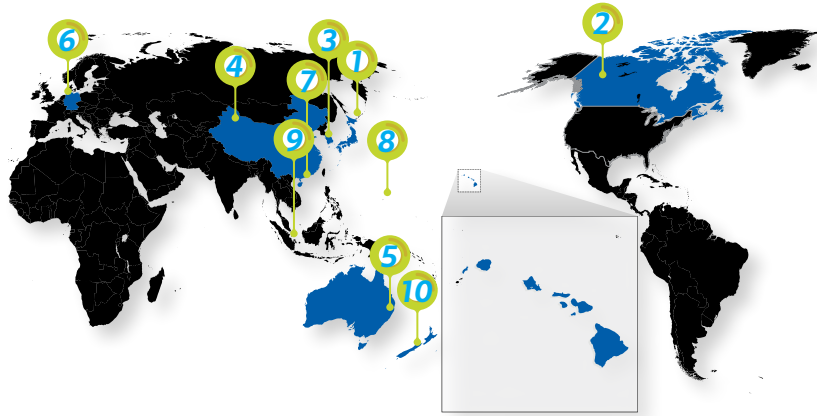


BUYER STATISTICS

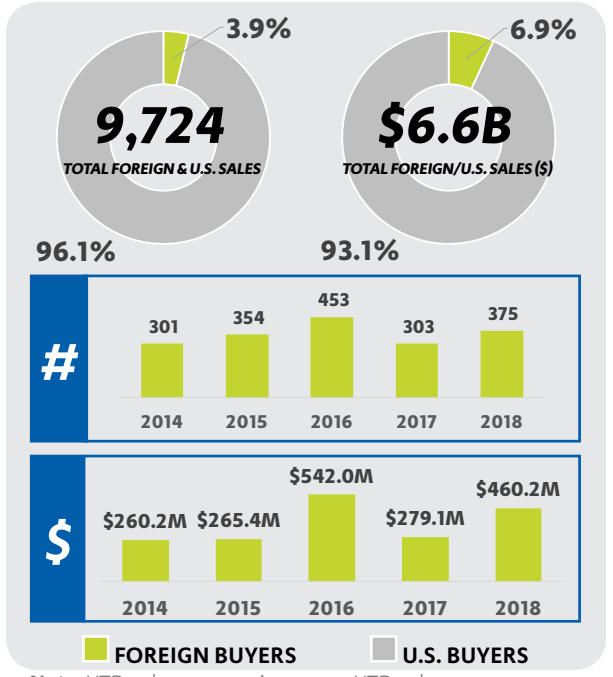
JANUARY-JUNE 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



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



Top U.S. Buyers of Hawaii Property

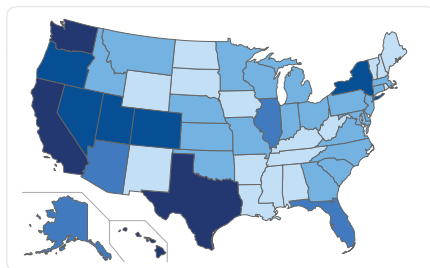
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

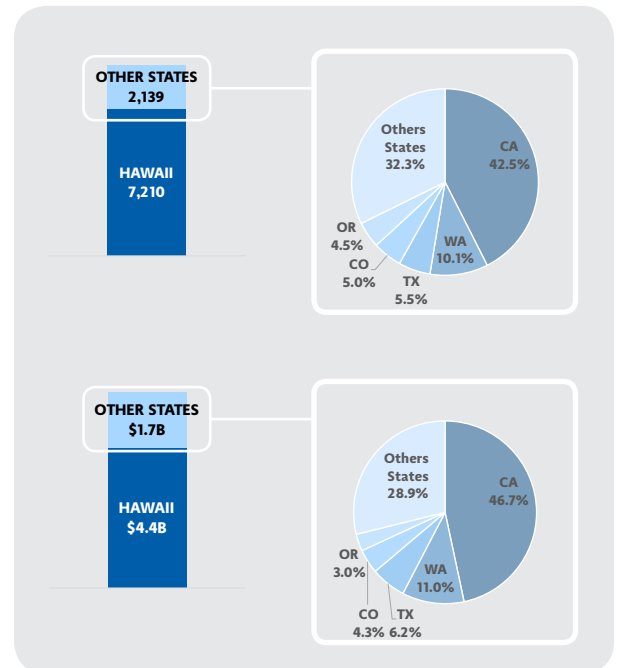
- Hawaii (HI) : **7,210**
- California (CA) : **910**
- Washington (WA) : **215**
- Texas (TX) : **118**
- Colorado (CO) : **108**
- Oregon (OR) : **97**
- Florida (FL) : **67**
- Nevada (NV) : **53**
- Utah (UT) : **46**
- New York (NY) : **45**

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**



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



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BUYER STATISTICS

OAHU | JANUARY-JUNE 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



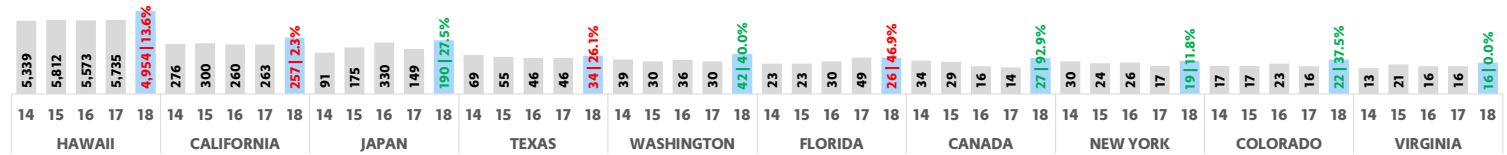
TOP STATES BY NO. OF SALES

- Hawaii (HI) : 4,954**
- California (CA) : 257
- Washington (WA) : 42
- Texas (TX) : 34
- Florida (FL) : 26
- Colorado (CO) : 22
- New York (NY) : 19
- Oregon (OR) : 17
- Virginia (VA) : 16
- Nevada (NV) : 14

TOP STATES BY \$ AMOUNT

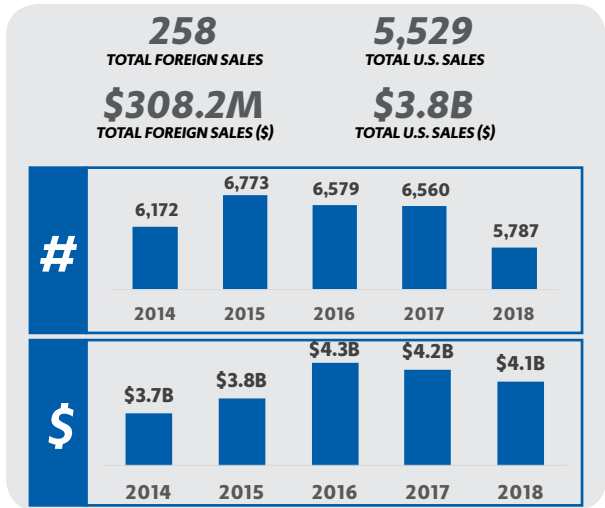
- Hawaii (HI) : \$3.3B**
- California (CA) : \$221.9M
- Washington (WA) : \$41.8M
- New York (NY) : \$29.2M
- Texas (TX) : \$25.8M
- Florida (FL) : \$16.6M
- Utah (UT) : \$14.9M
- Nevada (NV) : \$11.6M
- Virginia (VA) : \$11.0M
- Colorado (CO) : \$10.8M

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



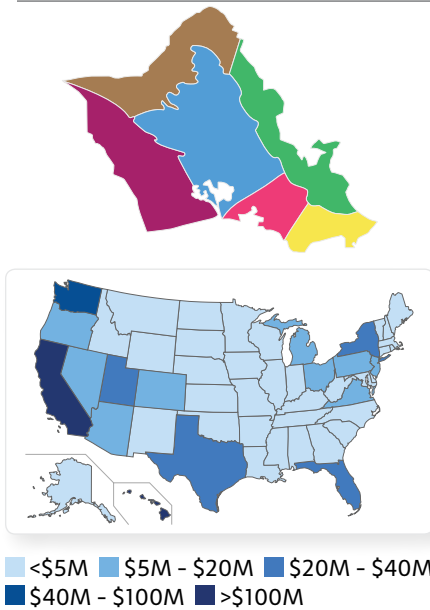
Note: YTD values vs. previous years YTD values

Note: # values vs. same period of previous years

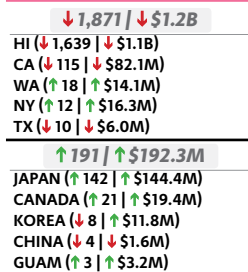


Top Buyers by Region

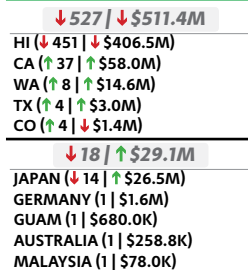
NO. OF SALES | \$ AMOUNT



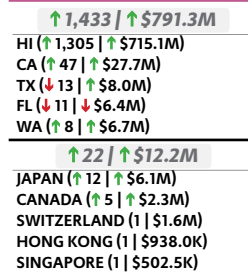
HONOLULU



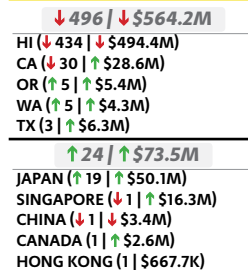
WINDWARD



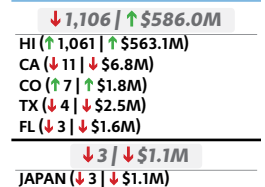
LEEWARD



EAST HONOLULU



CENTRAL



NORTH SHORE



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