

West Hawaii Real Estate

"Live Big."

Dec. 21, 2018-Jan. 3, 2019



THE NEW
WAINANI ESTATES
BY D.R. HORTON 188-1830
NEW HOMES PRICED FROM THE
HIGH-\$500,000s (FS)

808.731.8329



Perks of Island Living

Home in North Kona offers it all
See page 4



Inside this Issue:

Featured Realtor: Kris Hazard

Top agent works hard for her clients | *See more on page 3*

Real Estate Statistics

Kona house sales rebounding | *See more on page 6*

Sold!

See a list of homes and condos sold recently throughout West Hawaii
See more on page 10



NEW PRICE



Kona Vistas! 76-4359 Leilani Street

True 180 degree million dollar view. Watch gorgeous sunsets daily! Close to town and Keauhou. 3 bedroom 2 bath 1,800+ sqft - 362 covered lanai with spa. Immaculate - single level with big kitchen.

MLS#622495

76-4359-Leilani.com

\$889,000

Call Today 808-895-1364



Bayview Estates – Coastal Classic, 78-7034 Ola Mau St.

Fell out of escrow. Available turnkey designer furnished. 4 bedroom 3 bath great views and location. Splash pool and lounging beach.

MLS#618330

CoastalClassicHawaii.com

\$1,450,000

NET METER SOLAR



75-5771 Melelina St.

Well built 2 bedroom 2 bath, plus 3rd bedroom and bath downstairs, perfect for extended family or guest. Walk around covered lanai. Ocean and town views, cool elevation, tropical breezes. Fully paid solar PV net metered, solar water heating. No HOA dues!

MLS#622999

75-5771-Melelina.com

\$825,000



Kamani Trees 76-206 Kealoha St

Complete remodel - like new feel! Spectacular ocean views! Oversized master bedroom plus guest room / office. New paint and ceramic tile throughout the home. Huge covered lanai opens up to big fenced grassy yard. Close to town!

MLS#623616

76-206-KealohaSt.com

\$549,000



Bayview Estates - Ola Kino Lot

Don't Miss out! Premier Building Lot Bayview Estates. Level lot with amazing ocean, horizon and coastline views. Existing east and north side lot rock walls by developer. All utilities available including sewer. Low HOA dues!

MLS#622821

BayviewPremiereLot.com

\$450,000

REDUCED PRICE



Royal Sea Cliff - 5 Star Oceanfront Resort

Penthouse #704 Whitewater/ocean/sunset view. 2 bedroom 2 bath Desirable turnkey vacation rental or full time residence. A/c costs included with HOA dues. Elevator, gated and covered parking, registration desk, guest/owner amenities and activities. Terrific value!

MLS#622758

RoyalSeaCliff704.com

\$396,000



Waikoloa Fairways C116

Increase your investment portfolio! Vacation rentals allowed at this beautifully maintained complex. Golf course condo, enclosed lanai, recreation area with pool and barbecue area. Excellent location!

MLS#621364

WaikoloaFairways-116.com

\$343,000

Kris Hazard

(808) 895-1364

krishazard@gmail.com

NEW WEBSITE
KeauhouKonaRealEstate.com

Kristina R. Vaughn Hazard,
(R) RS-59457, SRS, GRI, ABR, ALHS
Easy MLS Search at
KeauhouKonaRealEstate.com
Real Estate Sales and Consulting...
Always with your best interest at heart...

**KEAUHOU KONA
REAL ESTATE LLC**



Featured Realtor

Kris Vaughn-Hazard, RS, Keauhou Kona Real Estate



"I love the interaction and challenge of putting real estate deals together and helping buyers and sellers meet and achieve their dreams and goals," said Kris. "My mantra is, 'if it is good for my client, it is good for me.'"

Kris and her business partner Kamalani Duerksen have thrived in their boutique brokerage, Keauhou Kona Real Estate, offering a proactive approach and positive attitude resulting in client success. Kris specializes in residential properties in the North Kona area spanning from Keauhou to Makalei Estates. She was recently featured in "Top Agent Magazine," circulated nationwide. In business, her primary focus is to do everything she can for the benefit of her clients. This is why she has earned nearly 85% rate of repeat and referral business to date, an impressive feat.

Kris makes her network of trusted tradesmen and other professionals available to her clients should they need additional services or advice on any matter. Her many clients have benefitted through the years from Kris's expertise.

"Kris was great to work with on the sale of our house in Kona," said Mark and Julie. "She is very professional and knowledgeable, as well as approachable. Our concerns were listened to, questions answered and problems dealt with capably. We highly recommend Kris Hazard and her company. She is a pleasure to work with."

Kris lives in Bayview Estates in a home that she and her husband, Jim, designed and built in 2005. Kris and Jim have owned property on the Big Island since the early '80s. They also owned a top-producing real estate company in California for many years, and then decided to "retire" in Kona full time in 2000. But retirement wasn't in Kris's vocabulary. In less than six months, she was back to work in real estate in Kona.

Kris is a member of Rotary Club of Kona, where she fundraises for the community with contributions to the club's Rotary Community Foundation exceeding \$60,000 a year. She serves as co-chair of the Mitsubishi Electric Tour of Champions for the PGA at Hualalai Resort. She is also an

active member of the highly competitive Kai'Opua Outrigger Canoe Club and races throughout the regatta season.

Kris values her role in helping her clients achieve their goals and see them reach that "next place in life."

"If I can help you with your Hawaii dreams and goals, please let me know. We can do it together!"

For more information and user-friendly property searches, visit the newly launched website: KeauhouKonaRealEstate.com; KrisHazard.7sellertips.com; and KrisHazard.SmartHomePrice.com.

CONTACT:

Kris Hazard
Phone: 895-1364
Email: KrisHazard@gmail.com
Website: KeauhouKonaRealEstate.com

December 21, 2018 | West Hawaii Real Estate | ©2018-2019 West Hawaii Real Estate distributed bi-weekly in West Hawaii Today. Published December 21, 2018.

A publication of the West Hawaii Today Advertising Department. | Questions or comments: Jay Higa, Head of Advertising • jhiga@staradvertiser.com

West Hawaii Real Estate "Live Big!"

808-896-9000

kathy@oceans1.com

Kathy J. Christiansen, Broker

INTERNATIONAL EXPOSURE

Hawaii Business
Top 100
Realtors

MacArthur

Sotheby's
INTERNATIONAL REALTY

#16631 Alii Dr. Ste. 163, Kailua-Kona, HI 96740
Each office independently owned and operated.

STUNNING OCEAN VIEWS

Enter this wonderful estate residence of 4 bedrooms and 4.5 bathrooms. Tremendous ocean views from everywhere inside that flow directly out to the over sized lanai and pool area for continued entertainment and enjoyment! Loads of fun places to relax and take in the amazing views of the Big Island!

MLS 623599 **\$1,099,000**

CASA DEL SOL

An extraordinary fully furnished custom villa! Enter through one of two gates, into your own sanctuary of beauty with amazing ocean views! This home includes two separate mother-in-law quarters and captures the spectacular Lyman's Bay! 5 Bd/5.5 Baths.

MLS 288186 **\$1,950,000**

OCEANFRONT VACATION RENTAL

The eye catching oceanfront stunner on Ali'i Drive captures the essence of oceanfront living. 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 622380 **\$1,900,000**

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**

KONA BAY BEACH FRONT

Have your breath taken away by this luxurious 4 Bed/4 Bath beachfront estate residence. With plenty of lanai space, this home is great for entertaining. Successful as a vacation rental, outstanding finishes throughout.

MLS 618244 **\$3,795,000**

KONA PACIFIC JEWEL

Fabulous remodeled 1 Bed/2 Bath condo is perfect for anyone looking to be close to all the amenities Kona has to offer. great amenities and walking distance to Kailua-Kona village and beaches.

MLS 620295 **\$349,000**

HISTORIC HOLUALOA CHARM

Gorgeous views just a short walk from Historic Holualoa. 8 lots in the subdivision. 3 of the lots are available starting at \$379,000. Lot #8 is 2.152 acres, and available at \$499,000. Come see what we have to offer!

MLS 617638 **\$499,000**

MAGICAL WHITE SANDS OASIS

This stunning 3 Bed/3 1/2 Bath has a sauna, photovoltaic system, and 3 car garage. With stunning craftsmanship throughout. Mother-In-Law unit down stairs. Walking distance to beaches and snorkeling!

MLS 620253 **\$729,000**

KEAUHOU VIEW ESTATES

Step into this fabulous home in one of the most sought after locations, just off Ali'i Drive! This 3 bedroom, 2 bathroom home needs a little TLC to make it your perfect residence! Walking distance to fabulous Magic Sands Beach and more!

MLS 622977 **\$529,000**

SELF SUSTAINING RANCH

Enjoy serenity South of Kona, while only being moments from Kona via the Ali'i Bypass road. Features include 46 acres of fertile ranch land, unparalleled views, and a self-sustaining Hawaiian style cottage. Subdivided, ask about 21.4 vacant acres available for separate purchase.

MLS 616681 **\$6,900,000**

808-896-9000

kathy@oceans1.com

Kathy J. Christiansen, Broker

INTERNATIONAL EXPOSURE

Hawaii Business
Top 100
Realtors

MacArthur

Sotheby's
INTERNATIONAL REALTY

#16631 Alii Dr. Ste. 163, Kailua-Kona, HI 96740
Each office independently owned and operated.

Featured Property

Perks of Island Living



Whether its the stunning ocean-and-bay views, the sparkling fresh-water pool, or the convenient North Kona location in Leilani Sunset, this big and beautiful estate residence offers all the perks of island living.

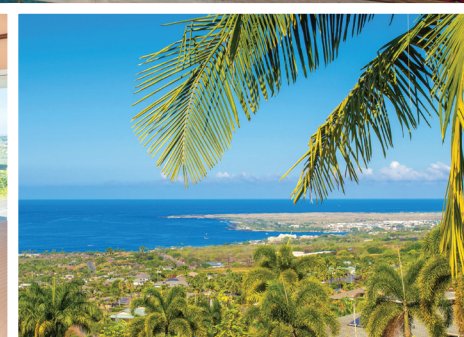
As you enter the home, be mesmerized by the awe-inspiring panoramas of Kailua Bay and the Pacific Ocean. Featuring 4 bedrooms and 4.5-bathrooms, the two-story home flows beautifully through two separate entrances—one to an expansive separate mother-in-law quarters currently being used as a home office—and the main entrance through glass sliders and a custom Chinese Elm front door.

Elegant Acacia and granite floors set the stage in the open living area, which unfolds into an intimate dining area plus a gourmet kitchen that the chef in the family will surely

appreciate. With plenty of cabinetry and storage space, the kitchen features lots of counter space, plus a bar with barstool seating. Appliances include a disposal, dishwasher, microwave, fridge and range/oven.

Tremendous ocean views prevail from most of the interior as well as from the enormous, sheltered lanai that fronts the swimming pool. Ideal for entertaining, the property features loads of fun places to relax and enjoy the Kona lifestyle. The manicured grounds are accented with quartzite decks and walkways.

Upstairs is an exquisite two-room master suite complete with a luxurious master bath clad in fine granite and stone. Savor your morning coffee or sunset cocktails from the privacy of the beautiful master lanai that offers more outstanding views of Kailua Bay and Historic Kailua Village. In addition to the master suite, there are three lovely bedrooms and one bathroom upstairs.



Located in Leilani Sunset (which has no CC&Rs), this jewel of a home presents many fine architectural accents and finishes. Outside, there are several more inviting seating areas for lounging, plus a 10'x12' shed outfitted with nice flooring and a split-system air-conditioning unit. The master suite and mother-in-law quarters (office) are also cooled by split-system AC. Another great amenity, a central vacuum system makes housecleaning a breeze.

Located just minutes away from downtown Kailua-Kona, this 3,044-sq.-ft. residence is a wonderful place to call your primary home or second “home away from home.” Perfect for families, the property provides plenty of space to spread out. All the conveniences are within a moment’s reach, including shopping, dining, services and entertainment. Nearby recreational destinations include everything from

beaches, bays and parks to tennis, championship golf, boating, paddling, kayaking, surfing, fitness centers, snorkeling, swimming and more. ■

Featured Home

LISTED BY:

Kathy J. Christiansen, Senior Global Real Estate Advisor, Broker

MacArthur Sotheby's International Realty
78-6831 Ali'i Drive, Suite 163 | Kailua-Kona
t 808.896.9000 | f 877.544.7073

Email: kathy@oceans1.com
MacArthurSothebysRealty.com
sothebysrealty.com
kathychristiansenhawaii.com

MLS: 623599

Price: \$1,099,000



Island's Top Producing Realtor
North and South Kona
Residential Sales 2007-2017
 Kona Airport through South Kona



SUE BROWN REALTY
 & Associates

Hawaii Business Top 100 Realtor - 2018



New

Exceeding All Expectations
 Luxurious and private 4/4.5 home with solar heated pool & amazing coastline & hinterland views. Just 13 miles south of Kailua.

MLS#623595 \$1,750,000 FS



New

Expect to be Impressed
 Elegant 3/2 home with mesmerizing ocean views, immaculate landscape & solar heated pool. Just 5 miles south of Kailua.

MLS#623263 \$1,275,000 FS



Sue Brown PB-20413
(808) 936-7588

REALTOR OF THE YEAR 2007
Hawaii Business
 Top 100 - Realtors 2011, 2014, 2016,
 2017 & 2018

Sue@SueBrownHawaii.com
 Everything Sue Touches Turns to Sold



New

Successful Vacation Rental Property

Two story 3/3 home with two separate living areas located on Alii Drive 2.5 miles south from Kailua.

MLS#623552 \$749,000 FS



Pristine Residential Rainforest
 5.5 acres of private and pristine rainforest in gated community. Comes with 2 well appointed custom homes with coastlines and ocean views.

MLS#623068 \$839,000 FS



Price Reduction

Access Friendly & Close to Town
 3/3 thoughtfully designed home in Kailua View Estates with many fine features. Has 1/1 guest quarters & is 5 minutes from town.

MLS#622930 \$699,000 FS



Idyllic & Private

4/3 home with great rural and ocean views on 6.77 acres in Keopu Mauka Subdivision. Comes with 3 acres of coffee, 1,200 sq ft processing/workshop building, PV and more.

MLS#620731 \$980,000 FS



Hilary Brown RS-61464
(808) 937-1766

Specializing in Land & Farms
 28 years of Land & Farm Management in Hawaii
hbrownKona@gmail.com



In Escrow

Immaculate in all Respects

Magnificently presented 3/2 home with ocean, coastline & sunset views. Tastefully landscaped & within walking distance of Captain Cook Village.

MLS#621686 \$579,000 FS



Papa Bay Beauty

Perfectly positioned & updated 3/2.5 home on meticulously maintained 3 acres at approximately 1,400' elevation with wraparound lanai, ocean & orchard views.

MLS#620777 \$699,000 FS



Well Located & Affordable

Updated 3/2 home with ocean & rural views. Net metered PV system, solar hot water, screened in lanai and close to town.

MLS#622523 \$550,000 FS



New

Alahou Villas

Affordable top floor unit with 2/1 and mountain views. Within easy walking distance of downtown Kailua.

MLS#624070 \$239,000 FS



Tim Brown RS-78526
 BS Finance

(808) 796-1339

TimBrownKona@gmail.com
 "Ohana is Everything"

SueBrownHawaii.com



New

Building Ready Lot

Graded, paved driveway, water meter and electric metering pole are in place. 12,094 sq ft lot in Kealakekua.

MLS#623520 \$215,000 FS



Profitable Macadamia Orchard

Well maintained & productive fee simple 8.64 macadamia orchard with ocean views, highway frontage and fully fenced perimeter.

MLS#619480 \$297,000 FS



Commercial Building

2-story in Kealakekua with 5 income producing apartments + warehouse, loading dock and office.

MLS#608832 \$1,500,000 FS



Milolii Oasis

Turnkey 2-story 3/2 home with large lanai on upper and lower floors and ocean views throughout. Located right across the street from the ocean.

MLS#621863 \$499,999 FS



Coffee & Avocado Farm

5 acre producing coffee & avocado farm in South Kona District. Gentle sloping terrain and close to highway.

MLS#622922 \$300,000 FS



Productive Farm with Views

Very productive and compliant coffee & macadamia nut farm with 2/2 home + 1/1 guest quarters as well as coffee processing & dehumidified storage.

MLS#619005 \$559,999 Leasehold



Well Located & Manageable Acreage

3.3 acre leasehold coffee farm with 1/2 home and coastline/ocean views situated close to town.

MLS#621376 \$349,000 Leasehold

MLS Statistics

Kona house sales listed under \$1 million rebounded in November up from their low in October of 26 to 40 in November. It seems there were a lot stuck in the pipeline. And that pipeline, pending contracts, remains steady so sales are still continuing at a nice pace.

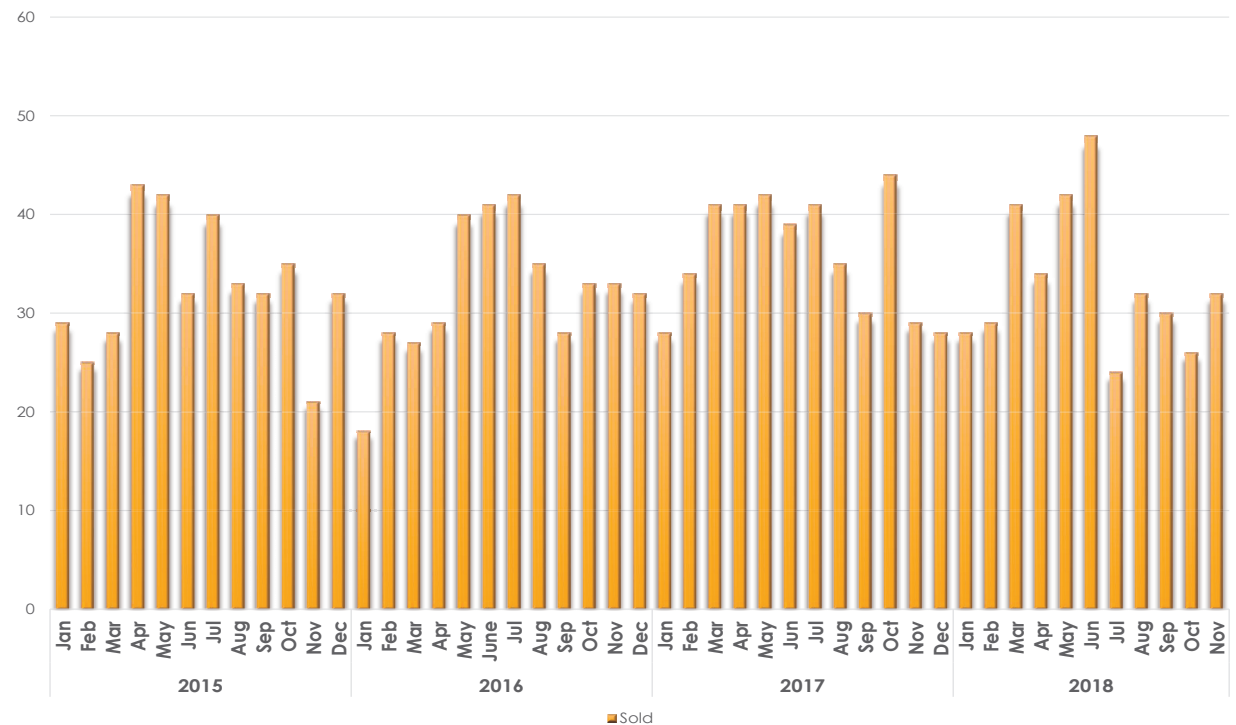
The winter season starts in January and runs through Easter and should bode well, I think, for residential sales. The amount of inventory is up in both houses and condos but not overly so, giving the buyer a nice selection to choose from.

Condo sales listed under \$1 million dropped dramatically in November almost as much as houses went up... I think this is also a function of the pipeline backing up and not an indicator of a market trend. There were 83 pending condo sales as of the end of November so look for strong closings at the end of December.

Land sales are just trickling along in single digits and not making much impact on the market of late.

The overall market seems to be running smoothly again after all the drama that came with the volcano erupting last summer. It will definitely leave us down in sales volume this year against last but only because of our slow sales for those months. So, if you are in the market to buy, get ready to make your move! Mele Kalikimaka! ■

Kona Houses Listed Under \$1 Million - Sales



BRAND NEW HOMES PRICED FROM THE
HIGH-\$500,000s (FS)



THE NEW WAINANI ESTATES

BY D.R. HORTON

Brand New 3 & 4 Bedroom
Single-Family Homes
located in Kailua-Kona

Ocean view homes* on large lots,
single-story floor plans, and just
minutes away from the Airport.
Priced from the high-\$500,000s (FS)

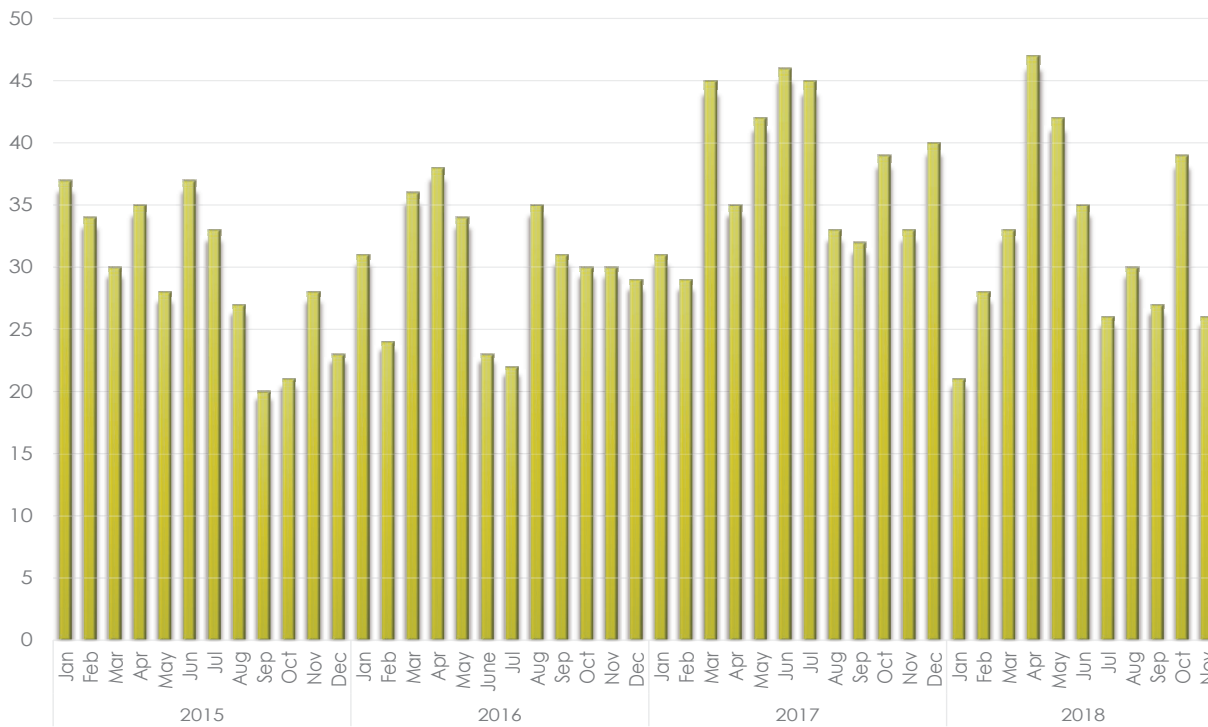
The New Wainani Estates · 73-5505 Kaiu Place · Kailua-Kona, HI 96740 · 808.731.8329 · drhorton.com/hawaii

D-R-HORTON
America's Builder

Offered by D.R. Horton – Schuler Homes, LLC®. 808-521-5661. RB-18340. Courtesy to Brokers; broker or agent must accompany buyer on first visit. Home and community information, including pricing, included features, terms, availability and amenities are subject to change at any time without notice or obligation. Square footages are approximate. Homes subject to prior sale. Photo is representational only. *D.R. Horton makes no representations or warranties that the view from the property will remain the same. Future development, growth of landscaping and the like may impact any views currently experienced from the property. See sales agents for complete details.



Kona Condos Listed Under \$1 Million - Sales



These graphs are presented by Gretchen Osgood, broker and owner of Hawaiian Isle Real Estate. To view more graphs or subscribe to a Kona real estate newsletter, visit HawaiiRealEstateDreams.com.



HAWAII BUSINESS TOP 100 REALTOR 2015/17

Cindy Griffey, R(S)
(808) 937-3370 Cell

cindy@macarthurhawaii.com
78-6831 Alii Dr. #163
Kailua Kona, HI 96740

"IT'S A GREAT TIME TO SELL!"

MacArthur Sotheby's
INTERNATIONAL REALTY

Each Office is Independently Owned and Operated



PRICE REDUCED

LYMAN KONA COFFEE FARM AND BnB
Breathe taking views of lush greenery with over 40 varieties of fruits and vegetables on this peaceful private 7 acre property. 2 houses with 9 bedrooms and 6 bathrooms with so much rental or family potential. This is a true compound with award winning estate organic coffee and an opportunity to own a piece of paradise.

\$1,550,000 MLS#617676



PRICE REDUCED

KEONELEHUA HEIGHTS
Great starter home all redone ready to move in. Easy and low maintenance house and yard. New paint, appliances, flooring, fixtures and more in this 3 bedroom 2 bath home at great cool elevation in desirable neighborhood. Large undeveloped back yard to plant or maybe a pool!

\$569,000 MLS#621392



KANALOA AT KONA

Premier Keauhou area traveler's resort condominium complex with vintage styled Hawaiian Hales. Turn-key featuring 2 bedrooms, 2 baths plus a spacious loft and located very close to the shoreline with unobstructed shoreline views. Large covered lanai for entertaining and watching sunsets. Many amenities such as 3 swimming pools, lighted tennis courts, concierge and more. Perfect for oceanfront living, or rent it out as an investment property.

\$699,900 MLS#617181



IOLANI LOT

Wonderful 1/2 acre lot in Iolani. Cleared, bulldozed and ready to build. Retaining rock wall on front and back of lot. Iolani is a prestigious community, nestled on the slopes of Hualalai. This lot is at an ideal elevation just above Kailua with sweeping ocean views. Amazing opportunity to build your dream home. Quiet neighborhood but easy accessibility to shopping and all of Kona.

\$279,000 MLS#610058



HOKULIA LOT

Bank owned repo lot. Lowest price for this beautiful 1 acre ocean view lot. Lots of amenities with Clubhouse, tennis courts, pool and private golf course. This lot does not include a Club membership but could be purchased separately when available.

\$359,900 MLS#296748



NEW LISTING

KALOKO HILLS
Beautiful updated family home on 3 acres in lower Kaloko. Located at the end of a quiet cul-de-sac with a gated entrance. This very large house with private location was used as a second home. The farm has yearly coffee income and the house has a separate living area down below. The seller will include all furnishings with an acceptable offer. Easy to see.

\$1,074,000 MLS#623904



PRICE REDUCED

KONA PARADISE ROAD D
Located in the upper part of the subdivision for more vegetation and more rain for catchment. Located on a private side road with gentle slope for great ocean views. Build your dream or get-a-way home in small subdivision in South Kona. Great swimming beach below for all your water sports.

\$70,000 MLS#614790



NEW LISTING

ALI'I HEIGHTS
Great family or second home newly painted inside with bamboo wood flooring, new appliances, and new carpet in the bedrooms. Great private 3/2 open living area with great out door space. New gutters, inground sprinkler system with drip irrigation on the hillside. New ceiling fans on lanai and kitchen. Bright living area with separate master bedroom on ocean side. Bonus room off of the garage and great ocean view in ready to move in condition. Large 2 car garage, usable flat yard and more. A must see for your prestigious buyers! Buyer to cooperate with Seller in a possible 1031 exchange.

\$889,000 MLS#624002



KONA BALI KAI UNIT 263

Cute clean very rentable vacation unit in popular Kona Bali Kai Condominium. Sleeps 2 plus a small child easily. It has a nice white water ocean view and this is an ocean front complex so the beach is right there. This unit is in the Castle Resort rental pool. Totally furnished and ready for sale.

\$192,500 MLS# 619770



MIDDLE KE' EI COFFEE FARM

Old Hawaiiana welcomes you with cool ocean breezes 850 feet above gorgeous Kealakekua Bay. Taste the coffee grown and harvested right beneath your feet. Two houses and a Yurt are featured on this 1.77-acre coffee farm. This property affords many living and income options. There are 800 coffee trees in production, avocados, mangoes, and bananas are grown in abundance; there's already a road-side stand!

\$899,000 MLS#623022



MLS 622965 | Exquisite 4 bed/2.5 bath residence with sweeping ocean view in gated Kahakai Estates. This like-new home features cherry wood flooring, Silestone countertops, tiled living area and lanai, central AC, and owned solar voltaic and solar hot water systems. Situated on one acre, this residence has mature tropical landscaping and a small fruit orchard. Located just minutes from downtown Kailua-Kona. Come see why Kahakai Estates is a great place to call home! **\$1,100,000**

sellison.clarkhawaii.com/mls/622965



Steven J. Ellison

RS-54260, CRS

808.936.3000

info@Kona-RealEstate.com

Kahakai Estates



Honokaa

\$269,900

623016.clarkhawaii.com

MLS 623016 | Experience the timeless charm of a classic plantation home in Pa'auhau, the "Land of Sunshine". 2BD, den, spacious kitchen, bathroom with claw foot tub, porch, lanai, carport and backyard storage area. Garden to your heart's delight in the tropical landscape of flowering plants and fruit trees. Minutes to historic Honokaa town and only an hour's drive to the white sand beaches or Hilo.



Karen B. Clarkson

RB-15180

808.936.3862

kclarkson@clarkhawaii.com



Waimea

\$395,000

621169.clarkhawaii.com

MLS 621169 | Take a look at this apartment with three bedrooms in a fabulous location near Merrimans! It can also be an office or both as it has commercial zoning. You truly can't find anything else like this for such a reasonable price in the Waimea area.



Leslie M. Agorastos

RB-7038

808.937.4022

leslie.agorastos@gmail.com

**Holualoa****\$899,000****618927.clarkhawaii.com**

MLS 618927 | Estate Sale! Classic Hawaii home plus cottage, located on one acre near Donkey Mill Art Center, with ocean and sunset views. 3 bedrooms, 2 baths, 2 office areas, PLUS a separate 2 bedroom/1 bath guest cottage.

**Cindy Whittemore**

RS-61689, ABR

808.989.1920

cwhittemore@clarkhawaii.com

**Gerry L. Rott**

RB-11563

808.937.1917

grott@clarkhawaii.com

**Kahakai Estates****\$795,000****sellison.clarkhawaii.com/mls/623923**

MLS 623923 | Like new 3BD/2.5BA single level home in gated Kahakai Estates situated on over 1/2 acre of land with park like setting. This spacious home with 2,072 sq.ft. interior features central a/c, hickory engineered flooring, granite counter tops and lava stone rock walls. Enjoy evenings BBQing in the backyard on the tiled patio. There is also ample room for your custom pool ideas.

**Steven J. Ellison**

RS-54260, CRS

808.936.3000

info@Kona-RealEstate.com

**Palisades****\$695,500****622477.clarkhawaii.com**

MLS 622477 | Ocean Views! A single level home with 3 bedrooms/3 baths plus a bonus/recreation/office or crafts room. Every room accesses a covered lanai. Solar hot water, security system and fully fenced. No HOA.

**Georgia 'Gae' Callaway**

RB-14841, CRS, GRI, SRS

808.987.2590

gcallaway@clarkhawaii.com

**Michael Cron**

RS-77231

408.506.4135

mcron@clarkhawaii.com

**Keahole Heights****\$799,000****sellison.clarkhawaii.com/mls/622956**

MLS 622956 | Impeccably maintained 3BD/2.5BA with separate art /craft studio at about 1,200' in elevation. Approximately \$250k in improvements! Very flexible home in park-like setting. Fully fenced yard is great for pets. Other features include split A/C unit, solar hot water system, tiled floors throughout, custom electric entry gate, and much more. Move in ready!

**Steven J. Ellison**

RS-54260, CRS

808.936.3000

info@Kona-RealEstate.com

SOLD!

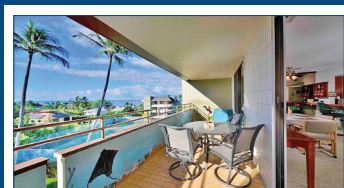
November 26 through December 10, 2018

LISTED AT	SOLD FOR	LOCATION	BED/BATH	DAYS ON MARKET
North Kona Condos				
\$2,495,000	\$2,385,000	Villas at Ke Alaula #8	3 bed / 3 bath	0
\$3,895,000	\$3,500,000	Hillside Villas at Hualalai Ph I #H1200	3 bed / 3.5 bath	13
\$129,900	\$121,000	Kona Islander Inn #131	0 bed / 1 bath	189
\$248,888	\$248,888	Kona Shores #233	2 bed / 1 bath	9
\$249,900	\$240,000	Kona Plaza #418	1 bed / 1 bath	49
\$340,000	\$327,500	Alii Lani #J204	3 bed / 2 bath	28
\$409,000	\$399,000	Sea Village #4108	2 bed / 2 bath	358
\$450,000	\$450,000	Pines at Kailua-Kona II #138	3 bed / 2 bath	0
\$525,000	\$530,000	Pines at Kailua-Kona II #186	3 bed / 2 bath	36
\$579,000	\$565,000	Kona Reef #A7	1 bed / 2 bath	462
\$595,000	\$575,000	Alii Villas #131	2 bed / 2 bath	102
\$715,000	\$690,000	Banyan Tree #403C	2 bed / 2 bath	9
\$258,000	\$269,000	Kona Westwind #8	2 bed / 2 bath	3
\$379,000	\$379,000	Kanaloa at Kona #901	2 bed / 2 bath	20
\$590,000	\$575,000	Country Club Villas #321	2 bed / 2 bath	0
\$769,000	\$755,000	Villas at Keauhou Estates #113	2 bed / 2 bath	24
\$39,000	\$39,000	Honalo Plaza #205	0 bed / 1 bath	3
\$277,000	\$280,000	Kona Coffee Villas #110	2 bed / 2 bath	5

LISTED AT	SOLD FOR	LOCATION	BED/BATH	DAYS ON MARKET
North Kona Homes				
\$510,000	\$507,000	73-1175 Ahikawa St.	3 bed / 1 bath	26
\$599,000	\$589,000	73-4099 Makaula Pl.	4 bed / 4 bath	49
\$799,000	\$755,000	73-961 Ahulani St.	6 bed / 3 bath	65
\$1,295,000	\$1,244,000	73-1161 Akamai St.	3 bed / 2.5 bath	154
\$575,000	\$575,000	75-226 Malulani Dr.	2 bed / 2 bath	0
\$669,000	\$669,000	75-6084 Kipehi Pl.	4 bed / 2.5 bath	1
\$955,000	\$918,000	75-5790 Kawena St.	3 bed / 2 bath	0
\$1,000,000	\$975,000	D&D Mauka Meadow Farm	4 bed / 3 bath	6
\$4,700,000	\$4,300,000	75-6138 Alii Dr.	5 bed / 6.5 bath	213
\$549,000	\$540,000	Trade Winds #1	3 bed / 3 bath	72
\$710,000	\$725,000	76-726-B Hualalai Rd. #B	3 bed / 2 bath	19
\$599,000	\$568,125	77-6529 Naniloa St.	3 bed / 2.5 bath	54
\$915,000	\$900,000	77-464 Moeuhane Pl.	3 bed / 2 bath	23
South Kona Condos				
\$248,000	\$235,000	Captain Cook Ocean View #B101	2 bed / 2 bath	56
South Kona Homes				
\$649,000	\$655,000	81-1007-B Captain Cook Rd.	3 bed / 2 bath	4
\$760,000	\$735,000	81-1123 Keopuka Mauka Rd.	4 bed / 3.5 bath	153
\$525,000	\$450,000	82-5950 Hawaii Belt Rd.	2 bed / 1 bath	24
\$289,000	\$281,000	87-3207 Carissa Rd.	2 bed / 1.5 bath	12
\$499,000	\$484,000	87-2586-B Mamalahoa Hwy.	2 bed / 1.5 bath	25



COLDWELL BANKER ISLAND PROPERTIES



WHITE SANDS VILLAGE CONDO

Ocean views from this 2 bedroom/2 bath condo. Beautiful 3rd floor unit directly across from White Sands Beach. Very clean, well-maintained unit. Enjoy the lanai overlooking the tennis court, lush grounds, views of Hualalai Mountain & the big, blue Pacific ocean.

Sona Aredjian (808) 936-2165
RS-79858 \$389,500/ 623647



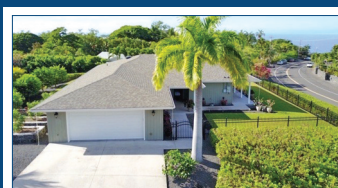
UPPER ELEVATION OCEANVIEW HOME

Well-maintained, much-loved 3 bedroom/2 full bath, South Kona home at a cool elevation. Built in 2006, this home is immaculate. Some furnishings may be included with the purchase or negotiable. Contact Kelly today to schedule a showing!

Kelly Akao (808) 938-1118
RS-66993 \$235,000/ 623931



FEATURED AGENT
Kelly Akao, RS-66993
Cell (808) 938-1118
KellySellsHawaii@gmail.com
Call Kelly for your Big Island Real Estate Needs!



KAILUA VIEW ESTATES HOME

Beautifully designed 3 bedroom/2 bath single-story home. Less than 5 minutes from downtown Kailua-Kona. A wonderful location combined with pleasant elevation, ocean views and many great features make this an enticing residential property.

Anabelle Smith (808) 987-2454
RS-56482 \$749,000/ 623074



ALI DRIVE OCEANFRONT HOME

Stunning location, right on the ocean - just a few hundred yards from Kahalu'u Beach. Oceanfront, 5 bedroom, 5 bath custom-built home with lap pool & 3 car attached garage. Beautiful oceanfront lanai - perfect for entertaining.

Sona Aredjian (808) 936-2165
RS-79858 \$2,100,000/ 622218



PUU NANI HOME - KAMUELA

Come and check out this beautiful newer 3 bedroom/2 bath home in the cool climate of Kamuela. Conveniently located in the lower part of the Puu Nani subdivision. 160 square foot covered lanai looks towards Mauna Kea.

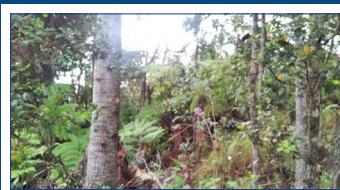
Andrew Nonaka (808) 938-6055
RS-79663 \$574,999/ 621850



MAUNA LOA ESTATES HOME - VOLCANO

Beautiful. Custom-designed, 2 bedroom/2 bath home near Volcano National Park. Large, covered, wrap-around lanai - perfect for entertaining. Located in natural forest surroundings, 10 minutes from Volcano Country Club.

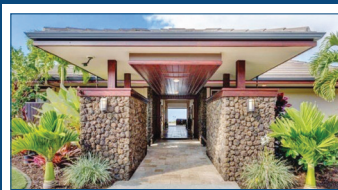
Buddy Norwood (808) 896-0144
RB-11909 \$389,000/ 623407



KALOKO MAUKA 5 ACRE LOT

Beautiful, lush acreage with ocean views. Conveniently close to Kailua-Kona, the airport and beaches. Private native Ohia forest land borders state land for your own private estate. This is one of the best lots in Kaloko.

Kona Carla Womack (808) 896-6768
RS-61019 \$399,900/ 605639



KONA VIEW ESTATES LUXURY HOME

3 bedrooms/3.5 bath luxury home, resort-style living with 180 degree panoramic ocean views. There's also an office, sewing room, media room & even a separate detached hobby building. Expansive lanai, in-ground pool, jetted tub and wading pool. Sunset views every night - Hawaiian living at its best!

Karen Ostlie (808) 937-1174
RS-60256 \$1,950,000/ 621704



POLISHED TO PERFECTION!

Ocean views from this 3 bedroom/2 bath dazzler. Metal roof, carport and large backyard in this gorgeous Kona Palisades home. BRAND NEW hardwood cabinets, quartz countertops, high-end laminate flooring, range & microwave, dishwasher & refrigerator. Call today to preview this exceptional property.

Marco Silva (808) 557-8921
RB-20599 \$537,000/ 623484

Kailua Kona • Queen Ka'ahumanu & Henry St. #203
Office # (808) 331-8200 • KonaAdmin@IslandProperties.com

View Current Listings at IslandProperties.com
Office License # RB-16822

SOLD!*November 26 through December 10, 2018*

LISTED AT	SOLD FOR	LOCATION	BED/BATH	DAYS ON MARKET
North Kohala Homes				
\$388,000	\$340,000	55-534 Banana Ranch Rd.	2 bed / 1 bath	75
\$773,312	\$774,000	Wailana Farms	4 bed / 2.5 bath	0
\$699,000	\$670,000	Hookela Lot 2	3 bed / 3 bath	20

LISTED AT	SOLD FOR	LOCATION	BED/BATH	DAYS ON MARKET
South Kohala Condos				
\$1,885,000	\$1,875,000	Waiulaula at Mauna Kea Resort #316	3 bed / 3.5 bath	30
\$212,000	\$208,000	Tamarack Pines #C4	2 bed / 1 bath	84
\$369,000	\$369,000	Waikoloa Fairways #B212	2 bed / 2.5 bath	11
\$525,000	\$525,000	Palm Villas at Mauna Lani #H-3	2 bed / 2 bath	78
\$748,000	\$748,000	Kulani at Mauna Lani #104	2 bed / 2.5 bath	78
\$499,900	\$505,000	Waikoloa Colony Villas #1802	3 bed / 2.5 bath	66
\$509,000	\$509,000	Waikoloa Colony Villas #2503	2 bed / 2.5 bath	90
\$1,275,000	\$1,200,000	Halii Kai #12F	3 bed / 3 bath	169

LISTED AT	SOLD FOR	LOCATION	BED/BATH	DAYS ON MARKET
South Kohala Homes				
\$388,000	\$365,000	64-511 Hauhoa St.	3 bed / 2 bath	26
\$475,000	\$450,000	64-5216 Puu Nohea St.	4 bed / 3 bath	140
\$475,000	\$400,000	65-1158 Spencer Rd.	4 bed / 1 bath	14
\$930,000	\$910,000	65-1275 Ki Rd.	3 bed / 2.5 bath	308
\$510,000	\$475,000	67-1266 Kamaloo St.	4 bed / 2.5 bath	7
\$329,900	\$524,900	67-1252 Panalea St.	3 bed / 2 bath	69

LISTED AT	SOLD FOR	LOCATION	BED/BATH	DAYS ON MARKET
South Kohala Homes (continued)				
\$619,000	\$585,000	67-1289 Laikealoha St.	4 bed / 2 bath	88
\$977,262	\$977,262	Ainamalu at Waikoloa Beach Resort	3 bed / 2 bath	0

LISTED AT	SOLD FOR	LOCATION	BED/BATH	DAYS ON MARKET
Ka'u Homes				
\$43,500	\$37,500	92-8652 Reef Pkwy.	N/A	157
\$69,000	\$45,000	92-8917 Paradise Pkwy.	1 bed / 1 bath	591
\$194,000	\$194,000	92-8786 Hawaii Blvd.	3 bed / 2 bath	81
\$298,000	\$275,000	92-657 Maikai Blvd.	3 bed / 2 bath	43
\$425,000	\$400,000	92-8574 Menehune Dr.	3 bed / 2 bath	67
\$170,500	\$168,000	94-6301 Makani Nalu Rd.	2 bed / 2 bath	72
\$175,000	\$169,000	99-7736 Uluhe Pl.	2 bed / 1.5 bath	0

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 November 26-December 10. 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.



Brand New Home | Bayview Estates | \$1,649,000

- 4 bedrooms / 3.5 bathrooms
- fully furnished - move-in ready
- contemporary coastal design - clean and uncluttered
- mls 619960

Starr Todd, RS-69717
808.640.1893
Hawaiian Isle Real Estate, LLC
808-327-1155 RB-19005

Hawaiian Isle
REAL ESTATE

Majority feel 2018 fourth quarter is good time to buy home, says Realtor survey

New findings from a National Association of Realtors survey show that despite a favorable view on the economy and the direction of home prices, the sentiment on home buying continued to diminish at the close of 2018 – though a majority still think it is a good time to buy. Consumer sentiment about home buying weakened in the fourth quarter with only 34 percent strongly indicating it is now a good time to buy, down from 39 percent in the third quarter and 43 percent one year ago. The percentage of those who believe that is not a good time to buy was unchanged in the fourth quarter, remaining at 37 percent, though up from 28 percent one year ago.

NAR's fourth quarter Housing Opportunities and Market Experience (HOME) survey also found that a majority of those polled, 59 percent, believe that the economy is improving. Optimism is the greatest among those who earn \$50,000 or

more. Fifty-three percent of those in urban areas said the economy is improving, compared to 71 percent of respondents in rural areas.

NAR's chief economist Lawrence Yun says rapid price increases have affected the marketplace. "Consistently fast-rising home prices well in excess of income growth over recent years have left buyers frustrated while slowly enticing would-be sellers to consider listing."

From 2012 to 2018, median home prices rose 44 percent, while average hourly wage earnings increased by just 16 percent. NAR's most recent survey asked about home prices over the last 12 months. Sixty-three percent of respondents feel that prices have increased in their communities over the last 12 months, down from the third when 70 percent of respondents believed that prices had increased. Thirty percent feel housing prices within their communities have remained the same.

Americans living in the West, those with annual incomes of over \$100,000 and those 45 to 54 years of age are most likely to report that prices have increased in their neighborhoods. Additionally, 67 percent of homeowners, 56 percent of renters and 50 percent of those living with someone else also felt home prices in their communities increased. Forty percent of those earning less than \$50,000 reported that home prices had stayed the same. The national median home price as of October was \$255,400, compared to \$382,900 in the West.

Respondents were also asked for their views on home prices in the next six months. Forty-one percent predict home prices in their communities will stay the same, unchanged from last quarter but up slightly from 40 percent in 2018's second quarter.

Those who said the economy is advancing, 59 percent live in the West, which Yun found interesting.

"The West region has a strong job-creating economy, yet it is the West region showing the weakest buyer sentiment because the West region is the least affordable," said Yun.

Among those who do not presently own a home, 29 percent of those polled said that it would be very difficult to qualify for a mortgage and 30 percent believe that it would be somewhat difficult given their current financial situation (compared to 28 and 31 percent last quarter).

Yun says some of the fourth quarter findings imply that the softening home buying sentiment is less a result of potential buyers holding off purchases in anticipation of lower home prices, but more related to concerns over qualifying for a higher mortgage and the lack of access to affordable home listings. "Perhaps some communities designated as Opportunity Zones can draw real estate developers using tax incentives to build affordable housing," Yun said. ■



RE/MAX
BROKERS

75-5995 Kuakini Hwy.
Kailua Kona HI 96740

Linda Johnson
R, GRI, SFR

Specializing in You
& Kona Real Estate

Cell: 808.989.6155



KONALINDA3@GMAIL.COM • WWW.PROPERTYINKONA.COM

**Kona
Real Estate
Management**



Joseph A. Garcia, BIC
Christina Sotelo, BA
808-329-3121

"A small but professional father-daughter run company, (father licensed since 1972 and daughter since 2004) both Hawaii real estate brokers, specializing in long-term rentals, as well as listings and sales and home check services. Call us today for more details on how we may be of service to you."

www.konahomesandrentals.com



Fully furnished
Long term

Included:
Cable,
Internet,
Complex Pool,
Complex Workout
Room

\$2600/month

Merry Christmas
AND HAPPY NEW YEAR

Thank your for helping us
succeed for you this year!

Are you looking to buy, sell or rent out your property?
Let us help you!

Please call 808-329-3121

Housing has peaked. Here are the reasons the market has cooled.

The housing market is one of the key sectors in the economy. When housing booms, many segments of the economy are pulled along. But this sector is now slowing.

Are we in for a new housing market meltdown? Probably not, but that doesn't mean the future of the housing market is bright. Factors are in place that imply housing has entered a new phase that will not be as strong as in previous cycles.

Housing has peaked. Since spring, housing starts and new and existing home sales have trended downward. Home prices, which had been surging, are now rising more slowly and in some cases are declining from 2017 levels.

A variety of factors have created the deceleration, the biggest being the decline in affordability.

There are three segments of affordability: income, housing price, and mortgage costs. All have been moving in ways that have made it more difficult to buy a house.

In many parts of the country, prices have risen sharply. With mortgage rates increasing, the monthly cost of a mortgage has surged. Unfortunately, income growth has not grown fast enough to offset the higher costs.

When you combine higher monthly payments with limited income, you get a market that had to weaken.

But it isn't just affordability that is weighing on the housing sector. Demographics are playing a major role, as well.

When considering housing demand, cost is just one factor. The potential size of the market has to be taken into account. With housing, it's how many people/families might be interested in buying a home.

The key, then, to housing sales is attracting younger buyers — millennials — into the market.

And there's the rub. When it comes to home ownership, millennials are behaving markedly differently than previous generations.

According to a study by the Urban Institute, in 2015 only about 37 percent of those in the age group 25 to 34 own homes. In comparison, 45.4 percent of GenXers, when they were that age, lived in their own unit, while Baby Boomers had an ownership rate of 45 percent.

The gap in ownership rates has been created by both preferences and financial factors.

The so-called American dream of homeownership is not as much a priority for millennials. While their parents aspired

to buy their own home, millennials have an attitude of "been there, lived that." They have other dreams and they prefer to spend their money on other things, especially technology.

They are also forming households later. The marriage rate for younger individuals has dropped precipitously — from 52 percent in 1990 to 37 percent in 2015, according to the same Urban Institute study. That leads to more groups living together in rental properties and a lowered need for individual housing.

Millennials are also under financial pressure. Disposable income growth has been minimal during their working years and that has led to low, if any, savings.

Down payments are a major hurdle. As long as incomes grow slowly and preferences for non-shelter-related products remains high, the savings rate will stay depressed.

Finally, millennials are saddled by school loans. While other debt can be discharged through bankruptcy, it is extremely difficult to do so using the standard bankruptcy rules. And defaulting or underpaying can lead to even greater debt burdens. Millennials can wind up in a student-loan repayment trap that could lock them out of home ownership for an extended period.

While millennials should eventually move more extensively into home ownership, it could be a while before they do so. For the next few years, the potential demand for homes will be lower than would be expected, given the demographics.

There is good news and bad news in the reduced millennial involvement in the housing market.

Consider the current situation. While the housing market is cooling, sales and starts never soared. Thus, the good news is that the economy is not facing a housing bubble. Yes, there may be metro areas where prices climbed too high, but with sales and construction at moderate levels, the economic impact of a slowdown should not be great.

On the other hand, as long as millennials show disdain for home ownership, builders will be operating in a lessened demand environment. They will need to adjust to that lowered sales pace.

Housing is fading, but the sector doesn't pose the same threat to growth that previous downturns have had on the economy. However, don't expect housing to lead the way going forward, as it may be years before millennials become fully engaged in the market. ■

Consulting Sales/Leasing Services Property Management



Available Units:

- 1,395 sq ft office
 - 3,090 sq ft office with 2,000 sq ft warehouse
- Great location, coastal views.



is the leading full-service Commercial Real Estate firm on the Big Island. TCG is looking for potential qualified tenants as well as commercial property owners who need leasing services for their property or a Leasing Agent and Property Manager. They also offer consulting services for commercial real estate issues.



Monique Peacock, (PB)
RB-19825

PO Box 908, Kailua-Kona, HI 96745 • Office (808) 329-1111
www.TCGKona.com • email: mp@TCGKona.com

Kona Coast Shopping Center
74-5586 Palani Road

NOW OPEN!



Kona Crust is an authentic NY Style Pizzeria. Order in advance for pickup by phone, through our website, or with our mobile app.

Find out more at KonaCrust.com or call to place your order now **731-7553**.



Debbie Parmley (B) CCIM

Vice President | Hawaii

License No. RB-21953

Leasing Services – Island of Hawaii

Direct **+1 808 987 7722**

Main **+1 808 524 2666**

debbie.parmley@colliers.com



Natalie Campisi: The pros and cons of paying off your mortgage early

Most homeowners want to own their homes free and clear. For some, that means using a raise, inheritance or savings to pay off their mortgage early. But this seemingly responsible move may not always be in your best financial interest.

According to financial experts, paying off your mortgage early actually comes with a cost to your bottom line. The reason lies in simple math: the amount you'll save in interest likely won't exceed what you would earn in other long-term investments, such as stocks and real estate.

For investments to make more sense than paying off a mortgage early, the annualized rate of return over a certain number of years would only need to make more than the mortgage interest. And since most people are sitting on relatively low mortgage rates, between 3.5 to 5.5 percent, beating that rate isn't tough.

The average annualized return for the S&P 500 index over the past 90 years is roughly 10 percent. Using the cash to leverage more real estate, such as multifamily properties and single-family homes, is another long-term investment that will likely offer higher long-term yields compared with paying off your mortgage, says Richard Bowen, CPA and owner of Bowen Accounting in Bakersfield, California.

It's not an easy call

However, it's important to work with a financial advisor before you invest so you can fully understand the risks and benefits involved, Bowen adds. Although history tells us that these investments outpace saving on your mortgage interest rate, they can be risky.

"Sadly, the math tell us, it's almost always better to invest in other places

than in your mortgage," Bowen says. "The thing is no one can give you a guarantee on an investment. You can put your money in the stock market and lose it. You can put your money in real estate and it doesn't perform as well as you expected it to."

Indeed, if you, like thousands of others, had invested in Las Vegas real estate before the 2008 financial crisis, you'd have lost your shirt and pants, too, when prices plunged 60 percent, nearly twice the national rate.

Maintaining some liquidity is essential

Financial experts agree that it's important to have a portion of your net worth in liquid assets. These are assets that can be converted into cash quickly such as stocks, marketable securities, mutual funds, U.S. treasuries and bonds. A house is considered a non-liquid asset because it can take months, or longer, for a homeowner to sell the property.

Liquidity is important in times of economic downturns and personal emergencies. Its primary function is to be an easy way to access cash when you need it. If your cash is tied up in a house or retirement accounts (which can be expensive to draw from), you could end up having to borrow money in a pinch.

"If you start paying down your mortgage too fast you risk depleting your liquidity. The kind of liquidity you have is important, too. You don't want too much cash tied up in retirement funds because you can get slammed with fees if you have to withdraw early," warns Amanda Thomas, a client advisor at Mission Wealth.

If you withdraw money from an IRA before you turn 59 1/2, you will pay a 10 percent penalty and income taxes on the amount you withdraw.

After you turn 59 1/2 you will not have to pay the penalty fee on withdrawals but you'll still be obligated to pay income taxes. Depending on how much you withdraw, this might be pushed into a higher tax bracket, which could mean a bigger bill from Uncle Sam come tax time. Find out the minimum distribution from your retirement accounts here.

If paying off your house is more valuable to you than earning a few dollars more in stocks, be sure you have a six-month emergency fund saved before you commit a big chunk of cash to your mortgage payment, Bowen advises.

Families should strive to have a minimum of three months after-tax wages in the bank and low-income earners should aim for at least \$1,000 saved before putting extra toward a mortgage payment.

"From a personal finance perspective, you free up monthly cash when you pay off your house, but you remove a whole bunch of cash to do that. As long as what you're giving up still leaves you with the pad that protects you for six months to one year then that's okay," Bowen says.

Poor savers might be the best pay-off candidates

Financial planning is a process that's unique to every individual. Spending habits, timelines, how much risk you're willing to assume — and how much you're okay losing, as well as your financial and personal goals are all elements that go into an effective strategy.

If someone tends to spend or has trouble keeping money in the bank, then that's a behavior that's not likely to change so it's important to plan around it, Bowen points out.

"The right thing to do is the thing you will do. All of this has to do with personal habits. If you're going to blow through the extra money anyway, then it's better that you put it into your house than spend it," Bowen says.

Paying off your mortgage early will decrease your total mortgage interest, which could save you thousands, as well as help you build equity faster.

Homeownership offers peace of mind

According to ATTOM data, 34 percent of homeowners have 100 percent equity in their homes. For many people, including Thomas, owning your home offers benefits that can't be tallied on a computer.

For folks nearing retirement, eliminating that monthly mortgage payment can be a mental relief when they're facing a fixed income.

"Personally, I'm paying down my mortgage. It feels good to have it paid off before retirement. It might not always make financial sense but it offers peace of mind and it might allow for better budgeting," Thomas says.

Homeowners can also borrow against the equity in their home by way of a home equity line of credit, or HELOC, in case of emergencies or to make improvements to their home. HELOC interest rates are still historically low and if you use the funds to add on or make repairs to your home, then the money is tax deductible.

The important thing is for people to identify their financial goals and to allocate their money appropriately. Although financial planning seems like an exercise in logic, it's often ruled by emotion. People want to feel good about where their money is and that doesn't always line up with what a spreadsheet might recommend.

For some people, owing money causes stress, so getting rid of debt is a better use of funds than keeping the debt in order to earn extra in investments.

"My wife likes having money in the bank whereas I'd rather invest it. But if money is a tool, then that money is buying her happiness, so it's working," Bowen says. ■

ELECTRICAL



NO JOB TOO SMALL FOR ALL
YOUR ELECTRICAL NEEDS,
WE WELCOME YOUR CALL.

Cell: 936-0260

Lic.# C-24983

allphaseelectrical@hawaii.rr.com

DRYWALL CONTRACTOR

DIH Drywall Installations Hawaii
Quality Licensed Professionals
RESIDENTIAL • COMMERCIAL • TENANT IMPROVEMENT & REMODEL

- ★ Metal Stud Framing / T Bar Ceiling
- ★ Hang, Tape and Texture
- ★ Demo / Rubbish Removal

808-896-3739 • dih2001@hotmail.com

Ashford Alices Owner • License #C-21983

Expand your homebuying options with a fixer-upper mortgage

It's the lament of first-time homebuyers in just about every housing market: There aren't enough entry-level homes available that are move-in ready.

One solution is to broaden the search to fixer-uppers. With a renovation mortgage, you can get one home loan that combines the purchase price with the cost of improvements.



Not enough affordable homes

Entry-level homes are scarce, whether new or used. Most gains in housing inventory have been in upscale homes, according to Realtor.com.

The decline in entry-level new construction is stark: 36 percent of homes built in 2000 had under 1,800 square feet; in 2017, 22 percent did, according to the Harvard Joint Center for Housing Studies.

As for existing homes, resales of homes costing \$100,000 to \$250,000 were down 1.9 percent in October, compared with a year earlier, according to the National Association of Realtors. The demand is there: Even with the decline, homes in that price range accounted for 40.2 percent of sales.

Faced with a shortage of affordable homes, it makes sense to consider buying and fixing up dwellings that are outdated or in need of repair.

The two major types of renovation loans are the FHA 203(k) loan, insured by the Federal Housing Administration, and the HomeStyle

loan, guaranteed by Fannie Mae. Both cover most home improvements, whether major or minor.

"Basically, every kind of repair that can be done to a property, we do it," says Brad McMullen, vice president of renovation lending for PrimeLending, a national mortgage lender that emphasizes renovation loans.

Renovation loans expand options

Both FHA 203(k) and HomeStyle can be used for structural and cosmetic renovations. With both loan types, renovation work may begin immediately after closing.

FHA's 203(k) loan is for primary residence s only. It requires a minimum credit score of 500 with a down payment of at least 10 percent; a credit score of 580 or higher allows a down payment of 3.5 percent. These loans can't be used for work that the FHA deems a luxury, such as installing a swimming pool.

There are two types of 203(k) loans: limited and standard. The limited is for renovations costing \$35,000 or less that don't require major structural work. The standard is for projects upwards of \$35,000 or involving major structural work.

A 203(k) standard loan requires a HUD consultant, who helps the homeowner solicit and analyze bids and oversees inspections of the work. Consultants are often contractors, architects or inspectors, McMullen says. HUD has a tool to search for consultants.

Fannie Mae's HomeStyle loan may be used to buy and fix up a primary residence, second home or investment property. It requires a minimum credit score of 620. Minimum down payment is 3 percent or 5 percent, depending on whether the home is owner-occupied and the borrower is a first-time homebuyer or has a low to moderate income.

HomeStyle loans have few restrictions on improvements, other than that they "should be permanently affixed to the real property (either dwelling or land)," according to Fannie Mae guidelines. That means HomeStyle may pay for adding a swimming pool.

Pitfalls to watch for

The most common problem is failing to get detailed cost estimates, McMullen says. To prevent cost overruns, make sure estimates are specific about materials, and include costs for inspections, permits and consultant fees (if applicable).

Another pitfall: over-improving the home. If every house on the block has one story and three bedrooms, it might be a bad idea to add a second story with two bedrooms. The home will no longer fit in with the neighborhood, and it will be difficult to get an accurate estimate of the home's post-renovation value because of a lack of nearby comparable houses.

Getting started

After finding the house you want, choose a lender, decide on a loan type and hire a HUD consultant. Then, with the consultant's guidance, get estimates from contractors. Your lender will need copies of the estimates.

The renovation work may begin immediately after you close the loan.

When the improvements are complete, you'll have your home the way you want it — sooner than you might have thought possible. ■

Thinking of Vacation Renting?

Not all management companies are created equal.

Call today - to find out the differences



Kona Coast
VACATIONS

OFFICE NOW OPEN IN MAUNA LANI

Mauna Lani Office (808) 329-2140 Kailua Kona Office
68-1330 Mauna Lani Dr 74-5565 Luhia St, Suite 101

www.konacoastvacations.com

Purchase, Refinance, and Reverse Mortgage Loan Options



HI - 217406



BARBARA A. WELSH

PHONE: (808) 327-0404
Cell: (808) 960-3457



Mortgage Broker/Owner
Hi - 224003

barbara@apexmortgagehawaii.com
apexmortgagehawaii.com



76-6225 Kuakini Hwy. C-106
Kailua-Kona, Hawaii 96740

E Komo Mai...

There's no place like HomeStreet!



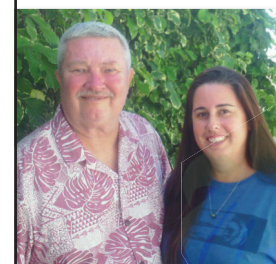
SHIRLEY GAMBILL-DE REGO

Loan Officer NMLS ID# 1032068
Shirley.DeRego@homestreet.com
homestreet.com/sderego
808-443-5269

[HomeStreet] Bank



Kona Real Estate Management



Joseph A. Garcia BIC Christina Sotelo BA

Property management of long term rentals and home check services. A small but professional father-daughter run company that are both licensed brokers and treat your property like their own.

808-329-3121
www.konahomesandrentals.com

The perfect card for the holidays!

Rates as low as:

7.90% APR*

**NO ANNUAL FEE • NO CASH ADVANCE FEE
NO BALANCE TRANSFER FEE • REWARDS!**

Apply online at hicommfcu.com
or call 930-7700!



**HAWAII
COMMUNITY
FEDERAL CREDIT UNION**

#hicommfcu



*APR = Annual Percentage Rate. Other rates available. Rate and card determined by creditworthiness. All loans are subject to approval. Programs, rates, terms, conditions and services are subject to change without notice. The foreign transaction fee is 1.00% of the amount of each transaction in U.S. dollars. Certain restrictions may apply. HCFCU membership is required. **Rewards points can be redeemed for merchandise and travel. You earn 1 rewards point for every \$1 spent with a HCFCU credit card. Points earned have a 3-year expiration date from the date they are earned.

Insured by NCUA.



**NEW LISTING
OCEANFRONT**

OCEANFRONT - KONA BAY ESTATES

Spacious 4B/4.5B home in gated subd. with 24-hour guard. Over 4200 sf of living area and steps to the ocean, with Media Room & Library. Close to Keiki Swimming Pond. Owned Photovoltaic, solar hot water and Central A/C. Great for entertaining or VACATION RENTALS. Close to downtown.

MLS #622914 • \$2,950,000



FABULOUS

MANGO COTTAGE - KONA ORCHARDS

Tropical Oasis on lush 1/2 Acre lot with Fabulous ocean views. Private Hawaiian Plantation-Style Retreat with 3B/3B plus 1B/1B Guest Quarters. Large pool and park-like grounds. Totally Refurbished & upgraded throughout. Great for multi-generational family.

MLS #619947 • \$1,395,000



**VACATION OR
2ND HOME**

BRAND NEW HOME - HOLUA KAI

Beautiful 3B/3B home in gated community w/inground pool & turnkey furnished. Stainless Appliances, Quartzite & Tiger Wood Floors - large soaking tub - 9" ceilings.

Ready for full time or VACATION RENTALS.

MLS #621722 • \$1,150,000



REDUCED

KAPA'AU COMMERCIAL RETAIL BLDG. and 2 HOMES - 2B/1B each

Opportunity to Work & live in North Kohala. Good Highway Frontage. Easy to see.

MLS #613444 • \$599,000



NEW LISTING

LOKAHI MAKAI

Lovely 3B/2B single level home with central air & leased photovoltaic. FRUIT LOVERS DREAM - organic dwarf fruit trees and vegetables for the family. Tile & Wood floor. Close to Airport & University.

MLS #623343 • \$629,000



REDUCED

ALII VILLAS #328

Almost oceanfront - Top Floor - 2 Bedroom/2 Bath. Turnkey Furnished w/upgraded Kitchen and Baths & new appliances. VACATION RENTALS. Walk to town. Pet friendly for owner.

MLS #615179 • \$519,000



READY TO BUILD

KONA HILLS ESTATE

1 Acre Building Site. Best oceanview in upscale, private gated comm. with HOA & County approved plans by Peggy Chesnut. Level Building site.

MLS #617329 • \$349,000



LINDA BRADLEY
Realtor/Broker • RB-15020
Certified Residential Specialist
Linda@ElitePacific.com
www.LindaBradley.com
808-896-1579

Serving Kona since 1985

ELITE
PACIFIC PROPERTIES
Luxury Service with Aloha Spirit