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Trump's Second Term: What It Could Mean for CRE



Contributed by Brent Case, CCIM - President/
Broker in Charge
Article by CRE Daily

Within hours of returning to the Oval Office, Donald Trump unleashed executive orders that could upend commercial real estate. Here are eight key changes to watch.

Opportunity Zone revival: The Opportunity Zone

program, which has driven \$75B in investments since 2017, is back in focus. Trump is pushing for an extension beyond its 2026 expiration and may expand it further. Investors are already mobilizing, eyeing tax deferrals and benefits in economically distressed areas.

Return-to-office mandate:

Trump ordered federal employees to return full-time, affecting nearly 2 million workers. This may increase demand for federal leases, but unions plan to oppose it. Musk's Department of Government Efficiency is exploring cuts to federal office space, complicating the CRE outlook in D.C.

DEI policies face cuts: Trump ended diversity, equity, and inclusion policies for federal agencies, signaling a shift in government hiring. However, CRE firms, which have invested heavily in DEI initiatives, are expected to stay the course as they navigate public expectations and workforce demands.



MARKET WATCH

Office Space For Lease in Downtown Charleston



163 Rutledge Avenue, 300
Charleston, SC 29403
3,178 SF
\$40 PSF NNN

Located within the dynamic Longevity Fitness Gym, this expansive 3,178 SF office space offers an ideal opportunity for businesses seeking both prime location and flexibility. Situated in the heart of Charleston's vibrant downtown area surrounding numerous highly acclaimed Hospitals and Schools, this office features an open floor plan, perfect for customizing to your business needs.

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Housing affordability: Trump's HUD pick, Scott Turner, is focused on reducing red tape, not increasing budgets. HUD recently raised loan-to-value limits for affordable housing projects to 90%, giving developers more financial flexibility. Meanwhile, zoning decisions will stay local, avoiding federal intervention.

Impact of tariffs: Trump plans steep tariffs—25% on Mexico and Canada, and 60% on China. While this could boost U.S. manufacturing and industrial real estate, it will likely spike construction costs, especially for steel and lumber. CRE developers relying on imported materials may face higher project budgets and longer timelines.

GSE privatization: Fannie Mae and Freddie Mac, which back roughly 50% of all U.S. mortgages, could be privatized under Trump's administration. While the move would reduce government oversight, the secondary mortgage market may still need federal guarantees to avoid instability, especially for multifamily financing.

Climate rollbacks: Trump pulled the U.S. out of the Paris Agreement (again) and reversed federal climate regulations, claiming they inflate business costs. Developers may benefit from fewer compliance burdens, but state and municipal sustainability mandates remain, ensuring green retrofits and net-zero projects continue in key markets like California and New York.

Fast-tracked approvals: Trump's executive order promises to expedite approvals for \$1 billion+ developments, potentially cutting years of delays. While this could be a boon for CRE giants, questions remain about environmental reviews and legal challenges under the National Environmental Policy Act.

THE TAKEAWAY

Place your bets: Trump's presidency could energize segments of the CRE market, particularly OZs, industrial assets, and housing development. However, challenges such as labor shortages, inflation, and geopolitical risks may temper these benefits.

MARKET WATCH

6.2 Acres in Hollywood For Sale



0 Hwy 162
Hollywood, SC 29449
6.2 Acres
\$595,000

Prime 6.2-acre commercial property located on Hwy 162 in Hollywood, zoned Town Center (TC) in the Town of Hollywood. This versatile site has been cleared and with an existing site plan for an event space, with potential for a wide range of development options. Ideal for investors or businesses seeking to establish a presence in the growing Town of Hollywood. Positioned with excellent visibility and accessibility, this property provides endless possibilities for commercial, retail, or office projects. Don't miss this rare opportunity in a rapidly expanding area!

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Senior Broker - LandSeeker

Neal Walsh

AI! We keep hearing about these two little letters, but what is AI, and how can it help me? Artificial intelligence, or AI, can benefit commercial real estate (CRE) agents, enhancing our efficiency, decision making, and ability to serve clients. Traditional AI focuses on learning and observing patterns. One sets predefined rules and algorithms to help define

these patterns. Traditional AI is great for analyzing and utilizing the data with predefined rules to predict future data and outcomes. Generative AI generates content like marketing videos, property images, and property descriptions, highlighting the most substantial values of the property.

Let's look at a few ways AI can be leveraged to help grow your business and get your sellers top dollar for their property. As you review these, can you guess which ones you think fall under AI and which fall under generative AI?

1. Market Analysis and Insights

- Predictive Analytics: AI can analyze market trends, historical data, and economic indicators to forecast future property values and market conditions.
- Demographic and location Analysis: AI tools can assess local demographics, traffic patterns, and economic data to identify ideal property locations or investment opportunities.

2. Lead Generation and Client Management

- CRM Enhancement: AI-driven customer relationship management (CRM) systems can analyze client behavior, preferences, and inquiries to prioritize high-quality leads.
- Personalized Marketing: AI can tailor marketing campaigns to target specific audiences with customized property suggestions.
- Imagine sending a pre-recorded personalized email to someone who submits a request for more information on a property.

MARKET WATCH

Multifamily For Sale in Downtown Charleston



66 Warren Street, A, B, C
Charleston, SC 29403
3,808 SF
\$3,995,000

Gorgeous remodeled House and Income Producing Carriage house for Sale in the Downtown Radcliffeborough Historic District. This 3808 SF, 6 bedroom /6.5 bath property has been awarded with 2 rare Carolopolis Award in recognition of excellence in historic preservation.

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3. Property Valuation and Investment Analysis

- Automated Valuation Models (AVMs): AI can provide instant property valuations based on market data, improving accuracy and reducing manual effort.
- Risk Assessment: AI algorithms can assess risks associated with investments, such as tenant default probabilities or neighborhood economic stability.

4. Process Automation

- Document Management: AI-powered tools can automate contract generation, lease analysis, and compliance checks, saving time.
- Virtual Assistants: Chatbots can handle routine client queries, schedule appointments, and manage follow-ups.

5. Enhanced Marketing Strategies

- 3D Virtual Tours and Augmented Reality (AR): AI-driven platforms can create immersive property tours, allowing potential clients to visualize spaces remotely.
- Image Recognition: AI can analyze property images to highlight unique features or assess maintenance needs.
- Generate detailed property descriptions and highlight key features based on market data.

6. Improved Negotiation and Decision-Making

- Comparable Analysis: AI can quickly generate reports comparing properties regarding price, location, and features.
- Real-Time Market Adjustments: AI monitors market fluctuations and suggests competitive pricing strategies.

7. Tenant and Lease Management

- Tenant Screening: AI can evaluate tenant applications by analyzing credit scores, payment history, and other criteria.
- Lease Optimization: AI can identify opportunities to renegotiate or optimize lease terms for better profitability.

By adopting AI tools, commercial real estate agents can streamline operations, stay ahead of market trends, and provide superior service to their

MARKET WATCH

Professional Office Space For Sale or Lease



7880 Dorchester Road
North Charleston, SC 29418
6,000 SF
\$1,475,000
\$19 PSF NNN

HIGH TRAFFIC VISIBLE LOCATION on well traveled Dorchester Rd. Blank Slate inside with fresh outside renovations, paint, awnings, pavement with Plenty Fenced Parking = ratio 1:140 ft. 6000 feet total with complimentary uses only professional Medical, architect, engineering, construction firms who wish to take advantage of the growing residential and new commercial growth just inside Charleston County lines.

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clients. Is AI 100% accurate? No, but it does help us work smarter, not harder, by utilizing the data points out there. By the way, ChatGPT generated 90% of the list above.

There are hundreds of programs out there to help us dive into AI. Decide which ones you want help with the most and jump in. AdventuresinCRE.com just published AI Tools for Commercial Real Estate (Winter Edition): this is a great place to start researching AI apps to help you take the AI leap.

Artistry Restaurants acquires 20-unit Hickory Tavern



The Florida-based company now has seven concepts in its portfolio as it expands into the Carolinas for the first time

Contributed by Bryan Fogle - Associate
Written by Ron Ruggless | January 6, 2025



MARKET WATCH

Seamist Commons For Lease



1601 State Road
Summerville, SC 29486
1,400 SF - 11,900 SF
\$35 - \$38 PSF NNN

Seamist Commons Blvd & US- 176 is a +/- 230,000 SF pro- posed commercial development with lighted intersection and 1,950+ feet of roadway frontage. The site is surrounded by the + 22,000 new homes that make up the Nexton, Cane Bay and Carnes Crossroads master planned development neighborhoods. Wetland mitigation complete, groundbreaking Fall of 2024, Phase 1 availability 4th quarter 2025.

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Artistry Restaurants has acquired the 20-unit Hickory Tavern casual-dining concept, the company said Monday.

The Winter Park, Fla.-based company said the acquisition of the tavern concept, founded in 1997, expands its footprint into North Carolina and South Carolina for the first time. Terms of the deal were not disclosed.

Charlotte, N.C.-based Hickory Tavern is the seventh brand in the 30-unit Artistry's portfolio and brings the company's total managed locations to 50.

"Hickory Tavern has a long history of serving the community, with each location a cherished gathering spot for locals," Bryan Lockwood, Artistry's CEO, said in a statement. "Hickory's concept and its reputation for uncompromising service make it a perfect fit within our portfolio of brands as we continue to expand our footprint within the industry."

Artistry has named Paul Zito as president of the Hickory Tavern brand. Zito will report to Jason Brooks, Artistry Restaurants' chief operating officer.

"Paul Zito's best-in-class approach and impressive track record revitalizing and building establishments and cultivating high-performance teams will help elevate Hickory Tavern's position in the market," Brooks said.

Zito previously served as president of Z Team Consulting, a Myrtle Beach, S.C.-based hospitality consulting firm.

Artistry Restaurants' acquisition of Hickory Tavern follows the recent announcement of the launch of The Chapman, an original dining concept located in Winter Park, Fla. The Chapman is scheduled to open later this month.

Artistry also operates five previously acquired brands: Oak & Stone, Shrimp Basket, Boca, Atlantic Beer & Oyster, and Sandbar Amelia Island.

Source: <https://www.nrn.com/regional-chains/artistry-restaurants-acquires-20-unit-hickory-tavern>

MARKET WATCH

Medical Office For Lease



2664 St Matthews Road NE, A
Orangeburg, SC 29118
2,695 SF
\$25 PSF MG

Located at 2664 St Matthews Rd in Orangeburg, SC, this 2,695 square foot medical office offers a prime opportunity for healthcare professionals seeking a well-equipped, move-in ready space. Three quarters of a mile down the road from MUSC Health - Orangeburg, this property is perfectly positioned for easy access to the region's medical community. The property, situated in a high-traffic area with excellent visibility, includes signage on a prominent monument along St Matthews Rd NE.

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Senior Broker

Larry Willey, CCIM

Exploring the Benefits of 1031 Real Estate Exchanges

In the dynamic world of real estate investment, opportunities abound for those looking to maximize returns and strategically grow their portfolios. One lesser known yet powerful tool in the investor's

toolkit is the 1031 exchange, a provision in the United States tax code that allows for the deferral of capital gains taxes on certain real estate transactions. Let's delve into what makes the 1031 exchange such a compelling option for savvy investors.

What is a 1031 Exchange?

A 1031 exchange, named after Section 1031 of the Internal Revenue Code, enables investors to defer paying capital gains taxes when they sell a qualifying "downleg" property and reinvest the proceeds into another "upleg" property of equal or greater value. This exchange must be properly structured and executed to comply with IRS regulations, but when done correctly, it can provide significant financial benefits.

Key Benefits of a 1031 Exchange:

- **Tax Deferral:** One of the most significant advantages of a 1031 exchange is the ability to defer paying capital gains taxes. By rolling over the proceeds from the sale of one property into another qualifying property, investors can defer taxes indefinitely until they eventually sell the replacement property without reinvesting.
- **Increased Buying Power:** The ability to defer taxes allows investors to reinvest the full amount of their proceeds into a new property, thereby leveraging their capital more effectively. This can lead to acquiring a larger or more valuable property than would have been possible if taxes were paid immediately.

MARKET WATCH

Proposed Self Storage Development For Sale



900 Bacons Bridge Road
Summerville, SC 29485
1.58 Acres
\$925,000

Available For Sale - Entitled 1.5-acre parcel located at 900 Bacons Bridge Road, Summerville, SC. The property is zoned GB {General Business} in the Town of Summerville and has received approval for the development of an indoor, self-storage facility encompassing over 114,800 SF of climate-controlled storage units. Situated in a growing area with strong demand, this site offers easy access and excellent visibility, perfect for serving both residential and commercial customers. Traffic counts close to 22K per day along Bacons Bridge also known as State Highway 165. Greater Charleston is comprised of Boeing, Volvo, Redwood Materials, Charleston AFB and the Charleston Ports Authority. Known for our historic district, hospitality, beaches and temperate climate, Charleston continues to be the next destination for many corporations looking for the right location with ample workforce and "business friendly" regulations. Currently, demand exceeds supply for residential housing market, making multi-family a stop-gap rental measure for the public at large and creating the need for temporary storage units. Call for further info on entitlements!

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- **Portfolio Diversification:** Investors can use 1031 exchanges to diversify their real estate holdings without incurring immediate tax consequences. This flexibility is particularly advantageous for those looking to adjust their investment strategy or geographic focus.
- **Estate Planning Benefits:** 1031 exchanges can also play a role in estate planning by allowing investors to transfer wealth to future generations without incurring hefty tax liabilities during their lifetime.
- **Long-Term Investment Growth:** By continuously deferring taxes through successive 1031 exchanges, investors can compound their investment growth over time, potentially leading to substantial wealth accumulation.

Considerations and Requirements:

While the benefits of a 1031 exchange are clear, it's essential to navigate the process with careful consideration and compliance with IRS rules. Some key requirements include:

- **Like-Kind Property:** The properties involved in the exchange must be of like-kind, which broadly means they must be used for investment or business purposes.
- **Strict Timelines:** There are strict timelines for identifying and acquiring replacement properties, typically within 45 and 180 days, respectively, from the sale of the relinquished property.
- **Qualified Intermediary:** A qualified intermediary must be used to facilitate the exchange, ensuring that the transaction meets IRS guidelines.

In conclusion, the 1031 exchange is a powerful strategy for real estate investors seeking to optimize their investment returns while deferring taxes. By leveraging this provision, investors can preserve capital, enhance portfolio diversification, and strategically grow their real estate holdings over time. However, it's crucial to work closely with tax advisors, legal professionals, and qualified intermediaries to ensure compliance with IRS regulations and maximize the benefits of this valuable tax-deferral tool.

MARKET WATCH

B1 Zoning Site For Sale in North Charleston, SC



5154 N Rhett Avenue
North Charleston, SC 29405
1.85 AC
\$1,000,000

Park Circle land for sale!
Located at the North Rhett Ave. exit off of I-526, two exits before Don Holt Bridge and Clements Ferry Rd./Daniel Island. Zoned B-1 General Business, there are many uses in the city of North Charleston. Great Location near Park Circle Neighborhoods and for B-1 uses with quick on and off access to Mark Clark Expressway. Landlord willing to lease. Formerly a gas station, open parking and cement lot area with high traffic count and visibility. Total property consists of two parcels and 1.85 AC.

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Whether you're a seasoned investor or exploring real estate opportunities for the first time, understanding the potential benefits of a 1031 exchange can significantly impact your investment strategy. To explore the benefits of a 1031 exchange and reach your real estate investment goals contact:

Larry Willey, CCIM
Senior Broker
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Associate - Retail
Hannah Kamba

Downtown Charleston Retail Market

Downtown Peninsula Charleston, South Carolina, continues to be a sought-after destination for both locals and tourists. As we move into 2025, several key trends are shaping the retail commercial real estate market in this vibrant area. From the effects

of evolving consumer behavior to the rise of new retail concepts, here's what we can expect to see in Charleston's downtown retail landscape in the coming year.

1. Continued Urban Revitalization and Development

Charleston's downtown core has experienced steady revitalization over the past few years, with new developments enhancing its appeal as a prime retail destination. The trend of adaptive reuse of historic buildings into modern retail spaces is expected to continue in 2025. Retailers are increasingly looking for unique spaces that combine Charleston's rich history with modern amenities, offering consumers an unforgettable shopping experience. Expect to see more high-end boutiques, locally owned shops, and restaurants occupying these newly reimagined spaces.

2. Luxury Retail Expansion

As Charleston continues to grow as an upscale destination for tourists and affluent residents, the demand for luxury retail experiences is expected to

TRANSACTIONS

Larry Willey, CCIM of Coldwell Banker Commercial Atlantic represented the landlord in the lease of 2,000 sf of office/flex space at Unit 122 at 622 Old Trolley Road in Summerville, SC.

Graham Mitchell of Coldwell Banker Commercial Atlantic represented the tenant Angel's Flowers & Gifts in the lease of 630 SF of retail space at Suite 1300 at 1268 Yeamans Hall Road in Hanahan, SC. Brent Case, CCIM of Coldwell Banker Commercial Atlantic represented the landlord.

Hannah Kamba and Brent Case, CCIM of Coldwell Banker Commercial Atlantic represented the tenant La Taqueria Up Town LLC in the lease of 3,009 sf of retail space at Suite F at 110 Gosling Way in Summerville, SC. Gary White of Urban Core Advisors represented the landlord UCA Syndicate Promenade 1 LLC.

Julia Donovan, CCIM, CIPS and Brent Case, CCIM of Coldwell Banker Commercial Atlantic represented the buyer in the sale of 5,554 sf of retail space for \$725,000 located at 570 College Park Road in Ladson, SC. Don Gatch of Carolina Elite Real Estate represented the seller, Floyd R Moore, Jr.



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rise. In 2025, downtown Charleston is likely to see the introduction of more high-end retail stores, luxury brands, and upscale restaurants catering to both residents and visitors. This trend is fueled by the region's growing economy and increasing tourism, especially among travelers seeking premium, one-of-a-kind experiences.

3. Food and Beverage as a Key Component

The food and beverage sector has long been a major part of Charleston's charm. In 2025, expect more emphasis on high-end, artisanal, and unique culinary experiences integrated into retail spaces. Many restaurants and cafes are likely to open in tandem with retail outlets, offering a comprehensive shopping and dining experience. The blending of food and retail spaces can create more foot traffic, fostering a lively, community-driven atmosphere that attracts both residents and visitors.

4. Shift Toward Smaller, Flexible Spaces

As retailers adapt to changing market conditions, there is a noticeable shift toward smaller, more flexible retail spaces. Many businesses are rethinking their square footage needs in favor of more nimble operations. For example, luxury brands might seek smaller flagship stores, while newer concepts such as fitness studios, art galleries, or experiential showrooms look to occupy more flexible spaces. This trend could be particularly relevant in the downtown peninsula, where space is often at a premium and smaller, adaptable leases can attract a diverse range of tenants.

Conclusion

The retail commercial real estate market in downtown Peninsula Charleston is poised for an exciting year ahead in 2025. With a combination of historic charm and modern innovation, this area will continue to evolve, offering a dynamic mix of experiences for consumers and opportunities for retailers. Whether through the rise of experiential shopping, sustainability-driven initiatives, or the continued growth of luxury retail, the trends seen in 2025 will be crucial in shaping the future of Charleston's downtown retail landscape.

TRANSACTIONS

Coldwell Banker Commercial Atlantic is pleased to announce that it has successfully negotiated a 1,163 square-foot, long-term lease transaction for Iris Galerie at Broadway at the Beach in Myrtle Beach, SC.

Hannah Kamba of Coldwell Banker Commercial Atlantic represented the tenant in the transaction. Jason Rosenberger of Burroughs & Chapin represented the landlord, Broadway at the Beach, Inc.

Brent Case, CCIM and Julia Donovan, CCIM, CIPS of Coldwell Banker Commercial Atlantic represented the buyer in the sale of 3,400 sf of medical office space at 102 Spring Hall Drive in Goose Creek, SC. David Hoppe of Atlantic Capital Partners represented the seller, WMG Real Estate 2, LLC.

Brent Case, CCIM and Hannah Kamba of Coldwell Banker Commercial Atlantic represented the tenant El Molino Ladson, LLC in the lease of 8,450 sf of retail space at 113 College Park Road in Ladson, SC. Chase Gray of Avison Young represented the landlord, College Park Center LLC. El Molino will open their third location in Q4 2025.



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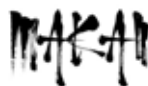
2024 Notable Openings and Closures:

1. By the Way: 45 ½ Spring Street Charleston, SC
2. Blanca Estrada: 164 Market Street Charleston, SC
3. Seahorse: 265 Coming Street Charleston, SC
4. The Archer: 601 Meeting Street Charleston, SC



Here's a summary of the establishments that have recently shut their doors:

1. Maya
2. Barsa
3. Makan
4. Bearcat
5. Laurel
6. Neon Tiger



TRANSACTIONS

Kip Bowman and Sara Bodell of Coldwell Banker Commercial Atlantic represented the buyer in the sale of 4,197 sf of Triplex/Multi Family property for \$1,225,000 at 2135 Montford Avenue in Charleston, SC. Seth Stisher of Carolina One Real Estate represented the seller.

Coldwell Banker Commercial Atlantic is pleased to announce that it has successfully negotiated a 400 square-foot, long-term lease transaction for Iris Galerie at Barefoot Landing in Myrtle Beach, SC.

Hannah Kamba and David Hochberg of Coldwell Banker Commercial Atlantic represented the tenant in the transaction. Jason Rosenberger of Burroughs & Chapin represented the landlord, Barefoot Landing Commercial, LLC.

We are attending the CBC Global Conference in Plano, TX! - March 17th - 19th, 2025 - We look forward to seeing CBC Professionals!



Davis Swing - New Associate

We are excited to announce that Davis Swing has joined Coldwell Banker Commercial Atlantic as our newest associate. We're thrilled to have him on board and look forward to the impact he will make with our team.



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“LOCAL PRESENCE, GLOBAL POWER”