

DREW'S NEWS

Volume 3, Number 5

A Real Estate Newsletter

September/October, 1990

Pricing Down as Inventory Grows

Take a tour of the South Shore in early November and you'll see some real changes.

That's when the new Hyatt Regency Kauai opens. I was lucky enough to get a pre-opening tour, and it's great. The project is well designed, from the hotel itself to the pool and swimming areas. First Class, and in Poipu.

On the way you will see two new condominium projects under construction. The Regency at Poipu Kai and Keonelo Bay Villas have begun ground preparation. The Regency has already had pre-sales; no word yet on pre-sales for Keonelo Bay Villas.

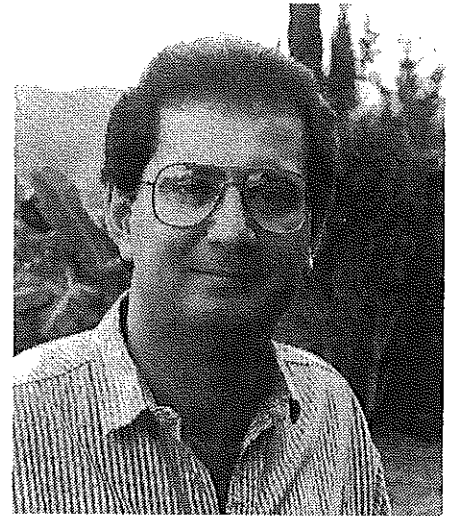
A tour of this issue of *Drew's News* will show you that the real estate inventory on Kauai has grown tremendously this year: residential listings are up 70 percent; condominiums, 51 percent; land, 24 percent.

Prices remain high, but I note many sellers are lowering listing prices. Competition does that.

Several sectors of the mainland real estate market are down, and the Mid-east crisis is adding to uncertainty. These factors are certain to have an effect on the Kauai market, and may add up to a further lowering of prices.

Yet our Hawaii economy and real estate markets are still strong. While prices may turn downward, good values exist in the market. Buyers and sellers still have a window of opportunity in the coming months.

-Drew



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

A&B Breaks Ground in Poipu

Alexander & Baldwin, one of Hawaii's oldest firms, broke ground August 22 on their \$142 million Kukuiula Residential & Commercial project.

The total project will encompass 1,036 acres, ranging from Poipu Road, past Spouting Horn and up toward Kalaheo. Plans call for a 15-20 year development.

The 213-acre Phase I will include 738 single-family homes, 1,000 multi-family units, a 6-acre commercial site and 12 acres of park and open space.

Phase II, in preliminary planning, will include 2,300 single and multi-family homes, a marina and a golf course.

Inside this issue . . .

A Trust to Minimize Tax Bite	page 2
New Landlord/Tenant Code Handbook.....	page 2
Top U.S. Real Estate Firms	page 2
Residential Update & Listings	page 3
Residential Inventory Up	page 3
Top Hawaii Banks, S&L's	page 3
Condominium Update & Listings	page 4
Condo Inventory Rises	page 4
Hot Properties	pages 4, 5 & 8
Land Update & Listings	page 6
Land Inventory Climbs	page 6
Property Information Request Form	page 7

Death & Taxes: The Credit Shelter Trust

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.

If you own Hawaiian real estate, chances are you have a potential estate tax problem.

Federal estate taxes can take from 37 to 60 percent of assets valued above \$600,000 at the time of your death.

Trusts can help minimize tax consequences, with the most dramatic help available to married couples with \$600,000 or more in assets.

Currently, the marital tax deduction allows you to leave virtually all of your property to a U.S. citizen spouse free of federal estate taxes.

But if you leave that property to your spouse by joint ownership, beneficiary nomination or bequest under a simple will, you are in effect throwing away an additional \$600,000 exemption which could be passed on to the next generation.

You can place your assets in a revocable living trust, which shelters \$600,000 at the death of the first spouse through a by-pass trust--that is, the \$600,000 by-passes the second spouse's estate. The surviving spouse typically receives rights to income and, in some cases, principal from the by-pass trust.

When the second spouse dies, the by-pass trust is distributed tax-free. The surviving spouse's estate will have available another \$600,000 unified credit. This translates to a total of \$1.2 million which can be passed along federal estate tax-free to heirs.

Unless the trust is set up prior to death of the first spouse, this estate tax avoidance technique is lost.

Another advantage of a trust is that all property conveyed to a trust will be managed outside of probate, thereby avoiding the costs of a probate proceeding.

Remember, this discussion is only an introduction to one estate planning tool: the simple by-pass trust. Your own estate plan must take into consideration your financial situation, your family and personal goals and complex estate tax laws.

But plan now. If you don't have an estate plan, you can be sure Uncle Sam will use his!

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.

Revised Landlord/Tenant Code Handbook Available

The Hawaii State Office of Consumer Affairs has recently released a handbook containing up-to-date statute revisions in the Hawaii Residential Landlord-Tenant Code. It's a must for anyone renting property or having property handled by a property management company.

The handbook is free. Order by mailing a self-addressed envelope (6-1/2x9-1/2), pre-stamped (65 cents), with notice of your request to:

State of Hawaii, Office of Consumer Affairs
828 Fort Street Mall, Suite 600B
Honolulu, HI 96813

Some examples of information provided:

- A landlord has 14 days after lease termination to return a security deposit to the tenant
- In a month-to-month lease, landlord or tenant must give 28 days notice to terminate the rental
- A landlord is not required by law to pay interest on security deposits
- Final inspections are not required by law, but are considered a good way to prevent disputes

For further information, call the Office of Consumer Protection at (808) 548-2542.

Top U.S. Real Estate Firms

Real estate may be big business in Hawaii, but Hawaii real estate firms are not.

So reports REAL Trends, a real estate industry magazine, which listed the nation's top 100 firms in its May, 1990 issue. No Hawaii firm made the top 100.

Firms were rated by "sides" -- number of transactions, which includes both listings and sales.

The top 5 in the U.S.:

<u>firm</u>	<u>sides</u>	<u>offices</u>	<u>agents</u>
1. Long & Foster Fairfax, VA	40,182	174	5,400
2. Weichert Realtors Morris Park, NJ	37,600	210	5,000
3. Schlott Holding Co Wayne, NJ	36,117	140	14,600
4. Tarbell Realtors Santa Ana, CA	24,210	58	3,000
5. Grubb & Ellis San Francisco, CA	22,000	75	2,184

ISLAND RESIDENTIAL UPDATE

Total Residential Properties Available: 331

Price Range	West Shore	South Shore	Lihue Area	Wailua/Kapaa	North Shore
Under \$150,000	2	0	0	2	0
\$151,000 - \$250,000	7	5	4	35	7
\$251,000 - \$350,000	4	20	5	34	29
\$351,000 - \$500,000	1	25	4	29	25
Over \$501,000	3	33	1	21	35
TOTALS	17	83	14	121	96

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

South Shore Home Inventory Doubles in 9 mo.

On January 10, 1990, we listed 195 homes available island-wide. As of September 11, we list 331 available homes, an increase of 70 percent.

area	issue 9-11/1-10	% change
West side	17 11	+55
South Shore	83 40	+108
Lihue area	14 7	+100
Wailua/Kapaa	121 69	+75
North Shore	96 68	+41

AVAILABLE SOUTH SHORE HOUSES

All properties listed are fee simple

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Kalaheo	8,619	1,610	3	3.0	\$250,000
Kalaheo	9,232	1,424	4	2.0	255,000
Kalaheo	9,926	1,248	3	2.5	275,000
Kalaheo	9,844	1,107	3	2.5	275,000
Kalaheo	10,250	1,124	2	2.0	275,000
Kalaheo	12,270	836	3	1.5	285,000
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	325,000
Kalaheo	9,158	2,108	4	3.0	345,000
Kalaheo	12,028	----	4	3.5	348,500
Kalaheo	7,021	1,644	3	3.0	349,000
Kalaheo	.46 acre	2,100	3	2.5	350,000
Kalaheo	27,903	1,140	3	2.0	355,000
Kalaheo	9,000	2,108	4	3.0	398,000
Kalaheo	10,294	1,700	3	2.0	398,000
Kalaheo	11,237	1,968	3	3.0	415,000
Kalaheo	10,829	1,920	3	3.0	423,000
Kalaheo	8,721	2,672	4	3.0	429,000
Kalaheo	9,014	2,400	5	3.0	450,000
Kalaheo	8,001	1,831	2.	2.5	459,900
Kalaheo	12,688	1,700	3	2.5	467,000
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	700,000
Kalaheo	1.16 acres	3,012	3	3.5	875,000
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
Lawai	7,200	1,014	2	1.0	215,000
Lawai	5,682	1,092	3	1.0	225,000
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
Lawai	3.4 acres	1,424	4	2.0	695,000

continued on page 7

Top Hawaii S&L's, Banks

Need a loan? Here's where to go:

BANKS	BRANCHES	LOANS
Bank of Hawaii	72	\$4,526,100,000
First Hawaiian	48	2,423,500,000
First Interstate	19	557,900,000
Central Pacific	16	514,000,000
CityBank Honolulu	12	274,000,000
Liberty	11	202,900,000
Hawaii National	10	134,400,000
Bank of Honolulu	4	71,900,000

S&Ls	OFFICES	LOANS
Honfed	29	2,304,100,000
American Savings	36	1,261,000,000
First Federal	26	692,400,000
International	12	498,500,000
Pioneer Federal	17	531,000,000
Territorial	12	299,000,000
First Nationwide	18	104,000,000

Data first six months, 1989. Figures include out-of-state branches and offices.

Source: Hawaii State Department of Commerce & Consumer Affairs, Financial Institution and Insurance Division.

**TO BUY OR SELL
HOMES ON KAUAI**

**> CALL DREW <
332-7414**

ISLAND CONDO UPDATE

Total Condominiums for Sale: 309
Fee Simple (FS) - 207 Leasehold (LH) - 102

Price Range	South Shore		Lihue Area		Wailua/Kapaa		North Shore	
	FS	LH	FS	LH	FS	LH	FS	LH
Under \$100,000	0	0	1	1	0	0	0	0
\$101,000 - \$150,000	3	17	13	3	14	14	16	15
\$151,000 - \$250,000	27	8	3	0	3	6	52	23
\$251,000 - \$400,000	21	4	2	0	2	1	16	5
Over \$401,000	10	5	0	0	10	0	14	0
TOTALS	61	34	19	4	29	21	98	43

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

South Shore Condo Inventory nears 100 units

In the January issue of *Drew's News*, we listed 204 condominiums available on Kauai. This issue we have 309, an increase of 51 percent.

area	issue 9-11/1-10		% change
South Shore	95	68	+40
Lihue area	23	24	-4
Wailua/Kapaa	50	28	+79
North Shore	141	84	+68

AVAILABLE SOUTH SHORE CONDOMINIUMS

PROJECT		BED	BATH	UNITS	LAND	ASKING PRICE	
				AVAIL	TENURE	LOW	HIGH
Hale Kahamalu		No condos available					
Kahala I at Poipu Kai	1	1.0	10	FS	\$185,000	\$260,000	
	2	2.0	1	FS	275,000	-----	
Kahaleo Pali Kai	3	2.0	6	FS	198,000	208,000	
Kiahuna Plantation	1	1.0	19	LH	129,000	449,000	
	2	2.0	1	LH	900,000	-----	
Koloa Gardens		No condos available					
Kuhio Shores	1	1.0	2	FS	205,000	210,000	
	2	2.0	2	FS	319,000	345,000	
Makahuena	2	2.0	5	LH	189,000	449,000	
	2	2.5	3	LH	210,000	295,000	
	3	2	2	LH	295,000	339,000	
Makanui Poipu Kai	1	1.5	1	FS	195,000	-----	
	2	2.0	2	FS	265,000	289,000	
Manualoha Poipu Kai	1	1.0	2	FS	185,000	204,000	
	1	2.0	1	FS	199,000	-----	
	2	2.0	1	FS	395,000	-----	
	2	2.5	1	FS	315,000	-----	
Nihi Kai Villas	2	2.0	6	FS	242,000	379,000	
Poipu Crater	2	2.0	2	FS	225,000	232,500	
Poipu Kapili	1	2.0	1	FS	360,000	-----	
Poipu Makai	2	2.0	2	FS	315,000	325,000	
	3	3.0	1	FS	385,000	-----	
Poipu Palms	2	2.0	1	FS	295,000	-----	
Poipu Sands	1	1.0	1	FS	245,000	-----	
	1	1.5	1	FS	245,000	-----	
	2	2.0	1	FS	350,000	-----	
Poipu Shores	2	2.0	1	FS	325,000	-----	
Prince Kuhio	studio		2	FS	115,000	115,000	
Sunset Kahili		No condos available					
Waikomo Streams	1	1.0	1	FS	189,000	-----	
	2	2.0	1	FS	299,500	-----	
Whaler's Cove	2	2.0	5	FS	595,000	679,000	
	2	2.5	4	FS	535,000	775,000	
	3	2.0	1	FS	695,000	-----	

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

Hot Properties

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!

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!

OceanFront Condo
POIPU SHORES
Asking Price \$325,000 FS

Let the soothing sounds of the ocean put you to sleep tonight! Unit 401-A is on the 4th floor, an end unit with 2 bedrooms, 2 baths, completely furnished. Excellent views and rental history. Call Drew for more info.

HOT PROPERTIES

New Listing

KAHALA at POIPU KAI

Asking Price \$250,000 FS

Tradewinds will cool you in this third floor, one bedroom/one bath condo, perfectly located on Poipu Kai's green-belt. Plus, unit #633 has views to the ocean! Solid rental history as well. Come see for yourself--just call Drew!

New Listing

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!

New Listing

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!

Near Beach & Shopping **NEW WAILUA HOME**

Asking Price \$255,000 FS

Great location in a new subdivision half a mile from the beach in Wailua: 3 bedrooms, two baths, two-car carport. Easy walk to Coco Palms and the beach, easy drive to the amenities of Wailua. Call Drew now about this Hot Property!

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.

Luxury with a View **WHALERS COVE, POIPU**

Asking Price \$575,000 FS

One of the most exclusive condominium projects in Hawaii! #135 is a two-story condo with 2 bedrooms & 2.5 baths, total ocean views and a fantastic furnishing package. Easy to view with proper notice. Want the best? This is it!

Comfort in Poipu **POIPU KAI RESIDENCE**

Asking Price \$439,000 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.

Ocean View & Great Price **PRINCE KUHIO STUDIO**

Asking Price \$115,000 FS

Lowest-priced property on the south shore! Located on the third floor of the Park side of complex, unit #335 gives you cool tradewinds and a relaxing view through the park to the ocean. A quick 3-minute walk to the beach.

Old Poipu **LARGE POIPU LOT**

Asking Price \$495,000 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!

Andrew Vento, Realtor, G.R.I.

(808) 332-7414 fax 742-7685



Real Estate Sales & Development

Land Inventory Up Island-wide

In the January 10, 1990 issue of *Drews News*, we had a total of 190 land parcels available island-wide. As of September 11, the total has increased to 236, an island-wide increase of 24 percent.

area	issue	%
	9-11/1-10	change
West side	8	4 +100
South Shore	52	42 +24
Lihue area	10	7 +43
Wailua/Kapaa	60	52 +15
North Shore	106	85 +25

Michael & Ashley Top Isle Names

Baby on the way? If you live in Hawaii, chances are the boy will be named Michael and the girl Ashley.

The Hawaii State Department of Health listed 19,054 babies born in 1988. The top ten names (including variant spellings):

BOYS

- | | |
|----------------|------------|
| 1. Michael | 6. Ryan |
| 2. Joshua | 7. Brandon |
| 3. Christopher | 8. James |
| 4. Matthew | 9. David |
| 5. Justin | 10. Andrew |

GIRLS

- | | |
|-------------|-------------|
| 1. Ashley | 6. Sarah |
| 2. Jessica | 7. Tiffany |
| 3. Nicole | 8. Samantha |
| 4. Jennifer | 9. Lauren |
| 5. Amanda | 10. Chelsea |

LAND ON KAUAI

find it • sell it

DREW VENTO 332-7414

ISLAND LAND UPDATE

Total Parcels Available: 236

Price Range	West Shore	South Shore	Lihue Area	Wailua /Kapaa	North Shore
Under \$150,000	1	0	0	8	7
\$151,000 - \$250,000	3	18	1	16	32
\$251,000 - \$350,000	1	16	5	4	27
\$351,000 - \$500,000	0	9	0	10	11
Over \$501,000	3	2	4	22	29
TOTALS	8	52	10	60	106

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

AVAILABLE SOUTH SHORE LAND (FS)

AREA	SQUARE FEET	ASKING PRICE
Kalaheo	11,406	\$169,900
Kalaheo	12,256	185,000
Kalaheo	10,130	189,000
Kalaheo	.51 acre	190,000
Kalaheo	12,954	190,000
Kalaheo	11,600	190,000
Kalaheo	8,000	190,000
Kalaheo	8,805	199,500
Kalaheo	15,280	212,000
Kalaheo	10,479	215,000
Kalaheo	10,255	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	43,560	325,000
Kalaheo	1.02 acres	339,000
Kalaheo	3 acres	350,000
Kalaheo	36,300	500,000
Kalaheo	36,300	550,000
Kalaheo	12.66 acres	650,000
Lawai	1.67 acres	198,000
Lawai	2.62 acres	235,000
Lawai	2.25 acres	285,000
Lawai	65,253	575,000
Lawai	4.76 acres	700,000
Lawai	32.26 acres	2,000,000
Omao	21,780	175,000
Koloa	2.11 acres	2,750,000
Poipu	7,208	240,000
Poipu	9,755	280,000
Poipu	10,108	315,000
Poipu	11,761	325,000
Poipu	10,128	325,000
Poipu	11,352	325,000
Poipu	11,669	325,000
Poipu	12,866	325,000
Poipu	14,356	345,000
Poipu	10,858	350,000
Poipu	10,325	350,000
Poipu	9,593	375,000
Poipu	11,965	390,000
Poipu	8,700	395,000
Poipu	13,930	400,000
Poipu	9,811	400,000

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	INTERIOR SQ. FT.	SQ. FT.	BED	BATH	ASKING PRICE
Lawai	2 acres	3,750	4	3.0	\$850,000
Lawai	18.96 acres	3,040	6	5.5	1,900,000
Omao	13,670	1,156	2	2.0	300,000
Omao	23,478	1,328	3	2.0	325,000
Omao	23,897	1,686	4	3.0	395,000
Omao	30,000	888	2	2.0	400,000
Omao	21,780	1,844	3	3.0	425,000
Omao	21,817	2,280	2	2.0	435,000
Koloa	5,513	1,520	4	2.0	239,000
Koloa	8,380	1,104	3	2.0	260,000
Koloa	10,400	1,104	6	4.0	420,000
Koloa	18,800	1,104	9	6.0	595,000
Poipu	10,020	1,080	3	2.0	237,000
Poipu	9,793	1,682	3	2.0	399,500
Poipu	6,000	1,400	3	2.0	429,000
Poipu	6,057	2,445	4	2.5	439,000
Poipu	6,546	2,150	3	2.5	449,000
Poipu	6,000	1,680	3	3.0	450,000
Poipu	7,113	1,953	2	2.0	485,000
Poipu	10,361	2,000	4	3.0	489,000
Poipu	9,043	803	3	3.5	499,000
Poipu	5,300	940	2	2.0	559,000
Poipu	9,248	2,872	4	2.5	575,000
Poipu	10,313	2,453	4	3.5	595,000
Poipu	12,471	2,855	4	3.5	597,500
Poipu	10,210	1,950	3	2.0	597,500
Poipu	11,350	2,500	3	2.5	650,000
Poipu	11,208	2,796	3	3.0	689,000
Poipu	10,585	2,800	4	3.5	700,000
Poipu	11,917	2,160	5	4.0	725,000
Poipu	12,064	2,482	3	2.5	725,000
Poipu	12,010	3,100	3	3.5	775,000
Poipu	10,203	2,460	3	3.5	795,000
Poipu	13,382	3,016	2	2.5	1,000,000
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

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

AVAILABLE SOUTH SHORE LAND (FS)

cont. from p. 6

Poipu	10,000	\$425,000
Poipu	18,014	425,000
Poipu	14,123	495,000
Poipu	17,660	500,000
Poipu	10,000	595,000
Poipu	9,400	1,800,000
Poipu	31,000	1,850,000
Poipu	18,545	2,650,000

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

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 Elelee, 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.

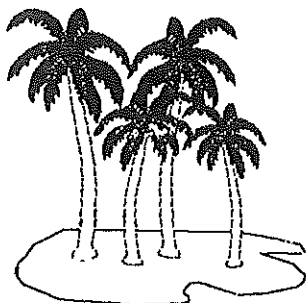
If this is your first copy of *Drew's News*, feel free to write me about this newsletter--good or bad!

--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.

Drew's News
PO Box 1379
Koloa, Kauai, HI 96756

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The Real Estate Newsletter of Kauai's South Shore!

HOT NEW LISTINGS!

New Listing
POIPU PALMS CONDO
Asking Price \$295,000 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 oceanfront condo in Poipu. Call for an appointment to see!

New Listing
POIPU KAI CONDO
Asking Price \$185,000 FS

Best priced condo in Poipu Kai Resort. This one bedroom, one bath Kahala unit comes 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!

New Listing
KIAHUNA GOLF VILLAGE
Asking Price \$390,000 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!

New Listing
KAI IKENA RESIDENCE
Asking Price \$469,900 FS

A home with everything: 3 bedrooms, 2-1/2 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 RESIDENCE
Asking Price \$260,000 FS

Clean as a whistle! New roof, fresh paint inside and out. Three bedrooms, two baths, family room and a bonus room to use as you like. Nearly 1600 sq.ft. of usable living area. Enclosed carport has extra storage area. Call!

New Listing
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!