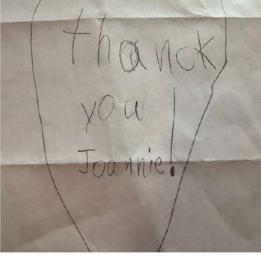
Newsletter www.joanniebatessells.com

July 2025









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, nopressure 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?

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GET IN TOUCH

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■ Cobb County June 2025 Market Stats

- Overall County Data
- Total Sales Volume: \$445.6 million, up 9.2% year-over-year (gamls.com)
- Homes Sold: 806 units (+6.1% YoY) (<u>gamls.com</u>)
- Median Sales Price: \$454,000 (down 1.7% from June 2024's \$462K)
 (gamls.com)
 - Inventory & Listings
- New Listings: 1,215, a 9% increase over June 2024 (gamls.com)
- Active Listings: 2,549 homes, jumping 38.9% YoY (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 (<u>redfin.com</u>)
- Sale-to-list ratio: ~98.9%, with 27% of homes selling over list price—both slightly lower than a year ago (<u>redfin.com</u>)
 - Local Highlight: Kennesaw (Cobb County Sub-Area)
- Median sold price: \$407,450 (+0.5% YoY) (<u>rocket.com</u>)
- Active homes for sale: 664 (+9.2% month-over-month) (<u>rocket.com</u>)
- Homes sold/pending: 151 (+8.6% MoM), with ~52% selling below asking price (rocket.com)





- 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.