

BUYER STATISTICS

JAN-DEC 2016

HAWAII ISLAND

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

FOREIGN



1. Canada
17 | \$12.0M



2. Japan
14 | \$20.3M



3. Germany
2 | \$2.2M



4. Saipan
2 | \$0.8M



5. Korea
1 | \$5.0M



6. Italy
1 | \$0.6M

U.S.

Kohala Coast

776

\$846.0M

1. Hawaii (1,812 | \$661.6M)
2. California (393 | \$361.5M)
3. Washington (127 | \$106.9M)
4. Texas (71 | \$29.4M)

Kona

743

\$340.8M

Puna

649

\$118.5M

Hilo

562

\$159.3M

5. Oregon (63 | \$36.5M)
6. Florida (52 | \$36.0M)
7. Colorado (48 | \$35.4M)
8. Alaska (41 | \$24.5M)

Kau

92

\$16.1M

Hamakua

62

\$21.1M

9. Nevada (32 | \$24.6M)
10. Utah (31 | \$10.8M)
11. Arizona (29 | \$34.8M)
12. New York (21 | \$46.4M)

North Kohala

47

\$24.6M

North Kohala

1. Hawaii (31 | \$13.3M)
2. California (6 | \$5.1M)
3. Washington (2 | \$1.0M)
4. Florida (2 | \$0.6M)
5. Indiana (1 | \$1.5M)

South Kohala

1. Canada (10 | \$7.7M)
2. Japan (7 | \$18.0M)
3. Korea (1 | \$5.0M)
4. Saipan (1 | \$0.6M)
5. Italy (1 | \$0.6M)

Top Buyers by Region

No. Purchases | \$ Amount

Hamakua

1. Hawaii (50 | \$17.4M)
2. California (2 | \$1.0M)
3. Texas (2 | \$0.5M)
4. Oregon (1 | \$0.7M)
5. Alaska (1 | \$0.4M)

Hilo

1. Canada (1 | \$1.4M)
2. Japan (1 | \$0.2M)

1. Hawaii (459 | \$120.9M)
2. California (27 | \$14.1M)
3. Texas (16 | \$4.7M)
4. Washington (10 | \$2.7M)
5. Florida (9 | \$2.7M)

Puna

1. Saipan (1 | \$0.2M)
2. Canada (1 | \$32K)
3. Japan (1 | \$8.3K)

Kau

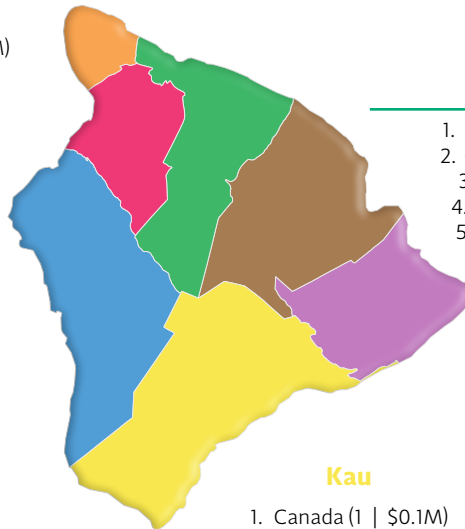
1. Canada (1 | \$0.1M)

1. Hawaii (64 | \$12.1M)
2. California (8 | \$1.0M)
3. Texas (3 | \$0.4M)
4. Washington (3 | \$0.2M)
5. Arizona (2 | \$0.3M)

Kona

1. Japan (5 | \$2.1M)
2. Canada (4 | \$2.8M)
3. Germany (1 | \$1.7M)

1. Hawaii (403 | \$166.8M)
2. California (129 | \$66.2M)
3. Washington (40 | \$19.9M)
4. Oregon (22 | \$11.6M)
5. Colorado (18 | \$13.2M)



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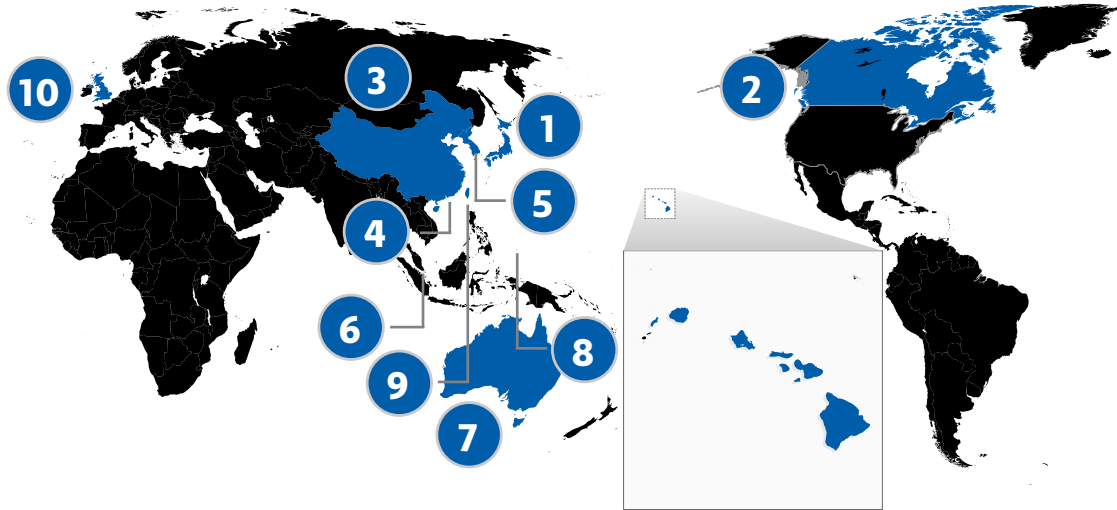
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JAN-DEC 2016

Top Foreign Buyers of Hawaii Property

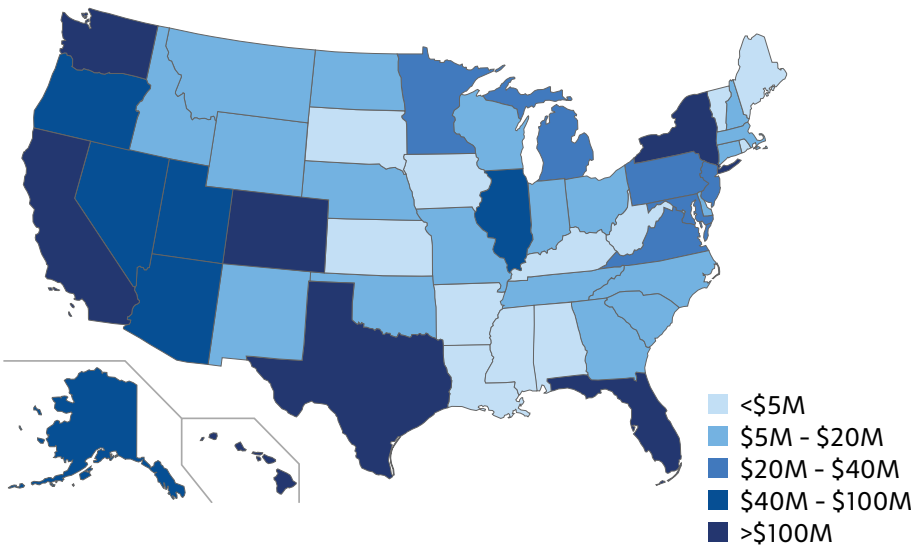
No. Purchases | \$ Amount



1	2	3	4	5	6	7	8	9	10
Japan	Canada	China	Hong Kong	Korea	Singapore	Australia	Guam	Taiwan	England
581 \$753.7M	116 \$102.0M	30 \$39.5M	21 \$32.5M	12 \$23.0M	11 \$22.6M	9 \$20.6M	7 \$4.7M	6 \$7.9M	4 \$3.5M

Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



Top 10 States

(By No. of Units Sold)

1. Hawaii (15,415 | \$9.1B)
2. California (1,479 | \$1.3B)
3. Washington (343 | \$283.8M)
4. Texas (239 | \$154.1M)
5. Florida (189 | \$105.6M)
6. Colorado (137 | \$133.5M)
7. Oregon (133 | \$87.4M)
8. New York (102 | \$135.1M)
9. Nevada (101 | \$93.3M)
10. Arizona (90 | \$83.9M)

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