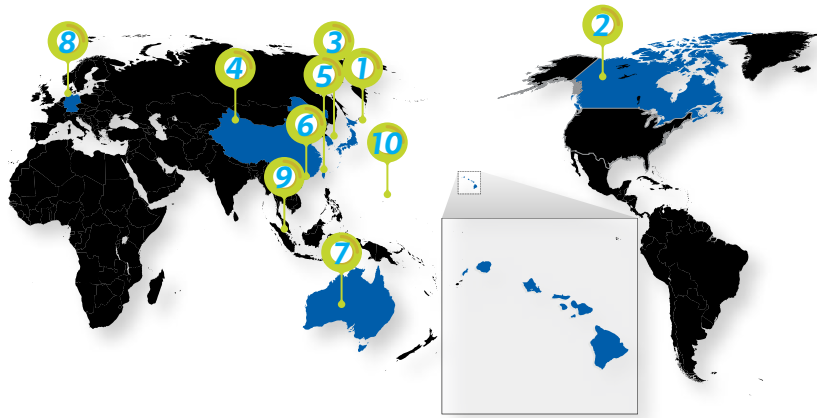


BUYER STATISTICS

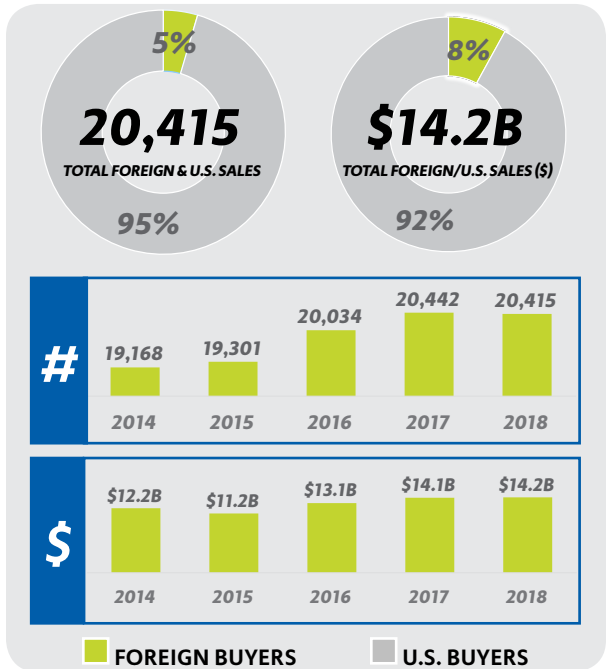
JANUARY-DECEMBER 2018

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



1. Japan	2. Canada	3. Korea	4. China	5. Taiwan
↑ 610 ↑ \$746.1M	↑ 169 ↑ \$200.1M	↑ 28 ↑ \$45.8M	↓ 20 ↓ \$21.5M	↑ 17 ↑ \$17.8M
6. Hong Kong	7. Australia	8. Germany	9. Singapore	10. Guam
↓ 15 ↓ \$22.4M	↑ 15 ↓ \$8.3M	↑ 11 ↑ \$5.1M	↓ 8 ↓ \$23.8M	↑ 8 ↓ \$7.7M



Top U.S. Buyers of Hawaii Property

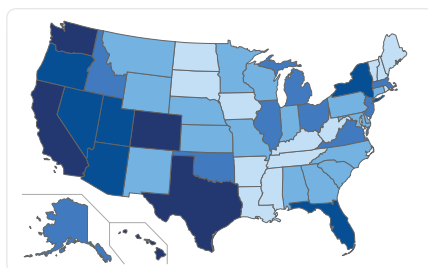
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

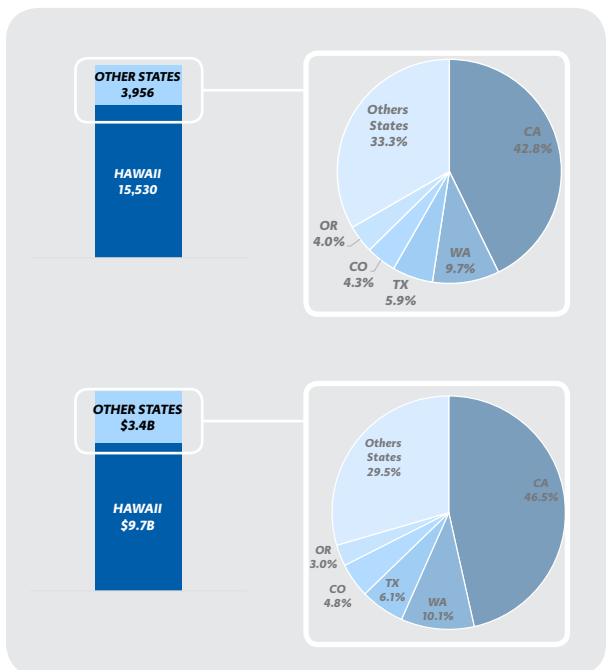
- Hawaii (HI) : 15,530
- California (CA) : 1,692
- Washington (WA) : 382
- Texas (TX) : 232
- Colorado (CO) : 172
- Oregon (OR) : 160
- Florida (FL) : 131
- Nevada (NV) : 110
- Utah (UT) : 94
- Arizona (AZ) : 89

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$9.7B
- California (CA) : \$1.6B
- Washington (WA) : \$340.1M
- Texas (TX) : \$205.2M
- Colorado (CO) : \$160.3M
- Oregon (OR) : \$99.1M
- Utah (UT) : \$96.1M
- Nevada (NV) : \$92.0M
- New York (NY) : \$77.6M
- Florida (FL) : \$71.7M



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



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BUYER STATISTICS

OAHU | JANUARY-DECEMBER 2018

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



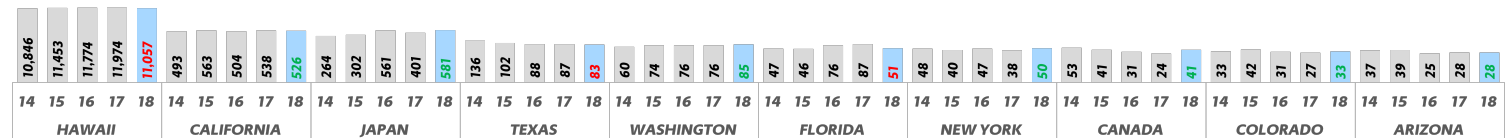
TOP STATES BY NO. OF SALES

- Hawaii (HI) : **11,057**
- California (CA) : **526**
- Washington (WA) : **85**
- Texas (TX) : **83**
- Florida (FL) : **51**
- New York (NY) : **50**
- Virginia (VA) : **33**
- Colorado (CO) : **32**
- Nevada (NV) : **32**
- Oregon (OR) : **29**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$7.5B**
- California (CA) : **\$497.4M**
- Washington (WA) : **\$84.1M**
- Texas (TX) : **\$61.2M**
- New York (NY) : **\$51.8M**
- Nevada (NV) : **\$31.8M**
- Florida (FL) : **\$29.6M**
- Utah (UT) : **\$25.0M**
- Virginia (VA) : **\$19.2M**
- Colorado (CO) : **\$17.6M**

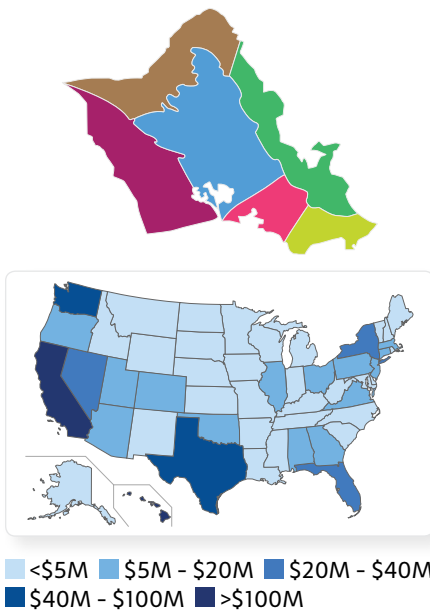
TOP BUYERS BY TOTAL NO. OF SALES (2014 - 2018)



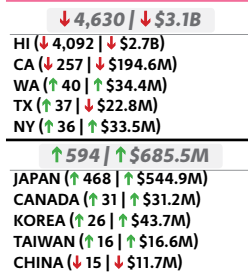
Note: # values vs. same period of previous years

Top Buyers by Region

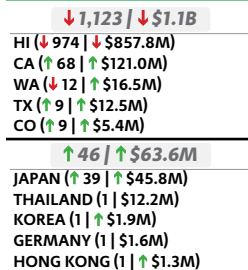
NO. OF SALES | \$ AMOUNT



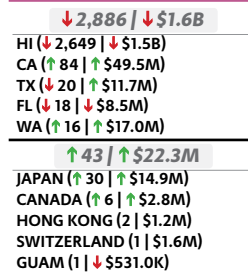
HONOLULU



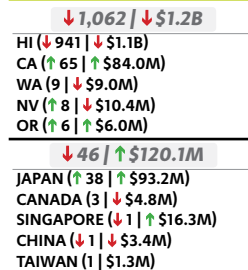
WINDWARD



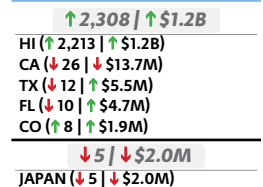
LEEWARD



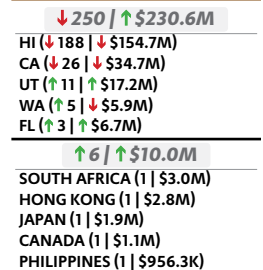
EAST HONOLULU



CENTRAL



NORTH SHORE



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