

DREW'S NEWS

Volume 3, Number 1

A Real Estate Newsletter

January / February, 1990

Onto the '90's!

Whew! The 1980's ended with a hot real estate market on Kauai, and despite low current inventories, the new decade is kicking off with some good news.

There may be a window of opportunity for property owners who would like to sell in the upcoming year. The amount of tax you have to pay on the sale --your capital gains tax-- may be reduced. Based on the legislation now under review, your capital gains tax may drop to almost half the current level.

County property taxes are headed down, too. See the story inside.

And for sellers, the on-going scarcity in the market is good news. Land, condo and residential sales all reflect record high levels.

Outside the real estate market, Kauai enters the '90's in its best economic shape ever. Tourism is firmly established as our number one industry and sugar is branching out profitably into coffee, mac nuts and other ag crops.

All this good news has a down side. Looking for an affordable home today is very difficult, and current trends will only make it worse. And our current economic health owes most of its strength to tourism, which can change from good to bad quickly.

There's still reason for optimism. Major "affordable" housing projects are in the works. The Poipu ByPass road is getting the attention it deserves. Government, business and the citizenry are all showing interest and sensitivity to the problems.

If we can translate interest into action, we will have a truly great decade.

My thanks to all those for whom I have had the pleasure of working. I look forward to working with you -- and all your friends!-- in the '90's.

-Drew



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

How To Find a House

According to a recent poll conducted by the National Association of Realtors, most homeowners found their home through a real estate agent.

Here's the results of the poll:

Real Estate agent	50%
"For Sale" sign	17%
Newspaper ad	15%
Friends	8%
Knew the Seller	6%
Other	4%

With the fast pace of real estate on Kauai, those serious about purchasing a residential property should give me a call: 332-7414.

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County Lowers Property Taxes

Kauai Mayor JoAnn Yukimura has signed legislation that allows a \$40,000 deduction on residential property values.

The new deduction saves the average taxpayer \$120 a year in property taxes, starting with 1990.

In recent years, that deduction has been \$20,000.

For those ages 60 to 69, the new deductible amount has been increased to \$80,000; for those 70 and older, \$100,000.

This new legislation is welcome relief for Kauai residents, who have seen their tax bite increase with the dramatic increase in island property values.

THE DEDUCTION IS NOT AUTOMATIC; YOU MUST APPLY FOR IT.

To apply for your deduction, contact:

County of Kauai

Real Property Tax Division

4280-A Rice Street

Lihue, Kauai, HI 96766

(808) 245-7366

WANT TO BUY? WANT TO SELL?

Let a professional do the job for you.

CALL DREW!

332-7414

Listing a Property? Here's your Deadline

For the owner interested in selling a property -- be it a residence, condominium, land or business -- the deadline to advertise it in the next issue of *Drew's News* is March 9, 1990.

As with any such listing, you must sign a letter of authority or a listing agreement with Makai Properties as the listing company and Drew Vento as the listing agent.

Need further information on how to market your property? Call me! 332-7414.

New Rules for Condos Owners

The Hawaii State Real Estate Commission has made a number of new rulings regarding condominium owner associations. The rulings, which apply to any condominium project with six or more units, begin in 1990.

Among the new rules:

- Any condominium homeowner association must register with the Hawaii State Real Estate Commission. The registration fee is \$25.00
- Associations must contribute \$2.00 per unit toward a condominium education association fund
- Associations must obtain a fidelity bond to cover any and all persons who handle association funds, including managing agents and board members

Details of these and other Real Estate Commission rulings are available by calling or writing:

State of Hawaii

Real Estate Commission

PO Box 3469, Honolulu, HI 96801

(808) 548-3201

Hawaii Population to Soar in the '90's

Demographic experts are predicting Hawaii's population will soar in the 1990's, a full 22 percent over 1989 levels.

That works out to a rise in population of 245,000.

By comparison, during the decade 1979 - 89, Hawaii's population grew 17 percent.

According to one expert, Hawaii will need an additional 90,000 housing units -- an increase of 29 percent -- to keep up with growth in the coming decade.

Such phenomenal growth can be great for our economy. Much depends on how government addresses the problems inherent in growth: housing, education, roads, sewage and medical care.

So speak up! Write the governor, the mayor, councilmen, representatives. Attend public hearings. Your opinions and your pressure are important!

Island Residential Update

Total Residential Properties Available: 195

Price Range	West Shore	South Shore	Lihue Area	Wailua/Kapaa	North Shore
Under \$150,000	3	0	0	0	3
\$151,000 - \$250,000	3	4	3	13	6
\$251,000 - \$350,000	0	8	1	24	12
\$351,000 - \$500,000	2	8	3	23	21
Over \$501,000	3	20	0	2	26
TOTALS	11	40	7	69	68

Source: Multiple Listings Service (MLS) as of 1/10/90

Home inventory dips islandwide

In the last issue of *Drew's News*, we listed 197 homes for sale. This issue we're down to 195. That's a residential properties inventory decrease of just 1 percent.

area	issue this/last	% change
West side	11 10	+10
South Shore	40 43	-7
Lihue area	7 12	-42
Wailua/Kapaa	69 68	+1
North Shore	68 64	+6

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
Kalaheo	10,903	864	3	1.0	\$219,000
Kalaheo	7,700	1,164	3	2.0	240,000
Kalaheo	27,257	1,500	4	2.0	289,000
Kalaheo	10,315	1,824	4	2.5	299,000
Kalaheo	7,678	1,312	3	2.0	304,000
Kalaheo	9,000	2,033	3	2.0	310,000
Kalaheo	8,160	1,975	4	2.1	349,000
Kalaheo	44,393	1,252	3	2.0	350,000
Kalaheo	9,000	2,108	4	3.0	369,000
Kalaheo	27,977	2,438	4	3.5	415,000
Kalaheo	72,844	3,012	3	3.5	530,000
Kalaheo	1.32 acres	2,600	4	3.0	545,000
Kalaheo	1.66 acres	2,496	4	2.5	700,000
Kalaheo	14.52 acres	1,400	2	3.0	895,000
Lawai	7,968	1,853	4	3.0	199,000
Lawai	8,050	880	3	1.5	235,000
Lawai	7,800	2,112	5	3.0	265,000
Lawai	2. acres	3,750	4	3.0	850,000
Omao	.65 acre	1,395	2	2.0	340,000
Omao	.75 acre	2,800	3	2.5	399,000
Omao	.51 acre	1,626	3	2.0	445,000
Omao	21,800	1,695	3	2.0	450,000
Omao	21,788	2,000	3	2.0	479,000
Omao	21,780	2,660	3	3.5	525,000
Omao	21,781	2,186	4	3.0	575,000

continued on page 7

Land Inventory down, \$\$ up

One of the major stories of 1989 was the scarcity of land.

In January, 1989, 202 parcels were available.

In January, 1990, 186 parcels are available, a decrease of over 12 percent.

But inventory statistics do not tell the whole story: Prices have skyrocketed.

In 1989, there were 55 parcels for sale under \$100,000.

In 1990, we have only 4 for sale under \$100,000 -- a decrease in available affordable land of an astounding 93 percent.

Focusing on the south shore, there were 69 land parcels available in 1989; now we have 42, a drop of over 36 percent.

There is now only one land parcel on the south shore priced under \$150,000.

**TO BUY OR SELL
HOMES ON KAUAI**

**> CALL DREW <
332-7414**

Southshore Condo Inventory Plunges Again

In the last issue of *Drew's News*, we listed 239 condos available. This issue we're down to 204, a condo inventory reduction of 15%.

area	issue this/last	% change
South Shore	68 / 66	+3
Lihue area	24 / 44	-45
Wailua/Kapaa	28 / 44	-36
North Shore	84 / 85	-1

Island Condo Update

Total Condominiums for Sale: 204
Fee Simple (FS) - 118 Leasehold (LH) - 86

Price Range	South Shore		Lihue Area		Wailua/Kapaa		North Shore	
	FS	LH	FS	LH	FS	LH	FS	LH
Under \$100,000	0	0	2	6	1	6	0	0
\$101,000 - \$150,000	1	17	9	4	0	13	20	12
\$151,000 - \$250,000	13	8	2	0	0	4	27	3
\$251,000 - \$400,000	9	7	1	0	0	1	20	0
Over \$401,000	8	2	0	0	3	0	2	0
TOTALS	31	37	14	10	4	24	69	15

Source: Multiple Listings Service (MLS) as of 1/10/90

Uncle Sam Sells Real Estate

A major news story of the last few years is the collapse of the savings and loan industry. Savings and loan failures have been attributed largely to poor real estate loans.

As a result of the government bailout the S&L's, Uncle Sam is suddenly the owner of over 30,000 properties.

The properties include 26,000 single family homes as well as golf courses, marinas, churches and nursing homes.

The "Resolution Trust Corporation", the government agency created to manage and sell the properties, has produced a four-volume, 3,000 page listings book.

If you are interested in obtaining a copy of the Resolution Trust Corporation listings book, call them at: (800) 431-0600.

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

Available Condominiums on the South Shore

PROJECT	UNITS		LAND TENURE	ASKING PRICE		
	BED	BATH		AVAIL	LOW	HIGH
Hale Kahamalu	1	1.0	1	FS	\$108,000	-----
Kahala I at Poipu Kai	1	1.0	4	FS	159,000	185,000
	2	2.0	1	FS	235,000	-----
Kiahuna Plantation	1	1.0	22	LH	123,000	550,000
	2	2.0	2	LH	325,000	1,200,000
Koloa Gardens	No listings					
Kuhio Shores	No listings					
Makahuena	2	2.0	10	LH	169,000	550,000
	2	2.5	2	LH	210,000	295,000
	3	2.0	2	LH	339,000	400,000
Makanui Poipu Kai	2	2.0	1	FS	240,000	-----
Manualoha Poipu Kai	1	1.0	1	FS	199,500	-----
	2	2.0	2	FS	299,500	415,000
	3	3.0	1	FS	350,000	-----
Nihi Kai Villas	2	2.0	2	FS	232,500	375,000
Poipu Crater	2	2.0	2	FS	188,000	269,000
Poipu Kapili	1	2.0	1	FS	285,000	-----
	2	3.0	2	FS	435,000	450,000
Poipu Makai	No listings					
Poipu Palms	2	2.0	1	FS	225,000	-----
Poipu Sands	1	1.0	1	FS	185,000	-----
	2	2.0	3	FS	345,000	350,000
Poipu Shores	2	2.5	1	FS	375,000	-----
	3	2.0	1	FS	375,000	-----
Prince Kuhio	No listings					

continued on page 7

Hot Properties

Your Realtor has been busy!

Here's a progress report since the last issue of *Drew's News*:

- a Poipu Kai Resort residential property listed at \$425,000 FS in the last issue -- SOLD
- newly listed land parcel on Waha Road in Kalaheo, priced at \$165,000 FS -- SOLD
- Poipu Kai Resort residential property listed for \$417,000 FS -- SOLD in just three days
- Kalaheo property owner seeking another home in the Omao area -- found and BOUGHT a listed property at \$435,000 FS

Drew can't promise results like these for all clients. But he does promise an honest effort to secure a buyer or the property that meets your needs.

Townhouse Living at Poipu Kai -- New Listing **POIPU SANDS**

Asking Price \$350,000 Fee Simple

Unit #428 is one of the most desirable units at Poipu Sands, due to its location and its townhouse floor plan. Large enough for full-time living. Master suite on upper floor with its own private lanai -- what a way to enjoy those special moments in paradise! Call Drew today for a private showing!

Ocean & Mountain Views -- New Listing **KALAHEO OCEANVIEW ESTATES**

Asking Price \$185,000 Fee Simple

Your neighbors have already built. Which means you can build your Hawaiian Hideaway with assured views forever! Good neighborhood. Call Drew for details today!

Under Construction -- New Listing **GRACIOUS LIVING**

Asking Price \$850,000 Fee Simple

This will be home for someone who wants the finest in privacy and luxury. Nestled on the ridge of a valley in Lawai, the home will have over 3,700 square feet of living area, a three-car garage, courtyards and lanais: over 6,200 square feet of home and extras. Call for details.

Excellent Rental Income --- New Listing **KIAHUNA PLANTATION**

Asking Price \$134,500 Leasehold

Kiahuna Plantation is one of Hawaii's premier condominium resort destinations. Unit #328 is now available for purchase fully furnished -- and recently upgraded. Excellent rental income makes this condo a "can't miss" on your list of properties to see. Call Drew today for a private showing.

Best views on South Shore -- New Listing **AG PARCEL NEAR POIPU**

Asking Price \$395,000 Fee Simple

2.25 acres of agricultural land with ocean, mountain and valley views! Just seven minutes from Poipu beaches, restaurants and activities. This is a special property for someone who wants privacy and great views. Call Drew today!



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

Makai Properties
Real Estate Sales & Development

Land Prices, Inventory Climb

In the last issue of *Drew's News*, we listed 177 land parcels available. This issue we're up to 190, a land inventory increase of 7%.

area	issue this/last	% change
West side	4 7	-43
South Shore	42 50	-15
Lihue area	7 2	+250
Wailua/Kapaa	52 37	+40
North Shore	85 81	+13

More Power to Sugar

Anyone who drives Kauai's roads is familiar with the sugar mills at work, steam plumes rising from the stacks.

What we're seeing, of course, is sugar cane being processed for its molasses.

But what about those big stacks of pulverized cane stalks you see?

It's called bagasse. The mills burn it. The fires stoke steam turbine generators that run the mill.

Sugar companies get 90 percent of their energy that way.

During peak harvest season, mills produce excess and sell it to the utilities, providing seven percent of Hawaii's energy needs.

**TO BUY OR SELL
LAND ON KAUAI**

Call Drew Vento
332-7414

Island Land Update

Total Parcels Available: 190

Price Range	West Shore	South Shore	Lihue Area	Wailua /Kapaa	North Shore
Under \$100,000	1	0	0	2	1
\$101,000 - \$150,000	2	1	0	5	3
\$151,000 - \$250,000	0	8	1	11	30
\$251,000 - \$400,000	0	21	1	20	25
Over \$401,000	1	12	5	14	26
TOTALS	4	42	7	52	85

Source: Multiple Listings Service (MLS) as of 1/10/90

Available Land on the South Shore (FS)

AREA	SQUARE FEET	ASKING PRICE
Kalaheo	8,015	\$130,000
Kalaheo	2.75 acres	175,000
Kalaheo	10,130	190,000
Kalaheo	10,250	190,000
Kalaheo	1.51 acres	210,000
Kalaheo	1.03 acres	225,000
Kalaheo	1.35 acres	250,000
Kalaheo	1.22 acres	325,000
Kalaheo	1.02 acres	339,000
Kalaheo	17,425	360,000
Kalaheo	3 acres	395,000
Kalaheo	3 acres	400,000
Kalaheo	3 acres	435,000
Kalaheo	3.34 acres	449,000
Kalaheo	5.29 acres	500,000
Kalaheo	14.52 acres	895,000
Lawai	1.6 acres	175,000
Lawai	2.6 acres	200,000
Lawai	2.25 acres	395,000
Lawai	4.76 acres	600,000
Omao	2 acres	465,000
Poipu	7,638	180,000
Poipu	10,586	285,000
Poipu	11,302	295,000
Poipu	11,761	305,000
Poipu	9,593	309,000
Poipu	12,866	325,000
Poipu	11,564	325,000
Poipu	7,208	325,000
Poipu	10,128	325,000
Poipu	14,356	345,000
Poipu	8,353	350,000
Poipu	10,316	367,000
Poipu	8,700	395,000
Poipu	11,432	400,000
Poipu	11,484	400,000
Poipu	9,811	400,000
Poipu	10,000	425,000
Poipu	17,660	430,000
Poipu	11,965	435,000
Poipu	18,014	495,000
Poipu	10,000	565,000
Poipu	19,015	1,500,000

Source: Kauai Board of Realtors, 1/10/90

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 Houses on the South Shore

(Continued from page 3)

All properties listed are fee simple

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Poipu	9,751	980	3	2.0	\$229,000
Poipu	10,633	1,008	2	2.0	265,000
Poipu	11,502	2,112	3	2.0	409,000
Poipu	6,000	1,764	2	2.5	485,000
Poipu	11,484	1,988	4	2.0	550,000
Poipu	9,583	2,247	3	3.5	550,000
Poipu	10,339	2,677	4	3.0	675,000
Poipu	9,760	4,020	5	3.0	715,000
Poipu	12,064	2,482	3	2.5	725,000
Poipu	13,894	2,200	3	2.0	749,000
Poipu	12,010	3,100	3	3.5	775,000
Poipu	11,917	2,160	5	4.0	850,000
Poipu	11,007	2,768	3	2.5	875,000
Poipu	10,203	2,460	3	3.5	950,000
Poipu	11,175	2,848	4	3.5	975,000
Poipu	6,100	1,813	2	2.0	1,250,000
Poipu	20,335	3,419	4	4.0	1,700,000

Source: Kauai Board of Realtors, 1/10/90

Available Condos on the South Shore

(Continued from page 4)

PROJECT	BED	BATH	UNITS		ASKING PRICE	
			AVAIL	LAND TENURE	LOW	HIGH
Sunset Kahili	2	2.0	1	FS	270,000	-----
Waikomo Streams	1	1.0	1	FS	165,000	-----
Whaler's Cove	2	2.0	2	FS	665,000	699,000
	2	2.5	2	FS	749,000	775,000
	3	2.0	1	FS	765,000	-----

Source: Multiple Listings Service (MLS) as of 1/10/90

About Drew's News

Drew's News is an independent real estate newsletter produced here on Kauai by Andrew Vento, Realtor. Drew works 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.

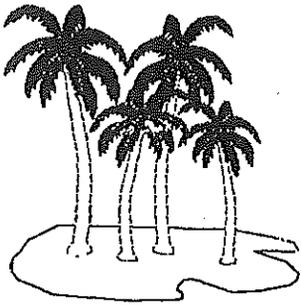
If this is your first copy of *Drew's News*, feel free to write me about the contents of this newsletter--good or bad!

--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.

Drew's News
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Koloa, Kauai, HI 96756

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The Real Estate Newsletter of Kauai's South Shore!

KAUAI REAL ESTATE PRICES IN THE '80's

Average sales prices and total unit sales
for condominiums and single-family homes on Kauai, period 1980 - 89*

	SINGLE FAMILY RESIDENCE		CONDOMINIUM	
	Units <u>Sold</u>	Average <u>Price</u>	Units <u>Sold</u>	Average <u>Price</u>
1980	36	\$180,427	38	\$147,815
1981	14	135,357	4	144,000
1982	18	124,433	16	144,000
1983	28	114,318	19	131,431
1984	89	131,808	67	136,200
1985	120	145,052	120	121,245
1986	142	141,471	152	97,041
1987	266	152,052	292	122,132
1988	223	209,100	270	135,584
1989*	218	235,000	308	160,761

*1989 information as of September 30, 1989.
Source: Hawaii Realtor Journal, December 1, 1989