

LINK

MARTHA'S VINEYARD
QUARTERLY SALES
SUMMARY
FIRST QUARTER 2020



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.



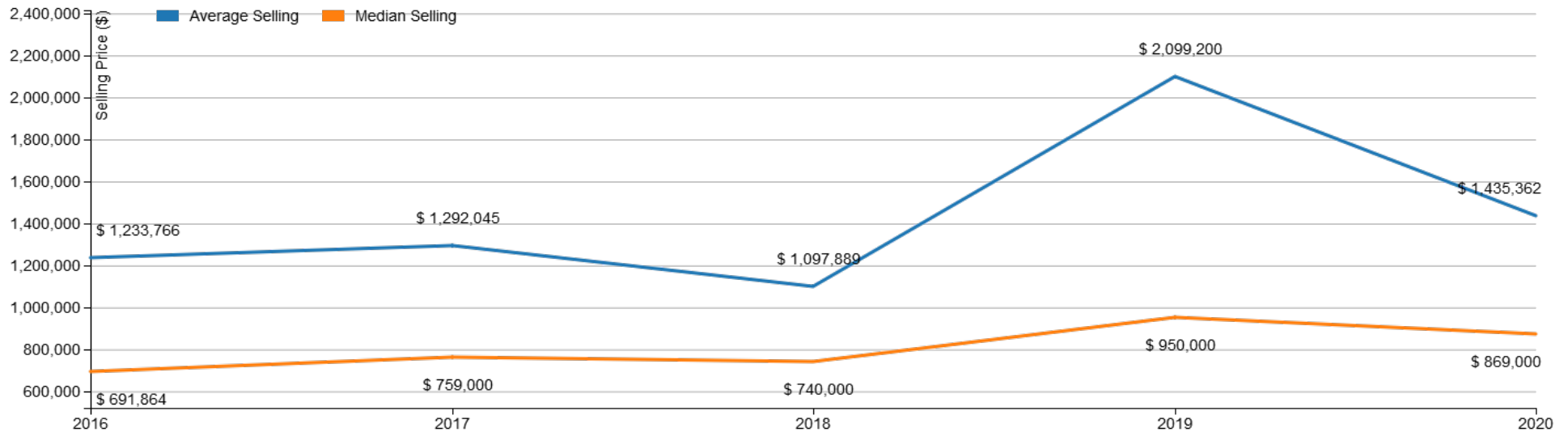
Island-Wide

Summary: Single/Multi-Family Sales

1st Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	82	-	\$1,233,766	-	\$691,865	-	158%	-	\$101,168,813	-	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
2020	102	85%	\$1,435,362	-32%	\$869,000	-9%	127%	2%	\$146,406,974	27%	386

Average / Median Selling Price

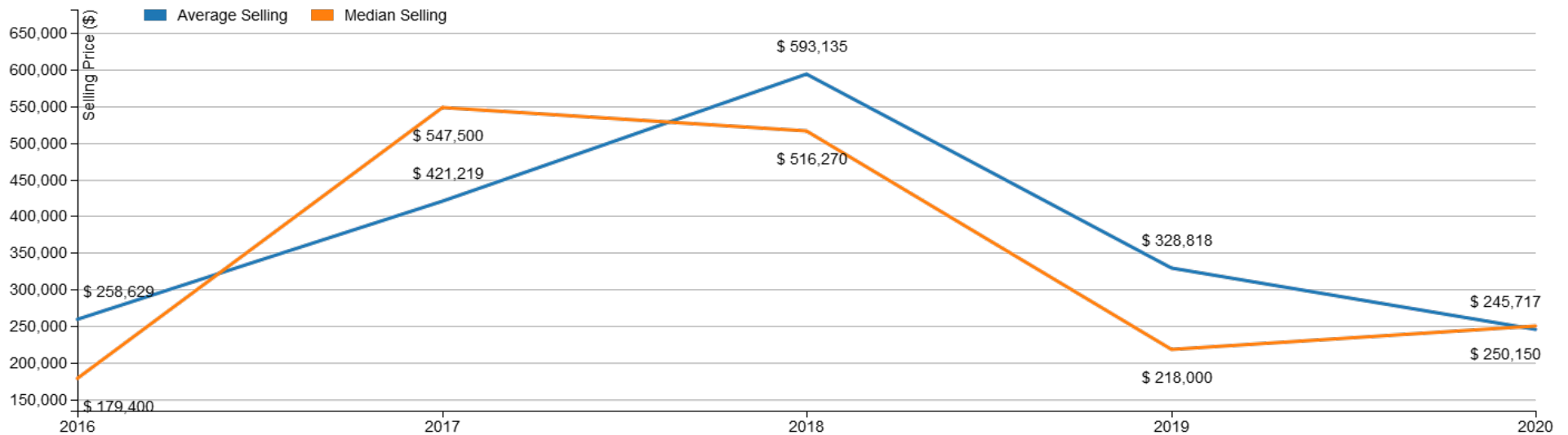


LINK

Island-Wide Summary: Condo Sales 1st Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2016	7	-	\$258,629	-	\$179,400	-	\$361	-	\$315	-	\$1,810,400	-	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
2020	6	-14%	\$245,717	-25%	\$250,150	15%	\$409	-11%	\$287	-38%	\$1,474,300	-36%	258

Average / Median Selling Price

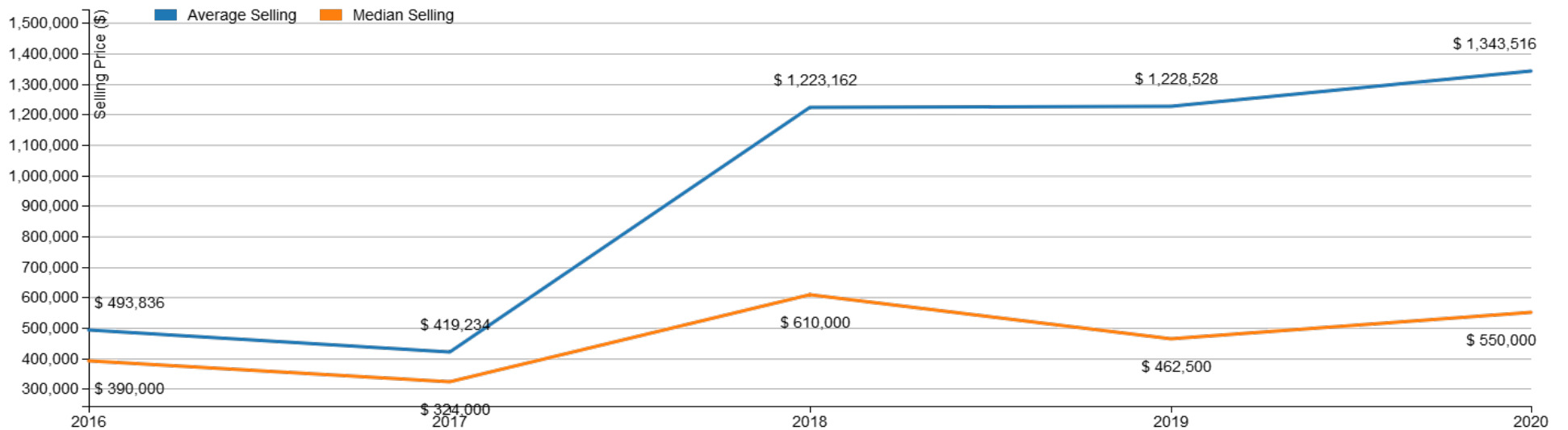




Island-Wide
Summary: Land Sales
1st Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	22	-	\$493,836	-	\$390,000	-	110%	-	\$10,864,400	-	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
2020	16	-11%	\$1,343,516	9%	\$550,000	19%	147%	24%	\$21,496,255	-3%	598

Average / Median Selling Price

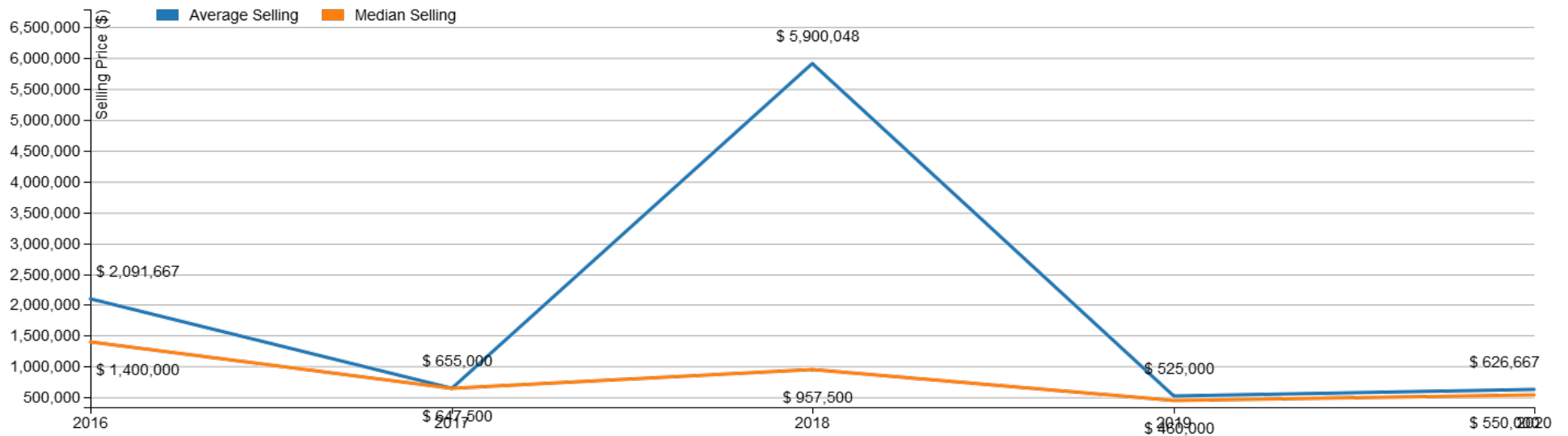




Island-Wide
 Summary: Commercial Sales
 1st Quarter 2020

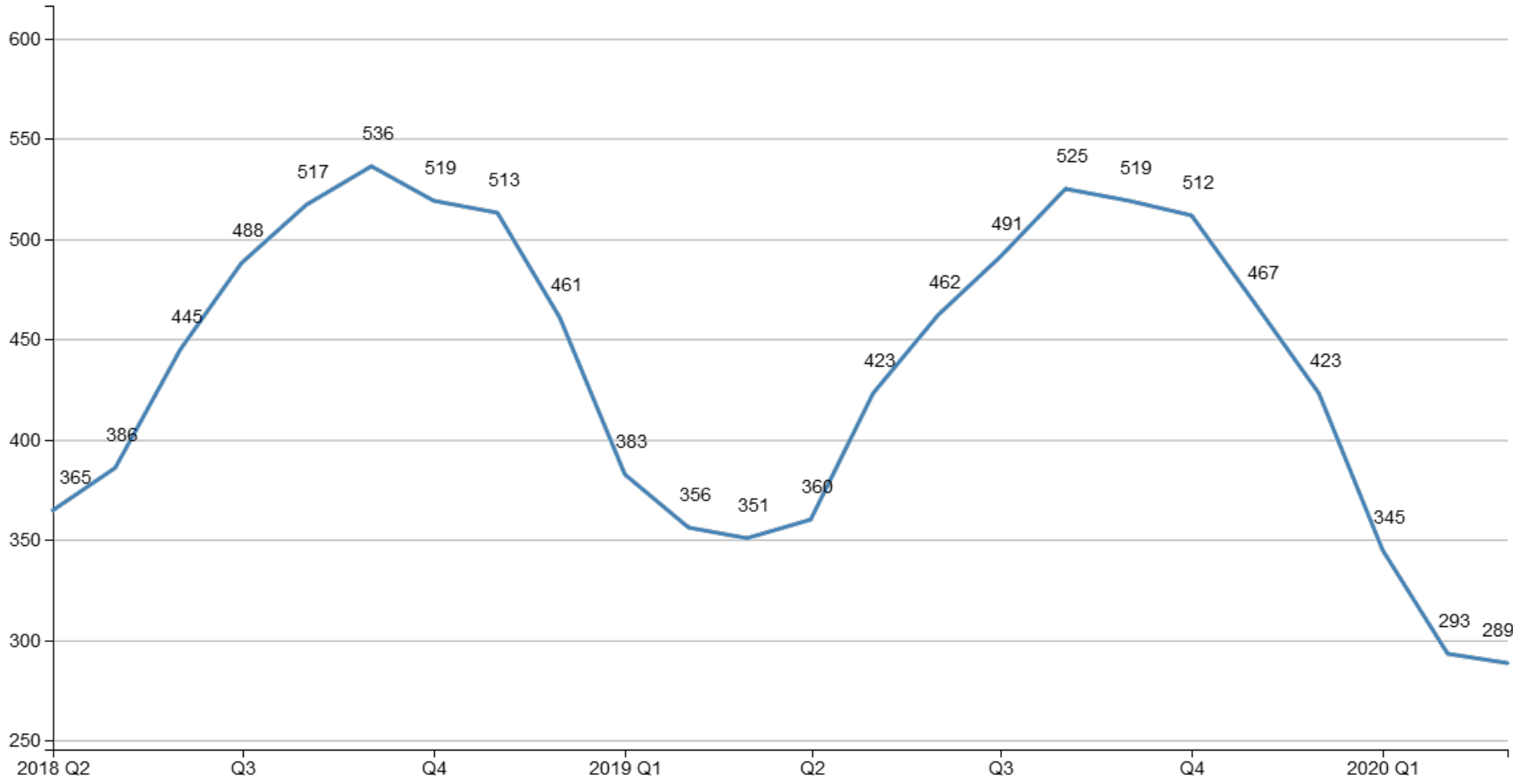
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	3	-	\$2,091,667	-	\$1,400,000	-	160%	-	\$6,275,000	-	869
2017	6	100%	\$655,000	-69%	\$647,500	-54%	105%	-34%	\$3,930,000	-37%	634
2018	6	0%	\$5,900,048	801%	\$957,500	48%	138%	31%	\$35,400,287	801%	
2019	3	-50%	\$525,000	-91%	\$460,000	-52%	134%	-3%	\$1,575,000	-96%	151
2020	3	0%	\$626,667	19%	\$550,000	20%	152%	13%	\$1,880,000	19%	

Average / Median Selling Price





Island-Wide
Inventory
1st Quarter 2020

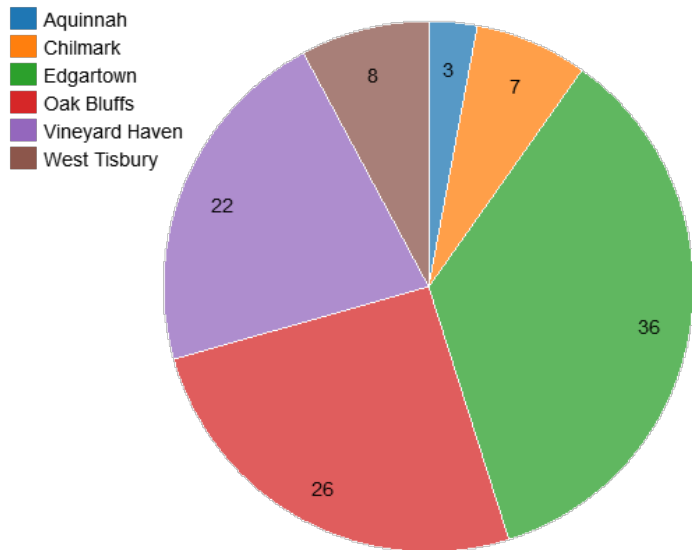


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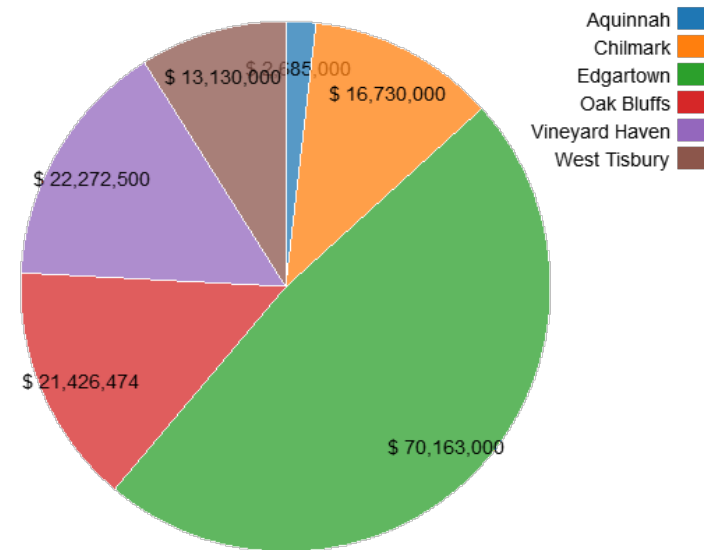
Sales Summary by Town Single/Multi-Family 1st Quarter 2020

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	3	50%	\$895,000	-34%	\$735,000	-46%	102%	24%	\$2,685,000	-1%	448
Chilmark	7	40%	\$2,390,000	81%	\$1,575,000	13%	137%	2%	\$16,730,000	153%	331
Edgartown	36	177%	\$1,948,972	-37%	\$1,300,000	-19%	135%	9%	\$70,163,000	74%	239
Oak Bluffs	26	73%	\$824,095	-5%	\$789,000	32%	134%	0%	\$21,426,474	64%	212
Vineyard Haven	22	69%	\$1,012,386	-5%	\$769,500	-4%	102%	-18%	\$22,272,500	60%	874
West Tisbury	8	14%	\$1,641,250	-70%	\$1,212,500	1%	137%	20%	\$13,130,000	-66%	337

Number of Sales by Town



Total Dollar Volume by Town





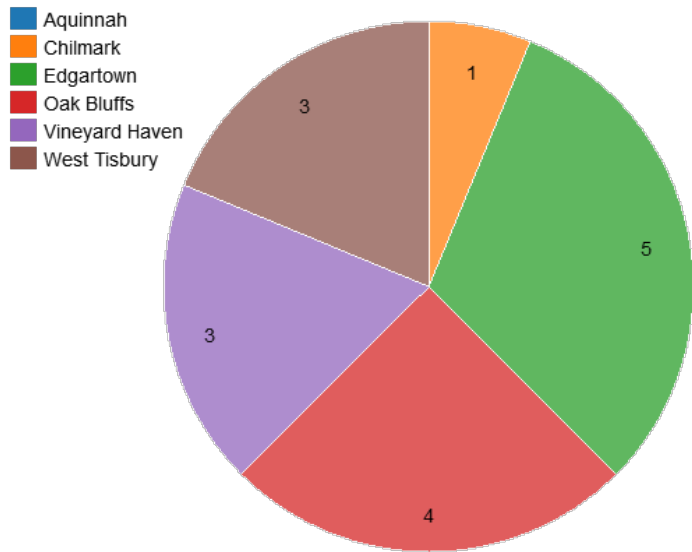
Sales Summary by Town

Land

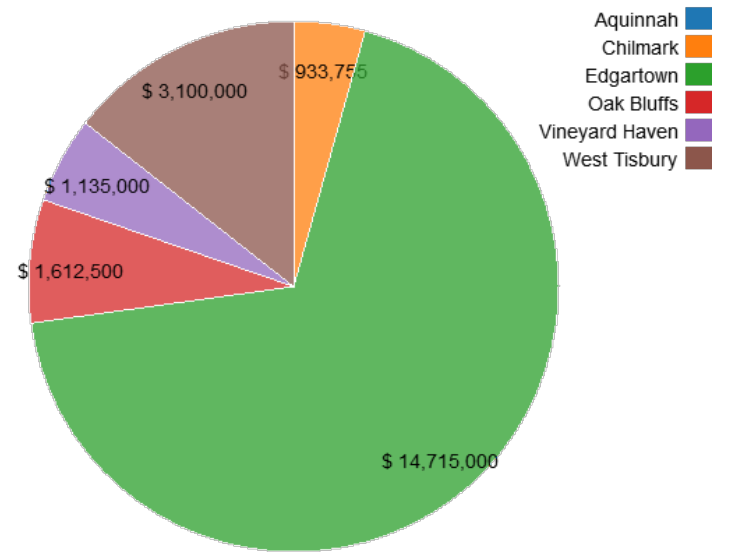
1st Quarter 2020

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	0	-	-	-	-	-	-	-	-	-	
Chilmark	1	-67%	\$933,755	-33%	\$933,755	108%	454%	319%	\$933,755	-78%	
Edgartown	5	0%	\$2,943,000	13%	\$955,000	101%	142%	29%	\$14,715,000	13%	357
Oak Bluffs	4	0%	\$403,125	-30%	\$355,000	-41%	117%	7%	\$1,612,500	-30%	100
Vineyard Haven	3	0%	\$378,333	-13%	\$325,000	12%	87%	-45%	\$1,135,000	-13%	
West Tisbury	3	0%	\$1,033,333	134%	\$500,000	20%	95%	-24%	\$3,100,000	134%	1,172

Number of Sales by Town



Total Dollar Volume by Town



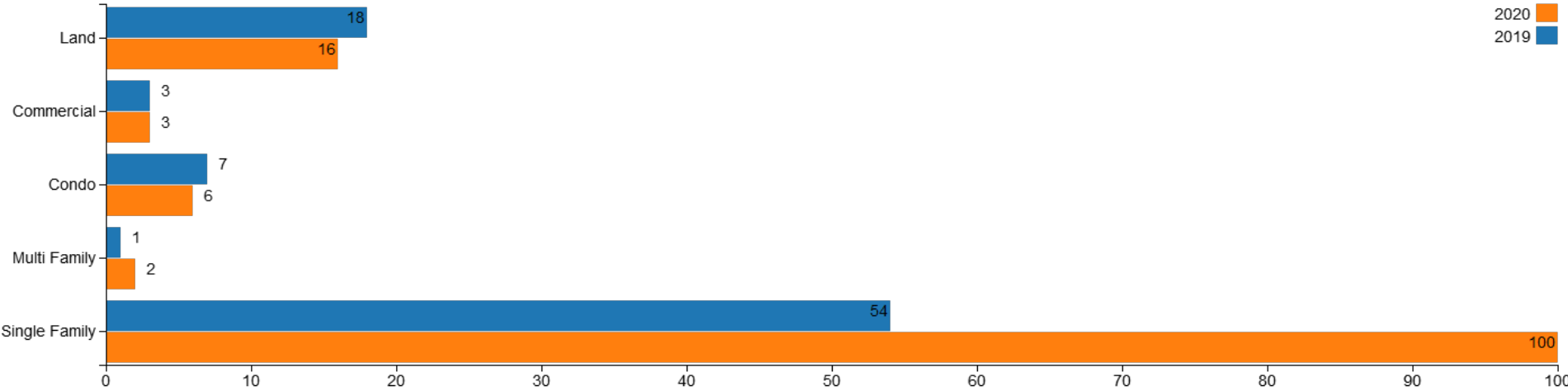


Island-Wide

Quarterly Comparison: Total Number of Sales

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	108	74%	0	-	0	-	0	-	108	74%
- Single Family	100	85%	0	-	0	-	0	-	100	85%
- Multi Family	2	100%	0	-	0	-	0	-	2	100%
- Condo	6	-14%	0	-	0	-	0	-	6	-14%
Commercial	3	0%	0	-	0	-	0	-	3	0%
Land	16	-11%	0	-	0	-	0	-	16	-11%
Total	127	53%	0	-	0	-	0	-	127	53%



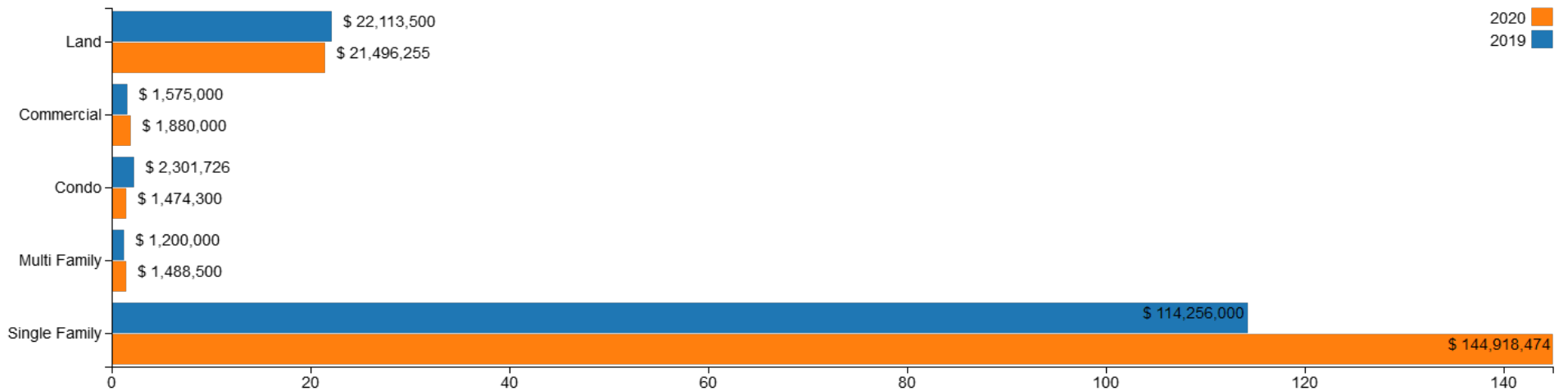


Island-Wide

Quarterly Comparison: Total Dollar Volume

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$147,881,274	26%	-	-	-	-	-	-	\$147,881,274	26%
- Single Family	\$144,918,474	27%	-	-	-	-	-	-	\$144,918,474	27%
- Multi Family	\$1,488,500	24%	-	-	-	-	-	-	\$1,488,500	24%
- Condo	\$1,474,300	-36%	-	-	-	-	-	-	\$1,474,300	-36%
Commercial	\$1,880,000	19%	-	-	-	-	-	-	\$1,880,000	19%
Land	\$21,496,255	-3%	-	-	-	-	-	-	\$21,496,255	-3%
Total	\$171,257,529	21%	\$0	-	\$0	-	\$0	-	\$171,257,529	21%

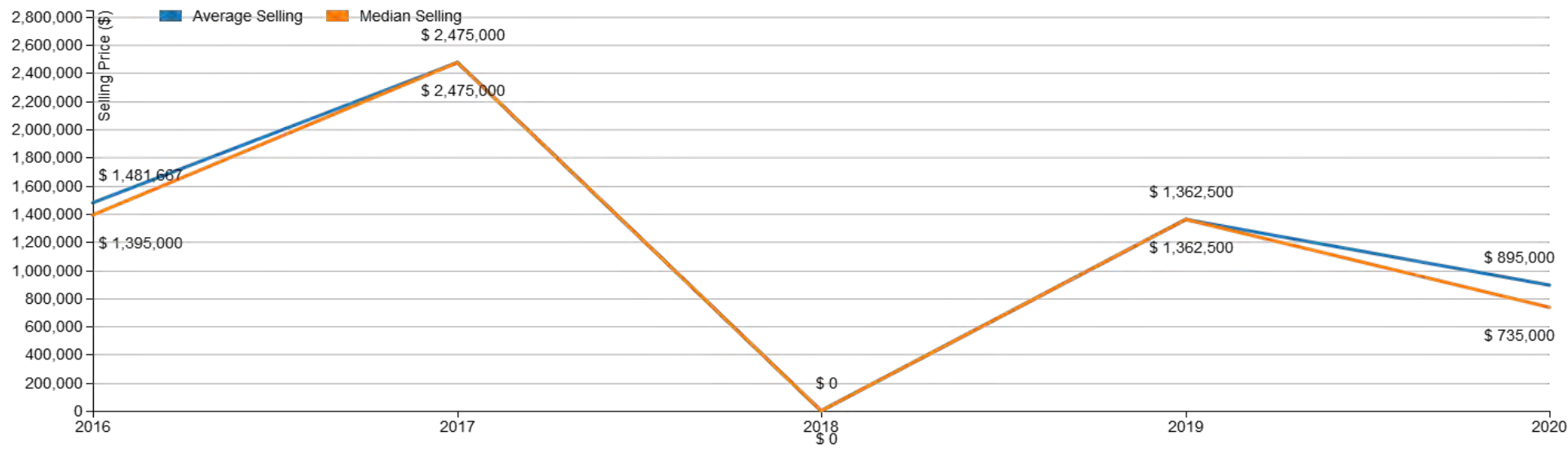




Aquinnah
 Summary: Single/Multi-Family Sales
 1st Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	3	-	\$1,481,667	-	\$1,395,000	-	100%	-	\$4,445,000	-	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
2020	3	50%	\$895,000	-34%	\$735,000	-46%	102%	24%	\$2,685,000	-1%	448

Average / Median Selling Price

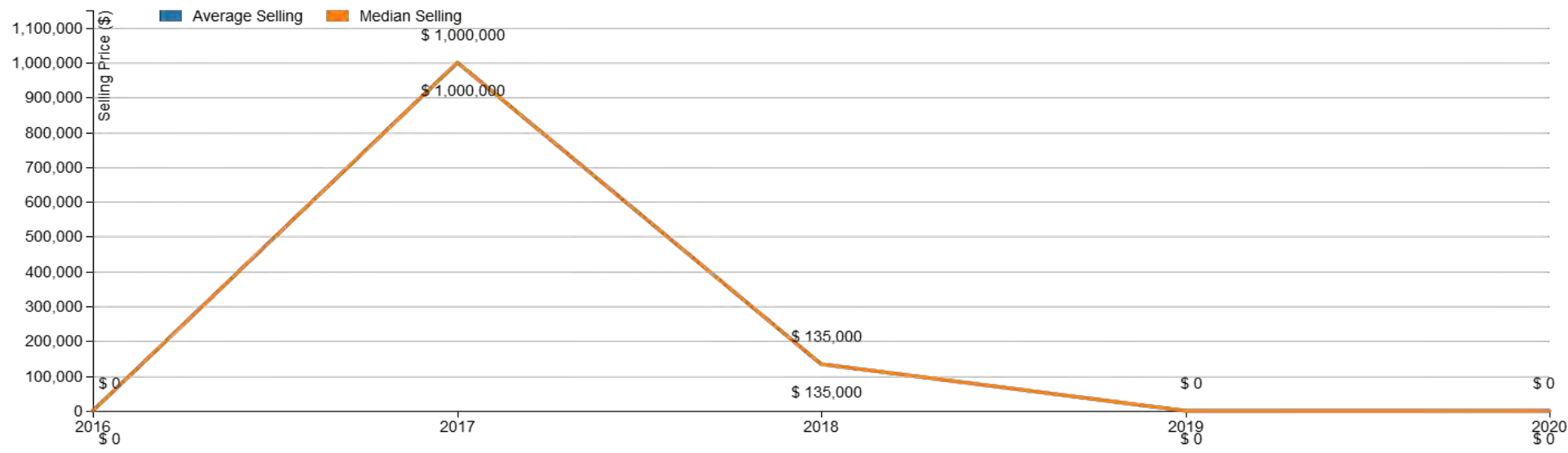




Aquinnah
 Summary: Land Sales
 1st Quarter 2020

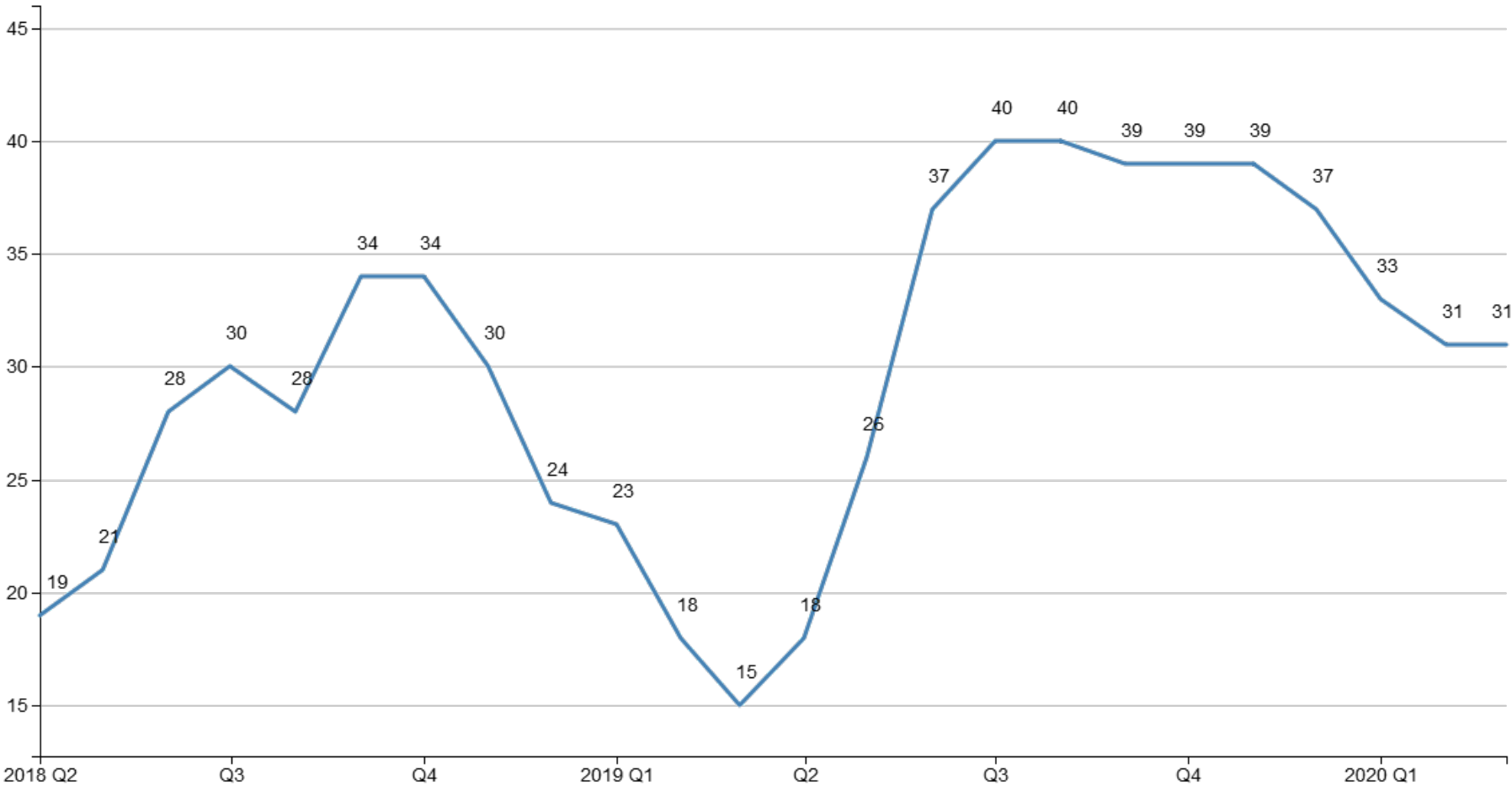
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	0	-	-	-	-	-	-	-	-	-	
2017	1	-	\$1,000,000	-	\$1,000,000	-	112%	-	\$1,000,000	-	
2018	1	0%	\$135,000	-87%	\$135,000	-87%	23%	-79%	\$135,000	-87%	240
2019	0	-	-	-	-	-	-	-	-	-	
2020	0	-	-	-	-	-	-	-	-	-	

Average / Median Selling Price





Aquinnah
Inventory
1st Quarter 2020



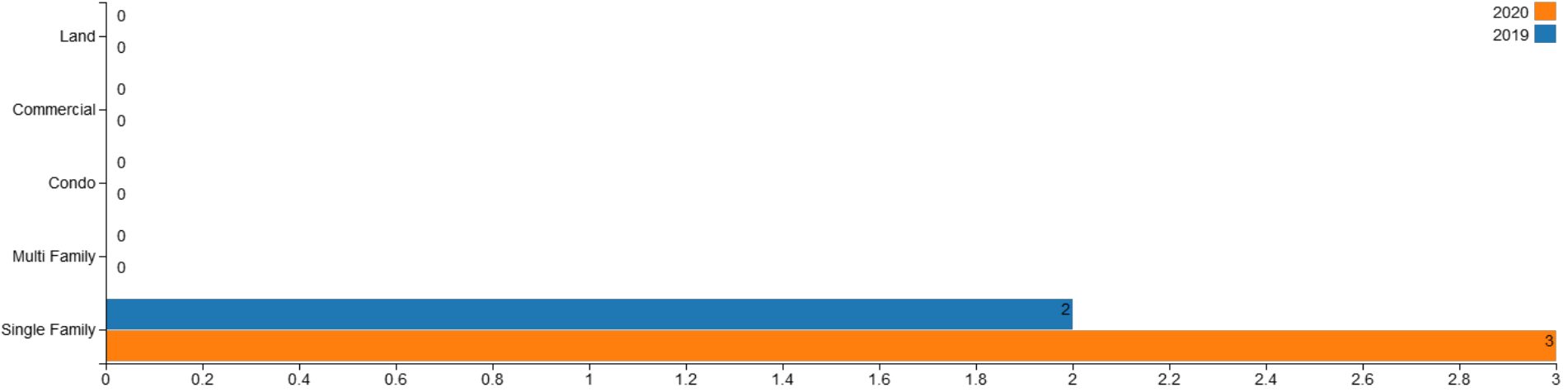


Aquinnah

Quarterly Comparison: Total Number of Sales

1st Quarter 2020

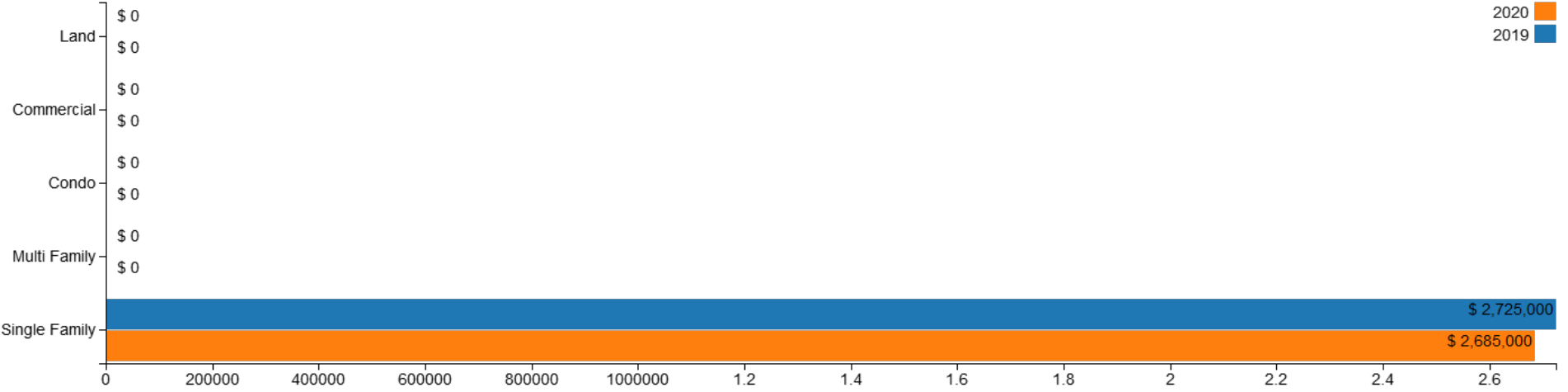
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	3	50%	0	-	0	-	0	-	3	50%
- Single Family	3	50%	0	-	0	-	0	-	3	50%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	0	-	0	-	0	-	0	-	0	-
Total	3	50%	0	-	0	-	0	-	3	50%





Aquinnah
 Quarterly Comparison: Total Dollar Volume
 1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$2,685,000	-1%	-	-	-	-	-	-	\$2,685,000	-1%
- Single Family	\$2,685,000	-1%	-	-	-	-	-	-	\$2,685,000	-1%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	-	-	-	-	-	-	-	-	-	-
Total	\$2,685,000	-1%	\$0	-	\$0	-	\$0	-	\$2,685,000	-1%





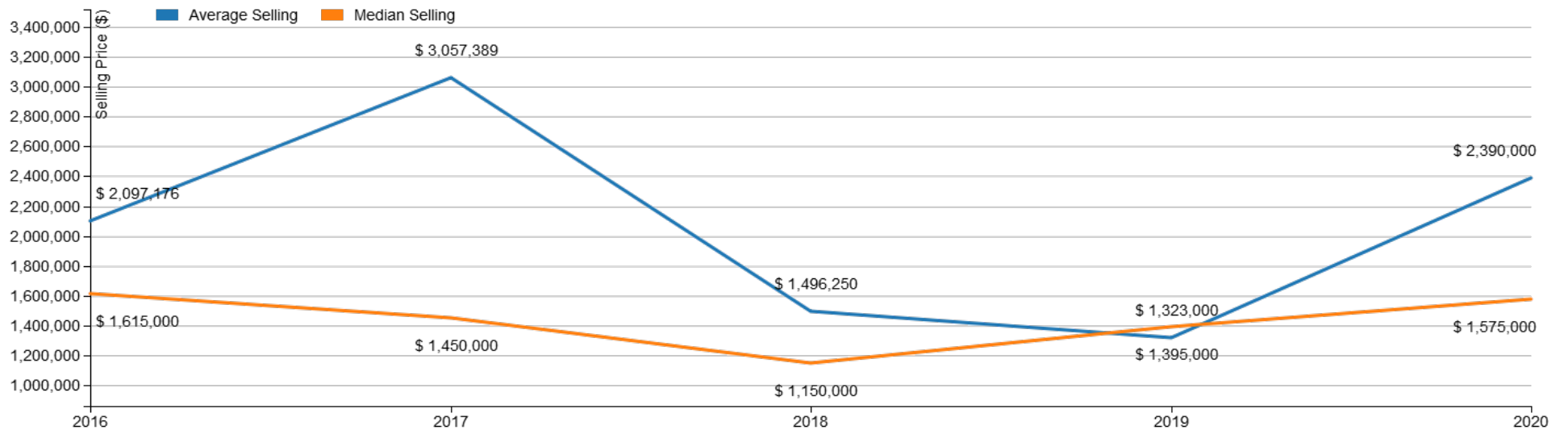
Chilmark

Summary: Single/Multi-Family Sales

1st Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	7	-	\$2,097,176	-	\$1,615,000	-	615%	-	\$14,680,229	-	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
2020	7	40%	\$2,390,000	81%	\$1,575,000	13%	137%	2%	\$16,730,000	153%	331

Average / Median Selling Price





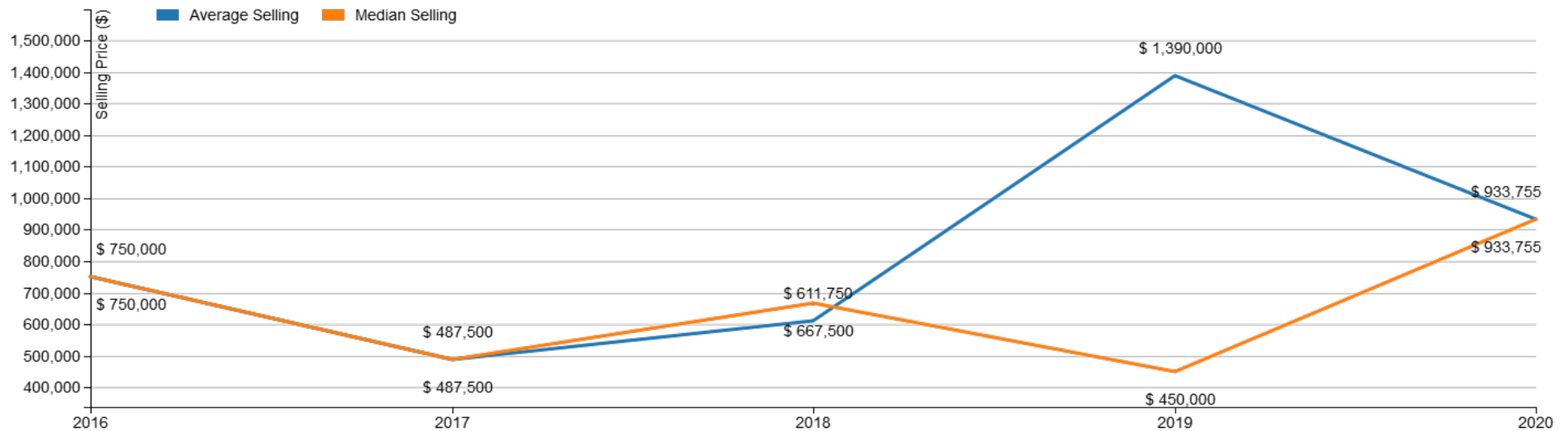
Chilmark

Summary: Land Sales

1st Quarter 2020

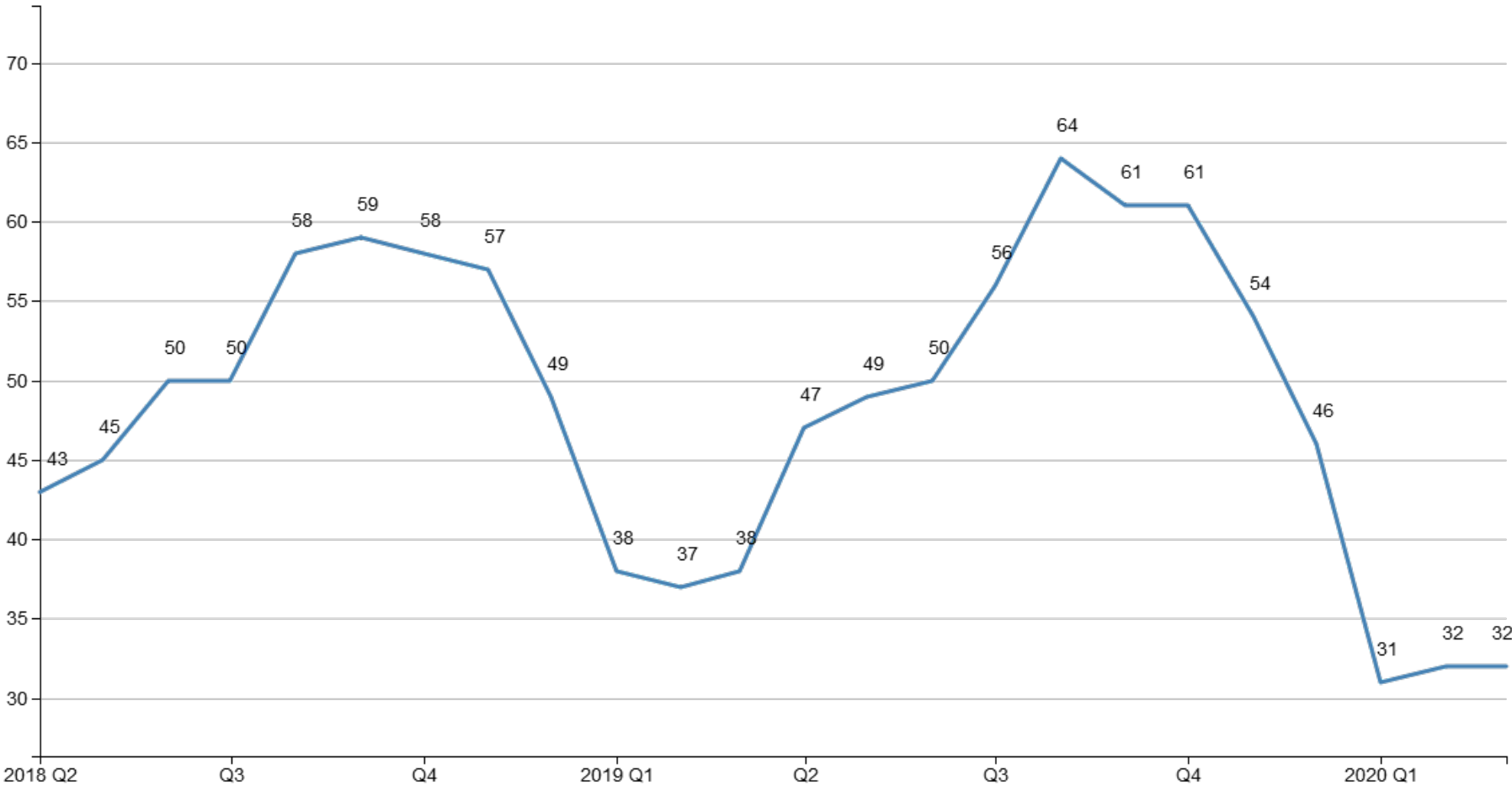
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	2	-	\$750,000	-	\$750,000	-	125%	-	\$1,500,000	-	1,573
2017	2	0%	\$487,500	-35%	\$487,500	-35%	103%	-17%	\$975,000	-35%	461
2018	4	100%	\$611,750	25%	\$667,500	37%	147%	42%	\$2,447,000	151%	510
2019	3	-25%	\$1,390,000	127%	\$450,000	-33%	109%	-26%	\$4,170,000	70%	373
2020	1	-67%	\$933,755	-33%	\$933,755	108%	454%	319%	\$933,755	-78%	

Average / Median Selling Price





Chilmark
Inventory
1st Quarter 2020



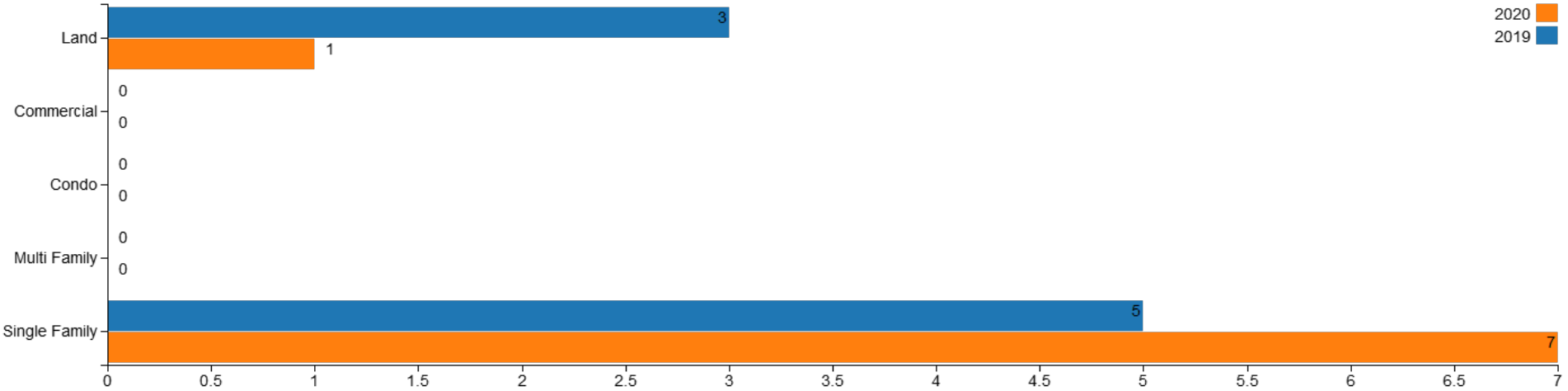


Chilmark

Quarterly Comparison: Total Number of Sales

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	7	40%	0	-	0	-	0	-	7	40%
- Single Family	7	40%	0	-	0	-	0	-	7	40%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	1	-67%	0	-	0	-	0	-	1	-67%
Total	8	0%	0	-	0	-	0	-	8	0%



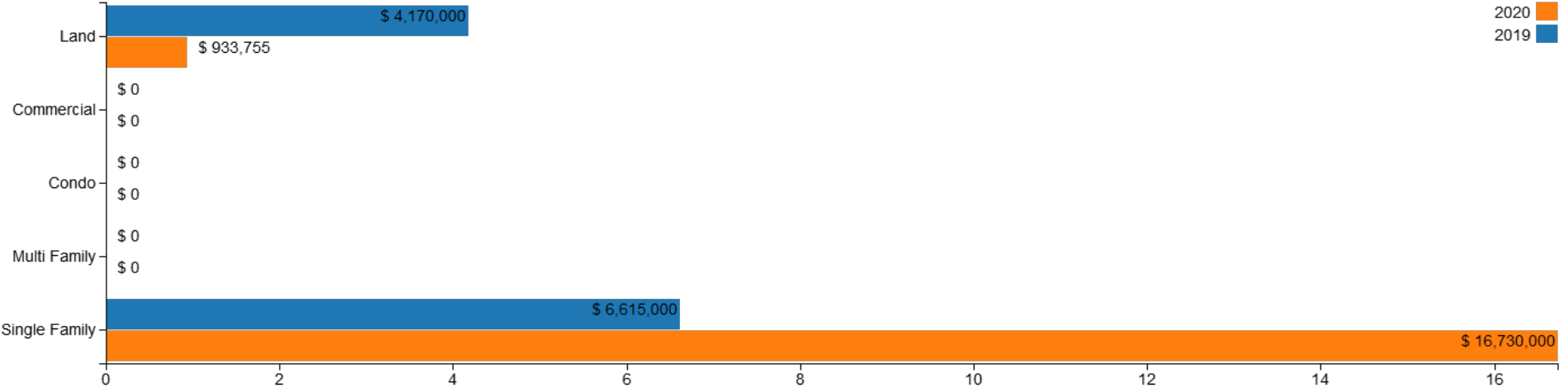


Chilmark

Quarterly Comparison: Total Dollar Volume

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$16,730,000	153%	-	-	-	-	-	-	\$16,730,000	153%
- Single Family	\$16,730,000	153%	-	-	-	-	-	-	\$16,730,000	153%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$933,755	-78%	-	-	-	-	-	-	\$933,755	-78%
Total	\$17,663,755	64%	\$0	-	\$0	-	\$0	-	\$17,663,755	64%





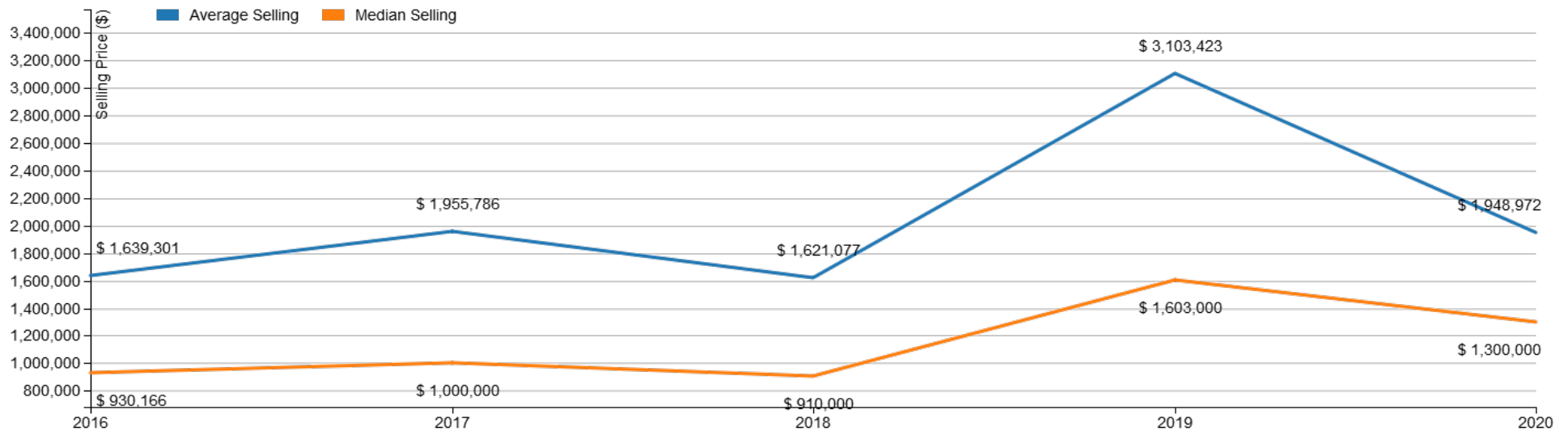
Edgartown

Summary: Single/Multi-Family Sales

1st Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	26	-	\$1,639,301	-	\$930,167	-	116%	-	\$42,621,833	-	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
2020	36	177%	\$1,948,972	-37%	\$1,300,000	-19%	135%	9%	\$70,163,000	74%	239

Average / Median Selling Price

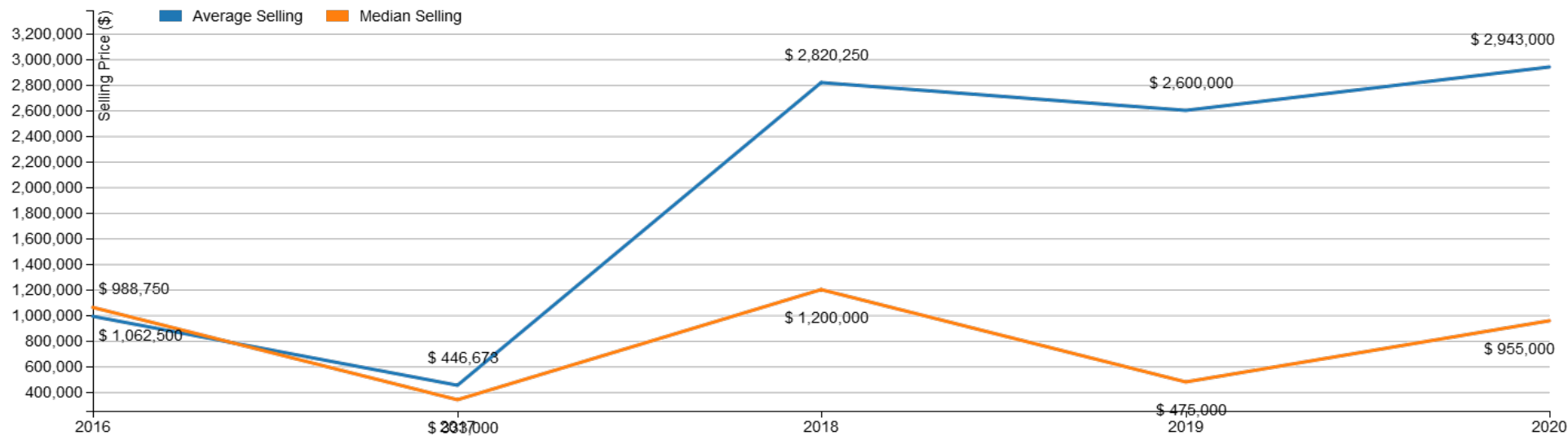




Edgartown
 Summary: Land Sales
 1st Quarter 2020

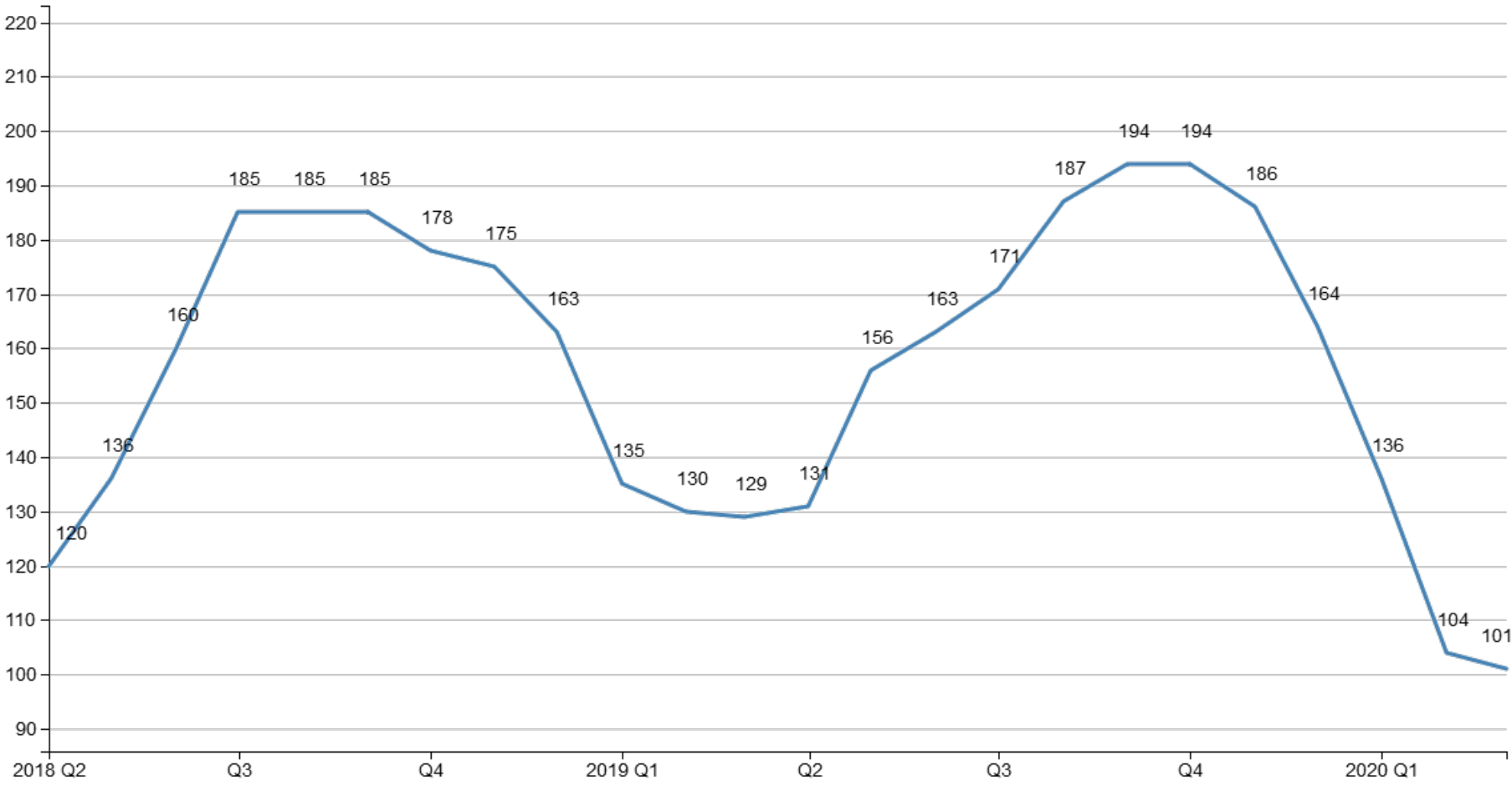
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	4	-	\$988,750	-	\$1,062,500	-	165%	-	\$3,955,000	-	210
2017	11	175%	\$446,673	-55%	\$333,000	-69%	286%	73%	\$4,913,400	24%	500
2018	5	-55%	\$2,820,250	531%	\$1,200,000	260%	133%	-53%	\$14,101,250	187%	193
2019	5	0%	\$2,600,000	-8%	\$475,000	-60%	110%	-17%	\$13,000,000	-8%	1,083
2020	5	0%	\$2,943,000	13%	\$955,000	101%	142%	29%	\$14,715,000	13%	357

Average / Median Selling Price





Edgartown
Inventory
1st Quarter 2020



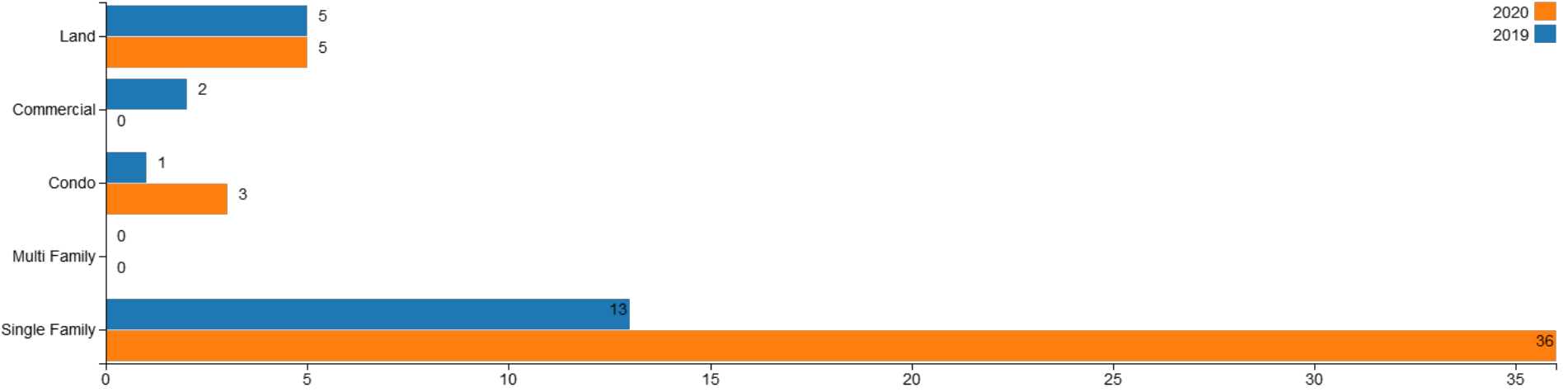


Edgartown

Quarterly Comparison: Total Number of Sales

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	39	179%	0	-	0	-	0	-	39	179%
- Single Family	36	177%	0	-	0	-	0	-	36	177%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	3	200%	0	-	0	-	0	-	3	200%
Commercial	0	-	0	-	0	-	0	-	0	-
Land	5	0%	0	-	0	-	0	-	5	0%
Total	44	110%	0	-	0	-	0	-	44	110%



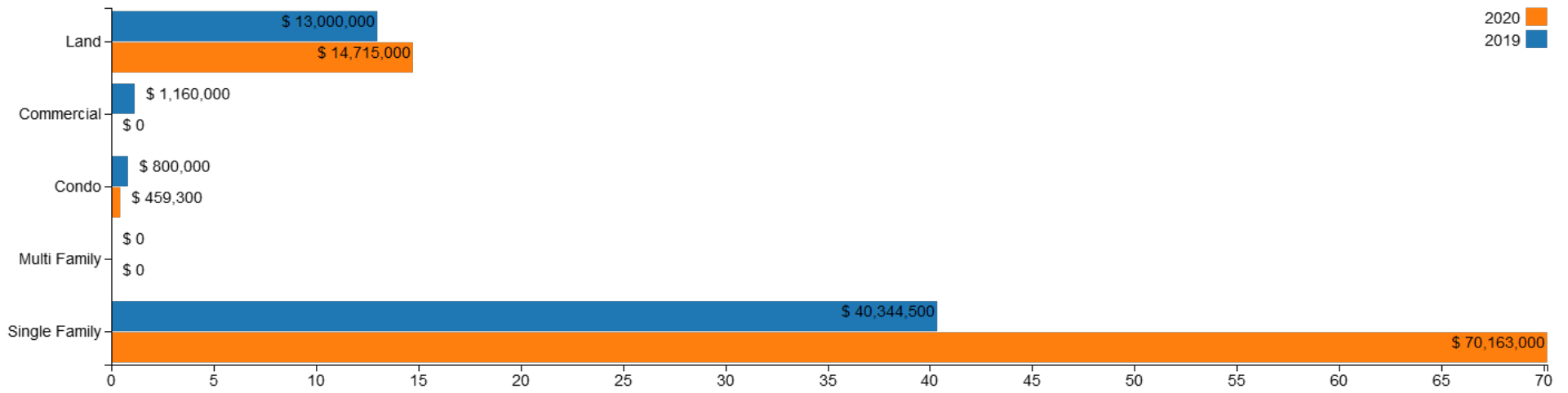


Edgartown

Quarterly Comparison: Total Dollar Volume

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$70,622,300	72%	-	-	-	-	-	-	\$70,622,300	72%
- Single Family	\$70,163,000	74%	-	-	-	-	-	-	\$70,163,000	74%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$459,300	-43%	-	-	-	-	-	-	\$459,300	-43%
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$14,715,000	13%	-	-	-	-	-	-	\$14,715,000	13%
Total	\$85,337,300	54%	\$0	-	\$0	-	\$0	-	\$85,337,300	54%



LINK

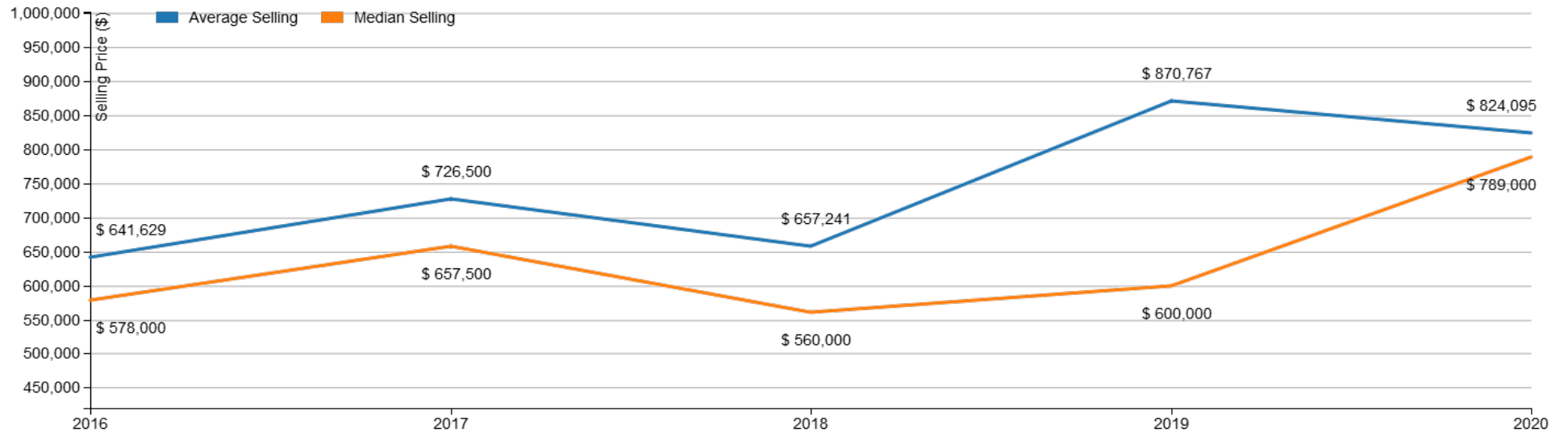
Oak Bluffs

Summary: Single/Multi-Family Sales

1st Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	21	-	\$641,629	-	\$578,000	-	118%	-	\$13,474,201	-	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
2020	26	73%	\$824,095	-5%	\$789,000	32%	134%	0%	\$21,426,474	64%	212

Average / Median Selling Price

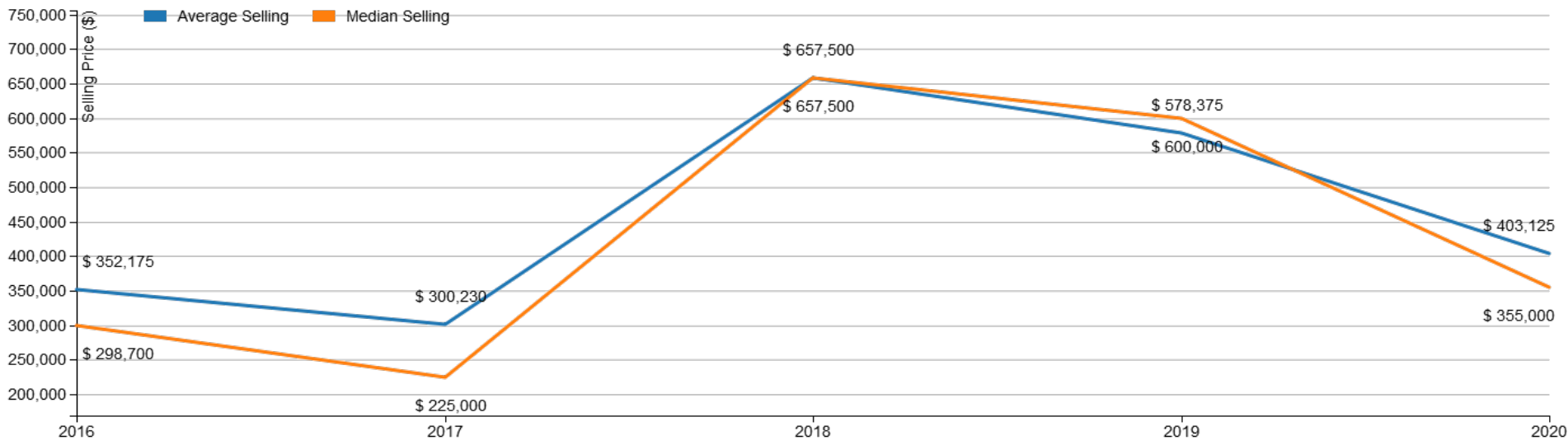




Oak Bluffs
 Summary: Land Sales
 1st Quarter 2020

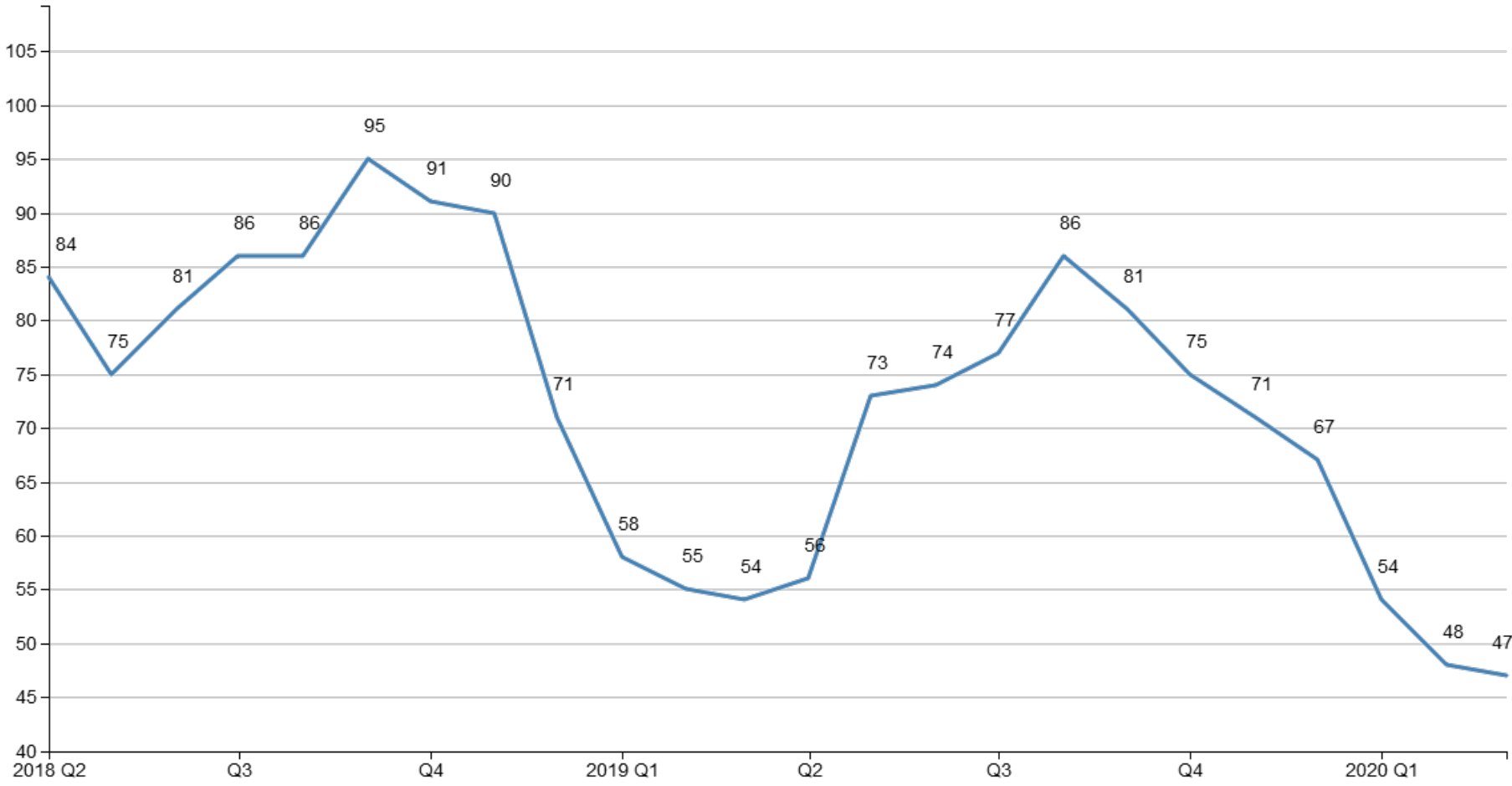
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	8	-	\$352,175	-	\$298,700	-	113%	-	\$2,817,400	-	1,012
2017	7	-13%	\$300,230	-15%	\$225,000	-25%	121%	7%	\$2,101,610	-25%	297
2018	2	-71%	\$657,500	119%	\$657,500	192%	187%	55%	\$1,315,000	-37%	567
2019	4	100%	\$578,375	-12%	\$600,000	-9%	109%	-42%	\$2,313,500	76%	420
2020	4	0%	\$403,125	-30%	\$355,000	-41%	117%	7%	\$1,612,500	-30%	100

Average / Median Selling Price





Oak Bluffs
Inventory
1st Quarter 2020



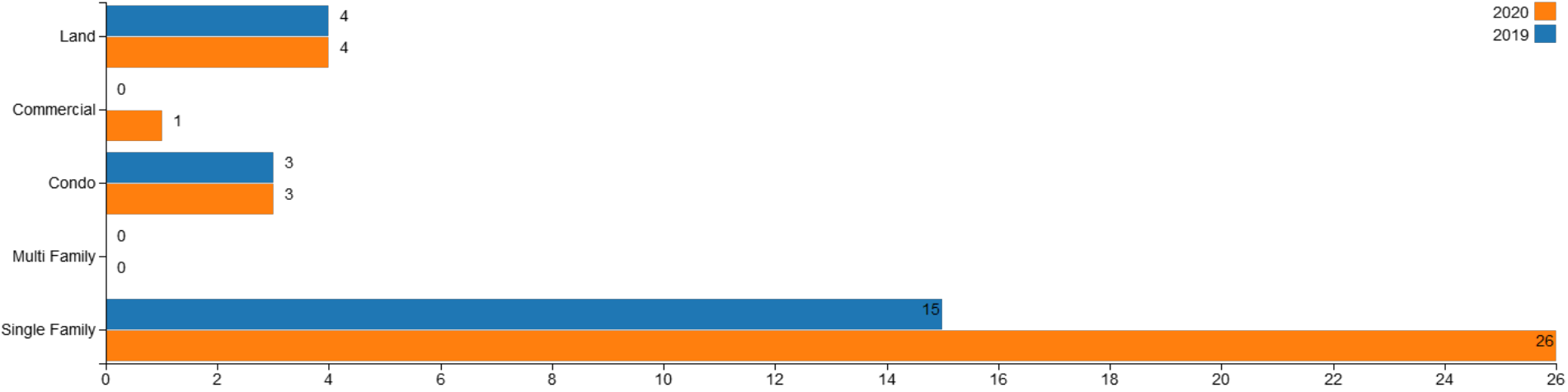


Oak Bluffs

Quarterly Comparison: Total Number of Sales

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	29	61%	0	-	0	-	0	-	29	61%
- Single Family	26	73%	0	-	0	-	0	-	26	73%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	3	0%	0	-	0	-	0	-	3	0%
Commercial	1	-	0	-	0	-	0	-	1	-
Land	4	0%	0	-	0	-	0	-	4	0%
Total	34	55%	0	-	0	-	0	-	34	55%



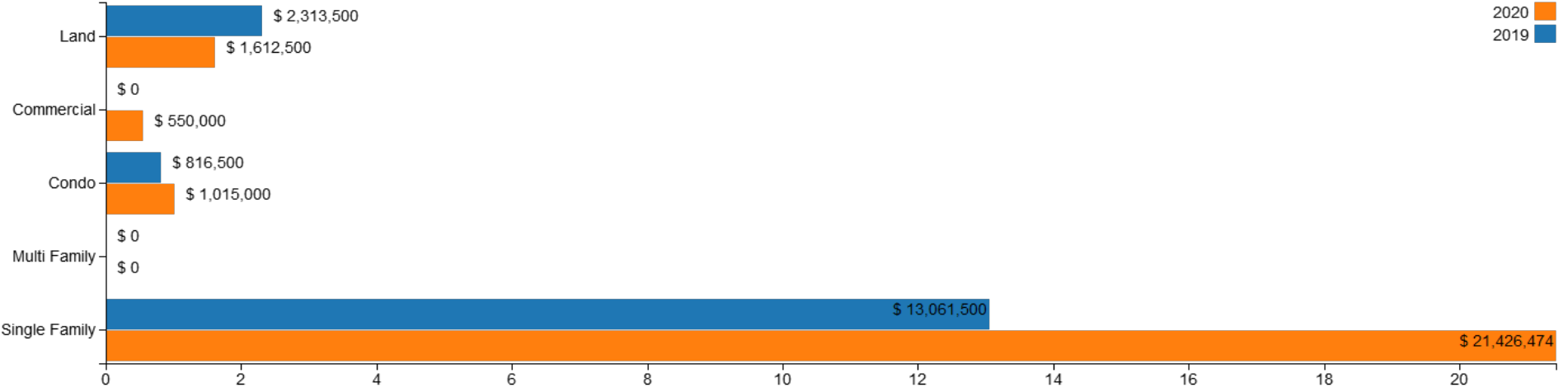


Oak Bluffs

Quarterly Comparison: Total Dollar Volume

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$22,441,474	62%	-	-	-	-	-	-	\$22,441,474	62%
- Single Family	\$21,426,474	64%	-	-	-	-	-	-	\$21,426,474	64%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$1,015,000	24%	-	-	-	-	-	-	\$1,015,000	24%
Commercial	\$550,000	-	-	-	-	-	-	-	\$550,000	-
Land	\$1,612,500	-30%	-	-	-	-	-	-	\$1,612,500	-30%
Total	\$24,603,974	52%	\$0	-	\$0	-	\$0	-	\$24,603,974	52%



LINK

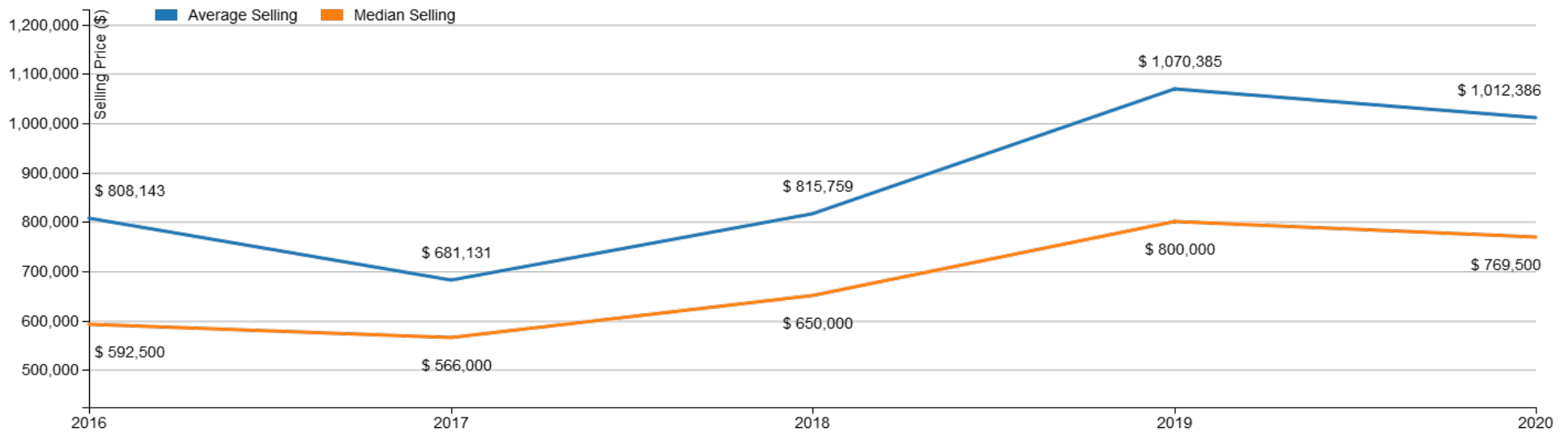
Vineyard Haven

Summary: Single/Multi-Family Sales

1st Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	14	-	\$808,143	-	\$592,500	-	116%	-	\$11,314,000	-	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
2020	22	69%	\$1,012,386	-5%	\$769,500	-4%	102%	-18%	\$22,272,500	60%	874

Average / Median Selling Price

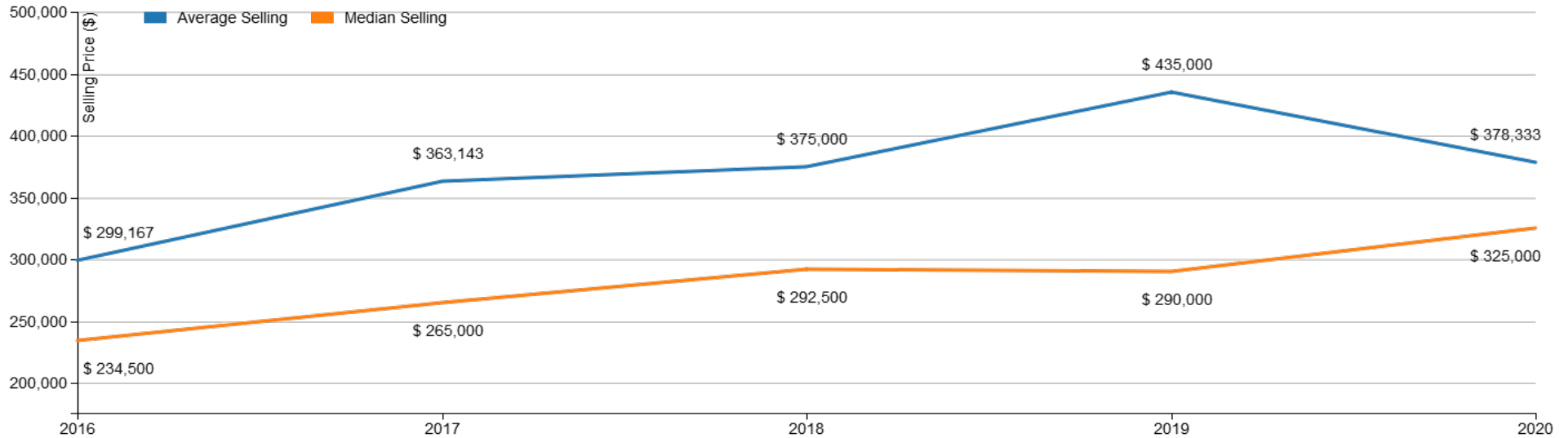


LINK

Vineyard Haven Summary: Land Sales 1st Quarter 2020

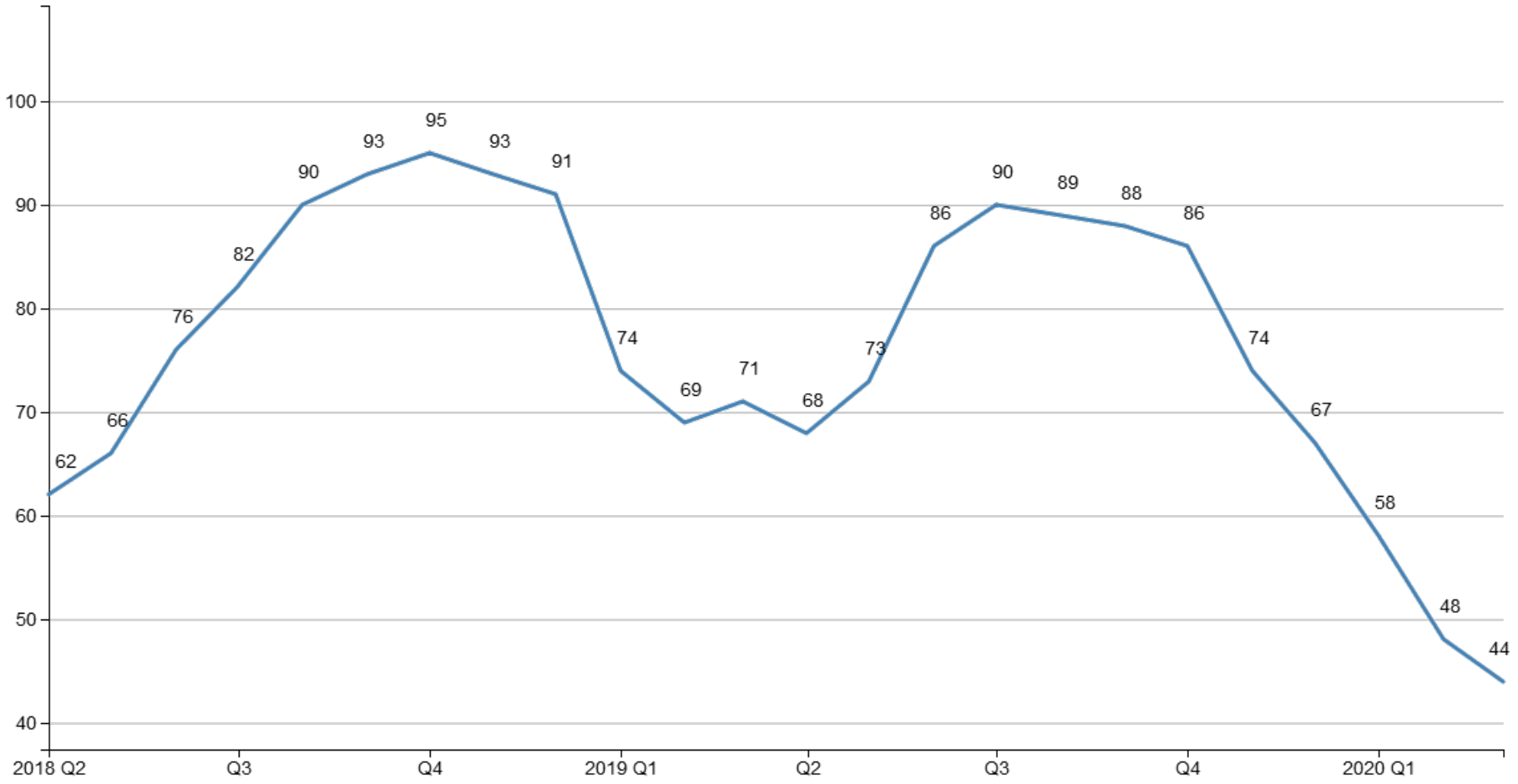
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	3	-	\$299,167	-	\$234,500	-	96%	-	\$897,500	-	553
2017	7	133%	\$363,143	21%	\$265,000	13%	91%	-6%	\$2,542,000	183%	387
2018	4	-43%	\$375,000	3%	\$292,500	10%	112%	23%	\$1,500,000	-41%	195
2019	3	-25%	\$435,000	16%	\$290,000	-1%	159%	42%	\$1,305,000	-13%	100
2020	3	0%	\$378,333	-13%	\$325,000	12%	87%	-45%	\$1,135,000	-13%	

Average / Median Selling Price





Vineyard Haven
Inventory
1st Quarter 2020



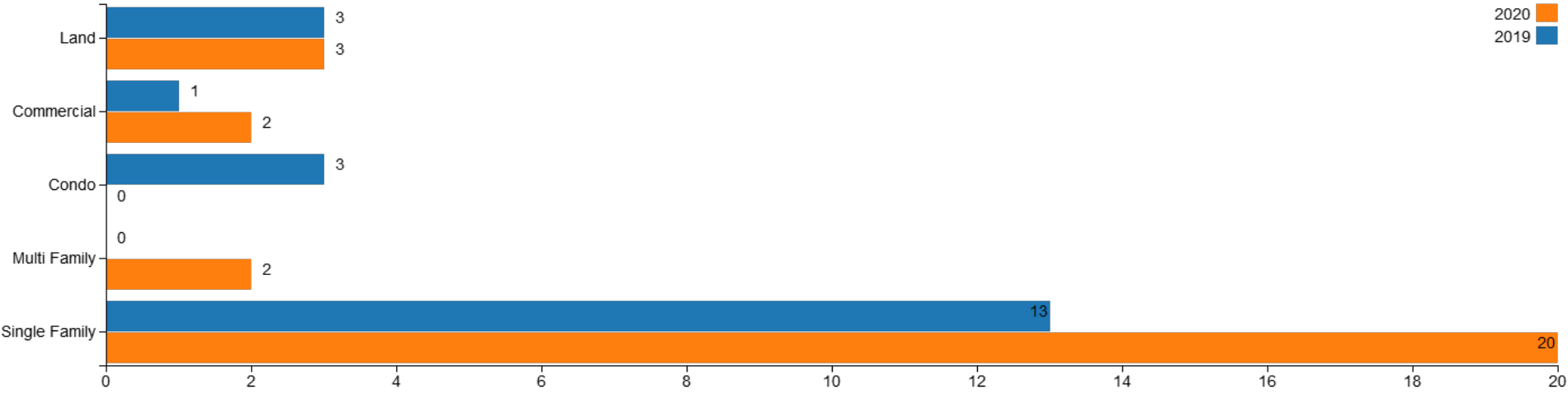


Vineyard Haven

Quarterly Comparison: Total Number of Sales

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	22	38%	0	-	0	-	0	-	22	38%
- Single Family	20	54%	0	-	0	-	0	-	20	54%
- Multi Family	2	-	0	-	0	-	0	-	2	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	2	100%	0	-	0	-	0	-	2	100%
Land	3	0%	0	-	0	-	0	-	3	0%
Total	27	35%	0	-	0	-	0	-	27	35%



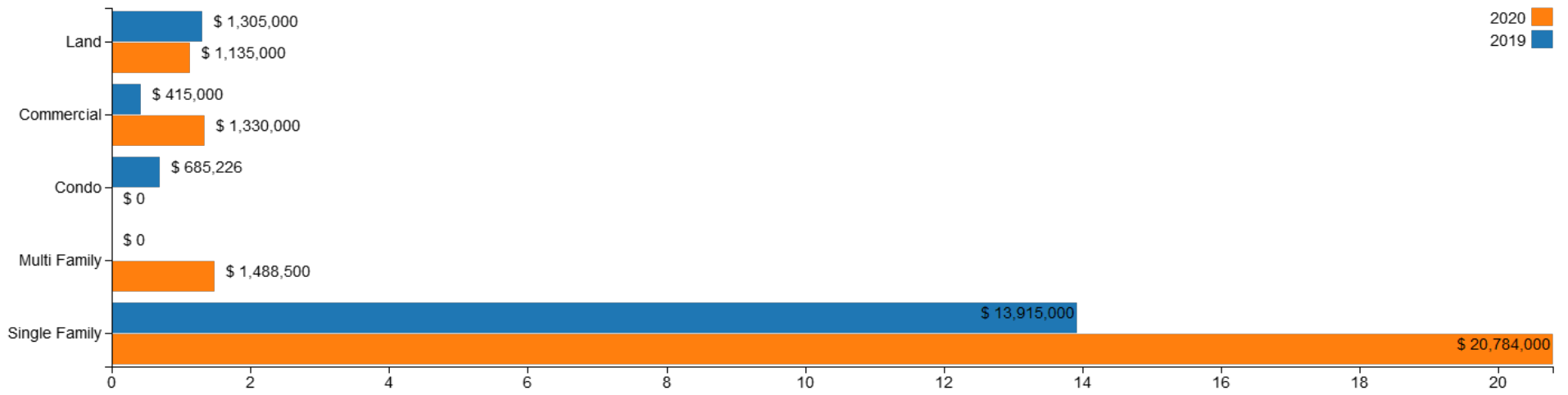


Vineyard Haven

Quarterly Comparison: Total Dollar Volume

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$22,272,500	53%	-	-	-	-	-	-	\$22,272,500	53%
- Single Family	\$20,784,000	49%	-	-	-	-	-	-	\$20,784,000	49%
- Multi Family	\$1,488,500	-	-	-	-	-	-	-	\$1,488,500	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	\$1,330,000	220%	-	-	-	-	-	-	\$1,330,000	220%
Land	\$1,135,000	-13%	-	-	-	-	-	-	\$1,135,000	-13%
Total	\$24,737,500	52%	\$0	-	\$0	-	\$0	-	\$24,737,500	52%





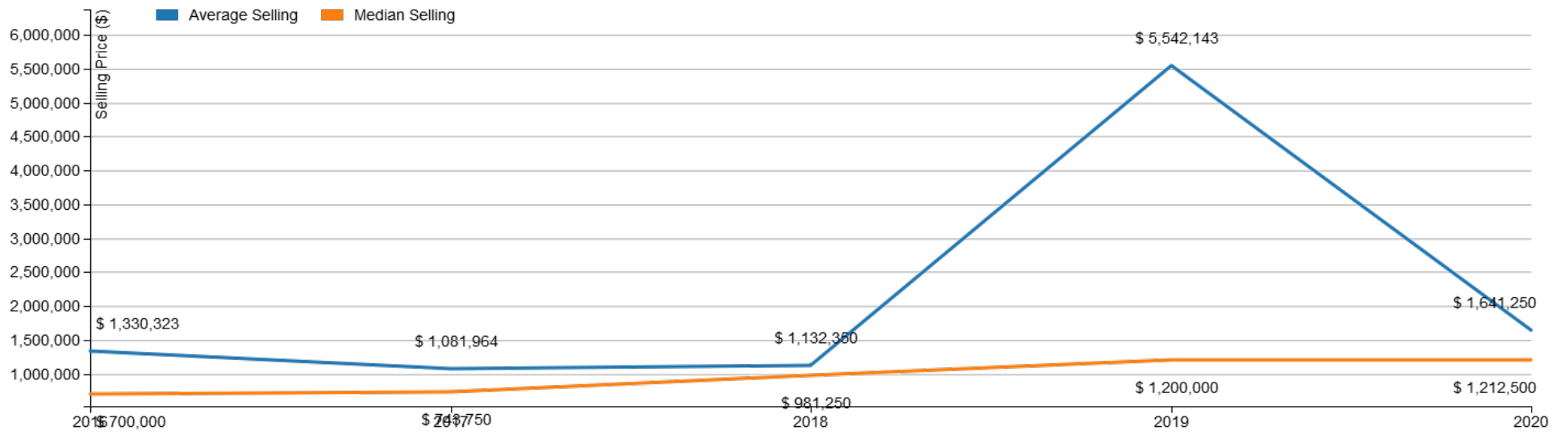
West Tisbury

Summary: Single/Multi-Family Sales

1st Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	11	-	\$1,330,323	-	\$700,000	-	110%	-	\$14,633,550	-	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
2020	8	14%	\$1,641,250	-70%	\$1,212,500	1%	137%	20%	\$13,130,000	-66%	337

Average / Median Selling Price

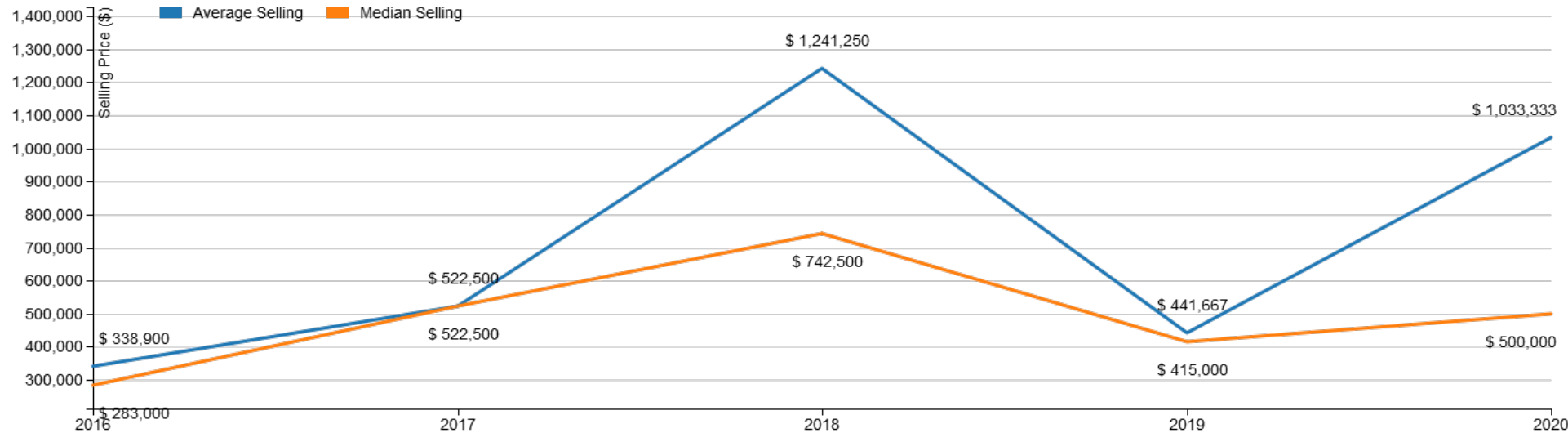




West Tisbury
 Summary: Land Sales
 1st Quarter 2020

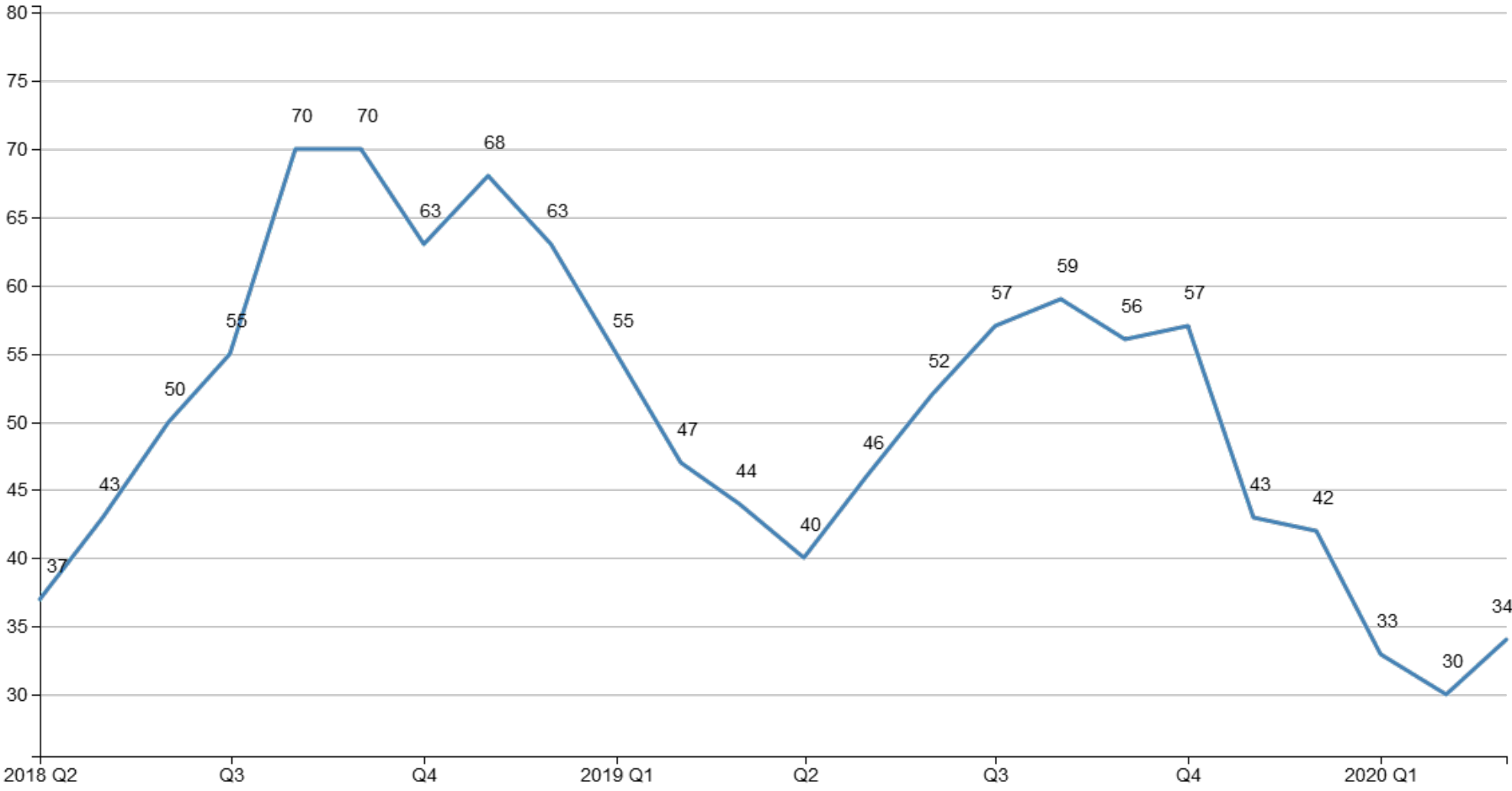
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	5	-	\$338,900	-	\$283,000	-	64%	-	\$1,694,500	-	290
2017	2	-60%	\$522,500	54%	\$522,500	85%	122%	90%	\$1,045,000	-38%	46
2018	4	100%	\$1,241,250	138%	\$742,500	42%	209%	71%	\$4,965,000	375%	391
2019	3	-25%	\$441,667	-64%	\$415,000	-44%	126%	-40%	\$1,325,000	-73%	423
2020	3	0%	\$1,033,333	134%	\$500,000	20%	95%	-24%	\$3,100,000	134%	1,172

Average / Median Selling Price





West Tisbury
Inventory
1st Quarter 2020



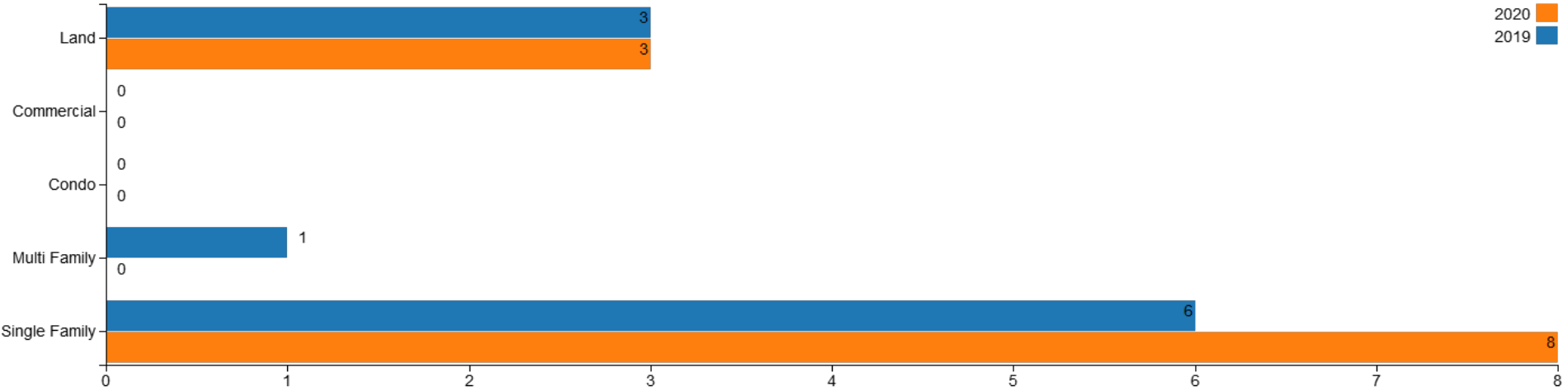


West Tisbury

Quarterly Comparison: Total Number of Sales

1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	8	14%	0	-	0	-	0	-	8	14%
- Single Family	8	33%	0	-	0	-	0	-	8	33%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	3	0%	0	-	0	-	0	-	3	0%
Total	11	10%	0	-	0	-	0	-	11	10%





West Tisbury
 Quarterly Comparison: Total Dollar Volume
 1st Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$13,130,000	-66%	-	-	-	-	-	-	\$13,130,000	-66%
- Single Family	\$13,130,000	-65%	-	-	-	-	-	-	\$13,130,000	-65%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$3,100,000	134%	-	-	-	-	-	-	\$3,100,000	134%
Total	\$16,230,000	-60%	\$0	-	\$0	-	\$0	-	\$16,230,000	-60%

