

WILLIAM MEANS REAL ESTATE

# LUXURY INSIDER

FALL 2022



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



## IT FEELS LIKE HOME.

Approaching the final chapter of 2022, I can't help but reflect on the outstanding work of our William Means family. Over the last two years, gathering in-person has been made difficult, but we recently celebrated the end of summer season together at our Mount Pleasant office. It was a wonderful evening catered with delicious wine and charcuterie from a local favorite, Avondale Wine & Cheese. It is still incredible to think that it has almost been a year since we moved into our new space - and seeing all of our agents together makes it truly feel like home.

As we enter the fall, and with it being the holiday season, I think we can all agree that we are looking forward to this time of gathering with friends and loved ones. Finding a place that truly feels like home means everything, and I hope that you will think of William Means when you decide to make your next move in Charleston. It would be our honor to help you find your next home.

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

~900  
Offices

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

All data as of June 30, 2021

Learn more at  
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**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE



The third quarter of 2022 came with a dramatic shift in the Charleston real estate market. The signs of a slowdown were apparent, but it was a swift change. The hot topic has been rapidly rising inflation rates. Inflation, while not directly tied to mortgage rates, has had the indirect effect of more than doubling the rate from a year ago. The culmination of the economy has also led to the stock market to drop nearly 33% so far in 2022. All these occurrences have drastically cooled down the red-hot real estate market.

Charleston has seen the effects of the slowdown in nearly all aspects of real estate. In looking at the statistics of single-family home sales in the \$750,000 price point, the following slow down trends can be found. In the third, quarter the days on market have risen from 14 to 24 days which is an 85% increase since the low of 2022. The months' supply has risen 123%, from 1.3 to 2.8. The number of closed sales has dropped about 31%, from a high in April of 296 to 203 in September. Given the record low number of listings in 2021 and the beginning of 2022, we have also seen some positive trends come from the slow down. The number of homes for sale is up 120%, with the low for the year in February of 292 and September having 644. The number of new listings is also up nearly 30% from the low month of January.

The trends are clear that the market dramatically shifted and quickly. In looking at historical statistics, it helps to keep the market shift in perspective when comparing it to the time before the dramatic events of 2020 through the beginning of 2022. The days on market, as noted, are up nearly 85% to around 24 days. However, in 2019 the average days on market for the year were around 90, or 73% less. The months' supply of homes currently around 2.8, was about 10 for the year in 2019, again about 72% less. The average number of homes for sale in 2019 was 1,100, versus the current 644, or 41% less. The average number of closed listings was 120, versus 203 in September, a nearly 70% increase.

Comparing the current market to 2019 shows that giving some perspective to the slowdown shows another story. Charleston real estate inventory remains low but there is still incredible demand to live in one of the most amazing cities in America. While I do think the trends we have seen in the third quarter will continue into the fourth quarter, we are still ahead of what we were seeing in 2019 before the world had a global shift.

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

<p>MORE THAN</p> <p><b>\$302M</b></p> <p>IN COMPANY WIDE SALES SO FAR THIS YEAR</p>	<p><b>#1</b></p> <p><b>\$7.5M</b></p> <p><b>\$1.3M</b></p>	<p><b>Boutique Firm In S. Mt. Pleasant &amp; Downtown Upper Peninsula</b></p> <p><b>Highest Sales Price This Year</b></p> <p><b>Average Sales Price</b></p>
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FROM THE BLOG

## MODERN KITCHEN DESIGN TRENDS FOR EVERY HOME

*Freshen up the heart of your home with these five kitchen upgrades*

A gorgeous, functional kitchen is the heart of every home. If you're dreaming of a stylishly designed kitchen, there are many modern design trends that will enhance this space. We've rounded up five modern touches you can incorporate in your kitchen to freshen up the look.

**Exposed shelving.** One of the easiest ways to update your kitchen is to add in exposed shelving, also known as floating shelving. These type of shelves are a versatile solution from displaying kitchen decor to storing kitchen items. There are many different styles of floating shelves that will fit many different types of kitchen designs, such as wood shelving, white shelving and even metal shelving.

**Kitchen island.** Kitchen islands are a great way to improve the aesthetic and functionality of your kitchen, if you have the space to include one, of course. It provides additional countertop space and a place for family or guests to gather around. If your kitchen already includes an island, you can freshen up the look by adding in new countertops and replacing the surrounding stools. Complete the look with a vase of fresh flowers or a bowl of fruit.

**Farmhouse sink.** A farmhouse sink, also referred to as an apron front sink, is generally installed beneath the countertop. They provide an attractive centerpiece and are typically large and deep, providing extra room for

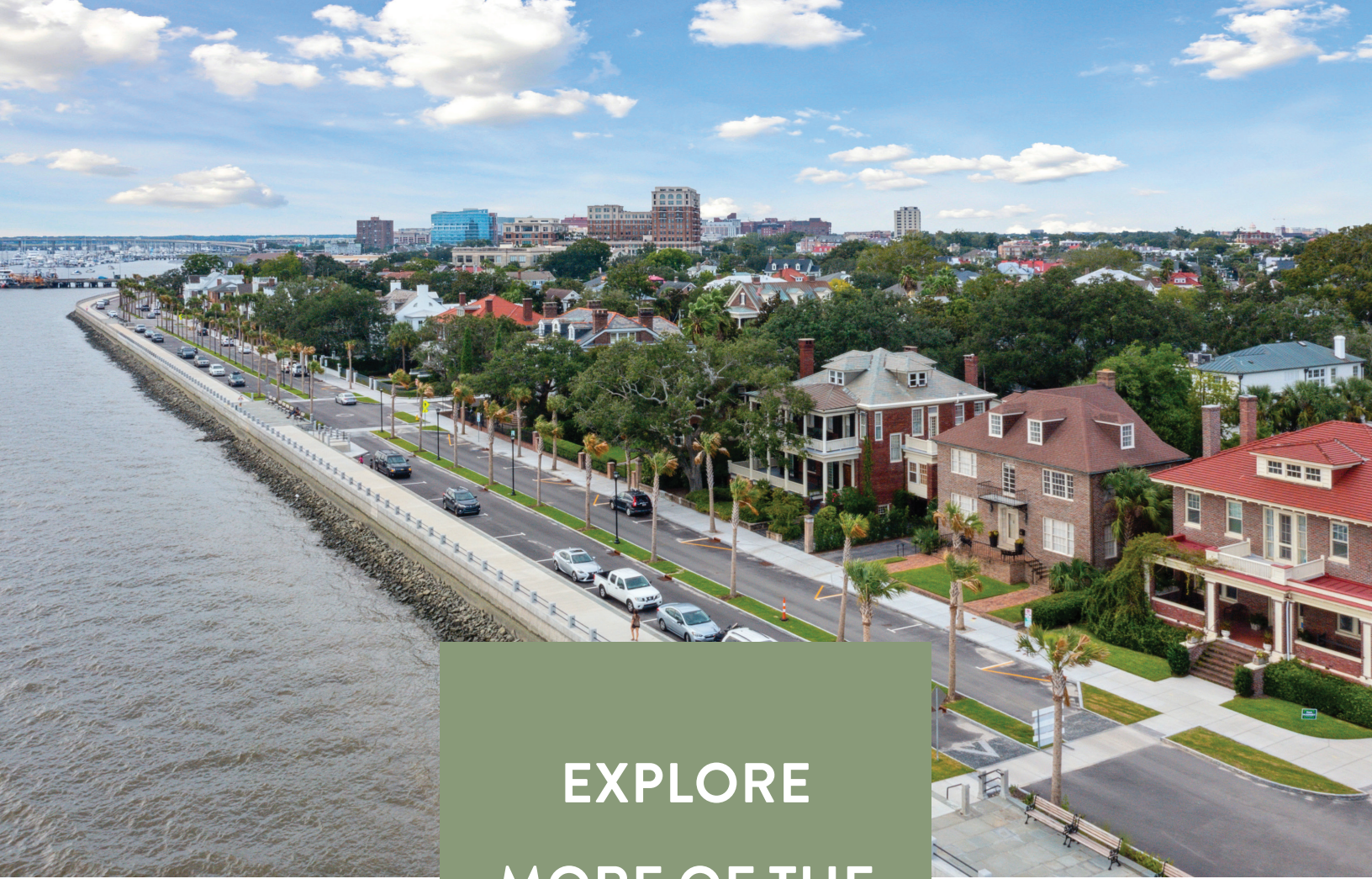
washing large pots and pans. There are many different styles of farmhouse sinks available, such as soft, round-edged sinks that fit a country chic, cottage or rustic kitchen, and sharp versions for a more contemporary space.

**Modern hardware.** The most simple, yet effective way to freshen up your kitchen's design is to replace the hardware in your kitchen. Replacing hardware on your cabinetry and sink can change the whole look of your kitchen. Some of the newest kitchen hardware ideas include satin brass, gold, and matte black finishes. If you're looking to refresh your kitchen without breaking the bank, this is a fun and easy option.

**Updated light fixtures.** You can achieve a whole new look in your kitchen by incorporating new light fixtures. There are beautiful, modern designs available to match just about any kitchen esthetic, from traditional to chic. If you have a classic white kitchen, adding a textured or colorful light fixture will add a trendy appeal.

If you are thinking about updating your kitchen before selling your Charleston home, give one of our agents a call for their expert advice.

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



EXPLORE  
MORE OF THE  
LOWCOUNTRY





## GRAND HOME ON HIGH BATTERY

31 E Battery Street

6 BR | 5 BA | 7,505 SF | South of Broad

Directly across from the Charleston Harbor, you'll find a rare opportunity to restore Charleston's only available grand home on High Battery. Here, you can enjoy breathtaking views from all three floors and cooling sea breezes from the large yard and piazzas. 31 East Battery comes with renovation plans that have been fully approved by the city's Board of Architectural Review. Designed by renowned architect Eddie Fava, the restoration includes a rooftop deck, detached garage, and many other coveted luxuries, while of course maintaining the home's interior wood paneling, custom Tiffany-designed features, and other historic details that have withstood the test of time and still reflect the original circa 1837 character. The combination of 31 East Battery's grand interior spaces, water views, iconic setting, and convenient location ensures the next owner will create an incomparable restoration like none other in Charleston.

MLS 22021909

Lyles Geer

**\$6,500,000**

843.793.9800





### GRAND WATERFRONT HOME

2483 River Bluff Lane

5 BR | 5.5 BA | 6,810 SF | Mount Pleasant

MLS 22011586

Jane Dowd

**\$5,800,000**

843.224.2788



### DREAM BEACH INVESTMENT OPPORTUNITY

19 21st Avenue

6 BR | 5 BA | 3,428 SF | Isle of Palms

MLS 22013555

Kalyn Smythe

**\$3,475,000**

843.708.3353



### TRADITIONAL CHARMER IN OLDE PARK

786 Olde Central Way

5 BR | 6/2 BA | 5,923 SF | Mount Pleasant

MLS 22016406

Michelle McQuillan

**\$3,400,000**

843.814.4201



### STUNNING NEW CONSTRUCTION HOME

2040 Coker Avenue

5 BR | 4.5 BA | 4,000 SF | James Island

MLS 22024010

Jane Milner

**\$3,050,000**

843.224.7339

LOWCOUNTRY LIVING

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



CHRISTIE'S  
INTERNATIONAL REAL ESTATE





### FULLY RENOVATED KING STREET BEAUTY

59 King Street

3 BR | 3.5 BA | 2,182 SF | South of Broad

MLS 22020952

Paula Yorke

**\$2,950,000**

704.345.7474



### SPECTACULAR HIBBEN RESIDENCE

383 Bridgetown Pass

6 BR | 5 BA | 4,571 SF | Mount Pleasant

MLS 22018360

Will Dammeyer

**\$2,850,000**

843.670.6747



### TRADITIONAL CRAFTSMAN-STYLE HOME

324 President Street

4 BR | 3.5 BA | 3,104 SF | Downtown Charleston

MLS 22020795

Bonnie Geer

**\$1,940,000**

843.870.0521



### CHARMING SOUTHERN BEAUTY

1641 Ware Bottom Lane

4 BR | 2.5 BA | 2,378 SF | Mount Pleasant

MLS 22018745

Michelle McQuillan

**\$950,000**

843.814.4201



### HISTORIC RENOVATED HOME

38 Poplar Street

3 BR | 2.5 BA | 1,458 SF | Downtown Charleston

MLS 22025793

Leize Gaillard

**\$859,000**

843.696.5934



### WONDERFUL DOWNTOWN TOWNHOME

9 1/2 Halsey Street

2 BR | 1.5 BA | 1,129 SF | Historic Charleston

MLS 22022271

Georgia Bell

**\$635,000**

843.568.1601



### PICTURESQUE LOT WITH MARSH VIEWS

17 Headquarters Plantation Drive

.74-AC | Johns Island

MLS 22005466

Alex Brener

**\$625,000**

843.729.3098



### PRIVATE LOT ON CUL-DE-SAC

1702 Ancient Oaks Lane

.35-AC | Johns Island

MLS 22024093

Eileen Smith

**\$380,000**

843.870.6290



FROM THE BLOG

## PREPARING YOUR HOME FOR A TWILIGHT PHOTOSHOOT

*“Every sunset brings the promise of a new dawn.” - Ralph Waldo Emerson*

There’s no mistaking a Charleston sunset. We like to call it golden hour around here – and more and more often we’re seeing twilight photography take center stage in the world of real estate. If your expert Realtor recommends twilight imagery for your home, there are a few things to consider when preparing your property for an evening shoot. Follow along for our guide to stunning twilight photography that will showcase your home in the best light.

Overall, we recommend twilight photography for properties situated on the water with incredible vistas as well as homes that have great landscape lighting packages. Home showings are typically scheduled during the day, or immediately after working hours, so it is not often that potential buyers will see your home in the evening light. Twilight photography gives clients a taste of what they can expect if they decide that your home is the one for them – evenings spent on the dock overlooking the water or nighttime gatherings on the screened-in porch and patio with friends and family.

It is likely that your photographer will arrive well before the actual sunset to get set up, so preparing your home in advance is key. Twilight photography appointments are after regular business hours and since photographers operate on a tight schedule, it’s imperative that your home is ready ahead of your appointment time. The sunset won’t wait for you after all! Just like during your daytime shoot, all vehicles should be removed

from the driveway and stored in the garage or away from the house. Landscaping should be pristine as even though the sun is setting, any yard toys or garbage cans will be an eye sore in the final images. Freshly cut grass and pruned bushes and trees show best in both daytime and twilight photos.

As far as lighting goes, we’re not just depending on the pink and purple sky to steal the show. While you may already know that exterior lighting should be turned on, your photographer will also need all interior lights to be turned on as well. This will give your home the ultimate glow and really capture the best images possible to showcase your home. If you have pool or landscape lighting, be sure this is activated as well as many systems are set to turn on at a certain time of day.

Most home buyers start their search online and twilight photography will be sure to make your home stand out among the rest. If you’re considering putting your home on the market and wish to discuss the best photography package for your property, connect with a William Means agent to guide you in the right direction.

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



# CHRISTIE'S SPOTLIGHT: ATLANTA, GEORGIA

## *Ansley Real Estate*

Metro Atlanta is the ninth largest, and one of the fastest growing metro areas in the United States. Home to more than six million people in 2020, the metro area experienced the fourth-largest population gain in the nation from 2010 to 2019 with an increase of 720,000 residents. Atlanta is a city of transplants; people relocate here from all over the U.S. and abroad, helping the city rank #7 in the U.S. for most net migration from 2019 to 2020.

With a surge in tech companies moving to Atlanta, a robust entertainment industry and the continued migration of global business headquarters relocating to the metro area, Atlanta has quickly become a top international destination for job seekers and corporations.

Like most major cities, Atlanta offers plenty of attractions. It houses the High Museum of Art – the leading art museum in the Southeast, The Fabulous Fox Theatre, The College Football Hall of Fame and The World of Coca-Cola just to name a few.

Residents also enjoy the city's numerous area parks such as historic Piedmont Park, Chastain Park, the new Westside Reservoir Park and the Atlanta Beltline which is the most comprehensive transportation and economic development effort ever undertaken in the city of Atlanta and among the largest, most wide-ranging urban redevelopment programs currently underway in the United States.

### **ANSLEY REAL ESTATE**

Established in 2015, Ansley Real Estate is a full-service residential real estate brokerage with a deep roster of agents located in seven offices throughout the state, each with an unparalleled depth of knowledge in the markets they serve. Ansley has achieved an explosive rate of growth, outpacing companies with decades of established business and exposure.

Our agents, leadership and staff are the difference!

The Ansley experience recognizes that all clients want the same thing: a trusted advisor who listens, does what is best for them, and helps achieve their goals. We deliver engagement, strategy, consulting, and sales results with a team of truly talented people.

On average, Ansley agents are equipped with 10 years of experience successfully helping clients navigate the Atlanta real estate market. We pride ourselves on having the most accurate and timely neighborhood-level information. We know Atlanta!

QUICK FACTS

- There is only one Peachtree Street - but there are over 70 Drives, Avenues, Roads and Lanes with a variation of the word "Peachtree" in their name.
- At 1,023 feet tall, The Bank of America tower is the tallest building in the U.S. outside of New York and Chicago.
- Founded in 1929, the Atlanta Ballet is the oldest regional ballet company in the country.
- The Georgia State Capitol dome is gilded with 43 ounces of locally-mined gold.
- Atlanta is one of only two cities in the world that is home to two Nobel Peace Prize winners – Jimmy Carter and Dr. Martin Luther King, Jr.

### **ANSLEY REAL ESTATE**

3035 Peachtree Road, Suite 202 | Atlanta, GA  
404.480.HOME | ansleyre.com

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REAL ESTATE

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**855 DAVIS DRIVE  
MARIAH CAREY'S HOME**

9 BR | 9/4 BA | 12,575 SF | North Buckhead

**MLS 10090728**  
Shanna Bradley

**\$6,500,000**  
404.808.6295



**1950 LOWER BIRMINGHAM ROAD  
CHIPPER JONES' HOME**

8 BR | 9/2 BA | 23,000 SF | Canton

**MLS 7070870**  
Katie McGuirk

**\$15,000,000**  
404.808.0881



**485 KINGSWOOD LANE**

5 BR | 4/1 BA | 5,400 SF | Buckhead

**MLS 7094339**  
Todd Williams

**\$2,275,000**  
404.754.1458



**4025 TUXEDO ROAD**

5 BR | 6/2 BA | 11,347 SF | Tuxedo Park

**MLS 6994278**  
Bonneau Ansley

**\$6,950,000**  
404.900.9594



## BREATHTAKING DEEP-WATER HOME SELLS FOR OVER ASKING PRICE

750 3rd Street

6 BR | 5.5 BA | 4,600 SF | Remley's Point | Sold for \$5,000,000

We are happy to announce the sale of 750 3rd Street, one of the top five sales in Mount Pleasant this year! Designed by Sanford Byers and Garrett Mattes, a firm with over three decades of experience in the Lowcountry, this custom built 4,600 sq. ft. home was completed in 2019 by luxury builder, Barrow Building Group with all interior selections by Atlántico Design Company. It was truly a pleasure representing the sellers of this one-of-a-kind Mount Pleasant home and we send our sincerest congratulations to the buyers.

RECENT SUCCESSES

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



CHRISTIE'S  
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# NOTEWORTHY COMPANY SALES



**JOHNS ISLAND**  
0 Hoopstick Island Road  
Sold - 7,500,000



**MOUNT PLEASANT**  
345 Coinbow Drive  
Sold - \$5,750,000



**SOUTH OF BROAD**  
24 Church Street  
Sold - \$5,015,000



**SOUTH OF BROAD**  
78 East Bay Street  
Sold - \$4,083,750



**SOUTH OF BROAD**  
45 East Bay Street unit C  
Sold - \$3,535,000



**DANIEL ISLAND**  
171 Ithecaw Creek Street  
Sold - \$3,075,000



**SOUTH OF BROAD**  
41 Broad Street  
Sold - \$2,870,000



**DANIEL ISLAND**  
112 Island Park Drive  
Sold - \$2,860,000



**HISTORIC CHARLESTON**  
22 Gadsden Street  
Sold - \$2,500,000



**MOUNT PLEASANT**  
715 Simmons Street  
Sold - \$2,500,000



**WEST ASHLEY**  
34 Jamestown Road  
Sold - \$2,465,000



**SOUTH OF BROAD**  
84 Murray Boulevard  
Sold - \$2,450,000

## RECENT SUCCESSES

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**CHRISTIE'S**  
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## FROM THE BLOG

# CHOOSING A LUXURY LOWCOUNTRY CONDOMINIUM

*With so many wonderful places to live in Charleston, let us guide you to your next home*

Choosing a luxury condominium can be a difficult decision no matter if you are buying or renting. In an area like Charleston, there are many attractive communities to choose from when looking for a place to call home. Follow our guide to some of the most popular luxury condominiums.

**The Albemarle.** The Albemarle is an elegant five-story building situated just across the Ashley River and consists of sixty-two condos that were built in 2004 with various one, two and three bedroom floor plans. Luxury amenities include a spacious community room, fitness center and a swimming pool. Enjoy true lock-and-leave convenience and low-maintenance living in beautiful West Ashley, while having easy access to downtown Charleston and Folly Beach.

**Dockside Condos.** Located in historic downtown Charleston on the peninsula, you will find waterfront high-rise condominiums that were built in 1976. The Dockside Condominiums offer one, two and three bedroom floor plans. The community offers onsite property management along with an indoor swimming pool, a sun deck, social lounge, library, elevators, a pier and a floating dock.

**The Bristol Condominiums.** Situated on the Charleston peninsula with gorgeous panoramic views of the Ashley River, this waterfront location makes for a dream lifestyle in itself. This complex is made up of a five-story building with three stories of condominiums and two stories of covered parking. Enjoy the luxurious lifestyle with amenities that include an elevated riverfront saltwater pool, community room, a spacious fitness center, saunas, a library and a lush courtyard and garden. Enjoy low-maintenance condo living with backyard access to a 150-

slip deepwater Safe Harbor Marina, perfect for enjoying a day on the water. If you're looking to live in downtown Charleston, The Bristol neighborhood is certainly at the top of our list.

**Fort Sumter House.** This Spanish Colonial-Style building was built in 1923 and is situated on King Street at the southernmost tip of the Charleston peninsula. This seven-story condo building holds forty-three units featuring historic character and a pool that overlooks The Battery. Enjoy living in the coveted South of Broad neighborhood and next to one of the city's most popular attractions, White Point Garden, where locals and tourists enjoy walking, jogging and having a picnic.

**Tides Condominiums.** Sitting at the foot of the Ravenel Bridge in Mount Pleasant, you will find stunning waterfront luxury condominiums. The condo layouts consist of open floor plans with high ceilings, chef's kitchens and large windows with stunning harbor views. Entertain guests by the marsh front pool and patio with sundecks, an outdoor kitchen and firepit. Other amenities include a light-filled owner's retreat, a private fitness center and a dedicated pet washing station. Living in this superb location allows you to have easy access to the best spots in the Charleston area, including Waterfront Park, Shem Creek and is just a quick ride over the Ravenel Bridge into downtown Charleston.

If you're looking for a luxury condominium in the Charleston area, one of our experienced agents would be delighted to show you why each one is special.

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



# LET OUR AGENTS HELP YOU CALL CHARLESTON HOME



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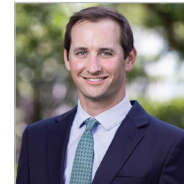
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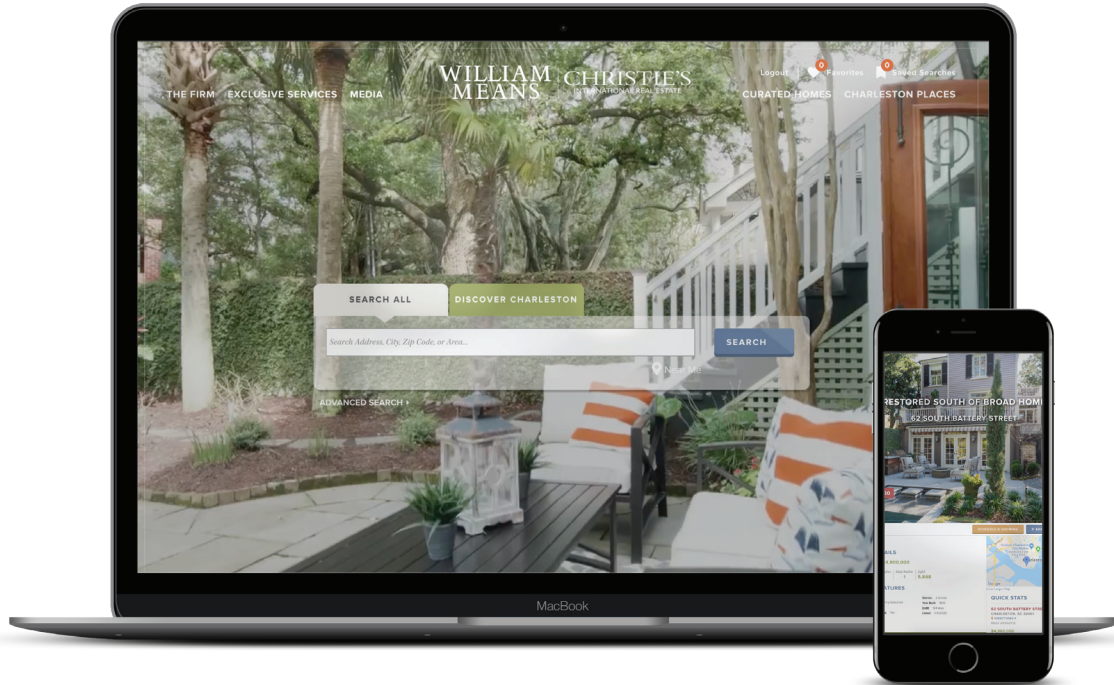
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- Save your favorite properties for easy access later
- Custom build searches that send email alerts when new properties hit the market
- Know at-a-glance if a property is just listed, under contract or recently reduced

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



CHRISTIE'S  
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