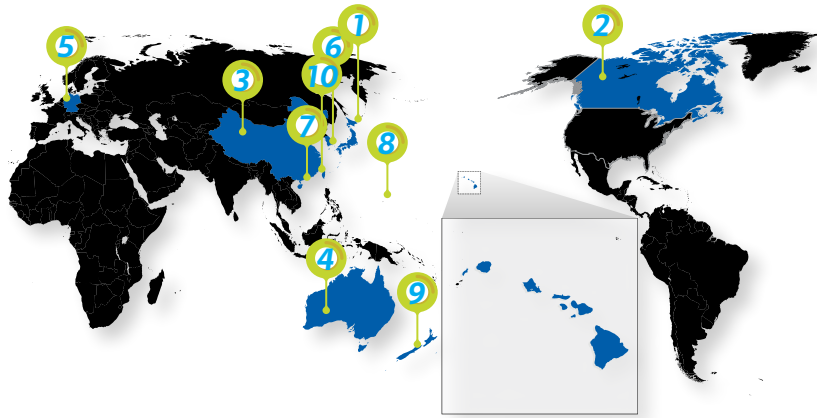


BUYER STATISTICS

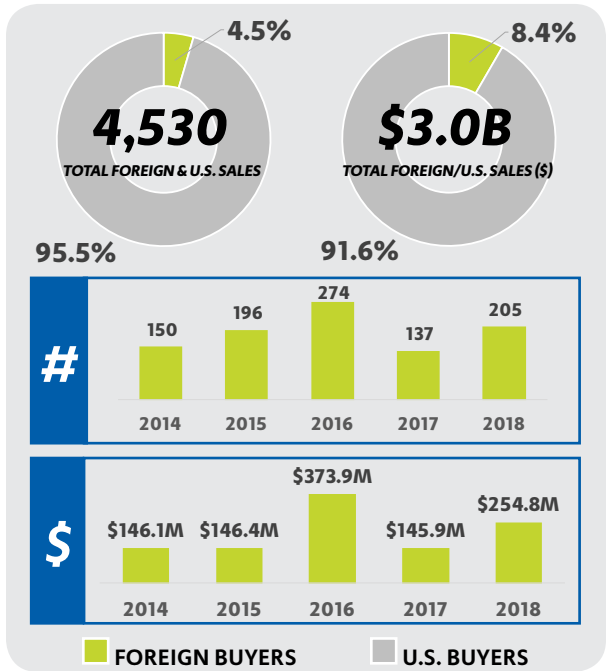
JANUARY-MARCH 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



1. Japan ↑ 110 ↑ \$137.4M	2. Canada ↑ 60 ↑ \$73.3M	3. China 6 ↓ \$5.3M	4. Australia ↑ 5 ↑ \$2.6M	5. Germany ↑ 5 ↑ \$2.6M
6. Korea ↓ 4 ↓ \$2.6M	7. Hong Kong ↑ 3 ↑ \$8.4M	8. Guam ↑ 3 ↑ \$3.0M	9. New Zealand 3 \$1.8M	10. Taiwan ↑ 2 ↑ \$804.0K



Top U.S. Buyers of Hawaii Property

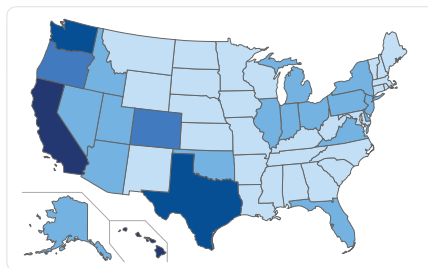
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

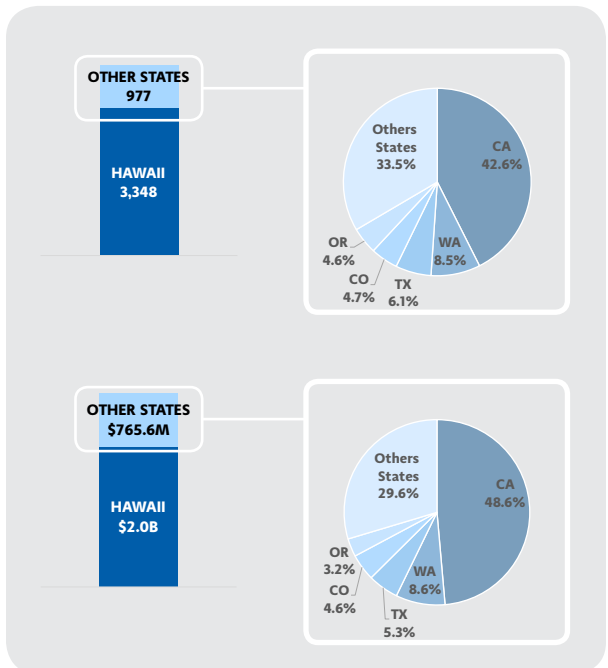
- Hawaii (HI) : **3,348**
- California (CA) : **416**
- Washington (WA) : **83**
- Texas (TX) : **60**
- Colorado (CO) : **46**
- Oregon (OR) : **46**
- Florida (FL) : **39**
- Alaska (AK) : **25**
- New York (NY) : **21**
- Nevada (NV) : **20**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$2.0B**
- California (CA) : **\$372.2M**
- Washington (WA) : **\$65.8M**
- Texas (TX) : **\$40.9M**
- Colorado (CO) : **\$35.6M**
- Oregon (OR) : **\$24.3M**
- New York (NY) : **\$19.9M**
- Nevada (NV) : **\$17.6M**
- Florida (FL) : **\$17.1M**
- Utah (UT) : **\$16.2M**



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



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BUYER STATISTICS

HAWAII | JANUARY-MARCH 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



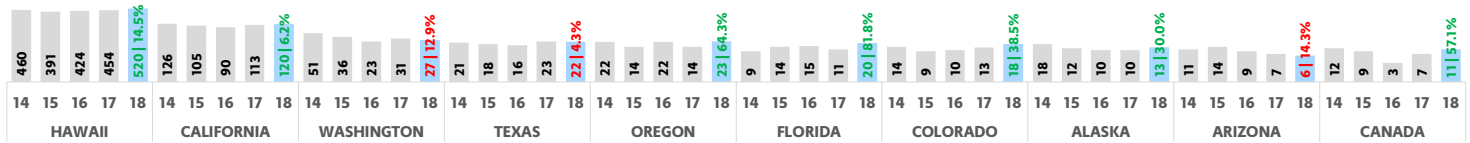
TOP STATES BY NO. OF SALES

- Hawaii (HI) : 520**
- California (CA) : 120
- Washington (WA) : 27
- Oregon (OR) : 23
- Texas (TX) : 22
- Florida (FL) : 20
- Colorado (CO) : 18
- Alaska (AK) : 13
- Oklahoma (OK) : 8
- Arizona (AZ) : 6

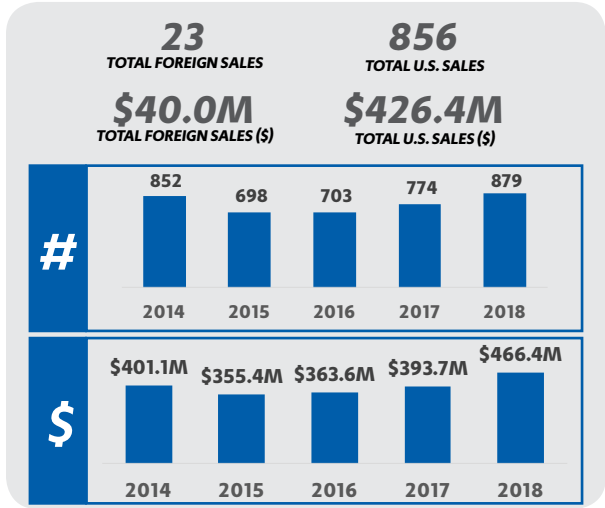
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$198.2M**
- California (CA) : \$103.1M
- Washington (WA) : \$15.6M
- Colorado (CO) : \$14.2M
- Delaware (DE) : \$14.2M
- Oregon (OR) : \$10.3M
- Texas (TX) : \$8.5M
- Florida (FL) : \$6.5M
- Alaska (AK) : \$5.9M
- Ohio (OH) : \$5.2M

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



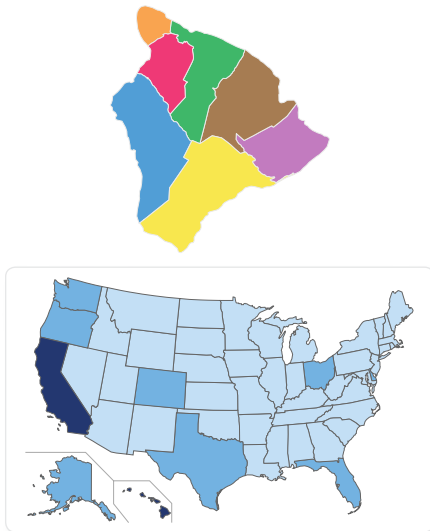
Note: # values vs. same period of previous years



Note: YTD values vs. previous years YTD values

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



KOHALA COAST

↑228 | ↑\$215.0M
 HI (↑111 | ↑\$81.5M)
 CA (↑49 | ↓\$68.1M)
 WA (11 | ↓\$8.0M)
 OR (↑7 | ↑\$6.1M)
 TX (↑6 | ↓\$4.0M)
 ↑9 | ↑\$32.0M
 CANADA (↑6 | ↑\$20.4M)
 JAPAN (↑3 | ↑\$11.7M)

KONA

↓212 | ↑\$110.3M
 HI (↑118 | ↑\$53.2M)
 CA (↓37 | ↑\$23.1M)
 OR (↑10 | ↓\$3.4M)
 CO (↑7 | ↑\$5.9M)
 WA (↓6 | ↓\$4.4M)
 ↑6 | ↑\$7.0M
 CANADA (3 | ↑\$3.2M)
 JAPAN (1 | ↑\$2.6M)
 AUSTRALIA (1 | \$665.0K)
 FRANCE (1 | \$540.0K)

PUNA

↑200 | ↑\$38.5M
 HI (↑125 | ↑\$22.6M)
 CA (↑21 | ↓\$5.2M)
 TX (↑8 | ↑\$1.5M)
 WA (↑6 | ↑\$1.3M)
 FL (↑6 | ↑\$901.6K)
 ↑6 | ↓\$434.4K
 CANADA (↓2 | ↓\$134.5K)
 JAPAN (1 | ↑\$225.0K)
 FRANCE (1 | \$30.0K)
 CHINA (1 | \$26.0K)
 GERMANY (1 | \$18.9K)

HILO

↑151 | ↓\$40.8M
 HI (↑123 | ↓\$30.3M)
 CA (↑8 | ↑\$3.0M)
 MA (2 | \$996.5K)
 WA (↑2 | ↑\$782.8K)
 VA (↑2 | ↑\$612.9K)
 1 | ↑\$195.0K
 SWITZERLAND (1 | \$195.0K)

KAU

↑36 | ↑\$7.4M
 HI (↑27 | ↑\$5.6M)
 CO (1 | ↑\$425.0K)
 OR (1 | \$273.0K)
 CA (1 | \$259.0K)
 AZ (1 | \$180.8K)
 1 | \$389.0K
 JAPAN (1 | \$389.0K)

NORTH KOHALA

↑18 | ↑\$11.5M
 HI (↑9 | ↑\$3.6M)
 CA (4 | \$3.4M)
 AK (2 | \$1.9M)
 PA (1 | \$1.2M)
 WA (1 | ↓\$1.1M)

HAMAKUA

↑11 | ↑\$2.8M
 HI (↑7 | ↓\$1.3M)
 NH (1 | \$680.0K)
 PA (1 | \$512.0K)
 FL (1 | ↓\$196.0K)
 NY (1 | \$130.0K)

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

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