

# LAWTON STATION

## MARKET UPDATE



March 2024

As the spring selling season approaches, I'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, I would love the opportunity to assist you with your real estate needs.

*Jeff*

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### 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	MONTH'S SUPPLY OF HOMES LISTED FOR SALE	AVERAGE DAYS ON THE MARKET
Hampton Hall	\$988,083	\$309.43	23	15	3.9	63
Hampton Lake	\$978,976	\$343.29	36	21	3.5	55
Lawton Station	\$611,830	\$232.29	11	5	2.8	64
Baynard Park	\$668,556	\$239.66	9	7	4.7	59
Mill Creek/ Cypress Ridge	\$446,922	\$214.70	27	9	2	22
Island West	\$591,175	\$223.81	8	0	0	70

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# HOMES

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## LAWTON STATION

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### *Homes Listed For Sale*

ADDRESS	BD	FB	HB	SQ.FT.	YEAR BUILT	LIST PRICE
5 Stanton Court	3	2	0	2,009	2016	\$539,900
402 Station Parkway	3	3	1	2,220	2021	\$609,000
59 Lakes Crossing	3	4	1	3,079	2012	\$665,000

ADDRESS	BD	FB	HB	SQ.FT.	YEAR BUILT	LIST PRICE
28 Lakes Crossing	3	4	1	2,576	2007	\$729,000
129 Danbridge Court	3	3	0	2,616	2019	\$758,000

### *Homes Under Contract*

ADDRESS	BD	FB	HB	SQ.FT.	YEAR BUILT	LIST PRICE
123 Weston Court	4	3	1	2,425	2006	\$625,000

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

ADDRESS	BD	FB	HB	SQ.FT.	YEAR BUILT	SOLD PRICE
320 Station Parkway	3	3	1	2,200	2022	\$595,000

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





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## LAWTON STATION MARKET UPDATE



Visit us on the web at [usserygroup.com/lawtonstation-march-2024-market-update](http://usserygroup.com/lawtonstation-march-2024-market-update) for a video update with the latest stats and details as well as insight on the Lawton Station real estate market.

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YOUR NEIGHBOR IN  
LAWTON STATION

Contact Jeff today for a  
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*Call the Ussery Group to buy or sell anywhere in the Lowcountry!*