

How's The Market?

Atlanta, GA

Presented by David Childers, Keeping Current Matters



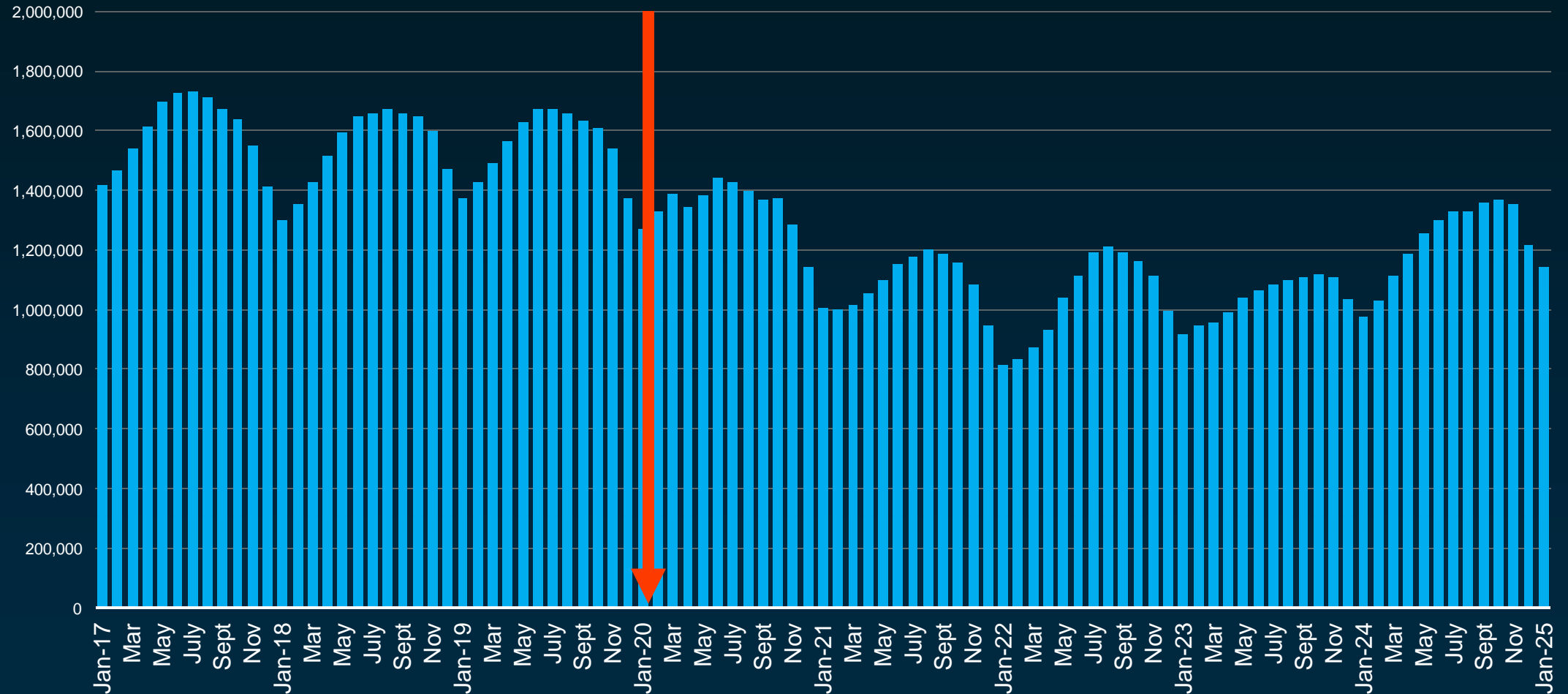


“People do not follow the best leaders. They follow the ones they can understand the easiest.”

Donald Miller

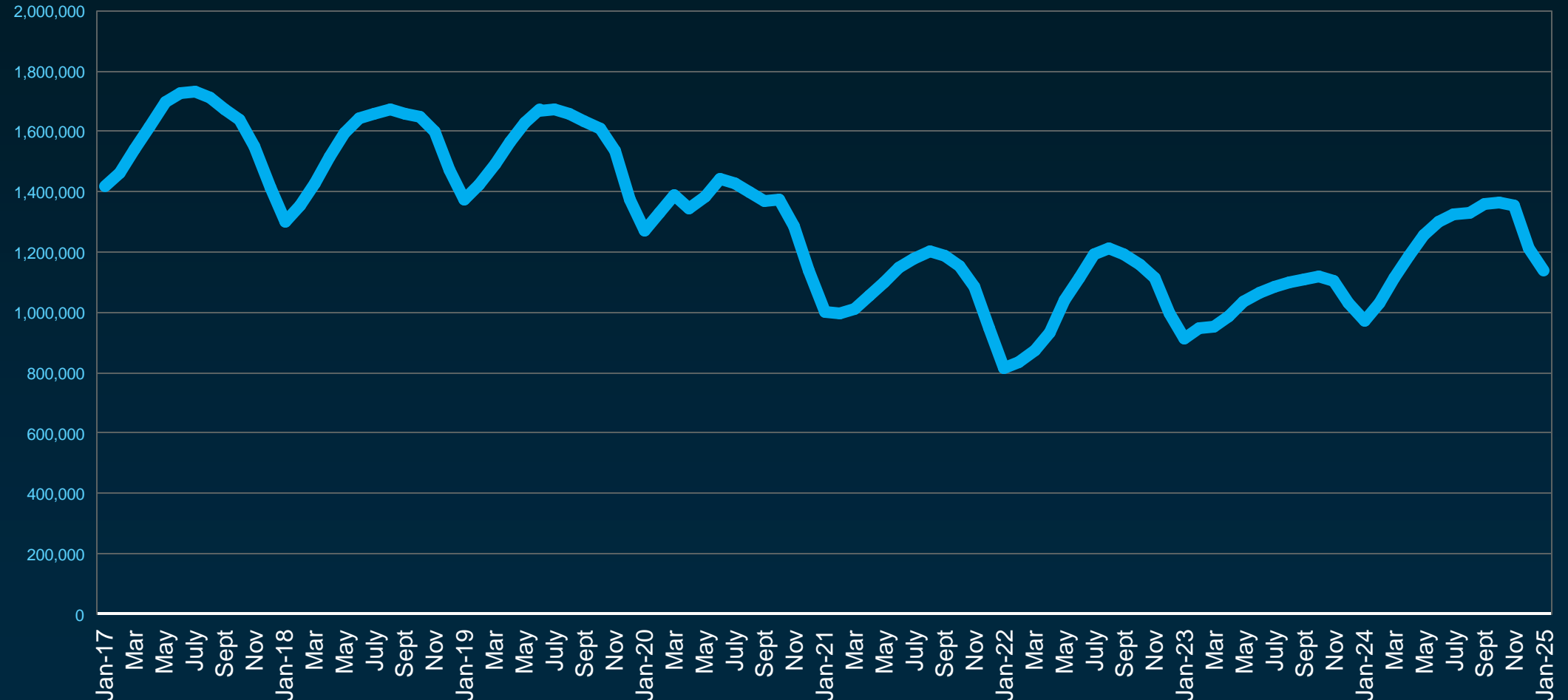
U.S. Total Listing Count

Since January 2017



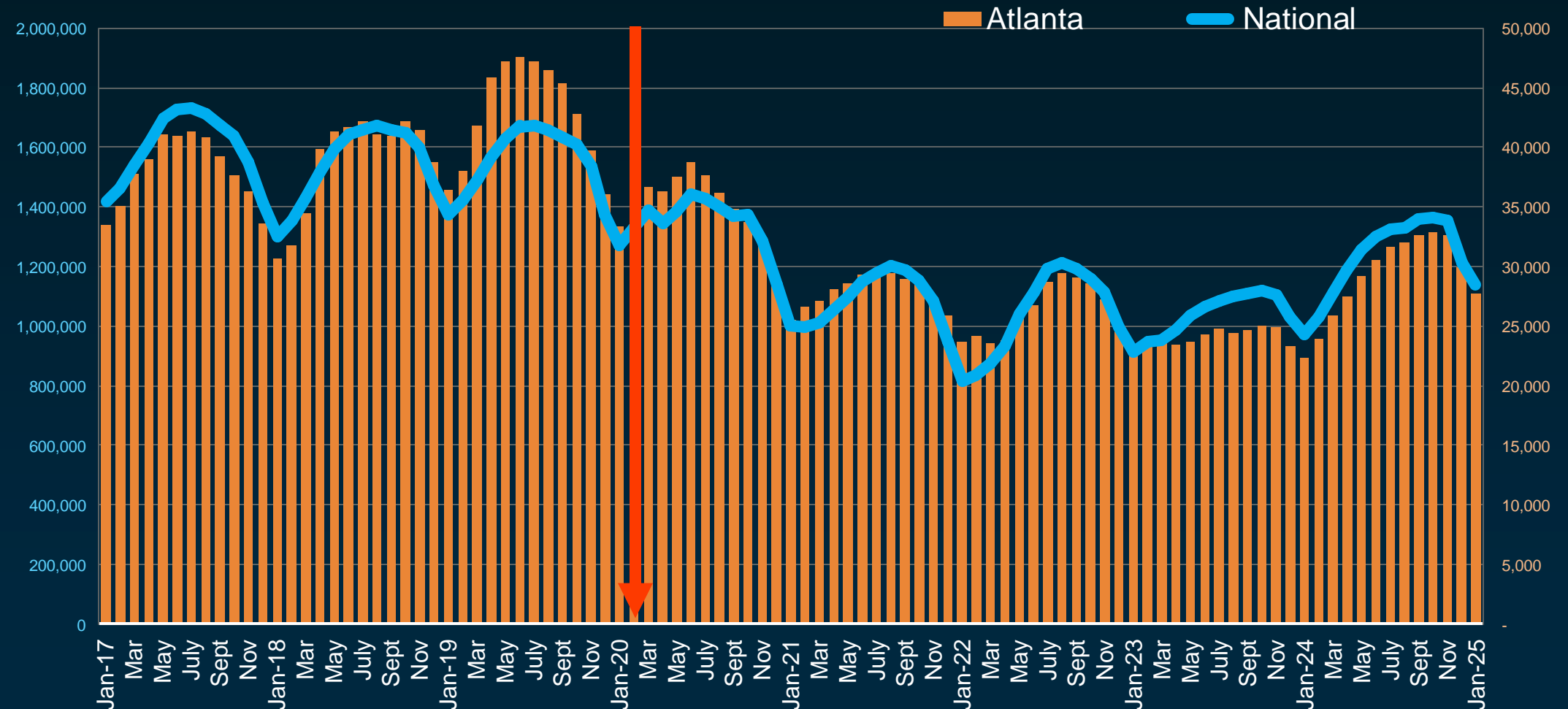
U.S. Total Listing Count

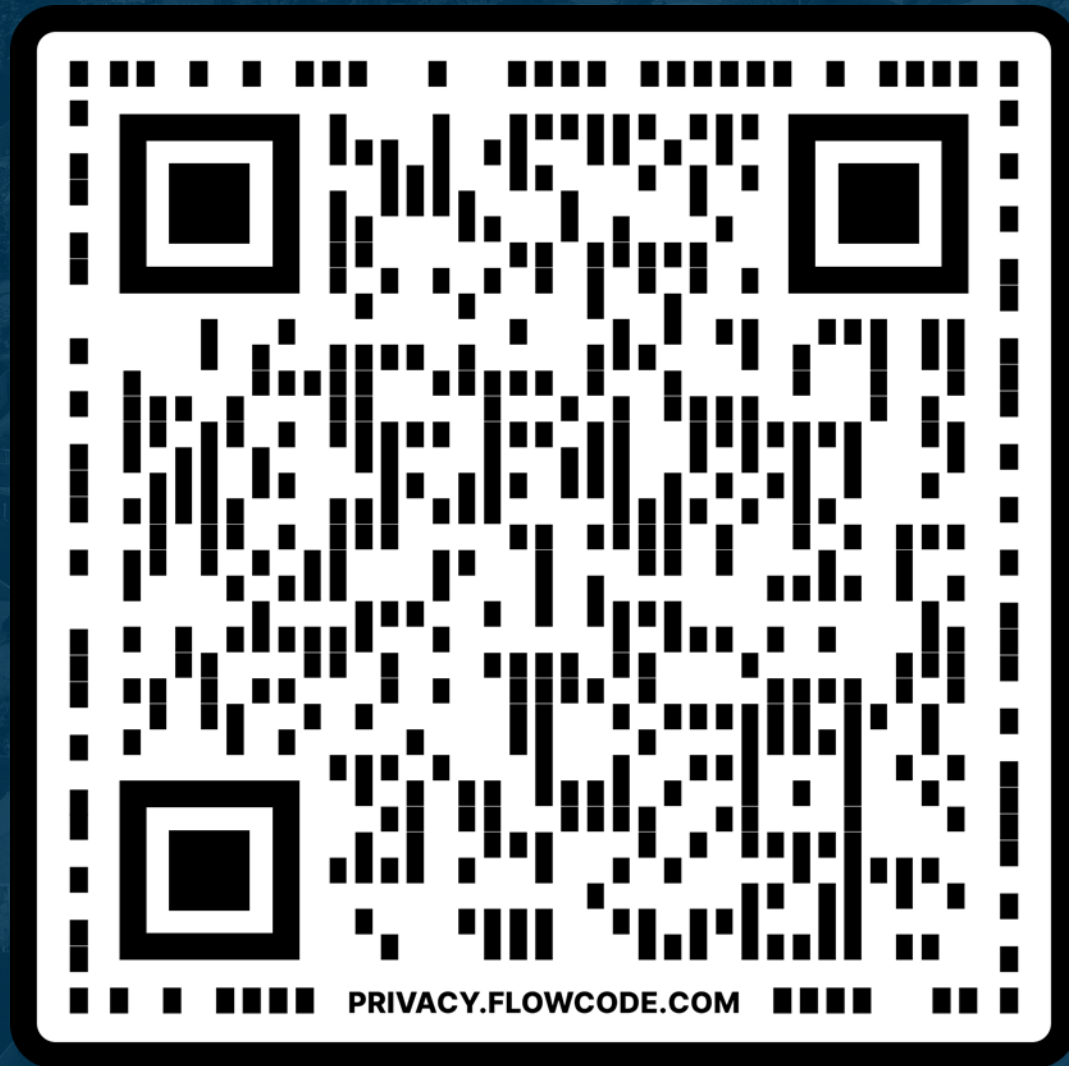
Since January 2017



U.S. Total Listing Count

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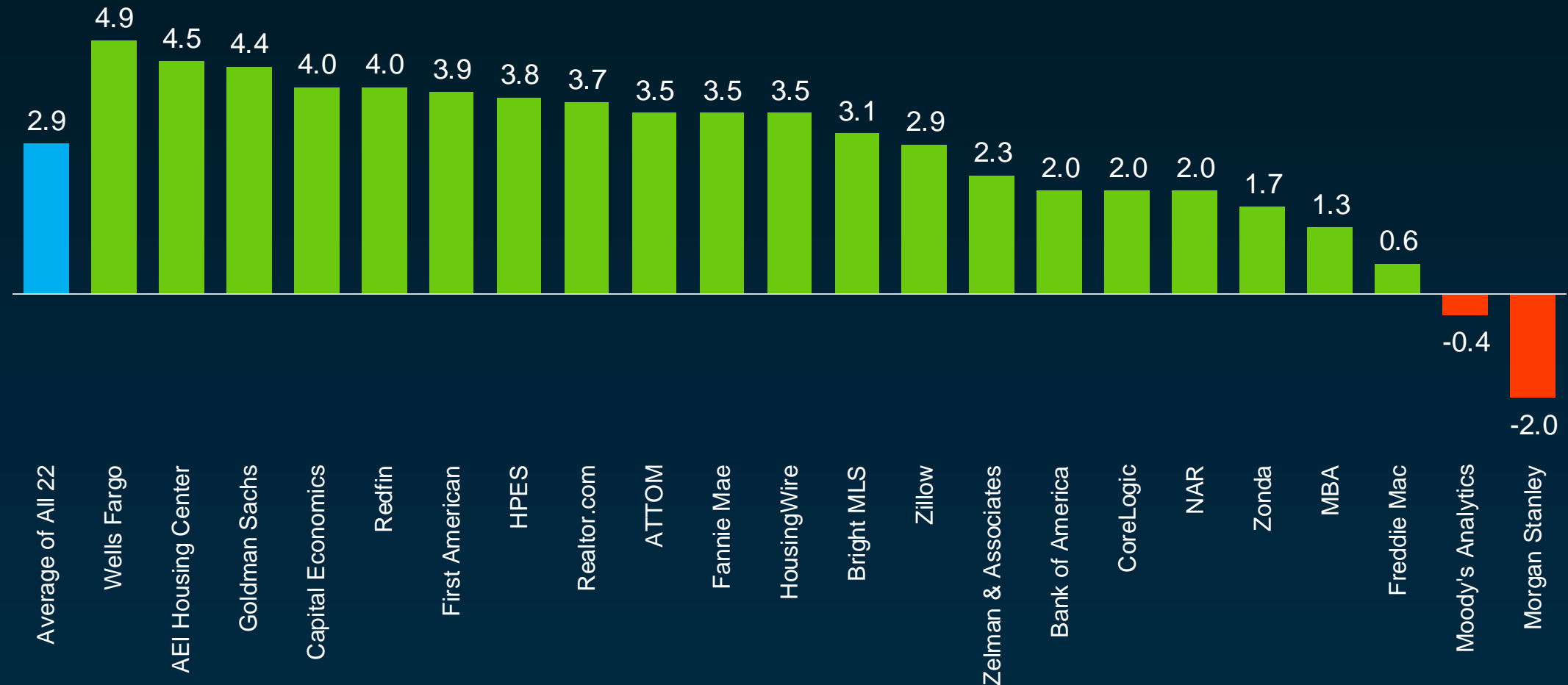


4 THINGS TO EXPECT



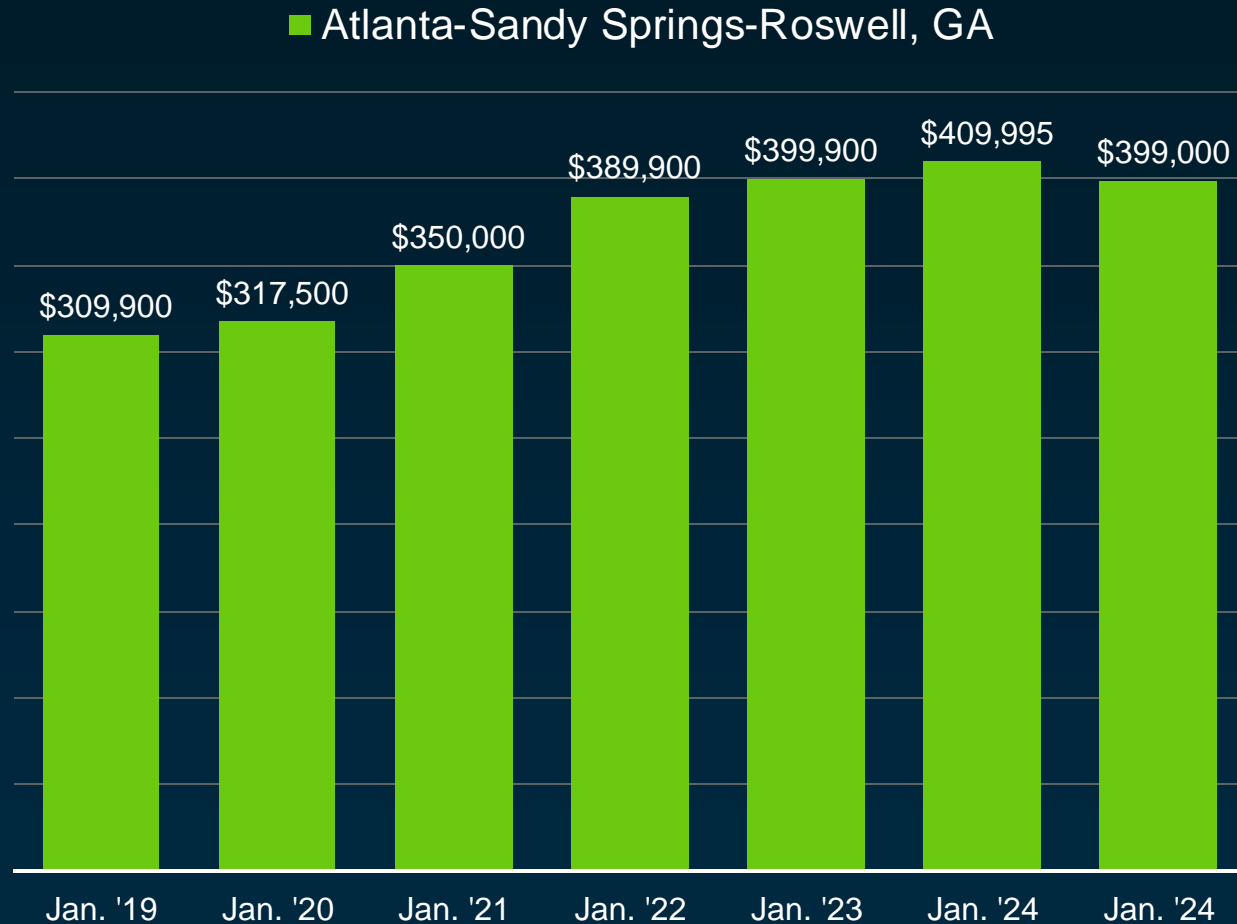
2025 Home Price Forecasts

Percent Appreciation as of 2/7/2025



Home Prices Are Moderating in Atlanta

Median Listing Price of Homes for Sale



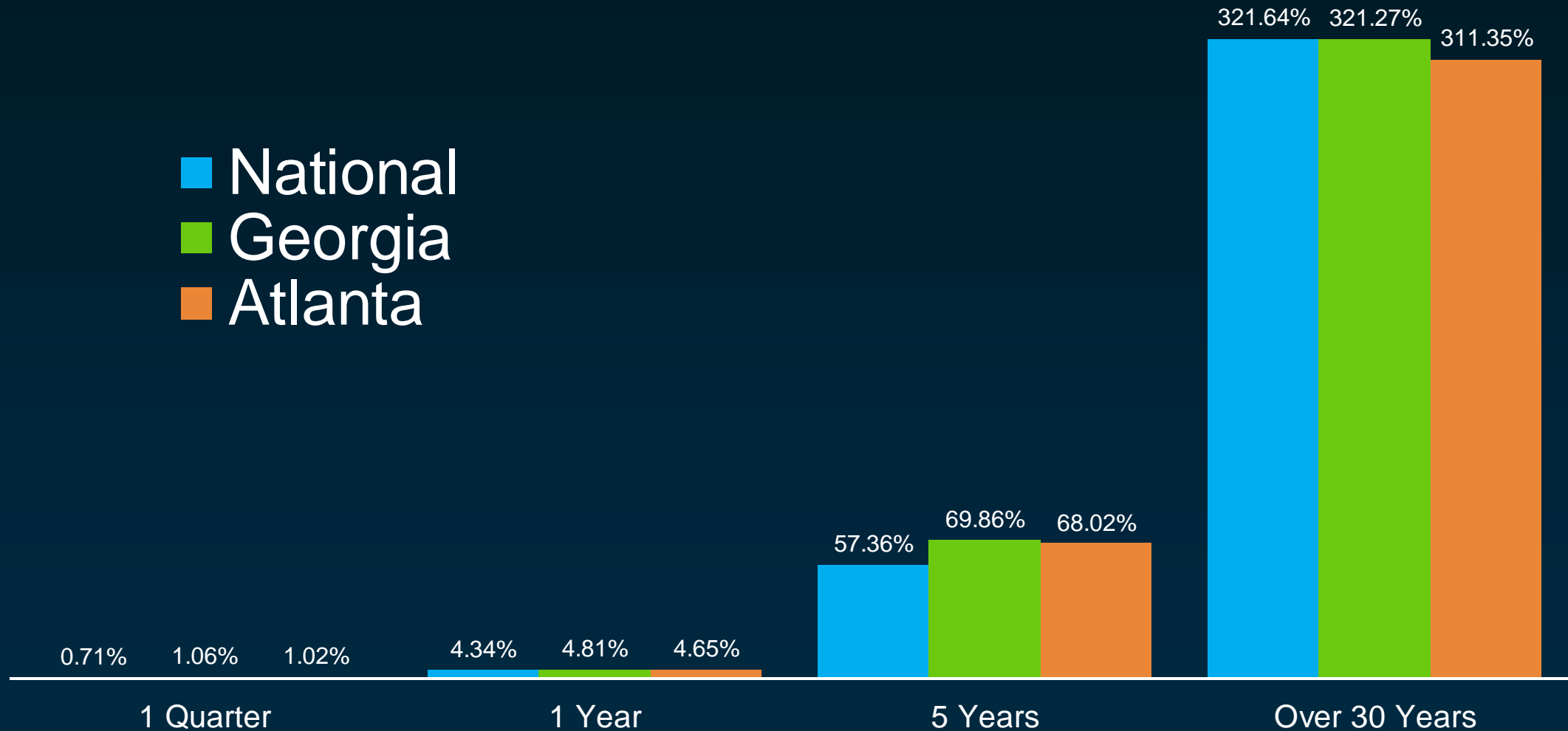
National Average:
\$400,500

Georgia Average:
\$381,950

House Prices

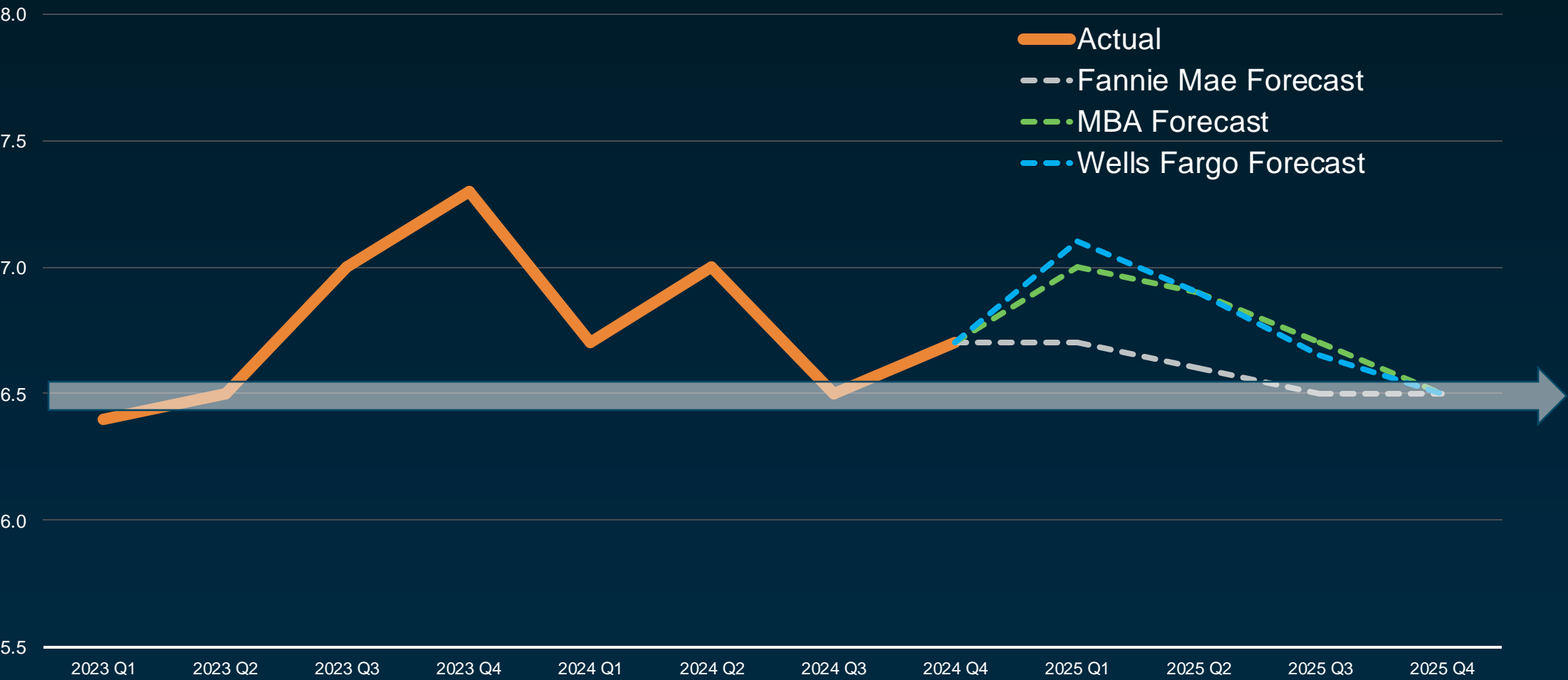
Quarter 3, 2024

■ National
■ Georgia
■ Atlanta



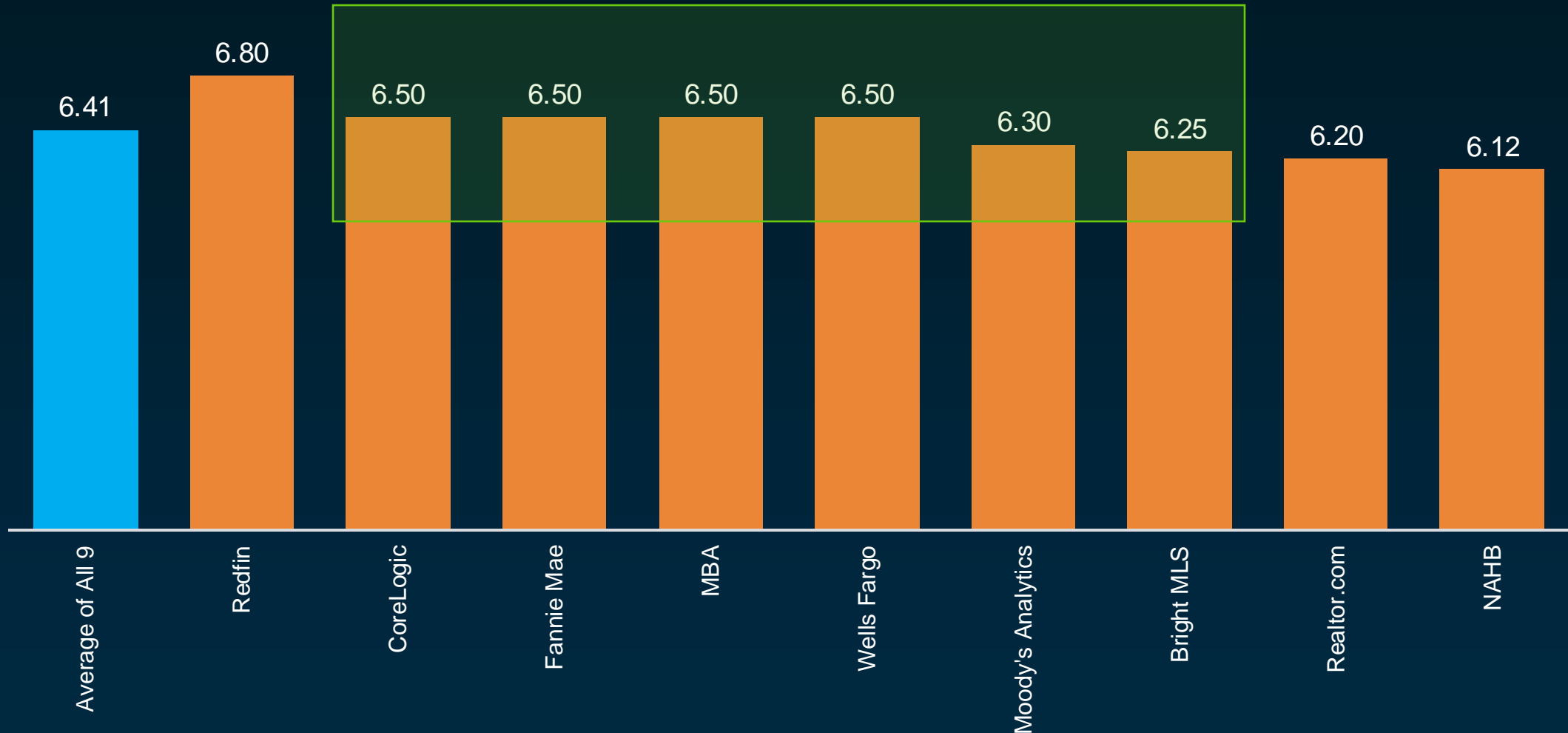
Mortgage Rates & Projections

30-Year Fixed Rate, As of 2/19/2025



2025 30-Year Fixed Mortgage Rate Forecasts

Average Forecast as of 1/31/2025





Despite the cooling effect of elevated interest rates, Georgia's real estate market continues to show resilience. While we have seen a slight decline in closed sales, the increase in new listings and stable pending sales are positive indicators for the state's housing market.

Jim Barner

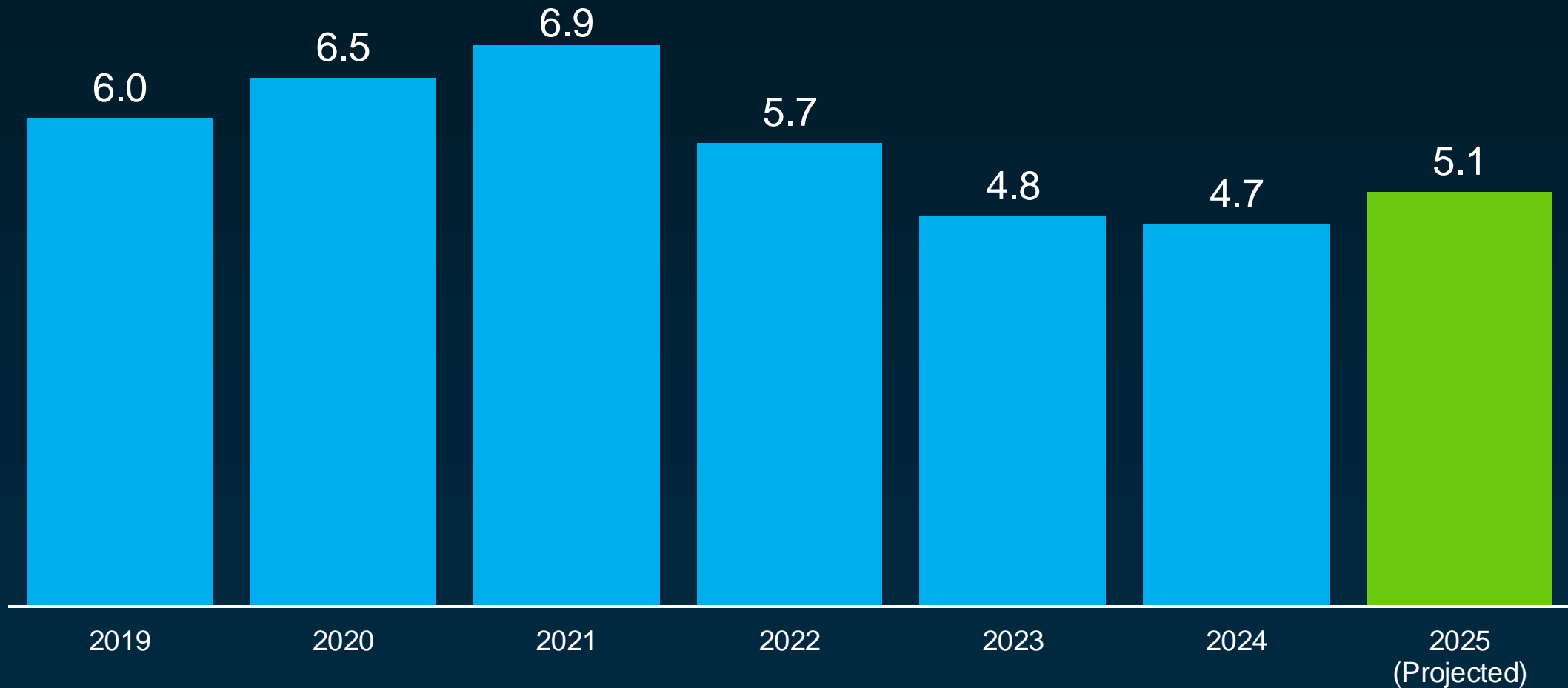
2024 President, Georgia Association of Realtors

When People Are Confused
They All Do The Same Thing

NOTHING

Total Home Sales Forecast To Rise

In Millions, 2019–2025



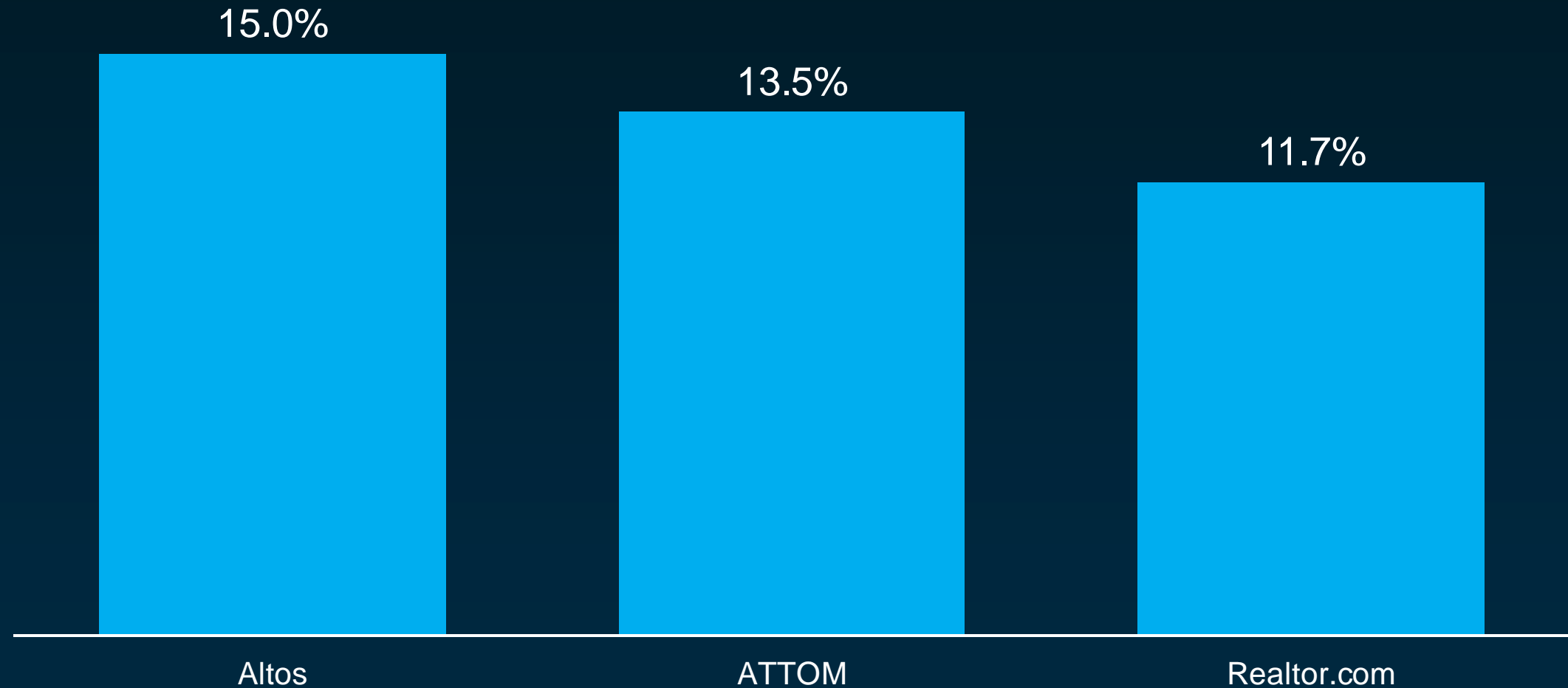


Overall, **I see home sales rising 9% this year** and another 13% next year. Builders will continue to do well.

Lawrence Yun
Chief Economist, NAR

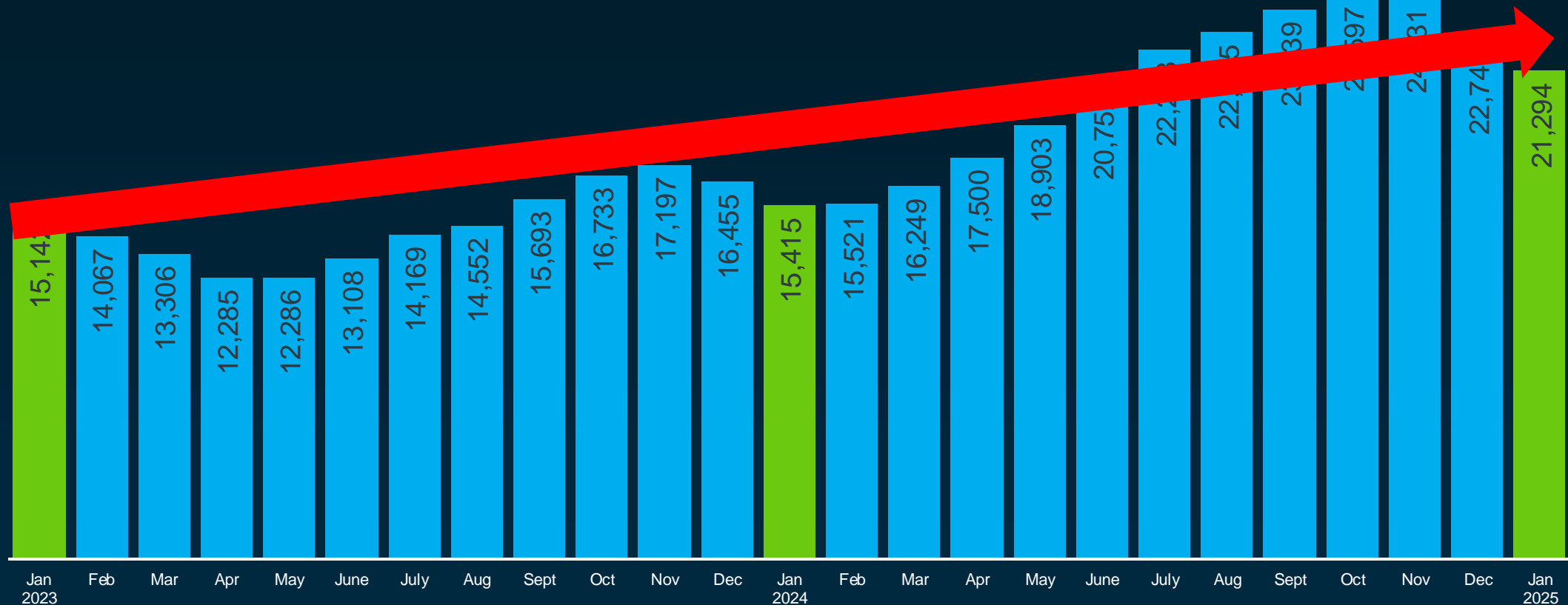
2025 Existing Home For-Sale Inventory Forecast

Year-Over-Year



The Number of Homes For Sale Continues To Be Higher Compared to Last Year

Active Listing Count, Atlanta-Sandy Springs-Roswell, GA





Three million fewer homes were sold from 2022 through 2024 compared to the three years before the pandemic.
That means millions of people are eager to own a home but haven't been able to accomplish their goal.

Holden Lewis
Mortgages Expert, NerdWallet

A Record Percent of Americans Are Planning To Buy a Home This Year

Share of People Hoping To Buy a Home in the Next 12 Months

