

WILLIAM MEANS REAL ESTATE

LUXURY INSIDER

FALL 2019



CHRISTIE'S
INTERNATIONAL REAL ESTATE



A GREAT home deserves...

A GREAT home deserves a GREAT website. Last month, we launched our updated website at charlestonrealestate.com. Continue reading through our Fall issue of the LUXURY INSIDER to discover how these new website features will elevate your property's appeal and give potential buyers more of what they want, with one goal in mind - to get your home sold. Be among the first to take advantage of our dynamic premium listings, innovative marketing programs and deep market expertise. Come explore our updated website and let William Means show you what we can do for you - and your property.

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.

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.



50
Countries

1,000
Offices

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



Q3 MARKET REPORT

The third quarter produced expected results of a number of sold luxury homes. However, the number of contingent listings showed a trend of improvement. In the luxury market, the second quarter predicted closings would be down for the third quarter. While they were down there was a slight bump towards the end. The good news is the third quarter contingent homes are up across the board, showing signs that things will finish strong in 2019.

The stats show the demand for Charleston real estate remains strong even through times seen in the world and nationally. The third quarter has also seen prices come down to levels that buyers are now willing to pay. It looks like this trend will continue on to the end of the year. If sellers price their home properly, there are buyers looking to buy.

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

ISLE OF PALMS 37 Sold 17 Contingent	SULLIVAN'S ISLAND 17 Sold 8 Contingent	MOUNT PLEASANT 743 Sold 436 Contingent	DANIEL ISLAND 95 Sold 61 Contingent
DOWNTOWN 138 Sold 72 Contingent	WEST ASHLEY 500 Sold 274 Contingent	JAMES ISLAND 254 Sold 142 Contingent	JOHNS ISLAND 200 Sold 93 Contingent
WADMALAW ISLAND 4 Sold 3 Contingent	KIAWAH ISLAND 21 Sold 12 Contingent	SEABROOK ISLAND 63 Sold 35 Contingent	



FROM THE BLOG

WILLAM MEANS LAUNCHES UPDATED WEBSITE

A New Homepage, Premium Listings & Exclusive Features

We are excited to announce the launch of our updated website at charlestonrealestate.com. Our site continues to be on the forefront of technology with a new homepage, dynamic premium listings, interactive maps, and features that buyers and sellers will not find elsewhere.

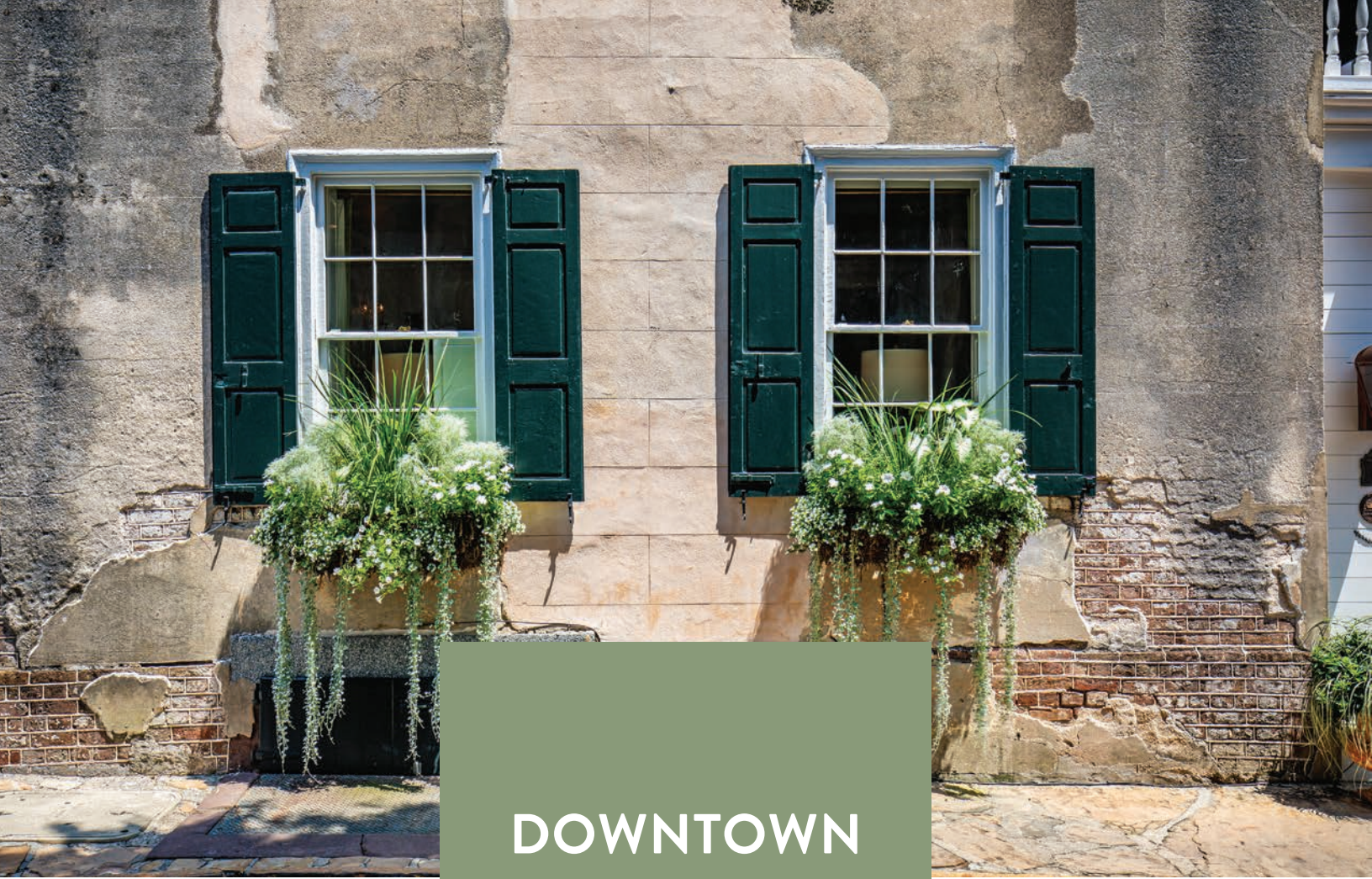
Our updated site highlights the appeal of new and available properties, giving potential buyers more details, photos, and videos. Our focus is on one goal... to sell homes. In addition, the site is faster, easier to use, and filled with exclusive content for users with an interest in Charleston area real estate.

“Since the original launch of our new website design in 2015, we have continued to innovate and explore opportunities that allow us to be one of the top real estate websites in Charleston,” said Helen Geer, President and Broker-in-Charge. “The incredible new updates to charlestonrealestate.com embody not only a beautiful design but also the newest technology. We give buyers all they need to find their perfect Charleston home while simultaneously showcasing our sellers’ one-of-a-kind properties. It’s the best of both worlds for buyers and sellers in Charleston.”

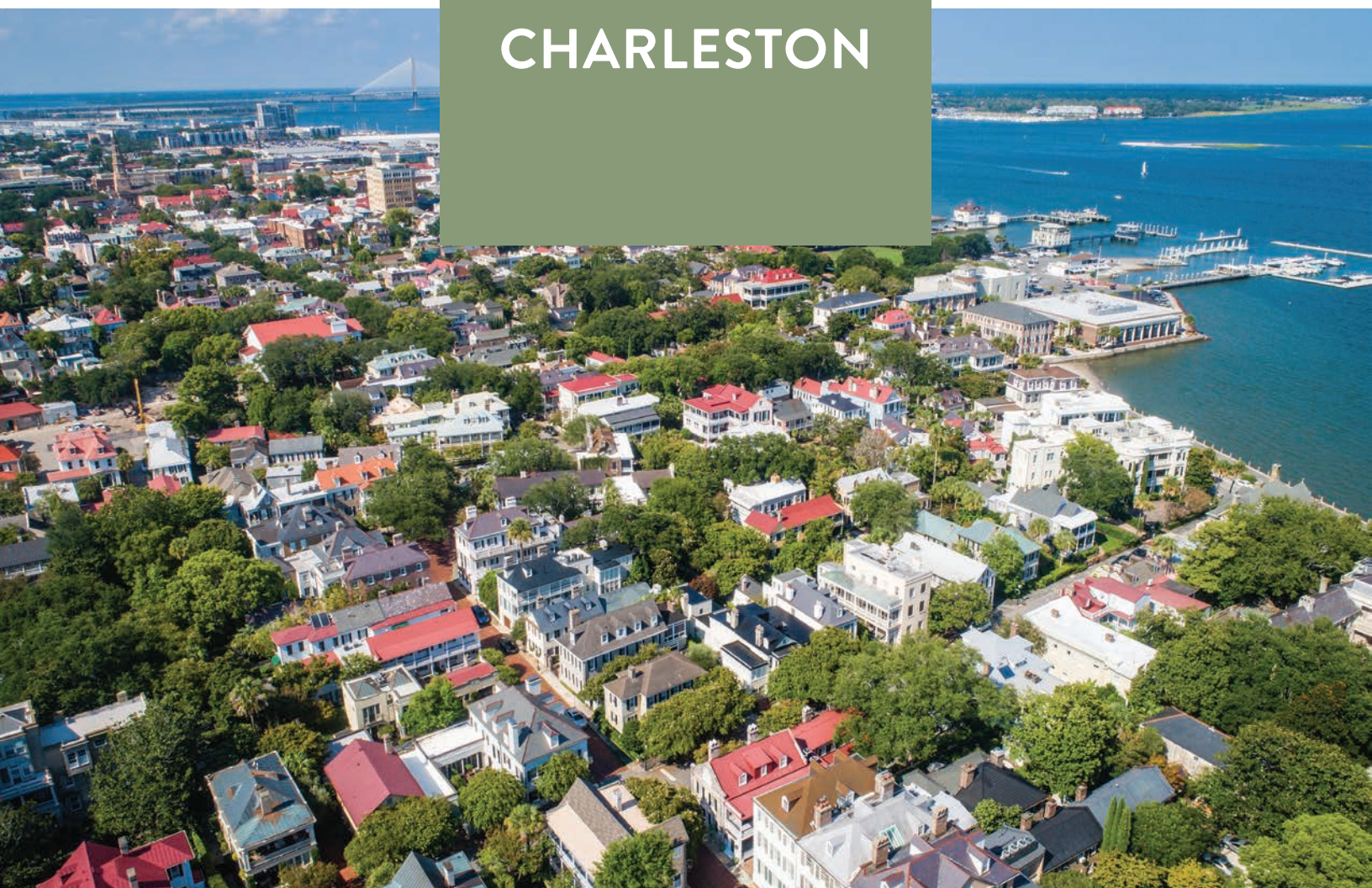
New features on charlestonrealestate.com include:

- Mega navigation with advanced design, tailored to the user experience.
- Custom homepage videos offering a sneak peek into luxury properties and popular neighborhoods.
- Enhanced premium listings designed to showcase homes for sale with featured highlights, press, and videos.
- Easy navigation of open houses, historic homes, waterfront properties, and more with custom property tags.
- Registration to receive saved searches direct to a user’s inbox, plus a review of favorite properties.
- Real time listing updates including price changes, sales, and contracts as soon as they happen.
- Personal service with an opportunity to connect with a knowledgeable real estate agent.

Read the full article and explore the updated site at charlestonrealestate.com.



DOWNTOWN
CHARLESTON





GEORGIAN REVIVAL-STYLE HOME

135 South Battery

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

Set back from the street under the canopy of a gorgeous live oak, this brick Georgian Revival-style home situated on a double lot radiates classic Southern charm and boasts impeccable finishes. The first floor offers excellent flow between the living spaces. Stepping into the gourmet kitchen through vintage French doors, you'll find this space is truly a chef's dream. Features include a large center island, stunning cabinetry, Calcutta Gold hand-honed marble countertops and high-end appliances. Accessible from several first-floor rooms, the landscaped backyard is truly an oasis. A sizable bluestone patio, pergola, fountain, and grill area are perfect for outdoor entertaining. This move-in ready home with exquisite finishes on such an expansive lot is a rare find South of Broad.

MLS 19025972

Helen Geer

\$3,650,000

843.224.7767





PRESERVED ANTEBELLUM MANSION

31 East Battery

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

MLS 18020937

Lyles Geer

\$6,495,000

843.793.9800



THE JAMES WATT HOUSE

26 Church Street

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

MLS 19024748

Lyles Geer

\$4,190,000

843.793.9800



THE CATHERINE JENKINS HOUSE

21 Lamboll Street

4 BR | 4.5 BA | 4,495 SF | South of Broad

MLS 17028686

Helen Geer

\$2,300,000

843.224.7767



THE THOMAS BANNISTER SEABROOK HOUSE

104 Rutledge Avenue

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

MLS 19003559

Helen Geer

\$1,995,000

843.224.7767

DOWNTOWN CHARLESTON

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



EXQUISITE 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



BRICK HOME WITH GARDEN

3 Legare Street

4 BR | 3.5 BA | 3,500 SF | South of Broad

MLS 19013206

Kalyn Smythe

\$1,795,000

843.708.3353



MASTERFULLY BUILT TOWNHOUSE

36 Elliott Street

4 BR | 3.5 BA | 2,862 SF | South of Broad

MLS 19014945

Lyles Geer

\$1,595,000

843.793.9800



UPGRADED HISTORIC HOME WITH GARDEN

65 Bull Street

2 BR | 2.5 BA | 2,448 SF | Harleston Village

MLS 19025831

Lyles Geer

\$1,590,000

843.793.9800

DOWNTOWN CHARLESTON

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



RESTORED CHARLESTON SINGLE HOME

143 Queen Street

3 BR | 2.5 BA | 2,400 SF | Harleston Village

MLS 19007651

Helen Geer

\$1,390,000

843.224.7767



UPDATED BRICK TOWNHOME

4 Maiden Lane

3 BR | 2.5 BA | 2,920 SF | Ansonborough

MLS 19010700

Leize Gaillard

Kalyn Smythe

\$1,185,000

843.696.5934

843.708.3353



CHARMING 1930'S HOME

55 1/2 Legare Street

3 BR | 2.5 BA | 1,718 SF | South of Broad

MLS 19005601

Mary Cutler

\$1,075,000

843.343.4858



FULLY UPDATED IN WAGENER TERRACE

1012 Ashley Avenue

5 BR | 4.5 BA | 3,582 SF | Wagener Terrace

MLS 19026491

Leize Gaillard

\$1,050,000

843.696.5934

DOWNTOWN CHARLESTON

Learn more at www.charlestonrealestate.com



CHRISTIE'S
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HOME OVERLOOKING HAMPTON PARK

694 Rutledge Avenue

3 BR | 2.5 BA | 2,076 SF | North Central

MLS 19026332

Harrison Gilchrist

\$975,000

843.209.4658



LUXURY CONDOMINIUM

4 Tradd Street

2 BR | 2 BA | 1,310 SF | South of Broad

MLS 18028434

Andy Jones

\$965,000

843.200.6400



RENOVATED HAMPTON PARK TERRACE HOME

204 Congress Street

3 BR | 3 BA | 2,085 SF | Hampton Park Terrace

MLS 19020893

Lyles Geer

\$865,000

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

\$845,000

843.793.9800

DOWNTOWN CHARLESTON

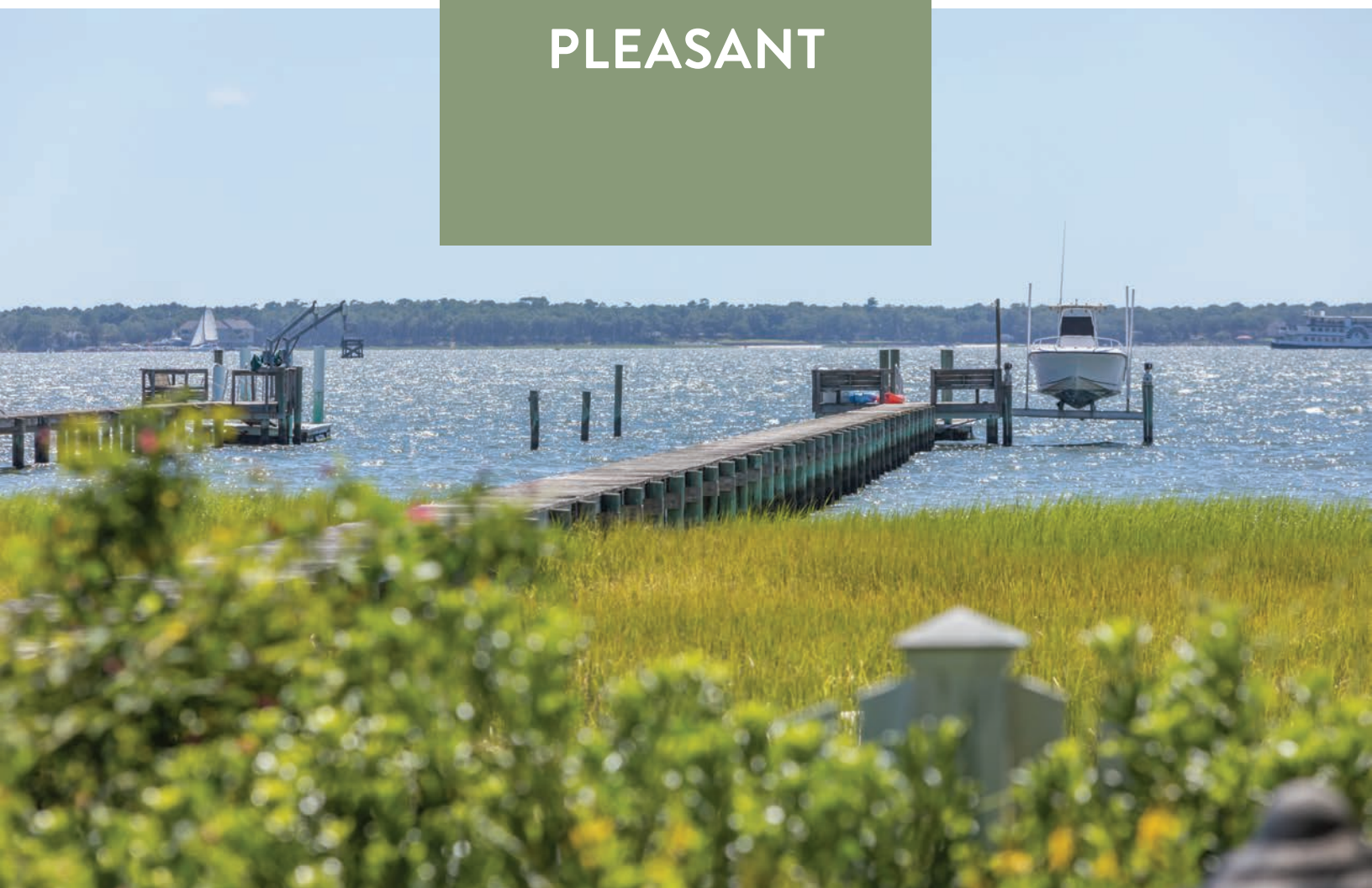
Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



MOUNT
PLEASANT





EUROPEAN-STYLE HOME

18 Joggling Street

5 BR | 4.5 BA | 4,238 SF | I'On

Designed by Neal Van Dalen, this stunning custom built home backs up to wetlands and is situated on a quiet cul-de-sac in the sought after neighborhood of I'On. Features of this two-story European home include parapet walls, private double porches and a detached two-car garage with finished room above, the perfect mother-in-law or nanny suite. The home offers stunning architectural features like curved walls and elaborate trim throughout. The formal dining room is detailed with chair railing and wainscoting and opens into the kitchen where you'll find a wet bar with ice maker, a large island and a walk-in pantry. Completely updated and meticulously maintained, this is the perfect home and is conveniently located only 10 minutes from downtown Charleston and 15 minutes to the beaches.

MLS 18025590
Michelle McQuillan

\$1,475,000
843.814.4201





CUSTOM DEEP-WATER HOME

202 McCants Drive
5 BR | 4.5 BA | 4,570 SF | Old Village

MLS 19004224
Ann Daughtridge

\$4,295,000
843.709.7719



MOUNT PLEASANT CHARMER

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

MLS 19023821
Michelle McQuillan

\$1,125,000
843.814.4201



STUNNING LAKEFRONT HOME

44 Rialto Road
4 BR | 4.5 BA | 2,778 SF | l'On

MLS 19022231
Bonnie Geer

\$1,034,999
843.870.0521



ONE-STORY HOME ON CORNER LOT

1003 Lansing Drive
4 BR | 3.5 BA | 3,000 SF | The Groves

MLS 19027169
Krystine Edwards

\$975,000
843.805.7895

MOUNT PLEASANT

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



FROM THE BLOG

WILLAM MEANS GUIDE TO THE OLD VILLAGE

Mount Pleasant's Most Sought-After Neighborhood

The Old Village is treasured by residents and visitors for its quiet streets lined with grand live oaks, a wonderful mix of historic and modern homes, and an array of upscale boutiques, shops, and eateries. Boasting water views and easy access to the Charleston Harbor along with convenience to parks and excellent schools, it's easy to see why the Old Village is one of Mount Pleasant's most coveted neighborhoods.

CLASSIC SOUTHERN HOMES

Stunning Southern architecture abounds in this historic neighborhood, though many homes have been beautifully and tastefully updated with modern features. Wide front porches, large windows, and light-filled interiors take advantage of the Charleston sunshine and harbor breezes and speak to the leisurely pace of life that residents enjoy in the Old Village.

SWEEPING WATER VIEWS

Bound by the Charleston Harbor to the south and Shem Creek to the west, the Old Village arguably has the best water views in Mount Pleasant with a panoramic view of the harbor, downtown Charleston peninsula, and Atlantic Ocean beyond. Homes on the harbor and Shem Creek enjoy continuous access to the water

from private docks making them the perfect place to call home for those who enjoy kayaking, paddle boarding and fishing.

EXCELLENT SCHOOLS

The Old Village is a sought-after location for families due to its close proximity to the area's best schools. Mount Pleasant Academy has been awarded a National Blue Ribbon of Excellence, and Moultrie Middle School was ranked as the top public school in the state.

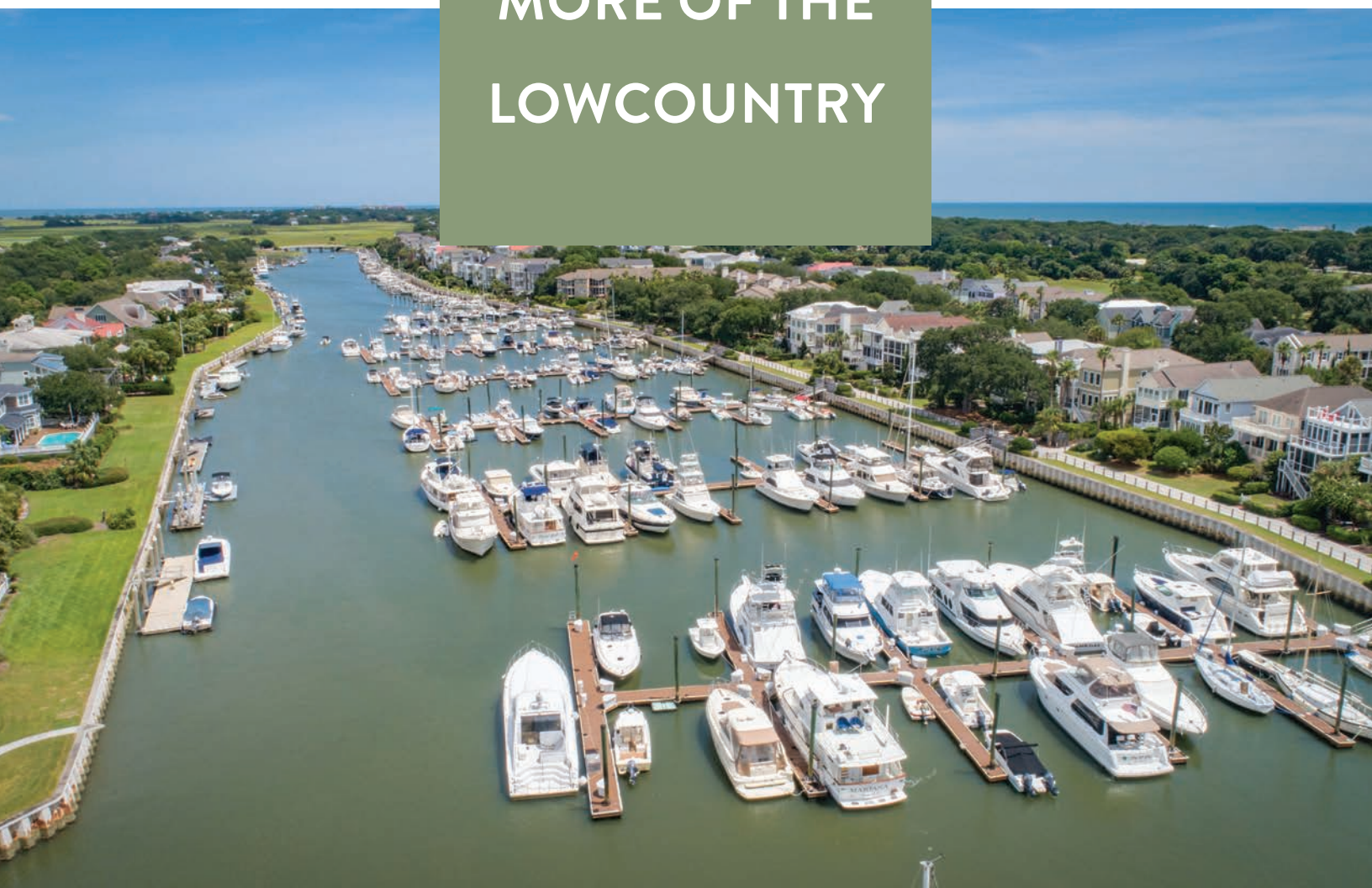
PARKS AND GREEN SPACES

Alhambra Hall (pictured above), previously used as a ferry terminal, now serves as a popular venue for weddings, events and outdoor activities with a spacious lawn, walking paths to the marsh, and a playground across the street. On the other side of the neighborhood, Pitt Street Bridge is another local favorite offering a greenway for walking and biking and numerous benches from which to enjoy views of the water and sunsets over the Charleston peninsula.

Read the full article at charlestonrealestate.com.



**EXPLORE
MORE OF THE
LOWCOUNTRY**





KIAWAH RIVER RETREAT

29 Rhetts Bluff Road

5 BR | 5/2 BA | 4,412 SF | Kiawah Island

Enjoy panoramic views of the Kiawah River from this beautiful Rhetts Bluff retreat. The main level features a family room with cozy gas fireplace and antique mantel, built-in bookcases and pecky cypress beams, and a dining room. The wonderful gourmet kitchen has limestone countertops and high-end appliances including Sub-Zero refrigerator, Fisher Paykel dishwashers, gas range, double ovens, wine fridge and icemaker. The outdoor space is perfect for entertaining and completes this beautiful property. A limestone porch with outdoor fireplace overlooks the hot tub, infinity pool and sitting area. This property also includes a deep water dock and boatlift. The Kiawah River is a boater's delight and perfect for kayaking, paddle boarding and fishing.

MLS 17000730

Sarah Vineyard

\$4,349,000

843.709.1167





HOOPSTICK ISLAND

2068 Hoopstick Island Road
156 AC | Johns Island

MLS 16020937
Lyles Geer

\$7,750,000
843.793.9800

Welcome to Hoopstick, a pristine private island retreat connected by a built causeway, just 20 minutes from downtown and Kiawah. With direct access to the Atlantic Ocean, the property encompasses approximately 1.3 miles of water frontage and is ideal for an individual or family seeking an incomparable private estate in the Lowcountry.



MID-CENTURY HOME IN THE CRESCENT

15 Johnson Road
5 BR | 4.5 BA | 5,300 SF | West Ashley

MLS 19027956
Jane Dowd

\$2,795,000
843.224.2788

This is 15 Johnson Road's first time on the market in more than twenty years! This mid-century brick home proudly sits on a large private, lakefront lot in the highly desirable Crescent neighborhood. Features five bedrooms, over 9' ceilings, wood floors throughout, numerous upgrades and a beautiful yard with pool.

LOWCOUNTRY LIVING

Learn more at www.charlestonrealestate.com



CHRISTIE'S
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PICTURESQUE ISLAND HOME

1952 Long Creek Road
3 BR | 4.5 BA | 4,385 SF | Wadmalaw Island

MLS 17020255
Helen Geer

\$1,625,000
843.224.7767



MOVE-IN READY WATERFRONT HOME

1564 Spinnaker Lane
4 BR | 3/2 BA | 4,659 SF | Ashley Harbor

MLS 17025318
Lyles Geer

\$1,275,000
843.793.9800



RENOVATED HOME IN WILD DUNES

36 Fairway Oaks Lane
4 BR | 3.5 BA | 3,784 SF | Isle of Palms

MLS 19008409
Krystine Edwards

\$1,150,000
843.805.7895



WEST ASHLEY DEEP-WATER HOME

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

MLS 19006247
Lyles Geer

\$950,000
843.793.9800



FROM THE BLOG

HOW TO MAXIMIZE YOUR OUTDOOR SPACE

Take Advantage of the Beautiful Fall Weather

The autumn season refreshes the Lowcountry with a long stretch of perfect mild weather following the heat of a long summer. The average temperature in Charleston is 76 degrees Fahrenheit, ideal for outdoor recreational activities and relaxing on piazzas and patios. To help you take full advantage of our amazing weather, explore our guide to maximize your outdoor space no matter what type of Charleston home you have.

WATERFRONT HOMES

If your home is on a marsh, river, or lake, your outdoor living space should be centered around the water views. Screened porches, decks or patios facing the water are ideal for year-round relaxing and entertaining. If the view of the water is obstructed by landscaping or brush, consider trimming it back to maximize your surroundings and stunning water views.

CHARLESTON SINGLE HOMES

Though Charleston Single-style homes don't always offer expansive yards, they make up for it with charming stacked piazzas that provide private spaces to relax and unwind with a cup of coffee or a great book. Create an inviting atmosphere with comfortable outdoor furniture, hanging baskets with bright flowers, and even artwork.

BEACHFRONT HOMES

Life on the beach invokes the ultimate feeling of leisure. Many beachfront homes feature a screened porch made for lounging after a day of enjoying the sun and surf. When outfitting your screened porch, consider incorporating materials like rattan, wood, and seagrass to reflect the beautiful natural setting – and a few bright pops of color for a care-free, coastal vibe.

CONDOMINIUMS AND TOWNHOMES

If you live in a condo or townhome, get the most out of your outdoor patio or deck by considering what would be most functional for you. For example, would you like to utilize your outdoor space mostly for relaxing, entertaining, or gardening? Answering this question will enable you to determine how to create the perfect outdoor space whether that means setting out a patio furniture set or planting container gardens.

By following these tips, you'll be on your way to creating the perfect outdoor space to enjoy nearly all year round.

Read the full article at charlestonrealestate.com.



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- 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 | 41 Broad Street | 843.577.6651
MOUNT PLEASANT | 159 Civitas Street, Suite 100 | 843.375.4800



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