



SELLING KIAWAH™ TEAM  
AT AKERS ELLIS REAL ESTATE

# KIAWAH ISLAND news

NOVEMBER ISSUE | 2024

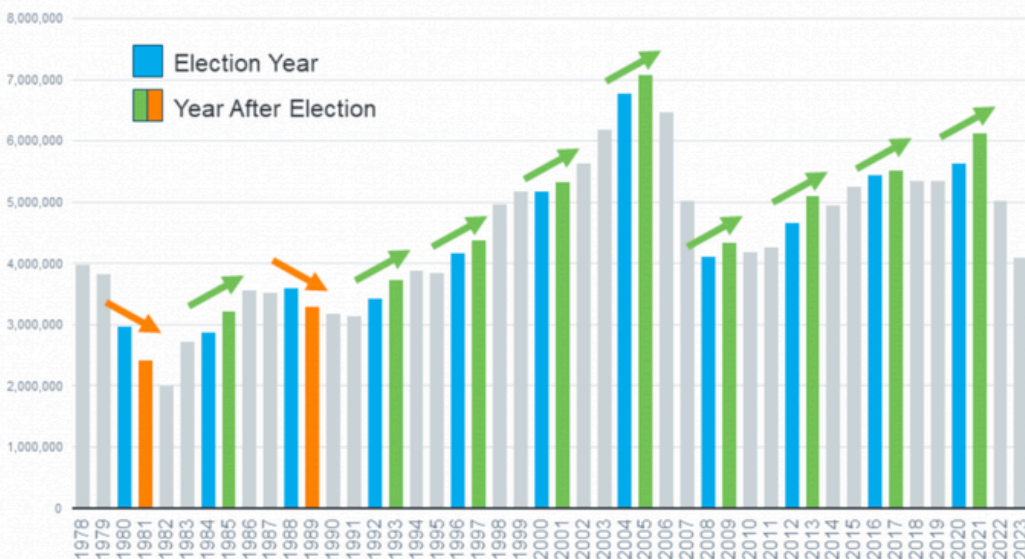
## Kiawah Lifestyle

**Happy Election Day!**

**Did you know that real estate sales have historically risen in 9 out of the last 11 election cycles over the past 46 years?** The only exceptions were in **1981** and **1989**. This trend shows how the real estate market often moves independently of political shifts, with strong buyer interest persisting through various administrations.

### Home Sales Went Up After 9 of the Last 11 Presidential Elections

U.S. Annual Existing Home Sales





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# Kiawah Lifestyle

Let's discuss your goals and how we can take advantage of the current market trends to achieve them. Whether you're thinking about selling your property or looking to find your next home in this incredible area, we're here to help guide you through every step.

### For Sellers

The fall market is showing strength, with buyers eager to settle before the holidays and ready to find their next home. Listing your property now can capture this motivated audience. Kiawah Island continues to be highly sought-after destination, attracting buyers looking for the perfect blend of luxury, lifestyle, and coastal beauty. We have seen well-prepared homes out perform those who who put less thought into getting there home ready condition. Going into the 4th quarter, inventory levels are just **three** units higher than 2023 at **126 properties for sale** and still well below Pre-COVID levels.

### For Buyers

The numbers through Q3 2024 total sales (excluding The Cape) were **slightly behind Q3 2023**, we see that as a positive for our active buyers to purchase, at a time of year when there are less buyers to compete with. As mentioned above, sellers are becoming more eager to close before the year's end. This fall could be the perfect moment to secure your dream home or a vacation retreat before the competition heats up in spring.

### Market Trends on Kiawah

Overall, the Kiawah market has stayed **very strong over the past five years** with the a total sale volume over double the total sales volume Pre-COVID (2019). **Double digit population growth** is expected **over the next 5 years for the sea islands**. The investments we are seeing coming at Night Heron Park, the expansion of Frehsfields Village, and the addition of the MUSC Healthcare facility are all great signs.

*Chris and Lauren*

# \$859,284,900

## Total Kiawah Sales through Q3 of 2024

\$535M (EXCLUDING The Cape sales, Kiawah is 6.3% behind 2023 pace)



### THE CAPE

**Max Sale Price:** \$7.995M (5644 Southern Pines Ln)

**Median Sale Price:** \$3,395,000

**Total sales\*:** \$324,120,000



### HOMES

**Max Sale Price:** \$16M (39 Eugenia Ave)

**Median Sale Price:** \$3,025,000

**Total sales:** \$367,929,500



### LOTS

**Max Sale Price:** \$5.595M (48 River Marsh Ln)

**Median Sale Price:** \$650,000

**Total sales\*:** \$60,247,500



### COTTAGES

**Max Sale Price:** \$1.85M (453 Sea Rocket Ct)

**Median Sale Price:** \$1,172,500

**Total sales:** \$12,562,500



### VILLAS (EXCLUDING The Cape)

**Max Sale Price:** \$3.4M (3553 Shipwatch Rd)

**Median Sale Price:** \$875,000

**Total sales\*:** \$94,425,400

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Check out our rental availability for 64 Surfsong by scanning here!

6 Bedrooms, 5.5 Bath, heated pool and 3-minute walk to the beach!



## Upcoming Events

**Thursday November 21st**

Kiawah Conservancy Gala  
6pm @ The Sanctuary

**Thursday November 28th**

Thanksgiving Day Turkey Trot  
9:30-10:30am @ The Sanctuary

**Sunday November 30th**

Holiday Market  
10am-5pm @ Freshfields Village

**November 29th - December 1st**

Santa Visits The Village  
\*more details to come

**Saturday December 14th**

Kiawah Marathon and Half Marathon  
8am @ West Beach Conference Center



## Kiawah Island bringing indoor fun!

Located near the Night Heron pool complex and The Nest, this new building will feature a range of amenities. Highlights include an **eight-lane bowling alley**, a **casual pub with indoor and outdoor seating**, and a **vintage-style arcade with billiards and shuffleboard**. An expanded art studio, connected to the Nature Center, offers a space for creative activities, while **two GOLFZON simulators** let guests practice their swings on iconic courses like **The Ocean Course**.



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# Our **CURRENT** available properties!



## Long-Term Rental Available 3906 Betsy Kerrison Parkway

4 BR, 4.5 BA

10 Acres on Tidal Creek

**\*\*PRIVATE DOCK\*\***



## Listing

### 5535 Green Dolphin Way

2 BR | 2 BA

First Floor Turtle Cove Villa



## Listing

### 2371 Shipwatch Road

2 BR | 2 BA

3rd floor Ocean View

Boardwalk 6 Access



## Listing

### 4118 Summer Duck Way

3 BR | 2 BA

Night Heron Cottage

**\*\*RECENTLY UNDER CONTRACT IN LESS  
THAN 48 HOURS WITH MULTIPLE OFFERS\*\***

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# Our recently **SOLD** or **UNDER CONTRACT** properties!



**SOLD**  
55 River Marsh Lane  
\$5,000,000  
w/ KIC Membership



**SOLD**  
11 Oyster Shell  
\$4,325,000  
w/ KIC Membership



**SOLD**  
250 Grass Garden  
\$4,050,000  
w/ KIC Membership



**SOLD**  
1 Royal Beach  
\$4,025,000



**UNDER CONTRACT**  
**Off-Market**  
\$2,895,000\*



**UNDER CONTRACT**  
4200 Mariners Watch  
\$2,895,000\*



**SOLD**  
215 Yellow Throat Lane  
\$2,476,000  
w/ KIC Membership



**SOLD Off-Market**  
261 Sea Marsh Dr  
\$2,000,000



**SOLD Off-Market**  
126 Turnberry Drive  
\$1,911,000



**SOLD**  
230 Sparrow Hawk Road  
\$1,900,000  
w/ KIC Membership



**SOLD**  
303 Palm Warbler Road  
\$1,875,000  
w/ KIC Membership



**SOLD**  
77 Dungannon Hall  
\$1,800,000  
w/ KIC Membership

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# Our recently **SOLD** or **UNDER CONTRACT** properties!



**UNDER CONTRACT**  
4118 Summer Duck Way  
\$1,695,000\*



**SOLD Off-Market**  
5120 Sea Forest Drive  
\$1,540,000



**SOLD**  
1006 Thrasher Court  
\$1,347,500



**SOLD**  
2696 Bohicket Road  
\$1,205,000



**SOLD**  
5131 Sea Forest Drive  
\$1,200,000



**SOLD**  
80 Belmeade Hall Rd  
\$1,150,000



**SOLD Off-Market**  
4791 Tennis Club Villa  
\$1,000,000



**SOLD**  
108 Surfscoter Lane  
\$1,100,000



**SOLD**  
4986 Green Dolphin Way  
\$1,100,000



**SOLD**  
2165 Shipwatch Road  
\$1,050,000



**UNDER CONTRACT**  
**Off-Market**  
\$899,000\*



**SOLD**  
1119 Summerwind Lane  
\$780,000



**SOLD**  
4506 Park Lake Drive  
\$750,000



**SOLD**  
1379 Dunlin Court  
\$710,000



**SOLD**  
4824 Green Dolphin Way  
\$498,500



**SOLD**  
4244 Mariners Watch Drive  
\$490,000

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# New Construction *on Lake Keowee*

Switching gears... a good friend of ours is in the process of developing this one of a kind lot on Lake Keowee! This part of the Upstate is one of our absolute favorite places, and this builder is seeking a buyer prior to kicking off the project.

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Imagine living in a home that combines architectural elegance with stunning lakeside serenity. Designed by **MHK Architecture**, this exclusive property in **The Landing at Keowee Springs** a **Cliffs Community** property, promises to be truly one-of-a-kind.



This future home will be positioned on one of only a few remaining **lakefront** lots within **The Cliffs Communities** with views of the Blue Ridge Mountains in the **Upstate of South Carolina**.

There are seven Communities that are part of **The Cliffs**, each with its own golf course (Architects: **Nicklaus, Fazio, Player**, etc.). Other activities include, Watersports, Raquet Sports, Cycling, Outdoor (equestrian, hiking, fishing, etc.). If you are interested, please reach out to Chris.

PLEASE GIVE ME A CALL OR SEND AN EMAIL IF YOU HAVE INTREST IN THIS OPPORTUNITY!

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# SELLING KIAWAH™ TEAM

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The **Selling Kiawah Team** is on track for a record-breaking year, with nearly **\$60 million** in sales—a testament to our dedication and expertise in providing clients with an unparalleled real estate experience.

For buyers, we're more than just agents; we're **trusted guides** committed to helping our **clients achieve their goal**, whether it's to find an investment, or a primary/second home to create long lasting memories with friends and family. Our experience and knowledge of the island gives buyers the confidence to trust us and know they are making the best decision for their particular situation.

For our sellers, our strategic marketing efforts have been a game-changer. If you're an owner on the island, I am sure you have seen our impact- we have gained more and more market share year after year. We pride ourselves in thoroughly understanding the sales numbers across the island, and strategically position each listing to reach its highest potential in a competitive market. With professional photography, direct mailers, this newsletter, virtual tours, and targeted social media campaigning, we highlight every property's unique appeal to capture the interest of ideal buyers. **Our track record has shown, listings of ours, sell quicker and for more money than our competitors.**

Communication is so important when dealing with one of your largest assets. This combination of personalized client service and powerful marketing has not only led to incredible results, but has also established us as a leader in the Kiawah real estate market.

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