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**Residential**  
**Kapalua Resort, Maui**  
**Annual MLS Comparisons**  
**2000-2011**



YEAR	Number of Sales	AVG LP	AVG SP	SP as % of LP	Low SP	High SP	Sales Volume	AVG DOM
2000	12	\$3,619,583	\$3,207,500	89%	\$1,100,000	\$14,000,000	\$38,490,000	114
2001	4	\$1,973,750	\$1,837,500	93%	\$1,300,000	\$2,500,000	\$7,350,000	136
2002	1	\$3,450,000	\$3,450,000	100%	\$3,450,000	\$3,450,000	\$3,450,000	0
2003	9	\$4,068,888	\$3,479,666	86%	\$1,575,000	\$8,227,000	\$31,317,000	347
2004	12	\$2,957,416	\$2,701,250	91%	\$1,800,000	\$4,470,000	\$32,415,000	356
2005	<b>13</b>	\$5,099,230	\$4,589,615	90%	\$2,050,000	\$9,470,000	<b>\$59,665,000</b>	244
2006	4	\$4,081,000	\$3,725,000	91%	\$2,700,000	\$4,800,000	\$14,900,000	278
2007	12	\$5,909,583	<b>\$5,441,995</b>	92%	\$2,350,000	\$13,940,000	\$65,303,950	212
2008	6	\$4,790,833	\$4,403,750	92%	\$2,400,000	\$6,100,000	\$26,422,500	219
2009	5	\$2,649,000	\$2,260,000	85%	\$1,700,000	\$2,625,000	\$11,300,000	221
2010	11	\$3,460,409	\$3,077,272	89%	\$1,600,000	\$7,125,000	\$33,850,000	347
2011	11	\$5,302,272	\$4,261,136	80%	\$1,562,500	\$14,000,000	\$46,872,500	285

**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	-67%	-45%	-43%	5%	18%	-82%	-81%	19%
2002	-75%	75%	88%	7%	165%	38%	-53%	-100%
2003	800%	18%	1%	-14%	-54%	138%	808%	
2004	33%	-27%	-22%	7%	14%	-46%	4%	3%
2005	8%	72%	70%	-1%	14%	112%	84%	-31%
2006	-69%	-20%	-19%	1%	32%	-49%	-75%	14%
2007	200%	45%	46%	1%	-13%	190%	338%	-24%
2008	-50%	-19%	-19%	0%	2%	-56%	-60%	3%
2009	-17%	-45%	-49%	-7%	-29%	-57%	-57%	1%
2010	120%	31%	36%	4%	-6%	171%	200%	57%
2011	0%	53%	38%	-10%	-2%	96%	38%	-18%

**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	-8%	46%	33%	-9%	42%	0%	22%	150%
vs. 2001	175%	169%	132%	-14%	20%	460%	538%	110%
vs. 2002	1000%	54%	24%	-20%	-55%	306%	1259%	
vs. 2003	22%	30%	22%	-6%	-1%	70%	50%	-18%
vs. 2004	-8%	79%	58%	-12%	-13%	213%	45%	-20%
vs. 2005	<b>-15%</b>	4%	-7%	-11%	-24%	48%	<b>-21%</b>	17%
vs. 2006	175%	30%	14%	-12%	-42%	192%	215%	3%
vs. 2007	-8%	-10%	<b>-22%</b>	-13%	-34%	0%	-28%	34%
vs. 2008	83%	11%	-3%	-13%	-35%	130%	77%	30%
vs. 2009	120%	100%	89%	-6%	-8%	433%	315%	29%
vs. 2010	0%	53%	38%	-10%	-2%	96%	38%	-18%

**Percent Change: 2011 Compared with Peak**

	No. of Sales	AVG SP	Sales Volume
<b>Peak</b>	<b>13</b>	<b>\$5,441,995</b>	<b>\$59,665,000</b>
<b>2011</b>	<b>11</b>	<b>\$4,261,136</b>	<b>\$46,872,500</b>
<b>% Change</b>	<b>-15%</b>	<b>-22%</b>	<b>-21%</b>

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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