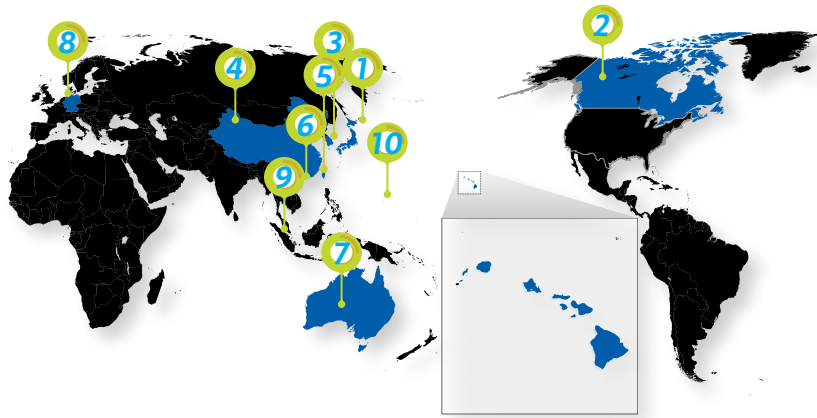


# BUYER STATISTICS

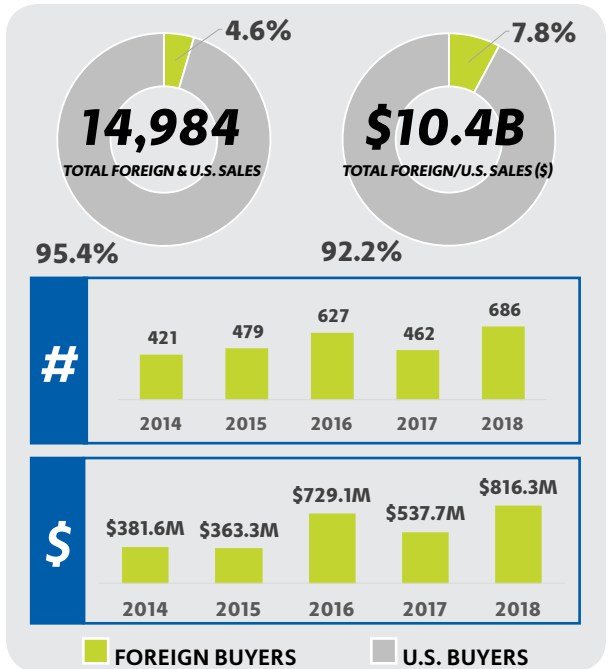
## JANUARY-SEPTEMBER 2018

### Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



<b>1. Japan</b>	<b>2. Canada</b>	<b>3. Korea</b>	<b>4. China</b>	<b>5. Taiwan</b>
↑ 431   ↑ \$504.9M	↑ 139   ↑ \$169.3M	↑ 19   ↑ \$30.0M	↑ 18   ↓ \$19.3M	↑ 14   ↑ \$15.6M
<b>6. Hong Kong</b>	<b>7. Australia</b>	<b>8. Germany</b>	<b>9. Singapore</b>	<b>10. Guam</b>
↓ 12   ↓ \$19.5M	↑ 12   ↑ \$7.6M	↑ 9   ↑ \$4.7M	7   ↓ \$22.6M	↑ 7   ↑ \$6.9M



### Top U.S. Buyers of Hawaii Property

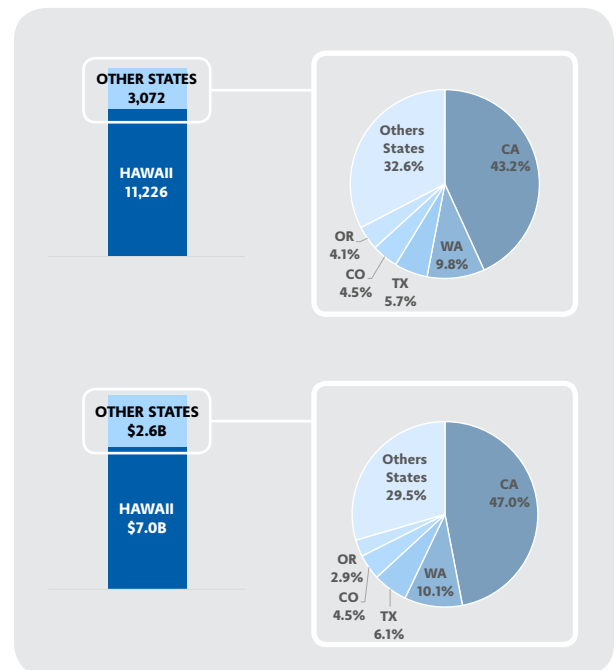
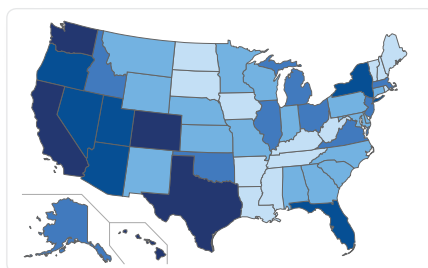
NO. OF SALES | \$ AMOUNT

#### TOP STATES BY NO. OF SALES

- Hawaii (HI) : 11,226**
- California (CA) : 1,327
- Washington (WA) : 302
- Texas (TX) : 175
- Colorado (CO) : 139
- Oregon (OR) : 98
- Florida (FL) : 98
- Nevada (NV) : 73
- Utah (UT) : 70
- New York (NY) : 65

#### TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$7.0B**
- California (CA) : \$1.2B
- Washington (WA) : \$260.4M
- Texas (TX) : \$156.4M
- Colorado (CO) : \$114.9M
- Oregon (OR) : \$75.7M
- Utah (UT) : \$66.0M
- New York (NY) : \$65.0M
- Nevada (NV) : \$59.4M
- Florida (FL) : \$55.8M



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# BUYER STATISTICS

## KAUAI | JANUARY-SEPTEMBER 2018

### Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

#### TOP FOREIGN BUYERS



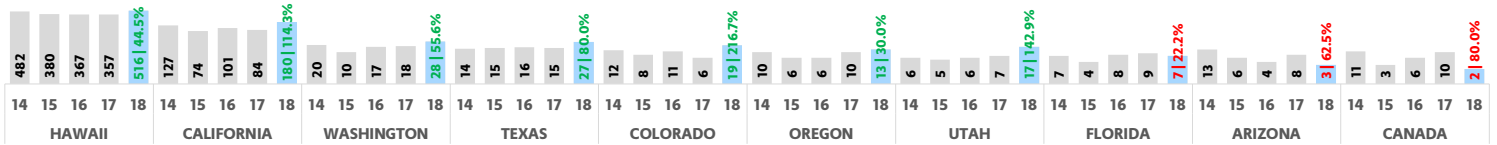
#### TOP STATES BY NO. OF SALES

- Hawaii (HI) : 516
- California (CA) : 180
- Washington (WA) : 28
- Texas (TX) : 27
- Colorado (CO) : 19
- Utah (UT) : 17
- Oregon (OR) : 13
- Illinois (IL) : 8
- Nevada (NV) : 7
- Florida (FL) : 7

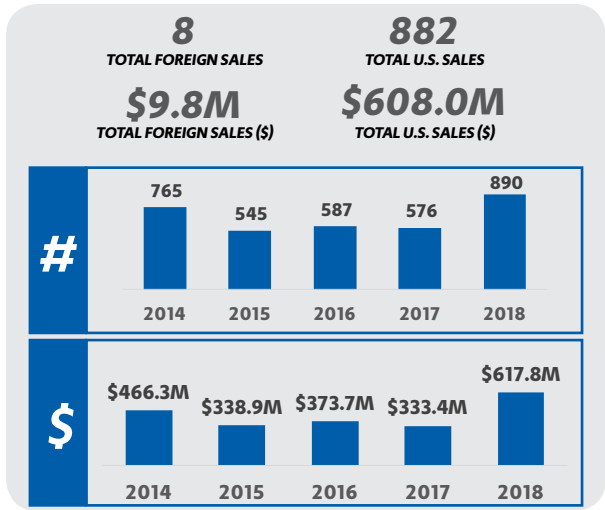
#### TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$294.0M
- California (CA) : \$158.2M
- Texas (TX) : \$39.5M
- Washington (WA) : \$18.4M
- Colorado (CO) : \$14.7M
- Oregon (OR) : \$12.9M
- Utah (UT) : \$11.3M
- Illinois (IL) : \$8.4M
- Florida (FL) : \$5.6M
- Nevada (NV) : \$5.5M

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



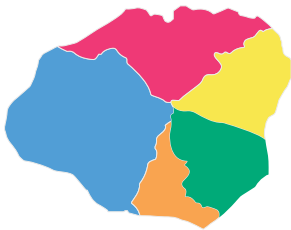
Note: # values vs. same period of previous years



Note: YTD values vs. previous years YTD values

### Top Buyers by Region

NO. OF SALES | \$ AMOUNT



**KOLOA**

↑ 244 | ↑ \$189.5M

HI (↑ 124 | ↑ \$75.4M)  
CA (↑ 54 | ↑ \$58.5M)  
WA (↑ 10 | ↓ \$7.5M)  
UT (↑ 9 | ↑ \$6.7M)  
TX (↑ 7 | ↑ \$4.6M)

↓ 1 | ↓ \$550.0K  
CANADA (↓ 1 | ↓ \$550.0K)

**LIHUE**

↑ 229 | ↑ \$124.3M

HI (↑ 161 | ↑ \$74.6M)  
CA (↑ 40 | ↑ \$22.3M)  
TX (↑ 7 | ↑ \$16.6M)  
WA (3 | ↓ \$980.0K)  
FL (↑ 2 | ↑ \$2.6M)

**WAIMEA**

↑ 53 | ↑ \$23.8M

HI (↑ 42 | ↑ \$19.7M)  
CA (6 | ↓ \$2.3M)  
FL (1 | ↑ \$580.0K)  
TX (1 | ↑ \$420.0K)  
OR (1 | ↓ \$300.0K)

↑ 1 | ↑ \$912.5K  
AUSTRALIA (1 | \$912.5K)

**KAWAIIHAU**

↑ 198 | ↑ \$114.3M

HI (↑ 125 | ↑ \$66.9M)  
CA (↑ 30 | ↑ \$18.2M)  
WA (↑ 9 | ↑ \$4.3M)  
TX (↑ 6 | ↑ \$8.3M)  
UT (↑ 4 | ↑ \$2.6M)

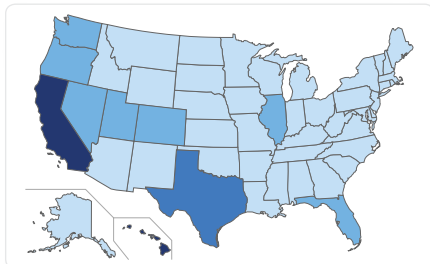
↑ 3 | ↑ \$1.8M  
SOUTH AFRICA (2 | \$792.0K)  
JAPAN (1 | \$1.1M)

**HANALEI**

↑ 158 | ↑ \$156.1M

HI (↑ 64 | ↑ \$57.5M)  
CA (↑ 50 | ↑ \$56.9M)  
CO (↑ 10 | ↑ \$8.2M)  
TX (↓ 6 | ↑ \$9.6M)  
WA (↑ 6 | ↑ \$5.5M)

↑ 3 | ↑ \$6.5M  
JERSEY (1 | \$4.4M)  
CANADA (↓ 1 | ↓ \$1.3M)  
JAPAN (1 | \$849.0K)



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

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