

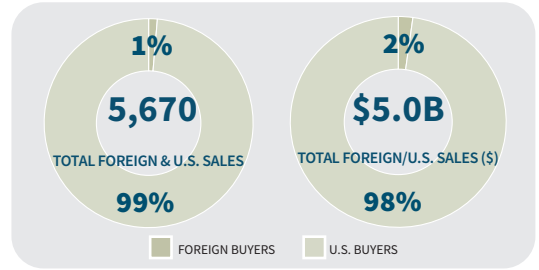
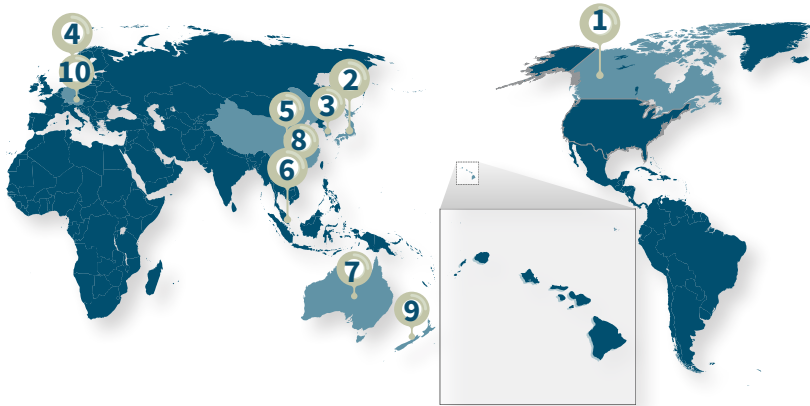


TITLE GUARANTY
HAWAII

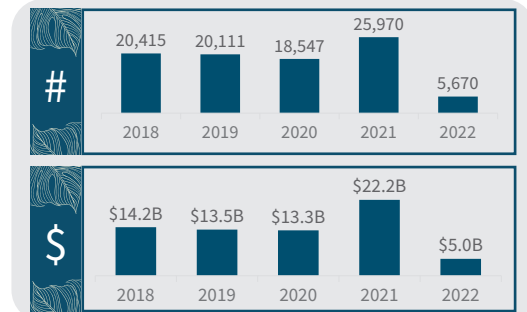
BUYER STATISTICS

JAN-MAR 2022

TOP FOREIGN BUYERS OF HAWAII PROPERTY



1. Canada ↓ 32 ↑ \$54.7M	2. Japan ↓ 25 ↓ \$25.5M	3. Korea ↑ 6 ↑ \$5.1M	4. Germany ↑ 3 ↑ \$2.9M	5. China 2 \$8.2M
6. Singapore 2 \$2.6M	7. Australia 2 \$2.6M	8. Hong Kong 1 ↓ \$2.4M	9. New Zealand 1 \$2.3M	10. Austria 1 \$1.0M



*Year-over-year and current YTD shown

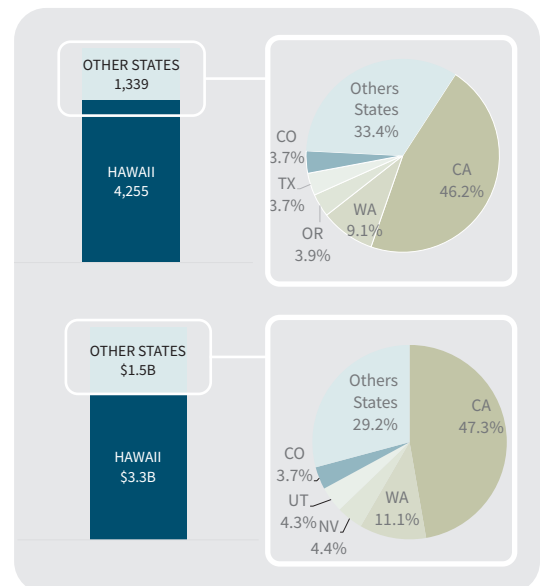
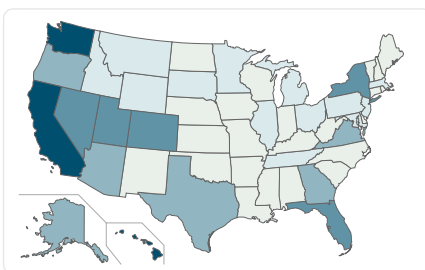
TOP U.S. BUYERS OF HAWAII PROPERTY

TOP STATES BY NO. OF SALES

- HAWAII (HI) : 4,255
- CALIFORNIA (CA) : 618
- WASHINGTON (WA) : 122
- OREGON (OR) : 52
- NEVADA (NV) : 50
- TEXAS (TX) : 50
- COLORADO (CO) : 50
- UTAH (UT) : 39
- ARIZONA (AZ) : 38
- NEW YORK (NY) : 35

TOP STATES BY \$ AMOUNT

- HAWAII (HI) : \$3.3B
- CALIFORNIA (CA) : \$718.4M
- WASHINGTON (WA) : \$168.9M
- NEVADA (NV) : \$67.2M
- UTAH (UT) : \$65.0M
- COLORADO (CO) : \$56.9M
- NEW YORK (NY) : \$47.4M
- FLORIDA (FL) : \$42.2M
- TEXAS (TX) : \$37.9M
- OREGON (OR) : \$33.4M





TITLE GUARANTY
HAWAII

BUYER STATISTICS

HAWAII | JAN-MAR 2022

TOP FOREIGN & U.S. BUYERS

TOP FOREIGN BUYERS

1. Canada
11 | ↑ \$11.4M

2. Japan
↓ 1 | ↓ \$3.9M

3. Austria
1 | \$1.0M

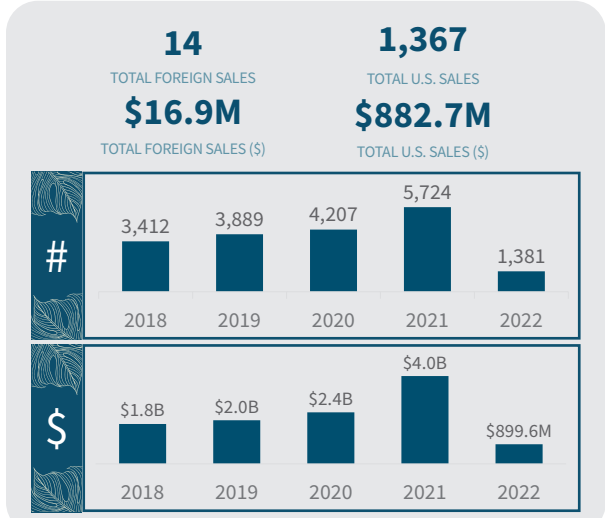
4. Germany
1 | \$568.0K

TOP STATES BY NO. OF SALES

- HAWAII (HI) : 841
- CALIFORNIA (CA) : 207
- WASHINGTON (WA) : 50
- OREGON (OR) : 33
- COLORADO (CO) : 26
- ARIZONA (AZ) : 24
- TEXAS (TX) : 23
- ALASKA (AK) : 22
- NEVADA (NV) : 17
- FLORIDA (FL) : 13

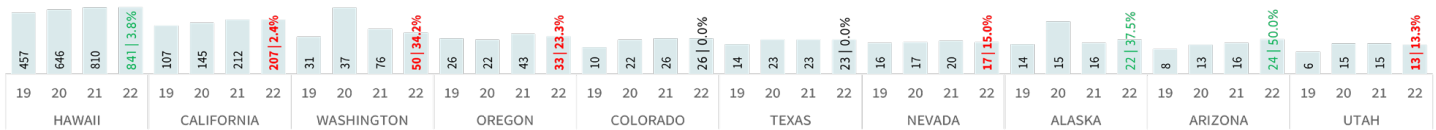
TOP STATES BY \$ AMOUNT

- HAWAII (HI) : \$354.6M
- CALIFORNIA (CA) : \$237.0M
- WASHINGTON (WA) : \$62.4M
- NEW YORK (NY) : \$28.4M
- NEVADA (NV) : \$25.8M
- VIRGINIA (VA) : \$21.6M
- COLORADO (CO) : \$20.6M
- OREGON (OR) : \$17.2M
- ALASKA (AK) : \$17.0M
- TEXAS (TX) : \$13.8M



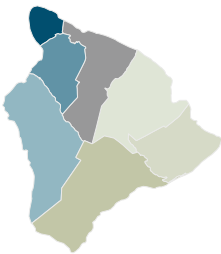
*Year-over-year and current YTD shown

TOP BUYERS BY TOTAL NO. OF SALES (2019-2022)



Note: % changes vs. same period of previous year

TOP BUYERS BY REGION



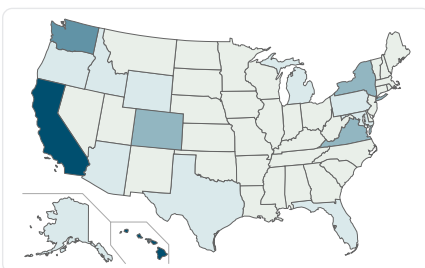
NORTH KOHALA
↓ 25 | ↓ \$19.1M
HI (↓ 15 | ↓ \$10.0M)
CA (↑ 5 | ↑ \$5.8M)
WA (↓ 3 | ↓ \$1.4M)
OR (1 | ↑ \$1.5M)
CO (1 | \$383.5K)

KOHALA COAST
↓ 512 | ↓ \$641.4M
HI (↓ 246 | ↓ \$193.9M)
CA (↓ 120 | ↓ \$201.1M)
WA (↓ 31 | ↓ \$55.3M)
CO (↓ 15 | ↓ \$18.1M)
AK (↑ 13 | ↑ \$14.2M)

KONA
↓ 51 | ↑ \$27.6M
HI (↑ 35 | ↑ \$15.4M)
CA (↓ 5 | ↑ \$5.5M)
TX (2 | \$1.3M)
AZ (↓ 1 | ↑ \$2.1M)
AK (1 | \$1.5M)

KAU
↑ 79 | ↑ \$17.4M
HI (↑ 43 | ↑ \$10.8M)
CA (↑ 11 | ↑ \$2.1M)
TX (↑ 3 | ↑ \$950.0K)
CO (↑ 3 | ↓ \$573.6K)
OR (↑ 3 | ↓ \$373.5K)

↓ 14 | ↓ \$16.9M
CANADA (↑ 11 | ↑ \$11.4M)
JAPAN (↓ 1 | ↓ \$3.9M)
AUSTRIA (1 | \$1.0M)
GERMANY (1 | \$568.0K)



PUNA
↑ 510 | ↑ \$96.1M
HI (↑ 352 | ↑ \$62.0M)
CA (↑ 46 | ↑ \$13.5M)
OR (↑ 14 | ↑ \$3.0M)
AZ (↑ 13 | ↑ \$2.1M)
WA (↑ 10 | ↑ \$3.8M)

HILO
↑ 176 | ↑ \$74.5M
HI (↑ 138 | ↑ \$57.3M)
CA (↑ 19 | ↓ \$8.5M)
OR (↑ 4 | ↑ \$1.8M)
WA (↑ 3 | ↑ \$1.1M)
UT (2 | \$1.3M)

HAMAKUA
↓ 14 | ↓ \$6.6M
HI (↓ 12 | ↓ \$5.3M)
UT (1 | ↑ \$975.0K)
CA (↓ 1 | ↓ \$375.0K)

Legend for sales volume:
 < \$5M (lightest blue)
 \$5M - \$20M (light blue)
 \$20M - \$40M (medium blue)
 \$40M - \$100M (dark blue)
 > \$100M (darkest blue)



TITLE GUARANTY
HAWAII

BUYER STATISTICS

KAUAI | JAN-MAR 2022

TOP FOREIGN & U.S. BUYERS

TOP FOREIGN BUYERS



1. China
1 | \$2.6M



2. New Zealand
1 | \$2.3M

TOP STATES BY NO. OF SALES

- HAWAII (HI) : 164
- CALIFORNIA (CA) : 51
- WASHINGTON (WA) : 26
- UTAH (UT) : 6
- ARIZONA (AZ) : 5
- FLORIDA (FL) : 4
- NEW MEXICO (NM) : 3
- OREGON (OR) : 3
- COLORADO (CO) : 3
- NEVADA (NV) : 2

TOP STATES BY \$ AMOUNT

- HAWAII (HI) : \$169.0M
- CALIFORNIA (CA) : \$72.8M
- UTAH (UT) : \$40.4M
- WASHINGTON (WA) : \$7.6M
- ARIZONA (AZ) : \$6.2M
- SOUTH DAKOTA (SD) : \$5.7M
- OREGON (OR) : \$4.7M
- NEW MEXICO (NM) : \$4.1M
- COLORADO (CO) : \$3.6M
- FLORIDA (FL) : \$3.0M

2

TOTAL FOREIGN SALES

\$4.9M

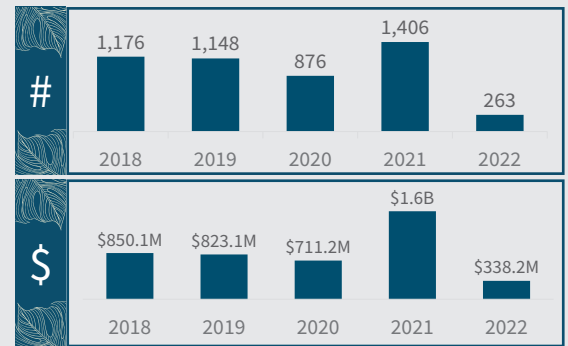
TOTAL FOREIGN SALES (\$)

261

TOTAL U.S. SALES

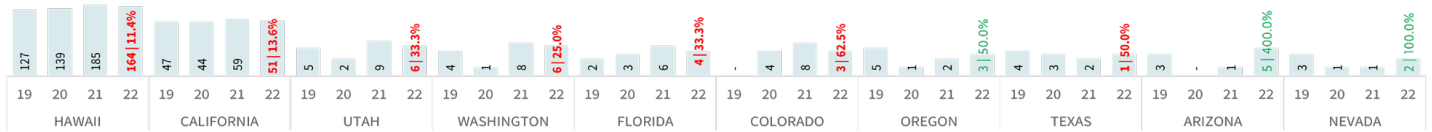
\$333.3M

TOTAL U.S. SALES (\$)



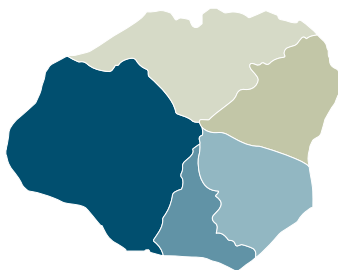
*Year-over-year and current YTD shown

TOP BUYERS BY TOTAL NO. OF SALES (2019-2022)



Note: % changes vs. same period of previous year

TOP BUYERS BY REGION



WAIMEA

↓ 15 | ↑ \$10.1M

HI (↓ 11 | ↓ \$5.7M)
TN (1 | \$1.7M)
FL (1 | \$1.4M)
IL (1 | \$715.0K)
CA (1 | \$600.0K)

KOHALA

↓ 77 | ↓ \$102.0M

HI (↓ 45 | ↓ \$37.1M)
CA (↑ 21 | ↑ \$33.0M)
WA (3 | ↑ \$3.8M)
UT (↓ 2 | ↓ \$10.8M)
SD (1 | \$5.7M)

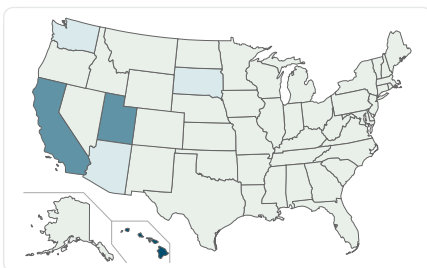
1 | ↑ \$2.6M

CHINA (1 | \$2.6M)

LIHUE

↑ 51 | ↑ \$28.8M

HI (↑ 39 | ↑ \$24.5M)
CA (↑ 4 | ↓ \$1.3M)
AZ (3 | \$800.1K)
FL (2 | \$1.0M)
WA (↑ 2 | ↑ \$525.0K)



KAWAIHAU

↓ 75 | ↑ \$71.0M

HI (↓ 47 | ↓ \$35.8M)
CA (↑ 15 | ↑ \$15.6M)
NM (↑ 3 | ↑ \$4.1M)
UT (↓ 1 | ↑ \$7.8M)
TX (1 | \$2.0M)

HANALEI

↓ 43 | ↑ \$121.4M

HI (↓ 22 | ↑ \$65.8M)
CA (↓ 10 | ↓ \$22.3M)
UT (↑ 3 | ↑ \$21.9M)
CO (3 | ↑ \$3.6M)
OR (2 | \$2.5M)

1 | \$2.3M

NEW ZEALAND (1 | \$2.3M)

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



TITLE GUARANTY
HAWAII

BUYER STATISTICS

MAUI | JAN-MAR 2022

TOP FOREIGN & U.S. BUYERS

TOP FOREIGN BUYERS

1. Canada
↓ 11 | ↑ \$34.4M

2. Germany
↑ 2 | ↑ \$2.3M

3. Australia
1 | \$2.2M

TOP STATES BY NO. OF SALES

- HAWAII (HI) : 409
- CALIFORNIA (CA) : 92
- WASHINGTON (WA) : 26
- OREGON (OR) : 9
- FLORIDA (FL) : 7
- ILLINOIS (IL) : 7
- COLORADO (CO) : 6
- NEVADA (NV) : 5
- UTAH (UT) : 5
- NEW YORK (NY) : 5

TOP STATES BY \$ AMOUNT

- HAWAII (HI) : \$379.3M
- CALIFORNIA (CA) : \$113.2M
- WASHINGTON (WA) : \$54.7M
- FLORIDA (FL) : \$26.2M
- NEVADA (NV) : \$16.5M
- GEORGIA (GA) : \$12.9M
- ILLINOIS (IL) : \$9.8M
- OREGON (OR) : \$7.3M
- COLORADO (CO) : \$6.0M
- ALASKA (AK) : \$5.5M

14

TOTAL FOREIGN SALES

\$39.0M

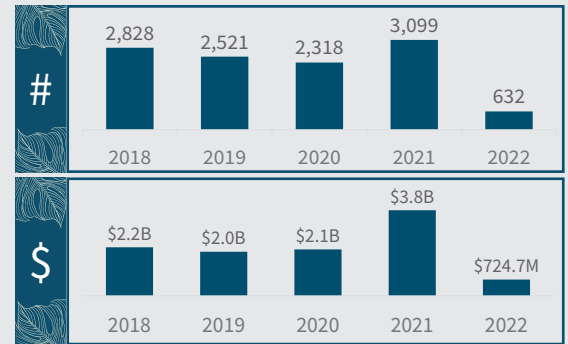
TOTAL FOREIGN SALES (\$)

618

TOTAL U.S. SALES

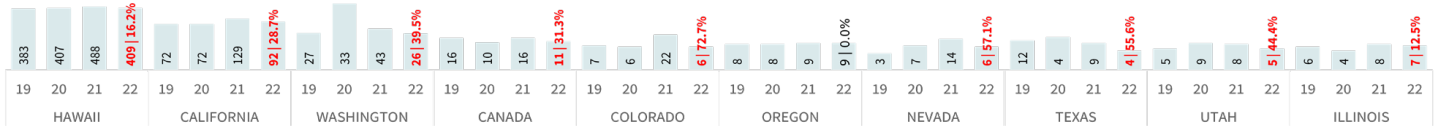
\$685.7M

TOTAL U.S. SALES (\$)



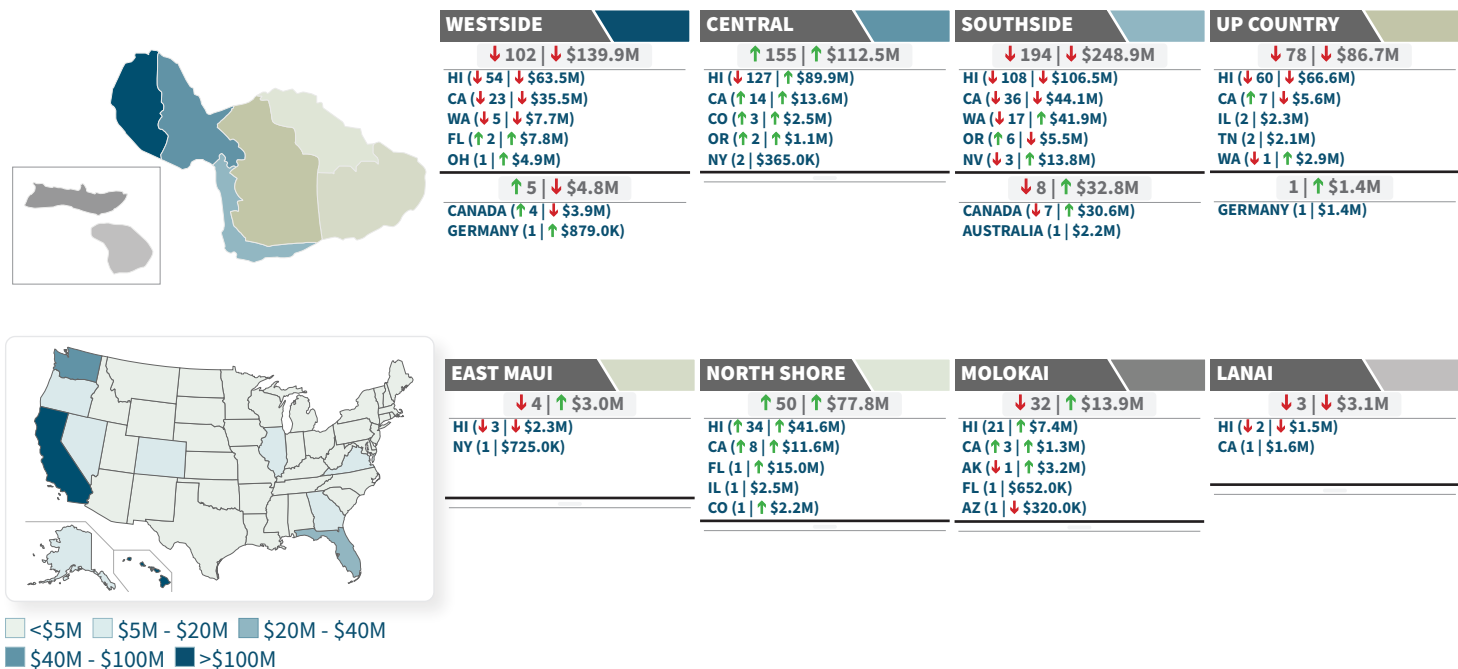
*Year-over-year and current YTD shown

TOP BUYERS BY TOTAL NO. OF SALES (2019-2022)



Note: % changes vs. same period of previous year

TOP BUYERS BY REGION



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



TITLE GUARANTY
HAWAII

BUYER STATISTICS

OAHU | JAN-MAR 2022

TOP FOREIGN & U.S. BUYERS

TOP FOREIGN BUYERS

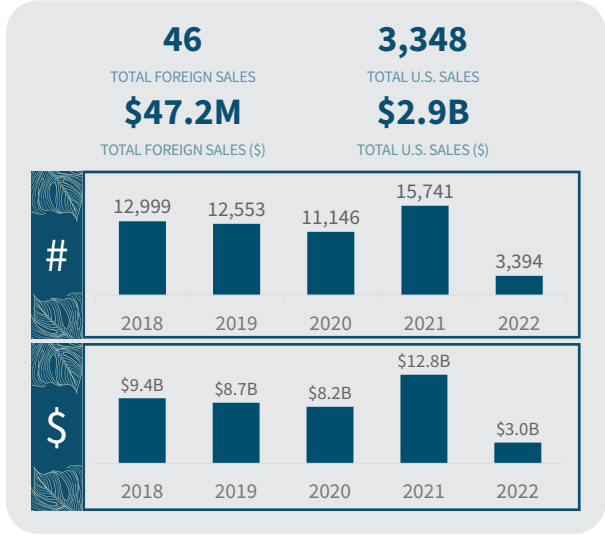


TOP STATES BY NO. OF SALES

- HAWAII (HI) : 2,841
- CALIFORNIA (CA) : 268
- WASHINGTON (WA) : 40
- NEVADA (NV) : 25
- TEXAS (TX) : 22
- NEW YORK (NY) : 20
- UTAH (UT) : 15
- COLORADO (CO) : 15
- ARIZONA (AZ) : 7
- OREGON (OR) : 7

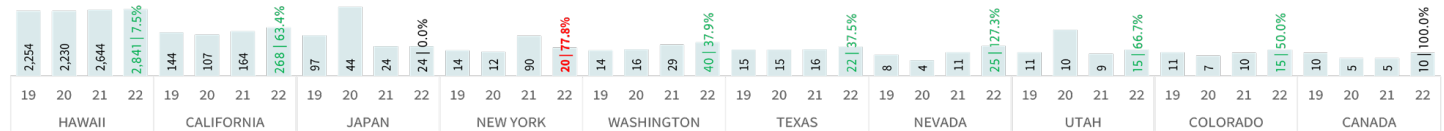
TOP STATES BY \$ AMOUNT

- HAWAII (HI) : \$2.4B
- CALIFORNIA (CA) : \$295.4M
- WASHINGTON (WA) : \$44.3M
- COLORADO (CO) : \$26.7M
- NEVADA (NV) : \$23.3M
- TEXAS (TX) : \$17.5M
- NEW YORK (NY) : \$17.4M
- UTAH (UT) : \$15.8M
- NEW JERSEY (NJ) : \$9.9M
- GEORGIA (GA) : \$8.9M



*Year-over-year and current YTD shown

TOP BUYERS BY TOTAL NO. OF SALES (2019-2022)



Note: % changes vs. same period of previous year

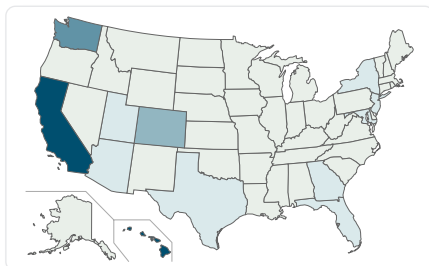
TOP BUYERS BY REGION



NORTH SHORE
↑ 66 | ↑ \$99.1M
HI (↓ 40 | ↓ \$49.2M)
CA (↑ 14 | ↑ \$30.2M)
UT (↓ 3 | ↑ \$8.9M)
TX (1 | \$4.2M)
NC (1 | \$1.8M)

LEEWARD
↑ 771 | ↑ \$571.5M
HI (↑ 688 | ↑ \$504.7M)
CA (↑ 36 | ↑ \$32.4M)
WA (↑ 12 | ↑ \$9.5M)
TX (↑ 5 | ↑ \$3.6M)
NY (↑ 3 | ↑ \$2.9M)
1 | \$385.0K
JAPAN (1 | \$385.0K)

CENTRAL
↑ 570 | ↑ \$399.7M
HI (↑ 540 | ↑ \$377.7M)
CA (↑ 14 | ↑ \$11.7M)
IA (3 | \$2.7M)
NC (2 | \$975.0K)
TX (↓ 2 | ↓ \$625.0K)
1 | \$408.0K
SINGAPORE (1 | \$408.0K)



HONOLULU
↑ 1,311 | ↑ \$936.8M
HI (↑ 1,051 | ↑ \$772.5M)
CA (↑ 148 | ↑ \$93.1M)
WA (↑ 17 | ↓ \$13.8M)
NY (↓ 13 | ↓ \$10.2M)
NV (↑ 13 | ↑ \$7.0M)
↑ 40 | ↑ \$37.1M
JAPAN (↑ 21 | ↓ \$15.3M)
CANADA (↑ 10 | ↑ \$8.9M)
KOREA (↑ 5 | ↑ \$4.2M)
CHINA (1 | \$5.6M)
SINGAPORE (1 | \$2.2M)

EAST HONOLULU
↓ 307 | ↑ \$524.6M
HI (↓ 250 | ↑ \$389.8M)
CA (↑ 32 | ↑ \$79.4M)
WA (↑ 6 | ↑ \$11.1M)
CO (↑ 3 | ↑ \$20.9M)
TX (↑ 3 | ↓ \$2.0M)
↓ 3 | ↓ \$8.9M
JAPAN (↓ 1 | ↓ \$5.5M)
HONG KONG (1 | ↓ \$2.4M)
KOREA (1 | ↓ \$988.0K)

WINDWARD
↓ 323 | ↑ \$410.9M
HI (↓ 272 | ↑ \$327.8M)
CA (↑ 24 | ↑ \$48.5M)
NV (↑ 6 | ↓ \$10.0M)
UT (↑ 4 | ↑ \$1.2M)
WA (3 | ↑ \$8.6M)
↓ 1 | ↓ \$485.0K
JAPAN (↓ 1 | ↓ \$485.0K)

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