

**All Property Types**  
**Kapalua Resort, Maui**  
**Annual MLS Comparisons**



YEAR	Number of Sales	AVG LP	AVG SP	SP as % of LP	Low SP	High SP	Sales Volume	AVG DOM
2000	112	\$1,014,575	\$943,502	93%	\$295,000	\$14,000,000	\$105,672,250	206
2001	96	\$1,270,354	\$1,241,072	98%	\$350,000	\$5,200,000	\$119,143,000	408
2002	81	\$905,660	\$841,512	93%	\$369,000	\$3,450,000	\$68,162,500	225
2003	79	\$1,511,759	\$1,374,142	91%	\$400,000	\$8,227,000	\$108,557,250	267
2004	<b>131</b>	\$1,451,460	\$1,360,915	94%	\$500,000	\$4,470,000	<b>\$178,279,875</b>	188
2005	86	\$1,971,944	\$1,848,647	94%	\$650,000	\$9,470,000	\$158,983,667	179
2006	47	\$2,173,744	\$1,970,234	91%	\$740,000	\$6,000,000	\$92,600,999	243
2007	59	\$2,828,888	<b>\$2,526,388</b>	89%	\$660,000	\$13,940,000	\$149,056,949	262
2008	27	\$2,263,666	\$2,081,055	92%	\$625,000	\$6,100,000	\$56,188,500	198
2009	27	\$2,300,644	\$2,130,610	93%	\$425,000	\$10,000,000	\$57,526,490	421
2010	41	\$2,137,126	\$1,944,707	91%	\$425,000	\$7,125,000	\$79,733,000	352
2011	43	\$2,360,647	\$2,013,113	85%	\$425,000	\$14,000,000	\$86,563,862	473

**Percent Change Over Prior Year**

YEAR	Number of Sales	AVG LP	AVG SP	SP as % of LP	Low SP	High SP	Sales Volume	AVG DOM
2001	-14%	25%	32%	5%	19%	-63%	13%	98%
2002	-16%	-29%	-32%	-5%	5%	-34%	-43%	-45%
2003	-2%	67%	63%	-2%	8%	138%	59%	19%
2004	66%	-4%	-1%	3%	25%	-46%	64%	-30%
2005	-34%	36%	36%	0%	30%	112%	-11%	-5%
2006	-45%	10%	7%	-3%	14%	-37%	-42%	36%
2007	26%	30%	28%	-1%	-11%	132%	61%	8%
2008	-54%	-20%	-18%	3%	-5%	-56%	-62%	-24%
2009	0%	2%	2%	1%	-32%	64%	2%	113%
2010	52%	-7%	-9%	-2%	0%	-29%	39%	-16%
2011	5%	10%	4%	-6%	0%	96%	9%	34%

**Percent Change: 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. 2000	-62%	133%	113%	-8%	44%	0%	-18%	130%
vs. 2001	-55%	86%	62%	-13%	21%	169%	-27%	16%
vs. 2002	-47%	161%	139%	-8%	15%	306%	27%	110%
vs. 2003	-46%	56%	46%	-6%	6%	70%	-20%	77%
vs. 2004	<b>-67%</b>	63%	48%	-9%	-15%	213%	<b>-51%</b>	152%
vs. 2005	-50%	20%	9%	-9%	-35%	48%	-46%	164%
vs. 2006	-9%	9%	2%	-6%	-43%	133%	-7%	95%
vs. 2007	-27%	-17%	<b>-20%</b>	-5%	-36%	0%	-42%	81%
vs. 2008	59%	4%	-3%	-7%	-32%	130%	54%	139%
vs. 2009	59%	3%	-6%	-8%	0%	40%	50%	12%
vs. 2010	5%	10%	4%	-6%	0%	96%	9%	34%

**Percent Change: 2011 Compared with Peak**

	No. of Sales	AVG SP	Sales Volume
Peak	131	\$2,526,388	\$178,279,875
2011	43	\$2,013,133	\$86,563,862
% Change	-67%	-20%	-51%