

# City of Decatur



## 2021 DATA

# REAL ESTATE MARKET REPORT



# THINKING ABOUT SELLING YOUR HOME?

# \$49M

Sales in 2021





**How do we achieve this volume level placing us notably as the top Atlanta Metro team?**

***We proudly exceed our client's expectations every time.***

**In this market your home will sell. Ask us how we will substantially sell it for more!**

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# Dear Neighbor,



## Reflecting on 2021 and 2020: What was that?

I don't know about you, but I have difficulty simply absorbing everything that's happened in the last two years, let alone putting it into words. One thing I know for sure: I am certainly changed and my perception of what's important in life has become quite clear. All of this has shaped how we now live our lives. The last two years have paved the way for all of us to aim to be better, do better and live with more intention. As we (hopefully!) approach the backside of all this, I am ecstatic just to be here. I am also appreciative for what I've learned and my newfound ability to keep at the forefront of my mind what is best in my daily life. Most importantly, I'm grateful for the future I have with my loved ones and the ability to continue the work we do.

With that in mind, we present the 7th Edition of the City of Decatur Real Estate Market Report. It's something we pour our heads, hearts and souls into each year. Every December, as I prepare to write our annual report for the community, my thoughts start to swirl — I am genuinely intoxicated by statistics. I know, quite boring, right? But, what can I say? I truly love what we do. I became a Realtor quite some time ago, and, after having previously practiced in the medical field, I, in no way, shape or form, expected real estate to be so rewarding! Most real estate transactions involve a major transition in our client's lives and we are so very fortunate to share in these life moments with these amazing families.

We form friendships and develop a deep sense of community with all of our clients. It is far more rewarding and intimate than I ever could have imagined, even more so these last couple of years. I continue to look forward to serving my community. Christina and I enjoy supporting our community by means of consulting on our free time. It could be a renovation question or thoughts you may have on selling — we're happy to offer our experience and knowledge to anyone in need and this market report is an extension of that. We truly hope you enjoy it's contents.

In case this message hasn't yet come across, we absolutely love doing this. Whether it's gathering information to discern if you want to buy or sell a home, improvements you may want to make on your kitchen, expanding your home or something as simple as finding a really good plumber — we're here to help. Call us anytime! Our typical service charge for such is a glass of wine and great conversation with you, our neighbors.

Sincerely,  
Chad and Christina Carter



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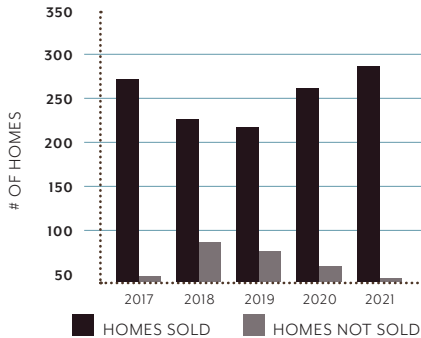
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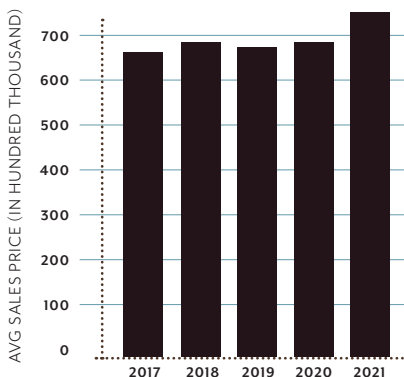
# 2021 RESULTS

# CITY OF DECATUR STATISTICS

YEAR	HOMES AVAILABLE	HOMES SOLD	%HOMES SOLD VS. AVAILABLE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	300	280	93.33%	\$737,510	\$324.48
2020	285	252	88.42%	\$683,734	\$290.87
2019	288	220	76.39%	\$661,645	\$288.30
2018	320	223	72.81%	\$680,520	\$296.17



**HOME SALES AND INVENTORY:** It was an outstanding year for home sales in the City of Decatur! The total number of home sales increased, notably, in 2021 to 280 sales, versus the 252 transacted in 2020 — that's an 11.11% increase. To give you even more perspective, in 2019, that number was just 220. The 280 sales transacted last year were actually the highest sales volume for our city since 2016. The total number of homes that came to market for sale this year stayed very consistent and in line with all priors (typically 280-300) at exactly 300 homes. There were 20 properties listed that did not achieve a sale, which is lower than normal. Inventory is exceptionally low nationwide, but it was quite normal for us! The buyer demand was certainly elevated for many reasons.



**SELLING:** The average home price for the 280 properties transacted grew an astonishing 7.87% from \$683,734 in 2020 to \$737,510 in 2021. This is the highest year of growth since 2015. This growth is higher on the more affordable properties, with approximately 8.6% growth for homes in the \$400,000 to \$700,000 range (132 total properties), 7.7% for homes in the 700,000 to 1,00,000 range (87 total properties), and a 5.2% for those above \$1,000,000- \$1,650,000 range (47 total properties). The average price per square foot also increased from \$290.87 in 2020 to \$324.48 in 2021 a remarkable 11.55% increase. The average sale to list price achieved was an incredible 100.3%! It is also very worthy to note that we had 47 home transactions above the 1 million mark in comparison to 21 properties in 2020.

## 2021 HOME SALES BY PRICE RANGE IN CITY OF DECATUR ONLY

PRICE RANGE	SMALLEST SF	LARGEST SF	AVG SF	AVG DAYS MARKET	NUMBER OF SALES	% OF TOTAL SALES
\$0-299,999	1,124	1,124	1,124	361	1	0%
\$300,000-399,999	859	1,807	1,356	27	13	5%
\$400,000-499,999	752	2,708	1,458	29	31	11%
\$500,000-599,999	1,104	3,103	1,666	28	56	20%
\$600,000-699,999	1,480	3,070	2,084	15	45	16%
\$700,000-799,999	1,466	4,104	2,417	21	34	12%
\$800,000-899,999	1,710	3,537	2,684	12	24	9%
\$900,000-999,999	2,572	4,000	3,078	17	29	10%
\$1,000,000+	2,693	6,298	3,737	14	47	17%



# DID YOU KNOW?

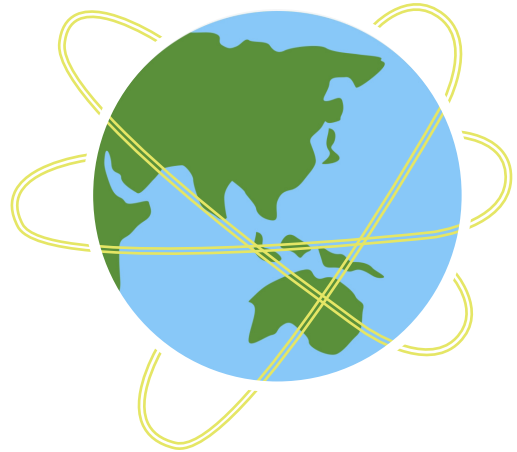
About

**3** of **5**

buyers for City of Decatur  
come from outside the city,  
state, and out of country!



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strategy managed by our expert  
marketing team markets your  
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# 2022 PREDICTIONS

• *It's important to point out that the predictions below are pertinent to our very niche market, the City of Decatur only. While national trends are certainly considered and do have an impact our market, there are important variances to take into account. For example, the average US home sale price is \$346,900 (74% of the US buyer pool) while the City of Decatur average home sale price is \$737,510.*

**INVENTORY AND DEMAND:** Do expect the inventory of available homes coming to market in the City of Decatur to remain about the same, at 280-300. This has been the consistent range for about the last nine years. With 280 home sales achieved in 2021, available homes at 300 would be considered a low inventory. There are always a portion of these available homes that are limited in their functional use and or are simply not prepared for the market demand thus making the “good” inventory of available homes even lower. New construction spec and custom home builds opportunities will remain a very rare opportunity in our cityhood. It will remain a seller's market in 2022.

**HOME SALES:** Do expect home sales to stay strong and healthy in 2022 for the City of Decatur. The lifestyle and amenities offered by our wonderful city will continue to drive the demand as will historically low interest rates. With interest rate hikes announced, we may experience an initial early market surge as many buyers will rush to secure their property and the lower rates.

**SELLING PRICE:** The City of Decatur homes sell prices will continue to rise in 2022. With year-end average City of Decatur home sale increase of 7.87% in 2021, we expect another increase in the 4-5% range through 2022. Keep in mind, this percent increase will be higher for our more affordable homes in the \$400,000 to \$700,000 range and in the mid-range for our properties from \$700,000 to \$900,000. The percentage increase will be more modest for top-of-the market properties at \$1,000,000 and above.







... engage a sophisticated marketing team. It's very important to show and communicate the lifestyle and optimal value of a home as it sits in a community. If communicated well, buyers will understand the value — and pay for it!

... secure A Real Estate agent with a proven track record of results, deep market reach, and extensive marketing programs that guarantee the highest possible sales and net profits.

**BUYERS:** You'll need to be very prepared. Buying parties who are the most prepared will secure their dream home — and more so on their terms.

*Being prepared will include:*

- Securing an agent with high-volume transactions, indicating a deep-market reach, extensive marketing channels and relationships that will get you into properties early.
- The high-volume of transactions for a specific agent also indicates they are very seasoned at winning in competitive transactions. These agents will have many other strategies to provide you to ensure that you secure the dream home against your competition, and again more so on your terms versus settling and overpaying.

**MOVE UP BUYERS:** For the current City of Decatur residents looking for that move-up home, it is difficult, but absolutely reasonably achievable. The good news? There are many options here; you simply need a definitive plan in this competitive buyer's market.

Best of luck and best wishes to all in our community in their home selling and buying ventures in 2022!

## *from my* **PERSPECTIVE**

**SELLERS:** In this market, all homes will sell and sell well. However, most will not sell for as much as they could and with a stress-free, guaranteed process.

*Sellers who make the effort...*

... to optimally prepare their home so it shows in its best light. At this price point, buyers want the home as turnkey as possible and will pay for it.

... engage an extensive global market plan to ensure all potential buyers bid on your home. Crucial to remember that about 3 of 5 City of Decatur buyers come from beyond our city, state, and even out of the country.

# NATIONAL MARKET TRENDS

*The national trend discussion here relates to the average US home at \$346,900 which is about 74% of the entire buyer market but certainly not completely reflective of our niche city of Decatur market where the average home price is now \$737,510.*

Let's reflect on what happened to the housing market as we navigated our way through the second year of a global pandemic. According to the Federal Housing Agency and the National Association of Realtors, home sales had the strongest year since 2006 with 6.12 million homes sold — up 8.5% from the year before. The average home prices rose steeply at nearly 16.9% reaching \$346,900. The exceptional elevation in home prices is a result of substantial supply and demand imbalance — the limited supply imbalance being generated most notably from many homeowners refinancing into the 3% or less range, with so many uncertainties in the up and downs of the pandemic presence and financial effects of such, simply deciding not to move or sell their home. This, then coupled with an arrest of new construction especially affordable new construction homes. The demand push includes a very large pool of the millennial generation coming-of-age where they are ready to enter the market and they are all aggressively scrambling to secure the low interest rates. There are other demand driving elements such as pent-up buyers who were static during the uncertainty of COVID times and those looking to shift their lifestyle, again also a result of the pandemic. It is now commonplace to put a home on the market and have it sold within mere days with multiple offers and for well over listing price. The story for buyers was a different tale. The inventory continued to shrink and buyer demand — often buyer desperation — created an ultra-competitive market that left many buyers feeling dejected and hopeless in the home search. The supply chain and labor shortages did no favors for the housing market crunch, as builders found themselves waiting weeks, even months for materials which then caused major delays in new construction inventory hitting the market.

What does 2022 hold for the real estate market?

Experts do not expect the demand for homes to slow down anytime soon. Instead, they believe it will continue into 2022. Experts also agree that inventory is expected to grow, but will not grow at a pace strong enough to meet the demand. Realtor.com is predicting only a slight 0.3% increase in inventory for 2022, which will again fuel a competitive market. Mortgage interest rates are expected to increase, as the Federal Reserve has signaled an inflation-curbing end to the pandemic monetary policies of 2021. While the interest rates are expected to rise from the historic lows of the last nearly two years, they are not expected to rise to pre-pandemic rates of 4%. National Association of Realtors has expectations that a 30-year fixed rate will rise to 3.7% by year end. We expect 2022 to remain a seller's market, though home prices probably overall will cool with rises not in the double-digit percentages experienced in 2021. This is, in part, a result of the expected rise in interest rates throughout 2022 and a slow steady increase in inventory. Many are expecting a 5.5% to 6% increase in pricing for the year, signaling a step toward a more normalized market that will continue into 2023. Homebuyers are expected to continue facing challenges in the market. Prices have risen faster than people can save for a down payment which has created challenges for buyers to compete with cash offers and loan programs that require a significantly higher down payment. Buyer competition will remain aggressive in 2022. While no one holds a crystal ball (and as history shows) there is no guarantee for the future. A fact clearly demonstrated in 2020, when not a single person saw a pandemic teeing-off arguably one of the hottest real estate markets in history. For now, it's looking like we may finally be seeing steps toward a normalizing market through 2022 and 2023. Consumer surveys are showing that owning a home still remains a top priority in 2022.

*Happy New Year*  
and see you all in 2022!





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We believe that selling your property can be stress-free and financially rewarding when you trust in an industry-leading team of professionals. Our unwavering commitment to guiding you through your home's sale ensures we will achieve optimal results, always!



*Call Chad and Christina today to learn more about our client-focused culture.*

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3831 SPRINGLEAF CT  
3432 NORTHLAKE TR  
628 W COLLEGE AV  
83 MERCY WAY  
3174 WAKEFIELD DR  
184 MICHAEL LN  
3567 SWALLOW LN  
229 WOODVIEW DR  
2904 LLOYD RD  
4415 MERCER RD  
5045 LELAND DR  
5040 OLD BRIAR TR  
514 HARGROVE LN  
3424 KINGSBROOKE WAY

1222 CARTER RD  
6451 COURTNEY DR  
4076 BOULDER PARK DR  
7039 CAROLYN CIR  
891 PROVIDENCE WAY  
1619 WAINWRIGHT DR  
144 MEAD RD  
1506 DEERWOOD DR  
1714 COVENTRY RD  
2657 WINDAGE DR  
3881 BLYTHWOOD CIR  
4626 VININGS CENTRAL RN  
311 AUTUMN LAKE DR

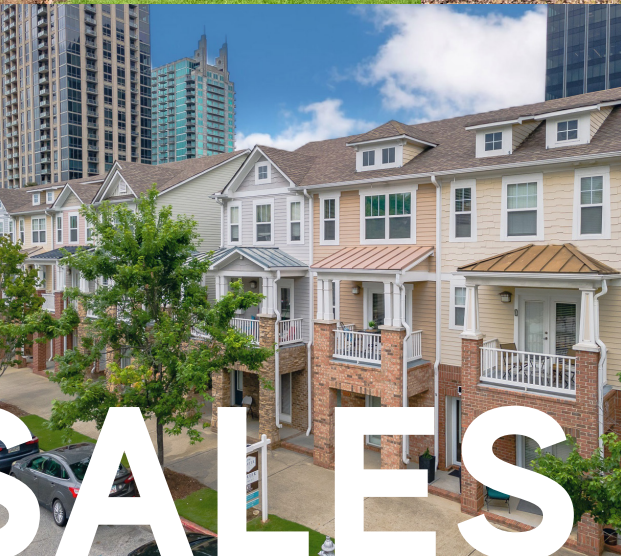
5825 ALBANS CIR  
132 W BENSON ST  
3927 MAPLEWOOD DR  
2113 TRAILWOOD RD  
140 OAK HILL DR  
5579 LA FLEUR TR  
1925 PATTON PL  
601 SAMANTHA CIR  
909 CARLTON DR  
4872 DUNCAN DR  
102 SHEPHERD DR  
104 SHEPHERD DR  
5466 MALLARD TR  
643 SYCAMORE DR

307 MADISON AVE  
202 ASHTON CT  
3532 TELFAIR WAY  
4720 TOCOMA TR  
770 LIVINGSTONE PL  
1555 MOUNTAIN VIEW CIR



862 SUSANNAH CT • 201 WESTCHESTER DR  
2113 ELVAN CIR • 2241 STERLING RIDGE RD  
1357 PLAZA AVE • 6284 KATELYN PARK  
40 LOUDOUN DR • 981 HESS DR  
116 PARK DR • 2481 MELINDA DR  
5416 ROCKMOOR DR





# SALES



2871 DELCOURT DR • 367 MORIAH LN

93 CLAY ST SE • 806 ALTA CT

603 E PONCE DE LEON AVE

221 W PARKWOOD RD • 2752 PONDEROSA CIR

230 E PONCE DE LEON AVE #103

230 E PONCE DE LEON AVE #515

5595 MORNING CREEK CIR

6449 EASTBRIAR DR

2300 PEBBLE ROCK

213 16TH ST

246 SANDRA DR

501 S CANDLER ST

960 COLEMAN ST

2930 LAKESIDE CIR

5268 GOLF VALLEY WAY

2130 ROLLING ACRES DR

224 UPLAND RD

5510 ST LO LN

5302 SWEETSPRINGS LN

5013 EVELYN WAY

58 RIDGECREST CT

5031 GOLF LINK CT

655 COURTENAY DR

2033 RIDGEDALE RD

864 PINE ROC DR

4952 NEEDLE KNOB CT

4229 TIMBER VALLEY CT

5114 SHOTWELL ST

2714 HOLLEY CT

5794 DEERFIELD TR

1327 OAKVIEW RD

6488 PLEASANT DR

3269 ROBIN HOOD LN

3611 ORCHARD CIR

164 E PARKWOOD RD

4231 SORRELLS BLVD

2875 LAUREL LN

511 CHANTERELLE DR

4879 FIELDGREEN DR

4207 COLONY EAST DR

4893 CANDLEWOOD LN

1941 BONNER ST

5301 SWEETSPRINGS LN

517 DREXEL AVE

2238 TANGLEWOOD RD

8297 CARSON RIDGE DR

5972 WELLBORN TRACE

1616 BRIARCLIFF RD NE #2

4960 TERRACE GREEN

TRACE

633 COVENTRY RD

207 BROWER ST

3863 CREEKBANK COVE



## Janelle & JP

We sold our home with the Carters in 2021. It went above asking before it hit the market. They are a dream! The Carters are the most amazing realtors in the world. Full stop. This may seem hyperbolic. It isn't. They are the dream team of everything you need in the world of real estate: brilliant, thoughtful, persistent, beautiful design aesthetics, marketing acumen, knowledge of the inner workings of homes, and they are always-- ALWAYS--the hardest workers in the room. They recognize the human and business sides of what it is to buy and sell a home. We never had a question they couldn't answer or a situation they couldn't fix. They respond to texts in the blink of an eye and seemed like powerhouses in the field AND approachable all at once. I refer them to friends and family without any hesitation whatsoever and here I am referring them to you, kind stranger, passionately. I wish I could do all of my future real estate deals with them! Thank you, Chad and Christina!



## OAKHURST

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	61	\$733,149	\$744,454	\$355.10
2020	67	\$665,040	\$663,008	\$310.02
2019	55	\$616,231	\$599,941	\$309.28
2018	55	\$686,578	\$686,696	\$317.58

An historic, vibrant neighborhood offering unparalleled amenities with a family-oriented feel: welcome to Oakhurst. Oakhurst had the highest number of transactions at 61, or about 1 in 5 City of Decatur sales. The average home sale price elevated from \$663,008 in 2020, quite notably, to \$744,454 in 2021. This places it at the sixth average home sale price point of the 10 neighborhoods and just above the city average at \$737,510. It is, however, the highest-selling neighborhood per square foot average at \$355.10 with the city average at \$324.48. With such a high-volume of sales, the overall average home sold here is slightly smaller than the city average but the home value per square foot is anything but small. The neighborhood centric and amenity-filled lifestyle speaks for itself. This is an incredible place to live, with its proximity to Oakhurst Village. Not to mention the festival life and activities hosted throughout the year: Porchfest, Mead Mardi Gras Parade, Soap Box Derby — and so much more. Tree-lined streets and the beautiful, inviting front porches; it's a scene that is, quite simply, unforgettable and such a remarkable place to call home. Sales in Oakhurst will be steady in 2022 and prices will continue to rise for what is arguably our city's most sought after neighborhood.



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**CHAD CARTER**  
*Realtor and Team Leader*



**CHRISTINA CARTER**  
*Realtor and Team Manager*

## YOUR MARKET AND SUPPORT TEAM



**ANDREW PHILLIPS**  
*Associate Realtor*



**ESTHER YOUNG**  
*Marketing Manager*



**TAYLOR KUHN**  
*Marketing Assistant*



**JAIMIE MOORE**  
*Staff Writer*



**HEATHER VENABLE**  
*Agents Services Director*



**AMANDA GOSSETT**  
*Closing Specialist*



**ROB BISHOP**  
*Director of First Impressions*

## SMART-WORKING CLIENT-FOCUSED

Carter and Associates Realtors get the job done.

## Sudhin & Janavi



Chad and Christina helped my wife and me find, and more importantly in this market, buy the perfect home! They are kind, down-to-earth and extremely knowledgeable. Before we hired the Carters, our search for a home had hit some roadblocks. We reached out to Chad and Christina for help and were immediately impressed with their understanding of the market and how to compete as a buyer. They met with us, listened carefully to what we wanted and provided invaluable guidance about how to improve our chances of succeeding with our home search. Within days, they showed us exactly the type of home we wanted. They then helped us craft the best offer. Chad and Christina are well-respected in the business, and we have no doubt their reputation and name helped us buy this home, the first one we put an offer on with them! They worked over a weekend to convince the sellers of our bona fides, making numerous calls to the seller's agent on our behalf and then filling us in on the conversations. At no point did they pressure us, and they were extremely patient and responsive to our many questions as first-time home buyers. We are convinced we would not be in this house today without their efforts. We highly recommend them and would undoubtedly use them again in the future to buy or sell!



## WINNONA PARK

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	42	\$782,780	\$766,522	\$308.88
2020	47	\$685,650	\$676,429	\$277.13
2019	29	\$711,449	\$702,418	\$289.69
2018	29	\$733,893	\$729,941	\$301.73

A charming scene amongst the walkable streets with historical, visually stunning residential architecture, not to mention the fantastic schools, parks and pools: welcome to Winnona Park. Winnona Park had the second highest volume of sales at 42, and the average home price here rocketed up to \$766,522 in 2021, in comparison to \$676,429 in 2020. 2021's achieved \$766,522 home sale price average is well-above the city's average at \$737,510. The average sale price, per square foot, elevated as well from \$277.13 in 2020 to \$308.88 in 2021. This is an exceptional rebound for this neighborhood that saw descending home sale price averages in 2018 and 2019, respectively. This historic community is home to Agnes Scott College, the Columbia Theological Seminary campus, Dearborn Park, and Legacy Park. Winnona Park will continue to be highly sought after offering one of the most walkable neighborhoods with beautiful landscape, historic landmarks, and greenspaces throughout. Do expect similar home sale volume where prices will continue to rise, but more modestly in 2022.



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## Tom & Sarah

We worked with Chad and Christina when moving from Chicago with three small kids. It was an overwhelming process as we didn't know the area very well, but from our first conversation, their wealth of knowledge and experience put us at ease. They were always quick to respond and they took time to get to know us and our needs during what was a very expedited home search. When it came time to put in an offer in this highly competitive market, their expertise, advisement, and local connections were integral to our success in getting under contract. They work well together and each bring so much to the table. We couldn't have asked for a better partnership and would highly recommend them for all your real estate needs.



## GREAT LAKES/ CLAIREMONT ESTATES

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	38	\$751,266	\$752,079	\$323.48
2020	31	\$805,539	\$795,032	\$277.52
2019	27	\$795,841	\$781,841	\$294.62
2018	34	\$669,474	\$660,600	\$283.38

Another one of our remarkable Decatur neighborhoods, this area invites with an intimate and desirable, smaller community charm and numerous architectural styles — welcome to Great Lakes-Clairemont Estates. The number of home sales for the Great Lakes and Clairemont Estates neighborhoods reached 38 sales in 2021. Sales price averages at \$752,079 in 2021, which was a decline from the \$795,032 achieved in 2020. This is still quite above the 2021 city average at \$737,520. However, the price per sqft is up, notably, from \$277.52 in 2020 to \$323.28 in 2021 — a 16.49% increase. These values indicate a pool of smaller homes sizes transacting in 2021 with an overall increase in value for homes in this neighborhood. Location, location, location will continue to drive values here for those seeking the best of what our cityhood has to offer. These neighborhoods continue to be among one of the most sought after City of Decatur neighborhoods. Great Lakes and the Clairemont Estates neighborhoods, and their proximity to Downtown Decatur, boasts incredible walkability to the best of city's amenities. Expect a lower volume of sales for this neighborhood and stable price points over the 2022 year.





**BUY YOUR  
DREAM HOME  
BEFORE SELLING**

**IT'S ACHIEVABLE!**

Moving up into a more spacious home in City of Decatur is easier than you think.

You have many options... **but you will need a plan!** It's crucial to sit down with a Realtor and map out what this next chapter could look like.

Utilize the years of knowledge and experience that Carter & Associates brings when it comes to getting your dream home in this tricky market.

For an easy transition from one Decatur address to your next, call Christina and Chad for a free consultation at 404.944.6577 or email us at [ccarter@carterandassociatesga.com](mailto:ccarter@carterandassociatesga.com)



*Michael P.*

The Carter team was incredible and made buying my new house and selling my old one very easy. Market insights on pricing my current home? Yes. Ideas for how to stage and prepare the house for showings? Yup. Walked me through the buying process at every stage? Definitely. Helped me negotiate several offers, then accept and close one? Absolutely. Happy on the buying and selling sides of the deal? 100%! Thank you to the entire Carter team for being so wonderful! I cannot recommend this team enough.

*Aimee L.*

My husband and I worked with Chad and Christina Carter to purchase a home. We had independently done a lot of research on the market and the area, and had previously identified a home in a subdivision that was being built, but we were having trouble getting in contact with the builder to get a showing. Once we hired Chad and Christina, they dove right in and were with us every step of the way. They provided valuable insights on what to expect with the building process, floor plan layout, market expertise, and when we inevitably hit a few bumps along the way, they were there to jump in and help get us through the unexpected hurdles. Overall, they were excellent partners in the home buying process, and I would strongly recommend them to anyone who is looking to buy, especially in the Decatur area.

## WESTCHESTER HILLS/ CHELSEA HEIGHTS

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	33	\$684,391	\$695,165	\$329.56
2020	29	\$661,697	\$663,345	\$298.15
2019	26	\$644,488	\$630,931	\$269.43
2018	15	\$652,253	\$637,600	\$266.23



Two lively neighborhoods with a common community feel featuring and walkability to shops, restaurants, parks and exercise facilities — welcome to Westchester Hills & Chelsea Heights. The combined neighborhoods of Westchester Hills and Chelsea Heights had their highest year in volume sales with 33 transactions in 2021. The average sales price of these homes reached \$695,165, significantly up from last years average at \$633,345. The price per square foot also up from \$298.15 to \$329.56. It's all about the location for this delightful neighborhood with prime access to the heart of Decatur, Emory and all everything Intown Atlanta. Expect home sale volumes to be about the same in 2022, at about 30 homes, that will get quickly secured by eager buyers seeking to live in this wonderful location with easy access to greater Atlanta city.





## Max & Kevin

Chad and Christina did an excellent job helping us find a lot to build our dream home on. Their advice was crucial in helping us make difficult decisions. We were surprised that buying a lot was actually more complicated than buying a house, but Chad and Christina provided the expertise we needed to navigate that process. Ultimately, when our dream lot came on the market, they helped us craft the perfect offer in a hot market that resulted in us getting the property. We could not have done this without their help!

## SYCAMORE RIDGE/ DECATUR HEIGHTS

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	31	\$672,401	\$672,830	\$321.13
2020	21	\$669,933	\$659,167	\$274.82
2019	24	\$655,221	\$649,032	\$267.10
2018	23	\$564,787	\$558,615	\$289.94



An assortment of homes, beautiful styles with varying sizes, all within a walk to the heart of Decatur and its lively downtown — this is Sycamore Ridge and Decatur Heights. This was a higher volume transaction year than normal for the Sycamore Ridge and Decatur Heights neighborhood with 31 sale transactions. The average home sale price in 2021 at \$672,830 was just slightly up from 2020 at \$659,167. The average sale price per square foot rose significantly from \$274.82 to \$321.14, a 16.85% raise, was the largest price per square foot leap of all of our neighborhoods in the city hood for 2021. A notable rise in the price per square footage with home sale prices modestly elevating can simply reflect a pool of homes sold in that year that were smaller than the prior years pool of homes. While the homes sale average here is notably less than the cityhood average at \$737,510, the price per square foot is almost directly in line with the city average at \$324.48. Sycamore Ridge and Decatur Heights are Decatur's most affordable neighborhoods. With its great mixture of historic homes, new construction properties and its proximity to downtown Decatur and Dekalb, expect continued growth for this outstanding community, which offers walkability to Decatur's thriving Downtown and to the Dekalb Medical community. We can expect the average home sale price per square foot and homes sale prices here overall will continue to increase steadily in 2022.



# BUYERS...

## Are you more prepared

than your competition? When it comes to buying, it really matters.



## Buyers who are most prepared

will secure their dream home – on their terms – without settling or overpaying.



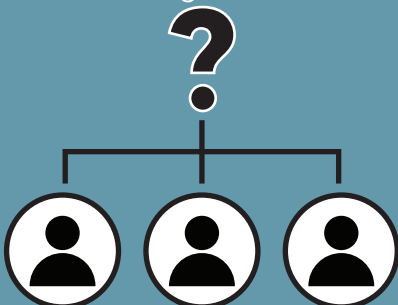
## Our \$49M in 2021 was no accident.

Our buyers always get the best properties, and with the right Realtor team, you can too! That's where we come in.

Call or text Chad and Christina Carter today at: 404.944.6577 or email us at: [ccarter@carterandassociatesga.com](mailto:ccarter@carterandassociatesga.com)

## Choosing a Realtor

with deep market reach and relationships means early access to an inventory of "coming", "off market" and "pocket listings."



## The high volume of transaction

of a specific agent also indicates they are very seasoned at winning in competitive transactions.







*Caroline G.*

Carter & Associates were involved in both the sale of our house and the purchase of a new one. Their exceptional knowledge of the Atlanta market helped us determine the value of our old house, sell it quickly and at the right price. Their suggestions and assistance helped us tremendously. We chose to use Carter & Associates because of Chad and Christina's deep knowledge of real estate. We learned a lot of useful information which made the process much easier. They also had a great strategy to get our new house at a super low price, which saved us a ton of money. The Carters were always willing to drop everything and adjust their schedules to accommodate our requests to look at homes and answer the endless questions we had. In sum, we very much enjoyed working with them and were extremely pleased with our experience with Carter & Associates.



## COLLEGE HEIGHTS

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	23	\$683,200	\$681,249	\$292.97
2020	27	\$710,140	\$703,052	\$273.75
2019	28	\$658,464	\$644,196	\$289.69
2018	24	\$722,804	\$711,600	\$301.73

A Decatur community with an amazing neighborly feel, an array of home styles and nearby amenities including parks, schools, restaurants and local transit - welcome to College Heights. College Heights, with all of its charm, had another good year of homes sales at 23. The homes sale price average dipped here to \$681,249 in 2021, slightly down from \$703,052 in 2020. The price per square foot did rise a little bit from \$273.75 in 2020 to \$292.97 in 2021. These numbers indicating a pool of slightly smaller average home size sales in 2021. This neighbor-centric neighborhood will have a reliable sales volume where homes sale prices can be expected to conservatively rise in 2022.

*Adriana G.*

I highly recommend Chad and Christina Carter if you are in the market for a realtor. Chad and Christina helped me navigate the crazy Atlanta real estate market. They were thorough and attentive in making sure all items that came up during the inspection were addressed, and were also able to help me secure my home for a great price! Ultimately, they worked for me and put my best interest first which really made me comfortable during such an important purchase



## ADAIR PARK/ LENOX PLACE

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	23	\$700,043	\$705,235	\$331.69
2020	9	\$564,256	\$552,159	\$311.01
2019	12	\$671,125	\$660,829	\$307.40
2018	21	\$683,622	\$672,733	\$290.99

With its exceptional locale and nearness to the heart of Decatur and its picturesque homes and streets, this neighborhood is surprisingly one of the city's most affordable — welcome to Adair Park-Lenox Place. Adair Park and Lenox Place had an outstanding year of homes sales. Foremost, the volume of homes transacted were quite elevated this year, at a total of 23 transactions. This was up from 9 and 12 sales in 2020 and 2019, respectively. Home sale prices here reached \$705,235, a remarkable 27.72% sales price increase for this neighborhood. Home sale price per square foot reached \$331.69, a 16.85% increase. Exceptional leap in average home sale price now brings this neighborhood more in line with our city averages at \$737,510. Adair Park and Lenox Place's wonderful year of growth reflects the many home styles, amenities, and favorable social features of this wonderful Decatur neighborhood. This neighborhood continues to prevail as one of the city's most idyllic, close-knit communities, where everyone genuinely knows his or her neighbor and social living is at its best. 2022 it will bring continued growth, but of course at a much more conservative level.





*Marcie M.*

The Carters are fantastic local agents! I had a wonderful experience buying a home in Decatur after a relocation; they are very knowledgeable and well-connected. Finding a home was not easy but they made it happen. After closing, their support continued by providing fantastic resources for putting some personal touches on our home. I saved countless hours searching for home service providers thanks to their advice and references. I highly recommend Christina and Chad, they are GREAT people!



## GLENNWOOD ESTATES

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	13	\$877,531	\$878,385	\$311.93
2020	14	\$728,957	\$702,107	\$293.72
2019	11	\$703,027	\$703,409	\$308.10
2018	6	\$885,483	\$858,833	\$316.22

One of the city's more affluent neighborhoods featuring estates and larger homes, impressively manicured lawns not to mention its desirable proximity to a number of amazing parks, schools and restaurants in the heart of Decatur — welcome to Glennwood Estates. Glennwood Estates home sales were very consistent with prior years at 13 total sales for the year. For some perspective, there were only six total transactions here in 2018, which further supports the desirability of this neighborhood and the happiness of its residents who choose to stay. The home sale price average, at \$878,385, was significantly up from 2019 and 2020, at \$703,409 and \$702,107 respectively. 2021 sales price average was more in line with those achieved in 2018 at \$858,833. The home sale price per square foot at \$311.93 is very consistent and reliably in line with prior year average sales. With a modest number of home sales per year here, the variance in home sale price can change, but what is consistent in a better measure is the sell price per square foot average. Glennwood Estates continues to be a consistently desirable neighborhood in the heart of Decatur, displaying traits of an established neighborhood and a stable market. Regardless of home sale prices here, each year is consistently well above average at \$737,510, the highest on market transaction for our cityhood occurred here at \$1,650,000.

Calvin S.

The Carters were extremely thorough and thoughtful during the process of selling our home. Chad and Christina know the delicate art behind buying and selling homes while making it as simple and smooth as possible for the client. They are one of the best teams in the Atlanta area and provided professional and courteous advice when it came time to settling on a sale price. They also gently walked us through our pre-listing to-do list consisting of marketing and negotiating offers. Each room was beautifully staged, as a part of the Carter's Luxury Home Staging Services — showing our home in a new, refreshing light for potential buyers. Overall, we could not be happier with our transaction.



## MAK HISTORIC DISTRICT

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	6	\$779,050	\$812,067	\$305.62
2020	4	\$565,625	\$556,250	\$315.80
2019	4	\$697,000	\$695,500	\$297.07
2018	11	\$635,145	\$621,439	\$319.95

A perfect place for a Sunday stroll or a daily walk at dusk set to an idyllic and picturesque backdrop, this historic district is made up of only a few stunning blocks - welcome to the MAK Historic District. The MAK Historic District had six home sale transactions in 2021. As a smaller intimate community, this sales volume is consistent with most years sales. This neighborhoods home sale average elevated to a whopping \$812,067 - a 45.99% increase - from last year's \$556,250 average and is quite elevated from any other prior sales history averages. The overall price per square foot was slightly down. Again, with such a minor pool of homes this information simply reflects a sample size of larger physical homes sold here 2021. The glorious, historic, craftsman charm that is MAK will continue to make it a desirable location for movie sets and slow Sunday neighborhood drives. Sales here will always be strong, offering a rare chance for those seeking to live in a place that encompasses the best parts of the historic charm of the South. We can expect this home sale average to actually come down, more than likely, in 2022 as most homes here in the historic district are conservative in size. I do expect the home sale price per square foot to continue to increase in line with the cityhood progress.



*Will M.*

I never do reviews but this one is deserving. It was my first time buying a home so I was pretty nervous but Chad and Christina made it super easy for me. I was referred to them by a close friend and it was blessing. They were able to help me understand the process, keep me apprised of what's next, help me weigh my options, and get me the home I wanted for a much better price than I had hoped. I work a lot so what I really needed was for someone to make this turnkey for me and they nailed it. I'm proudly a home owner in a great community and couldn't be happier about it. I loved my experience buying with them and love my house even more!



## PARKWOOD

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2021	10	\$826,400	\$833,940	\$295.04
2020	3	\$916,667	\$917,750	\$297.42
2019	4	\$684,725	\$654,375	\$280.07
2018	5	\$682,000	\$675,000	\$240.73

An amazing neighborhood with its exceptional historic charm, inviting and walkable streets, providing an excellent balance of neighborhood intimacy, privacy and social living - welcome to Parkwood. Parkwood sales typically total only 3 to 5 per year, but reached 10 total transactions in 2021. Home sale prices here were down for the 10 home sales to \$833,940- a 9.13% decrease from 2020, but, only three homes sales occurred in this highly-coveted spot in 2020. Overall, home sale averages here have skyrocketed over the last few years. The price of sale per square foot was in line with last year's transactions at \$295.04. Parkwood with its large lots, walkability and a neighborhood-owned park, Parkwood simply has everything and is overflowing with charm. All of that means the opportunities to buy here will continue to be exceptionally rare and sales will always be very strong.



As Realtors, it's our job to streamline the home-selling or home-buying process for our clients, making it as easy and stress-free as possible. But, it's a momentous event! We truly feel invested in the families we share the experience with — we get to see the joy, as a young couple just starting out chooses their new home. We get to hold the hands of the empty-nesters who downsize, or share the heartache with those who move after a family loss. We share space in the tough moments, we share space in the joyful moments. Whatever chapter next faces our clients, it give us a great comfort to be able to help them. We have the greatest view to witness the delight and excitement of a family moving into home in which they can grow. A home that is owned is sacred and is the epicenter of our most treasured memories with family and friends. It's the place you chose to call home. It's the place you chose to put your bed, bake your pies, plant your garden - a place you chose to raise your children. Being included in that journey is such a rewarding experience. We're so grateful for the trust and don't take it lightly. We're honored to be chosen as your Realtors, but even more appreciative to now become your neighbor and friends. Please always feel free to reach out to us at anytime, for anything. Best wishes to you in 2022!

— Chad and Christina Carter

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*This market report focuses on The City of Decatur only. The statistics provided are for single-family homes and do not include condominiums, townhomes, or lots. All statistical data was gathered by Carter and Associates from FMLS. All information provided is deemed reliable, but is not guaranteed and should be independently verified. If your home is currently listed for sale, this is not intended as a solicitation.*