

Lula 30554

ZIP code · GA · Georgia · Hall County · Lula

BUYER'S MARKET

\$306K

MEDIAN SALE PRICE

-9.5%

1-YR CHANGE

115

SALES (12 MO)

\$331K

MEDIAN VALUE (AVM)

Market temperature

Buyer's market · 29 / 100



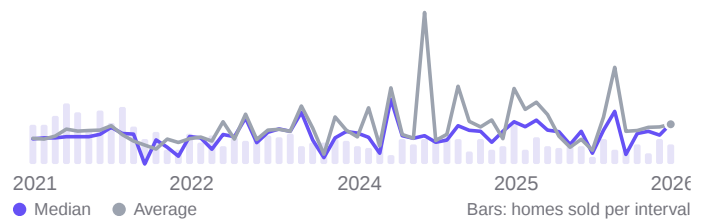
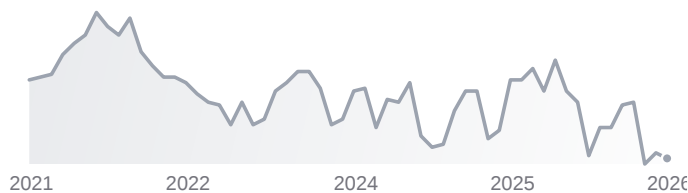
MARKET TRENDS (5 YEARS)

Market temperature (0–100)

29 / 100

Sale prices

Median \$334K · Average \$332K

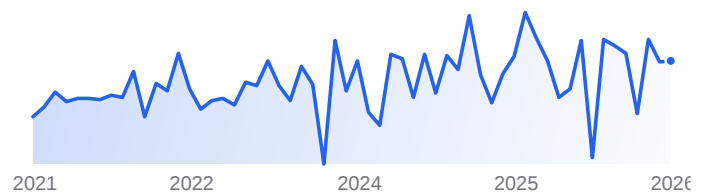
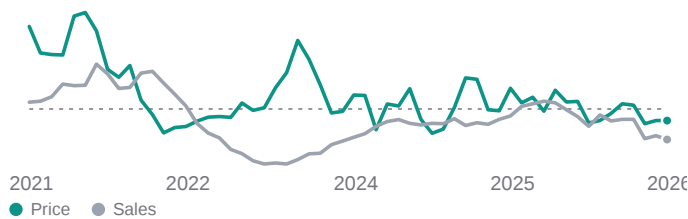


Growth (year over year)

Price -9.5% · Sales -24.8%

Price per square foot

\$194/ft²

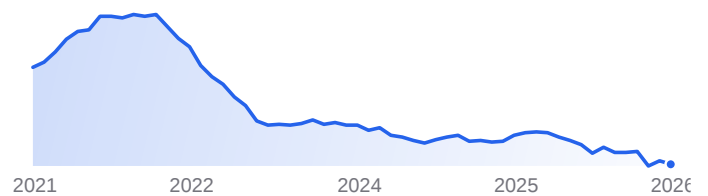
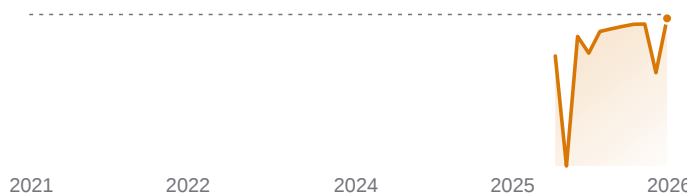


Sale premium vs estimated value

-0.4%

Annual turnover (share of homes sold)

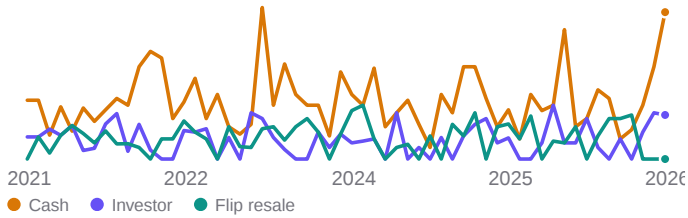
3.4%



BUYERS & OUTCOMES

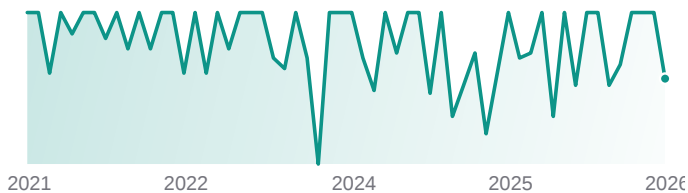
Buyer mix

Cash 91% · Investor 27% · Flip resale 0%



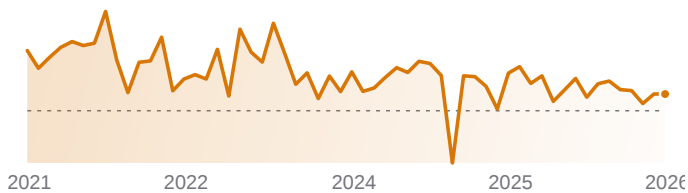
Sellers who sold at a gain

82%

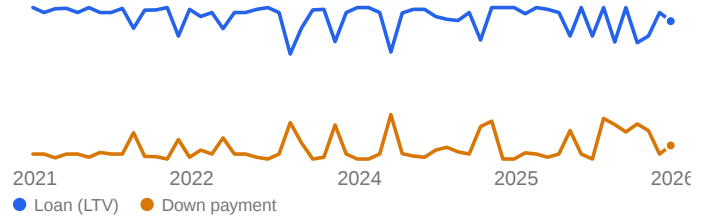


Median annualized return at resale

+4.5%

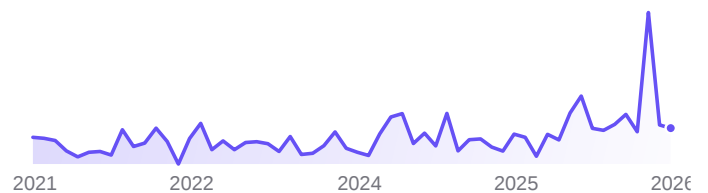


Financing (share of purchase price) Loan (LTV) 90% · Down payment 10%



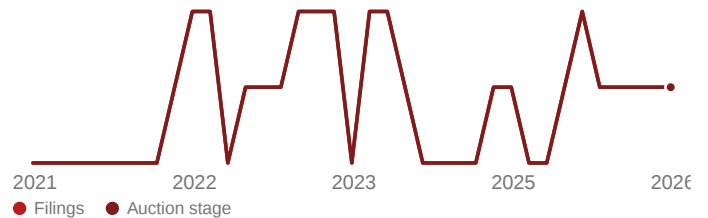
Typical hold before selling

4.5 yrs



Preforeclosure filings

Filings 2 · Auction stage 2



HOUSING STOCK

Homes	3,428
Median value (AVM)	\$331K
Median size	1,586 ft²
Median bedrooms	3
Median year built	1997
Single family	76%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	62%
Underwater (LTV 125% or more)	1.2%
Owner occupied	83%
Company owned	9.4%
Median loan-to-value	39%
Typical ownership tenure	8.0 yrs

COMMUNITY

Population	8,514
Density	114 / mi²
Median household income	\$68K
Average household income	\$89K
Crime index (US avg 100)	111
Air pollution index (US avg 100)	84
Earthquake index (US avg 100)	68
Homes occupied	94%
Bachelor's or higher	12%
Poverty rate	8.9%
Unemployment	0.9%
Average temp	60°F
Annual precip	58 in
Sunshine	61%

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.