

NANTUCKET REAL ESTATE



Market Insights BY JEN SHALLEY ALLEN

MONTHLY SALES HIGHLIGHTS



HIGHEST SALE

\$7,500,000

9 CABOT LANE
MARKETED FOR [624 Days]



QUICKEST SALE

\$815,000

6 ROBERTS LANE
MARKETED FOR [1 Day]



COMMERCIAL SALE

\$3,700,000

9 INDIA STREET
SOLD PRIVATELY

FISHER'S REVIEW

After trailing 2018 figures for the last eight months, cumulative Nantucket real estate dollar volume caught up to 2018 levels in August. Transaction figures also narrowed the gap and were off just three percent from the same period one year ago. August property sales included a robust 47 transactions totaling just over \$100 million, double the sales and transaction activity witnessed in August 2018. This brought year-to-date sales through August 31, 2019 to 245 transactions totaling \$570 million. Single-family home sales saw higher price point activity, commercial sales were in line to set a historic record, and land sales held relatively steady to previous years' levels. New purchase contracts were also higher than during the past two years. Here are Fisher's August Market Insights...

KEY MARKET STATISTICS

ALL PROPERTY TYPES	FY 2019	FY 2018	% CHANGE YOY	5-YEAR AVG.
Transactions	245	253	-3% ▼	257
Dollar Volume (\$in 000s)	\$569,646	\$567,018	0%	\$536,770
Avg. Months on Market	6.4	6.8	-6% ▼	7.1
Sale Price to Last Ask Price	93%	94%	-1% ▼	94%
Active Listings (Aug)	480	439	9% ▲	450
Months Supply of Inventory	13.1	12.0	9% ▲	10.8
New Contracts (Aug)	73	69	6% ▲	68

NANTUCKET REAL ESTATE ACTIVITY THROUGH AUG 2011-19





SINGLE-FAMILY HOME SALES SUMMARY

SLIGHT RISE IN VALUES DESPITE REDUCED TRANSACTION ACTIVITY

	2019	2018	% Change	5-Year Avg (2015-19)
Total Transactions	165	176	-6% ▼	174
Total Sales Dollar Volume	\$419,071,216	\$430,913,657	-3% ▼	\$428,735,810
Avg. Selling Price	\$2,539,826	\$2,448,373	4% ▲	\$2,466,658
Median Selling Price	\$1,700,000	\$1,697,500	0	\$1,706,000
Avg. Months on Market	6.7	6.9	-3% ▼	7.3
Avg. Price as % of Last Ask	94%	93%	1 ▲	93%
Avg. Price as % of Original Ask	89%	90%	-3 ▼	90%
Avg. Price as % of Assessed Value	126%	131%	-5 ▼	127%

- Single-family home sales (excluding condos, co-ops & covenant properties) measured 165 transactions totaling \$419 million. This is six percent lower on a transaction basis yet just three percent lower on a dollar volume basis from the same period one year ago. As compared to the five-year average, 2019 figures are off by a similar amount. The price point segment which saw the largest year-over-year increase in transactions was the \$3 million to \$4 million segment, which rose three percentage points as a total of all transaction activity.
- This higher price point activity helps explain why aggregate dollar volume edged just ahead of transaction volume and why the average home sale value rose 4 percent to \$2.5 million. Pointing to signs of a vibrant home market, the average marketing time fell just slightly from 6.9 months in 2018 to 6.7 months in 2019, remaining shorter than the five-year average. The average sale price to the last list price rose one percentage point to 93 percent, while the sale price as a percentage of the original asking price dropped one percentage point. Single-family home inventory rose 12 percent from one year ago and is nine percent higher than the five-year average.

COMMERCIAL SALES SUMMARY

SOLID YEAR FOR COMMERCIAL PROPERTY TRANSACTIONS

	2019	2018	% Change	5-Year Avg (2015-19)
Total Transactions	14	7	100% ▲	10
Total Sales Dollar Volume	\$64,335,000	\$15,796,000	307% ▲	\$25,321,540
Avg. Selling Price	\$4,595,357	\$2,256,571	104% ▲	\$2,285,995
Median Selling Price	\$2,845,998	\$2,256,500	26% ▲	\$1,800,400
Avg. Months on Market	8.3	8.0	5% ▲	8.3
Avg. Price as % of Last Ask	91%	100%	-9 ▼	94%
Avg. Price as % of Original Ask	88%	100%	-12 ▼	92%
Avg. Price as % of Assessed Value	131%	164%	-33 ▼	136%

- The \$3.7 million sale of the property that is home to Proprietors restaurant and bar was another boost to year-to-date commercial property transactions. Through August 31, 2019, there have been 14 commercial transactions, double the activity from the same period in 2018 and among one of the highest number of commercial property sales in history. Total dollar volume nearly tripled thanks to the portfolio sale of the Roberts House Hotel and accompanying commercial properties, as well as a \$6.5 million transfer of a residential and commercial property along Oak Street.
- All but four of the fourteen transactions were for properties located in the core historic district. The only transaction with an ongoing business component was the \$25.1 million transfer of The Roberts Collection, which includes four historic manor houses, or bed and breakfasts. While difficult to provide a year-over-year comparison of this segment of the market due to the natural differences in each property, commercial investment on the island is alive and well.

VACANT LAND SALES SUMMARY

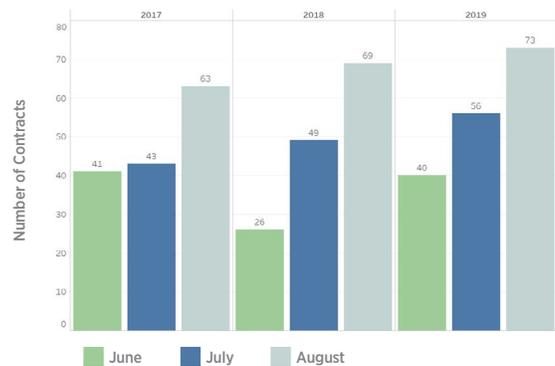
LAND SALES LARGELY STEADY

	2019	2018	% Change	5-Year Avg (2015-19)
Total Transactions	41	45	-9% ▼	44
Total Sales Dollar Volume	\$52,303,656	\$90,946,931	-42% ▼	\$54,799,334
Avg. Selling Price	\$1,275,699	\$2,021,043	-37% ▼	\$1,243,905
Median Selling Price	\$1,087,500	\$1,000,000	9% ▲	\$852,000
Avg. Months on Market	5.1	8.6	-41% ▼	7.5
Avg. Price as % of Last Ask	93%	95%	-2 ▼	94%
Avg. Price as % of Original Ask	90%	91%	-1 ▼	91%
Avg. Price as % of Assessed Value	138%	122%	16 ▲	127%

- Through August 31, 2019, 41 vacant land transactions totaling \$52 million took place. This compares to 45 transactions totaling \$91 million in 2018 and 44 transactions totaling \$55 million for the five-year average. The significant difference in year-to-year dollar volume was driven by characteristic differences in the lots sold.
- Vacant lot transactions in 2018 included a handful of larger-tract parcels, including the \$21.5 million sale of nearly 40 lots in the Cannonbury neighborhood in 'Sconset. The Land Bank also acquired a 33-acre parcel in Cisco for \$8.25 million. Excluding these sales, the average lot size was one-acre in 2018. In comparison, the highest land sale thus far in 2019 was the \$4.075 million sale of a .80-acre parcel of land along Hinckley Lane. The average lot size for all 2019 transactions was 1.19 acres.
- While difficult to compare land sales from year to year given these significant differences in size, location and type, two data points point to a healthy market. The first is the average marketing time, which was just 5.1 months; this is well below 8.6 months one year ago and 7.5 months for the five-year average. Additionally, inventory remains light at just 63 parcels available for sale as of August 31, 2019. This compares to 63 properties in 2018 and average of 67 properties over the five-year average.

CONTRACT ACTIVITY

SUMMER CONTRACT ACTIVITY ROSE



- New purchase contracts during June, July and August not only steadily increased, during the third quarter of 2019, each month surpassed the same periods in 2018 and, by and large, in 2017. A total of 73 new purchase contracts (both Offers and Purchase agreements, duplicates excluded) were recorded in August, compared to 69 contract in August of 2018 and 63 contract in August of 2017.
- Most of the August contracts, 40 percent, were for properties last priced between \$1 million and \$2 million, substantially higher than the 26 percent for this segment in 2018. New contract activity for the \$2 million to \$3 million price point dropped from one year ago, while contracts for properties last listed between \$3 million and \$4 million increased. The high-end of the market seemed to hold steady, at least for what was noted in the MLS. Two mega-high-end transactions went under contract in September so we know we have some significant property sales in the pipeline.



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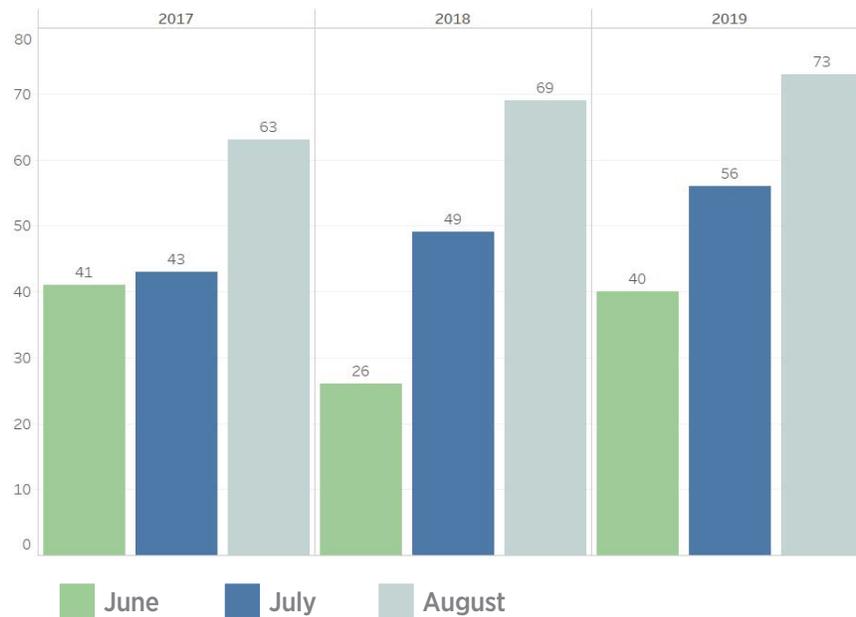
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