

KAUAI'S

# Real Aloha Team

Volume 3 Number 1

A Real Estate Newsletter

Winter/Spring 2016

## What Affects Property Values?

Many factors can affect the value of Real Estate, and those factors in today's world can change quickly.

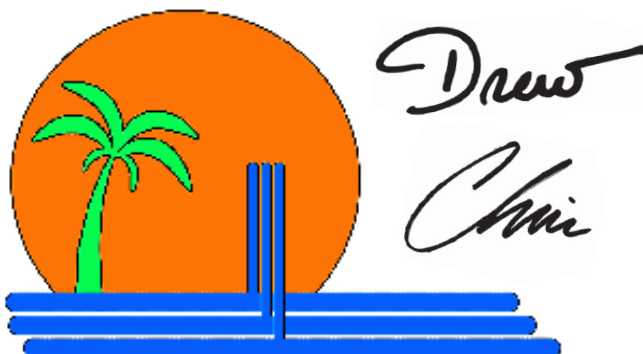
The list of items that can affect property values include: It's an election year, stock market is down, stock market is up, the Chinese are buying up Hawaii, tourism is down, tourism is up, interest rates are going up, demand is low, demand is high, location is great, location is not so great, supply is low, over supply, home is in excellent shape or this house needs a total remodel.

While the above list and more do affect property values, currently we look strongly toward comparable property sales and market trends.

If you own a Poipu condominium and want to sell your unit, we look to what has sold in your project, and what is the current market trend. If your neighboring unit sold for \$500,000 your chance of selling at \$600,000 is very slim. Market trends in your area affect the value, "NOT" what is happening in the Seattle or San Francisco Market.

When we work with our buyers and sellers, we provide them with current market trends and comparable property sales. That way, together we can make an informative decision on a property value for the purchase or the sale.

As always, the final decision is the clients.



Drew Vento  
REALTOR® Broker  
RB-14719  
808-639-0866  
drew@realalohateam.com



Chris Coscarella  
REALTOR® (S)  
RS-59226  
808-635-5200  
chris@realalohateam.com



## 2015 Reflection

Our first full year as a real estate team has proven to be very successful on many levels. We have updated our website, opened a Facebook account, organized our office, updated our computer system, increased our advertising, and much more. This was all done to provide our buyers and sellers with the best possible real estate experience, when buying or selling a home, condominium, or land parcel on Kauai. Over forty years of experience, 950 sales and \$350,000,000 million in sales on Kauai, does make a difference.

### Inside this issue:

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Contact the Real Aloha Team: Drew & Chris  
email: [info@realalohateam.com](mailto:info@realalohateam.com) phone: 808-742-2244 [www.realalohateam.com](http://www.realalohateam.com)



**MLS# 280909**

**Listing Price: \$1,199,000**

**3014 Kiahuna Plantation Dr., Poipu  
3 Bedrooms, 3.5 Baths**

New home just completed in January 2016. One level floor plan with 3 bedrooms & 3.5 baths, 2 car garage, split air-conditioning system, VDA subdivision, Plantation interior, quartz counter tops, coffered ceilings and many more custom touches. Located on the Kiahuna Golf Course fourth fairway with mountain views & cool breezes.



**MLS# 286109**

**Listing Price: \$760,000**

**3938 Ulu Alii Street, Kalaheo  
3 Bedrooms, 2.5 Baths**

**THE GRAND HOUSE OF KALAHEO!**  
If you are into entertaining, this is the house for you. The living room, dining area, two lanai's and kitchen blend into the ultimate floor plan. Workshop, two full car garage, along with a third storage garage, give you plenty of space for your cars and storage of your personal items.

## What is a Preliminary Report?

A preliminary report is a title report that is made before a title insurance policy is issued or when escrow is opened. It is usually issued for the purchaser or mortgagee of a property. The report reflects the status of the title to the property after an investigation has been made of the public records. Those matters affecting title are set forth as of the date and time shown on the report.

Information from Title Guaranty. To see the flyer go to <http://realalohateam.com/What-is-a-Preliminary-Title-Report>.



**TITLE GUARANTY**  
— TITLE & ESCROW SERVICES —

**KOLOA BRANCH:** 3417 E Poipu Road, #106 Koloa, HI 96756  
Phone: 808.742.8485 | [koloa@tghawaii.com](mailto:koloa@tghawaii.com)



**MLS# 280371**

**Listing Price: \$499,000**

**Lawai Beach Resort #A206  
1 Bedroom, 1 Bath**

Furnished, fee simple unit with great ocean views and exceptional landscaping. Enjoy the ocean breezes and watch the surf from your lanai. Property has 3 pools, jacuzzi & BBQ.



## Your top producing Real Estate Companies on Kauai's South Shore!

Brokerage	Year	Sales Volume	# of Sales
#1.Coldwell Banker Makai Properties	2013	\$68,975,970	124
#2. Kukui'ula Realty Group, LLC*	2013	\$45,851,300	23
#3. Pacific Ocean Properties	2013	\$33,971,285	68
#1.Coldwell Banker Makai Properties	2014	\$78,609,707	84
#2. Kukui'ula Realty Group, LLC*	2014	\$69,771,000	31
#3. Kauai Heritage Properties, LLC	2014	\$41,108,500	50
#1.Kukui'ula Realty Group, LLC*	2015	\$95,588,000	35
#2.Coldwell Banker Makai Properties	2015	\$66,107,607	88
#3.RE/Max Kauai Living	2015	\$33,576,000	48

### Information from the MLS Service on 1/7/2015.

\*Not a General Real Estate Brokerage Office

*If you see a spelling or grammatical errors in this newsletter, you will not be alone. Although we try to make it error free, we do make mistakes, sometimes lots of them. We are Realtor's, not English majors. So have a laugh with us when you find a mistake. Rest assure, we know Real Estate mo' betta then spelling and grammar.*

## FIRPTA & HARPTA

No these are not Hawaiian specialty cocktails. FIRPTA & HARPTA are serious withholdings of a sellers proceeds at the close of escrow. HARPTA is a 5% withholding of a non-Hawaiian Resident sales proceeds. The 5% withholding percentage is taken from the sales price amount. FIRPTA is now up to a 15% withholding of a non-USA Residents sales proceeds. The percentage's for FIRPTA have just recently changed. Like HARPTA, FIRPTA percentage amount is taken from the sales price amount. Every law has its rules, deadlines and exemptions, if you are Seller, know how FIRPTA and HARPTA will affect your bottom-line when you sell your Hawaiian property. If you have a question on these withholdings, we strongly urge you to contact your Tax Advisor, on how HARPTA and FIRPTA will affect your sale. Go to [www.realalohateam.com/FIRPTA-HARPTA](http://www.realalohateam.com/FIRPTA-HARPTA) for a brochure on FIRPTA and HARPTA.

**BUY/SELL REAL ESTATE ON KAUAI, CALL THE REAL ALOHA TEAM**  
808-742-2244 | 888-742-3739 | [info@realalohateam.com](mailto:info@realalohateam.com)



**MLS# 274576**

**Listing Price: \$639,000**

**3311 Uwila Place, Lawai  
4 Bedrooms, 2.5 Baths**

Vintage 1,610 sq/ft 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.



**MLS# 280909**

**Listing Price: \$364,500**

**4460 Ikena Pl, Kalaheo Pali Kai #50  
3 Bedrooms, 2 Baths**

This condo lives like a home, with three bedrooms, two baths on a two level floor plan. Three lanais/decks, usable loft, mountain view and unique living arrangement make this a real option for full or part time Kauai Living.

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**MLS# 290828**      **Listing Price: \$949,000**  
**1126 Lani Nuu Street, Kalaheo**  
**3 Bedroom, 2.5 Bath**

Great island style home that offers many options for indoor and outdoor living. Located on a cul-de-sac in Kakela Makai Oceanview Subdivision, is this well maintained home, with ocean & mountain views. Great home for entertaining!

## Pocket & Non-MLS Listing

You hear it all the time, "I got this pocket listing on a really good property." They may have a lead on a property, however until a formal listing document is signed with price, terms and expiration date, no listing has been created and a seller cannot be held to any price quoted to a buyer.

As Realtors we do have an avenue to market properties for our sellers, who choose not to list them in the MLS. Although it may limit the exposure of the property to the buying public, some owners see the value or timing of a non-MLS listing.

We currently have a few of these non-MLS listings (not pocket listings) that we have full listing agreements with price and terms. Eventually they will be in the MLS, however while we get the property ready for a MLS launch, we have a property to pre-market for our seller's.

Give us a call or email, if you would like to know more about our upcoming listings.

# Kakela Makai Oceanview Subdivision



**MLS# 280900**  
**1230 Pua Melia Street, Kalaheo**  
**Listing Price: \$299,000**  
**Approximately 10,804 sq/ft**  
**Phase 1, Lot #49**

Houses in front of this lot have been built and allows buyer to design a home to capture all the ocean and mountain views.

**NEW  
Price!**



**MLS# 283145**  
**Kua Aina Street, Kalaheo**  
**Listing Price: \$299,000**  
**Approximately 10,181 sq/ft**  
**Phase 3, Lot #37**

Ocean and mountain view in one of the best subdivision/areas on the south shore of Kauai.



**MLS# 288677**  
**Kua Aina Street, Kalaheo**  
**Listing Price: \$299,900**  
**Approximately 11,261 sq/ft**  
**Phase 3, Lot 46**

Slightly sloping lot with ocean views of the Poipu, the horizon and Kauai's amazing sunsets.



**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.



**Reserved for your listing!**



**NEW  
Listing!**

**MLS# 286015**  
**1176 Lani Nuu Street, Kalaheo**  
**Listing Price: \$317,000**  
**Approximately 10,667 sq/ft**  
**Phase 1, Lot #69**

Perched on hill for great Poipu and ocean views.



Only Oceanfront land parcel available in Poipu. 120 feet of level oceanfront land. Beautiful 8 foot permitted seawall. Stone's throw from a beautiful protected sandy beach. Perfect property to build a small beach house or cottage. Views of Spouting Horn, Kukuiula Beach and Harbor, Kukuiula Golf Course and the ocean.



**4546 Lawai Road**

**MLS# 289017**

**Listing Price: \$1,598,000**

**Land Area: Approx. 9,360 sq/ft**

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**MLS# 289386**

**Listing Price: \$859,000**

**4366 Puu Pinao, Omao  
3 Bedrooms, 2.5 Baths**

Private Omao home. Off the beaten path, down the long driveway is where your adventure begins. The current home has three bedrooms, two and a half baths, with a large kitchen, dining area, living room, with an additional office area on 1.95 acres of lush tropical plantings and a large variety of fruit trees. We also have a current ADU (Additional Dwelling Permit) to allow another home to be built on the property. Best value on the South Shore!



**MLS# 279310**

**Listing Price: \$2,499,000**

**2211 Pane Road, Poipu  
4 Bedrooms, 3 Baths**

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 two level home with views from every window, modern kitchen, screened in open lanai's and much more.

**Contact the Real Aloha Team: Drew & Chris**

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**Kiahuna Plantation #432**  
**MLS# 283476**  
**Listing Price: \$59,000**  
**Approximately 640 sq/ft**  
**1 Bedroom, 1 Bath**

One bedroom, one bath condominium in the Kiahuna Plantation Resort. Fully furnished and currently in a vacation rental program. Third floor unit, full kitchen, furnished, vaulted ceilings and a plantation style decor. Leasehold property.



**MLS# 283509 Listing Price: \$837,500**  
**Manualoha #901, Poipu Kai**  
**3 Bedroom, 3 Baths**

Three bedroom unit located on the greenbelt leading to Poipu Beach & with all the amenities of Poipu Kai Resort. The unit has been upgraded with a new kitchen and bathrooms, carpeting, paint and is completely furnished. The master bedroom has vaulted ceiling and a lanai that faces the greenbelt.



**Makahuena #1202**  
**MLS# 291456**  
**Listing Price: \$462,500**  
**Approximately 1,142 sq/ft**  
**2 Bedrooms, 2 Baths**

Recently remodeled. As you walk thru the unit you will enjoy the updated kitchen, tile floors and island style furniture. Need to relax? Take a swim in the ocean view pool or relax on the lanai with Kauai's cool breezes, afternoon shade and ocean views.

## Title Report

Realtor to their Seller. Do you have any liens, easements, deed restrictions or anything that will prevent us the ability to transfer a clear title to the buyer? Seller, no way, I got a clean title!

The title report is ordered and comes back with....Child support payments for the past 10 years, workman's liens to the building contractor, IRS taxes, loans still on record, that were paid off. The problem list can go on and on. Most of the time the seller doesn't even know they are there.

We at the Real Aloha Team, have a working relationship with Title Guaranty Escrow to provide us with a Title Report during the pre-listing and post listing process. This is a time and money saver for both the Realtor and the Seller.

We have more information on title reports on page two of this issue and at [www.realalohateam.com](http://www.realalohateam.com).

**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.**



**Prince Kuhio #132, Poipu**  
**MLS# 280166**  
**Listing Price: \$269,000**  
**Approximately 421 sq/ft**  
**Studio, 1 Bath**

Furnished ground floor studio unit only a few steps from the newly remodeled pool (2014), Koi Ponds & BBQ area. Looking out from the unit you see a huge variety of Hawaiian foliage. Prince Kuhio is a great location with a proven vacation rental history.



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

Ground floor, one bedroom, two bath unit comes completely furnished with island style furniture and is currently in a vacation rental program. Comfortable private lanai. Ocean view pool was just remodeled this year and looks amazing!

## 38 Years Ago!

Back in 1978 these properties were available to purchase.

### Homes

Koloa: Three bedroom's house on over an acre of land. Listed at \$125,000.

Kalaheo: Three bedroom's house on 10,372 square feet of land. Listed at \$79,500.

### Vacant Land

Kalaheo Land: 8,250 square feet of land, listed at \$35,000

Omao Land: 21,000 square feet of land, listed at \$36,000.

### Condominiums

Poipu Palms, two bedrooms, two baths, listed at \$95,000 furnished.

Kuhio Shores, one bedroom, one bath, listed at \$89,500.

Wanted: One good working time-machine, cash buyer!



**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. Located in one of Lihue best subdivisions.



**3660 Lolo View Estates, Kalaheo**  
**MLS# 277161**  
**21,780 sq/ft**  
**Listing Price \$549,000**

Ocean view from Poipu to Niihau, coastline and sunset views!

*If you have a question about real estate and/or would like to see other information in the next newsletter, please feel free to give us a call or send us an email.*

**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

### 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](mailto:info@realalohateam.com)

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

Contact the Real Aloha Team: Drew & Chris  
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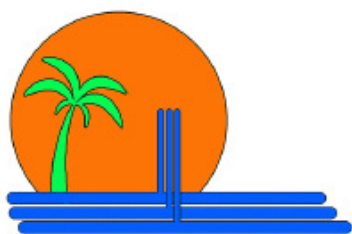
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Real Aloha Team  
1941- B Poipu Road  
Koloa, HI 96756



scan to view  
our website



## Real Estate Newsletter from the south shore of Kauai



**MLS# 287252**

**Listing Price: \$579,999**

**4390 Maha Road, Koloa  
3 Bedrooms, 1.5 Baths**

A classic plantation style home in Omao Homesteads. This 3 bedroom, 1.5 bath home in upper Omao is set on a good sized 19,445 sq/ft lot with distant valley and mountain views. The carport has room for two cars with an additional room/work area and a half bath with separate shower and laundry area.



**MLS# 285673**

**Listing Price: \$429,000**

**5464 Nanamua Street, Kekaha  
5 Bedroom, 3.5 Baths**

Large home in sunny Kekaha for the extended family or someone who needs lots of space. Open floor plan with plenty of space for entertaining, tile floors and built-in cabinets. The back portion of the home has an addition that can be used as separate quarters.