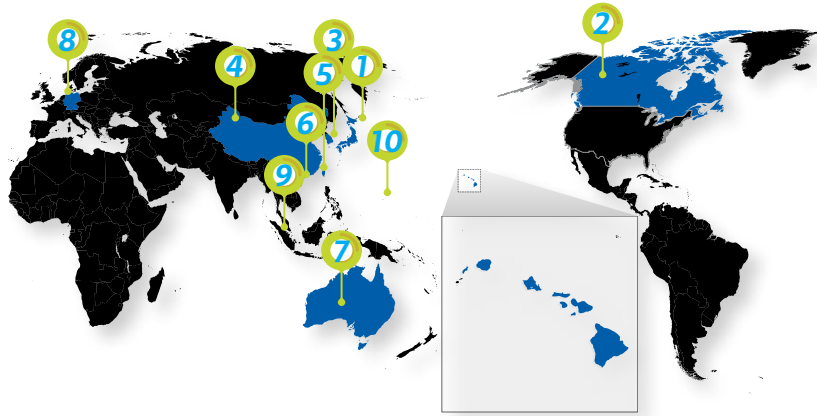


BUYER STATISTICS

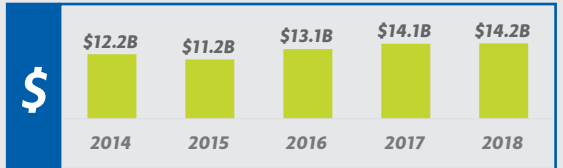
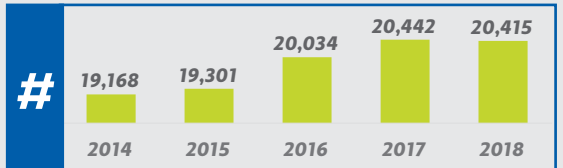
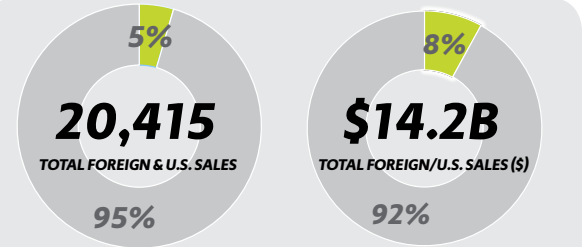
JANUARY-DECEMBER 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES / \$ AMOUNT



1. Japan	2. Canada	3. Korea	4. China	5. Taiwan
↑ 610 ↑ \$746.1M	↑ 169 ↑ \$200.1M	↑ 28 ↑ \$45.8M	↓ 20 ↓ \$21.5M	↑ 17 ↑ \$17.8M
6. Hong Kong	7. Australia	8. Germany	9. Singapore	10. Guam
↓ 15 ↓ \$22.4M	↑ 15 ↓ \$8.3M	↑ 11 ↑ \$5.1M	↓ 8 ↓ \$23.8M	↑ 8 ↓ \$7.7M



FOREIGN BUYERS U.S. BUYERS

Note: YTD values vs. previous years YTD values

Top U.S. Buyers of Hawaii Property

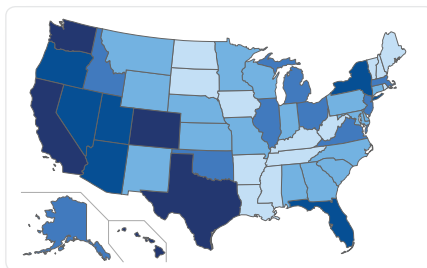
NO. OF SALES / \$ AMOUNT

TOP STATES BY NO. OF SALES

- Hawaii (HI) : **15,530**
- California (CA) : **1,692**
- Washington (WA) : **382**
- Texas (TX) : **232**
- Colorado (CO) : **172**
- Oregon (OR) : **160**
- Florida (FL) : **131**
- Nevada (NV) : **110**
- Utah (UT) : **94**
- Arizona (AZ) : **89**

TOP STATES BY \$ AMOUNT

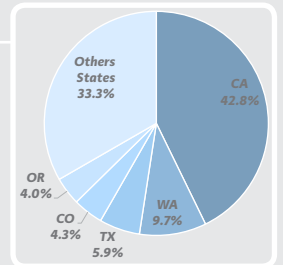
- Hawaii (HI) : **\$9.7B**
- California (CA) : **\$1.6B**
- Washington (WA) : **\$340.1M**
- Texas (TX) : **\$205.2M**
- Colorado (CO) : **\$160.3M**
- Oregon (OR) : **\$99.1M**
- Utah (UT) : **\$96.1M**
- Nevada (NV) : **\$92.0M**
- New York (NY) : **\$77.6M**
- Florida (FL) : **\$71.7M**



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

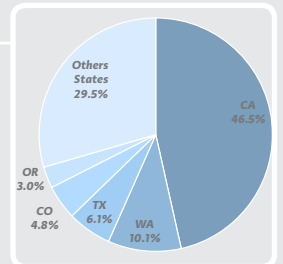
OTHER STATES
3,956

HAWAII
15,530



OTHER STATES
\$3.4B

HAWAII
\$9.7B



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BUYER STATISTICS

MAUI | JANUARY-DECEMBER 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



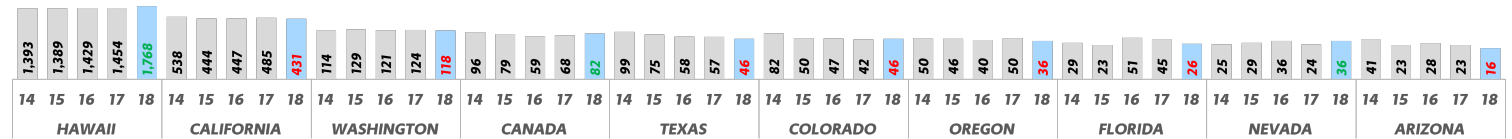
TOP STATES BY NO. OF SALES

- Hawaii (HI) : **1,768**
- California (CA) : **431**
- Washington (WA) : **118**
- Colorado (CO) : **46**
- Texas (TX) : **46**
- Oregon (OR) : **36**
- Nevada (NV) : **36**
- Florida (FL) : **26**
- Utah (UT) : **24**
- Alaska (AK) : **17**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$1.1B**
- California (CA) : **\$433.7M**
- Washington (WA) : **\$120.0M**
- Colorado (CO) : **\$66.6M**
- Texas (TX) : **\$56.9M**
- Utah (UT) : **\$44.1M**
- Nevada (NV) : **\$27.6M**
- Oregon (OR) : **\$26.4M**
- Illinois (IL) : **\$19.7M**
- Arizona (AZ) : **\$19.5M**

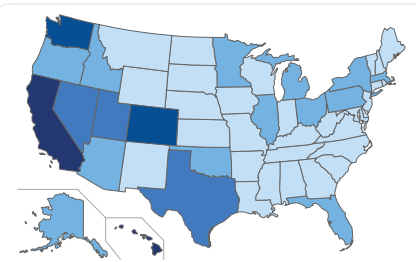
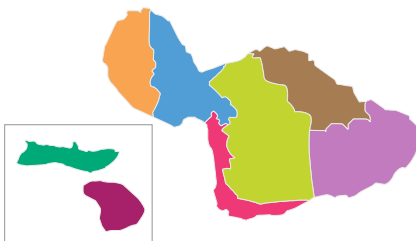
TOP BUYERS BY TOTAL NO. OF SALES (2014 - 2018)



Note: # values vs. same period of previous years

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



SOUTHSIDE

↑ 910 | ↑ \$745.3M

HI (↑ 506 | ↑ \$313.0M)
CA (↑ 170 | ↓ \$179.5M)
WA (↓ 59 | ↓ \$64.9M)
CO (↑ 26 | ↑ \$31.1M)
OR (↓ 18 | ↓ \$12.4M)

↑ 57 | ↑ \$67.4M

CANADA (↑ 52 | ↑ \$59.3M)
JAPAN (4 | ↑ \$7.6M)
GERMANY (1 | ↑ \$579.0K)

MOLOKAI

↓ 118 | ↑ \$30.8M

HI (↑ 78 | ↑ \$21.1M)
CA (↓ 15 | ↑ \$4.8M)
WA (↓ 4 | ↓ \$759.0K)
TX (↑ 3 | ↑ \$812.5K)
IN (3 | \$600.0K)

↓ 1 | ↓ \$159.0K

CANADA (↓ 1 | ↓ \$159.0K)

CENTRAL

↑ 712 | ↑ \$404.9M

HI (↑ 609 | ↑ \$346.2M)
CA (↑ 43 | ↑ \$23.2M)
TX (↓ 6 | ↓ \$3.3M)
OK (↓ 5 | ↑ \$3.0M)
MI (↑ 5 | ↑ \$2.8M)

↑ 5 | ↑ \$2.7M

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

NORTH SHORE

↑ 111 | ↑ \$93.1M

HI (↑ 89 | ↑ \$65.3M)
CA (↓ 10 | ↓ \$11.1M)
WA (↑ 4 | ↑ \$4.0M)
TX (↑ 3 | ↑ \$3.1M)
AK (1 | \$6.4M)

1 | ↑ \$1.1M

CANADA (1 | ↑ \$1.1M)

WESTSIDE

↓ 591 | ↓ \$537.0M

HI (↑ 264 | ↑ \$180.4M)
CA (↓ 164 | ↓ \$168.1M)
WA (↓ 40 | ↓ \$44.1M)
TX (↓ 12 | ↑ \$21.4M)
OR (↓ 12 | ↓ \$8.1M)

↑ 30 | ↑ \$35.6M

CANADA (↑ 24 | ↑ \$30.9M)
GERMANY (↑ 2 | ↑ \$1.3M)
AUSTRALIA (↑ 2 | ↑ \$1.3M)
JAPAN (↓ 1 | ↓ \$1.1M)
CZECH REPUBLIC (1 | \$1.0M)

LANAI

↓ 32 | ↑ \$26.7M

HI (↓ 19 | ↓ \$10.3M)
CA (↑ 9 | ↑ \$14.6M)
WI (1 | \$675.0K)
AK (1 | \$472.5K)
TX (1 | \$317.2K)

UP COUNTRY

↓ 249 | ↓ \$209.7M

HI (↓ 196 | ↓ \$146.4M)
CA (↑ 20 | ↑ \$32.4M)
WA (↑ 6 | ↓ \$3.6M)
NV (↑ 5 | ↑ \$5.0M)
OR (↑ 4 | ↑ \$4.7M)

2 | \$2.0M

CANADA (2 | \$2.0M)

EAST MAUI

↑ 9 | ↓ \$5.3M

HI (↑ 7 | ↑ \$4.5M)
CO (1 | \$450.0K)
WA (1 | \$350.0K)

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

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