

DREW'S NEWS

Volume 5, Number 3

A Real Estate Newsletter

July - September, 1992

South Shore Home Sales Up; Resorts Lag

Steady as she goes.

After hitting a peak in 1990, pricing in the South Shore real estate market is holding steady at levels established earlier this year. Sales volume, which fell during last year's Gulf War, has revived to a modest pace.

The current market shows continued demand for residential properties. It appears it will take some time, and perhaps a substantial increase in inventory, before the pent-up demand for homes is satisfied.

Demand for condominiums and resort-related properties, on the other hand, is soft, with most current purchases below what may be considered market value.

Those sellers and buyers who are seeking rapid price increases will have to wait until the national economy turns around and the momentum shifts from survival to prosperity.

Overall, my forecast for 1992 is that pricing and sales volume in the second half will match those of the first six months.

Good, solid values exist in many sectors of our market, in all types of property. Investors, residential buyers and retirement planners seeking to purchase real estate for future use will be the winners in 1992.

For those who want that special place in paradise, it's time to take advantage of lower prices, lower interest rates and a good inventory of properties.

-Drew



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

Hawaii: Land and Distance

Land area of the major Islands:

Island	square miles
Hawaii	4,035
Maui	734
Oahu	617
Kauai	558
Molokai	263
Lanai	141
Niihau	71
Kahoolawe	45

Honolulu Airport to:

Destination	air miles
Hilo, Hawaii	214
Kailua-Kona, Hawaii	168
Lihue, Kauai	103
Kahului, Maui	98
Lanai Airport	72
Molokai Airport	54

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This newsletter is printed on re-cycled paper.

Build Legal Protection in your Building Contracts

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

Building the house of your dreams usually starts with a concept of what it should look like and how it should function. You may have visualized your new home down to the last detail. The next step will involve having plans drawn by your architect and identifying a contractor to transform your dreams into reality. The terms of your contract, the specifications, and the architectural drawings will determine what you have a right to expect in the finished product.

It is critical that the plans and specifications be carefully reviewed before the final contract is drawn. Before signing, each party should also have the construction contract evaluated by his or her attorney. Any questions should be asked and resolved prior to the commencement of work.

If, despite conscientious efforts, there is a dispute, what happens? One possibility is termination of your contract. This is rare, but may be permitted by the terms of the contract.

Usually, the owner's obligations are satisfied by payment of amounts due under the contract; the contractor's responsibilities are satisfied by performing the work according to the contract, plans, and specifications. The law only requires substantial performance of the contract by both parties, so neither party should hastily exercise a right of termination. The consequences of a wrongful termination could greatly outweigh any problem resulting from minor departure from the contract terms.

One alternative to termination of the contract is to refer the dispute to the project architect or to an independent third party for resolution. The parties could also agree to allow work to proceed with the understanding that they will be able to pursue remedies for breach of contract after the work is completed. Both the owner and the contractor should seek legal advice prior to making a final decision with respect to termination of a construction contract or other remedy.

Real estate transactions often involve legal issues -- contracts, taxes, rights. If you have a legal issue you would like to see addressed, please forward your request to Drew's News. We will do our best to cover it in an upcoming issue.

Selling or Renting: What NOT To Do!

The federal government has a say in how and to whom you rent or sell.

The Fair Housing Act of 1988 prohibits an owner from discriminating on the basis of race, color, national origin, religion, sex, familial status or handicap.

The Fair Housing Act specifically prohibits discrimination in any of the following:

- Refuse to rent or sell housing
- Refuse to negotiate for housing
- Make housing unavailable
- Deny a dwelling
- Set different terms, conditions or privileges for sale or rental of a dwelling
- Provide different housing services or facilities
- Falsely deny that housing is available for inspection, sale or rental
- For profit, persuade owners to sell or rent (block-busting)
- Deny anyone access to or membership in a facility or service related to the sale or rental of housing

The 1988 Fair Housing Act substantially strengthened the 1968 Civil Rights Act, broadening enforcement powers and increasing penalties for violations.

Real estate owners should know the rules of the Fair Housing Act. For information, contact:

Kauai County Housing Agency
4193 Hardy Street, #1, Lihue, HI 96766
(808) 245-7344 (ask for section 8)

Ask for the pamphlet "Fair Housing on Kauai, an Information Guide for Landlords and Tenants."

Koloa By-Pass Update

The Koloa By-Pass Road, which is designed to relieve traffic congestion in Poipu, is scheduled to begin construction by the end of this year.

Phase One begins at the intersection of Pe'e and Poipu Roads and heads north through cane fields to intersect with Weliweli Road in Koloa.

Phase Two continues the By-Pass from Weliweli Road through cane fields to intersect with Maluhia Road (the Tree Tunnel Road), just south of Wailaau Road.

Once begun, planners estimate that Phases One and Two construction will be completed within three years.

Planning on the By-Pass Road began over 10 years ago.

ISLAND RESIDENTIAL UPDATE

Total Residential Properties Available: 387

Price Range	West Shore (res) 7(a.m)	South Shore	Lihue Area	Wailua/ Kapaa	North Shore
Under \$150,000		1	0	1	0
\$151,000 - \$250,000	10	11	8	43	14
\$251,000 - \$350,000	2	20	9	33	29
\$351,000 - \$500,000	1	27	4	14	43
Over \$501,000	2	28	3	11	65
TOTALS	23	87	24	102	151

Source: Multiple Listings Service (MLS) as of 7/15/92

AVAILABLE SOUTH SHORE HOUSES (FS)

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Kalaheo	9,270	800	3	1.5	\$197,500
Kalaheo	7,124	1,104	3	2.0	210,000
Kalaheo	.58 acre	500	1	1.0	215,000
Kalaheo	7,940	1,025	3	1.0	229,000
Kalaheo	9,931	1,350	3	2.0	239,000
Kalaheo	.5 acre	900	3	2.0	261,000
Kalaheo	9,240	1,332	4	2.0	265,000
Kalaheo	10,599	800	2	1.0	265,000
Kalaheo	8,923	1,176	3	2.0	269,000
Kalaheo	8,162	1,450	3	2.0	275,000
Kalaheo	8,887	1,164	3	2.0	278,000
Kalaheo	9,926	1,810	3	2.5	289,000
Kalaheo	11,321	1,760	3	3.0	298,000
Kalaheo	10,150	2,000	3	3.0	299,000
Kalaheo	16,534	1,640	3	2.5	320,000
Kalaheo	8,978	1,735	3	3.0	322,000
Kalaheo	9,205	1,569	3	3.0	325,000
Kalaheo	9,117	1,344	3	3.0	330,000
Kalaheo	19,098	2,285	4	3.0	335,000
Kalaheo	12,429	1,972	3	3.0	349,000
Kalaheo	11,327	1,968	3	3.0	349,500
Kalaheo	9,047	1,648	3	2.5	350,000
Kalaheo	18,340	1,716	3	3.5	360,000
Kalaheo	22,855	2,400	6	2.5	375,000
Kalaheo	24,560	2,112	2	2.5	385,000
Kalaheo	9,014	2,400	5	3.0	395,000
Kalaheo	8,003	1,354	3	2.0	395,000
Kalaheo	9,000	2,108	4	3.0	398,000
Kalaheo	10,829	1,920	4	3.0	399,000
Kalaheo	8,100	1,661	4	2.5	410,000
Kalaheo	8,195	2,494	4	3.0	415,000
Kalaheo	13,614	2,780	4	3.5	415,000
Kalaheo	11,182	2,900	5	3.0	425,000
Kalaheo	8,749	1,960	5	2.0	450,000
Kalaheo	10,382	2,851	4	3.0	465,000
Kalaheo	12,945	2,528	4	3.0	465,000
Kalaheo	10,250	2,700	4	2.5	465,000
Kalaheo	10,009	2,493	4	3.5	469,900
Kalaheo	12,950	3,000	5	4.5	475,000
Kalaheo	10,076	1,791	3	2.0	495,000
Kalaheo	30,196	2,936	4	3.0	498,500
Kalaheo	1.16 acre	3,012	3	3.5	595,000
Kalaheo	18,665	2,582	4	2.0	599,000
Kalaheo	30,395	6,638	6	4.5	685,000
Kalaheo	12.28 acres	9,437	0	0.0	6,900,000
Lawai	6,012	884	3	1.0	135,000
Lawai	7,692	1,035	3	2.0	197,500
Lawai	1.16 acres	1,246	3	2.0	250,000
Lawai	1 acre	1,054	2	1.0	295,000
Lawai	18,033	3,170	6	4.0	425,000
Lawai	1 acre	1,440	3	2.0	469,000

Source: Multiple Listings Service (MLS) as of 7/15/92

continued on page 7

Home Inventory Levels Off

In the last issue of *Drew's News*, we listed 419 homes available island-wide. This issue the total is 387, a decrease of 7.6 percent.

area	issue this / last	% change
West side	23 / 22	+4.5
South Shore	87 / 95	-8.4
Lihue area	24 / 29	-17.2
Wailua/Kapaa	102 / 132	-22.7
North Shore	151 / 141	+7.0
Totals	387 / 419	-7.6

Sales Report, First Half of '92

Sales of land and condos on Kauai dropped in the first half of 1992.

Below is a comparison of the first six months of this year with the same period of 1991.

	Jan-June '91	Jan-June '92	% change
Sales	81.5	55	-32.5
Units	\$21,901,900	\$15,610,280	-28.7
Dollars	21.5	8	-62.7
Land	38	24	-36.8
Condo	22	23	+4.1
Homes			

	Jan-June '91	Jan-June '92	% change
Average Price	\$222,521	\$160,062	-28.0
Land	\$263,312	\$261,187	-10.8
Condo	\$323,263	\$350,490	+8.4
Homes			

Please use the above comparison as a guide only. Kauai has a variety of properties, with different pricing, within a small area. Thus, relatively small changes can have significant statistical impact.

Sources: MLS and TMK services.

Next time you buy or sell
a Home on Kauai,
> CALL DREW <
742-6997

ISLAND CONDO UPDATE

Total Condominiums for Sale: 466

Fee Simple (FS) - 338 Leasehold (LH) - 128

Price Range	South Shore		Lihue Area		Wailua/Kapaa		North Shore	
	FS	LH	FS	LH	FS	LH	FS	LH
Under \$150,000	7	23	31	6	13	14	34	32
\$151,000 - \$250,000	74	15	13	0	8	0	53	21
\$251,000 - \$400,000	34	9	7	0	11	0	25	2
Over \$401,000	14	0	0	0	7	0	7	0
TOTALS	129	53	51	6	39	14	119	55

Source: Multiple Listings Service (MLS) as of 7/15/92

South Shore Condo Avails Up

In the last issue of *Drew's News*, we listed 466 condominiums available island-wide. This issue the total is unchanged, at 466 units island-wide.

area	issue		% change
	this	last	
South Shore	182	188	-3.1
Lihue area	57	52	+9.6
Wailua/Kapaa	53	53	NC
North Shore	174	173	+0.5
Totals	466	466	NC

AVAILABLE SOUTH SHORE CONDOMINIUMS

PROJECT	BED	BATH	UNITS AVAIL	LAND TENURE	ASKING PRICE	
					LOW	HIGH
Hale Kahamalu	1	1.0	1	FS	\$115,000	-----
	2	1.0	2	FS	139,000	\$185,000
Kahala I at Poipu Kai	1	1.0	11	FS	159,000	260,000
	2	2.0	3	FS	218,000	220,000
Kahaleo Pali Kai	3	2.0	9	FS	159,000	189,000
Kiahuna Plantation	1	1.0	37	LH	80,000	560,000
	2	2.0	4	LH	349,000	890,000
Koloa Gardens	2	2.0	4	FS	175,000	190,000
Kuhio Shores	1	1.0	1	FS	201,500	-----
	2	2.0	2	FS	249,000	390,000
Lawai Beach Resort	1	1.0	1	FS	202,000	-----
	2	2.0	1	FS	336,000	-----
Makahuena	2	2.0	13	LH	149,000	470,000
	2	2.5	5	LH	180,000	295,000
	3	2.0	1	LH	350,000	-----
Makanui Poipu Kai	1	1.5	1	FS	179,000	-----
	2	2.0	6	FS	239,000	285,000
	3	2.0	1	FS	435,000	-----
Manualoha Poipu Kai	1	1.0	5	FS	167,500	198,000
	1	2.0	2	FS	189,000	199,000
	2	2.0	3	FS	225,000	305,000
Nihi Kai Villas	2	2.0	11	FS	210,000	339,000
Poipu Crater	2	2.0	9	FS	189,000	220,000
Poipu Kapili	1	2.0	2	FS	335,000	365,000
	2	3.0	3	FS	435,000	495,000
Poipu Makai	2	2.0	2	FS	325,000	-----
Poipu Palms	2	2.0	1	FS	250,000	-----
Poipu Sands	1	1.5	2	FS	235,000	245,000
	2	2.0	6	FS	316,000	495,000
Poipu Shores	2	2.0	1	FS/LH	325,000	345,000
	2	2.5	1	FS	375,000	-----
Prince Kuhio	studio		4	FS	109,000	135,000
	1	1.0	1	FS	149,000	-----
	1	2.0	1	FS	150,000	-----
Regency at Poipu Kai	2	2.0	3	FS	264,000	295,000
	3	2.5	3	FS	285,000	335,000
Sunset Kahili	1	1.0	1	LH	189,500	-----
Waikomo Streams	1	1.0	5	FS	155,000	175,000
	2	2.0	4	FS	222,000	259,000
Whaler's Cove	2	2.0	2	FS	525,000	625,000
	2	2.5	5	FS	465,000	775,000

Source: Multiple Listing Service (MLS) as of 7/15/92

Best First Steps to Purchasing Real Estate

Everyone wants to own their own home... but how do you get started?

The two most important steps for first-time buyers are:

1. Select a Real Estate Agent
2. Determine your purchase price range

To determine what you can afford, see a lender. Your bank (or other lending institution) will tell you what you can afford based on the income you are making and whatever cash deposits you have available.

Once you know what you can afford, seek out a Realtor with the knowledge and experience to help you. A good Realtor can help you through the complete purchase process, from selecting a property to the close of escrow.

**Next time you Buy or Sell
a Condo on Kauai
> CALL DREW <
742-6997**

DREW'S HOT PROPERTIES

CONDOMINIUMS

KIAHUNA PLANTATION Unit #446

Asking Price \$80,000 LH NEW LISTING!
Top-floor one-bedroom, one-bath unit with vaulted ceilings and a garden view. Nice furniture package, good rental history. Isle's best property value!

PRINCE KUHIO Unit #136

Asking Price \$130,000 FS NEW LISTING!
Well-kept studio at Prince Kuhio, which is adjacent to Prince Kuhio Park and right across from the ocean. Ground-floor end unit is just steps from the pool.

KIAHUNA PLANTATION Unit #403

Asking Price \$135,000 LH
Upgraded one-bedroom, one-bath ground floor unit in great condition. Plus all the amenities of one of Kauai's finest resort destinations!

PRINCE KUHIO STUDIO Unit #207

Asking Price \$135,000 FS
This larger-sized studio offers sweet views of Prince Kuhio Park and of the ocean, just across the road. Good view value!

PRINCE KUHIO Unit #322

Asking Price \$150,000 FS
A cozy condo with mountain, ocean and park views. One bedroom with two baths and lanais, many recent upgrades. Great value buy!

KALAHEO PALI KAI Unit #48

Asking Price \$159,900 FS NEW LISTING!
Large residential 3 bed/2 bath, 2-level condo with two lanais, fenced patio. Currently project's lowest-priced unit. Buy or trade--buyer open to all offers!

KIAHUNA PLANTATION Unit #83

Asking Price \$162,500 LH NEW LISTING!
Top-floor one-bedroom, one-bath unit in great condition. Many upgrades, excellent garden view, completely furnished. Easy to view!

KAHALA at POIPU KAI RESORT Unit #924

Asking Price \$172,000 FS
A well-priced 1 bed/1 bath unit with loft. Nice views, two lanai's, nice place to enjoy all the amenities of Poipu Kai. A real value!

MAKANUI at POIPU KAI RESORT Unit #511

Asking Price \$179,000 FS
Ground-floor 1 bed/1.5 bath condo with a garden setting. Good sized--nearly 1,000 sf for gracious resort living. Plus good rental history, too!

KAHALA at POIPU KAI RESORT Unit #824

Asking Price \$180,000 FS
A 1 bed/1 bath second-floor end unit with views of extinct volcanic crater, two lanai's, loft. Owner financing very possible.

HALE KAHANALU Unit #8

Asking Price \$185,000 FS NEW LISTING!
A 2 bed/1 bath third-floor unit with an ocean view. Fully furnished and only a stone's throw from both Brennecke's and Poipu Beach. Surfer's delight!

POIPU CRATER RESORT Unit #29

Asking Price \$197,000 FS
A 2 bed/2 bath condo in an excellent project location. One of the best resort amenities packages available on the South Shore!

KIAHUNA PLANTATION Unit #46

Asking Price \$210,000 LH NEW LISTING!
Ground floor 1 bed/1 bath end unit is in good shape and is well-situated to catch refreshing tradewinds. Nice view down the center of greenway.

KIAHUNA PLANTATION Unit #42

Asking Price \$220,000 LH NEW LOWER PRICE!
Second floor 1 bed/1 bath unit with views down the greenway. Excellent location in project, short walk to sandy Poipu beaches!

CONDOMINIUMS

POIPU SANDS at POIPU KAI RESORT Unit #312

Asking Price \$235,000 FS
Nearly 1,000 sf of luxury living in this ground-floor unit. Project boasts Poipu Kai's largest pool and abuts Shipwreck's Beach, Hyatt Hotel.

MAKANUI at POIPU KAI RESORT Unit #412

Asking Price \$239,000 FS
Lowest-priced 2 bed/2 bath condo in project--may be best value in Poipu Kai. Fully furnished, excellent rental history, motivated seller. Call Drew today!

NIHI KAI VILLAS Unit #500

Asking Price \$235,000 FS
Absolutely best value in the complex! 2 bed/2 bath, two-story large end unit features open beam ceiling, 4 lanai's, many upgrades. Call!

KUHIO SHORES Unit #210

Asking Price \$249,000 FS
This 2 bed/2 bath unit is right on the ocean. Watch top surfers from your lanai! Excellent condition, excellent price, easy to view.

MANUALOHA at POIPU KAI RESORT Unit #1104

Asking Price \$250,000 FS
Ground-floor 1 bed/2 bath end unit has second bedroom loft with its own lanai. Private, park-like location in the project.

THE MAKAHUENA Unit #4-310

Asking Price \$265,000 LH LARGE PRICE REDUCTION!
Large townhouse end unit with ocean views in all directions. 3 bed/2.5 bath (third bedroom is converted loft). Easy to view on a moment's notice.

MANUALOHA at POIPU KAI Unit #1006

Asking Price \$305,000 FS
Wow! Three lanai's--ocean, mountain, coastline views! 2 bed/2 bath with sitting room in master suite. See this one in person--will trade condo for house and lot. He's motivated -- you should call!

NIHI KAI VILLAS Unit #524

Asking Price \$309,500 FS
Top floor 2 bed/2 bath unit with open beam ceiling, ocean view. Very desirable floor plan, tasteful furnishings. Value! View! Location!

POIPU SHORES RESORT Unit #202-B

Asking Price \$325,000 FS
Oceanfront 2 bed condo with excellent views. Both bedrooms open onto a large lanai with ocean view. Good rental history--call Drew!

NIHI KAI VILLAS Unit #808

Asking Price \$339,000 FS NEW LISTING!
Townhouse floor plan with sweeping ocean and mountain westerly views. Located in Bldg 8 with cool trades, privacy, yet close to Poipu beach action!

LAND

OMAO -- ATONI PL. 25,439 sf

Asking Price \$129,000 FS
Only Omao land listing, and a great value! Complete with county-approved house plans. Cul-de-sac location with lush valley views. Best value!

Andrew Vento

Realtor, G.R.I.

Message Center (808) 742-6997

Fax 332-7414

Makal Properties
Real Estate Sales & Development

Land Inventory Still Rising

In the last issue of *Drews News*, we had a total of 454 land parcels available island-wide. This issue the total has increased to 478, an island-wide increase of 5.2 percent.

area	issue		%
	this	last	change
West side	28	24	+16.6
South Shore	112	82	+36.5
Lihue area	14	14	+7.1
Wailua/Kapaa	93	107	-13.1
North Shore	230	227	+1.3
Totals	478	454	+5.2

Joshua, Ashley Top Keiki Names

The top names for Hawaii's children -- "keikis" -- are Joshua for the boys and Ashley for girls.

Despite our Polynesian location, no Hawaiian names make the top ten.

	Boys	Girls
#1	Joshua	Ashley
#2	Michael	Jessica
#3	Christopher	Nicole
#4	Justin	Brittany
#5	Matthew	Jennifer
#6	Jordan	Sarah
#7	Ryan	Amanda
#8	Brandon	Michelle
#9	James	Lauren
#10	Daniel	Chelsea

This information, and other notable facts of Hawaii life, are found in the State of Hawaii's "Hawaii Data Book," 1990.

Next time you buy or sell
land on Kauai,
CALL DREW
742-6997

ISLAND LAND UPDATE

Total Parcels Available: 478

Price Range	West Shore	South Shore	Lihue Area	Wailua/ Kapaa	North Shore
Under \$150,000	14	40	7	23	20
\$151,000 - \$250,000	8	28	1	24	63
\$251,000 - \$350,000	2	30	4	17	46
\$351,000 - \$500,000	0	7	1	15	25
Over \$501,000	4	7	2	14	76
TOTALS	28	112	15	93	230

Source: Multiple Listings Service (MLS) as of 7/15/92

AVAILABLE SOUTH SHORE LAND (FS)

AREA	LOCATION	SQ. FT.	ASKING PRICE
Kalaheo	4272 Kai Ikena St.	11,406	\$114,000
Kalaheo	Mauka Ikena Sub.	10,056	125,000
Kalaheo	5094 Puuwai Rd.	10,845	130,000
Kalaheo	Lot 74, Kuli Rd.	1.1 acres	135,000
Kalaheo	Pu'u Rd.	13,456	140,000
Kalaheo	4650 Lae Rd.	8,102	148,000
Kalaheo	4650 Lae Rd.	9,213	156,000
Kalaheo	Maka Rd.	11,270	157,000
Kalaheo	4004 Pai St.	10,380	159,000
Kalaheo	3801 Puuwai Rd.	18,449	165,000
Kalaheo	Lot 1, Lani Ikena Sub.	8,255	168,000
Kalaheo	Kai Ikena Dr.	8,015	169,000
Kalaheo	5191 Puuwai Rd.	12,539	175,000
Kalaheo	Kalaheo Mauka Sub.	.51 acre	179,000
Kalaheo	Waha Rd.	13,151	185,000
Kalaheo	Ahopueo St.	13,374	185,000
Kalaheo	Pai St.	10,650	185,000
Kalaheo	380 Puuwai Rd.	24,800	196,000
Kalaheo	4424 Panui St.	12,945	199,000
Kalaheo	Puu Rd.	10,056	199,000
Kalaheo	Kai Ikena Dr.	10,479	200,000
Kalaheo	Kai Ikena Dr.	8,000	204,500
Kalaheo	Maka Rd.	75,406	247,000
Kalaheo	4706 Lae Rd.	1.14 acres	250,000
Kalaheo	Kuli Rd.	2 acres	250,000
Kalaheo	Kikala Rd.	1 acre	250,000
Kalaheo	4706 Lae Rd.	1.15 acres	275,000
Kalaheo	Puulima Rd.	1 acre	275,200
Kalaheo	Wawae Rd.	2.63 acres	295,000
Kalaheo	1071 Pu'u Rd.	1.46 acres	298,999
Kalaheo	Puulima Rd.	1 acre	308,300
Kalaheo	1071 Pu'u Rd.	1.25 acres	329,000
Kalaheo	Puulima Rd.	1.03 acre	329,700
Kalaheo	Puulima Rd.	3 acres	348,700
Kalaheo	1071 Pu'u Rd.	2.84 acres	348,999
Kalaheo	Ikena Pl.	12.67 acres	350,000
Kalaheo	Puulima Rd.	3.02 acres	367,800
Kalaheo	Puulima Rd.	4.02 acres	427,900
Kalaheo	Pu'u Rd.	36,300	450,000
Kalaheo	Pu'u Rd.	2.84 acres	750,000
Lawai	Lawai Hillside	10,952	123,900
Lawai	Lawai Hillside	10,074	124,900
Lawai	Lawai Hillside	11,185	127,900
Lawai	Lawai Hillside	11,189	129,900
Lawai	Lawai Hillside	24,535	129,900
Lawai	Lawai Hillside	12,934	129,900
Lawai	Lawai Hillside	13,792	129,900
Lawai	Lawai Hillside	10,276	133,900
Lawai	Lawai Hillside	10,742	134,900
Lawai	Lawai Hillside	10,087	134,900
Lawai	Lawai Hillside	10,017	136,900
Lawai	Lawai Hillside	10,089	136,900
Lawai	Lawai Hillside	10,021	137,900
Lawai	Lawai Hillside	12,501	139,900
Lawai	Lawai Hillside	10,026	139,900
Lawai	Lawai Hillside	10,079	139,900
Lawai	Lawai Hillside	10,588	140,900

Source: Multiple Listings Service, as of 7/15/92

continued on page 7

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, call the Message Center at (808) 742-6997 or fax to 332-7414.

Mail to:

Drew's News

P.O. Box 1379, Koloa, HI 96756

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

LOCATION	LOT SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Lawai	10.05 acres	3,304	7	5.0	\$675,000
Lawai	18.96 acres	3,040	6	5.5	1,300,000
Omao	21,780	967	3	1.0	199,000
Omao	21,780	1,056	3	1.5	240,000
Omao	10,959	1,536	3	1.5	289,000
Omao	21,780	2,472	3	3.5	525,000
Koloa	7,792	864	3	1.0	210,000
Koloa	2.11 acres	3,560	NA	4.0	2,750,000
Poipu	3,625	1,094	2	2.0	250,000
Poipu	6,140	1,296	3	2.0	315,000
Poipu	7,548	2,268	4	3.5	362,500
Poipu	11,036	1,752	3	2.0	365,000
Poipu	7,113	2,065	3	2.0	389,000
Poipu	6,000	1,914	3	2.0	395,000
Poipu	9,248	2,872	3	3.5	495,000
Poipu	9,043	2,070	3	3.0	495,000
Poipu	12,053	1,842	3	2.0	595,000
Poipu	10,203	2,460	3	3.5	645,000
Poipu	10,453	2,458	3	2.5	645,000
Poipu	9,469	3,300	4	2.5	650,000
Poipu	11,361	685	2	1.0	750,000
Poipu	11,175	2,848	4	3.5	750,000
Poipu	10,150	1,500	3	2.0	769,000
Poipu	9,501	2,696	3	3.0	895,000
Poipu	17,903	1,600	3	2.0	895,000
Poipu	4,646	1,767	2	2.5	895,000
Poipu	9,400	400	NA	1.0	925,000
Poipu	19,542	2,348	4	3.0	975,000
Poipu	13,127	3,054	3	2.5	987,000
Poipu	10,078	2,370	3	3.0	995,000
Poipu	20,000	1,318	3	3.0	1,100,000
Poipu	6,190	1,444	3	3.0	1,100,000
Poipu	13,206	2,000	3	2.5	1,500,000
Poipu	9,600	5,508	5	6.0	1,600,000
Poipu	8,100	2,770	2	2.0	1,795,000
Poipu	32,234	2,862	4	3.0	1,800,000

Source: Multiple Listings Service(MLS), 7/15/92

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

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

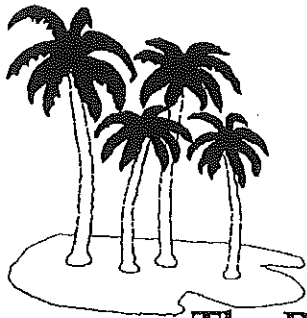
Lawai	Lawai Hillside	10,021	\$141,900
Lawai	Lawai Hillside	10,036	141,900
Lawai	Lawai Hillside	10,190	142,900
Lawai	Lawai Hillside	10,859	142,900
Lawai	Lawai Hillside	10,190	142,900
Lawai	Lilikoi Place	10,625	142,900
Lawai	Lawai Hillside	10,623	143,900
Lawai	Lawai Hillside	13,267	144,900
Lawai	Lawai Hillside	11,718	145,900
Lawai	Lawai Hillside	16,366	145,900
Lawai	Lawai Hillside	17,800	145,900
Lawai	Lawai Hillside	10,112	146,900
Lawai	Lawai Hillside	10,039	146,900
Lawai	Lawai Hillside	12,414	148,900
Lawai	Hailima Rd.	7,500	149,000
Lawai	Lawai Hillside	12,802	152,900
Lawai	Lawai Hillside	24,566	172,900
Lawai	4910 Kua Rd.	1 acre	175,000
Lawai	Akemama Rd.	1.04 acre	225,000
Lawai	Lawai Hillside	62,206	250,900
Lawai	Uha Rd.	4.2 acres	275,000
Lawai	Kua Rd.	3.21 acres	295,000
Lawai	Kua Rd.	1.6 acres	298,000
Lawai	Uha Rd.	4.6 acres	395,000
Lawai	Uha Rd.	4.75 acres	495,000
Lawai	Uha Rd.	9.11 acres	670,000
Omao	Atoni Pl.	25,439	129,000
Poipu	Kelaukia St.	6,500	185,000
Poipu	2853 MiloHae	11,682	225,000
Poipu	2228 Loke Rd.	11,960	240,000
Poipu	1730 Keleka St.	10,585	259,000
Poipu	Lot 6, Loke Rd.	9,755	268,500
Poipu	MiloHae	11,352	285,000
Poipu	2823 MiloHae	10,128	295,000
Poipu	2711 MiloHae	9,560	295,000
Poipu	Bayview/PoipuKai	9,991	295,000
Poipu	MiloHae	11,761	310,000
Poipu	Lawai Rd.	10,013	325,000
Poipu	Kiahuna Golf Vil.	14,356	325,000
Poipu	2847 MiloHae	11,669	325,000
Poipu	Bayview	12,643	325,000
Poipu	2786 MiloHae	10,819	325,000
Poipu	2651 Puuone St.	11,432	345,000
Poipu	5370 Pau Alaka	11,577	347,000
Poipu	5382 Pau Laka	10,950	349,500
Poipu	Walelia St.	10,470	350,000
Poipu	Pu'uone St.	10,325	350,000
Poipu	Hooahu Rd.	18,014	365,000
Poipu	Kuai St.	14,123	449,000
Poipu	4474 LawaiBch.Rd.	9,400	925,000
Poipu	4546 LawaiBch.Rd.	9,110	945,000
Poipu	2195 Hoone Rd.	18,545	1,300,000
Poipu	4740 Lawai Bch.Rd.	31,000	1,950,000
Poipu	1831 Poipu Rd.	1.64 acres	2,300,000

Source: Multiple Listings Service(MLS), 7/15/92

Drew's News

PO Box 1379
Koloa, Kauai, HI 96756

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The Real Estate Newsletter of Kauai's South Shore!

DREW'S HOT LISTINGS!

LAND

KALAHEO -- KAI IKENA DR. 1.51 acres

Asking Price \$169,000 FS

Privacy, views and price make this a real seller's dream! Preliminary sketch for a house and ADU available. (ADU permits required.)

SOLD

KALAHEO -- WAHA RD 13,151 sf

Asking Price \$185,000 FS NEW LISTING!

Large, level flag parcel with mature lychee, avocado, mango trees and unblockable ocean view. Privacy, view--call Drew for plat map!

KALAHEO -- KAI IKENA DR. 1.351 acres

Asking Price \$189,000 FS

Private, cul-de-sac location offers lush views. Preliminary sketch for house and ADU available. (Permits required.)

SOLD

KALAHEO -- PANUI ST. 12,950 sf

Asking Price \$199,000 FS

Oversized residential parcel with unblockable ocean & mountain views. Approved plans and over \$30,000 in improvements in place!

KALAHEO -- KAI IKENA DR. 8,000 sf

Asking Price \$204,500 FS

All your neighbors have built, leaving you spectacular, unblockable views. Preliminary house plans available. Best Kalaheo view parcel around today!

POIPU -- BAYVIEW at POIPU KAI 12,643 sf

Asking Price \$325,000 FS

Large residential lot on the greenbelt leading to Shipwrecks and Brennecke's beaches. Pool, tennis, jacuzzi, top resort amenities -- great package!

POIPU -- KIAHUNA GOLF VILLAGE 10,819 sf

Asking Price \$325,000 FS

Large fairway parcel with mountain views, room for your pool and jacuzzi. Close to all amenities, including golf at your back door!

POIPU -- KIAHUNA GOLF VILLAGE 11,945 sf

Asking Price \$359,000 FS

The best: nearly 12,000 sf on fairway #1, with ocean & mountain views, restaurant down the cart path, shopping & ocean within minutes!

POIPU -- KUAIST. 14,123 sf

Asking Price \$449,000 FS

A stone's throw from Brennecke Beach and Poipu Beach Park. May qualify for 2 dwellings! Owner may finance. First refusal on adjacent parcel available to purchaser.

HOMES

LAWAI -- HORITA RD.

Asking Price \$269,000 FS NEW LISTING!

Newer, well-built 2 bed/2 bath on secluded cul-de-sac. 1,160 sf living area, open-beam ceilings, large lanai, carport. Seller is inactive real estate agent.

KALAHEO -- ONI PL. -- Kai Ikena Subdivision

Asking Price \$319,000 FS

Large 3 bed/2 bath house with privacy, ocean & mountain views, large master suite with 300 sf lanai. Best priced value home in Kalaheo!

SOLD

LIHUE -- MOKOI ST.

Asking Price \$355,000 FS

Best value in Lihue! 3 bed/2.5 bath in 2.26 acre lot on 10,000 sf lot. Ocean & mountain views. Corporate-owned. Easy to view!

SOLD

KALAHEO -- ONI PL. -- Kai Ikena Subdivision

Asking Price \$425,000 FS

One of the best designed homes on the market. Almost 3,000 sf of living area on 11,000 sf lot, 4 bed/3 bath, 2 living areas, fenced yard, large lanai.

KALAHEO -- PANUI ST. -- Kai Ikena Subdivision

Asking Price \$469,900 FS

The Works: 4 bed/3.5 bath; open-beam ceilings; designer kitchen; large living, dining, study rooms; fireplace; wraparound lanai; 3-car garage; ocean & mountain views. And beautiful landscaping!

POIPU -- LAWAI RD.

Asking Price \$495,000 FS

Two homes in one! Upstairs, 2 bed/1 bath with large lanai, ocean views. Ground floor is 1 bed/1 bath. Easy access to the beach... and easy to view.

POIPU -- LOKE RD. -- Bayview Subdivision

Asking Price \$595,000 FS

A Hawaiian classic design home with large, 12,050 sf lot on the greenbelt. Many, many custom touches -- call Drew to view!

POIPU -- LAWAI RD.

Asking Price \$1,090,000 FS NEW LISTING!

Best oceanfront home currently on the market. 3 bed/3 bath with ocean views from almost every room. Location is #1, price #2--this home has both!

YOUR PROPERTY

Asking Price \$\$\$\$\$

This space is reserved for YOU... when you sell your property with Andrew "Drew" Vento, Realtor, G.R.I. Call for details!