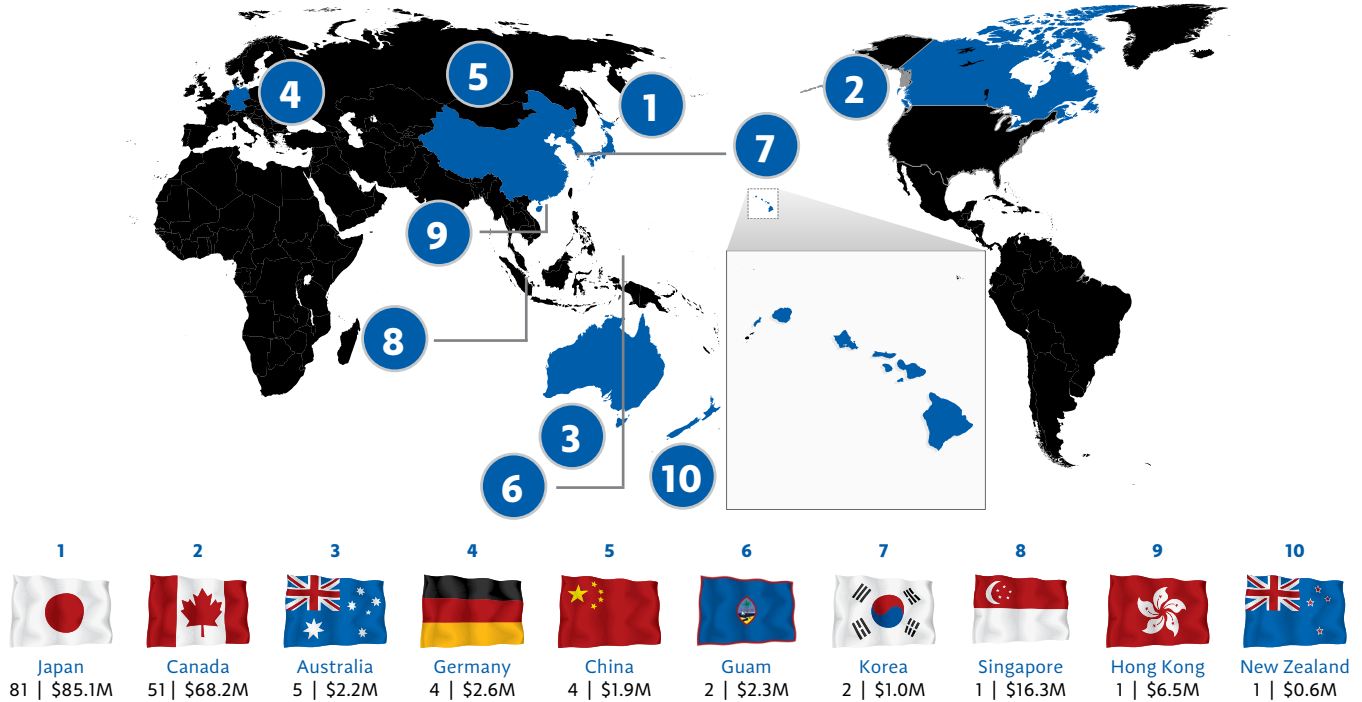


BUYER STATISTICS

JAN-MAR 2018

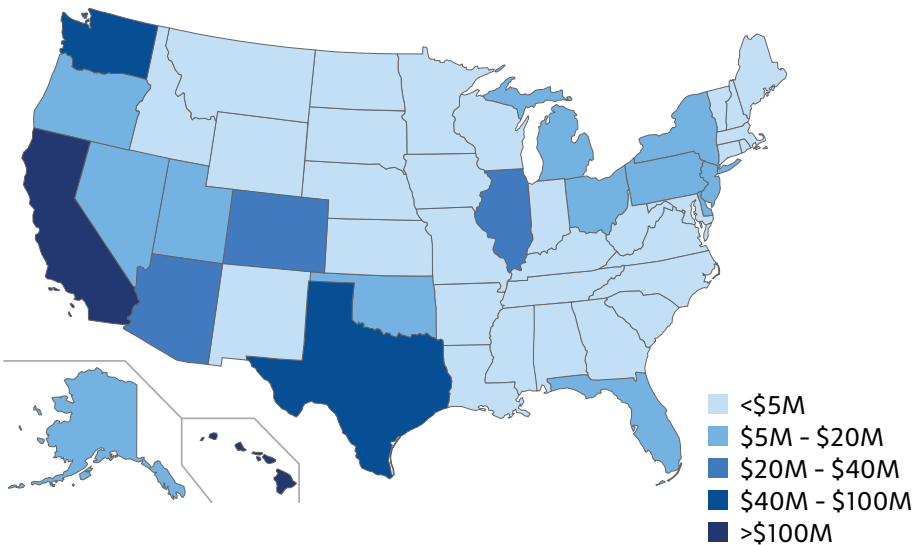
Top Foreign Buyers of Hawaii Property

No. Purchases | \$ Amount



Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



Top 10 States

(By No. of Units Sold)

- Hawaii (2,268 | \$1.4B)
- California (304 | \$290.1M)
- Washington (67 | \$57.1M)
- Texas (56 | \$71.2M)
- Colorado (34 | \$28.9M)
- Florida (33 | \$14.6M)
- Oregon (29 | \$16.3M)
- New York (16 | \$16.3M)
- Oklahoma (16 | \$7.8M)
- Alaska (16 | \$6.7M)

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BUYER STATISTICS

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MAUI

Top Foreign and U.S. Buyers of Maui Property

FOREIGN



1. Canada
32 | \$37.7M



2. Australia
2 | \$0.9M



3. Germany
1 | \$0.9M



4. China
1 | \$0.5M

U.S.

SOUTHSIDE

146

\$121.6M

1. Hawaii (301 | \$182.1M)
2. California (98 | \$102.0M)
3. Washington (30 | \$23.4M)
4. Texas (13 | \$9.8M)

WESTSIDE

126

\$111.2M

CENTRAL

112

\$58.6M

UP COUNTRY

104

\$71.9M

5. Oregon (12 | \$7.2M)
6. Colorado (10 | \$9.6M)
7. Illinois (8 | \$8.9M)
8. Nevada (8 | \$8.5M)

MOLOKAI

20

\$5.6M

NORTH SHORE

16

\$13.3M

LANAI

5

\$7.6M

EAST MAUI

2

\$1.2M

9. Michigan (7 | \$5.3M)
10. Florida (5 | \$2.6M)
11. Utah (4 | \$6.2M)
12. New York (4 | \$2.7M)

West Side

1. Canada (13 | \$16.4M)
2. Australia (2 | \$0.9M)
3. Germany (1 | \$0.9M)

1. California (45 | \$45.5M)
2. Hawaii (43 | \$29.9M)
3. Washington (11 | \$6.0M)
4. Michigan (4 | \$3.1M)
5. Oregon (4 | \$2.9M)

Molokai

1. Canada (1 | \$0.2M)

1. Hawaii (9 | \$3.3M)
2. Indiana (2 | \$0.4M)
3. California (1 | \$0.6M)
4. North Carolina (1 | \$0.2M)
5. Oregon (1 | \$0.2M)



Lanai

1. Hawaii (3 | \$2.2M)
2. California (2 | \$5.3M)

Up Country

1. Hawaii (79 | \$47.7M)
2. California (6 | \$14.9M)
3. Washington (4 | \$2.6M)
4. Texas (4 | \$1.2M)
5. Oregon (2 | \$0.5M)

Central

1. China (1 | \$0.5M)
1. Canada (1 | \$0.1M)

1. Hawaii (91 | \$47.9M)
2. California (8 | \$3.6M)
3. Michigan (2 | \$1.5M)
4. Texas (2 | \$1.2M)
5. Nevada (2 | \$0.5M)

Top Buyers by Region

No. Purchases | \$ Amount

North Shore

1. Hawaii (13 | \$11.7M)
2. New York (1 | \$0.8M)
3. California (1 | \$0.4M)
4. Washington (1 | \$0.3M)

East Maui

1. Hawaii (1 | \$0.8M)
2. Colorado (1 | \$0.5M)

South Side

1. Canada (17 | \$21.0M)
1. Hawaii (62 | \$38.5M)
2. California (35 | \$31.6M)
3. Washington (13 | \$14.4M)
4. Oregon (5 | \$3.6M)
5. Colorado (5 | \$3.4M)

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