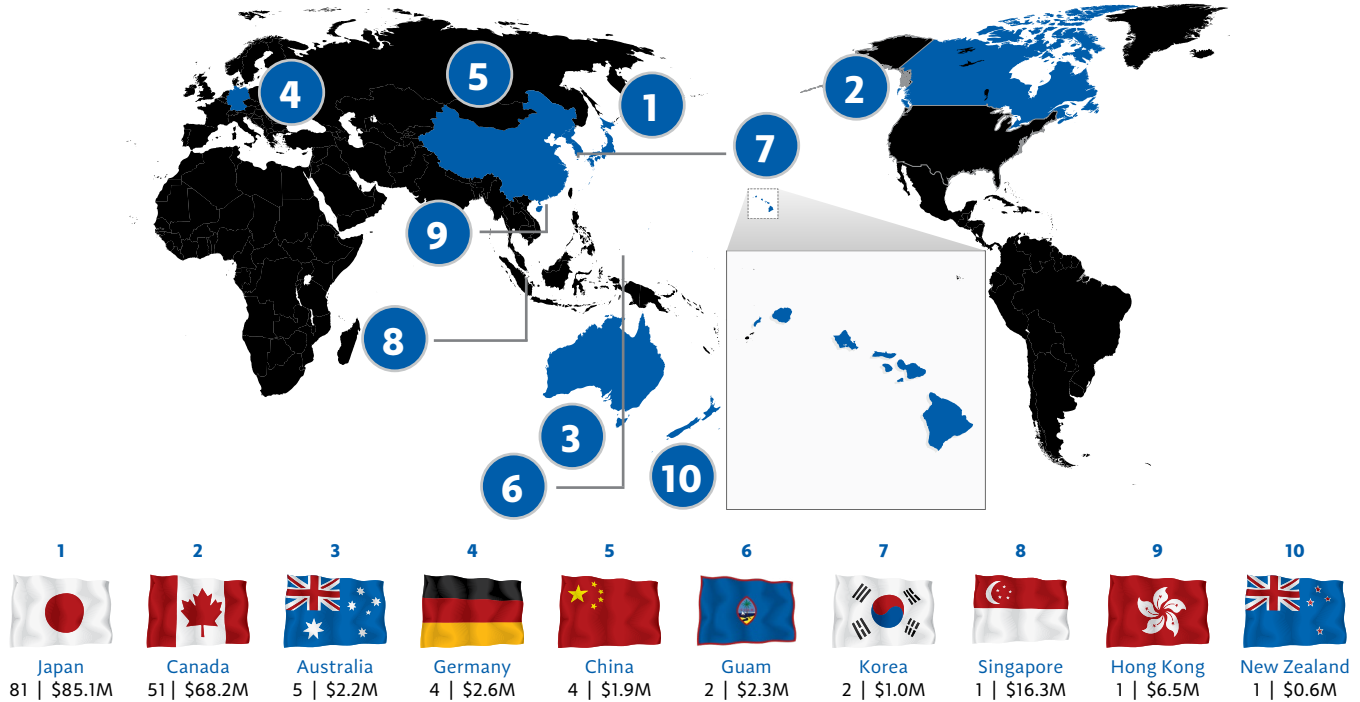


BUYER STATISTICS

JAN-MAR 2018

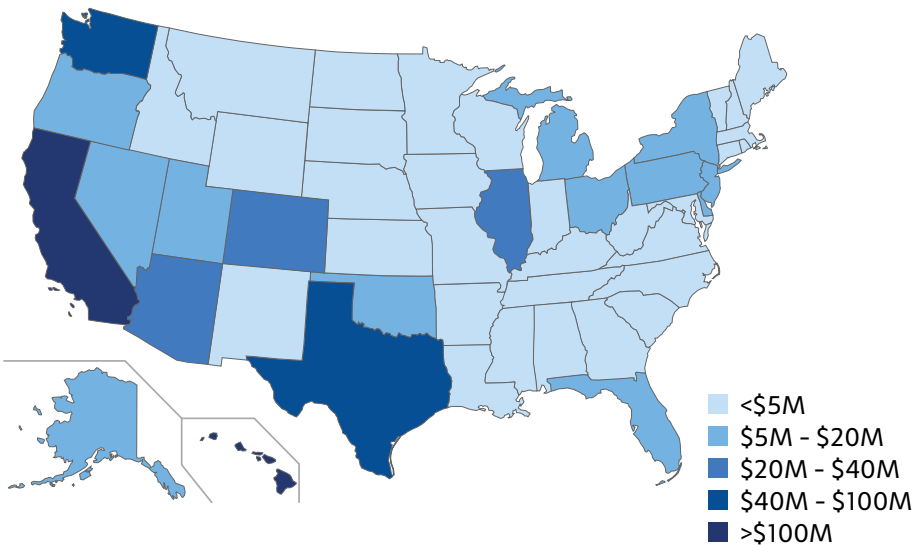
Top Foreign Buyers of Hawaii Property

No. Purchases | \$ Amount



Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



Top 10 States

(By No. of Units Sold)

- Hawaii (2,268 | \$1.4B)
- California (304 | \$290.1M)
- Washington (67 | \$57.1M)
- Texas (56 | \$71.2M)
- Colorado (34 | \$28.9M)
- Florida (33 | \$14.6M)
- Oregon (29 | \$16.3M)
- New York (16 | \$16.3M)
- Oklahoma (16 | \$7.8M)
- Alaska (16 | \$6.7M)

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BUYER STATISTICS

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KAUAI

Top Foreign and U.S. Buyers of Kauai Property

FOREIGN



1. Canada
1 | \$1.3M

U.S.

HANALEI

55

\$114.7M

1. Hawaii (93 | \$51.8M)
2. California (34 | \$44.4M)
3. Texas (13 | \$48.1M)
4. Utah (5 | \$10.1M)

KOLOA

52

\$36.2M

LIHUE

38

\$19.0M

5. Washington (4 | \$7.0M)
6. Oregon (3 | \$3.1M)
7. Colorado (3 | \$1.8M)
8. Illinois (2 | \$10.1M)

KAWAIIHAU

19

\$10.2M

WAIIMEA

7

\$2.9M

9. Florida (2 | \$1.6M)
10. Oklahoma (2 | \$1.2M)
11. Idaho (2 | \$1.1M)
12. Missouri (2 | \$0.8M)

Top Buyers by Region

No. Purchases | \$ Amount

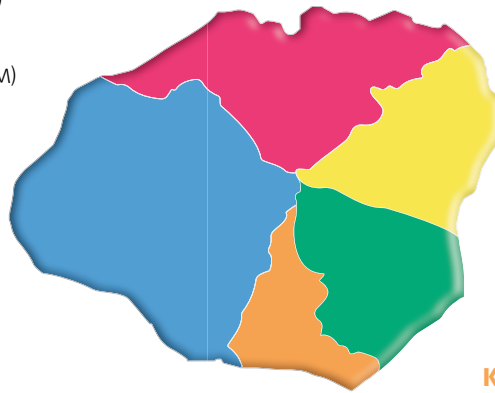
Hanalei

1. Canada (1 | \$1.3M)

1. California (19 | \$36.3M)
2. Hawaii (19 | \$15.4M)
3. Texas (7 | \$41.8M)
4. Utah (2 | \$8.2M)
5. Washington (2 | \$1.6M)

Waimea

1. Hawaii (6 | \$2.6M)
2. California (1 | \$0.3M)



Kawaihau

1. Hawaii (10 | \$4.8M)
2. California (3 | \$1.5M)
3. Oklahoma (2 | \$1.2M)
4. Texas (1 | \$1.8M)
5. South Carolina (1 | \$0.4M)

Lihue

1. Hawaii (28 | \$13.6M)
2. Texas (2 | \$2.8M)
3. California (2 | \$0.5M)
4. Florida (1 | \$0.6M)
5. Oregon (1 | \$0.5M)

Koloa

1. Hawaii (30 | \$15.4M)
2. California (9 | \$5.8M)
3. Texas (3 | \$1.7M)
4. Utah (2 | \$1.8M)
5. Colorado (2 | \$1.0M)

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