

WILLIAM MEANS REAL ESTATE

LUXURY INSIDER

SPRING 2024





GROWTH & CHANGE.

It is incredible to witness the growth of our firm after more than 90 years in Charleston. Last year, we celebrated our milestone anniversary, welcomed new agents, represented significant properties, and remained the most established firm at the forefront of the area's market.

I am so grateful to our dedicated agents and the clients that trust William Means with the sale and purchase of their homes. They are the reason that we are here and get to do what we love every day.

Now more than ever, home buyers and sellers will find that working with a firm with knowledgeable agents and more than 90 years of experience is key to achieving the best outcome for their real estate goals. Our agents are committed to understanding client needs and providing knowledgeable service that begins the moment you engage with our firm.

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.

LYLES GEER | *President and Broker-in-Charge*



WELCOME TO OUR CHARLESTON HOME.

William Means Real Estate is one of Charleston's oldest and most established real estate firms. Our agents offer a specialization in marketing fine properties to discerning clients, affirming our long-standing record of first-rate service. And this is the reason William Means has been successful since 1933 and continues to grow and evolve as the real estate industry changes and expands. Our company was founded on the principles of integrity and professionalism – which is why our agents provide the best service experience when buying or selling your Charleston home.



90 Years
in Charleston

\$4 Billion+
in luxury property sales

2
well-established offices

All data as of April 2024

Learn more at
www.charlestonrealestate.com





Q1 MARKET REPORT

It has been quite a start to the year for real estate in Charleston. At the end of 2023, the real estate market continued with a slowing trend. Many factors were contributors, but two of the major influences were higher interest rates and low inventory. In the first quarter of 2024 we have continued to see inventory remain low and interest rates remain higher than previous years. So far this year, sales of Charleston homes priced \$500,000 and higher have increased by 11% in comparison to last year. The median sales price has increased slightly by 7%. The most telling statistic may be the number of new listings, which is down 56%. We are again experiencing high demand for Charleston homes even with higher interest rates versus previous years. However, inventory is not rising to sustain this demand.

These trends continue to show that Charleston remains a place that so many want to call home. Throughout the first quarter of this year, William Means has worked with many clients waiting to see what the new year may bring for real estate. Activity ramped up significantly at the end of February and March, as many of our seller clients were preparing their homes for listing in the spring. Our buyer clients had prepared for this, and prepped to make quick, strong offers as homes they were waiting for became available.

The real estate industry also made national news in the first quarter of 2024. At William Means, we take this to be a great opportunity to educate and show our clients the value of working with our Realtors. Our agents will always guide our clients with the tailored, trusted level of service that generations of families have depended on for more than 90 years. Our longevity speaks to our core fundamentals of integrity and service – which is why our agents provide the best service experience when buying or selling Charleston homes.

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

MORE THAN

\$93M

IN COMPANY WIDE SALES
SO FAR THIS YEAR

\$6.5M

Highest Sales Price
in 2024

#1

Boutique Firm in I'On, S
Mount Pleasant & West Ashley

\$1.27M

Average Sales Price



FROM THE BLOG

WILLIAM MEANS IS LEADING FIRM AFTER 90 YEARS

Our firm remains at the forefront of the area's market with new agents and significant sales

William Means Real Estate, one of Charleston's oldest real estate firms, continues as a leader in the local luxury market. Last year, we celebrated our 90th anniversary, welcomed new agents, represented significant properties, and remained the most established firm at the forefront of the area's market.

Over the last 12 months, our company has grown to more than 40 agents with the addition of seven new REALTORS® including Jenny Bernard, Marisa Cromey, LeGrand Elebash, Trey Mathisen, Victoria Smith, Andrew Stein and Bradley Thompson. They joined a well-versed and experienced group of agents and seasoned professionals, benefitting from the support of our full-service real estate company.

"It is incredible to witness the growth of our firm after more than 90 years," said Lyles Geer, President and Broker-in-Charge of William Means Real Estate. "I am so grateful to our dedicated agents and the clients that trust William Means with the sale and purchase of their Charleston homes."

In the first quarter of this year, William Means represented several noteworthy transactions in Old Village, Old Mount Pleasant, l'On, The Groves, Belle Hall, Daniel Island, Isle of Palms, West Ashley and the downtown Charleston peninsula. Most notably, in March, our firm represented the seller of a South of Broad waterfront home on Murray Boulevard that

went under contract in less than a week.

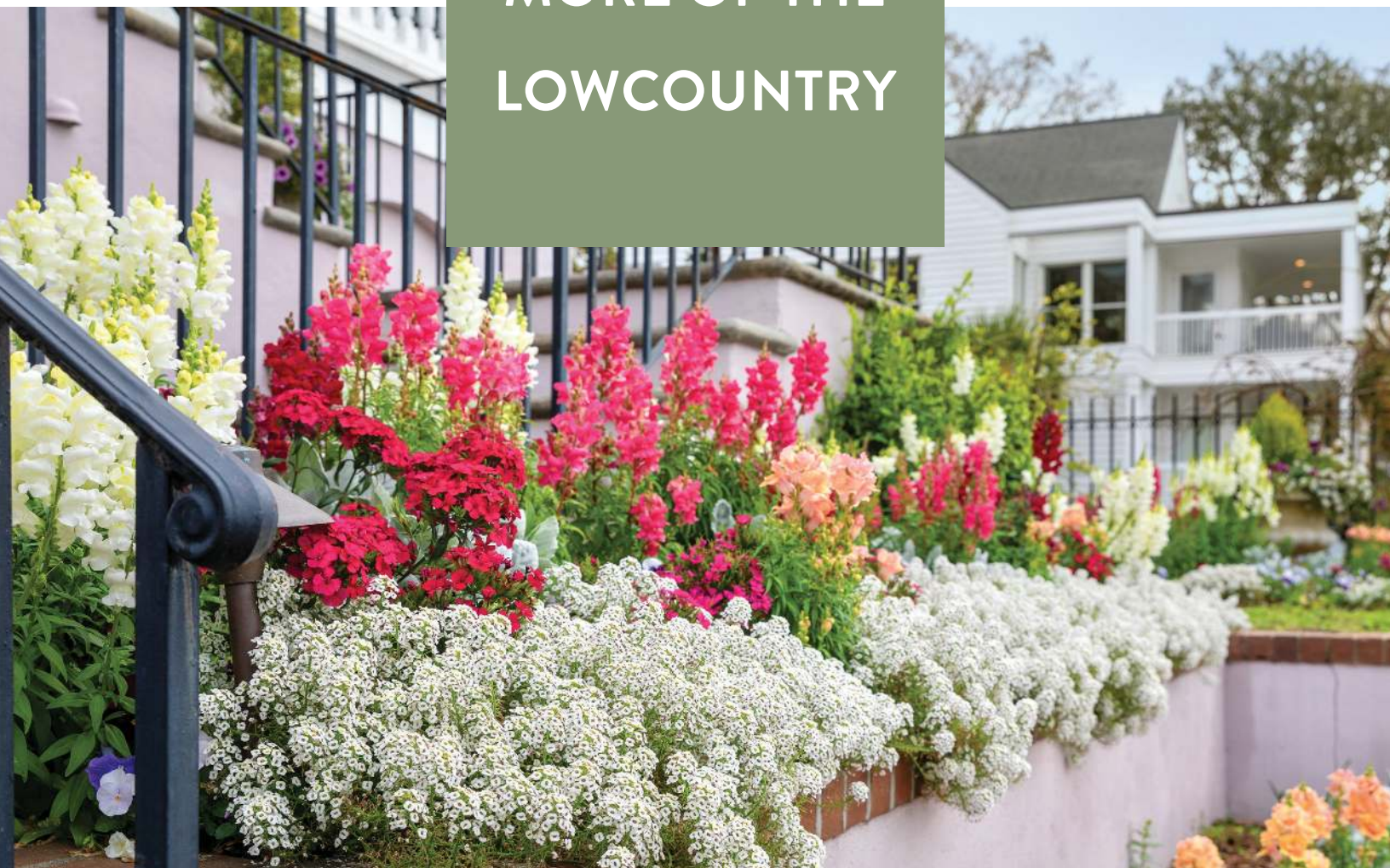
"Looking ahead to the rest of the year, we hope to continue our success, as demand will drive the Charleston real estate market while the inventory of homes will continue to lag," said Drew Grossklaus, Director of Sales and East Cooper Broker-in-Charge for William Means Real Estate. "Now more than ever, home buyers and sellers will find that working with a firm with knowledgeable agents and more than 90 years of experience is key to achieving the best outcome for their real estate goals."

As a company, we bring our expertise to all Charleston areas. We have two newly renovated office spaces in Mount Pleasant in the l'On community and downtown Charleston on historic Broad Street. To learn more about buying or selling a home with William Means, visit our website or call 843-577-6651.

Read more articles at charlestonrealestate.com.



EXPLORE
MORE OF THE
LOWCOUNTRY





EXQUISITE HARLESTON VILLAGE RESIDENCE

166 Wentworth Street

4 BR | 3/2 BA | 4,964 SF | Harleston Village

The historic Job Palmer House at 166 Wentworth Street is a stunning Charleston Single home that was built circa 1809 and previously restored in the 1960's. The owners have completed a meticulous renovation on the existing structure and added a new kitchen wing with a sweeping view of the exquisite garden. The interior's soaring ceilings, crystal chandeliers and original staircase create an elegance only to be found in homes of this lineage. The owner, a master gardener, along with landscape architect, Robert Chestnut, created an enchanting garden that also allows for off-street parking and several outdoor alcoves creating a wonderful outdoor entertaining space. This is a truly wonderful opportunity to live in historic Charleston's beautiful Harleston Village neighborhood.

MLS 24009676

Elle Haynes

\$5,100,000

843.557.6727





SOPHISTICATED HOME ON HOBCAW CREEK

39 Robert Mills Circle

5 BR | 5.5 BA | 5,221 SF | Mount Pleasant

This sophisticated l'On home will meet the needs of the most discerning buyers. With a spacious open floor plan, 39 Robert Mills Circle lends itself to wonderful entertaining opportunities and family gatherings. Take in the spectacular views of the marsh and Hobcaw Creek from the porch accessed by six Spanish Cedar doors from the living room and great room. Relax on the wide screened-in porch or step down to the travertine patio to make dinner on the built-in outdoor grill. There is also a full house generator, hurricane shutters, enclosed crawl and attic spaces, two water meters (one for irrigation, one for house), two buried propane tanks, and a stunning, landscaped lawn designed by Sheila Wertimer.

MLS 24005455
Michelle McQuillan

\$3,995,000
843.814.4201





SOUTH OF BROAD WATERFRONT HOME

96 Murray Boulevard

5 BR | 6.5 BA | 4,385 SF | South of Broad

Situated on the majestic downtown waterfront, this traditional brick home looks across the newly raised battery promenade on prestigious Murray Boulevard. This coveted South of Broad property overlooks the Ashley River and showcases the most beautiful sunset views in Charleston. 96 Murray Boulevard boasts more than 4,300 square feet, five bedrooms and six-and-a-half baths. The incredible combination of 96 Murray Boulevard's expansive square footage, water views and convenient location, ensures the next owner a rare opportunity to restore this wonderful South of Broad home.

MLS 24006823

Bonnie Geer

\$3,600,000

843.870.0521





LAKEFRONT PROPERTY IN I'ON

98 W Shipyard Road

4 BR | 4.5 BA | 5,310 SF | I'On

MLS 24005209

Michella McQuillan

\$3,875,000

843.814.4201



PROPOSED MARSHFRONT PROPERTY

704 Remley Lane

4 BR | 4/2 BA | 5,179 SF | Mount Pleasant

MLS 24001494

Martha Freshley

\$3,499,900

843.297.7530



HISTORIC SOUTH OF BROAD HOME

49 Church Street

4 BR | 4.5 BA | 3,267 SF | South of Broad

MLS 23027687

Mary Cutler

\$3,495,000

843.343.4858



ELEVATED MOUNT PLEASANT HOME

1210 Clonmel Place

5 BR | 5 BA | 5,498 SF | Mount Pleasant

MLS 24009484

Lyles Geer

\$3,350,000

843.793.9800

LOWCOUNTRY LIVING

Learn more at www.charlestonrealestate.com





OVERLOOKING THE CANAL & EASTLAKE

63 Krier Lane

4 BR | 3.5 BA | 4,381 SF | I'On

MLS 24005801

Michelle McQuillan

\$2,850,000

843.814.4201



BRAND-NEW CONSTRUCTION

414 Ferry Street

5 BR | 4 BA | 3,200 SF | Mount Pleasant

MLS 24009368

Kalyn Smythe

\$2,695,000

843.708.3353



CUSTOM-BUILT ON REMLEYS POINT

104 5th Avenue

5 BR | 3.5 BA | 4,000 SF | Mount Pleasant

MLS 24004657

Kalyn Smythe

\$2,695,000

843.708.3353



CUSTOM-BUILT WITH DEEP-WATER DOCK

4586 Cape Island Drive

5 BR | 3.5 BA | 4,298 SF | Awendaw

MLS 24009750

Kalyn Smythe

\$2,695,000

843.708.3353

LOWCOUNTRY LIVING

Learn more at www.charlestonrealestate.com





CLASSIC RIVERLAND TERRACE HOME

2139 Parkway Drive

4 BR | 3.5 BA | 3,429 SF | James Island

Welcome to 2139 Parkway Drive located in one of James Island's favorite neighborhoods, Riverland Terrace! This classic four bedroom, three-and-a-half bath home exudes southern charm with double front porches and mature landscaping. The kitchen features an oversized island, Viking stove, granite countertops and pendant lighting. This space opens to a large living room with a gas fireplace, bookshelves and a custom shiplap wall. In 2022, the attic was converted into a full guest suite with a spa-like bathroom, adding an additional 700 sq. ft. The guest retreat also features a coffee/wet bar with a dual-zone beverage center, oversized sink and quartz countertop. The spacious yard is professionally landscaped with room for a pool if desired. Enjoy being walking distance to many restaurants, shops and the Terrace Theatre.

MLS 24010322

Kaelin Hall

\$1,595,000

843.779.6116





TOWNHOME ON DEEP-WATER

42 Wappoo Creek Place
3 BR | 2.5 BA | 2,192 SF | James Island

MLS 24009997
Helen Butler

\$1,445,000
843.343.2222



MODERN HOME IN WAGENER TERRACE

207 Saint Margaret Street
3 BR | 2 BA | 2,056 SF | Downtown Charleston

MLS 24008081
Bradley Thompson

\$1,399,000
843.323.7600



PICTURESQUE MARSHFRONT LAND

704 Remley Lane
.71 AC | Mount Pleasant

MLS 24001495
Martha Freshley

\$1,390,000
843.297.7530



IDYLIC CORNER LOT IN OYSTER POINT

2292 Skyler Drive
5 BR | 3 BA | 2,716 SF | Mount Pleasant

MLS 24009591
Kalyn Smythe

\$1,250,000
843.708.3353



DEEP-WATER LOT

0 Champneys Lane

9.06 AC | Ravenel

MLS 24006204

Kalyn Smythe

\$997,500

843.708.3353



DOWNTOWN CHARLESTON TOWNHOME

15 Horlbeck Alley unit A-8

3 BR | 2.5 BA | 1,464 SF | Historic Charleston

MLS 24007610

Lyles Geer

\$945,000

843.793.9800



HISTORIC KITCHEN HOUSE

6 Wasbee Range

1 BR | 1.5 BA | 1,078 SF | Historic Charleston

MLS 24002006

Brian Walsh

\$945,000

843.754.2089



TOP-FLOOR MOUNT PLEASANT CONDO

1300 Park West Boulevard unit 810

1 BR | 1 BA | 777 SF | Mount Pleasant

MLS 24009996

Victoria Smith

\$355,000

843.855.1234



WILLIAM MEANS REAL ESTATE

FROM THE BLOG

WILLIAM MEANS 2023 REALTORS® OF DISTINCTION

10 William Means Real Estate agents were rewarded for their outstanding performance in 2023

We are pleased to announce that 10 of our agents have received recognition from the Charleston Trident Association of REALTORS® for outstanding sales production for the year 2023. The REALTORS® of Distinction award recognizes the top 10 percent of producing Charleston REALTORS® who met stringent requirements including sales production, education requirements and adherence to the REALTOR® Code of Ethics.

“I am continually proud of William Means agents’ many accomplishments,” said Lyles Geer, President and Broker-in-Charge for William Means Real Estate. “Our agents are among the top producers in the local market and offer the highest level of service and integrity when representing buyers and sellers in the Charleston community.”

Four of our agents qualified for the Platinum category, which represents the top two percent of REALTORS® in the Charleston area. This category requires agents to have sold more than \$25,600,000 in volume and/or more than 42+ sides. Will Dammeyer, LeGrand Elebash, Lyles Geer and Kalyn Smythe received this honor.

The Gold category (top 5 percent) requires agents to have sold \$16,300,000 – \$25,599,999 in volume and/or 28.5-41.5 sides. Jane Dowd and Michelle McQuillan received this designation.

The Silver category (top 10 percent) requires an agent to have sold \$10,800,000 – \$16,299,999 in volume and/or 20-28 sides. Mary deS. Cutler, Farrah Follmann, Martha Freshley and Bonnie Geer received this honor.

For more than 90 years, William Means has remained at the forefront of the local luxury market. As a company, we achieved more than \$338M in sales in 2023 with an average sales price of \$1.43M. With offices in downtown Charleston and Mount Pleasant, we are proud to serve clients all over the Lowcountry.

The annual REALTORS® of Distinction ceremony brings the Realtor community together to recognize the top agents in the Charleston area. All 2023 REALTORS® of Distinction recipients will be treated to an exclusive keynote address and award ceremony on April 24th at Trident Technical College.

Read more articles at charlestonrealestate.com.



FROM THE BLOG

WHY SOUTHERNERS WILL ALWAYS CHERISH THE SCREENED-IN PORCH

Spend more time outdoors year-round with the latest trend to hit southern homes

The South is defined by two things, southern charm and southern hospitality. Memories are made within the home, and for as long as we can remember, those memories include early mornings and late evenings spent on the porch. With the stifling heat of July and the rise of the palmetto bug, screened-in porches have become the hottest trend for southern homes. A screened-in porch is the perfect solution of enjoying the outdoors without sacrificing your comfort. Now that spring is here, we look forward to spending more time outdoors. Read below to see why we love a Charleston screened-in porch so much.

Southern Comfort. Amongst many things, Charleston is known for its weather. With most days out of the year being warm and sunny, it's no surprise why Southerners want to enjoy their time outdoors. The summer heat is no joke and can make spending time outside rather difficult. The beloved screened-porch creates the perfect environment to relax and enjoy the warmth, while being shaded from the sweltering sun and the bugs that follow.

Great for Entertaining. It's no secret that Southerners love to entertain. From cocktail hour to dining al fresco, a screened-in porch is the perfect place to create this atmosphere and spend time with the ones you love. Fill your space with a large couch, some colorful throw pillows and a tv for the perfect cozy cocktail hour. Opt to elevate your dining experience with a large table, some low lighting and plants or florals to liven up the environment.

Where the Indoors Meets the Outdoors. Screened-in porches have taken southern homes by storm with the list of benefits for homeowners continuously growing. If you don't already have a screened-in porch in your home, adding one can increase the space and layout of your home. This space can be completely customizable and adaptable to a homeowner's lifestyle, with options to create spaces such as dining areas, workout areas and home offices. Not to mention they bring the outdoor air inside, making the demand for screened-in porches high for homeowners.

The rise in popularity of screened-in porches comes as no surprise, as they have easily become a favorite space to gather and celebrate amongst friends. Whether you opt for an elevated, hosting environment or a more laid-back casual space, the opportunities are endless when it comes to designing and decorating your screened-in porch. If it's time for you to find your dream home with a screened-in porch, one of our knowledge agents would be happy to assist you.

Read more articles at charlestonrealestate.com.



FROM THE BLOG

WILLIAM MEANS GUIDE TO OLD WINDERMERE

Old Windermere illustrates Charleston's growth in the early to mid-twentieth century

The houses, winding roads and grand oak trees compose the majority of the historic traits in Charleston's residential neighborhoods. Though not typically recognized as historic compared to downtown Charleston neighborhoods, many of the older West Ashley neighborhoods such as Old Windermere illustrate Charleston's growth in the early to mid-twentieth century. Development west of the Ashley River after World War I and World War II represents unique historic periods of idealism and growth. Follow our neighborhood guide below to find out what makes Old Windermere so special.

Location. Old Windermere is located in West Ashley across the Ashley River from the Charleston Peninsula. With its prime location and convenience to shopping and local amenities, Old Windermere is approximately three miles west of downtown Charleston and is within walking distance of the South Windermere Shopping Center and the Moreland Shopping Center. The West Ashley Greenway runs through the neighborhood, the perfect place to enjoy exercise among the Charleston sunshine. Old Windermere is also located less than a mile from St. Andrew's School of Math and Science, a true highlight for families with children.

Home styles. Each section of Old Windermere features a variety of architectural styles, single family homes as well as duplexes and light commercial uses. Homes are frequently

brick or wood-sided and one to two stories. Styles are reflective of homes built in the 1940s, while other styles present include Tudor Revival, Minimal Traditional, Ranch, Colonial Revival and Georgian Revival. Most houses have brick veneer siding, gable roofs, porches and a single chimney. Divisions of Old Windermere have developed with different aesthetic features and also feature new builds.

Neighborhood history. The Old Windermere community was developed in 1926 by James S. Simmons. The neighborhood was named for Windermere, England, as the property owners were of English ancestry. The grand oak trees that stand today were planted when the neighborhood was developed and give the neighborhood one of its most striking features. Because the neighborhood was developed over several decades, the 1920s through 1950s, there are a variety of house styles from different eras. Most of the homes have been altered or expanded, yet the neighborhood's character is still very much intact over eighty years after its inception.

If you're considering making a move, William Means agents are experts on Charleston neighborhoods and would be delighted to help you find your dream home. Give us a call today!

Read the full article at charlestonrealestate.com.



SOUTH OF BROAD HOME RANKS AS #2 SALE DOWNTOWN THIS YEAR

18 Murray Boulevard

4 BR | 5.5 BA | 7,838 SF | South of Broad | Sold for \$6,500,000

We are pleased to announce the sale of this waterfront home in historic downtown Charleston. 18 Murray Boulevard offered the grand luxuries of South of Broad living with exceptional water and sunset views. This stately Georgian inspired home showcased double front porches, a light-filled floor plan and a picturesque setting. Congratulations to our seller clients and the new owners.

RECENT SUCCESSES

Learn more at www.charlestonrealestate.com



NOTEWORTHY COMPANY SALES



MOUNT PLEASANT

1469 Simmons Street
Sold - \$6,000,000



MOUNT PLEASANT

654 Atlantic Street
Sold - \$3,250,000



SOUTH OF BROAD

32 N Adgers Wharf
Sold - \$2,785,000



HISTORIC CHARLESTON

34 Anson Street
Sold - \$2,525,000



MOUNT PLEASANT

427 Shannon Street
Sold - \$2,295,000



I'ON

138 Lonsborough Street
Sold - \$2,115,000



DOWNTOWN CHARLESTON

18 Kenilworth Avenue
Sold - \$1,900,000



WEST ASHLEY

6 Stocker Drive
Sold - \$1,900,000



JAMES ISLAND

306 Stono Drive
Sold - \$1,885,000



JAMES ISLAND

1515 Burningtree Road
Sold - \$1,515,000



MOUNT PLEASANT

155 Wingo Way unit 446
Sold - \$1,450,000



MOUNT PLEASANT

45 Eastlake Road
Sold - \$1,400,000

RECENT SUCCESSES

Learn more at www.charlestonrealestate.com





FROM THE BLOG

4 DESIGNER PAINT COLORS FOR YOUR KITCHEN

Follow these tips to add a pop of color to your Charleston home

Home is where the heart is, more like home is where the kitchen is. From family gatherings and cookouts to happy hour and everything in between, we know that a kitchen truly makes a home. While an effortless all-white kitchen will never go out of style, trends are showing that homeowners in 2024 are daring to break the status-quo, opting for warm and eclectic colors. Feeling inspired? Read below to get ahead start on your kitchen renovation and add a pop of color to your Charleston home.

Earthy Tones. Warm and natural colors are on the rise, with many designers encouraging clients to try greens, greige and natural wood tones. Several shades of green have been on trend for years, with no promise of disappearing anytime soon. Shades of green and other earthy tones create a peaceful environment and invite comfort into any space. Relax and unwind in your newly designed space while you dine on your favorite dish.

Mellow Yellow. Consider inviting subtle shades of the sunny hue into your home. Butter yellow and pale peach are historic colors that truly never go out of style. Pay homage to Pantone's 2024 color of the year, peach fuzz, with a fresh coat of paint in your kitchen. Warm shades of yellow pair perfectly with antique accents and wicker details.

Rich Shades. Moody, dramatic colors will set the tone and transform your kitchen into a cozy and sleek space, ideal for

hosting guests. From mauve to grey, forest green, black and charcoal, don't shy away from opting for a bold color scheme for your kitchen. Floral patterns and marble detail work both complement rich shades if you're looking to elevate your space even further. Dare to be different with an edgy, yet homey kitchen that will have your guests vying for their next dinner invitation.

Blue on Blue. Blue is the universal color of serenity, so why not invite notes of tranquility into your kitchen. Food has a long history of bringing a sense of comfort, familiarity and connection with ourselves and the ones we love most. Whether you opt for a shade of baby blue or navy blue, the details in your kitchen are sure to pop. If you can't decide on a shade, because there's just too many options, try a blue on blue color scheme for a monochromatic, coastal look.

Creating a warm and welcoming, yet aesthetically pleasing kitchen is an important task for any homeowner. By incorporating a pop of color into your favorite space, you're sure to evoke feelings of happiness and comfort that will match the energy of the cuisine you're enjoying. Your kitchen is true reflection of yourself and with that comes the creativity to let your imagination run wild! If you're interested in buying or selling a home, or would like advice on how to upgrade your home, our agents would be happy to assist.

Read more articles at charlestonrealestate.com.

LET OUR AGENTS HELP YOU CALL CHARLESTON HOME



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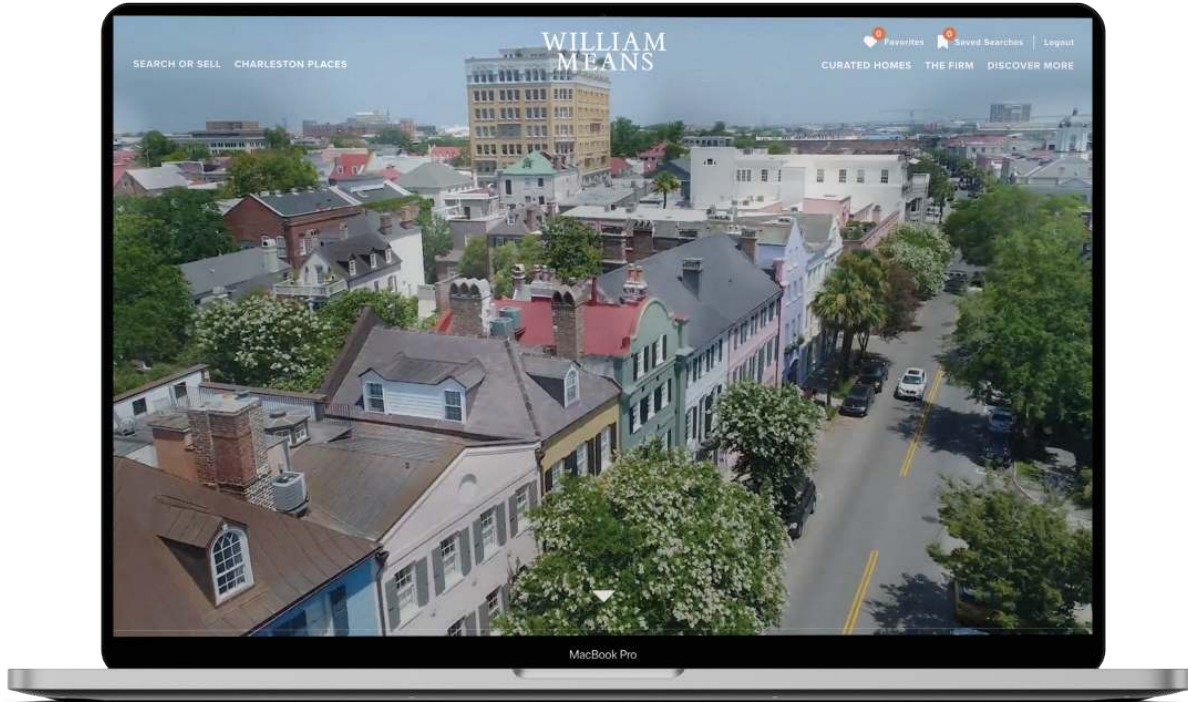
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- Partner with the most knowledgeable real estate professionals in Charleston
- Save your favorite properties for easy access later
- Custom build searches that send email alerts when new properties hit the market
- Know at-a-glance if a property is just listed, under contract or recently reduced

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

