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MAUI REAL ESTATE NEWSLETTER



In This Issue

For Maui Real Estate August 2021 Market Report and Luxury Market report go to LivingOnMaui.com

How to price your property in a hot seller's market?

New Housing Developments 2021

Hawaii Energy Rebates

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Featured Listing

Go to KiheiKaill.com for video, photos & info

When Time moved slower...Kihei Kai 11

BEACHFRONT CONDO COMPLEX! Kihei Kai is to be experienced...glimpse back to "old Hawaii" charm...laid back ease. KIHEI KAI #11- Just steps to the sandy beach. TOP Floor, OCEAN and HALEAKALA MOUNTAIN VIEWS from the LANAI AND BEDROOM. Sold fully furnished. Lovingly updated throughout the years. Open Kitchen flows seamlessly to living area and lanai. Bathroom was remodeled with beautiful graduated sandstone colored tile and glass vessel sink. Two Split Air Conditioners in Main Living area and Bedroom. Please see UPGRADES List. Relax on your lanai and enjoy the Maui trade winds and listen to the gentle waves of the Pacific ocean. Barbeque and dine al fresco on the grassy lawn by the sea. Lay back under the stars... Watch the whales in season and hear the soothing sound of the ocean as you unwind and enjoy life under the Maui sun. Of course, you don't want to miss the spectacular sunsets. This condo is in the front desk vacation rental program with onsite property managers. The Maui Beach Life awaits you in this charming boutique residence on Sugar Beach.



HOW TO PRICE YOUR HOME IN A HOT SELLER'S MARKET

When selling your home, it's no secret that setting a fair listing price is essential for quickly attracting a buyer. But in today's strong seller's market, which has seen home values hit record highs in many areas and bidding wars often drive the sales price above the listing price, sellers may wonder just how ambitiously they should price their homes. While your realtor will be able to offer the most up-to-date guidance for your current market, here are a couple pricing strategies to keep in mind.

- Safeguard against low appraisals. In areas where home prices are rising quickly, it's not uncommon for properties to receive appraisals that are lower than the price agreed upon by the buyer and seller. In fact, the National Association of Realtors reported that in the first quarter of 2021, low appraisals were the leading cause of terminated contracts. Since mortgage companies generally will not lend more than a home's appraised value, the problem in this situation is that either the buyer needs to offer more cash, the seller needs to agree to a lower price, or the two must meet in the middle in order to save the sale. Fortunately, there are some steps that sellers can take to protect themselves against low appraisals. For example, you can choose to only accept offers that guarantee the sales price regardless of the appraisal, or only accept buyers who are prepared to put at least 20% down (or more depending on property type).

- Consider recent comps. Identifying the sales prices of similar homes in your area that have recently sold will help you and your agent choose the optimal listing price for your home. For the most relevant data, focus on properties located within a mile that have closed in the past 90 days and have similar defining characteristics — such as the same number of bedrooms and bathrooms, and square footage within 20% of your home. Source: Homes.com

MENEHUNE SHORES 403 GORGEOUS OCEANFRONT 2 BED/2BATH CONDO FOR SALE

GO TO MENEHUNE403.COM FOR VIDEO AND MORE INFO
BLUE OCEAN VIEWS, MAJESTIC MOUNTAIN VIEWS! OCEAN BREEZES. Offered fully furnished. This OCEANFRONT condo complex is located on the south shore of the Island of Maui. This condo allows for vacation rentals. Unit 403 has a bright contemporary design that is so inviting, uplifting and relaxing. The open living and dining room area opens up to a lanai (balcony) with lovely views. The master bedroom also has a sliding glass door out to lanai with ocean and mountain views. Split Air Conditioning units in both Bedrooms and Living\Dining room area. Washer/dryer in unit. Wonderful oceanside pool, BBQ area by the ocean and rooftop. Onsite restaurant with oceanside dining. Rooftop viewing deck with 360 views! There is an ancient Hawaiian fishing pond, sandy beaches and wonderful SUP, snorkeling, outrigger canoe, kayak and more. During season you can whale watch right from your lanai! WONDERFUL OPPORTUNITY TO OWN YOUR PIECE OF PARADISE.



NEW DEVELOPEMENTS



Hoku'ula: Hali'imaile, Upcountry, Maui Workforce Housing- new single family homes development community for Maui residents only. The first 98 homes will be for workforce housing (must meet Maui County's eligibility criteria) and the second 98 homes will be at market value. Represented by Island Sothebys

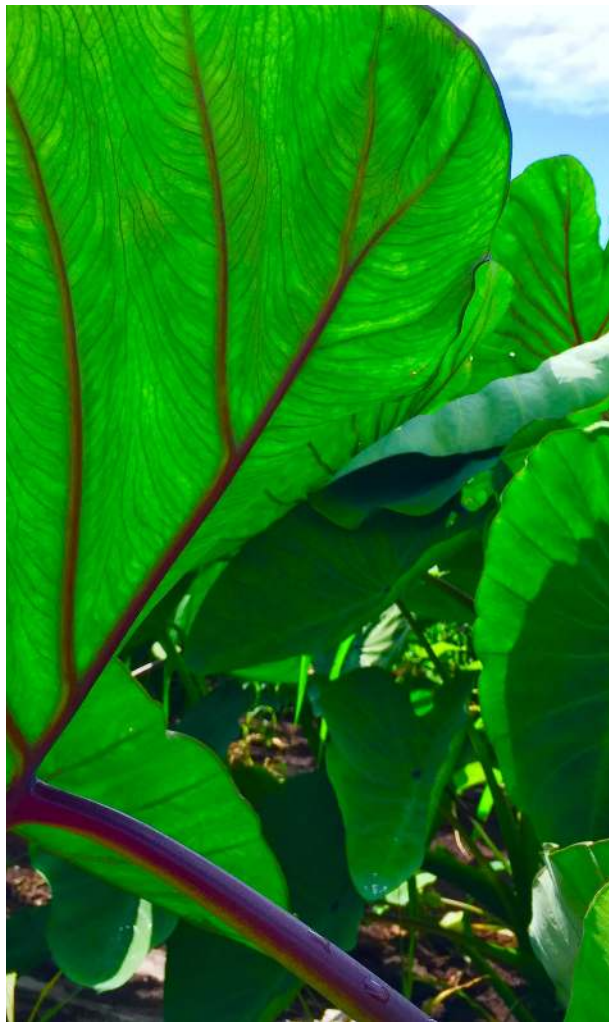
Lai'Loa: Wailea: Part of the Wailea Hills Collection. Condominiums 2 and 3 bedroom new condominium villas and penthouses 13 acres along hills. Many units will have great ocean views The luxurious amenities infinity edge pool, spa, fitness center, and an outdoor terrace. Prices start in the mid \$1.5M range. Subject to change. Represented by Polaris Pacific



For More information on these projects contact Jeannie Kong-Evarts R(S). She offers buyer representation



Anuheia at Kehalani: Wailuku. Single Family Homes. This development will have in total 164 homes with five different 3 bedroom, 2 to 2.5 bath single family floor plans ranging from 1,529 sq. ft. to 1,998 sq. ft. Price ranges will start in the high \$700,000's. Subject to change. Go to <https://homesbytowne.com/hawaii/anuheia-at-kehalani/#overview>. Represented Towne Island Homes.



Jeannie Kong-Evarts' Recent Track Record of SUCCESS!

340 PUALOA NANI PL. \$3,450,000
 COCONUT GROVE G26 \$4,550,000 (buyer)
 1676 HALAMA ST. \$5,800,000 (buyer & seller)
 WAILEA POINT 2303 \$1,850,000 (seller)
 76 HONUHULA ST \$1,140,000 (seller)
 82 KULAMANU CIR. \$1,350,000 (seller)
 HONUA KAI #522 \$805,000 (seller)
 2191 S. KIHIE RD. #1418 \$770,000 (seller)
 61 N. KIHEI RD #24 \$614,250 (seller)
 46 MOLEHULEHU \$830,000 (seller)
 SOUTH SHORE PLAZA #303 \$845,000 (buyer)
 40 KAIEA \$975,000 (buyer)
 737 MILILANI \$1,488,000 (buyer)
 140 UWAPO #37-201 \$344,900 (buyer)
 140 UWAPO #55-205 \$350,000 (buyer)

EXCLUSIVE BROKERAGE OF KULA I'O

Call Jeannie for more information on this great opportunity.

Jeannie Kong-Evarts REALTOR® (S)

Awarded "REALTOR® (S) OF THE YEAR 2018" Highest award given by Realtors Association of Maui.

- CRS: Certified Residential Specialist (CRS) is the highest credential awarded to residential sales agents, & brokers. Only 4 % of Realtors nationally have qualified for this professional designation.
- RENE (Real Estate Negotiation Expert), e-Pro & GREEN
- GUILD member (INSTITUTE OF LUXURY HOME MARKETING)
- Jeannie and her HALL OF FAME Brokers have over 50 years combined EXPERIENCE in Maui Real Estate
- Chairperson for Board of Membership Committee at RAM
- Director-at-Large at Realtors Association of Maui (2015-2018)
- Board of Directors of Maui Memorial Medical Center Foundation (2010-2016)

What her clients are saying! Many more ore testimonials available

"Jeannie is the most organized, attentive, and detail-oriented realtor imaginable & she has the utmost sense of integrity. We are always able to put complete trust in her & her advice. We have used her 3 times and would highly recommend her to both buyers and sellers". Margo S.

"Excellent person and high-quality professionalism." Mila O

"Jeannie has helped us with our home and office. The process of easy & seamless. She has great follow-up and attention to detail.

Julie & Simon I



Contact me or go to LivingOnMaui.com and Subscribe to my e-newsletter for more in depth info

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