

# BUYER STATISTICS

## STATEWIDE JAN-JUN 2026

WHERE DO BUYERS OF  
HAWAII PROPERTY COME FROM?

2026

**7,726 SALES**

78% 19% 3%

**\$7.9B**

68% 28% 4%

HAWAII BUYERS

US BUYERS

FOREIGN BUYERS

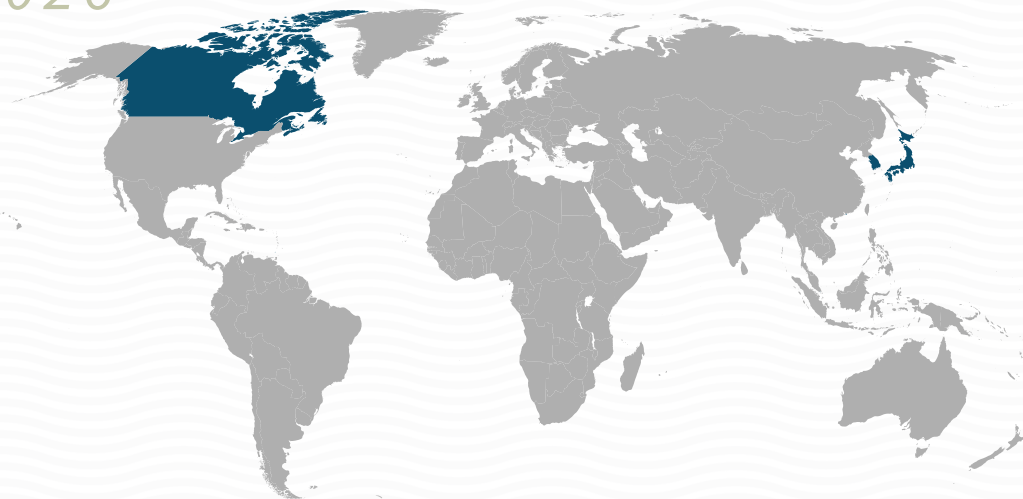
2025

**7,622 SALES**

76% 22% 2%

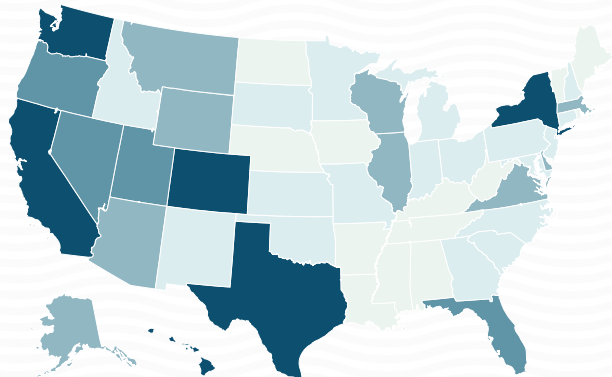
**\$7.1B**

67% 29% 3%



## TOP FOREIGN BUYERS OF HAWAII PROPERTY

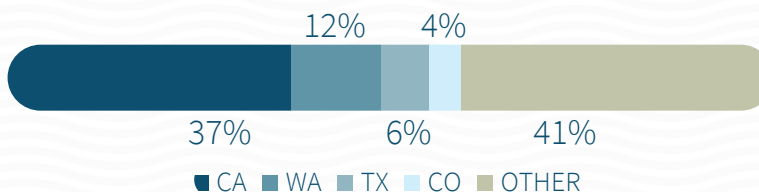
## TOP U.S. BUYERS OF HAWAII PROPERTY



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

### TOP STATE BY NO. OF SALES

|                    |      |          |
|--------------------|------|----------|
| 1. HAWAII (HI)     | 6015 | \$5.3B   |
| 2. CALIFORNIA (CA) | 552  | \$888.1M |
| 3. WASHINGTON (WA) | 175  | \$287.6M |
| 4. TEXAS (TX)      | 94   | \$140.0M |
| 5. COLORADO (CO)   | 61   | \$103.4M |
| 6. OREGON (OR)     | 50   | \$55.6M  |
| 7. UTAH (UT)       | 44   | \$70.3M  |
| 8. FLORIDA (FL)    | 41   | \$44.5M  |
| 9. NEW YORK (NY)   | 40   | \$102.0M |
| 10. NEVADA (NV)    | 39   | \$69.8M  |



### JAPAN

138 | \$199.8M



### KOREA

37 | \$48.7M



### CANADA

26 | \$58.3M



### SINGAPORE

4 | \$8.4M



### HONG KONG

2 | \$3.8M



# BUYER STATISTICS

## KAUAI JAN-JUN 2026

WHERE DO BUYERS OF  
HAWAII PROPERTY COME FROM?

2026

**325 SALES**



**\$500.4M**



2025

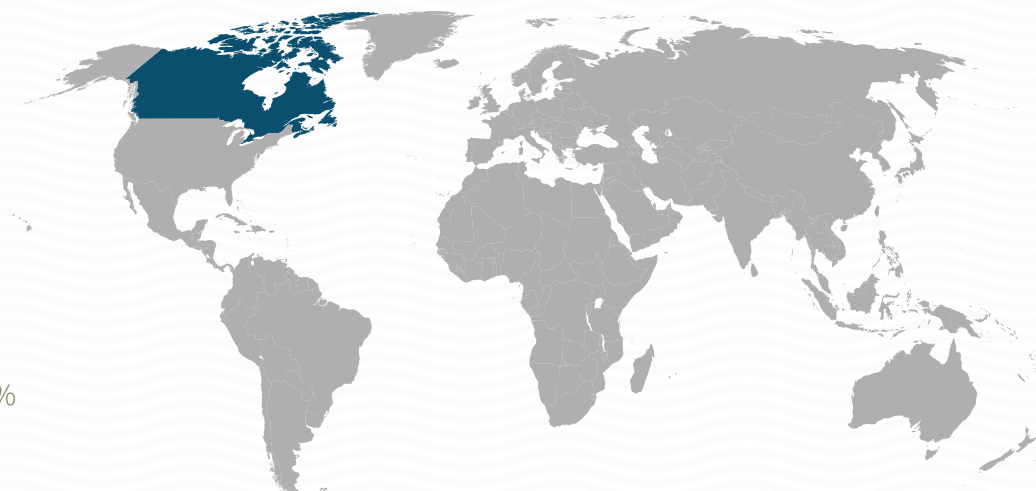
**489 SALES**



**\$524.0M**



HAWAII BUYERS
  US BUYERS
  FOREIGN BUYERS



## TOP FOREIGN BUYERS OF HAWAII PROPERTY

**CANADA**

2 | \$8.9M

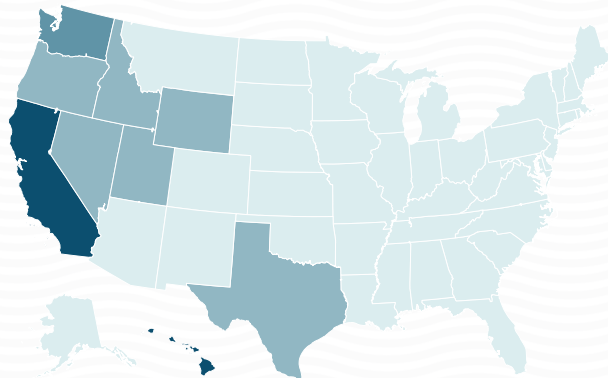


**COOK ISLANDS**

1 | \$8.2M

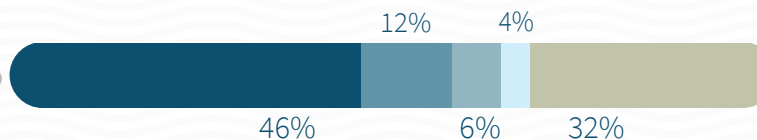


## TOP U.S. BUYERS OF HAWAII PROPERTY



### TOP STATE BY NO. OF SALES

|                    |     |          |
|--------------------|-----|----------|
| 1. HAWAII (HI)     | 213 | \$205.6M |
| 2. CALIFORNIA (CA) | 50  | \$139.7M |
| 3. WASHINGTON (WA) | 13  | \$35.1M  |
| 4. TEXAS (TX)      | 7   | \$13.5M  |
| 5. WYOMING (WY)    | 4   | \$10.5M  |
| 6. COLORADO (CO)   | 4   | \$4.3M   |
| 7. NEVADA (NV)     | 3   | \$16.2M  |
| 8. OREGON (OR)     | 3   | \$9.8M   |
| 9. UTAH (UT)       | 3   | \$8.4M   |
| 10. ARIZONA (AZ)   | 2   | \$4.9M   |



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

CA
  WA
  TX
  WY
  OTHER

# BUYER STATISTICS

## KAUAI JAN-JUN 2026

### WAIMEA

2026 2025

|    | #  | \$       | #  | \$       |
|----|----|----------|----|----------|
| HI | 25 | \$16.6M  | 31 | \$19.9M  |
| WA | 1  | \$799.0K | 1  | \$535.0K |
| CA | 1  | \$300.0K | 1  | \$150.0K |

8%

93%

7%

0%

### HANALEI

2026 2025

|              | #  | \$      | #  | \$      |
|--------------|----|---------|----|---------|
| HI           | 15 | \$26.1M | 25 | \$56.1M |
| CA           | 14 | \$83.8M | 19 | \$48.4M |
| TX           | 6  | \$12.7M | 3  | \$8.5M  |
| WA           | 4  | \$21.4M | 1  | \$1.2M  |
| WY           | 2  | \$4.9M  | 0  | -       |
| COOK ISLANDS | 1  | \$8.2M  | 0  | -       |

17%

28%

70%

2%

### KAWAIHAU

2026 2025

|    | #  | \$      | #  | \$       |
|----|----|---------|----|----------|
| HI | 66 | \$61.9M | 66 | \$65.6M  |
| CA | 14 | \$16.8M | 11 | \$9.8M   |
| WA | 2  | \$6.0M  | 1  | \$2.7M   |
| WY | 2  | \$5.7M  | 1  | \$725.0K |
| UT | 1  | \$3.2M  | 1  | \$435.0K |

27%

76%

24%

0%

### KOLOA

2026 2025

|    | #  | \$      | #  | \$       |
|----|----|---------|----|----------|
| HI | 52 | \$61.9M | 69 | \$73.1M  |
| CA | 15 | \$26.9M | 16 | \$42.0M  |
| WA | 5  | \$5.7M  | 7  | \$19.3M  |
| NV | 2  | \$12.5M | 1  | \$780.0K |
| IN | 2  | \$4.3M  | 0  | -        |

28%

57%

41%

2%

### LIHUE

2026 2025

|        | #  | \$       | #   | \$       |
|--------|----|----------|-----|----------|
| HI     | 55 | \$39.1M  | 140 | \$57.2M  |
| CA     | 6  | \$11.9M  | 4   | \$802.3K |
| OR     | 1  | \$4.3M   | 0   | -        |
| WA     | 1  | \$1.3M   | 2   | \$2.2M   |
| TX     | 1  | \$820.0K | 5   | \$2.3M   |
| CANADA | 2  | \$8.9M   | 0   | -        |

20%

83%

17%

0%

