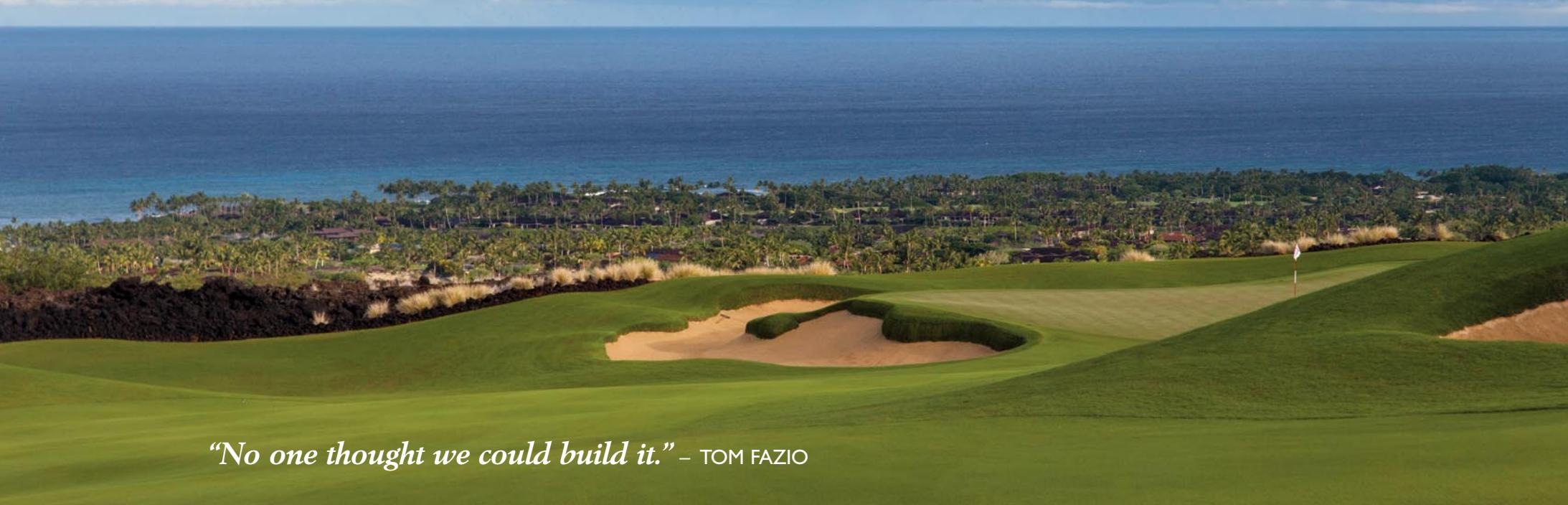


Kuki'o

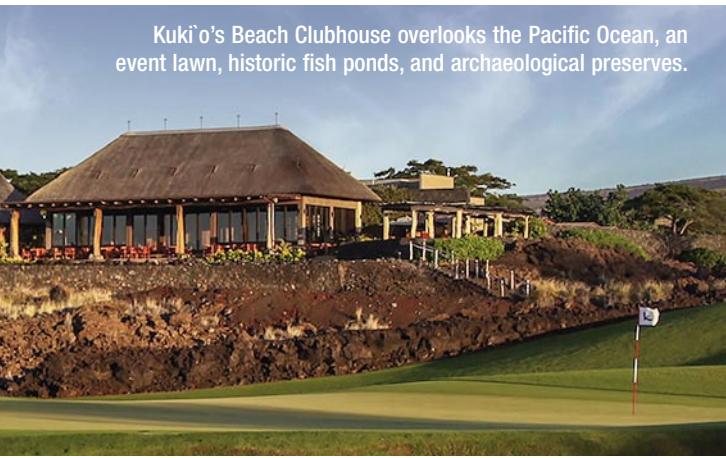
PICTURE PERFECT HAWAII



"No one thought we could build it." – TOM FAZIO

KONA, HAWAII: "Kuki'o is one of the greatest clubs!" praised Fazio. "It is my only design in Hawaii. It was a major commitment to commute from Florida to the Big Island. "The execution of building over jagged lava was difficult," described Fazio. "We had to 'walk' a bulldozer over the lava flow to evaluate where to situate the course in relation to the coastline. The resources afforded to me has produced a course that is as good as any in the world."

Kuki'o's Beach Clubhouse overlooks the Pacific Ocean, an event lawn, historic fish ponds, and archaeological preserves.



PICTURE PERFECT HAWAII

Kuki'o, developed by Discovery Land Company, is now a member-owned and operated equity club. It has a regulation length, 18-hole Fazio course built into the slopes of Hualalai Mountain and a 10-hole Fazio course closer to shore.

Other amenities include a full-service concierge, ocean-front clubhouses, an on-site bakery, library, a spa and fitness facility, a dining pavilion with a selection of 400 wines, a beach bar, tennis and basketball courts, and a football field.

"When you picture a perfect Hawaiian lifestyle, Kuki'o is it," said David Johnston, director of real estate sales. "We are in a desirable location, in close proximity to downtown Kona, and our climate provides 345 days of idyllic weather per year.

STATE OF THE HAWAIIAN REAL ESTATE MARKET "Pricing generally lags six months behind mainland trends. Kona has seen a 30 percent increase in value since the market bottomed. We are still far from pre-recession prices, but we are inching back. There has been a shift in the building time frame. When a family purchases a homesite, they tend to build much quicker."

– DAVID JOHNSTON, DIRECTOR OF REAL ESTATE AT KUKI'O

Jenny Kalmbach, Kuki'o Outdoor Pursuits coordinator, is a Stand-Up Paddleboard World Champion. She completed a 32-mile, open ocean, paddle board race from Molokai to Oahu in six hours, 18 minutes.

Kuki'o provides such an envious lifestyle that several of Hawaii's most prominent developers choose to live here."

Club amenities at Kuki'o are an extension of your home. "Open-air living is a part of our daily life," said Johnston. "Most homes feature large sliding glass windows to take advantage of cooling coastal breezes."

Since turnover to the members, there have been \$225 million in real estate transactions at Kuki'o. "It has been a phenomenal two years," reported Johnston.

A CONFIDENCE IN EXPERIENCE

Kuki'o's Outdoor Pursuits establishes member activities that extend far beyond golf.

"We often refer to our Outdoor Pursuits as Ocean Pursuits," teased Jenny Kalmbach, Kuki'o's Outdoor Pursuits coordinator. "Just steps from our clubhouse, we have a calm, easy entry bay into the ocean."



"My job is to introduce you to everything our wonderful waters have to offer. Our team will provide a safe experience for your family. I have learned a lot in my nine years at Kuki'o. We know how wind and currents effect ocean conditions within a two-mile radius from Kua Bay to Kukio."

A toy box of watercraft for member use is extensive.

"Outrigger canoes, stand-up paddleboards, and a sailing canoe are available anytime," said Kalmbach. "We even have a Boston Whaler for more ambitious excursions."

"Being so closely connected to the water is powerful. I've had the good fortune to swim with pods of dolphins hundreds of times, and it never gets old. The sounds of the ocean are singular to Hawaii. It is hard to describe your emotion when you hear 100 dolphin blowholes puffing salt spray into the air."

"Working here has changed the course of my life. Kuki'o can change yours as well." ■

For more information on the pinnacle of Hawaiian living, please visit Kukio.com.

SOUNDS OF HAWAII

Annual whale migration skirts Kuki'o's waters. During migration season, you can canoe just offshore, dip your stick-paddle in the water and place the top handle to your ear. You will often hear a chorus of whales communicating with one another.

