

# LINK

boston | martha's vineyard | nantucket

Martha's Vineyard  
**Quarterly Sales Summary**  
Fourth Quarter 2018

24 School Street Suite 702, Boston, MA 02116

[Linksmart.co](http://Linksmart.co)

# LINK

## 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

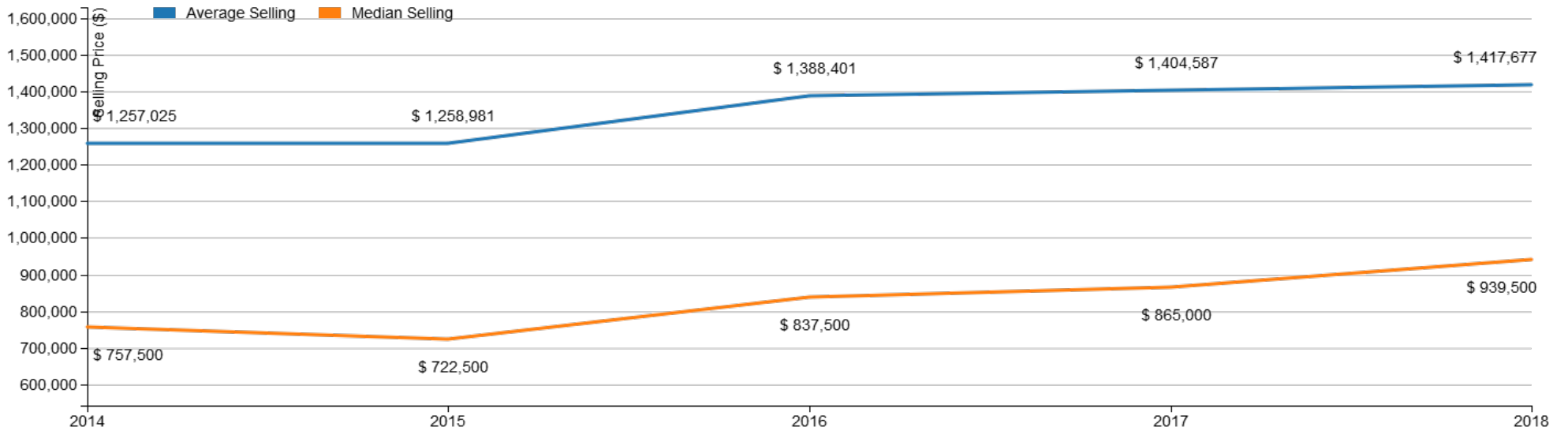
Information is Deemed Reliable but not guaranteed.

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## Island-Wide Summary: Single/Multi-Family Sales 4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	118	-	\$1,257,025	-	\$757,500	-	115%	-	\$148,328,998	-	288
2015	140	19%	\$1,258,981	0%	\$722,500	-5%	128%	11%	\$176,257,336	19%	206
2016	146	4%	\$1,388,401	10%	\$837,500	16%	131%	3%	\$202,706,482	15%	263
2017	132	-10%	\$1,404,587	1%	\$865,000	3%	137%	5%	\$185,405,422	-9%	263
2018	132	0%	\$1,417,677	1%	\$939,500	9%	140%	2%	\$187,133,385	1%	208

### Average / Median Selling Price

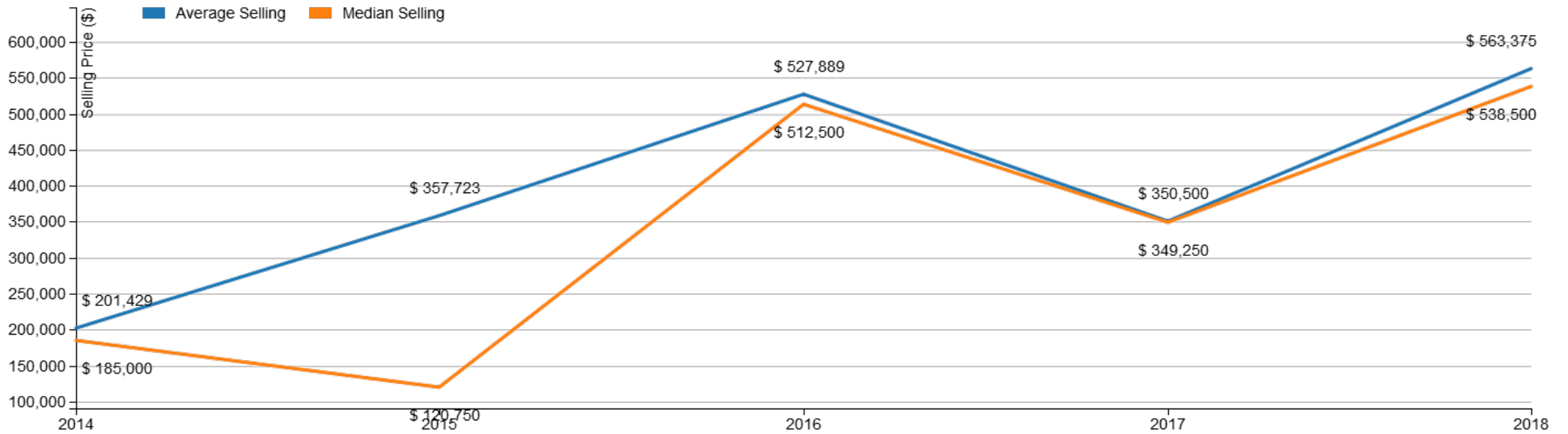


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## Island-Wide Summary: Condo Sales 4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2014	7	-	\$201,429	-	\$185,000	-	\$342	-	\$230	-	\$1,410,000	-	176
2015	10	43%	\$357,723	78%	\$120,750	-35%	\$368	7%	\$229	0%	\$3,577,230	154%	331
2016	9	-10%	\$527,889	48%	\$512,500	324%	\$479	30%	\$428	86%	\$4,751,000	33%	194
2017	6	-33%	\$350,500	-34%	\$349,250	-32%	\$536	12%	\$472	10%	\$2,103,000	-56%	503
2018	8	33%	\$563,375	61%	\$538,500	54%	\$457	-15%	\$451	-5%	\$4,507,000	114%	148

### Average / Median Selling Price

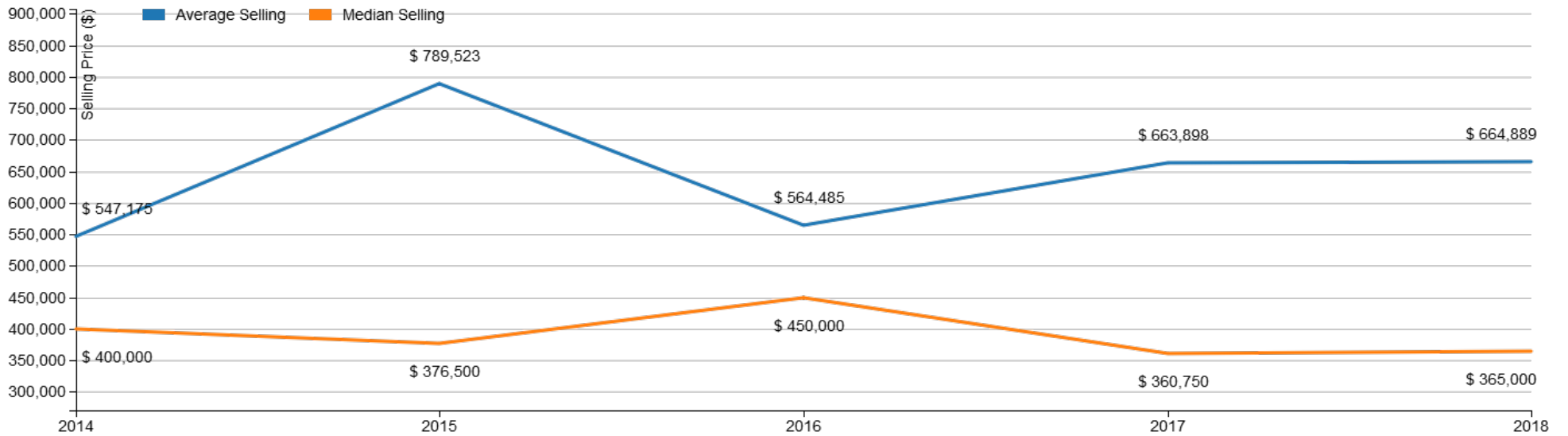


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## Island-Wide Summary: Land Sales 4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	20	-	\$547,175	-	\$400,000	-	115%	-	\$10,943,501	-	487
2015	22	10%	\$789,523	44%	\$376,500	-6%	127%	10%	\$17,369,500	59%	443
2016	33	50%	\$564,485	-29%	\$450,000	20%	155%	22%	\$18,628,000	7%	410
2017	20	-39%	\$663,898	18%	\$360,750	-20%	119%	-23%	\$13,277,969	-29%	297
2018	27	35%	\$664,889	0%	\$365,000	1%	163%	37%	\$17,952,000	35%	266

### Average / Median Selling Price

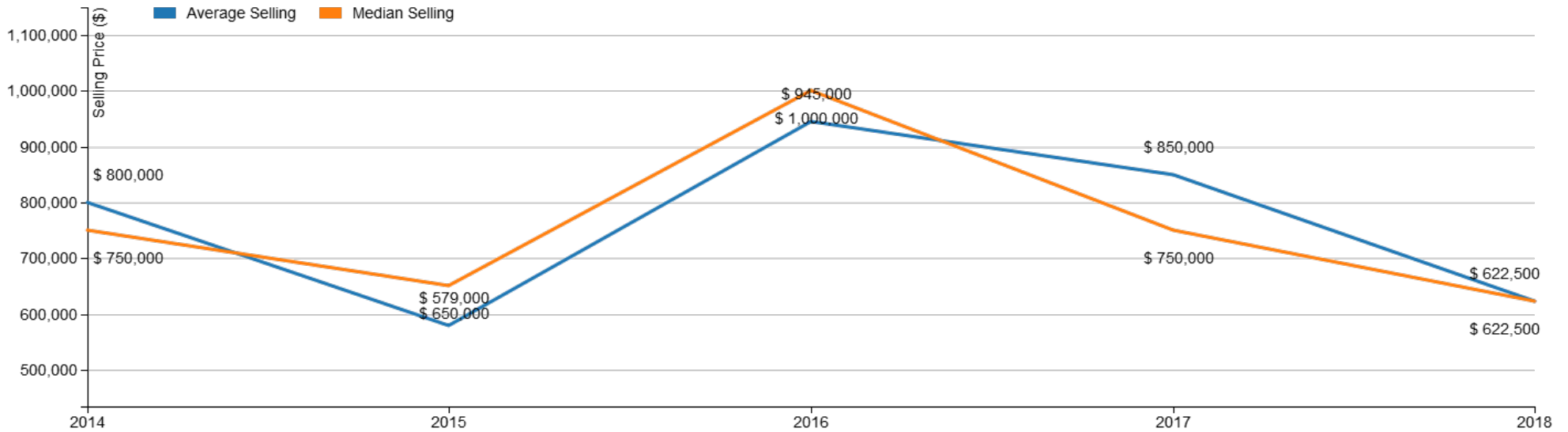


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## Island-Wide Summary: Commercial Sales 4th Quarter 2018

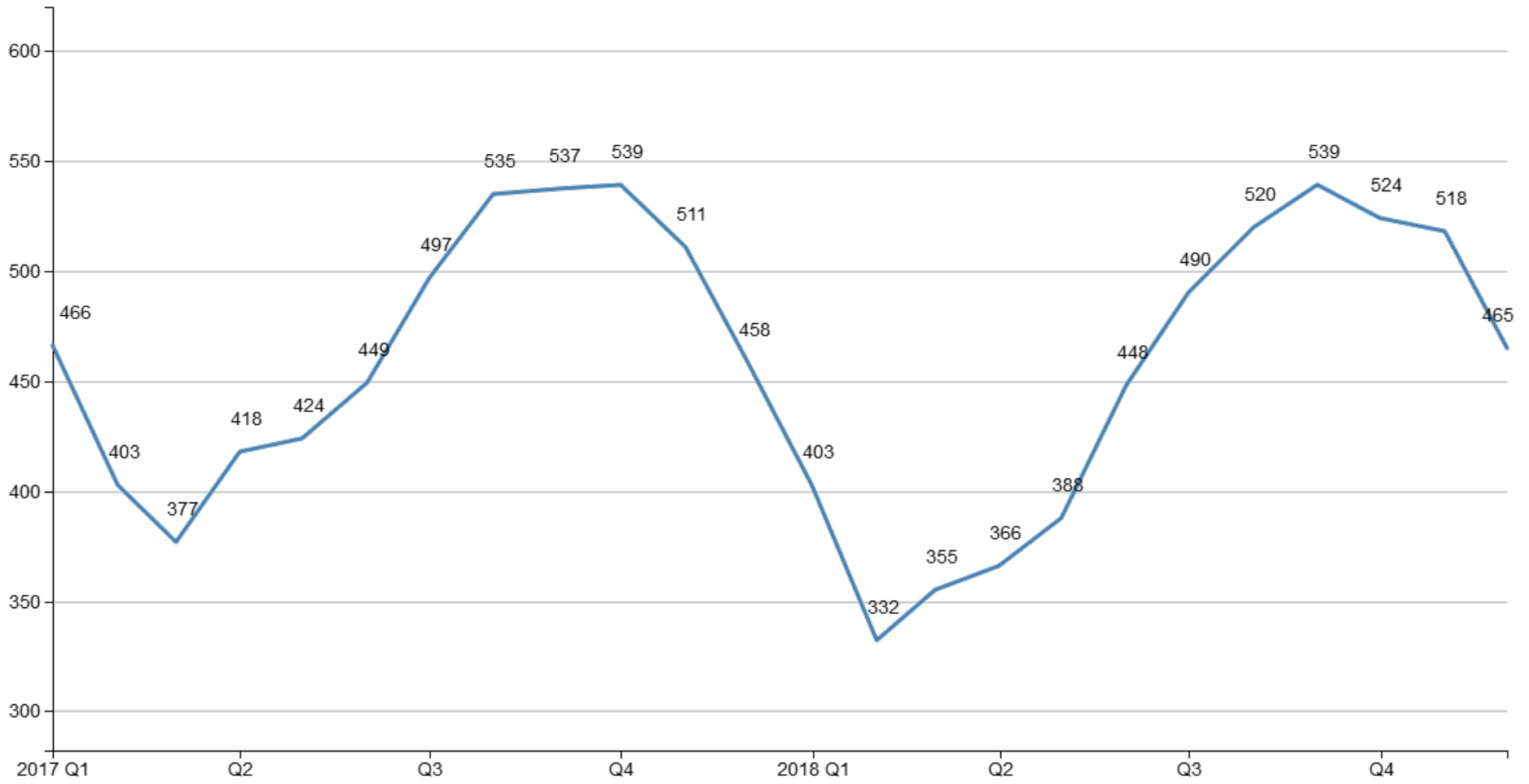
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	3	-	\$800,000	-	\$750,000	-	93%	-	\$2,400,000	-	519
2015	5	67%	\$579,000	-28%	\$650,000	-13%	157%	68%	\$2,895,000	21%	335
2016	5	0%	\$945,000	63%	\$1,000,000	54%	121%	-23%	\$4,725,000	63%	420
2017	3	-40%	\$850,000	-10%	\$750,000	-25%	155%	28%	\$2,550,000	-46%	100
2018	2	-33%	\$622,500	-27%	\$622,500	-17%	116%	-25%	\$1,245,000	-51%	73

### Average / Median Selling Price



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## Island-Wide Inventory 4th Quarter 2018

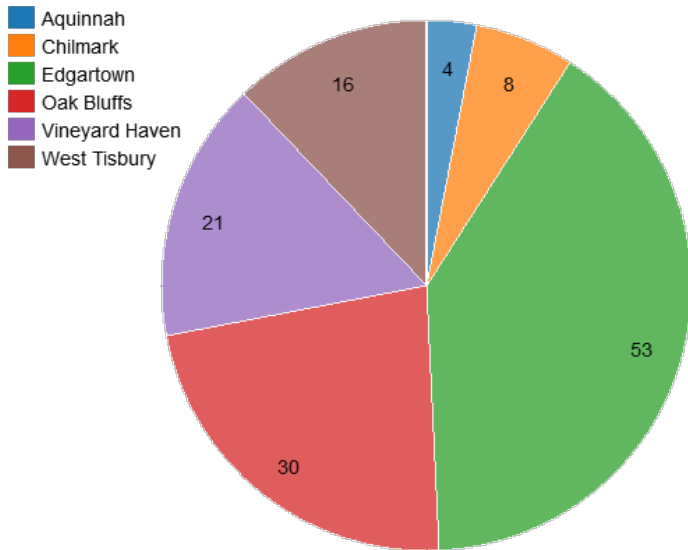


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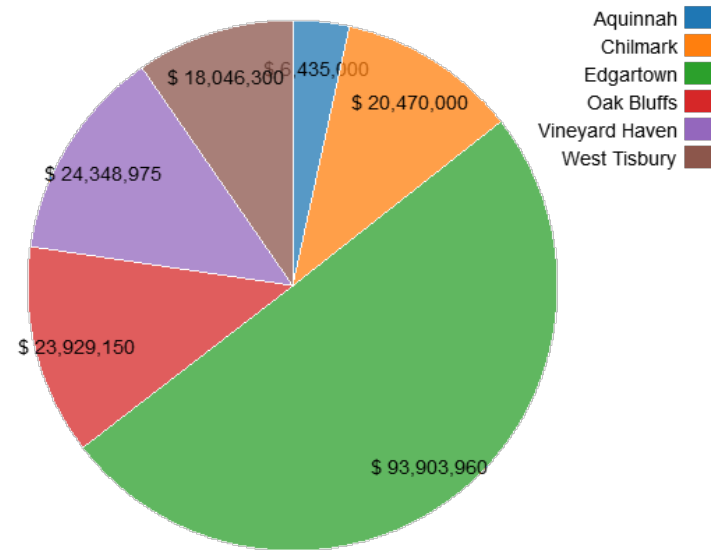
## Sales Summary by Town Single/Multi-Family 4th Quarter 2018

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
<b>Aquinnah</b>	4	33%	\$1,608,750	-12%	\$1,447,500	-17%	115%	9%	\$6,435,000	17%	260
<b>Chilmark</b>	8	-38%	\$2,558,750	19%	\$2,210,000	62%	130%	16%	\$20,470,000	-27%	210
<b>Edgartown</b>	53	8%	\$1,771,773	2%	\$1,205,000	10%	139%	-5%	\$93,903,960	11%	214
<b>Oak Bluffs</b>	30	15%	\$797,638	-12%	\$675,000	-7%	145%	4%	\$23,929,150	2%	203
<b>Vineyard Haven</b>	21	-34%	\$1,159,475	4%	\$899,000	43%	143%	0%	\$24,348,975	-32%	229
<b>West Tisbury</b>	16	78%	\$1,127,894	31%	\$1,036,300	25%	140%	19%	\$18,046,300	133%	158

Number of Sales by Town



Total Dollar Volume by Town



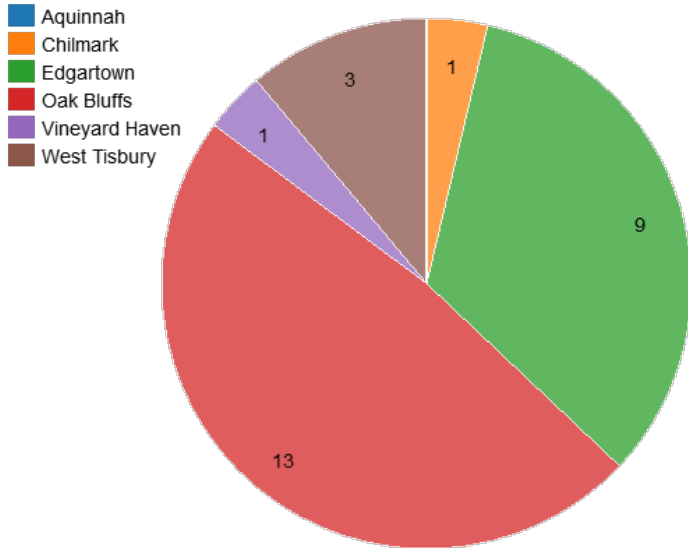


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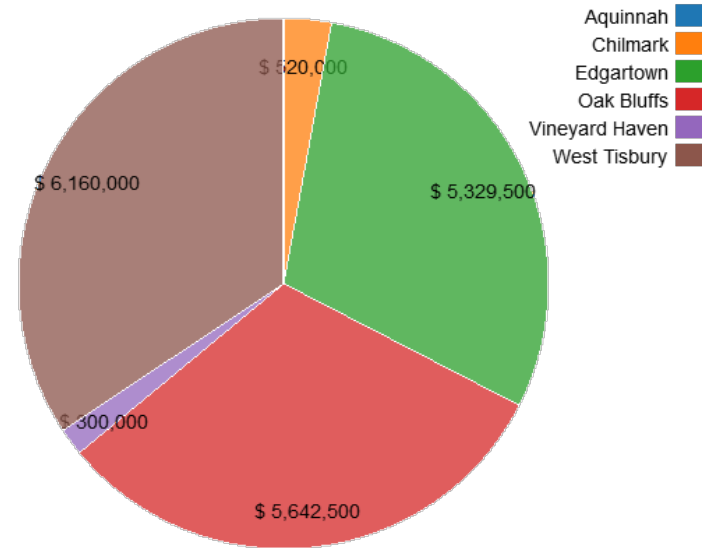
## Sales Summary by Town Land 4th Quarter 2018

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
<b>Aquinnah</b>	0	-	-	-	-	-	-	-	-	-	
<b>Chilmark</b>	1	-75%	\$520,000	-65%	\$520,000	-65%	104%	-16%	\$520,000	-91%	
<b>Edgartown</b>	9	350%	\$592,167	97%	\$457,500	53%	228%	123%	\$5,329,500	788%	196
<b>Oak Bluffs</b>	13	225%	\$434,038	-11%	\$325,000	-35%	128%	-2%	\$5,642,500	189%	283
<b>Vineyard Haven</b>	1	-50%	\$300,000	20%	\$300,000	20%	122%	-	\$300,000	-40%	412
<b>West Tisbury</b>	3	-50%	\$2,053,333	219%	\$435,000	6%	125%	3%	\$6,160,000	59%	344

Number of Sales by Town



Total Dollar Volume by Town

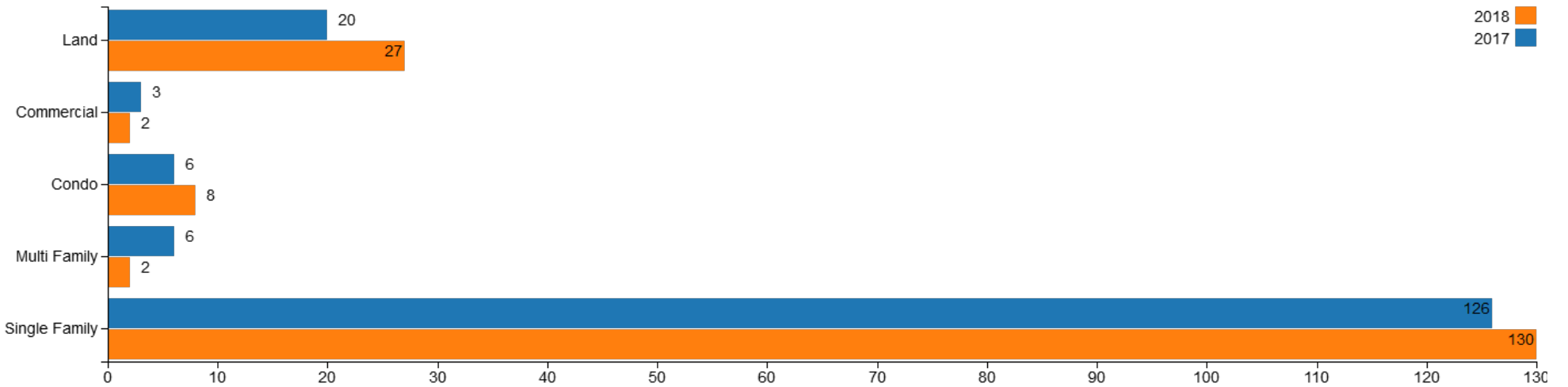




Island-Wide

Quarterly Comparison: Total Number of Sales  
4th Quarter 2018

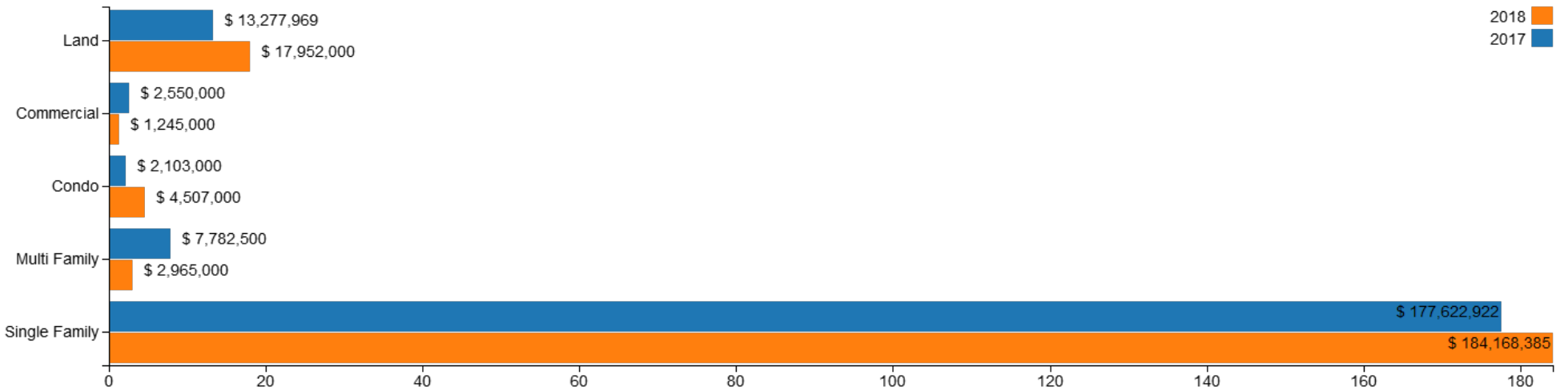
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	92	-5%	113	-6%	107	-3%	140	1%	452	-3%
- Single Family	85	-3%	103	-9%	95	-5%	130	3%	413	-3%
- Multi Family	3	200%	3	-	1	-80%	2	-67%	9	-25%
- Condo	4	-50%	7	0%	11	120%	8	33%	30	15%
<b>Commercial</b>	6	0%	8	700%	7	133%	2	-33%	23	77%
<b>Land</b>	20	-33%	31	41%	18	-40%	27	35%	96	-6%
<b>Total</b>	118	-11%	152	6%	132	-8%	169	5%	571	-2%





Island-Wide  
 Quarterly Comparison: Total Dollar Volume  
 4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$99,659,689	-16%	\$135,427,470	-9%	\$144,280,836	6%	\$191,640,385	2%	\$571,008,380	-3%
- Single Family	\$95,398,150	-17%	\$128,970,770	-12%	\$138,113,186	9%	\$184,168,385	4%	\$546,650,491	-3%
- Multi Family	\$1,889,000	162%	\$2,980,700	-	\$525,000	-93%	\$2,965,000	-62%	\$8,359,700	-47%
- Condo	\$2,372,539	-30%	\$3,476,000	-3%	\$5,642,650	129%	\$4,507,000	114%	\$15,998,189	39%
<b>Commercial</b>	\$35,400,287	801%	\$17,294,000	8,547%	\$10,442,500	472%	\$1,245,000	-51%	\$64,381,787	657%
<b>Land</b>	\$24,463,250	95%	\$19,366,676	-5%	\$8,063,000	-56%	\$17,952,000	35%	\$69,844,926	8%
<b>Total</b>	\$159,523,226	18%	\$172,088,146	1%	\$162,786,336	4%	\$210,837,385	4%	\$705,235,093	6%



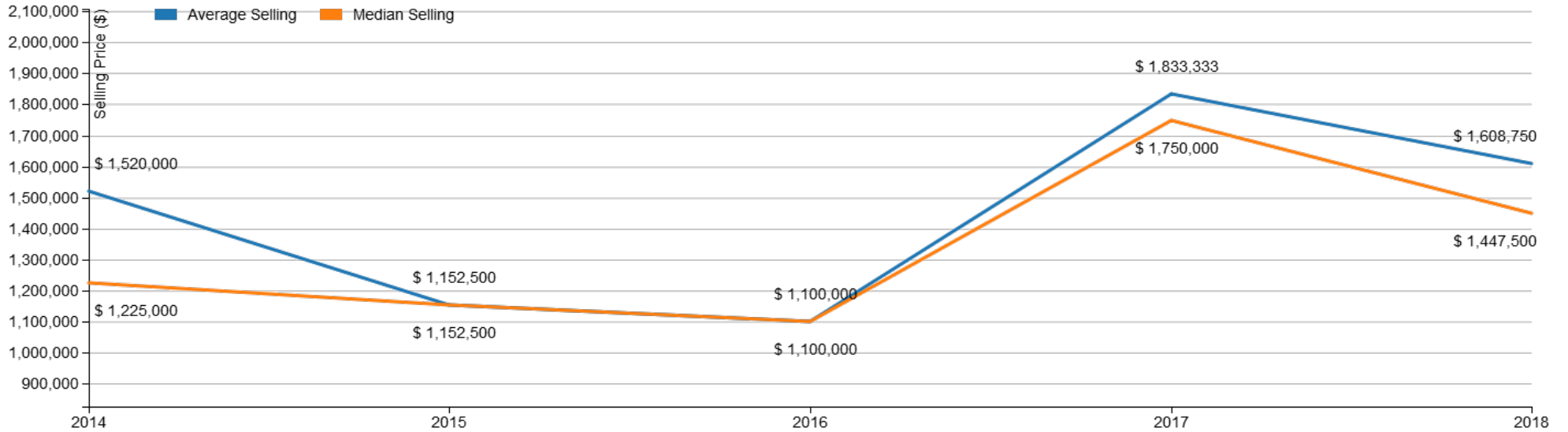
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Aquinnah

Summary: Single/Multi-Family Sales  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	5	-	\$1,520,000	-	\$1,225,000	-	104%	-	\$7,600,000	-	323
2015	2	-60%	\$1,152,500	-24%	\$1,152,500	-6%	96%	-8%	\$2,305,000	-70%	86
2016	2	0%	\$1,100,000	-5%	\$1,100,000	-5%	140%	46%	\$2,200,000	-5%	343
2017	3	50%	\$1,833,333	67%	\$1,750,000	59%	106%	-24%	\$5,500,000	150%	223
2018	4	33%	\$1,608,750	-12%	\$1,447,500	-17%	115%	9%	\$6,435,000	17%	260

Average / Median Selling Price

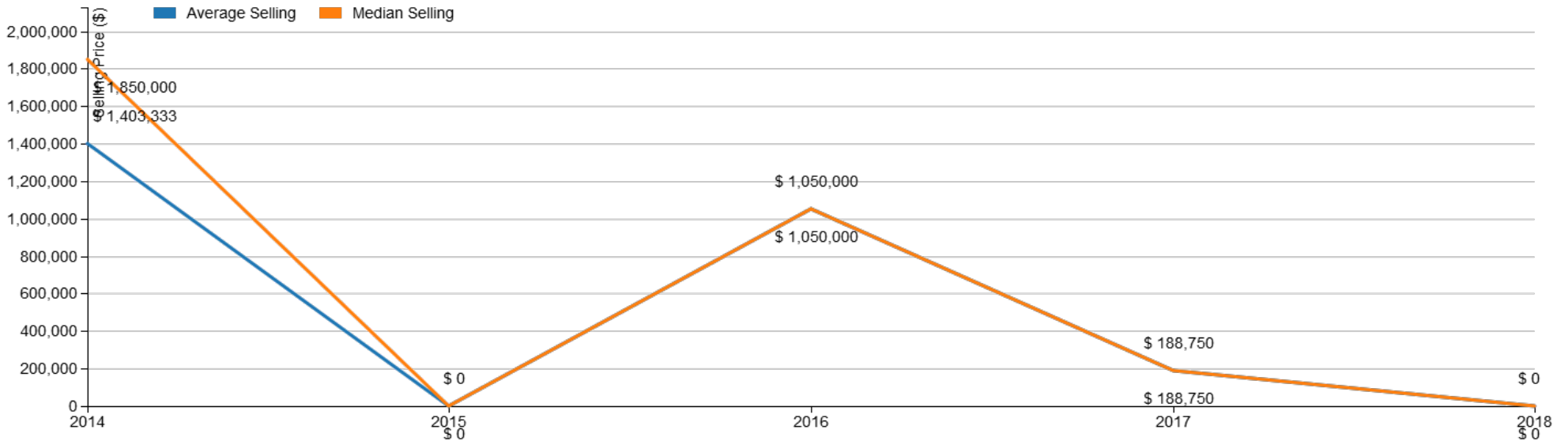


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## Aquinnah Summary: Land Sales 4th Quarter 2018

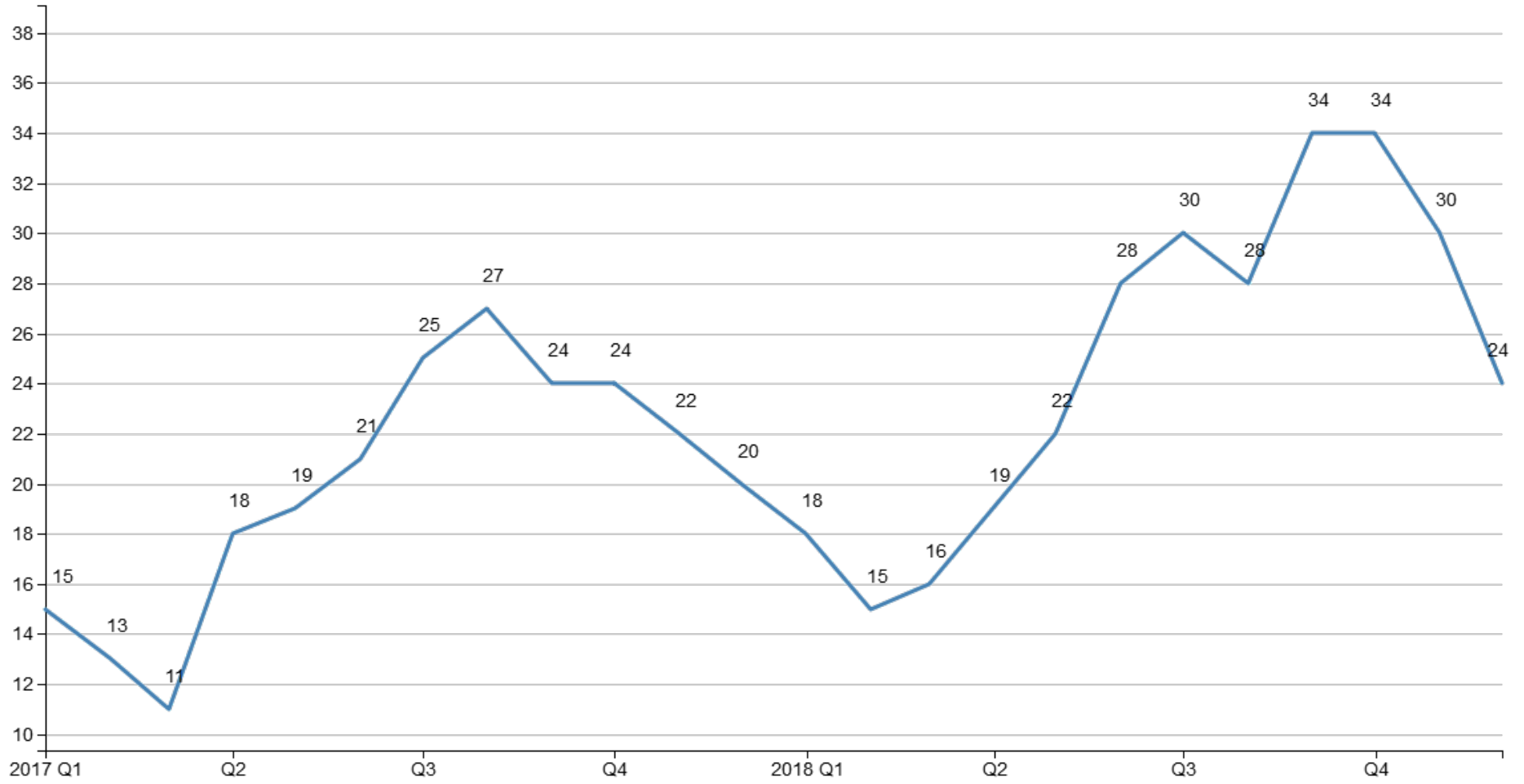
Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	3	-	\$1,403,333	-	\$1,850,000	-	128%	-	\$4,210,000	-	387
2015	0	-	-	-	-	-	-	-	-	-	
2016	1	-	\$1,050,000	-	\$1,050,000	-	132%	-	\$1,050,000	-	1,243
2017	2	100%	\$188,750	-82%	\$188,750	-82%	95%	-28%	\$377,500	-64%	126
2018	0	-	-	-	-	-	-	-	-	-	

Average / Median Selling Price



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## Aquinnah Inventory 4th Quarter 2018

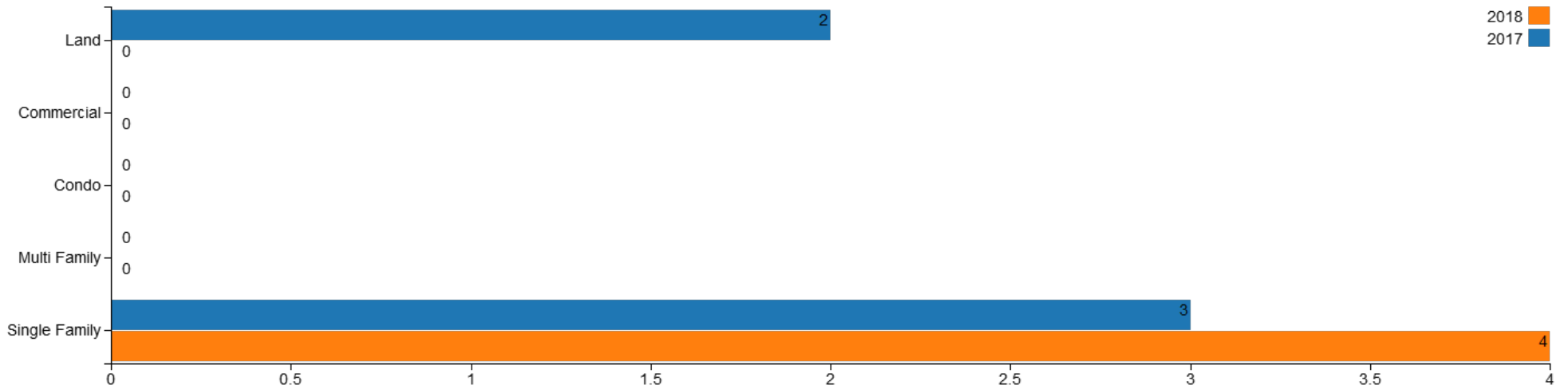


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Aquinnah

## Quarterly Comparison: Total Number of Sales 4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	0	-	0	-	4	33%	4	33%	8	-20%
- Single Family	0	-	0	-	4	33%	4	33%	8	-11%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	1	0%	1	0%	2	100%	0	-	4	-20%
<b>Total</b>	1	-67%	1	-67%	6	50%	4	-20%	12	-20%

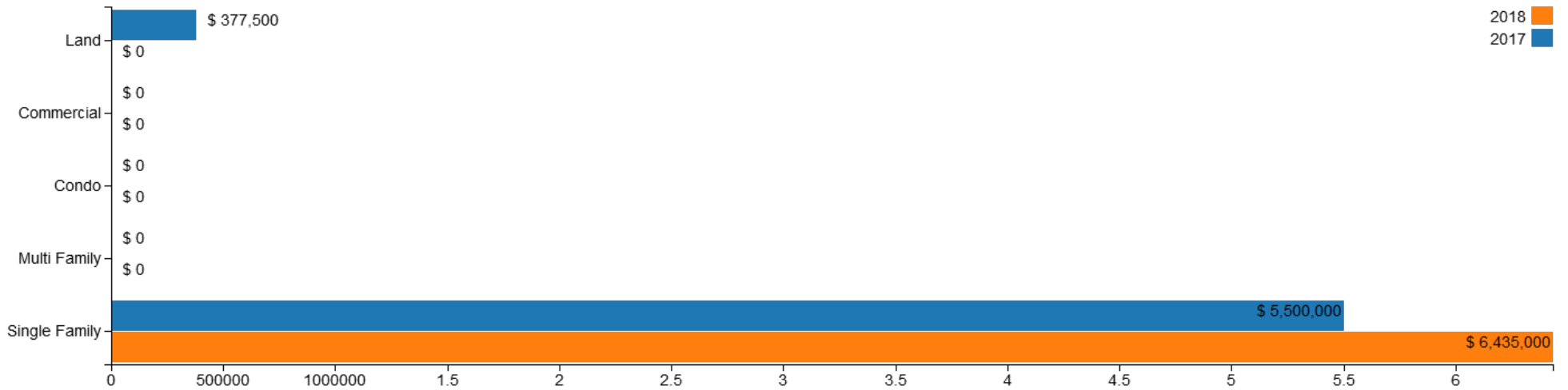


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Aquinnah

## Quarterly Comparison: Total Dollar Volume 4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	-	-	-	-	\$6,316,150	45%	\$6,435,000	17%	\$12,751,150	-16%
- Single Family	-	-	-	-	\$6,316,150	45%	\$6,435,000	17%	\$12,751,150	-13%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$135,000	-87%	\$835,000	72%	\$1,275,000	264%	-	-	\$2,245,000	1%
<b>Total</b>	\$135,000	-97%	\$835,000	-71%	\$7,591,150	62%	\$6,435,000	9%	\$14,996,150	-14%





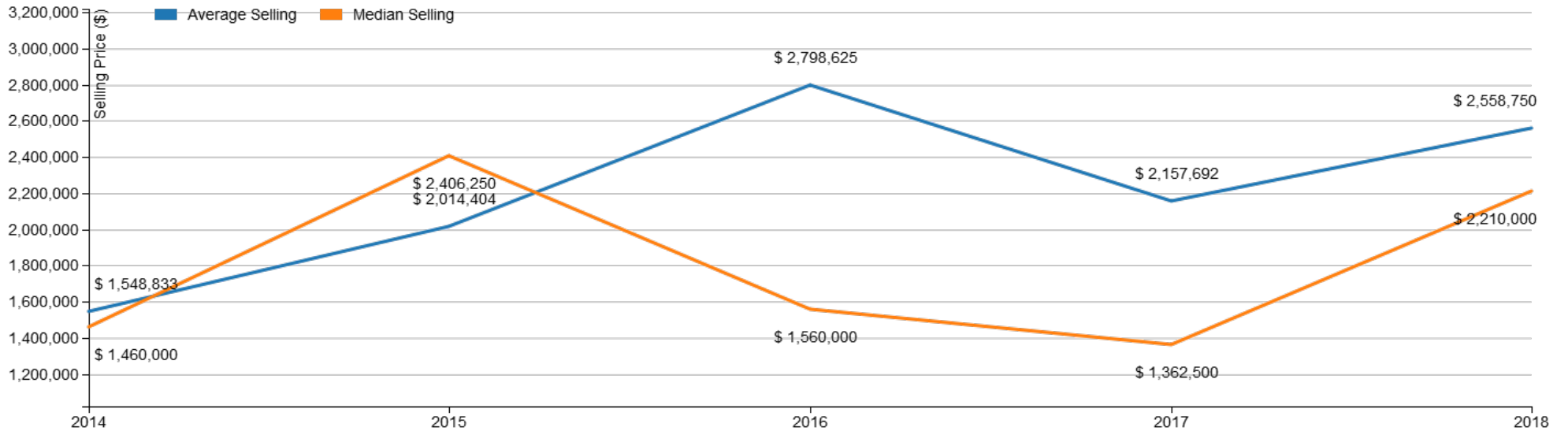
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Chilmark

## Summary: Single/Multi-Family Sales 4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	9	-	\$1,548,833	-	\$1,460,000	-	110%	-	\$13,939,500	-	369
2015	6	-33%	\$2,014,405	30%	\$2,406,250	65%	102%	-7%	\$12,086,427	-13%	390
2016	16	167%	\$2,798,625	39%	\$1,560,000	-35%	131%	29%	\$44,778,000	270%	231
2017	13	-19%	\$2,157,692	-23%	\$1,362,500	-13%	112%	-15%	\$28,050,000	-37%	464
2018	8	-38%	\$2,558,750	19%	\$2,210,000	62%	130%	16%	\$20,470,000	-27%	210

Average / Median Selling Price

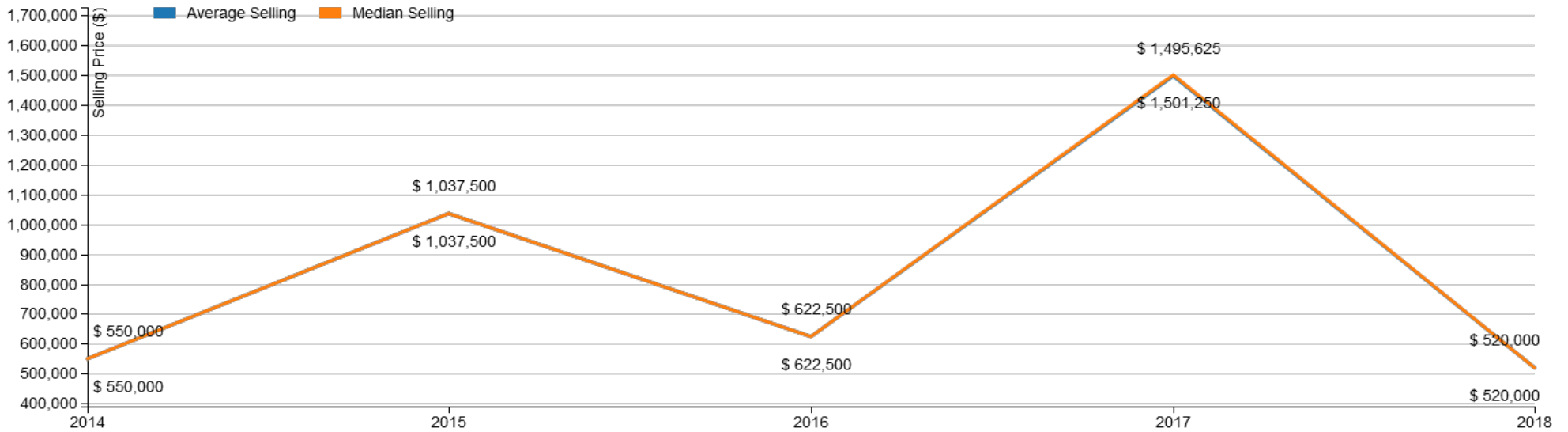


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## Chilmark Summary: Land Sales 4th Quarter 2018

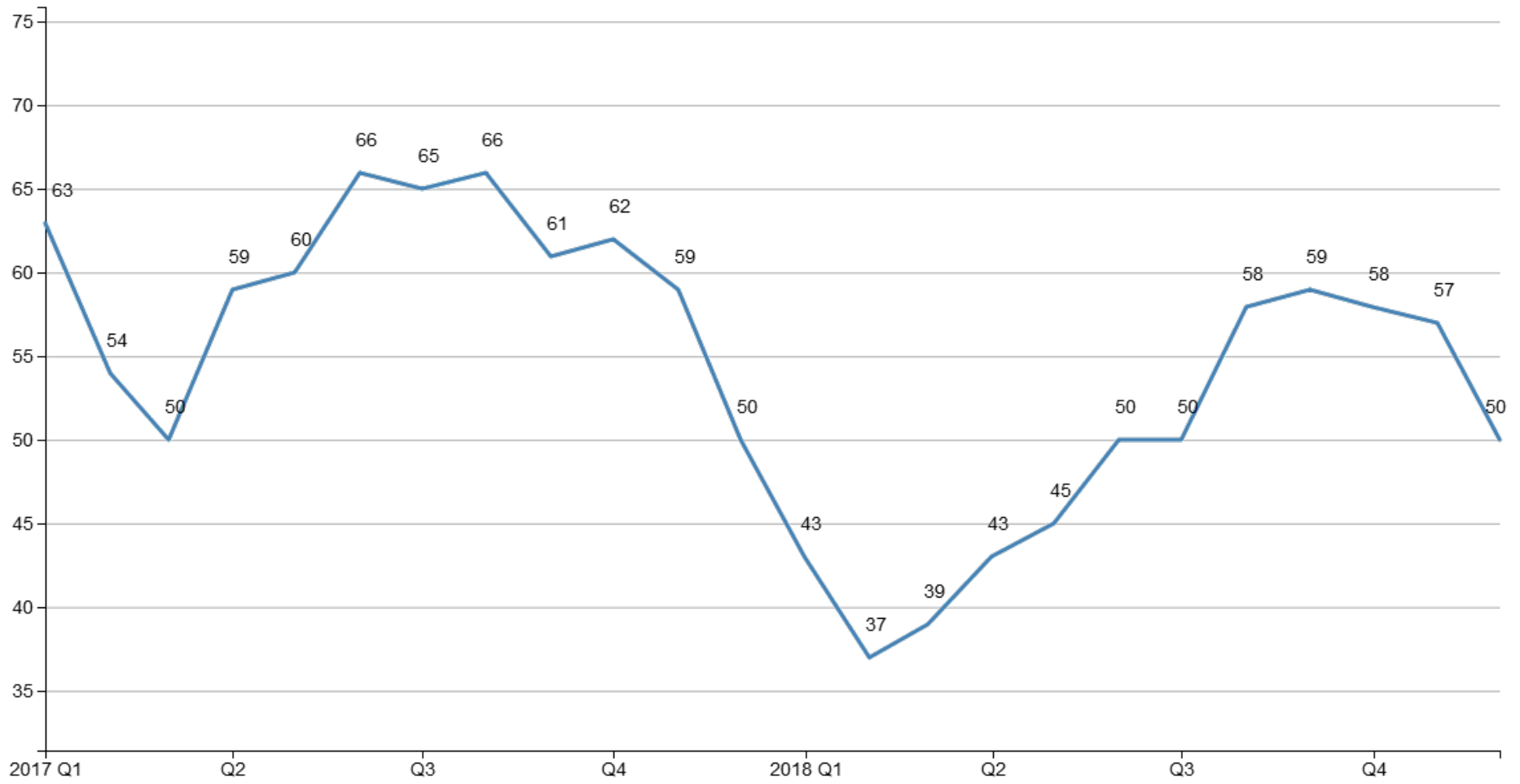
Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	1	-	\$550,000	-	\$550,000	-	-	-	\$550,000	-	
2015	2	100%	\$1,037,500	89%	\$1,037,500	89%	172%	-	\$2,075,000	277%	438
2016	2	0%	\$622,500	-40%	\$622,500	-40%	99%	-42%	\$1,245,000	-40%	1,376
2017	4	100%	\$1,495,625	140%	\$1,501,250	141%	124%	25%	\$5,982,500	381%	211
2018	1	-75%	\$520,000	-65%	\$520,000	-65%	104%	-16%	\$520,000	-91%	

Average / Median Selling Price



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## Chilmark Inventory 4th Quarter 2018

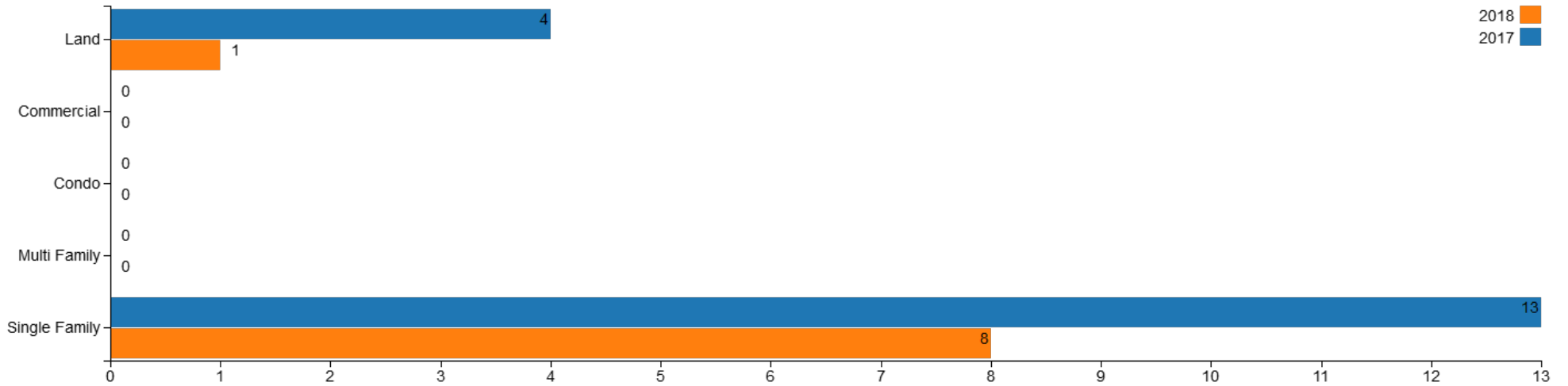




Chilmark

Quarterly Comparison: Total Number of Sales  
4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	8	-11%	4	-43%	6	-33%	8	-38%	26	-32%
- Single Family	8	-11%	4	-43%	6	-33%	8	-38%	26	-32%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	4	100%	7	250%	4	-56%	1	-75%	16	-6%
<b>Total</b>	12	9%	11	22%	10	-44%	9	-47%	42	-24%

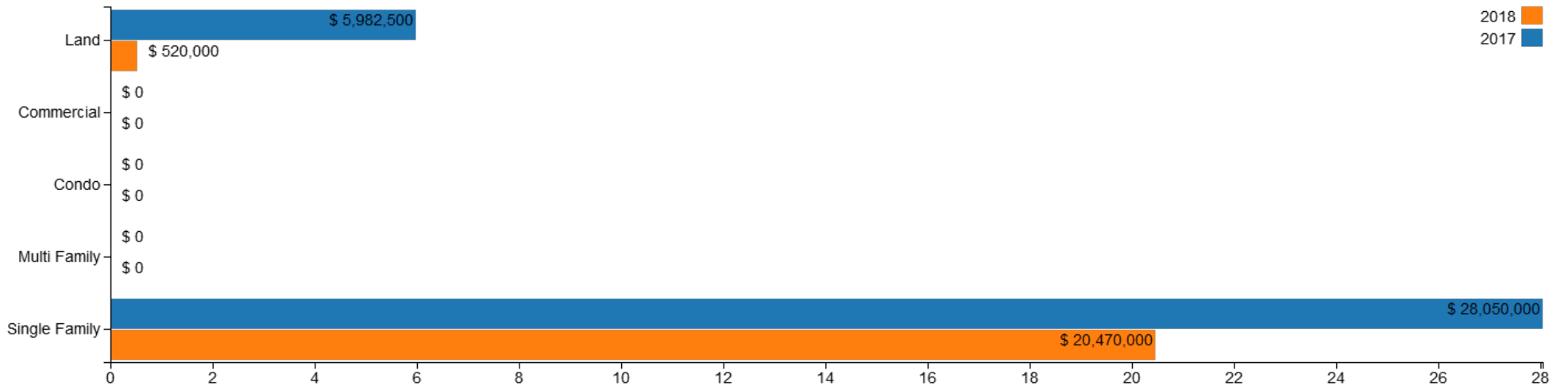




Chilmark

Quarterly Comparison: Total Dollar Volume  
4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$11,970,000	-56%	\$20,035,000	95%	\$8,422,500	-46%	\$20,470,000	-27%	\$60,897,500	-25%
- Single Family	\$11,970,000	-56%	\$20,035,000	95%	\$8,422,500	-46%	\$20,470,000	-27%	\$60,897,500	-25%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$2,447,000	151%	\$6,386,000	40%	\$1,200,000	-85%	\$520,000	-91%	\$10,553,000	-45%
<b>Total</b>	\$14,417,000	-49%	\$26,421,000	78%	\$9,622,500	-59%	\$20,990,000	-38%	\$71,450,500	-29%



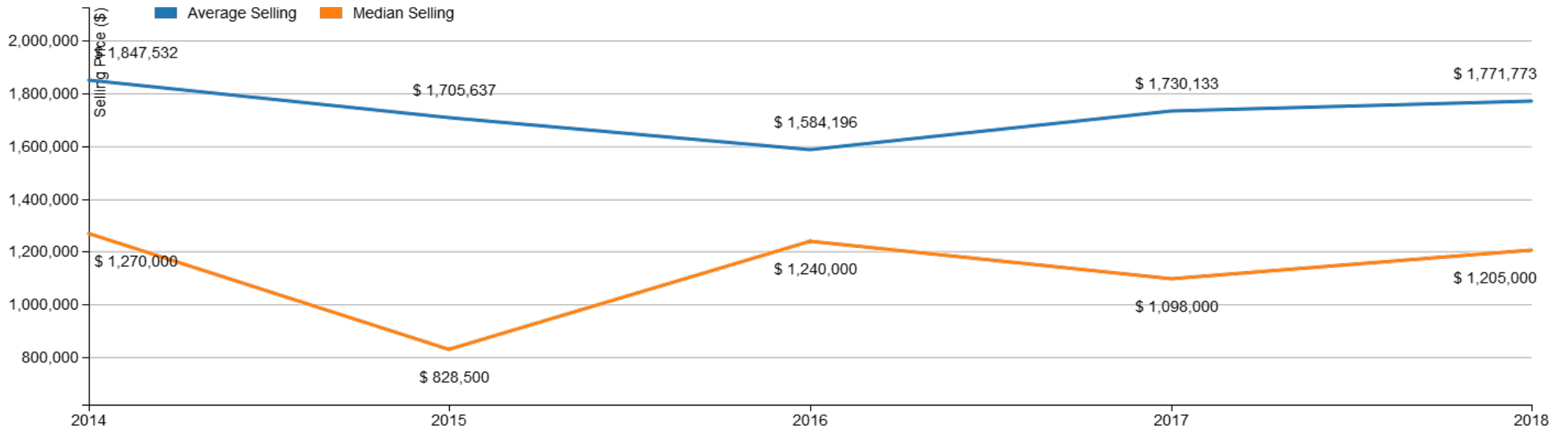
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Edgartown

## Summary: Single/Multi-Family Sales 4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	39	-	\$1,847,532	-	\$1,270,000	-	125%	-	\$72,053,748	-	296
2015	60	54%	\$1,705,637	-8%	\$828,500	-35%	138%	10%	\$102,338,209	42%	173
2016	49	-18%	\$1,584,196	-7%	\$1,240,000	50%	135%	-2%	\$77,625,625	-24%	273
2017	49	0%	\$1,730,133	9%	\$1,098,000	-11%	147%	9%	\$84,776,500	9%	255
2018	53	8%	\$1,771,773	2%	\$1,205,000	10%	139%	-5%	\$93,903,960	11%	214

### Average / Median Selling Price

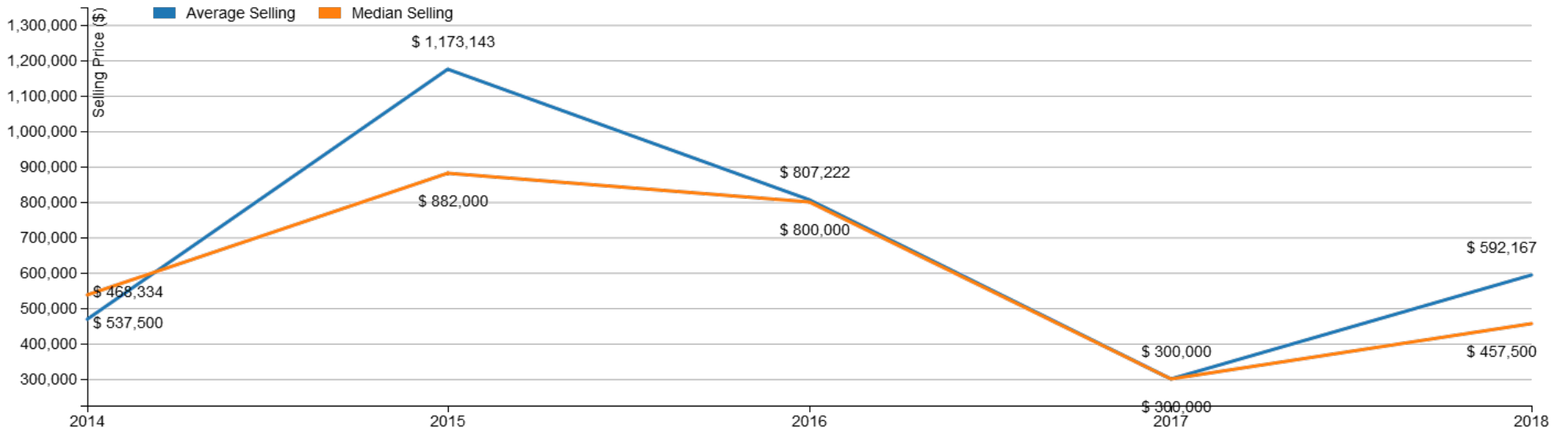


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## Edgartown Summary: Land Sales 4th Quarter 2018

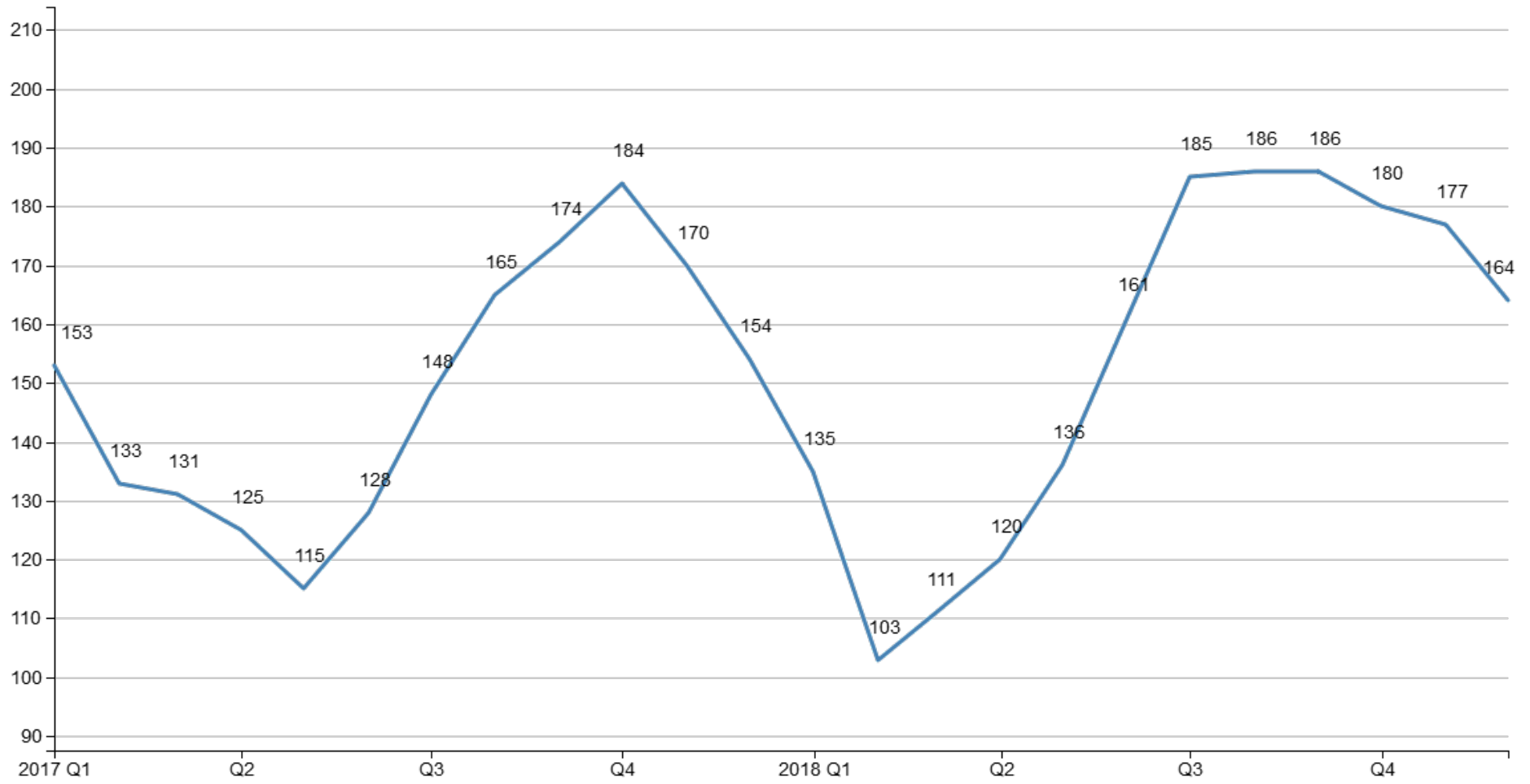
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	6	-	\$468,334	-	\$537,500	-	131%	-	\$2,810,001	-	1,269
2015	7	17%	\$1,173,143	150%	\$882,000	64%	135%	3%	\$8,212,000	192%	232
2016	9	29%	\$807,222	-31%	\$800,000	-9%	239%	77%	\$7,265,000	-12%	167
2017	2	-78%	\$300,000	-63%	\$300,000	-63%	102%	-57%	\$600,000	-92%	289
2018	9	350%	\$592,167	97%	\$457,500	53%	228%	123%	\$5,329,500	788%	196

Average / Median Selling Price



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## Edgartown Inventory 4th Quarter 2018



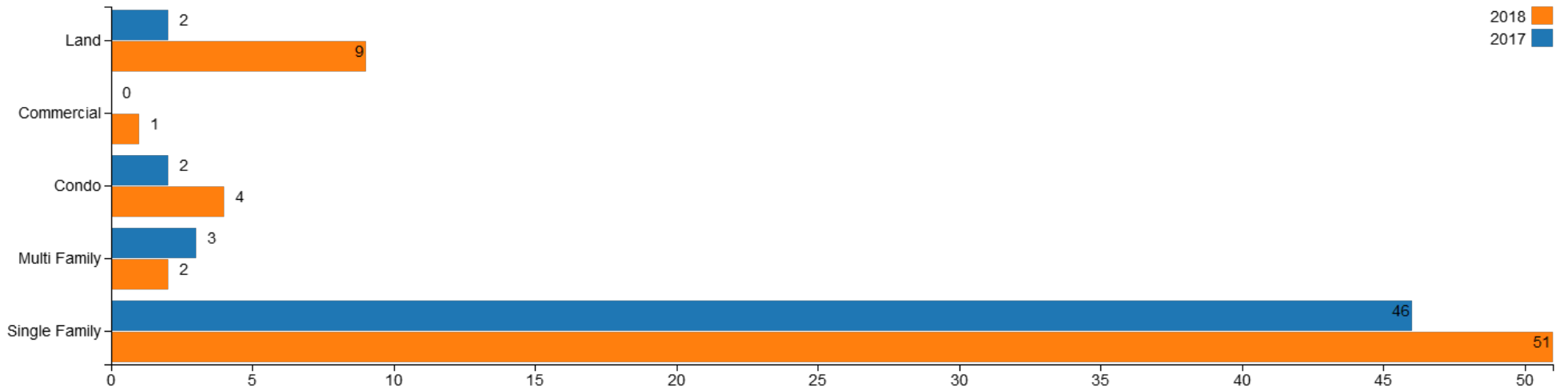


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Edgartown

## Quarterly Comparison: Total Number of Sales 4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	29	32%	36	-10%	41	-2%	57	12%	163	5%
- Single Family	26	37%	35	-8%	34	-6%	51	11%	146	5%
- Multi Family	0	-	0	-	0	-	2	-33%	2	-60%
- Condo	3	0%	1	-50%	7	75%	4	100%	15	36%
<b>Commercial</b>	4	100%	2	-	1	-50%	1	-	8	100%
<b>Land</b>	5	-55%	10	43%	4	-56%	9	350%	28	-3%
<b>Total</b>	38	9%	48	2%	46	-13%	67	26%	199	6%

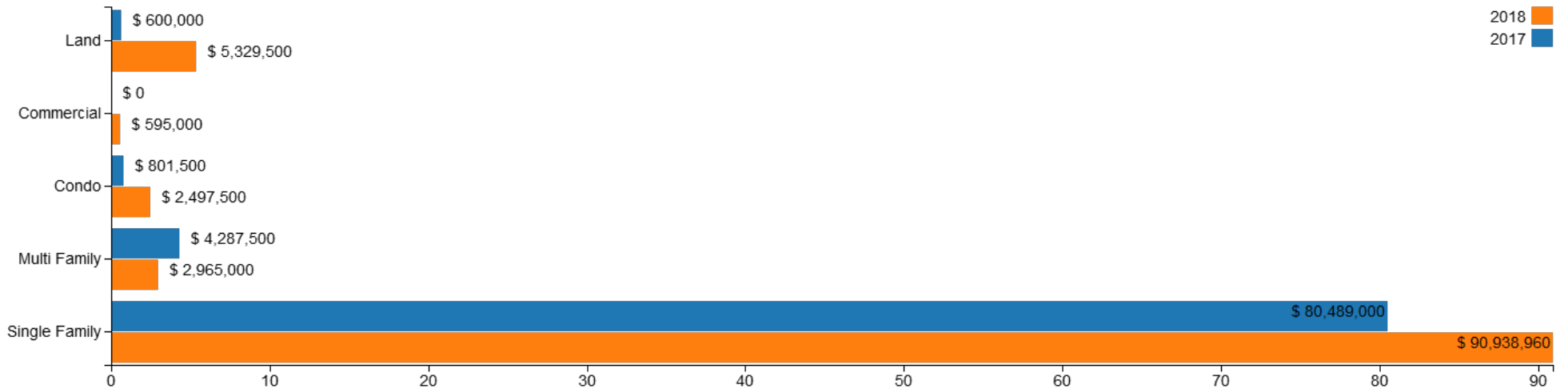


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Edgartown

## Quarterly Comparison: Total Dollar Volume 4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$44,090,539	14%	\$60,630,500	-23%	\$75,358,898	43%	\$96,401,460	13%	\$276,481,397	8%
- Single Family	\$42,148,000	13%	\$58,130,500	-25%	\$71,023,748	55%	\$90,938,960	13%	\$262,241,208	9%
- Multi Family	-	-	-	-	-	-	\$2,965,000	-31%	\$2,965,000	-67%
- Condo	\$1,942,539	30%	\$2,500,000	136%	\$4,335,150	106%	\$2,497,500	212%	\$11,275,189	106%
<b>Commercial</b>	\$33,485,287	6,597%	\$8,399,000	-	\$660,000	-60%	\$595,000	-	\$43,139,287	1,893%
<b>Land</b>	\$14,101,250	187%	\$6,988,988	-32%	\$2,700,000	-43%	\$5,329,500	788%	\$29,119,738	42%
<b>Total</b>	\$91,677,076	108%	\$76,018,488	-15%	\$78,718,898	33%	\$102,325,960	19%	\$348,740,422	25%



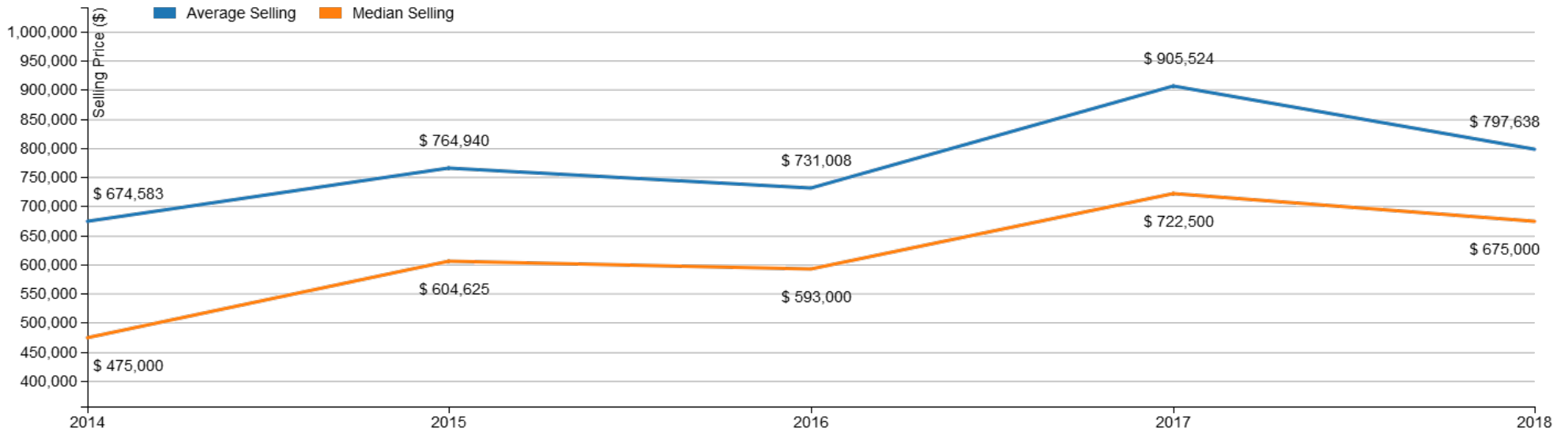
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Oak Bluffs

Summary: Single/Multi-Family Sales  
4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	33	-	\$674,583	-	\$475,000	-	117%	-	\$22,261,250	-	223
2015	34	3%	\$764,940	13%	\$604,625	27%	125%	7%	\$26,007,950	17%	231
2016	33	-3%	\$731,008	-4%	\$593,000	-2%	131%	5%	\$24,123,250	-7%	256
2017	26	-21%	\$905,524	24%	\$722,500	22%	139%	6%	\$23,543,622	-2%	200
2018	30	15%	\$797,638	-12%	\$675,000	-7%	145%	4%	\$23,929,150	2%	203

Average / Median Selling Price



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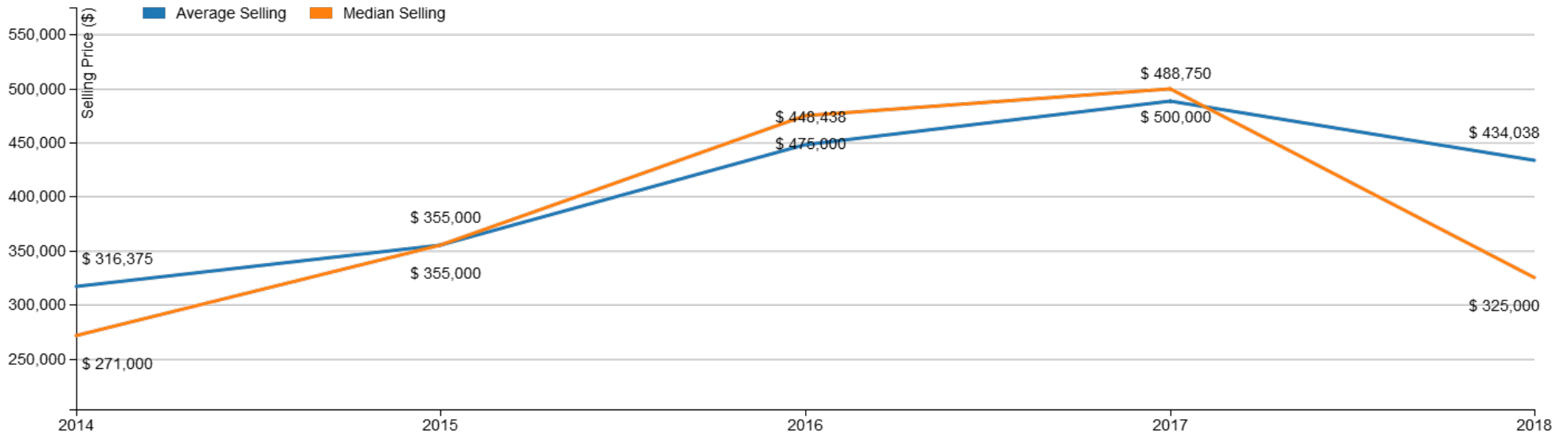
Oak Bluffs

Summary: Land Sales

4th Quarter 2018

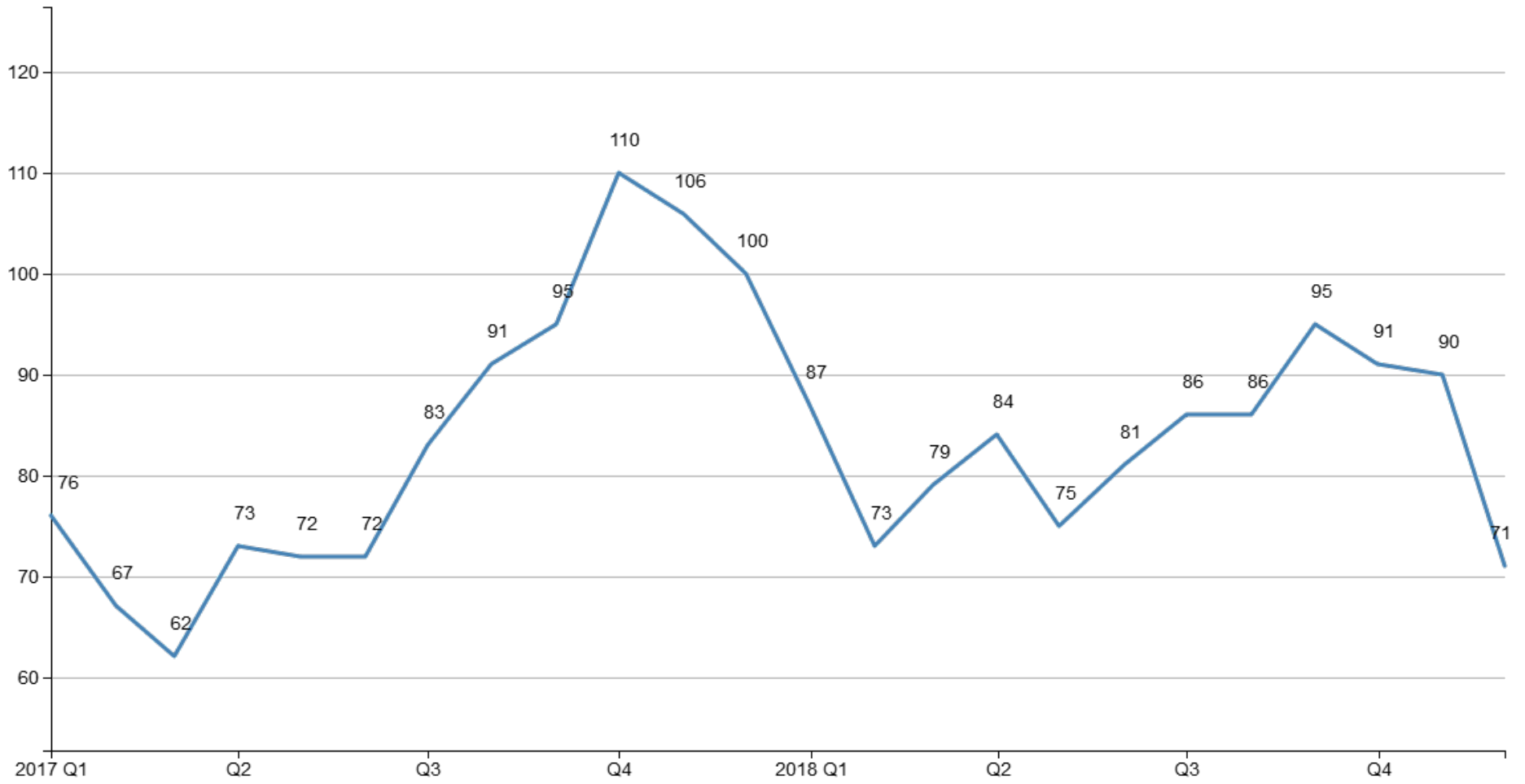
Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	8	-	\$316,375	-	\$271,000	-	105%	-	\$2,531,000	-	176
2015	2	-75%	\$355,000	12%	\$355,000	31%	108%	3%	\$710,000	-72%	212
2016	8	300%	\$448,438	26%	\$475,000	34%	158%	46%	\$3,587,500	405%	185
2017	4	-50%	\$488,750	9%	\$500,000	5%	131%	-17%	\$1,955,000	-46%	115
2018	13	225%	\$434,038	-11%	\$325,000	-35%	128%	-2%	\$5,642,500	189%	283

Average / Median Selling Price



# LINK

## Oak Bluffs Inventory 4th Quarter 2018

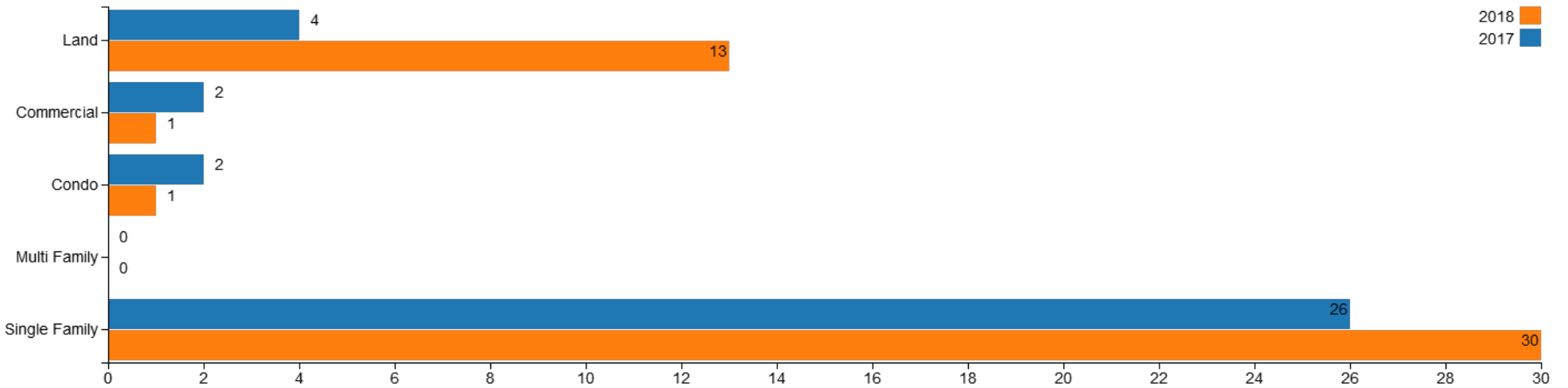




Oak Bluffs

Quarterly Comparison: Total Number of Sales  
4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	29	-12%	42	40%	26	63%	31	11%	128	20%
- Single Family	28	-3%	38	31%	24	50%	30	15%	120	20%
- Multi Family	0	-	0	-	1	-	0	-	1	0%
- Condo	1	-67%	4	300%	1	-	1	-50%	7	17%
<b>Commercial</b>	1	0%	2	-	1	0%	1	-50%	5	25%
<b>Land</b>	2	-71%	3	-40%	5	0%	13	225%	23	10%
<b>Total</b>	32	-22%	47	34%	32	45%	45	32%	156	18%

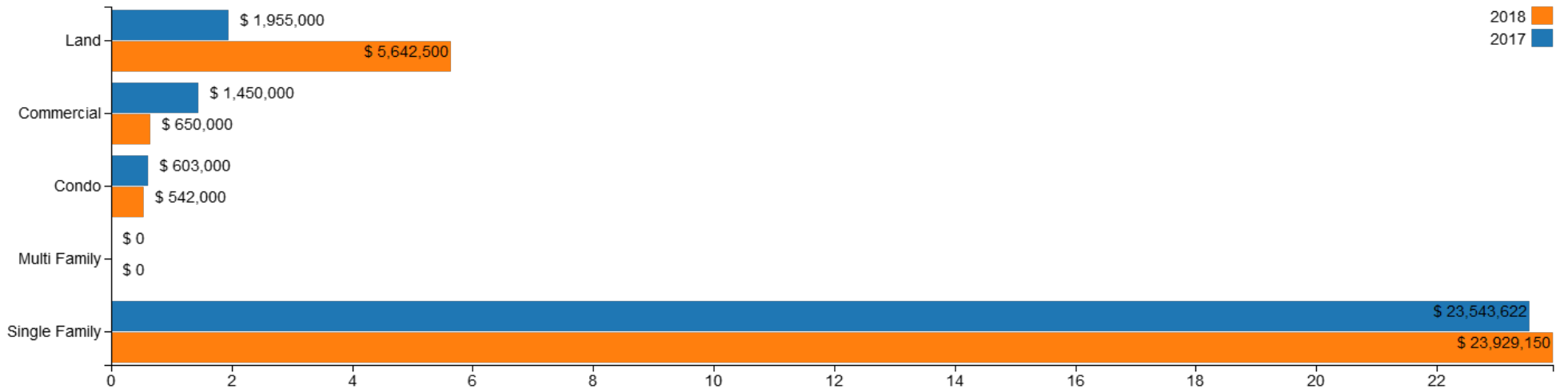




Oak Bluffs

Quarterly Comparison: Total Dollar Volume  
4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$18,832,750	-17%	\$28,967,895	42%	\$24,817,700	63%	\$24,471,150	1%	\$97,089,495	18%
- Single Family	\$18,402,750	-13%	\$28,411,895	43%	\$23,792,700	57%	\$23,929,150	2%	\$94,536,495	19%
- Multi Family	-	-	-	-	\$525,000	-	-	-	\$525,000	-27%
- Condo	\$430,000	-45%	\$556,000	15%	\$500,000	-	\$542,000	-10%	\$2,028,000	9%
<b>Commercial</b>	\$975,000	13%	\$1,350,000	-	\$2,300,000	1,338%	\$650,000	-55%	\$5,275,000	114%
<b>Land</b>	\$1,315,000	-37%	\$1,045,188	-60%	\$1,968,000	26%	\$5,642,500	189%	\$9,970,688	21%
<b>Total</b>	\$21,122,750	-17%	\$31,363,083	36%	\$29,085,700	72%	\$30,763,650	12%	\$112,335,183	21%

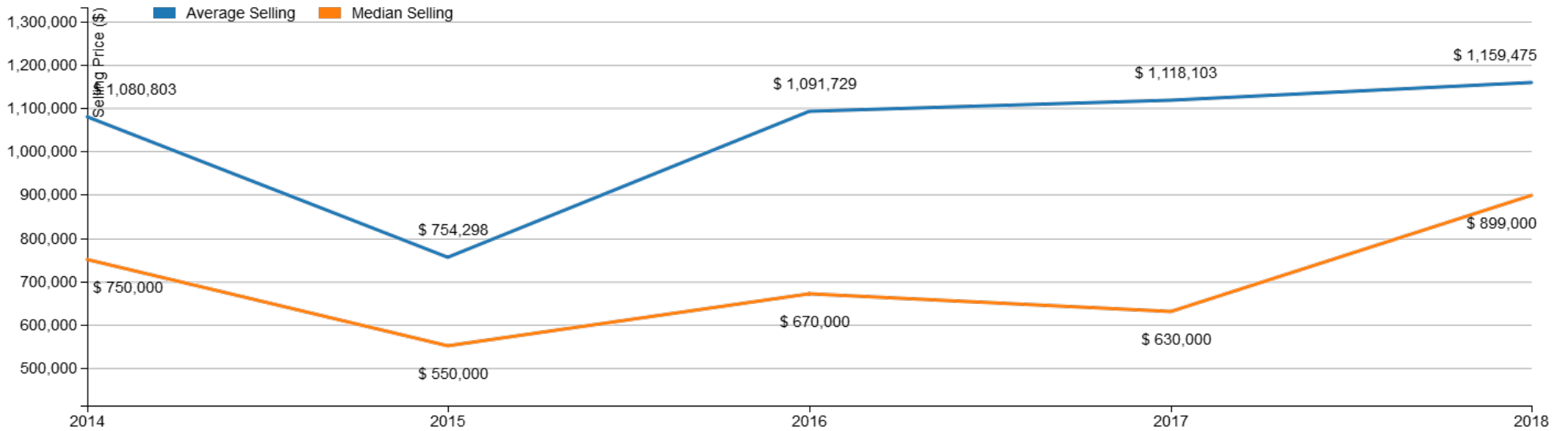


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## Vineyard Haven Summary: Single/Multi-Family Sales 4th Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	19	-	\$1,080,803	-	\$750,000	-	106%	-	\$20,535,250	-	305
2015	25	32%	\$754,298	-30%	\$550,000	-27%	125%	18%	\$18,857,450	-8%	187
2016	31	24%	\$1,091,729	45%	\$670,000	22%	133%	6%	\$33,843,607	79%	307
2017	32	3%	\$1,118,103	2%	\$630,000	-6%	143%	7%	\$35,779,300	6%	204
2018	21	-34%	\$1,159,475	4%	\$899,000	43%	143%	0%	\$24,348,975	-32%	229

### Average / Median Selling Price



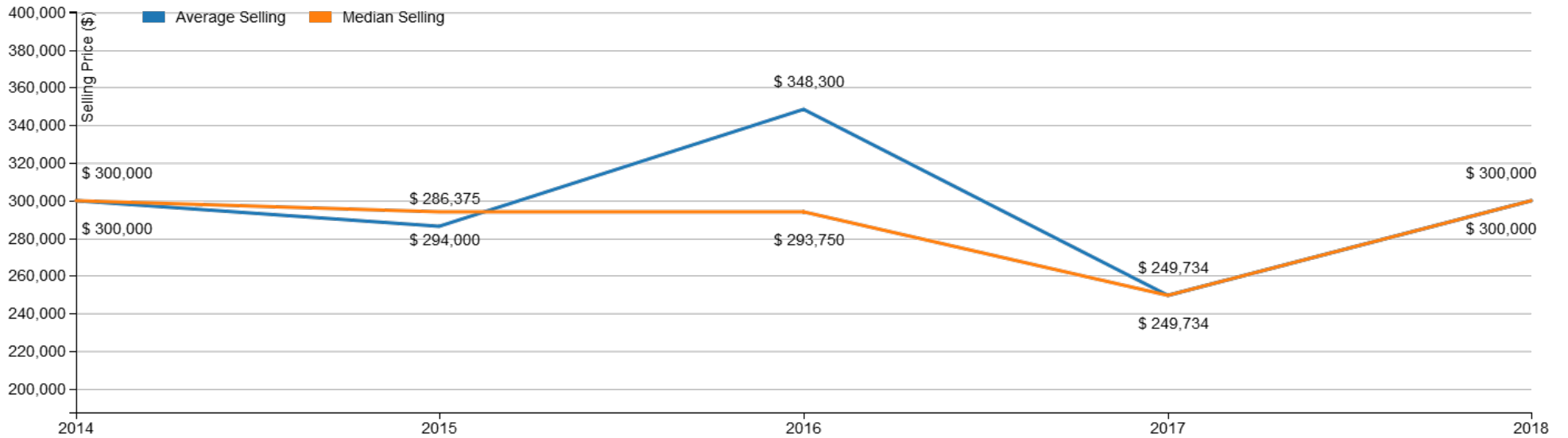


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## Vineyard Haven Summary: Land Sales 4th Quarter 2018

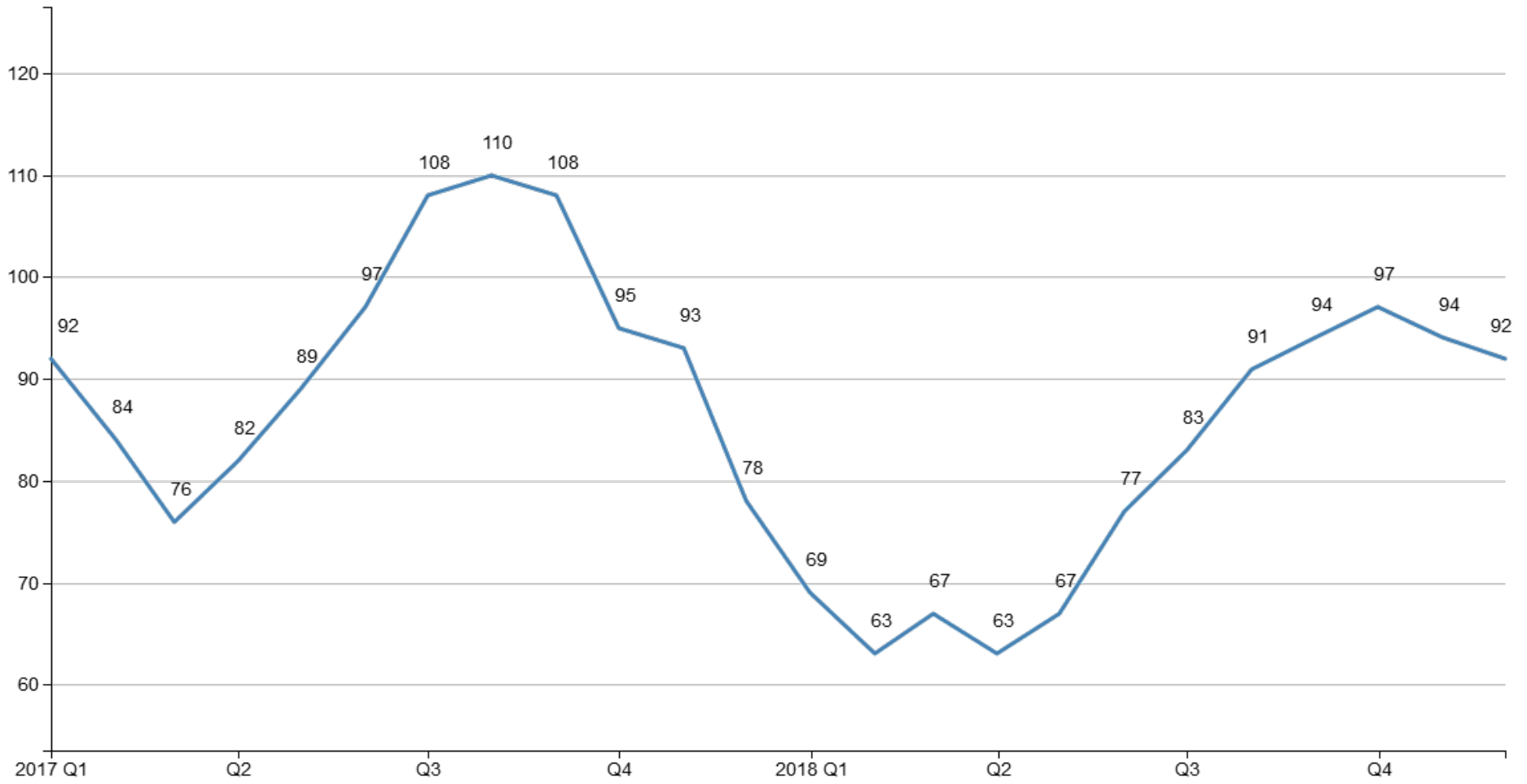
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	1	-	\$300,000	-	\$300,000	-	81%	-	\$300,000	-	797
2015	4	300%	\$286,375	-5%	\$294,000	-2%	101%	25%	\$1,145,500	282%	1,041
2016	10	150%	\$348,300	22%	\$293,750	0%	98%	-3%	\$3,483,000	204%	420
2017	2	-80%	\$249,735	-28%	\$249,735	-15%	-	-	\$499,469	-86%	359
2018	1	-50%	\$300,000	20%	\$300,000	20%	122%	-	\$300,000	-40%	412

Average / Median Selling Price



# LINK

## Vineyard Haven Inventory 4th Quarter 2018



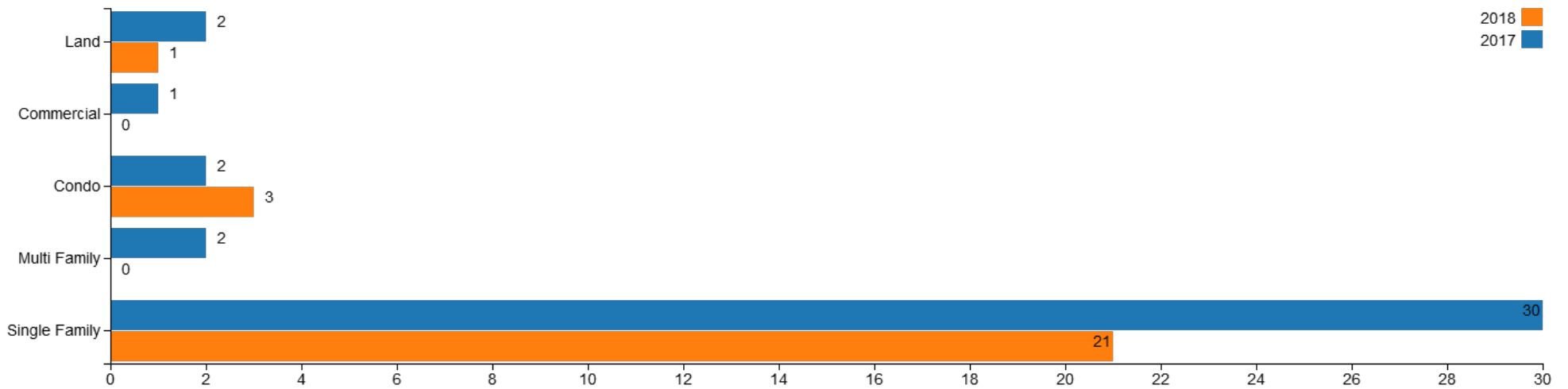
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## Vineyard Haven

### Quarterly Comparison: Total Number of Sales

#### 4th Quarter 2018

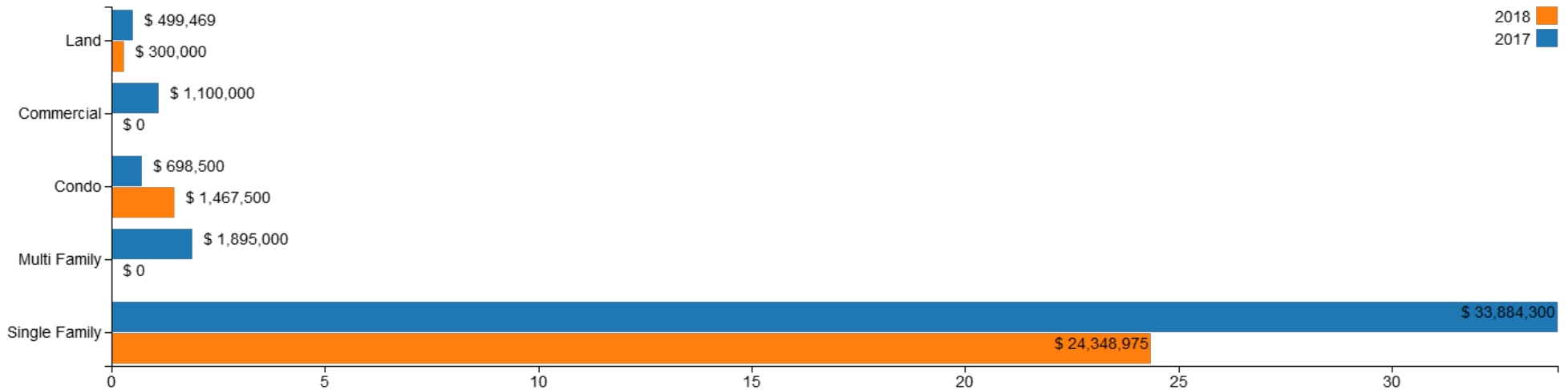
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	16	-6%	22	-15%	21	-19%	24	-29%	83	-19%
- Single Family	13	-19%	19	-14%	18	-22%	21	-30%	71	-22%
- Multi Family	3	-	1	-	0	-	0	-	4	0%
- Condo	0	-	2	-50%	3	200%	3	50%	8	0%
<b>Commercial</b>	1	-67%	3	200%	5	-	0	-	9	80%
<b>Land</b>	4	-43%	5	0%	2	-33%	1	-50%	12	-29%
<b>Total</b>	21	-22%	30	-6%	28	-3%	25	-32%	104	-17%



# LINK

## Vineyard Haven Quarterly Comparison: Total Dollar Volume 4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$13,442,900	18%	\$16,774,000	-24%	\$20,019,250	-26%	\$25,816,475	-29%	\$76,052,625	-22%
- Single Family	\$11,553,900	6%	\$15,546,500	-23%	\$19,211,750	-24%	\$24,348,975	-28%	\$70,661,125	-22%
- Multi Family	\$1,889,000	-	\$807,500	-	-	-	-	-	\$2,696,500	-23%
- Condo	-	-	\$420,000	-80%	\$807,500	128%	\$1,467,500	110%	\$2,695,000	-26%
<b>Commercial</b>	\$940,000	-63%	\$2,045,000	923%	\$7,482,500	-	-	-	\$10,467,500	170%
<b>Land</b>	\$1,500,000	-41%	\$1,844,000	24%	\$610,000	-16%	\$300,000	-40%	\$4,254,000	-19%
<b>Total</b>	\$15,882,900	-4%	\$20,663,000	-13%	\$28,111,750	1%	\$26,116,475	-31%	\$90,774,125	-15%



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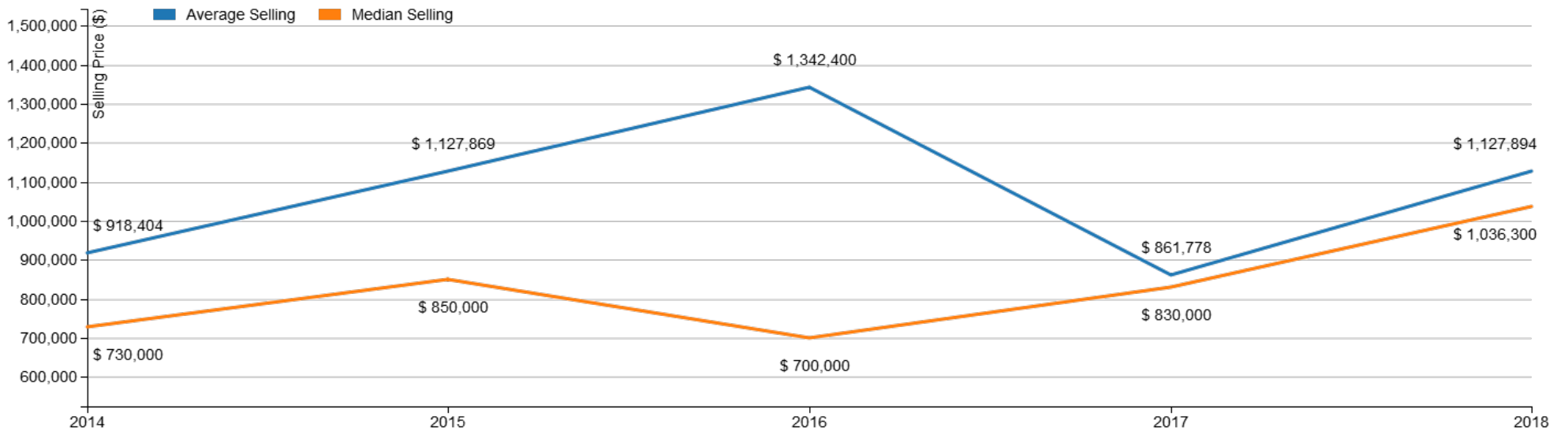
West Tisbury

Summary: Single/Multi-Family Sales

4th Quarter 2018

Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	13	-	\$918,404	-	\$730,000	-	102%	-	\$11,939,250	-	340
2015	13	0%	\$1,127,869	23%	\$850,000	16%	110%	8%	\$14,662,300	23%	251
2016	15	15%	\$1,342,400	19%	\$700,000	-18%	112%	2%	\$20,136,000	37%	171
2017	9	-40%	\$861,778	-36%	\$830,000	19%	117%	4%	\$7,756,000	-61%	426
2018	16	78%	\$1,127,894	31%	\$1,036,300	25%	140%	19%	\$18,046,300	133%	158

Average / Median Selling Price

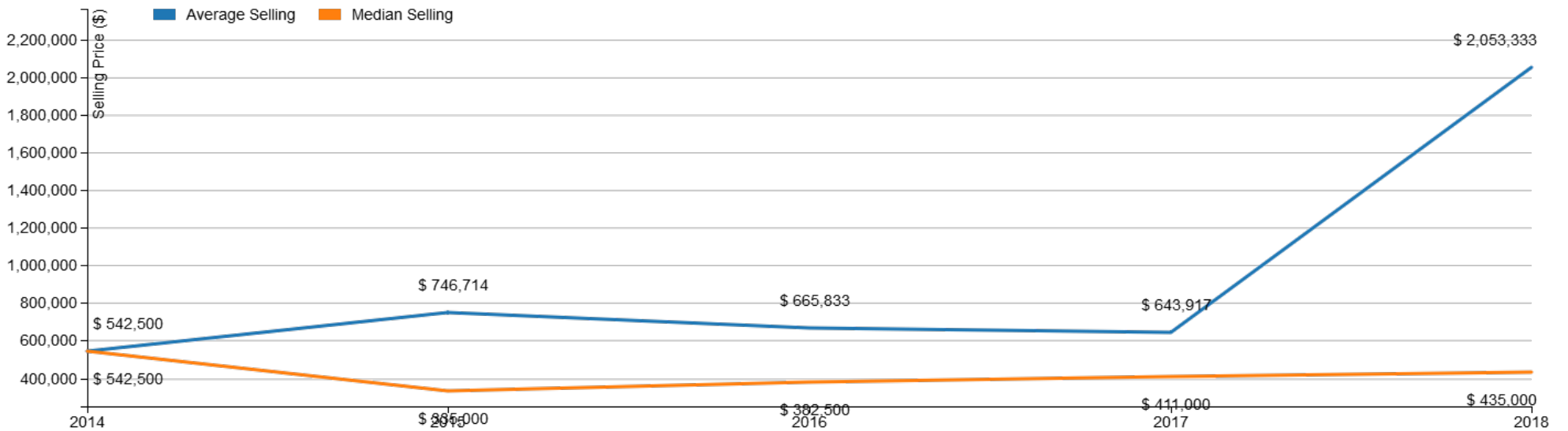


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## West Tisbury Summary: Land Sales 4th Quarter 2018

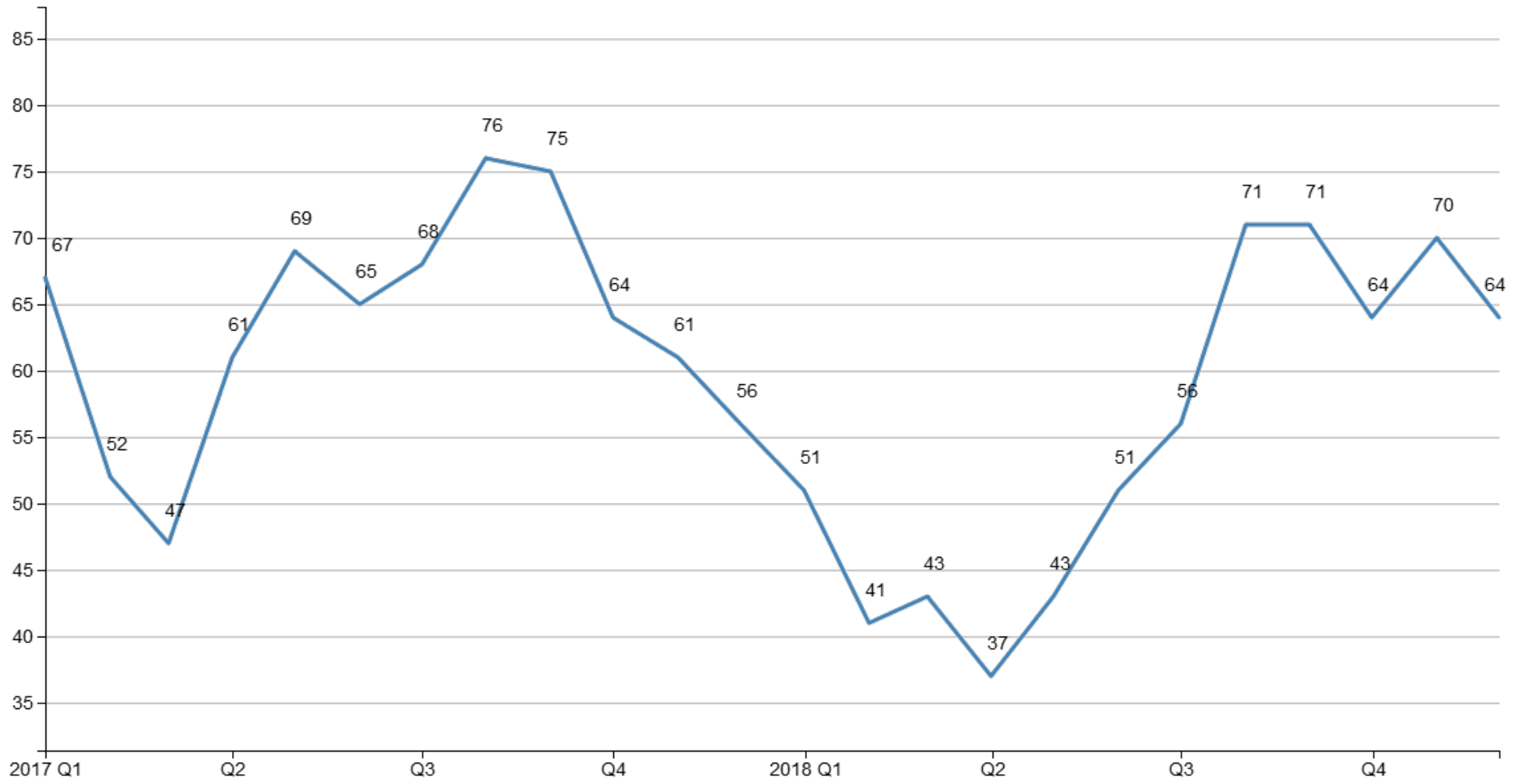
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	1	-	\$542,500	-	\$542,500	-	117%	-	\$542,500	-	473
2015	7	600%	\$746,714	38%	\$335,000	-38%	115%	-2%	\$5,227,000	864%	362
2016	3	-57%	\$665,833	-11%	\$382,500	14%	103%	-10%	\$1,997,500	-62%	327
2017	6	100%	\$643,917	-3%	\$411,000	7%	121%	17%	\$3,863,500	93%	447
2018	3	-50%	\$2,053,333	219%	\$435,000	6%	125%	3%	\$6,160,000	59%	344

Average / Median Selling Price



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## West Tisbury Inventory 4th Quarter 2018

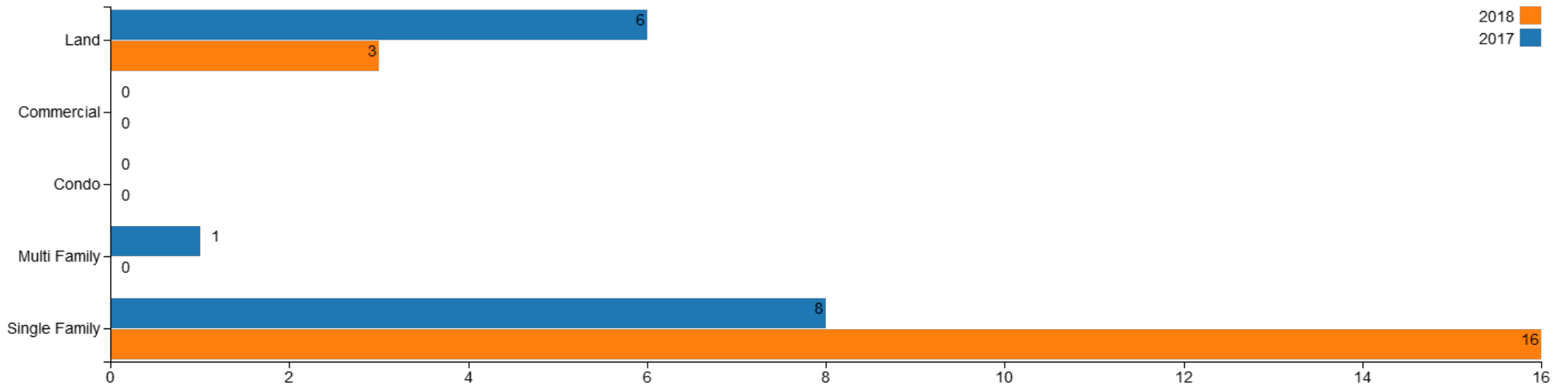


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West Tisbury

## Quarterly Comparison: Total Number of Sales 4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	10	-29%	9	-40%	9	-36%	16	78%	44	-15%
- Single Family	10	-29%	7	-53%	9	-31%	16	100%	42	-16%
- Multi Family	0	-	2	-	0	-	0	-	2	0%
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	1	-	0	-	0	-	1	-
<b>Land</b>	4	100%	5	150%	1	-67%	3	-50%	13	0%
<b>Total</b>	14	-13%	15	-12%	10	-41%	19	27%	58	-11%





# LINK

West Tisbury

## Quarterly Comparison: Total Dollar Volume 4th Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$11,323,500	-25%	\$9,020,075	-42%	\$9,346,338	-55%	\$18,046,300	133%	\$47,736,213	-19%
- Single Family	\$11,323,500	-25%	\$6,846,875	-56%	\$9,346,338	-53%	\$18,046,300	193%	\$45,563,013	-20%
- Multi Family	-	-	\$2,173,200	-	-	-	-	-	\$2,173,200	-15%
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	\$5,500,000	-	-	-	-	-	\$5,500,000	-
<b>Land</b>	\$4,965,000	375%	\$2,267,500	125%	\$310,000	-90%	\$6,160,000	59%	\$13,702,500	54%
<b>Total</b>	\$16,288,500	1%	\$16,787,575	2%	\$9,656,338	-59%	\$24,206,300	108%	\$66,938,713	-2%

