



The Corcoran Report

4Q | 2024 | CLARKE & OCONEE COUNTY

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CLASSIC LIVING



“Predictions on real estate pricing is speculative and subject to change, and it remains a constant that the best time to buy is as soon as you can afford it.”

- SARAH ELLIS, GRI, BROKER / OWNER

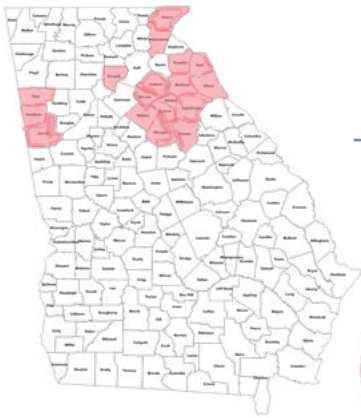
With the turn of the calendar and the start of a new year, there is always so much excitement and promise. In our industry, we set goals and make predictions about what the next year will bring in the real estate market. We closely watch national news and interest rates, and then we always recognize that our market has unique factors that protect us from the national trends. The news is predicting a “bumpy” market, but that’s not new to us. We have had a “bumpy” market since 2020. The same problems continue to persist - lack of inventory, buyers waiting in the wings, and unpredictable interest rates. I see these factors as continuing to be present in the year ahead.

Industry experts have varied views - some predict cooling in certain regions while others expect continued increases in value due to strong demand. Even though inventory has increased, there is still a nationwide housing shortage and significant pent-up demand. As soon as interest rates cool for a minute, buyers re-enter the market and drive up the competition, which drives up home costs. The persistent gap between strong housing demand and limited supply suggests prices will keep climbing.

Typically, only 19% of home sales occur in the first quarter of the year, and the majority of home sales occur in the second and third quarters.

But if the past few years have taught us anything, it’s that the market has been breaking its seasonal patterns. According to Clifford Rossi, a professor at the University of Maryland’s Robert H. Smith School of Business and former Chief Risk Officer for Citigroup’s Consumer Lending Group, “While affordability remains a major concern for the market, the economy is poised to continue to perform well, translating into strong demand for housing.” The big question will be how fast do we see the acceleration in the first quarter move us toward the typically robust spring buying season?

Real estate data firm, Core Logic, expects to see a 9% increase in number of home sales in 2025 than in 2024. Markets with greater inventory will see some softening of pricing while popular areas will see steady price increases. While inventory and demand are coming more into balance, we anticipate that we will continue to remain a seller’s market in many areas and price points. Watching for areas with six months or more of inventory will give buyers some opportunities for powers of negotiations. Predictions on real estate pricing is speculative and subject to change, and it remains a constant that the best time to buy is as soon as you can afford it. We are working with our sellers now getting their houses ready for market, and we already feeling an accelerated rate of inventory in many areas. The spring market is looking to be a strong one in our area!



2024 Corcoran Classic Living *At a Glance*



Average Sold Price
\$608,000



Sold Price to List Price Ratio
97.86%



Home Buyers Served
149



Homes Listed
154



Counties Served
18



Homes Over \$1M Sold
30

Spotlight Properties



Bedgood-Glenwood | 285 Duncan Springs Rd

\$1,325,000 | BEDS: 4 | BATHS: 4 | SQ. FT.: 3,643 | AC:0.6
LISTING AGENT: MELISSA WILLIAMSON



West Athens | 84 Charter Oak Drive

\$520,000 | BEDS: 3 | BATHS: 3 | SQ. FT.: 1,902 | ACRES: .18
LISTING AGENT: ALISSA CARRIER

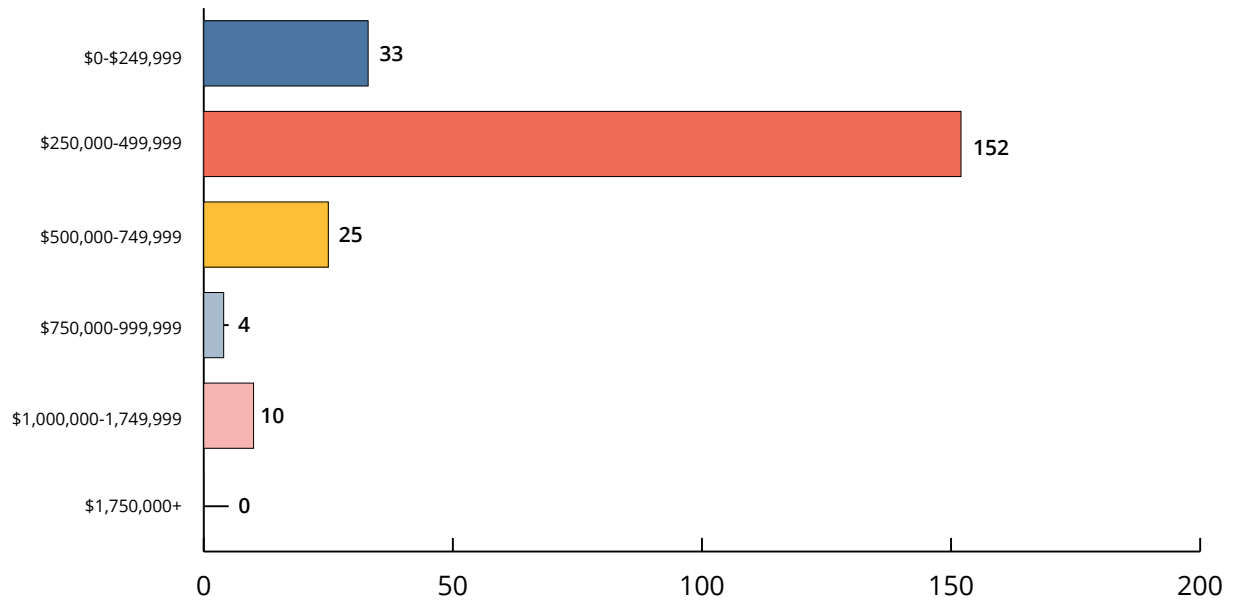


Five Points | 235 S Church St

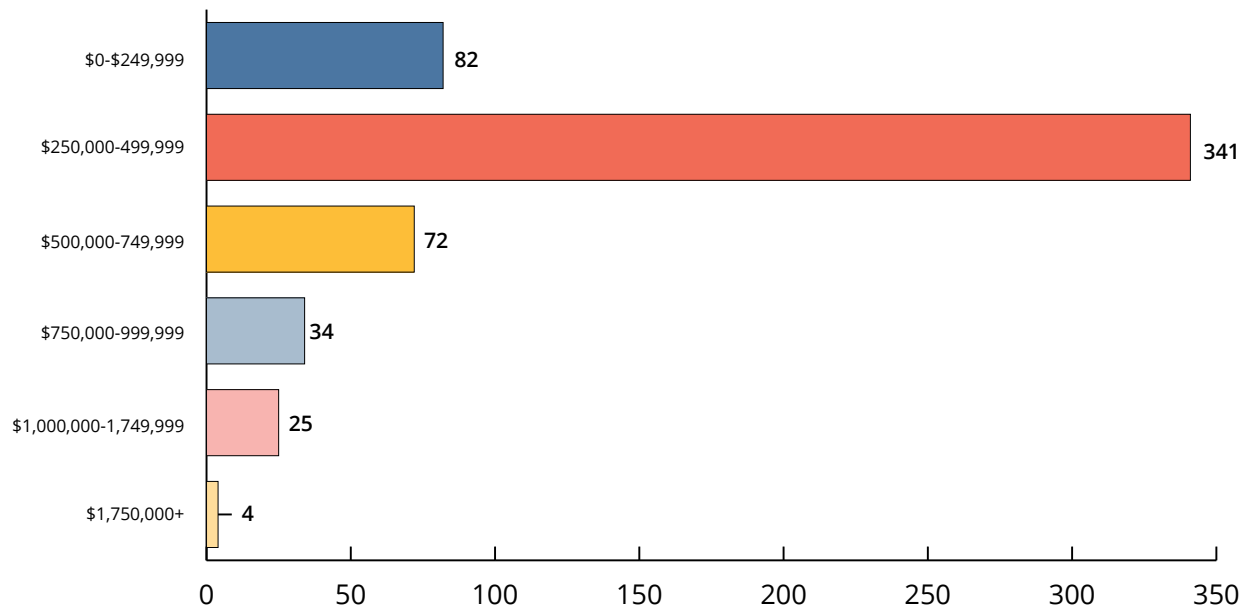
\$999,000 | BEDS: 4 | BATHS: 3 | SQ. FT.: 2,736 SF
LISTING AGENT: STEPHANIE LEATHERS

Clarke County

Total Homes Sold: 224



Number of New Listings: 558



Clarke County

New Listings

558

Median List Price

\$377,000

Median Sold Price

\$344,000

Average DOM

52

\$0 - \$249,999	
Home Values	SELLER'S MARKET
Homes Sold	33
Median Sold Price	\$212,916
Average DOM	45
Months of Supply	2.3

\$750,000 - \$999,999	
Home Values	BUYER'S MARKET
Homes Sold	4
Median Sold Price	\$839,667
Average DOM	81
Months of Supply	22

\$250,000 - \$499,999	
Home Values	SELLER'S MARKET
Homes Sold	152
Median Sold Price	\$340,500
Average DOM	52.3
Months of Supply	2.7

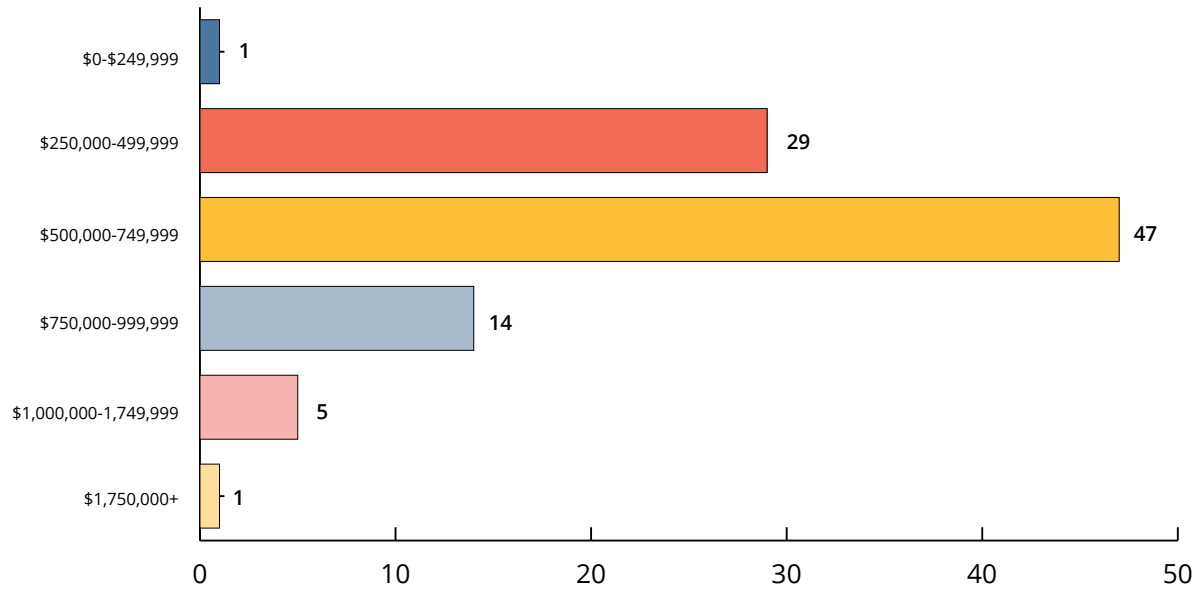
\$1,000,000 - \$1,749,999	
Home Values	BALANCED MARKET
Homes Sold	10
Median Sold Price	\$1,202,662
Average DOM	59.5
Months of Supply	5

\$500,000 - \$749,999	
Home Values	BALANCED MARKET
Homes Sold	25
Median Sold Price	\$587,333
Average DOM	57
Months of Supply	5.3

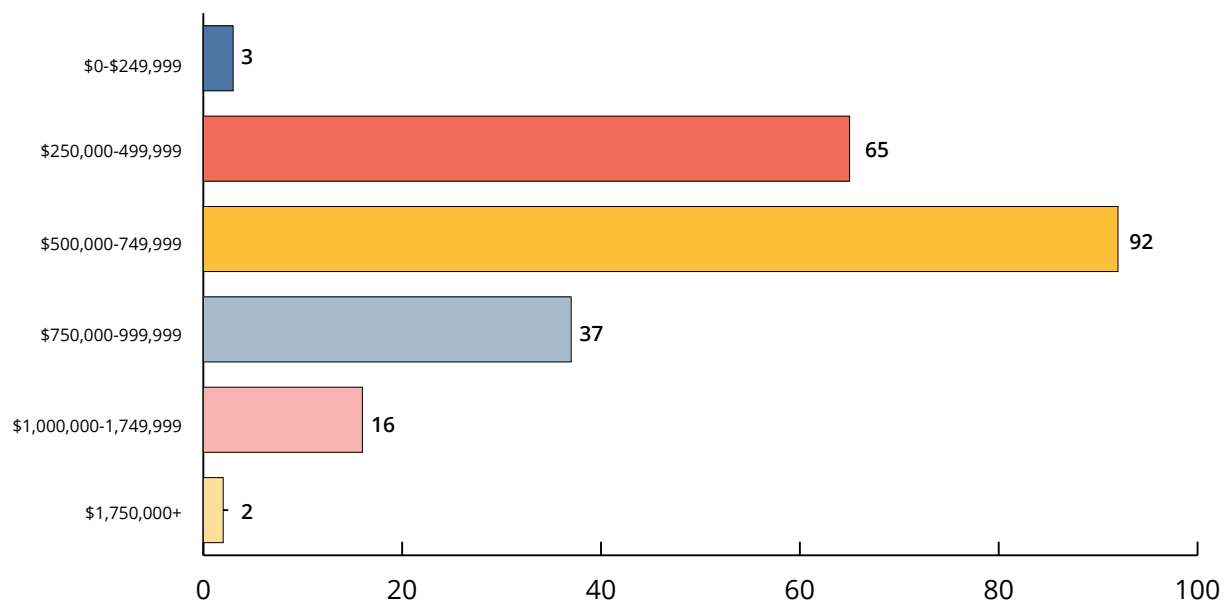
\$1,750,000+	
Home Values	N/A
Homes Sold	0
Median Sold Price	N/A
Average DOM	N/A
Months of Supply	N/A

Oconee County

Total Homes Sold: 97



Number of New Listings: 215



Oconee County

New Listings	Median List Price	Median Sold Price	Average DOM
215	\$590,884	\$587,101	62

\$0 - \$249,999	
Home Values	SELLER'S MARKET
Homes Sold	1
Median Sold Price	\$239,000
Average DOM	18
Months of Supply	1

\$750,000 - \$999,999	
Home Values	BUYER'S MARKET
Homes Sold	14
Median Sold Price	\$852,950
Average DOM	31
Months of Supply	6.7

\$250,000 - \$499,999	
Home Values	SELLER'S MARKET
Homes Sold	29
Median Sold Price	\$400,150
Average DOM	60
Months of Supply	2

\$1,000,000 - \$1,749,999	
Home Values	BUYER'S MARKET
Homes Sold	5
Median Sold Price	\$1,287,733
Average DOM	79
Months of Supply	8.3

\$500,000 - \$749,999	
Home Values	BALANCED MARKET
Homes Sold	47
Median Sold Price	\$611,957
Average DOM	69
Months of Supply	5

\$1,750,000+	
Home Values	BALANCED MARKET
Homes Sold	1
Median Sold Price	\$1,750,000
Average DOM	102
Months of Supply	5

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CLASSIC LIVING



[CLICK HERE](#) to see the Corcoran network's A-List dream homes across the globe!



[CLICK HERE](#) to find your dream home in the Athens area!



Locally Grown. Locally Known.

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