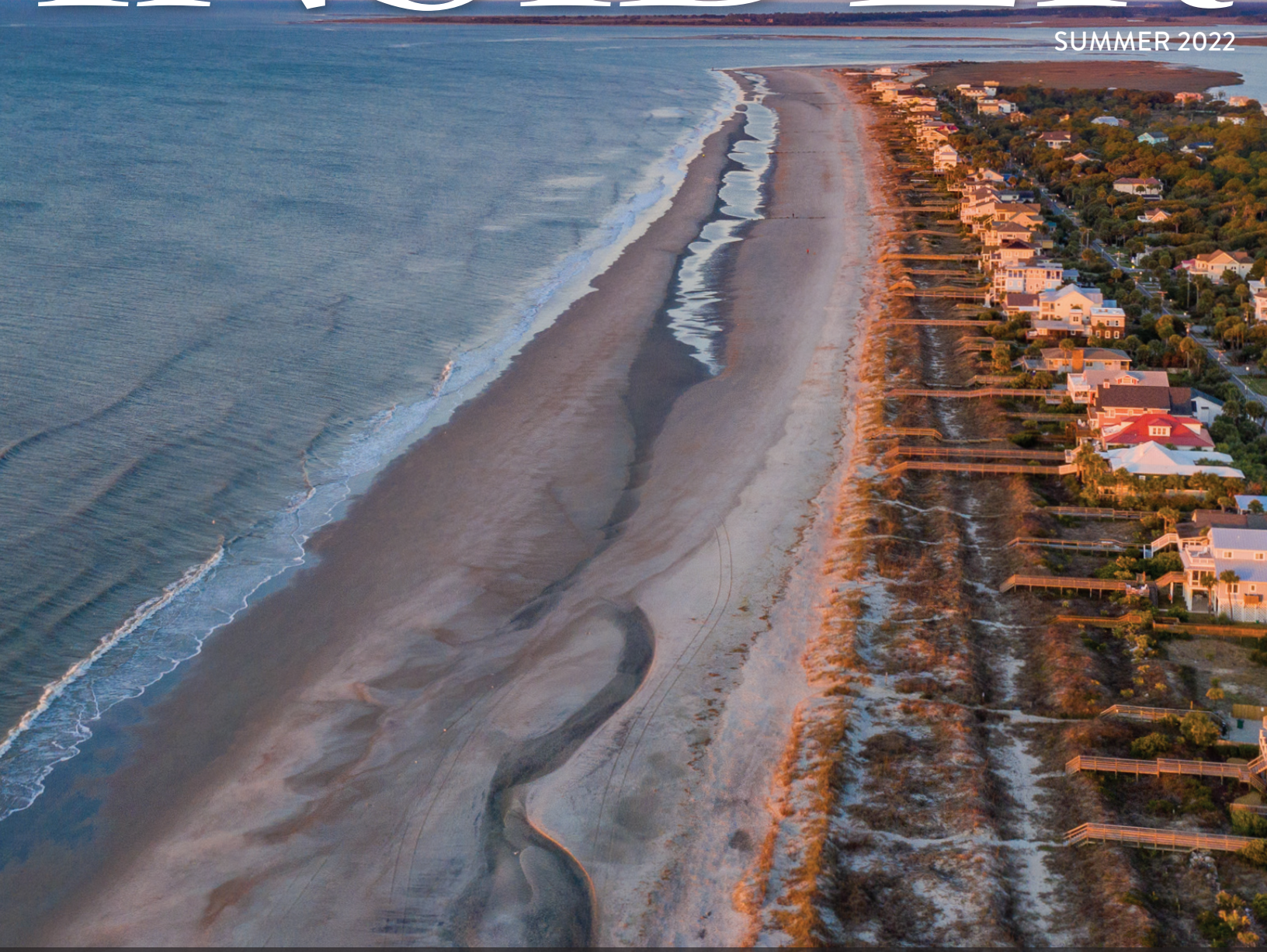


WILLIAM MEANS REAL ESTATE

LUXURY INSIDER

SUMMER 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE



WE'RE DIVING INTO SUMMERTIME.

It's hard to believe we are more than halfway through 2022. Three years ago this summer, we started the Luxury Insider with the idea of bringing the best in Charleston real estate to our readers. Every summer we are reminded of what makes living in the Lowcountry so special: days spent on the water, nights soaking up the sunset and endless quality time spent with friends and family.

If you're thinking of making the move to Charleston or looking for a new slice of Lowcountry paradise, you've come to the right place. William Means Real Estate is a leader in the Charleston real estate market and it is our honor to help our buyer and seller clients through the start to finish process of homeownership. Our relationship doesn't end at the closing table - our clients turn into our friends and neighbors, and we wouldn't have it any other way.

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*

Handwritten signature of Lyles Geer



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
www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



The second quarter of 2022 saw continued success with the start of a changing real estate market. William Means successfully achieved a higher sales total in the second quarter of this year versus the first quarter. The Charleston real estate market remained hot with demand, limited in inventory and saw a continued influx of homebuyers from other states. However, the last month of the quarter has shown the change coming to the overall real estate market.

During the last two years, there were many elements that drove record real estate numbers. Now, we are experiencing a combination of factors that will slow it down rapidly. Inflation is now at nearly record highs as gas prices, supply issues and the war in Ukraine serve as major obstacles. Record inflation has led the federal government to raise interest rates which has caused mortgage rate hikes that have nearly doubled from the same time last year. The inflation has also taken a toll on the stock market causing a drop of nearly twenty percent over the last six months. These factors have drastically slowed real estate: mortgage rate increases reduce the spending power of buyers; luxury buyers closely watch the stock market; and in general, many buyers are now wanting to see what the future holds before purchasing a home.

While we have seen the slowdown happening here in Charleston, the real estate market remains strong. Inventory that was at record lows has begun to increase, giving buyers more options when looking at homes on the market. The frenzied level of competition that caused many conventional buyers to lose out on deals has dissipated and buyers are now finding they are not facing multiple offer scenarios. The factors that make Charleston such a desirable place to live will never go away, so while buyers may be fewer, they are still looking to make the Lowcountry home. William Means continues to be the best real estate company to guide our clients through an ever-changing market – we are always here to help and answer any questions you may have about buying or selling a home in Charleston.

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

MORE THAN

\$210M

IN COMPANY WIDE SALES
SO FAR THIS YEAR

#1

Boutique Firm In Mount Pleasant & Downtown Upper Peninsula

#1

Firm For Residential & Lot Sales in Q2 on Sullivan's Island

\$1.3M

Average Sales Price



FROM THE BLOG

RECORD SALE OF TWO SULLIVAN'S ISLAND PROPERTIES

William Means announces combined record sales price of \$10,875,000

We recently announced the sale of 1773 Atlantic Avenue to a buyer that also purchased the adjacent third of an acre, beachfront parcel at a combined record sales price of \$10,875,000. This parcel is also the highest sales price for vacant land on Sullivan's Island in the history of the Charleston Regional Multiple Listing Service (MLS). William Means Real Estate also ranked as the No. 1 firm for Sullivan's Island residential and vacant land sales in the second quarter of this year.

William Means Realtor, Alex Brener, represented the buyers who are lifelong beachgoers of Sullivan's Island. The family intends to keep the vacant oceanfront parcel protected and treasured as an intact beach compound.

"The real estate market will likely continue to change, but the desire to live in the Charleston area is not going anywhere," said Brener. "William Means clients are in search of the luxury lifestyle that comes with beachfront homes, and we were thrilled to deliver such a once-in-a-lifetime opportunity."

The home at 1773 Atlantic Avenue has been renovated to include new wiring and plumbing, as well as kitchen and bath cabinets, fixtures, HVAC, windows, doors, and a new copper roof. In a great location, the island traffic is minimal, and the best restaurants are just a short distance away. The house

has a private walkway over the dunes to the Atlantic Ocean which yield views from the front porch and large upper deck.

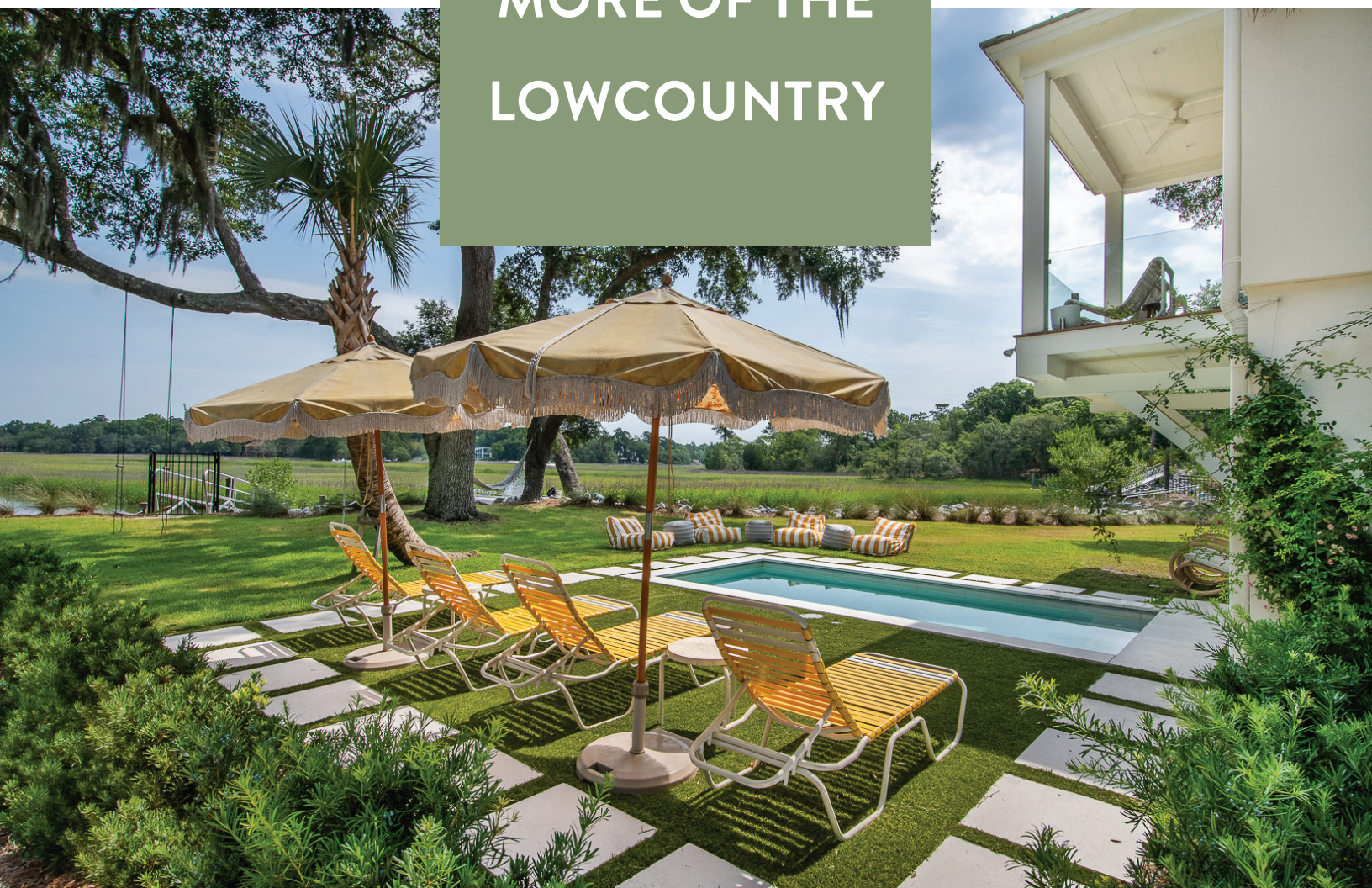
"Sullivan's Island offers a true escape to both residents and visitors alike with its pristine beaches and strong sense of community," said Drew Grossklaus, Sales Director and East Cooper Broker-in-Charge for William Means. "It is always a pleasure for William Means to assist clients in finding their slice of the Lowcountry, whether it be an oceanfront oasis, a historic home downtown or somewhere in between."

As one of the oldest real estate companies in Charleston and an exclusive affiliate of Christie's International Real Estate, William Means Real Estate has sold more than \$210 million in real estate so far this year.

Read the full article at charlestonrealestate.com.



EXPLORE
MORE OF THE
LOWCOUNTRY





STUNNING PROPERTY ON DEEP-WATER

46 Indigo Point Drive

4 BR | 5.5 BA | 6,910 SF | West Ashley

Come experience this private waterfront property with unparalleled 180-degree views of the Coburg Cut. 46 Indigo Point Drive is a custom-built home located on more than half an acre and embraces the true sense of the Lowcountry's luxury lifestyle. The exceptionally landscaped entrance is punctuated by a charming koi pond with waterfall and outdoor amenities truly abound. Take a dip in the new pool or hot tub and relax alongside the outdoor cabana. The expansive ipe deck and screened-in porch make for the perfect setting to relax or entertain. Work on your short game at the putting green or walk along the dock to take in the stunning sunset views. A boater's paradise, you'll enjoy days on the water stepping right onto your boat from the deep-water dock with a 20,000 pound lift.

MLS 22011954

Jane Milner

\$6,495,000

843.224.7339





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



CLASSIC BRICK HOME IN THE CRESCENT

11 Sayle Road

4 BR | 3.5 BA | 4,180 SF | West Ashley

MLS 22014371

Jane Dowd

Under Contract

843.224.2788



THE SOMERSALL-DESAUSSURE HOUSE

45 East Bay Street unit C

2 BR | 2.5 BA | 2,855 SF | South of Broad

MLS 22015659

Helen Geer

Under Contract

843.224.7767



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



CUSTOM-BUILT COASTAL HOME

112 Island Park Drive

5 BR | 4.5 BA | 5,025 SF | Daniel Island

MLS 22012883

Kenton Selvey

Under Contract

843.806.7222



SPECTACULAR HIBBEN RESIDENCE

383 Bridgetown Pass

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

MLS 22018360

Will Dammeyer

\$2,975,000

843.670.6747



THE JAMES J. IGOE HOUSE

9 New Street

4 BR | 2.5 BA | 3,140 SF | South of Broad

MLS 22008255

Mary Cutler

\$2,895,000

843.343.4858



STUNNING OLD MOUNT PLEASANT HOME

715 Simmons Street

4 BR | 4.5 BA | 3,146 SF | Mount Pleasant

MLS 22016903

Martha Freshley

Under Contract

843.297.7530



BRAND-NEW CONSTRUCTION HOME

1143 Saint Elizabeth Court

5 BR | 3.5 BA | 3,500 SF | Mount Pleasant

MLS 22016771

Kalyn Smythe

Under Contract

843.708.3353



ISLAND-STYLE COTTAGE

1347 N. Edgewater Drive

4 BR | 3.5 BA | 3,485 SF | West Ashley

MLS 22016788

Beverly Burris

Under Contract

843.343.1791



CHARMING SOUTHERN BEAUTY

1641 Ware Bottom Lane

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

MLS 22018745

Michelle McQuillan

\$985,000

843.814.4201

LOWCOUNTRY LIVING

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



I'ON HOME OVERLOOKING MAYBANK GREEN

11 Unwin Way

3 BR | 3.5 BA | 2,580 SF | Mount Pleasant

This fabulous home overlooks a one-acre green space in the popular I'On neighborhood of Mount Pleasant. This well-maintained property was crafted by the award-winning Simonini Custom Home Builders. It features double stacked porches as well as an enclosed, private brick courtyard offering wonderful opportunities to enjoy Charleston's beautiful year-round weather. Numerous updates include new HVAC units on both levels, gutters, new Circa lighting and a new primary bath vanity. The spacious kitchen features plenty of cabinetry, newly installed quartz countertops, a new Sub-Zero refrigerator, new cooktop and a butler's pantry. This home also features a one-car garage, an additional off-street parking space and a fenced-in yard.

MLS 22017279
Michelle McQuillan

\$1,700,000
843.814.4201





PICTURESQUE I'ON HOME

28 Prescient Street

4 BR | 3.5 BA | 2,414 SF | Mount Pleasant

This quintessentially Southern home overlooks a beautiful park in the highly sought-after I'On neighborhood. Once inside, you will be greeted with a light-filled, spacious living room with high ceilings, a gas fireplace, stunning moldings and a reading nook with custom built-ins. An adjacent dining area offers plenty of room for entertaining guests in style. The recently updated eat-in kitchen offers new appliances and backsplash as well as easy access to the cozy screened-in porch. Outside, you'll find the newly landscaped, fenced-in yard and a detached two-car garage. This space includes a 405 sq. ft. finished, conditioned storage space over the garage. Enjoy the very best of the award-winning I'On neighborhood with easy access to all that this community offers.

MLS 22018237
Michelle McQuillan

\$1,625,000
843.814.4201





FROM THE BLOG

WILLIAM MEANS GUIDE TO CHARLESTON'S BEACHES

“Summertime and the livin’s easy,” so why not sit back and relax along the shore?

We’re lucky enough to live in the Holy City filled with historic character and world-renowned restaurants, but to have the opportunity to spend our free time at local beaches is what really makes Charleston so special. With several nearby beaches to choose from, it can be hard to decide which one to visit. Follow our guide to what makes each Charleston beach unique.

Sullivan’s Island. Tucked between Isle of Palms and the Charleston Harbor, Sullivan’s Island has maintained a small-town feel and serves as a serene getaway for many as life moves at a slower and more relaxing pace. The simple pleasures that make this special place unique are its wide beaches, views of the iconic Sullivan’s Island lighthouse and Fort Sumter, as well as intrepid kiteboarders sailing over and around the waves. After you spend a relaxing day on the beach, dine al fresco at one of the many delicious restaurants on Middle Street.

Isle of Palms. With six miles of sandy white beaches, the Isle of Palms is a unique barrier island on the coast of South Carolina, less than twenty miles from downtown Charleston. Well known for its Wild Dunes Resort and world famous golf course, Isle of Palms is the ideal combination of residential streets and resort-style living. If you’re not spending the day at the beach, there are many other recreational activities to enjoy. Ride through the many bike paths throughout the island, visit the Oceanfront County Park or enjoy the many delicious restaurants and shops.

Folly Beach. The closest beach to downtown Charleston, Folly Beach is fondly referred to by the locals as the “Edge of America.” From painted sunrises to sunsets, good food and expansive beaches you will discover the beauty and diversity of this charming island town. Grab your surfboard and head for the pier or The Washout, Folly’s two most popular surf spots.

Kiawah Island. This breathtaking barrier island engulfs you in natural beauty from its pristine beaches, preserved maritime forests, marshes and an abundance of shore birds and wildlife. The ten-mile stretch of shoreline ranks amongst the best in the world, earning prestigious awards and honors, year after year. Unwind and relax in a beautiful natural setting and enjoy Kiawah Island Resort’s award-winning golf courses, biking, tennis and nature trails.

Seabrook Island. Just south of Kiawah Island, Seabrook Island is a private residential beachfront community that offers an escape from the busyness of everyday life. From horseback riding along the shore to waterfront dining, to relaxing on the beach, visitors and residents enjoy the peaceful atmosphere of this charming island community.

Read the full article at charlestonrealestate.com.



CHRISTIE'S SPOTLIGHT: SAVANNAH, GEORGIA

Seabolt Real Estate

With its stunning canopy of live oaks, historic architecture and picturesque squares and parks, Savannah, Georgia stands apart as one of America's most beautiful cities. Originally founded in 1733 by General James Edward Oglethorpe as England's thirteenth colony, Savannah is an ideal place to call home, offering easy access to award-winning dining, incredible shopping, exhilarating live music and dazzling natural beauty.

Savannah continues to earn accolades for its quality of life. Recently, the city has been honored by Travel + Leisure as one of the Best Cities for Food in the U.S., by Southern Living as one of the South's Best Cities and by Conde Nast Traveler as one of the Best Places to Retire in the U.S.

Buyers from across the country and around the world are falling in love with the city's historic character, stunning architecture and waterfront majesty. Acclaimed restaurants like The Olde Pink House, The Grey, Husk, Local 11Ten and Collins Quarter and buzz-worthy luxury hotels like Perry Lane, Drayton Hotel and JW Marriott Savannah Plant Riverside District are attracting national attention. Home to the internationally acclaimed Savannah College of Art and Design, Savannah also has one of the nation's most vibrant art scenes.

In addition, General James Edward Oglethorpe's innovative city plan – which is incredibly livable and pedestrian-friendly – continues to appeal to a broad demographic who live, work and play in downtown Savannah. Oglethorpe's city plan, which features a stunning network of squares and trust lots, was originally developed in the 18th century, but has a timeless charm that appeals to 21st-century residents.

Today, Savannah offers a wide range of properties to suit every lifestyle, including elegant antebellum homes in the city's National Historic Landmark District, charming

Victorian residences in the trendy Starland District, brick cottages in Ardsley Park, waterfront homes on the islands and much more.

SEABOLT REAL ESTATE

Founded in 2006 by broker Elaine Seabolt, Seabolt Real Estate has earned a reputation as Savannah's premier luxury real estate firm and serves as the exclusive coastal Georgia affiliate for Christie's International Real Estate. Specializing in the sale of residential and commercial properties, Seabolt Real Estate is the only residential brokerage firm in Savannah offering five internationally recognized and renowned exclusive luxury real estate affiliations.

QUICK FACTS

- Savannah's National Historic Landmark District features 22 public squares.
- Savannah is also known as the Hostess City.
- The Savannah Hilton Head International Airport offers 37 nonstop destinations, including New York, Boston, Chicago and Nashville.
- Forrest Gump, Midnight in the Garden of Good and Evil, The Peanut Butter Falcon, Disney's Lady and the Tramp, The Birth of a Nation, The Last Song, The Legend of Bagger Vance and many more movies and television shows have been filmed in Savannah.

SEABOLT REAL ESTATE

24 E. Oglethorpe Avenue | Savannah, GA
912.233.6609 | seaboltrealestate.com





120 WEST JONES STREET

7 BR | 5 BA | 7,740 SF | National Historic Landmark District

MLS 266002

\$4,750,000

Staci Donegan

912.247.2052



18 WEST TAYLOR STREET

4 BR | 3.5 BA | 3,656 SF | National Historic Landmark District

MLS 266215

\$4,250,000

Staci Donegan

912.247.2052

Ruthie Seese

912.272.1690



215 WEST DUFFY STREET

3 BR | 2 BA | 1,880 SF | Victorian District

MLS 270072

\$698,000

b. moody group

912.844.4663



9 AUTUMN LEAVES COURT

4 BR | 2 BA | 2,518 SF | Whitmarsh Island

MLS 271610

\$550,000

Victory Team

912.604.8548



EXQUISITE MOUNT PLEASANT PROPERTY FETCHES \$5.75 MILLION

345 Coinbow Drive

5 BR | 5.5 BA | 6,477 SF | Hobcaw Point | Sold by Farrah Follmann

We are happy to announce the sale of 345 Coinbow Drive, the second highest sale in Mount Pleasant this year! Designed by architect Neal Van Dalen, this stunning property features water views spanning 180 degrees and a saltwater pool creating an ideal outdoor sanctuary. Boasting more than 6,000 square feet, its spacious floor plan flows beautifully for everyday living and entertaining. 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



CHRISTIE'S
INTERNATIONAL REAL ESTATE

NOTEWORTHY COMPANY SALES



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



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



MOUNT PLEASANT
750 3rd Street
Sold - \$5,000,000



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



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



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



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



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



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



SOUTH OF BROAD
16 Murray Boulevard
Sold - \$2,440,000



MOUNT PLEASANT
302 Bank Street
Sold - \$2,300,000



MOUNT PLEASANT
27 Perseverance Street
Sold - \$2,050,000

RECENT SUCCESSES

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



FROM THE BLOG

THE IMPACT OF GLOBAL ISSUES ON REAL ESTATE

William Means Sales Director, Drew Grossklaus, unpacks the Charleston market

Over the last year and a half, it is no secret that the real estate market across the country has set a record pace. Stranger yet is that this occurred amidst a global pandemic. While the housing market trended the opposite of what we would normally see during a world event, we are now encountering new factors having a negative effect. The two greatest factors currently cooling off the white-hot housing market are the war in the Ukraine and inflation. They have both created many changes in our daily lives. By and large, we have seen that Charleston has not been immune to the national housing cool down.

Many of the questions I have received over the last month are regarding the retraction in the Charleston housing market. The first that I typically answer is “have we seen a slowdown?” The answer is yes, but more importantly to what extent. We have seen a slowdown, but it has not stopped homes from receiving contracts even though they are not being submitted in the same frenzied way as we have previously seen.

Just a few months ago, many homes were receiving multiple written offers the same day as they were listed. When that much demand occurs, buyers go to many different lengths to make their offer win out over others. We were consistently seeing sellers being offered more money than they were asking, inspections and appraisals being waived, cash offers with quick closings and allowing the sellers to remain in the home for an extended period. Often a “typical” buyer who was looking near the top of their price range and required financing that was dependent upon appraisal were missing out on multiple homes due to other offers. You can imagine when demand is that high and inventory that low, prices get inflated especially for highly

desirable locations and homes. Right now, the slowdown we are seeing is not a total stop in contracts, but a more normalized amount of time on the market with one contract being presented and negotiated. We are also seeing price reductions of homes that started with higher list prices that would have been difficult to justify. In some ways, our housing market is normalizing.

While the future is not clear, there are still some assumptions that can be made moving forward. One of the biggest questions will be what happens to inflation over the next six months. If the federal rate hikes continue, will it have the response to help curve inflation? An added factor to this will be what happens with the war and how it not only effects the United States but the rest of the world. Since we are now so tied together globally, if inflation comes down and the war comes to an end there could be many positives for Charleston housing.

While the supply remains low, our demand is still high. In the real estate frenzy, many people lost out on offers and are still in the market to buy a home. While those buyers will deal with higher interest rates, they will also encounter more reasonable prices and less competition. Sellers will still be in a position that their home value, while possibly not as high as the last year and half, will still be higher in comparison to when they purchased.

Our agents continually monitor world and national events to constantly keep our clients as informed as possible. If you have questions or concerns about buying or selling a home in Charleston, our team is always here to help and guide you.

—Drew Grossklaus, Sales Director/BIC East Cooper

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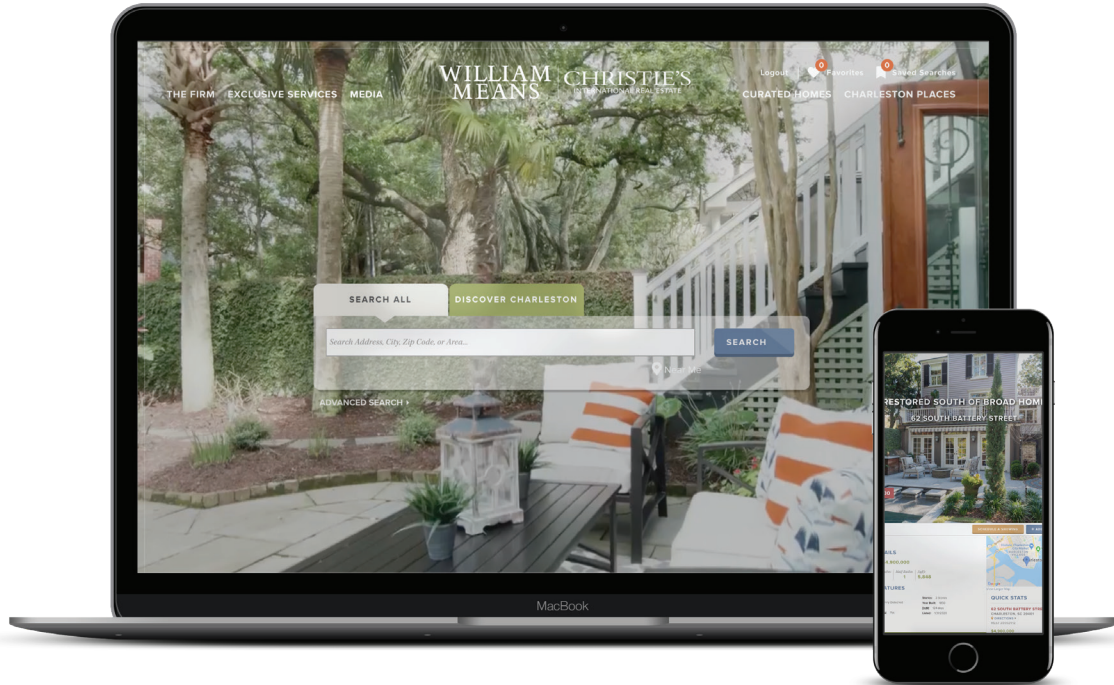
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- Know at-a-glance if a property is just listed, under contract or recently reduced

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



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