

THE CITY OF DECATUR

CHAD & CHRISTINA CARTER REAL ESTATE PRESENTS

20 Market 24 Report

2023 Data

9th
EDITION

YOUR DREAM IS OUR DREAM, TOO.

Whether you're buying or selling, your family's goals drive our passion for excellence and industry-leading standards.



#3

Atlanta Board
of Realtors
2021 and 2022

#1

Team- Keller Williams
Metro Atlanta 2018
through 2023





Our Client Testimonials

“We knew we were looking for a bit of a unicorn, particularly in a crazy market with low inventory. From the very first meeting with the Carters, we were immediately impressed with their clear knowledge and insights of the market in our area and their patience as we searched for the right home. Chad and Christina searched diligently for months, regularly reaching out to other agents to find out if they had anything coming that might fit our needs. This all paid off, and they found us a great home in our desired neighborhood. Both Chad and Christina were incredibly helpful in all aspects of the buying process and made the purchase a very smooth transaction!

After finding our new home, Chad and Christina switched gears and created a plan to help us sell our current home. The Carters, and their whole team, helped us every step of the way, from getting the house spruced up for sale to staging and photos. They were an amazing resource to have during that challenging time. Their incredible knowledge of the market in this area helped so much in getting our house priced and marketed in the best way possible. We had multiple offers over asking and were under contract within three days. As they had with the buying process, the Carters made the whole selling process incredibly smooth. We wholeheartedly recommend Chad and Christina Carter to anyone looking to buy or sell in the Atlanta area!” -Sarah C

“Chad and Christina have bought and sold several homes for us. Here’s why we love working with them: 1. They are extremely knowledgeable. By implementing their advice, we have gotten some amazing deals. 2. Their extensive knowledge of construction has proven to be invaluable. 3. They are easy to work with; they give counsel but don’t push it on you. 4. We trust them implicitly and can see by their actions that they have our best interests at heart.

I cannot recommend Chad and Christina enough and plan to use them again when we buy or sell another house.” -Todd S

“Chad and Christina Carter were the ideal Realtors to partner with in selling our home. From renovation to closing, they set our expectations honestly, communicated clearly, and managed surprises expertly. The Carters’ distinctive strength is their extensive network of contacts, including contractors, stagers, tradespeople and more. When an unexpected challenge arose, they promptly identified the right resource to resolve the issue. Christina’s impeccable style sense for appealing to buyers and Chad’s keen business sense for pricing the market were the reasons we had multiple offers. Chad, Christina, and their extended team were instrumental in quickly selling our home during an unpredictable season.” -Ellen S

“We are so grateful for Chad and Christina!!! They helped us buy our home six years ago and then sell it in a very short timeframe as we made a big move out of the metro area. We absolutely could not have done it, or secured the great final price on it, without them. Highly, highly recommend the Carters with no reservations and much gratitude!!! Grateful for their connections, too, re: essential fixes and staging (and staging for free!), even after we moved out and couldn’t be on hand for the work. I knew I had nothing to worry about, leaving the keys in their hands. Thank you, Christina and Chad!” -Jodi P

20 CITY OF DECATUR

23 Statistics

While inventory and sales were exceptionally low in 2023, they were relatively in line for supply and demand consideration. However, as always, our City of Decatur demand is always higher than supply and sale prices ascended again in 2023.

YEAR	HOMES AVAILABLE	HOMES SOLD	%HOMES SOLD VS. AVAILABLE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	177	154	87.01%	\$900,069	\$380.66
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

Home Sales and Inventory: It shouldn't surprise you to read that homes available for sale and homes sold plummeted in 2023. Home listings each year typically hover in the 280-300 range. We started to see a dip in 2022 to 227, and this number declined further in 2023 to only 177 opportunities to buy.

Total sales achieved also respectively declined from normal annual sales – typically in the 250-270 range – to 207 in 2022, and just 154 in 2023. This represents a 26% year-over-year decline in transactions in 2022, followed by another nearly 26% decline in 2023. Don't be alarmed; these statistics are in line with national market trends, especially given homeowners are quite content with their 3%+/- mortgage rate and buyers are holding out for mortgage rate relief. Remarkably, there were 23 homes available that did not achieve a sale (typically these homes are simply not ready for the market and are quite sellable homes).

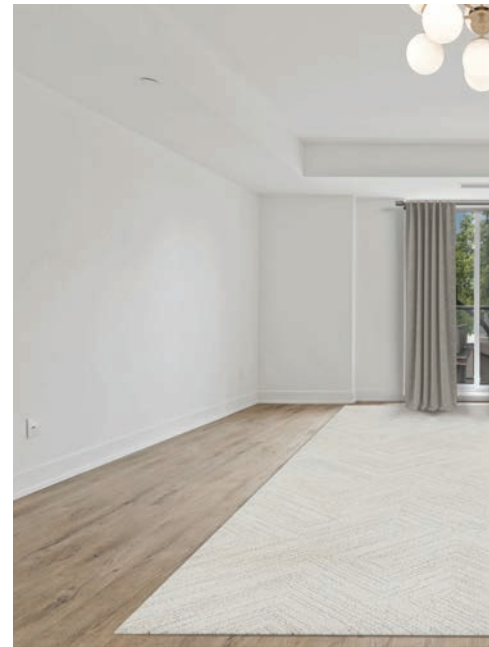
Homes Sales Prices: Buyer demand has always been very high in comparison to supply for our community (i.e., sellers have usually enjoyed the seller's market position). The recession has quelled the aggressiveness and number of buyers, however, demand is still strong, as evidenced by the average home sale price for the 154 homes sold going up another 5.1% in 2023. This past year, the home sale price average increased from \$855,859 in 2022 to \$900,069 in 2023. Quite impressive, yet on the flip side, tough for buyers. This increase follows a year of double-digit growth in 2022 of 16%. The City of Decatur may be 100% recession-proof in the housing sector! The average price per square foot increased from \$363.46 to \$380.66 per square foot, a 4.73% increase, which is quite in line with the 5.1% overall home sale price increase. The largest price point for growth in sales was the \$1.0 - \$1.39M market, which included 33 of the 207 total sales in 2022, to 42 sales of the 154 sales in 2023, representing 27% of total market sales. This year's average list-to-sale price was 100.42%. Nice work, colleagues, on nailing those list-to-sale price point assessments!

2023 HOME SALES BY PRICE RANGE IN CITY OF DECATUR ONLY

PRICE RANGE	SMALLEST SQFT	LARGEST SQFT	AVG SQFT	AVG DAYS MARKET	NUMBER OF SALES	% OF TOTAL SALES
\$300,000-\$399,999	928	1,839	1,454	98	4	3%
\$400,000-\$499,999	1,000	3,450	1,482	40	9	6%
\$500,000-\$599,999	990	2,680	1,524	24	13	8%
\$600,000-\$699,999	1,232	4,266	1,820	24	19	12%
\$700,000-\$799,999	1,354	3,288	2,069	15	26	18%
\$800,000-\$899,999	1,579	2,795	2,214	12	22	14%
\$900,000-\$999,999	2,060	4,368	2,739	32	10	6%
\$1,000,000-1,399,999	2,128	6,185	3,218	12	42	27%
\$1,400,000+	3,303	5,618	4,236	5	9	6%

WHITE GLOVE PROGRAM

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Preparing and selling your home doesn't have to be stressful. We've Got You!

Trust in our unparalleled and expertise all-inclusive home market-ready services and FREE luxury staging for your home. We are here to ensure a stress-free, streamlined and optimal market experience for you and your family every time.

Call us anytime to share your home sale needs and goals.

Always Available



Chad Carter 404.944.6577
Christina Carter 404.932.7388
www.carterandassociatesga.com



DEAR NEIGHBOR,

Born and raised in rural Kansas, my childhood was rich with pastoral simplicity. Our nuclear family of seven grew our own produce, raised cattle for our dinner table and bartered with neighbors for milk and other basics. We spent our days chasing our cows, chickens, guineas, peacocks, geese, dogs and cats (they were all our pets!). We retrieved our water daily from a pump well, had outhouses versus indoor plumbing and rationed water for bathing. When we weren't working the farm, we piled up (all seven of us!) on the bench seat of our faded, lime-green family Ford truck and attended 100+ person family gatherings at Grandma and Grandpa's house or hung out at the county fair, rodeo or rodeo dances (wearing our one pair of "fancy" jeans). I'm fully aware this sounds like the 1920s but somehow it was the 80s. I smile thinking about this time of my life and how it shaped my early understanding of family ideals, community, and hard work (the ethos of **Chad & Christina Carter Real Estate!**). We valued connection over material wealth, creating lifelong bonds and incredible memories.



The magic of this childhood influenced me even as a teenager to dream of having a family. While my peers and cousins only wanted to talk about playing sports, watching sports (Go Chiefs!), hunting and the like, I thought about how I couldn't wait to replicate aspects of my childhood with my own family one day.

Today, as I sit in the comfort of our beautiful community in Decatur, I find myself reflecting on these formative years. With Christina, my partner in life for 25 years and now also my partner in business, and our three wonderful children, Christian, Chloe, and Chase, life has been the fulfilling adventure I hoped for. Juggling kid activities, work, feeding the turtle and the cat and the dog, and the little joys of everyday life, I'm reminded daily of what truly matters.

At **Chad & Christina Carter Real Estate**, we understand the significance of family, community, and a home, especially in



a market where discerning tastes and substantial investments intersect. Real estate is not just about transactions; it's about finding that perfect sanctuary that resonates with your aspirations and lifestyle. It's about creating a haven where memories are nurtured and dreams are realized. Our commitment is to provide an experience that goes beyond the ordinary. We believe in building relationships that last a lifetime, just as we cherish our community ties here in Decatur. We're more than just realtors; we're your neighbors, your friends, and your partners in making real estate dreams realities.

As we step into 2024, we invite you to join us in celebrating the joys of home and community. Whether you're buying, selling, or simply keeping a pulse on the real estate market, **Chad & Christina Carter Real Estate** is here to guide and support you.

Wishing you a prosperous and fulfilling year ahead.

Chad and Christina Carter
Chad & Christina Carter Real Estate

Chad and Christina Carter

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Christina Carter 404.932.7388
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You don't have to be
committed to buying or
selling to reach out to us.

We are here as consultants first, ready for any and
all of your real estate questions.

Give us a call, anytime.

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2024 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.

As we navigate through the ever-evolving landscape of real estate, the team at **Chad & Christina Carter Real Estate** is dedicated to providing you with an informed outlook for the Decatur market in 2024.

Inventory Versus Demand Dynamics

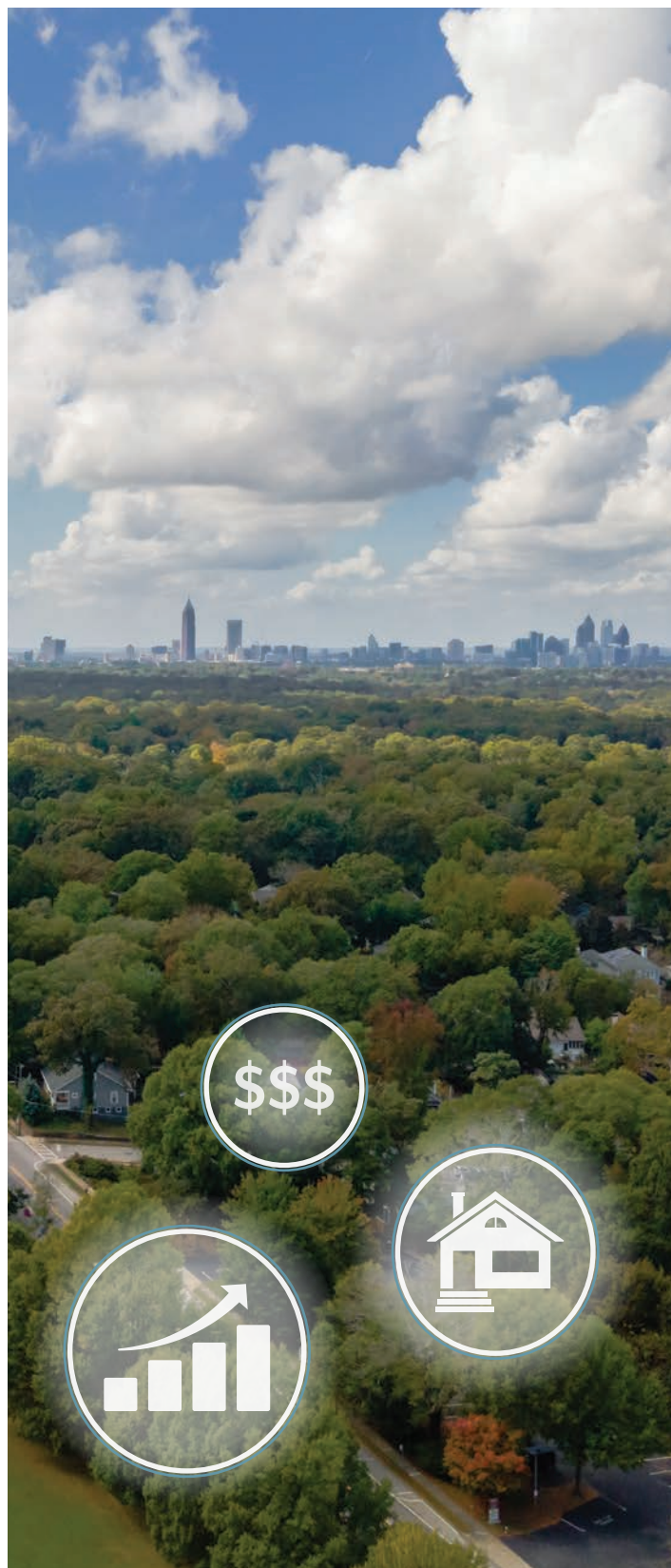
The City of Decatur remains an exceptional market, distinct from broader economic and housing trends. In 2024, we anticipate the inventory of available luxury homes to mirror the notably low levels of last year, with approximately 177 exclusive listings. Demand, while showing a slight moderation in 2023, continues to outpace supply, indicating a robust seller's market in 2024.

Home Sales Forecast

The rarity of available properties in our market is poised to continue in 2024, leading to a limited volume of home sales. We anticipate the total sales count to align closely with the 154 transactions of 2023. This trend underscores the exclusivity and appeal of Decatur's real estate offerings.

Anticipated Trends in Home Sale Prices

Decatur's market is set to witness a continued growth in home sale prices. We project a 5 to 6% increase in prices by year-end, echoing the growth experienced in 2023. While external factors such as interest rates and economic conditions may temper buyer activity, the persistent demand in our community will sustain a continued seller's market. Properties that are impeccably presented and move-in ready will command exceptional value this year, reflecting the perceptive and sophisticated yet approachable tastes of our clientele.



1 CHOOSE AN AGENT WITH A PROVEN TRACK RECORD. Make the effort to interview and secure an agent team with an exceptional history of results. Doing so will ensure a smooth transaction from contract to closing, resulting in a SALE for the highest price possible every time.



3 MAKE SURE YOUR CHOSEN AGENCY'S 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.



[CHAD & CHRISTINA CARTER]
REAL ESTATE

5 VIP

CHRISTINA'S TIPS WHEN LOOKING FOR A STRESS-FREE, OPTIMAL, HIGHEST-SELL EXPERIENCE IN 2024.

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 community's homes underlisted, with minimal marketing strategies and efforts, and most are simply undersold.

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. Effectively communicate the priceless lifestyle and value of your home in this community. We can help with this!



[CHAD & CHRISTINA]
CARTER REAL ESTATE

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20 HOME 23 SALES

[CHAD & CHRISTINA CARTER] REAL ESTATE

184 Pinecrest Avenue	1777 Coventry Road
2427 Saint Patrick Street SE	171 Olympic Place
1229 Regal Heights Drive	2967 Mount Olive Drive
3394 Wild Flower Cove	224 Arbor Creek Drive
5560 Southwinds Way	70 Rogers Street SE
1945 Pleasant Walk	6745 Biscayne Boulevard
2863 Two Lakes Circle	759 Kilkenny Circle
1337 Hardee Street NE	102 Glenlake Commons Drive
2479 Peachtree Road NE	2630 Talley Street
954 Georgian Point Drive	219 Madison Avenue
3405 Rapids Way	224 Glendale Avenue
827 Derrydown Way	1067 Mainstreet Valley Drive
3485 Honeycomb Drive SE	170 E Country Woods Drive
431 Landover Drive	3063 Dove Way
3214 Valley View Street	2807 Santa Barbara Drive
1595 Dewberry Trail	1601 Berkeley Lane NE
241 Maxwell Street	5481 Bushnell Court
1078 Lombardy Way	2071 Miriam Lane
1930 Glendale Drive	1111 S Candler Street
1967 Glenmar Drive	3626 Hillsborough Lane
638 N Superior Avenue	82 Dearborn Street SE
1486 Joy Lane	2774 Slumber Trail
2034 Palifox Drive NE	1926 Durand Mill Drive NE
2321 Cove Lake Way	1595 Paxon Street SE
3146 Bluebird Lane	1910 Fairway Circle NE
2690 Williamsburg Drive	3711 Glen Mora Drive
222 Forkner Drive	137 Heatherdown Road







OAKHURST

Oakhurst is the epitome of a vibrant, historic neighborhood with a strong sense of community. Centered around the bustling Oakhurst Village and an abundance of restaurants and bars, coffee spots, and neighborhood shops, Oakhurst offers a blend of charming tree-lined streets and a family-friendly atmosphere. As one of Decatur's most sought-after areas — and the largest neighborhood in CoD — Oakhurst consistently leads in real estate sales, reflecting its desirability.

Despite the significant decrease in overall City of Decatur home sales in 2023, Oakhurst total home sales remained very high at 45 transactions. This number represents 29% of all city of Decatur home sales in 2023. The average home sale price widely remained flat at \$953,035 in 2023, versus averages of \$950,774 in 2022. The Oakhurst average home sale price is the second highest of the 10 neighborhoods that make up our city of Decatur community, and notably above the city of Decatur total home sale average at \$900,069. The average home sale price per square foot for Oakhurst in 2023 was \$419.90, slightly outpacing the neighborhood's average in 2022 of \$410.19. The increase in price per square foot is in line with the average home sale increase and also notably above the city average at \$380.66. Annualized sales price growth is very consistent for this community.

This neighborhood, with its harmonious blend of historic charm and modern amenities, is an ideal choice for those looking to invest in a dynamic and connected community. Plus, residents love having a front-row seat for much-loved events such as Porchfest and the Soap Box Derby.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	45	\$928,153	\$953,035	\$419.90
2022	50	\$905,024	\$950,774	\$410.19
2021	61	\$733,149	\$744,454	\$355.10
2020	67	\$665,040	\$663,008	\$310.02

"We were lucky enough to choose Chad and Christina as our listing agents for our home. We had seen their signs around town and contacted them directly. We received a response almost immediately, and that was just the beginning. Chad, Christina, and the entire team provided excellent service for our home selling needs. Not only that, but their personal approach and careful handling made all the difference. Our home sold in less than a few days! Thank you to the entire Chad & Christina Carter Real Estate team!"

-Camille C



NEED MORE SPACE?

Let us help you
find move-up
home before
selling your
current home.

Good news! We have been helping City of Decatur families
find their dream “Move-Up” home for years, and we can
absolutely help your family, too!

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GREAT LAKES / CLAIREMONT ESTATES

The Great Lakes-Clairemont Estates community in Decatur stands out for its walkability, easy access to the city's top amenities, its diverse architectural styles and cozy, communal vibe. This area, appreciated and celebrated for its proximity to both Scott Boulevard and Clairmont Road and to downtown Decatur, is highly sought-after, combining the appeal of urban conveniences with a warm, neighborhood feel. Its proximity to schools, parks, and trails further enhances its desirability.

Great Lakes-Clairemont Estates community had 23 home sales last year, welcoming 23 new families to the neighborhood. This represents a notable decrease in total sales yet the statistics are quite in line with the overall diminished cityhood and national sales. The average home sale price here elevated substantially to \$930,978, a 17.64% increase over the average sales price in 2022 of \$791,397. This area is thus experiencing the greatest sales price growth in the City of Decatur for 2023, which achieved a 5.17% overall average increase by comparison. This area is the third highest-selling of the 10 neighborhoods that make up Decatur. The price per square foot also improved to \$380.22 per square foot, a 12.54% increase from the prior year; this increase lines up with the total city average of \$380.66. Growth is consistent in this enclave of City of Decatur year after year.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	23	\$919,387	\$930,978	\$380.22
2022	41	\$777,802	\$791,397	\$337.86
2021	38	\$751,266	\$752,079	\$323.48
2020	31	\$805,539	\$795,032	\$277.52

"Chad and Christina were amazing! They laid out a plan to sell the property and walked us through it to the end. They are very knowledgeable and dedicated to providing great service, advice, and support through the process!"

-Kelvin W



WINNONA PARK

Winnona Park captivates with its walkable streets lined with historic, eye-catching architecture, alongside top-notch schools, parks, and pools. This neighborhood, enriched with landmarks like Agnes Scott College and Columbia Theological Seminary, remains a favorite for its blend of beauty, educational institutions and green spaces.

Winnona Park home sales volume included 18 total transactions for the year, down from 33 in 2022, but completely consistent across the cityhood and in line with national trends. The average home sale price here stayed almost flat at \$882,310 in 2023, in comparison to \$882,790 in 2022. The average home sales price in Winnona Park in 2023 was just slightly below the cityhood average, at \$900,069. The sale price per square foot was \$340.73, effectively flat compared to 2022.

Its reputation as one of the most walkable, scenic, and welcoming communities ensures Winnona Park's continued desirability in Decatur.

"We had an exceptional experience working with Christina, Chad, and the whole team! They were professional and patient over several months as we searched for the perfect house for our family in the midst of a seller's market. They helped us navigate a complex issue that arose when we were finally under contract. We felt supported and never pressured during the entire journey. We highly recommend Chad & Christina Carter Real Estate!"

-Sanjay S

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	18	\$940,326	\$882,310	\$340.73
2022	33	\$859,949	\$882,790	\$342.80
2021	42	\$782,780	\$766,522	\$308.88
2020	47	\$685,650	\$676,429	\$277.13



WESTCHESTER HILLS / CHELSEA HEIGHTS



Westchester and Chelsea Heights are known for their dynamic community atmosphere and strategic locations, offering residents direct access to Decatur's core, Emory University, the VA Hospital and Atlanta's urban attractions. These neighborhoods are highly valued for their pedestrian-friendly environment, connecting residents to a variety of shops, restaurants, parks, and fitness options. This blend of an energetic neighborhood ambiance and urban convenience make Westchester Hills and Chelsea Heights appealing to those seeking a vibrant lifestyle within the Atlanta area.

Westchester Hills and Chelsea Heights together had 14 home transactions in 2023. Average home sale price here achieved the highest neighborhood increase, ascending a notable 18.98% with an average sale price of \$828,389 in 2022 to \$985,643 in 2023. The prior year, this community also experienced a 19.16% year-over-year increase, leading to a staggering 38.14% increase in two short years. The average price point for a home here is now quite notably above the city average at \$900,069.

"Chad and Christina and team have been wonderful. Christina and Chad helped to sell my home in April and then Christina being available, flexible, and patient with me, found me my new home in July. The Carters exceed expectations by providing referrals, suggestions, and recommendations to make the selling/buying process easier."

-Kathy F

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	14	\$1,014,179	\$985,643	\$366.07
2022	18	\$814,572	\$828,389	\$358.85
2021	33	\$684,391	\$695,165	\$329.56
2020	29	\$661,697	\$663,345	\$298.15



SYCAMORE RIDGE /DECATUR

Sycamore Ridge and Decatur Heights combine historic and modern homes, offering diverse styles and sizes at slightly more affordable prices compared to the city average. The neighborhoods are prized for their walkability to Decatur’s vibrant downtown, proximity to the Avondale MARTA Station and Avondale as a whole, a stunning nature preserve and the Emory Medical Community. The area saw 15 home sales in 2023. The average home sale price in 2023 was \$851,400, a 6.79% year-over-year increase (the prior year’s average home sale price was \$797,277). This is slightly above but overall consistent with the city average increase of 5.1%. The average price per square foot here increased to \$368.90, a 10.02% increase over 2022.

With charm and character and a lively community vibe, it’s no wonder Sycamore Ridge and Decatur Heights are increasingly sought-after areas.

HEIGHTS

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	15	\$838,833	\$851,400	\$368.92
2022	19	\$787,195	\$797,277	\$335.31
2021	31	\$672,401	\$672,830	\$321.13
2020	21	\$669,933	\$659,167	\$274.82

“I can’t recommend Chad and Christina enough! They have helped us with every purchase and sale over the past five years. Our last project was really tough, but Chad and Christina guided us through every step of the way! Christina’s eye for design and Chad’s market knowledge can’t be beat!”

-Kelly & Ian



COLLEGE HEIGHTS

College Heights in Decatur offers a welcoming community vibe, diverse home styles, and access to ample amenities like parks, schools and local dining.

College Heights welcomed 12 new families in 2023. The home sale price average here declined quite notably from \$886,956 in 2022 to \$732,938 in 2023, representing a 17.36% decline. That said, there's good reason: In 2022, this community's average sales price was a whopping 30.2% increase over 2021. The average home sale price per square foot declined only modestly from \$366.20 to \$354.89, which usually reflects a sell season of generally larger overall home sizes followed then by a year of sells dominated by smaller home sizes. That said, those who bought in College Heights in 2023 were able to buy into City of Decatur at a lower price point than most other neighborhoods!

Once considered a hidden gem, this fun neighborhood is shedding its secret status. Longtime residents and newer ones will continue to be grateful they've invested in homes in this beautiful, accessible neighborhood.

"Christina is an incredible agent. We have bought and sold several times now and It's always wonderful to work with the Carters. Very knowledgeable and they work hard to make it happen. Thanks, Christina!"

-Greg F

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	12	\$719,442	\$732,938	\$354.89
2022	16	\$886,744	\$886,956	\$366.20
2021	23	\$683,200	\$681,249	\$292.97
2020	27	\$710,140	\$703,052	\$273.75



ADAIR PARK / LENOX PLACE

Adair Park and Lenox Place stand out as among the most affordable neighborhoods in Decatur, known for their picturesque homes and the close-knit community feel. This area offers a diverse range of home styles plus boasts many nearby amenities including restaurants and coffee shops within steps plus the lovely Adair Park and nearby dog park.

These neighboring communities experienced nine total home sales in 2023. The low number of total transactions is quite in line with the overall substantially low sales number for the cityhood and the general national market trends. The average sale price of \$719,111 in 2023 was a 3.2% increase over the average sale price in 2022 of \$696,813. The price per square foot in Adair Park and Lenox Place increased from \$363.63 to \$373.71, representing a 2.77% increase; this is consistent with the 3.2% increase in average sale price. Both increases are just below the city average increase realized for the same period, at 5.17% and 4.73% increases, respectively.

The blend of affordability, community spirit, and proximity to the heart of Decatur makes these neighborhoods idyllic and highly sought-after for those valuing both intimacy and accessibility in urban living.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	9	\$704,444	\$719,111	\$373.71
2022	16	\$690,863	\$696,813	\$363.63
2021	23	\$700,043	\$705,235	\$331.69
2020	9	\$564,256	\$552,159	\$311.01

"I cannot thank Christina Carter enough for her help in finding me a home in Decatur. I was on the hunt for a house while living out of state, and Christina was always available to show me homes when I was in town. She was also very responsive to texts (my preferred communication channel!) and calls, and she was always able to put me in touch with the right people to apply for a mortgage with a local loan officer, schedule an inspection, and even get reliable, reasonable pest control service after purchasing my home. This was my first time buying a home without input from my wonderful father, and Christina was so patient and knowledgeable, explaining to me what to expect from this wild Atlanta/Decatur market and how to place a competitive offer in multiple-offer situations (an inevitability at this time and in this area). In the end, I was only looking for a month (from Alabama at that!) before my final offer was accepted. The staff at Carter & Associates were equally kind and helpful as I navigated the ins and outs of the oftentimes stressful buying process. I wholeheartedly recommend Christina, Chad, and everyone at Carter & Associates Realtors."

- Louise B



GLENNWOOD ESTATES

Glennwood Estates, recognized for its stateliness, features many larger homes and beautifully manicured lawns, and is situated near Decatur’s top parks, schools, and restaurants. This neighborhood is celebrated for its stable market and established feel, making it consistently sought after.

Home sales prices in Glennwood Estates decreased 2.96% over the last year, going from \$941,429 in 2022 to \$913,600 in 2023. That said, home sale prices here are relatively in line with the cityhood average of \$900,069. Glennwood Estates home sales prices per square foot were \$336.32, a 5.91% decrease from the \$357.44 price per square foot average recorded for 2022. It’s noteworthy, especially in a cityhood that experienced growth, that these numbers are the result of a smaller and older pool of homes sold, as there were just 10 Glennwood Estates home transactions in 2023.

The combination of spacious properties, aesthetic appeal, and strategic location will ensure Glennwood Estates remains a prime choice for those seeking luxury living in a vibrant community setting for years to come.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	10	\$924,400	\$913,600	\$336.32
2022	7	\$913,986	\$941,429	\$357.44
2021	13	\$877,531	\$878,385	\$311.93
2020	14	\$728,957	\$702,107	\$293.72

“As a realtor myself, I hold other realtors to the highest standards. When I needed help selling a family member’s condo from out of state, I enlisted the aid of Chad & Christina Carter Real Estate. The team provided excellent client care, arranging for every repair and taking care of every single detail imaginable, communicating fully along the way. They turned a challenging estate transaction into a smooth process. I would highly recommend Christina and Chad and the team at Chad & Christina Carter Real Estate to handle your transaction.”

-Mary F



MAK

The McDonough-Adams-Kings Highway (aka “MAK”) Historic District is a quaint and charming neighborhood flush with historic craftsman allure, with many MAK homes built between 1907 and 1940. In addition to historic Southern charm, the MAK District offers the conveniences of urban Decatur living, making it a highly sought-after location.

The MAK Historic District and its just ten square blocks posted only five total sales in 2023, a reminder of how rarely homes here go on the market. The average transaction price here reached \$931,800, an astonishing 31% increase over the home sale prices in 2022 of \$711,133. However, we should note that the average home sale price here reached \$812,067 in 2021, before descending to \$711,133 in 2022. With such a small volume of home sales here each year, the price point average and percent increase or decrease can swing dramatically each year.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	5	\$873,600	\$931,800	\$406.43
2022	3	\$654,967	\$711,133	\$429.49
2021	6	\$779,050	\$812,067	\$305.62
2020	4	\$565,625	\$556,250	\$315.80

PARKWOOD

Nestled between the Ponce and Scott Boulevard triangle and East Lake Drive, Parkwood offers residents inviting, pedestrian-friendly streets, spacious yards, historic homes and a strong sense of community.

The Parkwood neighborhood is a comparably-sized community with regards to the volume of total homes in comparison to most of the other neighborhoods that make up our cityhood. Similar to years past, 2023 saw low sales volumes, as people who buy in this neighborhood tend to stay for several decades. For the just three transactions in 2023, the average home sale price here was \$932,583. With such a low volume of sales, the average sale price here can swing wildly each year, simply reflecting the small pool of homes sold and/or their age and/or condition.

The demand for homes in Parkwood will remain high – making opportunities to purchase here particularly rare, ensuring that property values remain robust.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2023	3	\$943,000	\$932,583	\$373.68
2022	4	\$738,725	\$761,250	\$320.76
2021	10	\$826,400	\$833,940	\$295.04
2020	3	\$916,667	\$917,750	\$297.42





YOUR DREAM IS OUR DREAM, TOO.

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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 Chad & Christina Carter Real Estate 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.

