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Kapalua Resort Real Estate Sales  
 2012 at a Glance



OVERALL	Number of Sales	AVG LP	AVG SP	SP as % of LP	Low SP	High SP	Sales Volume	AVG DOM	SP/ SQ. FT.
Resort Wide	62	\$1,257,753	\$1,125,573	89%	\$330,000	\$5,998,888	\$69,785,531	349	\$554
Condominiums	50	\$961,199	\$891,150	93%	\$330,000	\$5,000,000	\$44,557,500	352	\$607
Homes	6	\$3,804,623	\$3,221,105	85%	\$2,000,000	\$5,998,888	\$19,326,631	197	\$642
Land	6	\$1,182,166	\$983,566	83%	\$750,000	\$1,600,000	\$5,901,400	479	\$22

Condominiums	Number of Sales	AVG LP	AVG SP	SP as % of LP	Low SP	High SP	Sales Volume	AVG DOM	SP/ SQ. FT.
Golf Villas	25	\$534,605	\$489,300	92%	\$330,000	\$780,000	\$12,232,500	524	\$425
Ridge Villas	14	\$763,771	\$704,428	92%	\$445,000	\$1,130,000	\$9,862,000	289	\$529
Residential Suites	1	\$985,000	\$825,000	84%	\$825,000	\$825,000	\$825,000	74	\$624
Bay Villas	7	\$1,223,857	\$1,129,000	92%	\$750,000	\$2,150,000	\$7,903,000	311	\$896
Ironwoods	3	\$3,291,666	\$3,025,000	92%	\$2,450,000	\$3,425,000	\$9,075,000	149	\$1,284
Residences at Kapalua Bay	0	NA	NA	NA	NA	NA	NA	NA	NA
Coconut Grove	1	\$5,000,000	\$5,000,000	100%	\$5,000,000	\$5,000,000	\$5,000,000	0	\$1,895

Homes	Number of Sales	AVG LP	AVG SP	SP as % of LP	Low SP	High SP	Sales Volume	AVG DOM	SP/ SQ. FT.
Pineapple Hill	1	\$2,295,000	\$2,000,000	87%	\$2,000,000	\$2,000,000	\$2,000,000	129	\$528
Pineapple Hill Estates	0	NA	NA	NA	NA	NA	NA	NA	NA
Honolua Ridge	1	\$2,690,000	\$2,760,000	103%	\$2,760,000	\$2,760,000	\$2,760,000	126	\$810
Plantation Estates	4	\$4,460,685	\$3,641,657	82%	\$2,425,000	\$5,998,888	\$14,566,631	231	\$629
Kapalua Place	0	NA	NA	NA	NA	NA	NA	NA	NA

Lots	Number of Sales	AVG LP	AVG SP	SP as % of LP	Low SP	High SP	Sales Volume	AVG DOM	SP/ SQ. FT.
Pineapple Hill	1	\$1,075,000	\$1,075,000	100%	\$1,075,000	\$1,075,000	\$1,075,000	\$650	\$104
Pineapple Hill Estates	0	NA	NA	NA	NA	NA	NA	NA	NA
Honolua Ridge	4	\$1,255,750	\$1,006,600	80%	\$750,000	\$1,600,000	\$4,026,400	349	\$5
Plantation Estates	1	\$920,000	\$800,000	87%	\$800,000	\$800,000	\$800,000	828	\$9
Kapalua Place	0	NA	NA	NA	NA	NA	NA	NA	NA

\*Note overall figures for Resort and Condominiums are adjusted to reflect the sale of Coconut Grove 18 a private sale not in MLS

LP = List Price  
 SP = Sales Price  
 DOM = Days on Market

All information is believed to be accurate,  
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**Kapalua Resort Real Estate  
 2011 at a Glance**



OVERALL	Number of Sales	AVG LP	AVG SP	SP as % of LP	Low SP	High SP	Sales Volume	AVG DOM
Resort Wide	43	\$2,360,647	\$2,013,113	85%	\$425,000	\$14,000,000	\$86,563,862	473
Condominiums	27	\$1,407,031	\$1,302,272	93%	\$425,000	\$3,317,062	\$35,161,362	589
Homes	11	\$5,302,272	\$4,261,136	80%	\$1,562,500	\$14,000,000	\$46,872,500	285
Land	5	\$1,038,600	\$906,000	87%	\$630,000	\$1,050,000	\$4,530,000	263

Condominiums	Number of Sales	AVG LP	AVG SP	Low SP	High SP	Sales Volume	AVG DOM	SP/ SQ. FT.
Golf Villas	8	\$640,250	\$585,625	\$425,000	\$950,000	\$4,685,000	350	\$524
Ridge Villas	3	\$723,000	\$711,666	\$550,000	\$1,025,000	\$2,135,000	336	\$516
Residential Suites	0							
Bay Villas	8	\$943,100	\$846,787	\$525,000	\$1,333,300	\$6,774,300	314	\$734
Ironwoods	3	\$2,312,333	\$2,000,000	\$1,100,000	\$2,600,000	\$6,000,000	715	\$1,041
Ritz-Carlton Residences	5	\$3,243,412	\$3,113,412	\$2,800,000	\$3,317,062	\$15,567,062	1488	\$1,066
Coconut Grove	0							

Homes	Number	AVG LP	AVG SP	Low SP	High SP	Sales Volume	AVG DOM	SP/ SQ. FT.
Pineapple Hill	5	\$2,466,000	\$2,152,500	\$1,562,500	\$3,000,000	\$10,762,500	239	\$652
Pineapple Hill Estates	2	\$3,597,500	\$3,050,000	\$2,850,000	\$3,250,000	\$6,100,000	392	\$800
Honolua Ridge	1	\$8,600,000	\$4,510,000	\$4,510,000	\$4,510,000	\$4,510,000	468	\$974
Plantation Estates	2	\$13,950,000	\$11,800,000	\$9,600,000	\$14,000,000	\$23,600,000	147	\$1,244
Kapalua Place	0							

Lots	Number of Sales	AVG LP	AVG SP	Low SP	High SP	Sales Volume	AVG DOM	SP/ SQ. FT.
Pineapple Hill	1	\$630,000	\$630,000	\$630,000	\$630,000	\$630,000	485	\$52
Pineapple Hill Estates	1	\$950,000	\$950,000	\$950,000	\$950,000	\$950,000	152	\$50
Honolua Ridge	2	\$1,124,500	\$975,000	\$900,000	\$1,050,000	\$1,950,000	131	\$3
Plantation Estates	1	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	416	\$11
Kapalua Place	0							

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Kapalua Resort Real Estate  
 2010 at a Glance



OVERALL	Number of Sales	AVG LP	AVG SP	SP as % of LP	Low SP	High SP	Sales Volume	AVG DOM
Resort Wide	41	\$2,137,126	\$1,944,707	91%	\$425,000	\$7,125,000	\$79,733,000	352
Condominiums	28	\$1,708,489	\$1,583,321	93%	\$425,000	\$5,735,000	\$44,333,000	366
Homes	11	\$3,460,409	\$3,077,272	89%	\$1,600,000	\$7,125,000	\$33,850,000	347
Land	2	\$860,000	\$775,000	90%	\$725,000	\$825,000	\$1,550,000	175

Condominiums	Number of Sales	AVG LP	AVG SP	Low SP	High SP	Sales Volume	AVG DOM	SP/ SQ. FT.
Golf Villas	9	\$608,639	\$542,444	\$425,000	\$840,000	\$4,882,000	358	\$486
Ridge Villas	5	\$742,790	\$687,600	\$500,000	\$950,000	\$3,238,000	369	\$543
Residential Suites	1	\$795,000	\$700,000	\$700,000	\$700,000	\$700,000	39	\$797
Bay Villas	5	\$1,228,600	\$1,033,000	\$600,000	\$1,700,000	\$5,165,000	275	\$752
Ironwoods	3	\$3,320,000	\$2,800,000	\$1,950,000	\$3,250,000	\$8,400,000	464	\$1,309
Ritz-Carlton Residences	4	\$4,137,000	\$4,137,000	\$3,300,000	\$5,735,000	\$16,548,000	594	\$1,361
Coconut Grove	1	\$5,200,000	\$5,200,000	\$5,200,000	\$5,200,000	\$5,200,000	0	\$1,971

Homes	Number of Sales	AVG LP	AVG SP	Low SP	High SP	Sales Volume	AVG DOM	SP/ SQ. FT.
Pineapple Hill	6	\$2,594,916	\$2,308,333	\$1,600,000	\$3,000,000	\$13,850,000	221	\$654
Pineapple Hill Estates	3	\$3,548,333	\$2,991,666	\$2,800,000	\$3,175,000	\$8,975,000	545	\$678
Honolua Ridge	0							
Plantation Estates	2	\$5,925,000	\$5,512,500	\$3,900,000	\$7,125,000	\$11,025,000	167	\$962
Kapalua Place	0							

Lots	Number of Sales	AVG LP	AVG SP	Low SP	High SP	Sales Volume	AVG DOM	SP/ SQ. FT.
Pineapple Hill	1	\$725,000	\$725,000	\$725,000	\$725,000	\$725,000	60	\$72
Pineapple Hill Estates	0							
Honolua Ridge	1	\$995,000	\$825,000	\$825,000	\$825,000	\$825,000	290	\$3
Plantation Estates	0							
Kapalua Place	0							

Market Peak is Highlighted in Blue  
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