

Honolua Ridge Lots
Kapalua Resort, Maui
Annual MLS Comparisons
2000-2011



YEAR	Number of Sales	AVG LP	AVG SP	Low SP	High SP	Sales Volume	AVG DOM	SP/SQ. FT.
2004	17	\$1,816,639	\$1,784,110	\$895,500	\$3,040,000	\$30,329,875	4	\$8
2005	16	\$1,987,609	\$1,906,875	\$1,275,000	\$3,000,000	\$30,510,000	160	\$8
2006	10	\$2,555,000	\$2,140,500	\$1,450,000	\$6,000,000	\$21,405,000	281	\$6
2007	11	\$2,711,090	\$2,080,454	\$1,237,500	\$4,500,000	\$22,885,000	485	\$9
2008	0							
2009	1	\$3,500,000	\$2,100,000	\$2,100,000	\$2,100,000	\$2,100,000	1429	\$2
2010	1	\$995,000	\$825,000	\$825,000	\$825,000	\$825,000	290	\$3
2011	2	\$1,124,500	\$975,000	\$900,000	\$1,050,000	\$1,950,000	131	\$3

Percent Change over Prior Year with Sales								
YEAR	Number of Sales	AVG LP	AVG SP	Low SP	High SP	Sales Volume	AVG DOM	SP/SQ. FT.
2005	-6%	9%	7%	42%	-1%	1%	3900%	0%
2006	-38%	29%	12%	14%	100%	-30%	76%	-25%
2007	10%	6%	-3%	-15%	-25%	7%	73%	50%
2008	NA	NA	NA	NA	NA	NA	NA	NA
2009	-91%	29%	1%	70%	-53%	-91%	195%	-78%
2010	0%	-72%	-61%	-61%	-61%	-61%	-80%	50%
2011	100%	13%	18%	9%	27%	136%	-55%	0%

2011 compared with the market in that year								
2011	Number of Sales	AVG LP	AVG SP	SP as % of LP	Low SP	High SP	Sales Volume	AVG DOM
vs. 2004	-88%	-38%	-45%	1%	-65%	-94%	3175%	-63%
vs. 2005	-88%	-43%	-49%	-29%	-65%	-94%	-18%	-63%
vs. 2006	-80%	-56%	-54%	-38%	-83%	-91%	-53%	-50%
vs. 2007	-82%	-59%	-53%	-27%	-77%	-91%	-73%	-67%
vs. 2008	NA	NA	NA	NA	NA	NA	NA	NA
vs. 2009	100%	-68%	-54%	-57%	-50%	-7%	-91%	50%
vs. 2010	100%	13%	18%	9%	27%	136%	-55%	0%

Percent Change: 2011 Compared with Peak				
	No. of Sales	AVG SP	Sales Volume	SP/SQ. FT.
Peak	17	\$2,140,500	\$30,510,000	\$9
2011	2	\$975,000	\$1,950,000	\$3
% Change	-88%	-54%	-94%	-67%