

WILLIAM MEANS REAL ESTATE

LUXURY INSIDER

WINTER 2022



CHRISTIE'S
INTERNATIONAL REAL ESTATE



THE START TO A NEW YEAR.

It is hard to believe that 2021 has come to a close. The real estate market in Charleston flourished last year and our firm certainly experienced a tremendous rate of growth. I am pleased to announce that William Means achieved more than \$419 Million in sales, making 2021 the No. 1 year in the 88-year history of our company. A tremendous thank you to our dedicated agents and incredible clients for making this possible.

We worked with sellers and buyers from all over the Charleston area as well many that were re-locating to South Carolina from out-of-state. Our work over the past two unprecedented years highlights our firm's knowledge of the Lowcountry and our ability to work with integrity and creativity. I am proud to work alongside the best REALTORS® in the business and am excited for what is to come for William Means.

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.

A handwritten signature in black ink that reads "Lyles Geer". The signature is written in a cursive, flowing style.

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

~*900*
Offices

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

All data as of June 30, 2021

Learn more at
www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE



After a record 2021 we now turn our focus to 2022. The outlook for the real estate market for the coming year shares many themes from last year including high demand and low inventory.

In digging deeper into the numbers, the trends become clear. The supply constraints for Charleston homes have reached unprecedented figures. The current inventory levels of home sales are only one month. The decrease in days on the market in Charleston was down 69% in 2021 versus an already down 2020. The rest of the country has also seen this type of supply constraint, but only at a rate of 27%. While sales were up 8.8% in 2021 versus 2020, the second half of the year saw sales drop compared to the previous year due to the dip in inventory levels. Unfortunately, the drastic levels of low inventory will not come back quickly but fortunately, demand in Charleston is not waning. In terms of net migration, South Carolina ranks third in the country and last year, we proudly represented many clients that relocated to the area from out-of-state.

William Means worked tirelessly throughout the last year to meet the needs of our clients. During this time, our sellers were given comprehensive evaluations of comparison values and market evaluations that changed daily. As multiple offer situations arose, thorough review of terms had to be weighed against one another. Our buyers saw William Means agents turning over every stone, constantly seeking out properties to meet their needs. After the difficult process of finding a property, the next steps of deducing the best offer to be awarded the property were truly painstaking.

Through it all, the team at William Means achieved a record year with the help of our dedicated clients and knowledgeable agents. We know that 2022 will offer more of the same obstacles, and by all metrics it could prove to be even more difficult. We remain ready to represent our clients in the sale and purchase of their next Charleston home.

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

MORE THAN
\$419M
 IN COMPANY
 WIDE SALES

370 Transactions Represented
\$1.1M Average Sales Price
\$8.65M Highest Home Sales Price



FROM THE BLOG

WILLIAM MEANS CLOSES 2021 AS TOP CHARLESTON FIRM

\$7.5 Million sale of 55-acre private island kicks off the New Year

We are proud to announce that 2021 was the best in our company's 88-year history with nearly \$420M in overall sales, a 35% increase over 2020. William Means recorded a \$1.1M average sales price, out-ranking 18 other Charleston companies for this first-place title for any company with \$325M or more in sales. We also kicked off the new year with the \$7.5M sale of Hoopstick Island on Johns Island. The 55-acre private island offers the opportunity for ten luxury homes on deep-water estate lots and is situated just 25 minutes from downtown Charleston.

"The real estate market in the Charleston area flourished in 2021 and William Means certainly experienced a tremendous rate of growth," said Lyles Geer, President and Broker-in-Charge of William Means Real Estate. "We worked with sellers and buyers from all over the area as well as those that were located out-of-state. Our work over the past two years highlights our firm's knowledge of the Lowcountry and our ability to work with integrity and creativity. I am proud to work alongside the best REALTORS® in the business."

William Means' 2021 accolades include: Number one firm in the I'On community of Mount Pleasant with \$47.7M in sales. Number one boutique firm in sales and sides for Belle Hall in Mount Pleasant. Number one boutique firm downtown, outside the Crosstown with \$17.5M in sales. Our firm recorded more than \$128M in south Mount Pleasant,

\$37M in West Ashley and \$22M on Sullivan's Island. We also achieved \$125M in sales downtown inside of the Crosstown, \$66M of which was South of Broad.

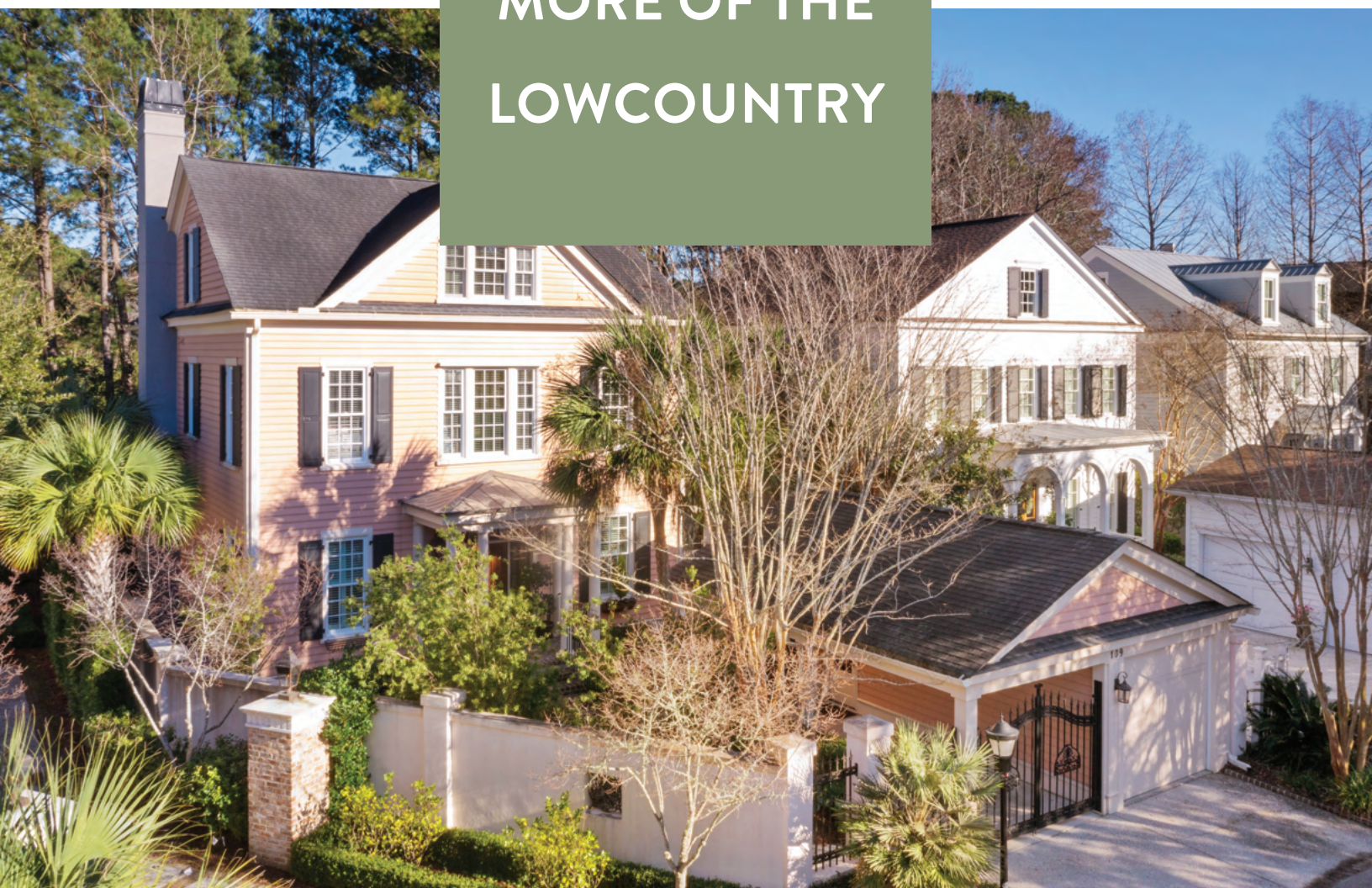
In addition to these record sales numbers, our firm proudly represented buyers and sellers all around the Charleston area from South of Broad, Sullivan's Island, Kiawah Island, Mount Pleasant and more. As a small boutique firm, we managed to achieve top rankings among all Charleston area real estate companies: Fourth ranked company in south Mount Pleasant and downtown outside of the Crosstown, fifth ranked company in West Ashley inside I-526 and downtown inside of the Crosstown, sixth for Sullivan's Island and seventh for James Island.

In addition, nine of our firm's agents achieved more than \$10M in sales, including: Helen Butler, Etta Connolly, Mary deS. Cutler, Will Dammeyer, Martha Freshley, Leize Gaillard, Bonnie Geer, Grace Perry Huddleston and Brian Walsh. Five of our firm's agents achieved more than \$20M in sales, including: Alex Brener, Beverly Burris, Jane Dowd, Harrison Gilchrist and Michelle McQuillan. Three agents achieved more than \$30M in sales: Helen Geer, Lyles Geer and Kalyn Smythe.

Read the full article at charlestonrealestate.com.



EXPLORE
MORE OF THE
LOWCOUNTRY





GRAND RENOVATED TOWNHOME

78 East Bay Street

4 BR | 4.5 BA | 5,204 SF | South of Broad

Recently renovated with a two-car garage and Charleston harbor views, 78 East Bay is situated on the prominent corner of Vanderhorst Wharf and right behind the pleasant city park, Hazel Parker. This extraordinary central townhome was designed in the Neoclassical style and boasts historic character including impressive brick work and marble detailing. The home features beautiful hardwood floors throughout, impressive moldings, custom built-ins and soaring ceilings. Open the French doors and step onto the terrace, perfect for grilling out and entertaining. Just beyond the manicured garden is a spacious two-car garage and two separate masonry storage buildings. 78 East Bay truly exudes great historical significance paired with modern day conveniences.

MLS 21023198

Lyles Geer

\$4,700,000

843.793.9800





BRICK HOME IN THE CRESCENT

34 Jamestown Road

4 BR | 4 BA | 4,658 SF | West Ashley

MLS 22000849

Jane Dowd

\$2,695,000

843.224.2788



DOWNTOWN MAIN HOUSE & DUPLEX

22 Gadsden Street

7 BR | 5.5 BA | 4,432 SF | Harleston Village

MLS 22002375

Lyles Geer

\$2,650,000

843.793.9800



SPECTACULAR WATERFRONT HOME

16 Murray Boulevard

3 BR | 3.5 BA | 2,508 SF | South of Broad

MLS 21012547

Georgia Bell

\$2,550,000

843.568.1601



CHARMING OLD VILLAGE PROPERTY

302 Bank Street

5 BR | 4.5 BA | 3,453 SF | Mount Pleasant

MLS 22002573

Lyles Geer

\$2,275,000

843.793.9800



DOWNTOWN INVESTMENT OPPORTUNITY

4 Murphy Court

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

MLS 21023082

Kalyn Smythe

\$849,000

843.708.3353



BUILD YOUR DEEP-WATER DREAM HOME

1875 Headquarters Plantation Drive

0.49 AC | Johns Island

MLS 21032403

Andy Jones

\$695,000

843.200.6400



SPACIOUS CHARLESTON CONDO

7 Logan Street unit C

1 BR | 1 BA | 803 SF | South of Broad

MLS 21029939

Mary Cutler

\$450,000

843.343.4858



WATERFRONT LOT ON CUL-DE-SAC

1701 Ancient Oaks Lane

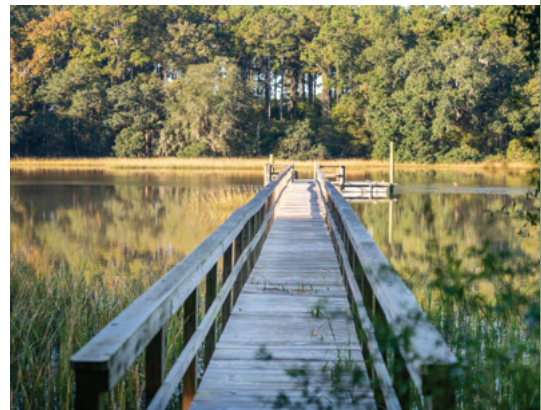
0.86 AC | Johns Island

MLS 22001438

Eileen Smith

\$400,000

843.870.6290



PICTURESQUE PRIVATE ISLAND CLOSSES FOR \$7.5 MILLION

0 Hoopstick Island Road

55 AC | Johns Island | Sold for \$7,500,000

We are happy to announce the sale of Hoopstick Island, a connected and gated private island with more than a mile of scenic water frontage. The 55-acre private island offers the opportunity for ten luxury homes on deep-water estate lots and is situated just 25 minutes from downtown Charleston. It was truly a pleasure representing the sellers of this one-of-a-kind Lowcountry property and we send our sincerest congratulations to the buyers.

RECENT SUCCESSES

Learn more at www.charlestonrealestate.com



CHRISTIE'S
INTERNATIONAL REAL ESTATE

CONGRATULATIONS TO OUR TOP PRODUCERS

— #1 YEAR IN COMPANY HISTORY —

\$30 MILLION AND MORE



Helen Geer



Lyles Geer



Kalyrn Smythe

\$20 MILLION AND MORE



Alex Brener



Beverly Burris



Jane Dowd



Harrison Gilchrist



Michelle McQuillan

\$10 MILLION AND MORE



Helen Butler



Etta Connolly



Mary deS. Cutler



Will Dammeyer



Martha Freshley



Leize Gaillard



Bonnie Geer



Grace Perry Huddleston



Brian Walsh

GET TO KNOW OUR AGENTS.



Lyles Geer
843.793.9800



Helen Geer
843.224.7767



Leslie Anderson
843.749.3987



Georgia Bell
843.568.1601



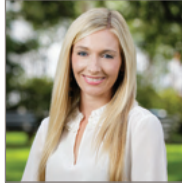
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Beverly Burris
843.343.1791



Helen Butler
843.343.2222



Meghan Chipley
843.709.8056



Etta Connolly
843.568.0449



**Anne Merrill
Crawford**
843.991.0524



Mary Cutler
843.343.4858



Will Dammeyer
843.670.6747



Ann Daughtridge
843.709.7719



Sandra Di Salvo
843.822.6138



Jane Dowd
843.224.2788



Farrah Follmann
843.860.3425



Martha Freshley
843.297.7530



Leize Gaillard
843.696.5934



Bonnie Geer
843.870.0521



Harrison Gilchrist
843.209.4658



Kaelin Hall
843.779.6116



Elle Haynes
843.557.6727



**Grace Perry
Huddleston**
843.224.6262



Andy Jones
843.200.6400



Jordan Kruse
843.343.8696



**Michelle
McQuillan**
843.814.4201



Jane Milner
843.224.7339



Sallie Robinson
843.452.7362



Tim Schneider
843.834.2441



Kenton Selvey
843.806.7222



Eileen Smith
843.870.6290



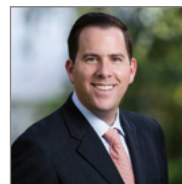
Kalyn Smythe
843.708.3353



Yvonne Turner
310.780.9879



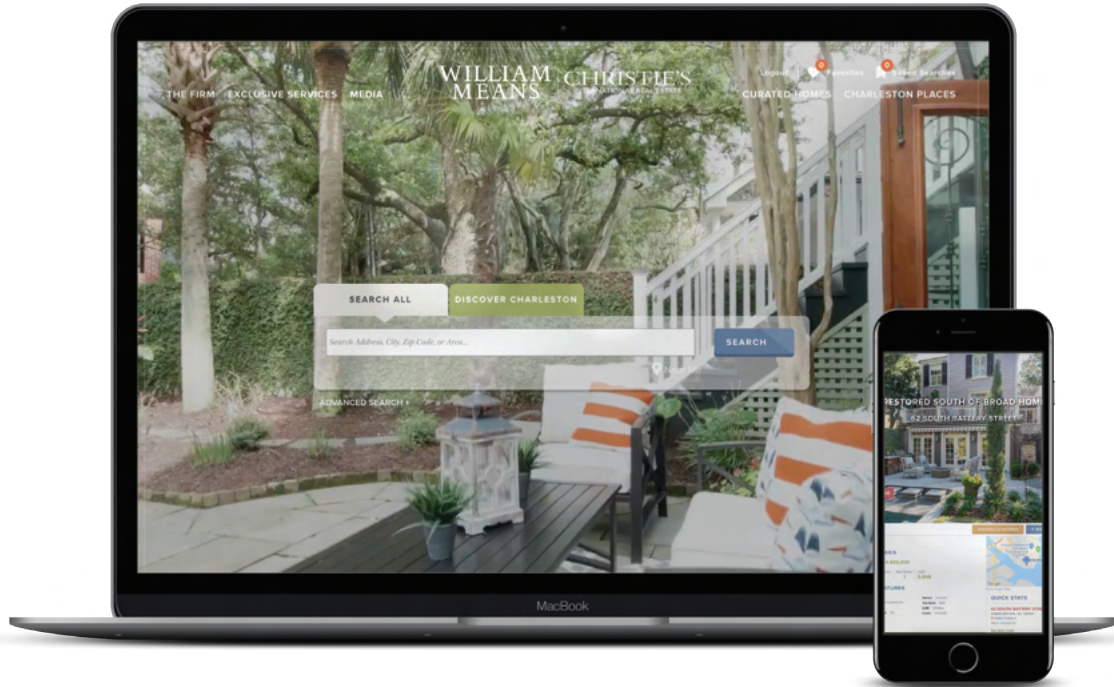
Sarah Vineyard
843.709.1167



Brian Walsh
843.754.2089



Paula Yorke
704.345.7474



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

- Connect with 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 | 25 Broad Street
MOUNT PLEASANT | 353 N. Shelmore Boulevard



CHRISTIE'S
INTERNATIONAL REAL ESTATE