

# DREW'S NEWS

Volume 4, Number 6

A Real Estate Newsletter

November/December, 1991

## Paradise at a discount

This year started with a war and a recession. The hoped-for recovery has been feeble at best. Many mainland businesses are tightening their belts.

Hawaii, and our island of Kauai, has been relatively lucky. The recession that bedeviled the mainland never really hit us here.

But most of our island economy is keyed to tourism, and what affects the mainland, affects us. We, too, are looking for an economic recovery.

In real estate, the reality is that even with excellent interest rates, good selection and lower prices, the Kauai market is faltering.

Kiahuna Plantation provides an example of the Kauai real estate slowdown. In 1990, we had 36 recorded sales -- a pretty good year. To date in 1991, we have had 8 -- a 78 percent drop in sales activity in one year. And there are only 45 days left in the year.

The projections are good for tourism in the upcoming winter season. Sellers and Realtors are both looking forward to more activity in the real estate market.

Sellers will have to be patient for the remainder of the year, and will have to be more negotiable with buyers in the upcoming year.

For qualified buyers, this is your time to shine. Explore the market, research the data and make offers. More than any time in recent memory, you now have the opportunity to buy paradise at a discount.

My best wishes to you and your loved ones during the holiday season.

*-Drew*



**Andrew "Drew" Vento**  
Realtor, G.R.I.  
Makai Properties

## May we have your correct address?

Last month, we switched to a new computer data base for our mailing list.

As with most new programs, we may have glitches. Some names may have been duplicated, lost or sent with incorrect information.

Please check the address we have for you. If it is incorrect, or if you wish *Drew's News* to be sent to another address, let us know.

If you plan to move or change address, drop us a change of address card, available at your post office.

Mail to: *Drew's News*, P.O. Box 1379, Koloa, HI 96756.

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## Limit Liability: Inspect and Maintain your Property!

*This information is provided by attorney Nancy J. Budd, who specializes in real estate, business and estate planning. Her offices are in Lihue, Kauai. Consultations by appointment: (808) 245-5343.*

As a landowner and/or lessee of property, your responsibility to care and maintain it extends to those outside your property line.

Largely for historical reasons, the evolution of rights and responsibilities concerning the use and condition of property has been keyed to possession of the property.

The theory behind this evolution is that the person in possession of property is in the best position to control its use, and to prevent harm to others.

There are three levels of liability for a landowner or other person or entity in control of property:

- First, *intentional* activities that could result in liability, such as discharging a poisonous gas which could travel to an adjoining property;

- Second, *negligent* activity, such as when a landowner allows a building to fall into such disrepair that it is a danger to passersby;

- Third, certain *activities prohibited by law* for which a landowner could be held strictly liable.

The majority of claims are in the area of negligence.

You can be held liable for negligence if you do not reasonably protect the persons or property outside your property from injury.

For example, when building a home or structure on your property, or when excavating or performing other operations on your property, you are required to use "reasonable care" to avoid danger to people or property in the surrounding area. This includes making periodic inspections and necessary repairs.

If a tree has not been trimmed and a limb drops; if a sign falls from a building; if a piece of roofing disengages and lands on a neighboring property; you, as property owner and/or lessee, are likely to be held liable.

In addition, you must take particular care to keep your property safe for children who may stray onto it. Take whatever steps are necessary to disguise or secure attractions, such as a swimming pool, as well as dangerous conditions around your property.

*If you have a legal question you would like answered, drop me a card. Nancy Budd will respond in an upcoming Drew's News.*

## Tax Break for Owner-Occupied Homeowners

Owner-occupied property owners may take advantage of a new County law that caps property taxes.

The new law, "Dedication for Home Use," creates a program through which an owner dedicates his or her property for owner occupation only. In return, the program caps any increase in real property taxes to not more than six percent annually, regardless of any rise in property assessment value.

The law, which goes into effect January 1, 1992, contains stringent rules. Anyone seeking to save on reduced taxes must consider these rules.

For example, a home owner may not move or sell the home for 10 years after dedication. If a violation occurs, the owner will have to pay back taxes, with interest, and will be subject to a penalty of one percent of the home's value.

The Dedication for Home Use law contains additional restrictions. A homeowner should seek detailed information before dedicating.

For forms and information, call the Kauai County Real Property Tax Division at 245-7366.

## Shopping for a Mortgage? Know the Total Costs

Interest rates have fallen dramatically, and many property owners and first-time buyers are seeking to refinance or to obtain a purchase mortgage.

When considering a fixed rate loan, the interest rate determines the monthly payment due for the life of the loan.

However, some banks and lending institutions are promoting teaser rates to lure the consumer. In many cases, these lower rates are offset by fees.

Ask upfront exactly what fees will be charged. The amount differs greatly from lender to lender. Get a good faith estimate in writing before you put down any money--most application fees are non-refundable.

It's even more important to get accurate information if you are considering an adjustable rate mortgage (ARM). There are many types of ARMs and a variety of indexes used in the ARM market. Your time spent investigating the total picture will be well spent.

## ISLAND RESIDENTIAL UPDATE

Total Residential Properties Available: **405**

Price Range	West Shore	South Shore	Lihue Area	Wailua/Kapaa	North Shore
Under \$150,000	4(1)	0	0	3	0
\$151,000 - \$250,000	10	12	12	44	16
\$251,000 - \$350,000	6	23	9	38	23
\$351,000 - \$500,000	1	24	4	26	40
Over \$501,000	1	33	4	17	55
<b>TOTALS</b>	<b>22</b>	<b>92</b>	<b>29</b>	<b>128</b>	<b>134</b>

Source: Multiple Listings Service (MLS) as of 11/1/91

## AVAILABLE SOUTH SHORE HOUSES (FS)

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Eleele	11,816	1,169	3	1.0	\$199,000
Eleele	10,354	2,928	6	3.5	465,000
Kalaheo	3,995	597	1	1.0	169,000
Kalaheo	5,682	800	3	1.0	174,000
Kalaheo	7,534	486	1	1.0	199,950
Kalaheo	4,317	1,100	3	2.0	205,000
Kalaheo	1 acre	500	1	1.0	225,000
Kalaheo	9,000	1,750	3	2.0	269,900
Kalaheo	8,813	1,482	4	3.0	279,000
Kalaheo	10,039	1,280	3	2.0	284,000
Kalaheo	11,321	1,760	3	3.0	285,000
Kalaheo	9,027	1,524	3	2.0	285,000
Kalaheo	1 acre	1,516	3	2.0	292,500
Kalaheo	10,599	800	2	1.0	295,000
Kalaheo	8,874	1,764	3	2.0	295,000
Kalaheo	27,967	2,116	4	3.5	299,000
Kalaheo	9,240	1,332	4	2.0	299,000
Kalaheo	7,633	1,836	3	2.0	305,000
Kalaheo	8,813	1,332	3	2.0	310,000
Kalaheo	8,162	1,450	3	2.0	310,000
Kalaheo	3 acres	500	1	1.0	325,000
Kalaheo	9,024	1,688	3	2.0	325,000
Kalaheo	9,000	1,918	3	2.0	329,000
Kalaheo	9,117	1,344	3	3.0	330,000
Kalaheo	14,325	1,200	3	2.0	330,000
Kalaheo	9,205	1,569	3	2.5	350,000
Kalaheo	8,978	1,720	3	2.5	357,000
Kalaheo	1.06 acres	1,362	2	2.0	375,000
Kalaheo	8,003	1,354	3	2.0	395,000
Kalaheo	9,000	2,108	4	3.0	398,000
Kalaheo	10,829	1,920	4	3.0	399,000
Kalaheo	18,665	2,582	4	2.0	399,950
Kalaheo	8,001	1,989	2	2.5	409,000
Kalaheo	8,100	1,661	4	2.5	410,000
Kalaheo	11,237	1,968	3	3.0	415,000
Kalaheo	9,952	1,800	3	2.0	430,000
Kalaheo	9,014	2,400	5	3.0	450,000
Kalaheo	22,000	1,232	3	1.8	450,000
Kalaheo	12,950	3,000	5	4.5	460,000
Kalaheo	10,009	2,493	4	3.5	469,900
Kalaheo	10,382	2,851	4	3.0	480,000
Kalaheo	10,250	2,700	4	2.5	559,000
Kalaheo	30,395	6,638	6	5.0	685,000
Kalaheo	1.16 acres	3,012	3	3.5	695,000
Kalaheo	11,240	2,456	4	3.0	750,000
Kalaheo	12,945	2,800	3	3.0	875,000
Kalaheo	12.28 acres	9,437	12	12.0	6,900,000
Lawai	9,941	812	2	1.0	185,000
Lawai	4,567	1,216	3	2.5	199,000
Lawai	7,500	1,509	4	3.0	239,000
Lawai	1 acre	1,054	2	1.0	295,000
Lawai	18,033	3,170	6	4.0	425,000
Lawai	3.4 acres	1,424	4	2.0	575,000
Lawai	5.58 acres	2,600	3	4.0	795,000

Source: Multiple Listings Service (MLS) as of 11/1/91

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## Over 400 Island Homes for Sale

In the last issue of *Drew's News*, we listed 378 homes available island-wide. This issue the total is 405, a increase of 7 percent.

area	issue this / last	% change
West side	22 22	---
South Shore	92 91	+1
Lihue area	29 29	---
Wailua/Kapaa	128 121	+6
North Shore	134 115	+16
Totals	405 378	+7

## Your Contractor Needs a License

Unlicensed contractors can mean big trouble.

Of 575 contractor-related cases referred to the Hawaii Department of Commerce and Consumer Affairs in the last year, 59 percent involved unlicensed contractors.

"It's an incredible problem in our community," says Sharon Leng, an enforcement and complaints officer with the Regulated Industries Complaint Office.

Leng recommends three steps to take before hiring a contractor:

- Make sure the contractor is licensed (call 586-3000)
- Check for complaint history (call 586-2677)
- Draft a contract, with all the terms listed.

A consumer who hires an unlicensed contractor has no recourse if the work is incomplete or faulty. You can also be held liable if someone is injured on the job or if the work is substandard or violates building codes.

Consider: The money you save may be a savings you can't afford!

## ISLAND CONDO UPDATE

Total Condominiums for Sale: **398**  
 Fee Simple (FS) - 268    Leasehold (LH) - 130

Price Range	South Shore		Lihue Area		Wailua/Kapaa		North Shore	
	FS	LH	FS	LH	FS	LH	FS	LH
Under \$150,000	4	6	20	8	12	16	20	20
\$151,000 - \$250,000	41	26	15	0	4	7	54	24
\$251,000 - \$400,000	38	12	3	0	4	1	23	3
Over \$401,000	12	7	0	0	2	0	2	0
<b>TOTALS</b>	<b>95</b>	<b>51</b>	<b>38</b>	<b>8</b>	<b>29</b>	<b>24</b>	<b>106</b>	<b>47</b>

Source: Multiple Listings Service (MLS) as of 11/1/91

## Condo Choices Up in Poipu

In the last issue of *Drew's News*, we listed 386 condominiums available island-wide. This issue we have 398, an increase of 3 percent.

area	issue		%
	this	last	
South Shore	146	140	+4
Lihue area	46	41	+12
Wailua/Kapaa	53	53	---
North Shore	<u>153</u>	<u>152</u>	+1
<b>Totals</b>	<b>398</b>	<b>386</b>	<b>+3</b>

## AVAILABLE SOUTH SHORE CONDOMINIUMS

PROJECT	BED	BATH	UNITS AVAIL	LAND TENURE	ASKING PRICE	
					LOW	HIGH
Hale Kahamalu	No condos available					
Kahala I at Poipu Kai	1	1.0	8	FS	\$164,500	\$260,000
	2	2.0	5	FS	218,000	265,000
Kahaleo Pali Kai	3	2.0	8	FS	165,000	189,000
Kiahuna Plantation	1	1.0	34	LH	115,000	465,000
	2	2.0	2	LH	675,000	890,000
Koloa Gardens	2	2.0	1	FS	179,900	-----
Kuhio Shores	1	1.0	1	FS	225,000	-----
	2	2.0	2	FS	329,000	390,000
Makahuena	2	2.0	10	LH	149,000	1,600,000
	2	2.5	3	LH	182,500	295,000
	3	2.0	1	LH	270,000	-----
Makanui Poipu Kai	2	2.0	3	FS	250,000	289,000
	3	2.0	1	FS	325,000	-----
Manualoha Poipu Kai	1	1.0	4	FS	179,500	198,000
	1	2.0	2	FS	195,000	199,000
	2	2.0	6	FS	265,000	375,000
Nihi Kai Villas	2	2.0	13	FS	235,000	335,000
Poipu Crater	2	2.0	3	FS	199,000	232,500
Poipu Kapili	1	2.0	2	FS	325,000	385,000
	2	3.0	3	FS	440,000	475,000
Poipu Makai	No condos available					
Poipu Palms	2	2.0	2	FS	265,000	325,000
Poipu Sands	2	2.0	4	FS	300,000	449,000
Poipu Shores	1	2	1	FS/LH	188,000	-----
	2	2.0	1	FS/LH	2,000,000	-----
	3	3	1	FS/LH	345,000	-----
Prince Kuhio	studio		5	FS	119,000	145,000
Regency at Poipu Kai	2	2.0	4	FS	246,500	289,000
	3	2.5	2	FS	276,250	300,000
Sunset Kahili	1	1.0	1	LH	170,000	-----
Waikomo Streams	1	1.0	3	FS	173,900	180,000
	2	2.0	4	FS	245,000	265,000
Whaler's Cove	2	2.0	3	FS	525,000	625,000
	2	2.5	3	FS	495,000	565,000

Source: Multiple Listing Service (MLS) as of 11/1/91

## Hawaii Makes the Top Ten in \$\$

Hawaii ranked number 10 in the nation in average per capita income in 1990, according to the U.S. Department of Commerce.

Hawaii's ranking was based on a 1990 figure of \$20,254.

Two of the top ten states were West Coast: California and Alaska. Illinois was the only Midwest top ten state. 60 percent of the states were East Coast states; Connecticut ranked number one.

CONNECTICUT .....	\$25,358
NEW JERSEY .....	24,968
MASSACHUSETTS .....	22,642
MARYLAND .....	21,864
ALASKA .....	21,769
CALIFORNIA .....	20,795
NEW HAMPSHIRE .....	20,789
ILLINOIS .....	20,303
HAWAII .....	20,254

**TO BUY OR SELL A  
 CONDO ON KAUAI  
 > CALL DREW <  
 742-6997**

# DREW'S HOT PROPERTIES

## CONDOMINIUMS

### PRINCE KUHIO STUDIO Unit #236

Asking Price \$119,500 FS  
Lowest-priced fee-simple property in all Poipu. A must-see with recent upgrades. Three-minute walk to the beach!

### KIAHUNA PLANTATION Unit #403

Asking Price \$135,000 LH  
Upgraded one-bedroom, one-bath ground floor condo in great condition. Reasonably-priced, and in Kauai's most famous resort!

### KIAHUNA PLANTATION Unit #432

Asking Price \$135,000 LH  
Unit #432 is a third-floor unit with many new upgrades. Vaulted ceilings and nice garden view from the lanai.

### PRINCE KUHIO STUDIO Unit #207

Asking Price \$145,000 FS  
This larger-sized studio offers sweet views of Prince Kuhio Park and of the ocean, just across the road. Good view value!

### KALAHEO PALI KAI Unit #2

Asking Price \$169,900 FS NEW PRICE!  
Large residential 3 bed/2 bath, 2-level, 2 lanai and patio condo with ocean view, pool and tennis! VA & FHA funding.

### KAHALA at POIPU KAI RESORT Unit #824

Asking Price \$180,000 FS  
A 1 bed/1 bath end unit on 2nd floor with views of extinct volcanic crater. Two lanai's with loft. Owner financing very possible.

### POIPU CRATER RESORT Unit #3

Asking Price \$232,500 FS  
Very private 2 bed/2 baths on two levels, many attractive upgrades. Flexible owner financing. Best condo amenities package! Owner says just bring an offer, we can do business!

### KIAHUNA PLANTATION Unit #106

Asking Price \$235,000 LH  
A top-floor unit in top-shape. Good ocean view, good rental history and, like all Kiahuna units, close to all the amenities. Worth it!

### POIPU SANDS at POIPU KAI RESORT Unit #312

Asking Price \$235,000 FS  
Ground floor unit with Poipu Kai's largest pool. Almost 1,000 sf of luxury condominium, near Shipwrecks Beach and Hyatt Hotel.

### KIAHUNA PLANTATION Unit #42

Asking Price \$235,000 LH  
2nd floor 1 bed/1 bath unit with views down the greenway. Excellent location within project, short walk to sandy beaches of Poipu.

### NIHI KAI VILLAS Unit #500

Asking Price \$245,000 FS  
Best value in the complex: 2 bed/2 bath, two-story large end unit. Open beam ceiling, 4 lanais, many upgrades, much, much more!

### MANUALOHA at POIPU KAI Unit #1104

Asking Price \$270,000 FS  
Ground floor 1 bed/1 bath end unit features second bedroom loft with its own lanai. Private park-like location in complex.

## CONDOMINIUMS

### MANUALOHA at POIPU KAI Unit #1006

Asking Price \$305,000 FS  
Wow! Three lanais--ocean, mountain, coastline views! 2 bed/2 bath, sitting room in master suite. Seller wants to make a deal!

### MANUALOHA at POIPU KAI Unit #609

Asking Price \$305,000 FS  
The master suite of this 2 bed/2 bath condo has 2 lanais: one ocean, one mountain view! Excellent condition. Great price!

### NIHI KAI VILLAS Unit #524

Asking Price \$309,500 FS  
Top-floor 2 bed/2 bath unit with open-beam ceiling & ocean view! Great floor plan with tasteful furnishings. Value! View! Location!

### KUHIO SHORES Unit #210

Asking Price \$329,000 FS  
Fish from your lanai! This 2 bed/2 bath unit is that close to the ocean. Great views, excellent condition, excellent price!

## HOMES

### LAWAI -- HORITA ROAD

Asking Price \$225,000 FS  
Cute, cozy 2 bed home with 2 car carport, extra storage. Recently painted in and out, new carpet, perfect landscaping, tranquil views.

### KALAHEO -- ONI STREET, Kai Ikena Subdivision

Asking Price \$299,000 FS  
Large 3 bed/2 bath home with oodles of privacy, great mountain views. Over 600 sf master suite, 300 sf lanai. Best Kalaheo value!

### LIHUE -- APAPANE ST. -- Ulu Ko Subdivision

Asking Price \$395,000 FS  
Large gourmet kitchen, central air, tinted windows, living & family rooms, many custom touches. Plus great central location in Lihue!

### KALAHEO -- PANUI ST. -- Kai Ikena Subdivision

Asking Price \$469,900 FS  
4 bed/3-1/2 bath; designer kitchen; large living, dining, study rooms; fireplace; wraparound lanai; ocean & mountain views!

### LAWAI -- KUA ROAD

Asking Price \$575,000 FS  
Your own botanical garden with stream, orchards, over 3 acres of beauty. 4 bed/2 bath home, garage, lanai. ADU permit possible.

**Andrew Vento**  
Realtor, G.R.I.  
Message Center (808) 332-7414  
742-6997



**Makai Properties**  
Real Estate Sales & Development

# Land Inventory Down 2 Percent

In the last issue of *Drews News*, we had a total of 396 land parcels available island-wide. This issue the total has decreased to 389, an island-wide decrease of 2 percent.

area	issue		% change
	this	last	
West side	12	12	--
South Shore	87	100	-13
Lihue area	11	9	+22
Wailua/Kapaa	79	81	-2
North Shore	<u>200</u>	<u>194</u>	+3
Totals	389	396	-2

## ReCycle in Koloa

People on Kauai's south side can now dispose of recyclable items at a new center at Koloa Ball Park.

The Koloa Recycling Center is currently open only on the first weekend of each month. However, plans are underway to make the Koloa Center permanent in 1992.

The Koloa Recycling Center accepts aluminum cans, newspapers, glass bottles and corrugated cardboard.

Take the time to recycle. Keep Kauai a special place to live.

## Where We Work

Kauai's civilian labor force reached 27,600 in 1989, with 26,800 (97.3 percent) employed.

According to the 1989 report-- the most current detailed report available -- Kauai's major sources of employment were:

Sector	Workers
Services (finance, insurance, real estate, hotel, other) .....	9,050
Trade (wholesale & retail) .....	6,400
Government .....	3,200
Agriculture .....	1,450
Manufacturing .....	1,000

## ISLAND LAND UPDATE

Total Parcels Available: 389

Price Range	West Shore	South Shore	Lihue Area	Wailua /Kapaa	North Shore
Under \$150,000	5	10	5	16	21
\$151,000 - \$250,000	5	25	4	19	56
\$251,000 - \$350,000	0	27	0	13	35
\$351,000 - \$500,000	0	16	0	16	34
Over \$501,000	2	2	2	15	54
TOTALS	12	87	11	79	200

Source: Multiple Listings Service (MLS) as of 11/1/91

## AVAILABLE SOUTH SHORE LAND (FS)

AREA	SQUARE FEET	ASKING PRICE
Eleele	6,022	\$97,500
Eleele	6,056	110,000
Kalaheo	1 acre	120,000
Kalaheo	1 acre	125,000
Kalaheo	11,406	135,000
Kalaheo	7,442	145,000
Kalaheo	21,780	150,000
Kalaheo	11,164	155,000
Kalaheo	6,882	163,500
Kalaheo	12,954	164,900
Kalaheo	18,449	165,000
Kalaheo	8,255	168,000
Kalaheo	1.51 acre	169,000
Kalaheo	8,015	169,000
Kalaheo	12,457	170,000
Kalaheo	1.1 acres	170,000
Kalaheo	19,000	175,000
Kalaheo	10,829	175,000
Kalaheo	10,380	179,900
Kalaheo	12,539	185,000
Kalaheo	1.35 acres	189,000
Kalaheo	8,293	189,000
Kalaheo	.51 acre	195,000
Kalaheo	13,374	195,000
Kalaheo	1.04 acres	199,000
Kalaheo	12,945	199,000
Kalaheo	1.24 acres	225,000
Kalaheo	15,197	250,000
Kalaheo	1 acre	260,000
Kalaheo	2 acres	275,000
Kalaheo	2.63 acres	295,000
Kalaheo	1 acre	299,000
Kalaheo	1.46 acres	299,000
Kalaheo	1.25 acres	329,000
Kalaheo	2.84 acres	349,000
Kalaheo	2 acres	350,000
Kalaheo	24,800	350,000
Kalaheo	1.03 acres	369,000
Kalaheo	2 acres	395,000
Kalaheo	2 acres	450,000
Kalaheo	36,300	450,000
Kalaheo	36,300	450,000
Kalaheo	4 acres	467,900
Kalaheo	4 acres	525,000
Kalaheo	26 acres	1,500,000
Kalaheo	21.73 acres	2,500,000
Lawai	.5 acre	130,000
Lawai	10,100	136,900
Lawai	10,400	138,900
Lawai	1 acre	175,000
Lawai	1.6 acres	200,000
Lawai	1.07 acre	275,000
Lawai	3.21 acres	295,000

Source: Multiple Listings Service, as of 11/1/91

continued on page 7

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Phone \_\_\_\_\_

I am interested in the following:

Price information on my property

I want to sell my property

Location of property: \_\_\_\_\_

I want to buy property

Condos

Land

Residential property

Other

West Side

Poipu/South Shore

Lihue area

Wailua/Kapaa

North Shore

## Property Information Request

I will be happy to answer any real estate questions you have, and to provide information on real estate activity.

Simply fill out and return this information request form.

For immediate assistance, call the Message Center at (808) 332-7414 or call 742-6997.

Mail to:

**Drew's News**

P.O. Box 1379, Koloa, HI 96756

### AVAILABLE SOUTH SHORE HOUSES (FS) (from p. 3)

LOCATION	LOT SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Lawai	18.96 acres	3,040	6	5.5	\$1,750,000
Omao	21,780	967	3	1.0	199,000
Omao	16,227	1,462	3	2.0	370,000
Omao	4.54 acres	3,929	4	3.5	935,000
Koloa	7,792	864	3	1.0	210,000
Koloa	8,380	1,104	3	2.0	240,000
Koloa	10,400	2,208	6	4.0	399,000
Koloa	18,880	3,312	9	6.0	595,000
Poipu	3,625	1,640	2	2.0	265,000
Poipu	6,000	1,660	3	2.0	345,000
Poipu	6,140	1,685	3	2.0	385,000
Poipu	6,033	1,736	3	3.0	389,000
Poipu	7,219	1,986	3	3.0	439,000
Poipu	10,361	2,000	4	3.0	489,000
Poipu	9,043	2,070	3	3.0	495,000
Poipu	11,393	600	1	1.0	550,000
Poipu	11,000	2,200	5	4.0	550,000
Poipu	10,210	1,950	3	2.0	570,000
Poipu	9,248	2,872	3	3.5	575,000
Poipu	10,064	2,453	4	3.5	595,000
Poipu	12,064	2,482	3	2.5	595,000
Poipu	11,575	2,350	3	3.0	650,000
Poipu	11,361	685	2	1.0	750,000
Poipu	9,501	2,696	3	3.0	895,000
Poipu	10,362	2,800	3	3.5	998,000
Poipu	6,308	1,652	3	3.0	1,200,000
Poipu	20,000	1,318	3	3.0	1,295,000
Poipu	2.3 acres	----	--	--	1,350,000
Poipu	9,800	5,508	5	6.0	1,695,000
Poipu	20,335	2,225	4	4.0	1,700,000
Poipu	15,600	2,000	3	2.5	1,750,000
Poipu	----	1,780	3	2.5	1,895,000
Poipu	8,100	2,770	2	2.0	1,995,000
Poipu	2.11 acres	3,560	12	4.0	2,750,000
Poipu	3.2 acres	----	--	--	3,100,000

Source: Multiple Listings Service (MLS), 11/1/91

### AVAILABLE SOUTH SHORE LAND (FS)

continued from p. 6

AREA	SQUARE FEET	ASKING PRICE
Lawai	4.38 acres	\$299,000
Lawai	2.65 acres	350,000
Lawai	32.26 acres	2,300,000
Lawai	28 acres	2,600,000
Omao	25,439	165,000
Poipu	7,313	199,500
Poipu	9,560	237,400
Poipu	11,761	255,000
Poipu	11,682	255,000
Poipu	10,128	305,000
Poipu	11,960	315,000
Poipu	10,108	315,000
Poipu	12,643	325,000
Poipu	11,669	325,000
Poipu	11,263	325,000
Poipu	14,356	345,000
Poipu	10,950	349,000
Poipu	10,325	350,000
Poipu	9,991	350,000
Poipu	10,858	350,000
Poipu	10,470	350,000
Poipu	11,965	359,000
Poipu	9,515	359,000
Poipu	18,014	369,000
Poipu	11,577	375,000
Poipu	20,392	385,000
Poipu	10,942	395,000
Poipu	11,484	400,000
Poipu	18,014	425,000
Poipu	10,000	425,000
Poipu	14,123	449,000
Poipu	9,110	945,000
Poipu	9,400	995,000
Poipu	18,545	1,450,000
Poipu	4.35 acres	4,200,000

Source: Multiple Listings Service (MLS), 11/1/91

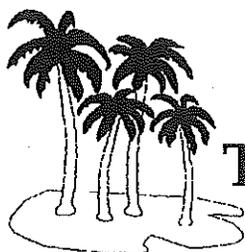
**TO BUY OR SELL HOMES ON KAUAI**

**> CALL DREW <**

**332-7414 or 742-6997**

Property owner: If you have your property listed for sale with another Realtor, please consult him/her for your real estate needs. It is not my intention to solicit clients from other Realtors with this newsletter.

--Drew



## The Real Estate Newsletter of Kauai's South Shore!

### DREW'S HOT LISTINGS!

#### LAND

**OMAO -- ATONI PLACE -- 25,439 sf**

Asking Price **\$165,000 FS**  
Only Omao land listing, comes complete with county-approved house plans. Beautiful lush valley views. Cul-de-sac location affords complete privacy.

**KALAHEO -- KAI IKENA DRIVE -- 1.51 acres**

Asking Price **\$169,000 FS**  
Privacy, views and recent price reduction make this one of the South Shore's best buys. Preliminary sketch for a house & ADU custom-fitted to the property available (permits required).

**KALAHEO -- KAI IKENA DRIVE -- 8,293 sf**

Asking Price **\$189,000 FS**  
Good-sized residential parcel with unblockable breathtaking ocean & mountain views. Owner would prefer a long escrow. For the money, best view lot in Kalaheo!

**KALAHEO -- KAI IKENA DRIVE -- 1.351 acres**

Asking Price **\$189,000 FS**  
Cul-de-sac location offers outstanding views and lots of privacy. Preliminary sketch for a house & ADU custom-fitted to the lot available (permits required).

**KALAHEO -- PANUI STREET -- 12,950 sf**

Asking Price **\$199,000 FS**  
Oversized residential parcel with unblockable ocean & mountain views. Approved plans, over \$30,000 in improvements in place. If you are looking for a residential parcel, this is it!

**KALAHEO -- KAI IKENA DRIVE -- 1.037 acres**

Asking Price **\$199,000 FS**  
Great potential! This property lends itself to different configurations for two dwellings, each with privacy and views, or one home with all the room you could want (permits required).

#### LAND

**POIPU -- KIAHUNA GOLF VILLAGE -- 10,108 sf**

Asking Price **\$315,000 FS**  
Currently the lowest-priced fairway parcel in the project. Wonderful views, prestigious subdivision, good value and location. Close to all amenities of the resort area, plus peace and quiet!

**POIPU -- BAYVIEW at POIPU KAI -- 12,643 sf**

Asking Price **\$325,000 FS**  
Large lot in one of the best resort communities on Kauai. Located on the greenbelt that leads to Shipwrecks and Brennecke's beaches. Pool, tennis, jacuzzi, many more resort amenities!

**POIPU -- KIAHUNA GOLF VILLAGE -- 10,819 sf**

Asking Price **\$325,000 FS**  
Large fairway parcel with good mountain views and plenty of room for your private pool & jacuzzi. Close to all resort amenities, including great golf at your back door!

**POIPU -- KIAHUNA GOLF VILLAGE -- 11,945 sf**

Asking Price **\$359,000 FS NEW PRICE**  
The best parcel at Kiahuna Golf Village: nearly 12,000 sf on fairway #1. Ocean & mountain views, restaurant down the cart path, shopping and ocean within minutes. New low price!

**POIPU -- KUA I STREET -- 14,123 sf**

Asking Price **\$449,000 FS**  
A stone's throw from Brennecke's Beach and Poipu Beach Park. May qualify for 2 dwellings! Owner can finance OAC. Sellers owns adjacent parcel and, if and when available, will give first right of refusal to purchaser.

#### YOUR PROPERTY

Asking Price **\$\$ YOU NAME IT \$\$**  
Harness the awesome power of *Drew's News* and super realtor (just kidding) Drew Vento. Call today for listings info!