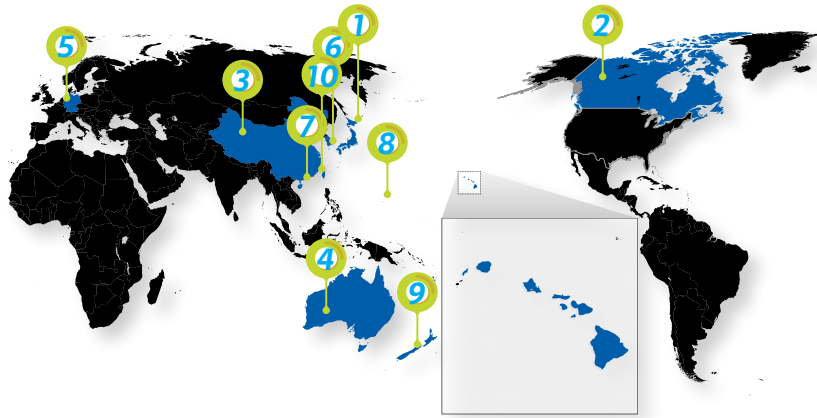


BUYER STATISTICS

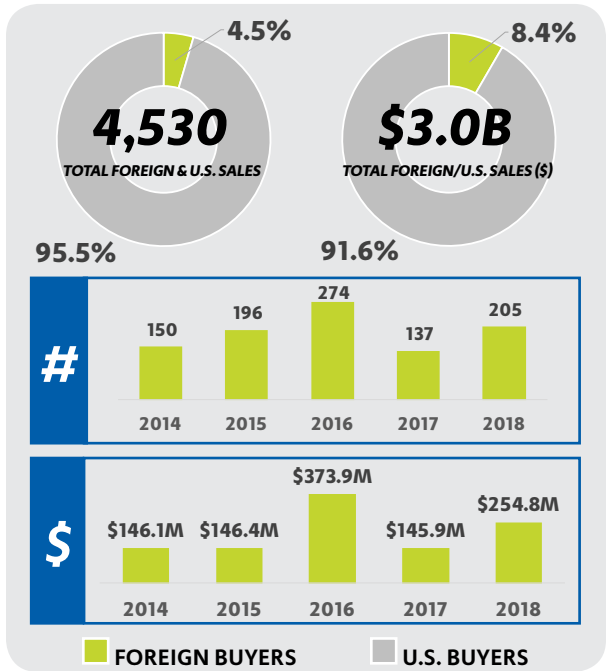
JANUARY-MARCH 2018

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

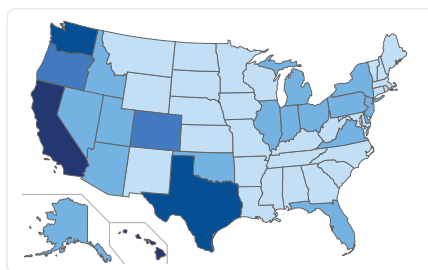
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

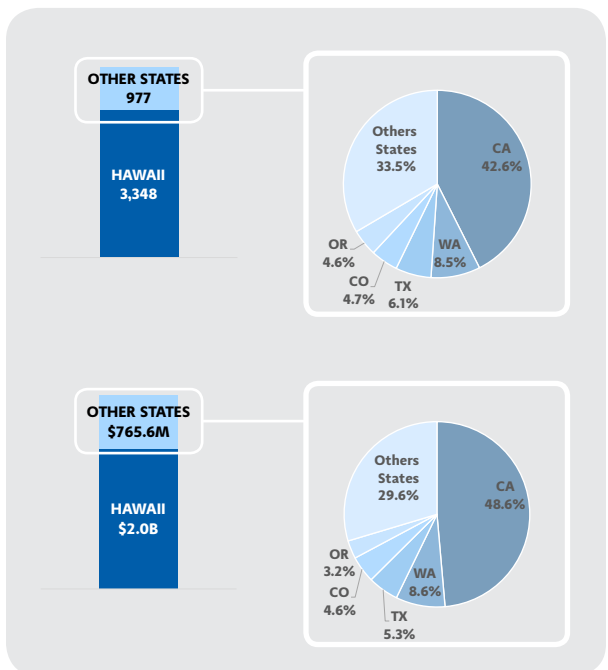
- Hawaii (HI) : **3,348**
- California (CA) : **416**
- Washington (WA) : **83**
- Texas (TX) : **60**
- Colorado (CO) : **46**
- Oregon (OR) : **45**
- Florida (FL) : **39**
- Alaska (AK) : **25**
- New York (NY) : **21**
- Nevada (NV) : **20**

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

KAUAI | JANUARY-MARCH 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



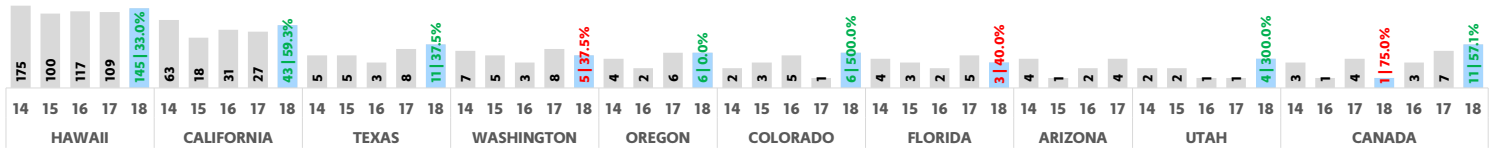
TOP STATES BY NO. OF SALES

- Hawaii (HI) : 145**
- California (CA) : 43
- Texas (TX) : 11
- Colorado (CO) : 6
- Oregon (OR) : 6
- Alaska (AK) : 5
- Washington (WA) : 5
- Utah (UT) : 4
- Idaho (ID) : 4
- Florida (FL) : 3

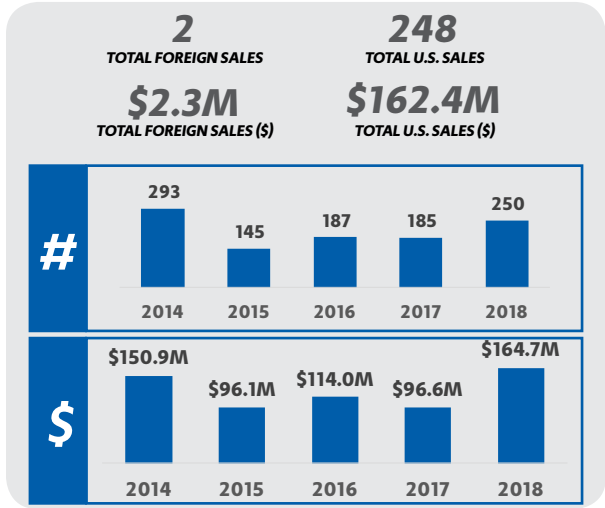
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$79.7M**
- California (CA) : \$38.2M
- Texas (TX) : \$13.1M
- Oregon (OR) : \$4.7M
- Colorado (CO) : \$4.1M
- Washington (WA) : \$3.7M
- Illinois (IL) : \$3.1M
- Idaho (ID) : \$2.5M
- Alaska (AK) : \$2.5M
- Utah (UT) : \$2.3M

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



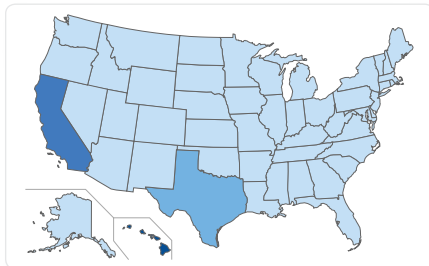
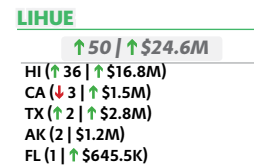
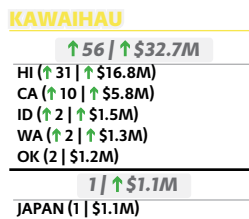
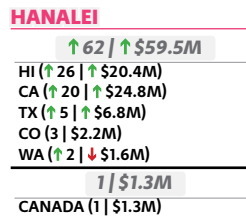
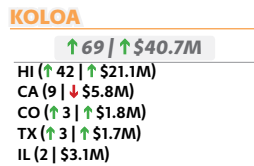
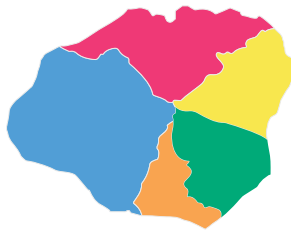
Note: # values vs. same period of previous years



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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