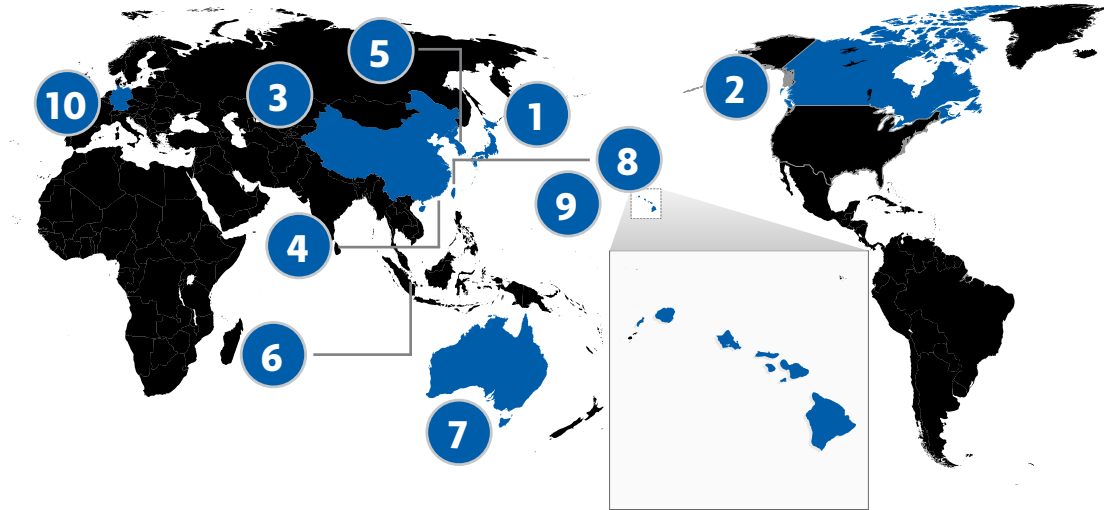


BUYER STATISTICS

JAN-DEC 2017

Top Foreign Buyers of Hawaii Property

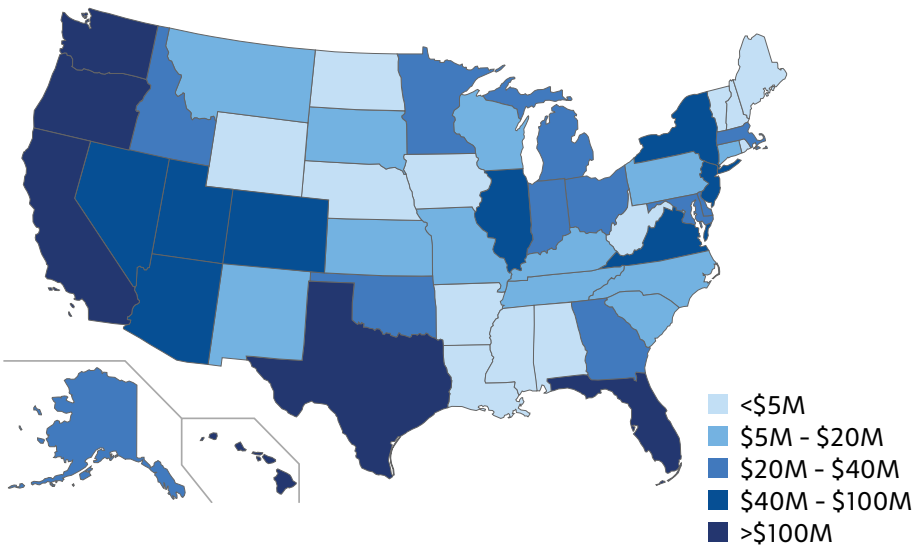
No. Purchases | \$ Amount



1	2	3	4	5	6	7	8	9	10
Japan	Canada	China	Hong Kong	Korea	Singapore	Australia	Taiwan	Guam	Germany
438 \$578.7M	139 \$140.3M	30 \$40.7M	26 \$84.0M	24 \$26.8M	11 \$35.6M	10 \$12.0M	9 \$5.3M	6 \$11.5M	5 \$0.8M

Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



Top 10 States

(By No. of Units Sold)

1. Hawaii (15,012 | \$9.4B)
2. California (1,548 | \$1.5B)
3. Washington (347 | \$361.7M)
4. Florida (300 | \$181.8M)
5. Texas (250 | \$153.9M)
6. Oregon (157 | \$102.2M)
7. Colorado (131 | \$96.5M)
8. Arizona (82 | \$64.3M)
9. Nevada (81 | \$94.5M)
10. New York (78 | \$56.9M)

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BUYER STATISTICS

JAN-DEC 2017

KAUAI

Top Foreign and U.S. Buyers of Kauai Property

FOREIGN



1. Canada
14 | \$9.1M



1. Japan
1 | \$0.1M

U.S.

KOLOA

266

\$197.1M

1. Hawaii (500 | \$241.2M)
2. California (126 | \$129.5M)
3. Washington (29 | \$27.3M)
4. Texas (24 | \$13.2M)

LIHUE

199

\$75.0M

1. Hawaii (55 | \$39.8M)
2. California (40 | \$57.7M)
3. Texas (7 | \$6.4M)
4. Colorado (5 | \$7.1M)
5. Oregon (5 | \$2.9M)

KAWAIHAU

142

\$67.4M

5. Oregon (15 | \$8.3M)
6. Colorado (13 | \$10.9M)
7. Florida (13 | \$9.5M)
8. Utah (9 | \$6.6M)

HANALEI

140

\$156.4M

WAIMEA

53

\$19.9M

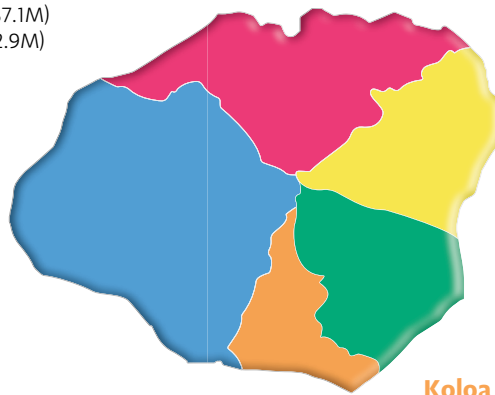
9. Arizona (8 | \$7.9M)
10. Virginia (5 | \$7.2M)
11. Nevada (5 | \$4.4M)
12. Minnesota (5 | \$2.7M)

Hanalei

1. Canada (2 | \$2.8M)
1. Hawaii (55 | \$39.8M)
2. California (40 | \$57.7M)
3. Texas (7 | \$6.4M)
4. Colorado (5 | \$7.1M)
5. Oregon (5 | \$2.9M)

Waimea

1. Canada (1 | \$0.4M)
1. Hawaii (40 | \$15.8M)
2. Washington (3 | \$0.9M)
3. Texas (2 | \$0.6M)
4. Arizona (2 | \$0.5M)
5. Oregon (1 | \$0.5M)



Koloa

1. Canada (6 | \$5.3M)
1. Hawaii (160 | \$82.3M)
2. California (53 | \$57.8M)
3. Washington (16 | \$20.9M)
4. Texas (5 | \$2.1M)
5. Oregon (4 | \$3.0M)

Top Buyers by Region

No. Purchases | \$ Amount

Kawaihau

1. Canada (2 | \$0.1M)
1. Hawaii (82 | \$39.4M)
2. California (20 | \$9.9M)
3. Texas (9 | \$3.7M)
4. Washington (4 | \$1.4M)
5. Idaho (3 | \$3.4M)

Lihue

1. Canada (3 | \$0.6M)
2. Japan (1 | \$0.1M)
1. Hawaii (163 | \$63.8M)
2. California (13 | \$4.1M)
3. Washington (3 | \$1.6M)
4. Oregon (3 | \$0.8M)
5. Minnesota (3 | \$0.7M)

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