



Island

Sotheby's  
INTERNATIONAL REALTY



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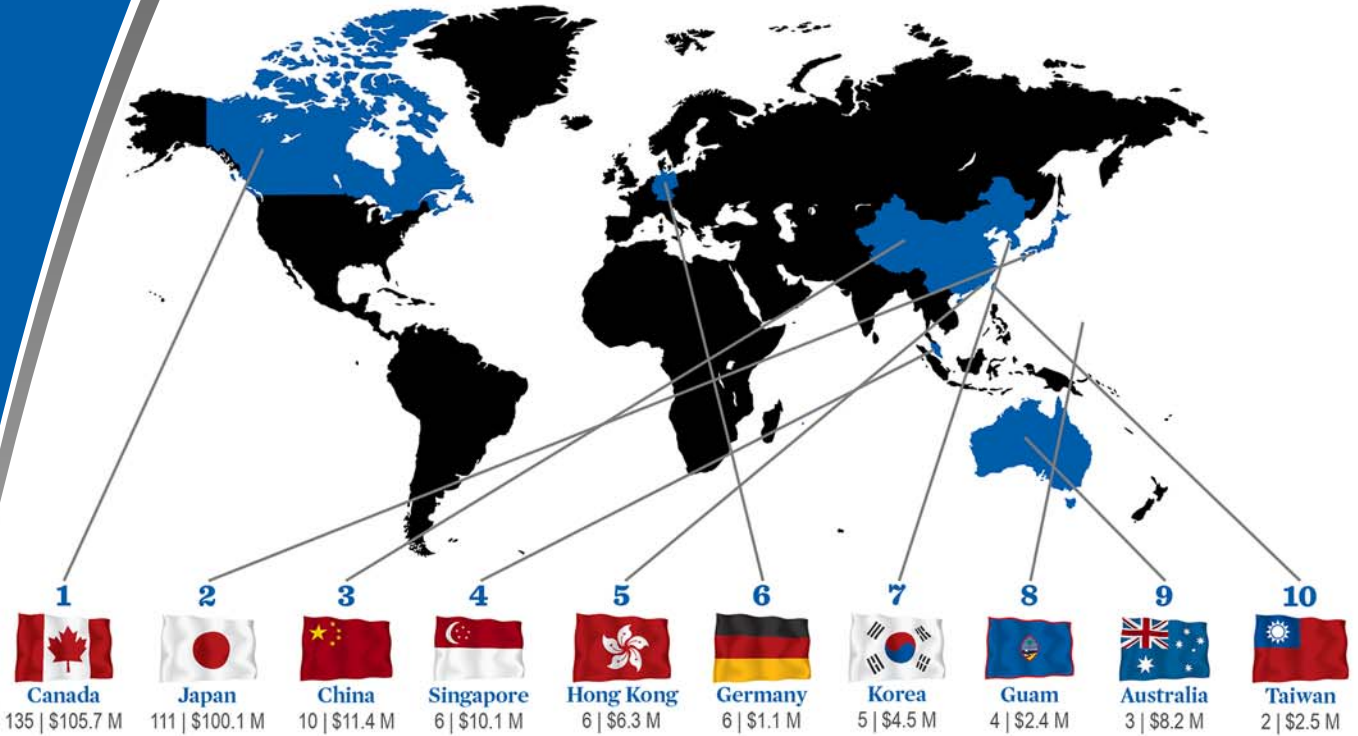
**TITLE GUARANTY**

A Legacy Built on Promises Delivered

2014 Statewide  
Buyer Statistics

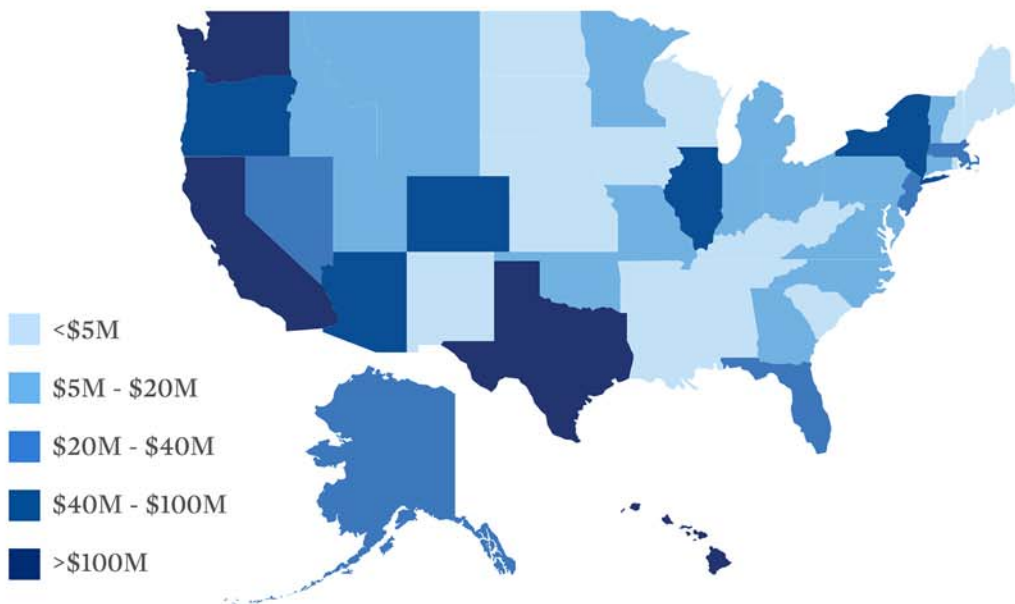
### Top Foreign Buyers of Hawaii Property

January - June 2014 (No. Purchases | \$ Amount)



### Top US Buyers of Hawaii Property

January - June 2014 (No. Purchases | \$ Amount)



#### Top 10 States

1. Hawaii (6,191 | \$3.2 B)
2. California (781 | \$606.8 M)
3. Washington (187 | \$147.9 M)
4. Texas (158 | \$100.4 M)
5. Colorado (80 | \$73.7 M)
6. Arizona (70 | \$81.7 M)
7. Oregon (70 | \$41.5 M)
8. Alaska (63 | \$31.9 M)
9. New York (52 | \$94.8 M)
10. Florida (47 | \$35.8 M)

# Maui Buyer Statistics

Top Foreign and US Buyers of Maui Property

January - June 2014



**1. Canada**  
62 | \$53,306,315



**2. Japan**  
5 | \$6,720,000



**3. Singapore**  
2 | \$5,474,000



**4. Spain**  
1 | \$290,000



**5. France**  
1 | \$270,000



**6. Germany**  
1 | \$140,000

**FOREIGN**

**South Side**

368  
\$283,510,051

**West Side**

356  
\$297,410,041

**Up Country**

261  
\$141,186,831

**Central**

162  
\$60,211,106

**Molokai**

59  
\$11,140,650

**North Shore**

35  
\$25,715,566

**Lanai**

16  
\$18,427,066

**East Maui**

6  
\$7,780,400

**US**

1. Hawaii | 616 | \$285,710,569
2. California | 257 | \$194,305,844
3. Washington | 71 | \$78,962,922
4. Texas | 56 | \$43,319,017

5. Colorado | 37 | \$44,541,031
6. Oregon | 25 | \$17,370,466
7. Arizona | 21 | \$14,644,144
8. Alaska | 18 | \$12,230,986

9. Illinois | 16 | \$29,559,671
10. Michigan | 12 | \$6,879,526
11. Florida | 12 | \$5,479,624
12. New York | 10 | \$21,942,933

## Top Buyers by Region

(No. Purchases / \$ Amount)

### Central

1. Canada (1 / \$4.0 M)

1. Hawaii (128 / \$46.1 M)
2. Texas (10 / \$5.2 M)
3. California (8 / \$3.2 M)
4. New Jersey (2 / \$1.2 M)
5. Colorado (2 / \$1.1 M)

### Up Country

1. Canada (2 / \$2.2 M)

1. Hawaii (183 / \$83.1 M)
2. California (35 / \$20.3 M)
3. Washington (7 / \$5.4 M)
4. Texas (6 / \$2.6 M)
5. Colorado (4 / \$9.7 M)

### North Shore

1. Canada (1 / \$0.5 M)
2. Spain (1 / \$0.3 M)
3. France (1 / \$0.3 M)

### West Side

1. Canada (25 / \$26.5 M)
2. Japan (2 / \$1.4 M)
3. Singapore (1 / \$1.0 M)
1. California (119 / \$100.4 M)
2. Hawaii (102 / \$61.2 M)
3. Washington (24 / \$25.2 M)
4. Colorado (16 / \$6.7 M)
5. Texas (14 / \$11.8 M)

1. Hawaii (24 / \$15.3 M)
2. California (7 / \$7.3 M)
3. Texas (2 / \$1.0 M)
4. Washington (1 / \$1.6 M)
5. Minnesota (1 / \$0.5 M)

### Molokai

1. Canada (3 / \$0.2 M)
2. Germany (1 / \$0.1 M)

1. Hawaii (33 / \$5.3 M)
2. California (5 / \$0.8 M)
3. Alaska (4 / \$2.1 M)
4. Texas (4 / \$0.8 M)
5. Michigan (2 / \$0.3 M)

### Lanai

(No Foreign Buyers)

1. California (7 / \$14.8 M)
2. Hawaii (7 / \$2.4 M)
3. Arizona (1 / \$0.9 M)
4. Texas (1 / \$0.4 M)

### South Side

1. Canada (30 / \$19.8 M)
2. Japan (3 / \$5.3 M)
3. Singapore (1 / \$4.5 M)

1. Hawaii (138 / \$71.5 M)
2. California (74 / \$47.0 M)
3. Washington (35 / \$46.3 M)
4. Texas (19 / \$21.5 M)
5. Colorado (13 / \$20.8 M)

### East Maui

(No Foreign Buyers)

1. Colorado (2 / \$6.3 M)
2. California (2 / \$0.4 M)
3. Hawaii (1 / \$0.8 M)
4. Massachusetts (1 / \$0.4 M)



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