

GREAT POINT

★ PROPERTIES ★

We do not make too much of one months sales and will not make any predictions based on sales results for January. From the chart below January's house closings were line in with the four-year average even though they were down 16% from last January. We will make our initial prognostications once March closing are in the books.

HOUSE SALES as of 1.31	TRANSACTIONS				4-Year Average	2017 v. Average
	2014	2015	2016	2017		
< \$1M	14	11	8	11	11	0 %
\$1M - \$2M	11	7	17	5	10	-50 %
\$2M - \$3M	5	3	4	9	5	80 %
\$3M - \$4M	0	0	4	4	2	100 %
\$4M - \$6M	2	2	2	1	2	-50 %
\$6M - \$10M	0	0	2	1	1	0 %
> \$10M	0	0	0	0	0	NA
TOTALS	32	23	37	31	31	0 %

Land sales are continuing their downward trend from 2015 and 2016. Inventory remains low and we would expect continued declining sales volumes. In addition developers are more likely to build out a subdivision as opposed to selling vacant lots. [Ellens Way](#), a Great Point Properties listing, is typical of this new trend.

LAND SALES as of 1.31	TRANSACTIONS			
	2014	2015	2016	2017
< \$500K	3	2	3	5
\$500K - \$1M	1	3	4	1
\$1M - \$1.5M	0	2	1	0
\$1.5M - \$2M	0	0	0	0
\$2M - \$3M	1	1	1	0
> \$3M	0	0	0	0
TOTALS	5	8	9	6

CHRISTIE'S
INTERNATIONAL REAL ESTATE

www.greatpointproperties.com

508.228.2266 ★ 1 North Beach Street ★ Nantucket, MA 02554