



Everett Presson

REAL ESTATE

25 Years of Service

Featured Listings

Isle of Palms

2916 Palm Blvd.
\$2,850,000

118 Charleston Boulevard
\$2,325,000

Wild Dunes

42 Waterway Island Drive
\$1,750,000

10 Dune Ridge Ln.
\$935,000

Sullivan's Island

2411 Atlantic Ave.
\$3,500,000

2914 Marshall Blvd.
\$2,500,000

3024 Jasper Blvd.
\$2,495,000

904 Middle Street
\$1,180,000

1902 Middle Street
\$1,175,000

Mt. Pleasant

439 Church Street
\$1,195,000

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ISLE OF PALMS

Real Estate Market

The State of Real Estate on Isle of Palms

From where I sit on Palm Boulevard, the state of the real estate market on Isle of Palms is more than healthy and stable; it is robust.

We've enjoyed low interest rates over the past couple of years, and although houses are taking a bit longer to sell, sellers are getting more savvy about market value so there are less price reductions than we've seen in the past, and very few "deals."

According to the South Carolina Association of Realtors, 2003 set an all-time record for real estate sales statewide.

In the Charleston area, there was a 21% increase in the number of homes sold last year over 2002.

Isle of Palms (not including Wild Dunes) saw a 49% increase in dollar volume of 2003 sales—a very healthy picture for sellers.

There's every reason to believe that trend will continue as the year progresses.

Prudential Carolina Realty is growing right along with the market.

Already the lowcountry's market leader, the company enjoyed tremendous growth last year: the number of closed units rose from 8,500 in 2002 to 10,320 in 2003.

Volume sales rose from \$1.5 billion in 2002 to \$2 billion last year.

On Isle of Palms (not including Wild Dunes), Prudential is number one in closed sales, and I am very honored to have just been

named the company's area-wide Top Producer for the second consecutive year.

The agent really does make a difference in the success of selling real estate—so does having the clout and marketing resources of a company like Prudential locally and nationally.

It's still the only national company located on the island, and with more than 16 offices and 600 associates in the area, we offer sellers a tremendous wealth of information and marketing leads in-house.

Selecting the right real estate professional to represent you is a very important decision involving a major financial asset.

If you are considering selling your property, give me a call, and I'll send you a free marketing proposal—no strings attached. The same holds true if you are just curious about what your house is worth. Call me at 886-8110 any time.



The Numbers

Isle of Palms

Sold (Month of January)

Number of Units:	6
Highest Price:	\$975,500
Average Price:	\$438,000
Median Price:	\$351,250
Lowest Price:	\$213,000
Average Days on Market:	100

Current Active Listings

Number of Units:	91
Highest Price:	\$3,900,000
Average Price:	\$1,156,918
Median Price:	\$789,000
Lowest Price:	\$132,800
Average Days on Market:	183

Wild Dunes

Sold (Month of January)

Number of Units:	10
Highest Price:	\$1,100,000
Average Price:	\$716,089
Median Price:	\$690,445
Lowest Price:	\$385,000
Average Days on Market:	91

Current Active Listings

Number of Units:	116
Highest Price:	\$3,450,000
Average Price:	\$1,018,860
Median Price:	\$872,000
Lowest Price:	\$70,000
Average Days on Market:	186

Source: Charleston MLS, as of 1/31/04. Information deemed reliable but not guaranteed.



The Way It Was

This great turn-of-the last-century picture of Isle of Palms and the old ferris wheel is part of the Library of Congress' American Memory" collections.



Recent Sales

Isle of Palms

January 2004

- 303 Oceanside \$213,000
- 134 Sea Cabins \$215,000
- 230 Forest Trail \$325,000
- 3807 Hartnett Blvd. \$377,500
- 2902 Hartnett Blvd. \$522,000
- 915 Ocean Blvd. \$975,500

December 2003

- 1100 Pavilion Drive, 109 \$114,500
- 1100 Pavilion Drive, 110 \$114,500
- 1100 Pavilion Drive, 204 \$154,230
- 1100 Pavilion Drive, 206 \$159,000
- 1100 Pavilion Drive, 201 \$169,000
- 1100 Pavilion Drive, 101 \$169,000
- 138 Sea Cabin \$210,000
- 35 31st Avenue \$275,000
- 24 23rd Avenue \$385,000
- 271 Forest Trail Court \$500,000
- 5 Sand Dollar Court \$515,000
- 17 Sixth Avenue \$698,000

Wild Dunes

January 2004

- 47 Twin Oaks Lane \$385,000
- 303-A Shipwatch \$535,000
- 33 Fairway Oaks \$585,000
- 9 Marsh Island Lane \$625,000
- 7 Morgan Cove Court \$635,000
- 416-B Shipwatch Villa \$745,890
- 11-D Mariners Walk \$750,000
- 30 Beach Club Villa \$875,000
- 16 Fairway Village Lane \$925,000
- 3 Summer Dunes Lane \$1,100,000

December 2003

- 101 Port o Call \$320,000
- 3 Lagoon Villa \$354,000
- 13 Sandcrab \$379,500
- 20 Sandpiper Court \$420,000
- 4 Morgan Cove Drive \$425,000
- 18 Racquet Club Rd. \$475,000
- 22 Racquet Club Rd. \$485,000
- 103-A Shipwatch \$520,000
- 2 Barnacle Row \$530,000
- 3 Fishers Alley \$570,000
- 51 Morgan Cove Drive \$690,000
- 42 Grand Pavilion \$745,000
- 71 Grand Pavilion \$840,000
- 58 Grand Pavilion \$1,475,000

See all the listings at www.everettpresson.com

Beachfront Luxury Built with Care...For a Lifetime



2916 Palm Blvd., Isle of Palms, \$2,850,000

Rising up on front beach is a new, luxury home that marries modern amenities with classic, old-fashioned charm—and commitment to quality.

The builders call it “Palm Breeze,” and that name couldn’t be more accurate. The location is right on Palm Boulevard between 29th and 30th, with incredible views of the ocean and soothing breezes.

It’s the first project on Isle of Palms for Ourbeachhome, a young company with old roots and decades of experience in fine construction.

I’ve been working directly with Ourbeachhome partner, Leonard Park, a Greenwood native who has spent vacations on Isle of Palms for years. He’s a skilled businessman who, after years as CEO of his family’s Park Seed Company, wanted to grow a different kind of business: one that celebrates the tradition of the family beach house.

There’s another big change for him and his family ahead—a permanent move to Sullivan’s Island later this year. It’s the fulfillment of a lifelong dream to live here, and one that all of us here understand personally.

The Ourbeachhome leadership team also includes Calhoun Mays, III, and Henry Hardy, whom many of you may remember from his own Charleston-based construction company.

These three professionals have a different philosophy from most builders. To quote: “Rather than cranking out spec houses, we focus on a handful of unique beach homes.”

In short, no cookie-cutter houses with short-cut construction, especially here where we know what the weather is capable of.

“Palm Breeze” is a perfect example of the beautiful homes they have built on Edisto Island and Folly Beach, designed and constructed to withstand our weather and last a lifetime.

It’s a phenomenal house, with decks and porches, lots of storage space, and the kind of special interior features that make it a great family home or getaway.

Everything about it is top-quality, from the floors to the woodwork, the special touches like a built-in entertainment center, wet bar, gas fireplace, and two master suites that look out over the ocean.

Vital Statistics

- Size** @4,050 sq. ft.
heated space
@1,290 sq. ft.
porches and deck
- Bedrooms** 5
2 oceanfront master suites, up and down
- Total Bathrooms** 6.5
- Floors**
Oak, Ceramic Tile, and Carpeting
- Features**
Built-in entertainment center
Wet bar|beverage cooler
9- & 10- ft. ceilings
Crown molding
Wainscoting
Eat-in kitchen
Foyer
Separate dining room
Top appliances
Gas-log fireplace
Roof garden
Screen porch
Sundeck
Observation deck
2-car garage
Under-house storage

The kitchen is fabulous and designed for a crowded house of people who like being together, and there are ceiling fans throughout to catch the breeze even on the hottest days.

It’s a house to be proud of, and I am fortunate to represent it for the fine company behind it.

I’d be happy to show the plans and this luxury-home-in-progress to you or your friends. Just give me a call at 886-8110 any time.

To reach Ourbeachhome:

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ISLE OF PALMS

Real Estate Market

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