

DREW'S NEWS

Volume 7, Number 3

A Real Estate Newsletter

Winter, 1994 - 95

Drew's "Back to the Future" View upbeat for Kauai

In September, 1984, I took my first vacation to Kauai. What an incredibly beautiful place! I immediately fell in love with the Garden Island. Coming from Southern California, Kauai was indeed paradise found -- no crowds, low crime, friendly people.

120 days later, I made the permanent move. It was one of the best decisions of my life.

Ten years later, I look back and find valuable insight into where Kauai is heading today.

In December, 1984, Kauai was two years into the recovery from Hurricane Iwa, which had caused over \$400 million in damage to the island. The economy was sluggish. Real estate prices were low, tourism was down.

Yet the people of Kauai were remarkably optimistic. And their optimism paid off: by 1987, Kauai's economy was growing rapidly. Tourism was way up, construction starts and business were strong. Real estate sales were climbing and would blossom into a full four-year boom.

Ten years later . . . *deja vu!* Kauai's tourism numbers are climbing; real estate prices are stabilizing and sales are growing; the optimism is creeping in!

If indeed we are revisiting the market of the mid-80's, can the boom of the late '80's be far behind?

Make your own decisions, and take action!

Drew



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

Kauai has a New Mayor

On December 1, 1994, *Maryanne Kusaka* was sworn in as Mayor of the County of Kauai. She was elected to a term of four years.

Kusaka is Kauai's first Republican mayor in over 20 years. Prior to switching parties last summer, she had been active as a Democrat and had served in the administration of Democratic mayor Tony Kunimura.

Hopefully, Mayor Kusaka will work well with Kauai's largely Democratic County Council. The Council will have two new faces: Nelson Secretario (R), and Richard Minatoya (D).

Inside this issue:

| | |
|--|-------------|
| Unlicensed Work Can Mean Big Penalties | page 2 |
| Resort Real Estate Finally on the Move | page 2 |
| Real Estate People A-Plenty | page 2 |
| Worldwide TV for South Shore | page 3 |
| Residential Update & Listings | pages 3 & 7 |
| Condominium Update & Listings | page 4 |
| Ocean View, Ocean Front Land Available | page 4 |
| Hot Properties | pages 5 & 8 |
| Land Update & Listings | page 6 & 7 |
| K-Mart Opens on Kauai | page 6 |
| Property Information Request Form | page 7 |

This newsletter is printed on recycled paper.

Unlicensed Work Can Mean Big Penalties

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

Many professions and occupations in Hawaii are subject to licensing requirements. Realtors, contractors, electricians, plumbers, escrow companies, mortgage brokers, engineers, architects, surveyors, landscape architects and many other professions must have licenses to practice in Hawaii.

Most licensed professionals are aware of profession-specified rules and regulations. Many are not aware that a uniform law, applying to all licensed occupations, may create additional obligations and lead to significant liability or loss of license (Hawaii Revised Statutes, Chapter 436B).

Examples of acts or situations which could result in a loss of professional license include:

- Making untruthful or improbable statements;
- Aiding and abetting an unlicensed person to directly or indirectly perform activities requiring a license;
- Failure to maintain a record of competency, trustworthiness, fair dealing and financial integrity; or
- Employing, utilizing or attempting to employ or utilize any person not licensed under the licensing laws where licensure is required.

In addition, there are many civil and criminal penalties for unlicensed activity. For example, if a licensee permits an unlicensed person to use his or her license or indirectly helps an unlicensed person perform activities requiring a license, the licensee may be fined \$1,000 for the first offense or up to \$5,000 or 40% of the contract price (whichever is greater) for subsequent offenses. The unlicensed person may be found guilty of a misdemeanor and be subject to a fine of up to \$1,000 and/or imprisoned up to one year, and each day's violation is a separate offense. All tools, materials, equipment or other property used to provide the services without a license are also forfeited to the State of Hawaii. Finally, any unlicensed person cannot recover on any contract or otherwise for the work performed.

Consumers and licensed professionals should be familiar with these laws to avoid running afoul of them.

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

Real Estate People A-Plenty in the Islands

Need help with your real estate transaction? Hawaii has a large number of people in the business; below is a breakout by island and license type.

| Active | <u>Oahu</u> | <u>Hawaii</u> | <u>Maui</u> | <u>Kauai</u> |
|-----------------|---------------|---------------|--------------|--------------|
| Broker | 2,990 | 496 | 440 | 183 |
| Salesperson | 5,054 | 784 | 814 | 260 |
| Corporation | 839 | 126 | 152 | 54 |
| Partnership | 8 | 1 | 0 | 1 |
| Branch Off. | 43 | 25 | 20 | 7 |
| Total | 8,934 | 1,432 | 1,426 | 505 |
| Inactive | | | | |
| Broker | 416 | 75 | 45 | 20 |
| Salesperson | 4,390 | 587 | 472 | 234 |
| Corporation | 44 | 8 | 7 | 3 |
| Partnership | 0 | 0 | 0 | 0 |
| Branch Off. | 0 | 2 | 2 | 0 |
| Total | 4,850 | 672 | 526 | 257 |
| TOTAL | 13,784 | 2,104 | 1,952 | 762 |

Resort Real Estate Finally on the Move

After three years of slow sales and reduced market value, the South Shore resort real estate market is starting to perk up.

Since Hurricane Iniki hit Kauai in September, 1992, there have been three or fewer sales in most South Shore condominium projects. Several projects have had no sales at all. Resort land and home sales have been consistent during this period, but prices have fallen significantly from their fall, 1992 levels.

Based on current sales and buyer interest experienced here at Makai Properties, there is reason to believe we have emerged from the real estate doldrums and will see increased sales in the winter-to-spring period. I wouldn't call it a boom, or even a surge; rather, the increased interest comes from potential buyers who realize the market has bottomed out and are taking advantage of the opportunities available.

As the market improves in coming months, the South Shore should also experience a stabilization of resort real estate prices.

ISLAND RESIDENTIAL UPDATE

Total Residential Properties Available: **355**

| Price Range | West Shore | South Shore | Lihue Area | Wailua/Kapaa | North Shore |
|-----------------------|------------|-------------|------------|--------------|-------------|
| Under \$150,000 | 0 | 0 | 0 | 0 | 0 |
| \$151,000 - \$250,000 | 5 | 16 | 8 | 35 | 17 |
| \$251,000 - \$350,000 | 4 | 21 | 10 | 26 | 49 |
| \$351,000 - \$500,000 | 0 | 24 | 1 | 29 | 24 |
| Over \$501,000 | 0 | 26 | 2 | 16 | 42 |
| TOTALS | 9 | 87 | 21 | 106 | 132 |

Source: Multiple Listings Service (MLS), Winter, 1994-95

AVAILABLE SOUTH SHORE HOUSES (FS)

| PROPERTY LOCATION | LOT SIZE SQ. FT. | INTERIOR SQ. FT. | BED | BATH | ASKING PRICE |
|-------------------|------------------|------------------|-----|------|--------------|
| Elele | 6,933 | 1,104 | 3 | 2.0 | \$225,000 |
| Lower Kalaheo | 8,923 | 1,176 | 3 | 2.0 | 235,000 |
| Lower Kalaheo | 13,788 | 928 | 3 | 1.5 | 239,000 |
| Lower Kalaheo | 8,050 | 1,640 | 3 | 2.0 | 275,000 |
| Lower Kalaheo | 5,665 | 1,776 | 3 | 3.0 | 285,000 |
| Lower Kalaheo | 5,000 | 2,064 | 4 | 3.0 | 298,000 |
| Lower Kalaheo | 16,334 | 1,600 | 2 | 2.5 | 299,000 |
| Lower Kalaheo | 12,586 | 1,536 | 4 | 2.0 | 299,000 |
| Lower Kalaheo | 9,926 | 1,810 | 4 | 2.5 | 325,000 |
| Lower Kalaheo | 8,287 | 1,872 | 4 | 2.3 | 339,500 |
| Lower Kalaheo | 7,686 | 1,312 | 3 | 2.0 | 345,000 |
| Lower Kalaheo | 10,590 | 2,313 | 2 | 2.5 | 365,000 |
| Lower Kalaheo | 8,100 | 1,661 | 4 | 2.5 | 375,000 |
| Lower Kalaheo | 14,460 | 1,251 | 3 | 1.5 | 375,000 |
| Lower Kalaheo | 12,945 | 2,586 | 4 | 3.0 | 399,000 |
| Lower Kalaheo | 8,107 | 1,877 | 3 | 2.5 | 399,000 |
| Lower Kalaheo | 9,014 | 2,443 | 4 | 3.0 | 450,000 |
| Lower Kalaheo | 9,952 | 2,452 | 4 | 3.0 | 455,000 |
| Lower Kalaheo | 10,130 | 2,976 | 5 | 4.0 | 499,000 |
| Lower Kalaheo | 14,524 | 2,884 | 5 | 3.0 | 499,000 |
| Lower Kalaheo | 11,240 | 2,456 | 4 | 3.0 | 595,000 |
| Lower Kalaheo | 12,945 | 2,648 | 3 | 3.0 | 595,000 |
| Lower Kalaheo | 2.14 acres | 3,000 | 4 | 3.0 | 695,000 |
| Upper Kalaheo | 10,372 | 1,242 | 3 | 3.0 | 245,000 |
| Upper Kalaheo | 8,672 | 1,695 | 3 | 3.0 | 284,900 |
| Upper Kalaheo | 8,749 | 1,788 | 2 | 1.0 | 399,000 |
| Upper Kalaheo | 1 acre | 2,400 | 3 | 2.0 | 425,000 |
| Upper Kalaheo | 3 acres | 2,200 | 5 | 3.5 | 550,000 |
| Upper Kalaheo | 1.27 acres | 912 | 3 | 2.0 | 980,000 |
| Upper Kalaheo | 3 acres | 5,259 | 4 | 3.5 | 1,395,000 |
| Upper Kalaheo | 12.28 acres | 9,437 | 9 | 9.0 | 6,200,000 |
| Lawai | 12,501 | 1,035 | 3 | 2.0 | 237,500 |
| Lawai | 10,190 | 1,143 | 3 | 2.0 | 241,500 |
| Lawai | 12,802 | 1,143 | 3 | 2.0 | 248,500 |
| Lawai | 8,791 | 1,983 | 6 | 2.0 | 250,000 |
| Lawai | 12,976 | 1,716 | 3 | 3.0 | 262,000 |
| Lawai | 17,800 | 1,716 | 3 | 3.0 | 279,000 |
| Lawai | 10,081 | 1,716 | 3 | 3.0 | 279,000 |

Source: Multiple Listing Service (MLS), Winter, 1994-95

continued on page 7

South Shore Home Inventory Up 19%

In the last issue of *Drew's News*, we listed 302 homes available for sale island-wide. This issue the total is 355, an increase of 18 percent.

| area | issue | | % change |
|--------------|------------|------------|----------|
| | this | last | |
| West Side | 9 | 11 | -18 |
| South Shore | 87 | 73 | +19 |
| Lihue Area | 21 | 17 | +24 |
| Wailua/Kapaa | 106 | 80 | +33 |
| North Shore | <u>132</u> | <u>121</u> | +9 |
| Totals | 355 | 302 | +18 |

Worldwide TV for South Shore

Poipu, Kauai has been featured in worldwide television broadcasts of two major sporting events in recent months.

In October, the Cuervo International Kauai Pro Beach Volleyball Tournament was held at the Poipu Hyatt Regency Kauai resort. Players from around the globe participated in the event, which featured \$100,000 in prize money.

Fore! No, make that four of the world's best golfers played the PGA Grand Slam of Golf at the Poipu Bay Resort Golf Course in November. Greg Norman, Nick Price, Joe Maria Olazabal and Ernie Els played for a \$1 million purse. Admission was free and I personally can attest that the golf was fantastic! Greg Norman took the title -- and \$400,000 in first-place money.

**To Buy or Sell
a Home on Kauai
CALL DREW
at 332-7414**

South Shore Condo Avails Mushroom 22%

In the last issue of *Drew's News*, we listed 308 condominiums available for sale island-wide. This issue the total has increased to 382, an island-wide increase of 24 percent.

| area | issue | | % change |
|--------------|-------|------|----------|
| | this | last | |
| SouthShore | 139 | 114 | +22 |
| LihueArea | 49 | 45 | +5 |
| Wailua/Kapaa | 62 | 42 | +48 |
| NorthShore | 132 | 107 | +23 |
| Totals | 382 | 308 | +24 |

Ocean View & Ocean Front Land

Drew's listings now include three large land parcels in Poipu with outstanding ocean and mountain views.

Each lot is close to one-half acre. All utilities are in. Each lot is priced at \$395,000, fee simple, with very easy-to-live-with covenants.

Also now available is a three-lot oceanfront subdivision, located on a very private cul-de-sac road next to the Whaler's Cove luxury condominium resort in Poipu.

The two front lots have some of the best views on the market. The third lot has coastline and mountain views. All three lots are fee simple and are reasonably priced.

For additional information, call the listing Broker, Drew Vento, at 808-332-7414.

**Next time you Buy or
Sell Property on Kauai
> CALL DREW <
332-7414**

ISLAND CONDO UPDATE

Total Condominiums for Sale: **382**
Fee Simple (FS) - 276 Leasehold (LH) - 106

| Price Range | South Shore | | Lihue Area | | Wailua/Kapaa | | North Shore | |
|---------------------|-------------|-----------|------------|-----------|--------------|-----------|-------------|-----------|
| | FS | LH | FS | LH | FS | LH | FS | LH |
| Under \$150,000 | 24 | 14 | 26 | 8 | 8 | 19 | 22 | 41 |
| \$151,000-\$250,000 | 54 | 2 | 11 | 2 | 9 | 6 | 40 | 9 |
| \$251,000-\$400,000 | 32 | 4 | 2 | 0 | 10 | 0 | 18 | 1 |
| Over \$401,000 | 9 | 0 | 0 | 0 | 10 | 0 | 1 | 0 |
| TOTALS | 119 | 20 | 39 | 10 | 37 | 25 | 81 | 51 |

Source: Multiple Listing Service (MLS) as of Winter, 1994-95

AVAILABLE SOUTH SHORE CONDOMINIUMS

| PROJECT | BED | BATH | UNITS AVAIL | LAND TENURE | ASKING PRICE | |
|-----------------------|---------------------|------|-------------|-------------|--------------|-----------|
| | | | | | LOW | HIGH |
| Alihi Lani | 2 | 2.0 | 2 | FS | \$395,000 | \$395,000 |
| HaleKahamalu | 2 | 1.0 | 1 | FS | 129,500 | ----- |
| Honu Kai Villas | 2 | 2.5 | 2 | FS | 529,000 | 559,000 |
| Kahala I at Poipu Kai | 1 | 1.0 | 11 | FS | 148,000 | 224,500 |
| | 2 | 2.0 | 6 | FS | 175,000 | 225,000 |
| Kalaheo Pali Kai | 3 | 2.0 | 7 | FS | 139,000 | 165,000 |
| Kiahuna Plantation | 1 | 1.0 | 14 | LH | 94,500 | 375,000 |
| | 2 | 2.0 | 2 | LH | 349,000 | 370,000 |
| Koloa Gardens | 1 | 1.0 | 1 | FS | 125,000 | ----- |
| | 2 | 2.0 | 3 | FS | 175,000 | 180,000 |
| Kuhio Shores | 1 | 1.0 | 1 | FS | 165,000 | ----- |
| Lawai Beach Resort | 2 | 2.0 | 1 | FS | 425,000 | ----- |
| Makahuena | 2 | 2.0 | 6 | LH/FS | 90,000 | 325,000 |
| Makanui Poipu Kai | 2 | 2.0 | 2 | FS | 214,500 | 290,000 |
| | 3 | 2.0 | 2 | FS | 305,000 | 375,000 |
| Manualoha Poipu Kai | 1 | 1.0 | 1 | FS | 140,000 | 159,000 |
| | 2 | 2.0 | 4 | FS | 199,500 | 305,000 |
| Nihi Kai Villas | 2 | 2.0 | 3 | FS | 245,000 | 360,000 |
| Poipu Crater | 2 | 2.0 | 7 | FS | 140,000 | 198,000 |
| Poipu Kapili | 1 | 2.0 | 3 | FS | 289,000 | 375,000 |
| | 2 | 2.0 | 1 | FS | 745,000 | ----- |
| | 2 | 3.0 | 2 | FS | 375,000 | 449,000 |
| Poipu Makai | 2 | 2.0 | 2 | FS | 315,000 | 345,000 |
| Poipu Palms | No Condos Available | | | | | |
| Poipu Sands | 1 | 1.5 | 3 | FS | 197,500 | 215,000 |
| | 2 | 2.0 | 8 | FS | 212,000 | 390,000 |
| Poipu Shores | 2 | 2.0 | 2 | FS | 299,500 | 329,000 |
| | 3 | 2.0 | 1 | FS | 345,000 | ----- |
| Prince Kuhio | studio | | 6 | FS | 90,000 | 112,000 |
| | 1 | 1.0 | 3 | FS | 118,000 | 149,000 |
| Regency at Poipu Kai | 2 | 2.0 | 11 | FS | 225,000 | 275,000 |
| | 3 | 2.5 | 2 | FS | 260,000 | 300,000 |
| Sunset Kahili | 1 | 1.0 | 2 | LH | 175,000 | 179,000 |
| | 2 | 2.0 | 1 | LH | 325,000 | ----- |
| Waikomo Streams | 1 | 1.0 | 3 | FS | 145,000 | 150,000 |
| | 2 | 2.0 | 3 | FS | 185,000 | 195,000 |
| Whaler's Cove | 1 | 2.0 | 1 | FS | 1,400,000 | ----- |
| | 2 | 2.0 | 2 | FS | 490,000 | 800,000 |
| | 2 | 2.5 | 1 | FS | 725,000 | ----- |

Source: Multiple Listing Service (MLS) as of Winter, 1994-95

HOT PROPERTIES

CONDOMINIUMS

PRINCE KUHIO STUDIO Unit #136

Asking Price **\$95,000** FS
Ground-floor corner unit in excellent condition--a perfect starter property, with good rental possibilities. Plus, ocean & pool right outside your door!

PRINCE KUHIO STUDIO Unit #131

Asking Price **\$105,000** FS NEW LISTING!
Great unit, and a great value! Studio in good condition with a nice view. A value-loaded Poipu property - don't miss this one!

PRINCE KUHIO STUDIO Unit #332

Asking Price **\$112,000** FS NEW LISTING!
Marble floors, Corian counters, custom-made oak cabinets, new appliances, new furniture . . . may be the richest studio apartment on Kauai!

PRINCE KUHIO STUDIO Unit #232

Asking Price **\$112,000** FS NEW LISTING!
Second-floor unit has great garden and pool views. Cool off with air conditioning or take a one-minute walk to beaches and ocean.

PRINCE KUHIO Unit #201

Asking Price **\$118,000** FS NEW LOWER PRICE!
Second-floor 1 bed/1 bath end unit with mountain & ocean views. This is the best view-value fee simple condo at this price level on the south shore!

KIAHUNA PLANTATION Unit #411

Asking Price **\$125,000** LH NEW LISTING!
A very nice ocean view from this 1 bed/1 bath unit. Kiahuna is an oceanfront project on Poipu's best beach and it has just re-opened -- so call now!

POIPU CRATER Unit #10

Asking Price **\$140,000** FS NEW LISTING!
This 2 bed/2 bath townhouse is the lowest-priced in the project. Unit is in good condition, and owner is motivated to sell -- don't miss out!

PRINCE KUHIO Unit #104

Asking Price **\$149,000** FS NEW LISTING!
Totally rebuilt and refurbished, this 1 bed/1 bath unit is only steps from a sandy beach and the ocean. Excellent rental income.

KALAHEO PALIKAI Unit #57

Asking Price **\$145,500** FS NEW LOW PRICE!
Great views come with this 3 bed/2 bath condo. Fully furnished plus new paint, Berber carpet, vinyl flooring and more. Easy to view -- call Drew!

POIPU CRATER Unit #29

Asking Price **\$170,000** FS NEW LISTING!
This 2 bed/2 bath condo features a two-story floor plan and lives like a single-family home! Enjoy all the amenities of Poipu Crater and Poipu!

SUNSET KAHILI Unit #205

Asking Price **\$179,000** LH
Rare offering 1 bedroom unit in this well-established resort. Completely furnished, nice ocean view. At this price, a value-filled ocean view condo!

WAIKOMOSTREAM VILLAS Unit #433

Asking Price **\$189,000** FS NEW LOWER PRICE!
One of the best values in the project, this 2 bed/2 bath unit features high open-beam ceilings, lots of storage. Site location offers plenty of privacy.

MANUALOHA at POIPU KAI Unit #1104

Asking Price **\$199,500** FS NEW LOWER PRICE!
End-unit privacy, with the amenities of a total resort! This 2 bed/2 bath unit has additional loft bedroom. Seller wants this unit sold -- come and get it!

CONDOMINIUMS

KAHALA at POIPU KAI Unit #712

Asking Price **\$220,000** FS NEW LISTING!
Ground-floor 2 bed/2 bath end unit in good condition has an ocean view. Located right on the greenbelt, with all the amenities of Poipu Kai!

POIPU SANDS at POIPU KAI Unit #225

Asking Price **\$225,000** FS NEW LOWER PRICE! **SOLD!**
One of the best-priced condos available at this price level on Kauai! 2 bed/2 bath unit has an ocean view and great rental income. Call . . . Quickly!

POIPU SANDS at POIPU KAI Unit #134

Asking Price **\$269,000** FS NEW LISTING!
Excellent location and outstanding view! 2 bed/2 bath on one level in this third floor unit. Best view value in Poipu Sands. Call Drew for details.

POIPU SHORES Unit #305-A

Asking Price **\$299,500** FS NEW LISTING!
A dramatic ocean view down the Poipu coast is yours from this 2 bed/2 bath wide unit. Lull yourself to sleep with the sound of the ocean -- call Drew!

MANUALOHA at POIPU KAI Unit #1006

Asking Price **\$305,000** FS
One of Poipu's largest 2 bed/2 bath units boasts ocean, coastline and mountain views from 3 lanai's. Large master suite in two-story floor plan.

POIPU SANDS at POIPU KAI Unit #313

Asking Price **\$350,000** FS NEW LISTING!
This ground-floor 2 bed/2 bath luxury condo has ocean views and opens up to a large green belt area with easy access to pool and Shipwrecks Beach.

HONU KAI VILLAS Units #2 & 3

First-time offering of top-of-the-line 2 bed/2.5 bath condos. Only 4 units in project. Super comforts plus direct ocean views, short walk to beach.

HONU KAI VILLAS Entire Project

Own your own oceanfront project! Two free-standing 3 bedroom homes and two 2 bed/2.5 bath units. Location, quality, great design--Call!

LAND

KIAHUNA GOLF VILLAGE

Asking Price **\$265,000** FS NEW LOWER PRICE!
Beautiful 10th fairway site offers mountain, ocean, fairway and sunrise views. Bring your architect along to plan your dream house!

POIPU -- Kauai Road

Asking Price **\$325,000** FS NEW LOWER PRICE!
Reduced \$100,000 for a deal-seeking buyer! Seller may provide financing with your good credit. Short walk to Brennecke and Poipu beaches.

POIPU -- Makaanui Road

Asking Prices **\$395,000** FS NEW LISTINGS!
Live in Poipu on a large parcel! Three lots, 18,000 to over 20,000 sf, with ocean & mountain views. No ass'n fees, easy-to-live-with covenants.

POIPU -- Oceanfront

Asking Prices **\$475,000 to \$695,000** FS NEW LISTINGS!
New 3-lot oceanfront subdivision next to Whaler's Cove Resort, on a private, dead-end road. Ocean, coastline, mountain views available.

POIPU -- Weli Weli Heights Subdivision "Reservations"

Reserve one of four new ocean view land parcels, each with over 10,000 square feet. Project in subdivision process. Call Drew for map & details!

Southshore Land Avails Rise 8%

In the last issue of *Drews News*, we had 467 land parcels available for sale island-wide. This issue the total has increased to 469, an island-wide increase of 1 percent.

| area | issue | | % change |
|--------------|------------|------------|----------|
| | this | last | |
| WestSide | 12 | 16 | -24 |
| SouthShore | 95 | 88 | +8 |
| Lihuearea | 7 | 8 | -13 |
| Wailua/Kapaa | 141 | 139 | +1 |
| NorthShore | <u>214</u> | <u>216</u> | -1 |
| Totals | 469 | 467 | +1 |

Attention K-Mart Shoppers!

K-Mart, one of the nation's largest discount chains, has opened their doors on Kauai. The massive new store is located in Kukui Grove Shopping Center in Lihue.

With K-Mart, Kauai gets its first on-island taste of a major discount. Previously, Garden Islanders had to fly to Oahu.

Kauai residents turned out in droves for K-Mart's Grand Opening. The reaction of most shoppers (including myself), was one of delight.

Although mainlanders are used to shopping mega-stores like K-Mart with their broad selection and discount pricing, it's real news that Kauaians can now live in paradise for a little less!

Next time
you buy or sell property
on Kauai,
CALL DREW
332-7414

ISLANDLANDUPDATE

Total Parcels Available: 469

| Price Range | West Shore | South Shore | Lihue Area | Wailua/Kapaa | North Shore |
|-----------------------|------------|-------------|------------|--------------|-------------|
| Under \$150,000 | 11 | 24 | 1 | 35 | 34 |
| \$151,000 - \$250,000 | 0 | 40 | 1 | 46 | 90 |
| \$251,000 - \$350,000 | 0 | 14 | 4 | 15 | 29 |
| \$351,000 - \$500,000 | 0 | 8 | 0 | 23 | 26 |
| Over \$501,000 | 1 | 2 | 1 | 22 | 35 |
| TOTALS | 12 | 95 | 7 | 141 | 214 |

Source: Multiple Listings Service (MLS) as of Winter, 1994-95

AVAILABLE SOUTH SHORE LAND (FS)

| AREA | LOCATION | SO. FT. | ASKING PRICE |
|---------------|----------------------------|---------------|-------------------|
| Lower Kalaheo | Mauka Ikena Sub. | 10,145 | \$111,200 |
| Lower Kalaheo | Kai Ikena Dr. | 8,435 | 139,000 |
| Lower Kalaheo | Koloa Rd. | 11,162 | 147,500 |
| Lower Kalaheo | Kai Ikena Dr. | 8,293 | 149,000 |
| Lower Kalaheo | Kai Ikena Dr. | 8,000 | 149,000 |
| Lower Kalaheo | Kalaheo Dr. | 9,567 | 149,000 |
| Lower Kalaheo | 4301 Kalaheo Dr. | 9,567 | 150,000 |
| Lower Kalaheo | Ulu Alii St. | 12,042 | 155,000 |
| Lower Kalaheo | Kai Ikena Dr. | 13,142 | 159,000 |
| Lower Kalaheo | Waha Rd. | 13,151 | 165,000 |
| Lower Kalaheo | Pai St. | 11,240 | 175,000 |
| Lower Kalaheo | 4320 Kalaheo Dr. | 10,150 | 180,000 |
| Lower Kalaheo | 4365 Kalaheo Dr. | 9,856 | 180,000 |
| Lower Kalaheo | 3996 Waha Rd. | 22,345 | 198,000 |
| Lower Kalaheo | Papalina Rd. | 1.5 acres | 230,000 |
| Lower Kalaheo | 1071 Puu Rd. | 1.35 acre | 242,190 |
| Lower Kalaheo | 1071 Puu Rd. | 1.23 acre | 266,490 |
| Lower Kalaheo | Puu Rd. | 36,300 | 350,000 |
| Lower Kalaheo | Lauoho Rd. | 4 acres | 359,000 |
| Lower Kalaheo | Papalina Rd. | 3 acres | 449,000 |
| Lower Kalaheo | Dynasty Acres | 3 acres | 449,000 |
| Lower Kalaheo | Dynasty Acres | 3 acres | 498,000 |
| Lower Kalaheo | Puu Rd. | 2.84 acres | 650,000 |
| Lower Kalaheo | Kalaheo Dr. | 5 acres | 1,500,000 |
| Upper Kalaheo | Puulima Estates | 1 acre | 155,000 |
| Upper Kalaheo | Unit B, Lac Rd. | .5 acre | 165,000 |
| Upper Kalaheo | Puulima Estates | 1 acre | 168,000 |
| Upper Kalaheo | Puulima Rd. | .5 acre | 175,000 |
| Upper Kalaheo | Kuli Rd. | 1.24 acre | 175,000 |
| Upper Kalaheo | Puulima Estates | 2 acres | 185,000 |
| Upper Kalaheo | Kikala Rd. | 22,804 | 192,500 |
| Upper Kalaheo | Keoki Pl. | 25,526 | 200,000 |
| Upper Kalaheo | Kikala Rd. | 1 acre | 200,000 |
| Upper Kalaheo | Wawae Rd. | 1 acre | 225,000 |
| Upper Kalaheo | Kaunualii Hwy. | 2 acres | 259,000 |
| Upper Kalaheo | Wawae Rd. | 2.63 acres | 295,000 |
| Upper Kalaheo | Wawae Rd. | 9.19 acres | 675,000 |
| Upper Kalaheo | Lae Rd. Development Acres | 5.4 acres | 1,200,000 |
| Lawai | Lawai Hillside Subdivision | 10,017-24,535 | 134,900 - 148,000 |
| Lawai | Lilikoi Pl. | 10,625 | 142,900 |
| Lawai | 3584 Lilikoi Pl. | 10,963 | 142,900 |
| Lawai | 3568 Lilikoi Pl. | 16,203 | 143,900 |
| Lawai | Hamamura Tract | 25,316 | 165,000 |
| Lawai | 3888 Uakea Pl. | 30,012 | 175,000 |
| Lawai | Omao Hillside | 2 acres | 199,000 |
| Lawai | Uha Rd. | 4.2 acres | 219,000 |
| Lawai | Omao Hillside | 4 acres | 249,000 |
| Lawai | Kua Rd. | 2.62 acres | 275,000 |
| Lawai | Uha Rd. | 4.33 acres | 279,000 |
| Lawai | Lawai Rd. | 3.39 acres | 295,000 |
| Lawai | Uha Rd. | 9.43 acres | 459,000 |
| Poipu | 2855 Poipu Rd. | 15,613 | 155,000 |
| Poipu | Hooahu Rd. | 8,014 | 169,000 |
| Poipu | Kelaukia | 6,866 | 175,000 |
| Poipu | Poipu Kai | 12,643 | 199,000 |
| Poipu | Loke Rd. | 9,755 | 205,000 |
| Poipu | Lawai Rd. | 10,112 | 219,000 |
| Poipu | Makanui & Oluolu | 10,011 | 223,350 |

Source: Multiple Listings Service, as of Winter, 1994-95

AVAILABLE SOUTH SHORE HOUSES (FS) *(continued from p. 3)*

| LOCATION | LOT SQ. FT. | INTERIOR SQ. FT. | BED | BATH | ASKING PRICE |
|----------|----------------|---------------------|-----|------|-----------------|
| Lawai | 16,366 | 1,716 | 3 | 3.0 | \$279,000 |
| Lawai | 12,983 | 1,144 | 3 | 2.0 | 277,000 |
| Lawai | 46,471 | 1,222 | 3 | 3.0 | 600,000 |
| Lawai | 1.7 acres | 2,650 | 3 | 3.0 | 895,000 |
| Omao | 8,075 | 1,530 | 3 | 2.0 | 225,000 |
| Omao | .815 acre | 921 | 3 | 1.0 | 300,000 |
| Omao | 13,186 | 1,184 | 3 | 3.0 | 319,000 |
| Omao | 76,833 | 1,100 | 1 | 1.0 | 329,000 |
| Omao | .58 acre | 2,300 | 5 | 3.0 | 385,000 |
| Omao | .55 acre | 4,065 | 5 | 5.0 | 459,000 |
| Omao | .5 acre | 2,000 | 4 | 2.0 | 478,000 |
| Koloa | CPR | 1,104 | 3 | 2.0 | 184,000 |
| Koloa | CPR | 1,104 | 3 | 2.0 | 194,000 |
| Koloa | CPR | 1,104 | 3 | 2.0 | 214,000 |
| Koloa | 8,914 | 1,120 | 3 | 2.0 | 215,000 |
| Poipu | 11,381 | 994 | 3 | 2.0 | 208,000 |
| Poipu | 11,009 | 1,104 | 3 | 2.0 | 239,000 |
| Poipu | 10,870 | 1,773 | 4 | 3.0 | 270,000 |
| Poipu | 9,798 | 1,432 | 3 | 1.5 | 273,000 |
| Poipu | 10,997 | 1,444 | 4 | 2.0 | 285,000 |
| Poipu | 6,185 | 1,586 | 3 | 2.5 | 345,000 |
| Poipu | 6,035 | 1,736 | 4 | 3.0 | 350,000 |
| Poipu | 6,140 | 1,296 | 3 | 2.0 | 359,000 |
| Poipu | 11,197 | 2,160 | 5 | 4.0 | 390,000 |
| Poipu | 6,247 | 2,700 | 4 | 3.0 | 395,000 |
| Poipu | 6,636 | 2,028 | 4 | 3.0 | 399,900 |
| Poipu | 11,250 | 1,272 | 3 | 2.0 | 425,000 |
| Poipu | 13,964 | 1,905 | 2 | 2.0 | 425,000 |
| Poipu | 11,502 | 2,112 | 3 | 2.0 | 429,000 |
| Poipu | 10,615 | 2,231 | 3 | 2.5 | 475,000 |
| Poipu | 6,000 | 1,769 | 2 | 2.5 | 490,000 |
| Poipu | 9,469 | 2,336 | 4 | 3.0 | 495,000 |
| Poipu | 11,506 | 2,148 | 2 | 2.5 | 549,000 |
| Poipu | 10,380 | 2,720 | 3 | 2.5 | 575,000 |
| Poipu | 10,281 | 1,520 | 4 | 3.0 | 600,000 |
| Poipu | 11,614 | 2,652 | 3 | 2.5 | 645,000 |
| Poipu | 15,610 | 2,725 | 3 | 3.0 | 695,000 |
| Poipu | 16,306 | 1,898 | 3 | 3.5 | 698,000 |
| Poipu | 12,907 | 2,211 | 4 | 3.5 | 719,000 |
| Poipu | 9,201 | 2,440 | 3 | 3.0 | 725,000 |
| Poipu | 10,168 | 2,860 | 3 | 3.0 | 737,000 |
| Poipu | 12,127 | 3,054 | 3 | 2.5 | 799,000 |
| Poipu | 20,335 | 1,869 | 3 | 3.0 | 1,250,000 |
| Poipu | 16,835 | 3,200 | 2 | 3.0 | 1,300,000 |
| Poipu | 7,800 | 3,058 | 3 | 3.0 | 1,350,000 |
| Poipu | 22,639 | 3,762 | 3 | 3.0 | 2,000,000 |
| Poipu | 15,271 | 2,600 | 3 | 3.0 | 2,100,000 |

Source: Multiple Listings Service (MLS), Winter, 1994-95

AVAILABLE SOUTH SHORE LAND (FS)

continued from p. 6

| AREA | LOCATION | SQ. FT. | ASKING PRICE |
|-------|---------------------|------------|-----------------|
| Poipu | Bayview | 9,991 | \$225,000 |
| Poipu | 2778 Milo Hae Lp. | 10,105 | 225,000 |
| Poipu | Lawai Rd. | 10,013 | 235,000 |
| Poipu | Makanui & Oluolu | 10,429 | 237,500 |
| Poipu | Kiahuna Golf Vil. | 14,356 | 240,000 |
| Poipu | Kiahuna Golf Vil. | 11,352 | 260,000 |
| Poipu | 5370 Pau Laka St. | 11,577 | 265,000 |
| Poipu | Makanui & Oluolu | 10,616 | 270,750 |
| Poipu | Makanui & Oluolu | 10,161 | 284,050 |
| Poipu | Kiahuna Golf Course | 11,302 | 285,000 |
| Poipu | Kiahuna Golf Vil. | 17,660 | 285,000 |
| Poipu | Walewia & Keleka | 14,645 | 299,500 |
| Poipu | 5382 Pau Laka St. | 10,950 | 319,500 |
| Poipu | Hoohu Rd. | 18,014 | 350,000 |
| Poipu | Makanui | 18,000 | 395,000 |
| Poipu | Makanui | 20,688 | 395,000 |
| Poipu | Makanui | 20,404 | 395,000 |
| Poipu | Poipu Rd. | 12,199 | 475,000 |
| Poipu | Maulili Rd. | 7,780 | 475,000 |
| Poipu | 1916 Hoone Rd. | 19,542 | 595,000 |
| Poipu | Maulili Rd. | 8,259 | 675,000 |
| Poipu | Maulili Rd. | 8,272 | 695,000 |
| Poipu | 4452 Lawai Rd. | 6,308 | 825,000 |
| Poipu | 4654 Amio Rd. | 24,750 | 890,000 |
| Poipu | 2179 Hoone Rd. | 32,324 | 950,000 |
| Poipu | Regency Phase II | 1.64 acres | 1,600,000 |

Source: Multiple Listings Service, as of Winter, 1994-95

(808) 332-7414 • Fax 332-7631

Andrew Vento, Realtor, G.R.I.

Dina Vento, Realtor Associate



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

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: Land Condo

Residential Other

Desired location: Poipu/South Shore West Side

Lihue Area Wailua/Kapaa

North Shore

To Request Property Information:

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.

Mail to:

Drew's News

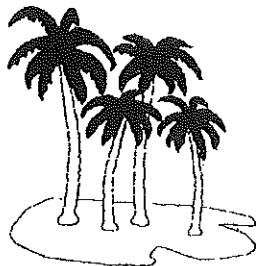
P.O. Box 1379, Koloa, HI 96756

For immediate assistance, call the Message Center at (808) 332-7414 or fax to 332-7631.

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 PROPERTIES!

HOMES

ELEELE -- Elele Nani, Laulea Street

Asking Price **\$225,000** FS NEW LISTING!
Practically new 3 bed/2 baths on a good-sized lot with 2-car carport, storage area. Room for garden and expansion. Don't wait--this will sell fast!

KALAHEO -- Puuwai Road

Asking Price **\$245,000** FS NEW LISTING!
Older home in top shape! 3 bed/3 bath on a large parcel with fenced front yard, private backyard. A must-see home under \$250,000!

KALAHEO -- Palama Street

Asking Price **\$275,000** FS NEW LISTING!
2 bed/2 bath home on a good-sized lot on a private road. With an assumable 7% FHA loan, this is a very good Kalaheo value--call Drew!

OMAO -- Omao Road

Asking Price **\$319,000** FS NEW LISTING!
3 bed/2 bath has 2 large decks upstairs with valley to ocean views. Large garage, 600sf addition with bath, low maintenance yard. Best buy in Omao!

POIPU -- Kelaukia Street, Poipu Kai Resort

Asking Price **\$350,000** FS NEW LISTING!
Perfect residence or resort home: 4 bed/3 bath with courtyard, solar, open beam ceilings, many designer touches. Mountain view, greenbelt location.

POIPU -- Kelaukia Street, Lanai Villas

Asking Price **\$395,000** FS NEW LISTING!
Large 4 bed/3 bath home with big loft area and a great floor plan that accommodates family and guests. Easy to show at moment's notice!

KALAHEO -- Kai Ikena Drive

Asking Price **\$399,000** FS WAS \$419,000 NEW LOWER PRICE!
This hurricane-rebuilt 3 bed/2.5 bath home features top-notch construction, loft area, large garage/workshop and great ocean & mountain views.

POIPU -- Kealukia Street, Poipu Kai Resort

Asking Price **\$399,000** FS WAS \$475,000 NEW LOWER PRICE!
Cool! Tiled floors in this 4 bed/3 bath home with large master suite, private jacuzzi. Location on greenbelt, a 5-minute walk to two beaches!

OMAO -- Upa Road

Asking Price **\$420,000** FS NEW LISTING! **SOLD!**
Nice floor plan plus pool on 1/2 acre! If you want a country setting with large house and lot, look no further!

CONDOMINIUMS and More LAND Listings on page 5

HOMES

KALAHEO -- Kuli Road

Asking Price **\$425,000** FS NEW LOWER PRICE!
Privacy with a view! Acre of land and a good-sized home with workshop, deck, hot tub, new roof, Berber carpeting, redwood siding and more. Call!

LAWAI -- Kua Road

Asking Price **\$450,000** FS NEW LISTING!
The ultimate Hawaiian garden getaway -- a modest home on 3 private acres with stream, gardens, mac nut orchard. Room to build another home, too!

KALAHEO -- Panui Street

Asking Price **\$499,000** FS NEW LISTING!
Need a large house? Here's a 5 bed/3 bath home with over 2,800 sf of living area. Want more? Includes pool, ocean & mountain views on a large lot!

KALAHEO -- Panui Street

Asking Price **\$595,000** FS WAS \$625,000 NEW LOWER PRICE!
Koafloors, waterfall, koi pond, pool, spa, gourmet kitchen, great landscaping, ocean & mountain views -- WOW! Reservation necessary to view.

LAND

KALAHEO -- Kai Ikena Drive

Asking Price **\$149,000** FS NEW LISTING!
Best mountain and ocean views available for the buck! Your neighbor has built, leaving clear view paths. Don't wait, call today!

KALAHEO -- Waha Road

Asking Price **\$165,000** FS NEW LOWER PRICE!
Large flag lot with wonderful ocean, mountain, pasture views. Parcel qualifies for two homes. Owner financing available to qualified buyers.

KALAHEO -- Keoki Place

Asking Price **\$200,000** FS NEW LISTING!
Over 1/2 acre, zoned residential, with pastoral views. Your second story can have ocean views! May be split by way of CPR. Call Drew for details!

POIPU KAI RESORT -- Loke Road

Asking Price **\$195,000** FS WAS \$205,000 NEW LOWER PRICE!
Level, private cul-de-sac lot with mountain views, located on the Poipu Kai greenbelt between Shipwreck's and Brennecke's Beaches. Ideal!

KIAHUNAGOLF VILLAGE

Asking Price **\$225,000** FS NEW LISTING!
Best value on the course! 17th Fairway location with mountain and some ocean views. Parcel is over 10,000 sf and seller is motivated -- call soon!