

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 Results in Review // AMENDED MARCH 2019 | kiawahisland.com | 800.277.7008

KIAWAH ISLAND HOME CONSTRUCTION

	YEAR	PERMITS
ARCHITECTURAL REVIEW BOARD ANNUAL NEW HOME PERMITS	2007	62
	2008	47
	2009	28
	2010	33
	2011	25
	2012	33
	2013	24
	2014	53
	2015	61

FEATURED NEIGHBORHOOD: RIVERVIEW



RiverView, a new neighborhood near Kiawah's main gate being developed by River Banc, LLC had its first 3 home sales in the fourth quarter.

KIAWAH ISLAND YEAR-END INVENTORY

year	# units	total
2010	585	\$790,677,047
2011	543	\$725,391,992
2012	546	\$736,427,048
2013	523	\$667,281,235
2014	502	\$633,819,150
2015	507	\$661,627,727

2015 Island-Wide Sales Results

		2014	2015	% of change
ALL TRANSACTIONS	Properties Sold (closed)	273	287	+5%
	Dollar Volume	\$311,277,050	\$362,307,162	+17%
HOMES	Properties Sold (closed)	102	132	+29%
	Dollar Volume	\$181,181,100	\$263,869,391	+46%
	Median Sales Price	\$1,257,500	\$1,377,500	+10%
VILLAS AND COTTAGES	Properties Sold (closed)	80	83	4%
	Dollar Volume	\$40,812,699	\$38,482,554	-6%
	Median Sales Price	\$440,000	\$410,000	-7%
LOTS	Properties Sold (closed)	91	72	-21%
	Dollar Volume	\$89,283,250	\$59,955,217	-33%
	Median Sales Price	\$575,000	\$497,500	-13%

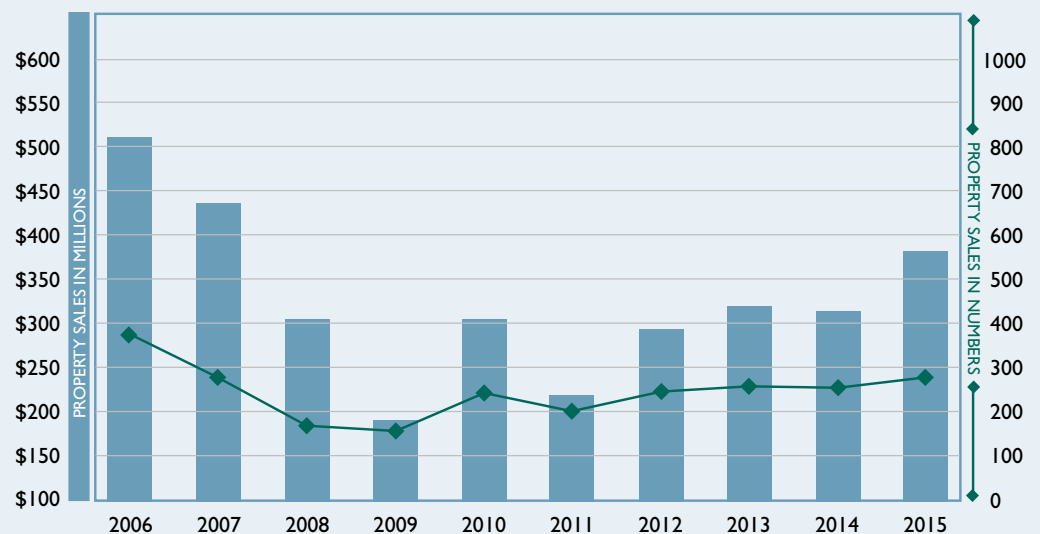
For the 5th consecutive year, *Barron's PENTA* magazine listed Kiawah Island as one of their "Top 20 Second-Home Resorts" of 2015, stating that "New land sales and new building permits in Kiawah Island, S.C., and the Hamptons, N.Y., point to further strength in 2015." The 2015 sales results on Kiawah Island certainly lived up to that prediction, with more closed properties on the Island in 2015 than in any year since 2007.

Sales of single family homes were particularly strong, both in terms of total numbers and dollar volume. A few sales of \$10 million and higher contributed to the 46% year-over-year increase in overall dollar volume of home closings, but the true strength of the market for homes is reflected in the 29% increase in number of homes sold and the 10% increase in median price.

Kiawah owners were also busy building homes in 2015. The 61 new home submissions to the Kiawah Island Architectural Review Board in 2015 - as seen in the table on the top left of this page - was the highest since 2007 and a 15% jump from 2014.

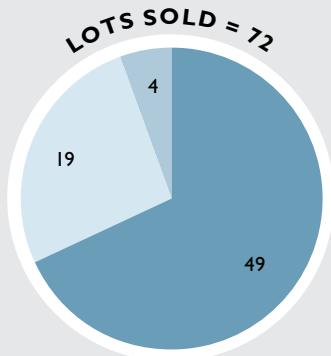
The strong demand for properties on Kiawah has reduced the for-sale inventory of properties by 21% from its peak levels in the summer of 2009. In fact, the 29% increase in home sales in 2015 vs. 2014 was nearly matched by a 20% increase in resale home listings coming on the market in the year.

10 YEAR SALES TRENDS ON KIAWAH ISLAND (ALL PROPERTY CLOSINGS)

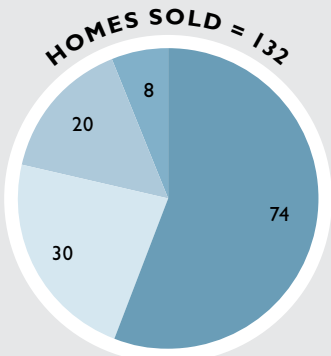


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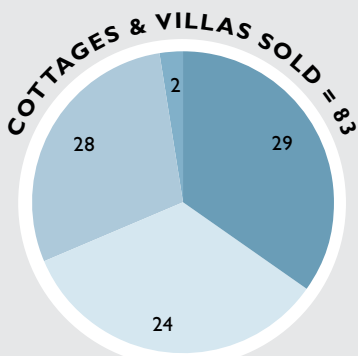
2015 SALES RESULTS



- <\$1 Million
- \$1-2 Million
- >\$2 Million



- <\$1.5 Million
- \$1.5-2.5 Million
- \$2.5-5.0 Million
- >\$5.0 Million



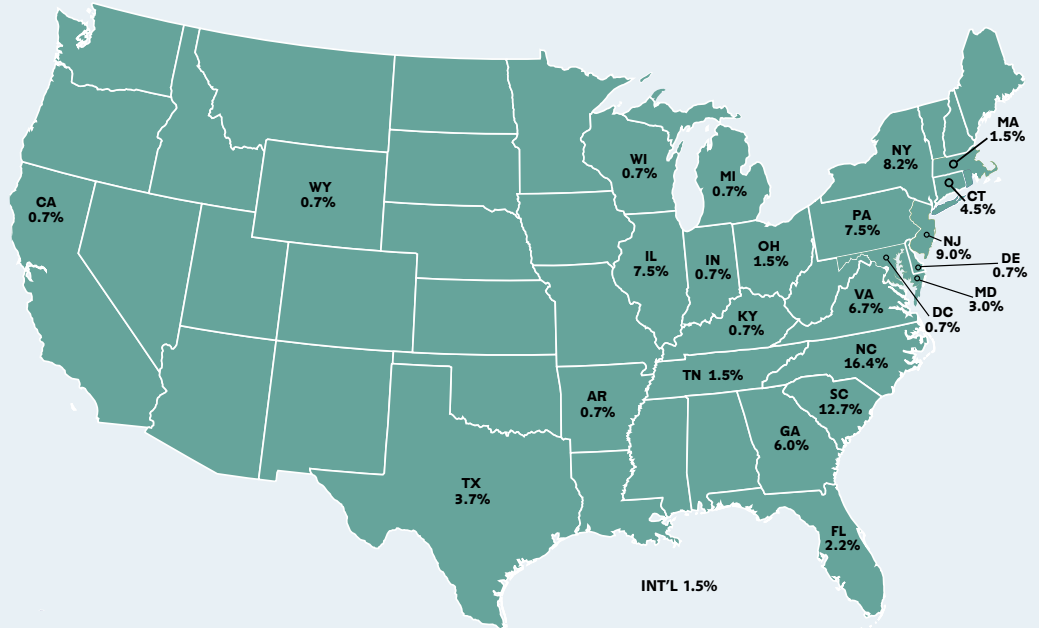
- 4 Bedroom
- 3 Bedroom
- 2 Bedroom
- 1 Bedroom

THE KIAWAH ISLAND BUYER

In a testament to owners' belief in the community, roughly 1/3 of 2015's buyers were current or former Kiawah owners making another purchase on the Island. Friends and associates of existing owners continue to be another strong source of buyers as evidenced by the strong correlation between 2015 Kiawah buyers' states of origin (the higher-percentage locations on the map below) and Kiawah's historically strong feeder markets.

In 2015, Kiawah Island buyers came from 24 states and 2 international locations. Every state (and over a dozen countries) has a Kiawah owner!

2015 BUYERS - STATE ORIGIN

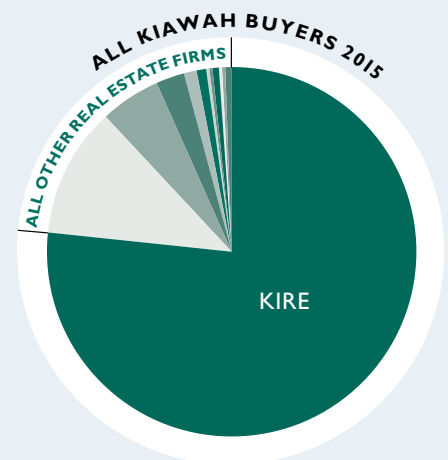


PRESIDENT'S MESSAGE

Last year was a strong year for Kiawah Island and an exceptionally strong year for Kiawah Island Real Estate. Our firm's growth outpaced the sales growth on the Island as a whole, as KIRE captured 85% of real estate dollar volume sold in 2015. KIRE's advertising, PR and other marketing strategies have focused on the unparalleled lifestyle of Kiawah Island, and our investment in those marketing efforts has helped us and will continue to help us to attract more buyers for Kiawah sellers.

Based on early indicators, real estate sales activity in 2016 is expected to continue this positive trend on Kiawah. The Kiawah Island Golf Resort and the Sanctuary Hotel had strong occupancy numbers in 2015 and as a result of our close relationship with the Resort, the number of walk-in visitors to Kiawah Island Real Estate's 3 on-island offices was higher than the previous

year. In addition, the number of property views of individual listings on KiawahIsland.com increased in 2015 by more than 50%.



~ Chris Drury, President
Kiawah Island Real Estate