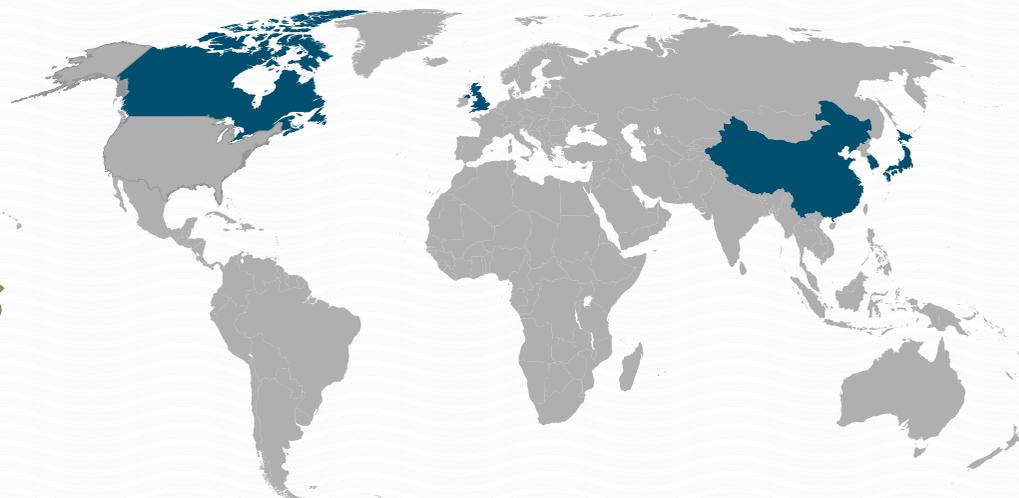
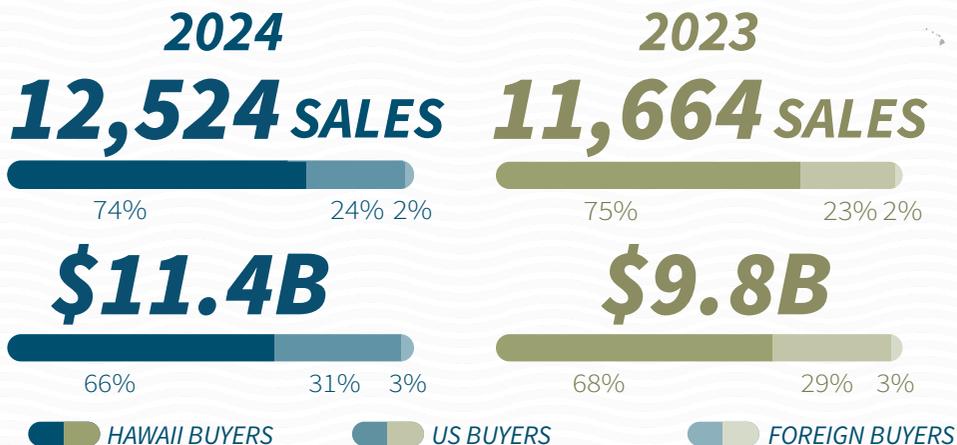


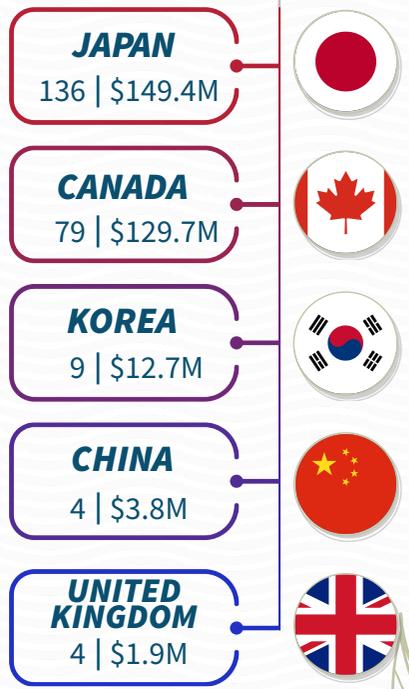
# BUYER STATISTICS

JAN-SEP 2024

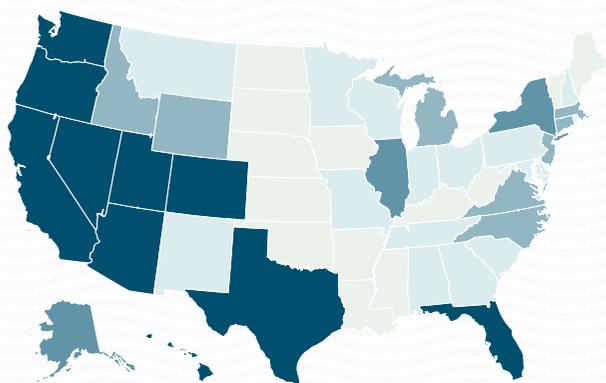
WHERE DO BUYERS OF HAWAII PROPERTY COME FROM?



## TOP FOREIGN BUYERS OF HAWAII PROPERTY



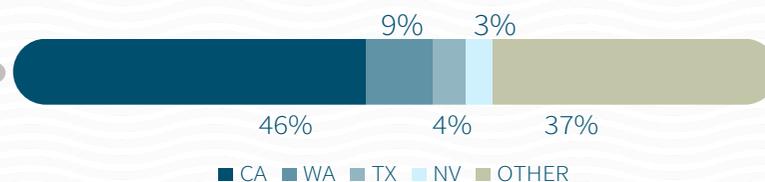
## TOP U.S. BUYERS OF HAWAII PROPERTY



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

### TOP STATE BY NO. OF SALES

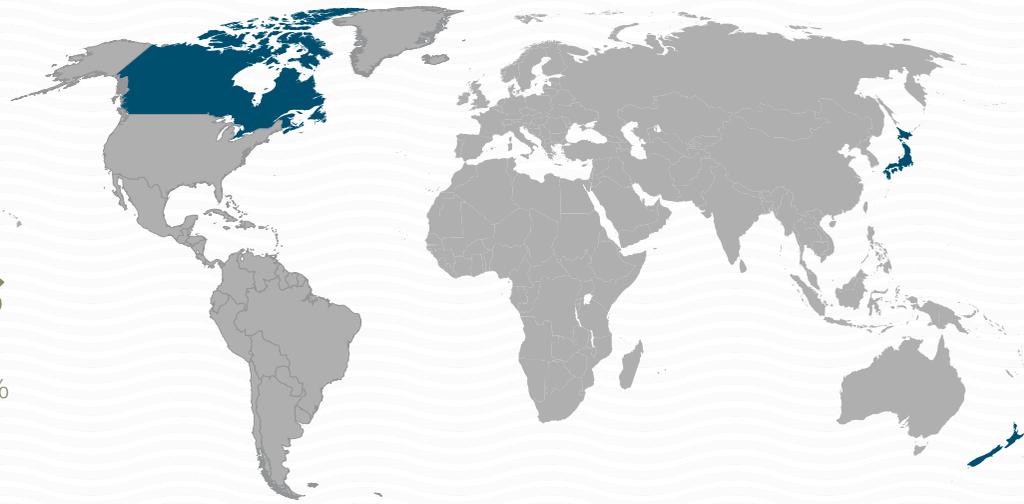
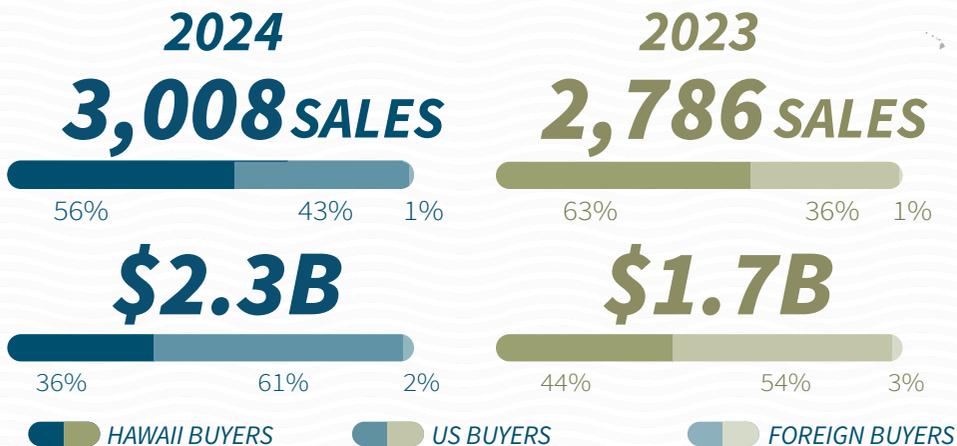
|                    |      |          |
|--------------------|------|----------|
| 1. HAWAII (HI)     | 9217 | \$7.5B   |
| 2. CALIFORNIA (CA) | 1408 | \$1.6B   |
| 3. WASHINGTON (WA) | 266  | \$429.9M |
| 4. TEXAS (TX)      | 133  | \$146.1M |
| 5. NEVADA (NV)     | 106  | \$150.2M |
| 6. FLORIDA (FL)    | 99   | \$140.3M |
| 7. ARIZONA (AZ)    | 97   | \$110.6M |
| 8. OREGON (OR)     | 96   | \$102.2M |
| 9. COLORADO (CO)   | 85   | \$109.8M |
| 10. UTAH (UT)      | 79   | \$115.8M |



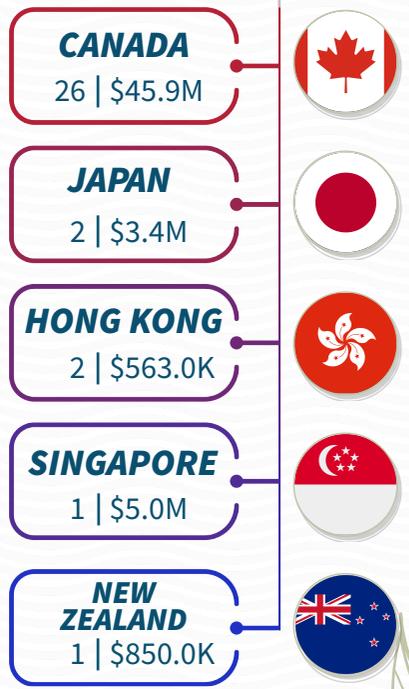
# BUYER STATISTICS

HAWAII JAN-SEP 2024

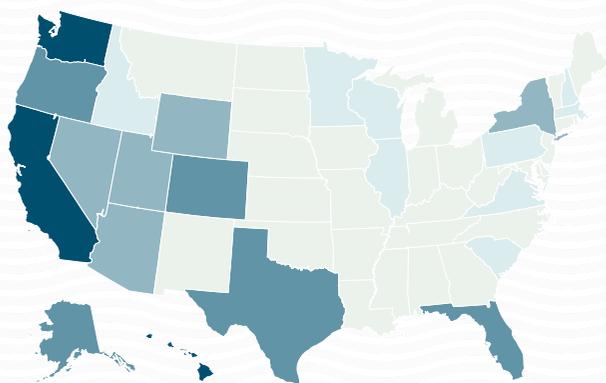
WHERE DO BUYERS OF HAWAII PROPERTY COME FROM?



## TOP FOREIGN BUYERS OF HAWAII PROPERTY

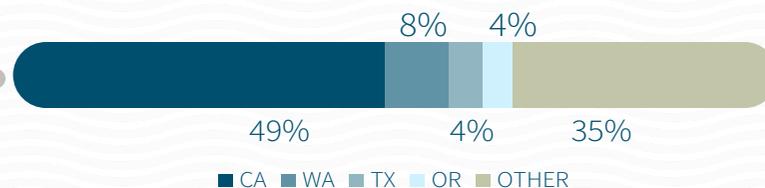


## TOP U.S. BUYERS OF HAWAII PROPERTY



### TOP STATE BY NO. OF SALES

|                    |      |          |
|--------------------|------|----------|
| 1. HAWAII (HI)     | 1683 | \$825.0M |
| 2. CALIFORNIA (CA) | 628  | \$666.8M |
| 3. WASHINGTON (WA) | 109  | \$192.8M |
| 4. TEXAS (TX)      | 56   | \$42.0M  |
| 5. OREGON (OR)     | 52   | \$50.8M  |
| 6. ALASKA (AK)     | 47   | \$40.4M  |
| 7. COLORADO (CO)   | 43   | \$45.9M  |
| 8. FLORIDA (FL)    | 42   | \$75.7M  |
| 9. ARIZONA (AZ)    | 39   | \$23.7M  |
| 10. NEVADA (NV)    | 34   | \$38.2M  |



# BUYER STATISTICS

TITLE GUARANTY  
HAWAII

## HAWAII JAN-SEP 2024

### KOHALA COAST

35%

|           | 2024 |          | 2023 |          |
|-----------|------|----------|------|----------|
|           | #    | \$       | #    | \$       |
| HI        | 449  | \$474.8M | 484  | \$432.8M |
| CA        | 268  | \$591.7M | 194  | \$368.6M |
| WA        | 66   | \$181.2M | 67   | \$71.2M  |
| CO        | 24   | \$39.6M  | 33   | \$45.1M  |
| OR        | 23   | \$43.8M  | 32   | \$34.4M  |
| CANADA    | 17   | \$43.6M  | 17   | \$37.8M  |
| JAPAN     | 2    | \$3.4M   | 2    | \$4.5M   |
| SINGAPORE | 1    | \$5.0M   | 0    | -        |

43%  
 55%  
 2%

### NORTH KOHALA

2%

|    | 2024 |         | 2023 |         |
|----|------|---------|------|---------|
|    | #    | \$      | #    | \$      |
| HI | 34   | \$26.3M | 19   | \$17.0M |
| CA | 6    | \$6.6M  | 6    | \$9.4M  |
| TX | 4    | \$2.7M  | 0    | -       |
| NH | 3    | \$5.4M  | 0    | -       |
| FL | 2    | \$5.1M  | 0    | -       |

62%  
 38%  
 0%

### HAMAKUA

1%

|        | 2024 |          | 2023 |         |
|--------|------|----------|------|---------|
|        | #    | \$       | #    | \$      |
| HI     | 31   | \$22.0M  | 31   | \$17.7M |
| CA     | 3    | \$1.7M   | 7    | \$3.2M  |
| TX     | 2    | \$1.1M   | 0    | -       |
| UT     | 1    | \$930.0K | 0    | -       |
| NV     | 1    | \$475.0K | 1    | \$1.1M  |
| CANADA | 1    | \$1.3M   | 0    | -       |

78%  
 20%  
 3%

### KONA

2%

|    | 2024 |          | 2023 |         |
|----|------|----------|------|---------|
|    | #    | \$       | #    | \$      |
| HI | 44   | \$19.4M  | 43   | \$20.0M |
| CA | 8    | \$6.0M   | 13   | \$8.7M  |
| WA | 4    | \$833.3K | 4    | \$2.2M  |
| AK | 3    | \$250.0K | 1    | \$30.0K |
| MT | 2    | \$1.2M   | 0    | -       |

63%  
 37%  
 0%

### HILO

18%

|    | 2024 |          | 2023 |          |
|----|------|----------|------|----------|
|    | #    | \$       | #    | \$       |
| HI | 276  | \$122.8M | 265  | \$107.9M |
| CA | 227  | \$30.9M  | 18   | \$7.8M   |
| TX | 6    | \$7.5M   | 4    | \$1.7M   |
| CO | 6    | \$4.1M   | 3    | \$622.0K |
| WA | 5    | \$2.3M   | 6    | \$5.4M   |

51%  
 49%  
 0%

### KAU

5%

|           | 2024 |          | 2023 |          |
|-----------|------|----------|------|----------|
|           | #    | \$       | #    | \$       |
| HI        | 84   | \$21.4M  | 113  | \$24.1M  |
| CA        | 18   | \$4.7M   | 18   | \$4.4M   |
| WA        | 9    | \$1.9M   | 9    | \$2.6M   |
| AK        | 7    | \$1.6M   | 3    | \$655.9K |
| OR        | 7    | \$1.2M   | 2    | \$1.9M   |
| CANADA    | 3    | \$917.0K | 1    | \$57.5K  |
| HONG KONG | 1    | \$75.0K  | 0    | -        |

54%  
 43%  
 3%

### PUNA

37%

|                | 2024 |          | 2023 |          |
|----------------|------|----------|------|----------|
|                | #    | \$       | #    | \$       |
| HI             | 765  | \$138.3M | 790  | \$138.3M |
| CA             | 98   | \$25.2M  | 112  | \$23.9M  |
| WA             | 23   | \$4.2M   | 32   | \$6.1M   |
| TX             | 23   | \$4.2M   | 13   | \$2.8M   |
| FL             | 22   | \$5.0M   | 19   | \$2.5M   |
| CANADA         | 5    | \$114.0K | 4    | \$620.0K |
| UNITED KINGDOM | 1    | \$279.0K | 0    | -        |

69%  
 30%  
 1%

