

Ironwoods
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.
2000	7	\$1,684,285	\$1,667,857	\$1,000,000	\$3,000,000	\$11,675,000	247	\$678
2001	2	\$1,762,500	\$1,640,000	\$780,000	\$2,500,000	\$3,280,000	313	\$848
2002	4	\$2,200,000	\$1,975,000	\$1,450,000	\$2,800,000	\$7,900,000	169	\$893
2003	2	\$4,275,000	\$4,000,000	\$2,500,000	\$5,500,000	\$8,000,000	216	\$1,226
2004	7	\$2,927,142	\$2,664,642	\$2,165,000	\$3,250,000	\$18,652,500	332	\$1,170
2005	2	\$2,747,500	\$2,562,500	\$1,700,000	\$3,425,000	\$5,125,000	303	\$1,324
2006	2	\$3,297,500	\$3,062,500	\$2,125,000	\$4,000,000	\$6,125,000	285	\$1,327
2007	1	\$2,990,000	\$2,600,000	\$2,600,000	\$2,600,000	\$2,600,000	343	\$1,083
2008	0	NA	NA	NA	NA	NA	NA	NA
2009	1	\$2,200,000	\$2,000,000	\$2,000,000	\$2,000,000	\$2,000,000	125	\$856
2010	3	\$3,320,000	\$2,800,000	\$1,950,000	\$3,250,000	\$8,400,000	464	\$1,309
2011	3	\$2,312,333	\$2,000,000	\$1,100,000	\$2,600,000	\$6,000,000	715	\$1,041

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.	
2001	-71%	5%	-2%	-22%	-17%	-72%	27%	25%	
2002	100%	25%	20%	86%	12%	141%	-46%	5%	
2003	-50%	94%	103%	72%	96%	1%	28%	37%	
2004	250%	-32%	-33%	-13%	-41%	133%	54%	-5%	
2005	-71%	-6%	-4%	-21%	5%	-73%	-9%	13%	
2006	0%	20%	20%	25%	17%	20%	-6%	0%	
2007	-50%	-9%	-15%	22%	-35%	-58%	20%	-18%	
2008	NA	NA	NA	NA	NA	NA	NA	NA	
2009	0%	-26%	-23%	-23%	-23%	-23%	-64%	-21%	
2010	200%	51%	40%	-3%	63%	320%	271%	53%	
2011	0%	-30%	-29%	-44%	-20%	-29%	54%	-20%	

Percent Change: 2011 compared with the market in that year									
YEAR	Number of Sales	AVG LP	AVG SP	Low SP	High SP	Sales Volume	AVG DOM	SP/SQ. FT.	
vs. 2000	-57%	37%	20%	10%	-13%	-49%	189%	54%	
vs. 2001	50%	31%	22%	41%	4%	83%	128%	23%	
vs. 2002	-25%	5%	1%	-24%	-7%	-24%	323%	17%	
vs. 2003	50%	-46%	-50%	-56%	-53%	-25%	231%	-15%	
vs. 2004	-57%	-21%	-25%	-49%	-20%	-68%	115%	-11%	
vs. 2005	50%	-16%	-22%	-35%	-24%	17%	136%	-21%	
vs. 2006	50%	-30%	-35%	-48%	-35%	-2%	151%	-22%	
vs. 2007	200%	-23%	-23%	-58%	0%	131%	108%	-4%	
vs. 2008	NA	NA	NA	NA	NA	NA	NA	NA	
vs. 2009	200%	5%	0%	-45%	30%	200%	472%	22%	
vs. 2010	0%	-30%	-29%	-44%	-20%	-29%	54%	-20%	

Percent Change: 2011 Compared with Peak				
	No. of Sales	AVG SP	Sales Volume	SP/SQ. FT.
Peak	7	\$4,000,000	\$18,652,500	\$1,327
2011	3	\$2,000,000	\$6,000,000	\$1,041
% Change	-57%	-50%	-68%	-22%

Market Peak is Highlighted in Blue
 LP = List Price
 SP = Sales Price
 DOM = Days on Market

All information is believed to be accurate,
 but should not be relied upon without verification.
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