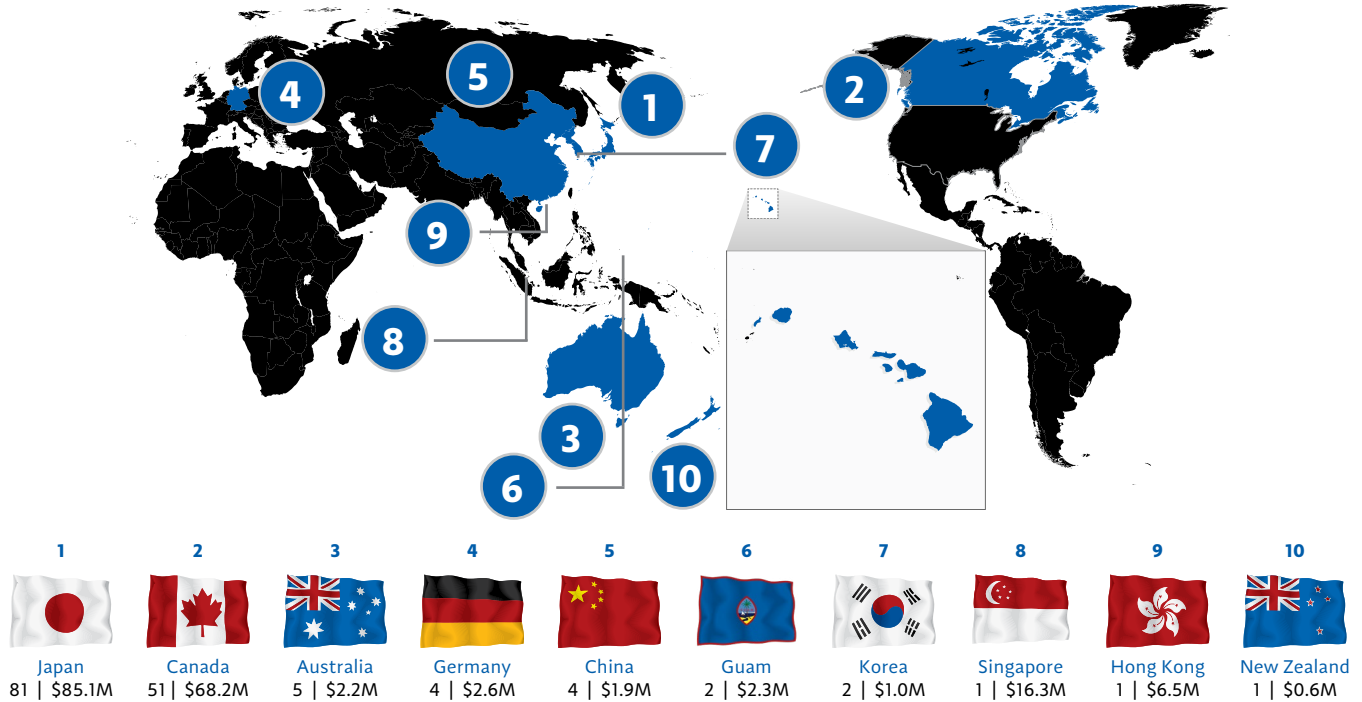


BUYER STATISTICS

JAN-MAR 2018

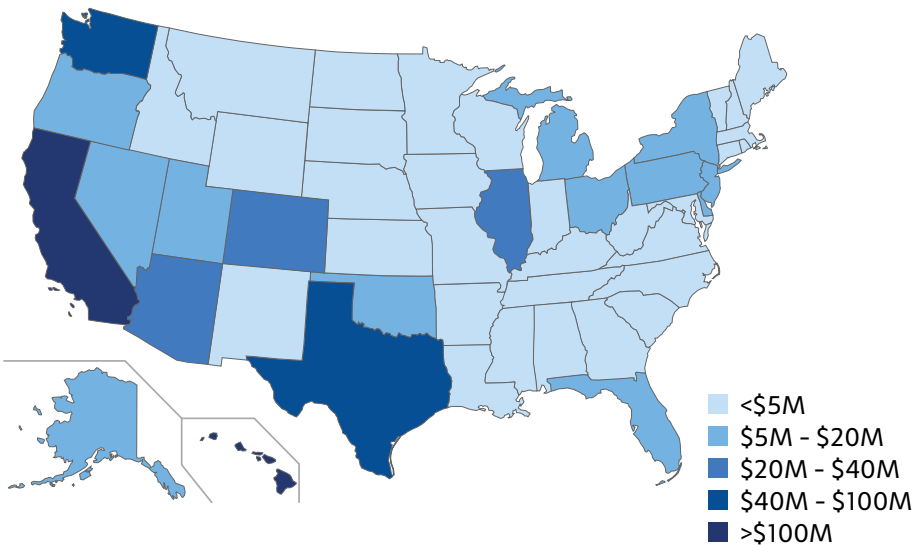
Top Foreign Buyers of Hawaii Property

No. Purchases | \$ Amount



Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



Top 10 States

(By No. of Units Sold)

1. Hawaii (2,268 | \$1.4B)
2. California (304 | \$290.1M)
3. Washington (67 | \$57.1M)
4. Texas (56 | \$71.2M)
5. Colorado (34 | \$28.9M)
6. Florida (33 | \$14.6M)
7. Oregon (29 | \$16.3M)
8. New York (16 | \$16.3M)
9. Oklahoma (16 | \$7.8M)
10. Alaska (16 | \$6.7M)

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BUYER STATISTICS

JAN-MAR 2018

HAWAII ISLAND

Top Foreign and U.S. Buyers of Hawaii Island Property

FOREIGN



1. Canada
8 | \$22.8M



2. Japan
5 | \$14.6M



3. Australia
1 | \$0.7M



4. Switzerland
1 | \$0.2M

U.S.

KOHALA COAST

196

\$220.5M

1. Hawaii (386 | \$154.1M)
2. California (86 | \$82.3M)
3. Washington (22 | \$13.3M)
4. Texas (21 | \$7.8M)

KONA

152

\$76.0M

PUNA

129

\$23.0M

HILO

111

\$26.1M

5. Florida (18 | \$6.5M)
6. Colorado (12 | \$11.4M)
7. Oregon (12 | \$5.0M)
8. Alaska (10 | \$4.4M)

KAU

19

\$3.3M

NORTH KOHALA

15

\$10.4M

9. Arizona (7 | \$31.3M)
10. Oklahoma (7 | \$2.9M)
11. Virginia (5 | \$1.6M)
12. Ohio (4 | \$4.7M)

HAMAKUA

11

\$2.8M

North Kohala

1. Hawaii (7 | \$2.9M)
2. California (4 | \$3.4M)
3. Alaska (2 | \$1.9M)
4. Pennsylvania (1 | \$1.2M)
5. Washington (1 | \$1.1M)

South Kohala

1. Canada (5 | \$20.4M)
2. Japan (3 | \$11.7M)
1. Hawaii (95 | \$73.5M)
2. California (42 | \$61.0M)
3. Washington (10 | \$7.6M)
4. Colorado (5 | \$6.6M)
5. Texas (5 | \$3.2M)

Kona

1. Canada (2 | \$2.2M)
2. Japan (1 | \$2.6M)
3. Australia (1 | \$0.7M)

1. Hawaii (88 | \$39.3M)
2. California (23 | \$13.7M)
3. Washington (6 | \$4.4M)
4. Oregon (6 | \$1.1M)
5. Colorado (5 | \$4.5M)

Kau

1. Japan (1 | \$0.4M)

1. Hawaii (14 | \$2.8M)
2. Arizona (1 | \$0.2M)
3. Texas (1 | \$0.1M)
4. Florida (1 | \$0.1M)
5. Minnesota (1 | \$0.1M)

Hamakua

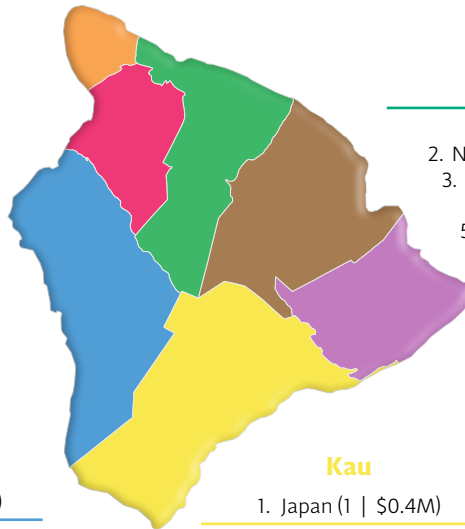
1. Hawaii (7 | \$1.3M)
2. New Hampshire (1 | \$0.7M)
3. Pennsylvania (1 | \$0.5M)
4. Florida (1 | \$0.2M)
5. New York (1 | \$0.1M)

Hilo

1. Switzerland (1 | \$0.2M)
1. Hawaii (96 | \$21.1M)
2. Virginia (2 | \$0.6M)
3. Florida (2 | \$0.6M)
4. Oklahoma (2 | \$0.5M)
5. Texas (2 | \$0.4M)

Puna

1. Canada (1 | \$0.1M)
1. Hawaii (79 | \$13.2M)
2. California (16 | \$3.9M)
3. Texas (8 | \$1.5M)
4. Florida (4 | \$1.1M)
5. Washington (3 | \$0.1M)



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