

LAKE LANIER

2026 MID YEAR REPORT

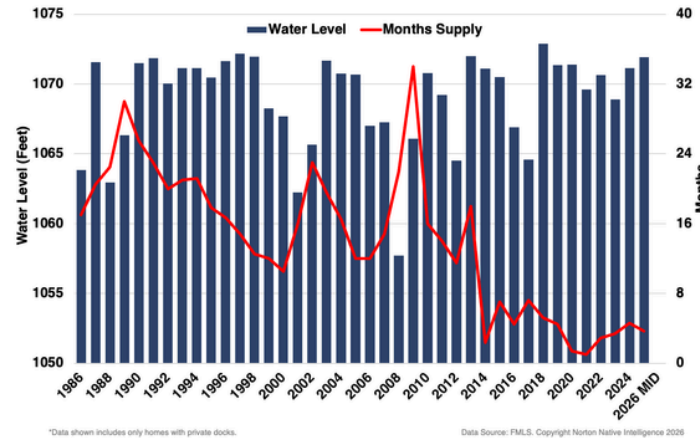


At mid-year, the average sales price for a lakefront home with a private dock is approximately \$1.16 million (only slightly lower than the last 12 months) with buyers also seeing more options than they have in recent years.

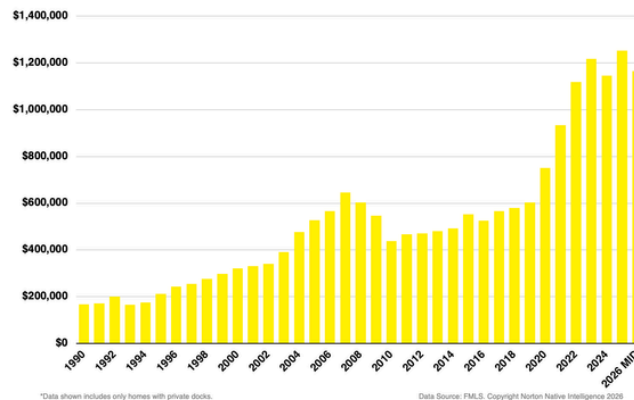
Lake Lanier continues to evolve, but its appeal remains the same: access to the water, a strong sense of place, and a lifestyle buyers are increasingly choosing for everyday living.

Are you looking to make a move? Connect with a NORTON Lake Specialist who knows Lake Lanier and its market inside and out.

LAKE LANIER
WATER LEVEL VS MONTHS OF SUPPLY



LAKE LANIER
AVERAGE SALES PRICE



For years, the lake was often thought of as a second-home or weekend destination. But recent research suggests second homes now make up less than 15% of residences around Lake Lanier, pointing to a market that is increasingly home to full-time residents.

What buyers are choosing is interesting, too. While newer homes and new construction continue to attract attention, the majority of sales are still older properties. At mid-year, nearly 87% of lakefront homes with private docks sold in 2026 were more than 21 years old.

That says a lot about what matters on Lake Lanier. Buyers may want updated homes, but location, water access, the lot and the dock often carry just as much weight as the age of the house itself.

THE NORTON AGENCY

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GAINESVILLE, GA 30501

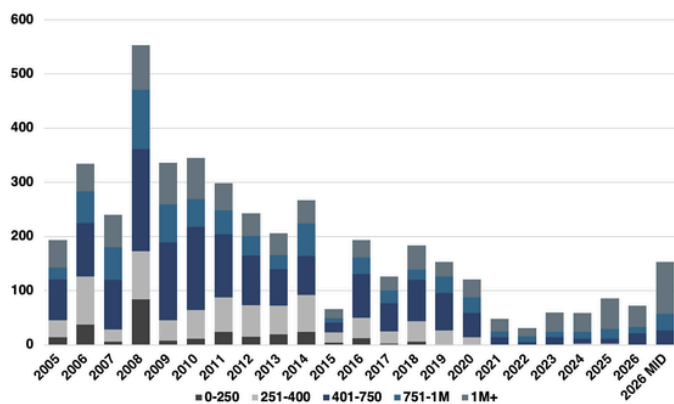
770.532.0022
WWW.GONORTON.COM

*Norton Native Intelligence™ only tracks homes with private docks. Homes with group docks, homes with lake access with no dock, and lake view homes are not included.



LAKE LANIER INVENTORY

PRICE POINT BREAKDOWN

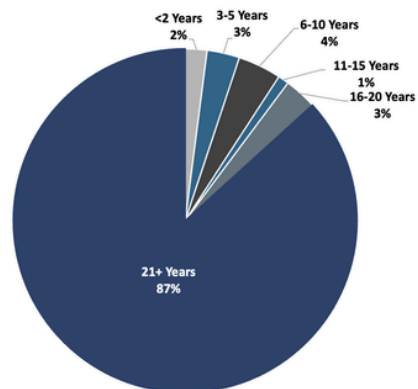


*Data shown includes only homes with private docks.

Data Source: FMLS. Copyright Norton Native Intelligence 2026.

LAKE LANIER

AGE OF HOMES SOLD

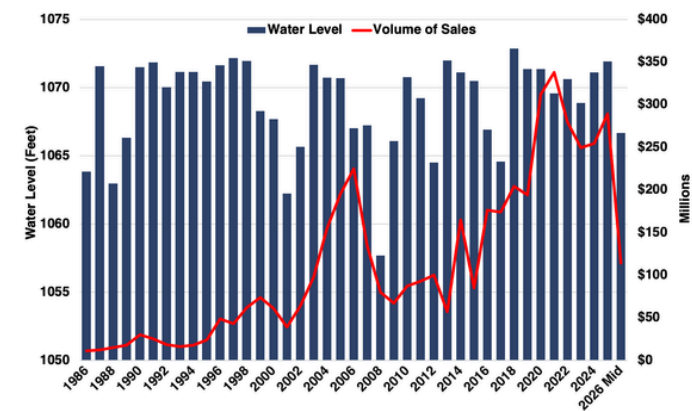


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LAKE LANIER

WATER LEVEL VS \$ VOLUME OF SALES

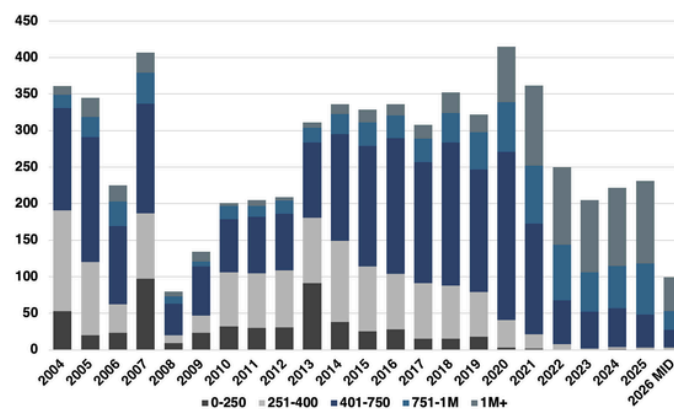


*Data shown includes only homes with private docks.

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LAKE LANIER HOME SALES

PRICE POINT BREAKDOWN

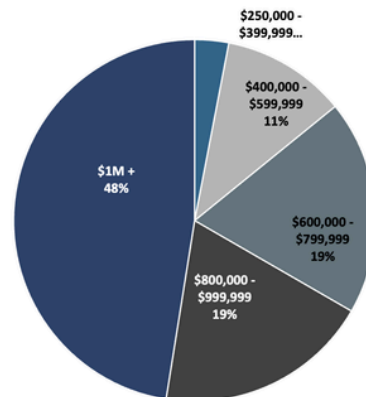


*Data shown includes only homes with private docks.

Data Source: FMLS. Copyright Norton Native Intelligence 2026.

LAKE LANIER

PRICE RANGES SOLD

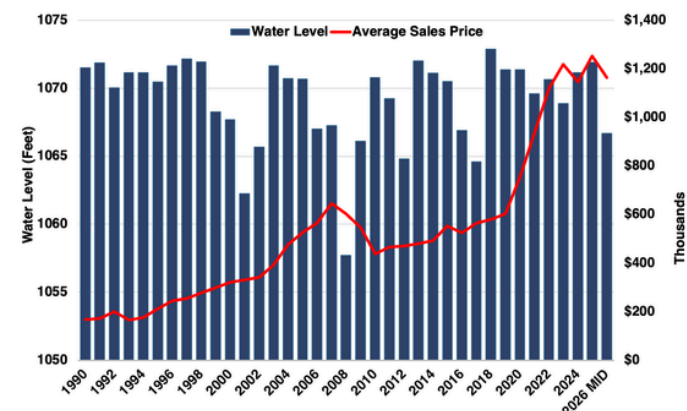


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LAKE LANIER

WATER LEVEL VS AVERAGE SALES PRICE



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