

LINK

MARTHA'S VINEYARD
**ANNUAL SALES
SUMMARY**
2019



Definitions

Sales:	Number of Sales
% + -:	Percentage Change
% Tot:	Percentage of Total Sales
Avg Sell:	Average Selling Price
Median Sell:	Median Selling Price
% of AV:	Average Selling Price as a Percentage of Assessed Value
DTS:	Days to Sale. Calculated from Date Listed to Date Closed
Inventory:	Number of listings available for sale. Includes all property designations and excludes property status of P&S.

Methodology

Sold Data: Link includes all "Arms-Length" transactions including Non-Broker transactions.

Property Designations include:

- Single Family
- Multi Family
- Condo
- Commercial
- Land

Land Sales include Deeded Beach Lot transfers

Information is Deemed Reliable but not guaranteed.



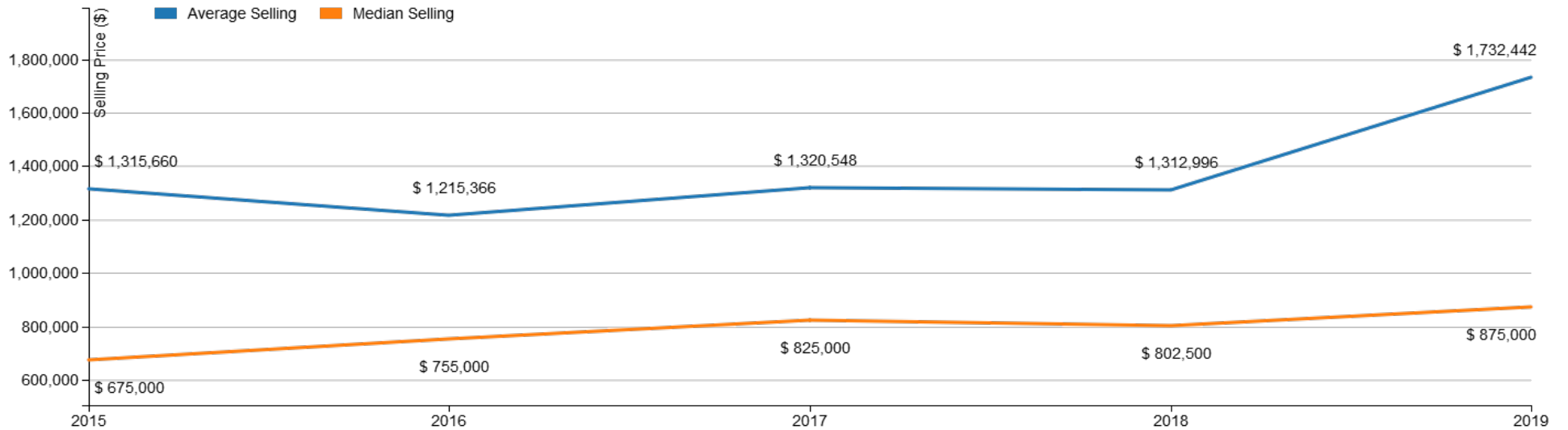
Island-Wide

Summary: Single/Multi-Family Sales

2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	434	-	\$1,315,660	-	\$675,000	-	125%	-	\$570,996,289	-	285
2016	429	-1%	\$1,215,366	-8%	\$755,000	12%	132%	6%	\$521,391,870	-9%	267
2017	438	2%	\$1,320,548	9%	\$825,000	9%	130%	-2%	\$578,400,219	11%	250
2018	424	-3%	\$1,312,996	-1%	\$802,500	-3%	132%	2%	\$556,710,191	-4%	206
2019	387	-9%	\$1,732,442	32%	\$875,000	9%	127%	-4%	\$670,455,163	20%	248

Average / Median Selling Price

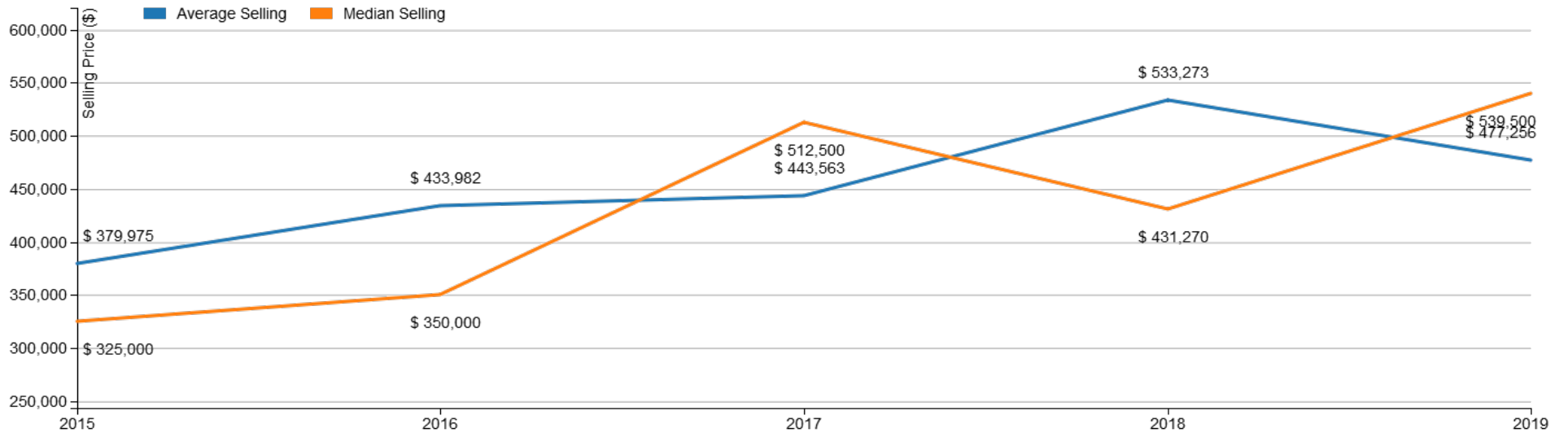




Island-Wide
Summary: Condo Sales
2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2015	28	-	\$379,975	-	\$325,000	-	\$376	-	\$307	-	\$10,639,300	-	235
2016	28	0%	\$433,982	14%	\$350,000	8%	\$454	21%	\$385	25%	\$12,151,500	14%	183
2017	26	-7%	\$443,563	2%	\$512,500	46%	\$505	11%	\$468	21%	\$11,532,650	-5%	291
2018	30	15%	\$533,273	20%	\$431,270	-16%	\$510	1%	\$451	-4%	\$15,998,189	39%	180
2019	38	27%	\$477,256	-11%	\$539,500	25%	\$576	13%	\$546	21%	\$18,135,726	13%	220

Average / Median Selling Price



LINK

Island-Wide Summary: Land Sales 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	97	-	\$790,699	-	\$430,000	-	251%	-	\$76,697,780	-	456
2016	112	15%	\$569,245	-28%	\$350,000	-19%	132%	-47%	\$63,755,400	-17%	497
2017	102	-9%	\$632,040	11%	\$343,500	-2%	156%	18%	\$64,468,046	1%	325
2018	96	-6%	\$727,551	15%	\$436,000	27%	144%	-8%	\$69,844,926	8%	282
2019	71	-26%	\$695,790	-4%	\$429,980	-1%	120%	-16%	\$49,401,109	-29%	299

Average / Median Selling Price





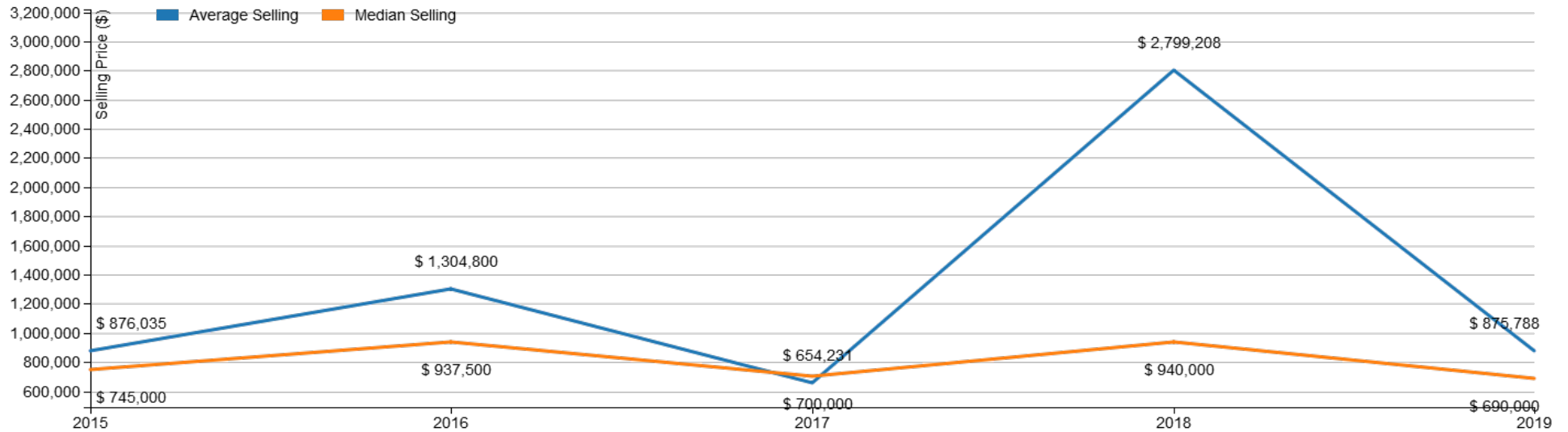
Island-Wide

Summary: Commercial Sales

2019

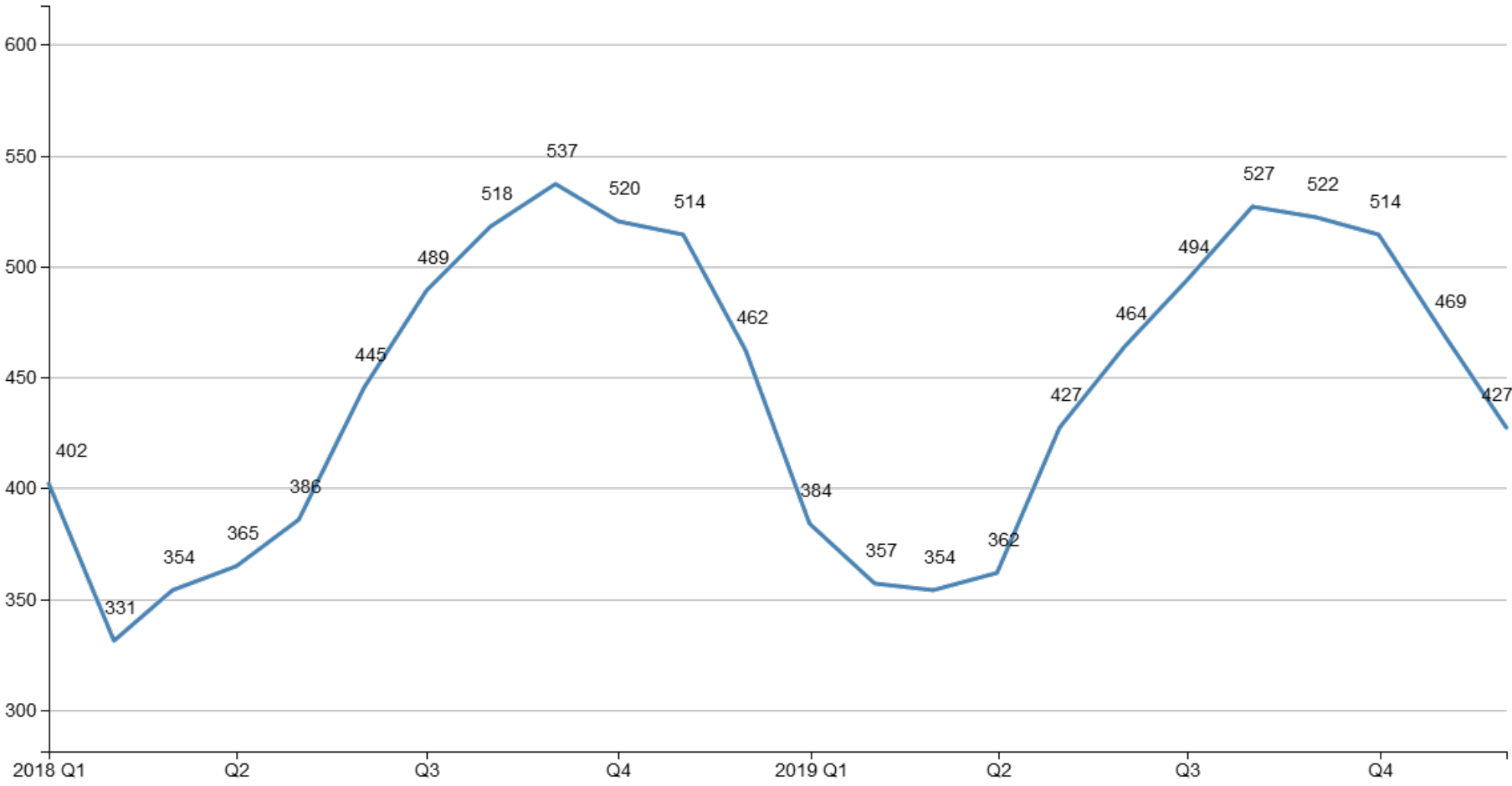
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	17	-	\$876,035	-	\$745,000	-	126%	-	\$14,892,600	-	480
2016	20	18%	\$1,304,800	49%	\$937,500	26%	121%	-4%	\$26,096,000	75%	324
2017	13	-35%	\$654,231	-50%	\$700,000	-25%	121%	0%	\$8,505,000	-67%	396
2018	23	77%	\$2,799,208	328%	\$940,000	34%	129%	7%	\$64,381,787	657%	312
2019	13	-43%	\$875,788	-69%	\$690,000	-27%	156%	22%	\$11,385,250	-82%	338

Average / Median Selling Price





Island-Wide
Inventory
2019

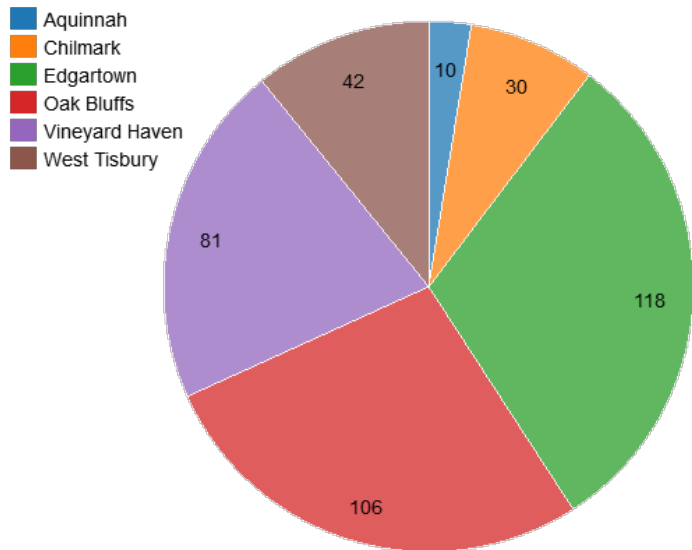


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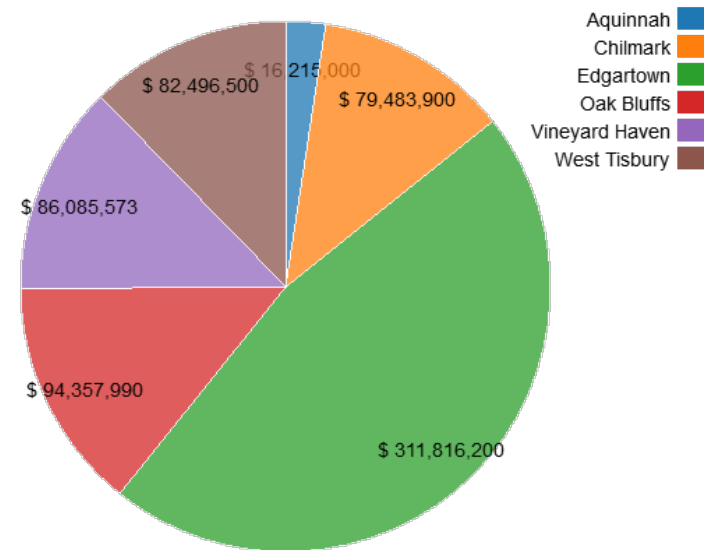
Sales Summary by Town Single/Multi-Family 2019

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	10	25%	\$1,621,500	2%	\$1,607,500	21%	103%	-11%	\$16,215,000	27%	411
Chilmark	30	15%	\$2,649,463	13%	\$1,457,500	-6%	128%	6%	\$79,483,900	31%	319
Edgartown	118	-21%	\$2,642,510	48%	\$1,317,500	40%	134%	-2%	\$311,816,200	17%	240
Oak Bluffs	106	-12%	\$890,170	13%	\$692,500	9%	131%	-1%	\$94,357,990	-1%	206
Vineyard Haven	81	7%	\$1,062,785	9%	\$759,900	5%	123%	-9%	\$86,085,573	17%	260
West Tisbury	42	-5%	\$1,964,202	81%	\$888,750	-6%	111%	-11%	\$82,496,500	73%	256

Number of Sales by Town



Total Dollar Volume by Town

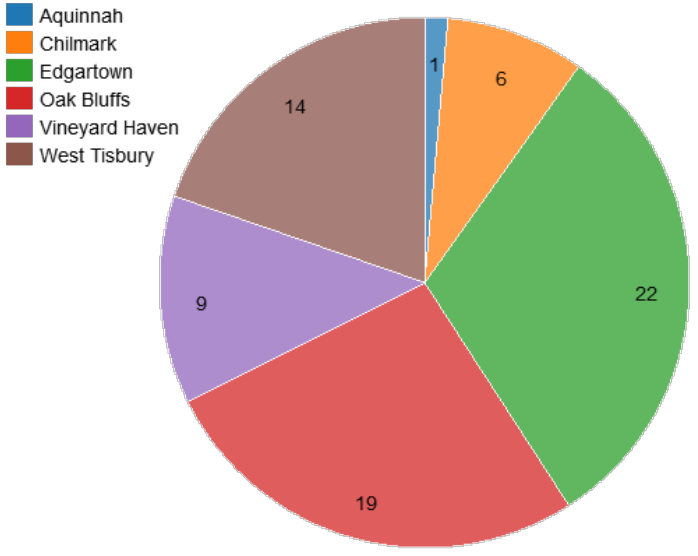




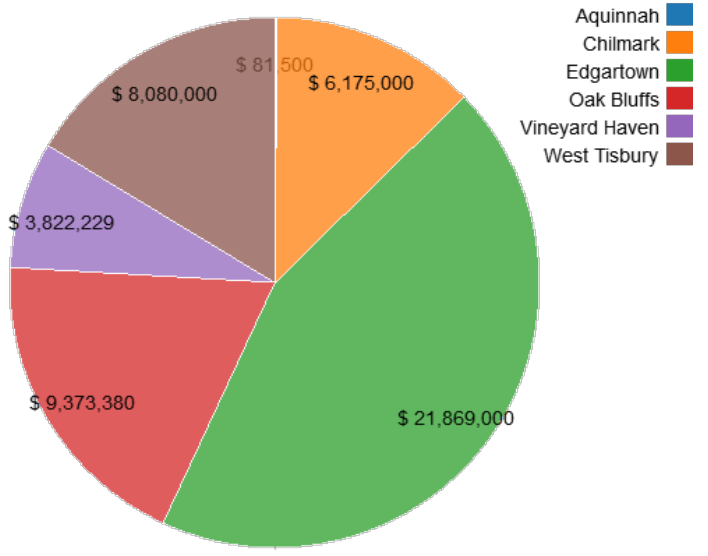
Sales Summary by Town
Land
2019

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	1	-75%	\$81,500	-85%	\$81,500	-87%	13%	-84%	\$81,500	-96%	122
Chilmark	6	-63%	\$1,029,167	56%	\$637,500	54%	113%	-30%	\$6,175,000	-41%	393
Edgartown	22	-21%	\$994,045	-4%	\$445,000	-27%	131%	-23%	\$21,869,000	-25%	410
Oak Bluffs	19	-17%	\$493,336	14%	\$525,000	50%	117%	-9%	\$9,373,380	-6%	292
Vineyard Haven	9	-25%	\$424,692	20%	\$315,000	0%	126%	7%	\$3,822,229	-10%	154
West Tisbury	14	8%	\$577,143	-45%	\$500,000	7%	117%	-15%	\$8,080,000	-41%	219

Number of Sales by Town



Total Dollar Volume by Town



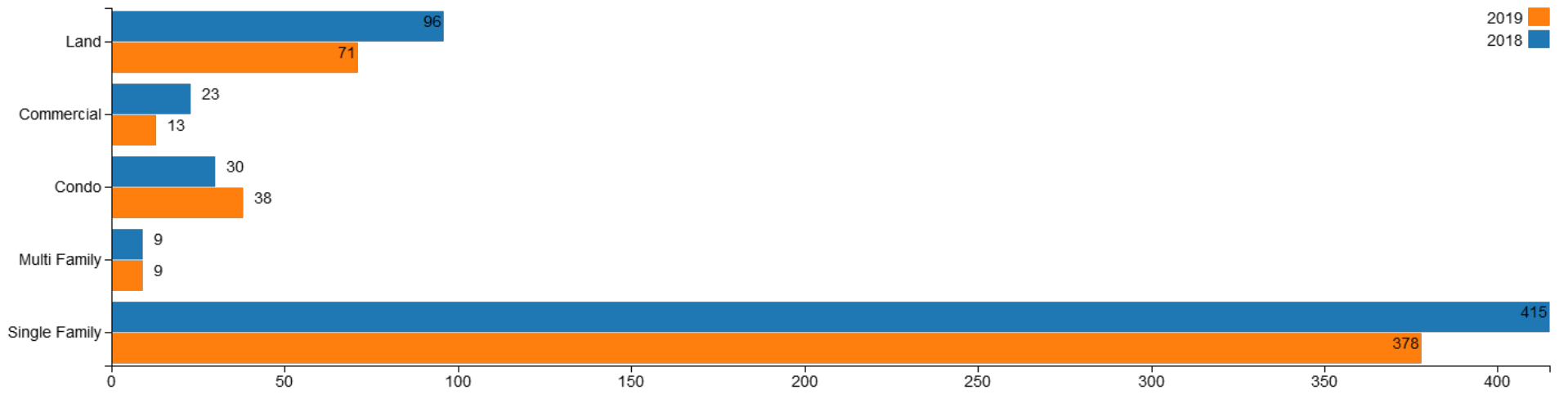


Island-Wide

Quarterly Comparison: Total Number of Sales

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	62	-33%	109	-4%	110	3%	144	2%	425	-6%
- Single Family	54	-37%	95	-8%	99	4%	130	-1%	378	-9%
- Multi Family	1	-67%	4	33%	3	200%	1	-50%	9	0%
- Condo	7	75%	10	43%	8	-27%	13	63%	38	27%
Commercial	3	-50%	2	-75%	1	-86%	7	250%	13	-43%
Land	18	-10%	18	-42%	22	22%	13	-52%	71	-26%
Total	83	-30%	129	-15%	133	1%	164	-4%	509	-11%



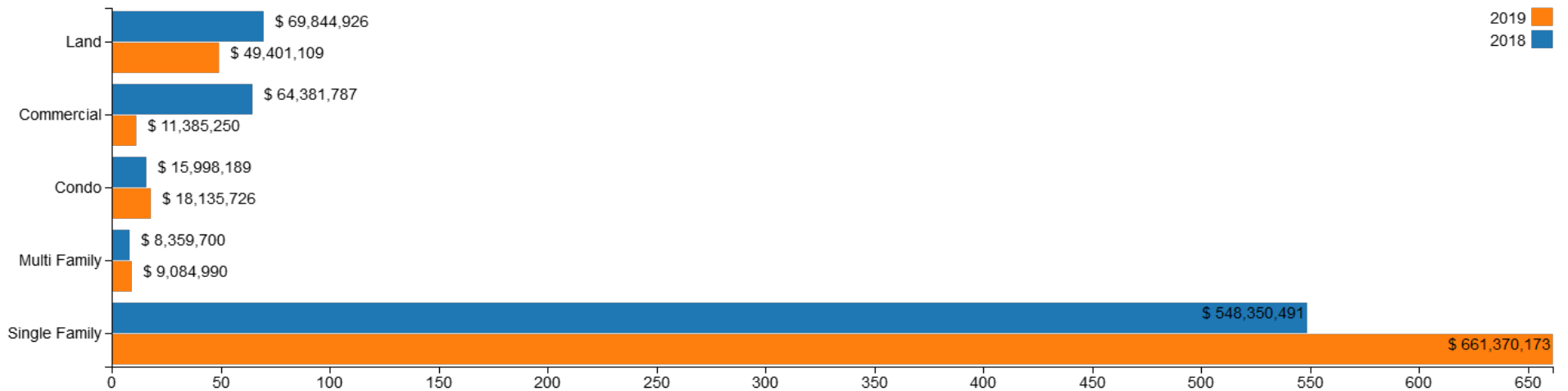


Island-Wide

Quarterly Comparison: Total Dollar Volume

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$117,757,726	18%	\$138,056,423	2%	\$145,135,840	1%	\$287,640,900	49%	\$688,590,889	20%
- Single Family	\$114,256,000	19%	\$127,070,423	-1%	\$139,099,550	1%	\$280,944,200	51%	\$661,370,173	21%
- Multi Family	\$1,200,000	-36%	\$5,575,000	87%	\$1,830,790	249%	\$479,200	-84%	\$9,084,990	9%
- Condo	\$2,301,726	-3%	\$5,411,000	56%	\$4,205,500	-25%	\$6,217,500	38%	\$18,135,726	13%
Commercial	\$1,575,000	-96%	\$1,853,750	-89%	\$245,000	-98%	\$7,711,500	519%	\$11,385,250	-82%
Land	\$22,113,500	-10%	\$8,121,880	-58%	\$11,632,229	44%	\$7,533,500	-58%	\$49,401,109	-29%
Total	\$141,446,226	-12%	\$148,032,053	-14%	\$157,013,069	-4%	\$302,885,900	43%	\$749,377,248	6%



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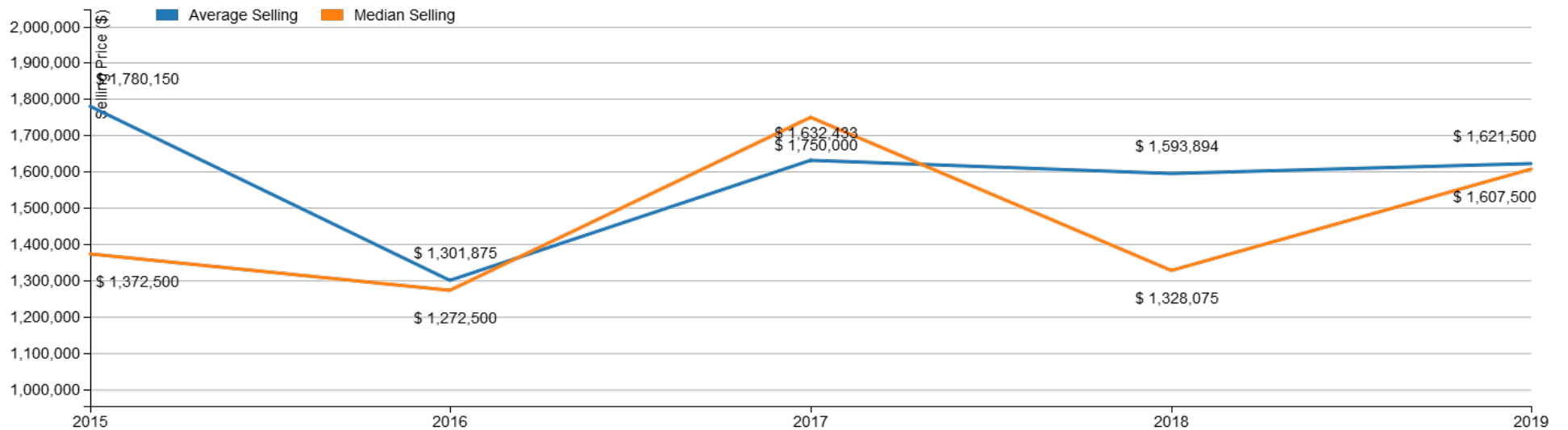
Aquinnah

Summary: Single/Multi-Family Sales

2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	10	-	\$1,780,150	-	\$1,372,500	-	90%	-	\$17,801,500	-	381
2016	8	-20%	\$1,301,875	-27%	\$1,272,500	-7%	113%	26%	\$10,415,000	-41%	375
2017	9	13%	\$1,632,433	25%	\$1,750,000	38%	116%	3%	\$14,691,900	41%	580
2018	8	-11%	\$1,593,894	-2%	\$1,328,075	-24%	116%	0%	\$12,751,150	-13%	301
2019	10	25%	\$1,621,500	2%	\$1,607,500	21%	103%	-11%	\$16,215,000	27%	411

Average / Median Selling Price

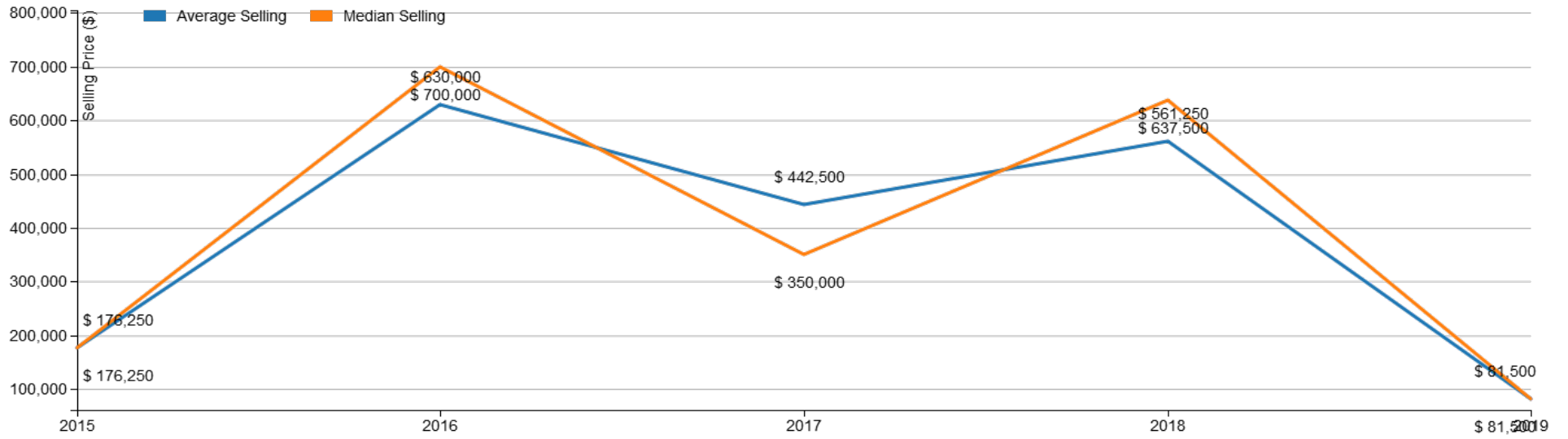


LINK

Aquinnah Summary: Land Sales 2019

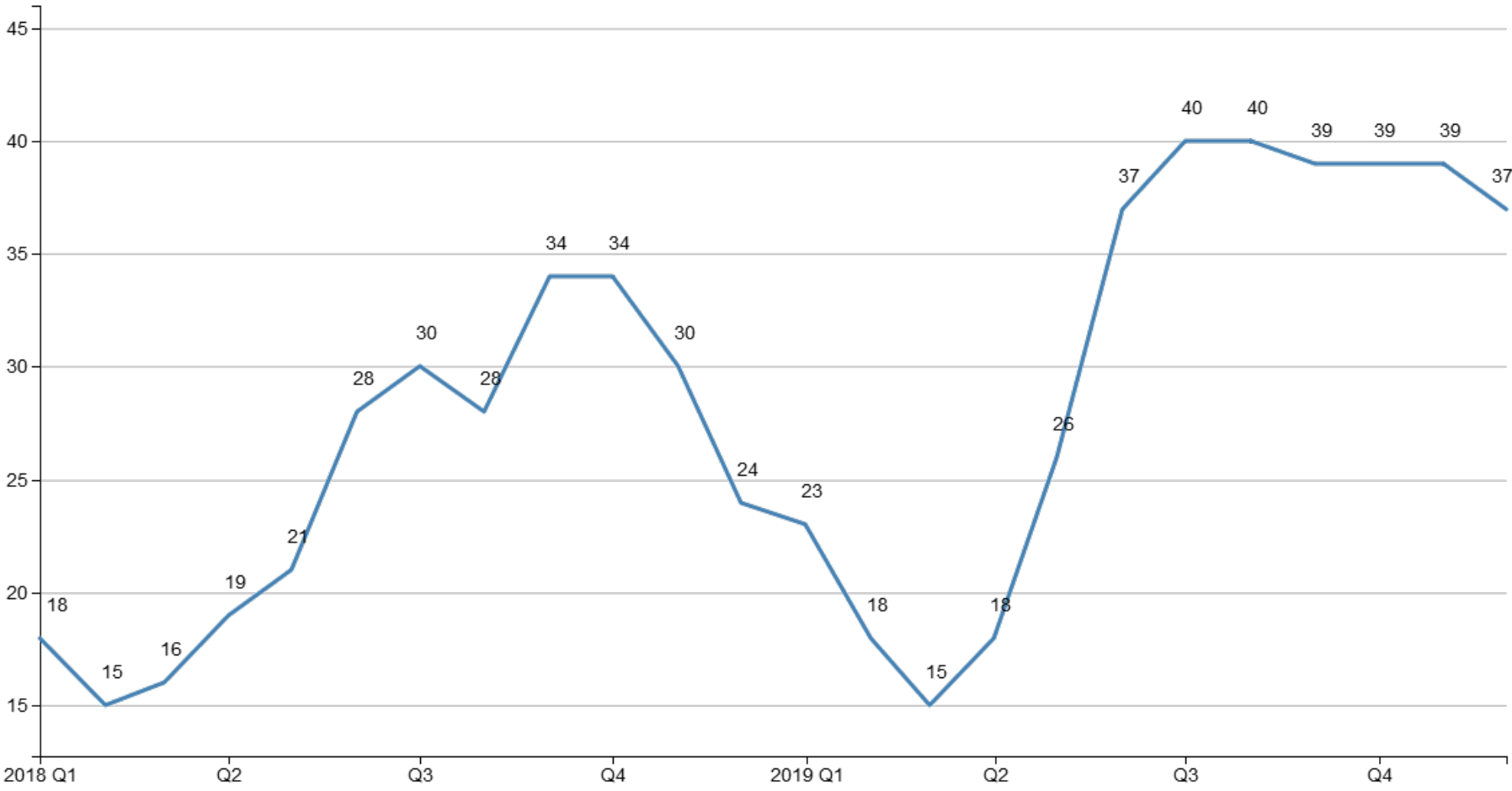
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	2	-	\$176,250	-	\$176,250	-	65%	-	\$352,500	-	40
2016	3	50%	\$630,000	257%	\$700,000	297%	103%	60%	\$1,890,000	436%	857
2017	5	67%	\$442,500	-30%	\$350,000	-50%	120%	16%	\$2,212,500	17%	212
2018	4	-20%	\$561,250	27%	\$637,500	82%	82%	-32%	\$2,245,000	1%	415
2019	1	-75%	\$81,500	-85%	\$81,500	-87%	13%	-84%	\$81,500	-96%	122

Average / Median Selling Price





Aquinnah
Inventory
2019



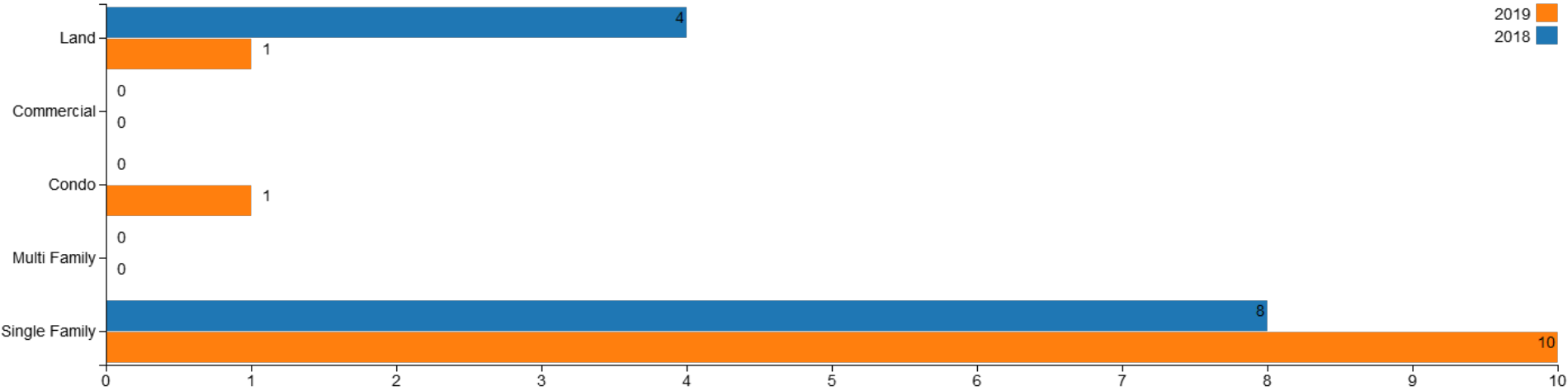


Aquinnah

Quarterly Comparison: Total Number of Sales

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% +/-	Sales	% +/-	Sales	% +/-	Sales	% +/-	Sales	% +/-
Residential	2	-	3	-	3	-25%	3	-25%	11	38%
- Single Family	2	-	3	-	2	-50%	3	-25%	10	25%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	1	-	0	-	1	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	0	-	0	-	1	-50%	0	-	1	-75%
Total	2	100%	3	200%	4	-33%	3	-25%	12	0%



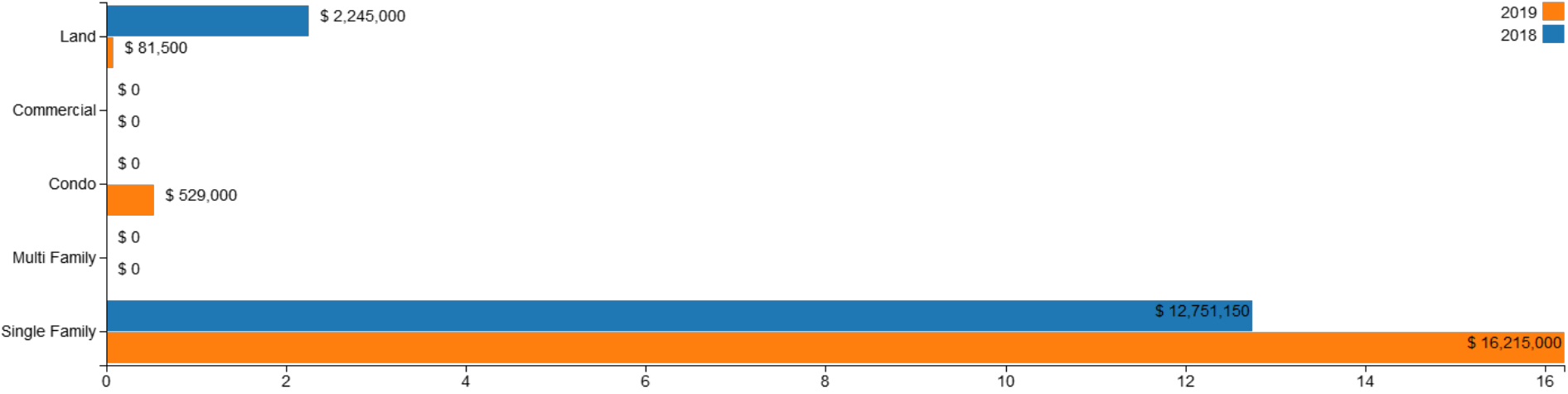


Aquinnah

Quarterly Comparison: Total Dollar Volume

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$2,725,000	-	\$5,705,000	-	\$3,589,000	-43%	\$4,725,000	-27%	\$16,744,000	31%
- Single Family	\$2,725,000	-	\$5,705,000	-	\$3,060,000	-52%	\$4,725,000	-27%	\$16,215,000	27%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	\$529,000	-	-	-	\$529,000	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	-	-	-	-	\$81,500	-94%	-	-	\$81,500	-96%
Total	\$2,725,000	1,919%	\$5,705,000	583%	\$3,670,500	-52%	\$4,725,000	-27%	\$16,825,500	12%





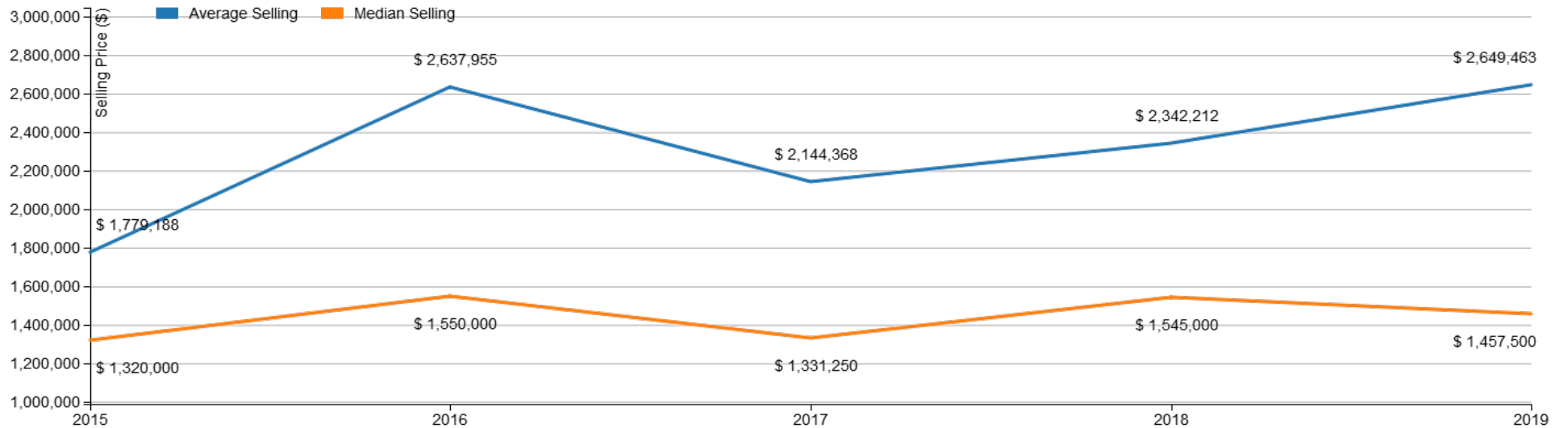
Chilmark

Summary: Single/Multi-Family Sales

2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	29	-	\$1,779,188	-	\$1,320,000	-	107%	-	\$51,596,456	-	487
2016	39	34%	\$2,637,955	48%	\$1,550,000	17%	207%	94%	\$102,880,229	99%	309
2017	38	-3%	\$2,144,368	-19%	\$1,331,250	-14%	114%	-45%	\$81,486,000	-21%	397
2018	26	-32%	\$2,342,212	9%	\$1,545,000	16%	121%	6%	\$60,897,500	-25%	220
2019	30	15%	\$2,649,463	13%	\$1,457,500	-6%	128%	6%	\$79,483,900	31%	319

Average / Median Selling Price





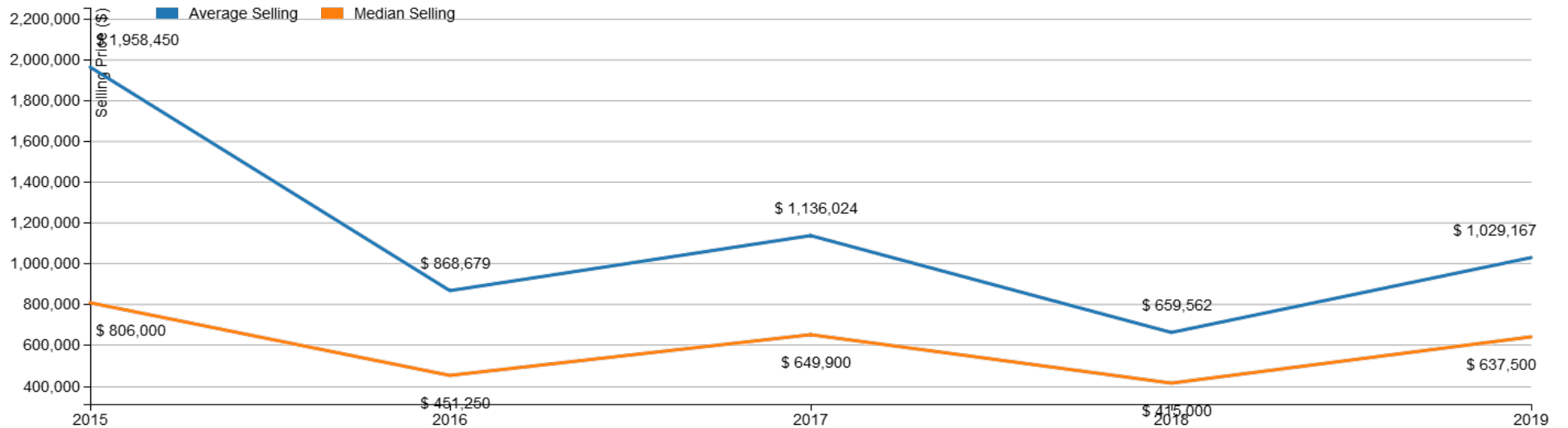
Chilmark

Summary: Land Sales

2019

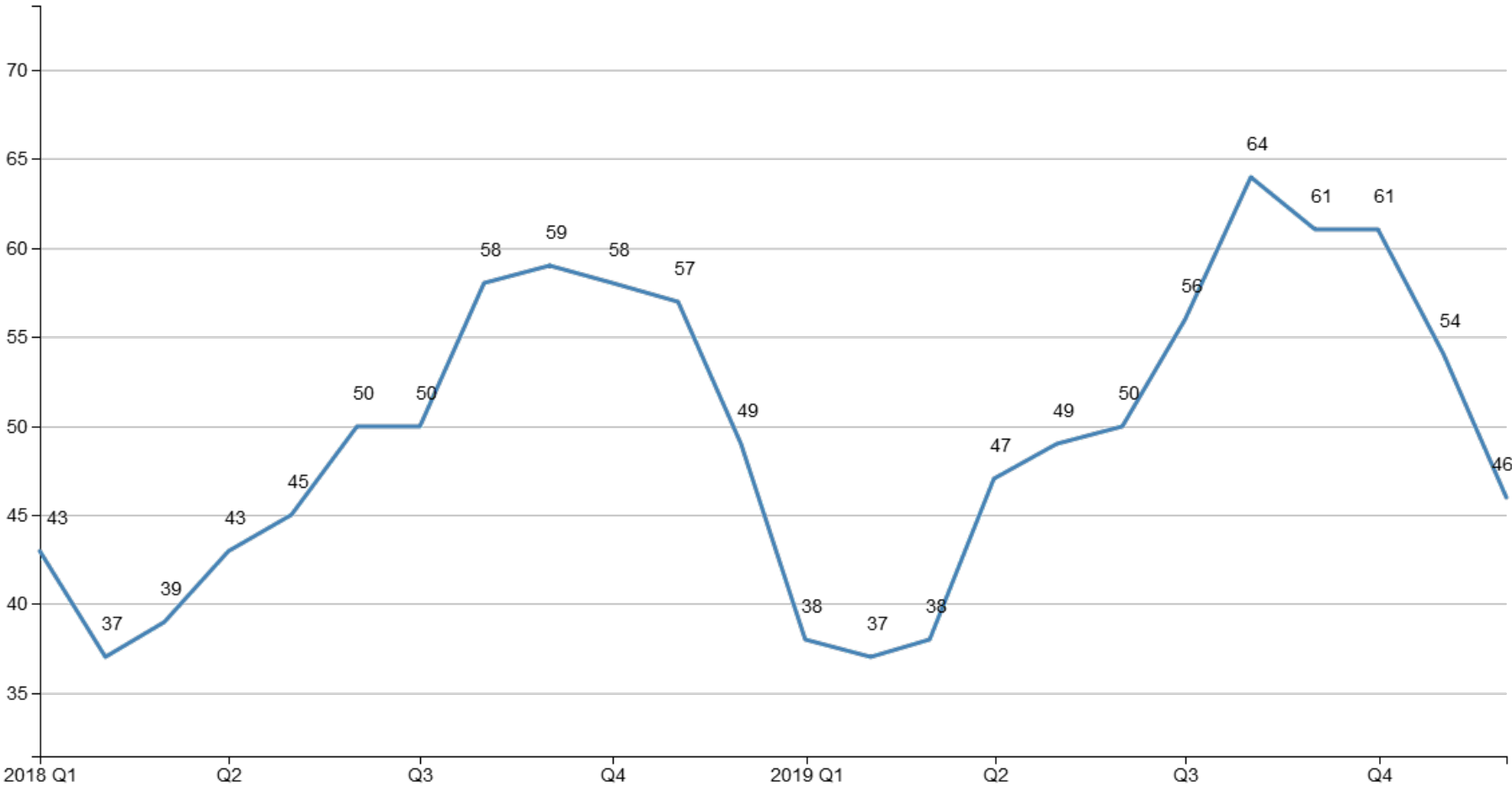
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	10	-	\$1,958,450	-	\$806,000	-	1,004%	-	\$19,584,500	-	304
2016	14	40%	\$868,679	-56%	\$451,250	-44%	116%	-88%	\$12,161,500	-38%	535
2017	17	21%	\$1,136,024	31%	\$649,900	44%	105%	-9%	\$19,312,400	59%	343
2018	16	-6%	\$659,563	-42%	\$415,000	-36%	162%	54%	\$10,553,000	-45%	362
2019	6	-63%	\$1,029,167	56%	\$637,500	54%	113%	-30%	\$6,175,000	-41%	393

Average / Median Selling Price





Chilmark
Inventory
2019



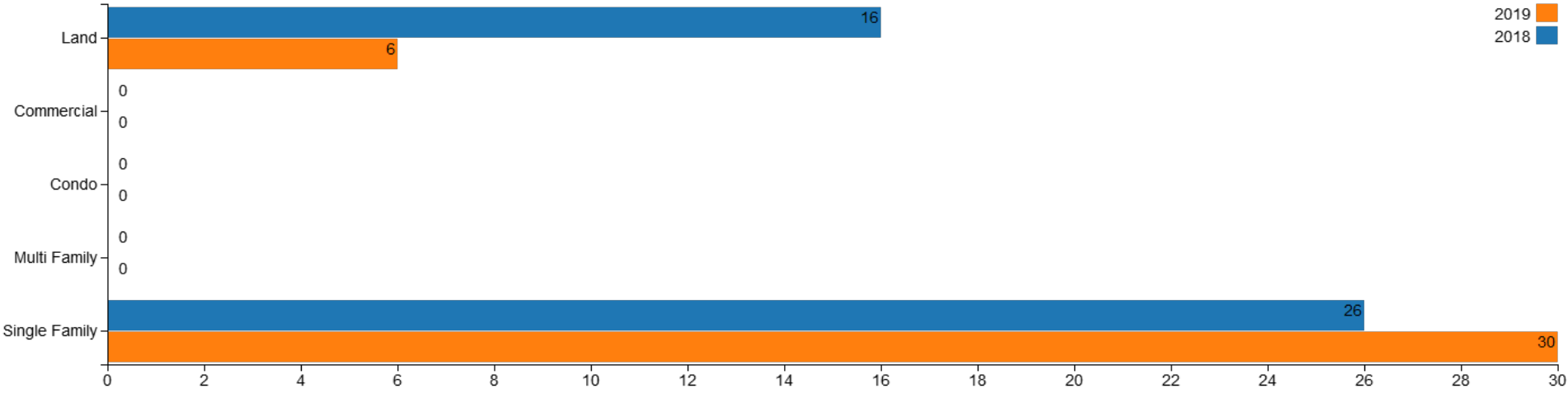


Chilmark

Quarterly Comparison: Total Number of Sales

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	5	-38%	4	0%	7	17%	14	75%	30	15%
- Single Family	5	-38%	4	0%	7	17%	14	75%	30	15%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	3	-25%	0	-	2	-50%	1	0%	6	-63%
Total	8	-33%	4	-64%	9	-10%	15	67%	36	-14%



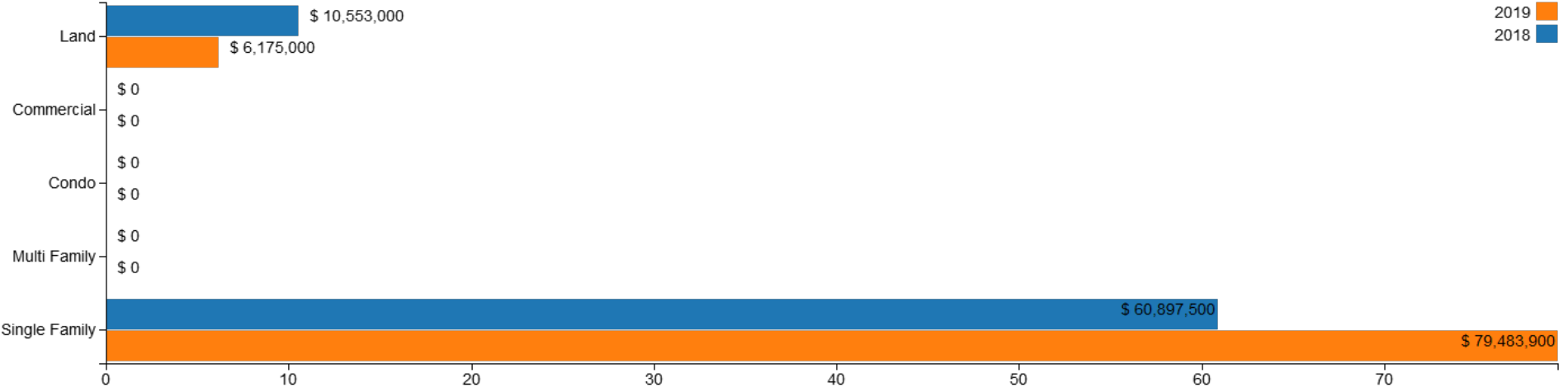


Chilmark

Quarterly Comparison: Total Dollar Volume

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$6,615,000	-45%	\$19,343,500	-3%	\$7,082,500	-16%	\$46,442,900	127%	\$79,483,900	31%
- Single Family	\$6,615,000	-45%	\$19,343,500	-3%	\$7,082,500	-16%	\$46,442,900	127%	\$79,483,900	31%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$4,170,000	70%	-	-	\$1,180,000	-2%	\$825,000	59%	\$6,175,000	-41%
Total	\$10,785,000	-25%	\$19,343,500	-27%	\$8,262,500	-14%	\$47,267,900	125%	\$85,658,900	20%



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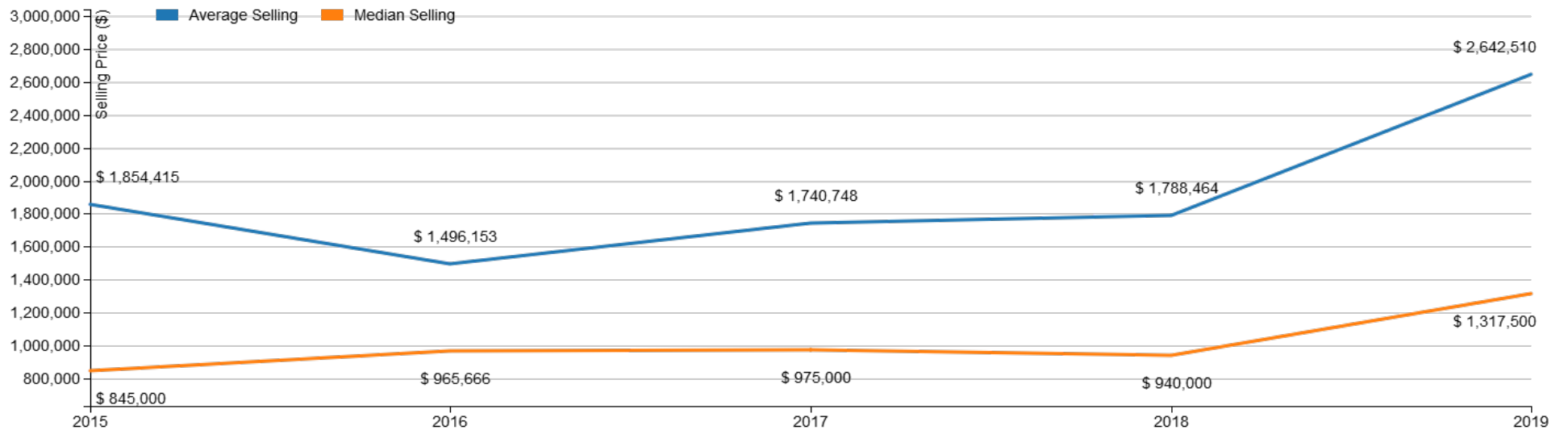
Edgartown

Summary: Single/Multi-Family Sales

2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	166	-	\$1,854,415	-	\$845,000	-	132%	-	\$307,832,811	-	271
2016	130	-22%	\$1,496,153	-19%	\$965,667	14%	136%	3%	\$194,499,858	-37%	267
2017	143	10%	\$1,740,748	16%	\$975,000	1%	138%	2%	\$248,926,987	28%	211
2018	149	4%	\$1,788,464	3%	\$940,000	-4%	137%	-1%	\$266,481,208	7%	204
2019	118	-21%	\$2,642,510	48%	\$1,317,500	40%	134%	-2%	\$311,816,200	17%	240

Average / Median Selling Price





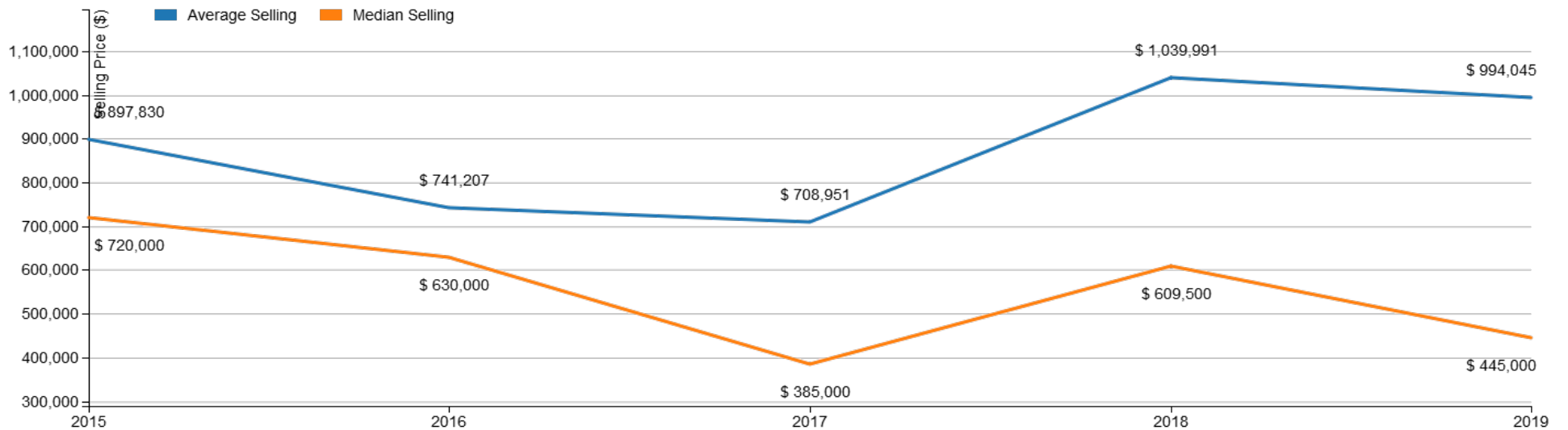
Edgartown

Summary: Land Sales

2019

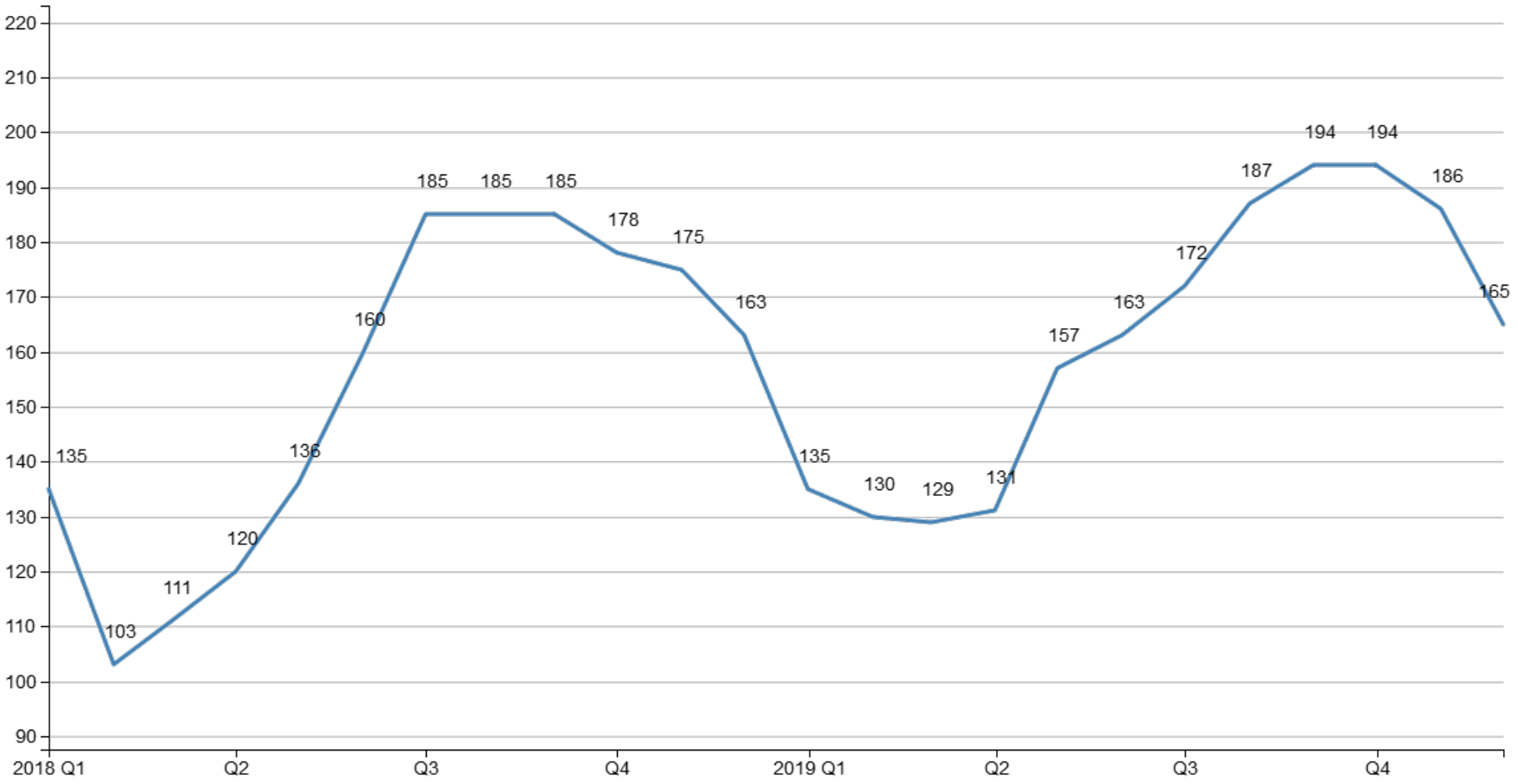
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	41	-	\$897,830	-	\$720,000	-	174%	-	\$36,811,030	-	450
2016	29	-29%	\$741,207	-17%	\$630,000	-13%	187%	7%	\$21,495,000	-42%	288
2017	29	0%	\$708,951	-4%	\$385,000	-39%	213%	14%	\$20,559,567	-4%	368
2018	28	-3%	\$1,039,991	47%	\$609,500	58%	170%	-20%	\$29,119,738	42%	232
2019	22	-21%	\$994,045	-4%	\$445,000	-27%	131%	-23%	\$21,869,000	-25%	410

Average / Median Selling Price





Edgartown
Inventory
2019

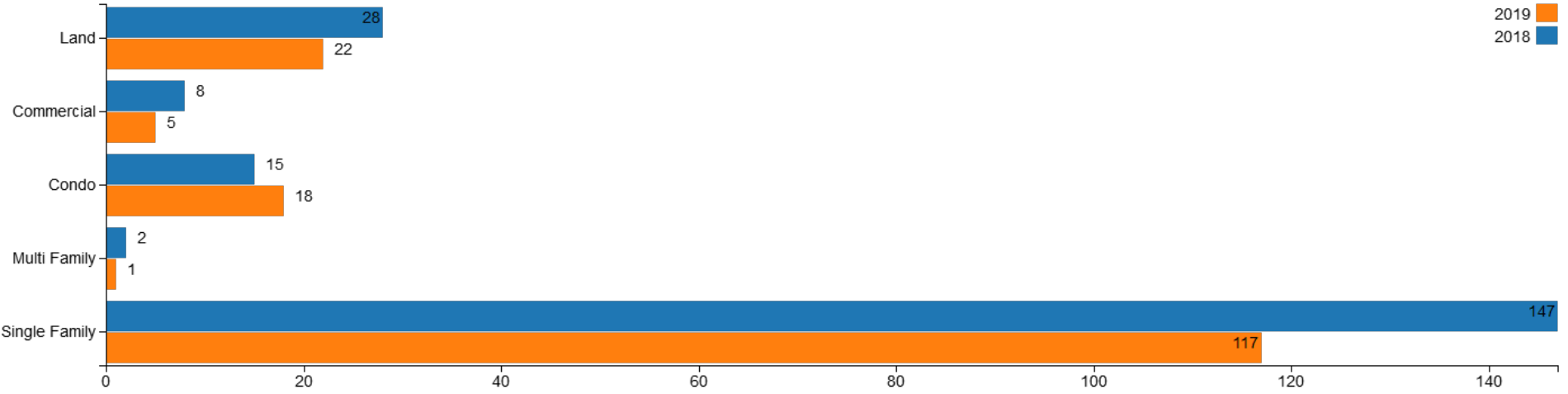




Edgartown

Quarterly Comparison: Total Number of Sales
2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	14	-52%	33	-8%	36	-12%	53	-9%	136	-17%
- Single Family	13	-50%	27	-23%	31	-9%	46	-12%	117	-20%
- Multi Family	0	-	1	-	0	-	0	-	1	-50%
- Condo	1	-67%	5	400%	5	-29%	7	75%	18	20%
Commercial	2	-50%	1	-50%	0	-	2	100%	5	-38%
Land	5	0%	7	-30%	8	100%	2	-78%	22	-21%
Total	21	-45%	41	-15%	44	-4%	57	-16%	163	-19%



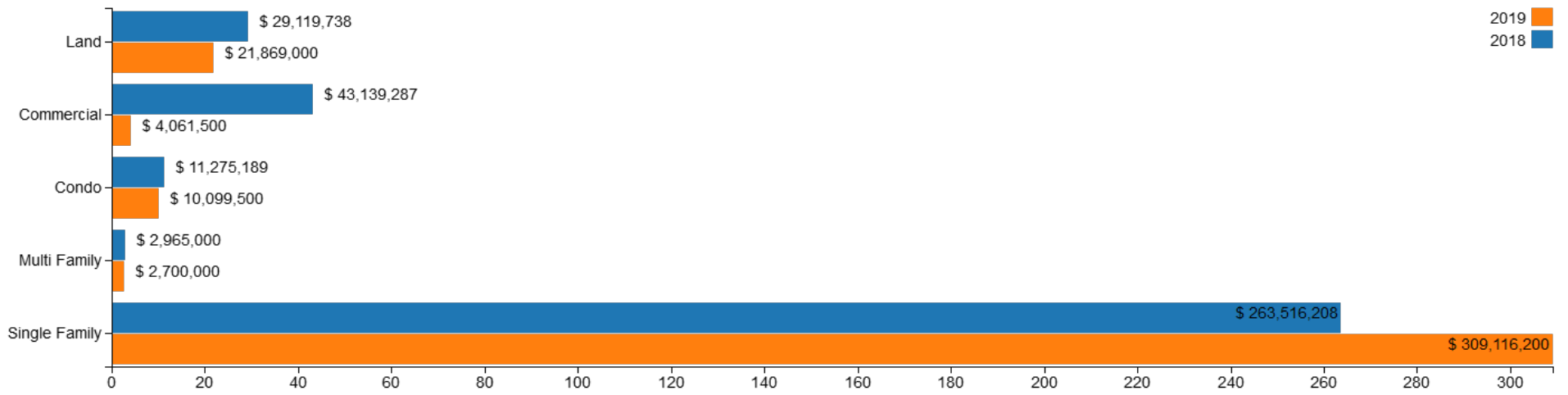


Edgartown

Quarterly Comparison: Total Dollar Volume

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$41,144,500	-7%	\$57,483,700	-5%	\$66,880,000	-11%	\$156,407,500	60%	\$321,915,700	16%
- Single Family	\$40,344,500	-4%	\$51,378,700	-12%	\$64,456,000	-9%	\$152,937,000	66%	\$309,116,200	17%
- Multi Family	-	-	\$2,700,000	-	-	-	-	-	\$2,700,000	-9%
- Condo	\$800,000	-59%	\$3,405,000	36%	\$2,424,000	-44%	\$3,470,500	39%	\$10,099,500	-10%
Commercial	\$1,160,000	-97%	\$1,625,000	-81%	-	-	\$1,276,500	115%	\$4,061,500	-91%
Land	\$13,000,000	-8%	\$3,314,000	-53%	\$4,768,000	77%	\$787,000	-85%	\$21,869,000	-25%
Total	\$55,304,500	-40%	\$62,422,700	-18%	\$71,648,000	-9%	\$158,471,000	53%	\$347,846,200	-1%



LINK

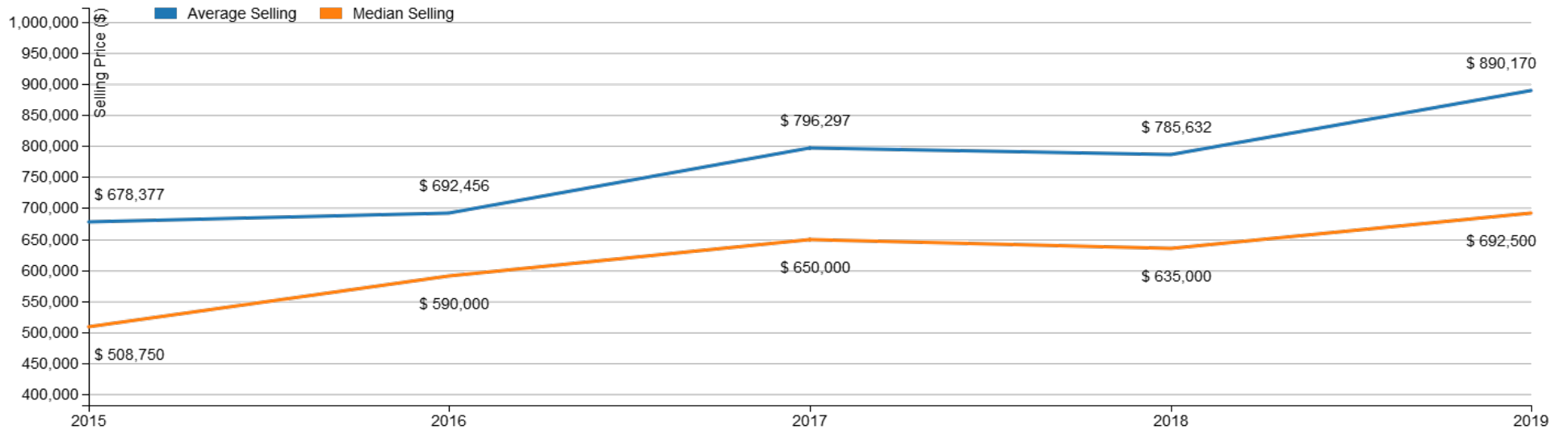
Oak Bluffs

Summary: Single/Multi-Family Sales

2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	106	-	\$678,377	-	\$508,750	-	125%	-	\$71,907,928	-	240
2016	110	4%	\$692,456	2%	\$590,000	16%	123%	-2%	\$76,170,201	6%	225
2017	101	-8%	\$796,297	15%	\$650,000	10%	128%	4%	\$80,426,016	6%	209
2018	121	20%	\$785,632	-1%	\$635,000	-2%	132%	3%	\$95,061,495	18%	191
2019	106	-12%	\$890,170	13%	\$692,500	9%	131%	-1%	\$94,357,990	-1%	206

Average / Median Selling Price





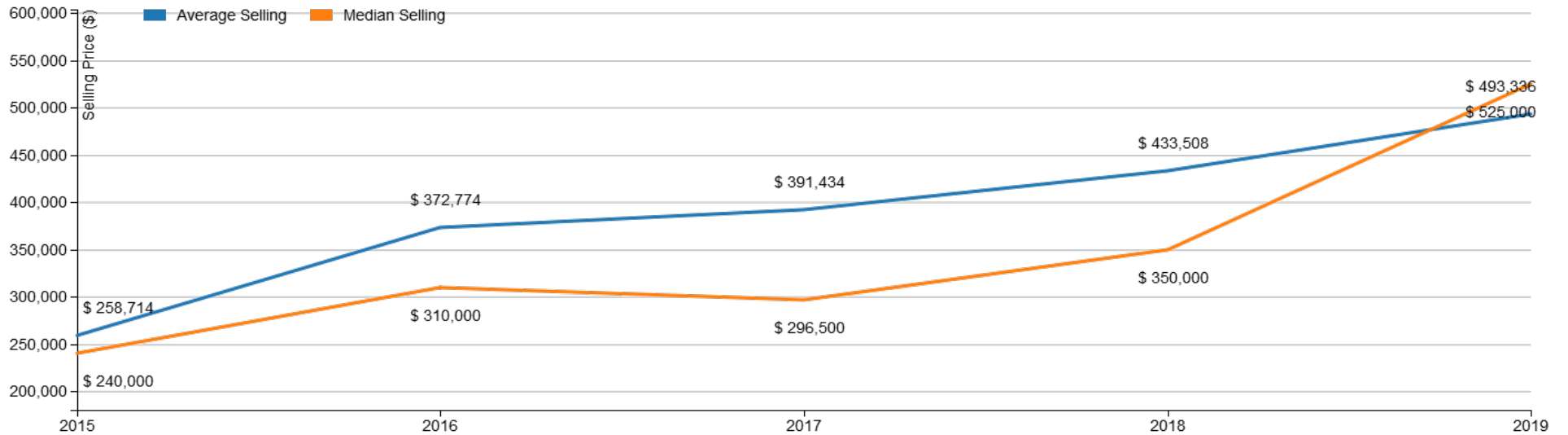
Oak Bluffs

Summary: Land Sales

2019

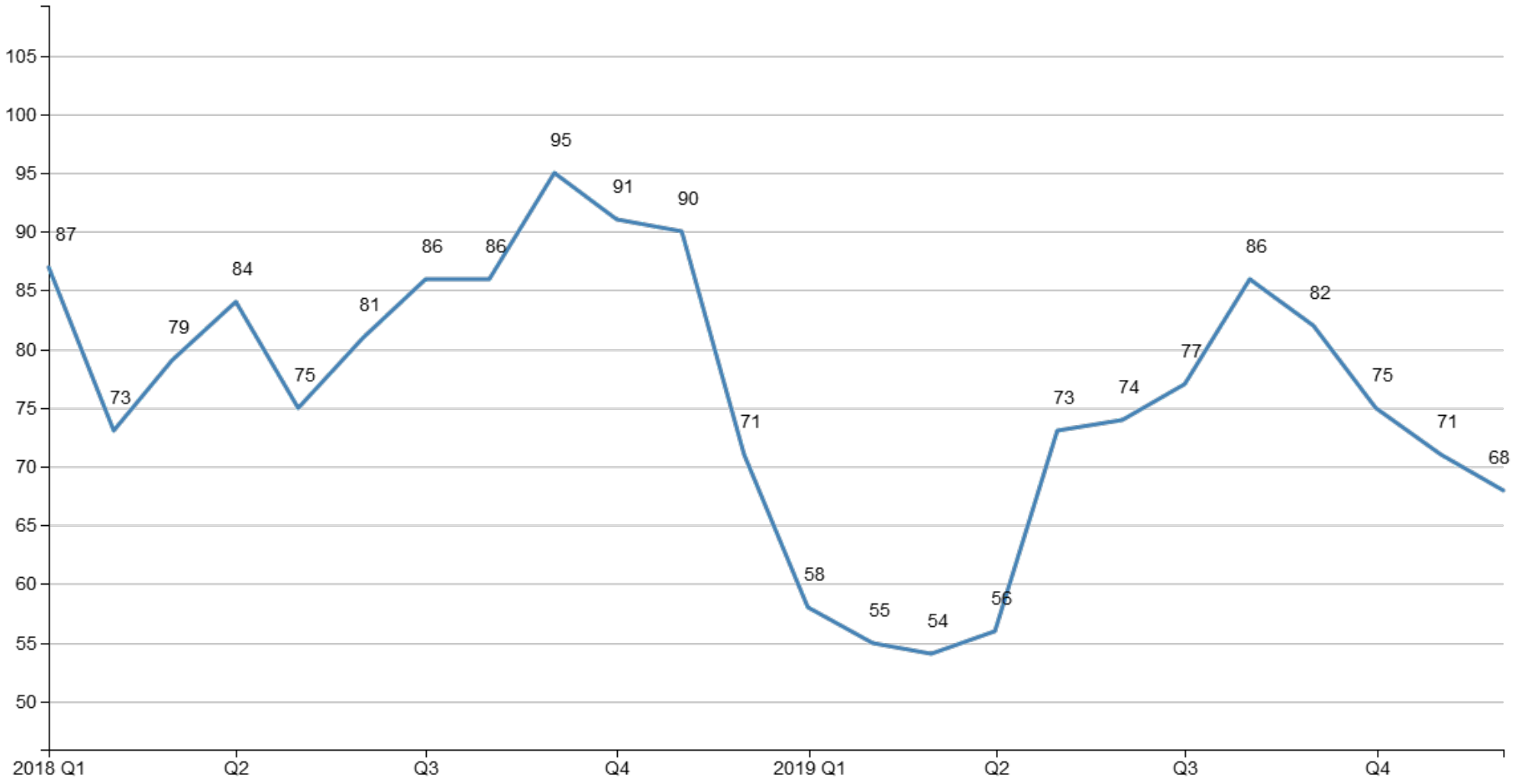
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	14	-	\$258,714	-	\$240,000	-	98%	-	\$3,622,000	-	505
2016	27	93%	\$372,774	44%	\$310,000	29%	130%	33%	\$10,064,900	178%	782
2017	21	-22%	\$391,434	5%	\$296,500	-4%	179%	38%	\$8,220,110	-18%	266
2018	23	10%	\$433,508	11%	\$350,000	18%	128%	-28%	\$9,970,688	21%	264
2019	19	-17%	\$493,336	14%	\$525,000	50%	117%	-9%	\$9,373,380	-6%	292

Average / Median Selling Price





Oak Bluffs
Inventory
2019



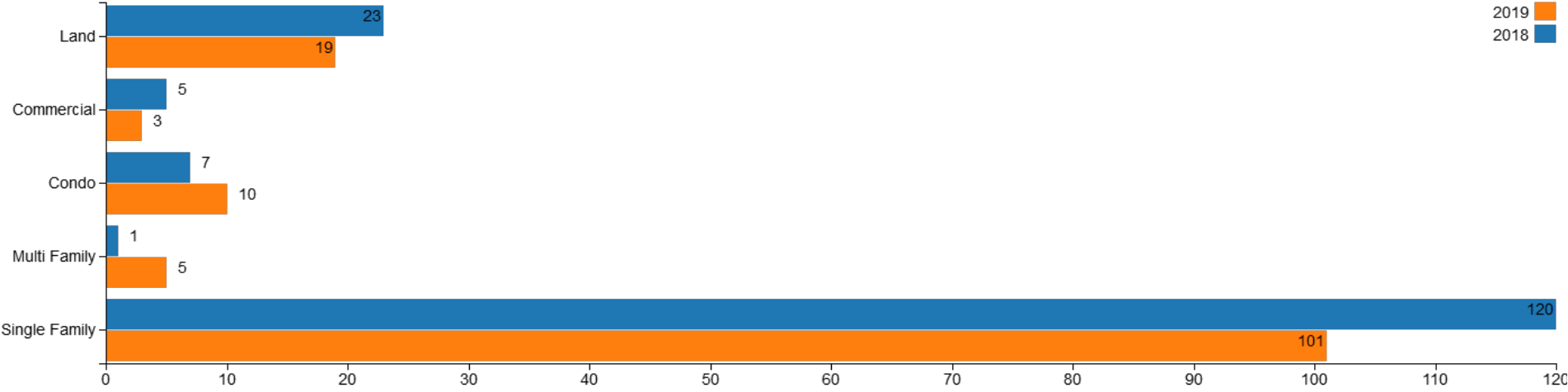


Oak Bluffs

Quarterly Comparison: Total Number of Sales

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	18	-38%	31	-26%	28	8%	39	26%	116	-9%
- Single Family	15	-46%	25	-34%	26	8%	35	17%	101	-16%
- Multi Family	0	-	2	-	2	100%	1	-	5	400%
- Condo	3	200%	4	0%	0	-	3	200%	10	43%
Commercial	0	-	0	-	0	-	3	200%	3	-40%
Land	4	100%	5	67%	7	40%	3	-77%	19	-17%
Total	22	-31%	36	-23%	35	9%	45	0%	138	-12%



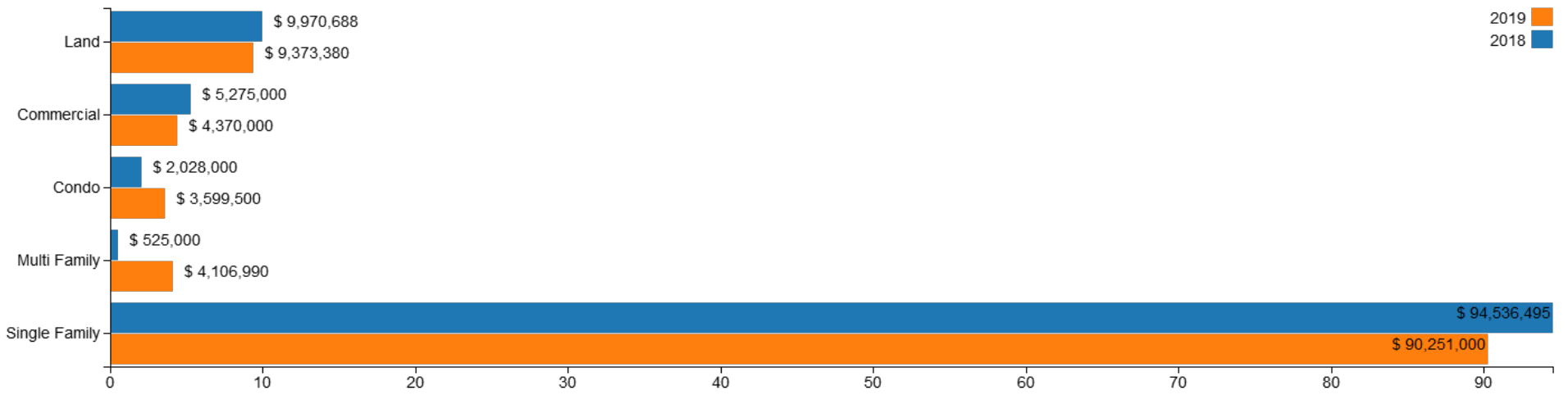


Oak Bluffs

Quarterly Comparison: Total Dollar Volume

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$13,878,000	-26%	\$23,379,500	-19%	\$24,222,790	-2%	\$36,477,200	49%	\$97,957,490	1%
- Single Family	\$13,061,500	-29%	\$19,323,500	-32%	\$23,045,000	-3%	\$34,821,000	46%	\$90,251,000	-5%
- Multi Family	-	-	\$2,450,000	-	\$1,177,790	124%	\$479,200	-	\$4,106,990	682%
- Condo	\$816,500	90%	\$1,606,000	189%	-	-	\$1,177,000	117%	\$3,599,500	77%
Commercial	-	-	-	-	-	-	\$4,370,000	572%	\$4,370,000	-17%
Land	\$2,313,500	76%	\$2,049,880	96%	\$2,820,000	43%	\$2,190,000	-61%	\$9,373,380	-6%
Total	\$16,191,500	-23%	\$25,429,380	-19%	\$27,042,790	-7%	\$43,037,200	40%	\$111,700,870	-1%



LINK

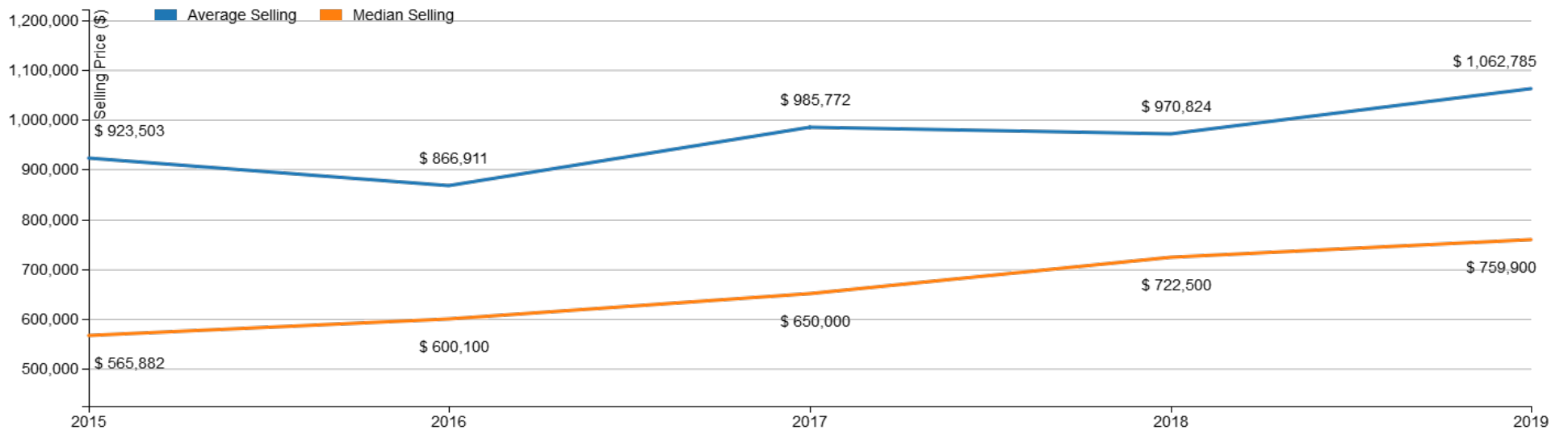
Vineyard Haven

Summary: Single/Multi-Family Sales

2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	82	-	\$923,503	-	\$565,882	-	123%	-	\$75,727,260	-	286
2016	87	6%	\$866,911	-6%	\$600,100	6%	120%	-2%	\$75,421,232	0%	308
2017	95	9%	\$985,772	14%	\$650,000	8%	135%	13%	\$93,648,300	24%	238
2018	76	-20%	\$970,824	-2%	\$722,500	11%	135%	0%	\$73,782,625	-21%	203
2019	81	7%	\$1,062,785	9%	\$759,900	5%	123%	-9%	\$86,085,573	17%	260

Average / Median Selling Price

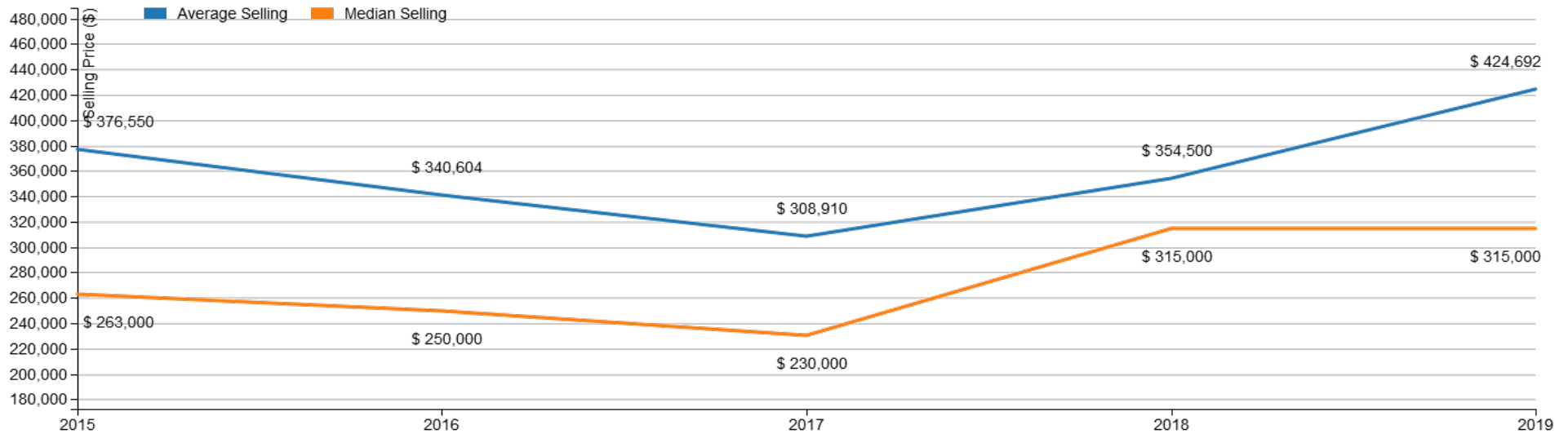


LINK

Vineyard Haven Summary: Land Sales 2019

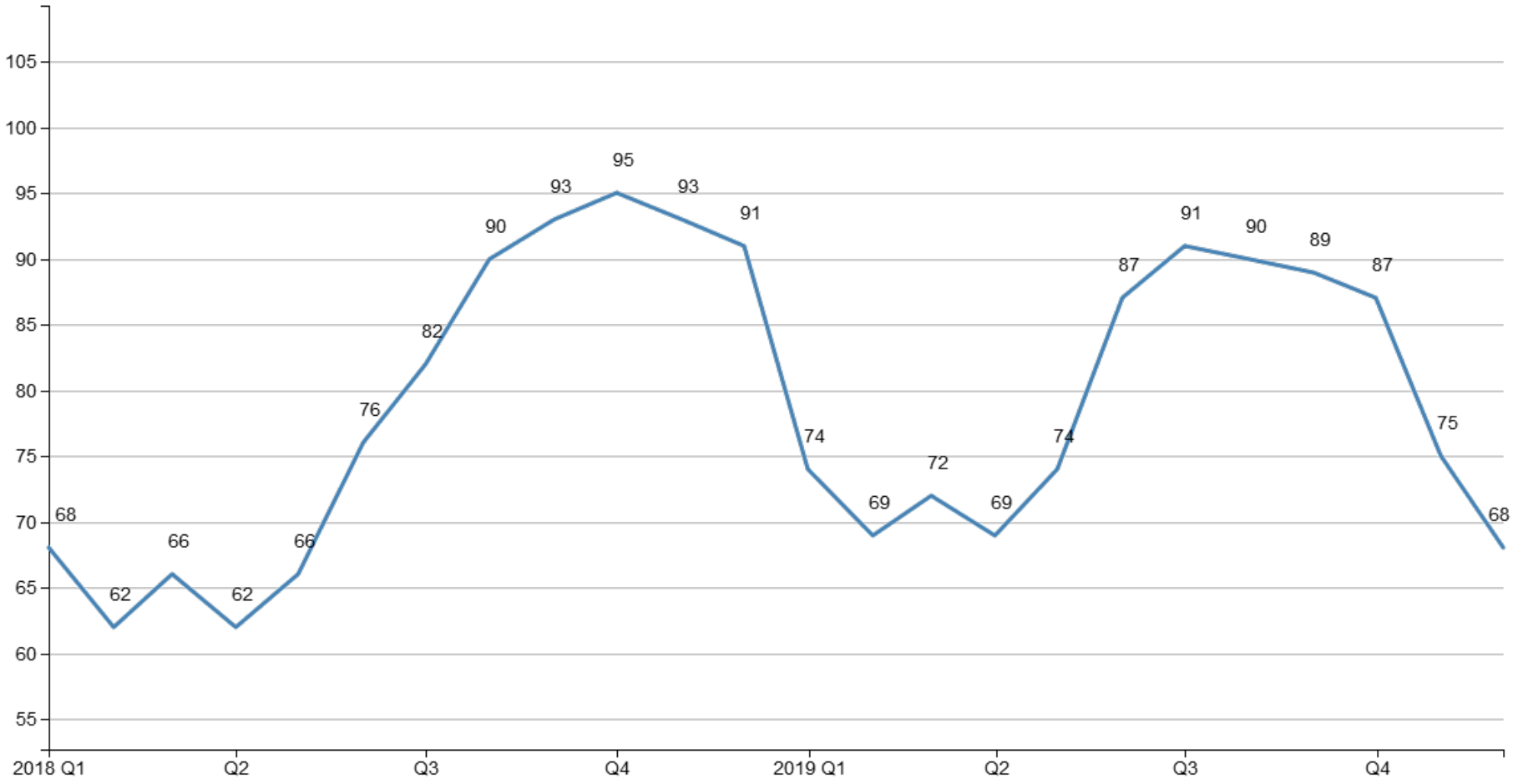
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	15	-	\$376,550	-	\$263,000	-	130%	-	\$5,648,250	-	569
2016	24	60%	\$340,604	-10%	\$250,000	-5%	106%	-19%	\$8,174,500	45%	416
2017	17	-29%	\$308,910	-9%	\$230,000	-8%	100%	-5%	\$5,251,469	-36%	257
2018	12	-29%	\$354,500	15%	\$315,000	37%	118%	18%	\$4,254,000	-19%	192
2019	9	-25%	\$424,692	20%	\$315,000	0%	126%	7%	\$3,822,229	-10%	154

Average / Median Selling Price





Vineyard Haven
Inventory
2019



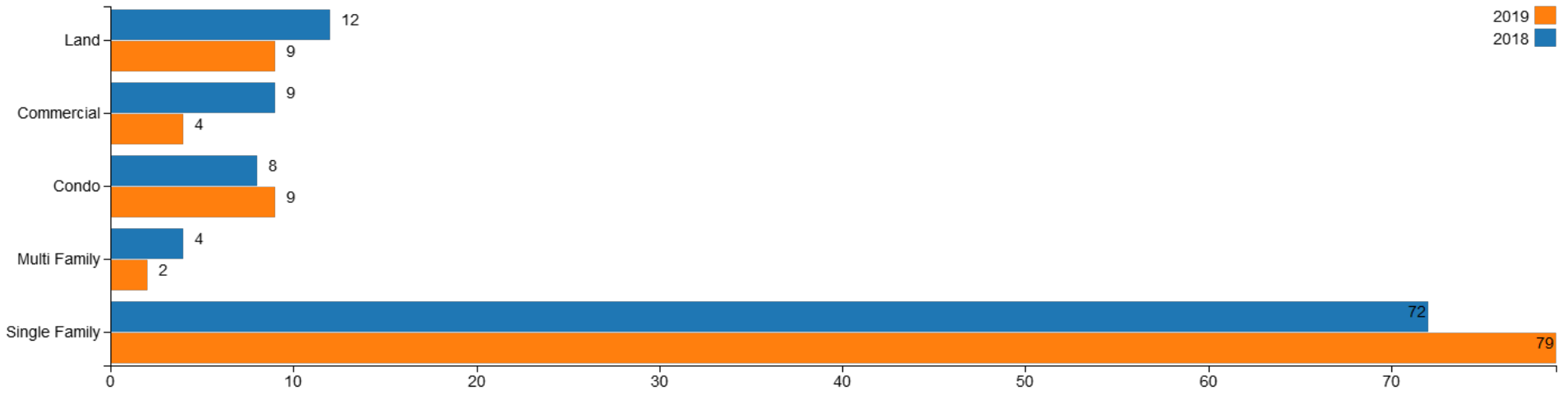


Vineyard Haven

Quarterly Comparison: Total Number of Sales

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	16	-6%	27	23%	24	14%	23	-4%	90	7%
- Single Family	13	-7%	25	32%	21	17%	20	-5%	79	10%
- Multi Family	0	-	1	0%	1	-	0	-	2	-50%
- Condo	3	-	1	-50%	2	-33%	3	0%	9	13%
Commercial	1	0%	1	-67%	1	-80%	1	-	4	-56%
Land	3	-25%	2	-60%	1	-50%	3	200%	9	-25%
Total	20	-9%	30	0%	26	-7%	27	8%	103	-2%



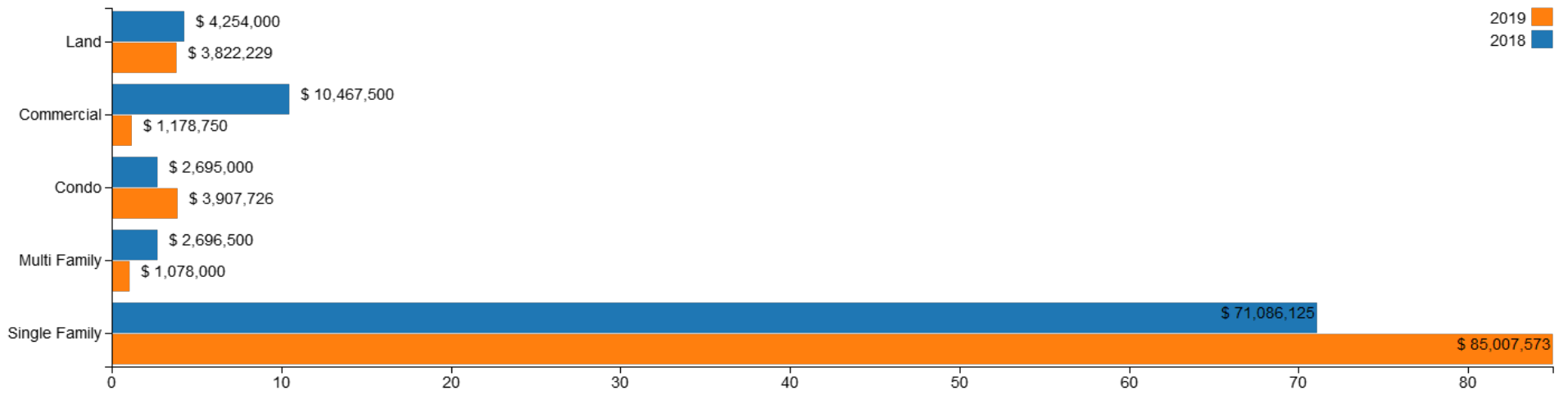


Vineyard Haven

Quarterly Comparison: Total Dollar Volume

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$14,600,226	5%	\$23,544,223	40%	\$23,688,050	18%	\$28,160,800	9%	\$89,993,299	18%
- Single Family	\$13,915,000	16%	\$22,719,223	46%	\$21,782,550	13%	\$26,590,800	9%	\$85,007,573	20%
- Multi Family	-	-	\$425,000	-47%	\$653,000	-	-	-	\$1,078,000	-60%
- Condo	\$685,226	-	\$400,000	-5%	\$1,252,500	55%	\$1,570,000	7%	\$3,907,726	45%
Commercial	\$415,000	-56%	\$228,750	-89%	\$245,000	-97%	\$290,000	-	\$1,178,750	-89%
Land	\$1,305,000	-13%	\$593,000	-68%	\$1,015,229	66%	\$909,000	203%	\$3,822,229	-10%
Total	\$16,320,226	0%	\$24,365,973	18%	\$24,948,279	-11%	\$29,359,800	12%	\$94,994,278	4%



LINK

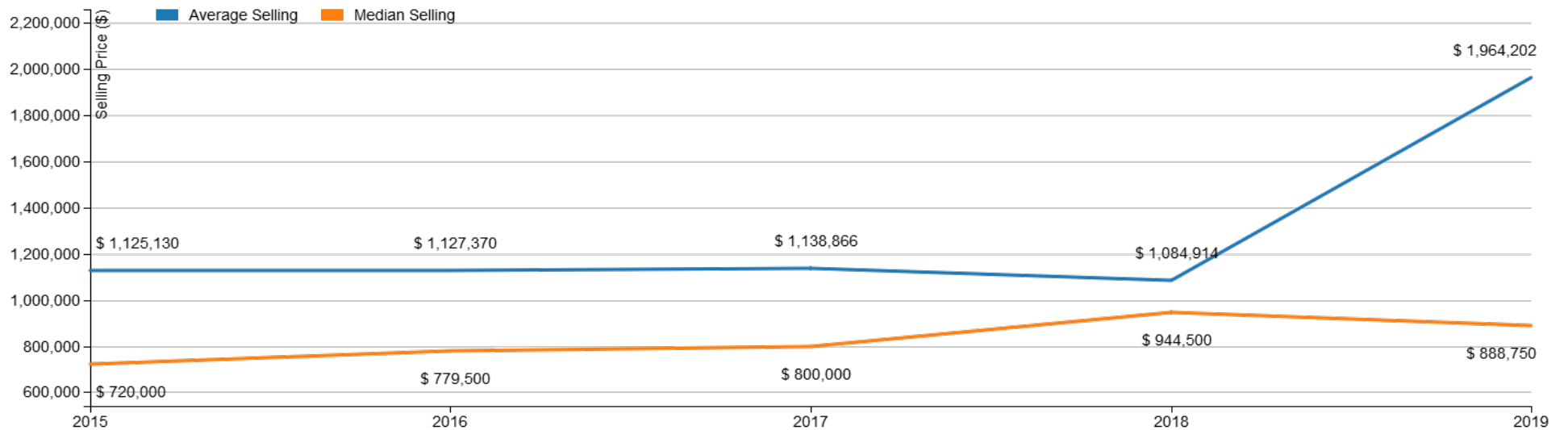
West Tisbury

Summary: Single/Multi-Family Sales

2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	41	-	\$1,125,130	-	\$720,000	-	123%	-	\$46,130,334	-	293
2016	55	34%	\$1,127,370	0%	\$779,500	8%	111%	-10%	\$62,005,350	34%	244
2017	52	-5%	\$1,138,866	1%	\$800,000	3%	115%	4%	\$59,221,016	-4%	294
2018	44	-15%	\$1,084,914	-5%	\$944,500	18%	125%	9%	\$47,736,213	-19%	224
2019	42	-5%	\$1,964,202	81%	\$888,750	-6%	111%	-11%	\$82,496,500	73%	256

Average / Median Selling Price

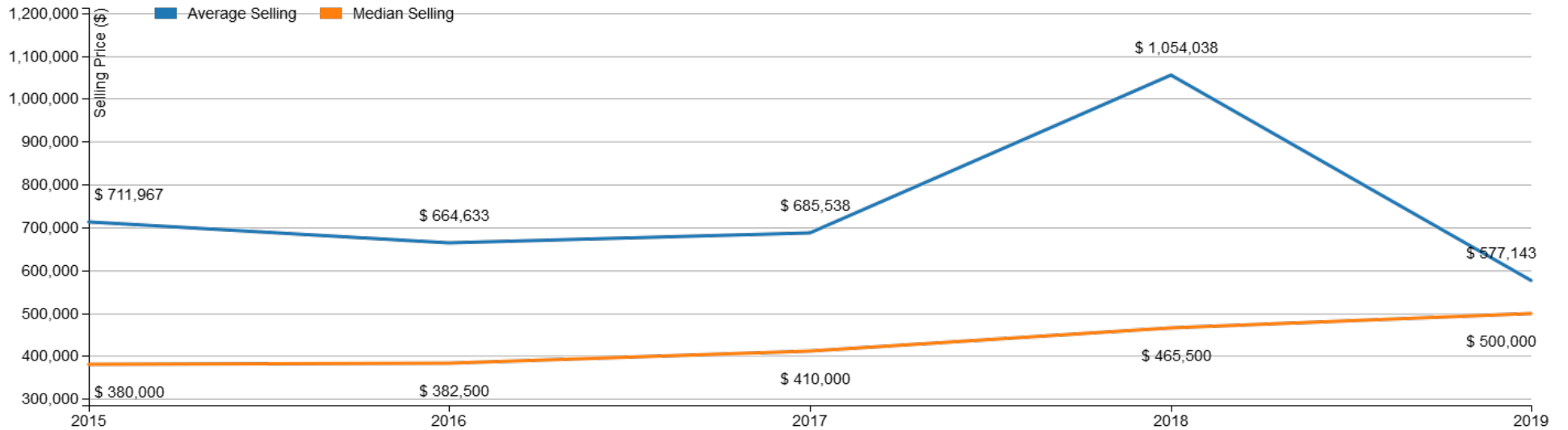




West Tisbury
Summary: Land Sales
2019

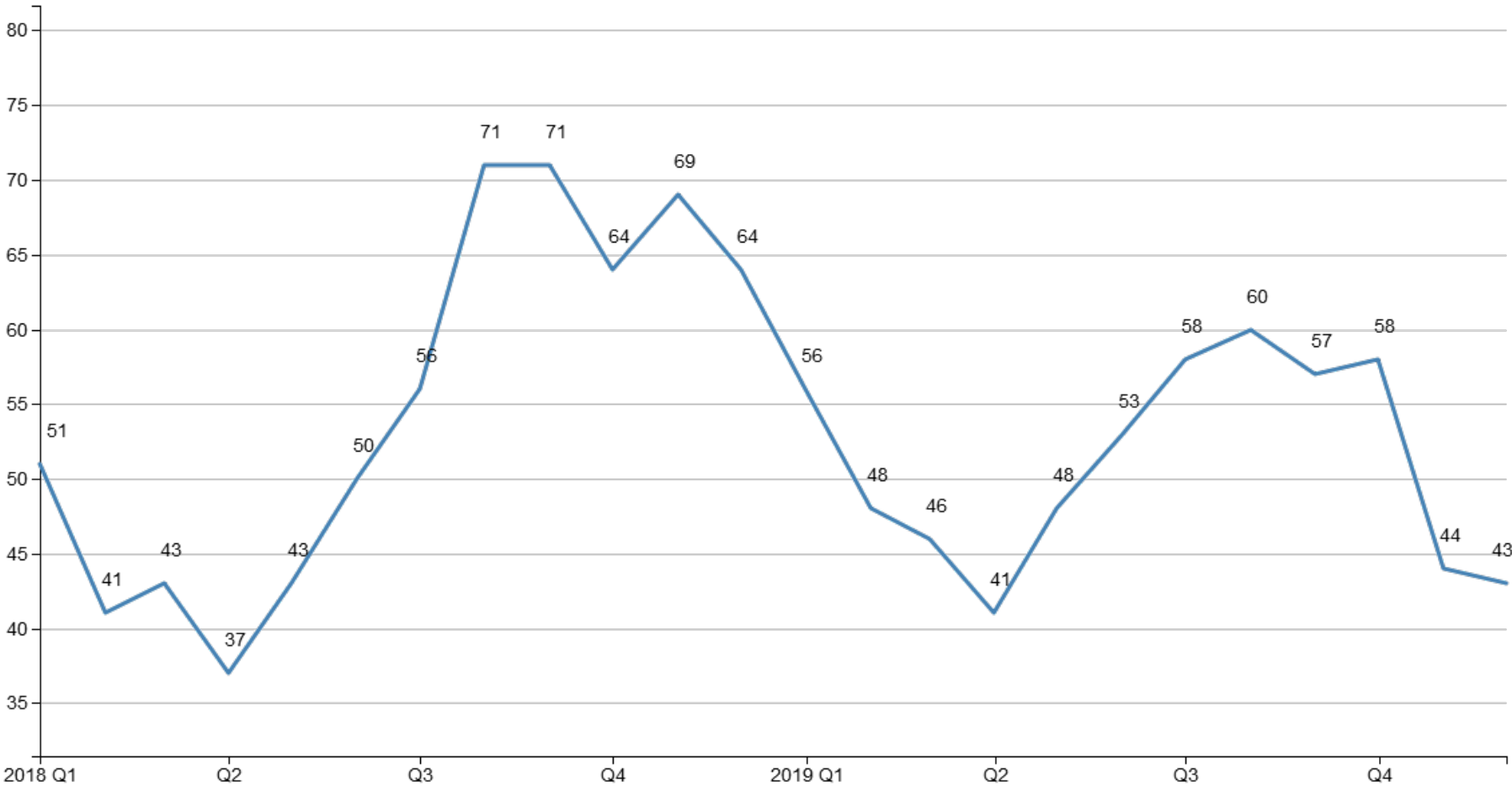
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	15	-	\$711,967	-	\$380,000	-	119%	-	\$10,679,500	-	506
2016	15	0%	\$664,633	-7%	\$382,500	1%	96%	-20%	\$9,969,500	-7%	525
2017	13	-13%	\$685,538	3%	\$410,000	7%	127%	33%	\$8,912,000	-11%	384
2018	13	0%	\$1,054,038	54%	\$465,500	14%	138%	9%	\$13,702,500	54%	410
2019	14	8%	\$577,143	-45%	\$500,000	7%	117%	-15%	\$8,080,000	-41%	219

Average / Median Selling Price





West Tisbury
Inventory
2019



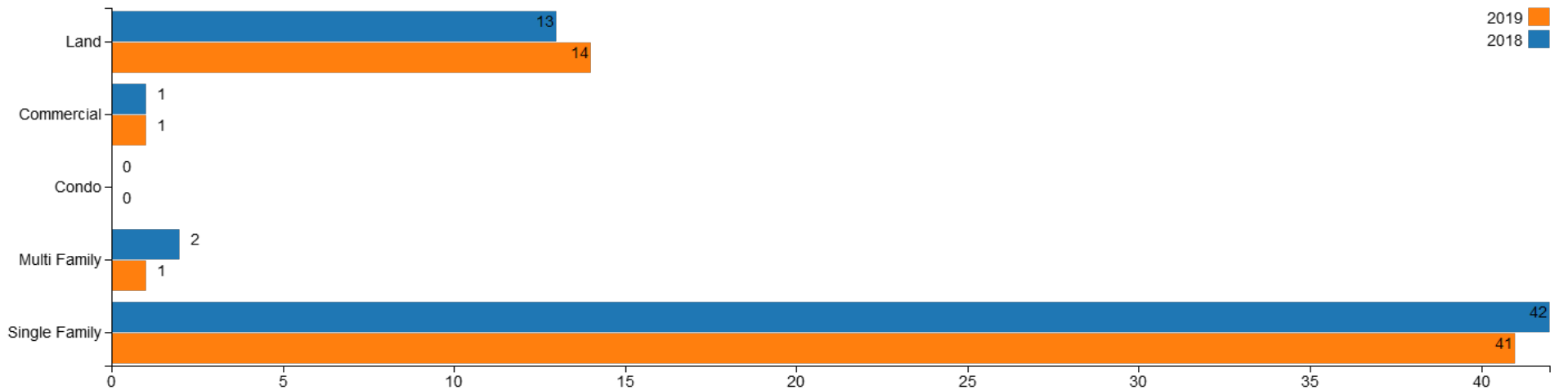


West Tisbury

Quarterly Comparison: Total Number of Sales

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	7	-30%	11	22%	12	33%	12	-25%	42	-5%
- Single Family	6	-40%	11	57%	12	33%	12	-25%	41	-2%
- Multi Family	1	-	0	-	0	-	0	-	1	-50%
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	1	-	1	0%
Land	3	-25%	4	-20%	3	200%	4	33%	14	8%
Total	10	-29%	15	0%	15	50%	17	-11%	57	-2%





West Tisbury

Quarterly Comparison: Total Dollar Volume

2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$38,795,000	243%	\$8,600,500	-5%	\$19,673,500	110%	\$15,427,500	-15%	\$82,496,500	73%
- Single Family	\$37,595,000	232%	\$8,600,500	26%	\$19,673,500	110%	\$15,427,500	-15%	\$81,296,500	78%
- Multi Family	\$1,200,000	-	-	-	-	-	-	-	\$1,200,000	-45%
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	\$1,775,000	-	\$1,775,000	-68%
Land	\$1,325,000	-73%	\$2,165,000	-5%	\$1,767,500	470%	\$2,822,500	-54%	\$8,080,000	-41%
Total	\$40,120,000	146%	\$10,765,500	-36%	\$21,441,000	122%	\$20,025,000	-17%	\$92,351,500	38%

