



The Corcoran Report

1Q | 2025 | CLARKE & OCONEE COUNTY

corcoran
CLASSIC LIVING



“For the first time in a few years, we are finally seeing a shift to a more balanced market for our buyers and sellers”

- SARAH ELLIS, GRI, BROKER / OWNER

The real estate market is continuing to be ever-changing, and for the first time in a few years, we are finally seeing a shift to a more balanced market for our buyers and sellers. It’s an interesting time, and there is certainly uncertainty in the market, but there are many positive factors that indicate we will continue to have a strong market locally and nationally in 2025. Coming off an election and a holiday season, there was a bit of a slump in the first quarter, but as it came to a close, we have seen an uptick, and plenty of people are still buying and selling homes in our area. The number of home sales nationally actually grew for the first time in three years. While home sales are up, though, we have seen pricing pressure for the first time in the same time frame.

Nationally, there are 35% more homes on the market than this same time last year, but, for a broader perspective, that’s still only about 50% of the number of homes that were on the market at the same time in 2015. This sufficient supply will help to keep the upper price limits stable while offering buyers an opportunity for selection and negotiation power. According to Housing Wire, we are predicted to see 5% more sales in 2025 than in 2024. However, on average, homes are staying on the market about 10% longer than they did last year, and surprisingly, it’s been the lower pricing tier that

has softened the most.

We have seen more price reductions locally in recent months than we have in the past several years. Nationally, April has seen 35% of homes experience a price reduction, which is the highest percentage in ten years. In order to stay ahead of this curve, it is important that we work to properly price your home when it first hits the market. While price reductions can be an indicator of a softening market, it is important to note that there are only a couple of times in recent decades where prices actually declined. Additionally, even with these price reductions, the average loan to value ratio in the US is 47%, which creates a much more stable position than in the past. It is predicted that the American homeowner’s equity position could help keep us out of a recession.

While following national trends is important, it is equally important to keep in mind how localized each market is. Our economic conditions in our area are less tied to stock market volatility and national trends and more tied to basic supply and demand. Effective pricing and having your home in the best possible showing condition continue to be the most important factors for ease and velocity of sales. Being competitive in both your pricing and condition will ensure that you stay ahead.



Corcoran Classic Living is the #1 Real Estate Brokerage in Athens-Clarke County!

OF PROPERTIES SOLD

152

AVERAGE SOLD PRICE

\$572K

HIGHEST SALES PRICE

\$3.95M

CLIENTS SERVED

264

Spotlight Properties



Fivepoints | 255 Bloomfield Street

\$1,325,000 | BEDS: 3 | BATHS: 3.5 | SQ. FT.: 3,000 | AC:0.29
LISTING AGENT: SARAH ELLIS



Oconee | 3065 Meadow Springs Drive

\$729,900 | BEDS: 5 | BATHS: 4.5 | SQ. FT.: 3,399 | ACRES: .80
LISTING AGENT: LAUREN CRANE

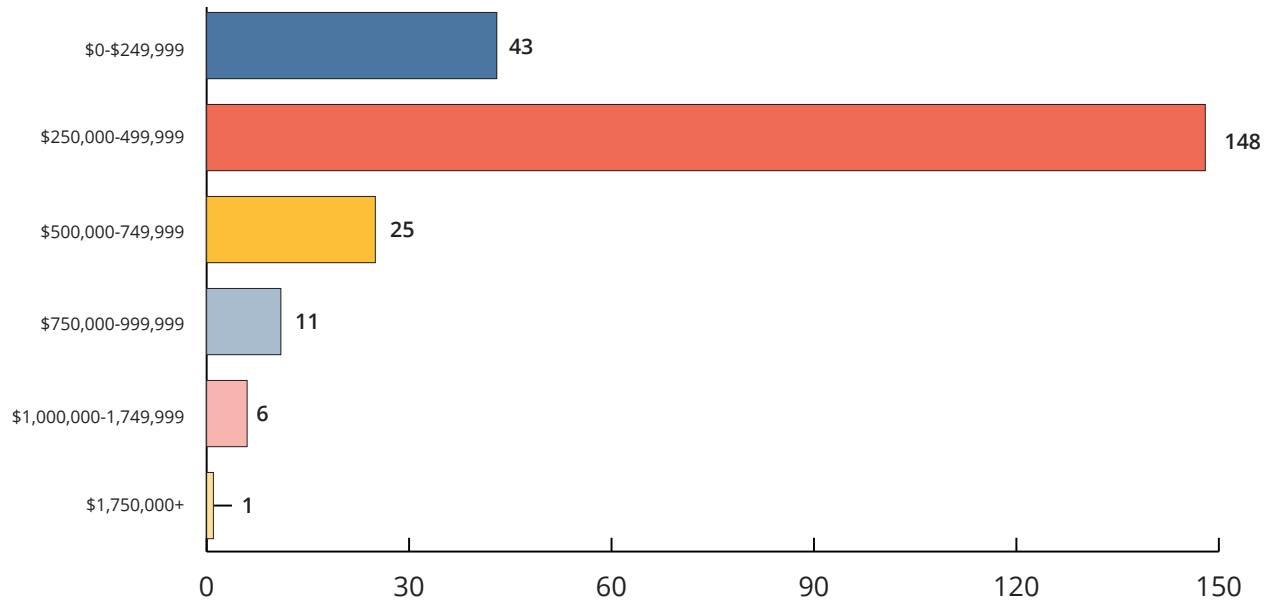


Bobbin Mill | 145 Woodland Way

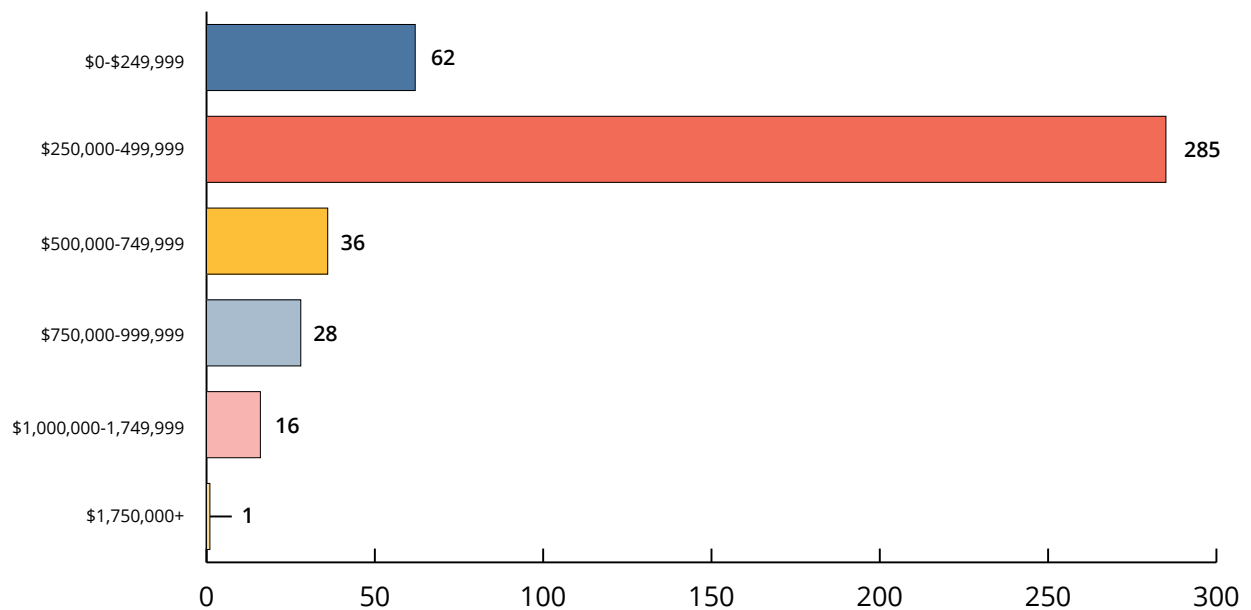
\$975,000 | BEDS: 4 | BATHS: 3 | SQ. FT.: 2,291 SF
LISTING AGENT: MARY CATHERINE SMITH

Clarke County

Total Homes Sold: 234



Number of New Listings: 428



Clarke County

New Listings

428

Median List Price

\$368,000

Median Sold Price

\$335,000

Average DOM

171

| \$0 - \$249,999 | |
|-------------------|-----------------|
| Home Values | SELLER'S MARKET |
| Homes Sold | 43 |
| Median Sold Price | \$216,000 |
| Average DOM | 40 |
| Months of Supply | 2.6 |

| \$750,000 - \$999,999 | |
|-----------------------|----------------|
| Home Values | BUYER'S MARKET |
| Homes Sold | 11 |
| Median Sold Price | \$828,166 |
| Average DOM | 92.5 |
| Months of Supply | 10.3 |

| \$250,000 - \$499,999 | |
|-----------------------|-----------------|
| Home Values | SELLER'S MARKET |
| Homes Sold | 148 |
| Median Sold Price | \$340,483 |
| Average DOM | 58.6 |
| Months of Supply | 3 |

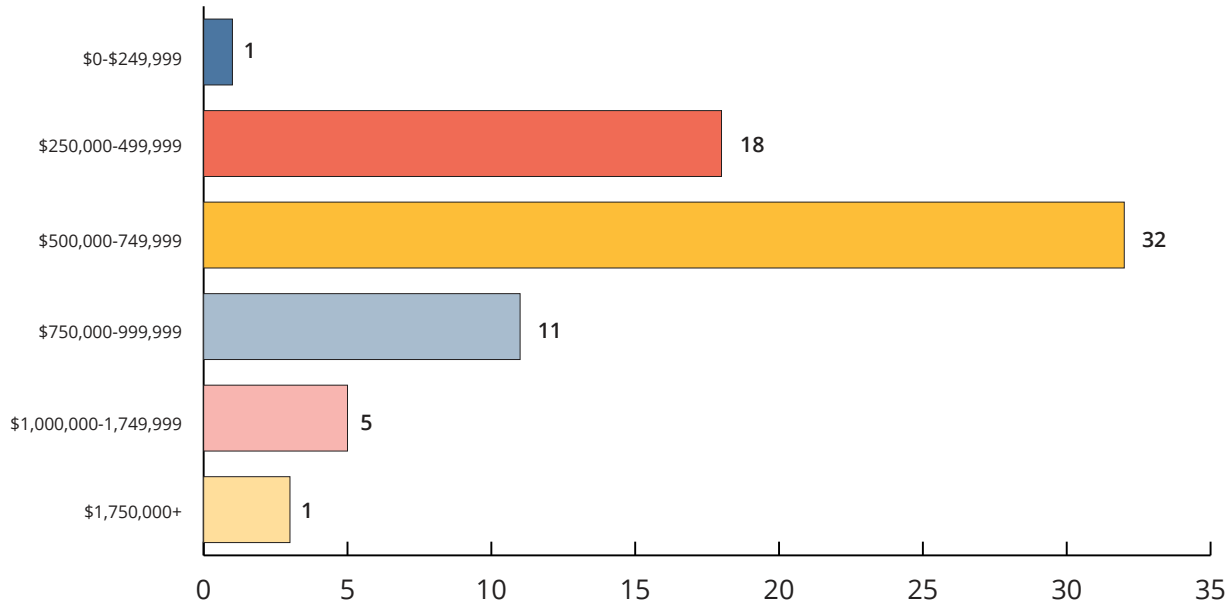
| \$1,000,000 - \$1,749,999 | |
|---------------------------|----------------|
| Home Values | BUYER'S MARKET |
| Homes Sold | 6 |
| Median Sold Price | \$1,235,833 |
| Average DOM | 97.6 |
| Months of Supply | 29 |

| \$500,000 - \$749,999 | |
|-----------------------|-----------------|
| Home Values | BALANCED MARKET |
| Homes Sold | 25 |
| Median Sold Price | \$587,333 |
| Average DOM | 57 |
| Months of Supply | 5.5 |

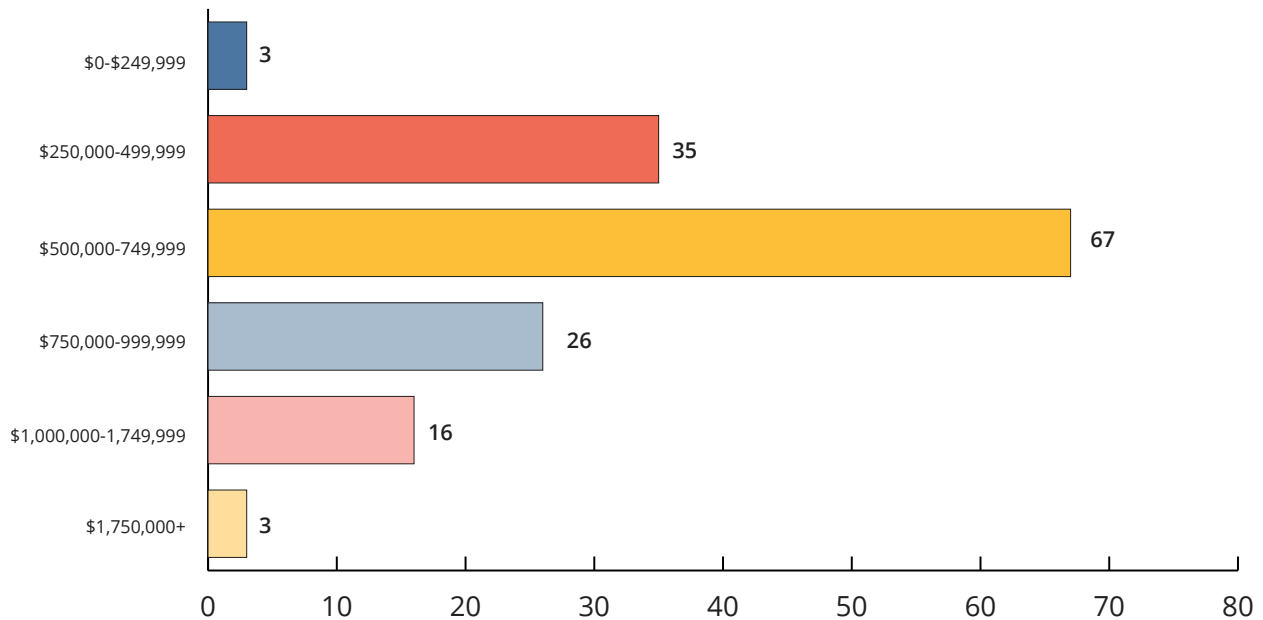
| \$1,750,000+ | |
|-------------------|----------------|
| Home Values | BUYER'S MARKET |
| Homes Sold | 1 |
| Median Sold Price | 1,989,000 |
| Average DOM | 132 |
| Months of Supply | 7 |

Oconee County

Total Homes Sold: 68



Number of New Listings: 150



Data Source: Classic MLS, Residential, January - March 2025

Oconee County

| | | | |
|--------------|-------------------|-------------------|-------------|
| New Listings | Median List Price | Median Sold Price | Average DOM |
| 150 | \$652,396 | \$615,021 | 91 |

| \$0 - \$249,999 | |
|-------------------|-----------------|
| Home Values | SELLER'S MARKET |
| Homes Sold | 1 |
| Median Sold Price | \$199,000 |
| Average DOM | 9 |
| Months of Supply | 3 |

| \$750,000 - \$999,999 | |
|-----------------------|----------------|
| Home Values | BUYER'S MARKET |
| Homes Sold | 11 |
| Median Sold Price | \$834,566 |
| Average DOM | 81 |
| Months of Supply | 13 |

| \$250,000 - \$499,999 | |
|-----------------------|-----------------|
| Home Values | BALANCED MARKET |
| Homes Sold | 18 |
| Median Sold Price | \$390,916 |
| Average DOM | 87 |
| Months of Supply | 5 |

| \$1,000,000 - \$1,749,999 | |
|---------------------------|----------------|
| Home Values | BUYER'S MARKET |
| Homes Sold | 5 |
| Median Sold Price | \$1,517,500 |
| Average DOM | 141 |
| Months of Supply | 9 |

| \$500,000 - \$749,999 | |
|-----------------------|-----------------|
| Home Values | BALANCED MARKET |
| Homes Sold | 32 |
| Median Sold Price | \$622,910 |
| Average DOM | 88 |
| Months of Supply | 5 |

| \$1,750,000+ | |
|-------------------|-----------------|
| Home Values | SELLER'S MARKET |
| Homes Sold | 1 |
| Median Sold Price | \$3,400,000 |
| Average DOM | 273 |
| Months of Supply | 3 |

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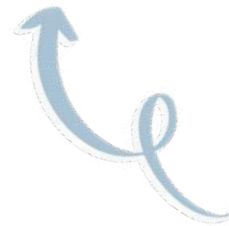
CLASSIC LIVING



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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