

BY BRIGITTE SURETTE
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Center Park Homes is one of the builders of the new development, Shell Landing, in Mount Pleasant. Photo/Center Park Homes.

“Given the head of steam that we’re coming in with, and given the abnormally low level of sales we saw in the second quarter of 2020, the first half of 2021 is going to start off like gangbusters.”

That’s what Michael Scarafie, President of Carolina One, said in late January 2021. The Charleston area, market-wide is white hot.

It’s no surprise that Mount Pleasant is experiencing multiple offer situations when homes come on the market. As Scarafie summed up, “... anything under \$400,000 is going to fly off the market with multiple offers,” referring to Mount Pleasant. “Plus, upscale homes in North Mount Pleasant, from \$400,000 to \$1 million, are extremely popular now.”



Scarafie

Though new construction can’t match the pace of demand, it may help make a small dent in it. Inventory challenges will persist this year, especially in Mount Pleasant, so as the saying goes: “Get while the getting’s good.”

Pam Bass of Coldwell Banker Residential Brokerage had a townhome listed at 2020 Hopeman Lane in The Retreat of Charleston National, and it sold quickly. The county club neighborhood is a staple in Upper Mount Pleasant and with marsh, pond and fairway views, it offers what many buyers want. With price points in the

\$t\$\$, \$\$s these townhomes are a rarity and the exclusive community of custom two- and three-bed oom homes ē t the bill for singles, couples and empty-nesters, Bass said .

“The Mount Pleasant cond oand townhome market in January TTTT versus January TTTT increased by ° . T percent,” said Bass. “Our inventory is extremely low . In January TTTT, there were ~ cond s and townhomes listed and there’s only \$\$ available units listed in January TTTT. I’m seeing people moving in from California, New York and New Jersey.”

Bass said what most market professionals are saying: “Homes are not staying on the market long and most buyers are getting in to multiple oer situations and are paying well over list price.”



Pam Bass



Sea Island Hamlet in Mount Pleasant is a new townhome community with prices beginning at \$500,000. Photo/Carolina One.

New and aëo dable



An aerial/artist's rendering of the 36 townhomes at Gregorie Ferry Towns, Mount Pleasant's workforce development. Provided.



The site of the 36 townhomes that will become Gregorie Ferry Towns. Photo/JA Surette.

As part of Housing for All in Mount Pleasant, these homes are a welcome addition to ever-increasing home prices for a crucial part of the workforce— teachers, health care professionals, office workers and others who work in the area, and may have long commutes to Mount Pleasant. Though delayed a bit due to the pandemic, construction has begun and according to Bring, some will be complete this year.

“Our first three buildings will be completed near the end of this Summer,” she said. “We have already sold 50% out of 50 in our first phase.” Buyers are purchasing “sight unseen,” since there are currently no model homes as site preparation just began in January.

The townhomes will be located near Mount Pleasant shopping and restaurants. In addition, the newly built Winnowing Way Plaza that houses The Goddard School for children, a Target and Panera Bread are within walking distance.



Bring



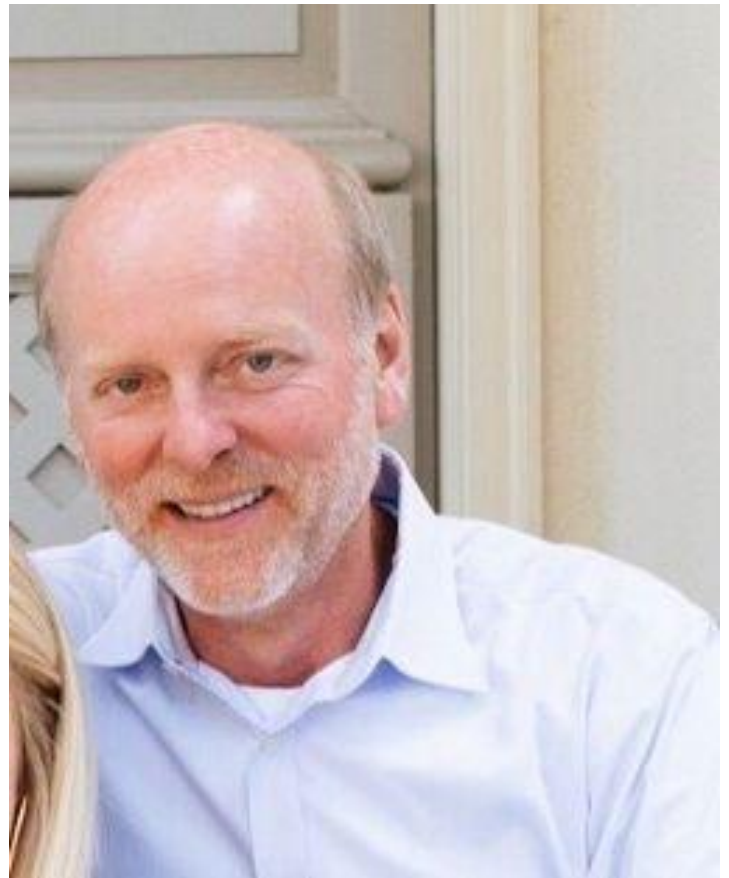
A brand new plaza is steps away from the new townhome community of Gregorie Ferry Towns in North Mount Pleasant. Photo/JA Surette.

New construction activity in adult communities in the works



A rendering of what will become the “un-retirement” community, Revel, located in North Mount Pleasant’s Carolina Park’s master planned community. The 45-acres will have 130 single family homes, 234 apartments for lease and The Marsh, an assisted living and memory care facility. Provided.

“Revel at Carolina Park can change the way Baby Boomers look at living their second 50 years,” Berry said. “We are creating a thriving, connected, wellness-oriented community for people who are looking to enjoy a simpler lifestyle who want to extend both the quantity and quality of their lives.”



Berry



A rendering of the pool and 8,000 square foot wellness center at The Revel. Provided.

Dubbed the ‘Un-Retirement’ community, resort-style living takes “aging in place” to a whole new level. An estimated \$1.5 million square foot wellness center, outdoor pool, large workout and fitness facility, yoga and fitness studio, spa and treatment rooms and social gathering spaces are planned. Add proximity to Costco, CVS, Carolina Park’s new library, Roper St. Francis and amenities within Carolina Park (walking trails, lake and outdoor amphitheater), it is likely to become one of Mount Pleasant’s most sought-after communities for active adults.



An artist’s rendering of The Cottages, an intimate community of 48 homes for active adults in Carolina Park. Provided/Mungo Homes.

New construction of The Cottages in Carolina Park begins in March, according to Graham Drayton of Mungo Homes. This intimate neighborhood of 48 homes is slated for completion within six months. Ranging in size from 1,500 to 2,500 square feet, most include a flex space bonus room and an extra bedroom.

"American Craftsman style architecture was chosen for the community to match the overall look of Carolina Park," Drayton said. "The cottages will have large front porches with columns and cement fiber board siding for low maintenance living."

Homeowners will enjoy amenities that Carolina Park has and Merrill Gardens, a senior care facility, is steps away. "Residents will be offered limited access to its (Merrill Gardens) pool and gym facilities for a monthly fee, and a la carte dining services area also available to homeowners," he said.



Drayton

Drayton said they will begin taking reservations on March 5 for new buyers and will only offer the homes to buyers on the list 15 days prior to completion of the new homes. "Demand is very high, from both out-of-state and local buyers," he said.

New construction going strong

"New construction has stayed somewhat consistent over the past year with the average price rising, mainly due to costs of materials like lumber which is currently trading at three times higher than this time last year," said Will Jenkinson, Broker-in-charge of Carolina One New Homes. "While Met Pleasant is running out of land to develop, we are actually seeing a better diversity of product and price points that we have seen in quite some time."

It's a broad range now with Gregorie Ferry Towns starting in the mid-\$100s, \$150s and custom, multimillion-dollar homes being constructed in Hibben, Shell Landrig and other recent developments.

Lower Mount Pleasant



Jenkinson



Robert Benware Jr.

“Heirloom Landrig has lots starting from \$155,000 and homes from \$155,000,” said Robert Benware of Carolina One New Homes. “It is a 1/2-acre lot neighborhood behind Scotts Creek and accessible from the entrance of the community.”



Heirloom Landing will have large lots, a pond and green areas. The community will have a choice of 10 floorplans. Prices for lots begin at \$310,000, and for homes, \$922,000. Provided



An example of a home by Center Park Homes that will part of Shell Landing. There will be a total of 17 homes in the neighborhood and prices range from the low \$800,000s to \$1.1 million. Photo/Center Park Homes/Carolina One.



Sweeney

Head back east on Rte Range and take the traffic circle to Venn ing, then Mathis Ferry Road. Take a right on to Whipple Road and a left on to Long Point Road. Within 5 minutes, you'll be at 111 Belle Hall Parkway and the sales cottage for the Hibben neighborhood.

Hibben, a "front porch community," has over 150 custom homes, mostly built by Coleman Builders. A total of 150 homes are planned for the community and a final phase is currently underway, which includes waterfront homes. It will have 50 homesites.



One of the new homes in the Hibben neighborhood off of Belle Hall Parkway. There will be a total of 300 homes when all phases are completed. There are 19 homesites in final phase, some of which will be waterfront. Lots in Hibben start at \$300,000s and homes begin at \$900,000. Photo/Provided.

Lots in Hibben start in the \$150,000s and homes begin in the \$250,000s. Near the Belle Hall Shopping Center, the beautifully appointed neighborhood's amenities include miles of walking trails, a large lake, Hibben Park with a dog play area, Marsh Park and two community docks.

"We have lived in Hibben for 5 years," said April Coleman of Coleman Builders. "We love the sidewalks, the parks, the crabbing docks and most of all, the people. Everyone is laid back and friendly, and it's a very social neighborhood with a great mix of families and empty nesters."

Coleman said that an interesting thing about Hibben is that people love it so much that when they outgrow a home, many either move to a different house in the neighborhood or build one.

"Sixteen of the last 17 homes we've built in Hibben were for people that already lived in the neighborhood", she said. "We feel very lucky to live here, it's a special place."

The future

"Like most of our local market, Mount Pleasant has seen an accelerated demand over the last 12 months, especially, over the last 6 months, which marks the end of the initial state shutdown that we experienced last spring," Jenkinson said. "With all the constant changes in our current real estate environment, it's crucial for homeowners and buyers to consult with a professional."

Dave Sansom, CEO, COO of CarolinaOne said, regarding overall home sales, "We have experienced a monster January outperforming the market by 50 points in closed sales and 100 points in written sales."



Coleman

With \$5 million plus residual sales outpacing last year's number by 75%, and inventory absorption rates in the most active markets in Charleston — to include Mount Pleasant at 50%, new builds can't come soon enough.

Other new construction neighborhoods in Mount Pleasant

- K. Hovnanian Homes — pre-selling homes at Liberty Hill Farms. 75% of 50 lots planned have sold with several on reserve. Two lots are available. Prices begin in the \$250,000s.

- K. Hovnanian Homes — Pickney Farms, 15 homesites, community shelter and gardening area, walking trails. Priced from the mid \$250,000s.

- Crescent Homes — Midtown/Founders Point, new development of 100 homes. Three lots available. Pricing starts at in the high \$250,000s.

- Stanley Martin — Fulton Park, adjacent to a future 75-acre park. 100 lots/homesites. Priced from the mid \$250,000s.

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MORE INFORMATION

Charleston-area homeowners find convenience with electric lawn tools



Sansom

