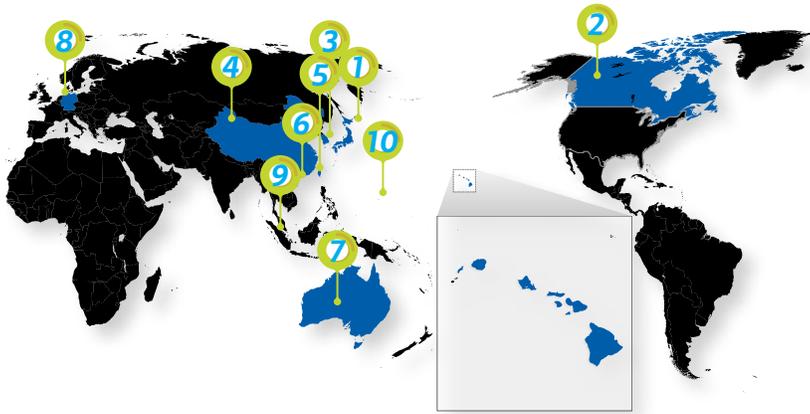


BUYER STATISTICS

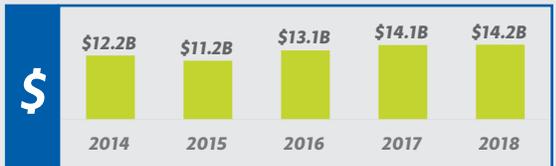
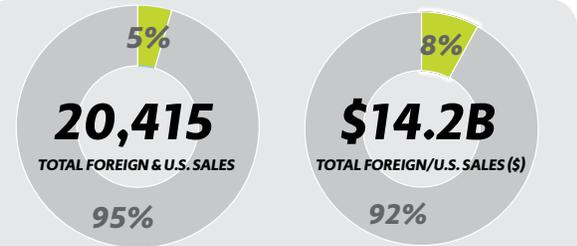
JANUARY-DECEMBER 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



1. Japan	2. Canada	3. Korea	4. China	5. Taiwan
↑ 610 ↑ \$746.1M	↑ 169 ↑ \$200.1M	↑ 28 ↑ \$45.8M	↓ 20 ↓ \$21.5M	↑ 17 ↑ \$17.8M
6. Hong Kong	7. Australia	8. Germany	9. Singapore	10. Guam
↓ 15 ↓ \$22.4M	↑ 15 ↓ \$8.3M	↑ 11 ↑ \$5.1M	↓ 8 ↓ \$23.8M	↑ 8 ↓ \$7.7M



FOREIGN BUYERS | U.S. BUYERS

Note: YTD values vs. previous years YTD values

Top U.S. Buyers of Hawaii Property

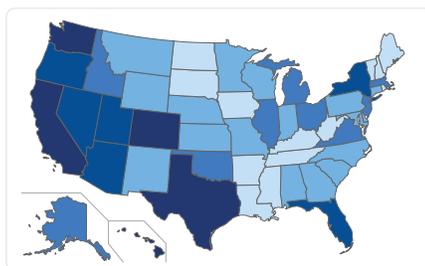
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

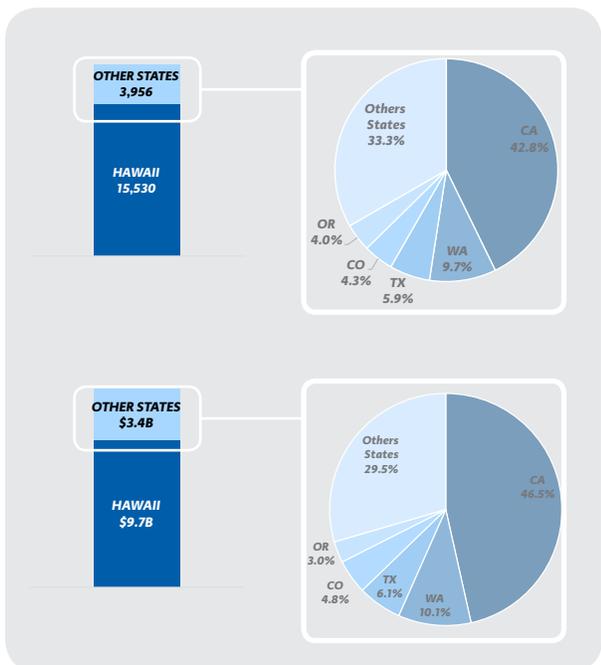
- Hawaii (HI) : 15,530
- California (CA) : 1,692
- Washington (WA) : 382
- Texas (TX) : 232
- Colorado (CO) : 172
- Oregon (OR) : 160
- Florida (FL) : 131
- Nevada (NV) : 110
- Utah (UT) : 94
- Arizona (AZ) : 89

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$9.7B
- California (CA) : \$1.6B
- Washington (WA) : \$340.1M
- Texas (TX) : \$205.2M
- Colorado (CO) : \$160.3M
- Oregon (OR) : \$99.1M
- Utah (UT) : \$96.1M
- Nevada (NV) : \$92.0M
- New York (NY) : \$77.6M
- Florida (FL) : \$71.7M



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



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BUYER STATISTICS

KAUAI | JANUARY-DECEMBER 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



TOP STATES BY NO. OF SALES

- Hawaii (HI) : 703
- California (CA) : 215
- Washington (WA) : 34
- Texas (TX) : 33
- Colorado (CO) : 26
- Utah (UT) : 24
- Oregon (OR) : 15
- Nevada (NV) : 12
- Arizona (AZ) : 10
- Florida (FL) : 9

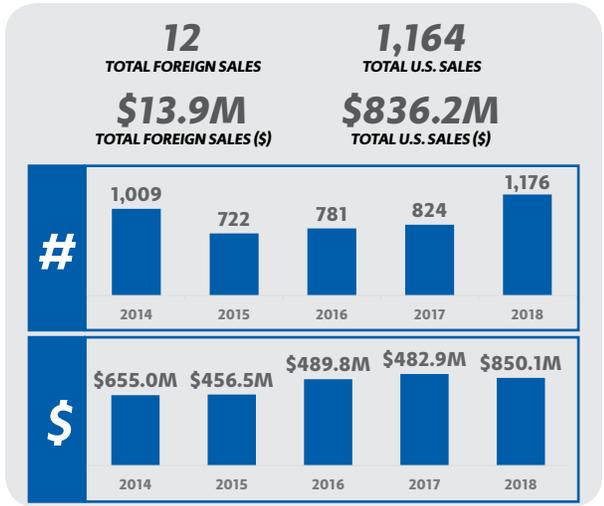
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$404.9M
- California (CA) : \$205.4M
- Texas (TX) : \$45.2M
- Colorado (CO) : \$28.9M
- Washington (WA) : \$27.8M
- Utah (UT) : \$16.8M
- Oregon (OR) : \$13.9M
- Nevada (NV) : \$13.2M
- Connecticut (CT) : \$9.9M
- Illinois (IL) : \$8.4M

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

↑ 320 | ↑ \$260.3M
 HI (↓ 165 | ↑ \$103.3M)
 CA (↑ 68 | ↑ \$70.8M)
 WA (↓ 14 | ↓ \$15.8M)
 UT (↑ 12 | ↑ \$9.3M)
 CO (↑ 10 | ↑ \$15.0M)
 ↓ 1 | ↓ \$550.0K
 CANADA (↓ 1 | ↓ \$550.0K)

LIHUE

↑ 309 | ↑ \$180.2M
 HI (↑ 225 | ↑ \$104.5M)
 CA (↑ 47 | ↑ \$41.1M)
 TX (↑ 7 | ↑ \$16.6M)
 CO (↑ 4 | ↑ \$4.9M)
 WA (↓ 4 | ↑ \$1.9M)
 ↓ 1 | ↓ \$210.0K
 JAPAN (1 | ↑ \$210.0K)

WAIMEA

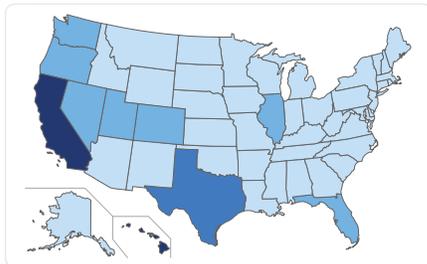
↑ 70 | ↑ \$33.9M
 HI (↑ 53 | ↑ \$25.3M)
 CA (8 | \$3.3M)
 FL (↑ 2 | ↑ \$1.6M)
 WI (1 | \$1.1M)
 ND (1 | \$862.5K)
 ↑ 1 | ↑ \$912.5K
 AUSTRALIA (1 | \$912.5K)

KAWAIHAU

↑ 264 | ↑ \$153.6M
 HI (↑ 173 | ↑ \$95.1M)
 CA (↑ 33 | ↑ \$19.3M)
 WA (↑ 10 | ↑ \$4.5M)
 TX (↓ 8 | ↑ \$9.9M)
 UT (↑ 6 | ↑ \$3.5M)
 ↑ 4 | ↑ \$2.9M
 SOUTH AFRICA (2 | \$792.0K)
 COOK ISLANDS (1 | \$1.1M)
 JAPAN (1 | \$1.1M)

HANAIEI

↑ 201 | ↑ \$208.2M
 HI (↑ 87 | ↑ \$76.6M)
 CA (↑ 59 | ↑ \$70.8M)
 CO (↑ 11 | ↑ \$8.7M)
 TX (↑ 10 | ↑ \$13.7M)
 WA (↑ 6 | ↑ \$5.5M)
 ↑ 5 | ↑ \$9.3M
 JAPAN (2 | \$1.8M)
 JERSEY (1 | \$4.4M)
 MALAYSIA (1 | \$1.8M)
 CANADA (↓ 1 | ↓ \$1.3M)



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

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