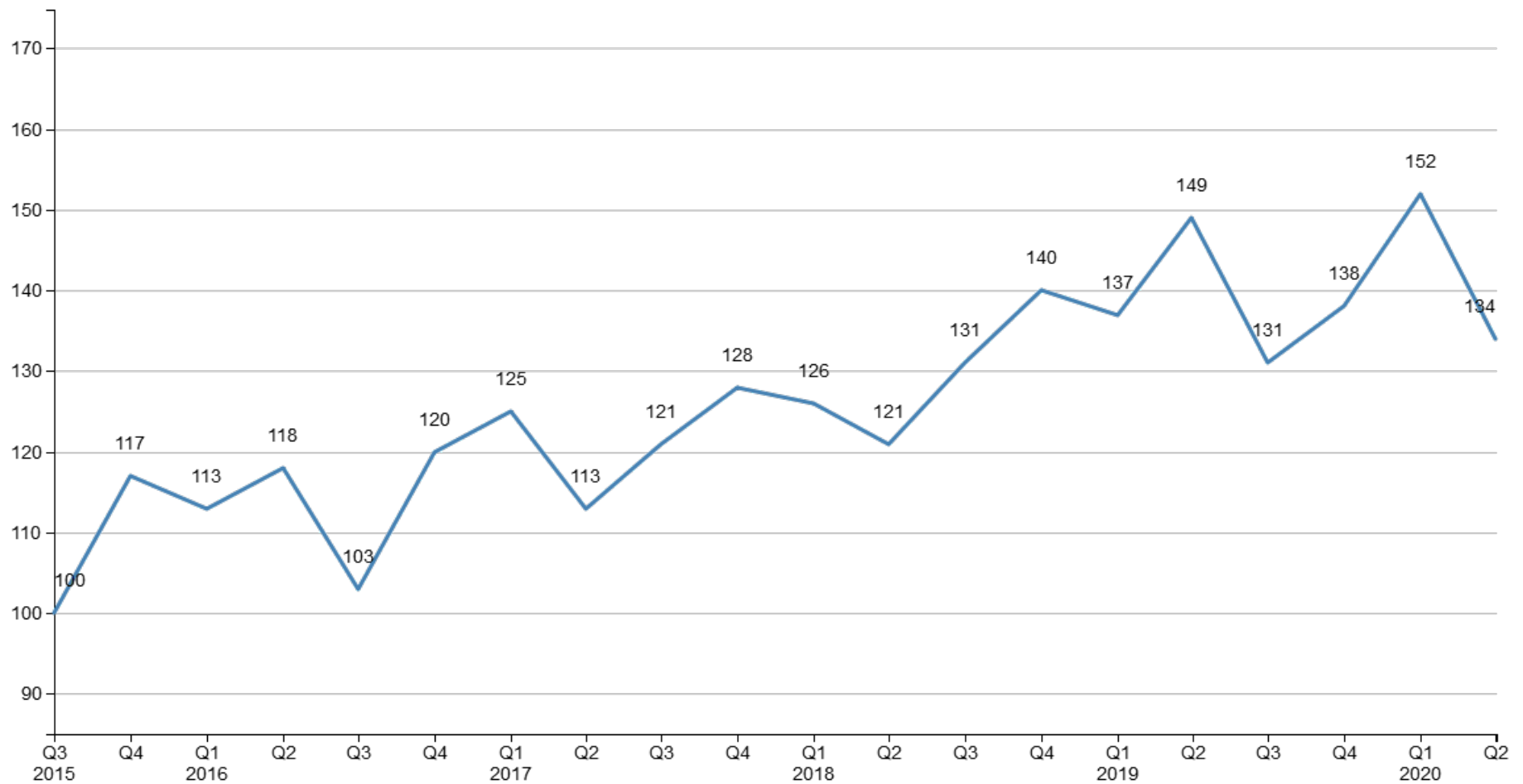


LINK

MARTHA'S VINEYARD
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

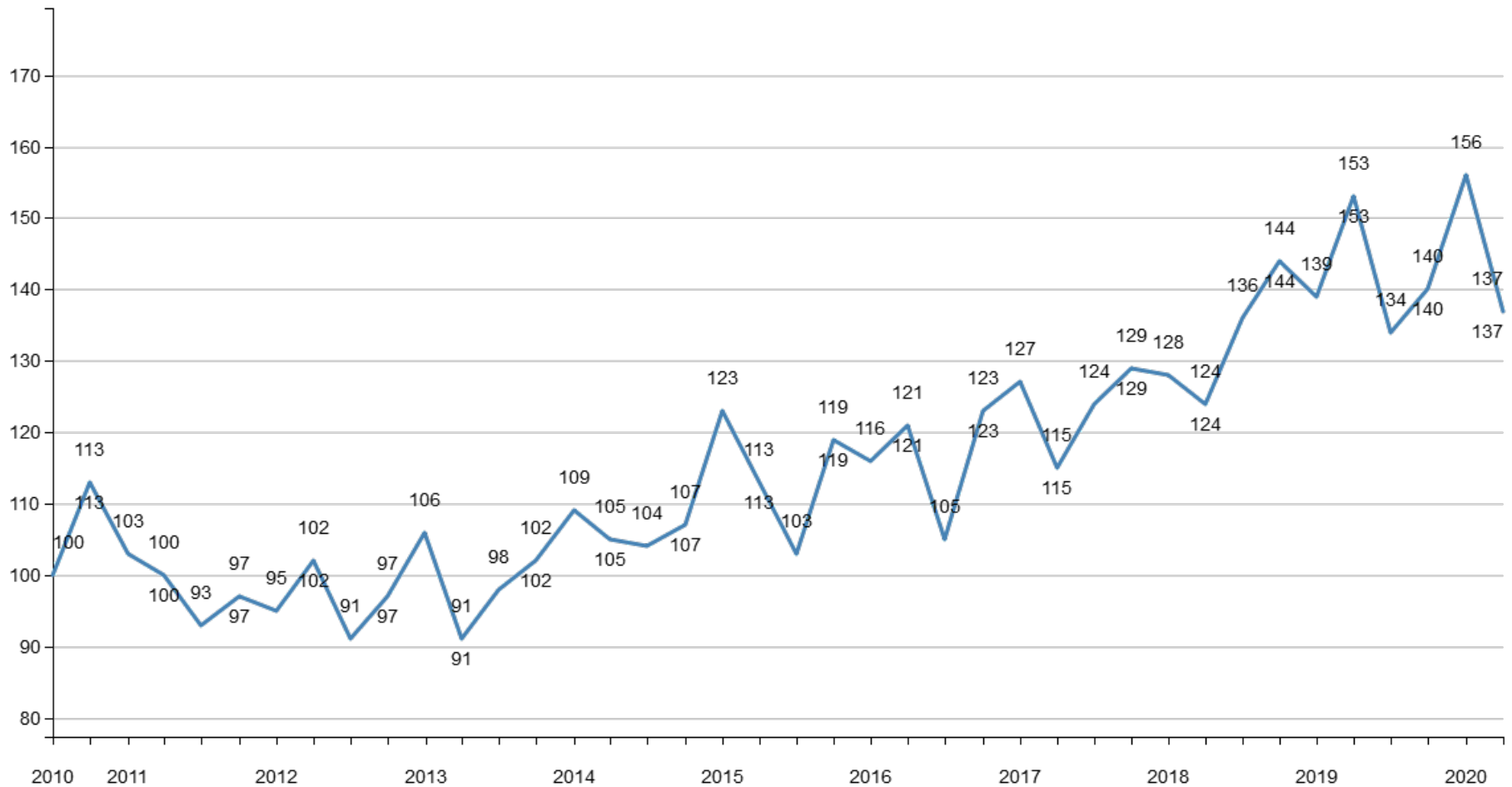
LINK

Island-wide Five Year Price Index (Appreciation Rate)



LINK

Island-wide Ten Year Price Index (Appreciation Rate)





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 includees 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.



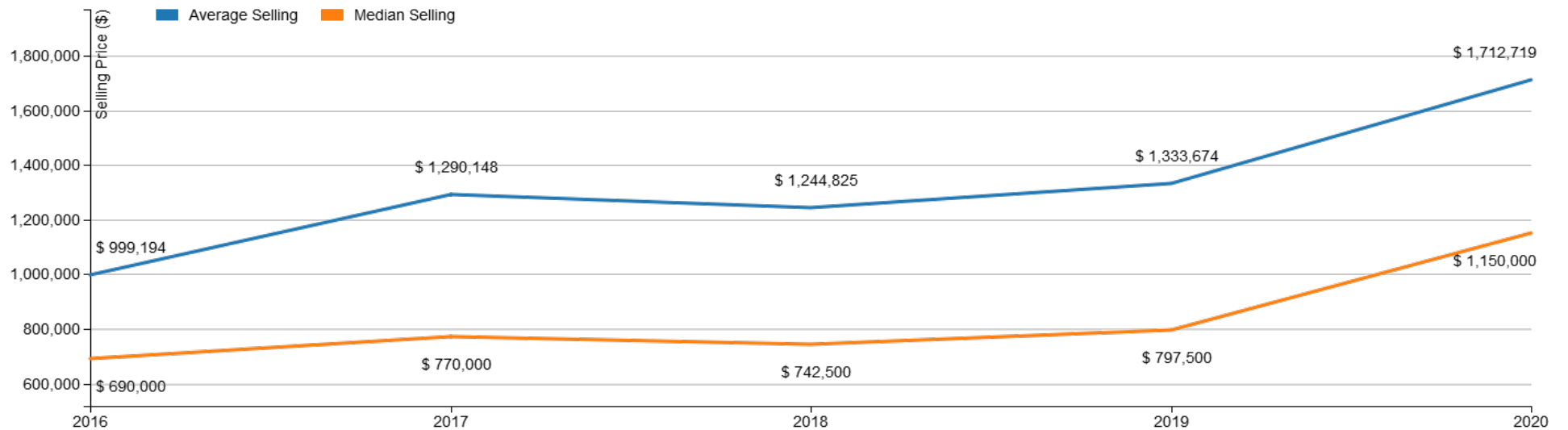
Island-Wide

Summary: Single/Multi-Family Sales

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	95	-	\$999,194	-	\$690,000	-	119%	-	\$94,923,475	-	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	100	-6%	\$1,333,674	7%	\$797,500	7%	125%	-9%	\$133,367,423	1%	272
2020	63	-37%	\$1,712,719	28%	\$1,150,000	44%	134%	8%	\$107,901,317	-19%	310

Average / Median Selling Price



LINK

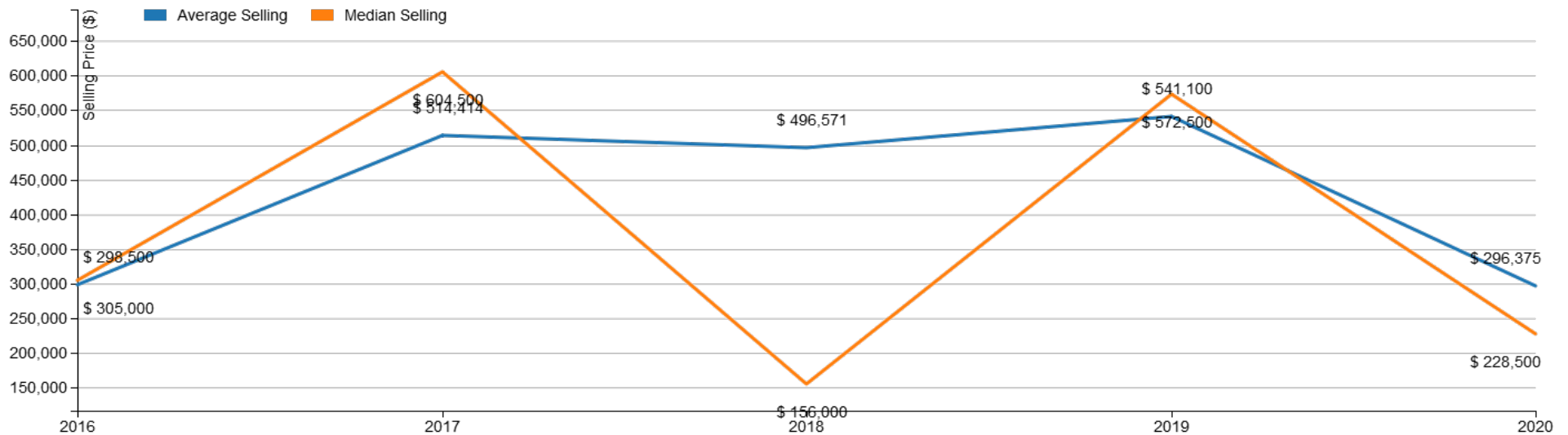
Island-Wide

Summary: Condo Sales

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2016	4	-	\$298,500	-	\$305,000	-	\$367	-	\$387	-	\$1,194,000	-	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
2020	8	-20%	\$296,375	-45%	\$228,500	-60%	\$375	-41%	\$345	-47%	\$2,371,000	-56%	127

Average / Median Selling Price

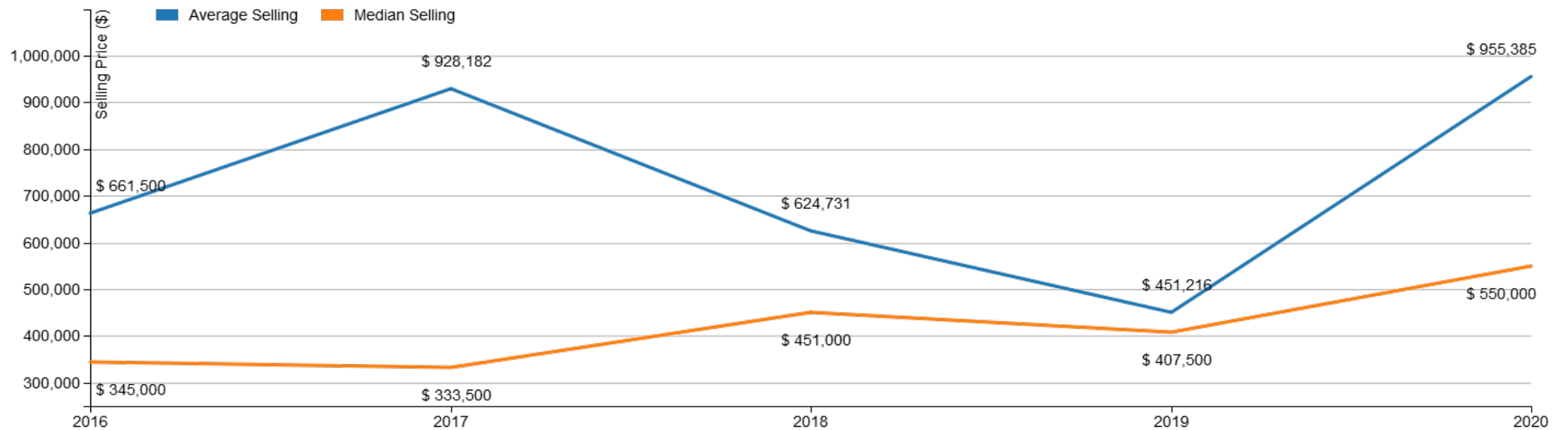


LINK

Island-Wide Summary: Land Sales 2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	31	-	\$661,500	-	\$345,000	-	111%	-	\$20,506,500	-	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
2020	13	-28%	\$955,385	112%	\$550,000	35%	104%	-13%	\$12,420,000	53%	259

Average / Median Selling Price





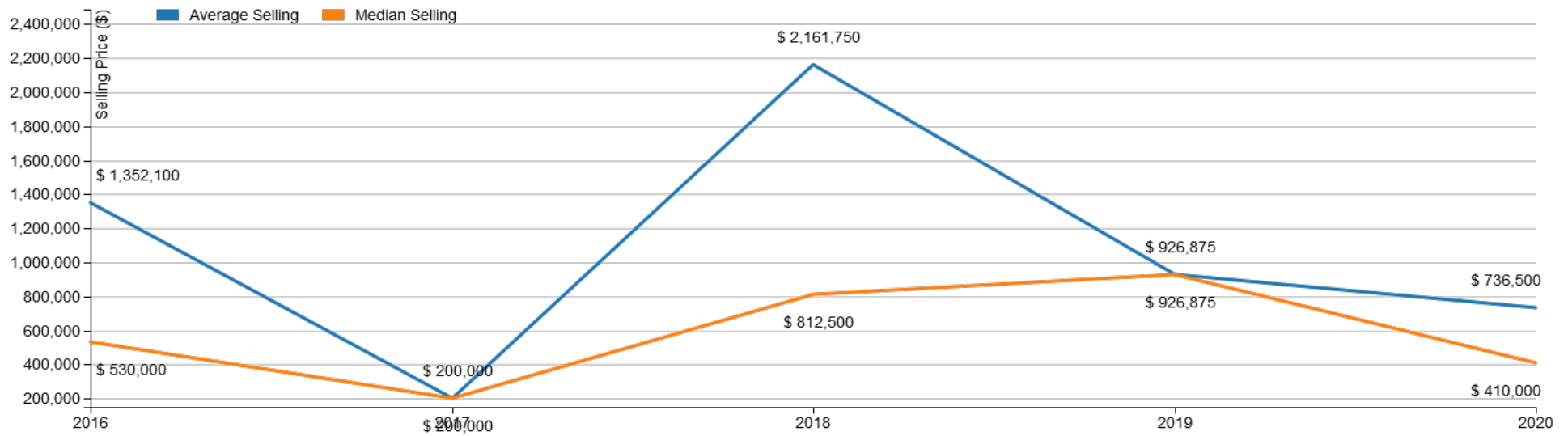
Island-Wide

Summary: Commercial Sales

2nd Quarter 2020

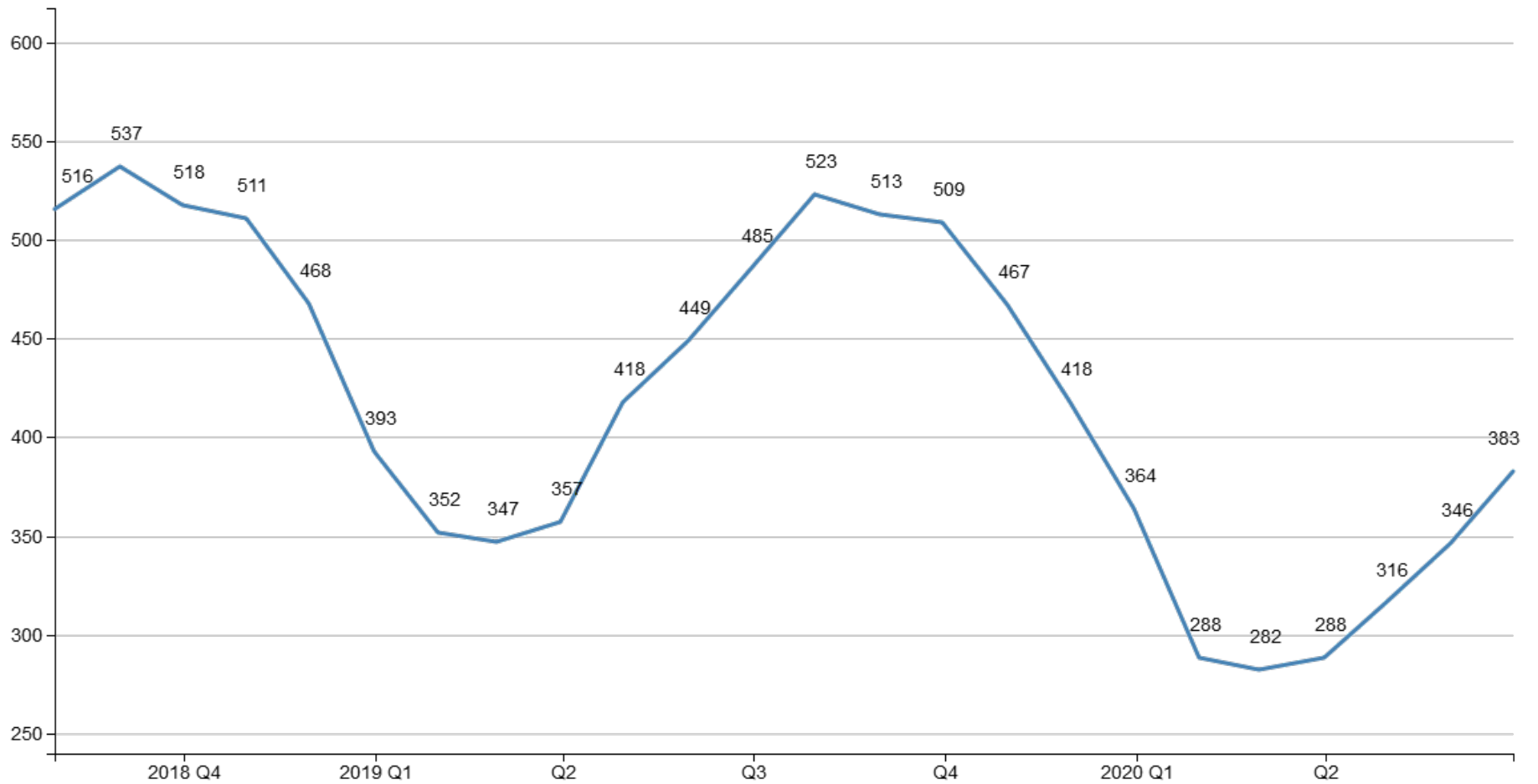
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	10	-	\$1,352,100	-	\$530,000	-	117%	-	\$13,521,000	-	158
2017	1	-90%	\$200,000	-85%	\$200,000	-62%	-	-	\$200,000	-99%	
2018	8	700%	\$2,161,750	981%	\$812,500	306%	144%	-	\$17,294,000	8,547%	408
2019	2	-75%	\$926,875	-57%	\$926,875	14%	172%	19%	\$1,853,750	-89%	158
2020	5	150%	\$736,500	-21%	\$410,000	-56%	129%	-25%	\$3,682,500	99%	159

Average / Median Selling Price



LINK

Island-Wide Inventory 2nd Quarter 2020

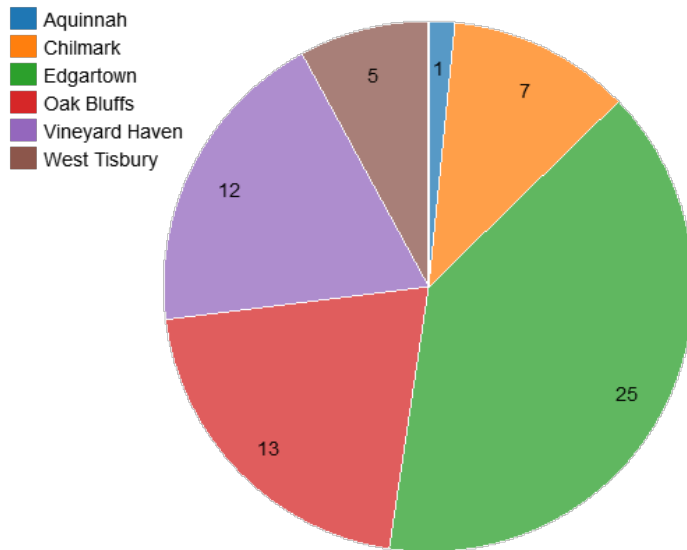




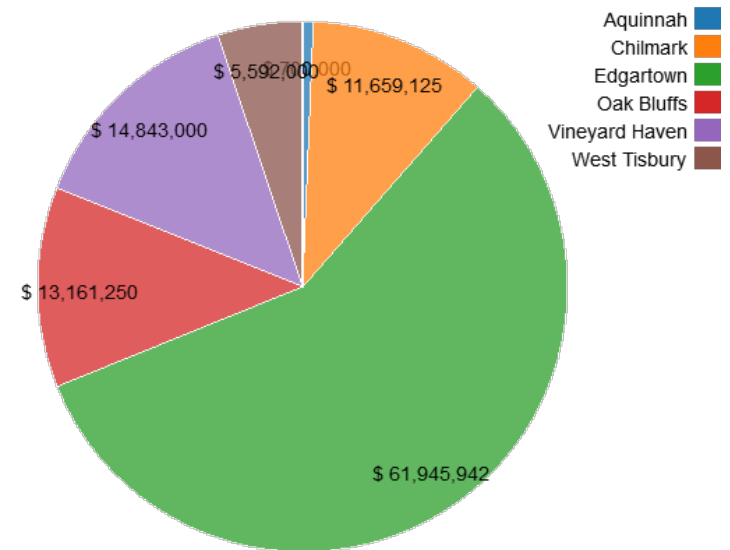
Sales Summary by Town
Single/Multi-Family
2nd Quarter 2020

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	1	-67%	\$700,000	-63%	\$700,000	-62%	82%	-30%	\$700,000	-88%	310
Chilmark	7	75%	\$1,665,589	-66%	\$1,285,000	-61%	128%	35%	\$11,659,125	-40%	534
Edgartown	25	-11%	\$2,477,838	28%	\$1,650,000	43%	151%	17%	\$61,945,942	15%	333
Oak Bluffs	13	-52%	\$1,012,404	26%	\$780,000	11%	117%	-9%	\$13,161,250	-40%	225
Vineyard Haven	12	-56%	\$1,236,917	40%	\$970,000	34%	135%	9%	\$14,843,000	-38%	295
West Tisbury	5	-55%	\$1,118,400	43%	\$850,000	20%	112%	-2%	\$5,592,000	-35%	181

Number of Sales by Town



Total Dollar Volume by Town

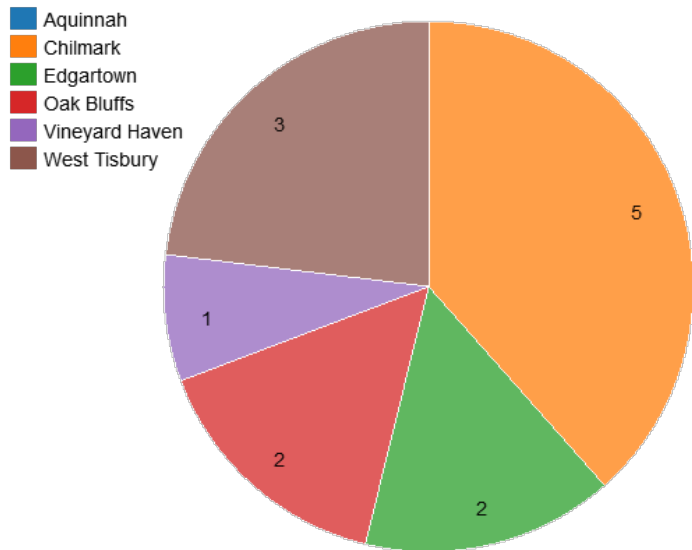




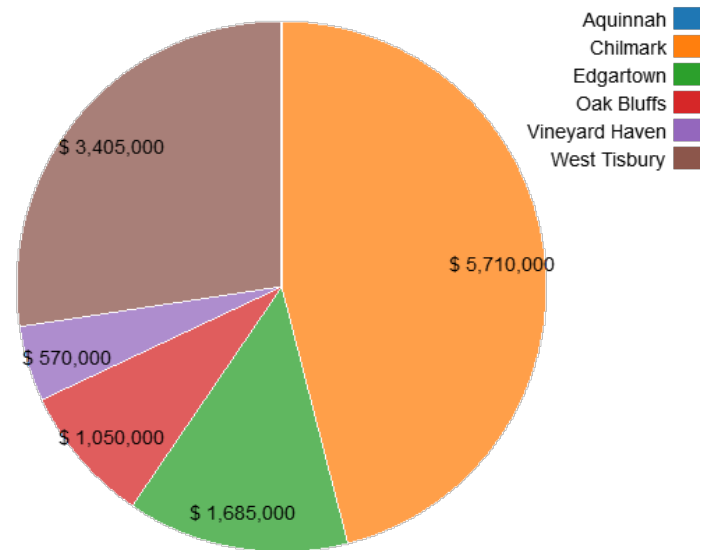
Sales Summary by Town
Land
2nd Quarter 2020

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	0	-	-	-	-	-	-	-	-	-	
Chilmark	5	-	\$1,142,000	-	\$340,000	-	103%	-	\$5,710,000	-	123
Edgartown	2	-71%	\$842,500	78%	\$842,500	103%	159%	19%	\$1,685,000	-49%	281
Oak Bluffs	2	-60%	\$525,000	28%	\$525,000	50%	111%	-8%	\$1,050,000	-49%	69
Vineyard Haven	1	-50%	\$570,000	92%	\$570,000	92%	138%	35%	\$570,000	-4%	19
West Tisbury	3	-25%	\$1,135,000	110%	\$1,105,000	108%	51%	-44%	\$3,405,000	57%	633

Number of Sales by Town



Total Dollar Volume by Town



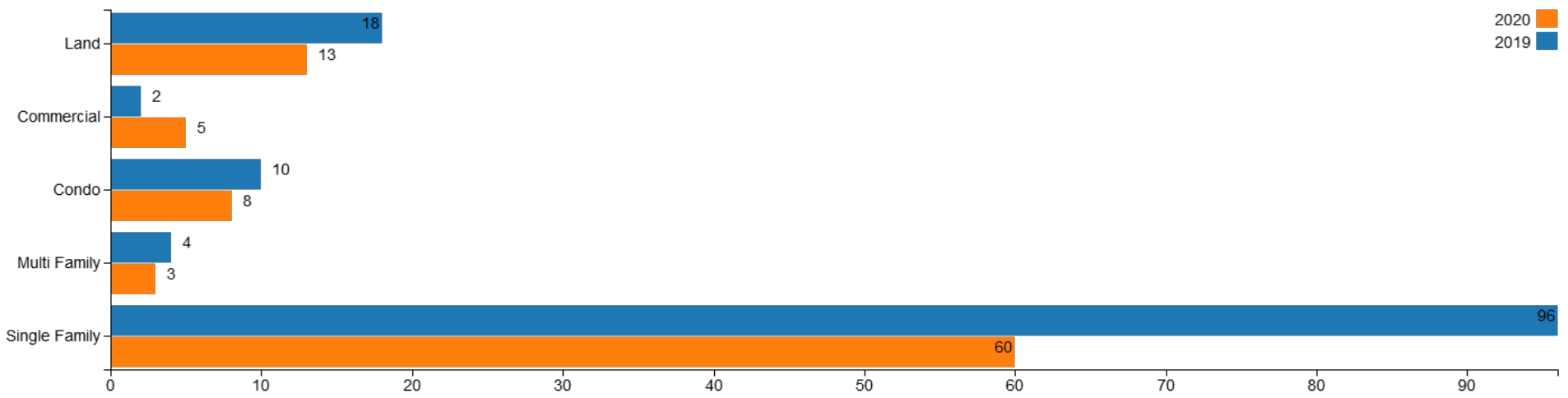


Island-Wide

Quarterly Comparison: Total Number of Sales

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	108	74%	71	-35%	0	-	0	-	179	4%
- Single Family	100	85%	60	-38%	0	-	0	-	160	7%
- Multi Family	2	100%	3	-25%	0	-	0	-	5	0%
- Condo	6	-14%	8	-20%	0	-	0	-	14	-18%
Commercial	3	0%	5	150%	0	-	0	-	8	60%
Land	16	-11%	13	-28%	0	-	0	-	29	-19%
Total	127	53%	89	-32%	0	-	0	-	216	1%



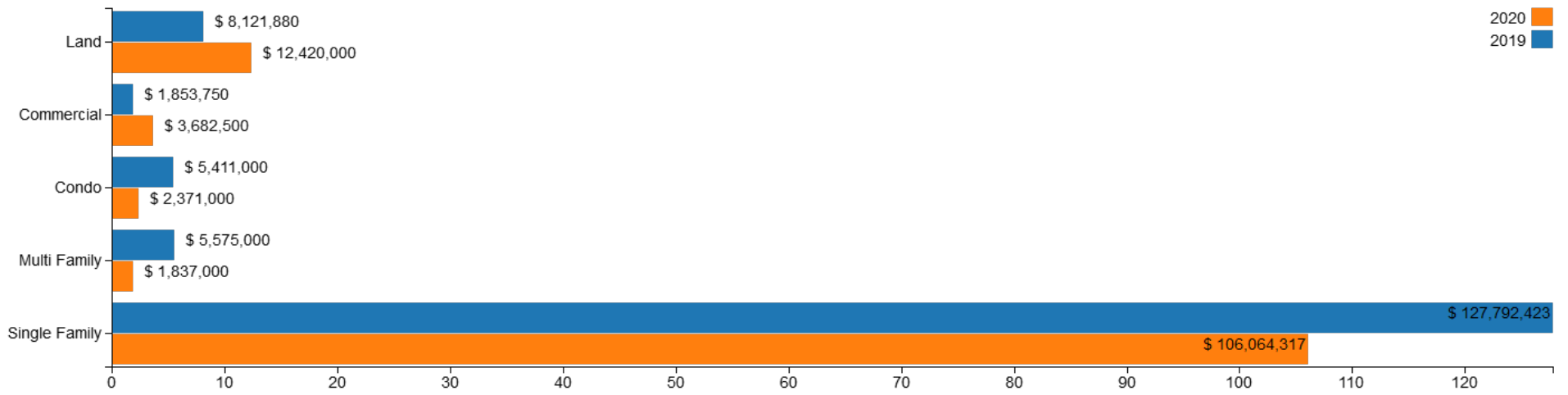


Island-Wide

Quarterly Comparison: Total Dollar Volume

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$147,881,274	26%	\$110,272,317	-21%	-	-	-	-	\$258,153,591	1%
- Single Family	\$144,918,474	27%	\$106,064,317	-17%	-	-	-	-	\$250,982,791	4%
- Multi Family	\$1,488,500	24%	\$1,837,000	-67%	-	-	-	-	\$3,325,500	-51%
- Condo	\$1,474,300	-36%	\$2,371,000	-56%	-	-	-	-	\$3,845,300	-50%
Commercial	\$1,880,000	19%	\$3,682,500	99%	-	-	-	-	\$5,562,500	62%
Land	\$21,496,255	-3%	\$12,420,000	53%	-	-	-	-	\$33,916,255	12%
Total	\$171,257,529	21%	\$126,374,817	-15%	\$0	-	\$0	-	\$297,632,346	3%



LINK

AQUINNAH
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

LINK

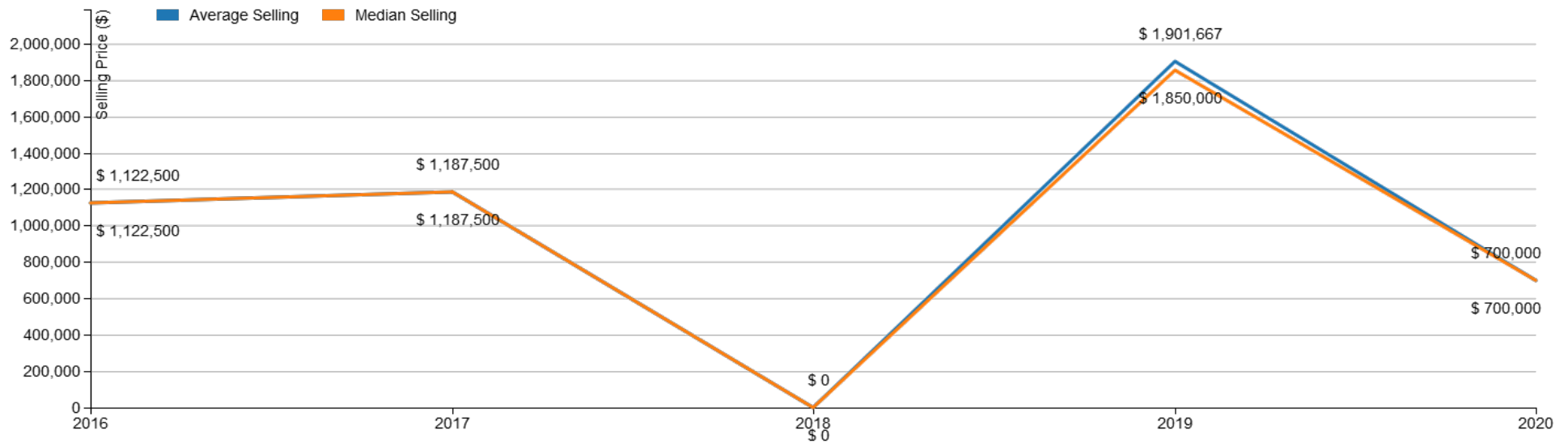
Aquinnah

Summary: Single/Multi-Family Sales

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	2	-	\$1,122,500	-	\$1,122,500	-	116%	-	\$2,245,000	-	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
2020	1	-67%	\$700,000	-63%	\$700,000	-62%	82%	-30%	\$700,000	-88%	310

Average / Median Selling Price



LINK

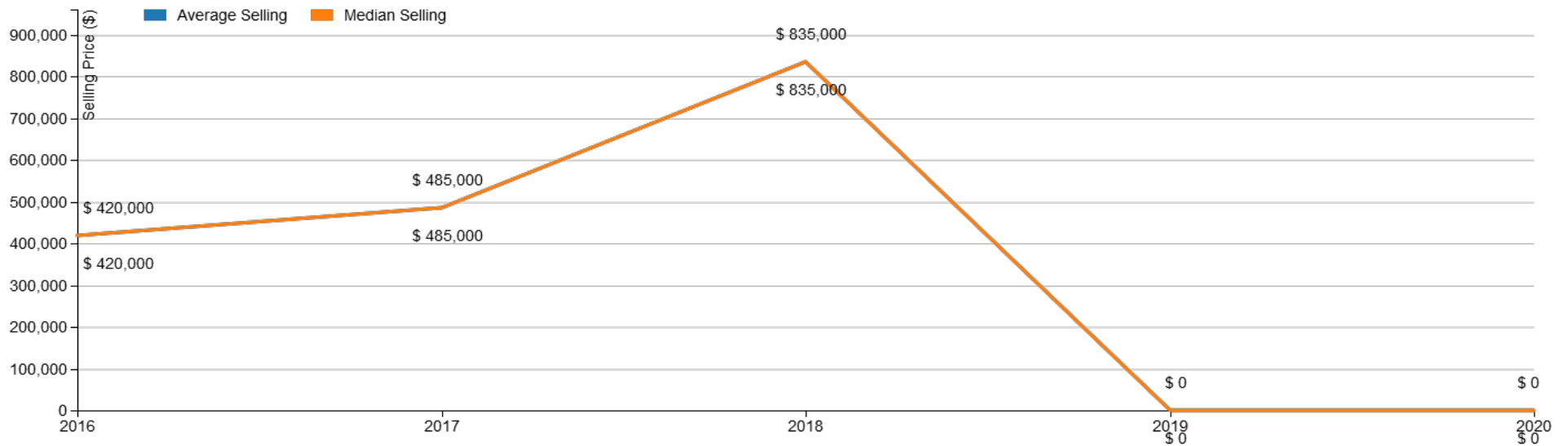
Aquinnah

Summary: Land Sales

2nd Quarter 2020

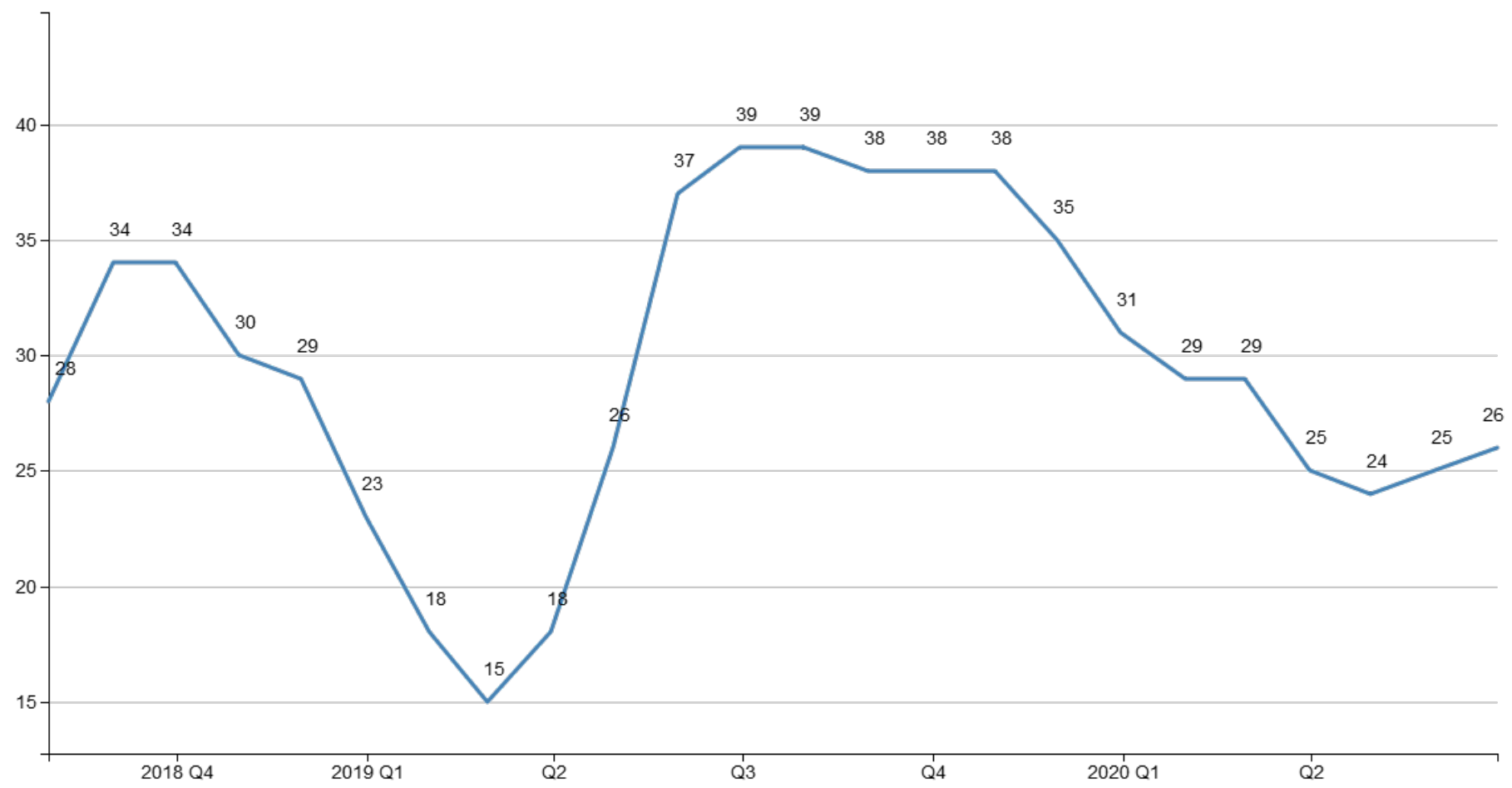
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	2	-	\$420,000	-	\$420,000	-	89%	-	\$840,000	-	664
2017	1	-50%	\$485,000	15%	\$485,000	15%	129%	46%	\$485,000	-42%	298
2018	1	0%	\$835,000	72%	\$835,000	72%	110%	-15%	\$835,000	72%	
2019	0	-	-	-	-	-	-	-	-	-	
2020	0	-	-	-	-	-	-	-	-	-	

Average / Median Selling Price





Aquinnah
Inventory
2nd Quarter 2020



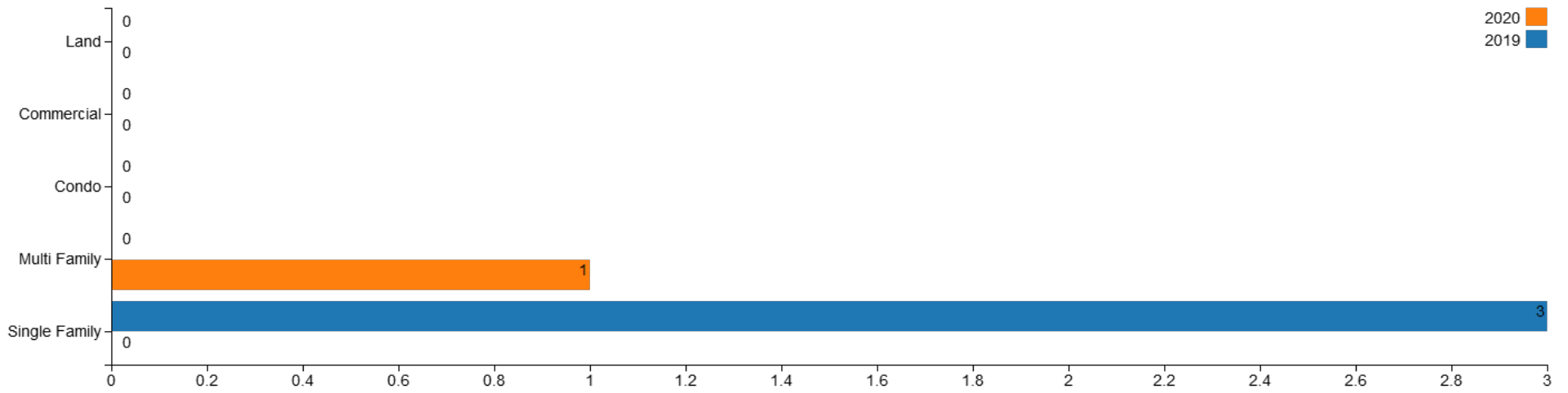


Aquinnah

Quarterly Comparison: Total Number of Sales

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	3	50%	1	-67%	0	-	0	-	4	-20%
- Single Family	3	50%	0	-	0	-	0	-	3	-40%
- Multi Family	0	-	1	-	0	-	0	-	1	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	0	-	0	-	0	-	0	-	0	-
Total	3	50%	1	-67%	0	-	0	-	4	-20%



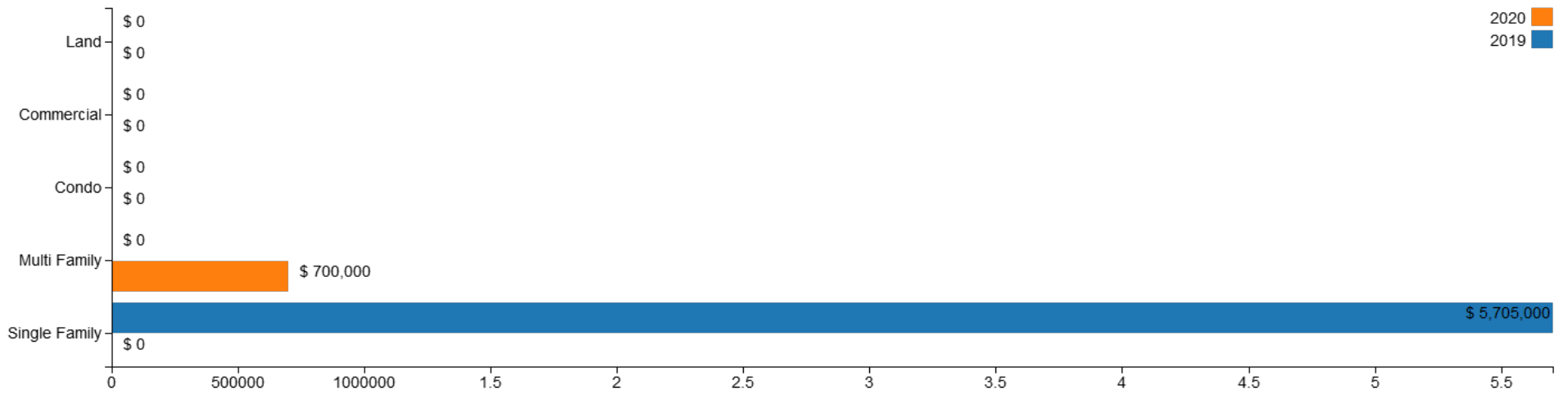


Aquinnah

Quarterly Comparison: Total Dollar Volume

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$2,685,000	-1%	\$700,000	-88%	-	-	-	-	\$3,385,000	-60%
- Single Family	\$2,685,000	-1%	-	-	-	-	-	-	\$2,685,000	-68%
- Multi Family	-	-	\$700,000	-	-	-	-	-	\$700,000	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	-	-	-	-	-	-	-	-	-	-
Total	\$2,685,000	-1%	\$700,000	-88%	\$0	-	\$0	-	\$3,385,000	-60%



LINK

CHILMARK
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020



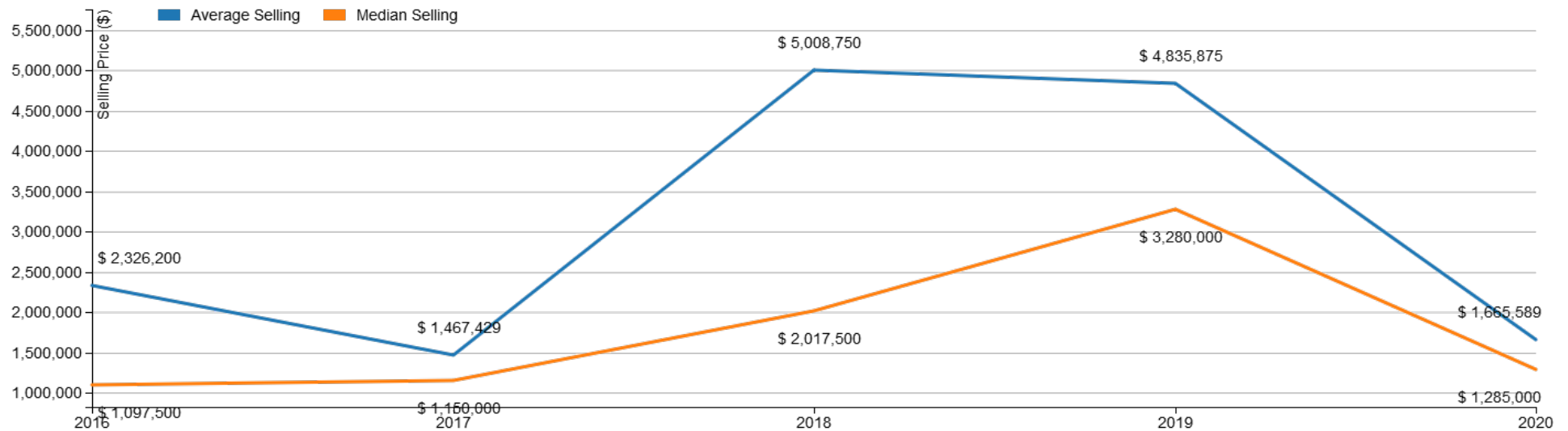
Chilmark

Summary: Single/Multi-Family Sales

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	10	-	\$2,326,200	-	\$1,097,500	-	101%	-	\$23,262,000	-	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
2020	7	75%	\$1,665,589	-66%	\$1,285,000	-61%	128%	35%	\$11,659,125	-40%	534

Average / Median Selling Price





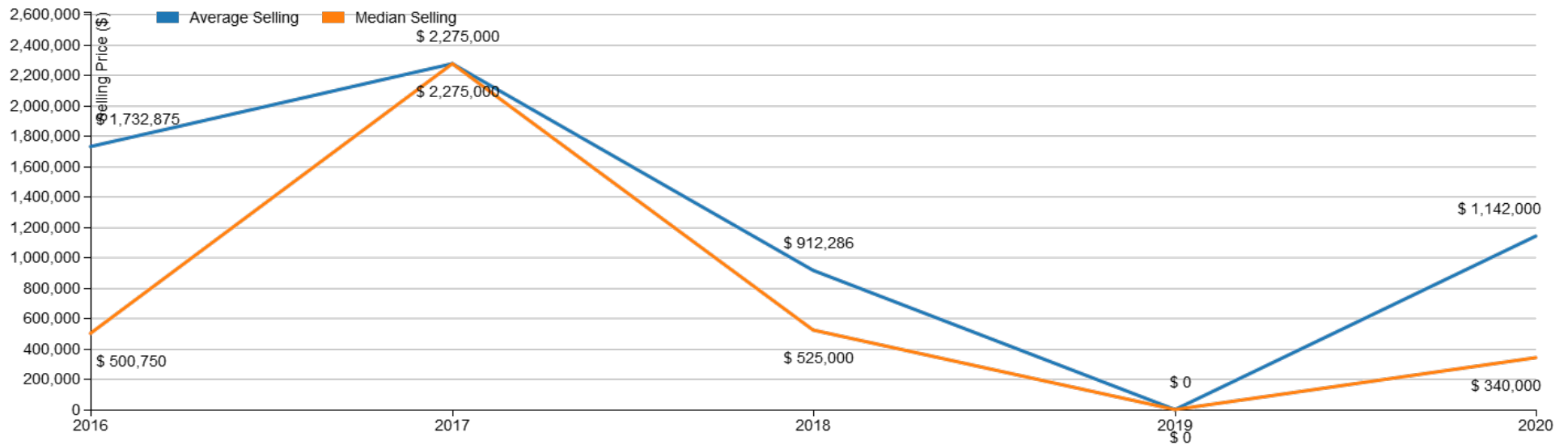
Chilmark

Summary: Land Sales

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	4	-	\$1,732,875	-	\$500,750	-	136%	-	\$6,931,500	-	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	-	-	-	-	-	-	-	-	-	
2020	5	-	\$1,142,000	-	\$340,000	-	103%	-	\$5,710,000	-	123

Average / Median Selling Price

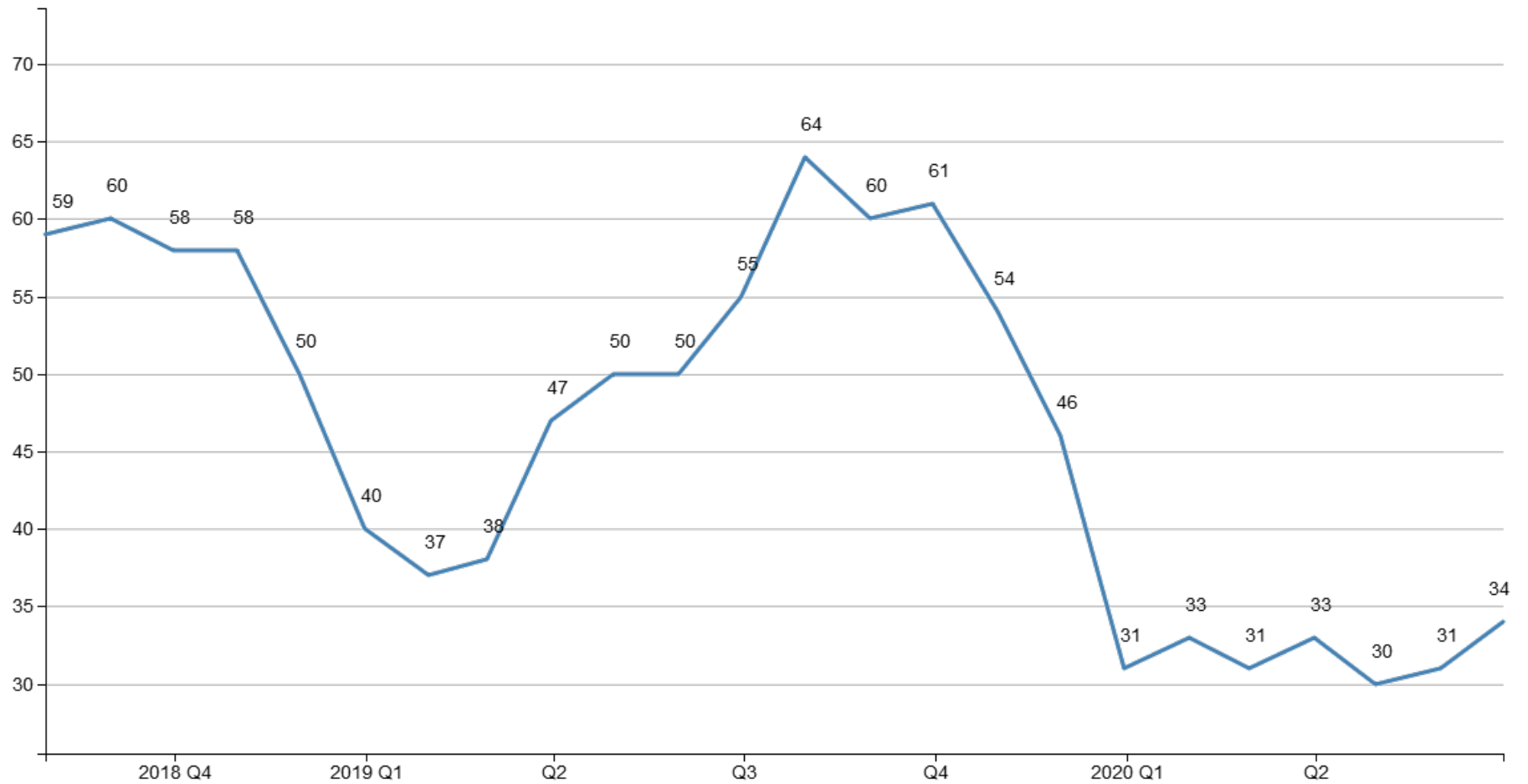


LINK

Chilmark

Inventory

2nd Quarter 2020



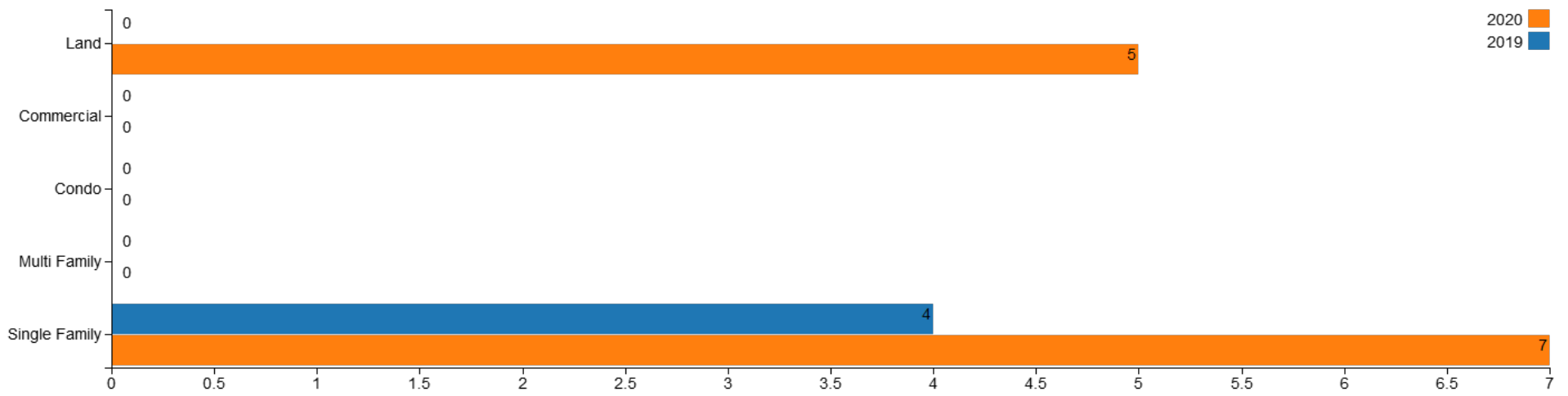


Chilmark

Quarterly Comparison: Total Number of Sales

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	7	40%	7	75%	0	-	0	-	14	56%
- Single Family	7	40%	7	75%	0	-	0	-	14	56%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	1	-67%	5	-	0	-	0	-	6	100%
Total	8	0%	12	200%	0	-	0	-	20	67%



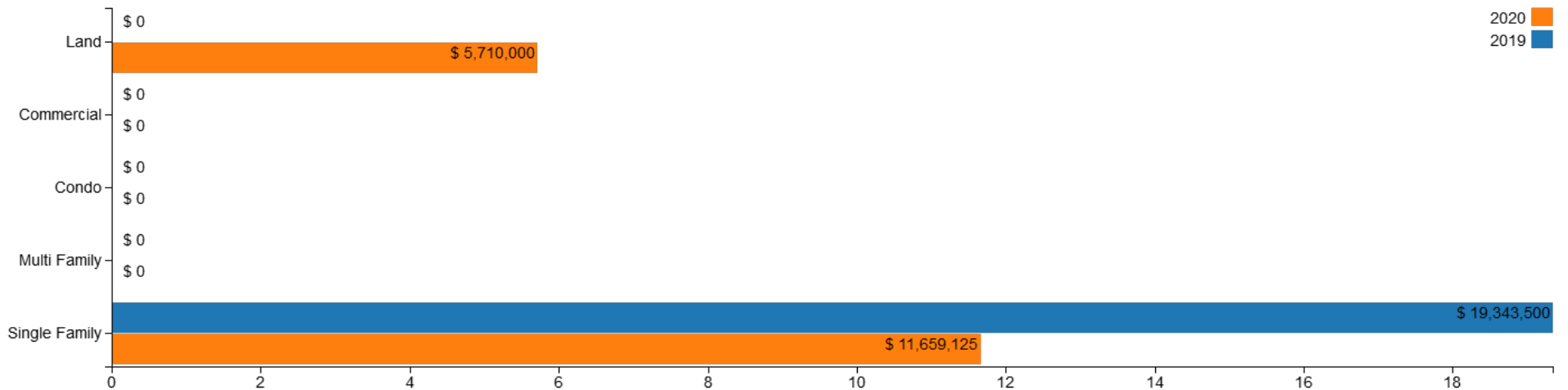


Chilmark

Quarterly Comparison: Total Dollar Volume

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$16,730,000	153%	\$11,659,125	-40%	-	-	-	-	\$28,389,125	9%
- Single Family	\$16,730,000	153%	\$11,659,125	-40%	-	-	-	-	\$28,389,125	9%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$933,755	-78%	\$5,710,000	-	-	-	-	-	\$6,643,755	59%
Total	\$17,663,755	64%	\$17,369,125	-10%	\$0	-	\$0	-	\$35,032,880	16%



LINK

EDGARTOWN
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

LINK

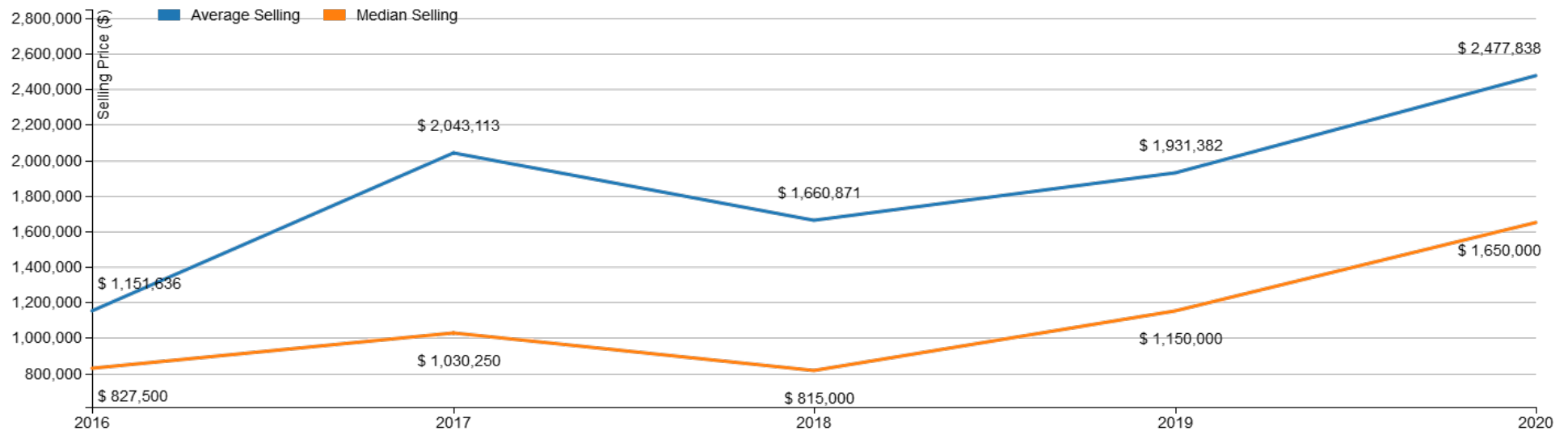
Edgartown

Summary: Single/Multi-Family Sales

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	22	-	\$1,151,636	-	\$827,500	-	136%	-	\$25,336,000	-	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	28	-20%	\$1,931,382	16%	\$1,150,000	41%	129%	1%	\$54,078,700	-7%	299
2020	25	-11%	\$2,477,838	28%	\$1,650,000	43%	151%	17%	\$61,945,942	15%	333

Average / Median Selling Price



LINK

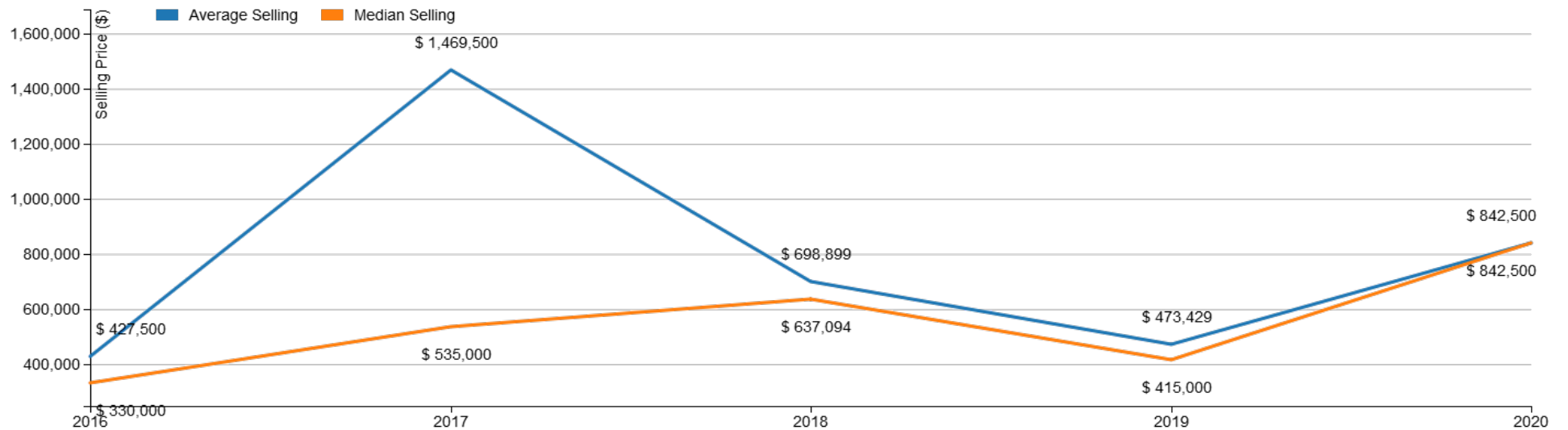
Edgartown

Summary: Land Sales

2nd Quarter 2020

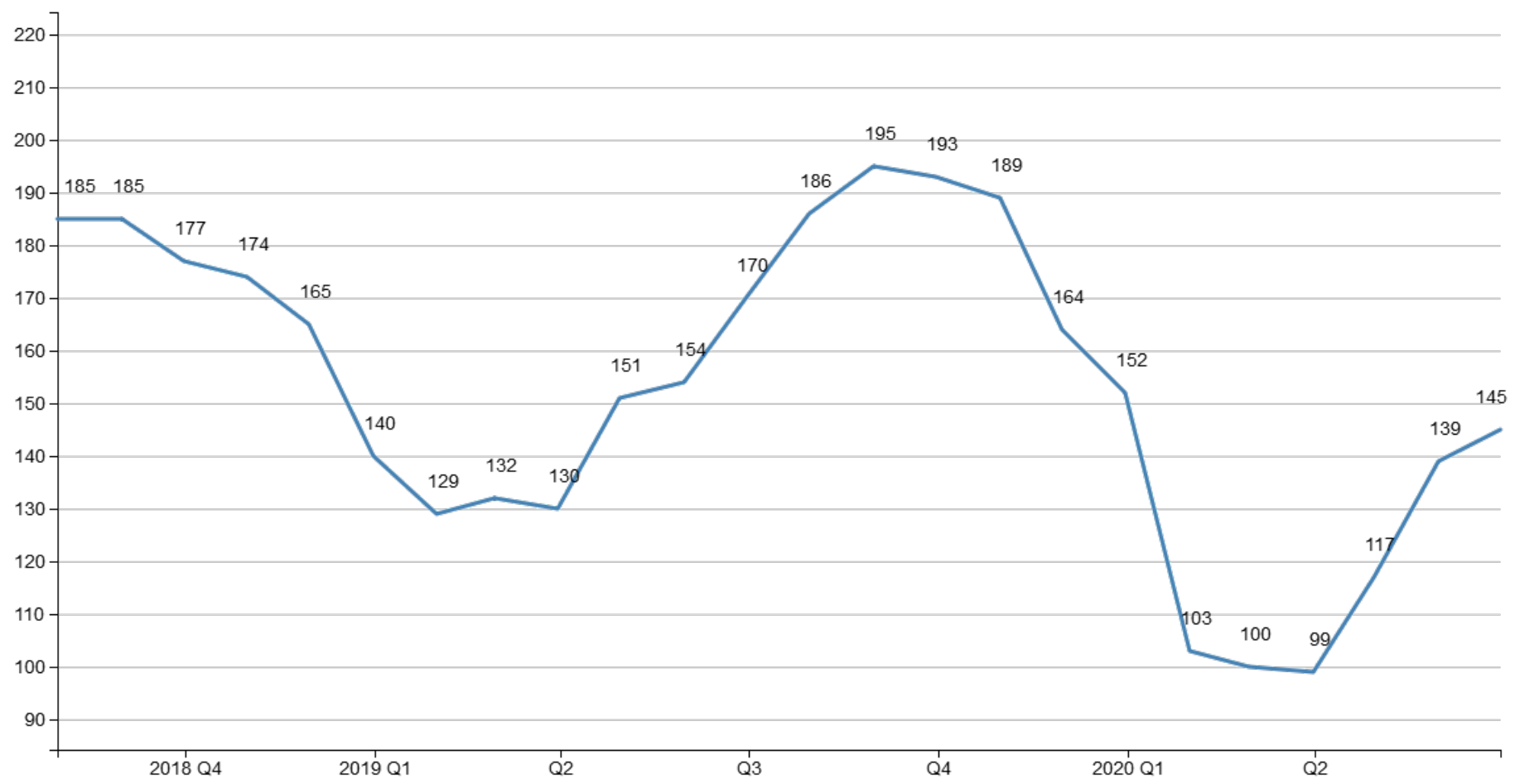
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	6	-	\$427,500	-	\$330,000	-	100%	-	\$2,565,000	-	404
2017	7	17%	\$1,469,500	244%	\$535,000	62%	152%	53%	\$10,286,500	301%	425
2018	10	43%	\$698,899	-52%	\$637,094	19%	137%	-10%	\$6,988,988	-32%	256
2019	7	-30%	\$473,429	-32%	\$415,000	-35%	134%	-2%	\$3,314,000	-53%	260
2020	2	-71%	\$842,500	78%	\$842,500	103%	159%	19%	\$1,685,000	-49%	281

Average / Median Selling Price





Edgartown
Inventory
2nd Quarter 2020



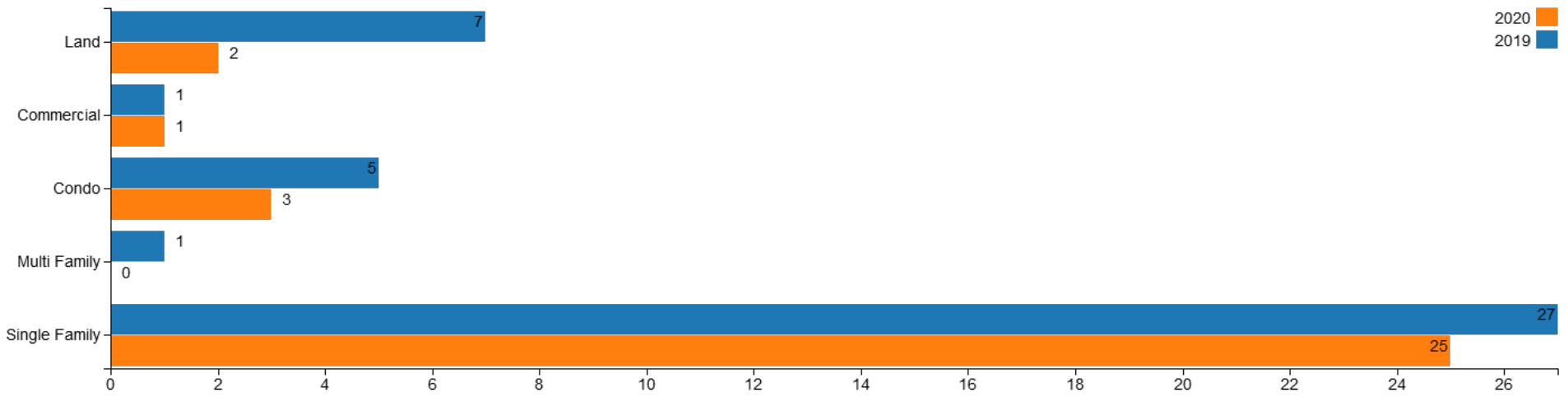


Edgartown

Quarterly Comparison: Total Number of Sales

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	39	179%	28	-15%	0	-	0	-	67	43%
- Single Family	36	177%	25	-7%	0	-	0	-	61	53%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	3	200%	3	-40%	0	-	0	-	6	0%
Commercial	0	-	1	0%	0	-	0	-	1	-67%
Land	5	0%	2	-71%	0	-	0	-	7	-42%
Total	44	110%	31	-24%	0	-	0	-	75	21%



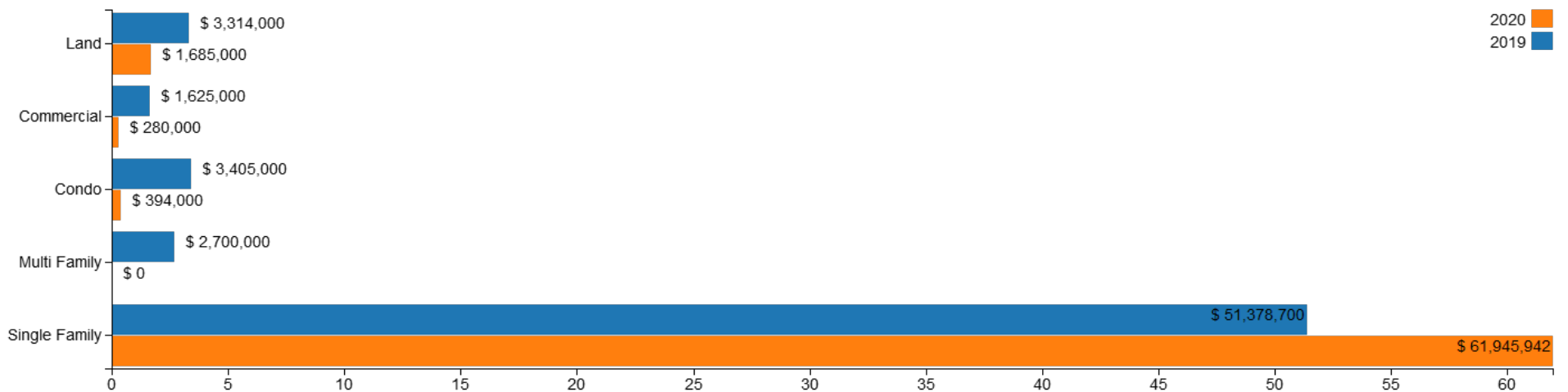


Edgartown

Quarterly Comparison: Total Dollar Volume

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$70,622,300	72%	\$62,339,942	8%	-	-	-	-	\$132,962,242	35%
- Single Family	\$70,163,000	74%	\$61,945,942	21%	-	-	-	-	\$132,108,942	44%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$459,300	-43%	\$394,000	-88%	-	-	-	-	\$853,300	-80%
Commercial	-	-	\$280,000	-83%	-	-	-	-	\$280,000	-90%
Land	\$14,715,000	13%	\$1,685,000	-49%	-	-	-	-	\$16,400,000	1%
Total	\$85,337,300	54%	\$64,304,942	3%	\$0	-	\$0	-	\$149,642,242	27%



LINK

OAK BLUFFS
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

LINK

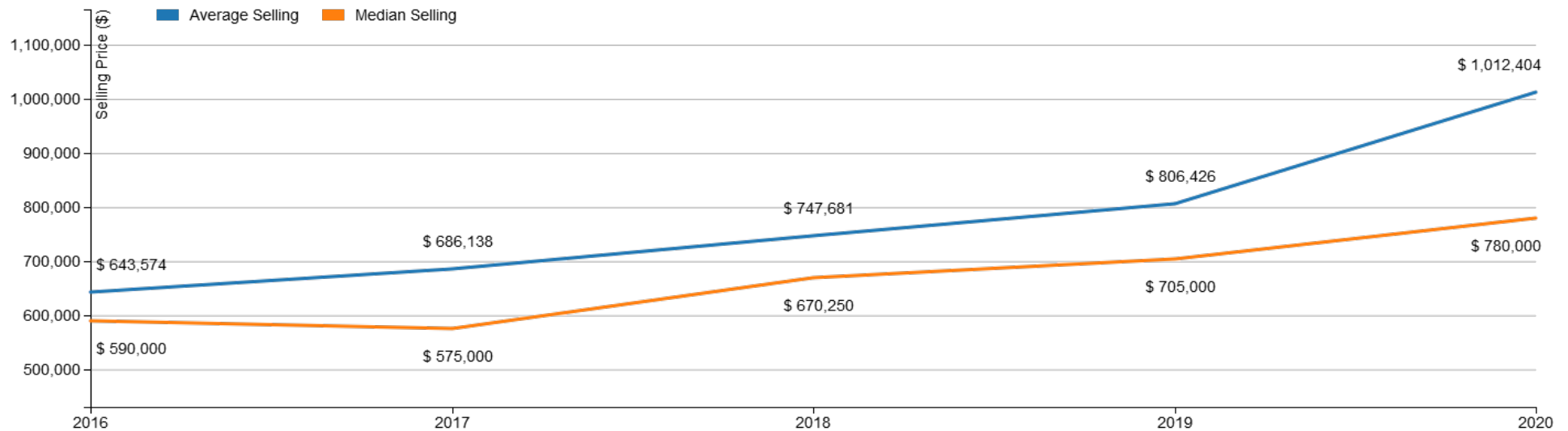
Oak Bluffs

Summary: Single/Multi-Family Sales

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	27	-	\$643,574	-	\$590,000	-	119%	-	\$17,376,500	-	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
2020	13	-52%	\$1,012,404	26%	\$780,000	11%	117%	-9%	\$13,161,250	-40%	225

Average / Median Selling Price



LINK

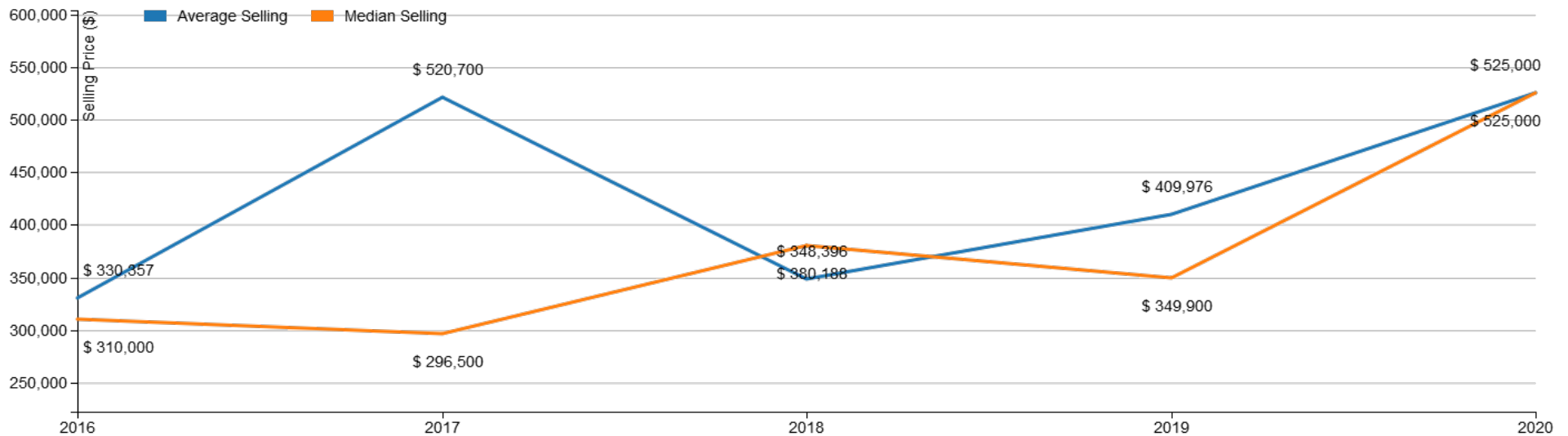
Oak Bluffs

Summary: Land Sales

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	7	-	\$330,357	-	\$310,000	-	113%	-	\$2,312,500	-	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
2020	2	-60%	\$525,000	28%	\$525,000	50%	111%	-8%	\$1,050,000	-49%	69

Average / Median Selling Price

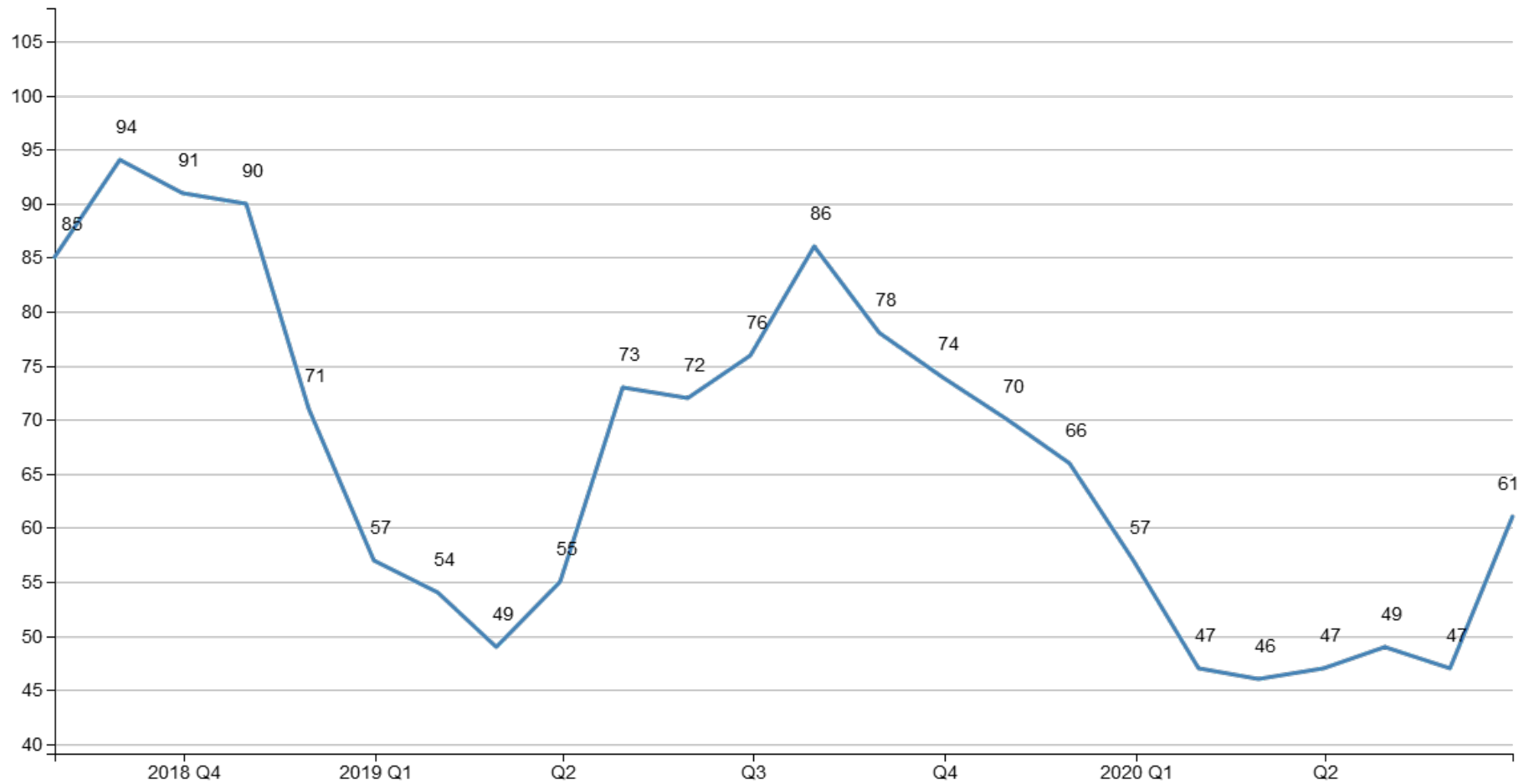


LINK

Oak Bluffs

Inventory

2nd Quarter 2020



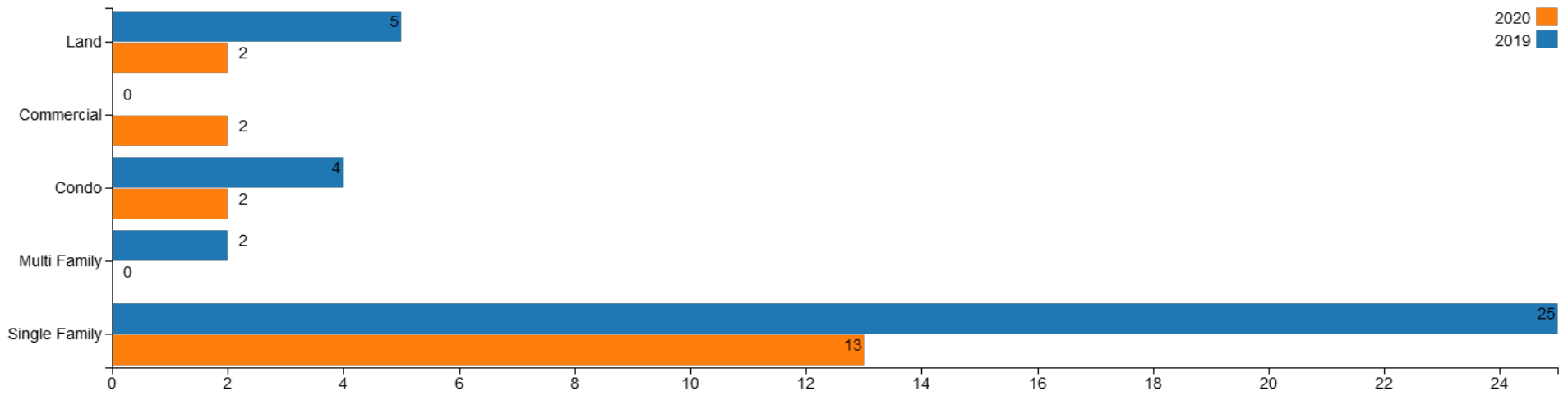


Oak Bluffs

Quarterly Comparison: Total Number of Sales

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	29	61%	15	-52%	0	-	0	-	44	-10%
- Single Family	26	73%	13	-48%	0	-	0	-	39	-3%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	3	0%	2	-50%	0	-	0	-	5	-29%
Commercial	1	-	2	-	0	-	0	-	3	-
Land	4	0%	2	-60%	0	-	0	-	6	-33%
Total	34	55%	19	-47%	0	-	0	-	53	-9%



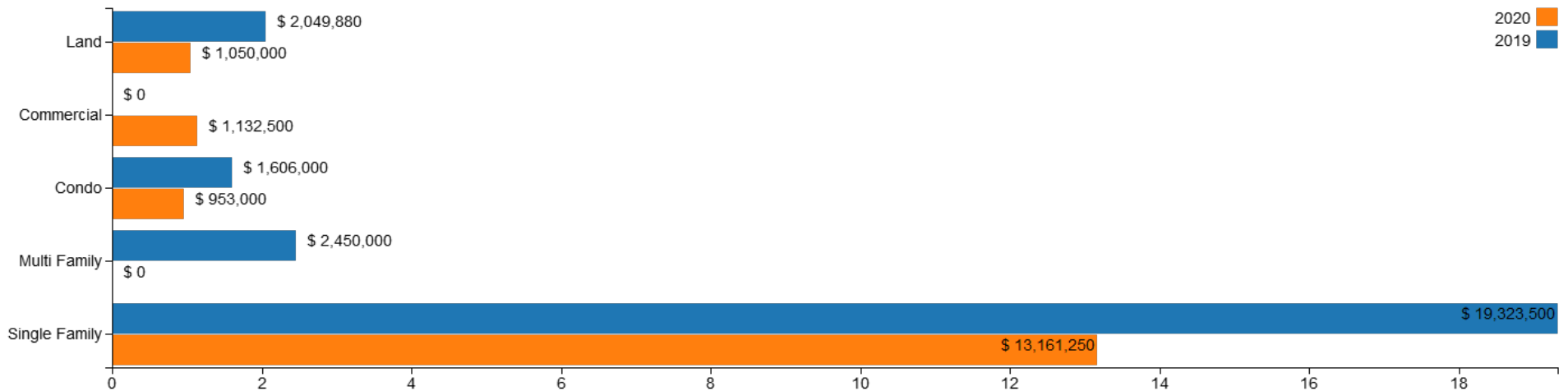


Oak Bluffs

Quarterly Comparison: Total Dollar Volume

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$22,441,474	62%	\$14,114,250	-40%	-	-	-	-	\$36,555,724	-2%
- Single Family	\$21,426,474	64%	\$13,161,250	-32%	-	-	-	-	\$34,587,724	7%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$1,015,000	24%	\$953,000	-41%	-	-	-	-	\$1,968,000	-19%
Commercial	\$550,000	-	\$1,132,500	-	-	-	-	-	\$1,682,500	-
Land	\$1,612,500	-30%	\$1,050,000	-49%	-	-	-	-	\$2,662,500	-39%
Total	\$24,603,974	52%	\$16,296,750	-36%	\$0	-	\$0	-	\$40,900,724	-2%



LINK

VINEYARD HAVEN
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

LINK

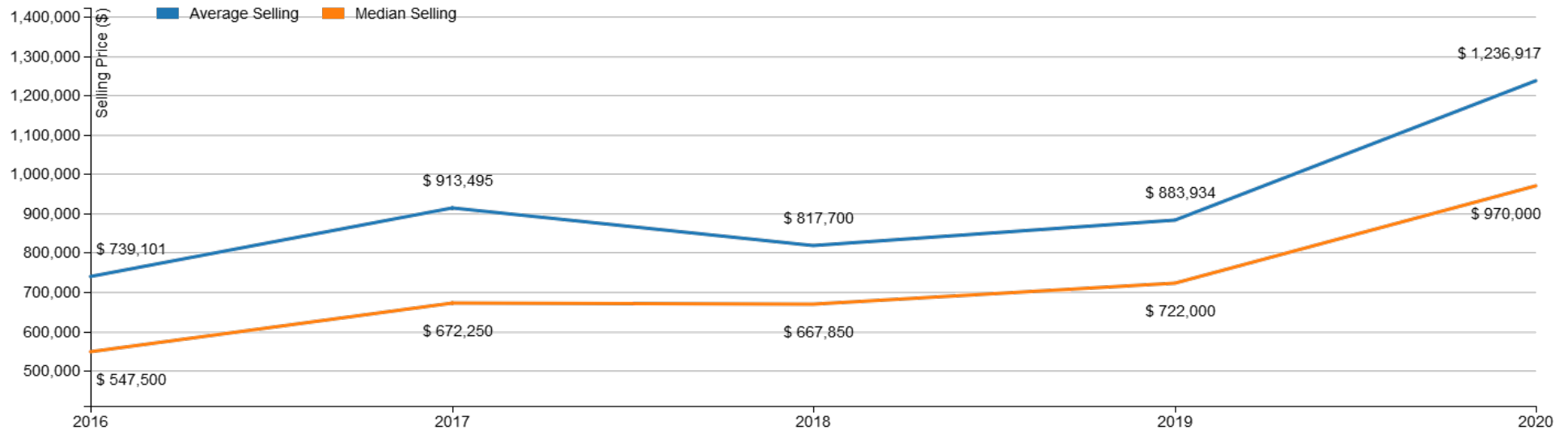
Vineyard Haven

Summary: Single/Multi-Family Sales

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	21	-	\$739,101	-	\$547,500	-	115%	-	\$15,521,125	-	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	27	35%	\$883,934	8%	\$722,000	8%	124%	-14%	\$23,866,223	46%	283
2020	12	-56%	\$1,236,917	40%	\$970,000	34%	135%	9%	\$14,843,000	-38%	295

Average / Median Selling Price

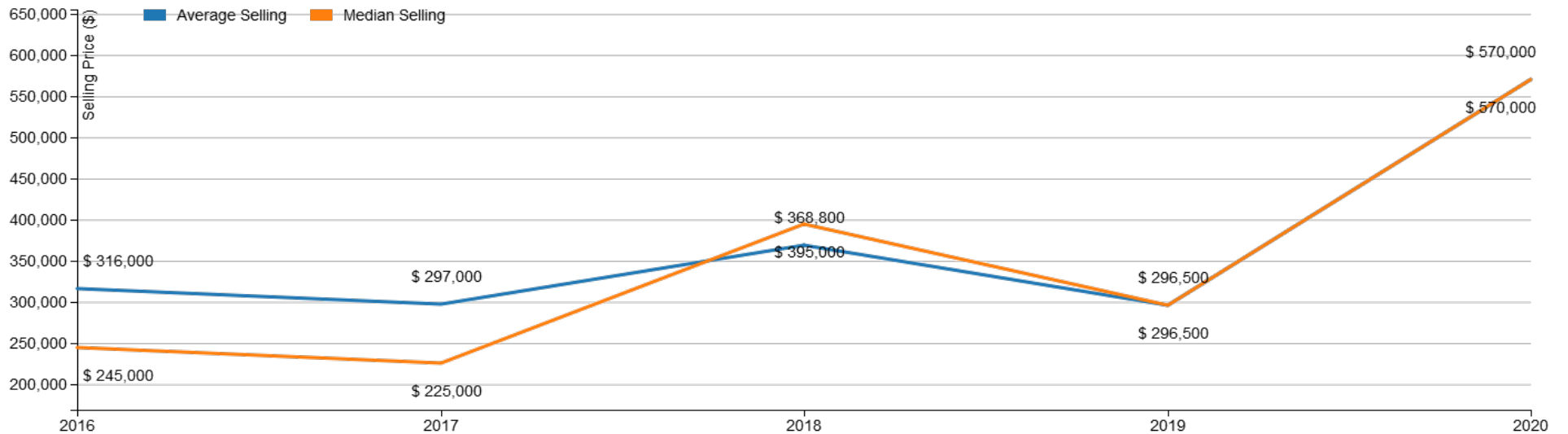


LINK

Vineyard Haven Summary: Land Sales 2nd Quarter 2020

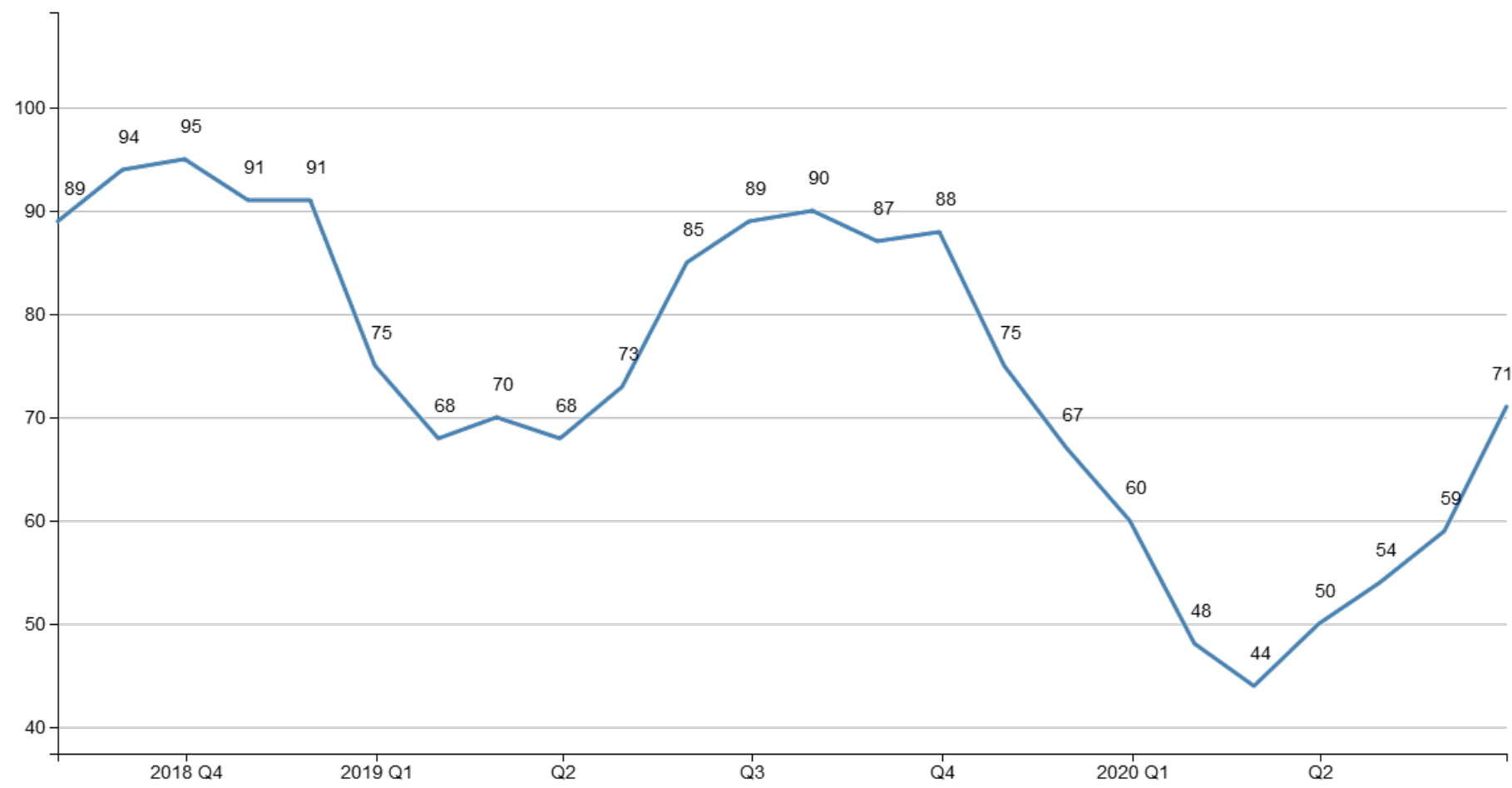
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	5	-	\$316,000	-	\$245,000	-	112%	-	\$1,580,000	-	345
2017	5	0%	\$297,000	-6%	\$225,000	-8%	101%	-9%	\$1,485,000	-6%	269
2018	5	0%	\$368,800	24%	\$395,000	76%	125%	23%	\$1,844,000	24%	159
2019	2	-60%	\$296,500	-20%	\$296,500	-25%	102%	-18%	\$593,000	-68%	70
2020	1	-50%	\$570,000	92%	\$570,000	92%	138%	35%	\$570,000	-4%	19

Average / Median Selling Price





Vineyard Haven
Inventory
2nd Quarter 2020



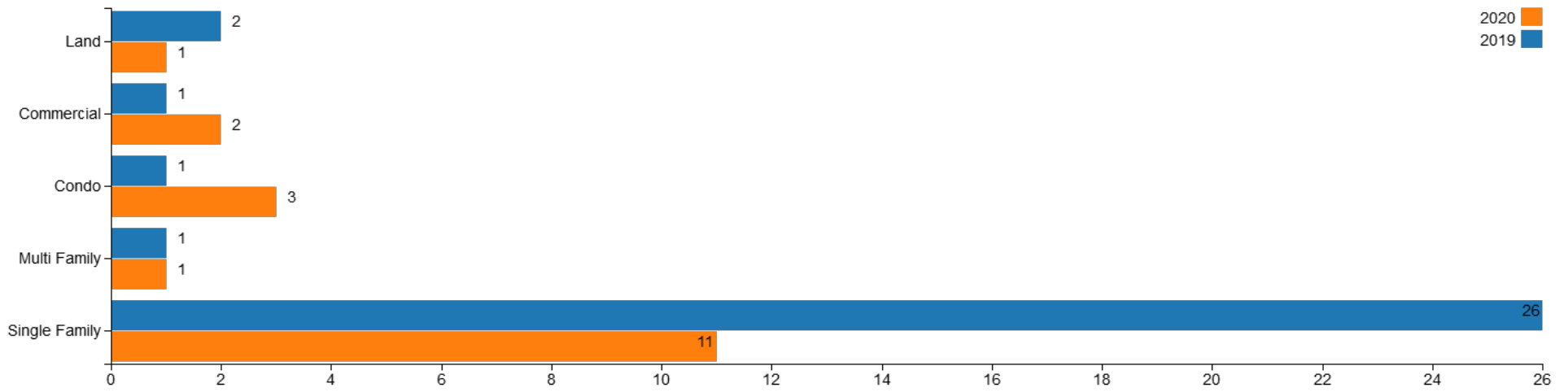


Vineyard Haven

Quarterly Comparison: Total Number of Sales

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	22	38%	15	-46%	0	-	0	-	37	-16%
- Single Family	20	54%	11	-58%	0	-	0	-	31	-21%
- Multi Family	2	-	1	0%	0	-	0	-	3	200%
- Condo	0	-	3	200%	0	-	0	-	3	-25%
Commercial	2	100%	2	100%	0	-	0	-	4	100%
Land	3	0%	1	-50%	0	-	0	-	4	-20%
Total	27	35%	18	-42%	0	-	0	-	45	-12%



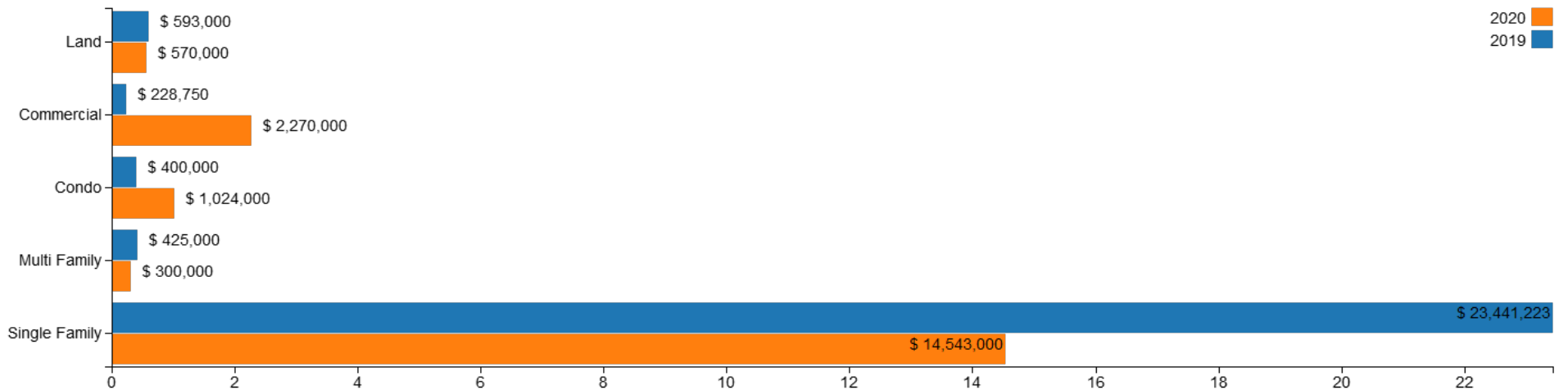


Vineyard Haven

Quarterly Comparison: Total Dollar Volume

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$22,272,500	53%	\$15,867,000	-35%	-	-	-	-	\$38,139,500	-2%
- Single Family	\$20,784,000	49%	\$14,543,000	-38%	-	-	-	-	\$35,327,000	-5%
- Multi Family	\$1,488,500	-	\$300,000	-29%	-	-	-	-	\$1,788,500	321%
- Condo	-	-	\$1,024,000	156%	-	-	-	-	\$1,024,000	-6%
Commercial	\$1,330,000	220%	\$2,270,000	892%	-	-	-	-	\$3,600,000	459%
Land	\$1,135,000	-13%	\$570,000	-4%	-	-	-	-	\$1,705,000	-10%
Total	\$24,737,500	52%	\$18,707,000	-25%	\$0	-	\$0	-	\$43,444,500	5%



LINK

WEST TISBURY
**QUARTERLY SALES
SUMMARY**
SECOND QUARTER 2020

LINK

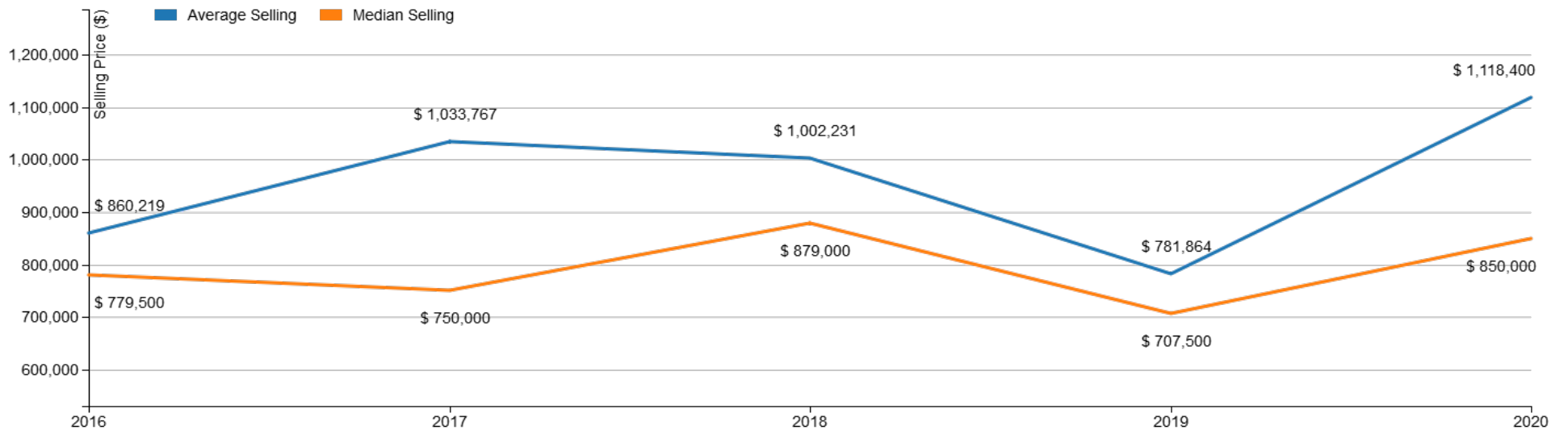
West Tisbury

Summary: Single/Multi-Family Sales

2nd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	13	-	\$860,219	-	\$779,500	-	111%	-	\$11,182,850	-	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
2020	5	-55%	\$1,118,400	43%	\$850,000	20%	112%	-2%	\$5,592,000	-35%	181

Average / Median Selling Price



LINK

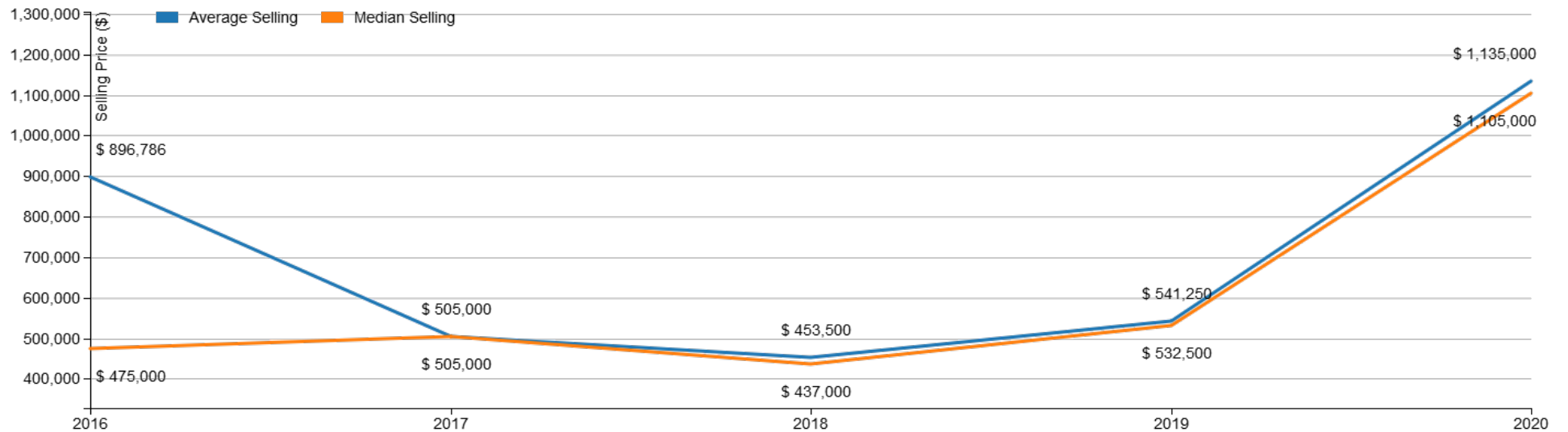
West Tisbury

Summary: Land Sales

2nd Quarter 2020

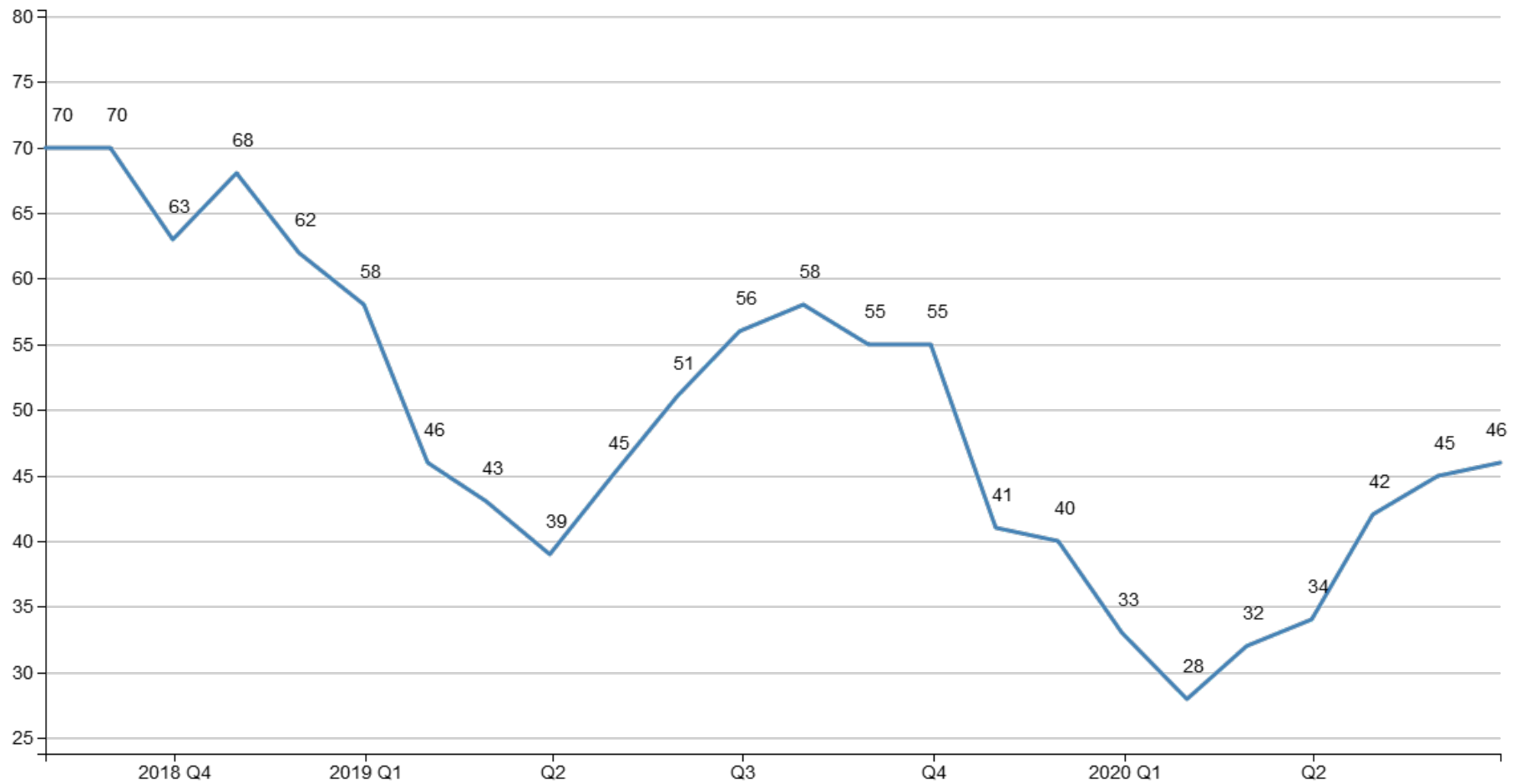
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	7	-	\$896,786	-	\$475,000	-	113%	-	\$6,277,500	-	744
2017	2	-71%	\$505,000	-44%	\$505,000	6%	122%	8%	\$1,010,000	-84%	375
2018	5	150%	\$453,500	-10%	\$437,000	-13%	104%	-15%	\$2,267,500	125%	480
2019	4	-20%	\$541,250	19%	\$532,500	22%	91%	-13%	\$2,165,000	-5%	198
2020	3	-25%	\$1,135,000	110%	\$1,105,000	108%	51%	-44%	\$3,405,000	57%	633

Average / Median Selling Price



LINK

West Tisbury Inventory 2nd Quarter 2020



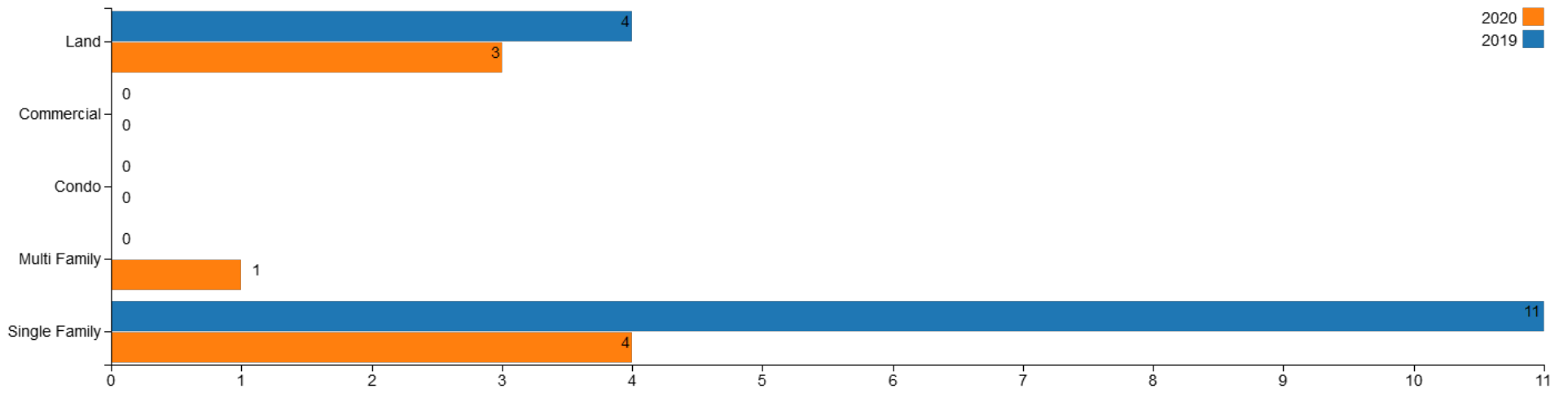


West Tisbury

Quarterly Comparison: Total Number of Sales

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	8	14%	5	-55%	0	-	0	-	13	-28%
- Single Family	8	33%	4	-64%	0	-	0	-	12	-29%
- Multi Family	0	-	1	-	0	-	0	-	1	0%
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	3	0%	3	-25%	0	-	0	-	6	-14%
Total	11	10%	8	-47%	0	-	0	-	19	-24%





West Tisbury

Quarterly Comparison: Total Dollar Volume

2nd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$13,130,000	-66%	\$5,592,000	-35%	-	-	-	-	\$18,722,000	-60%
- Single Family	\$13,130,000	-65%	\$4,755,000	-45%	-	-	-	-	\$17,885,000	-61%
- Multi Family	-	-	\$837,000	-	-	-	-	-	\$837,000	-30%
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$3,100,000	134%	\$3,405,000	57%	-	-	-	-	\$6,505,000	86%
Total	\$16,230,000	-60%	\$8,997,000	-16%	\$0	-	\$0	-	\$25,227,000	-50%

