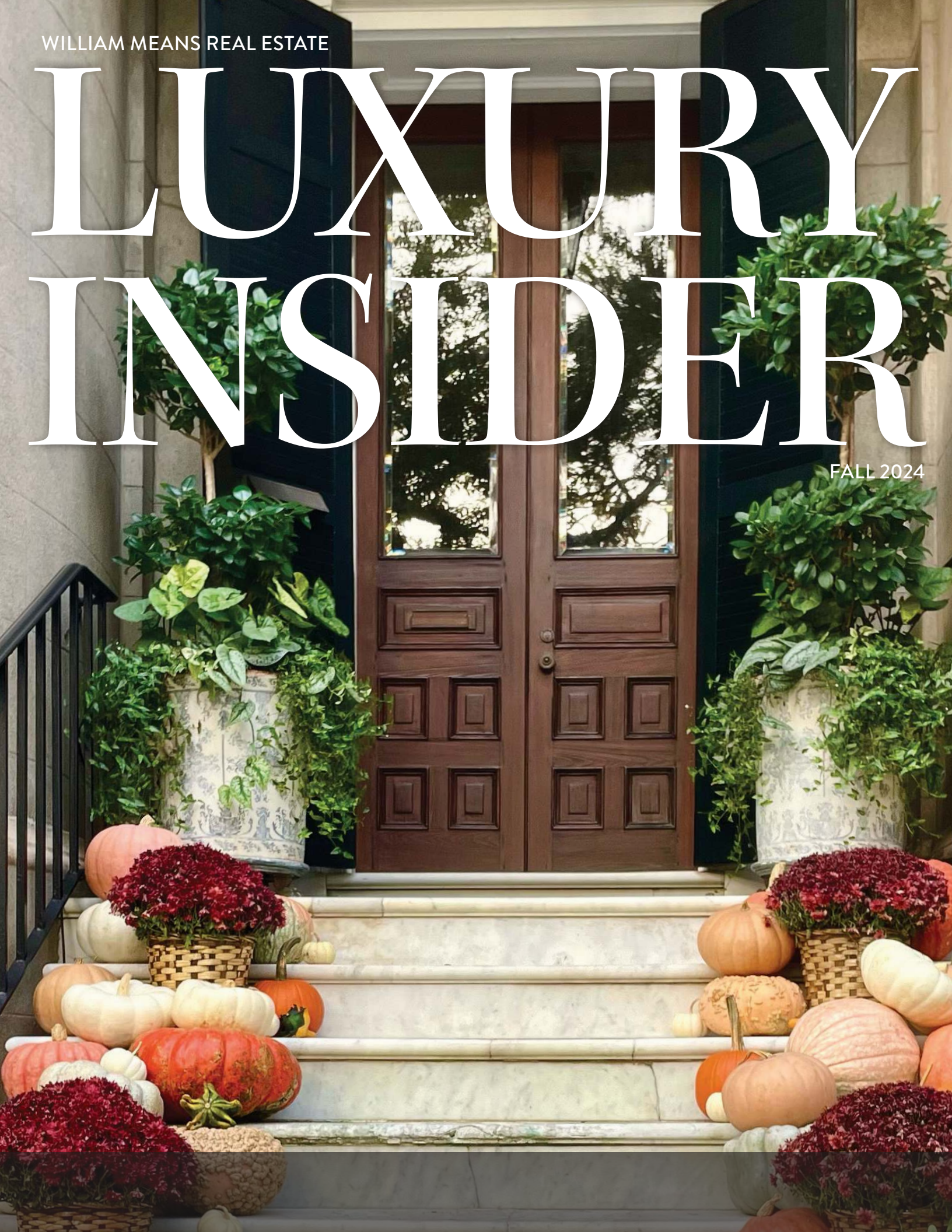


WILLIAM MEANS REAL ESTATE

# LUXURY INSIDER

FALL 2024





## THINKING OF MOVING?

Fall has once again arrived in the Lowcountry, even if it doesn't quite feel like it yet! There have been many factors at play in real estate this year but one thing that has remained constant is our agents' dedication to our clients. Our company was founded on the principles of integrity and professionalism – which is why we provide the best service experience when buying or selling your Charleston home.

When a client lists their home with William Means, our experienced agents act as their partner, taking the time to discuss their unique needs and goals. When we work with a buyer to find their new Charleston home, our agents act as a personal liaison to assist them as they make one of the most important purchases of their lifetime.

Our agents are committed to understanding client needs and providing knowledgeable service that begins the moment you engage with our firm. If you are think of moving, please reach out to us - we would be happy to discuss with you.

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.

Handwritten signature of Lyles Geer in black ink.

**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



In comparison to last year, the third quarter of Charleston’s housing market saw reductions in sales for the months of August and September. The months decreased by 7% and 10% respectively. The reductions also followed the national trend with home sales down 2.2% in July and 4.2% in August. The median sales price did increase in July at 6.8% and August at 4.9%, while September was flat. While the trend may be surprising, it is worth exploring some of the factors influencing these developments.

One unique factor Charleston experiences in the third quarter is the weather. July, August, and September bring the highest temperatures to our area, and that tends to cool the housing market. This is also a time of transition as many families focus on final summer vacations and preparations before the school year begins. This may indicate why the Charleston real estate market saw a larger drop in the third quarter than the national average. We did experience other factors that were also felt on the national level. There was much anticipation of a possible Fed rate cut that could drive interest rates down. The rate was cut by 50 basis points, but the mortgage interest rate did not move a lot as the rate was already down due to anticipation of the cut. The continuation of military conflicts on two different fronts also continued unrest. Russia invaded Ukraine in February of 2022, and the conflict shows no signs of ending. The Israel-Hamas war has now reached its year-mark in October and the fighting continues. It has also been an unprecedented political cycle as the presidency, and possibly the house and senate are up for grabs. In presidential election years we typically see buyers delay home purchases until after the election.

Even with less home closings in the third quarter, the statistics for 2024 versus the same time last year remain mostly positive or flat. Sales numbers so far in 2024 are flat versus last year, the median sales price is up nearly 4% and average sales price is up 10%. In Charleston, I believe that the final quarter will finish strong, and sales will finish up slightly from 2023. I think many buyers will see stronger inventory and be ready to purchase after the election and move into new homes before the end of the year. We will be watching all factors closely as we assist both buyers and sellers in the last quarter of 2024.

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

<p>MORE THAN</p> <p><b>\$340M</b></p> <p>IN COMPANY WIDE SALES SO FAR THIS YEAR</p>	<p><b>\$6.5M</b></p> <p><b>#1</b></p> <p><b>\$1.5M</b></p>	<p>Highest Sales Price in 2024</p> <p>Boutique Firm in the Old Village and Mount Pleasant</p> <p>Average Sales Price</p>
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## FROM THE BLOG

# HOME BUYER REPRESENTATION

*Learn about the changes in real estate and what it means when buying your next home*

Many people have different views on cars. For many, cars are just a means of transportation from point A to B. For others, cars can be for driving fast around a track, through mud or over rocks or with the top open to feel the wind and see the sky. While the views of why we have cars may differ, most all of us have or have had a car. Many of us have also had the experience of buying a car from a dealership. I don't want to disparage the industry, but I feel there are some important facts that many fail to understand when purchasing a vehicle.

The first thing to understand is the person that came out to greet you, shake your hand, offer you a cold water and take you on a test drive because this car is so amazing is not your friend, your advocate or even on your side. I have sat in car dealerships in uncomfortable chairs while a salesperson has said that they would go and talk to their manager to try and get me the number we just spoke about. After this process goes on a few times, the salesperson ultimately returns as though they tried everything and presents their best offer. I feel weary as the process has now been hours, and I sit and wonder what they have talked about at each pass. Having purchased a car on numerous occasions, I have come to the clear realization that I had no representation in the transaction. The salesperson worked for the dealership, not for me. Yes, they wanted to get a deal done, but I had no understanding of the structure of how they earned their commission from my car purchase. Were they earning based on just selling a car? Or if I paid more than the dealership

would have been willing to take, would that salesperson have earned more? I had no representation in purchasing the car, other than myself.

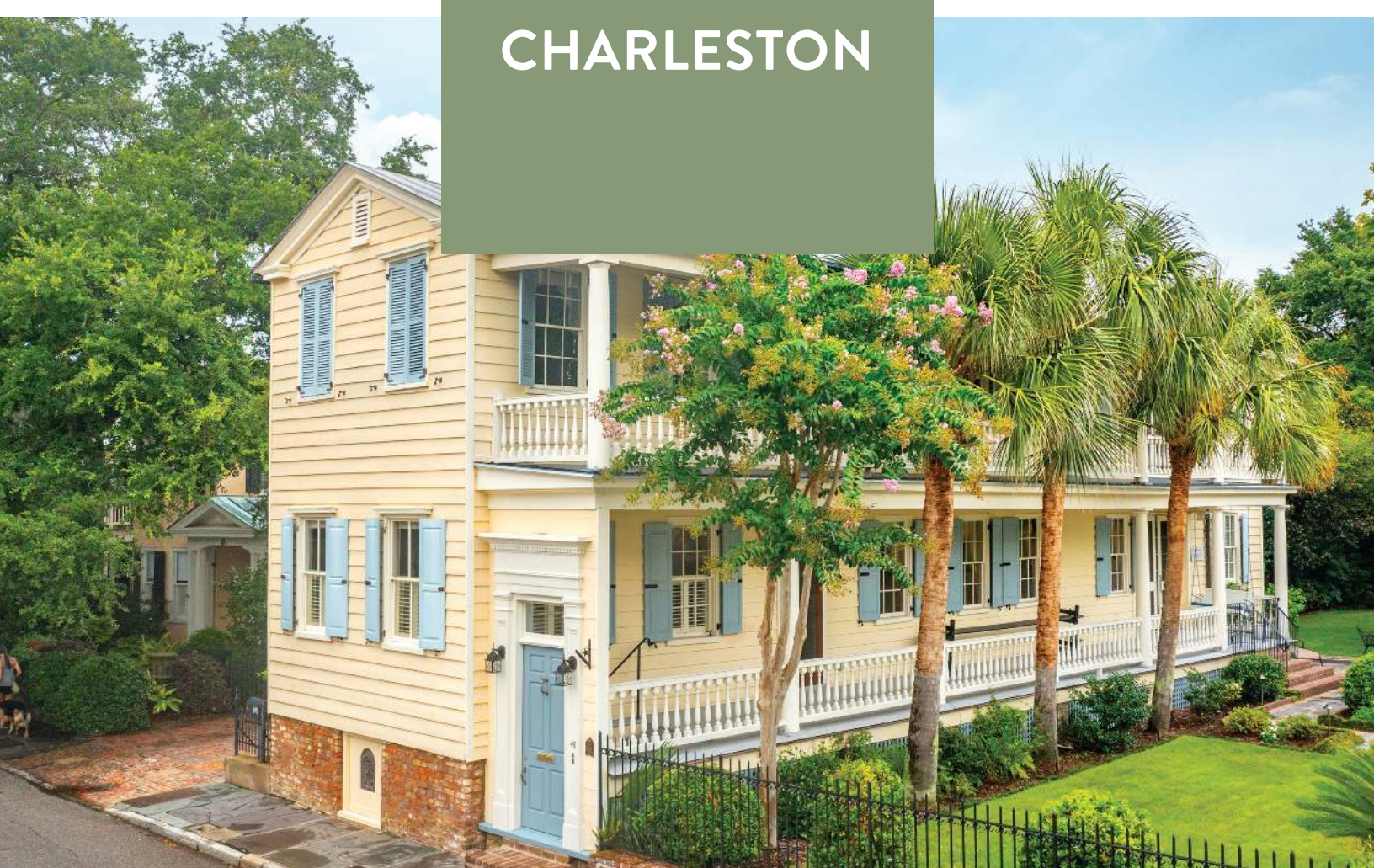
We are going through changes in real estate. I feel the analogy to the process of buying a car is a great way to help explain why the changes will help to give a clearer understanding of transactions to our clients. Agents are required to have an agreement signed with a Buyer before showing them a home. While there are a few different forms that can be used, the point of the forms is that the Buyer has a strong understanding of what is being provided to them and the cost of those services. The Buyer should make informed decisions about their agent because unlike the car dealership analogy, when the Buyer signs that form, the agent is working for the Buyer. The agent must then provide certain services and unique services as agent and firm to them, and the Buyer understands what the cost is for those services.

While cars may have certain features and add-ons, they are relatively the same based on a brand and a model. Homes on the other hand, are on a different stratosphere of complexity from neighborhood, age, style, build quality, renovation...the list is nearly endless. William Means Real Estate and our agents have always offered our clients tailored and comprehensive service in Buyer representation. If you want to learn more about the changes to the real estate industry, continue to explore [charlestonrealestate.com](http://charlestonrealestate.com).

-Drew Grossklaus, Sales Director and BIC



# DOWNTOWN CHARLESTON





## FULLY RENOVATED CHARLESTON SINGLE HOUSE

70 Ashe Street

3 BR | 3.5 BA | 1,917 SF | Elliotborough

Originally built in 1890, this three-bedroom Charleston Single home was completely renovated and taken down to the studs in 2018. The floor plan was updated for modern day living including two covered porches, spacious living room and dining rooms and hardwood flooring throughout the living spaces and bedrooms. The chef's kitchen features a Wolf range, Liebherr refrigerator and a Bosch dishwasher. This home was designed for outdoor entertaining. The expansive, beautifully landscaped patio features a stucco privacy wall, a wood-burning fireplace, shower, barrel sauna and a large storage room. Additionally, there is covered off-street parking for one vehicle. If you're looking to live in downtown Charleston, 70 Ashe Street is a must see!

MLS 24025404

Jane Dowd

**\$1,900,000**

843.224.2788





### DOWNTOWN CHARLESTON CHARMER

36 Bennett Street

4 BR | 4 BA | 2,191 SF | Harleston Village

MLS 24012834

Mary Cutler

**\$1,239,000**

843.343.4858



### MOVE-IN READY HOME

145 Darlington Avenue

3 BR | 2.5 BA | 1,478 SF | Wagener Terrace

MLS 24025582

Leize Gaillard

**\$1,050,000**

843.696.5934



### UPDATED 1940S GEM

44 Piedmont Avenue

3 BR | 2 BA | 1,911 SF | Wagener Terrace

MLS 24020823

Helen Butler

**\$895,000**

843.343.2222



### RENOVATED 1880S CHARLESTON SINGLE

21 America Street

3 BR | 3 BA | 1,792 SF | Eastside

MLS 24016483

Beverly Burris

**\$835,000**

843.343.1791

DOWNTOWN CHARLESTON

Learn more at [www.charlestonrealestate.com](http://www.charlestonrealestate.com)





## TOP-FLOOR CONDOMINIUM

33 Calhoun Street unit 248

2 BR | 2 BA | 1,872 SF | Gadsdenboro

Welcome to this stunning top-floor corner condominium with stunning views of the Cooper River and Gadsdenboro Park! This immaculate unit offers one of the largest floor plans in the building, featuring a beautiful living space and two expansive bedrooms. The open living room is filled with natural light from windows on three sides, which creates a bright and inviting atmosphere. The spacious kitchen is equipped with granite countertops, stainless steel appliances, ample cabinetry, a pantry and a cozy breakfast nook. closet space and access to a full bathroom. Enjoy the best of the downtown lifestyle living within walking distance to many of Charleston's best attractions including restaurants, theatres, galleries and shops.

MLS 24026967

Farrah Follmann  
Marisa Cromey

**\$1,050,000**

843.860.3425  
843.801.3889





MOUNT  
PLEASANT





## INCREDIBLE PROPERTY ON SHEM CREEK

228 Haddrell Street

4 BR | 3.5 BA | 3,803 SF | Old Village

Welcome to 228 Haddrell Street, perfectly nestled on Shem Creek in the coveted Old Village neighborhood. This extraordinary property has undergone a meticulous renovation with renowned architect Beau Clowney, blending modern luxury with the charm of Lowcountry living. Outdoor enthusiasts will appreciate the dock featuring two 40-foot boat slips on deep water with power and water, allowing you to enjoy the Lowcountry waterways with ease. Enjoy all the luxuries of Old Village living, from your private pool and dock to the charming neighborhood restaurants and shops, all just minutes away. This spectacular location is just ten minutes from downtown Charleston and beautiful local beaches. Experience the ultimate in Southern living in this exceptional Shem Creek home. Don't miss your opportunity to make this one-of-a-kind property your own!

MLS 24022225

Lyles Geer

**\$6,950,000**

843.793.9800





## EXTRAORDINARY HOME IN THE OLD VILLAGE

126 Hibben Street

5 BR | 4.5 BA | 4,022 SF | Old Village

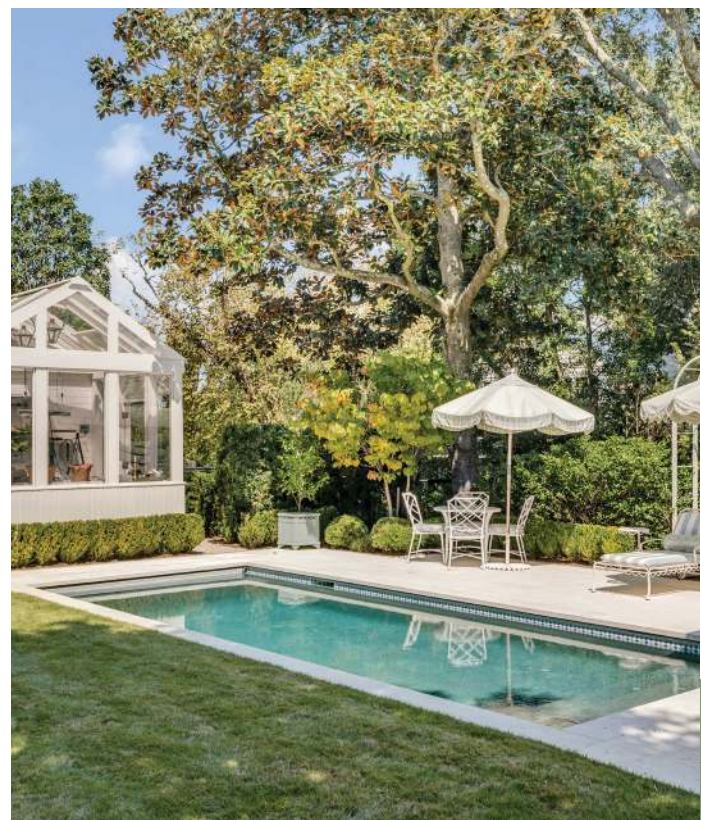
Discover a rare opportunity to own one of the most extraordinary homes in Charleston's historic Old Village—a stunning 4,022 square-foot retreat that blends modern luxury with classic Southern charm. Renovated under the vision of renowned architect Beau Clowney and featured in *Southern Living*, this home is an unparalleled example of high-end design and craftsmanship. This home is the definition of move-in ready, offering modern conveniences wrapped in timeless style. With the possibility of including most of the designer furnishings, this property offers a truly turnkey experience that's unmatched in the market. If you're seeking a home that combines elegance, style, and a prime location in one of Charleston's most charming neighborhoods, look no further.

MLS 24025100

Lyles Geer

**\$6,850,000**

843.793.9800





### RENOVATED HISTORIC HOME

124 Mary Street

6 BR | 4.5 BA | 5,689 SF | Old Village

MLS 24023627

Lyles Geer

**\$4,995,000**

843.793.9800



### STUNNING HOME WITH A POOL

31 Frogmore Road

4 BR | 4/2 BA | 3,409 SF | I'On

MLS 24025124

Martha Freshley

**\$2,595,000**

843.297.7530



### HOME BUILT FOR ENTERTAINING

121 Jake's Lane

6 BR | 3.5 BA | 3,675 SF | I'On

MLS 24023488

Farrah Follmann

Marisa Cromey

**\$2,550,000**

843.860.3425

843.801.3889



### ELEGANT MOUNT PLEASANT HOME

738 Hibbens Grant Boulevard

4 BR | 3/2 BA | 3,889 SF | Hibben at Belle Hall

MLS 24026483

Will Dammeyer

**\$1,895,000**

843.670.6747

**MOUNT PLEASANT**

Learn more at [www.charlestonrealestate.com](http://www.charlestonrealestate.com)





### COTTAGE ON A CORNER LOT

933 McCants Drive

3 BR | 2 BA | 1,620 SF | Old Mount Pleasant

MLS 24024538

Trey Mathisen

**\$1,490,000**

843.906.7904



### BEAUTIFULLY UPDATED TOWNHOME

359 Spoonbill Lane unit E

2 BR | 2.5 BA | 1356 SF | Sandpiper Pointe

MLS 24026352

Beverly Burris

**\$535,000**

843.343.1791



### CHARMING CONDOMINIUM

1631 Chatelain Way

1 BR | 1 BA | 866 SF | Southampton Pointe

MLS 24016488

Leslie Anderson

**\$350,000**

843.749.3987

MOUNT PLEASANT

Learn more at [www.charlestonrealestate.com](http://www.charlestonrealestate.com)





## FROM THE BLOG

# FALL HOMEOWNERS' MAINTENANCE CHECKLIST

*Stay on top of systems and ensure your home is in overall great condition this fall*

Fall is here and while temperatures are still high in the Lowcountry, the start of a new season serves as a great reminder to conduct updates on your home. Conducting routine maintenance on your home is a great way to stay on top of systems and ensure your home is in overall great condition. Read below for more information on an easy, yet effective fall maintenance checklist you can apply to your home.

**Seal air leaks.** To ensure your home isn't losing air flow, it's best to check your windows and doors for air leaks. This is a simple, yet effective process to keep the cool air in, and the warm air out, as the temperature remains quite high. A door sweep works well at the bottom of the door to prevent cool air from leaking out.

**Check your roof & clean your gutters.** It's always a good idea to check your roof every few years in order to prevent or detect potential problems such as damaged or missing shingles. We also recommend having your roof inspected after severe weather, such as a hurricane.

**Adjust your thermostat.** To save money and energy, it's best to keep an eye on your thermostat as temperatures start to drop. One easy habit to get in the process of is adjusting your thermostat to a higher setting when you aren't home to conserve energy, while temperatures outside remain high.

Once that fall air starts to creep in and you set your thermostat higher to keep the warm air in, you can turn your thermostat down to a cooler setting to conserve energy.

**Check your air filters.** Dirty air filters prevent appliances from running properly, causing your energy usage and bills to increase. Let the start of every season serve as an easy reminder to check and replace your air filters.

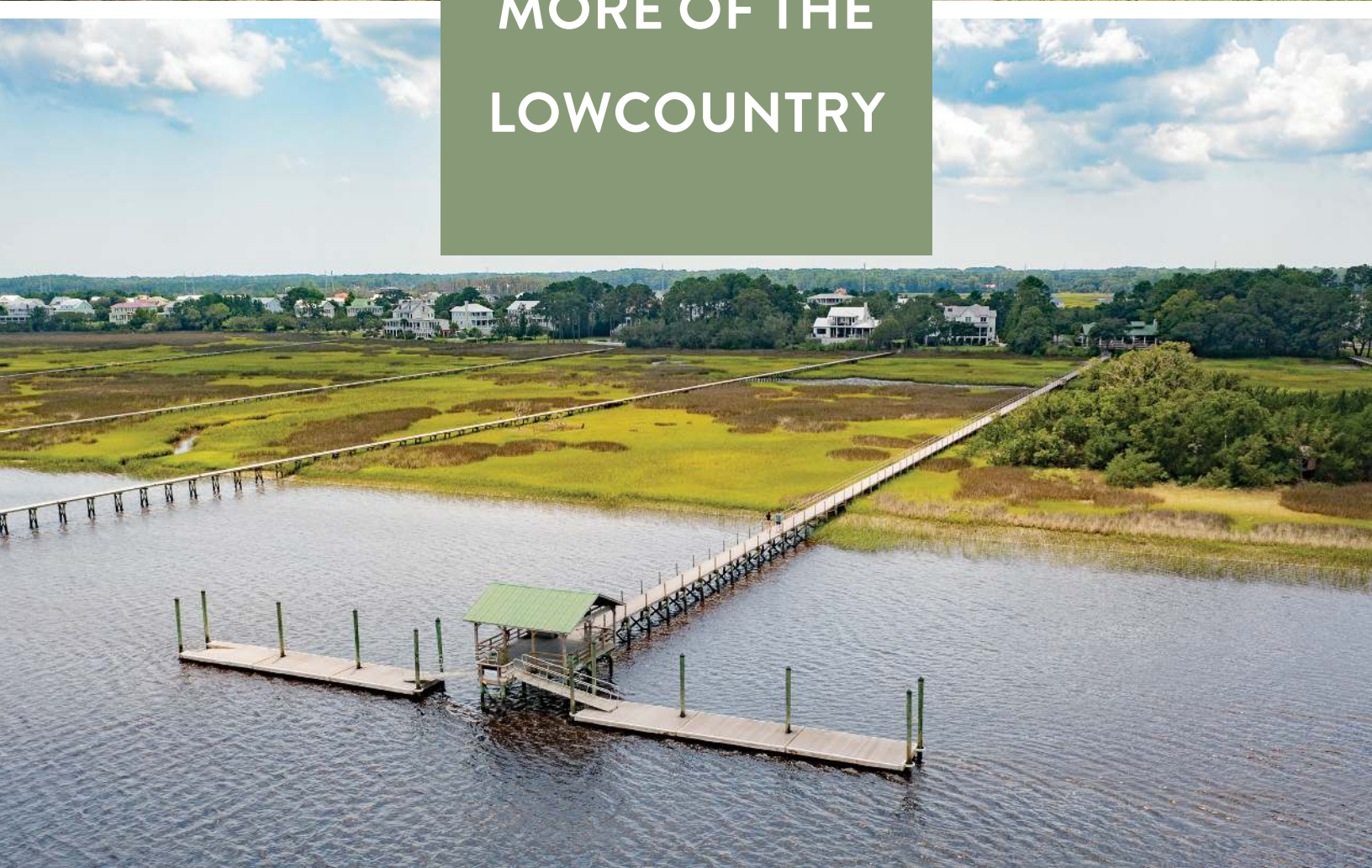
**Rotate your mattress.** Last but not least, to prevent sagging and to ensure that your mattress retains its quality year after year, you can rotate your mattress from head to foot every 6-12 months. This is an easy task that homeowners often forget about, yet the benefits are everlasting.

Using this fall homeowner's maintenance checklist is a great way to hold yourself accountable and ensure your home is in pristine condition. Routinely monitoring your home and systems is a beneficial habit that will help you in the long run. If you are looking to buy your dream home in Charleston, our agents would be happy to assist you!

*Read more articles at [charlestonrealestate.com](http://charlestonrealestate.com).*



EXPLORE  
MORE OF THE  
LOWCOUNTRY





## CUSTOM-BUILT WITH DEEP-WATER DOCK

4586 Cape Island Drive

5 BR | 3.5 BA | 4,298 SF | Paradise Island

Welcome to 4586 Cape Island Drive, a spectacular custom-built property with a private deep-water dock and sweeping views of the Wando River and marshlands. Nestled in beautiful Paradise Island, this home features five bedrooms and three-and-a-half bathrooms, a 350-foot dock with floater, an elevator and a three-car garage. Paradise Island offers a neighborhood boat ramp, boat storage, dock and a picnic area for residents. This is truly a one-of-a-kind home convenient to Mount Pleasant, restaurants, shopping and Bulls Bay Golf Club.

MLS 24009750

Kalyn Smythe

\$2,495,000

843.708.3353





### ELEVATED LOWCOUNTRY HOME

1305 Chardon Commons

3 BR | 3.5 BA | 2,987 SF | Rushland Plantation

MLS 24020968

Etta Connolly

**\$1,150,000**

843.568.0449



### GATED COMMUNITY HOME WITH A POOL

3215 Fosters Glenn Drive

4 BR | 3.5 BA | 2,680 SF | Fosters Glenn

MLS 24025402

Will Dammeyer

**\$1,019,000**

843.670.6747



### THOUGHTFULLY RENOVATED HOME

11 Beverly Road

2 BR | 2 BA | 1,557 SF | Windermere

MLS 24025576

Lyles Geer

**\$975,000**

843.793.9800



### CENTRALLY LOCATED WEST ASHLEY HOME

108 Folly Road Boulevard

4 BR | 3 BA | 2,691 SF | Wappoo Heights

MLS 24023297

Mary Cutler

**\$925,000**

843.343.4858



### DEEP-WATER LOT

0 Champneys Lane

9.06 AC | Ravenel

MLS 24006204

Kalyn Smythe

**\$895,000**

843.708.3353



### UPDATED BRICK RANCH

746 Longfellow Road

4 BR | 2 BA | 1,758 SF | East Oak Forest

MLS 24021936

Harrison Gilchrist

**\$729,000**

843.209.4658



### WEST ASHLEY CHARMER

10 Live Oak Avenue

3 BR | 1 BA | 1,330 SF | Ashley Forest

MLS 24016728

Georgia Bell

**\$615,000**

843.568.1601

LOWCOUNTRY LIVING

Learn more at [www.charlestonrealestate.com](http://www.charlestonrealestate.com)





## FROM THE BLOG

# THE BEST BRUNCH SPOTS IN CHARLESTON

*Discover world renowned restaurants and our local downtown favorites*

Here in the Lowcountry, we know the phrase southern comfort takes on a whole new meaning. There's something about southern style food that leaves us coming back for more. Charleston has a strong food presence, with world renowned restaurants and local favorites spread all throughout the peninsula. Some may argue that brunch is the best meal of the day and we might just have to agree. To get you started, we've rounded up a list of some of our favorite mouth-watering brunch spots you must try.

**The Daily.** Located on upper King Street, The Daily is known for its fresh food, quality ingredients and delicious coffee. With a relaxed ambiance and convenient location, this cafe is perfect for a slow morning. Grab a bite to eat and take a walk down King Street! In a hurry? The Daily also offers takeout.

**Slightly North of Broad.** Slightly North of Broad, also known as S.N.O.B., is quite the fan favorite amongst locals and tourists alike. If you're looking for a more formal weekend brunch experience, look no further. With classic southern staples such as shrimp and grits or chicken and waffles, you'll be tempted to order more than one entree. After you finish your meal, we suggest taking a stroll through South of Broad to see the true beauty and classic charm of the historic Charleston houses.

**Big Bad Breakfast.** If you're looking for a big breakfast packed with bold flavor, look no further than Big Bad Breakfast. Located at 456 Meeting Street, this walk-in only style diner has a strong emphasis on breakfast being the most important meal of the day.

**Poogan's Porch.** Poogan's Porch is a true staple of the Lowcountry and is recognized as Charleston's oldest independent culinary establishment. Located on Queen Street, just steps away from the bustling shops of King Street, you'll find hints of traditional southern food from fried green tomatoes to she-crab soup and chicken and waffles.

With so many brunch spots here in Charleston, it's hard to name them all! This list marks just a few of our favorite places to grab a bite to eat before strolling around the peninsula. Comment below your favorite Charleston brunch spot!

*Read more articles at [charlestonrealestate.com](http://charlestonrealestate.com).*



## FROM THE BLOG

### WILLIAM MEANS GUIDE TO WEST ASHLEY

*Known for its convenient location, wonderful housing and eclectic restaurants*

The Lowcountry is home to a plethora of different neighborhoods and communities. West Ashley, formerly known as West of the Ashley, is a vibrant district of Charleston with scenic waterfront vistas and marshes of the Ashley and Stono Rivers. Ancient oak trees, quaint neighborhoods and bustling restaurants and shops adorn this vibrant area. Read below for our guide to exploring West Ashley and what makes this district so special.

**History.** West Ashley is home to three plantations dating back to the late 1600s. Rich in history, visitors come from far and wide to explore Drayton Hall, Magnolia Plantation and Gardens and Middleton Place. These three plantations are all located along the historic Ashley River Road.

**Dining and shopping.** This area is home to an array of restaurants and cuisines, from locally owned to national chains. Enjoy pizza at Mellow Mushroom, BBQ at Swig & Swine, award-winning chicken sandwiches at Boxcar Betty's or hand curated characuterie boards and wine at Avondale Wine and Cheese. Avondale is adorned with several local boutiques, while West Ashley is also home to a Costco for all your bulk needs and the highly trafficked Whole Foods.

**Sightseeing.** History gurus will enjoy spending an afternoon exploring Charles Towne Landing State Historic Site, where English settlers landed in 1670. If fitness is more your forte, the West Ashley Greenway is a 10-mile biking and jogging trail

that weaves through several West Ashley neighborhoods, perfect for a long run or an evening stroll with friends.

**Homes.** West Ashley is a community of moderately priced homes in desirable neighborhoods, as well as numerous luxury apartments, executive homes fronting the Ashley River, and picturesque golf communities. West Ashley's initial neighborhoods, such as Old Windermere, was developed in the 1950s with its largest growth occurring throughout the 1970s and 80s as Interstate 526 was built.

If you're considering making a move, our William Means agents are West Ashley experts and would be delighted to help you find your next home.

*Read more articles at [charlestonrealestate.com](http://charlestonrealestate.com).*



## ELEGANT HOME RANKS AS TOP SALE IN THE OLD VILLAGE THIS YEAR

**413 Pitt Street**

5 BR | 4.5 BA | 5,176 SF | Old Village | Sold for \$4,950,000

We are pleased to announce the sale of this wonderful home situated in the heart of the historic Old Village neighborhood. We know the new owners will love the beautiful vistas of the Charleston Harbor from the backyard of this elegantly updated property. Congratulations to our seller clients and the new homeowners.

**RECENT SUCCESSES**

Learn more at [www.charlestonrealestate.com](http://www.charlestonrealestate.com)



# NOTEWORTHY COMPANY SALES



## SOUTH OF BROAD

18 Murray Boulevard  
Sold - \$6,500,000



## MOUNT PLEASANT

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



## WEST ASHLEY

1 Sayle Road  
Sold - \$4,440,000



## SOUTH OF BROAD

48 Legare Street  
Sold - \$3,955,000



## SOUTH OF BROAD

2 Orange Street  
Sold - \$3,880,000



## I'ON

118 W Shipyard Road  
Sold - \$3,600,000



## I'ON

98 W Shipyard Road  
Sold - \$3,500,000



## I'ON

39 Robert Mills Circle  
Sold - \$3,450,000



## MOUNT PLEASANT

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



## SOUTH OF BROAD

96 Murray Boulevard  
Sold - \$3,200,000



## DANIEL ISLAND

260 Island Park Drive  
Sold - \$3,190,000



## MOUNT PLEASANT

1210 Clonmel Place  
Sold - \$2,961,500

## RECENT SUCCESSES

Learn more at [www.charlestonrealestate.com](http://www.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



**Jenny Bernard**  
843.955.4055



**Beverly Burris**  
843.343.1791



**Helen Butler**  
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**Meghan Chipley**  
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**Etta Connolly**  
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**Anne Merrill  
Crawford**  
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**Marisa Cromeey**  
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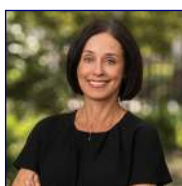
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**Will Dammeyer**  
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**Ann Daughtridge**  
843.709.7719



**Jane Dowd**  
843.224.2788



**LeGrand Elebash**  
843.810.6450



**Harry Farthing**  
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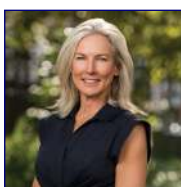
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**Leize Gaillard**  
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**Bonnie Geer**  
843.870.0521



**Harrison Gilchrist**  
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**Kaelin Hall**  
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**Elle Haynes**  
843.557.6727



**Grace Perry  
Huddleston**  
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**Andy Jones**  
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**Jordan Kruse**  
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**Trey Mathisen**  
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**Michelle McQuillan**  
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**Jane Milner**  
843.224.7339



**Sallie Robinson**  
843.452.7362



**Kenton Selvey**  
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**Eileen Smith**  
843.870.6290



**Victoria Smith**  
843.855.1234



**Kalyn Smythe**  
843.708.3353



**Andrew Stein**  
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**Bradley Thompson**  
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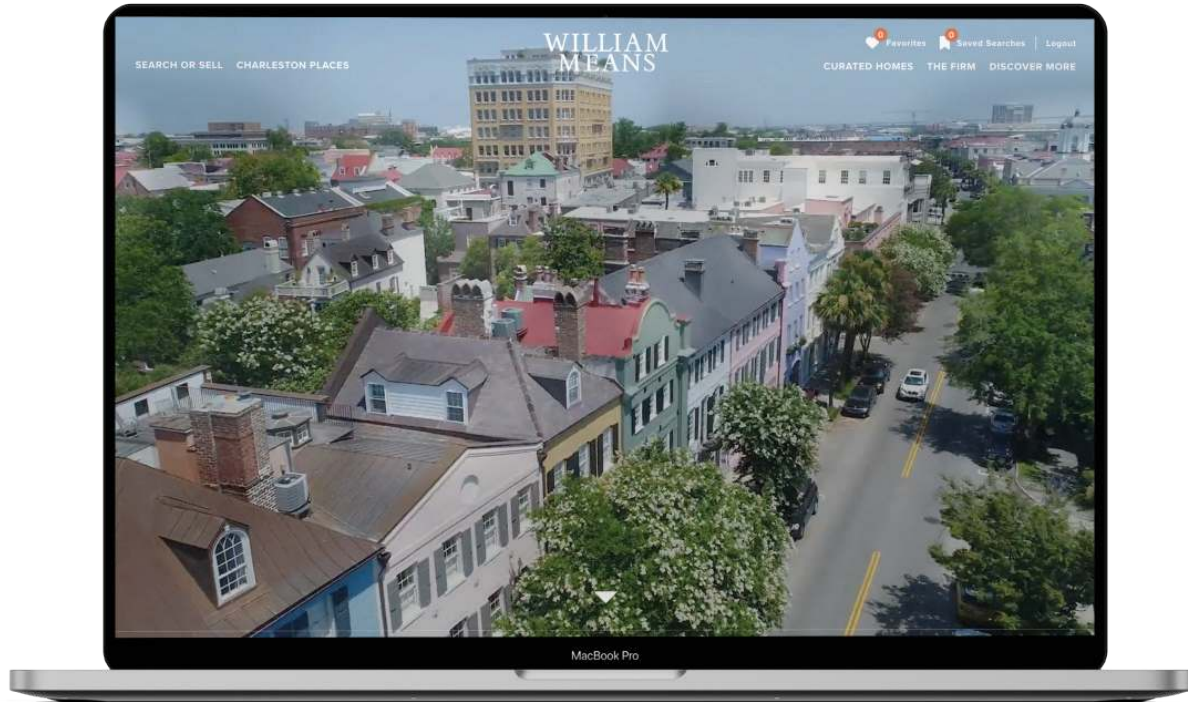
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**Brian Walsh**  
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**Paula Yorke**  
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- Save your favorite properties for easy access later
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- 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

