

Regime Council Meeting April 2016

Presented by

Chris Drury

**President
Kiawah Island Real Estate**

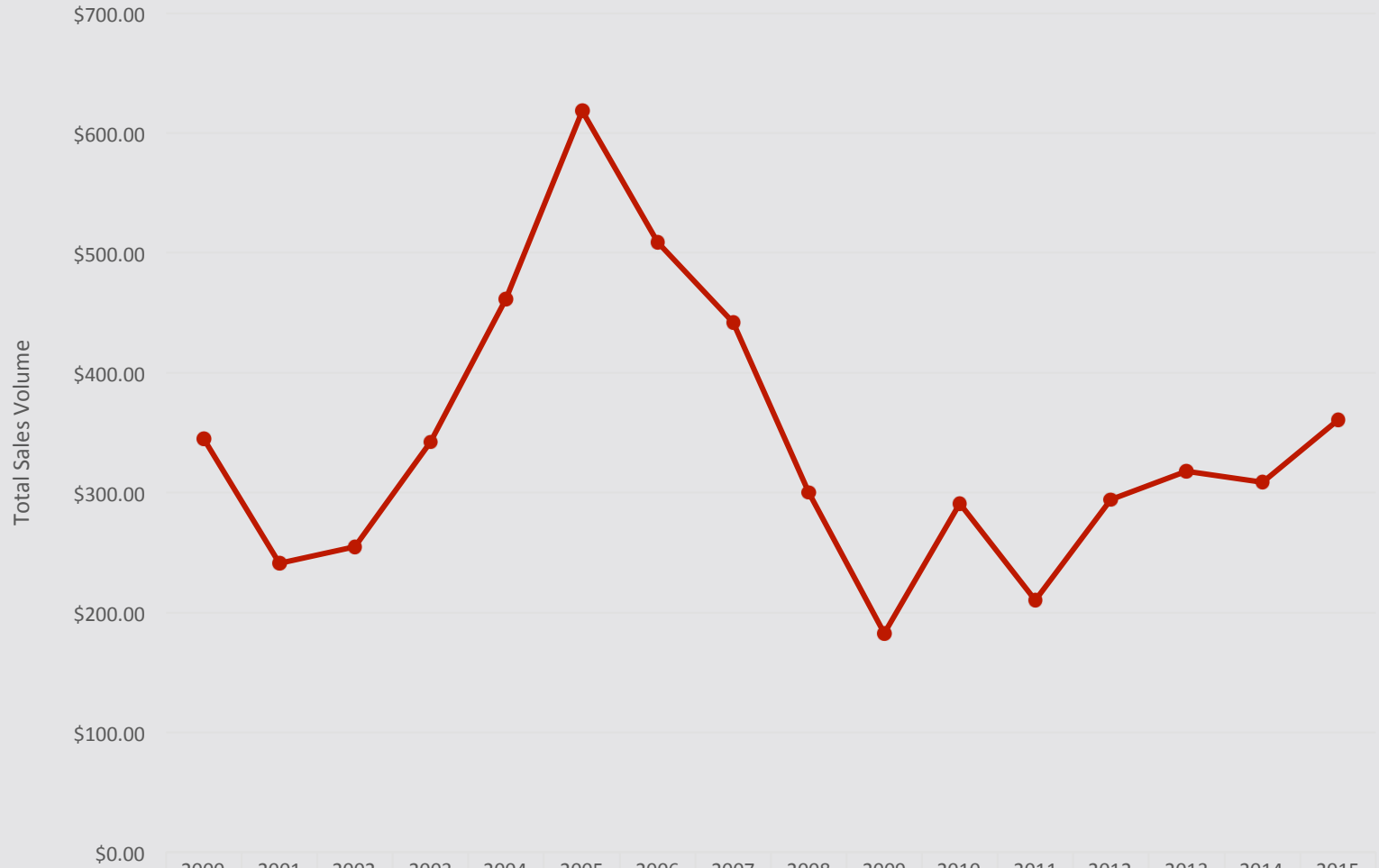
Kiawah Island Real Estate Market

Number Of Closed Real Estate Transactions



Kiawah Island Real Estate Market

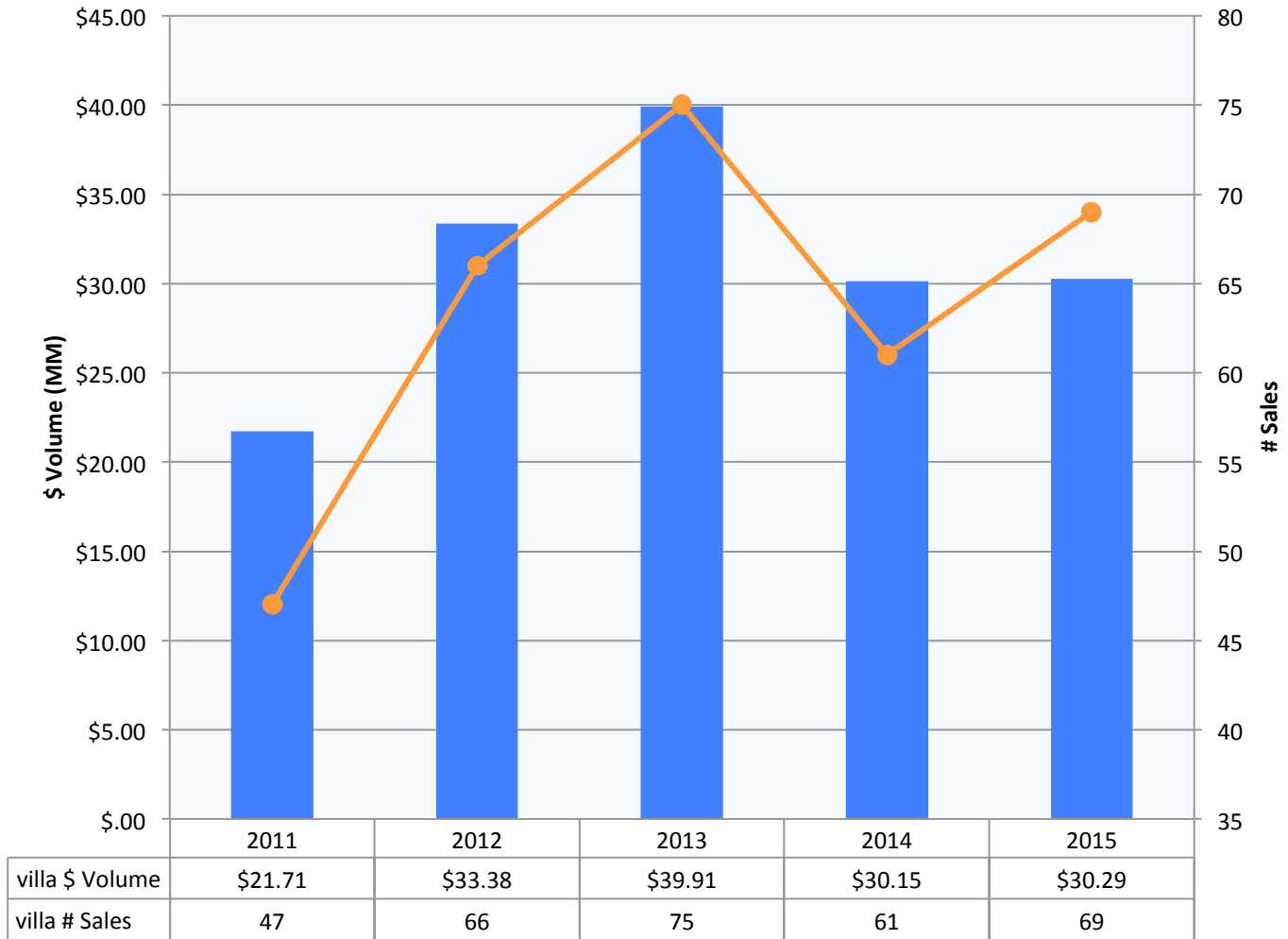
Total Sales Volume (in mm) for Kiawah Island



—●— Sales Vol \$344.57 \$241.14 \$255.13 \$342.30 \$461.53 \$618.58 \$508.71 \$442.05 \$300.04 \$182.55 \$291.16 \$210.34 \$294.50 \$318.00 \$308.42 \$360.20

**Villa and Cottage
Market
Kiawah Island
Through 12/31/2015**

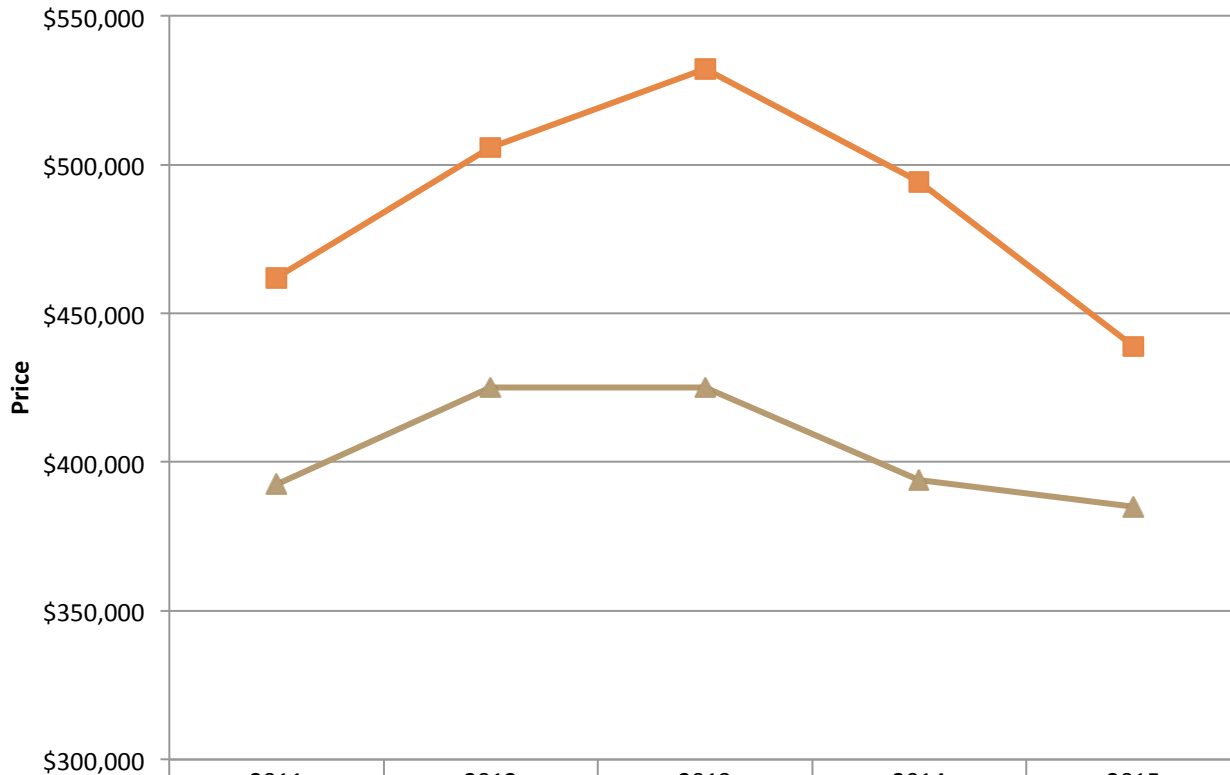
Villa Market - Closed Sales



■ villa \$ Volume

—●— villa # Sales

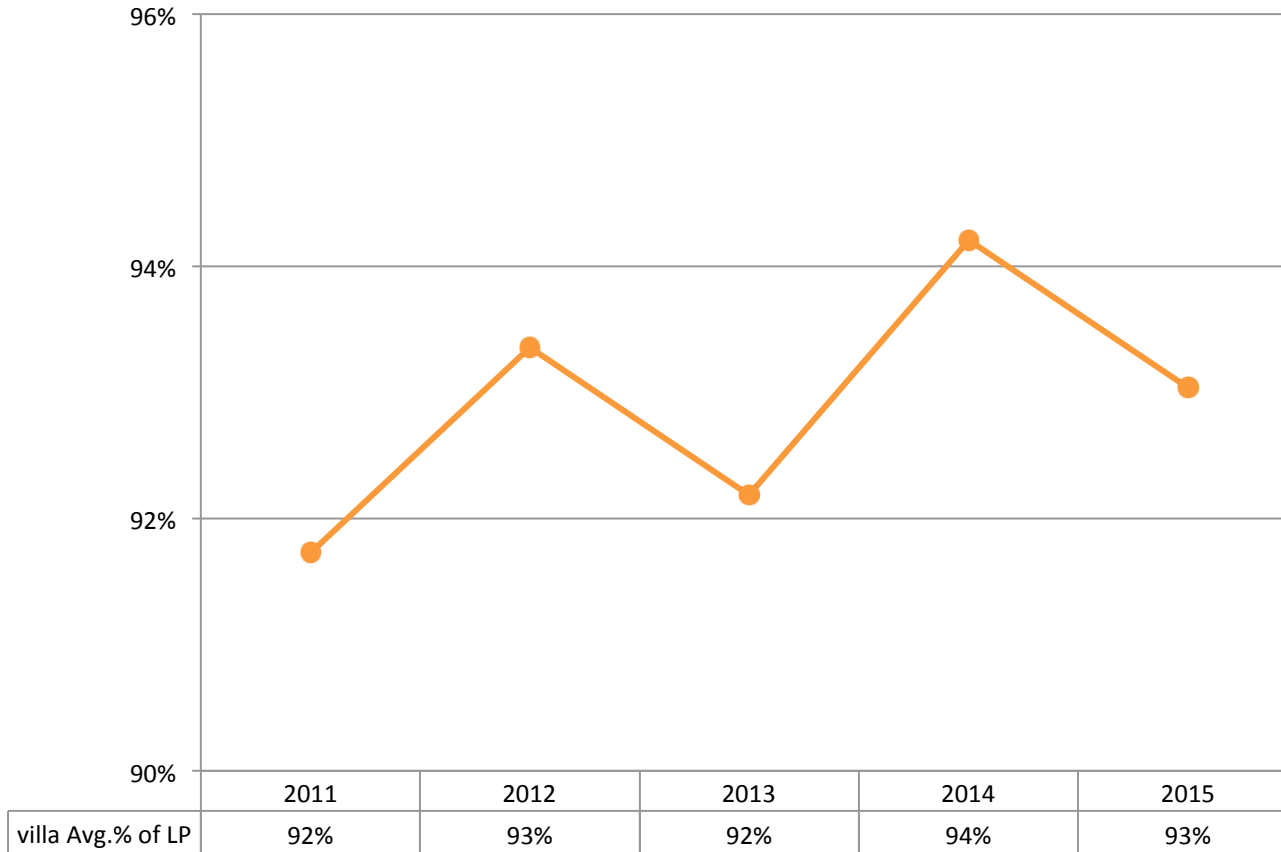
Villas - Sales Price History Average vs. Median



	2011	2012	2013	2014	2015
— villa Avg. \$	\$461,947	\$505,798	\$532,186	\$494,250	\$438,927
— villa Median \$	\$392,500	\$425,000	\$425,000	\$394,000	\$385,000

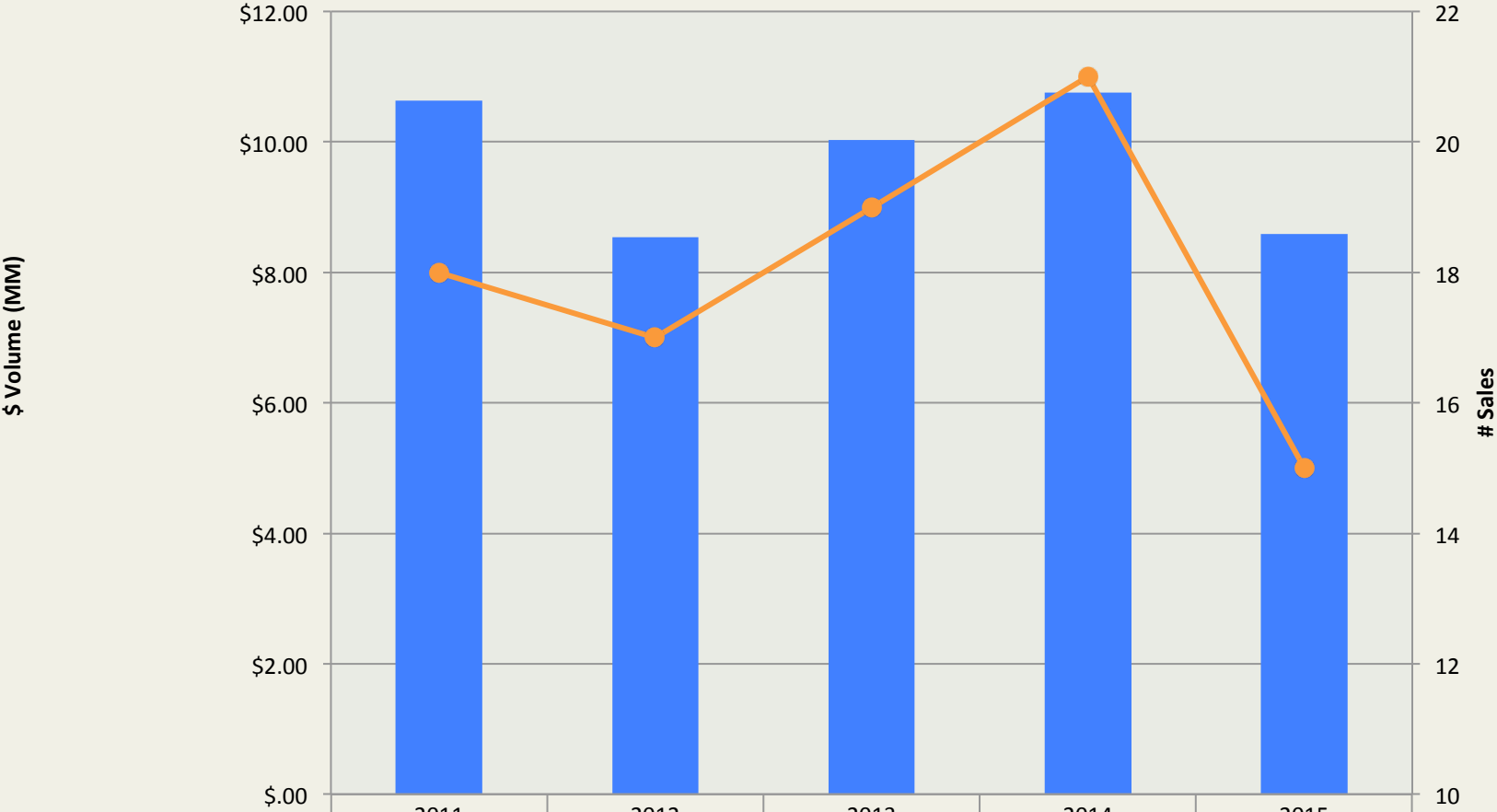
—■ villa Avg. \$
 —▲ villa Median \$

Percentage of List Price To Sales Price



—●— villa Avg.% of LP

Cottage Market - Closed Sales



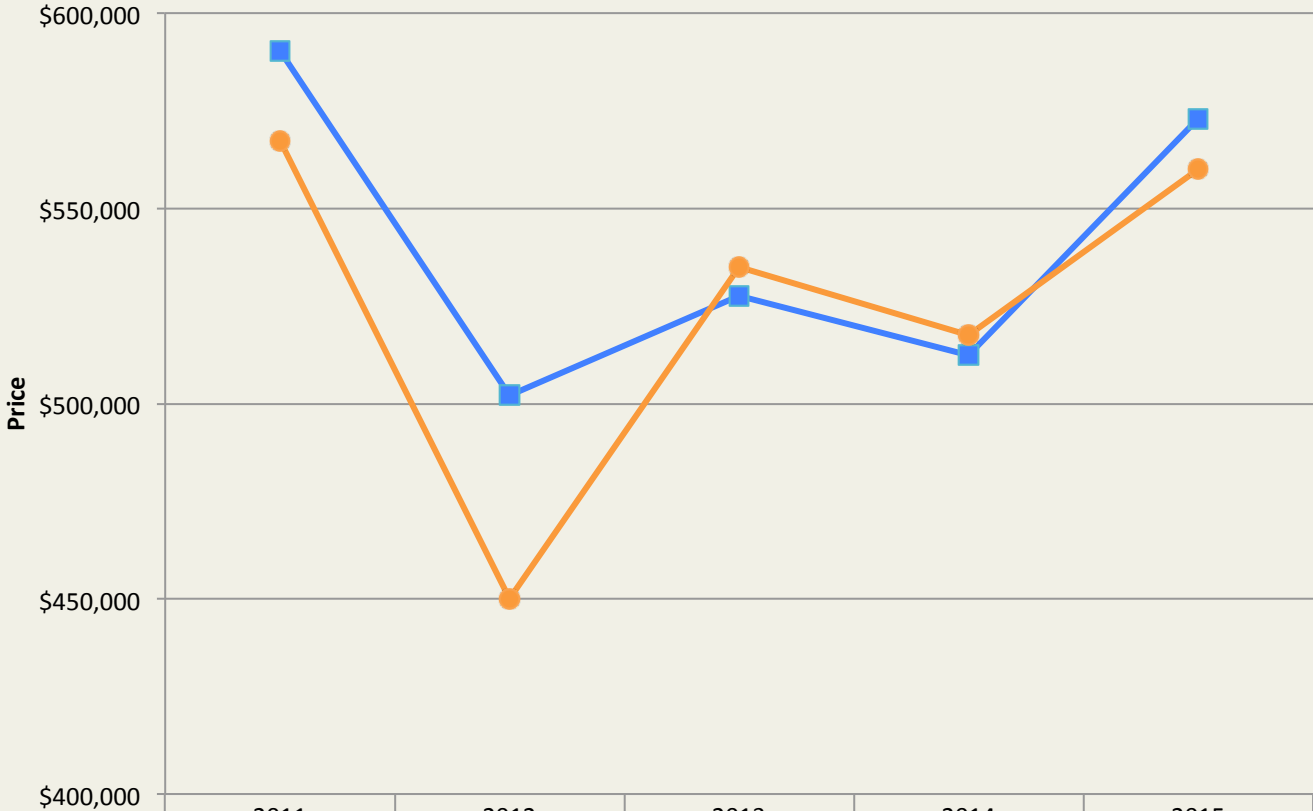
cottage \$ Volume	\$10.63	\$8.54	\$10.02	\$10.76	\$8.59
Cottage # Sales	18	17	19	21	15

■ cottage \$ Volume

● Cottage # Sales

Sales Price History

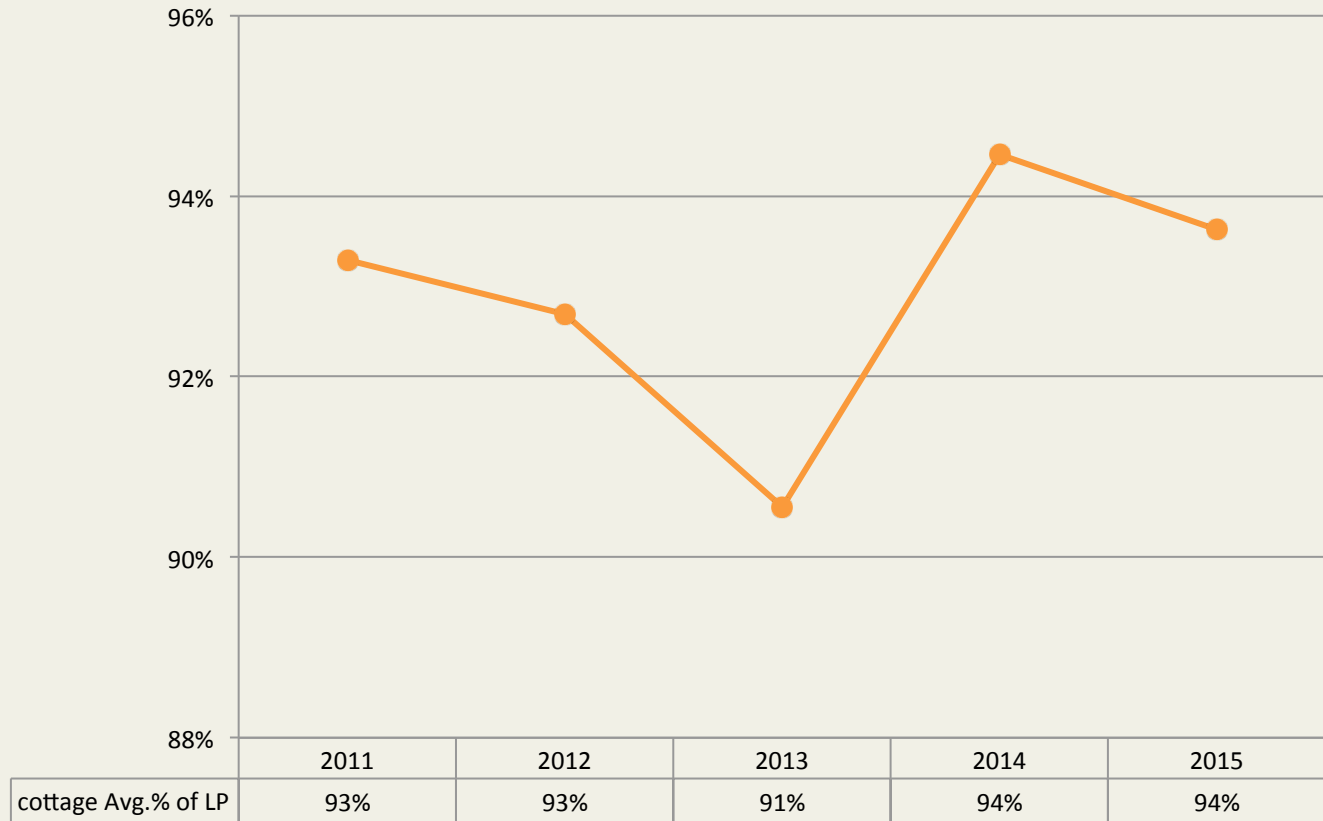
Avg. vs. Median



	2011	2012	2013	2014	2015
cottage Avg. \$	\$590,380	\$502,127	\$527,605	\$512,419	\$572,933
cottage Median \$	\$567,500	\$450,000	\$535,000	\$517,500	\$560,000

■ cottage Avg. \$
 ● cottage Median \$

Percentage of List Price



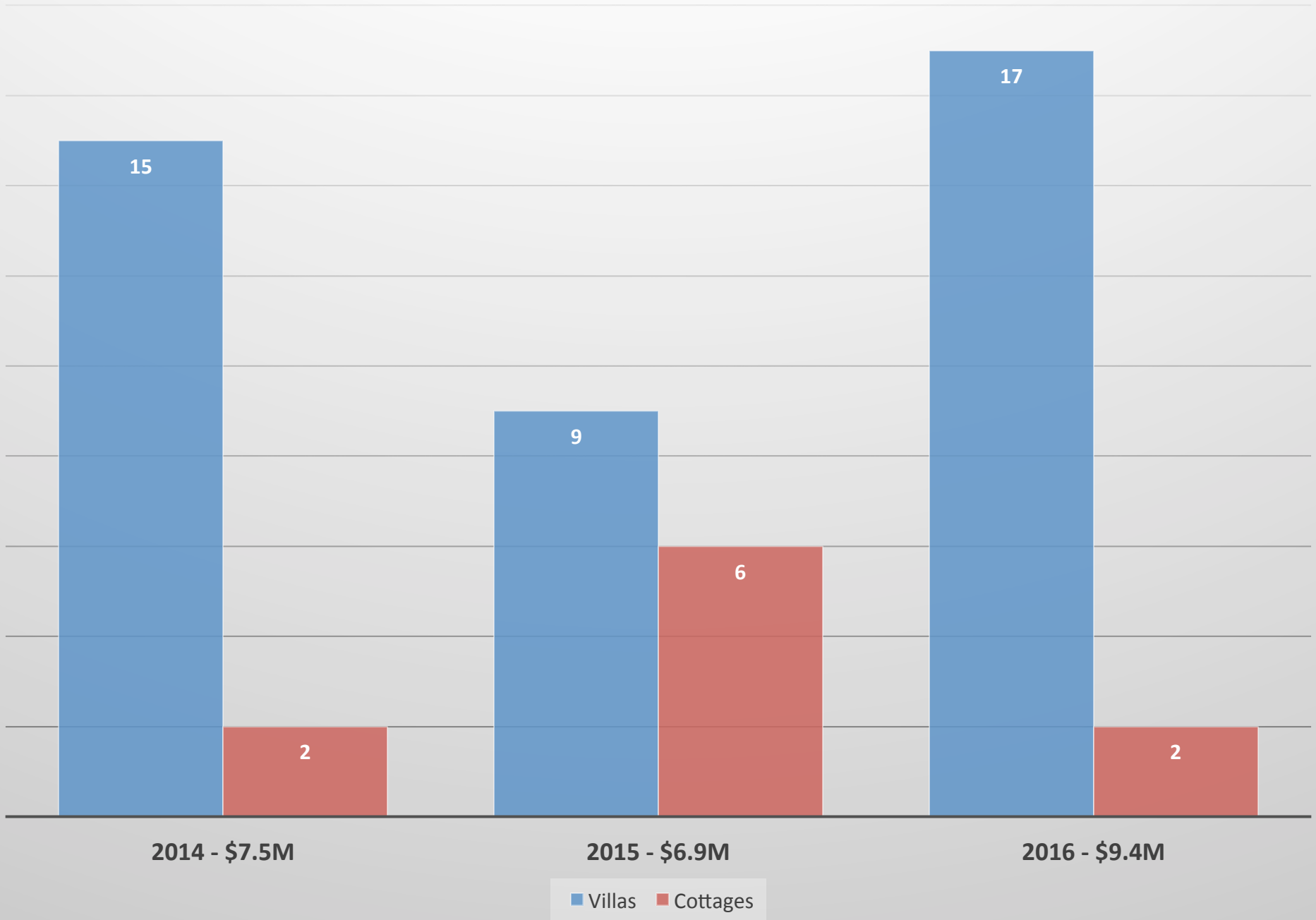
—●— cottage Avg.% of LP

Villa and Cottage Market

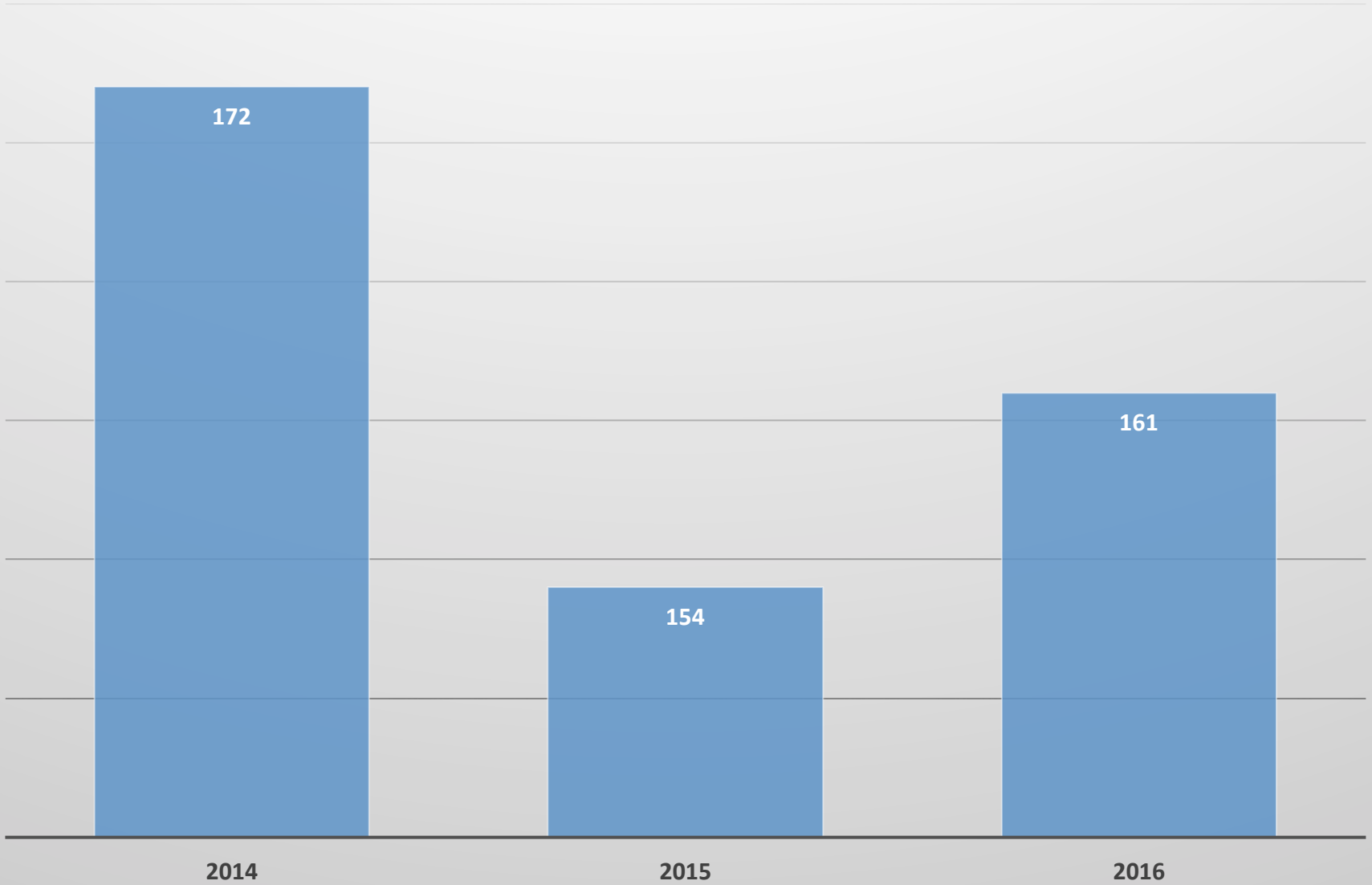
First Quarter Comparison

3 year historical snapshot

Villa and Cottage Closings Jan 1 - Mar 31



Villa and Cottage Inventory Jan1 - Mar 31





Thank you!