

NANTUCKET REAL ESTATE

Market Insights BY JEN SHALLEY



MONTHLY SALES HIGHLIGHTS



HIGHEST SALE

\$5,900,000

6 PIPPENS WAY
MARKETED FOR [77 days]



QUICKEST SALE

\$1,087,500

5 KILLDEER LANE
MARKETED FOR [9 days]



HIGHEST LAND SALE

\$4,000,000

17 BAXTER ROAD
SOLD PRIVATELY

FISHER'S REVIEW

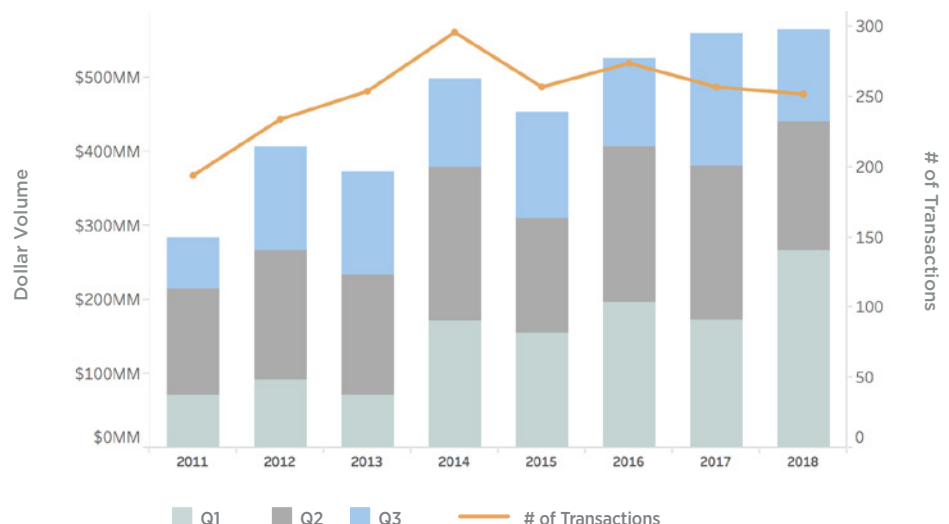
For the first time this year, cumulative Nantucket real estate transaction volume dipped below 2017 levels. August property sales included 23 transactions totaling \$46.6 million, a respective 32 percent and 52 percent decline from August 2017. Year-to-date sales through August 31, 2018 included 252 transactions totaling \$566.1 million—a 2 percent year-over-year decline in transactions but a 1 percent increase in dollar volume. This marks the third consecutive month where transaction activity was more than 20 percent lower than the same period one year ago.

While summer sales activity may have been sluggish, summer contract activity was anything but. New contract activity in August surged ahead of previous months and points to a robust fall transaction schedule. Here are Fisher's August Market Insights...

KEY MARKET STATISTICS

ALL PROPERTY TYPES	JAN-AUG FY2018	JAN-AUG FY2017	% CHANGE YOY
Transactions	252	257	-2% ▼
Dollar Volume (\$in 000s)	\$566,189	\$560,835	1% ▲
Avg. Month on Market	6.6	6.6	0%
Last Sale Price to Ask Price	94%	93%	1 ▲
Active Listings (Aug)	439	394	11% ▲
Months Supply of Inventory	12	10.4	15% ▲
New Contracts (Aug)	69	63	10% ▲

NANTUCKET REAL ESTATE ACTIVITY JANUARY-AUGUST





RESIDENTIAL SALES SUMMARY

SINGLE-FAMILY HOME SALES SUMMARY

REDUCED TRANSACTION ACTIVITY, LOWER MEDIAN HOME SALE VALUE

YTD Sales YOY Comparison



	2018	2017	% Change	5 Year Avg (2014-18)
Transactions	175	187	-6% ▼	178
Total Sales Volume	\$430,084,657	\$496,867,688	-13% ▼	\$414,449,021
Avg. Selling Price	\$2,457,627	\$2,657,046	-8% ▼	\$2,335,238
Median Selling Price	\$1,700,000	\$2,025,000	-16% ▼	\$1,609,000
Avg. Months on Market	6.9	6.3	10% ▲	8.3
Avg. Price as % of Last Ask	93%	94%	0%	93%
Avg. Price as % of Original Ask	90%	90%	-1% ▼	89%
Avg. Price as % of Assessed Value	131%	123%	8% ▲	126%

- Single-family home sales (excluding condos, co-ops & covenant properties) measured 175 transactions totaling \$430 million. This is six percent lower on a transaction basis and 13 percent lower on a dollar volume basis from the same period one year ago. As compared to the five-year average for the January-August period, however, 2018 figures are right in line. The price point segment which saw the largest year-over-year increase in transactions was the \$1 million to \$2 million segment, which rose a healthy 10 percentage points as a total of all transaction activity.
- Based on this lower price point activity, and reduced transactions, the median home sale price fell 16 percent. The average marketing time lengthened just slightly from 6.3 months in 2017 to 6.9 months in 2018, but is still nearly two months shorter than the five-year average. The average sale price to the last list price dropped one percentage point to 93 percent, while the sale price as a percentage of the original asking price remained steady at 90 percent. Single-family home inventory rose 11 percent from one year ago.

HOME SALES BY PRICE POINT

RISE IN \$1 MILLION TO \$2 MILLION SALES



Single Family Sales By Price Point YOY Comparison

PRICE POINT	2018		2017		5-Year Average	
	Transactions	% of Total	Transactions	% of Total	Transactions	% of Total
<\$1MM	31	18%	36	19%	46	26%
\$1MM-\$2MM	70	40%	57	30%	61	34%
\$2MM-\$3MM	35	20%	45	24%	32	18%
\$3MM-\$4MM	14	8%	19	10%	15	9%
\$4MM-\$5MM	6	3%	8	4%	7	4%
\$5MM-\$6MM	8	5%	6	3%	6	3%
\$6MM-\$7MM	2	1%	5	3%	4	2%
\$7MM-\$8MM	2	1%	3	2%	2	1%
\$8MM-\$9MM	2	1%	2	1%	2	1%
\$9MM-\$10MM	1	1%	2	1%	1	0%
>\$10MM	4	2%	4	2%	4	2%

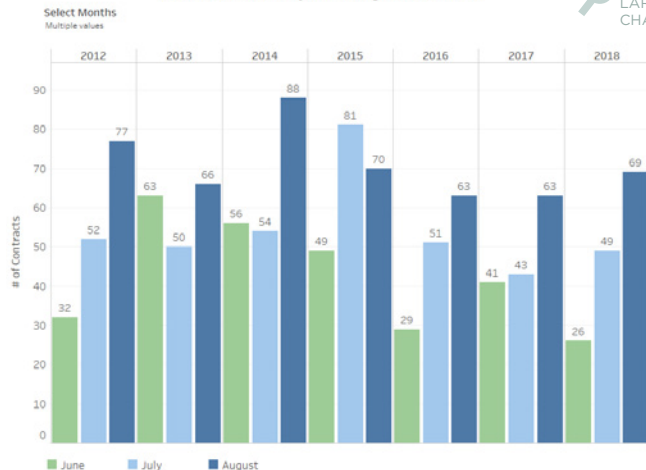
- For the last two years, the year-over-year comparison by price point showed a steady decline in the number of \$1 million to \$2 million home sales and an increase in sales between \$2 million and \$3 million. For 2018, however, that trend reversed. Through August 31, 2018 there was a notable 10 percentage point rise in home sales between \$1 million and \$2 million. This pricing segment represented 40 percent of all home sales through the period, which is six percent higher than even the 5-year average. The increase in transaction activity can be partially attributed to higher inventory levels. As of August 31, 2018 there were 87 homes for sales in this segment versus just 75 homes one year ago. Some of this additional inventory stemmed from newly constructed homes in the Beach Plum neighborhood.
- Sales activity in all other price points remained relatively stable. The \$5 million to \$6 million segment saw a two-percentage point increase while homes priced between \$6 million and \$10 million saw a one to two percentage point decline (by million-dollar segment). The ultra-high-end of the market, or home sales above \$10 million, is on track to meet 2017 transaction figures, which at the time set a record for sales.

FORWARD MARKET INDICATORS

CONTRACT ACTIVITY

CONTRACTS REBOUND, POINT TO A SOLID FOURTH QUARTER

Contract Activity Jun-Aug, 2012-2018



- While sales activity may have lagged during the last three months, the end of the year is looking brighter. New sales contracts during both July and August surged ahead of previous months, posting more than double the number of contracts from June. A total of 69 new purchase contracts (both Offers and Purchase agreements, duplicates excluded) were recorded in August, compared to 63 from August of 2017 and 2016.
- Based on the average last list price of under contract properties (which is close to \$3.3 million), 4Q18 sales will be more concentrated in the higher end of the market, which may buoy the median home sale value. The data also indicates there will be continued transaction momentum in the upper end of the market, particularly homes priced between \$6 million and \$13 million.

PROPERTY INVENTORY SUMMARY

TOTAL INVENTORY ROSE 11 PERCENT



- The number of active residential, vacant land and commercial listings increased 11 percent from 2017 inventory levels but remained lower than total inventory during the same period in 2016. As of August 31, 2018, there were 359 residential properties listed (including condo's, co-ops & multi-family homes), 17 commercial properties and 63 parcels of land. The total months' supply (how long it would take to sell all listings based on trailing-12 month sales) measured 12 months, up from 10.4 months one year ago.
- Inventory segmented by price point shows that property levels at the lower end of the market are surprisingly slightly higher than they were in 2017. This is true for all properties priced below \$5 million (in million dollar segments). The higher end of the market shows steady to reduced inventory levels aside from the \$7 million to \$8 million price point, which is five properties higher than one year ago. Our projected months on market chart still shows just 2.8 months for properties priced less than \$1 million and as high as 84 months on market for properties priced between \$9 million and \$10 million.



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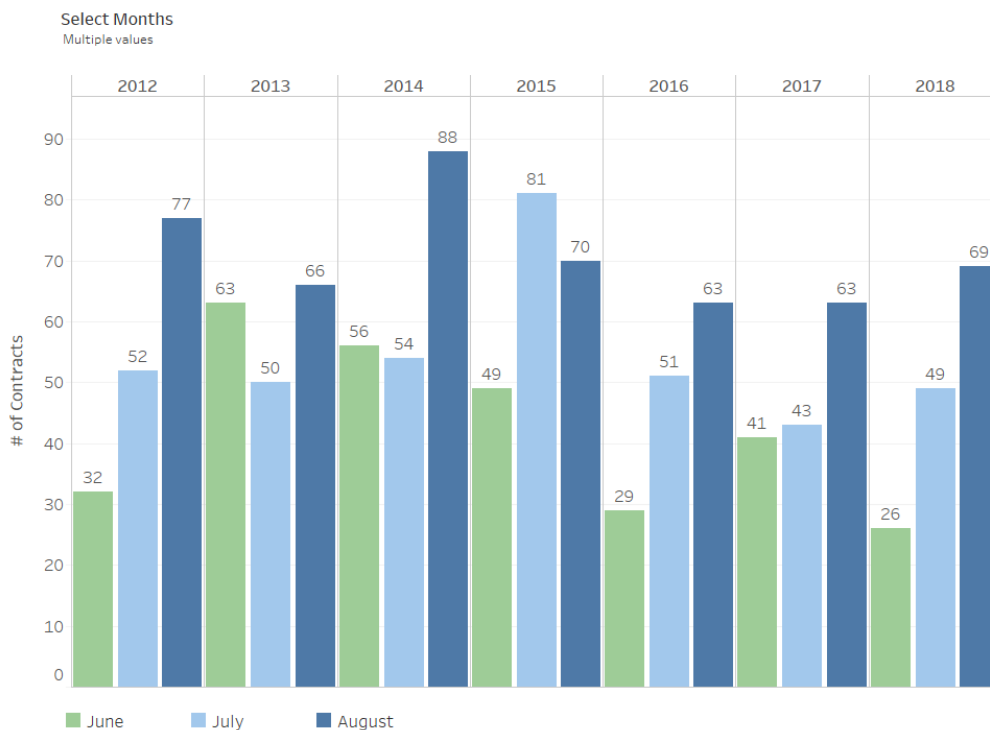
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