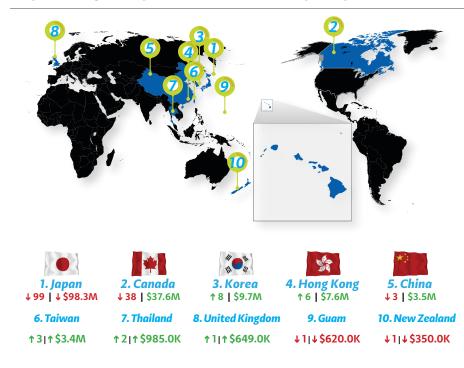
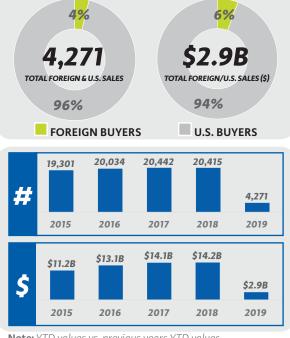
BUYER STATISTICS JANUARY-MARCH 2019

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT





Note: YTD values vs. previous years YTD values

Top U.S. Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

1. Hawaii (HI): 3,221 2. California (CA): 370 3. Washington (WA): 76 4. Texas (TX): 45 5. Oregon (OR): 42 6. Nevada (NV): 30

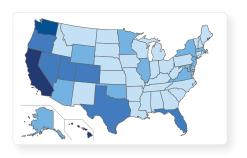
7. Colorado (CO): 28 8. Utah (UT): 27 9. Florida (FL): 27 10. Alaska (AK): 23

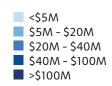
TOP STATES BY S AMOUNT

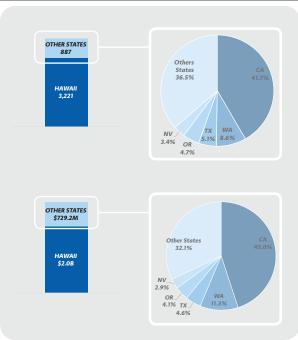
2. California (CA): \$328.3M 3. Washington (WA): \$82.1M 4. Texas (TX): \$33.6M 5. Oregon (OR): \$29.7M 6. Nevada (NV): \$21.4M 7. Colorado (CO): \$21.0M 8. Utah (UT): \$20.9M 9. Florida (FL): \$20.5M

10. Wyoming (WY): \$17.5M

1. Hawaii (HI): \$2.0B







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BUYER STATISTICS KAUAI JANUARY-MARCH 2019

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



TOP STATES BY NO. OF SALES

1. Hawaii (HI): 127

2. California (CA): 47

3. Utah (UT):5

4. Oregon (OR): 5

5. Texas (TX): 4

6. Washington (WA): 4

7. Arizona (AZ): 3

8. Nevada (NV): 3

9. Florida (FL):2

10. Maryland (MD): 1

TOP STATES BY \$ AMOUNT

1. Hawaii (HI): \$65.7M

2. California (CA): \$39.5M

3. Washington (WA): \$8.5M

4. Texas (TX): \$6.5M

5. Utah (UT): \$4.7M

6. Oregon (OR): \$4.6M

7. Maryland (MD): \$3.6M

8. Virginia (VA): \$3.6M

9. Nevada (NV): \$3.0M

10. Massachusetts (MA): \$2.3M

214 TOTAL U.S. SALES **TOTAL FOREIGN SALES** S303.0K S150.7M TOTAL FOREIGN SALES (\$) TOTAL U.S. SALES (\$) 1,176 824 722 781 # 215 2015 2019 \$850.1M \$151.0M \$482.9M \$456.5M \$489.8M

2016 Note: YTD values vs. previous years YTD values

2015

TOP BUYERS BY TOTAL NO. OF SALES (2015 - 2019)



Note: # values vs. same period of previous years

2019

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



LIHUE

↑59 | ↑\$29.2M HI (1 46 | 1 \$18.7M) CA (↑7 | ↑\$4.0M) TX (2 | 1 \$4.9M) AZ (1 | \$736.8K) NV (1 | \$355.0K)

KOLOA

↓58 | ↑\$46.7M HI (**↓** 31 | **↓** \$17.7M) CA († 10 | † \$9.8M) UT († 4 | † \$4.6M) OR (131153.8M) MD (1 | \$3.6M)

WAIMEA

↓9 | **↓**\$4.0M HI (↓ 4 | ↓ \$1.5M) OR (2 | \$858.0K) TX (1 | \$782.5K) NI (1 | \$601.0K) WA (1 | \$225.0K)

<\$5M \$5M - \$20M \$20M - \$40M</p>

■\$40M - \$100M ■>\$100M

KAWAIHAU

↓50 | **↓**\$30.2M HI (↑ 35 | ↑ \$19.9M) CA (10 | ↑\$8.0M) IA (1 | 1 \$698.0K) CT (1 | \$630.0K) SC (1 | ↓\$355.1K) 1 | ↓\$303.0K SOUTH AFRICA (1 | \$303.0K)

HANALEI

↓38 | **↓**\$40.5M CA (20 | \$17.7M) HI (↓ 11 | ↓ \$7.9M) WA (2 | ↑\$7.3M) VA (1 | ↑ \$3.6M) MA (1 | \$2.3M)

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