

# DREW'S NEWS

Volume 3, Number 6

A Real Estate Newsletter

November/December, 1990

## 'Tis The Season!

What a year we've had on Kauai! 'Tis the season to take a look at where we've been -- and a glimpse of where we're going.

The 1990 real estate market started off with a bang. Prices and sales hit record levels.

Current market conditions reflect a leveling off of prices and activity.

What's ahead? A year of opportunity. Conditions are favorable for both new buyers and current owners wanting to make that upgrade to a larger or better property.

In looking at the scene here on Kauai, we find that despite lots of talk about politics, almost all of our county and state officials were voted back in, just as they were nationwide. JoAnn Yukimura's re-election makes her our first four-year mayor.

On the South Side, the route for the Poipu Bypass Road has been chosen. The Kauai Hyatt Hotel is now open. Two condominium projects have begun construction. The visitor count for '90 may top 1.3 million, a record. Not bad.

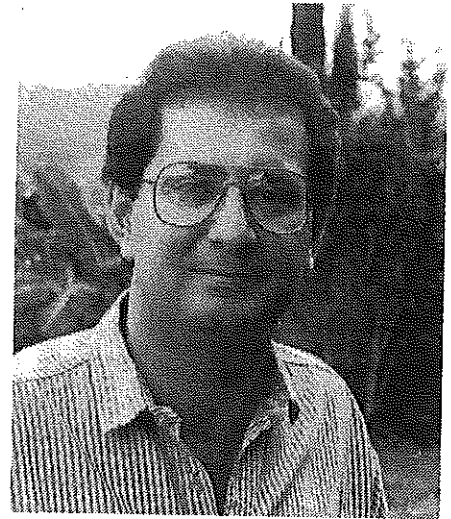
And the people of Kauai are more environmentally-conscious. Recycling centers have opened; cloth diapers are now available; some stores offer alternative bagging. And *Drew's News* is now printed on recycled paper!

In the year ahead, I hope we can make progress in solving Kauai's major problems -- housing, roads, sewage and garbage, quality jobs, better education.

If we can make improvements, Kauai will truly earn its title as paradise, for resident and tourist alike.

Have a safe and happy holiday season . . .

-Drew



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

## Drew's Many Mahalos

As the year draws to an end, I want to thank all my clients and friends who are marketing and have bought their properties through me.

Every month, the Kauai Board of Realtors publishes a book of all the island's listings (properties for sale) through their Multiple Listings Service (MLS).

The current (November, 1990) MLS Book indicates you have made me the number one listing agent for properties on Kauai's South Shore.

A sincere mahalo! to you all for supporting me in my real estate career. I look forward to working with you, other owners and buyers in the months and years to come.

### Inside this issue . . .

Choosing the Right Tenancy Title . . . . .	page 2
New Withholding for Non-Residents . . . . .	page 2
Figuring your Monthly Mortgage . . . . .	page 2
Residential Update & Listings . . . . .	page 3
Residential Inventory at Year's High . . . . .	page 3
Homeowner Purchasing Power . . . . .	page 3
Condominium Update & Listings . . . . .	page 4
Condo Inventory Up in Lihue . . . . .	page 4
Hot Properties . . . . .	pages 5 & 8
Land Update & Listings . . . . .	page 6
Land Inventory Climbs . . . . .	page 6
Property Information Request Form . . . . .	page 7

## Take Title in the Tenancy Right for You

*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 purchasing real estate in Hawaii, one of the most important considerations is in which tenancy to take title.

For each tenancy, there are numerous tax and legal implications. The basic features of each tenancy are discussed here, but any questions as to which may be best for you should be directed to tax or legal professionals.

**TENANCY IN SEVERALTY:** This means the property is held by one person (or entity) alone, "severed" from the others. Upon death, the property will be distributed by the probate court.

**TENANTS IN COMMON:** This is a tenancy in which two or more persons (or entities) hold title to the extent of the ownership share. For example, if the tenants hold equal shares and there are six tenants, each would hold a one-sixth share. The ownership shares may be unequal. Because there is no "right of survivorship", the ownership share of a tenant who dies will be distributed by the probate court as part of his or her estate. Any tenant in common may transfer his or her share, with the buyer becoming a tenant in common with those who remain.

**JOINT TENANTS:** This tenancy is only available to natural persons (that is, a corporation or partnership cannot hold title in this tenancy). Each tenant holds an equal share of an undivided interest in the property. Because joint tenants have a "right of survivorship," upon the death of a joint tenant, the interest of a tenant who dies will automatically pass to the surviving tenants. This will effectively avoid probate.

**TENANTS BY THE ENTIRETY:** This tenancy is available only to married couples. The characteristics of this tenancy are like a joint tenancy, with the added requirement of a valid marriage. Divorce will sever a tenancy by the entirety and the parties will become tenants in common.

*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.*

## New Withholding for Non-Residents of Hawaii

Beginning January 1, 1991, non-residents of Hawaii will have an additional withholding equal to 9 percent of the gross sale of their property.

The new state withholding law was enacted to force non-residents to pay capital gains tax on the profit on sales of Hawaii real estate.

Information and requisite forms will be available in December or January for those affected. In the tax meeting I attended, officials indicated there will be exemptions for those using 1031 exchanges for other Hawaii properties purchased.

Personally, I find it unfair that while the Hawaii capital gains tax for non-residents is 7.25 percent of the gain, the state is withholding 9 percent of the sales price.

Contact your tax professional for additional information on this new withholding law for non-residents of Hawaii.

## How to Figure Mortgage \$\$

To figure your monthly mortgage, all you need is the purchase price, the down payment and the interest rate factor.

The formula is simple: price minus down payment gives you the mortgage amount. Divide by 1000 and multiply by interest rate factor, and you have your monthly mortgage payment.

For example, if the purchase price is \$250,000 and the down payment is 20 percent (\$50,000), your mortgage amount is \$200,000. Divide by 1000 and you get 200. At 10.5 percent interest rate, your factor is 9.15; multiply 200 times 9.15 and voila! Your monthly mortgage is \$1830.

This formula will give you a quick fix on your monthly mortgage. Please note, however, that banks and lending institutions sometimes add additional fees to the mortgage -- insurance, taxes, points.

For determining interest rate factors, use the chart:

<u>interest</u> <u>rate (%)</u>	<u>factor</u>	<u>interest</u> <u>rate (%)</u>	<u>factor</u>
8.5	7.69	10.5	9.15
9	8.05	11	9.53
9.5	8.41	11.5	9.91
10	8.78	12	10.29

## ISLAND RESIDENTIAL UPDATE

Total Residential Properties Available: 343

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	2	5	29	11
\$251,000 - \$350,000	2	21	7	34	30
\$351,000 - \$500,000	1	31	7	33	28
Over \$501,000	3	31	0	18	44
TOTALS	12	85	19	114	113

Source: Multiple Listings Service (MLS) as of 11/9/90

## AVAILABLE SOUTH SHORE HOUSES (FS)

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Kalaheo	8,619	1,610	3	3.0	\$250,000
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	8,672	1,485	4	2.0	275,000
Kalaheo	8,095	1,664	3	2.5	285,000
Kalaheo	cpr	1,888	3	3.0	298,000
Kalaheo	cpr	1,888	3	3.0	304,000
Kalaheo	1.23 acres	1,200	3	2.0	305,000
Kalaheo	9,528	1,500	2	2.0	325,000
Kalaheo	23,651	1,034	2	1.0	332,500
Kalaheo	16,086	1,152	2	1.0	345,000
Kalaheo	12,028	-----	4	2.5	348,000
Kalaheo	7,021	1,644	3	3.0	349,000
Kalaheo	27,903	1,140	3	2.0	355,000
Kalaheo	18,439	2,200	4	4.0	359,000
Kalaheo	3 acres	500	1	1.0	375,000
Kalaheo	9,000	1,644	3	3.0	398,000
Kalaheo	10,294	2,108	4	3.0	398,000
Kalaheo	-----	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	1,831	2	2.5	449,000
Kalaheo	9,014	2,400	5	3.0	450,000
Kalaheo	12,688	1,700	3	2.5	467,000
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	8,000	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	939,000
Kalaheo	30,395	6,638	7	6.5	1,000,000
Kalaheo	3.00 acres	5,377	4	3.5	2,300,000
Kalaheo	12.3 acres	11,000	-	-	7,500,000
Lawai	5,682	1,092	3	1.0	119,000
Lawai	9,936	1,582	3	2.0	260,000
Lawai	7,828	1,280	3	2.5	265,000
Lawai	5,400	1,900	4	2.0	295,000
Lawai	9,600	2,000	3	3.0	349,000
Lawai	18,033	3,170	6	4.0	425,000

continued on page 7

## Island Home Inventory Hits Year's High

In the last issue of *Drew's News*, we listed 331 homes available island-wide. This issue we have 343 available homes, an increase of 3 percent.

area	issue this/last	% change
West side	12 17	-19
South Shore	85 83	+1
Lihue area	19 14	+36
Wailua/Kapaa	114 121	-6
North Shore	113 96	+18
Totals	343 331	+3

## What it Takes to Buy a Home

Annual Income	Mortgage Amount	Home Price
\$20,000	47,600	59,500
30,000	71,400	89,300
40,000	95,200	119,000
50,000	119,000	148,800
60,000	142,800	178,500
70,000	166,600	208,300
80,000	190,400	238,000
90,000	214,200	267,000
100,000	238,000	297,500

This purchasing power chart is based on two conditions:

1. A conventional loan with 20 percent down and an average effective interest rate of 9.98 percent;
2. Monthly principal and interest payments equal to 25 percent of income.

Contact your local lending institutions to learn additional mortgage requirements.

Source: National Association of Realtors, Economics and Research Division

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

## ISLAND CONDO UPDATE

Total Condominiums for Sale: **325**  
 Fee Simple (FS) - 214 Leasehold (LH) - 111

Price Range	South Shore		Lihue Area		Wailua/Kapaa		North Shore	
	FS	LH	FS	LH	FS	LH	FS	LH
Under \$100,000	0	0	0	0	0	0	0	0
\$101,000 - \$150,000	2	13	13	8	15	16	14	18
\$151,000 - \$250,000	29	9	10	0	2	7	47	25
\$251,000 - \$400,000	26	4	3	0	1	2	19	5
Over \$401,000	9	4	0	0	11	0	13	0
TOTALS	66	30	26	8	29	25	93	48

Source: Multiple Listings Service (MLS) as of 11/9/90

## South Shore Condo Inventory Steady; Lihue Up

In the last issue of *Drew's News*, we listed 309 condominiums available on Kauai. This issue we have 325, a five percent increase.

area	issue		%
	this	last	change
South Shore	96	95	+1
Lihue area	34	23	+48
Wailua/Kapaa	54	50	+8
North Shore	141	141	nc
Totals	325	309	+5

## AVAILABLE SOUTH SHORE CONDOMINIUMS

PROJECT		UNITS		LAND	ASKING PRICE		
		BED	BATH	AVAIL	TENURE	LOW	HIGH
Hale Kahamalu		No condos available					
Kahala I at Poipu Kai	1	1.0	7	FS	\$185,000	\$260,000	
	2	2.0	2	FS	250,000	275,000	
Kahaleo Pali Kai	3	2.0	5	FS	194,500	209,500	
Kiahuna Plantation	1	1.0	19	LH	129,000	449,000	
	2	2.0	1	LH	990,000	-----	
Koloa Gardens		No condos available					
Kuhio Shores	1	1.0	4	FS	205,000	235,000	
	2	2.0	2	FS	319,000	345,000	
Makahuena	2	2.0	6	LH	207,000	450,000	
	2	2.5	2	LH	185,000	295,000	
	3	2	1	LH	295,000	-----	
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	1	FS	199,000	-----	
	2	2.0	1	FS	365,000	-----	
	2	2.5	1	FS	315,000	-----	
Nihi Kai Villas	2	2.0	8	FS	242,000	379,000	
Poipu Crater	2	2.0	3	FS	219,000	241,000	
Poipu Kapili	1	2.0	1	FS	360,000	-----	
	2	3.0	1	FS	475,000	-----	
Poipu Makai	2	2.0	2	FS	315,000	325,000	
	3	3.0	1	FS	385,000	-----	
Poipu Palms	2	2.0	2	FS	265,000	300,000	
Poipu Sands	1	1.0	1	FS	245,000	-----	
	1	1.5	1	FS	245,000	-----	
	2	2.0	2	FS	350,000	379,000	
Poipu Shores	2	2.0	1	FS	325,000	-----	
Prince Kuhio		studio	2	FS	115,000	120,000	
	1	1.0	1	FS	167,500	-----	
Sunset Kahili		No condos available					
Waikomo Streams	1	1.0	3	FS	179,000	199,500	
	2	2.0	1	FS	299,500	-----	
Whaler's Cove	2	2.0	5	FS	550,000	679,000	
	2	2.5	2	FS	495,000	595,000	
	3	2.0	1	FS	695,000	-----	

## Home Mail Delivery to Lawai, Kalaheo

The majority of homes in Lawai and Kalaheo will now enjoy home mail delivery.

The exception will be those living within 1/4 mile of the Kalaheo Post Office.

Most parts of the U.S. assume mail delivery to your home is a basic part of life. But the majority of Kauai is still self-service at the local post office.

Those interested in home delivery should contact the Kalaheo postmaster.

Special recognition and thanks go to Bill Harper and his 43 assistants, who started the home delivery drive some 18 months ago. Bill and crew gathered 551 signatures on a petition. That was enough to convince the Post Office of the need.

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

# DREW'S HOT PROPERTIES

## OceanFront Condo POIPU SHORES

Asking Price \$325,000 FS

Only unit available in the project! Unit 401-A is an end unit on the 4th floor: 2 bedrooms, 2 baths, completely furnished, with great views and rental history. Let the ocean lull you to sleep tonight! Call Drew for more info.

## Near Beach, Amenities POIPU SANDS

Asking Price \$350,000 FS

A lovely two bedroom, two bath condo in the desirable Poipu Sands complex at Poipu Kai Resort. #417 is a ground floor unit, a short walk from the beach, Poipu Kai and Hyatt Hotel's amenities. Great for rental or full-time living!

## 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.

## Great Value POIPU KAI CONDO

Asking Price \$185,000 FS

Best priced condo in Poipu Kai Resort. This one bedroom, one bath Kahala unit is fully furnished and in top shape. Plus all Poipu Kai's amenities are on property! Good rental history. And a great south shore value. Better call!

## Lowest-Price Poipu Home POIPU KAI RESIDENCE

Asking Price \$414,000 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.

## Ocean&Mountain Views LAWAI WITH VIEWS

Asking Price \$265,000 FS

A newer home in excellent condition. Three bedroom, 2.5 bath, plus additional outside shower. Large kitchen skylight provides plenty of natural light. Ocean and mountain views from lanai and from living and dining areas.

## Great Starter Unit PRINCE KUHIO STUDIO

Asking Price \$115,000 FS

#236 is an end unit with a great rental history. And with good reason -- only 4 minutes to two sandy beaches! This has got to be one of the best starter properties on Kauai. Call Drew and check this value today!

## Owner may Finance LARGE POIPU LOT

Asking Price \$449,000 FS

Build your Hawaiian Hideaway in the perfect location--Kauai 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!

## Mountain&Ocean View 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!

**Andrew Vento**

Realtor, G.R.I.  
(808) 332-7414  
fax 742-7685



**Makai Properties**

Real Estate Sales & Development

# Land Inventory Up Island-wide

In the last issue of *Drew's News*, we had a total of 236 land parcels available island-wide. This issue, the total has increased to 263, an island-wide increase of 12 percent.

	issue	%
<b>area</b>	<b>this/last</b>	<b>change</b>
West side	10 8	+25
South Shore	55 52	+6
Lihue area	9 10	-1
Wailua/Kapaa	75 60	+25
North Shore	114 106	+8
Totals	263 236	+12

## 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: 263

Price Range	West Shore	South Shore	Lihue Area	Wailua /Kapaa	North Shore
Under \$150,000	5	1	0	12	6
\$151,000 - \$250,000	4	18	7	26	39
\$251,000 - \$350,000	0	12	1	5	24
\$351,000 - \$500,000	0	11	0	9	19
Over \$501,000	1	13	1	23	26
TOTALS	10	55	9	75	114

Source: Multiple Listings Service (MLS) as of 11/9/90

## AVAILABLE SOUTH SHORE LAND (FS)

AREA	SQUARE FEET	ASKING PRICE
Kalaheo	11,600	\$145,000
Kalaheo	12,457	165,000
Kalaheo	11,406	169,900
Kalaheo	18,449	170,000
Kalaheo	.51 acre	175,000
Kalaheo	8,015	185,000
Kalaheo	10,541	187,500
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	1.04 acres	295,000
Kalaheo	1 acre	325,000
Kalaheo	3 acres	350,000
Kalaheo	3 acres	375,000
Lawai	1.67 acres	198,000
Lawai	2.6 acres	215,000
Lawai	2.62 acres	235,000
Lawai	2.25 acres	285,000
Lawai	4.7 acres	395,000
Lawai	4.75 acres	495,000
Lawai	6.3 acres	535,000
Lawai	65,253	575,000
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
Poipu	6,000	239,500
Poipu	7,208	240,000
Poipu	9,755	280,000
Poipu	10,108	315,000
Poipu	11,761	325,000
Poipu	14,356	345,000
Poipu	10,858	350,000
Poipu	10,325	350,000
Poipu	9,515	379,000
Poipu	11,965	385,000
Poipu	11,432	385,000
Poipu	11,484	400,000
Poipu	10,000	425,000
Poipu	14,123	449,000

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, send via fax (808) 742-7685, or call me at (808) 332-7414.

Mail to:

**Drew's News**

PO Box 1979

Koloa, Kauai, HI 96756

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

LOCATION	LOT SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Lawai	3.4 acres	1,424	4	2.0	\$695,000
Lawai	4.99 acres	2,586	4	3.0	760,000
Lawai	2 acres	3,750	4	3.0	850,000
Omao	13,670	1,156	2	2.0	275,000
Omao	23,478	1,328	3	2.0	325,000
Omao	21,807	1,686	4	3.0	345,000
Omao	21,780	1,844	3	3.0	425,000
Omao	21,817	2,280	2	2.0	435,000
Omao	-----	2,394	3	3.0	445,000
Omao	21,854	2,670	5	4.0	495,000
Koloa	8,380	1,104	3	2.0	260,000
Koloa	10,400	2,208	6	4.0	420,000
Koloa	18,800	3,312	9	6.0	595,000
Poipu	-----	2,445	4	2.5	414,000
Poipu	9,262	1,640	3	2.0	420,000
Poipu	6,000	1,400	3	2.0	429,000
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	10,361	2,000	4	3.0	489,000
Poipu	11,393	600	1	1.0	550,000
Poipu	5,300	940	2	2.0	559,000
Poipu	9,248	2,872	3	3.5	575,000
Poipu	10,313	2,453	4	3.5	595,000
Poipu	12,476	2,855	4	3.5	597,500
Poipu	11,350	2,500	3	2.5	650,000
Poipu	11,208	2,796	3	3.0	689,000
Poipu	12,064	2,482	3	2.5	725,000
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	20,000	1,318	2	2.0	1,300,000
Poipu	24,311	640	1	1.0	1,500,000
Poipu	20,335	2,225	4	4.0	1,700,000
Poipu	15,600	1,780	3	2.5	2,200,000
Poipu	13,206	2,000	3	2.5	2,300,000
Poipu	8,100	2,770	2	2.0	2,500,000
Poipu	14,975	5,000	4	5.0	2,950,000

Source: Multiple Listing Service (MLS) as of 11/9/90

### AVAILABLE SOUTH SHORE LAND (FS)

continued from p. 6

Poipu	17,660	\$500,000
Poipu	9,400	1,450,000
Poipu	14,475	1,850,000
Poipu	18,545	2,650,000
Poipu	2.11 acres	2,750,000

Source: Multiple Listings Service (MLS)  
 as of 11/9/90

## The WINDOW DOCTOR

### Window & Carpet Cleaning

- Windows
- Carpets & Upholstery
- Screen Repair
- Construction Clean-up
- Residential & Commercial
- Licensed & Insured
- FREE ESTIMATES

**Holiday Special**  
**10% OFF**

(Offer ends 2/1/91)

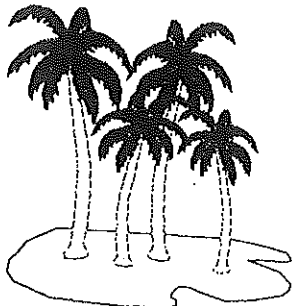
**742-1213**

Leonard A. Pichler, owner  
 P.O. Box 134, Koloa, HI 96756

## **Drew's News**

PO Box 1379

Koloa, Kauai, HI 96756



U.S. Postage

**PAID**

Bulk Rate

No. 98

Lihue, HI

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

### **DREW'S HOT LISTINGS!**

#### **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!

#### **New Listing 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!

#### **#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!

#### **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!

#### **New Listing LAWAI LAND CPR**

Acreage Under \$200,000 FS

A truly wonderful 1.67 acre parcel in Lawai Valley with tranquil 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.

#### **New Listing 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.