

# BUYER STATISTICS

## JAN-DEC 2016

### OAHU

Top Foreign and U.S. Buyers of Oahu Property

#### FOREIGN



1. Japan  
562 | \$723.4M  
6. Korea  
11 | \$18.0M



2. Canada  
32 | \$18.4M  
7. Australia  
7 | \$17.4M



3. China  
29 | \$39.0M  
8. Taiwan  
6 | \$7.9M



4. Hong Kong  
21 | \$32.5M  
9. Guam  
6 | \$4.6M



5. Singapore  
11 | \$22.6M  
10. Philippines  
3 | \$2.3M

#### U.S.

##### Honolulu

6,164

\$4.4B

1. Hawaii (11,682 | \$7.4B)
2. California (502 | \$426.8M)
3. Texas (88 | \$51.4M)
4. Florida (76 | \$35.0M)

##### Leeward

3,000

\$1.5B

1. Hawaii (117 | \$84.4M)
2. California (10 | \$10.9M)
3. Texas (4 | \$1.2M)
4. Florida (3 | \$0.9M)
5. North Dakota (1 | \$3.0M)

##### Central

2,245

\$1.1B

5. Washington (75 | \$57.0M)
6. New York (47 | \$34.4M)
7. Colorado (31 | \$16.7M)
8. Virginia (30 | \$22.5M)

##### Windward

1,352

\$1.2B

##### North Shore

142

\$105.7M

9. Nevada (28 | \$35.3M)
10. Arizona (25 | \$18.7M)
11. Oregon (23 | \$11.5M)
12. New Jersey (22 | \$12.7M)

### Top Buyers by Region

No. Purchases | \$ Amount

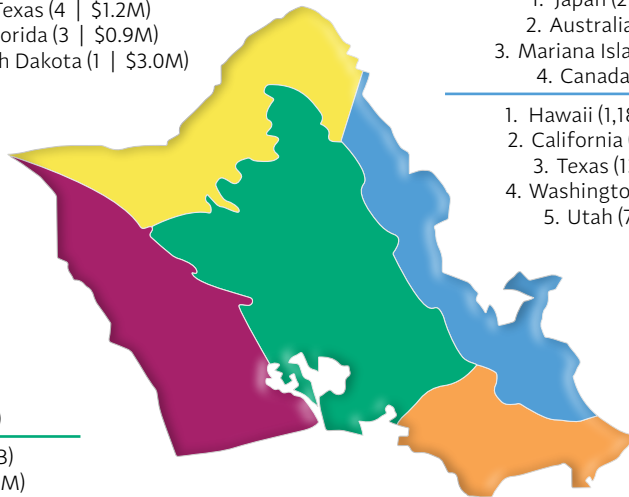
#### Leeward

1. Canada (5 | \$0.7M)
  2. Japan (4 | \$2.5M)
  3. Taiwan (1 | \$0.9M)
  4. Guam (1 | \$0.7M)
  5. China (1 | \$1.0M)
1. Hawaii (2,750 | \$1.4B)
  2. California (69 | \$36.6M)
  3. Florida (24 | \$9.4M)
  4. Texas (21 | \$8.9M)
  5. Washington (14 | \$7.2M)

#### Central

1. Japan (20 | \$7.6M)
  2. China (2 | \$1.4M)
  3. Taiwan (1 | \$0.8M)
1. Hawaii (2,154 | \$1.1B)
  2. California (32 | \$14.4M)
  3. Texas (18 | \$5.5M)
  4. Florida (8 | \$2.8M)
  5. Oklahoma (5 | \$2.8M)

#### North Shore



#### Windward

1. Japan (25 | \$17.5M)
  2. Australia (1 | \$7.8M)
  3. Mariana Islands (1 | \$2.4M)
  4. Canada (1 | \$1.1M)
1. Hawaii (1,184 | \$942.6M)
  2. California (73 | \$114.7M)
  3. Texas (13 | \$17.2M)
  4. Washington (9 | \$12.9M)
  5. Utah (7 | \$8.4M)

#### Honolulu

1. Japan (513 | \$695.8M)
  2. China (26 | \$36.6M)
  3. Canada (26 | \$16.6M)
  4. Hong Kong (21 | \$32.5M)
  5. Korea (11 | \$18.0M)
1. Hawaii (5,477 | \$3.9B)
  2. California (318 | \$250.3M)
  3. Washington (49 | \$35.3M)
  4. New York (37 | \$28.4M)
  5. Florida (34 | \$18.5M)

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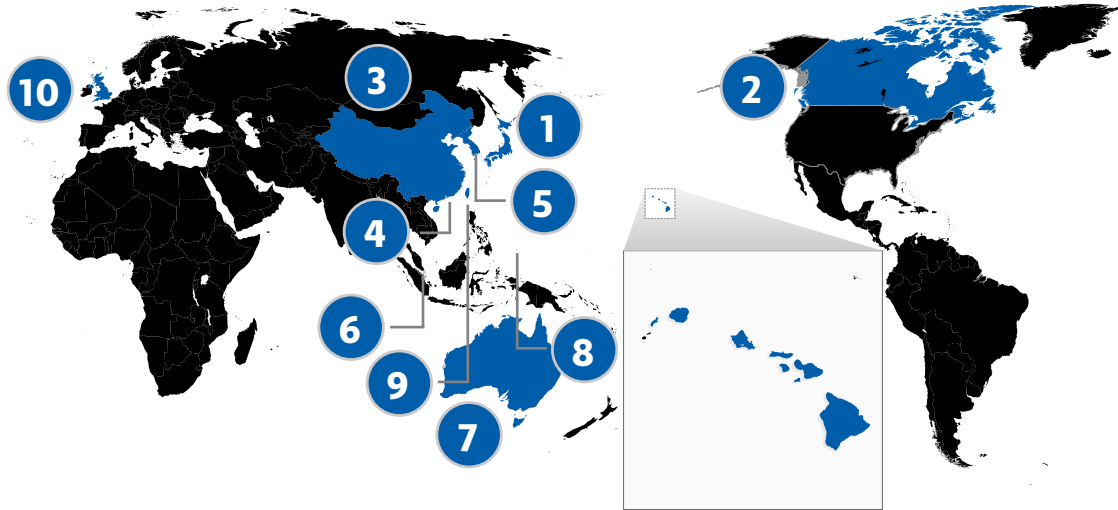
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## JAN-DEC 2016

### Top Foreign Buyers of Hawaii Property

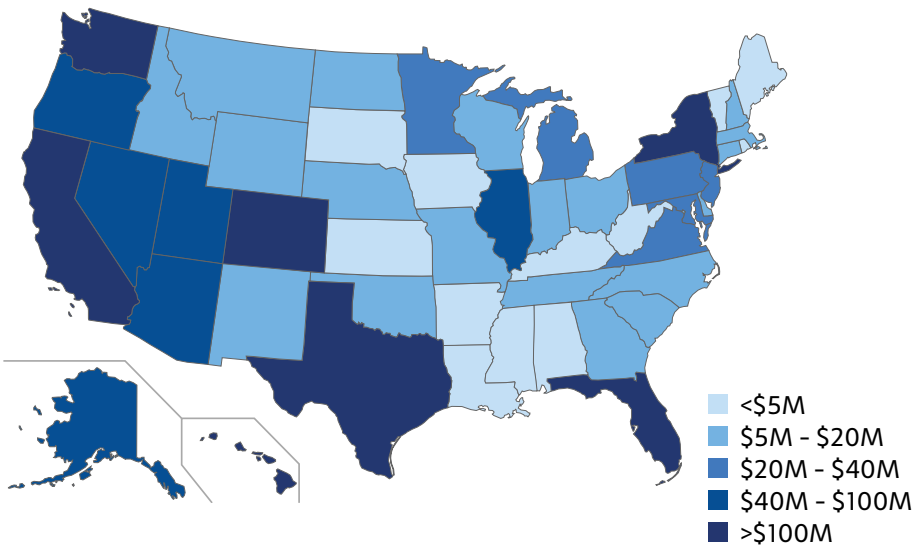
No. Purchases | \$ Amount



1	2	3	4	5	6	7	8	9	10
Japan	Canada	China	Hong Kong	Korea	Singapore	Australia	Guam	Taiwan	England
581   \$753.7M	116   \$102.0M	30   \$39.5M	21   \$32.5M	12   \$23.0M	11   \$22.6M	9   \$20.6M	7   \$4.7M	6   \$7.9M	4   \$3.5M

### Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



### Top 10 States

(By No. of Units Sold)

1. Hawaii (15,415 | \$9.1B)
2. California (1,479 | \$1.3B)
3. Washington (343 | \$283.8M)
4. Texas (239 | \$154.1M)
5. Florida (189 | \$105.6M)
6. Colorado (137 | \$133.5M)
7. Oregon (133 | \$87.4M)
8. New York (102 | \$135.1M)
9. Nevada (101 | \$93.3M)
10. Arizona (90 | \$83.9M)

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