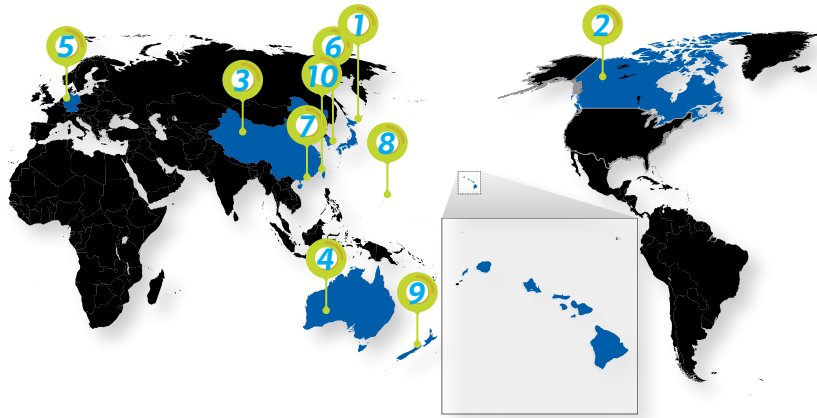


BUYER STATISTICS

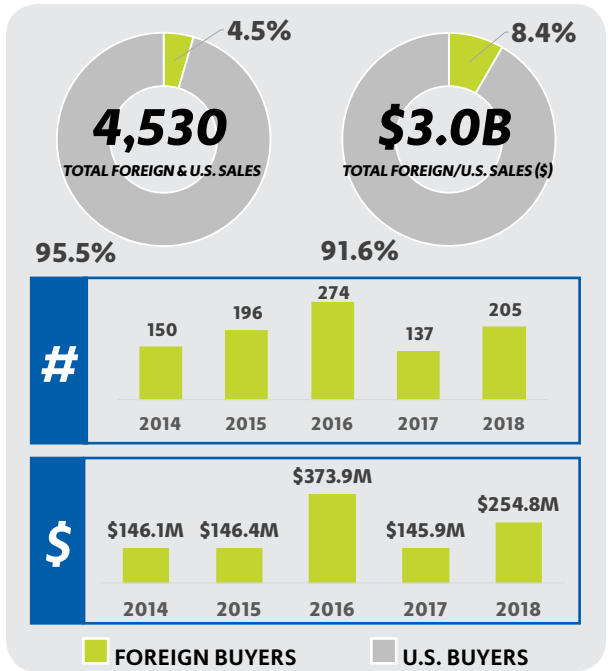
JANUARY-MARCH 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



| | | | | |
|---------------------------------------|---------------------------------------|----------------------------------|---------------------------------------|---------------------------------------|
| | | | | |
| 1. Japan ↑ 110 ↑ \$137.4M | 2. Canada ↑ 60 ↑ \$73.3M | 3. China 6 ↓ \$5.3M | 4. Australia ↑ 5 ↑ \$2.6M | 5. Germany ↑ 5 ↑ \$2.6M |
| 6. Korea ↓ 4 ↓ \$2.6M | 7. Hong Kong ↑ 3 ↑ \$8.4M | 8. Guam ↑ 3 ↑ \$3.0M | 9. New Zealand 3 \$1.8M | 10. Taiwan ↑ 2 ↑ \$804.0K |



Top U.S. Buyers of Hawaii Property

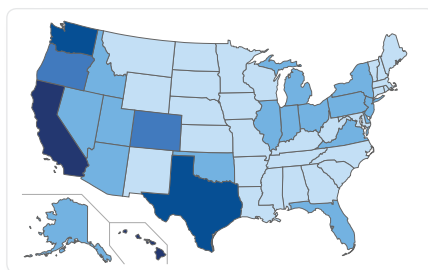
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

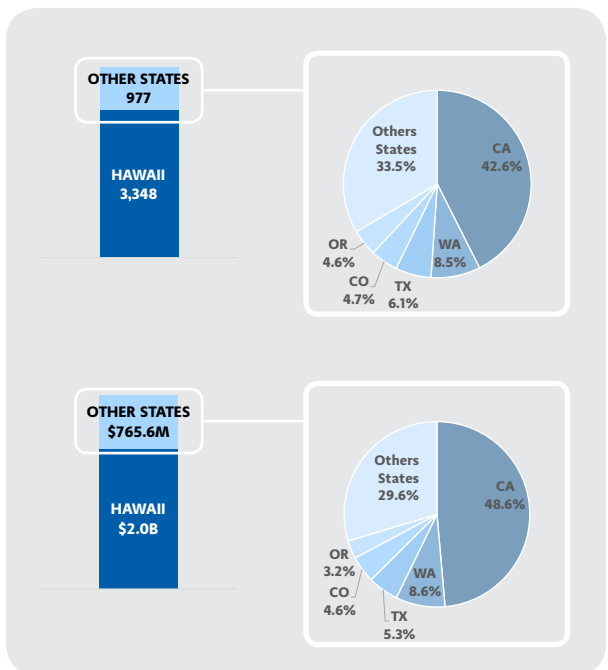
- Hawaii (HI) : **3,348**
- California (CA) : **416**
- Washington (WA) : **83**
- Texas (TX) : **60**
- Colorado (CO) : **46**
- Oregon (OR) : **46**
- Florida (FL) : **39**
- Alaska (AK) : **25**
- New York (NY) : **21**
- Nevada (NV) : **20**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$2.0B**
- California (CA) : **\$372.2M**
- Washington (WA) : **\$65.8M**
- Texas (TX) : **\$40.9M**
- Colorado (CO) : **\$35.6M**
- Oregon (OR) : **\$24.3M**
- New York (NY) : **\$19.9M**
- Nevada (NV) : **\$17.6M**
- Florida (FL) : **\$17.1M**
- Utah (UT) : **\$16.2M**



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



Statistics provided by Title Guaranty. Information deemed reliable but not guaranteed. All rights to these materials are reserved; no reproduction without prior written consent.



TITLE GUARANTY
TITLE & ESCROW SERVICES

*Title and Escrow is our business.
Hawaii is our home.*

Call: (808) 521-0211 or Visit: www.TGHawaii.com

BUYER STATISTICS

OAHU | JANUARY-MARCH 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



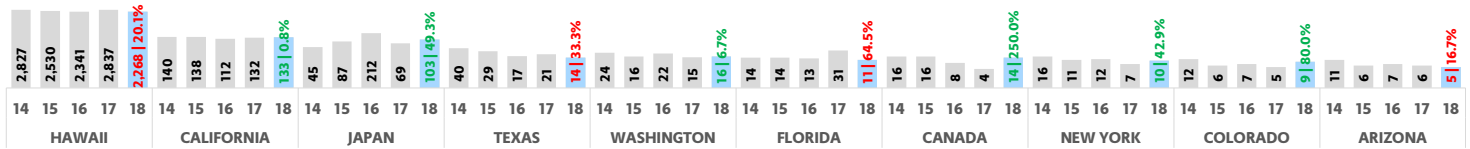
TOP STATES BY NO. OF SALES

- Hawaii (HI) : 2,268**
- California (CA) : 133
- Washington (WA) : 16
- Texas (TX) : 14
- Florida (FL) : 11
- New York (NY) : 10
- Colorado (CO) : 9
- Virginia (VA) : 7
- Nevada (NV) : 6
- Arizona (AZ) : 5

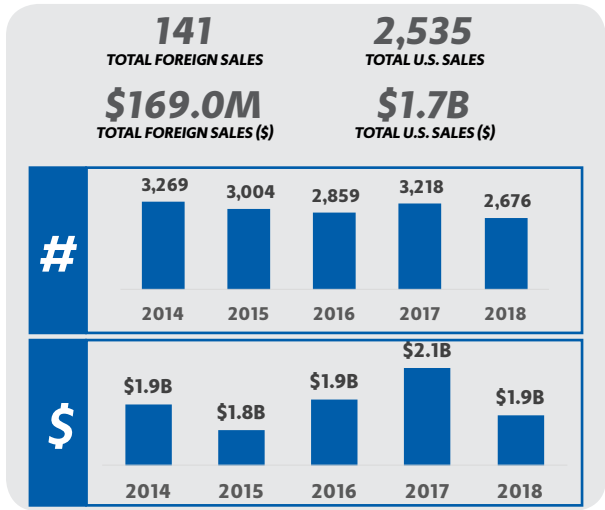
TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$1.5B**
- California (CA) : \$100.2M
- Washington (WA) : \$19.4M
- New York (NY) : \$14.5M
- Texas (TX) : \$9.5M
- Florida (FL) : \$6.1M
- Colorado (CO) : \$6.0M
- Nevada (NV) : \$5.9M
- Utah (UT) : \$5.7M
- Ohio (OH) : \$3.9M

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



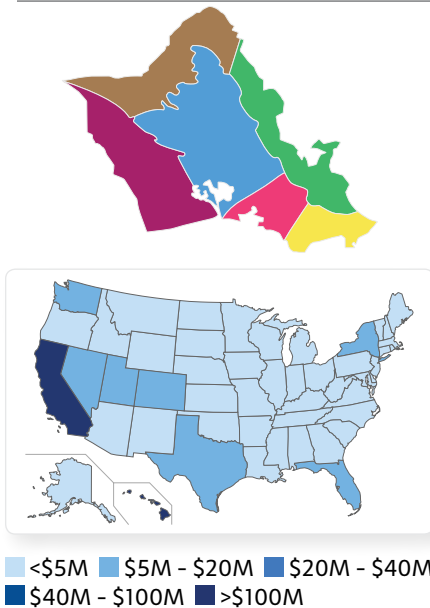
Note: # values vs. same period of previous years



Note: YTD values vs. previous years YTD values

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



HONOLULU

- ↓ 879 | ↓ \$571.9M
- HI (↓ 771 | ↓ \$499.0M)
 - CA (↓ 55 | ↓ \$32.7M)
 - NY (↑ 9 | ↑ \$13.3M)
 - WA (↓ 6 | ↑ \$7.2M)
 - TX (↓ 4 | ↑ \$3.7M)
- ↑ 103 | ↑ \$94.2M
- JAPAN (↑ 77 | ↑ \$74.7M)
 - CANADA (↑ 10 | ↑ \$4.2M)
 - KOREA (↓ 3 | ↓ \$2.3M)
 - NEW ZEALAND (3 | \$1.8M)
 - CHINA (3 | ↓ \$1.4M)

WINDWARD

- ↓ 232 | ↓ \$209.6M
- HI (↓ 195 | ↓ \$174.3M)
 - CA (↑ 23 | ↑ \$19.7M)
 - WA (↑ 3 | ↑ \$6.6M)
 - OH (2 | ↑ \$3.5M)
 - VA (↑ 2 | ↓ \$852.6K)
- ↑ 14 | ↑ \$14.0M
- JAPAN (↑ 11 | ↑ \$11.5M)
 - GERMANY (1 | \$1.6M)
 - GUAM (1 | \$680.0K)
 - AUSTRALIA (1 | \$258.8K)

LEEWARD

- ↑ 664 | ↑ \$357.0M
- HI (↑ 603 | ↑ \$320.0M)
 - CA (↑ 25 | ↑ \$15.1M)
 - FL (↓ 7 | ↓ \$5.0M)
 - TX (↓ 5 | ↓ \$2.2M)
 - MS (3 | \$2.6M)
- ↑ 10 | ↑ \$5.4M
- JAPAN (↑ 4 | ↑ \$2.0M)
 - CANADA (↑ 3 | ↑ \$1.7M)
 - HONG KONG (1 | \$938.0K)
 - AUSTRALIA (1 | \$415.0K)
 - KOREA (1 | \$277.5K)

EAST HONOLULU

- ↓ 216 | ↓ \$239.7M
- HI (↓ 191 | ↓ \$209.7M)
 - CA (↓ 14 | ↓ \$15.6M)
 - WA (↑ 2 | ↑ \$2.4M)
 - CO (1 | \$3.8M)
 - TX (1 | \$1.8M)
- ↑ 13 | ↑ \$55.0M
- JAPAN (↑ 10 | ↑ \$32.8M)
 - SINGAPORE (↓ 1 | ↑ \$16.3M)
 - CHINA (↓ 1 | ↓ \$3.4M)
 - CANADA (1 | \$2.6M)

CENTRAL

- ↑ 506 | ↑ \$269.3M
- HI (↑ 486 | ↑ \$259.4M)
 - CA (↓ 6 | ↓ \$3.7M)
 - WA (↑ 2 | ↑ \$1.2M)
 - TX (↓ 2 | ↓ \$1.1M)
 - UT (2 | \$1.0M)
- ↓ 1 | ↓ \$435.0K
- JAPAN (↓ 1 | ↓ \$435.0K)

NORTH SHORE

- ↓ 38 | ↓ \$41.6M
- HI (↓ 22 | ↓ \$22.0M)
 - CA (↑ 10 | ↑ \$13.3M)
 - CO (2 | \$622.9K)
 - UT (1 | \$4.3M)
 - NV (1 | ↓ \$600.0K)

Statistics provided by Title Guaranty. Information deemed reliable but not guaranteed. All rights to these materials are reserved; no reproduction without prior written consent.



TITLE GUARANTY
TITLE & ESCROW SERVICES

Title and Escrow is our business.
Hawaii is our home.

Call: (808) 521-0211 or Visit: www.TGHawaii.com