

# BUYER STATISTICS

## JAN-DEC 2016

### MAUI

Top Foreign and U.S. Buyers of Maui Property

#### FOREIGN



1. Canada  
59 | \$60.7M



2. Japan  
5 | \$10.0M



3. Australia  
2 | \$3.2M



4. England  
2 | \$1.2M



5. Switzerland  
1 | \$1.1M



6. China  
1 | \$0.5M



7. Hungary  
1 | \$0.3M

#### U.S.

##### Southside

722

\$530.5M

1. Hawaii (1,428 | \$767.6M)
2. California (446 | \$383.4M)
3. Washington (121 | \$105.5M)
4. Texas (58 | \$61.0M)

##### Westside

704

\$612.1M

##### Up Country

478

\$284.0M

##### Central

367

\$169.7M

##### Molokai

104

\$23.4M

5. Florida (51 | \$27.3M)
6. Colorado (47 | \$72.0M)
7. Oregon (40 | \$32.5M)
8. Nevada (36 | \$30.0M)

##### North Shore

88

\$69.6M

##### Lanai

34

\$20.3M

##### East Maui

9

\$6.5M

9. Arizona (28 | \$23.2M)
10. New York (25 | \$32.4M)
11. Alaska (24 | \$11.1M)
12. Utah (21 | \$22.0M)

#### West Side

1. Canada (22 | \$26.7M)
2. Japan (1 | \$2.8M)
3. Switzerland (1 | \$1.1M)
4. China (1 | \$0.5M)
5. Hungary (1 | \$0.3M)

#### Up Country

1. Canada (2 | \$1.6M)
2. Australia (1 | \$2.7M)

1. Hawaii (386 | \$222.4M)
2. California (30 | \$17.6M)
3. Washington (8 | \$7.2M)
4. Texas (8 | \$5.8M)
5. Florida (8 | \$4.4M)

### Top Buyers by Region

No. Purchases | \$ Amount

#### North Shore

1. England (1 | \$0.6M)

1. Hawaii (62 | \$41.3M)
2. California (14 | \$18.7M)
3. Oregon (2 | \$2.3M)
4. Utah (2 | \$1.4M)
5. Washington (2 | \$1.1M)

#### East Maui

1. Hawaii (7 | \$3.4M)
2. California (1 | \$2.6M)
3. Oregon (1 | \$0.4M)

#### South Side

1. Canada (34 | \$32.1M)
2. Japan (4 | \$7.2M)
3. England (1 | \$0.7M)
4. Australia (1 | \$0.5M)

1. Hawaii (355 | \$201.6M)
2. California (149 | \$132.4M)
3. Washington (62 | \$56.4M)
4. Florida (19 | \$11.0M)
5. Oregon (14 | \$12.6M)

#### Molokai

1. Canada (1 | \$0.3M)

1. Hawaii (59 | \$13.3M)
2. California (16 | \$4.0M)
3. Washington (5 | \$0.9M)
4. Texas (2 | \$0.7M)
5. Arizona (2 | \$0.5M)

#### Lanai

1. Hawaii (25 | \$10.3M)
2. Utah (2 | \$4.9M)
3. Idaho (2 | \$2.9M)
4. Oregon (1 | \$0.6M)
5. California (1 | \$0.6M)

#### Central

1. Hawaii (292 | \$134.2M)
2. California (23 | \$11.8M)
3. Florida (12 | \$4.9M)
4. Texas (11 | \$4.2M)
5. Virginia (3 | \$1.8M)

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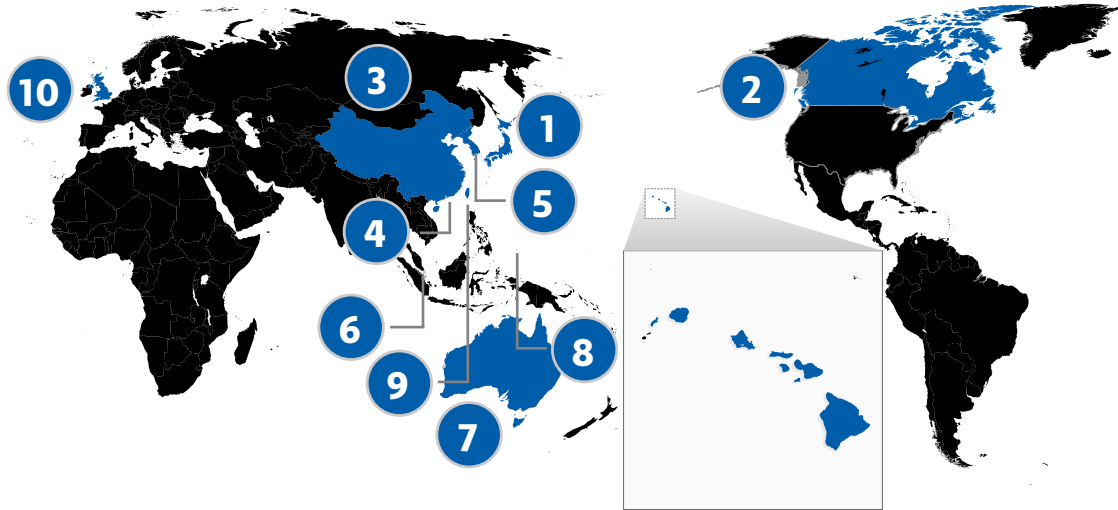
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## JAN-DEC 2016

### Top Foreign Buyers of Hawaii Property

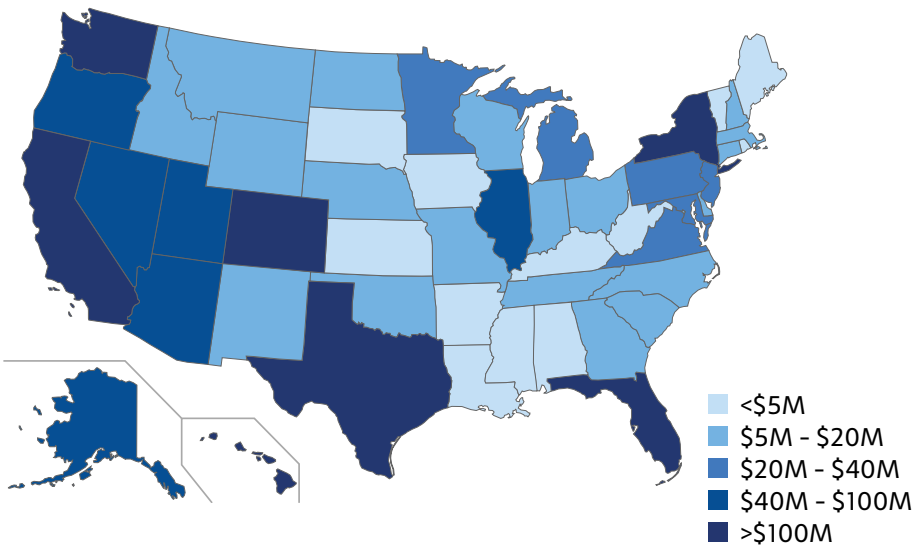
No. Purchases | \$ Amount



1	2	3	4	5	6	7	8	9	10
Japan 581   \$753.7M	Canada 116   \$102.0M	China 30   \$39.5M	Hong Kong 21   \$32.5M	Korea 12   \$23.0M	Singapore 11   \$22.6M	Australia 9   \$20.6M	Guam 7   \$4.7M	Taiwan 6   \$7.9M	England 4   \$3.5M

### Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



### Top 10 States

(By No. of Units Sold)

1. Hawaii (15,415 | \$9.1B)
2. California (1,479 | \$1.3B)
3. Washington (343 | \$283.8M)
4. Texas (239 | \$154.1M)
5. Florida (189 | \$105.6M)
6. Colorado (137 | \$133.5M)
7. Oregon (133 | \$87.4M)
8. New York (102 | \$135.1M)
9. Nevada (101 | \$93.3M)
10. Arizona (90 | \$83.9M)

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