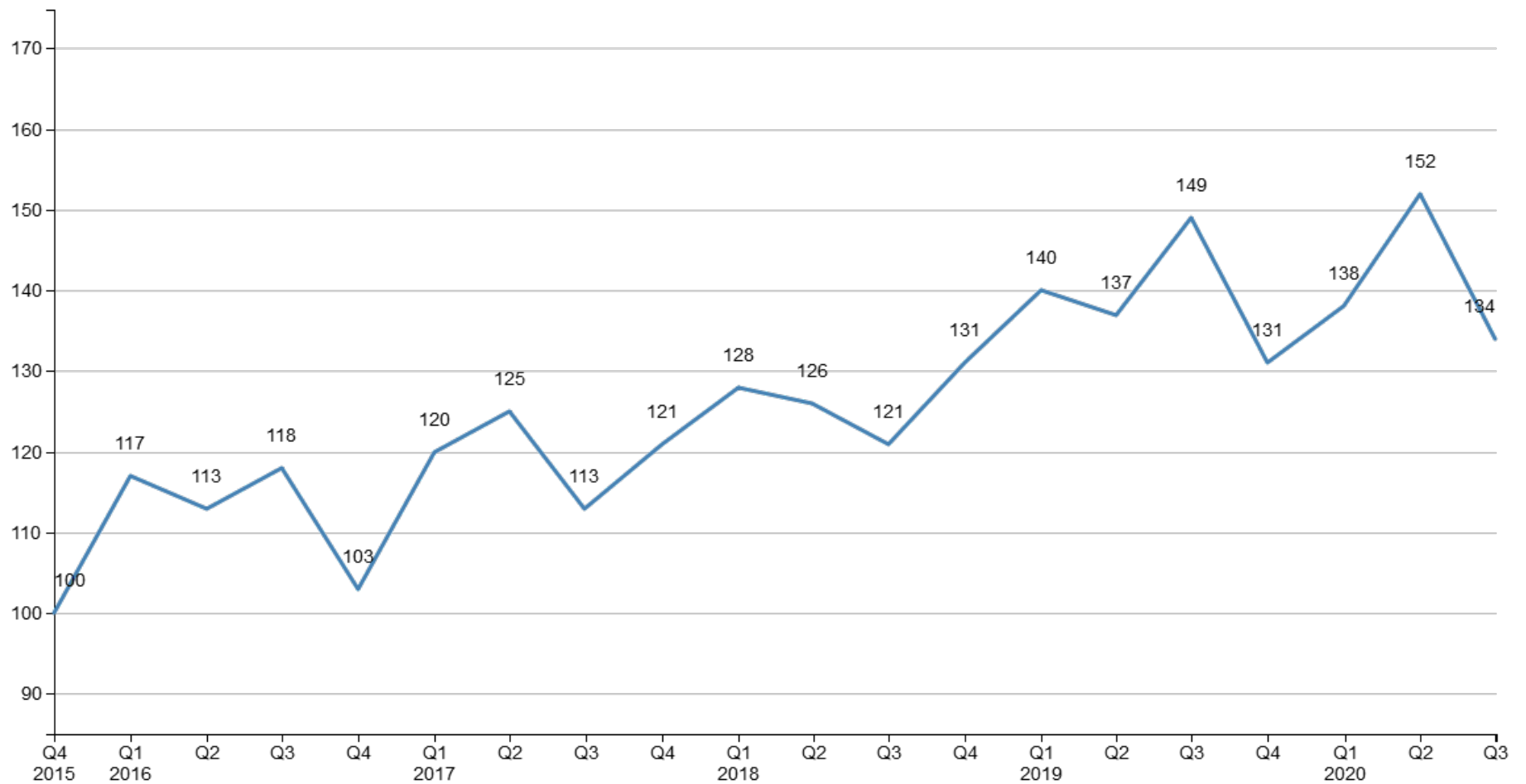


LINK

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

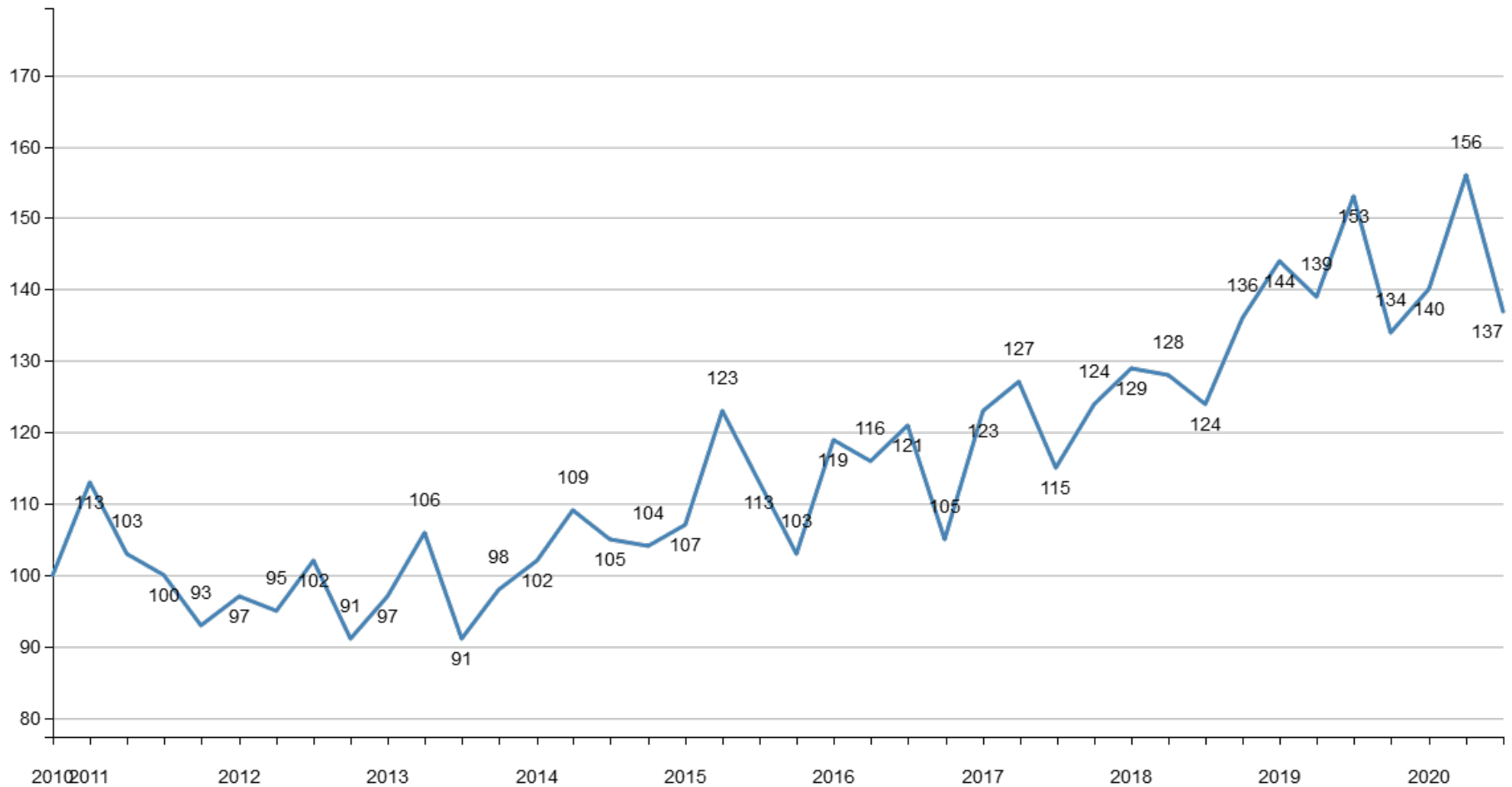
# LINK

## 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.



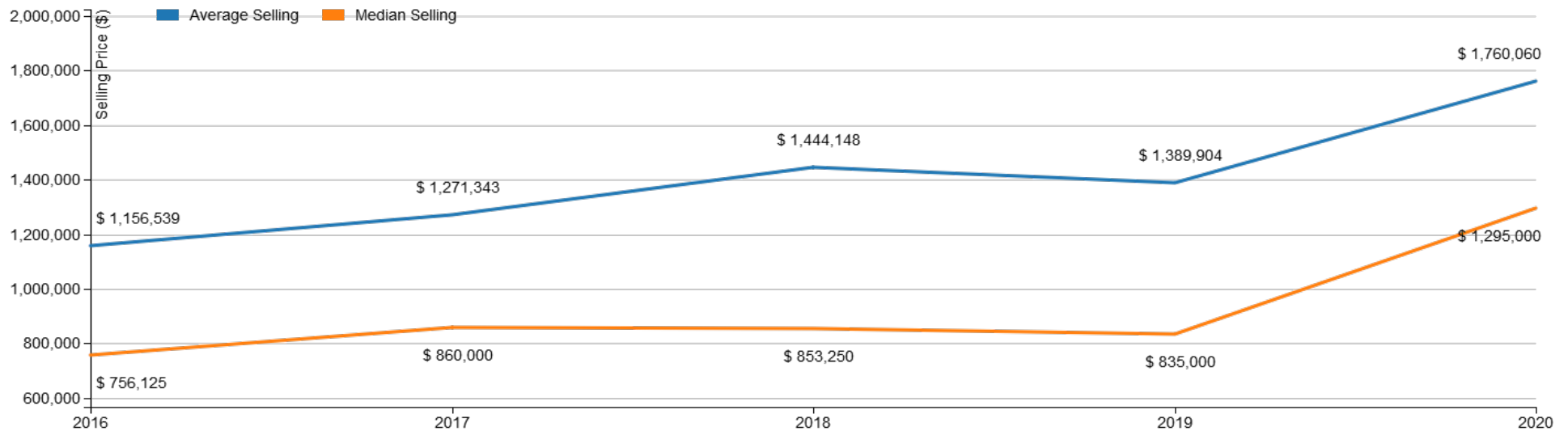
Island-Wide

Summary: Single/Multi-Family Sales

3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	106	-	\$1,156,539	-	\$756,125	-	125%	-	\$122,593,100	-	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	101	5%	\$1,389,904	-4%	\$835,000	-2%	131%	2%	\$140,380,340	1%	248
2020	175	73%	\$1,760,060	27%	\$1,295,000	55%	144%	10%	\$308,010,585	119%	193

### Average / Median Selling Price





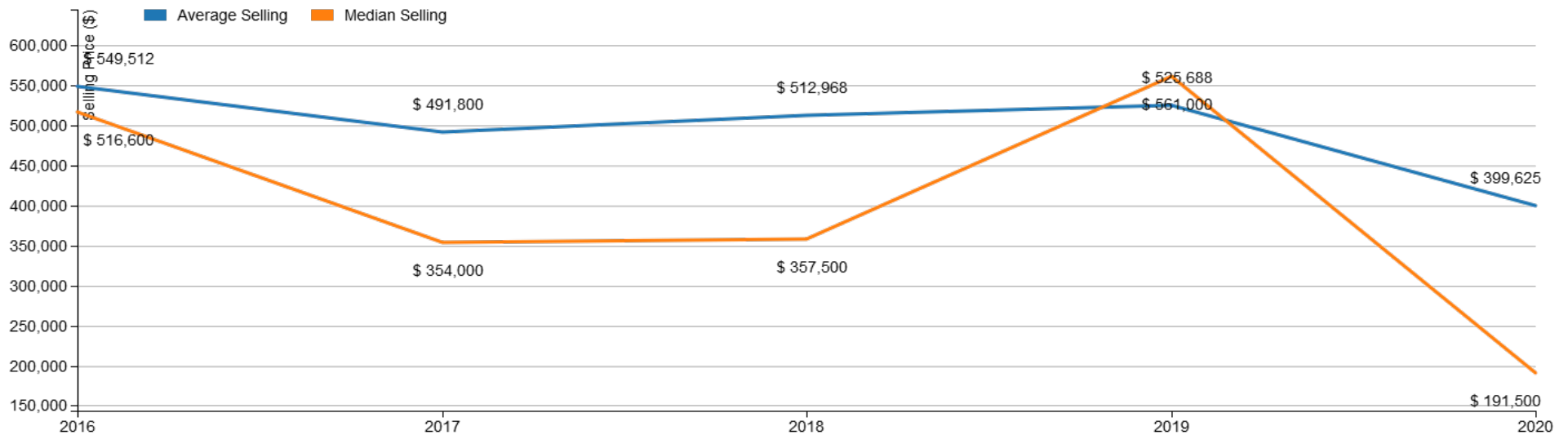
Island-Wide

Summary: Condo Sales

3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2016	8	-	\$549,513	-	\$516,600	-	\$550	-	\$393	-	\$4,396,100	-	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
2020	8	0%	\$399,625	-24%	\$191,500	-66%	\$476	-37%	\$356	-52%	\$3,197,000	-24%	302

### Average / Median Selling Price

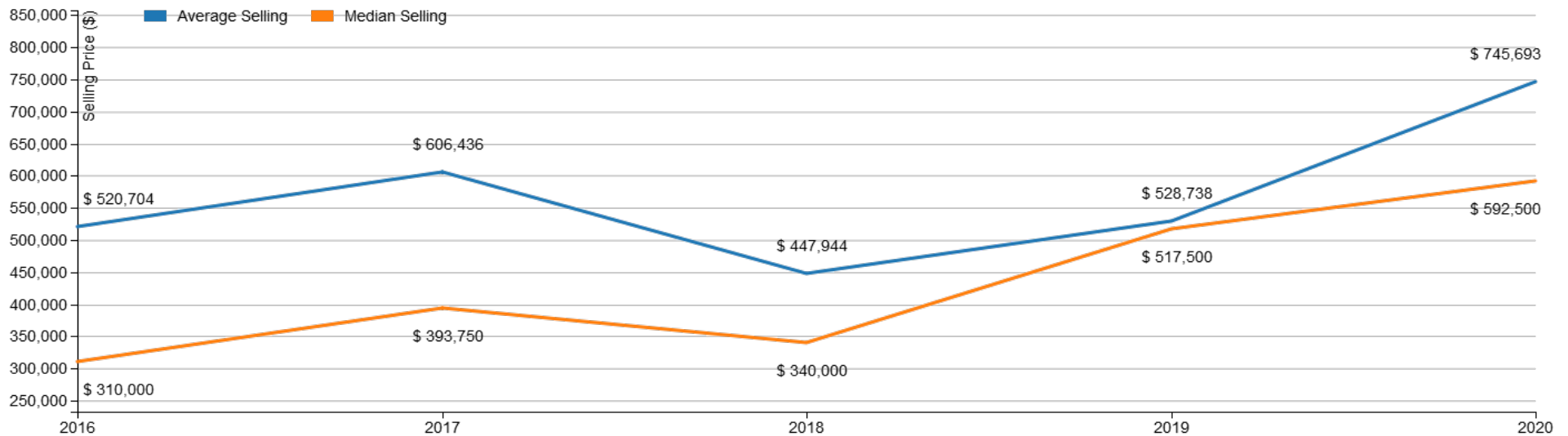




Island-Wide  
Summary: Land Sales  
3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	27	-	\$520,704	-	\$310,000	-	147%	-	\$14,059,000	-	463
2017	30	11%	\$606,436	16%	\$393,750	27%	141%	-4%	\$18,193,067	29%	203
2018	18	-40%	\$447,944	-26%	\$340,000	-14%	164%	16%	\$8,063,000	-56%	203
2019	22	22%	\$528,738	18%	\$517,500	52%	122%	-25%	\$11,632,229	44%	209
2020	28	27%	\$745,693	41%	\$592,500	14%	105%	-14%	\$20,879,410	79%	332

Average / Median Selling Price





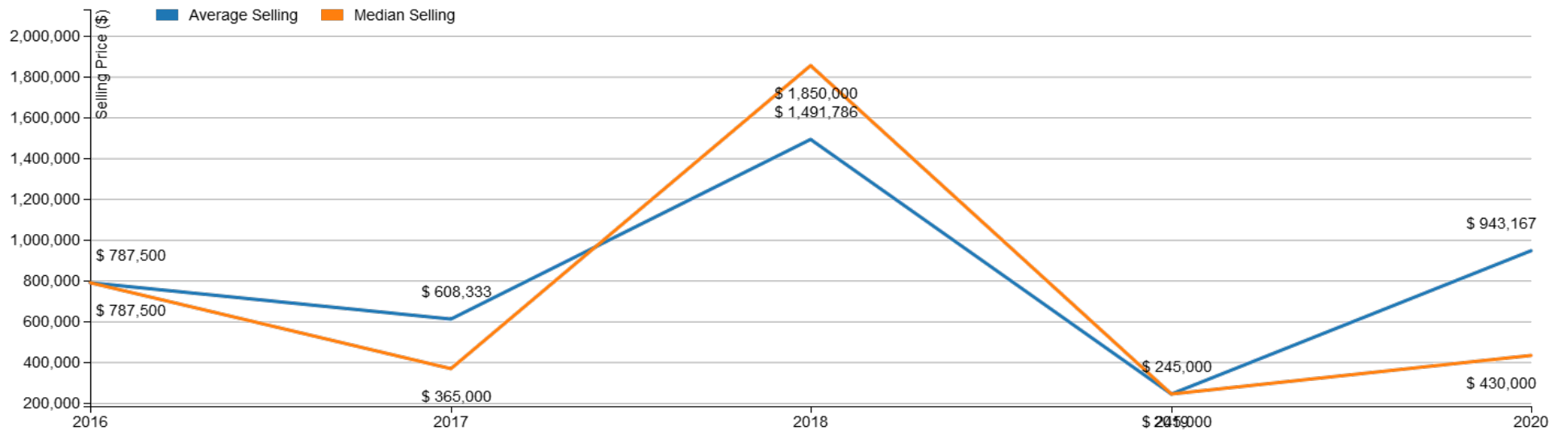
Island-Wide

Summary: Commercial Sales

3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	2	-	\$787,500	-	\$787,500	-	83%	-	\$1,575,000	-	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
2020	6	500%	\$943,167	285%	\$430,000	76%	131%	-15%	\$5,659,000	2,210%	502

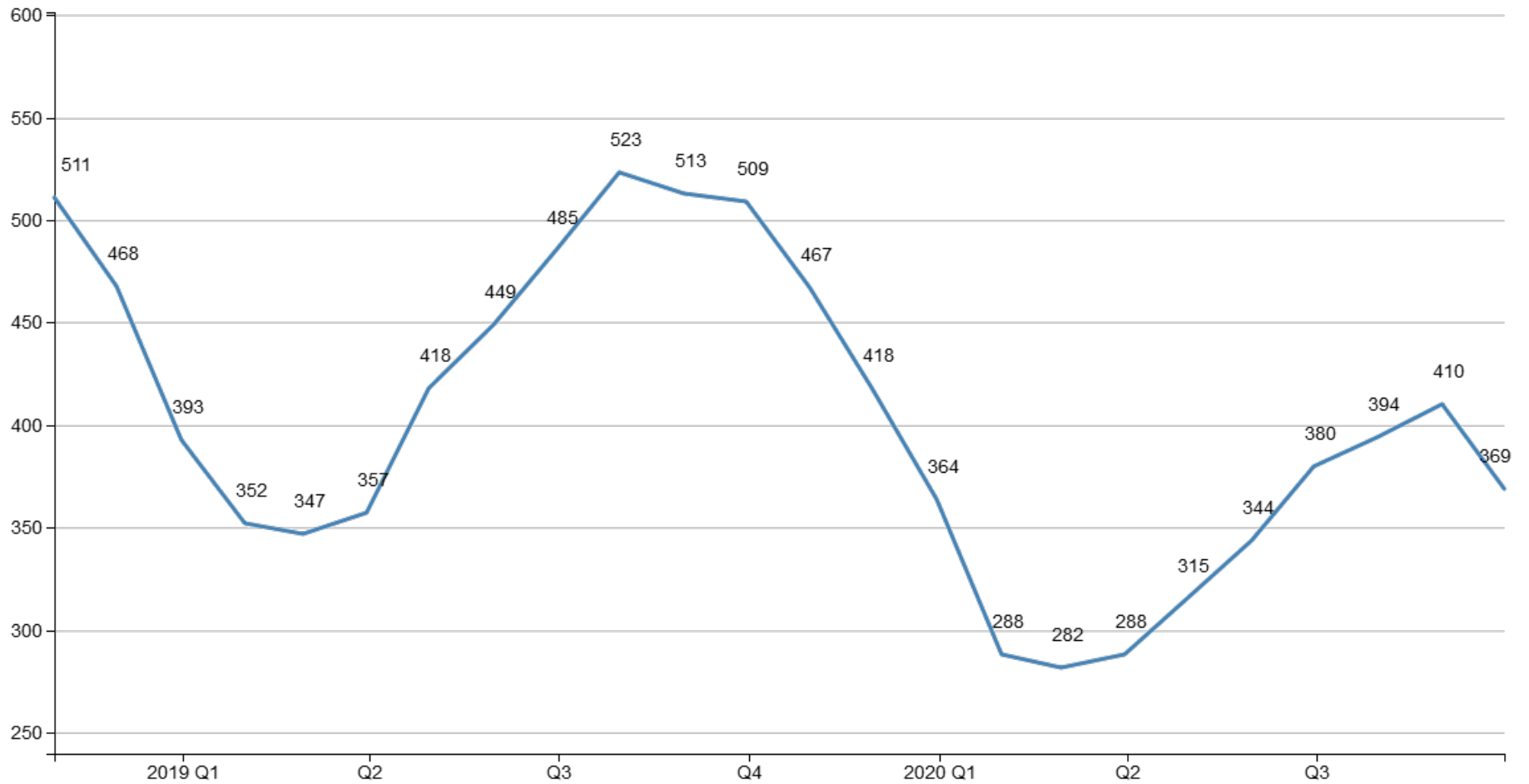
### Average / Median Selling Price





# LINK

## Island-Wide Inventory 3rd Quarter 2020





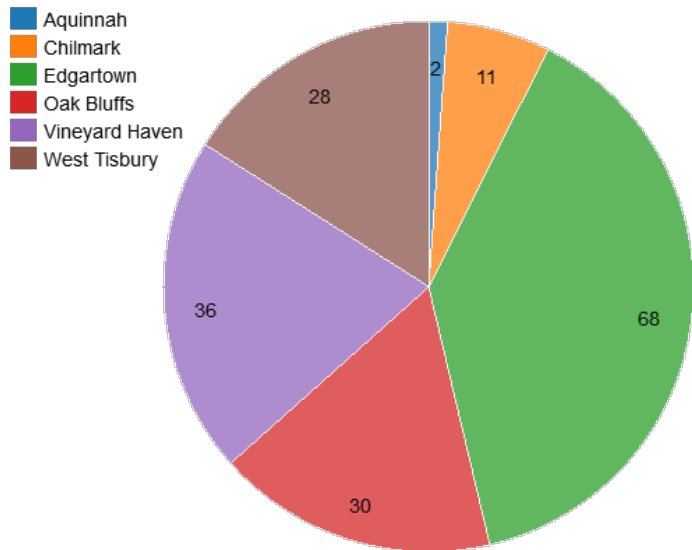
## Sales Summary by Town

### Single/Multi-Family

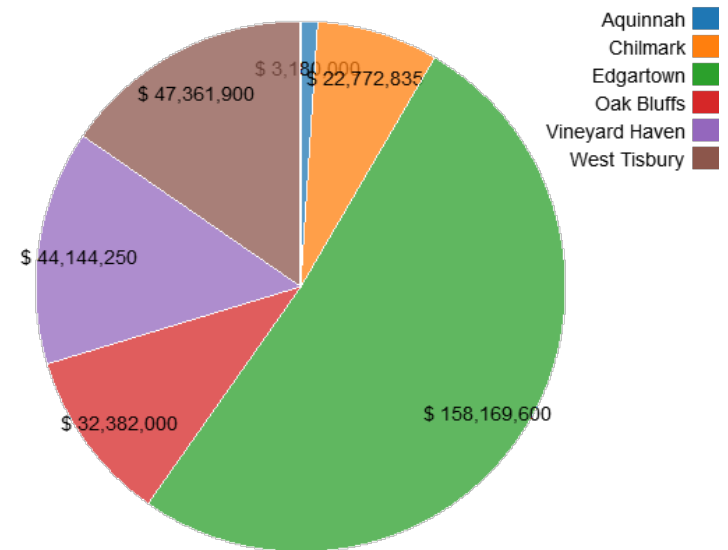
### 3rd Quarter 2020

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	2	0%	\$1,590,000	4%	\$1,590,000	4%	97%	-6%	\$3,180,000	4%	508
Chilmark	11	57%	\$2,070,258	105%	\$2,185,000	143%	116%	-15%	\$22,772,835	222%	339
Edgartown	68	119%	\$2,326,024	12%	\$1,700,500	25%	159%	19%	\$158,169,600	145%	144
Oak Bluffs	30	11%	\$1,079,400	23%	\$881,500	38%	174%	23%	\$32,382,000	37%	151
Vineyard Haven	36	64%	\$1,226,229	20%	\$937,500	33%	123%	-1%	\$44,144,250	97%	233
West Tisbury	28	133%	\$1,691,496	3%	\$1,140,000	34%	115%	5%	\$47,361,900	141%	239

Number of Sales by Town



Total Dollar Volume by Town

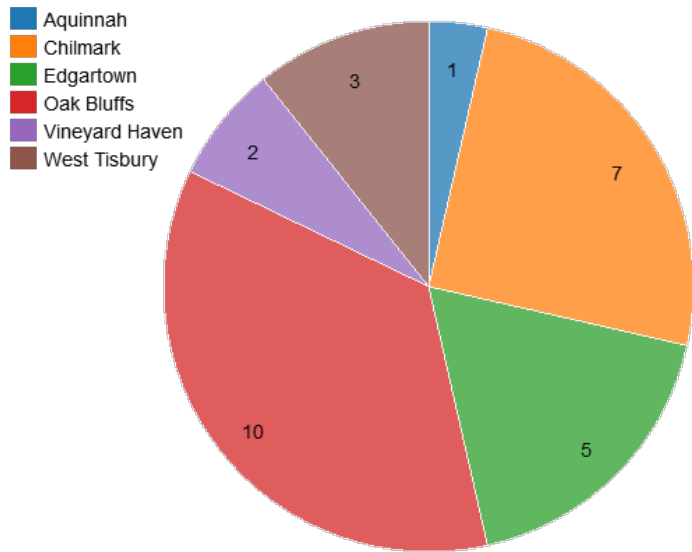




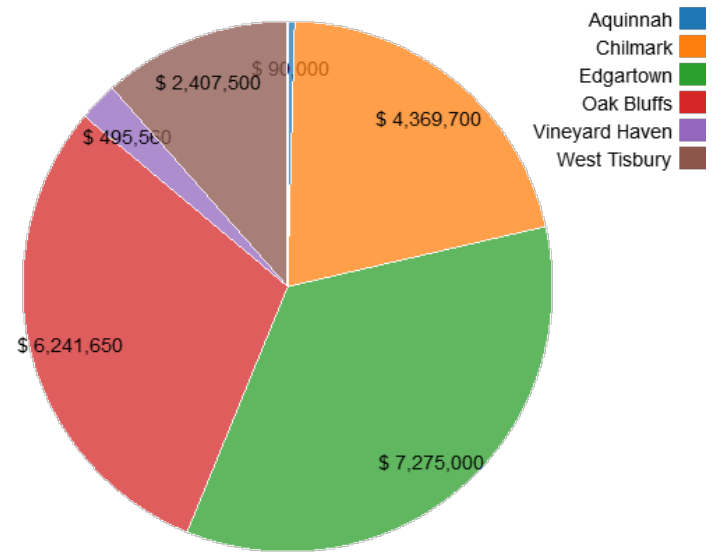
Sales Summary by Town  
Land  
3rd Quarter 2020

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	1	0%	\$90,000	10%	\$90,000	10%	52%	298%	\$90,000	10%	764
Chilmark	7	250%	\$624,243	6%	\$625,000	6%	97%	-14%	\$4,369,700	270%	539
Edgartown	5	-38%	\$1,455,000	144%	\$1,950,000	248%	118%	-22%	\$7,275,000	53%	330
Oak Bluffs	10	43%	\$624,165	55%	\$567,500	55%	111%	-4%	\$6,241,650	121%	204
Vineyard Haven	2	100%	\$247,780	-76%	\$247,780	-76%	102%	-17%	\$495,560	-51%	
West Tisbury	3	0%	\$802,500	36%	\$570,000	6%	100%	-20%	\$2,407,500	36%	206

Number of Sales by Town



Total Dollar Volume by Town



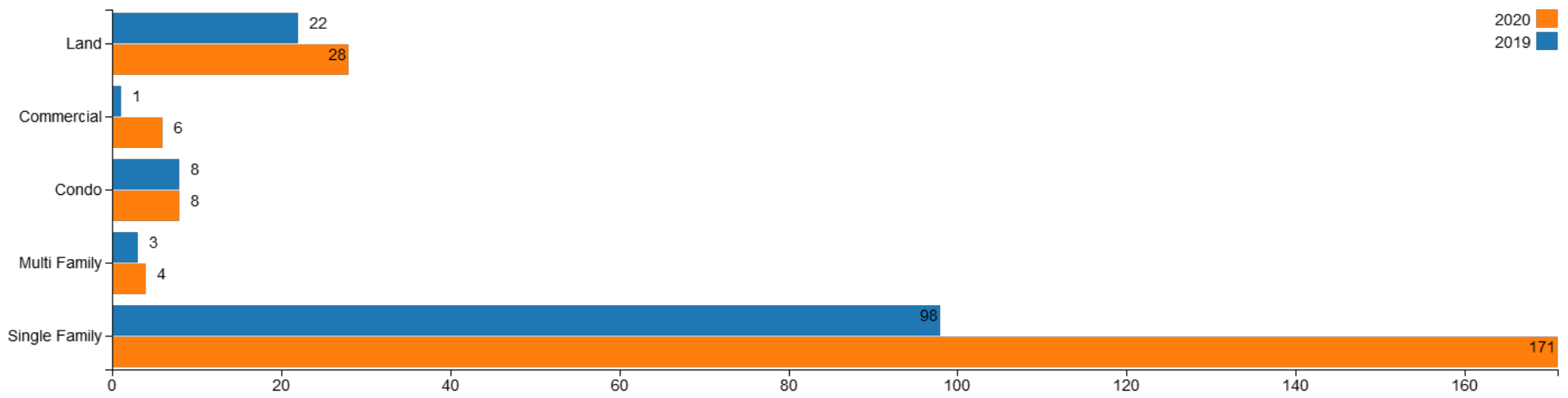


## Island-Wide

### Quarterly Comparison: Total Number of Sales

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	108	74%	71	-35%	183	68%	0	-	362	29%
- Single Family	100	85%	60	-38%	171	74%	0	-	331	33%
- Multi Family	2	100%	3	-25%	4	33%	0	-	9	13%
- Condo	6	-14%	8	-20%	8	0%	0	-	22	-12%
<b>Commercial</b>	3	0%	5	150%	6	500%	0	-	14	133%
<b>Land</b>	16	-11%	13	-28%	28	27%	0	-	57	-2%
<b>Total</b>	127	53%	89	-32%	217	64%	0	-	433	26%



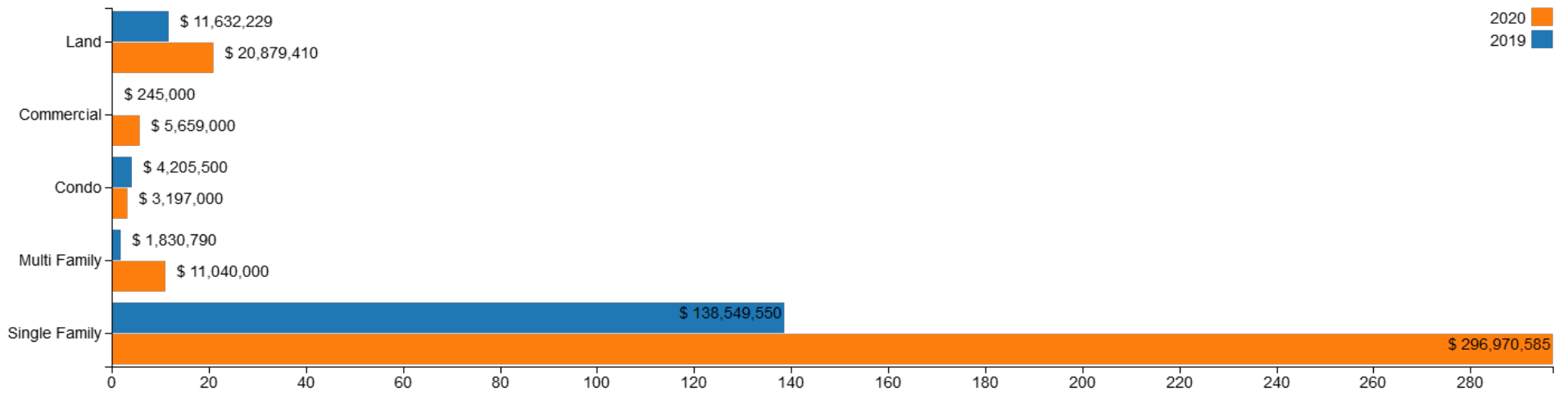


## Island-Wide

### Quarterly Comparison: Total Dollar Volume

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$147,881,274	26%	\$110,272,317	-21%	\$311,207,585	115%	-	-	\$569,361,176	42%
- Single Family	\$144,918,474	27%	\$106,064,317	-17%	\$296,970,585	114%	-	-	\$547,953,376	44%
- Multi Family	\$1,488,500	24%	\$1,837,000	-67%	\$11,040,000	503%	-	-	\$14,365,500	67%
- Condo	\$1,474,300	-36%	\$2,371,000	-56%	\$3,197,000	-24%	-	-	\$7,042,300	-41%
<b>Commercial</b>	\$1,880,000	19%	\$3,682,500	99%	\$5,659,000	2,210%	-	-	\$11,221,500	205%
<b>Land</b>	\$21,496,255	-3%	\$12,420,000	53%	\$20,879,410	79%	-	-	\$54,795,665	31%
<b>Total</b>	\$171,257,529	21%	\$126,374,817	-15%	\$337,745,995	116%	\$0	-	\$635,378,341	42%



LINK

AQUINNAH  
**QUARTERLY SALES  
SUMMARY**  
THIRD QUARTER 2020



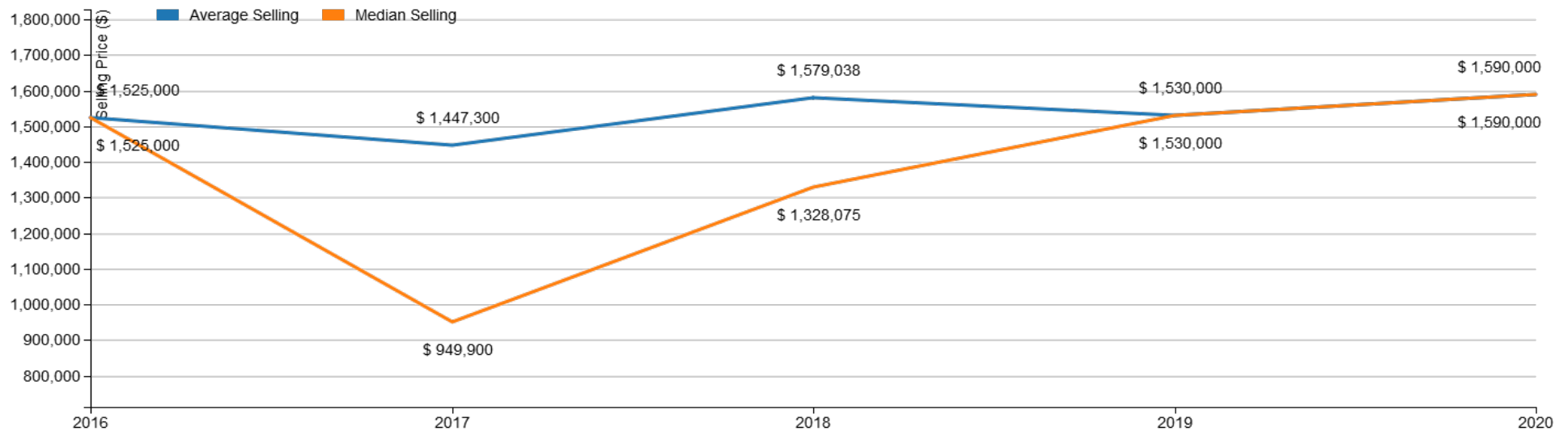
Aquinnah

Summary: Single/Multi-Family Sales

3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	1	-	\$1,525,000	-	\$1,525,000	-	93%	-	\$1,525,000	-	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
2020	2	0%	\$1,590,000	4%	\$1,590,000	4%	97%	-6%	\$3,180,000	4%	508

### Average / Median Selling Price



# LINK

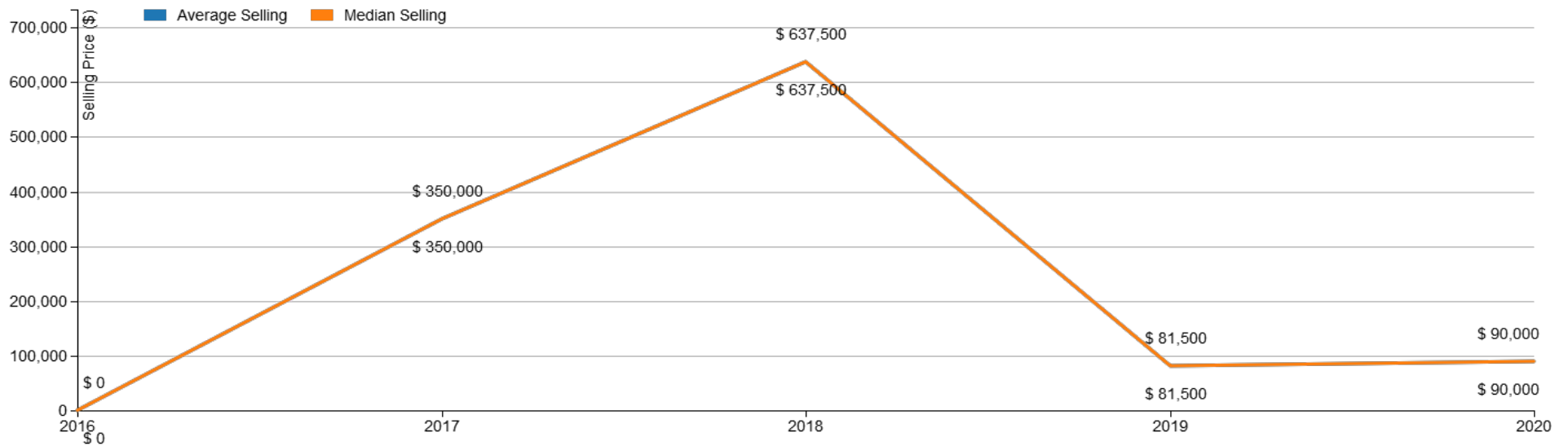
Aquinnah

Summary: Land Sales

3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
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
2020	1	0%	\$90,000	10%	\$90,000	10%	52%	298%	\$90,000	10%	764

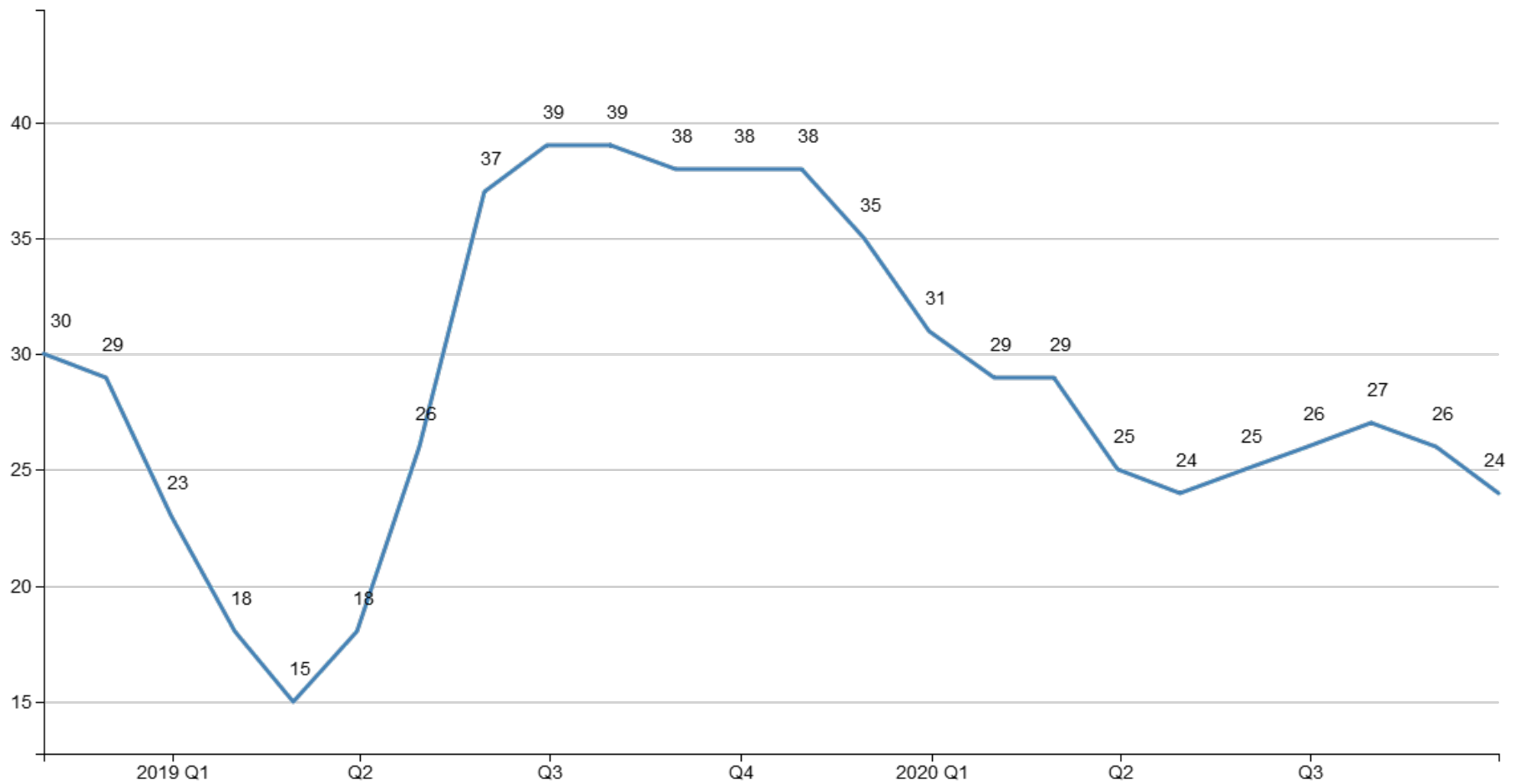
## Average / Median Selling Price





# LINK

## Aquinnah Inventory 3rd Quarter 2020



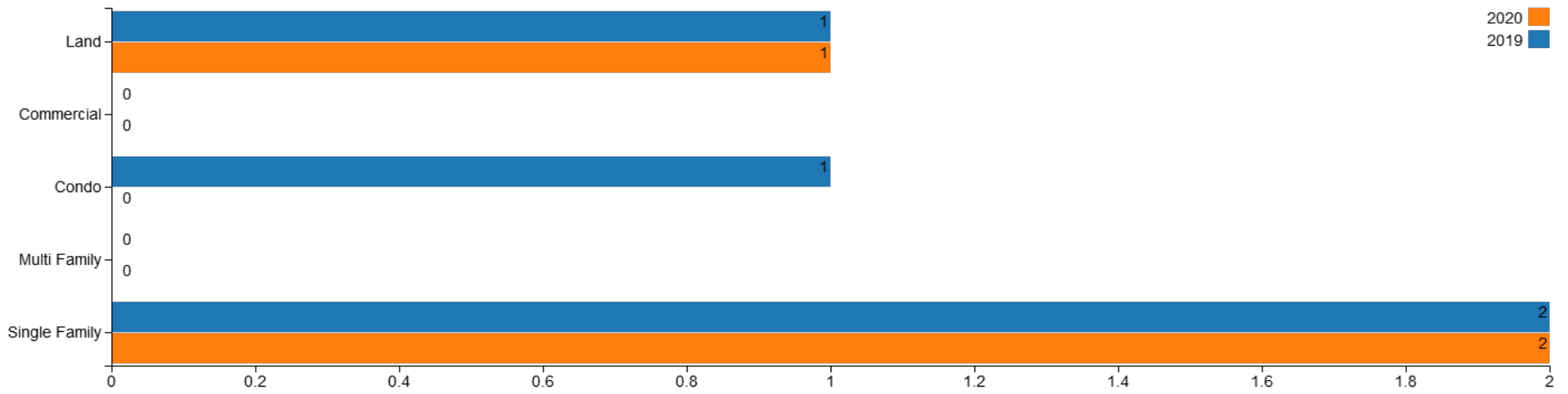


Aquinnah

Quarterly Comparison: Total Number of Sales

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	3	50%	1	-67%	2	-33%	0	-	6	-25%
- Single Family	3	50%	0	-	2	0%	0	-	5	-29%
- Multi Family	0	-	1	-	0	-	0	-	1	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	0	-	0	-	1	0%	0	-	1	0%
<b>Total</b>	3	50%	1	-67%	3	-25%	0	-	7	-22%



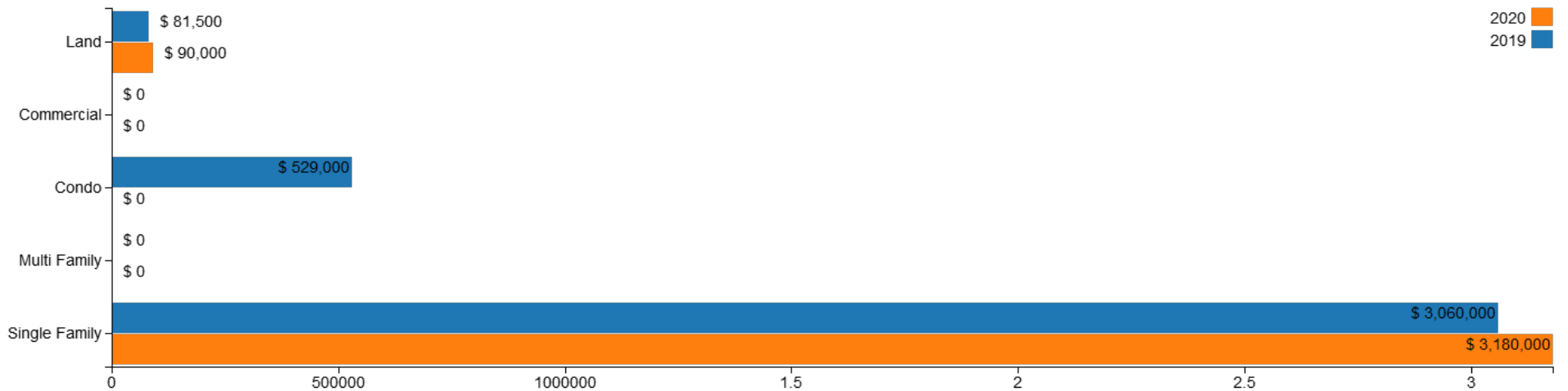


Aquinnah

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$2,685,000	-1%	\$700,000	-88%	\$3,180,000	-11%	-	-	\$6,565,000	-45%
- Single Family	\$2,685,000	-1%	-	-	\$3,180,000	4%	-	-	\$5,865,000	-49%
- Multi Family	-	-	\$700,000	-	-	-	-	-	\$700,000	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	-	-	-	-	\$90,000	10%	-	-	\$90,000	10%
<b>Total</b>	\$2,685,000	-1%	\$700,000	-88%	\$3,270,000	-11%	\$0	-	\$6,655,000	-45%



LINK

CHILMARK  
**QUARTERLY SALES  
SUMMARY**  
THIRD QUARTER 2020



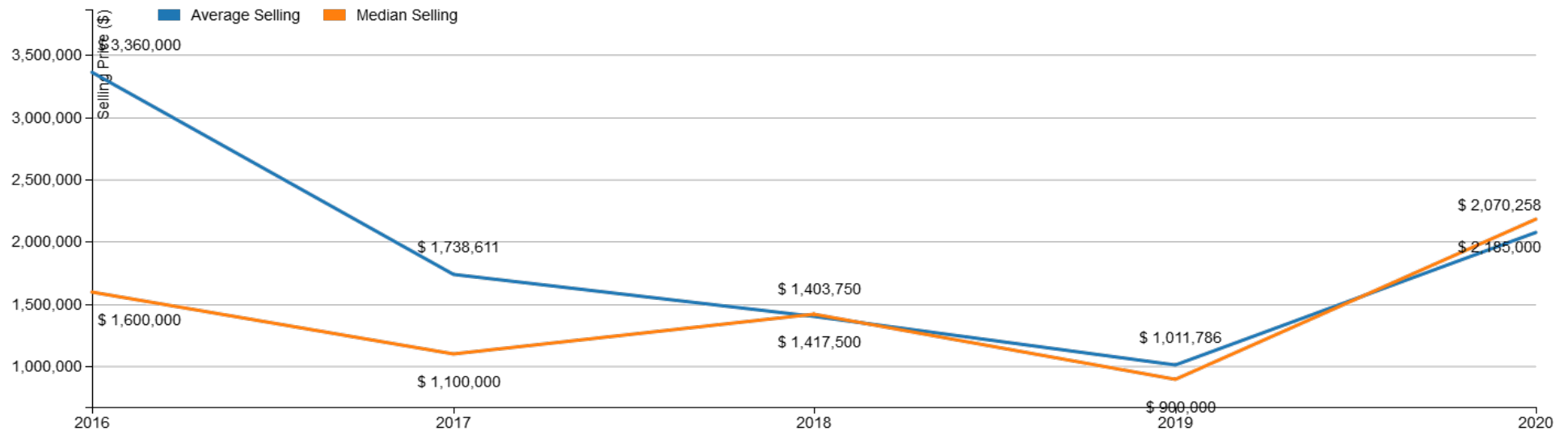
Chilmark

Summary: Single/Multi-Family Sales

3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	6	-	\$3,360,000	-	\$1,600,000	-	94%	-	\$20,160,000	-	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
2020	11	57%	\$2,070,258	105%	\$2,185,000	143%	116%	-15%	\$22,772,835	222%	339

### Average / Median Selling Price





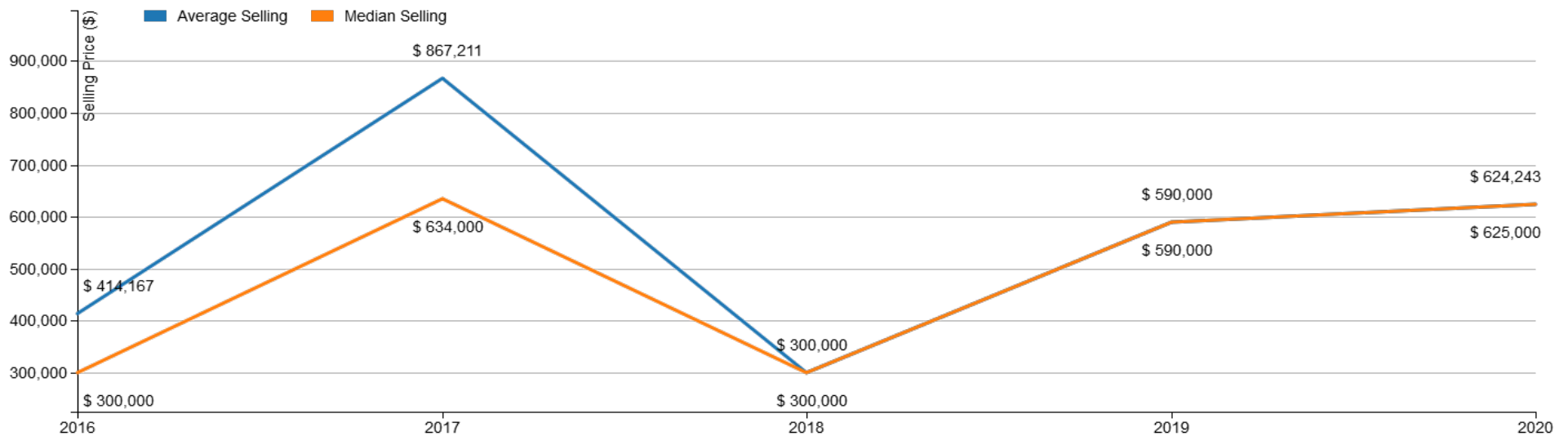
Chilmark

Summary: Land Sales

3rd Quarter 2020

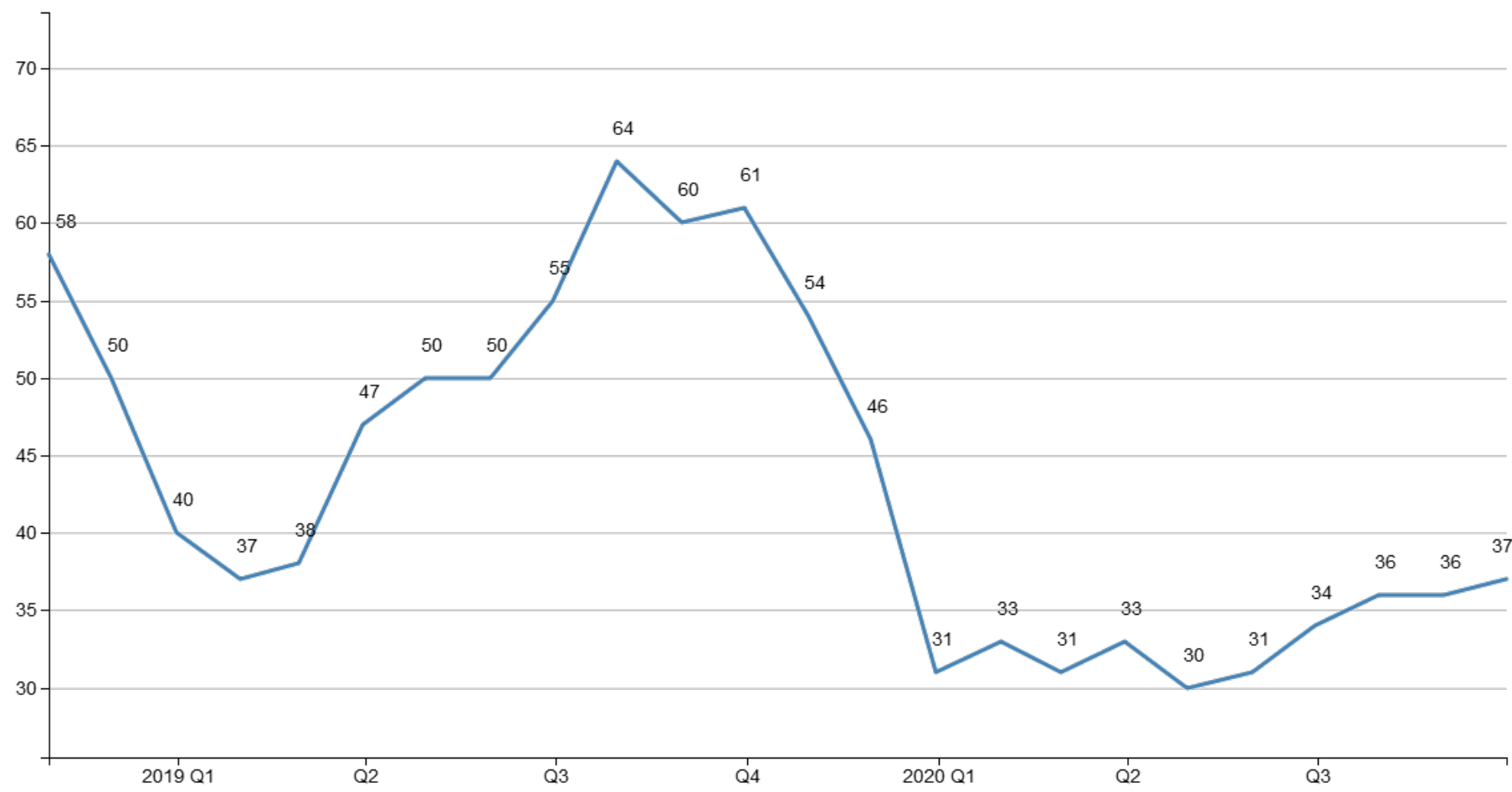
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	6	-	\$414,167	-	\$300,000	-	104%	-	\$2,485,000	-	163
2017	9	50%	\$867,211	109%	\$634,000	111%	98%	-6%	\$7,804,900	214%	291
2018	4	-56%	\$300,000	-65%	\$300,000	-53%	292%	197%	\$1,200,000	-85%	83
2019	2	-50%	\$590,000	97%	\$590,000	97%	113%	-61%	\$1,180,000	-2%	697
2020	7	250%	\$624,243	6%	\$625,000	6%	97%	-14%	\$4,369,700	270%	539

### Average / Median Selling Price





Chilmark  
Inventory  
3rd Quarter 2020



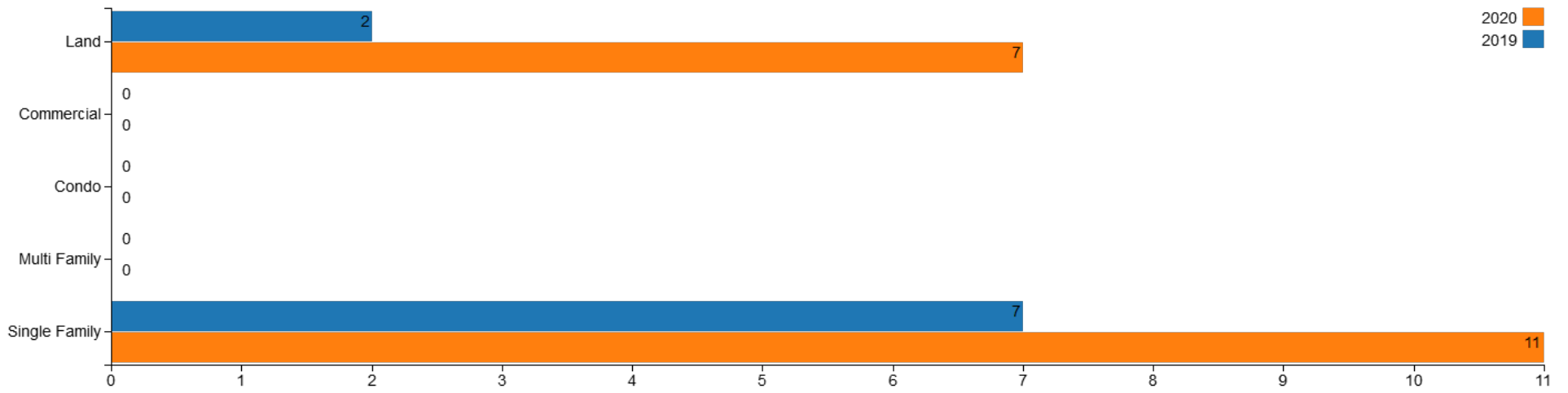


Chilmark

## Quarterly Comparison: Total Number of Sales

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	7	40%	7	75%	11	57%	0	-	25	56%
- Single Family	7	40%	7	75%	11	57%	0	-	25	56%
- 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	-67%	5	-	7	250%	0	-	13	160%
<b>Total</b>	8	0%	12	200%	18	100%	0	-	38	81%





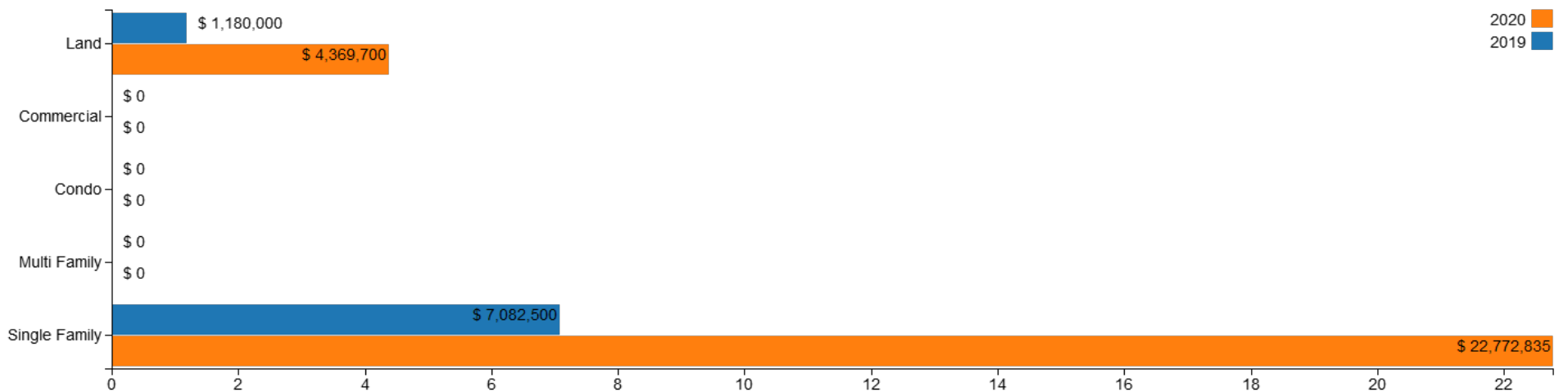


Chilmark

## Quarterly Comparison: Total Dollar Volume

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$16,730,000	153%	\$11,659,125	-40%	\$22,772,835	222%	-	-	\$51,161,960	55%
- Single Family	\$16,730,000	153%	\$11,659,125	-40%	\$22,772,835	222%	-	-	\$51,161,960	55%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$933,755	-78%	\$5,710,000	-	\$4,369,700	270%	-	-	\$11,013,455	106%
<b>Total</b>	\$17,663,755	64%	\$17,369,125	-10%	\$27,142,535	229%	\$0	-	\$62,175,415	62%



LINK

EDGARTOWN  
**QUARTERLY SALES  
SUMMARY**  
THIRD QUARTER 2020



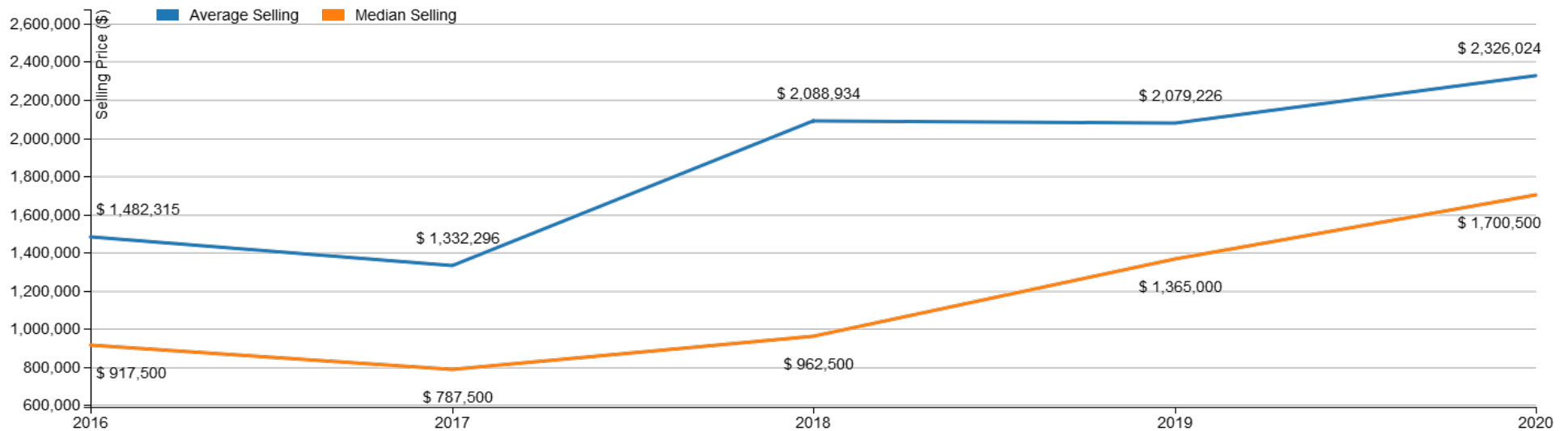
Edgartown

Summary: Single/Multi-Family Sales

3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	33	-	\$1,482,315	-	\$917,500	-	153%	-	\$48,916,400	-	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
2020	68	119%	\$2,326,024	12%	\$1,700,500	25%	159%	19%	\$158,169,600	145%	144

### Average / Median Selling Price



# LINK

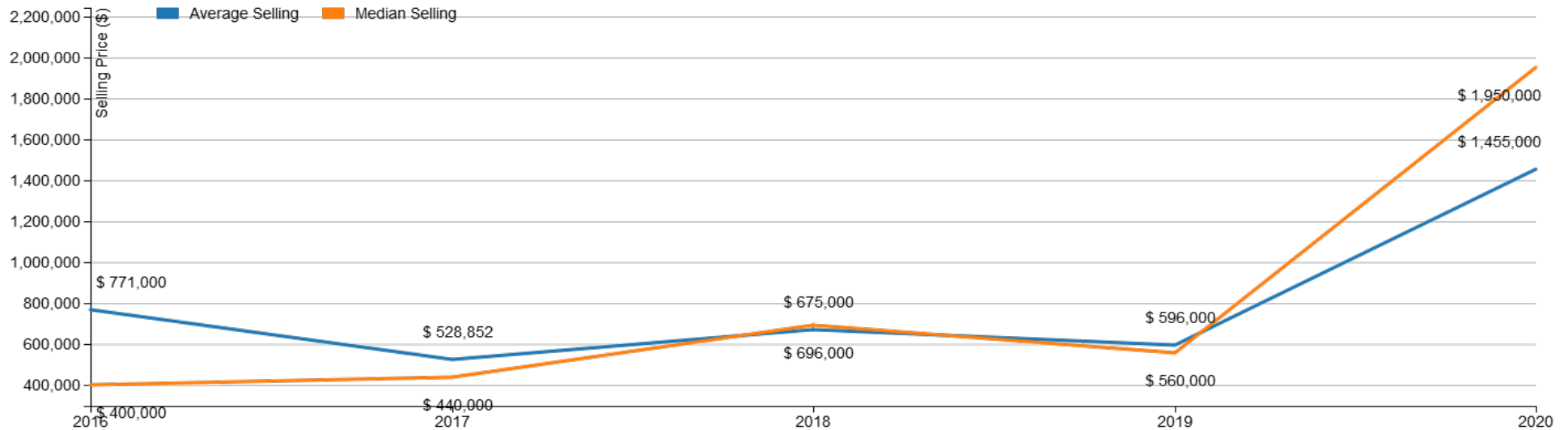
Edgartown

Summary: Land Sales

3rd Quarter 2020

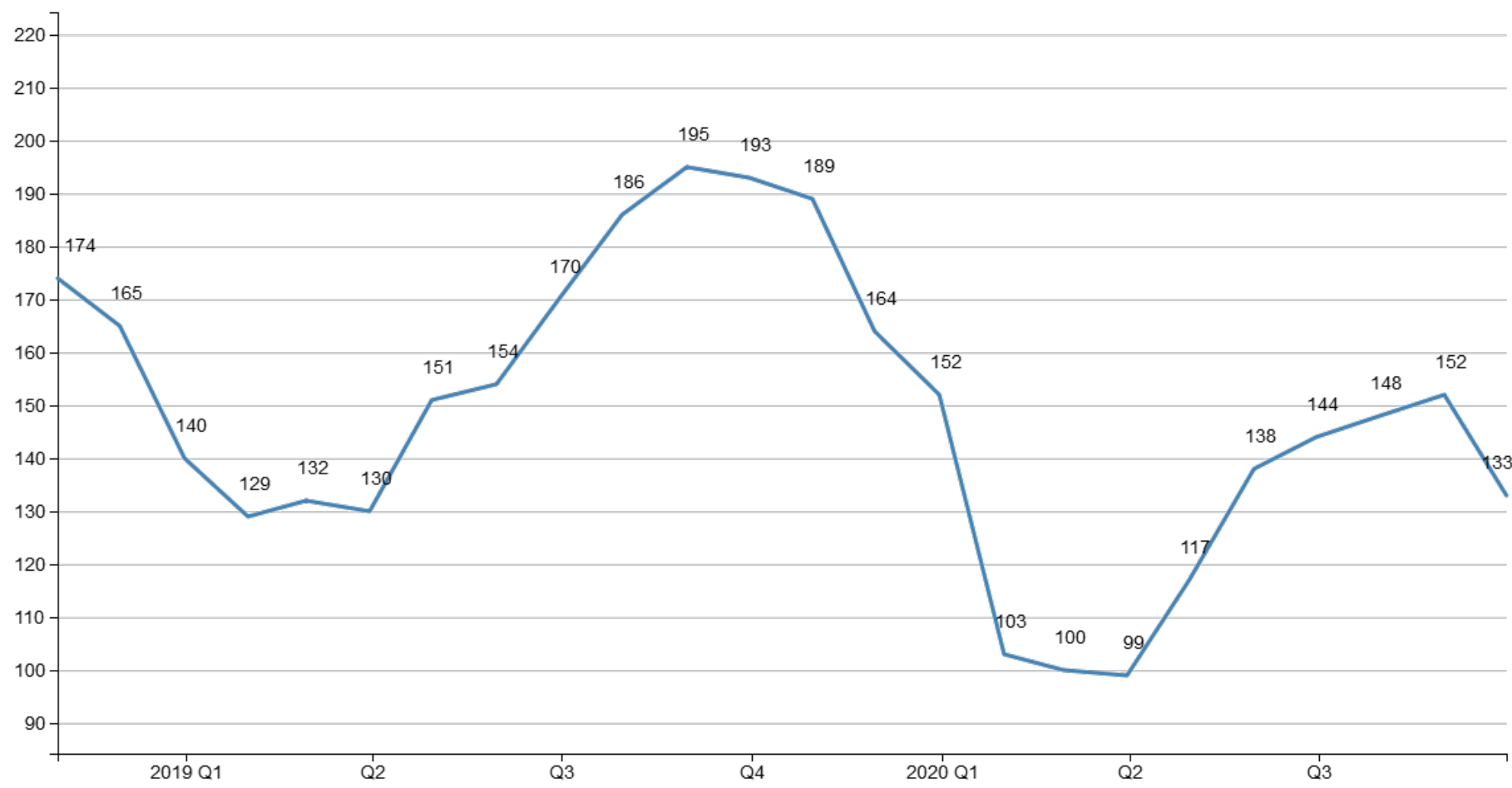
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	10	-	\$771,000	-	\$400,000	-	208%	-	\$7,710,000	-	302
2017	9	-10%	\$528,852	-31%	\$440,000	10%	196%	-6%	\$4,759,667	-38%	119
2018	4	-56%	\$675,000	28%	\$696,000	58%	147%	-25%	\$2,700,000	-43%	270
2019	8	100%	\$596,000	-12%	\$560,000	-20%	151%	3%	\$4,768,000	77%	138
2020	5	-38%	\$1,455,000	144%	\$1,950,000	248%	118%	-22%	\$7,275,000	53%	330

## Average / Median Selling Price





Edgartown  
Inventory  
3rd Quarter 2020



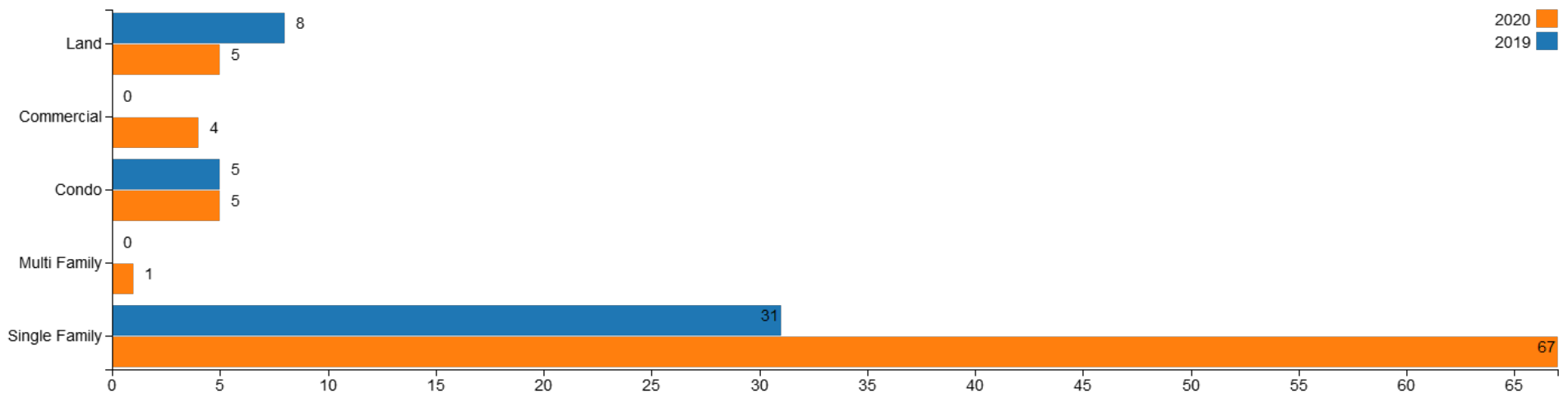


## Edgartown

### Quarterly Comparison: Total Number of Sales

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	39	179%	28	-15%	73	103%	0	-	140	69%
- Single Family	36	177%	25	-7%	67	116%	0	-	128	80%
- Multi Family	0	-	0	-	1	-	0	-	1	0%
- Condo	3	200%	3	-40%	5	0%	0	-	11	0%
<b>Commercial</b>	0	-	1	0%	4	-	0	-	5	67%
<b>Land</b>	5	0%	2	-71%	5	-38%	0	-	12	-40%
<b>Total</b>	44	110%	31	-24%	82	86%	0	-	157	48%



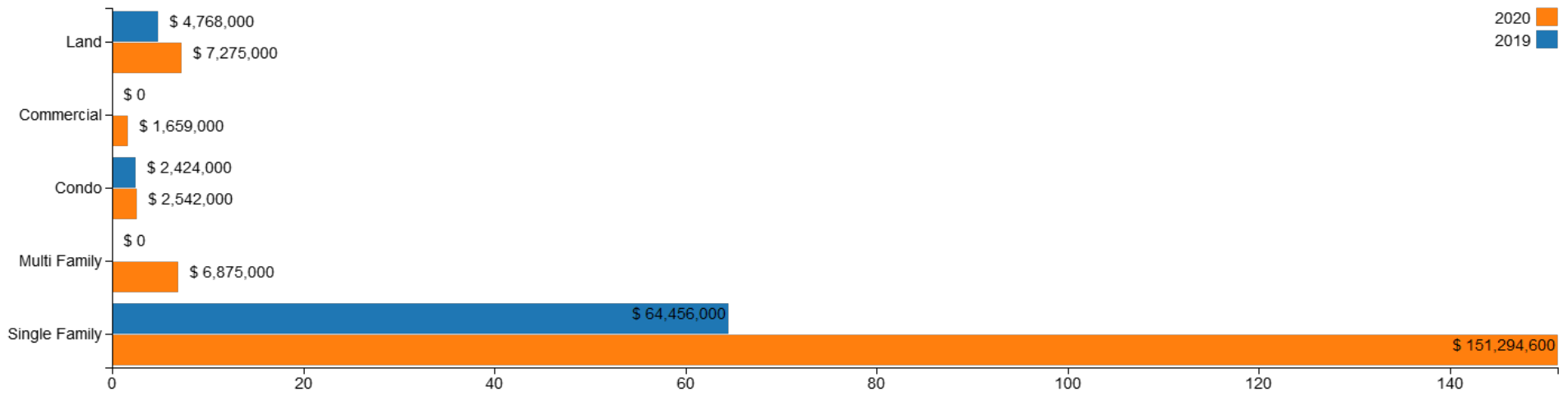


Edgartown

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$70,622,300	72%	\$62,339,942	8%	\$160,711,600	140%	-	-	\$293,673,842	77%
- Single Family	\$70,163,000	74%	\$61,945,942	21%	\$151,294,600	135%	-	-	\$283,403,542	81%
- Multi Family	-	-	-	-	\$6,875,000	-	-	-	\$6,875,000	155%
- Condo	\$459,300	-43%	\$394,000	-88%	\$2,542,000	5%	-	-	\$3,395,300	-49%
<b>Commercial</b>	-	-	\$280,000	-83%	\$1,659,000	-	-	-	\$1,939,000	-30%
<b>Land</b>	\$14,715,000	13%	\$1,685,000	-49%	\$7,275,000	53%	-	-	\$23,675,000	12%
<b>Total</b>	\$85,337,300	54%	\$64,304,942	3%	\$169,645,600	137%	\$0	-	\$319,287,842	69%



LINK

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



# LINK

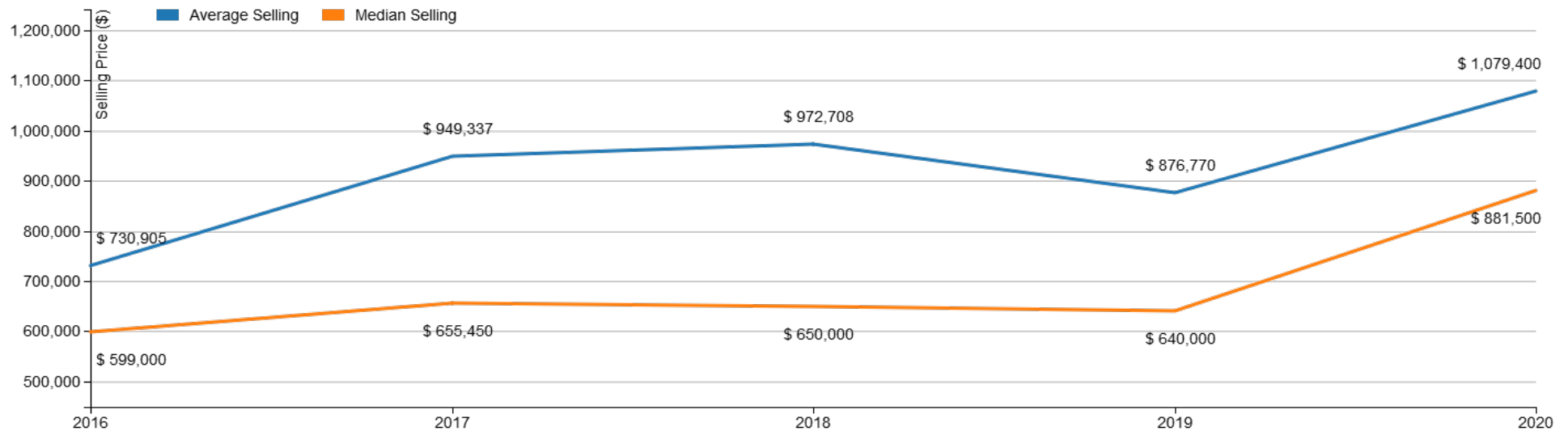
Oak Bluffs

Summary: Single/Multi-Family Sales

3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	29	-	\$730,905	-	\$599,000	-	122%	-	\$21,196,250	-	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	27	8%	\$876,770	-10%	\$640,000	-2%	142%	21%	\$23,672,790	-3%	223
2020	30	11%	\$1,079,400	23%	\$881,500	38%	174%	23%	\$32,382,000	37%	151

## Average / Median Selling Price





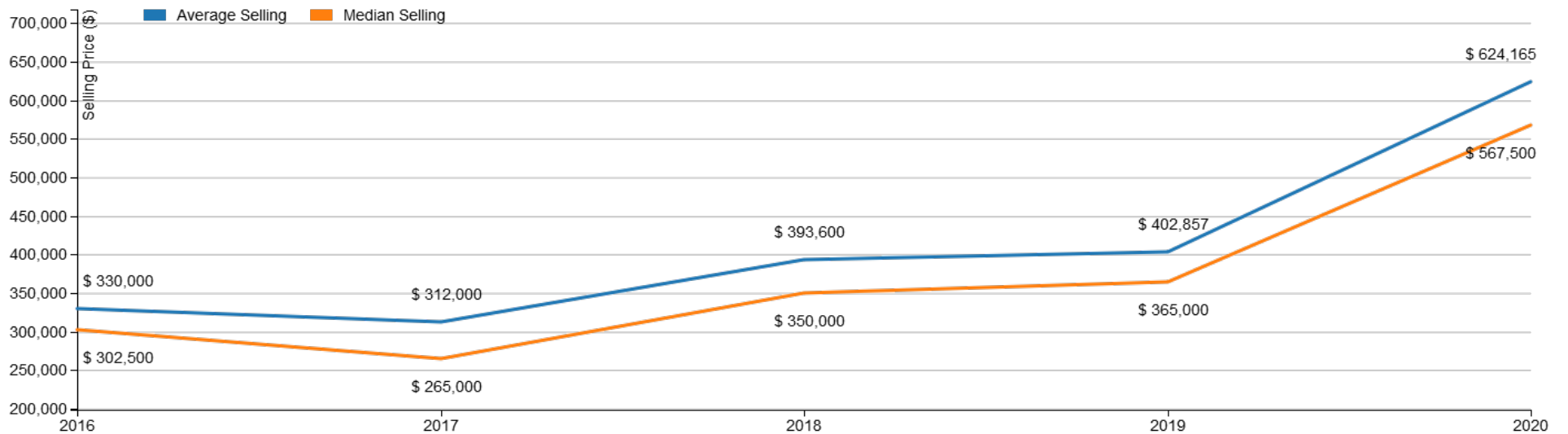
Oak Bluffs

Summary: Land Sales

3rd Quarter 2020

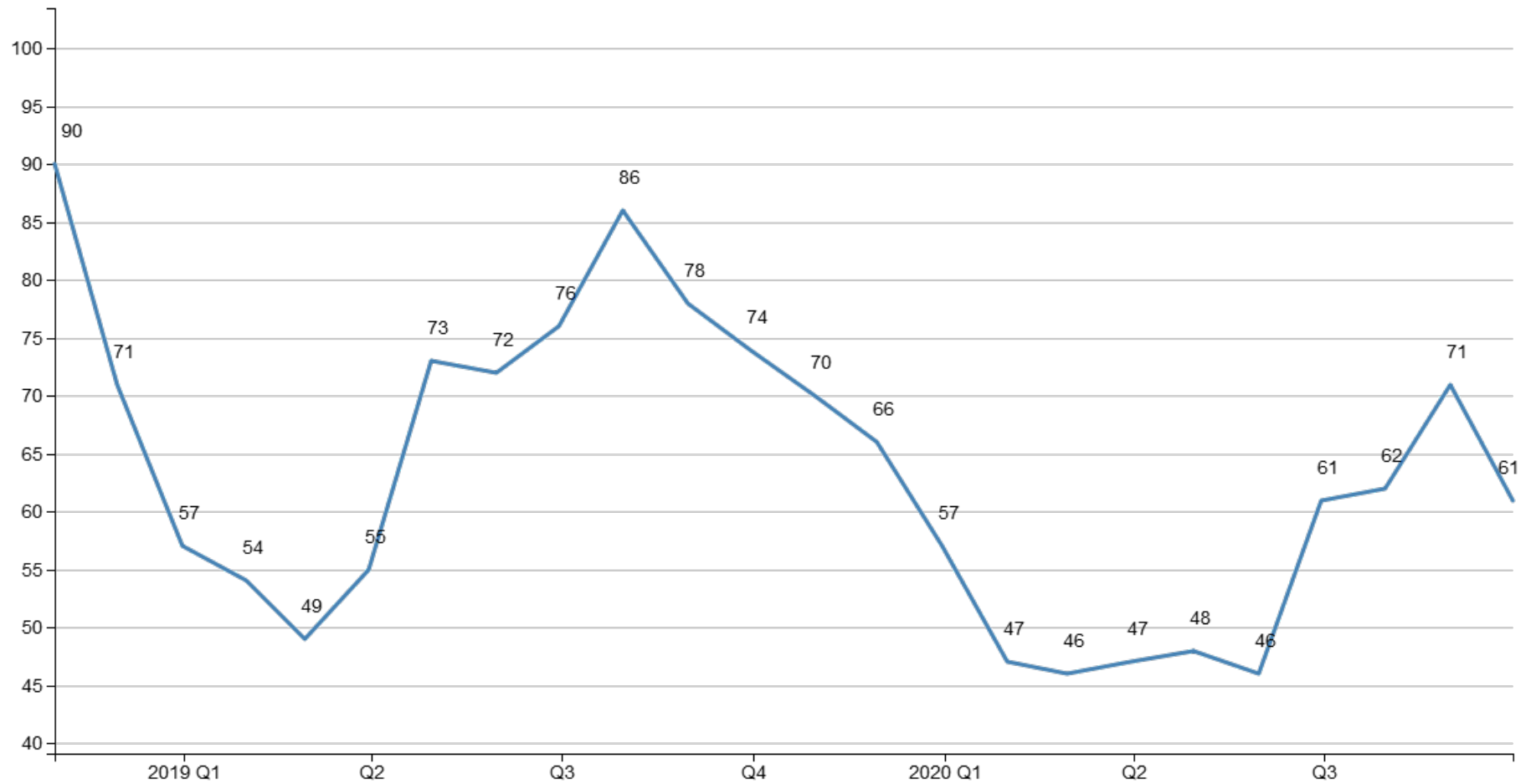
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	5	-	\$330,000	-	\$302,500	-	124%	-	\$1,650,000	-	1,402
2017	5	0%	\$312,000	-5%	\$265,000	-12%	129%	4%	\$1,560,000	-5%	128
2018	5	0%	\$393,600	26%	\$350,000	32%	129%	0%	\$1,968,000	26%	146
2019	7	40%	\$402,857	2%	\$365,000	4%	115%	-11%	\$2,820,000	43%	195
2020	10	43%	\$624,165	55%	\$567,500	55%	111%	-4%	\$6,241,650	121%	204

### Average / Median Selling Price



# LINK

## Oak Bluffs Inventory 3rd Quarter 2020



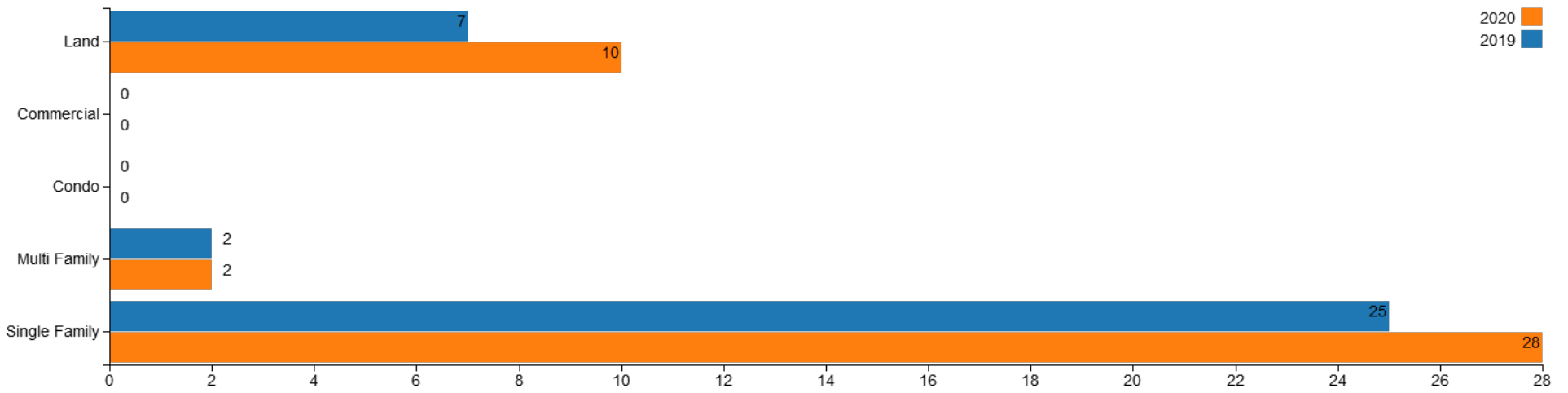


## Oak Bluffs

### Quarterly Comparison: Total Number of Sales

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	29	61%	15	-52%	30	11%	0	-	74	-3%
- Single Family	26	73%	13	-48%	28	12%	0	-	67	3%
- Multi Family	0	-	0	-	2	0%	0	-	2	-50%
- Condo	3	0%	2	-50%	0	-	0	-	5	-29%
<b>Commercial</b>	1	-	2	-	0	-	0	-	3	-
<b>Land</b>	4	0%	2	-60%	10	43%	0	-	16	0%
<b>Total</b>	34	55%	19	-47%	40	18%	0	-	93	1%



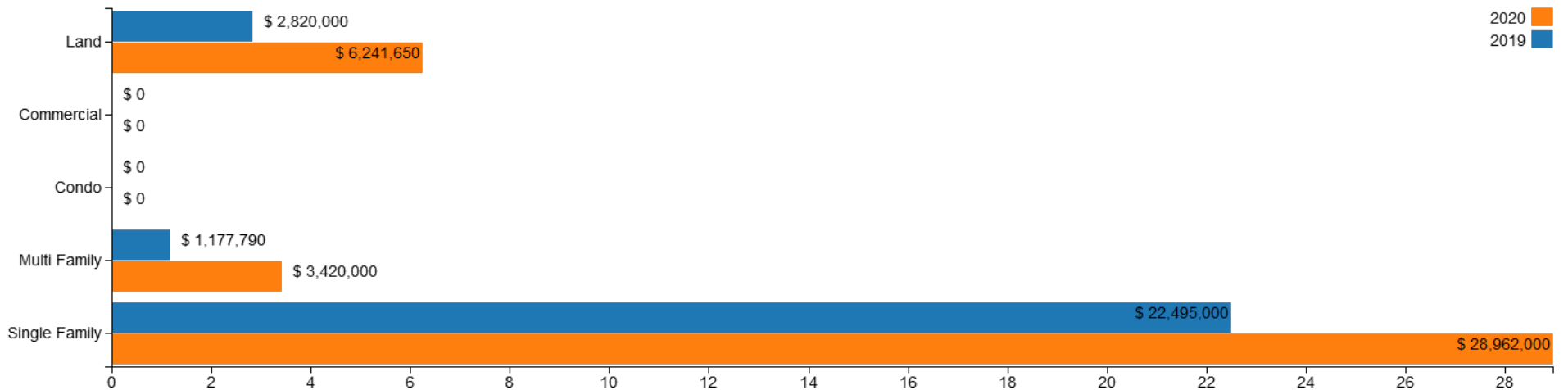


## Oak Bluffs

### Quarterly Comparison: Total Dollar Volume

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$22,441,474	62%	\$14,114,250	-40%	\$32,382,000	37%	-	-	\$68,937,724	13%
- Single Family	\$21,426,474	64%	\$13,161,250	-32%	\$28,962,000	29%	-	-	\$63,549,724	16%
- Multi Family	-	-	-	-	\$3,420,000	190%	-	-	\$3,420,000	-6%
- Condo	\$1,015,000	24%	\$953,000	-41%	-	-	-	-	\$1,968,000	-19%
<b>Commercial</b>	\$550,000	-	\$1,132,500	-	-	-	-	-	\$1,682,500	-
<b>Land</b>	\$1,612,500	-30%	\$1,050,000	-49%	\$6,241,650	121%	-	-	\$8,904,150	24%
<b>Total</b>	\$24,603,974	52%	\$16,296,750	-36%	\$38,623,650	46%	\$0	-	\$79,524,374	17%



LINK

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

# LINK

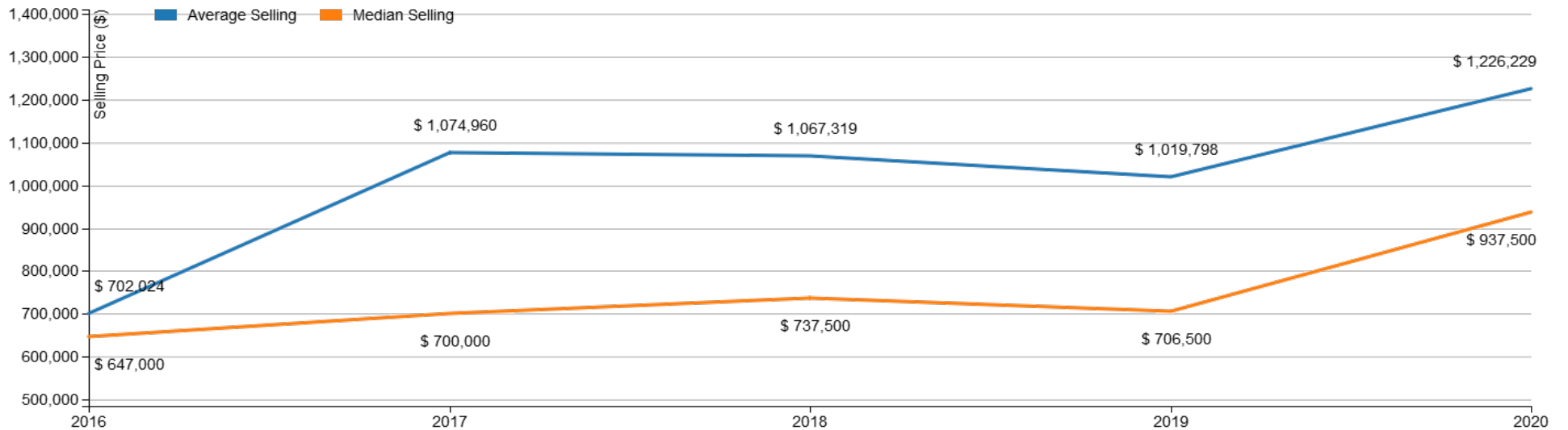
Vineyard Haven

Summary: Single/Multi-Family Sales

3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	21	-	\$702,024	-	\$647,000	-	109%	-	\$14,742,500	-	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
2020	36	64%	\$1,226,229	20%	\$937,500	33%	123%	-1%	\$44,144,250	97%	233

## Average / Median Selling Price

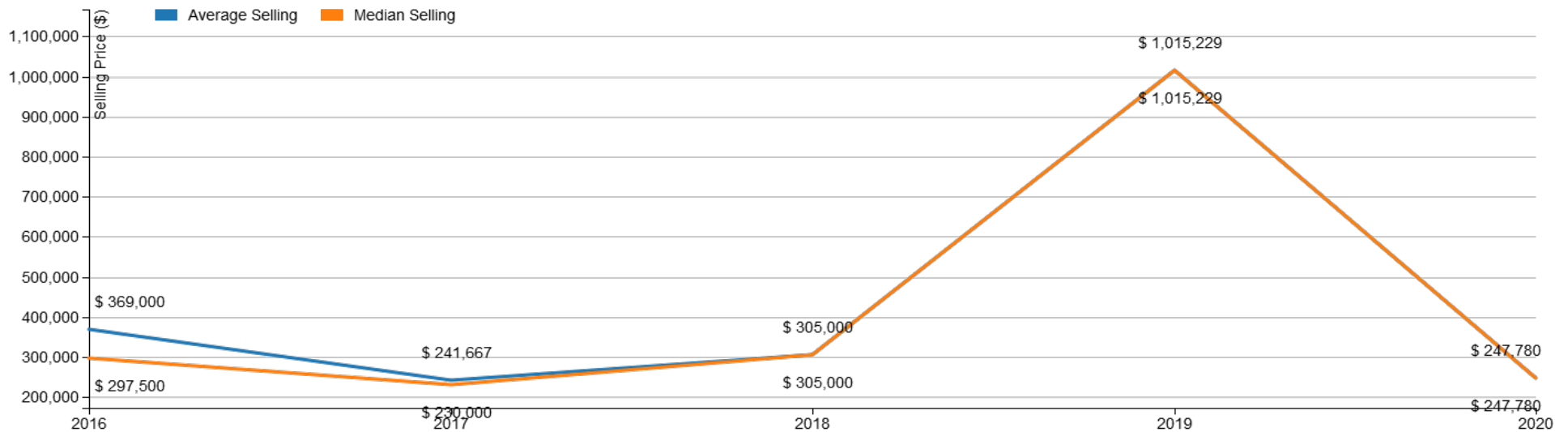


# LINK

## Vineyard Haven Summary: Land Sales 3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	6	-	\$369,000	-	\$297,500	-	117%	-	\$2,214,000	-	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
2020	2	100%	\$247,780	-76%	\$247,780	-76%	102%	-17%	\$495,560	-51%	

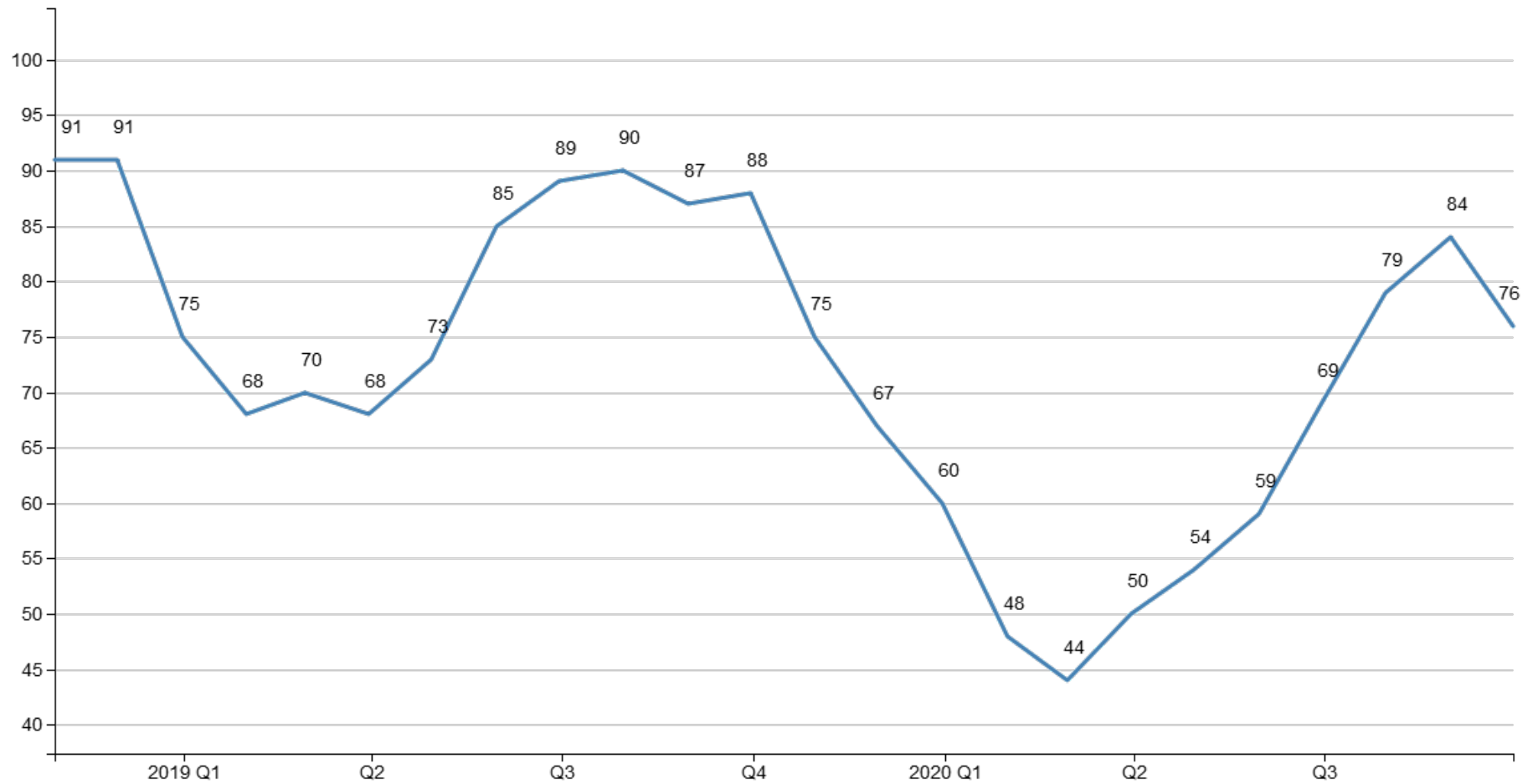
### Average / Median Selling Price





# LINK

## Vineyard Haven Inventory 3rd Quarter 2020



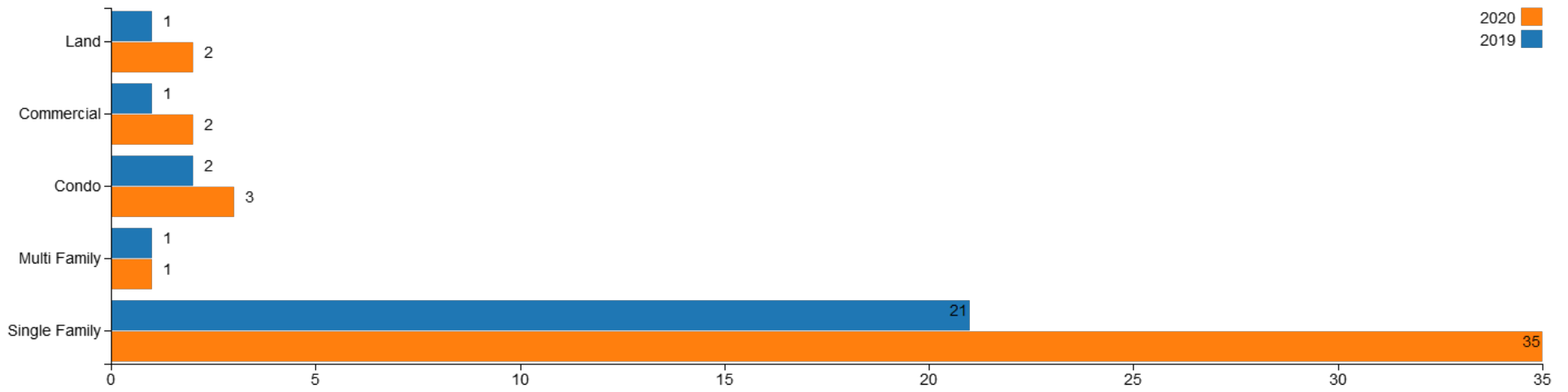


## Vineyard Haven

### Quarterly Comparison: Total Number of Sales

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	22	38%	15	-46%	39	63%	0	-	76	12%
- Single Family	20	54%	11	-58%	35	67%	0	-	66	10%
- Multi Family	2	-	1	0%	1	0%	0	-	4	100%
- Condo	0	-	3	200%	3	50%	0	-	6	0%
<b>Commercial</b>	2	100%	2	100%	2	100%	0	-	6	100%
<b>Land</b>	3	0%	1	-50%	2	100%	0	-	6	0%
<b>Total</b>	27	35%	18	-42%	43	65%	0	-	88	14%



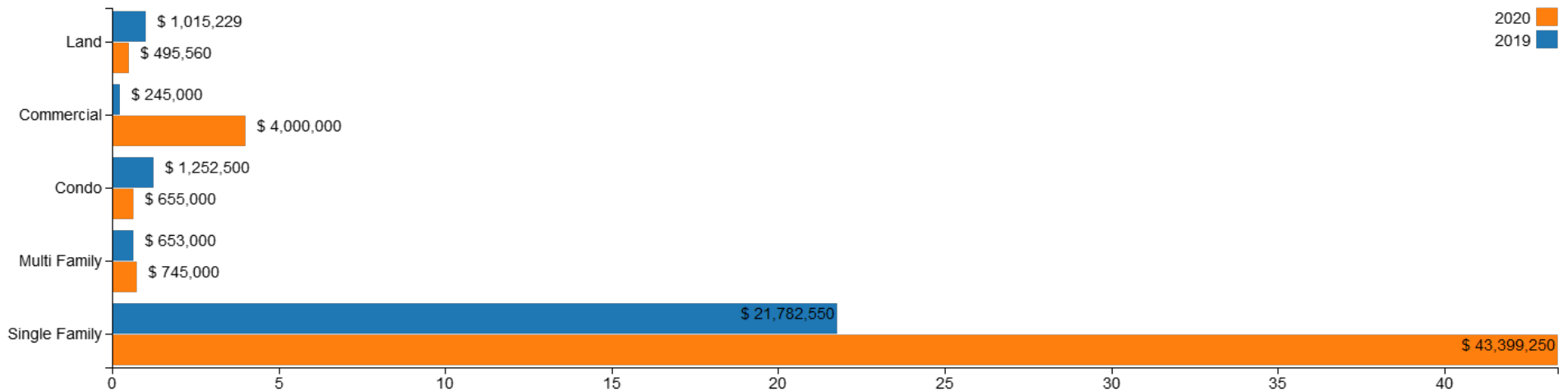


## Vineyard Haven

### Quarterly Comparison: Total Dollar Volume

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$22,272,500	53%	\$15,867,000	-35%	\$44,799,250	89%	-	-	\$82,938,750	33%
- Single Family	\$20,784,000	49%	\$14,543,000	-38%	\$43,399,250	99%	-	-	\$78,726,250	33%
- Multi Family	\$1,488,500	-	\$300,000	-29%	\$745,000	14%	-	-	\$2,533,500	135%
- Condo	-	-	\$1,024,000	156%	\$655,000	-48%	-	-	\$1,679,000	-28%
<b>Commercial</b>	\$1,330,000	220%	\$2,270,000	892%	\$4,000,000	1,533%	-	-	\$7,600,000	755%
<b>Land</b>	\$1,135,000	-13%	\$570,000	-4%	\$495,560	-51%	-	-	\$2,200,560	-24%
<b>Total</b>	\$24,737,500	52%	\$18,707,000	-25%	\$49,294,810	98%	\$0	-	\$92,739,310	40%



LINK

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

# LINK

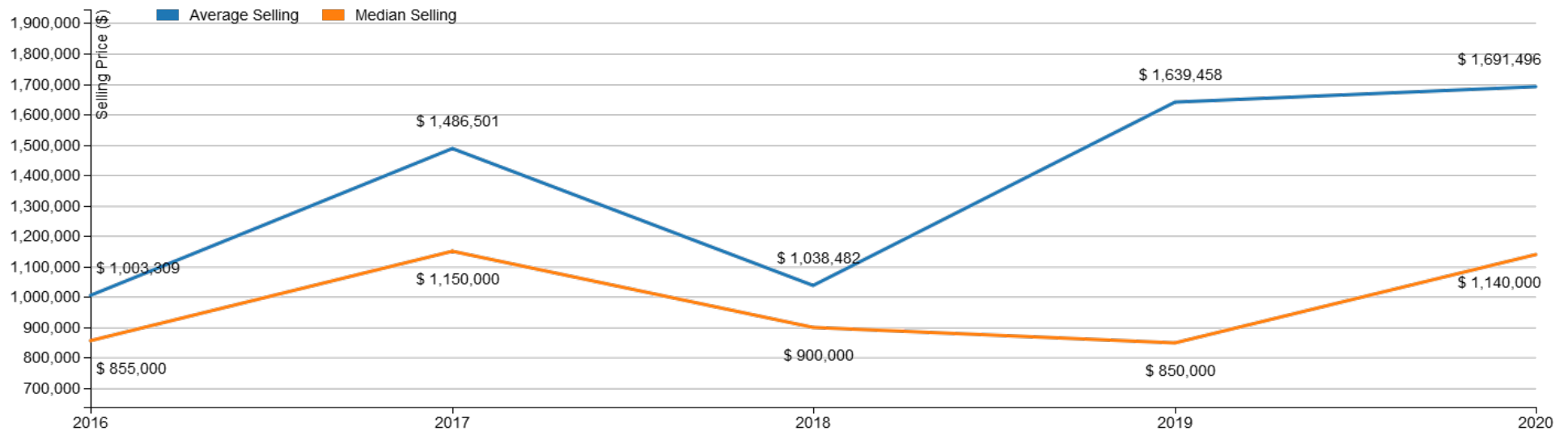
West Tisbury

Summary: Single/Multi-Family Sales

3rd Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	16	-	\$1,003,309	-	\$855,000	-	110%	-	\$16,052,950	-	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
2020	28	133%	\$1,691,496	3%	\$1,140,000	34%	115%	5%	\$47,361,900	141%	239

## Average / Median Selling Price



# LINK

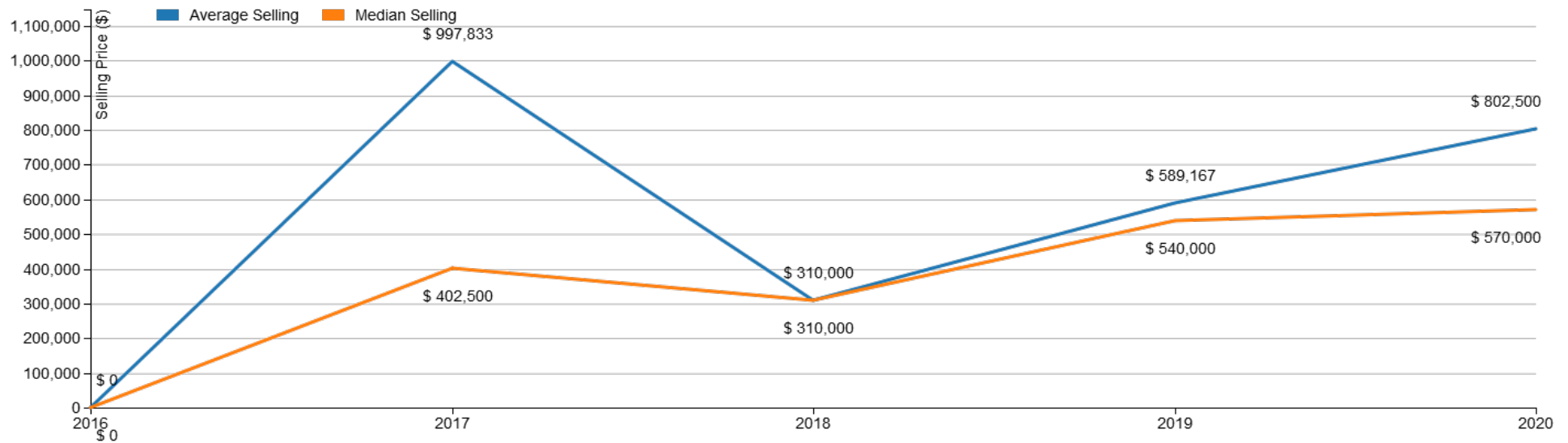
West Tisbury

Summary: Land Sales

3rd Quarter 2020

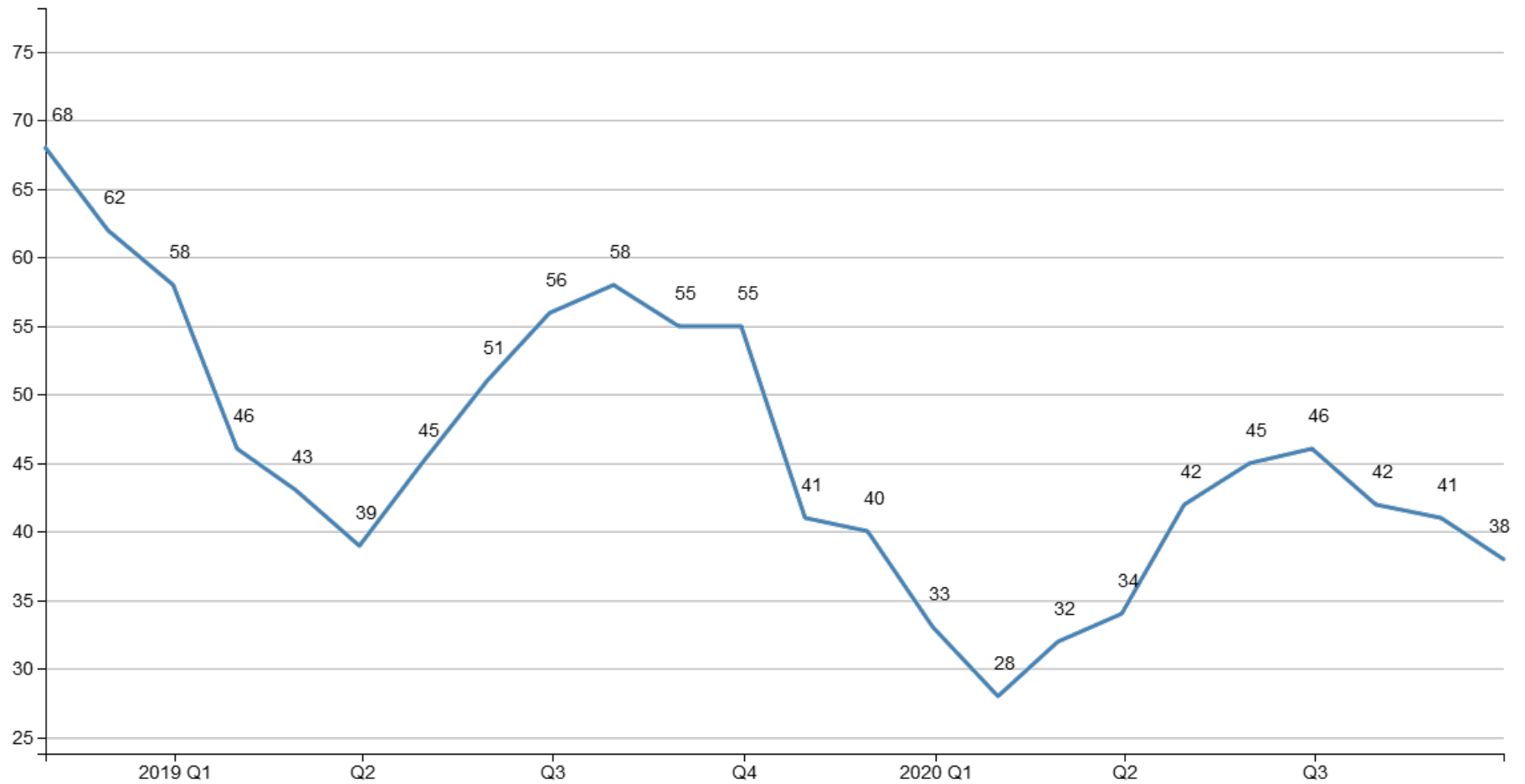
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	0	-	-	-	-	-	-	-	-	-	
2017	3	-	\$997,833	-	\$402,500	-	145%	-	\$2,993,500	-	402
2018	1	-67%	\$310,000	-69%	\$310,000	-23%	113%	-22%	\$310,000	-90%	
2019	3	200%	\$589,167	90%	\$540,000	74%	125%	11%	\$1,767,500	470%	117
2020	3	0%	\$802,500	36%	\$570,000	6%	100%	-20%	\$2,407,500	36%	206

## Average / Median Selling Price



# LINK

## West Tisbury Inventory 3rd Quarter 2020



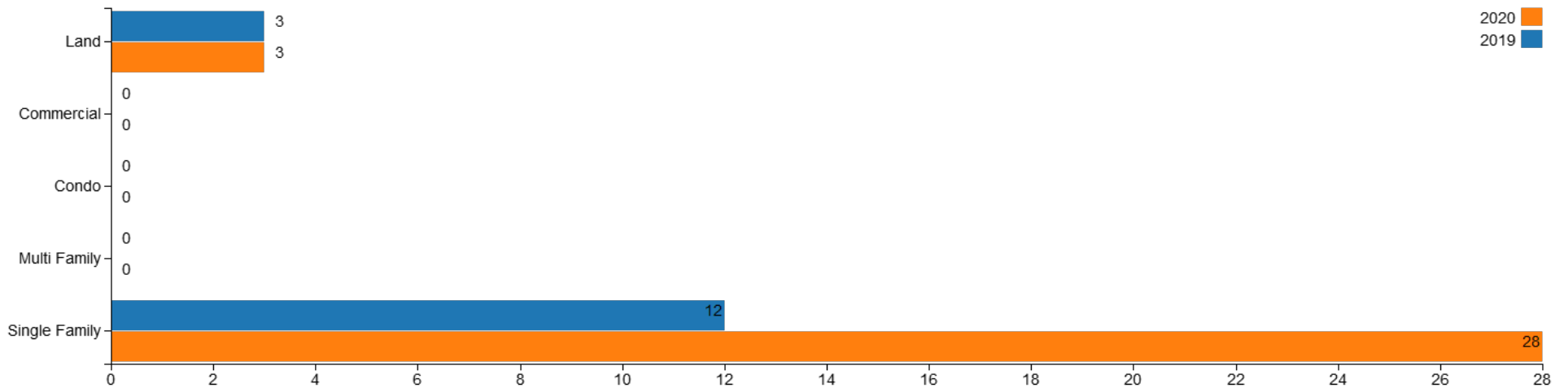


## West Tisbury

### Quarterly Comparison: Total Number of Sales

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	8	14%	5	-55%	28	133%	0	-	41	37%
- Single Family	8	33%	4	-64%	28	133%	0	-	40	38%
- Multi Family	0	-	1	-	0	-	0	-	1	0%
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	3	0%	3	-25%	3	0%	0	-	9	-10%
<b>Total</b>	11	10%	8	-47%	31	107%	0	-	50	25%







West Tisbury

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$13,130,000	-66%	\$5,592,000	-35%	\$47,361,900	141%	-	-	\$66,083,900	-1%
- Single Family	\$13,130,000	-65%	\$4,755,000	-45%	\$47,361,900	141%	-	-	\$65,246,900	-1%
- Multi Family	-	-	\$837,000	-	-	-	-	-	\$837,000	-30%
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$3,100,000	134%	\$3,405,000	57%	\$2,407,500	36%	-	-	\$8,912,500	70%
<b>Total</b>	\$16,230,000	-60%	\$8,997,000	-16%	\$49,769,400	132%	\$0	-	\$74,996,400	4%

