

WILLIAM MEANS REAL ESTATE

# LUXURY INSIDER

FALL 2021



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



## A NEW BEGINNING.

As we wind down toward the end of the year, there is exciting news on the horizon - a new beginning for William Means Real Estate. Next month we will be moving into our very own home, a brand-new headquarters building in the award-winning l'On neighborhood in Mount Pleasant. This state-of-the-art building will showcase the best of Charleston real estate and will be a welcoming place for agents and clients to meet as they work to buy and sell their Lowcountry homes. We cannot wait to show you what we have in store for our dedicated team of agents and our tremendous, long-standing clients.

We are also pleased to announce that we will still call Broad Street home. Our new office will be right down the street, allowing us to continue to serve our treasured downtown Charleston community. Stay tuned for the next issue of the LUXURY INSIDER for a full tour of both new locations.

Let us share our wealth of knowledge with you. From the best neighborhoods, up-to-date real estate stats and the most luxurious properties on the market ... Don't just be a Charleston local - be a LUXURY INSIDER.

**LYLES GEER** | *President and Broker-in-Charge*



## WE ARE CHARLESTON'S EXCLUSIVE AFFILIATE OF CHRISTIE'S INTERNATIONAL REAL ESTATE.

William Means Real Estate is Charleston's exclusive Affiliate of Christie's International Real Estate. We were hand-selected by this renowned brand, showcasing our specialization in marketing fine properties to discerning clients. This partnership affirms our long-standing record of first-rate service and extends our reach to luxury markets all over the world.



49  
Countries

940  
Offices

*\$500 billion+*  
in luxury property sales  
over the last five years

All data as of December 31, 2020

Learn more at  
[www.charlestonrealestate.com](http://www.charlestonrealestate.com)



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The third quarter of 2021 saw a slight slowdown as expected. The record setting first half of 2021 ran into the expected issue of low inventory. The lower inventory and the typical slowdown in the summer were two of the main contributors to less overall sales. Another factor that led to the slowdown was high price fatigue. Buyers have stated that the higher prices have become too much to justify, and it is time to wait on the sidelines.

The third quarter decline still pales in comparison to the overall year gains. Residential sales are still 13% higher than the robust sales in 2020. The craziest statistic is the overall sales dollar volume is up 35% over 2021 - total sales volume is \$2.3 Billion dollars. New listing inventory in 2021 is nearly flat with 2020, which exhibited some of the lowest numbers ever. However, the dollar volume of those listings is 27% higher. That equates to the same number of new listings with an aggregate price increase of \$2.6 Billion.

I expect these trends to continue into the fourth quarter. I think that demand will remain high, and inventory will remain low. The factor that will probably be the most influential during the quarter will be pricing. I think buyers will be there if they see the value of the home being reasonable. William Means agents are constantly monitoring the market as ebbs and flows occur and valuing properties for both buyers and sellers.

**DREW GROSSKLAUS** | Sales Director/East Cooper Broker-in-Charge

MORE THAN  
**\$332M**  
 IN COMPANY  
 WIDE SALES

**300** Transactions Represented  
**\$1.1M** Average Sales Price  
**\$102M** Downtown Sales



FROM THE BLOG

## EXPERIENCE FALL ACTIVITIES IN CHARLESTON

*Follow this guide for a collection of our favorite fall activities in the Holy City*

Autumn has arrived in Charleston and as the humidity decreases, we embrace the cool, fresh air with open arms. The cooler temperatures allow locals and visitors to embrace festive outdoor activities with family and friends. Come explore some of our favorites!

**Visit a Charleston Plantation.** Now that fall is in the air, it's a great time to visit one of Charleston's many beautiful plantations. Each plantation offers a different experience. Whether you're looking for a glimpse into history, Gullah culture or a walk through a beautiful Lowcountry garden, you can find it at one of Charleston's iconic plantations. A few of our favorites include Boone Hall Plantation, Magnolia Plantation and Gardens and Charleston Tea Plantation.

**The Fall Tours and Master Series.** Step into history and tour some of the most historic homes and enchanting gardens in America, organized by the Preservation Society of Charleston. The series includes several different categories such as Piazzas and Garden Tours, Master Architecture Series, Master Garden Series, Master Photography Series, Master History Series, Walks and Talks and Virtual Tours.

**Boone Hall Pumpkin Patch & Corn Maze.** The Boone Hall Pumpkin Patch is one of the largest fall festivals in the state of South Carolina, with this year marking the 25th anniversary of this fall tradition. Enjoy the family-friendly

Monster Hayride, All American Petting Zoo, delicious festival foods and a corn maze. Don't forget to pick out the perfect pumpkin to take home and carve.

**Charleston Farmers Market.** Ideally located in Marion Square in the heart of downtown Charleston, this is the Lowcountry's longest-running farmers market. This is a fun, family-friendly event to enjoy, while also taking advantage of the beautiful fall weather. You'll find a bounty of fresh local produce, entertainment, food vendors, handcrafted jewelry, art and decorations. This is a great way to get your Christmas shopping done early and support local businesses.

**Boone Hall Fright Nights.** If you're looking for frightening entertainment during the month of October, visit South Carolina's largest haunted event, Boone Hall Fright Nights. The different attractions include Fallen Oaks Motel, Tiny's Toy Factory Anarchy and Sinister Cinema Haunted Hayride. This event is sure to get you in the Halloween spirit and get your adrenaline pumping. It's a good idea to purchase tickets ahead of time as they sell out quickly.

Please visit event websites for the most up-to-date information and tickets.

Read the full article at [charlestonrealestate.com](http://charlestonrealestate.com).



EXPLORE  
MORE OF THE  
LOWCOUNTRY





## GRAND RENOVATED TOWNHOME

78 East Bay Street

4 BR | 4.5 BA | 5,204 SF | South of Broad

Recently renovated with a two-car garage and Charleston harbor views, 78 East Bay is situated on the prominent corner of Vanderhorst Wharf and right behind the pleasant city park, Hazel Parker. This extraordinary central townhome was designed in the Neoclassical style and boasts historic character including impressive brick work and marble detailing. The home features beautiful hardwood floors throughout, impressive moldings, custom built-ins and soaring ceilings. Open the French doors and step onto the terrace, perfect for grilling out and entertaining. Just beyond the manicured garden is a spacious two-car garage and two separate masonry storage buildings. 78 East Bay truly exudes great historical significance paired with modern day conveniences.

MLS 21023198

Lyles Geer

**\$5,195,000**

843.793.9800





### SPECTACULAR WATERFRONT HOME

16 Murray Boulevard

3 BR | 3.5 BA | 2,508 SF | South of Broad

MLS 21012547

Georgia Bell

**\$2,700,000**

843.568.1601



### JOHN RUDOLPH SWITZER HOUSE

6 Montagu Street

8 BR | 8 BA | 5,223 SF | Harleston Village

MLS 21018281

Lyles Geer

**\$2,600,000**

843.793.9800



### THE ELIZABETH ARDEN HOUSE

208 Sumter Avenue

5 BR | 6.5 BA | 7,453 SF | Historic Summerville

MLS 21011285

Kalyn Smythe

**\$2,295,000**

843.708.3353



### CHARMING CHARLESTON SINGLE HOME

171 Broad Street

3 BR | 3 BA | 2,905 SF | South of Broad

MLS 21027352

Anne Merrill Crawford

Lyles Geer

**\$1,995,000**

843.991.0524

843.793.9800





### QUINTESSENTIAL SOUTH OF BROAD HOME

192 Tradd Street

3 BR | 3.5 BA | 2,520 SF | South of Broad

MLS 21013866

Georgia Bell  
Mary Cutler

**\$1,695,000**

843.568.1601  
843.343.4858



### CONTEMPORARY COASTAL COTTAGE

1106 Simmons Street

4 BR | 3 BA | 2,624 SF | Old Mount Pleasant

MLS 21018658

Tim Schneider

**\$1,695,000**

843.834.2441



### LAKEFRONT WEST ASHLEY HOME

783 Woodward Road

3 BR | 2 BA | 2,796 SF | Moreland

MLS 21023158

Jane Dowd

**\$935,000**

843.224.2788



### DOWNTOWN INVESTMENT OPPORTUNITY

4 Murphy Court

6 BR | 3 BA | 2,128 SF | Radcliffeborough

MLS 21023082

Kalyn Smythe

**\$875,000**

843.708.3353



## WILLIAM MEANS RANKS AS #1 FIRM IN THE CRESCENT

11 Sayle Road

4 BR | 3.5 BA | 4,180 SF | Sold for \$2,855,000

We are pleased to be ranked as the No. 1 company in The Crescent with more than \$13 Million in sales so far this year with an average sales price of \$2.74 Million. William Means represented both the buyer and the seller of this stunning mid-century home in the highly sought after Crescent neighborhood in West Ashley. Renovated in 2017 by Beau Clowney Architects and Daly & Sawyer Construction, this thoughtfully designed home checked all the boxes with its traditional layout and modern-day necessities.

Statistics provided by CTARMLS 1/1/21-10/10/21

### RECENT SUCCESSES

Learn more at [www.charlestonrealestate.com](http://www.charlestonrealestate.com)



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# NOTEWORTHY COMPANY SALES



**JAMES ISLAND**  
12 Country Club Drive  
Sold - \$4,250,000



**SOUTH OF BROAD**  
26 Church Street  
Sold - \$3,675,000



**SOUTH OF BROAD**  
6 Legare Street  
Sold - \$3,550,000



**SULLIVAN'S ISLAND**  
2525 Atlantic Avenue  
Sold - \$3,500,000



**SULLIVAN'S ISLAND**  
1318 Poe Avenue  
Sold - \$3,350,000



**SOUTH OF BROAD**  
36 Legare Street  
Sold - \$3,200,000



**SOUTH OF BROAD**  
135 South Battery  
Sold - \$3,000,000



**HISTORIC CHARLESTON**  
64 Vanderhorst Street  
Sold - \$3,000,000



**WEST ASHLEY**  
21 Johnson Road  
Sold - \$2,710,000



**WEST ASHLEY**  
15 Johnson Road  
Sold - \$2,650,000



**MOUNT PLEASANT**  
39 Robert Mills Circle  
Sold - \$2,400,000



**HISTORIC CHARLESTON**  
36 Prioleau Street unit P  
Sold - \$2,400,000

## RECENT SUCCESSES

Learn more at [www.charlestonrealestate.com](http://www.charlestonrealestate.com)



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# GET TO KNOW OUR AGENTS.



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**Leslie Anderson**  
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**Georgia Bell**  
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**Alex Brener**  
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**Beverly Burris**  
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**Helen Butler**  
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**Anne Merrill  
Crawford**  
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**Mary Cutler**  
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**Will Dammeyer**  
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**Ann Daughtridge**  
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**Sandra Di Salvo**  
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**Jane Dowd**  
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**Farrah Follmann**  
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**Martha Freshley**  
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**Leize Gaillard**  
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**Bonnie Geer**  
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**Harrison Gilchrist**  
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**Elle Haynes**  
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**Grace Perry  
Huddleston**  
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**Andy Jones**  
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**Jordan Kruse**  
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**Michelle  
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**Jane Milner**  
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**Kalyn Smythe**  
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**Yvonne Turner**  
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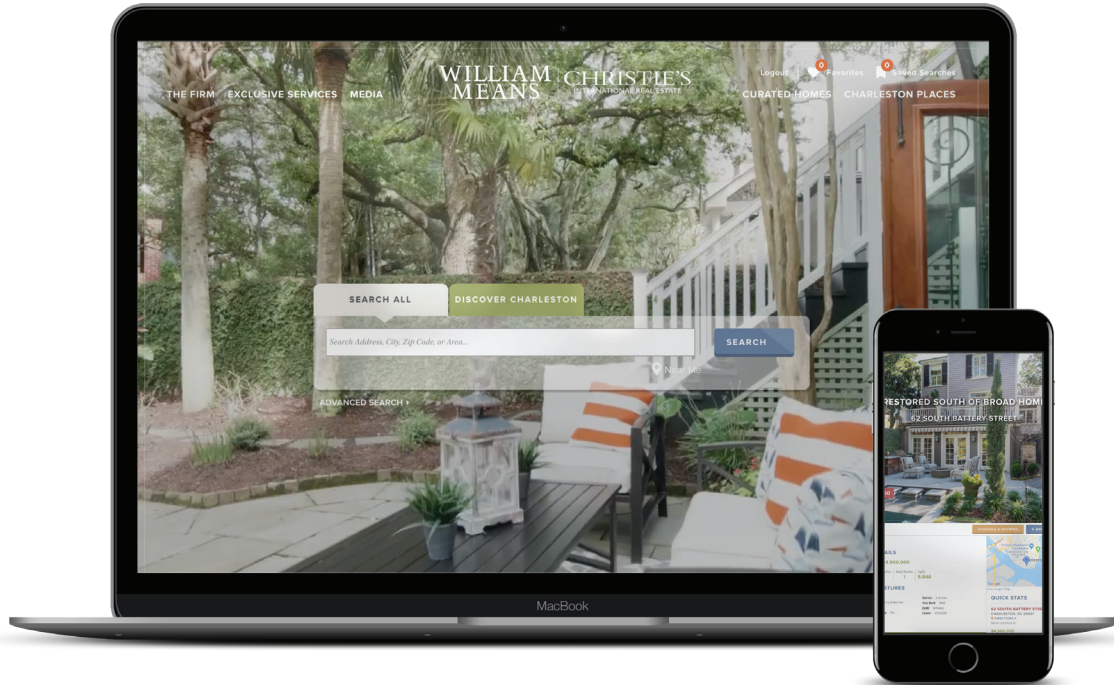
**Sarah Vineyard**  
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**Brian Walsh**  
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**Paula Yorke**  
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- Connect with the only Charleston brokerage with access to Christie's International Real Estate
- Partner with the most knowledgeable real estate professionals in Charleston
- Save your favorite properties for easy access later
- Custom build searches that send email alerts when new properties hit the market
- Know at-a-glance if a property is just listed, under contract or recently reduced

DOWNTOWN CHARLESTON | 25 Broad Street  
MOUNT PLEASANT | 353 N. Shelmore Boulevard



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