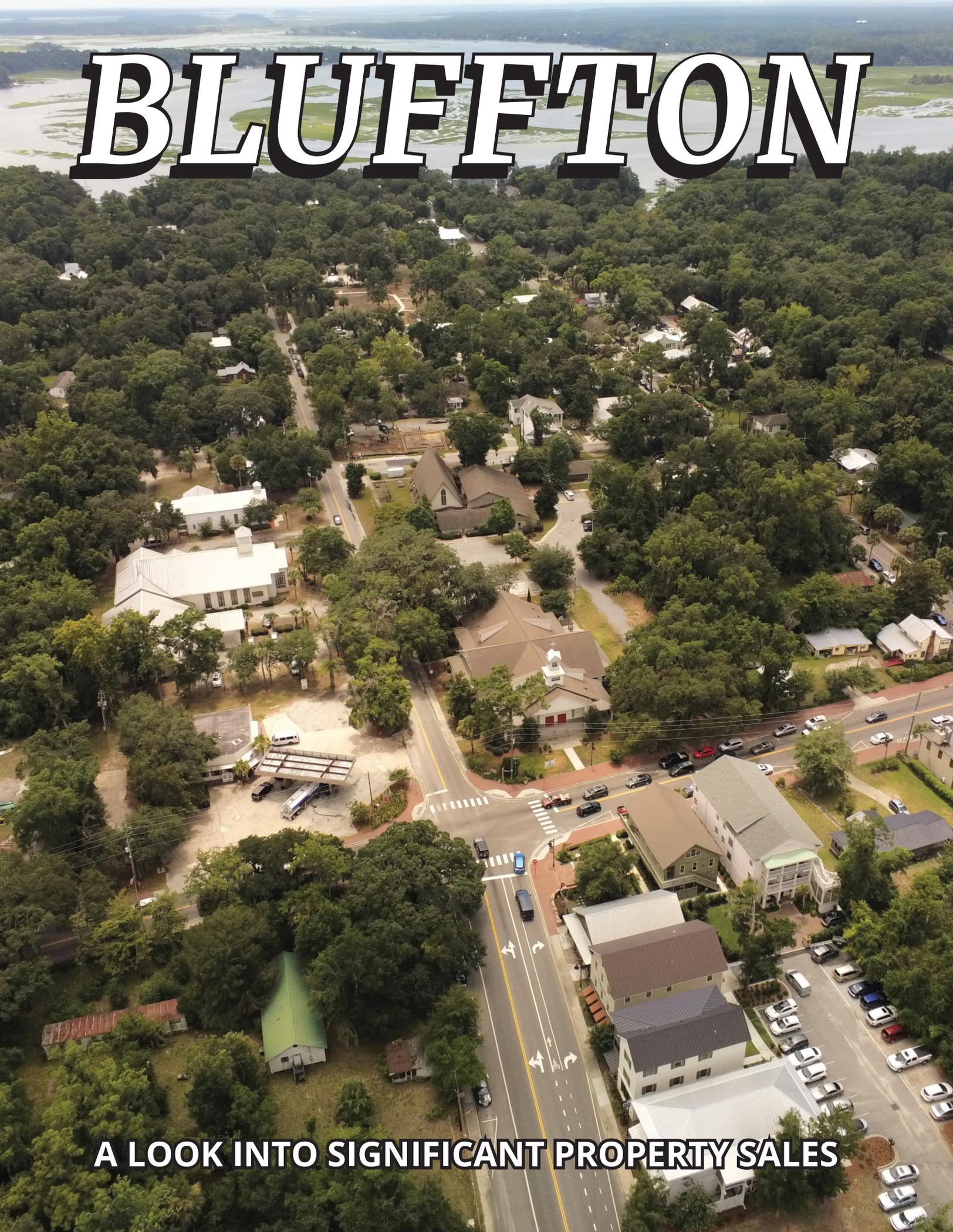


# BLUFFTON



**A LOOK INTO SIGNIFICANT PROPERTY SALES**

***Will Guscio***

***Broker Associate***

***The Alliance Group Realty***

***SCRE Broker License #12227***

***www.DiscoverBluffton.com***

***843.757.5555 (Direct)***

***843.816.3854 (Cell)***



**THE ALLIANCE GROUP REALTY**



**NATIONAL  
ASSOCIATION OF  
REALTORS®**



**Will Guscio**

Broker Associate

## A Lifetime in Bluffton & 30 Years of Selling My Hometown

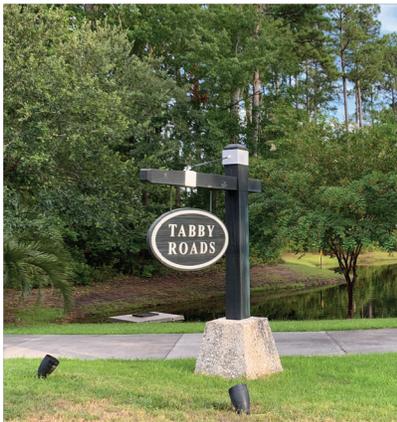
*The landscape has changed dramatically since my move to Bluffton in 1971 and selling Low Country real estate since 1989. Throughout all of these changes, a high level of my service and attention as one of a few long-time active real estate agents/brokers in our market remains the same.*

*Within these pages, a few of my projects are shared. These involved much more time and effort as a real estate broker than simply placing a property on the market in the goal of realizing the highest and best possible price for seller clients. Also, the effort it takes to achieve a grand return for property owners. Likewise, when a buyer should call, a stringent due diligent process shall begin to reduce exposure and assure that it truly is "what you see is what you get".*

*I look forward to discussing, in confidence, your interest in selling or buying in my hometown market of the South Carolina Low Country.*

A handwritten signature in black ink, reading "Will Guscio". The signature is fluid and cursive, with a prominent "W" and "G".

# Developments and Sales



## Tabby Roads

*14 Initial Lot Sales*

\* Work closely with the developer in the introduction and pre-sales of both residential and mixed use sites in a Low-Impact Development in the Historic District of Bluffton.

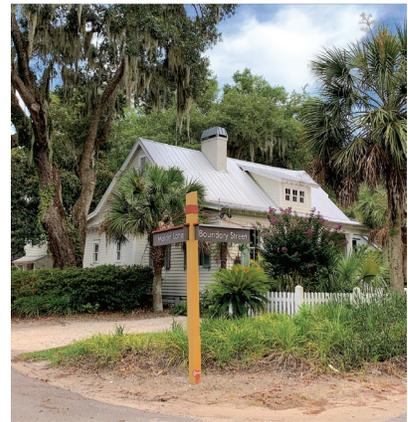


## 55 Calhoun St

*Development/Property Management/Lease/Sale*

- \* Vacant land into a build to suit
- \* Property management
- \* Tenant procurement
- \* Change of use between tenants
- \* Remodel
- \* Ultimate sale of client asset after 14 years ownership

(Four tenants & different uses)



## Maiden Lane

*6 Lot Subdivision*

- \* Subdivided a parcel fronting Boundary Street into 6 lots

Scope of work:

- \* Receive survey
- \* Work with utility companies
- \* Submit plans to Town of Bluffton for approval
- \* Bring to market & sell for client



## 58 Calhoun St

*Lot Sale to May River Montessori*

A sale of a .6 acre site

- \* Remove existing neglected home on site and bring to market a .6 acre parcel in the center of Town
- \* Property required an easement for stormwater drainage and other preparations for transfer.



## May River Road

*Mixed Use Subdivision*

- \* Worked with a developer in the planning, pre-sales and closing of 14 lots along May River Road and Goethe Road in the Historic District
- \* Numerous site visits, sidewalk and utility easements in place for rear access sites.



## Shopping Plaza

*Buckwalter Parkway*

- \* Located and secured a two acre parcel to accommodate client's Omelette Cafe and additional retail space for lease
- \* Address powerline easement concerns for parking use as client requested.

# U.S. Postal Service & Bluffton Branch Library

## Bluffton Village

25 Acres Listed for Out of Town Owner

When the USPS calls about a property, you act fast and accommodate. Client's property along Bluffton Road was selected as a new spot for the new Bluffton Post Office, but first a slew of conditions had to be met: \* Property within Town limits \* Needs natural gas \* 5 acres \* no wetlands \* two curb cuts \* Need investor to lease it to them \* Would not commit early on



### US Post Office

The only post office of over 800 U.S. Post Office proposed projects in the entire United States to pass in 1998.



### Bluffton Library

*A Resource for All Ages*

The Bluffton Branch Library serves the area with computer access, thousands of books and multimedia, voter's polling space and meeting rooms in a spacious and comfortable setting.



### Traditional Details

- \* Mixed use buildings
- \* Professional services
- \* Retail spaces



## Residential Node

### *Townhomes of Bluffton Village*

Utilizing a retention pond as a focal point of a group of townhomes in the rear of the property creates privacy among natural buffers.



## Neo-Traditional

### *2-3 Stories Possible*

Several new buildings sprout up along the entryways creating a sense of place within the village. The Town of Bluffton and Bluffton Village ARB approve all designs.



## Future Development

### *Possibilities Exist*

Various sites of different sizes offer opportunities for businesses to flourish in the Bluffton Village colonnade and resale options become available at times.

# Development Delivered

### *More Attention Needed than Most*

Process: \* Annex the parcel into the Town of Bluffton \* Mitigate small area of wetlands \* Procure utility commitments to the site \* Attend Town Council meetings \* Reduce the speed limit through SCDOT \* Secure an investor for a USPS lease \* Launch a public relations campaign within the community and press outlets \* Communicate and update with all parties at all times needed a broker who knew the path to take to see it through. In the end, the seller had one closing as requested. Development of mixed use buildings is ongoing.