



WELCOME

JB & CO NEWSLETTER

I'm Joannie Bates, owner of JB & Co and your trusted real estate advisor here in Georgia. I created this newsletter as an easy, no-pressure way to keep you in the loop—whether it's real estate insights, local events, or just little ways to make life a little easier (and maybe a little more fun).

If we've worked together before, you know I believe real estate should feel personal, professional, and just a little different—in the best way. And if we haven't met yet, I hope this is the start of something great.

Thanks for being here!

— Joannie



Interested in New Properties?

JOANNIE BATES
Real Estate Agent

GET IN TOUCH

📞 Mob: +1-678-788-6465

✉️ JOANNIE@JOANNIEBATESSELLS.COM



Cobb County June 2025 Market Stats

◆ Overall County Data

- **Total Sales Volume: \$445.6 million, up 9.2% year-over-year ([gamls.com](https://www.gamls.com))**
- **Homes Sold: 806 units (+6.1% YoY) ([gamls.com](https://www.gamls.com))**
- **Median Sales Price: \$454,000 (down 1.7% from June 2024's \$462K) ([gamls.com](https://www.gamls.com))**

◆ Inventory & Listings

- **New Listings: 1,215, a 9% increase over June 2024 ([gamls.com](https://www.gamls.com))**
- **Active Listings: 2,549 homes, jumping 38.9% YoY ([gamls.com](https://www.gamls.com))**

◆ Market Pace

- **According to Redfin, homes in Cobb County averaged 33 days on market in May, versus 21 days last year—indicating slower turnover ([redfin.com](https://www.redfin.com))**
- **Sale-to-list ratio: ~98.9%, with 27% of homes selling over list price—both slightly lower than a year ago ([redfin.com](https://www.redfin.com))**

Local Highlight: Kennesaw (Cobb County Sub-Area)

- **Median sold price: \$407,450 (+0.5% YoY) ([rocket.com](https://www.rocket.com))**
- **Active homes for sale: 664 (+9.2% month-over-month) ([rocket.com](https://www.rocket.com))**
- **Homes sold/pending: 151 (+8.6% MoM), with ~52% selling below asking price ([rocket.com](https://www.rocket.com))**



Recently sold listing
What a great backyard.



**Sold for 98% of list
price**

- **Average days on market: 34 days—up ~78% from last June**
🏠 **Summary for June**
- **A growing market with both sales volume and unit sales rising.**
- **Home values have slightly softened, with median price dipping 1-2% YoY.**
- **Buyers have more options, backed by a strong increase in listings.**
- **Properties are staying on market longer—sign of a more balanced landscape.**
- **Local pockets like Kennesaw reflect broader trends: stable prices, increased inventory, and lower sale-to-list ratios.**
✓ **What This Means for You**
- **Buyers: You now have more choices and negotiating power. There's less rush and more opportunity to find value.**
- **Sellers: It's vital to price your home smartly and stage it competitively—well-presented, fairly priced homes still sell, often within 30-40 days.**