

# GREAT POINT

PROPERTIES

Photo by Sean Davis

2019

1Q REPORT

# TOP 5 INSIGHTS

Our quarterly analysis of Nantucket's house, land and commercial real estate sales

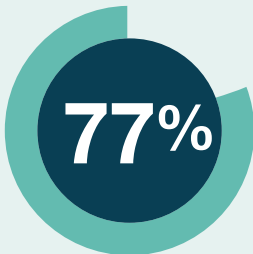


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1 North Beach Street  
Nantucket, MA 02554

**2** House sales dominate the market, so the 30% decline in house sales against the 5 year average is a concern.



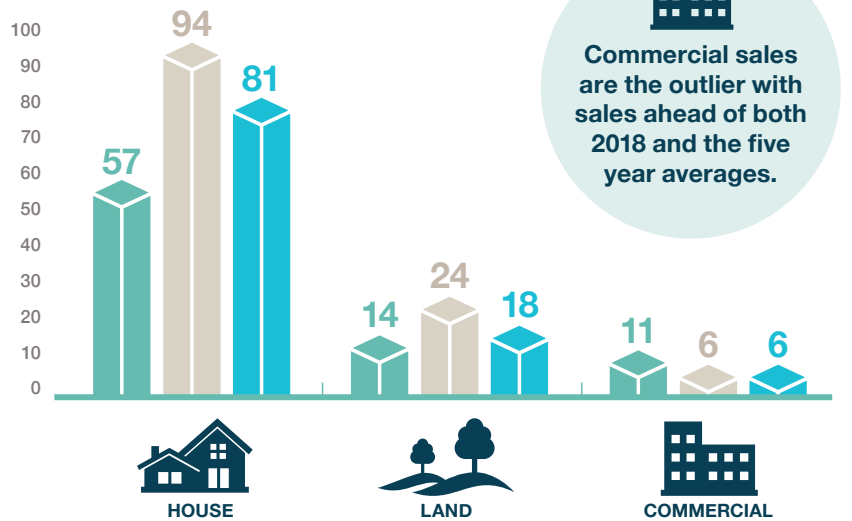
**1Q house sales average 77% of total transaction volume.**

# 1Q | 2019 Market Report

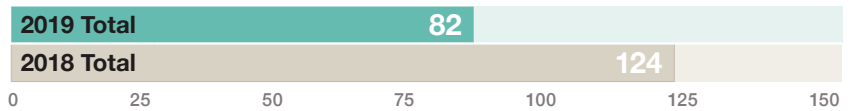
**1** 2019 Nantucket house and land sales were off to a slow start compared to last year's heated start.

## Transaction Volume

◆ 2019 ◆ 2018 ◆ 2014-18 AVG

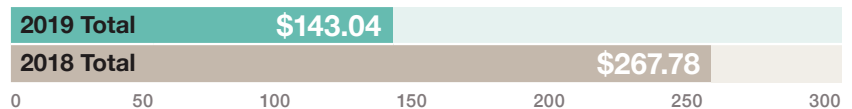
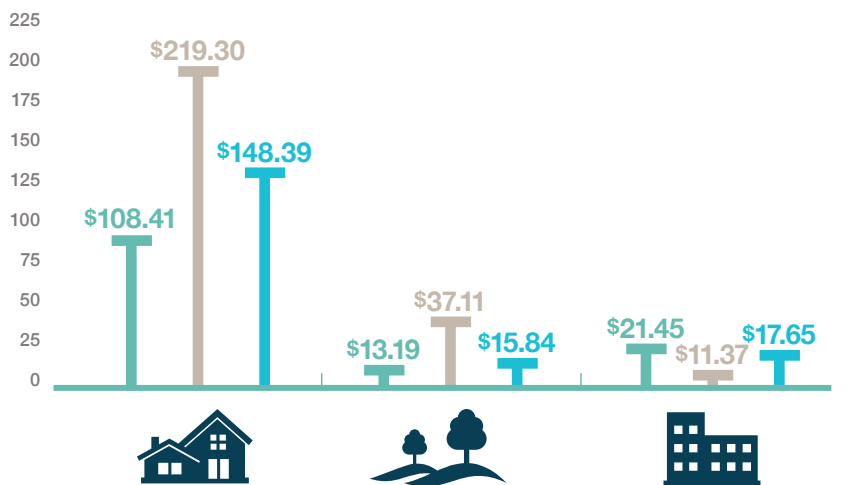


Commercial sales are the outlier with sales ahead of both 2018 and the five year averages.



## Dollar Volume (\$M)

■ 2019 ■ 2018 ■ 2014-18 AVG

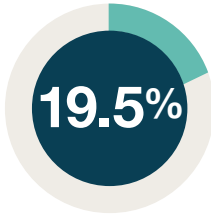




**3** Historically, the Nantucket real estate market moves with the national economy and equity markets – which are currently in good shape.



## 4 Are 1Q Sales an accurate indicator for annual results?



1Q sales, on average, represent only 19.5% of annual sales.



Typically 1Q Sales for both houses and land tend to indicate how annual sales end up for the year.



1Q Sales trends typically moderate as the year progresses. Regardless of whether 1Q Sales were ahead or behind the previous year's results.

## OUTLIERS

	START	END
<p>2012 House Sales</p>	<p><b>29%</b> ahead of 1Q 2011</p>	<p><b>33%</b> over 2011 slightly better for the year</p>
<p>2018 House Sales</p>	<p><b>12%</b> ahead of 1Q 2017</p>	<p><b>-6%</b> for the year</p>
<p>2011 Land Sales</p>	<p>Flat for 1Q</p>	<p><b>-18%</b> compared to 2010</p>
<p>2012 Land Sales</p>	<p>Modest 1Q</p>	<p><b>116%</b> surged</p>

## KEY INSIGHT

**5** We expect to see a pick up in both house and land sales for the balance of 2019 but most likely annual transaction volume will not match 2018 totals.

# House & Land Sales

Address	Selling Price	Beds	Baths	Lot Size
<b>BRANT POINT</b>				
<b>Houses</b>				
8 South Beach Street	\$1,575,000	3	2	0.07
<b>CISCO</b>				
<b>Houses</b>				
2 Saccacha Avenue	\$3,200,000	4	4	0.65
<b>CLIFF</b>				
<b>Land</b>				
10 Maxey Pond Road	\$2,800,000			3.07
<b>DIONIS</b>				
<b>Houses</b>				
202 & 210 Eel Point Rd	\$7,250,000	6	9+	7.90
<b>FISHERS LANDING</b>				
<b>Houses</b>				
6 West Way	\$1,252,000	6	4.5	0.26
<b>Land</b>				
12 Creek Lane	\$650,000			0.53
<b>HUMMOCK POND</b>				
<b>Houses</b>				
9 Aurora Way	\$1,350,000	4	3.5	0.12
<b>MADAKET</b>				
<b>Houses</b>				
29 Rhode Island Avenue	\$1,249,500	2	1	0.32
3 Washington Avenue	\$2,135,000	2	3.5	0.35
<b>MIACOMET</b>				
<b>Houses</b>				
17A Helens Drive	\$580,000	3	2.5	0.17
35 Friendship Lane	\$950,000	3	2	0.54
19 Golfview Drive	\$1,190,000	4	2	0.47
<b>MID-ISLAND</b>				
<b>Houses</b>				
17 Greglen Avenue	\$375,000	1	1	0.10
3A Sun Island Road # 4	\$410,000	1	1	0.00
16B Park Circle	\$560,000	2	2.5	
1 Thurstons Way	\$650,000	2	2	0.11
15 Point Judith Lane # 1	\$778,000	4	3.5	0.08
52 Hooper Farm Road	\$800,000	2	1	0.66
13 A Pine Tree Road	\$840,000	2	3	0.18
14 Lewis Court	\$912,500	4	2	0.34
12 Newtown Road	\$950,000	5	3	0.45
18 Cato Lane	\$1,100,000	5	4	0.17
6 Corby Way	\$1,175,000	4	3.5	0.25
<b>Land</b>				
13 Tomahawk Road	\$248,500			0.11
15 Tomahawk Road	\$248,500			0.11
17 Tomahawk	\$248,500			0.11
6 Hanabea Lane	\$440,000			0.11
17 Miller Lane	\$550,000			0.68
12 West Creek Road	\$650,000			0.11
<b>MIDDLE MOORS</b>				
<b>Land</b>				
3 Upper Tawpawshaw Rd.	\$825,000			0.42
<b>NASHAQUISSETT</b>				
<b>Houses</b>				
8 Netowa Lane	\$1,670,000	3	2.1	0.16

Address	Selling Price	Beds	Baths	Lot Size
<b>NAUSHOP</b>				
<b>Houses</b>				
4 Goldfinch Drive # A	\$529,000	1	1	0.00
6 Kittiwake Lane	\$1,175,000	3	2.5	0.17
5 Kittiwake Lane	\$1,550,000	5	4.5	0.14
<b>POLPIS</b>				
<b>Houses</b>				
33 North Pasture Lane	\$3,100,000	3	3.5	0.88
17 North Pasture Lane	\$3,620,000	4	4.5	2.76
<b>QUIDNET</b>				
<b>Houses</b>				
100 Quidnet Road	\$3,600,000	5	2.5	0.36
<b>Land</b>				
39 & 43 Quidnet Path	\$2,250,000			3.60
<b>SCONSET</b>				
<b>Houses</b>				
8 Center Street	\$1,330,000	4	2	0.04
22 King Street	\$2,250,000	5	3.5	0.08
5C Bunker Hill Road	\$2,550,000	4	4.5	0.13
5 Coffin Street	\$3,025,000	5	3+	0.26
7 Hedge Row	\$3,250,000	4	3.5	0.46
<b>SOUTH OF TOWN</b>				
<b>Houses</b>				
69 Surfside Road	\$1,260,000	3	2	0.23
2 Cranberry Lane	\$2,225,000	4	4.5	0.15
<b>SURFSIDE</b>				
<b>Houses</b>				
17 A Daffodil Lane	\$995,000	6	7.5	0.29
46 Surfside Road	\$1,100,000	5	2	0.26
6 Weweeder Avenue	\$1,850,000	3	2	1.64
69 South Shore Road	\$2,125,000	4	3.5	2.19
<b>TOM NEVERS</b>				
<b>Houses</b>				
3 Nichols Road	\$1,195,000	3	3	0.23
21 Clarendon Street	\$1,250,000	4	3.5	0.28
3 Parson Lane	\$1,395,000	4	2.5	1.60
12 Lyons Lane	\$1,417,500	3	2	0.52
1 Jonathan Way	\$1,542,500	4	3	1.02
<b>Land</b>				
3 Crestwood Circle	\$2,250,000			3.60
41 Chuck Hollow Road	\$1,250,000			1.51
<b>TOWN</b>				
<b>Houses</b>				
40 B Union Street	\$1,381,110	2	2	0.00
25 A Pine Street	\$1,400,000	4	2	0.09
11 Liberty Street	\$2,195,000	2	2.5	0.09
1 Francis Street	\$2,400,000	4	3.5	0.12
8 Chester Street	\$2,550,000	7	8	0.07
24 Fair Street	\$2,780,500	4	2.5	0.08
14 Easy Street North	\$3,475,000	3	3.5	0.10
109 Main Street	\$4,000,000	5	5.5	0.09
22 Orange Street	\$5,195,000	5	3	0.12
<b>WAUWINET</b>				
<b>Houses</b>				
59 Wauwinet Road	\$1,700,000	4	2	3.10
<b>WEST OF TOWN</b>				
<b>Land</b>				
3 Sleepy Hollow Road	\$625,000			0.46
85 Vestal Street	\$1,295,000			0.46

# Our Team



**Bill Liddle**



**Edward Sanford**



**Greg McKechnie**



Alexa Coleman



Amber Cantella



Barbara Joyce



Bernie Coffin



Carl Lindvall



Carol Coffin



Darcy Creech



Dawn Holdgate



Debbi D Culbertson



Debbie Willett



Jim Garrels



Denise LaBombard



Laura Fletcher



Leone Collins



Liz Finlay



Michele Lindstedt



Nichole Marks



Nicole Bousquet



Paula McAuley



Rachel Gallo



Sam Parsons



Sarah Maneikis



Stuart Reid



Tracy Cullinane



Amanda Tosch



Katie Seholm



Tiffany Fearon



Erika Hayes

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