

BUYER STATISTICS

STATEWIDE JAN-JUN 2026

WHERE DO BUYERS OF
HAWAII PROPERTY COME FROM?

2026

7,726 SALES

2025

7,622 SALES

\$7.9B

\$7.1B

78%

19% 3%

76%

22% 2%

68%

28% 4%

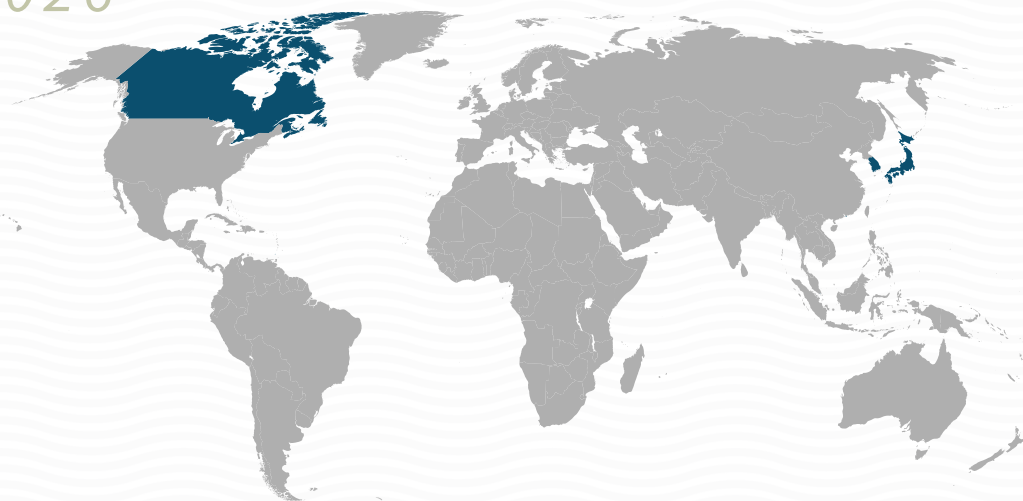
67%

29% 3%

HAWAII BUYERS

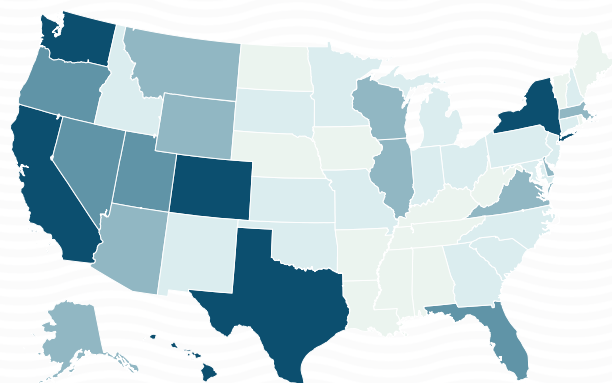
US BUYERS

FOREIGN BUYERS



TOP FOREIGN BUYERS OF HAWAII PROPERTY

TOP U.S. BUYERS OF HAWAII PROPERTY



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

TOP STATE BY NO. OF SALES

1. HAWAII (HI)	6015	\$5.3B
2. CALIFORNIA (CA)	552	\$888.1M
3. WASHINGTON (WA)	175	\$287.6M
4. TEXAS (TX)	94	\$140.0M
5. COLORADO (CO)	61	\$103.4M
6. OREGON (OR)	50	\$55.6M
7. UTAH (UT)	44	\$70.3M
8. FLORIDA (FL)	41	\$44.5M
9. NEW YORK (NY)	40	\$102.0M
10. NEVADA (NV)	39	\$69.8M

12% 4%

37%

6%

41%

CA WA TX CO OTHER

JAPAN

138 | \$199.8M



KOREA

37 | \$48.7M



CANADA

26 | \$58.3M



SINGAPORE

4 | \$8.4M



HONG KONG

2 | \$3.8M



BUYER STATISTICS

OAHU JAN-JUN 2026

WHERE DO BUYERS OF HAWAII PROPERTY COME FROM?

2026**5,026 SALES**

83% 14% 4%

\$4.9B

79% 15% 5%

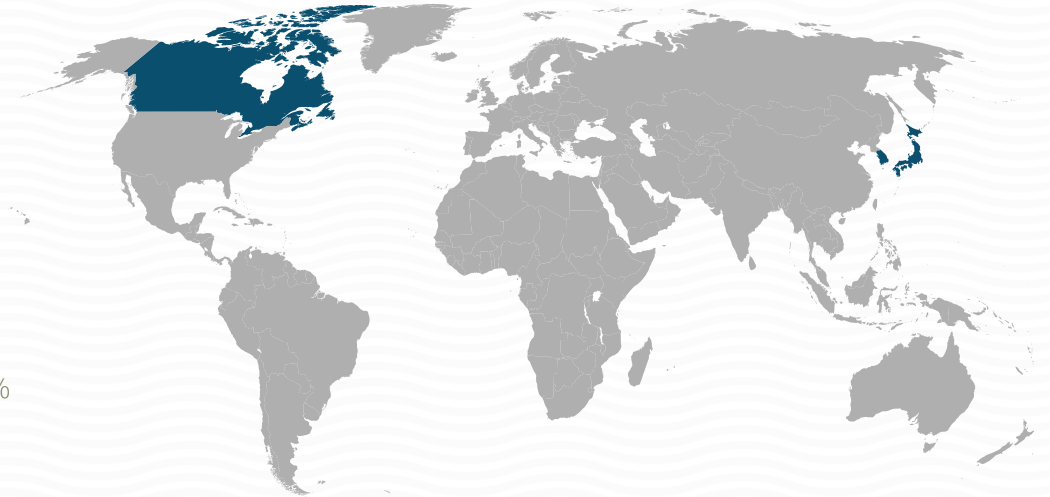
2025**4,613 SALES**

81% 16% 3%

\$4.2B

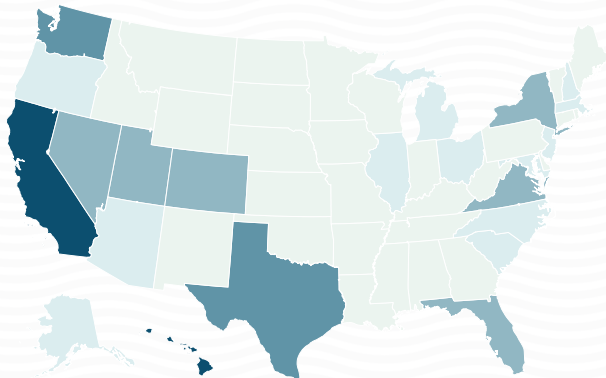
81% 16% 3%

HAWAII BUYERS US BUYERS FOREIGN BUYERS



TOP FOREIGN BUYERS OF HAWAII PROPERTY

TOP U.S. BUYERS OF HAWAII PROPERTY



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

TOP STATE BY NO. OF SALES

1. HAWAII (HI)	4150	\$3.9B
2. CALIFORNIA (CA)	271	\$337.8M
3. WASHINGTON (WA)	54	\$67.2M
4. TEXAS (TX)	52	\$51.5M
5. FLORIDA (FL)	24	\$24.4M
6. UTAH (UT)	23	\$37.5M
7. NEW YORK (NY)	22	\$25.4M
8. NEVADA (NV)	21	\$21.6M
9. VIRGINIA (VA)	19	\$23.8M
10. COLORADO (CO)	18	\$20.9M

8% 4%

40% 8% 41%

CA WA TX FL OTHER

JAPAN

133 | \$172.2M

**KOREA**

37 | \$48.7M

**CANADA**

8 | \$8.9M

**SINGAPORE**

4 | \$8.4M

**HONG KONG**

2 | \$3.8M



BUYER STATISTICS

OAHU JAN-JUN 2026

NORTH SHORE

	2026		2025	
	#	\$	#	\$
HI	53	\$77.6M	65	\$85.1M
CA	9	\$24.1M	10	\$16.9M
UT	7	\$18.1M	3	\$3.2M
AZ	2	\$2.6M	0	-
CO	2	\$1.8M	0	-
GERMANY	1	\$800.0K	0	-

2%

66%

33%

1%

WINDWARD

	2026		2025	
	#	\$	#	\$
HI	386	\$479.0M	394	\$457.0M
CA	26	\$62.6M	28	\$39.4M
TX	6	\$18.1M	6	\$6.1M
VA	4	\$8.7M	4	\$3.9M
CO	4	\$5.4M	2	\$1.3M
JAPAN	2	\$2.0M	2	\$1.3M
CANADA	2	\$1.7M	3	\$2.9M

9%

84%

15%

1%

LEEWARD

	2026		2025	
	#	\$	#	\$
HI	901	\$673.3M	824	\$631.7M
CA	28	\$25.1M	52	\$41.1M
WA	9	\$6.7M	8	\$5.9M
TX	9	\$5.0M	8	\$5.7M
VA	6	\$4.2M	4	\$2.7M
CANADA	2	\$2.4M	1	\$205.0K
JAPAN	2	\$1.0M	2	\$2.2M

20%

90%

10%

0%

EAST HONOLULU

	2026		2025	
	#	\$	#	\$
HI	381	\$556.3M	398	\$775.3M
CA	39	\$68.7M	36	\$68.2M
WA	9	\$8.9M	9	\$14.4M
NY	6	\$6.8M	3	\$4.0M
CO	5	\$11.3M	4	\$14.0M
JAPAN	4	\$6.1M	3	\$5.7M
AUSTRALIA	1	\$2.2M	1	\$498.0K

9%

80%

19%

1%

CENTRAL

	2026		2025	
	#	\$	#	\$
HI	779	\$578.9M	763	\$579.3M
CA	11	\$5.7M	6	\$5.4M
SC	5	\$4.3M	2	\$617.3K
UT	4	\$3.2M	2	\$514.5K
FL	4	\$2.8M	2	\$1.1M

16%

95%

5%

0%

HONOLULU

	2026		2025	
	#	\$	#	\$
HI	1650	\$1.5B	1312	\$883.1M
CA	158	\$151.5M	176	\$137.9M
WA	33	\$40.3M	31	\$24.7M
TX	30	\$19.1M	21	\$10.2M
NV	16	\$14.4M	14	\$7.6M
JAPAN	125	\$163.0M	77	\$80.9M
KOREA	37	\$48.7M	8	\$11.3M
SINGAPORE	4	\$8.4M	0	-

43%

75%

16%

8%

2026 2025
79 VS 89
US TOTAL
1 0
FOREIGN TOTAL

2026 2025
1001 VS 945
US TOTAL
4 4
FOREIGN TOTAL

2026 2025
823 VS 808
US TOTAL
0 10
FOREIGN TOTAL

2026 2025
2005 VS 1694
US TOTAL
181 116
FOREIGN TOTAL

2026 2025
469 VS 465
US TOTAL
5 4
FOREIGN TOTAL

2026 2025
454 VS 472
US TOTAL
4 6
FOREIGN TOTAL