

2006–2007

Looking at 2007 by Reviewing 2006



Windwalker Real Estate

2006 Review

Scout Real Estate Capital, LLC

Nantucket's Special Fabric

An Analysis of Nantucket's
Land Appreciation Rates

The Coming Boom
in Second Home Ownership

2006 Sales



12 Oak Street
Nantucket, MA 02554
508 228 9117

www.windwalkerrealestate.com

While Windwalker has grown significantly since our launch in 2003, our core commitment to adding value to each and every transaction remains steadfast.

Influenced by the investment banking background of one of Windwalker's principals, everyone at the firm approaches each potential transaction as an advisory assignment. Customers and clients are seeking expert advice and guidance in their unique transactions and this is what Windwalker delivers through attention to detail, nationally recognized research capabilities, and development of the best real estate team on Nantucket.

Every buyer and seller and every property is unique. We are committed to listening intently, to thinking through the potential opportunity or challenge, to leveraging the resources of the entire Windwalker team, and to delivering objective, thoughtful advice based on thorough market research. When the strategy and tactics have been determined, we execute rigorously and continually communicate with our clients.

There's no alternative to this approach and no deviation. We entered this market to create a differentiated firm and in the last three years we have had a significant impact. We've added value to some of the largest and some of the smallest real estate transactions on the island and we look forward to being of value to you.

Our Valuation Approach

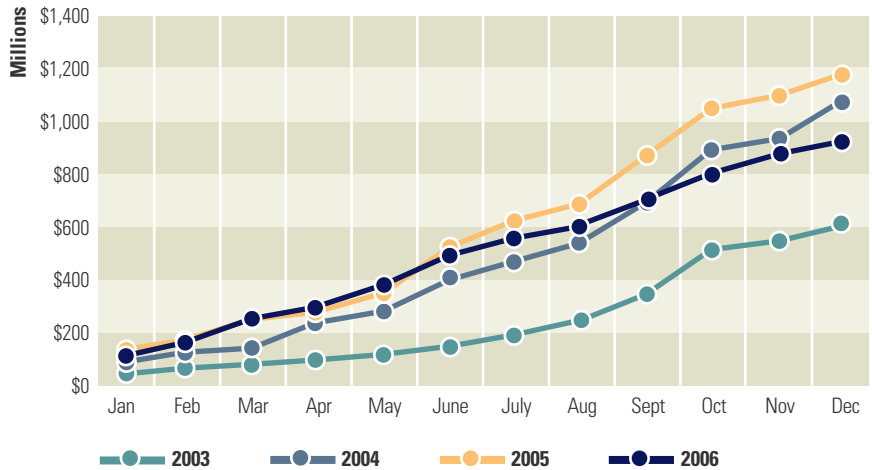
For many of our clients and customers a real estate transaction on Nantucket will be one of the most valuable transactions they execute in their lifetimes. It's critical that a thoughtful analysis be conducted. At Windwalker, each property is analyzed through a thorough *Opinion of Value* which offers the following insights:

- **Neighborhood analysis**
- **Description of the land and structures**
- **Zoning evaluation**
- **Analysis of comparable listed and sold properties**
- **A recommended value**

Our Marketing Approach

Our marketing approach is designed to give each listing maximum exposure. This is accomplished through a number of venues. We are currently undergoing an exciting renovation to our website. Our new website will have expanded search capabilities and better access to information regarding Nantucket sales and rental listings. In print we advertise in a broad number of publications. Each week, Windwalker advertises in the *Inquirer and Mirror* and the *Nantucket Independent*, our on-island publications. These publications make it into almost every home on the island. In addition to these newspapers, we utilize a full-color magazine called *Nantucket Island Living* which is distributed to over 8,500 homes and

Cumulative Real Estate Sales



The market began to cool in the second half of 2006. Year over year, the dollar volume of sales was down 22% and the number of transactions down 28%.

CUSTOMERS AND CLIENTS ARE SEEKING EXPERT ADVICE AND GUIDANCE
 IN THEIR UNIQUE TRANSACTIONS AND THIS IS WHAT WINDWALKER DELIVERS
 THROUGH ATTENTION TO DETAIL, NATIONALLY RECOGNIZED RESEARCH CAPABILITIES,
 AND BY DEVELOPING THE BEST REAL ESTATE TEAM ON NANTUCKET.

publishes seven issues per year. We also have a presence in *N Magazine*, another full-color publication that reaches over 8,000 readers per issue. We also advertise our growing rental program in the Brooks Community Newspapers which are distributed throughout Fairfield County, Connecticut.

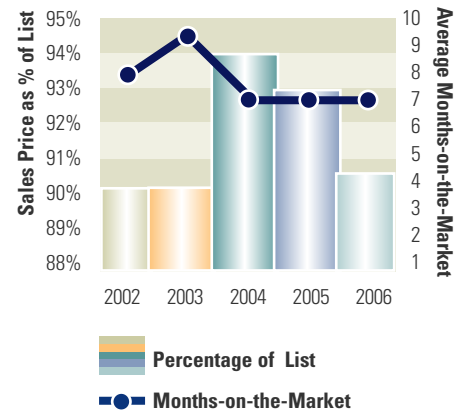
To complement the print advertising, we create high quality listing sheets and brochures to distribute to interested buyers and abutters. We also host Open Houses for every new listing so agents on the island can fully view each property.

As you walk by our offices at 12 Oak Street you will see beautiful window displays highlighting some of our special properties.

Our clients also benefit from our relationship with Plum TV. We view Plum as a unique and valuable venue to display our knowledge and property portfolio. Each week during the summer we have coverage on the *Morning Noon and Night Show* to discuss a property listing, a piece of research, or a current trend in the market. Our goal is to educate the public so they can make informed decisions about their real estate investments.

Windwalker has created several special relationships with island organizations. We support the Egan Institute of Maritime Studies, Nantucket Wine Festival, and Nantucket Community Sailing's Race Week.

Discount to List and Realized Months-on-the-Market



Growing inventory levels have yet to translate into longer realized Months-on-the-Market but in 2006 sellers received a smaller proportion of their asking prices.

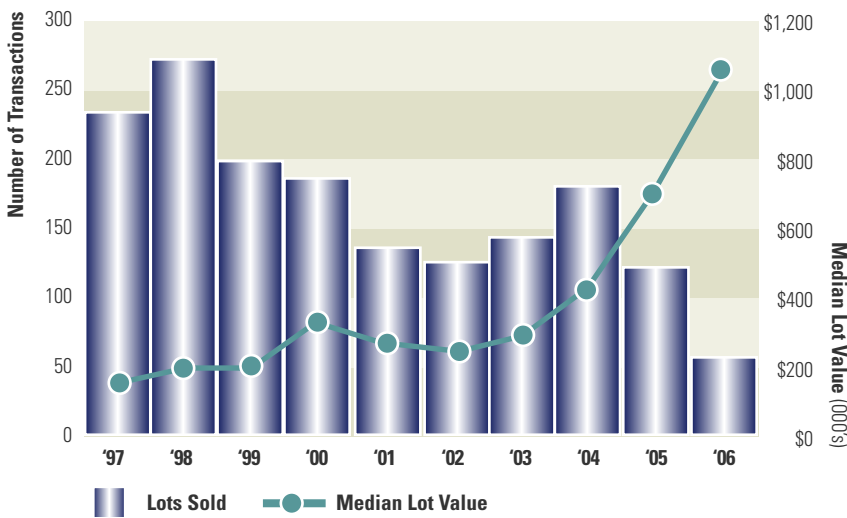
Number of Sales by Price Point

	'00	'01	'02	'03	'04	'05	'06	YOY Change
< \$1MM	462	357	400	413	450	304	198	-35%
\$1MM-\$1,999MM	114	66	75	130	184	185	139	-25%
\$2MM-\$2,999MM	40	24	27	39	66	80	67	-16%
\$3MM-\$3,999MM	14	11	9	16	31	34	26	-24%
\$4MM-\$4,999MM	9	6	3	4	17	16	9	-44%
\$5MM-\$5,999MM	5	7	4	2	6	9	10	11%
> \$6MM	7	9	4	9	22	31	26	-16%
TOTAL	651	480	522	613	776	659	475	-28%

As percentage of total sales, rising property values and persistent demand at the high-end has helped to grow the market for houses greater than \$5 million nearly four-fold in the past six seasons.

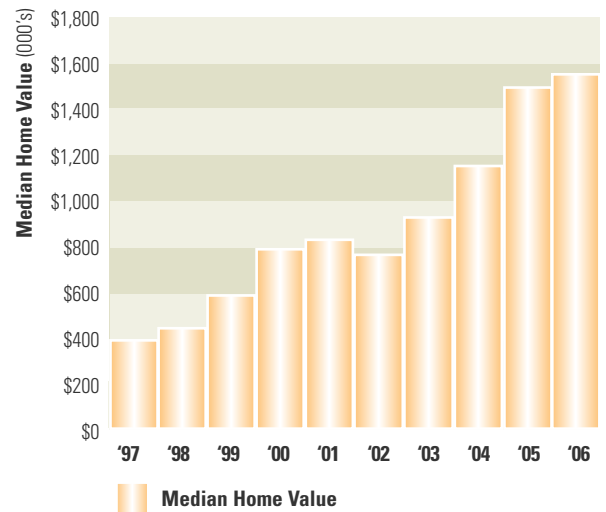
FOR MANY OF OUR CLIENTS,
A REAL ESTATE TRANSACTION ON NANTUCKET
WILL BE ONE OF THE MOST VALUABLE TRANSACTIONS
THEY EXECUTE IN THEIR LIFETIMES.

Number of Land Sales vs. Median Lot Value



A decreasing supply of vacant land has led to fewer sales and impressive appreciation.

Median Home Value of Sold Properties



The median home value of sold properties has increased 288% since 1997. Despite a slower 2006, values were up 4% for the year.



"After interviewing a number of firms to help with our mission-based placement of the homes at Abrem Quarry, we decided to select Windwalker. In addition to selling all of the homes in less than the anticipated time, they have located two suitable rentals for our development team and have participated in the public hearing process and interfaced with the banks to help get people qualified. My hat is off to the team and our project will be a success in no small part due to their contribution.

I would not hesitate to recommend them to any prospective client."

—Cliff Schorer, Windwalker Client

Scout Real Estate Capital, LLC, an investment and development firm, was formed in 2006 to respond to the real estate and vacation needs of leisure-focused Baby Boomers. Scout's work with high-end resort investments helps to inform the Windwalker team about trends and drivers that affect Nantucket.

Scout is committed to several attributes in each opportunity it undertakes:

- We focus on irreplaceable real estate.
- We provide uncommon levels of service to every guest.
- We are passionate about land planning, architectural design, landscape design, and interior design.
- We are committed to ensuring that each project is a credit to the community in which we operate.

Projects

2006 was an extremely active year as Scout acquired major properties in Bermuda, Hawaii and Martha's Vineyard, each of which were financed by Lehman Brother's Principal Transactions Group.

The Southampton Resort and Spa in Bermuda

This spectacular 32-acre waterfront site, with three beaches, is being completely redeveloped into a five-star property. Ultimately this resort will include hotel rooms, for sale villas, fractional units and condo hotel units as well as restaurants and a spa.

Ka'u Farm and Ranch Company

This vast property of approximately 6,000 acres on the Big Island of Hawaii includes 2.5 miles of ocean frontage, and is being developed into environmentally sensitive, large lots (20–100 acres). This opportunity is geographically ideal for buyers from the west coast of the U.S. The Ka'u Farm and Ranch Company is a unique development that will allow the purchase of small coffee farms managed by local farmers.

The Harbor View Hotel and Resort and The Kelley House Hotel, Edgartown, Martha's Vineyard

These two properties comprise 190 rooms in 16 buildings. The properties will be significantly upgraded in terms of capital improvements and levels of service. Hotel suites will be offered to consumers as condo-hotel units and fractionals.



The Harbor View Hotel, Edgartown



Ka'u Farm and Ranch Company

The Scout Team

Alan Worden, CEO & PRINCIPAL

Alan is the president of Windwalker Real Estate. Before launching Windwalker he was a Director of Wells Hill Partners, Ltd., a New York City-based real estate investment banking firm with a national practice. Previously, Alan spent 10 years affiliated with the Guggenheim family in New York where he focused on real estate investments. Between 1989 and 1995 he organized and managed partnerships focused on acquiring and entitling large tracts of undeveloped property. Between 1996 and 1999 he was a Founder and Managing Director of Guggenheim Realty Funds Management, LLC, an investment management firm.

Kevin Fox, CHIEF DEVELOPMENT OFFICER

Kevin directs the company's development efforts around the world and is opening Scout's Manhattan office at 7 World Trade Center. Kevin brings more than 25 years of experience to this position, most recently serving as a SVP for Development at the St. Joe (Land) Company, the largest private land owner in Florida. While there, Kevin was responsible for the overall development of a series of environmentally sensitive, second-home projects including RiverCamps, WhiteFence Farms, and WireGrass Preserves. In total, these communities consisted of over 25,000 acres of land and 3,200 residential units and amenities. Kevin began his career as a Brand Manager at Procter and Gamble.

Lou Ann Gleason, DIR. OF RESEARCH & MARKETING

Lou Ann brings strong consumer research expertise to the company. Her responsibilities include identifying resort investment opportunities and creating competitive advantages by directing and analyzing qualitative and quantitative consumer research. Previously Lou Ann spent 15 years at Procter and Gamble, eventually serving as the Marketing Director for P&G's dishwashing category which generated \$850 million in annual sales.

M. Ryan Wagner, DIRECTOR OF ACQUISITIONS

Ryan is responsible for all financial analysis and due diligence related to Scout's investment and acquisition activities, particularly with regard to Scout's relationship with Lehman Brothers. Previously, Ryan served as Vice President of Acquisitions for Transwestern Investment Company, a Chicago-based private equity group. He was a senior manager for the firm's \$1 billion discretionary equity fund. Prior to that, Ryan was a Senior Trader for Merrill Lynch's Global Debt Group in New York, where he oversaw their Agency ARM trading operation.

Denise Colpitts, MANAGER OF FINANCE & HR

Denise plays a critical role in the day to day financial management of the firm. She has been on Nantucket for three years as the comptroller for Windwalker and Scout. Previously, she was in the insurance industry and managed finances for a variety of mid-sized firms. Her main responsibility is in providing accurate accounting to Lehman Brothers for all of Scout's projects.



Ka'u Farm and Ranch Company

Nantucket's Special Fabric

There is just no place on earth that offers such a wide variety of attractive attributes as Nantucket, both natural and man made.

The Natural Resource

Graced with unique beauty, Nantucket is a sand island located 30 miles off the southern coast of Cape Cod. The geophysical makeup of the island has created the finest beaches to be found in New England. Waters around the island are teeming with fish and Nantucket's clean harbors still support an active shellfish harvest. The island is further blessed with conservation organizations which have had the foresight to protect and preserve Nantucket's natural beauty. Their efforts have already conserved a full 50% of Nantucket's land.

Development—Historically and Today

Nantucket's historic pedigree has made it internationally known. In the 19th century, Nantucket whaling ships combed the world and made Nantucket one of the most prosperous communities in the United States. The town of Nantucket has well over 1,000 large colonial homes that reflect that 19th century prosperity. The preservation of Nantucket's downtown core district is internationally regarded. Virtually devoid of fast food chains and mall stores, our cobblestoned streets offer unique shopping and dining experiences. This devotion to preservation runs deep with both year-round and summer residents and is supported by strict building and zoning codes. The town is further blessed with one of New England's most beautiful harbors. Annually, hundreds of boats visit and tie up in the downtown waterfront just as they did over 150 years ago. Add unique shopping, world-class art galleries, fine restaurants, and historic inns and you have a destination that delights all who visit our island.

Nantucket People

Nantucket's year-round and summer residents, possessed with boundless energy for creative activity, contribute generously to island life. Motivated by the common goals of supporting the community and having fun, there are over 100 non-profits that focus on every aspect of living, both on the island and as a member of the world community. This activity manifests itself in scores of enjoyable events that keep everyone's social calendar moving.

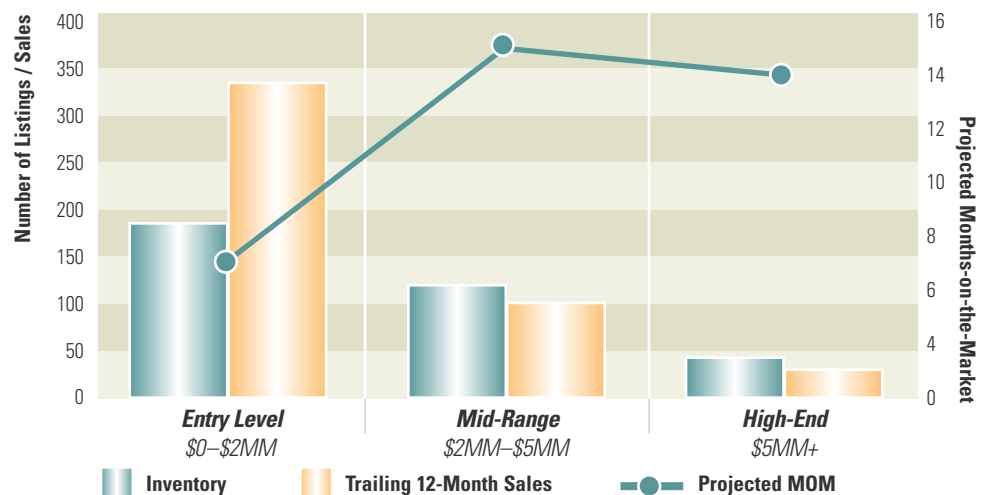
A Nantucket Season

The season officially opens in late April with "Daffodil Weekend." It is followed in a couple of weeks with the internationally recognized Nantucket Wine Festival and then the film festival. Summer rolls in and offers endless

parties and benefits. Every August, the Boston Pops Orchestra performs to enthusiastic crowds at Jetties Beach. In August, Nantucket Race Week begins and brings out some of the finest vintage yachts as well as a fleet of 12 Meter America's Cup boats. They race for a solid week and the event culminates in the Opera House Cup race for wooden boats. Golf, yacht, beach and field clubs also offer events throughout the summer and some clubs still have membership opportunities. The busy summer slowly gives way to Fall, offering what many feel is Nantucket's best weather. The crowds of summer are reduced and the air and water are still very warm.

The island ends the year with "Christmas Stroll," featuring decorated trees that appear all along the curbs of the downtown area. The holiday season is truly enchanting on Nantucket.

Current Inventory vs. Trailing 12-month Sales



Demand for Entry Level homes continues to outweigh supply resulting in an expected Months-on-Market (MOM) for this range of 7 months. The expected MOM for Mid-Range and High-End homes is 15 months and 14 months respectively.



"Mary Taaffe found us the perfect Nantucket House. Magic!"

—Chris Matthews

"... We have been clients of Lee Gaw's for two years now and wanted to drop you a quick note about how thrilled we have been with the job she's done for us. Although we have rented every summer for a few years, last year was our first year using Windwalker. Lee was professional and helpful—going beyond anything we had experienced from previous agencies. She met us at the home when we arrived, bringing us a beautiful arrangement of flowers to start off our vacation on a beautiful note."

—Heather & Bill Dial

Over the past several years, we have been developing a methodology and doing research to analyze real estate appreciation rates on Nantucket.

The Results and a Forecast

Our analysis showed negative average annual returns during only the troubled years of 1989 and 1990, rising returns (+5%–25%) between 1992 and 2000, and moderating returns over the past several years. We also tracked the number of island foreclosures which peaked in 1991 and essentially ended by the end of 1994. The “lag” illustrated in our graph – returns declined first with foreclosures peaking a few years later – is typical of other private real estate cycles.

Windwalker projects average annual 10-year gross returns of 12%–15% using conservative assumptions. Real estate values will continue to be driven by favorable demographics, various technologies easily connecting Nantucket to primary work centers, and declining supply as increased amounts of land will be placed in conservation. The risk to this projection is the unquantifiable risk of major negative economic shocks.

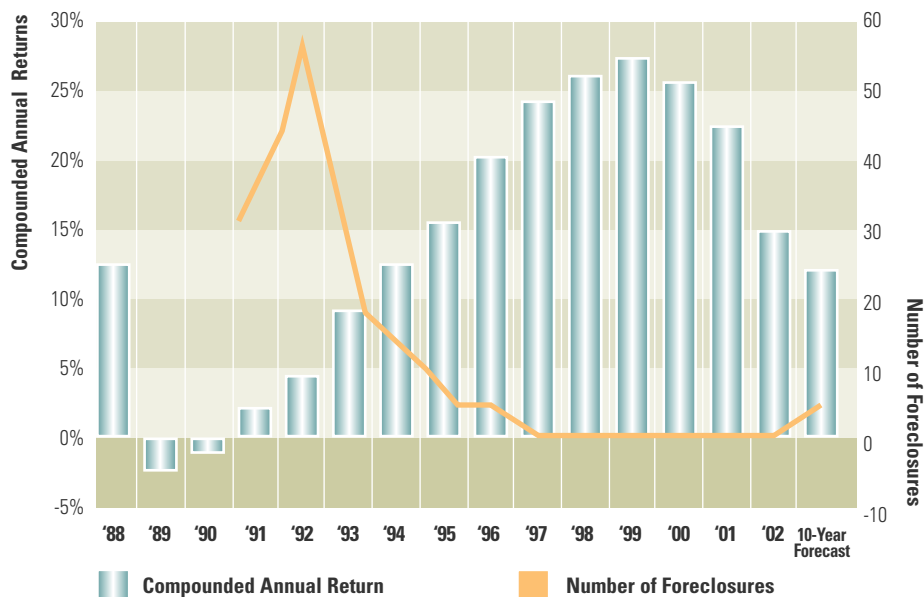
The Methodology

This analysis is based on land transactions. An investor's experience buying, holding, and selling raw land provides a baseline of market returns for Nantucket real estate. Land transactions can be tracked more accurately and more easily than home sales where the structures are subject to a variety of improvement costs during an owner's holding period.

The “Annual Returns From Land Ownership” graph was developed by analyzing over 3,500 land sales on Nantucket between January 1988 and September 2003. We sought transactions where Party “A” bought a property and later sold it to Party “B.” At the closing we ensured Party B was buying precisely what Party A had bought and that the property was not subdivided or improved in any way.

We then calculated the total rate of return for the investment as well as the monthly compounded return. Ultimately, the monthly returns for 225 transactions were tracked over a 15 year period.

Annual Returns From Land Ownership



Market Composition

	Market Composition by Number of Transactions		Market Composition by Dollar Volume	
	2000	2006	2000	2006
Entry Level \$0–\$2MM	88%	71%	57%	33%
Mid-Range \$2MM–\$5MM	10%	21%	29%	32%
High-End \$5M+	2%	8%	14%	36%

WINDWALKER PROJECTS
AVERAGE ANNUAL 10-YEAR
GROSS RETURNS OF 12%–15%

In 2000, transactions greater than \$5MM represented just 2% of the market. By 2006, this number had increased four-fold.



“I have worked with Judy Waters for over 10 years perusing, renting and buying real estate on Nantucket Island. She really knows the market and does her best to educate her clients about the market here and what their options might be. She is always trying to pair a buyer with the best opportunity that is on the market given their specific interests and desires. She is honest and tries to explain all of the unique parts of the process in buying property on Nantucket. Judy is a pleasure to do business with.”

—Sally Wallace, Windwalker Client

MARKET

The Coming Boom in Second Home Ownership

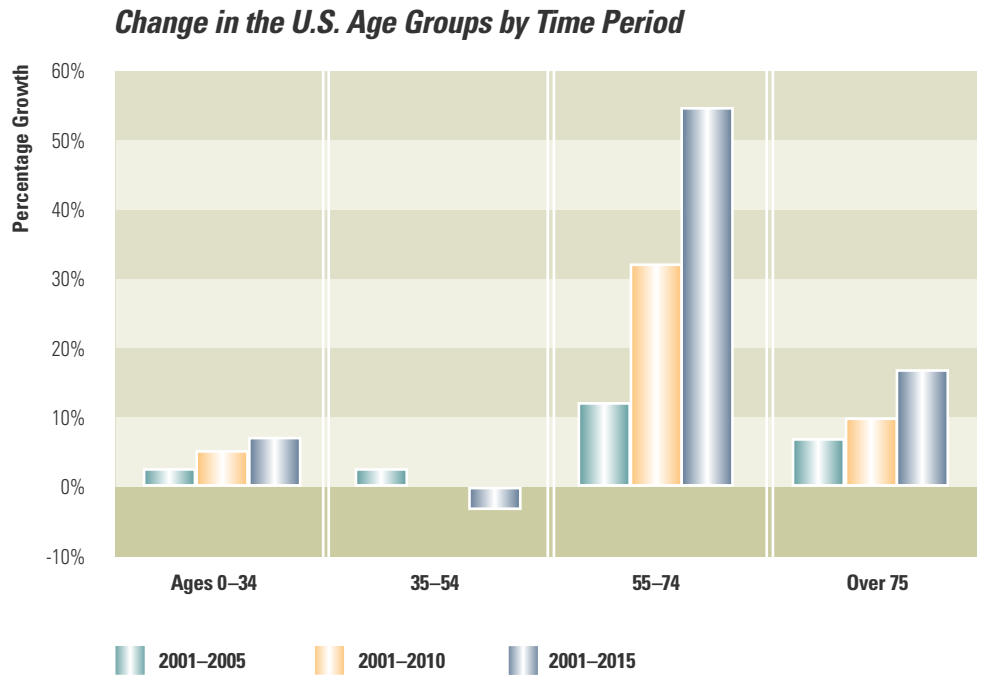
As most buyers are making a long term investment in Nantucket, homeowners and potential buyers need to understand the longer term trends which will drive real estate values on the island.

Research conducted by *American Demographics* magazine, points to a “Coming Boom in Second Home Ownership.” This research bodes well for Nantucket real estate values. An analysis of recent data released by the U.S. Census Bureau and the Bureau of Labor Statistics points to the expectation that the number of owners of second homes will increase from 6.4 million in 2001 to 10 million by 2010. This expected 56% increase is due to three major trends: aging and more affluent households, shrinking family size, and new ways of working from remote locations.

The chart to the right shows the growth in the number of 55–74 year-olds over three different time periods. By 2015, there will be 56% more 55–74 year-olds than there were in 2001. This age group represents the bulk of the buyers of Nantucket real estate.

As baby boomers enter the demographic of 55-75 year-olds, they are typically at their peak earning years and are often “empty nesters.” Free from child rearing responsibilities and associated costs, maturing baby boomers are investing in second homes and have the freedom to visit them.

This freedom, along with more flexible work schedules and technological advances such as high-



speed internet and cell phones, allows Baby Boomers to visit their second homes for extended periods of time.

All of these factors—an aging demographic, flexible travel and work schedules, and the ability to work from remote locations and thereby stay longer, will have very positive influences on Nantucket real estate values.

By 2015, there will be 56% more 55–74 year olds than there were in 2001.

UPDATE

Windwalker Expands Oak Street Office

WE INVITE YOU TO STOP BY OUR EXPANDED OFFICES

OR VISIT OUR REDESIGNED WEBSITE AT

WWW.WINDWALKERREALESTATE.COM.

OUR NEW SITE WILL BE ONLINE SPRING OF '07.



The recently expanded Windwalker Offices at 12 Oak Street.

Sold Properties: Listed by Area and Street Address

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Brant Point	3/20/2006	12 Brant Point Road	House	\$0	\$2,600,000
Brant Point	3/28/2006	5 Cornish Street	House	\$0	\$885,000
Brant Point	11/17/2006	24 East Lincoln Avenue	House	\$2,295,000	\$1,980,500
Brant Point	1/6/2006	6 Easton Street	House	\$0	\$9,400,000
Brant Point	12/28/2006	12 Galen Avenue	House	\$5,095,000	\$4,822,500
Brant Point	12/21/2006	29 Jefferson Lane	House	\$0	\$1,711,000
Brant Point	3/30/2006	4 Stone Barn Way	House	\$0	\$2,147,250
Brant Point	2/17/2006	5D Stone Barn Way	Condo	\$1,975,000	\$1,500,000
Brant Point	2/17/2006	6B Stone Barn Way	Condo	\$1,595,000	\$1,500,000
Brant Point	6/29/2006	8 Stone Barn Way	House	\$1,350,000	\$1,352,800
Brant Point	3/23/2006	Swain Street	Time Share	\$0	\$500
Brant Point	5/25/2006	Swain Street	Time Share	\$0	\$500
Brant Point	6/12/2006	Swain Street	Time Share	\$0	\$500
Brant Point	7/10/2006	Swain Street	Time Share	\$0	\$500
Brant Point	11/14/2006	Swain Street	Time Share	\$0	\$500
Brant Point	9/20/2006	Swain Street	Time Share	\$0	\$600
Brant Point	11/8/2006	Swain Street	Time Share	\$0	\$1,200
Brant Point	10/5/2006	Swain Street	Time Share	\$0	\$2,000
Brant Point	12/5/2006	Swain Street	Time Share	\$0	\$2,500
Brant Point	12/26/2006	Swain Street	Time Share	\$0	\$5,250
Brant Point	9/27/2006	Swain Street	Time Share	\$0	\$8,000
Brant Point	1/13/2006	Swain Street	Time Share	\$0	\$15,000
Brant Point	11/29/2006	Swain Street	Time Share	\$0	\$17,500
Brant Point	1/27/2006	15 Walsh Street	House	\$4,150,000	\$4,100,000
Brant Point	1/23/2006	25 Walsh Street	House	\$1,895,000	\$1,800,000
Brant Point	4/7/2006	58 Walsh Street	Land	\$0	\$2,350,000
Brant Point	10/27/2006	13B Willard Street	Condo	\$1,790,000	\$1,700,000
Cisco	1/5/2006	19 Austine Locke Way	Land	\$2,000,000	\$2,150,000
Cisco	1/20/2006	7 Davis Lane	House	\$1,975,000	\$1,550,000
Cisco	6/13/2006	9 Falmouth Avenue	Land	\$3,450,000	\$3,150,000
Cisco	6/21/2006	8 Ishmael Road	House	\$0	\$1,550,000
Cisco	3/15/2006	1 Saccacha Avenue	House	\$0	\$4,995,000
Cliff	9/19/2006	3 Cliff Road	House	\$2,300,000	\$2,000,000
Cliff	2/24/2006	6 & 8 Cliff Road	Land	\$729,000	\$750,000
Cliff	5/8/2006	8A Cliff Road	Land	\$1,215,000	\$1,200,000
Cliff	5/26/2006	34R Cliff Road	House	\$2,280,000	\$2,200,000
Cliff	6/6/2006	80 Cliff Road	House	\$2,995,000	\$2,895,000
Cliff	8/2/2006	82 Cliff Road	House	\$3,295,000	\$3,200,000
Cliff	11/7/2006	96 Cliff Road	Land	\$0	\$600,000
Cliff	4/28/2006	113 Cliff Road	House	\$2,100,000	\$2,000,000
Cliff	10/27/2006	124 Cliff Road	House	\$1,575,000	\$1,575,000

Area	Date Sold	Address	Type of Property	List	Sale
Cliff	2/6/2006	13 Derrymore Road	House	\$1,145,000	\$1,275,000
Cliff	3/24/2006	2 East Hallowell Lane	Land	\$0	\$3,850,000
Cliff	11/14/2006	21 Hinckley Lane	House	\$11,995,000	\$9,785,000
Cliff	5/5/2006	23 Hinckley Lane	House	\$17,500,000	\$15,850,000
Cliff	7/21/2006	2 Kings Way	House	\$2,995,000	\$2,995,000
Cliff	9/25/2006	4 Kings Way	House	\$0	\$2,850,000
Cliff	11/29/2006	3 Kite Hill Lane	House	\$2,745,000	\$2,100,000
Cliff	5/26/2006	25B Lincoln Avenue	Land	\$8,500,000	\$8,000,000
Cliff	5/23/2006	8 Maxey Pond Road	House	\$6,999,000	\$6,800,000
Cliff	12/28/2006	5 North Avenue	House	\$2,295,000	\$1,640,000
Cliff	9/29/2006	12 North Star Lane	House	\$4,700,000	\$5,000,000
Cliff	8/24/2006	24 Pilgrim Road	House	\$0	\$2,300,000
Cliff	3/30/2006	25 Pilgrim Road	Land	\$0	\$1,300,000
Dionis	10/31/2006	6 Eel Point Road	Land	\$0	\$350,000
Dionis	1/30/2006	13 Eel Point Road	House	\$4,350,000	\$3,900,000
Dionis	6/19/2006	15 Eel Point Road	House	\$0	\$3,950,000
Dionis	10/23/2006	137 Eel Point Road	Land	\$8,500,000	\$7,100,000
Dionis	5/1/2006	3 Primrose Lane	House	\$3,295,000	\$2,915,000
Hummock Pond	10/17/2006	8 Aurora Lane	House	\$1,995,000	\$1,875,000
Hummock Pond	8/4/2006	13 Aurora Lane	Land	\$950,000	\$900,000
Hummock Pond	5/17/2006	16 Aurora Lane	Land	\$0	\$870,000
Hummock Pond	10/30/2006	19 High Brush Path	House	\$1,525,000	\$1,300,000
Hummock Pond	3/10/2006	40 Hummock Pond Road	House	\$0	\$1,560,000
Hummock Pond	2/3/2006	76 Hummock Pond Road	House	\$1,050,000	\$985,000
Hummock Pond	7/25/2006	189 Hummock Pond Road	House	\$2,395,000	\$2,238,500
Hummock Pond	1/16/2006	243 Hummock Pond Road	Land	\$1,475,000	\$1,300,000
Hummock Pond	1/24/2006	251 Hummock Pond Road	House	\$1,625,000	\$1,625,000
Hummock Pond	1/10/2006	253 Hummock Pond Road	House	\$3,495,000	\$3,400,000
Hummock Pond	1/10/2006	6 Ishmael Road	House	\$0	\$1,525,000
Hummock Pond	6/19/2006	33 Meadowview Drive	House	\$2,250,000	\$2,250,000
Hummock Pond	12/20/2006	55 Meadowview Drive	House	\$0	\$930,000



"I have had the privilege of knowing Lee Gaw for several years. She is an exceptional agent in every way, professional, knowledgeable and extremely gracious. Moreover, she is a very decent and caring person who goes out of her way for everyone, whether they are her customer or not. She is truly exceptional."

—John Ehrlich

"After many years of searching, everything finally came together when we met Mary Taaffe. Her good advice and market expertise enabled us to find the perfect Nantucket property for our family. We have relied on her good judgment and knowledge as we have gone through the many facets of buying, selling, renovating, financing and zoning real estate on our favorite island."

—Biff and Liz Folberth

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Hummock Pond	4/7/2006	57 Meadowview Drive	House	\$1,695,000	\$1,540,000
Hummock Pond	5/3/2006	25 Millbrook Road	Land	\$0	\$3,300,000
Hummock Pond	5/30/2006	55 Millbrook Road	House	\$0	\$1,625,000
Hummock Pond	3/1/2006	76 Millbrook Road	House	\$0	\$3,753,750
Madaket	1/30/2006	7 Ames Avenue	House	\$2,495,000	\$2,045,000
Madaket	6/1/2006	3 Arkansas Avenue	Time Share	\$0	\$10,000
Madaket	3/2/2006	9 Arkansas Avenue	Time Share	\$0	\$8,000
Madaket	12/5/2006	9 Arkansas Avenue	Time Share	\$0	\$10,000
Madaket	3/10/2006	30 Arkansas Avenue	Time Share	\$0	\$13,500
Madaket	4/3/2006	11 Columbus Avenue	House	\$1,550,000	\$1,425,000
Madaket	1/6/2006	16 Creek Lane	House	\$1,550,000	\$1,475,000
Madaket	11/20/2006	3 Goose Cove Avenue	Time Share	\$0	\$40,000
Madaket	11/28/2006	107 Madaket Road	House	\$5,500,000	\$5,025,000
Madaket	3/8/2006	248 Madaket Road	House	\$0	\$990,000
Madaket	7/24/2006	256 Madaket Road	Time Share	\$0	\$6,667
Madaket	9/29/2006	270 Madaket Road	House	\$799,000	\$795,000
Madaket	4/20/2006	277 Madaket Road	House	\$1,195,000	\$1,125,000
Madaket	10/10/2006	282 Madaket Road	Time Share	\$0	\$17,500
Madaket	5/1/2006	282 Madaket Road	Time Share	\$0	\$23,000
Madaket	4/19/2006	284 Madaket Road	Time Share	\$0	\$3,500
Madaket	2/21/2006	284 Madaket Road	Time Share	\$0	\$17,000
Madaket	10/30/2006	304 Madaket Road	Time Share	\$0	\$18,000
Madaket	11/8/2006	304 Madaket Road	Time Share	\$0	\$56,500
Madaket	1/12/2006	338 Madaket Road	House	\$1,695,000	\$753,000
Madaket	11/2/2006	7 & 9 Maine Avenue	House	\$945,000	\$857,500
Madaket	9/25/2006	7 & 9 Maine Avenue	House	\$1,495,000	\$1,495,000
Madaket	2/14/2006	1 Midland Avenue	Time Share	\$0	\$12,000
Madaket	4/19/2006	1 Midland Avenue	Time Share	\$0	\$18,000
Madaket	12/13/2006	7 Midland Avenue	Time Share	\$0	\$8,500
Madaket	2/21/2006	7 Midland Avenue	Time Share	\$0	\$12,500,000
Madaket	1/20/2006	7 Oakland Avenue	Land	\$0	\$1,000,000
Madaket	8/11/2006	9 Rhode Island Avenue	Land	\$0	\$11,143
Madaket	9/29/2006	9 & 11 Rhode Island Avenue	House	\$1,595,000	\$1,505,000
Madaket	12/11/2006	4 Sheep Pond Road	House	\$0	\$1,450,000
Madaket	10/20/2006	6 Sheep Pond Road	Land	\$0	\$1,100,000
Madaket	10/20/2006	32 South Cambridge Street	Condo	\$0	\$387,700
Madaket	12/22/2006	47 South Cambridge Street	Time Share	\$0	\$6,100
Madaket	12/12/2006	47 South Cambridge Street	Time Share	\$0	\$8,787
Madaket	3/22/2006	47 South Cambridge Street	Time Share	\$0	\$10,000
Madaket	8/24/2006	47 South Cambridge Street	Time Share	\$0	\$17,500
Madaket	3/17/2006	47 South Cambridge Street	Time Share	\$0	\$25,000
Madaket	3/29/2006	47 South Cambridge Street	Time Share	\$0	\$30,000
Madaket	6/20/2006	22 Starbuck Road	House	\$0	\$1,568,000
Madaket	4/19/2006	44 Starbuck Road	Time Share	\$0	\$40,000

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Madaket	2/9/2006	45 Starbuck Road	House	\$1,748,000	\$1,600,000
Madaket	9/21/2006	6 Washington Street	House	\$1,495,000	\$1,220,000
Madaket	2/14/2006	12 Washington Street	House	\$1,395,000	\$1,315,000
Miacomet	12/13/2006	5 Appleton Road	House	\$835,000	\$700,000
Miacomet	3/15/2006	3 Bailey Road	House	\$0	\$875,000
Miacomet	8/1/2006	17 Bailey Road	House	\$845,000	\$812,500
Miacomet	10/20/2006	9 Golf View Drive	House	\$1,150,000	\$1,136,600
Miacomet	1/5/2006	7 Green Meadows	House	\$850,000	\$755,000
Miacomet	1/11/2006	10 Luff Road	House	\$1,195,000	\$1,195,000
Miacomet	2/17/2006	4 Marble Way	House	\$0	\$1,500,000
Miacomet	1/24/2006	9 Marble Way	Condo	\$0	\$411,774
Miacomet	4/5/2006	9 Marble Way #1	Condo	\$0	\$600,000
Miacomet	6/16/2006	28 Miacomet Avenue	House	\$795,000	\$745,000
Miacomet	2/10/2006	35 Miacomet Avenue	House	\$0	\$490,000
Miacomet	6/8/2006	43 Miacomet Avenue	Land	\$619,000	\$600,000
Miacomet	4/25/2006	55 Miacomet Avenue	House	\$0	\$860,000
Miacomet	3/31/2006	120 Miacomet Road	House	\$0	\$15,000,000
Miacomet	11/21/2006	1 Penny Lane	Land	\$0	\$750,000
Miacomet	11/21/2006	Penny Lane	Condo	\$0	\$370,000
Miacomet	1/24/2006	7 Point Judith Lane	Land	\$445,000	\$430,000
Miacomet	5/19/2006	11A Point Judith Lane	Condo	\$649,000	\$635,000
Miacomet	6/6/2006	3 Rudder Lane	House	\$0	\$1,400,000
Miacomet	2/23/2006	59 Somerset Road	House	\$945,000	\$845,000
Miacomet	2/1/2006	64 Somerset Road	Land	\$0	\$7,450,000
Miacomet	10/4/2006	70 Somerset Road	Housing Covenant	\$0	\$399,000
Miacomet	10/6/2006	115 Somerset Road	House	\$1,275,000	\$1,225,000
Miacomet	10/18/2006	132 Somerset Road	House	\$1,695,000	\$1,547,500
Miacomet	6/2/2006	3 Spindrift	House	\$1,200,000	\$1,025,000
Miacomet	11/20/2006	4 Swayzes Drive	House	\$0	\$880,000
Miacomet	7/5/2006	10C Thirty Acres Lane	Condo	\$599,000	\$590,000
Miacomet	3/15/2006	10D Thirty Acres Lane	Condo	\$519,500	\$515,000
Miacomet	5/25/2006	1 Topping Lift	House	\$0	\$850,000
Miacomet	3/23/2006	2 Topping Lift	House	\$1,395,000	\$1,395,000
Mid-Island	11/30/2006	11 Alexandria Drive	House	\$0	\$755,000



"I have sold two homes on the island and both times I used Sam Daume. His corporate and banking experience contributes to his ability to price, negotiate and sell a home. Sam Daume is one of the most professional real estate brokers I have ever used."

—Sconset Homeowner

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Mid-Island	7/21/2006	20 Allens Way	Land	\$0	\$368,000
Mid-Island	12/29/2006	6A Altheas Lane	Condo	\$695,000	\$560,000
Mid-Island	9/26/2006	16B Amelia Drive	Condo	\$0	\$649,000
Mid-Island	6/5/2006	16D Amelia Drive	Condo	\$425,000	\$409,500
Mid-Island	9/11/2006	16E Amelia Drive	Condo	\$359,000	\$350,000
Mid-Island	6/23/2006	Barnard Valley Road	Commercial	\$0	\$7,084,632
Mid-Island	8/2/2006	39 Bartlett Road	Housing Covenant	\$0	\$420,750
Mid-Island	5/17/2006	39 Bartlett Road	House	\$850,000	\$850,000
Mid-Island	5/3/2006	69 Bartlett Road	Land	\$0	\$400,000
Mid-Island	8/18/2006	75B Bartlett Road	Condo	\$0	\$545,000
Mid-Island	10/10/2006	77 Bartlett Road	House	\$1,499,000	\$1,090,000
Mid-Island	1/4/2006	9 Bluebird Lane	House	\$1,425,000	\$1,385,000
Mid-Island	10/2/2006	9 Brinda Lane	House	\$0	\$1,100,000
Mid-Island	7/31/2006	2B Cartwright Place	Housing Covenant	\$0	\$442,400
Mid-Island	11/20/2006	2 Cartwright Place #1	Condo	\$775,000	\$735,000
Mid-Island	11/30/2006	2 Cedar Circle	House	\$995,000	\$925,000
Mid-Island	4/13/2006	19 Daffodil Lane	Co-Op	\$749,000	\$730,000
Mid-Island	2/8/2006	26A Daffodil Lane	Co-Op	\$819,000	\$785,000
Mid-Island	5/19/2006	2 Dennis Drive	House	\$0	\$855,000
Mid-Island	6/1/2006	4 Enterprise Circle	House	\$1,065,500	\$915,000
Mid-Island	4/20/2006	10 Equator Drive	House	\$0	\$930,000
Mid-Island	3/9/2006	6.5 Essex Road Unit #1	Condo	\$0	\$550,000
Mid-Island	8/7/2006	6.5 B Essex Road	Housing Covenant	\$399,000	\$388,000
Mid-Island	8/10/2006	9B Essex Road	Condo	\$539,000	\$549,000
Mid-Island	1/19/2006	26 Essex Road	House	\$895,000	\$850,000
Mid-Island	6/28/2006	27A Essex Road	Condo	\$0	\$810,000



"Judy Waters has worked with us on several real estate transactions, including buying land, listing and selling our home and currently we are entrusting her to find us temporary housing for the summer. Each time Judy has made certain that we have the most complete and thorough information available. Her knowledge of the island, real estate and all the related matters is very extensive.

Nantucket has many talented real estate agents. What sets Judy apart is how she handles herself through the negotiation and the transaction phases. She understands the negotiating process and works hard on her client's behalf. Her organizational skills, work ethic, intelligence, knowledge and people skills are instantly apparent. Judy's honesty, intuition, patience and ethical business practices become crystal clear as you spend time with her AND you have fun!

Judy comes with our highest recommendations."

—Mary Lynn and Edward Kerrigan

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Mid-Island	7/13/2006	54 Essex Road	House	\$0	\$927,000
Mid-Island	10/10/2006	56B Essex Road	Condo	\$0	\$540,000
Mid-Island	7/10/2006	15 Evergreen Way	Housing Covenant	\$0	\$442,000
Mid-Island	5/23/2006	8A Fifth Way	Land	\$0	\$390,000
Mid-Island	2/8/2006	7 Gold Star Lane	House	\$750,000	\$675,000
Mid-Island	10/31/2006	4A Goldfinch Drive	Condo	\$565,000	\$505,000
Mid-Island	9/8/2006	65 Goldfinch Drive	House	\$1,070,000	\$1,000,000
Mid-Island	12/8/2006	88 Goldfinch Drive	House	\$0	\$1,102,475
Mid-Island	12/14/2006	87A Hinsdale Road	Condo	\$585,000	\$540,000
Mid-Island	12/14/2006	87B Hinsdale Road	Condo	\$465,000	\$440,000
Mid-Island	6/16/2006	60 Hooper Farm Road	Land	\$0	\$549,000
Mid-Island	7/21/2006	14 Lewis Court	House	\$725,000	\$700,000
Mid-Island	4/13/2006	6 Macys Lane	House	\$2,850,000	\$2,645,000
Mid-Island	6/19/2006	10.5 Macys Lane	House	\$0	\$680,000
Mid-Island	9/25/2006	23 Macys Lane	House	\$795,000	\$770,000
Mid-Island	10/24/2006	33 Macys Lane	House	\$0	\$860,000
Mid-Island	8/30/2006	34 Macys Lane	House	\$0	\$876,000
Mid-Island	4/11/2006	37 Macys Lane	House	\$785,000	\$785,000
Mid-Island	2/24/2006	40 Macys Lane	House	\$0	\$825,000
Mid-Island	7/17/2006	4A Mary Ann Drive	Condo	\$0	\$672,000
Mid-Island	12/29/2006	9.5 Mary Ann Drive	House	\$695,000	\$625,000
Mid-Island	3/28/2006	13 Mary Ann Drive	House	\$0	\$926,250
Mid-Island	6/1/2006	26 Mary Ann Drive	House	\$995,000	\$900,000
Mid-Island	8/15/2006	3 Middle Tawpawshaw Road	House	\$2,395,000	\$2,050,000
Mid-Island	7/24/2006	15 Milestone Crossing	House	\$2,175,000	\$2,100,000
Mid-Island	3/7/2006	14 & 16 Nobadeer Farm Road	Land	\$0	\$350,000
Mid-Island	5/3/2006	16 Nobadeer Farm Road	Land	\$0	\$500,000
Mid-Island	1/12/2006	37 Nobadeer Farm Road	House	\$0	\$900,000
Mid-Island	5/24/2006	47 Nobadeer Farm Road	House	\$0	\$1,050,000
Mid-Island	12/5/2006	51 Nobadeer Farm Road	Commercial	\$0	\$600,000
Mid-Island	11/13/2006	40A Nobadeer Farm Road	Condo	\$750,000	\$735,000
Mid-Island	11/29/2006	40B Nobadeer Farm Road	Condo	\$0	\$760,000
Mid-Island	11/17/2006	40C Nobadeer Farm Road	Condo	\$750,000	\$735,000
Mid-Island	11/29/2006	42G Nobadeer Farm Road	Condo	\$0	\$735,000
Mid-Island	10/11/2006	1 Nobadeer Way	House	\$499,000	\$652,000
Mid-Island	1/6/2006	13 Old South Road	Commercial	\$0	\$2,300,000
Mid-Island	12/20/2006	43 Old South Road	Land	\$775,000	\$600,000
Mid-Island	10/31/2006	50 Old South Road	Land	\$0	\$12,500,000
Mid-Island	1/12/2006	95 Old South Road	House	\$0	\$1,500,000
Mid-Island	6/30/2006	106 Old South Road	House	\$0	\$1,500,000
Mid-Island	8/14/2006	124 & 128 Old South Road	Land	\$5,600,000	\$5,000,000
Mid-Island	2/28/2006	133 Old South Road	Condo	\$0	\$210,000
Mid-Island	10/10/2006	1A Park Circle	Condo	\$0	\$619,460
Mid-Island	6/21/2006	2A Park Circle	Condo	\$639,000	\$667,310

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Mid-Island	7/13/2006	2B Park Circle	Condo	\$619,000	\$619,460
Mid-Island	7/13/2006	3A Park Circle	Condo	\$619,000	\$619,460
Mid-Island	6/9/2006	3B Park Circle	Condo	\$639,000	\$639,000
Mid-Island	10/10/2006	4A Park Circle	Condo	\$0	\$619,460
Mid-Island	7/13/2006	4B Park Circle	Condo	\$619,000	\$619,460
Mid-Island	4/10/2006	6A Park Circle	Condo	\$639,000	\$639,000
Mid-Island	3/31/2006	7B Park Circle	Condo	\$0	\$639,000
Mid-Island	2/22/2006	9A Park Circle	Condo	\$595,000	\$595,000
Mid-Island	2/9/2006	9B Park Circle	Condo	\$595,000	\$595,000
Mid-Island	5/9/2006	1 Parker Lane	Land	\$0	\$495,000
Mid-Island	10/6/2006	26 Pine Crest Drive	House	\$1,599,000	\$1,500,000
Mid-Island	4/20/2006	15 Pine Grove Lane	House	\$825,000	\$775,000
Mid-Island	6/16/2006	22 Pine Grove Lane	House	\$885,000	\$831,600
Mid-Island	10/10/2006	13B Pine Tree Road	House	\$0	\$765,000
Mid-Island	4/28/2006	11B Point Judith Lane	Condo	\$649,000	\$620,000
Mid-Island	5/19/2006	8 Seikinnow Place	House	\$1,200,000	\$1,100,000
Mid-Island	9/28/2006	12 Sesapana Road	House	\$0	\$2,295,000
Mid-Island	10/17/2006	78 Skyline Drive	House	\$0	\$1,125,000
Mid-Island	10/24/2006	87 Skyline Drive	House	\$0	\$975,000
Mid-Island	8/11/2006	9 Sparks Avenue	Commercial	\$2,595,000	\$2,175,000
Mid-Island	9/15/2006	16 Sparks Avenue	Condo	\$440,000	\$425,000
Mid-Island	10/16/2006	9 Tashama Lane	House	\$795,000	\$725,000
Mid-Island	3/22/2006	9 Teasdale Circle #1	Condo	\$0	\$539,000
Mid-Island	2/10/2006	9A Teasdale Circle	Condo	\$539,000	\$540,000
Mid-Island	2/21/2006	11B Teasdale Circle	Condo	\$700,000	\$675,000
Mid-Island	8/22/2006	16 Teasdale Circle	House	\$1,700,000	\$1,500,000
Mid-Island	1/4/2006	15 Trotters Lane	House	\$0	\$550,000
Mid-Island	7/31/2006	5 Upper Tawpawshaw Road	House	\$2,450,000	\$2,372,500
Mid-Island	11/3/2006	18 Waydale Road	House	\$0	\$1,060,500
Mid-Island	4/25/2006	8B Witherspoon Drive	Condo	\$695,000	\$675,000
Mid-Island	9/1/2006	13B Witherspoon Drive	Condo	\$749,000	\$725,000
Mid-Island	2/17/2006	14 Witherspoon Drive	Land	\$1,090,000	\$1,096,000
Mid-Island	7/12/2006	4 Youngs Way	Condo	\$0	\$575,000
Mid-Island	4/10/2006	4A Youngs Way	Condo	\$0	\$495,000
Mid-Island	3/31/2006	4B Youngs Way	Condo	\$495,000	\$495,000
Mid-Island	5/2/2006	17 Youngs Way	Land	\$795,000	\$745,000
Mid-Island	1/24/2006	23 Youngs Way	Land	\$0	\$575,000
Mid-Island	12/28/2006	30 Youngs Way	House	\$1,300,000	\$1,122,500
Mid-Island	12/11/2006	42 Youngs Way	House	\$0	\$420,000
Mid-Island	12/1/2006	22A Youngs Way	Condo	\$0	\$328,400
Mid-Island	12/8/2006	22B Youngs Way	Condo	\$0	\$478,400
Monomoy	11/14/2006	21+ Berkeley Avenue	House	\$19,950,000	\$16,000,000
Monomoy	5/19/2006	29 Brewster Road	House	\$0	\$3,300,000
Monomoy	10/2/2006	31 Brewster Road	House	\$1,800,000	\$1,800,000

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Monomoy	5/16/2006	16G Milestone Road	Condo	\$0	\$699,000
Monomoy	1/4/2006	44 Monomoy Road	House	\$8,995,000	\$8,995,000
Monomoy	8/10/2006	73 Monomoy Road	House	\$8,495,000	\$9,000,000
Monomoy	5/19/2006	5 Salt Marsh Way	Land	\$0	\$8,400,000
Nashaquisset	6/15/2006	5 Autopscot Circle	House	\$995,000	\$850,000
Nashaquisset	9/29/2006	13 Autopscot Circle	House	\$1,295,000	\$1,260,000
Nashaquisset	5/10/2006	11 Yompasham Lane	House	\$875,000	\$806,250
Nashaquisset	11/1/2006	6B Yompasham Lane	Condo	\$0	\$545,000
Pocomo	2/28/2006	34 Pocomo Road	House	\$2,475,000	\$2,287,500
Pocomo	10/27/2006	36 Pocomo Road	House	\$2,795,000	\$2,322,500
Pocomo	4/7/2006	82 Pocomo Road	Land	\$3,650,000	\$3,425,000
Pocomo	9/29/2006	86 Pocomo Road	House	\$7,650,000	\$6,700,000
Pocomo	11/15/2006	5 Weetamo Road	Land	\$0	\$2,900,000
Polpis	3/1/2006	137 Polpis Road	House	\$0	\$1,991,250
Polpis	9/27/2006	288 Polpis Road	House	\$8,975,000	\$8,300,000
Quaise	7/20/2006	10 Bassett Road	House	\$0	\$1,150,000
Quaise	9/19/2006	38 Quaise Road	Land	\$0	\$2,500,000
Quaise	9/20/2006	41 Quaise Road	House	\$0	\$4,300,000
Quidnet	10/18/2006	Sesachacha Pond	Land	\$5,495,000	\$5,000,000
Quidnet	5/26/2006	36B Sesachacha Road	Condo	\$2,950,000	\$2,675,000
Sconset	12/13/2006	20 Baxter Road	House	\$0	\$2,875,000
Sconset	3/16/2006	114 Baxter Road	House	\$0	\$1,400,000
Sconset	7/6/2006	21 Broadway	House	\$1,995,000	\$1,925,000
Sconset	8/29/2006	26 Broadway	House	\$0	\$1,350,000
Sconset	9/13/2006	15R Burnell Street	House	\$2,995,000	\$2,781,000
Sconset	7/18/2006	8 Coffin Street	House	\$3,995,000	\$3,895,000
Sconset	4/26/2006	4 Cottage Avenue	House	\$2,995,000	\$2,775,000
Sconset	11/3/2006	3 Folgers Court	House	\$0	\$250,000
Sconset	11/8/2006	2 Hydrangea	Land	\$0	\$895,000
Sconset	11/15/2006	6 Hydrangea	Land	\$0	\$1,100,000
Sconset	11/8/2006	11 Hydrangea	Land	\$0	\$895,000
Sconset	12/8/2006	12 Hydrangea	Land	\$0	\$895,000
Sconset	9/1/2006	1 Jennifer Lane	House	\$1,400,000	\$1,400,000
Sconset	9/1/2006	3 Jennifer Lane	Land	\$800,000	\$800,000
Sconset	3/16/2006	22 King Street	House	\$0	\$1,100,000
Sconset	10/26/2006	81 Low Beach Road	House	\$0	\$5,200,000
Sconset	10/20/2006	3 Magnolia Avenue	House	\$2,995,000	\$2,500,000



"Working with Nina Hallowell had been a true pleasure. Her enthusiasm and knowledge in her field is significant. The efficiency she displayed in showing multiple homes during our short visits to the island was outstanding. Always having our needs in the forefront she selected the appropriate homes to show us while taking the liberty to expand our views and assisting us to make an informed decision. Essential to any sales force is the follow-up correspondence. Nina excels in this arena without a doubt. She consistently answered our telephone calls and questions promptly with accuracy. We sincerely appreciate Nina's professionalism in the handling of our transaction. Thank you."

—Peg Vail Winters & Donald Winters

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Sconset	11/30/2006	4 Magnolia Avenue	House	\$1,950,000	\$1,850,000
Sconset	8/28/2006	36 Main Street	House	\$2,295,000	\$2,100,000
Sconset	3/1/2006	1 McGarveys Way	House	\$0	\$700,000
Sconset	1/6/2006	27 & 29 Morey Lane	House	\$6,800,000	\$6,600,000
Sconset	5/19/2006	21 New Street	House	\$0	\$1,475,000
Sconset	10/30/2006	23 New Street	House	\$2,485,000	\$2,400,000
Sconset	11/16/2006	8 North Gully Road	House	\$995,000	\$860,000
Sconset	10/13/2006	6 Nosegay Lane	House	\$3,500,000	\$3,500,000
Sconset	3/16/2006	7 Pitman Road	Land	\$0	\$4,600,000
Sconset	3/15/2006	5 Plainfield Road	House	\$3,950,000	\$3,300,000
Sconset	6/26/2006	27 Sankaty Avenue	Land	\$0	\$2,375,000
Sconset	10/30/2006	29 Sconset Ave	House	\$2,100,000	\$1,875,000
Sconset	11/30/2006	2 Seven Mile Lane	House	\$0	\$910,000
Sconset	11/1/2006	40 Shell Street	House	\$0	\$1,150,000
Sconset	10/31/2006	8 Stone Post Way	House	\$0	\$2,500,000
Sconset	10/12/2006	11 Stone Post Way	House	\$0	\$3,950,000
Shawkemo	9/26/2006	18 Rabbit Run Road	House	\$3,600,000	\$2,500,000
Shawkemo	11/3/2006	15 Top Gale Lane	House	\$16,750,000	\$15,000,000
Shimmo	7/28/2006	3 Harborview Drive	House	\$4,250,000	\$4,150,000
Shimmo	9/6/2006	4 Middle Valley Road	House	\$0	\$12,642,000
Shimmo	2/24/2006	23 Shimmo Pond Road	House	\$4,350,000	\$3,500,000
Shimmo	9/6/2006	48 Shimmo Pond Road	Land	\$0	\$8,428,000
Shimmo	6/30/2006	6 South Valley Road	House	\$0	\$10,600,000
South of Town	6/21/2006	2 Bayberry Court	Condo	\$0	\$275,000
South of Town	2/24/2006	3 Bear Street	House	\$0	\$1,700,000
South of Town	6/7/2006	16 Cherry Street	House	\$1,195,000	\$1,150,000
South of Town	3/14/2006	25 Hummock Pond Road	House	\$0	\$999,000
South of Town	12/11/2006	143 Orange Street	House	\$500,000	\$551,000
South of Town	9/6/2006	156 Orange Street	House	\$5,875,000	\$5,310,000
South of Town	6/12/2006	55 Pleasant Street	House	\$1,095,000	\$1,235,000
Squam	10/10/2006	31 Squam Road	Land	\$9,800,000	\$8,200,000
Squam	6/5/2006	60 Squam Road	House	\$6,200,000	\$5,400,000
Squam	4/18/2006	73 Squam Road	Condo	\$2,750,000	\$2,500,000
Surfside	4/21/2006	8 Anna Drive	House	\$0	\$990,000
Surfside	1/13/2006	9 Auriga Street	House	\$2,325,000	\$2,300,000
Surfside	3/6/2006	13 Boulevard	Land	\$0	\$995,000
Surfside	7/26/2006	61 Boulevard	House	\$0	\$1,395,000
Surfside	3/1/2006	8 Boynton Lane #1	Condo	\$0	\$455,000
Surfside	6/19/2006	8 Dunham Street	House	\$0	\$2,133,265
Surfside	5/3/2006	3 Eagles Wing Way	House	\$0	\$2,175,000
Surfside	12/29/2006	21 Folger Avenue	House	\$2,595,000	\$2,245,000
Surfside	5/30/2006	6 Gray Avenue	House	\$799,000	\$775,000
Surfside	9/21/2006	76 Hooper Farm Road	Land	\$605,000	\$579,000

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Surfside	1/4/2006	23 Masaquet Avenue	House	\$1,995,000	\$1,945,000
Surfside	11/16/2006	42 Monohansett Road	House	\$1,095,000	\$1,010,000
Surfside	6/2/2006	26 Naushon Way	House	\$0	\$1,250,000
Surfside	4/28/2006	11 Nobadeer	House	\$2,150,000	\$2,050,000
Surfside	4/13/2006	17 Nonantum Avenue	House	\$0	\$18,250,000
Surfside	1/27/2006	2 Pochick Avenue	House	\$2,395,000	\$2,150,000
Surfside	1/16/2006	69R Pochick Avenue	Land	\$1,495,000	\$935,000
Surfside	1/30/2006	1 Rainbows End	Land	\$1,495,000	\$1,225,000
Surfside	1/16/2006	63 Surfside Road	Commercial	\$495,000	\$450,000
Surfside	1/16/2006	65 Surfside Road	House	\$995,000	\$850,000
Surfside	12/8/2006	65 Surfside Road	House	\$0	\$1,025,000
Surfside	7/28/2006	94 Surfside Road	House	\$1,388,000	\$1,250,888
Surfside	11/8/2006	101 Surfside Road	House	\$0	\$1,600,000
Surfside	2/15/2006	139 Surfside Road	House	\$1,495,000	\$1,144,000
Surfside	7/12/2006	160 Surfside Road	Land	\$0	\$2,200,000
Surfside	2/3/2006	30 Western Avenue	House	\$5,700,000	\$5,680,000
Surfside	7/26/2006	21 Woodbine Street	Land	\$1,450,000	\$1,350,000
Surfside	7/31/2006	22 Woodbine Street	House	\$3,649,000	\$3,229,000
Surfside	1/17/2006	32 Woodbine Street	House	\$1,690,000	\$1,680,000
Tom Nevers	1/27/2006	17 Chuck Hollow Road	House	\$2,100,000	\$1,950,000
Tom Nevers	4/19/2006	14 Devon Street	House	\$1,095,000	\$1,050,000
Tom Nevers	1/12/2006	30 Devon Street	Land	\$0	\$875,000
Tom Nevers	9/1/2006	6 Hampshire Road	House	\$1,795,000	\$1,600,000
Tom Nevers	10/12/2006	7 Heath Lane	House	\$1,650,000	\$1,600,000
Tom Nevers	4/19/2006	9 Ipswich Street	House	\$0	\$1,050,000
Tom Nevers	4/28/2006	15 Lyford Road	House	\$3,875,000	\$3,575,000
Tom Nevers	1/20/2006	17 Lyons Lane	Land	\$1,100,000	\$1,075,000
Tom Nevers	1/5/2006	7 Mayhew Lane	House	\$1,995,000	\$1,900,000
Tom Nevers	6/6/2006	53 Tom Nevers Road	House	\$0	\$2,050,000
Tom Nevers	6/19/2006	19 Wanoma Way	House	\$2,400,000	\$2,300,000
Tom Nevers	5/25/2006	63 Wanoma Way	House	\$3,200,000	\$3,000,000
Tom Nevers	3/10/2006	4 Wrights Landing	House	\$0	\$2,050,000
Town	4/14/2006	7.5 Back Street	House	\$0	\$1,840,000
Town	12/28/2006	4 Candle House Lane	House	\$0	\$1,350,000
Town	7/18/2006	30 Centre Street	Time Share	\$0	\$5,000
Town	7/21/2006	30 Centre Street	Time Share	\$0	\$5,000
Town	5/26/2006	30 Centre Street	Time Share	\$0	\$14,000
Town	3/20/2006	30 Centre Street	Time Share	\$0	\$29,000
Town	12/11/2006	30C Centre Street	Time Share	\$0	\$6,500
Town	2/17/2006	34 Centre Street	Commercial	\$0	\$3,500,000
Town	1/6/2006	54 Centre Street	House	\$2,250,000	\$2,250,000
Town	9/15/2006	3 Commercial Wharf	House	\$0	\$10,150,000
Town	9/7/2006	8 Coon Street	House	\$2,600,000	\$2,550,000

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Town	8/1/2006	8 Copper Lane	House	\$2,995,000	\$2,900,000
Town	8/21/2006	1 Eagle Lane	House	\$2,495,000	\$2,390,000
Town	12/4/2006	7 Eagle Lane	House	\$865,000	\$869,000
Town	5/26/2006	5 East Dover Street	House	\$1,895,000	\$1,875,000
Town	8/21/2006	8 Fair Street	House	\$3,100,000	\$2,825,000
Town	5/2/2006	9 Fair Street	House	\$2,995,000	\$2,626,000
Town	10/31/2006	9 Fair Street	House	\$0	\$4,652,000
Town	5/23/2006	29 Fair Street	Commercial	\$0	\$2,050,000
Town	7/31/2006	46 Fair Street	House	\$1,230,000	\$945,000
Town	11/3/2006	3 Fayette Street	House	\$875,000	\$770,000
Town	6/28/2006	6 Fayette Street	House	\$1,545,000	\$1,385,000
Town	1/6/2006	20 Federal Street	Commercial	\$3,700,000	\$3,120,000
Town	12/15/2006	20 Federal Street	Commercial	\$0	\$3,390,000
Town	4/12/2006	4 Flora Street	House	\$2,100,000	\$2,105,000
Town	10/24/2006	4.5 Gay Street	House	\$1,495,000	\$1,450,000
Town	11/1/2006	7B Grove Lane	House	\$1,575,000	\$1,500,000
Town	9/28/2006	4 Harbor View Way	House	\$5,200,000	\$5,000,000
Town	2/14/2006	25 Hussey Street	House	\$0	\$1,551,000
Town	4/5/2006	18 India Street	House	\$2,695,000	\$2,650,000
Town	3/16/2006	5B Jefferson Lane	Condo	\$0	\$424,000
Town	5/2/2006	1 Judith Chase Lane	House	\$1,300,000	\$1,095,850
Town	6/29/2006	24 Liberty Street	House	\$0	\$3,500,000
Town	7/7/2006	28 Liberty Street	House	\$0	\$2,995,000
Town	1/24/2006	51 Main Street	Commercial	\$5,500,000	\$5,250,000
Town	2/16/2006	58 Main Street	Land	\$0	\$1,250,000
Town	7/27/2006	144 Main Street	House	\$1,775,000	\$1,630,000
Town	1/13/2006	58E Main Street	Land	\$0	\$1,250,000
Town	4/10/2006	130B Main Street	Condo	\$1,095,000	\$1,025,000
Town	7/25/2006	16 Mill Street	House	\$1,700,000	\$1,700,000
Town	8/25/2006	12 New Street	House	\$1,495,000	\$1,355,000
Town	11/16/2006	72 North Liberty Street	Land	\$0	\$1,800,000
Town	1/12/2006	13 North Water Street	House	\$0	\$3,000,000
Town	1/27/2006	16 Orange Street	House	\$4,595,000	\$4,380,000
Town	11/14/2006	55 Orange Street	House	\$1,750,000	\$1,525,000
Town	8/31/2006	67 Orange Street	House	\$1,495,000	\$1,443,500
Town	7/31/2006	80 Orange Street	House	\$3,595,000	\$3,375,000
Town	4/21/2006	96 Orange Street	House	\$0	\$1,000,000
Town	7/14/2006	96 Orange Street #1	Condo	\$1,490,000	\$1,430,000
Town	11/9/2006	96 Orange Street #2	Condo	\$1,150,000	\$1,027,500
Town	4/7/2006	96 Orange Street #2	Condo	\$925,000	\$900,000
Town	4/14/2006	96 Orange Street #3	Condo	\$1,490,000	\$1,435,000
Town	9/16/2006	25C Pine Street	House	\$2,695,000	\$2,550,000
Town	10/6/2006	49 Pine Street	House	\$1,395,000	\$850,000
Town	12/29/2006	12 Pleasant Street	House	\$2,575,000	\$2,385,000

<i>Area</i>	<i>Date Sold</i>	<i>Address</i>	<i>Type of Property</i>	<i>List</i>	<i>Sale</i>
Town	6/27/2006	38 Pleasant Street	House	\$0	\$2,975,000
Town	3/20/2006	58 Pleasant Street	House	\$0	\$1,010,000
Town	11/13/2006	78 Pleasant Street	House	\$1,869,000	\$1,815,000
Town	12/13/2006	3 Spring Street	House	\$1,250,000	\$1,120,000
Town	4/14/2006	3 Step Lane	Commercial	\$4,500,000	\$3,040,000
Town	5/30/2006	5 Step Lane	House	\$2,200,000	\$2,100,000
Town	3/10/2006	23B Union Street	House	\$0	\$1,900,000
Town	3/21/2006	23A Union Street	House	\$2,150,000	\$2,025,000
Town	8/2/2006	57 Union Street	House	\$1,375,000	\$1,250,000
Town	4/18/2006	76 Union Street	House	\$1,195,000	\$980,000
Town	4/28/2006	86 Union Street	House	\$0	\$1,375,000
Town	6/19/2006	3 Warren Street	House	\$1,395,000	\$1,396,000
Town	8/4/2006	14 Warren Street #3	Condo	\$1,095,000	\$1,073,100
Town	12/7/2006	16 Warren Street	Condo	\$1,795,000	\$1,650,000
Town	9/18/2006	25C Washington Street	House	\$1,729,000	\$1,720,000
Town	6/19/2006	89 Washington Street #1	Condo	\$375,000	\$330,000
Town	7/11/2006	89 Washington Street #2	Condo	\$395,000	\$340,000
Town	5/18/2006	19A West Chester Street	Condo	\$1,595,000	\$1,395,000
Town	3/20/2006	28 West Chester Street	House	\$0	\$3,000,000
Town	9/7/2006	40 West Chester Street	House	\$0	\$1,100,000
Town	2/3/2006	62 West Chester Street	House	\$0	\$1,600,000
Town	2/3/2006	71 West Chester Street	House	\$1,695,000	\$1,550,000
Tuckernuck	3/14/2006	Tuckernuck	Land	\$0	\$2,333,000
Wauwinet	3/17/2006	17 Margarets Way	House	\$0	\$4,750,000
Wauwinet	7/6/2006	10 Wauwinet Road	House	\$18,500,000	\$15,500,000
Wauwinet	3/30/2006	49 Wauwinet Road	House	\$2,575,000	\$2,255,000
Wauwinet	3/24/2006	125 Wauwinet Road	House	\$0	\$2,625,000
West of Town	10/4/2006	7 Hedgebury Lane	Land	\$0	\$1,060,000
West of Town	10/4/2006	8A Hedgebury Lane	Land	\$0	\$1,060,000
West of Town	9/26/2006	6 Hussy Farm Road	House	\$0	\$1,800,000
West of Town	7/11/2006	13 New Lane	Land	\$1,200,000	\$1,190,000
West of Town	2/27/2006	20 New Lane	House	\$2,650,000	\$2,287,500
West of Town	1/12/2006	11 Polliwog Pond Road	House	\$0	\$800,000
West of Town	1/6/2006	10 Prospect Street	House	\$1,295,000	\$1,150,000
West of Town	6/29/2006	56 Prospect Street	House	\$1,995,000	\$1,900,000
West of Town	9/18/2006	13 Quaker Road	House	\$1,795,000	\$1,695,000
West of Town	5/5/2006	4 Saratoga Lane	House	\$1,250,000	\$1,262,000
West of Town	4/7/2006	33 Vesper Lane	House	\$1,500,000	\$1,250,000
West of Town	6/28/2006	40 Vestal Street	House	\$0	\$1,685,000
West of Town	4/4/2006	48 Vestal Street	Land	\$985,000	\$985,000
West of Town	7/19/2006	58 Vestal Street	House	\$0	\$1,060,000
West of Town	5/2/2006	91 Vestal Street	House	\$0	\$1,050,000

The Windwalker Team

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Beth Maier
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Nash Strudwick
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Judy Waters
Roberta White
Greg Keltz
(not pictured)



Responding to the needs of sophisticated buyers and sellers

Photography: Terry Pommert
Sources: Nantucket Comparable Sales (Denby Real Estate, Inc.), U.S. Census
Bureau and Bureau of Labor Statistics, *American Demographics*



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