

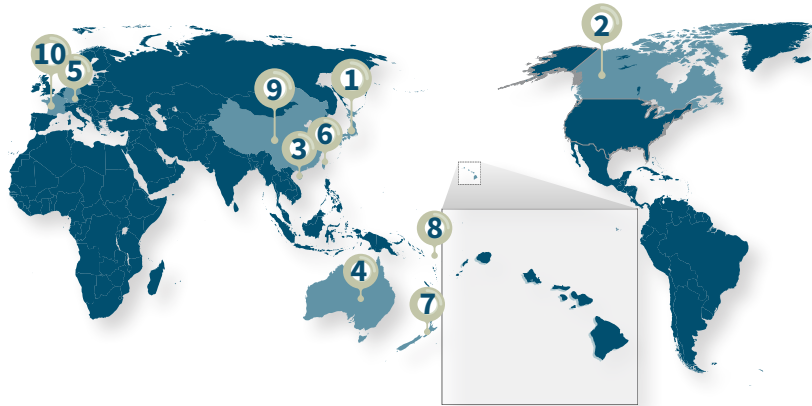


TITLE GUARANTY  
HAWAII

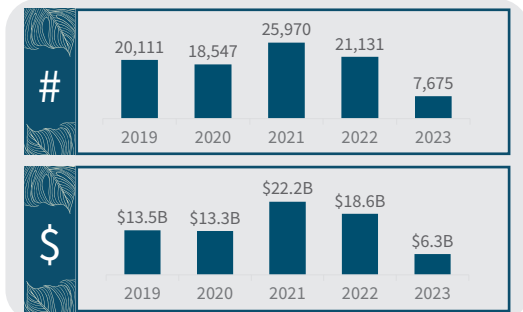
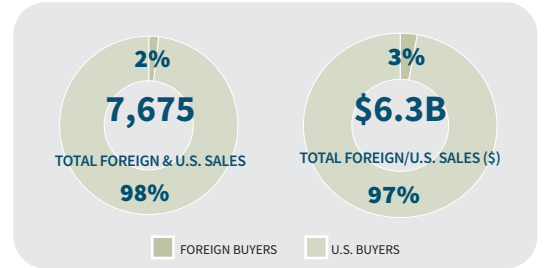
# BUYER STATISTICS

## JAN-JUN 2023

### TOP FOREIGN BUYERS OF HAWAII PROPERTY



<b>1. Japan</b> ↓ 73   ↑ \$101.9M	<b>2. Canada</b> ↓ 45   ↓ \$57.0M	<b>3. Korea</b> ↓ 5   ↓ \$8.8M	<b>4. Australia</b> ↓ 3   ↓ \$2.4M	<b>5. Germany</b> ↓ 2   ↓ \$892.0K
<b>6. Taiwan</b> 2   ↓ \$700.0K	<b>7. New Zealand</b> 1   ↓ \$1.3M	<b>8. American Samoa</b> 1   ↓ \$1.3M	<b>9. China</b> ↓ 1   ↓ \$1.0M	<b>10. France</b> 1   \$725.0K



\*Year-over-year and current YTD shown

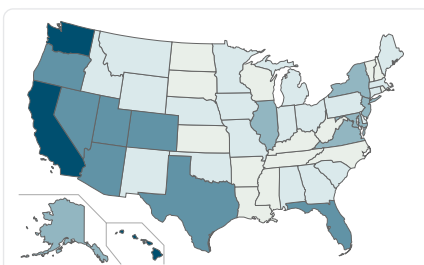
### TOP U.S. BUYERS OF HAWAII PROPERTY

#### TOP STATES BY NO. OF SALES

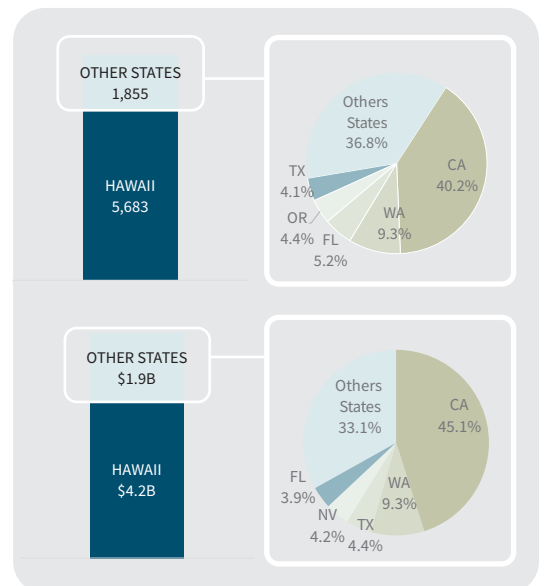
1. HAWAII (HI) : 5,683
2. CALIFORNIA (CA) : 745
3. WASHINGTON (WA) : 173
4. FLORIDA (FL) : 97
5. OREGON (OR) : 81
6. TEXAS (TX) : 76
7. COLORADO (CO) : 70
8. NEVADA (NV) : 59
9. UTAH (UT) : 54
10. ARIZONA (AZ) : 44

#### TOP STATES BY \$ AMOUNT

1. HAWAII (HI) : \$4.2B
2. CALIFORNIA (CA) : \$837.9M
3. WASHINGTON (WA) : \$172.6M
4. TEXAS (TX) : \$82.6M
5. NEVADA (NV) : \$77.7M
6. FLORIDA (FL) : \$71.9M
7. OREGON (OR) : \$63.7M
8. COLORADO (CO) : \$63.3M
9. ARIZONA (AZ) : \$52.4M
10. UTAH (UT) : \$51.4M



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





TITLE GUARANTY  
HAWAII

# BUYER STATISTICS

## KAUAI | JAN-JUN 2023

### TOP FOREIGN & U.S. BUYERS

#### TOP FOREIGN BUYERS



**1. Canada**  
↓ 3 | ↑ \$8.6M

#### TOP STATES BY NO. OF SALES

1. HAWAII (HI) : 192
2. CALIFORNIA (CA) : 60
3. WASHINGTON (WA) : 12
4. OREGON (OR) : 9
5. TEXAS (TX) : 6
6. NEVADA (NV) : 5
7. UTAH (UT) : 4
8. COLORADO (CO) : 4
9. IDAHO (ID) : 4
10. ILLINOIS (IL) : 3

#### TOP STATES BY \$ AMOUNT

1. HAWAII (HI) : \$165.6M
2. CALIFORNIA (CA) : \$85.8M
3. WASHINGTON (WA) : \$13.7M
4. OREGON (OR) : \$8.5M
5. GEORGIA (GA) : \$7.7M
6. TEXAS (TX) : \$7.7M
7. NEVADA (NV) : \$6.2M
8. ILLINOIS (IL) : \$4.9M
9. COLORADO (CO) : \$4.6M
10. IOWA (IO) : \$3.9M

**3**

TOTAL FOREIGN SALES

**\$8.6M**

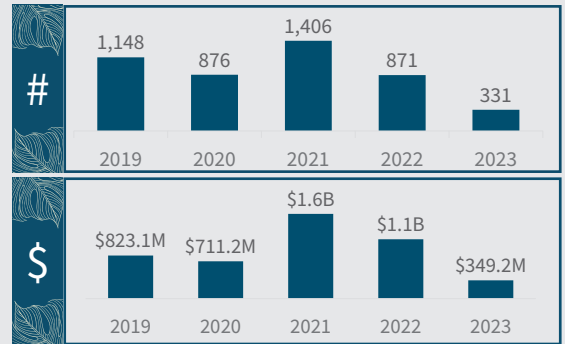
TOTAL FOREIGN SALES (\$)

**328**

TOTAL U.S. SALES

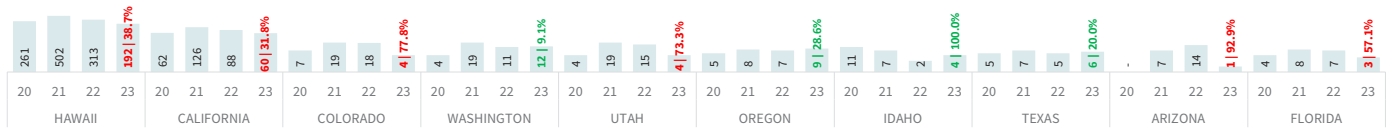
**\$340.5M**

TOTAL U.S. SALES (\$)



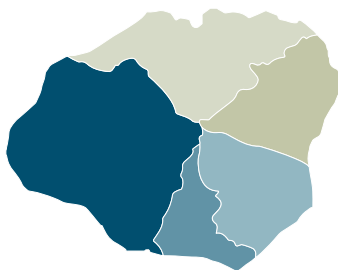
\*Year-over-year and current YTD shown

#### TOP BUYERS BY TOTAL NO. OF SALES (2020-2023)



Note: % changes vs. same period of previous year

#### TOP BUYERS BY REGION



##### WAIMEA

↓ 22 | ↓ \$14.9M

HI (↓ 18 | ↓ \$12.2M)  
OR (1 | \$1.3M)  
SC (1 | \$551.3K)  
MN (1 | \$515.0K)  
TX (1 | \$290.5K)

##### KOLOA

↓ 91 | ↓ \$107.4M

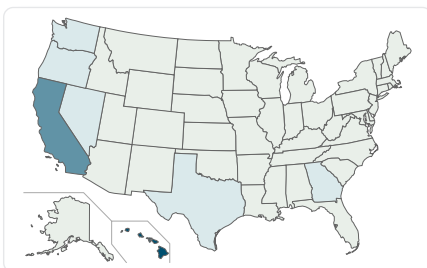
HI (↓ 49 | ↓ \$41.0M)  
CA (↓ 16 | ↓ \$29.2M)  
WA (↑ 8 | ↑ \$11.8M)  
TX (↑ 3 | ↑ \$6.7M)  
OR (↓ 2 | ↓ \$2.3M)

##### LIHUE

↓ 77 | ↓ \$53.3M

HI (↓ 45 | ↓ \$27.9M)  
CA (↓ 11 | ↓ \$10.8M)  
OR (↑ 4 | ↑ \$2.8M)  
NJ (↑ 2 | ↑ \$1.6M)  
NV (2 | ↓ \$925.0K)

↓ 1 | ↓ \$635.0K  
CANADA (↓ 1 | ↓ \$635.0K)



##### KAWAIIHUA

↓ 80 | ↓ \$75.8M

HI (↓ 51 | ↓ \$48.0M)  
CA (↓ 16 | ↓ \$16.7M)  
ID (↑ 2 | ↑ \$2.4M)  
CO (2 | ↓ \$2.2M)  
WA (2 | ↑ \$1.4M)

↓ 1 | ↓ \$1.5M  
CANADA (↓ 1 | ↓ \$1.5M)

##### HANALEI

↓ 58 | ↓ \$89.1M

HI (↓ 29 | ↓ \$36.5M)  
CA (↓ 17 | ↓ \$29.2M)  
GA (2 | \$7.7M)  
PA (2 | \$2.5M)  
IL (↓ 1 | ↓ \$3.3M)

1 | ↑ \$6.5M  
CANADA (1 | \$6.5M)

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