

Lanier County, GA

County · GA · Georgia

SELLER'S MARKET

\$239K

MEDIAN SALE PRICE

+14.2%

1-YR CHANGE

150

SALES (12 MO)

\$206K

MEDIAN VALUE (AVM)

Market temperature

Seller's market · 63 / 100



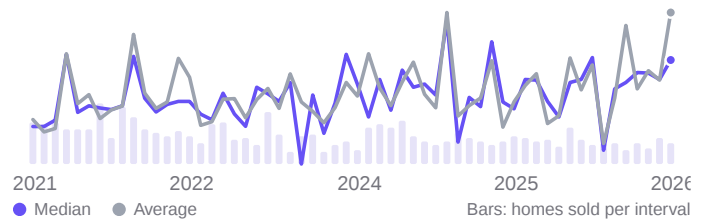
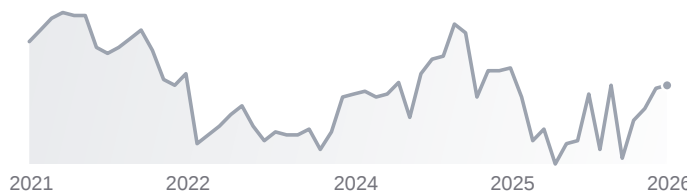
MARKET TRENDS (5 YEARS)

Market temperature (0–100)

63 / 100

Sale prices

Median \$256K · Average \$332K

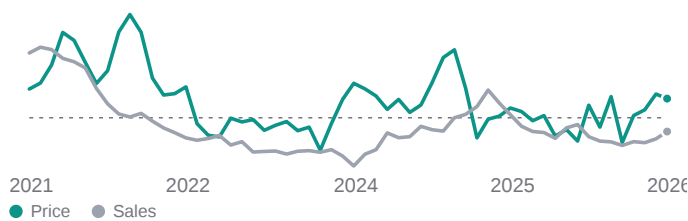


Growth (year over year)

Price +14.2% · Sales -10.2%

Price per square foot

\$153/ft²



Sale premium vs estimated value

-0.3%

Annual turnover (share of homes sold)

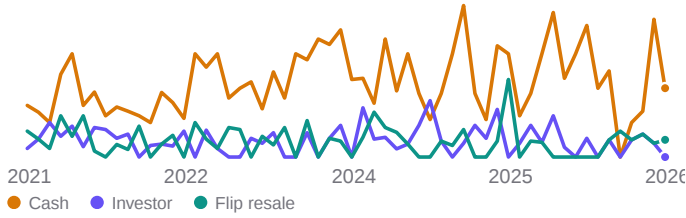
4.1%



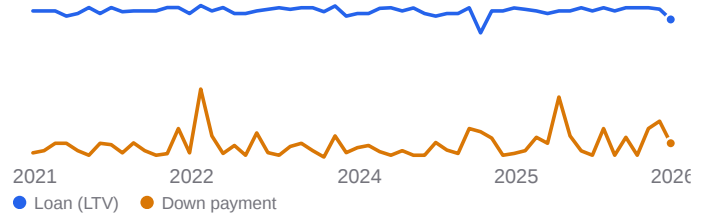
BUYERS & OUTCOMES

Buyer mix

Cash 33% · Investor 0% · Flip resale 8.3%

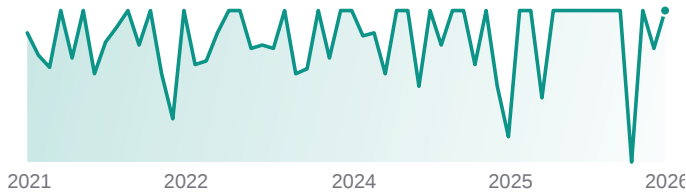


Financing (share of purchase price) Loan (LTV) 94% · Down payment 10%



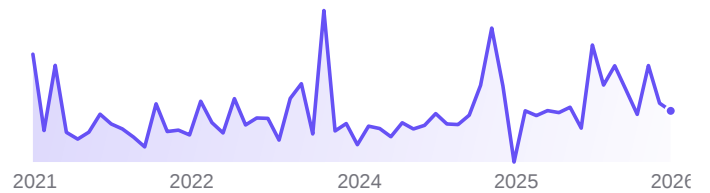
Sellers who sold at a gain

100%



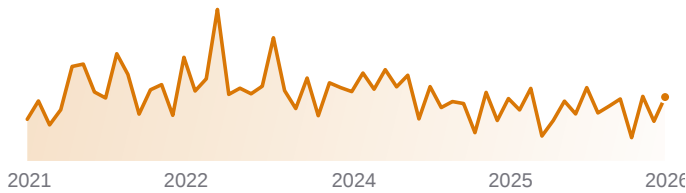
Typical hold before selling

3.9 yrs



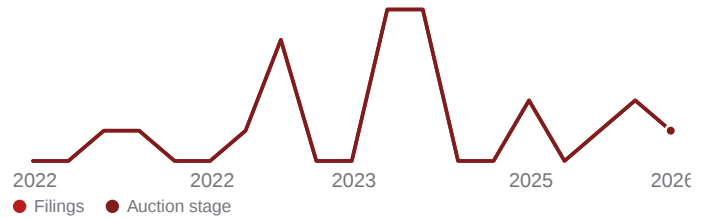
Median annualized return at resale

+8.6%



Preforeclosure filings

Filings 2 · Auction stage 2



HOUSING STOCK

Homes	3,627
Median value (AVM)	\$206K
Median size	1,500 ft²
Median bedrooms	3
Median year built	1996
Single family	75%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	56%
Underwater (LTV 125% or more)	2.4%
Owner occupied	72%
Company owned	11%
Median loan-to-value	38%
Typical ownership tenure	7.2 yrs

COMMUNITY

Population	10,550
Density	54 / mi²
Median household income	\$48K
Average household income	\$67K
Crime index (US avg 100)	112
Air pollution index (US avg 100)	96
Earthquake index (US avg 100)	27
Homes occupied	89%
Bachelor's or higher	12%
Poverty rate	23.9%
Unemployment	0.8%
Average temp	67°F
Annual precip	51 in
Sunshine	66%

Market metrics are derived from recorded arms-length deeds through June 2026. Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.