

## YTD 2018 Real Estate Activity

|                           | Pending Sales         |                    |                     |                        |              |                             | To           | Taken Off-Market & Not Returned* Cu |             |                        |                            |                | rent Inventory                          |               |
|---------------------------|-----------------------|--------------------|---------------------|------------------------|--------------|-----------------------------|--------------|-------------------------------------|-------------|------------------------|----------------------------|----------------|---|---------------|
|                           |                       |                    | For Sale            |                        |              |                             |              | Sales 1/1/18 - 9/30                 |             |                        |                            | /18            |   |               |
| Residen<br>Area           | tal P<br>Total<br>Num | rope<br>Avg<br>DOM | AVG Asking Price    | Median<br>Asking Price | Total<br>Num | % Pending<br>To<br>Listings | Total<br>Num | Total<br>Num                        | Avg<br>DOM* | Avg Orig List<br>Price | Avg Final<br>Listing Price | Avg Sale Price | Sale Price<br>To Orignal<br>List Price* | In<br>Months* |
| Brant Point               | 21                    | 255                | \$7,430,619         | \$3,795,000            | 2            | 8.7%                        | 1            | 9                                   | 99          | \$5,013,715            | \$4,963,159                | \$4,301,388    | 82.5%                                   | 17            |
| Cisco                     | 3                     | 103                | \$4,098,333         | \$4,695,000            | 0            | 0.0%                        | 0            | 2                                   | 210         | \$4,997,500            | \$4,847,500                | \$4,650,000    | 74.2%                                   | 14            |
| Cliff                     | 27                    | 214                | \$7,992,778         | \$6,850,000            | 5            | 15.6%                       | 1            | 9                                   | 271         | \$5,567,222            | \$5,166,111                | \$4,752,500    | 85.4%                                   | 17            |
| Dionis                    | 11                    | 252                | \$6,791,273         | \$7,900,000            | 0            | 0.0%                        | 0            | 3                                   | 98          | \$6,630,000            | \$6,296,667                | \$5,303,333    | 80.0%                                   | 33            |
| Hummock Pond              | 4                     | 115                | \$2,553,750         | \$2,825,000            | 1            | 20.0%                       | 1            | 8                                   | 30          | \$1,621,250            | \$1,596,250                | \$1,561,365    | 95.5%                                   | 4             |
| Madaket & Tuckernuck      | 24                    | 224                | \$2,766,079         | \$1,845,000            | 2            | 7.7%                        | 6            | 19                                  | 181         | \$1,680,684            | \$1,569,894                | \$1,441,973    | 83.6%                                   | 10            |
| Madequecham               | 2                     | 213                | \$2,317,500         | \$2,317,500            | 0            | 0.0%                        | 0            | No properties sold in 2018          |             |                        |                            |                |   | #VALUE!       |
| Miacomet                  | 7                     | 161                | \$2,262,143         | \$2,375,000            | 3            | 30.0%                       | 1            | 9                                   | 103         | \$1,512,462            | \$1,497,462                | \$1,428,981    | 93.3%                                   | 5             |
| Mid Island                | 16                    | 180                | \$1,187,719         | \$995,000              | 4            | 20.0%                       | 8            | 43                                  | 100         | \$1,027,740            | \$1,013,693                | \$980,551      | 91.7%                                   | 3             |
| Monomoy                   | 9                     | 414                | \$10,802,222        | \$8,995,000            | 2            | 18.2%                       | 0            | 2                                   | 474         | \$3,372,500            | \$2,845,000                | \$2,450,000    | 72.6%                                   | 20            |
| Nashaquisset              | 3                     | 73                 | \$1,223,000         | \$1,225,000            | 0            | 0.0%                        | 0            | 1                                   | 95          | \$1,100,000            | \$1,100,000                | \$950,000      | 86.4%                                   | 27            |
| Naushop                   | 7                     | 66                 | \$1,321,571         | \$1,310,000            | 0            | 0.0%                        | 0            | 8                                   | 60          | \$1,164,875            | \$1,148,500                | \$1,093,625    | 91.8%                                   | 8             |
| Pocomo                    | 8                     | 215                | \$7,315,625         | \$5,985,000            | 1            | 11.1%                       | 1            | 1                                   | 619         | \$4,950,000            | \$4,450,000                | \$3,675,000    | 74.2%                                   | 36            |
| Polpis                    | 8                     | 305                | \$4,308,750         | \$3,695,000            | 1            | 11.1%                       | 0            | 4                                   | 271         | \$3,682,500            | \$3,315,000                | \$2,936,250    | 79.7%                                   | 14            |
| Quaise, Shimmo & Shawkemo | 9                     | 182                | \$7,107,222         | \$5,695,000            | 1            | 10.0%                       | 3            | 9                                   | 208         | \$8,159,222            | \$7,931,444                | \$7,755,333    | 90.8%                                   | 8             |
| Quidnet & Squam           | 11                    | 183                | \$5,249,091         | \$3,895,000            | 1            | 8.3%                        | 3            | 7                                   | 299         | \$6,097,143            | \$5,655,000                | \$5,182,143    | 79.6%                                   | 12            |
| Sconset                   | 37                    | 167                | \$2,666,364         | \$2,275,000            | 7            | 15.9%                       | 7            | 21                                  | 184         | \$2,518,905            | \$2,421,000                | \$2,285,786    | 93.7%                                   | 12            |
| South of Town             | 11                    | 102                | \$1,795,000         | \$1,950,000            | 0            | 0.0%                        | 1            | 12                                  | 40          | \$1,202,055            | \$1,202,055                | \$1,123,925    | 95.2%                                   | 8             |
| Surfside                  | 26                    | 137                | \$3,982,962         | \$3,795,000            | 3            | 10.3%                       | 4            | 26                                  | 130         | \$2,101,360            | \$2,083,160                | \$1,940,462    | 93.5%                                   | 8             |
| Tom Nevers                | 17                    | 168                | \$1,816,706         | \$1,695,000            | 2            | 10.5%                       | 3            | 12                                  | 225         | \$2,300,750            | \$2,245,750                | \$2,099,875    | 91.3%                                   | 11            |
| Town                      | 87                    | 211                | \$3,668,759         | \$2,995,000            | 7            | 7.4%                        | 15           | 52                                  | 289         | \$2,451,912            | \$2,359,069                | \$2,255,421    | 90.6%                                   | 13            |
| Wauwinet                  | 10                    | 346                | \$5,989,400         | \$4,595,000            | 0            | 0.0%                        | 0            | 1                                   | N/A*        | \$210,000              | \$210,000                  | \$210,000      | N/A*                                    | 90            |
| West of Town              | 2                     | 96                 | \$1,530,000         | \$1,530,000            | 2            | 50.0%                       | 1            | 5                                   | 315         | \$1,945,000            | \$1,704,000                | \$1,590,500    | 92.8%                                   | 3             |
| All Residential           | 360                   | 190                | \$4,181,603         | \$2,995,000            | 44           |                             | 56           | 263                                 | 197         | \$2,517,200            | \$2,419,021                | \$2,282,446    | 87.7%                                   | 11            |
| Land &                    |                       |                    |                     | Median                 | Total        | % Pending<br>To             | Total        | Total                               | Avg         | Avg Orig List          | Avg Final                  | Avg Sale Price | Sale Price<br>To Orignal                | Months*       |
| Туре                      | Total<br>Num          | Avg<br>DOM         | AVG Asking<br>Price | Asking Price           | Num          | Listings                    | Num          | Num                                 | DOM*        | Price                  | <b>Listing Price</b>       | Avg Jaie File  | List Price*                             | *             |
| Land                      | 57                    | 300                | \$1,761,351         | \$1,300,000            | 8            | 12.3%                       | 15           | 61                                  | 235         | \$1,814,903            | \$1,780,213                | \$1,772,084    | 93.3%                                   | 7             |
| Commercial                | 17                    | 139                | \$2,052,353         | \$1,595,000            | 0            | 0.0%                        | 3            | 8                                   | 114         | \$2,148,875            | \$2,148,875                | \$2,149,500    | 100.2%                                  | 19            |

<sup>\*</sup>In Last 90 days

Data Source: LINK Nantucket, compiled by Dan Dunlap

<sup>\*</sup>For sales through a real estate firm

<sup>\*\*</sup> Based on activity during this period