The Corcoran Report

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CLASSIC LIVING

4Q | 2025 | CLARKE & OCONEE COUNTY

> "Overall, 2026 is shaping up to be a year of opportunity through strategy rather than speed. Buyers, sellers, and investors who take a thoughtful, informed approach will be best positioned to succeed"
>
> - SARAH ELLIS, GRI, BROKER / OWNER

As we move into 2026, the national housing market is showing clear signs of stabilizing after several years of volatility - some are even calling it "The Great Housing Reset." Rather than dramatic swings in pricing or activity, experts are forecasting a more balanced environment defined by modest price growth, improved inventory, and gradually increasing buyer confidence. Mortgage rates are expected to settle in the low-6% range throughout the year. While this is still higher than the historic lows of the early 2020s, it represents a meaningful improvement from recent peaks and may help ease affordability pressures. Importantly, wage growth is projected to outpace home price growth for the first sustained period in years, offering some relief to buyers who have been waiting on the sidelines.

Home prices nationally are expected to rise modestly in 2026, generally in the range of one to two percent, depending on the market. This slower pace of appreciation suggests that buyers may face less urgency and fewer bidding wars than in prior years, while sellers can still expect strong long-term value retention. Sales activity is forecast to increase slightly as affordability improves and more homeowners feel comfortable making moves after years of uncertainty. At the same time, housing supply is gradually improving, helping the market move toward a healthier balance between buyers and sellers.

Here in Athens and the surrounding Northeast Georgia area, local conditions remain strong. While inventory has grown modestly compared to recent years, supply remains limited enough to support home values. Median home prices in Athens continue to trend upward at a steady pace, and well-priced homes are still selling successfully, though buyers are seeing slightly more negotiating power than in previous cycles.

For buyers, especially first-time buyers, 2026 presents an opportunity to enter the market with greater selection and less competition. Waiting for perfect conditions can often mean missing the right home, and even small changes in interest rates or pricing can have long-term financial implications. Sellers remain in a favorable position, particularly those who price strategically and prepare their homes for market. Equity levels remain strong, and homes that are staged well and marketed effectively continue to attract serious buyers. Listing early in the year may help sellers capture motivated buyers before seasonal inventory increases. We are seeing a very strong start to 2026 and expect a good number of new listings to be hitting the market in the first quarter creating a bit of an earlier spring market than we are accustomed to locally.

For our investors, Athens continues to offer attractive long-term fundamentals. Strong rental demand, low vacancy rates, and the ongoing influence of UGA support consistent performance, particularly in student housing and long-term rental properties. The inventory is currently incredibly low, and so it's a great time to explore selling and utilizing tax deferred exchanges to expand your investment portfolio.

Overall, 2026 is shaping up to be a year of opportunity through strategy rather than speed. Buyers, sellers, and investors who take a thoughtful, informed approach will be best positioned to succeed.

Corcoran Classic Living *2025* Wrapped

TOTAL SALES VOLUME	HOME BUYERS SERVED	HOMES LISTED
$236,291,244	170	223

AVERAGE SOLD PRICE	HIGHEST SOLD PRICE	SOLD PRICE TO LIST PRICE RATIO
$512,562	$7,250,000	98.02%

Spotlight Properties

Fivepoints | 255 Plum Nelly Rd

$3,650,000| BEDS: 3 | BATHS: 3 | HLF BA : 2 | SQ. FT.: 5,069 | ACRES: 5.58
LISTING AGENT: MARY CATHERINE SMITH

Downtown | 100 Prince Avenue

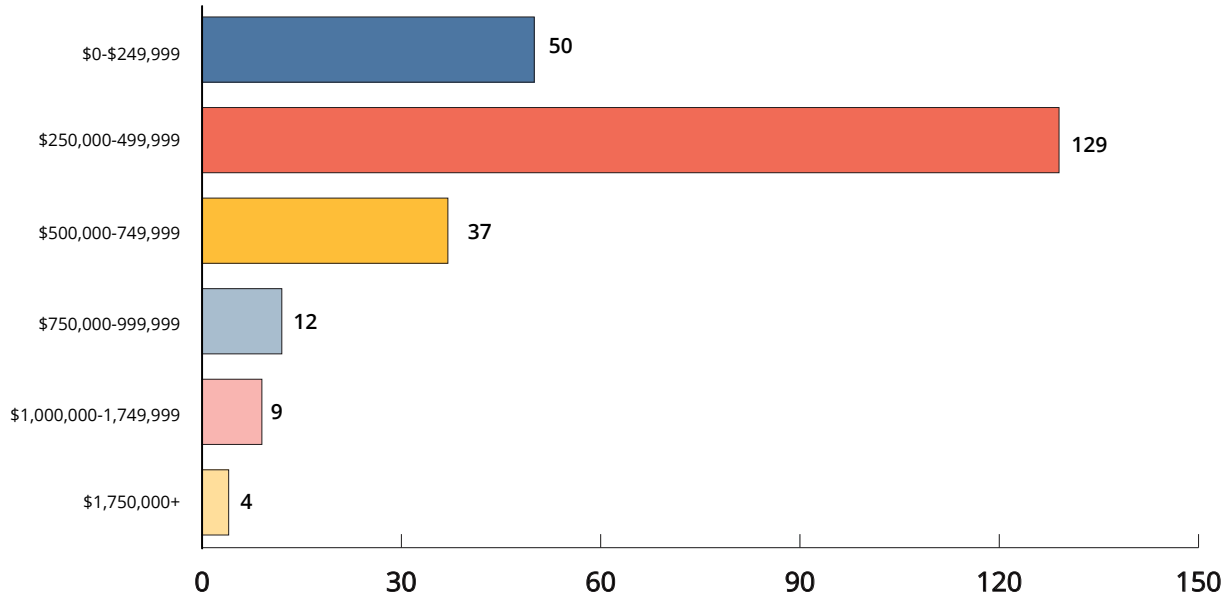
MULTIPLE CONDOS AVAILABLE STARTING AT $460,000
LISTING AGENT: STEPHANIE LEATHERS

Statham | 24 Lakewood Park Court

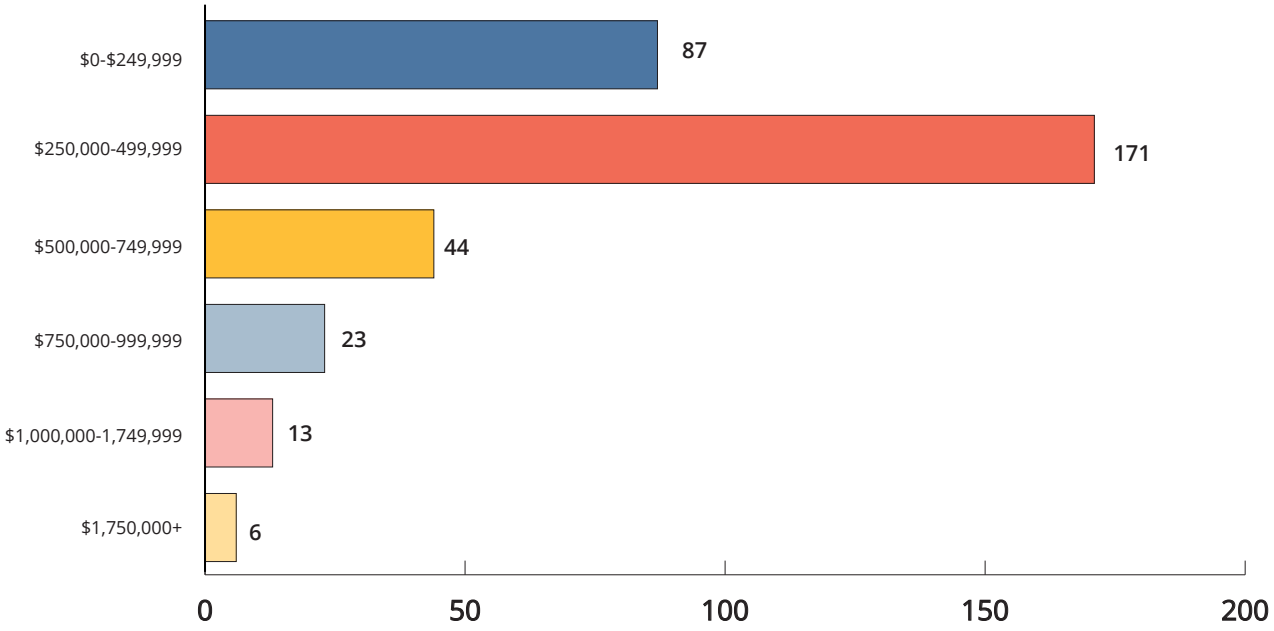
$750,000 | BEDS: 3 | BATHS: 3 | SQ. FT.:2,930 SF
LISTING AGENT: JARRETT MARTIN

Clarke County

Total Homes Sold: 241



Number of New Listings: 344



Data Source: Classic MLS, Residential, Commercial, Land. October - December 2025

Clarke County

New Listings	Median List Price	Median Sold Price	Average DOM
344	$348,667	$345,833	69

$0 - $249,999	
Home Values	SELLER'S MARKET
Homes Sold	50
Median Sold Price	$192,166
Average DOM	67
Months of Supply	3.5

$250,000 - $499,999	
Home Values	SELLER'S MARKET
Homes Sold	129
Median Sold Price	$342,585
Average DOM	60
Months of Supply	3.9

$500,000 - $749,999	
Home Values	BALANCED MARKET
Homes Sold	37
Median Sold Price	$600,750
Average DOM	89
Months of Supply	4.17

$750,000 - $999,999	
Home Values	BALANCED MARKET
Homes Sold	12
Median Sold Price	$832,500
Average DOM	117
Months of Supply	4.2

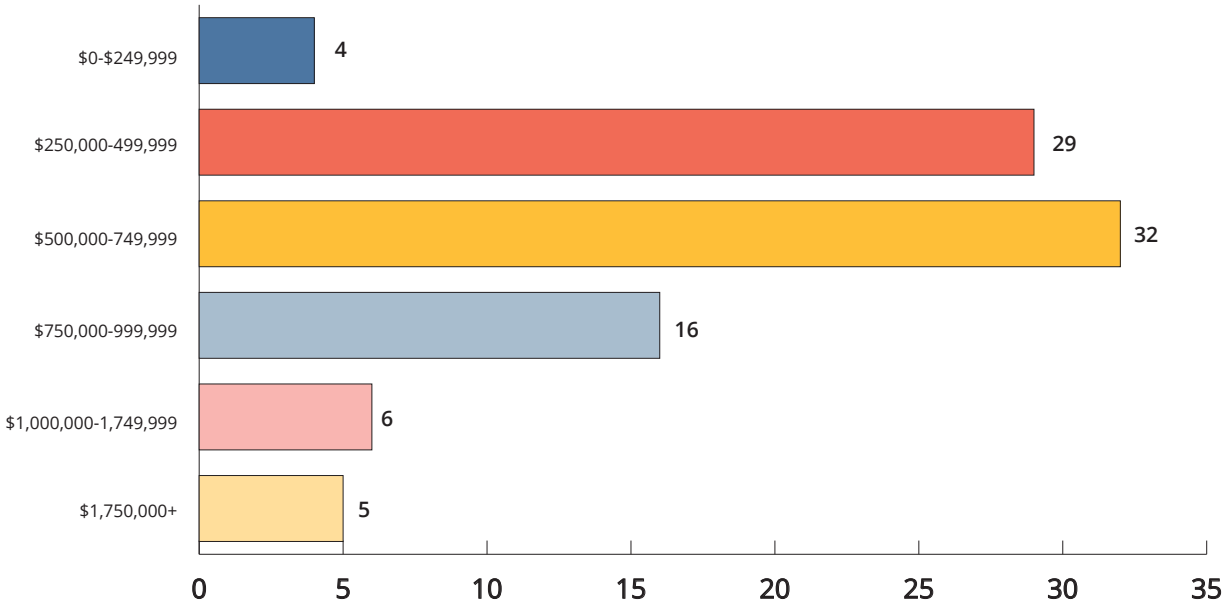
$1,000,000 - $1,749,999	
Home Values	SELLER'S MARKET
Homes Sold	9
Median Sold Price	$1,334,944
Average DOM	99
Months of Supply	3.6

$1,750,000+	
Home Values	SELLER'S MARKET
Homes Sold	4
Median Sold Price	$2,025,000
Average DOM	63
Months of Supply	3.35

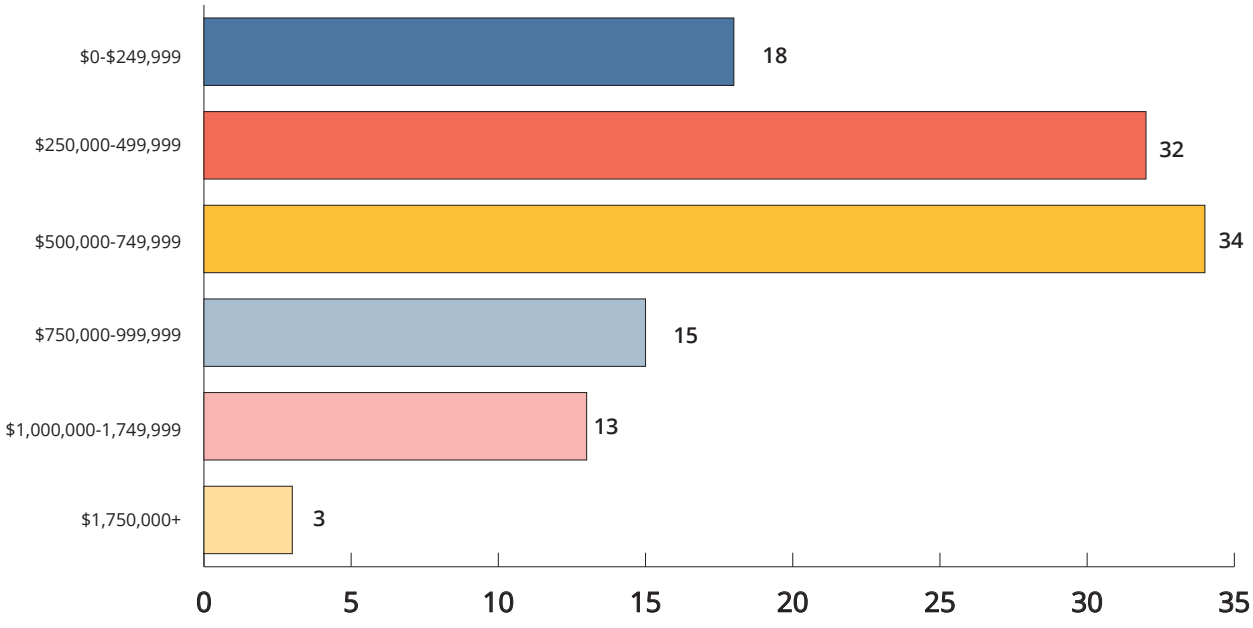
Data Source: Classic MLS, Residential, Commercial, Land. October - December 2025

Oconee County

Total Homes Sold: 92



Number of New Listings: 115



Data Source: Classic MLS, Residential, Commercial, Land. October - December 2025

Oconee County

New Listings	Median List Price	Median Sold Price	Average DOM
115	$575,000	$602,566	90

$0 - $249,999	
Home Values	SELLER'S MARKET
Homes Sold	4
Median Sold Price	$159,275
Average DOM	44
Months of Supply	INSUFFICIENT DATA

$250,000 - $499,999	
Home Values	SELLER'S MARKET
Homes Sold	29
Median Sold Price	$423,583
Average DOM	71
Months of Supply	3.25

$500,000 - $749,999	
Home Values	BALANCED MARKET
Homes Sold	32
Median Sold Price	$604,046
Average DOM	82
Months of Supply	5.7

$750,000 - $999,999	
Home Values	BUYER'S MARKET
Homes Sold	16
Median Sold Price	$835,500
Average DOM	121
Months of Supply	8.4

$1,000,000 - $1,749,999	
Home Values	BUYER'S MARKET
Homes Sold	6
Median Sold Price	$1,183,300
Average DOM	134
Months of Supply	14

$1,750,000+	
Home Values	BUYER'S MARKET
Homes Sold	5
Median Sold Price	$1,327,500
Average DOM	70
Months of Supply	10.1

Data Source: Classic MLS, Residential, Commercial, Land. October - December 2025

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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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