

4405

HONOAPIILANI
HIGHWAY #204

LAHAINA, HI 96761

UL BREWING Co

WESTSIDE
DISTRIBUTION CENTER

FOR SALE

6,000 SF Commercial Condo (FS)



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COMMERCIAL**

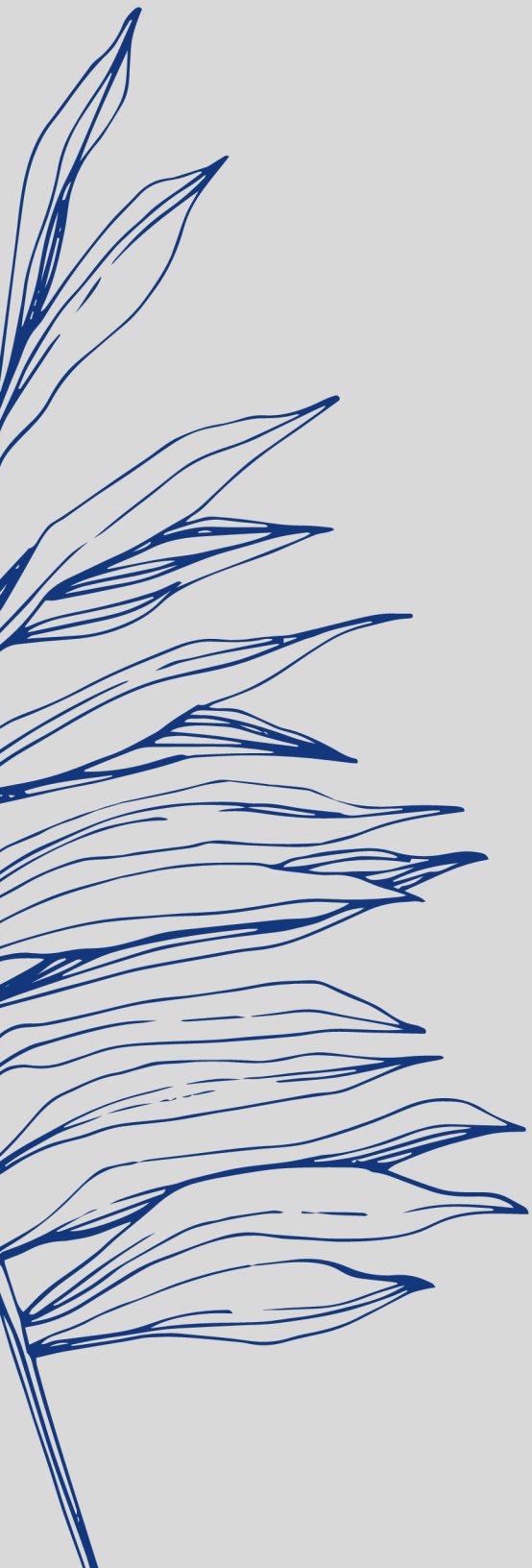


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EXECUTIVE SUMMARY



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PROJECT OVERVIEW

One of a kind opportunity to own a retail commercial condominium situated within the Kahana Gateway Shopping in West Maui. This end cap unit is the gem of the center boasting excellent street visibility, outdoor seating potential, and ample parking. The 6,000 square foot premises includes plans for restaurant but can potentially be subdivided and used as smaller retail units. Avoid high development construction costs and lengthy lead times. Own your real estate at substantial savings versus replacement cost. Stop paying rent to a landlord and start building equity.

Kahana Gateway Shopping Center is the premier retail center of West Maui located at a signalized intersection of Honoapiilani Highway between the Kahana residential community and the resorts along the Lower Road. The center brings unique merchants, services and dining destinations to West Maui. Locals and those traveling to Lahaina, Napili, and Kapalua stop by Kahana Gateway Shopping Center to shop and dine. McDonald's, Bank of Hawaii, The Club Maui, and Whaler's General Store are among our diverse merchants, serving the Lahaina community at Kahana Gateway Shopping Center.

INVESTMENT HIGHLIGHTS



PERMIT-READY FOR 6,000 SF RESTAURANT

- Conceptual build-out plans in place — ideal for a signature dining venue with potential outdoor seating.



SIGNIFICANT COST & TIME SAVINGS

- Skip new construction headaches — avoid high development costs and permitting delays.
- Price Valuation Guidance: **\$5.5M**



END CAP UNIT WITH MAXIMUM VISIBILITY

- Prime street exposure, excellent signage potential, and high foot traffic from both locals and tourists.



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PROPERTY DESCRIPTION



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PROPERTY DESCRIPTION

Discover a unique chance to own a prime retail commercial condominium in the heart of West Maui. Located within the prestigious Kahana Gateway Shopping Center, this exceptional end-cap unit offers unparalleled street visibility, the potential for inviting outdoor seating, and abundant on-site parking—making it a standout opportunity for investors and business owners alike.

ADDRESS	4405 Honoapiilani Highway #204 Lahaina, HI 96761
TAX MAP KEY	Division 2, Zone 4, Section 3, plat 5, parcel 34
AREA (SF)	6,000
LAND AREA	3.95 acres
ZONING	B-2
CONSTRUCTED	1990



RARE COMMERCIAL CONDO OPPORTUNITY

Spanning approximately 6,000 square feet, the space includes conceptual plans for a restaurant build-out, but also presents the flexibility to be subdivided into multiple smaller retail units to suit a variety of business needs. Skip the time, cost, and uncertainty of new construction—this property is ready to go and offers significant savings compared to replacement costs. Why lease when you can own and build long-term equity in your business real estate?

ABOUT KAHANA GATEWAY SHOPPING CENTER

This center attracts a diverse mix of locals and visitors traveling to Lahaina, Napili, and Kapalua, offering an appealing blend of shopping, services, and dining. Tenants include trusted names like McDonald's, Bank of Hawaii, The Club Maui, and Whaler's General Store—making it a thriving hub for commerce and community connection.

Seize this exceptional opportunity to secure a high-visibility retail location in one of Maui's most sought-after commercial centers.



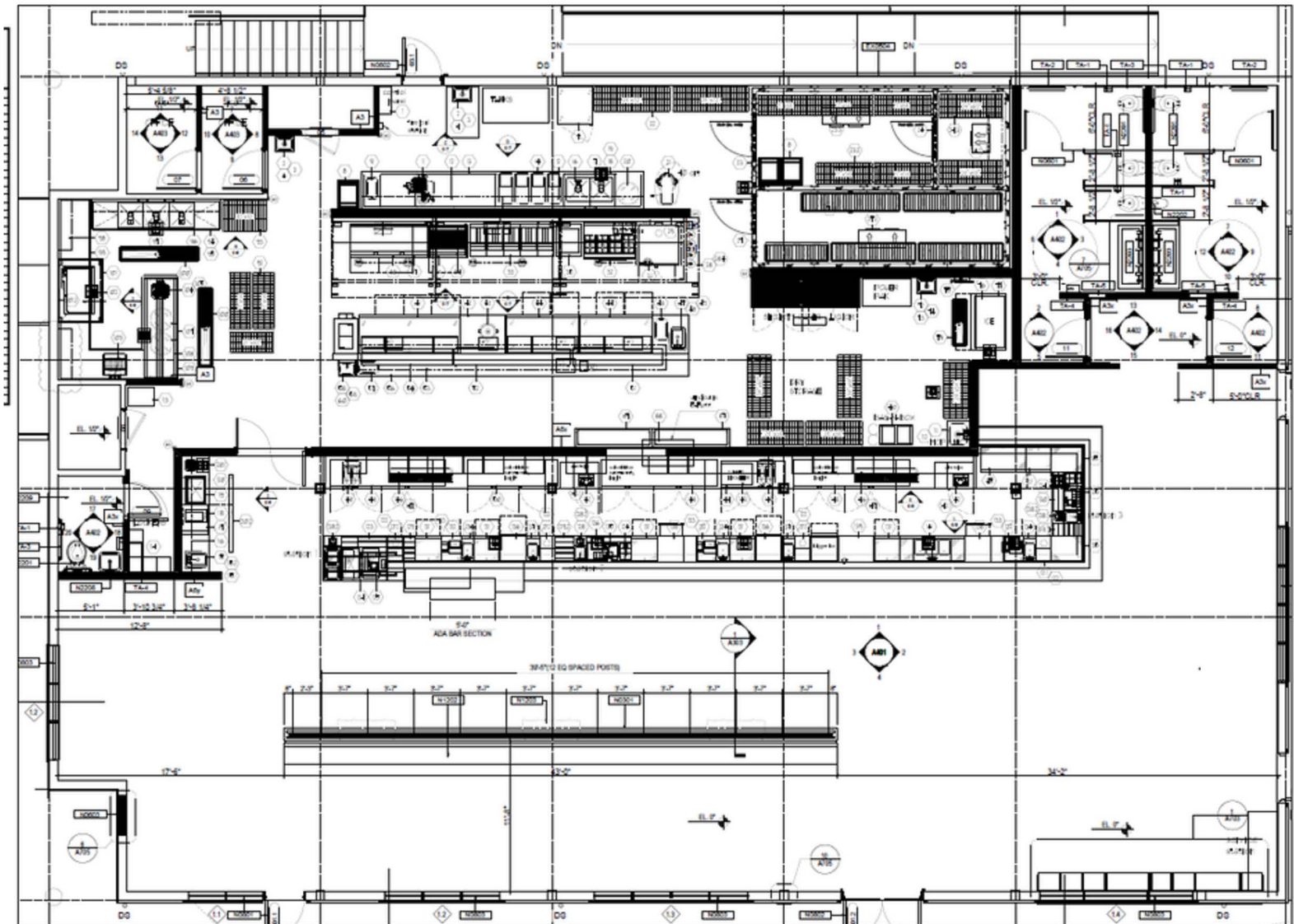
A VISION FOR RESTAURANT SUCCESS

Conceptual build-out plans bring the vision to life — an ideal setting for a signature dining venue with thoughtful design elements, inviting interiors, and potential for outdoor seating that maximizes the location's visibility and appeal.



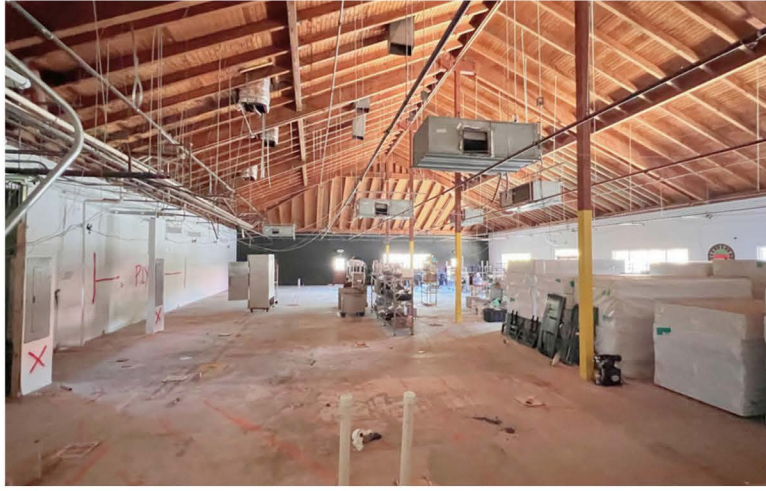
PERMITTED PLANS

Conceptual build-out plans are in place — ideal for a signature dining venue with potential outdoor seating.



FACILITY HIGHLIGHTS

Prime end-cap location with high-visibility frontage, ample parking, and a flexible interior layout designed to support a high-performing restaurant or adaptable retail concept in the heart of West Maui.



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OFFERING OVERVIEW



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INVESTMENT HIGHLIGHTS

FEE SIMPLE OWNERSHIP IN WEST MAUI

A limited opportunity to own—not lease—premium commercial real estate in a market where fee simple retail is increasingly rare.

PREMIER LOCATION & VISIBILITY

Positioned in the heart of West Maui with excellent frontage and easy access from both local neighborhoods and nearby resorts.

READY-TO-GO COMMERCIAL SPACE

Save substantially on time and costs with space that's primed for build-out—offered at a significant discount to today's replacement costs.

IDEAL FOR OWNER-USERS

Take advantage of long-term equity growth, depreciation tax benefits, and potential SBA or HEDCO financing incentives.

ESTABLISHED SHOPPING CENTER WITH PROVEN TENANTS

Kahana Gateway is anchored by a strong mix of national and regional names, including McDonald's, Bank of Hawaii, First Hawaiian Bank, Shell, Liberty Dialysis, and Whaler's General Store—creating a destination center with daily traffic and essential services.

LIST PRICE:

\$5,500,000

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AREA OVERVIEW



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ABOUT WEST MAUI AND THE KAHANA AREA

West Maui is one of Hawaii's most desirable regions, known for its stunning coastline, resort destinations, and dynamic blend of tourism and local community life. The area stretches from Olowalu to Kapalua, and includes the world-renowned beaches of **Ka'anapali**, **Napili** and **Kapalua Bay**. A hub for both tourism and luxury living, West Maui attracts millions of visitors annually and supports a wide range of businesses, from hospitality and dining to retail and professional services.

Situated between Ka'anapali and Napili, the **Kahana area** offers a unique blend of residential and visitor-driven activity. Popular with both full-time residents and vacationers, Kahana features mid-rise oceanfront condominiums, neighborhood shopping centers, and a steady stream of foot traffic from nearby resorts, timeshares, and short-term rentals. The area benefits from consistent year-round visitation, strong local demographics, and close proximity to affluent resort communities such as Kaanapali and Kapalua, home to championship golf courses and luxury resorts.

Kahana Gateway Shopping Center, where this commercial condominium is located, serves as a central retail and service hub for the West Maui community. Its strategic location along the Lower Honoapi'ilani Road corridor ensures high visibility and convenient access for both local residents and visitors. The surrounding trade area includes a strong mix of hospitality, residential, and recreational uses, making it an ideal location for retail, restaurant, or service-oriented businesses looking to capitalize on West Maui's robust economic environment.

4405 HONOAPIILANI HIGHWAY #204 LOCATION



WEST MAUI & KAHANA: MARKET OVERVIEW

Population & Demographics

- **Population:** Approximately 32,749 residents in West Maui, with an average age of 38.9 years and 9,722 households averaging 3.25 people per household cmaui.com/neighborhoods/west-maui.
- **Income Profile:**
 - Average per capita income is around \$34,638 cmaui.com.
 - Median household income in Maui County is approximately \$95,076 (2023 dollars), notably higher than the U.S. median (~\$78,500) www.census.gov/quickfacts/fact/table/mauicountyhawaii/
 - In West Maui, median household income was estimated at \$76,817 (2017), with the average household earning over \$103,000 westmaui.wearemaui.org.

Economic & Tourism Dynamics

- Maui Tourists (2024):
 - Total of 2.345 million island-wide visitors, accounting for 26.7% of Hawai'i's arrivals and 28.5% of statewide visitor spending roadgenius.com/statistics/tourism/usa/hawaii/maui/.
 - Average per-visitor daily spending reached \$634.10 in 2024 (up 6.4% YoY) www.aliioresorts.com/blog/maui-tourism-insights/.
 - Calendar year daily visitor census averaged around 6,425 people per day (2.345 million ÷ 365), with each visitor spending roughly \$223/day on average.

Recent Trends & Recovery

- December 2024 saw an average daily census of 61,804 visitors on Maui (+10% YoY), though still below pre-fire levels dbedt.hawaii.gov/blog/25-03/.
- April 2025 posted 51,804 visitors daily, with combined spending of \$442 million for the month—roughly \$14.7 million/day [Maui Now](#).
- February 2025 registered 58,885 daily visitors, spending about \$19.1 million/day . This reflects 24.8% year-over-year growth in spending compared to February 2024 .

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