

**KAPALUA BAY
FACT SHEET**

- PARTNERS:** Maui Land & Pineapple Company, Inc.
The Ritz-Carlton Hotel Company, L.L.C.
Exclusive Resorts
- ARCHITECT:** WCIT Architecture, Honolulu, HI
- CONTRACTOR:** Nordic/PCL, a Hawaii joint venture, Waipahu, HI
- OVERVIEW:** Managed by The Ritz-Carlton Hotel Company, L.L.C., Kapalua Bay provides two new luxurious real estate offerings for resort residential ownership at Maui's renowned Kapalua Resort:
- The Residences at Kapalua Bay
 - The Ritz-Carlton Club, Kapalua Bay

The Residences at Kapalua Bay will offer 84 private ownership residences, of which 28 will be the property of Exclusive Resorts. The Ritz-Carlton Club, Kapalua Bay will consist of 62 residences offered as deeded, one-twelfth fractional ownership interests. The spacious, state-of-the-art condominiums are being built in nine structures of four to six stories on the 24-acre oceanfront site of the Kapalua Bay Hotel. Owners will also enjoy sweeping ocean and sunset views, and access to the resort's world-class lifestyle amenities, including a spa, beach club, golfing privileges on Kapalua's championship courses, and private dining at the Bay Club.

- REAL ESTATE OPTIONS:** **The Residences at Kapalua Bay**
The Residences at Kapalua Bay will offer an elegant selection of floor plans:
- 8 four-bedroom, 4.5-bath or optional three-bedroom with Media Room, 3.5-bath Residences measuring approximately 4,271 square feet.
 - 41 three-bedroom with Den, 3.5-bath Residences measuring approximately 3,125 square feet.
 - 35 three-bedroom, 3.5-bath Residences measuring approximately 3,002 square feet.

Each Residence will also include a large outdoor lanai, gourmet kitchen and private garden entryway. Complementing the comforts of ownership will be the legendary service and amenities that are hallmarks of The Ritz-Carlton brand. Ala carte services tailored to the wishes and needs of each Owner will also be available.

Pricing

Sales are underway with prices starting at around \$3.9 million.

The Ritz-Carlton Club, Kapalua Bay

The Ritz-Carlton Club, Kapalua Bay will offer Club Members 62 fully furnished and luxuriously appointed residences:

- 44 three-bedroom, 3.5-bath Club Residences measuring approximately 2,213 to 2,257 square feet.
- 18 two-bedroom, 2.5-bath Club Residences measuring approximately 1,912 square feet.

-more-

Other features include:

- Fully equipped kitchen with cookware and china
- Casually elegant dining room
- Living room with entertainment center including a TV, surround-sound receiver, DVD and stereo/CD player
- Two master suites with walk-in closets
- Luxuriously appointed bathrooms
- Full-size washer and dryer
- Multi-line telephones and high-speed Internet access
- Spacious lanais with scenic ocean views

Services

Service levels and offerings are consistent with Ritz-Carlton hotels. Members enjoy the convenience of a dedicated concierge staff providing services such as airport pick-up, pre-arrival provisioning of the residence, unpacking and pressing pre-sent garments, arranging a complete itinerary, and having personal items placed in residences according to Member specifications. Private catering is also available upon request. Additionally, Members receive exclusive privileges at Ritz-Carlton properties.

As fractional homeowners, Members can stay 21 days or more each year at Kapalua Bay, or at any of The Ritz-Carlton Club's six other clubs:

Aspen Highlands and Bachelor Gulch, Colo.; St. Thomas, U.S. Virgin Islands; Jupiter, Fla.; South Beach in Miami, Fla.; and San Francisco, Calif.

Pricing

Sale prices start at \$300,000 per interest.

RESORT BENEFITS:

Known for 23,000 acres of legendary beauty, the Kapalua Resort lifestyle offers world-class amenities, three white-sand beaches and is celebrated for its award-winning golf. The resort hosts the annual signature event series that include The Mercedes-Benz Championship (the PGA TOUR's season-opening event), Celebration of the Arts, Kapalua Wine & Food Festival, LifeFest Kapalua and Whale Quest Kapalua. Owners of Kapalua Bay will enjoy access to all of the amenities at Kapalua Resort, including:

- **Golf.** Kapalua is considered the "#1 Golf Resort in Hawaii" and is celebrated for its world-class, championship 18-hole layouts: The Bay, The Village and The Plantation golf courses.
- **Spa.** A 25,000-square-foot destination spa featuring modern and ancient therapies and incorporating island ingredients and water-oriented rituals.
- **Beach Club.** This 6,100-square-foot private club featuring a swimming pool and member's only bar is designed for residents to relax and enjoy Kapalua's tranquility.
- **Recreation Area.** Using the naturally contoured slope, this multi-level 8,500-square-foot gathering place will be highlighted by a lagoon-style pool with cascading waterfalls, and full-service bar and grill.
- **Open Space, Trails, Pathways, and Landscaping.** Eighteen acres of resort-style open space surrounding Kapalua Bay will feature lush landscaping, public shoreline access, and paved walkways to enjoy the scenic views. A special highlight will be the introduction of a new 2.5-mile coastal trail providing access to the spectacular shorelines of Kapalua Nui.

Contacts:

Beth Ridenour / Jacqueline Ader-Grob

The Ritz-Carlton Club

407.513.6671 / 407.513.6950

beth.ridenour@ritzcarltonclub.com / jacqueline.ader-grob@ritzcarltonclub.com

Tracy Johnson, Public Relations Manager

Maui Land & Pineapple Company, Inc.

808.877.1693

tjohnson@mlpmaui.com

David McNeil / Patrick Dugan

McNeil Wilson Communications

808.539.3413 / 808.539.3411

dmcneil@mcneilwilson.com / pdugan@mcneilwilson.com