

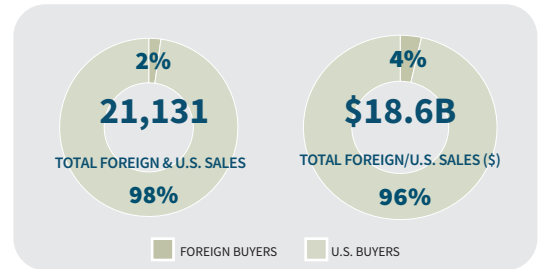
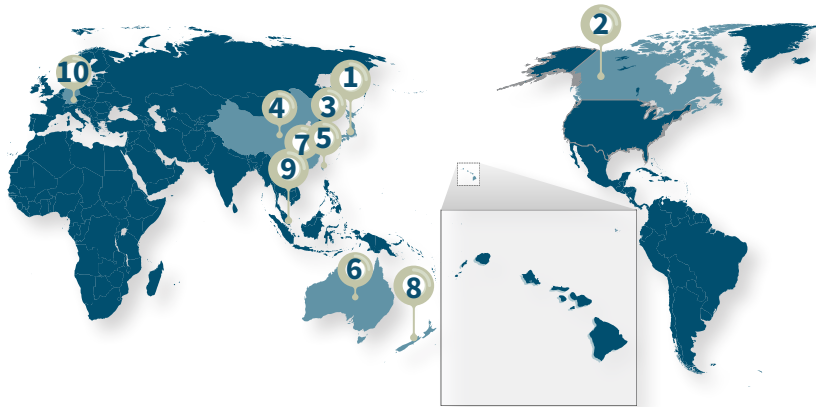


TITLE GUARANTY
HAWAII

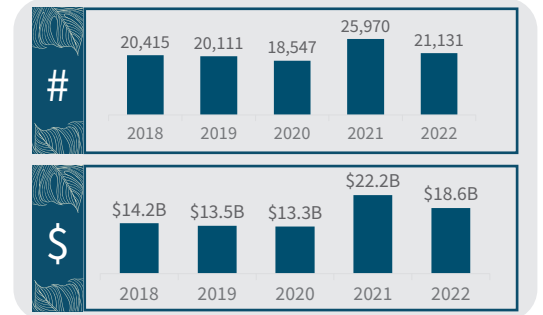
BUYER STATISTICS

JAN-DEC 2022

TOP FOREIGN BUYERS OF HAWAII PROPERTY



1. Japan ↑231 ↓\$255.7M	2. Canada ↓118 ↑\$192.7M	3. Korea ↑51 ↑\$97.4M	4. China ↑17 ↑\$30.4M	5. Taiwan ↑9 ↑\$20.0M
6. Australia ↑7 ↑\$12.9M	7. Hong Kong 5 ↓\$10.1M	8. New Zealand ↑5 ↑\$4.1M	9. Singapore ↓4 ↓\$10.3M	10. Germany ↓4 ↑\$5.5M



*Year-over-year and current YTD shown

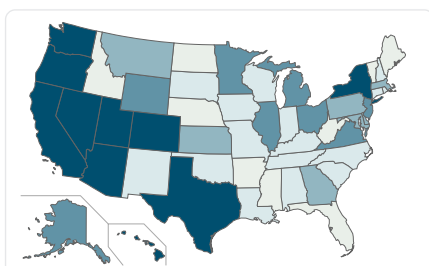
TOP U.S. BUYERS OF HAWAII PROPERTY

TOP STATES BY NO. OF SALES

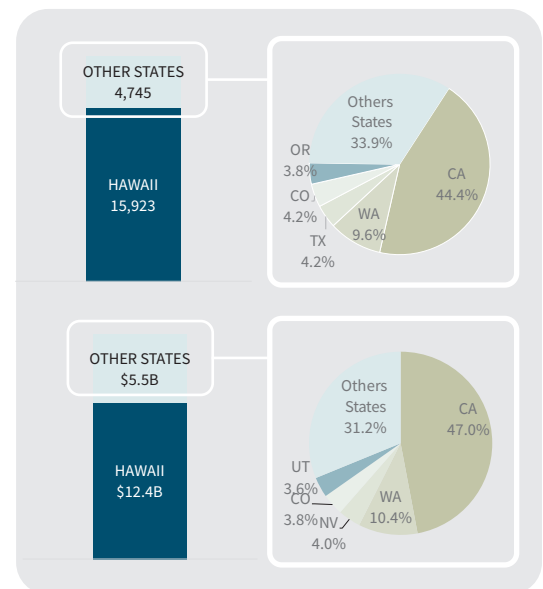
- HAWAII (HI) : 15,923
- CALIFORNIA (CA) : 2,106
- WASHINGTON (WA) : 454
- TEXAS (TX) : 198
- COLORADO (CO) : 197
- OREGON (OR) : 180
- NEVADA (NV) : 164
- UTAH (UT) : 145
- ARIZONA (AZ) : 139
- FLORIDA (FL) : 111

TOP STATES BY \$ AMOUNT

- HAWAII (HI) : \$12.4B
- CALIFORNIA (CA) : \$2.6B
- WASHINGTON (WA) : \$570.3M
- NEVADA (NV) : \$217.5M
- COLORADO (CO) : \$208.0M
- UTAH (UT) : \$195.0M
- TEXAS (TX) : \$193.1M
- NEW YORK (NY) : \$145.7M
- ARIZONA (AZ) : \$144.6M
- OREGON (OR) : \$135.9M



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





TITLE GUARANTY
HAWAII

BUYER STATISTICS

HAWAII | JAN-DEC 2022

TOP FOREIGN & U.S. BUYERS

TOP FOREIGN BUYERS

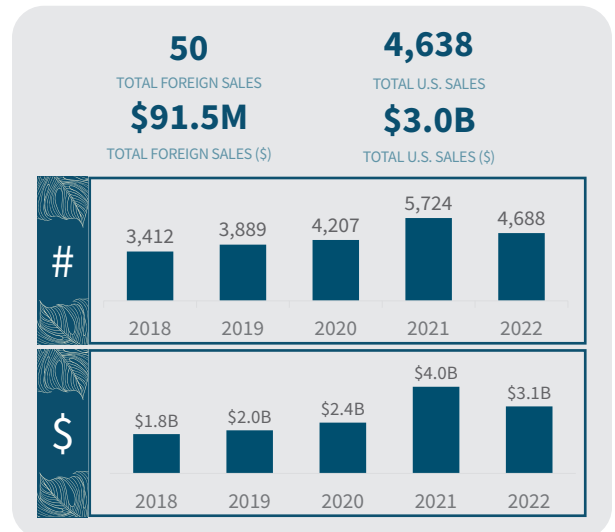
- 
1. Canada
 ↓ 38 | ↑ \$54.5M
- 
2. Japan
 ↓ 4 | ↓ \$12.5M
- 
3. New Zealand
 2 | \$1.1M
- 
4. Australia
 2 | ↓ \$401.0K
- 
5. Korea
 1 | \$21.3M

TOP STATES BY NO. OF SALES

1. HAWAII (HI) : 2,874
2. CALIFORNIA (CA) : 669
3. WASHINGTON (WA) : 200
4. OREGON (OR) : 107
5. COLORADO (CO) : 90
6. TEXAS (TX) : 76
7. ARIZONA (AZ) : 76
8. NEVADA (NV) : 61
9. ALASKA (AK) : 54
10. UTAH (UT) : 50

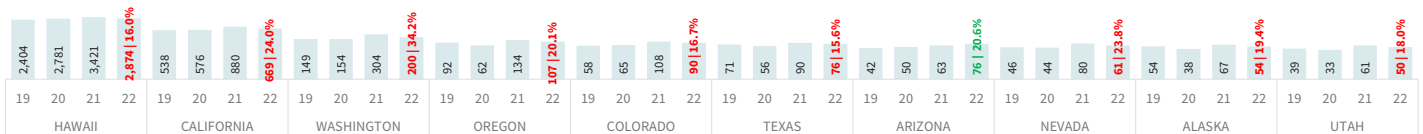
TOP STATES BY \$ AMOUNT

1. HAWAII (HI) : \$1.2B
2. CALIFORNIA (CA) : \$813.6M
3. WASHINGTON (WA) : \$214.4M
4. NEVADA (NV) : \$91.2M
5. OREGON (OR) : \$67.6M
6. COLORADO (CO) : \$67.0M
7. ARIZONA (AZ) : \$55.3M
8. TEXAS (TX) : \$49.3M
9. FLORIDA (FL) : \$37.3M
10. NEW YORK (NY) : \$37.2M



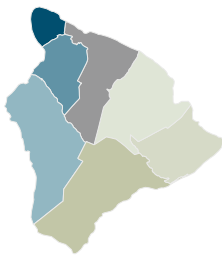
*Year-over-year and current YTD shown

TOP BUYERS BY TOTAL NO. OF SALES (2019-2022)



Note: % changes vs. same period of previous year

TOP BUYERS BY REGION



NORTH KOHALA

↓ 82 | ↓ \$79.7M

HI (↓ 46 | ↓ \$39.1M)
 CA (10 | ↑ \$11.5M)
 WA (↓ 8 | ↓ \$9.4M)
 CO (4 | \$3.9M)
 AZ (2 | \$4.1M)

↑ 2 | ↑ \$4.3M
 CANADA (↑ 2 | ↑ \$4.3M)

KOHALA COAST

↓ 1,670 | ↓ \$2.2B

HI (↓ 798 | ↓ \$671.1M)
 CA (↓ 391 | ↓ \$713.2M)
 WA (↓ 106 | ↓ \$179.0M)
 OR (↓ 46 | ↓ \$49.1M)
 CO (↓ 41 | ↓ \$50.9M)

↓ 36 | ↑ \$85.6M
 CANADA (↓ 28 | ↑ \$49.1M)
 JAPAN (↓ 3 | ↓ \$12.5M)
 KOREA (1 | \$21.3M)
 AUSTRIA (1 | \$1.0M)
 NEW ZEALAND (1 | \$1.0M)

KONA

↓ 143 | ↓ \$68.1M

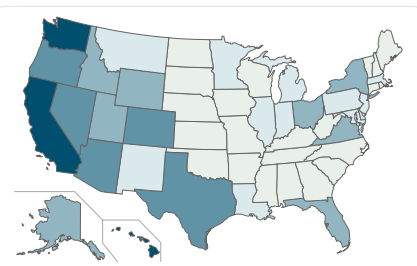
HI (↓ 89 | ↓ \$38.3M)
 CA (↓ 18 | ↓ \$13.8M)
 TX (↑ 5 | ↑ \$1.5M)
 OR (↓ 4 | ↓ \$1.4M)
 CO (3 | ↑ \$2.2M)

↓ 1 | ↓ \$275.0K
 CANADA (↓ 1 | ↓ \$275.0K)

KAU

↓ 263 | ↓ \$56.0M

HI (↓ 152 | ↓ \$34.0M)
 CA (30 | ↓ \$6.1M)
 WA (↓ 12 | ↓ \$3.8M)
 TX (↑ 8 | ↑ \$1.9M)
 AK (↓ 8 | ↓ \$1.1M)



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

PUNA

↓ 1,826 | ↑ \$369.2M

HI (↓ 1,261 | ↑ \$236.6M)
 CA (↓ 172 | ↑ \$45.1M)
 WA (↑ 61 | ↑ \$15.9M)
 OR (↓ 37 | ↓ \$8.1M)
 AZ (↑ 33 | ↑ \$6.7M)

↑ 9 | ↓ \$461.0K
 CANADA (↑ 6 | ↑ \$371.7K)
 NEW ZEALAND (1 | \$58.0K)
 AUSTRALIA (1 | \$21.0K)
 JAPAN (1 | \$10.3K)

HILO

↓ 587 | ↓ \$255.2M

HI (↓ 476 | ↓ \$201.1M)
 CA (↓ 40 | ↓ \$19.4M)
 OR (↑ 12 | ↑ \$5.4M)
 WA (↑ 9 | ↑ \$4.5M)
 CO (↑ 7 | ↑ \$1.9M)

↓ 1 | ↓ \$380.0K
 AUSTRALIA (1 | \$380.0K)

HAMAKUA

↓ 67 | ↓ \$35.4M

HI (↓ 52 | ↓ \$24.9M)
 CA (↓ 8 | ↓ \$4.5M)
 CO (1 | \$1.4M)
 MT (1 | \$1.4M)
 UT (1 | ↑ \$975.0K)

1 | \$460.0K
 CANADA (1 | \$460.0K)