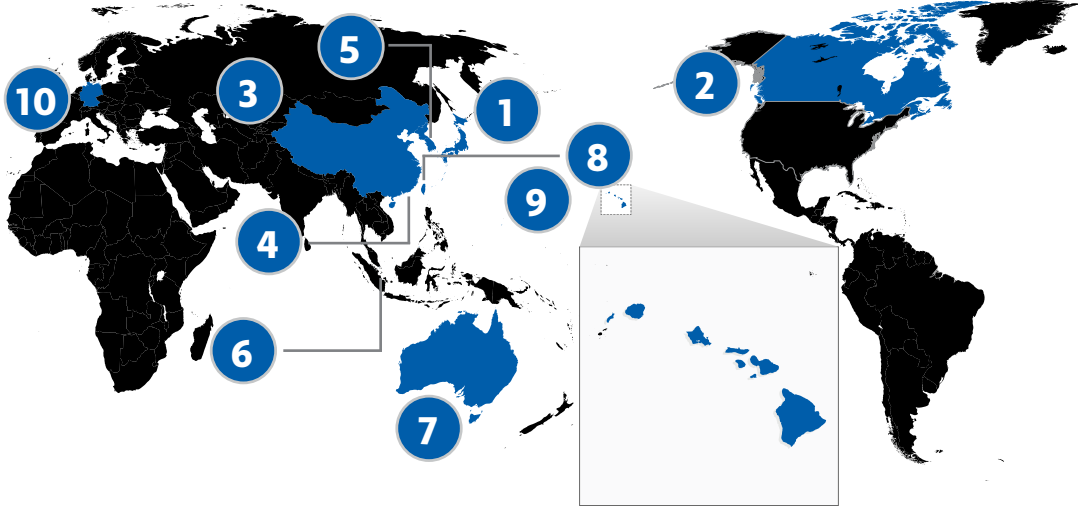


BUYER STATISTICS

JAN-DEC 2017

Top Foreign Buyers of Hawaii Property

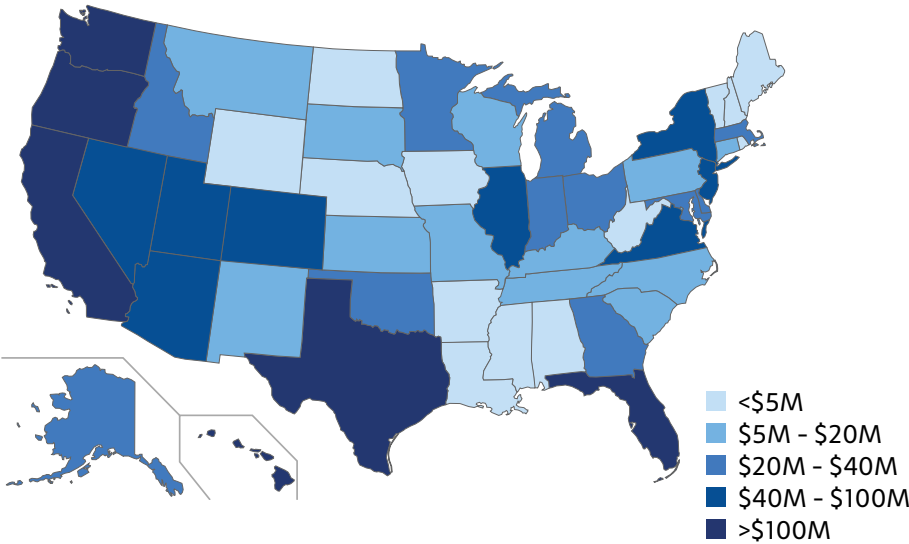
No. Purchases | \$ Amount



1	2	3	4	5	6	7	8	9	10
Japan	Canada	China	Hong Kong	Korea	Singapore	Australia	Taiwan	Guam	Germany
438 \$578.7M	139 \$140.3M	30 \$40.7M	26 \$84.0M	24 \$26.8M	11 \$35.6M	10 \$12.0M	9 \$5.3M	6 \$11.5M	5 \$0.8M

Top U.S. Buyers of Hawaii Property

No. Purchases | \$ Amount



Top 10 States

(By No. of Units Sold)

- Hawaii (15,012 | \$9.4B)
- California (1,548 | \$1.5B)
- Washington (347 | \$361.7M)
- Florida (300 | \$181.8M)
- Texas (250 | \$153.9M)
- Oregon (157 | \$102.2M)
- Colorado (131 | \$96.5M)
- Arizona (82 | \$64.3M)
- Nevada (81 | \$94.5M)
- New York (78 | \$56.9M)

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BUYER STATISTICS

JAN-DEC 2017

HAWAII ISLAND

Top Foreign and U.S. Buyers of Big Island Property

FOREIGN



1. Canada
36 | \$36.1M



2. Japan
19 | \$12.8M



3. Australia
2 | \$3.0M



4. Singapore
1 | \$0.3M



5. Virgin Islands
1 | \$0.3M



6. New Zealand
1 | \$0.3M



7. Taiwan
1 | \$0.2M

U.S.

KOHALA COAST

916

\$1.0B

- Hawaii (1,758 | \$653.6M)
- California (427 | \$441.8M)
- Florida (155 | \$111.1M)
- Washington (124 | \$111.7M)

KONA

804

\$358.5M

- Hawaii (33 | \$15.2M)
- California (9 | \$7.3M)
- Oregon (3 | \$3.4M)
- Washington (3 | \$3.0M)
- Alaska (3 | \$2.2M)

PUNA

645

\$125.7M

Kona

- Canada (9 | \$4.2M)
- Japan (6 | \$3.1M)
- Virgin Islands (1 | \$0.3M)
- Singapore (1 | \$0.3M)
- New Zealand (1 | \$0.3M)

HILO

483

\$142.0M

- Texas (82 | \$51.2M)
- Oregon (67 | \$38.4M)
- Colorado (51 | \$44.2M)
- Alaska (35 | \$19.2M)

KAU

74

\$14.7M

Kau

- Hawaii (49 | \$10.0M)
- California (5 | \$1.2M)
- Texas (4 | \$1.0M)
- Oregon (3 | \$0.6M)
- Washington (3 | \$0.4M)

NORTH KOHALA

59

\$34.1M

- Arizona (24 | \$13.7M)
- Nevada (23 | \$19.3M)
- New York (21 | \$16.3M)
- Utah (19 | \$9.9M)

HAMAKUA

45

\$16.0M

Top Buyers by Region

No. Purchases | \$ Amount

Hamakua

- Hawaii (32 | \$10.0M)
- California (5 | \$1.6M)
- Texas (2 | \$2.2M)
- Florida (2 | \$0.9M)
- Washington (2 | \$0.7M)

Hilo

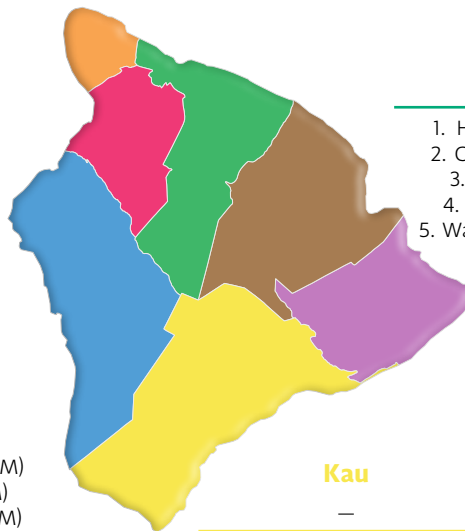
- Canada (2 | \$0.3M)
- Japan (1 | \$1.4M)
- Australia (1 | \$0.1M)

- Hawaii (397 | \$112.0M)
- California (31 | \$9.6M)
- Texas (9 | \$2.1M)
- Florida (7 | \$2.6M)
- Colorado (3 | \$2.9M)

Puna

- Canada (6 | \$0.9M)
- Japan (4 | \$0.5M)

- Hawaii (410 | \$77.1M)
- California (77 | \$20.7M)
- Texas (21 | \$2.9M)
- Washington (18 | \$3.6M)
- Colorado (17 | \$3.6M)



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