

Atlantic East Nantucket Real Estate

Q2 2024



We are halfway through 2024 and the most salient comment about the current real estate market on Nantucket is this: "It's not 2021 anymore." The acute pandemic years pushed the number of sales and prices to new levels and, as a result, we've been in a time of very low inventory and very high prices since 2020. This, coupled with the current interest rate climate, has slowed the activity level in some sectors of the Nantucket real estate market. In the decade prior to 2020, Nantucket averaged about 500 transactions annually. This number shot up to a high of 825 sales in 2022, for \$2.3 billion dollars. In 2023 there were only 333 transactions (for \$1.1 billion dollars) and in the first half of 2024 there were 113 sales (for \$463 million dollars). What has not declined since 2022 is the price of real estate on Nantucket. It is helpful to remember that nearly 60% of the island is preserved in perpetuity, much of it for public use, which has put enormous economic pressure on the other 40%. The average house was selling for \$2,440,000 in 2019; today it is \$4,535,000, an increase of 46%. The average price of a vacant lot in 2019 was \$1,453,000; today it is \$3,440,000, up an astounding 57% in 4 years. There is no indication that selling prices will be moderating any time soon. However, if historical trends hold true, we are still on track to exceed \$1 billion in sales this year, as we did in 2017-2019 and last year.

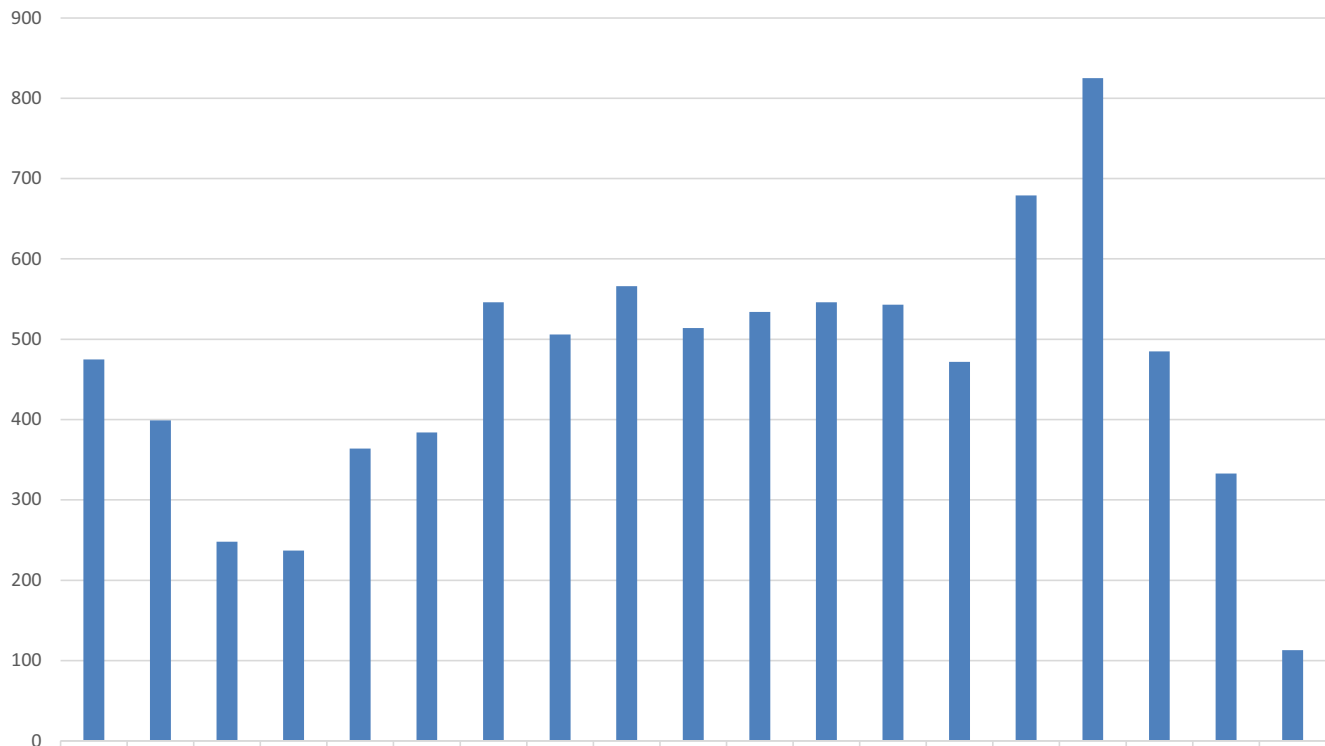
In the years prior to the pandemic, the average number of properties listed for sale, at any given time, on Nantucket was 350-400 (residential, land and commercial). Last year at this time, there were only 129 listings; today there are 230 (+44%). The reasons people decide to sell their Nantucket property are varied. Many of them have to do with a change in life circumstances. Although the year-round population has been steadily climbing for the past 10 years, there are others who are, for many reasons, deciding to sell and relocate. With the 4-year assault on short-term rentals, there are people who have decided to sell because without the ability to rent, it is impossible financially to keep their home on Nantucket (more on this in our newsletter).

One recent trend worth noting is the number of price reductions, which is high for this early in the summer (44 in the past month alone). We typically start to see some price reductions around early August. Many sellers have aggressively priced their properties, perhaps with the belief that the market has not changed since 2021. This is not the case. Much of the pandemic-driven activity was impulsive, as people fled to communities they perceived as safer.

When evaluating the market, it helps to look at different price sectors. The high-end of the market (over \$10M) is doing well with 8 closings so far. There have been 4 sales between \$7-10M; 13 sales between \$5-7M; 30 sales between \$3-5M (the most active sector); 23 sales between \$2-3M; 18 between \$1-2M and only 9 sales for less than \$1 million dollars. The average time on the market is still at a very low 5 months (due largely to the lack of listings) and the average selling price, as a percentage of list price, remains at 91% (same as in 2023 - in 2021 and 2022 it was 94%). The average selling price, as a percentage of assessed value, has dropped now to 133% from 152% last year. As has been typical, the largest number of sales occurred for properties located in Town, followed by the Mid-Island, Sandpiper Place, the Cliff and Sconset. We look forward to seeing how the rest of 2024 shapes up.

Total Number of Sales YTD

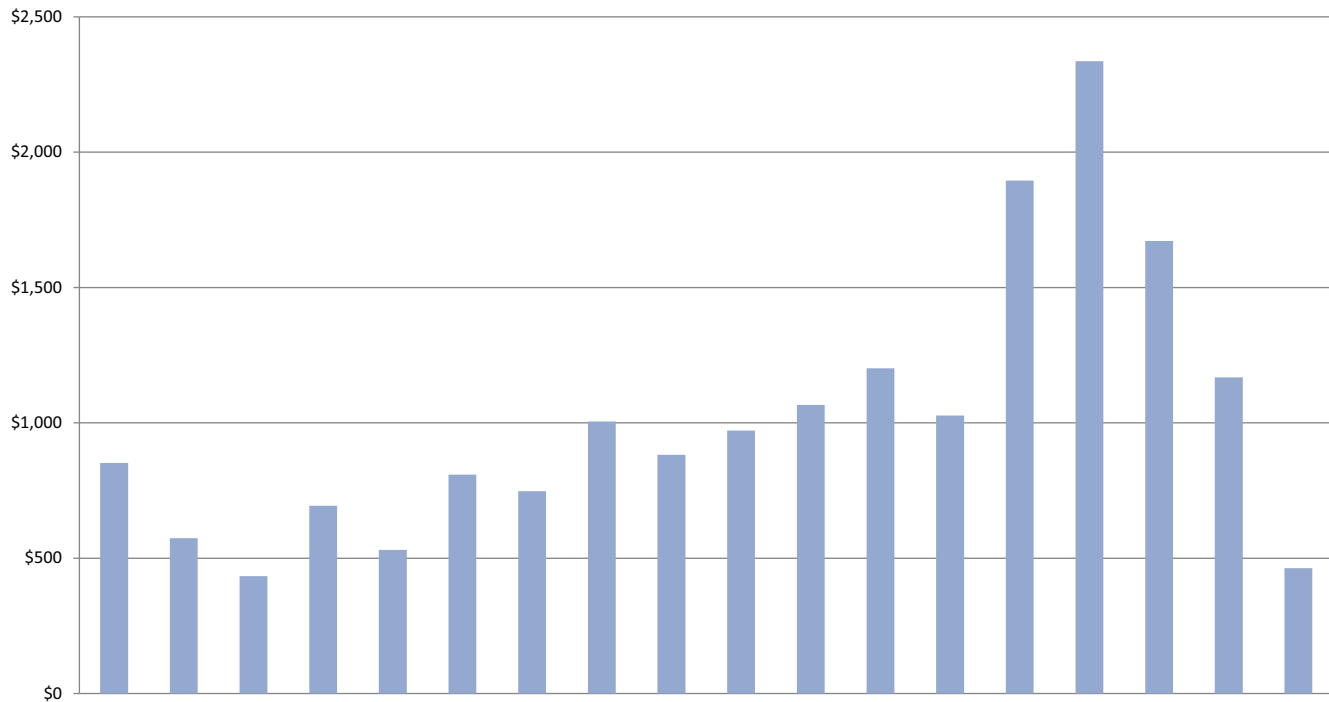
As of Q2 2024



Column2	475	399	248	237	364	384	546	506	566	514	534	546	543	472	679	825	485	333	113
---------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

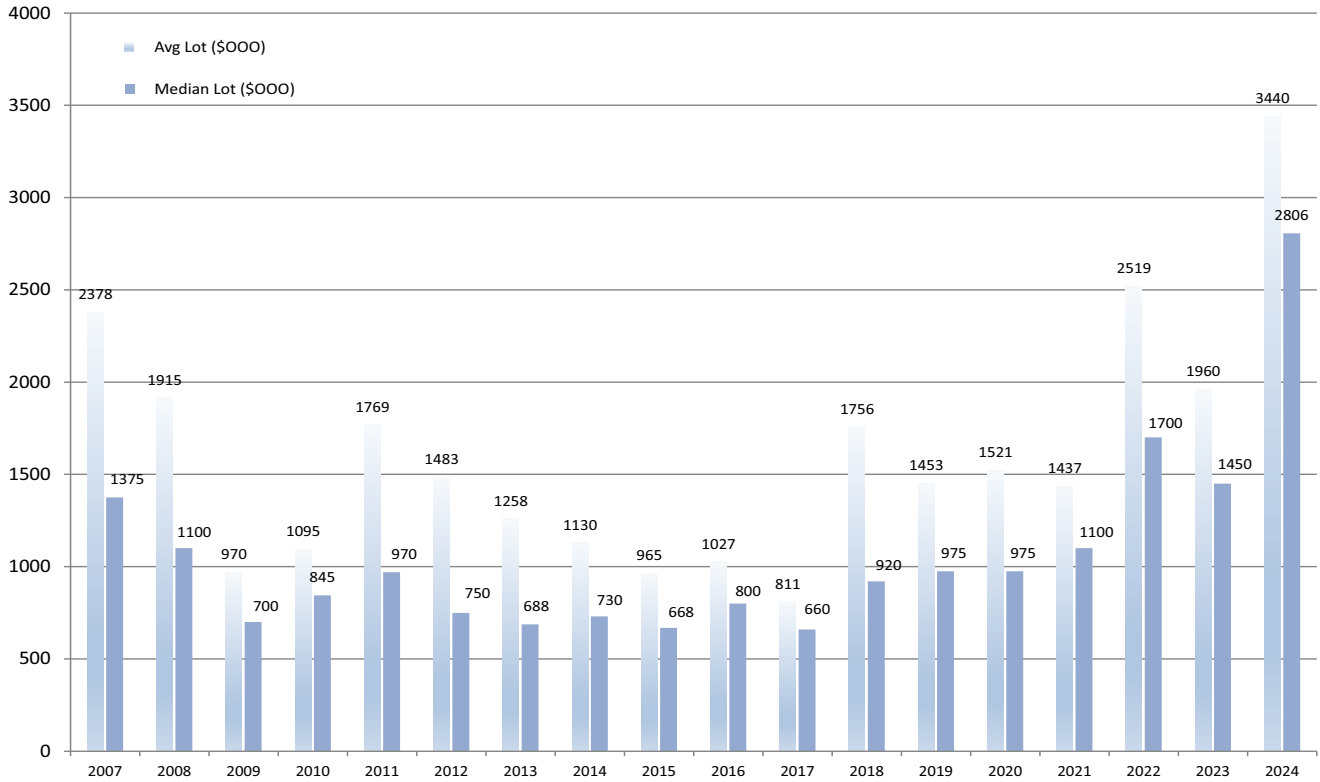
Nantucket Total Sales Dollars

in (000's) YTD
As of Q2 2024

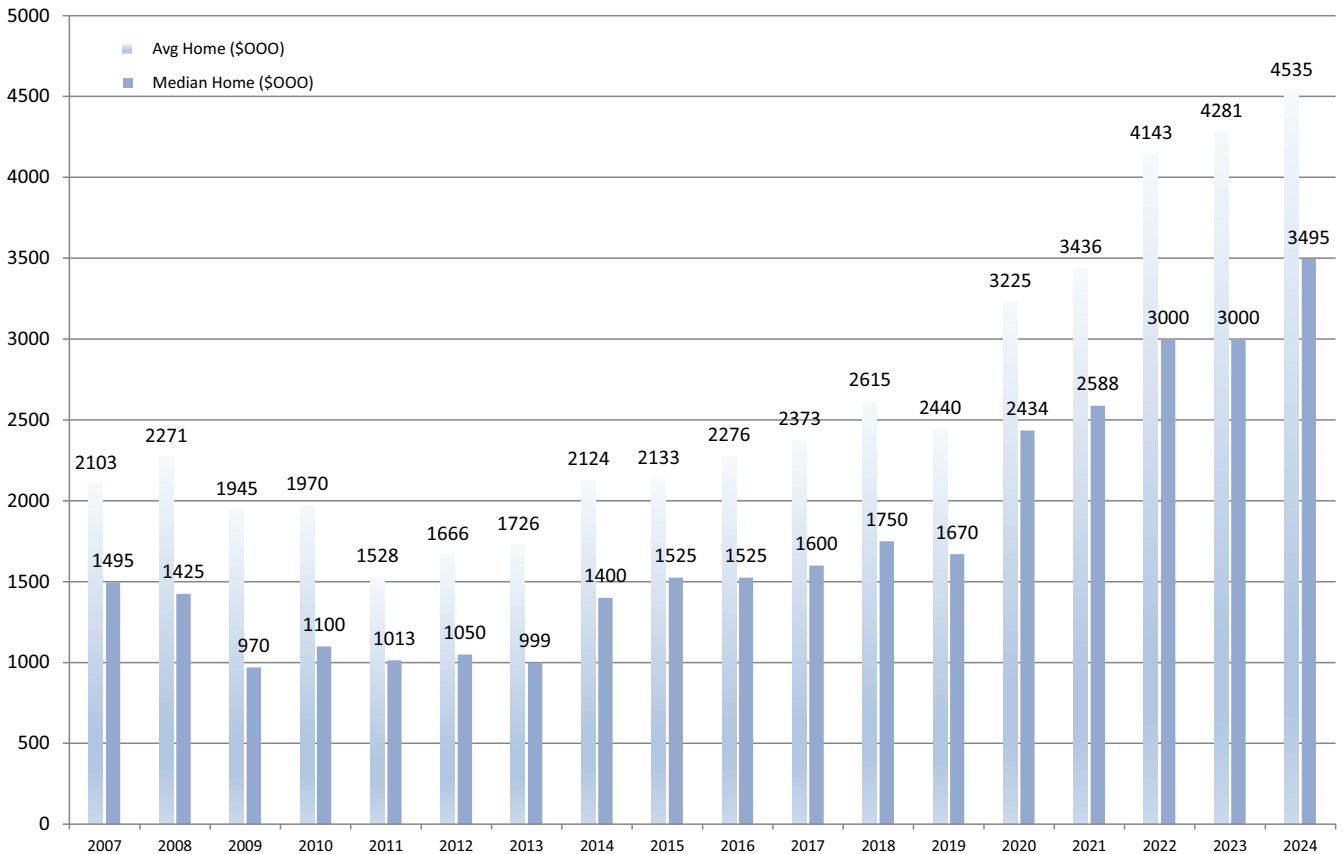


\$852	\$574	\$434	\$694	\$531	\$809	\$748	\$1,005	\$882	\$972	\$1,066	\$1,202	\$1,027	\$1,895	\$2,336	\$1,672	\$1,168	\$463
-------	-------	-------	-------	-------	-------	-------	---------	-------	-------	---------	---------	---------	---------	---------	---------	---------	-------

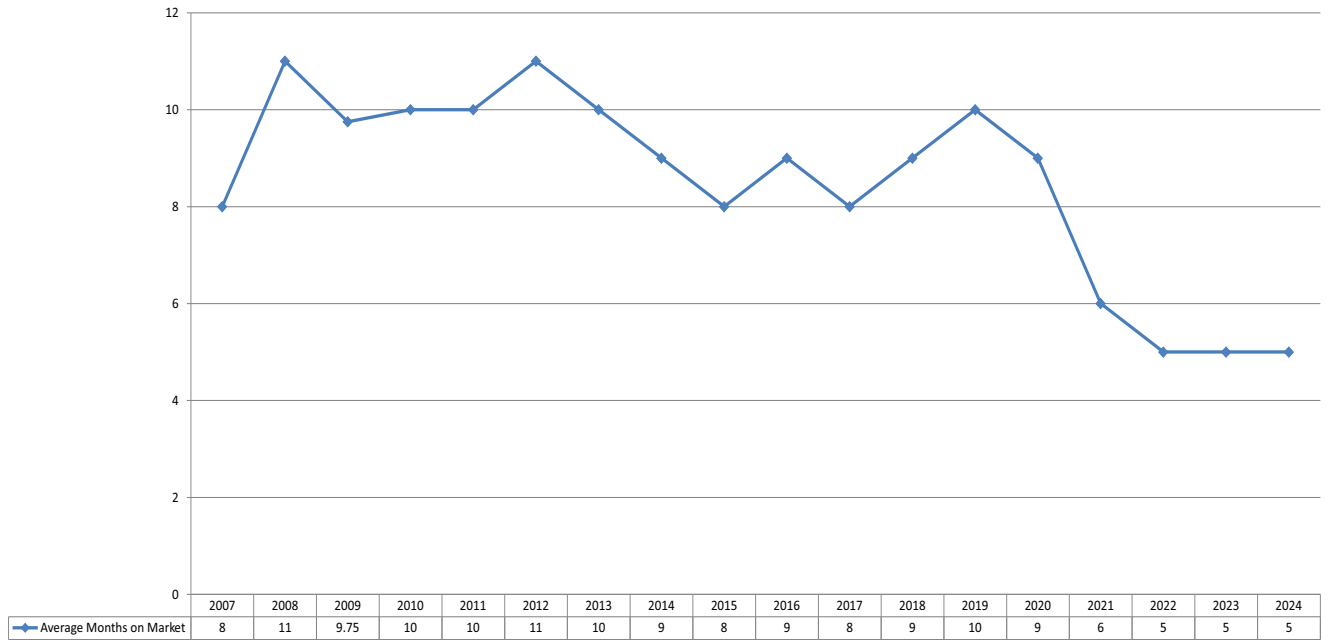
Nantucket: Lot Prices As of Q2 2024



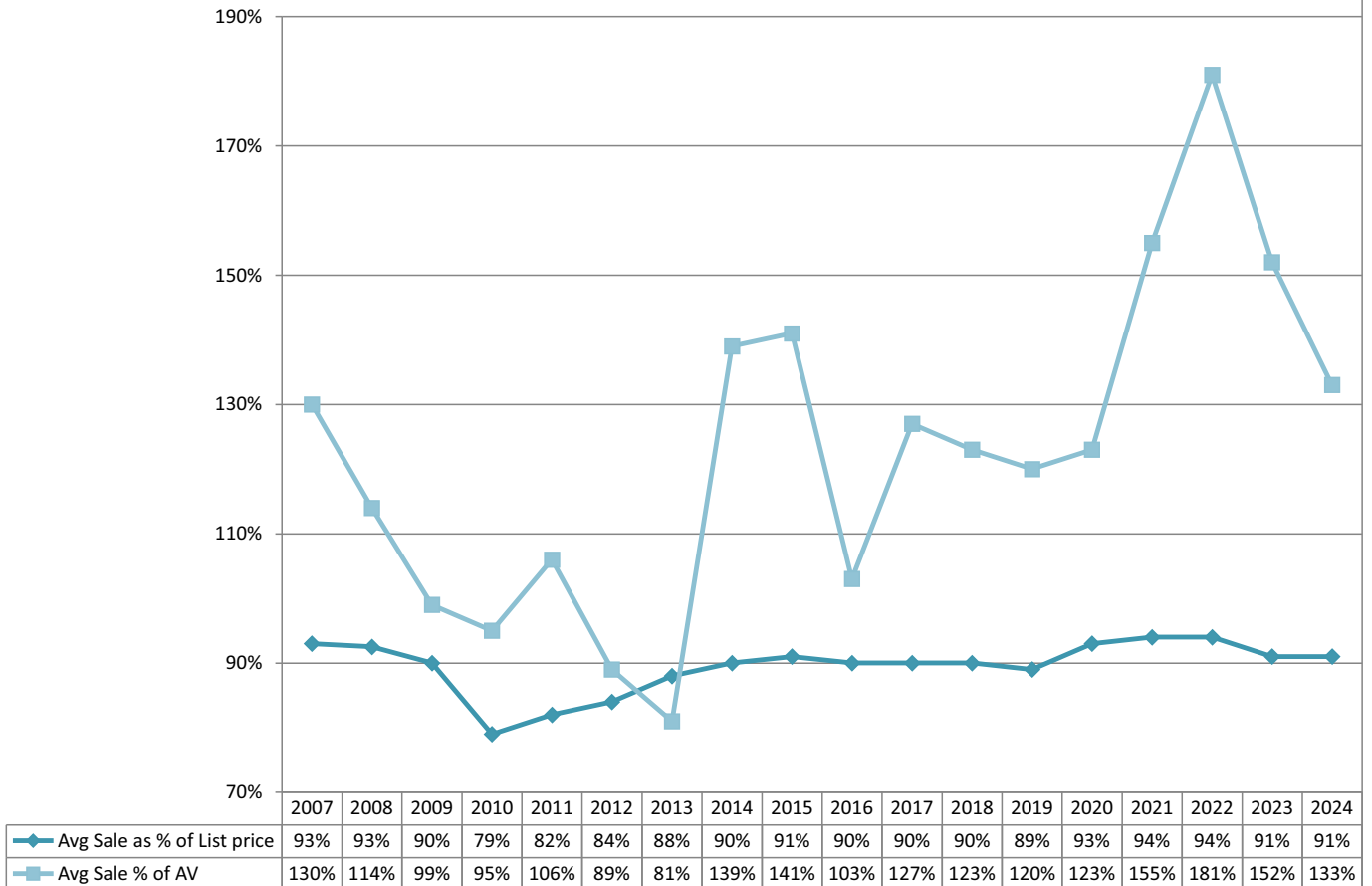
Nantucket: Home Prices As of Q2 2024



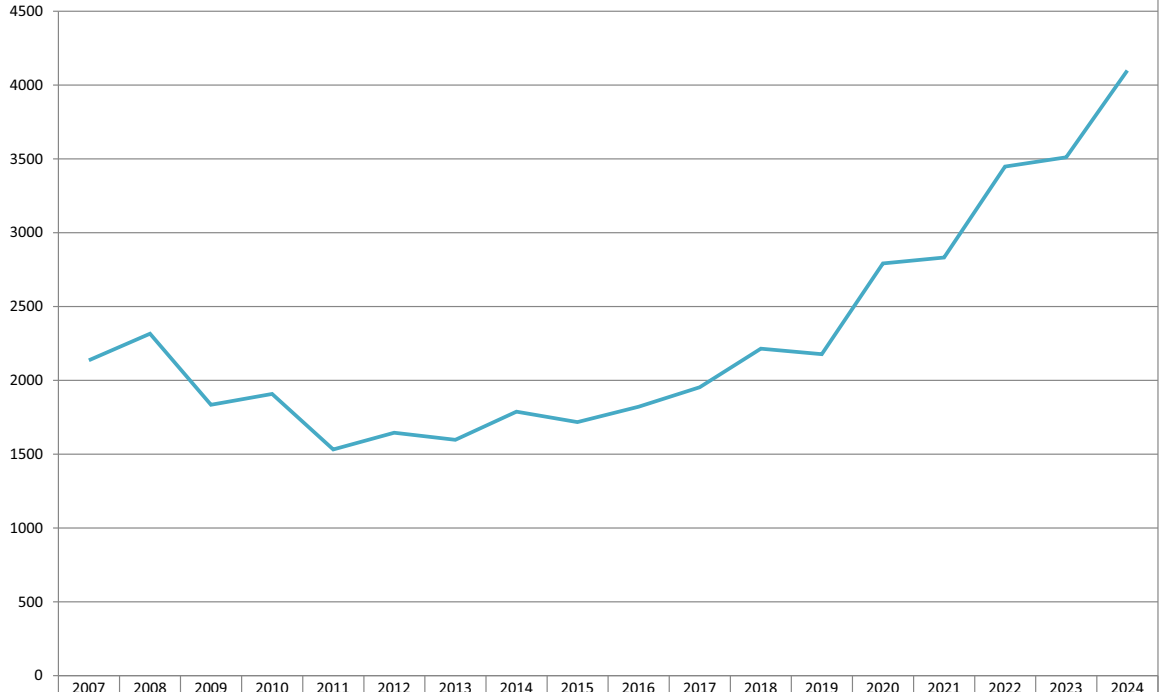
Nantucket: Average Months on Market
All Properties
As of Q2 2024



Nantucket: Sales as % of List Price and Assessed Value
As of Q2 2024

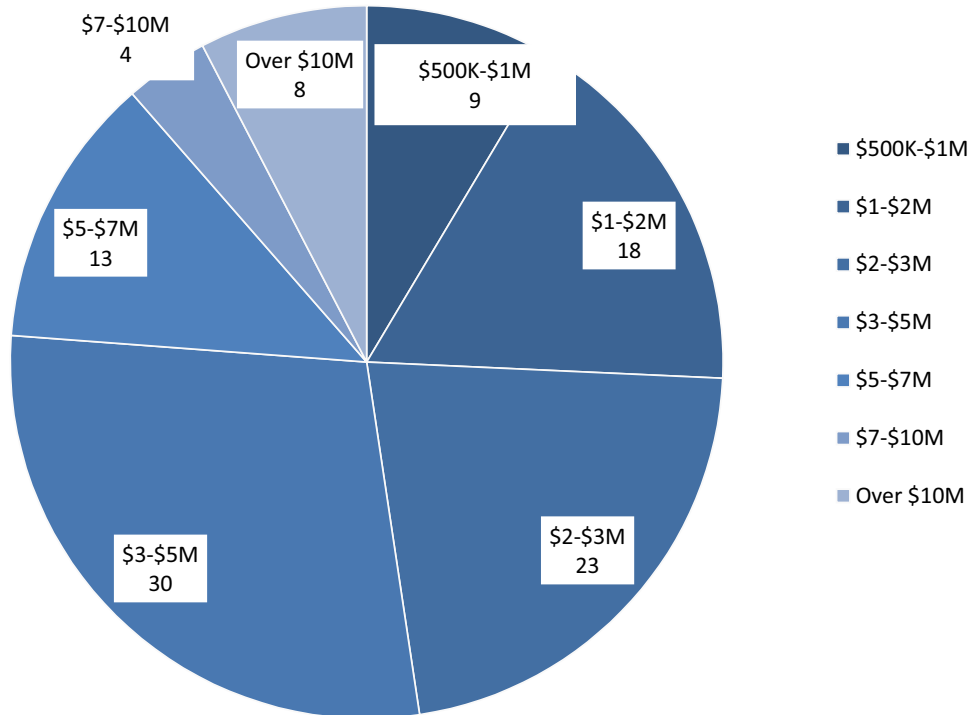


Nantucket Real Estate
 Average Sale Price All Properties (000's)
 As of Q2 2024



Average Selling Price (000's)	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
	2135	2316	1834	1907	1532	1645	1597	1787	1717	1821	1953	2214	2177	2792	2832	3448	3510	4098

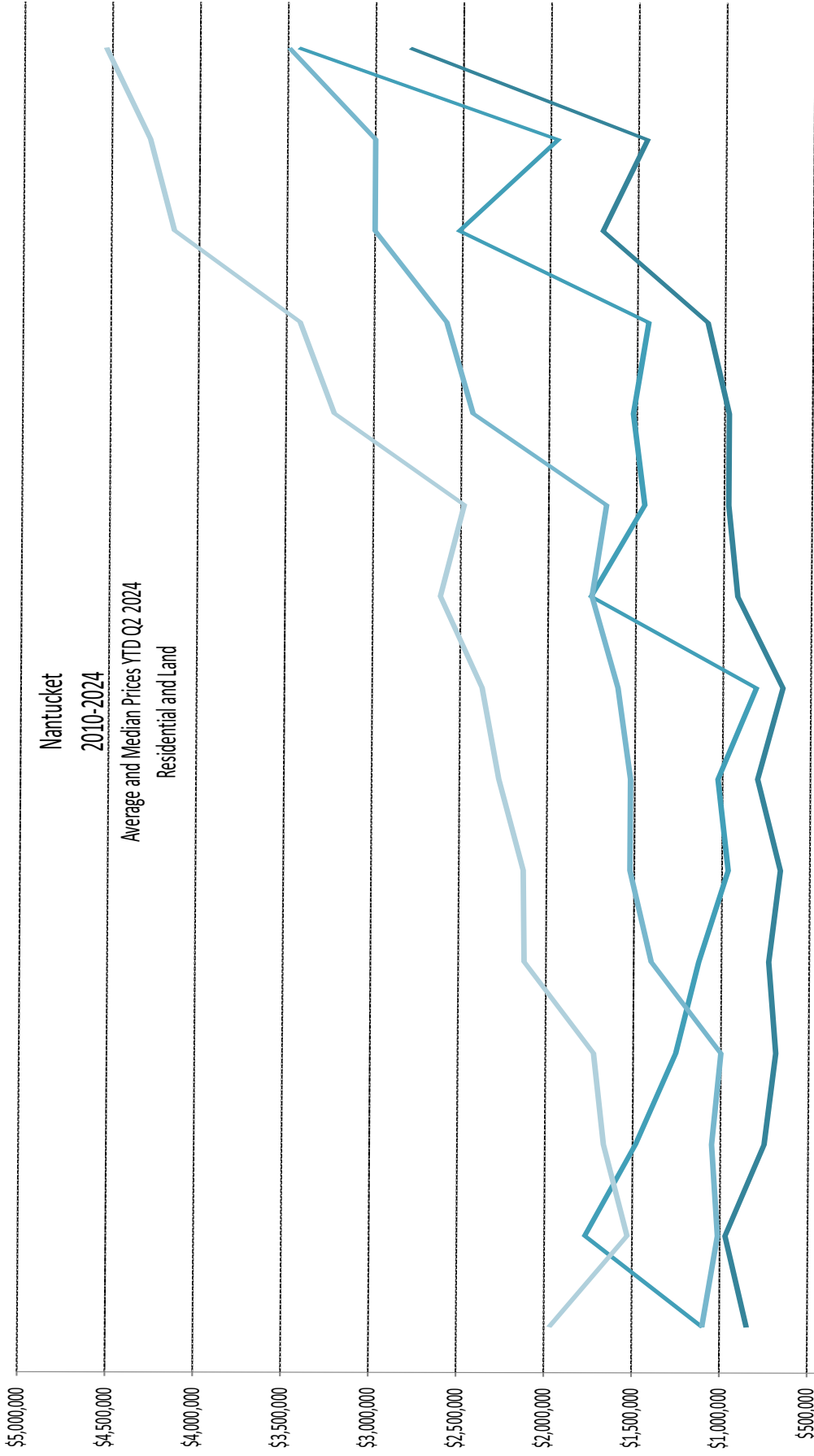
2024 Sales by Price Sector, as of Q2



Nantucket

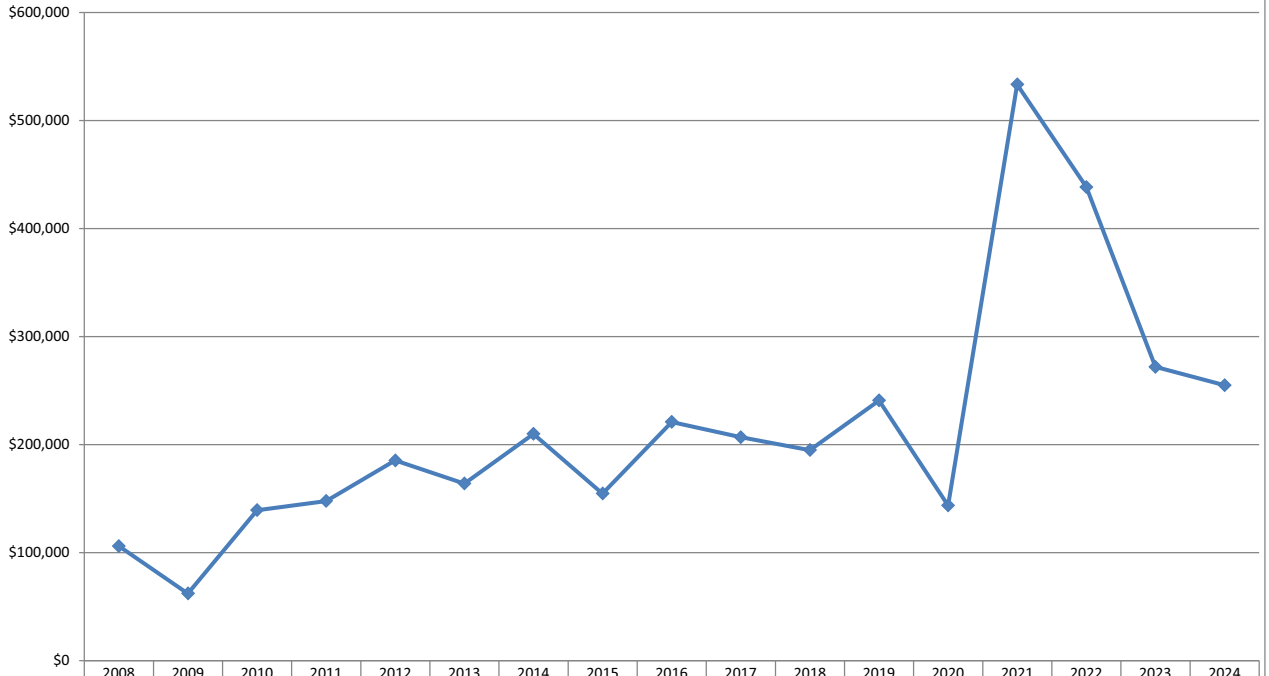
2010-2024

Average and Median Prices YTD Q2 2024
Residential and Land

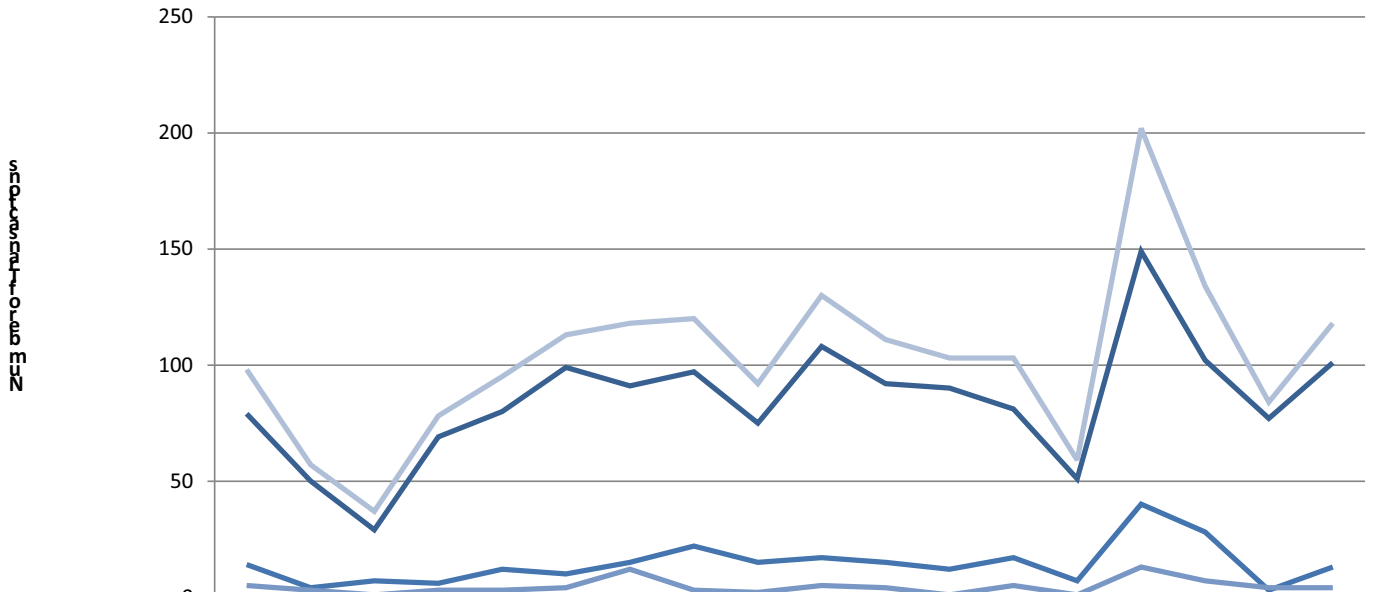


	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Median Lot	\$845,000	\$970,000	\$750,000	\$688,000	\$730,000	\$668,000	\$800,000	\$660,000	\$920,000	\$975,000	\$975,000	\$1,100,000	\$1,700,000	\$1,450,000	\$2,806,000
Average Lot	\$1,095,000	\$1,769,000	\$1,483,000	\$1,258,000	\$1,130,000	\$965,000	\$1,027,000	\$811,000	\$1,756,000	\$1,453,000	\$1,521,000	\$1,437,000	\$2,519,000	\$1,960,000	\$3,440,000
Median Home	\$1,100,000	\$1,013,000	\$1,050,000	\$999,000	\$1,400,000	\$1,525,000	\$1,525,000	\$1,600,000	\$1,750,000	\$1,670,000	\$2,434,000	\$2,588,000	\$3,000,000	\$3,000,000	\$3,495,000
Average Home	\$1,970,000	\$1,528,000	\$1,666,000	\$1,726,000	\$2,124,000	\$2,133,000	\$2,276,000	\$2,373,000	\$2,615,000	\$2,481,000	\$3,225,000	\$3,423,000	\$4,143,000	\$4,281,000	\$4,535,000

Nantucket
2nd Quarter Comparison
Sales Dollars in Millions

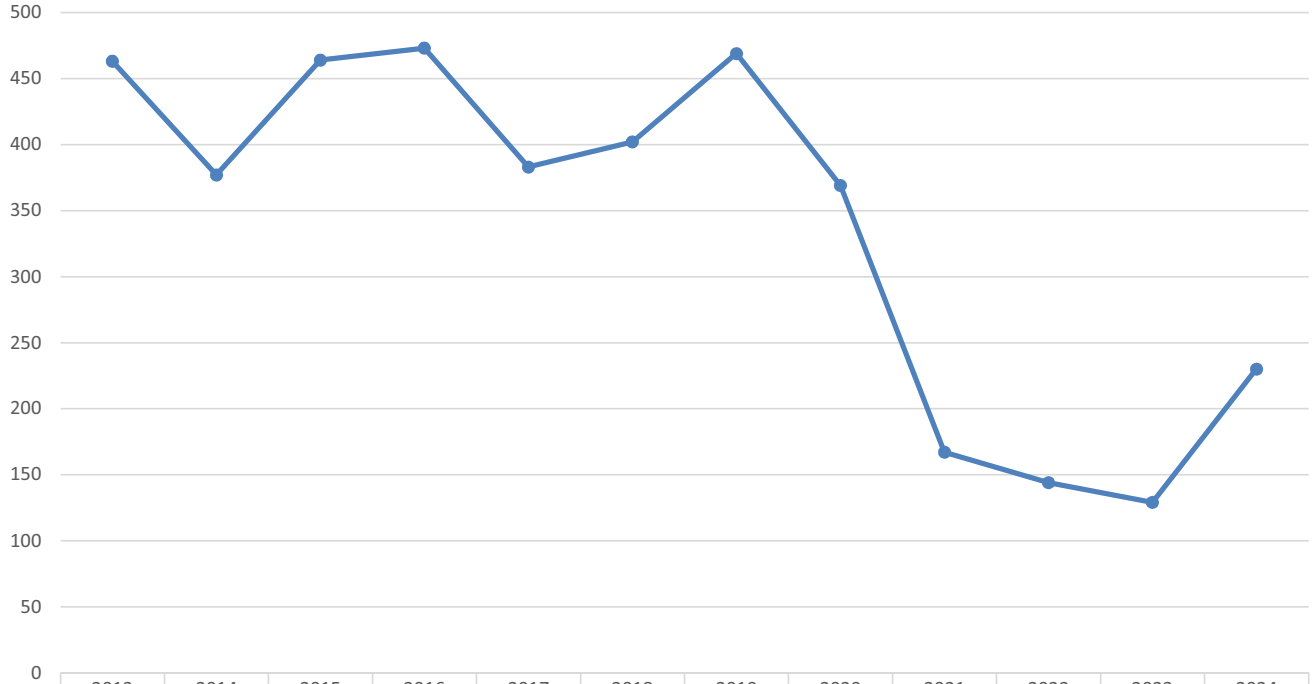


Nantucket 2nd Quarter Sales Comparison
(Residential, Land and Commercial)



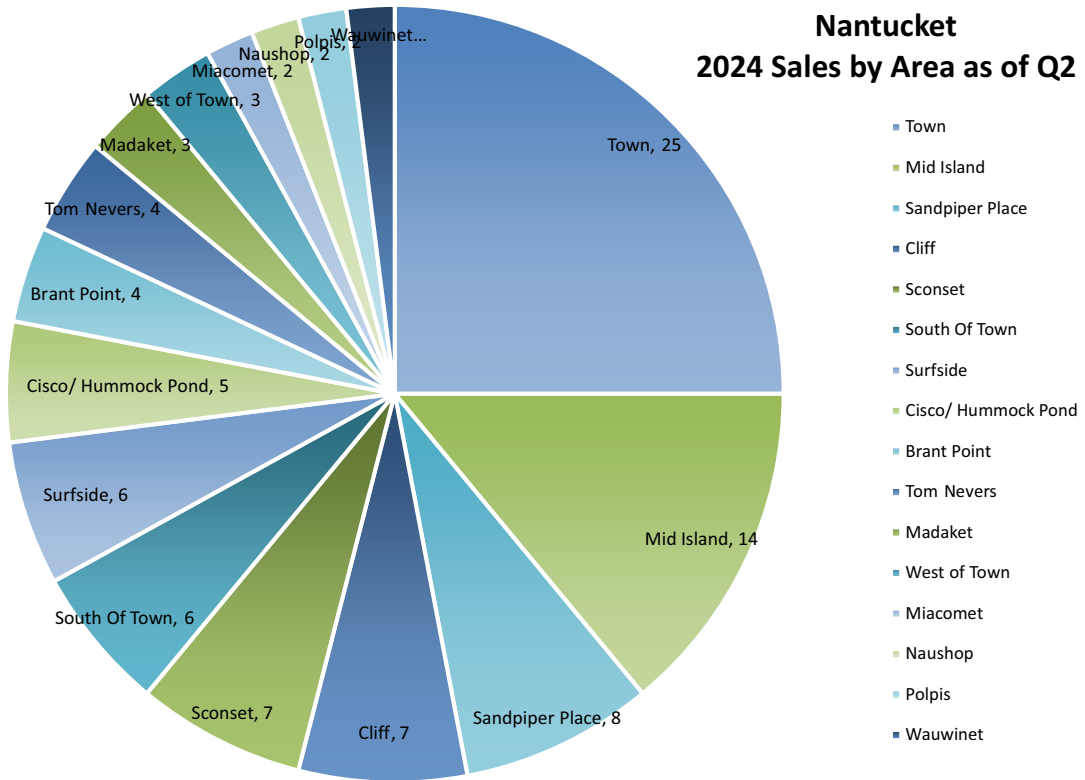
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Residential	79	50	29	69	80	99	91	97	75	108	92	90	81	51	149	102	77	101
Land	14	4	7	6	12	10	15	22	15	17	15	12	17	7	40	28	3	13
Commercial	5	3	1	3	3	4	12	3	2	5	4	1	5	1	13	7	4	4
Total	98	57	37	78	95	113	118	120	92	130	111	103	103	59	202	134	84	118

Nantucket: No. Properties on the Market
Q2 Comparison



Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Series1	463	377	464	473	383	402	469	369	167	144	129	230

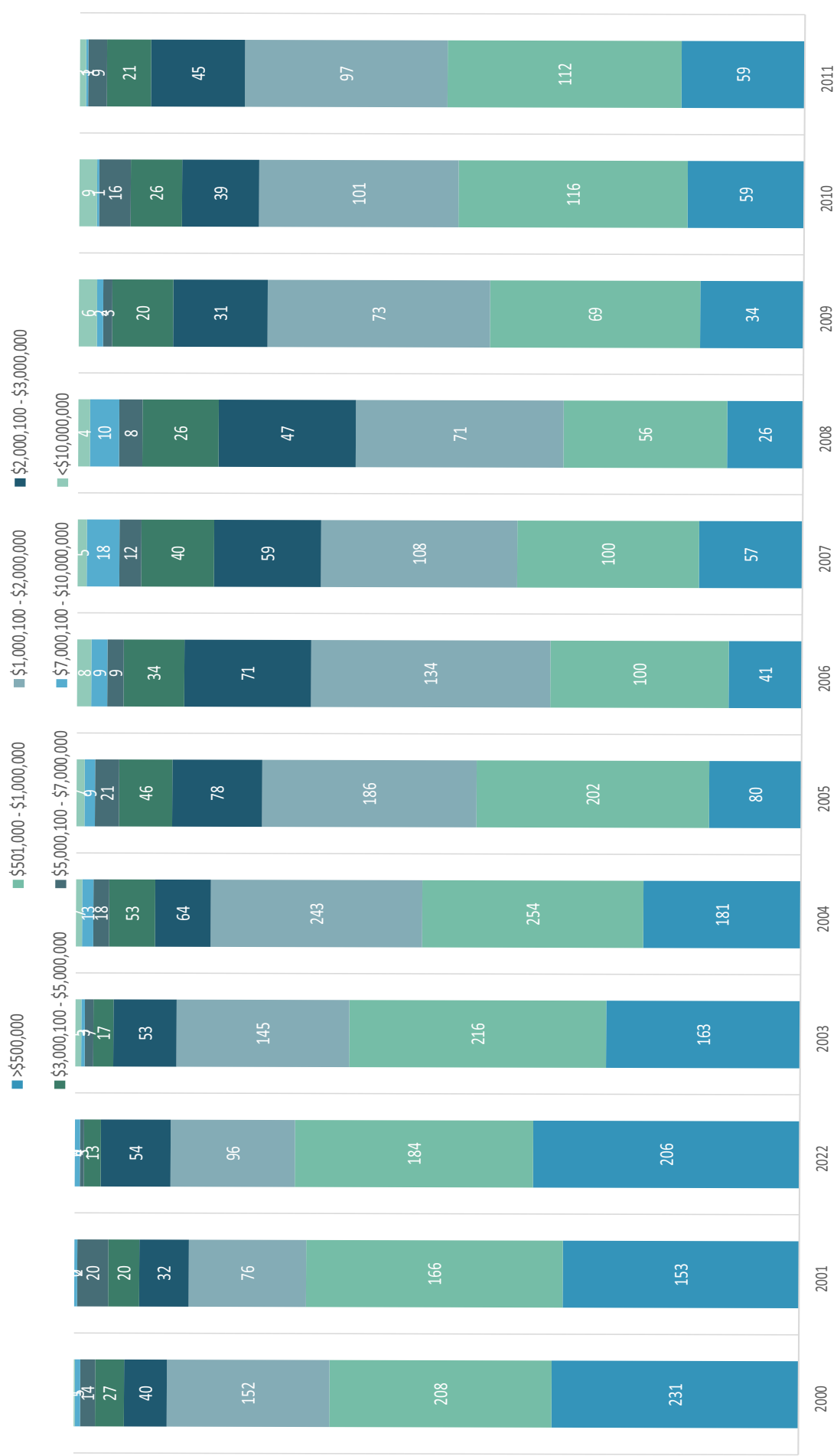
Nantucket
2024 Sales by Area as of Q2



Only 1 sale each in Beach Plum, Dionis, Monomoy, Nashaquisset, Pocomo, Shawkemo, Shimmo, Squam and Tuckernuck.
No sales to date in: Airport, Fisher's Landing, Madequecham, Middle Moors, Quaise and Quidnet.

NANTUCKET NO. SALES BY PRICE SECTOR

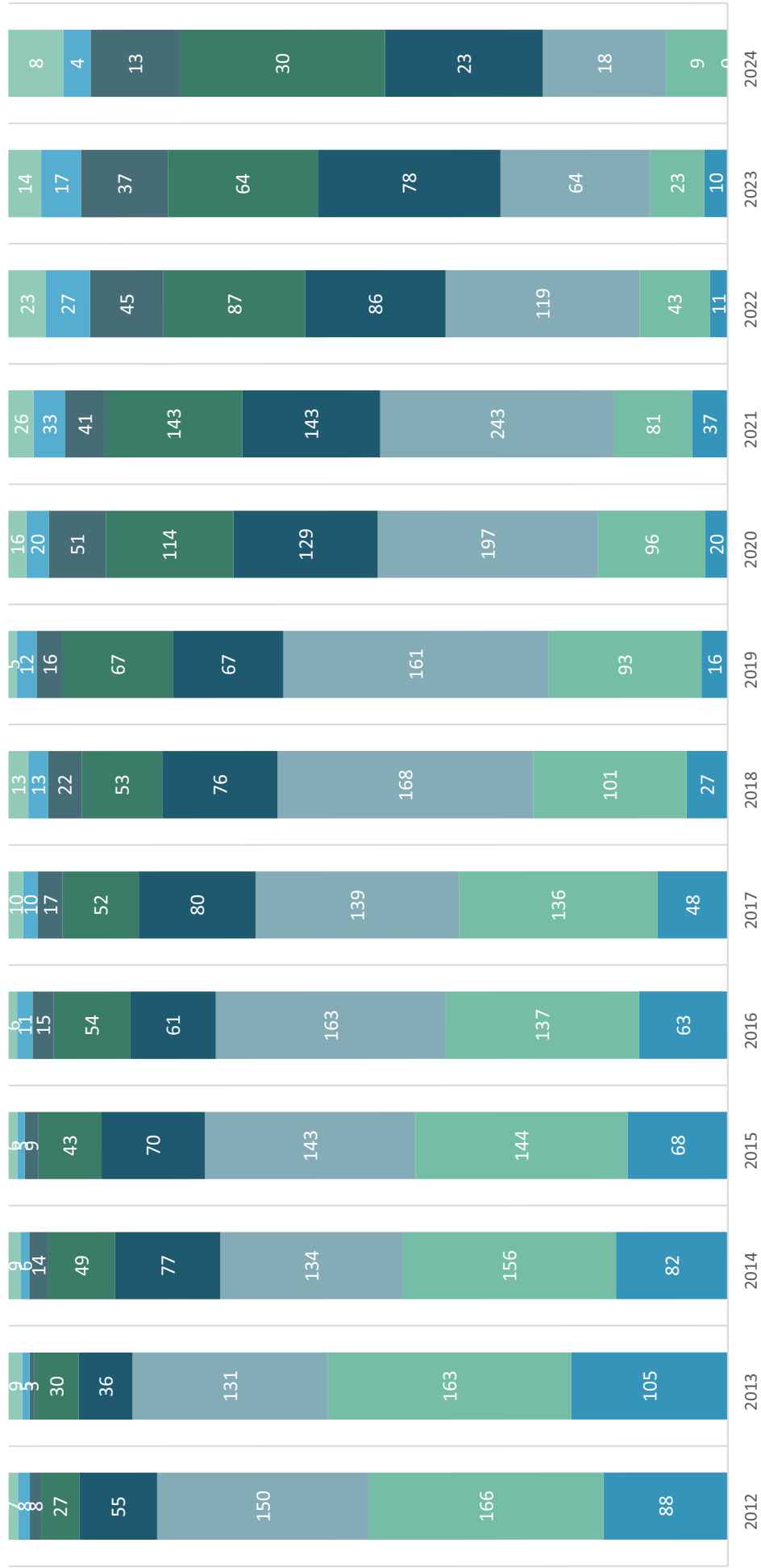
2000 - 2011



NANTUCKET NO. SALES BY PRICE SECTOR

2012 - 2024 YTD (AS OF Q2)

■ >\$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: Pace of Sales 2022-2024

As of 6.30.24

