

Advertising Supplement to *The Post and Courier*

SATURDAY, MARCH 5, 2022

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3002 Plow Ground Road | \$4,200,000



James Maybank | 843.478.1093
james@carriageprop.com

South of Broad
72 Tradd Street | \$3,750,000



Judy Tarleton | 843.729.2255
Laurie Tarleton Peters | 843.324.5272
Steve Peters | 843.460.0020

South of Broad
105 East Bay Street | \$3,695,000



Charles Sullivan | 843.367.8807
csullivan@carriageprop.com

One Vendue Range
1-L Vendue Range | \$3,600,000



Judy Tarleton | 843.729.2255
Laurie Tarleton Peters | 843.324.5272
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One Vendue Range
36-H&I Prioleau Street | \$3,195,000



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South of Broad
100 King Street | \$2,800,000



Marty Byrd | 843.509.8789
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2341 Cat Tail Pond Road | \$1,895,000



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Ansonborough
25 Wentworth Street | \$1,600,000



Judy Tarleton | 843.729.2255
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Scanlonville
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ELLIS CREEK PHOTOGRAPHY/PROVIDED

The front of 17 Meeting Street on the corner of Meeting and Lamboll Streets offered at \$5,995,000. Listed for sale by Mary Lou Wertz of Maison Real Estate.

Downtown luxury market is a dream deferred for many

BY ROBIN GIBSON
Special to *The Post and Courier*

These days, just because you want to live on the scenic streets of downtown Charleston's beautiful, historic Peninsula, you may not be able to but not for reasons one might expect. Price, for example, has long been a gatekeeper serving as a barrier preventing entry to downtown living. Price points have always kept

the dream at arm's length ensuring it would never be fulfilled for some homebuyers. However, for another segment of homebuyers, those who are fortunate to land in the ranks of the luxury market, and for whom price is an obstacle easily overcome, that dream may still be out of reach and could remain unfulfilled for the foreseeable future. The barrier now is bigger than price and insurmountable in ways they cannot control: inventory.

Luxury defined

Chuck Sullivan is no stranger to luxury. As a native South Carolinian residing in the Holy City for over four decades, as well as an active College of Charleston alum, he co-founded Carriage Properties which is a firm synonymous with the downtown luxury market. Throughout his time as a Charlestonian, he has resided in nearly every downtown borough. The intimate knowledge he possesses of the city and his keen appreciation



Sullivan

for architecture, art, and historic preservation make him an excellent resource for luxury buyers and sellers. His insight into the current trends impacting them is invaluable.

The luxury market is generally defined as properties starting at a million dollars and going up. The fact that the number of properties falling into that category is rising from a spike in prices is just one aspect of what is happening downtown. Yet, even with a wider net casting more homes in the luxury buyer sandbox, opportunities for ownership are few and far between.

“We keep up with the million-plus market, and it is shocking that the number of homes actually for sale in metro Charleston in the last ten days have consistently been below a thousand—with only around 900 active homes for sale,” said Sullivan. “And if you further whittle that down to the million-plus market in metro Charleston,” he added, “there are only around 200 houses. In fact, 212 as we speak are active listings. To put that in perspective,” he said, “if you go back the last twelve months, 1,730 homes have closed above a million, which is a phenomenal amount, and there are 320 under contract right now. When you only have 212 houses actively for sale above a million and so far, this year, we have already closed that same amount I do not see the market changing in the near term. I don’t see how we can catch up with the demand that quickly. I don’t see it changing before the end of the year.”

Consider Sullivan’s listing at 105 East Bay Street on Charleston’s famed Rainbow Row where he represents the sellers. The historic, elegant row house was built by a French Huguenot planter by the name of Lewis Dutarque. The stunning circa-1784 property boasts stunning renovations by a team of expert craftsmen and designers that includes the installation of an elevator that goes from the garden and kitchen level up to the third floor. Another desirable quality? Its placement on one of the city’s highest elevations lots zoned “X” on current flood maps. The home boasts off-street parking as well with a two-car parking pad adjacent to a garden wall. The property is already under contract is being offered for sale with a listing price of \$3,695,000.

What about other variables such as interest rates that often come into play? Sullivan spoke to that, too, and how they can influence buying and selling trends, but he explained that they are not factoring into the current trend of supply and demand. “In the million-plus market, sure, interest rates might have something to do with it, but this



PROVIDED

The colorful living room inside the circa-1795 row house at 105 East Bay St. offered at \$3,695,000. Carriage Properties’ Chuck Sullivan represents the seller.



PROVIDED

The light and airy interior of 36 H&I Prioleau St. inside One Vendue Range. The penthouse condominium listed by Sullivan is offered for sale at \$3,195,000 and boasts three bedrooms, a three-car garage, a private terrace, and concierge building in the French Quarter.

is not so much interest-rate driven. We are seeing the demographic of the buyer change. Ten years ago, we considered the luxury downtown market a resort market where people would often buy

a second or third home, particularly South of Broad, and they might use it two or three times a year or they might come and spend the winter here but since COVID-19, we have seen a distinct

change in buyers trending younger if not half the age of the previous buyers. They are consistently in their 30s and 40s and buying multi-million-dollar houses, and what is even more surprising is that a few of the sales we have done in the four-to-five-plus-million-dollar range lately are to first-time home buyers. They maybe have apartments in San Francisco or New York, and they have been successful enough in whatever they have endeavored to do, and they have come to Charleston and decided to buy a home here—and these are people without kids yet.”

Ripple effect

Sullivan noted the climb in prices increasing the number of qualified luxury properties while conversely seeing an increase in the number of buyers who qualify as well resulting in an unprecedented increase in demand for inventory—and a shortage of it.

“There is a list of people still trying to get into this market that we cannot find property for because we are having a difficult time moving people around. From the seller’s perspective, if you have a big property that you have been living in for twenty or so years and it is time for you to scale back, or you just want

mainstory

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to take advantage of the higher-priced market, we cannot find a place for that seller to go and then buy elsewhere to free up that inventory. So, we are a bit frozen right now and that tells me prices are going to continue to go up again this spring just to get someone to sell. It is a risk because you must have something lined up when you put your house on the market. You need a place to go.”

This clash between supply and demand is filtering into the rental market as well. Sullivan explains how. “We are seeing luxury, multi-family rental buildings like The Jasper fill up quickly because a lot of people are using that as a temporary alternative hoping that inventory would loosen up a little bit.” Meanwhile, it is also affecting the desire for new condominium buildings and buyers who want the luxury downtown experience with a carefree lifestyle. “The demand for that is high right now because we have not had any new buildings in so long. The downtown market has had buildings that we have traded regularly like the Vendue Range and those buildings are not new anymore. No one has built any new buildings in a long time so the demand for something new and fresh is extremely high right now. We could see it remain strong for two or three years as some projects are just now reaching the development stage. There is almost nothing to fill the void until it's built.”

One such example of a unit in the One Vendue Range building is 36 H&I Prioleau Street, which is actually two units combined into one. Sullivan represents the sellers of this 3,100-plus-square-penthouse who are successfully relocating to a larger property locally. What stands about it is the three-bedroom layout which is a floor plan not often seen in this type of building with substantial space and room to grow. Other details of this luxury condominium are the three-car garage and double-sided elevator offering entry into either the kitchen or the main entryway. Situated in a concierge building with a private terrace in the heart of the French Quarter, Sullivan's offering at \$3,195,000 is the epitome of luxury for a buyer interested in downtown condominium living.

In addition to the impact on both the rental and multi-family sector is the infusion of fresh energy into other areas outside of the traditional South of Broad luxury market. Downtown neighborhoods are experiencing a renaissance of sorts. Many are seeing an influx of wealth, an uptick in activity, and a renewed interest that is generating a buzz and forming new commercial clusters in the city. Case in point, Hampton Park near the Citadel.



ELLIS CREEK PHOTOGRAPHY/PROVIDED

The grounds at 17 Meeting St. include an in-ground pool and “doggie grass.” Maison Real Estate's Mary Lou Wertz represents the sellers.



ELLIS CREEK PHOTOGRAPHY/PROVIDED

The backyard at 17 Meeting St. has a guesthouse near the pool.

Rare gem ready to be claimed

Sullivan has done an excellent job of explaining the sense of urgency among those whose dream is to be a part of downtown Charleston's luxury market. Luckily, few properties are awaiting their transactional fate. Mary Lou Wertz of Maison Real Estate has one of them listed at 17 Meeting Street for \$5,995,000 — a circa-1756 Charleston Single on the corners of Meeting and Lamboll Streets.

“This private, walled urban retreat exemplifies the Charleston lifestyle at its best. Beautifully proportioned rooms, triple piazzas, etched glass windows, stunning parquet floors are just a few of the historic features. The coveted two-plus car, heated and cooled, garage and guest house, in-ground pool, newly



Wertz

renovated kitchen, brand new elevator, and doggie grass bring it to modern-day standards,” described Wertz. She went on to further explain that the first floor of the main house is infused with sunlight in the living room, separate dining room, updated kitchen, and family room off the back. The second floor houses a front office and large master suite with walk-in closets and a laundry room. “The current owners use the back rooms as an office suite,” she said, “but this could easily function as a bedroom with a full bath.

There are also two delightful guest-rooms on the third floor and a unique feature is that every guest room has access to its own piazza.”

Rounding out the property is a separate 889-square-foot guest house with a family room, bedroom, and full bath. The 600-square-foot garage is not included in the square footage. According to Wertz, “the home is perfect for entertaining and extending the experience of southern living, from enjoying sunset cocktails on the piazza, reading your favorite book by the pool, or hosting friends for dinner.”

Situated in the heart of the South of Broad neighborhood just steps from the Battery with views of the Charleston Harbor and White Point Gardens, Wertz also pointed out its walkability to famed restaurants. “If you are a lover of Charleston, architecture, history, and incredible food experiences, 17 Meeting Street is a place you can call home,” she said.

Bottom line

Carriage Properties is celebrating twenty years in business and since 2002 the firm has closed \$3.4 billion in sales with over 3,300 transactions. Sullivan is proud of that accomplishment considering his boutique firm achieved these results with a small arsenal of agents, a team of twenty-five versus hundreds or even thousands at some other firms.

“Personally,” he said, “over the last 20 years, and hopefully many more, it has been my pleasure to help clients, neighbors, and friends list or find their next home. The last two years have been a blur for any agent working in the metro Charleston market, but most enjoyable for me as new residents from all over are discovering Charleston for the first time. It is a reminder of how special Charleston is—and is becoming—even with dramatic growth and change.”

That said, Sullivan, whose own statistics include closing over \$1B in sales in over 700 transactions with an average sale price of \$2M, will enjoy helping those who are fortunate to find a spot right now in the crowded luxury sandbox. Speaking to his earlier comments he reiterated the tight demand stating, “in the downtown historic district, we have to offer buyers only 44 properties listed for sale above \$1M. That may seem like a lot, but 34 homes are under contract, with 265 closed above the \$1M mark in the last 12 months. Clearly, with current demand, we do not see that trend changing through this year as more and more buyers are sitting on the sidelines waiting for something new to pop up.”

Architecture with intent

Every Charleston-style home has its own unique story. Here's what makes a luxury home in the Holy City truly priceless.

BY DEBORAH SLEDZIONA

From the cobblestone beneath your feet to the pastel shades that paint the streets, there's no denying that the Charleston aesthetic is one-of-a-kind. While the look is easily recognizable, few people are aware that each brick and every hue was chosen with intent.

Whether you're a Realtor looking to showcase the unique value of a home in the Holy City or a potential buyer wondering what makes these historic homes worth the price tag, you'll find that the story of Charleston architecture is just one reason to fall in love.

Grab your sweet tea and take a seat. It's time to discover what makes a luxury home in the heart of the Holy City truly priceless.

The Charleston Single House

The predominant building type that you will find in the Historic District is the Charleston single house. The reason? When Charleston was first settled by the English, this beautiful style was brought to the Holy City.

As migration to urban areas increased, this home-style became increasingly popular during the mid-19th century.

Your typical Charleston single house boasts an open living room and at least two bedrooms while standing two sto-

ries tall. Its original purpose was to provide a home for working-class families.

This home style is easily recognizable for its long and narrow build. Additionally, nearly every Charleston single house features a distinct piazza with an entrance facing the street—there couldn't be a better design for fostering a close community where neighbors can greet each other and welcome one another to sit back and relax in the rocking chair with sweet tea and biscuits!

Another feature of many Charleston single homes is the distinct door that first appears to be an entrance to the home. However, after closer investigation, you'll find that it leads to a patio!

Coastal Island Properties of Mt. Pleasant explained, "Known as hospitality doors, these portals were a way to communicate with friends and neighbors. Leaving the door open meant that the occupants were home and ready to receive guests and offer up some true Lowcountry Southern hospitality."

The Charleston Double House

Another classic Charleston-style home is the Charleston double house. Since the single-style home was originally designed for working-class families, it's easy to understand why the double-style home isn't nearly as common. However,

Please see **EXTRA**, Page D13



GETTY IMAGES

A line of colorful houses on Rainbow Row in Charleston, South Carolina



GETTY IMAGES

Window boxes and exposed brick on the side of a home in Charleston.



GETTY IMAGES

An aerial drone view over Charleston at sunset

Carolina One Real Estate

Four new sales associates have joined Carolina One Real Estate in the company's West Islands/Folly Road office on James Island.

Jenny Leigh Bernard is a graduate of UNC Chapel Hill where she earned a BA degree in Education and then received her Master's degree in Education from Lesley University in Cambridge, MA. Born in Charlotte, NC Bernard has lived in Charleston for the past seven years and was a Sales Assistant for the Kiawah River Company. At Kiawah River, she managed the community's residential offerings and engaged in event planning and residential programming. The mother of four children, Jenny Bernard and her family enjoy biking on Kiawah Island and traveling together. Bernard is also a yoga and meditation practitioner and is active at First Scots Presbyterian Church.

Bernard

Contact Jenny Bernard: (617) 694-4204
jenny.bernard@carolinaone.com

Tommy Lamar is a native of St. Louis, Mo., and a resident of Charleston for the past six years. Lamar is a graduate of UNC Wilmington with a degree in accounting and finance. Lamar is currently self-employed and the owner of Absolute Construction and Roofing, a construction company specializing in roofing, gutter, and siding installation. Kayla Lamar will be joining Carolina One Real Estate soon and the couple will form a husband-and-wife real estate team. The Lamar's have a son, Bodie, 3, and a daughter Ella, (2 months).

Lamar

Contact Tommy Lamar: (843) 824-4740
tommy.lamar@carolinaone.com

Malik Leverette was born in Niagara Falls, N.Y., and grew up in upstate New York. Before moving to Charleston, Leverette worked in sales and service for the West-Herr Automotive Group in Williamsville, NY. Malik was also employed as a craft cocktail specialist in New York and management at Bourbon N' Bubbles on King Street in downtown Charleston. When not playing with his two "fur babies" Leverette is a

Leverette

part-time disc jockey and enjoys hiking and whitewater rafting.

Contact Malik Leverette: (843) 603-2377
malik.leverette@carolinaone.com

Rebecca C. Williams is the newest agent to join the ranks at Carolina One's James Island office. Born at Elgin AFB in Ft. Walton Beach, FL, Williams spent twenty-plus years growing up in the Columbia and Irmo, SC area. She is especially proud of her family's history on Edisto Beach which dates back as far as 1941. Before becoming a stay-at-home mom and raising twin sons Bryson and Dawson, Williams worked as a certified dental assistant and as a flight attendant. After a decade of family vacations and a wealth of memories, Rebecca Williams permanently moved to Edisto Beach five years ago. In 2021 she obtained her real estate license and manages the family rental property there.

Williams

Contact Rebecca Williams: (843) 893-6593
rebecca.williams@carolinaone.com

Founded in 1964, Carolina One Real Estate is a leader in the Metro Charleston real estate market. In addition to Residential Real Estate, the 13-office full-service company offers departments in Mortgage, Property and Casualty Insurance, New Homes Sales, Relocation, Commercial Real Estate, Vacation/Resort Rentals, Title Services, Property Management, and Career Development.

Carolina One is also affiliated with Leading Real Estate Companies of the World and Mayfair International Realty, providing world-class business resources and both national and global connections. For additional information, visit www.carolinaone.com.

AgentOwned Realty

AgentOwned Realty would like to welcome **Jason Blanthorn** to the Moncks Corner office at 219 N. U.S. Highway 52.

A member of the top-producing Unlocking Dreams Team, Jason served in the Army as an enlisted Soldier and Commissioned Officer for over 23 years. Having begun his active duty career in the Army at Fort Jackson, South Carolina, Jason finally received the opportunity to come back to the East Coast by way of an assignment in Charleston. South Carolina has proven an ideal place to set some roots, and Jason and his family have

Blanthorn

thrived here.

Having purchased and sold multiple homes throughout his military career, Blanthorn hopes to leverage his skills and experience to help people towards home ownership here in the Lowcountry.

Contact Jason Blanthorn: 843-557-7880
jason.blanthorn@agentownedrealty.com
unlockingdreamsteam.agentowned.com

Darrell Carey and Catherine Marshall have placed their licenses with AgentOwned Realty's Summerville Main Street office at 141-A N. Main St.

A resident of South Carolina for more than three decades, Carey began his career in the automotive industry. After 32 successful years, he decided to start helping people with their largest investment—a new home. He became licensed in real estate in 2018. When not working with his clients, Darrell

Carey

stays busy as a musician and through his involvement in ministry. He also keeps up with technology via (LITE) computer coding and programming.

Contact Darrell Carey: https://darrellcarey.agentowned.com
843-607-4486
darrell.carey@agentownedrealty.com

A Broker and Realtor servicing the Tri-county area, Marshall has more than 20 years of successful experience assisting people buying and selling real estate. As a Certified Residential Specialist (CRS), a Senior Real Estate Specialist (SRES), and a Sellers

Marshall

Representative Specialist (SRS), Catherine has become an expert at helping people find the homes of their dreams.

Contact Catherine Marshall: https://cathymarshall.agentowned.com
843-609-5788
cathy.marshall@agentownedrealty.com

Paul Esser has joined AgentOwned Realty's Mount Pleasant office at 824 Johnnie Dodds Blvd.

An engineer who has lived in the Charleston area for 30 years, Paul grew up in the Northeast and graduated from Clemson University in 1990. Paul and his wife

Esser

have resided in Mt. Pleasant during most of their time in the Lowcountry, raising a daughter who is now a student at UCLA. Mr. Esser and his family have greatly enjoyed life in the Lowcountry, from the beaches to historic downtown Charleston.

Contact Paul: https://paulesser.agentowned.com
843-475-5724
paul.esser@agentownedrealty.com

Closing costs in Charleston County among lowest in SC

A new study from SmartAsset measures where closing costs are the lowest in markets across the country. The study measured closing costs as a percentage of median home value at the county level, and Charleston County was among those with the lowest relative closing costs in South Carolina.

According to SmartAsset, this study "finds the places in the U.S. where closing costs are lowest relative to local home values."

For more information and details on the study, visit www.smartasset.com/mortgage/closing-costs#southcarolina.

For a look at how the top counties in South Carolina ranked, check out the table below:

Closing costs study

Rank	County, State	Avg. Closing Costs	Median Home Value	Closing Costs as % of Home Value	Closing Costs as % of Home Value - Index
1	Charleston, SC	\$5,251	\$315,600	1.66%	86.27
2	Beaufort, SC	\$5,047	\$298,100	1.69%	85.86
3	Lancaster, SC	\$4,259	\$199,800	2.13%	79.73
4	Dorchester, SC	\$4,252	\$168,800	2.14%	79.63
5	York, SC	\$4,346	\$201,100	2.16%	79.32
6	Georgetown, SC	\$4,179	\$188,800	2.21%	78.58
7	Berkeley, SC	\$4,155	\$185,500	2.24%	78.21
8	Greenville, SC	\$4,143	\$183,800	2.25%	78.02
9	Horry, SC	\$4,126	\$181,500	2.27%	77.75
10	Jasper, SC	\$4,016	\$166,200	2.42%	75.75

SMARTASSET/PROVIDED

John Wieland Homes and Neighborhoods

MOUNT PLEASANT — John Wieland Homes and Neighborhoods announces the limited release this year of luxury single-family homes and low-maintenance townhouses in Dunes West Golf and River Club, the premier address for resort-style living in Mount Pleasant.

A new neighborhood and townhome design also are on tap for 2022, with a professionally decorated model home available to tour this summer.

Please see NEWS, Page D13

EXTRA, from D11

its architectural design is prominent throughout the Lowcountry.

Rather than facing the street at only a room's width—as seen with the single house—the double house faces the street at full-length. This home typically features a two-story design with an interior that features a central entrance hallway that runs through the middle of the home. In a double house, you'll also find four rooms total. These rooms are laid out with two on either side of the downstairs with two additional rooms upstairs.

Charleston-style color schemes

Take a walk down Rainbow Row, and the first thing that you'll likely notice is the brightly colored homes. After all, it's in the name! But, one fact that may surprise you is that homes throughout the Lowcountry weren't always undeniably colorful.

One woman changed the look of downtown Charleston for eternity. In 1931, Dorthy Porcher Legge began the



GETTY IMAGES

The Battery in Charleston at Twilight.

trend of pastel hues by painting a section of homes on East Bay in bright pink. Her inspiration was simple: Following the Civil War, downtown Charleston was in desperate need of revitalization. At the time, homes appeared weary, worn out, and shattered.

After taking a look around the city, Legge decided to make a change. Neighbors welcomed the sunny aesthetic as

a breath of fresh air after such dreary times and shortly followed suit. Since then, the tradition of pastel hues continues to delight both visitors and residents alike in the Holy City.

Architectural and historical preservation

Some things never change. And one of those is The City of

Charleston and its initiative to preserve historic buildings throughout the Lowcountry.

And that's great news for homeowners.

The City of Charleston explained, "Charleston has a long history preserving buildings," for example, "this home on Legare Street was built in 1772 and has been preserved beautifully for hundreds of years."

For those lucky enough to make their home in downtown Charleston, one thing is for certain, you won't need to worry about the area losing its historic and charming appeal that made you fall in love in the first place.

Whether you're dreaming of a single or double-style home, there's no denying that this historic architecture is a significant thread in the fabric of the Lowcountry community. And best of all, it's here to stay.

To share your real estate story ideas and favorite ways to enjoy Lowcountry living, contact **Deborah Sledziona** at realestate@postandcourier.com.

NEWS, from D12

John Wieland expects to release a staggered number of homesites each month in four Dunes West neighborhoods over the course of the year.

"We are excited to be opening up home sales and offering our impressive club lifestyle to new buyers after selling all of our homes so quickly last year," said General Sales Manager Jacob Reynolds. "Interested homebuyers who have been anxiously waiting for Dunes West homesites to become available are urged to join the Interest List online or make an appointment to visit the sales center and tour our three professionally decorated model homes."

The highly acclaimed homebuilder will be releasing a dozen single-family homes in 2022 from the Classic Collection in the Riverview neighborhood, starting in the \$800,000s and ranging in size from three to five bedrooms and up to five baths. A few of the homesites will feature pond views.

In the Harbour neighborhood, only one homesite will be available. Featuring the new Marigold drive-under design, the four-bedroom three-bath floorplan evokes traditional architectural styling with a formal dining room, oversized owner's suite, first-floor guest quarters, and generous screened porch.

Townhome releases will include nine in the Marsh Cove neighborhood. Beginning in the \$600,000s, the Ashley and Wando floorplans feature an open layout, two-car garages, three or four



JOHN WIELAND HOMES AND NEIGHBORHOODS

Wieland Homes and Neighborhoods Townhomes is releasing a limited number of homes and townhomes in Dunes West neighborhoods.

bedrooms, and two-and-a-half baths. The upstairs loft is an ideal flex space for doing homework or making a "zoom room" for virtual meetings.

The new Heritage neighborhood will feature Cooper low-maintenance townhomes. The three-bedroom, two-and-a-half-bath floorplan includes a large great room and dining room with a second-floor owner's suite, large walk-in closet, spa-sized shower, and a two-car garage.

Located about 30 minutes from Charleston's historic district, the gated community skirts the Wando River and features pocket parks, manicured ponds, and wetlands with exceptional amenities and architectural details that embrace the graceful aesthetic for which John Wieland homes are celebrated.

In addition to 10 daily boat slips and launch space, a crab dock, miles of walk-

ing trails, playgrounds, and picnic areas on the banks of the Wando River, Dunes West residents have access to exceptional resort-style amenities. Memberships are available to the Arthur Hills championship 18-hole golf course, a full-service clubhouse with lounge and grille, three swimming pools, nine tennis courts, a fitness center, aerobics room, and event space.

Minutes from I-526, Dunes West Golf and River Club sales center is located at 2301 Braided Lane, Mount Pleasant, S.C. Interested buyers can find more information or schedule a tour or appointment by calling 843-594-2312 or by visiting www.jwhomes.com.

John Wieland Homes and Neighborhoods is a brand of PulteGroup, Inc. (NYSE: PHM). With a legacy dating back to 1970, John Wieland Homes and Neighborhoods currently builds in 40 neighborhoods in the Southeast area, including Atlanta, Charleston, Charlotte, and Raleigh.

In its five-decade history, the John Wieland Homes and Neighborhoods brand has won more than 600 awards for excellence, including National Builder of the Year, the National Housing Quality Award, and America's Best Builder. Widely recognized for excellence in the move-up market for its award-winning home design, quality, and neighborhood planning, the John Wieland Homes and Neighborhoods portfolio offers homes and townhomes from \$200,000 to more than \$1 million.

For more information, visit www.jwhomes.com.

Lowcountry real estate market trend

As of Tuesday, March 1, 2022, we have less than a thousand active listings in our local market.

About half of those listings are priced under \$500,000 with an average listing time of 23 days.

Builders continue to have supply chain issues, similar to most of the real estate markets around the U.S.

The average monthly rent has climbed to \$1,891, a whopping 15% increase from 2021. However, interest rates remain steady.

Here's take a look at the average monthly mortgage payment.

\$300,000 sales price with 5% down payment:

2.5% = \$1,476 total monthly payment
3.5% = \$1,630 total monthly payment
4.5% = \$1,794 total monthly payment

Current median prices:

- Summerville: \$310K
- Mount Pleasant: \$645K
- Goose Creek: \$300K
- James Island: \$455K
- Moncks Corner: \$338K
- West Ashley: \$380K
- Hanahan: \$340K
- Charleston: \$459K
- North Charleston: \$299K
- Downtown Charleston: \$768K

(Market trends provided by That SC Real Estate Chick, Roni Haskell.)