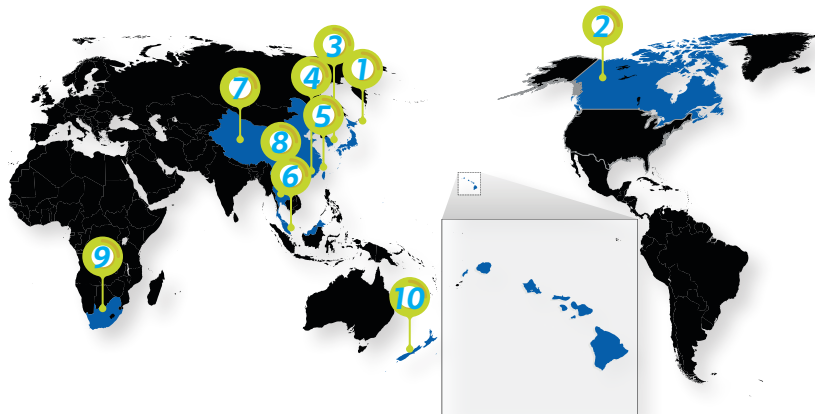


BUYER STATISTICS

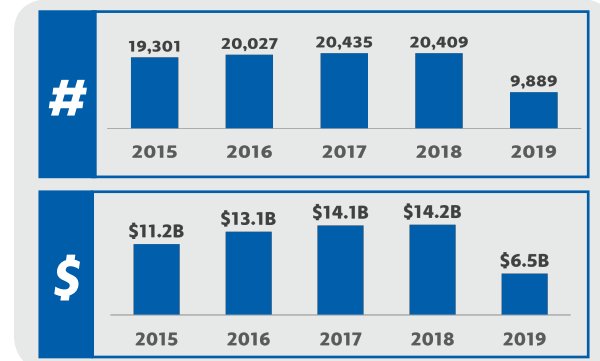
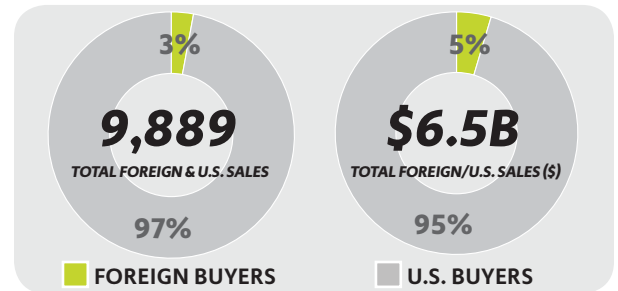
JANUARY - JUNE 2019

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

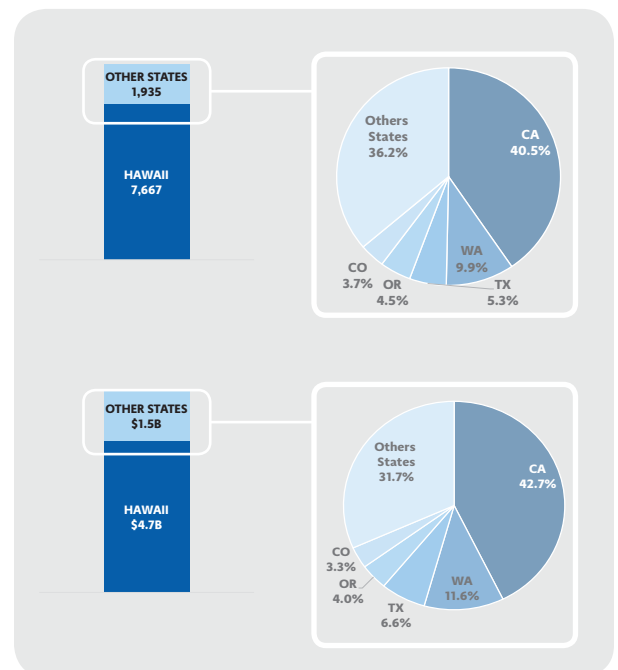
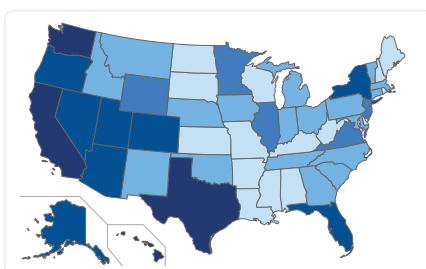
NO. OF SALES | \$ AMOUNT

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

HAWAII | JANUARY - JUNE 2019

Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

TOP FOREIGN BUYERS



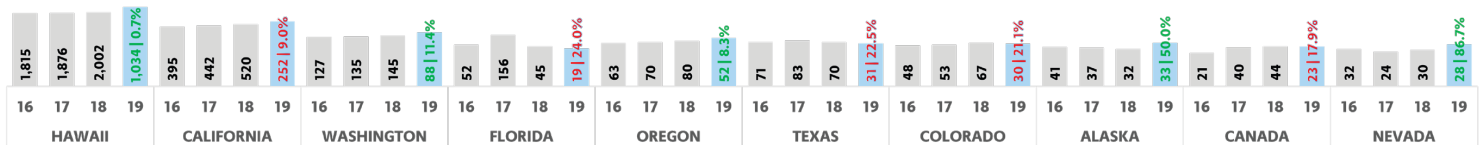
TOP STATES BY NO. OF SALES

- Hawaii (HI) : **1,034**
- California (CA) : **252**
- Washington (WA) : **88**
- Oregon (OR) : **52**
- Alaska (AK) : **33**
- Texas (TX) : **31**
- Colorado (CO) : **30**
- Nevada (NV) : **28**
- Arizona (AZ) : **20**
- Florida (FL) : **19**

TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$415.4M**
- California (CA) : **\$229.9M**
- Washington (WA) : **\$61.9M**
- Oregon (OR) : **\$37.3M**
- Texas (TX) : **\$20.3M**
- Colorado (CO) : **\$19.3M**
- Alaska (AK) : **\$19.1M**
- Nevada (NV) : **\$17.1M**
- Wyoming (WY) : **\$15.5M**
- Florida (FL) : **\$10.5M**

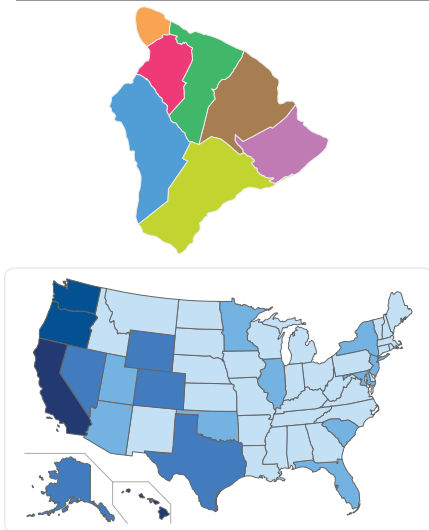
TOP BUYERS BY TOTAL NO. OF SALES (2016-2019)



Note: % changes vs. same period of previous year

Top Buyers by Region

NO. OF SALES | \$ AMOUNT



KONA

↑ 513 | ↑ \$263.9M
 HI (↑ 275 | ↑ \$126.2M)
 CA (↓ 88 | ↑ \$54.1M)
 WA (↓ 25 | ↓ \$13.5M)
 OR (↑ 21 | ↑ \$14.1M)
 AK (↑ 13 | ↑ \$7.3M)
 ↑ 12 | ↓ \$7.9M
 CANADA (↑ 7 | ↓ \$3.4M)
 JAPAN (↑ 2 | ↓ \$1.5M)
 CHINA (1 | \$1.5M)
 AUSTRALIA (1 | ↑ \$875.0K)
 UNITED KINGDOM (1 | \$649.0K)

KAU

↑ 66 | ↑ \$13.9M
 HI (↑ 46 | ↓ \$9.2M)
 CA (4 | ↑ \$1.1M)
 IL (↑ 4 | ↑ \$405.0K)
 UT (2 | \$696.9K)
 WA (2 | ↑ \$554.0K)

KOHALA COAST

↑ 490 | ↓ \$454.9M
 HI (↓ 235 | ↓ \$142.1M)
 CA (↓ 95 | ↓ \$148.4M)
 WA (↑ 38 | ↑ \$43.0M)
 AK (↑ 17 | ↑ \$11.3M)
 OR (↓ 16 | ↑ \$20.4M)
 ↓ 18 | ↓ \$16.8M
 CANADA (↓ 14 | ↓ \$12.0M)
 JAPAN (↓ 4 | ↓ \$4.8M)

NORTH KOHALA

↓ 28 | ↓ \$19.8M
 HI (↓ 16 | ↓ \$5.3M)
 CA (7 | ↑ \$11.2M)
 CO (↑ 2 | ↑ \$703.1K)
 UT (1 | \$1.3M)
 WA (1 | ↓ \$750.0K)

PUNA

↓ 344 | ↓ \$62.1M
 HI (↓ 218 | ↑ \$40.6M)
 CA (↓ 36 | ↓ \$6.0M)
 WA (↑ 15 | ↓ \$2.2M)
 OR (↑ 13 | ↑ \$2.2M)
 TX (↓ 6 | ↓ \$630.8K)
 ↓ 1 | ↓ \$12.9K
 CANADA (↓ 1 | ↓ \$12.9K)

HAMAKUA

↑ 27 | ↓ \$7.8M
 HI (↑ 23 | ↑ \$6.6M)
 CA (↓ 1 | ↓ \$450.0K)
 NY (1 | ↑ \$395.0K)
 MN (1 | \$200.0K)
 FL (1 | ↓ \$164.5K)

HILO

↓ 279 | ↑ \$105.0M
 HI (↓ 221 | ↑ \$85.5M)
 CA (↑ 21 | ↑ \$8.6M)
 AZ (↑ 7 | ↑ \$2.0M)
 WA (↑ 7 | ↓ \$1.9M)
 OK (↑ 5 | ↑ \$1.4M)
 ↓ 1 | ↓ \$193.0K
 CANADA (1 | \$193.0K)

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

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