

LINK

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



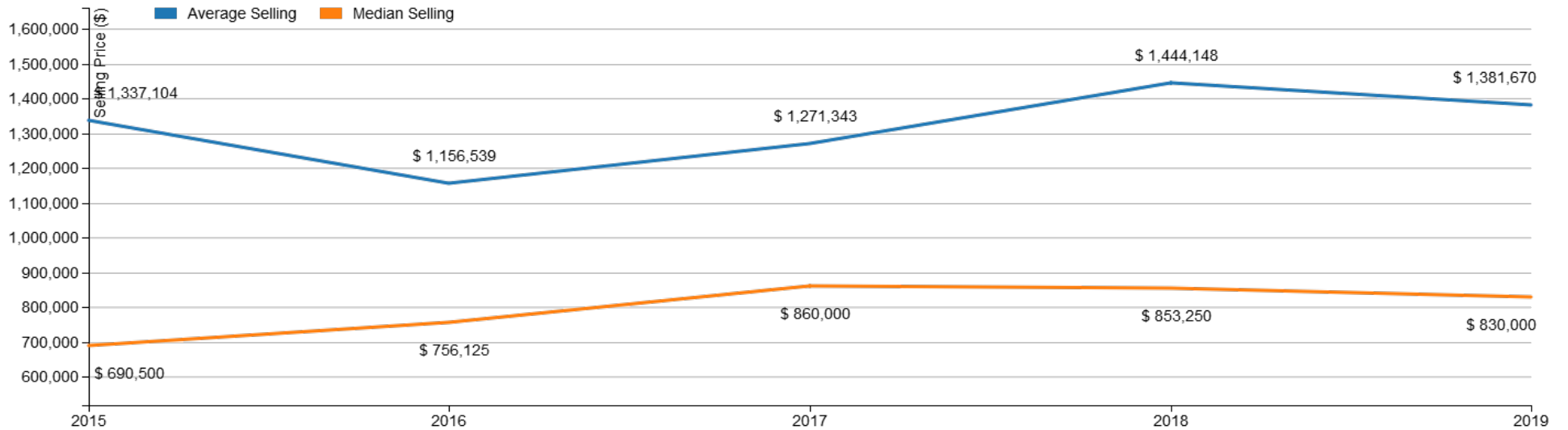
Island-Wide

Summary: Single/Multi-Family Sales

3rd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	124	-	\$1,337,104	-	\$690,500	-	130%	-	\$165,800,860	-	309
2016	106	-15%	\$1,156,539	-14%	\$756,125	10%	125%	-4%	\$122,593,100	-26%	229
2017	105	-1%	\$1,271,343	10%	\$860,000	14%	120%	-4%	\$133,491,065	9%	232
2018	96	-9%	\$1,444,148	14%	\$853,250	-1%	128%	6%	\$138,638,186	4%	193
2019	102	6%	\$1,381,670	-4%	\$830,000	-3%	131%	2%	\$140,930,340	2%	248

### Average / Median Selling Price

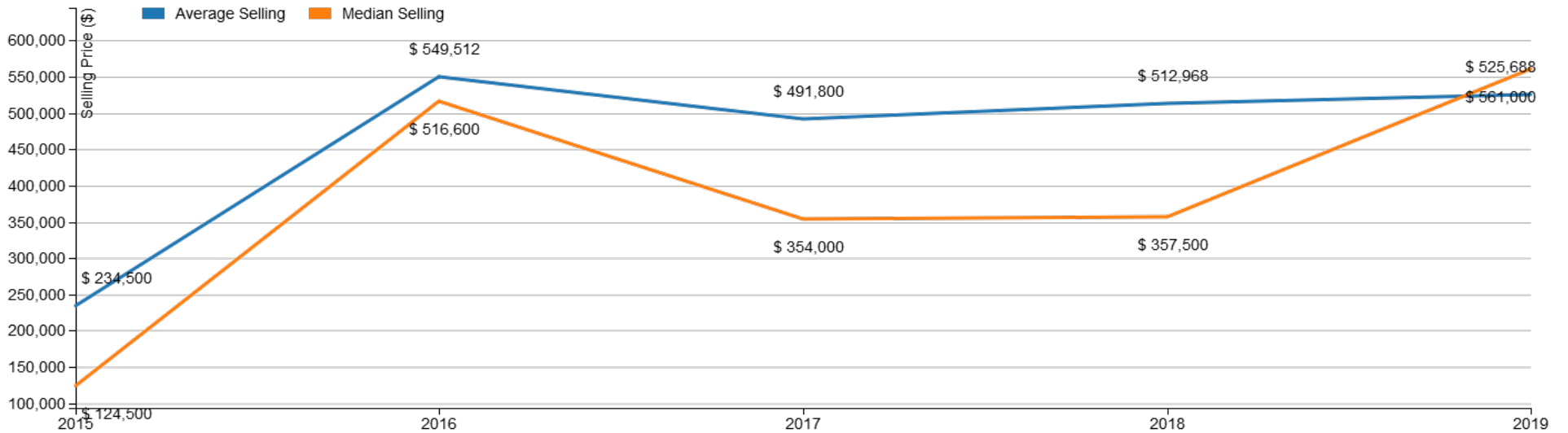




Island-Wide  
Summary: Condo Sales  
3rd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2015	5	-	\$234,500	-	\$124,500	-	\$284	-	\$250	-	\$1,172,500	-	155
2016	8	60%	\$549,513	134%	\$516,600	315%	\$550	93%	\$393	57%	\$4,396,100	275%	180
2017	5	-38%	\$491,800	-11%	\$354,000	-31%	\$648	18%	\$578	47%	\$2,459,000	-44%	258
2018	11	120%	\$512,968	4%	\$357,500	1%	\$529	-18%	\$508	-12%	\$5,642,650	129%	243
2019	8	-27%	\$525,688	2%	\$561,000	57%	\$753	42%	\$742	46%	\$4,205,500	-25%	166

Average / Median Selling Price

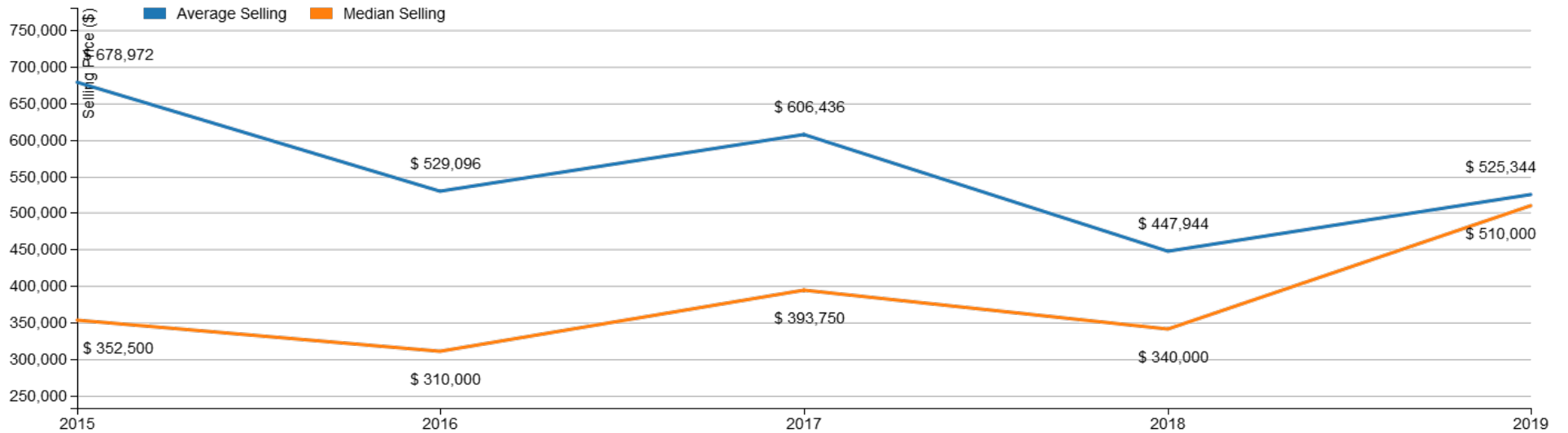




Island-Wide  
Summary: Land Sales  
3rd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	26	-	\$678,972	-	\$352,500	-	171%	-	\$17,653,280	-	194
2016	26	0%	\$529,096	-22%	\$310,000	-12%	150%	-13%	\$13,756,500	-22%	470
2017	30	15%	\$606,436	15%	\$393,750	27%	141%	-6%	\$18,193,067	32%	203
2018	18	-40%	\$447,944	-26%	\$340,000	-14%	164%	16%	\$8,063,000	-56%	203
2019	21	17%	\$525,344	17%	\$510,000	50%	122%	-25%	\$11,032,229	37%	218

Average / Median Selling Price

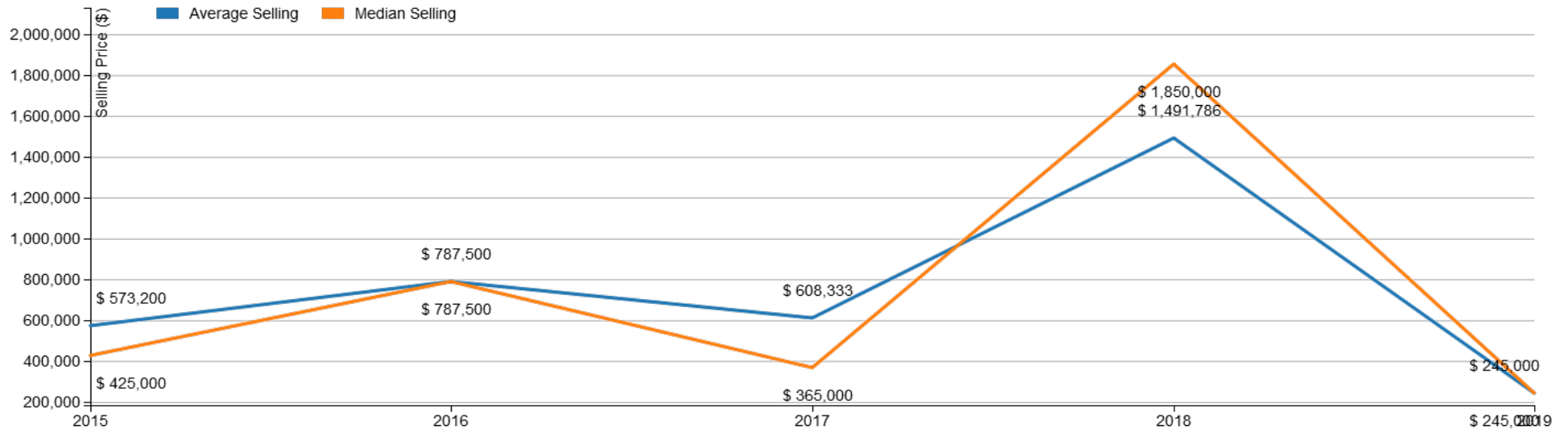




Island-Wide  
 Summary: Commercial Sales  
 3rd Quarter 2019

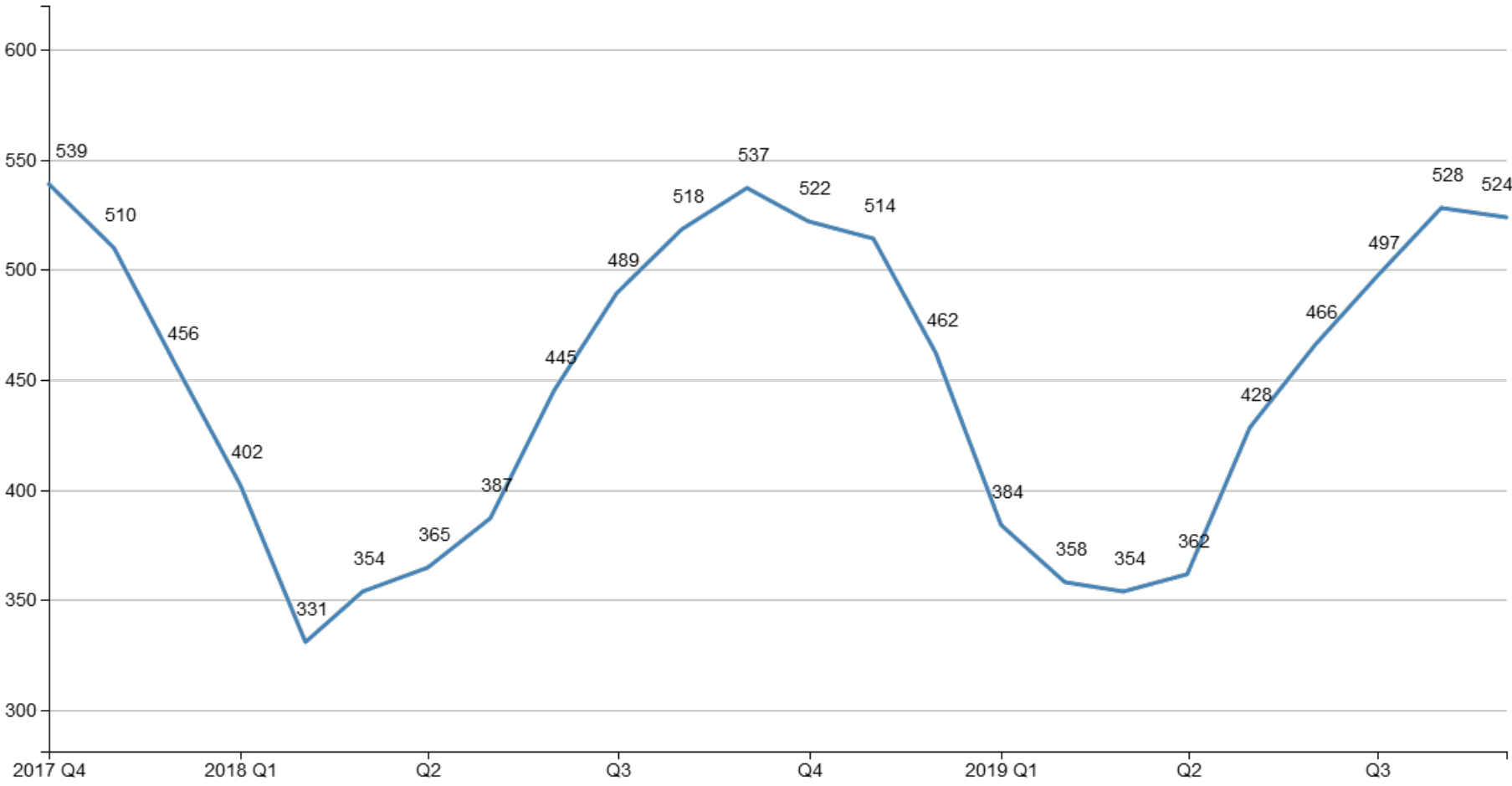
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	5	-	\$573,200	-	\$425,000	-	120%	-	\$2,866,000	-	322
2016	2	-60%	\$787,500	37%	\$787,500	85%	83%	-31%	\$1,575,000	-45%	321
2017	3	50%	\$608,333	-23%	\$365,000	-54%	110%	33%	\$1,825,000	16%	39
2018	7	133%	\$1,491,786	145%	\$1,850,000	407%	108%	-1%	\$10,442,500	472%	300
2019	1	-86%	\$245,000	-84%	\$245,000	-87%	154%	42%	\$245,000	-98%	209

Average / Median Selling Price





Island-Wide  
Inventory  
3rd Quarter 2019

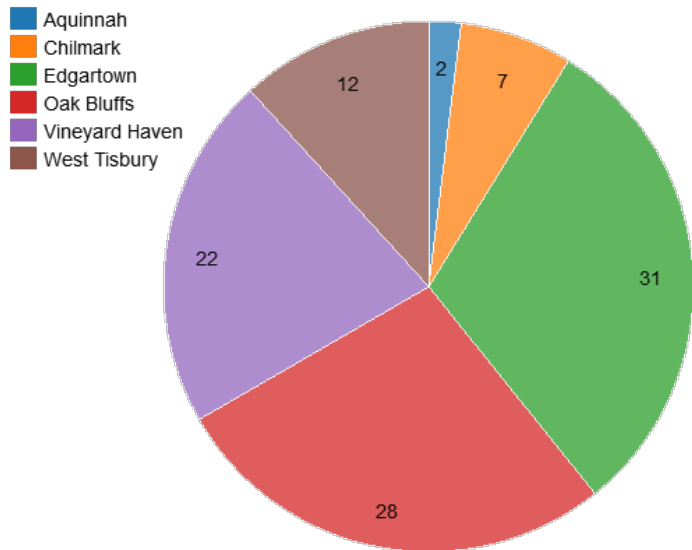


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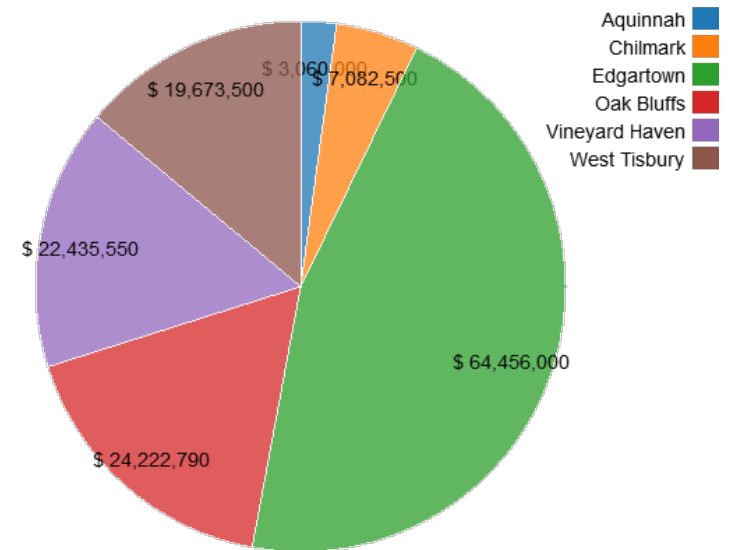
## Sales Summary by Town Single/Multi-Family 3rd Quarter 2019

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	2	-50%	\$1,530,000	-3%	\$1,530,000	15%	103%	-12%	\$3,060,000	-52%	802
Chilmark	7	17%	\$1,011,786	-28%	\$900,000	-37%	137%	14%	\$7,082,500	-16%	241
Edgartown	31	-9%	\$2,079,226	0%	\$1,365,000	42%	134%	-8%	\$64,456,000	-9%	199
Oak Bluffs	28	12%	\$865,100	-11%	\$637,500	-2%	141%	21%	\$24,222,790	0%	223
Vineyard Haven	22	22%	\$1,019,798	-4%	\$706,500	-4%	124%	5%	\$22,435,550	17%	270
West Tisbury	12	33%	\$1,639,458	58%	\$850,000	-6%	110%	-8%	\$19,673,500	110%	308

Number of Sales by Town



Total Dollar Volume by Town





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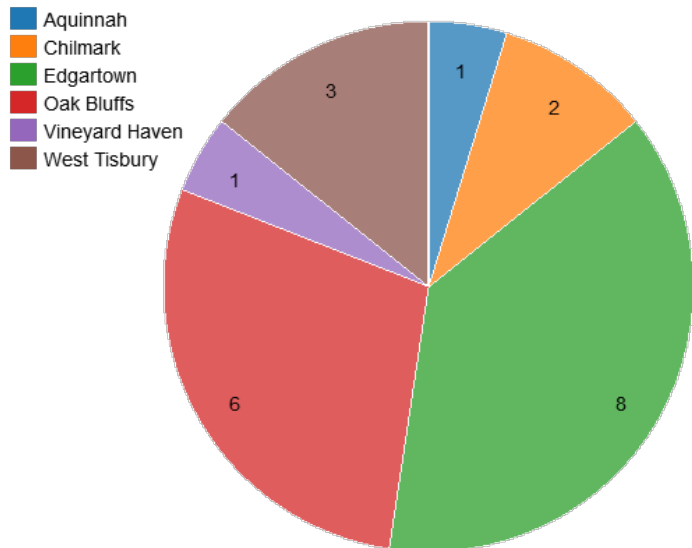
## Sales Summary by Town

### Land

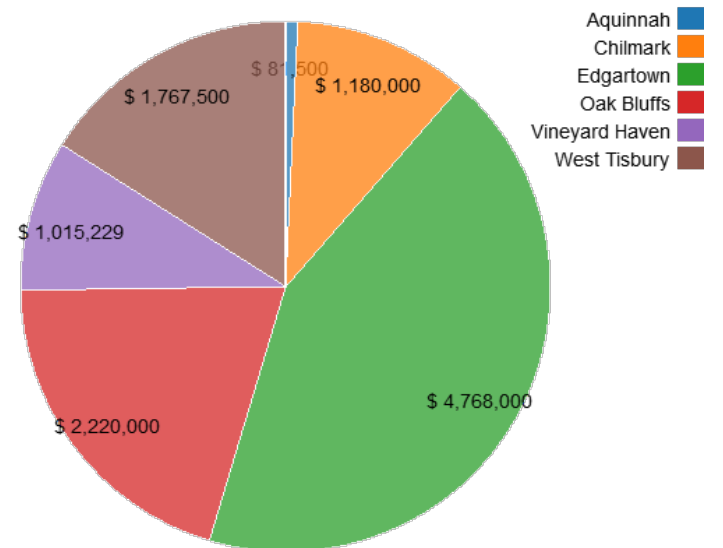
### 3rd Quarter 2019

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	1	-50%	\$81,500	-87%	\$81,500	-87%	13%	-87%	\$81,500	-94%	122
Chilmark	2	-50%	\$590,000	97%	\$590,000	97%	113%	-61%	\$1,180,000	-2%	697
Edgartown	8	100%	\$596,000	-12%	\$560,000	-20%	151%	3%	\$4,768,000	77%	138
Oak Bluffs	6	20%	\$370,000	-6%	\$350,000	0%	114%	-12%	\$2,220,000	13%	228
Vineyard Haven	1	-50%	\$1,015,229	233%	\$1,015,229	233%	122%	10%	\$1,015,229	66%	424
West Tisbury	3	200%	\$589,167	90%	\$540,000	74%	125%	11%	\$1,767,500	470%	117

Number of Sales by Town



Total Dollar Volume by Town



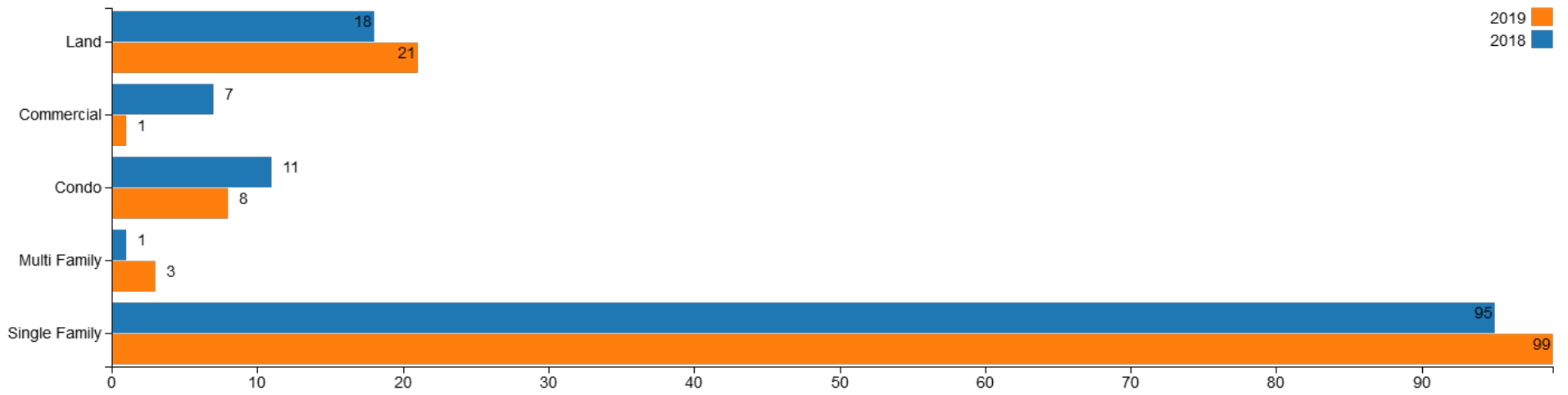


Island-Wide

Quarterly Comparison: Total Number of Sales

3rd 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%	110	3%	0	-	280	-11%
- Single Family	54	-37%	94	-9%	99	4%	0	-	247	-13%
- Multi Family	1	-67%	4	33%	3	200%	0	-	8	14%
- Condo	7	75%	10	43%	8	-27%	0	-	25	14%
<b>Commercial</b>	3	-50%	2	-75%	1	-86%	0	-	6	-71%
<b>Land</b>	18	-10%	18	-42%	21	17%	0	-	57	-17%
<b>Total</b>	83	-30%	128	-16%	132	0%	0	-	343	-15%



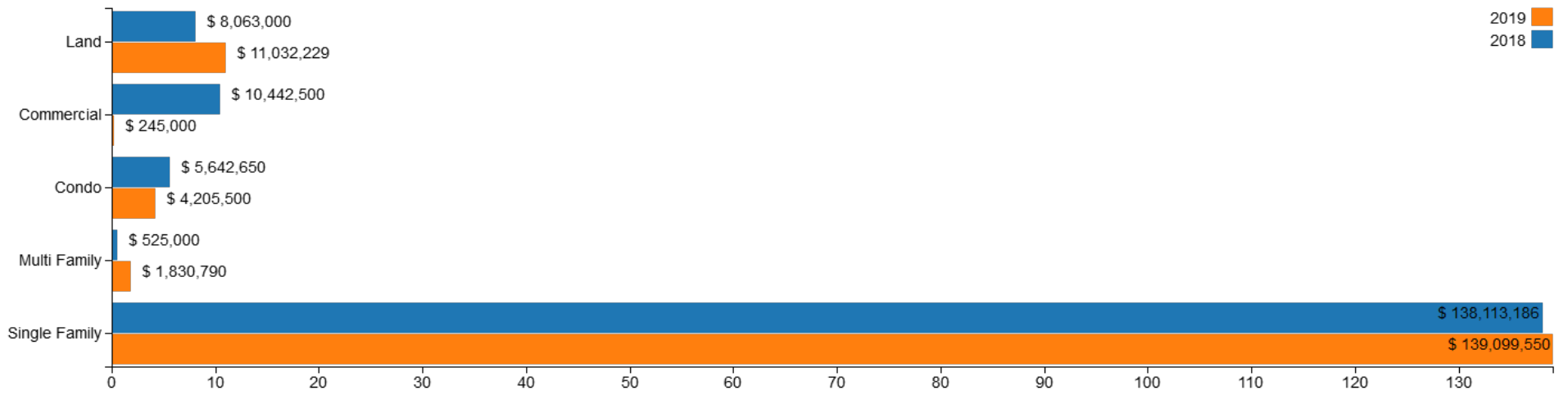


Island-Wide

Quarterly Comparison: Total Dollar Volume

3rd 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%	\$145,135,840	1%	-	-	\$400,274,989	5%
- Single Family	\$114,256,000	19%	\$126,395,423	-2%	\$139,099,550	1%	-	-	\$379,750,973	5%
- Multi Family	\$1,200,000	-36%	\$5,575,000	87%	\$1,830,790	249%	-	-	\$8,605,790	60%
- Condo	\$2,301,726	-3%	\$5,411,000	56%	\$4,205,500	-25%	-	-	\$11,918,226	4%
<b>Commercial</b>	\$1,575,000	-96%	\$1,853,750	-89%	\$245,000	-98%	-	-	\$3,673,750	-94%
<b>Land</b>	\$22,113,500	-10%	\$8,121,880	-58%	\$11,032,229	37%	-	-	\$41,267,609	-20%
<b>Total</b>	\$141,446,226	-12%	\$147,357,053	-14%	\$156,413,069	-4%	\$0	-	\$445,216,348	-10%



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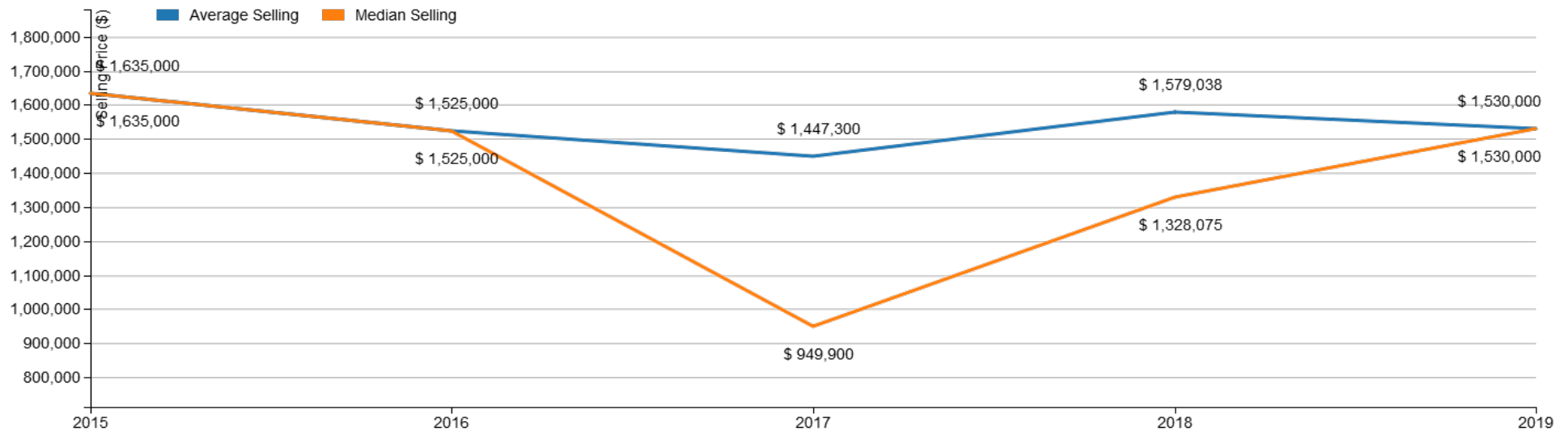
Aquinnah

Summary: Single/Multi-Family Sales

3rd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	2	-	\$1,635,000	-	\$1,635,000	-	109%	-	\$3,270,000	-	243
2016	1	-50%	\$1,525,000	-7%	\$1,525,000	-7%	93%	-15%	\$1,525,000	-53%	717
2017	3	200%	\$1,447,300	-5%	\$949,900	-38%	106%	14%	\$4,341,900	185%	116
2018	4	33%	\$1,579,038	9%	\$1,328,075	40%	117%	10%	\$6,316,150	45%	356
2019	2	-50%	\$1,530,000	-3%	\$1,530,000	15%	103%	-12%	\$3,060,000	-52%	802

## Average / Median Selling Price

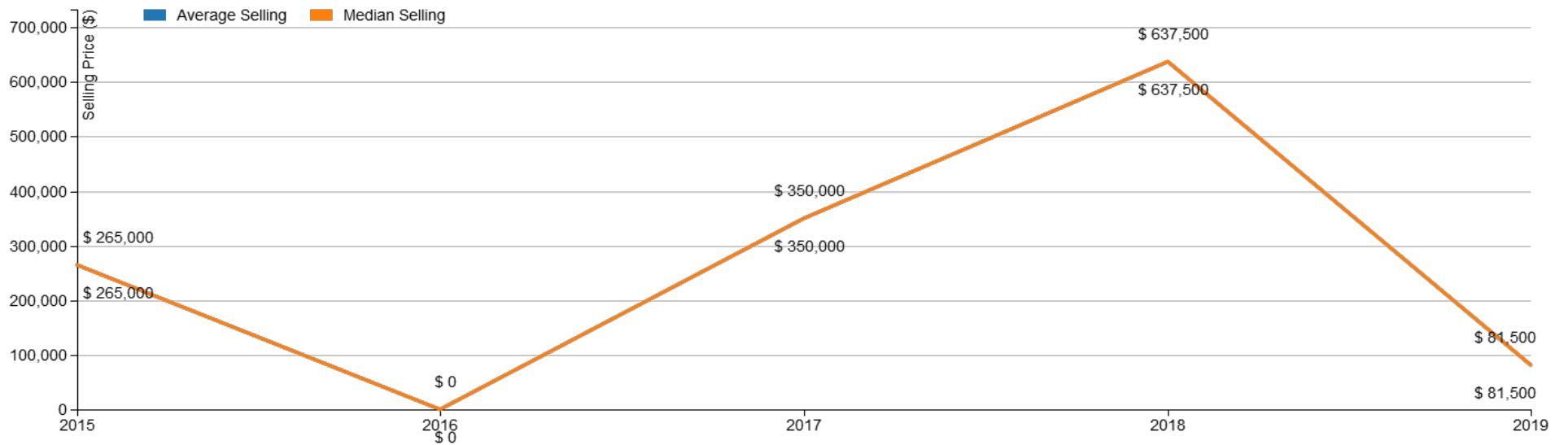


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## Aquinnah Summary: Land Sales 3rd Quarter 2019

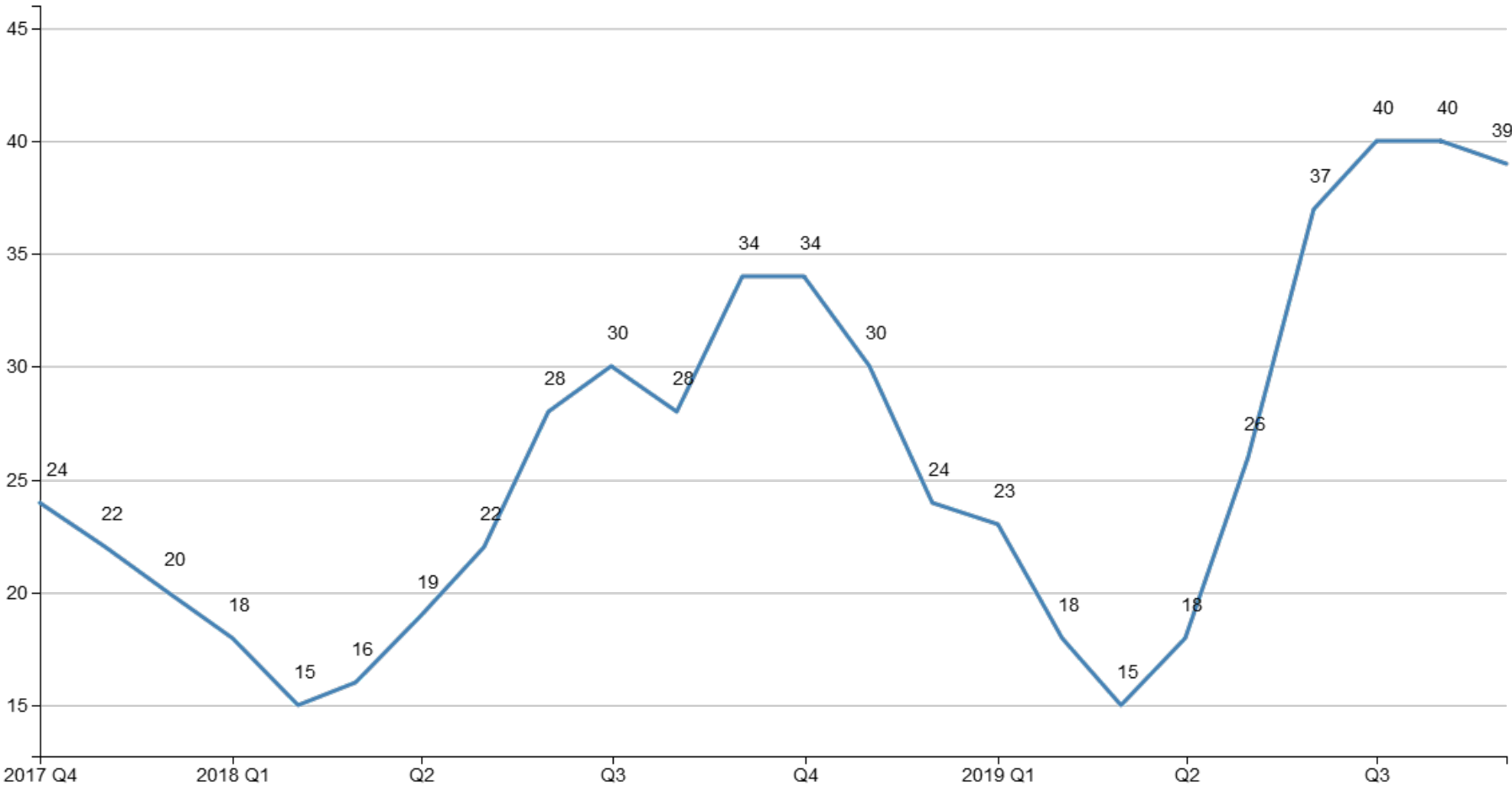
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	1	-	\$265,000	-	\$265,000	-	111%	-	\$265,000	-	23
2016	0	-	-	-	-	-	-	-	-	-	
2017	1	-	\$350,000	-	\$350,000	-	171%	-	\$350,000	-	
2018	2	100%	\$637,500	82%	\$637,500	82%	98%	-43%	\$1,275,000	264%	590
2019	1	-50%	\$81,500	-87%	\$81,500	-87%	13%	-87%	\$81,500	-94%	122

### Average / Median Selling Price





Aquinnah  
Inventory  
3rd Quarter 2019



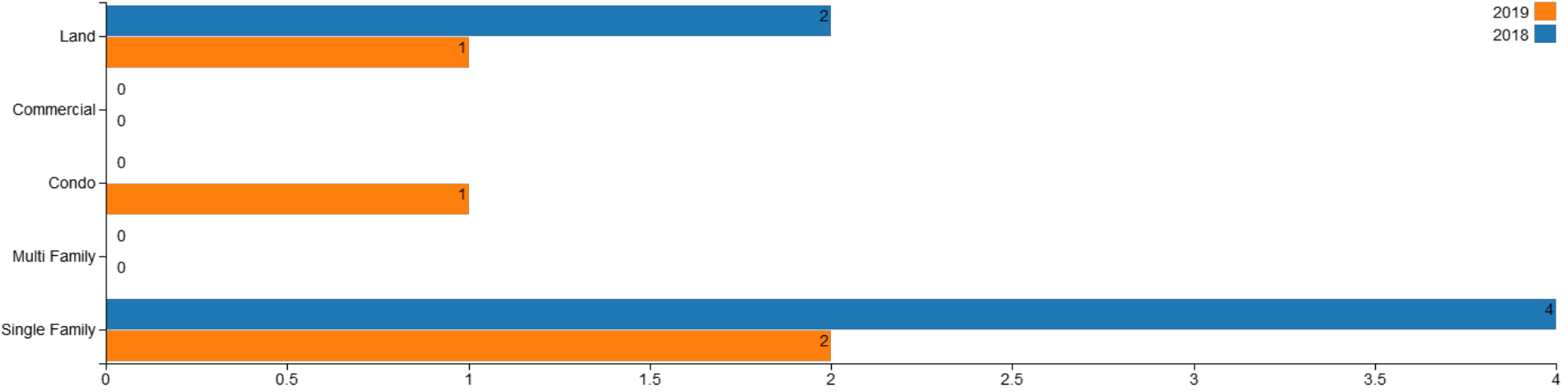


Aquinnah

Quarterly Comparison: Total Number of Sales

3rd 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%	0	-	8	100%
- Single Family	2	-	3	-	2	-50%	0	-	7	75%
- 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%	0	-	9	13%



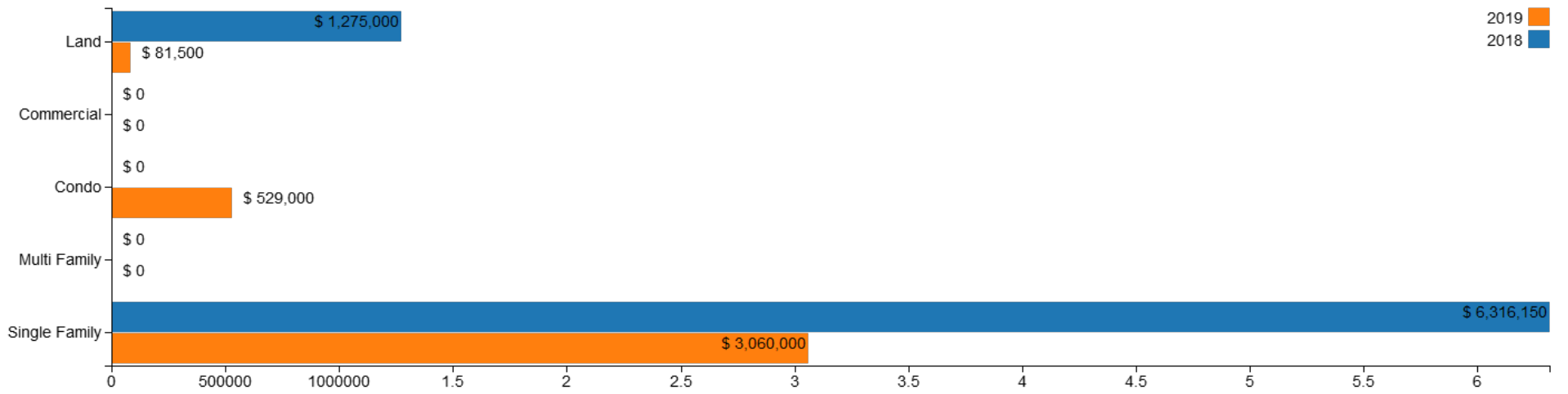


Aquinnah

Quarterly Comparison: Total Dollar Volume

3rd 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%	-	-	\$12,019,000	90%
- Single Family	\$2,725,000	-	\$5,705,000	-	\$3,060,000	-52%	-	-	\$11,490,000	82%
- 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%	\$0	-	\$12,100,500	41%







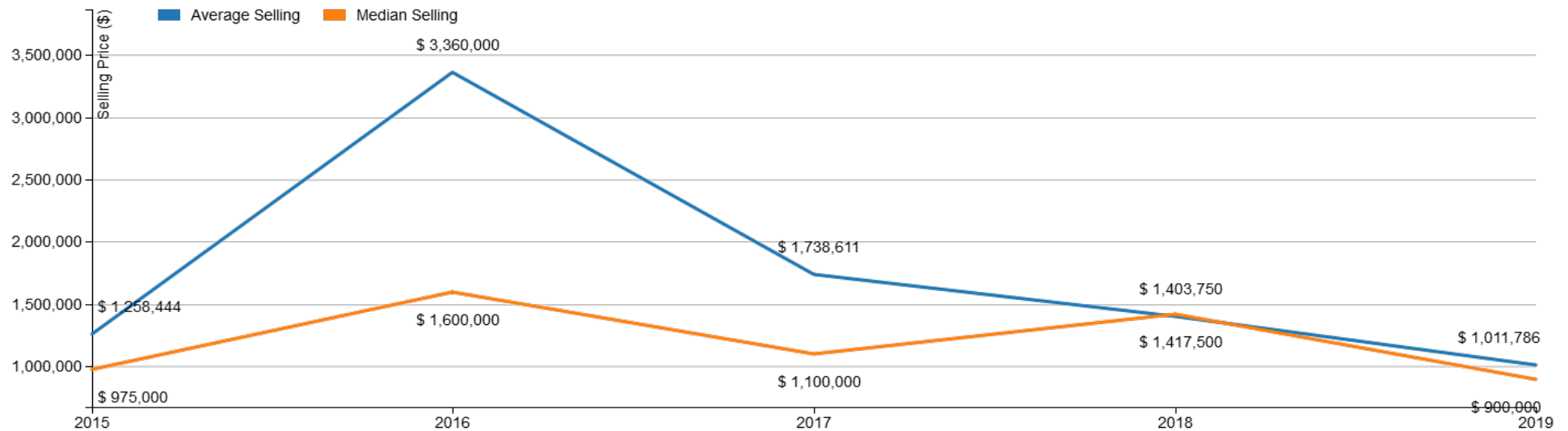
Chilmark

Summary: Single/Multi-Family Sales

3rd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	9	-	\$1,258,444	-	\$975,000	-	112%	-	\$11,326,000	-	637
2016	6	-33%	\$3,360,000	167%	\$1,600,000	64%	94%	-16%	\$20,160,000	78%	522
2017	9	50%	\$1,738,611	-48%	\$1,100,000	-31%	130%	39%	\$15,647,500	-22%	190
2018	6	-33%	\$1,403,750	-19%	\$1,417,500	29%	120%	-8%	\$8,422,500	-46%	151
2019	7	17%	\$1,011,786	-28%	\$900,000	-37%	137%	14%	\$7,082,500	-16%	241

### Average / Median Selling Price



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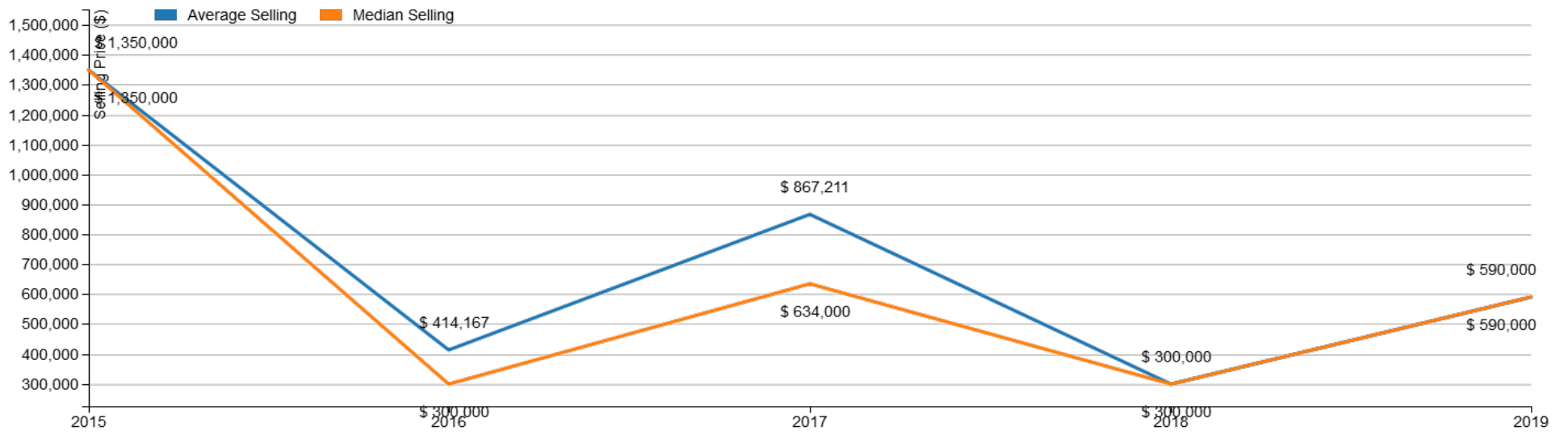
Chilmark

Summary: Land Sales

3rd Quarter 2019

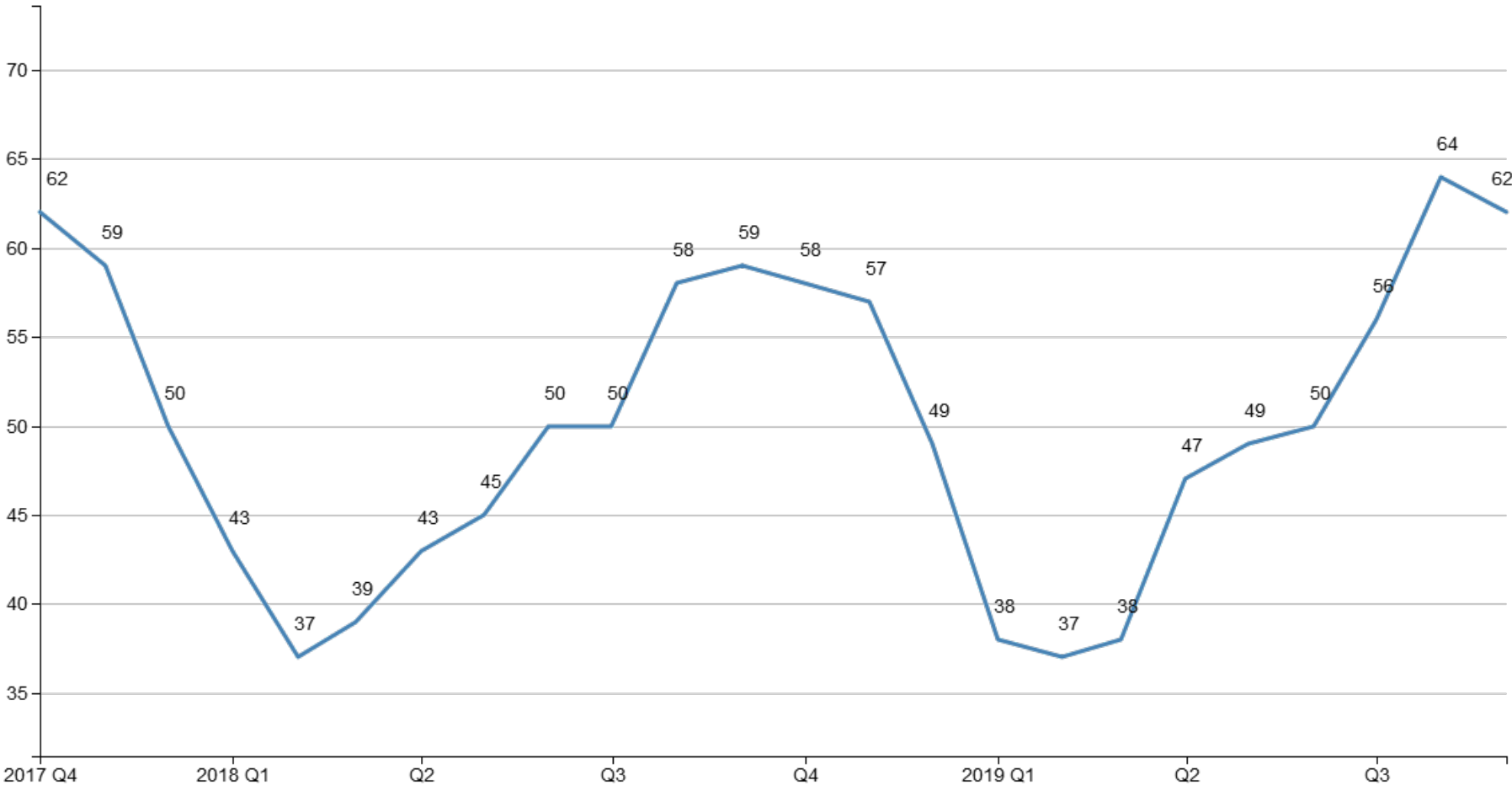
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	2	-	\$1,350,000	-	\$1,350,000	-	122%	-	\$2,700,000	-	87
2016	6	200%	\$414,167	-69%	\$300,000	-78%	104%	-15%	\$2,485,000	-8%	163
2017	9	50%	\$867,211	109%	\$634,000	111%	98%	-6%	\$7,804,900	214%	291
2018	4	-56%	\$300,000	-65%	\$300,000	-53%	292%	197%	\$1,200,000	-85%	83
2019	2	-50%	\$590,000	97%	\$590,000	97%	113%	-61%	\$1,180,000	-2%	697

## Average / Median Selling Price





Chilmark  
Inventory  
3rd Quarter 2019



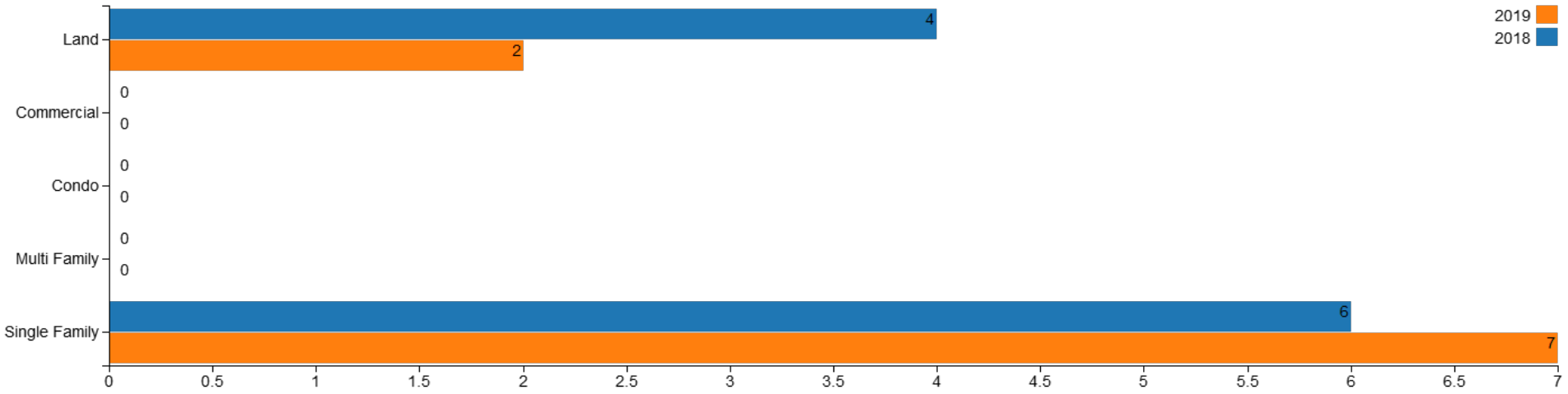


Chilmark

Quarterly Comparison: Total Number of Sales

3rd 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%	0	-	16	-11%
- Single Family	5	-38%	4	0%	7	17%	0	-	16	-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>	3	-25%	0	-	2	-50%	0	-	5	-67%
<b>Total</b>	8	-33%	4	-64%	9	-10%	0	-	21	-36%



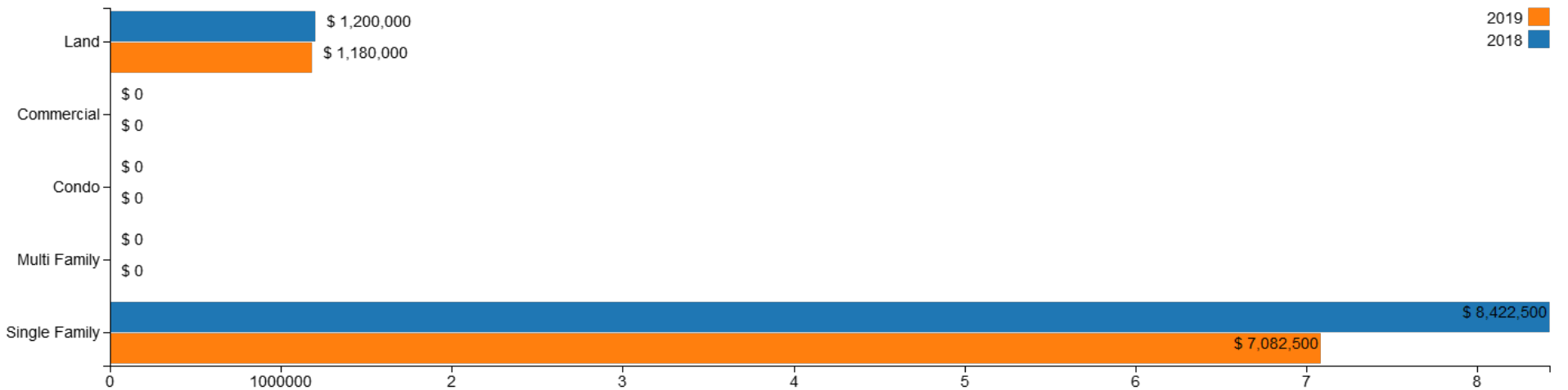


Chilmark

Quarterly Comparison: Total Dollar Volume

3rd 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%	-	-	\$33,041,000	-18%
- Single Family	\$6,615,000	-45%	\$19,343,500	-3%	\$7,082,500	-16%	-	-	\$33,041,000	-18%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$4,170,000	70%	-	-	\$1,180,000	-2%	-	-	\$5,350,000	-47%
<b>Total</b>	\$10,785,000	-25%	\$19,343,500	-27%	\$8,262,500	-14%	\$0	-	\$38,391,000	-24%





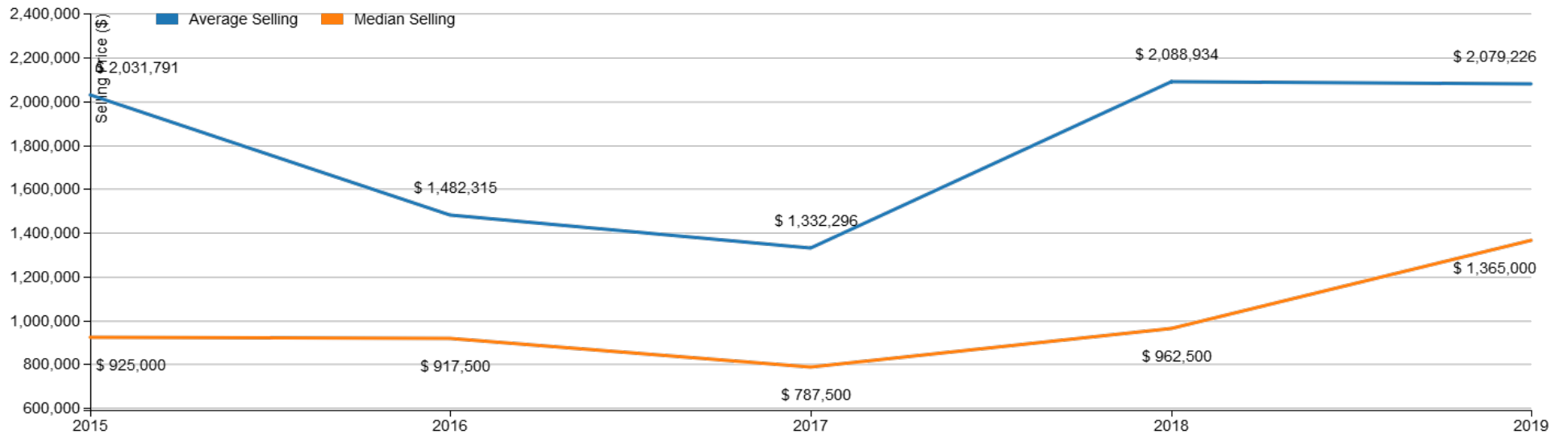
## Edgartown

### Summary: Single/Multi-Family Sales

#### 3rd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	46	-	\$2,031,791	-	\$925,000	-	127%	-	\$93,462,402	-	315
2016	33	-28%	\$1,482,315	-27%	\$917,500	-1%	153%	21%	\$48,916,400	-48%	164
2017	38	15%	\$1,332,296	-10%	\$787,500	-14%	123%	-20%	\$50,627,250	3%	142
2018	34	-11%	\$2,088,934	57%	\$962,500	22%	146%	19%	\$71,023,748	40%	174
2019	31	-9%	\$2,079,226	0%	\$1,365,000	42%	134%	-8%	\$64,456,000	-9%	199

#### Average / Median Selling Price





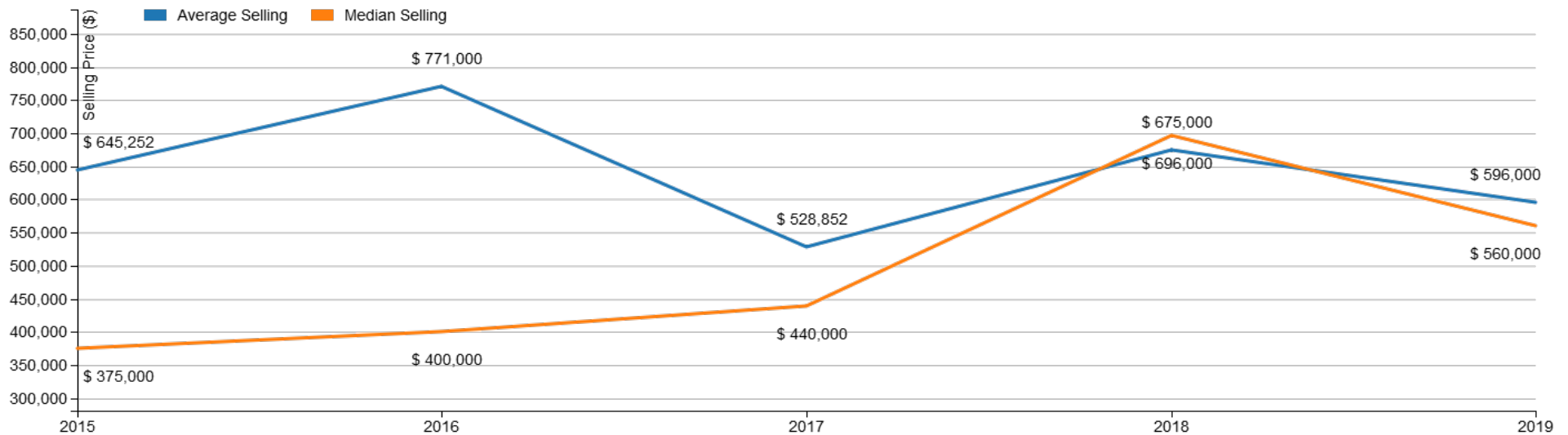
## Edgartown

### Summary: Land Sales

#### 3rd Quarter 2019

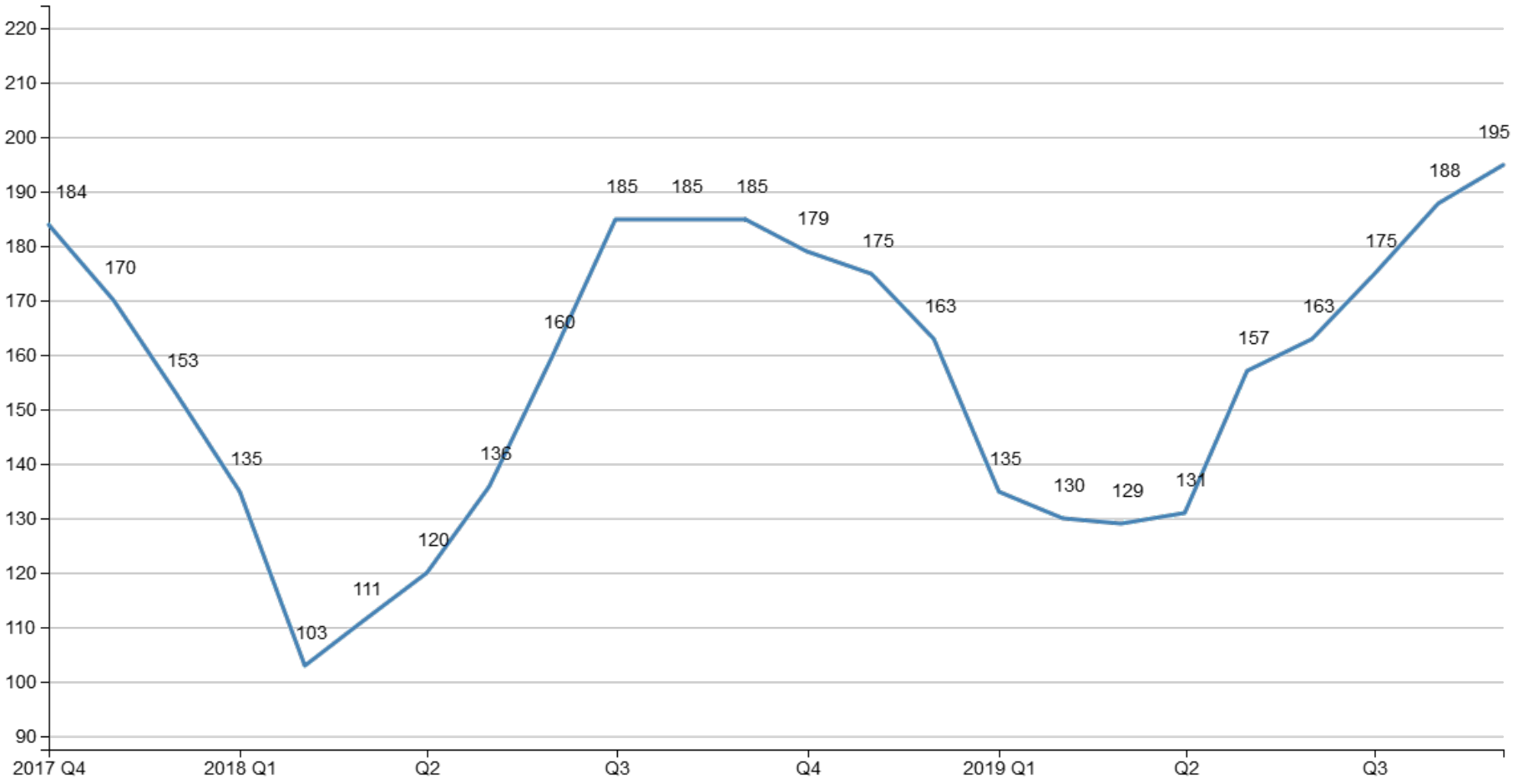
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	15	-	\$645,252	-	\$375,000	-	209%	-	\$9,678,780	-	242
2016	10	-33%	\$771,000	19%	\$400,000	7%	208%	0%	\$7,710,000	-20%	302
2017	9	-10%	\$528,852	-31%	\$440,000	10%	196%	-6%	\$4,759,667	-38%	119
2018	4	-56%	\$675,000	28%	\$696,000	58%	147%	-25%	\$2,700,000	-43%	270
2019	8	100%	\$596,000	-12%	\$560,000	-20%	151%	3%	\$4,768,000	77%	138

#### Average / Median Selling Price





Edgartown  
Inventory  
3rd Quarter 2019





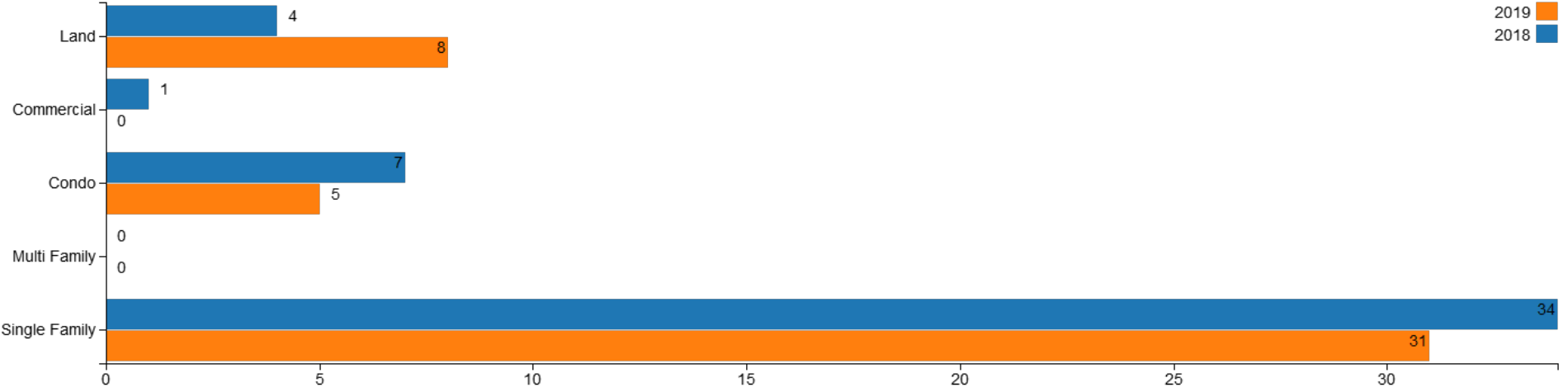


Edgartown

Quarterly Comparison: Total Number of Sales

3rd 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%	36	-12%	0	-	82	-23%
- Single Family	13	-50%	26	-26%	31	-9%	0	-	70	-26%
- Multi Family	0	-	1	-	0	-	0	-	1	-
- Condo	1	-67%	5	400%	5	-29%	0	-	11	0%
<b>Commercial</b>	2	-50%	1	-50%	0	-	0	-	3	-57%
<b>Land</b>	5	0%	7	-30%	8	100%	0	-	20	5%
<b>Total</b>	21	-45%	40	-17%	44	-4%	0	-	105	-20%



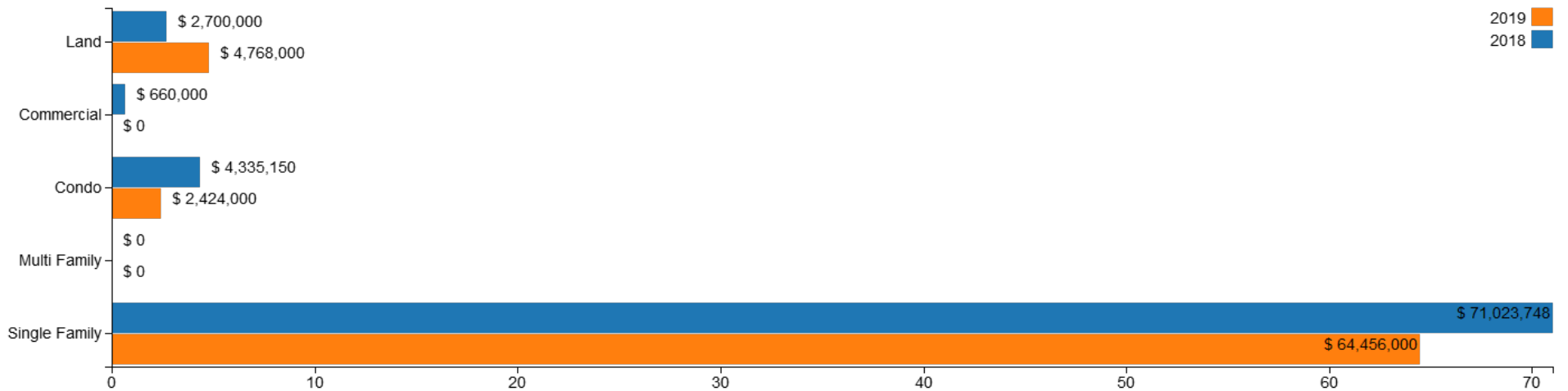


## Edgartown

### Quarterly Comparison: Total Dollar Volume

3rd 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%	\$66,880,000	-11%	-	-	\$164,833,200	-8%
- Single Family	\$40,344,500	-4%	\$50,703,700	-13%	\$64,456,000	-9%	-	-	\$155,504,200	-9%
- Multi Family	-	-	\$2,700,000	-	-	-	-	-	\$2,700,000	-
- Condo	\$800,000	-59%	\$3,405,000	36%	\$2,424,000	-44%	-	-	\$6,629,000	-24%
<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%	\$4,768,000	77%	-	-	\$21,082,000	-11%
<b>Total</b>	\$55,304,500	-40%	\$61,747,700	-19%	\$71,648,000	-9%	\$0	-	\$188,700,200	-23%



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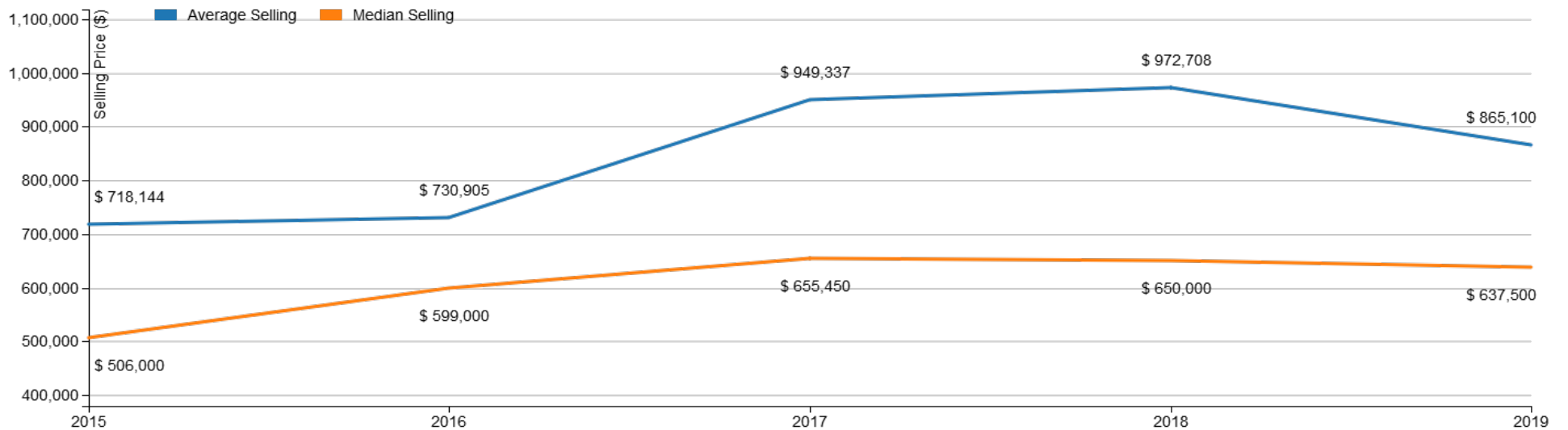
Oak Bluffs

Summary: Single/Multi-Family Sales

3rd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	31	-	\$718,144	-	\$506,000	-	146%	-	\$22,262,478	-	194
2016	29	-6%	\$730,905	2%	\$599,000	18%	122%	-17%	\$21,196,250	-5%	148
2017	16	-45%	\$949,337	30%	\$655,450	9%	117%	-4%	\$15,189,399	-28%	349
2018	25	56%	\$972,708	2%	\$650,000	-1%	117%	0%	\$24,317,700	60%	225
2019	28	12%	\$865,100	-11%	\$637,500	-2%	141%	21%	\$24,222,790	0%	223

## Average / Median Selling Price



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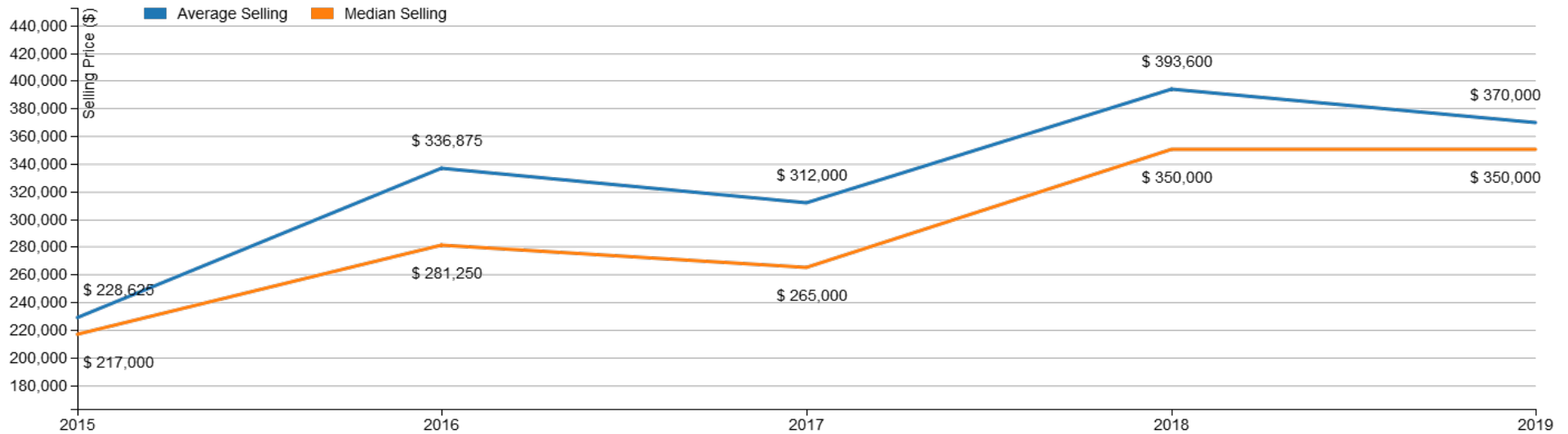
Oak Bluffs

Summary: Land Sales

3rd Quarter 2019

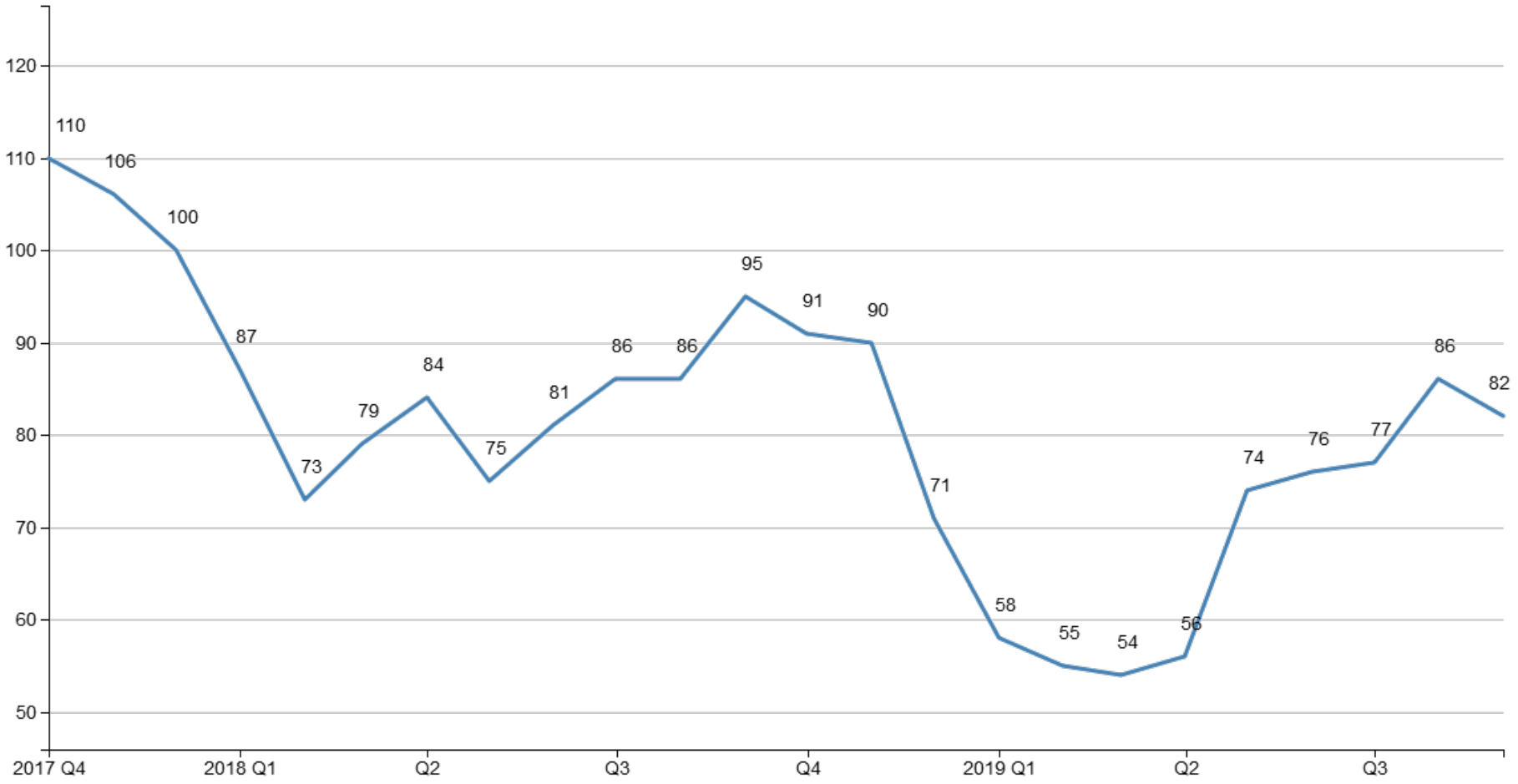
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	4	-	\$228,625	-	\$217,000	-	92%	-	\$914,500	-	146
2016	4	0%	\$336,875	47%	\$281,250	30%	140%	52%	\$1,347,500	47%	1,934
2017	5	25%	\$312,000	-7%	\$265,000	-6%	129%	-7%	\$1,560,000	16%	128
2018	5	0%	\$393,600	26%	\$350,000	32%	129%	0%	\$1,968,000	26%	146
2019	6	20%	\$370,000	-6%	\$350,000	0%	114%	-12%	\$2,220,000	13%	228

## Average / Median Selling Price





Oak Bluffs  
Inventory  
3rd Quarter 2019



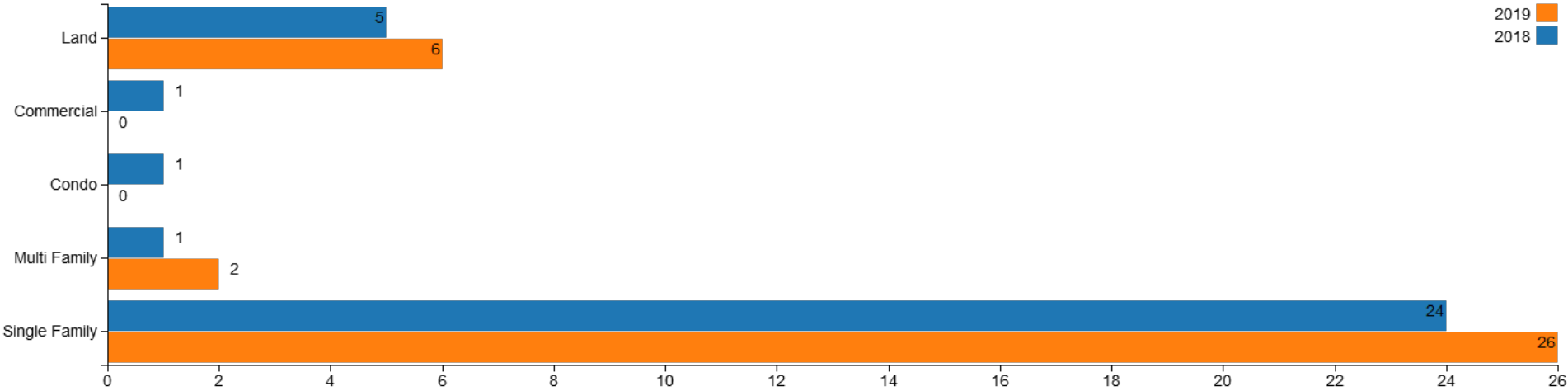


Oak Bluffs

Quarterly Comparison: Total Number of Sales

3rd 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%	0	-	77	-21%
- Single Family	15	-46%	25	-34%	26	8%	0	-	66	-27%
- Multi Family	0	-	2	-	2	100%	0	-	4	300%
- Condo	3	200%	4	0%	0	-	0	-	7	17%
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	4	100%	5	67%	6	20%	0	-	15	50%
<b>Total</b>	22	-31%	36	-23%	34	6%	0	-	92	-17%



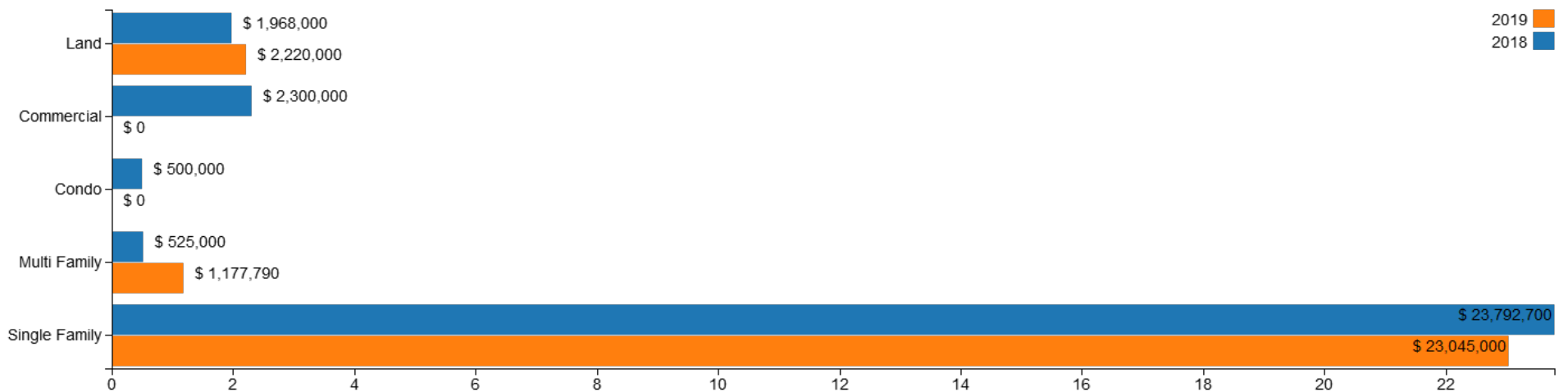


## Oak Bluffs

### Quarterly Comparison: Total Dollar Volume

3rd 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%	-	-	\$61,480,290	-15%
- Single Family	\$13,061,500	-29%	\$19,323,500	-32%	\$23,045,000	-3%	-	-	\$55,430,000	-21%
- Multi Family	-	-	\$2,450,000	-	\$1,177,790	124%	-	-	\$3,627,790	591%
- Condo	\$816,500	90%	\$1,606,000	189%	-	-	-	-	\$2,422,500	63%
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$2,313,500	76%	\$2,049,880	96%	\$2,220,000	13%	-	-	\$6,583,380	52%
<b>Total</b>	\$16,191,500	-23%	\$25,429,380	-19%	\$26,442,790	-9%	\$0	-	\$68,063,670	-17%



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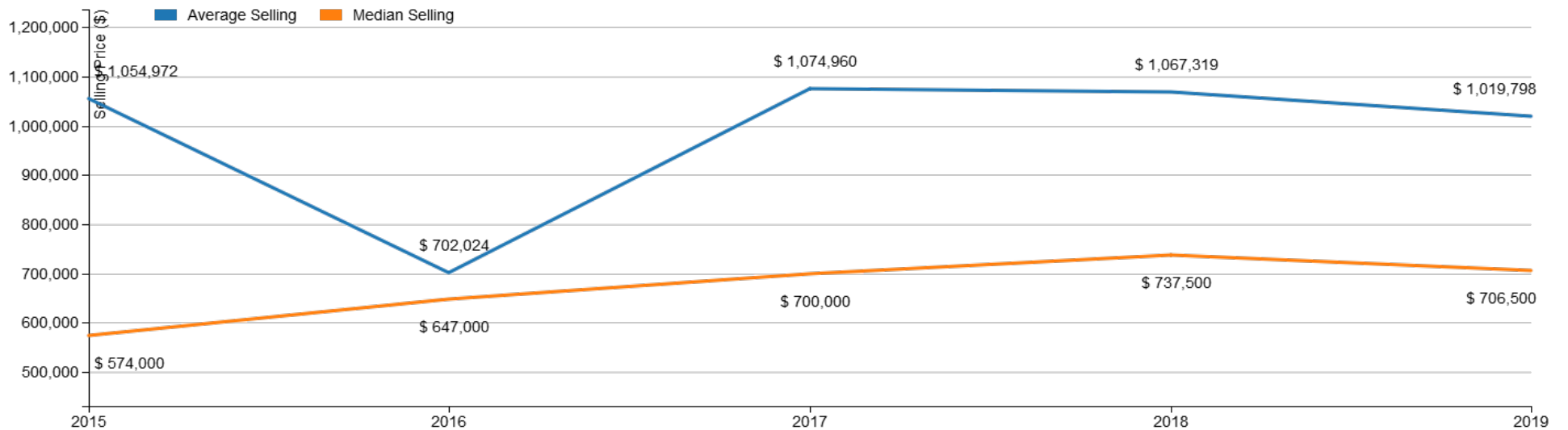
## Vineyard Haven

### Summary: Single/Multi-Family Sales

#### 3rd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	23	-	\$1,054,972	-	\$574,000	-	109%	-	\$24,264,346	-	350
2016	21	-9%	\$702,024	-33%	\$647,000	13%	109%	-1%	\$14,742,500	-39%	321
2017	25	19%	\$1,074,960	53%	\$700,000	8%	120%	10%	\$26,874,000	82%	268
2018	18	-28%	\$1,067,319	-1%	\$737,500	5%	118%	-1%	\$19,211,750	-29%	178
2019	22	22%	\$1,019,798	-4%	\$706,500	-4%	124%	5%	\$22,435,550	17%	270

### Average / Median Selling Price



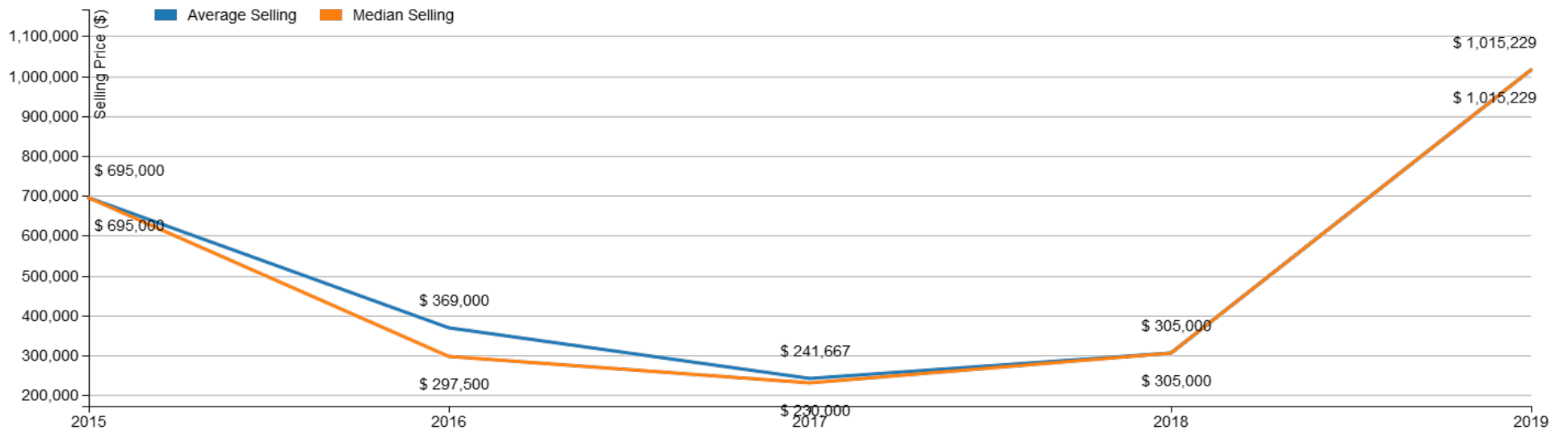


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## Vineyard Haven Summary: Land Sales 3rd Quarter 2019

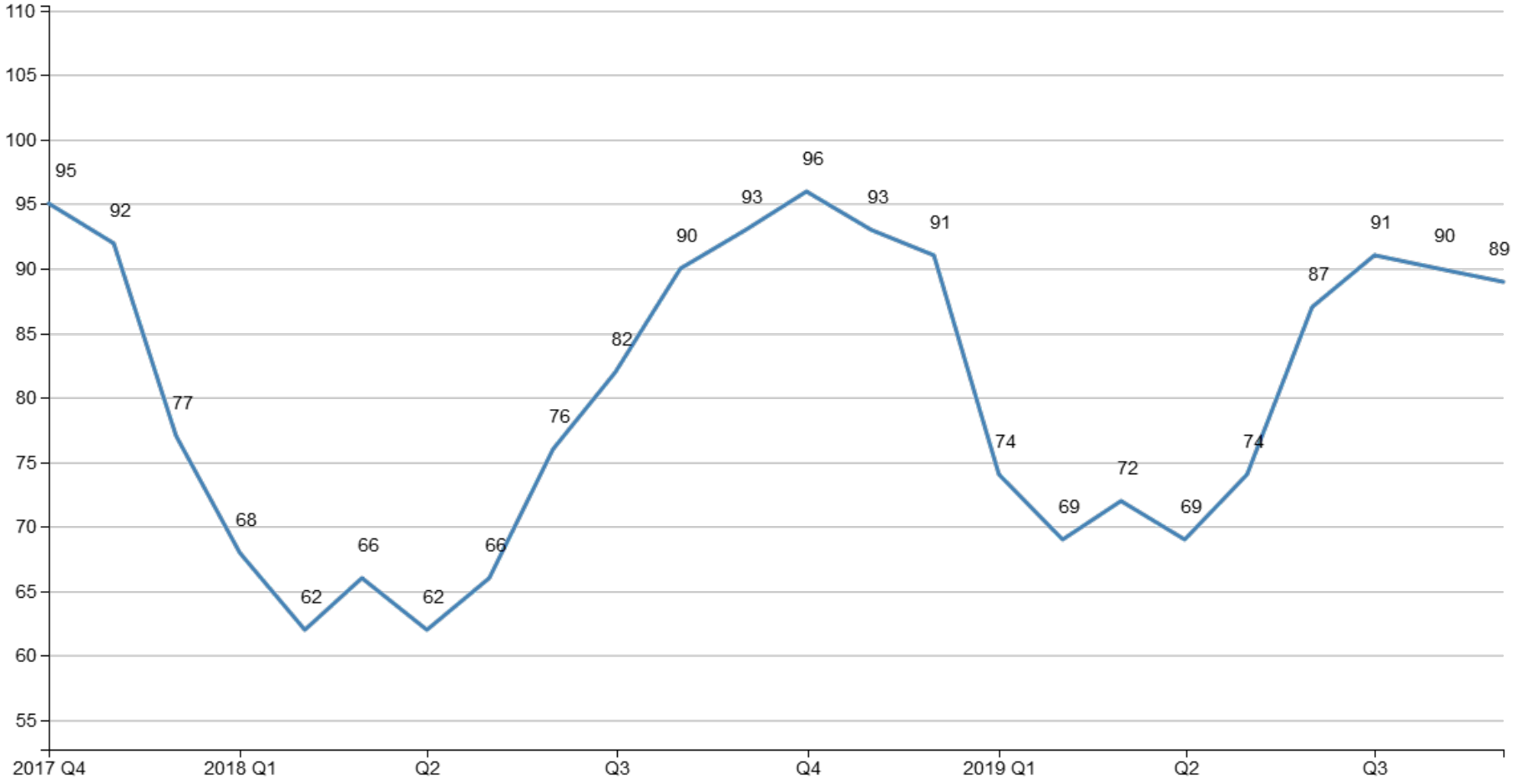
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	2	-	\$695,000	-	\$695,000	-	303%	-	\$1,390,000	-	195
2016	6	200%	\$369,000	-47%	\$297,500	-57%	117%	-61%	\$2,214,000	59%	413
2017	3	-50%	\$241,667	-35%	\$230,000	-23%	111%	-5%	\$725,000	-67%	81
2018	2	-33%	\$305,000	26%	\$305,000	33%	111%	0%	\$610,000	-16%	143
2019	1	-50%	\$1,015,229	233%	\$1,015,229	233%	122%	10%	\$1,015,229	66%	424

### Average / Median Selling Price





Vineyard Haven  
Inventory  
3rd Quarter 2019



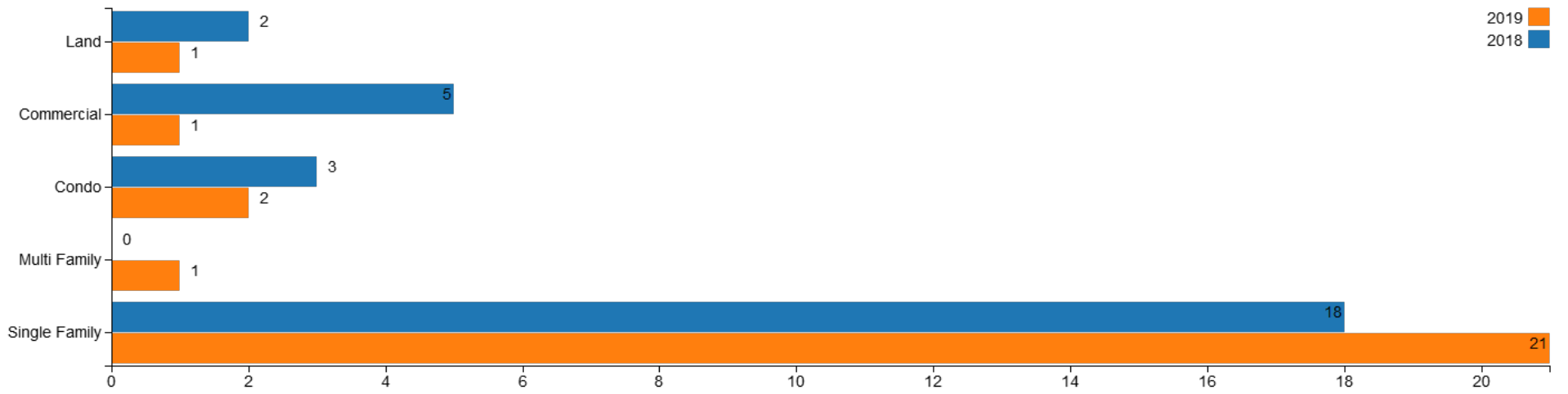


## Vineyard Haven

### Quarterly Comparison: Total Number of Sales

3rd 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%	0	-	67	12%
- Single Family	13	-7%	25	32%	21	17%	0	-	59	16%
- Multi Family	0	-	1	0%	1	-	0	-	2	-50%
- Condo	3	-	1	-50%	2	-33%	0	-	6	20%
<b>Commercial</b>	1	0%	1	-67%	1	-80%	0	-	3	-67%
<b>Land</b>	3	-25%	2	-60%	1	-50%	0	-	6	-45%
<b>Total</b>	20	-9%	30	0%	26	-7%	0	-	76	-5%



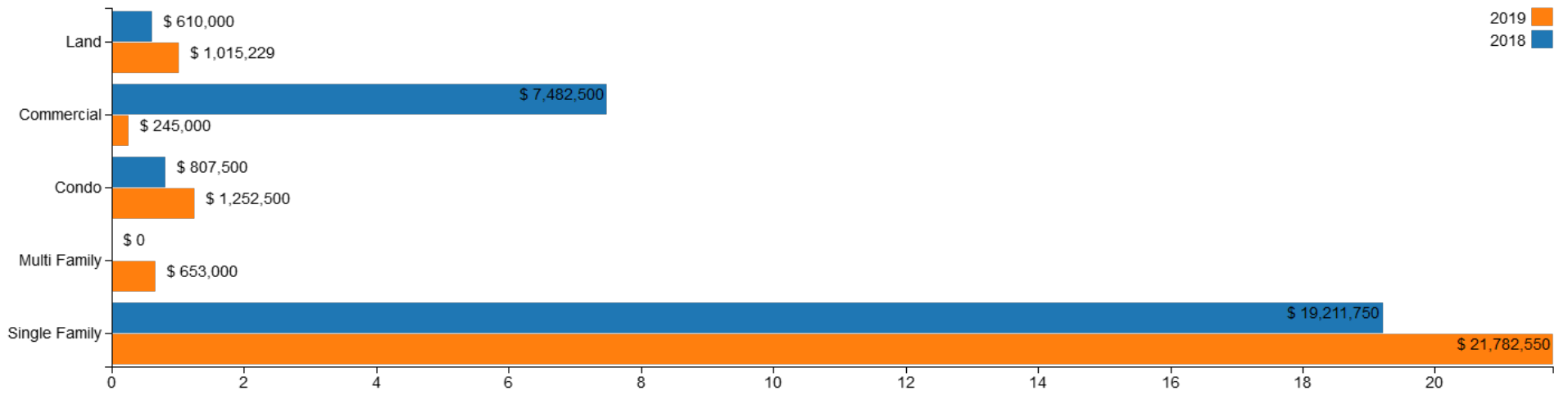


## Vineyard Haven

### Quarterly Comparison: Total Dollar Volume

3rd 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%	-	-	\$61,832,499	22%
- Single Family	\$13,915,000	16%	\$22,719,223	46%	\$21,782,550	13%	-	-	\$58,416,773	25%
- Multi Family	-	-	\$425,000	-47%	\$653,000	-	-	-	\$1,078,000	-60%
- Condo	\$685,226	-	\$400,000	-5%	\$1,252,500	55%	-	-	\$2,337,726	90%
<b>Commercial</b>	\$415,000	-56%	\$228,750	-89%	\$245,000	-97%	-	-	\$888,750	-92%
<b>Land</b>	\$1,305,000	-13%	\$593,000	-68%	\$1,015,229	66%	-	-	\$2,913,229	-26%
<b>Total</b>	\$16,320,226	0%	\$24,365,973	18%	\$24,948,279	-11%	\$0	-	\$65,634,478	1%



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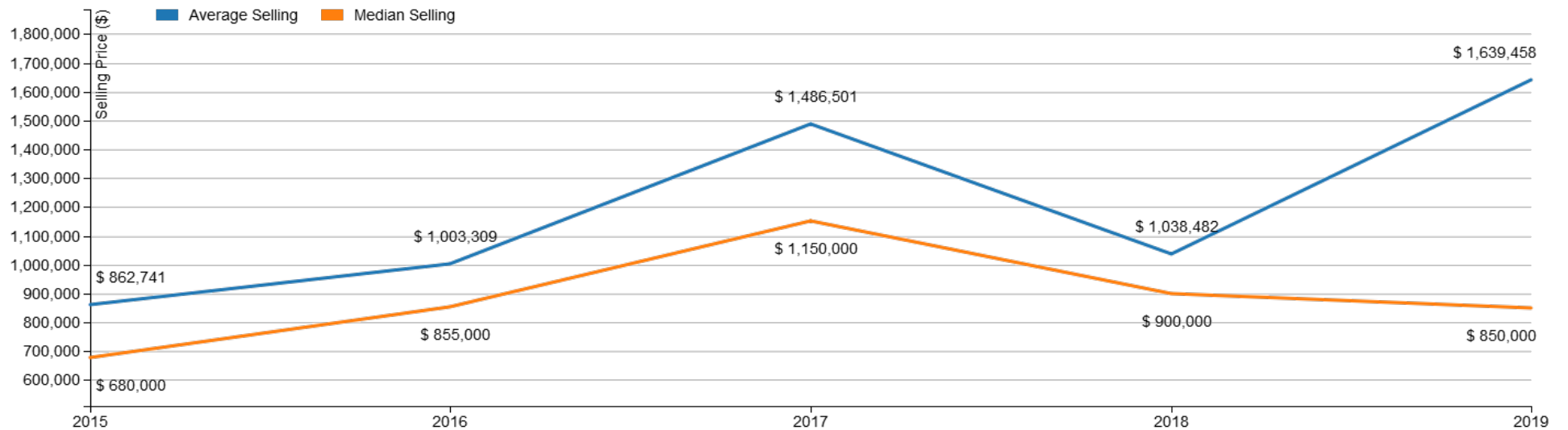
West Tisbury

Summary: Single/Multi-Family Sales

3rd Quarter 2019

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	13	-	\$862,741	-	\$680,000	-	157%	-	\$11,215,634	-	267
2016	16	23%	\$1,003,309	16%	\$855,000	26%	110%	-30%	\$16,052,950	43%	213
2017	14	-13%	\$1,486,501	48%	\$1,150,000	35%	114%	4%	\$20,811,016	30%	319
2018	9	-36%	\$1,038,482	-30%	\$900,000	-22%	120%	5%	\$9,346,338	-55%	176
2019	12	33%	\$1,639,458	58%	\$850,000	-6%	110%	-8%	\$19,673,500	110%	308

## Average / Median Selling Price

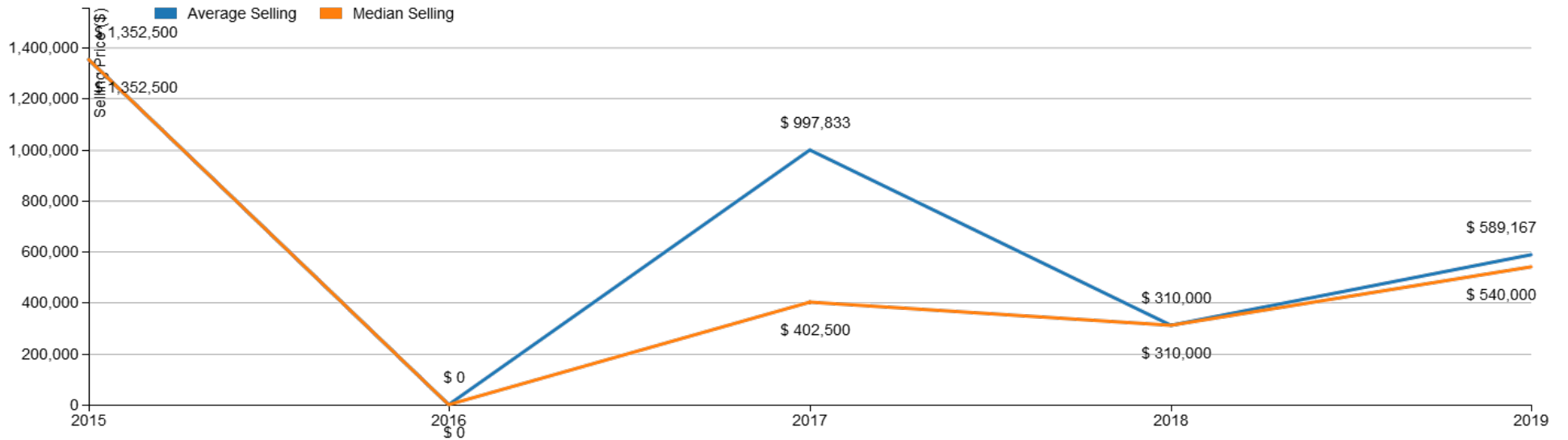


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## West Tisbury Summary: Land Sales 3rd Quarter 2019

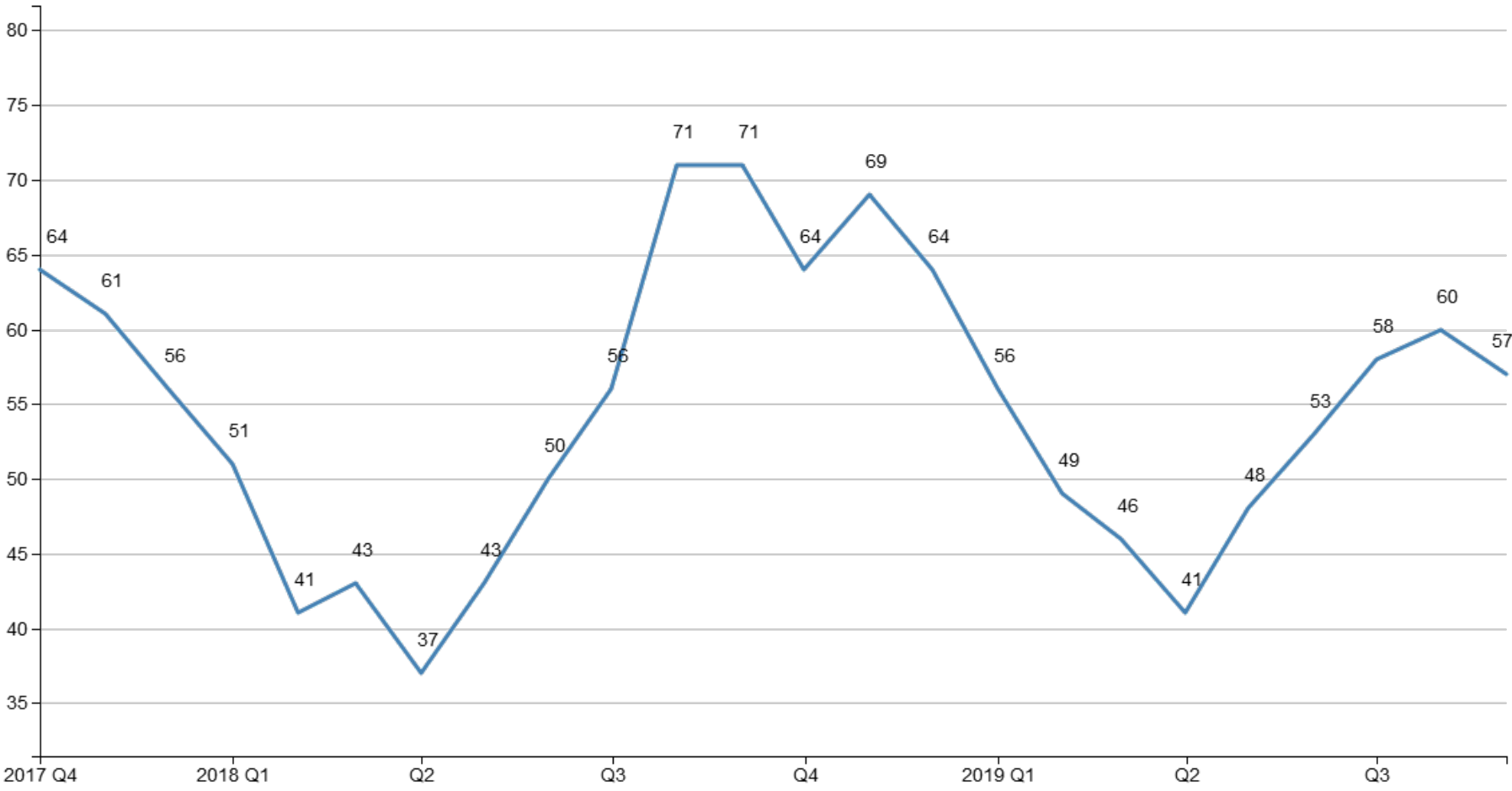
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2015	2	-	\$1,352,500	-	\$1,352,500	-	158%	-	\$2,705,000	-	126
2016	0	-	-	-	-	-	-	-	-	-	
2017	3	-	\$997,833	-	\$402,500	-	145%	-	\$2,993,500	-	402
2018	1	-67%	\$310,000	-69%	\$310,000	-23%	113%	-22%	\$310,000	-90%	
2019	3	200%	\$589,167	90%	\$540,000	74%	125%	11%	\$1,767,500	470%	117

### Average / Median Selling Price





West Tisbury  
Inventory  
3rd Quarter 2019



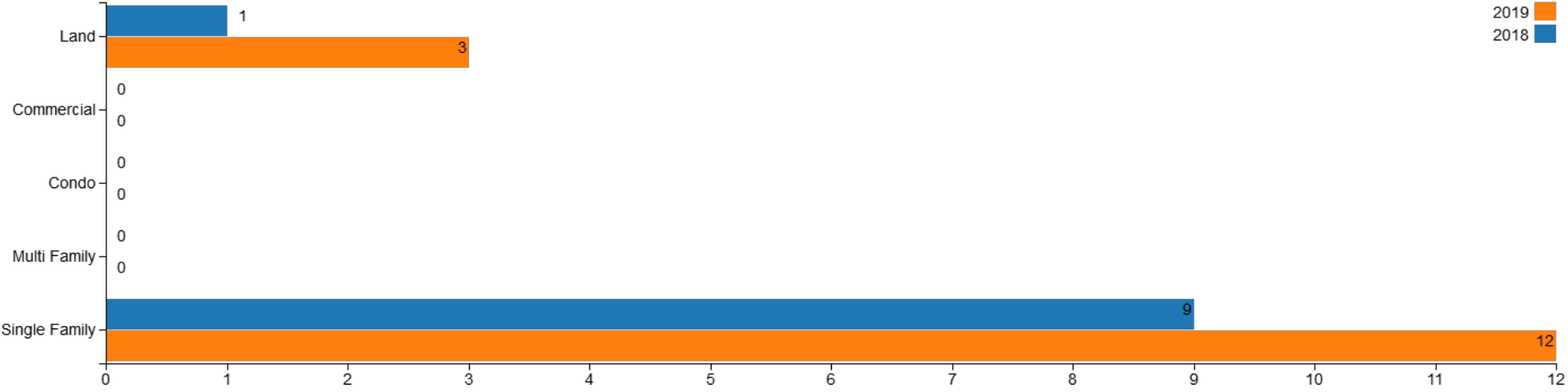


West Tisbury

Quarterly Comparison: Total Number of Sales

3rd 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%	0	-	30	7%
- Single Family	6	-40%	11	57%	12	33%	0	-	29	12%
- 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%	3	200%	0	-	10	0%
<b>Total</b>	10	-29%	15	0%	15	50%	0	-	40	3%







West Tisbury

Quarterly Comparison: Total Dollar Volume

3rd 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%	-	-	\$67,069,000	126%
- Single Family	\$37,595,000	232%	\$8,600,500	26%	\$19,673,500	110%	-	-	\$65,869,000	139%
- Multi Family	\$1,200,000	-	-	-	-	-	-	-	\$1,200,000	-45%
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$1,325,000	-73%	\$2,165,000	-5%	\$1,767,500	470%	-	-	\$5,257,500	-30%
<b>Total</b>	\$40,120,000	146%	\$10,765,500	-36%	\$21,441,000	122%	\$0	-	\$72,326,500	69%

