

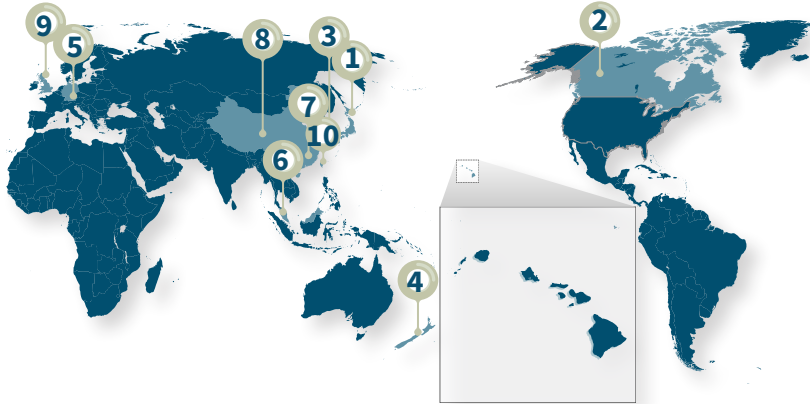


TITLE GUARANTY
HAWAII

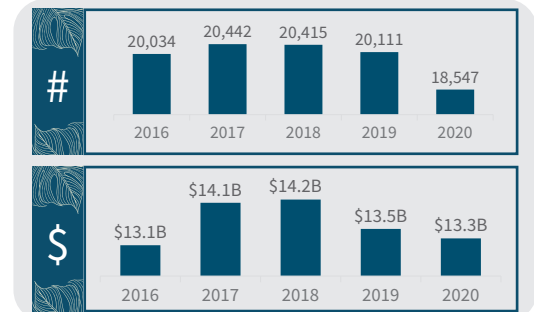
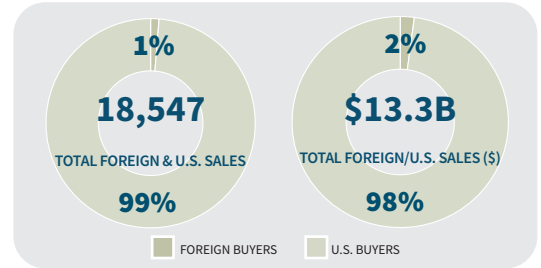
BUYER STATISTICS

JAN-DEC 2020

TOP FOREIGN BUYERS OF HAWAII PROPERTY



1. Japan ↓ 131 ↓ \$130.0M	2. Canada ↓ 64 ↓ \$85.4M	3. Korea ↓ 9 ↓ \$6.3M	4. New Zealand 7 ↑ \$12.0M	5. Germany ↑ 5 ↑ \$3.8M
6. Singapore ↓ 4 ↑ \$14.3M	7. China ↓ 4 ↑ \$5.4M	8. Hong Kong ↓ 2 ↓ \$6.2M	9. United Kingdom ↑ 2 ↑ \$3.1M	10. Taiwan ↓ 1 ↓ \$3.4M



*Year-over-year and current YTD shown

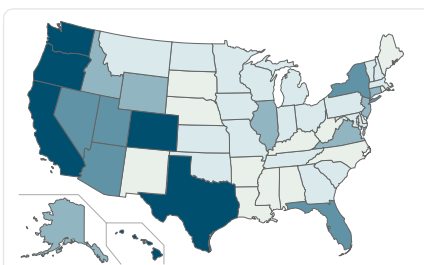
TOP U.S. BUYERS OF HAWAII PROPERTY

TOP STATES BY NO. OF SALES

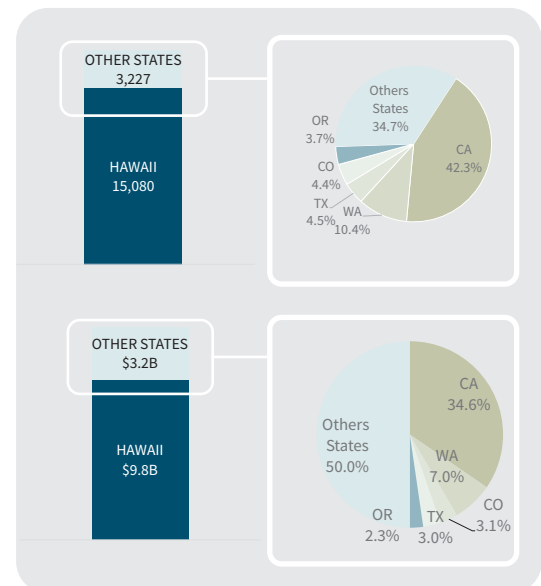
1. Hawaii (HI) : 15,080
2. California (CA) : 1,365
3. Washington (WA) : 334
4. Texas (TX) : 146
5. Colorado (CO) : 142
6. Oregon (OR) : 120
7. Nevada (NV) : 116
8. Utah (UT) : 99
9. Arizona (AZ) : 89
10. New York (NY) : 75

TOP STATES BY \$ AMOUNT

1. Hawaii (HI) : \$9.8B
2. California (CA) : \$1.6B
3. Washington (WA) : \$319.2M
4. Colorado (CO) : \$140.2M
5. Texas (TX) : \$138.1M
6. Oregon (OR) : \$104.8M
7. Florida (FL) : \$96.1M
8. New York (NY) : \$92.9M
9. Nevada (NV) : \$91.5M
10. Utah (UT) : \$80.8M



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





TITLE GUARANTY
HAWAII

BUYER STATISTICS

KAUAI | JAN-DEC 2020

TOP FOREIGN & U.S. BUYERS

TOP FOREIGN BUYERS



1. Canada
↓ 1 | ↓ \$2.6M

TOP STATES BY NO. OF SALES

1. Hawaii (HI) : 585
2. California (CA) : 134
3. Idaho (ID) : 18
4. Colorado (CO) : 16
5. Washington (WA) : 16
6. Utah (UT) : 14
7. Texas (TX) : 12
8. Oregon (OR) : 11
9. Florida (FL) : 7
10. Nevada (NV) : 7

TOP STATES BY \$ AMOUNT

1. Hawaii (HI) : \$379.5M
2. California (CA) : \$154.4M
3. Florida (FL) : \$20.0M
4. Wyoming (WY) : \$16.6M
5. Colorado (CO) : \$16.3M
6. Utah (UT) : \$15.9M
7. New York (NY) : \$14.5M
8. Washington (WA) : \$12.7M
9. Nevada (NV) : \$11.5M
10. Texas (TX) : \$9.0M

1

TOTAL FOREIGN SALES

\$2.6M

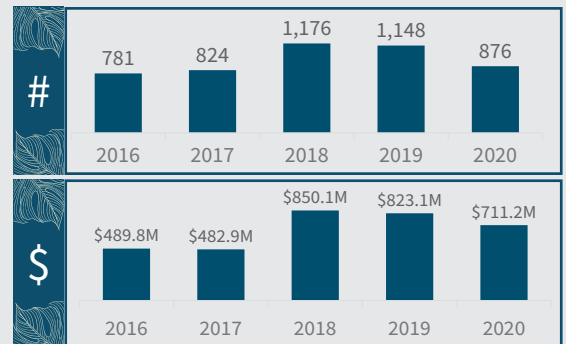
TOTAL FOREIGN SALES (\$)

875

TOTAL U.S. SALES

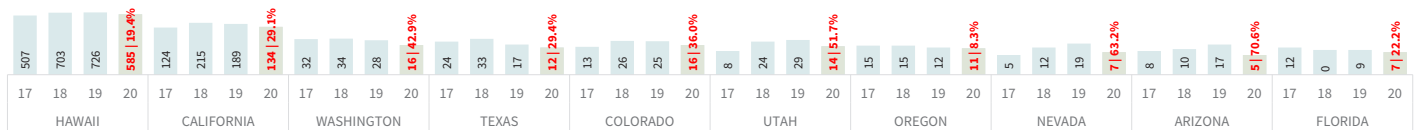
\$708.6M

TOTAL U.S. SALES (\$)



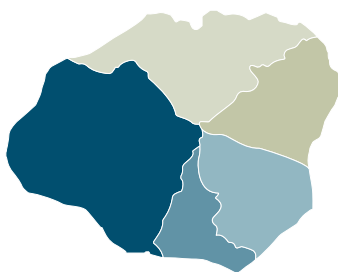
*Year-over-year and current YTD shown

TOP BUYERS BY TOTAL NO. OF SALES (2017-2020)



Note: % changes vs. same period of previous year

TOP BUYERS BY REGION



WAIMEA

↓ 53 | ↓ \$25.4M

HI (↓ 44 | ↓ \$20.2M)
AK (2 | ↓ \$1.3M)
CA (2 | ↓ \$925.0K)
CO (2 | ↓ \$907.7K)
TX (1 | ↑ \$995.0K)

LIHUE

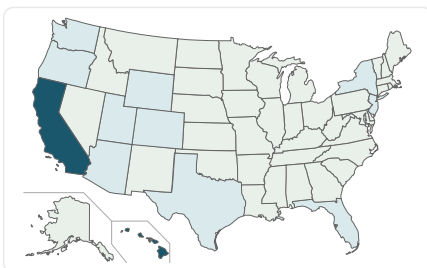
↓ 189 | ↓ \$88.1M

HI (↓ 134 | ↓ \$65.8M)
CA (↓ 19 | ↓ \$5.3M)
ID (↑ 16 | ↑ \$2.4M)
OR (↑ 3 | ↑ \$1.7M)
UT (3 | ↑ \$727.3K)

KOLOA

↓ 258 | ↓ \$227.7M

HI (↓ 165 | ↓ \$114.7M)
CA (↓ 49 | ↑ \$64.0M)
WA (↓ 9 | ↓ \$8.9M)
UT (↓ 6 | ↓ \$8.5M)
TX (↑ 5 | ↑ \$3.7M)



KAWAIIHAU

↓ 222 | ↑ \$162.9M

HI (↓ 168 | ↑ \$110.8M)
CA (↓ 23 | ↓ \$25.5M)
CO (↓ 4 | ↓ \$2.4M)
NJ (↑ 3 | ↑ \$6.7M)
OR (↑ 3 | ↑ \$2.1M)

HANALEI

↓ 153 | ↑ \$204.4M

HI (↑ 74 | ↑ \$68.1M)
CA (↓ 41 | ↓ \$58.6M)
CO (↓ 5 | ↓ \$8.0M)
WY (4 | ↑ \$16.3M)
FL (↓ 3 | ↑ \$16.8M)

↓ 1 | ↓ \$2.6M

CANADA (↓ 1 | ↓ \$2.6M)

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