

DREW'S NEWS

Volume 3, Number 3

A Real Estate Newsletter

May/June, 1990

Poipu - Sleepy No More!

The south shore of Kauai is in for some radical changes in the next few years. From Keonelo Bay (Shipwrecks Beach) to Eleele, major new developments are in the works.

In Poipu, the Hyatt Regency Kauai is slated to open this fall, with an anticipated staff of 600.

Keonelo Bay Villas plans to break ground this year. The project will be upper-end in both price and amenities offered. Keonelo Bay Villas will be the second-largest condominium project on the south shore, with 220 two-bedroom, two bath luxury units.

Also slated to hit the market is the Regency at Poipu Kai. The project will occupy one of the two remaining parcels available for condominium development in the 110-acre Poipu Kai complex. The Regency will offer both two-bedroom, two bath and three-bedroom, two and a half bath units.

Poipu will also be the site of the massive Alexander & Baldwin project. When completed, A&B's plans call for close to 1,000 acres of homesites, condominiums, a hotel, a golf course and, possibly, a new marina.

And that's not all: Poipu Lani Golf Course and Homesites; a 71-lot subdivision in Lawai; a 213-lot subdivision in Kalaheo; Phase III of Eleele Nani homesites; the Hanapepe Hillside subdivision.

As you see, there's a lot of growth coming to the south shore, unlike any period since the early 1980's.

My hope is that with all this development coming our way, we will be able to keep the aloha spirit that makes Kauai unique.

-Drew



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

Why Baby Boomers Buy

The best reasons to buy real estate: taxes and investment.

This is true for purchasers under 40 years of age, according to a recent survey conducted by the National Association of Realtors.

As you might guess, the same holds true for the over-40 age group.

A breakout of purchase motivations for those under 40 includes the following:

Taxes & investment	39%
Settle down	15%
Privacy	12%
Good financing	9%
Stop renting	9%
Other	14%

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Survey Now and Save

This information is provided by attorney Nancy J. Budd, who specializes in real estate, business and estate planning. Her offices are located in Lihue, Kauai. Consultations by appointment: (808) 245-5343.

A complete and accurate land survey can save you money--and headaches.

In nearly all real estate transfers, a land survey is indispensable. Future disputes with neighbors, the State or the County will often be averted by requiring a good survey before you purchase.

Why a survey? Of course, determining the legal boundaries of the property is fundamental, as a deed must contain a sufficient description of the property to be valid.

But merely locating the boundary lines does not establish the limits of the owner's interest. Surrounding land may include easements, roads, bodies of water or other rights-of-way. A survey will identify these, and will confirm that the boundary lines of adjoining parcels match those of your property.

Often, boundary lines used by the owner differ from those described in the deed. Sometimes the differences are minor: a fence line that wanders across the property line, for instance. Occasionally, a survey shows a major encroachment, such as a building straddling the property line.

Locating improvements--driveways, fences, walls, buildings, utilities--will assist you in determining whether their placement conforms with county codes and setback requirements. And a survey can also give you information about the use of the property which does not appear in a title search.

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

WANT TO BUY? WANT TO SELL?

Let a professional do the job for you.

CALL DREW!

332-7414

Hawaii Data Book Packed with Good Info

The 1989 Hawaii Data Book, compiled by the Hawaii State Department of Business & Economic Development, is an information junkie's dream.

The Data Book's 650 pages include 702 tables, more than half of which compare Hawaii with the rest of the nation.

A sampling of information:

- Only 61.8 percent of land in Hawaii is in private hands. Of all private land, 36.6 percent is owned by six owners.
- Leasehold land for homes is on the decline, down 17 percent from 1981 to 1989. In the same period, fee simple land homes rose 21 percent.

Copies of the 1989 Hawaii Data Book are \$8 for in-state, \$18 for mainland and \$35 for foreign country orders.

Address orders to:

State of Hawaii

Department of Business & Economic
Development

P.O. Box 2359, Honolulu, HI 96804

Seattle Tops Hot Markets

Homes prices in Seattle, Washington appreciated an average of 25 percent last year.

Seattle's rise comes from Californians selling property and seeking bargains north, according to Wisconsin-based consultant Runzheimer International.

Other cities experiencing home price jumps:

San Francisco	22%
Los Angeles	20%
San Diego	15%
Cleveland	12%
Washington, D.C.	10%

On Kauai, tax assessments were up 27% in 1989, according to a recent Garden Island newspaper article.

Kauai Unemployment Up

March unemployment on Kauai hit 4.1%, up more than 50 percent over March, 1989's 2.7%.

A major factor: closing of the Princeville Sheraton for refurbishing. Restoration work has resumed and the hotel is expected to re-open next year.

Hawaii's 3.0% was one of the lowest in the nation.

Island Residential Update

Total Residential Properties Available: 261

Price Range	West Shore	South Shore	Lihue Area	Wailua/Kapaa	North Shore
Under \$150,000	2	0	0	0	0
\$151,000 - \$250,000	7	4	1	17	8
\$251,000 - \$350,000	1	11	4	31	30
\$351,000 - \$500,000	2	18	6	24	31
Over \$501,000	3	20	0	12	29
TOTALS	15	53	11	84	98

Source: Multiple Listings Service (MLS) as of 5/8/90

Available Houses on the South Shore

All properties listed are fee simple

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Eleele	8,058	1,589	3	2.5	\$220,000
Kalaheo	7,895	1,672	4	2.0	225,000
Kalaheo	9,020	1,208	3	2.0	290,000
Kalaheo	9,232	1,424	4	2.0	295,000
Kalaheo	----	1,888	3	3.0	310,000
Kalaheo	8,100	1,975	4	2.5	337,000
Kalaheo	9,158	2,018	4	3.0	345,000
Kalaheo	7,021	1,644	3	3.0	349,000
Kalaheo	.46 acre	2,100	3	2.5	350,000
Kalaheo	9,000	2,108	4	3.0	369,000
Kalaheo	12,028	2,300	4	2.5	388,500
Kalaheo	8,811	1,886	3	3.0	399,900
Kalaheo	10,829	1,920	3	3.0	423,000
Kalaheo	9,014	2,400	5	3.0	450,000
Kalaheo	10,009	2,493	4	3.5	450,000
Kalaheo	12,688	1,700	3	2.5	467,000
Kalaheo	8,195	3,041	4	3.0	495,000
Kalaheo	2.1 acres	2,800	4	3.0	649,900
Kalaheo	8,000	5,000	5	3.5	650,000
Kalaheo	1.66 acres	2,496	4	2.5	700,000
Kalaheo	9.19 acres	1,800	2	1.0	939,000
Kalaheo	3.0 acres	5,377	4	3.5	2,300,000
Lawai	7,926	1,258	3	2.0	240,000
Lawai	15,492	1,866	4	2.0	275,000
Lawai	1.23 acres	1,164	2	2.0	345,000
Lawai	18,033	3,170	6	4.0	425,000
Lawai	2. acres	3,750	4	3.0	850,900
Lawai	18.96 acres	3,046	6	5.5	1,900,000
Omao	21,800	1,150	3	2.0	325,000
Omao	.65 acre	1,395	2	2.0	340,000
Omao	21,817	2,280	2	2.0	435,000
Omao	21,788	2,000	3	2.0	439,000

continued on page 7

Home Inventory Rises Islandwide

In the last issue of *Drew's News*, we listed 209 homes for sale islandwide; this issue, 261. That's an increase of 25 percent.

Since Jan. 10, we have had 66 more residences for sale, an increase of 34 percent.

area	issue this/last	% change
West side	15 12	+25
South Shore	53 42	+26
Lihue area	11 9	+22
Wailua/Kapaa	84 65	+29
North Shore	98 81	+21

Top U.S. Homebuilders Named

Trammel Crow of Dallas topped the list of U.S. homebuilders in 1989.

Ranked by housing starts, the top ten companies:

1. TRAMMEL CROW	11,491
Dallas, Texas	
2. RYLAND GROUP	9,622
Columbia, MD	
3. CENTEX CORP.	7,989
Dallas, TX	
4. WILLIAM LYON	6,490
Newport, CA	
5. WEYERHAUSER	6,270
Tacoma, WA	
6. NVR	6,070
McLean, VA	
7. KAUFMAN & BROAD	6,043
Houston, TX	
8. U.S. HOME	5,437
Houston, TX	
9. JIM WALTER	5,400
Tampa, FL	
10. PHM CORP.	4,450
Bloomfield Hills, MI	

**TO BUY OR SELL
HOMES ON KAUAI**

**> CALL DREW <
332-7414**

Island Condo Update

Total Condominiums for Sale: 263
 Fee Simple (FS) - 154 Leasehold (LH) - 109

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	2	0	0
\$101,000 - \$150,000	0	20	13	4	3	14	18	21
\$151,000 - \$250,000	20	12	3	0	5	5	31	13
\$251,000 - \$400,000	14	6	2	0	0	1	21	3
Over \$401,000	10	6	0	0	8	0	6	0
TOTALS	44	44	18	6	16	22	76	37

Source: Multiple Listings Service (MLS) as of 5/8/90

Condo Inventory Rises a Bit

In the last issue of *Drew's News*, we listed 255 condos available island-wide; this issue, 263. This is an increase of just 3 percent.

Since Jan. 10, we have had an increase of 59 condos for sale, a 29 percent increase.

area	issue this/last	% change
South Shore	88 90	-2
Lihue area	24 21	+14
Wailua/Kapaa	38 25	+52
North Shore	113 119	-5

Available Condominiums on the South Shore

PROJECT	UNITS			LAND TENURE	ASKING PRICE	
	BED	BATH	AVAIL		LOW	HIGH
Hale Kahamalu	No condos available					
Kahala I at Poipu Kai	1	1.0	6	FS	\$175,000	\$220,000
Kahaleo Pali Kai	3	2.0	5	FS	187,500	260,000
Kiahuna Plantation	1	1.0	24	LH	129,000	500,000
	2	2.0	1	LH	900,000	-----
Koloa Gardens	No condos available					
Kuhio Shores	1	1.0	3	FS	172,000	215,000
	2	2.0	1	FS	319,000	-----
Makahuena	2	2.0	10	LH	169,000	550,000
	2	2.5	3	LH	155,000	210,500
	3	2.0	2	LH	295,000	400,000
Makanui Poipu Kai	1	1.5	1	FS	205,000	-----
	2	2.0	1	FS	265,000	-----
Manualoha Poipu Kai	1	1.0	1	FS	189,000	-----
	1	2.0	3	FS	199,000	199,500
	2	2.0	2	FS	299,000	415,000
Nihi Kai Villas	1	1.0	1	FS	180,000	-----
	2	2.0	4	FS	265,000	350,000
Poipu Crater	2	2.0	2	FS	225,000	259,000
Poipu Estates	3	2.5	1	FS	525,000	-----
Poipu Kapili	1	1.0	1	FS	315,000	-----
	2	3.0	2	FS	435,000	475,000
Poipu Makai	3	3.0	1	FS	385,000	-----
Poipu Palms	No condos available					
Poipu Sands	1	1.0	1	FS	245,000	-----
	1	1.5	1	FS	245,000	-----
	2	2.0	1	FS	350,000	-----

continued on page 7

More Hot Properties

Old Poipu--New Listing

LARGE POIPU LOT

Asking Price \$495,000 FS
 Build your Hawaiian Hideaway in the perfect location--on Kauai Road, just a stone's throw from Brennecke's Beach and Poipu Beach Park. You'll have the land --14,123 square feet. And a great price--\$495,000. Call Drew for special details!

Low \$\$ Home--New Listing

WAILUA HOMESTEADS

Asking Price \$235,000 FS
 Amazing! A reasonably-priced property in an escalating market! This 3-bedroom, 2-bath home is on a large lot -- 9,000 square feet. Home, garage and lanai total over 2,000 square feet. By appointment only -- call Drew!

**TO BUY OR SELL
 A CONDO ON KAUAI
 Call Drew Vento
 332-7414**

Hot Properties

Since the last issue of *Drew's News*, sales have been hopping!

Here's a list of Drew's sales in the last 60 days:

KALAHEO OCEAN VIEW ESTATES

Land Parcel (FS)

Asking Price \$185,000

KIAHUNA PLANTATION

1 Bed, 1 Bath Condominium (LH)

Asking Price \$134,500

POIPU SANDS at POIPU KAI

2 Bed, 2 Bath Condominium (FS)

Asking Price \$350,000

LANAI VILLAS at POIPU KAI

Residence (FS)

Asking Price \$435,000

PRINCE KUHIO

Condominium Unit #338 (FS)

Sold in 15 days!

Asking Price \$111,500

Want Results? Call Drew!

Best views on South Shore

AG PARCEL NEAR POIPU

Price Reduction-- \$315,000 Fee Simple

Owner Financing Available

2.25 acres of agricultural land with ocean, mountain and valley views! Just 7 minutes from Poipu beaches, restaurants, activities. A special property with privacy and great views. Call Drew today!

Under Construction

GRACIOUS LIVING

Asking Price \$850,000 Fee Simple

A home with the finest in privacy and luxury: Nestled on the ridge of a valley in Lawai, over 3,700 square feet of living area, a three-car garage, courtyards and lanais. More than 6,200 square feet of home and extras. Call for details.

Ocean View Residence -- New Listing

KIAHUNA GOLF VILLAGE

Asking Price \$625,000 Fee Simple

A lovely two-story home with master suite, sitting room and private deck on the second floor. Landscaped to perfection! To view this special property, contact Drew. Owner is real estate agent licensed in the state of Hawaii.

Resort within a Resort

POIPU CRATER RESORT

Asking Price \$225,000 Fee Simple

You'll find special touches in this condo: new tile in the kitchen, entry area and dining room, upgraded furnishings throughout. Secluded location. This is a definite must on your viewing list. Call Drew today for an appointment to see!

Ocean Front Condo

POIPU SHORES

Asking Price \$325,000 Fee Simple

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

Recently Upgraded

POIPU KAI RESORT

Asking Price \$185,000 Fee Simple

This delightful Kahala I condo is priced just right in an ever-rising market. Unit #823 is a recently upgraded one bedroom, one bath and is completely furnished. You'll get all the advantages of Poipu, at a reasonable price. Call Drew for a viewing today.

Andrew Vento, Realtor, G.R.I.

(808) 332-7414 fax 742-7685



SouthShore Land Inventory Rises

In the last issue of *Drew's News*, we listed 212 land parcels available islandwide; this issue, 220. That's an increase of 3 percent.

Since Jan. 10, we have had an increase of 30 land parcels for sale, up 16 percent.

area	issue	this/last	% change
West side	10	6	+66
South Shore	33	49	-33
Lihue area	6	7	+14
Wailua/Kapaa	53	50	+6
North Shore	118	100	+18

Kauai, Maui Top Air Routes

Two of the busiest two-way air routes in the United States are here in Hawaii: Honolulu - Lihue and Honolulu - Kahului.

At more than a million passengers each, these routes are right up there with New York - San Francisco and Los Angeles - Las Vegas.

To handle the additional traffic, the state built a new Lihue Airport just a few years ago. Kahului Airport is now undergoing its facelift and expansion.

No wonder the new airline, Discovery Air, wants a piece of the action!

**TO BUY OR SELL
LAND ON KAUAI**

Call Drew Vento
332-7414

Island Land Update

Total Parcels Available: 220

Price Range	West Shore	South Shore	Lihue Area	Wailua /Kapaa	North Shore
Under \$150,000	2	1	0	4	10
\$151,000 - \$250,000	4	5	1	15	35
\$251,000 - \$350,000	1	12	0	9	27
\$351,000 - \$500,000	0	10	0	18	16
Over \$501,000	3	5	5	7	30
TOTALS	10	33	6	53	118

Source: Multiple Listings Service (MLS) as of 5/8/90

Available Land on the South Shore (FS)

AREA	SQUARE FEET	ASKING PRICE
Eleele	5,864	\$130,000
Kalaheo	2.75 acres	175,000
Kalaheo	11,406	185,000
Kalaheo	8,864	185,500
Kalaheo	10,130	195,000
Kalaheo	15,280	212,000
Kalaheo	1.22 acres	275,000
Kalaheo	2.06 acres	299,000
Kalaheo	1.23 acres	329,000
Kalaheo	1.02 acres	339,000
Kalaheo	3.34 acres	349,000
Kalaheo	3 acres	395,000
Kalaheo	3 acres	400,000
Kalaheo	12.66 acres	1,000,000
Lawai	1.6 acres	175,000
Lawai	2.25 acres	315,000
Lawai	32.26 acres	2,000,000
Poipu	7,208	275,000
Poipu	9,755	295,000
Poipu	10,128	325,000
Poipu	11,352	325,000
Poipu	14,356	345,000
Poipu	8,353	350,000
Poipu	9,593	375,000
Poipu	8,700	395,000
Poipu	11,432	400,000
Poipu	11,484	400,000
Poipu	9,811	400,000
Poipu	17,660	430,000
Poipu	11,965	435,000
Poipu	14,123	495,000
Poipu	10,000	595,000
Poipu	24,829	2,500,000
Poipu	4.35 acres	3,950,000

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 1379

Koloa, Kauai, HI 96756

Available South Shore Houses (FS) (from page 3)

LOCATION	INTERIOR SQ. FT.	SO. FT.	BED	BATH	ASKING PRICE
Poipu	11,174	1,800	3	2.0	\$345,000
Poipu	9,920	2,222	3	4.5	360,000
Poipu	10,400	1,104	3	2.0	420,000
Poipu	6,546	2,150	3	2.5	480,000
Poipu	6,000	1,764	2	2.5	485,000
Poipu	6,057	2,445	4	2.5	489,000
Poipu	6,000	1,680	3	3.0	495,000
Poipu	9,043	803	3	3.5	499,000
Poipu	11,484	1,988	4	2.0	550,000
Poipu	9,583	2,247	3	3.5	550,000
Poipu	18,880	1,104	3	2.0	595,000
Poipu	9,248	2,872	3	3.5	625,000
Poipu	10,339	2,677	4	3.0	625,000
Poipu	9,760	4,020	5	3.0	675,000
Poipu	10,505	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	895,000
Poipu	20,335	3,419	4	4.0	1,700,000

Source: Multiple Listing Service (MLS) as of 5/8/90

About 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 Elele, 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 the contents of 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.

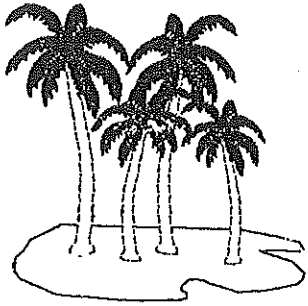
Available South Shore Condos (from page 4)

PROJECT	BED	BATH	UNITS AVAIL	LAND TENURE	ASKING PRICE	
					LOW	HIGH
Poipu Shores	2	2.0	1	FS	\$325,000	-----
Prince Kuhio	No Condos Available					
Sunset Kahili	2	2.0	2	LH	270,000	-----
Waikomo Streams	1	1.0	1	FS	165,000	-----
Whaler's Cove	2	2.0	4	FS	575,000	685,000
	2	2.5	2	FS	650,000	850,000

Source: Multiple Listings Service (MLS) as of 5/8/90

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

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Lihue, HI



The Real Estate Newsletter of Kauai's South Shore!

HOT NEW LISTINGS!

**Lowest Price
on the South Shore!**

PRINCE KUHIO STUDIO

Asking Price **\$111,500** FS

Located on the pool side of Prince Kuhio and completely furnished, Unit #232 is the lowest-priced property on Kauai's south shore. Makes a perfect starter property, and just a 3-minute walk to the beach! Call today--this one won't last long!

**Mountain and Ocean
View Parcel**

KIAHUNA GOLF VILLAGE

Asking Price **\$345,000** FS

Over 10,000 square feet, right on the 17th fairway. All the privacy you need for full-time living, plus all the activities and amenities of Poipu nearby. Tight design regulations have made this subdivision Poipu's most exclusive neighborhood. Call Drew!

**Reasonably Priced
Ocean Front Condo**

KUHIO SHORES CONDO

Asking Price **\$215,000** FS

You can't get any closer to the ocean than unit #107! Ground floor one-bed, one bath condo includes furnishings. Ocean-front, good price, low maintenance fees, good rental history--this unit's a winner! Call Drew for a viewing appointment.