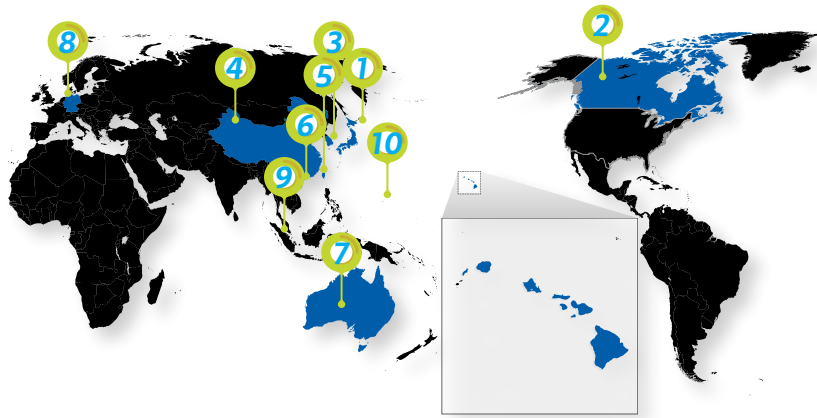


# BUYER STATISTICS

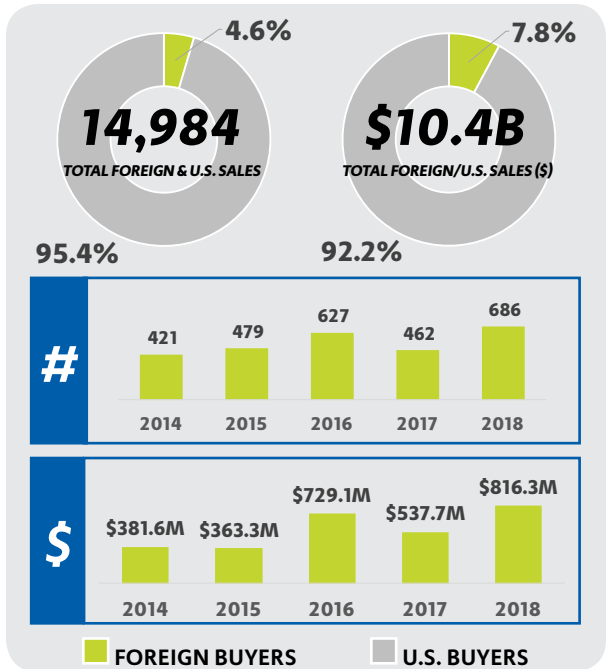
## JANUARY-SEPTEMBER 2018

### Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



<b>1. Japan</b>	<b>2. Canada</b>	<b>3. Korea</b>	<b>4. China</b>	<b>5. Taiwan</b>
↑ 431   ↑ \$504.9M	↑ 139   ↑ \$169.3M	↑ 19   ↑ \$30.0M	↑ 18   ↓ \$19.3M	↑ 14   ↑ \$15.6M
<b>6. Hong Kong</b>	<b>7. Australia</b>	<b>8. Germany</b>	<b>9. Singapore</b>	<b>10. Guam</b>
↓ 12   ↓ \$19.5M	↑ 12   ↑ \$7.6M	↑ 9   ↑ \$4.7M	7   ↓ \$22.6M	↑ 7   ↑ \$6.9M



### Top U.S. Buyers of Hawaii Property

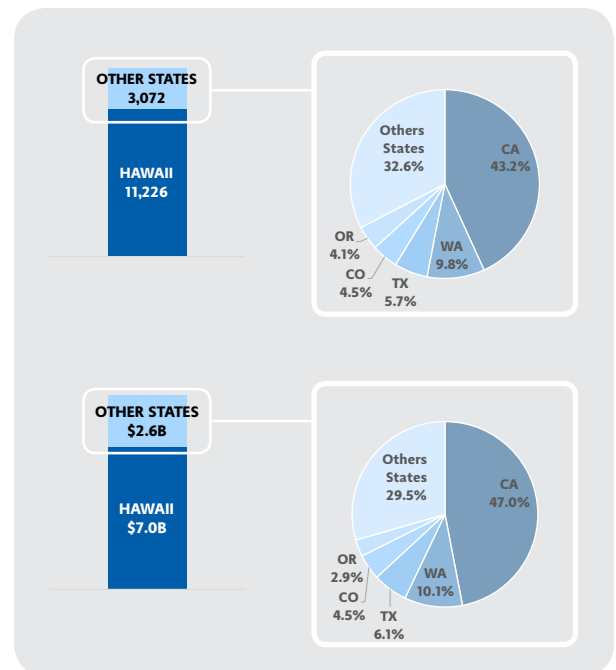
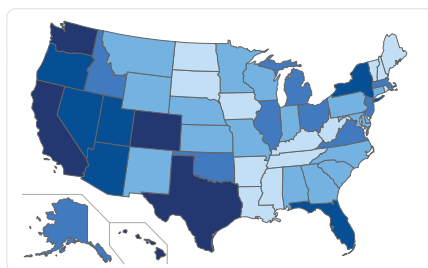
NO. OF SALES | \$ AMOUNT

#### TOP STATES BY NO. OF SALES

- Hawaii (HI) : 11,226**
- California (CA) : 1,327
- Washington (WA) : 302
- Texas (TX) : 175
- Colorado (CO) : 139
- Oregon (OR) : 98
- Florida (FL) : 98
- Nevada (NV) : 73
- Utah (UT) : 70
- New York (NY) : 65

#### TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$7.0B**
- California (CA) : \$1.2B
- Washington (WA) : \$260.4M
- Texas (TX) : \$156.4M
- Colorado (CO) : \$114.9M
- Oregon (OR) : \$75.7M
- Utah (UT) : \$66.0M
- New York (NY) : \$65.0M
- Nevada (NV) : \$59.4M
- Florida (FL) : \$55.8M



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# BUYER STATISTICS

## HAWAII | JANUARY-SEPTEMBER 2018

### Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

#### TOP FOREIGN BUYERS



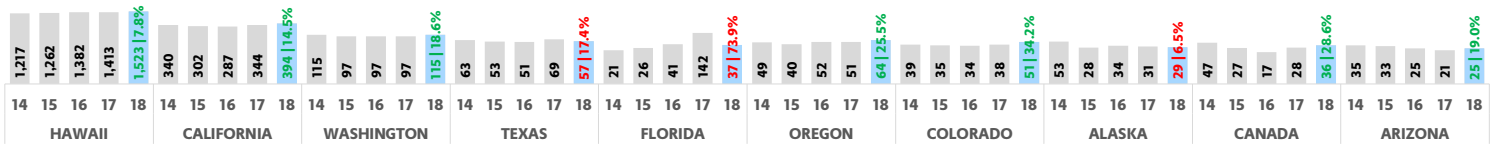
#### TOP STATES BY NO. OF SALES

- Hawaii (HI) : 1,523**
- California (CA) : 394
- Washington (WA) : 115
- Oregon (OR) : 64
- Texas (TX) : 57
- Colorado (CO) : 51
- Florida (FL) : 37
- Alaska (AK) : 29
- Arizona (AZ) : 25
- Oklahoma (OK) : 22

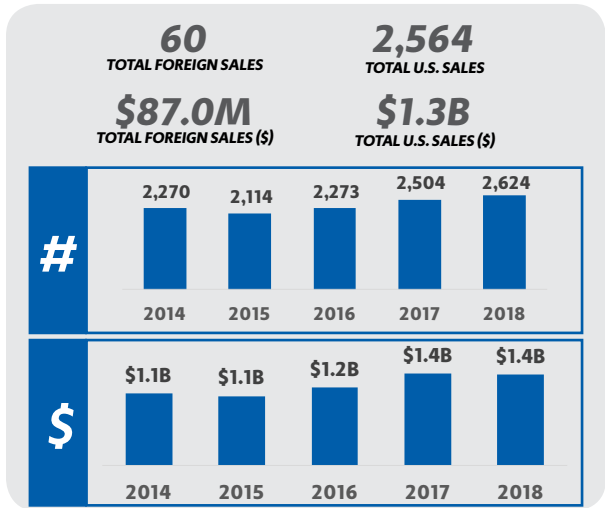
#### TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$596.7M**
- California (CA) : \$312.2M
- Washington (WA) : \$88.5M
- Texas (TX) : \$34.7M
- Colorado (CO) : \$32.1M
- Oregon (OR) : \$30.5M
- New Jersey (NJ) : \$22.1M
- Arizona (AZ) : \$16.3M
- Alaska (AK) : \$15.2M
- New York (NY) : \$15.1M

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



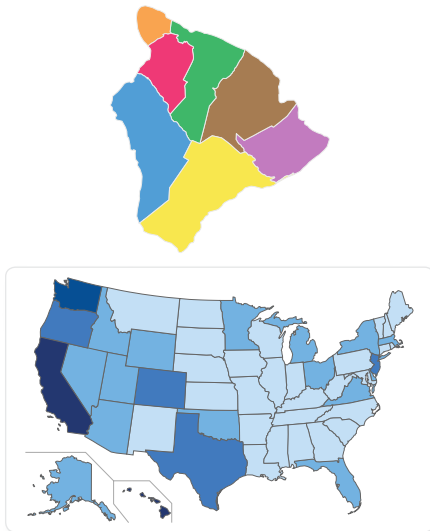
Note: # values vs. same period of previous years



Note: YTD values vs. previous years YTD values

### Top Buyers by Region

NO. OF SALES | \$ AMOUNT



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

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#### KOHALA COAST

↓ 735 | ↓ \$662.9M

- HI (↑ 374 | ↑ \$232.2M)
- CA (↑ 139 | ↓ \$191.0M)
- WA (↑ 45 | ↓ \$55.2M)
- OR (↑ 23 | ↓ \$20.2M)
- TX (↑ 18 | ↓ \$20.1M)

↑ 30 | ↑ \$72.0M

- CANADA (↑ 21 | ↑ \$47.6M)
- JAPAN (↑ 6 | ↑ \$17.2M)
- CHINA (1 | \$5.3M)
- GUAM (1 | \$1.3M)
- GERMANY (1 | \$660.0K)

#### KONA

↑ 685 | ↑ \$337.7M

- HI (↑ 360 | ↑ \$165.0M)
- CA (↑ 135 | ↑ \$73.8M)
- WA (↓ 40 | ↑ \$23.1M)
- OR (↑ 23 | ↓ \$7.4M)
- CO (↑ 21 | ↑ \$12.2M)

↑ 16 | ↑ \$13.1M

- CANADA (↑ 9 | ↑ \$6.6M)
- JAPAN (↓ 3 | ↑ \$4.6M)
- AUSTRALIA (2 | \$785.4K)
- BELGIUM (1 | \$565.0K)
- FRANCE (1 | \$540.0K)

#### PUNA

↓ 522 | ↓ \$105.3M

- HI (↓ 321 | ↓ \$60.4M)
- CA (↑ 71 | ↑ \$20.6M)
- WA (↑ 16 | ↑ \$3.7M)
- OR (↑ 15 | ↓ \$2.3M)
- TX (↓ 14 | ↓ \$2.4M)

↑ 9 | ↓ \$471.4K

- CANADA (5 | ↓ \$171.5K)
- JAPAN (↓ 1 | ↓ \$225.0K)
- FRANCE (1 | \$30.0K)
- CHINA (1 | \$26.0K)
- GERMANY (1 | \$18.9K)

#### HILO

↑ 447 | ↑ \$136.8M

- HI (↑ 356 | ↑ \$102.8M)
- CA (↑ 30 | ↑ \$12.6M)
- WA (↑ 9 | ↑ \$4.0M)
- TX (↓ 7 | ↓ \$2.3M)
- FL (↑ 7 | ↓ \$1.9M)

3 | ↓ \$1.1M

- JAPAN (1 | ↓ \$532.5K)
- AUSTRALIA (1 | ↑ \$348.4K)
- SWITZERLAND (1 | \$195.0K)

#### KAU

↑ 87 | ↑ \$19.5M

- HI (↑ 59 | ↑ \$13.2M)
- CA (↑ 8 | ↑ \$2.2M)
- TX (↓ 3 | ↓ \$291.1K)
- AZ (↑ 2 | ↑ \$469.8K)
- WA (2 | ↑ \$344.0K)

2 | \$440.0K

- JAPAN (1 | \$389.0K)
- CANADA (1 | \$51.0K)

#### NORTH KOHALA

↑ 48 | ↑ \$41.9M

- HI (↑ 25 | ↑ \$13.8M)
- CA (↑ 9 | ↑ \$11.3M)
- WA (↓ 2 | ↓ \$1.9M)
- AK (↓ 2 | ↓ \$1.9M)
- MI (1 | \$4.7M)

#### HAMAKUA

↑ 40 | ↑ \$14.1M

- HI (↑ 28 | ↑ \$9.3M)
- PA (2 | \$1.0M)
- WA (↓ 2 | ↓ \$691.0K)
- AZ (1 | \$835.0K)
- NH (1 | \$680.0K)



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