

MAGAZINE





/līvlē/ | Adjective | Full of life & energy; active & outgoing.

LivelyCharleston.com



Dear Reader,

We are excited to present you with the newest issue of Lively Charleston Magazine!

As we finally begin to get back to the normal pace of life post-pandemic, this Spring/Summer edition of Lively Charleston Magazine explores many of the things we all have to look forward to as the weather warms up here in Charleston. From the top pet-friendly places around town to summer recipes to experiencing the breathtaking views of Charleston from the water - this issue highlights just a

few of the countless reasons Charleston is consistently named one of the best cities in America.

For our cover story, we travel to the Mexican coastal city of Tulum (or so it feels) to get to know Beau Burns, founder of The Wonderer - Charleston's premiere oasis-themed, members-only club that is challenging the status quo when it comes to the idea of work-life balance. Not to mention Beau's incredible story of his world travels and the inception of The Wonderer, which will surely leave you as astounded as we were when he told it.

Special thanks to all of our contributing writers: Jennifer, Maddy, Meredith, Kyle, & Tori; our photographers, Jimmy & Ellie; our creative director, Crystal; the entire Lively Charleston team, and all of our local partners. All of your hard work and dedication are what make this magazine possible - and fun! - to bring to life.

Cheers!



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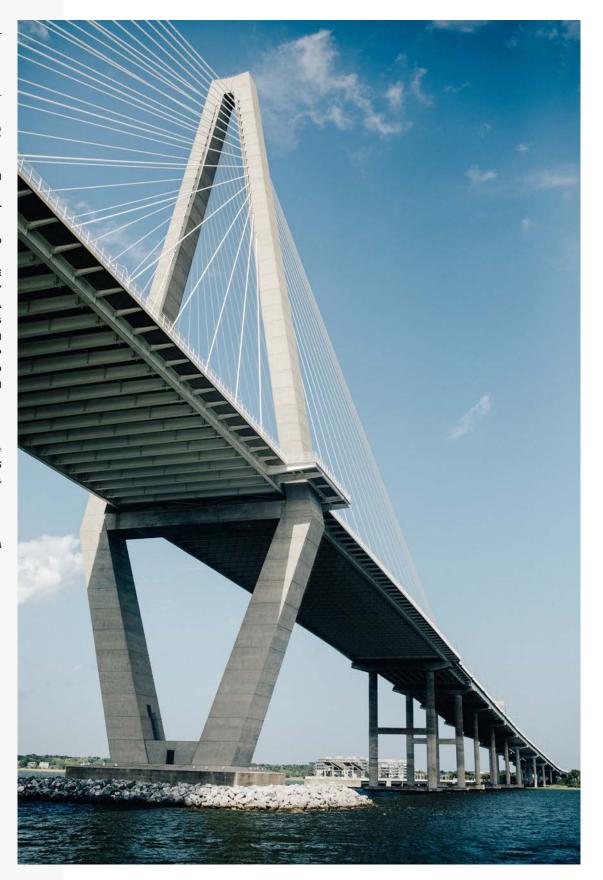


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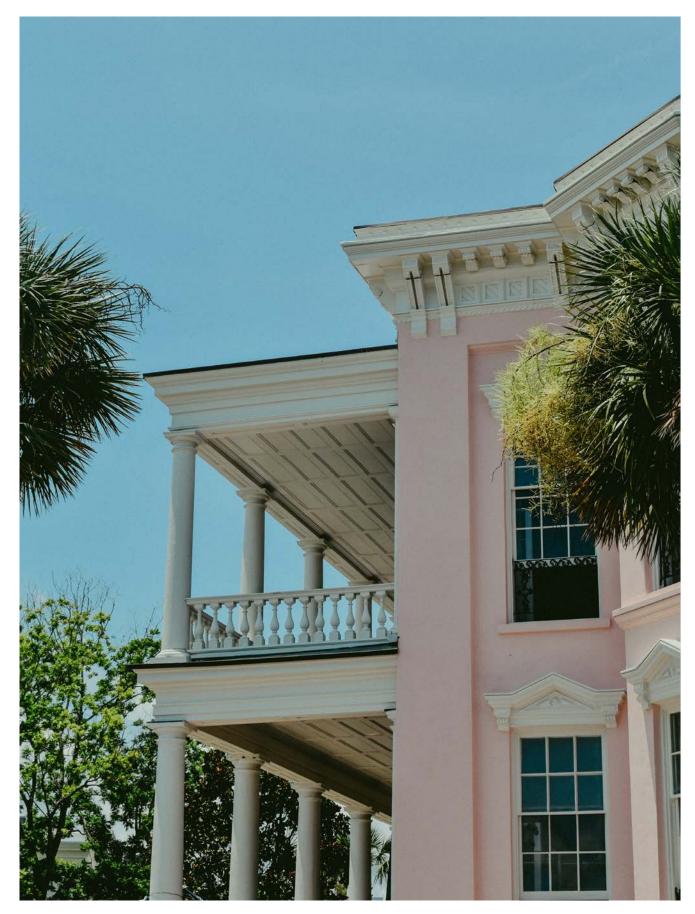
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"I don't think you ever think of a big city as sweet or community, but there are cities that I think of as charming and particular and interesting cities. I live in one now, Charleston."

— Anne Rivers Siddons

CULTURE

Five Pet-Friendly Places Around Charleston

By Meredith Coughlin

One of my many favorite things about Charleston is how pet-friendly the whole city is! So get your beloved furbaby ready - here are my top five places to take your dog in Charleston:

THE BARREL

First on the list is The Barrel, located on James Island right off of Folly Road. The Barrel of Charleston is a bar for you and your dog! What an incredible concept, right?! It's a friendly bar with a beautiful "backyard" for your best friend to roam, run around, play fetch, or chill out in a shady spot. The entire facility is gated with open access to the Secessionville Creek. There is also a sep-

arate fenced area for dogs that might need some alone time or a chance to chill out after meeting new friends all day. And for you, they have 33 craft beers on tap, often have food trucks onsite and live music a few times a week! So if you like beer and dogs, definitely check out The Barrel.

CHARLESTON SPORTS PUB

Second on our list is Charleston Sports Pub located in Mt. Pleasant right near Towne Centre. From the outside it looks like your typical sports bar in a strip mall, but once you enter you're greeted by smiles and open arms! It's the type of place where the bartender sees you in the parking lot and starts to pour your beverage before you even enter the pub. But the reason why it's on our list is because they actually have a menu for dogs! It's

called the Sports Pub Pup Menu and it's only served on their back patio. Menu items include shredded chicken, bacon strips, scrambled eggs and even a beef burger patty – all between \$2-\$5 dollars. They will also bring your pup a bowl full of ice water to wash down that delicious treat! Whether you are 2-legged or 4-legged, you will always feel like family at Charleston Sports

FESTIVALS

Third to make our list are the many pet festivals our beloved Charleston has to offer! There are so many to choose from, like Pet Fest, which is typically held in the Spring on James Island, and includes activities like dog washing stations, pet adoption, a dog parade, and owner/pet lookalike and best dog costume con-



tests. There's also a family dog show, demonstrations, live music and so much more! We also have Woofstock in Hanahan which is typically held in October. This is a dog friendly outdoor concert with food and drink vendors and it benefits local rescues and shelters. Another pet friendly festival is Fido Fest in Mt. Pleasant – usually held in April with proceeds going to the Charleston Animal Society. This event includes mini-training sessions, activities, games, and food & drinks. So if your dogs like to socialize as much as mine do, be sure to check out the many pet-centric festivals in and around Charleston.

WATERFRONT PARK

If you're heading up East Battery you won't be able to miss the Hazel Parker Playground. Here, you'll find a fenced off-leash dog run and Waterfront Park. This award-winning, 12-acre park stretches for a half mile and serves as downtown Charleston's front yard. Whether you're look-

ing for a spot to play frisbee, a shady corner to curl up with a book, or a rambunctious splash in the fountain, Waterfront Park has you and your dog covered.

BEACHES

And lastly, we can't forget our beaches! If your dog is anything like my dogs, Boomer and Taco, they absolutely love running after seagulls and eating waves! Every beach, including Sullivan's Island, Isle of Palms and Folly Beach, allow our furbabies to enjoy the ocean and sand as much as we do! There are restrictions as to when dogs are allowed on the beaches either leashed or off-leash so be sure to check the beach's municipality website for all the rules and regulations before you go. And don't forget to get your dog permit if you plan on bringing them with you on your day of fun in the sun.

I hope you have enjoyed this list of my top 5 places to bring your dogs in Charleston. I'll see you - and your pups - around town soon!



CHECK OUT
THE LIVELY
CHARLESTON
VIDEO ON PETFRIENDLY PLACES
IN CHARLESTON!



CULTURE

Oh Say Can You Sea:

Explore Charleston's Breathtaking Waterways

By Maddy Spellerberg

As temperatures rise, there's no better way to experience Charleston than by the water. Through a variety of outdoor activities, you can take in the sights and sounds of living in one of the most renowned coastal cities in the country. Don't have a yacht? Us either. All you need is a few friends, your SPF, and a cooler, to enjoy the Holy City via water.

KAYAK

Renting kayaks is a great way to experience historic Shem Creek. Skim leisurely along the tidal creeks and black rivers in a one or two-person kayak or make it an athletic adventure and cover as much area as you can. With the helpful crew at Nature Adventures, you can also rent a paddleboard (or SUP, as the locals call it) and try a more challenging sport. When on a SUP, you can generally see more easily into the water which means you could spot a stingray, fish or dolphins. Afterwards, grab some

fresh seafood at Red's Ice House or Saltwater Cowboys to complete the

SAIL VIA CATAMARAN

The ultimate sailing catamaran, Palmetto Breeze, also located in Shem Creek, is the largest catamaran north of Ft. Lauderdale. The vessel offers both inshore and offshore fishing adventure and leisure cruises through the harbor. A great way to celebrate a birthday, corporate outing or eco tour - book a sunset sail for up to 20 friends.

PRIVATE CHARTERS

Book a private captain and leave your worries at the dock. Private charters are a fun and safe way to be guided to secret spots, stunning shores and popular anchor spots with a captain at the helm. Soul-Shine Charters holds 12 guests aboard their 24 foot Robolo and Sea Charleston Charters holds 6 guests on their 23 foot Sportsman Open. Perfect for a romantic date or girls day, these private concierge options offer total seclusion and customization.

PEDAL BOAT

Spend two hours cruising around the waterways with Saltwater Cycles. The two-hour tours allow you to BYOB, dance and pedal while watching for dolphins. The Harborbar promises the same immersive experience. As you pedal the boat towards your next destination, with the breeze in your hair, Charleston harbor and shoreline play background to your day. Cruise in comfort at one of their 12 pedal stations or allow the motor of the boat to take you around. Both of these pontoon-style boats can be found in Ripley Marina.

However you decide to set sail, our hope is that you find yourself enthralled in what makes Charleston such a coveted place to live - a sanctuary of coastal landscapes and warm summer breeze.











By Kyle Blankenship

When people hear Charleston, SC they think of many things...from great food to historic downtown buildings to beautiful beaches. But one of my favorite things about living here is the number of incredible golf courses where I have the opportunity to play! Let's take a look at each of the courses located just over the Ravenel Bridge in Mt. Pleasant.

SNEE FARM COUNTRY CLUB

Located in the heart of Mt. Pleasant on the beautiful, 200-year-old Snee Farm Plantation, this is the only fully private golf club in Mt. Pleasant. This club is home to a 6,800 yard, par 72 course designed by George Cobb that offers multiple holes with picturesque marsh views. It also provides golfers with a full driving range, a short game practice area complete with multiple bunkers, as well as a chipping and putting green.

RIVERTOWNE COUNTRY CLUB

Located off Highway 41 in South Mt. Pleasant, Rivertowne Country Club is home to Charleston's only Arnold Palmer Signature golf course. This semi-private club is situated among scenic marshlands with 13 holes along the Wando River and Horlbeck Creek. The 18-hole championship course measures nearly 7,200 yards from the back tees making it the longest course in Mt. Pleasant. Awarded 4.5 stars by Golf Digest, River-Towne has hosted LPGA tournaments and was named Charleston Golf Course of the Year in 2015.

DUNES WEST GOLF CLUB

Right across Highway 41 from Rivertowne Country Club is Dunes West Golf Club. Nationally acclaimed by Golf Magazine and Golf Digest as a "Top 10 Resort Course,"

Dunes West's championship golf course designed by Arthur Hills takes full advantage of its spectacular Lowcountry setting. This semi-private, par 72 course plays 6,871 yards from the tips, but welcomes players of all handicaps with tees starting at 5,100. The opening holes have generous landing areas and beautiful green settings complete with the undulation and bunkering that are the Arthur Hills sig-courses... until next time, hit 'em straight!

nature. The back nine features some beautiful marsh and water views finishing at the 18th hole's challenging finish on a dual green split by the marshes of Wagner Creek.

CHARLESTON NATIONAL GOLF CLUB

Located right off Highway 17 in Mt. Pleasant, Charleston National is a semi-private course that was uniquely designed by Rees Jones. Carved along the intracoastal waterway, it takes you through natural wetlands, lagoons and through a pine and oak tree forest. The result is a championship caliber golf course with some of the best views on the southeast-

> ern coast. A par 72 course that stretches just under 7,100 yards from the tips, it will give even scratch golfers a challenge from the first tee all the way to the 18th green.

CHECK OUT THE LIVELY **CHARLESTON** VIDEO ON MT. **PLEASANT GOLF COURSES!**



SCAN ME

PATRIOTS POINT LINKS

A South Carolina tradition since 1979, Patriots Point Links is a public course designed by William Byrd, located right on the Charleston Harbor. It provides you with incredible views of Fort Sumter, Shem Creek, the Ravenel Bridge and the historic downtown skyline. Giving players the option of four sets of tees ranging from 5,100 to 7,000 yards, players of all skill levels can enjoy playing this par 72 links style course. It is also home to the perennially awarded "Best Par-3 in the Lowcountry" 17th hole, an island green that overlooks the Charleston Harbor. This

is a golf hole that will not be forgotten! The ever-changing wind that typically sweeps across the harbor can make the course play take on a completely different perspective from one round to the next.

That wraps up my list of my 5 favorite Mt. Pleasant golf

It goes without saying that it's easy to relax while you're lying on the beach, and Charleston is just the city to take advantage of the fact that we live where most people want to vacation. No matter where you live, you're no farther than a few miles from the nearest beach, and not many people get to say that! From Folly Beach's cool, unique vibe, to Isle of Palms for a little more peace and quiet, there is a beach for everyone.

Sullivan's Island is home to some amazing restaurants and bars, where you can unwind and take a walk on the beach before enjoying a cocktail or a great meal. If you manage to snag a seat, The Boathouse at Breach Inlet on Isle of Palms offers rooftop views that are unparalleled, watching the dolphins swim what feels like feet away from you.

Not only are our beaches top notch, but our local parks are nothing to slouch at either. With parks all over, from North Charleston to Mount Pleasant and everywhere in between, there is always something to do. Most of our local parks offer some sort of activity, like Starlight Yoga, where you can get a workout in while unwinding at the end of the day with the moon as your guide. Or, if you are more of an early bird than a night owl, you can check out Sunrise Yoga, at Folly Beach County Park.

Utilize the beautiful weather we have this time of year and take a hike or bike ride through the Palmetto Trail, which you can access after a short drive to Awendaw. Looking at the intercoastal waterway while taking a stroll through nature is not something you get to do just anywhere. It's hard to be stressed out while wandering through some of the most beautiful landscapes our state has to offer. For an added bonus, bring a picnic basket and enjoy lunch with a view.

If the summer heat gets to be too much, which we all know it can, going to the South Carolina Aquarium might just be your perfect reprieve. Not only is there air conditioning, but it's almost impossible to not feel relaxed while walking around all the marine life, and you will most certainly walk out feeling rejuvenated and calm.

Walking around The Battery is a Charleston right of passage, and for good reason. Strolling by the water with all the history our area has to offer under your feet is an experience everyone should have in their lifetime. Plus, it's always fun to look at the charming homes on Rainbow Row.

While there is no shortage of things to do on land in Charleston, being on the water is synonymous with living here. If you aren't lucky enough to know someone who owns a boat, there are many companies like Adventure Harbor Tours, that will take you on a private cruise. Whether you want a wild sunset cruise with your friends, a family-friendly sail, or a fishing charter, there is no shortage of places to make that happen.

We are living the dream as we are able to call Charleston home, and this time of year is prime time. With so many things to do, both on and off land, to unwind and relax after a busy day or week, it's no wonder people are moving here in droves. There are so many ways to relax and unwind right outside of your door. No matter what you choose to do this time of year, I think we'd all agree we couldn't be luckier to call this place home.



LOOKING AT THE INTERCOASTAL WATERWAY WHILE TAKING A STROLL THROUGH NATURE IS NOT SOMETHING YOU GET TO DO JUST ANYWHERE.







FEATURE STORY

The Wonderer

By Jennifer Guerra

Wonderer, pronounced (Wuhn-der-er) is an independent thinker; one who aspires for the highest quality of life by seeking out new opportunities and experiences. Beau Burns has taken this definition and turned it into Charleston's premiere members-only club, encompassing any and all things you need to do outside of your own home. With workspaces, fitness, mental health, and socializing all in one place, the time one spends traveling to do all these things is cut significantly, and as Beau says, "Time is one thing we never get back."

"The Wonderer is a true departure from the norm. The oasis-themed campus offers both an outdoor special events venue and an adults-only membership club, catering to those who seek a more meaningful balance between social connection, professional life and personal wellness."

Finding balance in life is no easy feat, and Beau learned that working a nine-to-five in finance. He knew there had to be a better way to live, work, and socialize, and unlike other members-only clubs in Charleston, The Wonderer puts extreme focus on its members' health and wellness above all else. Stepping into The Wonderer's Tulum-inspired setting, you feel like you have left Charleston altogether, and that's just the way Book works it

Inspired by his travels across Southeast Asia, living completely immersed in cultures vastly different than his own, Beau discovered the value in creating a truly balanced life - and that is exactly what he is trying to bring to the lives of Charleston's working adults. Consolidating most of our daily needs in one fully integrated location is a dream that Beau has finally realized, and the Lowcountry is lucky he chose



Charleston to bring that dream to life. Looking to the future, Beau hopes The Wonderer of Charleston is just the first of what will one day be many all around the world.

"The Wonderer's campus has been designed to help its members consolidate most of their daily needs in one fully integrated space. From fitness and wellness to social and entertainment programming, full-service food and beverage, multiple lounges, shared workspaces, and more, there is hardly a reason to ever leave. After all, it's much more than just another social club. It's a home away from home."

There is something for everyone here. The social aspect of what they offer is reason enough to join. With such diverse membership, there is always someone to meet and something to do. With live music, a rooftop restaurant, sports bar, poolside cabanas, plus their regular themed and holiday events, it really is a one stop shop for having a good time. While the social aspect is a huge part of what they provide, the greatest benefit of being a member here is the abundant opportunity to invest in your physical & mental wellness.

With health and wellness at the forefront of everything that The Wonderer is about, the array of services they offer in one space is more than you will find at any other place in our area. Spa services, fitness classes, a lap pool, and life/health coaching are just a few of the ways Beau and his amazing team can help you balance your life - and health - in one fell swoop. Even though all the fun and personal growth you gain through a membership here is priceless, you still have to work, and The Wonderer is just the place for that as well.

With more and more companies switching to remote work, which leaves



SCAN HERE TO LISTEN TO MORE OF BEAU'S **INCREDIBLE STORY, AND** HIS NEAR-MISS WITH **DEATH THAT WAS THE CATALYST TO CREATING** THE CONCEPT OF THE WONDERER.



little-to-no separation between work and home, many people have been left without a sanctuary to call their own. The Wonderer's workspaces, both for individuals and teams, gives people a community in order to feel motivated and productive, while also providing perks you won't find in any old office. With a breakfast and juice bar, networking events, and even guest speakers, the sense of community their workspaces offer is unmatched in the Charleston area. Being able to shoot up to the rooftop bar for happy hour is definitely another perk of membership! It's safe to say Beau and the team at The Wonderer have all of their members' needs at the top of their priority list.

Beau will be the first to tell you he could not have done this alone. He says he is nothing without his amazing team and the members know this to be true. With Director of Operations Brad Buchanan, Food & Beverage Manager Alex Grant, Executive Chef Tom Smith, Events Director Monica Bennett, Fitness Director Tucker Heffron, and Master Instructor Liz Wood, Beau has all the experts in place to make sure they expand slowly, with purpose, and with their members' needs remaining front and center.

Not being revenue or status driven will ensure the success of The Wonderer here in Charleston, and more than likely, all over the world. The idea that this community will better the lives of all of the members in it pushes Beau and his team to build something impactful - something that gives back to the people involved.

Beau is not a fan of the "herd mentality" or conforming to societal standards to simply fit in. He wants people to be open to a new perspective outside of the traditional approach to work, personal wellness, and so-

cialization. He believes when you bring together all of those necessary components of a person's life, you are giving them back the most important currency they have: time. More time means greater productivity, more creativity, less stress, and a greater sense of overall well-being.



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Which Bars & Restaurants Have The Best Happy Hours?

By Tori Rhoad

Happy Hour here in Charleston is a treasured tradition loved by everyone. It is near impossible to walk into a bar that isn't buzzing with laughter, smiles, and a cold drink. Here are our favorite bars & restaurants in Mt. Pleasant, Isle of Palms, and Sullivan's Island where you can most likely find a member of Team Lively on any day of the week.

SHELTER KITCHEN + BAR

Our first stop, Shelter Kitchen + Bar. We chose Shelter because of the true beach bar feel, staff, and happy hour prices. Bring your dog on over to Shelter for free treats while you enjoy a nice cold drink. Shelter offers Bud Light draft for \$2.25, domestic bottles for \$1.75, Woodbridge house wine (red or white) for \$2.50, well drinks for \$2.25, and buy one get one half off appetizers from 4-7pm Monday through Friday.



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RED'S ICE HOUSE

Next stop, Red's Ice House. You know we are suckers for Shem Creek and you can't blame us! The views and the atmosphere are like no other place in the world. To get the absolute best view of the creek, head on up to the top of Red's and hang out in the Birds Nest. Catch an awesome happy hour here Monday through Friday from 4-7pm for \$3.50 well drinks, \$4.50 wines, and \$2.75 domestic beers.

CABANA BAR

To top off our favorite happy hour spots on Shem Creek, we saved the best for last! Head over to the Cabana Bar at Water's Edge for happy hour specials you can't resist. Enjoy the laid back vibe and mingle with locals on the deck while enjoying \$1.75 domestic



beers, \$2.75 well liquor drinks, or a \$4.00 glass of wine! These awesome happy hour deals are offered 4-7pm Monday through Friday!

MEX 1

Next is our favorite happy hour on Sullivan's Island, Mex I. After catching some rays on the beach, head on over to this coastal cantina and grab a \$5 margarita, \$3 Mexican drafts, or a \$2 Mexican ashtray. Pair it with their amazing queso that's offered for just \$4!

THE DINGHY

Last on the list is The Dinghy on Isle of Palms. My favorite spot to have a nice game of corn hole. It is the only place in Charleston that you can find \$2.50 Natty Light on draft. The Dinghy is the ultimate seaside dive bar loved by locals and tourists alike. They offer \$3.75 domestic beers, \$5.75 house liquors and \$1 off most drafts, not including Natty. Oh, and the Philly cheesesteak is to die for!

That completes our happy hour picks on the other side of the Ravenel Bridge! Be sure to keep an eye out for our Downtown Charleston happy hour round-up on the Lively Charleston YouTube channel.

CHECK OUT PART 2 OF TORI'S HAPPY HOUR LIST: DOWNTOWN

STAY TUNED FOR PARTS 3 & 4 AS SHE HITS JAMES ISLAND & WEST ASHLEY!





Pineapple Mango Salsa

The jalapenos and red peppers mixed with the lime and fresh ginger make this recipe a sweet, spicy and refreshing combo you won't be able to resist. It's the perfect blend of tasty yet healthy ingredients that will satisfy any craving! It's not only a great nutritious snack but it's an easy way to perk up any chicken, pork or seafood meal. This simple tropical salsa will definitely be a summer favorite!

Ingredients

I mango, peeled and diced
I/2 cup pineapple, diced
I/2 red bell pepper, diced
I/4 cup red onion, finely diced
I jalapeño, finely diced
I red chili pepper, finely diced
I lime, zested and juiced
3 tablespoons cilantro leaves, chopped
I I" knob ginger, peeled

Recipe

In a medium bowl combine the diced mango, pineapple, bell pepper, red onion, jalapeño and chili pepper. Toss to combine.

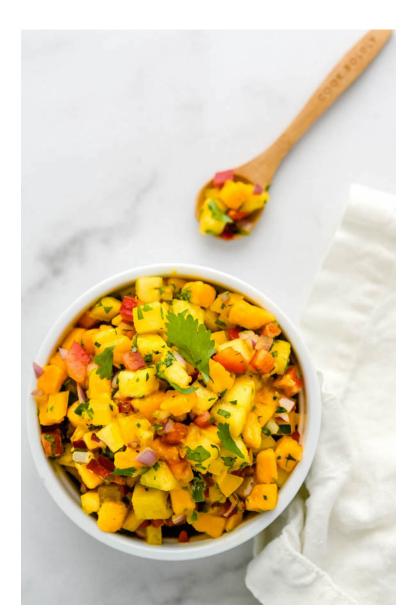
Add the lime zest, lime juice and cilantro. Toss to combine.

Use a microplane grater to grate the ginger onto a cutting board. Carefully scoop the ginger pulp into a fine mesh sieve. Rest the sieve over a small bowl and press on the ginger pulp to press out the juices and capture it in the bowl. Discard the ginger solids. Add the juice to the salsa and toss to combine.

Taste for seasonings adding salt and freshly ground pepper if desired.

Refrigerate for up to two days.

Recipe and photo from Garlic and Zest. Copyright © 2021.



FOOD + DRINK

The Charleston Fizz

The unique taste of gin is a natural match for the bright grapefruit and elderflower liqueur in this sweet and refreshing cocktail. This imaginative blend of flavors was inspired by the incredible sodas at Cannonborough Beverage Company in Charleston.



Ingredients

3 sprigs of fresh tarragon (plus additional leaves for garnishing if desired)
 3 oz. Ruby Red Grapefruit Juice
 2 oz. gin
 1/2 oz. St-Germain Elderflower Liqueur

I oz. simple syrup Club soda Grapefruit slices for garnishing (if desired)

Recipe

Muddle the tarragon in a cocktail shaker.

Fill the shaker with the ice, grapefruit juice, gin, St. Germain and simple syrup.

Shake and strain into a tall glass (Collins glass) filled with ice.

Top with club soda, a grapefruit slice and tarragon, if desired.

To make the simple syrup:

Combine I cup sugar and I cup water in medium saucepan. Bring to a boil. Stir until all the sugar is dissolved. Let cool.

Recipe & photo from The Beach House Kitchen. Copyright © 2021.

What Is Style?

Whether you are styling your home or your wardrobe, always start with your personality and what you love. Finding that one unique piece that speaks to you can spark an entire room or a killer outfit.

Sometimes both at the same time.

In fashion, I love to mix old with new and expensive with affordable (think Valentino meets Target). I approach interior design much the same way. Sometimes it begins with a paint color that I

lar aesthetic (arched doorways) or functionality (reading nook) that I am trying to achieve. Much like our personalities, homes can also have personalities. I had a contractor once tell me, "let the home speak to you." It may sound silly but it's true! And the older the home, the more it has to say.

love or an interesting piece of artwork. Sometimes it is a particu-

I am currently obsessed with archways, anything French, warm woods, unique light fixtures, Belgian linen and contrasting colors. I also love white upholstery, clean lines, and things that are curved. I dabbled in jewelry making and my favorite pieces were those I called "mixed media." I love combining things that

> are different and my rule of thumb is to never buy something that I don't absolutely love.

> Style is very unique and personal. It can look a lot of different ways so start with an anchor piece and go from there. It can be overwhelming, particularly when you are like me and love so many different things. They say if you love what you do, you'll never work a day in your life... and I LOVE helping my clients with their design projects. If you'd like professional help with your next design project, reach out and let's chat!

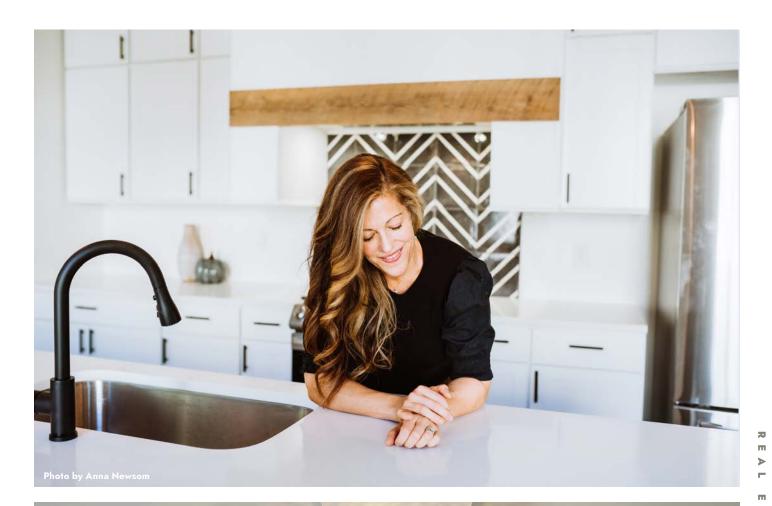








SCAN HERE OUT MORE FROM MICHELE **ENERSEN DESIGNS ON**





Agent Spotlight: Ellie White

Each month, Lively Charleston Magazine features an interview with a real estate agent from the Lively Charleston Properties team. This month, we're sitting down with Ellie White to learn about her journey to success as a Realtor in Charleston.

Ellie grew up in Richmond, Virginia and studied at James Madison University where she found her passion in the arts.

Why did you decide to follow a career in real estate?

I've always been drawn to the idea of being my own boss, having the freedom & flexibility to set my own hours and deciding how I want to manage my time and priorities. Since my career is essentially my own business, I have an incentive to work hard - because once all is said and done, I'm working for myself and my clients. There is so much room for growth, and the possibilities for success are endless.



Being able to work side-by-side with my clients during this huge milestone in their lives is really special. From meeting my clients for the first time, diving into their wants/needs over a cold brew coffee, showing them a variety of properties around town (my favorite part!), & eventually, after a few twists & turns along the way, reaching the closing table with their shiny new keys in hand...it truly makes everything worth it!

What is one of the biggest challenges you face in the industry?

This crazy market. When I first dove head-first into the real estate field a year ago, the housing market was gearing up for one of its wildest years yet. Homeowners were seeing average home prices skyrocket nearly 20% compared to the year prior. Not only was inventory hitting an alltime low, homes were also selling at a record pace - with buyers tossing out bids well above asking price, and sellers walking away with all cash offers with little-to-no contingencies.

With my focus primarily on the buyer's side during my first year, I've had to be creative, incredibly responsive and quick on my feet to get my buyers to the finish line. Starting this career during this fast-paced market - the expectations of what it takes to be successful were set very early on. While I've already learned an outstanding amount, I will continue to strive to be better, quicker and more efficient in every aspect of the job.

You've had a GREAT year, what's your secret to success?

With over seven thousand agents in the Charleston area, I am up against a lot of competition. I have to continually ask myself, "What value do I bring to the table?"

I believe that my success comes from my competitive nature, my commitment to my clients and my confidence. When I ask my clients what qualities they are looking for in an agent, their response typically revolves around strong communication. I always make sure I'm readily available for my clients at all times, putting my personal hotspot to use anywhere from campgrounds, to music festivals, to airport terminals!

Do you have a mantra or quote you live

"If your dreams don't scare you, they aren't big enough."

— Ellen Johnson Sirleaf

Over the past year, I've pushed myself to new heights - moving to a new city without any familiar faces, diving into a new career, taking on a multitude of new experiences and challenges. I've set big goals, some that are even beyond my current capacity (but that's what makes

it a goal!). Our team focuses heavily on brainstorming specific, measurable goals for ourselves - first creating annual goals, then breaking them down into smaller, more attainable periodic goals. Setting these goals regularly allows me to hone in on what needs to be done on a daily basis. I set expectations for myself early in the year and hold myself accountable.

What's your favorite thing about living in Charleston?

Charleston has it all - from the small-town city atmosphere, to the coastline right at your fingertips in almost every direction. I love being by the water. If I ever need a refresh, you know exactly where to find me. I'll either be sitting on Sullivan's Island with my toes in the sand or cruising down Ocean Blvd. on my longboard.

Being a photographer & videographer on the side, I've always appreciated the natural beauty that Charleston has to offer. From the downtown cobblestone streets, to the live oaks along Bohicket Rd., to the aerial shots of Rainbow Row & the famous Ravenel Bridge - the opportunities are end-

Any tips for new agents or people considering a career in real estate?

Hustle. Approximately 90% of real estate agents fail during their first year and I think a lot of that has to do with their expectations going into the field. You will be challenged and you will make mistakes & if you don't adapt quickly, you'll lose. If you're willing to learn from your mistakes, put in long hours, accept criticism, and be open to suggestions on how to improve, it will pay off.

REAL ESTATE

Investing in Real Estate?

Avoid These 5 Investment Property Mistakes

By Jeremy Feldman

Considering investing in a short term rental property or even long term rentals? Being a prime tourist destination coupled with 44% of the households in Charleston being renter-occupied, it's a no-brainer that the Holy City is a place to consider when looking to invest.

Here are 5 mistakes to avoid when investing in Charleston real estate:

1. Confusing turnkey with new.

Something often overlooked are the semantics between a property identified as "turnkey" and a property that is "new." Turnkey simply means the property is in working, livable condition and ready for marketing to renters. It means everything in the property is functional, but not necessarily new.

While a new investment property might not need much in terms of maintenance for several years, a turnkey property will likely see those maintenance bills pop up sooner. There is a big difference between a 15-year-old hot water heater and a brand new one. You'll want to be sure to set aside cash every month so you aren't caught unprepared when these expenses come due.

2. Skipping the home inspection.

This doesn't just hold true for investment properties - we recommend an inspection to all potential buyers across the real estate spectrum. A home inspector will tell you everything you need to know about the condition of the property before it becomes yours.

Don't be afraid to ask questions, factor these potential costs into your budget, AND... make sure to work with your realtor to see what deferred maintenance you can get the seller to pay for.

3. Underestimating expenses.

Once a property becomes yours, those numbers turn from hypothetical to real. There are costs associated with general upkeep for things like the yard & pest control as well as bigger ticket items like appliance repairs, HVAC service, and roof-related items. The best advice is to make a list of all of the monthly costs associated with maintaining an investment property (based upon estimates) before actually making an offer on one. Once those numbers are added up, you can calculate your return on investment (ROI) after subtracting these costs.

If you'd like a free investment property calculator that helps you accurately estimate all of these expenses as well as your ROI, shoot us an email at contact@livelycharleston.com and we'll send it over to you.

4. Failing to build a support team before the purchase.

Oftentimes people will try to do all repair work and property management themselves to save on costs. Although this can work in the short term, in the long term this often takes away from personal time, family time, or time that could be spent working on your other business.

Building relationships and having a go-to list of people in skilled positions, such as a general contractor, plumber, or electrician will help you play the long game as your portfolio grows and your investment properties age.

Your support team is your boots on the ground. Screen them and build trust and rapport with them. The day will come when you need to rely on their judgment because you aren't there to handle an issue yourself.

5. Neglecting your renters.

Now, let's fast forward a bit and let's say you have purchased a property and have your first renters. You may become inundated with after-hours calls, and responding to renter requests can be tedious and exhausting. Successful investors and landlords respect tenants with a professional attitude, and don't let emotions get in the way.

Easier said than done, but renters likely will not renew their lease if they feel neglected. Reducing vacancies by maximizing renter retention is the best way to ensure your property is generating income. We all know empty properties don't make money, and unhappy renters won't stay put for absentee landlords. If you feel yourself getting behind on requests and upkeep, or the general happiness of your tenants is slipping... consider hiring a property manager to your team to help balance or run all of the above.

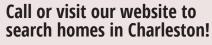
QUESTIONS ABOUT INVESTING IN CHARLESTON REAL ESTATE? SHOOT ME AN EMAIL AT JEREMY@ LIVELYCHARLESTON.COM AND MENTION THIS ARTICLE, I'D BE MORE THAN HAPPY TO HELP!



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"I cannot say enough good things about Scott. He was extremely friendly, helpful and willing to go the extra mile to make my purchase a quick and easy process. He advised me from start to finish and made me feel comfortable by explaining the process step by step along the way... He regularly kept in touch with me with updates, which I loved! I would definitely recommend Scott to any of my friends and family. I am entirely pleased with Scott and his team of professionals. They work so well together and it was a seamless experience. HIGHLY recommend!"

"We worked with Meredith Coughlin to purchase our new home in Mount Pleasant from out of State in Georgia. She knew about an off market house that fit exactly what we were looking for and managed to help secure it for us in this crazy market. On our first phone call we explained everything that we wanted in order to relocate, and later that night she sent us the house that ended up being our house! Meredith is kind, helpful, responsive, and very well-informed of the Charleston market. I know for a fact we would not have gotten this home without her!"



"Caroline made the typically stressful, time-consuming, and tedious process of purchasing a home effortless. She is timely, quick, confident, competitive when need be, but most importantly, she is kind. At each step, Caroline effortlessly guided us through the process ensuring we were well-informed and prepared for each step as it approached. While we know Caroline balanced our closing with many others, we never felt forgotten or behind. We always felt like a priority; which is significant in a chaotic market. For these reasons, and countless others, Caroline Treece has earned my highest recommendation."







"A big thank you to Jeremy Feldman and Lively Charleston Properties. Jeremy helped me close on my new house. He made the whole process so easy and hassle-free, and he put up with my crazy list of features I wanted in my new house. 9-foot ceilings on both floors, a bonus room for my indoor golf simulator, another bonus room for the theatre and game room, hardwood floors throughout, etc... although getting rid of the kitchen to turn it into a food court was frowned upon. Highly recommend Jeremy Feldman for all your home buying and selling needs!"



"I'm so grateful for finding Tori! As a first-time homebuyer, Tori made the process smooth, she was super responsive and always provided updates. While it took us quite a few showings, about 5 offers and some worrying on my part because the market is insane, Tori was extremely comforting and told me she'd make it happen, we just needed to be patient. And she was right! Our 5th offer was accepted and I feel like it was meant to be. I couldn't have done this without Tori and I tell anyone looking for a realtor to reach out to her."

"Lively Charleston has been amazing... Ricky Schmidt went above and beyond throughout the whole process. We simply could not have achieved our goal of moving to Charleston without him. He was informed, patient, and above all else kind. We were able to find our dream home and have recently moved here to enjoy it. The rest of the team is exceptional as wel No request was unanswered. If you are looking for a smooth real estate buying experience, contact this team. Thank you Ricky and Team Lively for an amazing experience from start to finish."





"As first time home buyers in a crazy market we felt very overwhelmed. Tre was amazing and so supportive through the entire experience. He was prompt and friendly with every communication. He always made himself available and we formed a genuine bond with him. Tre is a great person and works hard for his clients. Beth and Jeremy were also fantastic to work with! Honestly we can't say enough good things about Tre and the staff at Lively Charleston. We highly recommended them and will most certainly use them again in the future!"

"Ellie was extremely patient and responsive throughout the entire process. As a first time homebuyer, I had limited knowledge and seemingly unlimited questions. Ellie ensured I was as informed and comfortable as possible during the entire process and was always available when needed. Even after closing, she has been unbelievably helpful in getting any remaining questions/concerns addressed. If you're looking for someone who will take your wants and needs to heart and find the perfect home for you, Ellie is your girl!"





"My wife and I decided to look in the Charleston area for a condo as an investment... We connected with Logan and he was responsive from the very beginning. Any question we had, he responded quickly with answer. Anything we needed, he was always there to help us. He was extremely knowledgable with every aspect of the real estate process from beginning to end. Not only is he a fabulous realtor, he's an extremely nice gentlemen and we were fortunate to have found him. My advice, if you don't use him, you'll be making a mistake."



Featured Listing

3648 REDFISH CIRCLE **Mount Pleasant** 4 Bed, 3.5 Bath 4,006 Sq Ft Waterfront

Welcome to 3648 Redfish Circle located in the coveted Stratton by the Sound community in North Mt. Pleasant. Situated just minutes from the beach at Isle of Palms and downtown Charleston's culinary and historical charm, this impeccable waterfront home has it all. Sitting on a .54 acre lot and with over 4,000 conditioned square feet, this home was custom built by the owners in 2019. The award winning floor plan boasts a

large owner's suite on the main level with unobstructed views of the Copahee Sound to watch the beautiful sunrise and amazing wildlife, an en-suite bath with an extra large shower, free standing soaking tub, quartz countertops and custom closet built-ins. Also on the main level is the designer kitchen including top-of-the-line Kitchen Aid appliances, custom island, high-end cabinetry to the ceiling and every accessory imaginable, making it a dream to cook in. Adjacent to the kitchen is the spacious great room where you can open up the 15 foot wide sliding glass door overlooking the Copahee Sound while walking onto your massive screened-in porch and separate grilling deck. A formal dining room is located in the front of the home with its very own butler's pantry that has navy blue cabinetry, marble countertops, a wine fridge and plenty of storage for those amazing dinner parties. Rounding out the



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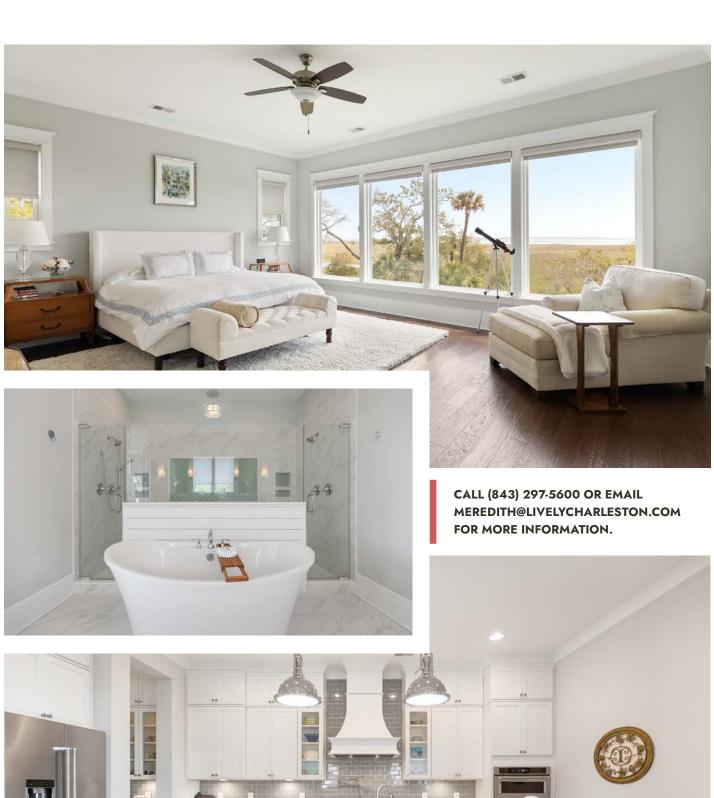


main level is an office and a pocket office, both with built-ins, a powder room and elevator, making trips to and from each level a breeze. Upstairs you will find 2 very nice sized bedrooms connected by a jack and jill bathroom, and a larger bedroom with en-suite bath and walk-in closet. This home also features a massive amount of storage space, 3 car garage entry with epoxy floors, a workshop, and a covered porch.

Stratton by the Sound's amenities include a community pool, walking trails and play park. Not to mention the close proximity to shopping, dining and all the things Charleston has to offer.

This stunning home, coupled with its friendly and sought after neighborhood, truly checks all the boxes, and then some.









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SMALL BUSINESS SPOTLIGHT

Girls Gone Buff

Most girls and women report being body-aware as early as 2nd grade. By pre-teen and teenhood, many girls are embarrassed about their bodies and have received little-to-no education on how to take care of their bodies. They haven't been encouraged to be strong and confident nearly as much as they've been subtly told to be smaller and more "ladylike."

Girls Gone Buff is about empowering young girls through exposing them to safe and fun strength training, while also educating them on the importance of taking care of their bodies and feeling good in their skin.

Each day, we learn about strength training, put our learnings into practice through a workout, and then gather for a group discussion, games and activities about taking care of our minds and bodies.

Girls will learn dumbell, kettlebell, barbell and bodyweight movements (scaled accordingly) as well as science-backed strategies for eating and moving well, and taking care of their mental health, too.

THE GIRLS GONE BUFF VISION:

"We envision a world of women who grew up understanding that carbs are energy and protein is good for your overall health, not just for big muscles; a world where women feel comfortable in all areas of a gym, and the squat rack becomes a space we are expected to take up rather than a place men are surprised to see us. We started Girls Gone Buff to introduce girls to lifting, healthy eating, body positivity & self-confidence at a young age, because the world we envision is made up of women who have these skills."





-III-BUFF-III-

SCAN HERE TO LEARN WATCH THE LIVELY CHARLESTON PODCAST WITH DR. MAYSA HANNAWI OR VISIT GIRLSGONEBUFF.US TO LEARN MORE!





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