

DREW'S NEWS

Volume 4, Number 4

A Real Estate Newsletter

July/August, 1991

Sweet Summer Surge

Summer '91 is bringing on an active real estate market, after a first half that most realtors would rather forget.

The Gulf War emptied hotels during what would normally be a peak winter season. And those on-island, tourists and residents alike, were hardly in the frame of mind for making purchase decisions.

What a difference six months can make. Kauai's current tourist market is strong, flush with the summer crowd and those who postponed their winter Hawaii vacations. The Hawaii Visitors Bureau has been spending big bucks in key markets, and it seems to be working.

The increased body count comes at a time that favors the buyer: good financing, a softening of prices, good supply. Actually, we've had a buyer's market for some months -- but few buyers. The summer surge in real estate activity is directly proportional to the increased number of buyers on-island.

There are many good values around for the astute real estate buyer. Buying activity has been particularly strong in the residential and land markets, and in certain condo projects.

Property owners are seeing the summer surge and are putting more product on the market. Currently, there are over 1,200 properties for sale on Kauai -- more than I have ever seen on this island. Sellers are getting smart, too, developing attractive packages to take advantage of the selling season.

Right now, the value equation -- a volatile mixture of pricing, financing and availability -- favors the buyer, and Kauai is enjoying a sweet summer surge in real estate activity.

-Drew



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

Calling Drew Blues now Pau

If you've had problems reaching me in this past month, my apologies. The phone company messed up service to my 332-7414 number.

Fortunately, my phone lines are now alive and well. Call me at either of two phone lines:

(808) 332-7414
(808) 742-6997

For fax, you must call first so I can prep the line. My fax number is:
332-7414

My fax line is private; your confidentiality is secure.

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

"DROA" means "Put It in Writing!"

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.

The "Deposit Receipt, Offer and Acceptance", commonly referred to as the DROA, is the customary contract of sale or purchase agreement for residential property in the state of Hawaii.

The DROA is a printed form contract drafted by the Hawaii Association of Realtors. This contract is the comprehensive blueprint for the entire sale or purchase transaction, and is therefore of great importance.

The DROA is comprised of four parts:

- (1) Receipt for a Buyer's earnest money deposit ("Deposit Receipt");
- (2) Buyer's offer ("Offer");
- (3) Acceptance of the Buyer's offer by the Seller ("Acceptance"), which, after notification to the Buyer of the acceptance, becomes the purchase contract;
- (4) Acknowledgment of receipt of the executed contract.

The DROA lays out the agreements between Buyer and Seller as to purchase or sales price, method of payment, date of closing, personal property which may be part of the sale and many other essential terms. It is also the document to which a court will look in the event that one of the parties wants to find a way out of the deal.

The terms contained in the DROA (Buyer's offer and any counter-offer by Seller, as well as an addenda), should be carefully and accurately drafted and reviewed before final signatures are placed on the document. Be certain that any agreements that are verbal understandings be written and included in the DROA.

Generally, only those terms included in the written contract will be enforced, and the contract will be interpreted according to the written terms, without benefit of evidence as to verbal negotiations or agreements which were omitted from the written contract.

If you have agreed on a term, **PUT IT IN WRITING!** The DROA may have tremendously significant consequences which could extend far beyond the closing date.

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

Prelim Report Reduces Eleventh Hour Headaches

Recently I helped a nice couple from California purchase a home in Omao. The property was ready to close in escrow in a few weeks when we found a flaw on the title report.

Fortunately, the flaw was minor and we were able to correct it in a week.

Unfortunately, I have another, less-lucky transaction in Omao which has been tied up in escrow with a title problem since October, 1990, and is only now being resolved.

The solution to these eleventh hour problems is a preliminary title report. Now, when I take a listing from a seller, Title Guaranty, Hawaii's oldest and largest escrow company, will automatically order a preliminary title report. This way, any flaws or discrepancies in title can be corrected at the start of the sales process.

There is no additional cost to my clients for the preliminary title report. Mahalo, Title Guaranty!

Update on A&B's Kukuiula Project

If you've driven down Spouting Horn Road in the past few months, you will have noticed a lot of changes: a wider road, new sidewalks, new plants and landscaping.

The changes have just begun.

A recent issue of Alexander & Baldwin's "Kauai Today" newsletter sheds some light on their 1,000 acre Kukuiula project. By the end of 1992, A&B's goal is completion of three elements of their development plan: drainage, exploratory well-drilling and mass grading, a \$21 million project; a 12-acre sewage treatment plant for Koloa/Poipu, a \$13 million project; installation of water, sewer, drainage, electricity and road infrastructure, a \$25 million project.

The first housing units will probably be available in early 1993. Housing will be developed directly or in joint venture by A&B, according to A&B Properties senior vice president Bill Campbell. When complete, Phase I will include 1,700 homes.

If the Koloa-Poipu Bypass Road is not complete by that time, a smart entrepreneur might consider a bicycle business!

This newsletter is printed on re-cycled paper.

ISLAND RESIDENTIAL UPDATE

Total Residential Properties Available: 407

Price Range	West Shore	South Shore	Lihue Area	Wailua/Kapaa	North Shore
Under \$150,000	2	0	0	2	0
\$151,000 - \$250,000	12	13	12	37	17
\$251,000 - \$350,000	3	16	13	39	28
\$351,000 - \$500,000	0	31	5	31	39
Over \$501,000	3	40	2	13	49
TOTALS	20	100	32	122	133

Source: Multiple Listings Service (MLS) as of 7/14/91

AVAILABLE SOUTH SHORE HOUSES (FS)

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Eleele	11,816	1,169	3	1.5	\$239,000
Eleele	10,354	2,928	6	3.5	465,000
Kalaheo	3,995	597	1	1.0	169,500
Kalaheo	5,682	800	3	1.0	195,000
Kalaheo	8,800	700	2	1.0	197,500
Kalaheo	7,534	486	1	1.0	199,950
Kalaheo	9,582	800	2	1.0	219,000
Kalaheo	4,317	1,100	3	2.0	226,000
Kalaheo	10,324	864	2	1.0	239,000
Kalaheo	9,027	1,524	3	2.0	285,000
Kalaheo	10,599	800	2	1.0	295,000
Kalaheo	----	1,760	3	3.0	298,000
Kalaheo	8,813	1,375	4	3.0	298,000
Kalaheo	9,240	1,332	4	2.0	299,000
Kalaheo	8,162	1,450	3	2.0	310,000
Kalaheo	----	1,034	2	1.0	315,000
Kalaheo	12,966	1,288	3	2.0	317,000
Kalaheo	18,900	2,116	4	3.5	325,000
Kalaheo	9,024	1,688	3	2.0	325,000
Kalaheo	9,117	1,344	3	3.0	330,000
Kalaheo	7,633	1,836	3	2.0	338,000
Kalaheo	9,000	1,800	3	2.0	355,000
Kalaheo	8,978	1,720	3	2.5	357,000
Kalaheo	4.5 acres	400	0	1.0	375,000
Kalaheo	3 acres	500	1	1.0	375,000
Kalaheo	1 acre	1,362	2	2.0	375,000
Kalaheo	12,945	2,542	4	3.0	385,000
Kalaheo	9,000	2,108	4	3.0	398,000
Kalaheo	----	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	27,967	2,116	4	3.5	415,000
Kalaheo	8,863	2,259	4	3.0	439,000
Kalaheo	9,014	2,400	5	1.5	450,000
Kalaheo	22,000	1,232	3	2.0	450,000
Kalaheo	2 acres	1,200	3	2.0	465,000
Kalaheo	10,009	2,493	4	3.5	469,900
Kalaheo	10,382	2,928	4	3.0	480,000
Kalaheo	9,952	1,800	3	2.0	495,000
Kalaheo	12,950	3,000	5	4.5	499,000
Kalaheo	8,850	----	8	4.0	550,000
Kalaheo	10,250	2,700	4	2.5	595,000
Kalaheo	30,395	6,638	7	6.5	685,000
Kalaheo	1 acre	3,012	3	3.5	695,000
Kalaheo	1.66 acres	2,496	4	2.5	740,000
Kalaheo	11,240	2,456	4	3.0	750,000
Kalaheo	----	2,400	3	3.0	775,000
Kalaheo	1.16 acres	3,012	3	3.5	795,000
Kalaheo	9.2 acres	1,800	2	1.0	899,000
Kalaheo	8,008	2,553	4	4.0	985,000
Kalaheo	----	2,800	3	3.0	1,200,000

Source: Multiple Listings Service (MLS) as of 7/14/91

continued on page 7

Home Inventory Up All Over

In the last issue of *Drew's News*, we listed 379 homes available island-wide. This issue the total is 407, an increase of 7 percent.

area	Issue this / last	% change
West side	20 16	+25
South Shore	100 94	+6
Lihue area	32 26	+23
Wailua/Kapaa	122 116	+5
North Shore	133 127	+5
Totals	407 379	+7

Look Who's Got the CASH!

We all see ads on television . . . but who's really got the cash?

Below is a list of Hawaii's top ten lenders, based on loan volume, for the first quarter of 1991.

LENDER	LOANS	LOAN VALUE
1 FIRST HAWAIIAN	666	\$191,958,772
2 BANK of HAWAII	741	147,215,111
3 HONFED BANK	754	111,453,131
4 GECC FINANCIAL	365	91,095,379
5 AMERICAN SAVINGS	619	65,249,449
6 HONOLULU MORTGAGE	362	62,568,068
7 IMCO REALTY SERVICE	270	47,137,623
8 US BANCORP MORTGAGE	248	42,353,020
9 INTERNATIONAL S&L	213	35,446,900
10 FIRST FEDERAL S&L	219	35,305,237

The information was compiled by Title Guaranty of Hawaii, Inc., from mortgages recorded at the Bureau of Conveyances in Honolulu.

**TO BUY OR SELL
HOMES ON KAUAI
> CALL DREW <
332-7414 or 742-6997**

ISLAND CONDO UPDATE

Total Condominiums for Sale: **406**
 Fee Simple (FS) - 281 Leasehold (LH) - 125

Price Range	South Shore		Lihue Area		Wailua/Kapaa		North Shore	
	FS	LH	FS	LH	FS	LH	FS	LH
Under \$100,000	0	0	0	2	1	0	0	0
\$101,000 - \$150,000	1	16	25	6	12	19	34	17
\$151,000 - \$250,000	54	16	14	0	7	5	46	25
\$251,000 - \$400,000	32	11	5	0	4	1	24	2
Over \$401,000	7	5	0	0	7	0	9	0
TOTALS	94	48	44	8	30	30	113	44

Source: Multiple Listings Service (MLS) as of 7/14/91

South Shore Condos Up a Bit

In the last issue of *Drew's News*, we listed 404 condominiums available island-wide. This issue we have 406, less than 1/2 percent increase.

area	Issue		% change
	this	last	
South Shore	142	140	+1
Lihue area	52	48	+8
Wailua/Kapaa	55	63	-13
North Shore	<u>157</u>	<u>153</u>	+3
Totals	406	404	--

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	\$165,000	\$250,000
	2	2.0	4	FS	220,000	250,000
Kahaleo Pali Kai	3	2.0	10	FS	155,000	194,500
Kiahuna Plantation	1	1.0	33	LH	128,000	450,000
	2	2.0	1	LH	990,000	-----
Koloa Gardens	2	2.0	1	FS	200,000	-----
Kuhio Shores	1	1.0	2	FS	225,000	235,000
	2	2.0	2	FS	319,000	390,000
Makahuena	2	2.0	11	LH	160,000	550,000
	2	2.5	5	LH	139,000	295,000
	3	2.0	2	LH	330,000	360,000
Makanui Poipu Kai	2	2.0	3	FS	250,000	289,000
Manualoha Poipu Kai	1	1.0	3	FS	179,500	205,000
	1	2.0	3	FS	195,000	199,000
	2	2.0	4	FS	265,000	375,000
	2	2.5	1	FS	359,000	-----
Nihi Kai Villas	2	2.0	8	FS	250,000	359,000
Poipu Crater	2	2.0	3	FS	196,500	241,000
Poipu Kapili	1	2.0	2	FS	325,000	330,000
	2	3.0	3	FS	440,000	475,000
Poipu Makai	2	2.0	1	FS	321,000	-----
Poipu Palms	2	2.0	3	FS	265,000	325,000
Poipu Sands	1	1.5	1	FS	245,000	-----
	2	2.0	2	FS	300,000	379,000
Poipu Shores	2	2.0	1	FS/LH	2,000,000	-----
Prince Kuhio	studio		1	FS	132,000	-----
	1	1.0	1	FS	167,000	-----
Regency at Poipu Kai	2	2.0	4	FS	246,500	289,000
	3	2.5	4	FS	276,250	310,250
Sunset Kahili	2	1.0	1	LH	315,000	-----
Waikomo Streams	1	1.0	8	FS	173,500	189,000
	2	2.0	1	FS	245,000	-----
Whaler's Cove	2	2.0	2	FS	550,000	-----

Source: Multiple Listing Service (MLS) as of 7/14/91

New Regency Really Rolling

Sales at the south shore's newest condo project have been HOT!

Over 50 percent of the units in Phase I(45 units) of the Regency at Poipu Kai have been sold. The first units are expected to close escrow within 60 days.

The Regency offers a range of sizes, styles and price points: from 1,400 to 1,800 square feet; from 2 bed/2 bath to 3 bed/2-1/2 bath, in four different floor plans; from \$246,500 to just under \$300,000.

The project, located on Poipu Road, is part of Poipu Kai Resort, so owners will enjoy access to tennis, activities and other amenities. The Regency itself has a pool and jacuzzi.

The model is open 7 days a week. Stop by. Developer Silagi-Poipu Kai has done a great job--quality construction throughout. The Regency is a super addition to the south shore.

**TO BUY OR SELL A
CONDO ON KAUAI**

> CALL DREW <

332-7414 or 742-6997

DREW'S HOT PROPERTIES

CONDOMINIUMS

KIAHUNA PLANTATION Unit #403

Asking Price \$135,000 LH
Upgraded one-bedroom, one-bath ground floor unit in great condition. This is one of the most reasonably-priced condos on Kauai!

KAHALA at POIPU KAI Unit #812

Asking Price \$188,000 FS
Ground-floor unit opens onto a garden setting. Good rental history, mountain views, the amenities of Poipu Kai resort.. Good value!

KALAHEO PALI KAI

Asking Price \$185,000 FS
Large residential 3 bed/2 bath, 2-level condo has ocean view, two lanais, patio, pool and tennis! Project qualifies for FHA funding.

KUHIO SHORES Unit #210

Asking Price \$329,000 FS
Watch whales and surfers from the lanai of your second floor, two-bedroom/two-bath unit. New, lower price. Sound good? See it!

THE MAKAHUENA Unit #301

Asking Price \$295,000 LH
A 2 bed/2 bath condo with a 2-level floor plan, large oceanview lanai. Offer is an assumable fixed mortgage with a low interest rate.

THE MAKAHUENA Unit #305

Asking Price \$360,000 LH
A large 3 bed condo with ocean view, townhouse floor plan. Assumable fixed mortgage with a low interest rate available.

MANUALOHA at POIPU KAI Unit #609

Asking Price \$375,000 FS
The second-floor master suite of this excellent two-bedroom condo has two lanais--one with an ocean view, the second, the mountains.

POIPU CRATER RESORT Unit #3

Asking Price \$232,500 FS
Very private 2 bed/2 baths on two levels, many attractive upgrades. One of the best amenities packages for condo living!

POIPU PALMS Unit #103

Asking Price \$265,000 FS
This oceanfront, 2 bed/2 bath condo is currently the lowest priced fee-simple two bedroom on the market in Poipu! Make an offer!

POIPU SHORES Unit #301-A

Asking Price \$299,900 FS
View ocean and sunset, turtles and dolphins from this 2 bed/2 bath unit, perfect for a family vacation. Call Drew for details.

HOMES

KALAHEO FIXER-UPPER

Asking Price \$197,500 FS
Small home with 2 bed/1 bath on a triangular-shaped lot. Approved Additional Dwelling Unit permit so a second home can be built. Price recently reduced. And seller says... MAKE ME AN OFFER!

POIPU KAI RESIDENCE

Asking Price \$384,500 FS
4 bed/2-1/2 bath, over 2,400 sq. ft. of living area, tile roof, custom koa cabinets, open-beam ceilings, breakfast nook. Corporate owned. With recent price reduction, the best value in Poipu!

KALAHEO SHOW PLACE

Asking Price \$469,900 FS
Have it all: 4 bed/3-1/2 bath; open-beam ceilings; designer kitchen; large living, dining, study room; fireplace; wraparound lanai; 3-car garage; extra storage, ocean and mountain views.

KIAHUNA GOLF VILLAGE

Asking Price \$695,000 FS
A luxury home with many fine, classy touches, plus a custom-floor plan allowing fairway and ocean views from almost every room in the house. Want a fine home at a reasonable price? Look no further!

LAWAI BOTANICAL GARDEN

Asking Price \$575,000 FS
A true gem in paradise: 3.4 acres of lush gardens, fruit-bearing trees, macadamia nut orchard, running stream. Home has 4 bedrooms, 2 baths, garage, lanai. ADU permit in the works. See it!

LIHUE'S ULA 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 RESIDENCE -- NEW!

Asking Price \$348,500 FS
3 Bed/2 bath with large(600 sq.ft.) master suite, 300 sq.ft. private lanai, great mountain views, lots of extras. Call!

Andrew Vento
Realtor, G.R.I.
(808) 332-7414 or 742-6997
fax 742-7685

Makai Properties
Real Estate Sales & Development

Land Inventory Inches Up

In the last issue of *Drews News*, we had a total of 382 land parcels available island-wide. This issue the total has increased to 404, an island-wide increase of 6 percent.

area	Issue		% change
	this	last	
West side	11	11	--
South Shore	102	93	+10
Lihue area	9	7	+29
Wailua/Kapaa	97	90	+8
North Shore	<u>185</u>	<u>181</u>	+2
Totals	404	382	+6

This is Your Pilot, Captain Crow...

Ever wonder what path a crow really flies?

Or where you have to fly to accumulate enough miles for a free ticket?

Below is the answer to the latter, in statute miles from Honolulu.

Anchorage, AL	2,781
Agana, Guam	3,306
Auckland, New Zealand	4,393
Beijing, China	5,127
Chicago, IL	4,179
Hong Kong	5,541
Jakarta, Indonesia	6,807
Lihue, Kauai	110
Los Angeles, CA	2,557
Manila, Philippines	5,293
Marshall Islands	2,443
Miami, FL	4,856
New York, NY	4,959
Pago Pago, Am. Somoa	2,606
San Francisco, CA	2,397
Seattle, WA	2,679
Seoul, Korea	4,529
Singapore	6,706
Sydney, Australia	5,070
Papeete, Tahiti	2,741
Taipei, Taiwan	5,040
Tokyo, Japan	3,847
Toronto, Canada	4,659
Washington, D.C.	4,829

Sources: US Depart. of Interior; Univ. of Hawaii; Economic Development Corp. of Hawaii.

ISLAND LAND UPDATE

Total Parcels Available: 404

Price Range	West Shore	South Shore	Lihue Area	Wailua /Kapaa	North Shore
Under \$150,000	5	17	6	23	12
\$151,000 - \$250,000	5	30	1	26	55
\$251,000 - \$350,000	0	23	0	10	30
\$351,000 - \$500,000	0	16	0	14	29
Over \$501,000	<u>1</u>	<u>16</u>	<u>2</u>	<u>23</u>	<u>59</u>
TOTALS	11	102	9	97	185

Source: Multiple Listings Service (MLS) as of 7/14/91

AVAILABLE SOUTH SHORE LAND (FS)

AREA	SQUARE FEET	ASKING PRICE
Kalaheo	3 @ 6,000	3 @ \$110,000
Kalaheo	6,006	110,000
Kalaheo	6,054	117,000
Kalaheo	1 acre	120,000
Kalaheo	6,540	122,000
Kalaheo	6,090	122,000
Kalaheo	6,477	125,000
Kalaheo	10,000	125,000
Kalaheo	10,000	135,000
Kalaheo	9,000	145,000
Kalaheo	11,406	149,000
Kalaheo	10,161	150,000
Kalaheo	21,780	150,000
Kalaheo	7,442	155,000
Kalaheo	13,456	160,000
Kalaheo	10,040	160,000
Kalaheo	1 acre	160,000
Kalaheo	12,457	165,000
Kalaheo	8,255	168,000
Kalaheo	1.51 acre	169,000
Kalaheo	18,449	170,000
Kalaheo	1.1 acres	170,000
Kalaheo	19,000	175,000
Kalaheo	12,954	177,000
Kalaheo	8,015	179,000
Kalaheo	10,380	179,000
Kalaheo	11,164	185,000
Kalaheo	12,539	185,000
Kalaheo	1.35 acres	189,000
Kalaheo	8,000	190,000
Kalaheo	.51 acre	195,000
Kalaheo	1.04 acres	199,000
Kalaheo	10,479	215,000
Kalaheo	13,374	235,000
Kalaheo	1.78 acres	229,000
Kalaheo	1.24 acres	240,000
Kalaheo	15,197	250,000
Kalaheo	43,560	260,000
Kalaheo	2 acres	275,000
Kalaheo	43,560	299,000
Kalaheo	1.46 acres	299,000
Kalaheo	2 acres	325,000
Kalaheo	1.25 acres	329,000
Kalaheo	2.84 acres	349,000
Kalaheo	2 acres	350,000
Kalaheo	1.03 acres	369,000
Kalaheo	3 acres	375,000
Kalaheo	2 acres	375,000
Kalaheo	2.86 acres	399,900
Kalaheo	12.66 acres	450,000
Kalaheo	36,300	450,000
Kalaheo	4 acres	467,900
Kalaheo	4 acres	525,000
Kalaheo	2.84 acres	695,000

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, contact me via phone (808) 332-7414 or 742-6997, or fax (808) 742-7685.

Mail to:

Drew's News

P.O. Box 1979, Koloa, HI 96756

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

LOCATION	LOT SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Lawai	6,012	884	3	1.0	\$169,900
Lawai	-----	1,216	3	2.5	209,000
Lawai	7,779	600	2	1.0	218,500
Lawai	7,500	1,500	4	3.0	249,000
Lawai	1 acre	1,054	2	1.0	295,000
Lawai	12,134	2,368	5	3.0	\$339,000
Lawai	3.84 acres	1,424	4	2.0	575,000
Lawai	5.58 acres	2,603	3	4.0	795,000
Omao	21,780	967	3	1.0	225,000
Omao	31,773	2,394	3	3.0	350,000
Omao	21,780	1,844	3	3.0	425,000
Omao	3.54 acres	3,929	4	3.5	935,000
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	1,094	2	2.0	285,000
Poipu	6,000	1,400	3	2.0	375,000
Poipu	6,057	2,445	4	2.5	384,900
Poipu	6,033	1,736	3	3.0	389,000
Poipu	6,140	1,296	3	2.0	425,000
Poipu	11,347	2,000	3	2.5	435,000
Poipu	7,638	1,930	3	3.0	459,000
Poipu	10,361	2,000	4	3.0	489,000
Poipu	11,000	2,200	5	4.0	550,000
Poipu	11,393	600	1	1.0	550,000
Poipu	10,210	1,950	3	2.0	570,000
Poipu	12,476	2,855	4	3.5	572,500
Poipu	11,350	2,500	3	2.5	575,000
Poipu	12,064	2,482	3	2.5	595,000
Poipu	10,313	2,453	4	3.5	595,000
Poipu	10,203	2,460	3	3.5	695,000
Poipu	11,614	2,600	3	2.5	749,000
Poipu	11,575	2,350	3	3.0	750,000
Poipu	10,150	1,500	3	2.0	769,000
Poipu	12,010	3,100	3	3.5	775,000
Poipu	11,175	2,848	4	3.5	845,000
Poipu	20,000	1,800	3	3.0	995,000
Poipu	10,362	2,800	3	3.5	998,000
Poipu	24,311	640	1	1.0	1,500,000
Poipu	2.31 acres	-----	--	--	1,600,000
Poipu	20,335	2,225	4	4.0	1,700,000
Poipu	15,600	2,000	3	2.5	1,895,000
Poipu	9,800	5,508	5	6.0	1,900,000
Poipu	13,206	2,000	3	2.5	1,970,000
Poipu	8,100	2,770	2	2.0	1,995,000
Poipu	.74 acres	3,054	4	3.0	2,200,000
Poipu	3.2 acres	-----	--	--	3,100,000

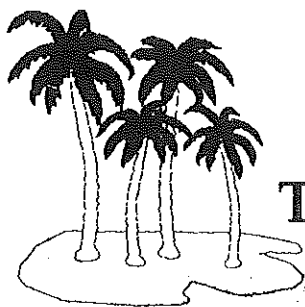
Property owner: If you have your property listed for sale with another Realtor, please consult him/her for your real estate needs. It is not my intention to solicit clients from other Realtors with this newsletter. --Drew

AVAILABLE SOUTH SHORE LAND (FS)

continued from p. 6

Kalaheo	26.05 acres	\$1,500,000
Kalaheo	21.73 acres	2,500,000
Lawai	10,100	136,900
Lawai	10,400	138,900
Lawai	1 acre	175,000
Lawai	.5 acre	175,000
Lawai	1.6 acres	200,000
Lawai	2.6 acres	215,000
Lawai	1.07 acre	275,000
Lawai	3.21 acres	295,000
Lawai	4.38 acres	299,000
Lawai	4.7 acres	395,000
Lawai	4.75 acres	495,000
Lawai	6.3 acres	535,000
Lawai	7.41 acres	595,000
Lawai	9.11 acres	695,000
Lawai	4.76 acres	700,000
Lawai	32.26 acres	2,300,000
Lawai	28 acres	2,600,000
Omao	25,439	190,000
Koloa	2.11 acres	2,750,000
Poipu	7,208	199,000
Poipu	6,000	225,000
Poipu	7,313	245,000
Poipu	11,761	255,000
Poipu	9,755	285,000
Poipu	10,128	305,000
Poipu	11,960	315,000
Poipu	10,108	315,000
Poipu	11,352	325,000
Poipu	11,669	325,000
Poipu	10,263	325,000
Poipu	14,356	345,000
Poipu	10,858	345,000
Poipu	10,325	350,000
Poipu	9,515	359,000
Poipu	11,577	375,000
Poipu	9,515	379,000
Poipu	20,392	385,000
Poipu	11,965	385,000
Poipu	11,432	385,000
Poipu	10,942	395,000
Poipu	17,660	398,000
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	1,675,000
Poipu	39,961	2,000,000
Poipu	4.35 acres	4,200,000

Source: Multiple Listings Service(MLS), 7/14/91



The Real Estate Newsletter of Kauai's South Shore!

DREW'S HOT LISTINGS!

LAND

KAI IKENA Lot #14

Asking Price **\$169,000 FS**
1.51 acres. Privacy and views and recent price reduction make this one of the South Shore's best buys. Kai Ikena is zoned agricultural; zoning allows an additional dwelling (permits required).

KAI IKENA Lot #13

Asking Price **\$189,000 FS**
1.351 acres located at the end of a cul-de-sac, this lot offers outstanding views and plenty of privacy! Zoned ag; zoning allows an additional dwelling. Price recently reduced -- make an offer!

KAI IKENA Lot #11

Asking Price **\$199,000 FS**
1.037 acre-double whammy: build one house with ocean & mountain views; build the second nestled into the hillside for privacy. Zoned ag; zoning allows an additional dwelling. New low price!

ELEELE NANI

Asking Price **\$99,500 FS**
A rare find! A vacant land parcel for sale in established subdivision, Eleele Nani. This 6,461 sq.ft. lot is level and on a quiet street. Offers are already coming in . . . call Drew before it's too late!

LAND

KALAHEO AG PARCEL

Asking Price **\$229,000 FS**
Build your dream home on this secluded, 1.799 acre parcel. Flag lot guarantees views, privacy. Second dwelling possible. New low price -- call while it's hot!

KIAHUNA GOLF VILLAGE

Asking Price **\$315,000 FS**
Over 10,000 sq.ft. parcel right on the 17th fairway in this prestigious subdivision. All the privacy you need, plus the resort amenities you want!

KIAHUNA GOLF VILLAGE

Asking Price **\$385,000 FS**
The best vacant land at Kiahuna Golf Village, with nearly 12,000 sq.ft. on fairway #1. Ocean and mountain views, restaurant just down the cart path, shopping down the road, the ocean within minutes. Build your dream home here!

LARGE POIPU LOT

Asking Price **\$449,000 FS**
14,123 sq.ft. on Kuai Road, a stone's throw from Brennecke Beach and Poipu Beach Park. Call for details!