



LIVE **LUXURY**
KELLERWILLIAMS

ATLANTA
QUARTERLY
MARKET
REPORT

Q4 2025





Live Luxury is a specialized sales division of Keller Williams Realty International and the Award-Winning Southeast Region, headquartered in Metro Atlanta. Our members are well-acquainted with the opportunities and challenges in the upper-end real estate market.

Our clients receive exclusive access to detailed quarterly numbers and trends. Since there are varying price tiers in the luxury arena, our research enables us to provide buyers and sellers with realistic and in-depth knowledge of the market. The following charts are a part of our quarterly research. We combine these numerous market advantages with luxury-specific training, leading edge technology, and local masterminding. The ability to take advantage of relocation network marketing with 180,000+ Keller Williams Realty agents, managing real estate sales in the U.S., Canada and over 50 countries worldwide, opens vast possibilities for marketing properties and attracting buyers.

As leaders who stepped forward to create Live Luxury, we established guidelines for membership and standards for how to deliver consistently exceptional client experiences. Live Luxury's internal culture ensures that our values are realized through helping others, sharing great ideas, giving back to our communities and making the needs of our clients a top priority.

Respectfully,

Live Luxury Real Estate Consultants



AREA MAP

Neighborhoods

Alpharetta

Brookhaven

Buckhead

Central Cobb

Decatur

Dunwoody

East Cobb

Forsyth

Gwinnett

Midtown

Roswell / Milton

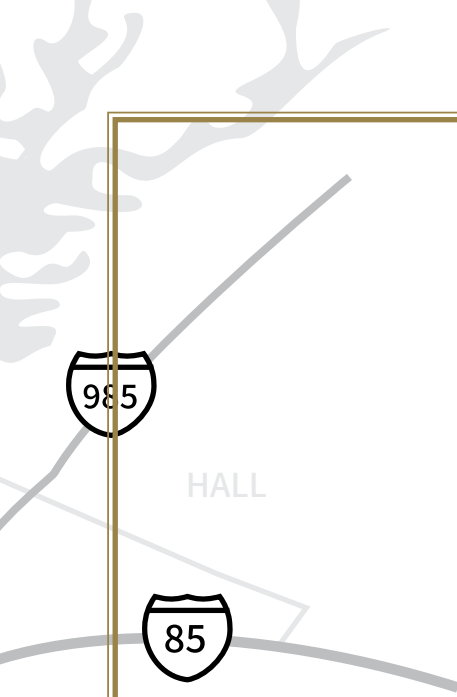
Sandy Springs ITP

Sandy Springs OTP

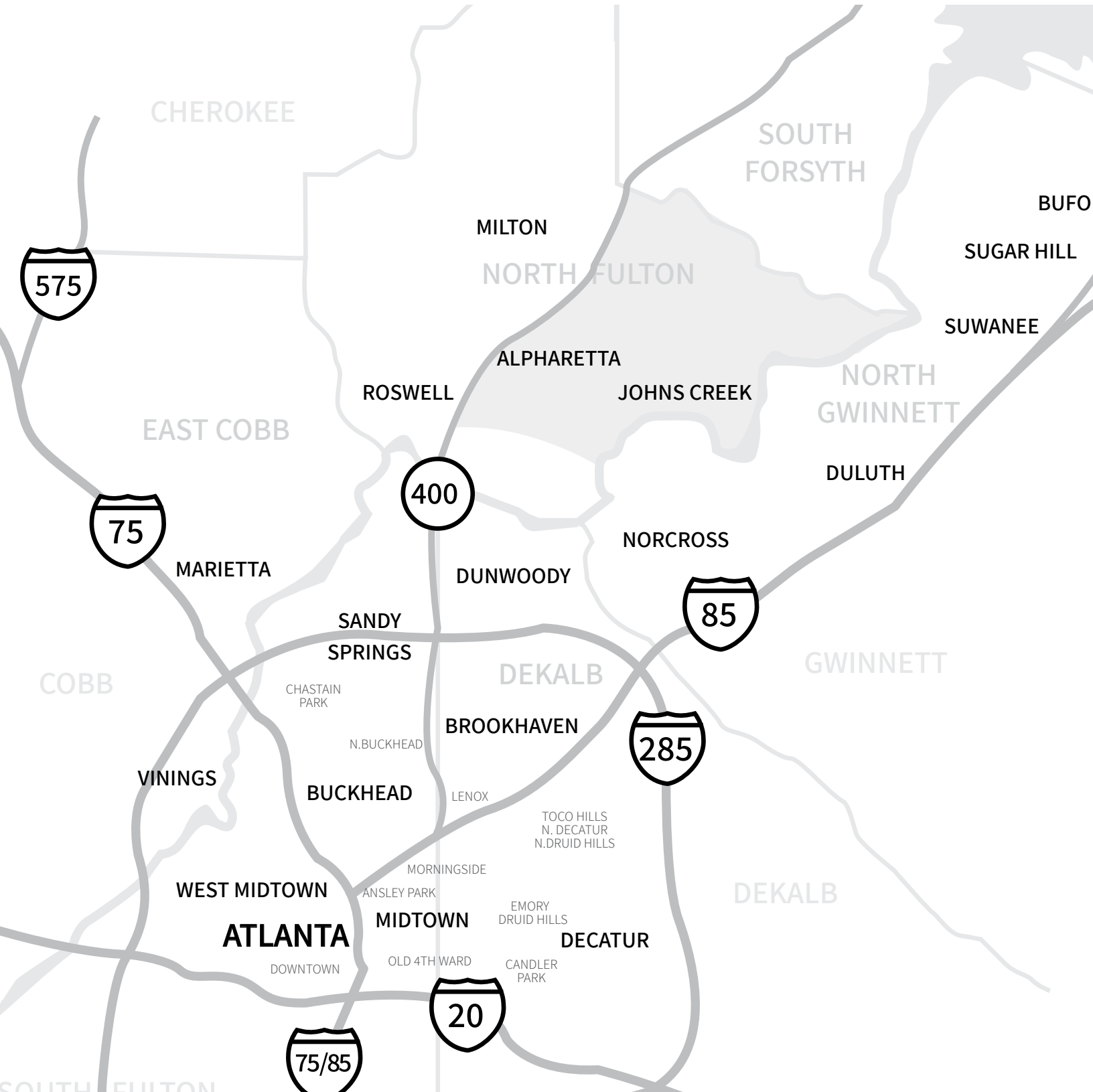
Vinings

West Cobb / Smyrna

Lake Lanier

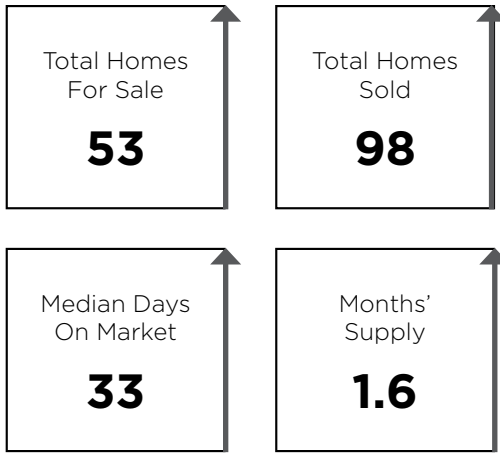


ALPHARETTA



Quarter 4, 2025

\$700K-\$999K



	Q4 2024	Q4 2025	% change
Total Homes for Sale	44	53	20.5%
Total Homes Sold	86	98	14.0%
Median Days on Market	27	33	22.6%
Months' Supply	1.5	1.6	5.7%



Seller's Market

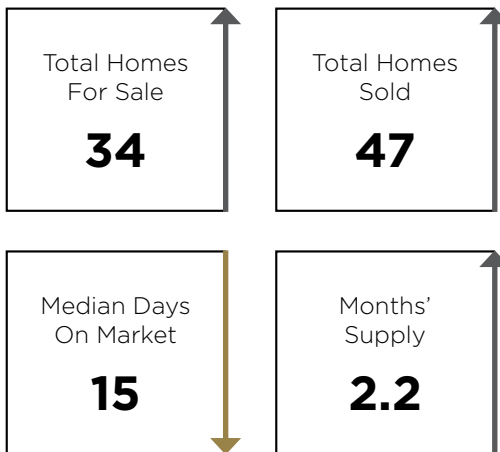
0-6 Month's Supply
Demand exceeds supply driving home prices up, giving the seller the upper hand in negotiating.

6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

\$1.0M-\$1.49M



	Q4 2024	Q4 2025	% change
Total Homes for Sale	13	34	161.5%
Total Homes Sold	44	47	6.8%
Median Days on Market	36	15	-57.7%
Months' Supply	0.9	2.2	144.8%



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Buyer's Market

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Quarter 4, 2025

\$1.5M-\$1.99M



\$2.0M-\$3.99M



Quarter 4, 2025

\$4M+

Total Homes For Sale 3	Total Homes Sold 2	Total Homes for Sale	Q4 2024 0	Q4 2025 3	% change N/A
		Total Homes Sold	0	2	N/A
Median Days On Market 326	Months' Supply 4.5	Median Days on Market	N/A	326	N/A
		Months' Supply	N/A	4.5	N/A

Seller's Market

0-6 Month's Supply
Demand exceeds supply driving home prices up, giving the seller the upper hand in negotiating.

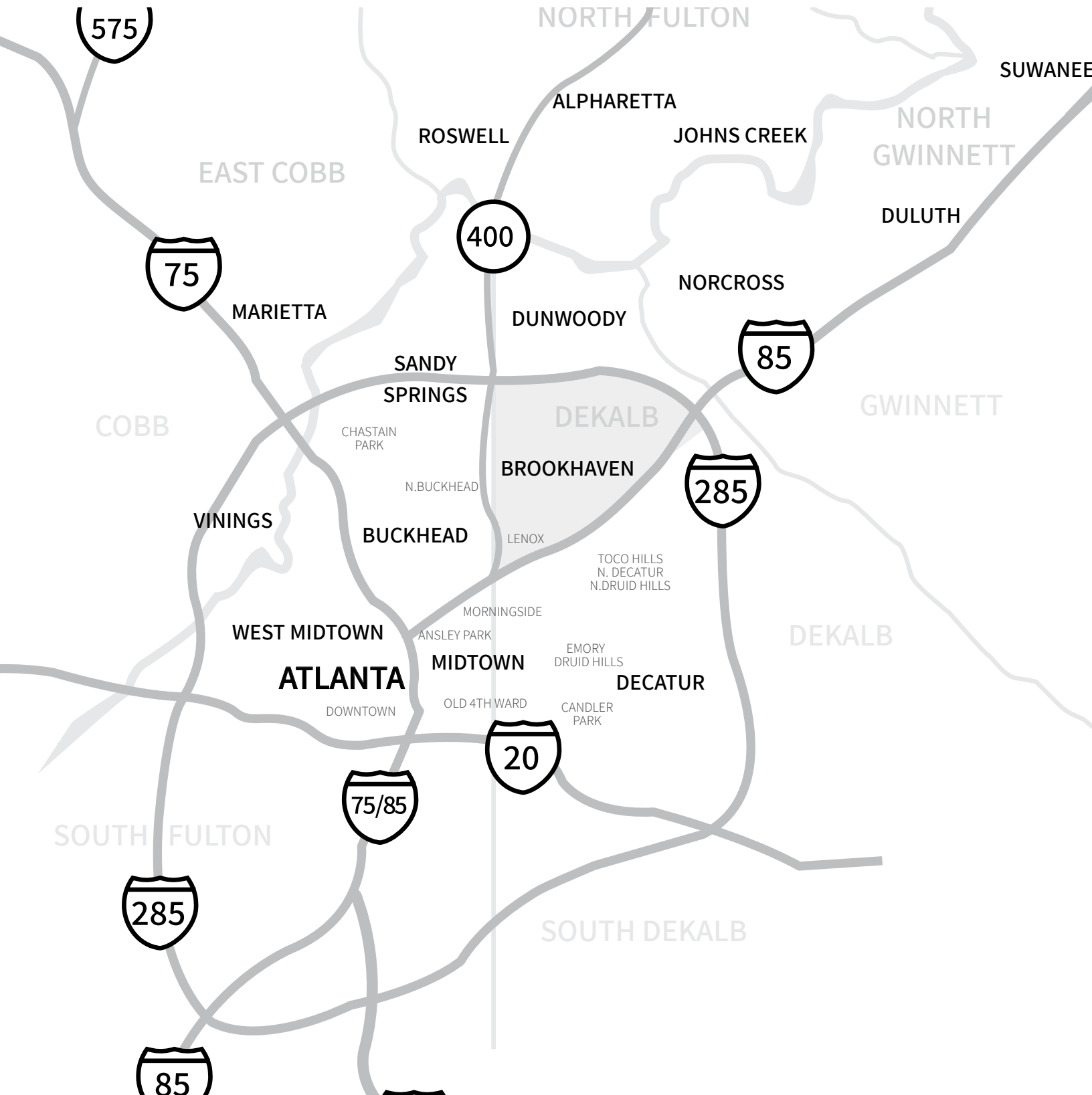
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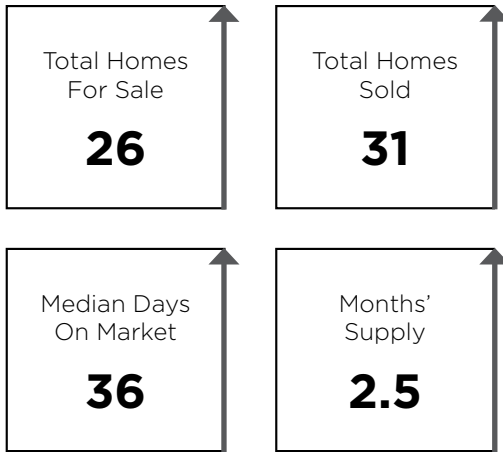


BROOKHAVEN



Quarter 4, 2025

\$700K-\$999K



	Q4 2024	Q4 2025	% change
Total Homes for Sale	14	26	85.7%
Total Homes Sold	30	31	3.3%
Median Days on Market	19	36	89.5%
Months' Supply	1.4	2.5	79.7%



Seller's Market

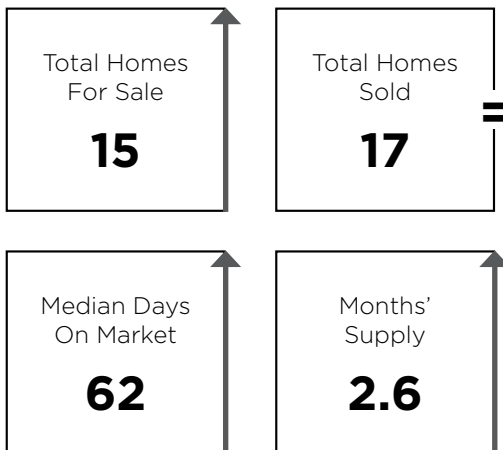
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Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
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\$1.0M-\$1.49M



	Q4 2024	Q4 2025	% change
Total Homes for Sale	9	15	66.7%
Total Homes Sold	17	17	0.0%
Median Days on Market	35	62	77.1%
Months' Supply	1.6	2.6	66.7%



Seller's Market

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Buyer's Market

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Quarter 4, 2025

\$1.5M-\$1.99M



\$2.0M-\$3.99M



Quarter 4, 2025

\$4M+

		Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	2	0	-100.0%
0	0			
		Total Homes for Sale		
		Total Homes Sold		
Median Days On Market	Months' Supply	167	N/A	N/A
N/A	N/A			
		Months' Supply		

Seller's Market

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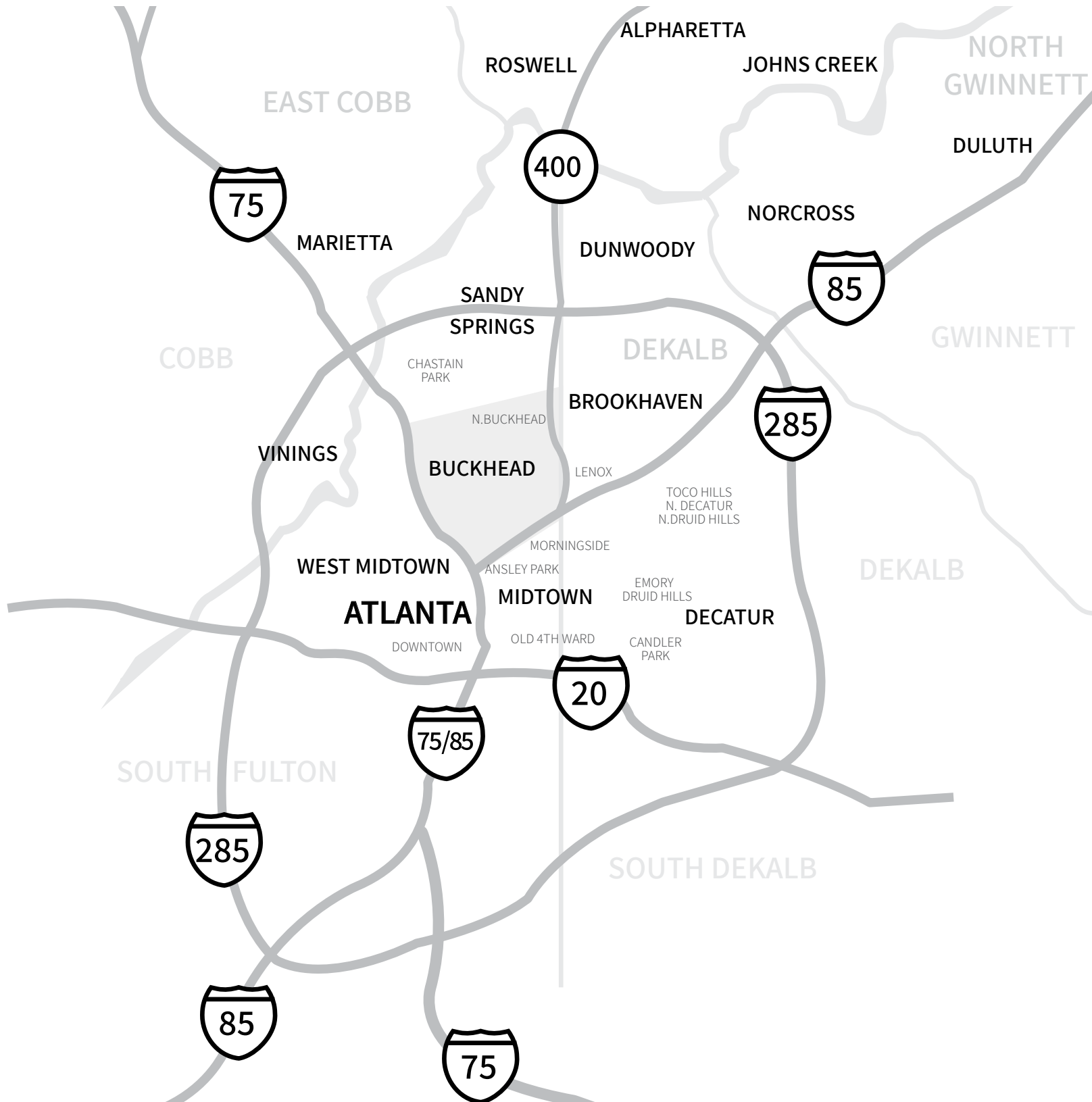
6 Month's Supply
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BUCKHEAD



Quarter 4, 2025

\$700K-\$999K



\$1.0M-\$1.49M



Quarter 4, 2025

\$1.5M-\$1.99M



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Buyer's Market

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\$2.0M-\$3.99M



Seller's Market

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Quarter 4, 2025

\$4M+

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	25	28	12.0%
28	11		7	11	57.1%
Median Days On Market	Months' Supply	Total Homes Sold	314	149	-52.5%
149	7.6	Median Days on Market	10.7	7.6	-28.7%
		Months' Supply			

Seller's Market

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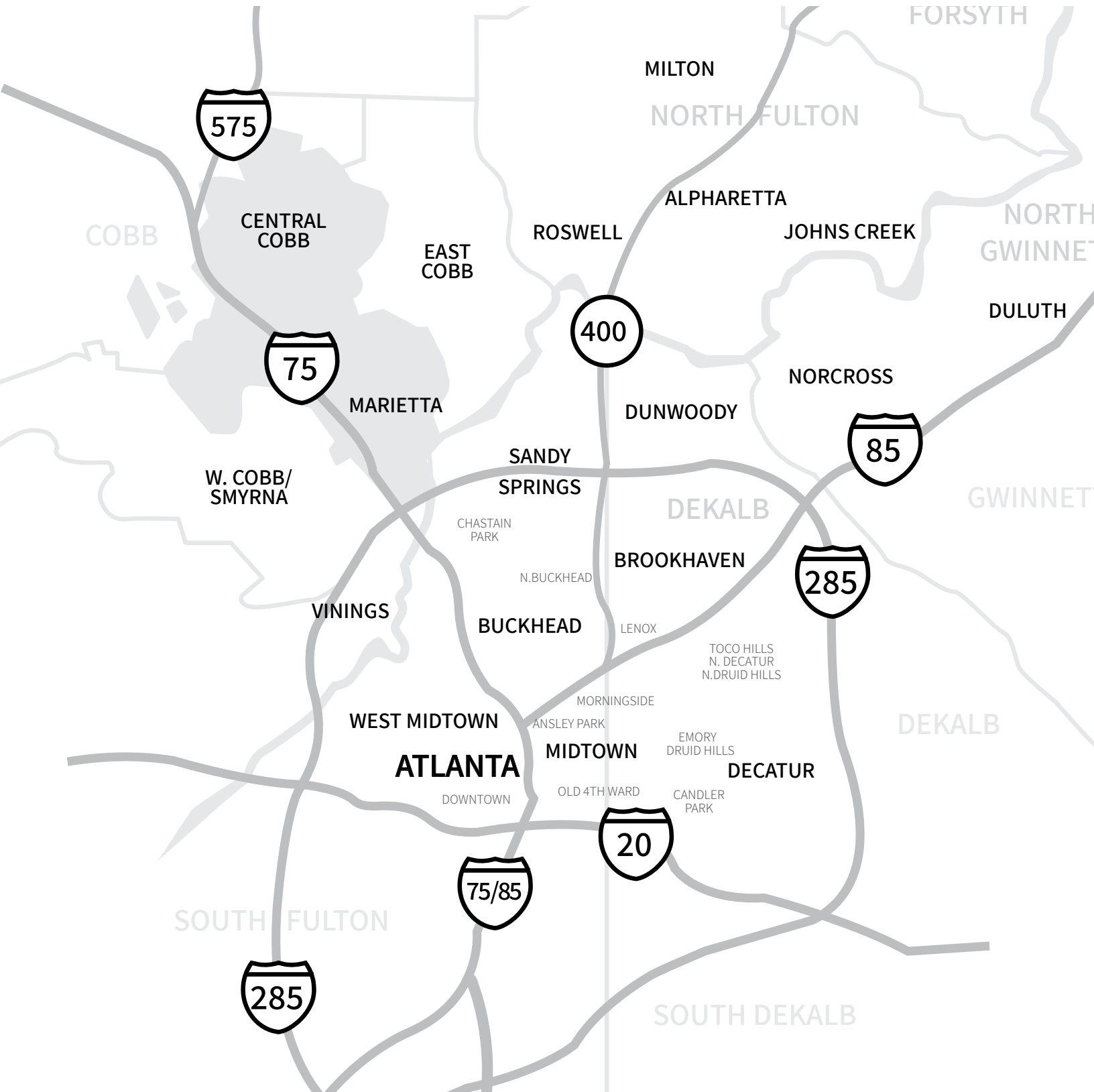
6 Month's Supply
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Buyer's Market

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CENTRAL COBB



Quarter 4, 2025

\$700K-\$999K



\$1.0M-\$1.49M



Quarter 4, 2025

\$1.5M-\$1.99M



\$2.0M-\$3.99M



Quarter 4, 2025

\$4M+

Total Homes For Sale 0	Total Homes Sold 0	Total Homes for Sale	Q4 2024	Q4 2025	% change
		Total Homes Sold	1	0	-100.0%
		Median Days on Market	N/A	N/A	N/A
		Months' Supply	N/A	N/A	N/A
Median Days On Market N/A	Months' Supply N/A				

Seller's Market

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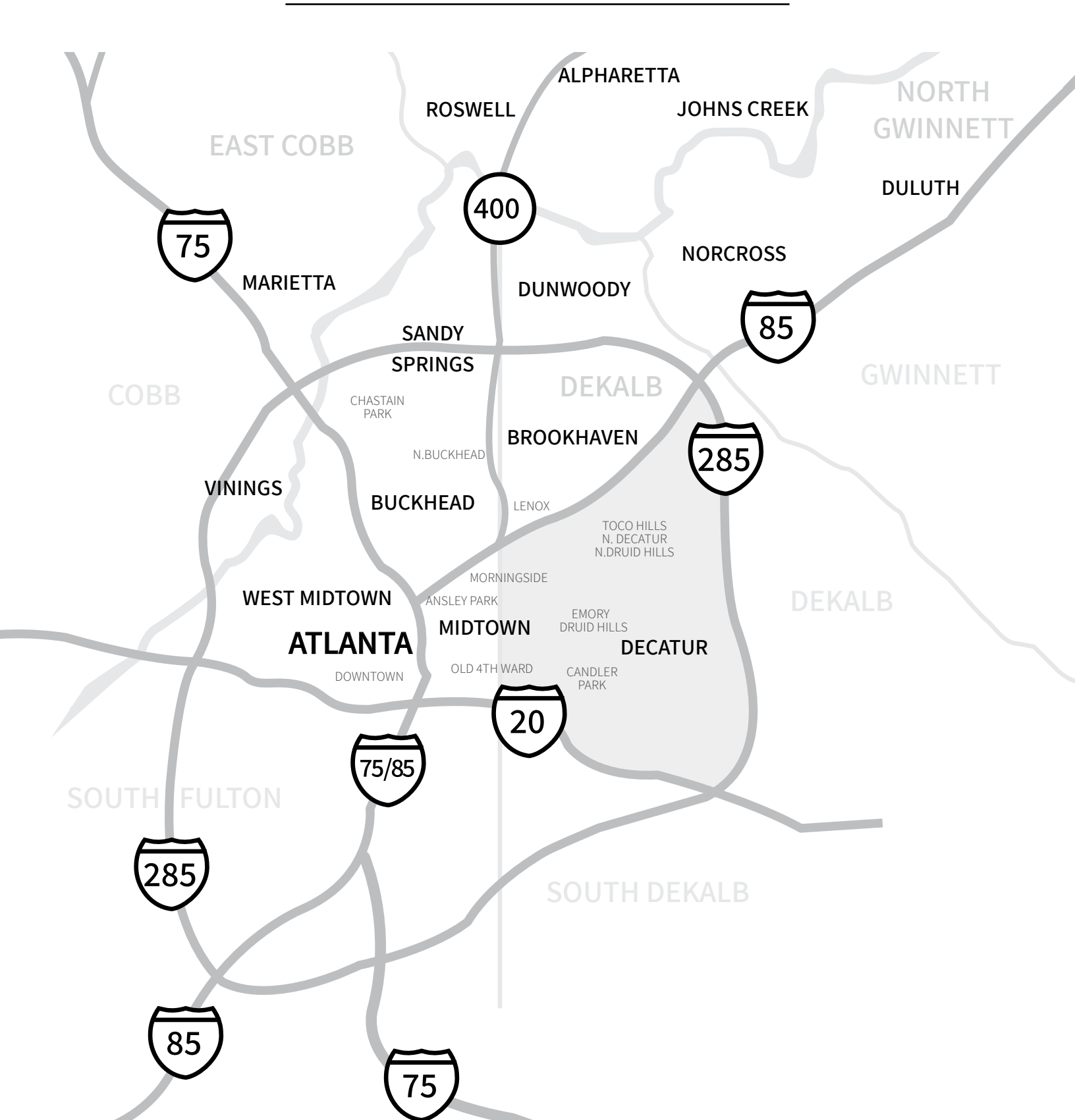
6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

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DECATUR



Quarter 4, 2025

\$700K-\$999K



\$1.0M-\$1.49M



Quarter 4, 2025

\$1.5M-\$1.99M



\$2.0M-\$3.99M



Quarter 4, 2025

\$4M+

Total Homes For Sale 4	Total Homes Sold 0	Total Homes for Sale	Q4 2024	Q4 2025	% change
		Total Homes Sold	1	4	300.0%
		Median Days on Market	0	0	0.0%
		Months' Supply	N/A	N/A	N/A
Median Days On Market N/A	Months' Supply N/A				

Seller's Market

0-6 Month's Supply
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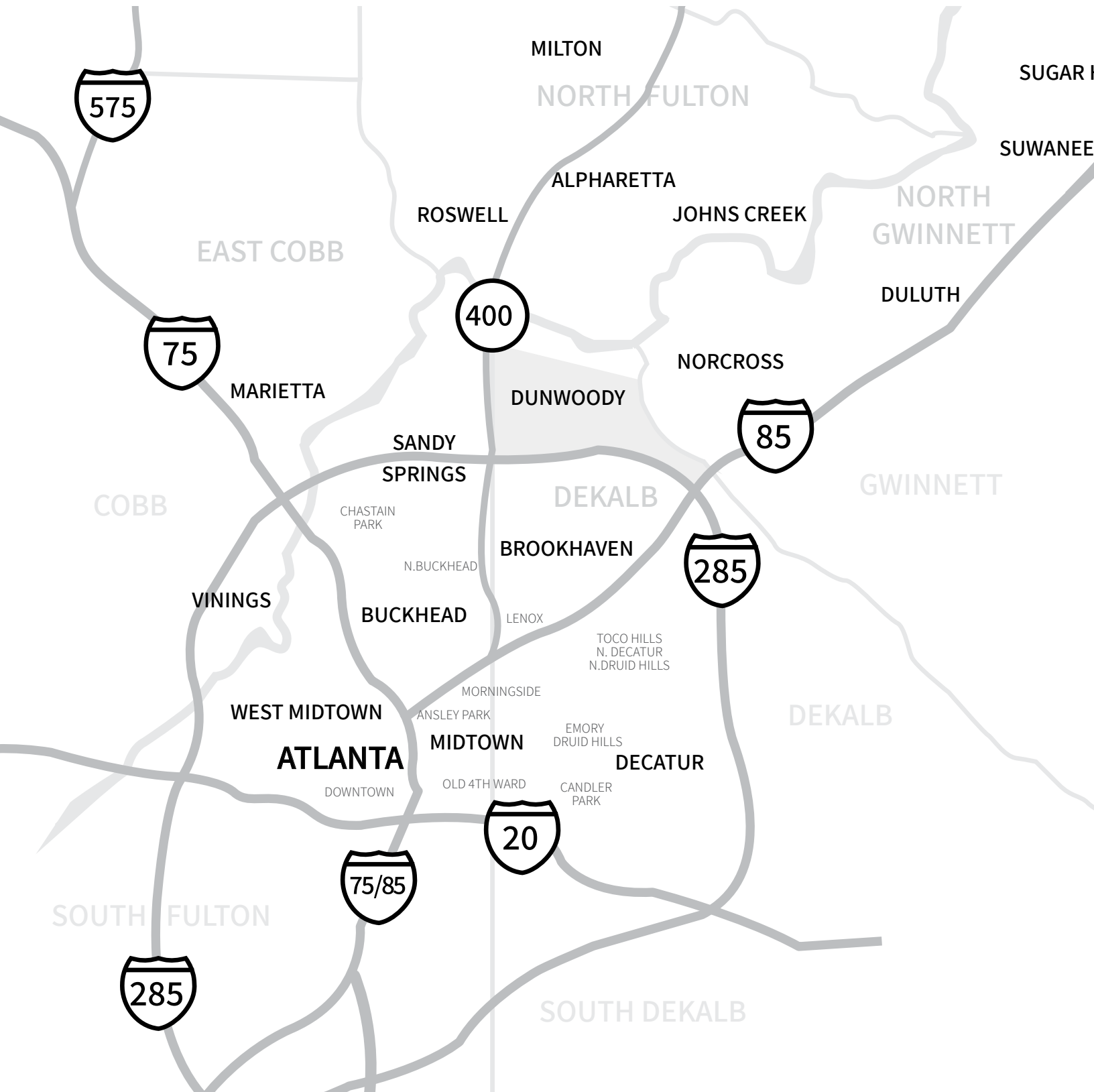
6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.



DUNWOODY



Quarter 4, 2025

\$700K-\$999K

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	15	13	-13.3%
13	29		Total Homes Sold	31	29
Median Days On Market	Months' Supply	Median Days on Market	31	27	-12.9%
27	1.3	Months' Supply	1.5	1.3	-7.4%



Seller's Market

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Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

\$1.0M-\$1.49M

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	4	5	25.0%
5	7		Total Homes Sold	4	7
Median Days On Market	Months' Supply	Median Days on Market	60	49	-17.6%
49	2.1	Months' Supply	3.0	2.1	-28.6%



Seller's Market

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Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

Quarter 4, 2025

\$1.5M-\$1.99M

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	1	0	-100.0%
0	2	Total Homes Sold	1	2	100.0%
Median Days On Market	Months' Supply	Median Days on Market	249	29	-88.4%
29	0.0	Months' Supply	3.0	0.0	-100.0%



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Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

\$2.0M-\$3.99M

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	1	2	100.0%
2	0	Total Homes Sold	0	0	0.0%
Median Days On Market	Months' Supply	Median Days on Market	N/A	N/A	N/A
N/A	N/A	Months' Supply	N/A	N/A	N/A

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Quarter 4, 2025

\$4M+

			Q4 2024	Q4 2025	% change
Total Homes For Sale	=	Total Homes Sold	0	0	0.0%
0		0			
Total Homes for Sale			0	0	0.0%
Total Homes Sold			0	0	0.0%
Median Days on Market			N/A	N/A	N/A
Months' Supply			N/A	N/A	N/A
Median Days On Market		Months' Supply			
N/A		N/A			

Seller's Market

0-6 Month's Supply
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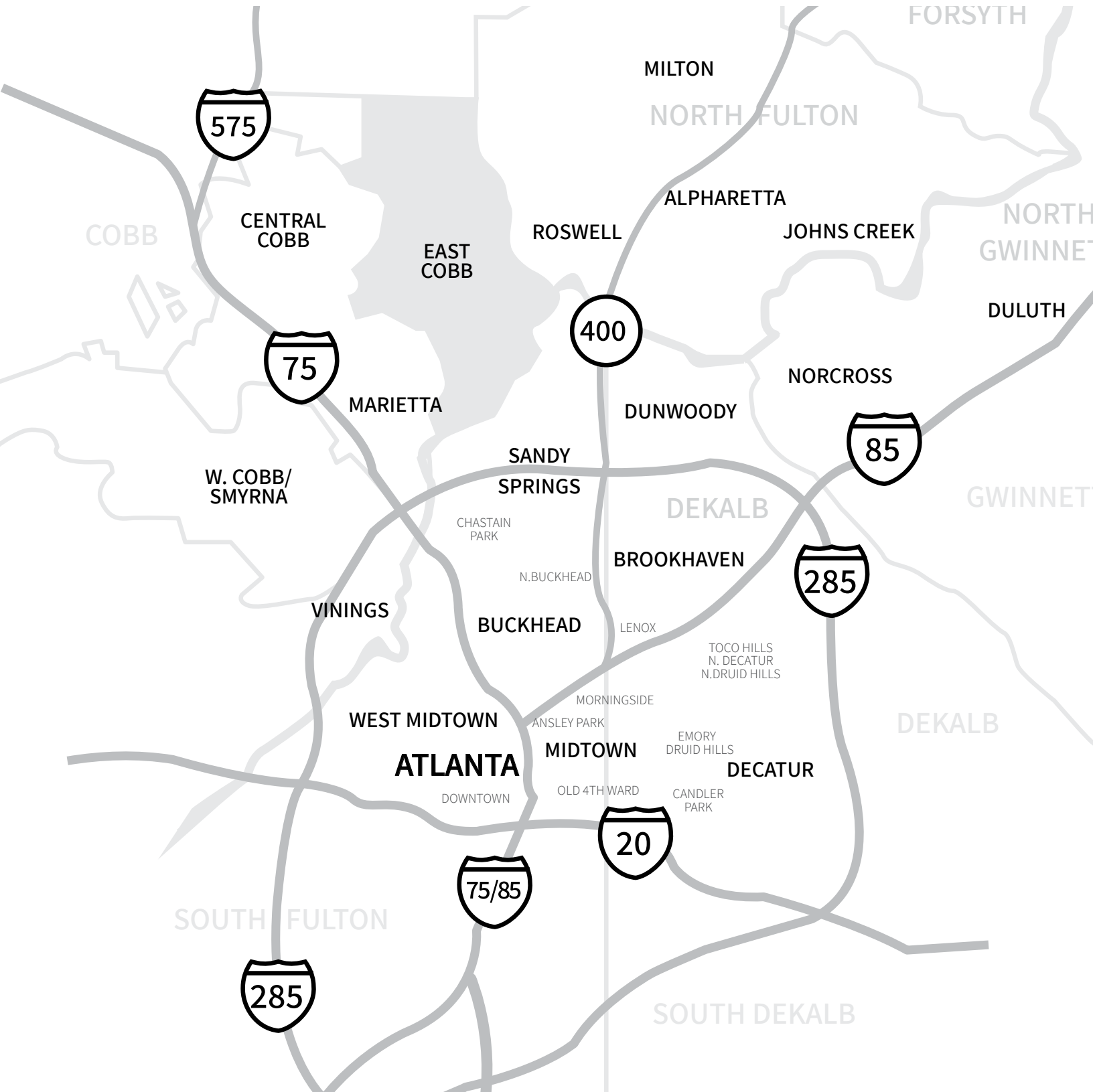
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Buyer's Market

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Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.



EAST COBB



Quarter 4, 2025

\$700K-\$999K

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	21	39	85.7%
39	60		Total Homes Sold	46	60
Median Days On Market	Months' Supply	Median Days on Market	19	43	123.7%
43	2.0	Months' Supply	1.4	2.0	42.4%



Seller's Market

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Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

\$1.0M-\$1.49M

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	13	21	61.5%
21	37		Total Homes Sold	24	37
Median Days On Market	Months' Supply	Median Days on Market	44	30	-31.8%
30	1.7	Months' Supply	1.6	1.7	4.8%



Seller's Market

0-6 Month's Supply
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6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

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Quarter 4, 2025

\$1.5M-\$1.99M



\$2.0M-\$3.99M



Quarter 4, 2025

\$4M+

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	1	4	300.0%
4	1	Total Homes Sold	2	1	-50.0%
Median Days On Market	Months' Supply	Median Days on Market	186	18	-90.3%
18	12.0	Months' Supply	1.5	12.0	700.0%

Seller's Market

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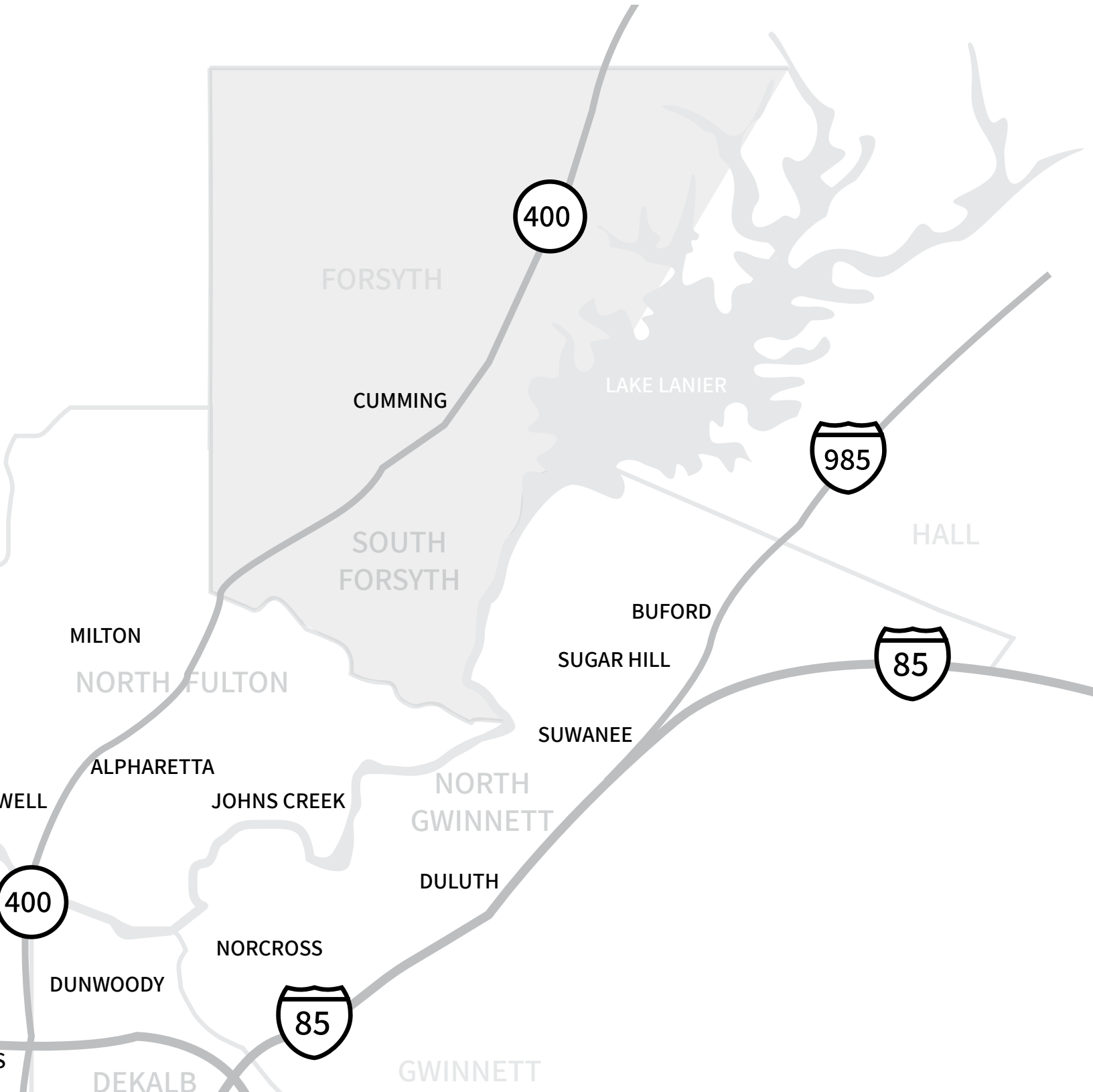
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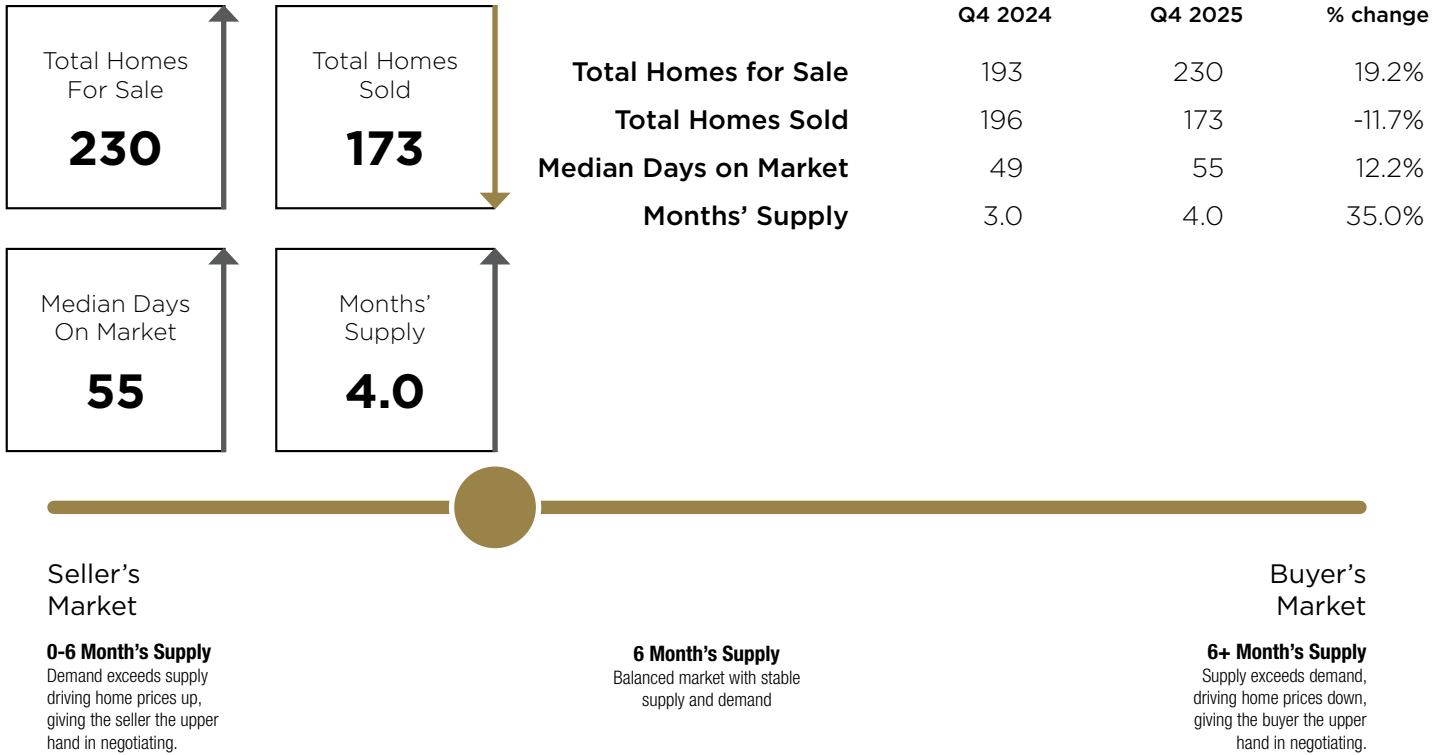


FORSYTH

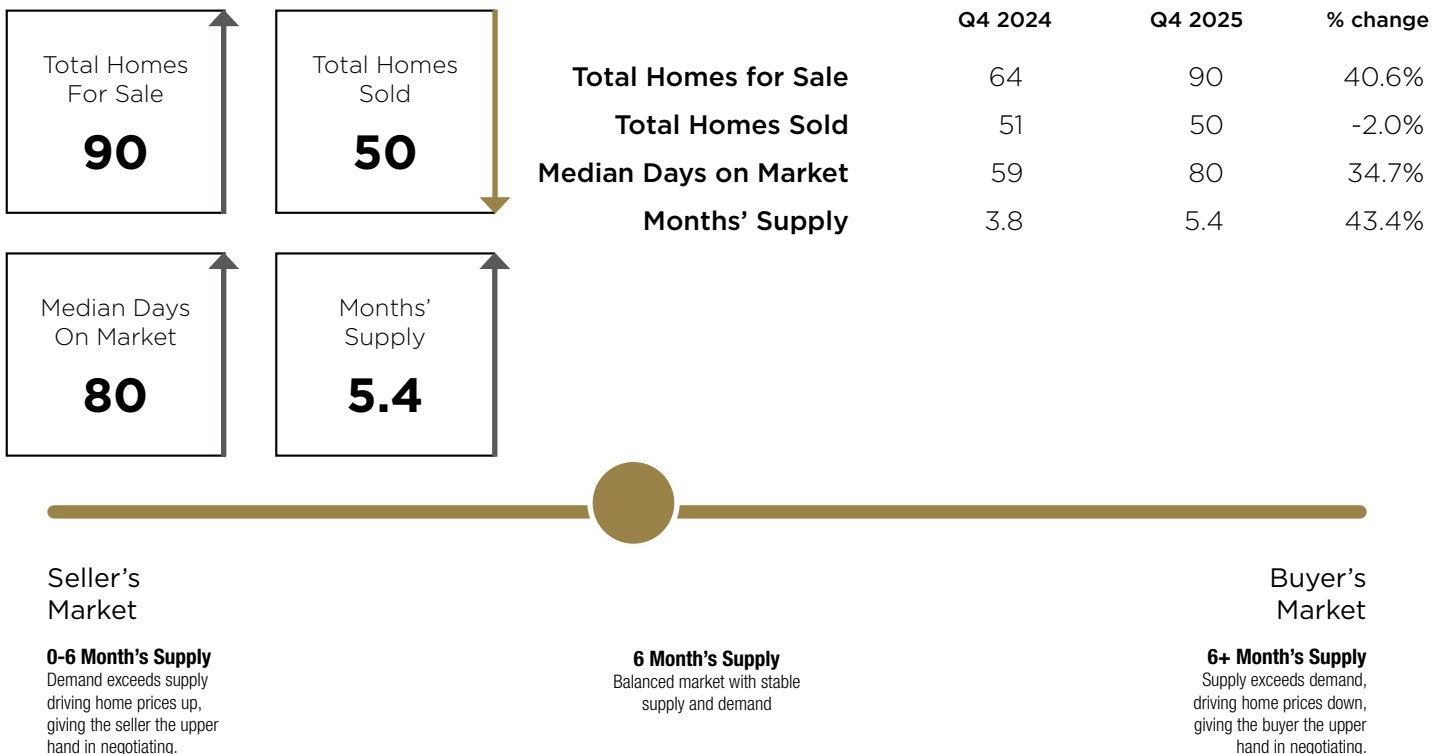


Quarter 4, 2025

\$700K-\$999K



\$1.0M-\$1.49M



Quarter 4, 2025

\$1.5M-\$1.99M



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\$2.0M-\$3.99M



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Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

Quarter 4, 2025

\$4M+

			Q4 2024	Q4 2025	% change
Total Homes For Sale	=	Total Homes Sold	2	2	0.0%
2		0			
		Total Homes for Sale	2	2	0.0%
		Total Homes Sold	0	0	0.0%
		Median Days on Market	N/A	N/A	N/A
		Months' Supply	N/A	N/A	N/A
Median Days On Market		Months' Supply			
N/A		N/A			

Seller's Market

0-6 Month's Supply

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6 Month's Supply

Balanced market with stable supply and demand

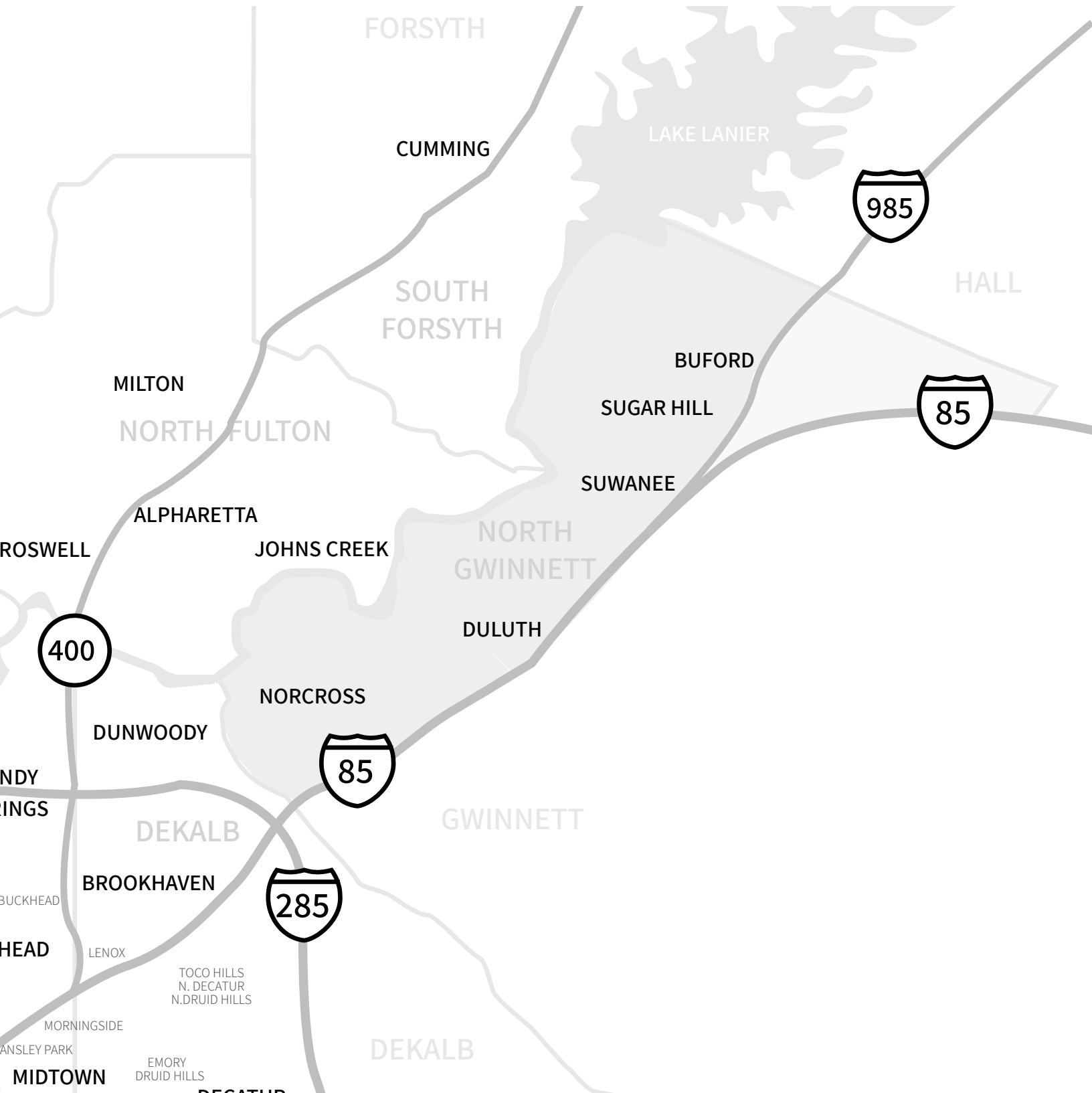
Buyer's Market

6+ Month's Supply

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GWINNETT



Quarter 4, 2025

\$700K-\$999K



\$1.0M-\$1.49M



Quarter 4, 2025

\$1.5M-\$1.99M



	Q4 2024	Q4 2025	% change
Total Homes for Sale	24	17	-29.2%
Total Homes Sold	7	10	42.9%
Median Days on Market	100	171	71.0%
Months' Supply	10.3	5.1	-50.4%

Seller's Market

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Demand exceeds supply driving home prices up, giving the seller the upper hand in negotiating.

6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

\$2.0M-\$3.99M



	Q4 2024	Q4 2025	% change
Total Homes for Sale	23	13	-43.5%
Total Homes Sold	3	10	233.3%
Median Days on Market	105	288	174.3%
Months' Supply	23.0	3.9	-83.0%

Seller's Market

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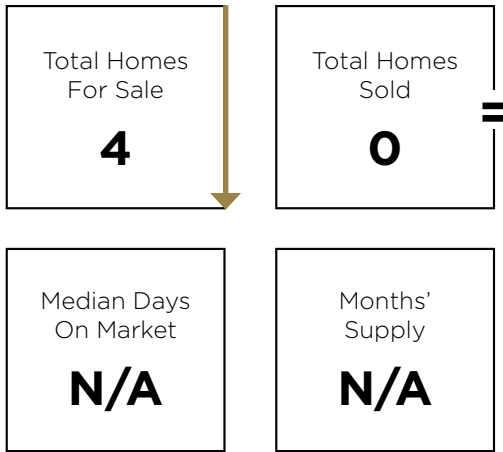
6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

Quarter 4, 2025

\$4M+



	Q4 2024	Q4 2025	% change
Total Homes for Sale	5	4	-20.0%
Total Homes Sold	0	0	0.0%
Median Days on Market	N/A	N/A	N/A
Months' Supply	N/A	N/A	N/A

Seller's Market

0-6 Month's Supply
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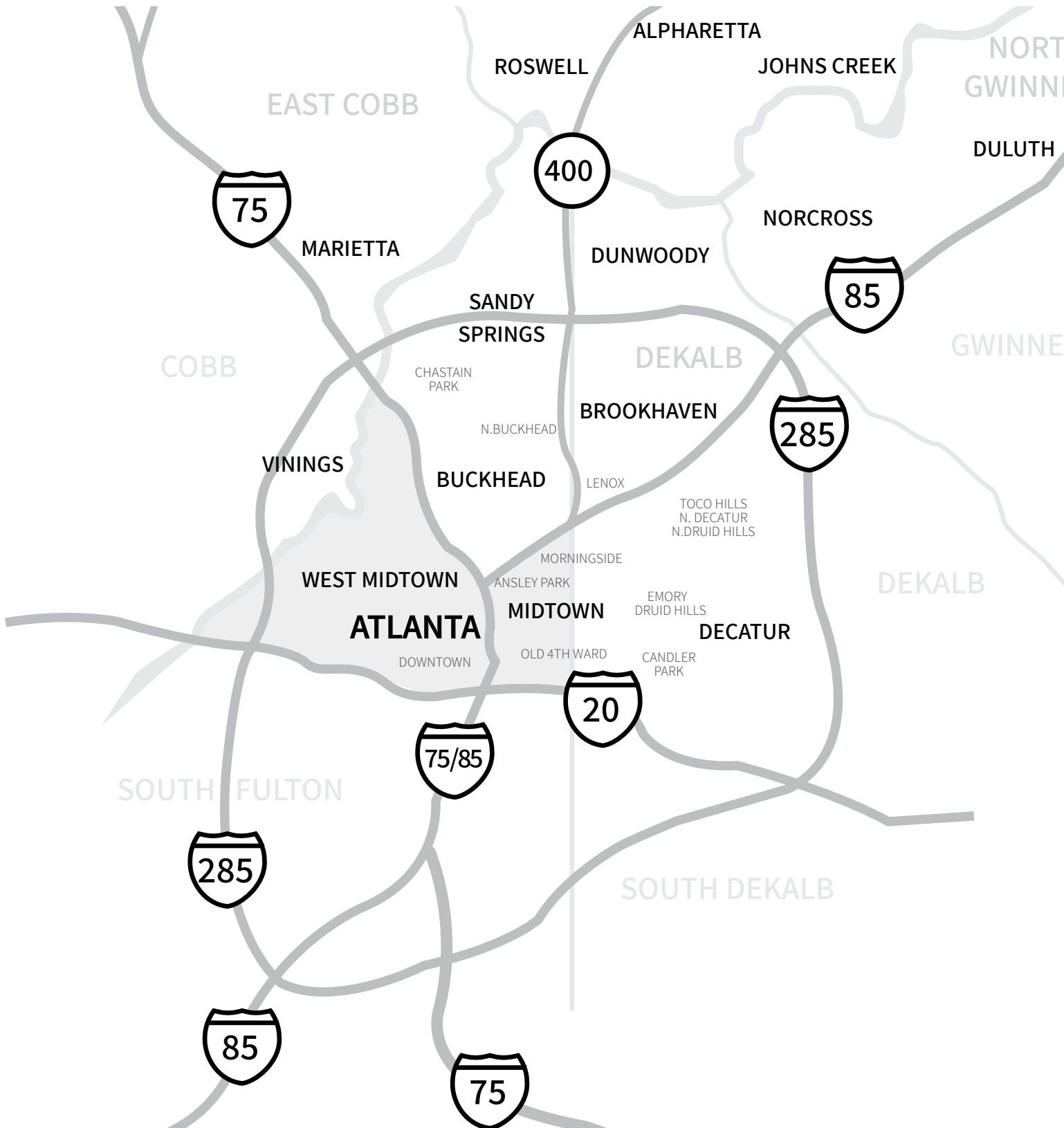
6 Month's Supply
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Buyer's Market

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MIDTOWN



Quarter 4, 2025

\$700K-\$999K



\$1.0M-\$1.49M



Quarter 4, 2025

\$1.5M-\$1.99M

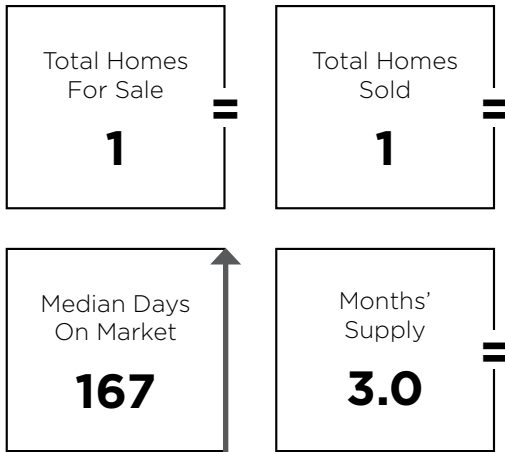


\$2.0M-\$3.99M



Quarter 4, 2025

\$4M+



	Q4 2024	Q4 2025	% change
Total Homes for Sale	1	1	0.0%
Total Homes Sold	1	1	0.0%
Median Days on Market	10	167	1570.0%
Months' Supply	3.0	3.0	0.0%



Seller's Market

0-6 Month's Supply
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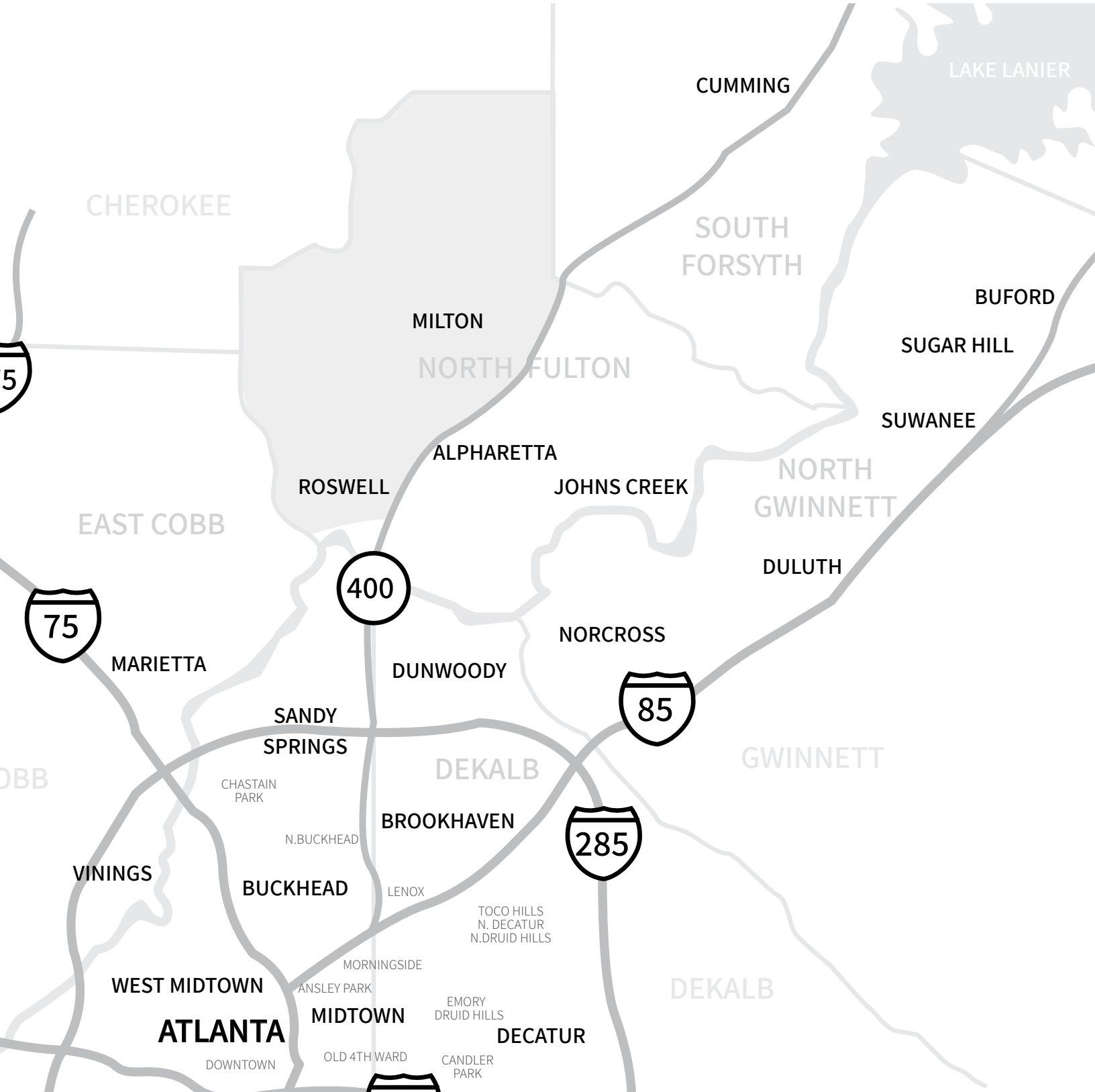
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ROSWELL / MILTON



Quarter 4, 2025

\$700K-\$999K



\$1.0M-\$1.49M



Quarter 4, 2025

\$1.5M-\$1.99M



	Q4 2024	Q4 2025	% change
Total Homes for Sale	25	38	52.0%
Total Homes Sold	13	30	130.8%
Median Days on Market	69	35	-49.3%
Months' Supply	5.8	3.8	-34.1%

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Buyer's Market

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\$2.0M-\$3.99M



	Q4 2024	Q4 2025	% change
Total Homes for Sale	68	56	-17.6%
Total Homes Sold	19	36	89.5%
Median Days on Market	98	55	-44.4%
Months' Supply	10.7	4.7	-56.5%

Seller's Market

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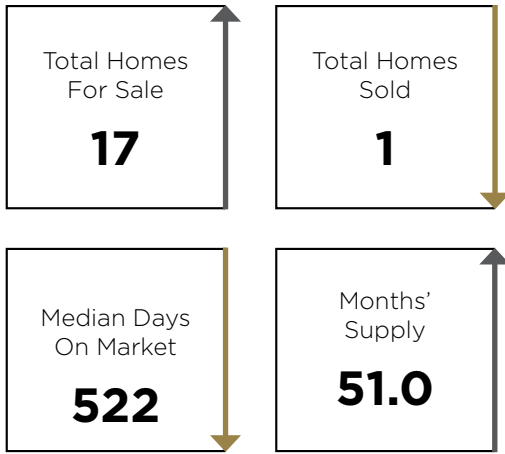
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Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

Quarter 4, 2025

\$4M+



	Q4 2024	Q4 2025	% change
Total Homes for Sale	14	17	21.4%
Total Homes Sold	2	1	-50.0%
Median Days on Market	765	522	-31.7%
Months' Supply	21.0	51.0	142.9%

Seller's Market

0-6 Month's Supply
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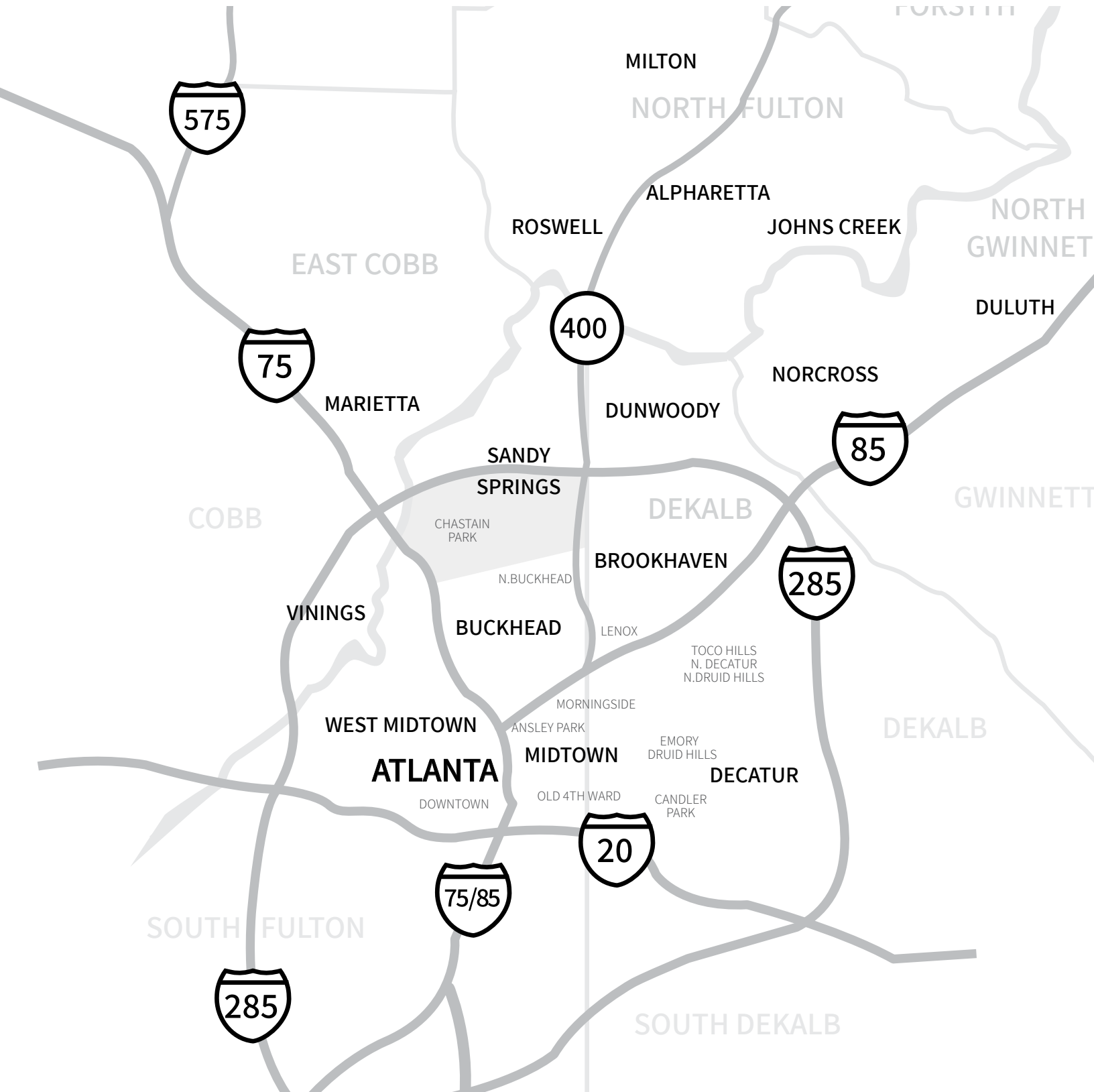
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6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

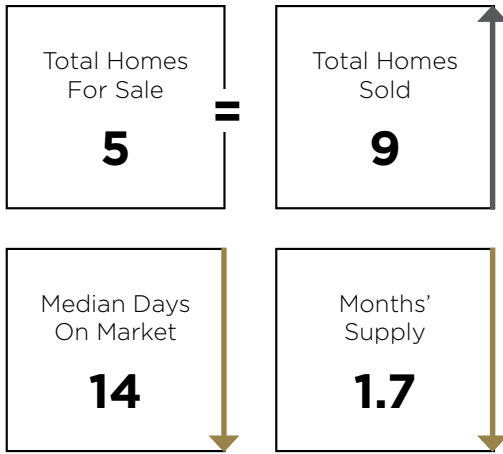


SANDY SPRINGS (ITP)



Quarter 4, 2025

\$700K-\$999K



Total Homes for Sale
Total Homes Sold
Median Days on Market
Months' Supply

	Q4 2024	Q4 2025	% change
Total Homes for Sale	5	5	0.0%
Total Homes Sold	8	9	12.5%
Median Days on Market	27	14	-47.2%
Months' Supply	1.9	1.7	-11.1%



Seller's Market

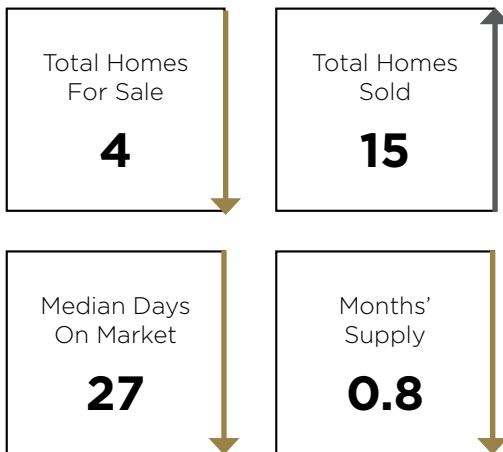
0-6 Month's Supply
 Demand exceeds supply driving home prices up, giving the seller the upper hand in negotiating.

6 Month's Supply
 Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
 Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

\$1.0M-\$1.49M



Total Homes for Sale
Total Homes Sold
Median Days on Market
Months' Supply

	Q4 2024	Q4 2025	% change
Total Homes for Sale	6	4	-33.3%
Total Homes Sold	9	15	66.7%
Median Days on Market	34	27	-20.6%
Months' Supply	2.0	0.8	-60.0%



Seller's Market

0-6 Month's Supply
 Demand exceeds supply driving home prices up, giving the seller the upper hand in negotiating.

6 Month's Supply
 Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
 Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

Quarter 4, 2025

\$1.5M-\$1.99M



Seller's Market

0-6 Month's Supply
Demand exceeds supply driving home prices up, giving the seller the upper hand in negotiating.

6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

\$2.0M-\$3.99M



Seller's Market

0-6 Month's Supply
Demand exceeds supply driving home prices up, giving the seller the upper hand in negotiating.

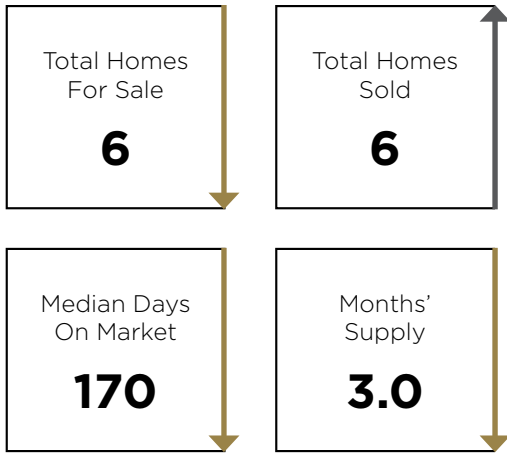
6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

Quarter 4, 2025

\$4M+



	Q4 2024	Q4 2025	% change
Total Homes for Sale	12	6	-50.0%
Total Homes Sold	5	6	20.0%
Median Days on Market	234	170	-27.4%
Months' Supply	7.2	3.0	-58.3%



Seller's Market

0-6 Month's Supply
Demand exceeds supply driving home prices up, giving the seller the upper hand in negotiating.

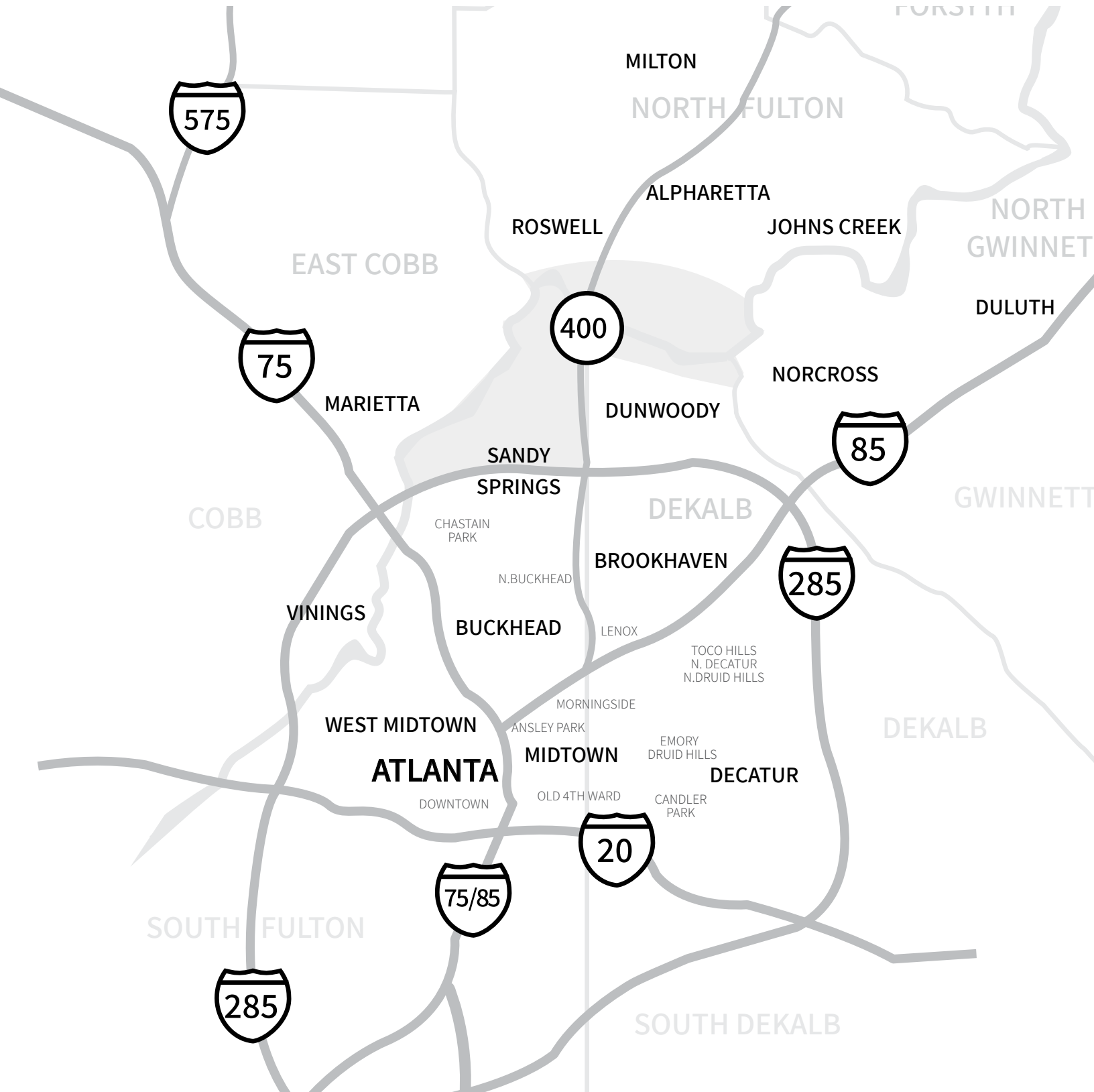
6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.



SANDY SPRINGS (OTP)



Quarter 4, 2025

\$700K-\$999K

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	21	19	-9.5%
19	36		Total Homes Sold	39	36
Median Days On Market	Months' Supply	Median Days on Market	21	52	145.2%
52	1.6	Months' Supply	1.6	1.6	-2.0%



\$1.0M-\$1.49M

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	10	7	-30.0%
7	26		Total Homes Sold	22	26
Median Days On Market	Months' Supply	Median Days on Market	31	26	-17.7%
26	0.8	Months' Supply	1.4	0.8	-40.8%



Quarter 4, 2025

\$1.5M-\$1.99M



Seller's Market

0-6 Month's Supply
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6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

\$2.0M-\$3.99M



Seller's Market

0-6 Month's Supply
Demand exceeds supply driving home prices up, giving the seller the upper hand in negotiating.

6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

Quarter 4, 2025

\$4M+

	Q4 2024	Q4 2025	% change
Total Homes for Sale	1	1	0.0%
Total Homes Sold	0	0	0.0%
Median Days on Market	N/A	N/A	N/A
Months' Supply	N/A	N/A	N/A

Median Days On Market	N/A
Months' Supply	N/A

Seller's Market

0-6 Month's Supply
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6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
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VININGS



Quarter 4, 2025

\$700K-\$999K



\$1.0M-\$1.49M



Quarter 4, 2025

\$1.5M-\$1.99M

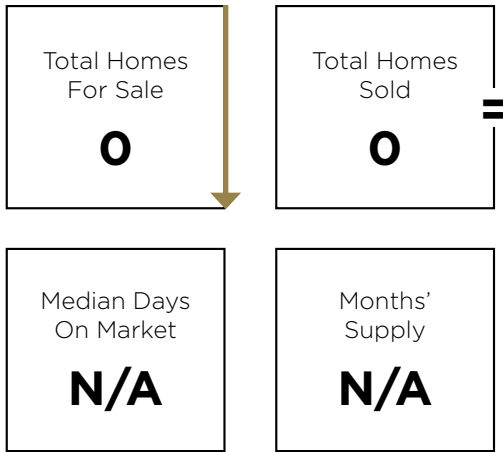


\$2.0M-\$3.99M



Quarter 4, 2025

\$4M+



Total Homes for Sale
Total Homes Sold
Median Days on Market
Months' Supply

	Q4 2024	Q4 2025	% change
Total Homes for Sale	1	0	-100.0%
Total Homes Sold	0	0	0.0%
Median Days on Market	N/A	N/A	N/A
Months' Supply	N/A	N/A	N/A

Seller's Market

0-6 Month's Supply
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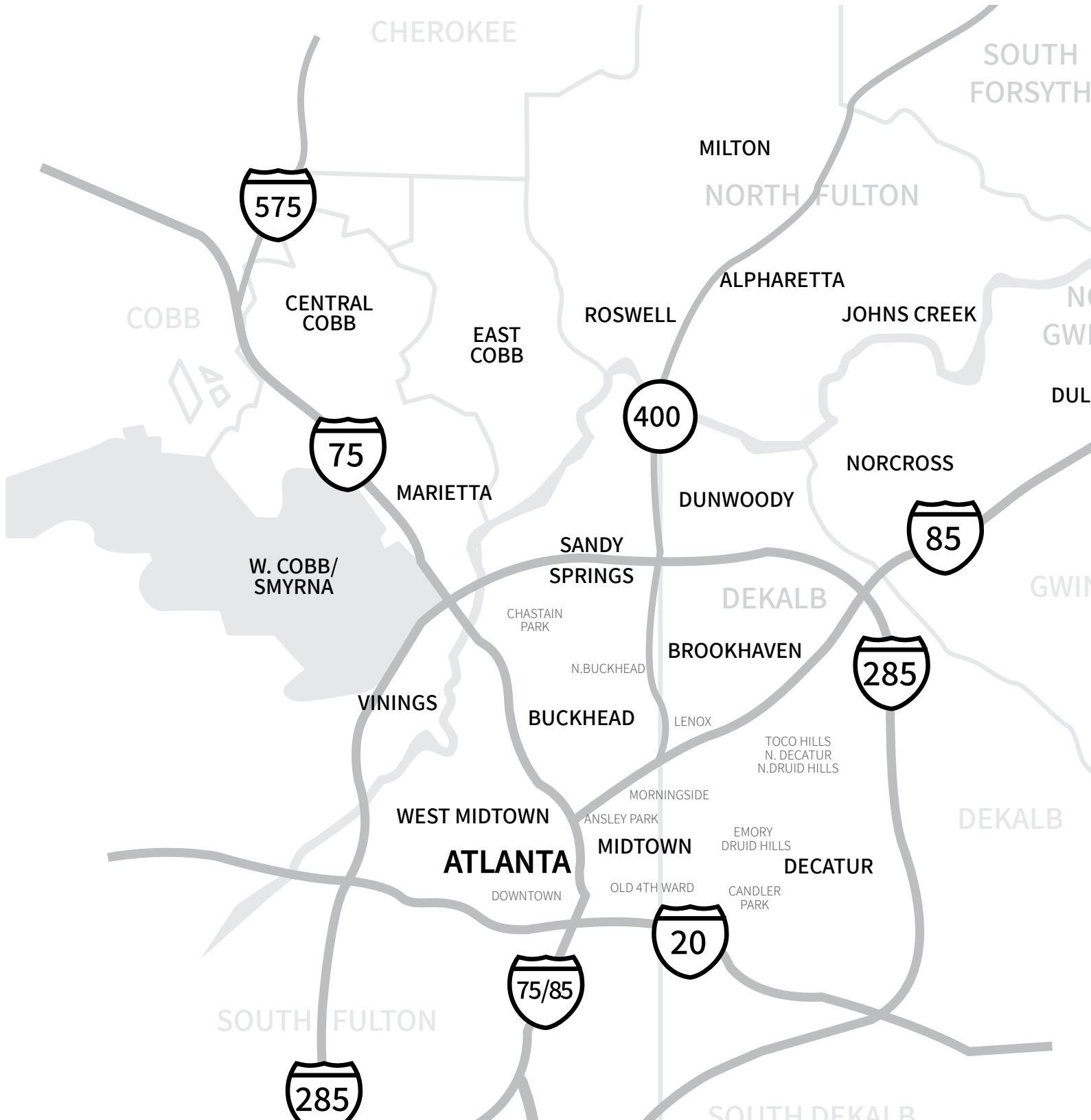
6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.



WEST COBB / SMYRNA



Quarter 4, 2025

\$700K-\$999K



\$1.0M-\$1.49M



Quarter 4, 2025

\$1.5M-\$1.99M

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	3	3	0.0%
3	1		Total Homes Sold	1	1
Median Days On Market	Months' Supply	Median Days on Market	53	71	34.0%
71	9.0	Months' Supply	9.0	9.0	0.0%

Seller's Market

0-6 Month's Supply
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6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

\$2.0M-\$3.99M

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	2	0	-100.0%
0	0		Total Homes Sold	0	0
Median Days On Market	Months' Supply	Median Days on Market	N/A	N/A	N/A
N/A	N/A	Months' Supply	N/A	N/A	N/A

Seller's Market

0-6 Month's Supply
Demand exceeds supply driving home prices up, giving the seller the upper hand in negotiating.

6 Month's Supply
Balanced market with stable supply and demand

Buyer's Market

6+ Month's Supply
Supply exceeds demand, driving home prices down, giving the buyer the upper hand in negotiating.

Quarter 4, 2025

\$4M+

			Q4 2024	Q4 2025	% change
Total Homes For Sale	Total Homes Sold	Total Homes for Sale	0	0	0.0%
0	0	Total Homes Sold	0	0	0.0%
Median Days On Market	Months' Supply	Median Days on Market	N/A	N/A	N/A
N/A	N/A	Months' Supply	N/A	N/A	N/A

Seller's Market

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