

# LINK

boston | martha's vineyard | nantucket

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

24 School Street Suite 702, Boston, MA 02116

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

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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.

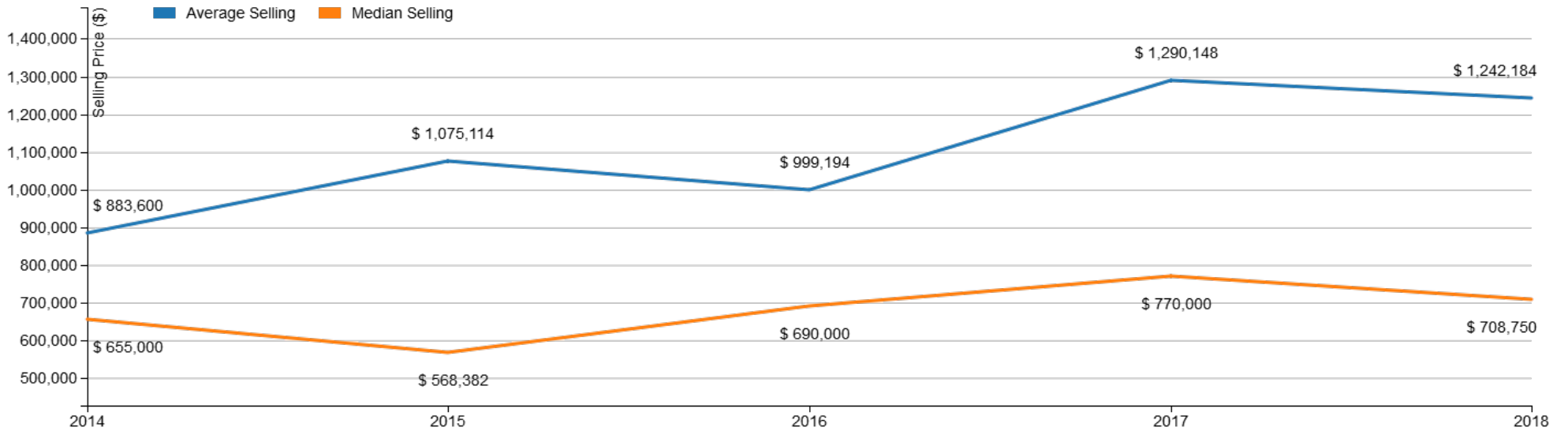
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Island-Wide

Summary: Single/Multi-Family Sales  
2nd Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	85	-	\$883,600	-	\$655,000	-	103%	-	\$75,106,000	-	328
2015	88	4%	\$1,075,114	22%	\$568,382	-13%	121%	18%	\$94,610,068	26%	324
2016	95	8%	\$999,194	-7%	\$690,000	21%	119%	-1%	\$94,923,475	0%	249
2017	113	19%	\$1,290,148	29%	\$770,000	12%	133%	12%	\$145,786,700	54%	226
2018	106	-6%	\$1,242,184	-4%	\$708,750	-8%	136%	2%	\$131,671,470	-10%	180

Average / Median Selling Price

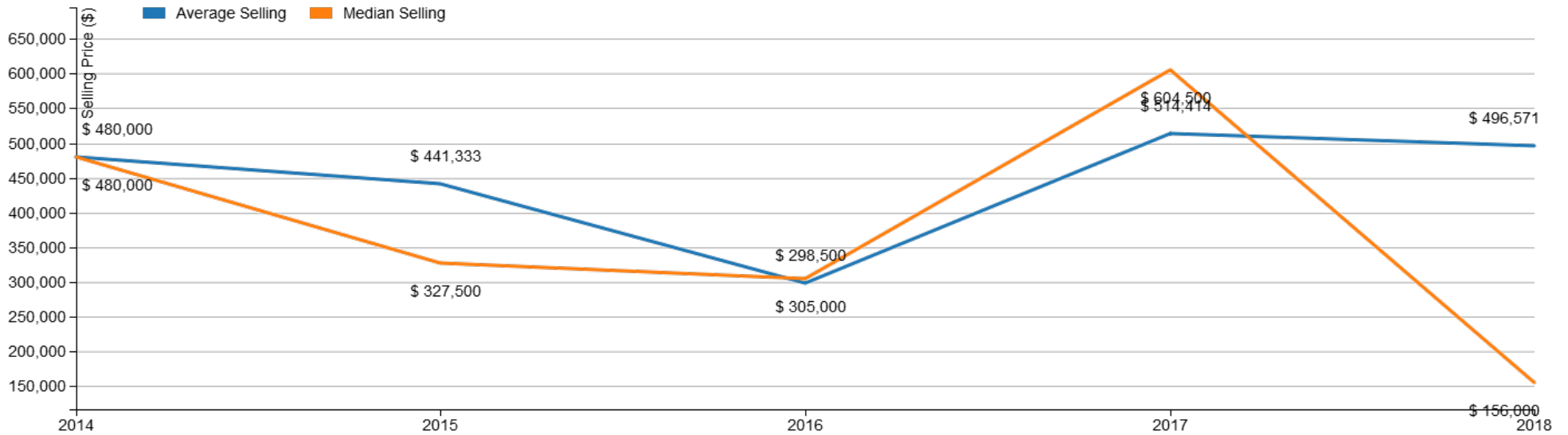


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## Island-Wide Summary: Condo Sales 2nd Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2014	1	-	\$480,000	-	\$480,000	-	\$446	-	\$446	-	\$480,000	-	150
2015	6	500%	\$441,333	-8%	\$327,500	-32%	\$426	-4%	\$466	5%	\$2,648,000	452%	194
2016	4	-33%	\$298,500	-32%	\$305,000	-7%	\$367	-14%	\$387	-17%	\$1,194,000	-55%	99
2017	7	75%	\$514,414	72%	\$604,500	98%	\$420	15%	\$388	0%	\$3,600,900	202%	193
2018	7	0%	\$496,571	-3%	\$156,000	-74%	\$514	22%	\$286	-26%	\$3,476,000	-3%	55

### Average / Median Selling Price

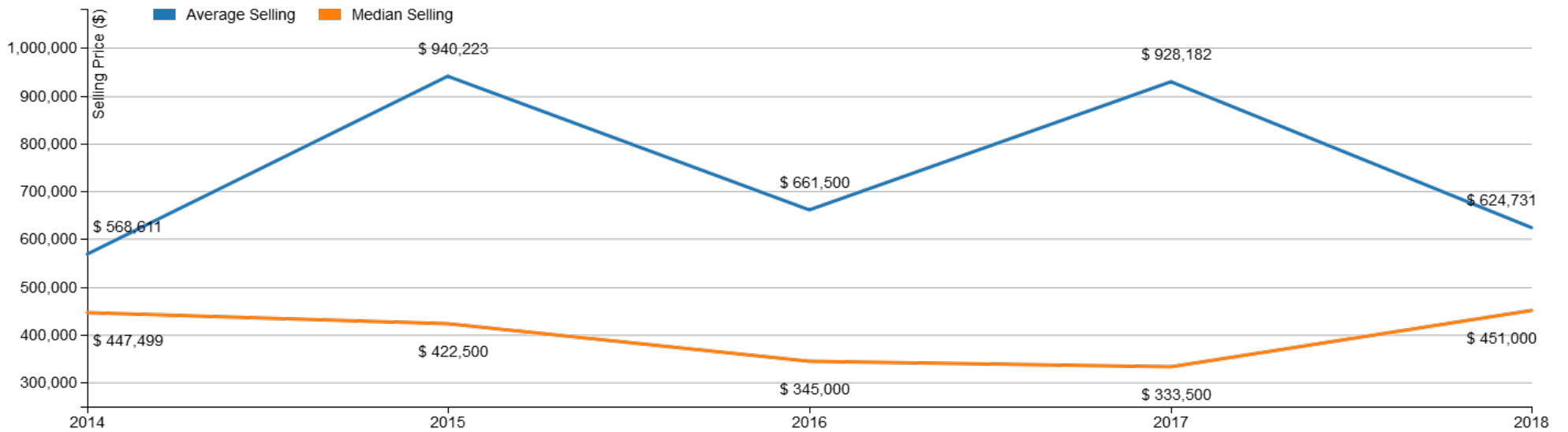


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## Island-Wide Summary: Land Sales 2nd Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	24	-	\$568,611	-	\$447,499	-	166%	-	\$13,646,674	-	456
2015	28	17%	\$940,223	65%	\$422,500	-6%	464%	179%	\$26,326,250	93%	603
2016	31	11%	\$661,500	-30%	\$345,000	-18%	111%	-76%	\$20,506,500	-22%	497
2017	22	-29%	\$928,182	40%	\$333,500	-3%	182%	63%	\$20,420,000	0%	407
2018	31	41%	\$624,731	-33%	\$451,000	35%	119%	-35%	\$19,366,676	-5%	284

Average / Median Selling Price

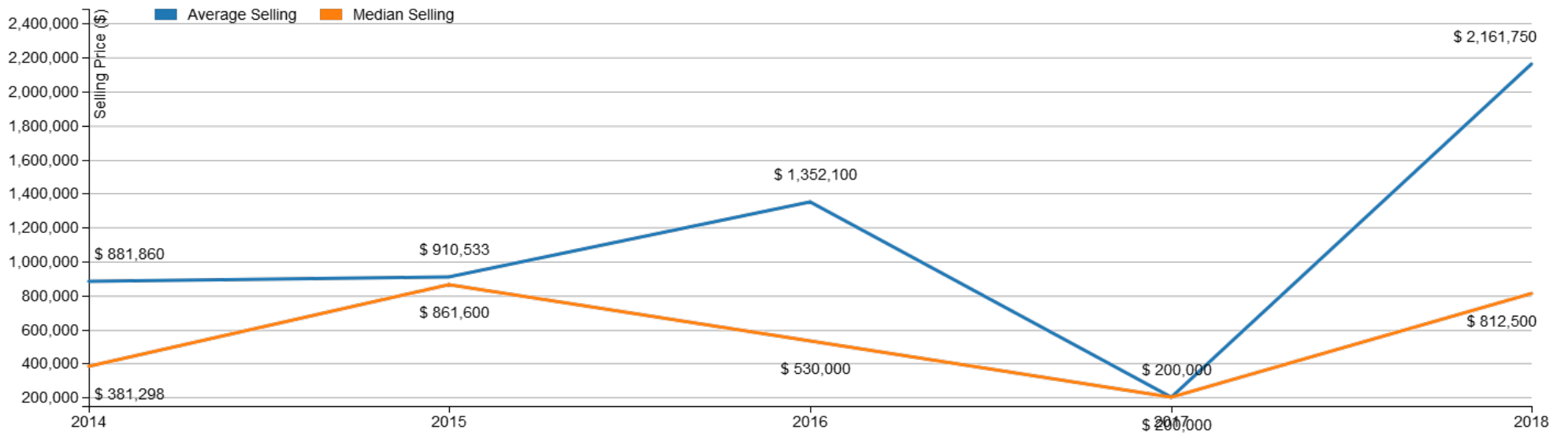


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## Island-Wide Summary: Commercial Sales 2nd Quarter 2018

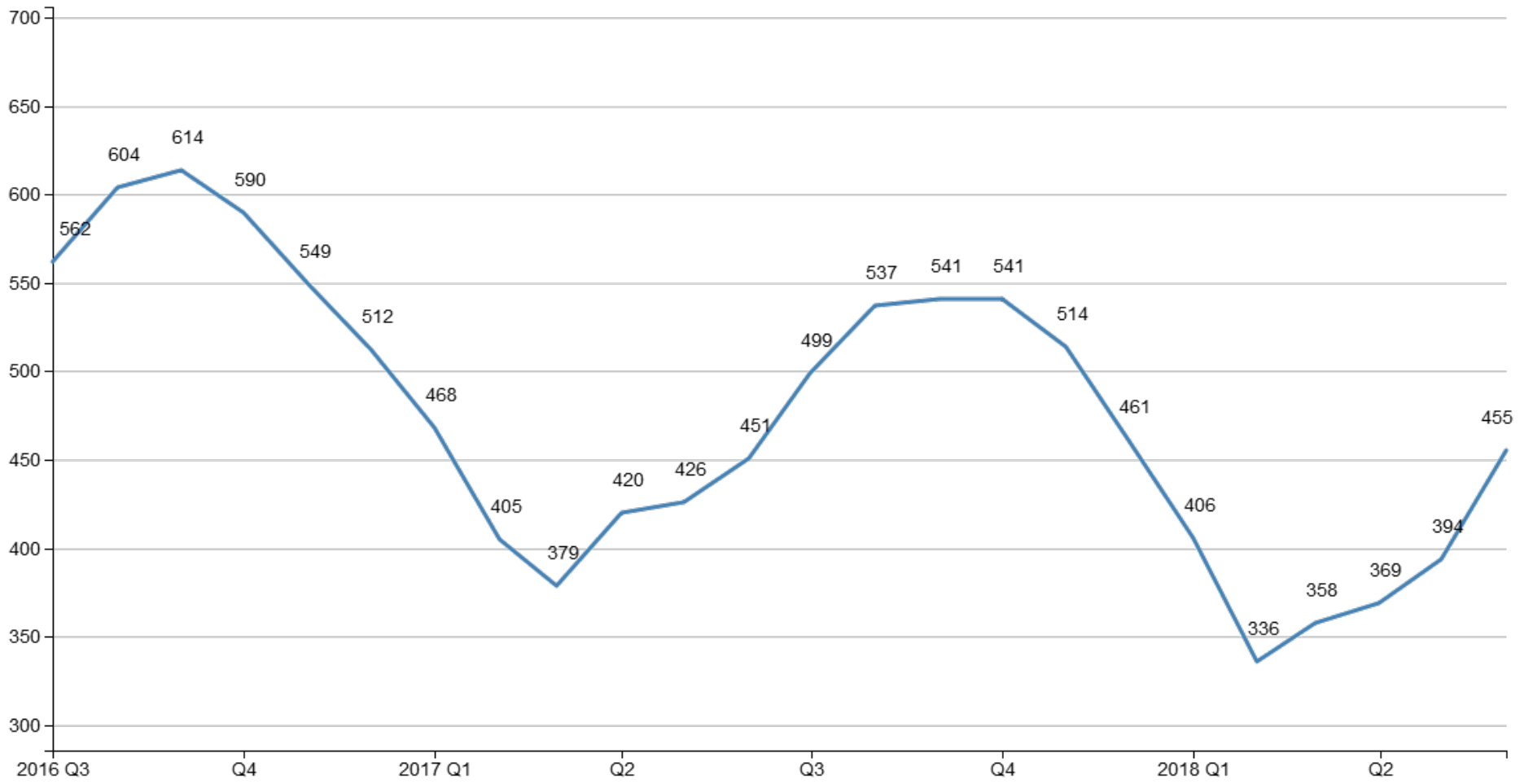
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	10	-	\$881,860	-	\$381,299	-	105%	-	\$8,818,597	-	82
2015	3	-70%	\$910,533	3%	\$861,600	126%	99%	-5%	\$2,731,600	-69%	911
2016	10	233%	\$1,352,100	48%	\$530,000	-38%	117%	18%	\$13,521,000	395%	158
2017	1	-90%	\$200,000	-85%	\$200,000	-62%	-	-	\$200,000	-99%	
2018	8	700%	\$2,161,750	981%	\$812,500	306%	144%	-	\$17,294,000	8,547%	408

### Average / Median Selling Price



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## Island-Wide Inventory 2nd Quarter 2018

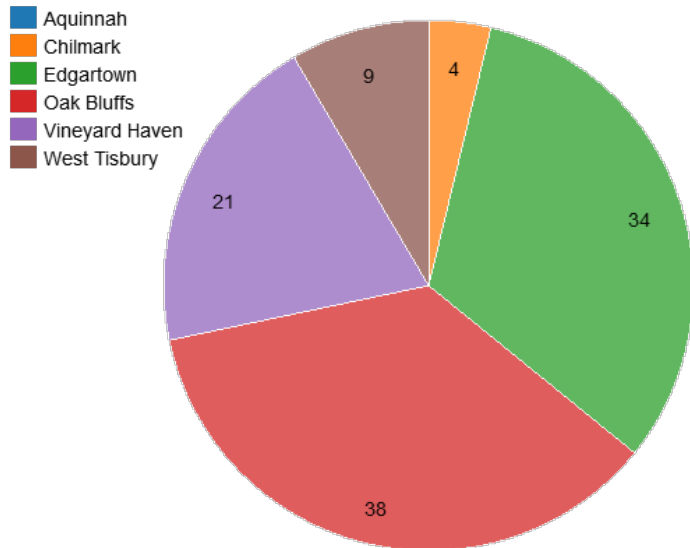


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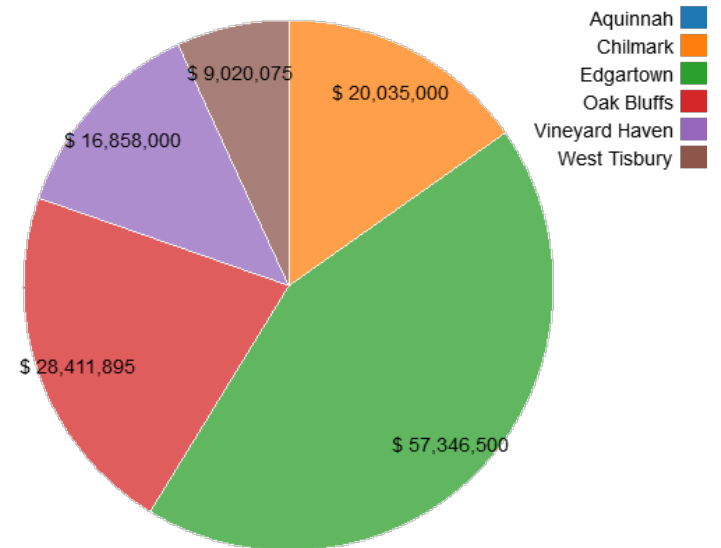
## Sales Summary by Town Single/Multi-Family 2nd Quarter 2018

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
<b>Aquinnah</b>	0	-	-	-	-	-	-	-	-	-	
<b>Chilmark</b>	4	-43%	\$5,008,750	241%	\$2,017,500	75%	121%	4%	\$20,035,000	95%	288
<b>Edgartown</b>	34	-11%	\$1,686,662	-17%	\$820,000	-20%	127%	-12%	\$57,346,500	-26%	190
<b>Oak Bluffs</b>	38	31%	\$747,681	9%	\$670,250	17%	144%	13%	\$28,411,895	43%	166
<b>Vineyard Haven</b>	21	-5%	\$802,762	-12%	\$657,000	-2%	142%	6%	\$16,858,000	-16%	169
<b>West Tisbury</b>	9	-40%	\$1,002,231	-3%	\$879,000	17%	128%	5%	\$9,020,075	-42%	168

Number of Sales by Town



Total Dollar Volume by Town



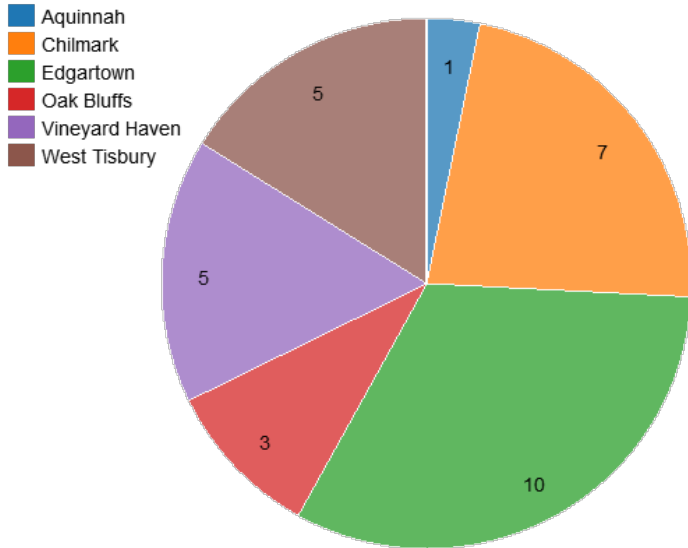


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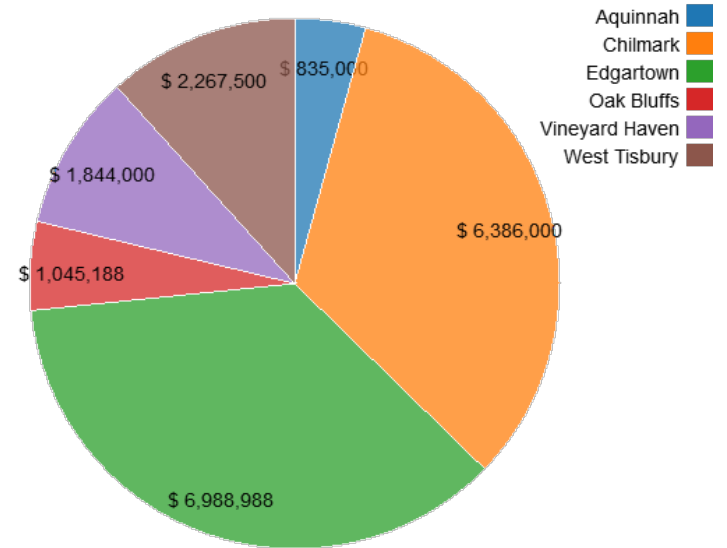
## Sales Summary by Town Land 2nd Quarter 2018

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
<b>Aquinnah</b>	1	0%	\$835,000	72%	\$835,000	72%	110%	-15%	\$835,000	72%	
<b>Chilmark</b>	7	250%	\$912,286	-60%	\$525,000	-77%	106%	3%	\$6,386,000	40%	381
<b>Edgartown</b>	10	43%	\$698,899	-52%	\$637,094	19%	137%	-10%	\$6,988,988	-32%	256
<b>Oak Bluffs</b>	3	-40%	\$348,396	-33%	\$380,188	28%	106%	-69%	\$1,045,188	-60%	148
<b>Vineyard Haven</b>	5	0%	\$368,800	24%	\$395,000	76%	125%	23%	\$1,844,000	24%	159
<b>West Tisbury</b>	5	150%	\$453,500	-10%	\$437,000	-13%	104%	-15%	\$2,267,500	125%	480

Number of Sales by Town



Total Dollar Volume by Town

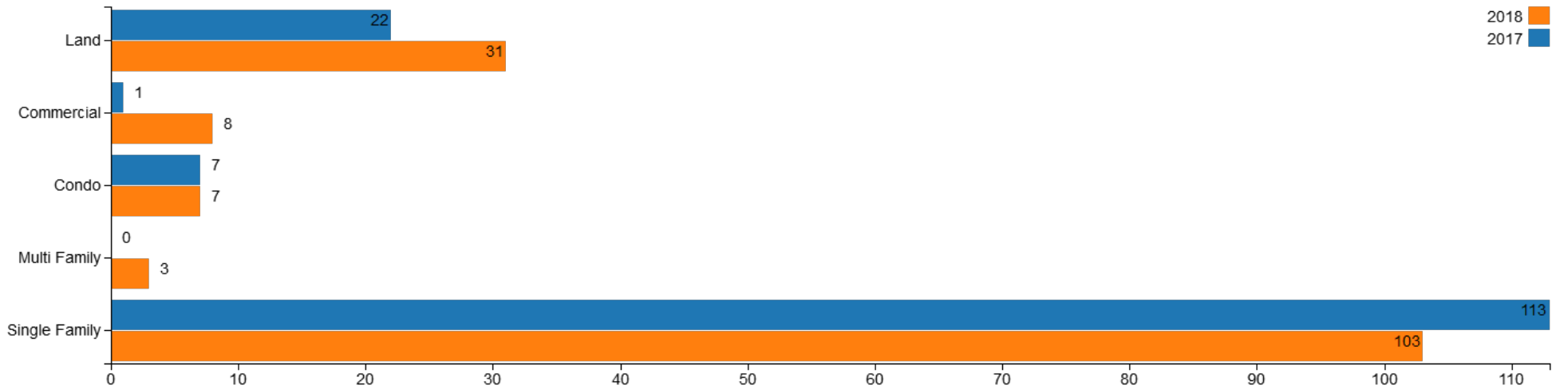


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Island-Wide

## Quarterly Comparison: Total Number of Sales 2nd Quarter 2018

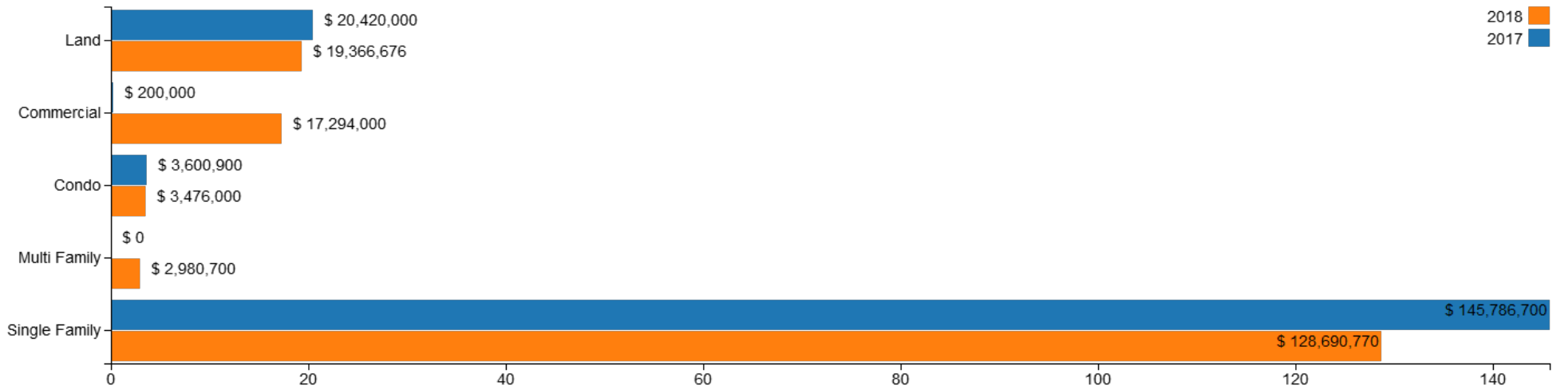
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	92	-5%	113	-6%	0	-	0	-	205	-6%
- Single Family	85	-3%	103	-9%	0	-	0	-	188	-6%
- Multi Family	3	200%	3	-	0	-	0	-	6	500%
- Condo	4	-50%	7	0%	0	-	0	-	11	-27%
<b>Commercial</b>	6	0%	8	700%	0	-	0	-	14	100%
<b>Land</b>	20	-33%	31	41%	0	-	0	-	51	-2%
<b>Total</b>	118	-11%	152	6%	0	-	0	-	270	-2%





Island-Wide  
 Quarterly Comparison: Total Dollar Volume  
 2nd 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%	\$135,147,470	-10%	-	-	-	-	\$234,807,159	-12%
- Single Family	\$95,398,150	-17%	\$128,690,770	-12%	-	-	-	-	\$224,088,920	-14%
- Multi Family	\$1,889,000	162%	\$2,980,700	-	-	-	-	-	\$4,869,700	576%
- Condo	\$2,372,539	-30%	\$3,476,000	-3%	-	-	-	-	\$5,848,539	-16%
<b>Commercial</b>	\$35,400,287	801%	\$17,294,000	8,547%	-	-	-	-	\$52,694,287	1,176%
<b>Land</b>	\$24,463,250	95%	\$19,366,676	-5%	-	-	-	-	\$43,829,926	33%
<b>Total</b>	\$159,523,226	18%	\$171,808,146	1%	\$0	-	\$0	-	\$331,331,372	9%



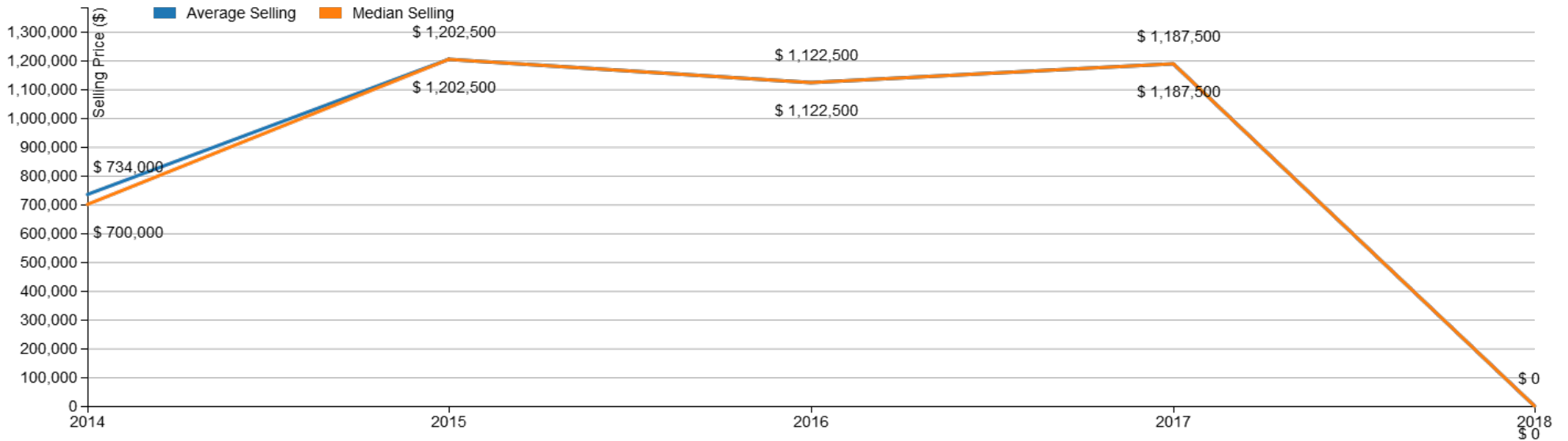
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Aquinnah

Summary: Single/Multi-Family Sales  
2nd Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	3	-	\$734,000	-	\$700,000	-	69%	-	\$2,202,000	-	935
2015	2	-33%	\$1,202,500	64%	\$1,202,500	72%	71%	3%	\$2,405,000	9%	438
2016	2	0%	\$1,122,500	-7%	\$1,122,500	-7%	116%	63%	\$2,245,000	-7%	42
2017	2	0%	\$1,187,500	6%	\$1,187,500	6%	156%	35%	\$2,375,000	6%	469
2018	0	-	-	-	-	-	-	-	-	-	

Average / Median Selling Price

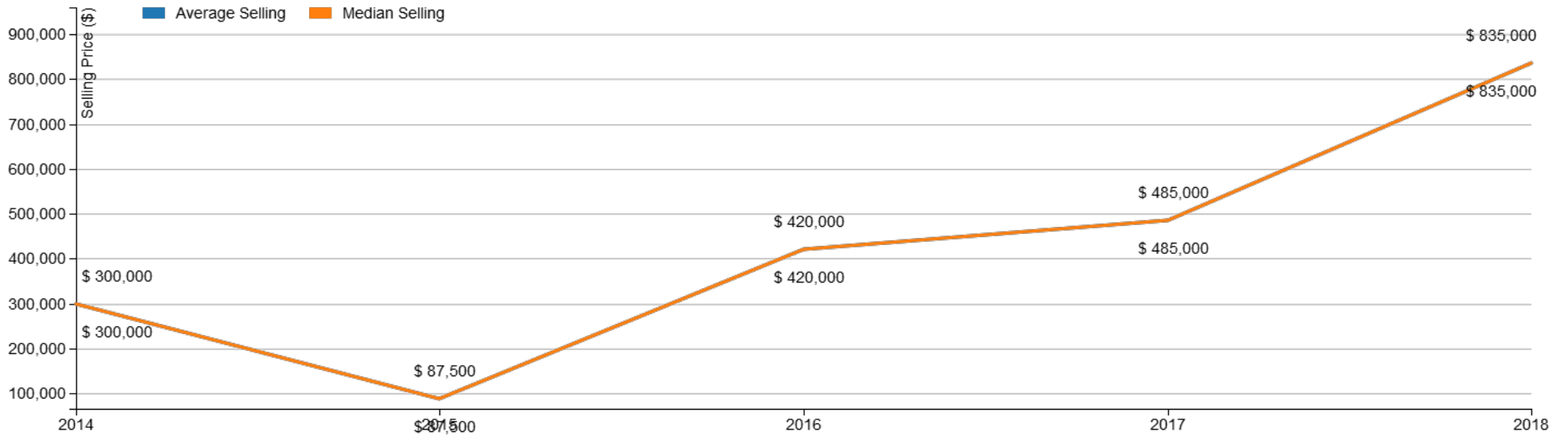


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## Aquinnah Summary: Land Sales 2nd Quarter 2018

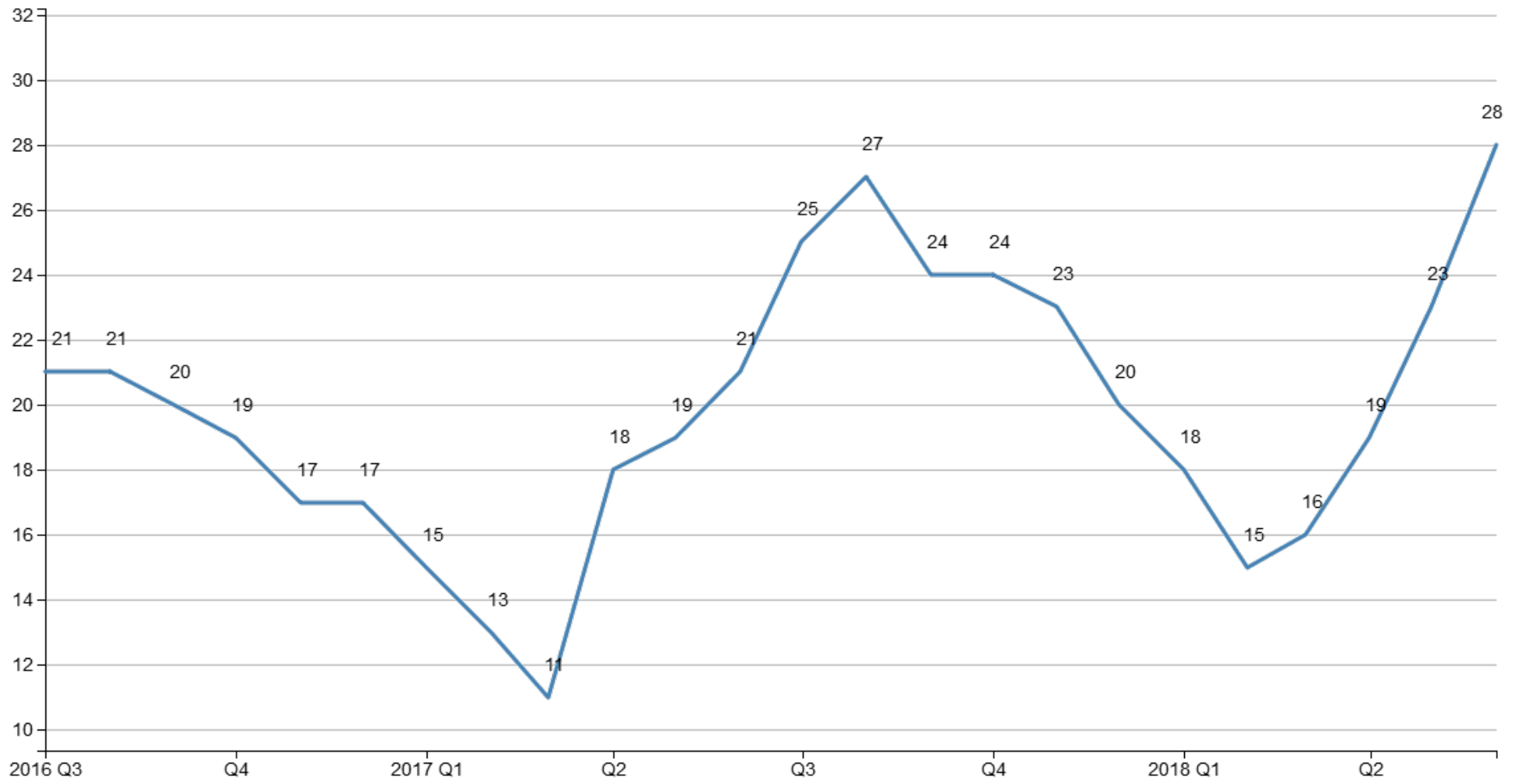
Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	1	-	\$300,000	-	\$300,000	-	128%	-	\$300,000	-	588
2015	1	0%	\$87,500	-71%	\$87,500	-71%	18%	-86%	\$87,500	-71%	56
2016	2	100%	\$420,000	380%	\$420,000	380%	89%	395%	\$840,000	860%	664
2017	1	-50%	\$485,000	15%	\$485,000	15%	129%	46%	\$485,000	-42%	298
2018	1	0%	\$835,000	72%	\$835,000	72%	110%	-15%	\$835,000	72%	

Average / Median Selling Price



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## Aquinnah Inventory 2nd Quarter 2018

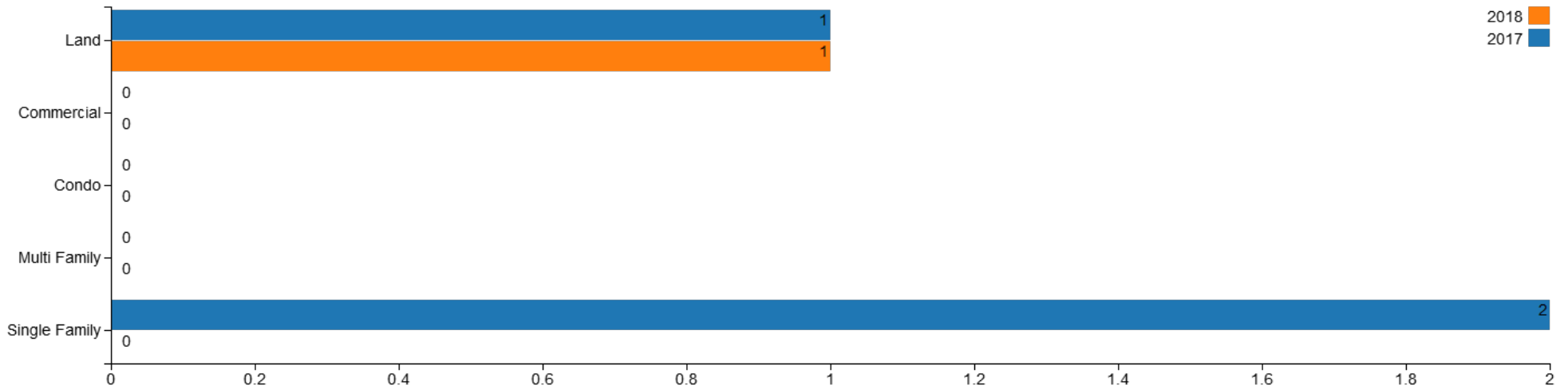


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Aquinnah

## Quarterly Comparison: Total Number of Sales 2nd Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	0	-	0	-	0	-	0	-	0	-
- Single Family	0	-	0	-	0	-	0	-	0	-
- 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%	0	-	0	-	2	0%
<b>Total</b>	1	-67%	1	-67%	0	-	0	-	2	-67%

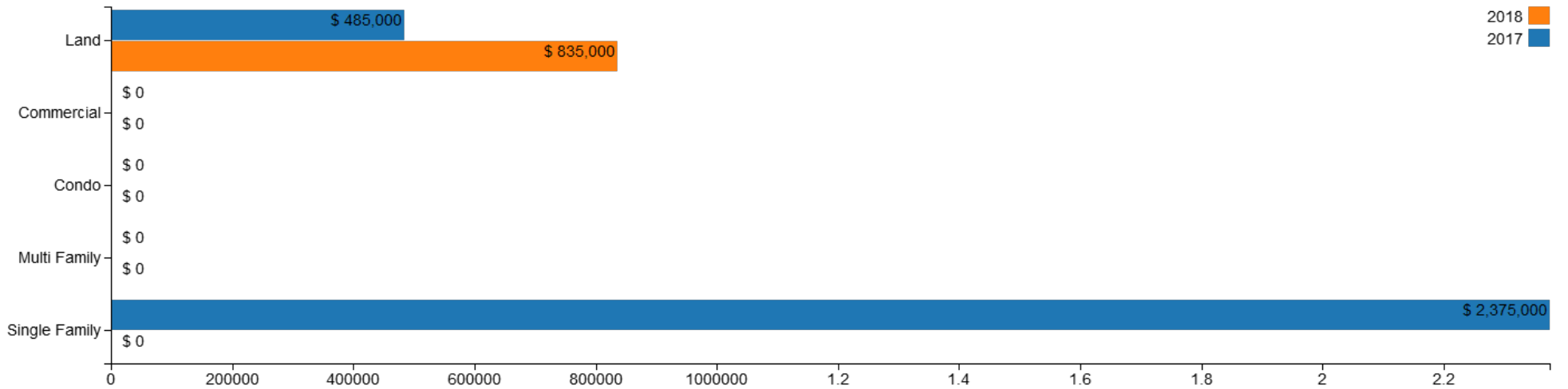


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Aquinnah

## Quarterly Comparison: Total Dollar Volume 2nd Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	-	-	-	-	-	-	-	-	-	-
- Single Family	-	-	-	-	-	-	-	-	-	-
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$135,000	-87%	\$835,000	72%	-	-	-	-	\$970,000	-35%
<b>Total</b>	\$135,000	-97%	\$835,000	-71%	\$0	-	\$0	-	\$970,000	-86%





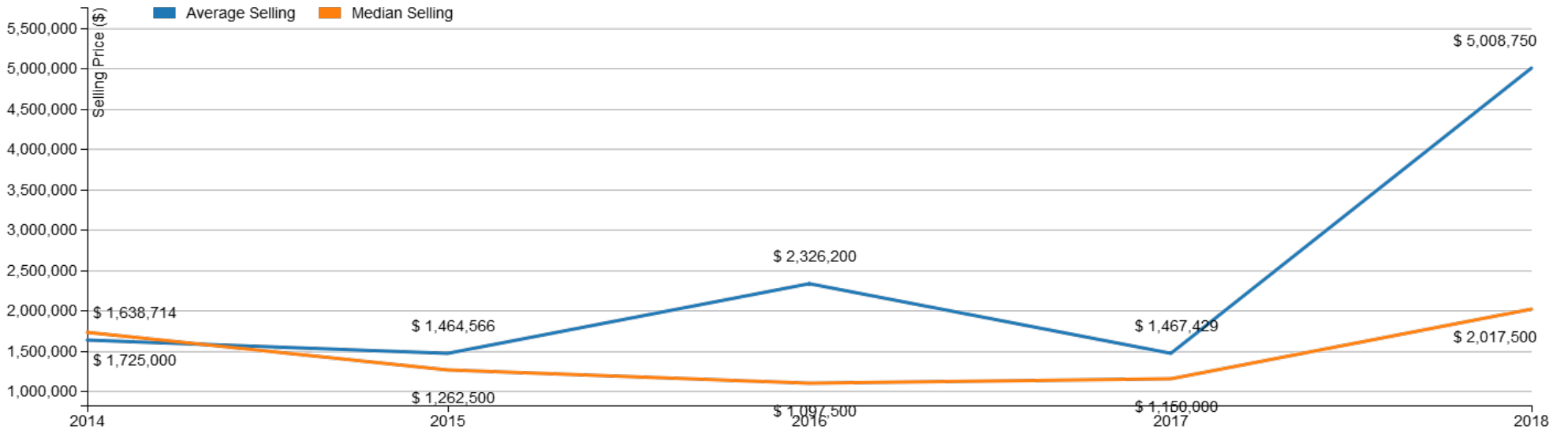
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Chilmark

## Summary: Single/Multi-Family Sales 2nd Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	7	-	\$1,638,714	-	\$1,725,000	-	86%	-	\$11,471,000	-	429
2015	8	14%	\$1,464,566	-11%	\$1,262,500	-27%	112%	31%	\$11,716,529	2%	453
2016	10	25%	\$2,326,200	59%	\$1,097,500	-13%	101%	-10%	\$23,262,000	99%	317
2017	7	-30%	\$1,467,429	-37%	\$1,150,000	5%	116%	15%	\$10,272,000	-56%	474
2018	4	-43%	\$5,008,750	241%	\$2,017,500	75%	121%	4%	\$20,035,000	95%	288

### Average / Median Selling Price

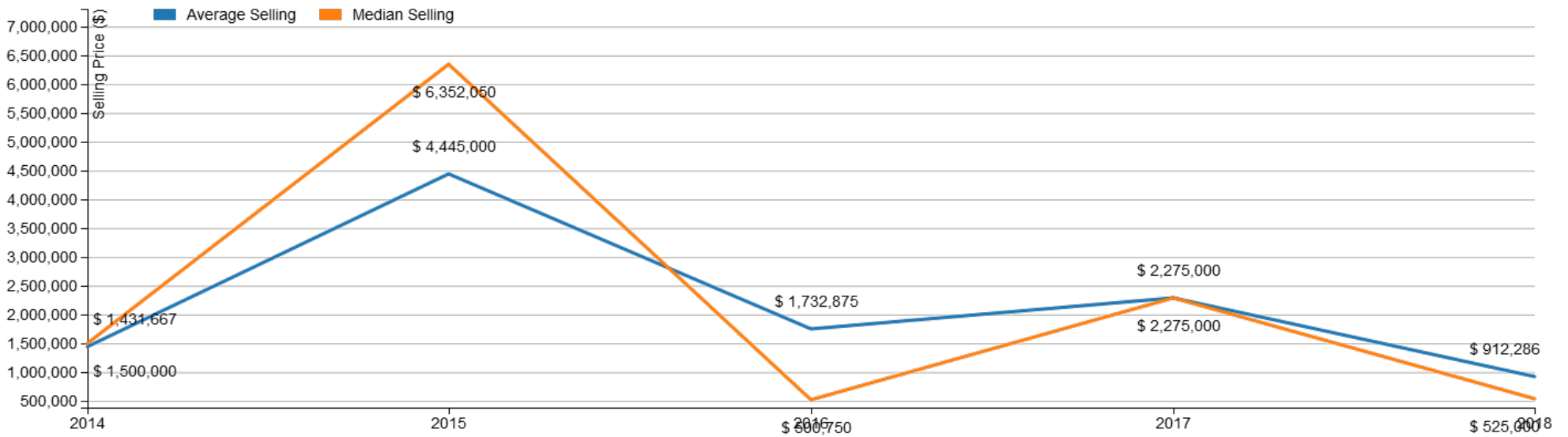




Chilmark  
 Summary: Land Sales  
 2nd Quarter 2018

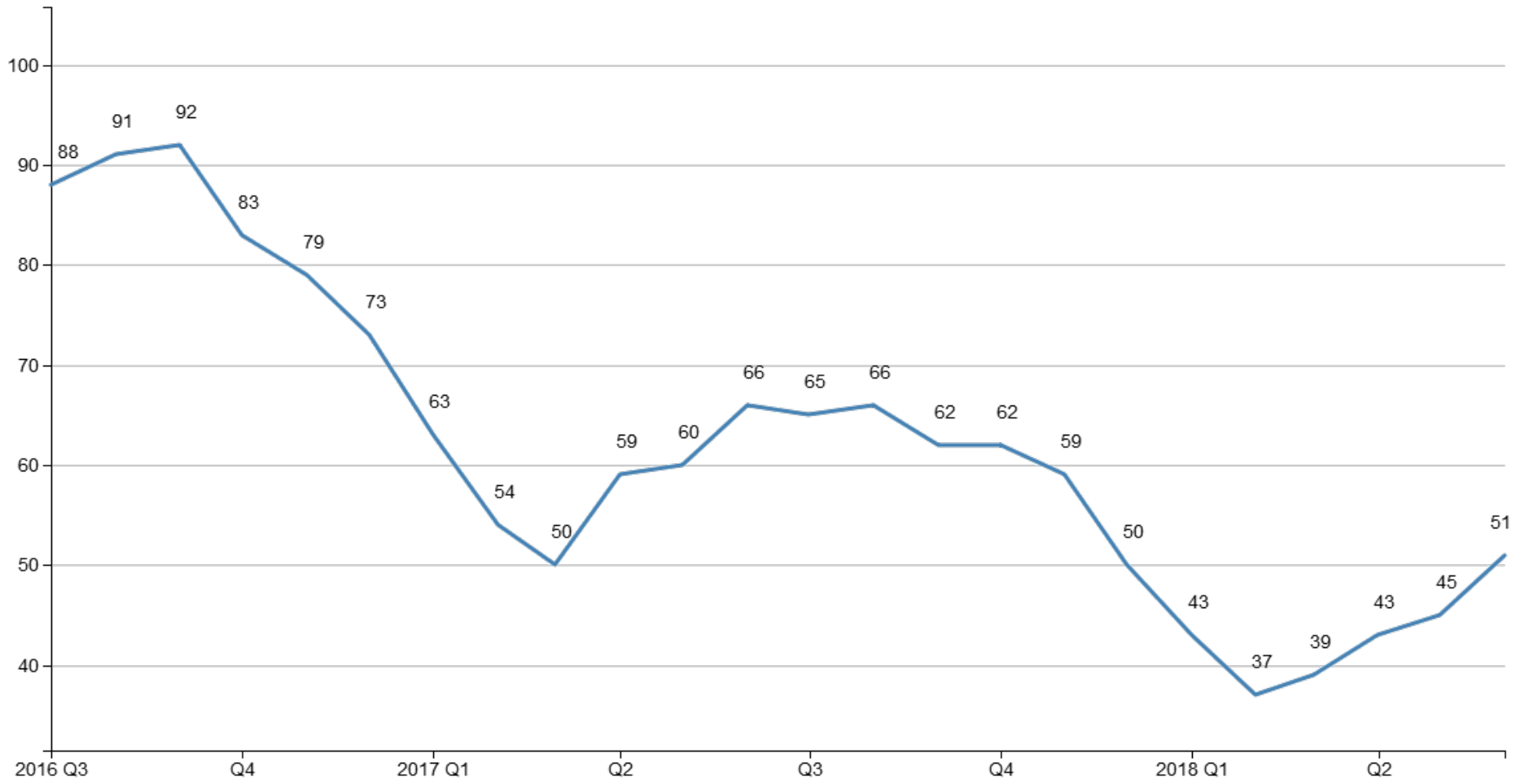
Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	3	-	\$1,431,667	-	\$1,500,000	-	74%	-	\$4,295,000	-	517
2015	3	0%	\$4,445,000	210%	\$6,352,050	323%	3,060%	4,038%	\$13,335,000	210%	321
2016	4	33%	\$1,732,875	-61%	\$500,750	-92%	136%	-96%	\$6,931,500	-48%	319
2017	2	-50%	\$2,275,000	31%	\$2,275,000	354%	103%	-25%	\$4,550,000	-34%	668
2018	7	250%	\$912,286	-60%	\$525,000	-77%	106%	3%	\$6,386,000	40%	381

Average / Median Selling Price



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Chilmark  
Inventory  
2nd Quarter 2018

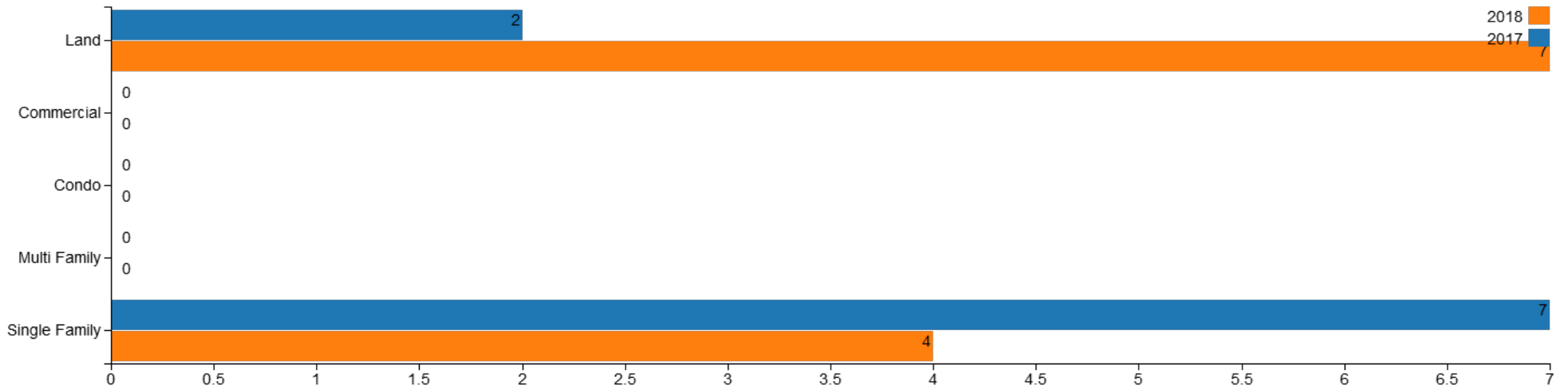




Chilmark

Quarterly Comparison: Total Number of Sales  
2nd 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%	0	-	0	-	12	-25%
- Single Family	8	-11%	4	-43%	0	-	0	-	12	-25%
- 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%	0	-	0	-	11	175%
<b>Total</b>	12	9%	11	22%	0	-	0	-	23	15%

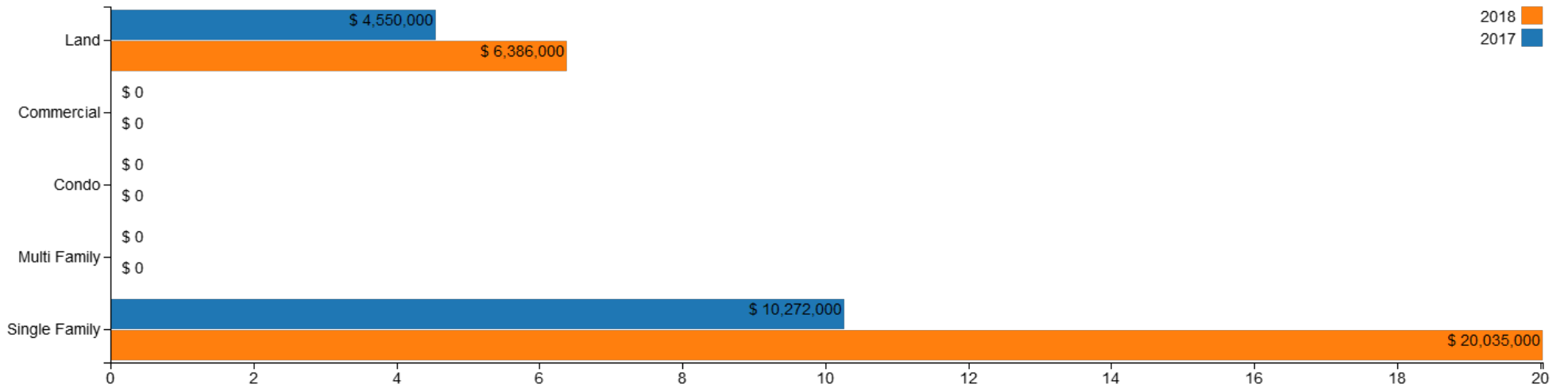


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Chilmark

## Quarterly Comparison: Total Dollar Volume 2nd 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%	-	-	-	-	\$32,005,000	-15%
- Single Family	\$11,970,000	-56%	\$20,035,000	95%	-	-	-	-	\$32,005,000	-15%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$2,447,000	151%	\$6,386,000	40%	-	-	-	-	\$8,833,000	60%
<b>Total</b>	\$14,417,000	-49%	\$26,421,000	78%	\$0	-	\$0	-	\$40,838,000	-6%



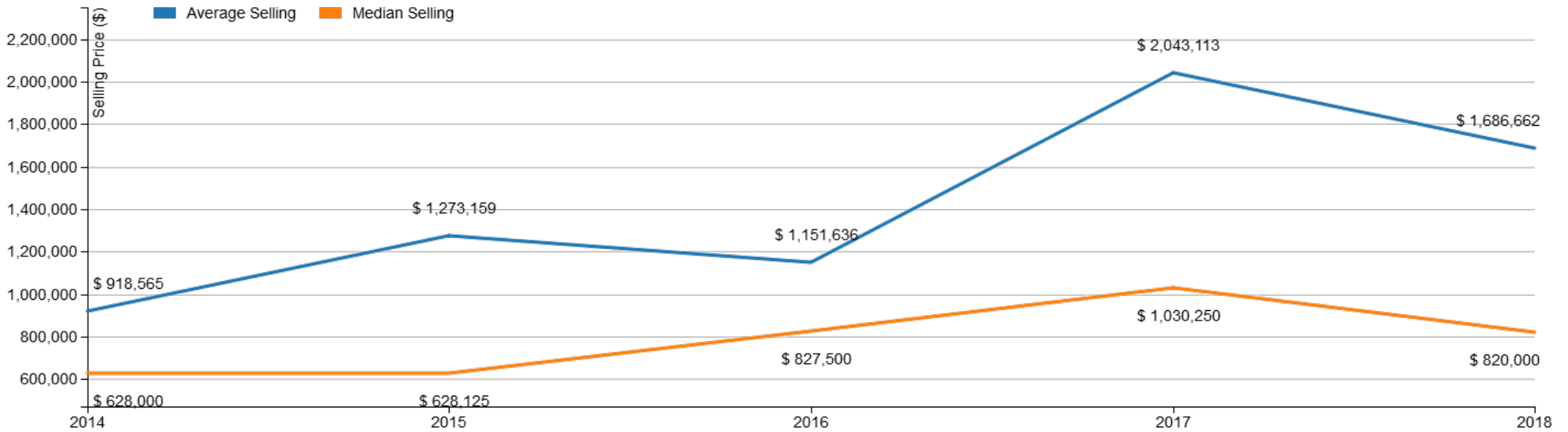
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Edgartown

## Summary: Single/Multi-Family Sales 2nd Quarter 2018

Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	23	-	\$918,565	-	\$628,000	-	102%	-	\$21,127,000	-	317
2015	32	39%	\$1,273,159	39%	\$628,125	0%	137%	34%	\$40,741,075	93%	397
2016	22	-31%	\$1,151,636	-10%	\$827,500	32%	136%	0%	\$25,336,000	-38%	253
2017	38	73%	\$2,043,113	77%	\$1,030,250	25%	145%	6%	\$77,638,300	206%	211
2018	34	-11%	\$1,686,662	-17%	\$820,000	-20%	127%	-12%	\$57,346,500	-26%	190

### Average / Median Selling Price

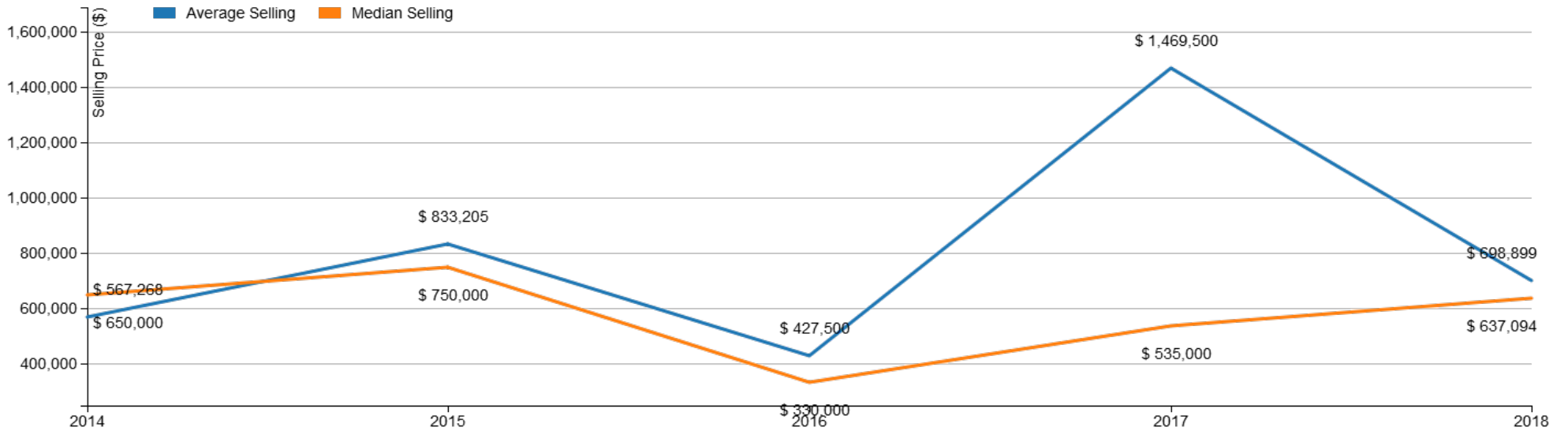


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## Edgartown Summary: Land Sales 2nd Quarter 2018

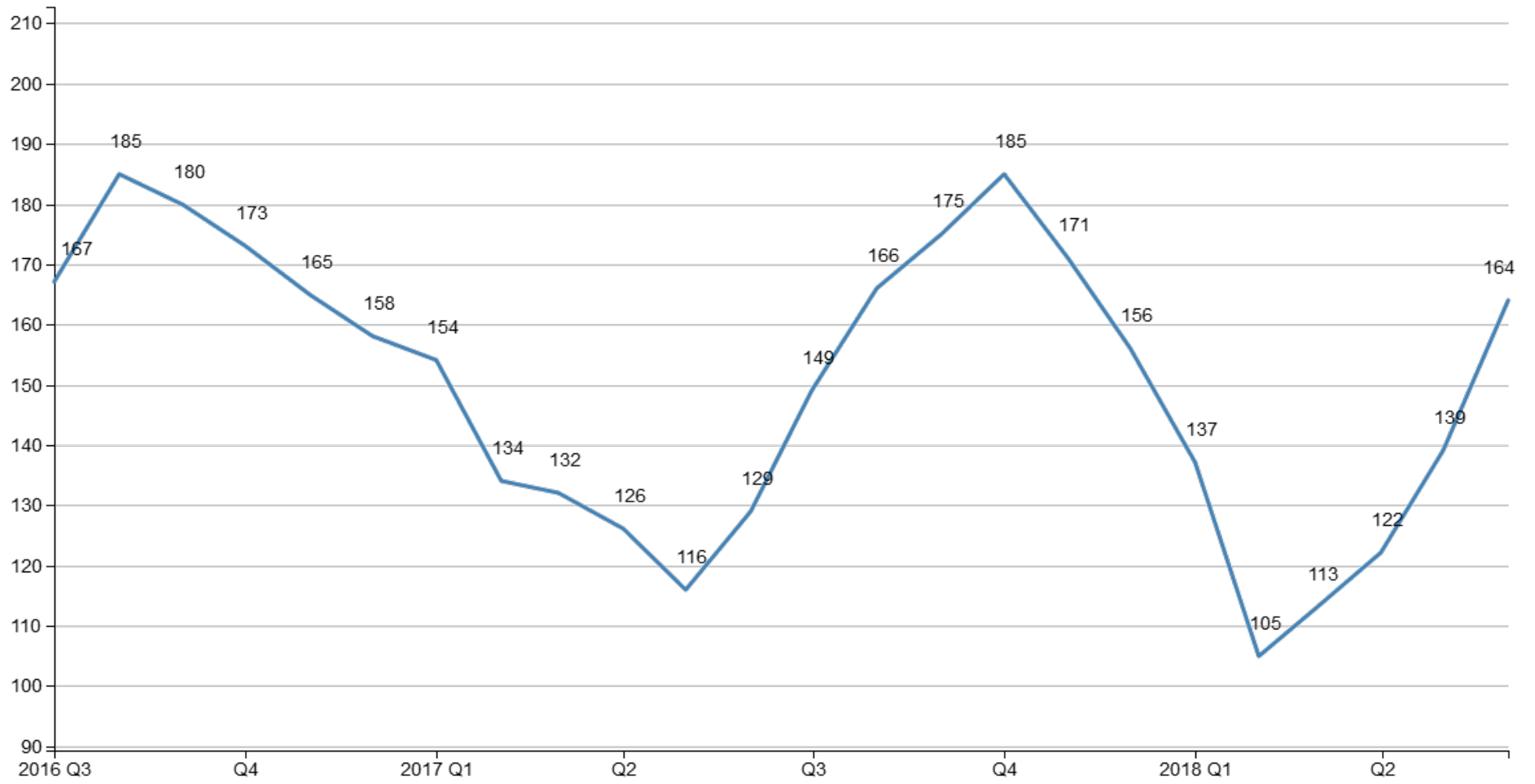
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	10	-	\$567,268	-	\$650,000	-	276%	-	\$5,672,676	-	335
2015	11	10%	\$833,205	47%	\$750,000	15%	129%	-53%	\$9,165,250	62%	482
2016	6	-45%	\$427,500	-49%	\$330,000	-56%	100%	-23%	\$2,565,000	-72%	404
2017	7	17%	\$1,469,500	244%	\$535,000	62%	152%	53%	\$10,286,500	301%	425
2018	10	43%	\$698,899	-52%	\$637,094	19%	137%	-10%	\$6,988,988	-32%	256

Average / Median Selling Price



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## Edgartown Inventory 2nd Quarter 2018



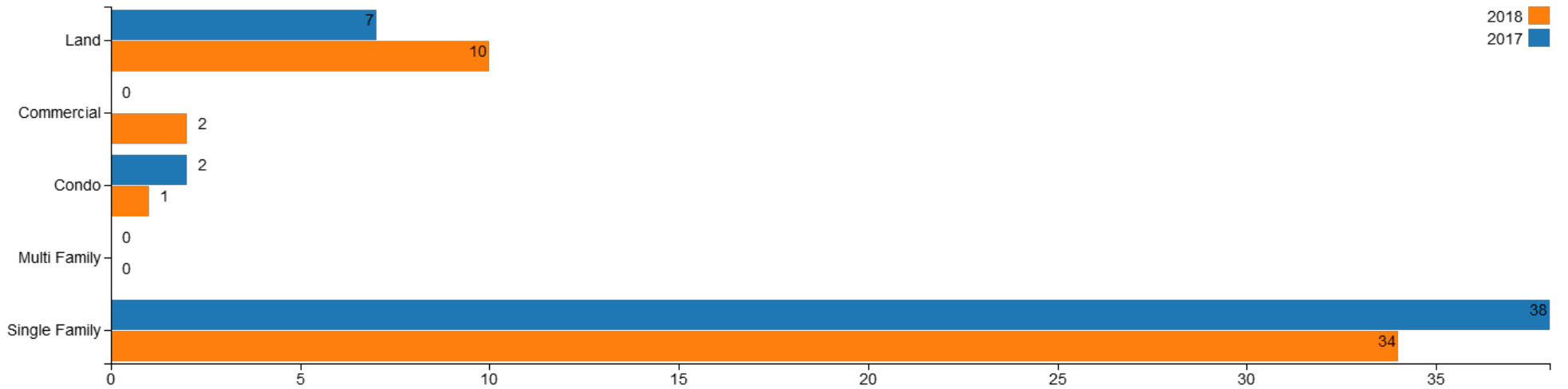


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Edgartown

## Quarterly Comparison: Total Number of Sales 2nd Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	29	32%	35	-13%	0	-	0	-	64	3%
- Single Family	26	37%	34	-11%	0	-	0	-	60	5%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	3	0%	1	-50%	0	-	0	-	4	-20%
<b>Commercial</b>	4	100%	2	-	0	-	0	-	6	200%
<b>Land</b>	5	-55%	10	43%	0	-	0	-	15	-17%
<b>Total</b>	38	9%	47	0%	0	-	0	-	85	4%

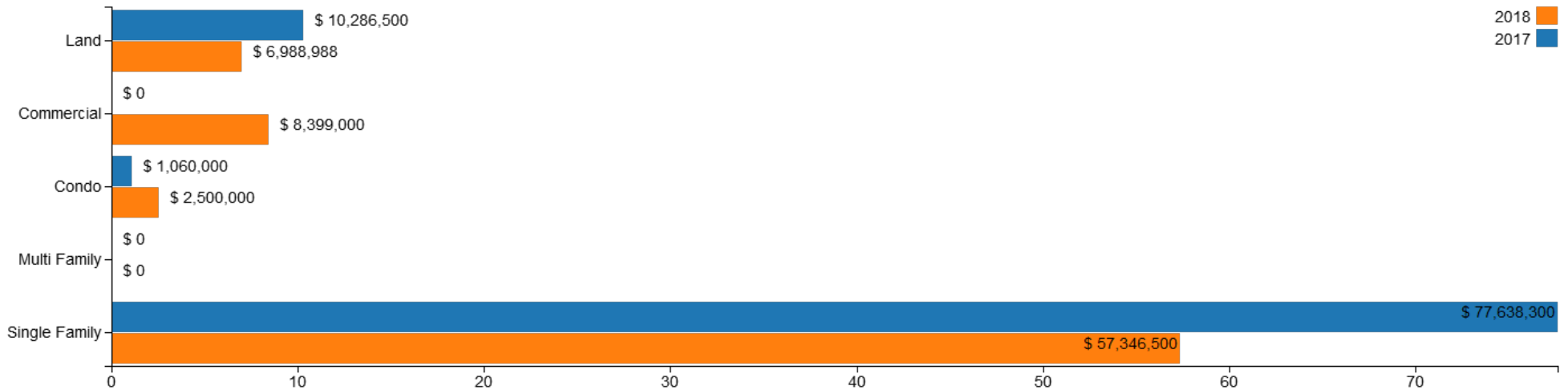


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Edgartown

## Quarterly Comparison: Total Dollar Volume 2nd 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%	\$59,846,500	-24%	-	-	-	-	\$103,937,039	-11%
- Single Family	\$42,148,000	13%	\$57,346,500	-26%	-	-	-	-	\$99,494,500	-13%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$1,942,539	30%	\$2,500,000	136%	-	-	-	-	\$4,442,539	74%
<b>Commercial</b>	\$33,485,287	6,597%	\$8,399,000	-	-	-	-	-	\$41,884,287	8,277%
<b>Land</b>	\$14,101,250	187%	\$6,988,988	-32%	-	-	-	-	\$21,090,238	39%
<b>Total</b>	\$91,677,076	108%	\$75,234,488	-15%	\$0	-	\$0	-	\$166,911,564	25%



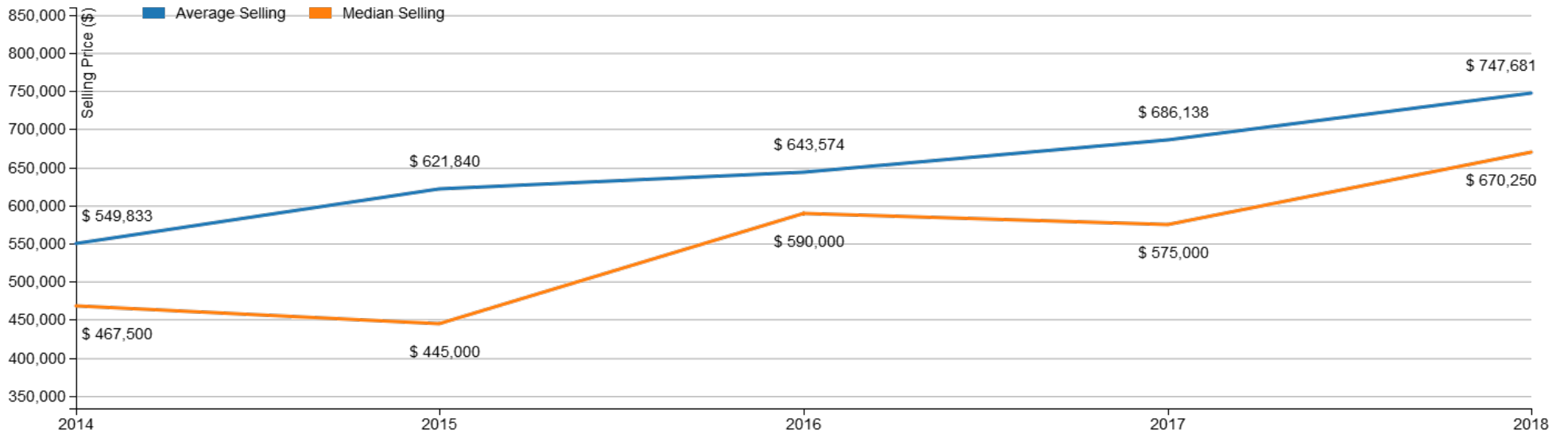
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Oak Bluffs

Summary: Single/Multi-Family Sales  
2nd Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	27	-	\$549,833	-	\$467,500	-	108%	-	\$14,845,500	-	369
2015	25	-7%	\$621,840	13%	\$445,000	-5%	112%	4%	\$15,546,000	5%	295
2016	27	8%	\$643,574	3%	\$590,000	33%	119%	6%	\$17,376,500	12%	216
2017	29	7%	\$686,138	7%	\$575,000	-3%	127%	7%	\$19,898,000	15%	183
2018	38	31%	\$747,681	9%	\$670,250	17%	144%	13%	\$28,411,895	43%	166

Average / Median Selling Price



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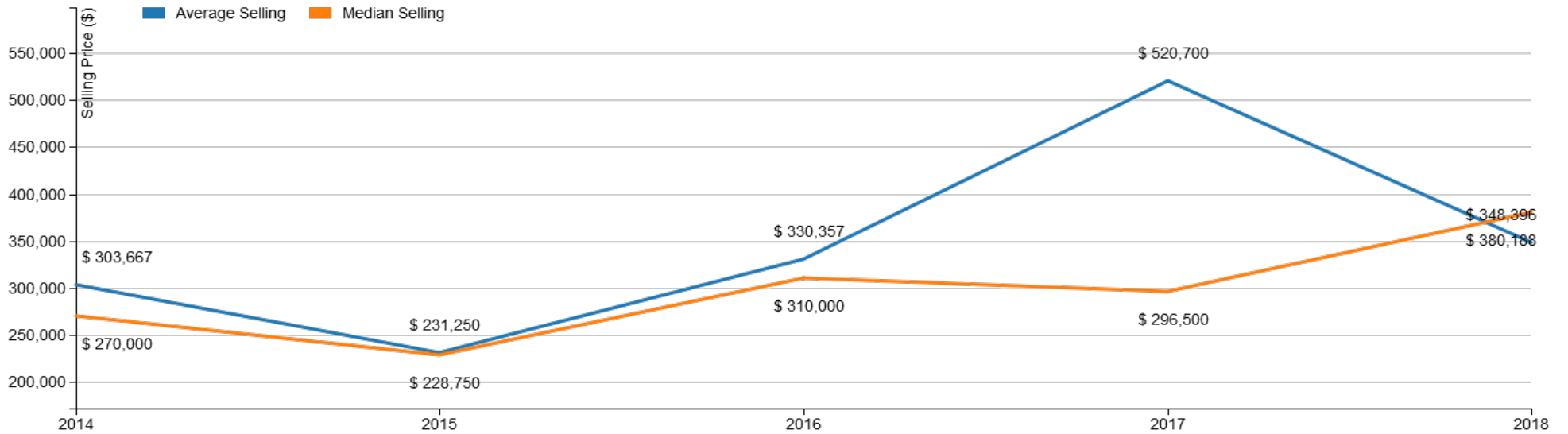
Oak Bluffs

Summary: Land Sales

2nd Quarter 2018

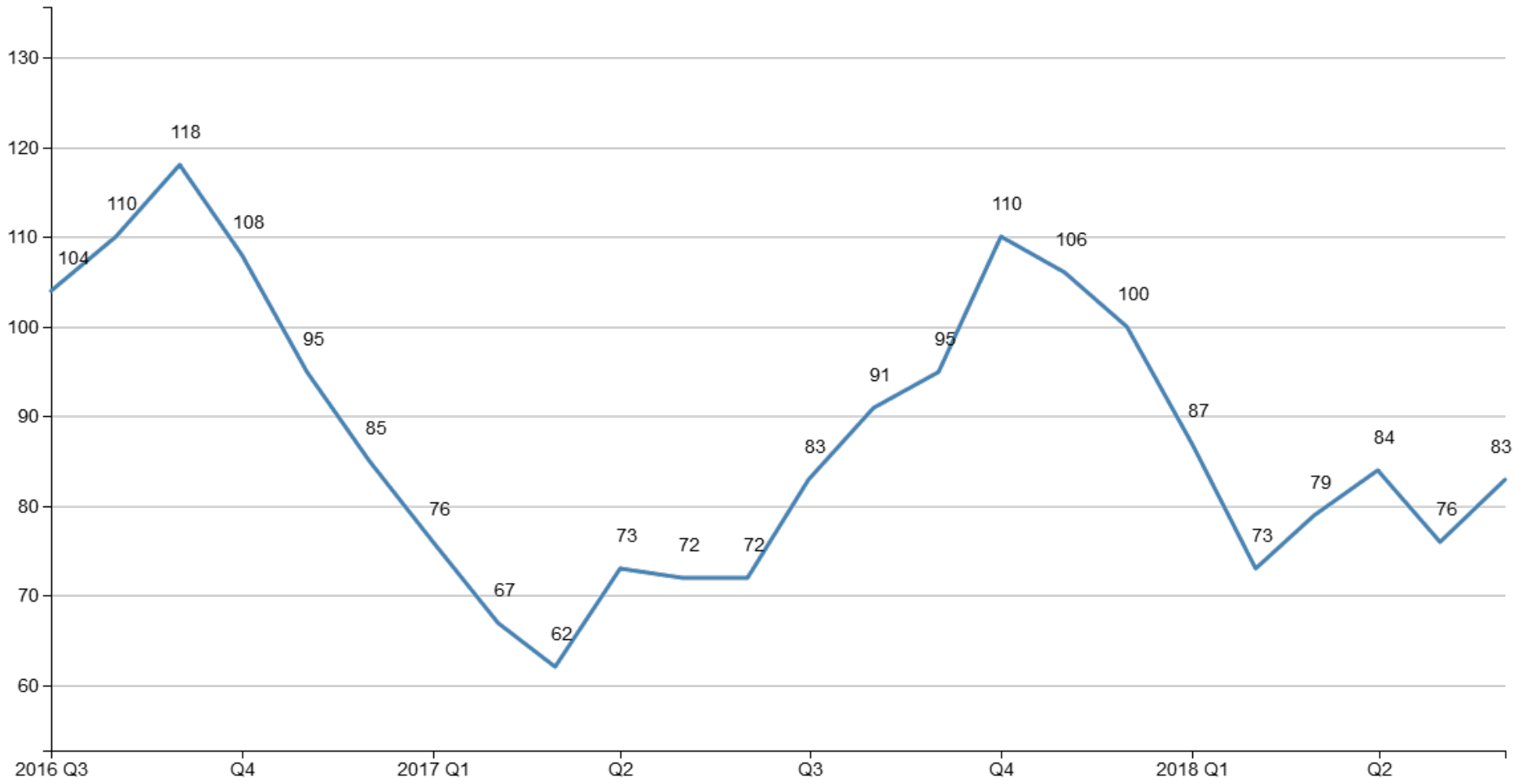
Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	3	-	\$303,667	-	\$270,000	-	125%	-	\$911,000	-	569
2015	6	100%	\$231,250	-24%	\$228,750	-15%	94%	-25%	\$1,387,500	52%	949
2016	7	17%	\$330,357	43%	\$310,000	36%	113%	20%	\$2,312,500	67%	318
2017	5	-29%	\$520,700	58%	\$296,500	-4%	336%	198%	\$2,603,500	13%	391
2018	3	-40%	\$348,396	-33%	\$380,188	28%	106%	-69%	\$1,045,188	-60%	148

Average / Median Selling Price



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## Oak Bluffs Inventory 2nd Quarter 2018

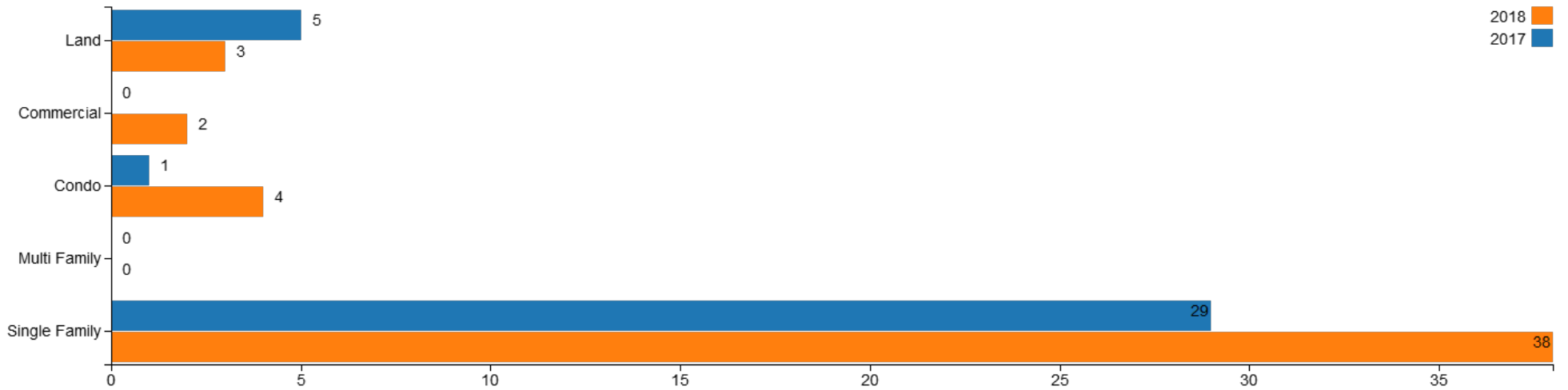


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## Oak Bluffs

### Quarterly Comparison: Total Number of Sales 2nd 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%	0	-	0	-	71	13%
- Single Family	28	-3%	38	31%	0	-	0	-	66	14%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	1	-67%	4	300%	0	-	0	-	5	25%
<b>Commercial</b>	1	0%	2	-	0	-	0	-	3	200%
<b>Land</b>	2	-71%	3	-40%	0	-	0	-	5	-58%
<b>Total</b>	32	-22%	47	34%	0	-	0	-	79	4%

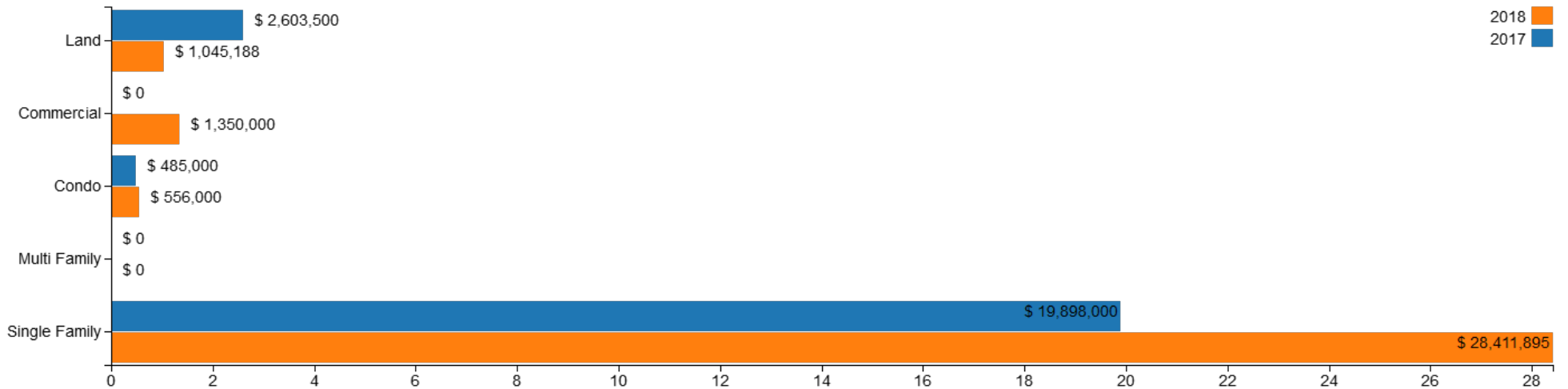


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## Oak Bluffs

### Quarterly Comparison: Total Dollar Volume 2nd 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%	-	-	-	-	\$47,800,645	11%
- Single Family	\$18,402,750	-13%	\$28,411,895	43%	-	-	-	-	\$46,814,645	14%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$430,000	-45%	\$556,000	15%	-	-	-	-	\$986,000	-22%
<b>Commercial</b>	\$975,000	13%	\$1,350,000	-	-	-	-	-	\$2,325,000	170%
<b>Land</b>	\$1,315,000	-37%	\$1,045,188	-60%	-	-	-	-	\$2,360,188	-50%
<b>Total</b>	\$21,122,750	-17%	\$31,363,083	36%	\$0	-	\$0	-	\$52,485,833	8%

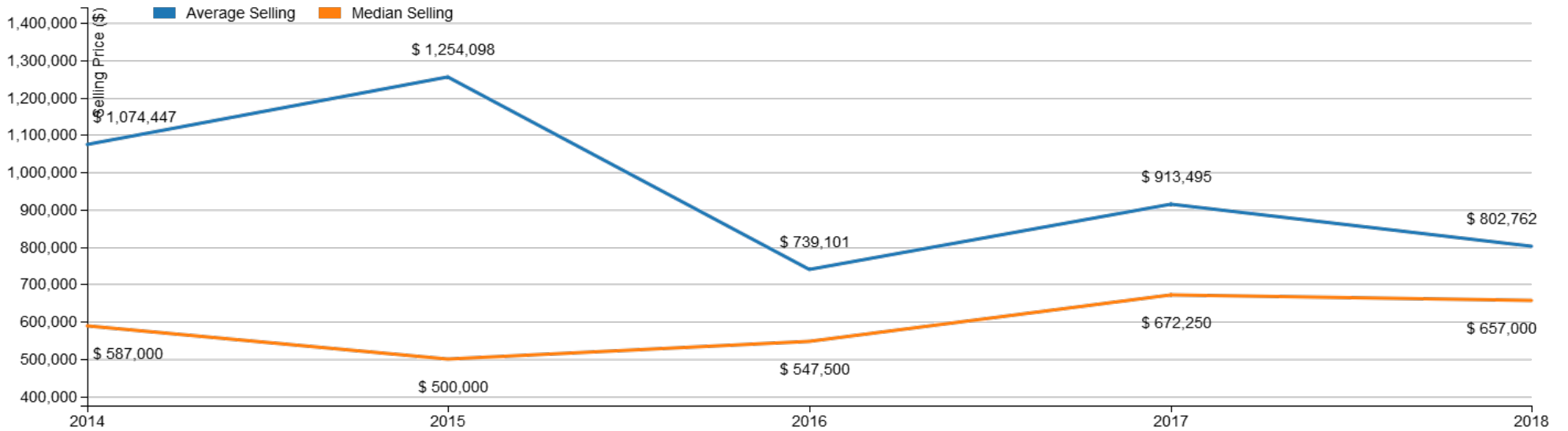


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## Vineyard Haven Summary: Single/Multi-Family Sales 2nd Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	19	-	\$1,074,447	-	\$587,000	-	104%	-	\$20,414,500	-	213
2015	15	-21%	\$1,254,098	17%	\$500,000	-15%	117%	12%	\$18,811,464	-8%	138
2016	21	40%	\$739,101	-41%	\$547,500	10%	115%	-2%	\$15,521,125	-17%	285
2017	22	5%	\$913,495	24%	\$672,250	23%	134%	16%	\$20,096,900	29%	250
2018	21	-5%	\$802,762	-12%	\$657,000	-2%	142%	6%	\$16,858,000	-16%	169

### Average / Median Selling Price



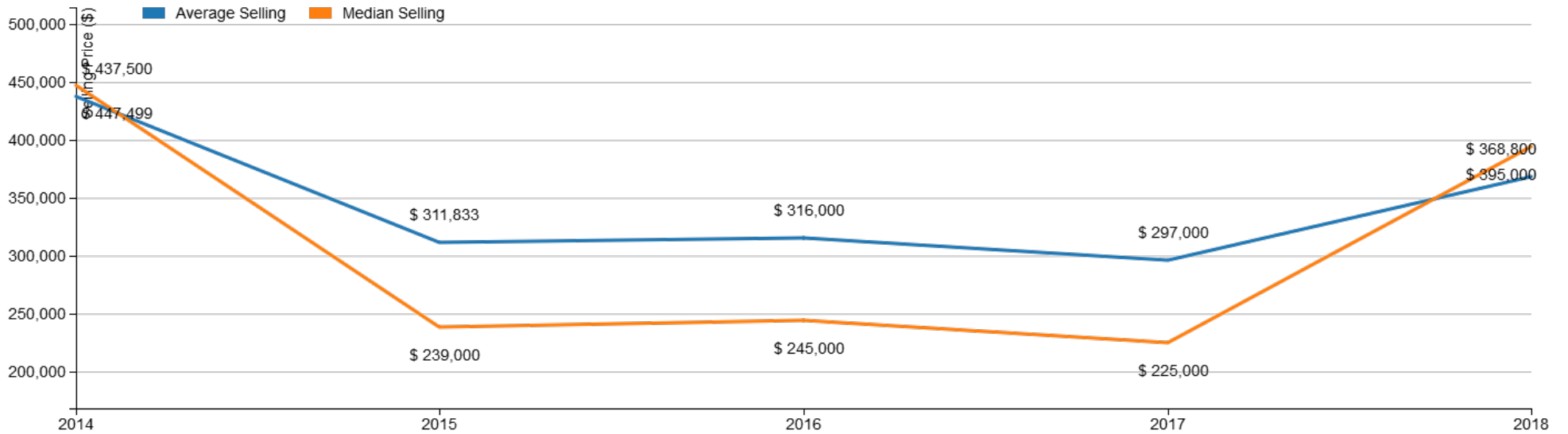


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## Vineyard Haven Summary: Land Sales 2nd Quarter 2018

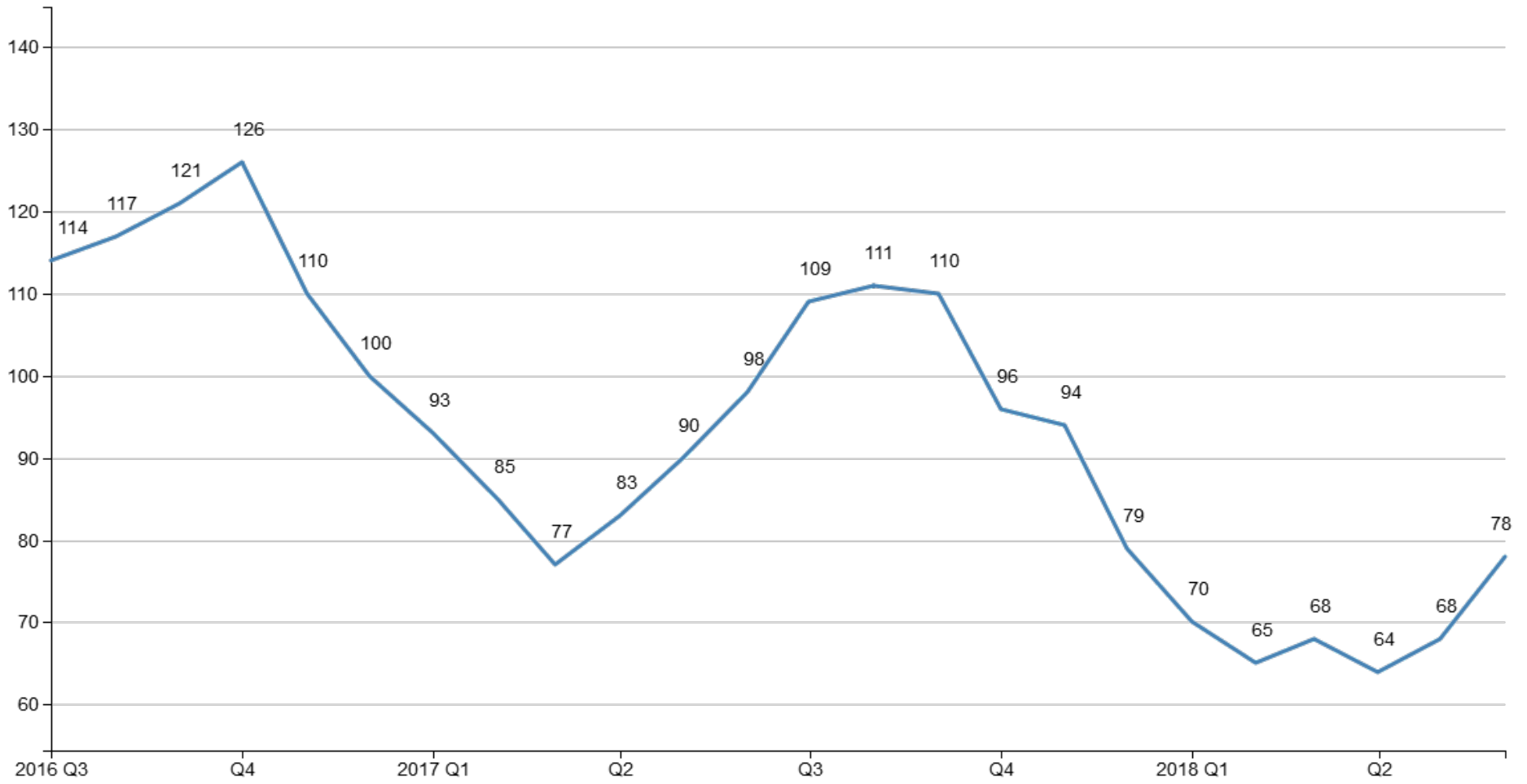
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	4	-	\$437,500	-	\$447,499	-	91%	-	\$1,749,998	-	400
2015	6	50%	\$311,833	-29%	\$239,000	-47%	111%	21%	\$1,871,000	7%	427
2016	5	-17%	\$316,000	1%	\$245,000	3%	112%	1%	\$1,580,000	-16%	345
2017	5	0%	\$297,000	-6%	\$225,000	-8%	101%	-9%	\$1,485,000	-6%	269
2018	5	0%	\$368,800	24%	\$395,000	76%	125%	23%	\$1,844,000	24%	159

Average / Median Selling Price



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## Vineyard Haven Inventory 2nd Quarter 2018

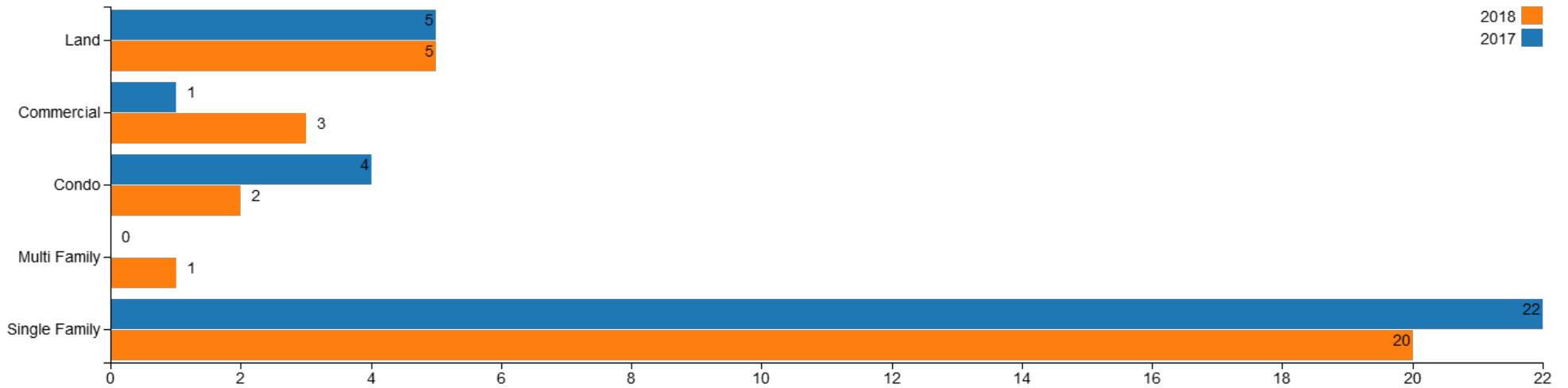


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Vineyard Haven

## Quarterly Comparison: Total Number of Sales 2nd Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	16	-6%	23	-12%	0	-	0	-	39	-9%
- Single Family	13	-19%	20	-9%	0	-	0	-	33	-13%
- Multi Family	3	-	1	-	0	-	0	-	4	-
- Condo	0	-	2	-50%	0	-	0	-	2	-60%
<b>Commercial</b>	1	-67%	3	200%	0	-	0	-	4	0%
<b>Land</b>	4	-43%	5	0%	0	-	0	-	9	-25%
<b>Total</b>	21	-22%	31	-3%	0	-	0	-	52	-12%

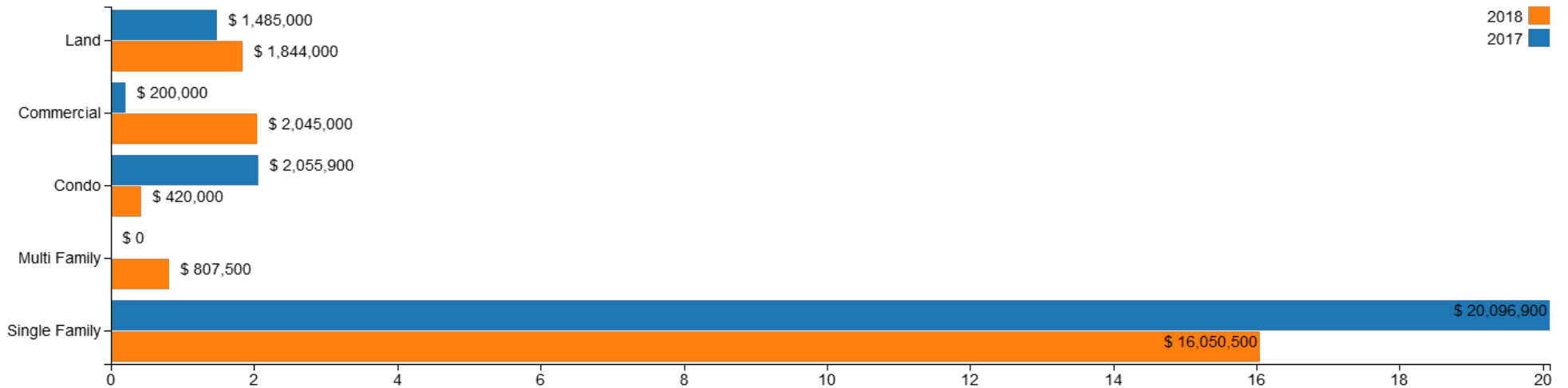


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Vineyard Haven

## Quarterly Comparison: Total Dollar Volume 2nd 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%	\$17,278,000	-22%	-	-	-	-	\$30,720,900	-9%
- Single Family	\$11,553,900	6%	\$16,050,500	-20%	-	-	-	-	\$27,604,400	-11%
- Multi Family	\$1,889,000	-	\$807,500	-	-	-	-	-	\$2,696,500	-
- Condo	-	-	\$420,000	-80%	-	-	-	-	\$420,000	-84%
<b>Commercial</b>	\$940,000	-63%	\$2,045,000	923%	-	-	-	-	\$2,985,000	8%
<b>Land</b>	\$1,500,000	-41%	\$1,844,000	24%	-	-	-	-	\$3,344,000	-17%
<b>Total</b>	\$15,882,900	-4%	\$21,167,000	-11%	\$0	-	\$0	-	\$37,049,900	-8%



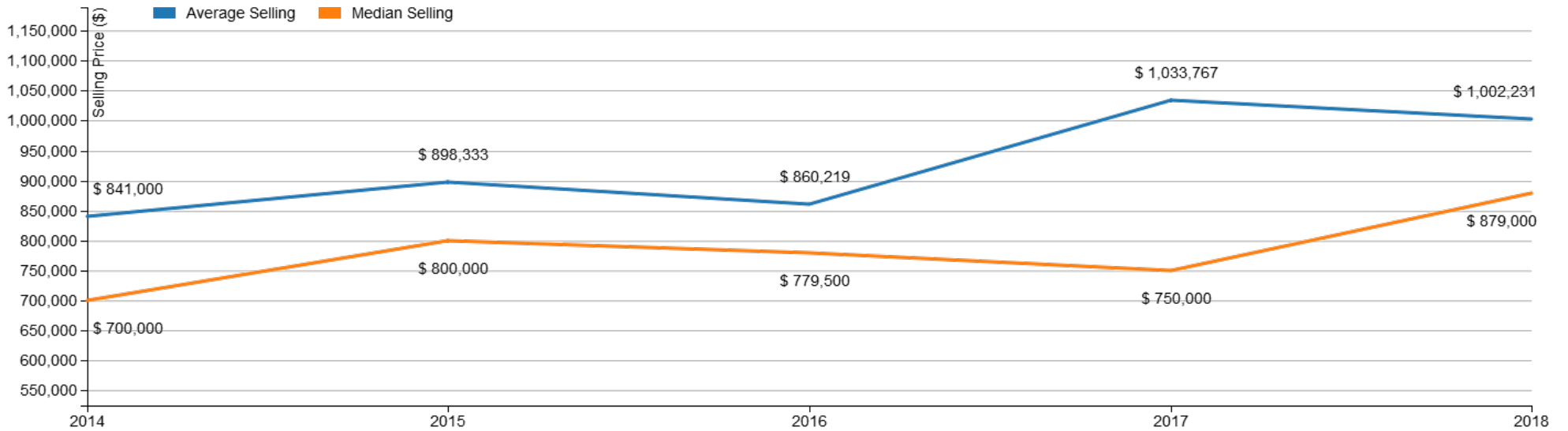
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West Tisbury

Summary: Single/Multi-Family Sales  
2nd Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	6	-	\$841,000	-	\$700,000	-	114%	-	\$5,046,000	-	194
2015	6	0%	\$898,333	7%	\$800,000	14%	111%	-3%	\$5,390,000	7%	237
2016	13	117%	\$860,219	-4%	\$779,500	-3%	111%	0%	\$11,182,850	107%	223
2017	15	15%	\$1,033,767	20%	\$750,000	-4%	121%	9%	\$15,506,500	39%	178
2018	9	-40%	\$1,002,231	-3%	\$879,000	17%	128%	5%	\$9,020,075	-42%	168

Average / Median Selling Price

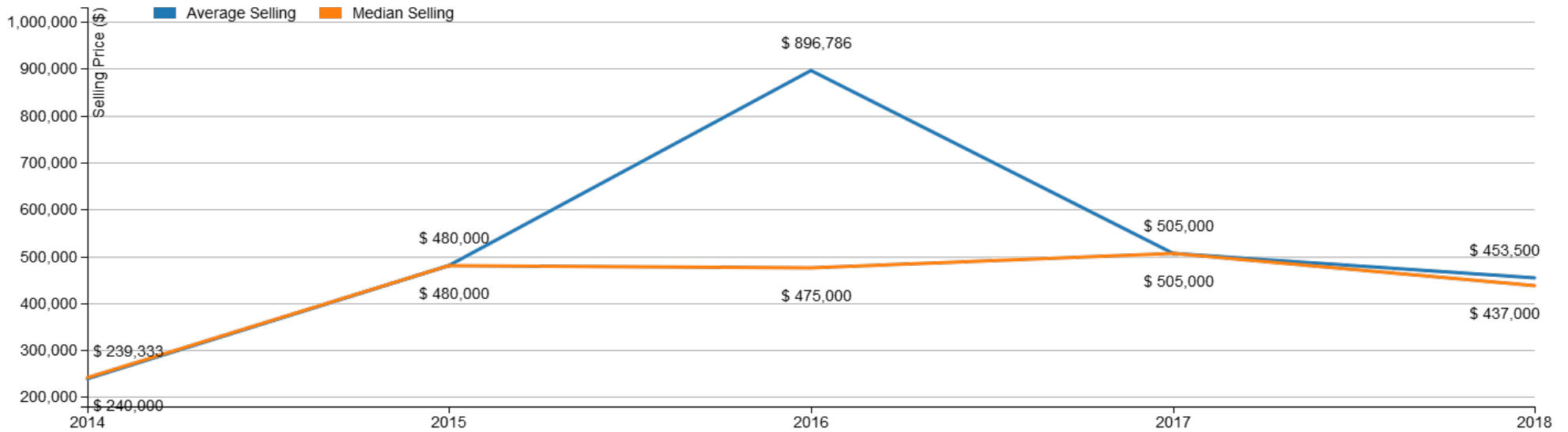


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## West Tisbury Summary: Land Sales 2nd Quarter 2018

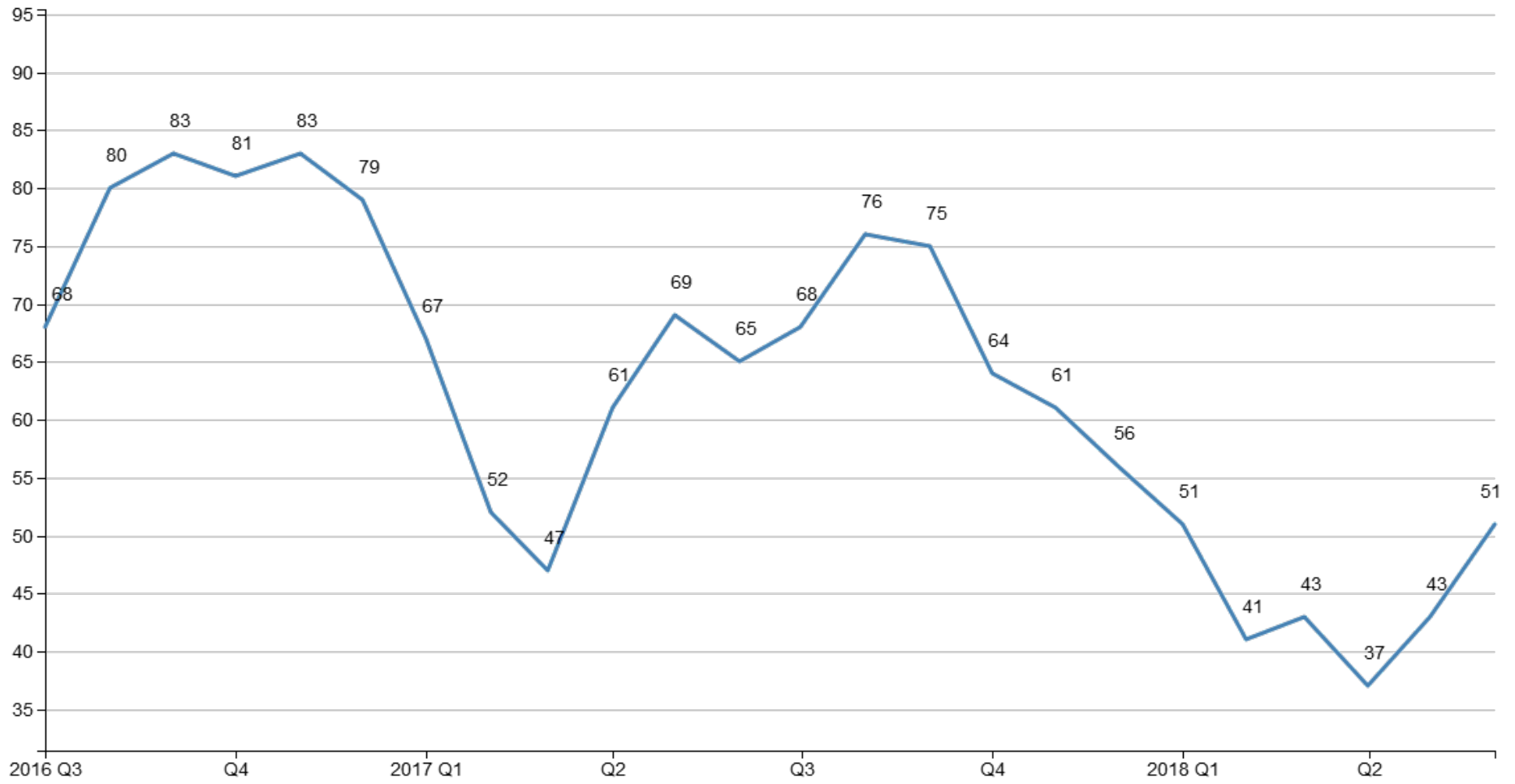
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	3	-	\$239,333	-	\$240,000	-	86%	-	\$718,000	-	882
2015	1	-67%	\$480,000	101%	\$480,000	100%	-	-	\$480,000	-33%	1,718
2016	7	600%	\$896,786	87%	\$475,000	-1%	113%	-	\$6,277,500	1,208%	744
2017	2	-71%	\$505,000	-44%	\$505,000	6%	122%	8%	\$1,010,000	-84%	375
2018	5	150%	\$453,500	-10%	\$437,000	-13%	104%	-15%	\$2,267,500	125%	480

Average / Median Selling Price



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## West Tisbury Inventory 2nd Quarter 2018

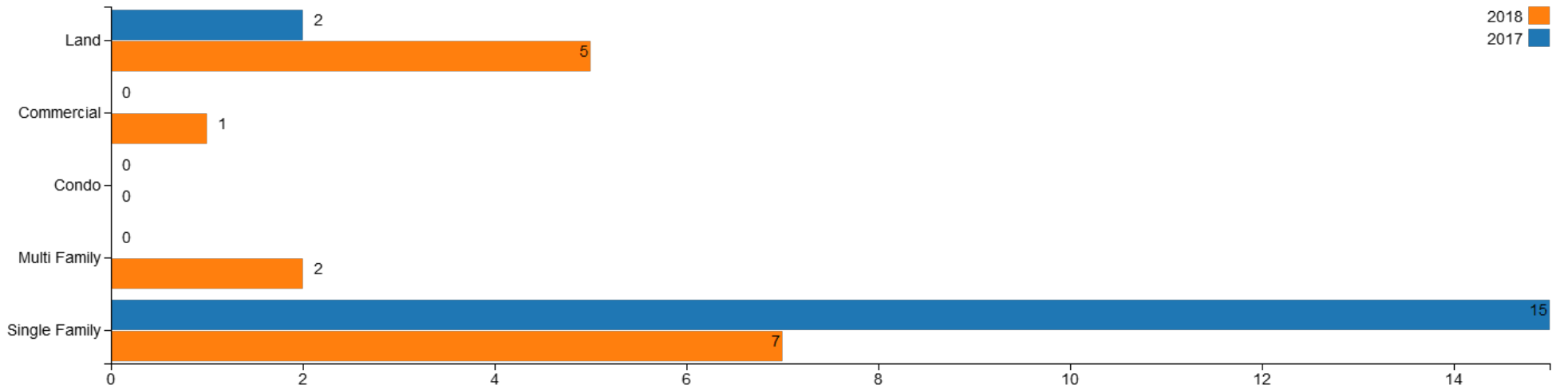


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West Tisbury

## Quarterly Comparison: Total Number of Sales 2nd 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%	0	-	0	-	19	-34%
- Single Family	10	-29%	7	-53%	0	-	0	-	17	-41%
- Multi Family	0	-	2	-	0	-	0	-	2	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	1	-	0	-	0	-	1	-
<b>Land</b>	4	100%	5	150%	0	-	0	-	9	125%
<b>Total</b>	14	-13%	15	-12%	0	-	0	-	29	-12%





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West Tisbury

## Quarterly Comparison: Total Dollar Volume 2nd 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%	-	-	-	-	\$20,343,575	-34%
- Single Family	\$11,323,500	-25%	\$6,846,875	-56%	-	-	-	-	\$18,170,375	-41%
- Multi Family	-	-	\$2,173,200	-	-	-	-	-	\$2,173,200	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	\$5,500,000	-	-	-	-	-	\$5,500,000	-
<b>Land</b>	\$4,965,000	375%	\$2,267,500	125%	-	-	-	-	\$7,232,500	252%
<b>Total</b>	\$16,288,500	1%	\$16,787,575	2%	\$0	-	\$0	-	\$33,076,075	1%

