



The market, read differently

METRO ATLANTA EXPANDED AREAS

Q3 2026 · Detached homes · 9 areas

How to read this report.

This report covers 9 areas that The Rawls Group (Keller Williams) Q3 2026 Market Report does not. Homes under \$750K and homes over \$750K can move at very different speeds in the same neighborhood, so every page splits them. Each number compares the third quarter of 2026 with the same quarter a year earlier, for detached homes only.

Months' supply is how long today's homes for sale would last at the current pace of sales. Under 6 months, demand is ahead of supply and sellers have the edge. Around 6 is balanced. Over 6, buyers have the edge.

This quarter, supply under \$750K rose in all 9 areas.

Where the numbers come from. These figures were compiled from FMLS and Georgia MLS listing data, with each home counted once. The methodology is on page 4. Each area closes with what the figures mean for buyers and sellers.

Under 6 · Seller's market

6 · Balanced

Over 6 · Buyer's market

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Sources and methodology.

These 9 areas are not covered in The Rawls Group Q3 2026 Market Report. Their figures were compiled from FMLS and Georgia MLS listing data. In several of these areas a large share of sales appear only in Georgia MLS, so both systems are included, and a home listed in both is counted once.

Methodology. Homes sold: closed between July 1 and September 30. Homes for sale: active on September 30. Months' supply: homes for sale divided by the quarter's average monthly sales, the same formula behind the Rawls figures.

How these figures differ. Days on market reflect each MLS's own count, which is calculated differently from the Rawls figures. Areas are defined by county or ZIP code. Sales include foreclosures and short sales, which the Rawls figures exclude. These areas are best compared year over year and with one another, rather than directly with the Rawls figures.

Where a price range recorded fewer than 20 sales in either year, figures are shown without a trend reading.

Forsyth County

Cumming

ABOVE \$750K, CLOSE TO BALANCED.

UNDER \$750K

504	\$538K	28
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	660	731	10.8%
Total Homes Sold	544	504	-7.4%
Median List Price	\$574,015	\$550,000	-4.2%
Median Sold Price	\$560,000	\$537,500	-4.0%
Median Days on Market	30	28	-6.7%
Months' Supply	3.6	4.4	19.5%



OVER \$750K

245	\$920K	36
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	452	470	4.0%
Total Homes Sold	245	245	0.0%
Median List Price	\$950,000	\$949,990	0.0%
Median Sold Price	\$935,000	\$920,000	-1.6%
Median Days on Market	25	36	44.0%
Months' Supply	5.5	5.8	4.0%



WHAT THIS MEANS

- Above \$750K, supply reached 5.8 months, just under the six-month line.
- The median home in that range took 36 days to sell, up from 25, at a median sale price of \$920,000.
- Under \$750K, the median sale price eased 4%, to \$537,500.

Above \$750K, buyers and sellers are close to equal footing. Under \$750K, sellers still have the edge.

Source: FMLS and Georgia MLS listing data, detached homes, Q3 2026 compared with Q3 2025, each home counted once. Includes foreclosures and short sales. Days on market as reported by each MLS. Methodology on page 4.

North Gwinnett

Gwinnett County homes in ZIP codes 30096 (Duluth), 30518 and 30519 (Buford)

ABOVE \$750K, BUYERS NOW HAVE THE EDGE.

UNDER \$750K

350	\$443K	25
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	378	486	28.6%
Total Homes Sold	336	350	4.2%
Median List Price	\$475,000	\$456,500	-3.9%
Median Sold Price	\$470,000	\$442,700	-5.8%
Median Days on Market	21	25	19.0%
Months' Supply	3.4	4.2	23.4%

MONTHS' SUPPLY: 4.2



OVER \$750K

54	\$923K	26
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	100	151	51.0%
Total Homes Sold	63	54	-14.3%
Median List Price	\$950,000	\$989,900	4.2%
Median Sold Price	\$900,000	\$922,500	2.5%
Median Days on Market	33	26	-21.2%
Months' Supply	4.8	8.4	76.2%

MONTHS' SUPPLY: 8.4



WHAT THIS MEANS

- Above \$750K, supply rose to 8.4 months, from 4.8, as homes for sale rose to 151.
- The median sale price there still rose 2.5%, to \$922,500.
- Under \$750K, the median sale price fell 5.8%, to \$442,700, and the median home took 25 days to sell, up from 21.

Above \$750K, buyers can take their time. Under \$750K, sellers should price to recent sales.

Source: FMLS and Georgia MLS listing data, detached homes, Q3 2026 compared with Q3 2025, each home counted once. Includes foreclosures and short sales. Days on market as reported by each MLS. Methodology on page 4.

Lawrenceville & Lilburn

Plus part of Snellville · ZIP codes 30039, 30043, 30044, 30045, 30046, 30047

UNDER \$750K, MORE HOMES FOR SALE AT STEADY PRICES.

UNDER \$750K

777	\$392K	25
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	954	1,110	16.4%
Total Homes Sold	847	777	-8.3%
Median List Price	\$399,000	\$399,500	0.1%
Median Sold Price	\$392,000	\$392,315	0.1%
Median Days on Market	24	25	4.2%
Months' Supply	3.4	4.3	26.8%

MONTHS' SUPPLY: 4.3



OVER \$750K

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	53	63	—
Total Homes Sold	26	19	—
Median List Price	\$954,500	\$980,000	—
Median Sold Price	\$929,500	\$950,000	—
Median Days on Market	26	24	—
Months' Supply	6.1	9.9	—

Too few sales to read a trend: 19 detached sales, compared with 26 in Q3 2025.

WHAT THIS MEANS

- Under \$750K, homes for sale rose to 1,110, from 954, and supply reached 4.3 months.
- The median sale price there held close to a year earlier, at \$392,315.
- Above \$750K, 19 homes sold, too few to read a trend.

Under \$750K, sellers still have the edge, and buyers have more homes to compare.

Source: FMLS and Georgia MLS listing data, detached homes, Q3 2026 compared with Q3 2025, each home counted once. Includes foreclosures and short sales. Days on market as reported by each MLS. Methodology on page 4.

Hall County

Gainesville, Flowery Branch, Oakwood

ABOVE \$750K, STILL A BUYER'S MARKET.

UNDER \$750K

526	\$404K	35
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	700	729	4.1%
Total Homes Sold	517	526	1.7%
Median List Price	\$435,000	\$409,950	-5.8%
Median Sold Price	\$425,000	\$404,250	-4.9%
Median Days on Market	27	35	29.6%
Months' Supply	4.1	4.2	2.4%

MONTHS' SUPPLY: 4.2



OVER \$750K

78	\$1.10M	36
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	205	224	9.3%
Total Homes Sold	66	78	18.2%
Median List Price	\$1,167,500	\$1,197,500	2.6%
Median Sold Price	\$1,060,000	\$1,100,000	3.8%
Median Days on Market	48	36	-25.3%
Months' Supply	9.3	8.6	-7.5%

MONTHS' SUPPLY: 8.6



WHAT THIS MEANS

- Above \$750K, supply sat at 8.6 months, past the six-month line.
- More homes sold in that range, 78 compared with 66, and the median sale price rose 3.8%, to \$1.1 million.
- Under \$750K, the median sale price eased 4.9%, to \$404,250.

Above \$750K, buyers have the upper hand. Under \$750K, sellers still have the edge.

Source: FMLS and Georgia MLS listing data, detached homes, Q3 2026 compared with Q3 2025, each home counted once. Includes foreclosures and short sales. Days on market as reported by each MLS. Methodology on page 4.

Paulding County

Dallas, Hiram

UNDER \$750K, STEADY PRICES AT A SLIGHTLY SLOWER PACE.

UNDER \$750K

658	\$360K	33
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	883	940	6.5%
Total Homes Sold	698	658	-5.7%
Median List Price	\$369,000	\$365,000	-1.1%
Median Sold Price	\$365,000	\$359,945	-1.4%
Median Days on Market	29	33	13.8%
Months' Supply	3.8	4.3	12.9%

MONTHS' SUPPLY: 4.3



OVER \$750K

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	50	47	—
Total Homes Sold	7	17	—
Median List Price	\$869,900	\$800,000	—
Median Sold Price	\$847,750	\$799,000	—
Median Days on Market	29	25	—
Months' Supply	21.4	8.3	—

Too few sales to read a trend: 17 detached sales, compared with 7 in Q3 2025.

WHAT THIS MEANS

- Under \$750K, the median sale price was \$359,945, down 1.4%.
- The median home there took 33 days to sell, up from 29.
- Supply in that range rose to 4.3 months, still a seller's market.

Under \$750K, sellers should plan for about a month on the market. Buyers have a few more homes to compare.

Source: FMLS and Georgia MLS listing data, detached homes, Q3 2026 compared with Q3 2025, each home counted once. Includes foreclosures and short sales. Days on market as reported by each MLS. Methodology on page 4.

South Fulton

Fulton County homes in ZIP codes 30344 (East Point) and 30349 (South Fulton)

UNDER \$750K, FEWER SALES AT HIGHER PRICES.

UNDER \$750K

206	\$304K	32
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	467	408	-12.6%
Total Homes Sold	263	206	-21.7%
Median List Price	\$275,000	\$304,500	10.7%
Median Sold Price	\$275,000	\$304,430	10.7%
Median Days on Market	34	32	-5.9%
Months' Supply	5.3	5.9	11.5%

MONTHS' SUPPLY: 5.9

Seller's market Balanced at 6 Buyer's market

OVER \$750K

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	15	20	—
Total Homes Sold	0	2	—
Median List Price	N/A	\$834,950	—
Median Sold Price	N/A	\$805,000	—
Median Days on Market	N/A	102	—
Months' Supply	N/A	30.0	—

Too few sales to read a trend: 2 detached sales, compared with 0 in Q3 2025.

WHAT THIS MEANS

- Under \$750K, the median sale price rose 10.7%, to \$304,430.
- Sales in that range fell to 206, from 263, and supply rose to 5.9 months, close to balanced.
- Fewer homes were for sale there: 408, compared with 467.

Under \$750K, the market is close to balanced. Sellers keep a slight edge, and buyers have time to compare.

Source: FMLS and Georgia MLS listing data, detached homes, Q3 2026 compared with Q3 2025, each home counted once. Includes foreclosures and short sales. Days on market as reported by each MLS. Methodology on page 4.

Clayton County

Jonesboro, Riverdale, Morrow, Forest Park

UNDER \$750K, FEWER SALES AND SOFTER PRICES.

UNDER \$750K

457	\$236K	25
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	724	748	3.3%
Total Homes Sold	562	457	-18.7%
Median List Price	\$250,000	\$239,000	-4.4%
Median Sold Price	\$250,000	\$236,000	-5.6%
Median Days on Market	28	25	-10.7%
Months' Supply	3.9	4.9	27.1%

MONTHS' SUPPLY: 4.9



OVER \$750K

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	15	8	—
Total Homes Sold	6	2	—
Median List Price	\$1,425,000	\$1,162,500	—
Median Sold Price	\$1,434,500	\$1,055,000	—
Median Days on Market	29	14	—
Months' Supply	7.5	12.0	—

Too few sales to read a trend: 2 detached sales, compared with 6 in Q3 2025.

WHAT THIS MEANS

- Under \$750K, 457 homes sold, compared with 562 a year earlier.
- The median sale price there fell 5.6%, to \$236,000.
- Supply in that range rose to 4.9 months, from 3.9.

Under \$750K, sellers should price to today's sales. Buyers have more homes to choose from.

Source: FMLS and Georgia MLS listing data, detached homes, Q3 2026 compared with Q3 2025, each home counted once. Includes foreclosures and short sales. Days on market as reported by each MLS. Methodology on page 4.

Henry County

McDonough, Stockbridge, Hampton, Locust Grove

UNDER \$750K, STEADY PRICES, MORE HOMES FOR SALE.

UNDER \$750K

782

HOMES SOLD

\$342K

MEDIAN PRICE

30

DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	1,188	1,265	6.5%
Total Homes Sold	780	782	0.3%
Median List Price	\$349,900	\$349,000	-0.3%
Median Sold Price	\$340,000	\$342,150	0.6%
Median Days on Market	35	30	-14.3%
Months' Supply	4.6	4.9	6.2%



OVER \$750K

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	58	53	—
Total Homes Sold	13	17	—
Median List Price	\$929,000	\$899,900	—
Median Sold Price	\$875,000	\$900,000	—
Median Days on Market	66	34	—
Months' Supply	13.4	9.4	—

Too few sales to read a trend: 17 detached sales, compared with 13 in Q3 2025.

WHAT THIS MEANS

- Under \$750K, the median sale price held near a year earlier, at \$342,150.
- Homes for sale there rose to 1,265, from 1,188, and the median home sold in 30 days, down from 35.
- Above \$750K, 17 homes sold, too few to read a trend.

Under \$750K, sellers still have the edge, but buyers have more to choose from.

Source: FMLS and Georgia MLS listing data, detached homes, Q3 2026 compared with Q3 2025, each home counted once. Includes foreclosures and short sales. Days on market as reported by each MLS. Methodology on page 4.

Fayette County

Fayetteville, Peachtree City, Tyrone

ABOVE \$750K, CLOSE TO BALANCED.

UNDER \$750K

296	\$473K	27
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	310	392	26.5%
Total Homes Sold	290	296	2.1%
Median List Price	\$475,000	\$478,500	0.7%
Median Sold Price	\$466,000	\$472,500	1.4%
Median Days on Market	25	27	8.0%
Months' Supply	3.2	4.0	23.9%

MONTHS' SUPPLY: 4.0



OVER \$750K

85	\$1.00M	25
HOMES SOLD	MEDIAN PRICE	DAYS ON MARKET

	Q3 2025	Q3 2026	CHANGE
Total Homes for Sale	101	167	65.3%
Total Homes Sold	94	85	-9.6%
Median List Price	\$925,000	\$999,000	8.0%
Median Sold Price	\$919,000	\$999,900	8.8%
Median Days on Market	26	25	-2.0%
Months' Supply	3.2	5.9	82.9%

MONTHS' SUPPLY: 5.9



WHAT THIS MEANS

- Above \$750K, homes for sale rose to 167, from 101, and supply reached 5.9 months, close to balanced.
- The median sale price there still rose 8.8%, to \$999,900.
- Under \$750K, the median sale price held near a year earlier, at \$472,500, and supply rose to 4 months.

Above \$750K, buyers and sellers are close to equal footing. Under \$750K, sellers still have the edge.

Source: FMLS and Georgia MLS listing data, detached homes, Q3 2026 compared with Q3 2025, each home counted once. Includes foreclosures and short sales. Days on market as reported by each MLS. Methodology on page 4.



NRG NGUYEN REALTY GROUP

WHICH MARKET IS
YOUR HOME IN?

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Pages 5 to 13: detached homes, Q3 2026 compared with Q3 2025, from FMLS and Georgia MLS listings compiled by NRG Nguyen Realty Group on October 26, 2026, counted once per address. Includes foreclosures and short sales. North Gwinnett counts only Gwinnett County homes and South Fulton only Fulton County homes. Georgia MLS listings marked manufactured, high-rise, mid-rise or loft are left out. Homes sold: closed July 1 to September 30. Homes for sale: active on September 30 (Georgia MLS-only listings: off-market date estimated as entry date plus days on market). Months' supply: homes for sale divided by the quarter's average monthly sales. Days on market are as the MLS reports them and are not measured the same way as the Rawls figures. Change figures are calculated from unrounded data. No representation is made about future market conditions or prices.

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