



Regime Council Meeting

April 28, 2017

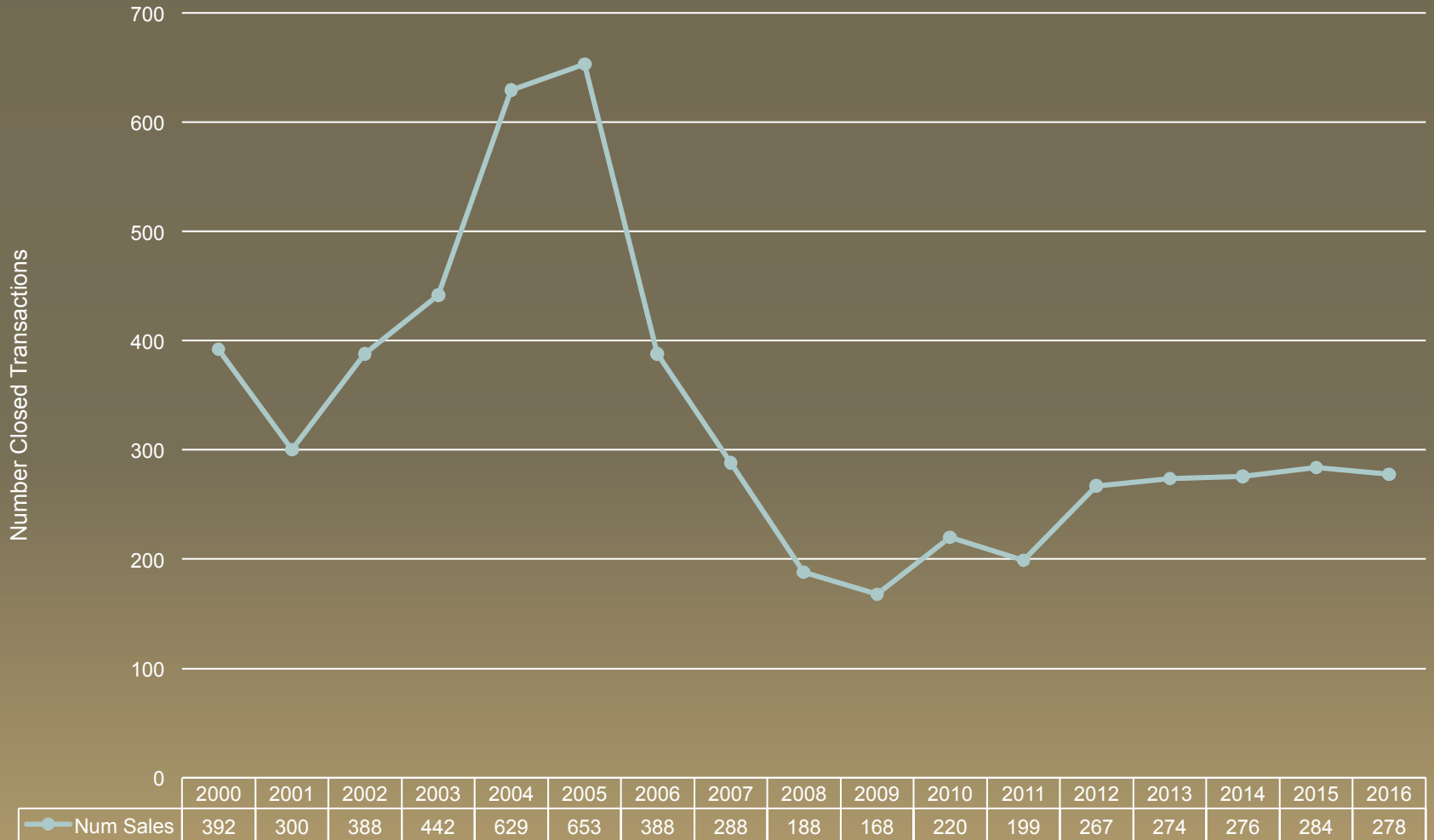
Presented by

Chris Drury

President and Broker -In-Charge
Kiawah Island Real Estate

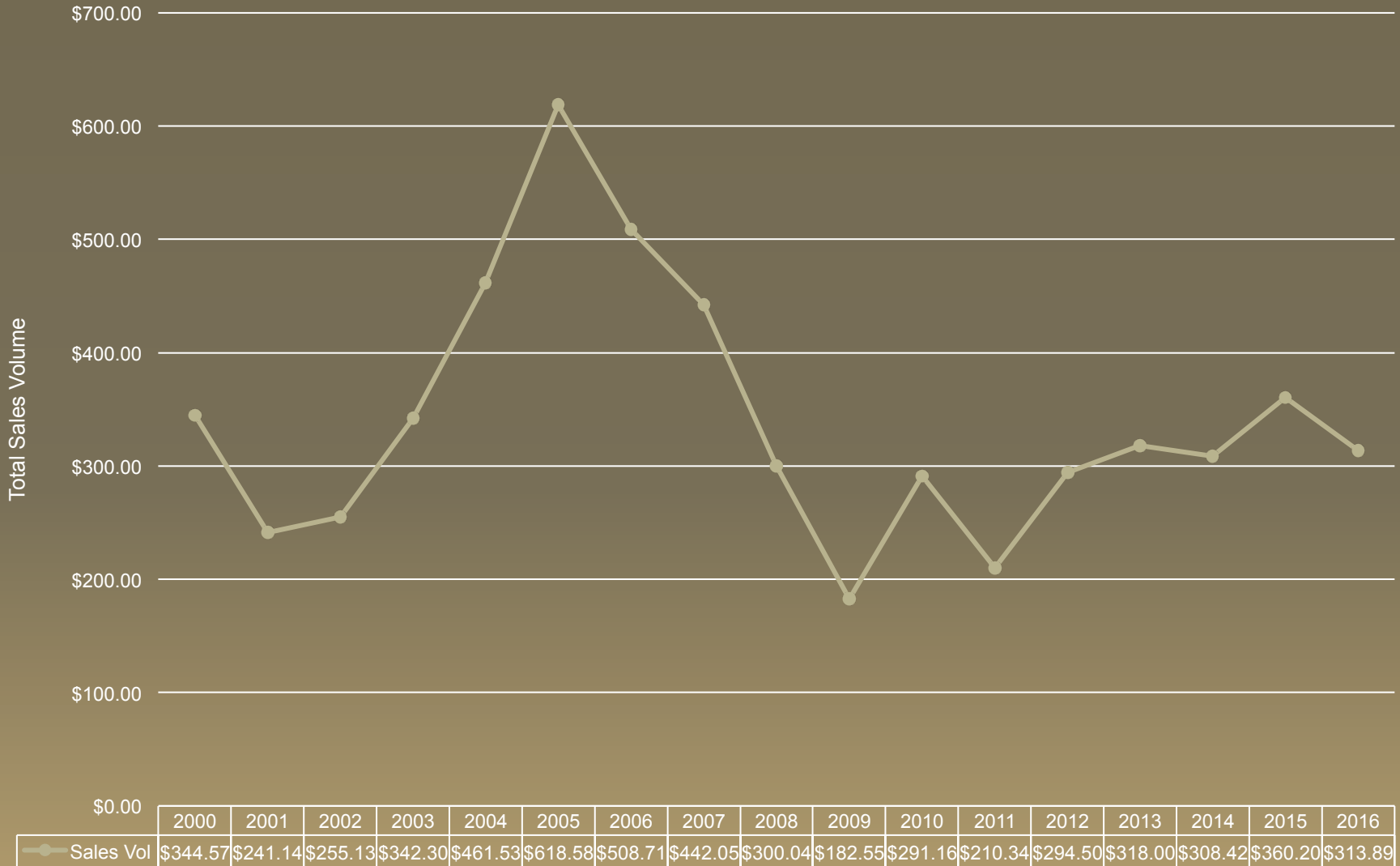
Kiawah Island Real Estate Market

Number Of Closed Real Estate Transactions



Kiawah Island Real Estate Market

Total Sales Volume (in mm) for Kiawah Island



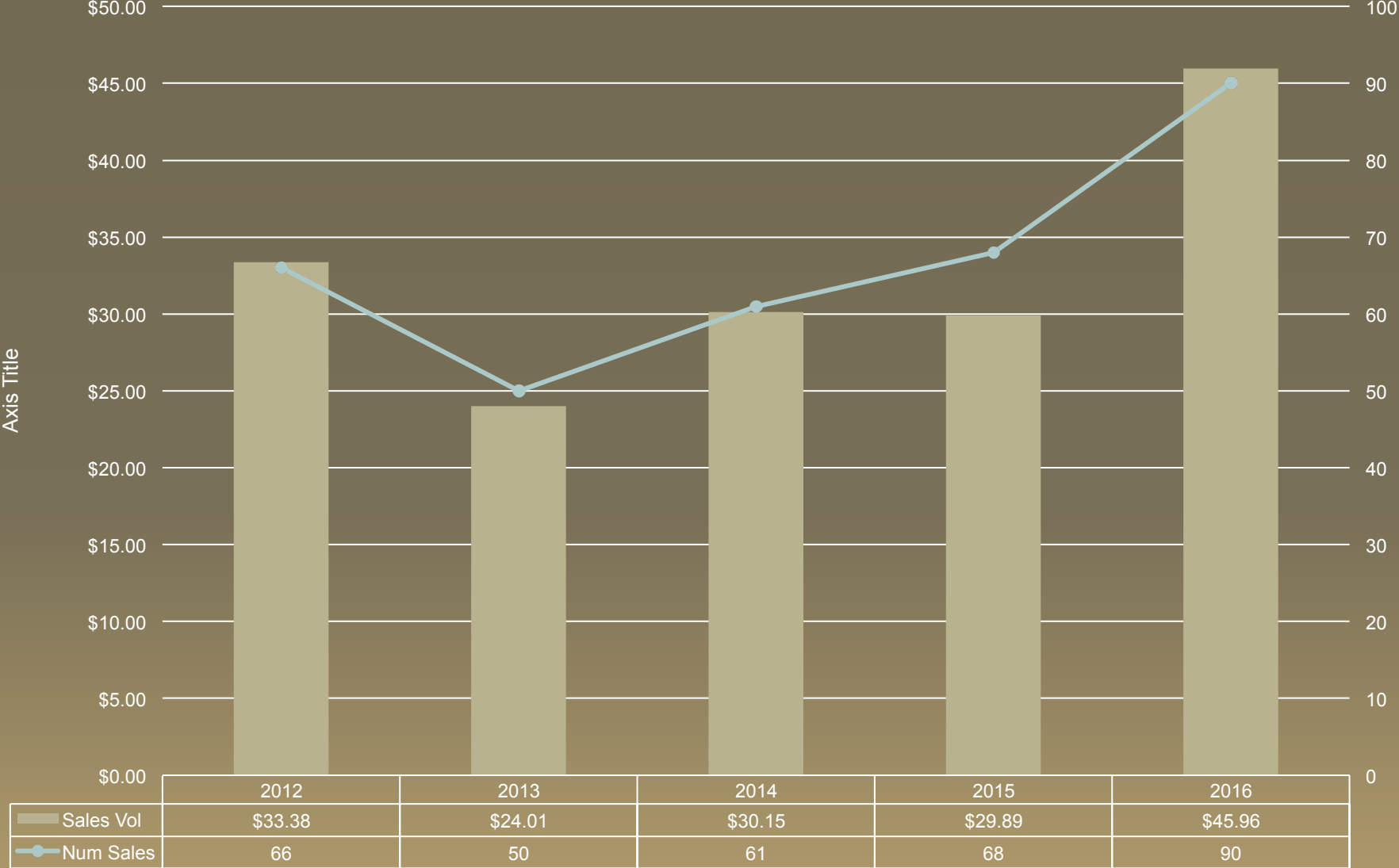


Villa and Cottage Market

Year End 2016

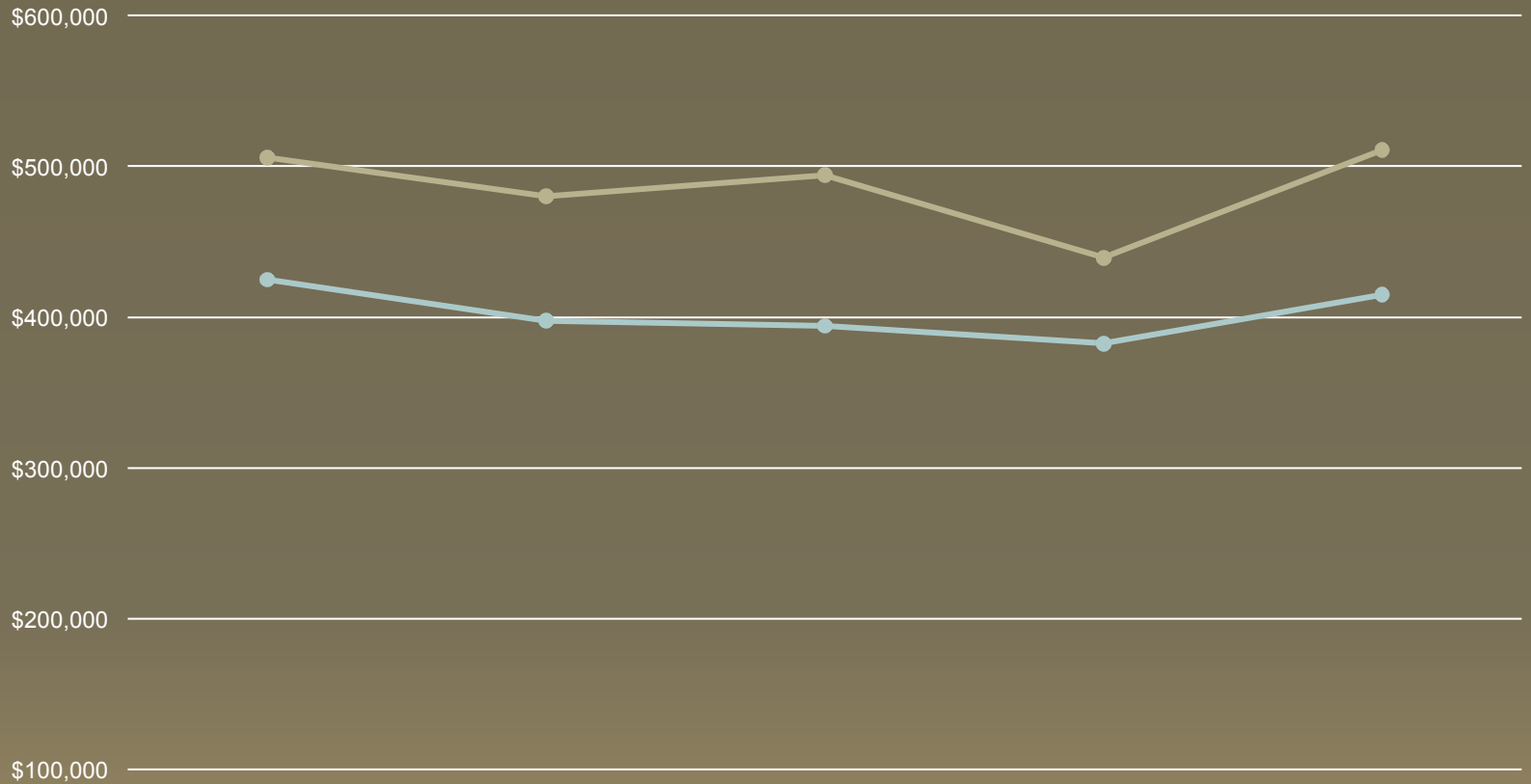
Villa Closed Sales

of Sales vs. \$ Volume



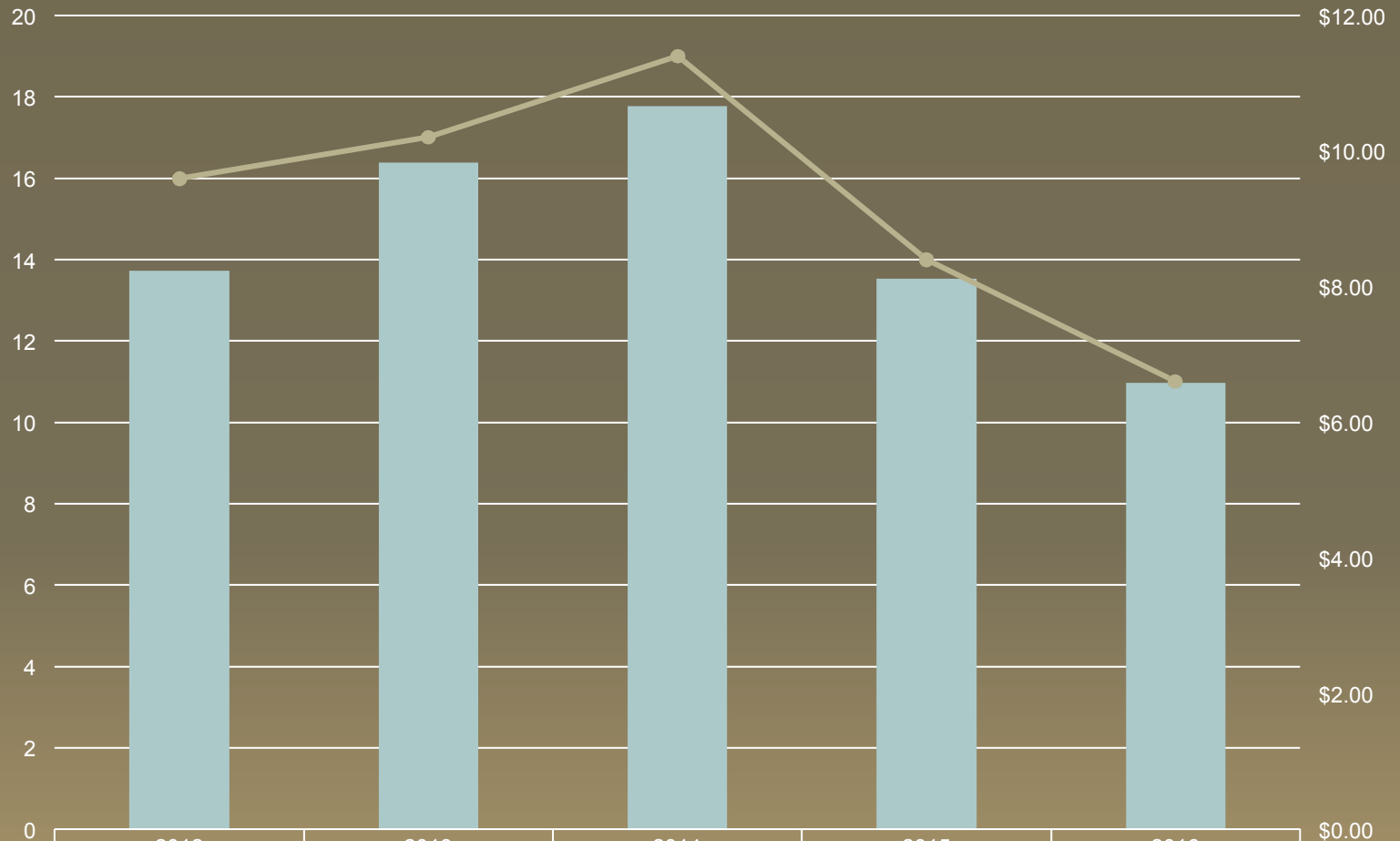
Villa Sales Price History

Avg. vs. Median



	2012	2013	2014	2015	2016
Avg Sale	\$505,798	\$480,226	\$494,244	\$439,538	\$510,667
Median Sale	\$425,000	\$397,500	\$394,000	\$382,625	\$415,000

Cottage Closed Sales # of Sales vs. \$ Volume



	2012	2013	2014	2015	2016
■ Sales Vol	\$8.23	\$9.83	\$10.66	\$8.12	\$6.58
● Num Sales	16	17	19	14	11

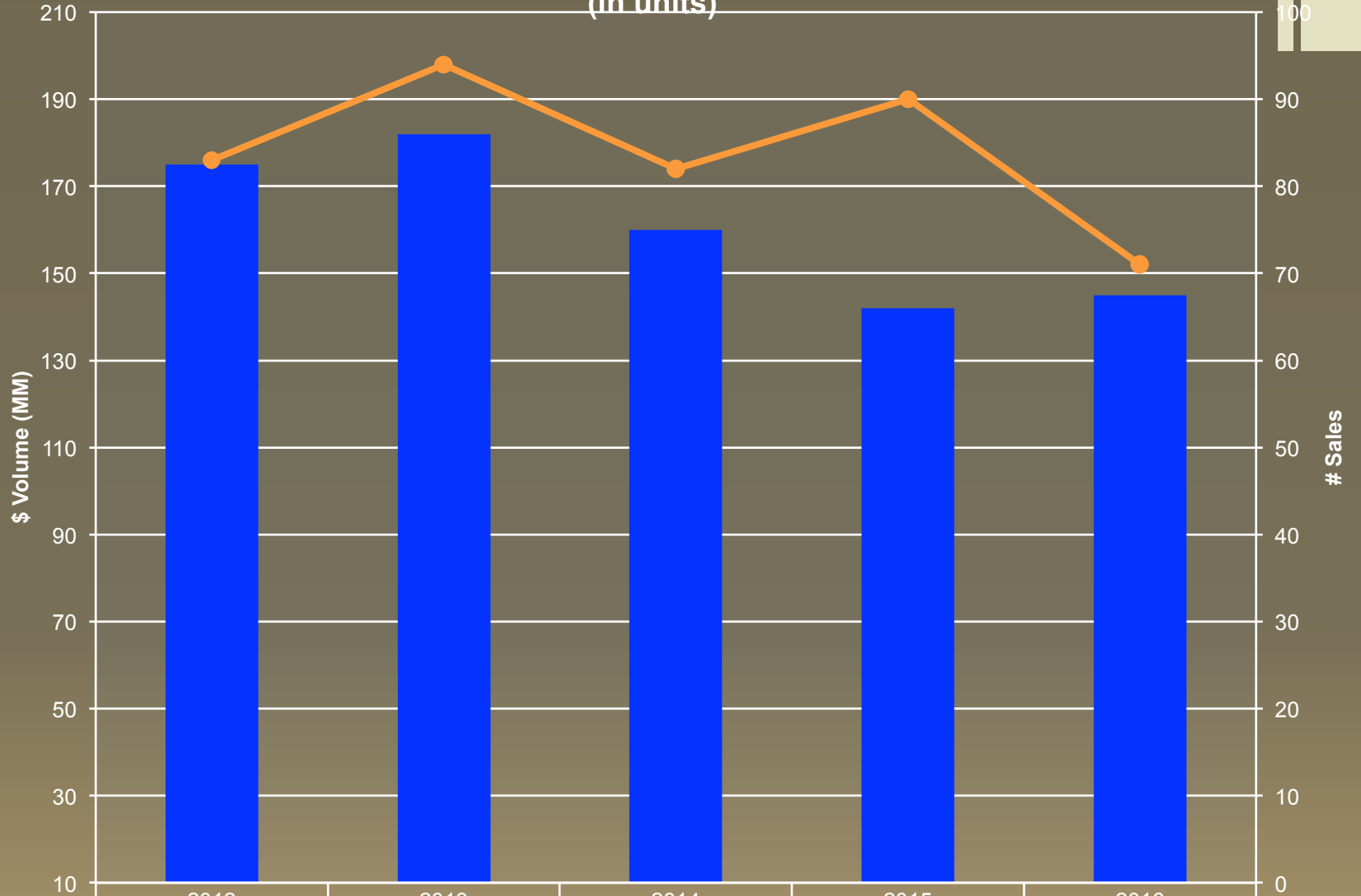
Cottage Sales Price History

Avg. vs. Median



Villas and Cottages

Inventory as of January 1 vs. Sales as of December 31st
(in units)

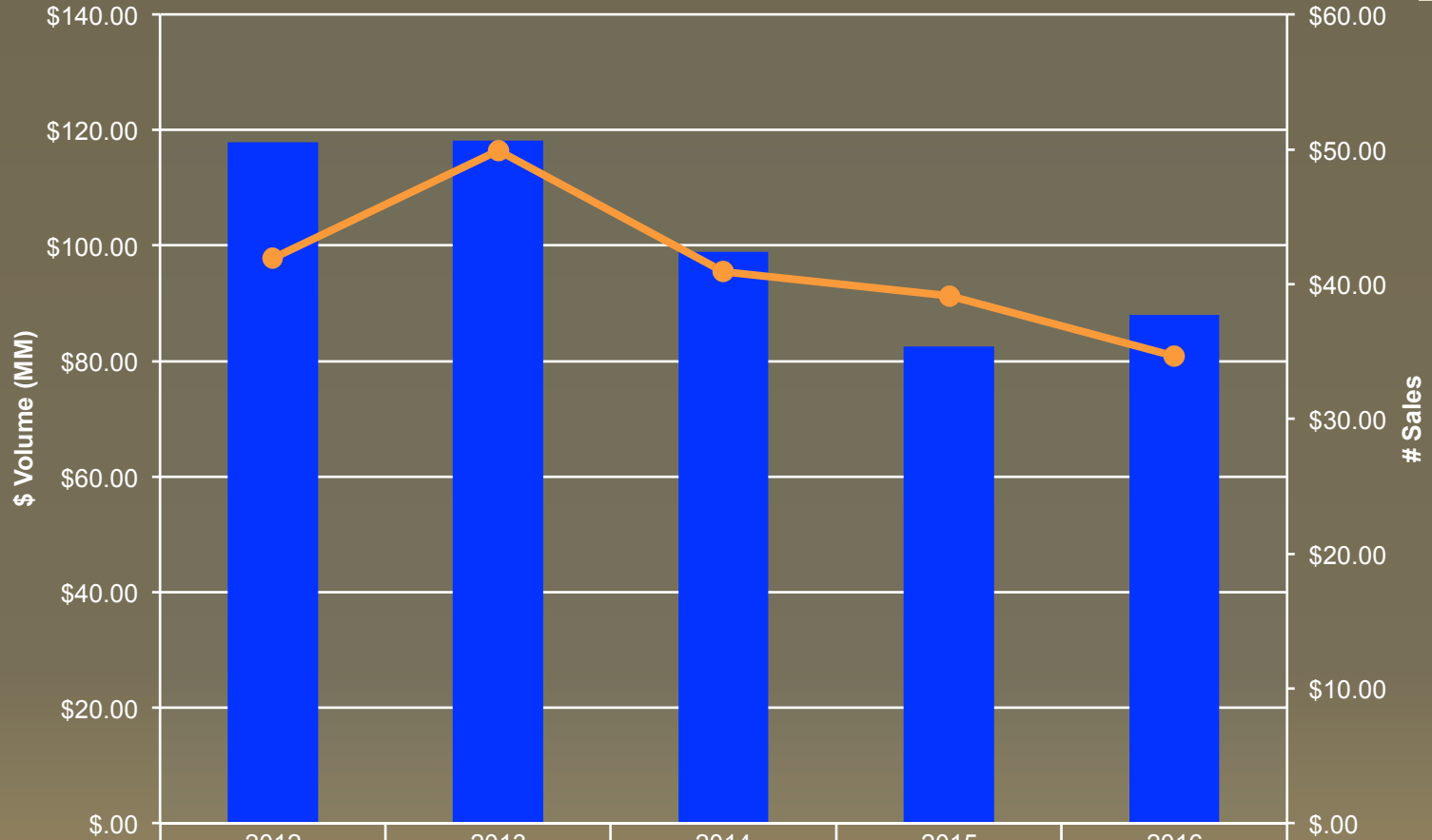


	2012	2013	2014	2015	2016
Total Inventory Units	175	182	160	142	145
Total Closed # Sales	83	94	82	90	71

■ Total Inventory Units ● Total Closed # Sales

Villas and Cottages

Inventory as of January 1 vs. Sales as of December 31st
(\$ Volume)



	2012	2013	2014	2015	2016
Total Inventory \$ Volume	\$117.95	\$118.11	\$98.87	\$82.54	\$88.01
Total Closed \$ Volume	\$41.92	\$49.94	\$40.91	\$39.14	\$34.66

■ Total Inventory \$ Volume
 —●— Total Closed \$ Volume

First Quarter 2017

Villa Market for Q1 2017

- 19 Closed Villa Transactions
 - 2 West Beach
 - 17 East Beach
- 1-Bed Villas: 6 Closed Transactions
 - Median Closed Price: \$228,250
 - 4 Lagoon View/ 2 Tennis View
- 2-Bed Villas: 6 Closed Transactions
 - Median Closed Price: \$640,000
 - 4 Ocean view/ 1 Park view/ 1 Woods view
- 3-Bed Villas: 6 Closed Transactions
 - Median Closed Price: \$966,625
 - 3 Ocean view/ 2 Golf/Lagoon view/ 1 Lagoon view
- 4-Bed Villas: 1 Closed Transaction
 - Median Closed Price: \$1,750,000
 - 1 Ocean view



Cottage Market for Q1 2017

- 6 Closed Cottage Transactions
 - 5 West Beach
 - 1 Greenslake Cottage: Median Price: \$290,000
 - 2 Inlet Cove Cottages: Median Price: \$557,700
 - 2 Sparrow Pond Cottages: Median Price: \$492,500
 - 1 East Beach
 - 1 Oceanwoods Cottage: Median Price: \$678,000
- 2 Two-Bedroom Cottages Purchased
 - Median Price: \$375,000
- 4 Three-Bedroom Cottages Purchased
 - Median Price: \$587,500

Villa and Cottage closed sales Thru 4/26

- 2017 30 for \$17.9 mm
- 2016 22 for \$10.9 mm
- 2015 24 for \$12.7 mm