



SELLING KIAWAH™  
AKERS ELLIS REAL ESTATE

KIAWAH  
ISLAND  
news

# Kiawah Lifestyle

SUMMER ISSUE | 2024

We hope you had a great Memorial Day and this newsletter finds you well and enjoying another beautiful day on Kiawah Island! We are delighted to see so many new subscribers joining us since our first two issues, so we want to take a moment to reintroduce ourselves.

We are Lauren and Chris Dion, a dedicated husband and wife real estate team specializing in Kiawah Island properties. After working as an attorney, Lauren jumped into real estate with Kiawah Island Real Estate a decade ago. She found her true calling at Akers Ellis, where she has thrived as a sales executive, selling **over \$140 million** over the last five years, and counting.

Chris joined the Akers Ellis team in 2022 after a successful ten year commercial real estate career, joining Lauren during the hectic COVID times. This move has proven to be the best decision for both of us, as we thoroughly enjoy working together and serving our clients. We live on Johns Island with our two kids and Golden Retriever, Fenway.

In December 2021, we embarked on an exciting renovation project in **64 Surfsong**. Our vision was to transform a 3-bedroom, 2-bath home into the perfect vacation rental. The result is a stunning 6-bedroom, 5.5-bath oasis with a pool, which has been part of the Akers Ellis rental program since its completion in April 2023.

The purpose of this newsletter is to showcase local companies and share our insights into the Kiawah Island real estate market. We love meeting with property owners and discussing the benefits of working with us. We hope you find this information helpful and informative.

If you have any questions or would like to learn more about our services, please feel free to reach out. If you prefer not to receive future newsletters, you may unsubscribe at any time.

Warm regards,

Chris and Lauren





77 Dungannon Hall, Kiawah Island  
Vanderhorst Plantation | 4 Bed 3.5 Bath

DID YOU  
KNOW...

**Kiawah Island Real Estate (KIRE) does NOT share commissions with MLS agents.** KIRE listings can only be bought through a KIRE buyer's agent. This is why when comparing similar properties, **MLS listings sold for a higher price per square foot and spent less time on the market** than a property listed by KIRE.

## KIRE LISTINGS



22 AGENTS, ONLY



VS.

## MLS LISTINGS



8200 MLS  
AGENTS



22 KIRE  
AGENTS



- 75% of MLS properties were bought by MLS clients
- 30 different MLS companies represented a client on Kiawah
- 61 different MLS agents represented Kiawah clients
- Average Days on Market:
  - KIRE 132\*
  - MLS 42

(2023 NUMBERS)

\*\*\*MLS Listing agents pay KIRE agents to bring their buyers\*\*\*

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# INACCURATE Reporting in latest 1ST QTR REPORT by KIRE

*\*Note the actual analytic corrections\**

## Q1 2024 CLOSED TRANSACTIONS BY SELLING AGENCY

Property Type	KIRE	AE	PHX	CAR	ADDL O/S	TOTAL
<b>HOMES</b>	16	3 6	1 2	0	2 1	22
< \$2M	1	2	0	0	0	3
\$2M - \$5M	11	1	1	0	2	15
> \$5M	4	0	0	0	0	4
<b>HOMESITES</b>	12	1 3	0	0	7 2	20
< \$1M	10	1	0	0	7	18
\$1M - \$2M	1	0	0	0	0	1
> \$2M	1	0	0	0	0	1
<b>VILLAS &amp; COTTAGES*</b>	17	6 6	2 6	0	4 2	29
1 Bedroom	3	0	0	0	2	5
2 Bedroom	7	4	0	0	2	13
3 Bedroom	6	2	2	0	0	10
4 Bedroom+	1	0	0	0	0	1
<b>Total Closed Transactions</b>	45	10 15	4 8	0	12 5	71

2022	79	\$127M
2021	118	\$152M
2019	27	\$28M
2017	42	\$48M
2016	33	\$41M
2014	29	\$29M
2013	33	\$31M
2012	33	\$30M
2011	25	\$34M

Actual # of MLS Home transactions **9**

Actual # of MLS Homesite transactions **5**

Actual # of MLS Villa & Cottage transactions **15**

Actual Total # of MLS transactions **28**

\*Excludes Timbers Kiawah Sales. | KIRE: Kiawah Island Real Estate, AE: Akers Ellis, PHX: Pam Harrington Exclusives, CAR: Carolina One, ADDL O/S: Additional Outside Sales



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!

# Year to Date Sold Report

YTD <i>(Through Late May)</i>	Highest Price	Median
<b>HOMES</b>	<b>\$11.5M</b> 245 Eagle Point (The Preserve)	<b>\$3.1M</b>
<b>HOMESITES</b>	<b>\$3.575M</b> 37 Ocean Course (Otter Island)	<b>\$628,000</b>
<b>VILLAS</b>	<b>\$3.4M</b> 3553 Shipwatch Rd (Seascape)	<b>\$955,000</b>
<b>COTTAGES</b>	<b>\$1.85M</b> 453 Sea Rocket (Ocean Woods)	<b>\$1.224M</b>
<b>THE CAPE</b>	<b>\$7.7M</b> 5624 Southern Pines (The Cape)	<b>\$2.945M</b>

## Our buyers are looking for the following properties:

- **Under \$3.5M** with membership, needs elevator
- **Cassique Garden Cottage** with pool, westerly facing
- Ocean front under **\$12m**
- **\$3M** and under 1 mile or less from the beach, 3+ bedroom home
- 2 bedroom ocean view villa 3rd or 4th floor under **\$1.5m**
- **Ocean Woods Cottage**

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**SELLINGKIAWAH.COM**



*Information deemed reliable but not guaranteed. This is not intended to solicit any currently listed property.*



# SELLING KIAWAH™

AKERS ELLIS REAL ESTATE

Our **SELLING KIAWAH** brand is backed by the **#1 MLS firm on Kiawah Island...**  
***Akers Ellis Real Estate***

## 2023 Highlights

- **240** total buyers and sellers represented
- **Highest average sales price** on Kiawah Island of any MLS company selling over 5 properties
- Since 2020, **5** of the *Top 6 MLS agents* on Kiawah Island have been **Akers Ellis** agents, us included!
- Once again, the **#1 MLS company** on Kiawah Island
- **#1 boutique firm** and luxury leader on Johns Island
- **#1 Kiawah vacation** rental company outside of Kiawah Resort.
- **#1 MLS company** for Sold Volume on Kiawah 4 years running.
- **\$1.125 Billion** Sold on Kiawah over the past **10 years.**

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# Cougar Point Golf Course Listing



230 Sparrow Hawk Road, Kiawah Island  
West Beach | 4 Bed 3.5 Bath

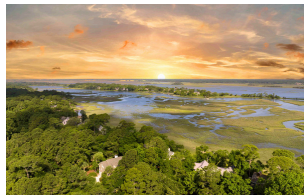


## Check out our current Listings, Sold and Under-Contract properties for 2024!



**Listing**

34 Ocean Course Drive  
\$3,895,000  
Vacant Land



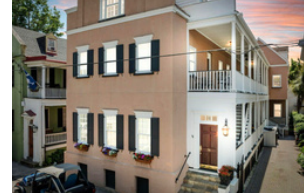
**Listing**

77 Dungannon Hall  
\$1,949,000  
4 BR | 3.5 BA  
Social Membership



**Listing**

230 Sparrow Hawk Road  
\$1,699,000  
4 BR | 3.5 BA



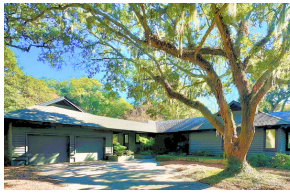
**Listing**

79 Society Street, Unit E  
\$999,000  
2 BR | 1.5 BA



**Listing**

3340 Oak Branch Road  
\$1,899,000  
2 BR | 2.5 BA



**Under Contract**

West Beach Off-Market



**Under Contract**

55 River Marsh Lane



**Under Contract**

2282 Kemmerlin Street



**Under Contract**

5131 Sea Forest Drive



**Under Contract**

4244 Mariners Watch



**Under Contract**

1379 Dunlin Court



**Under Contract**

1119 Summerwind Lane



**SOLD**

303 Palm Warbler Road



**SOLD**

5120 Sea Forest Drive



**SOLD**

215 Yellow Throat Lane



**SOLD-Off Market**

126 Turnberry Drive



**SOLD**

369 Crystal Springs Road



**SOLD**

4824 Green Dolphin Way



**SOLD**

1006 Thrasher Court



**SOLD**

108 Surfscoter Lane

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