

BUYER STATISTICS

JAN-DEC 2016

KAUAI

Top Foreign and U.S. Buyers of Kauai Property

FOREIGN



1. Canada
8 | \$10.7M



2. Malaysia
1 | \$2.1M



3. Guam
1 | \$0.2M

U.S.

Koloa

231

\$148.7M

1. Hawaii (493 | \$249.4M)
2. California (138 | \$133.1M)
3. Texas (22 | \$12.3M)
4. Washington (20 | \$14.6M)

Kawaihau

175

\$102.7M

Lihue

161

\$60.8M

5. Colorado (11 | \$9.3M)
6. Florida (10 | \$7.2M)
7. New York (9 | \$22.0M)
8. Arizona (8 | \$7.2M)

Hanalei

156

\$170.1M

Waimea

55

\$20.8M

9. Utah (8 | \$6.3M)
10. Oregon (7 | \$6.9M)
11. Virginia (7 | \$3.6M)
12. Nevada (5 | \$3.3M)

Hanalei

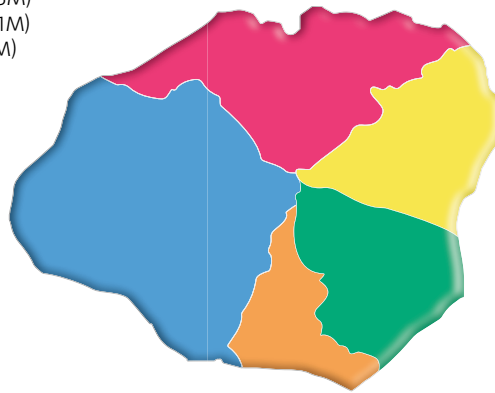
1. Canada (5 | \$7.9M)
2. Malaysia (1 | \$2.1M)

1. Hawaii (61 | \$57.3M)
2. California (59 | \$77.5M)
3. Washington (6 | \$6.1M)
4. Colorado (4 | \$4.7M)
5. Texas (4 | \$3.5M)

Waimea

1. Guam (1 | \$0.2M)

1. Hawaii (42 | \$16.0M)
2. Texas (3 | \$0.9M)
3. Florida (2 | \$0.9M)
4. Tennessee (1 | \$0.6M)
5. Michigan (1 | \$0.5M)



Top Buyers by Region

No. Purchases | \$ Amount

Kawaihau

1. Hawaii (112 | \$52.1M)
2. California (27 | \$14.8M)
3. Texas (7 | \$3.8M)
4. New York (4 | \$13.5M)
5. Florida (4 | \$4.0M)

Lihue

1. Hawaii (139 | \$52.7M)
2. California (10 | \$4.3M)
3. Florida (2 | \$0.7M)
4. Virginia (2 | \$0.7M)
5. Texas (2 | \$0.5M)

Koloa

1. Canada (3 | \$2.9M)

1. Hawaii (139 | \$71.4M)
2. California (41 | \$36.2M)
3. Washington (9 | \$6.5M)
4. Utah (6 | \$4.8M)
5. Texas (6 | \$3.7M)

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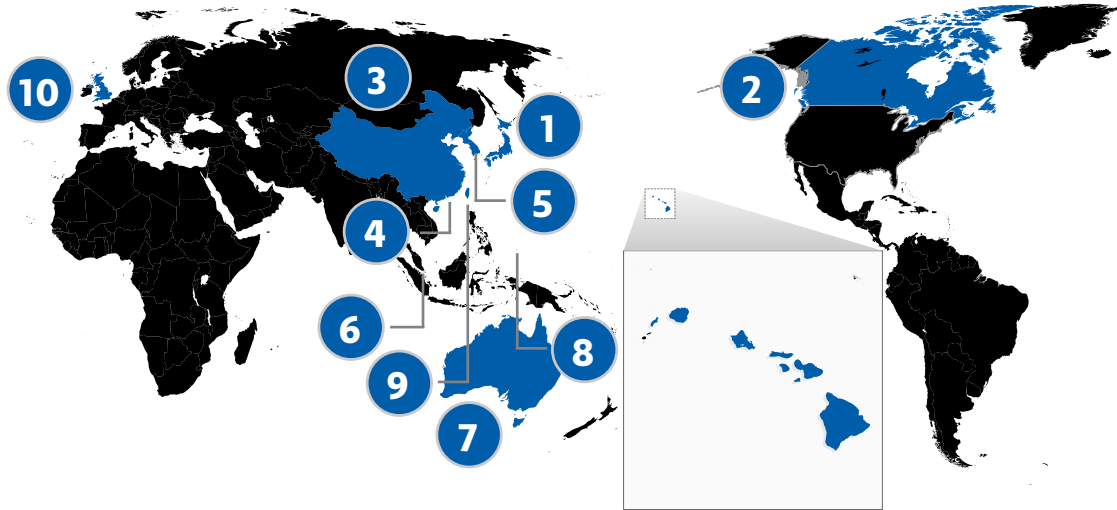
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BUYER STATISTICS

JAN-DEC 2016

Top Foreign Buyers of Hawaii Property

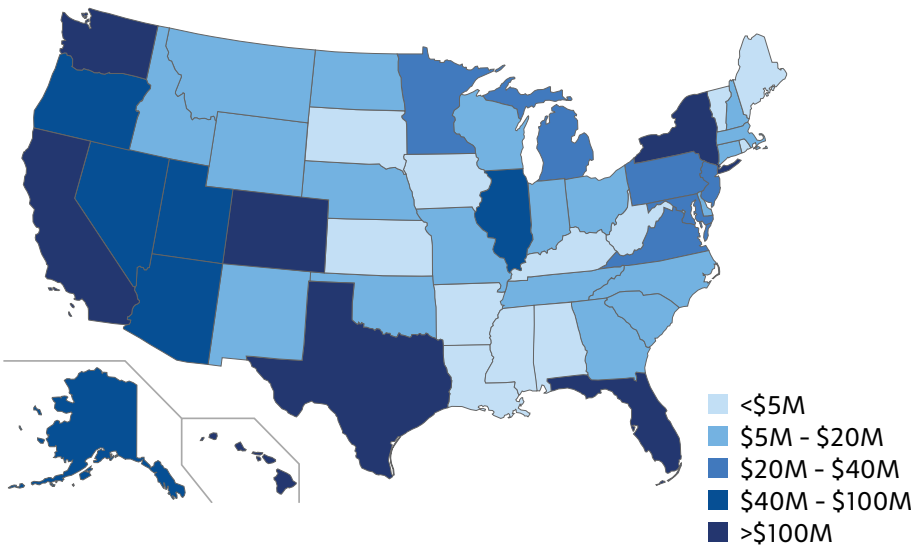
No. Purchases | \$ Amount



1	2	3	4	5	6	7	8	9	10
Japan	Canada	China	Hong Kong	Korea	Singapore	Australia	Guam	Taiwan	England
581 \$753.7M	116 \$102.0M	30 \$39.5M	21 \$32.5M	12 \$23.0M	11 \$22.6M	9 \$20.6M	7 \$4.7M	6 \$7.9M	4 \$3.5M

Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



Top 10 States

(By No. of Units Sold)

1. Hawaii (15,415 | \$9.1B)
2. California (1,479 | \$1.3B)
3. Washington (343 | \$283.8M)
4. Texas (239 | \$154.1M)
5. Florida (189 | \$105.6M)
6. Colorado (137 | \$133.5M)
7. Oregon (133 | \$87.4M)
8. New York (102 | \$135.1M)
9. Nevada (101 | \$93.3M)
10. Arizona (90 | \$83.9M)

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