

Kimi Cook-Walls, Broker | 808.938.3040 | [CWI@livekohala.net](mailto:CWI@livekohala.net) | [www.livekohala.net](http://www.livekohala.net)

### KOHALA RANCH (RESIDENTIAL)

for the period: January 1, 2011 – October 17, 2011



“We could chat about ‘challenging’ market conditions, but homes are still selling in Kohala Ranch. There are fewer showings right now, but we are coming into our “busy buying” season, which is from the end of November through the end of March. The real challenge is realistic pricing.”

**\*NOTE: For history of a specific listing, please email us at [cwi@livekohala.net](mailto:cwi@livekohala.net)**

HOMES SOLD (1/1/11 TO 10/17/11)										MLS DATA
MLS #	Tp	St	DOM	Tax-Key	Tnr	List Price	Location	Land area	Sq.Ft. Bed/Bath	
232550	RES	S	88	3-5-9-9-2	FS	\$1,107,000	59-1764 Kohala Ranch Rd	12.74 ac	4,998 5/5.00	
SOLD 7/20/2011 for \$1,060,000 (CNV) DOM 88										
224627	RES	S	548	3-5-9-9-42	FS	\$1,295,000	59-1481 Kohala Ranch Rd	10.01 ac	3,799 4/4.01	
SOLD 7/1/2011 for \$1,250,000 (CASH) DOM 548										
236111	RES	S	293	3-5-9-12-41	FS	\$1,349,000	59-400 Pupu Pl	5.00 ac	2,986 #0 3/3.01	
SOLD 6/15/2011 for \$1,300,000 (CASH) DOM 293										
239886	RES	S	69	3-5-9-12-44	FS	\$1,290,000	59-400 Haloku Pl	5.05 ac	2,062 3/2.00	
SOLD 3/31/2011 for \$1,290,000 (CNV) DOM 69										
237796	RES	S	181	3-5-9-12-57	FS	\$2,200,000	59-468 Pili Pl	5.00 ac	4,211 3/3.01	
SOLD 3/11/2011 for \$1,925,000 (PMM, Other) DOM 181										
245248	RES	S	84	3-5-9-13-65	FS	\$899,000	59-206 Ka Nani Dr	3.27 ac	2,924 2/3.00	
SOLD 10/10/2011 for \$840,000 (CASH, CNV) DOM 84										
238789	RES	S	74	3-5-9-13-81	FS	\$1,620,000	59-229 Kanaloa Dr	3.00 ac	3,594 5/5.00	
SOLD 3/24/2011 for \$1,400,000 (PMM) DOM 74										
232138	RES	S	444	3-5-9-13-94	FS	\$679,000	59-232 Kanaloa Pl	3.00 ac	2,200 3/2.00	
SOLD 7/12/2011 for \$630,000 (CNV) DOM 444										

“The savvy seller knows that by aggressively pricing their home at market- rather than ‘testing’ the market, will alleviate the negative implications that come with an overextended listing. One of the first thing a Buyer will check is the DOM - Days on the Market. The first thing that comes to mind is “Is there something really wrong with this property? Why has it been on the market for so long?”

HOMES CURRENTLY LISTED (10/17/11)										MLS DATA
MLS #	Tp	DOM	Tax-Key	Tnr	List Price	Location	Lot Area	Sq.Ft. Bed/Bath		
240849	RES	291	3-5-9-10-14	FS	\$2,795,000	59-1177 Kamakani Lp	11.74 ac	4,590 5/5.01		
245245	RES	147	3-5-9-11-8-1	FS	\$1,195,000	59-540 Pueo Pl #A	1.31 ac	3,005 3/3.00		
246078	RES	107	3-5-9-11-8-2	FS	\$995,000	59-540-A Pueo Pl #B	1.80 ac	2,290 #B 3/2.00		
246249	RES	109	3-5-9-11-34	FS	\$2,198,000	59-727 Kaala Rd	3.33 ac	3,608 4/4.00		
219339	RES	1001	3-5-9-12-25	FS	\$1,775,000	59-514 Kaala Rd	3.42 ac	3,922 3/3.01		
243939	RES	183	3-5-9-12-31	FS	\$998,000	59-380 Olomana Rd	3.23 ac	3,172 4/3.00		
240141	RES	320	3-5-9-12-46	FS	\$1,999,000	59-415 Haloku Pl	5.36 ac	4,064 4/5.00		
241343	RES	303	3-5-9-14-17	FS	\$879,000	59-321 Welina Pl	3.13 ac	2,886 3/3.01		
245291	RES	144	3-5-9-14-19	FS	\$1,229,000	59-330 Welina Pl	4.80 ac	2,569 3/3.00		
245561	RES	129	3-5-9-14-26	FS	\$2,100,000	59-294 Kanaloa Dr	3.01 ac	4,478 4/3.01		
239548	RES	350	3-5-9-14-32	FS	\$1,099,000	59-253 Lehiwa St	3.86 ac	3,288 4/3.01		

Kohala Ranch Area	Tax-Key	ITEM	DESCRIPTION	ITEM	DESCRIPTION
The Summit	3-5-9- 9 & 10	MLS #	Multiple Listing Service Number	LN	Vacant Land
The Meadows	3-5-9- 13, 14 & 15	TP	Type of Property (Condo, Single Family Detached)	DOM	Days on Market
The Heathers	3-5-9- 11 & 12	Res	Residential	FS	Fee Simple

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### KOHALA RANCH (LAND)

for the period: January 1, 2011 – October 17, 2011



“Kohala Ranch Lot prices have dropped considerably - in some cases as much as 40%. The majority of these sales were to All-Cash Buyers, which may indicate people are seeing Kohala Ranch lots as a good investment. Also of note is that some believe it is actually more economical to build your exact ‘dream home’, rather than buy an existing home. It really depends on the client’s objectives.”

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LOTS SOLD (1/1/11 TO 10/17/11)								MLS DATA
MLS #	Tp	St	DOM	Tax-Key	Tnr	List Price	Location	Land Area
240673	LND	S	36	3-5-9-11-47	FS	\$495,000	Kohala Ranch Lot #:253	3.25 ac
SOLD 2/11/2011 for \$450,000 (CASH) DOM 36								
219231	LND	S	732	3-5-9-12-4	FS	\$695,000	Kohala Ranch Lot #:209	3.51 ac
SOLD 2/7/2011 for \$637,500 (CASH) DOM 732								
237880	LND	S	239	3-5-9-12-29	FS	\$450,000	Kohala Ranch Lot #:273	3.33 ac
SOLD 6/15/2011 for \$345,000 (1031) DOM 239								
239013	LND	S	159	3-5-9-12-59	FS	\$450,000	Kohala Ranch Lot #:328	5.00 ac
SOLD 4/29/2011 for \$425,000 (CASH) DOM 159								
240069	LND	S	81	3-5-9-13-23	FS	\$225,000	Maki Way	3.25 ac
SOLD 2/28/2011 for \$200,000 (CASH) DOM 81								
243018	LND	S	73	3-5-9-14-14	FS	\$249,000	Kohala Ranch Lot #:472	3.61 ac
SOLD 6/9/2011 for \$225,000 (CNV) DOM 73								
237530	LND	S	368	3-5-9-14-22	FS	\$190,000	Kohala Ranch Lot #:480	3.03 ac
SOLD 9/22/2011 for \$190,000 (PMM) DOM 368								
242919	LND	S	13	3-5-9-14-39	FS	\$145,000	Kohala Ranch Lot #:497	3.62 ac
SOLD 5/11/2011 for \$145,000 (CNV) DOM 13								
239223	LND	S	36	3-5-9-15-83	FS	\$243,250	Kohala Ranch Lot #:700	5.02 ac
SOLD 2/25/2011 for \$243,250 (CNV) DOM 36								

Kohala Ranch Area	Tax-Key	ITEM	DESCRIPTION	ITEM	DESCRIPTION
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The Heathers	3-5-9- 11 & 12	Res	Residential	FS	Fee Simple

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### KOHALA RANCH (LAND)

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“With land loans becoming more and more difficult to find, the cash buyer is your best bet. No cash offers? Then Sellers you better start seriously thinking about Seller Financing.”

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#### LOTS CURRENTLY LISTED FOR SALE (38)

MLS DATA

MLS #	Tp	St	DOM	Tax-Key	Tnr	Price	Location	Land area
245275	LND	A	149	3-5-9-9-3	FS	\$425,000	59-1702 Kohala Ranch Rd	10.12 ac
244845	LND	A	154	3-5-9-9-4	FS	\$369,000	Kohala Ranch Lot #:82	11.23 ac
239988	LND	A	339	3-5-9-9-12	FS	\$349,700	Kohala Ranch Lot #:90	11.26 ac
237843	LND	A	416	3-5-9-9-14	FS	\$340,000	Kohala Ranch Lot #:92	12.39 ac
247173	LND	A	76	3-5-9-9-21	FS	\$495,000	Kohala Ranch Lot #:99	14.83 ac
229348	LND	A	525	3-5-9-10-2	FS	\$348,500	Kohala Ranch Lot #:109	13.80 ac
238977	LND	A	340	3-5-9-10-21	FS	\$499,000	Kohala Ranch Lot #:149	11.13 ac
247274	LND	A	74	3-5-9-10-29	FS	\$430,000	Kohala Ranch Road	11.93 ac
239570	LND	A	350	3-5-9-11-2	FS	\$359,000	Kohala Ranch Lot #:186	3.54 ac
245165	LND	A	150	3-5-9-11-13	FS	\$232,500	Kohala Ranch Lot #:197	3.05 ac
241832	LND	A	273	3-5-9-11-15	FS	\$315,000	59-229 Olomana Rd	3.47 ac
244062	LND	A	192	3-5-9-11-32	FS	\$849,000	59-681 Kaala Rd	3.78 ac
229974	LND	A	612	3-5-9-11-81	FS	\$439,000	Kohala Ranch Lot #:303	3.08 ac
246424	LND	A	108	3-5-9-12-9	FS	\$699,000	Kohala Ranch Lot #:214	3.00 ac
246192	LND	A	109	3-5-9-12-29	FS	\$320,000	Kohala Ranch Lot #:273	3.33 ac
245458	LND	A	141	3-5-9-12-37	FS	\$395,500	Kohala Ranch Lot #:281	3.50 ac
222008	LND	A	891	3-5-9-12-52	FS	\$399,000	Kohala Ranch Lot #:321	5.00 ac
240903	LND	A	284	3-5-9-13-13	FS	\$350,000	384 Ka Nani Dr	4.52 ac
236118	LND	A	473	3-5-9-13-17	FS	\$349,000	388 Ka Nani Dr	3.07 ac
247497	LND	A	54	3-5-9-13-37	FS	\$329,000	Ka Nani Dr	3.57 ac
243875	LND	A	199	3-5-9-13-40	FS	\$379,000	Kohala Ranch Lot #:411	3.19 ac
245072	LND	A	148	3-5-9-13-44	FS	\$359,500	59-234 Kipa Mai Pl	3.88 ac
247922	LND	A	46	3-5-9-13-67	FS	\$199,900	Kohala Ranch Lot #:438	3.72 ac
244161	LND	A	189	3-5-9-13-72	FS	\$199,900	Kohala Ranch Lot #:	3.24 ac
237936	LND	A	261	3-5-9-14-1	FS	\$239,000	Kohala Ranch Lot #:459	3.71 ac
244876	LND	A	142	3-5-9-14-15	FS	\$249,000	59-313 Welina Pl	3.50 ac
247756	LND	A	55	3-5-9-14-20	FS	\$329,000	Welina Place	3.89 ac
230288	LND	A	624	3-5-9-14-27	FS	\$219,000	Kohala Ranch Lot #:	3.10 ac
246528	LND	A	67	3-5-9-14-28	FS	\$250,000	Kanaloa Drive #	3.31 ac
240085	LND	A	340	3-5-9-14-41	FS	\$198,000	Kohala Ranch Lot #:499	3.82 ac
175610	LND	A	2000	3-5-9-14-43	FS	\$375,000	Kohala Ranch Lot #: 501	3.68 ac
242288	LND	A	256	3-5-9-14-52	FS	\$350,000	Kohala Ranch Lot #:510	3.76 ac
245628	LND	A	107	3-5-9-15-70	FS	\$325,000	Kohala Ranch Lot #:687	5.03 ac
204688	LND	A	1377	3-5-9-15-71	FS	\$459,900	Kohala Ranch Lot #:734	5.34 ac
241884	LND	A	267	3-5-9-15-77	FS	\$365,000	59-644 Ualani	5.02 ac
227870	LND	A	745	3-5-9-15-78	FS	\$399,000	Kohala Ranch Lot #:695	5.08 ac
238234	LND	A	400	3-5-9-15-84	FS	\$245,000	Kohala Ranch Lot #:701	5.03 ac
244901	LND	A	341	3-5-9-15-90	FS	\$319,000	59-1137 Kalama Wy	5.28 ac

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