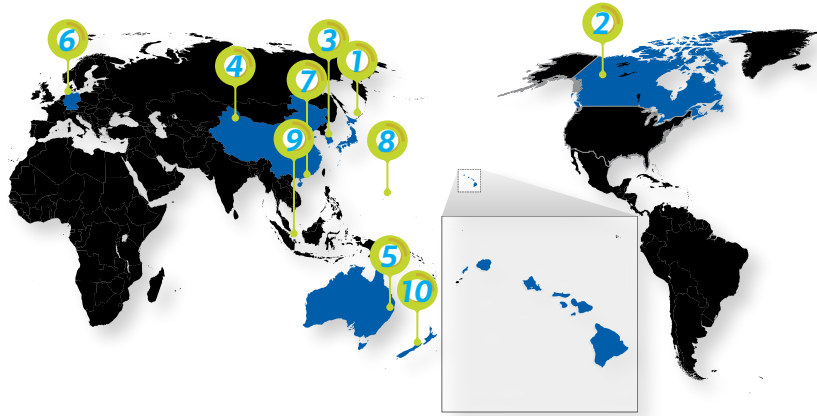


BUYER STATISTICS

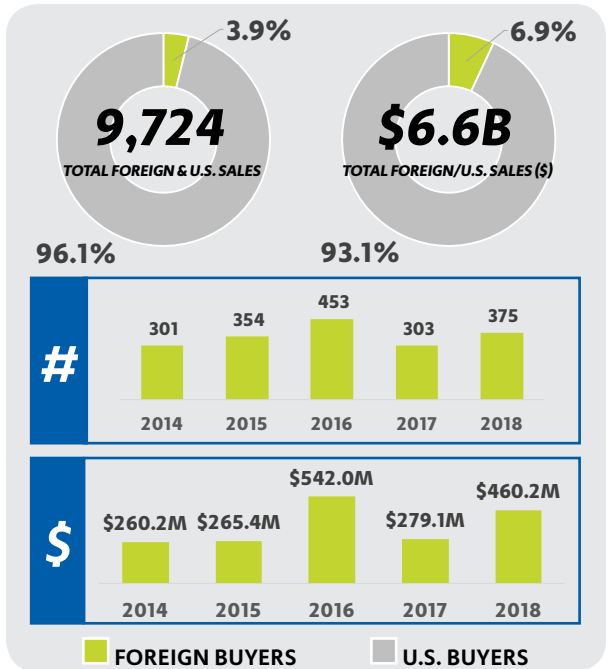
JANUARY-JUNE 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



1. Japan	2. Canada	3. Korea	4. China	5. Australia
↑ 204 ↑ \$256.5M	↑ 114 ↑ \$136.0M	↓ 9 ↑ \$12.1M	↓ 7 ↓ \$5.5M	↑ 7 ↓ \$4.4M
6. Germany	7. Hong Kong	8. Guam	9. Singapore	10. New Zealand
↑ 7 ↑ \$3.4M	5 ↑ \$9.3M	↑ 5 ↑ \$5.2M	↓ 3 ↑ \$17.4M	↑ 3 ↑ \$1.8M



Top U.S. Buyers of Hawaii Property

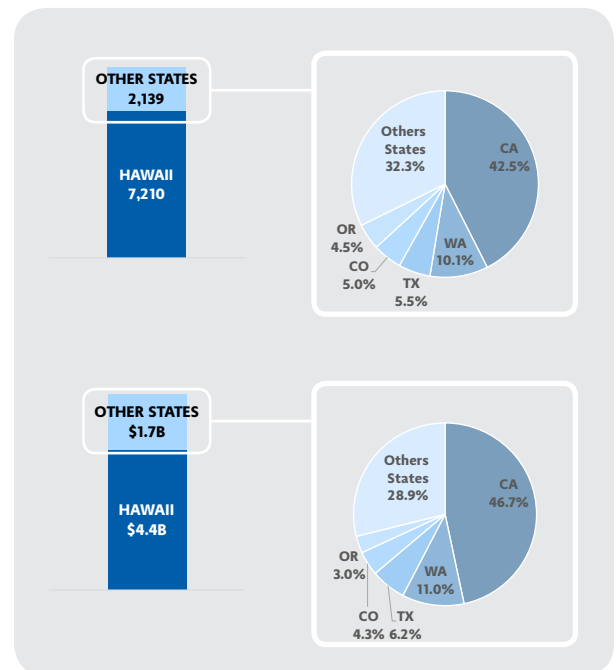
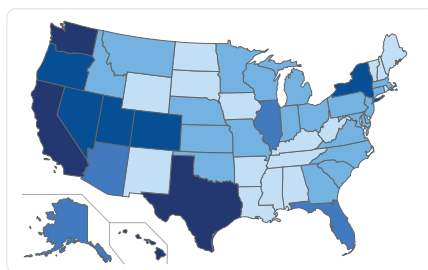
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

- Hawaii (HI) : 7,210**
- California (CA) : 910
- Washington (WA) : 215
- Texas (TX) : 118
- Colorado (CO) : 108
- Oregon (OR) : 97
- Florida (FL) : 67
- Nevada (NV) : 53
- Utah (UT) : 46
- New York (NY) : 45

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$4.4B**
- California (CA) : \$813.4M
- Washington (WA) : \$191.0M
- Texas (TX) : \$108.0M
- Colorado (CO) : \$74.8M
- Oregon (OR) : \$52.6M
- New York (NY) : \$50.1M
- Utah (UT) : \$43.8M
- Nevada (NV) : \$40.2M
- Florida (FL) : \$35.2M



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BUYER STATISTICS

KAUAI | JANUARY-JUNE 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



1. Japan
2 | \$1.9M



2. South Africa
2 | \$792.0K



3. Jersey
1 | \$4.4M



4. Canada
↓ 1 | ↓ \$1.3M

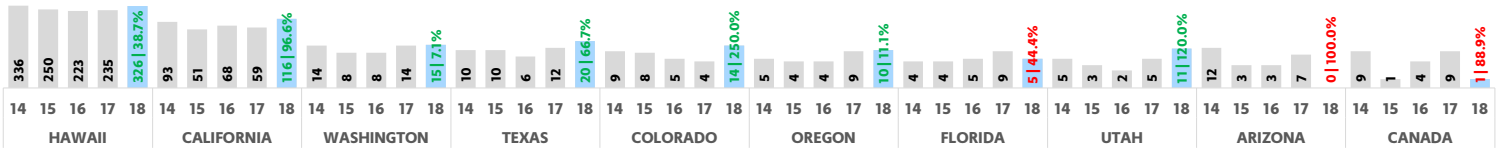
TOP STATES BY NO. OF SALES

- Hawaii (HI) : 326**
- California (CA) : 116
- Texas (TX) : 20
- Washington (WA) : 15
- Colorado (CO) : 14
- Utah (UT) : 11
- Oregon (OR) : 10
- Alaska (AK) : 6
- Florida (FL) : 5
- New York (NY) : 5

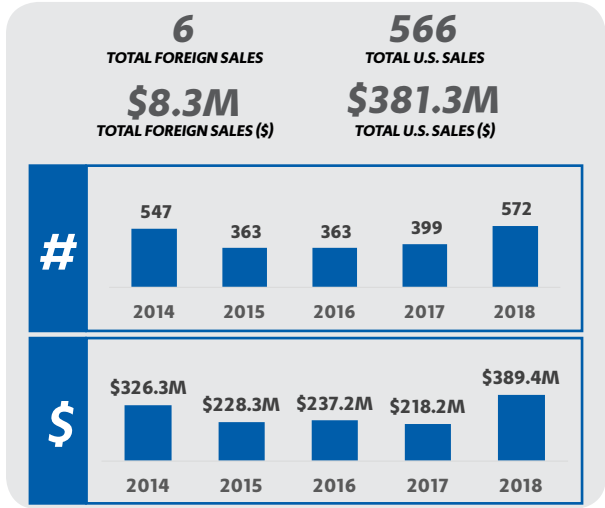
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$177.7M**
- California (CA) : \$101.2M
- Texas (TX) : \$33.9M
- Washington (WA) : \$11.0M
- Oregon (OR) : \$8.0M
- Colorado (CO) : \$7.1M
- Utah (UT) : \$7.0M
- New York (NY) : \$4.2M
- Illinois (IL) : \$3.4M
- Alaska (AK) : \$3.2M

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



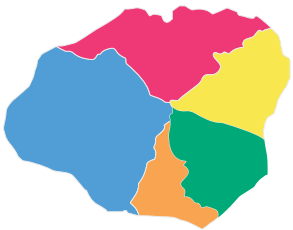
Note: # values vs. same period of previous years



Note: YTD values vs. previous years YTD values

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



LIHUE

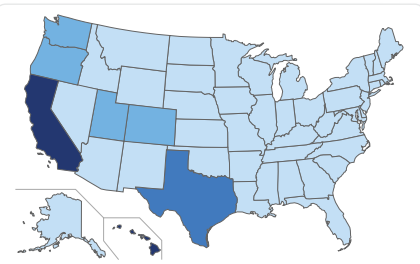
↑ 165 | ↑ \$87.0M
 HI (↑ 112 | ↑ \$50.2M)
 CA (↑ 32 | ↑ \$15.9M)
 TX (↑ 6 | ↑ \$15.8M)
 AK (↑ 2 | ↑ \$1.2M)
 CO (2 | \$379.5K)

KOLOA

↑ 158 | ↑ \$113.1M
 HI (↑ 79 | ↑ \$42.9M)
 CA (↑ 31 | ↑ \$33.2M)
 WA (↑ 7 | ↓ \$5.7M)
 UT (↑ 6 | ↑ \$4.8M)
 TX (↑ 6 | ↑ \$3.4M)

WAIMEA

↑ 25 | ↑ \$11.7M
 HI (↑ 20 | ↑ \$9.5M)
 CA (3 | ↑ \$1.4M)
 FL (1 | \$580.0K)
 VA (1 | \$290.3K)



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

KAWAIIHAU

↑ 111 | ↑ \$64.2M
 HI (↑ 73 | ↑ \$38.2M)
 CA (↑ 15 | ↑ \$9.4M)
 OR (↑ 4 | ↑ \$1.9M)
 TX (↓ 2 | ↑ \$5.1M)
 ID (↓ 2 | ↓ \$1.5M)
 SOUTH AFRICA (2 | \$792.0K)
 JAPAN (1 | \$1.1M)

HANAIEI

↑ 107 | ↑ \$105.3M
 HI (↑ 42 | ↑ \$36.9M)
 CA (↑ 35 | ↑ \$41.4M)
 TX (↑ 6 | ↑ \$9.6M)
 CO (↑ 6 | ↑ \$3.8M)
 WA (↑ 5 | ↑ \$3.5M)
 JERSEY (1 | \$4.4M)
 CANADA (↓ 1 | ↓ \$1.3M)
 JAPAN (1 | \$849.0K)

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