

KAUAI'S

Real Aloha Team

Volume 2 Number 2

A Real Estate Newsletter

Summer 2015

What's the Market Like?

This is the toughest question a Realtor can face in their work day. Your perception of a good or bad market depends on what side of the transaction you are on.

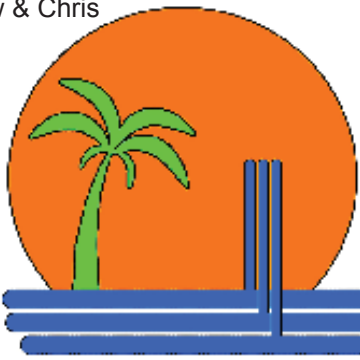
Most sectors of the real estate market on Kauai are quite stable and seeing modest value increases. This is very apparent if you look at the lower-priced properties under \$400,000. If we go back just four years and you were a buyer, you had quite a few choices. Today you could be in a bidding war for a good home under \$500,000.

The upper-end properties are also getting plenty of attention. Last June, Drew sold a home for \$6,950,000, and this was an all-time record sale for a single-family home on the south shore of Kauai. The record only lasted for about one month when another home sold for over \$7,000,000. The high end continues to be a robust market.

What are my odds of selling today? You may be surprised at what the market has done over the past 12 months. Go to page seven and check it out. Even we were surprised at the actual numbers.

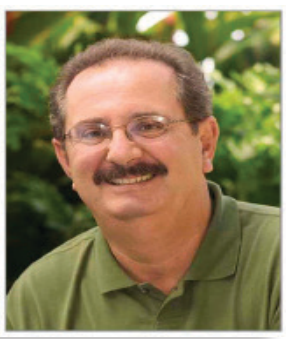
If you need the services of a real estate professional, we would like to be the ones to help with your next purchase or sale.

Mahalo,
Drew & Chris



Drew
Chris

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International President's Elite

For the second consecutive year, Drew Vento has been awarded the International President's Elite Award from the Coldwell Banker World Organization.

This award is given to the individuals that placed in the top 2% of the 84,900 Coldwell Banker Agents worldwide for sales production in a given year. "And he did it all on Kauai."

We at the Real Aloha Team would like to thank all of our clients who helped us acheive this award, and look forward to working with you in the future.

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Contact the Real Aloha Team: Drew & Chris
email: info@realalohateam.com phone: 808-742-2244 www.realalohateam.com



MLS# 283509

Listing Price: \$849,000

**Manualoha #901, Poipu Kai Resort
3 Bedrooms, 3 Baths**

Properties living room and master suite face the green belt that connects Shipwrecks and Poipu Beach. The unit is completely furnished and has been upgraded with new carpet and paint. There are only four units in this project with three bedrooms and three baths, and there are only two 3-bedroom unit on the greenbelt.



MLS# 273764

Listing Price: \$929,000

**Poipu Shores #403-A
2 Bedrooms, 2 Baths**

Nokaoi... "the best"

Totally remodeled from head to toe, and has amazing ocean and coastline views. Good rental returns makes this unit your number one choice for an oceanfront condominium under \$1,000,000.

YOU ARE ENTITLED TO THE HOME EXEMPTION IF:

- 1) You own and occupy the property as your principal home. This is evidence by: occupancy of a home for more than 270 calendar days of a calendar year; register to vote; being stationed under military orders; or filing of an income tax return as a resident of the state of Hawaii, with an address in the city your home resides in.
- 2) Your ownership is recorded at the Bureau of Conveyances. For lessees, the lease should be for residential purposes for a term of five years or more and lessee will pay all property taxes.

Single Home Exemption

The law allows just one (1) home exemption; if a husband and wife live apart and own separate homes, each shall be entitled to one-half (1/2) of one exemption or an amount in proportion to the assessed value.

Source: Title Guaranty Escrow

For complete list of exemptions go to www.realalohateam.com



With more branches in Hawai'i than any other title and escrow company, we are ready to help at a location near you.

KOLOA BRANCH: 3417 E Poipu Road, #106
Koloa, HI 96756
Phone: 808.742.8485 | koloa@tghawaii.com



MLS# 283380

Listing Price: \$949,000

**3550 Kakela Makai Drive, Kalaheo
4 Bedrooms, 3.5 Baths**

Ocean and mountain views! This home has everything! Open floor plan, large deck, lava rock wall, hardwood floors, granite counter tops, laundry room, valley access and more. You could not rebuild this house for the listed price!

Kauai Homes for Sale

Price Range	West Shore	South Shore	Lihue Area	Wailua Kapaa	North Shore
Under - \$350,000	4	1	0	2	0
\$351,000 - \$500,000	11	2	4	18	1
\$501,000 - \$750,000	12	13	4	25	9
\$751,000 - \$999,000	3	23	6	11	21
\$1,000,000 and up	2	63	8	29	86

Data gathered from MLS on 5/6/2015

Kauai Land for Sale

Price Range	West Shore	South Shore	Lihue Area	Wailua Kapaa	North Shore
Under - \$350,000	4	15	6	33	5
\$351,000 - \$500,000	0	40	5	22	15
\$501,000 - \$750,000	1	10	1	5	6
\$751,000 - \$999,000	4	11	1	4	6
\$1,000,000 and up	0	14	1	12	26

Data gathered from MLS on 5/6/2015

Who is Buying Kauai?

In 2014 there were 917 sales on Kauai. The breakdown is as follows:

%	From	# Southshore Area
65%	Hawaii	603
23%	California	139
2.7%	Washington	25
2%	Texas	19
1.8%	Arizona	17
1.3%	Canada	12

Canada was the largest foreign buyer. The additional 5.5% of buyers are from other states & other countries.

For detailed information on all Real Aloha Team listings, go to www.realalohateam.com & click on "Featured Properties".

TO BUY OR SELL REAL ESTATE ON KAUAI CALL REAL ALOHA TEAM
808-742-2244 | 888-742-3739 | info@realalohateam.com



MLS# 274576 **Listing Price: \$665,000**
3311 Uwila Place, Lawai
4 Bedrooms, 2.5 Baths

Vintage 4-bedroom, 2-bath classic Hawaiian plantation-style home. Large 20,000 sq/ft corner lot with a 2,400 sq ft garage/workshop. Additional dwelling may be possible with county approval.



Kua Aina Street, Kalaheo
MLS# 283145
10,181 sq/ft, Phase 3, Lot 37
Listing Price \$327,500

Ocean and mountain views in one of the best subdivisions/areas on the south shore of Kauai.



Pau A Laka Street, Poipu
MLS# 274845
10,064 sq/ft
Listing Price \$414,500

Poipu's newest subdivision in the Visitor Destination Area (VDA). Two homes possible with County approval.



2376 Kanio Street, Lihue
MLS# 253851
13,544 sq/ft
Listing Price \$629,000

Puakea Golf course frontage lot.



3660 Lolo View Estates, Kalaheo
MLS# 277161
21,780 sq/ft
Listing Price \$649,000

Ocean, coastline and sunset views! Building permit issued for a custom home.

Contact the Real Aloha Team: Drew & Chris
email: info@realalohateam.com phone: 808-742-2244 www.realalohateam.com

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PRICE REDUCED!

3755 Waha Road, Kalaheo

2 BD, 2 BA

Approximately 6.85 acre

MLS# 279882

Listing Price: \$879,000

Seclusion, with a quality small home on almost 7 acres of land. Great ocean views of the south shore coastline. Plenty of fenced pasture land for all your animals and crops.

Kakela Makai Oceanview Subdivision



MLS# 193964
1248 Nohea Street, Kalaheo
Listing Price: \$375,000
Approximately 11,698 sq/ft
Phase 2, Lot #18

Corner lot with ocean and coastline views.



MLS# 264745
3761 Kakela Makai Drive, Kalaheo
Listing Price: \$269,000
Approximately 10,212 sq/ft
Phase 1, Lot #79

Great level lot with ocean and mountain views.



MLS# 276409
1191 Pua Melia Street, Kalaheo
Listing Price: \$349,000
Approximately 10,226 sq/ft
Phase 1, Lot #32

Ocean view parcel suited for a 2-level home.



MLS# 276267
1177 Lani Nuu Street, Kalaheo
Listing Price: \$399,000
Approximately 11,088 sq/ft
Phase 1, Lot #64

Cul-de-sac location with excellent ocean and coastline views.



MLS# 270130
Kaena Street, Kalaheo
Listing Price: \$454,000
Approximately 12,990 sq/ft
Phase 3, Lot 28

One of the best ocean view properties available. Nokaoi!



MLS# 280900
1230 Pua Melia Street, Kalaheo
Listing Price: \$325,000
Approximately 10,804 sq/ft
Phase 1, Lot #49

Top of subdivision with ocean and mountain views!

**CURRENTLY
IN ESCROW**

Large 2-level home with ocean views, two decks, 1,600 sq/ft of storage, 4-bedrooms, office, and 3-car garage with loft storage. Recently painted and re-roofed. If your family needs lots of space and storage, then you need to look at this home.



3685 Waha Road

MLS# 282995 Listing Price: \$799,900 4 BD, 3.5 BA Approximately 13,614 sq/ft

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808-742-2244 | 888-742-3739 | info@realalohateam.com



Prince Kuhio #130, Poipu
MLS# 281797
Listing Price: \$299,000
Approximately 421 sq/ft, 0 BD, 1 BA

Great vacation rental property.
Ground floor corner unit.



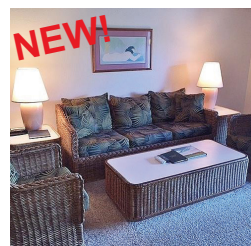
Prince Kuhio #132, Poipu
MLS# 280166
Listing Price: \$279,000
Approximately 421 sq/ft, 0 BD, 1 BA

Furnished ground floor studio unit
close to pool and BBQ area.



Lawai Beach Resort #A-206, Poipu
MLS# 280371
Listing Price: \$519,000
Approximately 817 sq/ft, 1 BD, 1 BA

Well-appointed unit with great ocean
views.



Kiahuna Plantation #432, Poipu
MLS# 283476
Listing Price: \$59,000
Approximately 640 sq/ft, 1 BD, 1 BA

One of the least expensive condo
units in all of Poipu.



Makahuena #1-102, Poipu
MLS# 271715
Listing Price: \$525,000
Approximately 1142 sq/ft, 2 BD, 2 BA

Recently remodeled, furnished with
an ocean view from lanai.



Manualoha #1102, Poipu
MLS# 274834
Listing Price: \$525,000
Approximately 885 sq/ft, 1 BD, 2 BA

Ground floor, private lanai setting
completely furnished.

South Shore Condominiums for Sale

PROJECT	UNITS			ASKING PRICE		
	BED	BATH	AVAIL	LOW	HIGH	
Kahala @ PKR	1	1	7	420,000	675,000	
Kiahuna Plantation	1	1	48 LH	54,000	1,075,000	
Kiahuna Plantation	2	2	9 LH	299,000	700,000	
Koloa Garden Apt.			1	1	1	230,000
Koloa Makai			7	6	1	3,249,000
Kuhio Shores			1	1	1	650,000
Lawai Beach Resort			1	1	1	519,000
Makahuena	2	2	5	460,000	1,500,000	
Makahuena	3	2	3	550,000	635,000	
Makanui @ PKR			2	2	1	565,000
Manualoha			3	3	1	849,000
Manualoha @ PKR			1	1	1	475,000
Manualoha @ PKR			1	2	1	525,000
Manualoha @ PKR	2	2	2	825,000	875,000	
Nihi Kai Villas	2	2	2	798,000	799,000	
Poipu Kapili			2	2	1	1,700,000
Poipu Kapili	2	3	2	1,300,000	1,300,000	
Poipu Kapili			1	2	1	897,000
Poipu Palms	2	2	2	745,007	885,000	
Poipu Sands @ PKR	2	2	3	728,000	899,000	
Poipu Shores	2	2	2	929,000	990,000	
Prince Kuhio	0	1	4	275,000	329,000	
Prince Kuhio	1	1	2	362,500	428,850	
Regency @ PKR	3	2	2	599,000	715,000	
Regency Villas @ PKR			4	3	1	739,000
Sunset Kahili	1	1	1 LH	2,595,000	325,000	
Sunset Kahili			2	2	1 LH	475,000
Villas @ PKR	3	3	11	920,000	1,200,000	
Villas @ PKR	4	3	4	1,425,000	2,200,000	
Villas @ PKR			2	2	1	1,100,000
Waikomo Stream Villas	1	1	2	435,000	439,000	
Whalers Cove	2	2	2	1,250,000	1,400,000	
Poipu Crater			2	2	1	558,000
Kukui`ula Club Bungalows	1	1	1	1	1	1,575,000
Kukui`ula Club Bungalows	2	2	1	1	1	3,195,000
Kukui`ula Club Bungalows	3	3	1	1	1	2,840,000

For availability and pricing on the PiliMai project, call or email the Real Aloha Team.

Data gathered from MLS on 5/6/15 Project not Shown = Not Available LH= Lease Hold

Do I need a Building Permit?

My best friend told me that “you don’t need a building permit to add a lanai, bathroom or an extra bedroom to my home.” He is 100% wrong! The County of Kauai Codes for construction, plumbing and electrical work are pretty detailed and in almost every case, permits are needed prior to construction.

In recent years, permit information was available from the County of Kauai Building Division. The process took some time, as the research was done by hand. Those days are gone as the building permits and their status are now online, and can be accessed by anyone with a computer.

With access to the permit data, Realtors, buyers, sellers and appraisers now can access a property permit and status with a few key strokes on a computer. We have had three situations within the last year involving homes with non-permitted improvements that have delayed closing or changed how the property was purchased.

When the buyer’s lender’s appraiser notes the non-permitted improvement in the appraisal report, it could trigger the lender’s underwriter to require that all permits be brought into compliance with County building codes prior to the funding of the loan. This process could take several months and could prove to be very costly or cause the cancellation of the sale.

If you are going to have any work done on your home or condo, go through the proper steps and get a permit. After the work is completed, follow through and get your final approval on all of the work done. It will save you time, money, and grief in the long run.

If you have your property listed for sale or you have a buyers representation agreement with another Realtor, please seek your real estate information from them. It is not our intention to solicit parties with properties currently listed for sale, or those engaged in a Buyer’s representation agreement, with this newsletter, our professional brochures, or advertisements.

Below is a quick breakdown of the market "Odds of Selling" for properties on the South Shore of Kauai.
 For a more detailed breakdown go to www.realalohateam.com

What are the Odds of Selling?
 Area: TMK 4-2 All South Shore Sales
 Last 12 Months of Activity

■ Sold
 ■ Withdrawn / Expired
 ■ For Sale
 ■ Under Contract / Contingent



Price Range	South Shore		Lihue Area		Wailua Kapaa		North Shore	
	FS	LH	FS	LH	FS	LH	FS	LH
Under -\$200,000	0	34	7	3	13	0	0	0
\$201,000 - \$400,000	6	11	17	8	13	0	11	1
\$401,000 - \$600,000	15	9	9	0	8	0	18	1
\$601,000 - \$800,000	16	3	2	0	5	0	27	0
\$801,000 - and up	36	1	3	0	10	0	17	0

FS = Fee simple ; LH = Lease Hold Data gathered from MLS on 5/16/2015

Kauai Condominiums for Sale

**TO BUY OR SELL
 A CONDOMINIUM
 ON KAUAI,
 CALL
 REAL ALOHA TEAM
 808-742-2244**

Name _____

Address _____

City, State, Zip _____

Phone _____ Email _____

I am interested in following:

The value of my property

I am considering selling my property | Property location: _____

I am considering purchasing property

Mail to: Real Aloha Team 1941-B Poipu Road, Koloa, HI 96756

Property Information Request

We will be happy to answer any real estate questions you have and to provide information on real estate activity.

Simply call, email or fill out and return this information request form.

For immediate assistance send via Fax 808-742-7685
 call us at 808-742-2244
 email: info@realalohateam.com

Real Aloha Team
1941- B Poipu Road
Koloa, HI 96756



scan to view
our website



Real Estate Newsletter from the south shore of Kauai



MLS# 279310

Listing Price: \$2,499,000

**2211 Pane Road, Poipu
4 Bedrooms, 3 Baths
Living Area: Approximately 2,471 sqft**

This is the perfect Poipu Beach resort home! Located across the street from Brennecke's Beach & 100 yards to Poipu Beach, this home is known as "Hale Halia", (home of fond remembrances). Home is currently used as a vacation rental with high occupancy. A 2-level home with views from every window, modern kitchen, screened-in lanai and much more.



MLS# 273508

Listing Price: \$2,495,000

**2301 Hoohu Road, Poipu
3 Bedrooms, 3 Baths
Living Area: Approximately 2,370 sqft**

Nestled on top of Hoohu Road in sunny Poipu is "Hale Okika." This wonderful home was designed to capture the ocean and coastline views to the west. The large lanai overlooks the in-ground pool and whale watching in season. Currently used as a vacation rental.