

DREW'S NEWS

Volume 7, Number 1

A Real Estate Newsletter

January - April, 1994

Kauai Forecast: Improving Economy, Real Estate Market

Hurricanes. Wild Fires. Floods. Earthquakes. Snowstorms.

The U.S. has been pummeled by an unprecedented string of natural disasters in the past two years. Among them was Hurricane Iniki, and the \$1.6 billion in damage it inflicted on Kauai in September, 1992.

For the nation, Iniki is long ago and largely forgotten. That's just fine with those of us here on the Garden Isle. Good riddance! We're much more interested in the progress the island is making. The outlook is definitely positive.

Most of Kauai's south shore has been rebuilt to conditions superior to those of pre-Iniki days. By year's end, almost every condominium project will be completed and on-line. The Waiohai Hotel, one of the south shore's larger properties, reportedly will have a new owner soon, who will have the hotel up and running within a year.

Kauai's largest hotel (and the island's largest employer) is the Westin Kauai in Lihue. Reports are that negotiations are in progress for new ownership. Any new owner will want to get the property up and running as quickly as possible.

When these hotels and the condo projects re-open, the island will have returned to the "critical mass" of tourism-related business and accommodations needed to get Kauai's economy back to full swing.

So we're almost out of the woods, and the feeling is upbeat. While our real estate market has been soft compared to the "good old days," the abundance of good values available in our market has resulted in a good number of sales.

And it's getting better. As evidence, check the "in escrow" listings inside!

Drew

Inside this issue:

Restrictions on Lease Termination Ease	page 2
Everything you Need to Know about Home Buyers	page 2
ByPass Road Phase I Now Open	page 2
Residential Update & Listings	pages 3 & 7
Condominium Update & Listings	page 4
Poipu Condo Sales Picking Up	page 4
Hawaii Population Grows 15% in Decade	page 5
Oceanfront Project Available	page 5
Hot Properties	pages 5 & 8
Land Update & Listings	page 6 & 7
New Subdivision in Poipu Available	page 6
Property Information Request Form	page 7

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Andrew "Drew" Vento

Realtor, G.R.I.

Makai Properties

Owners, I Need your Address!

Drew's News will be updating its mailing list and we want you on it.

Drew's News is sent to all owners of real estate from Poipu to Eleele. Our mailing list is based on property tax records. If you have moved, lost your mailbox or failed to update your address to the property tax office, you may not be on our list.

So if you are an owner of South Shore property and are not currently receiving your issues of *Drew's News*, please fill out the form on page 7 or drop us a card with your name and address. You can also fax this information: (808) 332-7631.

Phase I of Poipu By-Pass Road Opens

The first leg of the much-discussed Poipu-Koloa By-Pass Road is now open.

This first phase of the By-Pass Road extends from Poipu Road, near the Hyatt Regency Kauai, to Koloa Town. Its opening has relieved traffic congestion in Poipu.

However, the problem has now moved to Koloa. Auto traffic to and from the south shore is still less than ideal.

Phase II of the By-Pass Road should begin within the next six months. Officials estimate completion of the second leg within two years.

The projected completion date corresponds to estimates of when Kauai's visitor count will reach full recovery. *Drew's News* will update progress.

Everything you Need to Know about Home Buyers

What do we know about home purchasers? Quite a bit, it turns out. Below is information profiling current home buyers in the U.S.

<u>Characteristic</u>	<u>1st Time Buyers</u>	<u>Repeat Buyers</u>
Age	31.6 yrs.	41.0 yrs.
Family Size	2.5 people	3.0 people
Median Income	\$53,400	\$67,500
Dual Income	86.6%	76.4%
Marital Status:		
Married	62.3%	75.1%
Widowed	.3%	2.6%
Divorced/Separated	5.1%	13.1%
Single	32.3%	9.2%
Downpayment Source:		
Savings	74.2%	53.1%
Relatives	14.5%	2.6%
Previous Home Sale	0	41.7%
Lending Institution	3.6%	3.0%
Other	7.7%	5.0%
Amount Down:	14.0%	25.4%
Type of Mortgage:		
Fixed-Rate	71.5%	68.6%
Adjustable Rate	20.1%	23.6%
Other	8.4%	7.8%

Source: Chicago Title & Trust Family of Title Insurers

Restrictions on Lease Termination Ease

As reported in previous issues of *Drew's News*, Hawaii's Act 333, passed in the wake of Hurricane Iniki, severely restricted a property owner's right to terminate a tenant's lease.

While the measure is still on the books, restrictions have been eased as the islands have recovered. As a result, owners may regain control over their property.

If you are renting property or are in the process of selling, you should know your rights and your tenants' rights. For information or a question on Act 333, contact the Hawaii State Office of Consumer Protection here on Kauai at 241-3365 or the Governor's Liaison office at 241-3460. If you have a legal question or need legal assistance, please consult an attorney -- not the above agencies.

U.S. Housing Stats Trending Positive

In the national housing statistics below, one thing is clear: 1993 was a big improvement over '92.

Initial figures for 1994 are quite positive, indicating a trend that may carry us through the year.

	<u>1992</u>	<u>1993</u>	<u>% Change</u>
<u>Single Family Homes</u>			
Sales Volume:			
Existing Homes	3,520,000	3,799,000	+7.9
New Homes	610,000	669,000	+9.7
Media Price:			
Existing Homes	\$103,000	\$106,800	+3.0
New Homes	\$121,500	\$126,000	+3.7
Construction:			
Houses Started	1,029,900	1,123,400	+9.1
Permits Issued	910,700	1,003,900	+10.2

Source: National Association of Realtors and the U.S. Commerce Department

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

ISLAND RESIDENTIAL UPDATE

Total Residential Properties Available: 302

Price Range	West Shore	South Shore	Lihue Area	Wailua/Kapaa	North Shore
Under \$150,000	1 (all)	0	0	0	1
\$151,000 - \$250,000	9	12	3	27	16
\$251,000 - \$350,000	1	20	10	19	39
\$351,000 - \$500,000	0	24	2	19	28
Over \$501,000	0	17	2	15	37
TOTALS	11	73	17	80	121

Source: Multiple Listing Service (MLS) as of 2/17/94

AVAILABLE SOUTH SHORE HOUSES (FS)

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Eleele	5,465	908	2	1.5	\$240,000
Eleele	11,816	1,169	3	1.5	243,000
Eleele	7,547	1,152	3	2.0	375,000
Kalaheo	10,257	748	3	1.0	180,000
Kalaheo	4,906	1,098	3	2.0	225,000
Kalaheo	7,124	1,104	3	2.0	250,000
Kalaheo	8,923	1,176	3	2.0	250,000
Kalaheo	13,373	1,490	3	3.0	250,000
Kalaheo	10,372	1,242	3	3.0	279,000
Kalaheo	9,528	1,530	2	2.0	280,000
Kalaheo	8,305	1,300	3	2.5	285,000
Kalaheo	5,000	2,064	4	3.0	285,000
Kalaheo	7,700	1,392	3	2.0	289,000
Kalaheo	10,922	1,400	3	2.0	289,000
Kalaheo	11,940	1,200	3	2.0	299,000
Kalaheo	10,200	2,200	4	2.0	325,000
Kalaheo	8,388	1,864	3	2.0	339,000
Kalaheo	7,678	1,312	3	2.0	345,000
Kalaheo	8,287	1,872	4	2.3	357,000
Kalaheo	10,250	3,042	4	2.5	359,000
Kalaheo	27,877	2,514	3	4.5	365,000
Kalaheo	22,855	2,400	6	2.5	370,000
Kalaheo	10,226	2,500	4	4.0	379,000
Kalaheo	8,100	1,661	4	2.5	395,000
Kalaheo	9,014	2,192	5	3.0	450,000
Kalaheo	1.16 acre	3,012	3	3.5	485,000
Kalaheo	1 acre	2,400	3	2.0	485,000
Kalaheo	8,006	3,241	4	3.5	499,000
Kalaheo	8,008	2,474	3	3.5	575,000
Kalaheo	11,240	2,456	4	3.0	595,000
Kalaheo	12,945	2,648	3	3.0	625,000
Kalaheo	9.19 acres	NA	2	2.0	795,000
Kalaheo	3 acres	5,259	4	3.5	1,989,500
Kalaheo	12.28 acres	9,437	9	9.0	6,200,000
Lawai	9,244	1,035	3	2.0	195,000
Lawai	7,779	800	2	2.0	235,000
Lawai	9,936	1,682	3	2.0	237,000

Source: Multiple Listing Service (MLS) as of 2/17/94

continued on page 7

Home Inventory Holds Steady

In the last issue of *Drew's News*, we listed 298 homes available for sale island-wide. This issue the total is 302, an increase of 1 percent.

area	issue		%
	this	last	change
West Side	11	13	-15
South Shore	73	69	+6
Lihue Area	17	11	+55
Wailua/Kapaa	80	91	-12
North Shore	121	114	+6
Totals	302	298	+1

South Shore Gem Hits Market

Once in a great while we have the pleasure of bringing to market a real gem of a property.

The appointments listed below are but a sample of the custom details available with this Kalaheo home:

- Ocean and mountain views
- Koa wood floors and doors
- Moss rock fireplace
- Large gourmet kitchen
- Spa with large courtyard
- 60-Foot lap pool
- Waterfall to koi ponds
- Moss rock walls surround property
- Incredible bathrooms
- Slate and stone lanais
- 3 bedrooms, 3 baths
- 12,945 square feet of land

Advance notice is necessary for showings. Listed proudly by Drew Vento, Realtor, at \$625,000 fee simple.

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

South Shore Condo Avails Shrink 10%

In the last issue of *Drew's News*, we listed 283 condominiums available for sale island-wide. This issue the total has increased to 308, an island-wide increase of 9 percent.

area	issue this / last	% change
South Shore	114 / 113	+1
Lihue Area	45 / 37	+22
Wailua/Kapaa	42 / 36	+17
North Shore	107 / 97	+10
Totals	308 / 283	+9

Poipu Condo Sales Pick Up

Followers of *Drew's News* know the Kauai condo market has been soft for some 18 months. The September, 1992 hurricane both damaged many units and reduced the number of visitors to the island.

The market is turning. While overall sales levels remain modest, they are growing, as astute buyers seize the downturn in the market to get great value for their investment.

Current inventory could, in theory, support higher sales levels. However, more resort condo projects must come back on-stream. In this Realtor's experience, our primary resort purchasers are visitors who stay in privately-owned condos and homes who then decide to own a resort property.

Kiahuna Plantation, Poipu Shores, Kuhio Shores and Makahuena are still in reconstruction. When completed, Poipu will have 500 additional rental units. With this expansion in prospective buyers, sales should rise to full potential.

ISLAND CONDO UPDATE

Total Condominiums for Sale: **308**
Fee Simple (FS) - 230 Leasehold (LH) - 78

Price Range	South Shore		Lihue Area		Wailua/Kapaa		North Shore	
	FS	LH	FS	LH	FS	LH	FS	LH
Under \$150,000	11	7	24	7	6	14	20	29
\$151,000 - \$250,000	48	2	11	2	7	3	26	12
\$251,000 - \$400,000	38	1	1	0	9	0	19	0
Over \$401,000	6	1	0	0	6	0	1	0
TOTALS	103	11	36	9	28	17	66	41

Source: Multiple Listings Service (MLS) as of 2/17/94

AVAILABLE SOUTH SHORE CONDOMINIUMS

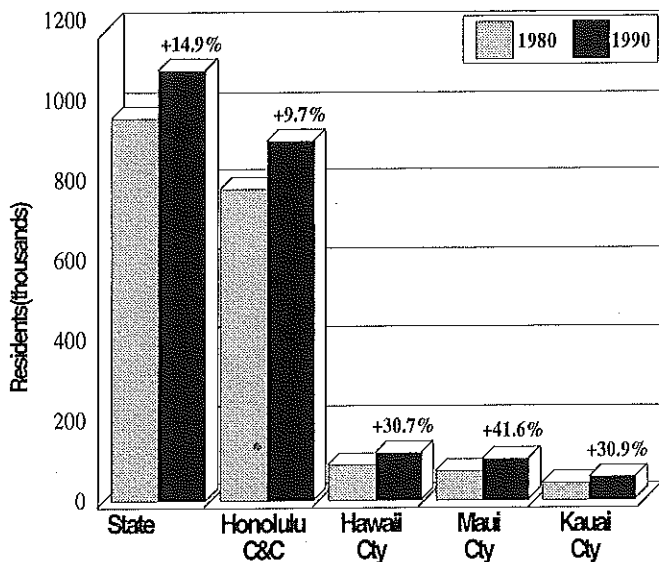
PROJECT	BED	BATH	UNITS AVAIL	LAND TENURE	ASKING PRICE	
					LOW	HIGH
Hale Kahamalu				No Condos	Available	
Honu Kai Villas	2	2.5	2	FS	\$529,000	\$559,000
Kahala I at Poipu Kai	1	1.0	10	FS	149,950	224,500
	2	2.0	3	FS	185,000	215,000
Kalaheo Pali Kai	3	2.0	6	FS	149,000	184,000
Kiahuna Plantation	1	1.0	6	LH	99,500	179,000
	2	2.0	2	LH	349,000	750,000
Koloa Gardens	1	1.0	1	FS	125,000	-----
	2	2.0	3	FS	175,000	190,000
Kuhio Shores	1	1.0	2	FS	190,000	217,000
Lawai Beach Resort	2	2.0	1	FS	500,000	-----
Makahuena	2	2.0	4	LH	110,000	185,000
Makanui Poipu Kai	2	2.0	3	FS	219,000	260,000
	3	2.0	2	FS	305,000	375,000
Manualoha Poipu Kai	1	1.0	3	FS	169,000	175,000
	1	2.0	1	FS	164,900	-----
	2	2.0	3	FS	225,000	305,000
Nihi Kai Villas	2	2.0	6	FS	199,000	325,000
Poipu Crater	2	2.0	9	FS	169,000	198,000
Poipu Kapili	1	2.0	3	FS	289,000	375,000
	2	3.0	4	FS	375,000	460,000
Poipu Makai	2	2.0	1	FS	315,000	-----
Poipu Palms	2	2.0	1	FS	175,000	-----
Poipu Sands	1	1.5	1	FS	215,000	-----
	2	2.0	6	FS	250,000	359,000
Poipu Shores	2	2.0	2	FS	325,000	375,000
	3	2.0	1	FS	345,000	-----
Prince Kuhio		studio	3	FS	95,000	125,000
	1	1.0	3	FS	120,000	142,000
Regency at Poipu Kai	2	2.0	10	FS	260,000	275,000
	3	2.5	6	FS	275,000	300,000
Sunset Kahili	1	1.0	1	LH	179,000	-----
Waikomo Streams	1	1.0	3	FS	139,000	160,000
	2	2.0	2	FS	189,000	225,000
Whaler's Cove	2	2.0	1	FS	425,000	-----
	2	2.5	1	FFS	649,000	-----

Source: Multiple Listing Service (MLS) as of 2/17/94

Hawaii Population Grows 15% in a Decade

Hawaii has seen a boom in population growth in the 1980's.

The State as a whole grew by nearly 15 percent. Maui experienced the greatest growth, close to 42 percent. Kauai ranked second, growing by more than 30 percent.



The chart above, based on U.S. Census figures, illustrates Hawaii's resident population, as a state and by county, for the decade 1980 - 1990.

While current census figures are not available, state government estimates indicate the pace of population growth has slowed. Kauai County experienced a net loss in population since Hurricane Iniki in 1992.

Oceanfront Project Available

Honu Kai Villas is a small, custom-built fee-simple oceanfront condominium project in Poipu, and it's for sale.

Honu Kai Villas is a 4-unit project with two 3-bedroom free-standing houses and one duplex in which each unit is a 2-bedroom. The project is on the ocean, a stone's throw from Brennecke's and Poipu Beaches.

Honu Kai Villas has the distinction of being one of the best constructed, best appointed projects on Kauai. Each unit offers ocean views plus all the luxury you could ask for in a vacation home or permanent residence.

If you want more control over your property, a corporate retreat or want to own the best, you need to explore the opportunities of owning Honu Kai Villas.

Give listing broker Drew a call for more information and a personal showing of the property.

HOT PROPERTIES

CONDOMINIUMS

PRINCE KUHIO STUDIO Unit #136

Asking Price \$95,000 FS NEW PRICE!

Ground-floor corner unit has been upgraded since Iniki. Tremendous value for first-time resort buyer or someone who dislikes paying rent!

PRINCE KUHIO STUDIO Unit #232

Asking Price \$112,000 FS EXCELLENT CONDITION!

Second-floor unit has great garden and pool view. Cool off with air conditioning or take a one-minute walk to two beaches and the ocean.

PRINCE KUHIO STUDIO Unit #201

Asking Price \$120,000 FS NEW PRICE!

Second-floor corner unit with luscious ocean view, also overlooks Prince Kuhio Park. Let the sound of the surf put you to sleep tonight!

WAIKOMO STREAM VILLAS Unit #502

Asking Price \$139,000 FS

Lovely ground-floor unit with full privacy and garden view. Consider: one bed/one bath, close to 1,000 sf, and the lowest-priced offering in the project!

PRINCE KUHIO Unit #320

Asking Price \$142,000 FS

Third-floor center section, large one bedroom with great ocean, park, mountain views. A must-see unit!

KAHALA at POIPU KAI Unit #913

Asking Price \$159,000 FS NEW LISTING!

Well priced one bed/one bath unit with park-like setting. Resort includes tennis, pools, restaurant, activities. Great starter property!

KALAHEO PALI KAI Unit #57

Asking Price \$169,000 FS NEW LISTING!

Three bed/two bath condo with great ocean view. New paint, berber carpet, vinyl. Fully furnished and ready to go! Easy to show with notice.

POIPU CRATER Unit #3

Asking Price \$169,000 FS NEW LISTING!

Two bed/two bath townhouse in secluded location. Complete upgrade to unit, project. Best value and site on project! Easy to show with notice.

SUNSET KAHILI Unit #205

Asking Price \$179,000 FS NEW LISTING!

Rare offering one-bedroom at this well-established resort. Completely furnished, nice ocean view, great rental record. Call Drew for details.

NIHI KAI VILLAS Unit #500

Asking Price \$215,000 FS

Best value for a large condo in Poipu. Two bed/two bath with pool, tennis and paddleball courts on site -- and only a stone's throw from the ocean!

MANUALOHA at POIPU KAI Unit #1104

Asking Price \$237,000 FS NEW PRICE!

End-unit privacy, with the amenities of a total resort! This two bed/two bath unit has been fully upgraded. Seller wants to sell or trade for a house.

POIPU SANDS at POIPU KAI Unit #225

Asking Price \$280,000 FS NEW LISTING!

Best value in Poipu Sands! Townhouse floor plan with ocean view, many upgrades on this 2 bedroom unit. Plus, good rental income... the best!

MANUALOHA at POIPU KAI Unit #1006

Asking Price \$305,000 FS

Full-sized two bed/two bath unit boasts ocean, coastline and mountain views. Many interior upgrades since Iniki! Seller will consider a trade for a South Shore house. Excellent view value!

HONU KAI VILLAS Units #2 & 3

Asking Price \$529,000 and \$559,000 FS NEW LISTING!

First-time offering of these top-of-the-line units. Two bed/2.5 bath condos have the comforts of home plus ocean views. Short walk to beach and Poipu amenities. Only 4 units in the project -- Let's talk!

Island Land Up, Southshore Down

In the last issue of *Drews News*, we had 376 land parcels available for sale island-wide. This issue the total has increased to 467, an island-wide increase of 24 percent.

area	issue this / last	% change
West Side	16 12	+33
South Shore	88 97	-9
Lihue area	8 7	+14
Wailua/Kapaa	139 105	+32
North Shore	216 155	+39
Totals	467 376	+24

Reserve Now for New Subdivision

Reservation contracts are now being accepted for Weliweli Heights, a new four-lot subdivision in Poipu.

The subdivision is nearing completion and subdivision approval is expected in the near future.

Weliweli Heights is on the south-east side of Crater Hill in Poipu, located on the mauka side of Pe'e Road between The Pointe at Poipu and The Makahuena condominiums.

Lots range from 10,011 sq.ft. to 10,616 sq.ft. Each parcel will enjoy expansive ocean and mountain views. The subdivision is near Poipu beaches, restaurants, shopping and other amenities.

For additional information and reservations, contact listing broker Drew Vento.

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

ISLAND LAND UPDATE

Total Parcels Available: 467

Price Range	West Shore	South Shore	Lihue Area	Wailua/ Kapaa	North Shore
Under \$150,000	11	31	0	27	29
\$151,000 - \$250,000	1	26	3	52	77
\$251,000 - \$350,000	0	18	2	15	33
\$351,000 - \$500,000	1	3	2	25	30
Over \$501,000	3	10	1	20	47
TOTALS	16	88	8	139	216

Source: Multiple Listings Service (MLS) as of 2/17/94

AVAILABLE SOUTH SHORE LAND (FS)

AREA	LOCATION	SQ. FT.	ASKING PRICE
Kalaheo	Mauka Ikena Sub.	6,090	\$89,000
Kalaheo	Mauka Ikena Sub.	6,477	89,000
Kalaheo	Mauka Ikena Sub.	6,000	99,000
Kalaheo	Mauka Ikena Sub.	10,000	114,000
Kalaheo	4370B Maka Rd.	10,532	115,000
Kalaheo	Puulima Rd.	.5 acre	125,000
Kalaheo	Puu Rd.	10,056	129,000
Kalaheo	Mauka Ikena Sub.	10,145	139,000
Kalaheo	Lot C1A, Pu'u Rd.	13,456	139,000
Kalaheo	Panui St.	12,929	147,750
Kalaheo	Kai Ikena Dr.	8,293	149,000
Kalaheo	Lot 1, Lani Ikena Sub.	8,255	149,000
Kalaheo	Puulima Rd.	.5 acre	149,000
Kalaheo	Kai Ikena Dr.	8,435	149,000
Kalaheo	4301 Kalaheo Dr.	9,567	150,000
Kalaheo	Pai St./Ahopu Dr.	10,541	152,000
Kalaheo	4404 Pai St.	10,380	159,000
Kalaheo	Puulima Rd.	.5 acre	159,000
Kalaheo	Unit B, Lae Rd.	.5 acre	165,000
Kalaheo	Kalaheo Mauka	.5 acre	169,000
Kalaheo	Puulima Rd.	.5 acre	179,000
Kalaheo	4320 Kalaheo Dr.	10,150	180,000
Kalaheo	4320 Kalaheo Dr.	10,158	180,000
Kalaheo	Pai St.	11,240	197,000
Kalaheo	D-1A, Lot 74 Kuli Rd.	1.24 acre	199,000
Kalaheo	Puu Lima Sub.	1 acre	209,000
Kalaheo	Kikala Rd.	1 acre	225,000
Kalaheo	Kalaheo Homesteads	1.15 acre	239,000
Kalaheo	Wawae Rd.	1 acre	245,000
Kalaheo	Ikena Pl.	12.67 acres	250,000
Kalaheo	Kuli Rd.	2 acres	275,000
Kalaheo	Wawae Rd.	2.63 acre	295,000
Kalaheo	Papalina Rd.	3 acres	449,000
Kalaheo	Dynasty Acres	3 acres	498,000
Kalaheo	Wawae Rd.	9.19 acres	795,000
Lawai	3311 Hailima Rd.	7,500	129,000
Lawai	Lawai Hillside Subdivision	10,017-24,535	134,900 - 152,900
Lawai	Lilikoi Pl.	10,625	142,900
Lawai	Lawai Valley	1.68 acres	205,000
Lawai	Uha Rd.	4.2 acres	249,000
Lawai	Uha Rd.	4.33 acres	279,000
Omao	Omao Rd.	.52 acre	180,000
Poipu	Lanai Villas at Poipu Kai	6,784	172,500
Poipu	1730 Keleka St.	10,585	175,000
Poipu	2228 Loke Rd.	11,960	199,000
Poipu	2853 Milo Hae Lp.	11,682	225,000
Poipu	Poipu Kai	12,643	225,000
Poipu	Loke Rd.	9,755	225,000
Poipu	2778 Milo Hae Lp.	10,105	250,000
Poipu	2786 Milo Hae Lp.	10,819	265,000
Poipu	Pee Rd.	10,913	270,000
Poipu	2233 Walelia	10,470	275,000
Poipu	Kiahuna Golf Course lot	11,302	285,000
Poipu	5370 Pau Laka St.	11,577	290,000
Poipu	2823 Milo Hae Lp.	10,128	295,000
Poipu	Hooahu Rd.	18,014	295,000
Poipu	Walelia & Keleka	14,645	299,500

Source: Multiple Listings Service, as of 2/17/94

continued on page 7

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

LOCATION	LOT SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Lawai	10,081	1,716	3	3.0	\$259,000
Lawai	10,079	1,716	3	3.0	259,000
Lawai	12,976	1,716	3	3.0	262,000
Lawai	17,900	1,716	3	3.0	264,000
Lawai	16,366	1,716	3	3.0	264,000
Lawai	12,985	1,144	3	2.0	277,000
Lawai	1.7 acres	2,650	3	3.0	895,000
Omao	8,074	1,530	3	2.0	239,000
Omao	35,501	921	3	1.0	300,000
Omao	76,833	1,100	1	1.0	368,000
Omao	22,302	2,300	5	3.0	425,000
Omao	24,350	4,065	5	5.0	495,000
Omao	21,817	3,832	5	4.8	530,000
Koloa	8,380	1,104	3	2.0	219,000
Koloa	10,400	2,208	6	4.0	319,000
Poipu	10,292	1,080	3	2.0	267,000
Poipu	6,189	1,536	3	2.5	345,000
Poipu	7,113	2,030	3	2.0	389,000
Poipu	6,190	1,586	3	2.5	395,000
Poipu	8,735	2,400	2	2.0	399,000
Poipu	11,917	2,160	5	4.0	425,000
Poipu	9,043	2,070	3	3.0	435,000
Poipu	11,350	2,504	3	2.5	435,000
Poipu	10,151	1,418	2	2.5	439,000
Poipu	6,057	2,445	4	2.3	440,000
Poipu	9,292	1,646	3	2.0	450,000
Poipu	13,964	1,905	2	2.0	475,000
Poipu	10,210	2,276	3	2.0	497,500
Poipu	11,129	1,576	3	2.0	545,000
Poipu	11,575	2,161	3	3.0	695,000
Poipu	16,306	1,898	3	4.0	698,000
Poipu	10,150	1,500	3	2.0	769,000
Poipu	10,168	3,000	3	3.0	799,000
Poipu	10,000	3,054	3	2.5	899,000
Poipu	16,835	3,200	2	3.0	1,300,000
Poipu	15,271	9,050	9	9.0	1,800,000

Source: Multiple Listings Service (MLS), 2/17/94

AVAILABLE SOUTH SHORE LAND (FS) continued from p. 6

AREA	LOCATION	SQ. FT.	ASKING PRICE
Poipu	Kiahuna Golf Vil.	17,660	\$300,000
Poipu	2847 Milo Hae Lp.	11,669	325,000
Poipu	2679 Puuone St.	12,071	330,000
Poipu	Kiahuna Golf Vil.	14,356	345,000
Poipu	Puuone St.	10,325	350,000
Poipu	Iukikia Pl.	10,858	350,000
Poipu	2241 Kuai Rd.	14,123	425,000
Poipu	Poipu Rd.	12,199	525,000
Poipu	5122 Hoona Rd.	6,063	590,000
Poipu	Lawai Beach Rd.	9,100	640,000
Poipu	1916 Hoona Rd.	19,542	650,000
Poipu	5118 Hoona Rd.	9,918	798,000
Poipu	4452 Lawai Rd.	6,308	825,000
Poipu	4654 Amio Rd.	24,750	890,000
Poipu	4714 Lawai Rd.	37,900	1,200,000
Poipu	Regency Phawse II	1.64 acres	1,600,000

Source: Multiple Listings Service, as of 2/17/94

Property owner: If you have your property listed for sale with another Realtor, please consult him or her for your real estate needs. It is not my intention to solicit clients from other Realtors with this newsletter.

--Drew

Andrew Vento

Realtor, G.R.I.

Dina Vento

Realtor Associate

Message Center

(808) 332-7414

Fax 332-7631



Makai Properties
Real Estate Sales & Development

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☐ I want to sell my property

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☐ 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.

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Drew's News

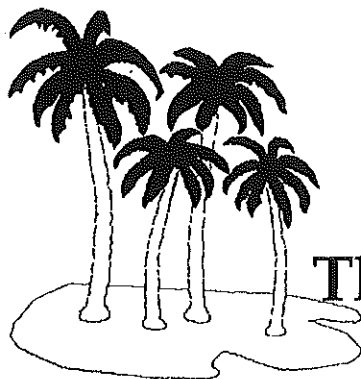
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The Real Estate Newsletter of Kauai's South Shore!

DREW'S HOT PROPERTIES!

HOMES

KALAHEO -- Niho Road

Asking Price \$299,000 FS

IN ESCROW

Not one but TWO homes in excellent, upgraded condition on a large lot. Ocean view over coffee fields in secluded area of Kalaheo. See both!

KALAHEO -- Kuli Road

Asking Price \$485,000 FS NEW LOWER PRICE!

Privacy with a view! An acre of land, a good-sized home with workshop, decking, hot tub, new roof, Berber carpeting, redwood siding and more.

KALAHEO -- Panui Street

Asking Price \$625,000 FS NEW LISTING!

This house has it ALL--koa floors, waterfall, koi pond, 60' lap pool, spa, excellent kitchen, landscaping, privacy, ocean & mountain views. Call!

LAND

KALAHEO -- Kai Ikena Drive 8,000 sf

Asking Price \$149,000 FS NEW LISTING!

Great parcel in Kalaheo Ocean View Estates with striking ocean & mountain views. Seller says: "Make an offer, let's move it!" Financing terms available.

LAND

KALAHEO -- Pai / Ahopueo Drive 10,541 sf

Asking Price \$152,000 FS

IN ESCROW

Good location in Kalaheo Makai subdivision. Your neighbors have built, so you can build to your views. Additional dwelling may be permitted.

POIPU KAI RESORT -- Loke Road

Asking Price \$225,000 FS

Level, private cul-de-sac lot with great mountain views, located on the Poipu Kai greenbelt between Shipwreck's and Brennecke's beaches.

KIAHUNA GOLF VILLAGE --Parcel #3

Asking Price \$290,000 FS NEW LISTING!

This parcel facing the 10th fairway offers great ocean, mountain and sunrise views. Bring your architect along to plan your dream home!

POIPU -- Kuai Road 14,123 sf

Asking Price \$425,000 FS

Large level lot in old Poipu, 5 lots from the ocean. Buyer wants to trade for a house in Omao. Let's talk trade . . . or owner financing!

POIPU -- Amio Road 13,726 sf

Asking Price \$650,000 FS

**CLOSED ESCROW/
SOLD!**
One of Poipu's largest oceanfront vacant lots! County ok for additional dwelling. Ocean and coastal views on the way to Niihau!

To Owners of Homes, Land Parcels and Condominiums on Kauai:

If you are considering selling or purchasing additional properties on Kauai, I would like the opportunity to help you accomplish your goals.

Current market conditions call for all parties to be market-

wise when entering into a purchase or listing contract. Prices and values are ever-changing. You must have a good grip on trends.

Please call me at the message center (808-332-7414) or you can fax me (808-332-7631).

Drew