

Atlantic East Nantucket Real Estate

2026 Q1

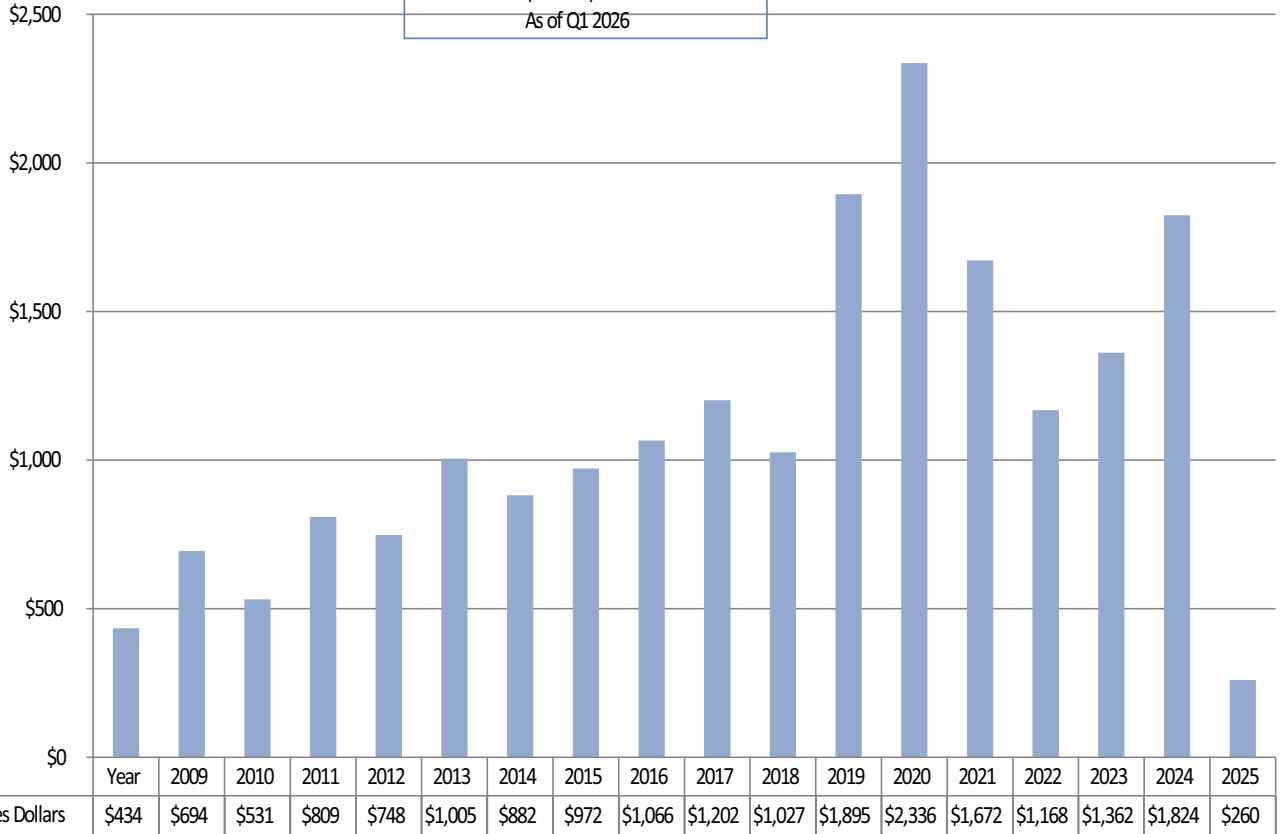


We find it useful to look at history to better understand the influences that have shaped the Nantucket real estate market over time. Over the last 25 years, the Dow Jones Industrial Average has increased by approximately 360%, rising from roughly 10,400 in early 2000 to over 47,900 as of this spring. In comparison, the average price of a home on Nantucket has significantly outpaced the stock market, increasing by more than 220% between 2000 and 2022 alone. The average selling price of a home on Nantucket is now \$5.3 million (+7%); the median home price is \$4.4 million (+26%). Consider the factors at play here: Nantucket is an island, located 30 miles at sea, with nearly 60% of our land protected and preserved for future generations to enjoy. According to the Planning Department, less than 4% of the island remains unbuilt.

- Nantucket has done an excellent job preserving what makes the island special: the open spaces, access to beaches and bike paths, historic architecture, and a high-quality experience for visitors with fine dining and shopping. As a result, those who can afford it like to spend time here. During the pandemic years people flocked to the island to live here year-round, many of whom decided to call it home. Because the island is naturally limited, prices have risen faster than any other county in the state and CNBC recently identified Nantucket as the most costly housing market in the country with 99% of sales over \$1M.
- One of the challenges for our community is how do we retain our workforce that keeps the island running? Nantucket has recognized this and generously supported affordable housing efforts since 2019. But, the situation is too complex to think that we will simply build our way out of it. Although gains have been made, there is much more to do, especially to help those in what we call the “missing middle”, folks that earn too much to qualify for affordable housing. To date in 2026, there have been 63 sales (-21% from last year), with an average selling price of \$4,138,000 (+8%). These sales have generated \$260 million dollars (-2% compared to 2025 at the end of Q1). Simply put, there have been fewer sales for more money. A few interesting market statistics for context: the average time on the market is now 9 months, up from 7 last year and 5 months for the preceding three years. This usually means that listings are overpriced.
- Properties are selling now for an average of 87% of list price. The last time this statistic was below 90% was in 2013 when we were still coming out of a recession. The number of listings remains historically low, meaning that buyers have fewer choices and this is certainly contributing to the prices remaining high. There are only 108 properties actively listed for sale on the island as of this writing. The least expensive, (non-restricted, and non-eroding) single family home for sale is a one bedroom cottage, with a 3 bedroom septic system installed, located in Madaket listed for \$1,795,000 on a 5,000 sf lot. The priciest listing (\$28.5 million dollars) is located on the harbor on Easton Street in Brant Point. It is a 9 bedroom/9 bath fully renovated house on a third of an acre that has been for sale for 662 days. As is typical, as we get closer to summer, there will be an increase in the number of properties for sale.
- Every real estate market has its own characteristics and a luxury one is different than most others. The current market on Nantucket appears to be defined by limited inventory and lower consumer confidence leaving some people observing from the sidelines. Nantucket is a discretionary market in which no buyer HAS to purchase (except folks that are trying to stay here). Stay tuned to see how the rest of the year shapes up!

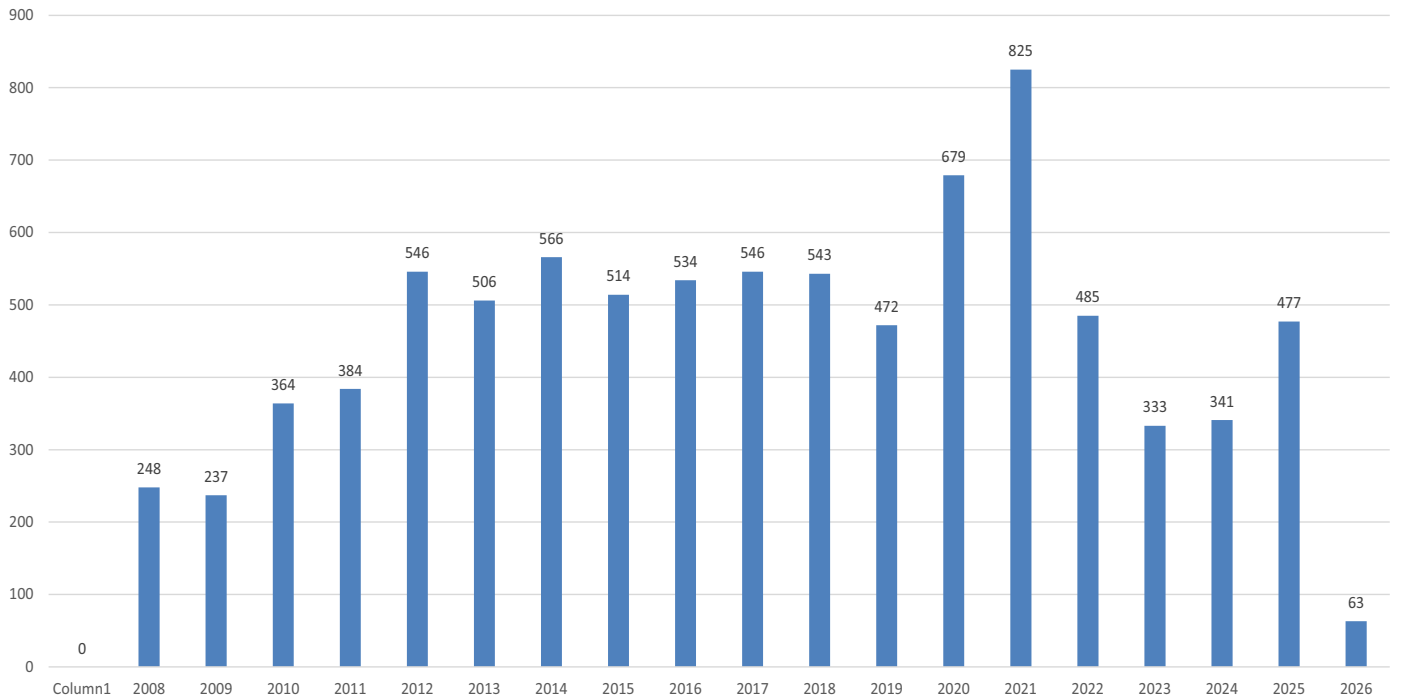
Nantucket Total Sales Dollars

(In 000's) YTD
As of Q1 2026



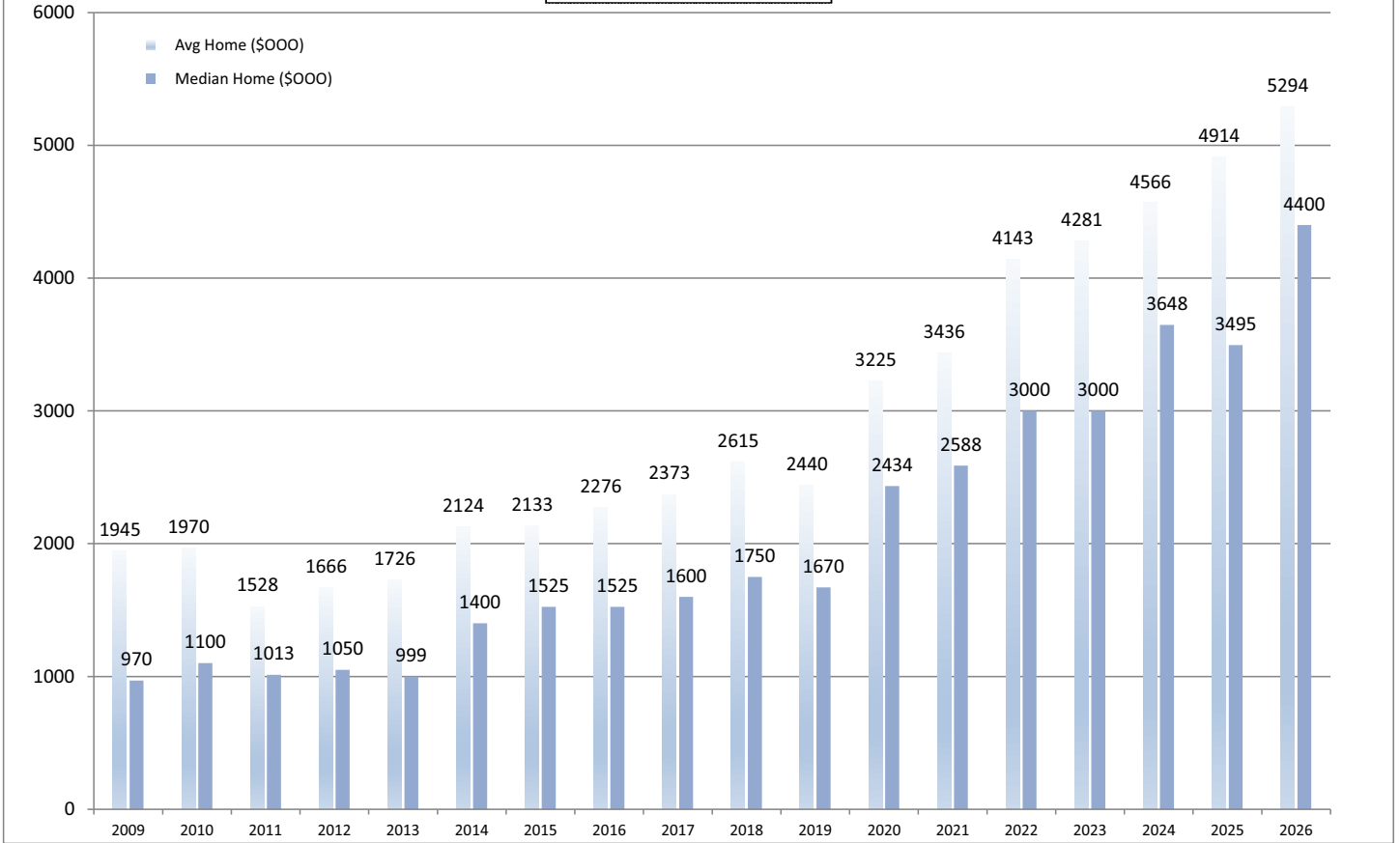
Total Number of Sales YTD

As of Q1 2026



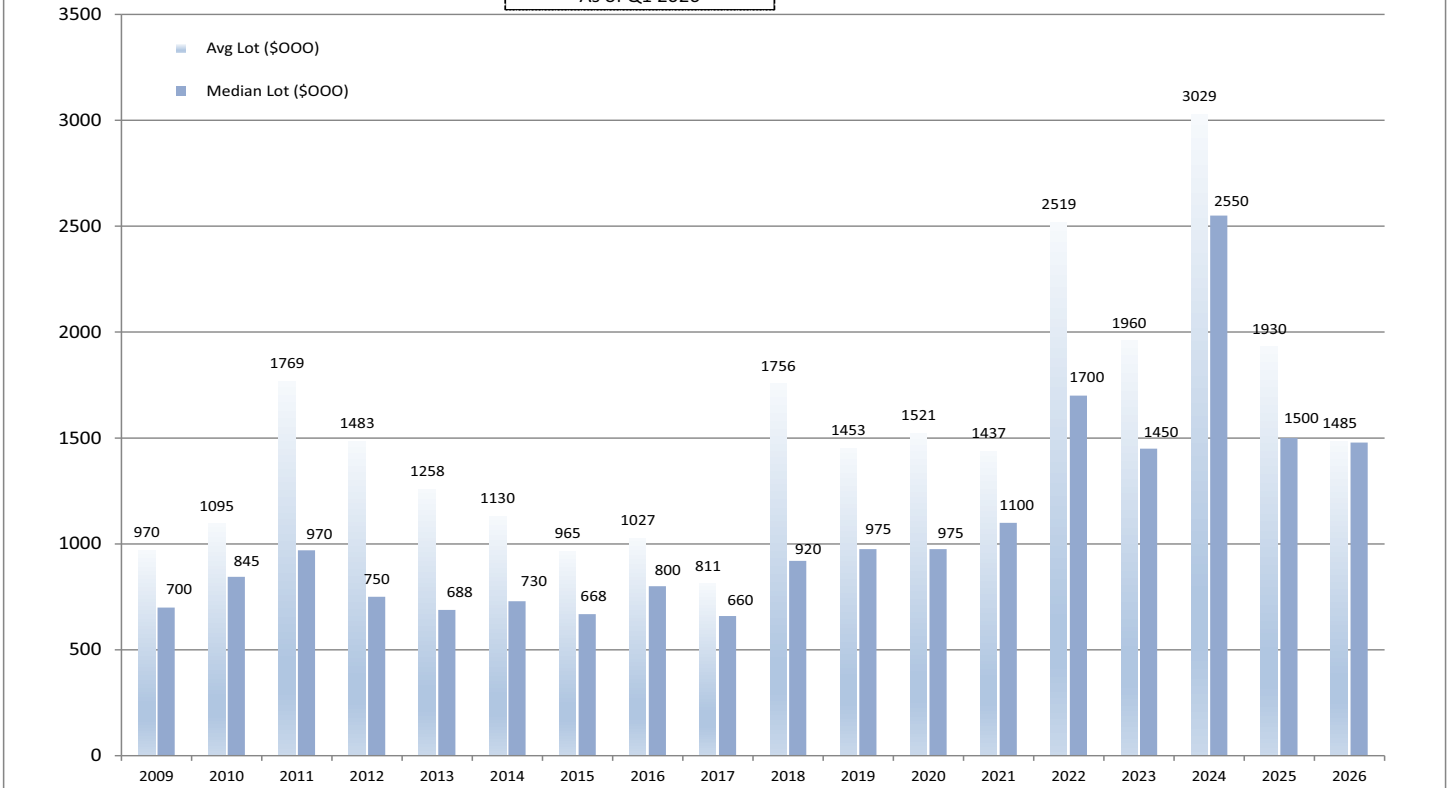
Nantucket Home Prices

(In 000's YTD)
As of Q1 2026

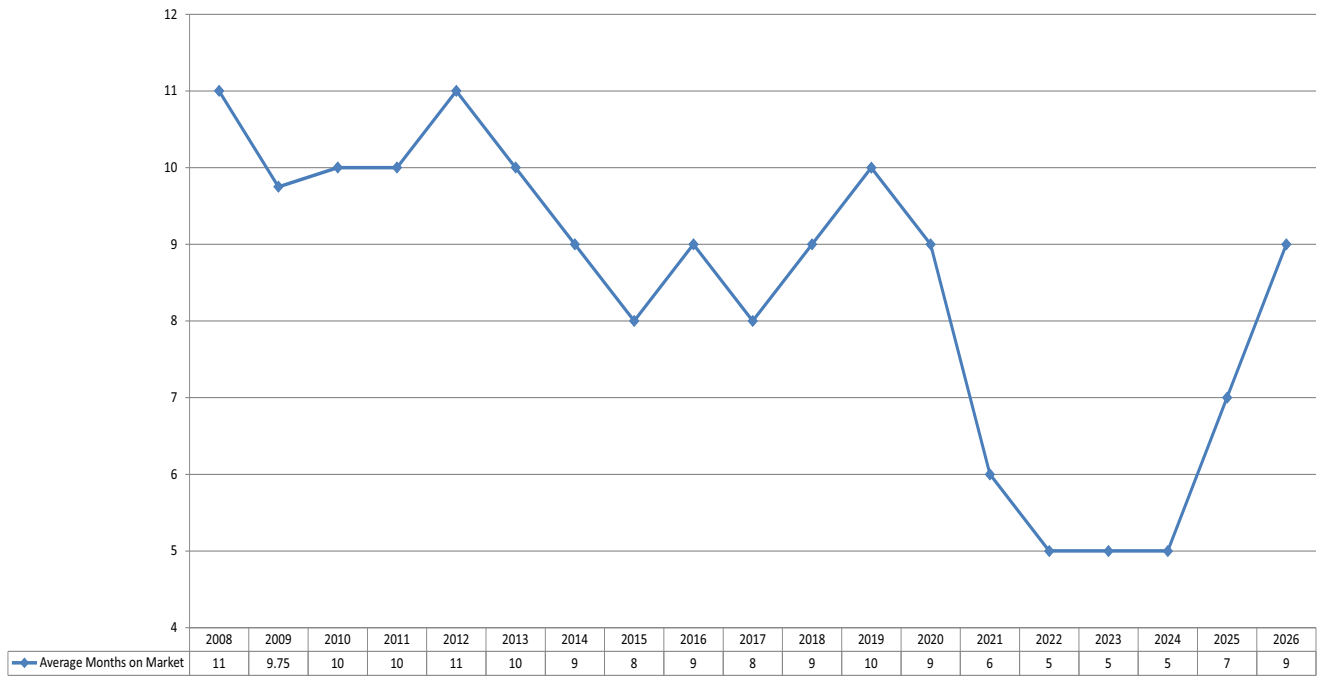


Nantucket: Lot Prices

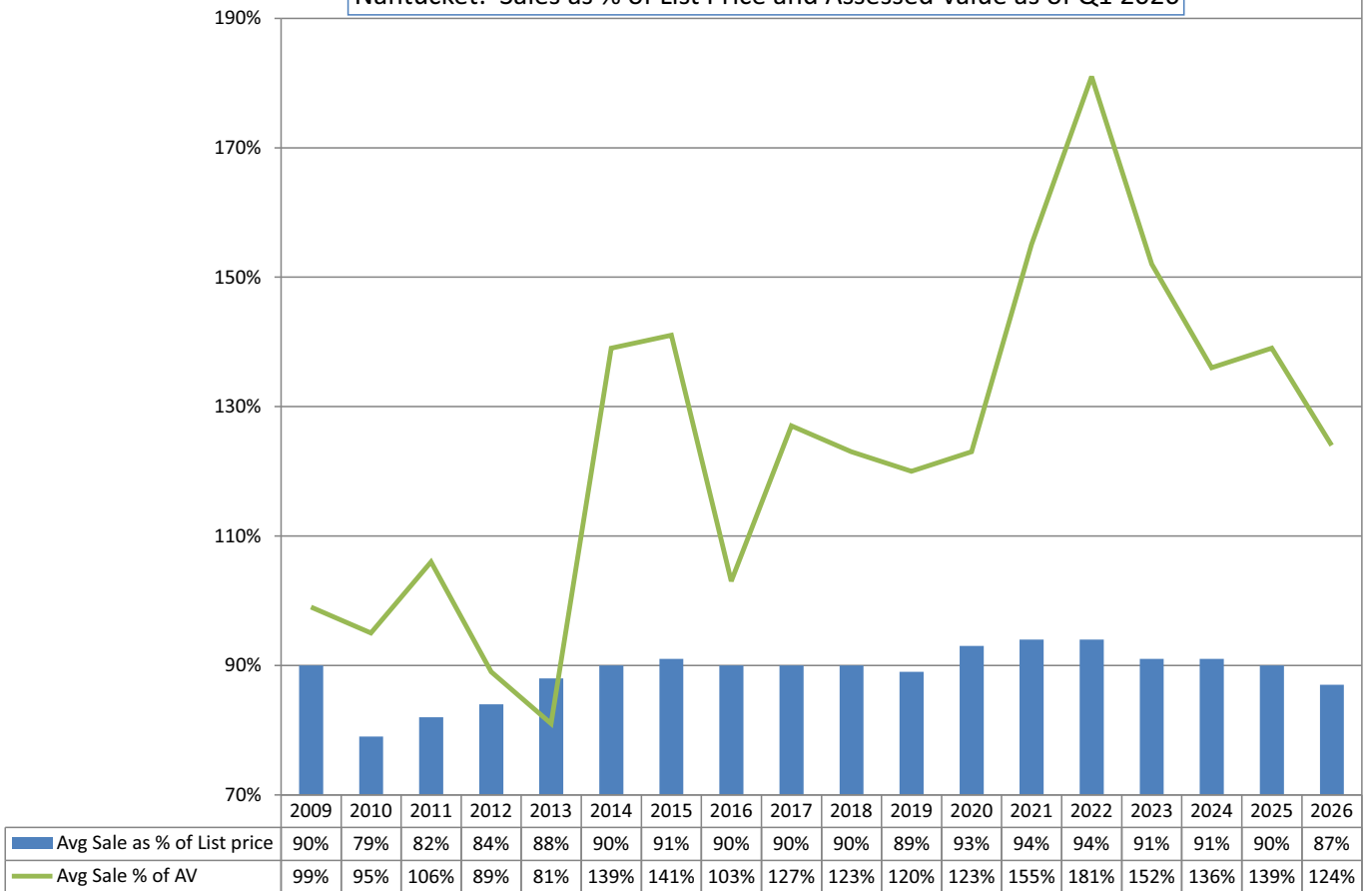
(In 000's YTD)
As of Q1 2026



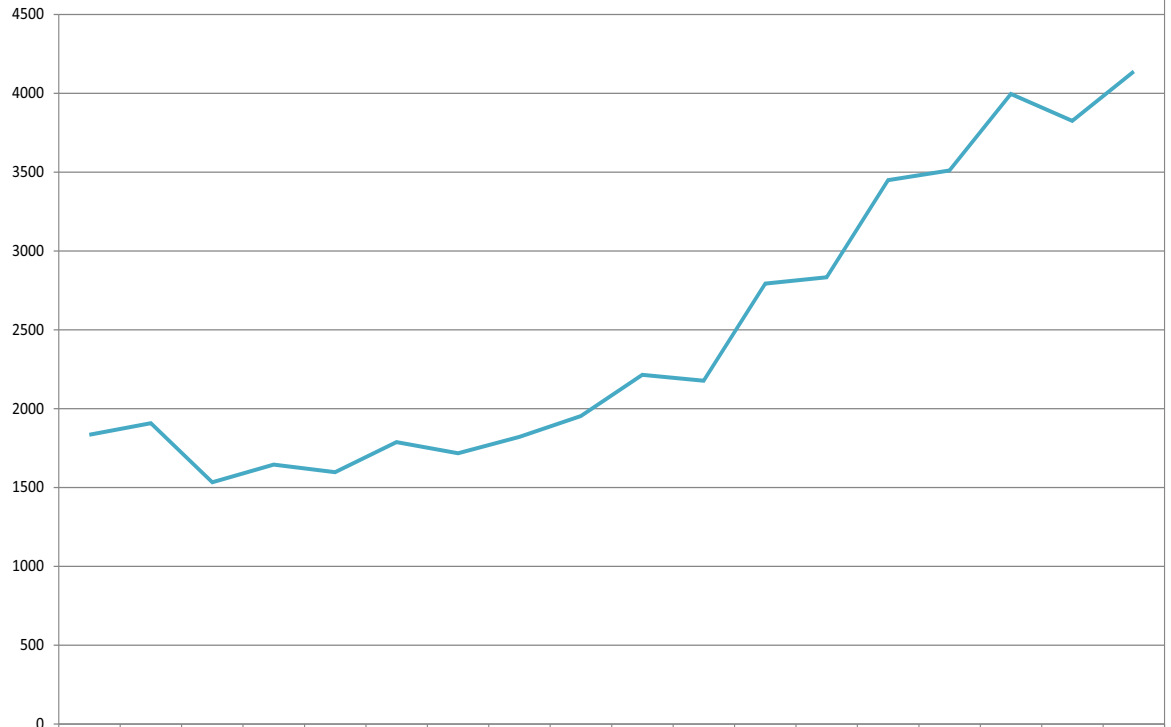
Nantucket: Average Months on Market
All Properties
As of Q1 2026



Nantucket: Sales as % of List Price and Assessed Value as of Q1 2026

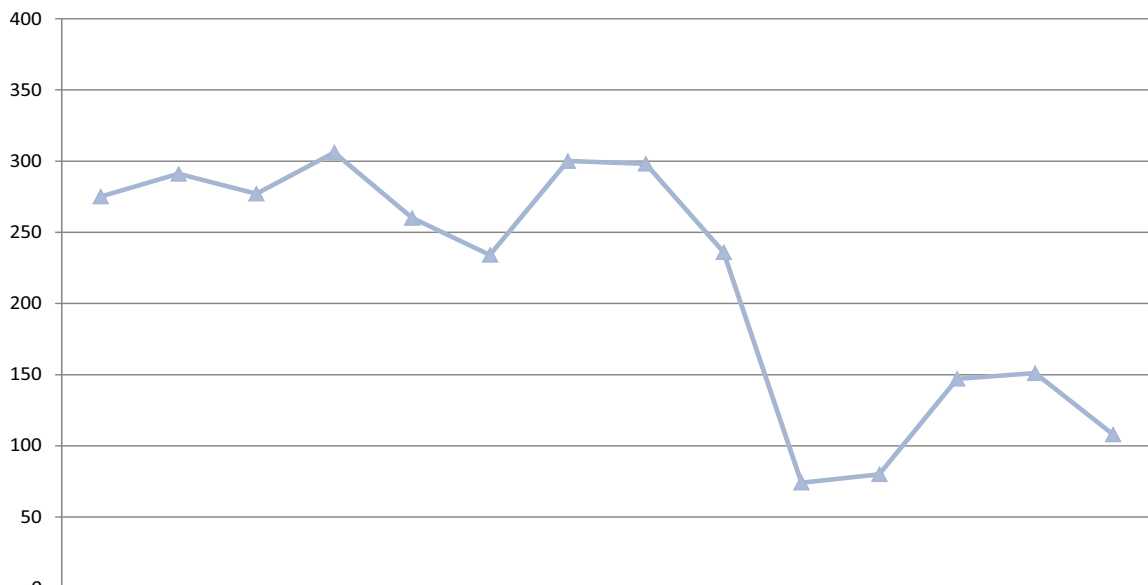


Nantucket Real Estate
Average Sale Price All Properties (000's)
As of Q1 2026



Year	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Average Selling Price (000's)	1834	1907	1532	1645	1597	1787	1717	1821	1953	2214	2177	2792	2832	3448	3510	3995	3825	4138

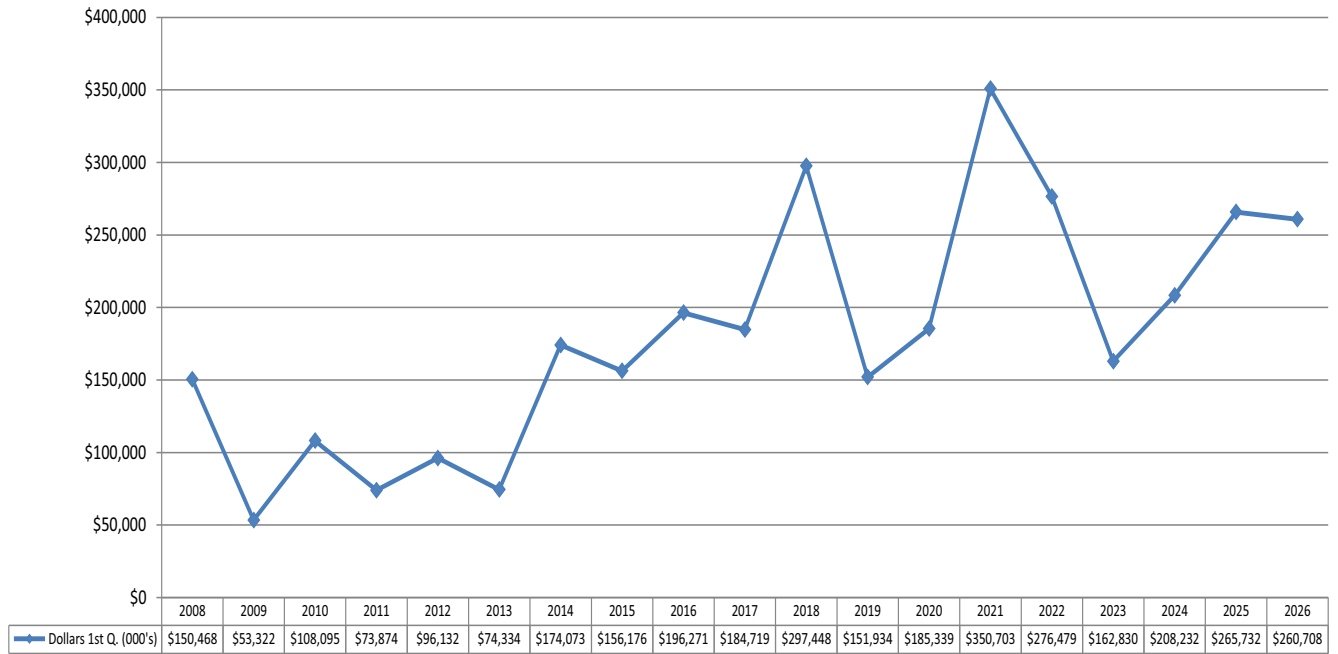
Nantucket No. of Properties on the Market
Q1 Comparison



Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Series3	275	291	277	306	260	234	300	298	236	74	80	147	151	108

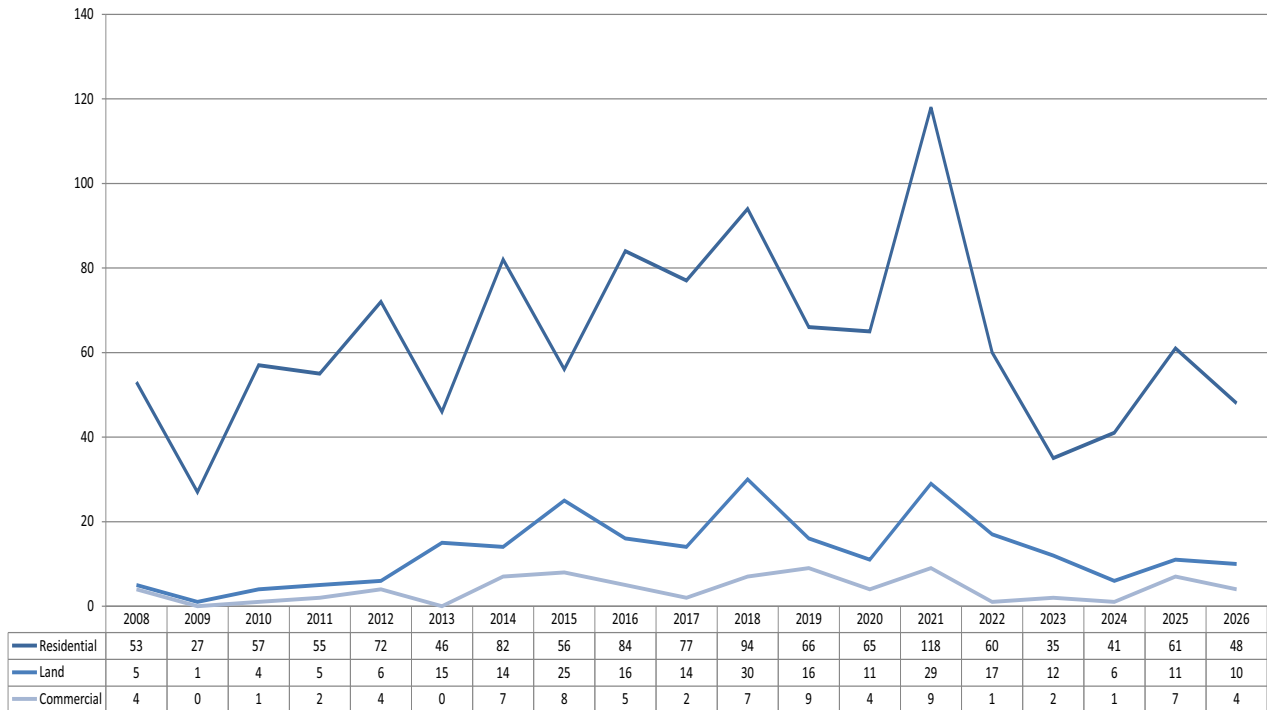
Nantucket: 1st Q Comparison

Sales Dollars (000's)



Nantucket Quarterly Sales Comparison

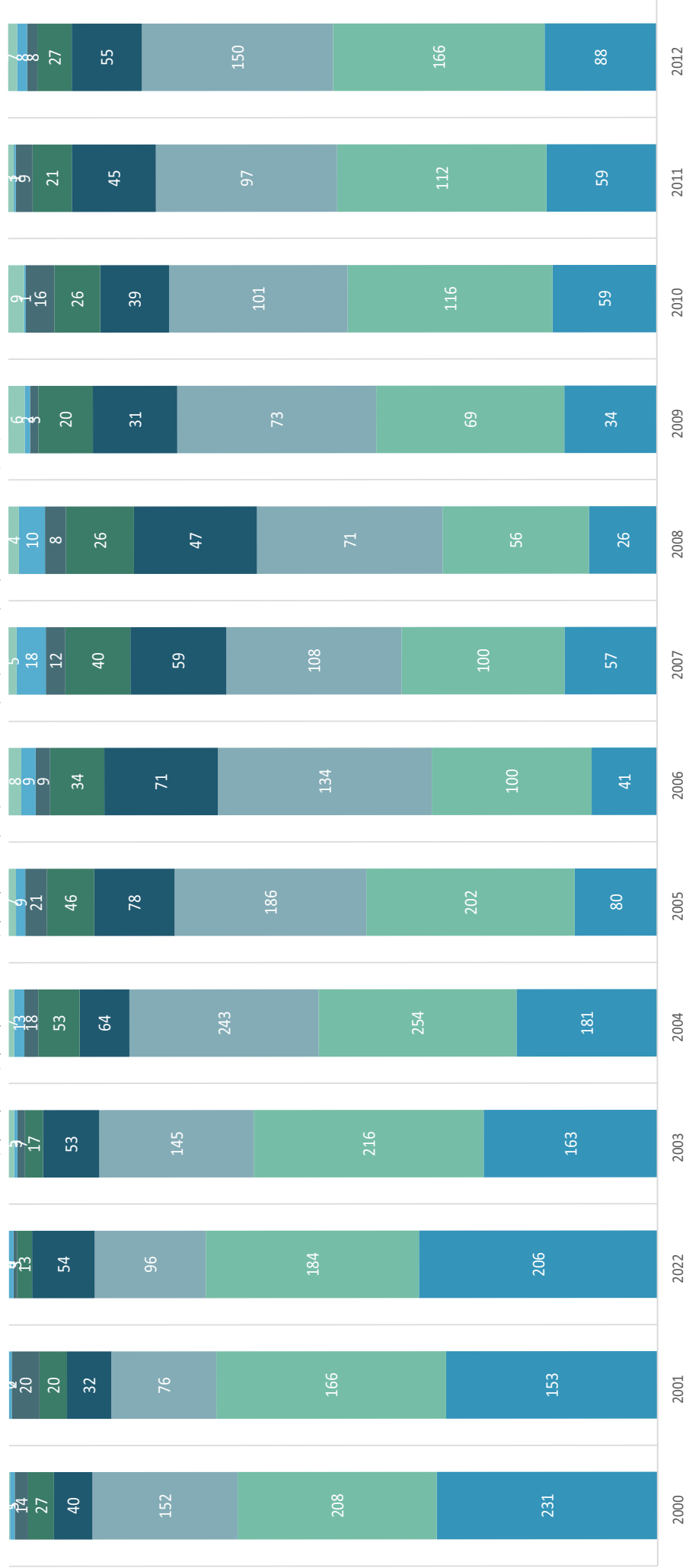
No. of Transactions Q1 2026



NANTUCKET NO. SALES BY PRICE SECTOR

2000 - 2012 YTD

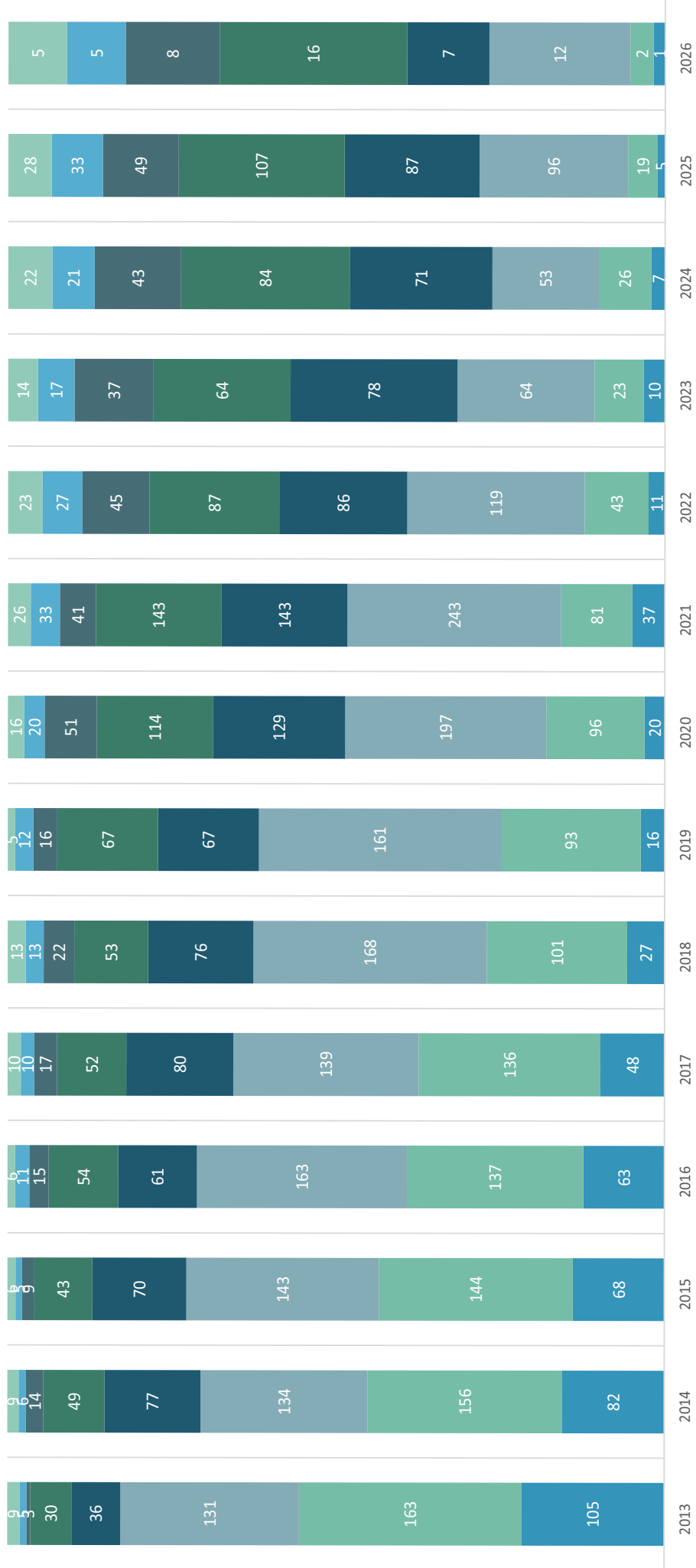
■ >\$500,000
 ■ \$3,000,100 - \$5,000,000
 ■ \$501,000 - \$1,000,000
 ■ \$1,000,100 - \$7,000,000
 ■ \$7,000,100 - \$10,000,000
 ■ \$10,000,100 - \$20,000,000
 ■ \$20,000,100 - \$30,000,000
 ■ <\$10,000,000



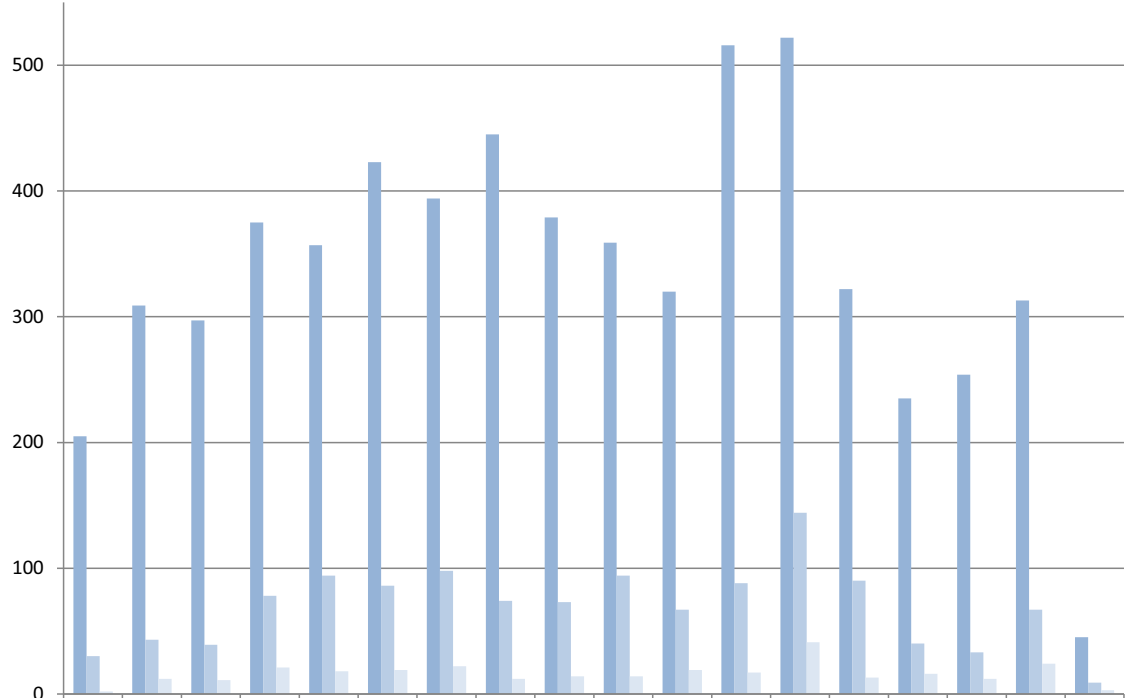
NANTUCKET NO. SALES BY PRICE SECTOR

2013 - 2026 YTD

■ >\$500,000
 ■ \$500,100 - \$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: Total # Properties Sold
 As of Q1 2026 YTD
 (Residential Houses, Land and Commercial)



Total Homes Sold	205	309	297	375	357	423	394	445	379	359	320	516	522	322	235	254	313	45
Total Lots Sold	30	43	39	78	94	86	98	74	73	94	67	88	144	90	40	33	67	9
Total Commercial Sold	2	12	11	21	18	19	22	12	14	14	19	17	41	13	16	12	24	3

**Nantucket
 2026 Sales by Area as of Q1**

