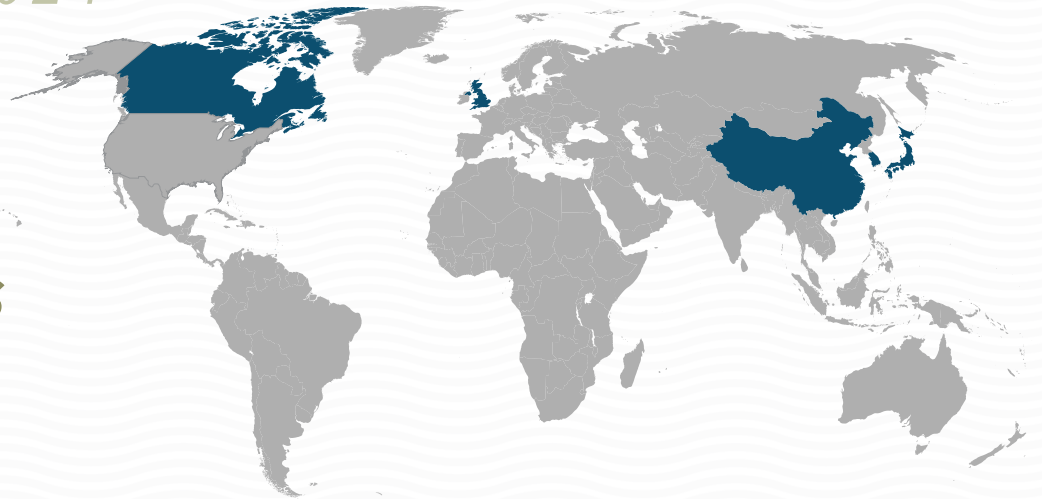
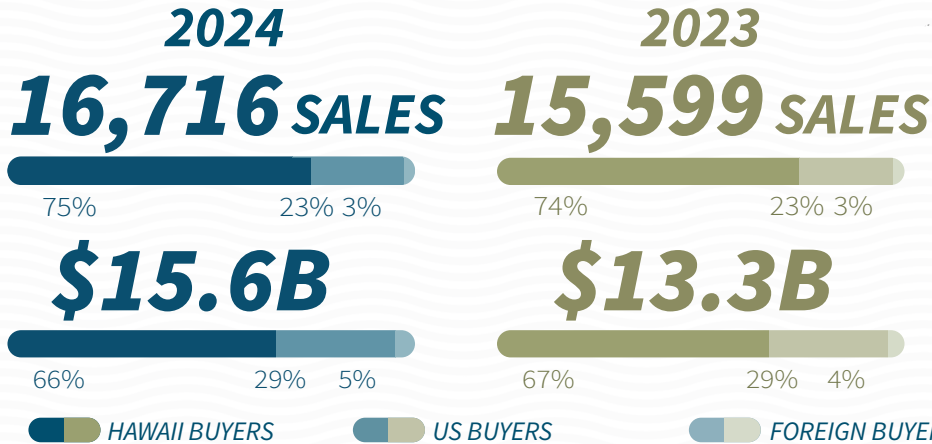


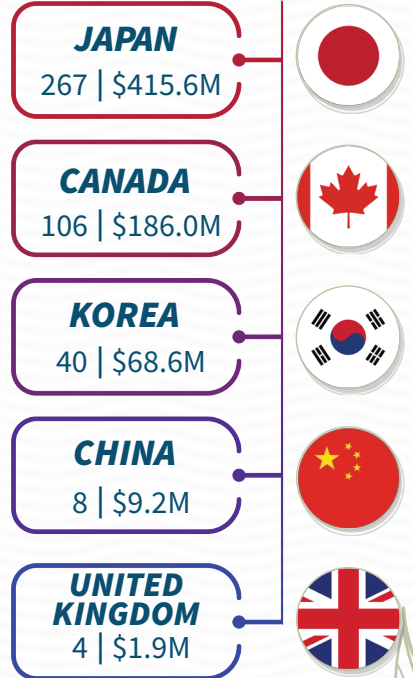
# BUYER STATISTICS

## STATEWIDE JAN-DEC 2024

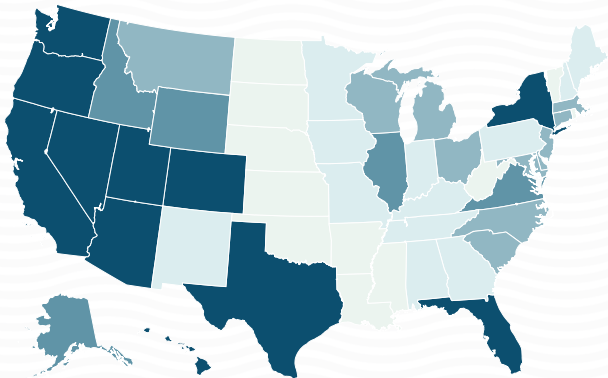
WHERE DO BUYERS OF HAWAII PROPERTY COME FROM?



### TOP FOREIGN BUYERS OF HAWAII PROPERTY

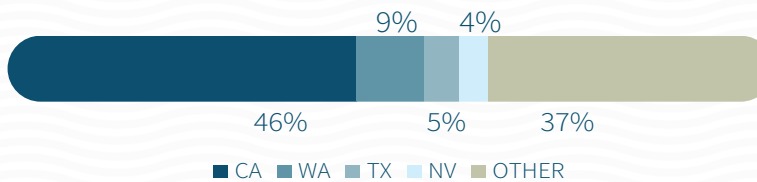


### TOP U.S. BUYERS OF HAWAII PROPERTY



#### TOP STATE BY NO. OF SALES

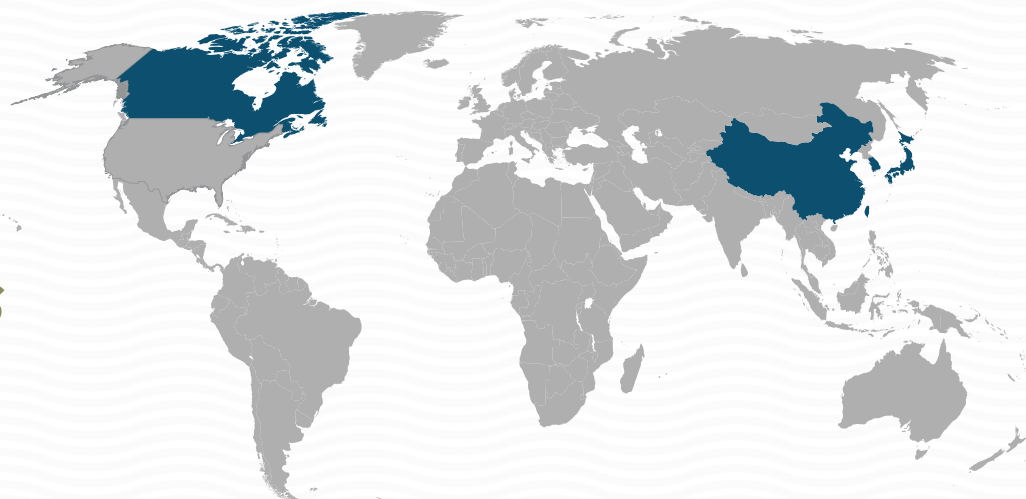
1. HAWAII (HI)	12463	\$10.3B
2. CALIFORNIA (CA)	1731	\$2.1B
3. WASHINGTON (WA)	335	\$523.9M
4. TEXAS (TX)	172	\$185.8M
5. NEVADA (NV)	143	\$198.3M
6. ARIZONA (AZ)	122	\$141.1M
7. FLORIDA (FL)	112	\$146.5M
8. OREGON (OR)	112	\$114.8M
9. COLORADO (CO)	110	\$153.1M
10. UTAH (UT)	99	\$145.5M



# BUYER STATISTICS

OAHU JAN-DEC 2024

WHERE DO BUYERS OF HAWAII PROPERTY COME FROM?



**2024**  
**10,607 SALES**



**\$9.6B**



**2023**  
**9,835 SALES**

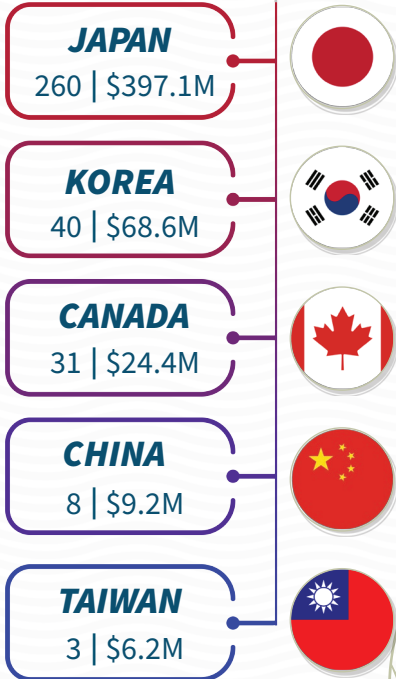


**\$8.3B**

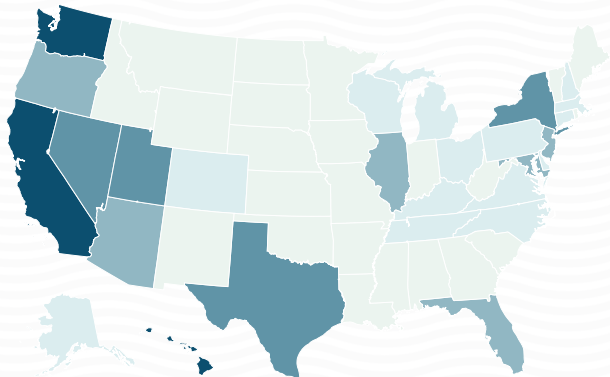


HAWAII BUYERS
  US BUYERS
  FOREIGN BUYERS

## TOP FOREIGN BUYERS OF HAWAII PROPERTY



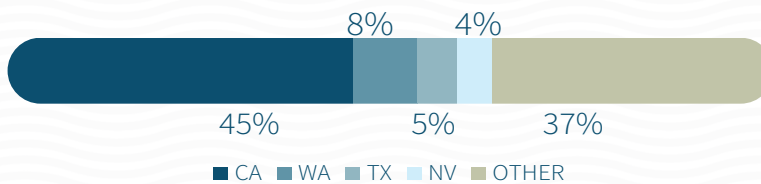
## TOP U.S. BUYERS OF HAWAII PROPERTY



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

### TOP STATE BY NO. OF SALES

1. HAWAII (HI)	8616	\$7.6B
2. CALIFORNIA (CA)	735	\$655.8M
3. WASHINGTON (WA)	137	\$152.1M
4. TEXAS (TX)	85	\$91.8M
5. NEVADA (NV)	73	\$87.9M
6. NEW YORK (NY)	57	\$51.5M
7. FLORIDA (FL)	49	\$29.2M
8. ARIZONA (AZ)	45	\$31.1M
9. UTAH (UT)	42	\$52.4M
10. OREGON (OR)	38	\$32.0M



45%
  5%
  4%
  37%
  OTHER

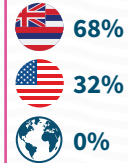
# BUYER STATISTICS

OAHU JAN-DEC 2024

TITLE GUARANTY  
HAWAII

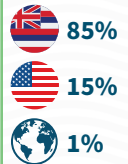
### NORTH SHORE

	2024		2023	
	#	\$	#	\$
HI	102	\$133.1M	101	\$121.5M
CA	20	\$41.9M	18	\$38.0M
NV	6	\$6.0M	11	\$6.4M
UT	5	\$21.2M	4	\$13.0M
AZ	4	\$3.2M	2	\$872.6K



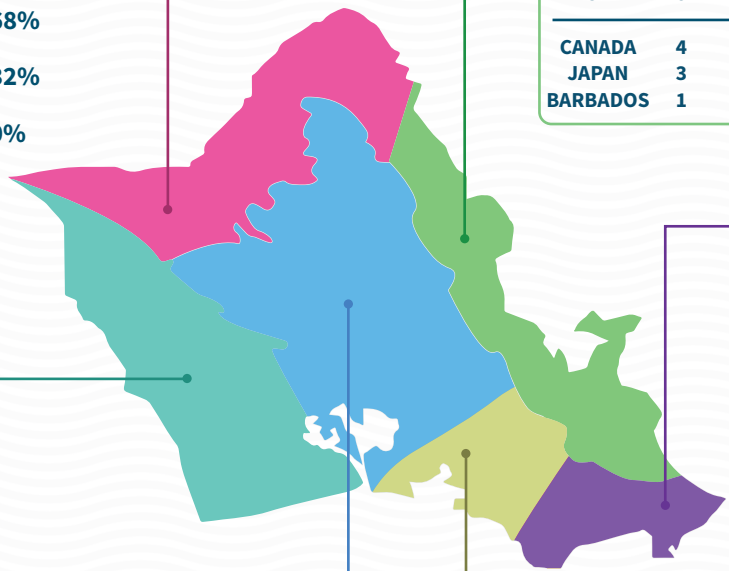
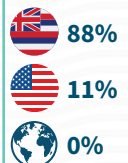
### WINDWARD

	2024		2023	
	#	\$	#	\$
HI	843	\$968.7M	766	\$903.8M
CA	58	\$78.5M	67	\$113.2M
WA	9	\$18.3M	8	\$7.7M
AZ	9	\$14.3M	6	\$14.0M
UT	8	\$6.6M	6	\$4.6M
CANADA	4	\$3.9M	1	\$227.0K
JAPAN	3	\$11.5M	6	\$6.1M
BARBADOS	1	\$5.3M	0	-



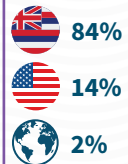
### LEEWARD

	2024		2023	
	#	\$	#	\$
HI	1852	\$1.4B	1858	\$1.4B
CA	93	\$78.3M	110	\$88.9M
WA	22	\$19.9M	20	\$12.5M
TX	14	\$11.0M	12	\$10.8M
NV	12	\$13.8M	7	\$5.3M
CANADA	6	\$5.5M	4	\$2.9M
JAPAN	2	\$1.4M	8	\$8.0M
PANAMA	1	\$2.3M	0	-



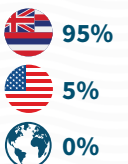
### EAST HONOLULU

	2024		2023	
	#	\$	#	\$
HI	773	\$1.2B	677	\$934.0M
CA	61	\$117.2M	59	\$109.9M
WA	16	\$43.5M	12	\$17.3M
MA	7	\$11.3M	3	\$12.9M
OR	6	\$11.4M	1	\$1.2M
JAPAN	12	\$58.5M	9	\$29.3M
CANADA	2	\$1.7M	2	\$290.0K
CHILE	1	\$1.3M	0	-



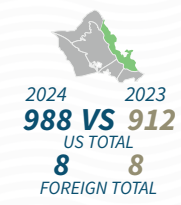
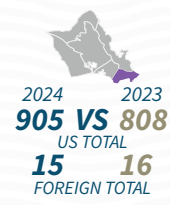
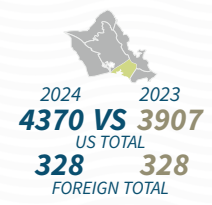
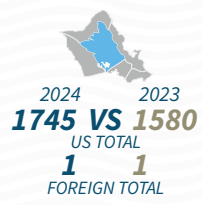
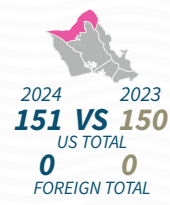
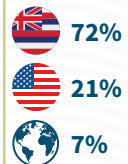
### CENTRAL

	2024		2023	
	#	\$	#	\$
HI	1651	\$1.2B	1491	\$1.1B
CA	43	\$33.9M	28	\$21.4M
TX	9	\$5.8M	5	\$3.6M
WA	8	\$5.4M	6	\$4.9M
NV	5	\$2.6M	3	\$2.7M
JAPAN	1	\$165.0K	1	\$720.0K



### HONOLULU

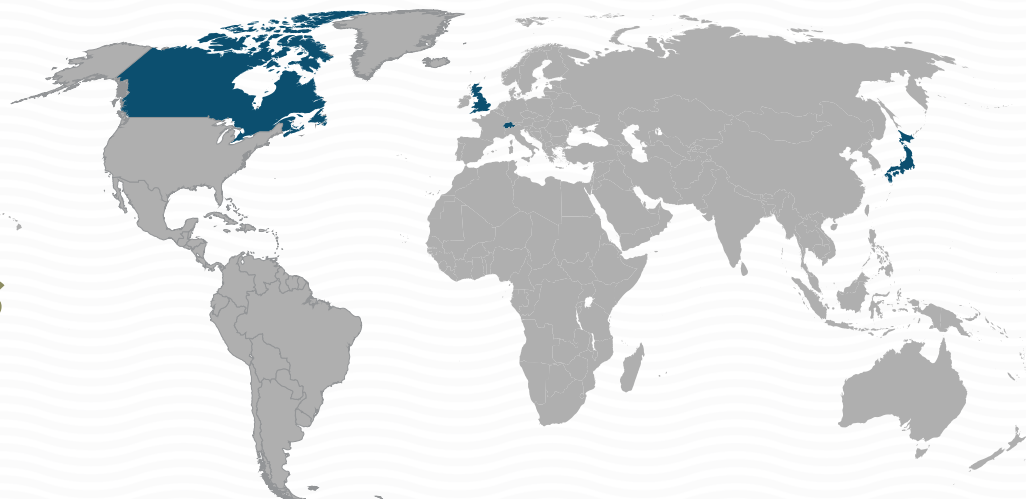
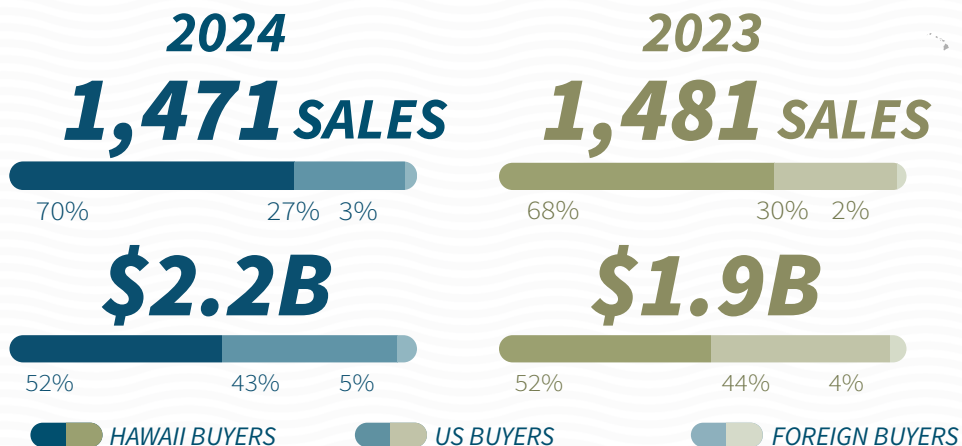
	2024		2023	
	#	\$	#	\$
HI	3395	\$2.7B	2981	\$2.0B
CA	460	\$306.0M	449	\$310.1M
WA	80	\$63.1M	57	\$35.9M
TX	50	\$52.6M	34	\$26.1M
NV	42	\$21.2M	35	\$23.8M
JAPAN	242	\$325.5M	261	\$264.5M
KOREA	40	\$68.6M	22	\$24.0M
CANADA	19	\$13.2M	21	\$11.5M



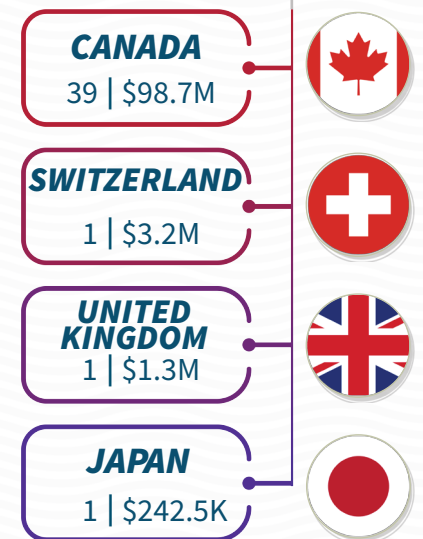
# BUYER STATISTICS

MAUI JAN-DEC 2024

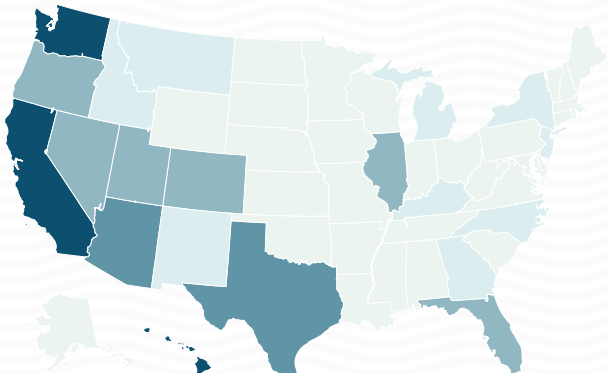
WHERE DO BUYERS OF HAWAII PROPERTY COME FROM?



## TOP FOREIGN BUYERS OF HAWAII PROPERTY

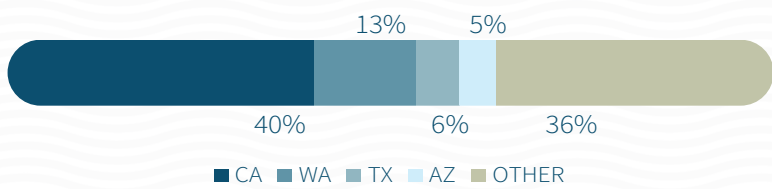


## TOP U.S. BUYERS OF HAWAII PROPERTY



### TOP STATE BY NO. OF SALES

1. HAWAII (HI)	1029	\$1.1B
2. CALIFORNIA (CA)	160	\$402.6M
3. WASHINGTON (WA)	53	\$143.4M
4. TEXAS (TX)	23	\$47.5M
5. ARIZONA (AZ)	19	\$59.1M
6. COLORADO (CO)	17	\$23.8M
7. UTAH (UT)	13	\$28.2M
8. NEVADA (NV)	13	\$22.3M
9. FLORIDA (FL)	11	\$36.7M
10. ILLINOIS (IL)	11	\$30.3M



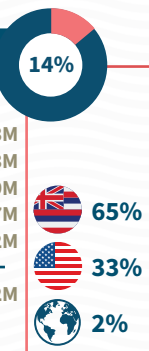
# BUYER STATISTICS

## MAUI JAN-DEC 2024

TITLE GUARANTY  
HAWAII

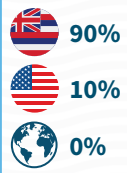
### WEST SIDE

	2024		2023	
	#	\$	#	\$
HI	134	\$164.4M	111	\$136.3M
CA	28	\$75.2M	31	\$54.3M
AZ	8	\$40.7M	8	\$27.9M
TX	4	\$8.6M	7	\$27.7M
FL	3	\$18.5M	1	\$3.2M
CANADA	4	\$5.3M	3	\$13.2M



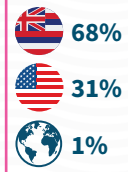
### CENTRAL

	2024		2023	
	#	\$	#	\$
HI	336	\$327.1M	372	\$321.6M
CA	15	\$11.0M	20	\$21.4M
NV	4	\$1.6M	2	\$3.0M
TX	3	\$3.6M	5	\$5.3M
WA	3	\$3.5M	6	\$5.6M
JAPAN	1	\$242.5K	0	-



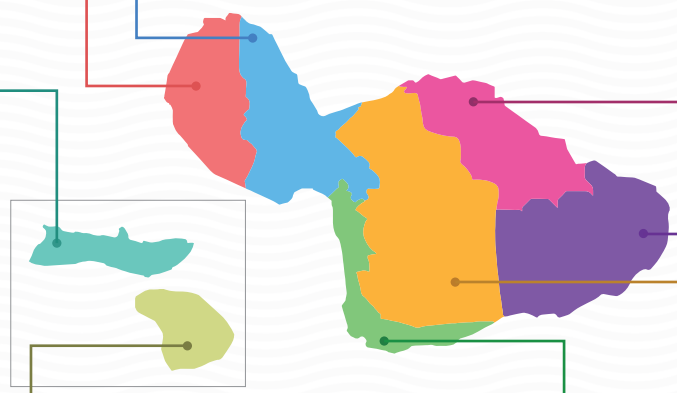
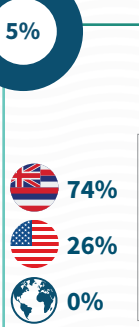
### NORTH SHORE

	2024		2023	
	#	\$	#	\$
HI	64	\$98.2M	59	\$71.4M
CA	11	\$31.1M	11	\$24.1M
OR	4	\$5.9M	0	-
WA	3	\$4.8M	0	-
NY	2	\$3.5M	1	\$1.7M
CANADA	1	\$3.0M	0	-



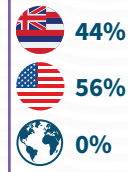
### MOLOKAI

	2024		2023	
	#	\$	#	\$
HI	52	\$22.2M	42	\$15.3M
WA	5	\$2.7M	3	\$1.4M
CA	5	\$1.5M	3	\$1.1M
TX	2	\$1.4M	1	\$98.0K
MT	2	\$310.0K	2	\$1.2M



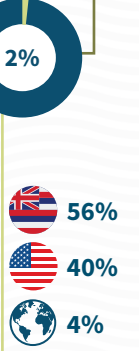
### EAST MAUI

	2024		2023	
	#	\$	#	\$
HI	7	\$4.0M	20	\$23.8M
TX	3	\$3.8M	0	-
VA	1	\$1.6M	0	-
AK	1	\$1.2M	0	-
NJ	1	\$1.1M	0	-



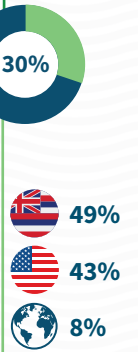
### LANAI

	2024		2023	
	#	\$	#	\$
HI	14	\$7.9M	12	\$7.3M
CA	6	\$17.1M	1	\$720.0K
IL	1	\$4.5M	0	-
NC	1	\$750.0K	0	-
TX	1	\$650.0K	0	-
CANADA	1	\$880.0K	1	\$880.0K



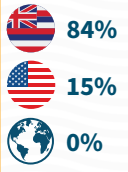
### SOUTH SIDE

	2024		2023	
	#	\$	#	\$
HI	217	\$278.4M	259	\$257.9M
CA	81	\$236.9M	98	\$189.2M
WA	35	\$112.9M	29	\$89.7M
AZ	10	\$16.9M	7	\$10.0M
TX	7	\$22.2M	8	\$12.4M
CANADA	33	\$89.5M	19	\$53.0M
SWITZER- LAND	1	\$3.2M	0	-



### UP COUNTRY

	2024		2023	
	#	\$	#	\$
HI	205	\$239.6M	126	\$159.1M
CA	13	\$29.1M	15	\$20.9M
CO	5	\$6.1M	1	\$973.9K
WA	4	\$11.3M	6	\$12.6M
IL	4	\$9.2M	0	-
UNITED KINGDOM	1	\$1.3M	0	-



2024 70 VS 2023 60  
US TOTAL  
0 1  
FOREIGN TOTAL

2024 24 VS 2023 17  
US TOTAL  
1 1  
FOREIGN TOTAL

2024 201 VS 2023 193  
US TOTAL  
4 3  
FOREIGN TOTAL

2024 373 VS 2023 435  
US TOTAL  
1 3  
FOREIGN TOTAL

2024 410 VS 2023 470  
US TOTAL  
34 20  
FOREIGN TOTAL

2024 242 VS 2023 170  
US TOTAL  
1 3  
FOREIGN TOTAL

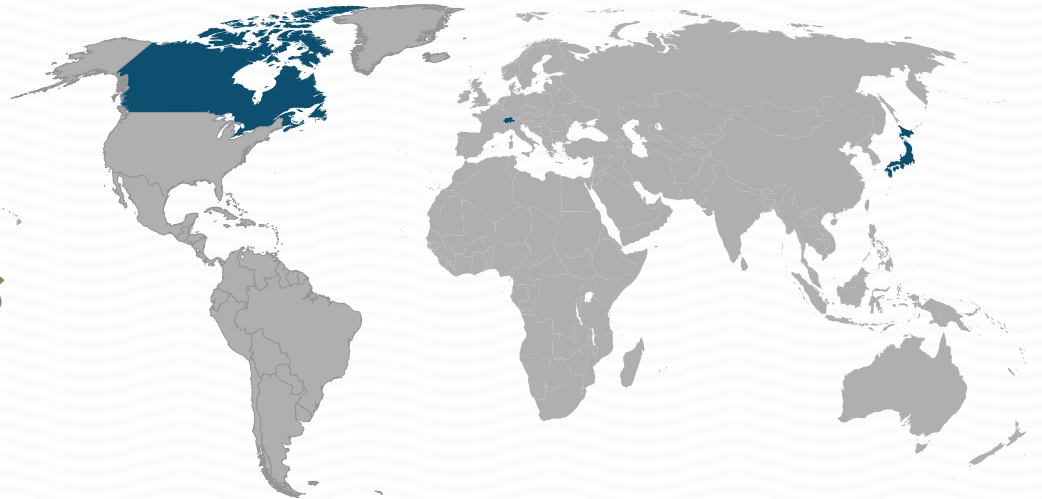
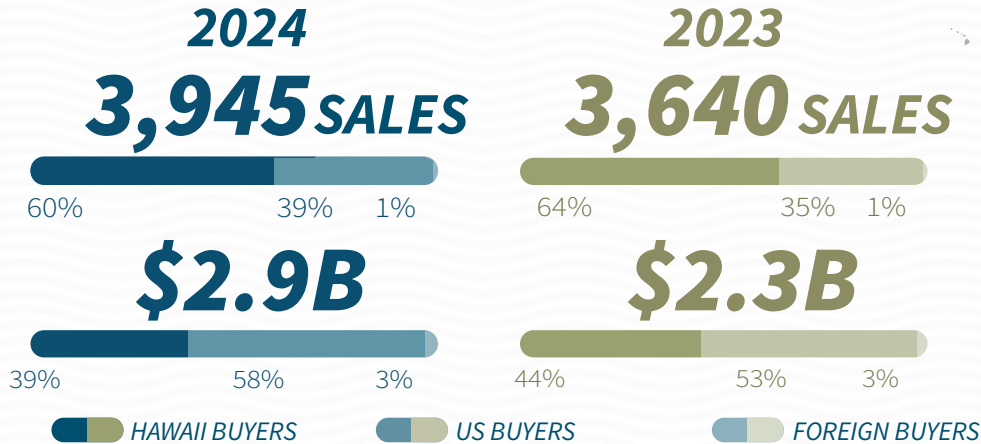
2024 93 VS 2023 79  
US TOTAL  
1 1  
FOREIGN TOTAL

2024 16 VS 2023 24  
US TOTAL  
0 1  
FOREIGN TOTAL

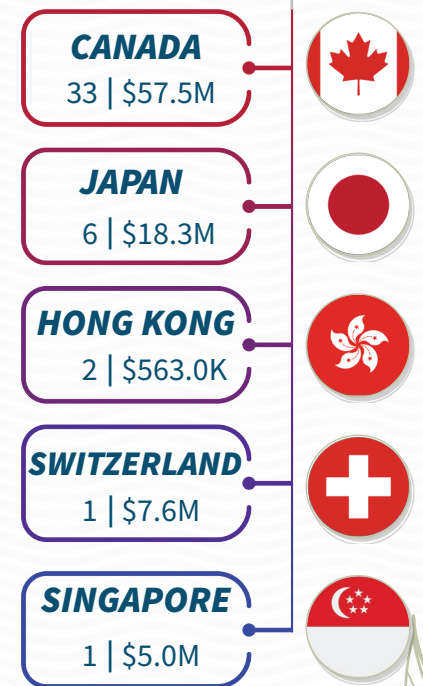
# BUYER STATISTICS

HAWAII JAN-DEC 2024

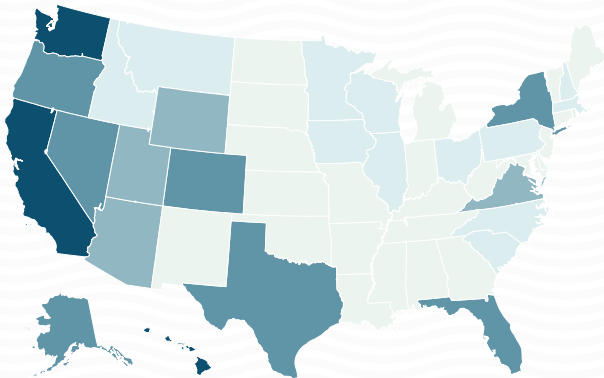
WHERE DO BUYERS OF HAWAII PROPERTY COME FROM?



## TOP FOREIGN BUYERS OF HAWAII PROPERTY

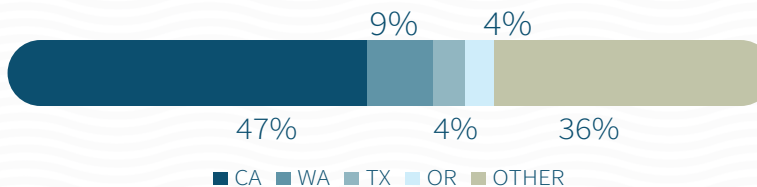


## TOP U.S. BUYERS OF HAWAII PROPERTY



### TOP STATE BY NO. OF SALES

1. HAWAII (HI)	2357	\$1.1B
2. CALIFORNIA (CA)	724	\$791.6M
3. WASHINGTON (WA)	134	\$207.2M
4. TEXAS (TX)	63	\$43.7M
5. OREGON (OR)	59	\$56.0M
6. ALASKA (AK)	59	\$46.0M
7. COLORADO (CO)	57	\$77.3M
8. FLORIDA (FL)	48	\$77.5M
9. ARIZONA (AZ)	47	\$29.9M
10. NEVADA (NV)	45	\$62.3M



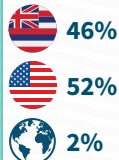
# BUYER STATISTICS

## HAWAII JAN-DEC 2024

TITLE GUARANTY  
HAWAII

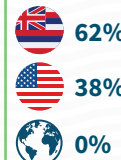
### KOHALA COAST

	2024		2023	
	#	\$	#	\$
HI	627	\$633.4M	635	\$584.1M
CA	322	\$696.1M	252	\$477.0M
WA	79	\$192.6M	76	\$78.0M
CO	35	\$65.1M	43	\$61.0M
AK	26	\$39.6M	18	\$17.0M
<hr/>				
CANADA	21	\$55.0M	20	\$41.2M
JAPAN	6	\$18.3M	6	\$14.0M
SWITZERLAND	1	\$7.6M	0	-



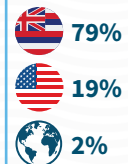
### NORTH KOHALA

	2024		2023	
	#	\$	#	\$
HI	44	\$37.9M	24	\$24.8M
CA	10	\$13.2M	8	\$11.7M
TX	4	\$2.7M	0	-
NH	3	\$5.4M	0	-
FL	2	\$5.1M	0	-



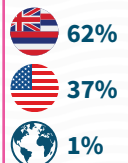
### HAMAKUA

	2024		2023	
	#	\$	#	\$
HI	45	\$30.9M	40	\$22.0M
CA	3	\$1.7M	8	\$3.4M
TX	2	\$1.1M	0	-
UT	1	\$930.0K	0	-
AK	1	\$650.0K	0	-
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CANADA	1	\$1.3M	0	-



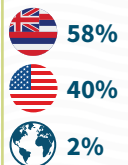
### KONA

	2024		2023	
	#	\$	#	\$
HI	56	\$26.1M	52	\$23.5M
CA	12	\$8.0M	15	\$9.5M
WA	6	\$2.0M	4	\$2.2M
AK	3	\$250.0K	2	\$1.4M
OR	2	\$4.2M	1	\$1.7M
<hr/>				
CANADA	1	\$130.0K	1	\$200.0K



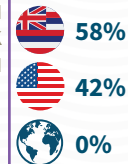
### KAU

	2024		2023	
	#	\$	#	\$
HI	111	\$30.2M	150	\$32.9M
CA	22	\$6.0M	19	\$4.9M
WA	12	\$2.3M	9	\$2.6M
AK	7	\$1.6M	3	\$655.9K
OR	7	\$1.2M	4	\$2.3M
<hr/>				
CANADA	3	\$917.0K	3	\$398.6K
HONG KONG	1	\$75.0K	0	-



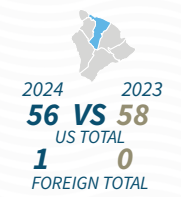
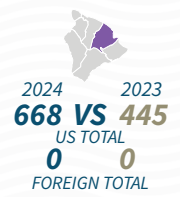
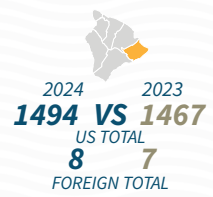
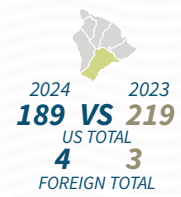
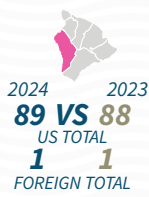
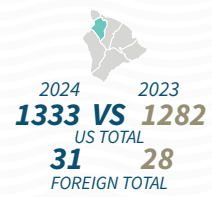
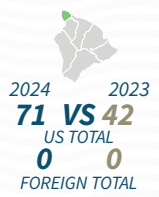
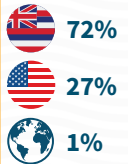
### HILO

	2024		2023	
	#	\$	#	\$
HI	389	\$170.2M	367	\$152.0M
CA	232	\$35.0M	21	\$9.3M
TX	6	\$7.5M	5	\$2.0M
CO	6	\$4.1M	3	\$622.0K
WA	6	\$3.1M	7	\$5.7M



### PUNA

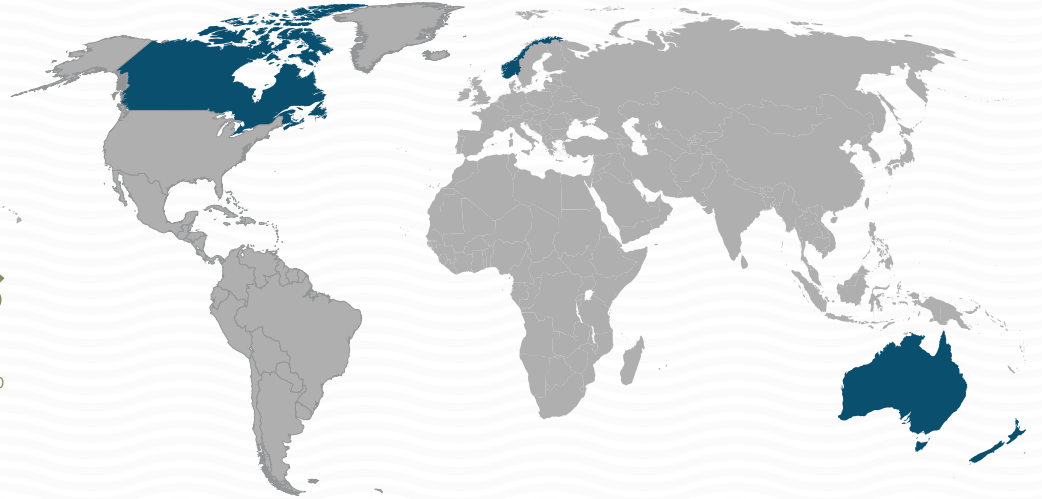
	2024		2023	
	#	\$	#	\$
HI	1085	\$201.0M	1051	\$185.6M
CA	123	\$31.5M	149	\$30.3M
WA	29	\$5.0M	39	\$7.2M
TX	26	\$4.2M	18	\$4.0M
FL	25	\$5.5M	23	\$3.2M
<hr/>				
CANADA	7	\$145.0K	5	\$670.0K
UNITED KINGDOM	1	\$279.0K	0	-



# BUYER STATISTICS

## KAUAI JAN-DEC 2024

WHERE DO BUYERS OF HAWAII PROPERTY COME FROM?



2024

**693 SALES**

2023

**643 SALES**



**\$914.9M**

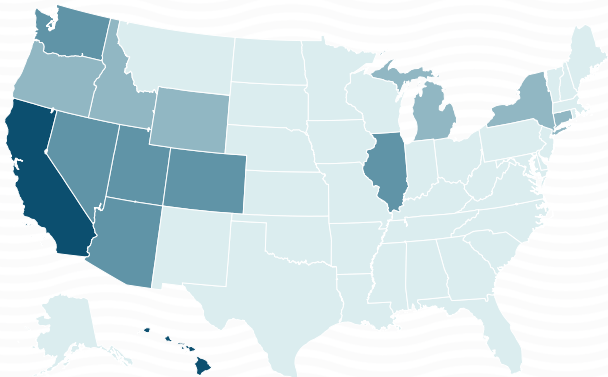
**\$752.0M**



■ HAWAII BUYERS   
 ■ US BUYERS   
 ■ FOREIGN BUYERS

### TOP FOREIGN BUYERS OF HAWAII PROPERTY

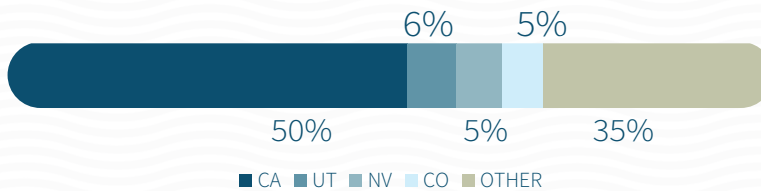
### TOP U.S. BUYERS OF HAWAII PROPERTY



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

#### TOP STATE BY NO. OF SALES

1. HAWAII (HI)	461	\$427.7M
2. CALIFORNIA (CA)	112	\$215.1M
3. UTAH (UT)	13	\$27.9M
4. NEVADA (NV)	12	\$25.8M
5. COLORADO (CO)	11	\$35.1M
6. WASHINGTON (WA)	11	\$21.1M
7. ARIZONA (AZ)	11	\$21.0M
8. IDAHO (ID)	8	\$19.3M
9. ILLINOIS (IL)	4	\$26.8M
10. CONNECTICUT (CT)	4	\$6.5M



**CANADA**  
3 | \$5.4M



**NEW ZEALAND**  
1 | \$15.0M



**NORWAY**  
1 | \$1.9M



**AUSTRALIA**  
1 | \$940.0K



# BUYER STATISTICS

## KAUAI JAN-DEC 2024

TITLE GUARANTY  
HAWAII

