



Regime Council Meeting

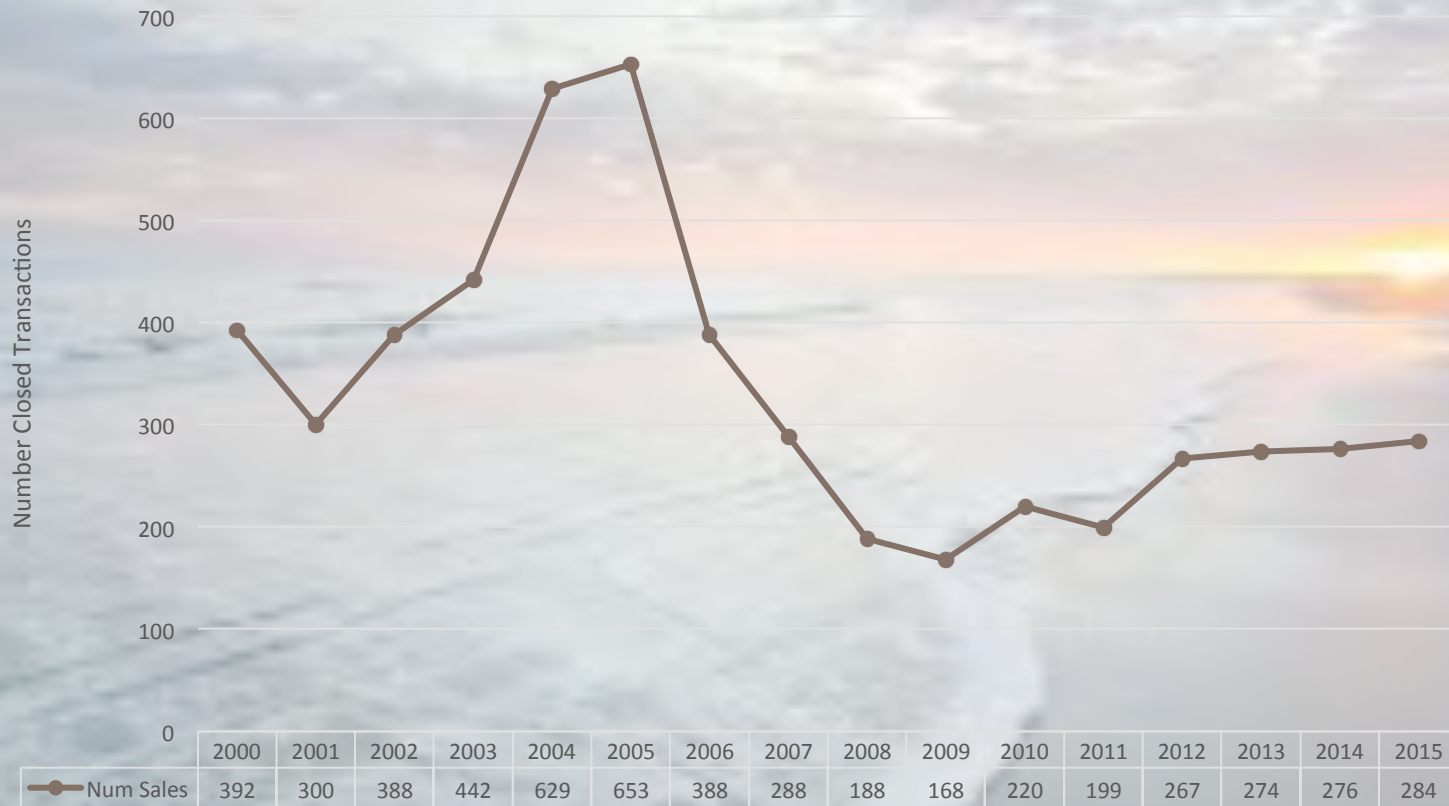
September 30, 2016

Presented by
Chris Drury

President and Broker-In-Charge
Kiawah Island Real Estate

Kiawah Island Real Estate Market

Number Of Closed Real Estate Transactions



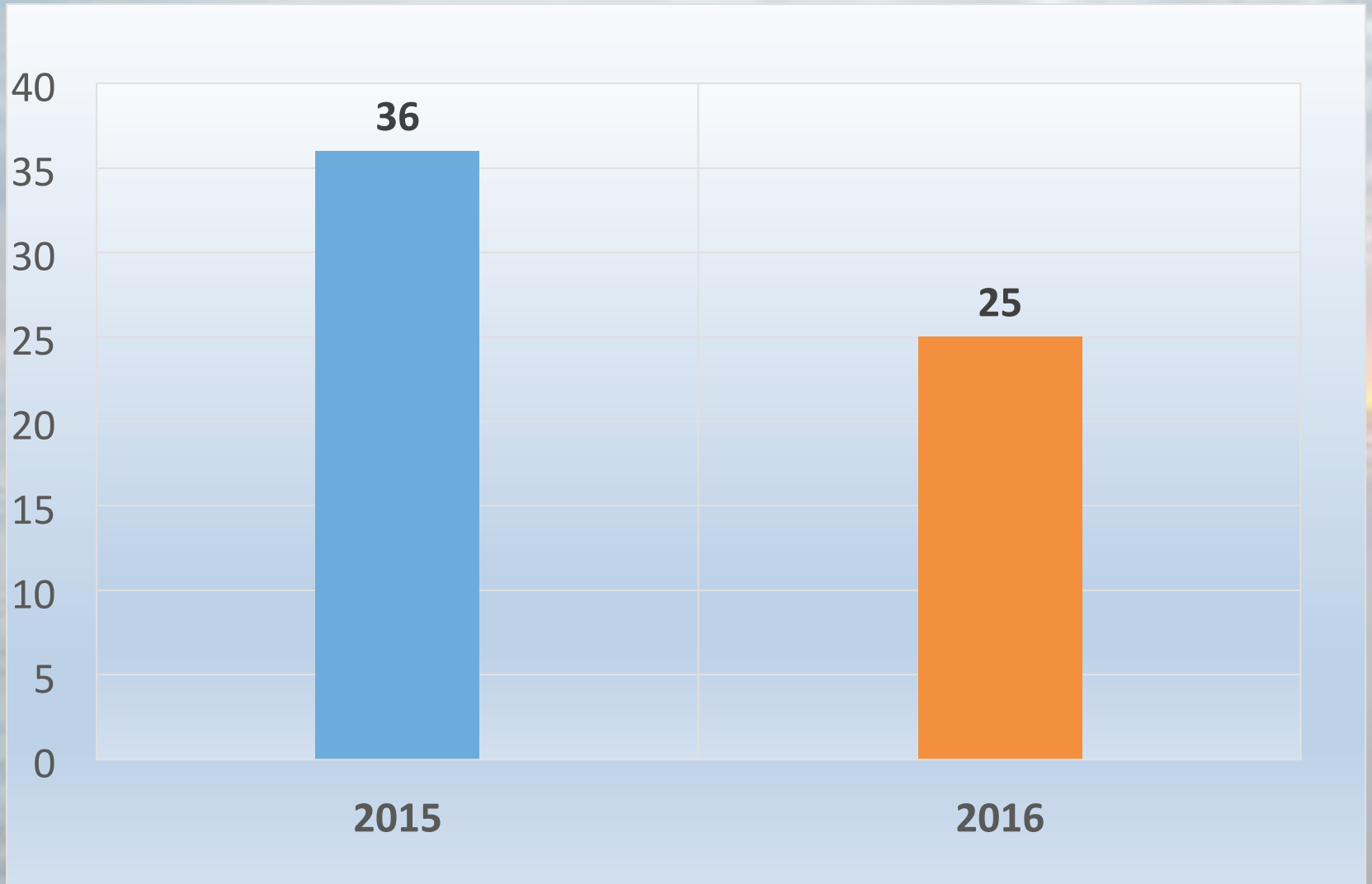
Kiawah Island Real Estate Market

Total Sales Volume (in mm) for Kiawah Island

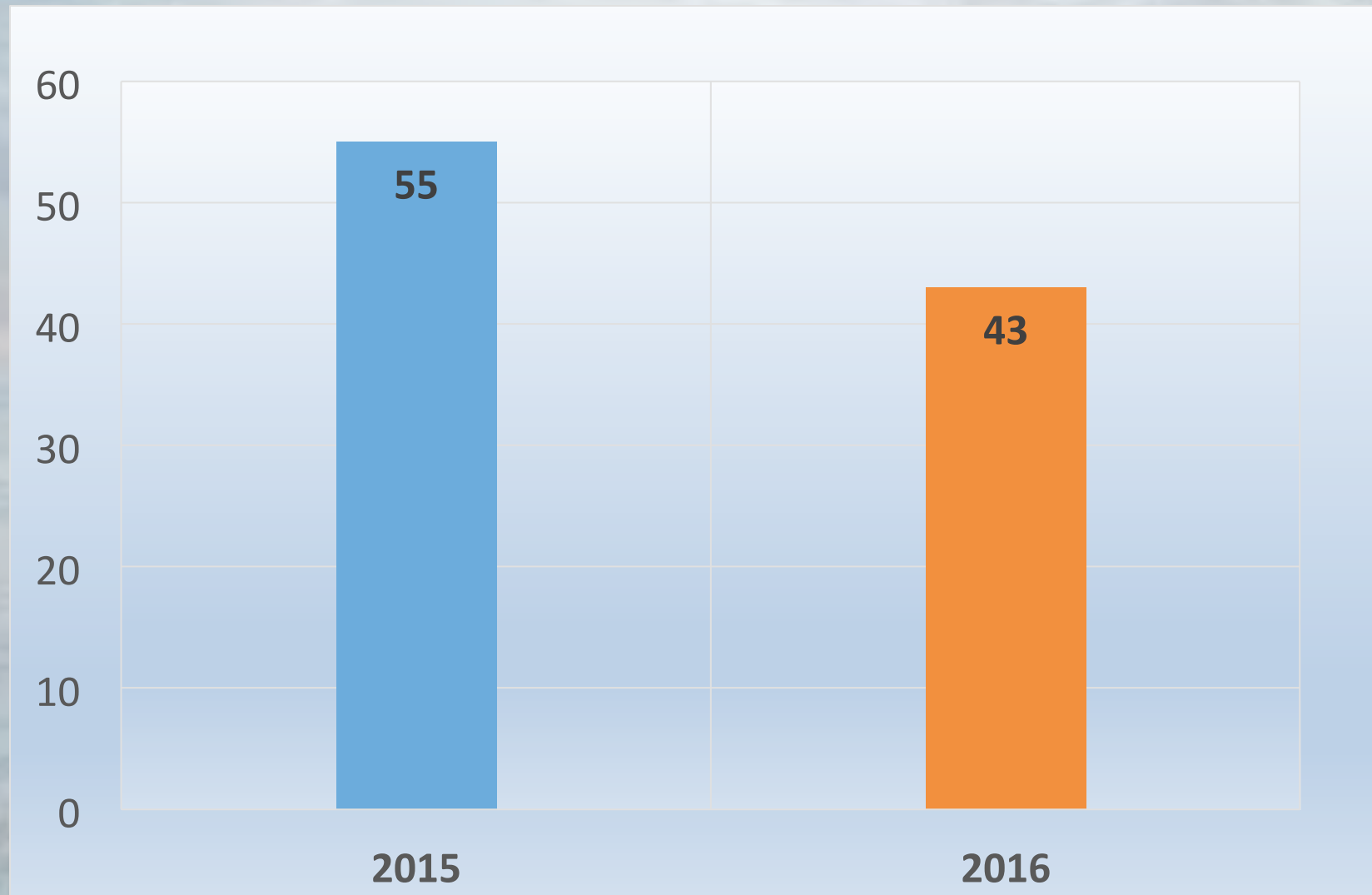


—●— Sales Vol	\$344.57	\$241.14	\$255.13	\$342.30	\$461.53	\$618.58	\$508.71	\$442.05	\$300.04	\$182.55	\$291.16	\$210.34	\$294.50	\$318.00	\$308.42	\$360.20
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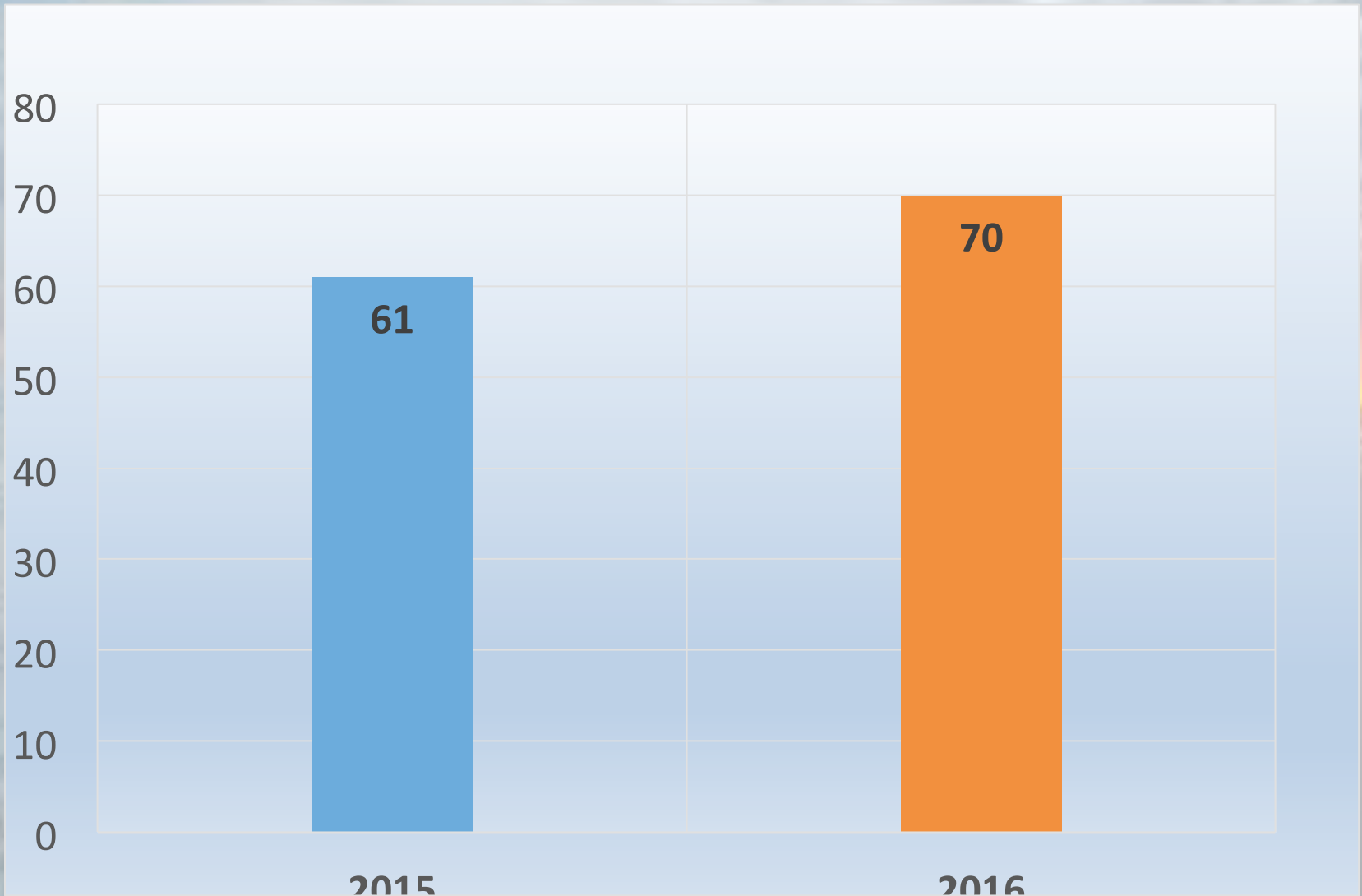
Transactions \$2M+



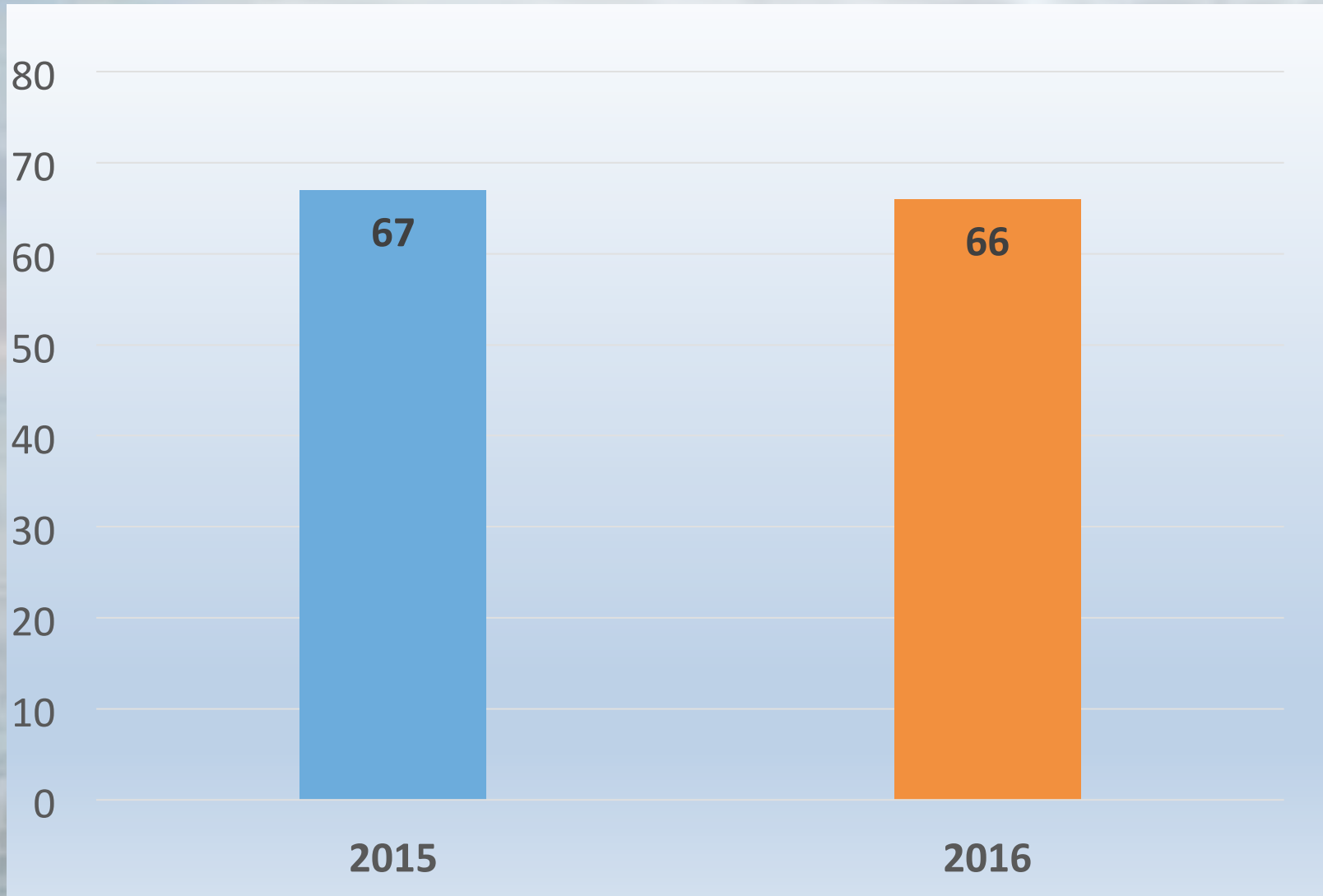
Transactions \$1M - \$2M



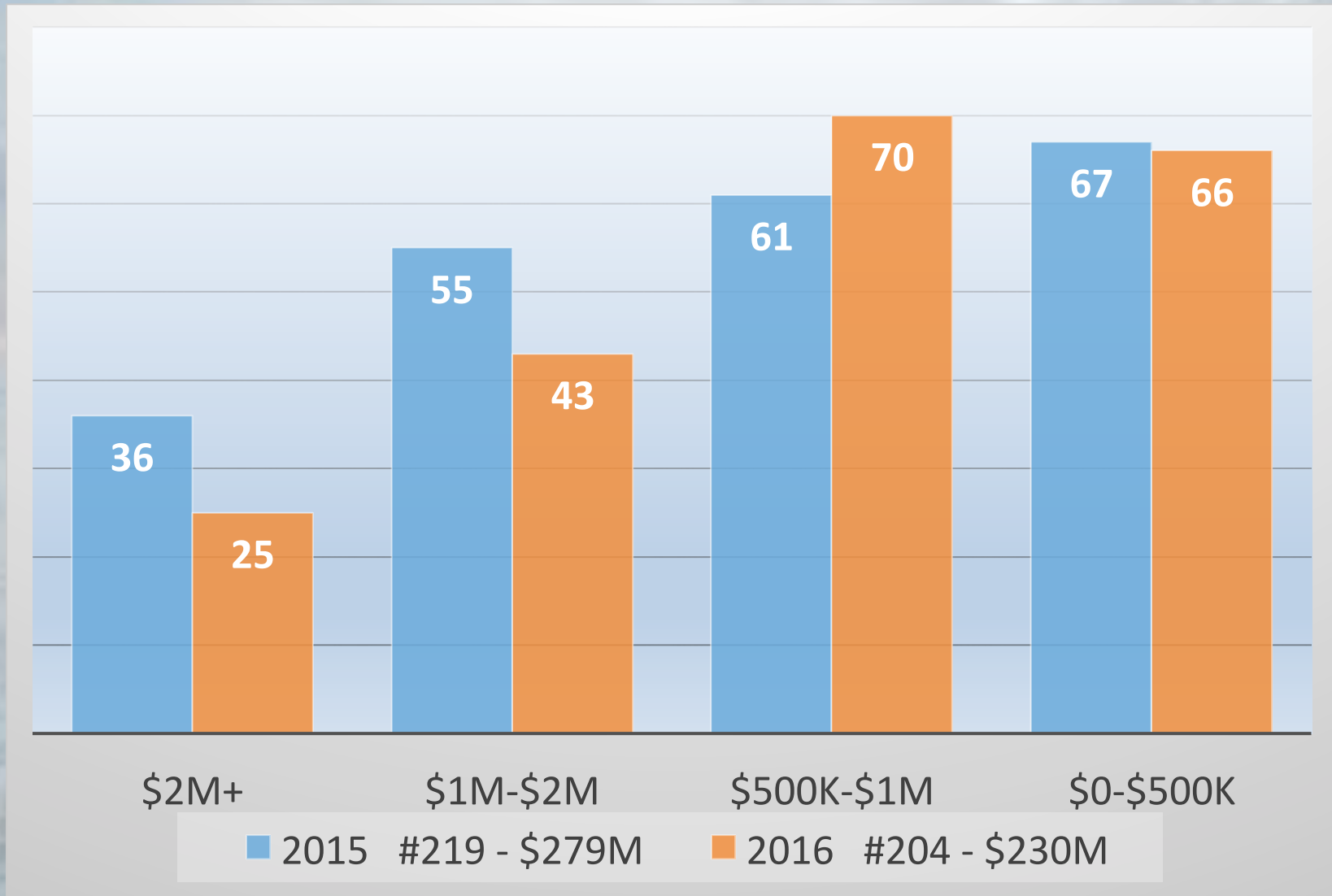
Transactions \$500 - \$1M



Transactions \$0 - \$500K



Transactions 2015 vs. 2016 through 9/30



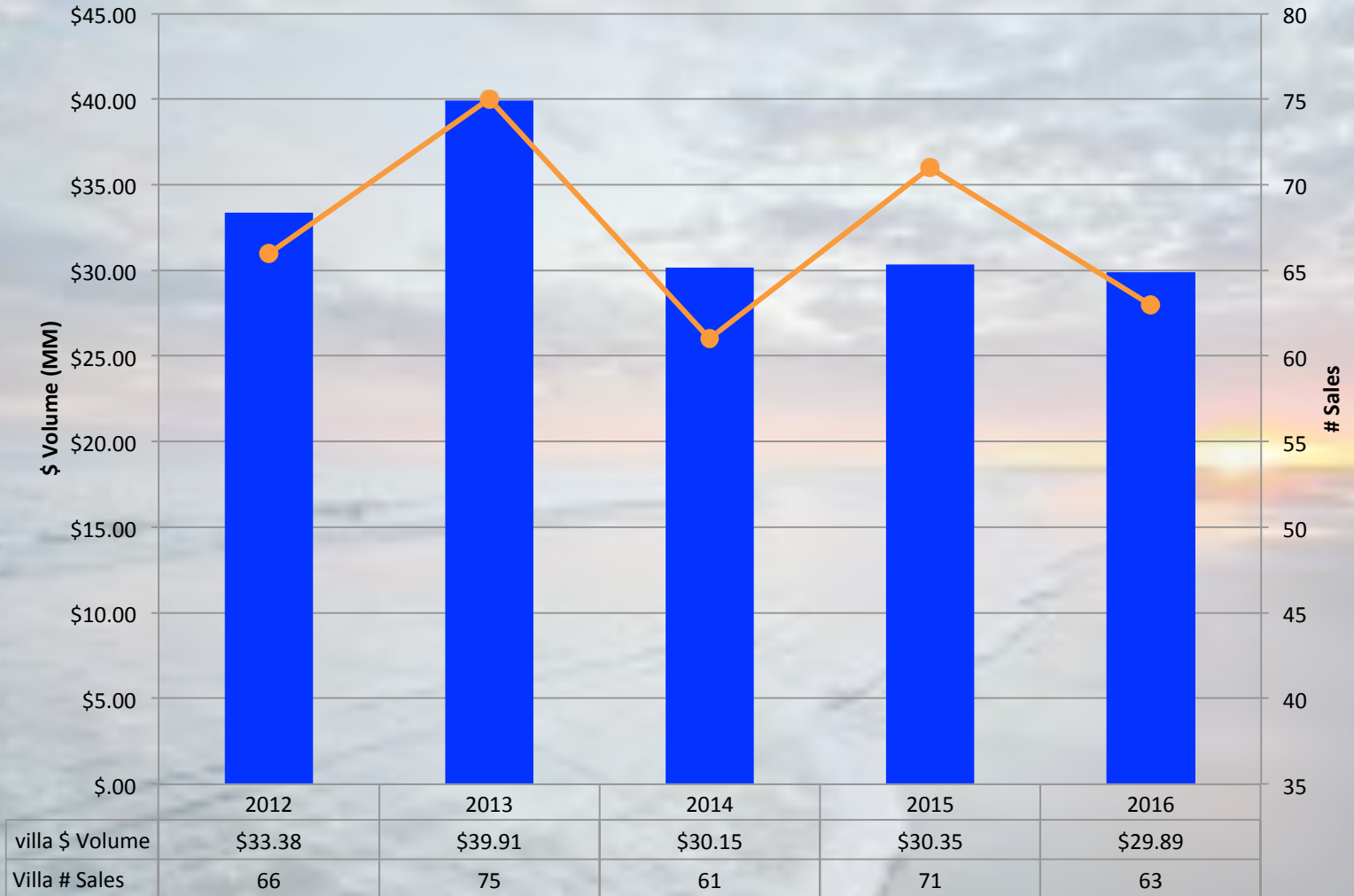
An aerial photograph of a beach at sunset. The sun is low on the horizon, casting a warm glow over the ocean and sky. The waves are breaking gently onto the shore, and the sand is visible in the foreground. The overall scene is serene and peaceful.

Villa and Cottage Market Kiawah Island

**Through
8/31/2016**

Villa Closed Sales

of Sales vs. \$ Volume

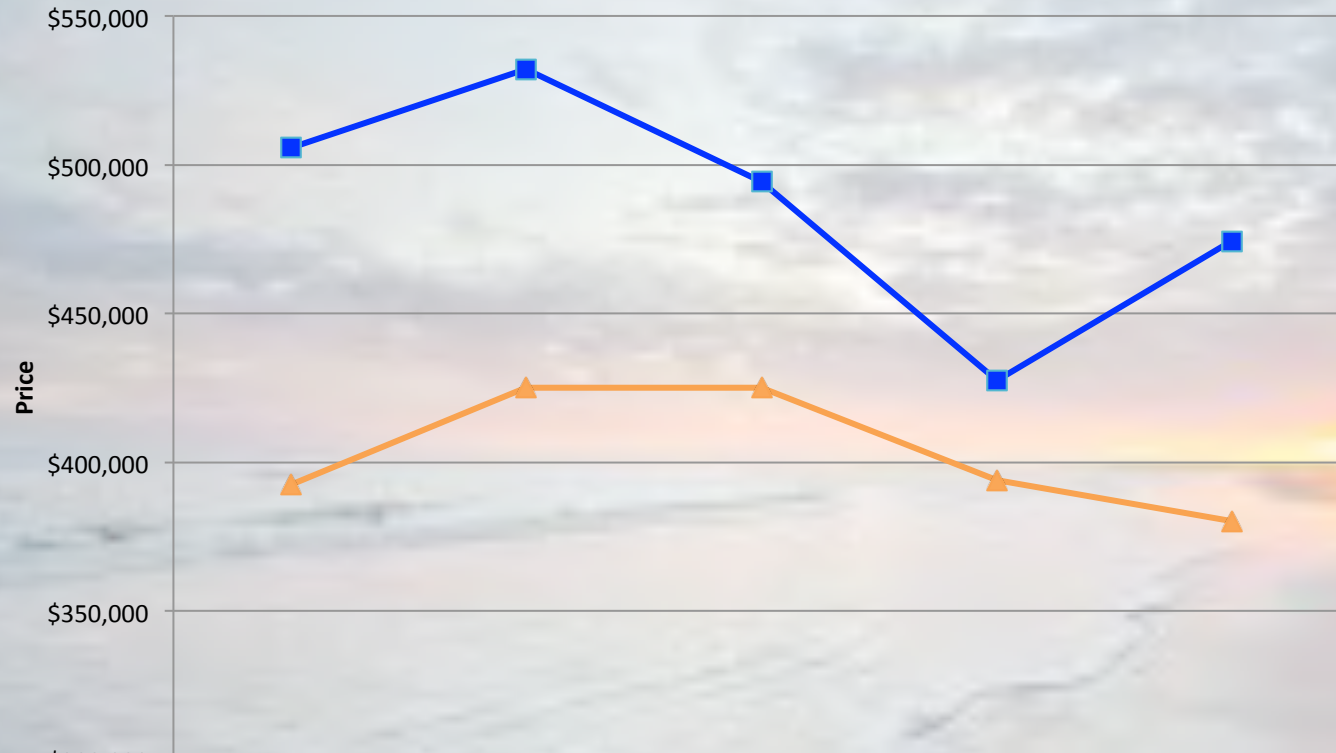


■ villa \$ Volume

—● Villa # Sales

Villa Sales Price History

Avg. vs. Median



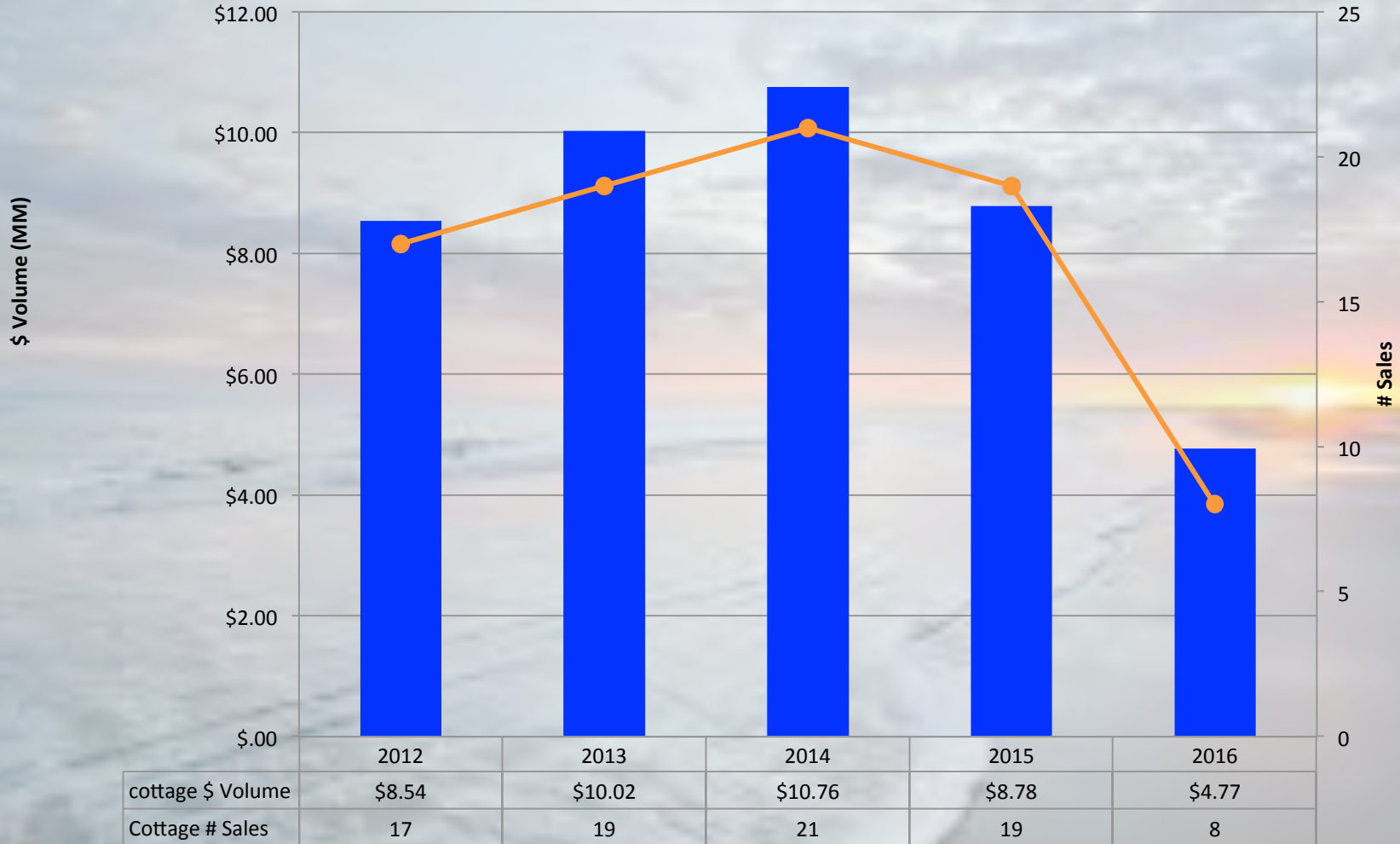
	2012	2013	2014	2015	2016
villa Avg. \$	\$505,798	\$532,186	\$494,250	\$427,520	\$474,445
villa Median \$	\$392,500	\$425,000	\$425,000	\$394,000	\$380,250

—■— villa Avg. \$

—▲— villa Median \$

Cottage Closed Sales

of Sales vs \$ Volume

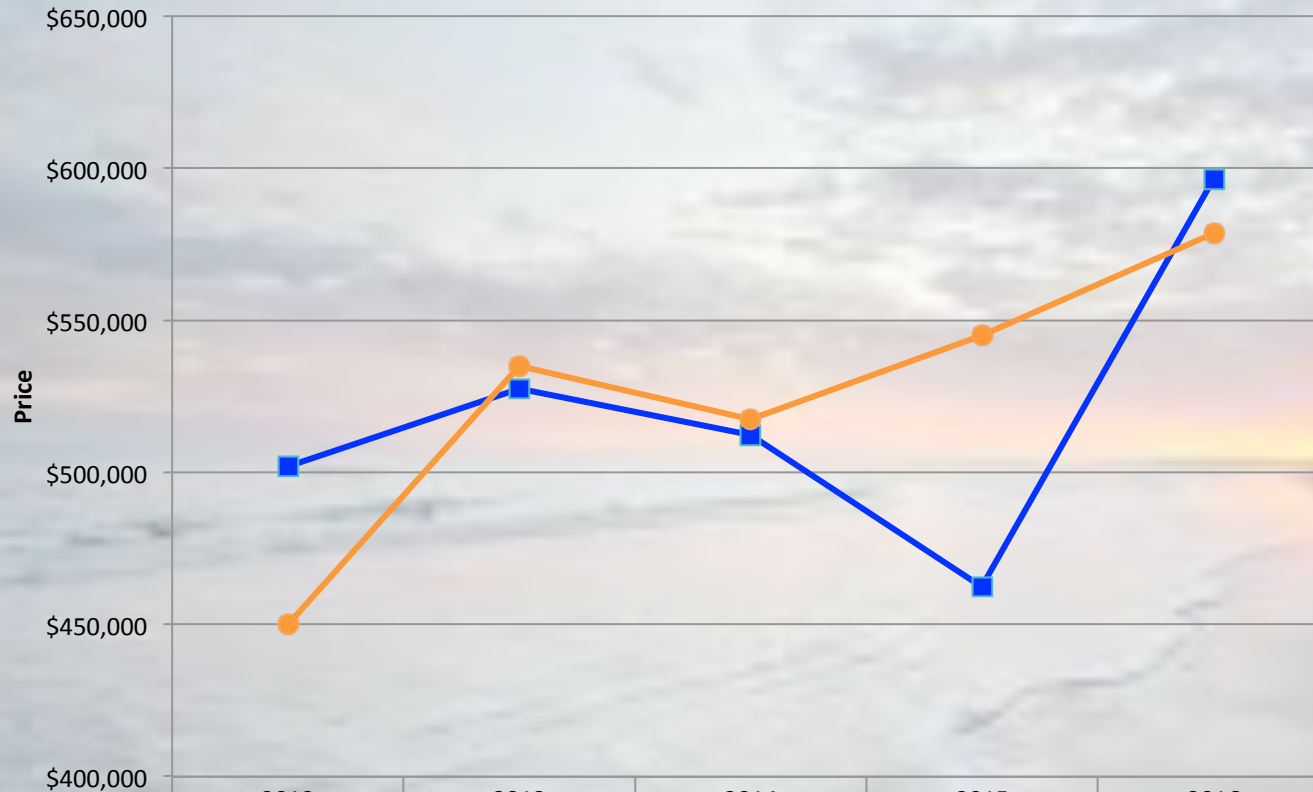


■ cottage \$ Volume

—●— Cottage # Sales

Cottage Sales Price History

Avg. vs. Median

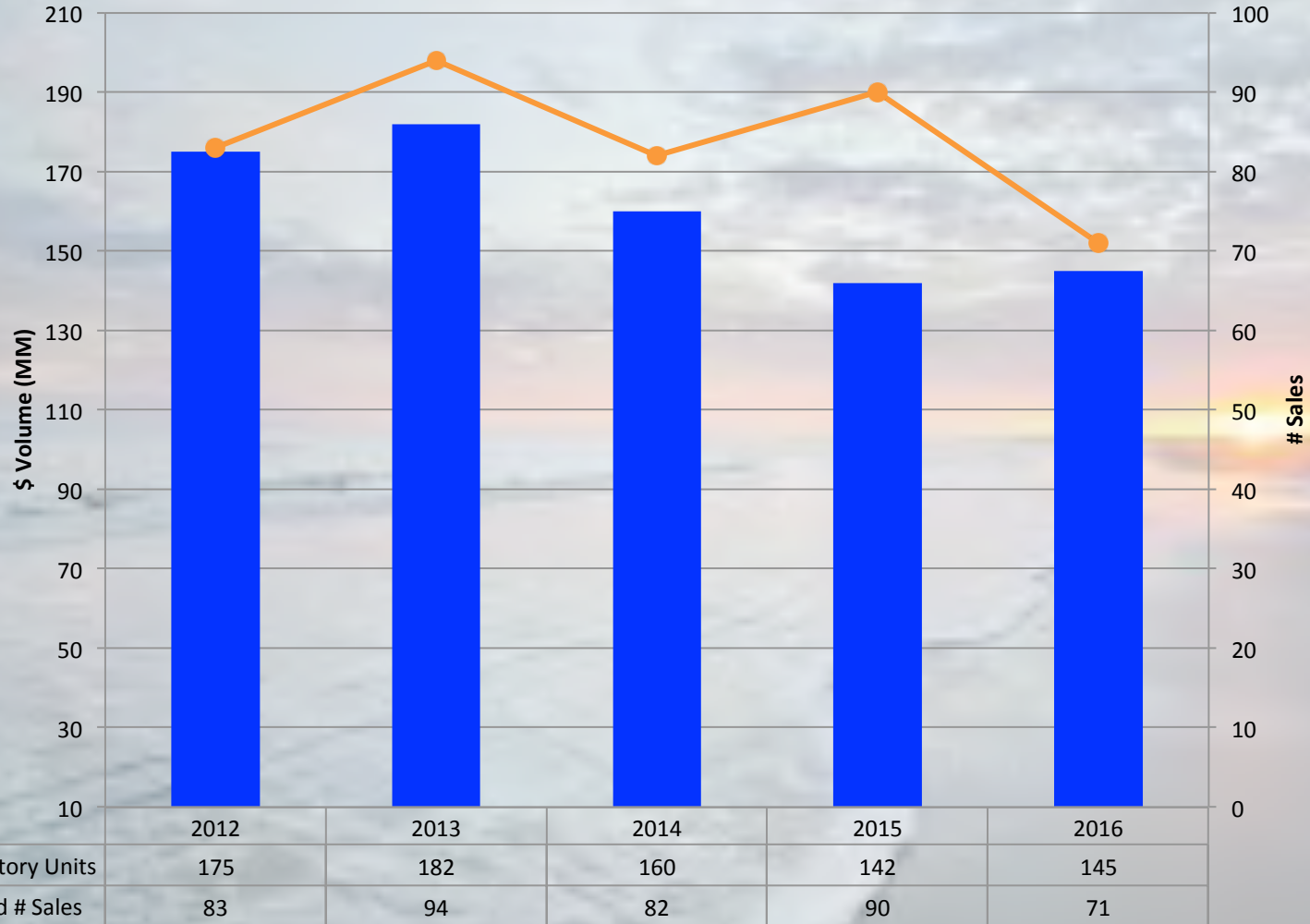


	2012	2013	2014	2015	2016
cottage Avg. \$	\$502,127	\$527,605	\$512,419	\$462,342	\$596,313
cottage Median \$	\$450,000	\$535,000	\$517,500	\$545,000	\$578,750

—■— cottage Avg. \$ —●— cottage Median \$

Villas and Cottages

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

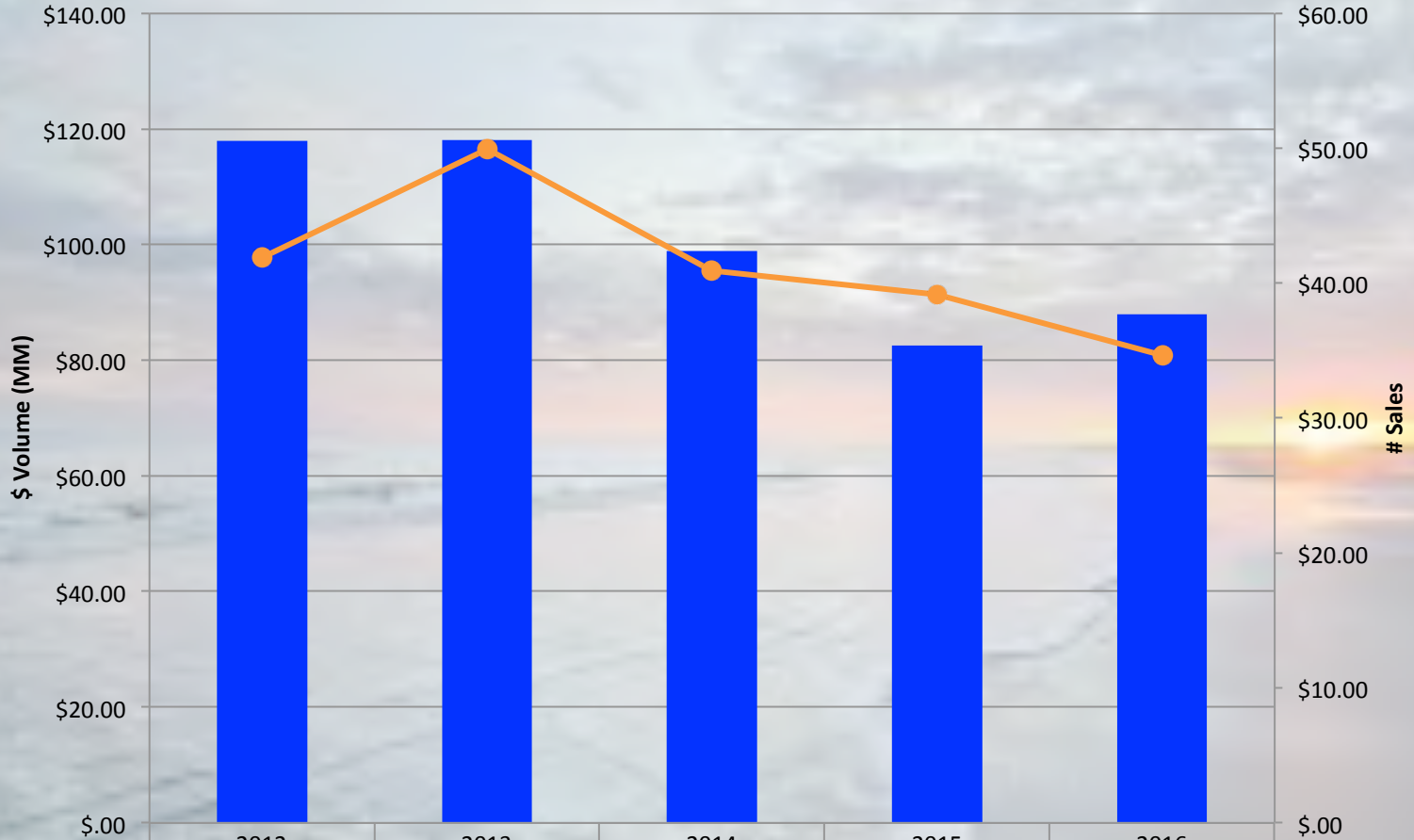


■ Total Inventory Units

—●— Total Closed # Sales

Villas and Cottages

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



**THANK YOU
FOR YOUR
TIME!**