

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

MLS® #724955

\$3,590,000

0 Bedroom, 2.00 Bathroom, 4,644 sqft
Commercial 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 KAPAÏ™ 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.
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.
Shown by appointment only. NDA
required for financial disclosure.

Built in 1989

Essential Information

MLS® #	724955
Price	\$3,590,000
Bathrooms	2.00
Full Baths	1
Half Baths	1
Square Footage	4,644
Acres	0.23
Year Built	1989
Type	Commercial
Sub-Type	Retail,Warehouse
Status	Active

Community Information

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

Amenities

Parking	Assigned, Deeded
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Additional Information

Date Listed	October 15th, 2025
Days on Market	7
Zoning	I-L

Listing Details

Listing Office	Emerald Isle Properties
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