

# \$3,590,000 - 970 Kipuni Way, Kapaa

MLS® #718573

**\$3,590,000**

0 Bedroom, 2.00 Bathroom, 4,644 sqft

Business on 0.23 Acres

WAIPOULI, Kapaa, HI

ISLAND SOAP and CANDLEWORKS is a successful, profitable, Kauaï business, founded over 4 decades ago! A TURNKEY, fully functioning business with a long-term TEAM of 7 sales reps & 15 employees, beautiful RETAIL STORE on the North Shore, a purpose-built, fee simple WAREHOUSE & FACTORY with super-efficient in-house manufacturing & packaging of all products, in the KAPA Arzadon Industrial Center & a dynamic MAIL ORDER WEBSITE.

IslandSoap.com, opened 20+ years ago.

14,000+ mailing list, 113,852 visitors in 2024

and 3.54% Conversion rate. Bypass the challenge, cost and time of starting a business

on Kauai and step into a fun, established enterprise – one of the most well-known bath and body brands in Hawaii, w/ customer loyalty, over 90 unique, high-quality, natural & locally-made, wholesale products (incl.

botanical lotions, beeswax blend candles, lip balms, Surfers Salve [a favorite], & other gift items), with strong annual revenue and infinite growth potential.

At time of listing, there are no businesses listed on Kauaï and 6

commercial properties! The Kilauea 600

Sq. Ft. retail store (by lease in Kilauea's

Ahuimanu Center) has a fresh and inviting feel and features all of Island Soap's products,

including 20 fragrances of handmade natural soaps made only for the retail store and 600+ unique gift items.

The cement block,

factory / warehouse was purpose-built and is a uniquely efficient production, and fulfillment



facility, (4644 ground 1762 mezzanine)  
primarily solar powered with large, aluminum  
roll-up doors at each end for efficient shipping  
& handling. Roof recently elastomeric  
recoated. <br>The leadership team are all  
more than 20 years so they helped it thrive  
through the Great Recession, Pandemic and  
running a small facility on remote Kauaâ€™i.  
The sales Reps are loyal, though independent,  
& service 6 corporate retail vendors with  
multiple locations on multiple  
islands.<br>Shown by appointment only. NDA  
required for financial disclosure.

Built in 1989

### **Essential Information**

MLS® #	718573
Price	\$3,590,000
Bathrooms	2.00
Full Baths	1
Half Baths	1
Square Footage	4,644
Acres	0.23
Year Built	1989
Type	Business
Sub-Type	Business Real Property
Status	Active

### **Community Information**

Address	970 Kipuni Way
Subdivision	WAIPOULI
City	Kapaa
State	HI
Zip Code	96746

### **Amenities**

Parking	Assigned, Deeded
---------	------------------

### **Additional Information**

Date Listed March 25th, 2025

Days on Market 202

Zoning I-L

### **Listing Details**

Listing Office Emerald Isle Properties

IDX is deemed reliable but is not guaranteed accurate by the Hawaii Information Service, Inc. Listing Service. © 2025 Hawaii Information Service. All Rights Reserved.

Listing information last updated on October 13th, 2025 at 4:04am HST