

MARKET



REPORT | Q4 2020



*Real Estate information
for Clarke County and
Oconee County.*



SARAH ELLIS
BROKER / PRINCIPAL

Not even a global pandemic could slow down the Athens area real estate market. 2020 was a challenging year in many ways and through it all, the local real estate market thrived.

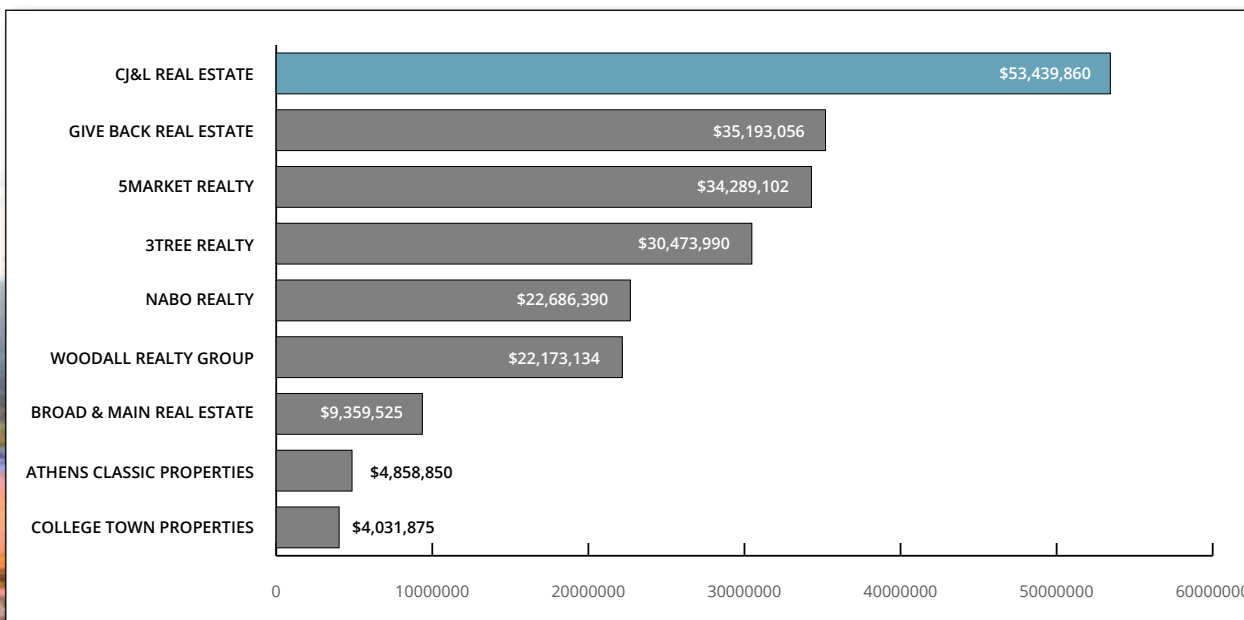
It's hard to believe the changes that nine short months can bring, and despite being an incredibly tough emotional year, we had a fabulous 4th quarter in Athens, GA real estate. It's awkward to boast about a great year in business when so many people in our community are hurting due to job loss and loss of wages. But a healthy real estate market is indicative of a healthy economy, and with the healthy real estate market, CJ&L agents have been able to give time and money to our community, which is so very important. We look forward to our continued outreach and assistance to those in need.

CJ&L is thrilled to have increased our sales business by 25% this year. The Athens / Oconee area saw a change with 2,150 houses sold in 2019 vs 2,108 sold in 2020. The average sales price in 2019 was \$276,423 while the average sales price in 2020 was \$303,365. In the coming months, all buyers will continue to face intense competition as they are

looking to purchase their next home. Low inventory combined with low interest rates will help ensure that 2021 is as robust as 2020. The few homes that are hitting the market are selling at a very fast pace. The low interest rates are expected to remain well into 2021. "The Federal Reserve's Survey of Consumer Expectations report, published July 2020, reveals that Americans believe home prices will rise a median of 2% over the next 12 months. Lawrence Yun, NAR's Chief Economist, expects this supply-demand dynamic to keep prices elevated for the foreseeable future" (Beverly-Hanks Market Report, Quarter 3, 2020).

Now more than ever, it is important to have an experienced REALTOR® help you navigate the real estate market. CJ&L agents are highly skilled, local market experts and have great success in pricing properties and managing the demand to ensure a smooth contract to close.

INDEPENDENT FIRM PRODUCTION | YEAR END 2020



WHAT CAN I GET FOR \$300,000?

Athens and the surrounding areas offer a variety of homes. Whether you're looking for walkability, privacy, space or amenities, we can help you find the right home to suit your needs. Visit our website at **CjandL.com** or contact one of our agents to begin your search today.

OCONEE COUNTY



1010 Oconee Forest Drive
3 BR | 2 BA | 1,455 SF | 0.91 AC
Charming, immaculate Ranch home in great Oconee location.
MLS# 973538 | \$245,000 (CLOSED)

DOWNTOWN ATHENS



269 N Hull Street, #202
1 BR | 1 BA | 638 SF
Fully renovated loft in the heart of Downtown Athens.
MLS# 978470 | \$274,900

IN TOWN



279 Savannah Avenue
2 BR | 2 BA | 1,469 SF | 0.12 AC
Walkable part of town and zoned for Chase Street Elementary.
MLS# 975707 | \$266,000 (CLOSED)

EAST ATHENS

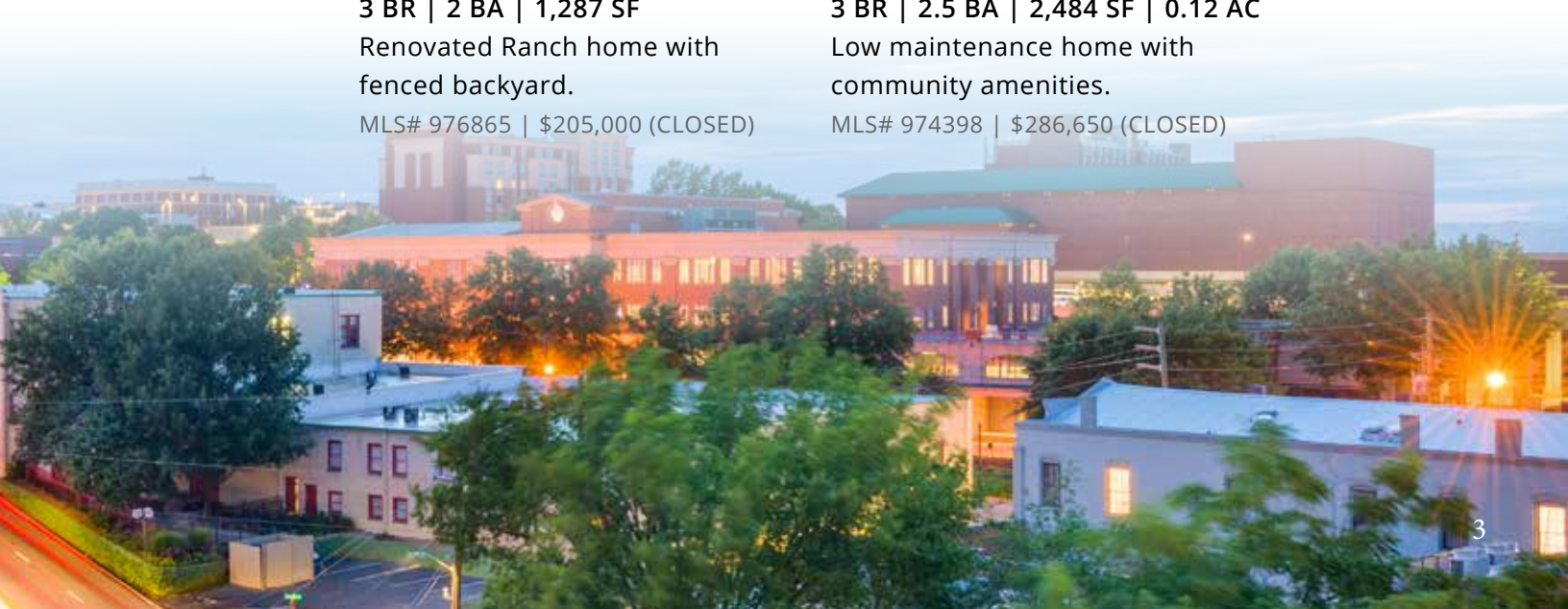


126 Wakefield Drive
3 BR | 2 BA | 1,287 SF
Renovated Ranch home with fenced backyard.
MLS# 976865 | \$205,000 (CLOSED)

WEST ATHENS



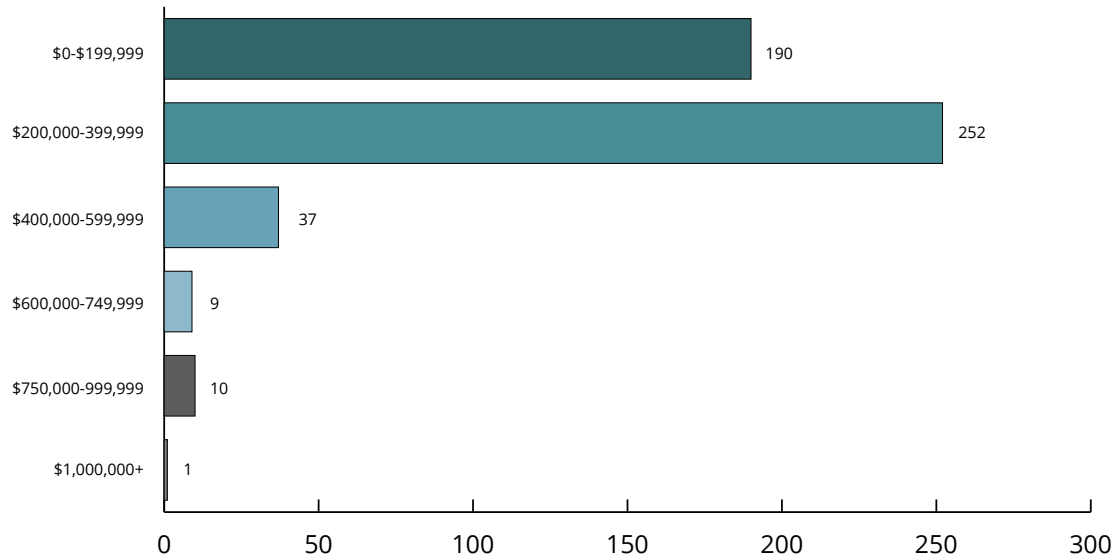
240 Towns Walk Drive
3 BR | 2.5 BA | 2,484 SF | 0.12 AC
Low maintenance home with community amenities.
MLS# 974398 | \$286,650 (CLOSED)



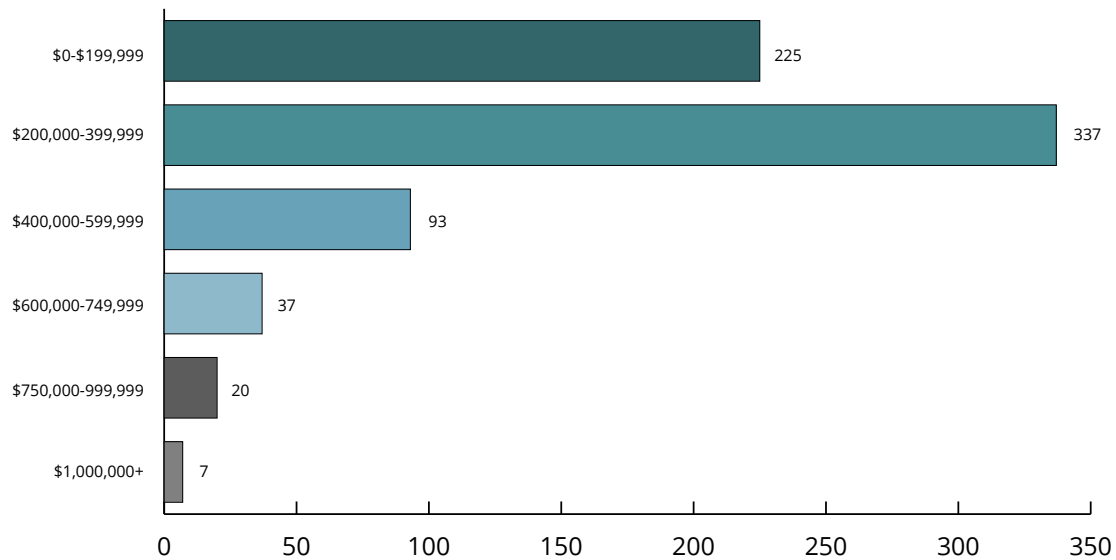
CLARKE COUNTY

SNAPSHOT | QUARTER 4 2020

TOTAL HOMES SOLD: 499



TOTAL HOMES FOR SALE: 719



CLARKE COUNTY

SNAPSHOT | QUARTER 4 2020

HOMES FOR SALE	MEDIAN LIST PRICE	MEDIAN SOLD PRICE	AVERAGE DAYS ON MARKET
719	\$225,000	\$221,160	36

\$0 - \$199,999	
Home Values	SELLER'S MARKET
Homes Sold	190
Median Sold Price	\$164,950
Average Days on Market	32
Months of Supply	< 1

\$600,000 - \$749,999	
Home Values	BUYER'S MARKET
Homes Sold	9
Median Sold Price	\$689,900
Average Days on Market	66
Months of Supply	9

\$200,000 - \$399,999	
Home Values	SELLER'S MARKET
Homes Sold	252
Median Sold Price	\$255,000
Average Days on Market	37
Months of Supply	1

\$750,000 - \$999,999	
Home Values	BUYER'S MARKET
Homes Sold	10
Median Sold Price	\$812,500
Average Days on Market	37
Months of Supply	8

\$400,000 - \$599,999	
Home Values	SELLER'S MARKET
Homes Sold	37
Median Sold Price	\$470,475
Average Days on Market	42
Months of Supply	5

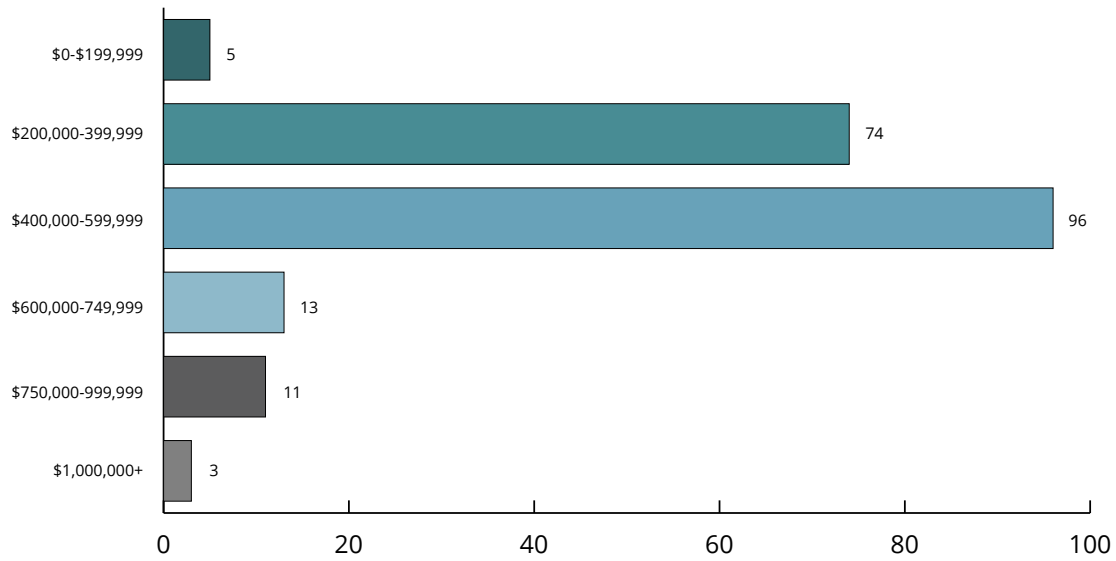
\$1,000,000+	
Home Values	BUYER'S MARKET
Homes Sold	1
Median Sold Price	\$1,535,000
Average Days on Market	16
Months of Supply	16

Data Source: Athens MLS. Criteria: Residential, Townhomes, Condos

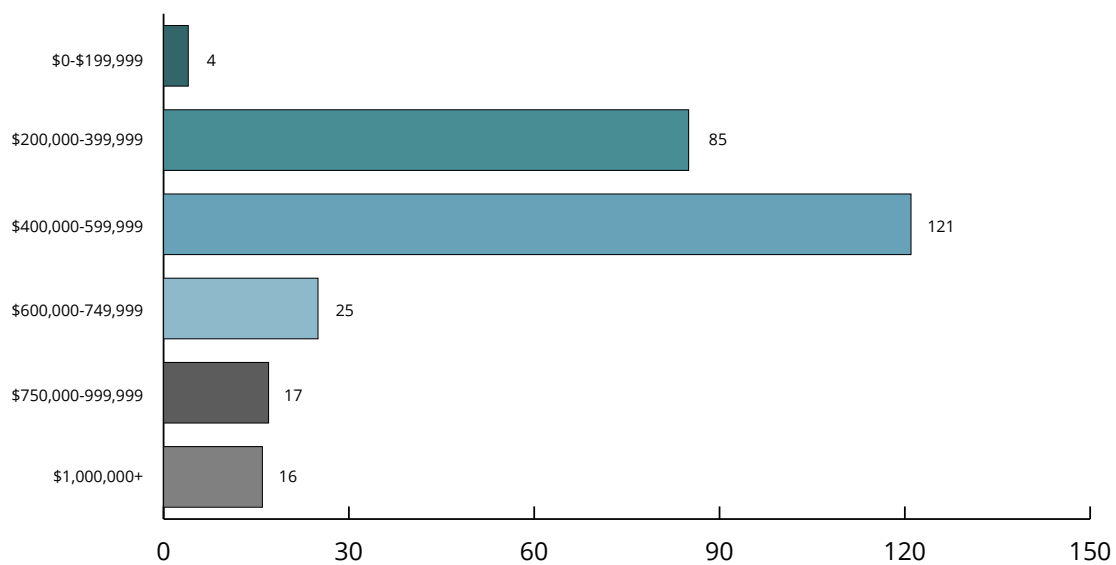
OCONEE COUNTY

SNAPSHOT | QUARTER 4 2020

TOTAL HOMES SOLD: 202



TOTAL HOMES FOR SALE: 268



OCONEE COUNTY

SNAPSHOT | QUARTER 4 2020

HOMES
FOR SALE

268

MEDIAN LIST
PRICE

\$438,400

MEDIAN SOLD
PRICE

\$429,900

AVERAGE DAYS
ON MARKET

55

\$0 - \$199,999	
Home Values	SELLER'S MARKET
Homes Sold	5
Median Sold Price	\$190,000
Average Days on Market	29
Months of Supply	0

\$600,000 - \$749,999	
Home Values	SELLER'S MARKET
Homes Sold	13
Median Sold Price	\$640,000
Average Days on Market	149
Months of Supply	4

\$200,000 - \$399,999	
Home Values	SELLER'S MARKET
Homes Sold	74
Median Sold Price	\$312,000
Average Days on Market	37
Months of Supply	< 1

\$750,000 - \$999,999	
Home Values	SELLER'S MARKET
Homes Sold	11
Median Sold Price	\$800,000
Average Days on Market	114
Months of Supply	3

\$400,000 - \$599,999	
Home Values	SELLER'S MARKET
Homes Sold	96
Median Sold Price	\$481,700
Average Days on Market	53
Months of Supply	1

\$1,000,000+	
Home Values	BUYER'S MARKET
Homes Sold	3
Median Sold Price	\$1,095,000
Average Days on Market	43
Months of Supply	17

Data Source: Athens MLS. Criteria: Residential, Townhomes, Condos



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