

Pineapple Hill Estates 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.
2002	12	\$627,500	\$637,708	\$550,000	\$935,000	\$7,652,500	208	\$29
2003	2	\$733,750	\$710,000	\$565,000	\$855,000	\$1,420,000	120	\$35
2004	4	\$1,202,375	\$1,106,250	\$860,000	\$1,400,000	\$4,425,000	272	\$52
2005	1	\$1,350,000	\$1,300,000	\$1,300,000	\$1,300,000	\$1,300,000	219	\$64
2006	2	\$1,570,000	\$1,449,500	\$1,420,000	\$1,479,000	\$2,899,000	391	\$68
2007	0							
2008	1	\$1,395,000	\$1,100,000	\$1,100,000	\$1,100,000	\$1,100,000	351	\$54
2009	0							
2010	0							
2011	1	\$950,000	\$950,000	\$950,000	\$950,000	\$950,000	152	\$50

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.	
2003	-83%	17%	11%	3%	-9%	-81%	-42%	21%	
2004	100%	64%	56%	52%	64%	212%	127%	49%	
2005	-75%	12%	18%	51%	-7%	-71%	-19%	23%	
2006	100%	16%	12%	9%	14%	123%	79%	6%	
2007	NA	NA	NA	NA	NA	NA	NA	NA	
2008	-50%	-11%	-24%	-23%	-26%	-62%	-10%	-21%	
2009	NA	NA	NA	NA	NA	NA	NA	NA	
2010	NA	NA	NA	NA	NA	NA	NA	NA	
2011	0%	-32%	-14%	-14%	-14%	-14%	-57%	-8%	

Percent Change: 2011 compared with the market in that year									
2011	Number of Sales	AVG LP	AVG SP	Low SP	High SP	Sales Volume	AVG DOM	SP/SQ. FT.	
vs. 2000	-92%	51%	49%	73%	2%	-88%	-27%	71%	
vs. 2001	-50%	29%	34%	68%	11%	-33%	27%	42%	
vs. 2002	-75%	-21%	-14%	10%	-32%	-79%	-44%	-5%	
vs. 2003	-50%	29%	34%	68%	11%	-33%	27%	42%	
vs. 2004	-75%	-21%	-14%	10%	-32%	-79%	-44%	-5%	
vs. 2005	0%	-30%	-27%	-27%	-27%	-27%	-31%	-23%	
vs. 2006	-50%	-39%	-34%	-33%	-36%	-67%	-61%	-27%	
vs. 2007									
vs. 2008	0%	-32%	-14%	-14%	-14%	-14%	-57%	-8%	
vs. 2009									
vs. 2010									

Percent Change: 2011 Compared with Peak				
	No. of Sales	AVG SP	Sales Volume	SP/SQ. FT.
Peak	4	\$1,449,500	\$4,425,000	\$68
2011	1	\$950,000	\$950,000	\$50
% Change	-75%	-34%	-79%	-26%

Note: Pineapple Hill Estates was released in 2002
 The Peak that is noted is for resales, and excludes the year of the initial release