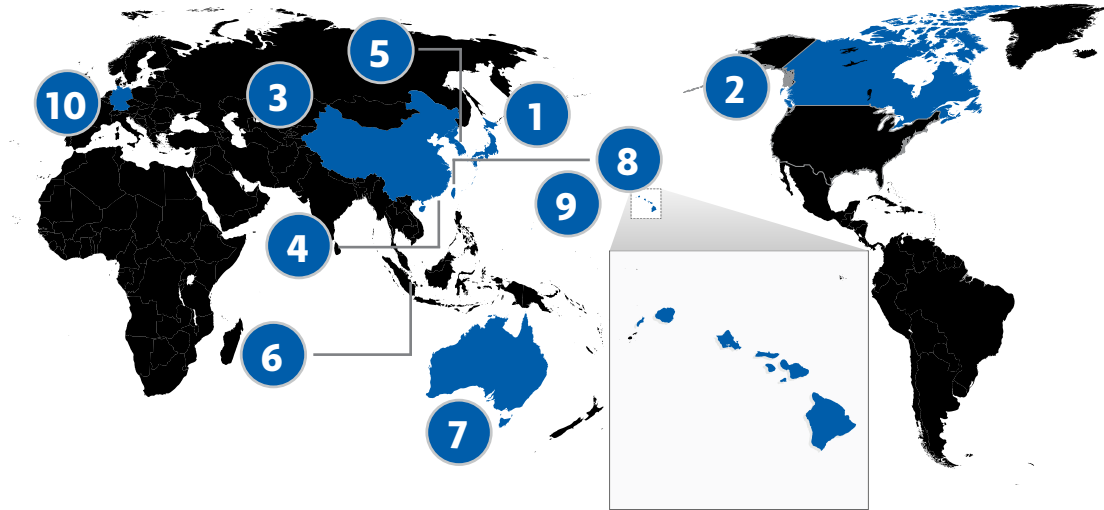


BUYER STATISTICS

JAN-DEC 2017

Top Foreign Buyers of Hawaii Property

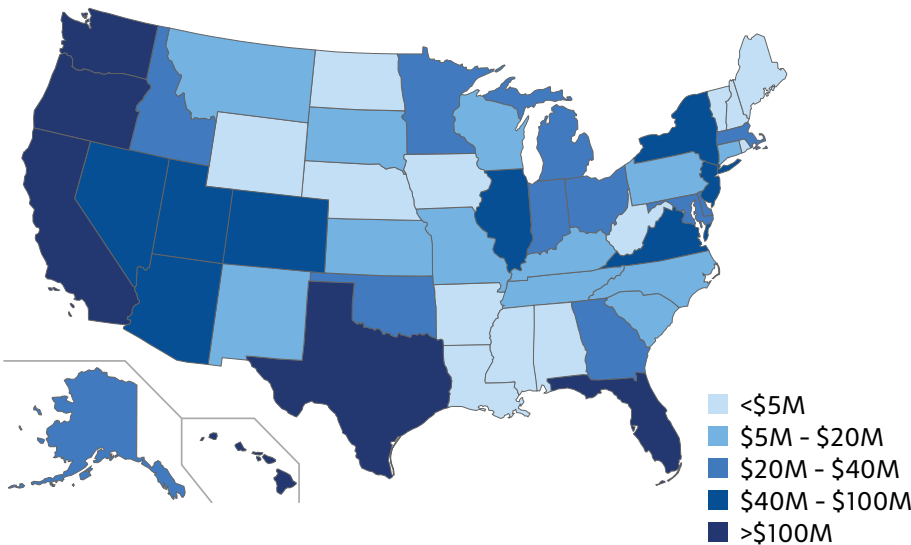
No. Purchases | \$ Amount



| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|----------------|----------------|--------------|--------------|--------------|--------------|--------------|------------|-------------|------------|
| | | | | | | | | | |
| Japan | Canada | China | Hong Kong | Korea | Singapore | Australia | Taiwan | Guam | Germany |
| 438 \$578.7M | 139 \$140.3M | 30 \$40.7M | 26 \$84.0M | 24 \$26.8M | 11 \$35.6M | 10 \$12.0M | 9 \$5.3M | 6 \$11.5M | 5 \$0.8M |

Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



Top 10 States

(By No. of Units Sold)

1. Hawaii (15,012 | \$9.4B)
2. California (1,548 | \$1.5B)
3. Washington (347 | \$361.7M)
4. Florida (300 | \$181.8M)
5. Texas (250 | \$153.9M)
6. Oregon (157 | \$102.2M)
7. Colorado (131 | \$96.5M)
8. Arizona (82 | \$64.3M)
9. Nevada (81 | \$94.5M)
10. New York (78 | \$56.9M)

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BUYER STATISTICS

JAN-DEC 2017

OAHU

Top Foreign and U.S. Buyers of Oahu Property

FOREIGN



1. Japan
411 | \$557.8M



2. China
30 | \$40.7M



3. Hong Kong
26 | \$84.0M



4. Korea
24 | \$26.8M



5. Canada
23 | \$22.1M

6. Singapore
10 | \$35.3M

7. Taiwan
8 | \$5.1M

8. Australia
7 | \$8.3M

9. Guam
6 | \$11.5M

10. Germany
5 | \$0.8M

U.S.

HONOLULU

6,169

\$4.9B

1. Hawaii (11,402 | \$7.8B)
2. California (527 | \$490.4M)
3. Texas (87 | \$49.1M)
4. Florida (87 | \$39.8M)

LEEWARD

2,843

\$1.5B

CENTRAL

2,123

\$1.0B

5. Washington (72 | \$75.3M)
6. New York (37 | \$22.2M)
7. Nevada (31 | \$37.4M)
8. Virginia (29 | \$21.8M)

WINDWARD

1,331

\$1.2B

NORTH SHORE

119

\$103.7M

9. Oregon (28 | \$17.1M)
10. Arizona (28 | \$14.4M)
11. Colorado (27 | \$13.2M)
12. New Jersey (18 | \$21.1M)

North Shore

1. Hawaii (106 | \$83.9M)
2. California (10 | \$18.4M)
3. Nevada (1 | \$0.7M)
4. Indiana (1 | \$0.4M)
5. Washington (1 | \$0.3M)

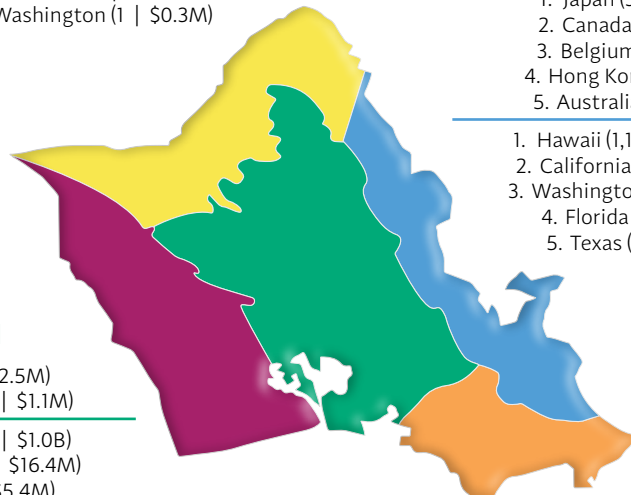
Leeward

1. Japan (18 | \$12.9M)
2. Canada (3 | \$2.0M)
3. China (2 | \$2.1M)
4. Australia (2 | \$0.8M)
5. American Samoa (1 | \$0.8M)

1. Hawaii (2,599 | \$1.4B)
2. California (72 | \$39.7M)
3. Florida (34 | \$14.9M)
4. Texas (27 | \$10.5M)
5. Washington (14 | \$6.6M)

Central

1. Japan (6 | \$2.5M)
2. Hong Kong (2 | \$1.1M)
1. Hawaii (2,018 | \$1.0B)
2. California (38 | \$16.4M)
3. Texas (14 | \$5.4M)
4. Florida (11 | \$4.2M)
5. Virginia (7 | \$2.4M)



Top Buyers by Region

No. Purchases | \$ Amount

Windward

1. Japan (32 | \$18.1M)
2. Canada (4 | \$3.8M)
3. Belgium (1 | \$3.8M)
4. Hong Kong (1 | \$1.0M)
5. Australia (1 | \$0.9M)

1. Hawaii (1,155 | \$967.0M)
2. California (74 | \$90.0M)
3. Washington (13 | \$19.8M)
4. Florida (9 | \$5.9M)
5. Texas (8 | \$8.0M)

Honolulu

1. Japan (355 | \$524.3M)
2. China (28 | \$38.6M)
3. Hong Kong (23 | \$81.9M)
4. Korea (23 | \$26.1M)
5. Canada (16 | \$16.2M)

1. Hawaii (5,524 | \$4.3B)
2. California (333 | \$326.0M)
3. Washington (41 | \$47.2M)
4. Texas (38 | \$25.2M)
5. Florida (33 | \$14.8M)

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