

DREW'S NEWS

Volume 4, Number 3

A Real Estate Newsletter

May/June, 1991

Opportunities Keep Knocking

Vacant land developments are popping up all over our South Shore area of Kauai. Three developments have recently posted signage and are accepting reservations.

Two developments are on Koloa Road in Lawai. Prices start at \$119,000 and range up to about \$250,000. One project has approximately 70 parcels for sale; the second, 22 parcels.

The third development is a 16-unit land subdivision in Kalaheo. Developers are now accepting contracts on the lots, at prices from \$110,000 to \$160,000 per lot. Parcel sizes begin at 6,000 square feet.

More developments are coming on-stream. Sports Shinko, owner of Kiahuna Golf Club, plans to add nine holes to Kiahuna Golf Course, and will develop 80 quarter-acre homesites and approximately 100 condominium units, according to a recent report in The Garden Island newspaper.

Other projects are in construction or are awaiting approvals. The list includes The Regency at Poipu Kai; Alexander & Baldwin Phase I, mauka of Spouting Horn Road; Poipu Lani Golf Course & Homesites, east of Kiahuna Golf Village; Manualoha Phase III; The Pointe at Poipu, a 219-unit luxury condominium project; Kekala Makai in Kalaheo, a 200-plus parcel ocean view land project.

Most of these projects have been in the works for years. Development can benefit us all, if proper controls are in place.

-Drew



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

Where Tourists Are In Hawaii

Pacific Business News recently tallied the number of tourists on each island on an average day. Here's the breakout:

Oahu	88,750
Maui	42,690
Kauai	19,140
Hawaii	17,760
Molokai	1,090
Lanai	240

On the South Shore, Margy Parker, Executive Director of the Poipu Beach Resort Association, reported a 1990 occupancy rate of 74 percent, down 5 percent from '89 but third highest in the State.

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Condominium Ownership in Hawaii Defined

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.

"Condominium," to most people, means a unit in an apartment building. However, "condominium" is actually a form of ownership with special characteristics, and there are several varieties in Hawaii.

Typically, as a condominium owner, you have an ownership interest in your "apartment" as well as an undivided percentage interest in "common elements".

An "apartment" can be one of many units in a single building or it can be a separate residential or agricultural structure, with rights to use certain areas of the property.

As an "apartment" owner, you are entitled to exclusive ownership of your apartment. Apartments can be bought, sold, rented or mortgaged and otherwise encumbered by the individual apartment owner.

"Common elements" are areas other than the individual apartment units, owned jointly with the other apartment owners. Common elements might include the land, the foundations and roofs of a multi-unit building, parking garages and similar structures or interests.

The underlying land or the buildings in a condominium project can be fee simple or can be leasehold, i.e., leased to the buyer. Typically in leasehold projects, the apartment owner's interest in the land and/or improvements must be given back to the property owner at the end of the lease term.

Condominiums operate through an association of apartment owners whose board of directors will usually make decisions for the apartment owners regarding the project management.

To create a condominium project in residential or agricultural areas, one must comply with all land use and zoning requirements of the County and must observe all building codes when constructing on the property. The Real Estate Commission of the Hawaii State Department of Commerce and Consumer Affairs is charged with overseeing the condominium process and reviewing all submissions by attorneys for developers.

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.

Second Home? Move Fast on your "ADU"

In early 1989, Kauai County passed legislation to allow an Additional Dwelling Unit (ADU) permit to non-residential zoned land, i.e., lands with Agricultural, Conservation and Open zoning. The legislation was developed to help ease the severe housing shortage on Kauai.

Deadline for attaining an ADU permit is December 31, 1991.

Be aware that in addition to the ADU permit, you must have county approval of your building plans. Deadline for your ADU building permit is also December 31, 1991.

There is a chance the ADU law deadline will be extended. The ADU process is on the agenda of the County Council, the Mayor and county agencies.

If you would like to see the ADU law extended, call or write county officials. And do it now!

And if you want to make sure you can build your ADU, don't wait! Build it now.

Mortgages: Adjustable vs. Fixed

Conventional fixed-rate mortgages were used by 72.6 percent of homebuyers last year, up 18 percent from 1989, according to the latest annual survey of homebuyers nationwide by Chicago Title & Trust Co.

The survey, which defines fixed-rate mortgages as all loans without rate adjustments, polled 1,500 homebuyers in 18 major metropolitan markets.

Of those surveyed, 26.1 percent chose to finance their homes with Adjustable Rate Mortgages (ARMs), a decrease of 33.1 percent from 1989.

On the local scene, the majority of mortgage activity on Kauai this year has been owner-refinancing to fixed-rate, according to Tom Legacy of Pacific Rim Mortgage.

Legacy credits the re-financing activity to low interest rates now available, and notes the rates have played a factor in a recent surge in real estate sales.

While rates may vary, a 9-1/2 percent interest rate is common for owner-occupied loans, and 10 percent for investor mortgages. Interest rates for condo purchases and re-financing are generally somewhat higher.

This newsletter is printed on re-cycled paper.

ISLAND RESIDENTIAL UPDATE

Total Residential Properties Available: 379

Price Range	West Shore	South Shore	Lihue Area	Wailua/Kapaa	North Shore
Under \$150,000	2	0	0	2	0
\$151,000 - \$250,000	4	11	12	37	15
\$251,000 - \$350,000	5	20	8	27	34
\$351,000 - \$500,000	1	27	5	32	31
Over \$501,000	4	36	1	18	47
TOTALS	16	94	26	116	127

Source: Multiple Listings Service (MLS) as of 5/5/91

AVAILABLE SOUTH SHORE HOUSES (FS)

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Elele	11,816	1,169	3	1.5	\$239,000
Elele	10,354	2,928	6	3.5	465,000
Kalaheo	3,995	597	1	1.0	169,500
Kalaheo	5,000	800	3	1.0	195,000
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	232,000
Kalaheo	10,250	864	2	1.0	239,000
Kalaheo	9,844	1,107	3	2.5	259,500
Kalaheo	10,250	1,124	2	2.0	275,000
Kalaheo	5,750	1,760	3	3.0	285,000
Kalaheo	5,571	1,760	3	3.0	298,000
Kalaheo	8,813	1,375	4	3.0	298,000
Kalaheo	10,039	1,712	3	2.0	299,000
Kalaheo	8,162	1,450	3	2.0	310,000
Kalaheo	12,966	1,288	3	2.0	317,000
Kalaheo	18,900	2,116	4	3.5	325,000
Kalaheo	23,651	1,034	2	1.0	332,500
Kalaheo	7,633	1,836	3	2.0	338,000
Kalaheo	9,000	----	3	2.0	355,000
Kalaheo	8,978	1,720	3	2.0	357,000
Kalaheo	4.5 acres	400	--	1.0	375,000
Kalaheo	3 acres	500	1	1.0	375,000
Kalaheo	12,945	2,542	4	3.0	385,000
Kalaheo	22,855	2,400	6	2.5	395,000
Kalaheo	9,000	2,100	4	3.0	398,000
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	12,799	2,200	4	3.0	425,000
Kalaheo	9,014	2,400	5	1.5	450,000
Kalaheo	----	1,232	3	2.0	450,000
Kalaheo	10,009	2,493	4	3.5	469,900
Kalaheo	9,952	1,800	3	2.0	495,000
Kalaheo	2 acres	1,200	3	2.0	527,000
Kalaheo	12,950	3,000	5	4.5	550,000
Kalaheo	8,850	----	8	4.0	550,000
Kalaheo	10,250	2,700	4	2.5	595,000
Kalaheo	2.15 acres	2,800	4	3.0	675,000
Kalaheo	1.66 acres	2,496	4	2.5	740,000
Kalaheo	11,240	2,456	4	3.0	750,000
Kalaheo	1.16 acres	3,012	3	3.5	795,000
Kalaheo	9.19 acres	1,800	2	1.0	899,000
Kalaheo	8,008	2,553	4	4.0	985,000
Kalaheo	30,395	6,638	7	6.5	1,000,000
Lawai	6,012	884	3	1.0	169,900
Lawai	7,779	600	2	1.0	218,500
Lawai	7,823	1,286	3	2.5	250,000
Lawai	5,400	1,900	4	2.0	255,000
Lawai	7,500	1,500	4	3.0	269,000
Lawai	1 acre	1,054	2	1.0	295,000
Lawai	9,600	2,000	3	3.0	349,000

Source: Multiple Listings Service (MLS) as of 5/5/91

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Home Inventory Slips Slightly

In the last issue of *Drew's News*, we listed 390 homes available island-wide. This issue the total is 379 available homes, a decrease of 3 percent.

area	issue this / last	% change
West side	16 18	-11
South Shore	94 92	+2
Lihue area	26 28	-7
Wailua/Kapaa	116 126	-8
North Shore	127 126	+1
Totals	379 383	-3

Taxes, Taxes, Taxes, Taxes

Real Property Tax Rates

County of Kauai

(as per \$1000 assessed value)

— Residential Zoned Property —

Building\$4.57

Land\$5.35

Commercial, Agricultural,

- Conservation & Resort Property -

Building\$8.25

Land\$8.70

These rates, along with the County assessed valuation of your property, can change every year.

Individual Income Tax Rates

State of Hawaii

First \$15002%

Next \$10004%

Next \$10006%

Next \$20007.25%

Next \$50008%

Next \$50008.75%

Next \$50009.5%

Over \$20,50010%

**TO BUY OR SELL
HOMES ON KAUAI
> CALL DREW <**

332-7414 or 742-6997

ISLAND CONDO UPDATE

Total Condominiums for Sale: 404
Fee Simple (FS) - 273 Leasehold (LH) - 131

Price Range	South Shore		Lihue Area		Wailua/Kapaa		North Shore	
	FS	LH	FS	LH	FS	LH	FS	LH
Under \$100,000	0	0	0	1	1	0	0	0
\$101,000 - \$150,000	2	14	24	5	10	23	27	17
\$151,000 - \$250,000	48	22	12	0	9	5	49	25
\$251,000 - \$400,000	33	11	6	0	2	2	25	1
Over \$401,000	5	5	0	0	11	0	2	0
TOTALS	88	52	42	6	33	30	110	43

Source: Multiple Listings Service (MLS) as of 5/5/91

South Shore Condos Up 7%

In the last issue of *Drew's News*, we listed 369 condominiums available island-wide. This issue we have a total of 404, a 9 percent increase.

area	Issue this / last		% change
South Shore	140	131	+7
Lihue area	48	44	+9
Wailua/Kapaa	63	54	+17
North Shore	153	140	+9
Totals	404	369	+9

AVAILABLE SOUTH SHORE CONDOMINIUMS

PROJECT	UNITS			LAND TENURE	ASKING PRICE	
	BED	BATH	AVAIL		LOW	HIGH
Hale Kahamalu	No condos available					
Kahala I at Poipu Kai	1	1.0	9	FS	\$165,000	\$245,000
	2	2.0	4	FS	220,000	250,000
Kahaleo Pali Kai	3	2.0	11	FS	169,500	197,500
Kiahuna Plantation	1	1.0	26	LH	129,000	525,000
	2	2.0	2	LH	330,000	990,000
Koloa Gardens	2	2.0	1	FS	200,000	-----
Kuhio Shores	1	1.0	2	FS	210,000	235,000
	2	2.0	3	FS	319,000	390,000
Makahuena	2	2.0	10	LH	169,000	450,000
	2	2.5	5	LH	165,000	295,000
Makanui Poipu Kai	3	2.0	1	LH	360,000	-----
	1	1.5	1	FS	195,000	-----
	2	2.0	3	FS	250,000	289,000
Manualoha Poipu Kai	3	2.0	1	FS	340,000	-----
	1	1.0	2	FS	185,000	215,000
	1	2.0	3	FS	195,000	199,000
	2	2.0	4	FS	265,000	375,000
	2	2.5	2	FS	315,000	359,000
Nihi Kai Villas	2	2.0	8	FS	219,000	345,000
Poipu Crater	2	2.0	4	FS	196,500	241,000
Poipu Kapili	1	2.0	3	FS	325,000	380,000
	2	3.0	2	FS	450,000	475,000
Poipu Makai	2	2.0	1	FS	321,000	-----
Poipu Palms	2	2.0	2	FS	265,000	300,000
Poipu Sands	1	1.5	2	FS	245,000	-----
	2	2.0	1	FS	379,000	-----
Poipu Shores	2	2.0	1	FS/LH	335,000	-----
Prince Kuhio	studio		1	FS	137,500	-----
	1	1.0	1	FS	167,500	-----
Regency at Poipu Kai	2	2.0	3	FS	246,500	289,000
	3	2.5	4	FS	276,250	310,250
Sunset Kahili	1	1.0	1	LH	198,500	-----
Waikomo Streams	1	1.0	6	FS	177,000	189,500
	2	2.0	1	FS	299,500	-----
Whaler's Cove	2	2.0	3	FS	495,000	550,000
	2	2.5	2	FS	495,000	575,000

Source: Multiple Listing Service (MLS) as of 5/5/91

Tenants & Drugs: A Bad Mix

In a recent issue of *Drew's News*, property owners learned they could lose their property due to seizure by drug enforcement agencies.

Do not take this issue lightly. The seizure laws apply to drug use by your tenants, too.

Myth: The federal government only seizes yachts, cars and estates belonging to drug lords.

Fact: The federal government can seize any property, including real property (land, condo, home, etc.) that is being used to facilitate illegal drug activity.

Myth: Real property is only forfeited to the government if the owner of the property is engaged in the drug trade.

Fact: Real property may be seized by the government even if the owner is not the drug trafficker.

Moral: Take the proper steps to ensure you are protected due to the doings of your tenants!

**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

This ground-floor unit opens up onto a garden setting and has a gorgeous mountain view. All the amenities of Poipu Kai Resort come in the package. Good rental history. Good value, small price!

KALAHEO PALI KAI

Asking Price \$189,000 FS

This large residential condo offers three bedrooms, two baths on a two-level floor plan . . . and ocean view, two lanais, patio, pool and tennis! Project qualifies for FHA funding. A Drew's Best Buy!

POIPU CRATER RESORT Unit #3

Asking Price \$232,500 FS

A secluded location in the project offers privacy in a tropical setting. Two bedrooms, two baths on two levels, with many attractive upgrades. One of the best amenities packages for condo living!

POIPU PALMS Unit #103

Asking Price \$265,000 FS

This oceanfront, two-bedroom/two-bath condo is currently the lowest priced fee-simple two bedroom on the market in Poipu! Looking for value? Make an offer! Seller wants it sold yesterday!

THE MAKAHUENA Unit #301

Asking Price \$295,000 LH

A two-bedroom/two-bath condo with a two-level floor plan. One of the largest lanais in Poipu offers a breath-taking ocean view. Offer is an assumable fixed mortgage with a low interest rate.

KUHIO SHORES Unit #210

Asking Price \$345,000 FS

Watch whales and surfers from the lanai of your second floor, two-bedroom/two-bath unit. Sound good? You gotta see it!

THE MAKAHUENA Unit #305

Asking Price \$360,000 LH

Enjoy a large three-bedroom condo with an ocean view! Townhouse floor plan separates living from sleeping areas. An assumable fixed mortgage with a low interest rate is 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.

HOMES

KALAHEO FIXER-UPPER

Asking Price \$219,000 FS

Small home with two bedrooms and one bath on a tri-angular-shaped lot. Currently seeking an ADU (Additional Dwelling Unit) permit so a second home can be built. And seller says . . . MAKE ME AN OFFER!

LAWAI RESIDENCE

Asking Price \$250,000 FS

This well-built home with ocean and mountain views is in a quiet subdivision. Three bedrooms, 2-1/2 baths, skylight in the kitchen, extra storage, lanais.

POIPU KAI RESIDENCE

Asking Price \$399,900 FS

Four bedrooms, 2-1/2 baths, over 2,400 square feet of living area, tile roof, custom koa cabinets, open-beam ceilings, breakfast nook. By far the best value in Poipu! Corporate owned. See this one now!

KALAHEO SHOW PLACE

Asking Price \$469,900 FS

Have it all: four bedrooms, 3-1/2 baths; open-beam ceilings; designer kitchen; large living, dining and study rooms; fireplace; wraparound lanai; three-car garage; extra storage. Plus ocean and mountain views . . . a great entertaining home!

KIAHUNA GOLF VILLAGE

Asking Price \$695,000 FS

This luxury home is on one of the best fairway lots in the prestigious Kiahuna Homesites. 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!

Andrew Vento

Realtor, G.R.I.

(808) 332-7414 or 742-6997

fax 742-7685


Makai Properties
Real Estate Sales & Development

Land Inventory Jumps Again

In the last issue of *Drews News*, we had a total of 339 land parcels available island-wide. This issue the total has increased to 382, an island-wide increase of 15 percent.

area	Issue this / last		% change
West side	11	12	- 8
South Shore	93	78	+19
Lihue area	7	5	+40
Wailua/Kapaa	90	93	- 3
North Shore	181	151	+20
Totals	382	339	+13

Assessments Keep Climbing

Yes, property assessments continue to climb on Kauai.

Many property owners have written or called to voice their concern that property taxes will rise again this year.

While property tax rates may in fact drop as the result of current county budget deliberations, an individual property owner's tax outlay may not see a proportionate drop, due to the rising assessed value of their property.

The reason for rising assessments is simple: current sales of property in the same condominium, property track or development have sold for more than the year before.

With a slowdown in the escalation of property values, a tax rate decrease may bring some net tax relief for the property owner next year.

**TO BUY OR SELL LAND
ON KAUAI
CALL DREW
332-7414 or 742-6997**

ISLAND LAND UPDATE

Total Parcels Available: 382

Price Range	West Shore	South Shore	Lihue Area	Wailua /Kapaa	North Shore
Under \$150,000	5	17	4	17	19
\$151,000 - \$250,000	5	27	2	27	38
\$251,000 - \$350,000	0	19	0	10	30
\$351,000 - \$500,000	0	15	0	14	34
Over \$501,000	1	15	1	22	60
TOTALS	11	93	7	90	181

Source: Multiple Listings Service (MLS) as of 5/5/91

AVAILABLE SOUTH SHORE LAND (FS)

AREA	SQUARE FEET	ASKING PRICE
Eleele	6,908	\$105,000
Kalaheo	6,000	110,000
Kalaheo	6,000	110,000
Kalaheo	6,000	110,000
Kalaheo	6,006	110,000
Kalaheo	6,054	117,000
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	13,456	160,000
Kalaheo	10,040	160,000
Kalaheo	6,882	162,000
Kalaheo	12,457	165,000
Kalaheo	8,255	168,000
Kalaheo	18,449	170,000
Kalaheo	12,954	177,000
Kalaheo	8,015	179,000
Kalaheo	7,442	179,000
Kalaheo	10,380	179,000
Kalaheo	10,829	185,000
Kalaheo	11,164	185,000
Kalaheo	10,650	189,000
Kalaheo	8,000	190,000
Kalaheo	1.51 acres	200,000
Kalaheo	10,479	215,000
Kalaheo	1.35 acres	235,000
Kalaheo	1.04 acres	239,000
Kalaheo	1.778 acres	240,000
Kalaheo	1.4 acres	249,000
Kalaheo	43,560	260,000
Kalaheo	43,560	299,000
Kalaheo	1.46 acres	299,000
Kalaheo	1.25 acres	329,000
Kalaheo	2.84 acres	349,000
Kalaheo	1.5 acres	350,000
Kalaheo	3 acres	375,000
Kalaheo	2.86 acres	399,900
Kalaheo	3 acres	439,000
Kalaheo	12.66 acres	450,000
Kalaheo	36,300	500,000
Kalaheo	4 acres	525,000
Kalaheo	36,300	540,000
Kalaheo	2.84 acres	695,000
Kalaheo	21.73 acres	3,200,000
Lawai	1 acre	175,000
Lawai	1.6 acres	200,000
Lawai	2.6 acres	215,000

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	12,134	2,368	5	3.0	\$350,000
Lawai	3.4 acres	1,424	4	2.0	595,000
Lawai	5.58 acres	2,603	3	4.0	795,000
Omao	21,780	947	3	1.0	245,000
Omao	1.06 acres	640	1	1.0	275,000
Omao	23,478	1,328	3	2.0	314,000
Omao	31,773	2,394	3	3.0	385,000
Omao	21,780	1,844	3	3.0	425,000
Omao	3.54 acres	3,929	4	3.5	935,000
Koloa	7,896	1,080	3	1.5	240,000
Koloa	10,313	1,104	3	2.0	260,000
Koloa	18,880	3,312	9	6.0	595,000
Poipu	6,037	2,453	4	2.5	399,900
Poipu	6,000	1,400	3	2.0	429,000
Poipu	11,347	2,000	2	2.5	435,000
Poipu	7,638	1,930	3	3.0	459,000
Poipu	7,113	1,953	2	2.0	460,000
Poipu	7,116	2,184	3	2.5	465,000
Poipu	10,361	2,000	4	3.0	489,000
Poipu	9,043	2,070	3	3.0	495,000
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	13,894	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	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	5,508	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

AVAILABLE SOUTH SHORE LAND (FS)

continued from p. 6

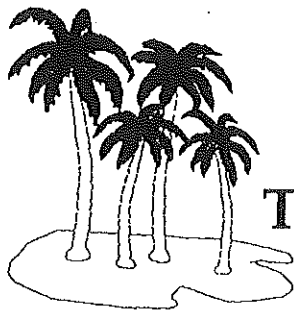
Lawai	3.21 acres	\$295,000
Lawai	4.38 acres	299,000
Lawai	4.7 acres	395,000
Lawai	4.75 acres	495,000
Lawai	6.3 acres	535,000
Lawai	7.41 acres	595,000
Lawai	9.11 acres	695,000
Lawai	4.76 acres	700,000
Lawai	28 acres	2,600,000
Omao	25,439	190,000
Koloa	2.11 acres	2,750,000
Poipu	6,500	180,000
Poipu	6,000	225,000
Poipu	7,208	240,000
Poipu	11,682	255,000
Poipu	9,755	280,000
Poipu	10,128	305,000
Poipu	11,960	315,000
Poipu	10,108	315,000
Poipu	11,302	325,000
Poipu	11,352	325,000
Poipu	11,669	325,000
Poipu	10,263	325,000
Poipu	14,356	345,000
Poipu	10,325	350,000
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	11,484	400,000
Poipu	18,014	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), 5/5/91

❖ In today's market,
 there's no substitute
 for a professional's knowledge, experience and commitment. ❖

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

KAI IKENA Lot #14

Asking Price \$200,000 FS

1.51 acres. Privacy and views make this one of the best buys on the South Shore. Kai Ikena is zoned agricultural; zoning allows an additional dwelling (permits required).

KAI IKENA Lot #13

Asking Price \$235,000 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.

KAI IKENA Lot #11

Asking Price \$239,000 FS

1.037 acre-double whammy: build one house on the open area with ocean and mountain views; build the second nestled into the hillside for privacy. Zoned ag; zoning allows an additional dwelling.

POIPU KAI PARCEL

Asking Price \$240,000 FS

Located in Lanai Villas next to the new Hyatt, this 7,208 sq.ft. lot has a mountain view, plus the amenities of Poipu Kai Resort: pool, tennis, jazuzzi, the works!

LAND

KALAHEO AG PARCEL

Asking Price \$240,000 FS

Build your dream home on this secluded, 1.799 acre parcel. Flag lot guarantees views and privacy. Second dwelling possible. Call!

KIAHUNA GOLF VILLAGE

Asking Price \$315,000 FS

Over 10,000 sq.ft. parcel right on the 17th fairway. 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. Call!

KAI IKENA Lots #13 & 14

Asking Price \$399,900 FS

2.86 acres; buy the two lots and save \$35,000!

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!