



**KIAWAH ISLAND REAL ESTATE HIRES LEE GILLIARD III**  
*Longtime Charleston Broker Has Deep Ties to Kiawah Island*

**KIAWAH ISLAND, S.C., March 2021** – Kiawah Island Real Estate is excited to announce the hiring of its newest agent, Lee Gilliard III, a native son of Charleston who started his real estate career in 2004, serving residential and commercial clients as a broker with local firm, CC&T Real Estate Services. Gilliard expanded his real estate experience in several corporate development roles, with Fortune 500 companies, such as Murphy Oil, Take 5 Oil Change and Carvana. He launched Gilliard Enterprises LLC in 2018, focusing primarily on fee-based, retail development services for clients operating in the Phoenix, Arizona market.

Gilliard's roots run deep with the Kiawah Island community and Charleston, having spent a lot of time visiting Kiawah and its natural wonders with his father.

*"Kiawah Island was the first beach and outdoor experience I remember as a young child, filled with countless memories and special moments spent with family and loved ones,"* says Lee Gilliard III.

Community service has been a hallmark for Gilliard and his Charleston family, having served on several boards and committees during his career throughout the Greater Charleston Area such as the Charleston Local Development Corporation, Charleston Metro Chamber of Commerce Public Policy Committee and The First Tee of Greater Charleston. His real estate career is preceded by eight years of honorable service as a Logistics Manager in the United States Army.

Kiawah Island saw the greatest sales volume in its history generating \$807M in 2020, representing a 169% increase in YOY volume. Kiawah Island Real Estate – who were responsible for \$568M of the \$807M closed island-wide volume and 406 of the 656 closed island-wide transactions in 2020 – had the highest grossing year in the company's 44-year history and a 185% increase YOY from 2019. Following the record-breaking sales Kiawah Island Real Estate recorded in 2020 – and despite the fact year-end inventory was the lowest on record – the firm's impressive momentum has not slowed thus far in 2021. In January 2021, Kiawah Island Real Estate recorded 40 executed contracts versus 14 executed contracts in January 2020 – this represents a 186% increase in transactions YOY. In February 2021, Kiawah Island Real Estate recorded 56 executed contracts versus 22 executed contracts in February 2020 – this represents a 155% increase in transactions YOY and the most executed contracts of any February in the company's history. This translated to Kiawah Island Real Estate selling 56 properties in 28 days at a remarkable pace of two sales every single day.

## **About Kiawah Island Real Estate**

Kiawah Island Real Estate is the sole real estate brokerage with offices on Kiawah Island, exclusively focused on Kiawah Island properties. Their decades serving buyers and sellers of Kiawah's properties have made the team of over 50 full-time sales executives and marketing professionals the undisputed authority on the Kiawah Island real estate market. As a premier luxury resort community for high-net-worth individuals, Kiawah is a coveted primary, second, third or fourth home destination boasting exceptional single-family residences, villas, cottages and homesites, many with views of the Atlantic Ocean, the Kiawah River and the surrounding marshlands.

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