

LINK

MARTHA'S VINEYARD  
**QUARTERLY SALES**  
**SUMMARY**  
FOURTH QUARTER 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.



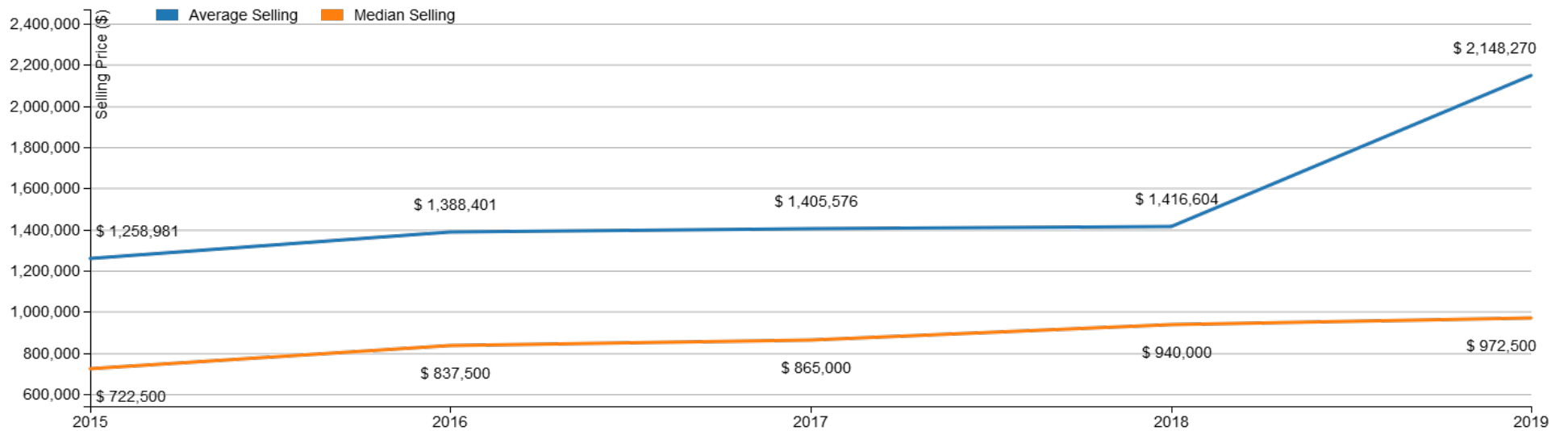
Island-Wide

Summary: Single/Multi-Family Sales

4th Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	140	-	\$1,258,981	-	\$722,500	-	128%	-	\$176,257,336	-	206
2016	146	4%	\$1,388,401	10%	\$837,500	16%	131%	3%	\$202,706,482	15%	263
2017	131	-10%	\$1,405,576	1%	\$865,000	3%	138%	5%	\$184,130,422	-9%	263
2018	133	2%	\$1,416,604	1%	\$940,000	9%	140%	2%	\$188,408,385	2%	208
2019	131	-2%	\$2,148,270	52%	\$972,500	3%	127%	-9%	\$281,423,400	49%	235

### Average / Median Selling Price

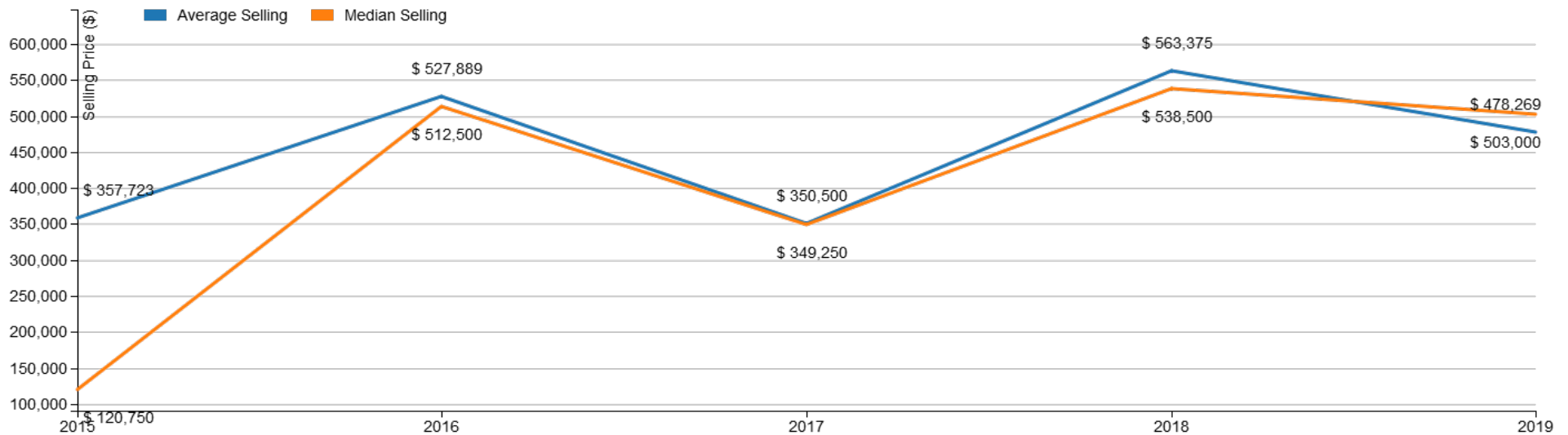


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## Island-Wide Summary: Condo Sales 4th Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2015	10	-	\$357,723	-	\$120,750	-	\$368	-	\$229	-	\$3,577,230	-	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
2019	13	63%	\$478,269	-15%	\$503,000	-7%	\$486	6%	\$416	-8%	\$6,217,500	38%	394

### Average / Median Selling Price

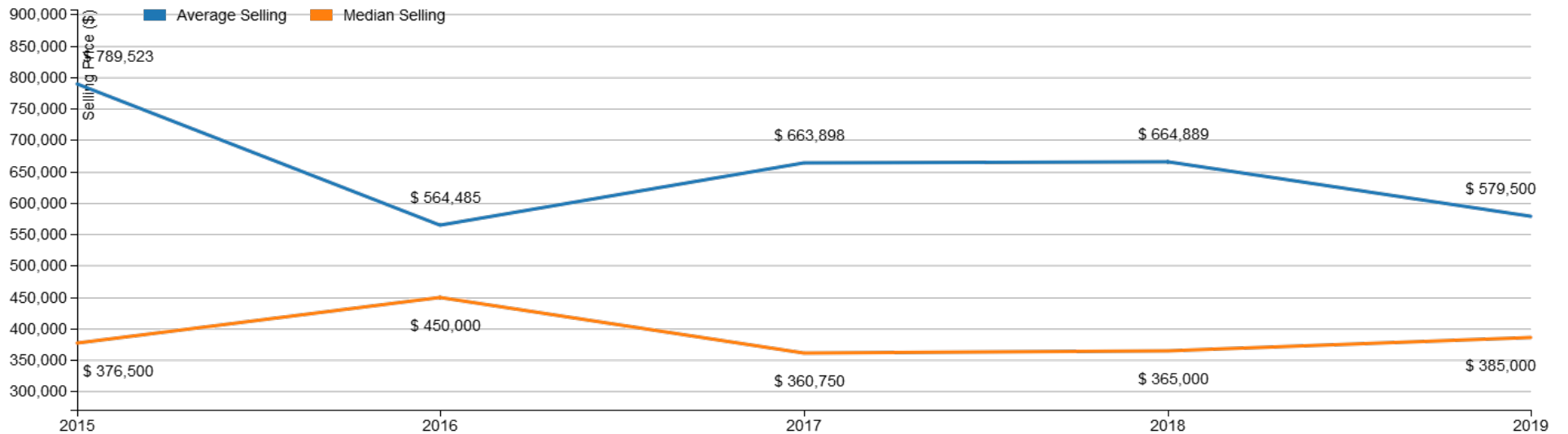




Island-Wide  
Summary: Land Sales  
4th Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	22	-	\$789,523	-	\$376,500	-	127%	-	\$17,369,500	-	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
2019	13	-52%	\$579,500	-13%	\$385,000	5%	122%	-25%	\$7,533,500	-58%	182

Average / Median Selling Price

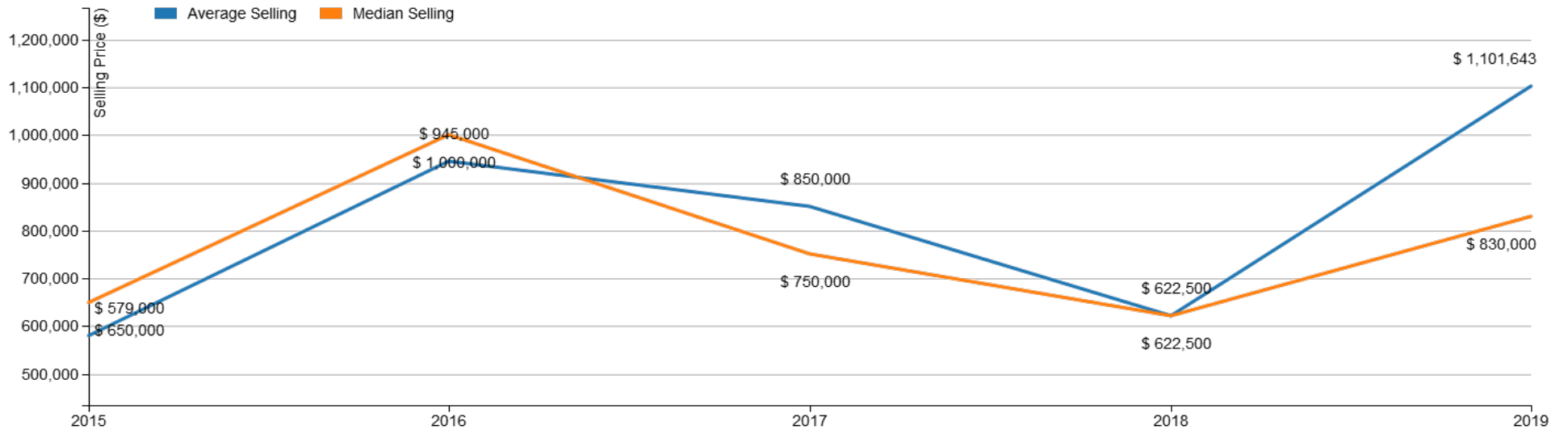




Island-Wide  
Summary: Commercial Sales  
4th Quarter 2019

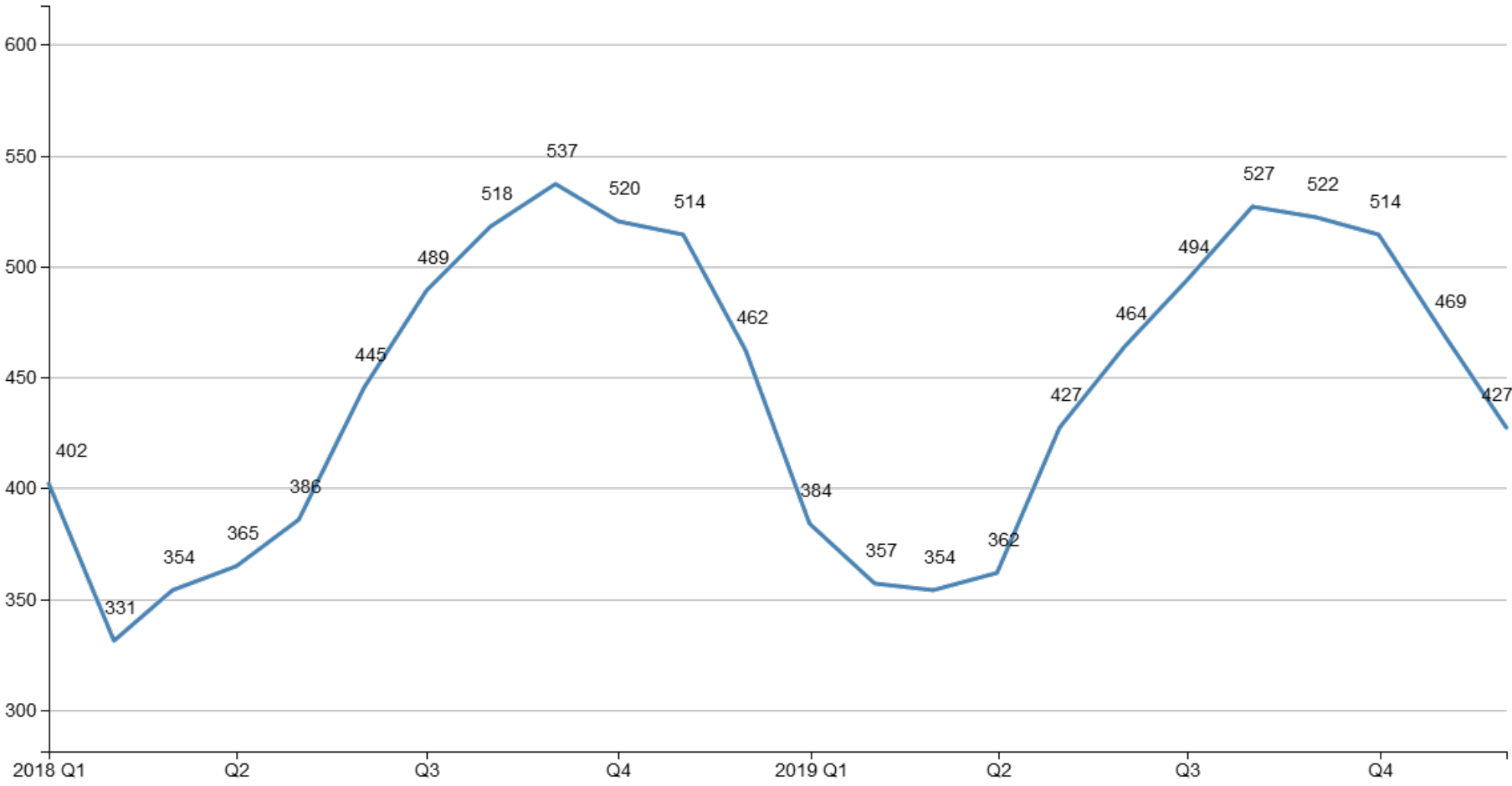
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	5	-	\$579,000	-	\$650,000	-	157%	-	\$2,895,000	-	335
2016	5	0%	\$945,000	63%	\$1,000,000	54%	121%	-23%	\$4,725,000	63%	420
2017	3	-40%	\$850,000	-10%	\$750,000	-25%	155%	28%	\$2,550,000	-46%	100
2018	2	-33%	\$622,500	-27%	\$622,500	-17%	116%	-25%	\$1,245,000	-51%	73
2019	7	250%	\$1,101,643	77%	\$830,000	33%	162%	39%	\$7,711,500	519%	474

Average / Median Selling Price





Island-Wide  
Inventory  
4th Quarter 2019

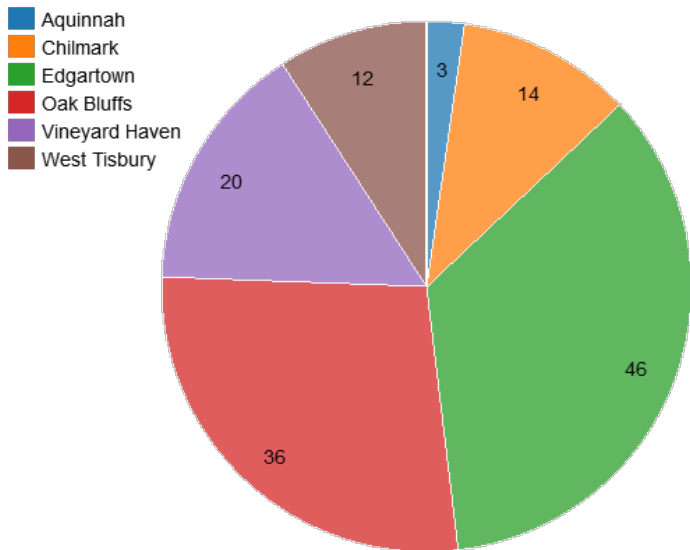




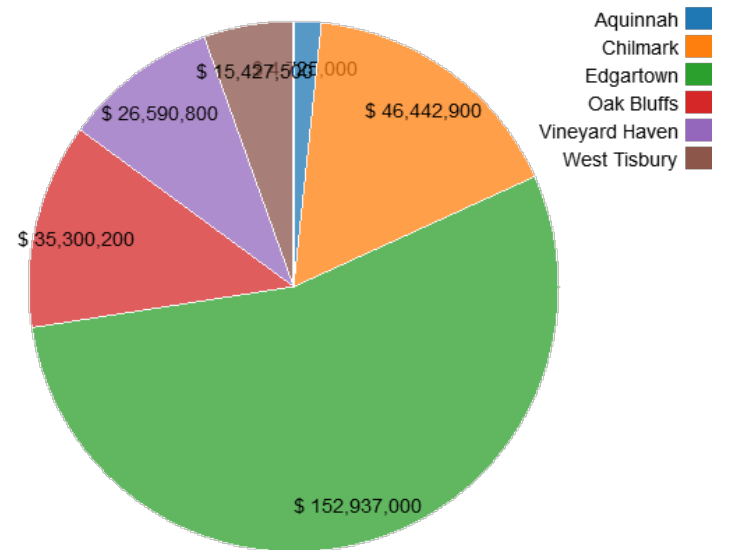
Sales Summary by Town  
Single/Multi-Family  
4th Quarter 2019

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	3	-25%	\$1,575,000	-2%	\$1,100,000	-24%	103%	-11%	\$4,725,000	-27%	289
Chilmark	14	75%	\$3,317,350	30%	\$2,650,000	20%	131%	1%	\$46,442,900	127%	350
Edgartown	46	-15%	\$3,324,717	89%	\$1,550,000	26%	139%	0%	\$152,937,000	61%	227
Oak Bluffs	36	20%	\$980,561	23%	\$753,750	12%	123%	-15%	\$35,300,200	48%	160
Vineyard Haven	20	-5%	\$1,329,540	15%	\$900,000	0%	117%	-18%	\$26,590,800	9%	258
West Tisbury	12	-25%	\$1,285,625	14%	\$967,500	-7%	108%	-23%	\$15,427,500	-15%	304

Number of Sales by Town



Total Dollar Volume by Town



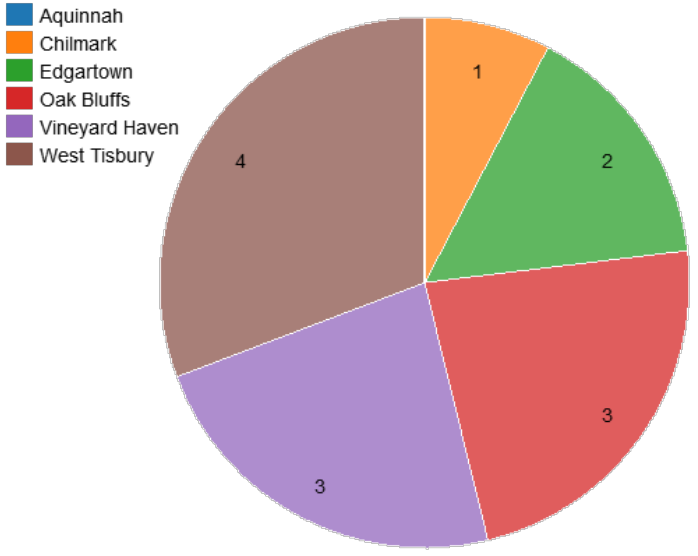




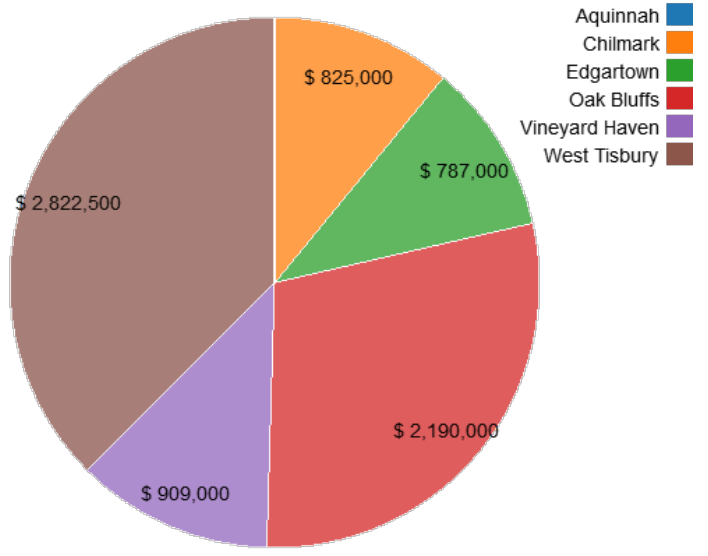
Sales Summary by Town  
Land  
4th Quarter 2019

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	0	-	-	-	-	-	-	-	-	-	
Chilmark	1	0%	\$825,000	59%	\$825,000	59%	123%	18%	\$825,000	59%	149
Edgartown	2	-78%	\$393,500	-34%	\$393,500	-14%	110%	-52%	\$787,000	-85%	249
Oak Bluffs	3	-77%	\$730,000	68%	\$695,000	114%	124%	-3%	\$2,190,000	-61%	399
Vineyard Haven	3	200%	\$303,000	1%	\$339,000	13%	119%	-3%	\$909,000	203%	117
West Tisbury	4	33%	\$705,625	-66%	\$361,250	-17%	130%	5%	\$2,822,500	-54%	89

Number of Sales by Town



Total Dollar Volume by Town



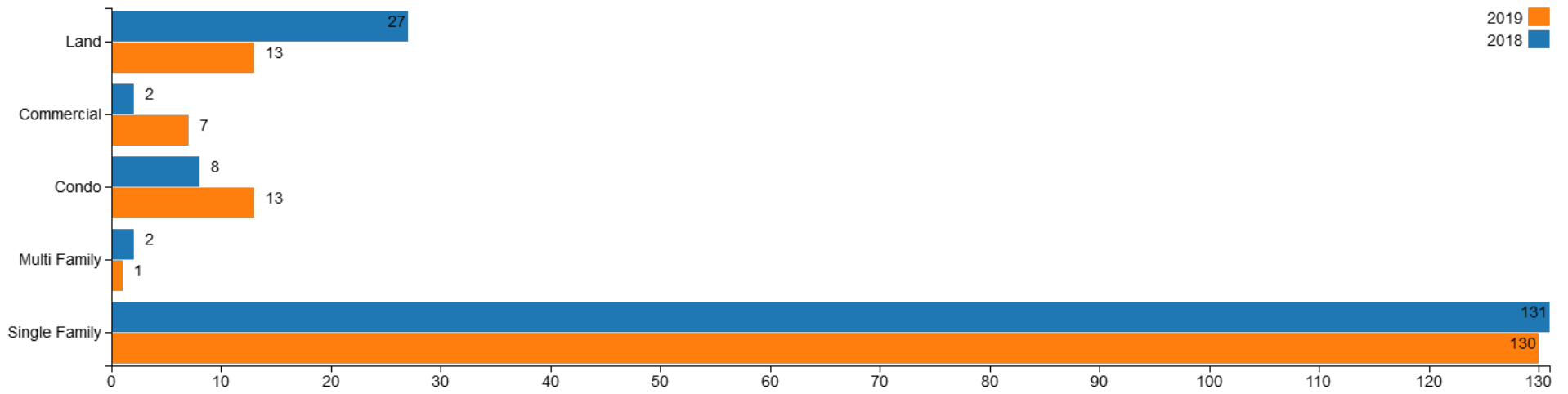


Island-Wide

Quarterly Comparison: Total Number of Sales

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	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%
<b>Commercial</b>	3	-50%	2	-75%	1	-86%	7	250%	13	-43%
<b>Land</b>	18	-10%	18	-42%	22	22%	13	-52%	71	-26%
<b>Total</b>	83	-30%	129	-15%	133	1%	164	-4%	509	-11%



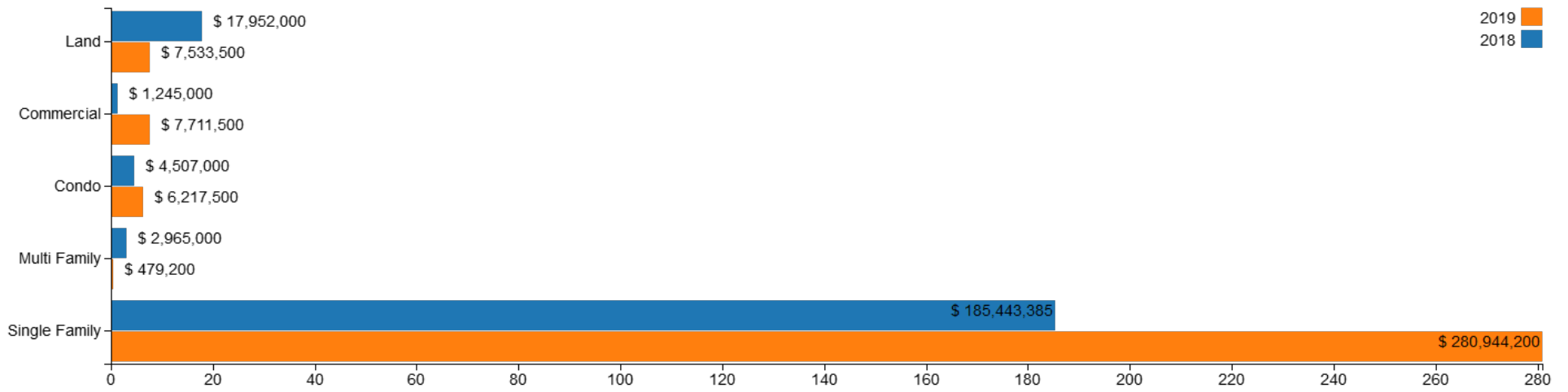


Island-Wide

Quarterly Comparison: Total Dollar Volume

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$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%
<b>Commercial</b>	\$1,575,000	-96%	\$1,853,750	-89%	\$245,000	-98%	\$7,711,500	519%	\$11,385,250	-82%
<b>Land</b>	\$22,113,500	-10%	\$8,121,880	-58%	\$11,632,229	44%	\$7,533,500	-58%	\$49,401,109	-29%
<b>Total</b>	\$141,446,226	-12%	\$148,032,053	-14%	\$157,013,069	-4%	\$302,885,900	43%	\$749,377,248	6%



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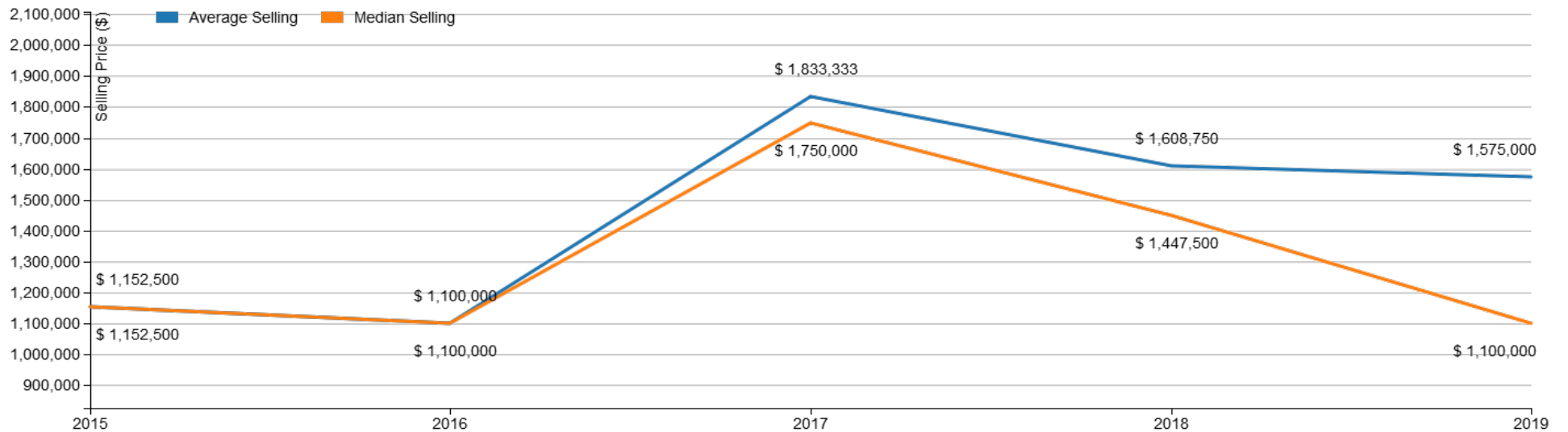
Aquinnah

Summary: Single/Multi-Family Sales

4th Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	2	-	\$1,152,500	-	\$1,152,500	-	96%	-	\$2,305,000	-	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
2019	3	-25%	\$1,575,000	-2%	\$1,100,000	-24%	103%	-11%	\$4,725,000	-27%	289

## Average / Median Selling Price

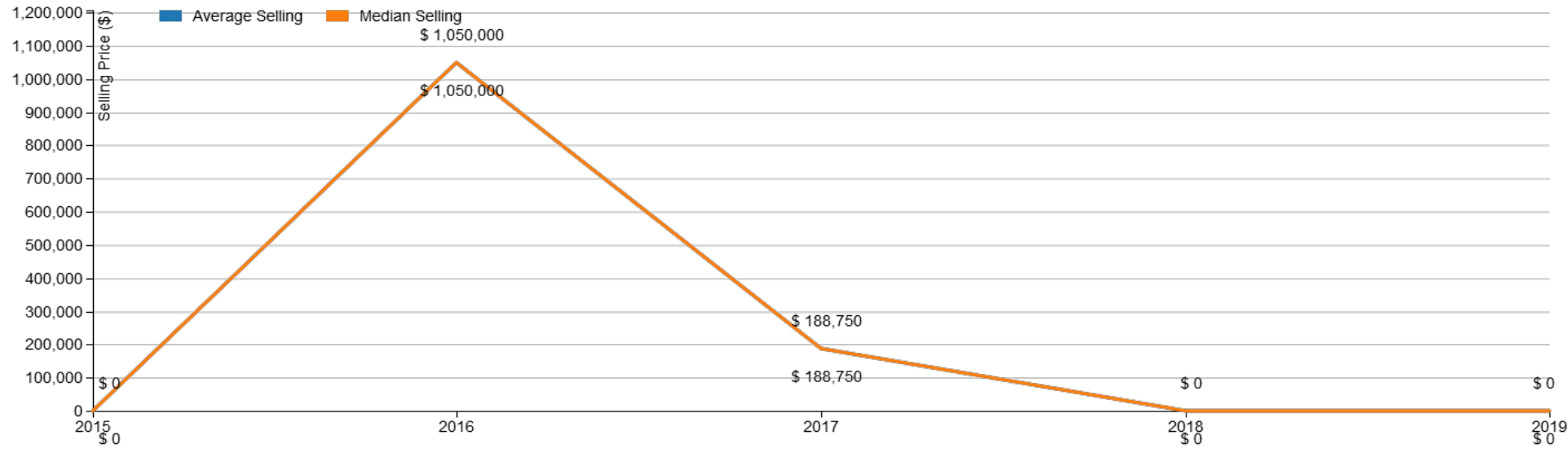




Aquinnah  
 Summary: Land Sales  
 4th Quarter 2019

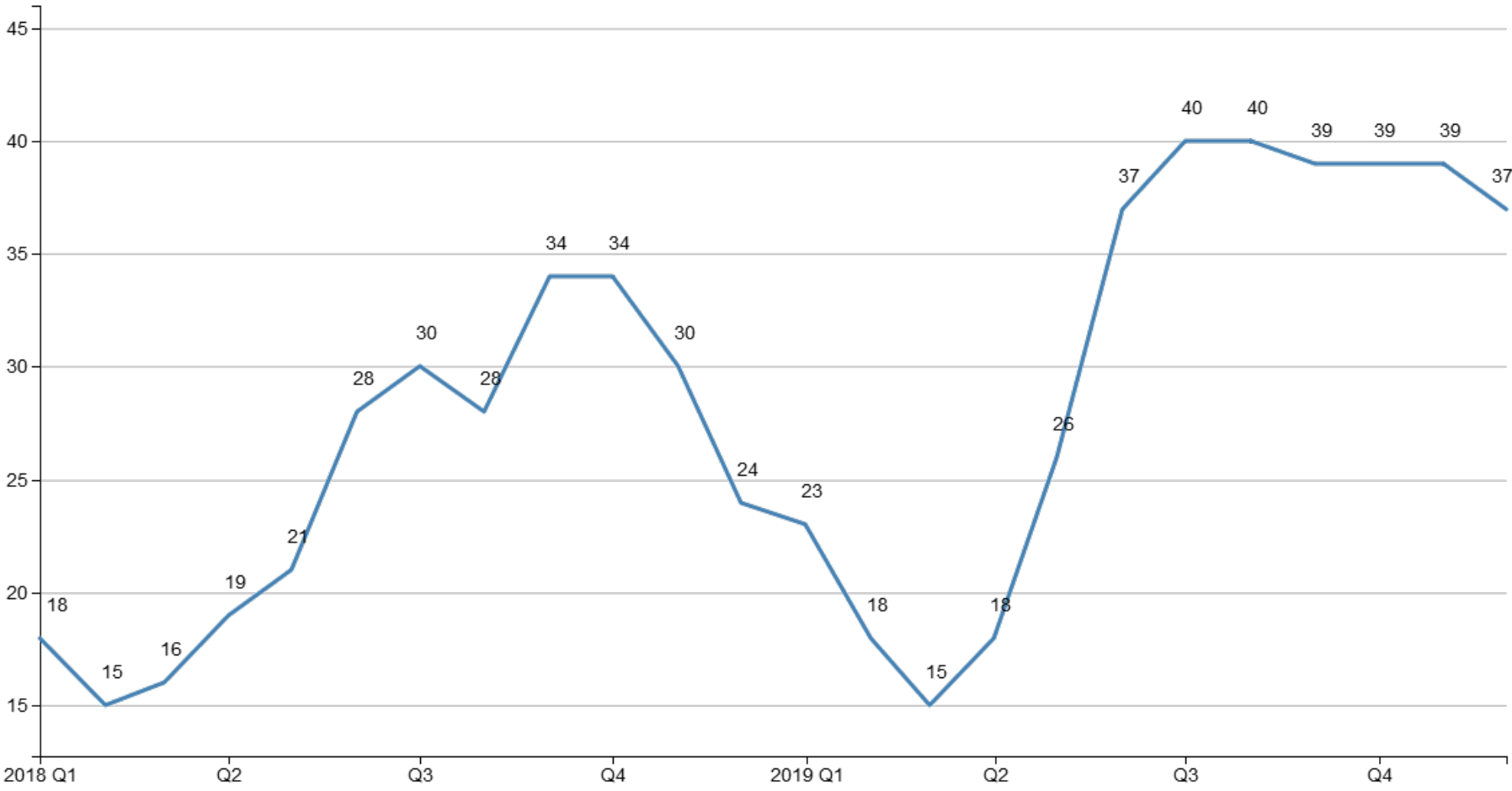
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	0	-	-	-	-	-	-	-	-	-	
2016	1	-	\$1,050,000	-	\$1,050,000	-	132%	-	\$1,050,000	-	1,243
2017	2	100%	\$188,750	-82%	\$188,750	-82%	95%	-28%	\$377,500	-64%	126
2018	0	-	-	-	-	-	-	-	-	-	
2019	0	-	-	-	-	-	-	-	-	-	

Average / Median Selling Price





Aquinnah  
Inventory  
4th Quarter 2019



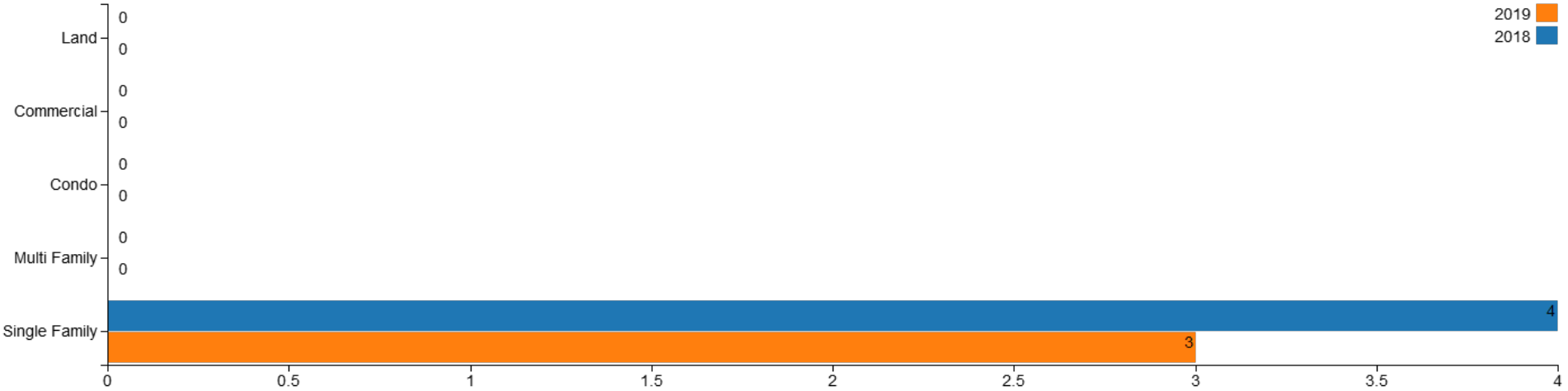


Aquinnah

Quarterly Comparison: Total Number of Sales

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	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	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	0	-	0	-	1	-50%	0	-	1	-75%
<b>Total</b>	2	100%	3	200%	4	-33%	3	-25%	12	0%



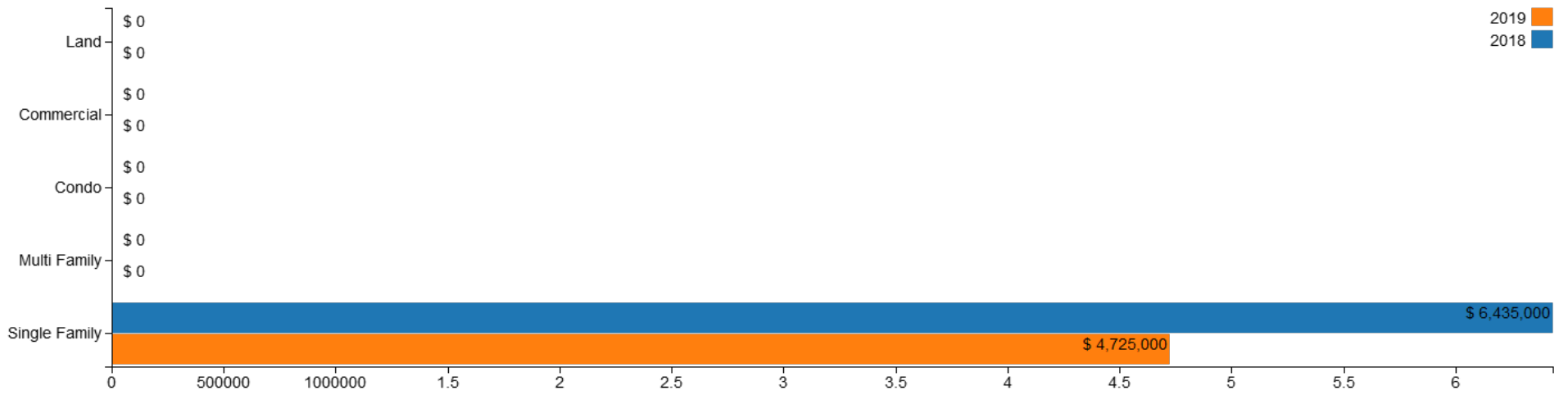


Aquinnah

Quarterly Comparison: Total Dollar Volume

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$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	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	-	-	-	-	\$81,500	-94%	-	-	\$81,500	-96%
<b>Total</b>	\$2,725,000	1,919%	\$5,705,000	583%	\$3,670,500	-52%	\$4,725,000	-27%	\$16,825,500	12%







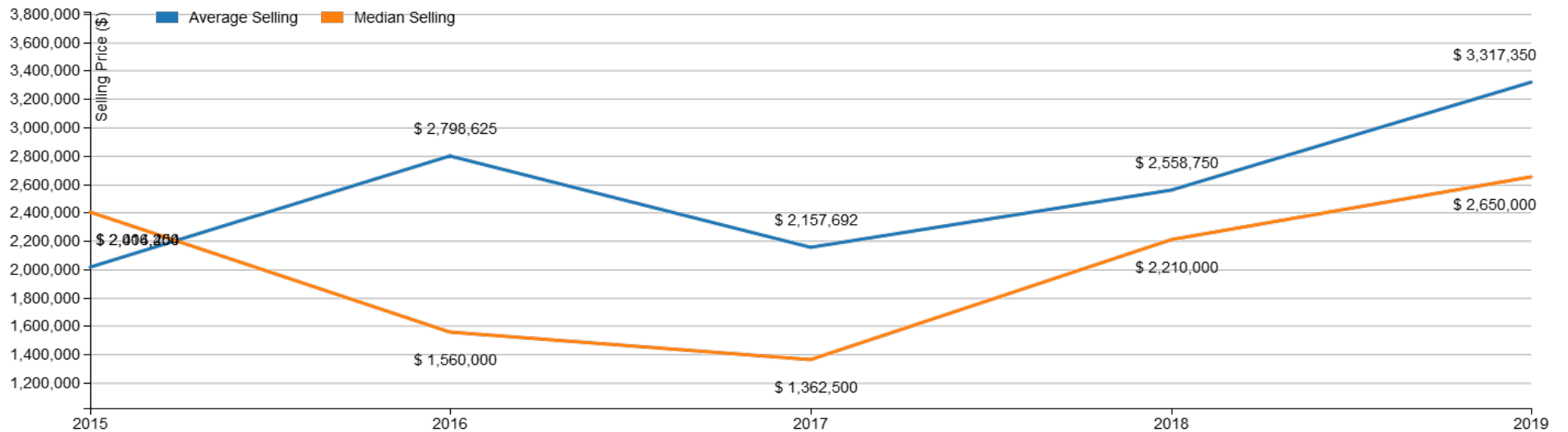
Chilmark

Summary: Single/Multi-Family Sales

4th Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	6	-	\$2,014,405	-	\$2,406,250	-	102%	-	\$12,086,427	-	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
2019	14	75%	\$3,317,350	30%	\$2,650,000	20%	131%	1%	\$46,442,900	127%	350

### Average / Median Selling Price





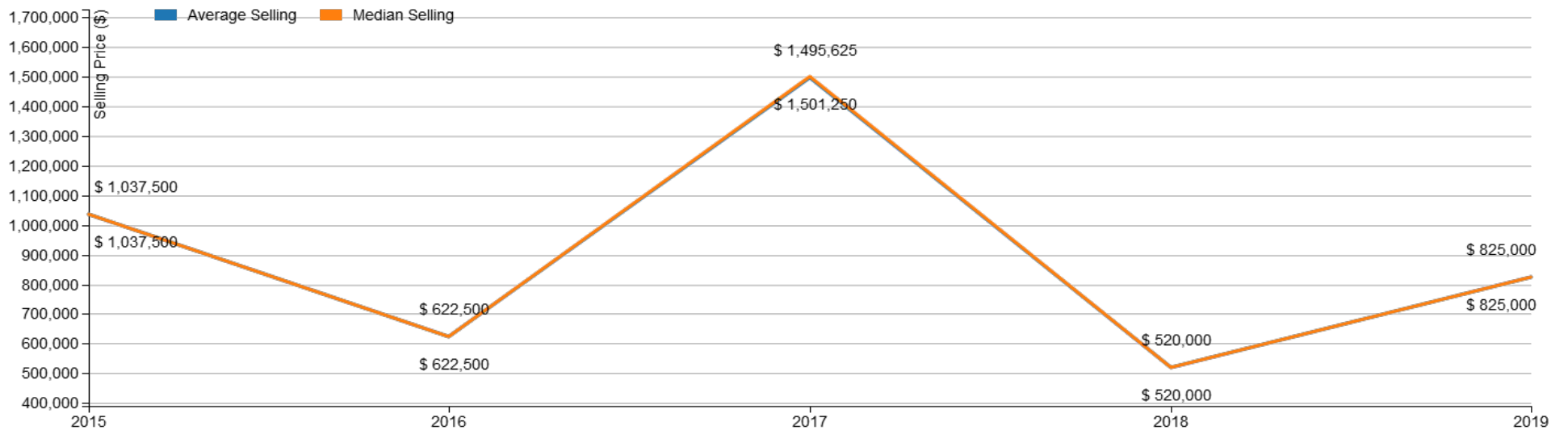
Chilmark

Summary: Land Sales

4th Quarter 2019

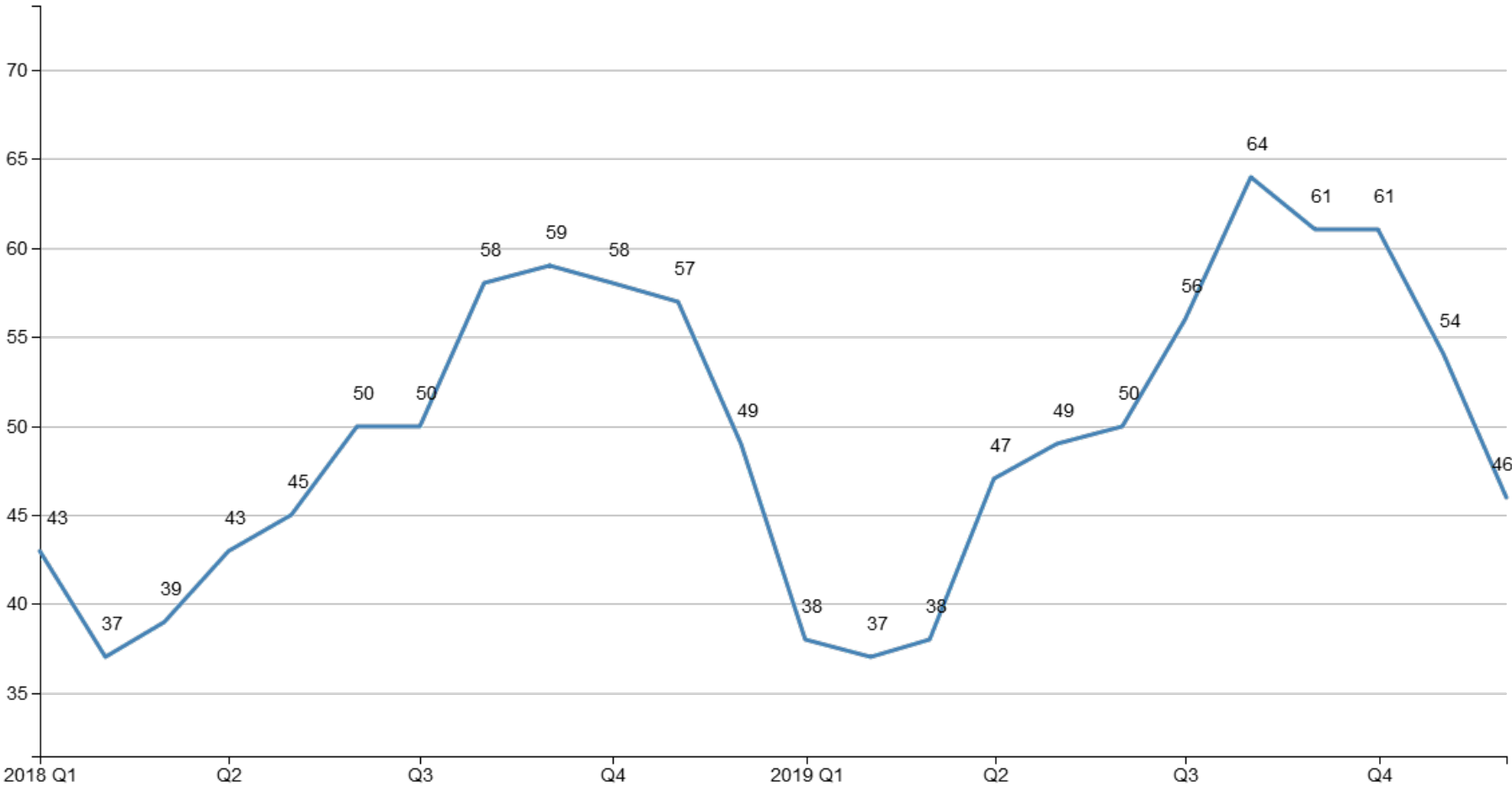
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	2	-	\$1,037,500	-	\$1,037,500	-	172%	-	\$2,075,000	-	438
2016	2	0%	\$622,500	-40%	\$622,500	-40%	99%	-42%	\$1,245,000	-40%	1,376
2017	4	100%	\$1,495,625	140%	\$1,501,250	141%	124%	25%	\$5,982,500	381%	211
2018	1	-75%	\$520,000	-65%	\$520,000	-65%	104%	-16%	\$520,000	-91%	
2019	1	0%	\$825,000	59%	\$825,000	59%	123%	18%	\$825,000	59%	149

### Average / Median Selling Price





Chilmark  
Inventory  
4th Quarter 2019



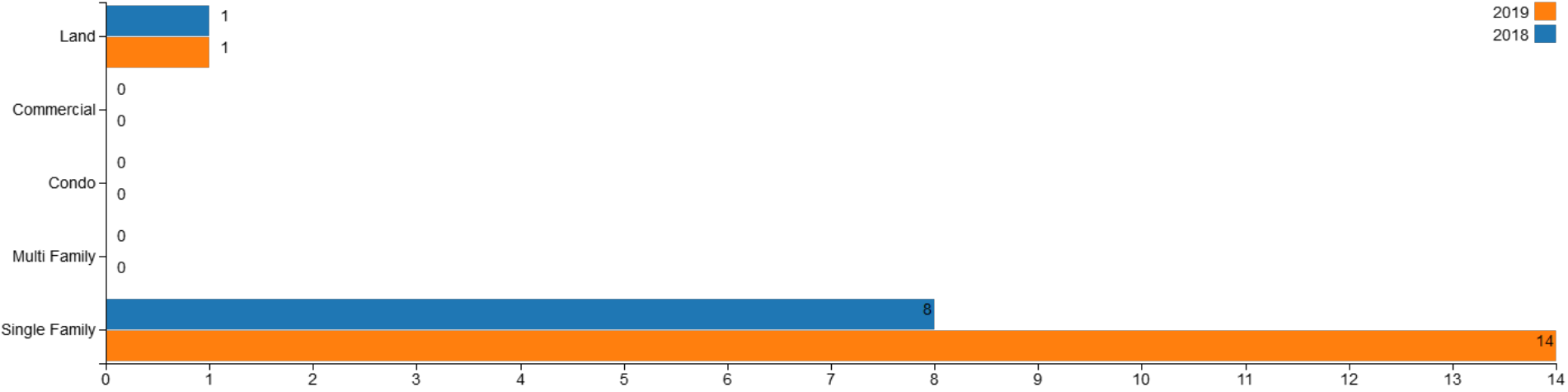


Chilmark

Quarterly Comparison: Total Number of Sales

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	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	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	3	-25%	0	-	2	-50%	1	0%	6	-63%
<b>Total</b>	8	-33%	4	-64%	9	-10%	15	67%	36	-14%



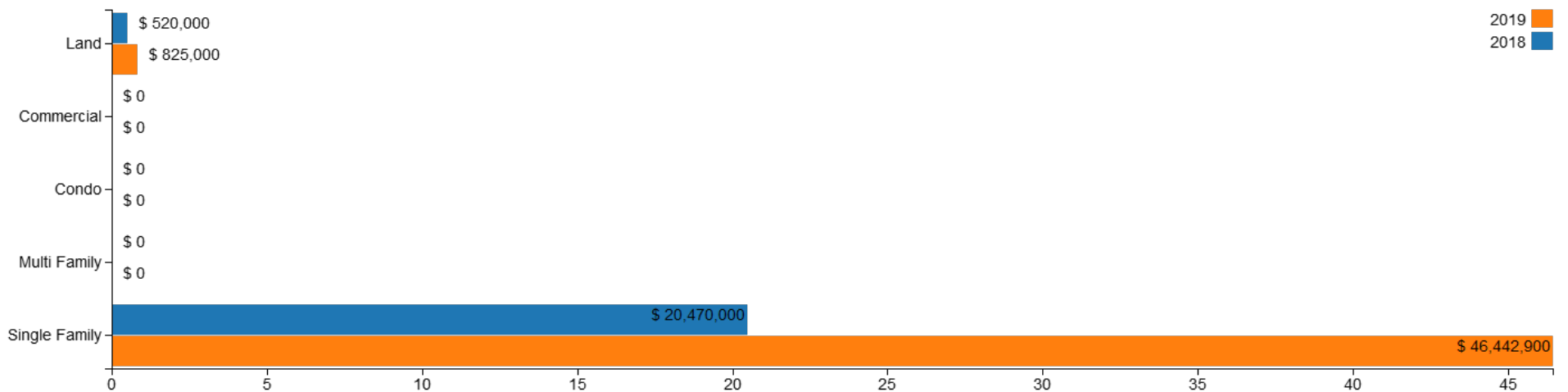


Chilmark

Quarterly Comparison: Total Dollar Volume

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$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	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$4,170,000	70%	-	-	\$1,180,000	-2%	\$825,000	59%	\$6,175,000	-41%
<b>Total</b>	\$10,785,000	-25%	\$19,343,500	-27%	\$8,262,500	-14%	\$47,267,900	125%	\$85,658,900	20%



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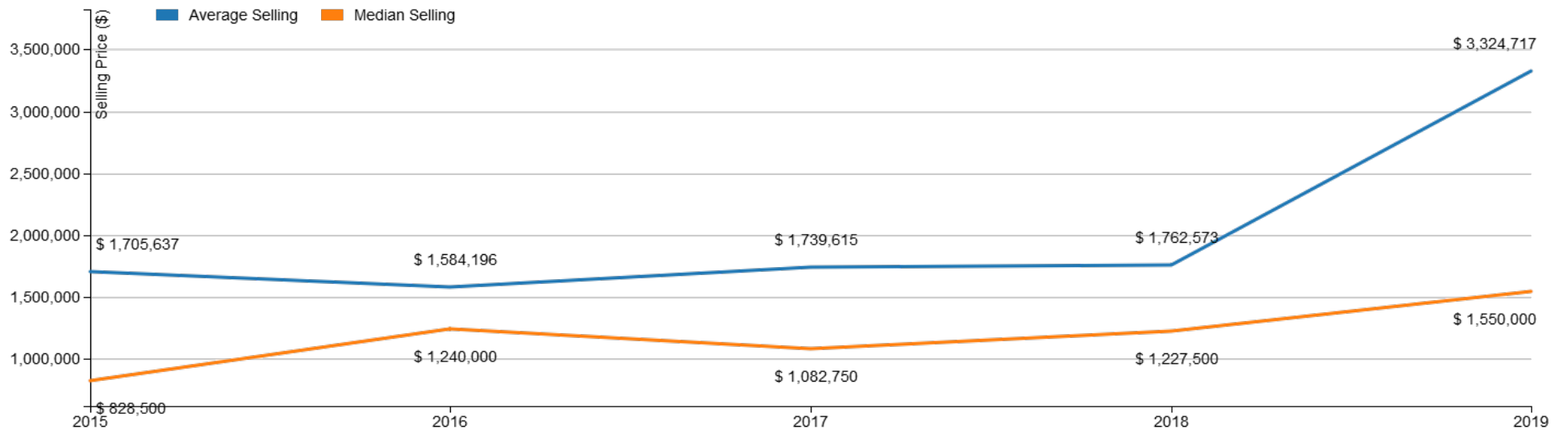
Edgartown

Summary: Single/Multi-Family Sales

4th Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	60	-	\$1,705,637	-	\$828,500	-	138%	-	\$102,338,209	-	173
2016	49	-18%	\$1,584,196	-7%	\$1,240,000	50%	135%	-2%	\$77,625,625	-24%	273
2017	48	-2%	\$1,739,615	10%	\$1,082,750	-13%	147%	9%	\$83,501,500	8%	255
2018	54	13%	\$1,762,573	1%	\$1,227,500	13%	139%	-6%	\$95,178,960	14%	214
2019	46	-15%	\$3,324,717	89%	\$1,550,000	26%	139%	0%	\$152,937,000	61%	227

## Average / Median Selling Price



# LINK

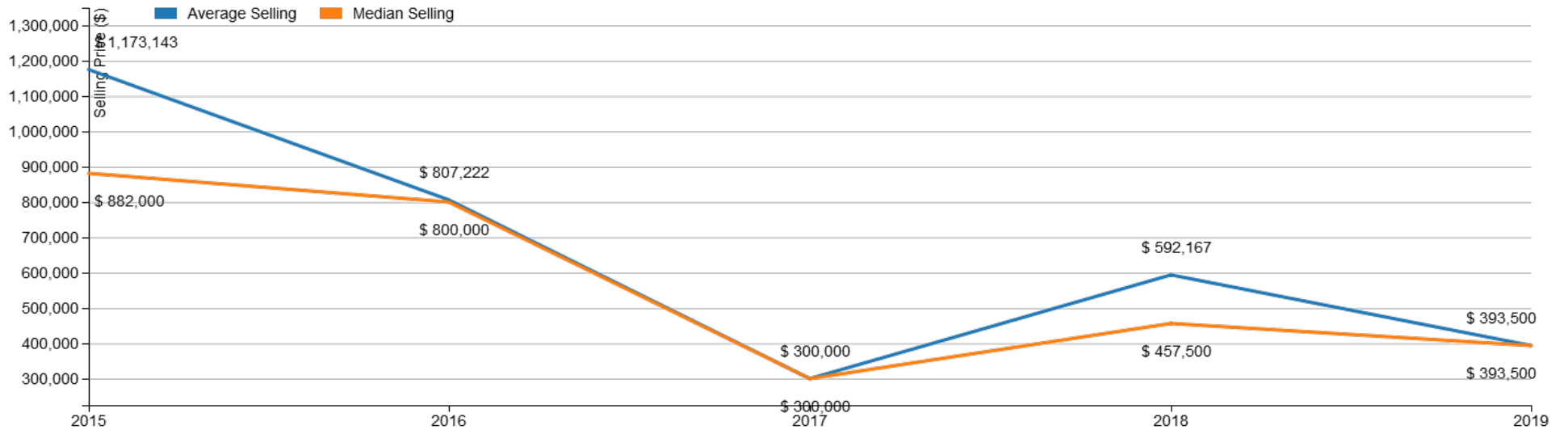
Edgartown

Summary: Land Sales

4th Quarter 2019

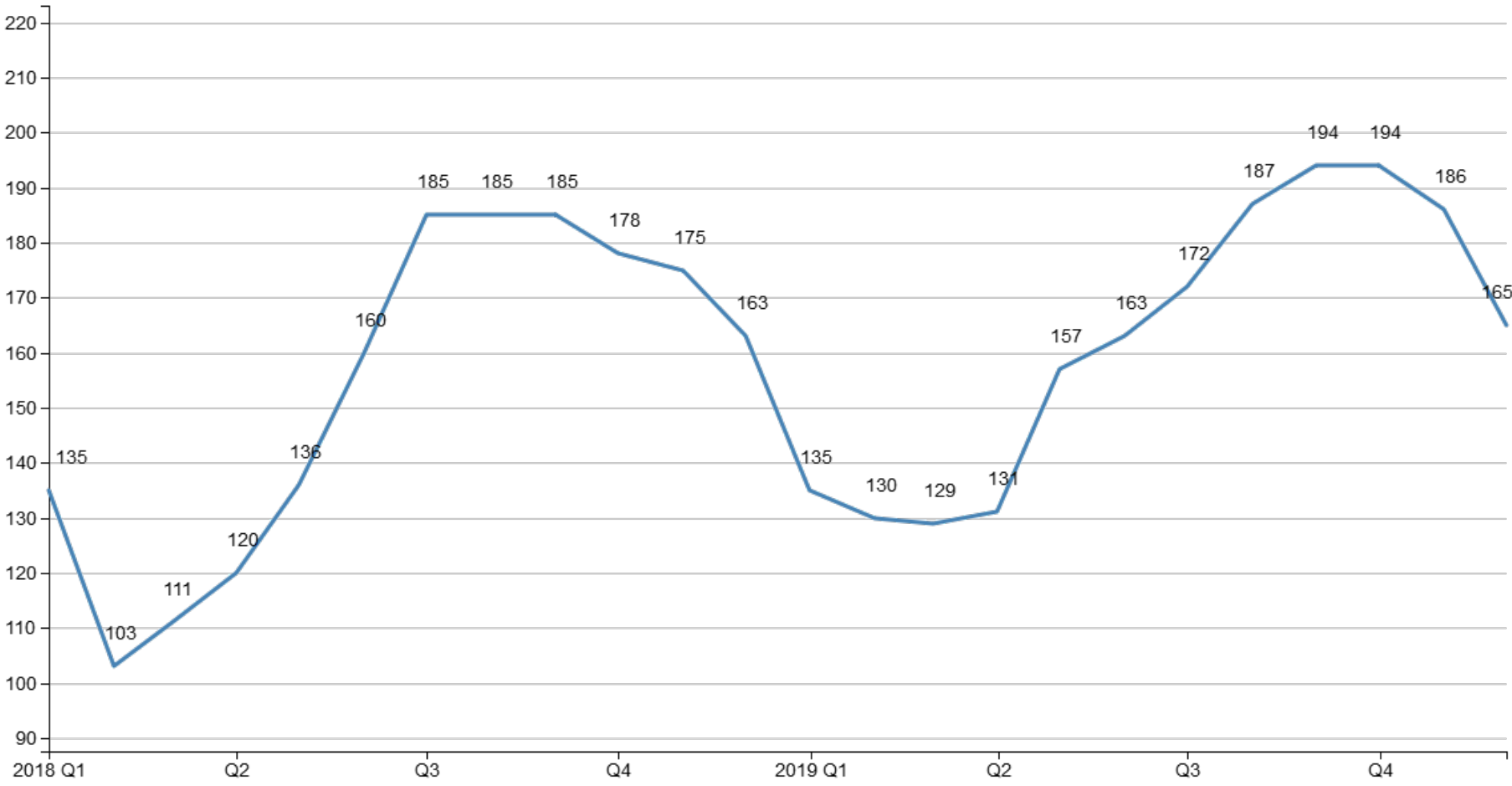
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	7	-	\$1,173,143	-	\$882,000	-	135%	-	\$8,212,000	-	232
2016	9	29%	\$807,222	-31%	\$800,000	-9%	239%	77%	\$7,265,000	-12%	167
2017	2	-78%	\$300,000	-63%	\$300,000	-63%	102%	-57%	\$600,000	-92%	289
2018	9	350%	\$592,167	97%	\$457,500	53%	228%	123%	\$5,329,500	788%	196
2019	2	-78%	\$393,500	-34%	\$393,500	-14%	110%	-52%	\$787,000	-85%	249

## Average / Median Selling Price





Edgartown  
Inventory  
4th Quarter 2019





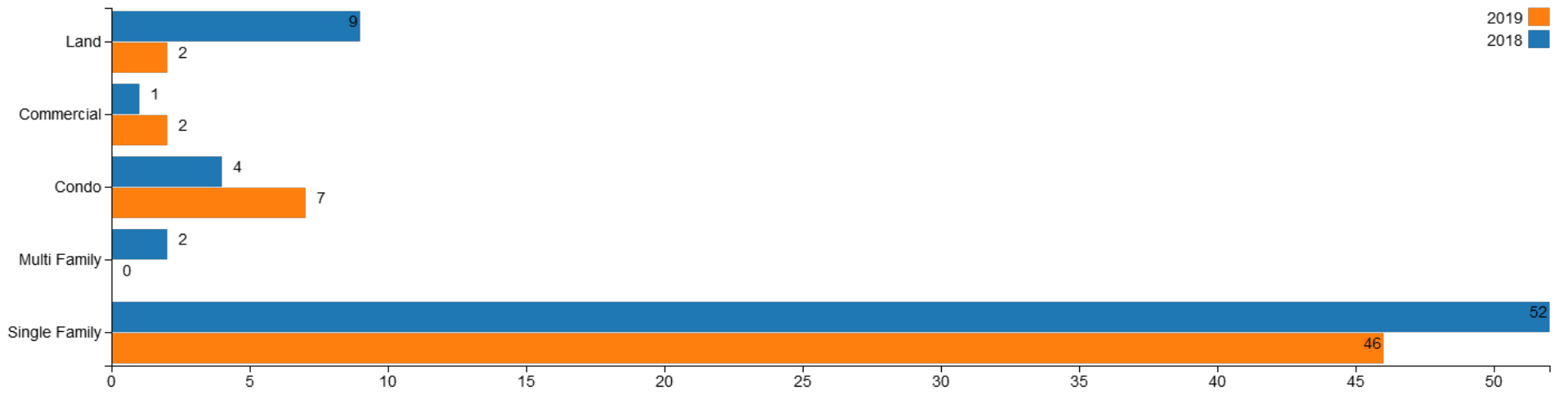


## Edgartown

### Quarterly Comparison: Total Number of Sales

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	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%
<b>Commercial</b>	2	-50%	1	-50%	0	-	2	100%	5	-38%
<b>Land</b>	5	0%	7	-30%	8	100%	2	-78%	22	-21%
<b>Total</b>	21	-45%	41	-15%	44	-4%	57	-16%	163	-19%



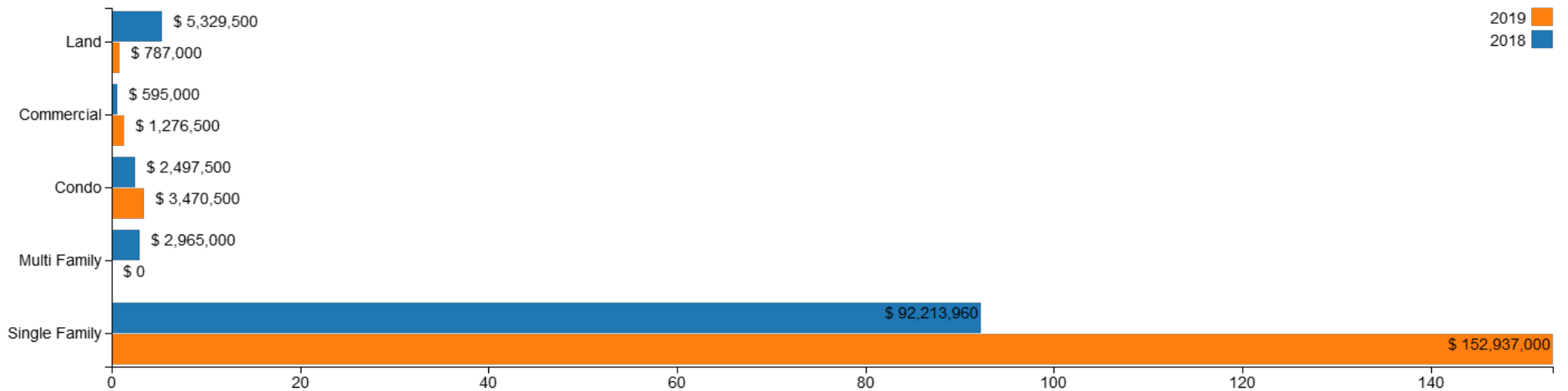


## Edgartown

### Quarterly Comparison: Total Dollar Volume

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$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%
<b>Commercial</b>	\$1,160,000	-97%	\$1,625,000	-81%	-	-	\$1,276,500	115%	\$4,061,500	-91%
<b>Land</b>	\$13,000,000	-8%	\$3,314,000	-53%	\$4,768,000	77%	\$787,000	-85%	\$21,869,000	-25%
<b>Total</b>	\$55,304,500	-40%	\$62,422,700	-18%	\$71,648,000	-9%	\$158,471,000	53%	\$347,846,200	-1%



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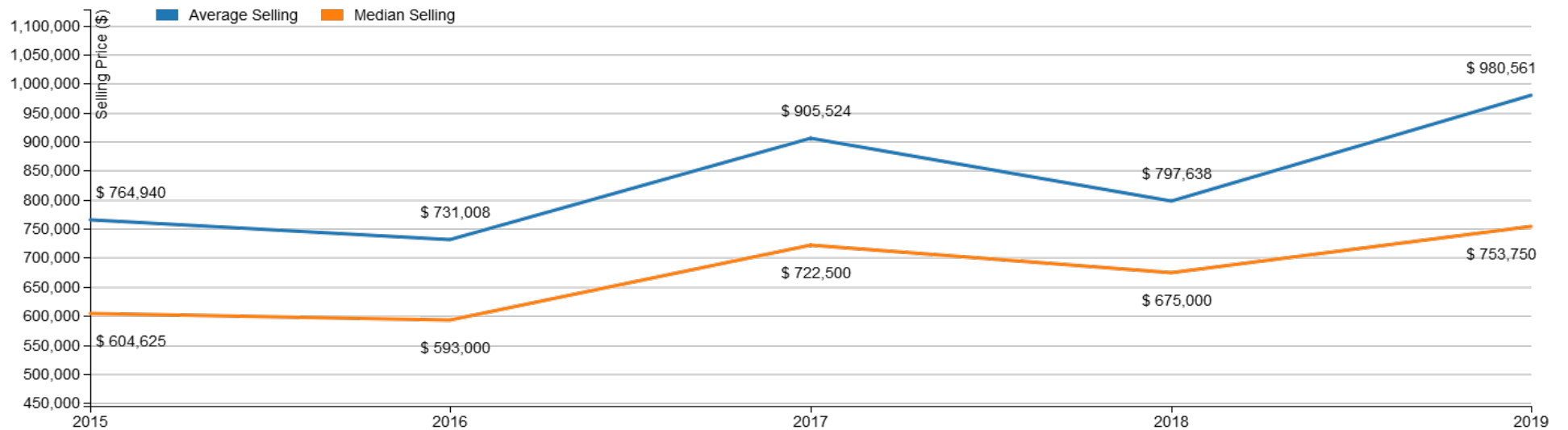
## Oak Bluffs

### Summary: Single/Multi-Family Sales

#### 4th Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	34	-	\$764,940	-	\$604,625	-	125%	-	\$26,007,950	-	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
2019	36	20%	\$980,561	23%	\$753,750	12%	123%	-15%	\$35,300,200	48%	160

### Average / Median Selling Price



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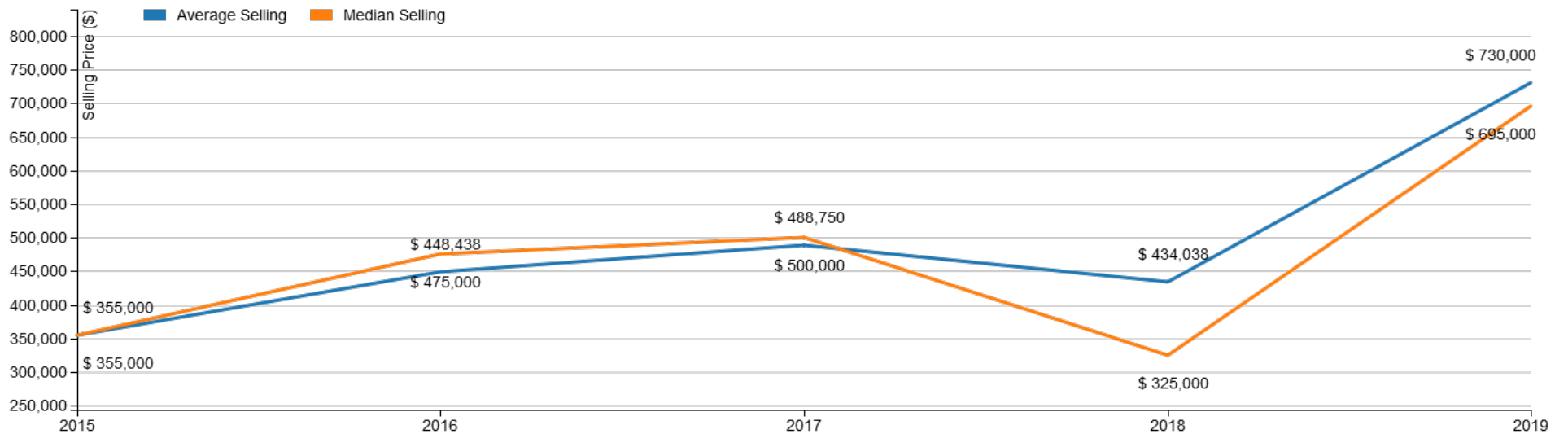
Oak Bluffs

Summary: Land Sales

4th Quarter 2019

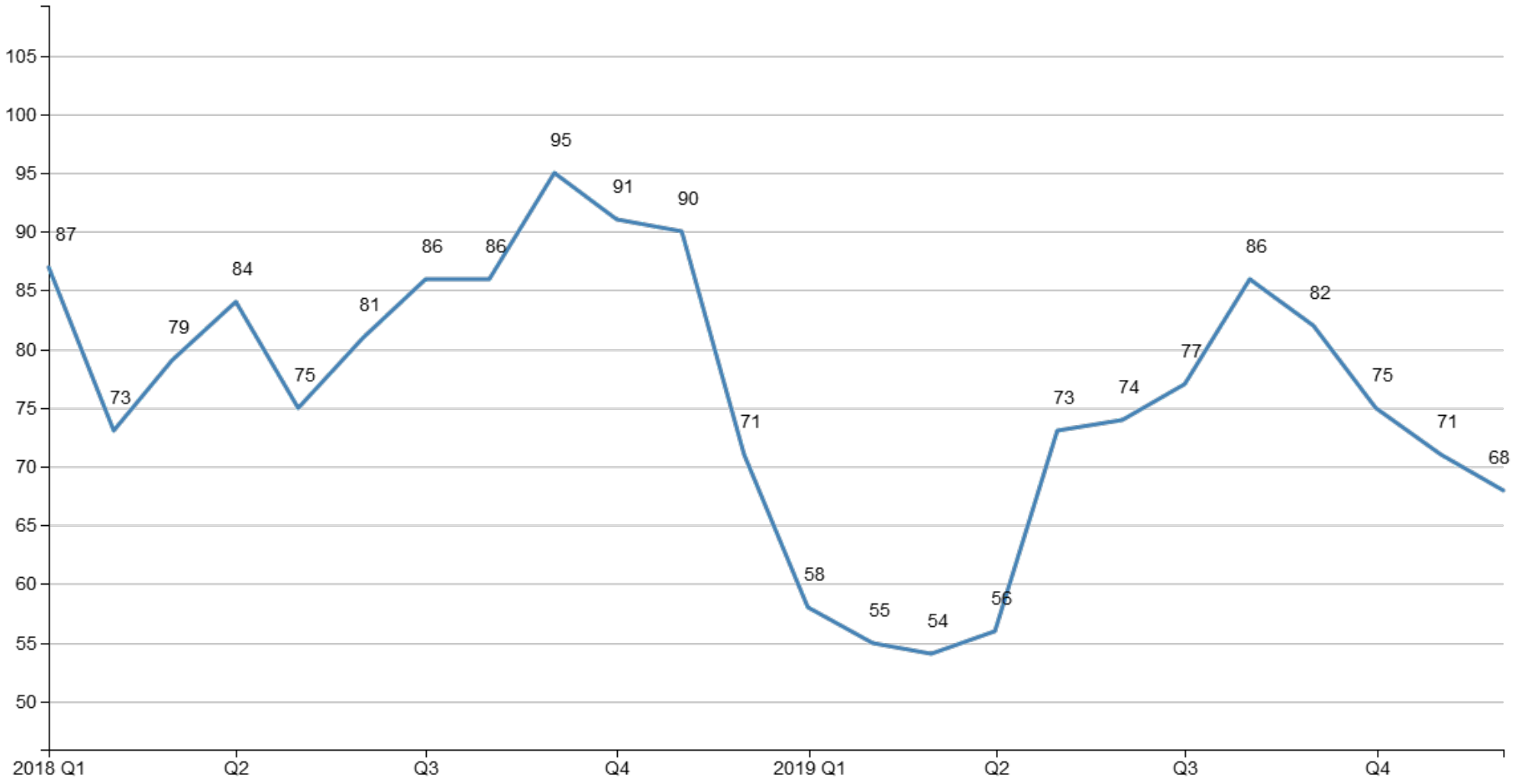
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	2	-	\$355,000	-	\$355,000	-	108%	-	\$710,000	-	212
2016	8	300%	\$448,438	26%	\$475,000	34%	158%	46%	\$3,587,500	405%	185
2017	4	-50%	\$488,750	9%	\$500,000	5%	131%	-17%	\$1,955,000	-46%	115
2018	13	225%	\$434,038	-11%	\$325,000	-35%	128%	-2%	\$5,642,500	189%	283
2019	3	-77%	\$730,000	68%	\$695,000	114%	124%	-3%	\$2,190,000	-61%	399

## Average / Median Selling Price





Oak Bluffs  
Inventory  
4th Quarter 2019



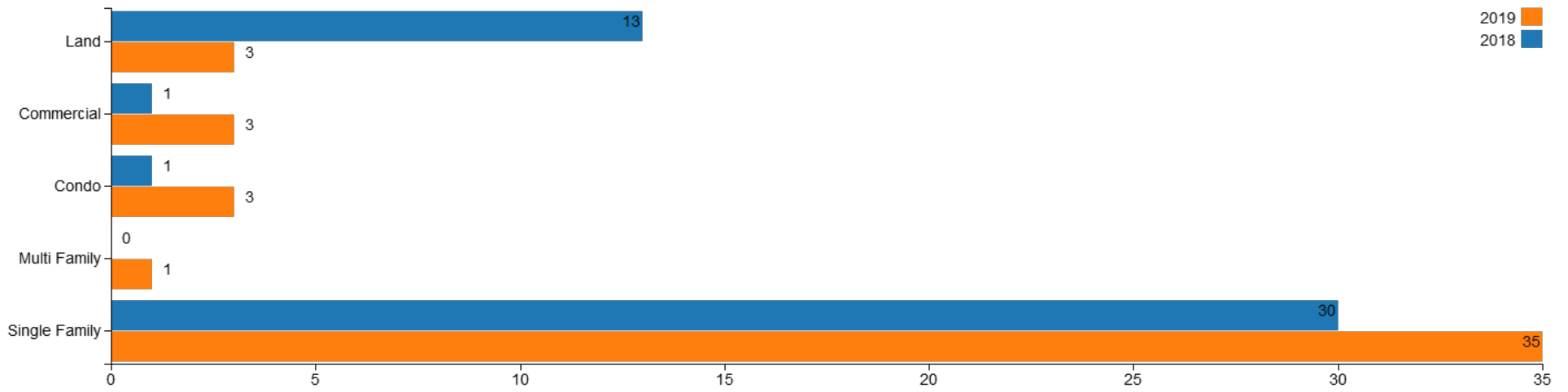


## Oak Bluffs

### Quarterly Comparison: Total Number of Sales

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	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%
<b>Commercial</b>	0	-	0	-	0	-	3	200%	3	-40%
<b>Land</b>	4	100%	5	67%	7	40%	3	-77%	19	-17%
<b>Total</b>	22	-31%	36	-23%	35	9%	45	0%	138	-12%



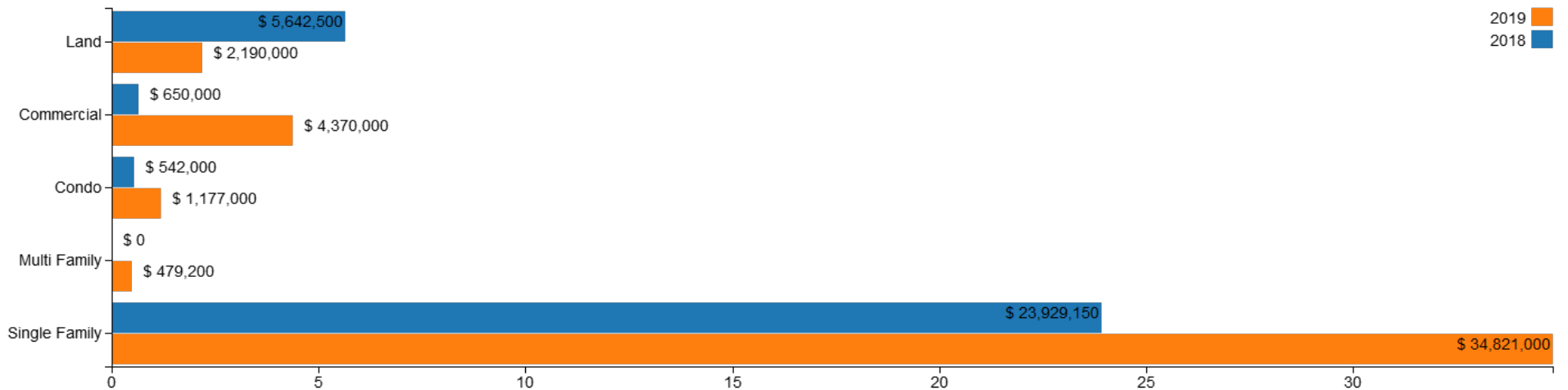


## Oak Bluffs

### Quarterly Comparison: Total Dollar Volume

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$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%
<b>Commercial</b>	-	-	-	-	-	-	\$4,370,000	572%	\$4,370,000	-17%
<b>Land</b>	\$2,313,500	76%	\$2,049,880	96%	\$2,820,000	43%	\$2,190,000	-61%	\$9,373,380	-6%
<b>Total</b>	\$16,191,500	-23%	\$25,429,380	-19%	\$27,042,790	-7%	\$43,037,200	40%	\$111,700,870	-1%



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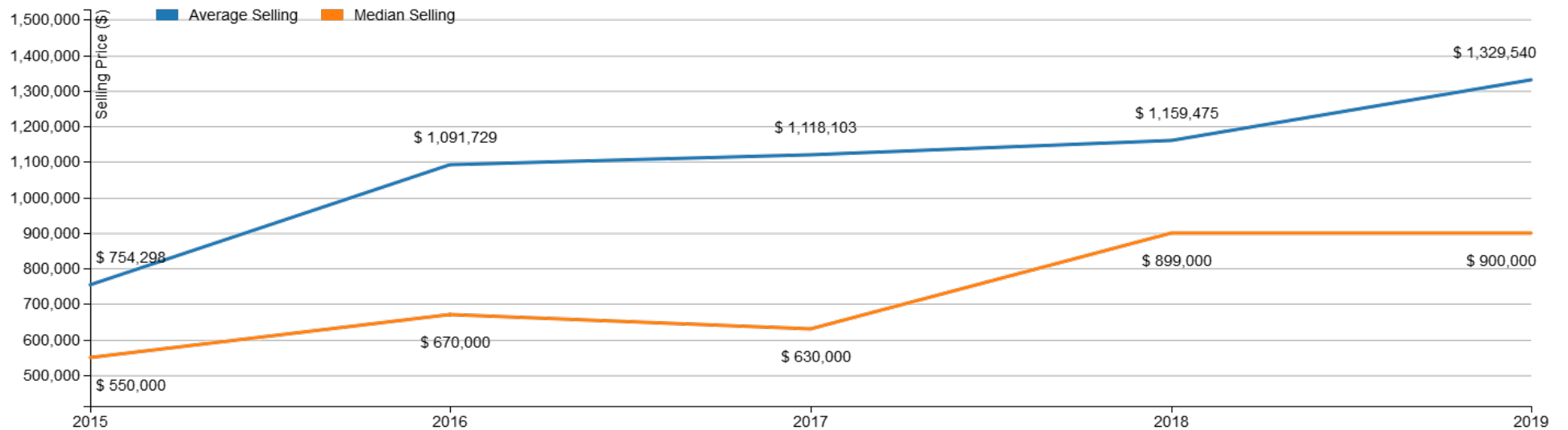
## Vineyard Haven

### Summary: Single/Multi-Family Sales

#### 4th Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	25	-	\$754,298	-	\$550,000	-	125%	-	\$18,857,450	-	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
2019	20	-5%	\$1,329,540	15%	\$900,000	0%	117%	-18%	\$26,590,800	9%	258

### Average / Median Selling Price



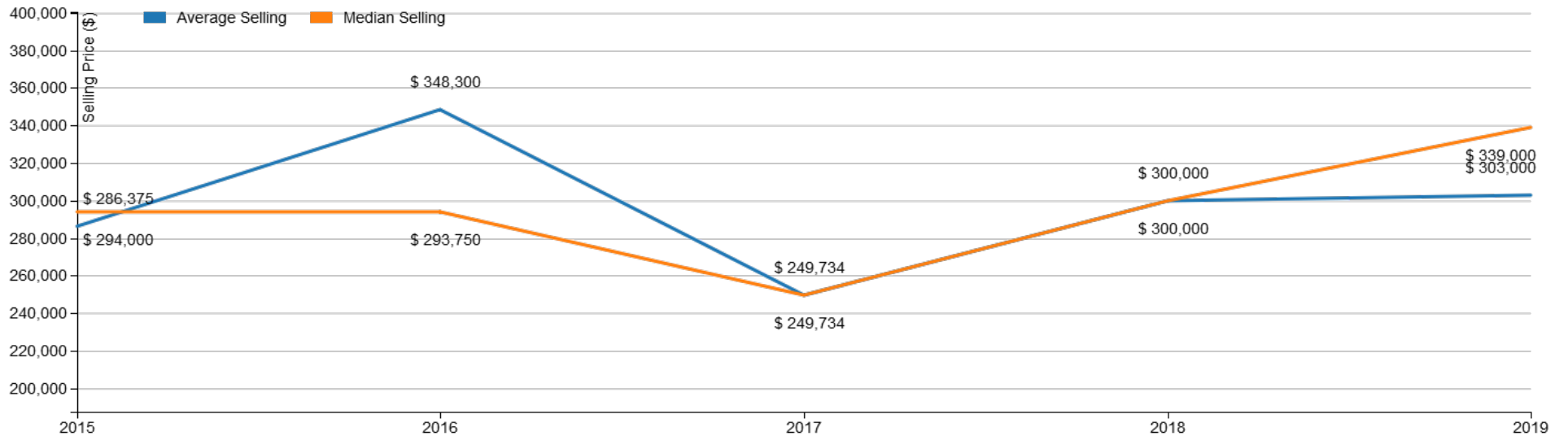


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## Vineyard Haven Summary: Land Sales 4th Quarter 2019

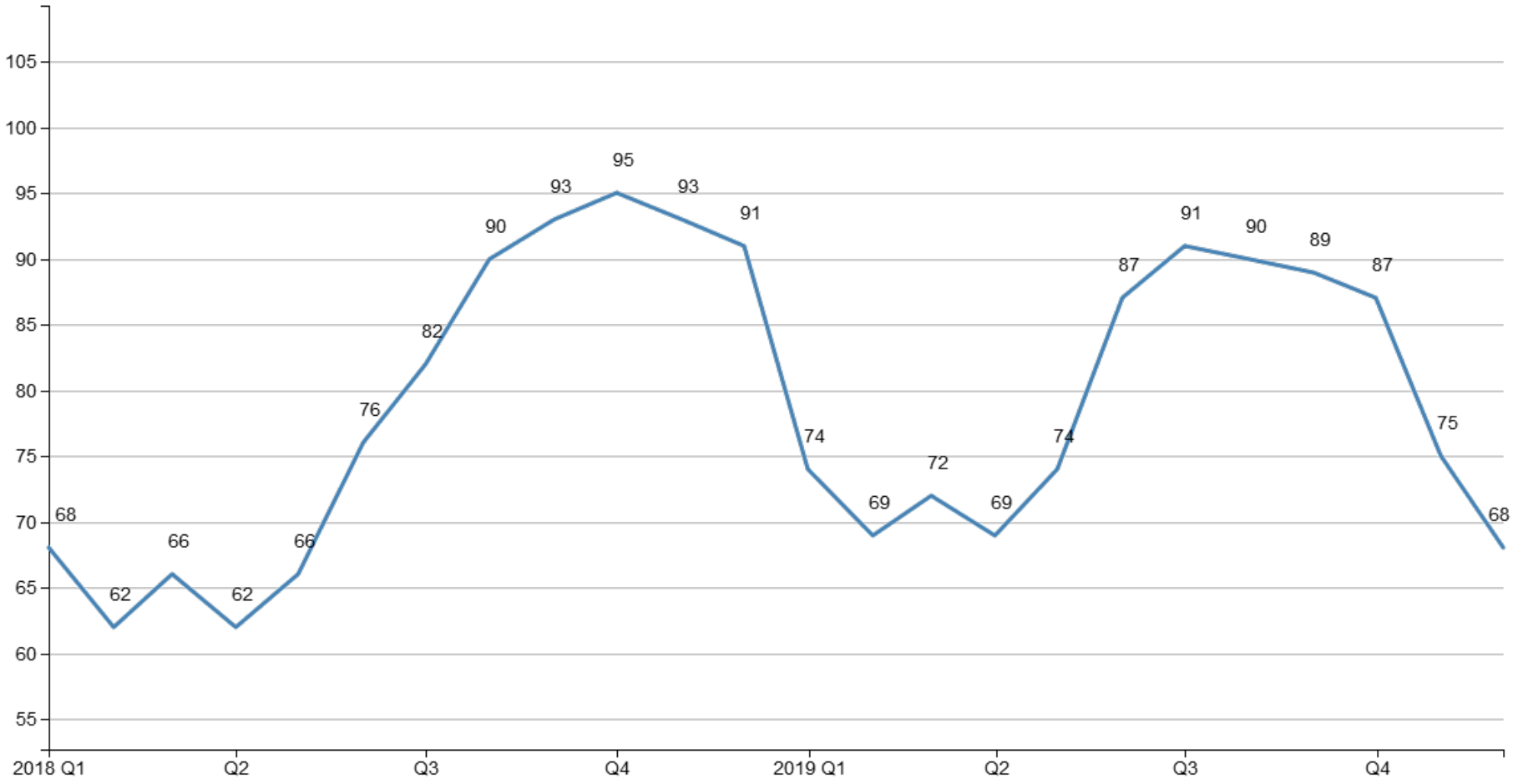
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	4	-	\$286,375	-	\$294,000	-	101%	-	\$1,145,500	-	1,041
2016	10	150%	\$348,300	22%	\$293,750	0%	98%	-3%	\$3,483,000	204%	420
2017	2	-80%	\$249,735	-28%	\$249,735	-15%	-	-	\$499,469	-86%	359
2018	1	-50%	\$300,000	20%	\$300,000	20%	122%	-	\$300,000	-40%	412
2019	3	200%	\$303,000	1%	\$339,000	13%	119%	-3%	\$909,000	203%	117

### Average / Median Selling Price





Vineyard Haven  
Inventory  
4th Quarter 2019



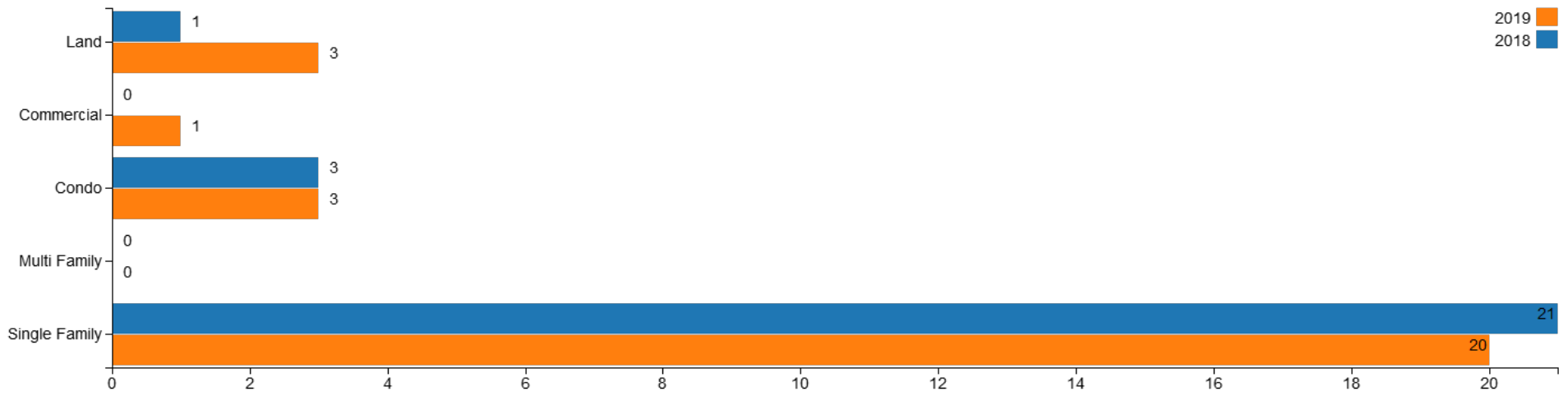


## Vineyard Haven

### Quarterly Comparison: Total Number of Sales

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	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%
<b>Commercial</b>	1	0%	1	-67%	1	-80%	1	-	4	-56%
<b>Land</b>	3	-25%	2	-60%	1	-50%	3	200%	9	-25%
<b>Total</b>	20	-9%	30	0%	26	-7%	27	8%	103	-2%



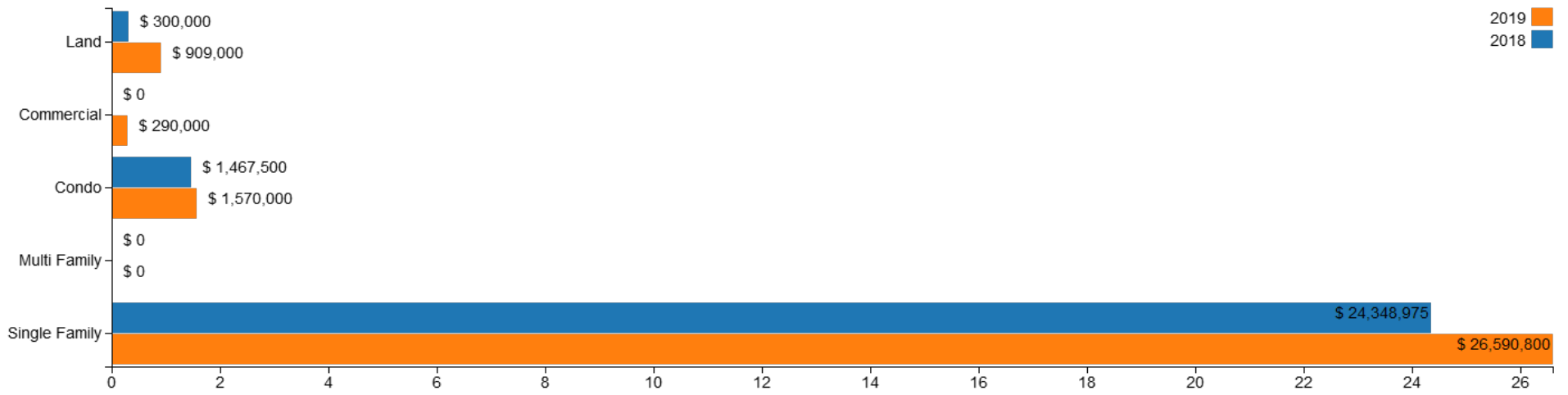


## Vineyard Haven

### Quarterly Comparison: Total Dollar Volume

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$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%
<b>Commercial</b>	\$415,000	-56%	\$228,750	-89%	\$245,000	-97%	\$290,000	-	\$1,178,750	-89%
<b>Land</b>	\$1,305,000	-13%	\$593,000	-68%	\$1,015,229	66%	\$909,000	203%	\$3,822,229	-10%
<b>Total</b>	\$16,320,226	0%	\$24,365,973	18%	\$24,948,279	-11%	\$29,359,800	12%	\$94,994,278	4%



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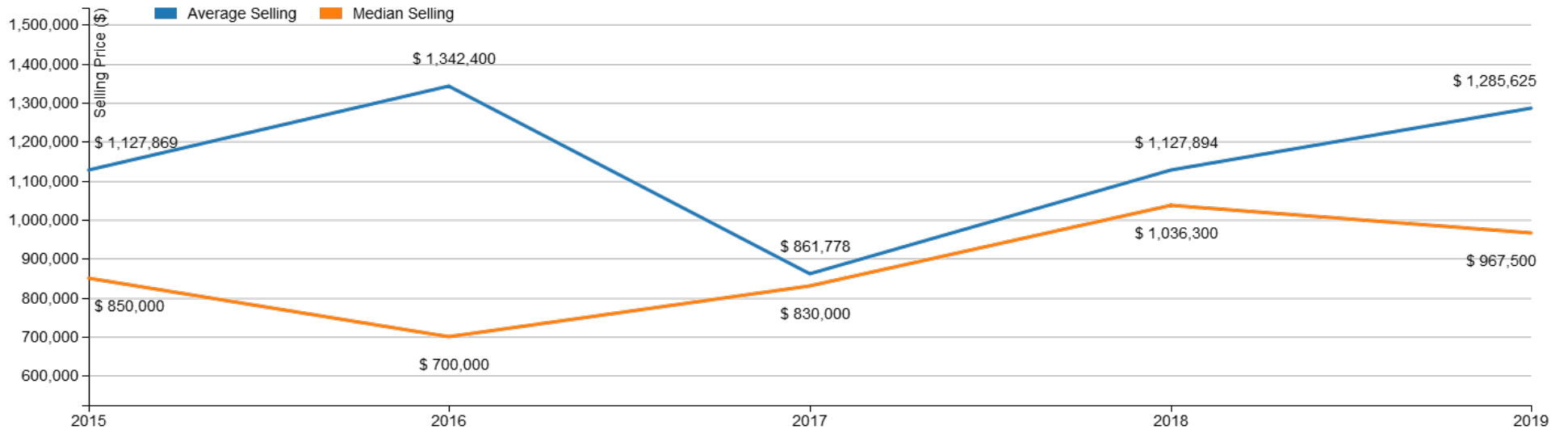
West Tisbury

Summary: Single/Multi-Family Sales

4th Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	13	-	\$1,127,869	-	\$850,000	-	110%	-	\$14,662,300	-	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
2019	12	-25%	\$1,285,625	14%	\$967,500	-7%	108%	-23%	\$15,427,500	-15%	304

## Average / Median Selling Price



# LINK

## West Tisbury Summary: Land Sales 4th Quarter 2019

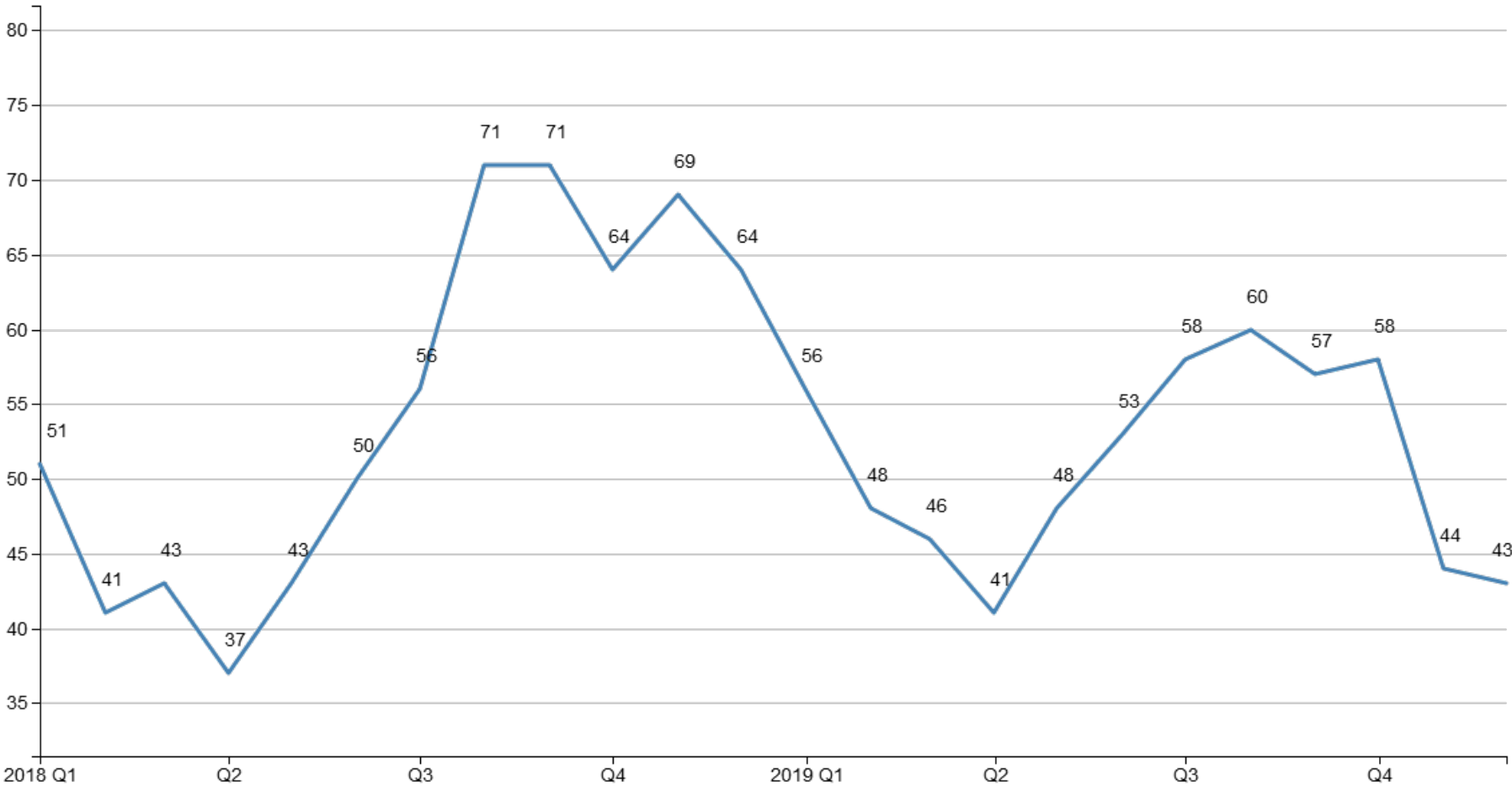
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	7	-	\$746,714	-	\$335,000	-	115%	-	\$5,227,000	-	362
2016	3	-57%	\$665,833	-11%	\$382,500	14%	103%	-10%	\$1,997,500	-62%	327
2017	6	100%	\$643,917	-3%	\$411,000	7%	121%	17%	\$3,863,500	93%	447
2018	3	-50%	\$2,053,333	219%	\$435,000	6%	125%	3%	\$6,160,000	59%	344
2019	4	33%	\$705,625	-66%	\$361,250	-17%	130%	5%	\$2,822,500	-54%	89

### Average / Median Selling Price





West Tisbury  
Inventory  
4th Quarter 2019



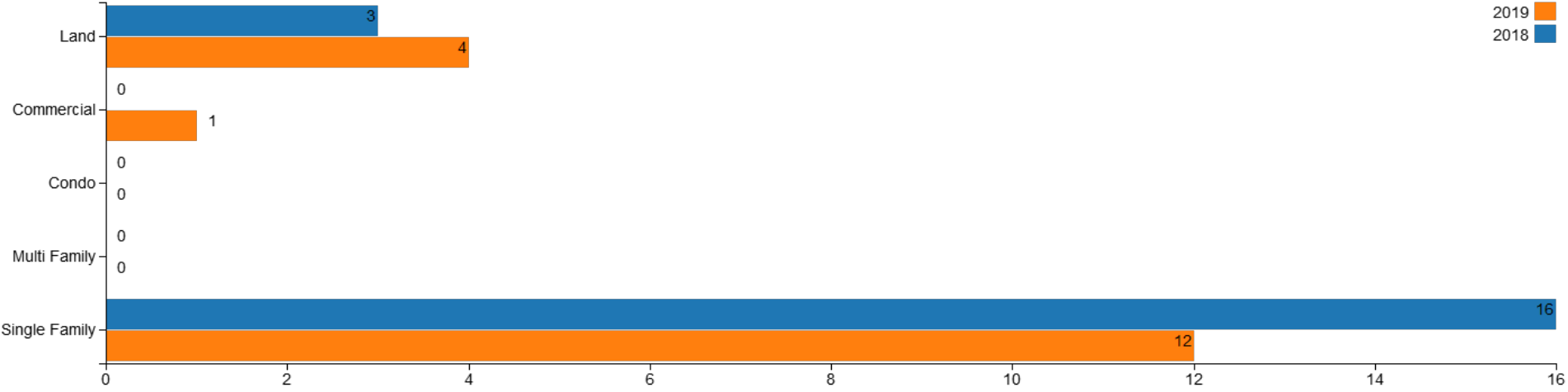


West Tisbury

Quarterly Comparison: Total Number of Sales

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	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	-
<b>Commercial</b>	0	-	0	-	0	-	1	-	1	0%
<b>Land</b>	3	-25%	4	-20%	3	200%	4	33%	14	8%
<b>Total</b>	10	-29%	15	0%	15	50%	17	-11%	57	-2%







West Tisbury

Quarterly Comparison: Total Dollar Volume

4th Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$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	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	\$1,775,000	-	\$1,775,000	-68%
<b>Land</b>	\$1,325,000	-73%	\$2,165,000	-5%	\$1,767,500	470%	\$2,822,500	-54%	\$8,080,000	-41%
<b>Total</b>	\$40,120,000	146%	\$10,765,500	-36%	\$21,441,000	122%	\$20,025,000	-17%	\$92,351,500	38%

