EVERY WEDNESDAY · ISSUE NO. 2

The Insider *Market Report*

SEPTEMBER 2 – 8, 2026 · THE LANDINGS ON SKIDAWAY ISLAND

Seven homes closed inside the gates. One got every dollar it asked for in a single day. One took 234 days to settle for 73 cents on its own dollar.

7	$755,000	$7.03*M*
CLOSINGS THIS WEEK	MEDIAN CLOSE THIS WEEK	VOLUME CLOSED THIS WEEK

i.

What closed this week

Seven homes closed inside the gates between September 2 and September 8, at a median of $755,000 — and a median 96.6 cents on every dollar asked.

Five of the seven closed within four percent of their list price. The two that did not are the entire lesson of the week.

$2,300,000	2 Marsh Bridge Lane CLOSED SEP 2 · ASKED $2,395,000	96.0% 16 DAYS
$1,600,000	6 Huntingwood Retreat CLOSED SEP 3 · ASKED $1,600,000	100.0% 0 DAYS
$885,000	6 Sweetgum Close CLOSED SEP 4 · ASKED $895,000	98.9% 51 DAYS
$755,000	2 Franklin Creek Road South CLOSED SEP 4 · ASKED $770,000	98.1% 298 DAYS
$575,000	7 Fletcher Lane CLOSED SEP 2 · ASKED $595,000	96.6% 89 DAYS
$460,000	29 Monastery Road CLOSED SEP 4 · ASKED $628,400	73.2% 234 DAYS
$455,000	3 Tapestry Lane CLOSED SEP 4 · ASKED $499,000	91.2% 37 DAYS

$7.03M	96.6%	51
VOLUME CLOSED	MEDIAN SHARE OF ASK	MEDIAN DAYS ON MARKET

All seven closings reported to Savannah Multi-List between September 2 and September 8, 2026. Percentages compare closed price to the final list price of record.

ii.

The number nobody quotes

The median has moved $355,000 since March. The price per square foot has barely moved at all.

Every headline about this island quotes the median sale price. Since March that number has been as high as $1,110,000 and as low as $755,000 — a $355,000 swing in six months. Read alone, it looks like a market lurching around.

Now look at the median price per square foot over the same six months: $304, $289, $289, $323, $292, $287, and $289 this month. A band of roughly twelve percent, and it ends almost exactly where it started.

That is the whole point. The median tells you which homes happened to sell that month. Price per square foot tells you what buyers are actually paying for space on Skidaway Island. One has been volatile. The other has been remarkably steady all year.

MONTH	CLOSINGS	MEDIAN CLOSE	MEDIAN $/SQ FT	MEDIAN DOM
March 2026	8	$1,025,000	$304	51
April 2026	17	$885,000	$289	72
May 2026	27	$859,000	$289	61
June 2026	29	$1,110,000	$323	47
July 2026	26	$951,621	$292	59
August 2026	18	$794,500	$287	78
September to date	**7**	**$755,000**	**$289**	**51**

Six months, 132 closings, $140,738,273 in volume, an $885,000 median and a $1,066,199 average.

iii.

What changed this week

The spread between asking and closing is where this week gets interesting. Five of the seven closed within four percent of their list price. The median came in at 96.6 cents on the dollar.

The two exceptions prove the rule. **6 Huntingwood Retreat**, on the water, closed at exactly its $1,600,000 asking price with zero days on market — it was priced correctly and it never needed to be shown twice. **29 Monastery Road**, on the 16th tee at Marshwood, asked $628,400, sat 234 days, and closed at $460,000. That is a $168,400 gap and eight months of carrying costs, and the house was never the problem.

2 Franklin Creek Road South is the quieter lesson: waterfront, 298 days on market, and it still closed at 98.1 percent of its final asking price. It got there in the end. It just took ten months and at least one price correction to find the number.

> Ask the right number and you get it. Neither of this week's two outliers was about the house.
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iv.

Where the market stands today

59 homes are active inside the gates at a $799,000 median asking price. 20 are contingent at a $874,000 median, and 11 are under contract at a $1,095,000 median — the higher end is moving.

STATUS	HOMES	MEDIAN ASKING PRICE
Active	59	$799,000
Contingent	20	$874,000
Under contract	11	$1,095,000
Withdrawn	34	$749,250
Expired	4	$699,450

Withdrawn and expired counts cover the same six-month window as the closing figures. That is 38 sellers who tested a number the market declined, against 132 who found one it accepted.

v.

What it means

A broad middle market, with a handful of very large waterfront sales pulling the top.

Six months, 132 closings, $140.7 million in volume, an $885,000 median and a $1,066,199 average. The gap between that median and that average is the shape of this island.

If you are selling, stop watching the median. Ask what your square footage is worth, because that number has held all year. Then price to it. The homes that did closed in days at full ask. The homes that did not paid for the difference in months.

If you are buying, the negotiation is in the listings past 120 days. That is where 73 cents on the dollar happened this week.

That is the market this island is actually running right now: steady value per square foot, a wide range of outcomes, and a price-setting decision that determines almost everything that follows.

> Price it to the square foot and it goes. Price it to the headline and you pay for the difference in months.
>
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Stephanie Wade Giorgio

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SOURCES AND METHOD

This issue: September 2 through September 8, 2026. Weekly closings reflect sales reported to the MLS through September 8, 2026, the date of the most recent data export.

Data source: Savannah Multi-List Corporation via CoreLogic Matrix, export dated September 8, 2026. Monthly and six-month figures cover closings from March 1 through September 8, 2026.

Geography: Single-family, townhouse and condominium properties inside The Landings, including Moon River Landing and Marshview Landing. Excludes South Harbor and Modena Island.

Ownership structure: The Landings Real Estate Company is a wholly owned subsidiary of The Landings Association, established by property owner vote in 1998, with the Association as sole shareholder, as published by The Landings Company and described in the Landings community FAQ.

Note on accuracy: Days-on-market figures are as reported to the MLS and do not account for listings withdrawn and relisted. One of this week's seven closings recorded zero days on market, indicating a pre-marketed or off-market sale. Median figures are used throughout rather than averages, because a small number of high-value sales distorts the average on an island this size.

Information is deemed reliable but not guaranteed and is subject to change. Buyers and sellers may select any licensed real estate agent. Equal Housing Opportunity.

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