

NANTUCKET REAL ESTATE



Market Insights BY JEN SHALLEY

MONTHLY SALES HIGHLIGHTS



HIGHEST SALE

\$4,700,000

66 CLIFF ROAD
MARKETED FOR [94 days]



LONGEST MARKETING

\$1,850,000

SURFSIDE
MARKETED FOR [810 days]



HIGHEST PREMIUM SALE

\$3,100,000

33 FAIR STREET (104%)
MARKETED FOR [89 days]

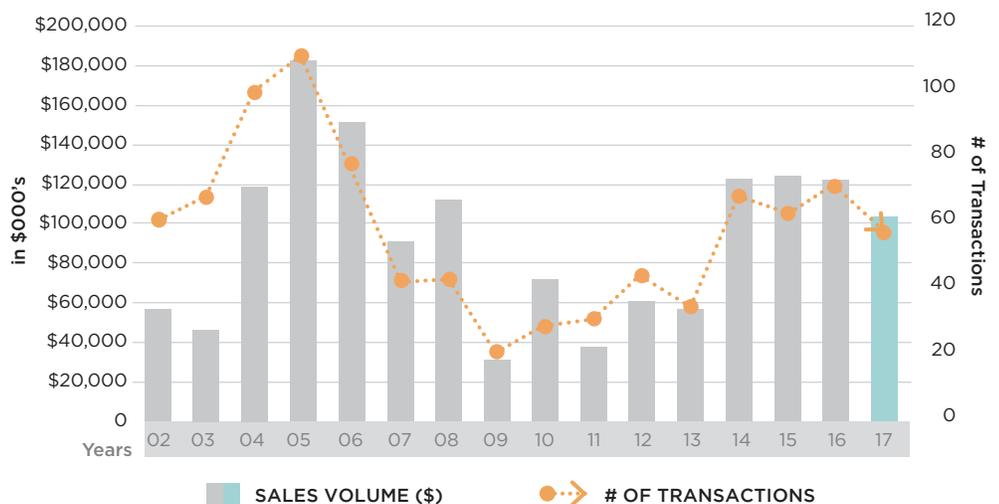
FISHER'S REVIEW

Excluding foreclosures and covenant sales, February sales included 23 transactions totaling \$36 million, figures that are superior to February 2016 but slightly lower than the 5-year February average. Year-to-date figures, including both January and February, were 19 (#) percent and 16 percent (\$) lower than one year ago, largely due to the exceptional performance in January 2016. While transactions may be lower thus far in 2017, residential sales activity shifted into higher-price point sales and inventory levels remained at historic lows. Based on recent buyer activity, it is shaping up to be a vibrant spring so we shall see what the first and second quarter bring. Here are Fisher's February Market Insights...

KEY MARKET STATISTICS

ALL PROPERTY TYPES	FEB 2017	FEB 2016	% CHANGE YOY
Transactions	58	72	-19% ▼
Dollar Volume (\$ in '000's)	\$103,090,150	\$122,277,750	-16% ▼
Avg Months on Market	6.7	7.5	-11% ▼
Sales Price to Last Ask Price	92%	94%	-2 ▼
Active Listings	255	297	-14% ▼
Months Supply of Inventory	7	7	-1% ▼
New Contracts (Dec.)	35	33	6% ▲

NANTUCKET REAL ESTATE SALES ACTIVITY (\$000'S) THROUGH FEBRUARY 28TH

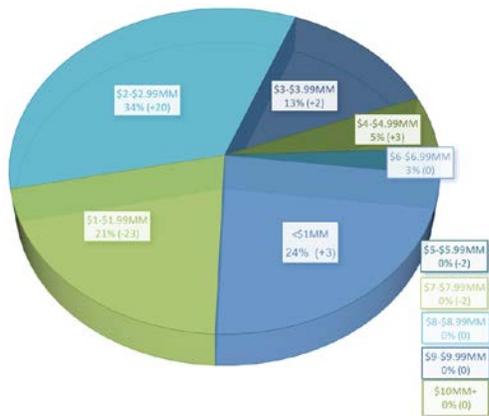




RESIDENTIAL SALES SUMMARY

RESIDENTIAL SALES BY PRICE POINT

SIGNIFICANT UPWARD SHIFT TO \$2MM-\$3MM PROPERTIES



VIEW LARGE CHART

- The above pie chart outlines the percentage of single-family home transactions by price point for January and February 2017. (The number in parentheses indicates the change from 2016.) While this period only includes 38 transactions, there was a sizable and proportionate year-over-year shift from the \$1MM to \$2MM price point to the \$2MM-\$3MM price point. The former saw a 23-percentage point slide which led to a 20-percentage point rise in the higher price point. This was not due to a lack of inventory as property listings in this price range remain nearly identical to one year ago. We will keep an eye on how this trend develops into the second quarter when more data is available.
- In the high-end (\$5MM+), where data is even more limited, there were slightly fewer transactions as compared to one year ago. Current contract activity indicates this may be a short-lived phenomenon.

PROJECTED MONTHS ON MARKET FOR SINGLE-FAMILY HOMES

MARKETING TIMES RANGE FROM THREE MONTHS TO 36 MONTHS



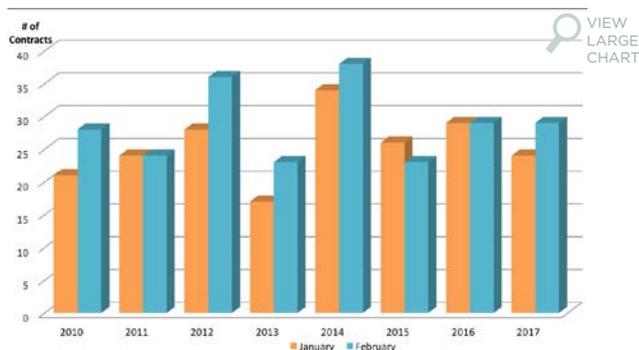
VIEW LARGE CHART

- Comparing trailing 12-month sales to the corresponding current inventory by price point paints a picture of anticipated marketing times for single-family homes. Assuming sales continue at the trailing 12-month pace, homes priced for less than \$1MM are anticipated to go under contract within two months while homes priced above \$9MM may take as long as three years to reach contract.
- While these projections provide an indication of current market dynamics in specific price points, they are based on historic data so could naturally change pending future sales trends. They will also change significantly in the coming months as we see how the distribution of 2017 inventory unfolds by price point.

SALES MARKET INDICATORS

HISTORICAL COMPARISON OF CONTRACT ACTIVITY

FEBRUARY CONTRACT ACTIVITY RISES



VIEW LARGE CHART

- Fisher Real Estate measures new contract activity as the total number of Offers to Purchase and Purchase and Sale contracts during a specified period, accounting for any duplicates. We include both contract types in our figures to capture current market activity as accurately as possible as properties are often marked under contract only once they are at Purchase and Sale. This method ensures the figures aren't underestimating buyer activity.
- After a relatively modest start in January, new purchase activity in February led to 29 new, recorded purchase contracts. This is the same amount as February 2016 and as the 5-year February average. Historically, January and February contract activity represents between seven and fifteen percent of annual contracts, however, year-to-date activity trailed the same period in 2016 by nine percent. The average last list price for all new property contracts in January and February was \$2MM, an indicator that the higher-priced sales trend will continue.

INVENTORY LEVELS (ALL PROPERTIES)

TOTAL INVENTORY DECLINES 13 PERCENT YEAR-OVER-YEAR



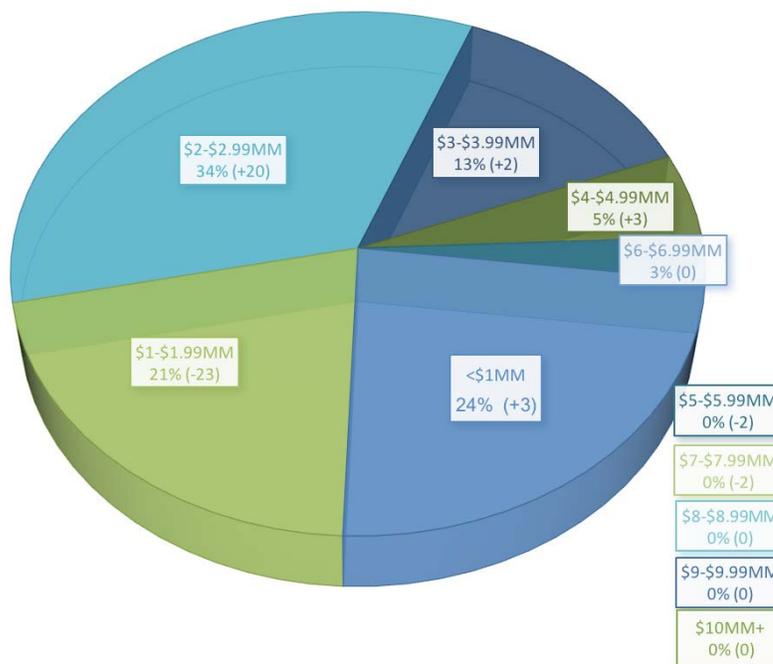
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- To frame the entire inventory picture for all property types (residential, land and commercial properties), total Nantucket real estate inventory as of February 28, 2017 included 255 properties. This represented a 12 percent reduction from one year ago. While some may attribute this decline to a larger, comparative number of properties taken off the market for the winter season, the data states otherwise. The number of properties taken off-market from December 2016 to January 2017 was 50 percent less than one year ago confirming the historically low inventory is not artificial.
- Not surprisingly, properties priced less than \$2MM witnessed the greatest decline in the number of listings. In fact, properties priced less than \$1MM declined nearly 40 percent. On the flip side, inventory levels were higher for properties priced between \$4MM-\$5MM, \$7MM-\$8MM and the ultra-high-end (\$10MM+), a trend we expect to continue with spring and summer inventory.



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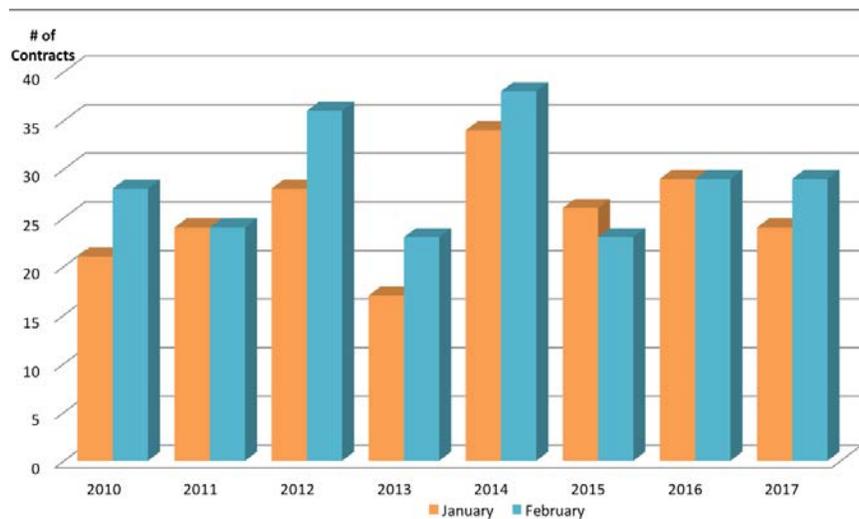


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