

GEORGIA HOME & MARKET

YOUR HOME. YOUR MARKET. YOUR NEXT MOVE.

OCTOBER / NOVEMBER 2026 • METRO ATLANTA EDITION

A changing market. New opportunities.

Metro Atlanta is moving at a more measured pace this fall. Buyers have more homes to consider, while sellers can still succeed with smart pricing, strong presentation and a clear marketing plan.

\$416,000

Median sale price

21,053

Active listings

30 days

Average market time

SEPTEMBER 2026 | 11-COUNTY METRO ATLANTA | SOURCE: ATLANTA REALTORS / FMLS

What the numbers are telling us

Home sales totaled 3,680 in September, down 18.5% from a year earlier. The median sale price rose 1.5% year over year, while active listings increased 6.7%. Supply stood at 4.9 months.

FOR BUYERS

More choices can create room to compare properties, negotiate terms and plan carefully. Focus on your monthly payment, not just the asking price.

FOR SELLERS

A competitive asking price, polished photos and strong first impressions matter. The right strategy depends on your neighborhood and competition.

Mortgage rate watch

The national average 30-year fixed mortgage rate was 7.32% on October 22, 2026, according to Freddie Mac. Actual rates vary by borrower, lender and loan terms.

Curious what your home could sell for?

Request a personalized home value review — no pressure, just insight.

saninasellsrealestate.com

Sources: Atlanta REALTORS September 2026 Market Brief (FMLS); Freddie Mac PMMS, Oct. 22, 2026.

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FALL HOMEOWNER EDITION • IDEAS, TIPS & YOUR NEXT MOVE

Fall into a home that works for you

A little seasonal care can make your home more comfortable today and help protect its value for tomorrow.

Your 5-minute fall home checklist

01 Clear gutters & downspouts

Help rainwater flow away from your roof and foundation.

02 Check weatherstripping

Seal drafts around exterior doors and windows.

03 Service heating systems

Replace filters and schedule maintenance when needed.

04 Test safety devices

Check smoke and carbon monoxide alarms; replace batteries as needed.

Ask your REALTOR(R)

Q: Should I wait until spring to sell?

Not necessarily. Buyers shop year-round, and fewer competing listings in some neighborhoods can work in your favor. The best timing depends on your goals, property condition and local comparable sales.

HOME EQUITY, EXPLAINED

Your equity is the difference between your home's market value and what you owe on it. Paying down your mortgage can build equity even when prices move slowly.

Buying, selling, or simply planning ahead?

Let's talk about your options: saninasellsrealestate.com