



A YEAR TO REMEMBER.

It's hard to believe that Fall has arrived, and we are coming to a close on celebrating our 90th anniversary in Charleston. It has truly been a year to remember. Our firm has achieved more than \$262 Million in real estate sales at the time of this publication and there are no signs of slowing down.

After such a momentous year, we are looking forward to our next chapter. We are pleased to announce the launch of our history series, What It All Means. What It All Means will take you back in time through Charleston's incredible history with the real estate company that was there to witness and be part of it all. Come with us behind the gates of some of the area's most historic homes as we tell you about the legends, people and places that have shaped the Holy City. Through extraordinary archival photos and video, William Means Real Estate invites you on this journey to discover our past. Stay tuned to our website and social media for our first installment.

Let us share our wealth of knowledge with you. From the best neighborhoods, up-todate real estate stats and the most luxurious properties on the market ... Don't just be a Charleston local – be a LUXURY INSIDER.

Jyles geer

LYLES 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 & territories

> ~*900* Offices

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

All data as of March 2023





The third quarter of 2023 saw the trends of the year continue. The big factors remained high interest and low inventory. It was believed in the second quarter that interest rates would begin to recede with inflation. Unfortunately, interest rates have risen and on average the 30-year fixed rate is reaching close to 8%. The interest rate has now hit a 23-year high. Inventory level is down more than 20% versus last year for homes listed at \$500,000 and over. These factors have continued to slow real estate sales in the third quarter. The one thing that has risen this year and continues the trend is price growth which is up slightly. It would seem all these trends will continue for the rest of the year.

The trends nationally show some similar signs in the South while the rest of the country feels a broader slowdown in real estate sales. The statistics NAR just released through September report that existing homes sales have fallen to their lowest levels since October 2010. The number of sales nationally was down 15% in September of this year versus September of last year. The NAR breaks up statistics of national home sales into four regions: Northeast, West, Midwest and South. All four regions experienced double digit declines for September, but an interesting statistic was that the South accounted for 46% of the national sales in September.

We continue to monitor the market so that clients can make guided decisions in their real estate transactions. We hope that the economic indicators showing a slowing economy will have the Fed stop the increase in interest rates, thus lowering mortgage rates. This in turn will give sellers motivation to put homes on the market and increase inventory for buyers.

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





Highest Sales Price in 2023



Average Sales Price

FROM THE BLOG

WILLIAM MEANS LAUNCHES HISTORY SERIES

What It All Means takes you behind the gates of iconic homes, landmarks and real esate in Charleston

As you have come to know, William Means Real Estate was founded in 1933 and represents one of the oldest real estate companies in Charleston. Looking back at our 90-year history, it is incredible to know that less than one percent of companies in the United States share the same longevity as William Means. To offer some perspective on the year our firm was established, it is worth reflecting on other interesting events happening in our country.

- The United States was facing the Great Depression and President Roosevelt spoke the famous words in his first inauguration speech "The only thing we have to fear, is fear itself."
- Construction of the Golden Gate Bridge began in San Francisco, California.
- Scientist Albert Einstein arrived in the United States where he settled permanently as a refugee of Nazi Germany.
- The original King Kong film debuted in New York City. The movie became the first feature film to use stopmotion animation models.
- Bing Crosby and Duke Ellington had some of the best ranked songs this year including "Shadow Waltz" and "Sophisticated Lady."

The twenty-first Amendment to the United States Constitution was ratified, repealing Prohibition (yay!).

After such a momentous year celebrating our milestone anniversary in Charleston, we are looking forward to our next chapter. We are pleased to announce the launch of our history series, What It All Means. What It All Means will take you back in time through Charleston's incredible history with the real estate company that was there to witness and be part of it all.

Come with us behind the gates of some of the area's most historic homes as we tell you about the legends, people and places that have shaped the Holy City. From where real estate began to the landmarks that make our city famous today, we will give you an insider's take on Charleston and real estate in the place we love to call home. Through extraordinary archival photos and video, William Means Real Estate invites you on this journey to discover our past.

Stay tuned to our website and social media for our first installment of What It All Means.

Read the full article at charlestonrealestate.com.

DOWNTOWN CHARLESTON



LUXURY PENTHOUSE IN HISTORIC CHARLESTON

18 Broad Street unit 801 3 BR | 3.5 BA | 8,363 SF | French Quarter

Welcome to luxurious penthouse living at 18 Broad Street, one of Charleston's most spectacular properties in the heart of the city's historic district. This magnificent home encompasses the top two floors of the People's Building and showcases wonderful panoramic views of Charleston. The penthouse's impeccable renovation was the vision of New York designers, Monique Gibson and Andrew O'Neal, and executed by Meadors, Inc. It boasts more than 8,000 sq. ft. of living space with an additional 3,500 sq. ft. outdoor rooftop. The People's Building is situated on the corner of Broad and State Streets and is just steps away from fine dining, art galleries, museums and parks. A premier address, historic details and luxury finishes make this penthouse an incomparable property.



MLS 23009724 Bonnie Geer **\$14,500,000** 843.870.0521



EXCEPTIONAL SOUTH OF BROAD PROPERTY

63 King Street

6 BR | 4.5 BA | 4,094 SF | South of Broad

This incredible South of Broad property offers the luxuries of downtown living with exceptional modern-day conveniences. 63 King Street is tucked away on a private deep lot (.2 acres) with a detached carriage house, offstreet parking and a delightful screened-in porch. The current owners meticulously maintained the property and their attention to detail is a true highlight. The 3,134 sq. ft. main house consists of four bedrooms and threeand-a-half bathrooms. A seamless floor plan is comfortable for everyday living and entertaining. The detached 960 sq. ft. carriage house, included in the total square footage, offers two bedrooms and one full bathroom. 63 King Street is truly a rare find - a desirable historic location, charming details and a detached carriage house combine to make a wonderful opportunity for its next owners. <image>

MLS 23020960 Lyles Geer **Under Contract** 843.793.9800





THE THOMAS BALL HOUSE

13 Church Street 4 BR | 3/2 BA | 4,125 SF | South of Broad

MLS 23021465Under ContractLyles Geer843.793.9800Photo + lower cover image by Ellis Creek Photography

HISTORIC SOUTH OF BROAD HOME

1 Water Street 4 BR | 3.5 BA | 3,931 SF | South of Broad

MLS 23004219 Lyles Geer **\$3,900,000** 843.793.9800



BEAUTIFULLY RESTORED HISTORIC HOME

34 Anson Street 3 BR | 2.5 BA | 2,458 SF | Ansonborough

MLS 23022700 Leize Gaillard & Kalyn Smythe **\$2,795,000** 843.696.5934

INCREDIBLE KING STREET RESIDENCE

20 King Street 4 BR | 3 BA | 3,430 SF | South of Broad

MLS 23022118 Lyles Geer **Under Contract** 843.793.9800

NTERNATIONAL REAL ESTAT

DOWNTOWN CHARLESTON Learn more at www.charlestonreal<u>estate.com</u>





BEAUTIFULLY RENOVATED DOWNTOWN HOME

34 Lenox Street 4 BR | 3.5 BA | 2,220 SF | North Central

| MLS 23021035 | \$1,275,000 |
|--------------|--------------|
| Bonnie Geer | 843.870.0521 |



TOWNHOME WITH OUTDOOR SPACE

20 Poulnot Lane 2 BR | 1.5 BA | 1,500 SF | Harleston Village

MLS 23020441 Brian Walsh **Under Contract** 843.754.2089

DOWNTOWN CHARLESTON Learn more at www.charlestonrealestate.com

LUXURIOUS MODERN CONDOMINIUM

5 Gadsdenboro Street unit 414 2 BR | 2 BA | 1,259 SF | Gadsdenboro

MLS 23022909 Kaelin Hall **\$1,225,000** 843.779.6116





HOUSE HUNTING IN THE HOLY CITY

Choosing between historic charm, planned communities and laidback island living

From showings and open houses to negotiations and contracts, there is plenty to manage when you are on the hunt for a new home. However, in a city as captivating as Charleston, searching for your next home can be a wonderful adventure. Your William Means agent will become the ultimate matchmaker in helping you find the area and neighborhood that works best for you and your lifestyle. Historic charm, planned communities and laidback island living are all at your disposal in the Lowcountry. Which one will suit you best? Let's find out!

Strolling the streets of downtown, you'll find architectural excellence around every corner. If you're seeking historic charm in your next home, you're in luck! Dating back to the 1700s, these homes have a rich history that flows from room to room. You'll also find that Charleston's historic district is divided into "boroughs." They include Ansonborough, Harleston Village, Mazyck-Wraggborough, Cannonborough, Elliotborough, Radcliffeborough, the French Quarter and South of Broad.

If you love the architecture of an older home but don't want to live downtown, look no further than the Old Village just over the bridge in Mount Pleasant. It started as a small fishing village laid out by James Hibben in 1803 and takes its name from an 18th-century plantation. That original plantation – the Hibben House – still stands in the Old Village. The area has both colonial and antebellum period homes, houses with sweeping harbor views as well as historic churches and a stretch of shops and boutiques on Pitt Street.

Minutes from the Old Village, you'll find the award-winning l'On community. The homes in l'On are purposely situated close to each other, and their wide porches invite neighbors to connect and friendships to form. Don't forget to stop by our office at 353 N. Shelmore Boulevard to talk real estate – you can't miss us!

Another community that embodies live, work and play is Daniel Island. Residents on Daniel Island have ample opportunity to soak up peace and quiet thanks to the island's 23 miles of rivers and creeks, 20 parks and 12 miles of trails. With restaurants, shopping and activities just a short drive or bike ride away, you rarely must leave the island.

If a quiet beach lifestyle is calling to you, Sullivan's Island is the answer. The beachfront is unique in that it is owned by the Town of Sullivan's Island and held in a perpetual easement by the Lowcountry Open Land Trust. This means the natural beach environment is carefully protected, creating a slice of sandy heaven along the Atlantic Ocean.

Our William Means agents would be happy to guide you through the process of finding the area and lifestyle that best suits you. Whether it's a historic property, a welcoming community or a picturesque island home, we know you'll love it here.

Read the full article at charlestonrealestate.com.

MOUNT PLEASANT







NEW CONSTRUCTION HOME

654 Atlantic Street 5 BR | 4.5 BA | 3,785 SF | Old Mount Pleasant

MLS 23012098 Kalyn Smythe **Under Contract** 843.708.3353

FANTASTIC HOME WITH A POOL

2716 Rush Haven Drive 5 BR | 5 BA | 4,534 SF | Dunes West

MLS 23013752 Michelle McQuillan **Under Contract** 843.814.4201





INCREDIBLE MOUNT PLEASANT OPPORTUNITY

463 Japonica Road 3 BR | 2.5 BA | 2,346 SF | The Groves

MLS 23022847 Kalyn Smythe **\$1,549,000** 843.708.3353

LIKE-NEW ELEVATED HOME

1494 North Lakeshore Drive 5 BR | 3.5 BA | 2,930 SF | Liberty Hill Farm

MLS 23022625 Kalyn Smythe **Under Contract** 843.708.3353





EXPLORE MORE OF THE LOWCOUNTRY

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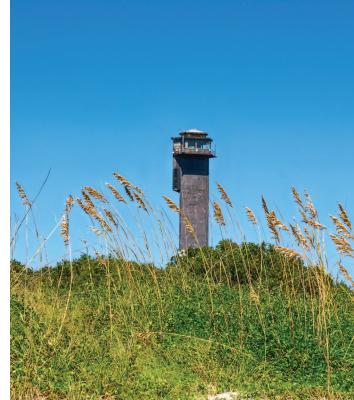


WONDERFUL BEACH HOME OPPORTUNITY

1763 Atlantic Avenue

3 BR | 3 BA | 1,760 SF | .29 AC | Sullivan's Island

This is a wonderful opportunity to own a front row beach property on highly sought after Sullivan's Island. Choose to restore the existing mid-century cottage or start fresh and build your dream home. Spend your days strolling the sandy beach just steps from your front door. You will enjoy the privacy of having your own beach access and the convenience of being close to the island's retail and entertainment district. Sullivan's Island is a mere 10 miles to downtown Charleston where you can experience award-winning restaurants, historic attractions and beautiful art galleries. This Sullivan's Island property offers a true retreat in a charming, laid-back beach community.



\$5,100,000 704.345.7474



PROPOSED CUSTOM HOME

3750 Gnarled Oaks Lane 3.07 AC | Johns Island

MLS 23022032 Kenton Selvey **Under Contract** 843.806.7222



BEACH HOME WITH OCEAN VIEWS

3 Summer Dunes Lane 6 BR | 6 BA | 2,870 SF | Isle of Palms

MLS 23010288 Kalyn Smythe **\$2,299,000** 843.708.3353





STATELY BRICK HOME WITH A POOL

11 Ponce De Leon Avenue 3 BR | 2.5 BA | 2,589 SF | West Ashley

MLS 23023800 Grace Perry Huddleston **\$1,250,000** 843.224.6262

BEAUTIFUL COASTAL HOME

4009 Bridle Trail Drive 3 BR | 2.5 BA | 2,030 SF | Seabrook Island

MLS 23022888 Bonnie Geer **Under Contract** 843.870.0521









CHARMING RENOVATED RANCH

1750 Harrison Avenue 3 BR | 2.5 BA | 2,342 SF | West Ashley

MLS 23018295 Jane Dowd **Under Contract** 843.224.2788



SEASCAPE VILLAS CONDOMINIUM

3541 Shipwatch Road 1 BR | 1 BA | 580 SF | Kiawah Island

MLS 23022116 Bonnie Geer **\$539,000** 843.870.0521

LOWCOUNTRY LIVING

UPDATED COTTAGE-STYLE HOME

5067 Coral Reef Drive 3 BR | 2 BA | 1,553 SF | Johns Island

MLS 23022303 Will Dammeyer **Under Contract** 843.670.6747









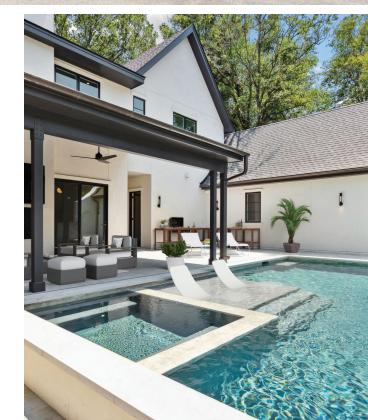


BRAND-NEW HOME IN THE CRESCENT

1 Sayle Road

5 BR | 5/2 BA | 6,430 SF | West Ashley

Step inside this beautifully designed custom home ready for its first owner! Built by Arnett Construction, this premier five bedroom, five-and-a-half bath home sits on a corner lot in the coveted Crescent neighborhood. The attention to detail is evident from the moment you open the door of this impressive brand-new home. Outside, a stone path leads to the serene pool area with a spa and sun shelf. A privacy wall with a water feature, outdoor kitchen and bathroom and a pool deck with a fireplace add to the resort-like atmosphere. Additional highlights include an elevator, three-car garage with epoxy floors, 6" half round gutters, an outdoor fireplace, two grilling stations and a large front yard. 1 Sayle Road is the premier address to call home!



MLS 23014657 Bonnie Geer **\$5,285,000** 843.870.0521



5 HISTORIC HOTELS FOR YOUR NEXT VISIT TO CHARLESTON

These accommodations will make your stay in the Holy City truly unforgettable

Charleston offers a little bit of everything from Lowcountry charm, beaches, an exquisite culinary scene, a rich history – the list goes on! If you crave an authentic Charleston experience, consider lodging in a historic downtown hotel when planning your next visit to the Holy City.

John Rutledge House Inn. Constructed in 1763, the John Rutledge House Inn is a charming boutique hotel and is a living National Historic Landmark. It was once the home of John Rutledge, a signer of the U.S. Constitution and South Carolina politician. It is even rumored that She Crab Soup was created in the house at a party attended by President William Howard Taft during the 1920s. This historic inn provides a charming setting with delights such as complimentary breakfast, afternoon tea and hors d'oeuvres. Fun fact – you can find our downtown office just steps away at 25 Broad Street.

Fulton Lane Inn. The structure that houses this establishment was originally two separate buildings that were built in 1889 and 1912. Seventy years later, the buildings were purchased together and underwent a series of extensive renovations and restorations which brought forward the historic architecture of the buildings. This hotel offers forty-five guest rooms, each with a sitting area and a charming fireplace. The Fulton Lane Inn is a great option if you're seeking true Southern hospitality and a prime location.

The Mills House Hotel. This stylish pink hotel is located in Charleston's French Quarter. The hotel finished a transformative, multi-million-dollar renovation in December 2022, bringing a luxurious and historic ambiance to the forefront. Enjoy amenities such as rooftop wellness classes, sunny pool days with cocktails from the Terrace Bar, The Black Door Cafe and courtyard dinners by the lush garden at the Iron Rose restaurant. This year marks a milestone for this iconic hotel as it celebrates its 170th anniversary!

Wentworth Mansion. Located in the Harleston Village neighborhood, the historic Wentworth Mansion was completed in 1886 and originally debuted as the four-story private residence of Francis Silas Rodgers. He oversaw the creation of the mansion's beautiful architectural features such as hand-carved ceilings, parquet floors, wrought-iron ornamentation and Tiffany stainedglass windows. He also created a winding staircase that leads to the cupola that still resides in the building today. Don't forget to enjoy an elegant dinner at Circa 1886, which is located in the original carriage house.

Francis Marion Hotel. Named after the Revolutionary War hero Francis Marion, this historic hotel became an instant Charleston landmark when it opened in 1924. Rising twelve stories above the Historic District, the hotel offers panoramic views of historic mansions, church steeples and the Charleston Harbor. With onsite amenities like the Swamp Fox Restaurant and Bar, The Spa of Charleston and Starbucks, you have everything you need at your fingertips.

Each of these hotels offers a unique glimpse into Charleston's history while pampering guests with modern comforts. Whether you're a history enthusiast or simply seeking an enchanting getaway, these accommodations will make your stay in Charleston truly unforgettable.

Read the full article at charlestonrealestate.com.



CHRISTIE'S SPOTLIGHT: HOUSTON, TEXAS *Nan and Company Properties*

Houston, often referred to as the "Energy Capital of the World," is a bustling metropolis known for its rich history, diverse culture and significant contributions to the global energy sector. As the fourth most populous city in the United States, Houston boasts a dynamic economy, a thriving arts scene and a culinary landscape as diverse as its population.

The city's growth has been remarkable. As of July 2023 estimations, Houston's population ranks third in the U.S. at approximately 2.31 million. This growth isn't just in numbers; it's in diversity too. Nearly one in four Houstonians were born outside the U.S., with Latin America and Asia being the top regions of birth for the foreign-born population.

Houston's economy is robust and multifaceted. The city set a record for employment growth in 2021 and continues this trend in 2023. A significant factor driving Houston's growth is its strong U.S. economy. Emerging from the pandemic shutdown, the nation has created 25.7 million jobs. Houston's ties to the global economy are evident, with exports topping \$191.8 billion in 2022.

NAN AND COMPANY PROPERTIES

Amidst this vibrant cityscape is Nan and Company Properties, a premier real estate agency that stands out for its commitment to excellence and client satisfaction. Founded by Nancy Almodovar in 2014, the company has rapidly grown to become a market leader in Houston's luxury real estate sector. With a team of multilingual agents, the firm caters to a diverse clientele, offering services that go beyond traditional real estate transactions. Whether it's high-rise living, investment properties, or residential sales, Nan and Company Properties is dedicated to providing an unparalleled experience for its clients.

QUICK FACTS

- Houston is nicknamed "Space City" because it is home to NASA. It is also known as the "Energy Capital of the World."
- The city ranked as the second fastest growing metro area in America by U.S. Census.
- There are more than 2.31 million residents in Houston and the greater parts of Houston account for 7.34 million residents.
- 145 languages are spoken, reflecting its culturally diverse population.
- Nearly one in four Houstonians were born outside the United States.
- Houston is ranked second for the city with the most Fortune 500 companies, second only to New York and followed by Atlanta, Chicago and Dallas.
- If Greater Houston were a country, it would be the 28th largest by economy in the world. As of 2017, Greater Houston's GDP was \$490.1 billion, making it larger than 183 other countries including Nigeria, Norway, United Arab Emirates, Iran and Ireland.
- The Port of Houston supports nearly 1.35 million jobs in Texas and 3.2 million jobs nationwide.

NAN AND COMPANY PROPERTIES

2200 Post Oak Boulevard, Suite 1475 | Houston, Texas 713.714.6454 | nanproperties.com









9 WEST LANE

5 BR | 5/2 BA | 7,551 SF | River Oaks **MLS 89924970** Nadia Ross

\$6,990,000 832.221.1996

1409 POST OAK BOULEVARD UNIT 2601

4 BR | 4.5 BA | 9,503 SF | Galleria **MLS 9151124** Geron Fuller

\$4,999,999 210.286.8785



5524 STURBRIDGE DRIVE

5 BR | 5/2 BA | 6,435 SF | Tanglewood

MLS 67953595 Hardy Pollard **\$3,299,000** 713.498.9249

18000 GROSCHKE ROAD

3 BR | 4.5 BA | 8,750 SF | Katy **MLS 94054564** Ashton Garcia

\$3,250,000 713.538.0244



HOME ON HIGH BATTERY SELLS WITH WILLIAM MEANS FOR SECOND TIME

31 East Battery Street

6 BR | 5 BA | 7,505 SF | South of Broad | Sold for \$3,375,000

We are pleased to announce the sale of 31 East Battery Street. Directly across from the Charleston Harbor, this property offered a rare opportunity to restore the only available grand home on High Battery. It was truly a pleasure representing the sellers of this South of Broad home and we send our sincerest congratulations to the buyers. We can't wait to see what its next chapter will hold!

NOTEWORTHY COMPANY SALES



SOUTH OF BROAD 47 East Bay Street Sold - 8,600,000



SOUTH OF BROAD 42 Legare Street Sold - 4,340,500



MOUNT PLEASANT 38 Fernandina Street Sold - \$3,625,000



HARLESTON VILLAGE 59 Smith Street Sold -3,250,000



MOUNT PLEASANT 626 Island Walk East Sold -2,950,000



MOUNT PLEASANT 821 Bridgetown Pass Sold - \$2,700,000



AWENDAW 1525 Murphy's Island Court Sold - \$2,600,000



JAMES ISLAND 2040 Coker Avenue Sold - \$2,675,000



59 Hopetown Road Sold - \$2,550,000



DANIEL ISLAND 767 Dunham Street Sold - \$2,870,000



MOUNT PLEASANT 383 Bridgetown Pass Sold - \$2,600,000



MOUNT PLEASANT 83 Latitude Lane Sold - \$2,545,000





FROM THE BLOG

PURCHASING A SECONDARY RESIDENCE IN CHARLESTON

Everything you need to know about property taxes in the Lowcountry

-Drew Grossklaus, Sales Director/BIC East Cooper

Many of our clients first fall in love with Charleston while visiting on vacation. They experience the beach, history, food, people – and feel a calling of wanting to be a part of it all. Before making the Lowcountry a permanent home, they might first have the idea of potentially owning a vacation home or a second property. In the excitement of exploring the home buying process, one thing that is often overlooked is property taxes, yet this is one of the most important items William Means agents discuss with out-of-town buyers.

The Lincoln Institute of Land Policy and Minnesota Center for Fiscal Excellence just released a study titled 50-State Property Tax Comparison Study: For Taxes Paid in 2022. The study reviewed different property tax systems as they vary widely from city to city. It analyzed what they called "homestead" property tax rates, which we locally refer to as primary home tax rates. In the 53 cities observed in the study, Charleston ranked as the second lowest, coming in just higher than Honolulu, Hawaii.

The study discussed that it is pertinent to review how cities receive property tax from other classifications like commercial and what they titled "apartment" (we deem this as secondary property). The data was interesting in that it showed in the categories of Commercial and Apartment (secondary), Charleston had the highest ratio of effective tax rate versus Homestead (primary) of the 53 cities reviewed. The data also revealed that Charleston puts a lot of the property tax burden on commercial and secondary homes to reduce the property taxes for primary homeowners.

It is simple to see when applying tax estimation numbers to a home purchase in Charleston. In this scenario, the home is in the City of Charleston Tax District and has an appraisal value of \$1.3 million.

The primary residence tax estimation would be \$6,190.80.

The secondary residence tax estimation would be \$20,696.20.

This is an extreme difference of 234%.

Understanding the nuisances of property taxes is crucial during the decision-making process of purchasing a home in Charleston. Based on the metrics, it could influence whether you decide to sell your current home and make Charleston your primary residence or keep a residence in another city. William Means agents are always here to help you with any questions and review the options that are best for you.

Source: 50-State Property Tax Comparison Study

Read the full article at charlestonrealestate.com.

LET OUR AGENTS HELP YOU CALL CHARLESTON HOME



Lyles Geer 843.793.9800



Helen Geer 843.224.7767



Leslie Anderson 843.749.3987



Georgia Bell 843.568.1601



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

