



2073 Wells Street, Suite 101
Wailuku, Hawaii 96793
Phone 808.242.5700
Fax 808.442.1255

June 30, 2026

Via electronic submission:

Maui County Council
Housing and Land Use Committee
Kalan O Maui Building, 8th Floor
200 S. High Street
Wailuku, HI 96793

Attn: Hon Nohelani U‘u-Hodgins, Committee Chair
Hon. Kauanoë Batangan, Committee Vice-Chair

RE: Resolution 26-110 and Resolution 26-111; Kapalua Ridge Villas, 100 Ridge Road, Lahaina, HI 96761; (2) 4-2-001-003-0001 through 0161

Dear Committee Chair U‘u-Hodgins, Vice-Chair Batangan, and members of the HLU Committee,

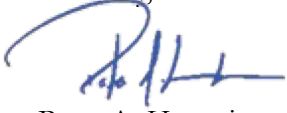
On behalf of the Association of Apartment Owners of Kapalua Ridge Villas (the “Ridge Villas”), we write (1) in support of Resolutions 26-110 and 26-111 that will come before the committee on July 1, 2026, and (2) to respectfully request that the Ridge Villas be added to the list of properties to be rezoned H3 or H4 pursuant to either of the above resolutions, or included in a similar resolution that may be introduced and referred to your committee.

For your consideration, I enclose a letter dated June 18, 2026, from the Ridge Villas Board that explains in detail how the Ridge Villas meet the criteria set out by the County Council through this Committee’s Temporary Investigative Group on Transient Vacation Rentals in Apartment Districts Final Report (HLU-4(1))(PAF 25-226) submitted October 14, 2025 (the “TIG Report”). I also enclose a list of recent sales and listed properties within the Ridge Villas that further documents the assertions in my client’s letter of June 18, 2026.

We remain available to provide the Committee and its members with further information as needed. We further thank you all for your hard work on the current resolutions, the entire process that led to this point, and the work yet to come.

July 1, 2026
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Sincerely,

A handwritten signature in blue ink, appearing to read 'Peter A. Horovitz', with a large, sweeping initial 'P'.

Peter A. Horovitz

Enclosures

Kapalua Ridge Villas



June 18, 2026

The Honorable Richard T. Bissen, Jr.
Mayors.Office@co.maui.hi.us
200 S. High Street
Kalana O Maui Building
Wailuku, HI 96793

Jacky Takakura
planning@mauicounty.gov
Maui Planning Director
2200 Main Street
One Main Plaza
Suite 315
Wailuku, HI 96793

Brian Ward (Chair)
Andrea Kealoha (Vice Chair)
Joshua Circle-Woodburn
Virgilio Agcolicol
Mark Deakos
Christopher Elizaes
Crichton Lind
Keaka Kamai
Prentis-Ray No'eau Patao
planning@mauicounty.gov

Thomas Cook
thomas.cook@mauicounty.us

Gabe Johnson
gabe.johnson@mauicounty.us

Kauanoë Batangan
kauanoë.batangan@mauicounty.us

Alice K. Lee
alice.lee@mauicounty.us

Tamara Paltin
tamara.paltin@mauicounty.us

Keani Rawlins-Fernandez
keanli.rawlins@mauicounty.us

Shane Sinenci
shane.sinenci@mauicounty.us

Yuki Lei Sugimura
yukilei.sugimura@mauicounty.us

Nohelani U'u-Hodgins
nohe.uu-hodgins@mauicounty.us

Dear Mayor Bissen, Maui County Council Members, and Maui Planning Commission:

The homeowners of **Kapalua Ridge** are seeking inclusion in the H3/H4 category and continue TVR use. Kapalua Ridge meets all criteria required for inclusion as noted in Bill 88:

1. Kapalua Ridge was built in 1979, having a valid building permit and planned development approval.
2. The homeowners at Kapalua Ridge have conducted legal TVR use since 1979, as confirmed by real property tax classification and payment of GET and TAT.
3. Kapalua Ridge consists of 161 units and will not increase or add any additional TVR units.
4. To the best of our knowledge, Kapalua Ridge homeowners hold current GET and TAT licenses and are current on all state and county taxes, fines, and penalties related to the TVR.

The Kapalua Resort is a master planned destination resort established by the Maui Land & Pineapple Company in the 1970s. Among the Kapalua Resort communities are the Kapalua Bay, Ridge, and Golf Villas. Kapalua Ridge was built in 1979 and is comprised of 161 units. The Villas are an integral part of the Kapalua Resort with the Kapalua Ridge Villas, originally available for short-term rental through the Kapalua Bay Hotel and Villas. Further history of the Resort is available at [Kapalua Maui Hawaii \(uli.org\)](http://KapaluaMauiHawaii.org).

State and County records establish that the original Kapalua Resort plan included short-term rental use at Kapalua. Refer to the [“Purpose of Use” section of Developers Reports attached below](#). Maui County approved Kapalua Ridge as an integral component of the original Kapalua Resort Master Plan and it was subsequently designed and developed. The project was never intended to function as workforce housing or long-term residential housing. Rather, it was developed as a visitor accommodation property within the Kapalua Resort and historically operated in conjunction with the Kapalua Bay Hotel. Ridge units were regularly utilized as overflow accommodations for hotel guests, reinforcing their intended role as part of the resort's visitor lodging inventory. For decades, Maui County recognized Kapalua Ridge as a Hotel/Resort property. It was not until 2021 following the passage of Bill 130 on December 5, 2020, that the County reclassified these units as Short-Term Vacation Rentals (STVRs). While the tax classification changed, the property's physical characteristics, resort-oriented design, and visitor accommodation use remained unchanged.

Therefore, Hawaii State and Maui County records show that, while the Kapalua Resort was not intended or built as attainable or workforce housing, Maui Land & Pineapple did build other affordable and workforce housing as a condition for approval of the Kapalua Resort master plan 50 years ago. A December 2002 Planning Department environmental impact statement (on page 7) reported Maui Land & Pineapple had developed 450 affordable housing units on Maui and “also has complied with all requirements for affordable or employee housing previously imposed as conditions of developing the existing Kapalua Resort”. [2002-11-DD-MA-FEIS-Kapalua-Mauka-Resort-Expansion.pdf \(hawaii.gov\)](#). Reportedly, Maui Land & Pineapple's affordable and workforce housing initiatives included projects in Napili Hau as well as Pailolo Views, Kapua Views, and Pulelehua.

Kapalua Ridge also has home market values that are not financially attainable housing for most Maui residents and homeowners should be allowed to continue TVR use. Using actual home sales data as a method to determine attainability, over the past 12 months, the average selling price of Kapalua Ridge properties was \$1.048M for one bedroom units, and \$1.945M for two bedroom units. The average list prices for units that are currently for sale are \$1.28M for the 7 one bedroom units, \$2.13M for the 3 two bedroom units for sale, and \$2.60M for the 2 rare three bedroom units for sale.

Additionally, annual AOA dues and property insurance coverage has averaged over \$30,000 per owner these past three years. Mortgages, personal insurance, taxes, and unit upkeep and maintenance are similarly expensive. As an example, if an individual desires to purchase a two bedroom home at \$1.945M, and places a 20% deposit of \$389,000, the monthly mortgage payment for the remaining 80% loan balance would range between \$11,835 to \$12,355 at current interest rates. AOA monthly dues and the other previously noted expenses add further to this required financial burden and would place monthly home ownership costs at approximately \$15,000 per month. Kapalua Ridge AOA rules also prohibit pets, limit occupancy, restrict common area activities, and exclude work vehicles. In all respects, the Kapalua Ridge Villas were planned, built, sold, and continuously used since 1979 as destination resort properties. They are not now, nor have they ever been feasible workforce housing.

Owners and our guests of the Kapalua Ridge Villas provide enormous economic support for hundreds of local Maui residents who work for property management companies, for our association, for the local premiere Kapalua golf course, for restaurants, for local shops and stores, for local artists and craftsman, for furniture and appliance stores across the island, for home remodelers and repair specialists, and for many other Maui-based businesses. Eliminating our privilege to rent our homes will have a devastating impact on so many Maui people who depend on a healthy Kapalua Resort community for their economic welfare as they have now done for over 45 years.

Respectfully,

Kapalua Ridge AOA Board on behalf of Kapalua Ridge Homeowners

100 Ridge Rd, Lahaina, HI 96761 — Kapalua Ridge Villas | Sales & Active Listings (Last 12 Months)

Unit #	Beds	Baths	Sq Ft	Status	Sale Date	Price	\$/Sq Ft	Source
2923	1	2	1150	Sold	11/18/2025	\$890,000	\$774	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-2923-Lahaina-HI-96761/71764272_zpid/
2915	1	2	1162	Sold	3/11/2026	\$1,350,000	\$1,162	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-2915-Lahaina-HI-96761/71764271_zpid/
2712	1	2	1125	Sold	3/19/2026	\$840,000	\$747	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-2712-Lahaina-HI-96761/80329599_zpid/
211-13	2	3	1778	Sold	3/9/2026	\$1,500,000	\$844	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-211-13-Lahaina-HI-96761/80329524_zpid/
1022-24	2	3	1778	Sold	4/6/2026	\$2,085,000	\$1,173	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-1022-24-Lahaina-HI-96761/756418_zpid/
723	1	2	1150	Sold	4/7/2026	\$850,000	\$739	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-723-Lahaina-HI-96761/80329540_zpid/
1722	1	2	1150	Sold	5/14/2025	\$1,375,000	\$1,196	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-1722-Lahaina-HI-96761/71764247_zpid/
815	1	2	1162	Sold	5/30/2025	\$1,100,000	\$947	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-815-Lahaina-HI-96761/80329542_zpid/
612	1	2	1125	Sold	9/22/2025	\$840,000	\$747	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-612-Lahaina-HI-96761/80329536_zpid/
2721	1	2	1125	Sold	9/4/2025	\$1,140,000	\$1,013	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-2721-Lahaina-HI-96761/80329600_zpid/
1723-24	3	3	1900	For Sale		\$2,950,000	\$1,553	https://www.zillow.com/homedetails/100-Ridge-Rd-172324-Lahaina-HI-96761/71764248_zpid/
2911-13	2	3	1778	For Sale		\$2,495,000	\$1,403	https://www.zillow.com/homedetails/100-Ridge-Rd-291113-Lahaina-HI-96761/71764269_zpid/
2023-24	3	3	1806	For Sale		\$2,300,000	\$1,274	https://www.zillow.com/homedetails/100-Ridge-Rd-UNIT-2023-24-Lahaina-HI-96761/71764259_zpid/
1911-13	2	3	2114	For Sale		\$2,049,000	\$969	https://www.zillow.com/homedetails/100-Ridge-Rd-UNIT-1911-13-Lahaina-HI-96761/71764254_zpid/
1223-24	2	3	1756	For Sale		\$1,980,000	\$1,128	https://www.zillow.com/homedetails/100-Ridge-Rd-UNIT-1223-24-Lahaina-HI-96761/80329555_zpid/
1413-15	2	3	1778	For Sale		\$1,900,000	\$1,069	https://www.zillow.com/homedetails/100-Ridge-Rd-UNIT-1413-15-Lahaina-HI-96761/80329558_zpid/
2612	1	2	1229	For Sale		\$1,545,000	\$1,257	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-2612-Lahaina-HI-96761/80329593_zpid/
514	1	2	1125	For Sale		\$1,250,000	\$1,111	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-514-Lahaina-HI-96761/756412_zpid/
2022	1	2	1150	For Sale		\$1,250,000	\$1,087	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-2022-Lahaina-HI-96761/71764258_zpid/
2622	1	2	1150	For Sale		\$1,250,000	\$1,087	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-2622-Lahaina-HI-96761/80329596_zpid/
1614	1	2	1125	For Sale		\$1,219,000	\$1,084	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-1614-Lahaina-HI-96761/80329564_zpid/
1624	1	2	1125	For Sale		\$1,195,000	\$1,062	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-1624-Lahaina-HI-96761/80329566_zpid/
2914	1	2	1125	For Sale		\$1,189,000	\$1,057	https://www.zillow.com/homedetails/100-Ridge-Rd-APT-2914-Lahaina-HI-96761/71764270_zpid/