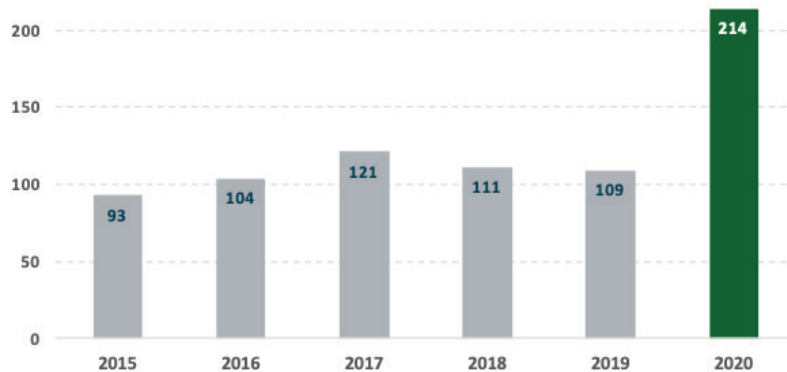


October Market Update

It is difficult to place the 2020 Nantucket real estate market into proper perspective. Lead by the booming house market, sales are shattering records.

- October house sales totaled 97 versus 46 for October 2019 and dollar volume topped \$338 million, the second month in a row of \$300 million plus sales.
- Year to date sales between \$2 million and \$8 million are up 96% over 2019.



- House dollar volume is already greater than the previous annual high for ALL sales, set in 2005 at \$1.2 billion.
- House transactions for August, September, and October tripled 2019's total, generating \$844 million, 194% higher than 2019.

	2015	2016	2017	2018	2019	2020
Transactions	134	122	134	118	119	238
Dollar Volume (\$M)	\$275	\$307	\$321	\$346	\$286	\$844

- Currently we are projecting near \$1.8 billion in total sales, an 80% increase over 2019, and near 600 transactions, a volume not seen since 2005.
- Land transactions are on a consistent pace with previous years. Dollar volume is higher thanks to two sales that totaled \$27 million, otherwise the year is unremarkable.
- Commercial sales are having a quiet year, with just 6 sales totaling \$22 million.



All Sales as of October 31

Transactions	2015	2016	2017	2018	2019	15-19 AVG	2020
Houses	295	335	336	310	277	311	382
Land	87	56	51	105	55	71	64
Commercial	16	14	10	8	17	13	9
TOTAL	398	405	397	423	349	394	455

Dollar Volume (\$M)	2015	2016	2017	2018	2019	15-19 AVG	2020
Houses	\$609	\$709	\$765	\$768	\$657	\$702	\$1,235
Land	\$79	\$62	\$42	\$115	\$62	\$72	\$95
Commercial	\$42	\$24	\$51	\$19	\$75	\$42	\$22
TOTAL	\$730	\$795	\$858	\$902	\$793	\$816	\$1,352

Total House Sales as of October 31

Sales Price	2015	2016	2017	2018	2019	15-19 AVG	2020
< \$2M	193	220	202	186	160	192	152
\$2M - \$4M	72	74	88	76	78	78	136
\$4M - \$6M	17	22	23	26	23	22	51
\$6M - \$10M	7	12	15	14	14	12	33
>\$10M	6	7	8	8	2	6	10
TOTAL	295	335	336	310	277	311	382
as of 12.31	357	412	406	380	355	382	TBD

Total Land Sales as of October 31

Sales Price	2015	2016	2017	2018	2019	15-19 AVG	2020
< \$500K	27	15	18	22	14	19	10
\$500K - \$1M	31	18	23	53	16	28	27
\$1M - \$1.5M	16	13	5	9	13	11	12
\$1.5M - \$2M	7	3	2	8	4	5	6
\$2M - \$3M	4	4	2	5	4	4	4
>\$3M	2	3	1	8	4	4	5
TOTAL	87	56	51	105	55	71	64