

MONTH IN REVIEW | DECEMBER 2018

NANTUCKET REAL ESTATE SALES DATA as of DECEMBER 31, 2018

2018 was another excellent year for Nantucket real estate sales. A few highlights that defined the year are:

- Total dollar volume of \$1.144 billion was the second highest ever, bested only by 2005.
- House transaction volume was the lowest since 2015, but dollar volume was the highest ever, finishing at nearly \$961 million.
- Land sales were dominated by three bulk subdivision sales, accounting for 52 transactions. Resulting land dollar volume was the highest since 2006.

Great Point Properties will have a full report on the 2018 Nantucket real estate sales in a few weeks.

ALL SALES TRANSACTIONS

	2017	2018	18 v 17	14-17 AVG	2018	18 v AVG
Houses	406	380	-26	398	380	-5%
Land	60	123	63	76	123	62%
Commercial	14	11	-3	17	11	-35%
TOTAL	480	514	34	491	514	5%

ALL SALES DOLLAR VOLUME (\$M)

	2017	2018	18 v 17	14-17 AVG	2018	18 v AVG
Houses	\$924.48	\$960.91	\$36.43	\$837.88	\$960.91	15%
Land	\$56.02	\$136.75	\$80.73	\$86.00	\$136.75	59%
Commercial	\$60.68	\$47.02	-\$13.66	\$45.87	\$47.02	3%
TOTAL	\$1,041.18	\$1,144.68	\$103.50	\$969.75	\$1,144.68	18%

HOUSES TRANSACTIONS

Sales Price	2017	2018	18 v 17	14-17 AVG	2018	18 v AVG
< \$1M	123	84	-39	139	84	-40%
\$1M - \$2M	122	140	18	121	140	16%
\$2M - \$3M	73	71	-2	63	71	13%
\$3M - \$4M	37	26	-11	30	26	-13%
\$4M - \$6M	25	32	7	25	32	28%
\$6M - \$10M	16	16	0	12	16	33%
>\$10M	10	11	1	8	11	38%
TOTAL	406	380	-26	398	380	-5%

HOUSES DOLLAR VOLUME (\$M)

Sales Price	2017	2018	18 v 17	14-17 AVG	2018	18 v AVG
< \$1M	\$81.90	\$61.04	-\$20.86	\$92.52	\$61.04	-34%
\$1M - \$2M	\$172.49	\$201.83	\$29.34	\$172.97	\$201.83	17%
\$2M - \$3M	\$175.14	\$172.23	-\$2.91	\$153.14	\$172.23	12%
\$3M - \$4M	\$127.09	\$88.13	-\$38.96	\$101.92	\$88.13	-14%
\$4M - \$6M	\$123.11	\$163.71	\$40.60	\$119.99	\$163.71	36%
\$6M - \$10M	\$120.46	\$120.30	-\$0.16	\$87.01	\$120.30	38%
>\$10M	\$124.29	\$153.68	\$29.39	\$110.34	\$153.68	39%
TOTAL	\$924.48	\$960.91	\$36.43	\$837.88	\$960.91	15%

Sales Price	2017	2018	18 v 17	14-17 AVG	2018	18 v AVG
< \$3M	318	295	-23	324	295	-9%
\$3M - \$6M	62	58	-4	55	58	6%
\$6M - \$10M	16	16	0	12	16	36%
>\$10M	10	11	1	8	11	38%

Sales Price	2017	2018	18 v 17	14-17 AVG	2018	18 v AVG
< \$3M	\$429.53	\$435.10	\$5.57	\$418.63	\$435.10	4%
\$3M - \$6M	\$250.20	\$251.84	\$29.34	\$221.91	\$251.84	13%
\$6M - \$10M	\$120.46	\$120.30	-\$0.16	\$87.01	\$120.30	38%
>\$10M	\$124.29	\$153.68	\$29.34	\$110.34	\$153.68	39%

LAND TRANSACTIONS

Sales Price	2017	2018	18 v 17	14-17 AVG	2018	18 v AVG
< \$500K	22	31	9	27	31	15%
\$500K - \$1M	30	59	29	28	59	111%
\$1M - \$1.5M	8	10	2	14	10	-29%
\$1.5M - \$2M	2	9	7	5	9	80%
\$2M - \$3M	2	5	3	5	5	0%
>\$3M	2	9	7	5	9	80%
TOTAL	68	123	55	87	123	41%

LAND DOLLAR VOLUME (\$M)

Sales Price	2017	2018	18 v 17	14-17 AVG	2018	18 v AVG
< \$500K	\$8.17	\$11.79	\$3.62	\$9.49	\$11.79	24%
\$500K - \$1M	\$21.95	\$39.33	\$17.38	\$19.97	\$39.33	97%
\$1M - \$1.5M	\$9.41	\$12.25	\$2.84	\$17.06	\$12.25	-28%
\$1.5M - \$2M	\$3.68	\$15.28	\$11.60	\$7.55	\$15.28	102%
\$2M - \$3M	\$4.76	\$11.70	\$6.94	\$12.29	\$11.70	-5%
>\$3M	\$8.05	\$46.40	\$38.35	\$19.64	\$46.40	136%
TOTAL	\$56.02	\$136.75	\$80.73	\$86.00	\$136.75	59%

Sales Price	2017	2018	18 v 17	14-17 AVG	2018	18 v AVG
< \$1M	52	90	38	55	90	64%
>\$1M	14	33	19	28	33	18%

Sales Price	2017	2018	18 v 17	14-17 AVG	2018	18 v AVG
< \$1M	\$30.12	\$51.12	\$21.00	\$29.46	\$51.12	74%
>\$1M	\$25.90	\$85.63	\$59.73	\$56.54	\$85.63	51%