

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

2015 First Half Results | kiawahisland.com | 800.277.7008

KIAWAH ISLAND REAL ESTATE SNAP SHOT

▲ 3%	HOME PRICES (\$) MEDIAN HOME SALES PRICE
▲ 23%	HOME SALES (#) NUMBER OF HOME SALES
▼ 19%	LAND SALES (#) NUMBER OF LOT SALES
▼ 5%	COTTAGE AND VILLA SALES (#) NUMBER OF COMBINED SALES
▼ 1%	INVENTORY FOR ALL PROPERTY TYPES

Compared to year to date 2014.

FEATURED NEIGHBORHOOD: West Beach



With its close proximity to the Main Gate and KICA's Sandcastle, West Beach remains a desirable option for many Kiawah buyers. Exclusive of villas, there was an 8% increase in the number of properties sold in West Beach thus far in 2015 and the total dollar volume closed more than doubled the first six months of 2014! In 2015 19 properties closed in West Beach for \$23 million as compared to 15 in 2014 for \$11 million.

KIAWAH ISLAND SALES: First Half 2014 vs. First Half 2015

		2014	2015	% of change
ALL TRANSACTIONS	Properties Sold (closed)	127	129	+2%
	Dollar Volume	\$126,494,800	\$171,050,277	+35%
HOMES	Properties Sold (closed)	48	59	+23%
	Dollar Volume	\$79,756,500	\$126,356,507	+58%
	Median Sales Price	\$1,117,500	\$1,152,500	+3%
VILLAS AND COTTAGES	Properties Sold (closed)	43	41	-5%
	Dollar Volume	\$19,661,050	\$19,378,703	-1%
	Median Sales Price	\$435,000	\$403,000	-7%
LOTS	Properties Sold (closed)	36	29	-19%
	Dollar Volume	\$27,077,250	\$25,315,067	-7%
	Median Sales Price	\$625,000	\$466,667	-25%

First Half 2015 Island-Wide Sales

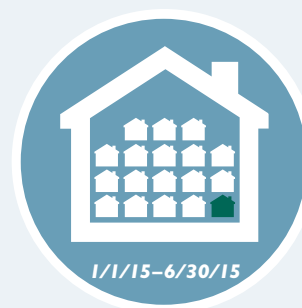
Real estate sales on Kiawah Island remained strong in the first 6 months of 2015 especially in the single family home market. Overall, the community saw 129 properties close through June 2015, a slight increase from the strong results of the first six months of 2014 (with 127 closed sales).

Single family sales were up 23% over last year and median price of those closed sales was up 3% - both very positive signs for the overall health of the Kiawah real estate market. While the sale of a couple of very high-end homes drove much of the dollar volume increases, the number of \$2 million and above homes that closed in the first half of 2015 was 38% higher than those in the first half of 2014:

SALES OF \$2 MILLION+ HOMES ON KIAWAH ISLAND



□ KIRE sales = 12
■ Other sales = 1



□ KIRE sales = 17
■ Other sales = 1

Overall, the inventory of properties for sale on Kiawah is virtually the same as it was on June 30, 2014. While the current levels are higher than many might like (including owners with property listed for sale), the fact that the inventory has remained steady over the past three years shows that there is stability in the market. Comparatively, the inventory numbers in 2010 and 2011 were roughly 20% higher than our current inventory level.

President's Notes

A testament to the quality and value of Kiawah is the high percentage of real estate sales that come from owners recommending the Island to a friend, and owners themselves buying again on Kiawah. Over half of the real estate sales in the first half of 2015 were a direct result of the support of Kiawah property owners. The 2014 Property Owner Survey reflected this trend as well, with over 20% of respondent owners stating an interest in buying an additional or different Kiawah property within 3 years.

These owner endorsements, along with the surge in sales activity on the higher end, the continuing financial investment by Kiawah Partners, as well as the significant increase in new home construction across the Island, all speak volumes about the stability of our real estate market.

~ Chris Drury, President
Kiawah Island Real Estate

KIAWAH ISLAND FOR SALE INVENTORY COMPARISON June 2014 vs. June 2015

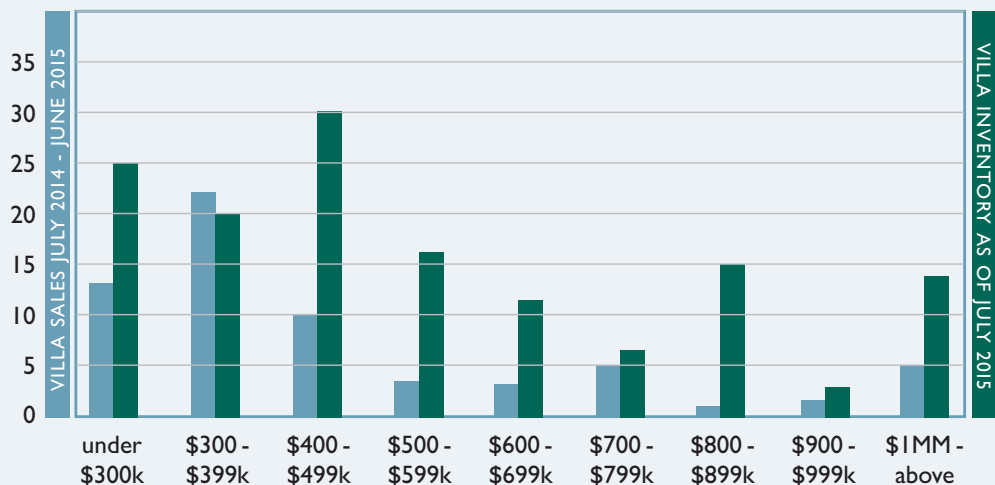
	2014	2015
Total \$	\$732,000,000	\$748,000,000
Homes	\$450,000,000	\$464,000,000
Cottages & Villas	\$ 98,000,000	\$ 97,000,000
Lots	\$184,000,000	\$187,000,000
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Total #	561	553
Homes	191	190
Cottages & Villas	166	161
Lots	204	202

Kiawah Island Property Report

SPOTLIGHT ON: VILLAS

- Based solely on the number of transactions, the most popular villa neighborhoods on Kiawah Island in the first 6 months of 2015 were Fairway Oaks (with 6 closed sales), Turtle Cove and Windswept (with 5 closed sales each).
- Over half of the buyers of cottages and villas in the first 6 months of 2015 came from the states of North Carolina, Georgia, and New York.
- The majority of the villas that closed in the first half of 2015 had been on the market for less than nine months (the median time between list date and closing date was nearly ten months). That is the lowest median "on market" for any of the property types on Kiawah.

VILLA SALES AND INVENTORY STATS



NOTABLE SALES ON KIAWAH ISLAND: These properties all sold through Kiawah Island Real Estate.

59 Surfsong Road

SOLD IN 4 DAYS
PRICE: \$7,875,000
5 bedroom, 6 bath home
plus an ocean front lot

424 Sea Lavender

SOLD IN 6 DAYS
PRICE: \$545,000
3 bedroom, 2 bath cottage

1421 Shipwatch

SOLD IN 1 DAY
PRICE: \$125,000
(with multiple offers)
First floor 1 bedroom villa

