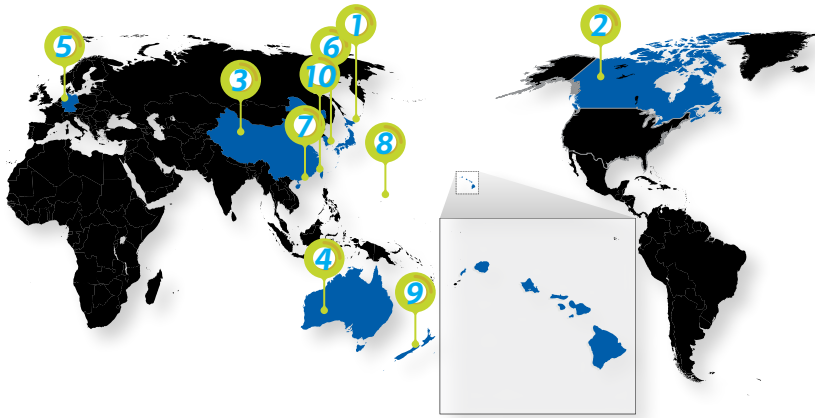


BUYER STATISTICS

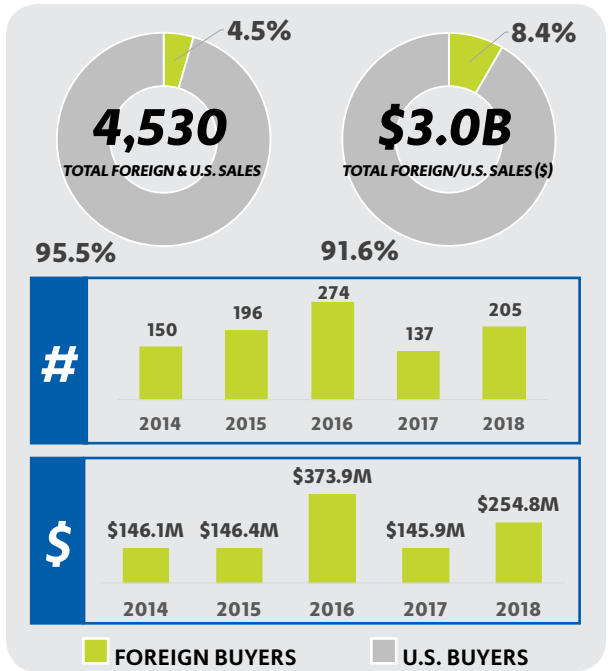
JANUARY-MARCH 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



1. Japan ↑ 110 ↑ \$137.4M	2. Canada ↑ 60 ↑ \$73.3M	3. China 6 ↓ \$5.3M	4. Australia ↑ 5 ↑ \$2.6M	5. Germany ↑ 5 ↑ \$2.6M
6. Korea ↓ 4 ↓ \$2.6M	7. Hong Kong ↑ 3 ↑ \$8.4M	8. Guam ↑ 3 ↑ \$3.0M	9. New Zealand 3 \$1.8M	10. Taiwan ↑ 2 ↑ \$804.0K



Top U.S. Buyers of Hawaii Property

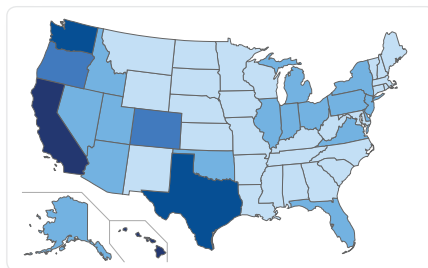
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

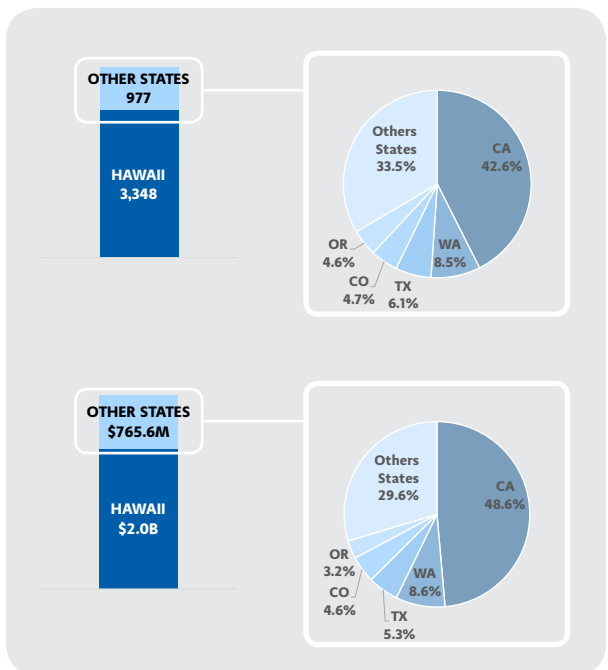
- Hawaii (HI) : **3,348**
- California (CA) : **416**
- Washington (WA) : **83**
- Texas (TX) : **60**
- Colorado (CO) : **46**
- Oregon (OR) : **46**
- Florida (FL) : **39**
- Alaska (AK) : **25**
- New York (NY) : **21**
- Nevada (NV) : **20**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$2.0B**
- California (CA) : **\$372.2M**
- Washington (WA) : **\$65.8M**
- Texas (TX) : **\$40.9M**
- Colorado (CO) : **\$35.6M**
- Oregon (OR) : **\$24.3M**
- New York (NY) : **\$19.9M**
- Nevada (NV) : **\$17.6M**
- Florida (FL) : **\$17.1M**
- Utah (UT) : **\$16.2M**



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



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BUYER STATISTICS

MAUI | JANUARY-MARCH 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



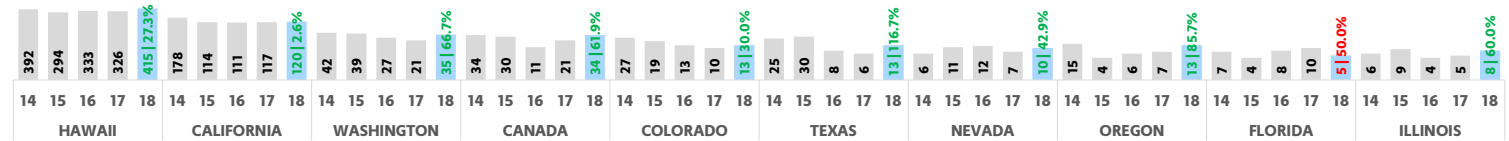
TOP STATES BY NO. OF SALES

- Hawaii (HI) : 415
- California (CA) : 120
- Washington (WA) : 35
- Texas (TX) : 13
- Oregon (OR) : 13
- Colorado (CO) : 13
- Nevada (NV) : 10
- Michigan (MI) : 8
- Illinois (IL) : 8
- Florida (FL) : 5

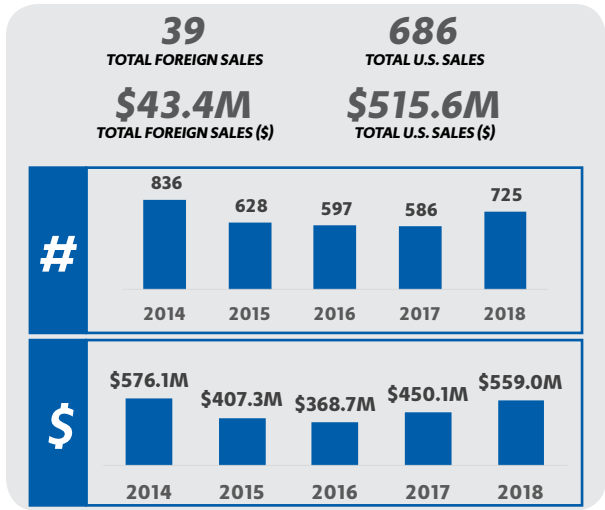
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$265.4M
- California (CA) : \$130.6M
- Washington (WA) : \$27.2M
- Colorado (CO) : \$11.3M
- Nevada (NV) : \$9.9M
- Texas (TX) : \$9.8M
- Illinois (IL) : \$8.9M
- Oregon (OR) : \$8.1M
- Michigan (MI) : \$6.7M
- Utah (UT) : \$6.2M

TOP BUYERS BY TOTAL NO. OF SALES (2014 - 2018)



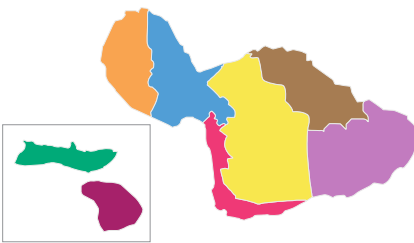
Note: # values vs. same period of previous years



Note: YTD values vs. previous years YTD values

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



SOUTHSIDE

↑247 | ↑\$197.3M
 HI (↑131 | ↑\$82.6M)
 CA (↓49 | ↓\$53.8M)
 WA (↑18 | ↑\$17.7M)
 CO (↑8 | ↑\$5.2M)
 OR (↑6 | ↓\$3.1M)
 19 | ↑\$22.9M
 CANADA (↑19 | ↑\$22.9M)

CENTRAL

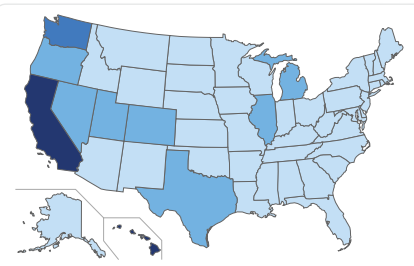
↑178 | ↑\$107.4M
 HI (↑147 | ↑\$91.4M)
 CA (↑11 | ↑\$5.6M)
 MI (↑3 | ↑\$2.3M)
 TX (↑3 | ↓\$1.3M)
 CO (↑2 | ↑\$683.5K)
 3 | \$1.5M
 HONG KONG (1 | \$925.0K)
 CHINA (1 | \$504.0K)
 CANADA (1 | \$119.6K)

WESTSIDE

↓148 | ↑\$125.9M
 HI (↓54 | ↓\$35.9M)
 CA (↑52 | ↑\$51.0M)
 WA (↑12 | ↑\$6.5M)
 OR (↑5 | ↑\$3.8M)
 MI (4 | \$3.1M)
 ↑16 | ↑\$18.8M
 CANADA (↑13 | ↑\$16.7M)
 AUSTRALIA (↑2 | ↑\$1.3M)
 GERMANY (1 | \$868.0K)

UP COUNTRY

↑62 | ↓\$53.5M
 HI (↑51 | ↑\$34.2M)
 CA (3 | \$13.6M)
 WA (↑2 | ↓\$1.8M)
 TX (2 | \$800.5K)
 MA (1 | ↓\$1.3M)



MOLOKAI

↓24 | ↑\$6.6M
 HI (↑12 | ↑\$4.1M)
 CA (↓2 | ↑\$822.0K)
 IN (2 | \$350.0K)
 NC (1 | \$240.0K)
 OR (1 | \$227.0K)
 1 | ↓\$159.0K
 CANADA (1 | ↓\$159.0K)

NORTH SHORE

↑18 | ↑\$15.3M
 HI (↑15 | ↑\$13.8M)
 NY (1 | \$828.0K)
 CA (↓1 | ↓\$375.0K)
 WA (1 | \$329.0K)

LANAI

7 | ↑\$8.5M
 HI (↓4 | ↑\$2.7M)
 CA (2 | \$5.3M)
 AK (1 | \$472.5K)

EAST MAUI

↑2 | ↓\$1.2M
 HI (1 | ↓\$760.0K)
 CO (1 | \$450.0K)

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

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