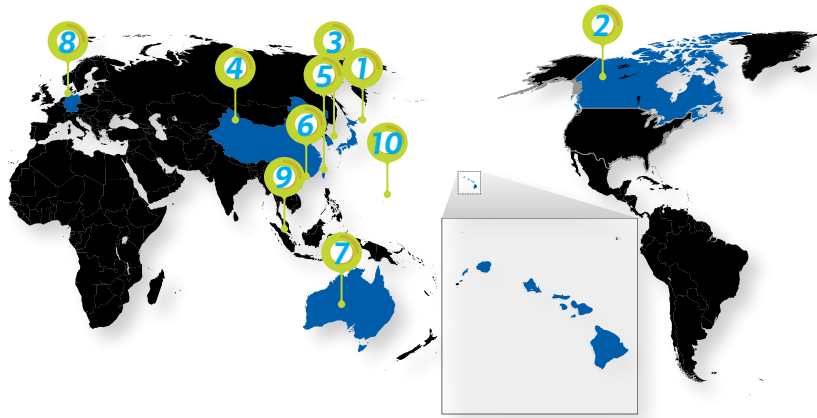


BUYER STATISTICS

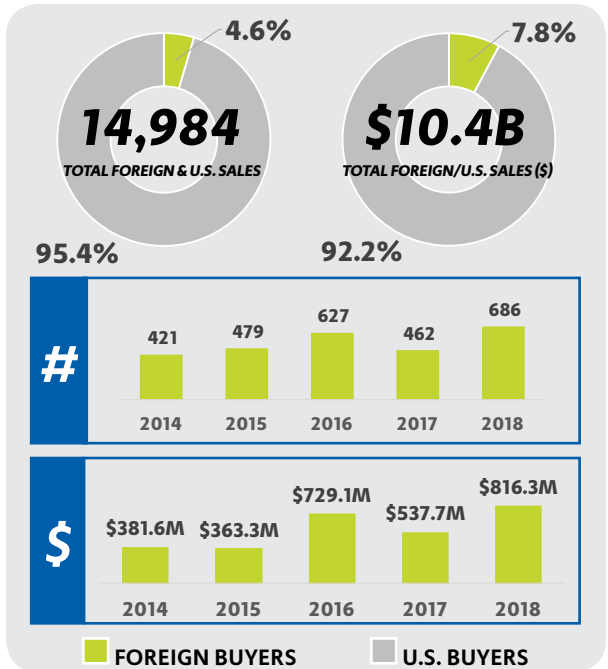
JANUARY-SEPTEMBER 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



1. Japan	2. Canada	3. Korea	4. China	5. Taiwan
↑ 431 ↑ \$504.9M	↑ 139 ↑ \$169.3M	↑ 19 ↑ \$30.0M	↑ 18 ↓ \$19.3M	↑ 14 ↑ \$15.6M
6. Hong Kong	7. Australia	8. Germany	9. Singapore	10. Guam
↓ 12 ↓ \$19.5M	↑ 12 ↑ \$7.6M	↑ 9 ↑ \$4.7M	7 ↓ \$22.6M	↑ 7 ↑ \$6.9M



Top U.S. Buyers of Hawaii Property

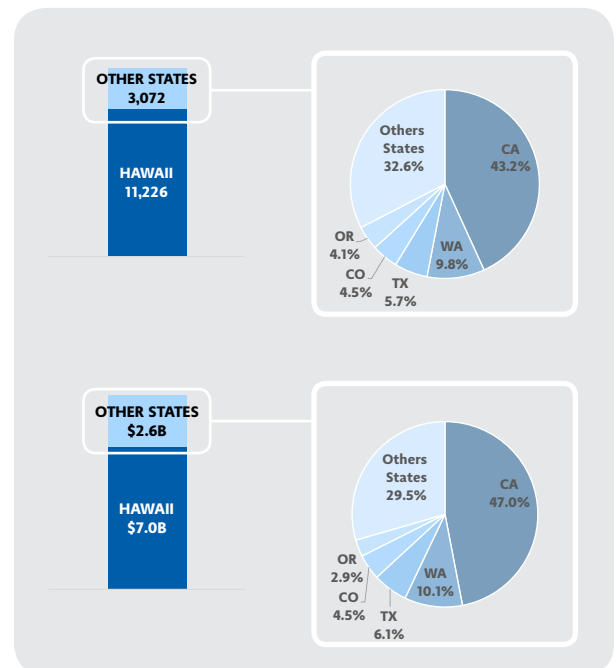
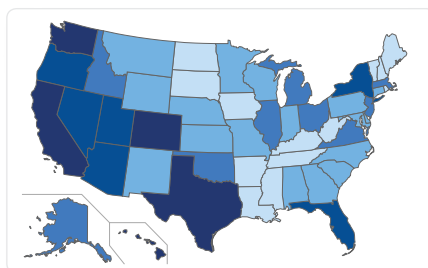
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

- Hawaii (HI) : **11,226**
- California (CA) : **1,327**
- Washington (WA) : **302**
- Texas (TX) : **175**
- Colorado (CO) : **139**
- Oregon (OR) : **127**
- Florida (FL) : **98**
- Nevada (NV) : **73**
- Utah (UT) : **70**
- New York (NY) : **65**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$7.0B**
- California (CA) : **\$1.2B**
- Washington (WA) : **\$260.4M**
- Texas (TX) : **\$156.4M**
- Colorado (CO) : **\$114.9M**
- Oregon (OR) : **\$75.7M**
- Utah (UT) : **\$66.0M**
- New York (NY) : **\$65.0M**
- Nevada (NV) : **\$59.4M**
- Florida (FL) : **\$55.8M**



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BUYER STATISTICS

OAHU | JANUARY-SEPTEMBER 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



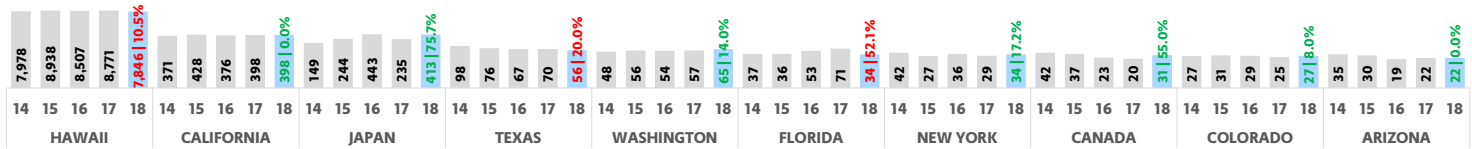
TOP STATES BY NO. OF SALES

- Hawaii (HI) : 7,846**
- California (CA) : 398
- Washington (WA) : 65
- Texas (TX) : 56
- Florida (FL) : 34
- New York (NY) : 34
- Colorado (CO) : 27
- Oregon (OR) : 23
- Arizona (AZ) : 22
- Nevada (NV) : 21

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$5.3B**
- California (CA) : \$390.9M
- Washington (WA) : \$61.8M
- Texas (TX) : \$46.2M
- New York (NY) : \$39.4M
- Florida (FL) : \$21.5M
- Nevada (NV) : \$21.4M
- Utah (UT) : \$18.5M
- Arizona (AZ) : \$14.5M
- Colorado (CO) : \$14.0M

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



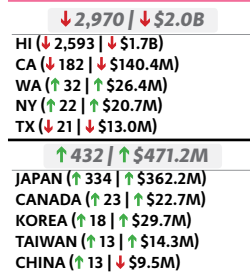
Note: YTD values vs. previous years YTD values

Note: # values vs. same period of previous years

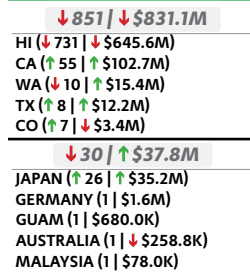
Top Buyers by Region



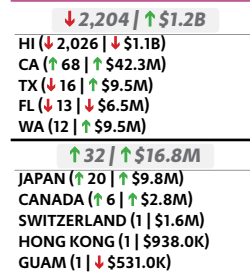
HONOLULU



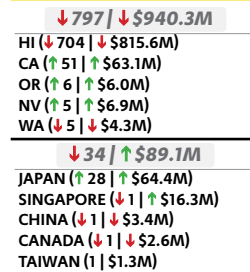
WINDWARD



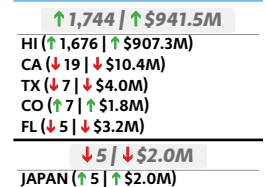
LEEWARD



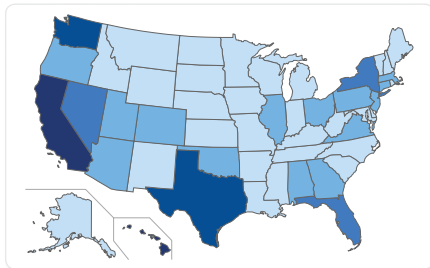
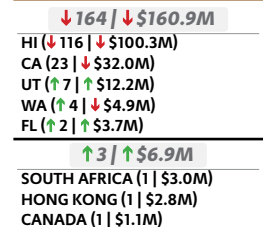
EAST HONOLULU



CENTRAL



NORTH SHORE



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

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