

WILLIAM MEANS REAL ESTATE

LUXURY INSIDER

SPRING 2020



CHRISTIE'S
INTERNATIONAL REAL ESTATE



HOME HAS NEVER MEANT MORE.

During these unprecedented times, the well-being of our clients, employees, and the broader Charleston community is on the top of our minds. The real estate market is still seeing activity with homes being shown and contracts written, which we expect to continue as there will always be a need to buy and sell homes.

Our primary focus remains keeping our clients and agents safe, healthy and supported in the coming days and weeks. We appreciate your continued support and extend our hope that you and your families stay healthy and safe.

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.



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

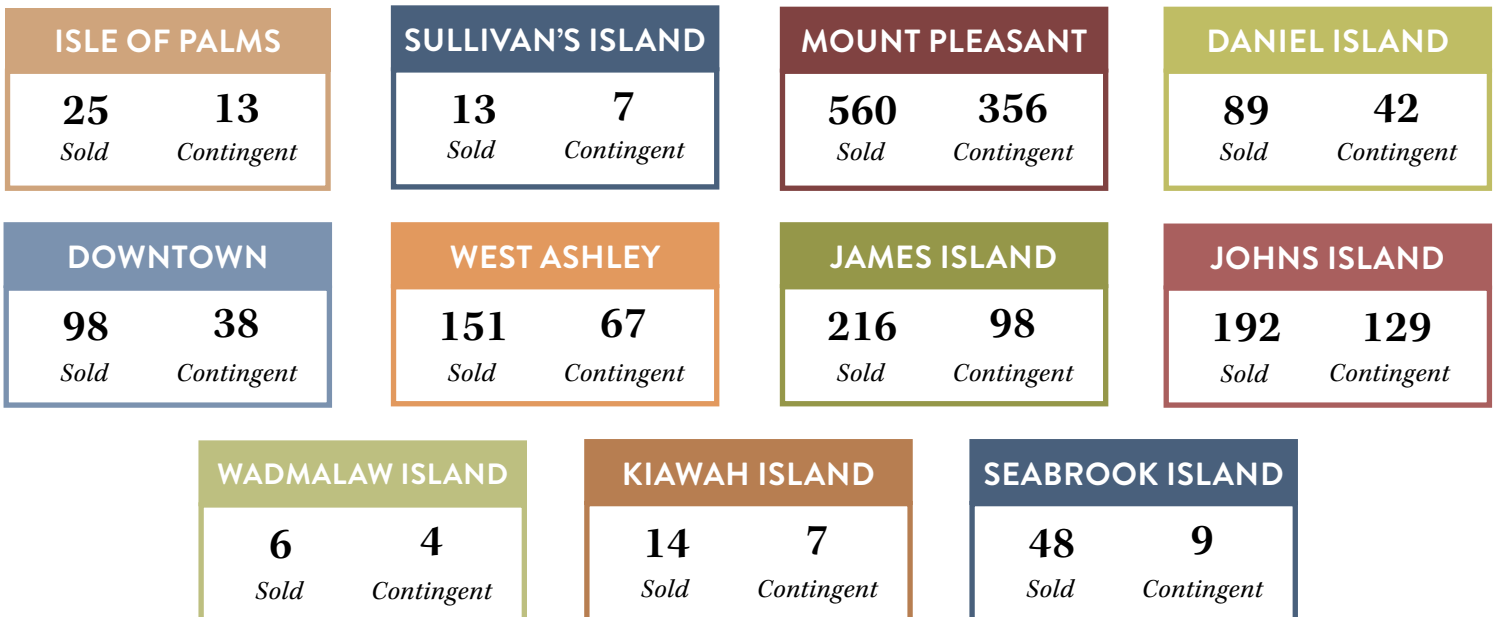


We are now in unprecedented times to say the least. While the mandatory quarantine began for South Carolina in the middle of March most 1st Quarter transactions had been completed or were still able to be completed. Across nearly every area, the 1st Quarter closings were up versus the same timeframe in 2019. It was looking to be a strong start for the real estate year in Charleston.

The 2nd Quarter will really show how much the COVID-19 virus will have affected the Charleston housing market. During the quarantine, real estate in South Carolina has still been deemed an essential business and contracts have still been written. There is no doubt the numbers will be down, but we will have to wait and see just how far down.

William Means Real Estate has remained diligent throughout this time to help our clients in any way possible. The knowledge of our agents shines through the most in times of the most uncertainty. No one has a crystal ball, but having an agent to decipher data and provide analysis along with guidance helps to justify decisions during this time.

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





FROM THE BLOG

WE ARE ALWAYS HERE TO HELP

Committed to serving our clients & community

FINDING NEW WAYS TO SERVE

With information moving quickly, we think it's important to keep you informed of the measures we're taking to ensure the health of our clients and agents.

Our team is always here to help answer any questions or concerns you may have during this time. In observance of social distancing and the recent city ordinance, our staff is currently working remotely to help keep everyone safe.

OUR AGENTS ARE READY

- We are available to answer your questions, show homes, negotiate contracts and close deals.
- Agents are offering virtual home tours and clients can view property videos for our listings.
- Schedule a call with your agent to review properties one-on-one online- now that's service.
- We are offering personalized home valuations and digital listing presentations to prepare you for selling.
- Our top third party vendors are available to photograph homes to get them ready for the market.

WE'RE AVAILABLE ONLINE 24/7 AT CHARLESTONREALESTATE.COM

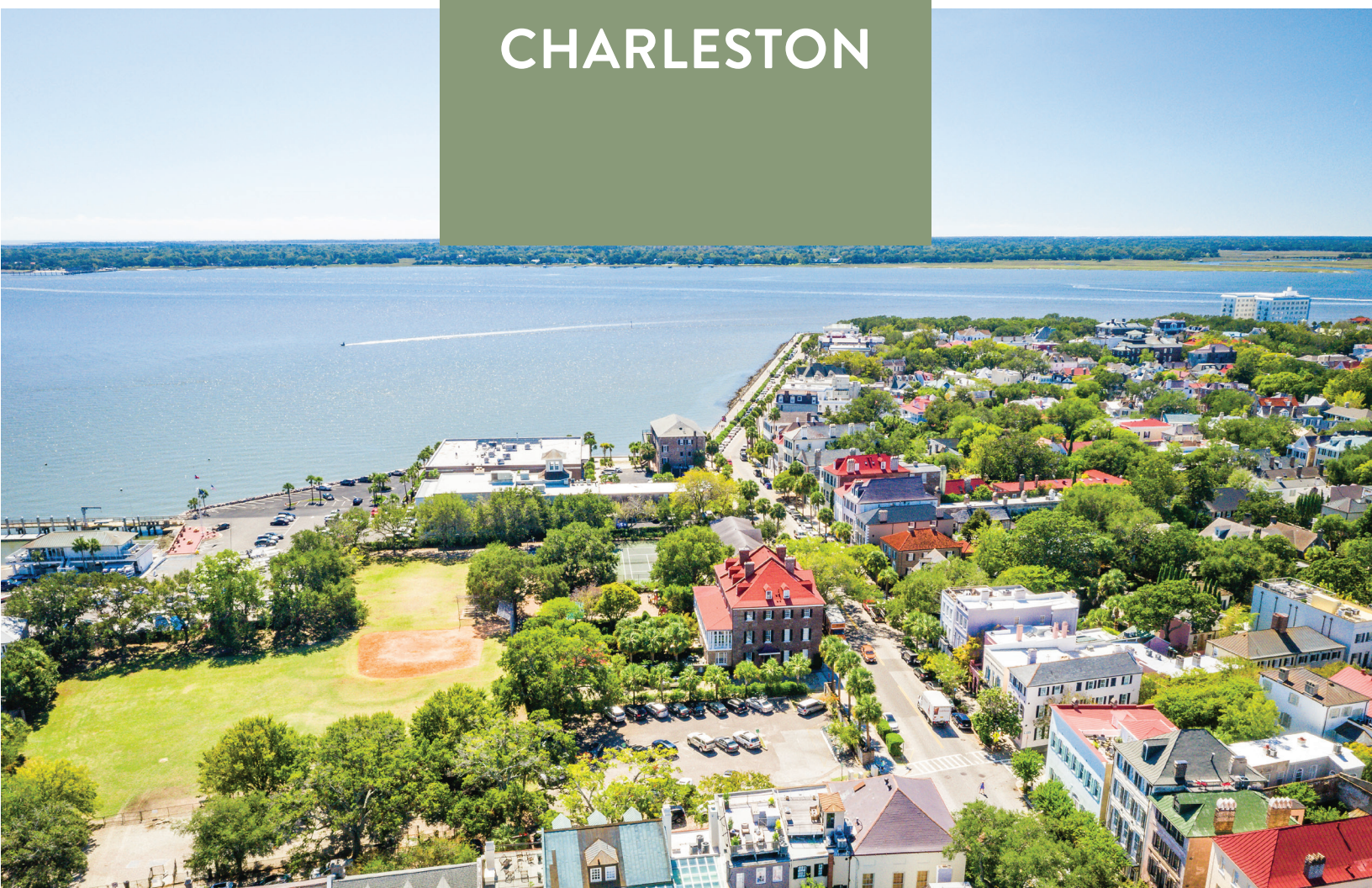
- Digital access to all listings in the Charleston MLS
- Real time updates including price changes, sales and contracts
- Home video tours of Charleston's most exclusive luxury properties
- Informative area guides and neighborhood video tours
- Option to save searches and revisit favorite homes
- Follow us on social media for the most up-to-date real estate news and luxury homes.

William Means Real Estate is steadfast in our commitment to serve our clients and the Charleston community during these unprecedented times. Our thoughts and prayers are with everyone impacted by COVID-19 and to all of those working hard to keep us safe.

Read the full article at charlestonrealestate.com.



DOWNTOWN
CHARLESTON





EXQUISITE SOUTH OF BROAD HOME

62 South Battery

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

Built in 1850, this downtown Charleston home has been impeccably restored while maintaining its historic charm. Interior highlights include beautiful millwork, fireplaces, pocket doors, travertine floors on the first floor and antique heart pine floors on the second. The expansive chef's kitchen is a dream for entertaining with a sitting area, large island, premium appliances and outdoor access. Behind period brick and stucco walls, the private grounds are a true oasis with a saltwater swimming pool, terrace with firepit, Lynx professional grill and garden designed by Glen Gardner. Other standout features include an elevator, security system, a 60 amp generator, irrigation and mosquito systems, and parking for three cars.

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



TOWNHOME WITH PRIVATE ROOFTOP DECK

18 S Adgers Wharf

3 BR | 3.5 BA | 2,740 SF | South of Broad

MLS 19030491

Harrison Gilchrist

\$2,150,000

843.209.4658



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

ELEGANT TOWNHOME WITH GARDEN

59 1/2 South Battery
3 BR | 2.5 BA | 1,980 SF | South of Broad

MLS 20000707
Helen Geer

\$1,550,000
843.224.7767



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

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

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

\$950,000

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



RENOVATED UPPER PENINSULA HOME

151 Congress Street

4 BR | 2.5 BA | 2,550 SF | North Central

MLS 20006285

Leize Gaillard

\$799,000

843.696.5934



FITZSIMONS TOWNHOUSE

2 1/2 Colonial Street

3 BR | 2.5 BA | 1,810 SF | South of Broad

MLS 20001497

Beverly Burris

\$799,000

843.343.1791



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



CHIC & SOPHISTICATED CONDO

3 Chisolm Street unit 106

1 BR | 1.5 BA | 1,249 SF | South of Broad

MLS 19018698

Georgia Bell

\$769,000
843.568.1601



MOUNT
PLEASANT





GORGEOUS MOUNT PLEASANT HOME

424 Greenwich Street

4 BR | 3.5 BA | 3,959 SF | Old Village

Welcome to this rare mini estate in the heart of the Old Village. Situated on almost an acre of land, there are limitless opportunities for a potential new owner. This one level home has gracious sized rooms and an amazing floor plan, allowing for wonderful family gatherings and parties. A huge front porch spans the entire front of the home creating an outdoor living space perfect for year-round Lowcountry living. This well landscaped property also features a beautiful saltwater pool, a basketball court and an outdoor living area with a brick fireplace. 424 Greenwich Street is located within minutes of the Old Pitt Street Bridge and a short drive from Sullivan's Island and downtown Charleston.

MLS 20003348

Paula Yorke & Etta Connolly

\$2,085,000

704.345.7474





GRAND CUSTOM-BUILT HOME

122 W Shipyard Road
5 BR | 5/3 BA | 7,813 SF | I'On

MLS 20008259
Martha Freshley

\$1,675,000
843.297.7530



CLASSIC LOWCOUNTRY CHARMER

28 Perseverance Street
4 BR | 3.5 BA | 3,148 SF | I'On

MLS 20009321
Sarah Vineyard

\$1,319,500
843.709.1167



METICULOUSLY MAINTAINED HOME

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

MLS 20006310
Michelle McQuillan

\$1,200,000
843.814.4201



MARSH FRONT BEAUTY

368 Bridgetown Pass
4 BR | 4.5 BA | 3,701 SF | Hibben at Belle Hall

MLS 20009599
Will Dammeyer

\$1,175,000
843.670.6747

MOUNT PLEASANT

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



MOUNT PLEASANT CHARMER

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

MLS 19023821
Michelle McQuillan

\$1,025,000
843.814.4201



STUNNING LAKEFRONT HOME

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

MLS 19022231
Bonnie Geer

\$979,000
843.870.0521



RENOVATED I'ON HOME

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

MLS 20008819
Michelle McQuillan

\$795,000
843.814.4201

MOUNT PLEASANT

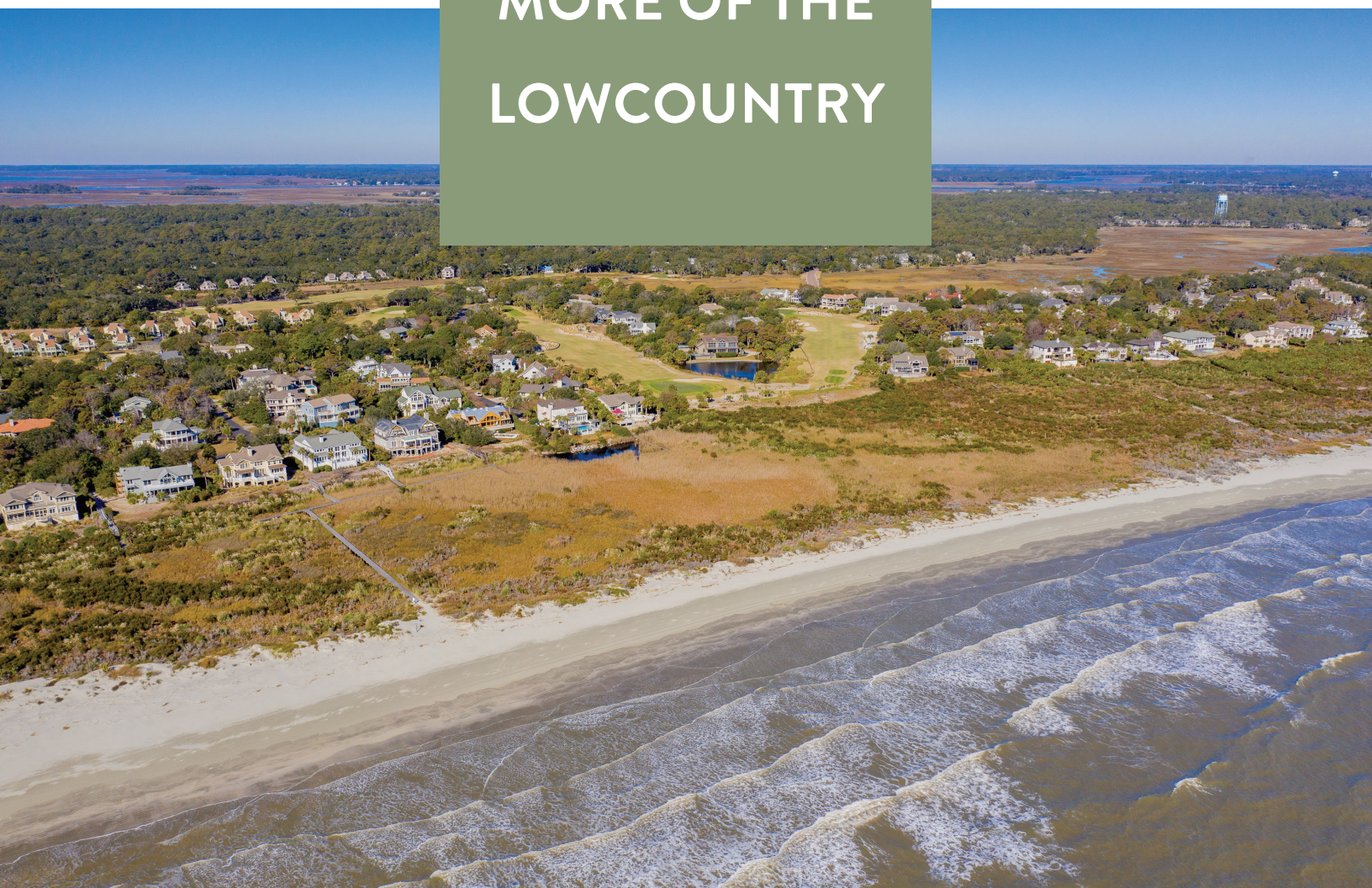
Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



EXPLORE
MORE OF THE
LOWCOUNTRY





MID-CENTURY HOME IN THE CRESCENT

15 Johnson Road

5 BR | 4.5 BA | 5,300 SF | West Ashley

Welcome to The Crescent, one of Charleston's most desirable neighborhoods. This community provides convenient access to downtown Charleston, proximity to shopping, beaches, Country Club of Charleston and Porter Gaud School. Set on a spacious lakefront lot, this beautiful five bedroom home truly has it all. With formal living and dining spaces, a stunning renovated kitchen, family room, and downstairs master, it offers an ideal livable floor plan. The lush backyard features beautiful lake views and a swimming pool.

MLS 20000729

Jane Dowd

\$2,795,000

843.224.2788





HOOPSTICK ISLAND

2068 Hoopstick Island Road
156 AC | Johns Island

MLS 16020937
Lyles Geer

\$7,750,000
843.793.9800



KIAWAH ISLAND RETREAT

29 Rhett's Bluff Road
5 BR | 5/2 BA | 4,412 SF | Kiawah Island

MLS 17000730
Sarah Vineyard

\$4,349,000
843.709.1167



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

LOWCOUNTRY LIVING

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



FROM THE BLOG

HOME ORGANIZATION TIPS

There is no time like the present for spring cleaning

The spring season is upon us and in addition to throwing the windows open, switching out heavy quilts for lighter bedding, and sprucing up landscaping, spring is a great time to revamp your home organization system from the pantry to your home office. Follow these tips and tricks to get your home organized from top to bottom.

SET S.M.A.R.T GOALS

Home organization doesn't happen overnight. Perhaps you have heard of the concept of S.M.A.R.T goals. Goals that are Specific, Measurable, Achievable, Relevant and Time-bound are much more likely to be accomplished than unrealistic goals. For example, if you need to clean out your home office, your S.M.A.R.T goal could be: "I will file or discard all documents in my home office by April 1st."

VISIBILITY AND ACCESSIBILITY

Save valuable time and space by identifying which items you use the most and store them in a place where they can be quickly reached. For example, if you have a go-to group of spices that you use for cooking, consider moving them from your crowded spice rack to an attractive container on the countertop.

ELIMINATE CLUTTER

Especially if you are considering selling your home this spring, it's important to reduce clutter and items that are no longer useful to you. Some people swear by the KonMari method, a system of home organization created by organizing consultant Marie Kondo that involves getting rid of items that do not bring joy into your life. Another good rule of thumb is the "two-year" rule – if it hasn't been touched in two years, it's time to donate or discard it.

UTILIZE WALL SPACE

Vertical space is underutilized in many homes. Use your wall space to hang filing systems and open shelving, and take advantage of corner spaces with specially designed bookcases. Try it out in a child's room, living spaces, or a home office.

TACKLE ONE SPACE AT A TIME

Organization can feel overwhelming, so minimize your stress by organizing just one area of your home at a time. After you successfully revamp one space completely, you'll feel more motivated to start another than if you have several organization projects going at once.

Read the full article at charlestonrealestate.com.



EXCLUSIVE ACCESS STARTS HERE.

Register online at www.charlestonrealestate.com and enjoy unlimited access to the Charleston area's most exclusive properties.

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



CHRISTIE'S
INTERNATIONAL REAL ESTATE