



Undeveloped Portion of 69-699
Waikoloa Beach Drive

49.2 Acres


Hilton
Grand Vacations Club®

HAWAII



Jones Lang LaSalle Americas, Inc. ("JLL"), real estate license #01223413

Property Summary

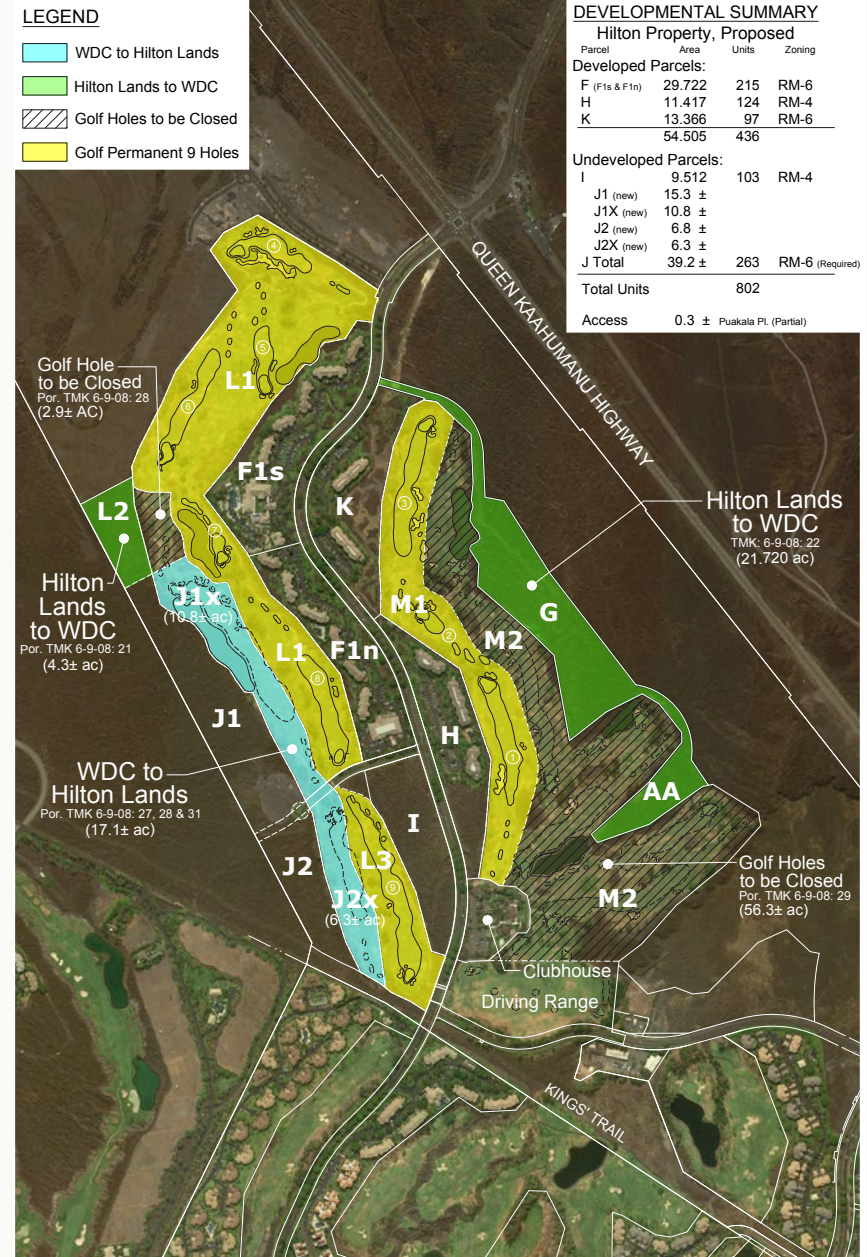
JLL is pleased to offer the Hilton Grand Vacations (HGV) Hawaii residential development Site (the "Property" or the "Site"), located on the Island of Hawaii, within minutes of the western coastline. The Property is subject to a land swap agreement with the neighboring golf course owner. Specifically, parcels AA, G, and L2, as depicted on the map, would be exchanged for parcels J1x and J2x.

Accordingly, prior to the land swap taking place, the subject Property would be comprised of parcels AA, G, I, J1, J2, and L2, which encompass roughly 58 acres of land. Once the land swap has been executed, the subject Site would consist of parcels I, J1, J1x, J2, and J2x, encompassing roughly 49 acres of land. The offering presents a rare opportunity to purchase a residential development site along the highly desirable western Hawaiian Island coast.



LEGEND

- WDC to Hilton Lands
- Hilton Lands to WDC
- Golf Holes to be Closed
- Golf Permanent 9 Holes



DEVELOPMENTAL SUMMARY

Hilton Property, Proposed			
Parcel	Area	Units	Zoning
Developed Parcels:			
F (F1s & F1n)	29.722	215	RM-6
H	11.417	124	RM-4
K	13.366	97	RM-6
	54.505	436	
Undeveloped Parcels:			
I	9.512	103	RM-4
J1 (new)	15.3 ±		
J1X (new)	10.8 ±		
J2 (new)	6.8 ±		
J2X (new)	6.3 ±		
J Total	39.2 ±	263	RM-6 (Required)
Total Units		802	
Access	0.3 ±		Puakala Pl. (Partial)

Investment Highlights



- **Ideally Located Residential Development Site:**
The Site is an easy drive to the coastline and 10 minutes from the community of Waikoloa Village. The Site's orientation to the west and elevation is ideal for sunset views and benefits from the cooling trade wind breezes.



- **Robust Local Economy:**
The Big Island's economy is driven by tourism, and has benefitted from increased Asian tourism. The local economy also gains from renowned research institutions Mauna Kea Observatories and the University of Hawaii system.



- **High Barriers to Entry Market:**
The limited supply of zoned land coupled with significant regulatory hurdles regarding water supply, affordable housing, and stringent environmental review, add to the costs of preparing land for residential development. Once entitled, this Site will capture pent-up demand and benefit from limited competition.



- **Established Resort Area:**
Being located adjacent to the existing HGV Hawaii timeshare development allows for significant synergies across properties including shared amenities and resources.

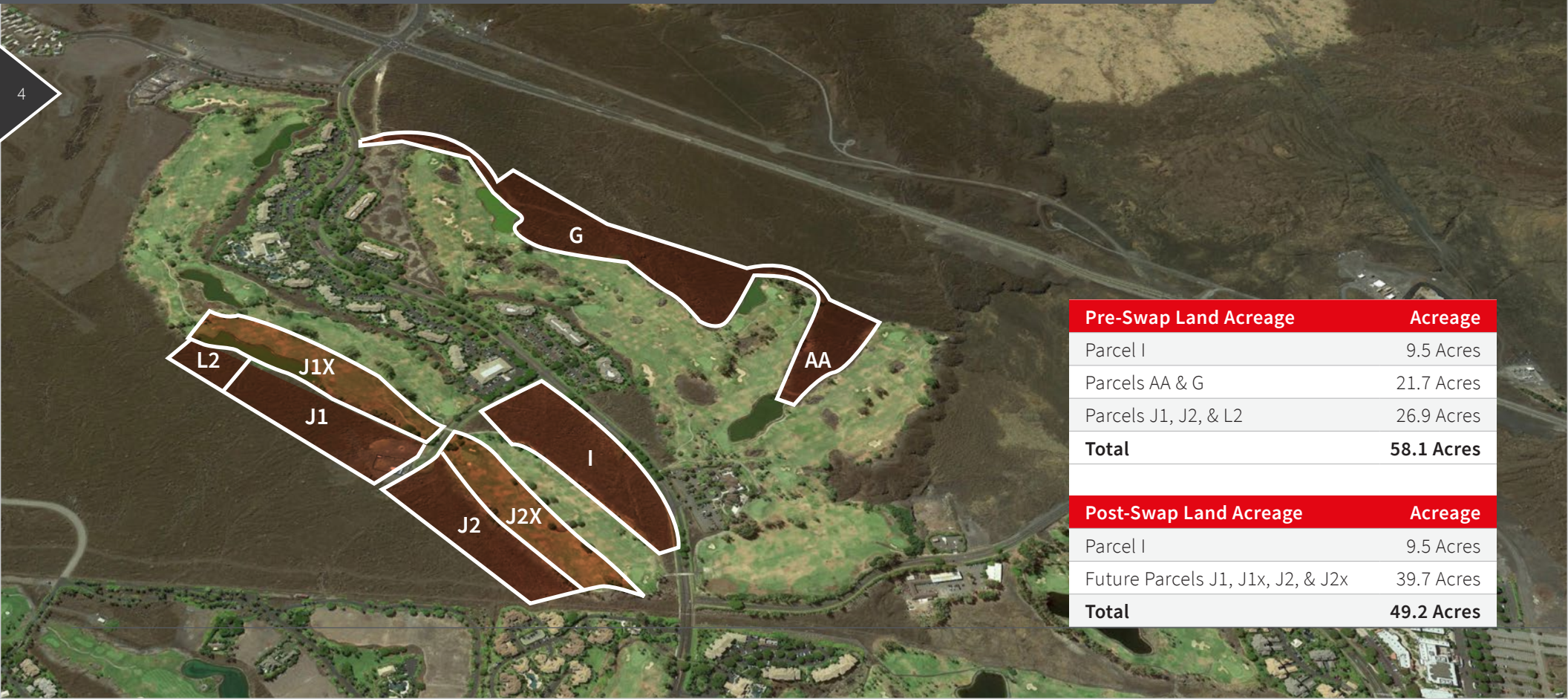


PROPERTY OVERVIEW

PROPERTY DESCRIPTION

The subject Property is located next to an existing timeshare development, less than two miles east of the western coastline. The Property is subject to a land swap agreement in which HGV will swap roughly 26 acres of its land (parcels AA, G, and L2) in exchange for approximately 17 acres of the golf course's land (parcels J1x and J2x). At its current zoning and acreage, the Site could accommodate up to 367 residential units.

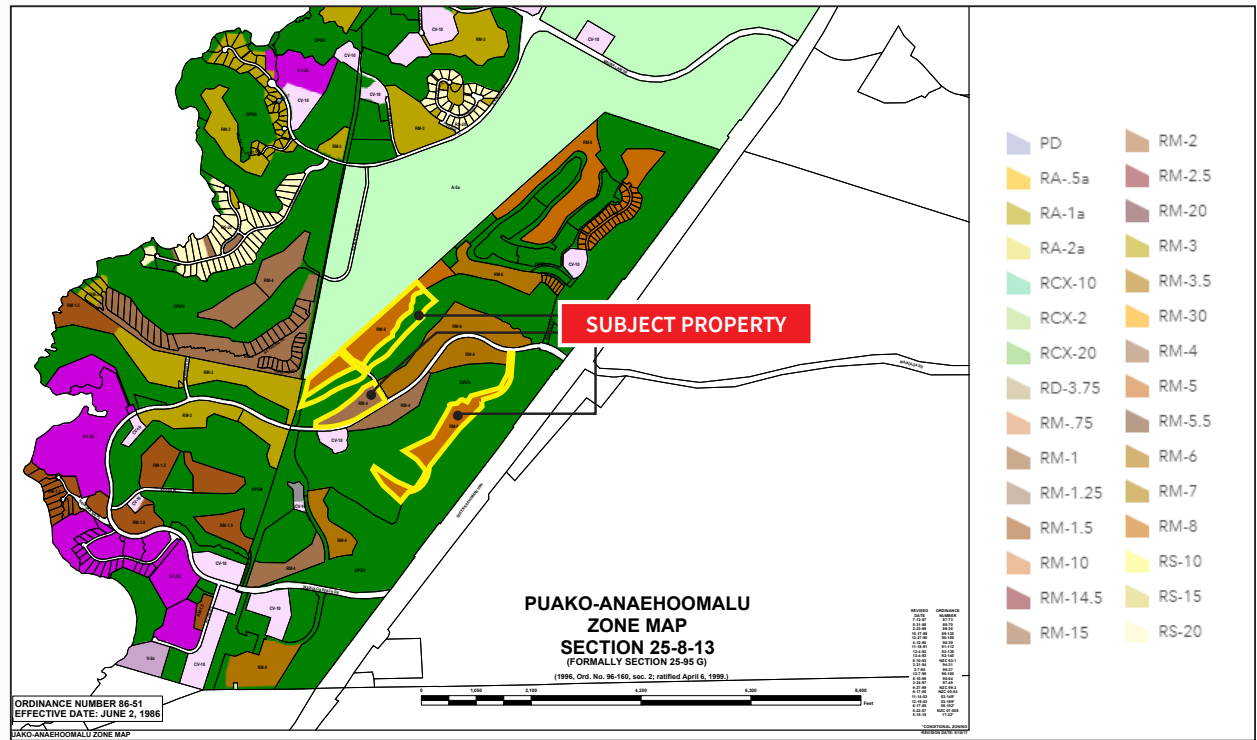
Accordingly, prior to the land swap, the Site would consist of parcels I, AA, G, J1, J2, and L2, which encompass roughly 58 acres of land. Once the land swap is executed, the resulting Site will consist of parcels I, J1, J1x, J2, and J2x, which encompass roughly 49 acres of land. At its post-swap acreage and zoning, the Site could accommodate up to 366 residential units.



Pre-Swap Land Acreage	Acreage
Parcel I	9.5 Acres
Parcels AA & G	21.7 Acres
Parcels J1, J2, & L2	26.9 Acres
Total	58.1 Acres
Post-Swap Land Acreage	Acreage
Parcel I	9.5 Acres
Future Parcels J1, J1x, J2, & J2x	39.7 Acres
Total	49.2 Acres

ZONING

The subject Property is currently zoned Multiple-Family Residential District (RM). In addition to single and multifamily development, this zone can accommodate short-term vacation rentals and timeshare units in designated resort areas. Parcel I is zoned RM-4, which allows for one unit per 4,000 square feet of land. Parcels AA, G, J1, J2, and L2 are zoned RM-8, which allow for one unit per 8,000 square feet of land area. Once the land swap is completed, parcels J1, J1x, J2, and J2x would be rezoned to RM-6, which allows for one unit per 6,000 square feet of land.



MARKET

There has been virtually no new supply of multifamily units within the past five years. Vacancies at existing properties remain at a low 2.1%. Rents have risen roughly 4.3% year-over-year and 14 properties have traded over the past three years, rising to an average price per unit of \$140,000. In terms of single-family housing, a dearth of new development has driven up prices for these homes, especially in the high-end market. Buyers for high-end product are either local residents looking to trade up or off-island buyers seeking to relocate to the Island. Both the North Kona and South Kona market saw increases in residential transactions from 2018 to 2019.



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