

# February Market Update

## WHAT TO MAKE OF THIS SLOW START?

For the first two months of 2019 Nantucket real estate sales are off substantially from last year. Sales for the first two months of 2018 were a bit of an outlier so, in comparison, house sales are off in most price sectors with a total of 27 fewer sales than last February 28. The 37 transactions this year are the lowest since 2013.

Taking a broader view comparing 2019 sales with the last five years' average shows a bit of a different story. House sales are down just fifteen transactions and nearly all of that decline is in sales under \$1 million. Above \$1 million for 2019 there are just two fewer house sales than the five year average. From that perspective the downturn seems more modest. House dollar volume followed suit with declines across the board. Again the comparison to the five year average is a bit kinder.

### HOUSE SALES as of FEBRUARY 28

#### 2019 v 2014-2018 Average Sales



We constantly stress not to make too much of the first two months of sales. 2018 was a perfect example because, through February 28, house sales were up 25% over 2017 with banner headlines of a booming market. House dollar volume did end up slightly ahead of 2017 but transaction volume finished lower than 2017 and 2016. Two months is not a good prognosticator for the year, but we are concerned by the overall slowdown.

### Transactions

Sales Price	2018	2019	19 v 18	14-18 AVG	2019	19 v AVG
<\$1M	18	4	-14	17	4	-13
\$1M-\$2M	21	17	-4	18	17	-1
\$2M-\$3M	7	7	0	8	7	-1
\$3M-\$4M	7	6	-1	4	6	2
\$4M-\$6M	7	2	-5	3	2	-1
\$6M-\$10M	4	1	-3	2	1	-1
>\$10M	0	0	0	0	0	0
<b>TOTAL</b>	<b>64</b>	<b>37</b>	<b>-27</b>	<b>52</b>	<b>37</b>	<b>-15</b>

### Dollar Volume (\$M)

Sales Price	2018	2019	18 v 17	14-18 AVG	2019	19 v AVG
<\$1M	\$13.08	\$3.12	-\$9.96	\$11.75	\$3.12	-\$8.63
\$1M-\$2M	\$30.31	\$23.48	-\$6.83	\$25.66	\$23.48	-\$2.18
\$2M-\$3M	\$18.28	\$17.27	-\$1.01	\$20.82	\$17.27	-\$3.55
\$3M-\$4M	\$23.48	\$20.22	-\$3.26	\$14.17	\$20.22	\$6.05
\$4M-\$6M	\$33.61	\$9.20	-\$24.41	\$16.46	\$9.20	-\$7.26
\$6M-\$10M	\$28.60	\$7.25	-\$21.35	\$17.56	\$7.25	-\$10.31
>\$10M	\$0.00	\$0.00	\$0.00	\$0.36	\$0.00	-\$0.36
<b>TOTAL</b>	<b>\$147.36</b>	<b>\$80.54</b>	<b>-\$66.82</b>	<b>\$106.78</b>	<b>\$80.54</b>	<b>-\$26.24</b>

2019 land sales also suffer from the same year over year comparison, but even the five year average shows that sales are off nearly 50%. The seven transactions represent the lowest total for February 28 since 2013. We cannot speculate on the reasons for this slowdown, other than that the inventory of vacant lots for sale is at a two year low.

### Transactions

Sales Price	2018	2019	19 v 18	14-18 AVG	2019	19 v AVG
<\$500K	3	4	1	4	4	0
\$500K-\$1M	7	1	-6	4	1	-3
\$1M-\$1.5M	3	1	-2	2	1	-1
\$1.5M-\$2M	2	0	-2	1	0	-1
\$2M-\$3M	1	1	0	1	1	0
>\$3M	3	0	-3	1	0	-1
<b>TOTAL</b>	<b>19</b>	<b>7</b>	<b>-12</b>	<b>13</b>	<b>7</b>	<b>-6</b>

### Dollar Volume (\$M)

Sales Price	2018	2019	19 v 18	14-18 AVG	2019	19 v AVG
<\$500K	\$1.05	\$1.19	\$0.14	\$1.45	\$1.19	-\$0.26
\$500K-\$1M	\$5.03	\$0.65	-\$4.38	\$2.78	\$0.65	-\$2.13
\$1M-\$1.5M	\$3.80	\$1.25	-\$2.55	\$2.68	\$1.25	-\$1.43
\$1.5M-\$2M	\$3.66	\$0.00	-\$3.66	\$1.47	\$0.00	-\$1.47
\$2M-\$3M	\$2.50	\$2.80	\$0.30	\$2.31	\$2.80	\$0.49
>\$3M	\$12.38	\$0.00	-\$12.38	\$3.12	\$0.00	-\$3.12
<b>TOTAL</b>	<b>\$28.42</b>	<b>\$5.89</b>	<b>-\$22.53</b>	<b>\$13.81</b>	<b>\$5.89</b>	<b>-\$7.92</b>