

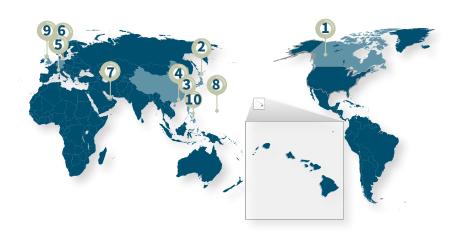


BUYER STATISTICS





TOP FOREIGN BUYERS OF HAWAII PROPERTY













5. Switzerland 1 | \$1.7M

6. Germany 1 | ↑ \$850.0K 7. United Arab Emirates 1 | \$850.0K

8. Guam 1 | \$817.0K 9. United Kingdom 10. Philippines 1 | \$357.0K

1 | \$320.0K



OTHER STATES

1,400

*Year-over-year and current YTD shown

Others

TOP U.S. BUYERS OF HAWAII PROPERTY

TOP STATES BY NO. OF SALES

- 1. HAWAII (HI): 4,127
- 2. CALIFORNIA (CA): 564
- 3. WASHINGTON (WA): 156
- 4. NEW YORK (NY): 103
- 6. OREGON (OR): 61
- 7. TEXAS (TX): 50
- 9. UTAH (UT): 41

TOP STATES BY \$ AMOUNT

1. HAWAII (HI): \$3.0B

\$20M - \$40M \$40M - \$100M

■ >\$100M

2. CALIFORNIA (CA): \$769.4M







BUYER STATISTICS OAHU | JAN-MAR 2021



TOP FOREIGN & U.S. BUYERS

TOP FOREIGN BUYERS

















*Year-over-year and current YTD shown

TOP STATES BY NO. OF SALES

1. HAWAII (HI): 2,644 2. CALIFORNIA (CA): 164

3. **NEW YORK (NY): 90**

4. WASHINGTON (WA): 29

5. TEXAS (TX): 16 6. NEVADA (NV): 11

7. COLORADO (CO): 10

8. FLORIDA (FL): 9 9. UTAH (UT):9

10. ARIZONA (AZ): 9

TOP STATES BY \$ AMOUNT

1. HAWAII (HI): \$1.9B

2. CALIFORNIA (CA): \$133.3M

3. NEW YORK (NY): \$60.7M 4. WASHINGTON (WA): \$43.2M

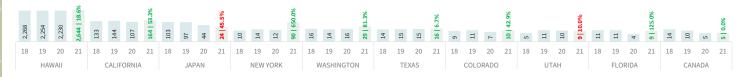
5. TEXAS (TX): \$28.0M

6. MASSACHUSETTS (MA): \$22.5M

7. FLORIDA (FL): \$16.6M 8. NEVADA (NV): \$16.6M 9. UTAH (UT): \$10.9M

10. VIRGINIA (VA): \$8.3M

TOP BUYERS BY TOTAL NO. OF SALES (2018-2021)



Note: % changes vs. same period of previous year

TOP BUYERS BY REGION



NORTH SHORE

↑65 | ↑\$91.5M

HI (42 | 1 \$52.1M) CA (9 | \$15.2M) UT (4 | \$6.6M) MA (2 | \$3.8M) OR (2 | \$1.4M)

LEEWARD

↑713 | ↑\$464.0M

HI (1 653 | 1 \$425.4M) CA (28 | 1 \$16.4M) WA (↑7 | ↑\$6.3M) CO (3 | \$1.7M) FL (13 | 1 \$1.2M)

↓1 | **↓**\$817.0K GUAM (1 | \$817.0K)

↑536 | ↑\$316.0M

HI (↑ 520 | ↑ \$310.0M) CA (↓8 | ↓\$2.8M) TX (4 | \$1.8M) NV (↓ 1 | ↓ \$395.0K)



■\$40M - \$100M ■>\$100M

HONOLULU

↑1,051 | ↑\$682.1M HI († 829 | † \$509.0M) NY (\$3 | \$50.9M) CA (78 | ↑ \$51.1M) WA (↑ 15 | ↑ \$26.2M) TX (↑5 | ↑\$10.3M)

↓ 26 | **↓** \$23.9M JAPAN (**↓** 18 | **↓** \$19.1M) CANADA (↑4 | ↑\$2.4M) UNITED KINGDOM (1 | \$357.0K) PHILIPPINES (1 | \$320.0K)

EAST HONOLULU

↑368 | ↑\$479.3M HI († 313 | † \$388.4M) CA († 24 | † \$28.7M) VA (↑3 | ↑\$6.6M) AZ (3 | \$5.2M) NY (13 | 1 \$3.0M)

↑7 | ↑\$19.6M JAPAN (4 | \$11.9M) KOREA (1 | \$2.9M) HONG KONG (1 | \$2.9M) CANADA (1 | ↑\$2.0M)

WINDWARD

↑329 | ↑\$314.9M HI († 287 | † \$259.0M) CA (↑ 17 | ↓ \$19.1M) NV (4 | \$11.2M) TX (4 | ↑ \$5.6M) WA (↑3 | ↑\$2.8M)

↑2 | **↓** \$869.5K JAPAN (2 | \$869.5K)