

WILLIAM MEANS REAL ESTATE

LUXURY INSIDER

SUMMER 2020



CHRISTIE'S
INTERNATIONAL REAL ESTATE



HAPPY BIRTHDAY.

Did you know that Charleston turns 350 years old this year? Our cherished city has endured many difficult times as well as celebrated memories throughout its storied past. As one of the oldest real estate companies in Charleston, we are honored to part of the Holy City's past, present and future.

In other birthday news, our Luxury Insider publication turns one year old this Summer! It has been a pleasure taking you on a tour of our favorite properties and sharing what makes the Lowcountry such a special place to call 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.

A handwritten signature in black ink that reads "Helen Geer". The signature is written in a cursive, flowing style.

Helen 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, 2019

Learn more at
www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



Q2 MARKET REPORT

Charleston real estate’s second quarter has been unprecedented. It might be thought that the global pandemic would slow and negatively impact home sales. While the slowdown was felt during the months of April and May, Charleston home sales have since taken off. In nearly all areas, sales rose versus the first quarter. However, the biggest numbers have come in over the last month including the record setting number of contingent homes versus other years.

Pent up demand is one of the key contributors for the area’s recent real estate success. “Stay at home” mandates across the U.S. in April and part of May slowed showings; with those mandates lifted in June, housing demands soared. William Means also saw increased website traffic from more densely populated cities including New York, Boston, Chicago and Charlotte.

The influx of demand was also met with limited inventory. Over the last month and half there have been increased contracts occurring within days and multiple offer situations. I see no signs of the strong housing demand slowing down. William Means agents are busy, and ready to assist in selling or buying a home in this rising market.

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

ISLE OF PALMS 35 Sold 32 Contingent	SULLIVAN’S ISLAND 11 Sold 10 Contingent	MOUNT PLEASANT 658 Sold 442 Contingent	DANIEL ISLAND 93 Sold 79 Contingent
DOWNTOWN 76 Sold 64 Contingent	WEST ASHLEY 181 Sold 116 Contingent	JAMES ISLAND 224 Sold 144 Contingent	JOHNS ISLAND 236 Sold 129 Contingent
WADMALAW ISLAND 8 Sold 6 Contingent	KIAWAH ISLAND 39 Sold 35 Contingent	SEABROOK ISLAND 45 Sold 71 Contingent	



FROM THE BLOG

WILLIAM MEANS TO REPRESENT HOME & LOT SALES IN THE PRESERVE AT FENWICK PLANTATION

William Means Real Estate is representing home and lot sales in The Preserve at Fenwick Plantation on Johns Island, an exclusive neighborhood located on the original site of one of the oldest existing plantations in South Carolina. Fenwick Plantation has deep-rooted, centuries-old stories to tell of this picturesque Lowcountry setting.

“At The Preserve, new homes are nestled between the 1730 Fenwick Plantation manor house and Penny Creek,” said Drew Grossklaus, Sales Director and East Cooper Broker-in-Charge for William Means. “The neighborhood design concept offers scenic views just minutes from everything Charleston has to offer including historic downtown, restaurants, beaches and the best hospitals in South Carolina.”

The vision of The Preserve is to be a community that protects and improves the Lowcountry while retaining the natural beauty of the neighborhood. New homes will complement and embrace the specific features and natural character of each homesite. A traffic light at the intersection of Maybank Highway and Fenwick Hall Allee has been wired and will be installed during the construction of the Northern Pitchfork Road, which is scheduled to start this year.

Chief Architect Marc Camens of Camens Architectural Group has been selected to oversee the design of the neighborhood’s custom homes. Established in 1982, their team includes some of the best residential architects in the industry. With more than 20 years of experience in home construction, Equity Builders has been named as the preferred builder to work with new residents on each step of the construction process of their homes. The Preserve at Fenwick Plantation also offers:

Water Access. Marsh views and two community, deep water docks appeal to boaters and water-lovers. Residents also enjoy watching wildlife and sunsets, crabbing, fishing and kayaking on Penny Creek.

Amenities. In addition to deep water docks, The Preserve features a community gazebo, firepit, leisure trails, ponds and views of the marsh and Ravenel Bridge.

History. Acquired by John Fenwick in 1721, Fenwick Hall (c. 1730) once encompassed over 4,500 acres, where rice and indigo were grown. The Fenwick Plantation was also the site of the famous horse farm, James Island Stud, which played a leading role in the introduction of English thoroughbred horses into the American South.

Read the full article at charlestonrealestate.com.



DOWNTOWN
CHARLESTON





THE THOMAS BANNISTER SEABROOK HOUSE

104 Rutledge Avenue

4 BR | 4.5 BA | 5,500 SF | Harleston Village

The Thomas Bannister Seabrook House circa 1816 is in a prime downtown location characterized by beautiful architectural features including South-facing arched piazzas of the Neoclassical period. A truly elegant residence with grand rooms, the interior features soaring ceilings, numerous windows, elaborate molding and paneling details and eight gas fireplaces. Formal living and dining rooms and a gourmet kitchen with butler's pantry comprise the main level and on the second and third levels you will find the master suite and three other bedrooms. The unit includes two tandem parking spaces within the garage and a parking space in the private parking lot.

MLS 19003559

Helen Geer

\$1,995,000

843.224.7767





EXQUISITE SOUTH OF BROAD HOME

62 South Battery

4 BR | 4.5 BA | 5,848 SF | South of Broad

MLS 20002912

Paula Yorke

\$4,900,000

704.345.7474



THE JAMES WATT HOUSE

26 Church Street

3 BR | 2.5 BA | 3,819 SF | South of Broad

MLS 19024748

Lyles Geer

\$3,990,000

843.793.9800



GEORGIAN REVIVAL-STYLE HOME

135 South Battery

5 BR | 3.5 BA | 4,659 SF | South of Broad

MLS 20009501

Helen Geer

\$3,450,000

843.224.7767



STUNNING SOUTH OF BROAD CONDO

3 Chisolm Street unit 107

2 BR | 2 BA | 2,117 SF | South of Broad

MLS 19015386

Lyles Geer

\$1,995,000

843.793.9800

DOWNTOWN CHARLESTON

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



LOCK-AND-LEAVE HISTORIC HOME

16 Tradd Street

3 BR | 2.5 BA | 1,934 SF | South of Broad

MLS 20007210

Leize Gaillard

\$1,495,000

843.696.5934

CHARMING 1920'S HOME

3 Lowndes Street

2 BR | 2.5 BA | 2,147 SF | South of Broad

MLS 20011873

Mary Cutler

\$1,195,000

843.343.4858



QUAINT RENOVATED HOME

89 Tradd Street

2 BR | 2.5 BA | 1,848 SF | South of Broad

MLS 20002939

Jane Milner

\$1,170,000

843.224.7339

RENTAL INCOME OPPORTUNITY

4 Murphy Court

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

MLS 20015360

Kalyn Smythe

\$925,000

843.708.3353

DOWNTOWN CHARLESTON

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



IDYLIC DOWNTOWN HOME

67-C Vanderhorst Street

3 BR | 2.5 BA | 1,932 SF | Radcliffeborough

MLS 20003092

Brian Walsh

\$895,000

843.754.2089



HISTORIC CONDO WITH EXPOSED BRICK

109 E Bay Street #1G

2 BR | 2.5 BA | 1,640 SF | South of Broad

MLS 19030540

Lyles Geer

\$895,000

843.793.9800



SOUTH OF BROAD ELEVATED HOME

156-A Tradd Street

4 BR | 4 BA | 2,309 SF | South of Broad

MLS 19025664

Lyles Geer

\$795,000

843.793.9800



SOPHISTICATED DOWNTOWN CONDO

106 Queen Street unit 2

2 BR | 2 BA | 1,194 SF | Harleston Village

MLS 20018091

Bonnie Geer

\$760,000

843.870.0521

DOWNTOWN CHARLESTON

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



FROM THE BLOG

5 TIPS FOR PREPARING YOUR HOME FOR A VIRTUAL SALE

It's common knowledge that first impressions count, and these days, a potential buyer's first look at your home is usually on a screen. With more aspects of the home-buying and selling process going virtual, it's more important than ever to ensure your home shows well online. By working with an experienced agent and following these five tips, you'll be able to put your home's best foot forward.

Send photos to your agent. Before enlisting a professional photographer, take your own photos and videos of your home and send them to your agent. Your agent will review these photos with you and can make recommendations for cosmetic improvements including painting, decluttering, or editing furniture or decor. Be sure to let your agent know of any issues that need repairs that aren't visible in the photos so they can be addressed before going on the market.

Do a video walk-through. After reviewing your photos with your agent, take them on a video walk-through of your home via FaceTime, Zoom, or another video-call platform. Your agent will be able to ask you follow-up questions or make additional recommendations to help your home appear at its best in professional listing photography.

Schedule an in-person visit. You'll want to schedule a time for your agent to come and walk-through your home in person

so that any additional items can be discussed. Complete the preparations and repairs you have discussed before getting professional photography and going live on the market.

Consider other digital marketing tools. Besides listing photography, there are many digital marketing tools that can attract potential buyers. Aerial photography, property videos, and 3-D tours all give potential buyers a better sense of what your home and neighborhood are like without having to do an in-person showing.

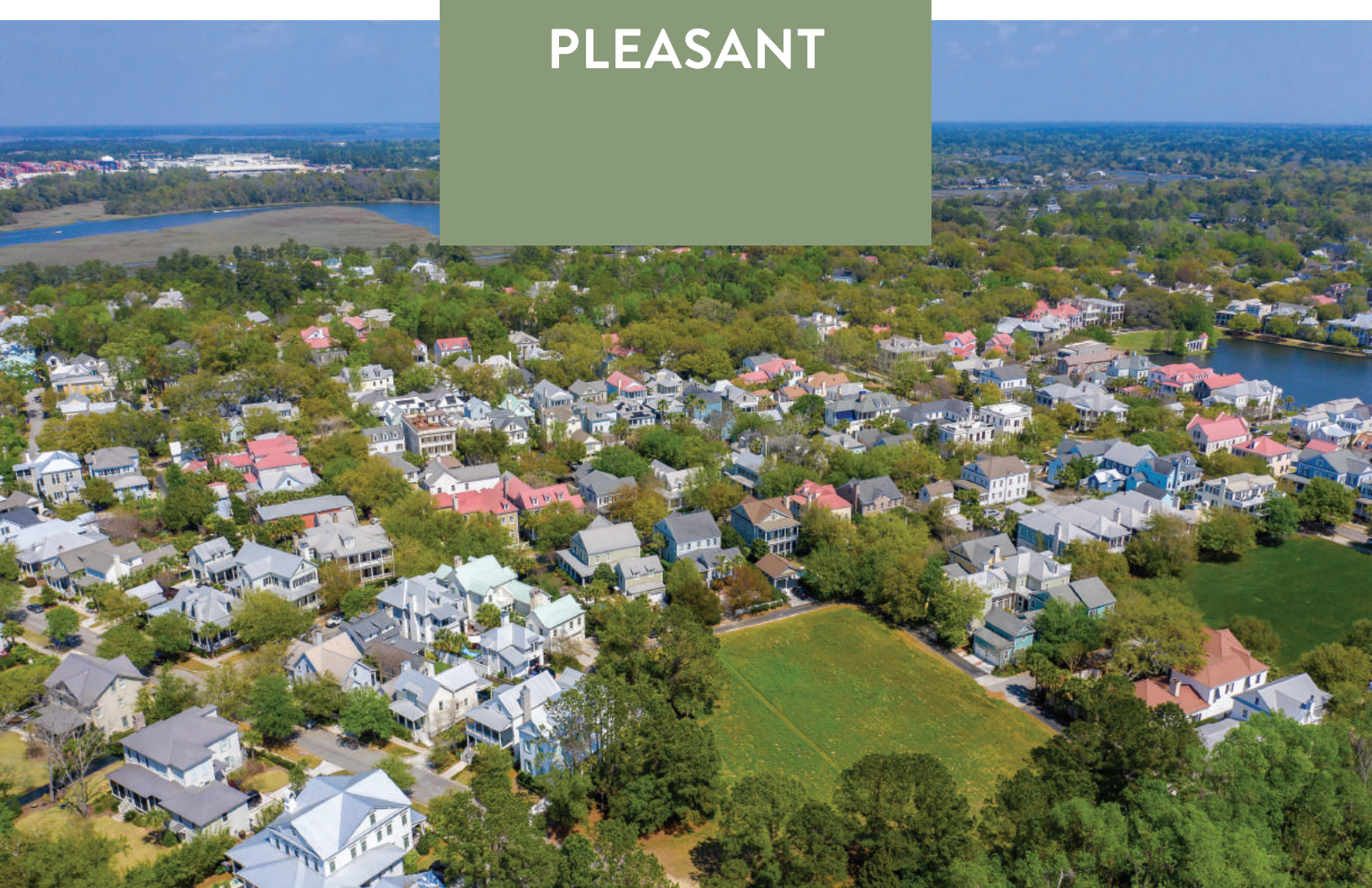
Note any special home features. From smart home features to designer upgrades and historic details, be sure to give your agent a comprehensive list of any special features that make your home stand out. They'll be able to incorporate these into marketing materials as well as MLS to make sure your home is fully appreciated.

Now more than ever during these times, it is key to have a trusted agent help you navigate the real estate process. From digital presentations to virtual home showings and one-on-one support, our experienced agents are here to help you every step of the way.

Read the full article at charlestonrealestate.com.



MOUNT
PLEASANT





METICULOUSLY MAINTAINED HOME

40 Montrose Road

4 BR | 3.5 BA | 3,047 SF | I'On

This meticulously maintained home features beautiful Brazilian cherry floors throughout both levels, an open-concept floor plan and a one-car garage and carport. The spacious living room has three sets of French doors that open onto the full front porch and a wood-burning fireplace. The kitchen features beautiful tall white cabinetry, stainless appliances including a gas range with griddle, a large stainless apron-front sink and a breakfast nook. The first floor master is spacious and also leads to the private back porch that is screened-in. Located on a quiet street in the middle of the neighborhood, this home is just a few minutes walk to all of the eateries and shops at the entrance of I'On and a 10 minute drive to downtown Charleston.

MLS 20006310
Michelle McQuillan

\$1,200,000
843.814.4201





GORGEOUS MOUNT PLEASANT HOME

424 Greenwich Street
4 BR | 3.5 BA | 3,959 SF | Old Village

MLS 20003348
Paula Yorke & Etta Connolly

\$1,950,000
704.345.7474



CLASSIC I'ON HOME

209 N Shelmore Boulevard
5 BR | 4.5 BA | 3,410 SF | I'On

MLS 20011986
Martha Freshley

\$1,195,000
843.297.7530



CHARMING SOUTHERN HOME

54 Sanibel Street
4 BR | 4.5 BA | 3,037 SF | I'On

MLS 19023821
Michelle McQuillan

\$1,025,000
843.814.4201



TRANQUIL MARSH VIEWS

4070 Blackmoor Street
5 BR | 5 BA | 3,770 SF | Hamlin Plantation

MLS 20015603
Lyles Geer

\$865,000
843.793.9800

MOUNT PLEASANT

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



RENOVATED I'ON HOME

56 Sowell Street

4 BR | 3.5 BA | 2,088 SF | I'On

This home has just undergone an extensive reconstruction with new windows, new siding, new copper flashing over every window and an encapsulated crawl space. Move into the house as is or take it to the next level with an addition, as there is plenty of room to add on to this house. Look across the street at 51 Sowell for inspiration. Inside, the kitchen features white cabinets, stainless steel appliances and newly installed granite counters. On the second level, the master suite offers a walk-in closet and his-and-hers sinks in the bathroom. All of the bathrooms have been recently updated in addition to new HVAC units and Rinnai tankless hot water heater installed in recent years. I'On offers walking trails, a members-only swim and tennis club, and close proximity to downtown Charleston.

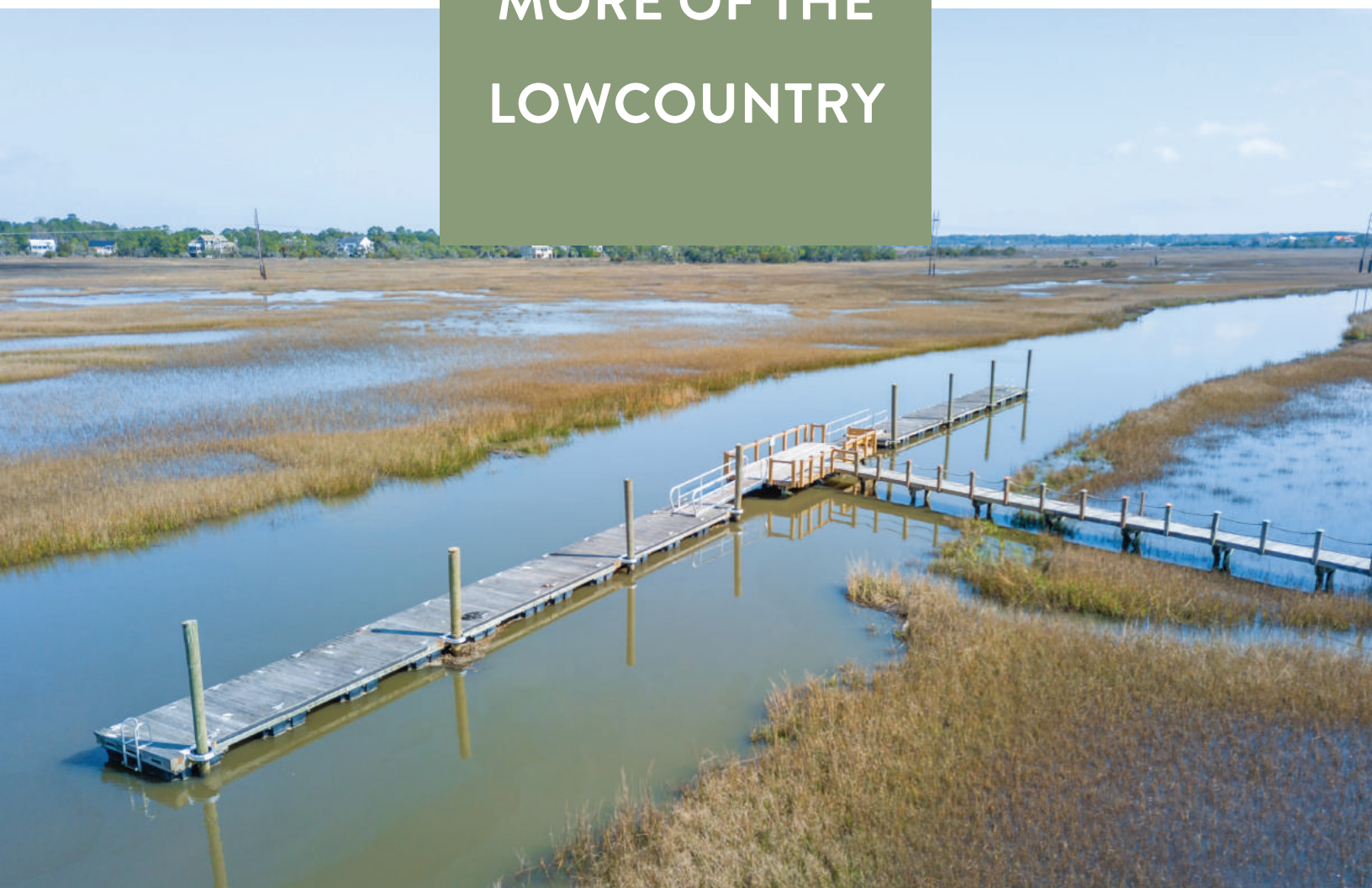
MLS 20008819
Michelle McQuillan

\$774,000
843.814.4201





**EXPLORE
MORE OF THE
LOWCOUNTRY**





BREATHTAKING WATERFRONT ESTATE

1521 Robin Rooke Way

4 BR | 4 BA | 5,860 SF | Grimball Farms

This waterfront estate is located on nearly 4.3 acres on the deep-water banks of the Stono River. A rare combination of land and luxury, no expense was spared in the 2018 renovation of this expansive home. Set in the historic Grimball Farms Plantation, 1521 Robin Rooke Way allows you to feel a world away while being a mere eight miles to downtown and four miles to Folly Beach. On the water's edge, the property spans nearly 500 feet of direct deep-water access with two docks each equipped with power lifts. The listing includes both the house on nearly 3 acres (MLS #20013025) and a vacant lot on 1.3 acres (MLS #20013026).

MLS 20013027

Alex Brener

\$4,300,000

843.729.3098





HOOPSTICK ISLAND

2068 Hoopstick Island Road
156 AC | Johns Island

MLS 16020937
Lyles Geer

\$7,750,000
843.793.9800



SULLIVAN'S ISLAND DREAM OPPORTUNITY

2525 Atlantic Avenue
4 BR | 2 BA | 1,476 SF | Sullivan's Island

MLS 20000435
Grace Perry Huddleston

\$3,900,000
843.224.6262



RENOVATED COLONIAL-STYLE HOME

18 Broughton Road
5 BR | 5.5 BA | 5,450 SF | The Crescent

MLS 20017958
Jane Dowd

\$3,850,000
843.224.2788



MID-CENTURY HOME IN THE CRESCENT

15 Johnson Road
5 BR | 4.5 BA | 5,300 SF | The Crescent

MLS 20000729
Jane Dowd

\$2,690,000
843.224.2788

LOWCOUNTRY LIVING

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



ELEGANT WAPPOO HEIGHTS HOME

26 Formosa Drive
4 BR | 3 BA | 3,986 SF | Wappoo Heights

MLS 20015573
Jane Dowd

\$1,550,000
843.224.2788



BUILD YOUR LOWCOUNTRY HOME

1638 John Fenwick Lane
4 BR | 4.5 BA | 3,127 SF | The Preserve at Fenwick Plantation

MLS 20016809
John & Eileen Smith

\$1,018,000
843.870.6290



NEW CONSTRUCTION OPPORTUNITY

1503 John Fenwick Lane
3 BR | 3.5 BA | 2,679 SF | The Preserve at Fenwick Plantation

MLS 20016807
John & Eileen Smith

\$967,000
843.870.6290



INCREDIBLE WATERFRONT PROPERTY

1039 Bulow Point Road
4 BR | 3.5 BA | 3,103 SF | Bulow Plantation

MLS 19006247
Lyles Geer

\$950,000
843.793.9800



FROM THE BLOG

SUMMER ACTIVITIES IN CHARLESTON

Enjoy the best of the Lowcountry's natural beauty

Summer is here and though we may have to modify some of our activities this season, there are plenty of ways to enjoy all that the Lowcountry lifestyle has to offer during these warm and sunny months.

Visit the Beach. Whether you like to read, walk, sunbathe or swim, Charleston's beaches are the perfect place to cool off on hot days. Isle of Palms, Sullivan's Island and Folly Beach all have their own unique beach lifestyles to experience.

Plant a Colorful Garden. Charleston's temperate climate is well suited for beautiful, colorful flowers and shrubs all year round. You can also incorporate fruits and vegetables for super fresh ingredients for your next family cook out.

Have a Picnic at the Park. Downtown Charleston is home to many beautiful parks and green spaces, from Hampton Park in the Upper Peninsula to White Point Garden and Waterfront Park with Charleston Harbor views. Bring a blanket and a take-out meal from your favorite Charleston restaurant and enjoy a summer picnic.

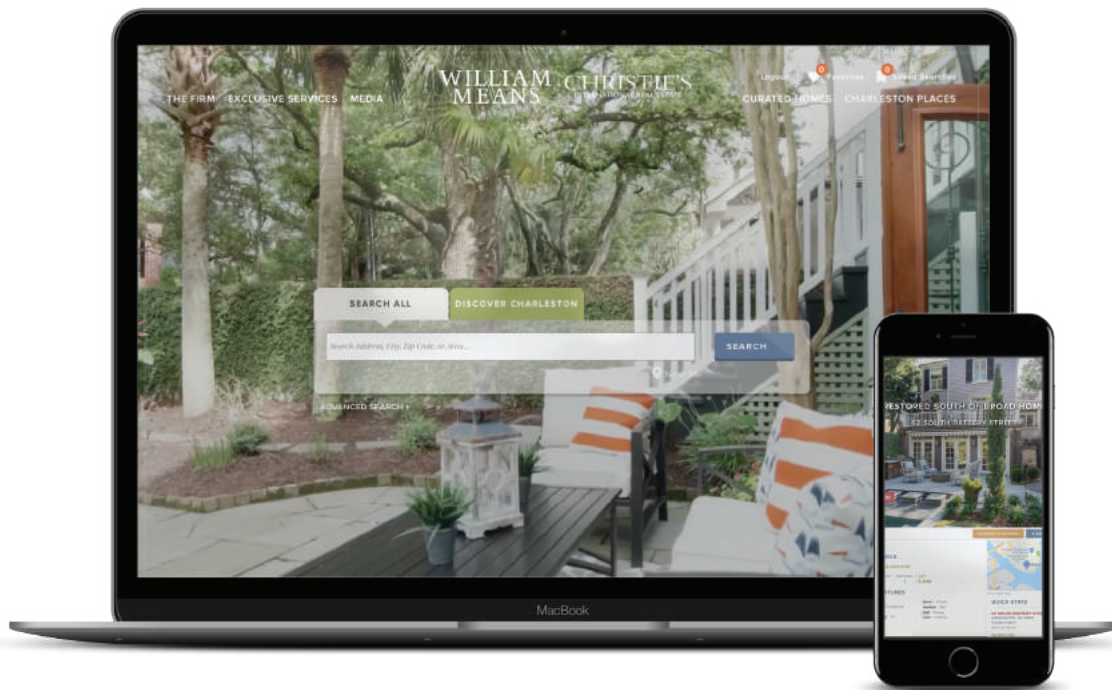
Cool Off on the Water. From the open ocean to sparkling waterways and rivers, the Lowcountry has no shortage of places to explore via boat, kayak or paddleboard. If you don't

have your own, Charleston has many options for renting equipment for a fun day out on the water.

Explore Historic Charleston. From secret gardens to colorful windowboxes to stunning historic homes, downtown Charleston neighborhoods never cease to impress. Take a stroll through South of Broad, Harleston Village, the French Quarter and more to enjoy Charleston's timeless beauty.

Create the Perfect Outdoor Living Space. Set up the ideal outdoor living space at home. If you like to unwind with a glass of wine on the porch at the end of the day, invest in a great set of patio furniture and outdoor lighting. If grilling out is your style, create an outdoor kitchen set up with space for your equipment and seating for an alfresco meal.

Read the full article at charlestonrealestate.com.



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- 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