

THE JOURNEY

HOME



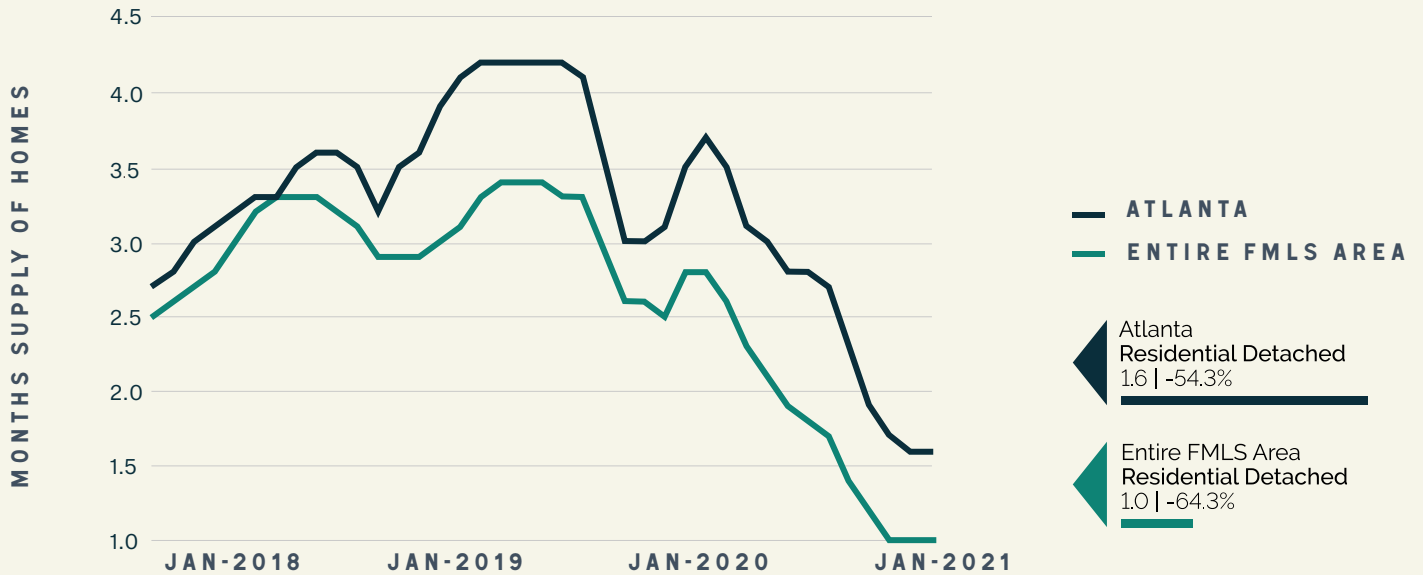
IR
Robbie Harris
ATLANTA

SPRING 2021

2528 EAST TUPELO
STREET SE

ATLANTA

INVENTORY CONTINUES TO DROP



DECATUR

1
MONTHS OF SUPPLY

22
TOTAL ACTIVE LISTINGS

38
AVG DAYS ON MARKET

\$680,297
AVERAGE SALES PRICE

IN-TOWN

1
MONTHS OF SUPPLY

38
TOTAL ACTIVE LISTINGS

36
AVG DAYS ON MARKET

\$580,327
AVERAGE SALES PRICE

PONCEY-HIGHLANDS

0
MONTHS OF SUPPLY

1
TOTAL ACTIVE LISTINGS

16
AVG DAYS ON MARKET

\$787,000
AVERAGE SALES PRICE

*APR 2021 - VIA FMLS

PLEASE REACH OUT TO ROBBIE IF YOU'RE INTERESTED IN SIMILAR STATS FOR YOUR NEIGHBORHOOD.

Q1 ATLANTA

2020 VS. 2021

all property types

*APR 2021 - VIA FMLS

2.4%

increase
in # of sales

21%

increase
in sales price

50%

decrease
in inventory

36%

decrease in days
on market



615 DANIEL AVENUE

MARKET MANIA



EXPLAINING THE FRENZY

Atlanta has been a sellers market for years, and though the market slowed last spring, summer ignited a housing frenzy that still favors sellers. Space right now is essential and interest rates are still hovering at all-time lows, further incentivizing those re-evaluating current living situations to make a move. This influx of buyers has accelerated the supply and demand imbalance. In turn, Atlanta saw an increase in median home prices of 18%. Technology continues to rapidly evolve, creating new methods and innovative tools within the real estate market. The impact technology has had over the last year in industry transactions is also a contributing factor to the mania.

INVENTORY in Atlanta is critically low. A six month supply is considered to be a balanced market, however we are hovering between one and two months.

DEMAND has increased due to the continuation of the 'work from home' movement, allowing many to relocate for the extra needed office or homeschooling space.

PRICES are being driven by low inventory and the continued influx of buyers. Heightened competition and record sales prices are driving the current upward price trend.

TECHNOLOGY continues to streamline the home-buying process. Livestreaming open houses, online notaries and virtual closings reduces the time it takes from contract to close.

CURIOS HOW THIS MARKET MANIA HAS IMPACTED THE VALUE OF YOUR HOME? REACH OUT TO ROBBIE FOR A PERSONALIZED, NO STRINGS ATTACHED MARKET ANALYSIS.

Welcome to the Team!



We're thrilled to announce Anne Milner has joined Robbie Harris Atlanta!

Anne is helping our clients with their home buying journey - and boy does she know a thing or two about that! She recently completed her 7th major home renovation (yes, you read that right). Anne has moved with

three kiddos in tow, sometimes from across the country, and truly understands the importance of finding a home that meets your goals.

Anne managed her own interior design firm and has great vision for space and identifying a home's true potential. Anne enjoys Peloton, walking her dogs on the Beltline, and exploring Atlanta. She and her husband embrace all Atlanta has to offer, especially the walkable and culinary aspects of the city as well as its music scene.

We can't wait for you to meet Anne!

From Our Clients



"Robbie is awesome. He's friendly and patient, conscientious when showing property, and yet when it comes down to brass tacks, he's in your corner."

"What really makes Robbie special is his ability to connect with his clients. He has a knack for making a stressful time seem quite manageable."

"His drive, joy, and respect for others accompanied him each and every day. Look no further. Robbie is your man."

"Robbie has a level of integrity that is rare to see in any business that is commission based. He will always do the right thing for his client."



ANNE'S SPRING DESIGN TIP

At the risk of sounding repetitive, my favorite spring design tip is to bring the beauty of Atlanta inside. Grab your shears and clip some of nature's bounty. Flowering Dogwood, Forsythia, and Cherry Blossom look stunning in a simple vessel on an uncluttered entry table or kitchen island. No yard? Head to Floral Park Market on the westside for a big selection of branches. Potted plants will freshen up your space as well. My favorite spots are Green Flamingo in Virginia Highlands and The Victorian Atlanta in Ponce. Flowers and plants just make you happy!

ROBBIE HARRIS ATLANTA

770.317.3813 | ROBBIE@RHATL.COM | WWW.ROBBIEHARRISATLANTA.COM

BEACHAM & COMPANY, REALTORS® FREQUENTLY USED PROVIDERS



CAMPBELL & BRANNON



Angel Oak
HOME LOANS



LANIGAN INSURANCE GROUP

BEACHAM & COMPANY, REALTORS® | O:404.261.6300 | WWW.BEACHAM.COM

If your home is currently listed for sale, this is not intended as a solicitation of your business. This information is believed accurate and is subject to errors, changes, prior sales and withdrawals without notice. Nancy Meister, Managing Broker. Equal Housing Opportunity.