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Martha's Vineyard
Quarterly Sales Summary
First Quarter 2019

24 School Street Suite 702, Boston, MA 02116

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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

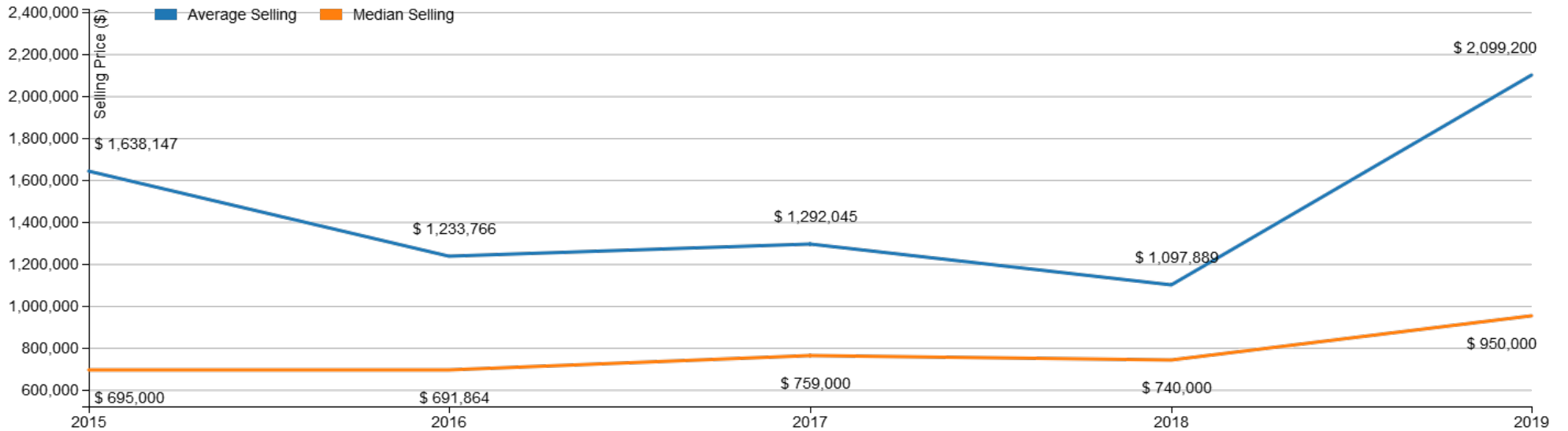
Information is Deemed Reliable but not guaranteed.



Island-Wide
Summary: Single/Multi-Family Sales
1st Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	82	-	\$1,638,147	-	\$695,000	-	118%	-	\$134,328,025	-	346
2016	82	0%	\$1,233,766	-25%	\$691,865	0%	158%	34%	\$101,168,813	-25%	351
2017	89	9%	\$1,292,045	5%	\$759,000	10%	126%	-20%	\$114,992,032	14%	283
2018	89	0%	\$1,097,889	-15%	\$740,000	-3%	122%	-3%	\$97,712,150	-15%	249
2019	55	-38%	\$2,099,200	91%	\$950,000	28%	125%	2%	\$115,456,000	18%	238

Average / Median Selling Price

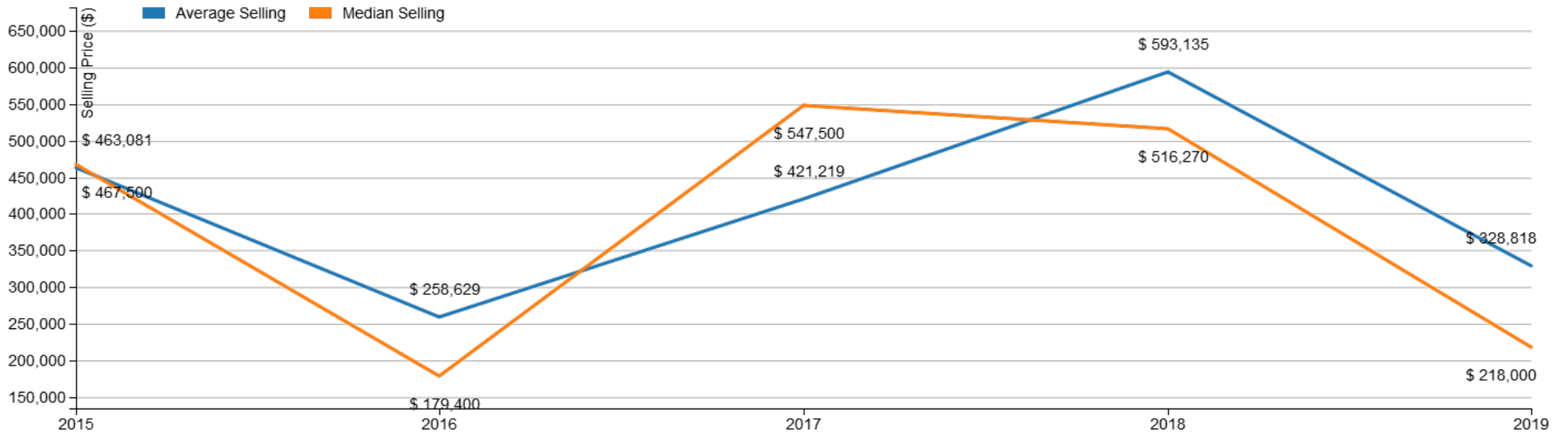


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Island-Wide Summary: Condo Sales 1st Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2015	7	-	\$463,081	-	\$467,500	-	\$410	-	\$426	-	\$3,241,570	-	206
2016	7	0%	\$258,629	-44%	\$179,400	-62%	\$361	-12%	\$315	-26%	\$1,810,400	-44%	200
2017	8	14%	\$421,219	63%	\$547,500	205%	\$466	29%	\$464	47%	\$3,369,750	86%	174
2018	4	-50%	\$593,135	41%	\$516,270	-6%	\$554	19%	\$534	15%	\$2,372,539	-30%	69
2019	7	75%	\$328,818	-45%	\$218,000	-58%	\$462	-17%	\$464	-13%	\$2,301,726	-3%	116

Average / Median Selling Price

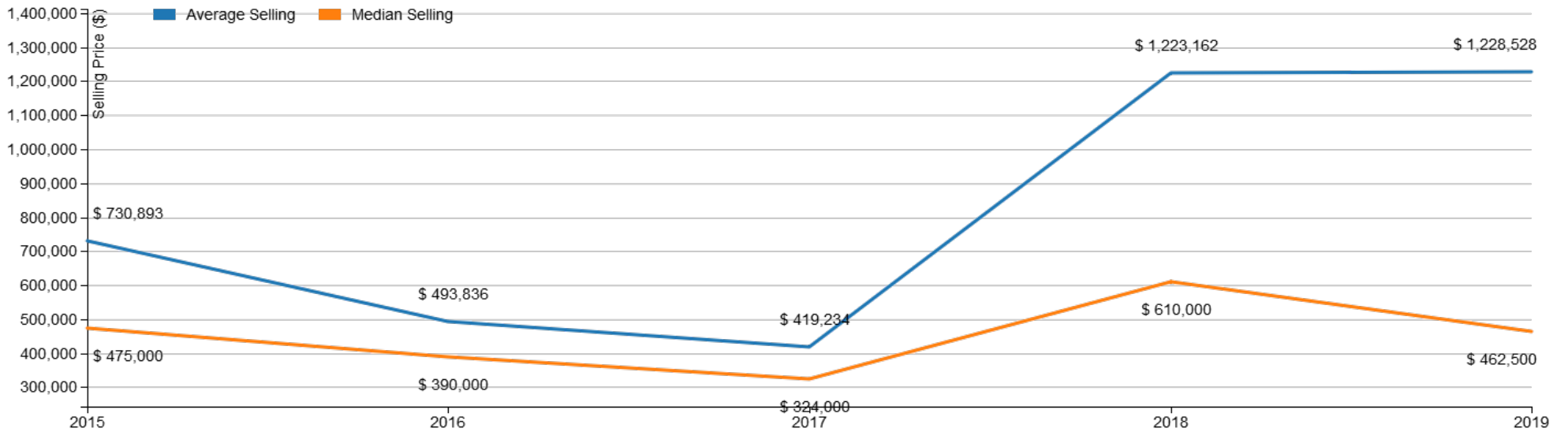


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Island-Wide Summary: Land Sales 1st Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	21	-	\$730,893	-	\$475,000	-	153%	-	\$15,348,750	-	578
2016	22	5%	\$493,836	-32%	\$390,000	-18%	110%	-29%	\$10,864,400	-29%	700
2017	30	36%	\$419,234	-15%	\$324,000	-17%	180%	65%	\$12,577,010	16%	410
2018	20	-33%	\$1,223,163	192%	\$610,000	88%	137%	-24%	\$24,463,250	95%	362
2019	18	-10%	\$1,228,528	0%	\$462,500	-24%	119%	-13%	\$22,113,500	-10%	507

Average / Median Selling Price

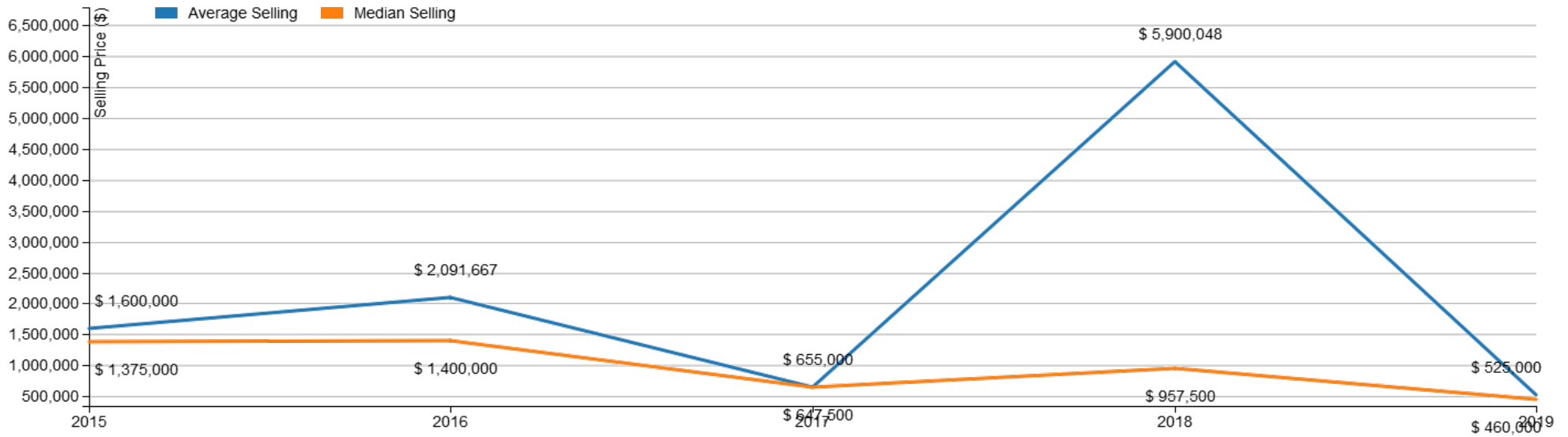


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Island-Wide Summary: Commercial Sales 1st Quarter 2019

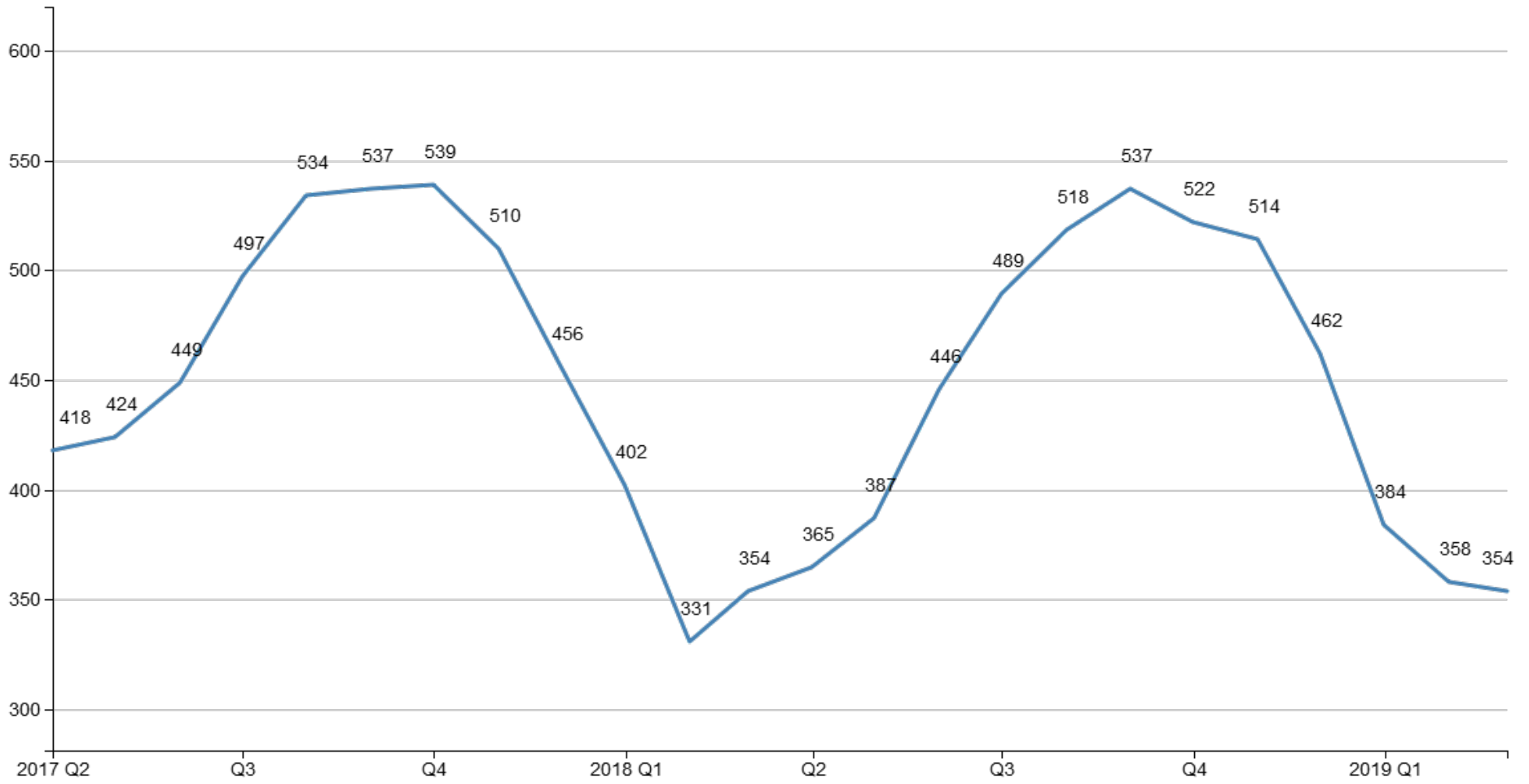
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	4	-	\$1,600,000	-	\$1,375,000	-	115%	-	\$6,400,000	-	433
2016	3	-25%	\$2,091,667	31%	\$1,400,000	2%	160%	38%	\$6,275,000	-2%	869
2017	6	100%	\$655,000	-69%	\$647,500	-54%	105%	-34%	\$3,930,000	-37%	634
2018	6	0%	\$5,900,048	801%	\$957,500	48%	138%	31%	\$35,400,287	801%	
2019	3	-50%	\$525,000	-91%	\$460,000	-52%	134%	-3%	\$1,575,000	-96%	151

Average / Median Selling Price



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Island-Wide Inventory 1st Quarter 2019

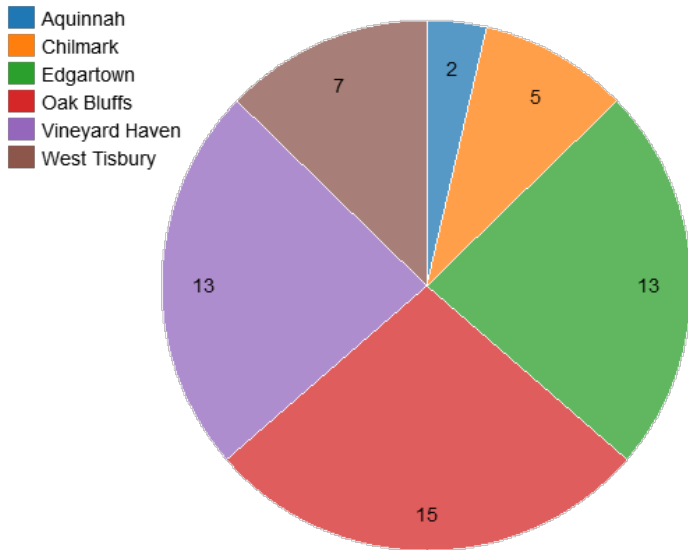


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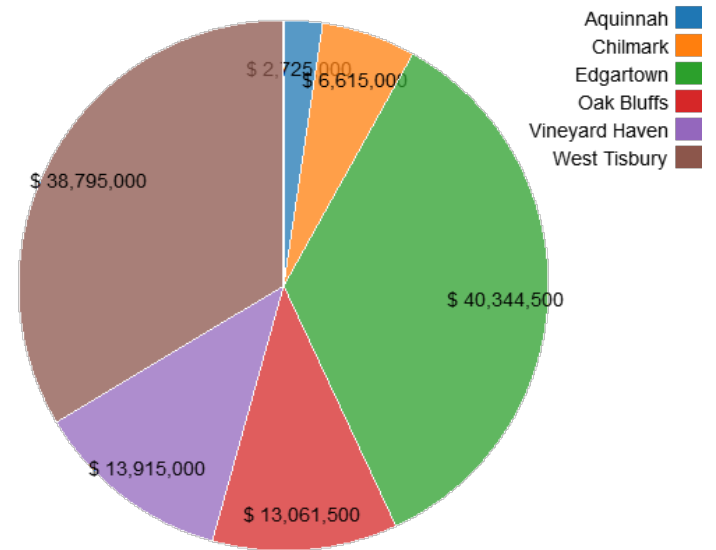
Sales Summary by Town Single/Multi-Family 1st Quarter 2019

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	2	-	\$1,362,500	-	\$1,362,500	-	82%	-	\$2,725,000	-	292
Chilmark	5	-38%	\$1,323,000	-12%	\$1,395,000	21%	135%	21%	\$6,615,000	-45%	343
Edgartown	13	-50%	\$3,103,423	91%	\$1,603,000	76%	124%	-6%	\$40,344,500	-4%	269
Oak Bluffs	15	-46%	\$870,767	32%	\$600,000	7%	133%	16%	\$13,061,500	-29%	212
Vineyard Haven	13	-24%	\$1,070,385	31%	\$800,000	23%	124%	-7%	\$13,915,000	0%	216
West Tisbury	7	-30%	\$5,542,143	389%	\$1,200,000	22%	114%	11%	\$38,795,000	243%	216

Number of Sales by Town



Total Dollar Volume by Town

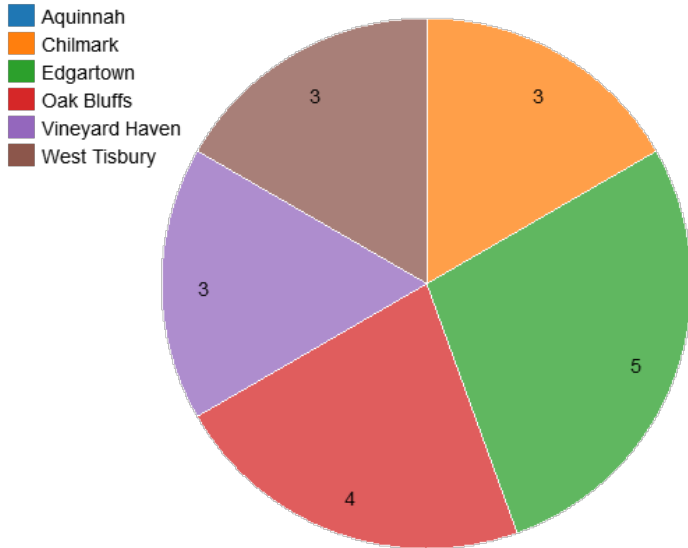


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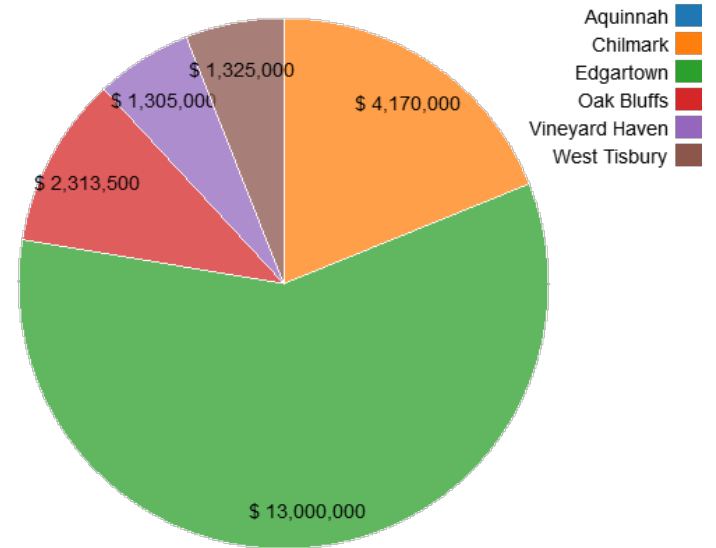
Sales Summary by Town Land 1st Quarter 2019

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	0	-	-	-	-	-	-	-	-	-	
Chilmark	3	-25%	\$1,390,000	127%	\$450,000	-33%	109%	-26%	\$4,170,000	70%	373
Edgartown	5	0%	\$2,600,000	-8%	\$475,000	-60%	110%	-17%	\$13,000,000	-8%	1,083
Oak Bluffs	4	100%	\$578,375	-12%	\$600,000	-9%	109%	-42%	\$2,313,500	76%	420
Vineyard Haven	3	-25%	\$435,000	16%	\$290,000	-1%	159%	42%	\$1,305,000	-13%	100
West Tisbury	3	-25%	\$441,667	-64%	\$415,000	-44%	126%	-40%	\$1,325,000	-73%	423

Number of Sales by Town



Total Dollar Volume by Town



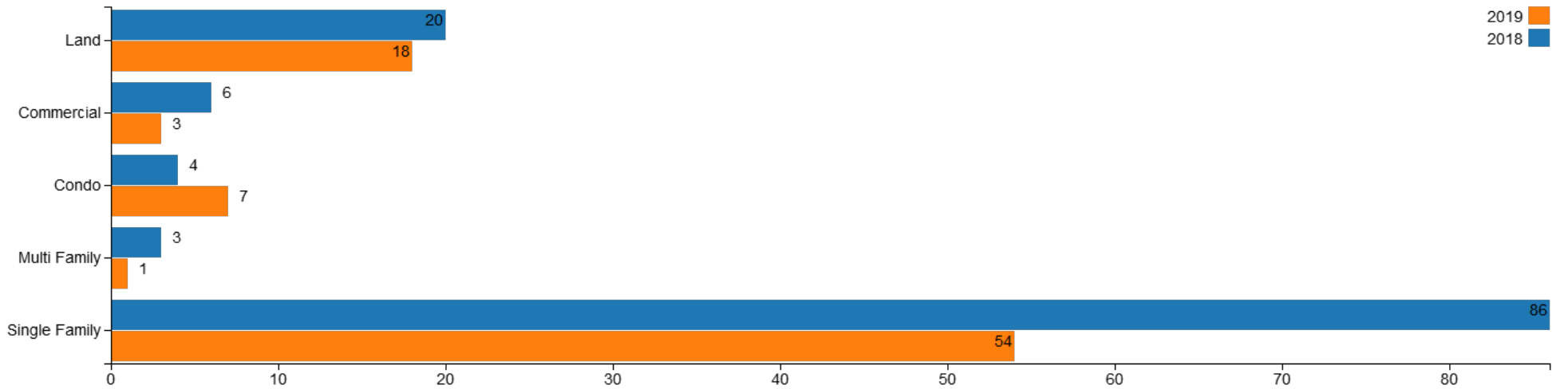


Island-Wide

Quarterly Comparison: Total Number of Sales

1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	62	-33%	0	-	0	-	0	-	62	-33%
- Single Family	54	-37%	0	-	0	-	0	-	54	-37%
- Multi Family	1	-67%	0	-	0	-	0	-	1	-67%
- Condo	7	75%	0	-	0	-	0	-	7	75%
Commercial	3	-50%	0	-	0	-	0	-	3	-50%
Land	18	-10%	0	-	0	-	0	-	18	-10%
Total	83	-30%	0	-	0	-	0	-	83	-30%



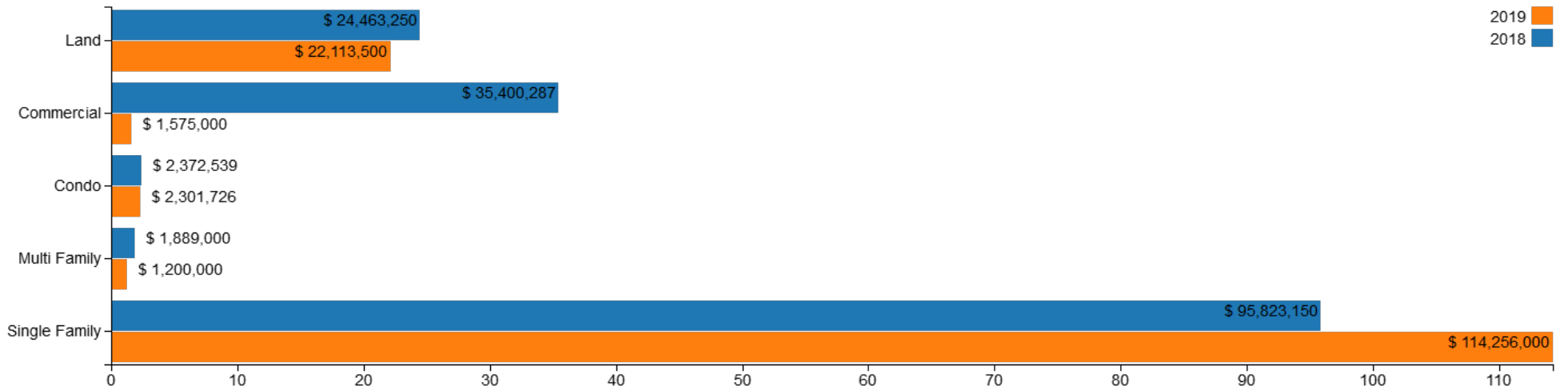
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Island-Wide

Quarterly Comparison: Total Dollar Volume

1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$117,757,726	18%	-	-	-	-	-	-	\$117,757,726	18%
- Single Family	\$114,256,000	19%	-	-	-	-	-	-	\$114,256,000	19%
- Multi Family	\$1,200,000	-36%	-	-	-	-	-	-	\$1,200,000	-36%
- Condo	\$2,301,726	-3%	-	-	-	-	-	-	\$2,301,726	-3%
Commercial	\$1,575,000	-96%	-	-	-	-	-	-	\$1,575,000	-96%
Land	\$22,113,500	-10%	-	-	-	-	-	-	\$22,113,500	-10%
Total	\$141,446,226	-12%	\$0	-	\$0	-	\$0	-	\$141,446,226	-12%



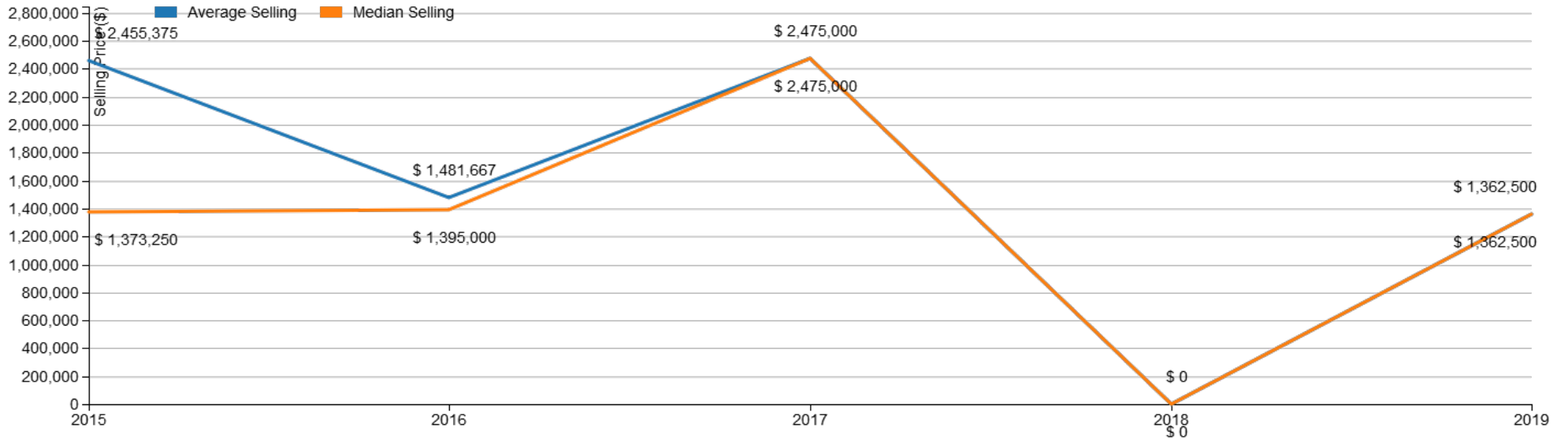
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Aquinnah

Summary: Single/Multi-Family Sales
1st Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	4	-	\$2,455,375	-	\$1,373,250	-	86%	-	\$9,821,500	-	569
2016	3	-25%	\$1,481,667	-40%	\$1,395,000	2%	100%	15%	\$4,445,000	-55%	393
2017	1	-67%	\$2,475,000	67%	\$2,475,000	77%	98%	-1%	\$2,475,000	-44%	2,688
2018	0	-	-	-	-	-	-	-	-	-	
2019	2	-	\$1,362,500	-	\$1,362,500	-	82%	-	\$2,725,000	-	292

Average / Median Selling Price

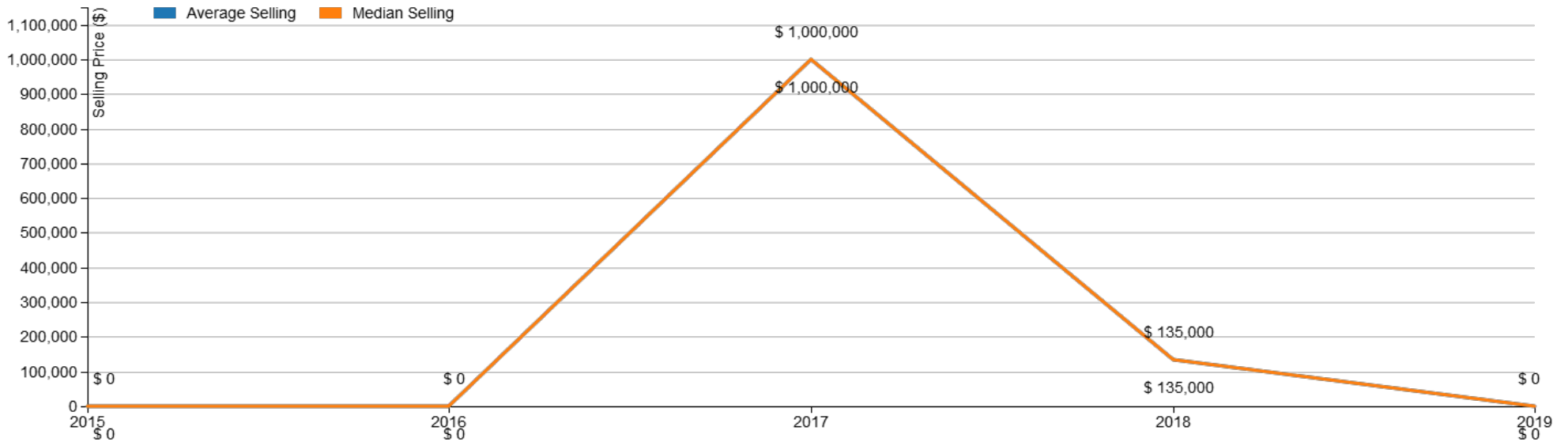


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Aquinnah Summary: Land Sales 1st Quarter 2019

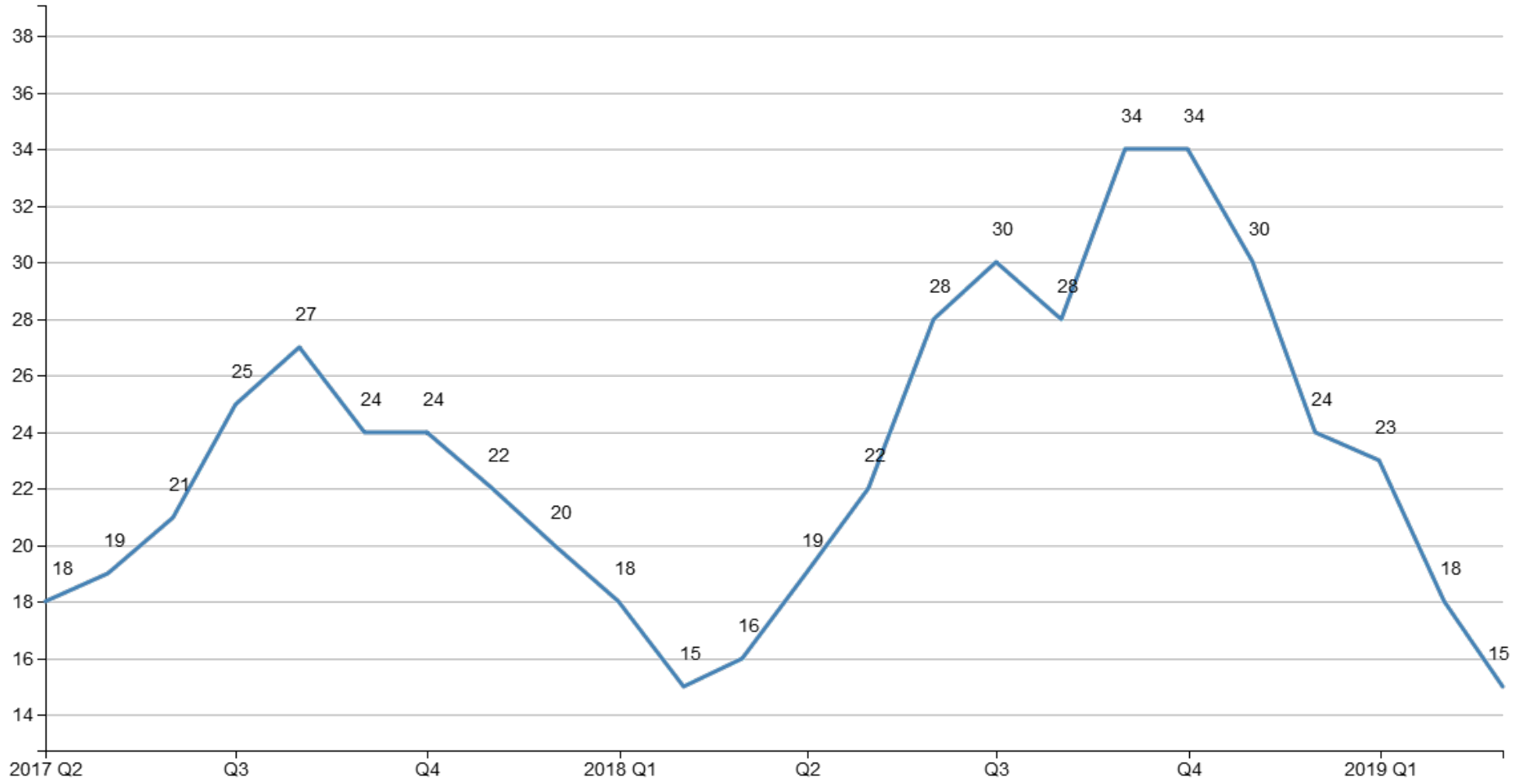
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	0	-	-	-	-	-	-	-	-	-	
2016	0	-	-	-	-	-	-	-	-	-	
2017	1	-	\$1,000,000	-	\$1,000,000	-	112%	-	\$1,000,000	-	
2018	1	0%	\$135,000	-87%	\$135,000	-87%	23%	-79%	\$135,000	-87%	240
2019	0	-	-	-	-	-	-	-	-	-	

Average / Median Selling Price



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Aquinnah Inventory 1st Quarter 2019

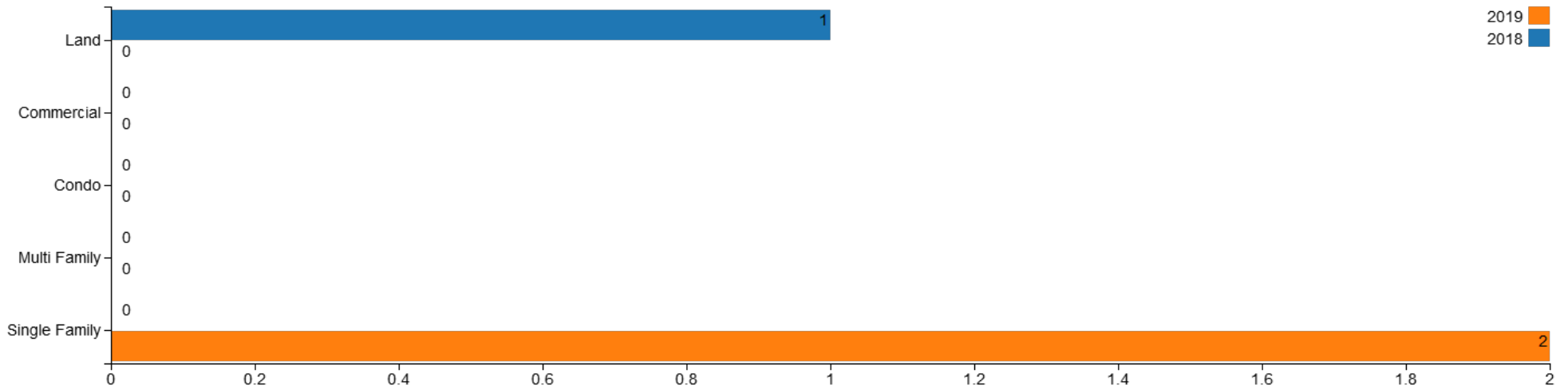


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Aquinnah

Quarterly Comparison: Total Number of Sales 1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	2	-	0	-	0	-	0	-	2	-
- Single Family	2	-	0	-	0	-	0	-	2	-
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	0	-	0	-	0	-	0	-	0	-
Total	2	100%	0	-	0	-	0	-	2	100%

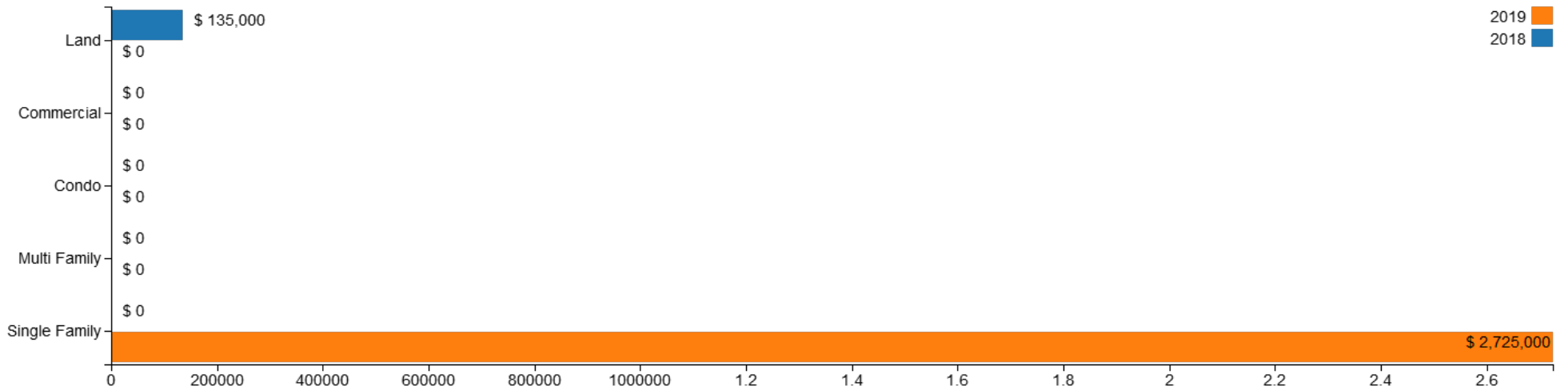


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Aquinnah

Quarterly Comparison: Total Dollar Volume 1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$2,725,000	-	-	-	-	-	-	-	\$2,725,000	-
- Single Family	\$2,725,000	-	-	-	-	-	-	-	\$2,725,000	-
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	-	-	-	-	-	-	-	-	-	-
Total	\$2,725,000	1,919%	\$0	-	\$0	-	\$0	-	\$2,725,000	1,919%



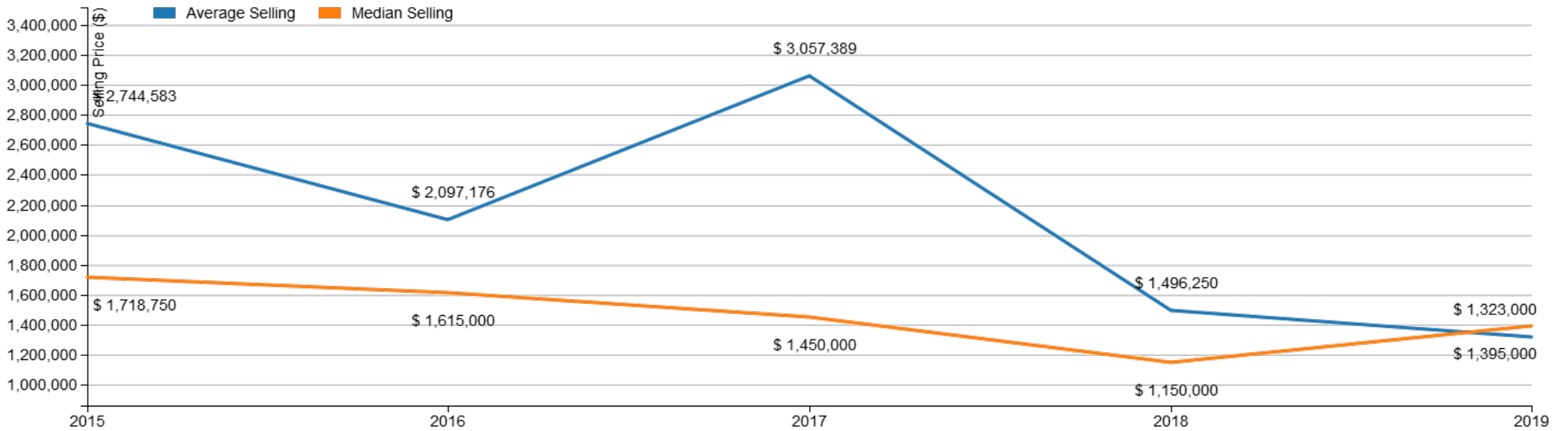
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Chilmark

Summary: Single/Multi-Family Sales 1st Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	6	-	\$2,744,583	-	\$1,718,750	-	97%	-	\$16,467,500	-	314
2016	7	17%	\$2,097,176	-24%	\$1,615,000	-6%	615%	531%	\$14,680,229	-11%	250
2017	9	29%	\$3,057,389	46%	\$1,450,000	-10%	100%	-84%	\$27,516,500	87%	429
2018	8	-11%	\$1,496,250	-51%	\$1,150,000	-21%	112%	12%	\$11,970,000	-56%	263
2019	5	-38%	\$1,323,000	-12%	\$1,395,000	21%	135%	21%	\$6,615,000	-45%	343

Average / Median Selling Price

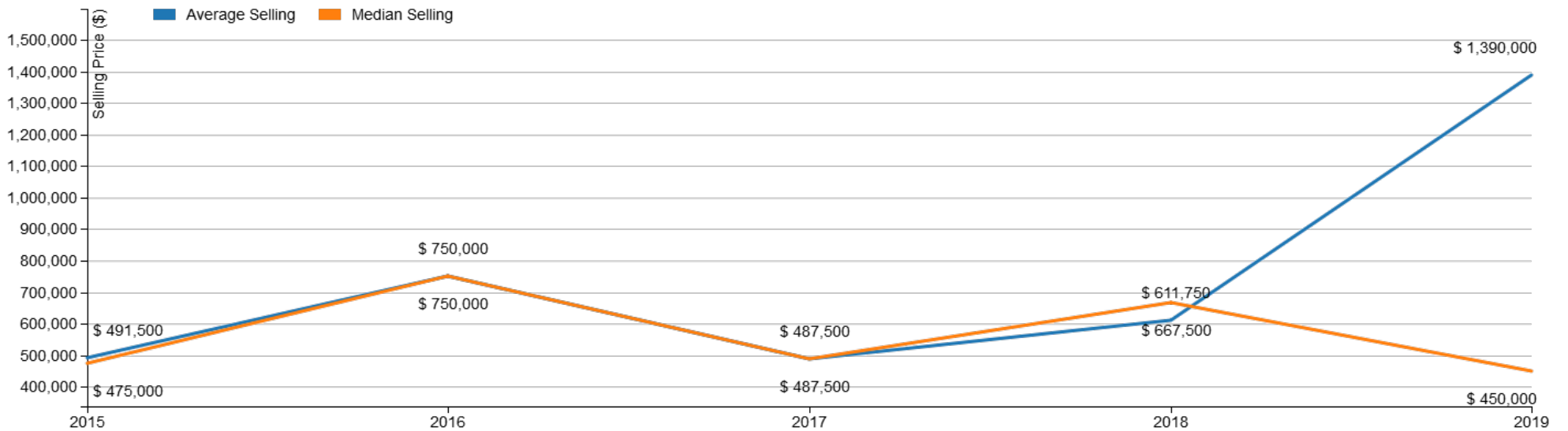


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Chilmark Summary: Land Sales 1st Quarter 2019

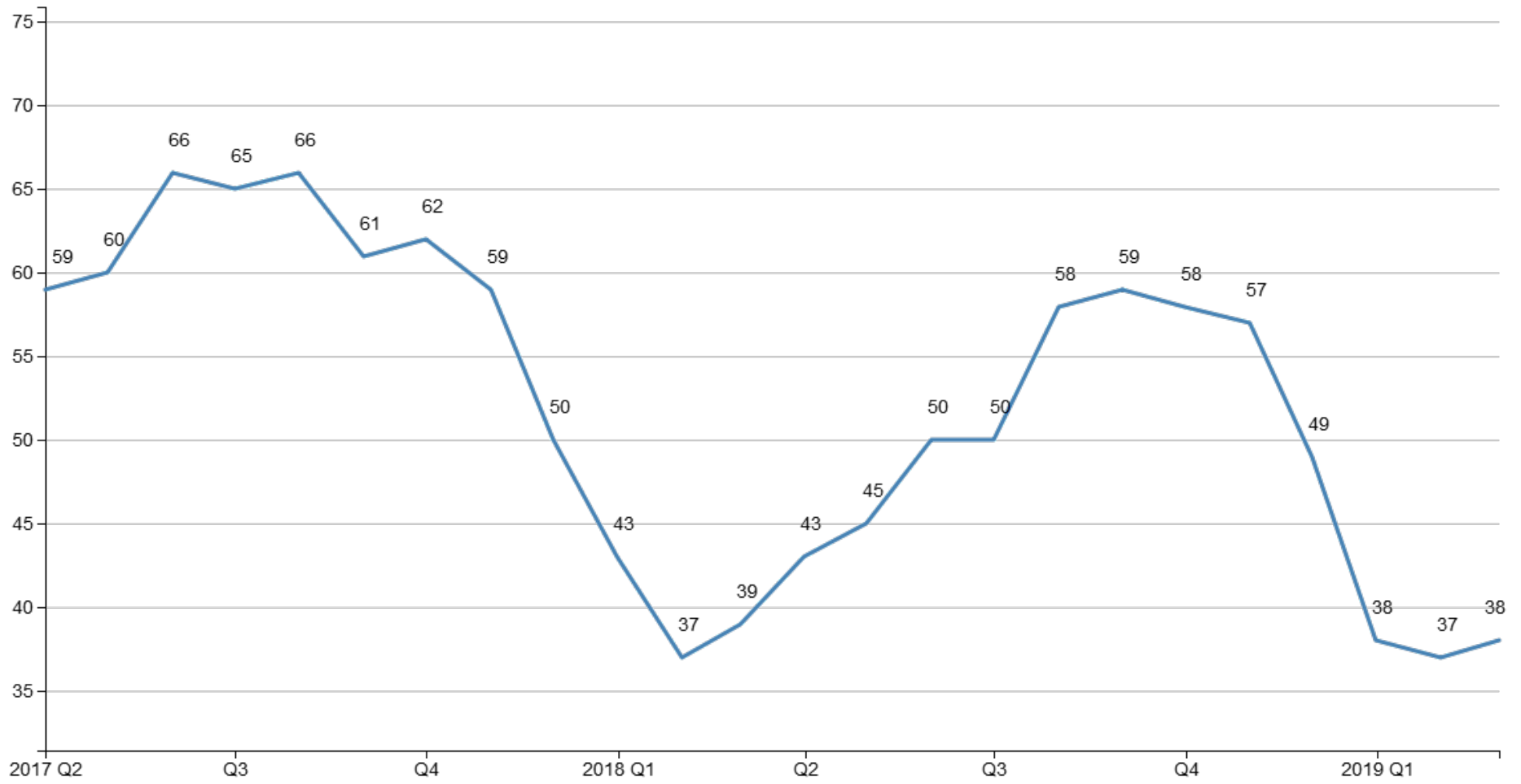
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	3	-	\$491,500	-	\$475,000	-	91%	-	\$1,474,500	-	281
2016	2	-33%	\$750,000	53%	\$750,000	58%	125%	37%	\$1,500,000	2%	1,573
2017	2	0%	\$487,500	-35%	\$487,500	-35%	103%	-17%	\$975,000	-35%	461
2018	4	100%	\$611,750	25%	\$667,500	37%	147%	42%	\$2,447,000	151%	510
2019	3	-25%	\$1,390,000	127%	\$450,000	-33%	109%	-26%	\$4,170,000	70%	373

Average / Median Selling Price



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Chilmark Inventory 1st Quarter 2019

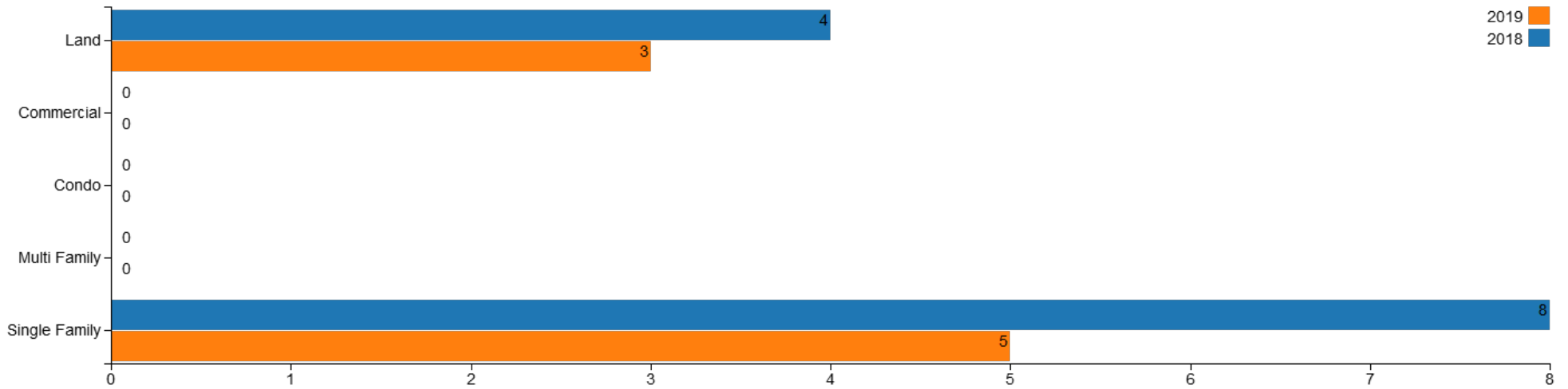




Chilmark

Quarterly Comparison: Total Number of Sales
1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	5	-38%	0	-	0	-	0	-	5	-38%
- Single Family	5	-38%	0	-	0	-	0	-	5	-38%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	3	-25%	0	-	0	-	0	-	3	-25%
Total	8	-33%	0	-	0	-	0	-	8	-33%

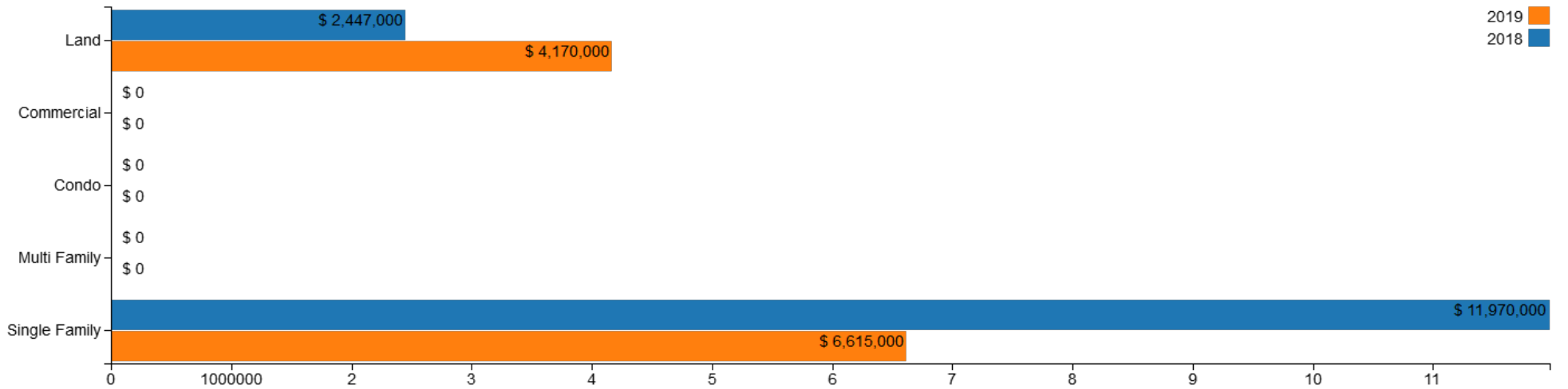




Chilmark

Quarterly Comparison: Total Dollar Volume
1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$6,615,000	-45%	-	-	-	-	-	-	\$6,615,000	-45%
- Single Family	\$6,615,000	-45%	-	-	-	-	-	-	\$6,615,000	-45%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$4,170,000	70%	-	-	-	-	-	-	\$4,170,000	70%
Total	\$10,785,000	-25%	\$0	-	\$0	-	\$0	-	\$10,785,000	-25%



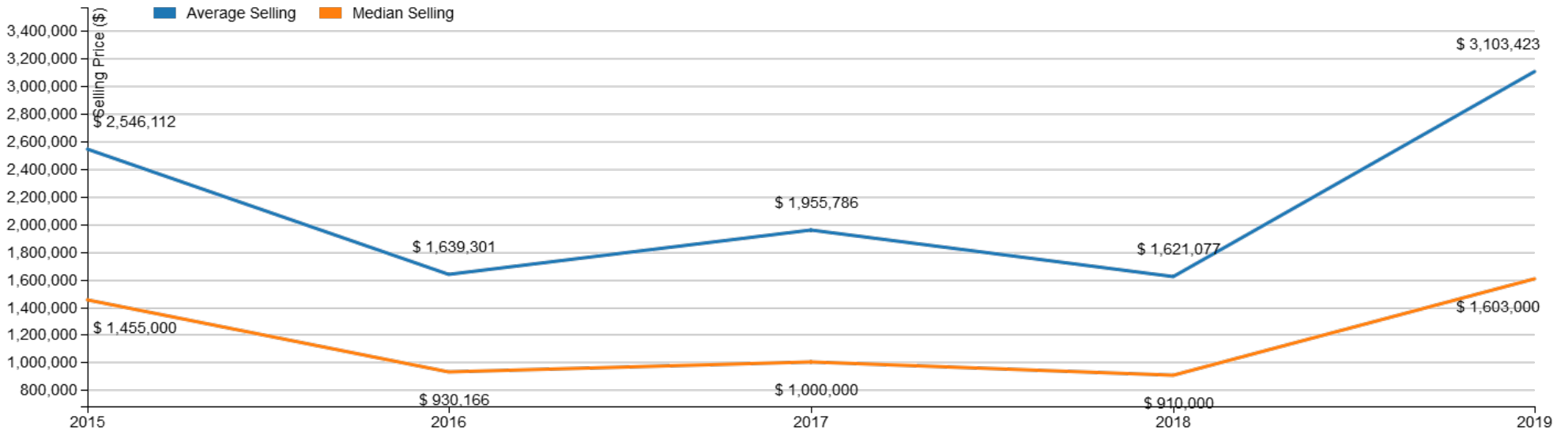
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Edgartown

Summary: Single/Multi-Family Sales 1st Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	28	-	\$2,546,112	-	\$1,455,000	-	124%	-	\$71,291,125	-	262
2016	26	-7%	\$1,639,301	-36%	\$930,167	-36%	116%	-6%	\$42,621,833	-40%	386
2017	19	-27%	\$1,955,786	19%	\$1,000,000	8%	138%	18%	\$37,159,937	-13%	222
2018	26	37%	\$1,621,077	-17%	\$910,000	-9%	133%	-4%	\$42,148,000	13%	235
2019	13	-50%	\$3,103,423	91%	\$1,603,000	76%	124%	-6%	\$40,344,500	-4%	269

Average / Median Selling Price

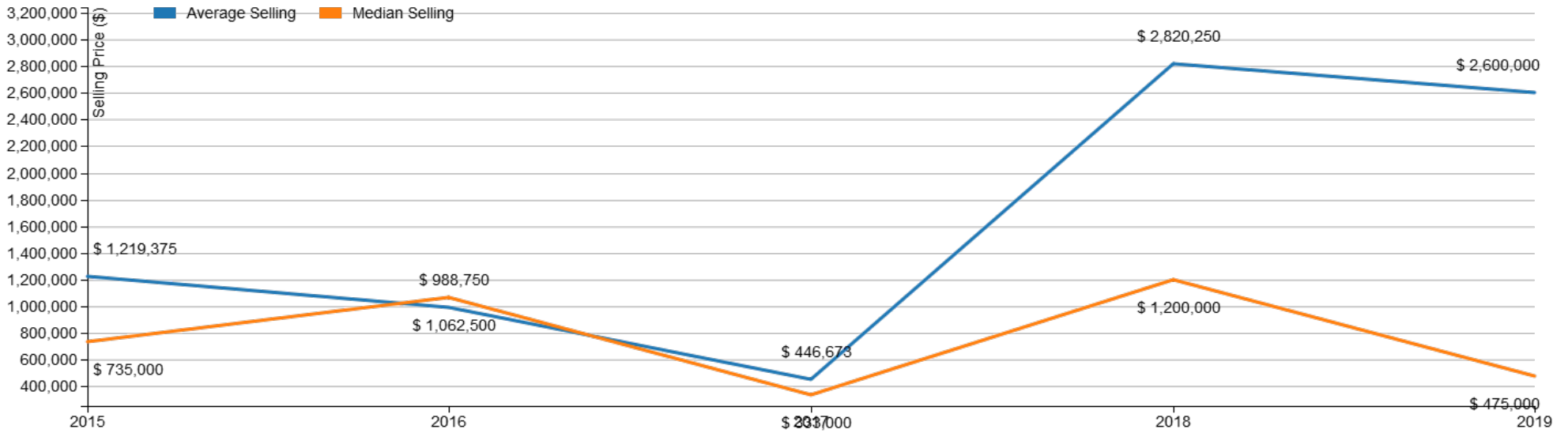


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Edgartown Summary: Land Sales 1st Quarter 2019

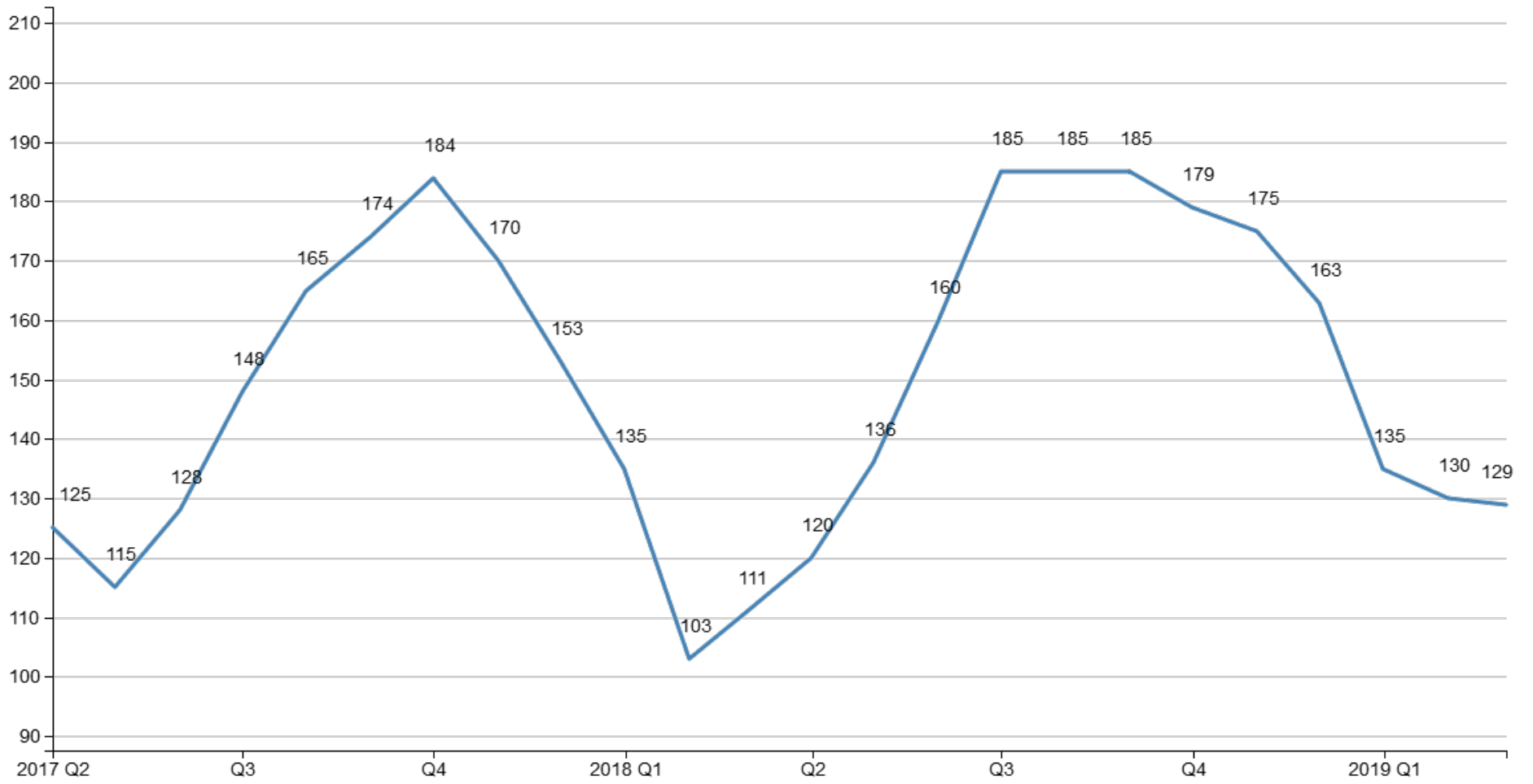
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	8	-	\$1,219,375	-	\$735,000	-	223%	-	\$9,755,000	-	1,066
2016	4	-50%	\$988,750	-19%	\$1,062,500	45%	165%	-26%	\$3,955,000	-59%	210
2017	11	175%	\$446,673	-55%	\$333,000	-69%	286%	73%	\$4,913,400	24%	500
2018	5	-55%	\$2,820,250	531%	\$1,200,000	260%	133%	-53%	\$14,101,250	187%	193
2019	5	0%	\$2,600,000	-8%	\$475,000	-60%	110%	-17%	\$13,000,000	-8%	1,083

Average / Median Selling Price



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Edgartown Inventory 1st Quarter 2019

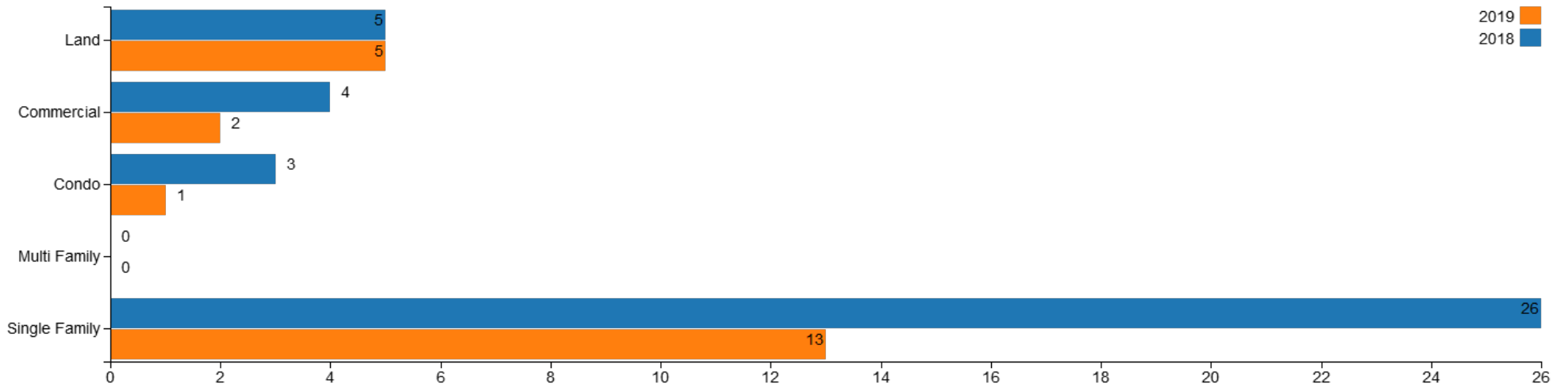


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Edgartown

Quarterly Comparison: Total Number of Sales 1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	14	-52%	0	-	0	-	0	-	14	-52%
- Single Family	13	-50%	0	-	0	-	0	-	13	-50%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	1	-67%	0	-	0	-	0	-	1	-67%
Commercial	2	-50%	0	-	0	-	0	-	2	-50%
Land	5	0%	0	-	0	-	0	-	5	0%
Total	21	-45%	0	-	0	-	0	-	21	-45%

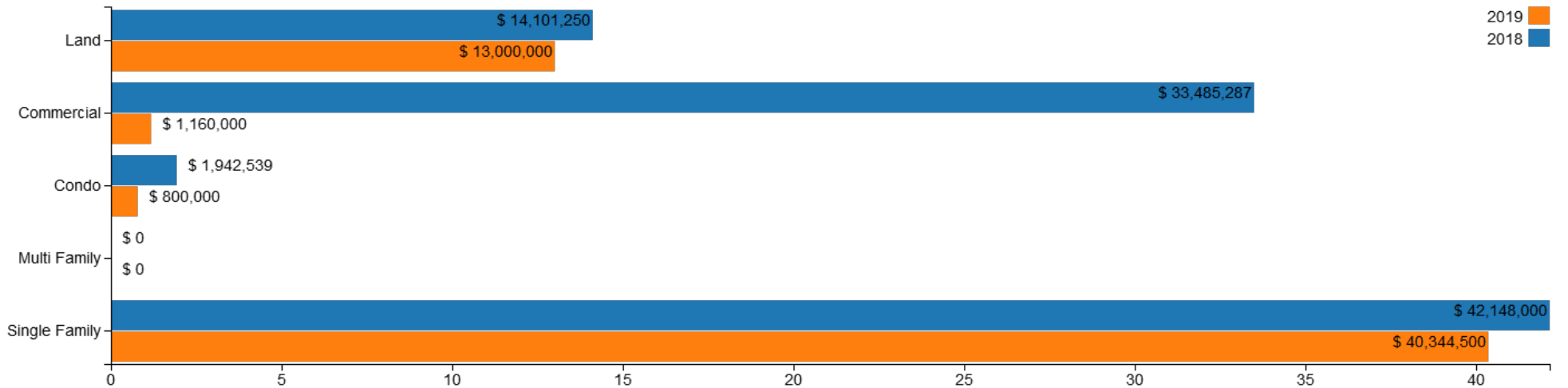


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Edgartown

Quarterly Comparison: Total Dollar Volume 1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$41,144,500	-7%	-	-	-	-	-	-	\$41,144,500	-7%
- Single Family	\$40,344,500	-4%	-	-	-	-	-	-	\$40,344,500	-4%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$800,000	-59%	-	-	-	-	-	-	\$800,000	-59%
Commercial	\$1,160,000	-97%	-	-	-	-	-	-	\$1,160,000	-97%
Land	\$13,000,000	-8%	-	-	-	-	-	-	\$13,000,000	-8%
Total	\$55,304,500	-40%	\$0	-	\$0	-	\$0	-	\$55,304,500	-40%



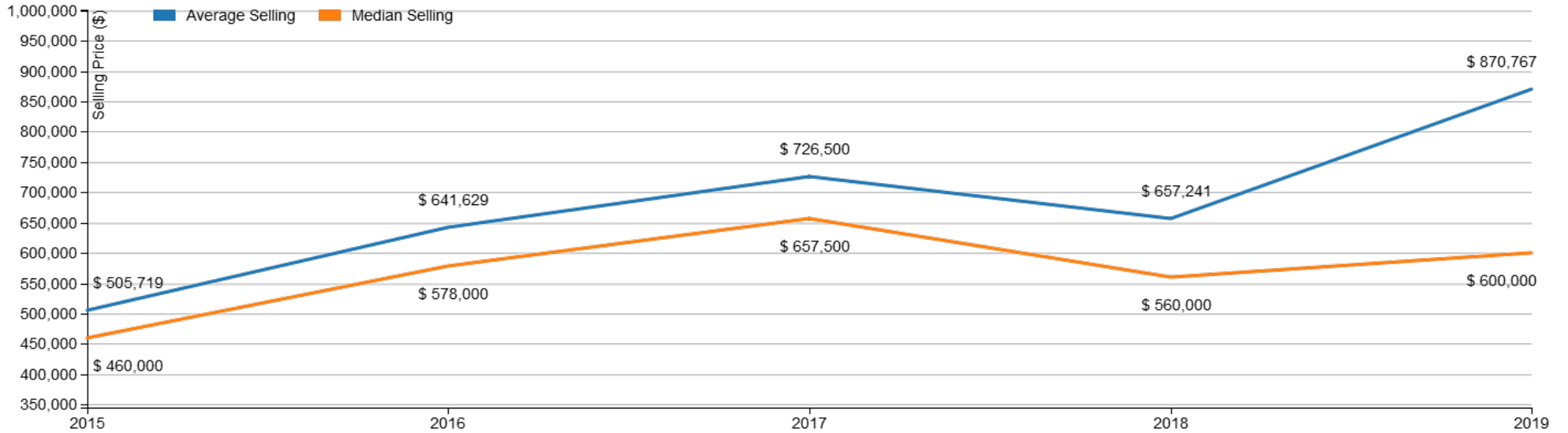
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Oak Bluffs

Summary: Single/Multi-Family Sales
1st Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	16	-	\$505,719	-	\$460,000	-	106%	-	\$8,091,500	-	271
2016	21	31%	\$641,629	27%	\$578,000	26%	118%	11%	\$13,474,201	67%	302
2017	30	43%	\$726,500	13%	\$657,500	14%	124%	5%	\$21,794,995	62%	165
2018	28	-7%	\$657,241	-10%	\$560,000	-15%	115%	-8%	\$18,402,750	-16%	183
2019	15	-46%	\$870,767	32%	\$600,000	7%	133%	16%	\$13,061,500	-29%	212

Average / Median Selling Price



LINK

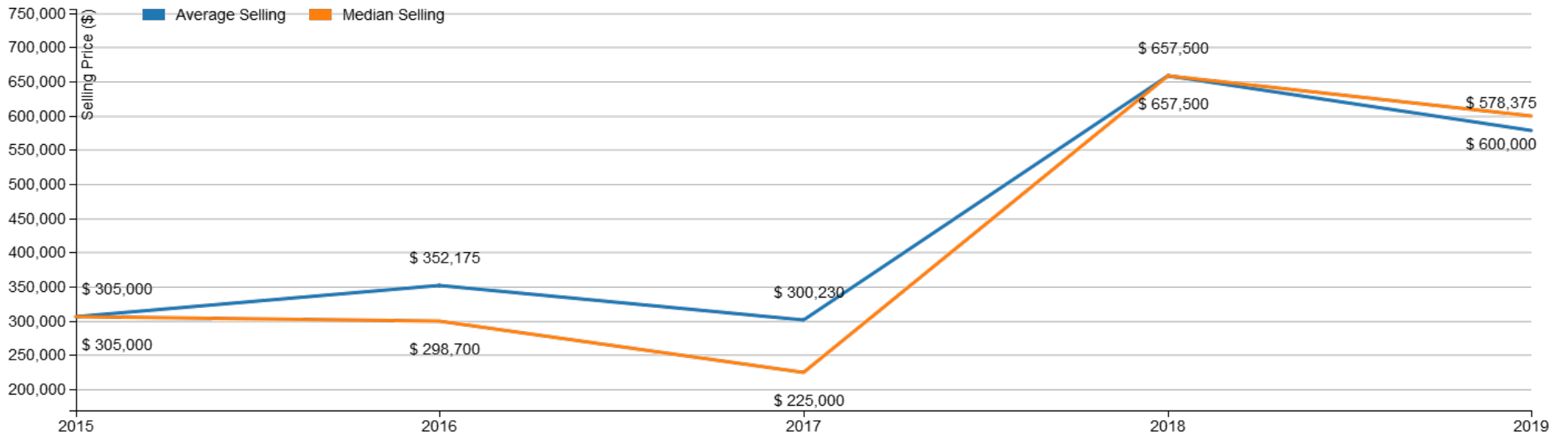
Oak Bluffs

Summary: Land Sales

1st Quarter 2019

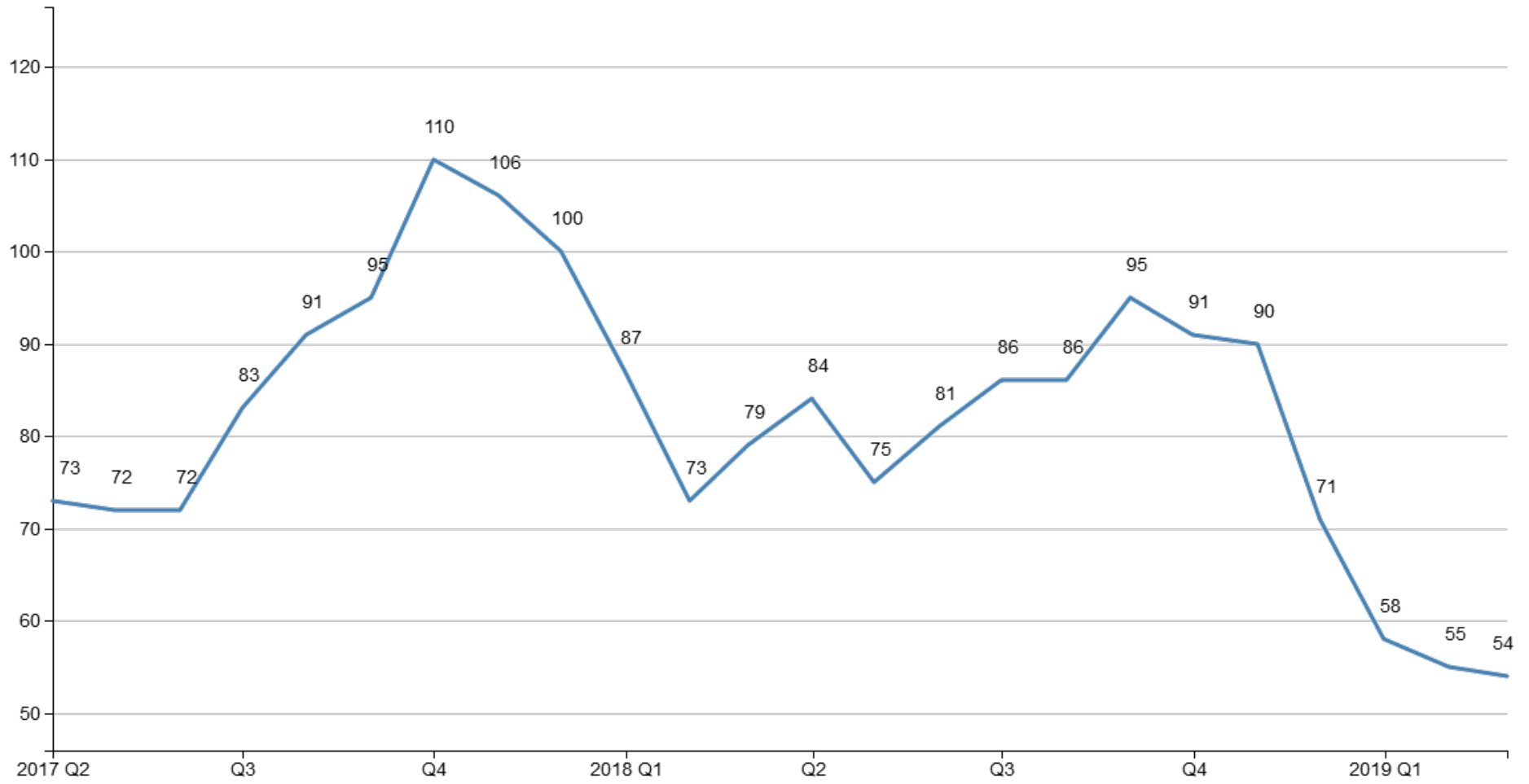
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	2	-	\$305,000	-	\$305,000	-	124%	-	\$610,000	-	95
2016	8	300%	\$352,175	15%	\$298,700	-2%	113%	-9%	\$2,817,400	362%	1,012
2017	7	-13%	\$300,230	-15%	\$225,000	-25%	121%	7%	\$2,101,610	-25%	297
2018	2	-71%	\$657,500	119%	\$657,500	192%	187%	55%	\$1,315,000	-37%	567
2019	4	100%	\$578,375	-12%	\$600,000	-9%	109%	-42%	\$2,313,500	76%	420

Average / Median Selling Price



LINK

Oak Bluffs Inventory 1st Quarter 2019

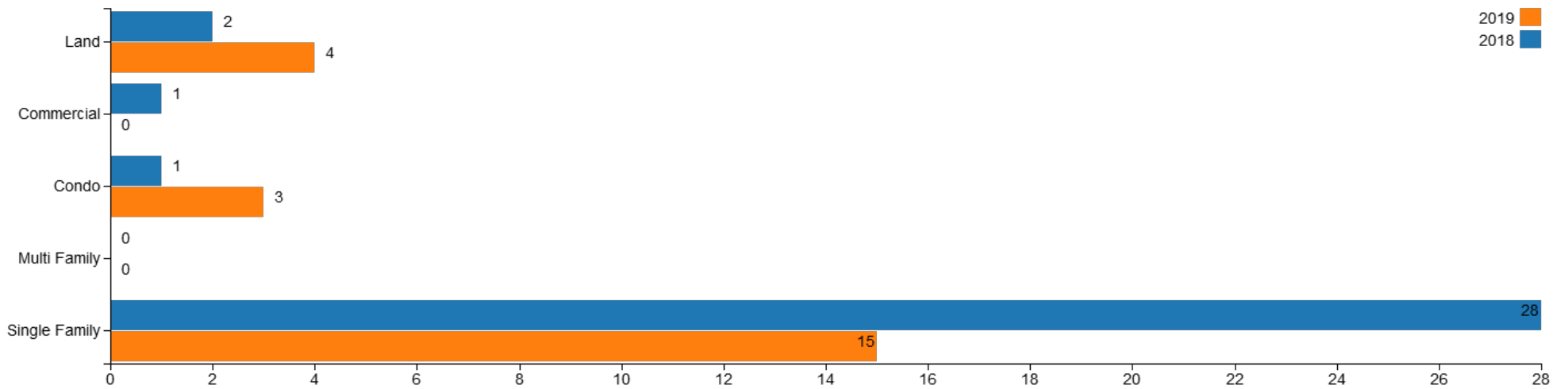


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Oak Bluffs

Quarterly Comparison: Total Number of Sales 1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	18	-38%	0	-	0	-	0	-	18	-38%
- Single Family	15	-46%	0	-	0	-	0	-	15	-46%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	3	200%	0	-	0	-	0	-	3	200%
Commercial	0	-	0	-	0	-	0	-	0	-
Land	4	100%	0	-	0	-	0	-	4	100%
Total	22	-31%	0	-	0	-	0	-	22	-31%



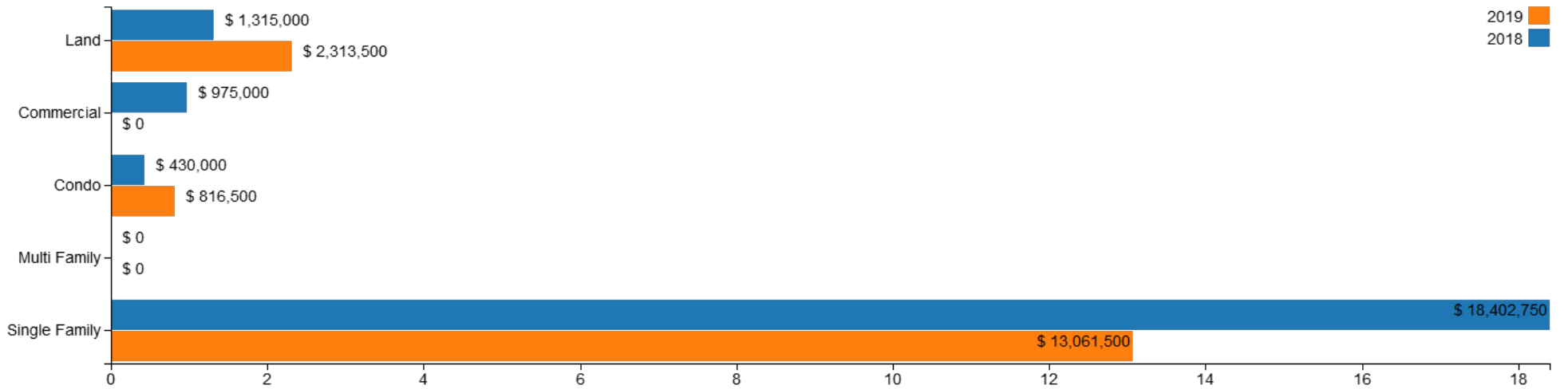
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Oak Bluffs

Quarterly Comparison: Total Dollar Volume

1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$13,878,000	-26%	-	-	-	-	-	-	\$13,878,000	-26%
- Single Family	\$13,061,500	-29%	-	-	-	-	-	-	\$13,061,500	-29%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$816,500	90%	-	-	-	-	-	-	\$816,500	90%
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$2,313,500	76%	-	-	-	-	-	-	\$2,313,500	76%
Total	\$16,191,500	-23%	\$0	-	\$0	-	\$0	-	\$16,191,500	-23%

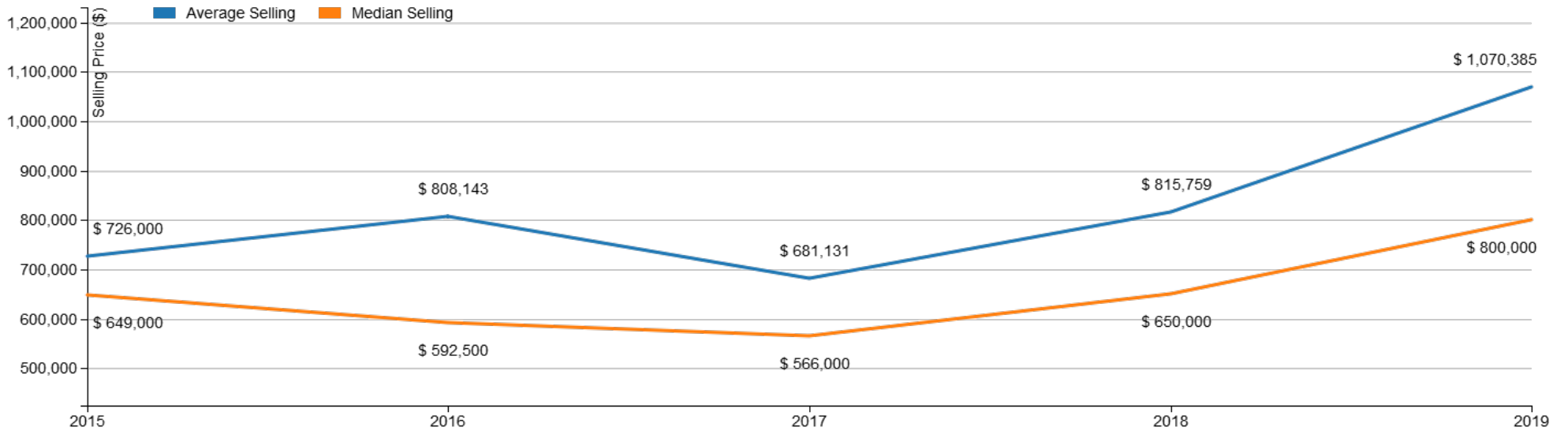


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Vineyard Haven Summary: Single/Multi-Family Sales 1st Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	19	-	\$726,000	-	\$649,000	-	143%	-	\$13,794,000	-	439
2016	14	-26%	\$808,143	11%	\$592,500	-9%	116%	-19%	\$11,314,000	-18%	319
2017	16	14%	\$681,131	-16%	\$566,000	-4%	148%	27%	\$10,898,100	-4%	234
2018	17	6%	\$815,759	20%	\$650,000	15%	133%	-10%	\$13,867,900	27%	239
2019	13	-24%	\$1,070,385	31%	\$800,000	23%	124%	-7%	\$13,915,000	0%	216

Average / Median Selling Price

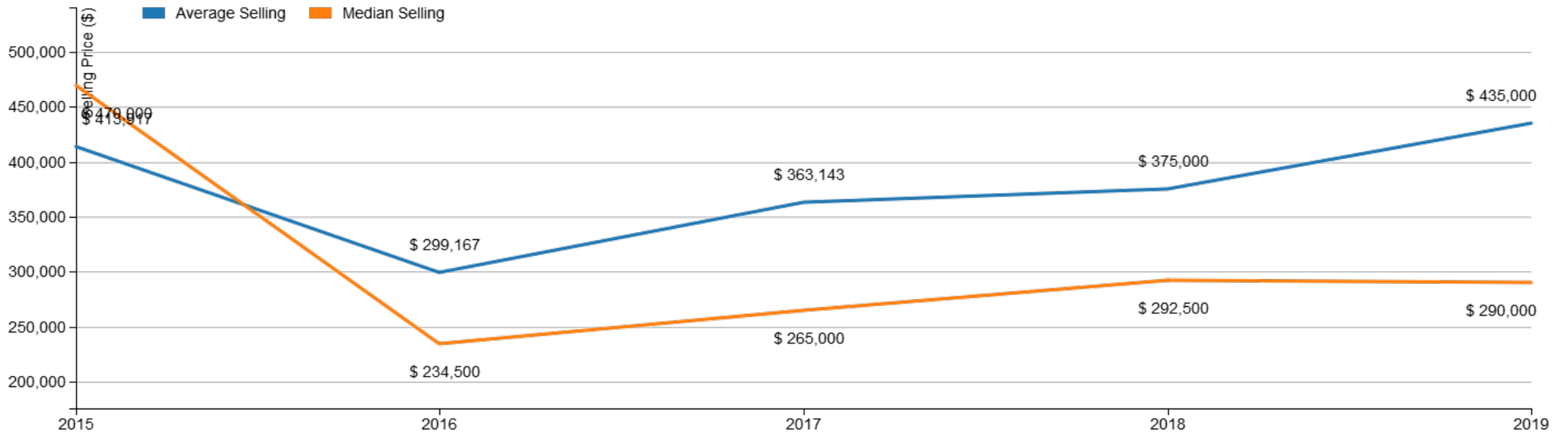


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Vineyard Haven Summary: Land Sales 1st Quarter 2019

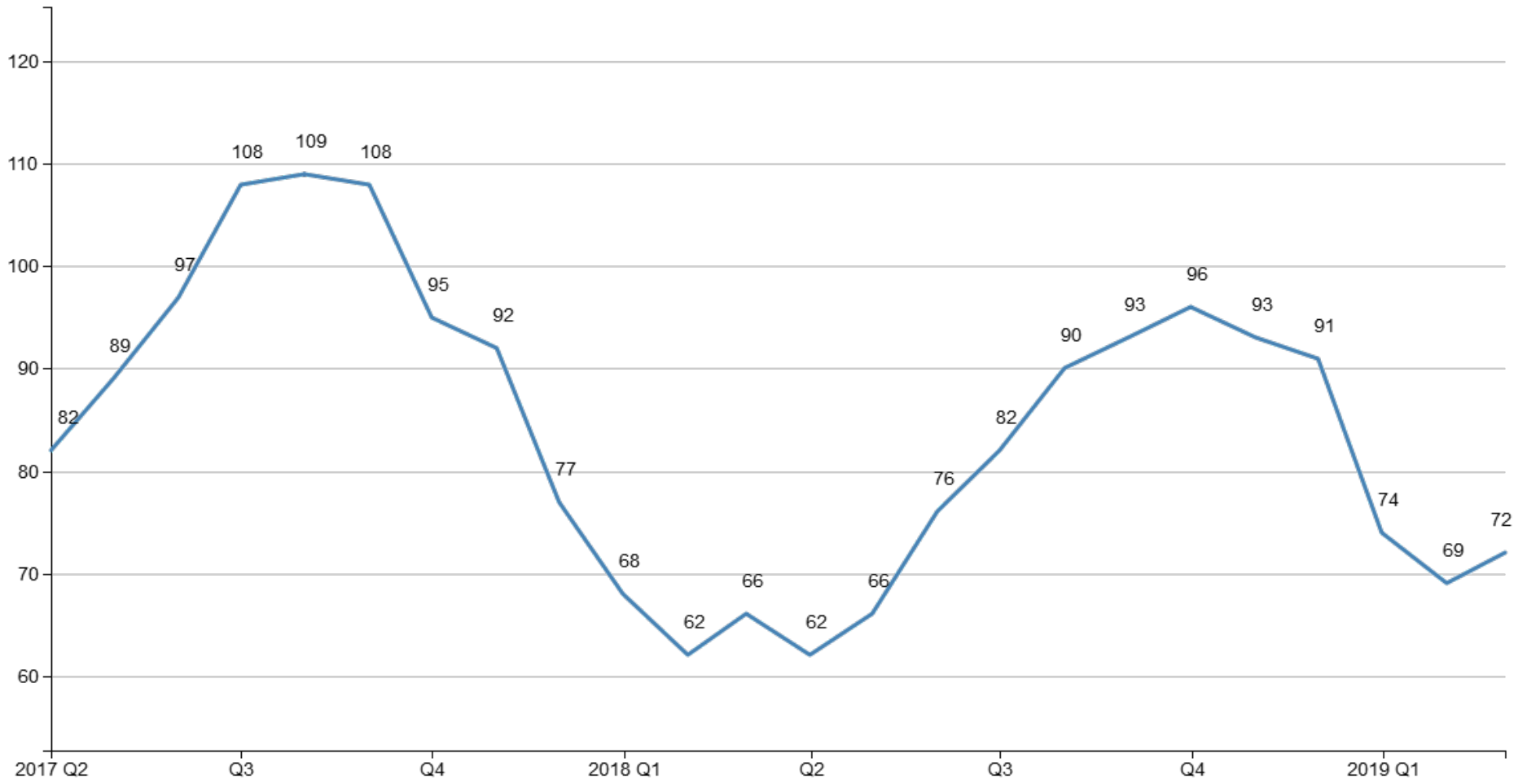
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	3	-	\$413,917	-	\$470,000	-	115%	-	\$1,241,750	-	570
2016	3	0%	\$299,167	-28%	\$234,500	-50%	96%	-16%	\$897,500	-28%	553
2017	7	133%	\$363,143	21%	\$265,000	13%	91%	-6%	\$2,542,000	183%	387
2018	4	-43%	\$375,000	3%	\$292,500	10%	112%	23%	\$1,500,000	-41%	195
2019	3	-25%	\$435,000	16%	\$290,000	-1%	159%	42%	\$1,305,000	-13%	100

Average / Median Selling Price



LINK

Vineyard Haven Inventory 1st Quarter 2019

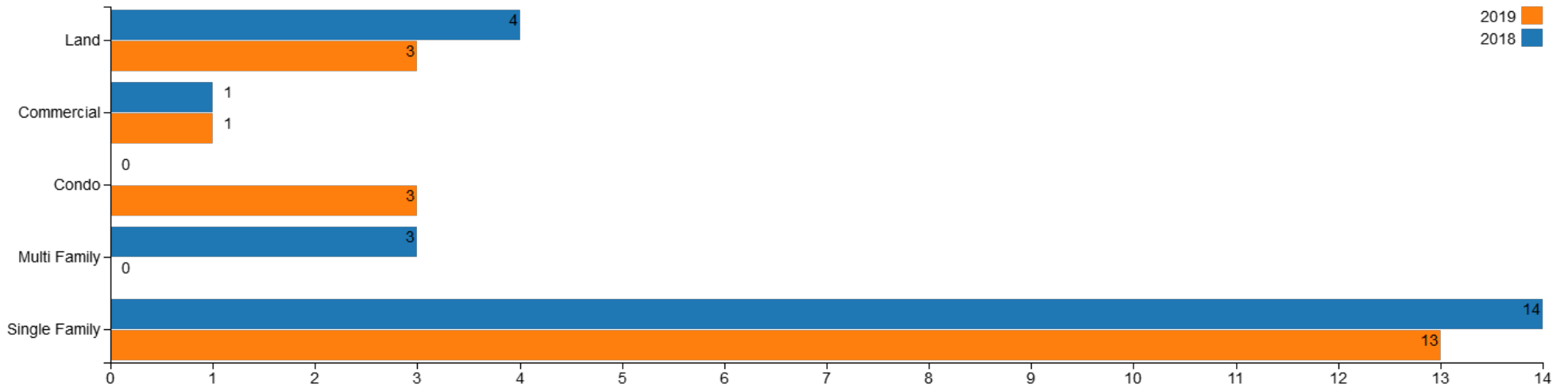


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Vineyard Haven

Quarterly Comparison: Total Number of Sales 1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	16	-6%	0	-	0	-	0	-	16	-6%
- Single Family	13	-7%	0	-	0	-	0	-	13	-7%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	3	-	0	-	0	-	0	-	3	-
Commercial	1	0%	0	-	0	-	0	-	1	0%
Land	3	-25%	0	-	0	-	0	-	3	-25%
Total	20	-9%	0	-	0	-	0	-	20	-9%



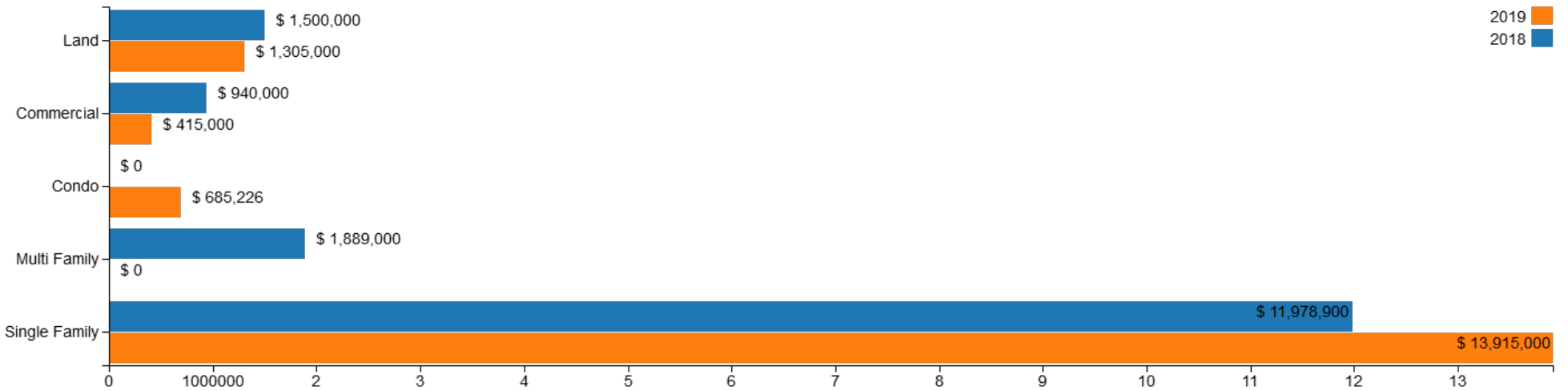
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Vineyard Haven

Quarterly Comparison: Total Dollar Volume

1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$14,600,226	5%	-	-	-	-	-	-	\$14,600,226	5%
- Single Family	\$13,915,000	16%	-	-	-	-	-	-	\$13,915,000	16%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$685,226	-	-	-	-	-	-	-	\$685,226	-
Commercial	\$415,000	-56%	-	-	-	-	-	-	\$415,000	-56%
Land	\$1,305,000	-13%	-	-	-	-	-	-	\$1,305,000	-13%
Total	\$16,320,226	0%	\$0	-	\$0	-	\$0	-	\$16,320,226	0%



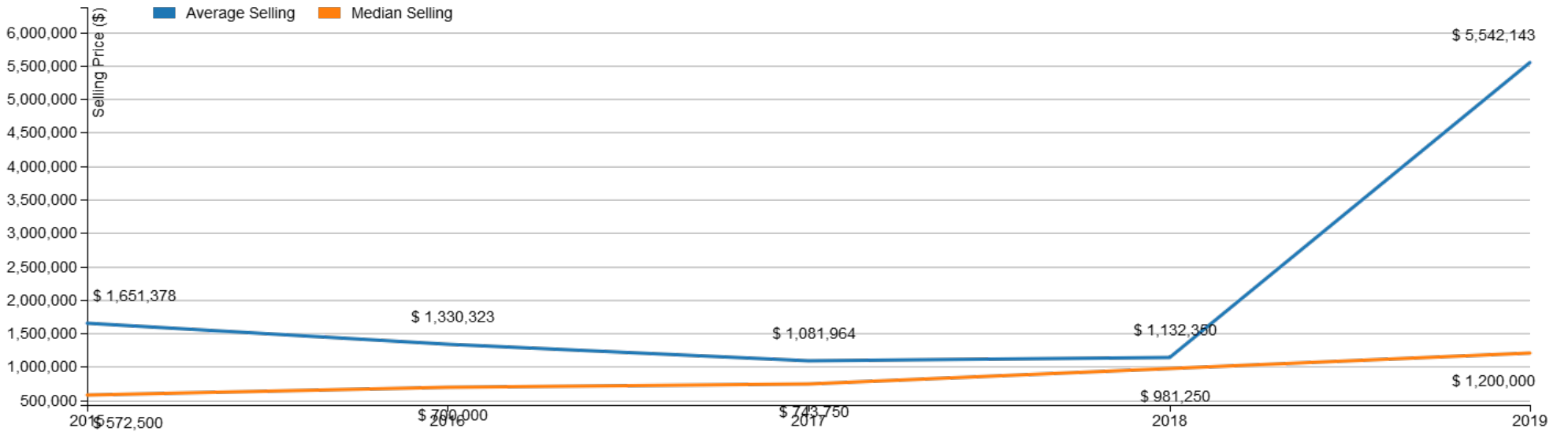
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West Tisbury

Summary: Single/Multi-Family Sales
1st Quarter 2019

Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2015	9	-	\$1,651,378	-	\$572,500	-	95%	-	\$14,862,400	-	433
2016	11	22%	\$1,330,323	-19%	\$700,000	22%	110%	15%	\$14,633,550	-2%	420
2017	14	27%	\$1,081,964	-19%	\$743,750	6%	107%	-2%	\$15,147,500	4%	359
2018	10	-29%	\$1,132,350	5%	\$981,250	32%	103%	-4%	\$11,323,500	-25%	469
2019	7	-30%	\$5,542,143	389%	\$1,200,000	22%	114%	11%	\$38,795,000	243%	216

Average / Median Selling Price

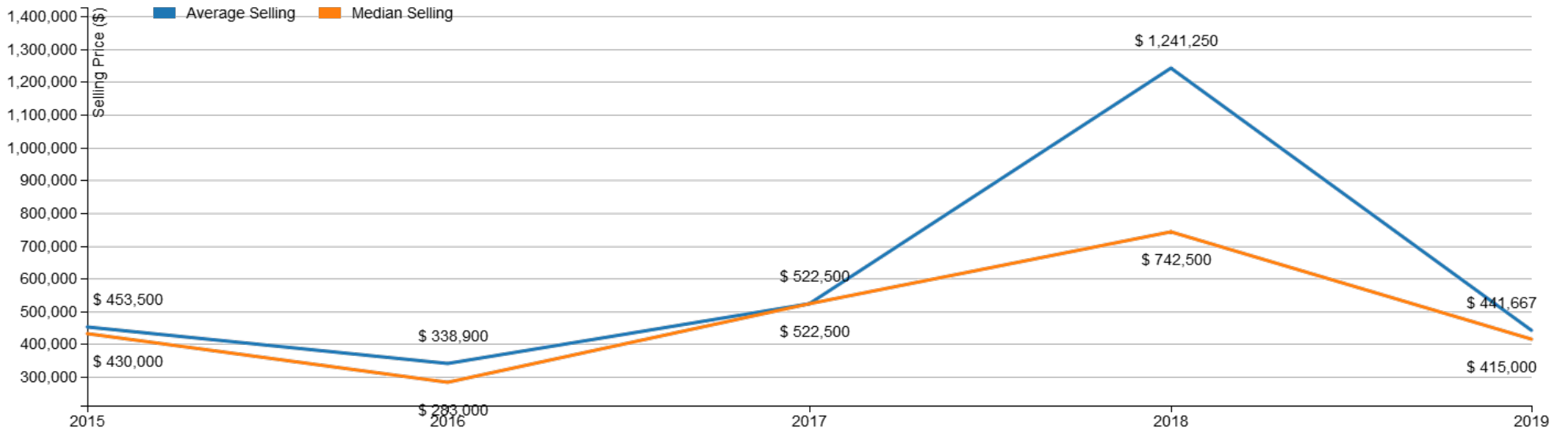


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West Tisbury Summary: Land Sales 1st Quarter 2019

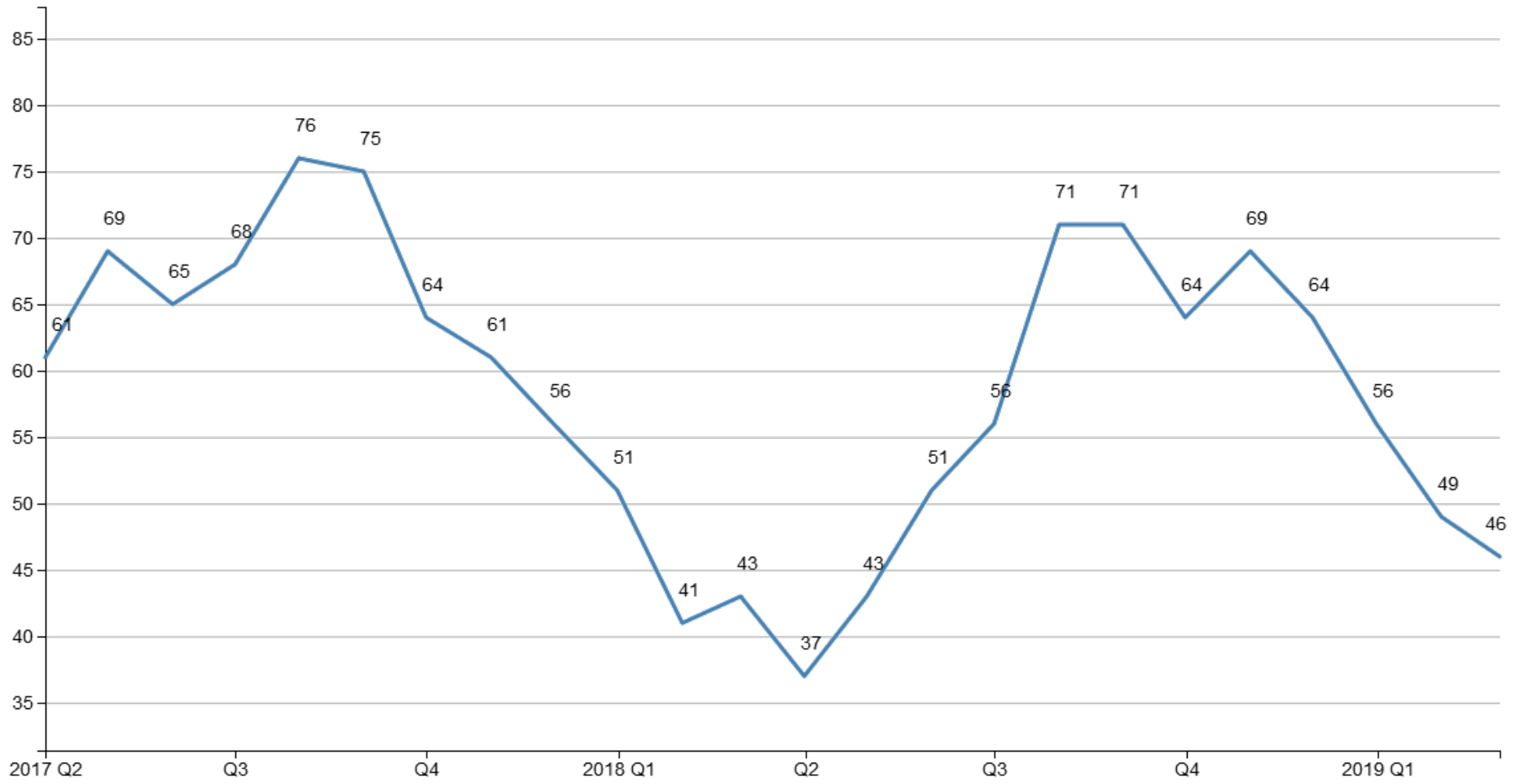
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	5	-	\$453,500	-	\$430,000	-	100%	-	\$2,267,500	-	441
2016	5	0%	\$338,900	-25%	\$283,000	-34%	64%	-36%	\$1,694,500	-25%	290
2017	2	-60%	\$522,500	54%	\$522,500	85%	122%	90%	\$1,045,000	-38%	46
2018	4	100%	\$1,241,250	138%	\$742,500	42%	209%	71%	\$4,965,000	375%	391
2019	3	-25%	\$441,667	-64%	\$415,000	-44%	126%	-40%	\$1,325,000	-73%	423

Average / Median Selling Price



LINK

West Tisbury Inventory 1st Quarter 2019



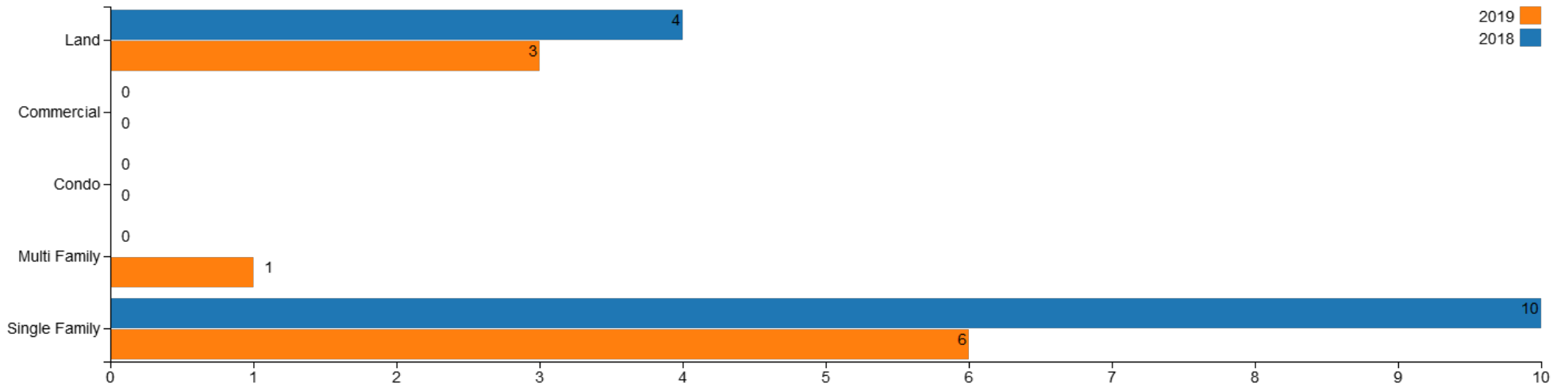
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West Tisbury

Quarterly Comparison: Total Number of Sales

1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	7	-30%	0	-	0	-	0	-	7	-30%
- Single Family	6	-40%	0	-	0	-	0	-	6	-40%
- Multi Family	1	-	0	-	0	-	0	-	1	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	3	-25%	0	-	0	-	0	-	3	-25%
Total	10	-29%	0	-	0	-	0	-	10	-29%



LINK

West Tisbury

Quarterly Comparison: Total Dollar Volume

1st Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$38,795,000	243%	-	-	-	-	-	-	\$38,795,000	243%
- Single Family	\$37,595,000	232%	-	-	-	-	-	-	\$37,595,000	232%
- Multi Family	\$1,200,000	-	-	-	-	-	-	-	\$1,200,000	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$1,325,000	-73%	-	-	-	-	-	-	\$1,325,000	-73%
Total	\$40,120,000	146%	\$0	-	\$0	-	\$0	-	\$40,120,000	146%

