

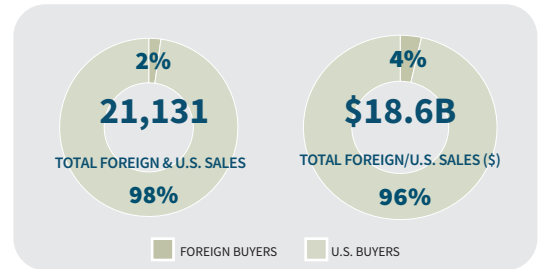
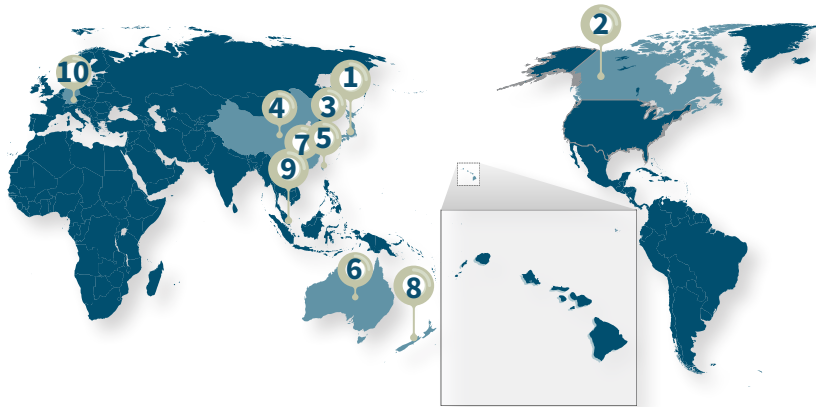


TITLE GUARANTY  
HAWAII

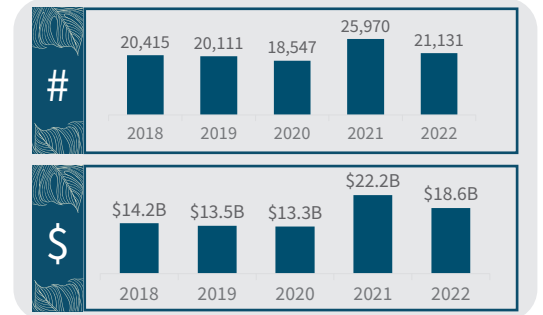
# BUYER STATISTICS

## JAN-DEC 2022

### TOP FOREIGN BUYERS OF HAWAII PROPERTY



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



\*Year-over-year and current YTD shown

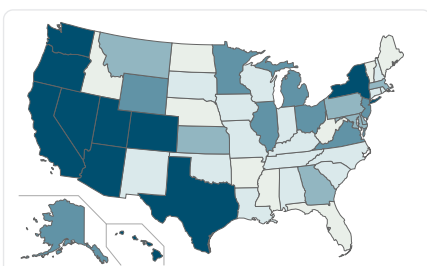
### TOP U.S. BUYERS OF HAWAII PROPERTY

#### TOP STATES BY NO. OF SALES

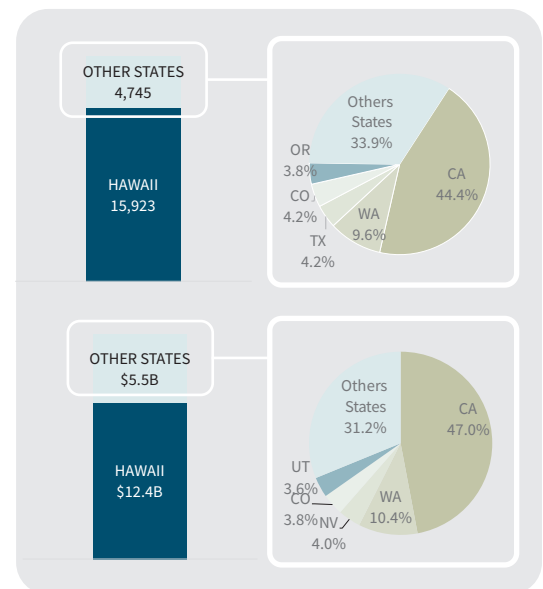
- HAWAII (HI) : 15,923
- CALIFORNIA (CA) : 2,106
- WASHINGTON (WA) : 454
- TEXAS (TX) : 198
- COLORADO (CO) : 197
- OREGON (OR) : 180
- NEVADA (NV) : 164
- UTAH (UT) : 145
- ARIZONA (AZ) : 139
- FLORIDA (FL) : 111

#### 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

## KAUAI | JAN-DEC 2022

### TOP FOREIGN & U.S. BUYERS

#### TOP FOREIGN BUYERS

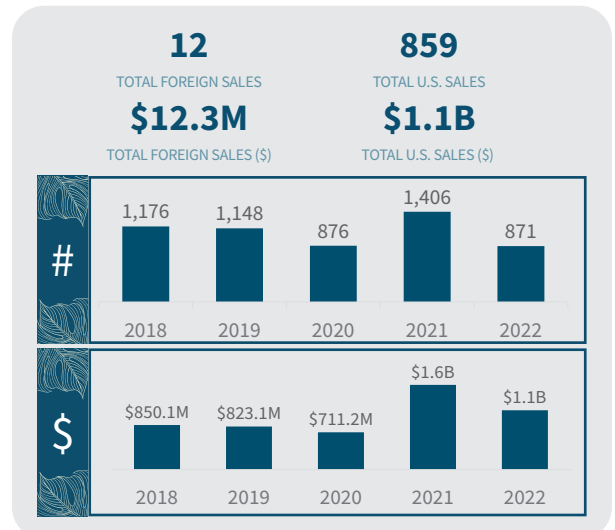
-   
**1. Canada**  
 ↑ 8 | ↓ \$6.0M
-   
**2. China**  
 1 | \$2.6M
-   
**3. New Zealand**  
 1 | \$2.3M
-   
**4. Taiwan**  
 1 | \$1.1M
-   
**5. South Africa**  
 1 | \$375.0K

#### TOP STATES BY NO. OF SALES

1. HAWAII (HI) : 535
2. CALIFORNIA (CA) : 143
3. UTAH (UT) : 23
4. WASHINGTON (WA) : 23
5. COLORADO (CO) : 20
6. ARIZONA (AZ) : 18
7. OREGON (OR) : 12
8. FLORIDA (FL) : 10
9. TEXAS (TX) : 7
10. NEVADA (NV) : 7

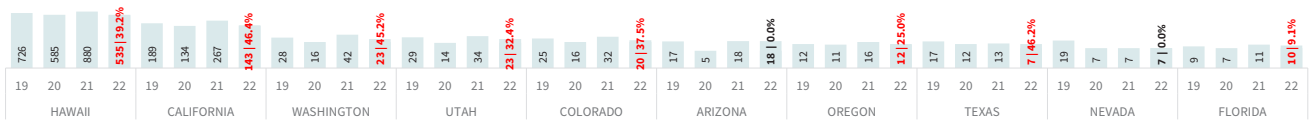
#### TOP STATES BY \$ AMOUNT

1. HAWAII (HI) : \$490.2M
2. CALIFORNIA (CA) : \$275.0M
3. UTAH (UT) : \$78.2M
4. WYOMING (WY) : \$35.7M
5. ARIZONA (AZ) : \$29.9M
6. COLORADO (CO) : \$26.4M
7. WASHINGTON (WA) : \$25.4M
8. TEXAS (TX) : \$22.4M
9. NEW YORK (NY) : \$20.6M
10. NEVADA (NV) : \$15.1M



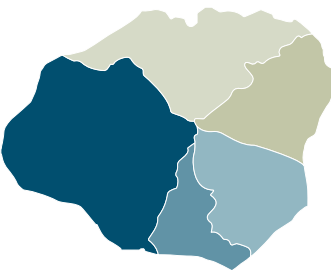
\*Year-over-year and current YTD shown

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



Note: % changes vs. same period of previous year

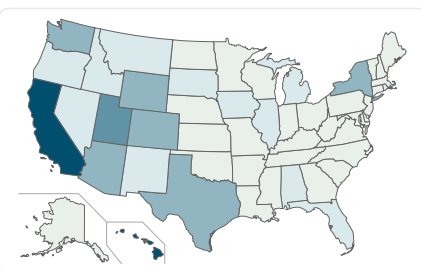
### TOP BUYERS BY REGION



WAIMEA
↓ 53   ↑ \$37.1M
HI (↓ 41   ↓ \$25.6M)
CA (↓ 4   ↑ \$3.5M)
IL (2   \$2.2M)
TN (1   ↑ \$1.7M)
MI (1   \$1.5M)

KOLOA
↓ 250   ↓ \$353.9M
HI (↓ 146   ↓ \$135.3M)
CA (↓ 49   ↓ \$101.5M)
WA (↓ 11   ↓ \$11.9M)
UT (↓ 9   ↓ \$18.0M)
CO (8   ↓ \$13.0M)
↓ 1   ↓ \$2.6M
CHINA (1   \$2.6M)

LIHUE
↓ 195   ↓ \$151.8M
HI (↓ 142   ↓ \$94.0M)
CA (↑ 22   ↑ \$32.6M)
AZ (↑ 7   ↓ \$2.7M)
WA (↑ 5   ↑ \$6.3M)
NV (↑ 3   ↑ \$4.5M)
↑ 2   ↑ \$771.0K
CANADA (↑ 2   ↑ \$771.0K)



KAWAIHAU
↓ 216   ↓ \$225.7M
HI (↓ 140   ↓ \$114.8M)
CA (↓ 33   ↓ \$35.4M)
UT (↓ 7   ↑ \$32.8M)
AZ (↓ 4   ↑ \$3.2M)
WA (↓ 4   ↓ \$2.2M)
↑ 6   ↑ \$2.3M
CANADA (5   \$1.9M)
SOUTH AFRICA (1   \$375.0K)

HANALEI
↓ 145   ↓ \$353.2M
HI (↓ 66   ↓ \$120.6M)
CA (↓ 35   ↓ \$102.0M)
CO (↓ 8   ↓ \$8.8M)
UT (↑ 5   ↑ \$26.5M)
NY (↓ 4   ↑ \$20.6M)
↑ 3   ↑ \$6.7M
CANADA (1   \$3.3M)
NEW ZEALAND (1   \$2.3M)
TAIWAN (1   \$1.1M)

Legend for sales volume:  
 < \$5M (lightest blue)  
 \$5M - \$20M (light blue)  
 \$20M - \$40M (medium blue)  
 \$40M - \$100M (dark blue)  
 > \$100M (darkest blue)