

WILLIAM MEANS REAL ESTATE

LUXURY INSIDER

FALL 2020



CHRISTIE'S
INTERNATIONAL REAL ESTATE



A NEW SEASON.

The Fall season has arrived in Charleston. With the year nearing to a close, we finally have time to reflect on what has been truly a tremendous year for real estate in Charleston. Even more incredibly, it is not over!

During this unprecedented time nationally and globally, it is a true testament to our strong team of agents that we are continuing to represent the sales of luxury properties. It has been a privilege to work with our clients to assist them in the sale and purchase of their Lowcountry homes. I feel incredibly fortunate that we anticipate continued success in the local market as we look ahead to the rest of the year.

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.

Heleen 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

940
Offices

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

All data as of December 31, 2019

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www.charlestonrealestate.com



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Q3 MARKET REPORT

The third quarter reflected the extraordinary number of second quarter contracts as they became home closings. Every area of Charleston had more closings in the third quarter than the first quarter, second quarter and third quarter of 2019. The amazing sales trend was truly astounding and broke records as quarantine and “Stay at Home” orders eased.

The number of under contract homes for the third quarter have rescinded versus the record numbers of the second quarter. A few factors contributed to this. Inventory continues to be extremely low versus demand. South Carolina also saw a rise in infection numbers in the third quarter which lessened travel to our area. The third quarter is also commonly a slower time for real estate as it is the hottest time of the year and school begins. The number of contracts in the third quarter of Presidential Election years also tend to wane as buyers wait to see election results.

While the number of contracts is lower versus the second quarter, they are still strong considering everything that has occurred in 2020. Demand continues to be high as more people are looking to Charleston as the place they want to live. We see no sign of this demand slowing in the final months of the year.

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

ISLE OF PALMS 66 Sold 22 Contingent	SULLIVAN'S ISLAND 16 Sold 8 Contingent	MOUNT PLEASANT 990 Sold 281 Contingent	DANIEL ISLAND 160 Sold 57 Contingent
DOWNTOWN 119 Sold 37 Contingent	WEST ASHLEY 224 Sold 84 Contingent	JAMES ISLAND 294 Sold 84 Contingent	JOHNS ISLAND 295 Sold 76 Contingent
WADMALAW ISLAND 13 Sold 4 Contingent	KIAWAH ISLAND 76 Sold 28 Contingent	SEABROOK ISLAND 117 Sold 37 Contingent	



FROM THE BLOG

8 THINGS TO DO IN CHARLESTON THIS FALL

Take full advantage of the autumn season's beautiful weather

After a long hot summer, the beautiful Fall season is welcomed with open arms by Lowcountry residents. Cooler weather provides the perfect opportunity to enjoy more of your favorite activities with friends and family. Whether you're a local or just visiting, follow these tips to make the most of the Fall season in Charleston.

Go on a Walking Tour. The autumn season offers ideal weather for walking tours, where a guide leads you through historic downtown Charleston's picturesque streets punctuated by stunning gardens, wrought-iron gates and unique historic architecture.

Explore the Lowcountry's Waterways. Beautiful waterways and serene marshes are among the Lowcountry's most beloved features. Fall is the perfect time to explore Charleston's waters on a kayak or paddleboard, and there are a variety of rental services available around Charleston.

Take in Views from the Ravenel Bridge. Spanning the Cooper River from the Downtown Charleston peninsula to Mount Pleasant, the Arthur Ravenel Jr. Bridge offers a pedestrian and bicycle pathway that is 2.7 miles long. From the top, enjoy panoramic views of the river, Charleston Harbor and Atlantic Ocean beyond.

Walk Around the Battery. A landmark defensive seawall and promenade that stretches around the tip of the Charleston peninsula, the Battery is flanked by luxurious homes on one side and water on the other, creating a truly scenic walkway.

Roast Oysters At Home. Oyster season is upon us and you can enjoy this Lowcountry delicacy in your very own backyard. From building your own roasting pit to special sauce recipes, Charleston is the place to be for oyster season.

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 an al fresco dining experience.

Enjoy a Beach Day. Locals will tell you one of the best things about living in the Lowcountry is its long, luxurious beach season. The months of September, October, and even November offer many sunny, warm days perfect for enjoying area beaches from Folly Beach to Sullivan's Island to Isle of Palms.

Read the full article at charlestonrealestate.com.



DOWNTOWN
CHARLESTON





RENOVATED & TURNKEY HOME

36 Legare Street

3 BR | 4.5 BA | 3,472 SF | South of Broad

On the corner of Legare and Tradd Streets, in the heart of historic Charleston's most exclusive neighborhood, rests this exquisite, turnkey property at 36 Legare Street. Built circa 1860, this traditional Charleston home underwent an extensive, high-end renovation in 2017-2018, employing some of the city's most sought-after design, building, and restoration professionals: Bello-Garris architects, Magee Ratcliff Construction, LLC, and Wertimer-Cline landscape architects. Updated with the highest standards, the owners at 36 Legare Street spared no expense during this year long project.

MLS 20020983
Leize Gaillard

\$3,595,000
843.696.5934





THE JAMES WATT HOUSE

26 Church Street

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

MLS 20026124

Lyles Geer

\$4,190,000

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

\$3,250,000

843.224.7767



RENTAL INCOME OPPORTUNITY

4 Murphy Court

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

MLS 20015360

Kalyn Smythe

\$899,000

843.708.3353



IDYLIC DOWNTOWN HOME

67-C Vanderhorst Street

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

MLS 20003092

Brian Walsh

\$892,500

843.754.2089

DOWNTOWN CHARLESTON

Learn more at www.charlestonrealestate.com



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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

\$845,000

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

\$765,000

843.793.9800



MOUNT
PLEASANT





PRISTINE DEEP-WATER HOME

2483 River Bluff Lane

5 BR | 5.5 BA | 6,810 SF | Rivertowne On The Wando

Set on the vast Wando River, this deep-water home combines elegant styles and classic features for a truly spectacular Mount Pleasant residence. The home was completely renovated and redesigned in 2009. The main level features 10' ceilings, walnut floors, a grand foyer, formal living and dining rooms, family room, drawing room and a library. Its gourmet kitchen is equipped with premium appliances, an impressive island, marble countertops, farmhouse sink and more. An adjacent breakfast room features bay windows with river vistas. The outdoor space is truly an oasis with a poolside cabana, saunas, and a floating dock and pier for boaters and water lovers. Enjoy a true Lowcountry waterfront lifestyle at 2483 River Bluff Lane.

MLS 20021488

Jane Dowd

\$3,900,000

843.224.2788





CUSTOM BUILT I'ON HOME

23 Grace Lane
5 BR | 6.5 BA | 6,355 SF | I'On

MLS 20021029
Michelle McQuillan

\$1,895,000
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

\$1,875,000
704.345.7474



BRICK BEAUTY WITH WATER VIEWS

129 Ponsbury Road
5 BR | 5.5 BA | 4,554 SF | I'On

MLS 20023021
Michelle McQuillan

\$1,699,000
843.814.4201



MOVE-IN READY WITH COURTYARD

171 Civitas Street
3 BR | 3.5 BA | 2,528 SF | I'On

MLS 20028103
Michelle McQuillan

\$925,000
843.814.4201

MOUNT PLEASANT

Learn more at www.charlestonrealestate.com



CHRISTIE'S
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FABULOUS MOUNT PLEASANT LOCATION

796 Post Oak Drive

4 BR | 2.5 BA | 2,422 SF | Old Village Landing

MLS 20028129

Kalyn Smythe

\$899,000

843.708.3353



TRANQUIL MARSH VIEWS

4070 Blackmoor Street

5 BR | 5 BA | 3,770 SF | Hamlin Plantation

MLS 20015603

Lyles Geer

815,000

843.793.9800

MOUNT PLEASANT

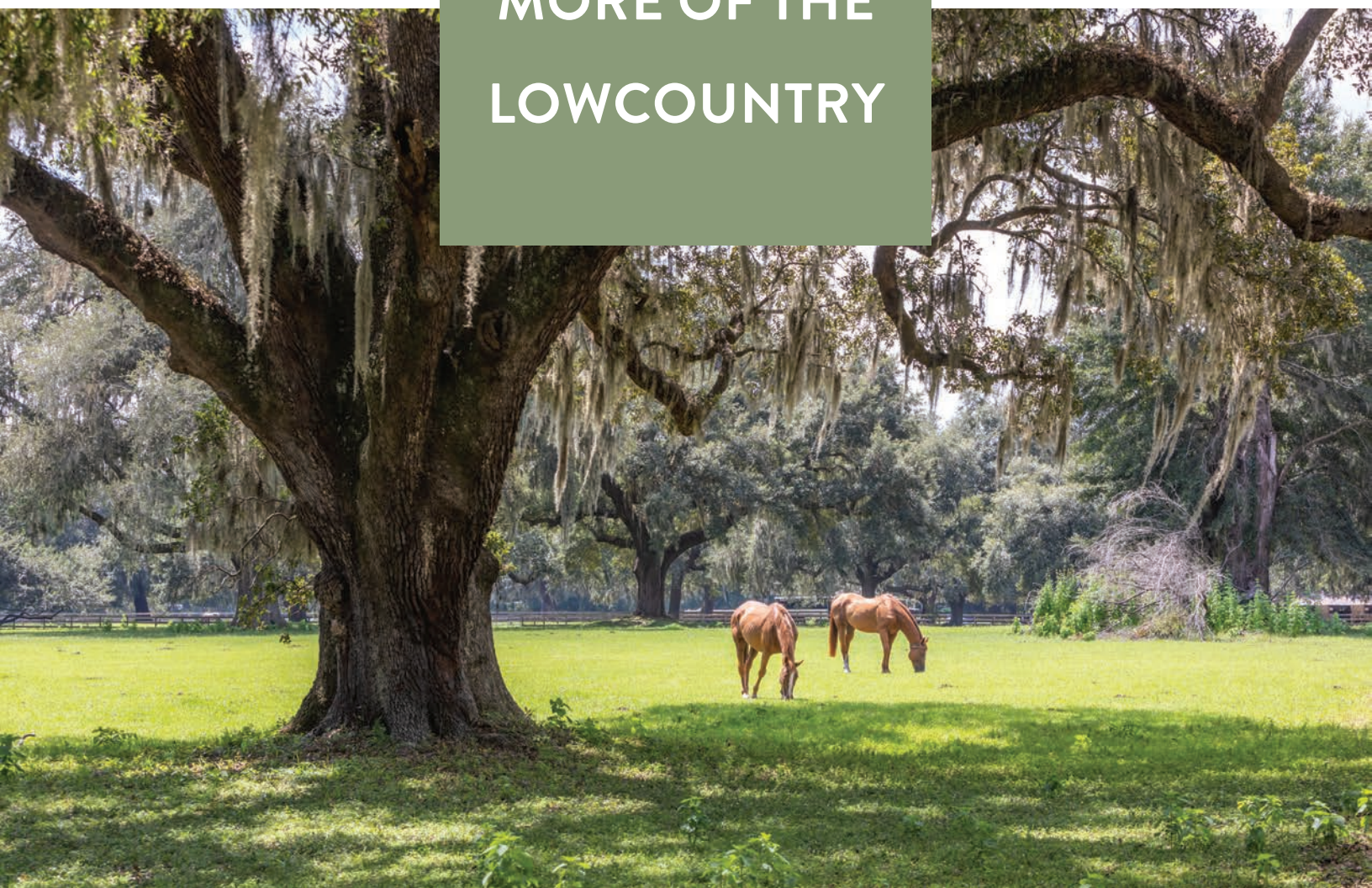
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EXPLORE
MORE OF THE
LOWCOUNTRY





32 Jamestown Road

4 BR | 3.5 BA | 2,926 SF | The Crescent

32 Jamestown Road is situated on beautifully landscaped, private lot and has amazing oaks and lush gardens. The previous owner did a complete renovation making this updated home in The Crescent move-in ready. The main floor has a living room, dining room, eat-in kitchen and a full guest suite. There are three bedrooms upstairs, two of which share a Jack-and-Jill bath, while the master bedroom boasts a large walk-in closet and master bath. The property offers a beautiful deck and a 624 sq. ft. detached two-car garage. Its current owners have replaced the HVAC, installed custom-built closets and updated the master bath. There is also a private gate making easy access to the Porter-Gaud campus.

MLS 20024738

Jane Dowd

\$1,650,000

843.224.2788





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



STUNNING WATERFRONT PROPERTY

1521 Robin Rooke Way
4 BR | 4 BA | 5,860 SF | Grimball Farms

MLS 20013025
Alex Brener

\$3,500,000
843.729.3098



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



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ELEVATED HOME WITH INFINITY POOL

1511 John Fenwick Lane
4 BR | 4.5 BA | 3,276 SF | The Preserve at Fenwick Plantation

MLS 20025473 **\$1,568,800**
John & Eileen Smith 843.870.6290



ELITE HOME WITH PREMIER LANDSCAPING

1515 John Fenwick Lane
4 BR | 4.5 BA | 2,958 SF | The Preserve at Fenwick Plantation

MLS 20025471 **\$1,542,300**
John & Eileen Smith 843.870.6290



BUILD YOUR LOWCOUNTRY HOME

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

MLS 20016809 **\$1,018,000**
John & Eileen Smith 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 **\$967,000**
John & Eileen Smith 843.870.6290



RECORD SALE ON SULLIVAN'S ISLAND

1765 Atlantic Avenue
4 BR | 4 BA | 4,505 SF | Sold for \$6,290,000

William Means represented both the buyer and the seller of this stunning beachfront home on popular Sullivan's Island, setting the record for the highest sale on the island in 2020. This beachfront home on Sullivan's Island is the definition of luxury, with generous living spaces that take advantage of the ocean views with oversized windows and outdoor living space complete with a screened porch and deck overlooking the swimming pool and patio.

RECENT SUCCESSES

Learn more at www.charlestonrealestate.com



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NOTEWORTHY COMPANY SALES



WEST ASHLEY
14 Jamestown Road
Sold - \$4,850,000



KIAWAH ISLAND
29 Rhett's Bluff Road
Sold - \$4,000,000



WEST ASHLEY
18 Broughton Road
Sold - \$3,400,000



JAMES ISLAND
20 Country Club Drive
Sold - \$3,000,000



SOUTH OF BROAD
42 South Battery
Sold - \$2,400,000



SOUTH OF BROAD
21 Lamboll Street
Sold - \$2,200,000



SEABROOK ISLAND
3612 Beachcomber Run
Sold - \$2,000,000



SOUTH OF BROAD
18 S Adgers Wharf
Sold - \$1,850,000



SULLIVAN'S ISLAND
2314 Middle Street
Sold - \$1,675,000



HISTORIC CHARLESTON
42 Laurens Street
Sold - \$1,655,000



HISTORIC CHARLESTON
104 Rutledge Avenue
Sold - \$1,600,000



I'ON
122 W Shipyard Road
Sold - \$1,585,000

RECENT SUCCESSES

Learn more at www.charlestonrealestate.com



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FROM THE BLOG

WHAT HAPPENS AFTER YOU MOVE IN TO YOUR NEW HOME?

Congratulations, you're a new homeowner! The sale has successfully closed and you've been given the keys to your new home-sweet-home. Don't get ready to settle in just yet – there are a few important items to address before you should consider your move complete.

Move Your Furniture and Belongings. Since closings are sometimes delayed for various reasons, it's recommended to have your movers scheduled to move you into your new home a few hours after your closing time at the earliest. Even better, scheduling your move for the day after closing gives you plenty of buffer time.

Contact Your Phone and Internet Provider. Whether you're working from home, have children learning at home, or use wifi on your computer or mobile device, you'll want to be sure to contact your internet provider and have them install the proper equipment for your internet access.

Notify the Post Office. In order to ensure that you are receiving your mail, please complete a change of address form with the post office. This can be done in advance of closing. Be sure to notify your family and friends of your new home address as well.

Acquire Closing Packet from the Settlement Agent. Within a few days of closing, you will receive all of the purchase

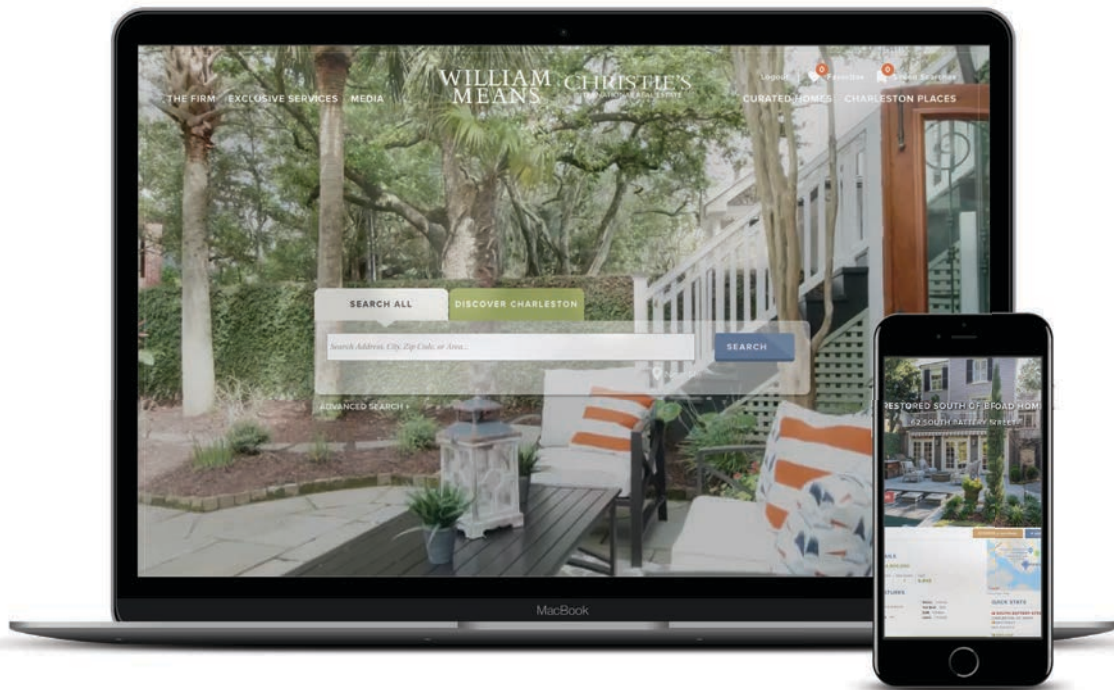
paperwork from your settlement agent. Please keep these documents for tax purposes. Included in this packet will be your first several payment coupons which you will use for your initial mortgage payment, unless you have already set up an automatic payment schedule with your bank.

Change the Locks. You never know who has keys to the locks of the home that you are purchasing. Many homeowners give keys to neighbors, babysitters, in-laws and contractors. We highly recommend having your locks changed shortly after closing to ensure that you know exactly who has keys to your new home.

Get to Know Your Neighbors and Area. After you're settled into your new home, take time to meet and greet your new neighbors. Explore your neighborhood and get to know its hidden gems like tucked-away parks, walking trails, local coffee shops and cafes, and vantage points for watching the sunset.

If you have questions about the home closing and moving process, be sure to discuss them with a knowledgeable real estate agent. They will be able to shed light on any details you may be wondering about as you go through the transaction process.

Read the full article at charlestonrealestate.com.



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