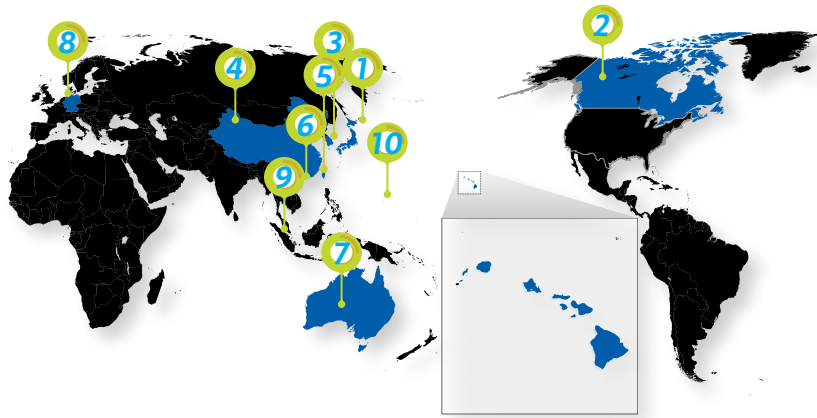


BUYER STATISTICS

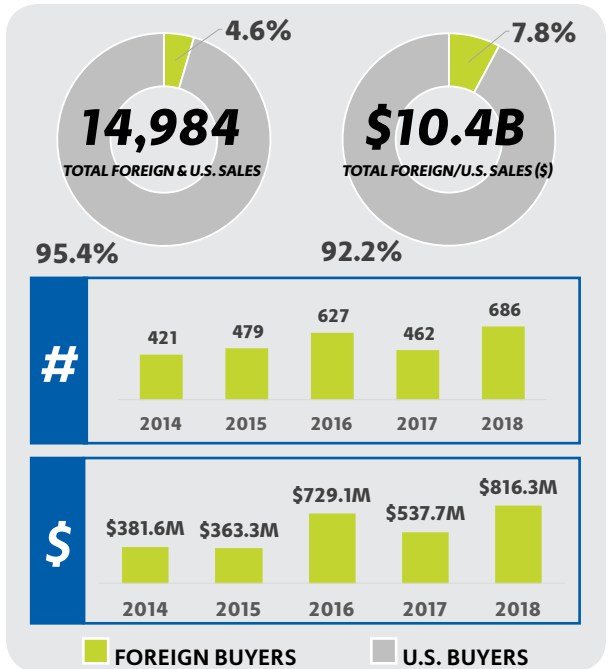
JANUARY-SEPTEMBER 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



1. Japan	2. Canada	3. Korea	4. China	5. Taiwan
↑ 431 ↑ \$504.9M	↑ 139 ↑ \$169.3M	↑ 19 ↑ \$30.0M	↑ 18 ↓ \$19.3M	↑ 14 ↑ \$15.6M
6. Hong Kong	7. Australia	8. Germany	9. Singapore	10. Guam
↓ 12 ↓ \$19.5M	↑ 12 ↑ \$7.6M	↑ 9 ↑ \$4.7M	7 ↓ \$22.6M	↑ 7 ↑ \$6.9M



Top U.S. Buyers of Hawaii Property

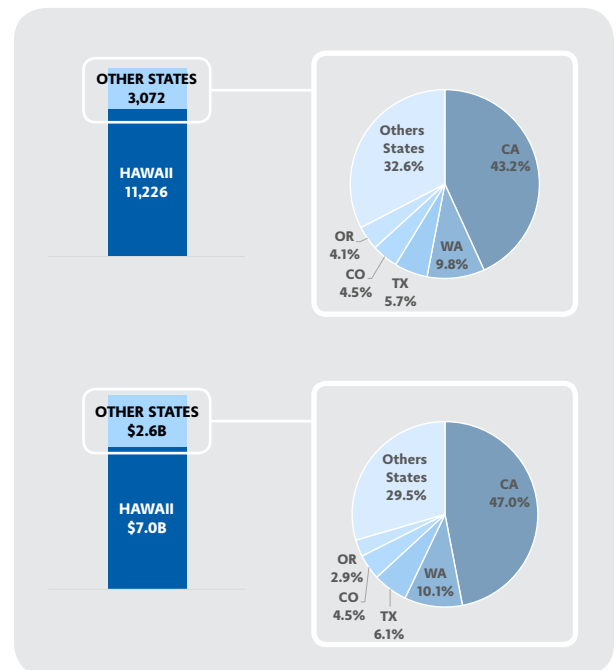
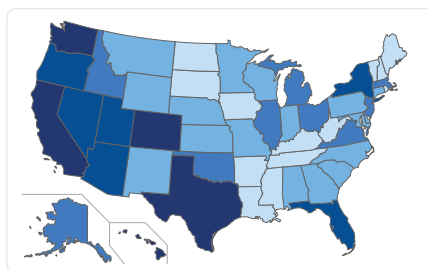
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

- Hawaii (HI) : **11,226**
- California (CA) : **1,327**
- Washington (WA) : **302**
- Texas (TX) : **175**
- Colorado (CO) : **139**
- Oregon (OR) : **127**
- Florida (FL) : **98**
- Nevada (NV) : **73**
- Utah (UT) : **70**
- New York (NY) : **65**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$7.0B**
- California (CA) : **\$1.2B**
- Washington (WA) : **\$260.4M**
- Texas (TX) : **\$156.4M**
- Colorado (CO) : **\$114.9M**
- Oregon (OR) : **\$75.7M**
- Utah (UT) : **\$66.0M**
- New York (NY) : **\$65.0M**
- Nevada (NV) : **\$59.4M**
- Florida (FL) : **\$55.8M**



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BUYER STATISTICS

MAUI | JANUARY-SEPTEMBER 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



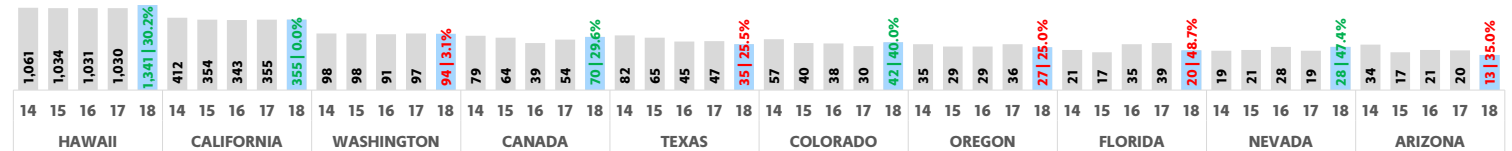
TOP STATES BY NO. OF SALES

- Hawaii (HI) : 1,341**
- California (CA) : 355
- Washington (WA) : 94
- Colorado (CO) : 42
- Texas (TX) : 35
- Nevada (NV) : 28
- Oregon (OR) : 27
- Florida (FL) : 20
- Utah (UT) : 17
- Illinois (IL) : 14

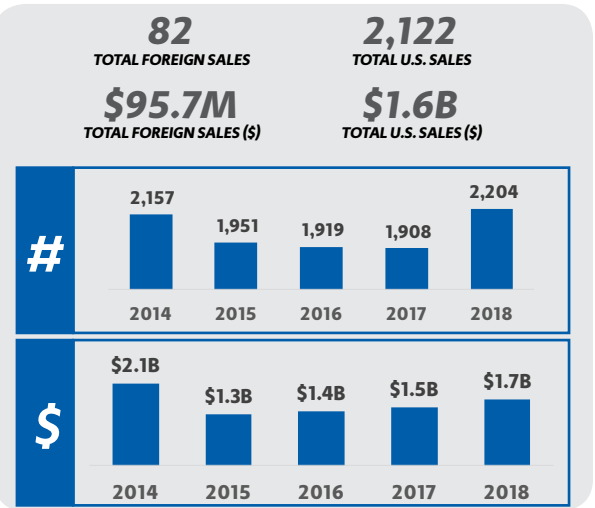
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$827.5M**
- California (CA) : \$351.0M
- Washington (WA) : \$91.7M
- Colorado (CO) : \$54.1M
- Texas (TX) : \$36.0M
- Utah (UT) : \$27.2M
- Nevada (NV) : \$22.4M
- Oregon (OR) : \$19.2M
- Arizona (AZ) : \$17.8M
- Illinois (IL) : \$17.6M

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

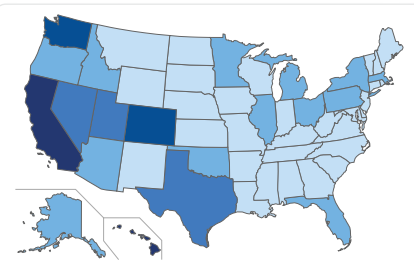
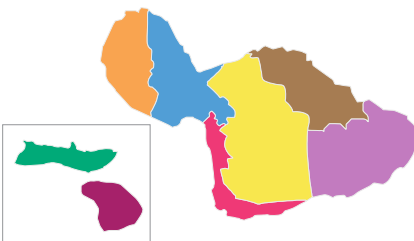


Note: YTD values vs. previous years YTD values



Top Buyers by Region

NO. OF SALES | \$ AMOUNT



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

SOUTHSIDE

↑714 | ↑\$568.5M
 HI (↑390 | ↑\$243.9M)
 CA (↑138 | ↑\$133.3M)
 WA (↓47 | ↓\$46.7M)
 CO (↑24 | ↑\$25.2M)
 NV (↑13 | ↑\$13.5M)

↑47 | ↑\$59.4M
 CANADA (↑43 | ↑\$53.4M)
 JAPAN (3 | ↑\$5.4M)
 GERMANY (1 | \$579.0K)

CENTRAL

↑541 | ↑\$303.9M
 HI (↑456 | ↑\$256.0M)
 CA (↑34 | ↑\$18.8M)
 TX (↓6 | ↓\$3.3M)
 MI (↑5 | ↑\$2.8M)
 CO (↑5 | ↑\$2.3M)

↑5 | ↑\$2.7M
 CHINA (2 | \$1.2M)
 CANADA (↑2 | ↑\$603.4K)
 HONG KONG (1 | \$925.0K)

WESTSIDE

↓476 | ↑\$441.1M
 HI (↑198 | ↑\$137.3M)
 CA (↓146 | ↓\$152.2M)
 WA (↑34 | ↑\$37.4M)
 OR (11 | ↓\$7.3M)
 CO (↑10 | ↑\$24.2M)

↑27 | ↑\$31.2M
 CANADA (↑22 | ↑\$27.5M)
 GERMANY (2 | \$1.3M)
 AUSTRALIA (↑2 | ↑\$1.3M)
 JAPAN (↓1 | ↓\$1.1M)

UP COUNTRY

↓184 | ↓\$157.8M
 HI (↓150 | ↓\$111.3M)
 CA (↑12 | ↑\$27.0M)
 WA (4 | ↓\$3.1M)
 NV (3 | \$3.2M)
 AK (2 | \$3.4M)

1 | \$1.2M
 CANADA (1 | \$1.2M)

MOLOKAI

↓92 | ↑\$25.2M
 HI (↑59 | ↑\$16.8M)
 CA (↓12 | ↑\$4.2M)
 WA (↓3 | ↓\$669.0K)
 IN (3 | \$600.0K)
 TX (↑2 | ↑\$705.0K)

↓1 | ↓\$159.0K
 CANADA (↓1 | ↓\$159.0K)

NORTH SHORE

↑85 | ↑\$68.4M
 HI (↑71 | ↑\$52.0M)
 CA (↓6 | ↓\$3.5M)
 TX (↑3 | ↑\$3.1M)
 WA (↑2 | ↓\$2.0M)
 AK (1 | \$6.4M)

1 | ↑\$1.1M
 CANADA (1 | ↑\$1.1M)

LANAI

↓23 | ↑\$20.0M
 HI (↓12 | ↓\$6.4M)
 CA (↑7 | ↑\$11.8M)
 WI (1 | \$675.0K)
 AK (1 | \$472.5K)
 TX (1 | \$317.2K)

EAST MAUI

7 | ↓\$4.6M
 HI (↑5 | ↑\$3.8M)
 CO (1 | \$450.0K)
 WA (1 | \$350.0K)

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