

# DREW'S NEWS

Volume 4, Number 1

A Real Estate Newsletter

January/February, 1991

## 1990: The Year in Review

This issue of *Drew's News* has two big features: a look at 1990 -- what actually sold and who bought it -- and current available home, condominium and land listings.

Total 1990 sales of vacant land parcels, residences and condominiums in our Section 2 area (Poipu to Eleele), topped \$74,500,000.

This figure does not include several major South Shore real estate transactions: purchase of Old Koloa Town for \$6.75 million; a 65-acre land development parcel in Kalaheo for \$3.2 million; development land in Lawai which sold for \$1.55 million; the sale of Kiahuna Shopping Center for \$13.2 million; and other commercial property transactions.

So 1990 sales were strong. And a lot of people in Hawaii think "outsiders" are buying up Kauai.

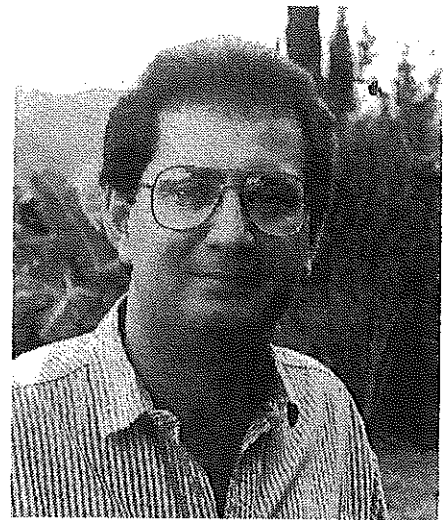
The facts show otherwise. Of the \$74.5 million in South Shore sales, \$30 million were sold to Kauai residents, and \$8 million to other Hawaii residents -- half of the total.

Californians bought the lion's share of the remainder, tallying \$22.4 million in sales. Buyers from 21 different states and 7 foreign countries purchased South Shore properties in 1990.

And the Japanese? Only \$2 million. Canadians bought \$1.6 million.

Look for additional breakdowns on sales -- and current listings -- inside. Information was gathered from the Board of Realtors, MLS and TMK.

-Drew



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

## State Agencies Now Toll-Free

The State of Hawaii has made it less costly to contact a government office on Oahu.

To increase access to State government, a toll-free number has been recently made available for Neighbor Island residents making calls to various agencies.

In the past, callers have had to bear the long-distance expense themselves.

To contact a Hawaii State agency on Oahu, dial:

**1- (800) - 468-4644**

Once the number is reached, an operator will assist you in contacting the specific agency you require. There is no charge for the call.

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# Owner Financing Arrangements in Hawaii

*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.*

In today's financing market, loans made to purchasers of property by the seller are increasingly popular.

The two loan arrangements used most frequently in Hawaii are: Agreement of Sale, and the private Purchase Money Mortgage.

While both are contracts which secure the buyer's agreement to pay money to the seller, they differ in several respects.

**AGREEMENT OF SALE:** This contract is structured to secure the Buyer's promise to purchase a property from the Seller. During the term of the agreement, the Buyer has possession and other "beneficial rights" of ownership, while the Seller retains the "legal" title to the property. When the loan to the Buyer is fully paid, the Seller conveys title to the Buyer.

**PURCHASE MONEY MORTGAGE:** In the private purchase money loan situation, the Seller finances a portion of the purchase price and secures the loan with a mortgage on the property being sold. The Buyer takes full legal title at closing.

From the Seller's standpoint, the principal advantage of a Purchase Money Mortgage is that the law governing mortgages is clear.

There is greater uncertainty in the case of Agreement of Sale, as there is no statutory law and few reported cases governing the Agreement of Sale.

Because legal title passes to the Buyer upon sale in the case of the Purchase Money Mortgage, the Buyer does not need to be concerned about the subsequent death or disappearance of the Seller. However, if the Buyer does not have the funds to pay off an underlying mortgage at closing, the Agreement of Sale may be the only available owner-financing option.

Sellers must be aware, however, that if an Agreement of Sale is entered into without the consent of the Seller's mortgage holder, the underlying mortgage could be called due.

*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.*

# 1990 South Shore Sales Review

What a year!

South Shore sales hit impressive levels in the past year, nearing a \$75,000,000 total.

Pricing rose steadily in the first half of the year, before leveling and in some cases falling slightly by year's end. Overall, the average 1990 South Shore real estate transaction was nearly \$250,000.

Poipu accounted for the lion's share of real estate activity: 61 percent of sales (\$45,246,640); 59 percent of transactions (165); 11 percent higher average price (\$26,650) than the combined South Shore average.

The chart below shows sales volume, number of transactions and average price of South Shore real estate sales in 1990.

	<u>RESIDENTIAL</u>		
	Sales Volume	Transactions	Average Price
Eleele	\$978,500	8	\$122,312
Kalaheo	9,132,000	30	313,066
Lawai	2,131,000	11	193,727
Omao	3,651,000	12	304,250
Koloa	325,000	2	162,500
Poipu	11,309,500	26	434,980
<b>TOTALS</b>	<b>27,787,000</b>	<b>89</b>	<b>312,213</b>

	<u>LAND</u>		
	Sales Volume	Transactions	Average Price
Eleele	---	---	---
Kalaheo	7,765,120	44	176,480
Lawai	958,000	6	159,666
Omao	1,365,000	8	170,370
Koloa	562,740	2	281,370
Poipu	7,998,640	21	380,887
<b>TOTALS</b>	<b>18,649,500</b>	<b>81</b>	<b>230,240</b>

	<u>CONDOMINIUMS</u>		
	Sales Volume	Transactions	Average Price
Eleele	---	---	---
Kalaheo	2,145,000	13	165,000
Lawai	---	---	---
Omao	---	---	---
Koloa	---	---	---
Poipu	25,938,500	118	219,817
<b>TOTALS</b>	<b>28,083,500</b>	<b>131</b>	<b>214,377</b>

## SOUTH SHORE TOTALS, ALL CATEGORIES

Sales Volume	Transactions	Average Price
<b>\$74,520,000</b>	<b>301</b>	<b>\$247,575</b>

## ISLAND RESIDENTIAL UPDATE

Total Residential Properties Available: 383

Price Range	West Shore	South Shore	Lihue Area	Wailua/Kapaa	North Shore
Under \$150,000	2	0	0	0	0
\$151,000 - \$250,000	4	0	10	41	13
\$251,000 - \$350,000	2	21	7	34	33
\$351,000 - \$500,000	0	32	11	32	26
Over \$501,000	3	41	0	19	52
<b>TOTALS</b>	<b>11</b>	<b>94</b>	<b>28</b>	<b>126</b>	<b>124</b>

Source: Multiple Listings Service (MLS) as of 1/8/91

## AVAILABLE SOUTH SHORE HOUSES (FS)

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Kalaheo	9,844	1,107	3	2.5	\$259,900
Kalaheo	9,926	1,248	3	2.5	275,000
Kalaheo	10,250	1,124	2	2.0	275,000
Kalaheo	8,813	1,375	4	3.0	298,000
Kalaheo	cpr	1,760	3	3.0	298,000
Kalaheo	cpr	1,888	3	3.0	304,000
Kalaheo	8,162	1,450	3	2.0	310,000
Kalaheo	1.23 acres	1,200	3	2.0	310,000
Kalaheo	12,966	1,288	3	2.0	317,000
Kalaheo	9,528	1,500	2	2.0	325,000
Kalaheo	10,039	1,280	3	2.0	328,000
Kalaheo	23,651	1,034	2	1.0	332,000
Kalaheo	7,633	1,836	3	2.0	338,000
Kalaheo	-----	2,018	4	3.0	345,000
Kalaheo	16,086	1,152	2	1.0	345,000
Kalaheo	7,021	1,644	3	3.0	349,000
Kalaheo	18,439	2,200	4	4.0	359,000
Kalaheo	3 acres	500	1	1.0	375,000
Kalaheo	9,000	2,108	4	3.0	398,000
Kalaheo	10,294	1,700	3	2.0	398,000
Kalaheo	14,687	1,610	2	2.0	410,000
Kalaheo	11,237	1,968	3	3.0	415,000
Kalaheo	10,829	1,920	3	3.0	423,000
Kalaheo	10,154	1,895	4	3.0	425,000
Kalaheo	8,001	1,989	2	2.5	449,000
Kalaheo	9,014	2,400	5	3.0	450,000
Kalaheo	10,009	2,493	4	3.5	469,900
Kalaheo	10,382	2,964	4	3.0	480,000
Kalaheo	8,195	3,041	4	3.0	495,000
Kalaheo	9,952	1,800	3	2.0	495,000
Kalaheo	1.3 acres	2,575	4	3.0	515,000
Kalaheo	8,850	----	8	4.0	550,000
Kalaheo	11,321	3,776	6	6.0	550,000
Kalaheo	8,000	5,000	5	3.5	650,000
Kalaheo	1.66 acres	2,496	4	2.5	740,000
Kalaheo	1.16 acres	3,012	3	3.5	795,000
Kalaheo	9.19 acres	1,800	2	1.0	899,000
Kalaheo	30,395	6,638	7	6.5	1,000,000
Kalaheo	3 acres	5,377	4	3.5	2,300,000
Kalaheo	12.3 acres	11,000	-	-	7,500,000
Lawai	5,400	1,900	4	2.0	282,500
Lawai	18,033	3,170	6	4.0	425,000
Lawai	3.4 acres	1,424	--	--	595,000
Omao	13,670	1,156	2	2.0	275,000
Omao	30,000	888	2	2.0	400,000

Source: Multiple Listings Service (MLS) as of 1/8/91

continued on page 7

## '90 Island Home Inventory Up 96%

In the January, 1990 issue of *Drew's News*, we listed 195 homes available island-wide. This January, we have 383 available homes, an increase of 96 percent.

area	Jan '91	Jan '90	% change
West side	11	11	---
South Shore	94	40	+135
Lihue area	28	7	+300
Wailua/Kapaa	126	69	+83
North Shore	124	68	+82
<b>Totals</b>	<b>383</b>	<b>195</b>	<b>+96</b>

## 10,000 Agents in Hawaii

There are a lot of Realtors in Hawaii. And the number is growing.

Membership in the Hawaii Association of Realtors reached 10,403 in November, 1990, a gain of more than 9 percent from year-end 1989.

The island of Hawaii has added the most. In the first nine months of '90, Hawaii Island HIBR gained 32 percent; Kona HIBR membership rose 28 percent.

**Hawaii Association of Realtors  
Membership Count**  
(includes Realtors, Realtor Associates  
& Affiliates)  
as of November, 1990

Hawaii Island	454
Honolulu	7,090
Kauai	490
Kona	955
Maui	1,375
Molokai	39

Source: Hawaii Association of Realtors "Annual Report," January, 1991 issue.

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

## ISLAND CONDO UPDATE

Total Condominiums for Sale: 341  
Fee Simple (FS) - 233 Leasehold (LH) - 108

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	0	0	0	0
\$101,000 - \$150,000	3	12	19	6	13	16	19	14
\$151,000 - \$250,000	33	13	12	0	2	6	47	24
\$251,000 - \$400,000	15	8	2	0	4	2	21	3
Over \$401,000	23	2	0	0	11	0	2	0
<b>TOTALS</b>	<b>74</b>	<b>35</b>	<b>33</b>	<b>8</b>	<b>30</b>	<b>24</b>	<b>96</b>	<b>41</b>

Source: Multiple Listings Service (MLS) as of 1/8/91

## '90 Condo Inventory Up 67%

In the January, 1990 issue of *Drew's News*, we listed 204 condominiums available on Kauai. This January, we have 341, a 67 percent increase.

area	Issue		%
	Jan '91	Jan '90	
South Shore	109	68	+60
Lihue area	41	24	+71
Wailua/Kapaa	54	28	+93
North Shore	137	84	+63
<b>Totals</b>	<b>341</b>	<b>204</b>	<b>+67</b>

## AVAILABLE SOUTH SHORE CONDOMINIUMS

PROJECT	BED	BATH	UNITS	LAND	ASKING PRICE	
			AVAIL	TENURE	LOW	HIGH
Hale Kahanalu	No condos available					
Kahala I at Poipu Kai	1	1.0	5	FS	\$175,000	\$260,000
	2	2.0	2	FS	230,000	250,000
Kahaleo Pali Kai	3	2.0	7	FS	179,000	209,500
Kiahuna Plantation	1	1.0	19	LH	129,000	256,000
	2	2.0	2	LH	365,000	990,000
Koloa Gardens	No condos available					
Kuhio Shores	1	1.0	5	FS	205,000	235,000
	2	2.0	2	FS	319,000	345,000
Makahuena	2	2.0	10	LH	169,000	435,000
	2	2.5	3	LH	185,000	280,000
	3	2.0	1	LH	360,000	-----
Makanui Poipu Kai	2	2.0	2	FS	265,000	270,000
Manualoha Poipu Kai	1	1.0	1	FS	185,000	-----
	1	2.0	2	FS	195,000	195,000
	2	2.0	2	FS	365,000	375,000
	2	2.5	1	FS	315,000	-----
Nihi Kai Villas	2	2.0	11	FS	242,000	379,000
Poipu Crater	2	2.0	3	FS	219,000	241,000
Poipu Kapili	1	2.0	2	FS	330,000	380,000
	2	3.0	1	FS	475,000	-----
Poipu Makai	2	2.0	2	FS	315,000	325,000
Poipu Palms	2	2.0	2	FS	265,000	300,000
Poipu Sands	1	1.5	1	FS	245,000	-----
	2	2.0	1	FS	379,000	-----
Poipu Shores	2	2.0	3	FS	299,900	359,000
	3	2.0	1	FS	345,000	-----
Prince Kuhio	studio		1	FS	120,000	-----
	1	1.0	1	FS	167,500	-----
Sunset Kahili	No condos available					
Waikomo Streams	1	1.0	4	FS	179,000	199,500
	2	2.0	2	FS	215,000	299,500
Whaler's Cove	2	2.0	4	FS	550,000	595,000
	2	2.5	2	FS	495,000	595,000
	3	2.0	1	FS	695,000	-----

Source: Multiple Listing Service (MLS) as of 1/8/91

## HOT PROPERTIES

### --New Listings--

### MAKAHUENA

Three new condominium listings in the Makahuena project, all with great ocean views:

#### Unit 301

Asking Price \$295,000 LH

A two-bedroom condo with a townhouse floor plan -- and one of the largest lanai's in Poipu!

#### Unit 103

Asking Price \$345,000 LH

Private ground floor, oceanfront, two-bedroom unit with one-level floor plan. Excellent location!

#### Unit 305

Asking Price \$360,000 LH

A large 3 bedroom condo with room to relax after a hard day's play in paradise. Townhouse floor plan separates living from sleeping areas.

### 3 great properties --

Call Drew today to choose the one right for you!

**TO BUY OR SELL  
A CONDO ON KAUAI  
> CALL DREW <  
332-7414**

# DREW'S HOT PROPERTIES

## Great Price & Oceanfront POIPU PALMS CONDO

Asking Price \$265,000 FS

Ocean front, first floor condo, with two bedrooms, 2 baths and a private lanai fronting the ocean. Only 12 units in this private, quaint complex. Lowest priced fee simple 2 bedroom oceanfront condo in Poipu. Call for an appointment!

## Luxury Fairway Lot KIAHUNA GOLF VILLAGE

Asking Price \$795,000 FS

Luxury home on one of the best fairway lots in the project. Many fine classy touches plus a great floorplan allowing ocean, mountain and fairway views. One of the owners is a realtor. Call for a look-see!

## Right on the Ocean KUHIO SHORES

Asking Price \$345,000 FS

A rare find at Kuhio Shores! Two bedroom, two bath second floor unit right on the ocean! Tastefully decorated. Separate entrance for second bedroom. Sandy beaches and Beach House Restaurant adjacent. Call soon!

## Resort within a Resort POIPU CRATER RESORT

Asking Price \$232,500 FS

A condo with the finishing touches: new tile in the kitchen, entry area and dining room, upgraded furnishings throughout. Secluded location. A definite must on your viewing list. Call Drew for an appointment to see!

## Near New Hyatt POIPU KAI PARCEL

Asking Price \$240,000 FS

Located in Lanai Villas, this 7,208 square foot property has a mountain view, plus all the terrific amenities of Poipu Kai Resort: pool, tennis, jacuzzi and more. Project is adjacent to the new Hyatt Hotel and Shipwrecks Beach.

## #1 Fairway KIAHUNA GOLF VILLAGE

Asking Price \$385,000 FS

Absolutely the best vacant land parcel on the market at Kiahuna Golf Village. Nearly 12,000 sq.ft. with ocean & mountain views, right on fairway #1. Kiahuna Golf Village is Poipu's best subdivision, and this the best lot. Call!

## Lowest-Price Poipu Home POIPU KAI RESIDENCE

Asking Price \$399,900 FS

A well-built two-story home with 4 bedrooms and 2.5 baths. A full 2,400 square feet of living area features koa cabinets, breakfast nook, family and living room plus much, much more. Call Drew today for your appointment.

## A Home with the Works KAI IKENA RESIDENCE

Asking Price \$469,900 FS

A home with everything: 4 bedrooms, 3-1/2 baths; open beam ceilings; designer kitchen; large living, dining and study room; wraparound lanai. Downstairs 3 car garage, extra bedroom, storage. Plus ocean and mountain views!

## Ocean & Valley Views LAWAI LAND CPR

Acreage Under \$200,000 FS

A truly wonderful 1.67 acre parcel in Lawai Valley with ocean and valley views. Owner is including approved plans for a 3 bedroom/2-1/2 bath house. Owner financing possible with seller approval. Call Drew for the details.

## Owner may Finance LARGE POIPU LOT

Asking Price \$449,000 FS

Build your Hawaiian Hideaway in the perfect location--Kau Road, a stone's throw from Brennecke's Beach and Poipu Beach Park. You'll have the land --14,123 sq.ft.-- and a great price. Call Drew for special details!

## Great Price, Great Views KUHIO SHORES

Asking Price \$210,000 FS

Priced to sell! #307 is on the third floor, on the bay side of the project, with cool tradewinds, commanding ocean and mountain views. One of the best 'view' values in Poipu! Call Drew for an appointment today.

**Andrew Vento**

Realtor, G.R.I.

(808) 332-7414

fax 742-7685



**Makai Properties**

Real Estate Sales & Development

# '90 Land Inventory Up 55%

In the January, 1990 issue of *Drew's News*, we had a total of 190 land parcels available island-wide. This January, the total has increased to 295, an island-wide increase of 55 percent.

area	Issue Jan '91/Jan '90	% change
West side	8 4	+100
South Shore	63 42	+50
Lihue area	7 7	-NC-
Wailua/Kapaa	81 52	+56
North Shore	136 85	+60
Totals	295 190	+55

## Drew's News

*Drew's News* is an independent real estate newsletter produced here on Kauai by Andrew Vento, Realtor. Drew is a real estate broker for Makai Properties in Poipu, Kauai.

Approximately 5,000 copies of *Drew's News* are printed, six times a year. *Drew's News* is mailed to property owners from Poipu to Eleele, at no cost to the owners.

The purpose of *Drew's News* is to advertise my real estate listings, introduce new buyers and sellers to my real estate services and give south shore property owners important information that may affect their investments.

If this is your first copy of *Drew's News*, feel free to write me about this newsletter--good or bad!

--Drew Vento

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.

**LAND ON KAUAI**  
find it • sell it  
**DREW VENTO 332-7414**

## ISLAND LAND UPDATE

Total Parcels Available: 295

Price Range	West Shore	South Shore	Lihue Area	Wailua /Kapaa	North Shore
Under \$150,000	6	2	2	21	9
\$151,000 - \$250,000	1	24	5	26	37
\$251,000 - \$350,000	0	11	0	5	28
\$351,000 - \$500,000	1	12	0	11	22
Over \$501,000	0	14	0	18	40
TOTALS	8	63	7	81	136

Source: Multiple Listings Service (MLS) as of 1/8/91

## AVAILABLE SOUTH SHORE LAND (FS)

AREA	SQUARE FEET	ASKING PRICE
Kalaheo	11,600	\$145,000
Kalaheo	21,780	150,000
Kalaheo	12,457	165,000
Kalaheo	6,961	165,000
Kalaheo	7,069	165,000
Kalaheo	7,005	166,000
Kalaheo	8,255	168,000
Kalaheo	11,406	169,900
Kalaheo	18,449	170,000
Kalaheo	6,815	175,000
Kalaheo	.51 acre	175,000
Kalaheo	12,876	179,000
Kalaheo	8,015	185,000
Kalaheo	8,000	190,000
Kalaheo	10,650	197,000
Kalaheo	8,805	199,500
Kalaheo	15,280	212,500
Kalaheo	10,479	215,000
Kalaheo	1.51 acres	225,000
Kalaheo	1.4 acres	249,000
Kalaheo	1.35 acres	275,000
Kalaheo	3 acres	295,000
Kalaheo	1.04 acres	295,000
Kalaheo	43,560	325,000
Kalaheo	3 acres	375,000
Kalaheo	1.5 acres	385,000
Kalaheo	36,300	500,000
Kalaheo	36,300	540,000
Kalaheo	12.66 acres	650,000
Kalaheo	2.84 acres	750,000
Lawai	1.67 acres	198,000
Lawai	2.6 acres	215,000
Lawai	2.21 acres	295,000
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	2,000,000
Lawai	28 acres	2,600,000
Koloa	2.11 acres	2,750,000
Poipu	6,500	200,000
Poipu	6,000	239,000
Poipu	7,208	240,000

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 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
Omao	21,780	1,844	3	3.0	\$425,000
Omao	31,773	2,394	3	3.0	445,000
Koloa	8,380	1,104	3	2.0	260,000
Koloa	10,400	2,208	3	2.0	420,000
Koloa	18,880	3,312	3	2.0	595,000
Poipu	5,500	1,095	2	2.0	375,000
Poipu	-----	2,445	4	2.5	399,900
Poipu	9,262	1,640	3	2.0	420,000
Poipu	6,000	1,400	3	2.0	429,000
Poipu	11,437	2,000	3	2.5	435,000
Poipu	6,546	2,150	3	2.5	449,000
Poipu	6,000	1,680	3	3.0	450,000
Poipu	7,638	1,930	3	3.0	459,000
Poipu	7,113	1,953	2	2.0	475,000
Poipu	5,500	1,561	3	2.5	475,000
Poipu	10,361	2,000	4	3.0	489,000
Poipu	10,120	2,200	3	2.0	492,000
Poipu	9,043	2,070	3	3.0	495,000
Poipu	11,393	600	1	1.0	550,000
Poipu	5,300	940	2	2.0	559,000
Poipu	10,210	1,950	3	2.0	575,000
Poipu	11,350	2,500	3	2.5	575,000
Poipu	10,313	2,453	4	3.5	595,000
Poipu	12,476	2,855	4	3.5	597,500
Poipu	11,000	2,200	5	3.0	650,000
Poipu	11,350	2,500	3	2.5	650,000
Poipu	12,064	2,482	3	2.5	675,000
Poipu	11,208	2,796	3	3.0	689,000
Poipu	13,894	2,229	3	2.0	749,000
Poipu	10,150	1,500	3	2.0	769,000
Poipu	12,010	3,100	3	3.5	775,000
Poipu	10,203	2,460	3	3.5	795,000
Poipu	11,175	2,848	4	3.5	825,000
Poipu	20,000	1,318	2	2.0	995,000
Poipu	2.31 acres	-----	--	--	1,600,000
Poipu	5,335	3,500	5	4.5	1,650,000
Poipu	20,335	2,225	4	4.0	1,700,000
Poipu	.74 acre	3,054	4	3.0	2,200,000
Poipu	15,600	1,780	3	2.5	2,200,000
Poipu	13,208	2,000	3	2.5	2,300,000
Poipu	14,975	5,000	4	5.0	2,950,000
Poipu	3.2 acres	-----	--	--	3,100,000

### AVAILABLE SOUTH SHORE LAND (FS)

*continued from p. 6*

Poipu	9,755	\$280,000
Poipu	11,682	290,000
Poipu	10,108	315,000
Poipu	11,761	325,000
Poipu	11,302	325,000
Poipu	10,858	350,000
Poipu	11,900	350,000
Poipu	9,515	379,000
Poipu	11,965	385,000
Poipu	11,432	385,000
Poipu	17,660	398,000
Poipu	11,484	400,000
Poipu	10,000	425,000
Poipu	14,123	449,000
Poipu	9,400	1,100,000
Poipu	14,745	1,800,000
Poipu	18,545	1,990,000
Poipu	39,961	2,000,000

Source: Multiple Listings Service (MLS)  
 as of 1/8/91

## From Here . . . . . . to There

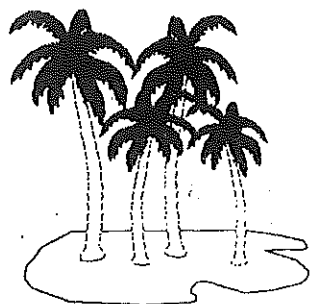
On Kauai's sunny South Shore, you're never far from other points in paradise.

Mileage from Poipu to:

Lihue .....	11.9
Lihue Airport .....	13.9
Wailua .....	17.8
Princeville .....	40.7
Haena .....	49.9
Kalalau Lookout .....	36.8

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

### DREW'S HOT LISTINGS!

**New Listing**  
**WHALE WATCHER**

Asking Price \$299,900 FS

Unit 301-A has great ocean and sunset views. And like most Poipu Shores units, it's perfect to watch whales, dolphins and turtles at play. This 2 bed/2 bath condo has room for a family vacation. Call Drew for special details.

**New Listing**  
**KALAHEO AG PARCEL**

Asking Price \$240,000 FS

Build your Hawaiian vacation or permanent home on this secluded, 1.779 acre parcel in Kalaheo. Flag lot configuration guarantees views and privacy. Second dwelling possible with county approval. Call now!

**New Listing**  
**PALI KAI CONDO**

Asking Price \$189,000 FS

This Kalaheo large residential condo offers 3 bedrooms, 2 baths on a two-level floor plan. Plus ocean view, two lanais, patio, pool & tennis. Project qualifies for FHA funding. Easy to view with notice. A Drew's Best Buy!

**Ocean Front**  
**POIPU SHORES 401-A**

Asking Price \$325,000 FS

Penthouse view! Located on the ocean, this 2 bed/2 bath condo has one of the best view planes in Poipu. Sit on the lanai and enjoy a sunset view all the way to Niihau! Call Drew today for more information.

**New Listing**  
**MANUALOHA**

Asking Price \$375,000 FS

This is one of the best units at Manualoha, which is part of Poipu Kai Resort. You get resort amenities, plus 2 bed/2 bath on two levels. Second level has Master Suite with 2 private lanais. Great ocean & mountain views. Call!

**Mountain & Ocean Views**  
**KIAHUNA GOLF VILLAGE**

Asking Price \$315,000 FS

Over 10,000 sq.ft. parcel right on the 17th fairway. All the privacy you need for full-time living, plus the activities and amenities of Poipu nearby. Situated in Poipu's most exclusive neighborhood. Call Drew for details.