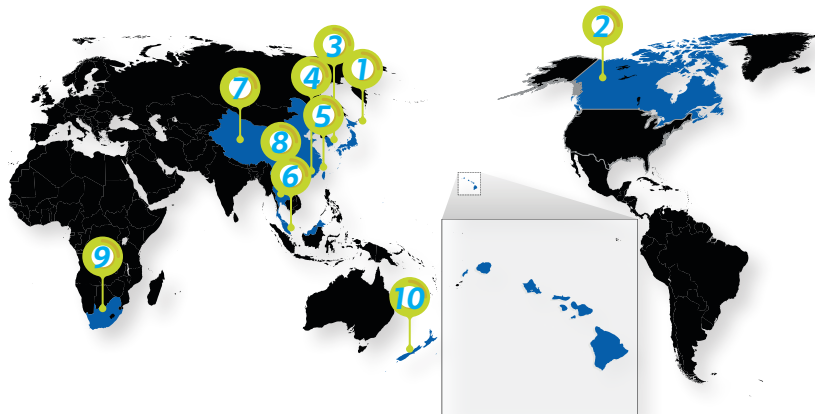


# BUYER STATISTICS

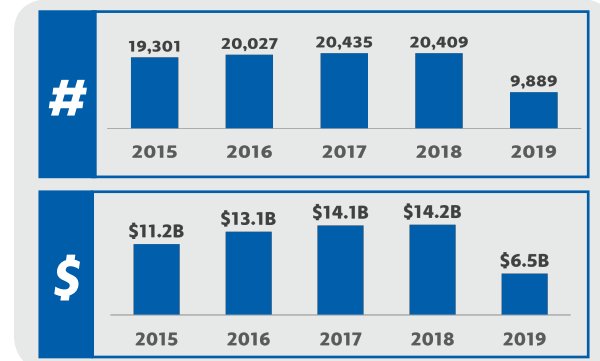
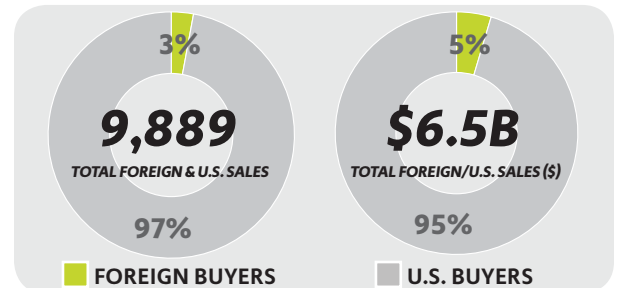
## JANUARY - JUNE 2019

### Top Foreign Buyers of Hawaii Property

NO. OF SALES | \$ AMOUNT



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



### Top U.S. Buyers of Hawaii Property

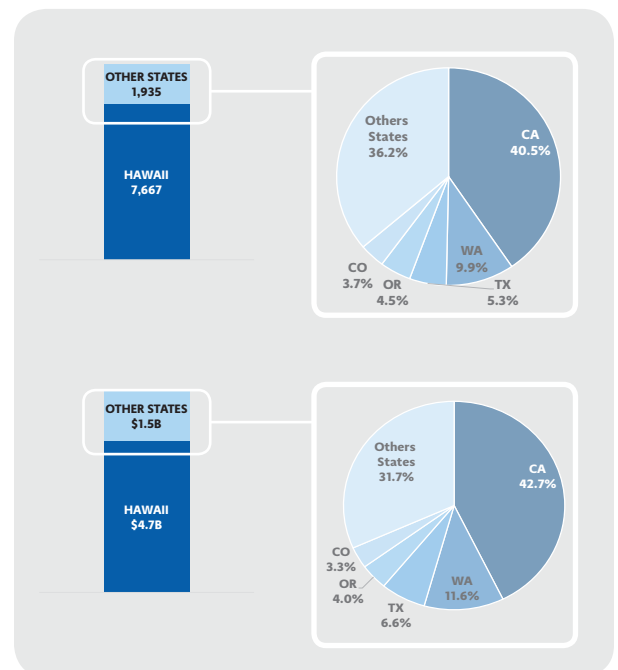
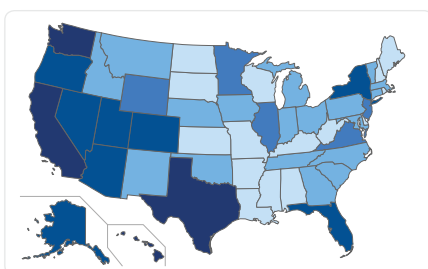
NO. OF SALES | \$ AMOUNT

#### 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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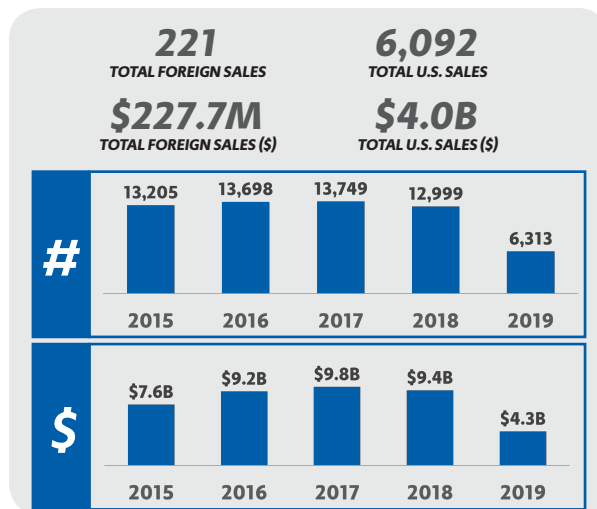
# BUYER STATISTICS

## OAHU | JANUARY - JUNE 2019

### Top Foreign & U.S. Buyers

NO. OF SALES | \$ AMOUNT

#### TOP FOREIGN BUYERS



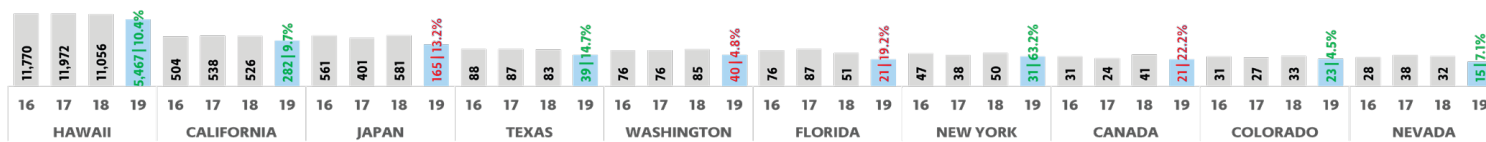
#### TOP STATES BY NO. OF SALES

- Hawaii (HI) : **5,467**
- California (CA) : **282**
- Washington (WA) : **40**
- Texas (TX) : **39**
- New York (NY) : **31**
- Colorado (CO) : **23**
- Florida (FL) : **21**
- Utah (UT) : **19**
- Virginia (VA) : **16**
- Nevada (NV) : **15**

#### TOP STATES BY \$ AMOUNT

- Hawaii (HI) : **\$3.6B**
- California (CA) : **\$213.4M**
- Texas (TX) : **\$27.2M**
- Washington (WA) : **\$26.9M**
- New York (NY) : **\$21.9M**
- New Jersey (NJ) : **\$16.7M**
- Colorado (CO) : **\$16.2M**
- Utah (UT) : **\$15.9M**
- Nevada (NV) : **\$13.8M**
- Virginia (VA) : **\$12.9M**

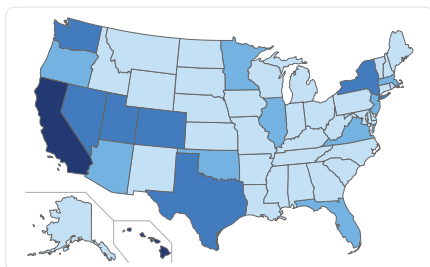
#### TOP BUYERS BY TOTAL NO. OF SALES (2016 - 2019)



Note: % changes vs. same period of previous year

### Top Buyers by Region

NO. OF SALES | \$ AMOUNT



#### HONOLULU

↑ 2,491 | ↑ \$1.5B  
 HI (↑ 2,179 | ↑ \$1.3B)  
 CA (↑ 166 | ↑ \$96.0M)  
 WA (↑ 22 | ↓ \$13.1M)  
 NY (↑ 23 | ↓ \$12.2M)  
 TX (↑ 16 | ↑ \$8.9M)

↓ 182 | ↓ \$183.8M  
 JAPAN (↓ 138 | ↓ \$135.7M)  
 CANADA (↓ 16 | ↓ \$8.4M)  
 KOREA (↑ 10 | ↑ \$15.9M)  
 HONG KONG (↑ 6 | ↓ \$3.7M)  
 TAIWAN (↑ 4 | ↑ \$3.7M)

#### EAST HONOLULU

↑ 577 | ↑ \$657.3M  
 HI (↑ 522 | ↑ \$575.2M)  
 CA (↓ 28 | ↑ \$50.9M)  
 WA (5 | ↑ \$8.3M)  
 TX (↑ 4 | ↓ \$3.3M)  
 FL (↑ 3 | ↑ \$1.5M)

↓ 7 | ↓ \$16.3M  
 JAPAN (↓ 5 | ↓ \$15.3M)  
 HONG KONG (1 | ↑ \$775.0K)  
 CANADA (1 | ↓ \$200.0K)

#### LEeward

↓ 1,290 | ↓ \$714.3M  
 HI (↓ 1,180 | ↓ \$659.4M)  
 CA (↓ 40 | ↓ \$20.4M)  
 TX (↓ 7 | ↓ \$3.9M)  
 OK (↑ 7 | ↑ \$3.1M)  
 WA (↓ 6 | ↓ \$3.4M)

↓ 15 | ↓ \$8.2M  
 JAPAN (↓ 9 | ↓ \$5.4M)  
 KOREA (↑ 2 | ↑ \$1.7M)  
 CANADA (↓ 2 | ↓ \$269.0K)  
 GUAM (1 | \$620.0K)  
 NEW ZEALAND (1 | \$155.0K)

#### WINDWARD

↑ 548 | ↓ \$498.5M  
 HI (↑ 481 | ↑ \$419.8M)  
 CA (↓ 22 | ↓ \$30.9M)  
 VA (↓ 6 | ↓ \$7.3M)  
 TX (↑ 5 | ↑ \$8.5M)  
 WA (↓ 3 | ↓ \$2.1M)

↓ 13 | ↓ \$16.6M  
 JAPAN (↓ 10 | ↓ \$9.3M)  
 HONG KONG (2 | \$3.7M)  
 CANADA (1 | \$3.6M)

#### CENTRAL

↑ 1,114 | ↑ \$586.0M  
 HI (↓ 1,057 | ↑ \$561.1M)  
 CA (↑ 14 | ↑ \$7.6M)  
 TX (↑ 6 | ↓ \$1.9M)  
 OK (↑ 4 | ↑ \$2.7M)  
 AZ (↑ 4 | ↑ \$2.1M)

↓ 2 | ↓ \$955.0K  
 JAPAN (↓ 2 | ↓ \$955.0K)

#### NORTH SHORE

↓ 72 | ↓ \$74.7M  
 HI (↓ 48 | ↓ \$44.1M)  
 CA (↑ 12 | ↓ \$7.7M)  
 UT (↓ 4 | ↓ \$5.8)  
 NY (2 | \$5.8)  
 CO (↓ 1 | ↑ \$6.8M)

2 | \$1.9M  
 CANADA (1 | \$980.0K)  
 JAPAN (1 | \$894.0K)

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