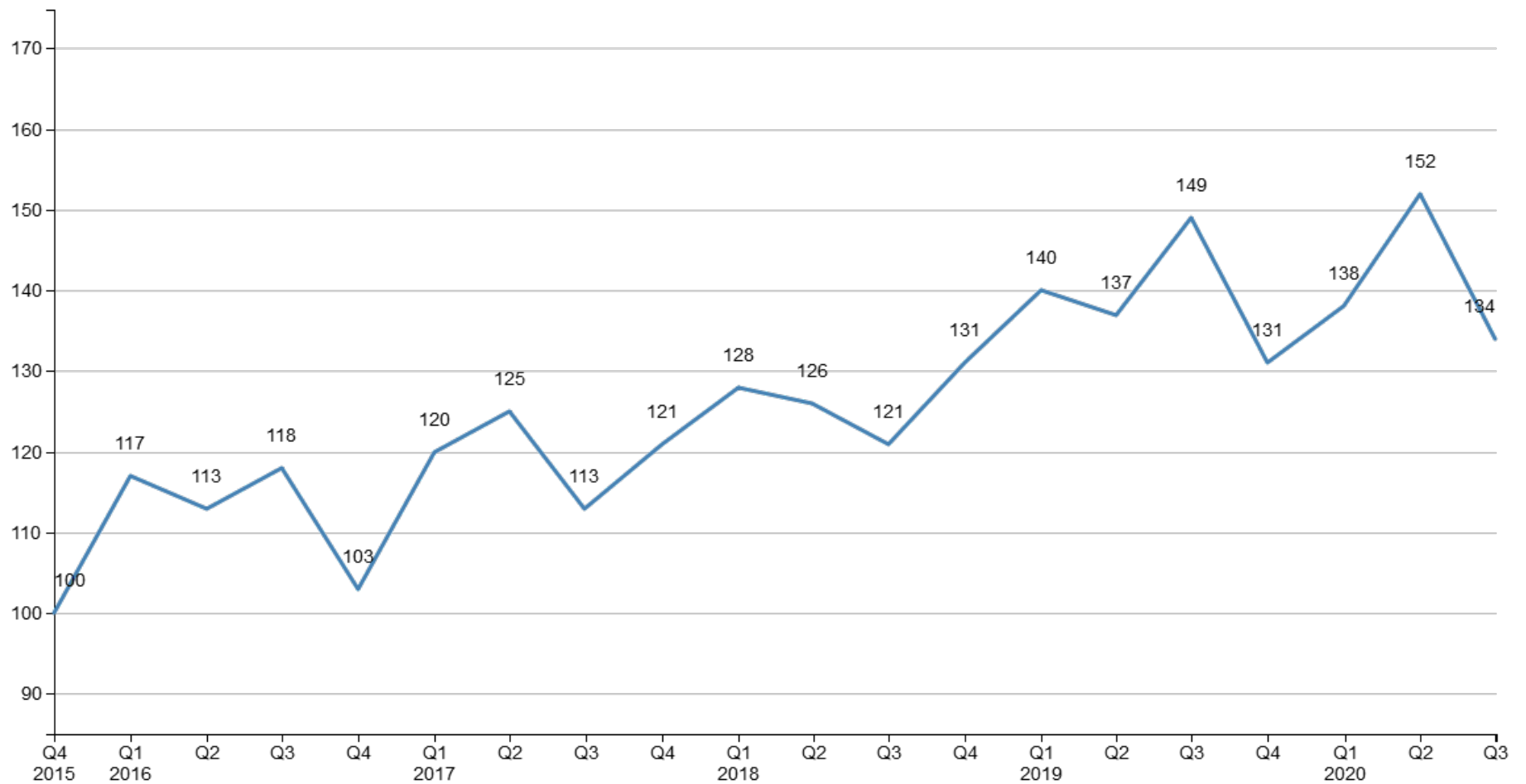


LINK

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

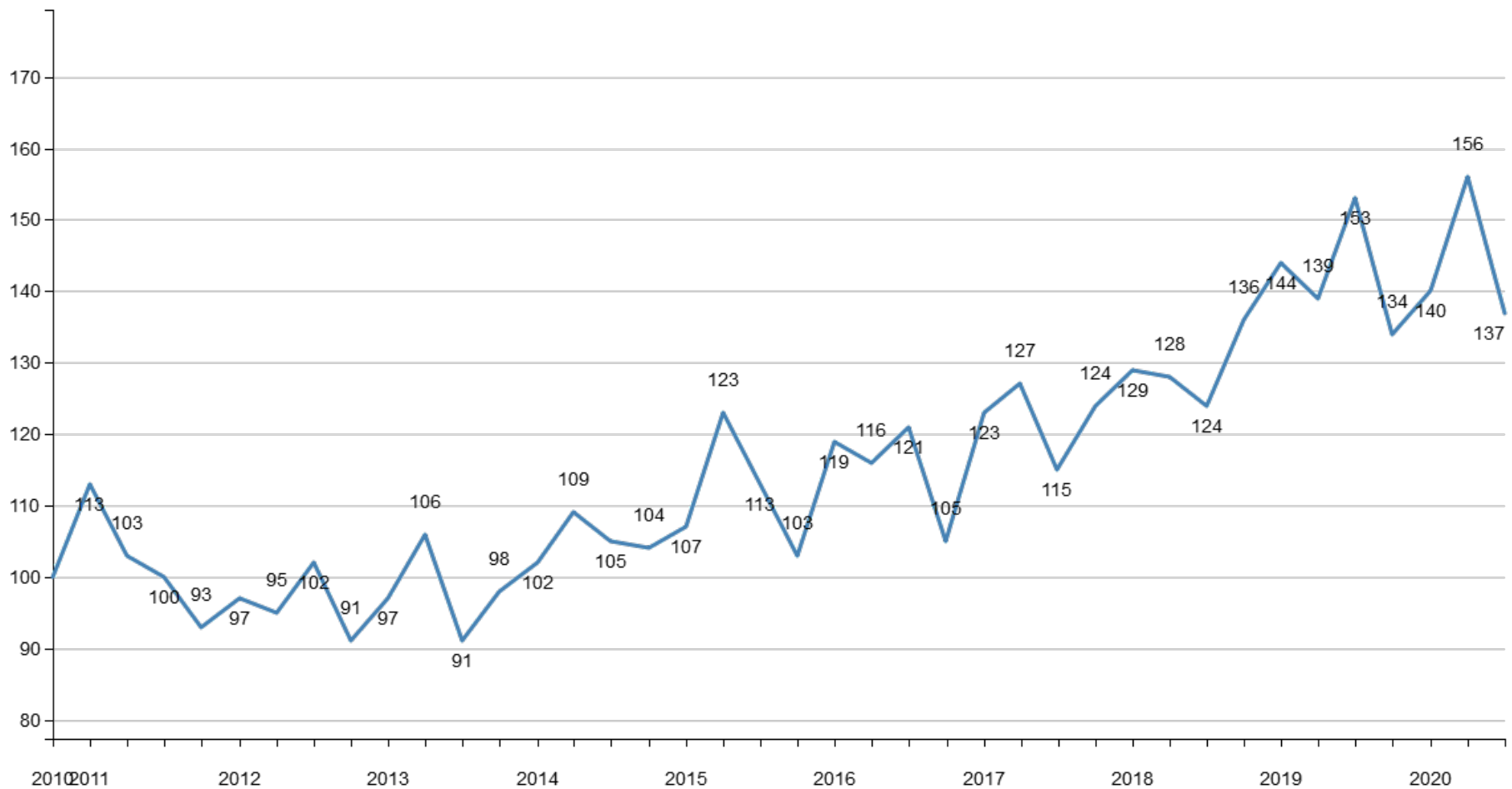
LINK

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.



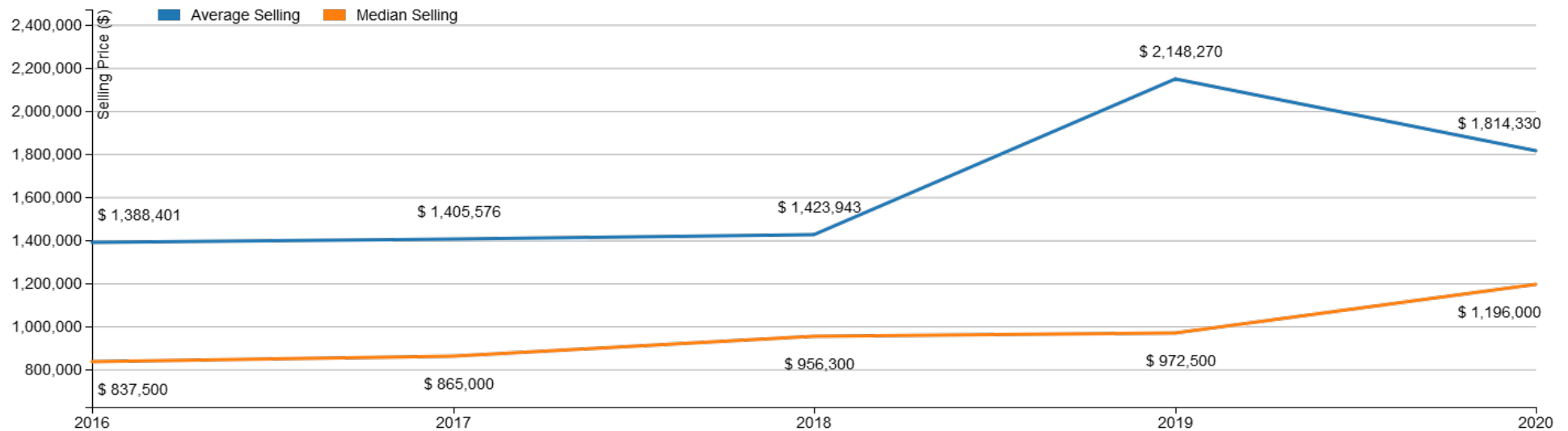
Island-Wide

Summary: Single/Multi-Family Sales

4th Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	146	-	\$1,388,401	-	\$837,500	-	131%	-	\$202,706,482	-	263
2017	131	-10%	\$1,405,576	1%	\$865,000	3%	138%	5%	\$184,130,422	-9%	263
2018	134	2%	\$1,423,943	1%	\$956,300	11%	143%	4%	\$190,808,385	4%	208
2019	131	-2%	\$2,148,270	51%	\$972,500	2%	127%	-11%	\$281,423,400	47%	235
2020	201	53%	\$1,814,330	-16%	\$1,196,000	23%	143%	13%	\$364,680,407	30%	216

Average / Median Selling Price

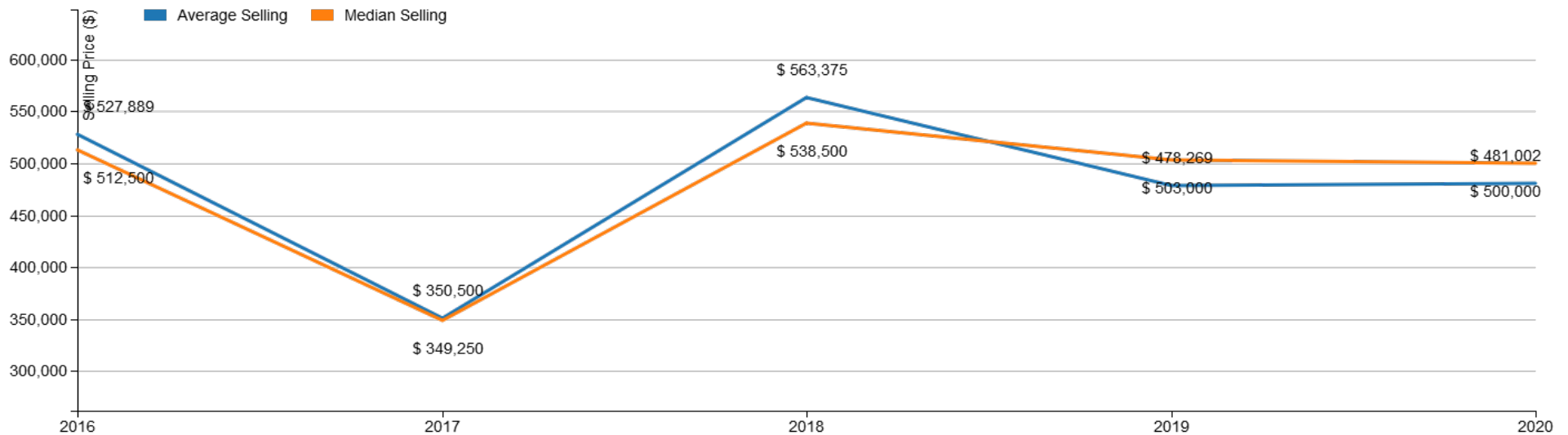




Island-Wide
Summary: Condo Sales
4th Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2016	9	-	\$527,889	-	\$512,500	-	\$479	-	\$428	-	\$4,751,000	-	194
2017	6	-33%	\$350,500	-34%	\$349,250	-32%	\$536	12%	\$472	10%	\$2,103,000	-56%	503
2018	8	33%	\$563,375	61%	\$538,500	54%	\$457	-15%	\$451	-5%	\$4,507,000	114%	148
2019	13	63%	\$478,269	-15%	\$503,000	-7%	\$486	6%	\$416	-8%	\$6,217,500	38%	394
2020	13	0%	\$481,002	1%	\$500,000	-1%	\$543	12%	\$485	17%	\$6,253,025	1%	270

Average / Median Selling Price

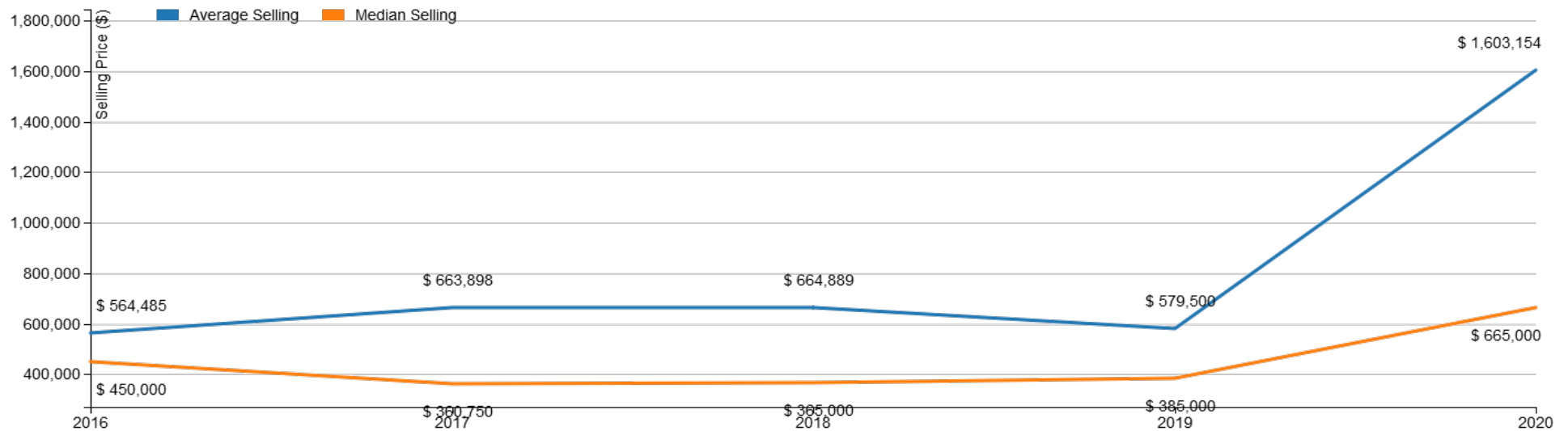




Island-Wide
Summary: Land Sales
4th Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	33	-	\$564,485	-	\$450,000	-	155%	-	\$18,628,000	-	410
2017	20	-39%	\$663,898	18%	\$360,750	-20%	119%	-23%	\$13,277,969	-29%	297
2018	27	35%	\$664,889	0%	\$365,000	1%	163%	37%	\$17,952,000	35%	266
2019	13	-52%	\$579,500	-13%	\$385,000	5%	122%	-25%	\$7,533,500	-58%	182
2020	31	138%	\$1,603,154	177%	\$665,000	73%	121%	-1%	\$49,697,770	560%	321

Average / Median Selling Price





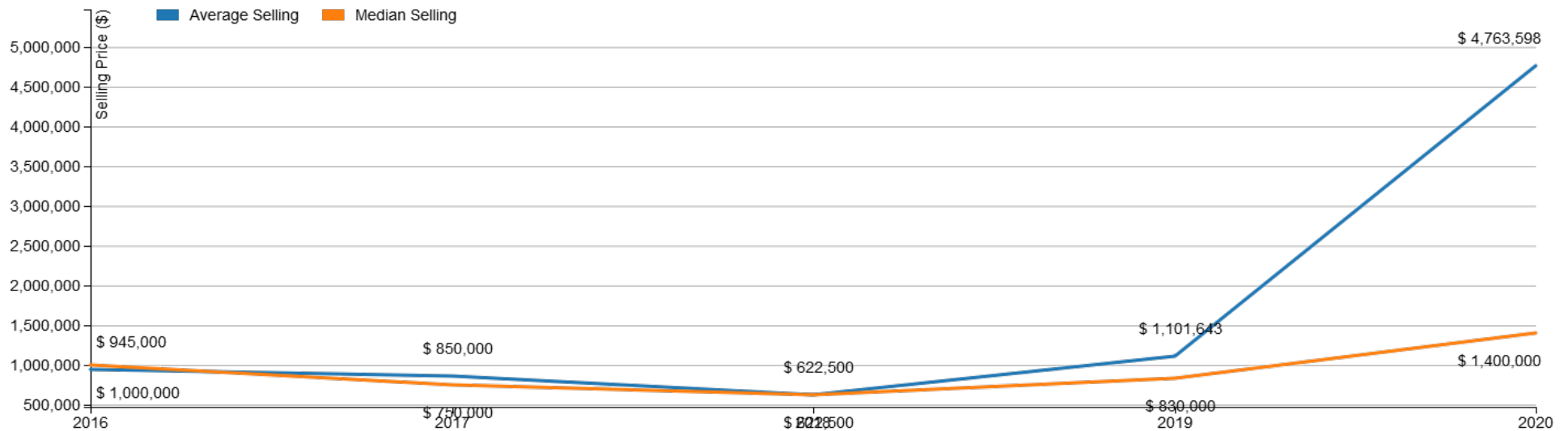
Island-Wide

Summary: Commercial Sales

4th Quarter 2020

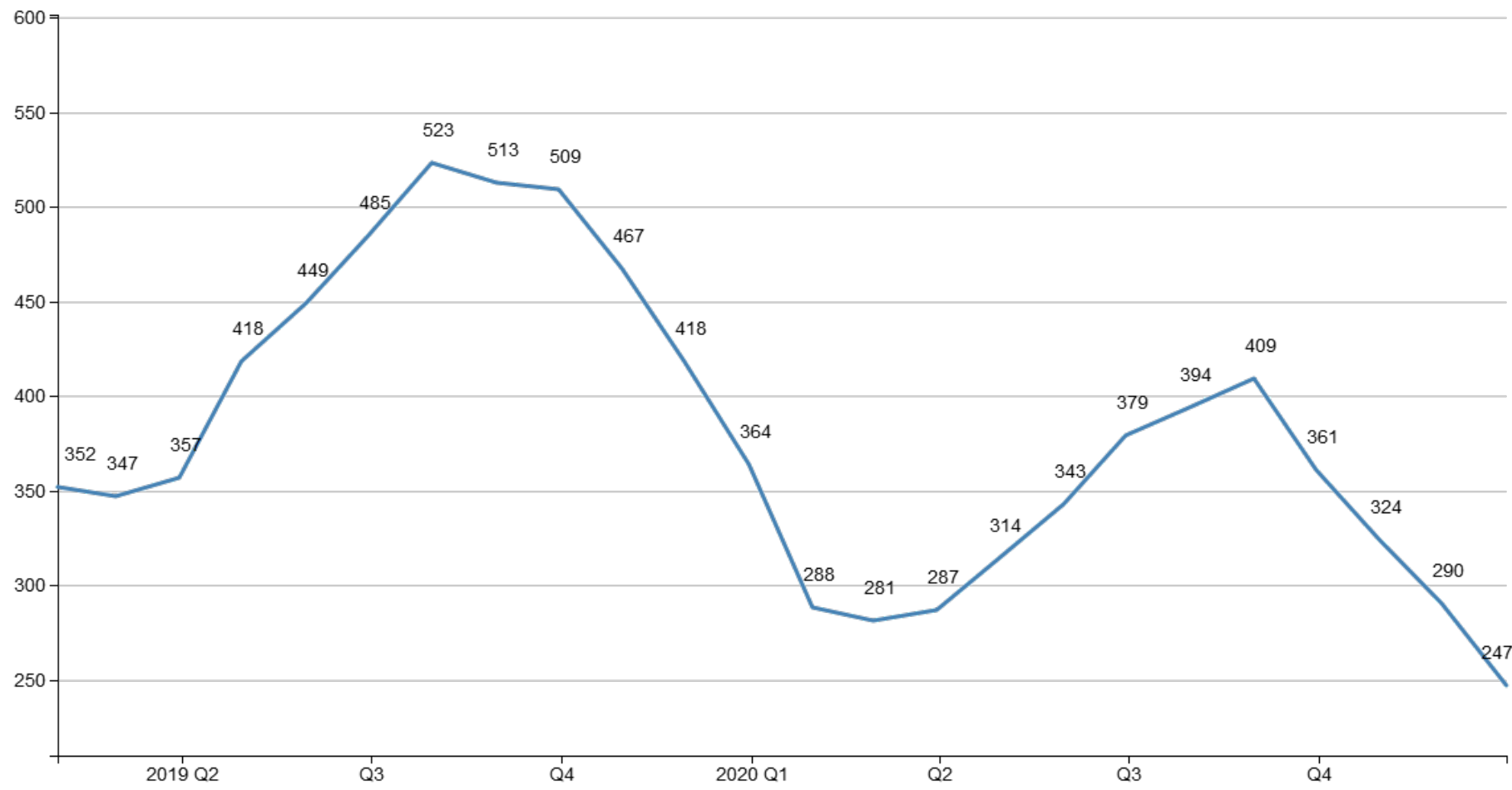
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	5	-	\$945,000	-	\$1,000,000	-	121%	-	\$4,725,000	-	420
2017	3	-40%	\$850,000	-10%	\$750,000	-25%	155%	28%	\$2,550,000	-46%	100
2018	2	-33%	\$622,500	-27%	\$622,500	-17%	116%	-25%	\$1,245,000	-51%	73
2019	7	250%	\$1,101,643	77%	\$830,000	33%	162%	39%	\$7,711,500	519%	474
2020	7	0%	\$4,763,598	332%	\$1,400,000	69%	160%	-1%	\$33,345,186	332%	402

Average / Median Selling Price





Island-Wide
Inventory
4th Quarter 2020

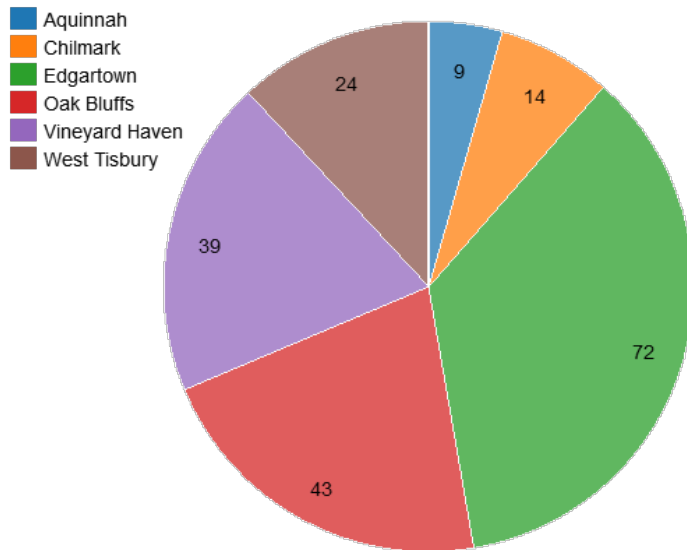




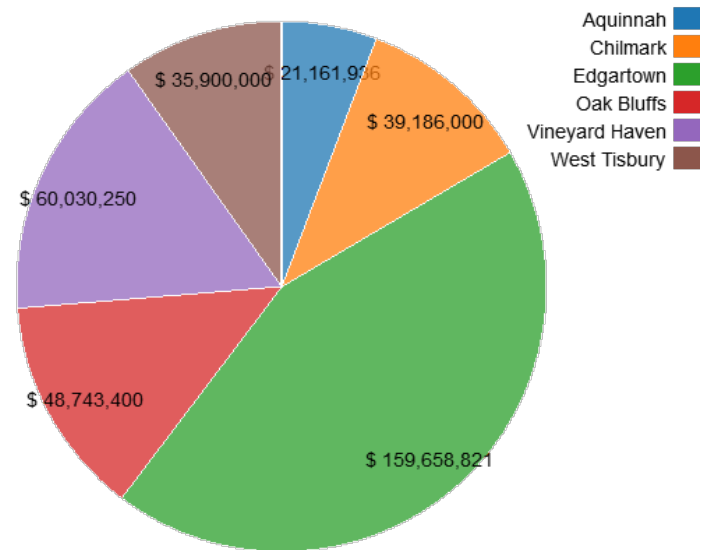
Sales Summary by Town
Single/Multi-Family
4th Quarter 2020

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	9	200%	\$2,351,326	49%	\$1,675,000	52%	165%	60%	\$21,161,936	348%	224
Chilmark	14	0%	\$2,799,000	-16%	\$2,400,000	-9%	141%	8%	\$39,186,000	-16%	140
Edgartown	72	57%	\$2,217,484	-33%	\$1,470,000	-5%	140%	1%	\$159,658,821	4%	220
Oak Bluffs	43	19%	\$1,133,567	16%	\$985,000	31%	152%	23%	\$48,743,400	38%	186
Vineyard Haven	39	95%	\$1,539,237	16%	\$900,000	0%	141%	20%	\$60,030,250	126%	294
West Tisbury	24	100%	\$1,495,833	16%	\$1,350,000	40%	132%	23%	\$35,900,000	133%	177

Number of Sales by Town



Total Dollar Volume by Town

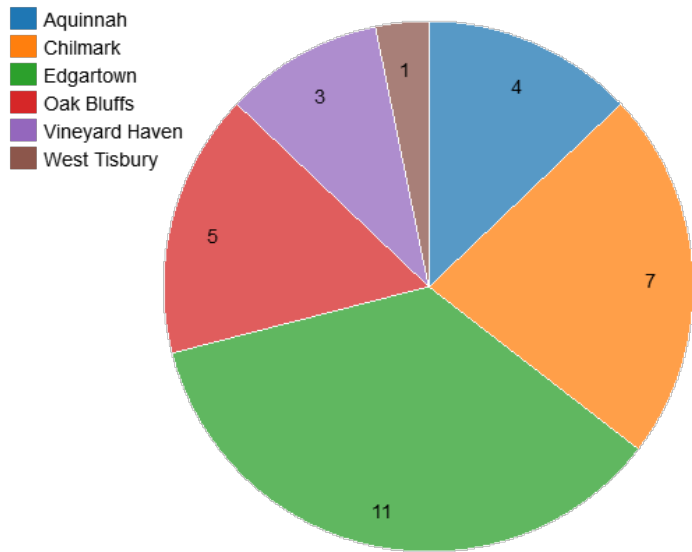




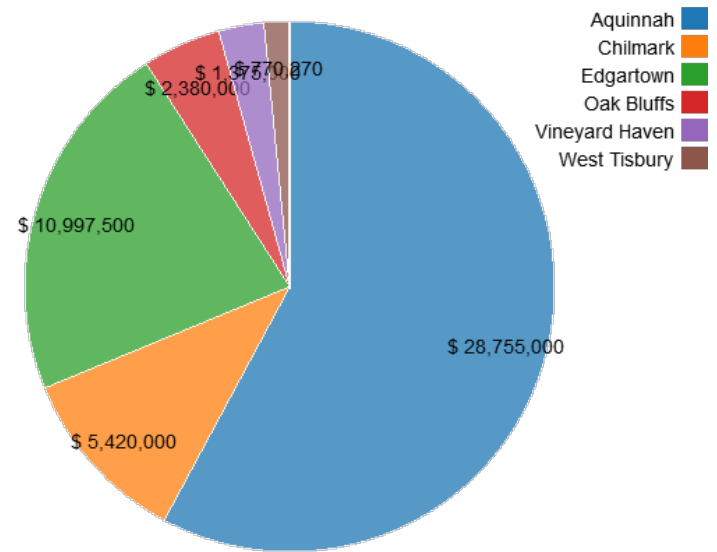
Sales Summary by Town
Land
4th Quarter 2020

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	4	-	\$7,188,750	-	\$692,500	-	97%	-	\$28,755,000	-	475
Chilmark	7	600%	\$774,286	-6%	\$700,000	-15%	105%	-14%	\$5,420,000	557%	143
Edgartown	11	450%	\$999,773	154%	\$735,000	87%	141%	29%	\$10,997,500	1,297%	383
Oak Bluffs	5	67%	\$476,000	-35%	\$570,000	-18%	126%	2%	\$2,380,000	9%	198
Vineyard Haven	3	0%	\$458,333	51%	\$442,500	31%	101%	-15%	\$1,375,000	51%	574
West Tisbury	1	-75%	\$770,270	9%	\$770,270	113%	115%	-12%	\$770,270	-73%	57

Number of Sales by Town



Total Dollar Volume by Town



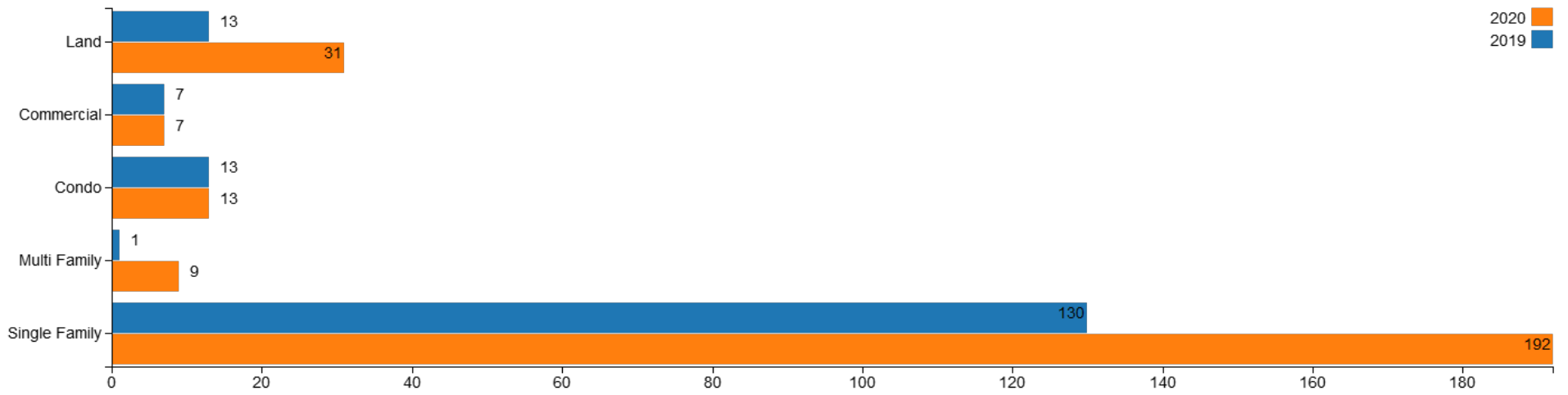


Island-Wide

Quarterly Comparison: Total Number of Sales

4th Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	108	74%	72	-35%	183	68%	214	49%	577	36%
- Single Family	100	85%	61	-36%	171	74%	192	48%	524	39%
- Multi Family	2	100%	3	-25%	4	33%	9	800%	18	100%
- Condo	6	-14%	8	-20%	8	0%	13	0%	35	-8%
Commercial	3	0%	5	150%	6	500%	7	0%	21	62%
Land	16	-11%	13	-28%	28	27%	31	138%	88	24%
Total	127	53%	90	-31%	217	64%	252	54%	686	35%



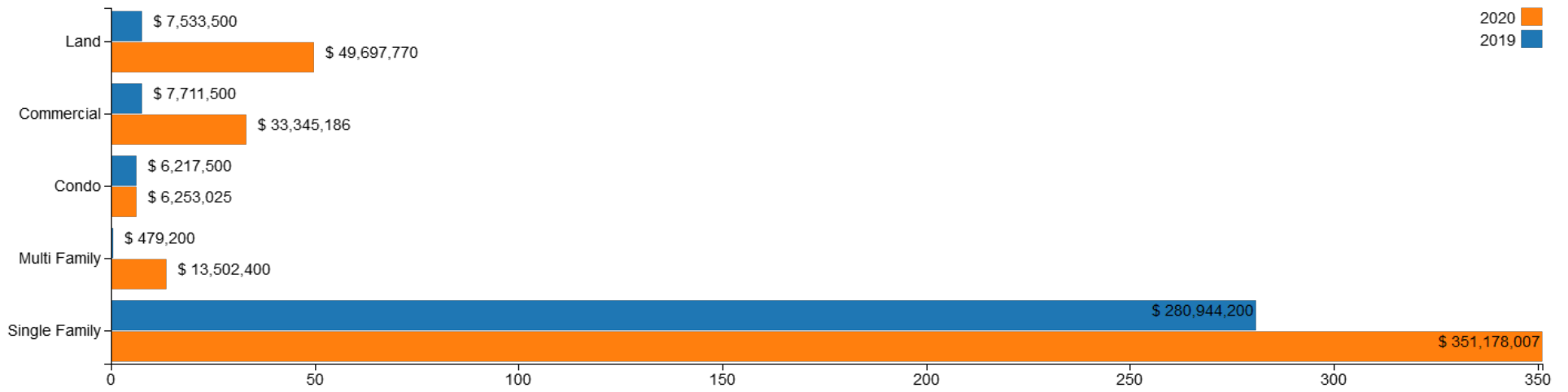


Island-Wide

Quarterly Comparison: Total Dollar Volume

4th Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$147,881,274	26%	\$112,061,442	-19%	\$311,207,585	115%	\$370,933,432	29%	\$942,083,733	37%
- Single Family	\$144,918,474	27%	\$107,853,442	-16%	\$296,970,585	114%	\$351,178,007	25%	\$900,920,508	36%
- Multi Family	\$1,488,500	24%	\$1,837,000	-67%	\$11,040,000	503%	\$13,502,400	2,718%	\$27,867,900	207%
- Condo	\$1,474,300	-36%	\$2,371,000	-56%	\$3,197,000	-24%	\$6,253,025	1%	\$13,295,325	-27%
Commercial	\$1,880,000	19%	\$3,682,500	99%	\$5,659,000	2,210%	\$33,345,186	332%	\$44,566,686	291%
Land	\$21,496,255	-3%	\$12,420,000	53%	\$20,879,410	79%	\$49,697,770	560%	\$104,493,435	112%
Total	\$171,257,529	21%	\$128,163,942	-14%	\$337,745,995	115%	\$453,976,388	50%	\$1,091,143,854	46%



LINK

AQUINNAH
**QUARTERLY SALES
SUMMARY**
FOURTH QUARTER 2020

LINK

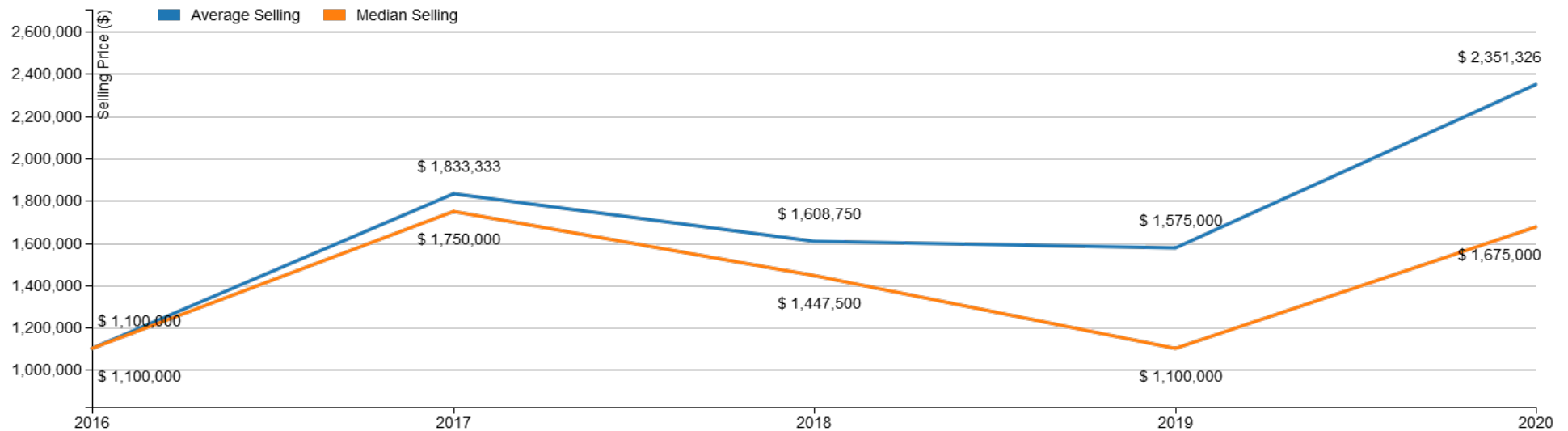
Aquinnah

Summary: Single/Multi-Family Sales

4th Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	2	-	\$1,100,000	-	\$1,100,000	-	140%	-	\$2,200,000	-	343
2017	3	50%	\$1,833,333	67%	\$1,750,000	59%	106%	-24%	\$5,500,000	150%	223
2018	4	33%	\$1,608,750	-12%	\$1,447,500	-17%	115%	9%	\$6,435,000	17%	260
2019	3	-25%	\$1,575,000	-2%	\$1,100,000	-24%	103%	-11%	\$4,725,000	-27%	289
2020	9	200%	\$2,351,326	49%	\$1,675,000	52%	165%	60%	\$21,161,936	348%	224

Average / Median Selling Price



LINK

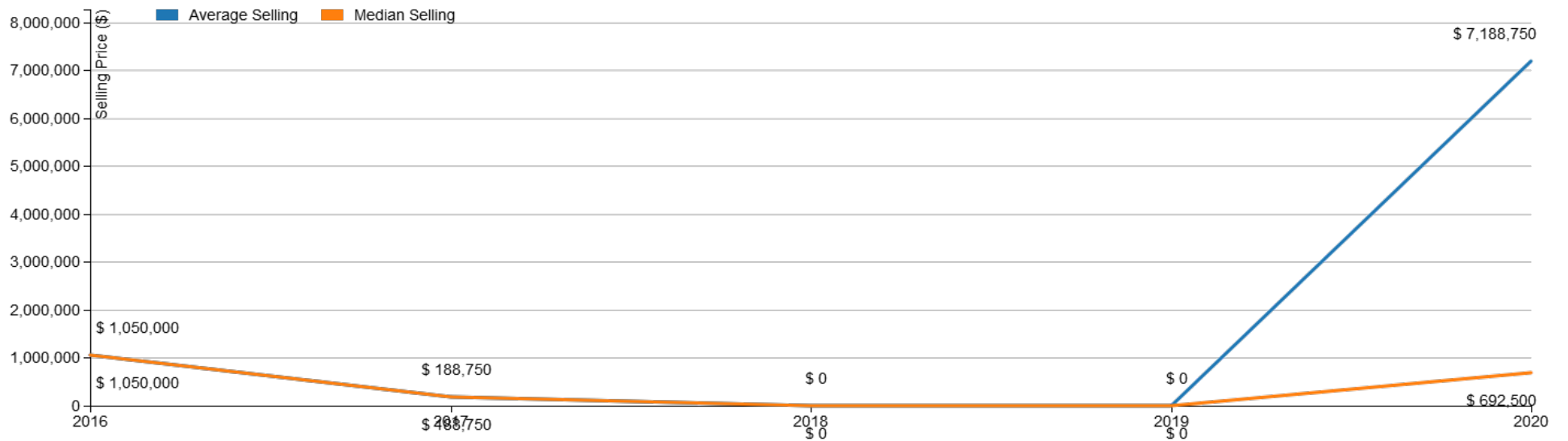
Aquinnah

Summary: Land Sales

4th Quarter 2020

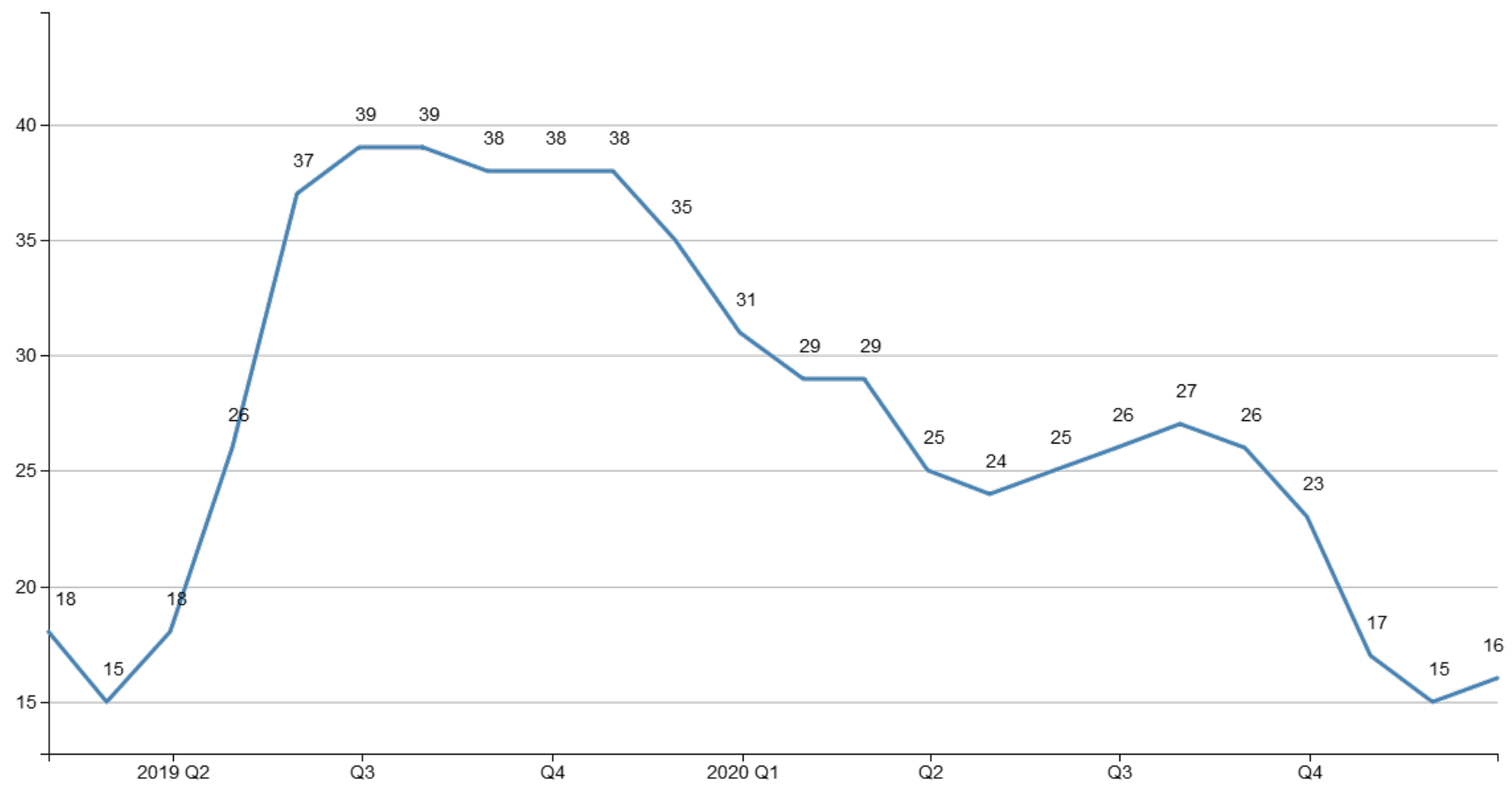
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	1	-	\$1,050,000	-	\$1,050,000	-	132%	-	\$1,050,000	-	1,243
2017	2	100%	\$188,750	-82%	\$188,750	-82%	95%	-28%	\$377,500	-64%	126
2018	0	-	-	-	-	-	-	-	-	-	
2019	0	-	-	-	-	-	-	-	-	-	
2020	4	-	\$7,188,750	-	\$692,500	-	97%	-	\$28,755,000	-	475

Average / Median Selling Price





Aquinnah
Inventory
4th Quarter 2020



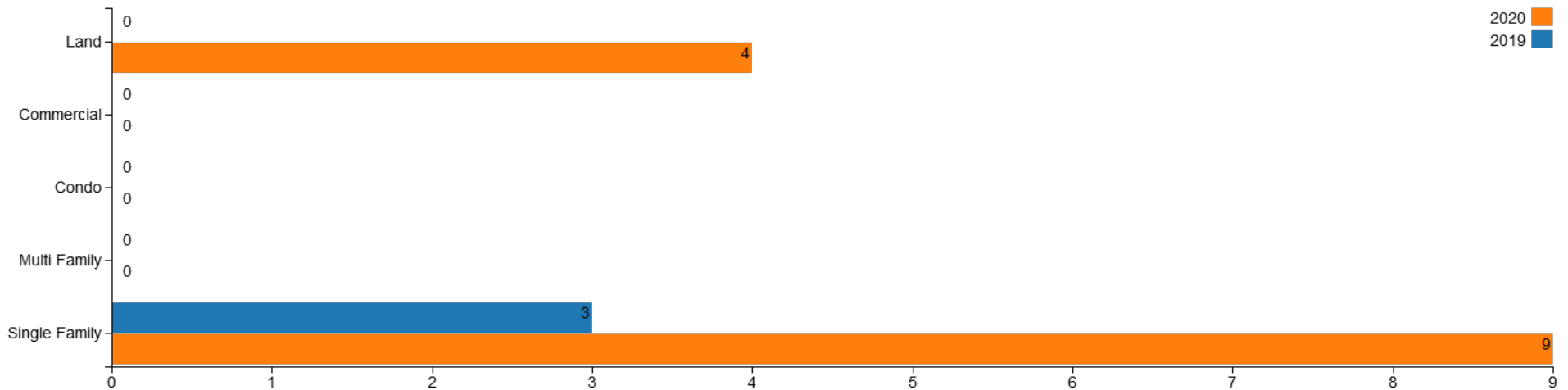


Aquinnah

Quarterly Comparison: Total Number of Sales

4th Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	3	50%	1	-67%	2	-33%	9	200%	15	36%
- Single Family	3	50%	0	-	2	0%	9	200%	14	40%
- Multi Family	0	-	1	-	0	-	0	-	1	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	0	-	0	-	1	0%	4	-	5	400%
Total	3	50%	1	-67%	3	-25%	13	333%	20	67%



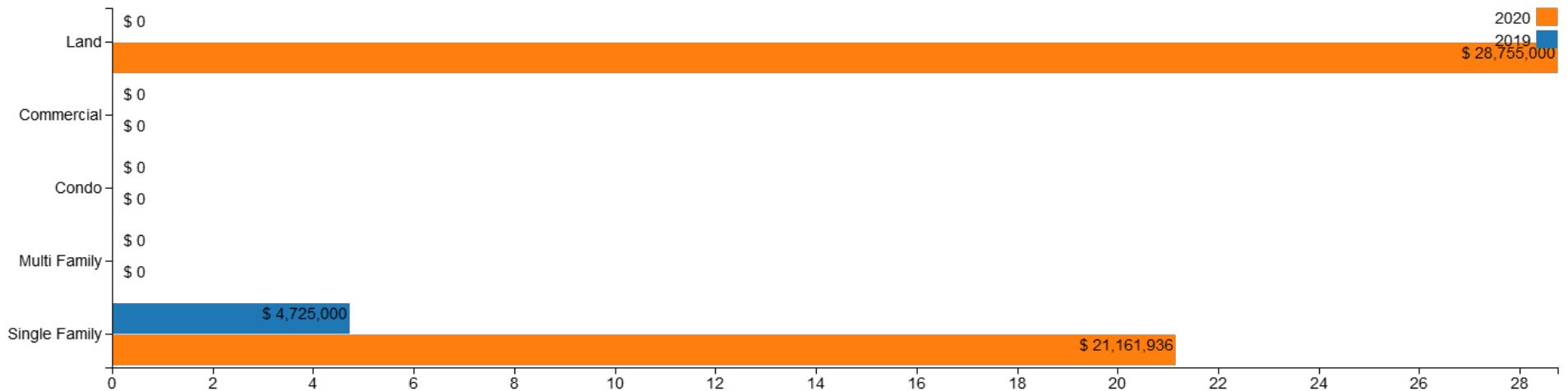


Aquinnah

Quarterly Comparison: Total Dollar Volume

4th 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%	\$3,180,000	-11%	\$21,161,936	348%	\$27,726,936	66%
- Single Family	\$2,685,000	-1%	-	-	\$3,180,000	4%	\$21,161,936	348%	\$27,026,936	67%
- Multi Family	-	-	\$700,000	-	-	-	-	-	\$700,000	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	-	-	-	-	\$90,000	10%	\$28,755,000	-	\$28,845,000	35,293%
Total	\$2,685,000	-1%	\$700,000	-88%	\$3,270,000	-11%	\$49,916,936	956%	\$56,571,936	236%



LINK

CHILMARK
**QUARTERLY SALES
SUMMARY**
FOURTH QUARTER 2020



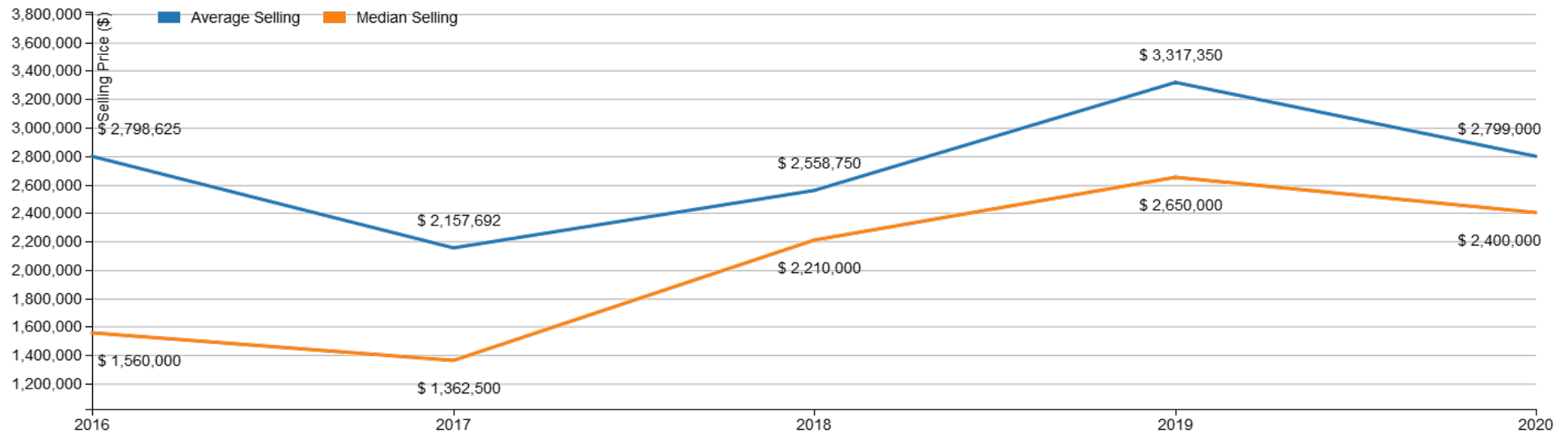
Chilmark

Summary: Single/Multi-Family Sales

4th Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	16	-	\$2,798,625	-	\$1,560,000	-	131%	-	\$44,778,000	-	231
2017	13	-19%	\$2,157,692	-23%	\$1,362,500	-13%	112%	-15%	\$28,050,000	-37%	464
2018	8	-38%	\$2,558,750	19%	\$2,210,000	62%	130%	16%	\$20,470,000	-27%	210
2019	14	75%	\$3,317,350	30%	\$2,650,000	20%	131%	1%	\$46,442,900	127%	350
2020	14	0%	\$2,799,000	-16%	\$2,400,000	-9%	141%	8%	\$39,186,000	-16%	140

Average / Median Selling Price





Chilmark

Summary: Land Sales

4th Quarter 2020

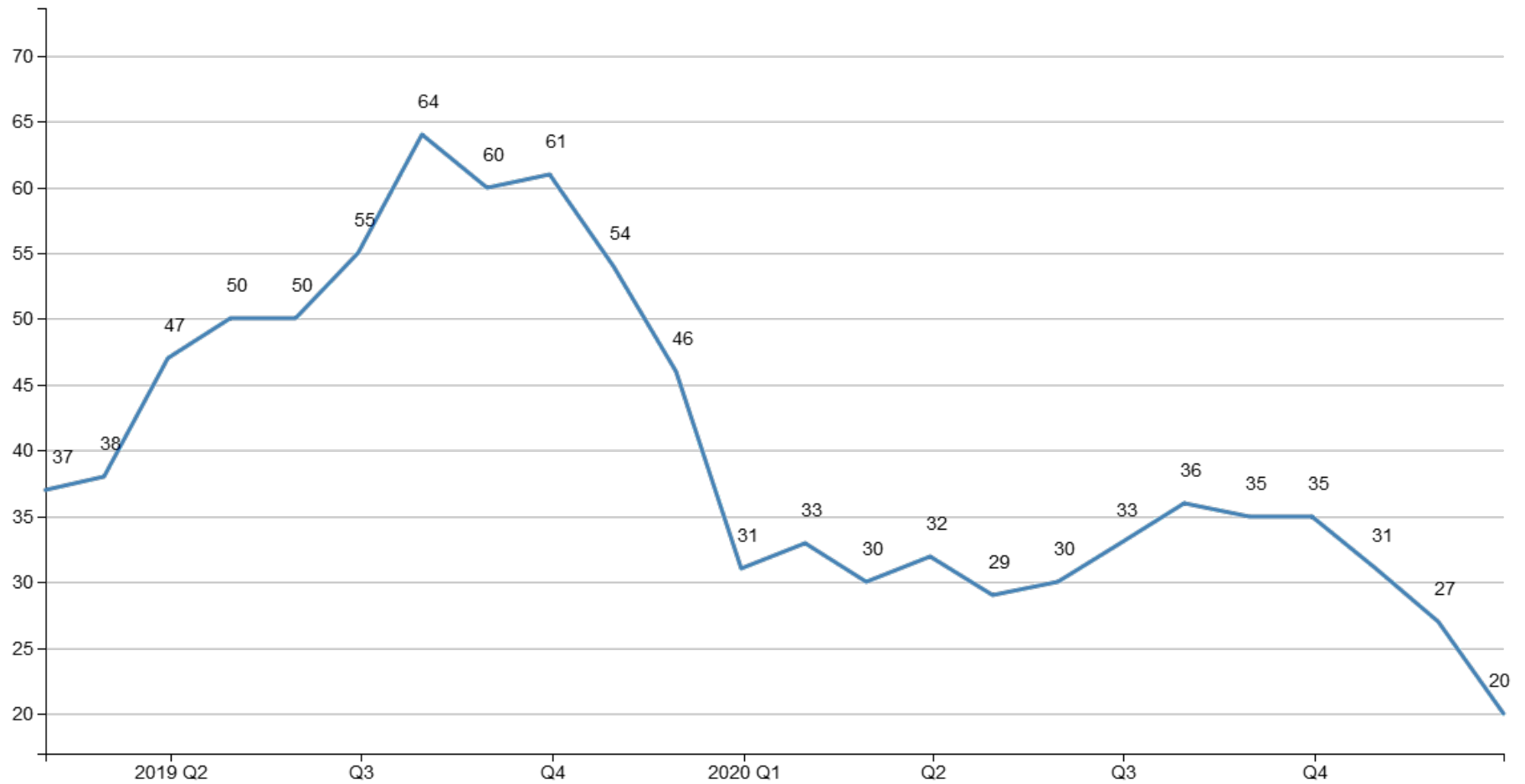
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	2	-	\$622,500	-	\$622,500	-	99%	-	\$1,245,000	-	1,376
2017	4	100%	\$1,495,625	140%	\$1,501,250	141%	124%	25%	\$5,982,500	381%	211
2018	1	-75%	\$520,000	-65%	\$520,000	-65%	104%	-16%	\$520,000	-91%	
2019	1	0%	\$825,000	59%	\$825,000	59%	123%	18%	\$825,000	59%	149
2020	7	600%	\$774,286	-6%	\$700,000	-15%	105%	-14%	\$5,420,000	557%	143

Average / Median Selling Price



LINK

Chilmark Inventory 4th Quarter 2020



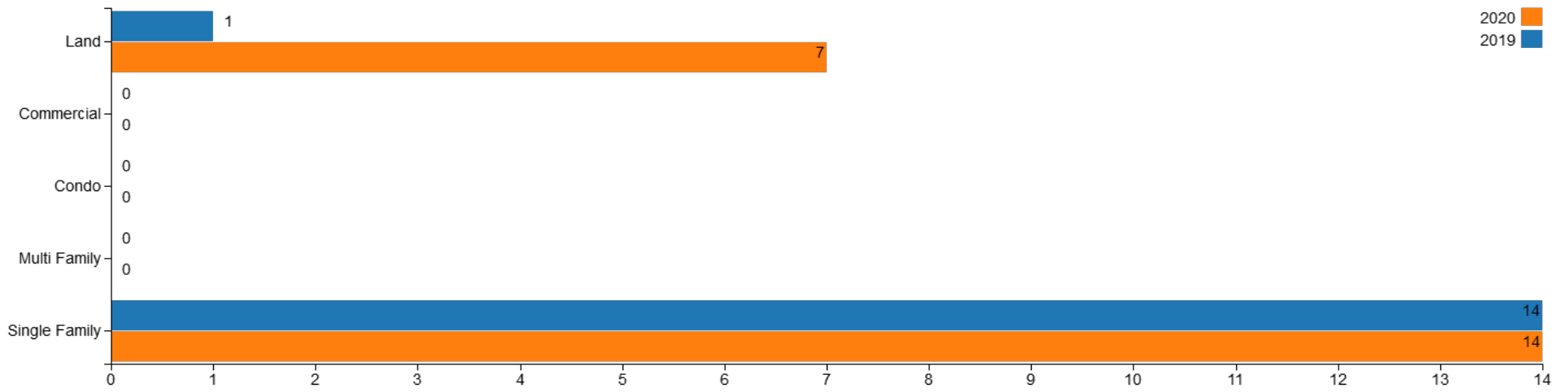


Chilmark

Quarterly Comparison: Total Number of Sales

4th Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	7	40%	8	100%	11	57%	14	0%	40	33%
- Single Family	7	40%	8	100%	11	57%	14	0%	40	33%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	1	-67%	5	-	7	250%	7	600%	20	233%
Total	8	0%	13	225%	18	100%	21	40%	60	67%



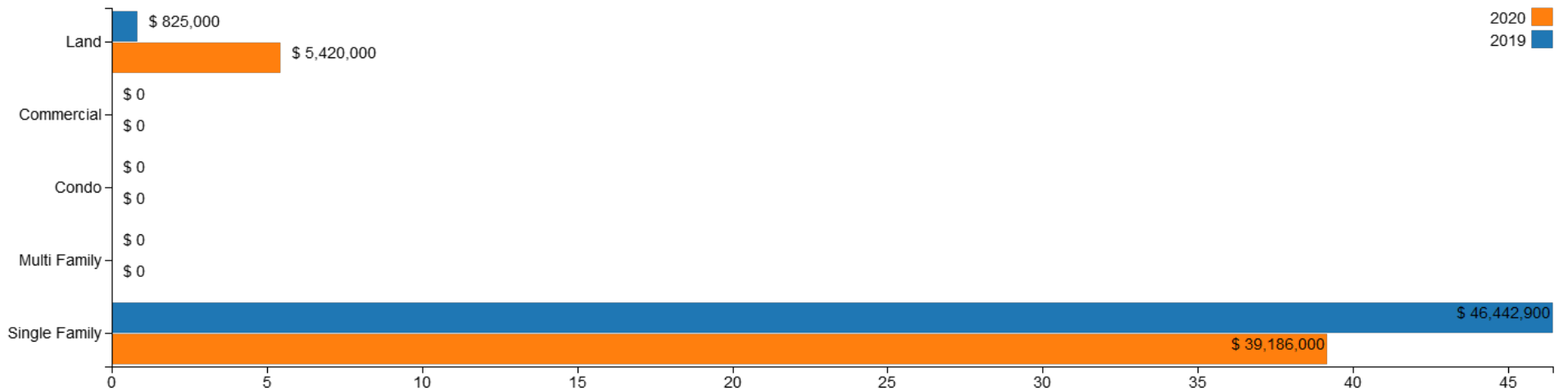


Chilmark

Quarterly Comparison: Total Dollar Volume

4th Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$16,730,000	153%	\$13,448,250	-30%	\$22,772,835	222%	\$39,186,000	-16%	\$92,137,085	16%
- Single Family	\$16,730,000	153%	\$13,448,250	-30%	\$22,772,835	222%	\$39,186,000	-16%	\$92,137,085	16%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$933,755	-78%	\$5,710,000	-	\$4,369,700	270%	\$5,420,000	557%	\$16,433,455	166%
Total	\$17,663,755	64%	\$19,158,250	-1%	\$27,142,535	229%	\$44,606,000	-6%	\$108,570,540	27%



LINK

EDGARTOWN
**QUARTERLY SALES
SUMMARY**
FOURTH QUARTER 2020

LINK

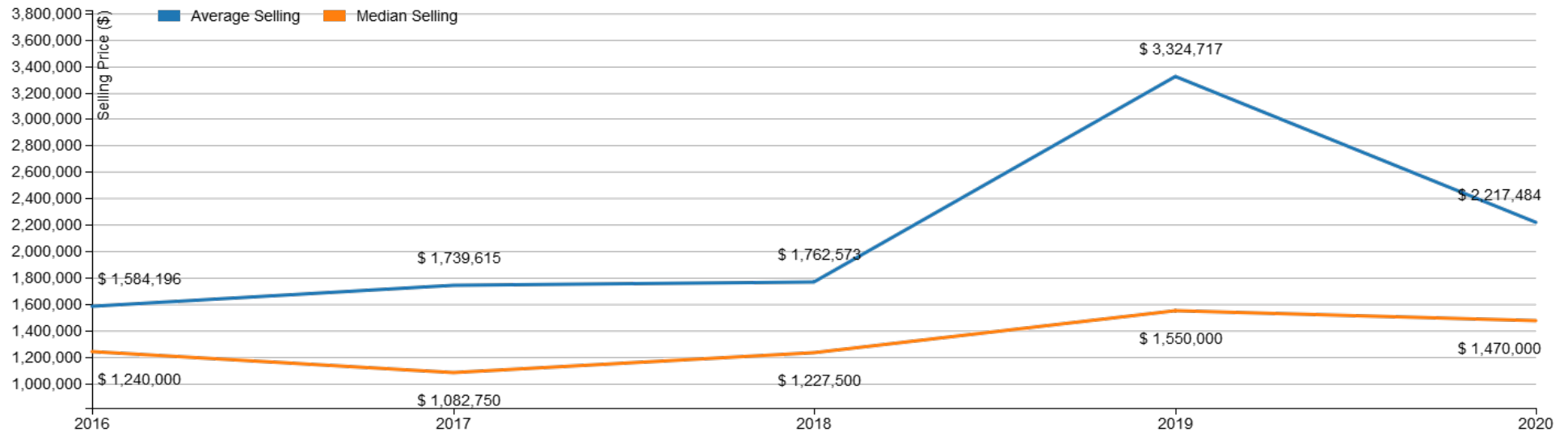
Edgartown

Summary: Single/Multi-Family Sales

4th Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	49	-	\$1,584,196	-	\$1,240,000	-	135%	-	\$77,625,625	-	273
2017	48	-2%	\$1,739,615	10%	\$1,082,750	-13%	147%	9%	\$83,501,500	8%	255
2018	54	13%	\$1,762,573	1%	\$1,227,500	13%	139%	-6%	\$95,178,960	14%	214
2019	46	-15%	\$3,324,717	89%	\$1,550,000	26%	139%	0%	\$152,937,000	61%	227
2020	72	57%	\$2,217,484	-33%	\$1,470,000	-5%	140%	1%	\$159,658,821	4%	220

Average / Median Selling Price



LINK

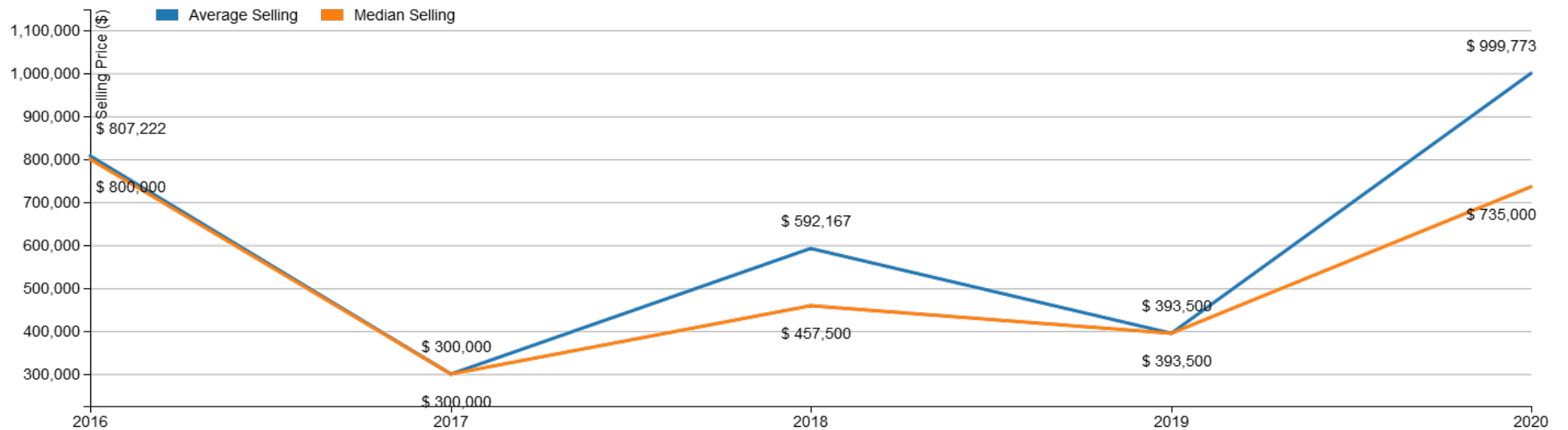
Edgartown

Summary: Land Sales

4th Quarter 2020

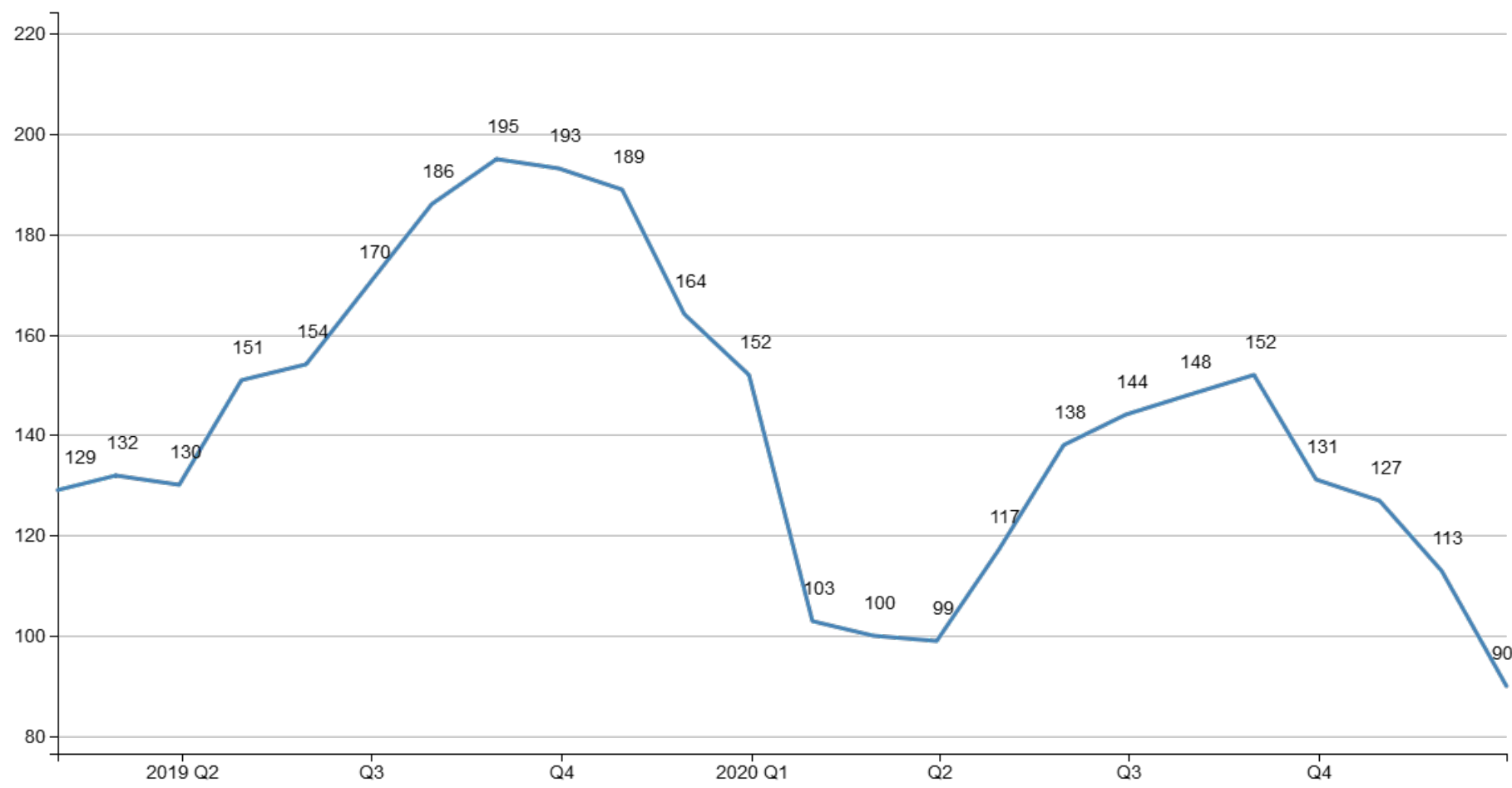
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	9	-	\$807,222	-	\$800,000	-	239%	-	\$7,265,000	-	167
2017	2	-78%	\$300,000	-63%	\$300,000	-63%	102%	-57%	\$600,000	-92%	289
2018	9	350%	\$592,167	97%	\$457,500	53%	228%	123%	\$5,329,500	788%	196
2019	2	-78%	\$393,500	-34%	\$393,500	-14%	110%	-52%	\$787,000	-85%	249
2020	11	450%	\$999,773	154%	\$735,000	87%	141%	29%	\$10,997,500	1,297%	383

Average / Median Selling Price





Edgartown
Inventory
4th Quarter 2020



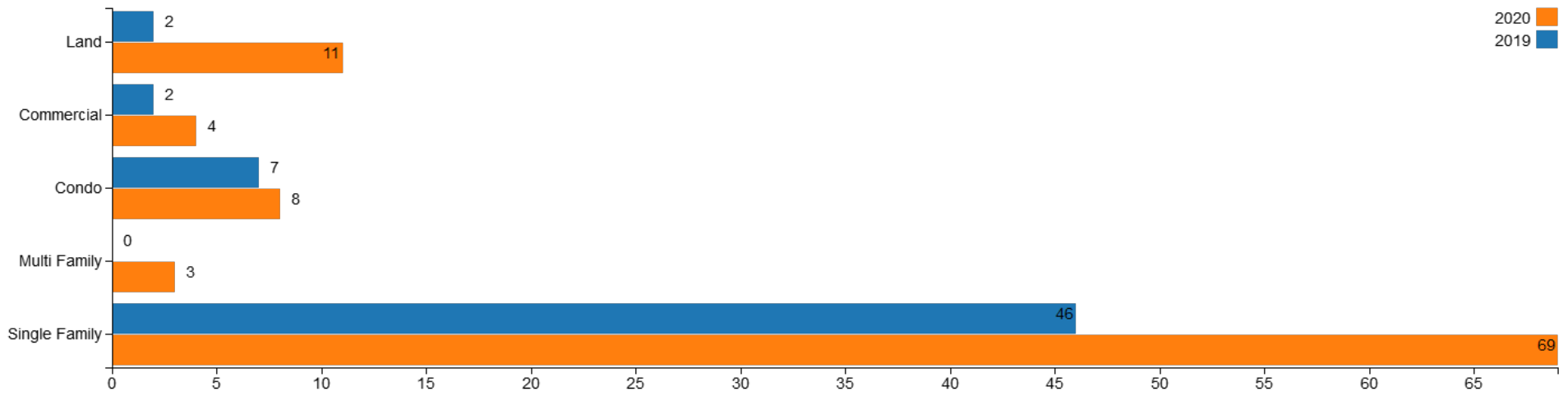


Edgartown

Quarterly Comparison: Total Number of Sales

4th Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	39	179%	28	-15%	73	103%	80	51%	220	62%
- Single Family	36	177%	25	-7%	67	116%	69	50%	197	68%
- Multi Family	0	-	0	-	1	-	3	-	4	300%
- Condo	3	200%	3	-40%	5	0%	8	14%	19	6%
Commercial	0	-	1	0%	4	-	4	100%	9	80%
Land	5	0%	2	-71%	5	-38%	11	450%	23	5%
Total	44	110%	31	-24%	82	86%	95	67%	252	55%



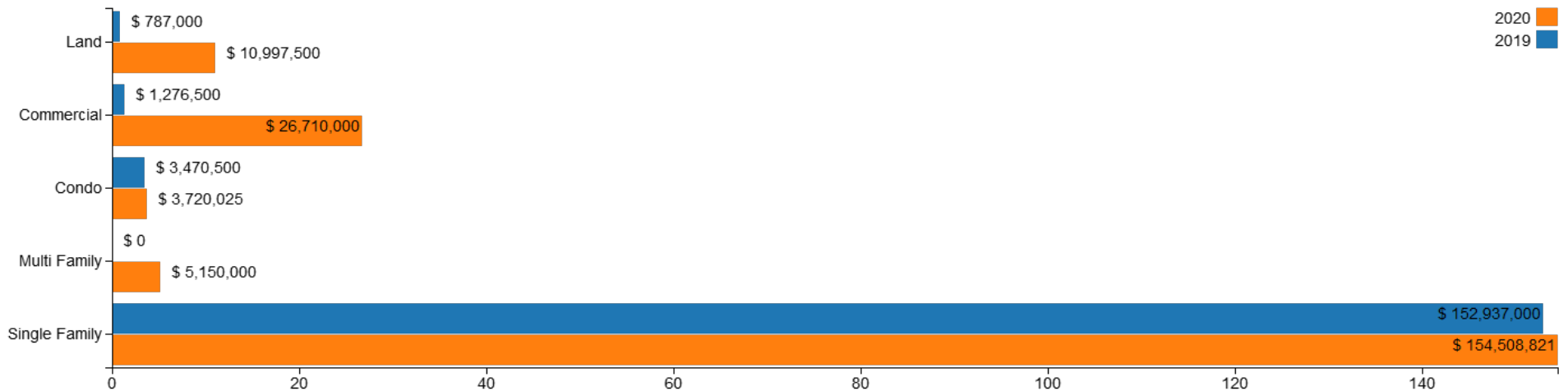


Edgartown

Quarterly Comparison: Total Dollar Volume

4th 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%	\$160,711,600	140%	\$163,378,846	4%	\$457,052,688	42%
- Single Family	\$70,163,000	74%	\$61,945,942	21%	\$151,294,600	135%	\$154,508,821	1%	\$437,912,363	42%
- Multi Family	-	-	-	-	\$6,875,000	-	\$5,150,000	-	\$12,025,000	345%
- Condo	\$459,300	-43%	\$394,000	-88%	\$2,542,000	5%	\$3,720,025	7%	\$7,115,325	-30%
Commercial	-	-	\$280,000	-83%	\$1,659,000	-	\$26,710,000	1,992%	\$28,649,000	605%
Land	\$14,715,000	13%	\$1,685,000	-49%	\$7,275,000	53%	\$10,997,500	1,297%	\$34,672,500	59%
Total	\$85,337,300	54%	\$64,304,942	3%	\$169,645,600	137%	\$201,086,346	27%	\$520,374,188	50%



LINK

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

LINK

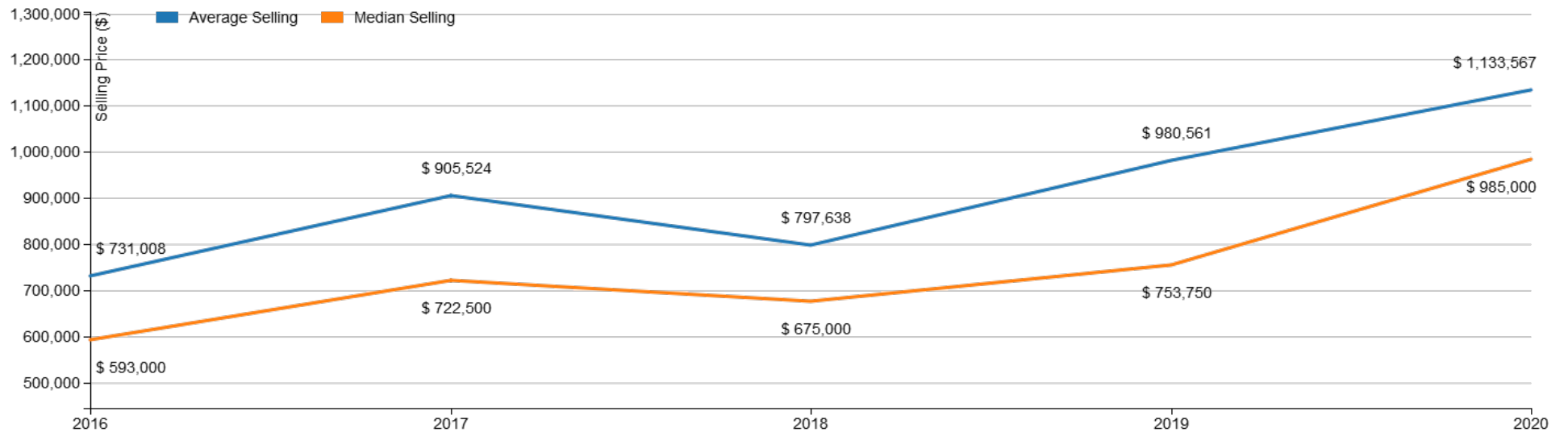
Oak Bluffs

Summary: Single/Multi-Family Sales

4th Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	33	-	\$731,008	-	\$593,000	-	131%	-	\$24,123,250	-	256
2017	26	-21%	\$905,524	24%	\$722,500	22%	139%	6%	\$23,543,622	-2%	200
2018	30	15%	\$797,638	-12%	\$675,000	-7%	145%	4%	\$23,929,150	2%	203
2019	36	20%	\$980,561	23%	\$753,750	12%	123%	-15%	\$35,300,200	48%	160
2020	43	19%	\$1,133,567	16%	\$985,000	31%	152%	23%	\$48,743,400	38%	186

Average / Median Selling Price



LINK

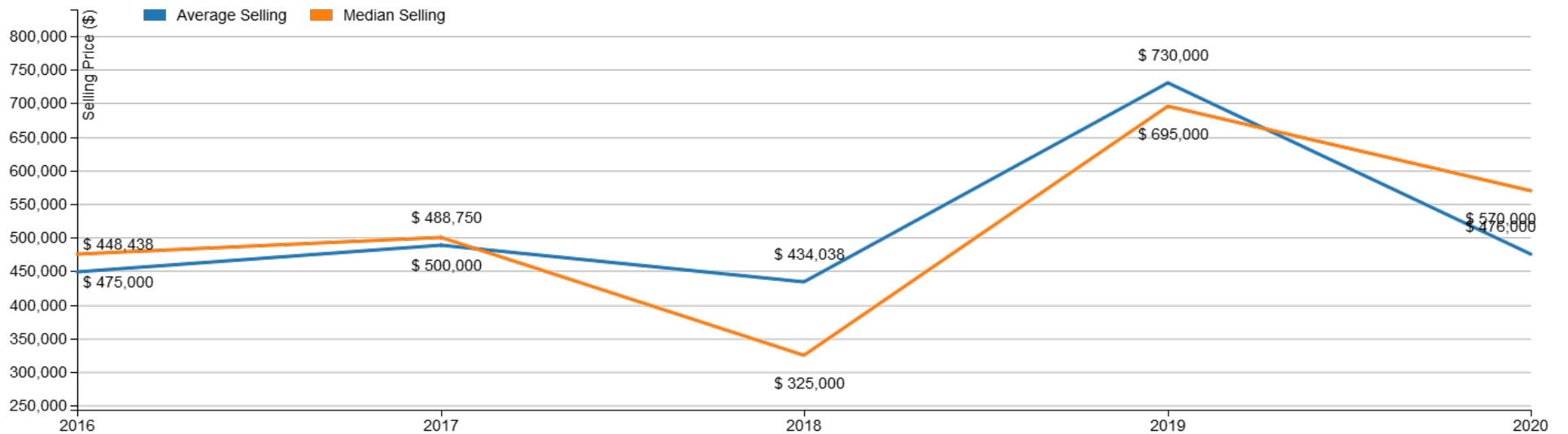
Oak Bluffs

Summary: Land Sales

4th Quarter 2020

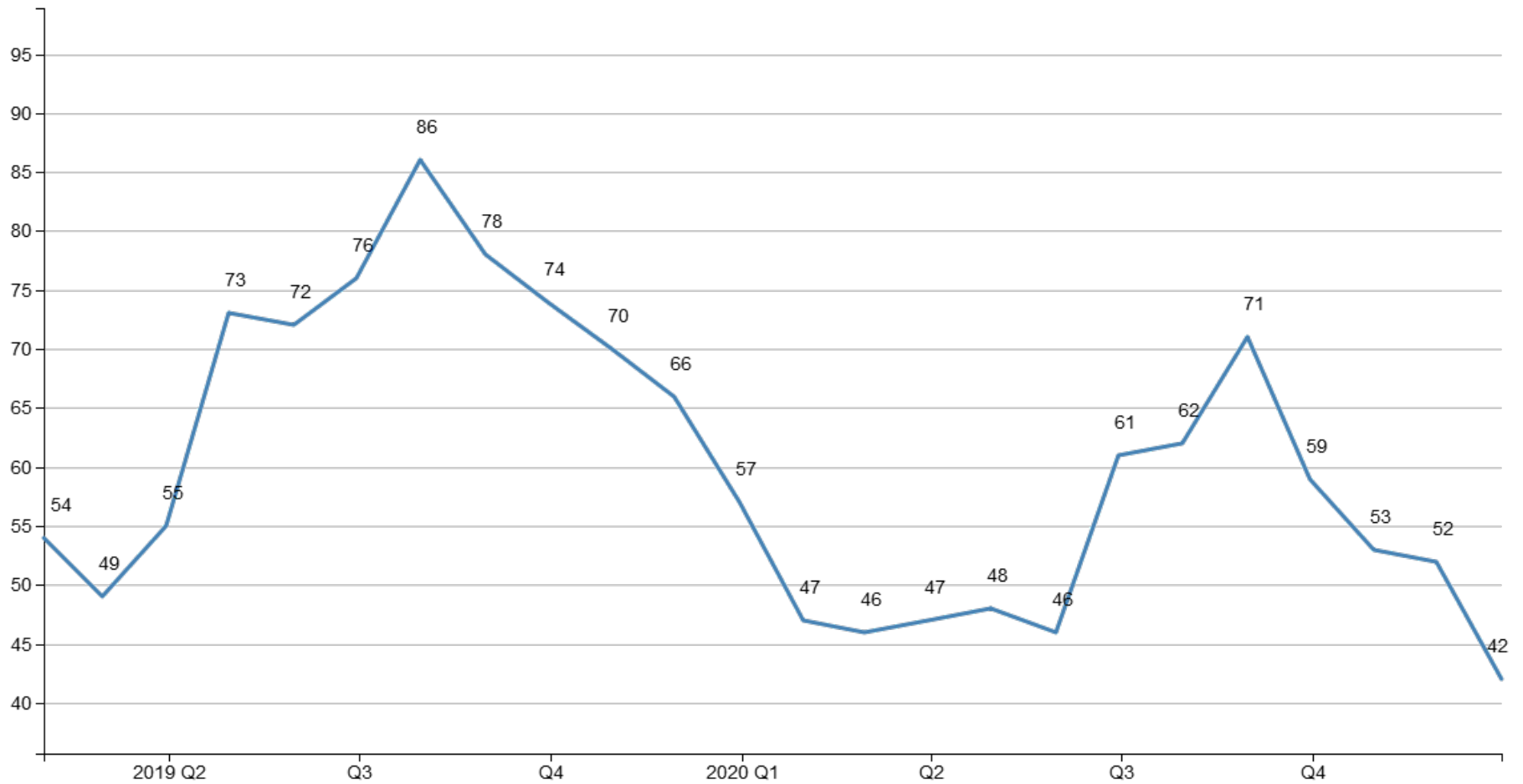
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	8	-	\$448,438	-	\$475,000	-	158%	-	\$3,587,500	-	185
2017	4	-50%	\$488,750	9%	\$500,000	5%	131%	-17%	\$1,955,000	-46%	115
2018	13	225%	\$434,038	-11%	\$325,000	-35%	128%	-2%	\$5,642,500	189%	283
2019	3	-77%	\$730,000	68%	\$695,000	114%	124%	-3%	\$2,190,000	-61%	399
2020	5	67%	\$476,000	-35%	\$570,000	-18%	126%	2%	\$2,380,000	9%	198

Average / Median Selling Price



LINK

Oak Bluffs Inventory 4th Quarter 2020



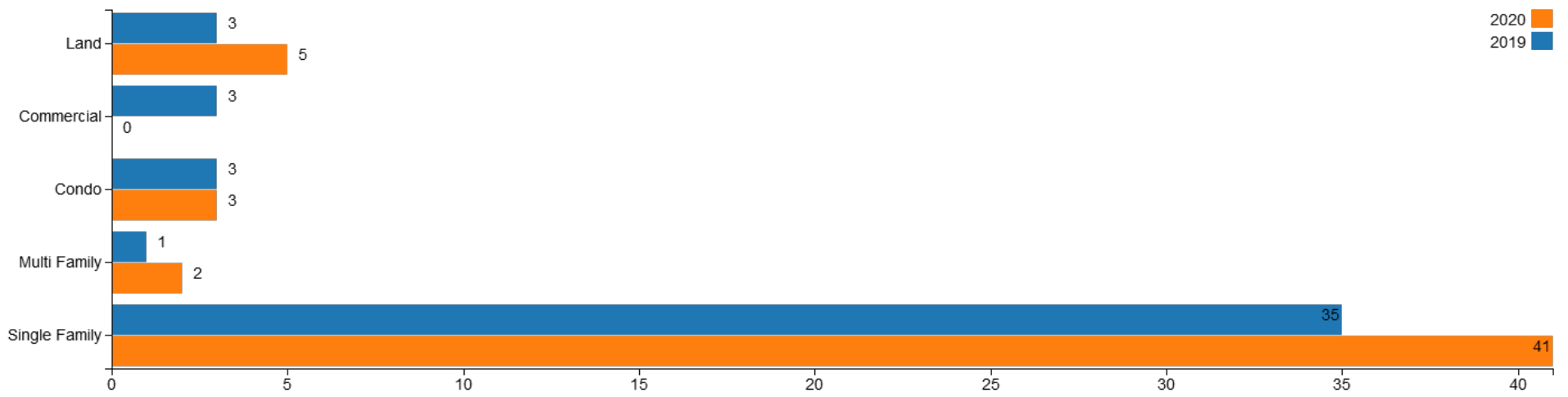


Oak Bluffs

Quarterly Comparison: Total Number of Sales

4th Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	29	61%	15	-52%	30	11%	46	18%	120	4%
- Single Family	26	73%	13	-48%	28	12%	41	17%	108	8%
- Multi Family	0	-	0	-	2	0%	2	100%	4	-20%
- Condo	3	0%	2	-50%	0	-	3	0%	8	-20%
Commercial	1	-	2	-	0	-	0	-	3	0%
Land	4	0%	2	-60%	10	43%	5	67%	21	11%
Total	34	55%	19	-47%	40	18%	51	13%	144	5%



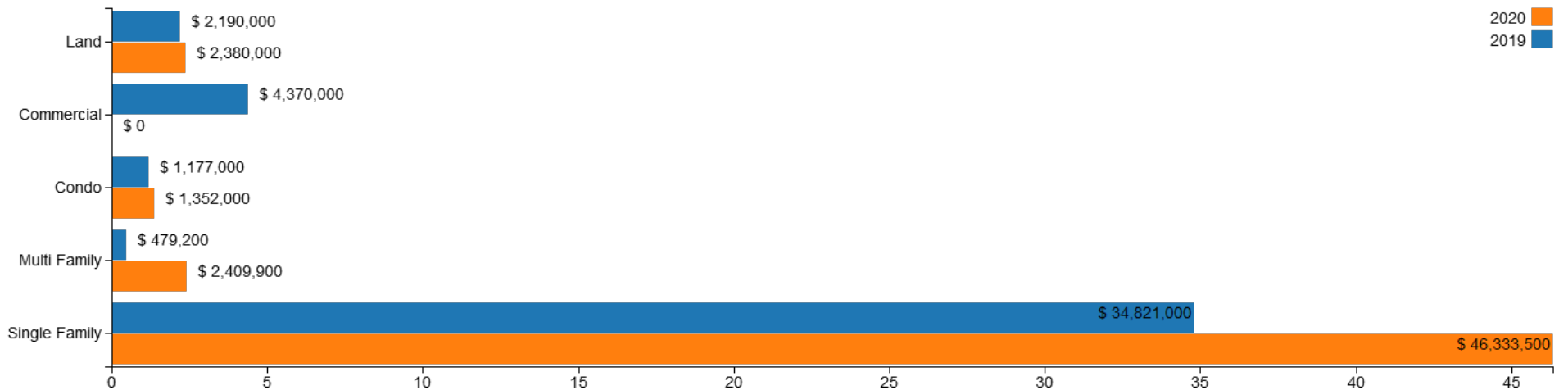


Oak Bluffs

Quarterly Comparison: Total Dollar Volume

4th 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%	\$32,382,000	37%	\$50,095,400	37%	\$119,033,124	22%
- Single Family	\$21,426,474	64%	\$13,161,250	-32%	\$28,962,000	29%	\$46,333,500	33%	\$109,883,224	22%
- Multi Family	-	-	-	-	\$3,420,000	190%	\$2,409,900	403%	\$5,829,900	42%
- Condo	\$1,015,000	24%	\$953,000	-41%	-	-	\$1,352,000	15%	\$3,320,000	-8%
Commercial	\$550,000	-	\$1,132,500	-	-	-	-	-	\$1,682,500	-61%
Land	\$1,612,500	-30%	\$1,050,000	-49%	\$6,241,650	121%	\$2,380,000	9%	\$11,284,150	20%
Total	\$24,603,974	52%	\$16,296,750	-36%	\$38,623,650	46%	\$52,475,400	22%	\$131,999,774	19%



LINK

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

LINK

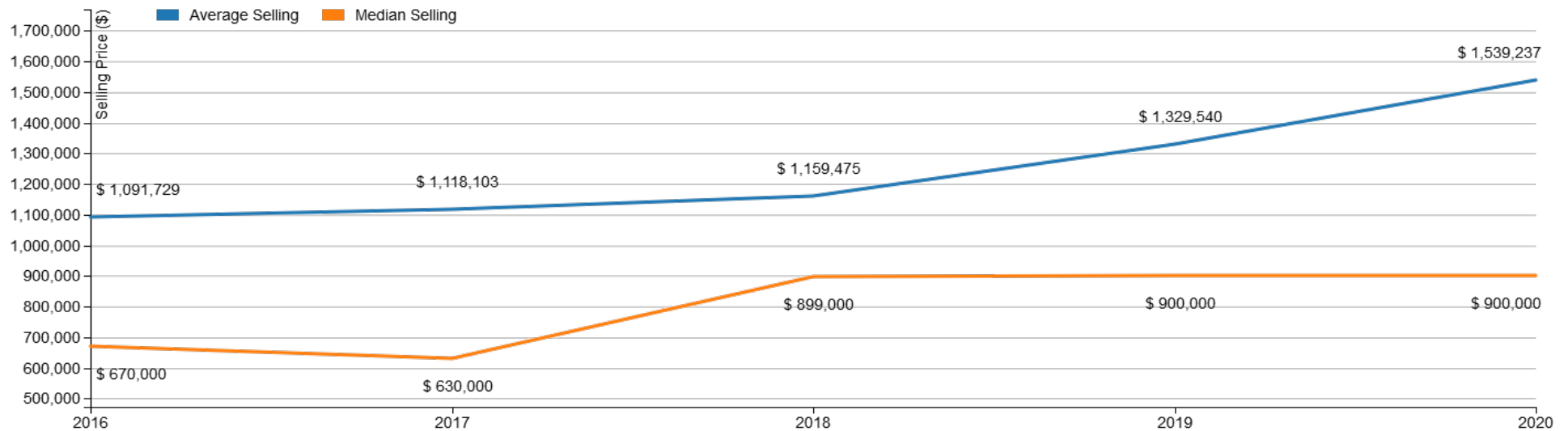
Vineyard Haven

Summary: Single/Multi-Family Sales

4th Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	31	-	\$1,091,729	-	\$670,000	-	133%	-	\$33,843,607	-	307
2017	32	3%	\$1,118,103	2%	\$630,000	-6%	143%	7%	\$35,779,300	6%	204
2018	21	-34%	\$1,159,475	4%	\$899,000	43%	143%	0%	\$24,348,975	-32%	229
2019	20	-5%	\$1,329,540	15%	\$900,000	0%	117%	-18%	\$26,590,800	9%	258
2020	39	95%	\$1,539,237	16%	\$900,000	0%	141%	20%	\$60,030,250	126%	294

Average / Median Selling Price



LINK

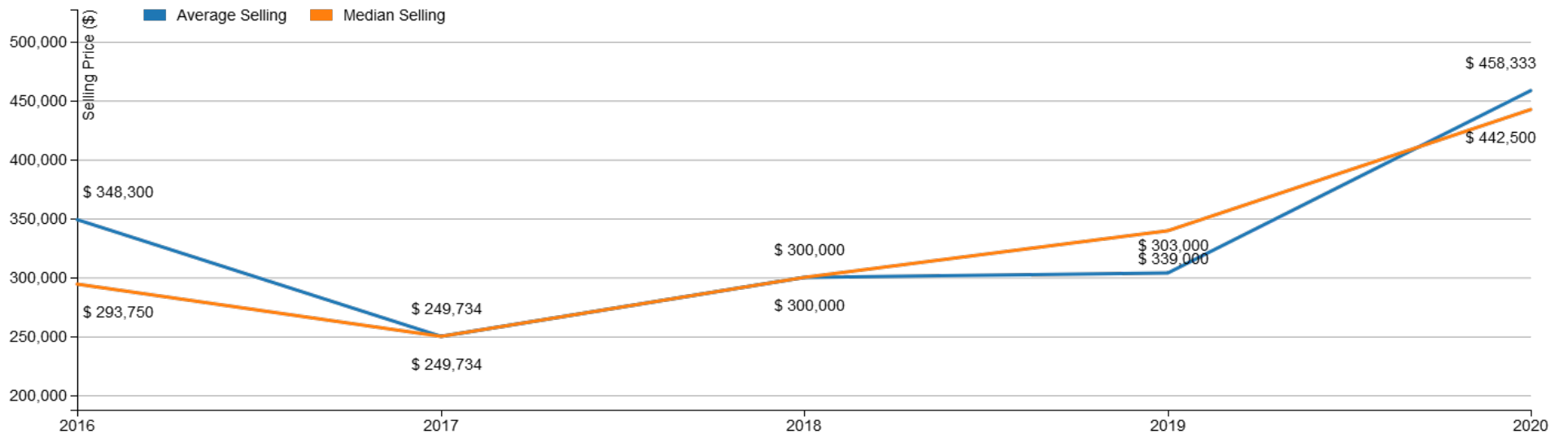
Vineyard Haven

Summary: Land Sales

4th Quarter 2020

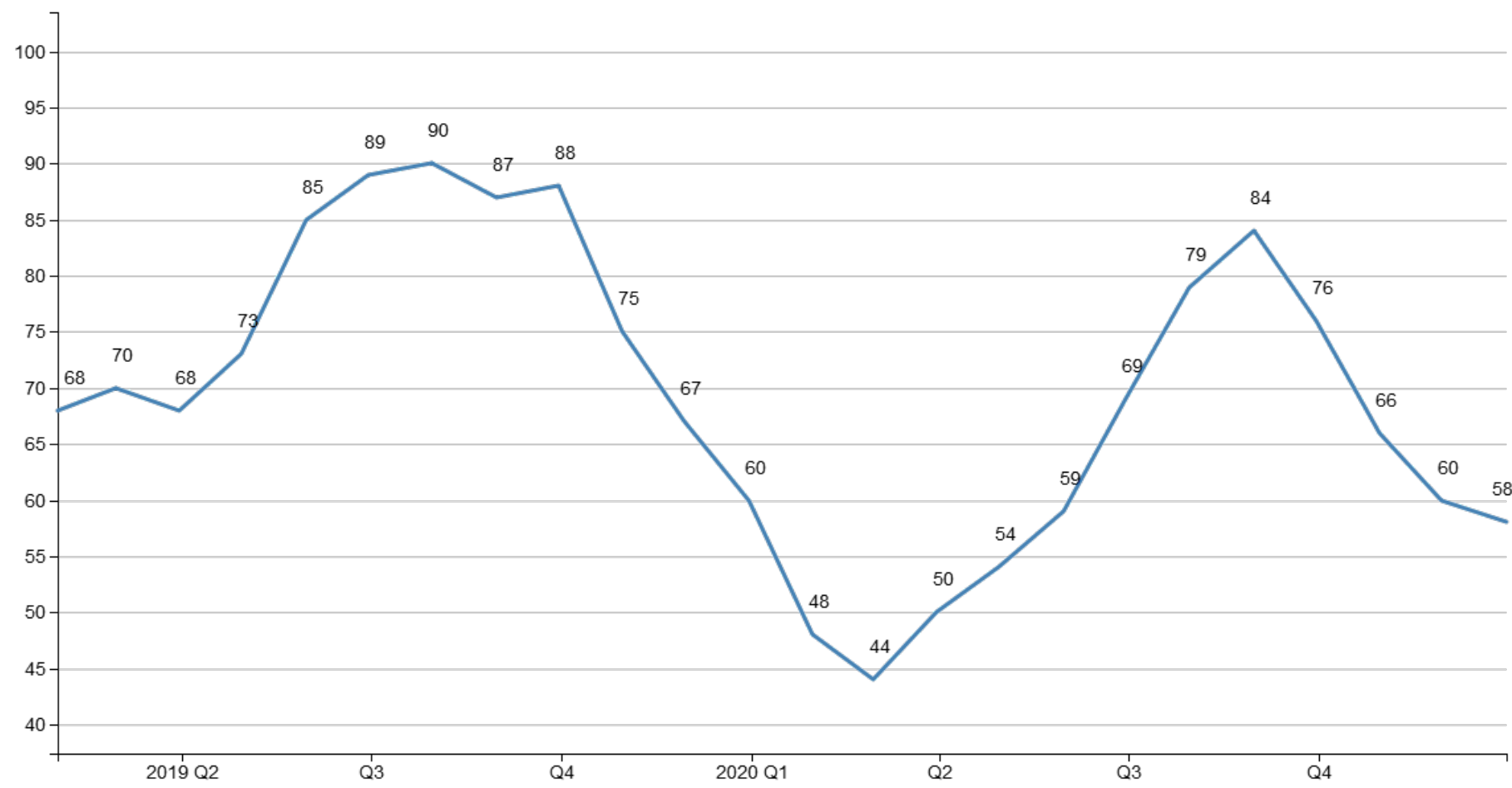
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	10	-	\$348,300	-	\$293,750	-	98%	-	\$3,483,000	-	420
2017	2	-80%	\$249,735	-28%	\$249,735	-15%	-	-	\$499,469	-86%	359
2018	1	-50%	\$300,000	20%	\$300,000	20%	122%	-	\$300,000	-40%	412
2019	3	200%	\$303,000	1%	\$339,000	13%	119%	-3%	\$909,000	203%	117
2020	3	0%	\$458,333	51%	\$442,500	31%	101%	-15%	\$1,375,000	51%	574

Average / Median Selling Price





Vineyard Haven
Inventory
4th Quarter 2020



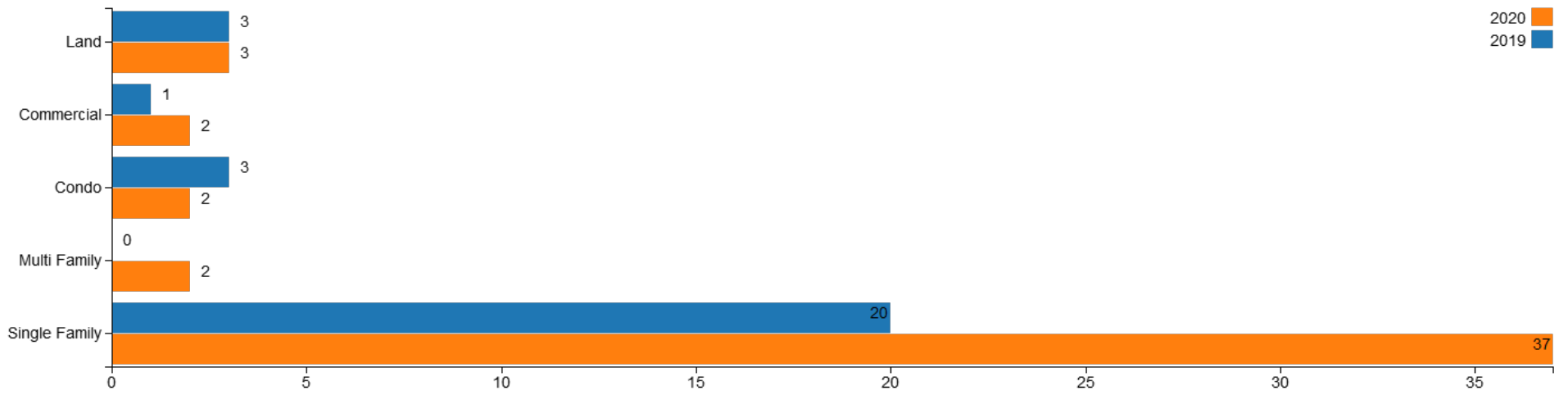


Vineyard Haven

Quarterly Comparison: Total Number of Sales

4th Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	22	38%	15	-46%	39	63%	41	78%	117	29%
- Single Family	20	54%	11	-58%	35	67%	37	85%	103	29%
- Multi Family	2	-	1	0%	1	0%	2	-	6	200%
- Condo	0	-	3	200%	3	50%	2	-33%	8	-11%
Commercial	2	100%	2	100%	2	100%	2	100%	8	100%
Land	3	0%	1	-50%	2	100%	3	0%	9	0%
Total	27	35%	18	-42%	43	65%	46	70%	134	29%



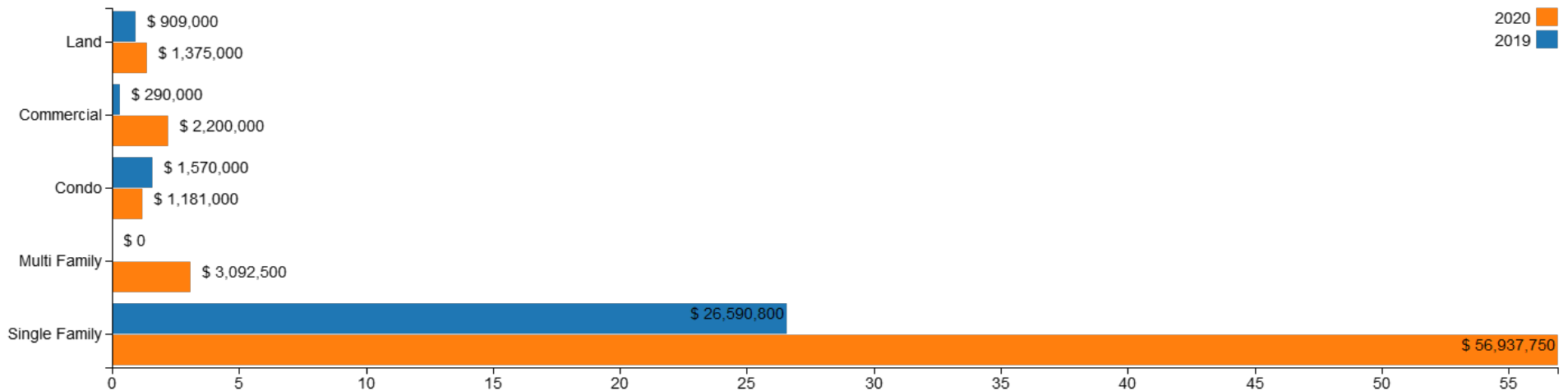


Vineyard Haven

Quarterly Comparison: Total Dollar Volume

4th 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%	\$44,799,250	89%	\$61,211,250	117%	\$144,150,000	59%
- Single Family	\$20,784,000	49%	\$14,543,000	-38%	\$43,399,250	99%	\$56,937,750	114%	\$135,664,000	58%
- Multi Family	\$1,488,500	-	\$300,000	-29%	\$745,000	14%	\$3,092,500	-	\$5,626,000	422%
- Condo	-	-	\$1,024,000	156%	\$655,000	-48%	\$1,181,000	-25%	\$2,860,000	-27%
Commercial	\$1,330,000	220%	\$2,270,000	892%	\$4,000,000	1,533%	\$2,200,000	659%	\$9,800,000	731%
Land	\$1,135,000	-13%	\$570,000	-4%	\$495,560	-51%	\$1,375,000	51%	\$3,575,560	-6%
Total	\$24,737,500	52%	\$18,707,000	-25%	\$49,294,810	98%	\$64,786,250	121%	\$157,525,560	65%



LINK

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

LINK

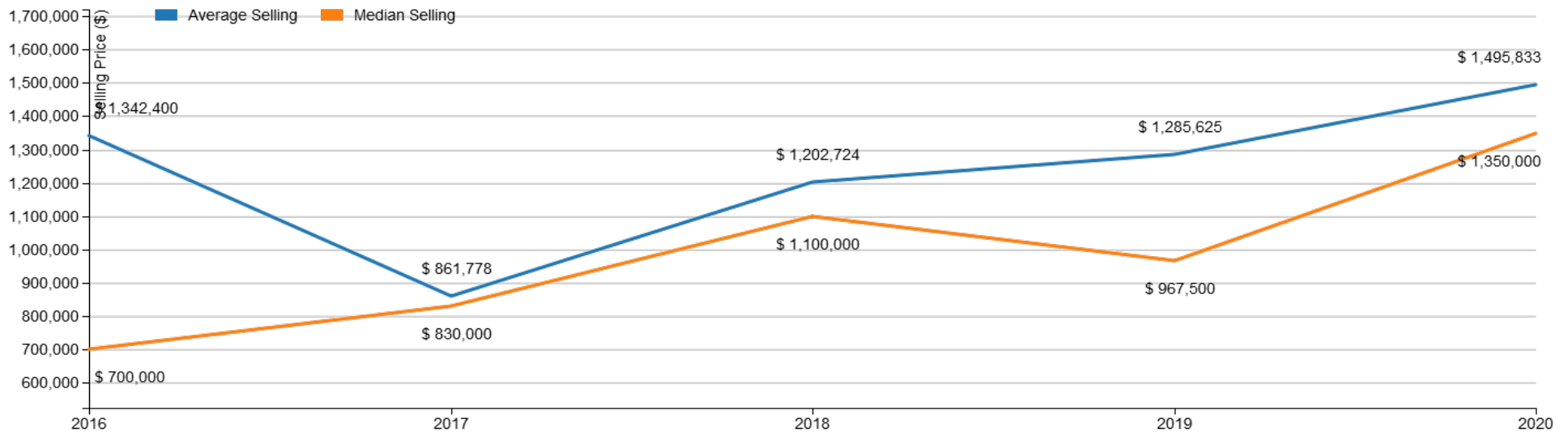
West Tisbury

Summary: Single/Multi-Family Sales

4th Quarter 2020

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	15	-	\$1,342,400	-	\$700,000	-	112%	-	\$20,136,000	-	171
2017	9	-40%	\$861,778	-36%	\$830,000	19%	117%	4%	\$7,756,000	-61%	426
2018	17	89%	\$1,202,724	40%	\$1,100,000	33%	166%	41%	\$20,446,300	164%	163
2019	12	-29%	\$1,285,625	7%	\$967,500	-12%	108%	-35%	\$15,427,500	-25%	304
2020	24	100%	\$1,495,833	16%	\$1,350,000	40%	132%	23%	\$35,900,000	133%	177

Average / Median Selling Price



LINK

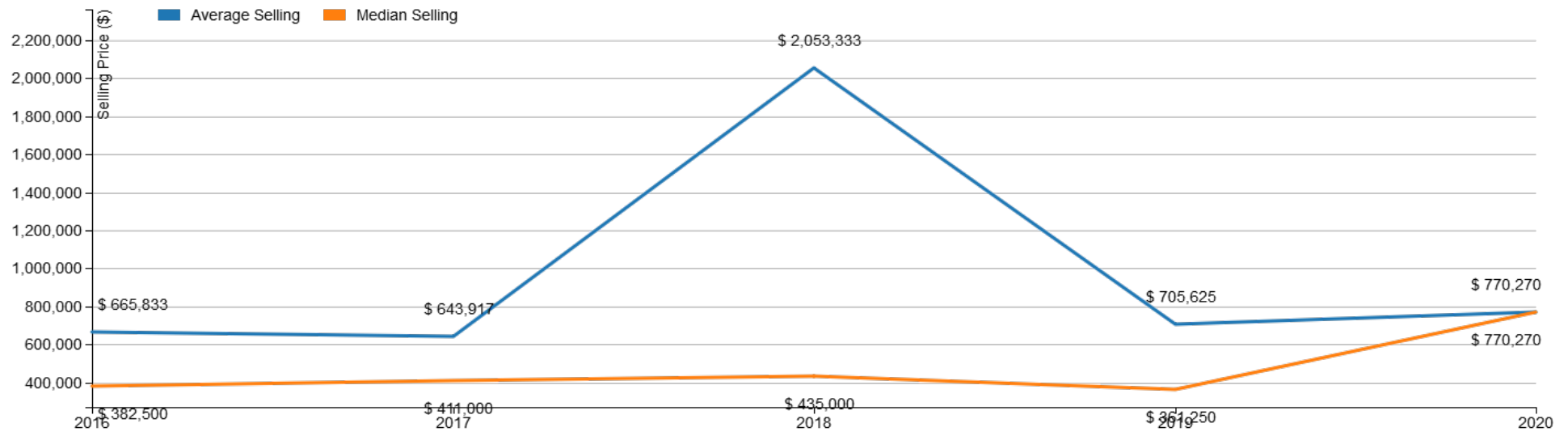
West Tisbury

Summary: Land Sales

4th Quarter 2020

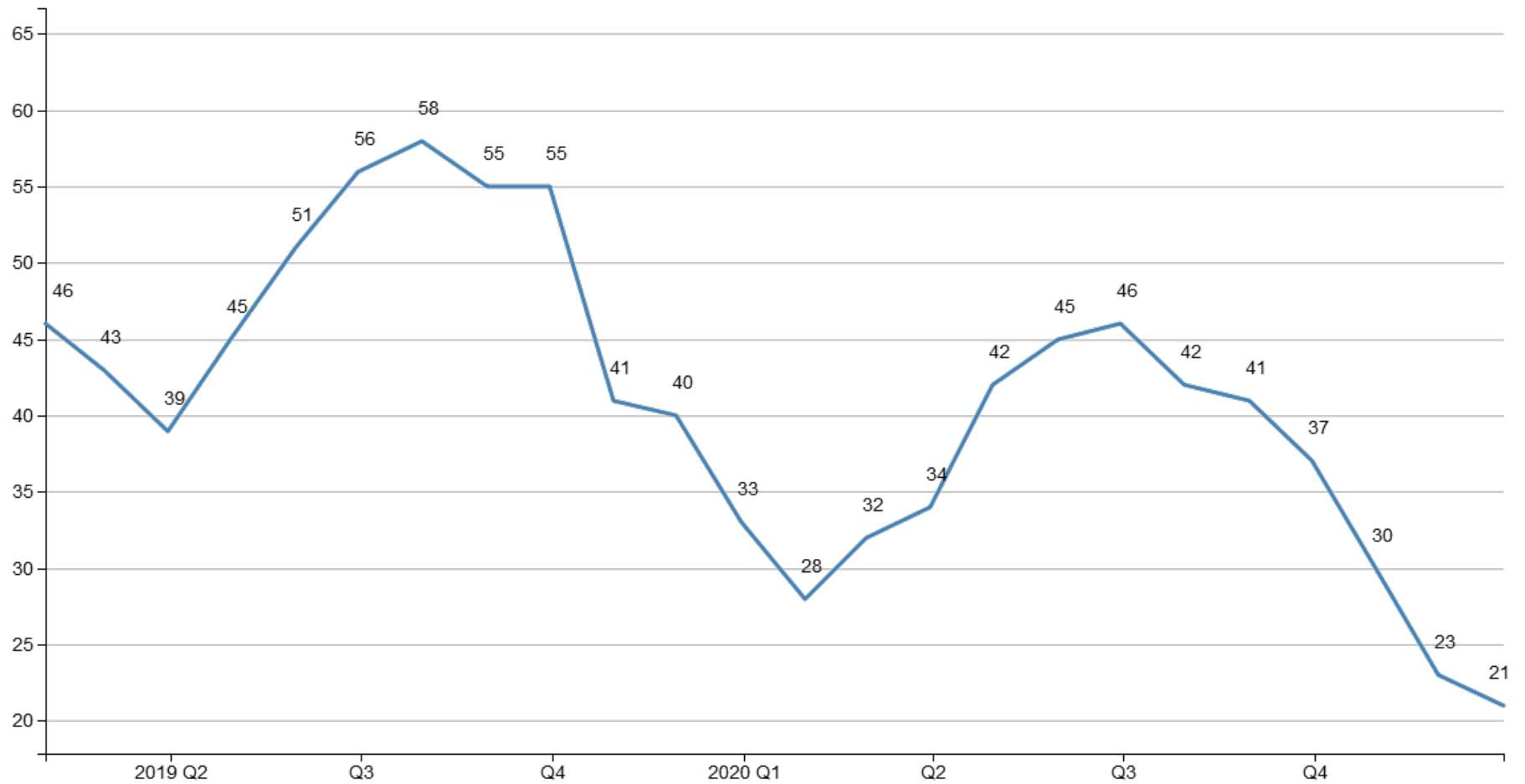
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2016	3	-	\$665,833	-	\$382,500	-	103%	-	\$1,997,500	-	327
2017	6	100%	\$643,917	-3%	\$411,000	7%	121%	17%	\$3,863,500	93%	447
2018	3	-50%	\$2,053,333	219%	\$435,000	6%	125%	3%	\$6,160,000	59%	344
2019	4	33%	\$705,625	-66%	\$361,250	-17%	130%	5%	\$2,822,500	-54%	89
2020	1	-75%	\$770,270	9%	\$770,270	113%	115%	-12%	\$770,270	-73%	57

Average / Median Selling Price



LINK

West Tisbury Inventory 4th Quarter 2020



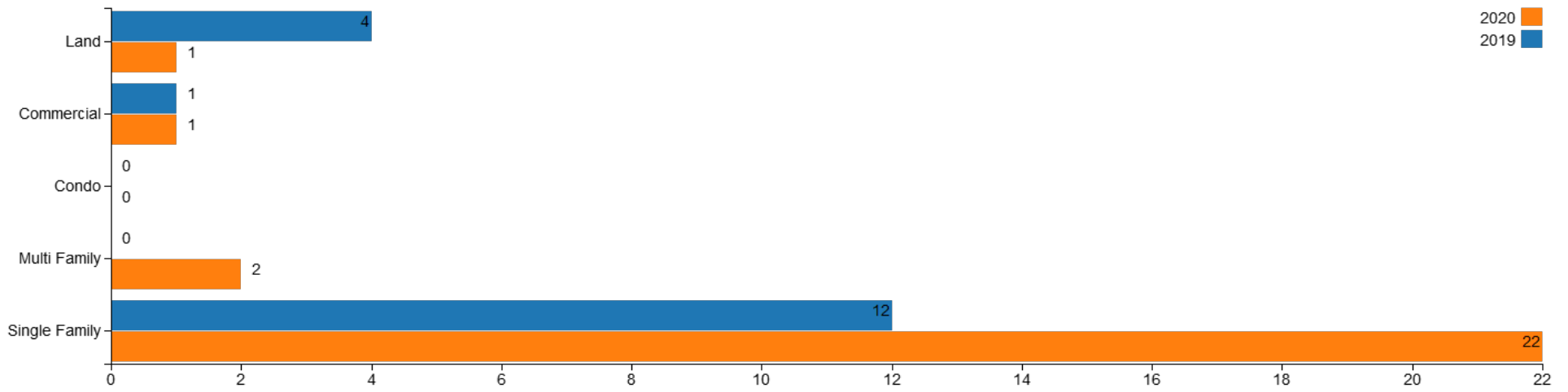


West Tisbury

Quarterly Comparison: Total Number of Sales

4th Quarter 2020

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	8	14%	5	-55%	28	133%	24	100%	65	55%
- Single Family	8	33%	4	-64%	28	133%	22	83%	62	51%
- Multi Family	0	-	1	-	0	-	2	-	3	200%
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	1	0%	1	0%
Land	3	0%	3	-25%	3	0%	1	-75%	10	-29%
Total	11	10%	8	-47%	31	107%	26	53%	76	33%





West Tisbury

Quarterly Comparison: Total Dollar Volume

4th 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%	\$47,361,900	137%	\$35,900,000	133%	\$101,983,900	23%
- Single Family	\$13,130,000	-65%	\$4,755,000	-45%	\$47,361,900	137%	\$33,050,000	114%	\$98,296,900	20%
- Multi Family	-	-	\$837,000	-	-	-	\$2,850,000	-	\$3,687,000	207%
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	\$4,435,186	150%	\$4,435,186	150%
Land	\$3,100,000	134%	\$3,405,000	57%	\$2,407,500	36%	\$770,270	-73%	\$9,682,770	20%
Total	\$16,230,000	-60%	\$8,997,000	-16%	\$49,769,400	129%	\$41,105,456	105%	\$116,101,856	25%

