

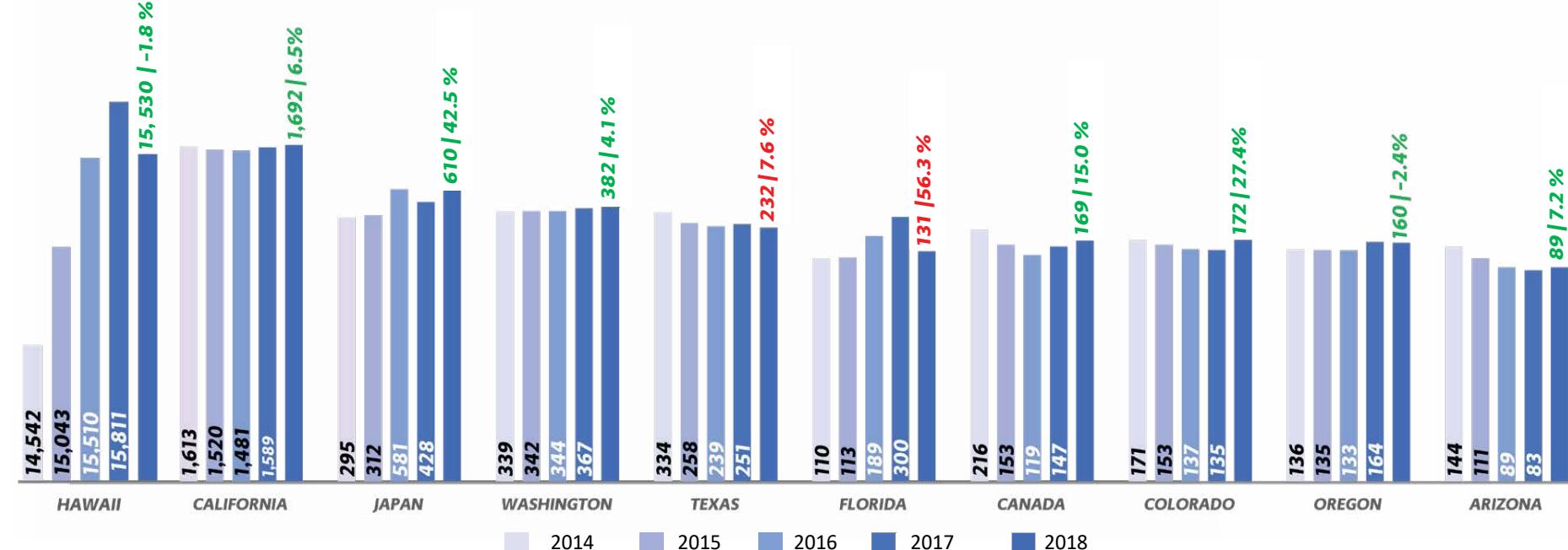
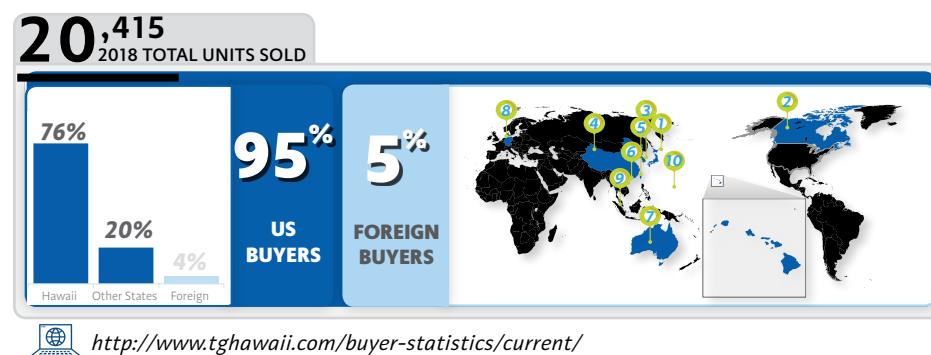
WHO BOUGHT HAWAII PROPERTY IN 2018?

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Despite concerns that US markets, and subsequently, real estate, would soon be experiencing a market correction, Hawaii's real estate market underwent a decline of only 0.1%, a drop that consisted of just 27 fewer sales. As in past years, buyers from Hawaii and Japan purchased the vast majority of local properties.

US BUYER MARKET: HAWAII DOMINATES

In 2018, 95% of all sales in the islands were by domestic buyers, of which 76% were buyers from Hawaii. This figure (15,530 sales) represented a 1.8% drop in Hawaii buyers from 2017. By contrast, California's 1,692 purchases represented 8% of the total market and was the next closest domestic buyer demographic, but jumped 7% in 2018. Washington, Texas, Colorado, Oregon, Florida, Nevada, Arizona and New York rounded out the top 10 state buyers.



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