

EVERY WEDNESDAY · ISSUE NO. 3

The Landings *Insider Report*

SEPTEMBER 9 – 16, 2026 · THE LANDINGS ON SKIDAWAY ISLAND

Three homes closed inside the gates. Two carry the same MLS listing date and closing date, and zero recorded days on market.

3	$1,230,000	100.0%
CLOSINGS THIS WEEK	MEDIAN CLOSE THIS WEEK	MEDIAN SHARE OF ASK

i.

What closed this week

Three homes closed between September 9 and September 16, at a median of $1,230,000 — and a median 100 cents on every dollar asked.

A light week by count, and an unusual one by shape. Two of the three entered the MLS and closed on the same calendar day, at exactly their asking price. Neither carried recorded market time in the MLS.

$1,249,000	33 Peregrine Crossing · Marsh CLOSED SEP 14 · ASKED $1,249,000 · 2,616 SQ FT · $477/SQ FT	100.0% 0 DAYS
$1,230,000	62 Islanders Retreat · Lagoon CLOSED SEP 14 · ASKED $1,275,000 · 3,832 SQ FT · $321/SQ FT	96.5% 38 DAYS
$850,000	Address not published CLOSED SEP 15 · ASKED $850,000 · 2,882 SQ FT · $295/SQ FT	100.0% 0 DAYS

$3.33M	100.0%	$321
VOLUME CLOSED	MEDIAN SHARE OF ASK	MEDIAN $ PER SQ FT

All three closings reported to Savannah Multi-List between September 9 and September 16, 2026. Percentages compare closed price to the final list price of record. Three closings is a week, not a trend — the six-month figures on the next page are the ones to read.

ii.

The number nobody quotes

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

Most headlines about this island quote the median sale price. Since March that number has been as high as $1,110,000 and as low as $794,500 by month. Read alone, it looks like a market lurching around.

Now look at the median price per square foot over the same months: $304, $289, $289, $323, $292, $287, and $308 in September to date. A band of roughly twelve percent, and it ends within a few dollars of where it started.

That is the point. The median tells you which homes happened to sell that month. Price per square foot tells you what buyers paid for space on Skidaway Island. Across these seven months the monthly median ranged from $794,500 to $1,110,000, a spread of $315,500; price per square foot ranged from $287 to $323, a spread of $36.

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	**10**	**$867,500**	**$308**	**38**

Six months and sixteen days: 135 closings, $144,067,273 in volume, an $885,000 median and a $1,067,165 average. The gap between that median and that average is the shape of this island.

iii.

What changed this week

33 Peregrine Crossing and a third home, whose address is not published here, were each entered into the MLS on the day they closed, at full asking price, with zero recorded days on market. Together they account for $2,099,000 of the week's $3,329,000 in volume. Neither carried recorded market time in the MLS.

Why some sales show zero days on market. Not every home reaches the MLS before it sells. Some are shared inside a brokerage or passed agent to agent, then reported to the MLS after closing. That adds the sale to the comparable record other agents use, and credits the agents involved. These sales count in the week's numbers.

How buyers hear about these. Homes like these travel agent to agent, by phone and by conversation, before they reach a public listing site. A buyer working with an agent inside those conversations hears about more of this market.

As of the September 16 export date, **The Landings Real Estate Company held eight office exclusives** — homes for sale on this island that are not in the MLS and cannot be advertised. No details can be published, which is why they do not appear in a portal search. An agent in our office can tell you whether one fits what you are looking for.

62 Islanders Retreat asked $1,275,000 and closed at $1,230,000 on September 14, or 96.5 percent of ask. The export records a listing contract date of July 14, 2026 and 38 days on market. The MLS records its water body as Lagoon #140, with a community dock slip.

iv.

Where the market stands today

61 homes are active inside the gates at a $785,000 median asking price, with seven new listings added since September 9. Nineteen ask $1,000,000 or more, and thirteen have been on the market longer than 120 days.

STATUS	HOMES	MEDIAN ASKING PRICE
Active	**61**	**$785,000**
Contingent	20	$874,000
Under contract	11	$1,095,000
Withdrawn	34	$749,250
Expired	4	$699,450

Active row from the September 16, 2026 export; the other four rows carried from the September 8, 2026 export, the most recent pull covering them. Withdrawn and expired cover the same six-month window as the closings.

v.

What it means

A broad middle market, a handful of very large waterfront sales pulling the top, and this week, two of three closings that reached the MLS only on their closing day.

If you are selling, the median tells you which homes sold, not what yours is worth. Price per square foot inside the gates has run between $287 and $323 a month since March. That is the range to price against.

If you are buying, the MLS is not the whole island. Two of this week's three closings were entered into it on the day they closed, and eight more homes are for sale now as office exclusives that cannot be advertised. Seeing those takes a conversation with an agent who knows they exist.

If you are watching, 13 of the 61 active listings have been on the market longer than 120 days.

What the record shows this year: value per square foot in a narrow band, a wide range of outcomes by address, and some homes changing hands with little or no recorded time in the MLS.

vi.

Island & Club news

THE LANDINGS ASSOCIATION

The 2027–2029 Annual Dues vote did not pass

The second community vote on the proposed 2027–2029 Annual Dues closed Tuesday, September 15 at 4 p.m. It did not pass. The proposal required 60 percent member participation and two-thirds support of those voting; the first vote earlier this year drew 48 percent in support. The revised proposal had lowered the first-year increase and deferred several projects while maintaining funding for roads, storm drains, community paths, gates and lagoons. The Association has not yet published the final tally.

Source: The Landings Association, General Manager's Update — September 2026, and Budget Box: Annual Dues (Assessment) Second Vote, landings.org.

THE LANDINGS ASSOCIATION · SEPTEMBER 30

Meet the Board candidates

The Nominating Committee invites residents to meet the six candidates for the Board of Directors on Wednesday, September 30 at 6:30 p.m. in the Palmetto Club's Azalea Room. On the ballot: Bud Equi, Errol Glasser, Phil Redmond, Pamela Rogers, Karen Smiley and Tom Totaro. A member and cash bar and light hors d'oeuvres will be available.

Source: The Landings Association, landings.org.

THE LANDINGS ASSOCIATION · DEADLINES

Directory corrections Friday; committee applications open

Corrections for the 2027 Landings Resource Guide and Residential Directory are due Friday, September 18. Separately, TLA is accepting applications for its standing committees through November 6.

Source: The Landings Association, landings.org.

THE LANDINGS CLUB · SEPTEMBER 18–20

Men's and Women's Club Championship

The 2026 Club Championship runs Friday through Sunday, September 18–20, played across the Palmetto, Deer Creek and Oakridge courses, with a Champions Reception to follow.

Source: The Landings Club member communications, September 12, 2026.

THE LANDINGS ASSOCIATION · OCTOBER 26

Catch the King tidal mapping returns

The second annual Catch the King tidal mapping event is set for October 26, run with Wetlands Watch. The Strategic Water Committee is recruiting resident volunteers to map the king tide line, with training sessions through September. The data matters most to the 700-plus homes along the marsh shoreline.

Source: The Landings Association, landings.org.

ALSO ON THE CALENDAR

Sept 29–30 — two-day watercolor workshop · Sept 30 — Cakebread Cellars wine dinner, Palmetto Ballroom · Oct 9 — free concert at the Marina picnic grounds benefiting Second Harvest and Kids Café · Oct 17 — CCA Skidaway Kids' Fishing Derby · Dec 6 — Landlovers Toys for Tots golf cart parade.

> Two of this week's three closings reached the MLS only on the day they closed. That is what the record shows.
>
> STEPHANIE WADE GIORGIO · THE LANDINGS INSIDER

YOUR ADDRESS, NOT THE MARKET

Let's talk about *your* house.

This page tells you what the island did. A conversation tells you what your house would do.

- A written, no-obligation read on your address
- What actually closed on your street this year
- What your home would bring this season
- What is quietly for sale that you cannot search for

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Stephanie Wade Giorgio

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SOURCES AND METHOD

This issue: September 9 through September 16, 2026. Weekly closings reflect sales reported to the MLS through September 16, 2026, the date of the most recent data export.

Data source: Savannah Multi-List Corporation via CoreLogic Matrix, export dated September 16, 2026. Monthly and six-month figures cover closings from March 1 through September 16, 2026, and combine the September 16, 2026 export with the September 8, 2026 export. Contingent, under contract, withdrawn and expired counts are from the September 8, 2026 export.

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

Island and Club news: The Landings Association news and General Manager's Update, September 2026, at landings.org/news, including the September General Manager's Update, Budget Box: Annual Dues (Assessment) Second Vote, the Meet the Candidates announcement, committee applications, the directory deadline and the Catch the King event notice. Club items reflect The Landings Club member communications dated September 12, 2026, summarized as community calendar information only. This publication does not report Association or Club member matters.

Office exclusives: Eight properties are currently held as office exclusives by The Landings Real Estate Company and are not published in the MLS or on any public listing site. No property-specific information about them is advertised in this publication; information is available only through an agent of the firm.

Address not published: One closing is reported without its street address because that listing is flagged in the MLS as not permitted for internet display. Its figures are included in every total in this issue.

Note on accuracy: Days-on-market figures are as reported to the MLS and do not account for listings withdrawn and relisted. Two of this week's three closings recorded zero days on market. Medians are used throughout rather than averages. A three-closing week is too small to read as a trend.

Corrected September 17, 2026. An earlier version described 62 Islanders Retreat as a publicly marketed sale, called both same-day closings waterfront, and said two closings involved no public showings. Those statements went beyond the MLS record and were replaced with the recorded figures.

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.

Stephanie Wade Giorgio

REALTOR®

The Landings Insider

Mobile 912.272.2049 · Office 912.598.3225
sgiorgio@thelandings.com
One Landings Way North · Savannah, GA 31411
thelandingsinsider.com

SCAN FOR THE INSIDER

THE LANDINGS REAL ESTATE COMPANY

The Landings Real Estate Company

One Landings Way North
Savannah, GA 31411

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