



RENDERING COURTESY: ROYAL PALMS

An architect's rendering previews the look of the Royal Palms at Poipu Beach, a \$110 million resort condominium development on the South Shore of Kauai. Sales will begin this month.

Royal Palms development will add 164 resort condo units to Kauai's S. Shore

REAL ESTATE

BY KRISTEN CONSILIO
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Sales begin this month for the first phase of a \$110 million Poipu resort condominium project — one of a dozen new developments being built on Kauai's South Shore.

Royal Palms at Poipu Beach, which will be built on 22 acres next to the Kiahuna Golf Club and Poipu Shopping Village, will be among the first new major developments in Koloa in 15 years.

Kauai has been one of the least-developed islands with limited residential and resort growth due to significant portions of land designated for conservation and agricultural use.

But as many as a dozen new projects are in the pipeline over the next five to 10 years.

Royal Palms, one of five residential projects being built on the land surrounding the Kiahuna Golf Course, will include 164 one-, two- and three-bedroom units ranging in size from 925 to 2,345 square feet. They will be priced

between \$600,000 and \$1.3 million. Monthly maintenance fees will range from \$507 to \$1,207.

The first phase, estimated to cost \$75 million, will include 120 units, scheduled for completion in May 2008. The second phase is estimated to cost an additional \$35 million and is expected to be completed within a year after the first phase.

"There's a whole lot of projects in the pipeline, but how many ultimately get developed I don't know," said Chris Deuchar, president of U.S. Pacific Development, the developer of Royal Palms.

He said construction will begin as soon as he receives county permits, which are expected in the first quarter of next year.

A marketing campaign will begin Dec. 14, three days before developers start taking reservations. The project is being developed by Poipu Palms Limited Partnership, a joint venture between Honolulu-based U.S. Pacific Development and Canadian developer Ledcor Properties.

Developers will target second-home buyers and West Coast baby boomers who want vaca-

tion homes for their families. ResortQuest Hawaii will manage the association and offer a rental program to buyers who may use it as an investment property.

The development will have a historical plantation theme throughout the property with more open space and larger units than traditional condo projects, Deuchar said.

Developers plan to refurbish an agricultural preserve on approximately 3.5 acres and create a walking tour where residents can experience Native Hawaiian agricultural practices, he said.

Deuchar said developers have spent \$2.5 million on infrastructure.

U.S. Pacific Development has built more than 1,000 residential units including The Windsor in Waikiki with Oaktree Capital Management of California and the Alii Lani Townhomes and Vista Waikoloa on the Big Island. The company currently is developing The Waikiki Palms, a 116-unit residential condominium mid-rise building.

kconsilio@bizjournals.com | 955-8036