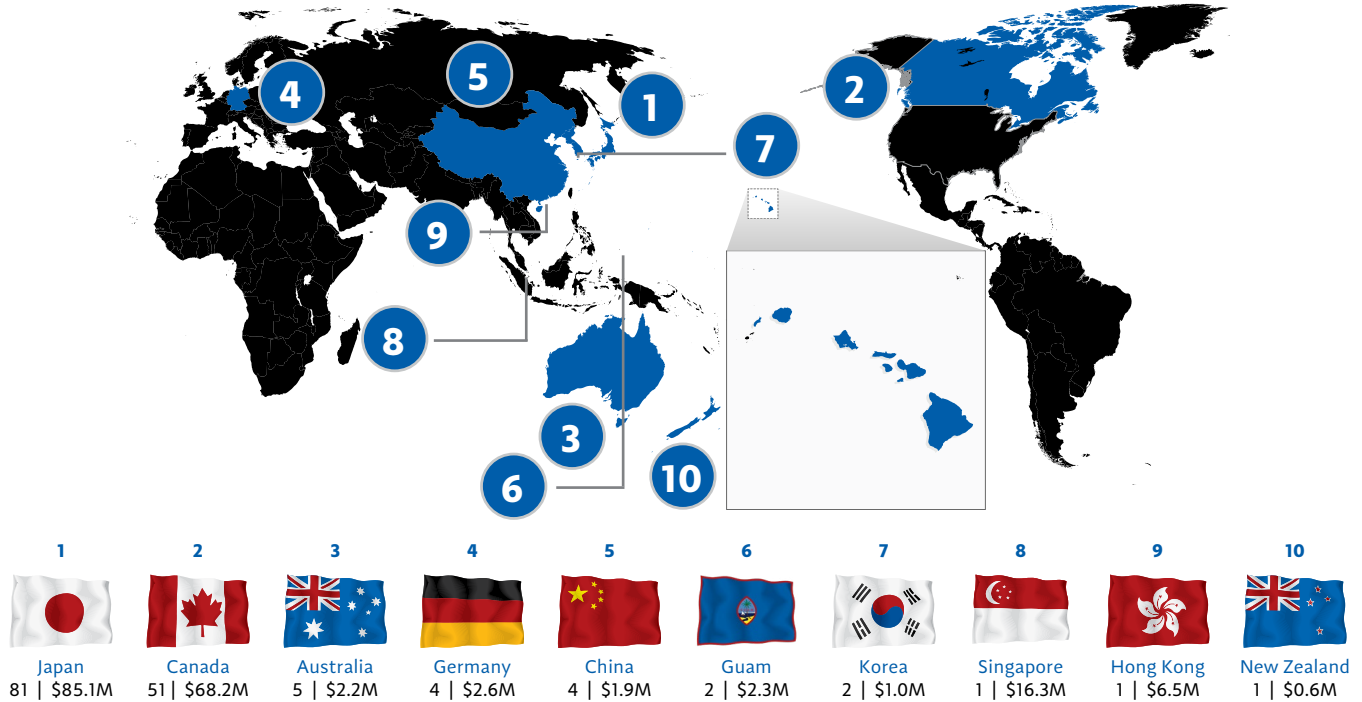


BUYER STATISTICS

JAN-MAR 2018

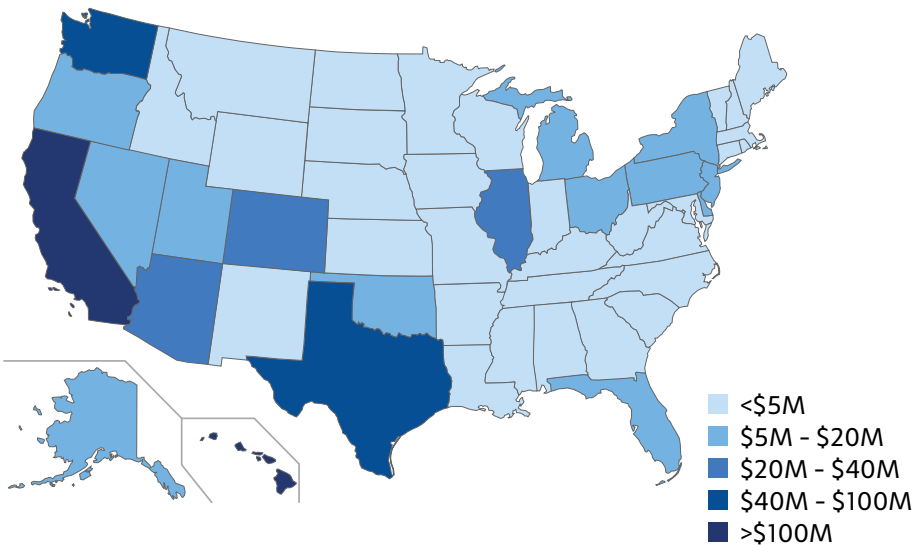
Top Foreign Buyers of Hawaii Property

No. Purchases | \$ Amount



Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



Top 10 States

(By No. of Units Sold)

1. Hawaii (2,268 | \$1.4B)
2. California (304 | \$290.1M)
3. Washington (67 | \$57.1M)
4. Texas (56 | \$71.2M)
5. Colorado (34 | \$28.9M)
6. Florida (33 | \$14.6M)
7. Oregon (29 | \$16.3M)
8. New York (16 | \$16.3M)
9. Oklahoma (16 | \$7.8M)
10. Alaska (16 | \$6.7M)

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OAHU

Top Foreign and U.S. Buyers of Oahu Property

FOREIGN



1. Japan
76 | \$70.5M
6. Korea
2 | \$1.0M



2. Canada
10 | \$6.4M
7. Australia
2 | \$0.7M



3. Germany
3 | \$1.7M
8. Singapore
1 | \$16.3M



4. China
3 | \$1.4M
9. Hong Kong
1 | \$6.5M



5. Guam
2 | \$2.3M
10. New Zealand
1 | \$0.6M

U.S.

HONOLULU

774
\$582.1M

1. Hawaii (1,488 | \$969.2M)
2. California (86 | \$61.4M)
3. Washington (11 | \$13.4M)
4. Colorado (9 | \$6.2M)

LEEWARD

398
\$198.1M

CENTRAL

326
\$165.6M

5. Texas (9 | \$5.6M)
6. Florida (8 | \$4.0M)
7. New York (7 | \$12.4M)
8. Nevada (4 | \$2.4M)

WINDWARD

159
\$141.4M

NORTH SHORE

8
\$9.0M

9. Virginia (4 | \$1.9M)
10. New Jersey (3 | \$3.1M)
11. Oklahoma (3 | \$1.9M)
12. Connecticut (3 | \$1.8M)

Top Buyers by Region

No. Purchases | \$ Amount

North Shore

1. Hawaii (4 | \$4.2M)
2. California (3 | \$4.2M)
3. Nevada (1 | \$0.6M)

Leeward

1. Japan (3 | \$1.3M)
2. Canada (2 | \$1.5M)
3. Australia (1 | \$0.4M)
1. Hawaii (367 | \$181.7M)
2. California (11 | \$6.2M)
3. Florida (5 | \$3.2M)
4. Washington (3 | \$2.0M)
5. Texas (3 | \$0.6M)

Central

1. Hawaii (309 | \$157.2M)
2. California (5 | \$3.3M)
3. Washington (2 | \$1.2M)
4. Texas (2 | \$1.1M)
5. Nevada (1 | \$0.6M)

Windward

1. Japan (8 | \$5.0M)
2. Germany (1 | \$1.6M)
3. Australia (1 | \$0.3M)
1. Hawaii (130 | \$118.0M)
2. California (18 | \$13.6M)
3. Colorado (3 | \$0.8M)
4. Washington (1 | \$3.8M)
5. Ohio (1 | \$2.6M)

Honolulu

1. Japan (65 | \$64.1M)
2. Canada (8 | \$4.9M)
3. China (3 | \$1.4M)
4. Guam (2 | \$2.3M)
5. Korea (2 | \$1.0M)
1. Hawaii (678 | \$508.1M)
2. California (49 | \$34.1M)
3. New York (7 | \$12.4M)
4. Washington (5 | \$6.5M)
5. Colorado (4 | \$5.0M)

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