

Kiawah Island Property Report

A K I A W A H I S L A N D R E A L E S T A T E P U B L I C A T I O N

2019 Second Quarter Results | kiawahisland.com | 800.277.7008

Most Island-wide Sales Transactions in Twelve Years

FIRST HALF 2019 AT A GLANCE

total properties sold

162

total dollar volume

-16%

(from first half 2018)

average single-family home sales price

\$1.50M

(-25% from first half 2018)

median single-family home sales price

\$1.30M

(-4% from first half 2018)

total Island-wide inventory
(end of Q2 each year)

2019 = 491

2018 = 524

2017 = 571

2016 = 584

2015 = 553

2014 = 561

2013 = 576

2012 = 562

2011 = 626

2010 = 648

2009 = 642

KEY OBSERVATIONS:

- Real Estate transactions on Kiawah Island through the first half of the year are the highest they have been since 2007, increasing 10% from the first half of 2018 which held the previous record for most sales transactions since 2007.
- The Island recorded the most single family homes (SFH) sold in the first half of the year since 2006.
- Total dollar volume dropped 16% from 2018 (highest dollar volume since 2007) which can be attributed in part to fewer transactions year-over-year of more than \$2.5M.
- There were 18 Timbers fractional sales through the first half of the year with 85% of those transactions not exceeding \$510K.
- The Island saw an increase in transactions in all property types year-over-year. SFHs were up by 6%, villas & cottages by 12% (including Timbers), and lot transactions by nearly 20%.
- SFH sales accounted for 45% of all transactions for the first half of the year. The dollar volume of SFH dropped 21% year over year, as the sale of homes over \$2.5M decreased and the sale of homes between \$1M and \$2.5M increased.

Q2 2019 FACTS & FIGURES

THIS PROPERTY REPORT REPRESENTS ALL SALES ISLAND-WIDE.

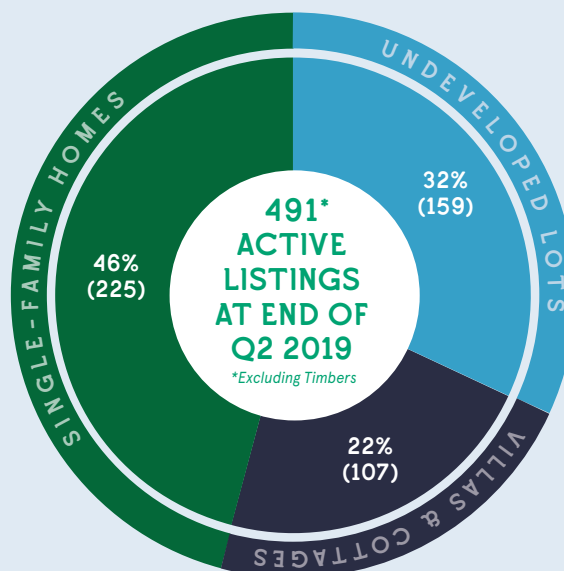
KIAWAH ISLAND AND CASSIQUE SALES

properties sold on Kiawah Island

97

properties sold in Cassique

5



highest lot sold
\$1.03M

highest villa and cottage sold
\$1.82M

highest single-family home sold
\$5.66M

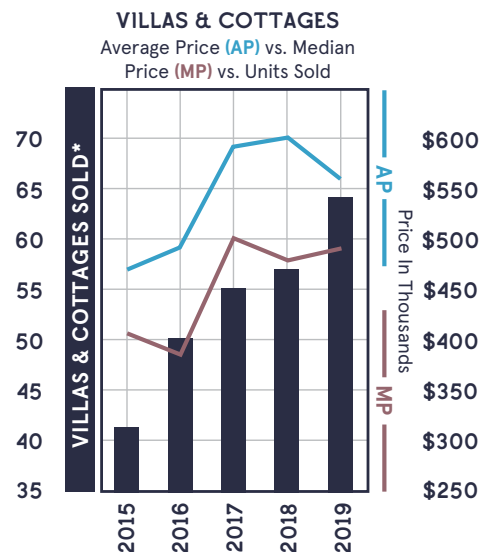
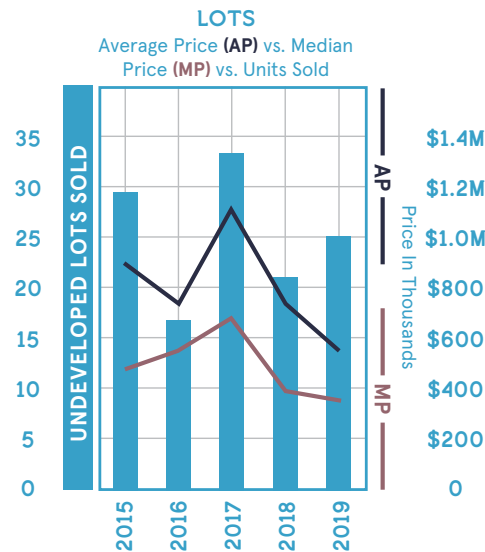
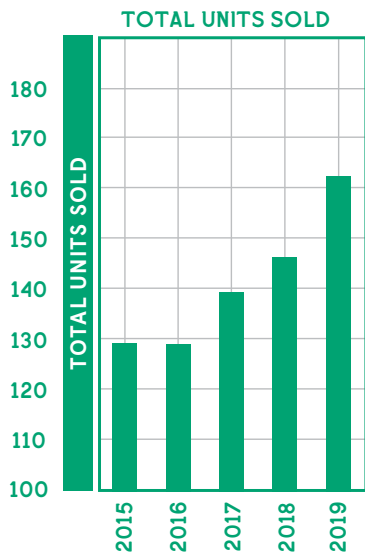
FIRST HALF 2019 KIAWAH ISLAND SALES SNAPSHOT

		2018	2019	% OF CHANGE
ALL TRANSACTIONS	Properties Closed	147	162	+10%
	Volume	\$188,565,000	\$159,165,000	-16%
HOMES	Properties Closed	69	73	+6%
	Volume	\$138,432,000	\$109,315,000	-21%
	Median Price	\$1,350,000	\$1,300,000	-4%
	Average Price	\$2,006,000	\$1,498,000	-25%
VILLAS & COTTAGES	Properties Closed	57	46	-19%
	Volume	\$34,177,000	\$24,245,000	-29%
	Median Price	\$475,000	\$425,000	-11%
	Average Price	\$600,000	\$527,000	-12%
LOTS	Properties Closed	21	25	+19%
	Volume	\$15,956,000	\$14,156,000	-11%
	Median Price	\$395,000	\$375,000	-5%
	Average Price	\$760,000	\$566,000	-25%
TIMBERS KIAWAH OCEAN CLUB & RESIDENCES	Properties Closed	NOT OFFERED IN Q2 2018	18	N/A
	Volume		\$11,450,000	
	Median Price		\$490,000	
	Average Price		\$636,000	

Chart does not include bulk sales. All dollar figures have been rounded to the nearest thousand.

FIRST HALF 2019 TRANSACTION TRENDS ON KIAWAH ISLAND*

Lots, Villas & Cottages, and Single-Family Homes (SFH)



*Includes Timbers Ocean Club and Residence Sales

HIGHEST PRICED SINGLE-FAMILY HOME SOLD

SOLD BY: Kiawah Island Real Estate

THIS HOME SOLD AFTER 18 DAYS ON MARKET

PRICE: \$5.66M (96% of list price)

69 Eugenia Avenue



view: Ocean	square feet: 5,143
bedrooms: 5	bathrooms: 5

LOWEST PRICED SINGLE-FAMILY HOME SOLD

SOLD BY: Kiawah Island Real Estate

THIS HOME SOLD AFTER 16 DAYS ON MARKET

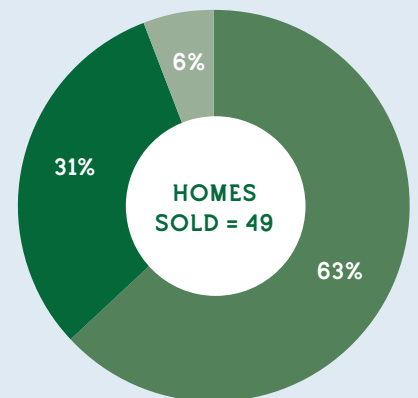
PRICE: \$500,000 (92% of list price)

26 Berkshire Hall

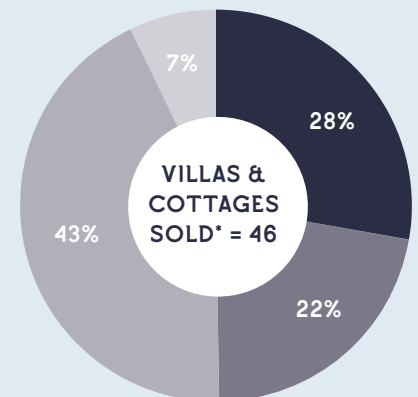


view: Maritime Forest	square feet: 1,958
bedrooms: 3	bathrooms: 2.1

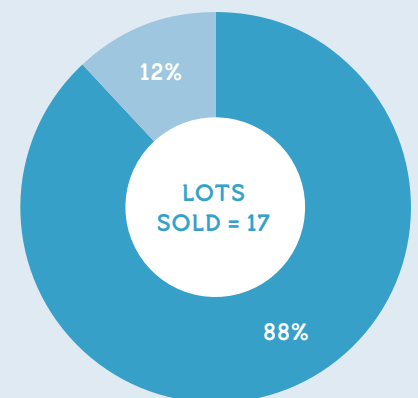
Q2 2019 SALES



- < \$1M = 15
- \$1 - 2.5M = 31
- > \$2.5M = 3



- 1 Bedroom = 13
- 2 Bedroom = 10
- 3 Bedroom = 20
- 4 Bedroom = 3



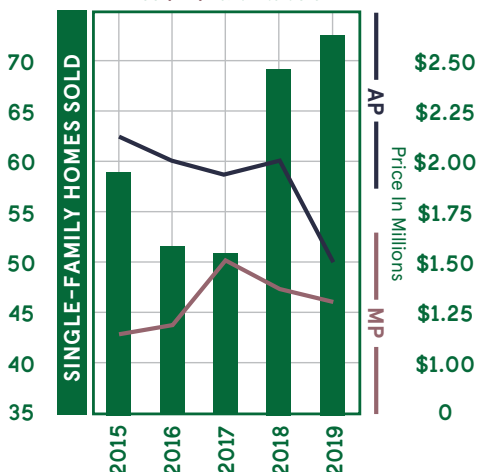
- < \$1M = 15
- \$1 - 2M = 2
- > \$2M = 0

*Includes Timbers Ocean Club and Residence Sales

TAKE AWAYS

- Through the first half of the year, there were 20 SFH sales with a closed price less than \$1M, 47 between \$1M and \$2.5M, and 6 sales greater than \$2.5M.
- For Island homesites, we saw substantial premiums paid for particular views. The average closing price for homesites year to date with Lagoon, Marsh, River, or Ocean views was \$1.2M. Homesites with Golf views saw an average closing price of \$476K.
- We saw a spike in demand for 1-bedroom villas or cottages (V&C) on the Island. The sale of 1-bedroom V&C increased 80% from this time last year. The Island is also seeing the lowest V&C inventory since 2006.

SINGLE-FAMILY HOMES
Average Price (AP) vs. Median Price (MP) vs. Units Sold



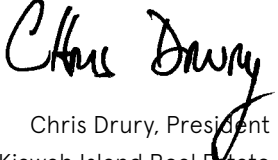
PRESIDENT'S NOTE

Coming off the best year since 2007 and a banner first half of sales in 2018, we are thrilled to see real estate sales activity on Kiawah Island not only maintain those impressive numbers, but in some respects outpace them. As highlighted within the report, the Island saw more transactions than it has seen in 12 years. New buyers have not only discovered our paradise but have made it home.

While we have experienced a decrease in dollar volume, it's important to note that all numbers are respective to last year's record dollar volume. In addition, in 2018 we had 2 closed sales above \$10 million. Reporting a slight decrease still points to a remarkably strong market. Another data point that is indicative of this is the number of new contracts. In 2018 through June 30th we saw 142 contracts for \$181.8M. So far this year we have had 175 contracts for \$172.5M. Additionally, we saw sales of homes priced between \$1M and \$2.5M jump dramatically, while our villa and cottage market also jumped 12%.

Our Island, like other luxury housing markets, is seeing demand for homes priced above \$2.5M fluctuate. According to Redfin, sales of \$2M plus homes nationwide dropped 16% in the first quarter of this year, the biggest year-over-year decline since 2010. While Kiawah is not always exempt from housing trends, we do find the Kiawah buyer to be unique and intentional. That is confirmed by the fact that even with luxury home sales dropping nationwide, our inventory is the lowest it has been since 2008. The demand for property on Kiawah is strong, and we look forward to what the rest of this year will bring.

Regards,



Chris Drury, President
Kiawah Island Real Estate

For-Sale Kiawah Inventory Comparison

Through First Half 2014 - 2019

	2014	2015	2016	2017	2018	2019
TOTAL \$	\$732M	\$748M	\$786M	\$802M	\$753M	\$679M
HOMES	\$450M	\$464M	\$494M	\$551M	\$520M	\$489M
VILLAS & COTTAGES	\$98M	\$97M	\$105M	\$83M	\$75M	\$61M
LOTS	\$184M	\$187M	\$187M	\$168M	\$157M	\$129M
TOTAL#	561	553	584	571	524	491
HOMES	191	190	219	226	216	225
VILLAS & COTTAGES	166	161	158	145	123	107
LOTS	204	202	207	200	185	159

Chart includes figures as of June 30th each year.

TAKE AWAY

With only 491 properties on the market at the end of the 2nd quarter, total Island-wide for-sale inventory is the lowest it has been since 2008.

Inventory is the number of active listings. Typically, the lower the inventory the healthier market, as that points to a high buyer demand and low interest in selling a property.

