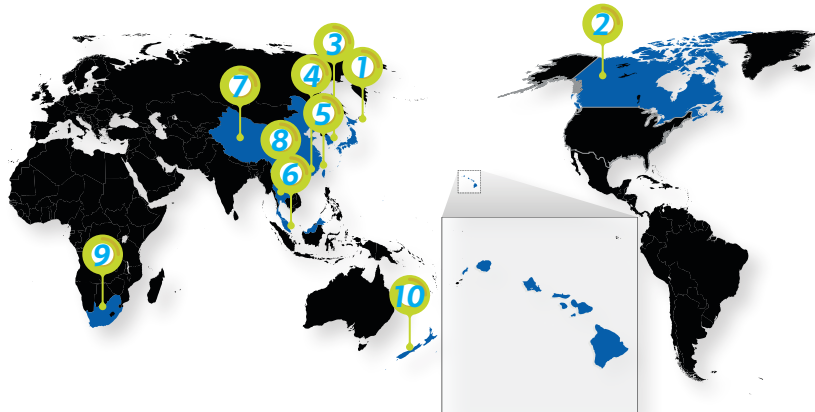


BUYER STATISTICS

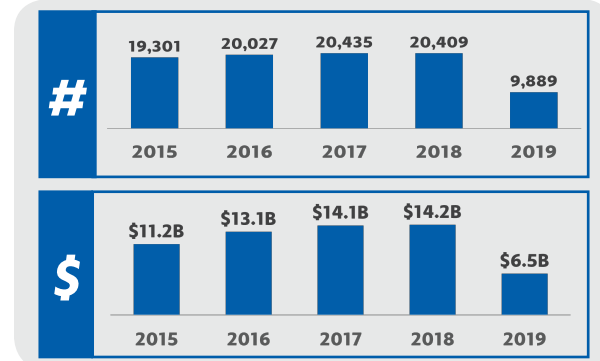
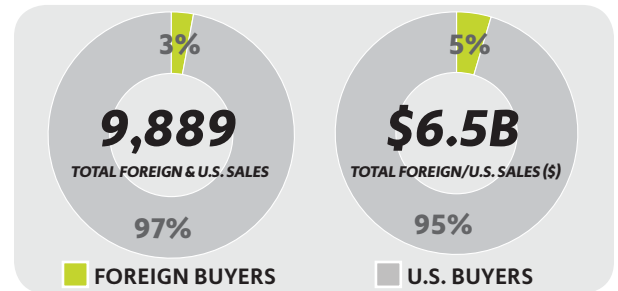
JANUARY - JUNE 2019

Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



1. Japan ↓ 173 ↓ \$176.7M	2. Canada ↓ 72 ↓ \$72.7M	3. Korea ↑ 12 ↑ \$17.7M	4. Hong Kong ↑ 9 ↑ \$11.2M	5. Taiwan ↑ 4 ↑ \$3.7M
6. Singapore 3 ↓ \$7.8M	7. China ↓ 3 ↓ \$3.5M	8. Thailand 2 \$1.0M	9. South Africa 2 ↓ \$653.0K	10. New Zealand ↓ 2 ↓ \$505.0K



Top U.S. Buyers of Hawaii Property

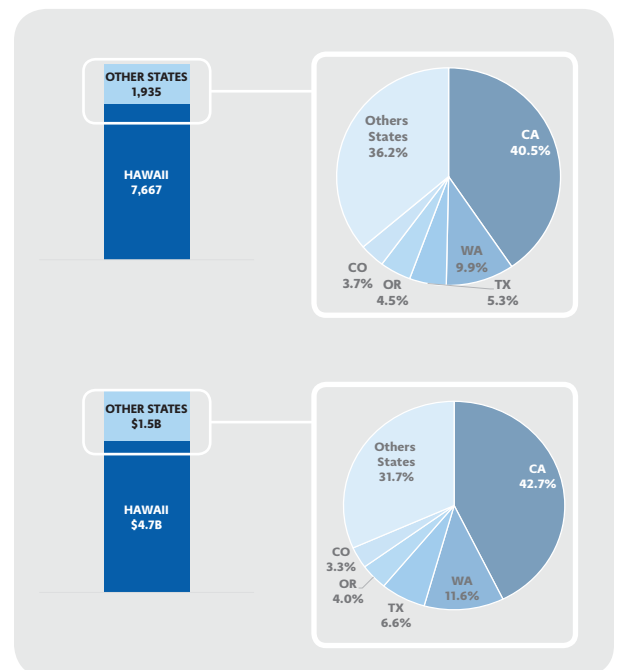
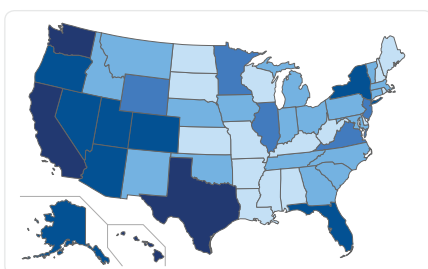
NO. OF SALES | \$ AMOUNT

TOP STATES BY NO. OF SALES

- Hawaii (HI) : **7,667**
- California (CA) : **783**
- Washington (WA) : **191**
- Texas (TX) : **103**
- Oregon (OR) : **87**
- Colorado (CO) : **71**
- Utah (UT) : **65**
- Nevada (NV) : **63**
- New York (NY) : **51**
- Alaska (AK) : **50**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$4.7B**
- California (CA) : **\$654.0M**
- Washington (WA) : **\$178.1M**
- Texas (TX) : **\$101.0M**
- Oregon (OR) : **\$61.6M**
- Colorado (CO) : **\$51.1M**
- Nevada (NV) : **\$50.2M**
- Utah (UT) : **\$41.3M**
- New York (NY) : **\$36.5M**
- Alaska (AK) : **\$31.0M**



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BUYER STATISTICS

MAUI | JANUARY - JUNE 2019

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS


1. Canada
 ↓ 24 | ↓ \$40.2M


2. Japan
 ↓ 1 | ↓ \$2.6M


3. Thailand
 1 | \$215.0K

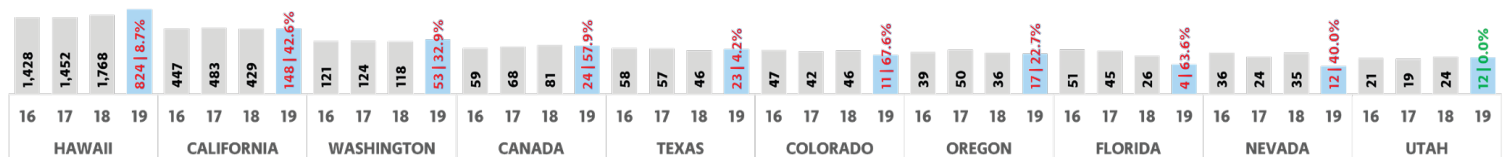
TOP STATES BY NO. OF SALES

- Hawaii (HI) : **824**
- California (CA) : **148**
- Washington (WA) : **53**
- Texas (TX) : **23**
- Oregon (OR) : **17**
- Alaska (AK) : **14**
- Nevada (NV) : **12**
- Utah (UT) : **12**
- Colorado (CO) : **11**
- New York (NY) : **8**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$524.1M**
- California (CA) : **\$130.8M**
- Washington (WA) : **\$75.7M**
- Texas (TX) : **\$35.6M**
- Nevada (NV) : **\$11.0M**
- Oregon (OR) : **\$10.3M**
- Alaska (AK) : **\$10.1M**
- Utah (UT) : **\$9.0M**
- Colorado (CO) : **\$8.8M**
- Illinois (IL) : **\$7.8M**

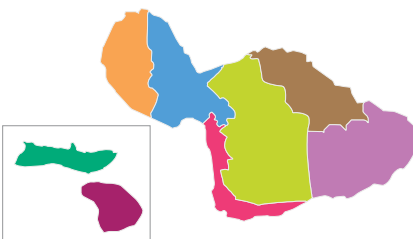
TOP BUYERS BY TOTAL NO. OF SALES (2016-2019)



Note: % changes vs. same period of previous year

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



SOUTHSIDE

↓ 399 | ↓ \$302.4M
 HI (↓ 224 | ↓ \$142.2M)
 CA (↓ 62 | ↓ \$53.7M)
 WA (↓ 31 | ↑ \$39.5M)
 OR (↑ 12 | ↑ \$7.7M)
 NV (↓ 9 | ↓ \$9.0M)
 ↓ 15 | ↓ \$24.8M
 CANADA (↓ 15 | ↓ \$24.8M)

CENTRAL

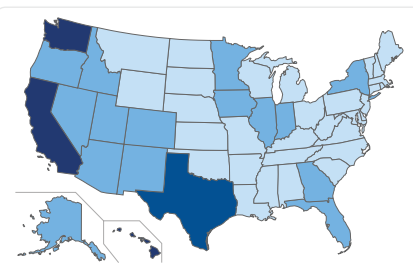
↓ 314 | ↓ \$182.5M
 HI (↓ 289 | ↓ \$165.9M)
 CA (↓ 12 | ↓ \$5.8M)
 TX (↓ 3 | ↑ \$4.2M)
 WA (2 | ↑ \$1.5M)
 FL (↑ 2 | ↑ \$1.0M)
 ↓ 3 | ↓ \$1.1M
 CANADA (2 | ↑ \$885.0K)
 THAILAND (1 | \$215.0K)

WESTSIDE

↓ 260 | ↓ \$258.6M
 HI (↑ 147 | ↑ \$117.1M)
 CA (↓ 51 | ↓ \$47.2M)
 WA (↓ 14 | ↓ \$29.5M)
 TX (↑ 8 | ↑ \$21.2M)
 CO (↓ 5 | ↓ \$2.5M)
 ↓ 6 | ↓ \$8.3M
 CANADA (↓ 5 | ↓ \$5.7M)
 JAPAN (1 | ↑ \$2.6M)

UP COUNTRY

↑ 129 | ↑ \$107.4M
 HI (↑ 94 | ↑ \$69.9M)
 CA (↑ 10 | ↓ \$12.2M)
 CO (↑ 4 | ↑ \$4.6M)
 IL (4 | \$3.0M)
 NY (3 | \$3.1M)
 ↑ 2 | ↑ \$8.8M
 CANADA (↑ 2 | ↑ \$8.8M)



MOLOKAI

↓ 52 | ↓ \$14.3M
 HI (↓ 35 | ↓ \$8.1M)
 CA (↓ 4 | ↓ \$2.2M)
 AK (↑ 2 | ↑ \$849.7K)
 NY (2 | \$623.0K)
 MT (1 | \$780.0K)

NORTH SHORE

↓ 42 | ↓ \$31.9M
 HI (↓ 27 | ↓ \$18.3M)
 CA (↑ 6 | ↑ \$5.6M)
 WA (↑ 4 | ↑ \$3.9M)
 AK (1 | ↓ \$2.2M)
 TN (1 | \$710.0K)

LANAI

↓ 8 | ↓ \$2.7M
 HI (↓ 5 | ↓ \$1.7M)
 WI (1 | \$650.0K)
 CA (↓ 1 | ↓ \$275.0K)
 NJ (1 | \$155.0K)

EAST MAUI

6 | ↑ \$5.8M
 HI (↓ 3 | ↓ \$886.0K)
 CA (2 | \$3.9M)
 TX (1 | \$1.0M)

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

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