



ĀINAMALU
AT WAIKOLOA BEACH RESORT

Best Value for Resort Living on the
Kohala Coast, Big Island of Hawaii

Residential Development Lots





ĀINAMALU

AT WAIKOLOA BEACH RESORT

Planned Beach Club & Community Gathering Place



ĀINAMALU

AT WAIKOLOA BEACH RESORT

The Ainamalu project was originally purchased from Waikoloa Land Company (“WLC”), the master developer of the Waikoloa Beach Resort, by a Japanese entity (Elleair Hawaii) for the development of an 18-hole golf course with a residential community. The current owner of Ainamalu, JPL Hawaii Inc. (“JPL”), recently negotiated with WLC to remove the requirement to build a golf course. Ainamalu is on track to be a “green” community with a photovoltaic (“PV”) panel farm.

The first phase of the Ainamalu community (not a part of this offering) consists of 42 single family finished homes on the south side of the community (Mountain Estates) which are being sold and developed by JPL. As of May 2017, binding contracts have been received for fourteen (14) of the lots, with homes under construction and anticipated delivery in Fall 2017.

JPL has proposed plans to build a Beach Club & Community Gathering Place for use by the entire Ainamalu community. The Beach Club & Community Gathering Place will include a multi-acre clubhouse with a lagoon style pool, water slide, hot tubs and plenty of space for gatherings. Additional community amenities include 21 acres of planned walking and jogging paths and fitness stations throughout the project and top of the line photovoltaic solar panels with individual battery back-up systems, all tied to the community’s microgrid.



WAIKOLOA KINGS' COURSE

AĪNAMALU
AT WAIKOLOA BEACH RESORT
48-LOT SUBDIVISION

JOGGING PATHS AND
FITNESS STATIONS

KINGS' LAND
DEVELOPMENT



MOUNTAIN ESTATES
(UNDER CONSTRUCTION)

AĪNAMALU
AT WAIKOLOA BEACH RESORT
**60-UNIT CONDOMINIUM
VILLAGE**

WAIKOLOA BEACH DR



MOUNTAIN ESTATES
(UNDER CONSTRUCTION)

MAIN ENTRY ROAD

BEACH CLUB
& COMMUNITY
GATHERING PLACE

PHOTOVOLTAIC FARM

QUEEN KAAHUMANU HWY

QUEEN KAAHUMANU HIGHWAY

Project No. 19-BG-01-231

Proposed Rendering

A UNIQUE OPPORTUNITY

Property	48-Lot Subdivision	60-Unit Condominium Village
Asking Price	\$12.5 Million	\$3.3 Million
Tenure	Fee Simple	Fee Simple
Land Area	14.28 acres	3.17 acres
Maintenance Fee (per unit/mo)	± \$368	± \$368
Association Dues (per unit/mo)	\$67.41	\$67.41
Entitlements	48 Single Family Homes	Up to 60 Condominium Units
TMK Number	(3) 6-9-12: 2	(3) 6-9-12: 3*
Zoning	RM-6	CV-10
Height Limit	45 feet	30 feet

Offers may be submitted for both parcels combined or each parcel individually.

*Portion of, subdivision pending



ENTITLEMENTS

Entitlements have been secured and are in place



UTILITIES

Utilities will be stubbed to the property, and serviced by Hawaii Water Service Co., Hawaii Gas, and Spectrum/Oceanic Time Warner Cable



PV FARM

The entire Ainamalu Community electricity is powered by PV panels and battery storage



INVESTMENT HIGHLIGHTS

- Shovel-ready development with no off-site requirements or costs
- Prominent asset in the active neighborhood of Waikoloa Beach Resort
- The Lot Subdivision is approved for 48 lots with all approvals obtained and ready for immediate construction of infrastructure
- Condominium Village lot is approved for up to 60 condo units and will be delivered ready for vertical construction
- Water and sewer entitlements and a special management area (SMA) permit are in place for the entire community
- Sweeping views of the Kings' Course golf course and Mauna Kea mountain, the highest point in the State at 13,800 feet above sea level
- Close proximity to challenging golf courses, world class shopping, white sand beaches and many historical landmarks
- Plan approval for the houses within the Lot Subdivision have already been obtained by the Waikoloa Resort Association and are compliant with the Ainamalu CC&Rs - a time and cost savings for the buyer/home developer
- Approved use as short-term rentals providing income opportunities for home buyers






ĀINAMALU
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KINGS' LAND BY HILTON
GRAND VACATION CLUB

MAUNA LANI

QUEEN KAAHUMANU HWY

QUEEN'S
MARKETPLACE

WAIKOLOA BEACH DRIVE

KINGS' SHOPS

HILTON WAIKOLOA
VILLAGE

KOLEA AT WAIKOLOA
BEACH RESORT

MARRIOTT WAIKOLOA
BEACH RESORT & SPA

PROPERTY LOCATION

- Located on the west side of the Big Island of Hawaii on the Kohala Coast
- Approximately 20 minutes from the Kona International Airport
- More than 100 shops, cafes, bars, restaurants, entertainment and services nearby
- The 48-Lot Subdivision is adjacent to the 5th & 6th holes of Kings' Course at the Waikoloa Beach Resort Golf
- Convenient location near the newest entrance to Waikoloa Beach Resort along Queen Kaahumanu Highway
- In close proximity to other luxury resorts along the Kona/Kohala Coast including the Mauna Kea Beach Resort, Mauna Lani Resort, Waikoloa Beach Resort and Hualalai Resort
- Ideally suited for tropical resort development
- The Property's westward orientation creates ideal summerlike conditions almost all year round with breathtaking sunsets and very low rainfall





WAIKOLOA BEACH RESORT

Waikoloa Beach Resort is a master planned community consisting of 2 championship golf courses (Waikoloa Beach Course and Waikoloa Kings' Course), 2 world class shopping centers (Kings' Shops and Queens' MarketPlace), 2 quality hotels (Hilton Waikoloa Village and Waikoloa Beach Marriott), Anaeoomalu Beach (white sand beach open to the public), numerous private and gated communities, Hilton Grand Vacation Time Shares, and the ocean front Lava Lava Beach Club. Over 50% of all the hotel and condominium units along the Kohala Coast, from Hualalai Resort to Mauna Kea Resort, are located within the Waikoloa Beach Resort, making it "the place to be" for golf/shopping/entertainment/dining. The opportunities within Waikoloa Beach Resort are plentiful. There are numerous events throughout the year including the Asian Festival, Great Waikoloa Rubber Duckie Race (26 years strong in 2017) along with weekly live entertainment or hula performances at Kings' Shops or Queens' MarketPlace.

OFFERING 1: 48-LOT SUBDIVISION

The site is ready for immediate construction of the infrastructure. All governing approvals have been granted and a competitive bid for infrastructure and utilities has been obtained. Lots 1 through 24 are located adjacent to Kings' Course at the Waikoloa Beach Resort Golf.

The Kings' Course was designed by Tom Weiskopf and Jay Morrish who crafted a Scottish links-style layout that demands the very best from the avid golfer.

INVESTMENT SUMMARY

Area:	Waikoloa, South Kohala, Island of Hawaii
Property Type:	Single Family Home Subdivision
Entitlements:	48 Single Family Homes
Asking Price:	\$12.5 Million
TMK Number:	(3) 6-9-12: 2
Tenure:	Fee Simple
Land Area:	14.28 acres
Zoning:	RM-6
Height Limit:	45 feet

INFRASTRUCTURE COSTS

JPL has received several bids to construct the planned roads as well as the physical infrastructure necessary to sell individual lots. Under the current design and bids received, on-site infrastructure costs are projected to be \$4.4 million. Work could commence immediately upon the close of escrow.

DESIGN COST SAVINGS

Three home plan configurations have been created and approved by the Waikoloa Resort Association. Buyer could expedite additional necessary approvals and drastically reduce design costs by using these pre-approved plans with slight modifications.



WAIKOLOA KINGS' COURSE

ĀINAMALU
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48-LOT SUBDIVISION

Subdivision tentative approval as of 2/9/2017

48-LOT SUBDIVISION

Lot #	SF	Lot #	SF	Lot #	SF
1	10,289	17	9,131	33	10,015
2	10,017	18	9,118	34	9,889
3	11,012	19	9,100	35	9,764
4	12,482	20	9,103	36	9,638
5	12,453	21	9,662	37	9,642
6	11,882	22	13,056	38	9,831
7	11,275	23	14,436	39	10,217
8	10,803	24	14,742	40	10,411
9	10,411	25	8,901	41	10,843
10	10,020	26	8,549	42	11,389
11	9,629	27	8,549	43	11,936
12	9,237	28	13,136	44	11,908
13	9,274	29	10,620	45	12,670
14	9,229	30	10,402	46	12,758
15	9,045	31	9,821	47	10,796
16	9,506	32	9,757	48	13,959





POTENTIAL FLOOR PLAN

JPL has designed three single family home configurations which have been pre-approved by the Waikoloa Resort Association and are compliant with the Ainamalu CC&Rs. Most lots can accommodate a pool.

BUILDING AREA (SF)

Living	1,626
Covered Lanai	232
Garage	571
Total	2,429

OFFERING 2: 60-UNIT CONDOMINIUM VILLAGE

Entitlements for the Condominium Village have been granted for up to 60 condo units. Water and sewer commitments have been secured. The Beach Club & Community Gathering Place will be located adjacent to the condos as an amenity for the entire Ainamalu community.

INVESTMENT SUMMARY

Area:	Waikoloa, South Kohala, Island of Hawaii
Property Type:	Condominium Village
Entitlements:	Up to 60 Residential Condominium Units
Asking Price:	\$3.3 Million
TMK Number:	(3) 6-9-12: 3*
Tenure:	Fee Simple
Land Area:	3.17 acres
Zoning:	CV-10
Height Limit:	30 feet**

*Portion of, subdivision pending

**Potential for 60 feet height limit with additional approval

- Condominium Village is a blank canvass that can be developed by the buyer with the design subject to Ainamalu and Waikoloa Beach Resort's CC&Rs
- The access road between the Condominium Village and the Beach Club & Community Gathering Place is the responsibility of the condo buyer developer



Proposed rendering




ĀINAMALU
AT WAIKOLOA BEACH RESORT
60-UNIT
CONDOMINIUM
VILLAGE

BEACH CLUB
& COMMUNITY
GATHERING PLACE
BUILT BY MASTER
DEVELOPER

Proposed rendering, not to scale

NORTH KONA RESIDENTIAL MARKET OVERVIEW

Over the past three decades, West Hawaii has gradually evolved from its former rural, agricultural profile to more of an increasingly resort and urban environment. Much of the residential growth, as well as most of the centralized commercial and industrial activities are located within the North Kona District. The luxury resort communities are located along the scenic Kohala Coast and include Waikoloa, Mauna Lani, Mauna Kea, Kukio, and Hualalai.

This market is impacted by the West Coast economy as the region is popular among visitors and second home residents from that area. During the last recession, the market hit the bottom of the residential real estate cycle in 2010/2011 when distressed sales accounted for more than 40% of the listings in the North Kona area. But as the economy improved over the past few years, distressed sales fell to 9% of listings by year-end 2016.

Sales volume since the recession has steadily increased with over 451 sales in 2016. However, the market has yet to reach the peak of nearly 700 homes sold in 2004. Median home prices are on an upward trend, increasing from the cycle low of \$366,500 in 2012 to \$580,000 in 2016.



COMPETITIVE SET SALES SUMMARY

KOHALA COAST SINGLE FAMILY HOMES

The Home Sites Subdivision has been designed to fill a niche in the marketplace by offering smaller and more affordable-priced homes to buyers interested in living in a resort community. Historically, in what we have identified as our competitive projects (see a partial list below), average finished home sizes exceed 4,000 square feet with median home pricing of \$3,575,000. The Lot Subdivision has been designed to offer well-appointed homes on or near the golf course ranging from 1,600 to 2,000 square feet at an estimated price averaging less than \$1,500,000 while providing desirable returns for the developer. Moreover, the single family lots included in this offering are considered the best in the project and should expect to command premium pricing as the project develops.

Competing projects include: Mauna Kea Fairways, Uplands at Mauna Kea, Champion Ridge at Mauna Lani, Hualalai Resort, Keauhou Estates, Bayview Estates, Mauna Lani Point Estates, Kukio, Kolea, 49 Black Sand Beach.

KOHALA COAST CONDOS

The Condominium offering at Ainamalu offers the buyer flexibility in design but with a very competitive land basis that would allow for the buyer to provide competitively-priced condominiums for under \$500,000 while achieving desirable profits.

Condo offerings in the Kohala resort markets consist of spacious two- to four-bedroom units with high quality finishes and project amenities. Units average around 1,500 square feet to 2,000 square feet with current pricing from \$480,000 to \$525,000. Average sales price for condo units in the area were \$524,900 in 2016.

Competing projects include: Halii Kai, Kolea, Puako Beach, Shores at Waikoloa Beach Resort, Bay Club at Waikoloa Beach Resort, Waikoloa Colony Villas, Vista Waikoloa, Waikoloa Beach Villas, Fairway Villas at Waikoloa Beach Resort, Golf Villas at Hualalai.



Waikoloa Beach Resort



Kolea



Mauna Lani Point

DEMOGRAPHICS

	3-MILE	5-MILE	10-MILE
POPULATION	7,018	8,343	10,204
AVERAGE HOUSEHOLD INCOME	\$91,940	\$102,733	\$102,216
MEDIAN AGE	37.4	39.7	40.1
BACHELOR DEGREE OR HIGHER	1,414	1,869	2,334

Source: Sites USA

HAWAII ISLAND 2016 VISITOR STATISTICS

	2015	2016*	% Change
EXPENDITURES (\$ MIL)	1,838	2,007	9.2%
ARRIVALS	1,514,973	1,534,799	1.3%
PPPD SPENDING (\$)	160.4	173.7	8.3%
AIR SEATS	855,019	897,342	4.9%

Source: Hawaii Tourism Authority

*2016 Forecast

CONTACT INFORMATION

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CONFIDENTIALITY AGREEMENT

THIS CONFIDENTIALITY AGREEMENT (this "**Agreement**") is made as of the ____ day of _____, 2017, by _____ ("**Recipient**"), in favor of JPL Hawaii, Inc., whose principal place of business and post office address is 5270 Makena Road, Kihei, HI 96753 the owner of the Asset (defined below) ("**Owner**"), with respect to the fee simple interest within the Ainamalu Community, containing a total of approximately 17.45 acres of land, located at the intersection of Queen Ka'ahumanu Highway and Waikoloa Road, Waikoloa, Hawaii, bearing TMK Number(s) (3) 6-9-12: 2 & 3 and all improvements thereon ("**Asset**").

1. Background.

Owner and/or Owner's broker, Colliers International ("**Colliers**") may be providing and/or making available to Recipient information and/or documents relating to the Asset. The information may be presented to Recipient in various forms including, but not limited to, photocopies of documents, digital information on CD-ROM, digital information sent via electronic mail, and/or digital information accessible via the Internet (collectively "**Information**").

2. Confidentiality.

Recipient, including, but not limited to its directors, officers, employees, managers, members and/or shareholders, agrees that it will keep all Information, including any information derived from the Information, regardless of whether the Information is marked or specifically identified as "confidential" or "proprietary", confidential, except as to Recipient's professional consultants (disclosed to Owner in advance) who will be evaluating the feasibility of Recipient acquiring the Asset. Recipient further agrees, prior to disclosing the Information to any consultants, that it will inform such consultant that they are required to observe and maintain the confidentiality of the Information and the provisions of this Agreement.

3. Limitation on Use of Information.

All Information furnished to Recipient by Owner will be used solely by Recipient for the purpose of evaluating the feasibility of purchasing the Asset and Recipient agrees not to use the Information, including any information derived from the Information, for any other purpose.

4. Limitation on Disclosure of Information.

Recipient will not disclose to anyone, with exception to its disclosed consultants, the existence of or any other aspect of the Information or any information derived from the Information.

5. Prohibition Against Copying and Return of Materials.

No copies of the Information shall be made or disclosed to anyone whatsoever without the prior written consent of Owner. Upon the completion of the above-described evaluation, or upon request by Owner, Recipient shall return to Owner all Information in the form that was provided to Recipient and any and all duplications thereof.

6. Damages.

Recipient acknowledges and agrees that Owner has a substantial, material and proprietary interest in the Information and that if the Information or any other information protected under this Agreement is disclosed by Recipient in any respect whatsoever without Owner's prior written consent, Owner may suffer immediate and irreparable harm and may be substantially and materially damaged.

7. Remedies.

In the event Recipient breaches any of the conditions set forth in this Agreement, Owner shall have the right to exercise all of its rights and remedies at law and equity, including, without limiting the generality of the foregoing, the right to obtain injunctive relief. The non-prevailing party shall pay all costs and expenses, including, without limitation, reasonable attorneys' fees incurred by the prevailing party in enforcing any of the covenants or conditions contained in this Agreement.

8. **Agency.**

Owner is represented by Colliers, a licensed real estate broker in the State of Hawaii. The brokerage agreement between Owner and Colliers provides for a three percent (3%) commission to any properly licensed broker representing the buyer of the Asset. If a properly licensed real estate broker represents Recipient, Recipient must provide the information below simultaneously with the execution of this Agreement. If Recipient’s broker is not listed below at the time of Recipient’s execution hereof, neither Owner nor Colliers shall be obligated to compensate any alleged brokerage representative of Recipient making claims to commissions at a subsequent date and Recipient shall indemnify, defend and hold Owner and Colliers harmless from any brokerage commission claims. If a properly licensed real estate agent represents itself as Recipient or if a real estate agent is a principal or owner of Recipient, neither Owner nor Colliers shall be obligated to compensate Recipient. No commission will be accrued or paid unless the sale is closed and proceeds distributed to Owner.

Recipient’s Broker: (if not represented please write “NONE”)	Company:	_____
	Agent:	_____
	License No.:	_____
	Address:	_____
	City:	_____
	State & Zip:	_____
	Telephone: ()	Fax: () _____
	Email:	_____

9. **No Waiver.**

No waiver by Owner of any breach hereunder shall be deemed a waiver of any other or subsequent breach.

10. **No Oral Modifications.**

This Agreement may not be altered, amended, changed, waived, terminated or modified in any respect or particular unless the same shall be in writing and consented to by Owner and Recipient.

11. **Successors and Assigns.**

This Agreement shall inure to the benefit of Owner and to its successors and assigns and be binding upon Recipient and its legal representatives, successors and assigns.

12. **No Third Party Beneficiaries.**

This Agreement is not intended to confer any benefits upon any persons, firms, corporations or other entities except Owner and Recipient and their respective directors, officers, employees, managers, members and/or shareholders.

13. **Choice of Law.**

This Agreement shall be construed, governed and enforced in accordance with the laws of the State of Hawaii without giving effect to principles of conflict of laws.

14. **No Other Agreement.**

Recipient acknowledges that this Agreement is solely for the purpose of establishing the confidentiality of the Information and does not grant Recipient any exclusive or other rights in connection with the purchase of Owner’s Asset.

IN WITNESS WHEREOF, Recipient has executed this Agreement as of the day and year first hereinabove set forth.

“Recipient”

_____ Signature	_____ Date
_____ Print Name	_____ Title
_____ Company/Organization	_____ E-Mail
_____ Address	_____ City/State/Zip
_____ Telephone	_____ Facsimile
_____ Company/Organization Website	

Additional Partner(s)/Broker(s) requesting to review due diligence documents:

_____ Signature/Date	_____ Company/Organization
_____ Print Name	_____ E-Mail
_____ Signature/Date	_____ Company/Organization
_____ Print Name	_____ E-Mail

Please return signed Confidentiality Agreement (preferably via email in PDF format) to:

COLLIERS INTERNATIONAL

Attn: Mark D. Bratton* (R) CCIM
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Fax: 808-521-0977
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