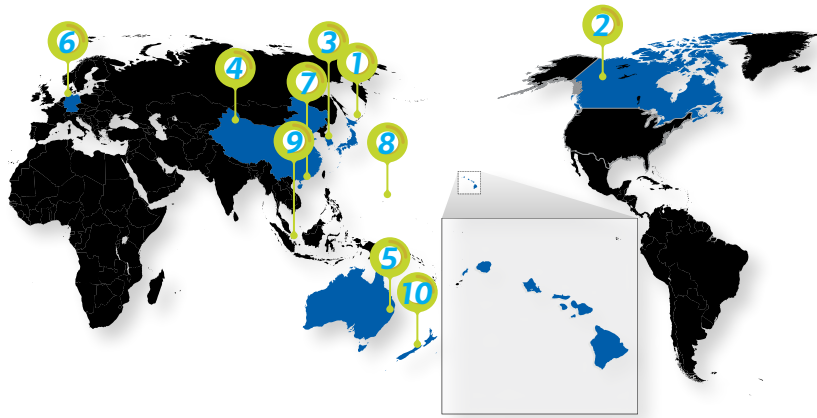


BUYER STATISTICS

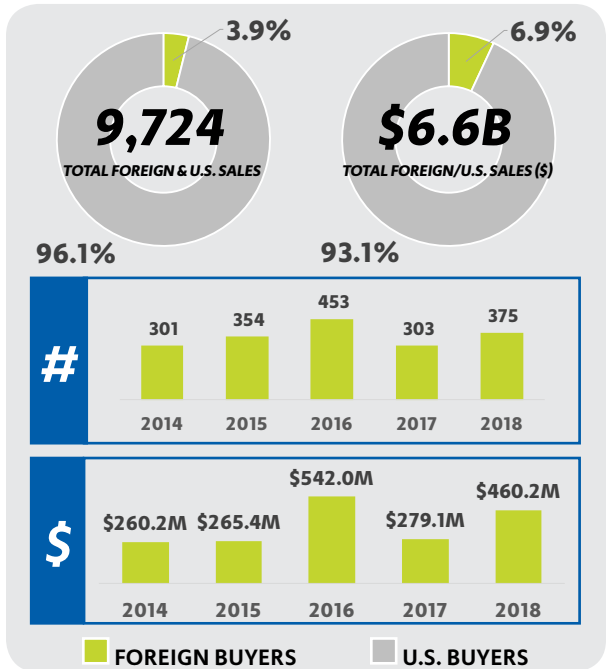
JANUARY-JUNE 2018

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

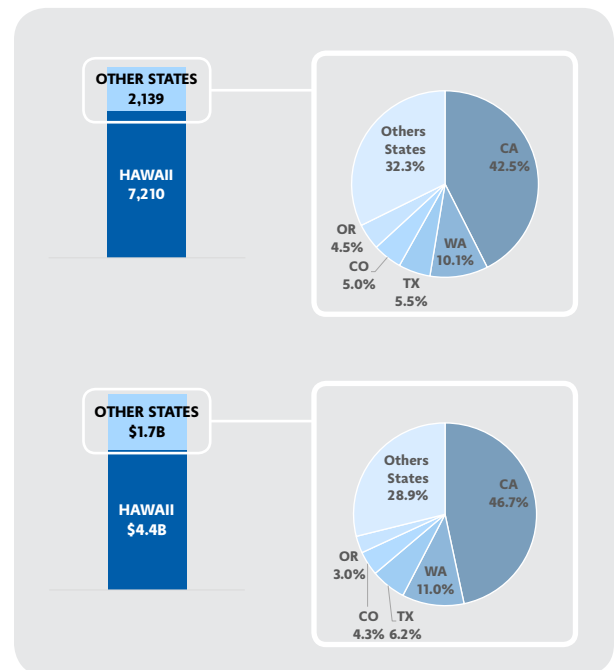
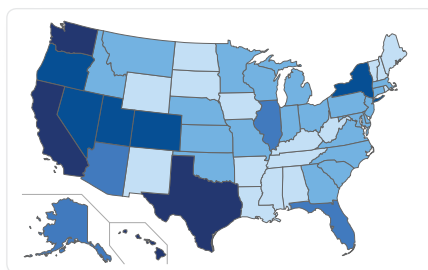
NO. OF SALES | \$ AMOUNT

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

MAUI | JANUARY-JUNE 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



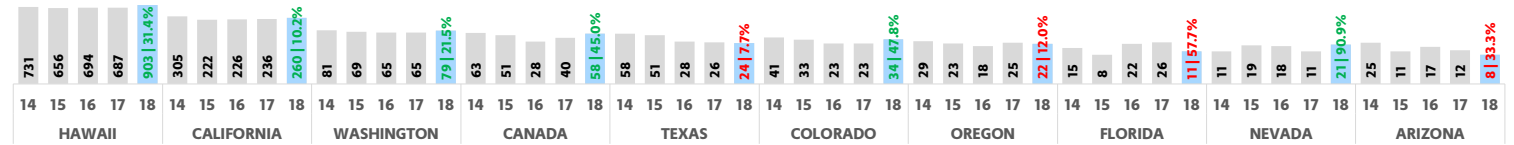
TOP STATES BY NO. OF SALES

- Hawaii (HI) : 903**
- California (CA) : 260
- Washington (WA) : 79
- Colorado (CO) : 34
- Texas (TX) : 24
- Oregon (OR) : 22
- Nevada (NV) : 21
- Utah (UT) : 12
- Illinois (IL) : 12
- Florida (FL) : 11

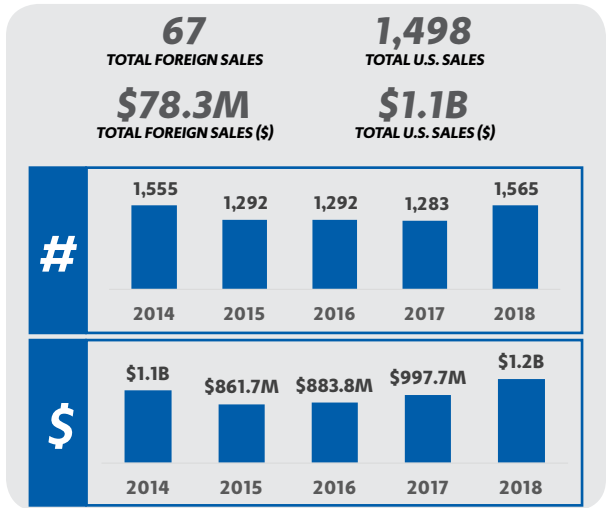
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$557.6M**
- California (CA) : \$254.9M
- Washington (WA) : \$76.1M
- Colorado (CO) : \$30.2M
- Texas (TX) : \$21.7M
- Nevada (NV) : \$17.0M
- Illinois (IL) : \$16.7M
- Utah (UT) : \$15.7M
- Oregon (OR) : \$14.2M
- Arizona (AZ) : \$13.6M

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



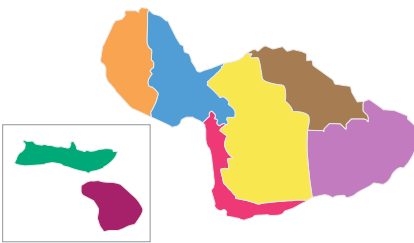
Note: # values vs. same period of previous years



Note: YTD values vs. previous years YTD values

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



SOUTHSIDE

↑509 | ↑\$395.2M
 HI (↑265 | ↑\$166.0M)
 CA (↑101 | ↑\$99.0M)
 WA (↑39 | ↑\$38.3M)
 CO (↑19 | ↑\$13.1M)
 NV (↑11 | ↑\$12.2M)
 ↑35 | ↑\$46.2M
 CANADA (↑33 | ↑\$41.3M)
 JAPAN (↓2 | ↑\$4.8M)

WESTSIDE

↑357 | ↑\$330.3M
 HI (↑131 | ↑\$95.9M)
 CA (↓112 | ↑\$109.5M)
 WA (↑31 | ↑\$31.8M)
 OR (↑11 | ↓\$7.3M)
 CO (↑8 | ↑\$13.2M)
 ↑25 | ↑\$27.7M
 CANADA (↑20 | ↑\$24.0M)
 GERMANY (2 | ↑\$1.3M)
 AUSTRALIA (↑2 | ↑\$1.3M)
 JAPAN (1 | ↓\$1.1M)

CENTRAL

↑367 | ↑\$206.7M
 HI (↑308 | ↑\$174.7M)
 CA (↑23 | ↑\$11.9M)
 CO (↑5 | ↑\$2.3M)
 TX (↓5 | ↓\$2.0M)
 MI (↑4 | ↑\$2.3M)
 4 | \$2.0M
 CANADA (2 | \$603.4K)
 HONG KONG (1 | \$925.0K)
 CHINA (1 | \$504.0K)

UP COUNTRY

↑123 | ↓\$104.2M
 HI (↑100 | ↓\$68.2M)
 CA (↑7 | ↑\$22.5M)
 WA (↑3 | ↓\$2.5M)
 MA (↑2 | ↓\$2.4M)
 WI (2 | ↑\$1.3M)
 1 | ↑\$1.2M
 CANADA (1 | ↑\$1.2M)

MOLOKAI

↑66 | ↑\$17.6M
 HI (↑38 | ↑\$11.4M)
 CA (↑10 | ↑\$3.3M)
 IN (3 | \$600.0K)
 WA (↓2 | ↓\$209.0K)
 NC (↓1 | ↓\$240.0K)
 ↓1 | ↓\$159.0K
 CANADA (↓1 | ↓\$159.0K)

NORTH SHORE

↑58 | ↑\$45.5M
 HI (↑48 | ↑\$32.9M)
 CA (4 | ↓\$2.5M)
 WA (2 | \$2.0M)
 AK (1 | \$6.4M)
 NY (1 | ↓\$828.0K)
 1 | ↑\$1.1M
 CANADA (1 | ↑\$1.1M)

LANAI

↓12 | ↑\$11.2M
 HI (↓8 | ↓\$4.7M)
 CA (↑3 | ↑\$6.1M)
 AK (1 | \$472.5K)

EAST MAUI

↑6 | ↓\$4.3M
 HI (↑5 | ↑\$3.8M)
 CO (1 | \$450.0K)

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

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