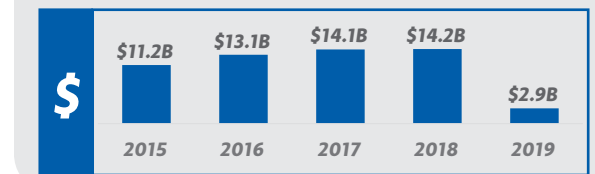
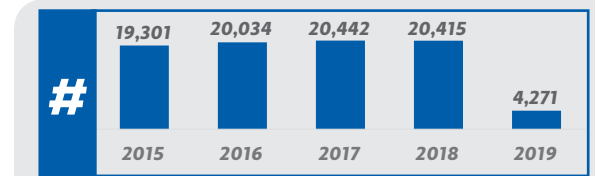
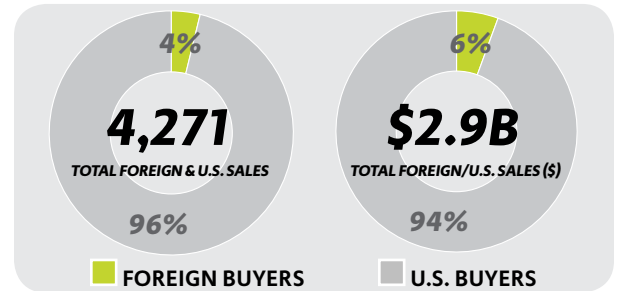
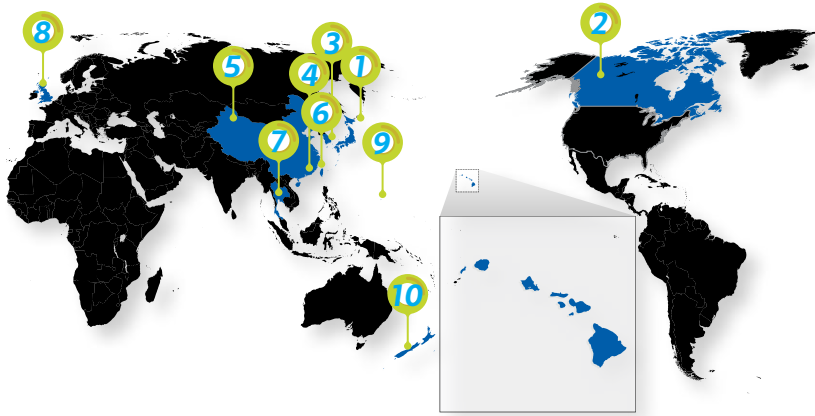


BUYER STATISTICS

JANUARY-MARCH 2019

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



Note: YTD values vs. previous years YTD values

- | | | | | |
|---|--|--|---|--|
|
1. Japan
↓ 99 ↓ \$98.3M |
2. Canada
↓ 38 ↓ \$37.6M |
3. Korea
↑ 8 ↑ \$9.7M |
4. Hong Kong
↑ 6 ↑ \$7.6M |
5. China
↓ 3 ↓ \$3.5M |
| 6. Taiwan
↑ 3 ↑ \$3.4M | 7. Thailand
↑ 2 ↑ \$985.0K | 8. United Kingdom
↑ 1 ↑ \$649.0K | 9. Guam
↓ 1 ↓ \$620.0K | 10. New Zealand
↓ 1 ↓ \$350.0K |

Top U.S. Buyers of Hawaii Property

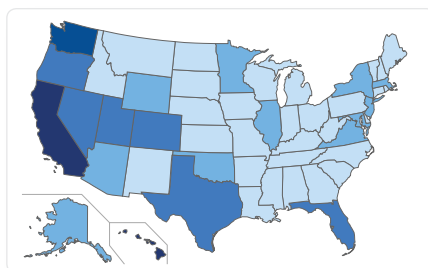
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

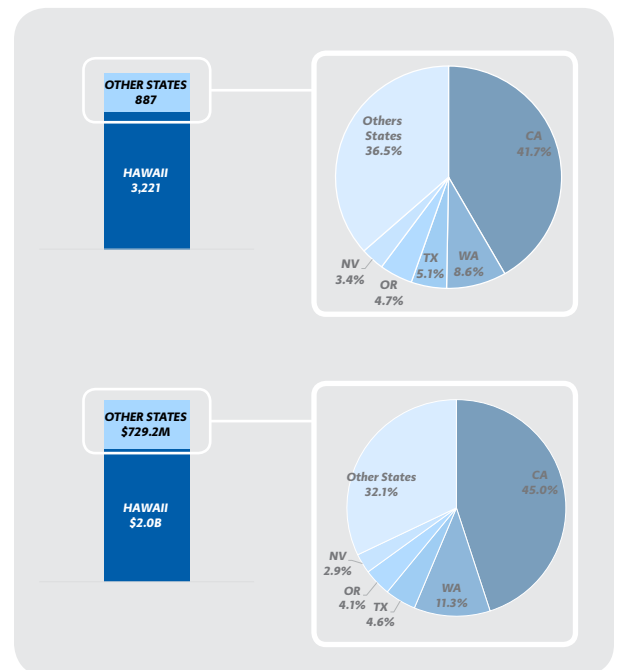
- Hawaii (HI) : 3,221
- California (CA) : 370
- Washington (WA) : 76
- Texas (TX) : 45
- Oregon (OR) : 42
- Nevada (NV) : 30
- Colorado (CO) : 28
- Utah (UT) : 27
- Florida (FL) : 27
- Alaska (AK) : 23

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : \$2.0B
- California (CA) : \$328.3M
- Washington (WA) : \$82.1M
- Texas (TX) : \$33.6M
- Oregon (OR) : \$29.7M
- Nevada (NV) : \$21.4M
- Colorado (CO) : \$21.0M
- Utah (UT) : \$20.9M
- Florida (FL) : \$20.5M
- Wyoming (WY) : \$17.5M



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



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BUYER STATISTICS

OAHU | JANUARY-MARCH 2019

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



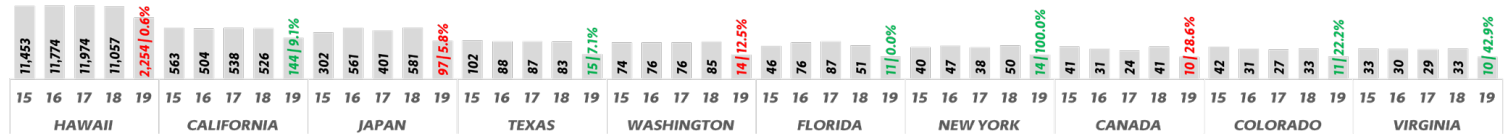
TOP STATES BY NO. OF SALES

- Hawaii (HI) : **2,254**
- California (CA) : **144**
- Texas (TX) : **15**
- Washington (WA) : **14**
- New York (NY) : **14**
- Utah (UT) : **11**
- Florida (FL) : **11**
- Colorado (CO) : **11**
- Virginia (VA) : **10**
- Nevada (NV) : **8**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$1.6B**
- California (CA) : **\$109.8M**
- Washington (WA) : **\$12.0M**
- Texas (TX) : **\$10.6M**
- New York (NY) : **\$8.6M**
- Utah (UT) : **\$8.2M**
- Nevada (NV) : **\$8.0M**
- Florida (FL) : **\$7.6M**
- Virginia (VA) : **\$7.0M**
- Colorado (CO) : **\$5.1M**

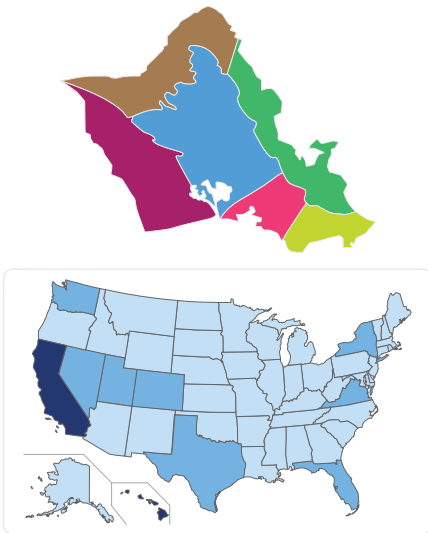
TOP BUYERS BY TOTAL NO. OF SALES (2015 - 2019)



Note: YTD values vs. previous years YTD values

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



HONOLULU

- ↑ 1153 | ↑ \$835.7M
- HI (↑ 980 | ↑ \$705.5M)
 - CA (↑ 103 | ↑ \$79.6M)
 - NY (↑ 14 | ↓ \$8.6M)
 - WA (↑ 12 | ↑ \$10.1M)
 - CO (↑ 7 | ↑ \$2.8M)
-
- ↑ 112 | ↑ \$107.3M
- JAPAN (↑ 85 | ↑ \$79.9M)
 - CANADA (↓ 8 | ↑ \$6.6M)
 - KOREA (↑ 7 | ↑ \$8.5M)
 - HONG KONG (↑ 5 | ↓ \$5.8M)
 - TAIWAN (↑ 3 | ↑ \$3.4M)

WINDWARD

- ↑ 269 | ↑ \$254.2M
- HI (↑ 231 | ↑ \$213.6M)
 - CA (↓ 12 | ↓ \$11.5M)
 - UT (4 | \$5.6M)
 - TX (↑ 3 | ↑ \$3.1M)
 - VA (↑ 3 | ↑ \$2.2M)
-
- ↓ 6 | ↓ \$8.5M
- JAPAN (↓ 5 | ↓ \$6.8M)
 - HONG KONG (1 | \$1.8M)

LEEWARD

- ↓ 560 | ↓ \$305.7M
- HI (↓ 512 | ↓ \$282.2M)
 - CA (↓ 16 | ↓ \$7.9M)
 - FL (↓ 4 | ↓ \$1.7M)
 - OK (↑ 3 | ↑ \$969.6K)
 - SC (3 | \$761.6K)
-
- ↓ 8 | ↑ \$5.5M
- JAPAN (↑ 5 | ↑ \$3.5M)
 - KOREA (1 | ↑ \$1.2M)
 - GUAM (1 | \$620.0K)
 - CANADA (↓ 1 | ↓ \$170.0K)

EAST HONOLULU

- ↓ 102 | ↓ \$102.3M
- HI (↓ 95 | ↓ \$112.9M)
 - CA (↓ 4 | ↓ \$5.5M)
 - TX (1 | ↓ \$763.5K)
 - MN (1 | \$550.0K)
 - MD (1 | \$500.0K)
-
- ↓ 3 | ↓ \$5.0M
- JAPAN (↓ 2 | ↓ \$4.8M)
 - CANADA (1 | ↓ \$200.0K)

CENTRAL

- ↓ 450 | ↓ \$240.2M
- HI (↓ 427 | ↓ \$230.4M)
 - CA (↓ 4 | ↓ \$1.6M)
 - TX (↑ 4 | ↓ \$965.8K)
 - FL (3 | \$1.2M)
 - OK (↑ 2 | ↑ \$1.3M)

NORTH SHORE

- ↓ 15 | ↓ \$11.8M
- HI (↓ 9 | ↓ \$7.4M)
 - CA (↓ 5 | ↓ \$3.7M)
 - VA (1 | \$699.0K)

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

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