

Pineapple Hill Homes
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	11	\$2,403,181	\$2,226,363	\$1,100,000	\$5,500,000	\$24,490,000	106	\$508
2001	4	\$1,973,750	\$1,837,500	\$1,300,000	\$2,500,000	\$7,350,000	136	\$529
2002	1	\$3,450,000	\$3,450,000	\$3,450,000	\$3,450,000	\$3,450,000	0	\$834
2003	7	\$2,845,714	\$2,570,000	\$1,575,000	\$4,300,000	\$17,990,000	380	\$647
2004	8	\$2,605,500	\$2,333,125	\$1,800,000	\$4,000,000	\$18,665,000	292	\$602
2005	8	\$2,955,625	\$2,774,375	\$2,050,000	\$3,795,000	\$22,195,000	270	\$657
2006	3	\$3,641,333	\$3,366,666	\$2,700,000	\$3,800,000	\$10,100,000	279	\$986
2007	7	\$4,590,000	\$4,201,992	\$2,350,000	\$9,150,000	\$29,413,950	267	\$982
2008	1	\$2,500,000	\$2,400,000	\$2,400,000	\$2,400,000	\$2,400,000	526	\$579
2009	5	\$2,649,000	\$2,260,000	\$1,700,000	\$2,625,000	\$11,300,000	526	\$675
2010	6	\$2,594,916	\$2,308,333	\$1,600,000	\$3,000,000	\$13,850,000	221	\$654
2011	5	\$2,466,000	\$2,152,500	\$1,562,500	\$3,000,000	\$10,762,500	239	\$652

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	-64%	-18%	-17%	18%	-55%	-70%	28%	4%	
2002	-75%	75%	88%	165%	38%	-53%	-100%	58%	
2003	600%	-18%	-26%	-54%	25%	421%		-22%	
2004	14%	-8%	-9%	14%	-7%	4%	-23%	-7%	
2005	0%	13%	19%	14%	-5%	19%	-8%	9%	
2006	-63%	23%	21%	32%	0%	-54%	3%	50%	
2007	133%	26%	25%	-13%	141%	191%	-4%	0%	
2008	-86%	-46%	-43%	2%	-74%	-92%	97%	-41%	
2009	400%	6%	-6%	-29%	9%	371%	0%	17%	
2010	20%	-2%	2%	-6%	14%	23%	-58%	-3%	
2011	-17%	-5%	-7%	-2%	0%	-22%	8%	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. 2000	-55%	3%	-3%	42%	-45%	-56%	125%	28%	
vs. 2001	25%	25%	17%	20%	20%	46%	76%	23%	
vs. 2002	400%	-29%	-38%	-55%	-13%	212%		-22%	
vs. 2003	-29%	-13%	-16%	-1%	-30%	-40%	-37%	1%	
vs. 2004	-38%	-5%	-8%	-13%	-25%	-42%	-18%	8%	
vs. 2005	-38%	-17%	-22%	-24%	-21%	-52%	-11%	-1%	
vs. 2006	67%	-32%	-36%	-42%	-21%	7%	-14%	-34%	
vs. 2007	-29%	-46%	-49%	-34%	-67%	-63%	-10%	-34%	
vs. 2008	400%	-1%	-10%	-35%	25%	348%	-55%	13%	
vs. 2009	0%	-7%	-5%	-8%	14%	-5%	-55%	-3%	
vs. 2010	-17%	-5%	-7%	-2%	0%	-22%	8%	0%	

Percent Change: 2011 Compared with Peak				
	No. of Sales	AVG SP	Sales Volume	SP/SQ. FT.
Peak	11	\$4,201,992	\$29,413,950	\$986
2011	5	\$2,152,500	\$10,762,500	\$652
% Change	-55%	-49%	-63%	-34%

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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