

Drew's News

KAUAI REAL ESTATE NEWSLETTER

SPRING, 2000

Strong market in a new Millennium!

As we enter this new millennium, the strong real estate market of the late 1990s continues to roar louder and louder on the Garden Island of Kauai.

One of the best indicators of the strong market is the low number of properties available for sale. In some cases there have even been multiple buyers bidding for the same properties. Condominium and resort properties are now selling at a premium. This condition will continue as long as the prosperous economy on the Mainland continues and the level of development on Kauai remains low.

How low in the current inventory? Back in December, 1995, there were a total of fifty-two condominiums available for purchase at Poipu Kai's five condo projects. As of March 1, 2000, there are only seven available units at those five projects and only 44 in all of Poipu's twenty+ condominium projects.

Our low inventory is a direct result of the good Mainland economy and a lack of new inventory of properties. Other than timeshare projects, the Regency at Poipu Kai Resort Phase I was the last new condominium project built in the Poipu area. It is now almost ten years later and the only new project in Poipu is the Regency Phase II. Regency Phase II's 28 units are going to hit the market this summer. If you want one, now is the time to check it out.

In residential properties, Koloa Estates is the only new project to open up in Poipu in almost 20 years. You are correct if you think they are selling fast.

Who's buying? A good portion of our new buyers for resort and specialty properties are baby boomers. Now in their fifties and early sixties, the boomers are taking advantage of the good Mainland economy and continued lower interest rates. Most are savvy financial planners, better as a group than their parents, and are making their retirement purchases now.

Historically, Kauai real estate prices tend to fall into ten-year cycles, in which activity rises steadily for five years, peaks, then slides. Right now we are in the third year of the five year up-cycle. As a 14-year veteran of the Kauai real estate market and a confirmed statistic cruncher, I will go out on a limb again and predict we will have another two good years ahead of us. I also have a very strong feeling that, barring a major catastrophe or act of God, we will kick the ten-year trend and continue to prosper far beyond the five-year up-cycle trend of the past.

--Drew

PS: If you have a resort property to sell, call Drew!

In this issue

- **Low inventories create a seller's market.** Choice properties at great prices are harder to find. Check out the "Hot Properties" listings inside for the best deals available.

- **A few Realtors and Brokerages are making most of the sales on Kauai.** The story on page two tells you which brokerage firms and brokers are selling the most property on Kauai (hint: I made the list!)

- **Two new South Shore subdivisions add inventory** to a market very much in need. Details on page two.

- **Getting in and out of Poipu is getting easier.** The South Shore's infrastructure continues to improve. Updates are on page seven.

- **A wise investor checks the facts.** *Drew's News* has all the data inside-- check it out!

Andrew "Drew" Vento, GRI

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Choose the Few who Sell the Most

As the data within this issue of *Drew's News* makes abundantly clear, sales are moving at a brisk pace in all sectors of the real estate market this year, with available inventories down in land, condos and residential properties.

1999 year-end results reveal an important fact: a handful of real estate companies and agents accounted for the majority of transactions. The 1999 YearEnd Report of the Multiple Listing Service (MLS), the firm which tracks all listings and sales of property by Realtors and Realtor Associates on Kauai, shows which companies and agents are responsible for Kauai's sales momentum.

According to MLS, Kauai had 53 offices which sold real estate. Of these 53, the top company islandwide in sales volume was none other than Makai Properties, with sales of over \$97 million. Not only was our company number one; our sales were \$41 million more than number two. The second closest South Shore real estate company placed eighth, with \$59 million less in sales than Makai.

Below is a sales volume ranking of real estate offices:

# of Companies	Sales Volume
1	\$75 million to \$100 million
1	\$50 million to \$75 million
6	\$25 million to \$50 million
4	\$15 million to \$25 million
2	\$10 million to \$15 million
7	\$5 million to \$10 million
17	\$1 million to \$5 million
15	below \$1 million

The MLS Report also ranks the sales performance of individual agents. MLS reported 212 agents on Kauai who completed at least one sale in 1999. Once again, Makai Properties agents outsold the rest. Overall, Makai Properties had 25% of the top 20 agents islandwide.

Below is a sales volume ranking of real estate agents:

# of Agents	Sales Volume
1	over \$25 million
1	\$20 million to \$25 million
1	\$15 million to \$20 million
1	\$10 million to \$15 million
23	\$5 million to \$10 million
30	\$2.5 million to \$5 million
1	\$1 million to \$2.5 million
88	under \$1 million

Personally, 1999 was the best of my 14 years of selling real estate on Kauai. I had almost \$10 million in sales, which placed me 12th in sales volume among agents islandwide. In terms of the number of transactions, I recorded 40 sales, the most of any Makai Properties agent

and fifth among all agents islandwide. Remarkably, I achieved these sales without brokering a specific project for a developer. All my sales were one-on-one, marketing a property for an owner or finding the right property for an island or mainland buyer. If my 1999 individual sales volume was ranked in the office category in 1999 it would of ranked me as 16th in total office production. Yes, 1999 was a busy year!

For buyers and sellers alike, it's crucial that you choose the right real estate company and agent to handle your transaction.

Here's a suggestion: call Drew!

Update on New Subdivisions

Kaleka Makai Oceanview Subdivision

There are 78 lots available in Phase I. Prices range from \$95,000 to \$160,000. Ocean views, mountain views, tough CCR's and a great location have made this one of the best received projects ever on the South Shore of Kauai.

Reservations for this new subdivision started in early January this year. Initial response has been fantastic. As of this printing, Makai Properties has confirmed reservations for 45 of the lots. That's over 60% spoken for in just over 60 days.

As co-broker for this project, you now know why this issue of *Drew's News* has been a little late: I have been really busy! There are still a number of choice lots available. Don't wait -- call me now for details on this great new subdivision.

Regency at Poipu Kai Resort, Phase II

Phase I of the Regency at Poipu Kai, built some ten years ago, was the last major non-time share resort development in Poipu. The Regency has proven to be a very popular investment for those seeking a large unit with plenty of amenities and easy beach access. With a good maintenance program, the property has continued to thrive.

Now the developers have taken a proven floor plan and made it better. The list of upgrades are plentiful, and too long to list here.

Since the new units should be hitting the market soon, interested parties should act now. Contact me by phone or e-mail and I'll give you a complete rundown on Phase II.

**For updates and hot deals
on Land, Condos & Homes
in Poipu,
visit our website: drewsnews.com**

Andrew "Drew" Vento, Realtor GRI 808-639-0866

Hot Properties

◆ Condominiums

Prince Kuhio Studio #232 • Asking price \$85,000 FS • "NEW LISTING"

This is a good-sized studio in the back section of the project, a perfect starter property in Popular Poipu. Across the street from two beaches and the well-known "PK's" surf spot, you're only two minutes from getting wet! Pool and BBQ top off the extras at this resort.

Kahala at Poipu Kai Resort #924 • Asking Price \$179,000 FS • "NEW LISTING"

Value-loaded unit in great condition! This one bedroom/one bath end unit features two lanai's, mountain views, open-beam ceilings and is fully furnished. Can be rented out as a vacation rental or as a long-term. This unit is currently the best buy in Poipu Kai Resort.

Kuhio Shores at Poipu #103 • Asking Price \$210,000 FS • "NEW LISTING"

Absolutely the best Poipu oceanfront unit available! This first class, one bedroom unit is on the bayside of Kuhio Shores. The owners chose it for its cool breezes, access to the beach and wonderful views. If you're looking for a one bedroom on the ocean, you gotta see this one!

◆ Residential

Kekaha -- 8520 Elepaio Road • Asking Price \$249,000 FS • "NEW LISTING"

A wonderful home with complete privacy. Three bedrooms, two baths and mountain views, completely-fenced yard and tropical landscaping. This is a steal at listed price. Easy to view with 24-hour notice.

Kalaheo -- Waewae Road • Asking Price \$350,000 FS • "NEW LISTING"

A fixer with a view-- the owner never completed his castle. This upcountry Kalaheo home is on over three acres of pasture and wooded land with fantastic ocean and mountain views. Home is over 1,900 square feet and comes with current approved plans. Seller financing is available. Call Drew for terms.

Wailua -- 7071 Kaholalele Place • Asking Price: \$385,000 FS

Two homes on a half-acre parcel in Wailua Homesteads: the first is a 3 bedroom two-story home with 2-1/2 baths and two-car carport, with covered storage. The second is a 3 bedroom, one-level home with 2 baths and a two-car carport. Property is set up so both homes have privacy and their own yard area. Possibilities of separation by way of CPR with state and county approvals.

Kalaheo -- 3756 Papalina Road • Asking Price: \$295,000 FS

A private home on the road to National Tropical Botanical Gardens. The main home has 3 bedrooms, 2 baths on a two-level floor plan with striking mountain and ocean views. The second is a separate studio apartment, located behind the two-car carport.

Upper Kalaheo -- 4841 Kikala Road • Asking Price: \$399,000 FS

A very comfortable home on a wonderful parcel, just over one acre. Current county additional dwelling unit laws permit one or more homes to be built on this property. A second home would be extremely private with fantastic views.

◆ Land

Kalaheo -- Kai Ikena Drive • Asking Price: \$110,000 FS

This residential parcel has the best view value on the island. More, just over 8,000 square feet with ocean and mountain views and a gentle slope that allows for a number of building options to create your special Hawaiian style home. Owner financing is available.

Kalaheo -- Pai Street, Kalaheo • Asking Price: \$139,000 FS

Located on a private cul-de-sac in the Kalaheo Makai Subdivision, this lot is a special property for the family-oriented buyer. Parcel's rectangular shape and size (over 10,000 sf) allow for the possibility of an ADU (Additional Dwelling Unit). This is a real value!

Poipu -- Mekanui Road • Asking Price: \$395,000 Each FS

Both properties are over 20,000 square feet and have wonderful mountain and ocean views. Located in Poipu and close to all the amenities of the resort area, without monthly maintenance fees. Each lot has the potential for subdivision and multiple dwellings. Check with Drew for details.

Poipu -- Mekanui Road • Asking Price \$395,000 FS • "NEW LISTING:"

The best view lot available in Poipu. Over 16,000 square feet of land at the end of a cul-de-sac with mountain, ocean and white sand beach views. Grab your architect and contractor and let's get building! Second home or CPR a possibility with county approvals.

Current Vacant Land Listings

Eleele

Area/location	Lot size	FS/LH	Price
Laulea Street	6,228 sqft	FS	\$75,000

Makai Kalaheo

2502 Puu Road, lot 6	5,830 sqft	FS	\$80,000
Pai Street	7,669 sqft	FS	85,000
2502 Puu Road, lot 5	6,336 sqft	FS	85,000
Puu Kulana Place, lot 8	6,540 sqft	FS	92,000
Exceptional view lot	8,000 sqft	FS	119,000
Kai Ikena Drive	8,435 sqft	FS	128,000
Pai Street	10,701 sqft	FS	138,000
Lani Ikena	8,255 sqft	FS	143,000
3688 Ulu Alii Place	11,688 sqft	FS	145,000
4287 Kai Ikena Drive	13,142 sqft	FS	147,500
3971 Pai Street	11,482 sqft	FS	159,000
4424 Panui Street	12,945 sqft	FS	165,000
Papalina Road/Kai Ikena	10,479 sqft	FS	170,000
Papalina Road	1.01 ac	FS	249,000
Ihu Road	5.38 ac	FS	525,000
Ihu Road	10.54 ac	FS	735,000

Mauka Kalaheo

Kaumualii Highway	12,376 sqft	FS	80,000
4838 Puuwai Road, unit A	15,019 sqft	FS	92,500
4838 Puuwai Road, unit B	17,873 sqft	FS	129,500
Puulima II, Apt. D	21,867 sqft	FS	129,500
Puuwai Road, unit F	19,001 sqft	FS	139,500
Puuwai Road, unit E	19,859 sqft	FS	139,500
Kikala Road-Acreage	1.50 ac	FS	150,000
Kikala Road	2.23 ac	FS	164,000
Waewae Road	2.63 ac	FS	215,000
Kikala Road	1.78 ac	FS	235,000
Wawae Road, #2	2.082 sc	FS	275,000
Wawae Road, #3	3.417 ac	FS	275,000
Lae Road	43,560 sqft	FS	295,000
Kikala Road	11.42 ac	FS	449,000
Wawae Road, 25+ acres	25.00 ac	FS	1,000,000

Lawai

Lawai Highlands	10,782 sqft	FS	74,500
Lawai Hillside, Lot 35B	10,326 sqft	FS	75,000
3671 Ilima Place	12,501 sqft	FS	79,000
Ala Loke Place	10,742 sqft	FS	84,000
Uakea Place	10,124 sqft	FS	85,000
Uakea Place-corner lot	10,002 sqft	FS	87,000
Lawai Hillside	10,017-18,266 sqft	FS	89,000
Lilikoi Place	10,081-16,366 sqft	FS	89,000
Lawai Highlands	14,534 sqft	FS	89,900
Wae Wae Road	4.76 ac	FS	112,500
Akemama Road	3.39 ac 6211	FS	199,000
Koloa Road	43,560 sqft	FS	200,000
Lawai Hillside	18,266 sqft	FS	215,000
Iwipoo Road	9.09 ac	FS	295,000
4111 Koloa Road	3.03 ac	FS	325,000
Dramatic view acreage	7.00 ac	FS	400,000

Area/location	Lot size	FS/LH	Price
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Koloa

2.11 Acres R-6	2.11 ac	FS	\$625,000
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Omao

Great lot off Omao Road	21,254 sqft	FS	125,000
3704 Omao Road, lot #50B	3.91 ac	FS	485,000
3704 Omao Road, lot #50C	3.52 ac	FS	485,000

Poipu

Kelaukia	6,866 sqft	FS	175,000
Bayview at Poipu Kai	10,857 sqft	FS	180,000
1661 Keleka Street	13,952 sqft	FS	189,000
Keleka Street	10,061 sqft	FS	197,000
2745 Milo Hae Loop	10,263 sqft	FS	229,000
Kiahuna Golf Village	11,352 sqft	FS	260,000
2745 Milo Hae Loop	10,263 sqft	PS	265,000
5309 Punahoa Place	10,906 sqft	FS	285,000
2725 Milo Hae Loop	11,761 sqft	FS	295,000
5393 Milo Hae Loop, #55	9,592 sqft	FS	325,000
2880 Milo Hae Loop	9,515 sqft	FS	339,000
Makanui & Oluolu	20,404 sqft	FS	395,000
Makanui & Oluolu	20,688 sqft	FS	395,000
Makanui Road	15,726 sqft	FS	395,000

Source: Multiple Listing service(MLS) as of 3-16-2000



Island Land Update

Total Land Parcels for Sale: 455

Price Range	West Shore	South Shore	Lihue Area	Wailua/Kapaa	North Shore
Under \$150,000	32	38	7	57	49
\$151,000 - \$250,000	12	16	10	65	38
\$251,000 - \$350,000	1	11	1	13	9
\$351,000 - \$500,000	0	9	2	6	25
Over \$501,000	1	4	5	15	29
Totals	46	78	25	156	150

Source: Multiple Listing service(MLS) as of 3-1-2000



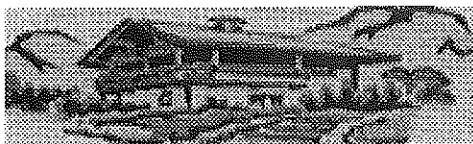
Small Uptick in Land Inventory

In September 1999, Kauai had 448 land parcels available islandwide. The total has increased 2 percent, to 455.

Area	9-99	3-00	% Change
West Side	22	46	+110
South Shore	75	78	+1
Lihue Area	45	25	-44
Wailua/Kapaa	157	156	-1
North Shore	149	150	+1
Island Totals	448	455	+2

Source: Multiple Listing service(MLS) as of 3-1-2000

Drew's News



Current Vacant Residential Listings

Area/ Area/location	Lot size	Home Size	Bed	Bath	FS/ LH	Asking Price
Eleele						
395 Pa'ani	6,671 sqft	1892	4	3.5	FS	\$190,000
Makai Kalaheo						
2502 Pu'u Road	4,554 sqft	1250	3	2.0	FS	230,000
2576-A Puu Road	6,150 sqft	1574	3	3.0	FS	235,000
4282 Palama Street	11,542 sqft	1340	3	2.0	FS	239,000
4313 Maka Road	5,682 sqft	1288	3	2.0	FS	265,000
4090 Oni Place	9,000 sqft	1540	2	3.0	FS	287,000
3746 Alana Place	11,655 sqft	1670	3	2.0	FS	288,000
3756.Papalina Road	11,500 sqft	1627	3	3.0	FS	295,000
Kalaheo Homesteads	10,480 sqft	1426	3	2.0	FS	299,000
4456 Lani Ikena Place	12,876 sqft	1800	3	2.5	FS	325,000
3948 Ulu Alii Street	9,341 sqft	2440	4	2.2	FS	354,000
3285-D Lauoho Road	1.05 ac	2468	4	3.0	FS	375,000
4461 Kai Ikena Road	1.00 ac	3055	4	4.0	FS	445,000
3885-A Waha Road	12,700 sqft	2332	4	2.5	FS	466,640
Mauka Kalaheo						
4254 Lae Road	9,583 sqft	957	3	2.0	FS	185,000
4830 Puuwai Road	12,869 sqft	936	3	2.0	FS	189,000
4565 Puuwai Road	8,977 sqft	1264	3	2.0	FS	219,000
2500 Kino Road	8,657 sqft	1180	3	2.0	FS	219,000
3875 Papalina Road	24,132 sqft	1470	2	1.7	FS	260,000
4734-A Lae Road	6,098 sqft	1850	5	2.5	FS	299,000
5094 Puuwai Rd	27,976 sqft	2606	5	5.0	FS	325,000
Wawae Road #1	3.487 ac	1909	3	2.0	FS	350,000
4841 Kikala Road	1.02 ac	1240	3	2.0	FS	399,000
4588 Kuli Road	2.00 ac	2200	3	3.0	FS	475,000
2775 Ohana Aina	23,740 sqft	2291	4	4.0	FS	498,000
Wawae Road #1	3.487ac	1909	3	2.0	FS	600,000
Olu Pua Gardens	12.29 ac	8103	9	9.0	FS	4,975,000
Lawai						
3962 Kiani Street	12,985 sqft	1248	3	2.0	FS	219,990
922 Aka Road	8,050 sqft	1296	3	2.0	FS	235,000
3614 Ala Loke Place	10,026 sqft	1149	3	2.0	FS	270,000
3318 Iuka Place	9,412 sqft	1322	3	2.5	FS	299,000
5115 Hoone Road	7,464 sqft	918	2	1.0	FS	450,000
4671 Kua Road	3.4 ac	1604	1	2.0	FS	475,000
Off Huapoo Road	33,775 sqft	2232	7	5.0	FS	495,000
4675 Akemama Rd.	1.0 ac	2071	4	3.5	FS	535,000
3061 Pua'Akala Place	1.24 ac	2400	3	3.5	FS	615,000
Omao						
3765-B Omao Road	39,421 sqft	360	1	1.0	FS	195,000
4077 Atoni Place	21,780 sqft	1640	3	2.0	FS	345,000
4217 Puu Pinao Place	21,780 sqft	1393	3	2.0	FS	379,000
4304 Puneo Road	21,780 sqft	2612	4	3.0	FS	399,000
Koloa						
Koloa Hale #1	5,585 sqft	1104	3	2.0	FS	\$169,000
3061 Pua Akala Place	1.5 ac	2400	3	3.5	FS	615,000

Area/ Area/location	Lot size	Home Size	Bed	Bath	FS/ LH	Asking Price
Poipu						
2362 Kipuka Street	9,920 sqft	1970	3	3.0	FS	365,000
1727 Kelaukia Street	7,538 sqft	2012	3	3.0	FS	399,900
5115 Hoone Road	NA	918	2	1.0	FS	425,000
1737 Keleka Road	12,874 sqft	2313	4	3.5	FS	475,000
3116 Poipu Road	14,796 sqft	2820	9	6.0	FS	475,000
2228 Loke Road	11,960 sqft	2088	4	2.5	FS	539,000
5178 Hoono Road	6,581 sqft	2826	7	4.0	FS	650,000
2635 Puuone Street	10,168 sqft	2860	3	3.0	FS	680,000
2751 Milo Hae Loop	11,148 sqft	2164	3	3.0	FS	685,000
2732 Milo Hae Loop	21,760 sqft	3028	3	3.0	FS	865,000
5344 Puuone Place	20,797 sqft	3537	4	3.5	FS	729,000
2704-B Hoonani Road	20,749 sqft	2834	8	8.0	FS	895,000
2838 Milo Hae Loop	16,835 sqft	2875	3	3.0	FS	995,000
1821 Pee Road	16,608 sqft	2388	3	3.0	FS	1,490,000
5118 Hoono Road	9,920 sqft	2000	3	2.7	FS	1,490,000
5142 Hoono Rd.	11,226 sqft	2431	4	3.5	FS	2,800,000
5309 Kaohia Place	28,000 sqft	5166	4	5.5	FS	2,990,000
Poipu Beach Park	27,443 sqft	4354	4	4.0	FS	3,800,000

Island Residential Update

Total Residential Properties for Sale:433

Price Range	West Shore	South Shore	Lihue Area	Wailua/ Kapaa	North Shore
Under \$150,000	5	0	3	17	0
\$151,000 - \$250,000	12	12	17	79	17
\$251,000 - \$350,000	3	12	13	41	24
\$351,000 - \$500,000	2	16	4	21	24
Over \$501,000	4	12	5	34	56
Totals	26	52	42	192	121

Source: Multiple Listing service(MLS) as of 3-1-2000

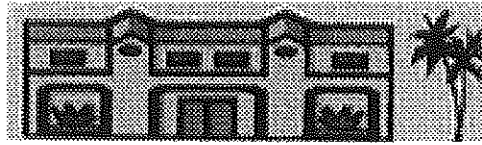
Double-Digit Drop in Home Inventory

Six months ago, in September 1999, Kauai had 521 homes available for sale islandwide. This year the total has decreased to 433, an islandwide decrease of 17 percent.

Area	9-99	3-00	% Change
West Side	30	26	-13
South Shore	81	52	-36
Lihue Area	60	42	-37
Wailua/Kapaa	194	192	-1
North Shore	156	121	-22
Island Totals	521	433	-17

Source: Multiple Listing service(MLS) as of 3-1-2000

Drew's News



Current South Shore Condominium Listings

Project	Unit	Bed	Bath	FS/ LH	Price
Hale Kahamalu	1	1	1.0	FS	\$72,000
Kahala at Poipu Kai	924	1	1.0	FS	179,000
Kiahuna Plantation	441	1	1.0	LH	85,000
	443	1	1.0	LH	85,000
	408	1	1.0	LH	88,900
	438	1	1.0	LH	90,000
	245	1	1.0	LH	97,500
	431	1	1.0	LH	105,000
	111	1	1.0	LH	114,000
	94	1	1.0	LH	115,000
	418	1	1.0	LH	130,000
	219	1	1.0	LH	259,000
Koloa Garden Apart.	32	1	1.0	LH	295,000
	16	1	1.0	FS	96,000
Kuhio Shores	1	2	2.0	FS	155,000
	103	1	1.0	FS	210,000
Makahuena	418	1	2.0	FS	357,000
	4-102	2	2.0	FS	159,000
	2-105	2	2.0	LH	165,000
	4-103	2	2.0	FS	165,000
Makanui	1-205	2	2.0	FS	245,000
	511	1	1.5	FS	239,000
Manualoha at Poipu Kai	604	2	1.0	FS	195,000
	505	2	2.5	FS	445,000
Nihi Kai Villas	802	2	2.0	FS	298,000
Poipu Crater	29	2	2.0	FS	185,000
Poipu Kapili	38	1	2.0	FS	375,000
	2	2	3.0	FS	719,500
Poipu Palms	102	2	2.0	FS	270,000
Poipu Sands	416	1	1.5	FS	215,000
	325	2	2.0	FS	349,000
	334	2	2.0	FS	395,000
	523	2	2.0	FS	560,000
Prince Kuhio	132	0	1.0	FS	76,000
	232		1.0	FS	85,000
	332	0	1.0	FS	85,000
	303	1	1.0	FS	\$126,000

Project	Unit	Bed	Bath	FS/ LH	Price
Prince Kuhio	302	1	1.0	FS	\$128,000
Regency at Poipu Kai	511	2	2.0	FS	265,000
	120	3	2.5	FS	289,000
Sunset Kahili	407	1	1.0	LH	200,000
Waikomo Stream Villas	320	1	1.0	FS	145,000
	521	1	1.0	FS	152,000
	431	4	3.0	FS	189,000

No units currently (3/16/00) available for sale:
Alihi Lani; Honu Kai Villas; Kalaheo Pali Kai; Poipu Makai;
Poipu Shores; Whalers Cove.

Source: Multiple Listing service(MLS) as of 3/16/2000



Island Condo Update

Total Condominiums for Sale: 203
Fee Simple(FS): 136 Leasehold(LH): 67

Price Range	South Shore	Lihue Area	Wailua/ Kapaa	North Shore
	FS/LH	FS/LH	FS/LH	FS/LH
Under \$150,000	7/10	21/19	9/8	13/17
\$151,000 - \$250,000	14/2	2/0	9/3	12/3
\$251,000 - \$400,000	8/1	2/0	11/0	15/2
Over \$401,000	2/0	0/2	3/0	8/0
Totals	31/13	25/21	32/11	48/22

Source: Multiple Listing service(MLS) as of 3/1/2000



Condo Avails drop 31 Percent

Six months ago, in September 1999, Kauai had 291 condominiums available for sale islandwide. This year the total has decreased to 203, an islandwide decrease of 31 percent.

Area	9-99	3-00	% Change
South Shore	96	44	-54
Lihue Area	57	46	-22
Wailua/Kapaa	55	43	-22
North Shore	83	70	-16
Island Totals	291	203	-31

Source: Multiple Listing service(MLS) as of 3/1/2000

**For the latest listings
on available Poipu condominiums,
visit our website: drewsnews.com
Andrew "Drew" Vento, Realtor GRI 808-639-0866**

South Shore Infrastructure Improves

Poipu Bypass Phase II

The Poipu Bypass Road has been a ten-year project. The initial phase, which started on Poipu Road in the heart of the resort area and extended to the backside of Koloa Town, did much to improve the flow of traffic in and out of Poipu.

However, as many of you can attest, funneling traffic into Koloa Town only added to the congestion in that small town.

Phase II of the Poipu Bypass Road will intersect with Maluhia Road about 200 yards north of the Anne Knudsen Ball Park. If your travel plans have you driving directly to Poipu, this is a great improvement, and should reduce travel time five to ten minutes.

Currently, the big trucks are rolling and the workers are laying down blacktop. The project should be completed by this summer.

Hoonani Bridge

The Hoonani Bridge is in Poipu, and connects Lawai Beach Road with Hoonani Road.

A new concrete and steel bridge replaces the old and termite-ridden wooden structure that served Poipu in its early days.

The construction project began in September, 1999. Barring any unforeseen delays, the new, improved Hoonani Bridge should be completed by this summer.

For the Poipu area, this is another sign of improving infrastructure. And for those who frequent Koloa Landing and other ocean destinations, the completion of the bridge can't come too soon.

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Kauai Factoids

Major land owners on Kauai

Public Sector

#1 State of Hawaii	132,415 acres
#2 Hawaiian Homelands	18,569 acres
#3 Federal Government	3,158 acres

Private Sector

#1 Robinsons Family Partners	51,000 acres
#2 AMFAC/JMB	28,000 acres
#3 Grove Farm Company	22,000 acres
#4 Alexander & Baldwin	21,920 acres
#5 Bishop Estate	12,000 acres
#6 Knudsen Trust	5,000 acres
#7 Drew Vento	8,100 sq ft

Who makes up our Paradise on Kauai

#1 Caucasian	34.6 %
#2 Filipino	24.8%
#3 Mixed and other	23.5%
#4 Japanese	20.0%
#5 Hawaiian	15.1%

Note: Stand and be counted. Complete your Census forms!

Major Kauai Hotels

<u>Property</u>	<u>Rooms</u>	<u>Suites</u>
#1 Hyatt Regency Kauai Resort & Spa	602	37
#2 Sheraton Kauai Resort	413	14
#3 Kauai Marriott Resort & Beach Club	356	11
#4 Outrigger Kauai Beach	341	5
#5 Kauai Coconut Beach Resort	307	28
#6 Princeville Resort	252	51
#7 Hanalei Bay Resort & Suites	234	75
#8 Kauai Sands Hotel	233	8
#9 Aston Kauai Beachboy	225	2
#10 Holiday Inn SunSpree Resort Kauai	216	28

1998 Rankings, by size. Source: Pacific Business News "Book of Lists 2000"

To Request Property Information:

I will be happy to answer any real estate questions you have and to provide real estate activity information. Simply fill out and return this form to:

Drew's News
P.O. Box 1379, Koloa, HI 96756

For immediate assistance, call the Message Center at (808) 639-0866, fax (808) 332-7631, or email drew@drewsnews.com

Name _____

Address _____

City, State, Zip _____

Phone _____

I am interested in the following:

___ Price information on my property

___ I want to sell my property

Property location: _____

___ I want to buy property:

___ Land ___ Residential ___ Condo ___ Other

Desired location:

___ Poipu/South Shore ___ Lihue area ___ North Shore

___ West Side ___ Wailua/Kapaa

Drew's News

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

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Makai Properties
Real Estate Sales & Development

It's now the *Marriott* Waiohai!

Marriott Vacation Club International (MVCI), the Vacation Ownership division of Marriott International, Inc. (MAR/NYSE), has announced they will begin development of the Marriott's Waiohai Beach Club.

The resort is proposed to be built in phases and will consist of 227 two-bedroom/two-bathroom villas averaging 1,100 square feet. Plans also include a restaurant, sundry shop, lush gardens and a series of lagoons and swimming pools.

The old Hawaiian charm and elegance of the 12-acre ocean front Poipu Beach property will be recaptured with Hawaiian architecture, lava rock details and beautiful landscaping.

Demolition for the project is currently scheduled for mid-2000, pending county approvals.

Help Me Keep my Mailing List Clean!

The owner's name and address listed above includes a Tax Map Key number, as supplied by the Hawaii State Real Property Tax Office.

If you have two or more properties and receive more than one issue of *Drews News*, please let me know and I will clean up my mailing list. Also, if you would rather I send *Drews News* to an alternate address, let me know and I'll make the change. Mahalo!

Web Credits

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Nomad Media, E-mail: info@nomadmedia.com
Phone: 808-742-7100