

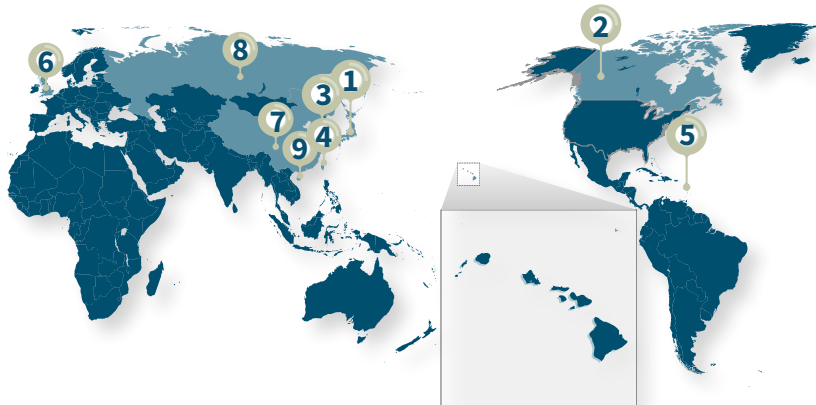


TITLE GUARANTY  
HAWAII

# BUYER STATISTICS

## JAN-MAR 2024

### TOP FOREIGN BUYERS OF HAWAII PROPERTY



**1. Japan**  
↑ 82 | ↑ \$147.3M



**2. Canada**  
↑ 46 | ↑ \$79.5M



**3. Korea**  
↑ 3 | ↑ \$5.6M



**4. Taiwan**  
2 | \$2.7M



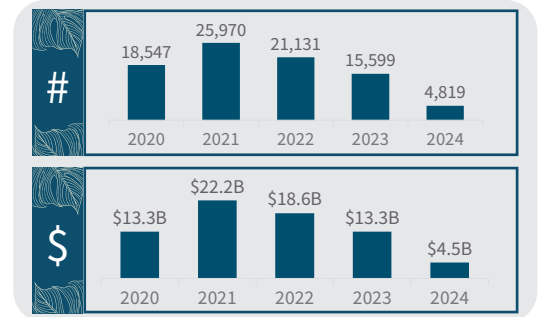
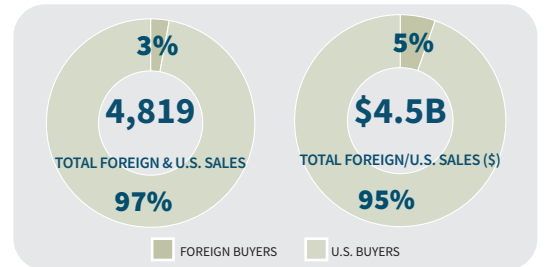
**5. Barbados**  
1 | \$5.3M

**6. United Kingdom**  
1 | \$1.3M

**7. China**  
1 | ↑ \$1.3M

**8. Russia**  
1 | \$1.0M

**9. Hong Kong**  
1 | \$75.0K



\*Year-over-year and current YTD shown

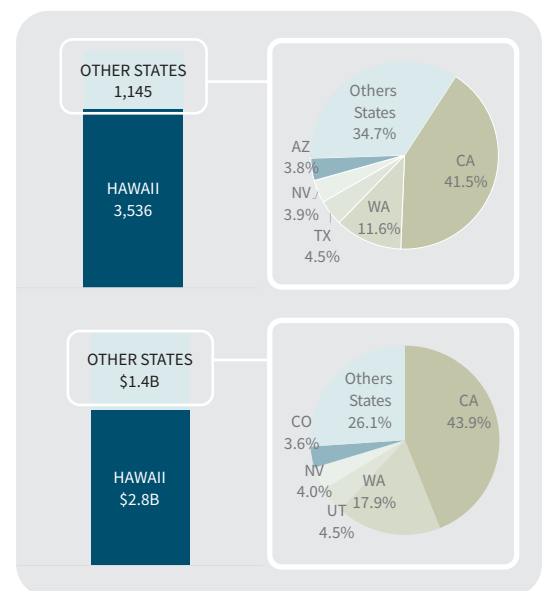
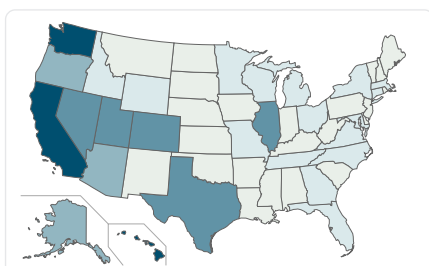
### TOP U.S. BUYERS OF HAWAII PROPERTY

#### TOP STATES BY NO. OF SALES

1. HAWAII (HI) : 3,536
2. CALIFORNIA (CA) : 475
3. WASHINGTON (WA) : 133
4. TEXAS (TX) : 51
5. NEVADA (NV) : 45
6. ARIZONA (AZ) : 44
7. COLORADO (CO) : 35
8. OREGON (OR) : 34
9. FLORIDA (FL) : 32
10. ALASKA (AK) : 31

#### TOP STATES BY \$ AMOUNT

1. HAWAII (HI) : \$2.8B
2. CALIFORNIA (CA) : \$636.9M
3. WASHINGTON (WA) : \$259.8M
4. UTAH (UT) : \$64.8M
5. NEVADA (NV) : \$57.8M
6. COLORADO (CO) : \$52.2M
7. TEXAS (TX) : \$46.5M
8. ILLINOIS (IL) : \$41.3M
9. ARIZONA (AZ) : \$38.9M
10. OREGON (OR) : \$31.7M





TITLE GUARANTY  
HAWAII

# BUYER STATISTICS

## KAUAI | JAN-MAR 2024

### TOP FOREIGN & U.S. BUYERS

#### TOP FOREIGN BUYERS

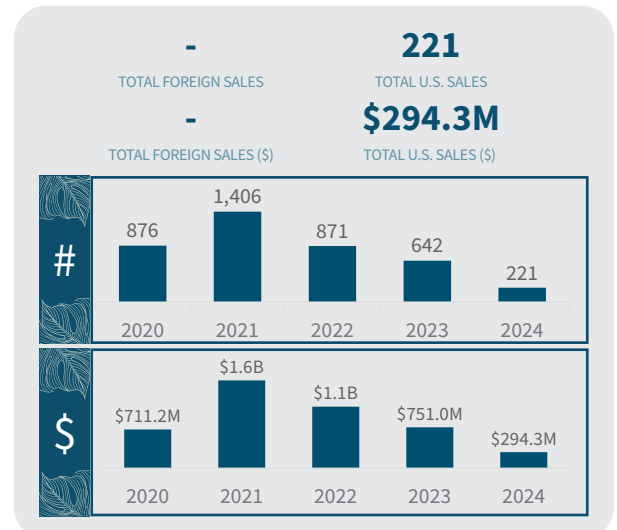
NO FOREIGN BUYERS

#### TOP STATES BY NO. OF SALES

1. HAWAII (HI) : 141
2. CALIFORNIA (CA) : 28
3. UTAH (UT) : 12
4. NEVADA (NV) : 6
5. ILLINOIS (IL) : 5
6. IDAHO (ID) : 5
7. COLORADO (CO) : 3
8. FLORIDA (FL) : 3
9. WASHINGTON (WA) : 2
10. VIRGINIA (VA) : 2

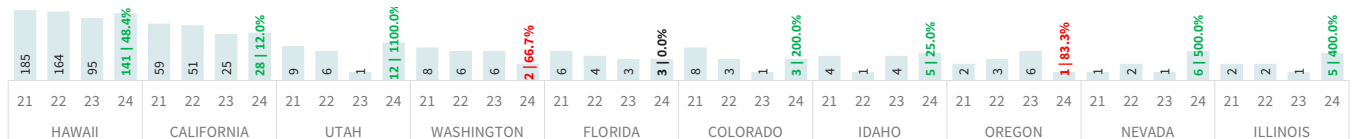
#### TOP STATES BY \$ AMOUNT

1. HAWAII (HI) : \$137.7M
2. CALIFORNIA (CA) : \$42.3M
3. ILLINOIS (IL) : \$30.4M
4. UTAH (UT) : \$30.0M
5. NEVADA (NV) : \$13.9M
6. COLORADO (CO) : \$9.8M
7. WASHINGTON (WA) : \$8.8M
8. IDAHO (ID) : \$3.5M
9. MINNESOTA (MN) : \$2.9M
10. MICHIGAN (MI) : \$2.8M



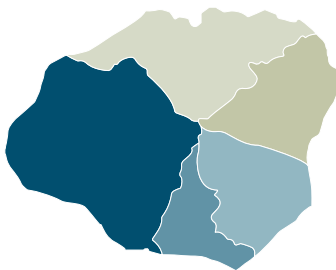
\*Year-over-year and current YTD shown

#### TOP BUYERS BY TOTAL NO. OF SALES (2021-2024)



Note: % changes vs. same period of previous year

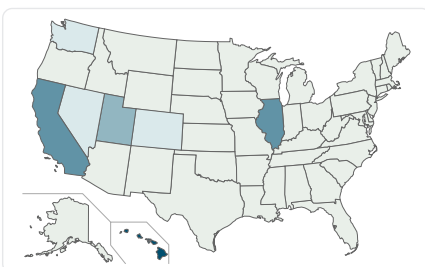
### TOP BUYERS BY REGION



**WAIMEA**  
9 | ↑ \$5.7M  
HI (↑ 9 | ↑ \$5.7M)

**KOLOA**  
68 | ↑ \$115.2M  
HI (↑ 41 | ↑ \$41.3M)  
UT (↑ 9 | ↑ \$25.1M)  
CA (↑ 7 | ↑ \$14.3M)  
IL (4 | \$12.6M)  
WA (↓ 2 | ↑ \$8.8M)

**LIHUE**  
54 | ↑ \$55.3M  
HI (↑ 38 | ↑ \$40.8M)  
CA (↓ 4 | ↓ \$2.3M)  
ID (↑ 4 | ↑ \$2.0M)  
VA (2 | \$1.2M)  
FL (2 | \$730.0K)



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

**KAWAIIHAU**  
54 | ↑ \$46.8M  
HI (↑ 35 | ↑ \$30.6M)  
CA (↑ 10 | ↑ \$10.0M)  
MI (2 | \$2.8M)  
UT (2 | \$1.1M)  
NV (2 | \$970.0K)

**HANALEI**  
36 | ↑ \$71.2M  
HI (18 | ↑ \$19.2M)  
CA (↑ 7 | ↑ \$15.6M)  
NV (2 | \$4.6M)  
IN (2 | \$2.1M)  
IL (1 | \$17.8M)