

WILLIAM MEANS REAL ESTATE

LUXURY INSIDER

SUMMER 2019



CHRISTIE'S
INTERNATIONAL REAL ESTATE



Become a LUXURY INSIDER.

Since 1933, William Means Real Estate has been dedicated to providing knowledgeable service that begins the moment clients engage our firm. Homeowners expect more from William Means because we understand that what we do isn't a job, it's our calling. We treat everyone like a neighbor because it's our intention that one day you will be. Now, with the launch of our Luxury Insider publication, we're taking that understanding to the next level. Explore the best of what our area has to offer both residents and visitors alike. Come with us as we step inside Charleston's most premier properties and learn why we love to call this community home.

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

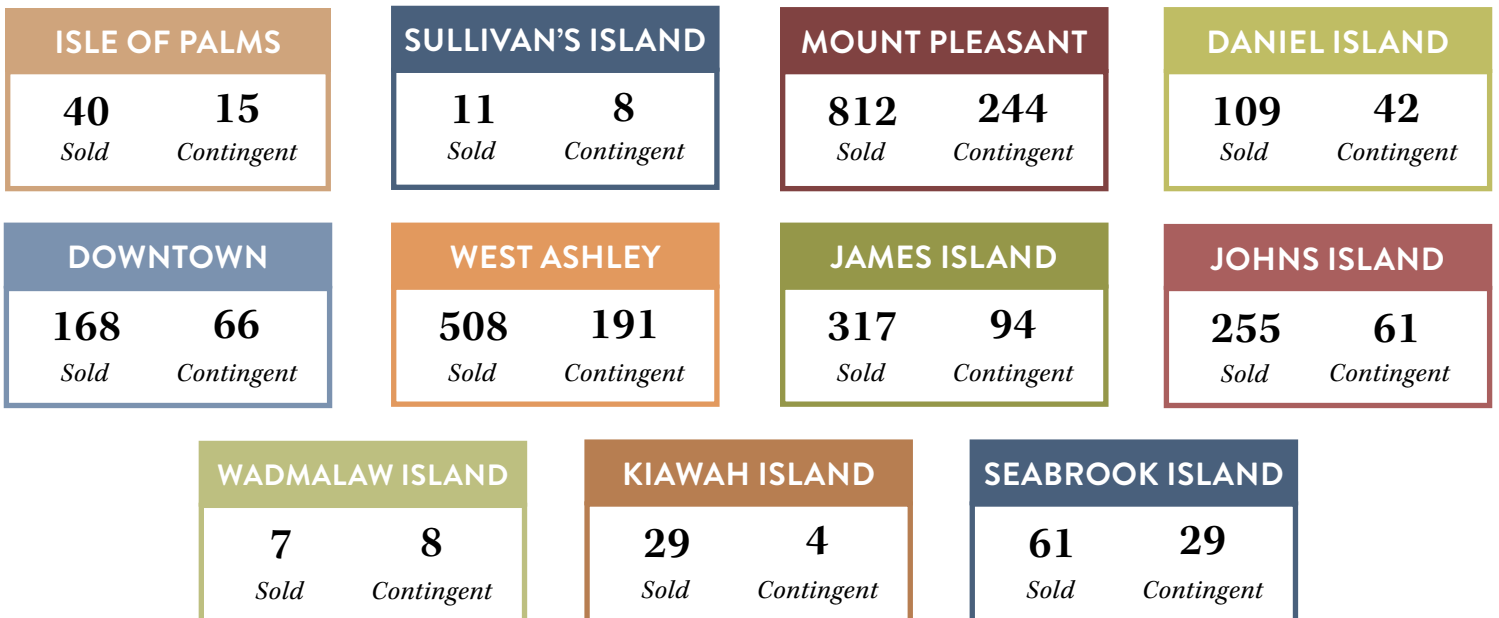
\$500 billion+
in luxury property sales
over the last five years



The second quarter showed signs of a slowing luxury real estate market in Charleston. The sales totals for most areas showed either some growth, with a few having a slight decrease in homes sold. However the most telling statistic was the number of contingent homes. In Charleston, the second quarter is generally the highest quarter for homes going under contract or contingent. This year nearly every area had decreased contracts and in some areas like Downtown, Mount Pleasant and West Ashley, the drops were significant.

The slowing contract demand trend gives different cues to buyers and sellers. This decline should lead to sellers looking to lower prices to entice contracts. Buyers should see better numbers and be able negotiate better deals. It is expected that third quarter trends will show the number of sold homes have significant decreases, but the interesting statistics will be reviewing the under contract/contingent homes to see if the downward trend continues.

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





FROM THE BLOG

AN INSIDER'S GUIDE TO SOUTH OF BROAD

Charleston's Most Prestigious Neighborhood

Known for its classic architecture, stunning historic homes and ideal location, South of Broad is downtown Charleston's most iconic and sought-after neighborhood. Expanding across the Southern-most tip of the Charleston peninsula south of Broad Street, visitors and neighborhood residents alike cherish the stunning water views, harbor breezes and quiet walkable streets.

Each home is truly a work of art with a rich history and exquisite details. Many South of Broad homes have been beautifully preserved and tastefully updated to accommodate modern lifestyles. These homes were built and originally owned by wealthy plantation owners and merchants, resulting in expansive residences with elaborate details and lush private gardens. Classic Charleston architecture abounds with double piazzas and balconies gracing the exterior of many of these homes, complete with towering columns and classic haint blue porch ceilings. Numerous windows let in abundant natural light and gorgeous wood flooring, high ceilings and crown molding add grandeur to living spaces. From charming historic condos to waterfront estates, the great variety among South of Broad homes adds to the aesthetic of elegance and beauty of the neighborhood.

The South of Broad lifestyle is the epitome of luxury with easy access to historic Charleston's main attractions. Sit under grand oaks at White Point Garden, enjoy water views and harbor breezes along the Battery and walk or drive a golf cart to Charleston's famed restaurants, shops and galleries. Dine at favorite local eateries including Oak Steakhouse, The Establishment, Normandy Farm Artisan Bakery, and historic Blind Tiger Pub. South of Broad is coveted for its location and walkability to the best of Charleston.

If you are interested in seeing these stunning homes up close, consider signing up for a historic home tour or attend the Preservation Society of Charleston's Homes, History & Architecture tours held in the Fall. As one of the oldest real estate firms in Charleston, William Means agents are true South of Broad experts with an office located on Broad Street. Contact a William Means agent or continue to explore these beautiful homes for sale on our website to see for yourself what makes this wonderful neighborhood so special.

Read the full article at charlestonrealestate.com.



DOWNTOWN
CHARLESTON





PRESERVED ANTEBELLUM MANSION

31 East Battery

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

Offered for the first time in five generations, the c. 1837 Shackleford-Williams House is an exceptionally well-preserved antebellum mansion and one of the oldest homes on one of America's most iconic streets. From Civil War bombardment to natural disasters, its historic details have withstood the test of time. Interior wood paneling and custom Tiffany-designed details still reflect the Charleston families who ensured its preservation for centuries. Sitting directly across from the Charleston Harbor, enjoy gorgeous views from the three-story bay windows and sea breezes from the patio and piazzas. The few alterations made over a century ago allow for the inclusion of modern amenities and ample parking without jeopardizing the dwelling's historic character.

MLS 18020937

Lyles Geer

\$6,495,000

843.793.9800





GEORGIAN REVIVAL-STYLE HOME

135 South Battery

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

MLS 19004297

Helen Geer

\$3,650,000

843.224.7767



THE CATHERINE JENKINS HOUSE

21 Lamboll Street

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

MLS 17028686

Helen Geer

\$2,500,000

843.224.7767



LUXURY DOWNTOWN PENTHOUSE

3 Chisolm Street unit 301

3 BR | 2.5 BA | 3,148 SF | South of Broad

MLS 19010303

Lyles Geer

\$2,495,000

843.793.9800



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

\$1,895,000
843.708.3353



MASTERFULLY BUILT TOWNHOUSE

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

MLS 19014945
Lyles Geer

\$1,699,000
843.793.9800



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



CHARMING 1930'S HOME

55 1/2 Legare Street

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

MLS 19005601

Mary Cutler

\$1,275,000

843.343.4858



PICTURESQUE CARRIAGE HOUSE

12 Bedons Alley

3 BR | 3 BA | 1,524 SF | South of Broad

MLS 18007023

Ann Daughtridge

Grace Perry Daughtridge

\$1,249,000

843.709.7719

843.224.6262



UPDATED BRICK TOWNHOME

4 Maiden Lane

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

MLS 19010700

Leize Gaillard

Kalyn Smythe

\$1,195,000

843.696.5934

843.708.3353



CLASSIC DOUBLE-PARLOR HOME

9 Council Street

3 BR | 2.5 BA | 2,163 SF | South of Broad

MLS 19022436

Leize Gaillard

Kalyn Smythe

\$1,149,000

843.696.5934

843.708.3353



LUXURY CONDOMINIUM

4 Tradd Street

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

MLS 18028434

Andy Jones

\$999,000

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

\$885,000

843.793.9800



SOPHISTICATED SOUTH OF BROAD 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

DOWNTOWN CHARLESTON

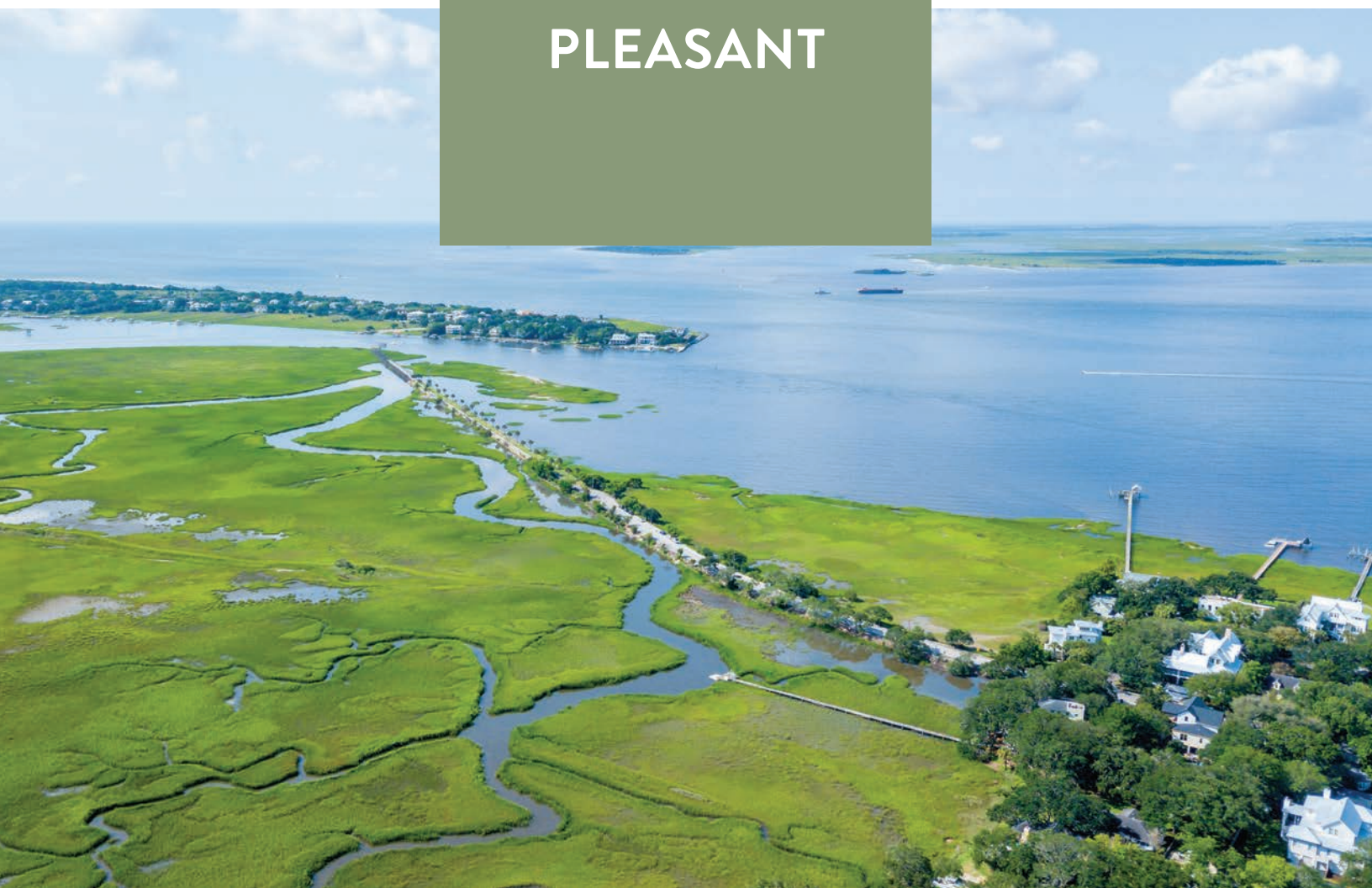
Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



MOUNT
PLEASANT





WATERFRONT HOME IN THE OLD VILLAGE

202 McCants Drive

5 BR | 4.5 BA | 4,570 SF | Old Village

Built by Buffington Homes, this grand Old Village style home overlooks downtown Charleston with sweeping harbor views from Fort Sumter to the Ravenel Bridge. Meticulous attention to detail includes a modified floor plan that lives openly as well as formally. The kitchen and family room overlook the harbor while the formal dining room, two formal living rooms and a mother-in-law suite comprise the rest of the first floor. A gracious light-filled open stairway leads to the second floor where the master bedroom and bath overlook the harbor and three secondary bedrooms, two baths and laundry room comprise the rear. This home boasts a copper roof, cedar siding, Venetian plaster in the formal rooms, large crown moldings throughout, 10' ceilings on the first floor, 9' ceilings on the second floor, antique heart pine floors, an elevator, chlorine free swimming pool, dock/floater with boat lift and a 3+ car garage.

MLS 19004224

Ann Daughtridge

\$4,450,000

843.709.7719





WATERFRONT BEAUTY IN I'ON

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

MLS 17027659
Michelle McQuillan

\$1,895,000
843.814.4201



EUROPEAN-STYLE HOME

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

MLS 18025590
Michelle McQuillan

\$1,475,000
843.814.4201



CHARMING LAKEFRONT HOME

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

MLS 19022231
Bonnie Geer

\$1,074,000
843.870.0521



UPDATED HOME ON SPACIOUS LOT

927 Lansing Drive
4 BR | 2.5 BA | 2,050 SF | The Groves

MLS 19020791
Krystine Edwards

\$605,000
843.805.7895



FROM THE BLOG

THE BEST OF CHARLESTON'S BEACHES

Explore the Lowcountry's Stunning Coastline

Pristine beaches, an abundance of waterways and miles of beachfront on the Atlantic Ocean draw visitors to Charleston from all over the nation. Every beach has its own unique qualities and amenities that create an idyllic atmosphere irresistible to locals and visitors alike.

ISLE OF PALMS

Well known for its Wild Dunes Resort and world famous golf course, Isle of Palms is the perfect combination of residential streets and resort-style living. Enjoy beach volleyball and live music at The Windjammer and shopping and dining just steps from the beach. Pristine sand and a picturesque pier at Isle of Palms County Park are perfect for walking and relaxing.

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. Explore historic Fort Moultrie on the southern end of the island and fish at Murrell's Inlet on the northern end. Enjoy the view of the lighthouse and Fort Sumter from the beach, and make sure to dine al fresco at one of the many popular restaurants on Middle Street.

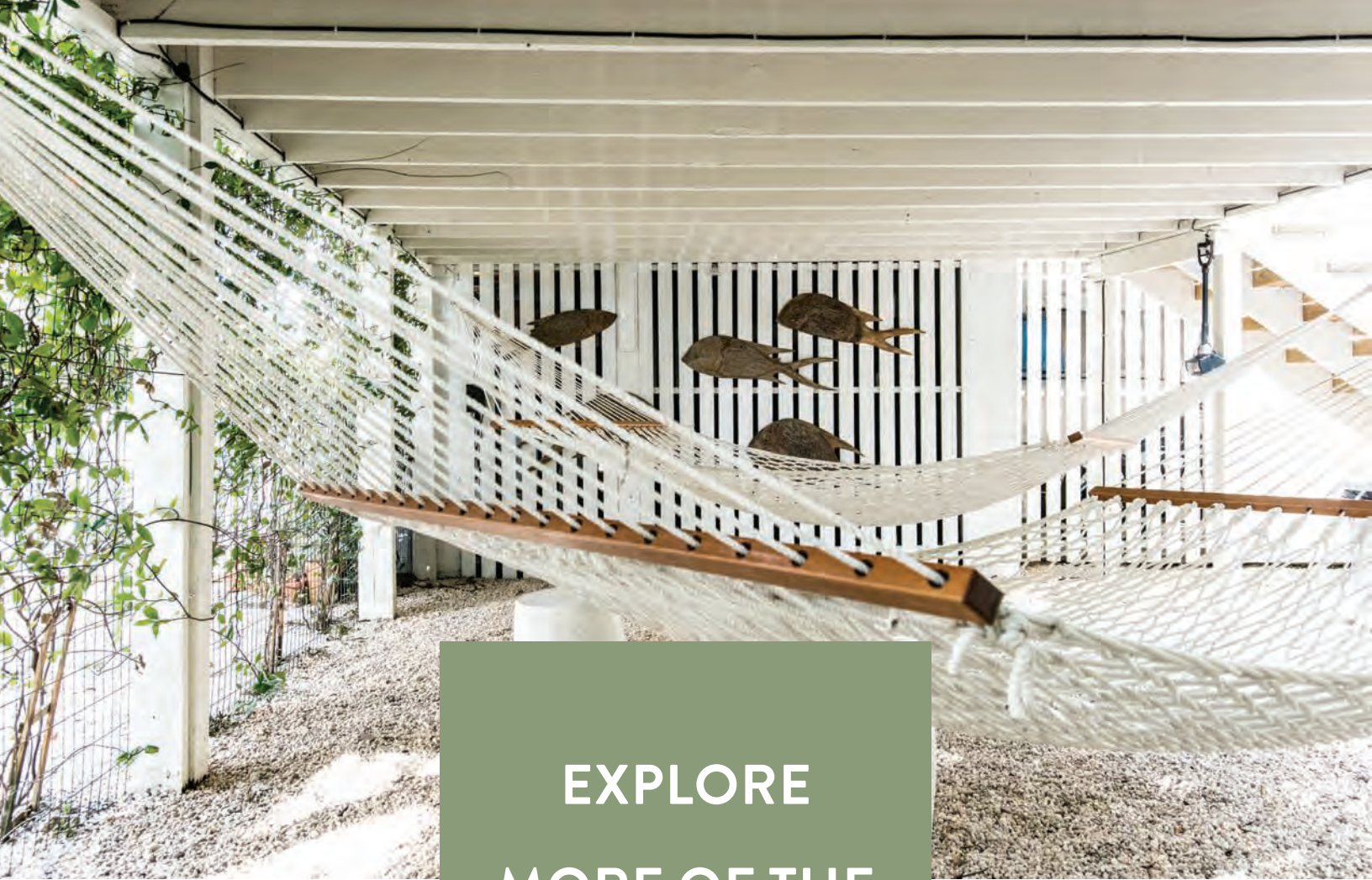
FOLLY BEACH

Referred to as "The Edge of America" by locals, Folly Beach attracts surfers, fishing enthusiasts and families with its fun, laid-back atmosphere and variety of recreational activities. Ride the waves at the Washout, fish off the pier or in the surf, or explore the beachfront by paddleboard. After you've gotten your fill of relaxing on the beach, browse surf shops and dining establishments in Folly Beach's business district.

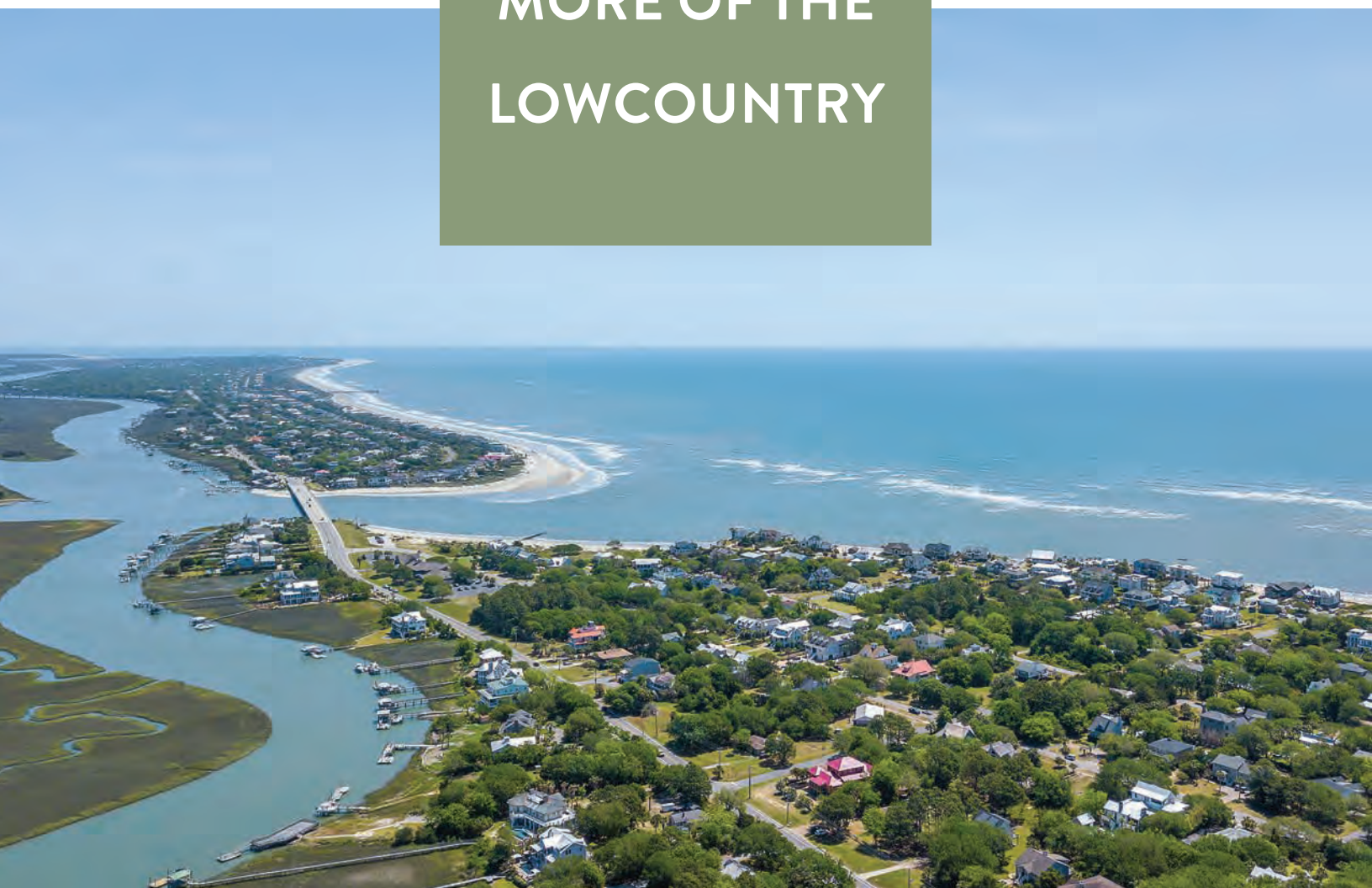
KIAWAH ISLAND

Boasting 10 miles of beaches and acres of preserved maritime forests, sand dunes and marshes, Kiawah Island is a picturesque refuge teeming with wildlife. For property owners, the Kiawah Island Club is an exclusive private membership club that offers luxury amenities and venues. Unwind and relax in a beautiful natural setting and enjoy Kiawah Island Resort's award-winning golf courses, biking, tennis and nature trails.

Read the full article at charlestonrealestate.com.



EXPLORE
MORE OF THE
LOWCOUNTRY





HOOPSTICK ISLAND

2068 Hoopstick Island Road

156 AC | Johns Island

Hoopstick Island is a pristine 145-acre (55 high) private island retreat connected by a built causeway, just 20 minutes from downtown Charleston, Kiawah, and Charleston's Executive Airport. With direct access to the Atlantic Ocean, the property encompasses approximately 1.3 miles of water frontage. The possibilities to create a place that is truly special are nearly endless. Use the four large hay fields to reestablish the property as a horse farm, or build a custom dream home with panoramic water views amongst the live oaks. Should a family or group wish to develop a communal compound, zoning allows a maximum of 10 subdivided lots, each with approved dock permits. Included in this sale is an adjacent 11-acre marsh front parcel off Bohicket Road with approximately 6 acres of high ground. Charleston's last accessible island of its kind provides a once-in-a-lifetime opportunity to create a place that is truly special.

MLS 16020937

Lyles Geer

\$7,750,000

843.793.9800





KIawah RIVER RETREAT

29 Rhetts Bluff Road
5 BR | 5/2 BA | 4,412 SF | Kiawah Island

MLS 17000730
Sarah Vineyard

\$4,595,000
843.709.1167



PICTURESQUE ISLAND HOME

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

MLS 17020255
Helen Geer

\$1,795,000
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

\$1,225,000
843.805.7895



EXQUISITELY FINISHED CUSTOM HOME

525 Park Crossing Street
4 BR | 3.5 BA | 3,348 SF | Daniel Island

MLS 19010353
Farrah Follmann

\$1,050,000
843.860.3425



DEEP WATER PROPERTY ON 2.82 ACRES

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

MLS 19006247
Lyles Geer

\$995,000
843.793.9800



WATERFRONT ESTATE IN GEORGETOWN

136 Shackleford Park Loop
4 BR | 4.5 BA | 6,201 SF | Georgetown

MLS 19002601
Jane Dowd

\$969,000
843.224.2788



TURN-KEY WILD DUNES CONDO

117/115-A Village at Wild Dunes
3 BR | 3 BA | 1,607 SF | The Village at Wild Dunes

MLS 19011008
Alex Brener

\$799,900
843.729.3098



FROM THE BLOG

2019 SUMMER DESIGN TRENDS

Refresh Your Interior Decor This Summer

The summer season feels freeing in many ways - children are finished with another school year, fun family trips and weekend getaways are planned, and it's the perfect time of year to give the interior of your home a refresh. We've rounded up a few of our favorite 2019 interior design trends to try in your home this summer.

MIX PATTERNS

Summertime is the perfect season to go bold with patterns and colors. Interior design experts recommend using a maximum of three shades of color and playing with sizes and shapes within that palette for a cohesive yet fun aesthetic.

COMBINE STYLES FROM DIFFERENT ERAS

Though it may seem counterintuitive to combine pieces from different times and places, an eclectic style may be just what your home needs for a refreshed summer look. The trick is to mix patterns in moderation and find a common denominator like a color or finish that ties the design together.

GO NEUTRAL

Though many are accustomed to adding a "pop of color" to every room, a completely neutral space can evoke feelings of peace and calm. Try it in your master bathroom or your kitchen and see how it strikes you.

UNFINISHED TEXTURES

This season's texture trend is centered around raw, unprocessed finishes that give off a relaxed, warm vibe. We love utilizing natural textures inspired by the Lowcountry like seagrass rugs, woven pillows, sweetgrass baskets, and unfinished wood.

SCANDINAVIAN-INSPIRED MINIMALISM

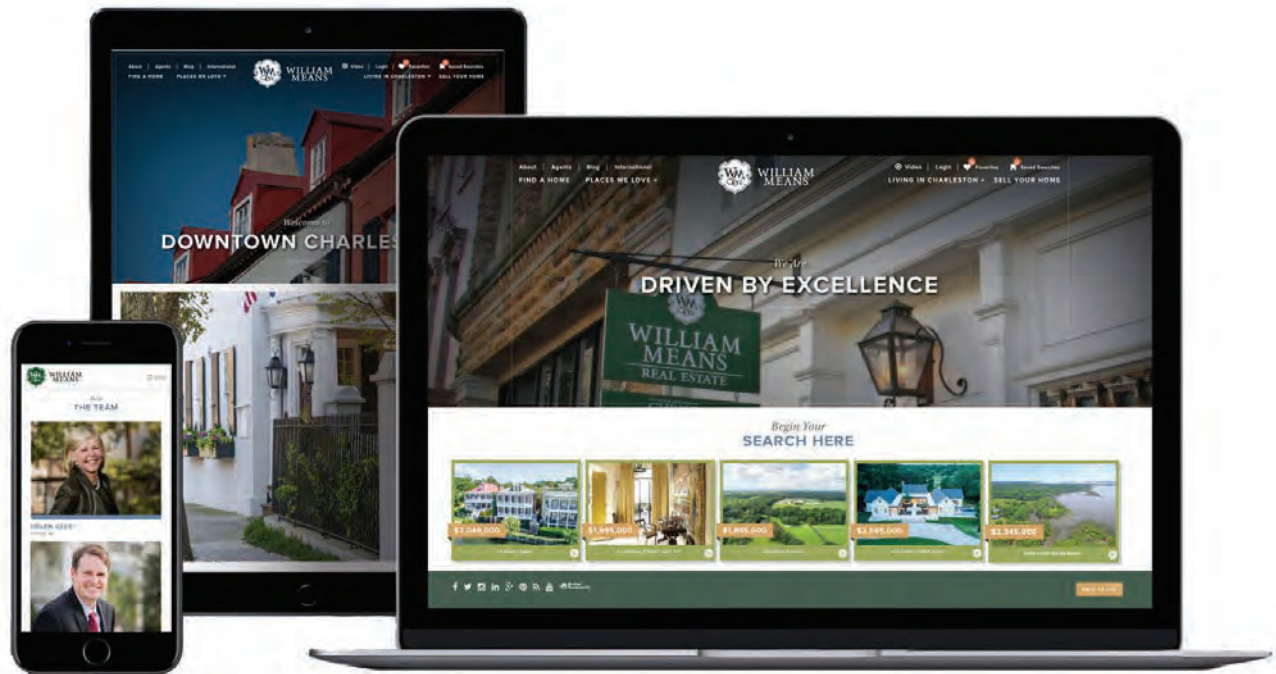
Simple lines and a cheerful color palette inspired by minimalist Scandinavian interior design has brought a wave of mid-century modern decor back into the spotlight. Try it out with earthy colors or furniture pieces with sleek tapered legs.

OPEN SHELVING

Open shelving brings the opportunity to create a chic kitchen atmosphere out of regular dishes and cookware. Experiment by mixing in a few potted plants and a miniature work from a local Charleston artist to achieve the perfect finishing touches.

Whether you are embarking on a complete renovation or just a little redecorating in your home this summer, make sure to choose trends that ensure your home is functional for your lifestyle. Have a great summer, everyone!

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

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MOUNT PLEASANT | 159 Civitas Street, Suite 100 | 843.375.4800



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