Market Report

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Savannah Lakes Village

October 1, 2025

📊 Market Overview

Homes for Sale

- May: 74 | June: 66 | July: 69 | August: 73 | **Sept: 78**
  📈 Continued upward climb, reaching 78 in September

Average Days on Market

- May: 134 | June: 143 | July: 158 | August: 151 | **Sept: 161**
  📈 Rose again in September to 161 days

Insight:
Inventory increased steadily through the third quarter, topping out at 78 homes in September. Days on market have also continued to climb, reaching 161. The combination signals a cooling pace, with buyers exercising more patience while sellers adjust expectations.

🏗 New Construction Activity

Permits (Last Month)

- May: 9 | June: 2 | July: 4 | August: 4 | **Sept: 10**

Permits YTD

- May: 53 | June: 55 | July: 59 | August: 63 | **Sept: 73**

Permits Last Year YTD

- 2024: 94 | 2025: 73

📉 Jumped to 10 permits in September, a strong rebound but year-to-date permits remain well below 2024 levels (down 22%).

Insight:
After a sluggish summer, new construction activity picked up sharply in September with 10 permits. YTD permits remain behind last year, but the late surge suggests renewed builder confidence heading into fall.

🏘 Sales Activity

Homes Closed Last Month

- May: 7 | June: 5 | July: 5 | August: 7 | **Sept: 11**

Homes Sold YTD

- May: 28 | June: 33 | July: 41 | August: 48| **Sept: 59**

Homes Sold Last YTD

- 2024: 62 | 2025: 59

📈 Closings rebounded in September, keeping YTD sales within reach of last year's totals.

Insight:
Closings accelerated in September, making it the best month of Q3 with 11 transactions. Year-to-date sales are nearly on par with 2024, trailing by only three homes, showing that buyer activity remains steady despite market headwinds.

💰 Pricing Trends

Average Original List Price

- May: $581,583 | June: $579,394| July: $555,175 | August: $537,664| **Sept: $542,531**

Average Current List Price

- May: $567,582 | June: $564,626 | July: $534,404 | August: $516,310| **Sept: $519,108**

Price Adjustment

- May: -$14,001 | June: -$14,768 | July: -$20,771 | August: -$21,354 | **Sept: -$23,423**

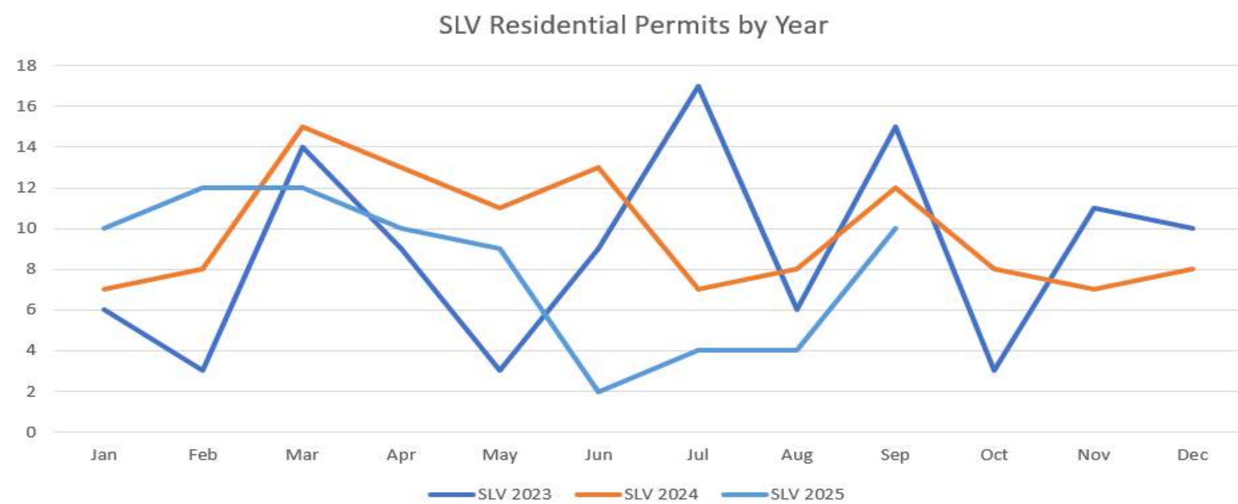
Insight:
Prices continue to soften, though September showed a slight uptick in average list prices compared to August. The widening adjustment gap indicates sellers are negotiating more to meet buyer expectations.

🔍 Overall Market Sentiment

• **Cooling Market**: Rising inventory and days on market point to a slower sales pace.
• **Steady Sales**: Despite longer times, closings rose sharply in September, showing underlying buyer demand.
• **Builder Uptick**: September's 10 new permits highlight confidence returning, though still behind 2024's numbers.
• **Buyer Advantage**: With price adjustments widening and more listings available, buyers hold stronger leverage moving into Q4.

✅ **Key Takeaway:**
Savannah Lakes Village continues to show **steady sales activity** despite economic headwinds. Buyers currently hold more leverage, but sellers who price competitively are still finding success.

Long Term Trends



SLV Active Listings

Sale Price to List Price

Days on Market