

10th

ANNIVERSARY
EDITION

CHAD + CHRISTINA CARTER
REAL ESTATE PRESENTS

CITY OF DECATUR

2025

Market Report

DEAR DECATUR NEIGHBORS,

Ten years of City of Decatur market reports—it still amazes me how quickly time passes and how much our community has grown and changed. When Chad and I first started this annual tradition, we were simply hoping to provide a transparent, helpful snapshot of our local real estate market. What we didn't anticipate was how deeply this would connect us to the incredible families and stories of Decatur.

This tenth edition is a comprehensive celebration of our community, bringing together detailed insights into all ten of our unique neighborhoods, our 2025 market projections, and a reflective journey through a decade of real estate evolution. From practical advice for sellers and buyers to a deep dive into market dynamics, we've woven together statistical analysis and neighborhood personalities, offering a holistic view of Decatur's real estate landscape that goes far beyond mere numbers.

I can't help but think about my engineering background when we approach these reports. Like managing complex airport construction projects, real estate is about understanding interconnected systems, anticipating needs, and creating seamless experiences. Each home tells a story—of families growing, dreams taking shape, and communities transforming. We've tried to capture that spirit, weaving human experiences into the statistical landscape.

As parents of three kids (from third to eleventh grade), Chad and I are deeply invested in this community beyond our professional roles. We're not just tracking market trends; we're watching our children grow alongside your families, participating in sports, attending and supporting community fundraisers and festivals, and feeling the pulse of Decatur's extraordinary spirit.

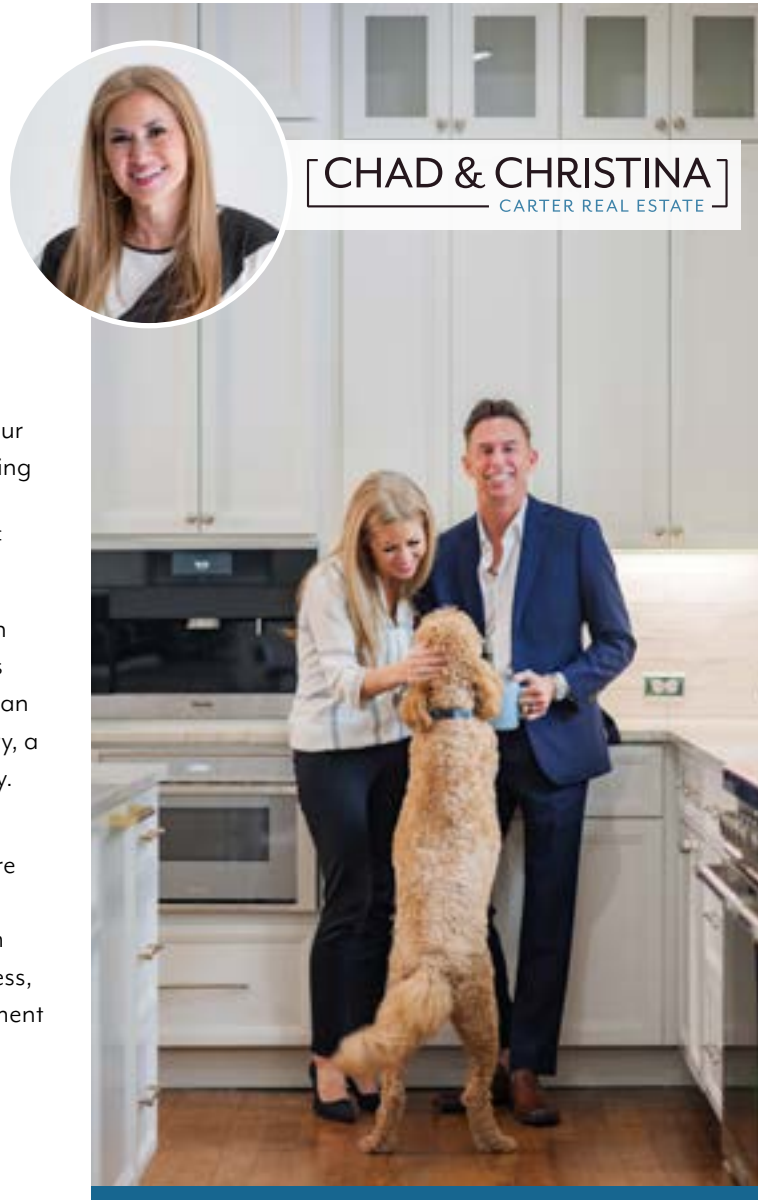
Our approach has always been about more than transactions. We believe in building relationships and understanding that a home is much more than square footage and market value. It's a sanctuary, a beginning, a chapter in your family's unique story.

Chad often says he appreciates I'm the detail-oriented one, working behind the scenes to ensure every insight is precise and clients' homes are perfectly prepared to sell for maximum value. I'm grateful that after 15 years together in this business, we still approach each day with the same excitement and commitment we had when we started.

Thank you for allowing us to be part of your journey, for trusting us with your most significant investments, and for making Decatur an extraordinary place to call home.

With heartfelt appreciation,

Christina



[CHAD & CHRISTINA]
CARTER REAL ESTATE

CONTACT

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Metro Atlanta 2018
through 2024

Top 3 Teams:
Atlanta Board of Realtors
2021, 2022, and 2023



[CHAD & CHRISTINA]
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2024 CITY OF DECATUR

REAL ESTATE DYNAMICS

REAL ESTATE DYNAMICS

The City of Decatur's real estate market proved its strength in 2024, navigating economic challenges with remarkable grace. Our local housing landscape showed promising signs of renewal, with home values and transaction volumes climbing steadily, reflecting our community's enduring desirability.

INVENTORY LANDSCAPE AND DYNAMICS

After bottoming out in 2023 with a mere 177 listings, our market rebounded impressively in 2024, expanding to 209 available properties. While still shy of the traditional 280-300 annual listings, this represents a significant recovery. Transaction volume surged by 11.04%, offering welcome relief after two consecutive years of decline. Of the properties listed, 38 remained unsold—not due to lack of market appeal, but primarily because of preparation nuances that, with expert guidance, can be easily addressed.

PRICE TRENDS AND MARKET INSIGHTS

The City of Decatur continues to exemplify a seller's market, characterized by a compelling supply-demand dynamic. Despite broader economic headwinds, our local market demonstrated remarkable resilience. The numbers tell a powerful story: median home values increased 5.74% year-over-year, with average sales prices climbing from \$900,069 to \$951,769.

The luxury segment particularly shined, with the \$1.0M-\$1.39M price range capturing 38 transactions—representing 22% of total market activity. An additional 24 properties transacted in the \$1.4M-\$1.9M range. Not included in this number are luxury custom builds that typically are valued in the \$2.0-\$3.0M range. Market efficiency remained exceptional, with properties trading at 100.42% of list price, underscoring our precision in valuation.

The year's total transaction volume of nearly \$162 million across 171 closings stands as a testament to Decatur's robust and momentum-driven real estate ecosystem.

The City of Decatur's real estate landscape demonstrated remarkable resilience in 2024. Despite challenging market conditions, key metrics showed encouraging signs as home sell volume and property values continued their upward trajectory, reinforcing our community's enduring appeal.

INVENTORY LANDSCAPE

YEAR	HOMES AVAILABLE	HOMES SOLD	% HOMES SOLD VS. AVAILABLE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	209	171	81.82%	\$951,769	\$399.26
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

2024 HOME SALES BY PRICE RANGE IN CITY OF DECATUR ONLY

PRICE RANGE	SMALLEST SQFT	LARGEST SQFT	AVG SQFT	AVG DAYS MARKET	# OF SALES	% TOTAL SALES
\$0-\$299,999	525	988	849	43	4	2%
\$300,000-\$399,999	1,271	1,271	1,271	21	1	1%
\$400,000-\$499,999	936	1,439	1,172	16	8	5%
\$500,000-\$599,999	1,026	1,840	1,432	21	5	3%
\$600,000-\$699,999	976	2,973	1,690	33	26	15%
\$700,000-\$799,999	1,521	3,337	1,939	21	28	16%
\$800,000-\$899,999	1,650	2,864	2,247	14	22	13%
\$900,000-\$999,999	2,218	4,118	2,756	17	15	9%
\$1,000,000-\$1,399,999	2,302	4,192	2,975	15	38	22%
\$1,400,000+	2,810	5,134	3,822	31	24	14%

GROWING FAMILY, GROWING NEEDS?

Discover Your Perfect Move-Up Home in Decatur!

Are you feeling squeezed in your current space? We specialize in helping Decatur families seamlessly transition to their dream home without the stress of selling first. Don't compromise on space or comfort. Let's sit down and map out your family's next chapter.

[CHAD & CHRISTINA]
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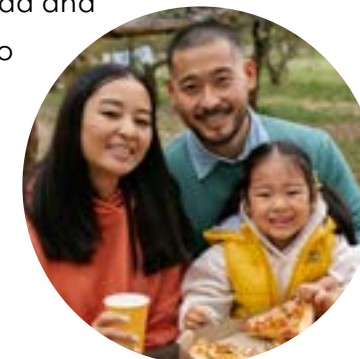
Chad Carter 404.944.6577 · Christina Carter 404.932.7388
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OUR CLIENT TESTIMONIALS

“A work colleague referred us last year to Chad and Christina. They met with us at our home to really get a sense of our tastes and desires, and we hit it right off. Their depth of knowledge of the Decatur and Druid Hills neighborhoods was wonderful and they were deeply connected within the real estate buying/selling community. We saw many homes and they were always available, deeply knowledgeable, and able to advise us through our search. We settled on and purchased a lovely home in a wonderful neighborhood and everything about the process was seamless and as stress-free as possible. We also retained Chad and Christina to sell our old home. Again, they took charge of the entire process, understanding what price point our home could sell at, what types of improvements would help, etc., and we got the benefit of their large network of contractors to make the changes and, without any extra charge to us, they staged our home beautifully. We were able to sell our home within the price range we hoped again with minimal stress. We heartily recommend [Chad and Christina's] services to sell or buy a home. ”

- Naana F.



“Chad and Christina have bought and sold several homes for us. Here is 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 to us.
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 action that they have OUR best interests at heart.

I cannot recommend them enough and plan to use them again when we buy or sell another house.”

- Todd S.

“From start to finish, [Chad and Christina] 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 were 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.”

- Catherine S.

“[The Carters'] strategic approach and keen eye for detail ensured our home was presented beautifully and sold quickly. [...] We would highly recommend Chad and Christina to anyone looking for a dedicated, knowledgeable, and compassionate real estate team.”

- Nadia S.

“Chad and Christina showed impeccable professionalism and sold our Oakhurst house for top dollar in four days. I highly recommend them.”

- Virginia V. L.

CITY OF DECATUR

10 YEARS OF HOME STATISTICS

Looking back over ten years of City of Decatur home sales data, we're heartened to see how property values have consistently climbed, building wealth for our homeowners and reflecting the incredible desirability of our community. At the same time, we remain mindful that these rising values create real challenges for many hoping to find their place in Decatur, whether they're looking to move here for the first time or current residents seeking their next home within our incredible city.



OAKHURST

YEARS	SALES	AVG PRICE	PRICE/SQ FT
2024	50	\$924,660	\$436.76
2023	45	\$953,035	\$419.90
2022	50	\$950,774	\$410.19
2021	61	\$744,454	\$355.10
2020	67	\$663,088	\$310.02
2019	55	\$599,941	\$309.28
2018	55	\$686,696	\$317.58
2017	61	\$651,678	\$295.51
2016	75	\$634,673	\$280.00
2015	85	\$582,071	\$263.03
2014	66	\$522,924	\$248.94

WINNONA PARK

YEARS	SALES	AVG PRICE	PRICE/SQ FT
2024	23	\$1,016,043	\$387.11
2023	18	\$882,310	\$340.73
2022	33	\$882,790	\$342.80
2021	42	\$766,522	\$308.88
2020	47	\$676,429	\$277.13
2019	29	\$702,418	\$289.69
2018	29	\$729,941	\$301.73
2017	43	\$699,652	\$272.15
2016	44	\$637,959	\$249.34
2015	33	\$592,353	\$242.06
2014	34	\$542,474	\$229.15

SYCAMORE RIDGE / DECATUR HEIGHTS

YEARS	SALES	AVG PRICE	PRICE/SQ FT
2024	18	\$774,678	\$363.26
2023	15	\$851,400	\$368.92
2022	19	\$797,277	\$335.31
2021	31	\$672,830	\$321.13
2020	21	\$659,167	\$274.82
2019	24	\$649,032	\$267.10
2018	23	\$558,615	\$289.94
2017	26	\$588,862	\$281.19
2016	20	\$564,910	\$256.13
2015	25	\$526,289	\$245.88
2014	20	\$518,151	\$238.46

ADAIR PARK / LENOX PLACE

YEARS	SALES	AVG PRICE	PRICE/SQ FT
2024	12	\$789,175	\$398.35
2023	9	\$719,111	\$373.71
2022	16	\$696,813	\$363.63
2021	23	\$705,235	\$331.69
2020	9	\$552,159	\$311.01
2019	12	\$660,829	\$307.40
2018	21	\$672,733	\$290.99
2017	28	\$589,302	\$290.33
2016	22	\$534,315	\$262.89
2015	38	\$554,980	\$253.62
2014	20	\$432,725	\$230.69

MAK HISTORIC DISTRICT

YEARS	SALES	AVG PRICE	PRICE/SQ FT
2024	2	\$1,311,250	\$374.21
2023	5	\$931,800	\$406.43
2022	3	\$711,133	\$429.49
2021	6	\$812,067	\$305.62
2020	4	\$556,250	\$315.80
2019	4	\$695,500	\$297.07
2018	11	\$621,439	\$319.95
2017	6	\$538,650	\$266.85
2016	7	\$599,929	\$280.79
2015	4	\$608,750	\$213.72
2014	2	\$452,000	\$253.14

GREAT LAKES / CLAIREMONT ESTATES

YEARS	SALES	AVG PRICE	PRICE/SQ FT
2024	20	\$928,270	\$387.97
2023	23	\$930,978	\$380.22
2022	41	\$791,397	\$337.86
2021	38	\$752,079	\$323.48
2020	31	\$795,032	\$277.52
2019	27	\$781,841	\$294.62
2018	34	\$660,600	\$283.38
2017	34	\$647,162	\$275.09
2016	31	\$628,774	\$263.83
2015	29	\$616,686	\$254.39
2014	19	\$574,868	\$247.69

WESTCHESTER HILLS / CHELSEA HEIGHTS

YEARS	SALES	AVG PRICE	PRICE/SQ FT
2024	10	\$920,480	\$420.93
2023	14	\$985,643	\$366.07
2022	18	\$828,389	\$358.85
2021	33	\$695,165	\$329.56
2020	29	\$663,345	\$298.15
2019	26	\$630,931	\$269.43
2018	15	\$637,600	\$266.23
2017	15	\$630,113	\$261.94
2016	27	\$696,642	\$271.71
2015	27	\$642,948	\$254.87
2014	24	\$518,147	\$253.01

COLLEGE HEIGHTS

YEARS	SALES	AVG PRICE	PRICE/SQ FT
2024	14	\$1,217,969	\$392.35
2023	12	\$732,938	\$354.89
2022	16	\$886,956	\$366.20
2021	23	\$681,249	\$292.97
2020	27	\$703,052	\$273.75
2019	28	\$644,196	\$258.84
2018	24	\$711,600	\$283.59
2017	21	\$637,760	\$256.96
2016	41	\$597,901	\$237.46
2015	37	\$508,281	\$235.94
2014	32	\$438,877	\$214.58

GLENNWOOD ESTATES

YEARS	SALES	AVG PRICE	PRICE/SQ FT
2024	19	\$1,016,605	\$362.54
2023	10	\$913,600	\$336.32
2022	7	\$941,429	\$357.44
2021	13	\$878,385	\$311.93
2020	14	\$702,107	\$293.72
2019	11	\$703,409	\$308.10
2018	6	\$858,833	\$316.22
2017	16	\$803,988	\$281.56
2016	35	\$675,791	\$258.20
2015	28	\$569,919	\$254.10
2014	20	\$582,276	\$249.18

PARKWOOD

YEARS	SALES	AVG PRICE	PRICE/SQ FT
2024	3	\$992,167	\$371.44
2023	3	\$932,583	\$373.68
2022	4	\$761,250	\$320.76
2021	10	\$833,940	\$295.04
2020	3	\$917,750	\$297.42
2019	4	\$654,375	\$280.07
2018	5	\$675,000	\$240.73
2017	3	\$645,000	\$259.05
2016	5	\$658,000	\$244.67
2015	9	\$540,194	\$216.04
2014	6	\$542,000	\$220.15

STRESS-FREE HOME SELLING STARTS HERE



YOUR PEACE OF MIND IS OUR PRIORITY.

From home market preparation and free luxury staging to an optimal sale, let our all-inclusive services handle all of the details while you focus on what matters: your family's next chapter.

CONTACT

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2024 CITY OF DECATUR

REAL ESTATE
MARKET FORECAST

2025 REAL ESTATE
MARKET FORECAST

As your local real estate partners, we're excited to share our 2025 forecast for Decatur's housing market - a snapshot that captures the unique spirit of our community.



SUPPLY AND
DEMAND DYNAMICS

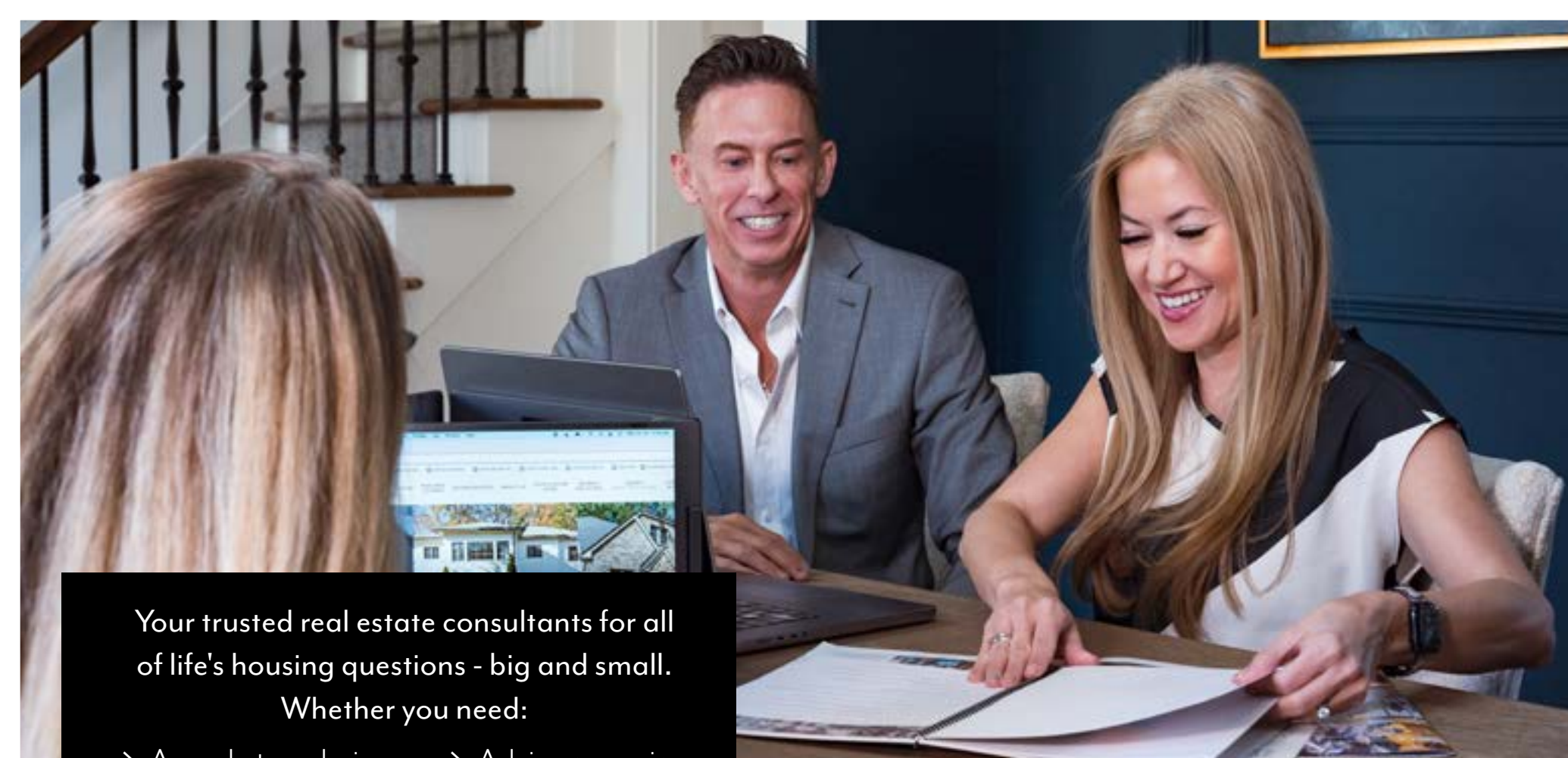
Decatur's real estate market continues to chart its own course, defying broader regional and national patterns. While extended low mortgage rates previously created market hesitation, emerging demographic shifts and evolving household needs are now poised to stimulate inventory growth. We project housing availability will expand to 225-250 units in 2025, with mortgage rates stabilizing between 6.5-7%. Despite these potential headwinds, persistent buyer demand remains robust, consistently outpacing available inventory and maintaining a distinctly seller-favorable environment.

TRANSACTION
VOLUME
EXPECTATIONS

The anticipated inventory expansion, coupled with sustained buyer interest, signals a strengthening transactional landscape. We forecast approximately 200 completed sales in 2025. Notably, 40-50 properties may initially struggle to sell—not due to inherent marketability concerns, but because of nuanced preparation strategies that, when expertly addressed, can transform market potential.

PRICE TRAJECTORY
AND MARKET
INSIGHTS

Our analysis indicates continued price appreciation, with projected gains of 5-6% through year-end. This trajectory harmonizes with our recent historical performance, echoing increases of 5.1% in 2022 and 5.74% in 2023. While national economic factors will influence buyer behavior, Decatur's persistent demand-supply imbalance ensures remarkable market stability. Premium valuations will especially favor meticulously maintained, market-ready properties that align with our sophisticated buyers' discerning tastes—homes that don't just meet expectations, but exceed them.



Your trusted real estate consultants for all of life's housing questions - big and small.
Whether you need:

- A market analysis of your home
- Recommendations for trusted contractors
- Guidance on home improvements and associated value
- Advice on major renovation or expansion plans
- Referrals to COD-friendly builders
- and more!

Not ready to buy or sell?
We're still here for you.
Give us a call, anytime.

Chad and Christina Carter

Looking for a stress-free, top dollar home sales experience in 2025?

1 CHOOSE A REALTOR WHO DELIVERS REAL RESULTS The right real estate agent can mean the difference between a good sale and an exceptional one. In our market, a top-performing agent can help you secure tens to hundreds of thousands more than an average agent, turning expertise into a tangible financial advantage.



2 GIVE YOUR HOME A SHOWSTOPPING MAKEOVER First impressions are everything. Our team handles every detail—from budget-friendly repairs to complimentary luxury staging—to transform your property from a listing to a must-have home that attracts serious buyers willing to pay premium prices.



5 FOLLOW CHRISTINA'S VIP tips

3 UNVEIL YOUR HOME'S UNIQUE NARRATIVE Your home isn't just a house—it's a lifestyle waiting to be discovered. Our expert marketing team knows how to highlight what makes your property special. Whether it's the morning sunlight flooding your kitchen or the neighborhood's hidden treasures, we craft a story that resonates with buyers who will truly appreciate your home's distinctive character.



4 AMPLIFY YOUR HOME'S VISIBILITY Nearly half of our buyers come from outside the area. Our comprehensive marketing strategy ensures maximum exposure—reaching local, out-of-state, and international buyers—creating a competitive environment that works in your favor.



5 EXECUTE A STRATEGIC SALES APPROACH Selling your home isn't about "listing and hoping"—it's about strategic precision. We follow a meticulously crafted plan that carefully orchestrates market timing, negotiations, and every crucial step to maximize your outcome and minimize stress.



[CHAD & CHRISTINA]
CARTER REAL ESTATE

2024 HOME SALES

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1337 HARDEE ST	222 CHIPLEY CREEK DR
543 MIMOSA GROVE XING	5235 LONG GREEN LN
933 ASHBY CIR	1146 IRA STREET
501 PAYNE RD	1033 AVON BREEZE CT
1601 BERKELEY LN	1431 MERIDIAN ST
3063 DOVE WAY	361 ATLANTA AVE
1496 BELVA AVE	1481 VENETIAN DR
4780 VALLEY VIEW CT	110 CARTER AVE
860 PEACHTREE ST #2317	888 MARION AVE
933 ASHBY CIR	1094 FAIRWAY GARDENS
3271 ROCKVIEW DR	1748 TERRY MILL RD
3271 ROCKVIEW DR	826 OAKHILL AVE
5218 ROSETRACE TERRACE	826 OAKHILL AVE
805 CHARLES ALLEN DR	1012 LATHAM RD
1150 OGLETHORPE AVE	521 MARTIN ST
1126 OAKLAND TRACE	2426 SAINT PATRICK ST
2945 BELVEDERE LN	86 BRADLEY ST
730 E LAKE DR	888 MARION AVE
75 MAYSON AVE	2986 BELVEDERE LN





OAKHURST

Decatur's Vibrant Neighborhood Gem

Oakhurst continues to shine as Decatur's most dynamic and sought-after neighborhood, anchored by the lively Oakhurst Village and a rich community spirit. As the city's largest neighborhood, it boasts an unparalleled blend of historic charm and modern amenities that makes it irresistible to residents and homebuyers alike. The neighborhood's character is defined by its tree-lined streets, inviting front porches, and a calendar packed with beloved community events like Porchfest and the Soap Box Derby. Oakhurst Village serves as the heart of the community, offering an eclectic mix of restaurants, coffee shops, and local businesses that create a vibrant, walkable atmosphere.

More than just a place to live, Oakhurst represents a lifestyle—family-friendly, deeply connected, and brimming with local character. Its consistent leadership in real estate sales reflects not just a market trend, but a testament to the neighborhood's enduring appeal and the strong sense of community that draws people here year after year.

Oakhurst maintained its position as Decatur's most active submarket with 50 transactions in 2024, underscoring its enduring market appeal. While the average sale price experienced a modest adjustment to \$924,660 from \$953,035 in 2023, this recalibration reflects the specific composition of properties traded rather than any fundamental market weakness.

As Decatur's largest neighborhood, Oakhurst's sales volume provides a comprehensive market sample. The slight price moderation, positioning the submarket seventh among Decatur's ten neighborhoods—a departure from its typical top-two ranking—places it marginally below the citywide average sale price of \$951,769.

However, the robust price per square foot of \$436.76, up from \$419.90 in 2023 and significantly exceeding the city's average of \$399.26, tells a more nuanced story. This metric, combined with the year's smaller average home size, suggests the price adjustment stems from property mix rather than market depreciation. Given these strong fundamentals, we anticipate renewed price appreciation

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	50	\$943,218	\$924,660	\$436.76
2023	45	\$928,153	\$953,035	\$419.90
2022	50	\$905,024	\$950,774	\$410.19
2021	61	\$733,149	\$744,454	\$355.10

across both total value and price per square foot metrics in 2025, aligning with Oakhurst's historical growth patterns.

GREAT LAKES / CLAIREMONT ESTATES

Where Location Meets Legacy

Great Lakes-Clairemont Estates continues to exemplify the best of Decatur living—a charming community defined by its exceptional walkability, diverse architectural styles, and close proximity to the city's most coveted amenities. Nestled strategically between Scott Boulevard and Clairmont Road, this neighborhood offers residents an enviable blend of urban convenience and intimate community charm. Its prime location provides easy access to downtown Decatur, schools, parks, and trails, making it one of the city's most desirable residential areas.

More than just a location, Great Lakes-Clairemont Estates represents a way of life. The neighborhood's varied home designs, walkable streets, and welcoming atmosphere create a unique living experience that continues to attract discerning homebuyers seeking the perfect balance of accessibility and community spirit.

Great Lakes-Clairemont Estates showcased remarkable community resilience in 2024, with 20 property transfers that highlight both the neighborhood's stability and selective desirability. This modest transaction volume speaks volumes about the area's high resident retention and strong community bonds.

Market metrics reveal a picture of steady confidence. Average sale prices demonstrated near-perfect stability, adjusting only nominally by -0.29% to \$926,550—a natural recalibration following the exceptional 17.64% appreciation of 2023. The neighborhood's price per square foot strengthened to \$387.97, representing a 2.04% increase and tracking closely with the citywide average of \$399.26.

Looking forward to 2025, we project continued consistency in transaction volume, with approximately 20 sales anticipated. Value appreciation is expected to align with broader market trends, with

projections pointing to a 5% increase—underlining the neighborhood's enduring market appeal and robust economic fundamentals.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	20	\$926,550	\$928,270	\$387.97
2023	23	\$919,387	\$930,978	\$380.22
2022	41	\$777,802	\$791,397	\$337.86
2021	38	\$751,266	\$752,079	\$323.48





WINNONA PARK

A Decatur Neighborhood of Distinction

Winnona Park stands as a jewel in Decatur's crown, celebrated for its historic charm, exceptional walkability, and rich cultural landscape. Home to Agnes Scott College and Columbia Theological Seminary, the neighborhood offers a unique blend of academic presence, stunning residential architecture, and abundant green spaces. Distinguished by its beautifully landscaped streets and historic landmarks, Winnona Park continues to be one of Decatur's most sought-after communities. Its proximity to top-tier schools, parks, and pools, combined with visually stunning residential architecture, creates an irresistible living environment that attracts families and professionals alike.

The essence of Winnona Park lies in its seamless fusion of historic character, natural beauty, and community connection—a rare combination that continues to draw residents who value both charm and convenience.

Winnona Park distinguished itself as one of Decatur's most dynamic submarkets in 2024, completing 23 transactions with exceptional market performance. The neighborhood experienced a remarkable surge in average sale prices, climbing to \$1,016,043—an impressive 15.16% increase from \$940,360 in 2023.

This robust growth positioned Winnona Park as the third-highest-valued neighborhood among Decatur's ten districts, significantly outpacing the citywide average sale price of \$951,769. The market's underlying strength was further confirmed by price per square foot metrics, which rose 13.61% to \$387.11, demonstrating consistent value appreciation across property types.

Looking forward to 2025, we anticipate continued momentum. Our projections suggest transaction volume will expand to 25-30 sales, with price appreciation expected to moderate to a sustainable 5-6% growth rate—reflecting the neighborhood's strong fundamentals while aligning with broader market dynamics.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	23	\$1,002,517	\$1,016,043	\$387.11
2023	18	\$940,326	\$882,310	\$340.73
2022	33	\$859,949	\$882,790	\$342.80
2021	42	\$782,780	\$766,522	\$308.88

WESTCHESTER HILLS / CHELSEA HEIGHTS

Prime Location, Connected Living

Westchester Hills and Chelsea Heights offer an ideal fusion of accessibility and community spirit, providing residents direct access to Decatur's core, Emory University, and Atlanta's urban amenities. These companion neighborhoods are prized for their pedestrian-friendly environment, connecting residents to local shops, restaurants, parks, and fitness facilities.

The area's strategic location serves as a gateway to both Decatur's small-town charm and Atlanta's metropolitan offerings. With easy access to the VA Hospital and major transportation routes, these neighborhoods attract residents seeking a perfect balance of quiet community life and urban convenience. Their continued desirability stems from this unique positioning—offering the best of Decatur living while maintaining seamless connections to greater Atlanta.

The combined Westchester Hills and Chelsea Heights submarket captured 10 transactions in 2024, marking a measured period of market normalization after years of exceptional appreciation. Following remarkable gains—18.98% in 2023 and 19.16% in 2022, which culminated in a dramatic 38.14% two-year appreciation—the market underwent a strategic price recalibration.

Average sale prices adjusted to \$920,480, a -6.61% moderation that more closely aligns with the citywide average of \$951,769. This adjustment appears to be a natural market response to the area's extraordinary previous growth, rather than signaling any underlying market weakness.

Looking forward to 2025, we project transaction volume will expand to the mid-to-high teens, with values anticipated to resume a more sustainable growth trajectory. This approach suggests a return to steady, predictable market performance after the previous years' remarkable appreciation.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	10	\$896,665	\$920,480	\$420.93
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





SYCAMORE RIDGE / DECATUR HEIGHTS

Character, Nature, and Accessibility

Sycamore Ridge and Decatur Heights showcase the thoughtful evolution of Decatur's residential landscape, offering an appealing mix of historic charm and modern design. These neighborhoods stand out for their diverse architectural styles and more approachable price points, making them increasingly attractive to buyers seeking Decatur's celebrated quality of life. The area's natural beauty is enhanced by Woodlands Garden, established tree canopy, and winding streets, while maintaining convenient access to downtown Decatur, the Avondale MARTA station, and the Emory/CDC medical corridor.

The Sycamore Ridge and Decatur Heights submarket recorded 18 transactions in 2024, with average sale prices adjusting to \$774,678 from \$851,400 in 2023—a -9.01% variation that reflects the year's property mix rather than market depreciation. This is evidenced by stable price per square foot metrics at \$363.26, compared to \$368.90 in 2023, and smaller average home sizes in 2024 (2,102 sq ft vs. 2,423 sq ft in 2023).

Looking ahead to 2025, we anticipate increased market activity, with transaction volume potentially exceeding 20 sales. With their distinctive charm and vibrant community spirit, these neighborhoods continue to attract discerning buyers seeking value within the Decatur market.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	18	\$777,356	\$774,678	\$363.26
2023	15	\$838,833	\$851,400	\$368.92
2022	19	\$787,195	\$797,277	\$335.31
2021	31	\$672,401	\$672,830	\$321.13

COLLEGE HEIGHTS

From Hidden Gem to Sought-After Enclave

College Heights has evolved into one of Decatur's most distinctive neighborhoods, offering a perfect blend of small-town atmosphere and urban convenience. The area's tree-lined streets feature an eclectic mix of classic bungalows, mid-century ranches, and thoughtfully designed new construction, creating an architecturally diverse landscape that appeals to a wide range of homebuyers. Residents cherish the neighborhood's strong sense of community, enhanced by its walkable streets and proximity to College Heights Early Childhood Learning Center, the East Lake MARTA station, and the restaurants and shops of Oakhurst Village. This combination of community spirit, architectural character, and urban accessibility has transformed College Heights from a hidden gem into one of Decatur's most sought-after addresses.

College Heights emerged as Decatur's highest-valued submarket in 2024, showcasing extraordinary market resilience through 14 transactions. After experiencing a price moderation from \$886,956 in 2022 to \$732,938 in 2023, the neighborhood executed a remarkable market rebound, with average sale prices surging to \$1,217,969. The recovery was substantiated by robust price per square foot metrics, climbing from \$354.89 in 2023 to \$392.35 in 2024—closely aligning with the citywide average of \$399.26. A key driver of this appreciation was the year's property mix, with the average home size expanding significantly to 3,072 sq ft, compared to just 2,153 sq ft in 2023.

Looking forward to 2025, we project transaction volume will increase to the high teens, with values expected to settle into a more sustainable growth trajectory. The comprehensive price recovery across both total value and price per square foot metrics underscores College Heights' strong market fundamentals and enduring neighborhood appeal.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	14	\$1,207,026	\$1,217,969	\$392.35
2023	12	\$719,442	\$732,938	\$354.89
2022	16	\$886,744	\$886,956	\$366.20
2021	23	\$683,200	\$681,249	\$292.97





ADAIR PARK / LENOX PLACE

Neighborhood Charm in the Heart of Decatur

Adair Park and Lenox Place embody the essence of intimate community living, offering a distinctive blend of affordability and genuine neighborhood connection. These companion neighborhoods are cherished for their picturesque streetscapes, diverse housing styles, and close-knit social fabric where neighbors know each other by name.

The area stands out for its exceptional value proposition within Decatur's market, featuring well-maintained homes at comparatively accessible price points. Residents enjoy walkable access to local parks, popular eateries, and coffee shops, while the intimate scale of homes creates a uniquely social atmosphere that fosters strong community bonds.

Located just minutes from downtown Decatur, these neighborhoods continue to attract both first-time homebuyers and long-term residents who value the rare combination of affordability, location, and authentic community spirit—making them among Decatur's most beloved residential enclaves.

Adair Park and Lenox Place demonstrated robust market performance in 2024, completing 12 transactions that underscore the neighborhoods' enduring appeal. The submarket achieved impressive price appreciation, with average sales values rising 9.74% to \$789,117 from \$719,111 in 2023.

Strengthening market fundamentals were evident in the price per square foot metrics, which increased from \$373.71 to \$398.35—a substantial 6.59% gain. This consistent upward trajectory in valuations has become a defining characteristic of these communities, reflecting their stable and attractive market position.

Given the neighborhoods' boutique scale and proven market resilience, we anticipate transaction volume will remain in the low teens for 2025. Values are expected to continue their pattern of steady, measured appreciation, maintaining the area's reputation for reliable real estate investment.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	12	\$783,467	\$789,175	\$398.35
2023	9	\$704,444	\$719,111	\$373.71
2022	16	\$690,863	\$696,813	\$363.63
2021	23	\$700,043	\$705,235	\$331.69

GLENNWOOD ESTATES

Stately Living in Decatur's Heart

Glennwood Estates exemplifies refined Decatur living, distinguished by its collection of larger homes, estate-sized lots, and meticulously maintained landscapes. The neighborhood's stately character is enhanced by tree-lined streets and impressive architectural details that create an atmosphere of established elegance.

Strategic location adds to the area's enduring appeal, with residents enjoying easy access to Decatur's premier parks, schools, and restaurants. This combination of spacious properties and prime positioning has established Glennwood Estates as one of the city's most desirable neighborhoods, consistently attracting discerning buyers seeking luxury living in a stable, established community.

The neighborhood's continued market strength reflects both its physical attributes and its reputation for maintaining high standards of residential excellence within the Decatur community.

Glennwood Estates celebrated a landmark year in 2024, achieving its highest transaction volume since 2016 with 19 completed sales. The neighborhood demonstrated exceptional market strength, with average sale prices surging 11.27% to \$1,010,099 from \$913,600 in 2023.

This robust performance established Glennwood Estates as the fourth-highest-valued submarket in Decatur, significantly outpacing the citywide average of \$951,769. Property values showed consistent appreciation across all metrics, with price per square foot advancing 7.8% from \$336.32 to \$362.54.

Looking forward to 2025, we anticipate transaction volume will normalize to historical levels of 10-12 sales, with price appreciation moderating to align with broader market projections of 5-6% growth. The neighborhood's continued market vitality reflects its enduring appeal and strong fundamental value.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	19	\$1,010,099	\$1,016,605	\$362.54
2023	10	\$924,400	\$913,600	\$336.32
2022	7	\$913,986	\$941,429	\$357.44
2021	13	\$877,531	\$878,385	\$311.93





MAK HISTORIC DISTRICT

Timeless Southern Charm

The McDonough-Adams-Kings Highway (MAK) Historic District captures the essence of historic Decatur. This intimate enclave showcases pristine craftsman homes built between 1907 and 1940, creating a setting that feels transported from a bygone era.

As one of Decatur's most distinctive neighborhoods, MAK combines the grace of historic Southern architecture with modern urban conveniences. Its tree-lined streets and period homes attract both architecture enthusiasts and those seeking an authentic historic district lifestyle, while its proximity to downtown Decatur adds contemporary appeal to its timeless charm.

Home sales in MAK remain consistently strong, though opportunities are rare given the neighborhood's compact size. Each listing represents a unique chance to own a piece of Decatur's architectural heritage while enjoying the convenience of contemporary city living.

The MAK Historic District, spanning just ten square blocks, maintained its reputation for exclusivity in 2024 with only two home sales. Despite the limited transaction volume, these properties averaged an impressive \$1,311,250—technically crowning MAK as Decatur's highest-priced neighborhood for the year.

With such a boutique sales volume, the district's market metrics can demonstrate significant volatility. Each transaction carries substantial weight in determining the neighborhood's annual pricing dynamics, creating a uniquely nuanced market profile that defies traditional market analysis.

The neighborhood's extraordinarily high average sale price underscores its distinctive character, reflecting the exceptional quality and historical significance of properties within this compact, sought-after enclave

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	2	\$1,200,000	\$1,311,250	\$374.21
2023	5	\$873,600	\$931,800	\$406.43
2022	3	\$654,967	\$711,133	\$429.49
2021	6	\$779,050	\$812,067	\$305.62

PARKWOOD

A Community of Deep Roots

Parkwood exemplifies the allure of established Decatur living, with its historic homes, generous lots, and tree-lined streets creating an atmosphere of timeless elegance. Nestled between Ponce de Leon Avenue, Scott Boulevard, and East Lake Drive, this intimate neighborhood centers around Parkwood Park, a cherished green space that residents take pride in.

The neighborhood features an impressive collection of Tudor Revival, Colonial Revival, and Ranch-style homes, many dating back to the 1920s to 1940s. Its charismatic streets—East and West Parkwood Roads, Upland Road, Wimberly Court and Parkwood Lane—create a sense of sanctuary while maintaining convenient access to downtown Decatur. The neighborhood's enduring appeal stems from its pedestrian-friendly layout, mature tree canopy, and strong sense of community spirit. It's no surprise there continues to be very low turnover in this neighborhood; many homeowners stay for decades!

Market performance remains robust, with average home sale prices reaching \$992,167 in 2024—a notable 6.39% appreciation. Looking ahead to 2025, we anticipate 3-4 transactions, with values expected to grow in line with broader market projections of 5-6%. This combination of natural beauty, historic architecture, and limited inventory ensures Parkwood's position as one of Decatur's most exclusive communities.

YEAR	SALES	AVG LIST PRICE	AVG SALE PRICE	PRICE PER SQ. FT.
2024	3	\$999,500	\$992,167	\$371.44
2023	3	\$943,000	\$932,583	\$373.68
2022	4	\$738,725	\$761,250	\$320.76
2021	10	\$826,400	\$833,940	\$295.04



YOUR DREAM IS OUR DREAM, TOO.



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