

LINK

MARTHA'S VINEYARD  
**QUARTERLY SALES**  
**SUMMARY**  
SECOND 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.



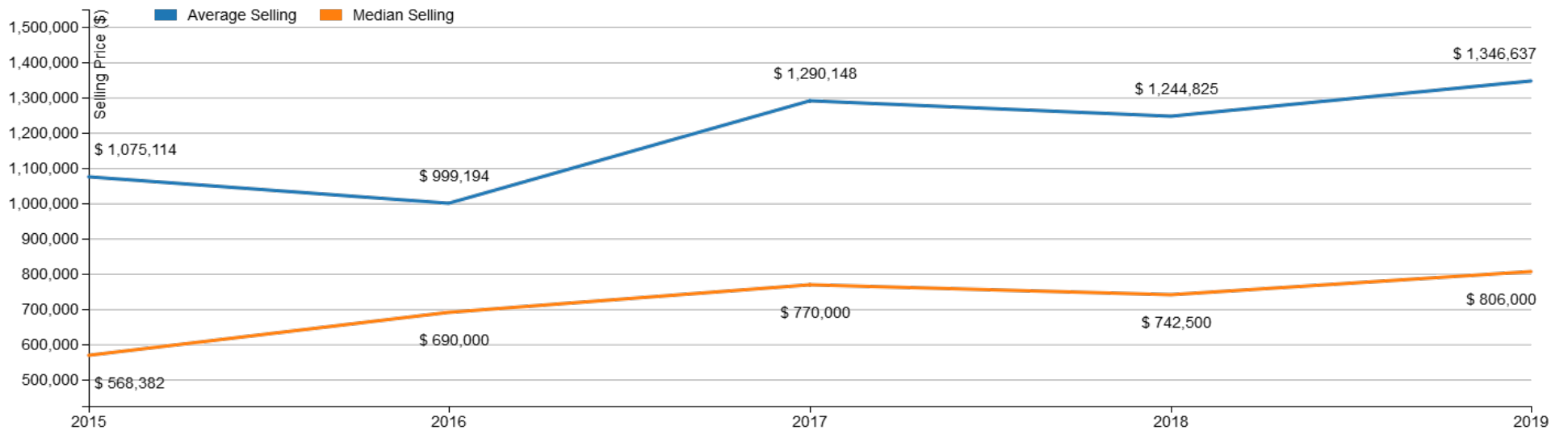
## Island-Wide

### Summary: Single/Multi-Family Sales

#### 2nd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	88	-	\$1,075,114	-	\$568,382	-	121%	-	\$94,610,068	-	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%	\$1,244,825	-4%	\$742,500	-4%	136%	2%	\$131,951,470	-9%	182
2019	98	-8%	\$1,346,637	8%	\$806,000	9%	125%	-8%	\$131,970,423	0%	270

### Average / Median Selling Price

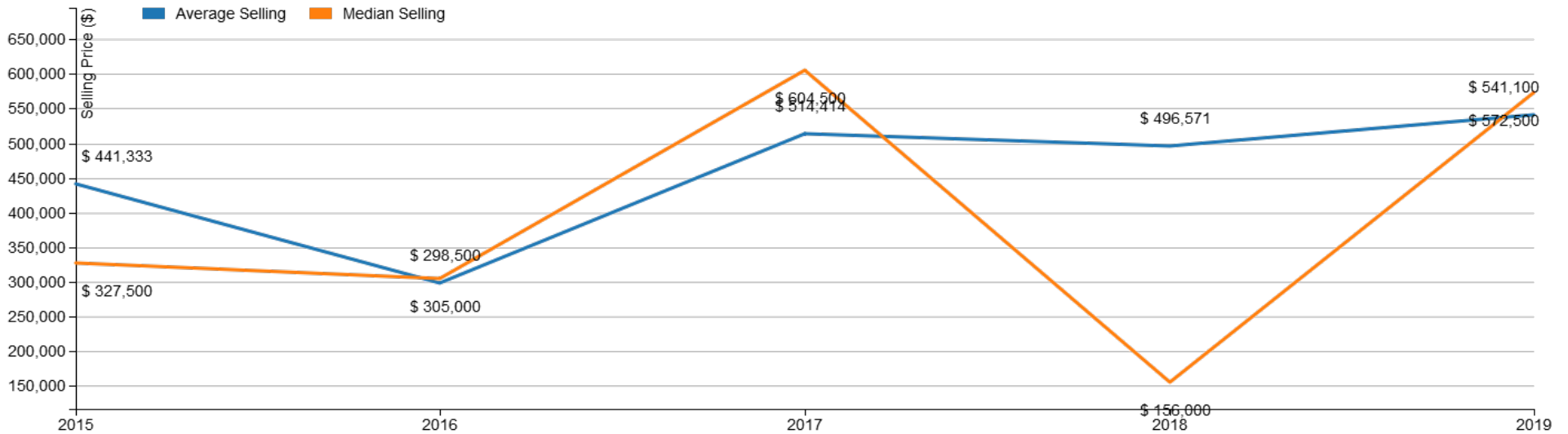




Island-Wide  
 Summary: Condo Sales  
 2nd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2015	6	-	\$441,333	-	\$327,500	-	\$426	-	\$466	-	\$2,648,000	-	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
2019	10	43%	\$541,100	9%	\$572,500	267%	\$630	23%	\$652	128%	\$5,411,000	56%	95

Average / Median Selling Price

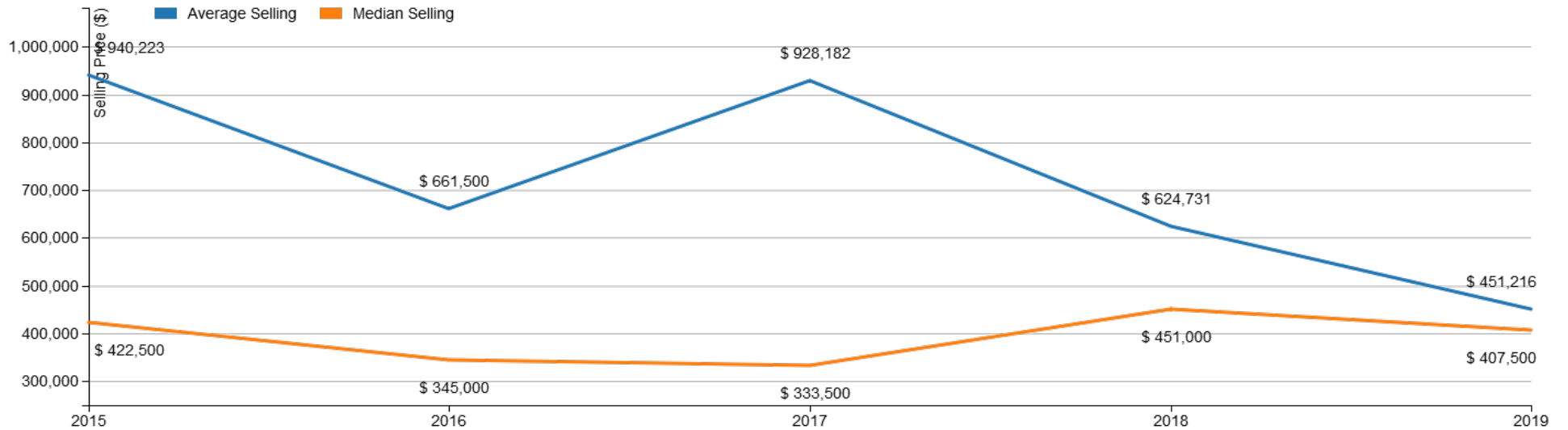




Island-Wide  
Summary: Land Sales  
2nd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	28	-	\$940,223	-	\$422,500	-	464%	-	\$26,326,250	-	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
2019	18	-42%	\$451,216	-28%	\$407,500	-10%	119%	0%	\$8,121,880	-58%	221

Average / Median Selling Price

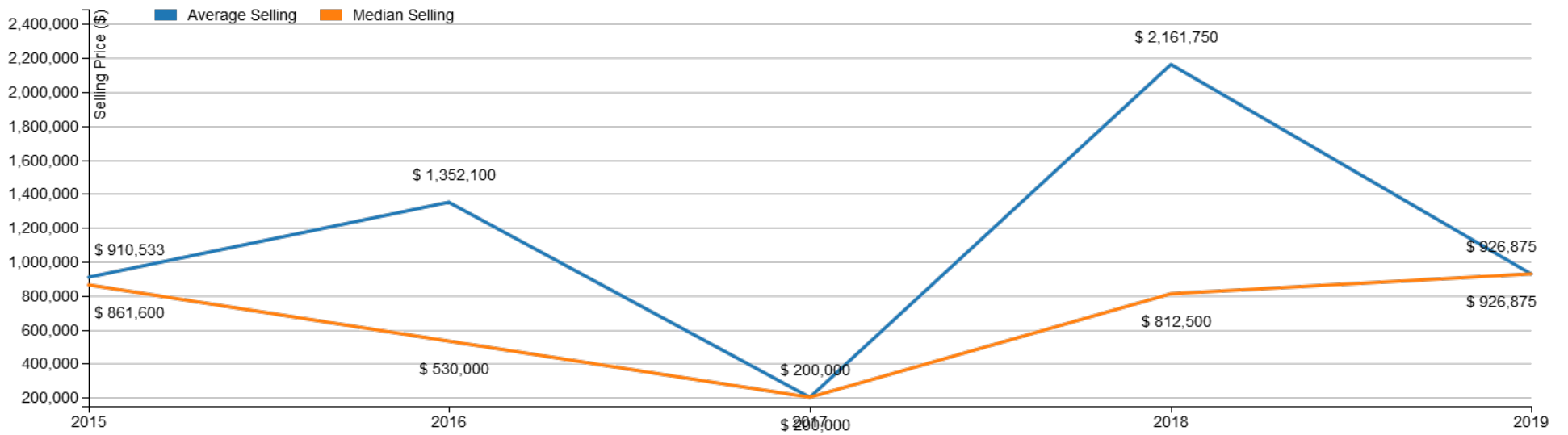




Island-Wide  
Summary: Commercial Sales  
2nd Quarter 2019

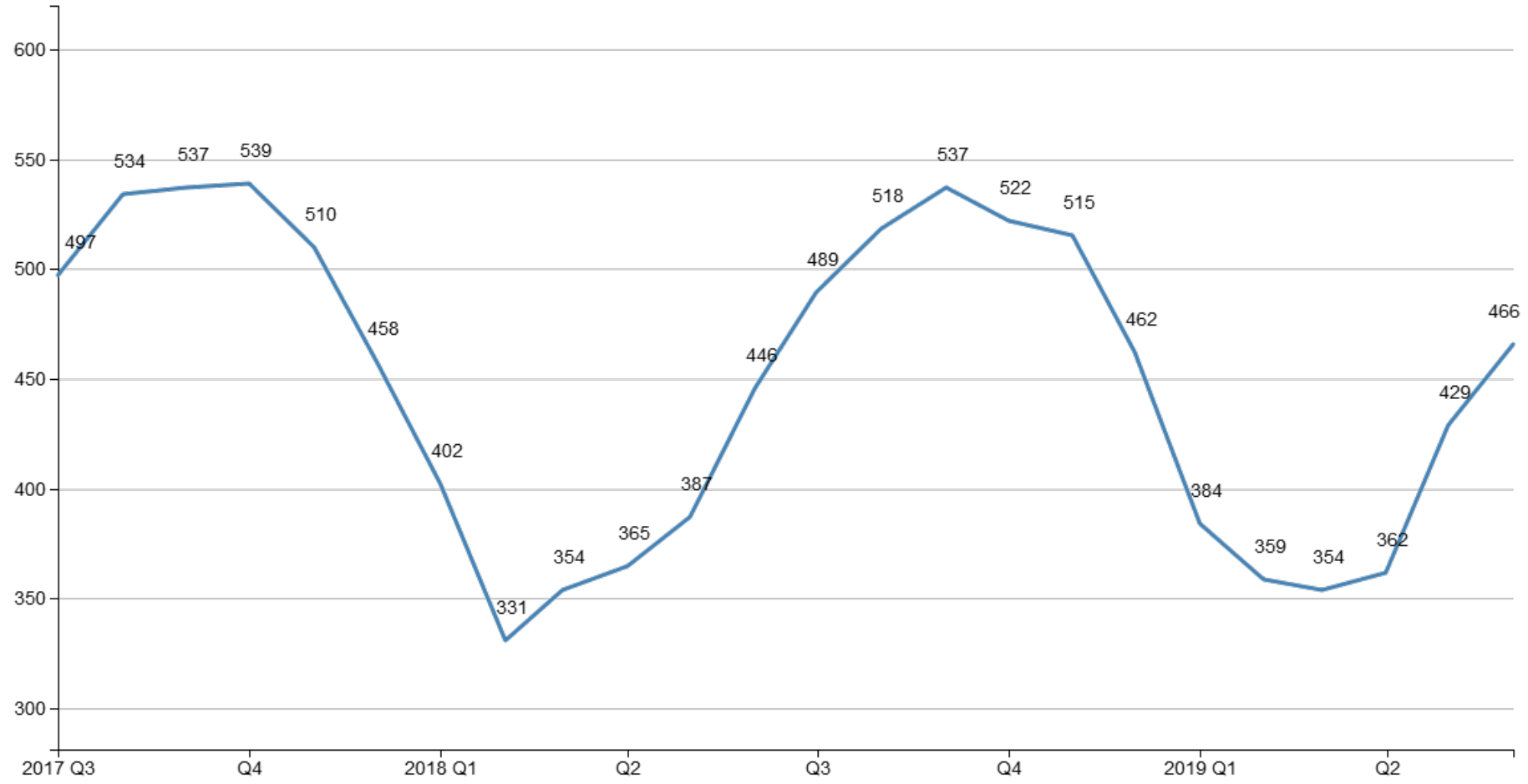
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	3	-	\$910,533	-	\$861,600	-	99%	-	\$2,731,600	-	911
2016	10	233%	\$1,352,100	48%	\$530,000	-38%	117%	18%	\$13,521,000	395%	158
2017	1	-90%	\$200,000	-85%	\$200,000	-62%	-	-	\$200,000	-99%	
2018	8	700%	\$2,161,750	981%	\$812,500	306%	144%	-	\$17,294,000	8,547%	408
2019	2	-75%	\$926,875	-57%	\$926,875	14%	172%	19%	\$1,853,750	-89%	158

Average / Median Selling Price





Island-Wide  
Inventory  
2nd Quarter 2019

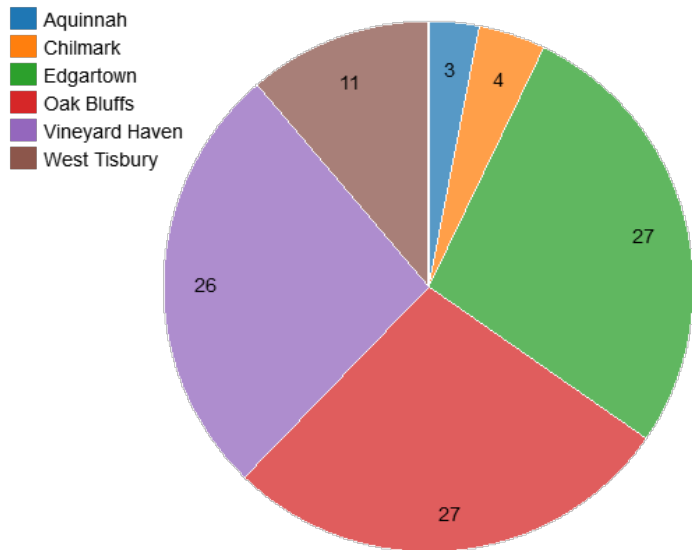




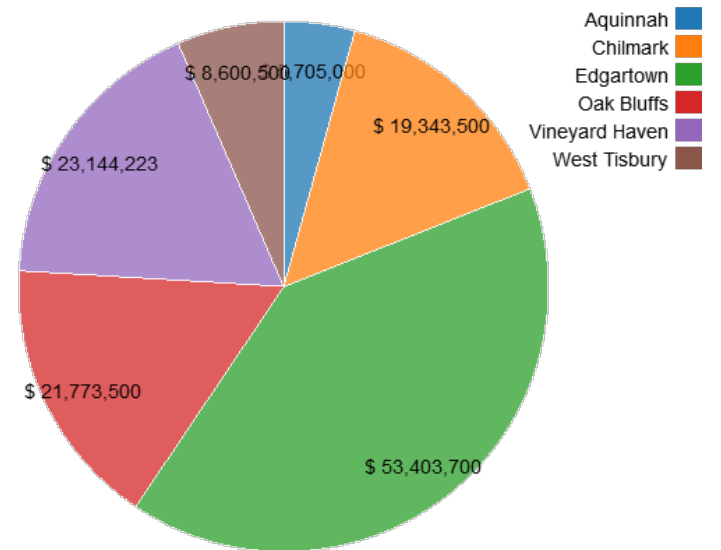
Sales Summary by Town  
Single/Multi-Family  
2nd Quarter 2019

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	3	-	\$1,901,667	-	\$1,850,000	-	118%	-	\$5,705,000	-	324
Chilmark	4	0%	\$4,835,875	-3%	\$3,280,000	63%	95%	-21%	\$19,343,500	-3%	335
Edgartown	27	-23%	\$1,977,915	19%	\$1,200,000	47%	129%	1%	\$53,403,700	-8%	294
Oak Bluffs	27	-29%	\$806,426	8%	\$705,000	5%	129%	-10%	\$21,773,500	-23%	256
Vineyard Haven	26	30%	\$890,162	9%	\$729,950	9%	125%	-14%	\$23,144,223	42%	282
West Tisbury	11	22%	\$781,864	-22%	\$707,500	-20%	115%	-10%	\$8,600,500	-5%	196

Number of Sales by Town



Total Dollar Volume by Town







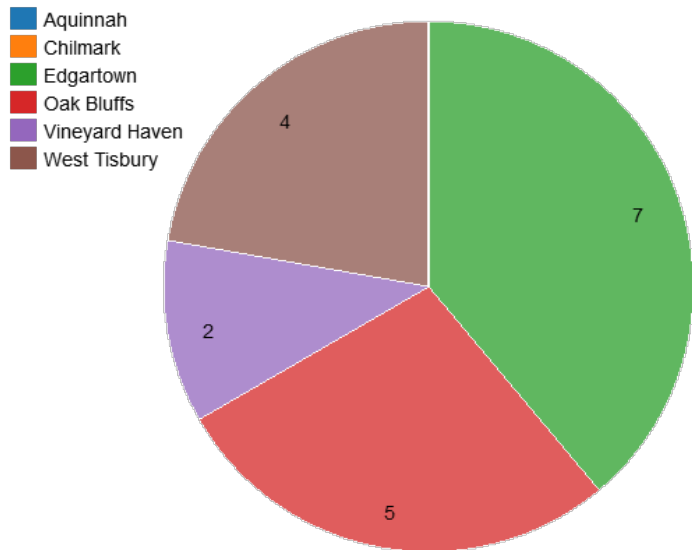
## Sales Summary by Town

Land

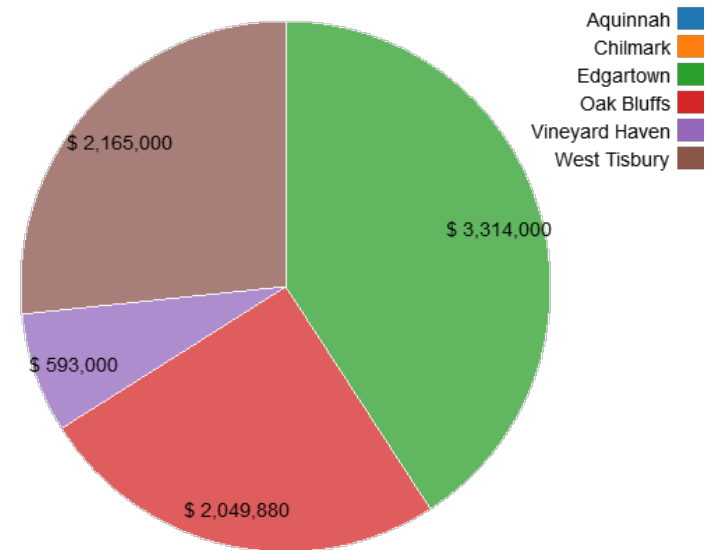
2nd Quarter 2019

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	0	-	-	-	-	-	-	-	-	-	
Chilmark	0	-	-	-	-	-	-	-	-	-	
Edgartown	7	-30%	\$473,429	-32%	\$415,000	-35%	134%	-2%	\$3,314,000	-53%	260
Oak Bluffs	5	67%	\$409,976	18%	\$349,900	-8%	121%	15%	\$2,049,880	96%	241
Vineyard Haven	2	-60%	\$296,500	-20%	\$296,500	-25%	102%	-18%	\$593,000	-68%	70
West Tisbury	4	-20%	\$541,250	19%	\$532,500	22%	91%	-13%	\$2,165,000	-5%	198

Number of Sales by Town



Total Dollar Volume by Town



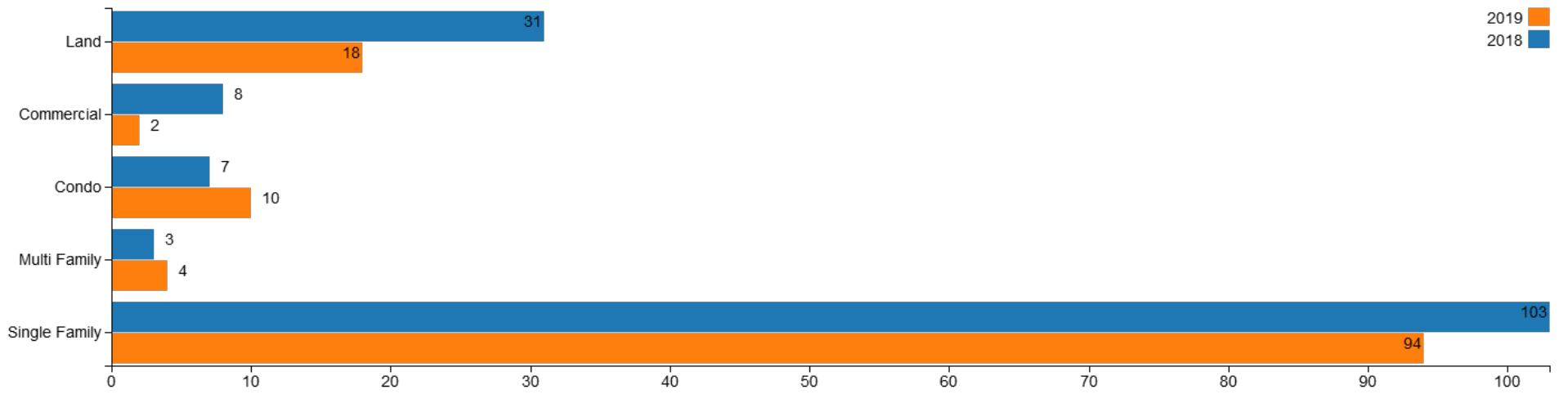


Island-Wide

Quarterly Comparison: Total Number of Sales

2nd Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	62	-33%	108	-4%	0	-	0	-	170	-17%
- Single Family	54	-37%	94	-9%	0	-	0	-	148	-22%
- Multi Family	1	-67%	4	33%	0	-	0	-	5	-17%
- Condo	7	75%	10	43%	0	-	0	-	17	55%
<b>Commercial</b>	3	-50%	2	-75%	0	-	0	-	5	-64%
<b>Land</b>	18	-10%	18	-42%	0	-	0	-	36	-29%
<b>Total</b>	83	-30%	128	-16%	0	-	0	-	211	-22%



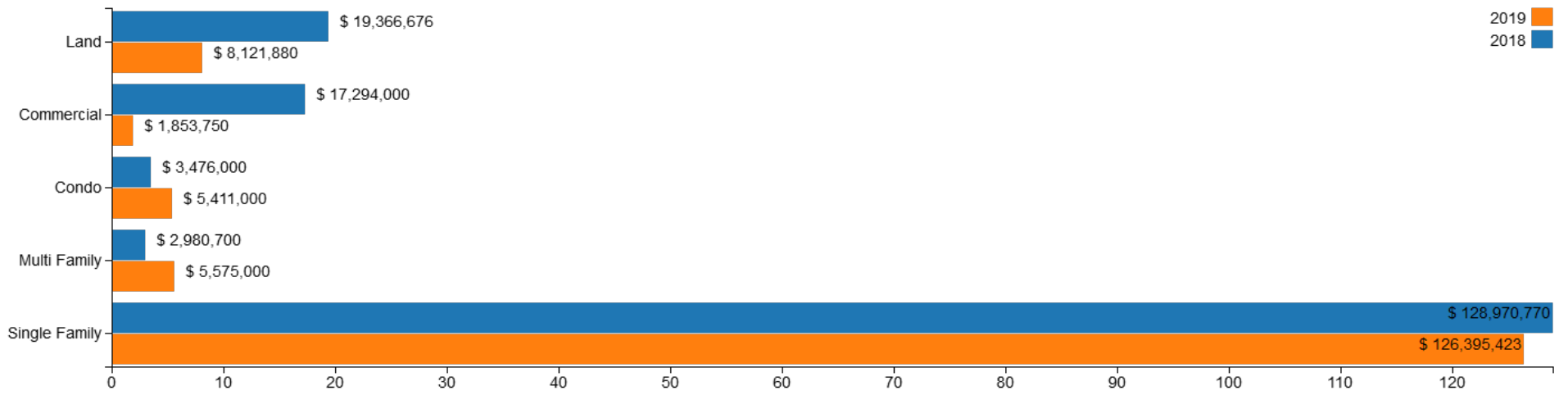


Island-Wide

Quarterly Comparison: Total Dollar Volume

2nd 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%	\$137,381,423	1%	-	-	-	-	\$255,139,149	8%
- Single Family	\$114,256,000	19%	\$126,395,423	-2%	-	-	-	-	\$240,651,423	7%
- Multi Family	\$1,200,000	-36%	\$5,575,000	87%	-	-	-	-	\$6,775,000	39%
- Condo	\$2,301,726	-3%	\$5,411,000	56%	-	-	-	-	\$7,712,726	32%
<b>Commercial</b>	\$1,575,000	-96%	\$1,853,750	-89%	-	-	-	-	\$3,428,750	-93%
<b>Land</b>	\$22,113,500	-10%	\$8,121,880	-58%	-	-	-	-	\$30,235,380	-31%
<b>Total</b>	\$141,446,226	-12%	\$147,357,053	-14%	\$0	-	\$0	-	\$288,803,279	-13%



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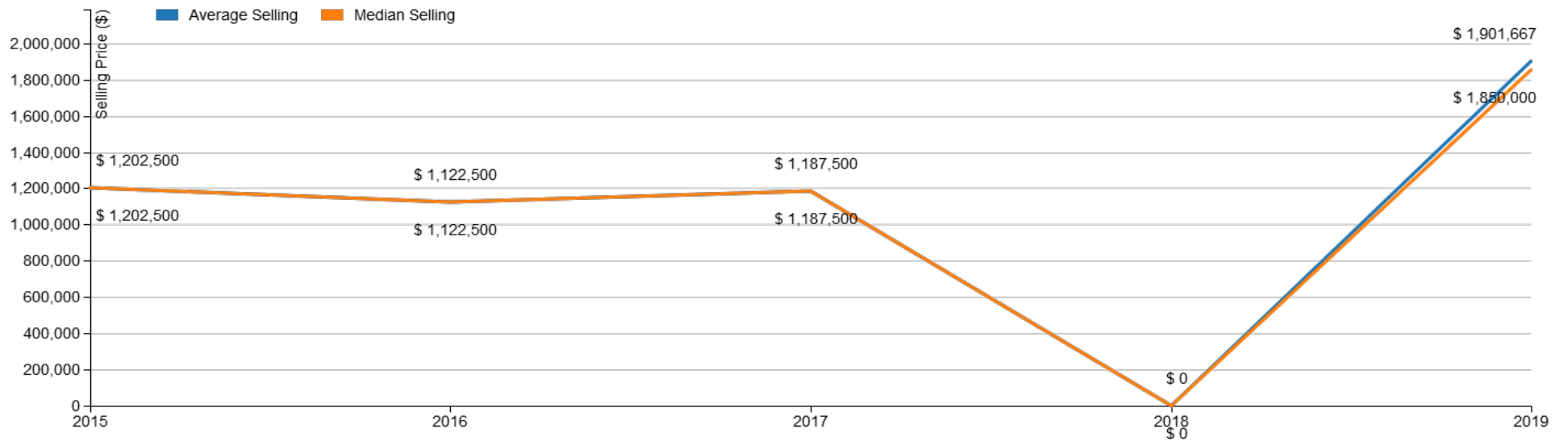
Aquinnah

Summary: Single/Multi-Family Sales

2nd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	2	-	\$1,202,500	-	\$1,202,500	-	71%	-	\$2,405,000	-	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	-	-	-	-	-	-	-	-	-	
2019	3	-	\$1,901,667	-	\$1,850,000	-	118%	-	\$5,705,000	-	324

## Average / Median Selling Price



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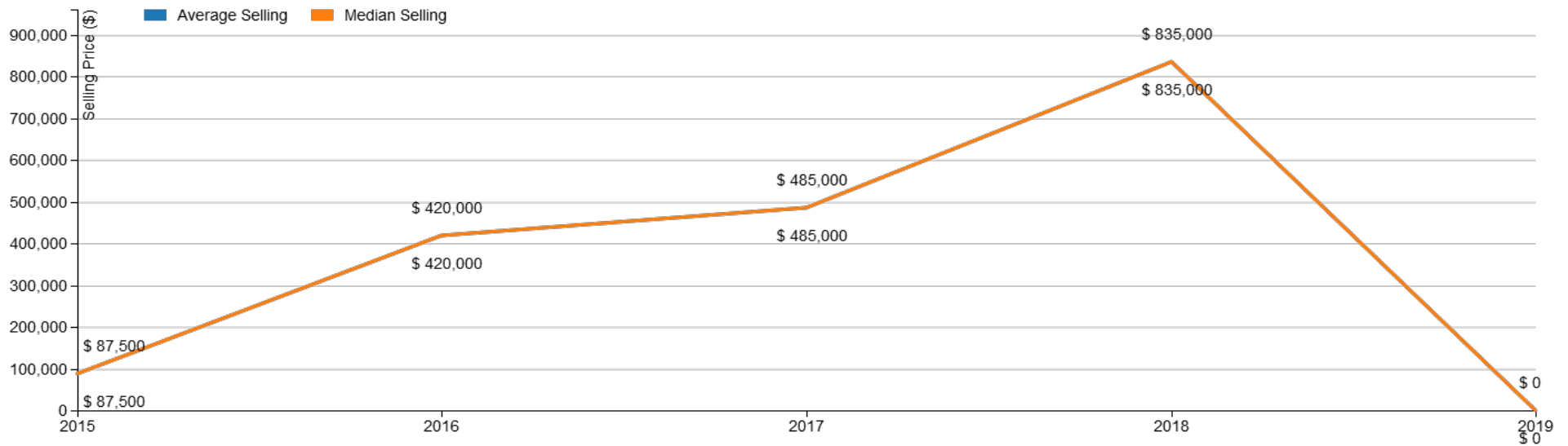
Aquinnah

Summary: Land Sales

2nd Quarter 2019

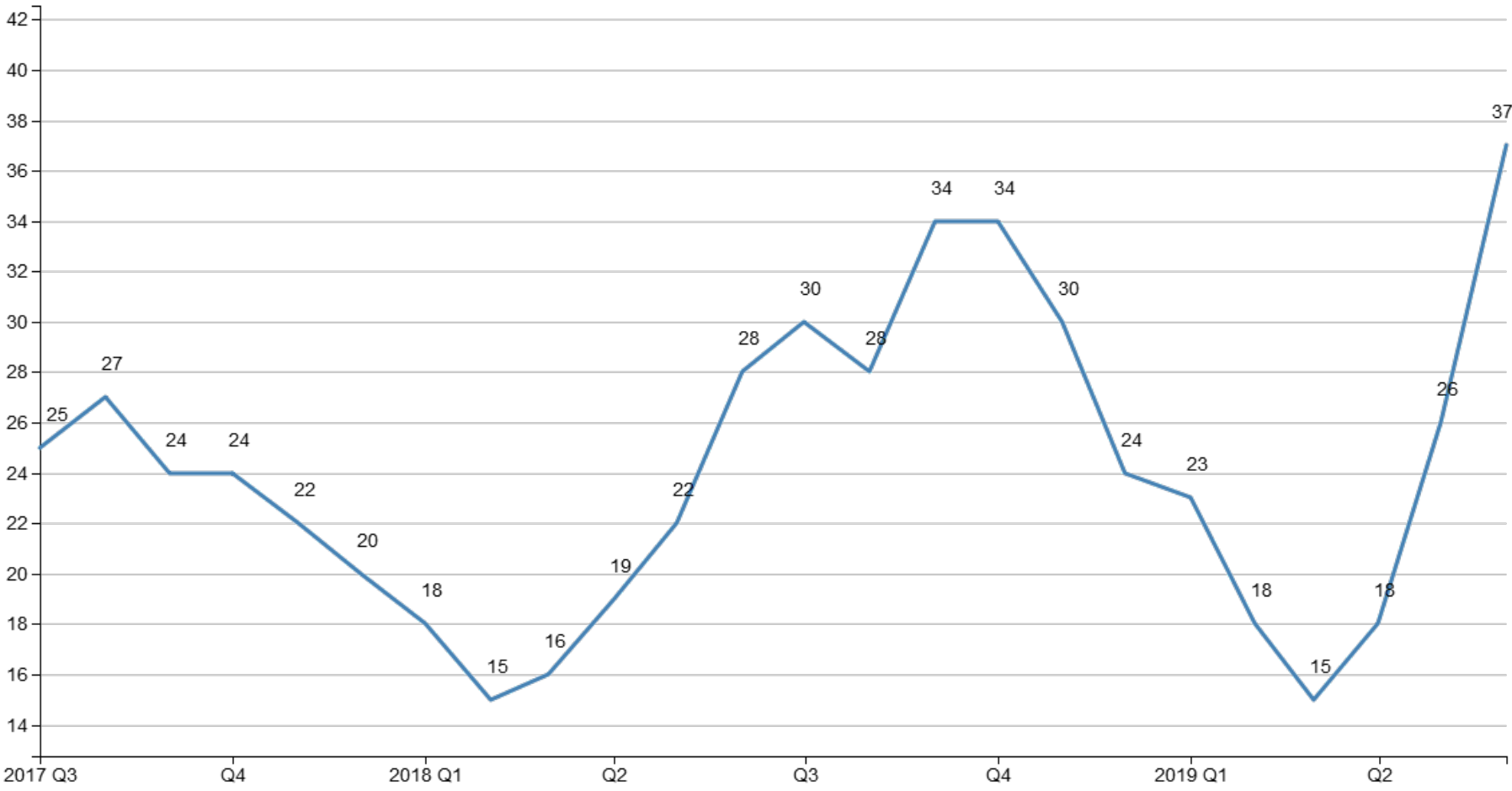
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	1	-	\$87,500	-	\$87,500	-	18%	-	\$87,500	-	56
2016	2	100%	\$420,000	380%	\$420,000	380%	89%	395%	\$840,000	860%	664
2017	1	-50%	\$485,000	15%	\$485,000	15%	129%	46%	\$485,000	-42%	298
2018	1	0%	\$835,000	72%	\$835,000	72%	110%	-15%	\$835,000	72%	
2019	0	-	-	-	-	-	-	-	-	-	

## Average / Median Selling Price





Aquinnah  
Inventory  
2nd Quarter 2019



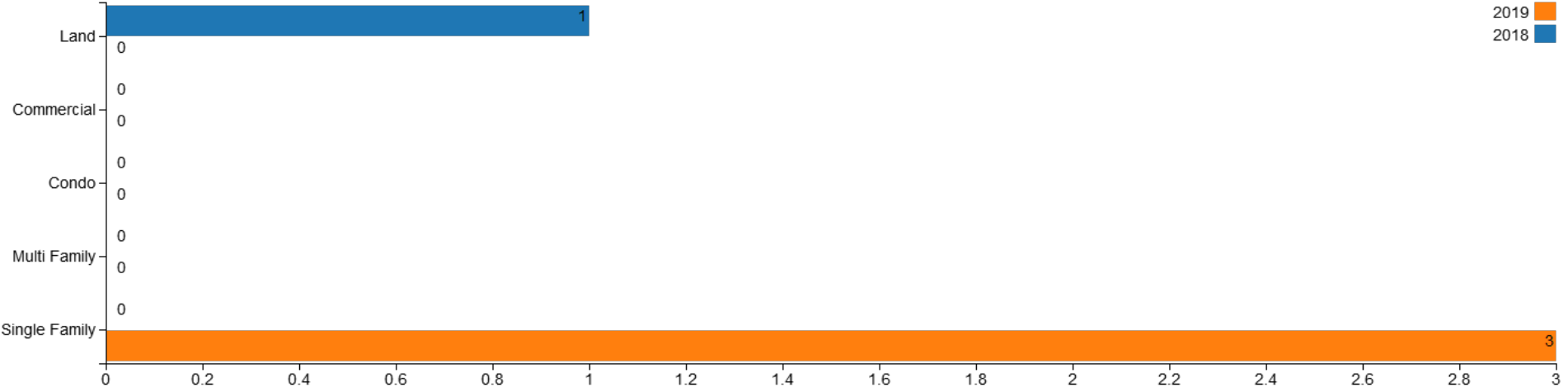


Aquinnah

Quarterly Comparison: Total Number of Sales

2nd Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	2	-	3	-	0	-	0	-	5	-
- Single Family	2	-	3	-	0	-	0	-	5	-
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	0	-	0	-	0	-	0	-	0	-
<b>Total</b>	2	100%	3	200%	0	-	0	-	5	150%



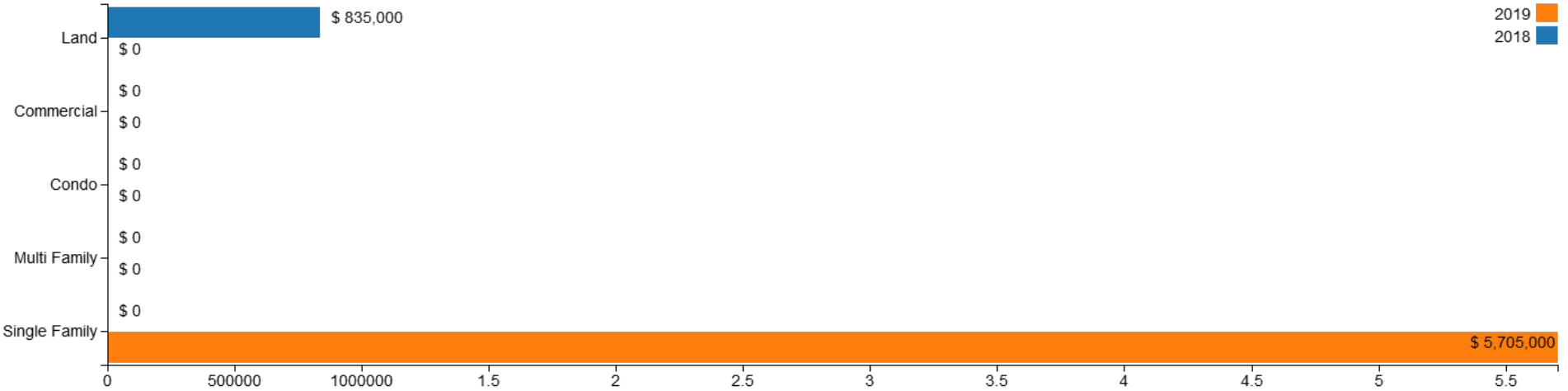


Aquinnah

Quarterly Comparison: Total Dollar Volume

2nd 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	-	-	-	-	-	\$8,430,000	-
- Single Family	\$2,725,000	-	\$5,705,000	-	-	-	-	-	\$8,430,000	-
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	\$2,725,000	1,919%	\$5,705,000	583%	\$0	-	\$0	-	\$8,430,000	769%





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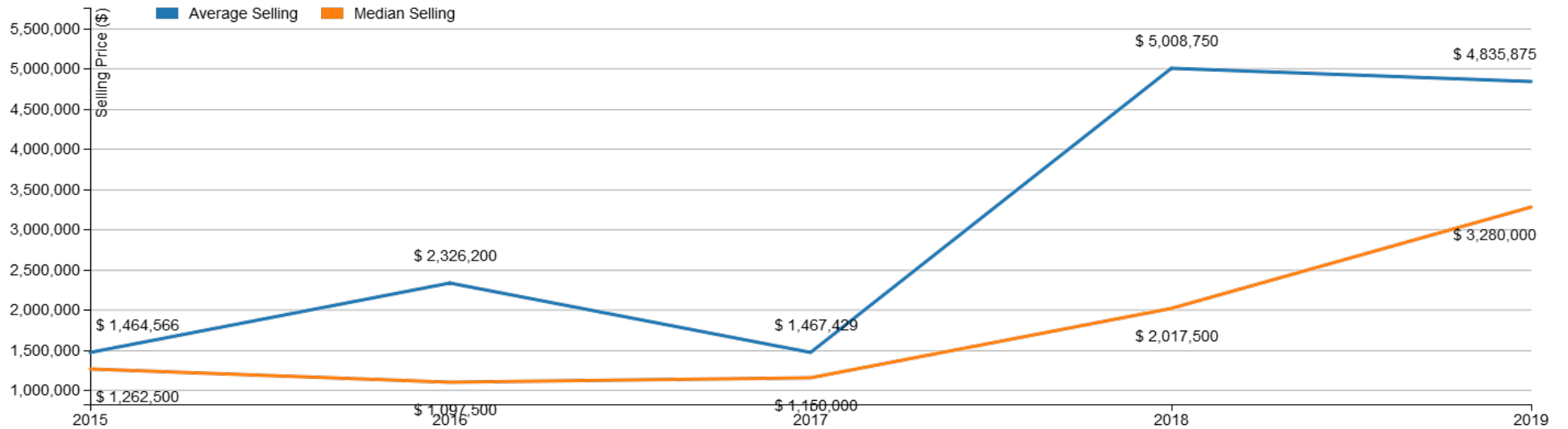
Chilmark

Summary: Single/Multi-Family Sales

2nd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	8	-	\$1,464,566	-	\$1,262,500	-	112%	-	\$11,716,529	-	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
2019	4	0%	\$4,835,875	-3%	\$3,280,000	63%	95%	-21%	\$19,343,500	-3%	335

## Average / Median Selling Price





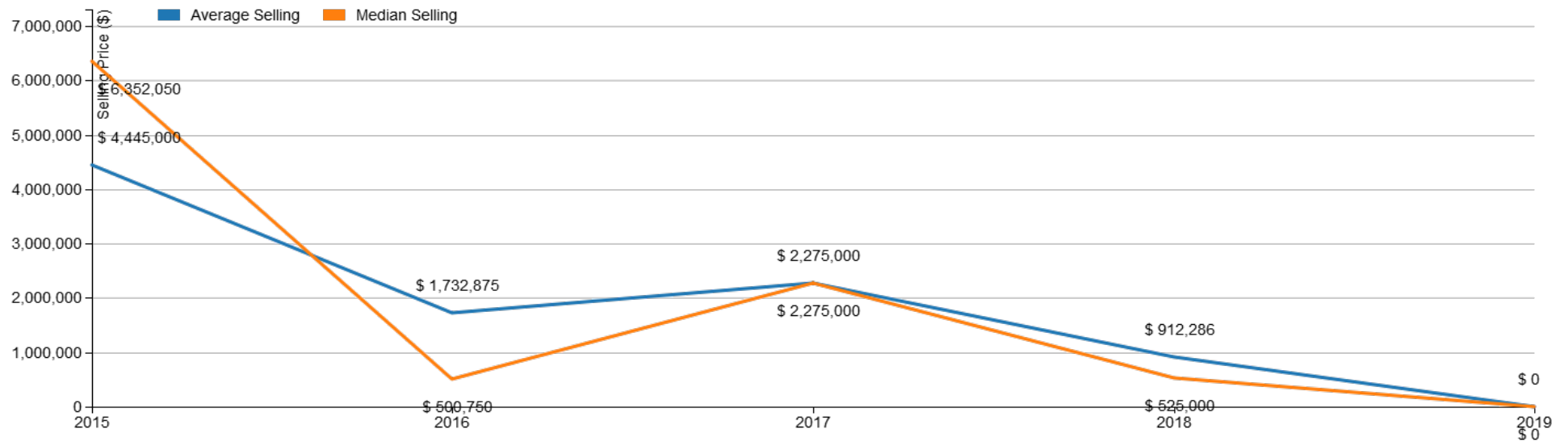
Chilmark

Summary: Land Sales

2nd Quarter 2019

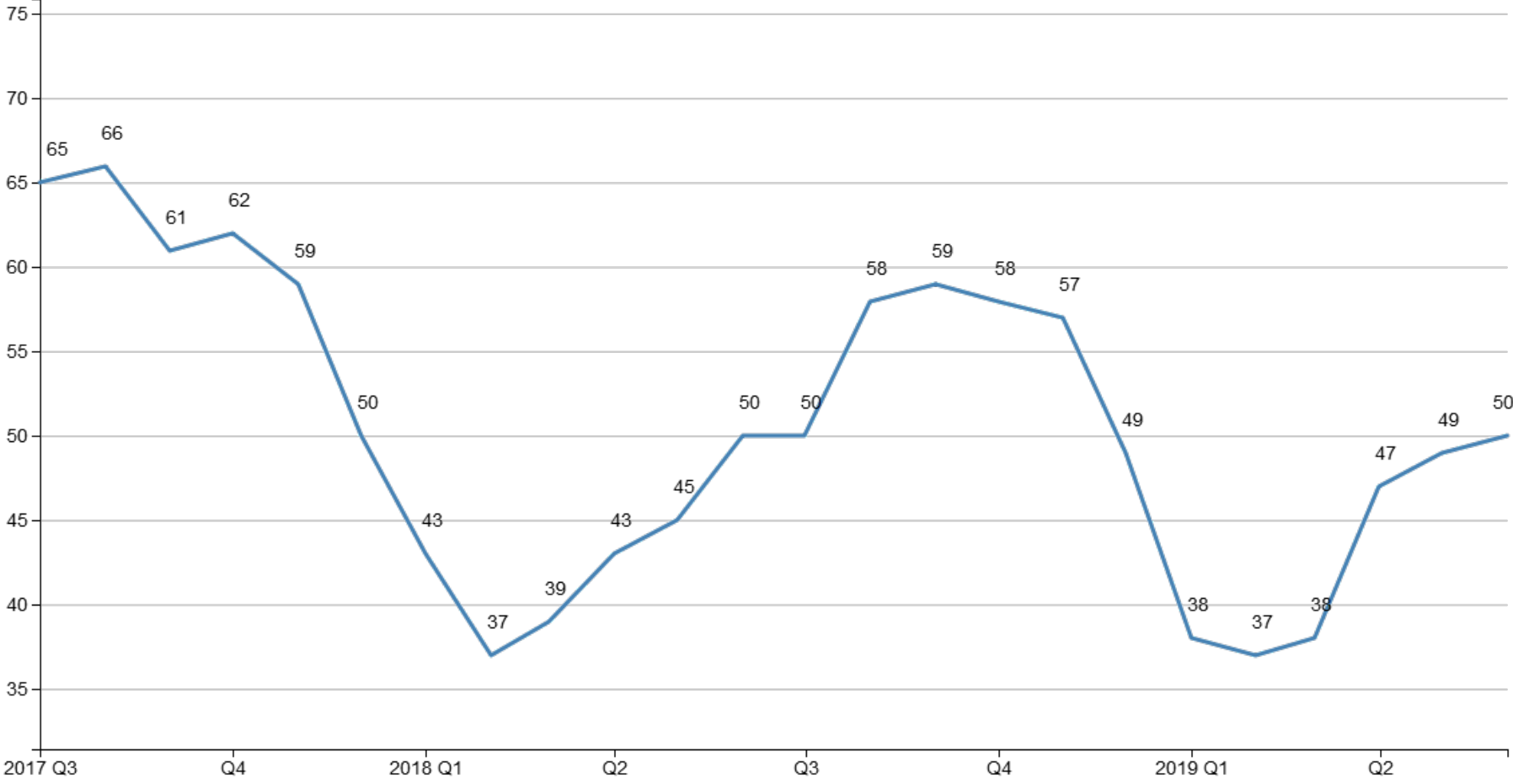
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	3	-	\$4,445,000	-	\$6,352,050	-	3,060%	-	\$13,335,000	-	321
2016	4	33%	\$1,732,875	-61%	\$500,750	-92%	136%	-96%	\$6,931,500	-48%	319
2017	2	-50%	\$2,275,000	31%	\$2,275,000	354%	103%	-25%	\$4,550,000	-34%	668
2018	7	250%	\$912,286	-60%	\$525,000	-77%	106%	3%	\$6,386,000	40%	381
2019	0	-	-	-	-	-	-	-	-	-	

### Average / Median Selling Price





Chilmark  
Inventory  
2nd Quarter 2019



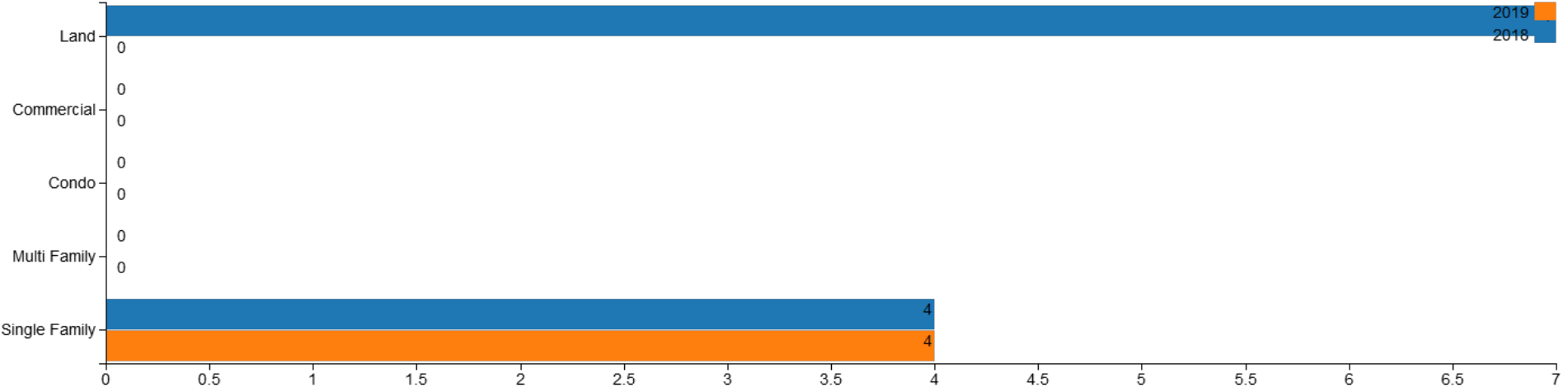


Chilmark

Quarterly Comparison: Total Number of Sales

2nd 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%	0	-	0	-	9	-25%
- Single Family	5	-38%	4	0%	0	-	0	-	9	-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>	3	-25%	0	-	0	-	0	-	3	-73%
<b>Total</b>	8	-33%	4	-64%	0	-	0	-	12	-48%



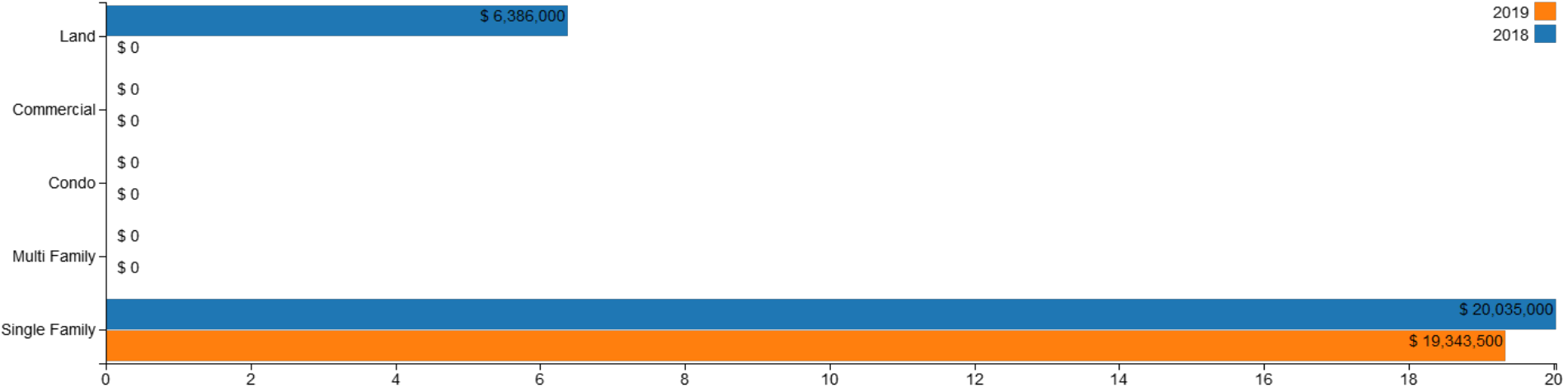


Chilmark

Quarterly Comparison: Total Dollar Volume

2nd 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%	-	-	-	-	\$25,958,500	-19%
- Single Family	\$6,615,000	-45%	\$19,343,500	-3%	-	-	-	-	\$25,958,500	-19%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$4,170,000	70%	-	-	-	-	-	-	\$4,170,000	-53%
<b>Total</b>	\$10,785,000	-25%	\$19,343,500	-27%	\$0	-	\$0	-	\$30,128,500	-26%





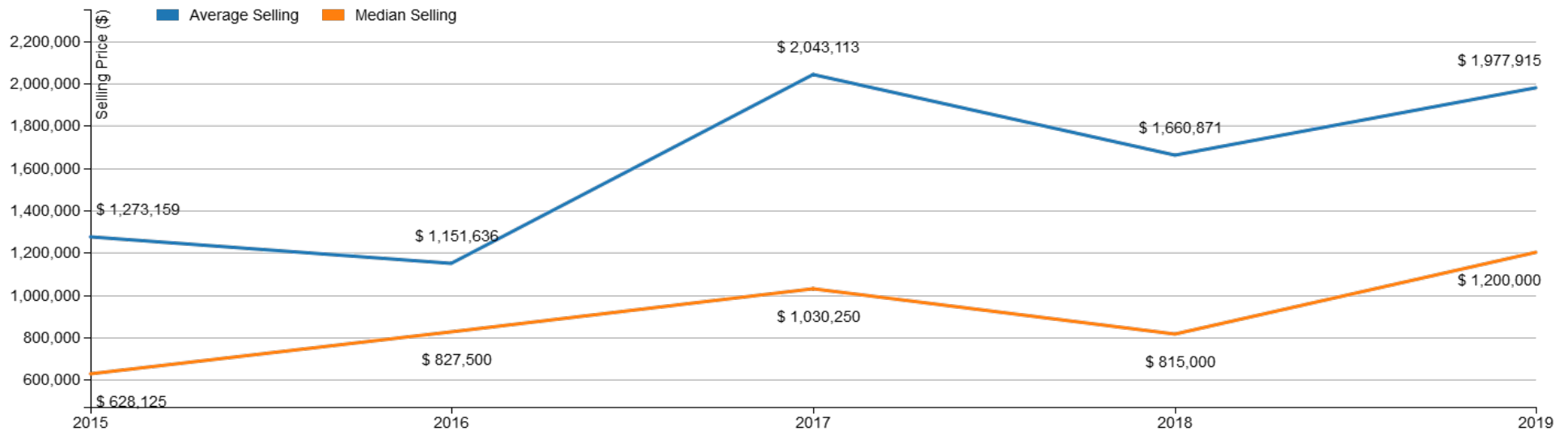
## Edgartown

### Summary: Single/Multi-Family Sales

#### 2nd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	32	-	\$1,273,159	-	\$628,125	-	137%	-	\$40,741,075	-	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	35	-8%	\$1,660,871	-19%	\$815,000	-21%	127%	-12%	\$58,130,500	-25%	197
2019	27	-23%	\$1,977,915	19%	\$1,200,000	47%	129%	1%	\$53,403,700	-8%	294

#### Average / Median Selling Price





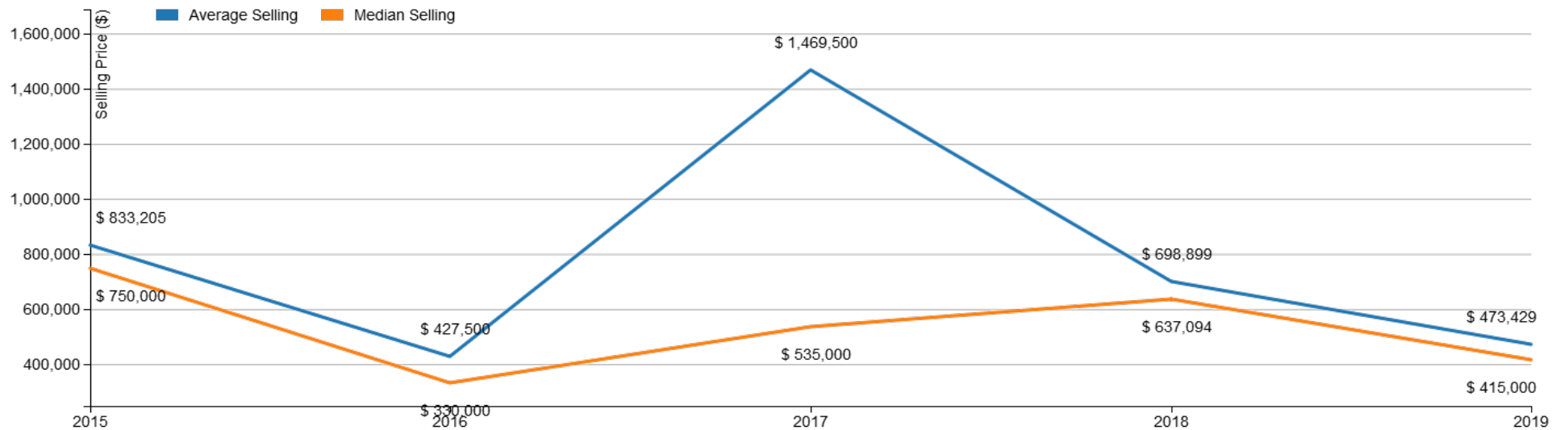
## Edgartown

### Summary: Land Sales

#### 2nd Quarter 2019

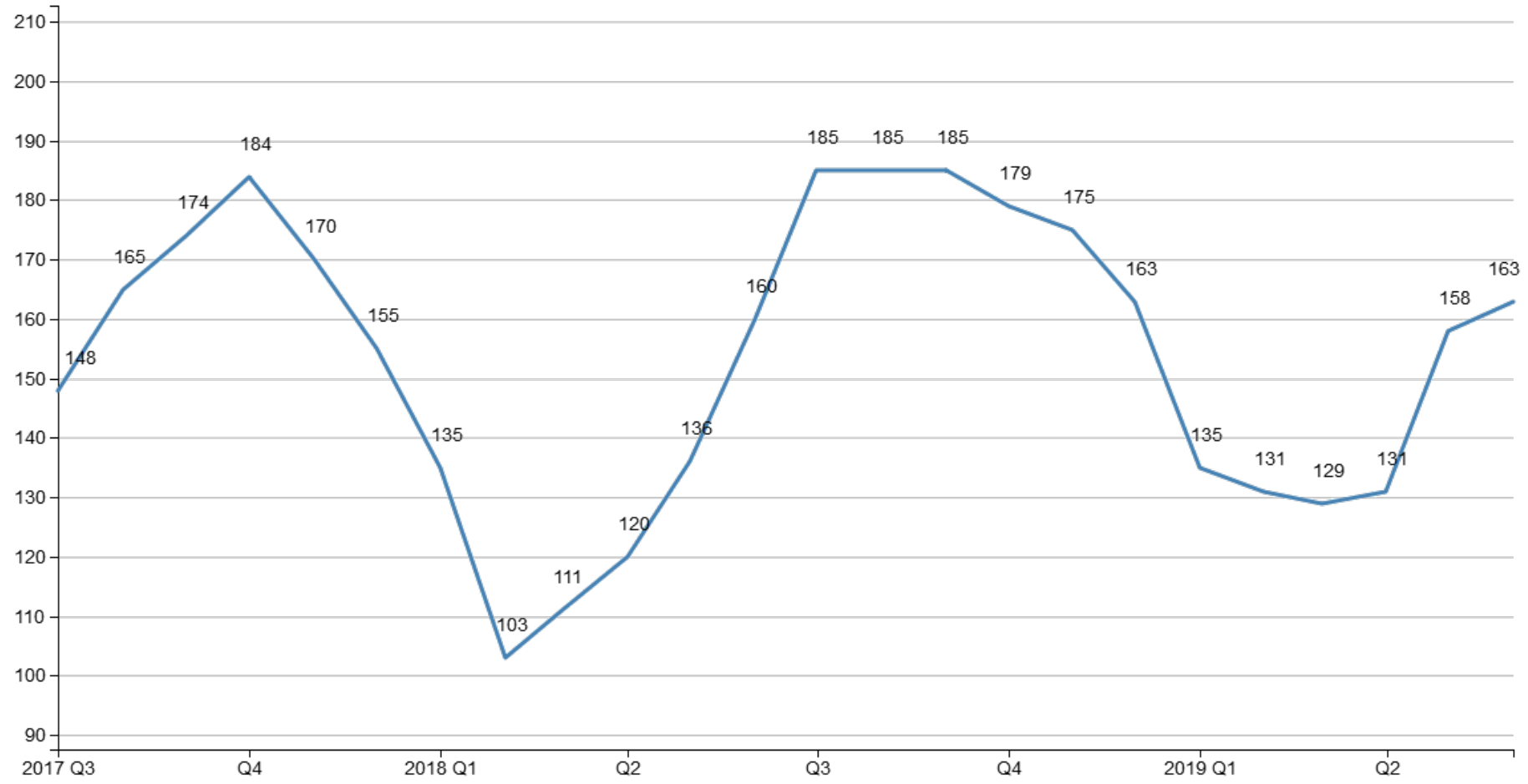
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	11	-	\$833,205	-	\$750,000	-	129%	-	\$9,165,250	-	482
2016	6	-45%	\$427,500	-49%	\$330,000	-56%	100%	-23%	\$2,565,000	-72%	404
2017	7	17%	\$1,469,500	244%	\$535,000	62%	152%	53%	\$10,286,500	301%	425
2018	10	43%	\$698,899	-52%	\$637,094	19%	137%	-10%	\$6,988,988	-32%	256
2019	7	-30%	\$473,429	-32%	\$415,000	-35%	134%	-2%	\$3,314,000	-53%	260

#### Average / Median Selling Price





Edgartown  
Inventory  
2nd Quarter 2019





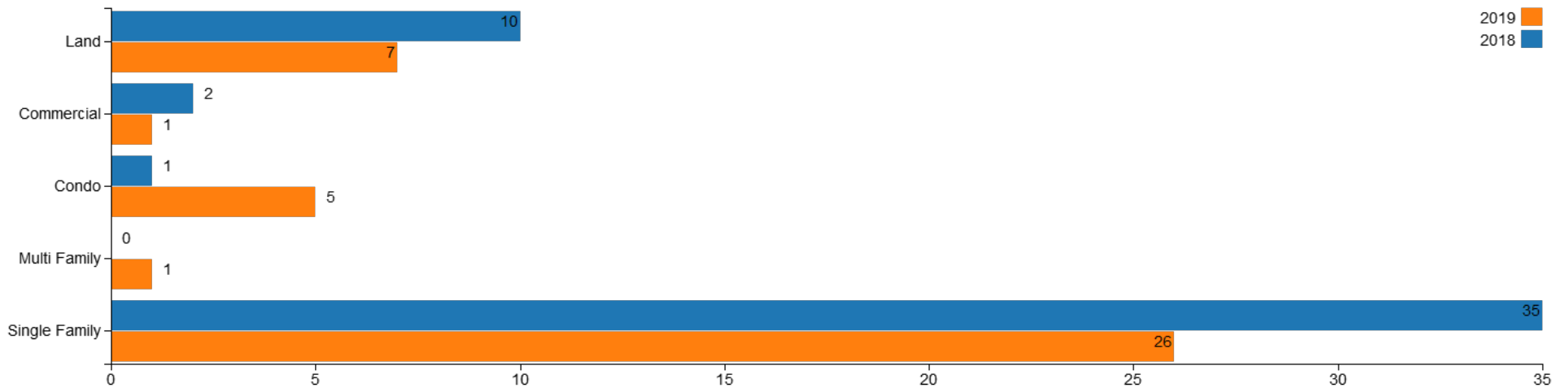


## Edgartown

### Quarterly Comparison: Total Number of Sales

2nd Quarter 2019

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	14	-52%	32	-11%	0	-	0	-	46	-29%
- Single Family	13	-50%	26	-26%	0	-	0	-	39	-36%
- Multi Family	0	-	1	-	0	-	0	-	1	-
- Condo	1	-67%	5	400%	0	-	0	-	6	50%
<b>Commercial</b>	2	-50%	1	-50%	0	-	0	-	3	-50%
<b>Land</b>	5	0%	7	-30%	0	-	0	-	12	-20%
<b>Total</b>	21	-45%	40	-17%	0	-	0	-	61	-29%



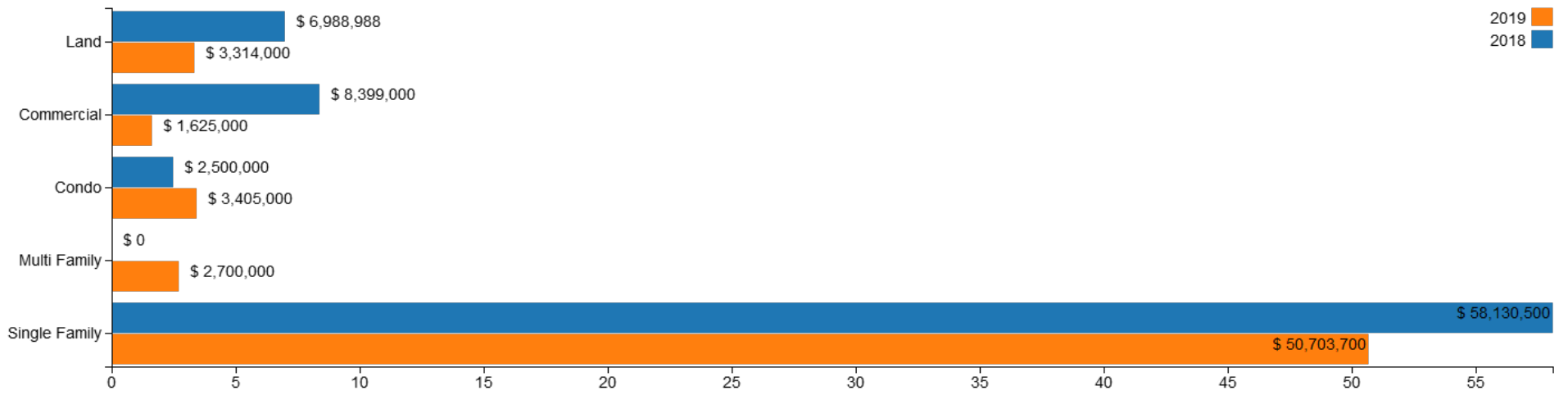


## Edgartown

### Quarterly Comparison: Total Dollar Volume

2nd 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%	\$56,808,700	-6%	-	-	-	-	\$97,953,200	-6%
- Single Family	\$40,344,500	-4%	\$50,703,700	-13%	-	-	-	-	\$91,048,200	-9%
- Multi Family	-	-	\$2,700,000	-	-	-	-	-	\$2,700,000	-
- Condo	\$800,000	-59%	\$3,405,000	36%	-	-	-	-	\$4,205,000	-5%
<b>Commercial</b>	\$1,160,000	-97%	\$1,625,000	-81%	-	-	-	-	\$2,785,000	-93%
<b>Land</b>	\$13,000,000	-8%	\$3,314,000	-53%	-	-	-	-	\$16,314,000	-23%
<b>Total</b>	\$55,304,500	-40%	\$61,747,700	-19%	\$0	-	\$0	-	\$117,052,200	-30%



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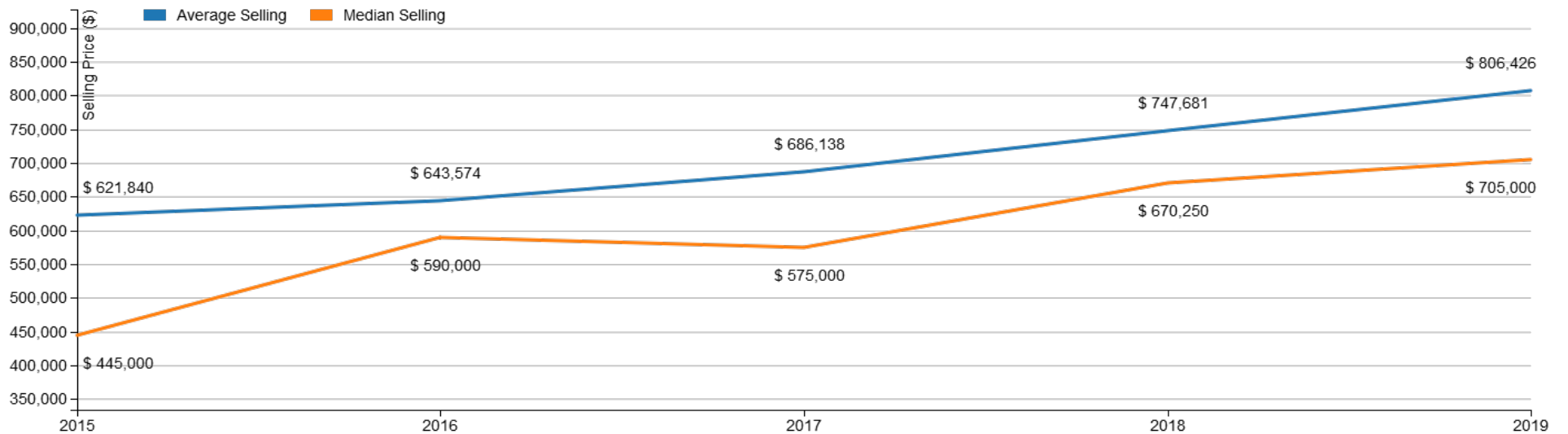
## Oak Bluffs

### Summary: Single/Multi-Family Sales

#### 2nd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	25	-	\$621,840	-	\$445,000	-	112%	-	\$15,546,000	-	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
2019	27	-29%	\$806,426	8%	\$705,000	5%	129%	-10%	\$21,773,500	-23%	256

### Average / Median Selling Price



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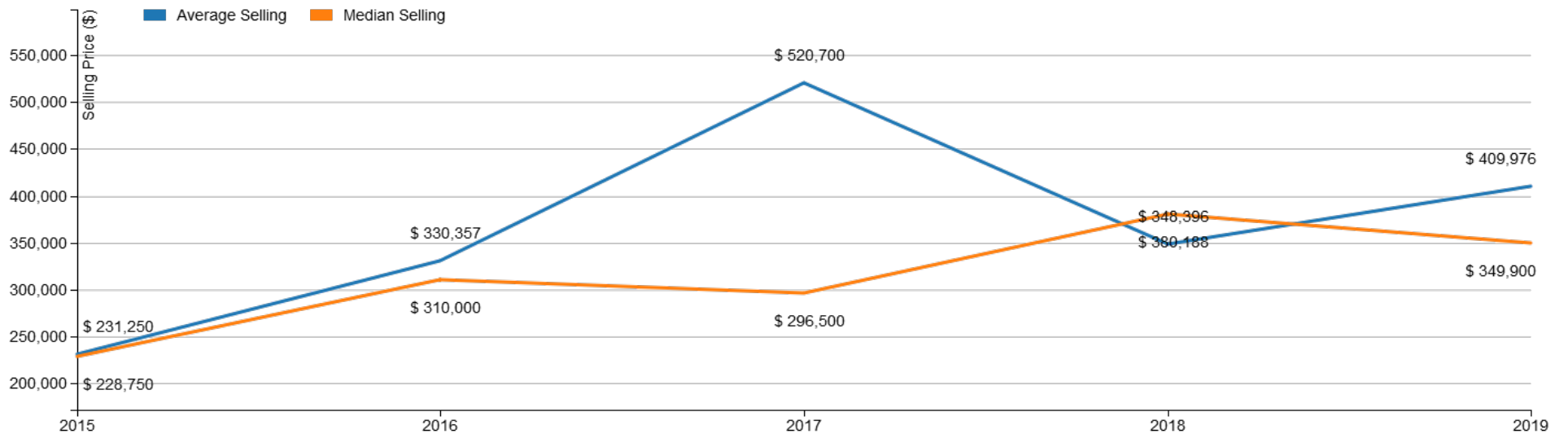
Oak Bluffs

Summary: Land Sales

2nd Quarter 2019

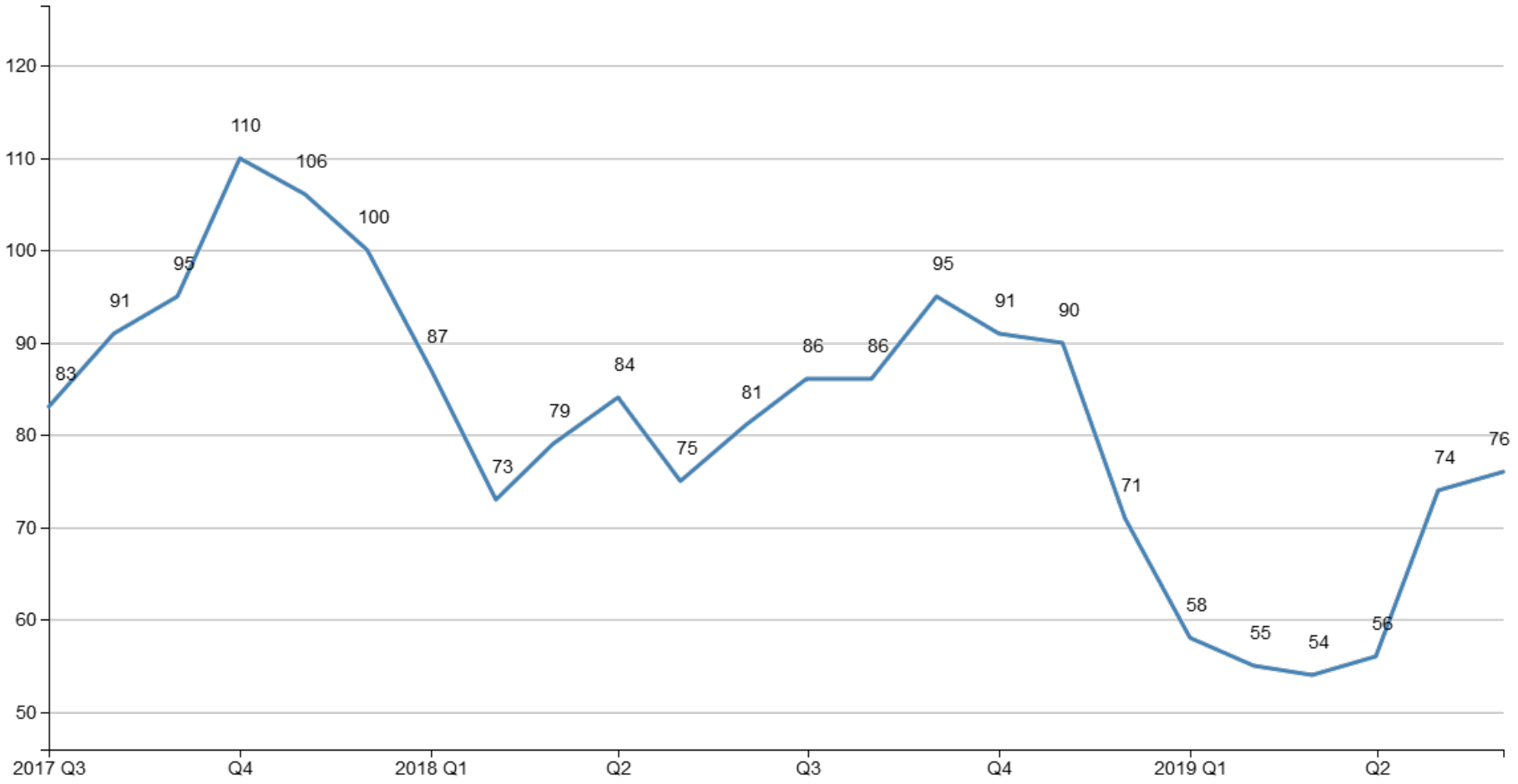
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	6	-	\$231,250	-	\$228,750	-	94%	-	\$1,387,500	-	949
2016	7	17%	\$330,357	43%	\$310,000	36%	113%	20%	\$2,312,500	67%	318
2017	5	-29%	\$520,700	58%	\$296,500	-4%	336%	198%	\$2,603,500	13%	391
2018	3	-40%	\$348,396	-33%	\$380,188	28%	106%	-69%	\$1,045,188	-60%	148
2019	5	67%	\$409,976	18%	\$349,900	-8%	121%	15%	\$2,049,880	96%	241

## Average / Median Selling Price





Oak Bluffs  
Inventory  
2nd Quarter 2019



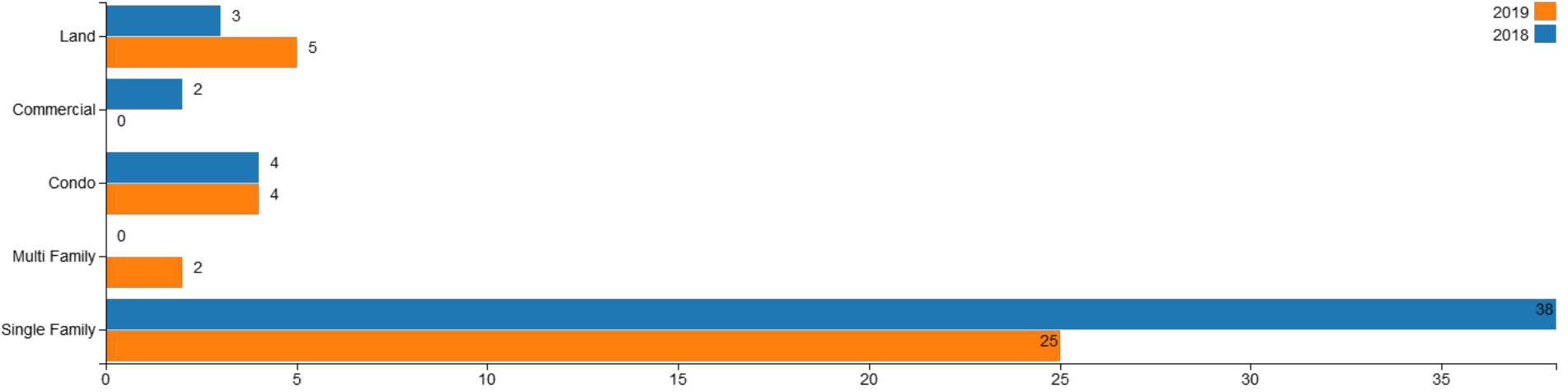


Oak Bluffs

Quarterly Comparison: Total Number of Sales

2nd 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%	0	-	0	-	49	-31%
- Single Family	15	-46%	25	-34%	0	-	0	-	40	-39%
- Multi Family	0	-	2	-	0	-	0	-	2	-
- Condo	3	200%	4	0%	0	-	0	-	7	40%
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	4	100%	5	67%	0	-	0	-	9	80%
<b>Total</b>	22	-31%	36	-23%	0	-	0	-	58	-27%



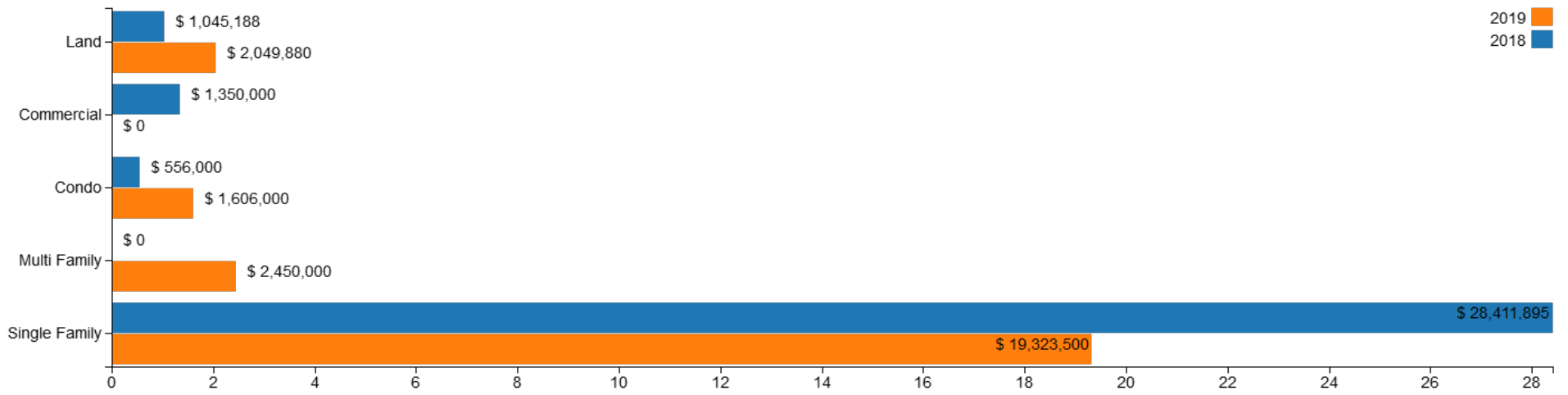


## Oak Bluffs

### Quarterly Comparison: Total Dollar Volume

2nd 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%	-	-	-	-	\$37,257,500	-22%
- Single Family	\$13,061,500	-29%	\$19,323,500	-32%	-	-	-	-	\$32,385,000	-31%
- Multi Family	-	-	\$2,450,000	-	-	-	-	-	\$2,450,000	-
- Condo	\$816,500	90%	\$1,606,000	189%	-	-	-	-	\$2,422,500	146%
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$2,313,500	76%	\$2,049,880	96%	-	-	-	-	\$4,363,380	85%
<b>Total</b>	\$16,191,500	-23%	\$25,429,380	-19%	\$0	-	\$0	-	\$41,620,880	-21%



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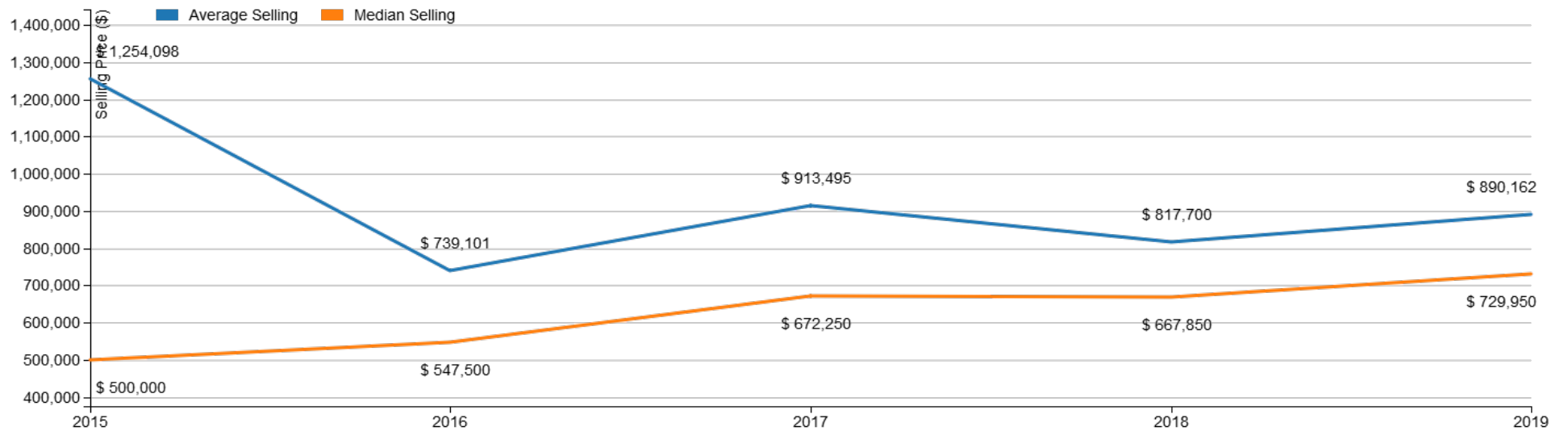
## Vineyard Haven

### Summary: Single/Multi-Family Sales

#### 2nd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	15	-	\$1,254,098	-	\$500,000	-	117%	-	\$18,811,464	-	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	20	-9%	\$817,700	-10%	\$667,850	-1%	144%	8%	\$16,354,000	-19%	169
2019	26	30%	\$890,162	9%	\$729,950	9%	125%	-14%	\$23,144,223	42%	282

### Average / Median Selling Price



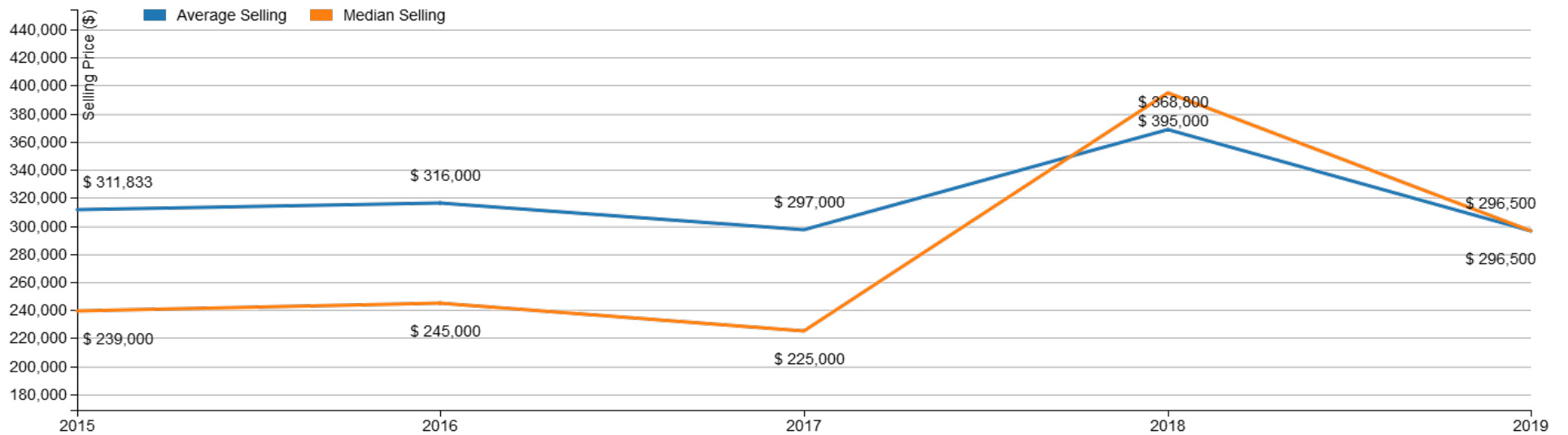


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## Vineyard Haven Summary: Land Sales 2nd Quarter 2019

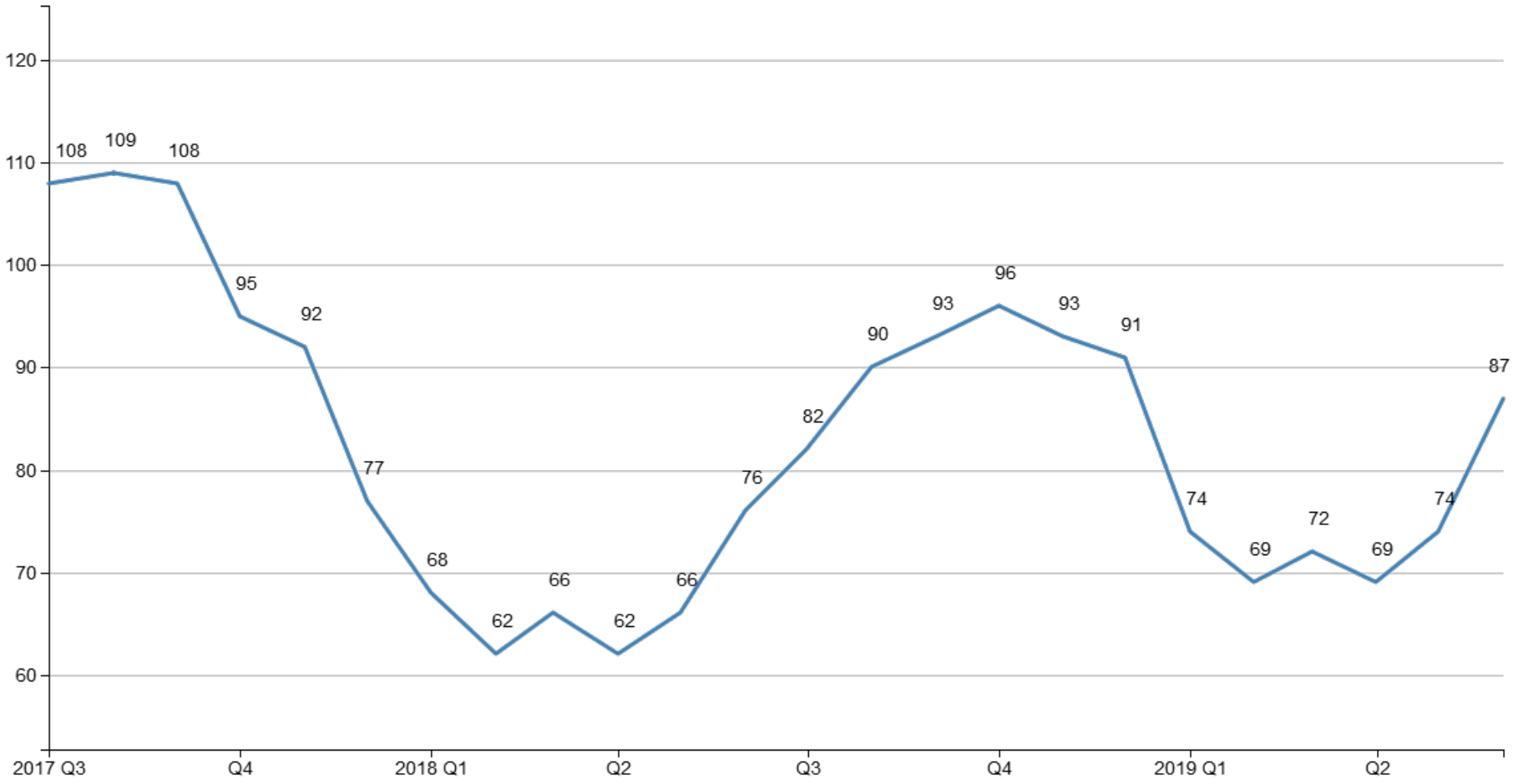
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	6	-	\$311,833	-	\$239,000	-	111%	-	\$1,871,000	-	427
2016	5	-17%	\$316,000	1%	\$245,000	3%	112%	1%	\$1,580,000	-16%	345
2017	5	0%	\$297,000	-6%	\$225,000	-8%	101%	-9%	\$1,485,000	-6%	269
2018	5	0%	\$368,800	24%	\$395,000	76%	125%	23%	\$1,844,000	24%	159
2019	2	-60%	\$296,500	-20%	\$296,500	-25%	102%	-18%	\$593,000	-68%	70

### Average / Median Selling Price





Vineyard Haven  
Inventory  
2nd Quarter 2019



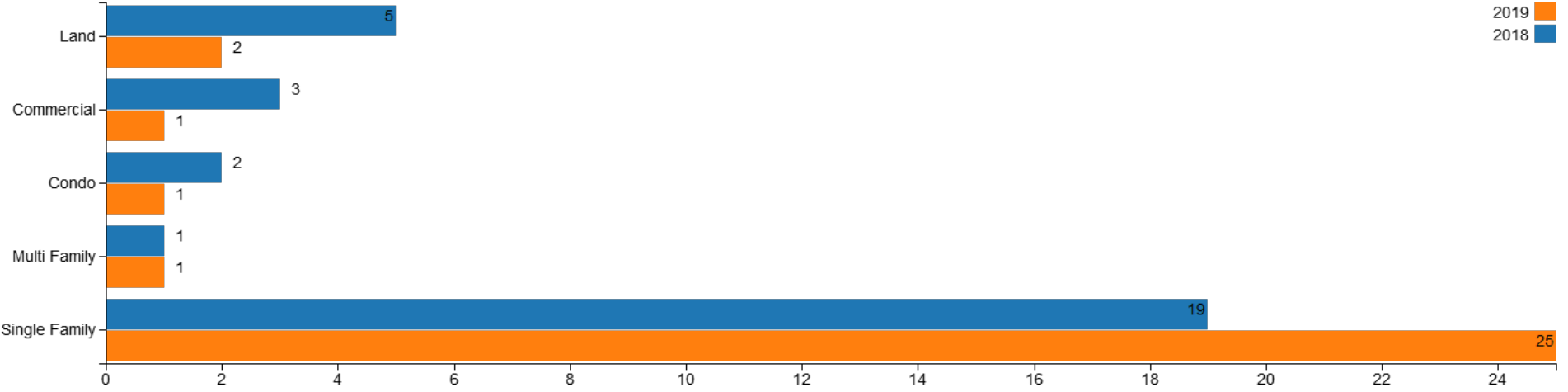


Vineyard Haven

Quarterly Comparison: Total Number of Sales

2nd 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%	0	-	0	-	43	10%
- Single Family	13	-7%	25	32%	0	-	0	-	38	15%
- Multi Family	0	-	1	0%	0	-	0	-	1	-75%
- Condo	3	-	1	-50%	0	-	0	-	4	100%
<b>Commercial</b>	1	0%	1	-67%	0	-	0	-	2	-50%
<b>Land</b>	3	-25%	2	-60%	0	-	0	-	5	-44%
<b>Total</b>	20	-9%	30	0%	0	-	0	-	50	-4%



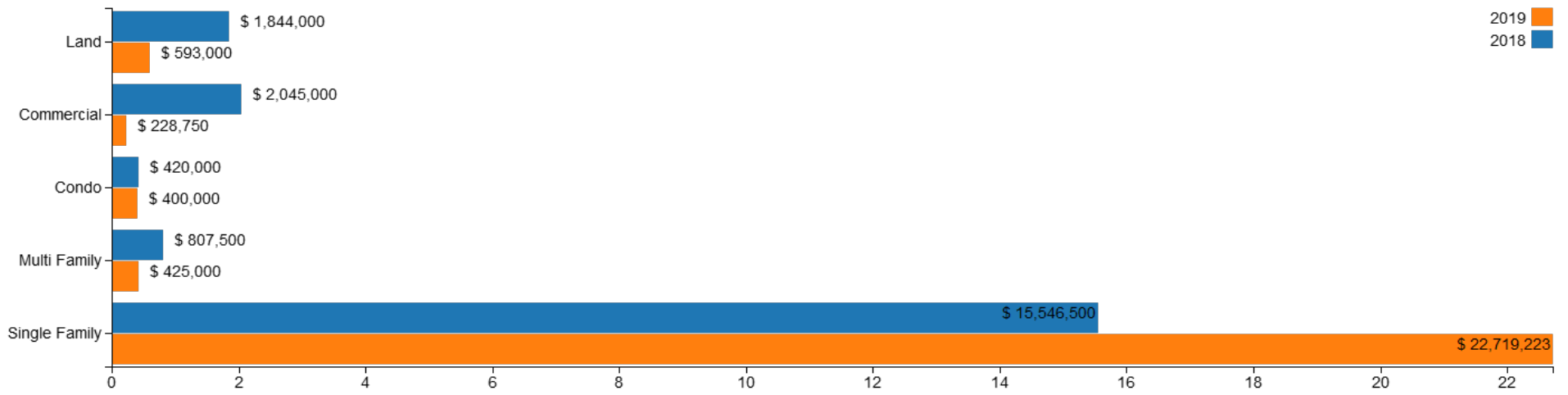


## Vineyard Haven

### Quarterly Comparison: Total Dollar Volume

2nd 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%	-	-	-	-	\$38,144,449	24%
- Single Family	\$13,915,000	16%	\$22,719,223	46%	-	-	-	-	\$36,634,223	33%
- Multi Family	-	-	\$425,000	-47%	-	-	-	-	\$425,000	-84%
- Condo	\$685,226	-	\$400,000	-5%	-	-	-	-	\$1,085,226	158%
<b>Commercial</b>	\$415,000	-56%	\$228,750	-89%	-	-	-	-	\$643,750	-78%
<b>Land</b>	\$1,305,000	-13%	\$593,000	-68%	-	-	-	-	\$1,898,000	-43%
<b>Total</b>	\$16,320,226	0%	\$24,365,973	18%	\$0	-	\$0	-	\$40,686,199	10%



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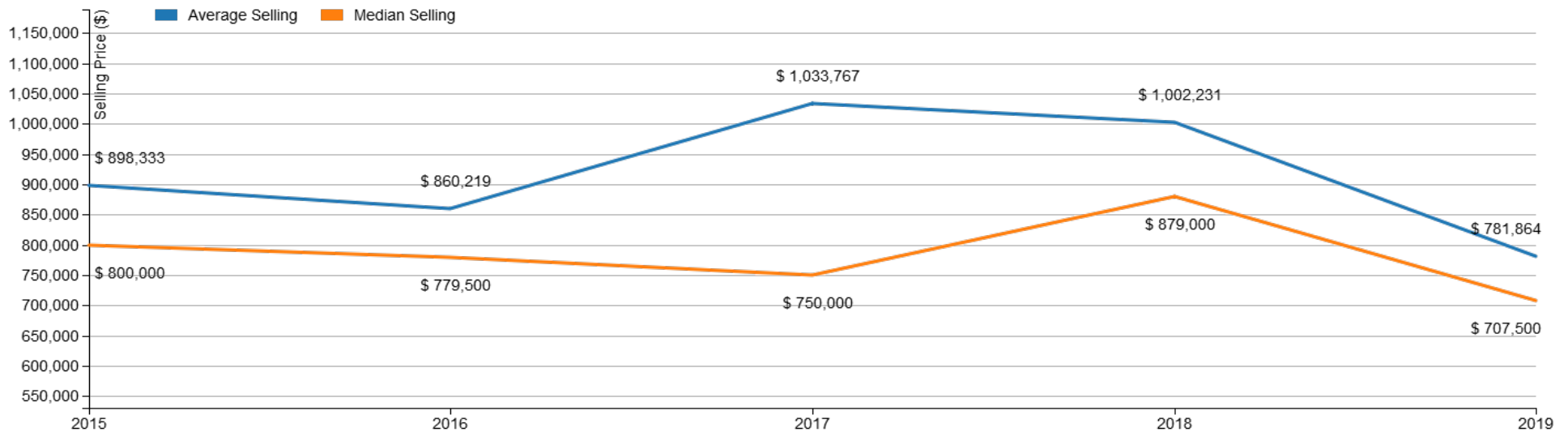
West Tisbury

Summary: Single/Multi-Family Sales

2nd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	6	-	\$898,333	-	\$800,000	-	111%	-	\$5,390,000	-	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
2019	11	22%	\$781,864	-22%	\$707,500	-20%	115%	-10%	\$8,600,500	-5%	196

## Average / Median Selling Price

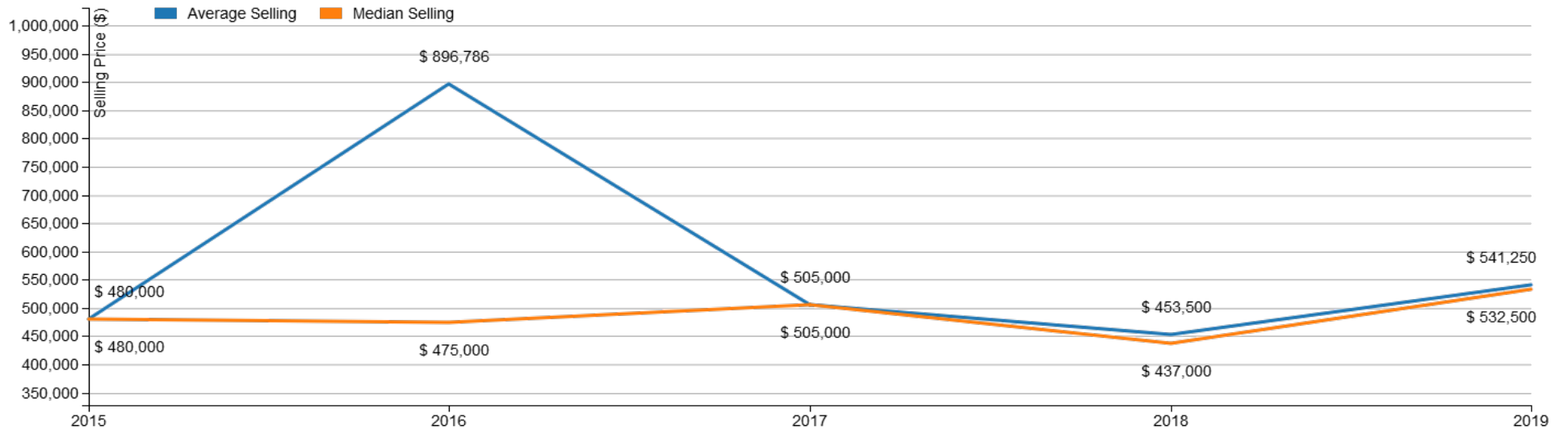


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## West Tisbury Summary: Land Sales 2nd Quarter 2019

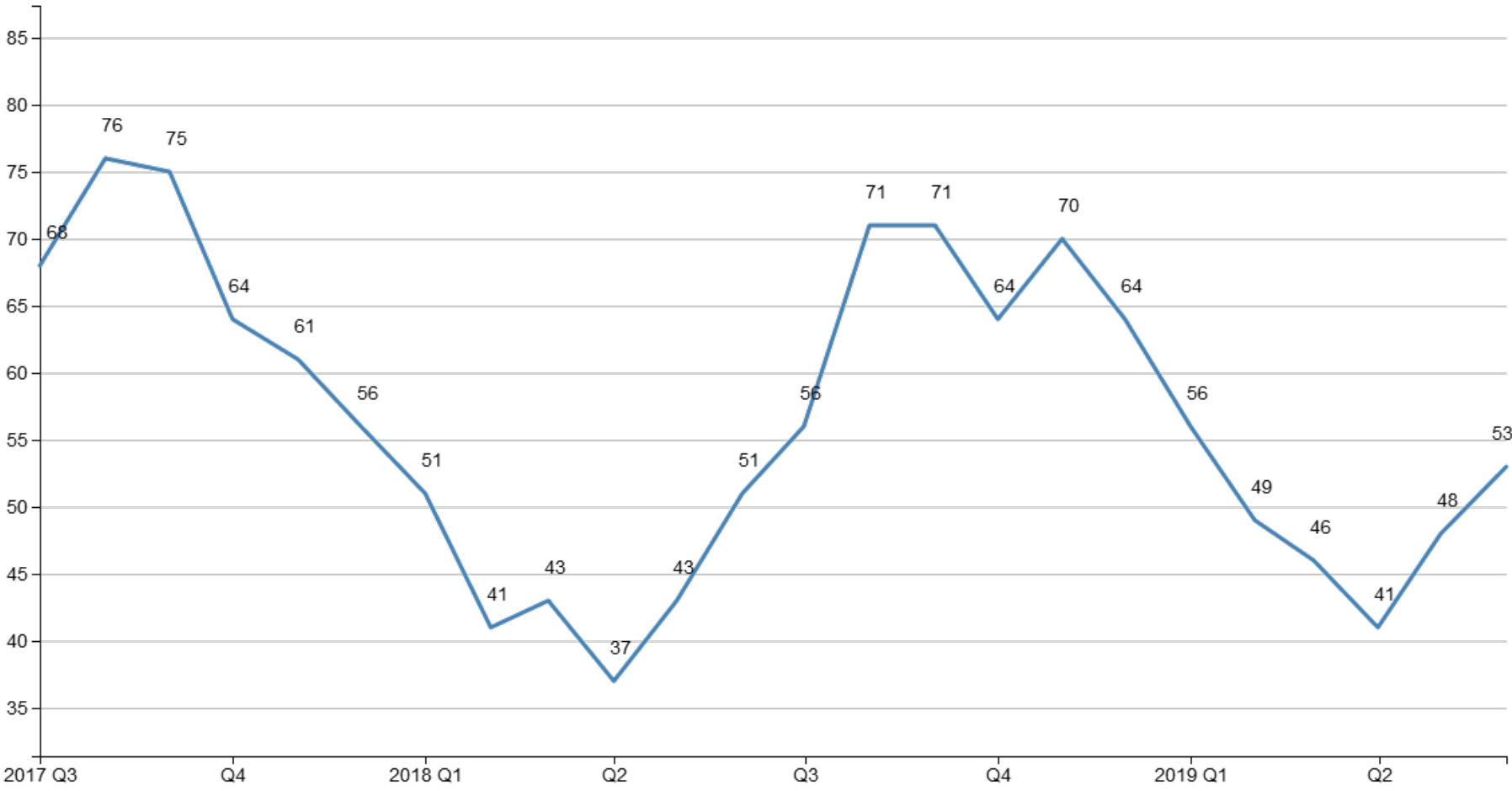
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	1	-	\$480,000	-	\$480,000	-	-	-	\$480,000	-	1,718
2016	7	600%	\$896,786	87%	\$475,000	-1%	113%	-	\$6,277,500	1,208%	744
2017	2	-71%	\$505,000	-44%	\$505,000	6%	122%	8%	\$1,010,000	-84%	375
2018	5	150%	\$453,500	-10%	\$437,000	-13%	104%	-15%	\$2,267,500	125%	480
2019	4	-20%	\$541,250	19%	\$532,500	22%	91%	-13%	\$2,165,000	-5%	198

### Average / Median Selling Price





West Tisbury  
Inventory  
2nd Quarter 2019



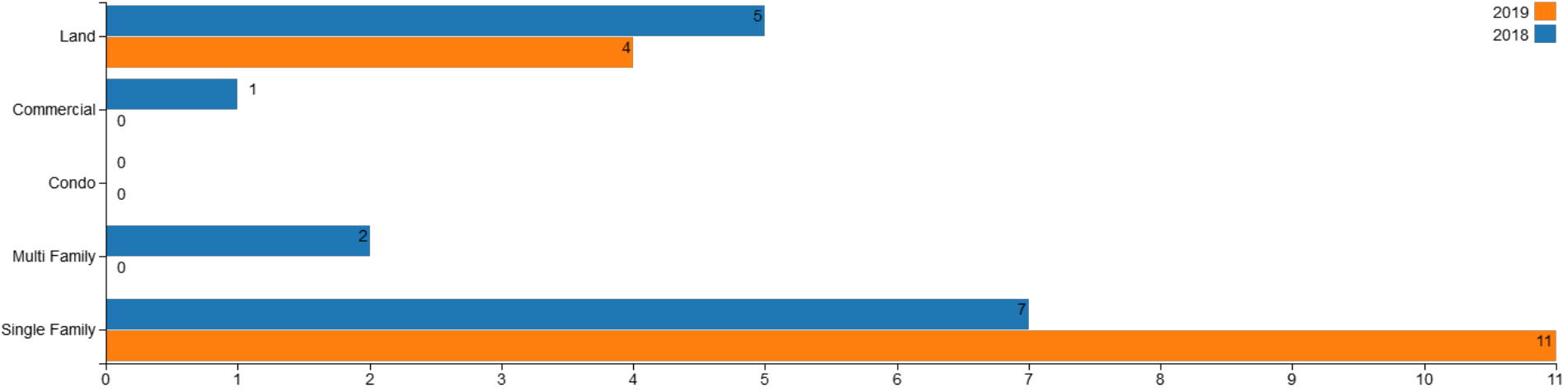


West Tisbury

Quarterly Comparison: Total Number of Sales

2nd 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%	0	-	0	-	18	-5%
- Single Family	6	-40%	11	57%	0	-	0	-	17	0%
- Multi Family	1	-	0	-	0	-	0	-	1	-50%
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	3	-25%	4	-20%	0	-	0	-	7	-22%
<b>Total</b>	10	-29%	15	0%	0	-	0	-	25	-14%







West Tisbury

Quarterly Comparison: Total Dollar Volume

2nd 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%	-	-	-	-	\$47,395,500	133%
- Single Family	\$37,595,000	232%	\$8,600,500	26%	-	-	-	-	\$46,195,500	154%
- Multi Family	\$1,200,000	-	-	-	-	-	-	-	\$1,200,000	-45%
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$1,325,000	-73%	\$2,165,000	-5%	-	-	-	-	\$3,490,000	-52%
<b>Total</b>	\$40,120,000	146%	\$10,765,500	-36%	\$0	-	\$0	-	\$50,885,500	54%

