

THE

CARTER AND ASSOCIATES REALTORS

CITY OF DECATUR

REAL ESTATE

MARKET REPORT

2023 Real Estate Market Report 2022 Data

8th
EDITION

WHITE GLOVE *FREE*

ALL-INCLUSIVE SERVICES



The stress-free and streamlined approach to getting your home ready to shine for an optimal home value sell, every time

We'll determine which modest yet meaningful improvements your home can truly benefit from, while ensuring your access to our tried-and-true network of contractors. Add in our complimentary luxury staging and it's a formula for a smooth and successful transaction. It's all conducted and managed by our team of experts absolutely **FREE** making certain your home comes to market, showing in its best light.

We are here to handle it all for you!

VE PROGRAM EE



LUXURY STAGING



Call us today to ensure your home comes to market showing in its best light. We are here to handle it all for you!



Chad Carter 404.944.6577
Christina Carter 404.932.7388
www.carterandassociatesga.com

LETTER FROM US



IN YOUR CORNER

We adore being a part of this community with our friends and neighbors and getting to share this corner of the world with those near and dear.

With that, we realize buying or selling and moving is a special and important chapter for your family.

We'd like you to know making it as stress-free and optimal as possible for your family is our passion. We are very fortunate to have this endearment of trust within our neighbors and community, and don't take it lightly.

It's never too early to discuss your family's transition.

Call Chad or Christina anytime.

Chad: 404.944.6577 or Christina: 404.932.7388

Chad and Christina Carter



Our Client Testimonials

Chad and Christina offer a unique service for those looking to sell high-value homes. They provided full consultation and knew exactly what updates were needed to get full value for our home in Decatur. Following their lead, we were under contract after a single day on MLS. We are thrilled with our experience and offer a heartfelt endorsement of their services. - *Wilson Family*

Christina and Chad exceeded our expectations in the sale of our Decatur home. As a local mortgage lender, I know a lot of good realtors. I chose them to represent me. They offer full service, access to contractors to fix or upgrade things at the house and a whole team of knowledgeable and competent people who know how to do their jobs. It is only with this team can they offer so many extra service pieces which really made the difference. From List to Contract was 14 days and closing was 39 days - in Fall. Excellent. I recommend them. - *Denise + Leigh*

We purchased a new home with the Carters and then sold our previous home. We know the Carters personally and knew when the time came, we wanted them to represent us. They did the research and came up with a plan to sell our home at a great price for us and before it was even listed! Their staging services really transformed our home. Also, represented us when purchasing our new home, making sure we were getting the best deal and value!! - *Santiago Family*

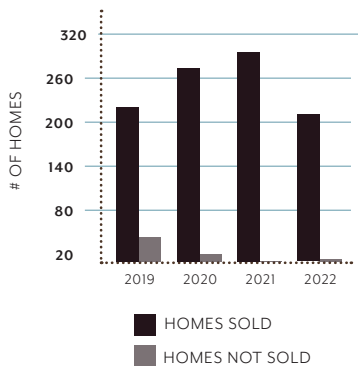
This is my 2nd review for yet ANOTHER closing I did with the Carter Team. Their business is a well-oiled machine. Each stage seems to function flawlessly. Everyone from the stagers, to the support staff that get the deal done. Chad and Christina have created an outstanding real estate team and they provide tremendous value. Thank you again! - *James Paisely*

Chad and Christina's knowledge of the Atlanta market gave us a huge advantage in purchasing our new home. They were responsive to every question and always made us feel like a priority. - *Jan + Kelly*

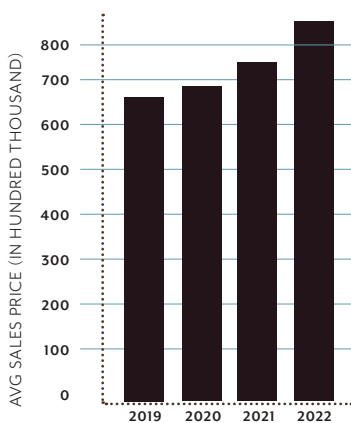
2022 RESULTS

CITY OF DECATUR STATISTICS

YEAR	HOMES AVAILABLE	HOMES SOLD	%HOMES SOLD VS. AVAILABLE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	227	207	91.19%	\$855,859	\$363.46
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



HOME SALES AND INVENTORY- Simply put, those who live in Decatur, love Decatur. And, they really have no plans to leave anytime soon. The City of Decatur's annual inventory is always low when facing its demand. And, since many refinanced into a 3-4% home loan in 2021, inventory of homes available for sale diminished substantially from 300 in 2021 to only 227 in 2022. Home sales were at 207 in 2022 versus the number sold in 2021 at 280 – that's a 26% decrease. There were 20 properties listed that did not achieve a sale.



HOME SALE PRICES- Buyer demand for our coveted cityhood remained strong. With exceptionally low inventory opportunities, buying became more than competitive, with sale prices escalating through the roof. The average home price for the 207 properties transacted grew an astonishing 16% from \$737,510 in 2021 to \$855,859 in 2022. This is almost double the rate of growth experienced in any prior year for our city that I could find on record. The average price per square foot increased from \$324.48 in 2021 to \$363.46, a 12% elevation, relatively in line with the percentage in sale price increase. While home values in our community have been present well above the \$1.4M mark for many years, the majority of that was off-market custom-built new construction. This year there were 16 on-market resell transactions above the \$1.4M price point up to \$2.75M. The average list to sell price achieved was a quite notable 103%.

2022 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
\$0-399,999	789	1,275	1,030	39	5	2%
\$400,000-499,999	1,060	2,078	1,478	22	13	6%
\$500,000-599,999	1,157	2,741	1,591	28	23	11%
\$600,000-699,999	1,171	3,871	1,935	17	37	18%
\$700,000-799,999	1,375	3,735	2,168	18	36	17%
\$800,000-899,999	1,718	4,786	2,525	18	28	14%
\$900,000-999,999	2,121	3,047	2,544	6	16	8%
\$1M-1.39M	2,596	4,513	3,327	10	33	16%
\$1.4M+	3,463	5,540	4,241	20	16	8%



DEAR NEIGHBOR,

It's the time of year in which we enjoy taking pause to reflect on the past months that made up 2022. The growth, the challenges and everything in between. We gather a grateful breath for those who supported us and strived with us. It's quite a treasure to be able to watch time pass and share the walk with the ones dear to us – be it family, friends, colleagues or community. We genuinely love the work we do and are so grateful we get to do it. Christina and I love going to bat for our clients, lobbying for their needs, watching them turn the page on their next chapter. We sometimes see ourselves in them – once young and just starting out, but going for it, trying that next, sometimes scary step.

As we emerge from a tough couple of years, we feel so appreciative to have your trust. We never will take that lightly. Each day is gift, and as cheeseball as that may sound, the recent past brings to light what's important. We work hard for you, with a determined and caring spirit because we truly care about you, our neighbors and community.

With that, we present the 8th edition of the City of Decatur Real Estate Market Report. Each year we work on this collaborative effort that we're proud to share with you. The statistics are astounding and

intoxicating and we are thrilled to break them down into something useful, something you can put in your toolbelt as you look to make your next move of either buying or selling your home.

We are so very fortunate to share in the milestone transactions and major transitions in our client's lives and we value forming friendships and developing a deep sense of community.

We're here for you: whether it's 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 look forward to the merriment and great conversation that comes with being neighbors, and of course we're always willing to help when we are able.

Chad and Christina Carter

Chad and Christina Carter
Carter and Associates Realtors
ccarter@carterandassociatesga.com
www.carterandassociatesga.com

900 Penn Ave
2258 Hunters Ct
2271 Ridge Trails Ct
3986 Northstrand Dr
785 Bristol Way
5626 Noblett Rd
2643 Varner Dr
6645 Biscayne Way
155 Creek Bottom Dr
325 Mimosa Dr
6495 Will Dupree Ln
4242 Welbron Dr
1041 Scott Blvd
2019 Sweet Bay Dr
4664 Ryan Rd
2557 Glenwood Ave
426 Harold Ave
2585 Thunder Basin Way
4855 Larkspur Ln
433 Avery St
2551 Glenwood Ave
1520 Buckingham Pl
2364 Lynn Iris Dr
120 Garland Ave
30 Timberland Trace Way
5267 Round Table Dr
608 3rd Ave
2164 Colvin Ct NW
4143 Chapel Mill Bend
325 Morris Dr SE
30 Timberland Trace Way
917 Ira St SW
1793 Dyson Dr
6427 Lanier Rd
1936 Wellona Place NE
2817 Mount Olive Dr
74 Progress Ave
2150 Azalea Circle
622 John Wesley Dobbs Ave NE
903 Holden Ln
50 Fairclift Dr
594 Jake Trail
241 W Parkwood Rd
6427 Lanier Rd
1775 Twin Brooks Dr SE

638 N Superior Ave
5434 Peachtree Rd #120
10033 Harmon Springs Dr
116 Midway Rd
2250 Melody Ln
2436 Field Way NE
101 Cedar Breeze Dr
3045 Haven Mill Ln
117 S Columbia Dr
1445 Millhaven Dr
711 E Ponce de Leon Ave
404 Carter Ave SE
349 W Parkwood Rd
5545 Yellow Pine Dr
10236 Briarbay Loop
400 Clairidge Ln
340 E Country Woods Dr
12379 Riviera Dr
90 Magnolia Walk
4063 Five Oaks Ct
112 Rogers St NE
1033 Milam Cir
150 Robin Rd

20 22 HOME SALES

Chad +
Christina Carter

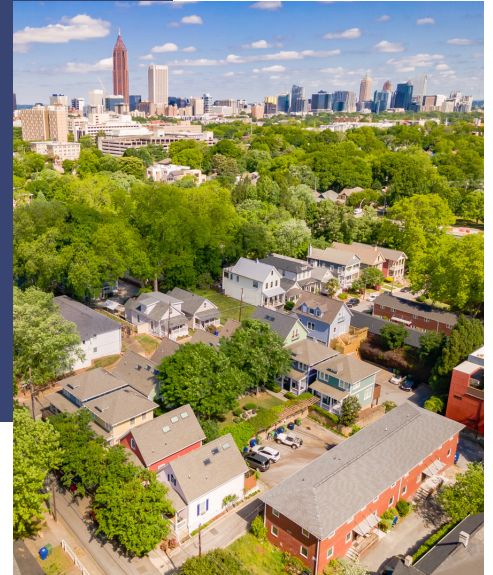




2023 CITY OF DECATUR REAL ESTATE HOUSING PREDICTIONS

While national trends are certainly considered, and do have an impact on our market, it's important to remember that the City of Decatur is a unique and niche market. The predictions below will reflect that.

INVENTORY VS DEMAND: Do expect the inventory of available homes coming to market in the City of Decatur to remain very low. The expectant feasible supply will remain in the low 200s, quite possibly lower. Regarding demand, our niche community demand is always exceptionally very high, however, it will be curbed with regard to sell prices, not sales achieved. Demand will be slightly curbed by higher interest rates and the uncertainty of the economy, but will stay more desirable than other areas, considering inventory will be exceptionally low for our market. Sales of the homes available will thus be in line with the inventory available. It will remain a strong sellers market here in the City of Decatur.



HOME SALES: Expect home sale prices to continue to rise in the City of Decatur in 2023. The rate of elevation will be strong, but diminished, notably from the 16% elevation experienced in 2022. Demand will remain high, inventory low, and it will remain a sellers market. However, interest rates and recession news will lower the number of buyers and curb buyer's appetite for participating in bidding wars. Buyers will be more wary of competing for "settle for" homes versus those that are exceptional. Those who make the efforts to bring their home to market in its best light will reap the benefits.

NATIONAL AND ATLANTA HOME SALES/SELLS: While we are in a definite economic downturn, with recent inflation trending downwards and the Federal Reserve indicating diminished interest rate hikes, most experts predict a soft landing for our economy with the US managing to avoid a deep recession.

For the average US home buyer, (70%+ of homes purchased in the US at average home price as of December is \$366,900 quoted from National Association of Realtors) elevated interest rates plus talks of recession have cooled buyer demand over the back half of 2022. This will continue into and through most of 2023. National housing inventory has been exceptionally low for the past few years, however, with cooled buyer demand, this is leveling out the market quickly. Overall, nationally, this will result in less total sales and prices will diminish only modestly through the year from the quite elevated levels achieved in 2021 and 2022. Some markets, like California and New York, can expect to experience exceptional downward trends in sales prices while areas like the south will be more protected and can expect a flat to slight increase in sale prices. Atlanta itself will continue to be a strong inbound migration city as it has been year after year. Expect a more stable real estate market here in Atlanta in 2023. Less total sales, however prices will stay strong.

1 CHOOSE AN AGENT WITH A PROVEN TRACK RECORD.

Make the effort to interview and secure an agent team with an exceptional history of performance results. Doing so will ensure a smooth transaction from contract to closing, resulting in a SOLD for the highest price possible every time.



3 MAKE SURE YOUR CHOSEN AGENCY MARKETING CAN REACH ALL BUYERS.

Let our expert marketing team ensure all potential buyers see your home through global marketing efforts. (Remember: 3 out of 5 buyers come from out-of-city and out-of-state!) Our pre-listing marketing program and efforts ensure buyers are lined up for your home and that every potential buyer has an opportunity to compete for your home.



CARTER AND ASSOCIATES REALTORS

5 VIP

TIPS WHEN LOOKING FOR A STRESS-FREE, OPTIMAL, HIGHEST-SELL EXPERIENCE IN 2023.

With so many new loving families looking to be a part of our community each year our homes will continue to sell very well. However, I also see most of our communities homes underlisted, with minimal marketing strategies-efforts, and most are simply under sold.

5 HAVE A DEFINITIVE LISTING PLAN.

Let our 32 years of combined experience and top of the team performance record ensure you will deploy the utmost strategic listing game plan to ensure buyers view, offer, and hopefully compete on your home.



2 SHOW YOUR HOME IN ITS BEST LIGHT.

Let our White Glove Program make the efforts to prepare your home to show in its most favorable condition.



4 IT'S NOT JUST YOUR HOME, IT'S OUR DECATUR LIFESTYLE.

Let our sophisticated marketing experts communicate the priceless lifestyle and value of your home in this community.



Chad + Christina Carter

REALTORS®

Carter and Associates Realtors

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CITY OF DECATUR “MOVE-UP” BUYERS

For the current City of Decatur resident, looking for and securing that move up home is very difficult but absolutely reasonably achievable. The good news is there are many options here; you just need a very definitive plan in this competitive seller's market. Call us today and let's get to work securing the dream home for your family's growing needs.



BECOME
THE **STRONGEST BUYER** YOU CAN BE
AND HAVE A PLAN!
YOUR BUYER COMPETITION **WILL.**

Give us a call any time to discuss your options for buying and selling in 2023!

Chad carter 404.944.6577 Christina Carter 404.932.7388 Email: ccarter@carterandassociates.com



Oakhurst

Vibrant and historic, Decatur’s southside community of Oakhurst continues to thrive with its family-oriented feel and exceptional offering of amenities, including festivals and food scene that adds even more appeal to an already charming, neighbor-centric area.

Thriving Oakhurst posted the highest number of home sales for the year at 50, or about one in four of all City of Decatur sales. The average home sale price aggressively escalated from \$744,454 in 2021 to \$950,774 in 2022, an incredible 27.71% increase. This upsurge lifted Oakhurst to the highest sale price average of the 10 neighborhoods that make up our community. For perspective, the average sale price for our cityhood in 2022 was \$855,859. Oakhurst is also one of the two highest neighborhoods with the per square foot average at \$410.19 in comparison to the city average at \$363.46.

Simply just a wonderful place to be, Oakhurst also features the lively and inviting Oakhurst Village, which is filled to the brim with places to go, food to eat and people to see. Hosted throughout the year are its plentiful activities and festivals, including the wildly popular Porchfest and Soap Box Derby. Walk through the tree-lined streets and take in the inviting porches – it’s a remarkable scene and you’ll see why so many are happy to call it home.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	50	\$905,024	\$950,774	\$410.19
2021	61	\$733,149	\$744,454	\$355.10
2020	67	\$665,040	\$663,008	\$310.02
2019	55	\$616,231	\$599,941	\$309.28



Mitch H.

In the world of buying and selling homes, The Carters are hands down one of the most knowledgeable realtor teams in the Decatur and surrounding areas. We were lucky enough to have them on our side when searching for a home in the Metro Atlanta area — we landed happily in Decatur. They worked with us very closely throughout the entire process and were always responsive when I had questions or needed assistance. They were thorough and consistent the whole way through each step, and it was refreshing to have this kind of service after working with some other realtors in the past.



CARTER
AND ASSOCIATES

MEET THE TEAM

BEHIND CARTER AND ASSOCIATES REALTORS



Chad Carter
REALTOR + TEAM LEADER



Christina Carter
REALTOR + TEAM MANAGER



Esther Young
MARKETING MANAGER



Andrew Phillips
ASSOCIATE REALTOR



Jaimie Moore
MARKETING ASSISTANT



Taylor Kuhn
OPERATIONS MANAGER



Amanda Gossett
CONTRACT/CLOSING ASSISTANT



Heather Venable
AGENT SERVICES DIRECTOR



Rob Bishop
DIRECTOR OF FIRST IMPRESSIONS



Winnona Park

Home to Agnes Scott College and Columbia Theological Seminary, Winnona Park welcomes with its visually stunning residential architecture, charm and historic appeal. Add in the remarkable schools, parks, pools and you'll see why so many live in and love Winnona Park.

Winnona Park closed the year with the third highest volume of sales at 33. The average home sale price here rose to \$882,790, a 15.17% increase over the 2021 average at \$766,522. The average home sale price here is in line with the city average at \$855,859. The price per square foot elevated to \$342.80, a 10.98% increase from the year prior.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	33	\$859,949	\$882,790	\$342.80
2021	42	\$782,780	\$766,522	\$308.88
2020	47	\$685,650	\$676,429	\$277.13
2019	29	\$711,449	\$702,418	\$289.69

Winnona Park continues to be an utmost desirable place to be with its landscapes, landmarks and greenspace throughout its community, making it a prime spot, year after year. It's walkable, beautiful and welcoming.

James H.

The Carters represented me when I both bought and sold the same home. There is a reason why their team is as successful as they are. They made the buying and selling experience as smooth as possible, offering consultation and advice along the way. What I have learned over the years, which is especially true with real estate, is that communication is king. The Carter's have a superhuman ability to juggle multiple properties and clients, yet providing full attention to each. I credit this to a highly functioning team. I would and will be recommending Chad and his team to anyone I know who is navigating a real estate transaction. Thank you Chad, Christina, and the rest of the Carter and Associates team!



It's Not a House, It's Your Family's Home.



Years of collaborating with our clients, tuning into their needs, while constantly striving to optimize their home sale and purchase experience has elevated our team as the recognized real estate industry leaders of Atlanta and the southeast region.

Call us anytime to discuss your needs.

Rest assured you are in the best hands with Carter & Associates Realtors, both professionally and personally, as we show up with the utmost care and compassion.



Chad and Christina Carter

CHAD: 404.944.6577

CHRISTINA: 404.932.7388

E: ccarter@carterandassociatesga.com

W: www.carterandassociatesga.com



Great Lakes/ Clairemont Estates

Boasting incredible walkability to the city's best amenities, the Clairemont/Great Lakes community continues to be one of the most desirable locations in Decatur, featuring various architectural styles and a smaller, community vibe.

The volume of home sales for the Clairemont/Great Lakes neighborhood reached 41 total sales in 2022. This is the second highest for the year in Decatur. Sales price averaged at \$791,397, and was a 5.23% increase over the \$752,079 average in 2021. The price per square foot averaged \$337.86, consistent and in line with average price home gain for the year.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	41	\$777,802	\$791,397	\$337.86
2021	38	\$751,266	\$752,079	\$323.48
2020	31	\$805,539	\$795,032	\$277.52
2019	27	\$795,841	\$781,841	\$294.62

Location and walkability continue to make this community a highly sought after place to live. Great schools, parks, trails and beautiful homes make this a warm and inviting place to be.

Keelin R.

Everyone at Carter and Associates, from Chad and Christina on down, is knowledgeable, friendly, and expert at what they do. They were able to get me a great sale price due to their expertise regarding changing trends and pricing for my area. They have assembled a team that is great for first-timers or seasoned sellers. They were there to help through every step of the process, from recommending what updates to make to recommending contractors to do the work. They helped me find a rental property and quickly answered questions I had well after the sale of my townhouse. I cannot thank Chad and Christina Carter enough for the wonderful job they did in helping my family through a difficult transition. I highly recommend them.





Sycamore Ridge/ Decatur Heights

A remarkable mixture of historic homes and newer construction properties, Sycamore Ridge/Decatur Heights has something for everyone with its encompassing beautiful styles, varying sizes and affordable prices.

The 2022 home sale aggregate for these combined neighborhoods was 19. The average home sale price in 2022 at \$797,277 was exceptionally elevated from 2021 at \$672,830, a remarkable 18.5% increase.

Sycamore Ridge/Decatur Heights boasts walk ability to Decatur's thriving downtown and its closeness to the Avondale Marta Station, Emory Medical Community, along with great schools and lively neighborhoods, which leaves much to be desired here, in this wonderful community.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	19	\$787,195	\$797,277	\$335.31
2021	31	\$672,401	\$672,830	\$321.13
2020	21	\$669,933	\$659,167	\$274.82
2019	24	\$655,221	\$649,032	\$267.10

Paul H.

Chad and Christina made a stressful situation so much easier for us, as we were selling our home. In Atlanta, we completely trust Carter and Associates with our real estate needs. We were in love with the staging done to our home. If you're not familiar, please don't take for granted the Luxury Staging Services they offer, at no additional cost. Our home was spruced up and gave potential buyers some great ideas as they envisioned their next chapter there. They took the reins when it came to a selling price, negotiations, but included us in the conversations — really felt like a team effort.





College Heights

College Heights hosts a warm, neighborly feel and features an array of home styles and nearby amenities including parks, schools, restaurants and local transit.

This community welcomed 16 new families in 2022. The home sale price average here erupted from \$681,249 in 2021 to \$886,956, a striking 30.2% year over year increase. This is the highest percentage increase in 2022 for all 10 neighborhoods in our city. The price per square foot also rose dramatically from \$292.97 in 2021 to \$366.20 in 2022, a commensurate 25% increase.

With a lot to offer, College Heights consistently remains a wonderful and warm community.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	16	\$886,744	\$886,956	\$366.20
2021	23	\$683,200	\$681,249	\$292.97
2020	27	\$710,140	\$703,052	\$273.75
2019	28	\$658,464	\$644,196	\$289.69

Kari and Nate

The team at Carter and Associates is second to none! From the moment we decided to list with them, they lead us step-by-step through the process of selling our first home. If we had questions, they had answers. From recommending updates and fixes to staging, photography, and listing, Carter and Associates did all they could to help us sell our home for the best price. We couldn't have done it without Chad, and Christina!



Westchester Hills/ Chelsea Heights

With prime access to the heart of Decatur, Emory and all things Intown Atlanta, those who call Westchester Hills/Chelsea Heights home love its community feel and the walkability to shops, restaurants, nature and exercise facilities.

The combined neighborhoods of Westchester Hills and Chelsea Heights enjoyed 18 home sales in 2022. The average sales price of these 18 homes reached \$828,389, a whopping 19.16% increase from last year's average at \$695,165. The price per square foot expanded to \$358.85 in 2022.

Two lively neighborhoods with a common, community vibe and a multitude of nearby amenities – the Westchester Hills/Chelsea Heights area continues to be a highly desired locale within the city limits of Decatur.



YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	18	\$814,572	\$828,389	\$358.85
2021	33	\$684,391	\$695,165	\$329.56
2020	29	\$661,697	\$663,345	\$298.15
2019	26	\$644,488	\$630,931	\$269.43

Patrica G.

Chad and Christina are an amazing team. They accessed the value of my house, sat with me to help me understand how they figured out all of the nuances of selling my home. They advised how best to display my home and answered ALL of my questions. They respected my privacy, time constraints and created an environment of trust and caring. I highly recommend them if you are in the market of selling your home. They are very well researched and know how to make the sale possible.





Adair Park/ Lenox Place

Idyllic and a close-knit neighbor feel boasting a great social scene: the Adair Park and Lenox Place community truly encapsulates what a wonderful Decatur community is.

These neighboring communities realized 16 total home sales this year. They were one of only two neighborhoods where home sale price averages did not substantially elevate like the rest of the cityhood but actually slightly declined. The average on sale here in 2022 was \$696,813, a -1.19% decline from the home sale averages in 2021 at \$705,235. The price per square foot did elevate from \$331.69 to \$363.63, a 9.6% increase. The home sale average here was substantially under the city average at \$855,859, however, the home sale average price per square foot is directly in line with the city's, both at \$363 per square foot. Simply put, this is a community of smaller and more intimate average sized homes.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	16	\$690,863	\$696,813	\$363.63
2021	23	\$700,043	\$705,235	\$331.69
2020	9	\$564,256	\$552,159	\$311.01
2019	12	\$671,125	\$660,829	\$307.40

Those who live here, love it here. Adair Park/Lenox offers one of the more affordable neighborhoods, and features mostly smaller and more intimate homes.

Fredrick B. _____

The Atlanta real-estate market can be brutal but the Carters made us feel like a priority when it came to selling our home. They have extensive knowledge in the area and we never doubted that we were in the right hands. We were able to help us attain a best-case scenario for maximizing our profits. They guided us through several of the home-selling aspects with ease, and we know from working with other realtors, this isn't always the case. They offered great advice and were excellent at consulting with us throughout all of the steps. Cannot recommend this amazing team enough.





Glennwood Estates

An established and coveted community, Glennwood Estates boasts stunningly beautiful landscapes, estate land lots, and generally larger, picturesque homes.

This neighborhood had seven new families join their cherished community in 2022. The home sale price average here in 2022 at \$941,429, which was a 7.18% increase from the \$878,385 of 2021. Glenwood Estates is the second highest sale price neighborhood in our city and sits fairly above the city average at \$855,859. The price per square foot here at \$357.44 is just below the city average at \$363.46, suggesting home sales here could or should be at higher price points than recent sales achieved.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	7	\$913,986	\$941,429	\$357.44
2020	13	\$877,531	\$878,385	\$311.93
2020	14	\$728,957	\$702,107	\$293.72
2019	11	\$703,027	\$703,409	\$308.10

Along with its stunning landscape and architectural desirability, Glennwood Estates continues to thrive with its proximity to a number of amazing parks, schools and restaurants in the heart of Decatur.

Catherine S. _____

We interviewed several agents and chose the Carters because of their deep experience in Decatur. From start to finish they were impeccably professional and detail-oriented. We moved before we listed the house, and the Carters handled all the logistics on the ground - their staging and pre-work was excellent, and it was tremendously comforting working with them. We were very impressed with their networking and premarketing of our house. The team's breakdown of the offers helped us analyze which was best for us quickly. They are VERY savvy and very easy to work with - we can't say enough about them.



YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	4	\$738,725	\$761,250	\$320.76
2021	10	\$826,400	\$833,940	\$295.04
2020	3	\$916,667	\$917,750	\$297.42
2019	4	\$684,725	\$654,375	\$280.07

Parkwood

Parkwood and MAK Historic District are both exceptional neighborhoods, both donning their own unique style and charm.

Walk the warm and inviting sidewalks of Parkwood and you'll see why so many enjoy calling it home. This area features a remarkable balance of neighborhood intimacy, privacy and social neighborhood living.

Parkwood total sales typically average around three to five per year; 2022 was in line with four. 2021 was the only exception with 10 home sales achieved in that year. Despite the exceptional rise in home prices, with the city itself being elevated 16.75% in 2022, I am surprised to see it descended from \$833,940 in 2021 to \$761,250 in 2022, a 8.72% decline. With such a small sale pool of only four homes, this could simply be reflective of older homes in need of improvements and smaller homes transacting this year.

Small but mighty.

MAK

The MAK Historic District is made up of only a few blocks, but what you'll see is a glimpse of historic charm set on an idyllic and picturesque backdrop.

MAK experienced three home sales in 2022. This is in line with this snug, smaller community number of sales. This neighborhood sale averaged at \$711,133 in 2022, a decline of 12.43% from \$812,067 achieved in 2021. Again, with such a small pool of home sales, this reflects that the homes transferred to new families this last year were smaller and possibly less turnkey than the homes sold here the prior year.



YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2022	3	\$654,967	\$711,133	\$429.49
2021	6	\$779,050	\$812,067	\$305.62
2020	4	\$565,625	\$556,250	\$315.80
2019	4	\$697,000	\$695,500	\$297.07



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(c.) 404-944-6577 (o.) 404-564-5560 (e.) ccarter@carterandassociatesga.com

(w.) www.carterandassociatesga.com

Keller Williams Metro Atlanta 315 W Ponce de Leon Ave #100 | Decatur, GA 30030



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.