

WE KNOW KAPALUA



When buying or selling real estate at Kapalua Resort, it's to your advantage to use The Official Kapalua Experts.



(808) 545-VIEW (8439) • www.kapaluarealty.com

KAPALUA RESORT IS OUR BUSINESS

- We have **twelve licensed real estate agents with over 100 years of combined experience** in selling and serving the real estate and lifestyle needs of Kapalua Resort.
- Our team **knows the community**-the Kapalua Club, the villa and homeowner associations, the rental program, the Community Association and all other clubs and organizations.
- We have always maintained **largest market share** of total sales volume at Kapalua Resort.
- Our support staff of Kapalua Marketing and administrative assistants service our listings and sales before, during and after the selling process.
- Marketing of listings include, but are not limited to brochures, website, newspapers, magazines, Sales Gallery on site, real estate tours and real estate information desks at Café Kapalua and The Plantation Golf Course **open 365 days a year.**
- All listings are supported with local advertising, postings in The Real Estate Journal and collateral sent to our exclusive list of prospective and past purchasers.
- On the Kapalua Resort, we are the **only** realty company present.




MARKETING OF A LISTING


Kapalua Realty's expenditures for marketing, advertising and collateral exceed \$2 million per year! We have a **full-time Kapalua Marketing and public relations team.**

- **Brochure** - a brochure is created and available to all the real estate agents and their clients.
- **Website** - Kapalua's website had over one million hits from 309,000 unique visitors YTD.
- **Kapalua Realty Journal** - Produced quarterly to promote Kapalua Realty listings and services.
 - Direct mailed to our owner database
 - Distributed in our Gold Villa rental program
 - Distributed throughout the Kapalua Resort
- **Real Estate Gallery** - The sales center is open seven days a week and located in the Real Estate Gallery where guests begin their visit to our community. Listings are displayed in our showroom.
- **Real Estate Tours** - Real estate tours promote our listings and are available upon request to the public, resort guests and The Ritz-Carlton guests.
- **Open Houses** - Kapalua Realty staff, weekly open houses on Kapalua Resort for the benefit of resort guest interested in ownership.
- **Embrace Magazine** - An annual magazine produced by Kapalua Resort to promote our listings and services.
 - Distributed in-room at all resort accommodations (The Ritz-Carlton, Kapalua, The Kapalua Villas, Villas Sales Team)
 - Available in all Mokulele air planes

WEBSITE - KAPALUA REALTY'S HOMEPAGE

Currently 88°F ☀️ 今午 晴


[ABOUT KAPALUA](#)
[ACCOMMODATIONS](#)
[REAL ESTATE](#)
[RECREATION](#)
[GOLF](#)
[GIFT SHOP](#)



SEARCH LISTINGS

Show All Listings

Property Type

Neighborhood

SEARCH LISTINGS

More
INFORMATION

Kapalua Realty
 800-545-6439
[Request More Information](#)

Mauai Hawaii Real Estate

Lifestyle
 Condos/Retires
 Homes & Homesites
 Current Listings
 Kapalua Realty
 New Developments
 Rental/Lease

ALL MLS LISTINGS

Real Estate

Return to Kapalua Resort year after year or make it your home for a lifetime. When you own a piece of Kapalua Resort, time is your companion. Because here, life is measured by the adventures, not days and once you've indulged in this blissful pace of life, you'll want to relive it over and over again... every single day. Unwind in the leisurely atmosphere that is the Kapalua Resort lifestyle. Indulge in the countless activities that surround you - golf, tennis, and water sports - the choice is yours when you become one of the privileged few to call Kapalua home.

The *Kapalua Club* offers the perfect way to experience the resort's active lifestyle with access to a myriad of amenities and services as well as exclusive club-only privileges.

At Kapalua Realty, we focus on Maui's finest properties and specialize in the premier condominium villas and single-family homes and home sites that are skillfully placed throughout the resort. As the "Official Kapalua Experts", Kapalua Realty has the firsthand knowledge and dedicated staff to make your dreams of home ownership a reality.

Search our [current home listings](#), view and download our [Kapalua Realty Journal](#) or visit us at our sales gallery at 700 Office Road next to the Honolulu Store.

Current Homes for Sale

<p>Single-Family Home Neighborhoods</p> <p>The Plantation Estates at Kapalua Kapalua Place Pineapple Hill Estates Pineapple Hill Hanalei Ridge</p>	<p>Condominium Neighborhoods</p> <p>The Ritz-Carlton Kapalua Hotel Suites The Ritz-Carlton Club and Residences Kapalua Bay The Coconut Grove The Bay Villas The Ironwoods The Ridge Villas The Golf Villas</p>
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Sign up now

First Name


Email

Zip Code

SUBMIT

OR CALL 800-545-6439

- [INTERACTIVE MAP](#)
- [VIDEO TOUR](#)
- [PHOTO GALLERY](#)
- [KAPALUA CLUB](#)
- [CLUB MEMBER LOGIN](#)
- [SEND TO A FRIEND](#)
- [SEND A KAPALUA E-POSTCARD](#)



LAST LOT LEFT

1-800-545-VIEW
 HONOLULU.EDGE.COM

800-KAPALUA

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Our Real Estate Ads appear in:

- Real Estate Maui Style
- Homes and Land Maui
- Modern Luxury Hawaii
- Guest Informant
- Best of Maui
- Maui No Ka 'Oi
- Private communities.com
- Local Television
 - CNN
 - Bravo
 - Fox News
 - Paradise Television
 - CNBC
- Golf Channel



Come Live
Where Champions Play

Land of Championship Golf • Miles of Unspoiled Beaches • Pastoral Atmosphere

At Kapalua Resort, you can do it all or nothing at all... Our 23,000 acres of legendary beauty offer a resort experience that is unparalleled in Hawaii.

Find your piece of paradise at Kapalua Resort.

Call today for a private tour of our finest residences

808 665.5400 | kapalua.com


Kapalua
Realty





Come Live

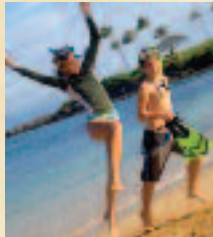
Where Champions Play



Land of Championship Golf

Miles of Unspoiled Beaches

Pastoral Atmosphere



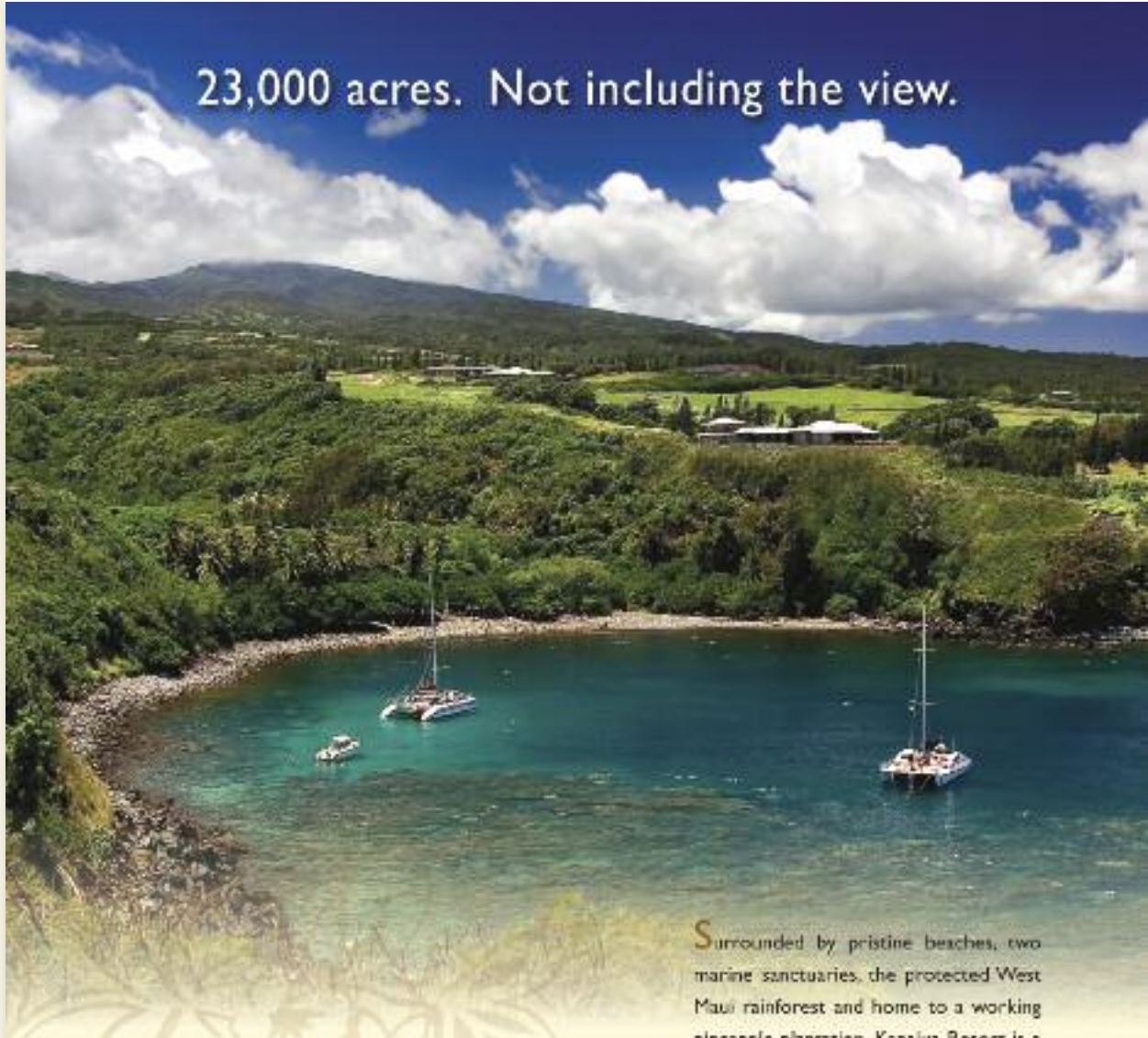
Kapalua Resort brings together 23,000 acres of legendary beauty with the finest golf in the islands and an award-winning resort experience unparalleled in Maui and Hawaii.

Call today for a private tour of our finest residences




*Kapalua
Realty*

808.665.5400 | kapalua.com



23,000 acres. Not including the view.

Call for a tour of our fine properties:

Honolua Ridge • Coconut Grove • Kapalua Place

The Bay Villas • The Golf Villas • The Ridge Villas

Pineapple Hill • Plantation Estates • The Ironwoods

The true specialists in Kapalua living

Surrounded by pristine beaches, two marine sanctuaries, the protected West Maui rainforest and home to a working pineapple plantation, Kapalua Resort is a naturally beautiful place to live. Championship golf courses, endless miles of hiking and biking trails, spas, fine restaurants and every luxurious diversion you can imagine all await your arrival.

Kapalua Resort is no mere destination. It is a way of life.



808-665-5454 • 1-800-545-VIEW • 700 Office Road, Lahaina, Maui, Hawaii 96761
www.kapaluar Realty.com • email: paradise@kapaluar Realty.com

THREE LOCATIONS ON RESORT



Sales Gallery Desk

Located at the Honolua Village Center



Plantation Desk

Located at the Plantation Course Clubhouse



Café Kapalua Desk

Located at the Kapalua Resort Center

OUR ON-SITE SALES GALLERY



- Our Sales Gallery, open and staffed seven days a week, 365 days a year, is located in Kapalua Resort Real Estate Gallery, where many of our resort guests, many who are potential buyers, stop by during their visit to our resort community each year.
- State-of-the-art marketing is in place for timely sales and contract information, and for servicing our buyers and sellers.



KAPALUA RESORT VS. MLS WEBSITE DISCUSSION

Site Traffic

Although the MLS system allows for listings to be highlighted by multiple Realtors which may be considered an advantage, the Kapalua Realty real estate website generates a large amount of traffic and benefits from the full marketing muscle of Kapalua Resort. While national sites like Realtor.com generate large amount of traffic, in any given local region such as West Maui, local searches on those sites would most likely pale in comparison to the Kapalua Realty website. Our kapalua.com website generates an average 166,667 hits and 51,500 unique visitors per month.

Search Engine Rankings

The Web site is well reference in the main search engines, including Google, Yahoo!, MSN, and others. Free search engines listings are also enhanced with Pay-Per-Click.

Exclusivity

Having the Kapalua Realty listings additionally listed on the Kapalua Realty Web site lends an air of exclusivity to these premiere properties. These properties are represented in a polished manner under the presentation control of Kapalua Realty.

Service

Perhaps the most important aspect of having the Kapalua Realty listings run exclusively through Kapalua Realty is **service**. The Kapalua Realty agents are professional, well trained and very knowledgeable about the details of Kapalua Resort.

KAPALUA RESORT WEBSITE - EXAMPLE LISTINGS PAGE

Currently 82°F Sun 10:00 AM

ABOUT KAPALUA
ACCOMMODATIONS
REAL ESTATE
RECREATION
GOLF
GIFT SHOP

SEARCH LISTINGS

Show All Listings

Property Type
Any Property Type

Neighborhood
Any Neighborhood

SEARCH LISTINGS

More Information

Kapalua Realty
Kapalua-Style
Resort/Residences

Hawaii Hawaii Real Estate
Active
Condominiums
Homes & Villas
Current Listings
Kapalua Realty
New Developments
Kapalua Bay

New Filter SEARCH

Current Listings

Condominiums * Sold by a Kapalua Realty agent

PROPERTY	AREA	SQ. FT.	BED	BATH	LIST PRICE
THE RITZ-CARLTON KAPALUA HOTEL SUITES					
The Ritz-Carlton Kapalua Hotel Suites 1692	The Ritz-Carlton Kapalua Hotel Suites	872	1	1	\$350,000.00
The Ritz-Carlton Kapalua Hotel Suites 1752	The Ritz-Carlton Kapalua Hotel Suites	872	1	1	\$1,450,000.00
The Ritz-Carlton Kapalua Hotel Suites 1721-23	The Ritz-Carlton Kapalua Hotel Suites	1323	2	2	\$1,590,000.00
The Ritz-Carlton Kapalua Hotel Suites 1321-23	The Ritz-Carlton Kapalua Hotel Suites	1423	2	2	\$2,150,000.00
THE RITZ-CARLTON CLUB AND RESIDENCES, KAPALUA BAY					
The Residences at Kapalua Bay 5102	The Ritz-Carlton Club and Residences, Kapalua Bay	3125	3	3.5	\$4,285,000.00
The Residences at Kapalua Bay 1401	The Ritz-Carlton Club and Residences, Kapalua Bay	3000	3	3.5	\$2,110,000.00
The Residences at Kapalua Bay 2501	The Ritz-Carlton Club and Residences, Kapalua Bay	4271	4	4.5	\$8,295,000.00

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**OUR TEAM IS READY TO ASSIST YOU
WITH YOUR REAL ESTATE DECISIONS
AT KAPALUA RESORT**



Sales Executives

BACK ROW: Ray Jackson, Joanne Foxxe, Baldev Singh, Sharen Sylva, Marcy Rhody, Rhonda Pang, Kaori Imhoff, Kimi Withalm, Richard Lopez and Rob Shelton. FRONT ROW: Ben Willis, Jeannine Carr, Courtney Brown and Sunny VerMaas.



Sales Support

Sharen Sylva, Ray Jackson and Rhonda Pang.

Full Service Marketing Department (Not Pictured)

NO ONE KNOWS KAPALUA RESORT BETTER



Sharen Sylva

Principal Broker, GRI

- Licensed Realtor since 1980
- Started work at Kapalua Realty in 1995
- Principal Broker since 2000
- Born and raised in Hawaii
- Experienced, honest, trustworthy and efficient



Baldev Singh, PhD

Realtor (B)

- 20 years experience at Kapalua Realty
- Professional Licensed Broker for 19 years
- PhD & Post Doctoral Fellow
- Top 100 Realtors in State of Hawaii 2008



Kimi Withalm

Realtor (S)

- Resides in Kapalua
- Speaks fluent Japanese
- Realtor with Kapalua Realty since 1987
- Loves classical music, cooking and walking in Kapalua



Jeannine F. Carr

Realtor (B)

- Born in California, educated in California and Hawaii
- Resident of Maui since 1976
- Happily married to Phil
- Kapalua Realty agent for 10 years
- Latest passion golf!



Rhonda Pang

Realtor (S)

Escrow Coordinator

- Employed with Kapalua since 1995
- Born and raised in Lahaina
- Avid ballroom dancer and golf enthusiast



Rob Shelton

Realtor (S)

- Career started at Kapalua in 1978
- Extensive resort background
- Consistent top producer
- Team and goal oriented
- President, Lahainaluna High School Foundation



NO ONE KNOWS KAPALUA RESORT BETTER



Sunny VerMaas

Realtor (B), TRC

- Hawaii Realtor/Broker for over 17 years
- California Realtor/Broker for over 20 years
- Resort Property Specialist



Richard Lopez

Realtor (B), CRB, RPS

- Former President of Kauai Business Council and Kauai Board of Realtors
- Resort & Recreation Specialist, Certified Broker Manager
- Hawaii Realtor/Broker for over 25 years.



Courtney M. Brown

Realtor (S), e-PRO

- Resides in Kapalua
- Hometown: Makawao, Maui
- Education: Smith College
- Career Highlights: Forming life long relationships while helping clients find their dream home



Marcy Rhody

Realtor (B), GRI, ABR

- Real Estate Broker specializing in Kapalua & West Maui properties
- Kapalua resident and Club member
- Avid golfer and outdoor interests



Ben Willis

Realtor (S)

- In the real estate business since 1983
- Realtor with Kapalua Realty since 2001
- Kapalua resident since 2001
- Married to Kim and 3 wonderful children



Joanne Foxxe

Realtor (S), CRS, GRI, SRES

- Licensed Realtor in California and Hawaii since 1986
- With Kapalua Realty since 2007
- Certified Residential Specialist, UC Santa Cruz
- Resort & Luxury Home Expert



Kaori Imhoff

Realtor (S)

- Born & raised in Tokyo, Japan
- US resident for 20 years
7 years on Maui
- Speaks fluent Japanese
- Provides exceptional service and professionalism