

West Hawaii Real Estate *“Live Big.”* March 2-15, 2018



Bayview Estates offers perfect retreat

Luxury and detail make up this prime 3-bedroom home
See page 4

Inside this Issue:

Featured Broker: Anabelle Smith

Coldwell Banker agent ensures buyers have the perfect experience
See more on page 3

Real Estate Statistics

Sales slowing only because inventory so tight
See more on page 6

Sold!

See a list of homes and condos sold recently throughout West Hawaii
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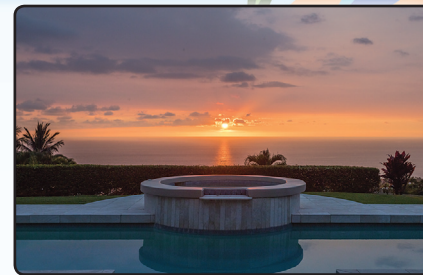
Hale Kehau Villa

Ocean Views! 3 Master Suites - 3,021 sqft w/private pool. Designer decorated, turn key furnished, oversized 2 car garage, gated, tennis courts and more!

MLS#607202

Hale Kehau100.com

\$895,000



78-6998 Ola Kino St., Bayview Estates

3 bd/3.5 ba - 2949 sqft interior, 900 sqft covered lanai. Great floor plan with space!! Fantastic sunset views!! Very private setting.

MLS#609752

78-6998-OlaKino.com

\$1,389,000



Kona Hills, 73-4526 Hane St.

Private estate home, amazing manicured gardens on one acre. Master suite plus 2 guest suites and home office. Gourmet kitchen with room for all your friends and family. Fully paid, net metered PV solar.

MLS#610022

73-4526-hane.com

\$1,525,000



Bayview Estates 78-7012 Mololani St.

Comfortably Elegant. Koa Flooring, Creston home system, pool and spa. Covered lanai with outdoor kitchen. Master suite plus 2 large guest suites, home office. Family room, Gourmet kitchen, Beautiful sunset and ocean views!

MLS#615581

ExecutiveBayviewHome.com

\$1,795,000



Kahakai Estates - 75-6197 Nakukui Dr

Beautiful turnkey furnished home located close to town with oceanview! Custom tiled pool with waterfall. 24,437 sqft lot!

MLS#611984

75-6197-Nakukui.com

\$935,000



76-6388 Kilohana St. - Kona Vistas

3 bd/3.5 ba - Designed with an artists eye, a wonderful home that welcomes you with wide open Ocean views and glorious sunsets. Net metered solar photovoltaic, offered furnished.

MLS#614452

76-6388-kilohana.com

\$1,525,000

78-6805 Kuhinanui Way Keauhou Estates

3bd/2.5ba - 2804 sqft - Vacation Rental/Second Home Recently renovated. Ohia posts, custom wood corner pocket doors.

MLS#610671

78-6805-Kuhinanui.com

\$1,345,000



Villas at Keauhou #103

Stunning sunset and ocean views! Private end of cul-de-sac location with side yard. 2 bedroom 2 bath extended covered lanai. Turn key furnished Comfort and classic style.

MLS#615582

VillasatKeauhou103.com

\$850,000

Villas at Keauhou #139

2bd/2ba, Spectacular ocean view. Amazing contemporary remodel design, high end finishes and upgrades throughout, offered turnkey furnished.

MLS#614191

VillasatKeauhou-139.com

\$849,000



Kanaloa at Kona

Upgraded and Oceanfront 2 bd/2 ba single level. Vacation Rental potential, Custom lanai doors open completely. Turnkey furnished.

MLS#610471

KanaloaKonaOceanfrontCondo.com

\$859,000

Vacant Lot: Buy Now Build Later!

- MLS # 615003 TMK 3-7-8-21-02
Keauhou Estates. Seller Financing. \$335,000



Featured Top Agent
TOP AGENT
MAGAZINE

Kristina R. Vaughn Hazard,
(R) RS-59457, SRS, GRI, ABR, ALHS

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Featured Broker**Anabelle Smith, R(S), Coldwell Banker Maryl Realty**

Anabelle Smith has been a proud and happy resident of Kona since 1997. She had traveled extensively and lived in several different countries, but

always dreamed of living on an island. She loves wide-open spaces, a diversity of climates and beautiful tropical landscapes. When she visited the Big Island for the first time in the mid '90s, she immediately realized that it was

Her experience searching for and discovering different properties was so exciting and fun, she decided to make a career out of it. She earned her Hawaii real estate license in 1997 and never looked back.

"As a Realtor, one of my top goals is to provide my clients with an enjoyable experience while finding their dream home. I do my very best to meet, and even exceed, their expectations."

the perfect place to call home. She sold her house in California, packed her bags and moved to Hawaii.

Shortly after arriving in Kona, she started searching for her perfect Hawaii property. She recalls: "Like many buyers, I had Champagne taste but only a beer budget. It took me nearly six months of searching to find the right home for myself. I love it, and I still live there to this day!"

"As a Realtor, one of my top goals is to provide my clients with an enjoyable experience while finding their dream home. I do my very best to meet, and even exceed, their expectations."

Anabelle has been with Coldwell Banker Maryl Realty for nearly five years. She feels that they are the best possible brokerage firm for her, and she is proud to be a part of such a professional, trustworthy and dedicat-

ed group of Realtors. Whether working with buyers or sellers, Anabelle and her associates always strive for excellence, and they work hard to fulfill their clients' real estate needs.

Anabelle is committed to all her clients, constantly showing great dedication, honesty, enthusiasm and hard work. She tells prospective buyers: "If you're thinking of hiring a Realtor, I hope you'll read my clients' reviews and testimonials. If you give me a chance to be your Realtor, I will deliver! ■"

CONTACT:

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Real Estate "Live Big."

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**BAYVIEW ESTATES LUXURY**

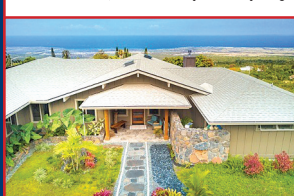
Enter through lead glassed doors to a home of amazing beauty in finish and architecture, drawing you to magnificent blue ocean views. This home blends privacy with exclusivity featuring 3 Bd/3 Baths. The gourmet kitchen includes island with prep sink/disposal. A single level luxury home that comes truly turn-key furnished, situated on a quiet cul-de-sac that's as peaceful as the glass tiled waterfall.



MLS 615094 **\$1,425,000**

HUALALAI VISTAS

Featuring panoramic ocean views this Peggy Chestnut custom built home includes two separate living areas, and is a complete work of art. Every room in this 4 BD/3 Bath luxury estate is fashioned to inspire the senses. Surrounded by an acre of fruit trees, this home truly has everything!



MLS 612148 **\$1,295,000**

**46 ACRES LUSH HAWAII RANCH LAND**

Monkey Pod Ranch land just south of Hukouia, along A111 Bypass captures dramatic ocean and coastline views! This luxurious ranch land is consistently mowed and includes self-sustained Hawaiian cottage with photovoltaic/filtered rain water held in a state of the art catchment tank. The luxury cottage is beautifully designed with 2Bd/2.5 Bath. Offers a convenient location, along with the feeling of getting away from it all! Investment opportunity to subdivide in either 5-acre parcels or 2 parcels with a minimum of 20 acres.



MLS 611741 **\$8,500,000**

OCEANFRONT SPECTACULAR

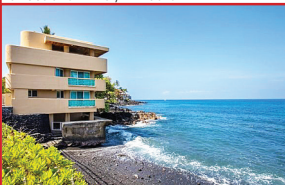
Successful oceanfront, fully furnished, vacation rental! Step through the gated courtyard to a front entrance of blue ocean just in front of you as you're mesmerized by the stunning coastline. 3 Bed/3 Baths.



MLS 606606 **\$1,795,000**

**OCEANFRONT VACATION RENTAL**

The eye catching oceanfront stunner on Alii Drive captures the essence of oceanfront living. NO yard maintenance on this one as the building is three stories of pure ocean delight! Situated on the water's edge, this 4 bedroom, 4 bathroom oceanfront estate captures incredible ocean views in all directions! 4 Bd / 4 Baths.



MLS 607771 **\$1,799,000**

KOHALA BY THE SEA

Sweeping panoramic ocean views! Pool and spa! Photo voltaic! Whale watching at its very best! Extraordinary luxury residence nestled and perched up just above the magnificent blue ocean! Top of the line finishes and gated! 4 Bd / 3 Full Baths, 2 Half Baths.



MLS 290294 **\$2,149,000**

LUXURY ESTATE

Experience the verdant luxury of South Kona with this 3 bd / 3 Bath with an office, South Kona Estate. Situated on 2.28 Acres, the residence is surrounded with coffee plants, fruit trees, and much more. The property also boasts views from Keauhou to South Point that will be sure to amaze and inspire you every day! Very close to Keauhou, shopping and beach activities!



MLS 611738 **\$929,000**

KOHALA RANCH SENSATION

Set in the highly desirable Heathers of the Kohala Ranch, this 4 BD/3.5 Bath home is a tremendous value. Spend the day enjoying endless views on this privately gated and fenced 3.14 Acre Custom Estate, or keep cool relaxing in the swimming pool!



MLS 612657 **\$1,099,000**

CUSTOM SPECTACULAR

An extraordinary estate residence awaits you as you enter a beautiful gated entrance into this charming small development of just 8 parcels, nestled in one the most desirable areas of Kailua-Kona in Historical Hualaloa. 4 Bd / 4.5 Baths.



MLS 299272 **\$2,099,000**

HALE PAPA LANI RETREAT

Situated only minutes from Kailua Kona, this Gated 5 Bd / 5 Bath Hawaiian plantation estate is situated on 5.53 meticulously manicured acres. This property boasts 2 additional separate cottages, a pool, fruit trees, garden paths, and water features. Incredible Ocean and Bay views!



MLS 611052 **\$1,699,000**

Featured Property

Bayview Estates offers perfect retreat



Walk right into your very own fully furnished tropical retreat nestled in one of the most desirable gated communities in Kona.

A secluded garden beckons you to walk over a soothing water pond entry to the front doors, which open up to a stunning panorama of breathtaking views. Located in the residential enclave of Bayview Estates, this three-bedroom, three-and-a-half bath home features 2,740 square feet of distinctive living space. Twenty-four wood-framed sliding pocket doors open entirely to create the quintessential indoor-outdoor island experience.

Oriented to take full advantage of the cool mauka-makai breezes, the home's design showcases luxury and attention to detail at every turn. Perfect for entertaining, the sizeable gourmet kitchen comes complete with beautiful granite countertops, custom hardwood cabinets, and top-of-the-line Subzero/Wolf appliances.

The kitchen island offers barstool seating and a natural gathering spot for conversation.

A seamless extension of the kitchen, the great room and large, open lanai present relaxing areas for enjoying incredible sunsets, glorious blue-sky mornings, and intimate evenings surrounded by mood lighting or candlelight. Soffit ceilings illuminate the premises at night, creating a magical tropical setting.

Bayview Estates is located in the exclusive resort area of Keauhou, home to a championship golf course, the upscale Keauhou Shopping Center, the Sheraton Kona Resort & Spa, and the enticing waters of Keauhou Bay. Ideal as a family or vacation home, the residence boasts three private bedrooms, one of which is a master suite that occupies its own separate wing. The junior master suite and the additional guest bedroom are located on the other side of the house, providing private accommoda-

tions for visiting friends and family members. The junior master suite even has its own private entrance, making it all the more practical for hosting visitors and guests.

Outside, a swimming pool and smaller dipping pool offer refreshment and relaxation any time of day or night. Enjoy the magnificent peace and quiet under the stars or beneath blue skies at this tucked-away neighborhood located just minutes from beaches, historic landmarks, surf spots, tennis, golf, sportfishing, recreational activities, shopping, dining, a movie theater, and the downtown convenience centers of Kailua-Kona.

Tastefully appointed, this stylish residence is offered turnkey with furnishings and décor (other than a few excluded personal items). A fully paid home warranty is also included with the sale of the house on the appliances and pool equipment. ■

Featured Home

LISTED BY:

"Team Sold Hawaii"

Tina Kitchens, RS-79714

808-936-9712

Derinda Thatcher, RB-16450

808-960-3433

Chelsea Rosario, RS-79058

808-443-8497

Clark Realty Corporation

75-5722 Kuakini Hwy., Ste 103

Kailua-Kona, HI 96740

Office: 808-329-5255

Website: www.TeamSoldHawaii.com

MLS: 611035

Price: \$1,475,000

Existing-home sales slip 3.2 percent in January

Existing-home sales slumped for the second consecutive month in January and experienced their largest decline on an annual basis in over three years, according to the National Association of Realtors. All major regions saw monthly and annual sales declines last month.

Total existing-home sales, which are completed transactions that include single-family homes, town-homes, condominiums and co-ops, sank 3.2 percent in January to a seasonally adjusted annual rate of 5.38 million from a downwardly revised 5.56 million in December 2017. After last month's decline, sales are 4.8 percent below a year ago (largest annual decline since August 2014 at 5.5 percent) and at their slowest pace since last September (5.37 million).

ing less affordable and desperately need more new listings to calm the speedy price growth."

The median existing-home price for all housing types in January was \$240,500, up 5.8 percent from January 2017 (\$227,300). January's price increase marks the 71st straight month of year-over-year gains.

Total housing inventory at the end of January rose 4.1 percent to 1.52 million existing homes available for sale, but is still 9.5 percent lower than a year ago (1.68 million) and has fallen year-over-year for 32 consecutive months. Unsold inventory is at a 3.4-month supply at the current sales pace (3.6 months a year ago).

"Another month of solid price gains underlines this ongoing trend of strong demand and weak supply. The underproduction of single-

"While the good news is that Realtors in most areas are saying buyer traffic is even stronger than the beginning of last year, sales failed to follow course and far lagged last January's pace. It's very clear that too many markets right now are becoming less affordable and desperately need more new listings to calm the speedy price growth." - Lawrence Yun, NAR Chief Economist

Lawrence Yun, NAR chief economist, says January's retreat in closings highlights the housing market's glaring inventory shortage to start 2018.

"The utter lack of sufficient housing supply and its influence on higher home prices muted overall sales activity in much of the U.S. last month," he said. "While the good news is that Realtors in most areas are saying buyer traffic is even stronger than the beginning of last year, sales failed to follow course and far lagged last January's pace. It's very clear that too many markets right now are becoming

family homes over the last decade has played a predominant role in the current inventory crisis that is weighing on affordability," said Yun. "However, there's hope that the tide is finally turning. There was a nice jump in new home construction in January and homebuilder confidence is high. These two factors will hopefully lay the foundation for the building industry to meaningfully ramp up production as this year progresses."

First-time buyers were 29 percent of sales in January, which is down from 32 percent in December 2017



and 33 percent a year ago. NAR's 2017 Profile of Home Buyers and Sellers – released in late 2017 – revealed that the annual share of first-time buyers was 34 percent.

According to Freddie Mac, the average commitment rate (link is external) for a 30-year, conventional, fixed-rate mortgage moved higher

for the fourth straight month to 4.03 percent in January from 3.95 percent in December.

The average commitment rate for all of 2017 was 3.99 percent.

"The gradual uptick in wages over the last few months is a prom-

ising development for the housing market, but there's risk these income gains could be offset by the recent jump in mortgage rates," said Yun.

"That is why the pace of added new and existing supply in the months ahead is worth monitoring. If inventory conditions can improve enough to cool the swift price growth in several markets, most prospective buyers should be able to absorb the higher borrowing costs."

Properties typically stayed on the market for 42 days in January, which is up from 40 days in December 2017 but down from a year ago (50 days). Forty-three percent of homes sold in January were on the market for less than a month. ■

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MLS Statistics

The North Kona Residential market data from the Griggs Report continues on an upward trend. The number of homes sold and Median Price are up from the previous 12 months. The result of the strong sales activity is a dwindling supply of homes for sale. The strong demand and shrinking supply will continue to drive prices higher.

You can see in the Price Range table that the greatest increase in sales is in the \$500,000 to \$900,000 price ranges with 53 more homes sold than in the previous 12 month period.

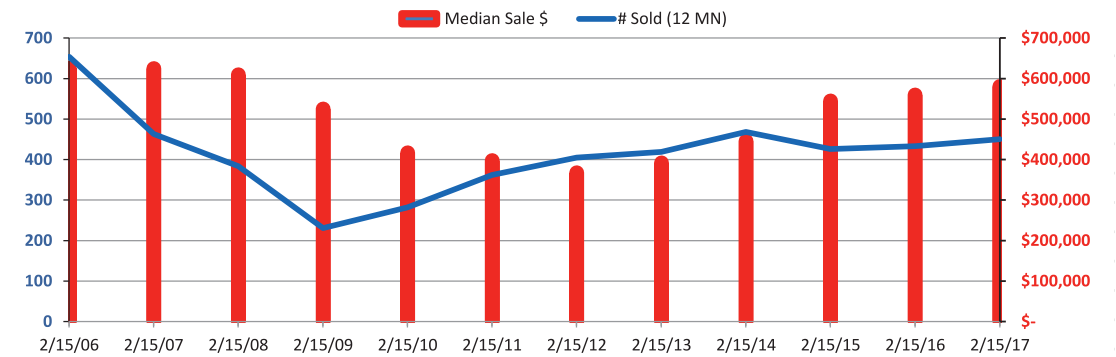
The under \$500,000 price ranges shows the greatest decline due to lack of inventory. Inventory of homes priced below \$500,000 stands at 12 homes.

The Island 12 Month Sales Data shows Residential Sales Numbers and Average Prices are up islandwide. The more affordable East Hawaii market is showing the greatest price increase.

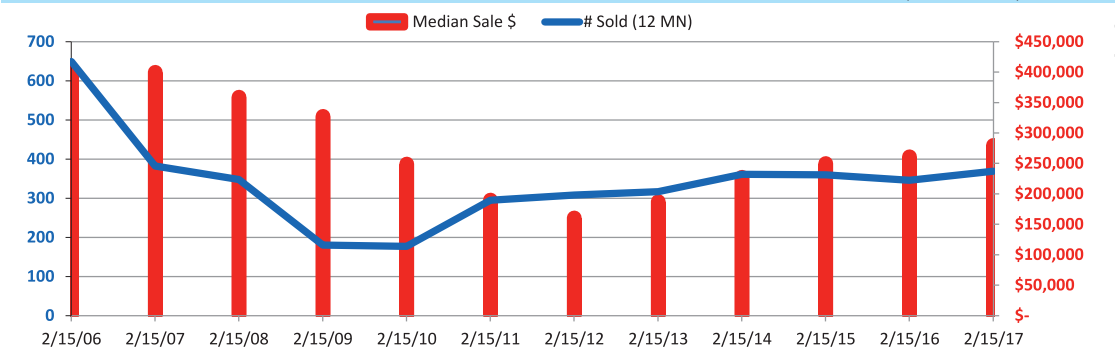
Chart 2 - North Kona Condo data clearly shows the steep increase in 12 months sales numbers, while inventory shows a corresponding decline. Median Price increase continues at a very sustainable pace of + 4%.

Historically, sales data shows that in market cycles in Kona the previous peak prices are surpassed by a substantial amount at the next market cycles peak. The Residential and Condo Price Charts show current prices are below their previous peaks. This suggests it is possible the current price growth trends will continue for the next several years. ■

North Kona Residential # Sold In Past 12 Months vs. Median Sale Price (thousands)



North Kona Condominium # Sold In Past 12 Months vs. Median Sale Price (thousands)



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MLS Statistics

North Kona Homes Priced to \$4.0M

	# For Sale	Sold Last 12 Mos.	Median Sale \$	Sold Last 30 Days
2/15/06	319	654	\$625,300	51
2/15/07	385	463	\$625,000	42
2/15/08	440	384	\$609,300	18
2/15/09	460	231	\$525,000	12
2/15/10	398	282	\$416,800	18
2/15/11	285	362	\$398,000	25
2/15/12	258	405	\$368,000	29
2/15/13	202	419	\$392,000	33
2/15/14	206	468	\$445,800	31
2/15/15	213	426	\$545,300	38
2/15/16	270	433	\$560,000	34
2/15/17	257	450	\$581,000	34
2/15/18	185	505	\$615,400	32
Percentage Change since 2017	-28%	12%	6%	-6%

North Kona Condos Priced to \$1.5M

	# For Sale	Sold Last 12 Mos.	Median Sale \$	Sold Last 30 Days
2/15/06	307	649	\$399,500	34
2/15/07	421	382	\$400,000	18
2/15/08	411	348	\$359,000	10
2/15/09	388	180	\$327,500	8
2/15/10	294	177	\$249,000	22
2/15/11	224	295	\$189,900	28
2/15/12	174	308	\$160,600	24
2/15/13	145	317	\$187,500	26
2/15/14	127	361	\$227,500	32
2/15/15	155	360	\$250,000	35
2/15/16	225	346	\$261,000	25
2/15/17	202	369	\$280,000	31
2/15/18	155	443	\$289,900	25
Percentage Change since 2017	-23%	20%	4%	-19%

HAWAII ISLAND HOME SALES PRICES

	2016	2017
HAWAII ISLAND TOTAL	\$523,400	\$563,100
EAST HAWAII (3-1 TO 3-4)	\$272,700	\$298,700
WEST HAWAII (3-5 TO 3-9)	\$853,300	\$880,600

The data and charts are excerpts from the "Griggs Report". The report is a semi-monthly real estate market perspective compiled by Michael B. Griggs, PB, GRI. The data source is the Hawaii Information Service. If you would like to be added to the e-mailing list for the full report please email: 2mikegriggs@gmail.com.

N. Kona Residential Price Range Table

	2017 Sold	2018 Sold	Gain/ Loss
TO \$400,000	48	29	-19
\$401,000 to \$500,000	78	79	1
\$501,000 to \$700,000	158	204	46
\$701,000 to \$900,000	83	95	12
\$901,000 to \$1.5M	67	72	5
\$1.5M to \$4.0M	19	28	9
Over \$4.0M	29	28	-1
TOTAL KONA HOME SALES (12 MONTHS)	482	535	53



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HISTORIC VOLCANO ESTATE
Classic home located in the heart of Volcano Village on 13.6 acres with gated entry, a separate guest house, stable, studio-like structure and lush grounds leading to riding trails. Perfect for that special person who appreciates a historic plantation-style home.

\$1,999,000 MLS#612371



SOUTH KONA COFFEE FARM
Soko Coffee and Tea Farm located in South Kona on 1.7 acres, at approx. 1800 ft. elevation for cool living. The main coffee shack is 3 bedrooms, 1 bath plus a master bath with a jetted tub. House can be sold furnished. ORGANIC farm has fruits and plants such as pineapple, banana, papaya, avocado, oranges, mac nut, coffee and tea and more. 2 separate rental units on the property for additional income.

\$388,888 MLS#611980



KEALAKEKUA BAY ESTATES
Elegant custom home with 3 bedrooms, 3 baths and a air-conditioned wine cellar. This well manicured, 1 acre pie-shaped property has stunning views of the historic Captain Cook Monument and Kealahou Bay, it also boasts sweeping coastline, ocean and mountain views. Entertain family and friends on the spacious lanai while watching the breathtaking Hawaiian sunsets!

\$1,099,000 MLS#615058



KONA PARADISE
Great beach house just 2 blocks up from beautiful Pebble beach. This house has an open airy floor plan with 3 bedrooms and 2 baths with an extra bonus room downstairs. With 2 large lanai's front and back take in the beautiful ocean and horizon views.

\$454,000 MLS#609764



OCEANFRONT CONDO
Top floor oceanfront turnkey furnished 2 bedroom, 2 bath unit in Kona Bali Kai. Great surf spot right out front so you can privately sit on your lanai and watch the wave and surf action, dolphins, whales and year round sunsets! Covered parking, pool, BBQ's and picnic tables are available so you can enjoy outdoor living by the water.

\$499,000 MLS#614398



HONOMALINO FARM
Fully fenced and gated 6.73 acres with Hwy. 11 frontage and a number of great house sites. Professionally planted and maintained mature orchard with a 13,000 gallon water tank installed for irrigation and a yurt on the property. Close to Milolii and Honomalino Beach for your ocean activities.

\$320,000 MLS#608992



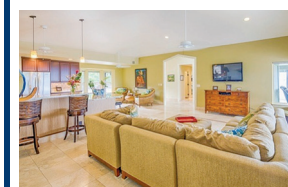
NA'ALEHU ACREAGE
Rarely available 16.41 acres which is entirely fenced and gated. This stunning view property has green grass, beautiful sweeping ocean, coastline and valley views. Build your dream home and a separate agricultural structure on this gentle sloping property. Only 5 minutes to historic Na'alehu town.

\$299,000 MLS#614838



RAINBOW B&B
Old Hawaii style residence and established Rainbow B&B business. This licensed B&B is well known with a great occupancy rate and it's been in business for almost 20 years. Run it as a B&B or use it for 2 or more large families, the opportunities are endless! Cash sale preferred..

\$1,295,000 MLS#611108



LANI KAI ESTATES
Own a piece of paradise on nearly 1 acre, nestled on the slopes of Hualalai just two miles south of historic downtown Kailua-Kona. This newly remodeled 3 bedroom, 3 bath home consists of approximately 2,217 sqft. of living area. Approximately 200 coffee trees surround the property on all sides enhancing the serenity and privacy. This home was completely remodeled in 2014.

\$1,100,000 MLS#612381



KEALAKEKUA BUNGALOW
Beautiful bungalow totally remodeled and upgraded with bamboo flooring, granite tiled kitchen counter tops with beautiful custom made mango wood bar for entertaining. Open living and dining room with 3 bedrooms each with their own private baths. A large covered lanai overlooks a custom designed pool with sweeping mountain and ocean views including Captain Cook Monument and stunning sunsets!

\$1,075,000 MLS#615115

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Holualoa



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MLS 614106 | Prime property—rarely available! Two homes located on one lush country acre. The main home has two levels: 3/2 upstairs with great room, fireplace, country kitchen and spacious lanai. Downstairs is a studio with bath and screened-in lanai. The second home is a 2BD/1BA, privately located with living room, kitchen, laundry and large screened-in lanai. **\$1,100,000**



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Gerry L. Rott

RB-11563

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GerryRott@yahoo.com



Komohana Kai

\$850,000

613234.clarkhawaii.com

MLS 613234 | Wonderful and wide ocean views and terrific natural breezes, 2,978 sq ft, 3 bedroom, 3 bath with separate studio and another full bath. Custom home offers open architecture and high ceilings, solar PV system and central AC.



Greg Gerard

RB-18054

ABR, CIPS, CRS, GRI

808.987.7720

ggerard@clarkhawaii.com



Na'alehu

\$9,900,000

614175.clarkhawaii.com

MLS 614175 | With deep soil, vast pastures and stunning open vistas, this 218-acre parcel offers the owner many possibilities for future use. Large oceanfront acreage like this is highly valued and rarely available. If privacy is what you seek this could be your spot. This land is used for grazing and other agriculture.



Leslie M. Agorastos

RB-7038

808.937.4022

leslie.agorastos@gmail.com

**Hakuela****\$473,500****613063.clarkhawaii.com**

MLS 613063 | If you are looking for a Mauna Kea view property, this 5-acre parcel is a must-see! It is rare to find a level lot that offers such a great Mauna Kea view while also being conveniently located so near to Waimea town. Deep soil, excellent pasture. Horses welcome!



Gary L. Davis
RS-13614, CRB
808.936.3680

gdavis@clarkhawaii.com**Country Club Villas #219****\$455,000****sellison.clarkhawaii.com/mls/614638**

MLS 614638 | Imagine your own get-a-way in Hawaii! Now offered is this beautiful & tastefully refurbished 2 bed/2bath 1,000 sq ft condo at Country Club Villas located on the 18th Fairway of the Kona Country Club. This easy access bridge unit boasts a tropical ocean view from large lanai, master suite, living room and kitchen! Currently in vacation rental program and sold furnished.



Steven J. Ellison
RS-54260, CRS
808.936.3000

info@Kona-RealEstate.com**Kuakini Heights****\$680,000****613971.clarkhawaii.com**

MLS 613971 | Located in the beautiful and desirable neighborhood of Kuakini Heights, this two story 3 bedroom 2 bath home is extremely well maintained with mature landscaping and horizon views of the ocean.



Georgia 'Gae' Callaway
RB-14841, CRS, GRI, SRS
808.987.2590

gcallaway@clarkhawaii.com

Sean Allen
RS-71868
808.640.9087

sallen@clarkhawaii.com**Hali'i Kai****\$1,195,000****612196.clarkhawaii.com**

MLS 612196 | Popular vacation rental! Turn-key furnished 3 bed, 3 bath town home with stunning ocean and golf course views from two lanais. Premier location close to Hali'i Kai's fabulous resort amenities, including lagoon-style pool.



Cindy Whittemore
RS-61689, ABR
808.989.1920

Cindy@CindyWhittemore.com

Gerry L. Rott
RB-11563
808.937.1917

GerryRott@yahoo.com

Fourth quarter home prices up 5.3 percent; nearly two-thirds of markets at all-time high

An uptick in existing-home sales in the final three months of 2017 pulled down housing inventory to an all-time low and kept home-price growth at its recent robust pace, according to the latest quarterly report by the National Association of Realtors.

The national median existing single-family home price in the fourth quarter was \$247,800, which is up 5.3 percent from the fourth quarter of 2016 (\$235,400). The median price during last year's third quarter climbed 5.6 percent from the third quarter of 2016.

Single-family home prices last quarter increased in 92 percent of measured markets, with 162 out of 177 metropolitan statistical areas (MSAs) showing sales price gains in the fourth quarter compared to a year ago. Twenty-six metro areas (15 percent) experienced double-digit increases (11 percent in the third

quarter), and 18 metros eclipsed their previous peak sales price. Overall, home prices are now at their all-time high in 114 markets (64 percent).

Lawrence Yun, NAR chief economist, says 2017 capped off another

risen a cumulative 48 percent since 2011, yet during this same timeframe, incomes are up only 15 percent. In the West region, where very healthy labor markets are driving demand, the gap is even wider."

"These consistent, multi-year price gains have certainly been great news for homeowners, and especially for those who were at one time in a negative equity situation; however, the shortage of new homes being built over the past decade is really burdening local markets and making homebuying less affordable."
- Lawrence Yun, NAR Chief Economist

year where home prices in most markets ascended at a steady clip amidst improving sales and worsening inventory conditions.

"A majority of the country saw an upswing in buyer interest at the end of last year, which ultimately ended up putting even more strain on inventory levels and prices," he said. "Remarkably, home prices have

Added Yun, "These consistent, multi-year price gains have certainly been great news for homeowners, and especially for those who were at one time in a negative equity situation; however, the shortage of new homes being built over the past decade is really burdening local markets and making homebuying less affordable."

Total existing-home sales, includ-

ing single family and condos, increased 4.3 percent to a seasonally adjusted annual rate of 5.62 million in the fourth quarter from 5.39 million in the third quarter, and are 1.3 percent higher than the 5.55 million pace during the fourth quarter of 2016.

At the end of the fourth quarter, there were 1.48 million existing homes available for sale, which was 10.3 percent below the 1.65 million homes for sale at the end of the fourth quarter in 2016. The average supply during the fourth quarter was 3.5 months - down from 4.2 months in the fourth quarter of last year. ■

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KALOKO



VACANT LAND
Kaloko Subdivision
4.95 ACRES
North Kona

This graded 4.95 acre property is in town but seems miles away. The views are fabulous year around. **Call Chuck.**

MLS# 612860 **\$564,000**

Clark Realty
 CORPORATION

75-5722 Kuakini Hwy, Ste #103
 Kailua Kona, HI 96740



CHUCK TAYLOR, RB-21375
 808.895.2232
 chuck@chucktaylorproperties.com
 www.chucktaylorproperties.com

C. BRYAN CALDWELL, RS-65917
 808.896.7901
 cbryancaldwell@hawaii.rr.com



LAND FOR SALE

MLS 609288: Waikoloa Village.
 Excellent ocean and mountain views
 10,679 square foot lot.
\$149,000.



THREE OCEANFRONT LOTS ON ALI DRIVE

A RARE opportunity to build 3 separate oceanfront homes—great for a family estate or compound. Park-like setting w/magnificent Monkey Pod & Coconut Trees & lush lawns. Adjacent to sandy swimming cove & tidal pools. No CC&R's—No Maintenance Fees.

MLS #610654 • \$2,650,000



KEALAKEKUA BAY ESTATES

View! View! View! Beautiful single level home in gated community just a short drive to Kealahou Bay. Located at the top of the subdivision allows for expansive, panoramic Ocean Views. Immaculate and nearly new—quality finishes throughout!—3B/2B on 1 Acre.

MLS #608553 • \$1,075,000



KALOKO CHALET & CABIN

Charming Scandanavian Chalet-Style Home with 2Bed/2-1/2Bath + Loft with ocean views in the Kaloko Forest on 2 ACRES. Cathedral Ceilings & knotty pine paneling make a cozy atmosphere with Central Heat, Dehumidifier and Gas Fireplace. The 2Bed/1Bath Cabin is away from the Main Home for Privacy.

MLS #614649 • \$975,000



OCEANFRONT-SURF & RACQUET

Stunning Ocean & Town Views from almost every room! Elegantly appointed and beautifully furnished – 2B/2B – never rented. Newer Kitchen Cabinets & Appliances & Granite Counters. Large Pool & 3 Tennis Courts. Close to Shopping & Beaches. Immaculate & Easy to See!

MLS #612570 • \$678,300



KAPA'AU COMMERCIAL/RETAIL BUILDING

Located in the heart of town with many possibilities. Previously used as Art Gallery. Existing Retail Building and two 2 Bedroom/1 Bath Plantation-style homes. Opportunity to live and work in Old Hawaii. Brand new septic system just installed. Easy to See!

MLS #613444 • \$645,000



OCEANFRONT SEA VILLAGE

Preferred Bldg. 4 – Best view in Kona with miles of ocean, town and daily sunsets. Partially furnished, 2B/2B – NO STAIRS. Needs Cosmetic TLC – Convenient Café on site. Walk to Town-Oceanfront Pool & Spa.

MLS #609523 • \$445,000



WHITE SANDS VILLAGE #217

Ultimate Designer upgraded 2BD/2BA condo w/good ocean views. Beautiful granite kitchen counters and tile floors. Beautifully furnished. NO STAIRS—ELEVATOR, -2 Tennis Courts—Quick Show! Easy to See.

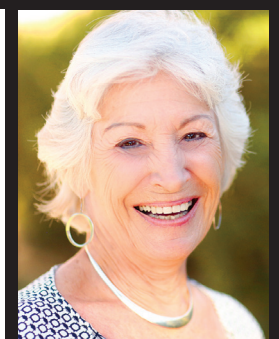
MLS #603456 • \$419,000

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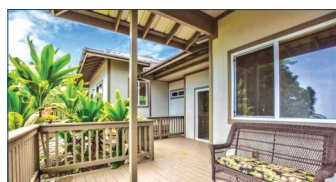
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SOLD!*February 5 to February 19, 2018*

LISTED AT	SOLD FOR	LOCATION	BED/BATH	DAYS ON MARKET
North Kona Homes				
\$575,000	\$575,000	Puu Lani Ranch	3 bed/2.5 bath	9
\$450,000	\$450,000	73-4343 Imo Pl.	3 bed/2.5 bath	21
\$580,000	\$583,000	73-1106 Ahikawa St.	3 bed/2.5 bath	8
\$349,000	\$325,000	Queen Liliuokalani	5 bed/2.5 bath	357
\$771,000	\$771,000	74-4720 Waiha Loop		0
\$530,000	\$525,000	75-6105 Haku Mele St.	4 bed/2.5 bath	9
\$919,000	\$919,000	75-5259 Mamalahoa Hwy.	5 bed/5 bath	0
\$1,795,000	\$1,800,000	75-6138 Alii Dr.	3 bed/3 bath	227
\$479,000	\$477,000	76-6200 Plumeria Rd.	3 bed/4 bath	13
\$599,000	\$580,000	76-3037 Holualoa Hui Rd.	4 bed/4 bath	290
\$749,000	\$739,000	76-4300 Leilani St.	3 bed/2 bath	0
\$1,150,000	\$1,150,000	76-856 Iwa Pl.	3 bed/2.5 bath	0
\$599,000	\$590,000	77-185 Kekai Pl.	2 bed/3 bath	8
\$395,000	\$375,000	78-6400 Mamalahoa Hwy.	2 bed/2 bath	59
\$679,000	\$665,000	78-6856 Walua Rd.	3 bed/3.5 bath	18
North Kona Condos				
\$3,800,000	\$3,800,000	Hale Hinahina #6	3 bed/3 bath	0
\$104,900	\$105,000	Alii Villas #116	1 bed/1 bath	9
\$120,000	\$115,000	Kona Polynesia #103A	1 bed/1 bath	28
\$190,000	\$185,000	Kona Mansions V #106	1 bed/1 bath	25
\$193,000	\$195,000	Casa de Emdeko #A304	1 bed/1 bath	27
\$230,000	\$225,000	Kona Shores #135	2 bed/1 bath	45
\$299,900	\$290,000	Alii Lani #P104	2 bed/2 bath	29
\$390,000	\$382,000	Kona Sea Villas #C2	2 bed/2 bath	33
\$419,000	\$372,000	Ala Ka La Apts. #7	2 bed/2.5 bath	149
\$439,000	\$429,000	Kona Reef #F1	1 bed/1 bath	31
\$439,000	\$433,000	Kona Isle #D21	1 bed/1 bath	37
\$199,000	\$199,000	Kona Ball Kai #251	1 bed/1 bath	14
\$203,000	\$197,000	Kona Bali Kai #253	1 bed/1 bath	48

**COLDWELL
BANKER****COLDWELL BANKER MARYL REALTY****UPSCALE KAOHE
RANCH ESTATES**

Spacious, new 3 bed/2.5 home on 5+ acres. Ocean, sunset views in country setting. Private gated entry to Kaho Ranch Estates, an upscale community. Homes are rarely available in this subdivision.

Kona Carla Womack (808) 896-6768
RS-61019 \$699,950 / 608028

**LUXURY HOME -
KONA BAY ESTATES**

Amazing 2-story, 4 bed/4.5 bath luxury home in prestigious gated community. Step right out onto the beach from the lanai! Hardwood floors, granite counters & hot tub. Fabulous opportunity in Kona Bay Estates.

Karen Ostlie (808) 937-1174
RS-60256 \$2,999,999 / 614014

FEATURED AGENT**Kelly Akao**

RS-66993

Cell # (808) 938-1118

KellySellsHawaii@gmail.com

**AFFORDABLE HOME IN HOVE -
ALOHA BLVD.**

Well-maintained, 2 bed/2 bath home with converted carport for outdoor dining, barbecue area or additional living space. Excellent location, well-placed away from the main road. Less than 2 minutes to main highway.

Kelly Akao (808) 938-1118
RS-66993 \$195,000 / 612765

**HOLUALOA - LEASEHOLD
COFFEE FARM**

Classic vintage home with guest quarters and ocean views. Updated 3 bed/3 bath home on a 3.73 acre leasehold coffee farm with 27 years left on remaining lease. Lots of palm trees, tropical plants & flowers.

Kona Carla Womack (808) 896-6768
RS-61019 \$399,999 / 613918

**WAIPUNALE HOMESTEADS**

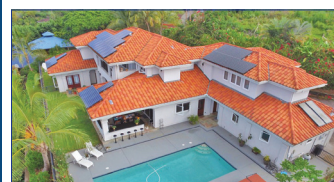
This is a rare opportunity to own an ocean-front slice of old Hawaii, and build the home of your dreams. Over nine and a half acres overlooking historic Laupahoehoe Point. 2 water meters on property. Breathtaking ocean views!

Bob Hudspeth (808) 896-3066
RS-55464 \$999,999 / 601338

**PRINCESS KAIULANI
HOME - HOVE**

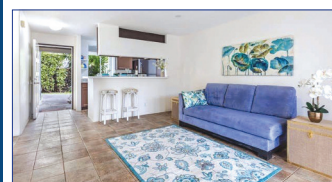
Clean & pristine home on 1 acre with a large deck & spacious master suite. Open living area with high ceilings & recessed lighting. Granite counters, stainless appliances, pendant lighting, tiled floors, jetted tub & walk-in shower.

Kona Carla Womack (808) 896-6768
RS-61019 \$194,000 / 610093

**KOHANAIIK HOMESTEADS**

Magnificent estate property with spectacular ocean views. 5 beds/5 full baths. Hand-crafted wooden built-ins add elegance and style. Very private, but just minutes from town. Numerous fruit trees, peaceful location.

Casey Kinney (808) 896-6155
RS-18611 \$2,150,000 / 611804

**ALII LANI CONDO - GROUND
FLOOR CORNER UNIT**

Newly remodeled 3 bed/2 bath unit in popular Alii Lani. Rarely available ground-floor corner unit with large courtyard. Light & bright with fresh paint throughout, new ceiling fans & light fixtures.

Kona Carla Womack (808) 896-6768
RS-61019 \$339,900 / 612641

**BUILD YOUR DREAM
HOME IN KAMUELA**

Waimea's best kept secret - beautiful Hakuela Subdivision. Gated community of 5 acre parcels. Breathtaking views, just minutes from Waimea town. Serene, agricultural setting to build your dream home.

Kendall DiDonato (808) 345-5212
RS-74803 \$468,500 / 613467

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View Current Listings at ColdwellBankerMaryl.com
Office License # RB-16961

SOLD!*February 5 to February 19, 2018*

	LISTED AT	SOLD FOR	LOCATION	BED/BATH	DAYS ON MARKET
North Kona Condos					
	\$419,000	\$402,000	White Sands Village #207	2 bed/2 bath	307
	\$465,000	\$445,000	Kaulana at Kona #2A	2 bed/2.5 bath	77
	\$279,500	\$279,500	Kona Coffee Villas #152	2 bed/2 bath	26
North Kohala Homes					
	\$609,200	\$600,000	55-507 Maliu Rd.	3 bed / 2 bath	51
	\$1,100,000	\$1,050,000	59-296 Makau Pl.	4 bed /4 bath	0
South Kohala Homes					
	\$3,295,000	\$3,000,000	62-3474 Lanikeha Wy.	3 bed/3 bath	29
	\$575,000	\$575,000	64-731 Keaka Kea Pl.	3 bed/2 bath	4
	\$539,000	\$522,000	67-1246 Koaliula Pl.	3 bed/2 bath	21
	\$1,560,000	\$1,560,000	Ka Milo at Mauna Lani #353	3 bed/3 bath	69
South Kohala Condos					
	\$3,650,000	\$3,600,000	Contemporary Mauna Kea Villa #39	3 bed/2.5 bath	145
	\$173,000	\$162,000	Fairway Terrace #J103	2 bed/2 bath	11
	\$199,000	\$195,000	Elima Lani Condominiums #705	2 bed/2 bath	7
	\$240,000	\$240,000	Makana Kai at Wehilani #2803	2 bed/2 bath	10
	\$249,000	\$256,000	Waikoloa Village Condominiums #GU2	1 bed/1 bath	27
	\$345,000	\$330,000	Waikoloa Villas #A102	2 bed/2 bath	58
	\$435,000	\$410,000	Fairway Villas at Waikoloa Beach #K21	2 bed/2 bath	147
	\$469,000	\$415,000	Shores at Waikoloa Beach Resort #213	2 bed/2 bath	80
	\$800,000	\$695,000	Kolea Condo Villas #16B	2 bed/2 bath	21
Ka'u Homes					
	\$29,500	\$26,000	92-2480 Hukilau Dr.	2 bed/1 bath	4
	\$199,000	\$185,000	92-663 Prince Kuhio Blvd.	1 bed/1 bath	1
	\$279,000	\$256,000	92-915 Kona Kai Blvd.	2 bed/2 bath	48

Statistics compiled by Kathy Jensen, RB, of Clark Realty Corporation. A list of homes and condos sold in North Kona, South Kona, North Kohala, South Kohala and Ka'u Feb. 5 - Feb. 19. Data is from the multiple listing system, Hawaii Information Service. Information has been provided by third parties and has not been independently verified by Hawaii Information Service and is not guaranteed.

Windermere
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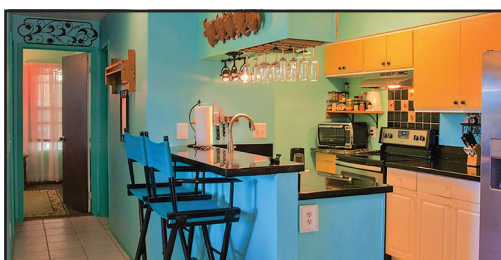
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Beach Resort
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&

Waimea
Opelu Plaza
808-885-6044



RB-22402



FRESH RENO WAIKOLOA VILLAGE

Ground floor unit with tasteful updates.

Aziza Wang, RS-63561

808-895-6177

\$219,000

MLS#615002



ESTABLISHED & COZY WAIKOLOA VILLAGE

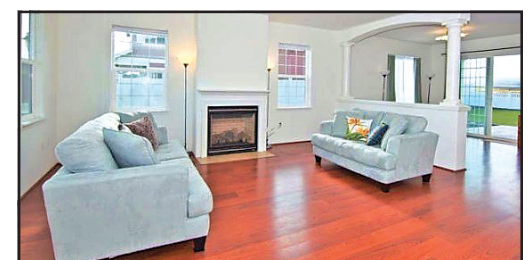
Mature arbors, fenced backyard.

Julie Wettstein, RB-21086

808-345-6934

\$559,000

MLS#614173



IMMACULATE WAIMEA

Mauna views from a contemporary space.

John Balaam, RB-17273

808-887-1888

Tami Ryan, RS-59786

808-990-0995

\$668,000

MLS#609275



PRIVACY & VIEWS WAIKOLOA VILLAGE

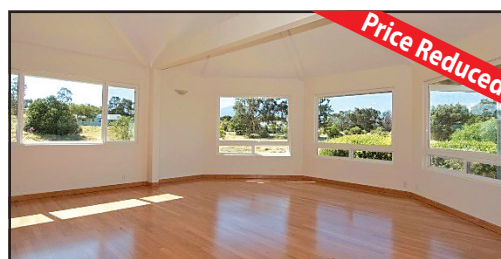
Ready to customize or move-in.

Saul Brecher, RS-73103

808-990-2727

\$697,000

MLS#608678



BALANCED WAIMEA

Custom home in park-like setting.

John Balaam, RB-17273

808-887-1888

Tami Ryan, RS-59786

808-990-0995

\$899,000

MLS#607195



4 BEDROOMS WAIKOLOA VILLAGE

Large yard & separate, upstairs ohana.

Kerry Balaam, RS-75867

808-443-6048

\$555,000

MLS#610948

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KAIWI SQUARE

74-5565 Luhia Street, Kailua-Kona, Hawaii 96740



SPACE AVAILABLE FOR LEASE

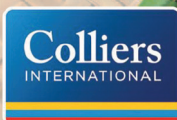
- Downstairs:
Space C1A (1,500 SF)
Space A3A (800 SF)
- Upstairs:
Space CB (540 SF); Space CF (450 SF)
Space CB1 (400 SF); Space CH (600 SF)
Space CA2 (150 SF)

This property caters to both retail and office tenants who are mindful of a good location with easy access. There are also smaller office spaces upstairs ready for your start up business or for those on a tight budget. Come tour the property and become one of the Kaiwi Square Professionals.



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COOL ELEVATION!



Upper Kona Palisades side street. 1,968 sf, split entry, 3 bedrooms, 2.5 baths, den, new carpet, ocean views, large yard. MLS# 608730 E22C **\$535,000**

Phyllis G. Sellens, PB, GRI, CRS, ePRO • RB-10787 • 808-987-9225

WAIMEA CHARMER



3 yrs old, single-level, 3bd/2.5 ba, 1 acre of pasture land w/ views of Mauna Kea
MLS# 614392 **\$799,000**

Erin C. Detwiler • RS-76700 • 808-557-9044

SUPER IN TOWN LOCATION!



Located at the top of Kamani Trees! 3/2 w/ garage. Close to the beach & centrally located! Air conditioning, some ocean view & a private backyard along the Kuakini Wai!!
MLS# 614469 **\$475,000**

Dana M. Ching, GRI • RS-40634 • 808-989-6792



Phyllis Sellens & Company

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808-325-6526 | www.PScoHawaiiRealEstate.com

Planning for What's Ahead

As Kona continues to grow, two infrastructure projects catch the eye quickly:

- The first is the Queen Kaahumanu Widening Project- Phase 2. Driving in an active construction zone requires that we all pay extra attention and look out for one another. Traffic control and flow will change from time to time and you can keep up with the changes at the project website build-queenk.com. It really is amazing to see the progress made over the last few years, and we all look forward to the completion, which will go a long way to alleviating the current traffic woes of the community.
- The second project we see is the Kona Judiciary Complex, located North East of the intersection of the Queen Kaahumanu Highway and Makala Boulevard. This fully funded \$90 million complex will replace 3 existing courthouses, which were a converted hospital, supply store, and current office building. This will eliminate confusion as citizens often do not know

where they are to go without a central complex. The expected completion of the project is the Spring of 2019.

As Realtors, we are often asked by our clients how the public can be a part of the development of Kona. We see that citizens would like to influence our growth in a way that protects the way of life we have in West Hawaii, while also acknowledging that there is room for improvement. The Hawaii County Planning Department has seven Community Development Plans (CDP's), serving Kona, South Kohala, North Kohala, Kau, Hilo, Puna, and Hamakua. Approved by the County Council in 2005, these plans serve as a forum for the local communities to have a voice in establishing the policy for the County. These plans aid in the development and improvements of their regions, and fall under the Planning Department. As residents we can all apply to be a part of Action Committees for the region, or give our input at the meetings. You can learn more about the CDP's at



The Kitchen Work Triangle: Key to Efficiency

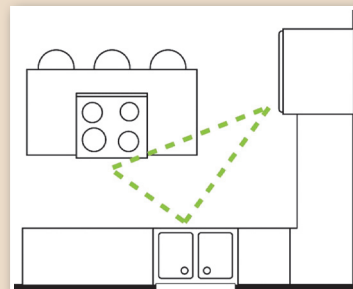
Aisle width. The width of a work aisle should be 42 inches wide for one cook and 48 inches wide for multiple cooks. This allows for adequate traffic flow throughout the kitchen.

Counter by cooktop. Plan a minimum of 12 inches of counter on one side of a cooktop or range and 15 inches on the other for a safe landing surface for hot dishes.

Counter near refrigerator. Provide 15 inches of counter space on the handle side of the refrigerator, or 15 inches of landing area on either side of a side-by-side refrigerator. Or allow for 15 inches landing area no more than 48 inches from the front of the refrigerator. If using an under-the-counter style refrigerator, provide 15 inches of landing area above or adjacent to the appliance.

Counter next to sink. Include a section of continuous countertop at least 36 inches wide by 24 inches deep immediately next to a sink.

Must-have cabinets. Top of our kitchen designers' list for must-have cabinetry for an efficient kitchen are a large drawer base and pull-out trash bins.



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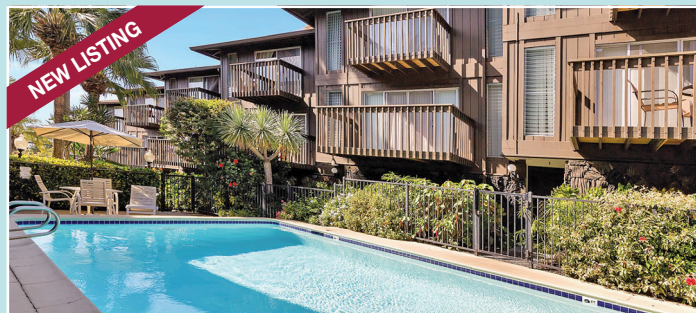
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