

BERKELEY HALL

MARKET UPDATE

Over \$140 Million Sold in Berkeley Hall by the Ussery Group



March 2024

As the spring selling season approaches, we'd like to highlight several notable trends in the Bluffton real estate market:

1. Consistent Demand: Demand for properties, including homes and villas, remains robust across the Lowcountry.

2. Softening of Competitive Bidding: While demand remains strong, there is a noticeable decrease in competitive bidding, signaling a slight shift in market dynamics.

3. Increased Inventory and Stable Prices: Inventory levels have risen, leading to a stabilization of prices. Factors such as capital gains and a perceived plateau in prices contribute to this trend.

4. Migration Trend: The Lowcountry's area, particularly Bluffton, continues to attract residents from various regions, drawn to the amenities and lifestyle offerings.

5. Infrastructure Improvements: Ongoing infrastructure enhancements, such as new parks and sports facilities, enhance the appeal as a residential destination.

6. Great Place to Visit and Retire: World class golf, tennis, pickleball, and beaches attract both visitors and residents.

7. Stable Sales and Pricing: Despite inventory challenges, sales are expected to remain healthy, and prices are anticipated to hold steady, with a slight uptick in inventory projected for the Spring.

In summary, the real estate market in the Lowcountry is characterized by sustained demand, stable pricing, and positive growth prospects. It was disappointing to see the Fed hold steady at their latest meeting, but we anticipate a rate cut in June and hope this will help with the high interest rates we've been fighting.

Whether you are buying or selling, we would love the opportunity to assist you with your real estate needs.

Johnny & Jeff

Bluffton Six Month Market Snapshot

09.01.2023 - 02.29.2024

COMMUNITY	AVERAGE SALES PRICE	AVERAGE SOLD PRICE PER SQ.FT.	HOMES SOLD IN THE LAST 6 MONTHS	HOMES CURRENTLY LISTED FOR SALE	MONTHS' SUPPLY OF HOMES LISTED FOR SALE	AVERAGE DAYS ON THE MARKET
Colleton River	\$1,779,923	\$454.00	11	6	3.3	23
Belfair	\$1,319,904	\$376.10	24	18	4.5	82
Berkeley Hall	\$1,420,875	\$346.32	11	12	6.7	123
Oldfield	\$1,027,516	\$343.14	24	11	2.8	80
Palmetto Bluff	\$2,633,123	\$707.14	46	49	6.4	109
Hampton Hall	\$988,083	\$309.43	23	15	3.9	63
Hampton Lake	\$978,976	\$343.29	36	21	3.5	55

HOMES

BERKELEY HALL

Homes Listed For Sale

ADDRESS	BD	FB	HB	SQ.FT.	YEAR BUILT	LIST PRICE
4 Oakland Place	4	5	0	4,064	2004	\$995,000
14 Clarendon Lane	5	5	1	4,042	2004	\$1,345,000
107 Lancaster Boulevard	3	4	1	3,152	2024	\$1,399,000
8 Woodside Circle	3	4	1	3,216	2024	\$1,475,000
9 Millbrook Circle	3	4	1	3,228	2024	\$1,475,000
113 Lancaster Boulevard	3	4	1	3,252	2024	\$1,475,000

ADDRESS	BD	FB	HB	SQ.FT.	YEAR BUILT	LIST PRICE
105 Lancaster Boulevard	3	4	1	3,295	2024	\$1,495,000
124 Lancaster Boulevard	4	5	1	3,726	2008	\$1,595,000
44 Lancaster Boulevard	3	4	1	4,400	2023	\$1,899,000
46 Lancaster Boulevard	5	8	4	5,229	2011	\$1,900,000
20 Holly Grove Road	4	6	2	4,491	2015	\$1,975,000
12 Holly Grove Road	6	5	0	4,430	2016	\$1,995,000

Homes Under Contract

ADDRESS	BD	FB	HB	SQ.FT.	YEAR BUILT	LIST PRICE
26 Belleve Drive	4	5	1	3,417	2024	\$1,065,330
62 Clifton Drive	4	5	1	3,417	2023	\$1,069,310
48 Clifton Drive	4	5	1	3,417	2023	\$1,077,410
108 Blessing Drive	4	5	1	3,417	2023	\$1,099,310
363 Good Hope Road	3	4	0	3,270	2003	\$1,175,000

ADDRESS	BD	FB	HB	SQ.FT.	YEAR BUILT	LIST PRICE
7 Holly Grove Road	4	5	1	3,738	2006	\$1,495,000
1051 Berkeley Hall Blvd	3	4	1	3,655	2022	\$1,795,000
229 Good Hope Road	3	4	1	4,400	2024	\$1,875,000
8 Laurel Spring Road	4	6	1	4,280	2023	\$2,250,000

Homes Closed in the last 30 Days (as of 3.4.2024)

ADDRESS	BD	FB	HB	SQ.FT.	YEAR BUILT	SOLD PRICE
104 Good Hope Road	4	4	0	3,082	2001	\$699,000
306 Good Hope Road	4	5	1	4,500	2005	\$1,490,000

ADDRESS	BD	FB	HB	SQ.FT.	YEAR BUILT	SOLD PRICE
87 Clifton Drive	4	5	1	4,055	2014	\$1,525,625
243 Good Hope Road	5	5	1	4,247	2023	\$1,950,000

UNRIVALED CONNECTIONS

The Ussery Group is a proud member of Charter One Realty, the **ONLY** brokerage in the Lowcountry with three Luxury Affiliations.



HOMESITES

BERKELEY HALL

Homesites Listed For Sale

ADDRESS	VIEW	LIST PRICE	MLS#
7 Woodside Circle	Wooded	\$49,000	416518
109 Lancaster Boulevard	Landscape, Wooded	\$69,000	440838
6 Arcadia Place	Golf, Landscape	\$229,000	442313

ADDRESS	VIEW	LIST PRICE	MLS#
22 Lancaster Boulevard	Golf, Lagoon	\$299,900	441955
143 Lancaster Boulevard	Deep Water, River	\$2,250,000	428890

Homesites Under Contract

ADDRESS	VIEW	LIST PRICE	MLS#
336 Good Hope Road	Golf	\$265,000	441967

Homesites Closed in the last 30 Days (as of 3.4.2024)

ADDRESS	VIEW	SOLD PRICE	MLS#
322 Good Hope Road	Golf, Landscape	\$230,000	440687

REAL ESTATE *the* RIGHT WAY




JEFF USSERY
843-247-8500
jeff@usserygroup.com



JOHNNY USSERY
843-384-8105
johnny@usserygroup.com

KEENE REESE
843-301-6002
keene@usserygroup.com

THOMAS MAYBANK
843-441-5829
thomas@usserygroup.com

MICHAEL HAIRE
843-247-1345
michael@usserygroup.com

 facebook.com/usserygroup
 @usserygrouprealestate

 pinterest.com/usserygrouprealestate
 Ussery Group

(843) 757-7712
UsseryGroup.com

Why List and Buy with the Ussery Group

- Over \$1 Billion in Total Sales
- Over \$225 Million in Closed Sales in 2023
- Over 100 Years of Collective Real Estate Experience
- Unparalleled Support Staff Attending to the Details of Every Transaction
- Proven Marketing System that Delivers Results
- In-depth Market Analysis to Price Correctly and Maximize Your Return
- Professional Staging and Photography/Videography
- Extensive Knowledge of the Berkeley Hall Market Since Inception
- Over \$140 Million in Sales in Berkeley Hall by the Ussery Group
- Please read our reviews online and see what our clients have to say about us
UsseryGroup.com/Testimonials

Contact the Ussery Group today for
a Market Analysis of your property.

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#1 Ranked *Real Estate Company*
in the Lowcountry

BERKELEY HALL
MARKET UPDATE



Visit us on the web at usserygroup.com/berkeley-hall-march-2024-market-update for a video update with the latest stats and details as well as insight on the Berkeley Hall real estate market.

Call the Ussery Group to buy or sell anywhere in the Lowcountry!