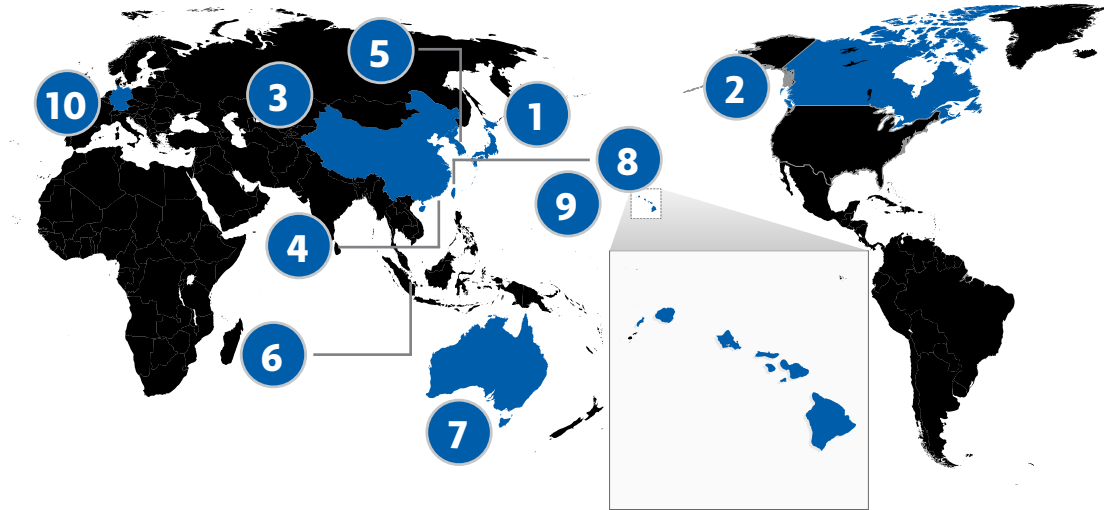


BUYER STATISTICS

JAN-DEC 2017

Top Foreign Buyers of Hawaii Property

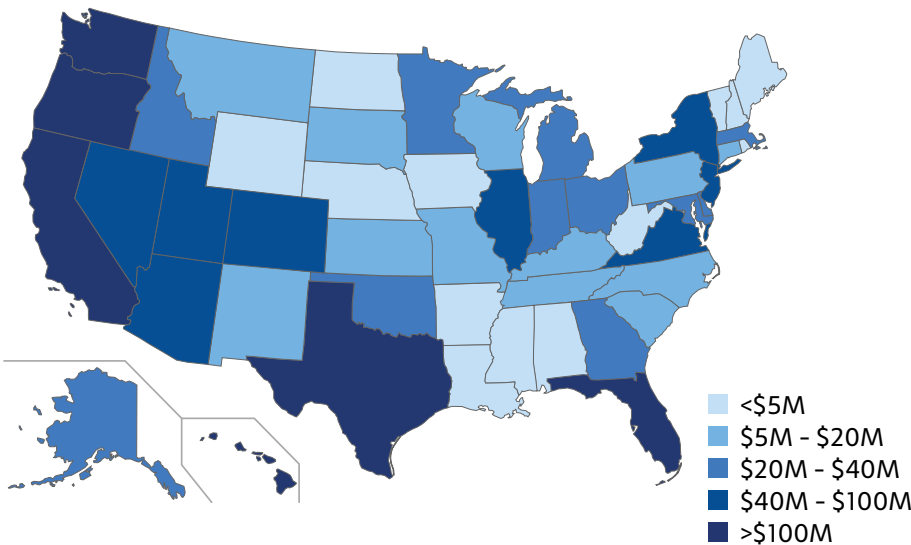
No. Purchases | \$ Amount



1	2	3	4	5	6	7	8	9	10
Japan 438 \$578.7M	Canada 139 \$140.3M	China 30 \$40.7M	Hong Kong 26 \$84.0M	Korea 24 \$26.8M	Singapore 11 \$35.6M	Australia 10 \$12.0M	Taiwan 9 \$5.3M	Guam 6 \$11.5M	Germany 5 \$0.8M

Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



Top 10 States

(By No. of Units Sold)

1. Hawaii (15,012 | \$9.4B)
2. California (1,548 | \$1.5B)
3. Washington (347 | \$361.7M)
4. Florida (300 | \$181.8M)
5. Texas (250 | \$153.9M)
6. Oregon (157 | \$102.2M)
7. Colorado (131 | \$96.5M)
8. Arizona (82 | \$64.3M)
9. Nevada (81 | \$94.5M)
10. New York (78 | \$56.9M)

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BUYER STATISTICS

JAN-DEC 2017

MAUI

Top Foreign and U.S. Buyers of Maui Property

FOREIGN



1. Canada
66 | \$73.0M



2. Japan
7 | \$8.0M



3. Australia
1 | \$0.7M



4. United Kingdom
1 | \$0.7M

U.S.

SOUTHSIDE

715

\$574.9M

1. Hawaii (1,352 | \$752.7M)
2. California (468 | \$466.4M)
3. Washington (122 | \$147.3M)
4. Texas (57 | \$40.5M)

WESTSIDE

640

\$567.7M

UP COUNTRY

419

\$311.1M

CENTRAL

370

\$190.7M

MOLOKAI

123

\$23.8M

NORTH SHORE

81

\$72.9M

LANAI

38

\$26.3M

EAST MAUI

7

\$5.4M

5. Oregon (47 | \$38.4M)
6. Florida (45 | \$21.4M)
7. Colorado (40 | \$28.1M)
8. Nevada (22 | \$33.5M)
9. Arizona (22 | \$28.3M)
10. Utah (20 | \$31.4M)
11. New York (16 | \$14.3M)
12. Alaska (16 | \$10.0M)

West Side

1. Canada (15 | \$25.2M)
2. Japan (2 | \$5.0M)
3. Australia (1 | \$0.7M)

1. California (230 | \$215.3M)
2. Hawaii (226 | \$152.4M)
3. Washington (45 | \$47.6M)
4. Texas (17 | \$18.4M)
5. Oregon (16 | \$15.0M)

Up Country

1. Hawaii (350 | \$205.3M)
2. California (18 | \$33.8M)
3. Florida (12 | \$6.8M)
4. Washington (6 | \$23.8M)
5. Oklahoma (6 | \$3.9M)

Top Buyers by Region

No. Purchases | \$ Amount

North Shore

1. Canada (1 | \$0.6M)
1. Hawaii (54 | \$42.8M)
2. California (14 | \$11.9M)
3. Texas (2 | \$1.1M)
4. Colorado (2 | \$0.9M)
5. New York (1 | \$4.1M)

Molokai

1. Canada (3 | \$0.4M)
1. Hawaii (68 | \$13.6M)
2. California (15 | \$2.3M)
3. Washington (7 | \$1.2M)
4. Colorado (7 | \$1.1M)
5. Florida (3 | \$0.6M)

Central

1. Japan (1 | \$0.3M)
2. Canada (1 | \$0.2M)
1. Hawaii (303 | \$159.5M)
2. California (26 | \$11.9M)
3. Texas (11 | \$5.4M)
4. Florida (6 | \$2.8M)
5. Arizona (3 | \$1.4M)

Lanai

1. Hawaii (29 | \$13.8M)
2. California (6 | \$9.5M)
3. Washington (1 | \$1.9M)
4. Utah (1 | \$0.8M)
5. Maryland (1 | \$0.4M)

South Side

1. Canada (46 | \$46.6M)
2. Japan (4 | \$2.7M)
3. United Kingdom (1 | \$0.7M)
1. Hawaii (318 | \$163.8M)
2. California (157 | \$178.2M)
3. Washington (60 | \$69.3M)
4. Oregon (26 | \$21.0M)
5. Texas (23 | \$13.1M)

East Maui

1. Hawaii (4 | \$1.6M)
2. California (2 | \$3.6M)
3. Florida (1 | \$0.2M)

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