 473 | ↑ \$304.5M)
 CA (↑ 189 | ↓ \$266.7M)
 WA (↑ 56 | ↓ \$66.9M)
 OR (↑ 30 | ↓ \$28.5M)
 TX (↓ 19 | ↓ \$24.2M)

↑ 42 | ↑ \$89.2M
 CANADA (↑ 27 | ↑ \$56.9M)
 JAPAN (↑ 10 | ↑ \$22.7M)
 CHINA (1 | \$5.3M)
 GUAM (1 | \$1.3M)
 SINGAPORE (1 | \$1.2M)

KONA

↑ 898 | ↑ \$451.8M
 HI (↑ 471 | ↑ \$212.1M)
 CA (↑ 181 | ↑ \$101.3M)
 WA (↓ 51 | ↑ \$29.1M)
 OR (↑ 31 | ↓ \$11.2M)
 CO (↑ 30 | ↑ \$24.8M)

↑ 21 | ↑ \$16.8M
 CANADA (↑ 10 | ↑ \$7.1M)
 JAPAN (6 | ↑ \$7.6M)
 AUSTRALIA (2 | \$785.4K)
 BELGIUM (1 | \$565.0K)
 FRANCE (1 | \$540.0K)

PUNA

↑ 691 | ↑ \$138.1M
 HI (↓ 437 | ↓ \$82.0M)
 CA (↑ 89 | ↑ \$23.8M)
 WA (20 | ↑ \$4.2M)
 OR (↓ 16 | ↓ \$2.9M)
 TX (↓ 16 | ↓ \$2.7M)

↑ 12 | ↓ \$725.4K
 CANADA (6 | ↓ \$213.5K)
 JAPAN (2 | ↓ \$282.0K)
 GERMANY (2 | \$173.9K)
 FRANCE (1 | \$30.0K)
 CHINA (1 | \$26.0K)

HILO

↑ 575 | ↑ \$178.0M
 HI (↑ 465 | ↑ \$138.7M)
 CA (↑ 38 | ↑ \$14.7M)
 TX (↑ 11 | ↑ \$2.8M)
 WA (↑ 10 | ↑ \$4.3M)
 FL (↓ 7 | ↓ \$1.9M)

↓ 3 | ↓ \$1.1M
 JAPAN (1 | ↓ \$532.5K)
 AUSTRALIA (1 | ↑ \$348.4K)
 SWITZERLAND (1 | \$195.0K)

KAU

↑ 114 | ↑ \$25.8M
 HI (↑ 81 | ↑ \$18.0M)
 CA (↑ 10 | ↑ \$2.9M)
 WA (3 | ↑ \$839.0K)
 AZ (↑ 3 | ↑ \$744.8K)
 TX (↓ 3 | ↓ \$291.1K)

3 | \$754.9K
 JAPAN (1 | \$389.0K)
 GERMANY (1 | \$314.9K)
 CANADA (1 | \$51.0K)

NORTH KOHALA

↑ 65 | ↑ \$48.9M
 HI (↑ 36 | ↑ \$18.0M)
 CA (↑ 10 | ↑ \$11.7M)
 WA (↑ 4 | ↓ \$2.7M)
 MI (↑ 2 | ↑ \$5.7M)
 AK (↓ 2 | ↓ \$1.9M)

HAMAKUA

↑ 54 | ↑ \$19.1M
 HI (↑ 39 | ↑ \$12.8M)
 CA (↓ 3 | ↓ \$1.2M)
 PA (2 | \$1.0M)
 FL (2 | ↑ \$946.0K)
 AZ (1 | \$835.0K)

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