

A photograph of a backyard pool area. In the foreground, a curved swimming pool with blue mosaic tiles around the edge is visible. To the left of the pool is a concrete patio with a set of outdoor furniture consisting of four wooden chairs with white cushions and a small wooden table. A large white planter with green plants and red flowers sits on the patio. In the background, a brick wall runs along the left side, and a black metal fence is visible behind it. Lush green trees and plants surround the area.

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CLASSIC LIVING

# Corcoran Report

CLARKE & OCONEE COUNTY

Q2 2026



# *How's The Market?*

**T**he Athens housing market has settled into a steadier, more balanced rhythm than the frenzied pace of recent years - even experiencing quite a slow down in the last quarter. Home prices are still rising, but at a much more moderate rate: Nationally, home price gains for existing-home sales are showing up just 0.9% and dialing back from a much brisker pace of recent years. That moderation in home prices comes as a relief to home shoppers. Locally, Athens is following a similar pattern, with recent data showing home values up roughly 2% year over year. Limited inventory continues to keep home prices on solid ground. According to the Chief Economist with the National Association of Realtors, Lawrence Yun, "Unless supply meaningfully increases, home-price growth could outpace wage growth and further erode the homeownership rate. All efforts need to be focused on boosting housing supply."

For buyers, the good news is that more inventory is creating a little breathing room. Homes are still selling, but buyers are generally seeing more options, slightly longer marketing times, and more negotiation opportunities than they had during the peak seller's market. Mortgage rates remain a key factor, fluctuating mostly in the mid-6% range after a brief dip below 6% earlier this year. That means smart preparation matters: a solid pre-approval, clear budget parameters, and readiness to act when the right property appears.

For sellers, this is still a healthy market, but pricing discipline is more important than ever. Buyers are engaged, yet they are more selective. Well-prepared, well-priced homes continue to attract strong attention, while overpricing can lead to longer days on market and eventual price adjustments. National pending sales have improved, showing that buyers are stepping back in with cautious optimism. However, competition is not as automatic as it was a few years ago. Buyers are being cautious and watching to see if prices will adjust with time on the market.

The luxury segment in Athens remains especially nuanced. Quality, location, architecture, privacy, outdoor living, and proximity to amenities like restaurants, shopping, coffee, nightlife, and excellent schools continue to drive demand. Luxury buyers are often less rate-sensitive, but they are value-sensitive. Exceptional properties are still commanding attention; however, sellers should not assume that scarcity alone will carry any asking price.

Looking ahead, we do not expect a major market shift or correction this year. Most national forecasts point to continued price resilience, improving but still limited inventory, and a market that rewards strategy over speculation. For buyers, waiting for a dramatic price drop may not be the best plan. For sellers, this remains a favorable window, especially for homes that are move-in ready, beautifully presented, and priced with today's buyer in mind.

The greater Athens area remains a strong, desirable, and fundamentally sound market. Whether buying your first home, moving up, investing, downsizing, or selling a luxury property, success this quarter will come down to preparation, pricing, presentation, and local guidance.

**Sarah Ellis**  
BROKER / OWNER







Market Highlights | Quarter 2 | 2026

# Clarke County

## AVERAGE LIST PRICE

**\$479,016**  **8%** From Last Quarter

## AVERAGE SOLD PRICE

**\$450,150**  **5%** From Last Quarter

## HOMES SOLD

**354**  **86%** From Last Quarter

## NUMBER OF NEW LISTINGS

**429**  **4%** From Last Quarter

## AVERAGE DAYS ON MARKET

**58**  **40%** From Last Quarter



Market Highlights | Quarter 2 | 2026

# Oconee County

## AVERAGE LIST PRICE

**\$842,034**



0%

From Last  
Quarter

## AVERAGE SOLD PRICE

**723,239**



23%

From Last  
Quarter

## HOMES SOLD

**144**



144%

From Last  
Quarter

## NUMBER OF NEW LISTINGS

**201**



11%

From Last  
Quarter

## AVERAGE DAYS ON MARKET

**68**



30%

From Last  
Quarter



# Spotlight Properties

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*Watkinsville* | 1051 Moss Creek Terrace

\$1,599,000 | BEDS : 5 | BATHS : 5.5 | SF : 6,800 | ACRES : 2.18

LISTING AGENT : AARON WATWOOD





## Athens | 261 Highpointe Lane

\$935,000 | BEDS : 4 | BATHS : 4.5 | SF : 2,824 | ACRES : 0.21

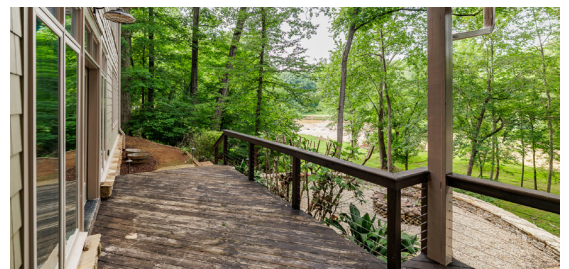
LISTING AGENT : PAMELA JESSURUM



## Pulaski Heights | 175 Hendrix Avenue

\$859,900 | BEDS : 2 | BATHS : 2 | SF : 1,724 | ACRES : 0.22

LISTING AGENT : SARAH ELLIS



## West Athens | 38 River Shoals Drive

\$1,750,000 | BEDS : 6 | BATHS : 5.5 | SF : 5,240 | ACRES : .86

LISTING AGENT : CALLIE WALLER



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CLASSIC LIVING

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## Corcoran Classic Living is now in Watkinsville!

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We're excited to announce the opening of our new office in downtown Watkinsville — and even more excited to continue serving the community we've long been connected to. For over 20 years, our team has helped buyers and sellers navigate every stage of the real estate journey with local expertise, trusted guidance, and a commitment to exceptional service.

Whether you're buying, selling, planning ahead, or simply keeping an eye on the market, we're here to help however we can.

Stop by and say hello — we'd love to meet you and be part of your real estate journey.

18 N MAIN STREET WATKINSVILLE

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## Locally Grown. Locally Known.

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