

Atlantic East Nantucket Real Estate

2025 Year-End



Market snapshot: With 2025 in the books, it is clear that the real estate market on Nantucket is in different territory than it was during the pandemic years. There were 477 sales in 2025 (+40 % from last year but down 42% from 2021). Sales in 2025 totaled \$1,824,752 (+34% from last year but down 27% from 2021). The average sale price (of all properties sold) has dropped 4% from \$3.995M to \$3.825M by the end of 2025. The average selling price, as a percentage of list price, has dropped to 90%, after averaging 92.60% for the most recent five years. The average selling price, as a percentage of assessed value, is actually up from 136% in 2024 to 139% in 2025. This will change as a full revaluation of all properties on Nantucket is occurring in 2026. Perhaps the most important indicator that the market may be shifting is that the average time on the market is now up to 7 months; from 2021 through 2024 it was averaging 5 months. When the time it takes to sell rises, it means that listings are overpriced. Today it may also be a sign that buyers are becoming more cautious about a major purchase, due to the uncertainty surrounding the current economic climate. Nantucket is primarily a discretionary real estate market, driven by second, or third homeowners.

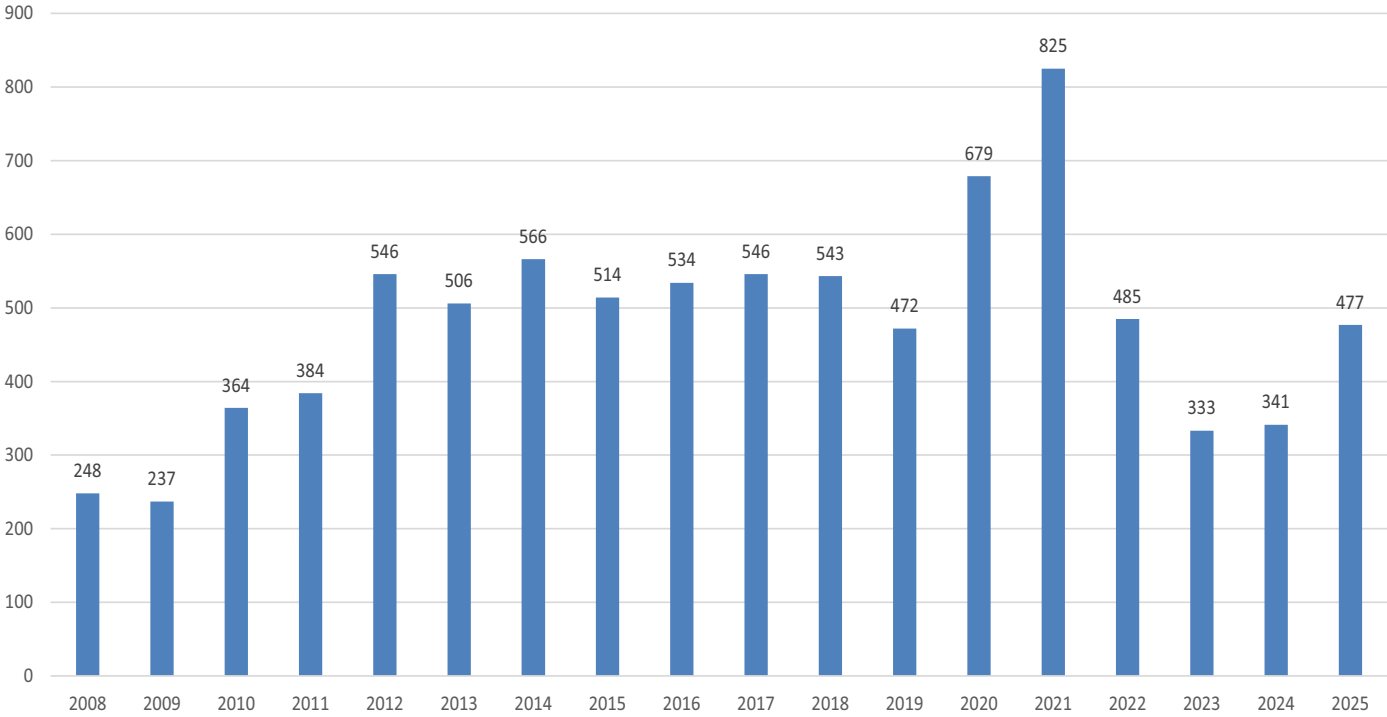
Average price continues to rise for residential properties. The average selling price of a residential property on Nantucket is now \$4,914,000 (+8% from 2024). For perspective, in 2020 the average price of a home on Nantucket was \$2.72M, a 44% increase in the past five years. The median home sale is now \$3,495,000 (-4% from 2024). In 2025 the average vacant lot sold for \$1,930,000 (-29%); and the median vacant land sale was \$1,500,000 (-36%). More than 75% of all property sales on Nantucket were over \$1M. And 50% of all sales in 2025 were over \$5,000,000.

What is selling? Only one residential property sold for under \$500,000 in 2025 and it was located in an area subject to erosion. The good news is that there were 4 sales of Covenant Properties in 2025. The market for commercial property continues to be strong, especially in Town. There were 24 commercial sales in 2025, averaging nearly \$4M per sale. It is no surprise that the properties that are selling the most rapidly are those that can be occupied now and those with a high level of amenities and finishes, including swimming pools.

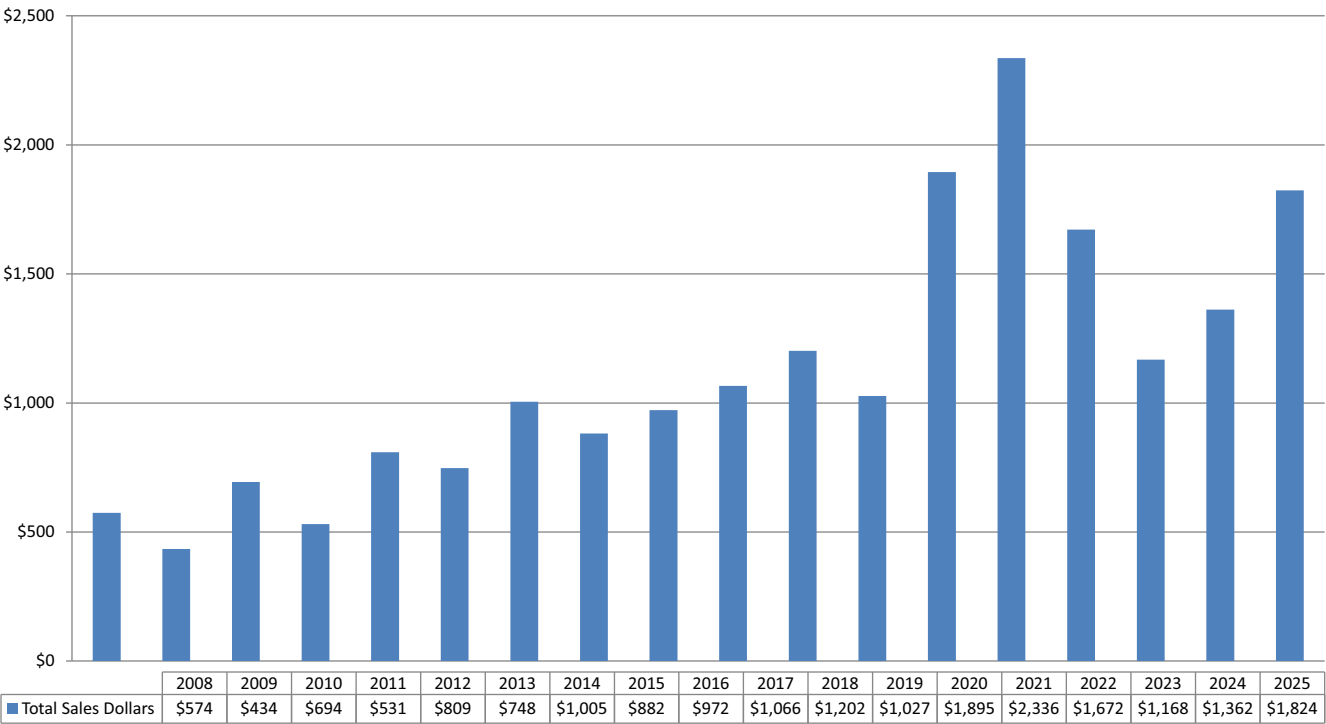
Inventory continues to be low. At the end of 2015 there were 289 property listings actively on the market; at the end of 2020 there were 366; at the end of 2025 there were 151. In pre-pandemic markets, the average number of listings ranged between 350 and 400 during the summer season. Inventory continues to be low due to the very large number of sales between 2020 and 2023. As a result, buyers have fewer choices.

The Nantucket market is still strong even though volume is down from the highest year (2021). The Nantucket real estate market exceeded \$1B for the first time in 2017 and the average, since then, has been \$1.4 billion in annual sales. The outlier years were 2020 (\$1.89 billion) and 2021 (\$2.33 billion) as people escaped to places like Nantucket that were perceived as safe during the pandemic. It is important to note that, historically, just under 35% of sales on Nantucket close in the first half of the year meaning that more than 65% of all sales dollars close in the last two quarters of the year. Last year ended up with \$1.82 billion dollars in sales, the third highest year ever for sales on Nantucket.

Total Number of Sales YTD
As of Q4 2025

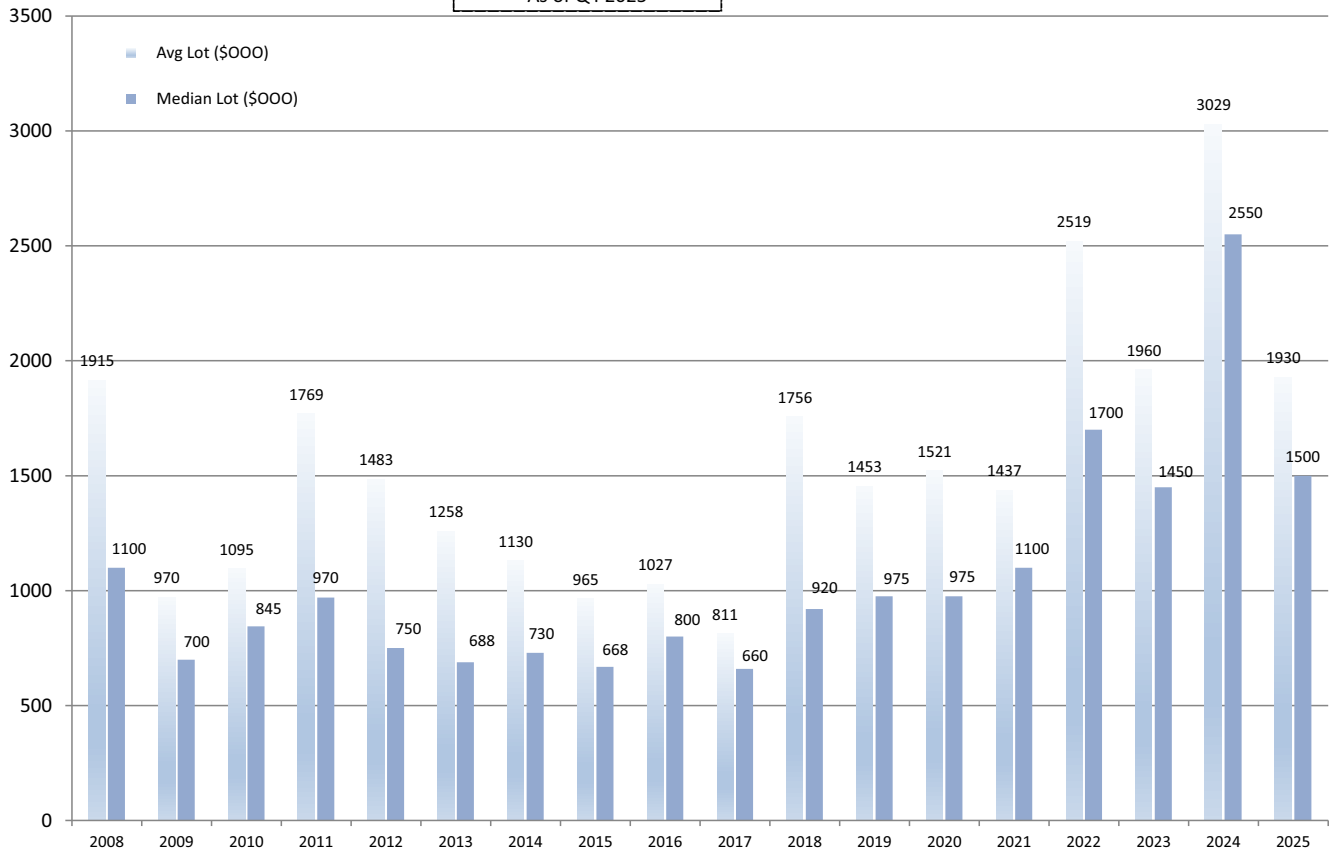


Nantucket Total Sales Dollars
(In 000's) YTD
As of Q4 2025



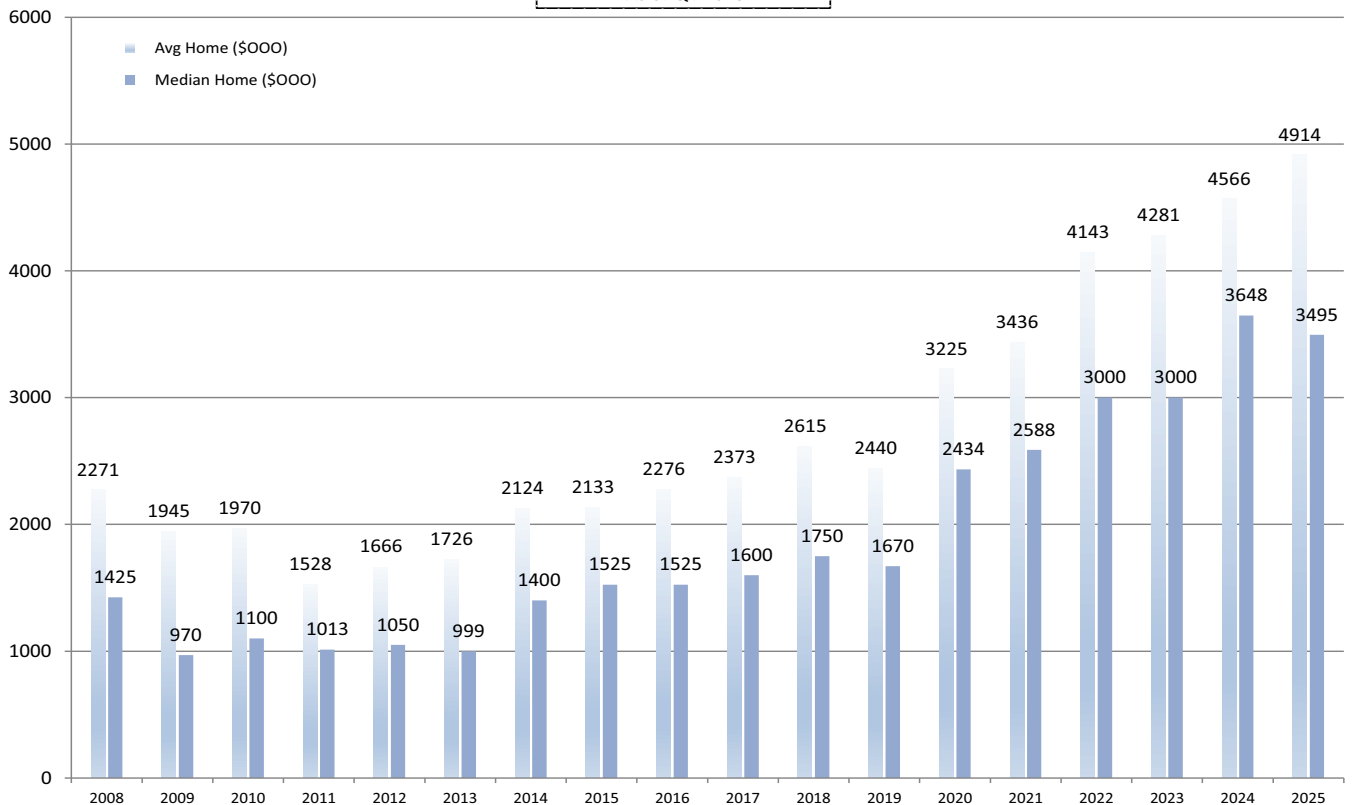
Nantucket: Lot Prices

(In 000's YTD)
As of Q4 2025

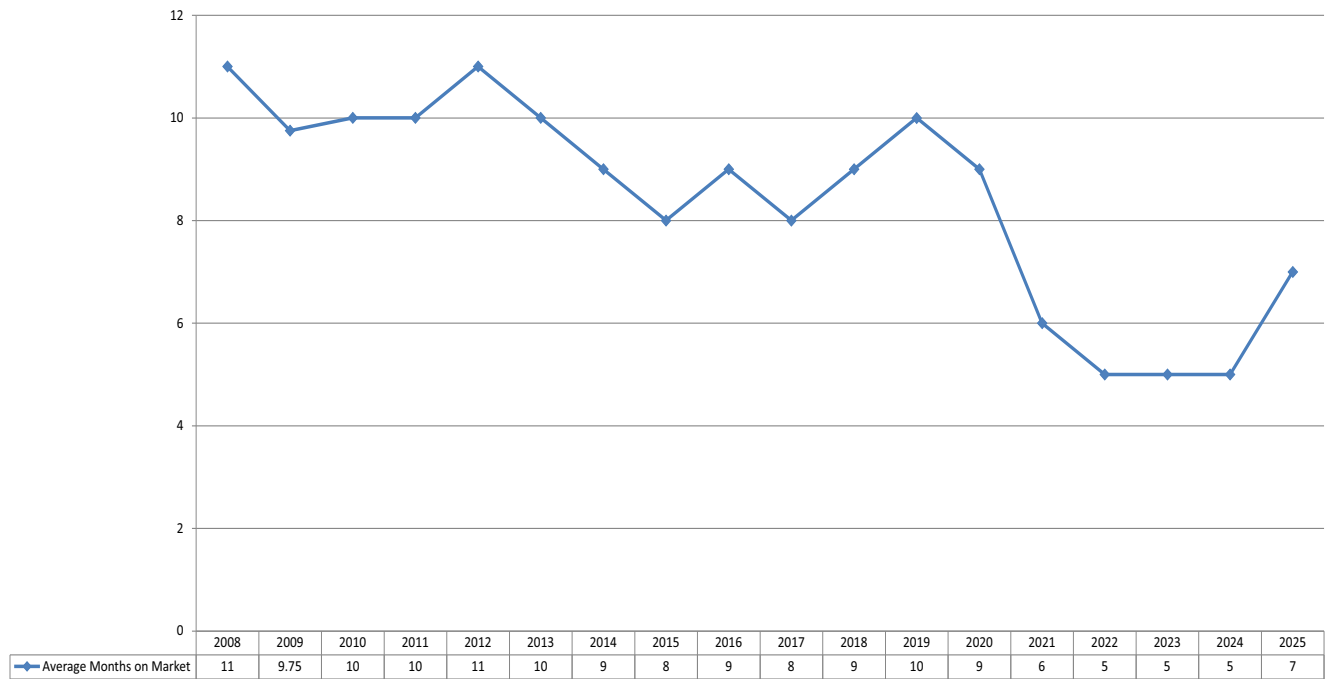


Nantucket Home Prices

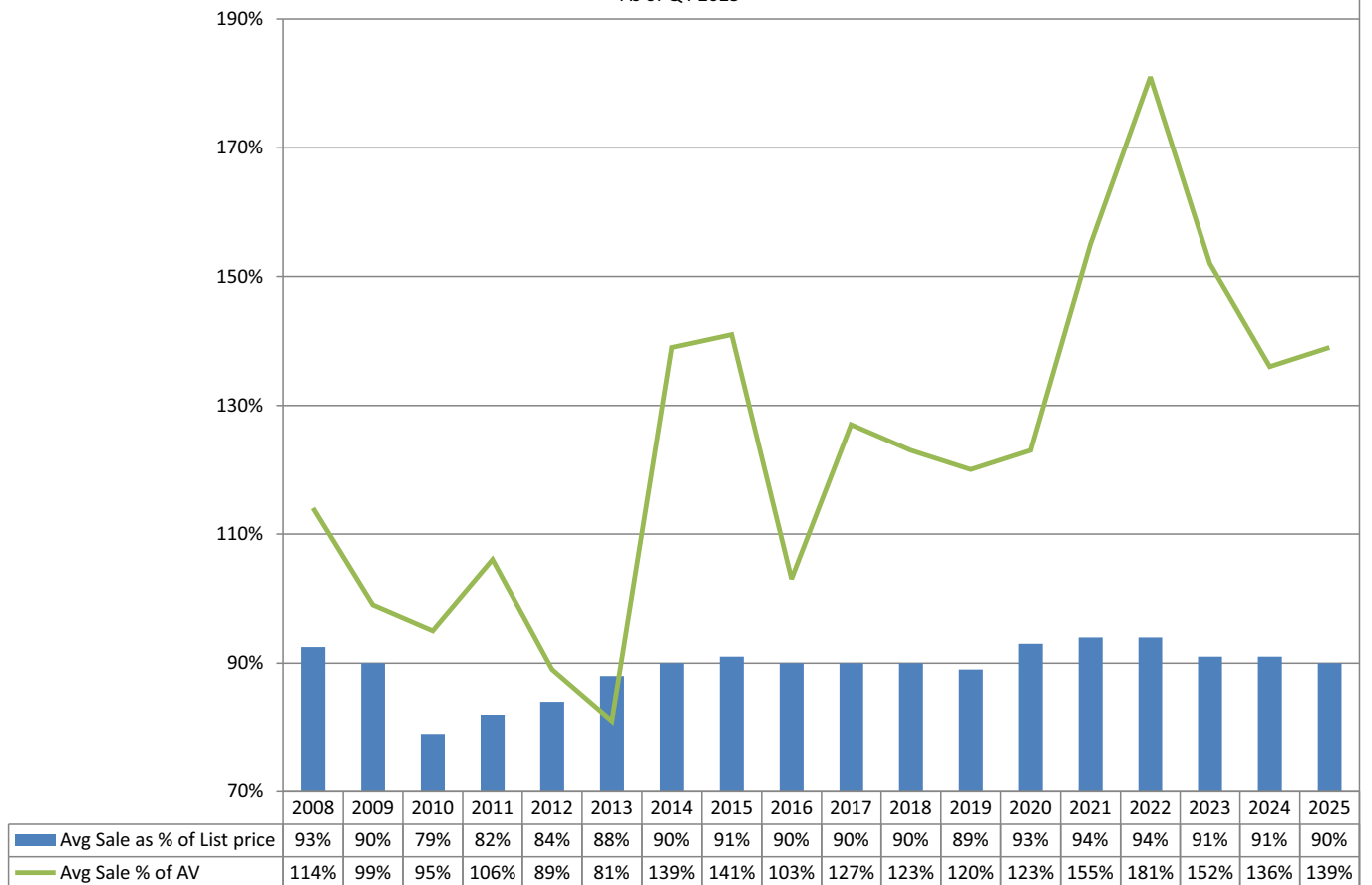
(In 000's YTD)
As of Q4 2025



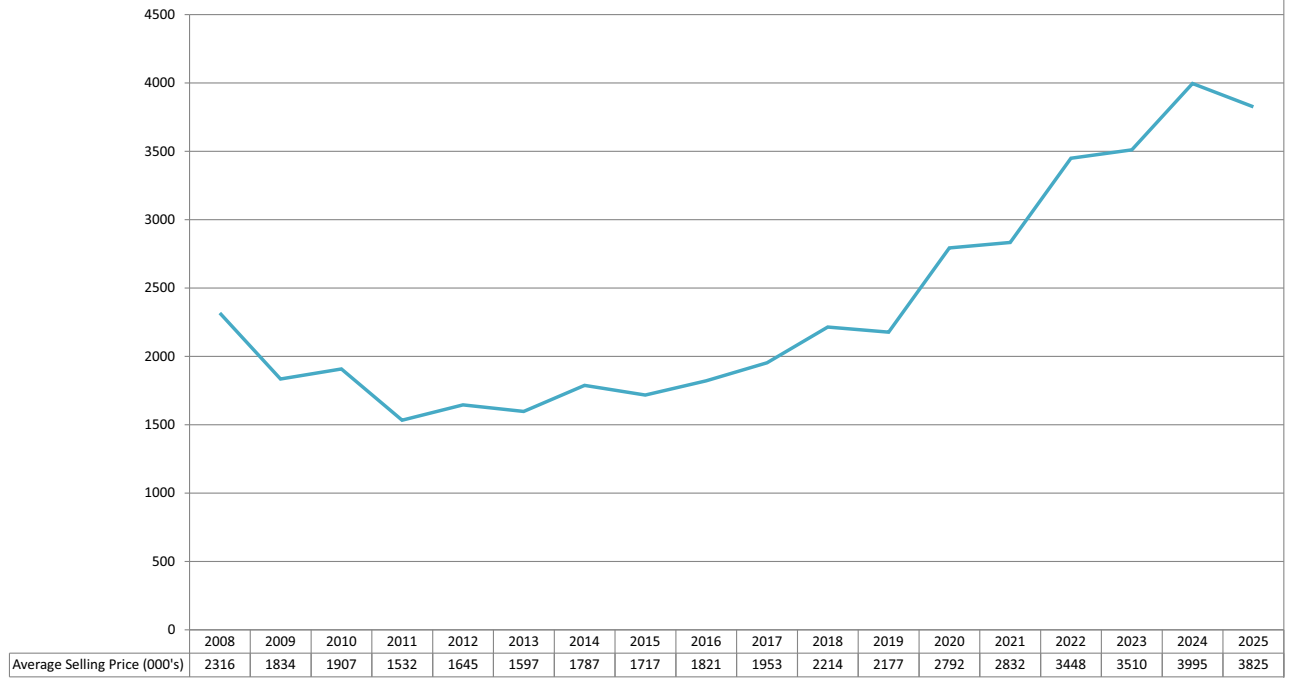
Nantucket: Average Months on Market
All Properties
As of Q4 2025



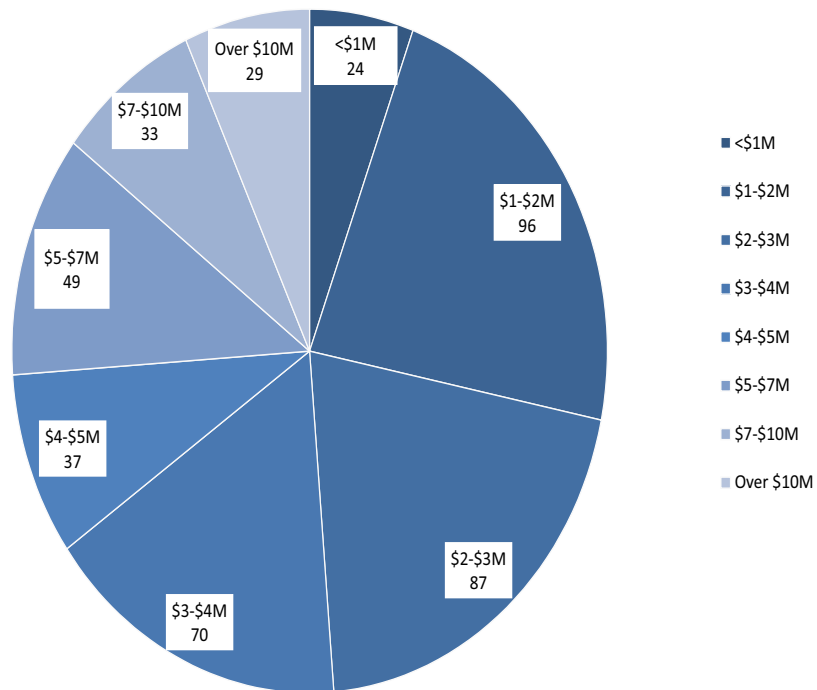
Nantucket: Sales as % of List Price and Assessed Value
As of Q4 2025



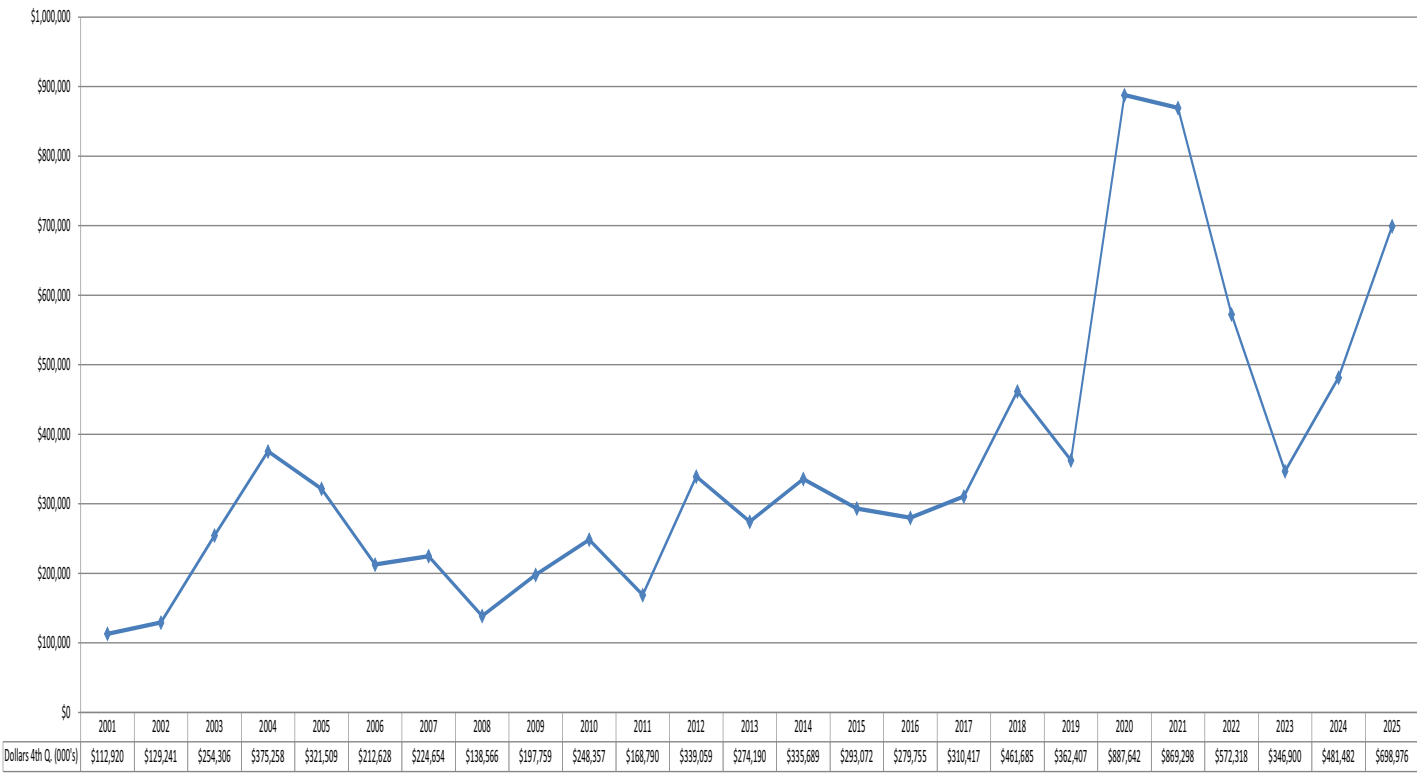
Nantucket Real Estate
Average Sale Price All Properties (000's)
As of Q4 2025



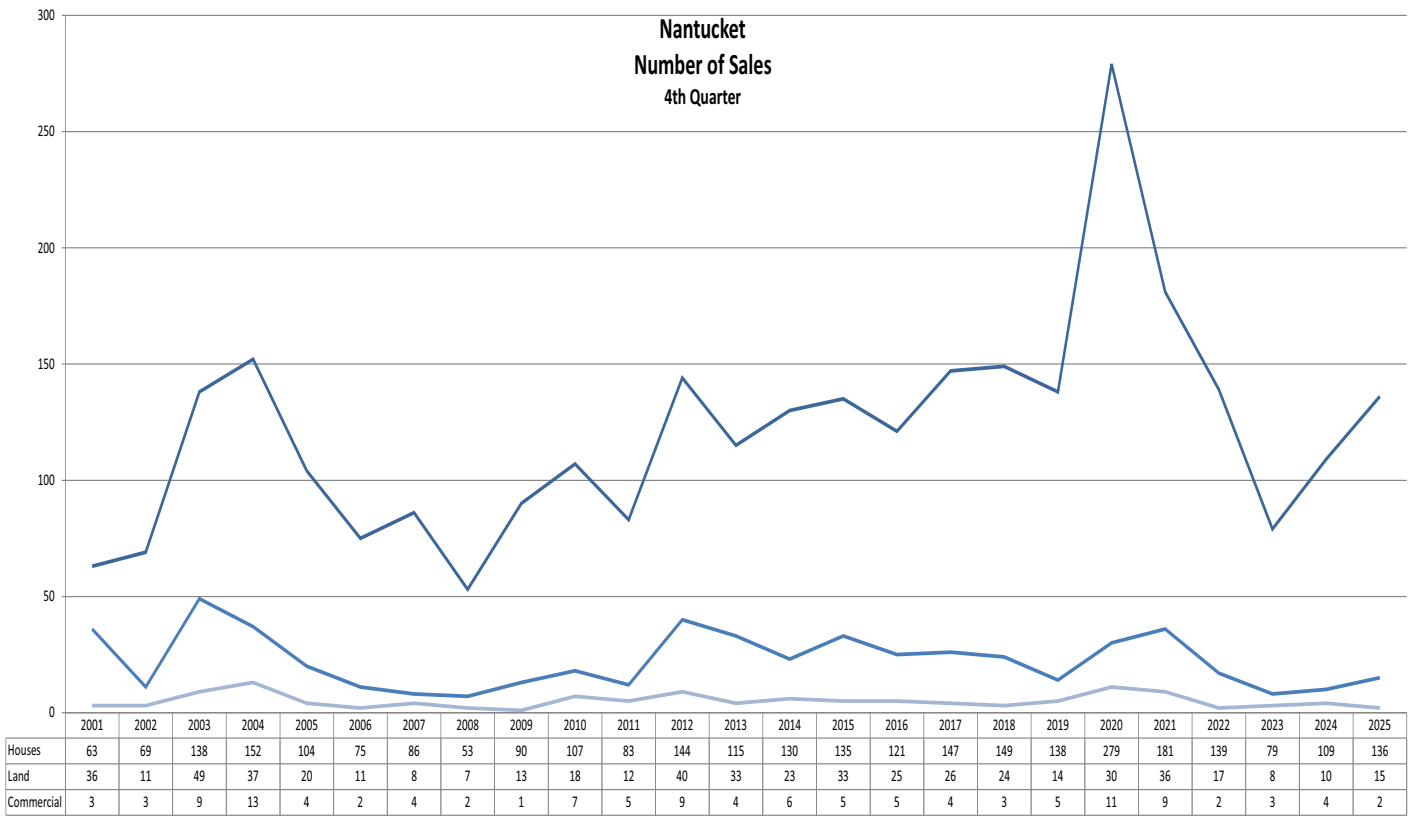
2025 Sales by Price Sector, as of Q4



Nantucket
Sales Dollars, in 000's
4th Quarter



Nantucket
Number of Sales
4th Quarter

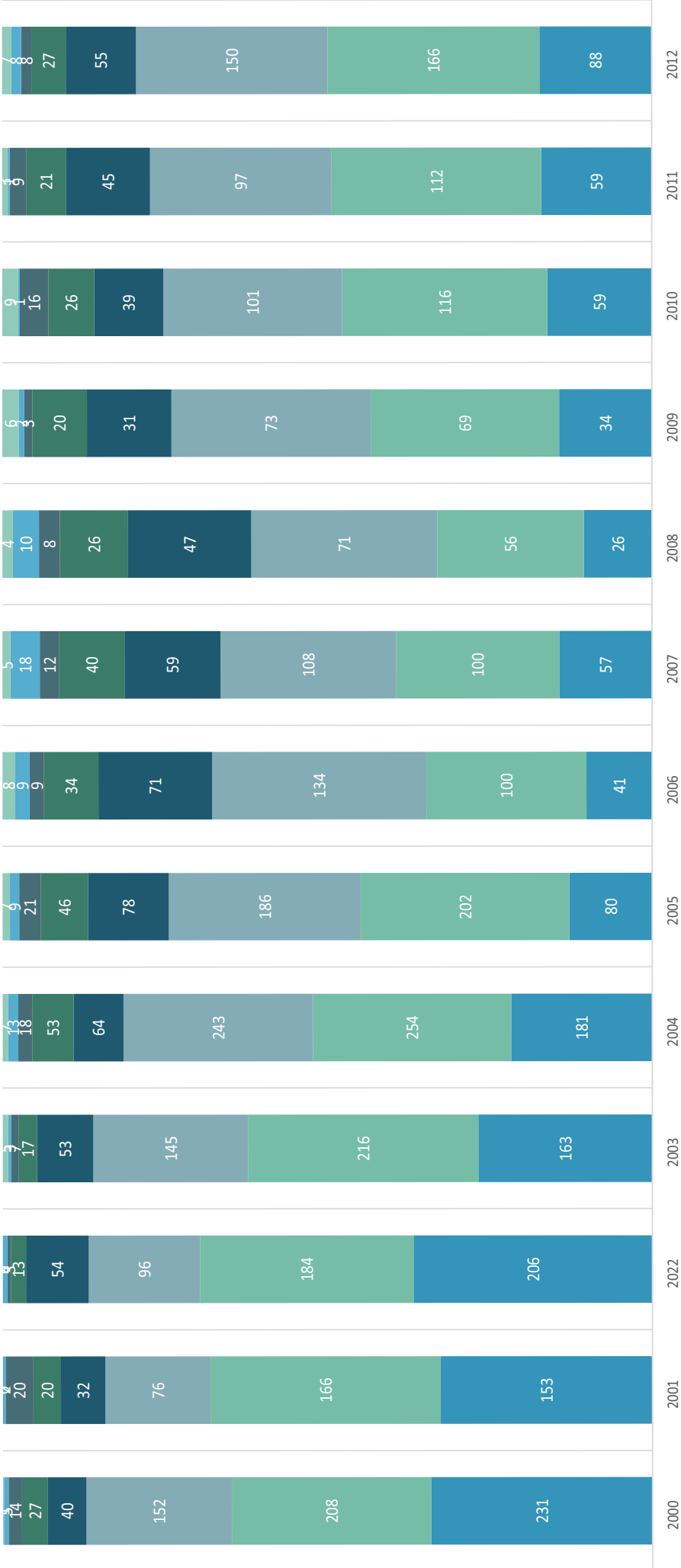


NANTUCKET NO. SALES BY PRICE SECTOR

2000 - 2012 YTD

>\$500,000 \$501,000 - \$1,000,000 \$1,000,100 - \$2,000,000 \$2,000,100 - \$3,000,000

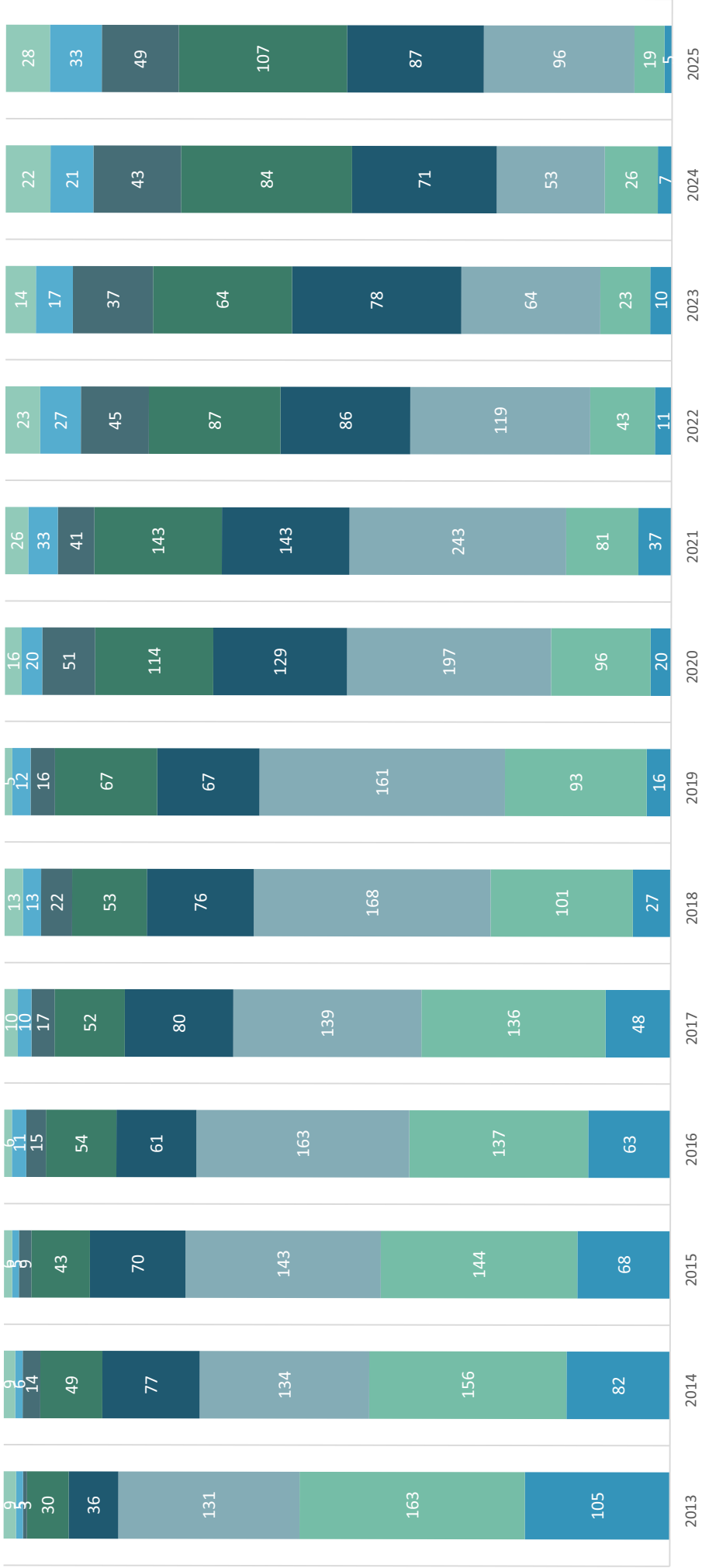
\$3,000,100 - \$5,000,000 \$5,000,100 - \$7,000,000 \$7,000,100 - \$10,000,000 <\$10,000,000



NANTUCKET NO. SALES BY PRICE SECTOR

2013 - 2025 YTD

■ >\$500,000
 ■ \$500,100 - \$1,000,000
 ■ \$1,000,100 - \$2,000,000
 ■ \$2,000,100 - \$3,000,000
 ■ \$3,000,000 - \$5,000,000
 ■ \$5,000,000 - \$7,000,000
 ■ \$7,000,100 - \$10,000,000
 ■ <\$10,000,000



Nantucket Total Sales Dollars by Year YTD (000's)
2000 - 2025

