THE STATE OF HOUSING
in Houston County

COLDWELL BANKER | FREE REALTY

A LOOK AT OUR LOCAL HOUSING MARKET

The housing market has been through some pretty remarkable changes over the last few years. We saw a period where buyers were competing against multiple offers, paying over asking price, and making quick decisions simply to get a home. During that time, **(2020 - mid 2024) our average sales price increased by about 41%** in just four and a half years. **That kind of growth was exciting, but it simply wasn't sustainable.**

Today, we're in a much more balanced and predictable market. Home prices are still about **19% higher than they were in 2022**, but the pace of change has slowed considerably. Sellers are once again contributing toward buyers' closing costs, and buyers have more time to make thoughtful decisions. Pricing matters, too. **Some sellers are still expecting the market we saw a few years ago**, and overpriced homes can sit while **those priced appropriately—particularly in the $220,000–$300,000 range—are still moving at a good pace.**

This booklet takes a closer look at the numbers behind our local housing market and what they can tell us about our community. We hope you find it useful, and if there's a number you don't see here or a question you'd like us to dig into, **please reach out**. **We're always happy to help make sense of the market.**

- Scott

Scott Free, Broker/Owner

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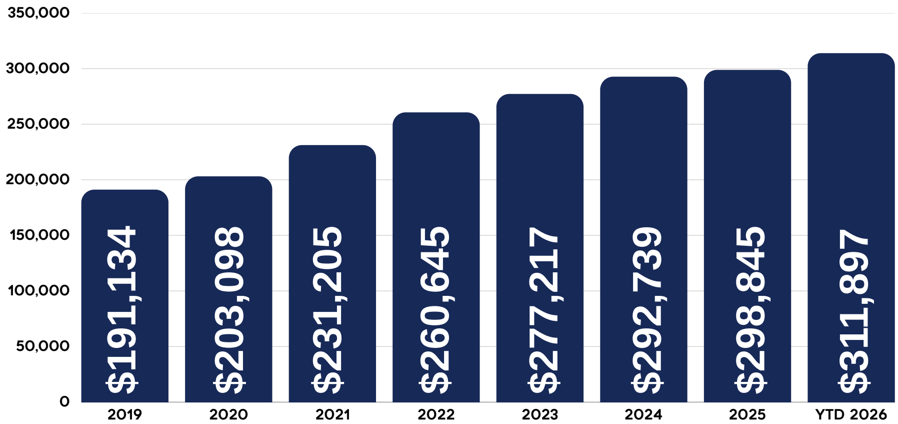
AVERAGE SALES PRICE - RESIDENTIAL HOMES - HOUSTON COUNTY

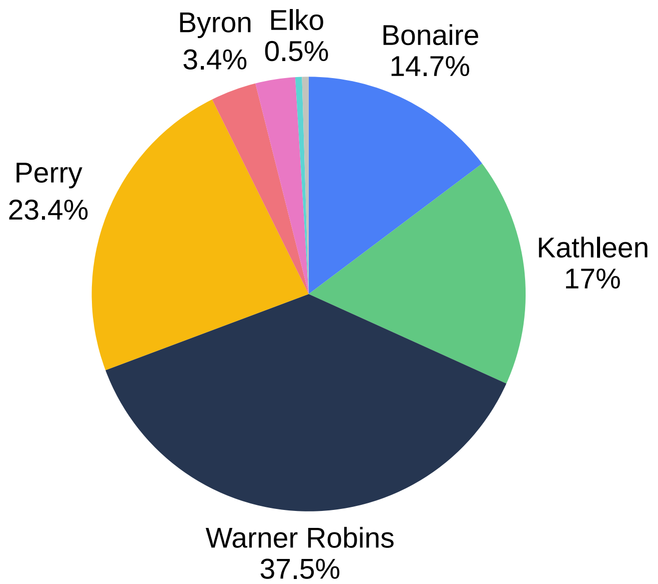


CURRENT HOUSING SNAPSHOT

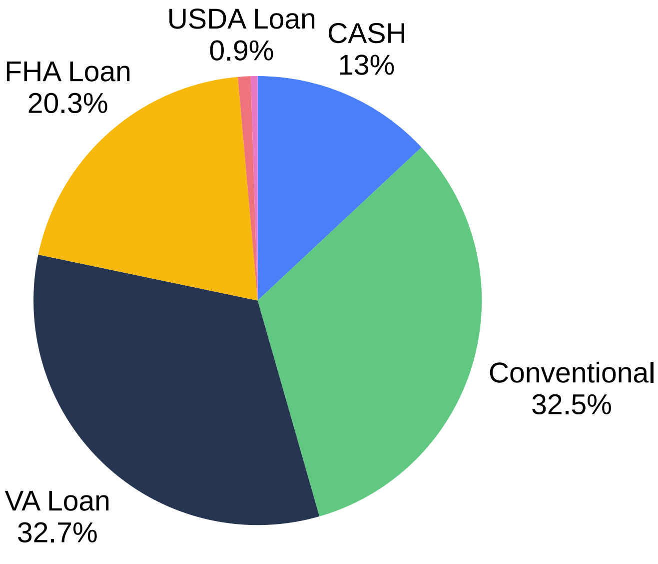
January - July 2026

The "average" home sold:
Bedrooms: 3.6
SQ FT: 2088
Price: $311,746
Age: 22 Years Old
Days on Market: 48
Seller Concessions: $5535

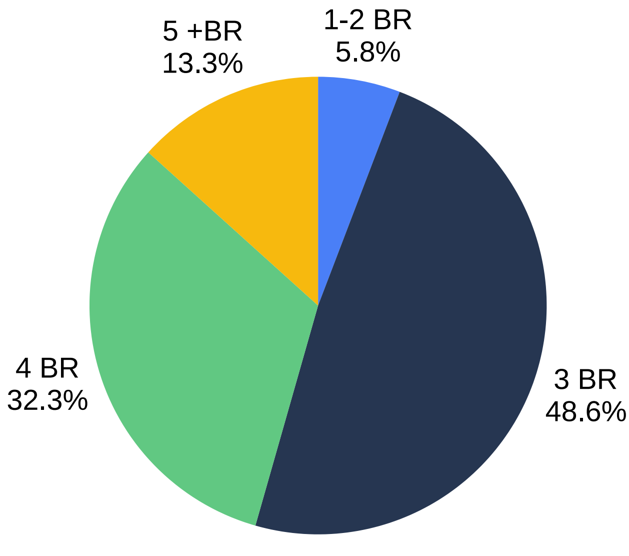
Location



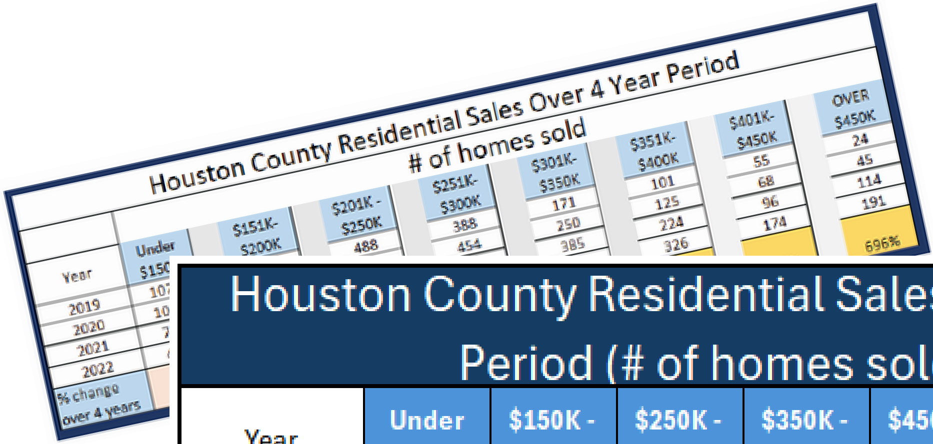
Loan Type



Bedrooms



PRICE POINT



Houston County Residential Sales Over 5 Year Period (# of homes sold)							
Year	Under $150K	$150K - $250K	$250K - $350K	$350K - $450K	$450K - $550K	$550K - $650 K	Ovr $650K
2021	806	1476	910	327	83	18	17
2022	518	1265	1009	509	140	36	14
2023	310	842	894	416	152	35	15
2024	285	736	1078	420	162	63	33
2025	270	657	920	418	182	61	42
% change over 5 years	**-67%**	**-55%**	**1%**	**28%**	**119%**	**239%**	**147%**

Things seem to be stabilizing. When we compare 2019–2022 with 2021–2025, we can see just how much our local market has changed. We've gone from tracking home sales in $50,000 price brackets to $100,000 brackets—and we've had to add additional columns to keep up. In 2022, our highest-priced homes could simply be grouped into "Over $450K." Today, we're seeing many homes selling for more than $650,000.

That growth is worth watching, **but the pace has slowed**. If we used the same "Over $450K" category today, the number of homes sold in that range would have increased by about 142%, compared with a staggering 696% increase from 2019–2022. **The $550K–$650K range is currently growing faster** than the market above $650K, but it will be interesting to see how that changes in the years ahead.

At the other end of the market, **homes under $250,000 continue to become harder to find**. Sales in both the "Under $150K" and "$150K–$250K" ranges have continued to shrink, **making the traditional starter home increasingly difficult to come by.**

AVAILABILITY

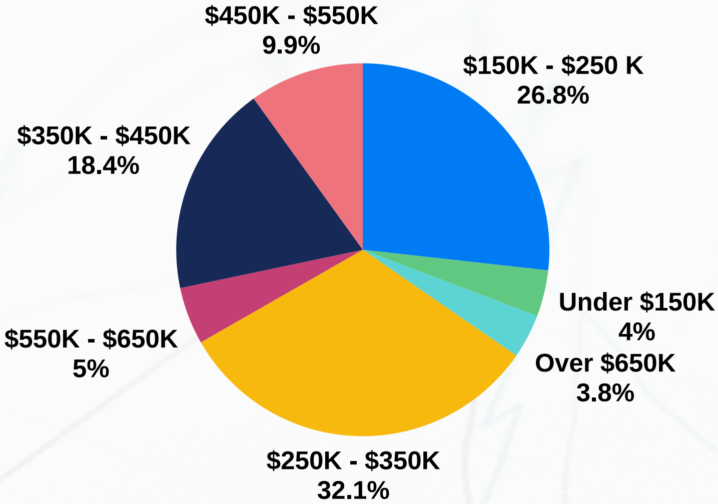
Homes Available In Houston County

(478 units: pulled from Central GA MLS on Friday, 8/7/26)

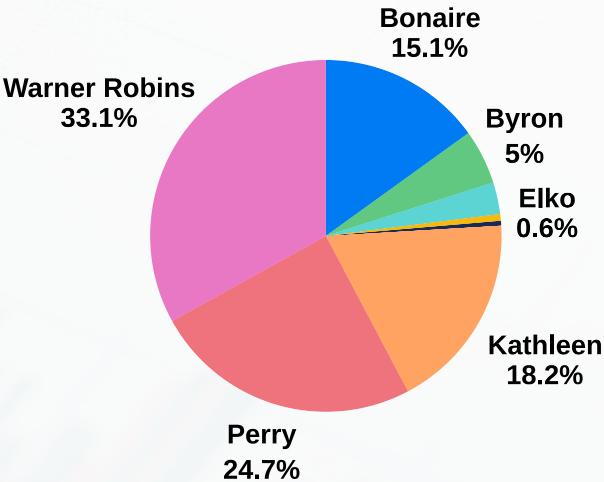
AGE

AGE	# AVAIL.	AVG PRICE
NEW	158	$364,489
2-15 YRS	111	$395,388
16-30 YRS	92	$407,893
31-45 YRS	42	$363,905
45+ YRS	75	$229,048

PRICE



CITY



SCHOOL DISTRICT

HIGH SCHOOL	# AVAIL.	AVG PRICE
HOCO	45	$441,691
VETERANS	126	$402,212
PERRY	143	$396,147
NORTHSIDE	87	$283,018
WARNER ROBINS	77	$256,348

AFFORDABILITY

HOUSEHOLD SALARY REQUIRED TO PURCHASE

Conventional Loan

Home price	5% Down payment	Monthly Mortgage Payment	Gross monthly income required to qualify	Hourly wage to qualify	$ left after mortgage payment	Annual Salary Required
$250,000	$12,500	$2,142.29	$4,760.65	$29.75	$2,618.36	$61,888
$315,000	$15,750	$2,679.39	$5,954.19	$37.21	$3,274.81	$77,405
$400,000	$20,000	$3,373.67	$7,497.04	$46.86	$4,123.37	$97,461

FHA Loan

Home price	3.5% Down payment	Monthly Mortgage Payment	Gross income required to qualify	Hourly wage to qualify	$ left after mortgage payment	Annual Salary Required
$250,000	$8,750.00	$2,133.30	$4,740.66	$29.63	$2,607.36	$61,629
$315,000	$11,025.00	$2,667.53	$5,927.85	$37.05	$3,260.32	$77,062
$400,000	$14,000.00	$3,358.08	$7,462.39	$46.64	$4,104.31	$97,011

VA Loan

Home price	0 %Down payment	Monthly Mortgage Payment	Gross income required to qualify	Hourly wage to qualify	$ left after mortgage payment	Annual Salary Required
$250,000	0	$2,064.33	$4,587.41	$28.67	$2,523.07	$59,636
$315,000	0	$2,581.00	$5,735.56	$35.85	$3,154.56	$74,562
$400,000	0	$3,248.33	$7,218.52	$45.12	$3,970.19	$93,841

These numbers are actually **better than they were several years ago**, based on more reasonable interest rates. The figures above were estimated using an **interest rate of 6.75%**, credit above 680, **45% debt to income ratio**, down payment noted in each chart and **county only taxes**. City taxes raise the monthly payment and the the income required to qualify for these loan types.

Check out this housing affordability calculator by Nerdwallet to see how much income is needed to qualify to buy at home based on your criteria!

NEW CONSTRUCTION

Nearly 26% of homes sold so far this year were new construction. The average new construction home in Houston County was $367,197 with 377 homes sold. T**he average new construction home was 4 bedrooms, approximately 2281 sq feet and priced around $163.24 per sq foot.**

Both Byron and Perry have new town homes being built, with each having a handful sold this year. The average price of a town home in Byron was $246,830 and in Perry: $228,522.

The numbers below are for all new construction including town homes.

City	# Sold	Avg Price
Centerville	5	$327,960
Bonaire	56	$402,455
Byron	20	$270,066
Kathleen	99	$419,733
Perry	150	$335,647
Warner Robins	46	$459,825

RENTALS

APARTMENTS

BR Size	Avg Rent
1 BR	$1140
2 BR	$1344
3 BR	$1485

Source: RentCafe, Houston County, GA data updated June 18, 2026

HOUSES

BR Size	# rented	Avg Rent
1 BR	63	$1277
2 BR	211	$1681
3 BR	71	$2162

Source: Central GA MLS, Houston County, YTD 2026 as of 8/11/26

INCOME REQUIRED TO RENT

Rent amount	Monthly Salary to Qualify (3X rent)	Hourly wage needed	Annual Household Salary
$1000	$3000 / mo	$14.42 / hour	$36000 / yr
$1250	$3750 / mo	$21.63 / hour	$45,000 / yr
$1500	$4500 / mo	$25.96 / hour	$54,000 / yr
$1750	$5250 / mo	$30.29 / hour	$63,000 / yr
$2000	$6000 / mo	$34.62 / hour	$72,000 / yr

OUR FRIENDS & NEIGHBORS

Although this report focuses on Houston County, **our community extends far beyond the lines drawn on a map.** Our neighboring counties are part of the same regional story—and when one community succeeds, we all benefit. With the ease of travel throughout Middle Georgia, many people live in one county, work in another, and enjoy the businesses, schools and amenities of communities throughout the region.

Across the area, the housing trends are similar. Home prices have become more stable, but continue to rise, while rents remain on an upward path. As interest rates ease, homeownership is becoming somewhat more attainable than it has been in recent years.

As you review the charts, remember that smaller markets can produce dramatic percentage changes when only a few homes sell in a given year. A difference of just a few sales can look significant on paper. **The key is to look beyond a single number and understand the larger trend.**

County	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale
Peach County					
	190		54,289,186		285,732
	131		34,441,210		262,910
	59	45%	19,847,976	58%	22,822
Macon County					
	12		2,812,965		234,413
	17		3,014,030		177,295
	(5)	-29%	(201,065)	-7%	57,118
Pulaski County					
	37		8,619,899		232,970
	48		10,368,965		216,020
	(11)	-23%	(1,749,066)	-17%	16,950
Twiggs County					
	10		1,883,400		188,340
	11		1,652,056		150,186
	(1)	-9%	231,344	14%	38,154
Dooly County					
	10		2,006,500		200,650
	7		1,442,000		206,000
	3	43%	564,500	39%	(5,350)
Crawford County					
	29		8,863,000		305,620
	31		7,402,400		238,787
	(2)	-6%	1,460,600	20%	66,833
Bibb County					
	408		100,744,752		246,923
	472		119,464,907		253,103
	(64)	-14%	18,720,155)	-16%	(6,180)
Bleckley County					
	44		11,640,640		264,560
	33		8,019,542		243,016
	11	33%	3,621,098	45%	21,544
Jones County					
	48		14,772,497		307,760
	36		10,296,149		286,004
	12	33%	4,476,348	43%	21,756
Dodge County					
	9		1,870,800		207,866
	16		3,707,900		231,743
	(7)	-44%	(1,837,100)	-50%	(23,877)

Data from Central GA MLS Jan-July 2025 vs Jan - July 2026, as of 8/11/26

ONE HOME SALE. MANY POSITIVE IMPACTS.

A strong housing market fuels our local economy.

MORTGAGE & BANKING

Lenders, appraisers, title companies and credit services support the process.

PROPERTY TAXES

Tax revenue supports schools, public safety, infrastructure and community services.

REAL ESTATE SERVICES

Agents, brokers and property professionals help buyers and sellers achieve their goals.

UTILITIES

Power, water, gas, internet and other utilities keep our homes running.

CLOSING & LEGAL SERVICES

Attorneys, title companies and escrow services ensure a smooth transaction.

RESTAURANTS & LOCAL BUSINESSES

Local spending at shops, restaurants and services strengthens our community.

HOME SALE

CREATES A RIPPLE EFFECT THROUGH OUR COMMUNITY

INSURANCE

Home, title and other insurance protects families and investments.

LANDSCAPING & HOME SERVICES

Lawn care, cleaning, pest control and other services keep our homes and yards looking their best.

MOVING & STORAGE

Moving companies and storage services help keep life moving forward.

CONSTRUCTION & REPAIRS

Builders, contractors and tradespeople build, maintain and improve our homes.

FURNITURE & APPLIANCES

Retailers and suppliers help turn a house into a home.

JOBS & LOCAL SPENDING

All of these activities create jobs, generate income and keep dollars circulating right here at home.

A healthy housing market means a stronger economy and a brighter future for our community.

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120
YEARS
HOME.
AFTER ALL THESE YEARS,
THERE'S STILL NO PLACE LIKE IT.
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