

DREW'S NEWS

Volume 5, Number 1

A Real Estate Newsletter

January - March, 1992

Properties A-Plenty!

Kauai and the South Shore have never had so many properties for sale.

As of January 26, we have 1,295 available properties on the market -- land, condominiums and residences -- island-wide.

The total number sets a new record. And this figure does not include Lawai Hillside, The Pointe at Poipu and other projects that may not have individual listings with the Kauai Board of Realtors.

Sales on Kauai's South Shore totaled 298 in 1990, 163 in '91, an average annual rate of 230 properties. With a current South Shore inventory of 474 properties, we have a two-year supply for sale, without adding any additional inventory.

The South Shore condo market has shown the greatest increase. With 65 of the new Pointe at Poipu condos for sale, we now have over 250 units currently on the market. With the scheduled completion of the Pointe at Poipu this year, another 154 condos come on-line and the total will top 400 active condo listings.

The number of vacant South Shore land parcels has actually shown a decrease in the number of active listings. However, since the Lawai Hillside Country Estates project has about 47 parcels available, the total number of land parcels for sale on the South Shore is over 130.

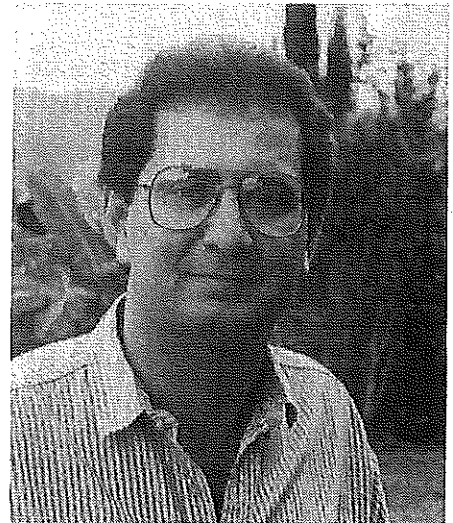
Since October of 1991, the number of South Shore homes available is holding at 90 to 95 properties. Homes are selling, but new listings are coming on-stream at the same rate. Even with low interest rates, residential properties are not selling as quickly as one might think.

December and January have been very active times working with buyers. However, our nation's economy and low consumer confidence keep many from purchasing Kauai property. I look for even lower interest rates and tightening of our economy to boost sales in 1992.

-Drew

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

Drew's News Goes Quarterly

We have been publishing *Drew's News* on a bi-monthly basis since 1988.

Beginning with this issue, *Drew's News* is a quarterly publication.

As in the past, you'll find this issue packed with information, including a Special Report on sales volume, unit sales volume and average sale price.

This new publication schedule allows me more time to devote to producing results for my clients.

I enjoy bringing you *Drew's News*. If you need real estate buying or selling information, I welcome the call.

DATA... DATA... DATA... DATA... DATA... DATA... DATA... DATA...

South Shore in Review, 1990 - 1991

This information is intended as a guide to an overall picture of the real estate market for Kauai's South Shore.

In reviewing the data, keep in mind that properties and values vary greatly even within a relatively small area. For example, a Poipu resort home may sell for over \$600,000,

while a home in Poipu's Weli Weli tract may sell for \$250,000. Two houses, same area, average price \$450,000.

Excluded from the data area several large development and commercial properties which sold during the past few years.

TOTAL SALES VOLUME

LAND	1990	1991	CHANGE (%)
Eleele	\$0	\$283,500	+100
Kalaheo	8,137,210	5,381,700	-34
Lawai	1,359,000	1,766,000	+30
Omao	970,000	240,000	-75
Koloa	160,000	0	-100
Poipu	6,750,000	2,137,000	-68
TOTAL	\$17,376,210	\$9,568,440	-45

HOMES

Eleele	790,500	309,000	-61
Kalaheo	10,958,320	6,407,000	-42
Lawai	3,043,000	1,252,000	-59
Omao	3,570,000	1,658,600	-54
Koloa	543,000	765,000	+29
Poipu	9,412,500	3,832,000	-59
TOTAL	\$28,316,820	\$14,223,600	-50

CONDOS

Kalaheo	1,856,300	155,000	-92
Poipu	27,933,000	19,856,760	-29
TOTAL	\$29,789,300	\$20,011,760	-33

AVERAGE SALE PRICES

LAND	1990	1991	CHANGE (%)
Eleele	\$NA	\$94,000	NA
Kalaheo	169,000	206,999	+22
Lawai	194,000	353,200	+82
Omao	194,000	120,000	-38
Koloa	160,000	No Sales	NA
Poipu	482,140	305,000	-37

HOMES

Eleele	158,000	300,000	+90
Kalaheo	288,376	219,230	-24
Lawai	253,583	250,400	-1
Omao	297,500	331,720	+12
Koloa	181,000	255,000	+41
Poipu	495,390	479,000	+3

CONDOS

Kalaheo	168,754	155,000	-8
Poipu	227,097	264,756	+17

NUMBER of PROPERTIES SOLD

LAND	1990	1991	CHANGE (%)
Eleele	0	3	+300
Kalaheo	48	26	-46
Lawai	7	5	-29
Omao	5	2	-60
Koloa	1	0	-100
Poipu	14	7	-50
TOTAL	75	43	-56

HOMES

Eleele	5	1	-80
Kalaheo	38	22	-42
Lawai	12	5	-58
Omao	12	5	-58
Koloa	3	3	NC
Poipu	19	8	-58
TOTAL	89	44	-51

CONDOS

Kalaheo	11	1	-91
Poipu	123	75	-39
TOTAL	134	76	-43

A Note on Using this Data:

This information is designed to present an overview of the past two years of real estate activity on Kauai's South Shore.

Drew's News will continue to provide as much information as possible on the current South Shore real estate scene.

Please bear in mind that more information is necessary before purchasing or selling any given property. Each property has a unique location, property condition, topography, view and special qualities. In addition, the prevailing economic conditions and your particular economic condition will come into play.

Make sure you consider all factors when you make a decision to purchase or sell a property!

- Drew

ISLAND RESIDENTIAL UPDATE

Total Residential Properties Available: 424

Price Range	West Shore (res) 4 (a.c.)	South Shore	Lihue Area	Wailua/ Kapaa (res) 1 (a.c.)	North Shore
Under \$150,000		0	0		1
\$151,000 - \$250,000	13	15	14	44	17
\$251,000 - \$350,000	3	18	7	37	33
\$351,000 - \$500,000	1	24	7	28	42
Over \$501,000	3	35	3	18	54
TOTALS	25	92	31	129	147

Source: Multiple Listings Service (MLS) as of 1/26/92

AVAILABLE SOUTH SHORE HOUSES (FS)

PROPERTY LOCATION	LOT SIZE SQ. FT.	INTERIOR SQ. FT.	BED	BATH	ASKING PRICE
Kalaheo	3,995	597	1	1.0	\$169,000
Kalaheo	5,682	800	3	1.0	174,000
Kalaheo	7,534	486	1	1.0	175,000
Kalaheo	6,512	620	1	1.0	175,000
Kalaheo	9,583	800	2	1.0	179,000
Kalaheo	4,612	1,120	3	2.0	199,750
Kalaheo	4,317	1,100	3	2.0	205,000
Kalaheo	.58 acre	500	1	1.0	225,000
Kalaheo	7,124	1,104	3	2.0	239,000
Kalaheo	7,936	1,482	4	3.0	259,500
Kalaheo	10,039	1,280	3	2.0	270,000
Kalaheo	9,240	1,332	4	2.0	275,000
Kalaheo	12,966	1,332	3	2.0	288,000
Kalaheo	8,887	1,164	3	2.0	290,000
Kalaheo	1 acre	1,516	3	2.0	292,500
Kalaheo	10,599	800	2	1.0	295,000
Kalaheo	8,874	1,764	3	2.0	295,000
Kalaheo	8,162	1,450	3	2.0	295,000
Kalaheo	23,651	1,034	2	1.0	297,500
Kalaheo	11,321	1,760	3	3.0	298,000
Kalaheo	7,633	1,836	3	2.0	305,000
Kalaheo	9,024	1,688	3	2.0	325,000
Kalaheo	9,205	1,569	3	2.5	325,000
Kalaheo	9,117	1,344	3	3.0	330,000
Kalaheo	10,150	2,000	3	3.0	330,000
Kalaheo	10,517	1,720	3	2.5	357,000
Kalaheo	18,665	2,582	4	2.0	375,000
Kalaheo	22,855	2,400	6	2.5	375,000
Kalaheo	8,003	1,354	3	2.0	395,000
Kalaheo	9,000	2,108	4	3.0	398,000
Kalaheo	11,237	1,968	3	3.0	398,000
Kalaheo	10,829	1,920	4	3.0	399,000
Kalaheo	9,952	2,528	4	3.0	399,000
Kalaheo	8,001	1,989	2	2.5	409,000
Kalaheo	8,100	1,661	4	2.5	410,000
Kalaheo	23,670	1,947	3	2.5	440,000
Kalaheo	22,000	1,232	3	1.8	450,000
Kalaheo	12,950	3,000	5	4.5	460,000
Kalaheo	43,560	2,330	3	3.0	465,000
Kalaheo	10,009	2,493	4	3.5	469,900
Kalaheo	10,382	2,851	4	3.0	480,000
Kalaheo	1.16 acres	3,012	3	3.5	595,000
Kalaheo	30,395	6,638	6	5.0	685,000
Kalaheo	11,240	2,456	4	3.0	750,000
Kalaheo	12,945	2,800	3	3.0	875,000
Kalaheo	3 acres	3,013	6	4.5	885,000
Kalaheo	12.28 acres	9,437	12	12.0	6,900,000
Lawai	6,012	884	3	1.0	169,000
Lawai	7,779	600	2	1.0	225,000
Lawai	7,500	1,509	4	3.0	239,000
Lawai	1 acre	1,054	2	1.0	295,000
Lawai	6,442	1,920	4	2.0	310,000
Lawai	18,033	3,170	6	4.0	425,000
Lawai	3.4 acres	1,420	3	4.0	575,000

Source: Multiple Listings Service (MLS) as of 1/26/92

continued on page 7

North Shore Homes for Sale Up 10%

In the last issue of *Drew's News*, we listed 405 homes available island-wide. This issue the total is 424, an increase of 5 percent.

area	issue this	last	% change
West side	25	22	+14
South Shore	92	92	---
Lihue area	31	29	+7
Wailua/Kapaa	129	128	+1
North Shore	147	134	+10
Totals	424	405	+5

Dedication, Persistence & Honesty Count!

When times are tough and competition fierce, it's important to maintain a high degree of integrity and honesty and to have a good work ethic.

While this credo should apply to any profession at any time, it's especially important during an economic slowdown in real estate.

I wish to thank all my clients and friends for helping me reach my 1991 sales and listings goals. With your help, I was able to achieve top sales agent and top listing agent in '91 for Makai Properties. Given the amount of business Makai Properties does in a year, this was not an easy goal to reach.

Recently, my wife Dina activated her real estate license. Together, we can provide you even better service for all your real estate sales, purchases and questions in the years to come.

We look forward to hearing from you!

ISLAND CONDO UPDATE

Total Condominiums for Sale: 443

Fee Simple (FS) - 312 Leasehold (LH) - 131

Price Range	South Shore		Lihue Area		Wailua/Kapaa		North Shore	
	FS	LH	FS	LH	FS	LH	FS	LH
Under \$150,000	6	17	26	5	16	12	22	25
\$151,000 - \$250,000	52	23	15	0	3	9	58	19
\$251,000 - \$400,000	58	10	5	0	4	1	20	3
Over \$401,000	13	7	0	0	7	0	7	0
TOTALS	129	57	46	5	30	22	107	47

Source: Multiple Listings Service (MLS) as of 1/26/92

250+ South Shore Condos For Sale

In the last issue of *Drew's News*, we listed 398 condominiums available island-wide. This issue the total has increased to 443, up 11 percent.

With the addition of 65 condos for sale at the Pointe at Poipu, South Shore totals top 250 units for sale.

area	issue		% change
	this	last	
South Shore	186	146	+27
Lihue area	51	46	+11
Wailua/Kapaa	52	53	-1
North Shore	154	153	+1
Totals	443	398	+11

AVAILABLE SOUTH SHORE CONDOMINIUMS

PROJECT	UNITS			LAND TENURE	ASKING PRICE	
	BED	BATH	AVAIL		LOW	HIGH
Hale Kahamalu	No condos available					
Kahala I at Poipu Kai	1	1.0	9	FS	\$169,000	\$260,000
	2	2.0	5	FS	218,000	265,000
Kahaleo Pali Kai	3	2.0	9	FS	154,000	217,000
Kiahuna Plantation	1	1.0	44	LH	115,000	455,000
	2	2.0	3	LH	340,000	890,000
Koloa Gardens	2	2.0	1	FS	179,900	-----
Kuhio Shores	1	1.0	1	FS	235,000	-----
	2	2.0	2	FS	295,000	390,000
Lawai Beach Resort	1	1.0	1	FS	202,000	-----
	2	2.0	1	FS	336,000	-----
Makahuena	2	2.0	8	FS/LH	149,000	1,600,000
	2	2.5	6	FS/LH	179,000	342,000
	3	2.0	1	LH	270,000	-----
	3	2.5	1	FS/LH	350,000	-----
Makanui Poipu Kai	2	2.0	3	FS	250,000	289,000
	3	2.0	1	FS	435,000	-----
Manualoha Poipu Kai	1	1.0	4	FS	179,000	198,000
	2	2.0	5	FS	265,000	349,500
Nihi Kai Villas	2	2.0	9	FS	225,000	325,000
Poipu Crater	2	2.0	4	FS	199,000	220,000
Poipu Kapili	1	2.0	1	FS	365,000	-----
	2	3.0	3	FS	440,000	495,000
Poipu Makai	No condos available					
Poipu Palms	2	2.0	2	FS	265,000	325,000
Poipu Sands	1	1.5	2	FS	235,000	245,000
	2	2.0	4	FS	300,000	365,000
Poipu Shores	1	2.0	1	LH	188,000	-----
	2	1.0	1	FS	325,000	-----
	2	2.0	2	FS/LH	339,500	2,000,000
	3	3.0	1	FS	345,000	-----
Prince Kuhio	studio		5	FS	119,500	145,000
	1	2.0	1	FS	165,000	-----
Regency at Poipu Kai	2	2.0	14	FS	246,500	289,000
	3	2.5	11	FS	276,250	335,000
Sunset Kahili	1	1.0	1	LH	189,500	-----
Waikomo Streams	1	1.0	5	FS	165,000	180,000
	2	2.0	4	FS	230,000	265,000
Whaler's Cove	2	2.0	4	FS	270,000	775,000
	2	2.5	4	FS	525,000	1,000,000

Source: Multiple Listing Service (MLS) as of 1/26/92

Kauai in '91: Tourism Drops

Kauai's visitor count dropped 3.6 percent in the first 11 months of 1991.

Kauai tallied 1,154,170 visitors through November 30, 1991, as compared with 1,197,740 for the same period of 1990.

On-island, the effect of the drop feels more dramatic than the figures indicate. It may be that current visitors are keeping a closer hold on their money and have reduced their length of stay.

New Condo Laws Coming

New condominium laws will have an impact on owners, particularly regarding reserve accounts.

The new laws, some of which go into effect in January, 1993, affect reserve accounts, project management and amending of condominium declarations.

Owners should be prepared for a fee increase to meet new state reserve account requirements.

If you would like a copy of the changes, drop me a card or contact your condominium association.

DREW'S HOT PROPERTIES

CONDOMINIUMS

PRINCE KUHIO STUDIO Unit #236

Asking Price \$119,500 FS

Lowest-priced fee simple property in all Poipu. A must-see with recent upgrades. Three-minute walk to the beach!

KIAHUNA PLANTATION Unit #403

Asking Price \$135,000 LH

Upgraded one-bedroom, one-bath ground floor condo in great condition. Reasonably priced, and in Kauai's most famous resort!

KIAHUNA PLANTATION Unit #432

Asking Price \$135,000 LH

Third-floor unit features many recent upgrades, vaulted ceiling, great garden view from the lanai.

PRINCE KUHIO STUDIO Unit #207

Asking Price \$145,000 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 #332

Asking Price \$165,000 FS NEW LISTING!

A cozy condo with mountain, ocean and park views. One bed/two bath, two view lanais, many recent upgrades. Best Poipu view value!

KALAHEO PALI KAI Unit #2

Asking Price \$169,900 FS NEW PRICE!

Large residential 3 bed/2 bath, 2-level, 2 lanai and patio condo with ocean view, pool and tennis! VA & FHA funding.

MAKANUI at POIPU KAI RESORT Unit #511

Asking Price \$179,000 FS NEW LISTING!

A ground floor 1 bed/1-1/2 bath unit with a garden setting. Nearly 1000 sf, fully furnished, in a gracious floor plan. Good rental history.

KAHALA at POIPU KAI RESORT Unit #823

Asking Price \$180,000 FS NEW LISTING!

Second floor 1 bed/1 bath condo with garden view. One of the most sought-after floor plans in the project. Good starter unit at Poipu Kai.

KAHALA at POIPU KAI RESORT Unit #824

Asking Price \$180,000 FS

A 1 bed/1 bath end unit on 2nd floor with views of extinct volcanic crater. Two lanai's with loft. Owner financing very possible.

POIPU CRATER RESORT Unit #10

Asking Price \$199,000 FS NEW LISTING!

Many recent upgrades in this 2 bed/2 bath condo. One of the best resort amenity packages on South Shore. Easy to view--just call Drew!

POIPU SANDS at POIPU KAI RESORT Unit #312

Asking Price \$235,000 FS

Ground floor unit with Poipu Kai's largest pool. Over 1,000 sf of luxury condominium, near Shipwrecks Beach and Hyatt Hotel.

CONDOMINIUMS

KIAHUNA PLANTATION Unit #42

Asking Price \$235,000 LH

2nd floor 1 bed/1 bath unit with views down the greenway. Excellent location within project, short walk to sandy beaches of Poipu.

MAKANUI at POIPU KAI RESORT Unit #412

Asking Price \$239,000 FS NEW LISTING!

Lowest-priced 2 bedroom unit in the project. Garden setting from the living area and master bedroom. Good rental property!

NIHI KAI VILLAS Unit #500

Asking Price \$245,000 FS

Best value in the complex: 2 bed/2 bath, two-story large end unit. Open beam ceiling, 4 lanais, many upgrades, much, much more!

MANUALOHA at POIPU KAI Unit #1104

Asking Price \$270,000 FS

Ground floor 1 bed/1 bath end unit features second bedroom loft with its own lanai. Private park-like location in complex.

KUHIO SHORES Unit #210

Asking Price \$295,000 FS

Fish from your lanai! This 2 bed/2 bath unit is that close to the ocean. Great views, excellent condition, excellent price!

MANUALOHA at POIPU KAI Unit #1006

Asking Price \$305,000 FS

Wow! Three lanais--ocean, mountain, coastline views! 2 bed/2 bath, sitting room in master suite. Seller wants to make a deal!

NIHI KAI VILLAS Unit #524

Asking Price \$309,500 FS

Top-floor 2 bed/2 bath unit with open-beam ceiling & ocean view! Great floor plan with tasteful furnishings. Value! View! Location!

MAKAHUENA Unit #310

Asking Price \$310,000 LH NEW LISTING!

Large end unit with east & west views. Price includes fee conversion. 2 bed/2-1/2 baths, 3rd bedroom in converted loft. Easy to see any time.

POIPU SHORES RESORT Unit #202-B

Asking Price \$325,000 FS NEW LISTING!

Oceanfront 2 bedroom condo with excellent ocean views. Both bedrooms open onto large lanai & ocean views. Good rental history.

Andrew Vento

Realtor, G.R.I.

Message Center (808) 332-7414

742-6997



Makai Properties
Real Estate Sales & Development

East Side Land Avails On Upswing

In the last issue of *Drews News*, we had a total of 389 land parcels available island-wide. This issue the total has increased to 418, an island-wide increase of 7 percent.

area	issue this	last	% change
West side	10	12	-16
South Shore	84	87	-3
Lihue area	10	11	-9
Wailua/Kapaa	98	79	+24
North Shore	<u>216</u>	<u>200</u>	+8
Totals	418	389	+7

Who Owns that Hotel Room?

Nearly two-thirds of Hawaii's hotel rooms are foreign-owned.

Of Hawaii's approximately 51,000 hotel rooms, 65.9 percent are foreign-owned. Japanese ownership dominates -- 61.2 percent of Hawaii's total hotel rooms, or 91.8 percent of foreign ownership.

On an island-by-island basis, here are the most recent figures on foreign ownership:

Island	Total Units	Japanese Owned (units)	Japanese Owned (%)
Oahu	30,263	18,439	61
Kauai	4,731	3,236	68
Hawaii	6,670	4,646	70
Maui	8,737	7,092	81
Lanai/ Molokai	578	177	31

Source: Pannell, Kerr, Foster

**To buy or sell property
on Kauai,
call Drew
332-7414 or 742-6997**

ISLAND LAND UPDATE

Total Parcels Available: 418

Price Range	West Shore	South Shore	Lihue Area	Wailua/ Kapaa	North Shore
Under \$150,000	7	12	6	26	25
\$151,000 - \$250,000	1	28	2	24	62
\$251,000 - \$350,000	0	25	0	18	32
\$351,000 - \$500,000	0	12	0	15	25
Over \$501,000	2	7	2	15	72
TOTALS	10	84	10	98	216

Source: Multiple Listings Service (MLS) as of 1/26/92

AVAILABLE SOUTH SHORE LAND (FS)

AREA	SQUARE FEET	ASKING PRICE
Eleele	6,022	\$97,500
Eleele	6,056	110,000
Kalaheo	5,000	89,900
Kalaheo	5,000	89,900
Kalaheo	5,000	89,900
Kalaheo	6,000	92,900
Kalaheo	11,406	135,000
Kalaheo	12,954	139,000
Kalaheo	10,380	139,000
Kalaheo	18,449	165,000
Kalaheo	6,882	168,000
Kalaheo	8,255	168,000
Kalaheo	1.51 acre	169,000
Kalaheo	8,015	169,000
Kalaheo	12,923	170,000
Kalaheo	1.1 acres	170,000
Kalaheo	19,000	175,000
Kalaheo	12,539	175,000
Kalaheo	.51 acre	179,000
Kalaheo	1.35 acres	189,000
Kalaheo	13,374	195,000
Kalaheo	1.04 acres	199,000
Kalaheo	12,945	199,000
Kalaheo	10,479	200,000
Kalaheo	1.24 acres	225,000
Kalaheo	15,197	250,000
Kalaheo	2 acres	275,000
Kalaheo	2.97 acres	275,000
Kalaheo	1.03 acres	285,000
Kalaheo	1 acre	299,000
Kalaheo	4 acres	290,000
Kalaheo	2.63 acres	295,000
Kalaheo	1.46 acres	299,000
Kalaheo	12.67 acres	350,000
Kalaheo	2 acres	350,000
Kalaheo	2 acres	395,000
Kalaheo	2 acres	450,000
Kalaheo	36,300	450,000
Kalaheo	36,300	450,000
Kalaheo	3 acres	495,000
Kalaheo	4 acres	525,000
Kalaheo	2.84 acres	695,000
Lawai	.5 acre	130,000
Lawai	10,100	136,900
Lawai	10,400	138,900
Lawai	7,500	149,000
Lawai	1 acre	175,000
Lawai	1 acre	249,000
Lawai	1.07 acres	250,000
Lawai	4.2 acres	275,000
Lawai	4.38 acres	299,000
Lawai	4.6 acres	325,000
Lawai	2.65 acres	350,000

Source: Multiple Listings Service, as of 1/26/92

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) 332-7414 or call 742-6997.

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	5.58 acres	2,603	6	5.5	\$795,000
Lawai	18.96 acres	3,040	6	6.0	2,200,000
Omao	3 acres	3,929	4	3.5	805,000
Koloa	10,982	2,208	6	4.0	399,000
Koloa	18,880	3,312	9	6.0	595,000
Koloa	2.11 acres	3,560	12	4.0	2,750,000
Poipu	7,742	864	3	1.0	210,000
Poipu	8,380	1,104	3	2.0	240,000
Poipu	3,625	1,094	2	2.0	245,000
Poipu	11,036	1,752	3	2.0	365,000
Poipu	16,227	1,462	3	2.0	370,000
Poipu	6,140	1,296	3	2.0	385,000
Poipu	7,219	1,986	3	3.0	389,000
Poipu	7,638	1,930	3	3.0	395,000
Poipu	9,043	2,070	3	3.0	495,000
Poipu	11,000	2,200	5	4.0	535,000
Poipu	10,313	2,453	4	3.5	540,000
Poipu	10,210	1,950	3	2.0	570,000
Poipu	9,248	2,872	3	3.5	575,000
Poipu	12,050	1,842	3	2.0	595,000
Poipu	10,203	2,460	3	3.5	645,000
Poipu	11,575	2,350	3	3.0	650,000
Poipu	11,361	685	2	1.0	750,000
Poipu	10,150	1,500	3	2.0	769,000
Poipu	9,501	2,569	3	3.0	895,000
Poipu	9,400	400	0	1.0	995,000
Poipu	10,362	2,800	3	3.5	998,000
Poipu	20,000	1,318	3	3.0	1,100,000
Poipu	6,308	1,652	3	3.0	1,200,000
Poipu	2.31 acres	----	--	--	1,350,000
Poipu	20,335	2,225	4	4.0	1,700,000
Poipu	13,206	2,000	3	2.5	1,750,000
Poipu	32,234	2,862	4	3.0	1,800,000
Poipu	15,600	1,650	3	2.5	1,850,000
Poipu	15,600	1,780	3	2.5	1,895,000
Poipu	8,100	2,770	2	2.0	1,995,000
Poipu	15,000	5,508	5	6.0	2,400,000
Poipu	3.2 acres	----	--	--	3,100,000

Source: Multiple Listings Service (MLS), 1/26/92

AVAILABLE SOUTH SHORE LAND (FS)

continued from p. 6

AREA	SQUARE FEET	ASKING PRICE
Lawai	4.75 acres	\$435,000
Lawai	9.11 acres	605,000
Lawai	32.26 acres	2,300,000
Lawai	28 acres	2,600,000
Omao	25,439	165,000
Poipu	6,500	185,000
Poipu	7,313	199,500
Poipu	6,000	225,000
Poipu	6,000	225,000
Poipu	9,560	237,400
Poipu	11,761	255,000
Poipu	9,755	268,500
Poipu	11,352	285,000
Poipu	10,108	315,000
Poipu	9,991	319,000
Poipu	14,356	325,000
Poipu	12,643	325,000
Poipu	10,819	325,000
Poipu	11,432	345,000
Poipu	10,950	349,500
Poipu	10,325	350,000
Poipu	10,858	350,000
Poipu	10,470	350,000
Poipu	11,965	359,000
Poipu	9,515	359,000
Poipu	18,014	365,000
Poipu	11,577	375,000
Poipu	11,484	400,000
Poipu	14,123	449,000
Poipu	9,110	945,000
Poipu	9,400	995,000

Source: Multiple Listings Service (MLS), 1/26/92

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

TO BUY OR SELL LAND, CONDOMINIUMS OR HOMES ON KAUAI

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LAND

OMAO - ATONI PLACE - 25,439 sf

Asking Price **\$165,000 FS**

Only Omao land listing, comes complete with approved house plans. Beautiful valley views. Private cul-de-sac location.

KALAHEO - KAI IKENA DRIVE - 1.51 acres

Asking Price **\$169,000 FS**

Privacy, views and price reduction make this a winner. Preliminary sketch for a house & ADU available (permits required).

KALAHEO - OCEANVIEW ESTATES - 8,000 sf

Asking Price **\$204,500 FS**

All your neighbors have built, leaving you spectacular, unblockable views. Best Kalaheo view parcel for the buck!

KALAHEO - KAI IKENA DRIVE - 1.351 acres

Asking Price **\$189,000 FS**

Private, cul-de-sac location offers outstanding views. Preliminary sketch for a house & ADU available (permits required).

KALAHEO - PANUI STREET - 12,950 sf

Asking Price **\$199,000 FS**

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

KALAHEO - KAI IKENA DRIVE - 1.037 acres

Asking Price **\$199,000 FS**

Great potential for two dwellings, each with privacy and views, or one home with all the room you could want (permits required).

POIPU - KIAHUNA GOLF VILLAGE - 10,108 sf

Asking Price **\$315,000 FS**

Currently lowest priced fairway parcel in the project. Wonderful views, prestigious location, close to resort amenities, quiet.

POIPU - BAYVIEW at POIPU KAI - 12,643 sf

Asking Price **\$325,000 FS**

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

POIPU - KIAHUNA GOLF VILLAGE - 10,819 sf

Asking Price **\$325,000 FS**

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

LAND

POIPU - KIAHUNA GOLF VILLAGE - 11,945 sf

Asking Price **\$359,000 FS NEW PRICE**

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

POIPU - KUA I STREET - 14,123 sf

Asking Price **\$449,000 FS**

Near Poipu beaches. May qualify for 2 dwellings! Owner can finance. First refusal on adjacent parcel available to purchaser.

HOMES

LAWAI - EHA KO ST. - Lawai Valley Estates

Asking Price **\$225,000 FS NEW LISTING!**

A 3 bed/2 bath home on a larger, 9,275 sf lot. House backs onto hill and woods, private cul-de-sac location. Good family neighborhood.

LIHUE - MOKOI ST. - Ulu Ko Subdivision

Asking Price **\$365,900 FS NEW LISTING!**

Best value in Lihue! 3 bed/2-1/2 bath in 2,200 sf of living area, 10,000 sf lot, ocean & mountain views. Corporate owned. Call to see now!

LIHUE - APAPANE ST. - Ulu Ko Subdivision

Asking Price **\$395,000 FS**

Large gourmet kitchen, central air, tinted windows, living & family rooms, many custom touches. Plus great central location in Lihue!

KALAHEO - PANUI ST. - Kai Ikena Subdivision

Asking Price **\$469,900 FS**

4 bed/3-1/2 bath; designer kitchen; large living, dining, study rooms; fireplace; wraparound lanai; ocean & mountain views!

POIPU - LOKE RD. - Bayview Subdivision

Asking Price **\$595,000 FS NEW LISTING!**

A Hawaiian Classic Design home with large, 12,050 sf lot on greenbelt. Too many custom touches to list here--call Drew to view today!

YOUR PROPERTY

Asking Price **\$\$ YOU NAME IT \$\$**

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