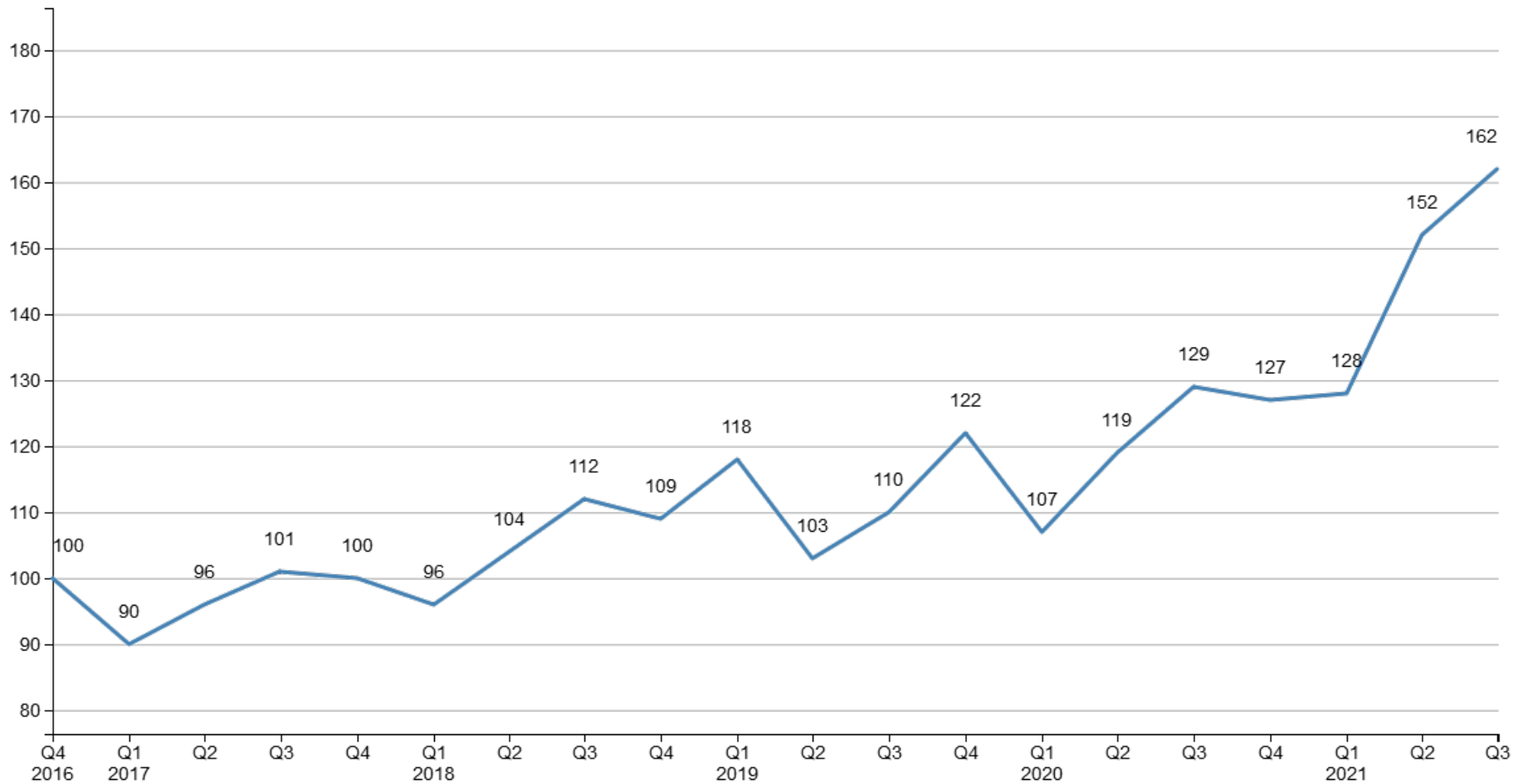


LINK

MARTHA'S VINEYARD  
**QUARTERLY SALES  
SUMMARY**  
THIRD QUARTER 2021

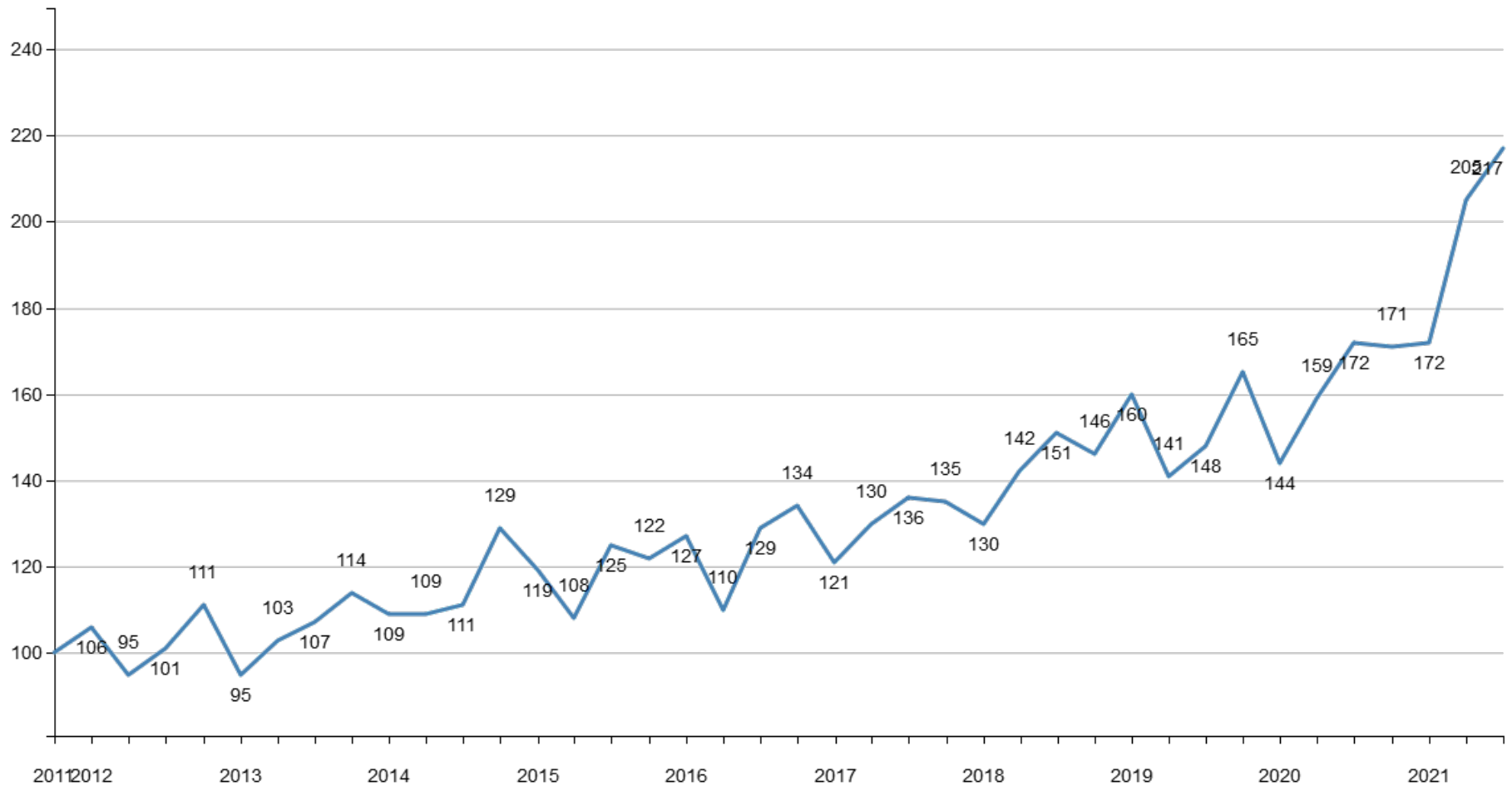
# LINK

## Island-wide Five Year Price Index (Appreciation Rate)



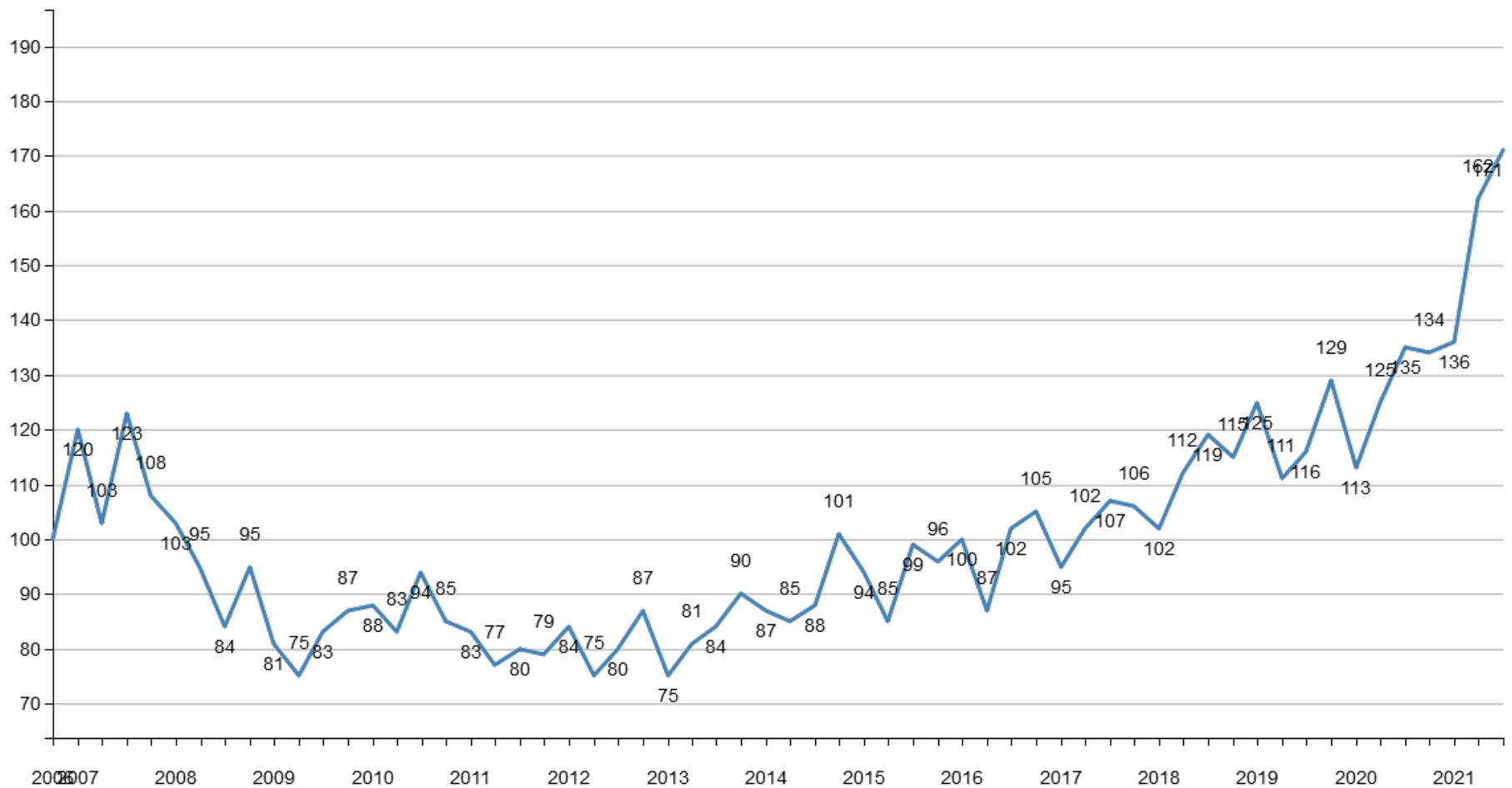
# LINK

## Island-wide Ten Year Price Index (Appreciation Rate)



# LINK

## Island-wide Fifteen 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 2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	105	-	\$1,271,343	-	\$860,000	-	120%	-	\$133,491,065	-	232
2018	96	-9%	\$1,444,148	14%	\$853,250	-1%	128%	6%	\$138,638,186	4%	193
2019	101	5%	\$1,392,875	-4%	\$835,000	-2%	131%	2%	\$140,680,340	1%	248
2020	176	74%	\$1,757,191	26%	\$1,295,000	55%	143%	9%	\$309,265,585	120%	193
2021	113	-36%	\$2,034,002	16%	\$1,375,000	6%	158%	10%	\$229,842,175	-26%	155

### Average / Median Selling Price



# LINK

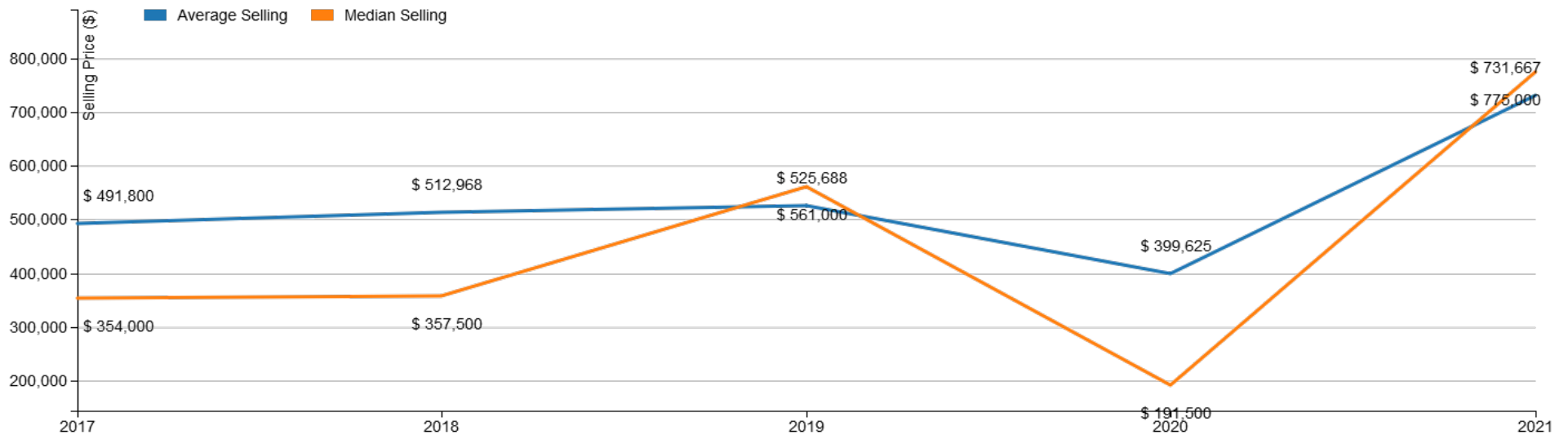
Island-Wide

Summary: Condo Sales

3rd Quarter 2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2017	5	-	\$491,800	-	\$354,000	-	\$648	-	\$578	-	\$2,459,000	-	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
2021	6	-25%	\$731,667	83%	\$775,000	305%	\$699	47%	\$750	111%	\$4,390,000	37%	71

## Average / Median Selling Price

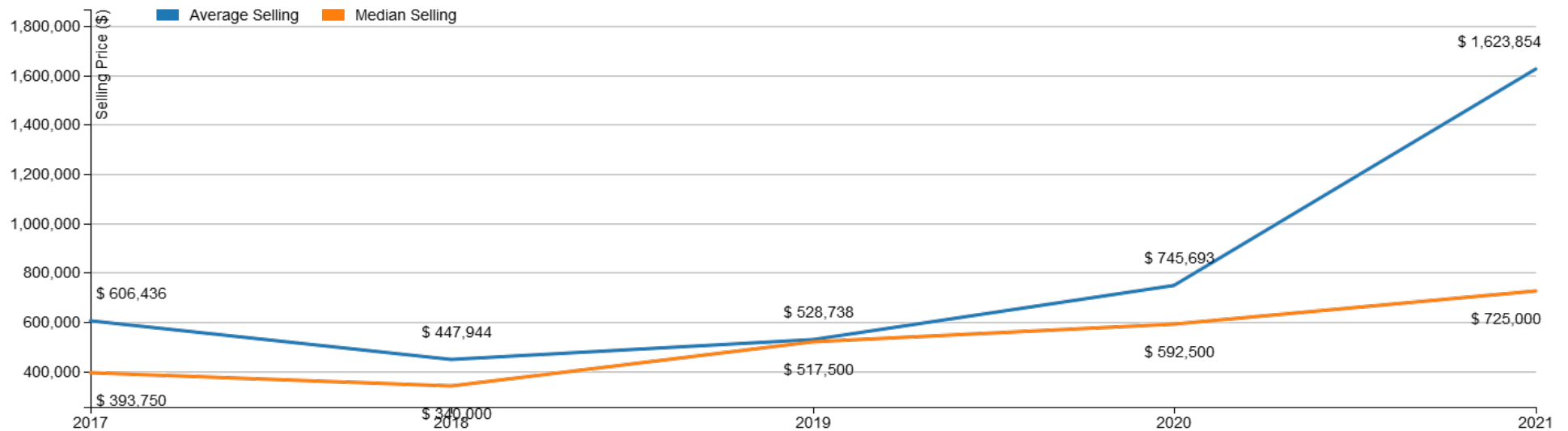




Island-Wide  
Summary: Land Sales  
3rd Quarter 2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	30	-	\$606,436	-	\$393,750	-	141%	-	\$18,193,067	-	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
2021	26	-7%	\$1,623,854	118%	\$725,000	22%	158%	51%	\$42,220,200	102%	147

Average / Median Selling Price







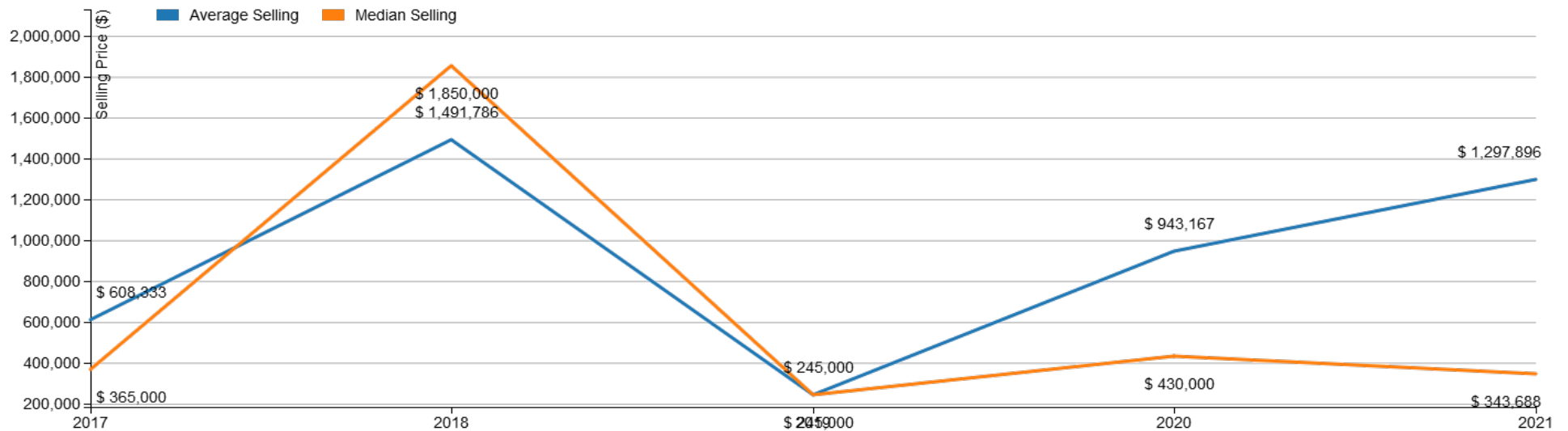
Island-Wide

Summary: Commercial Sales

3rd Quarter 2021

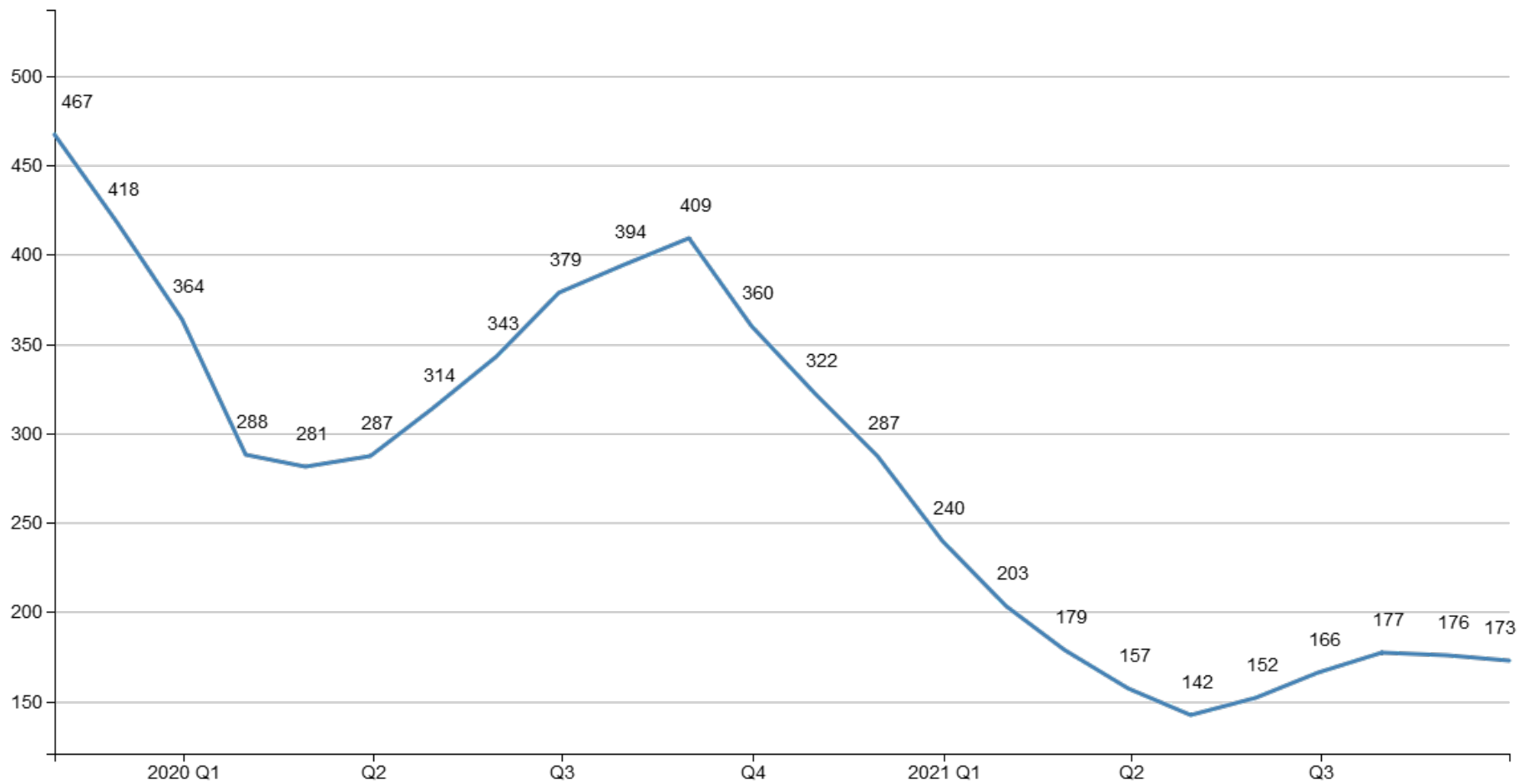
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	3	-	\$608,333	-	\$365,000	-	110%	-	\$1,825,000	-	39
2018	7	133%	\$1,491,786	145%	\$1,850,000	407%	108%	-1%	\$10,442,500	472%	300
2019	1	-86%	\$245,000	-84%	\$245,000	-87%	154%	42%	\$245,000	-98%	209
2020	6	500%	\$943,167	285%	\$430,000	76%	131%	-15%	\$5,659,000	2,210%	502
2021	3	-50%	\$1,297,896	38%	\$343,688	-20%	154%	18%	\$3,893,688	-31%	252

### Average / Median Selling Price



# LINK

## Island-Wide Inventory 3rd Quarter 2021

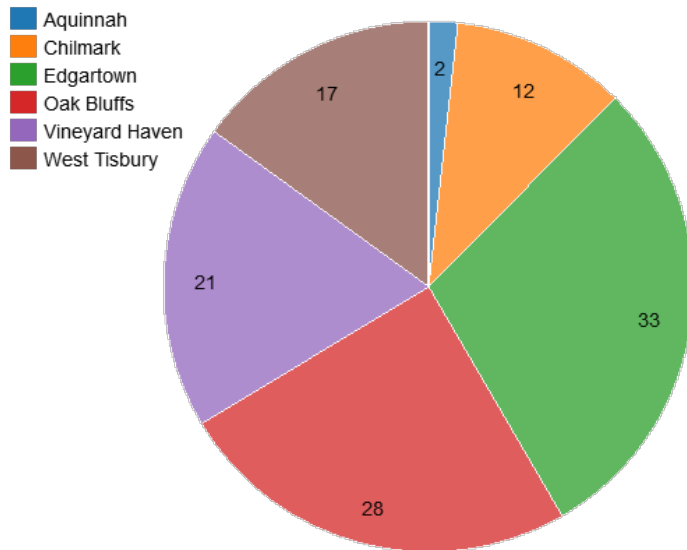




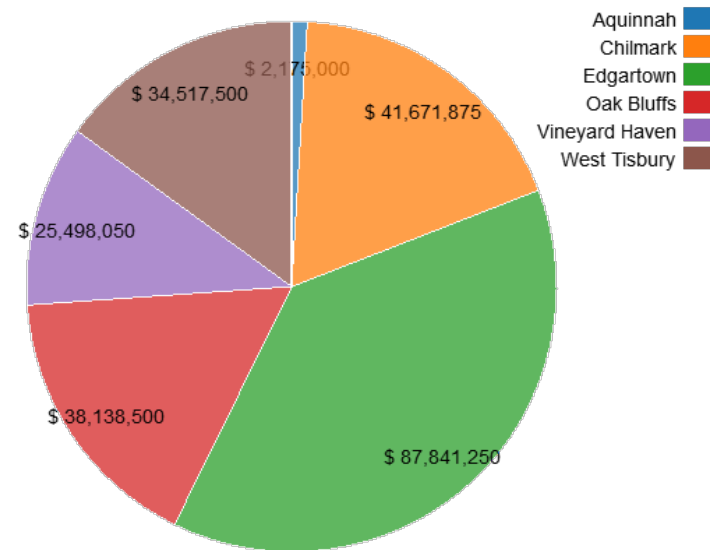
Sales Summary by Town  
Single/Multi-Family  
3rd Quarter 2021

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	2	0%	\$1,087,500	-32%	\$1,087,500	-32%	166%	72%	\$2,175,000	-32%	156
Chilmark	12	9%	\$3,472,656	68%	\$2,850,000	30%	149%	28%	\$41,671,875	83%	183
Edgartown	33	-52%	\$2,661,856	15%	\$1,950,000	15%	157%	-1%	\$87,841,250	-45%	181
Oak Bluffs	28	-7%	\$1,362,089	26%	\$1,036,250	18%	150%	-14%	\$38,138,500	18%	147
Vineyard Haven	21	-42%	\$1,214,193	-1%	\$965,000	3%	178%	46%	\$25,498,050	-42%	122
West Tisbury	17	-39%	\$2,030,441	20%	\$1,300,000	14%	155%	35%	\$34,517,500	-27%	137

Number of Sales by Town



Total Dollar Volume by Town





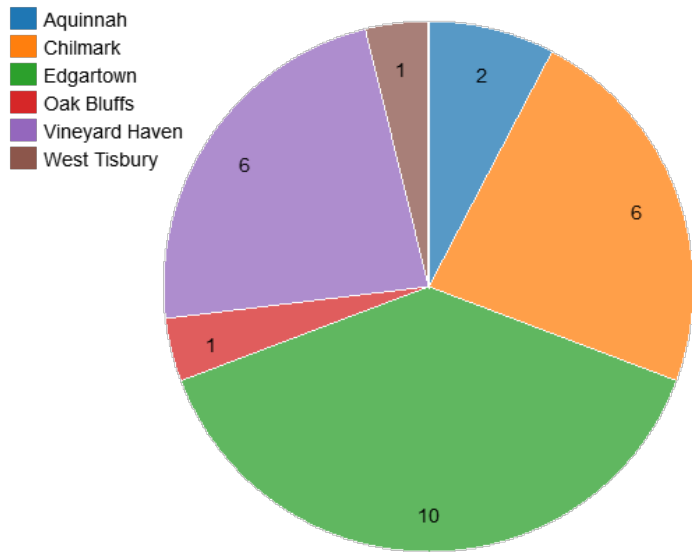
## Sales Summary by Town

### Land

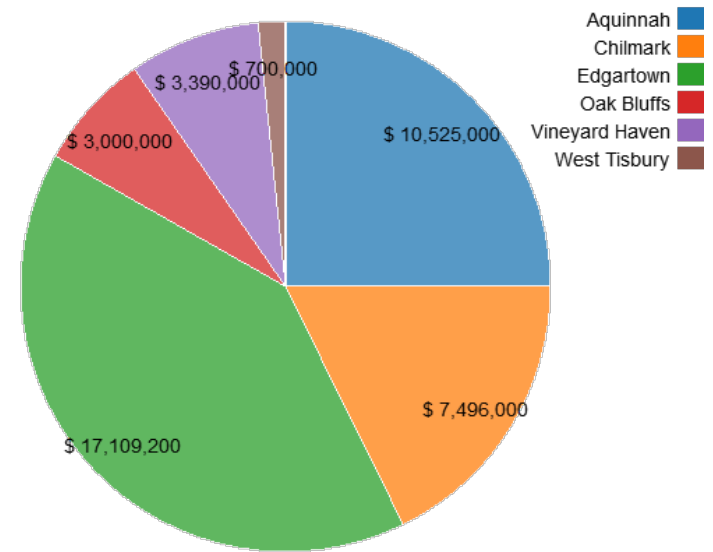
### 3rd Quarter 2021

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	2	100%	\$5,262,500	5,747%	\$5,262,500	5,747%	101%	94%	\$10,525,000	11,594%	405
Chilmark	6	-14%	\$1,249,333	100%	\$417,000	-33%	121%	24%	\$7,496,000	72%	200
Edgartown	10	100%	\$1,710,920	18%	\$1,565,500	-20%	176%	50%	\$17,109,200	135%	93
Oak Bluffs	1	-90%	\$3,000,000	381%	\$3,000,000	429%	-	-	\$3,000,000	-52%	
Vineyard Haven	6	200%	\$565,000	128%	\$537,500	117%	173%	70%	\$3,390,000	584%	47
West Tisbury	1	-67%	\$700,000	-13%	\$700,000	23%	241%	140%	\$700,000	-71%	93

Number of Sales by Town



Total Dollar Volume by Town



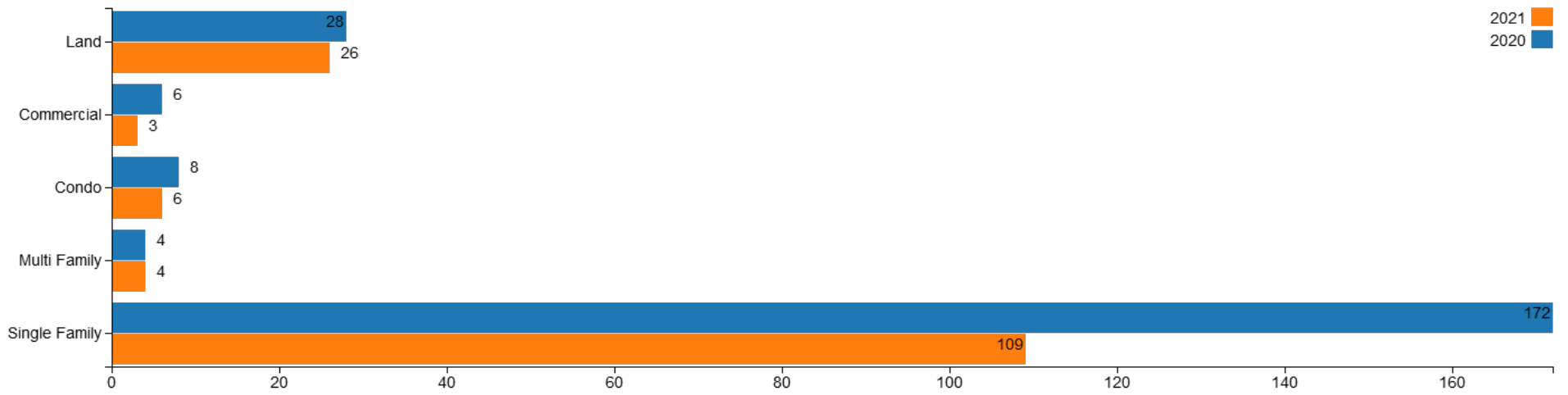


Island-Wide

Quarterly Comparison: Total Number of Sales

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	120	11%	120	67%	119	-35%	0	-	359	-1%
- Single Family	111	11%	111	82%	109	-37%	0	-	331	-1%
- Multi Family	3	50%	4	33%	4	0%	0	-	11	22%
- Condo	6	0%	5	-38%	6	-25%	0	-	17	-23%
<b>Commercial</b>	8	167%	10	100%	3	-50%	0	-	21	50%
<b>Land</b>	26	63%	37	185%	26	-7%	0	-	89	56%
<b>Total</b>	154	21%	167	86%	148	-32%	0	-	469	8%



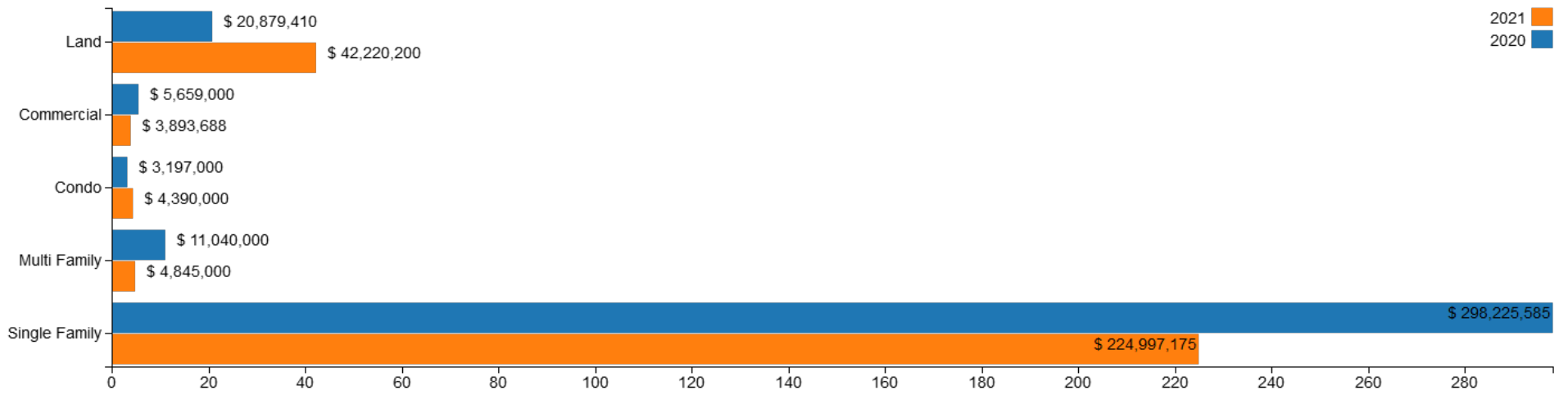


## Island-Wide

### Quarterly Comparison: Total Dollar Volume

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$200,676,125	36%	\$266,889,436	138%	\$234,232,175	-25%	-	-	\$701,797,736	23%
- Single Family	\$194,204,125	34%	\$230,956,436	114%	\$224,997,175	-25%	-	-	\$650,157,736	18%
- Multi Family	\$3,210,000	116%	\$33,400,000	1,718%	\$4,845,000	-56%	-	-	\$41,455,000	189%
- Condo	\$3,262,000	121%	\$2,533,000	7%	\$4,390,000	37%	-	-	\$10,185,000	45%
<b>Commercial</b>	\$23,525,000	1,151%	\$14,605,000	297%	\$3,893,688	-31%	-	-	\$42,023,688	274%
<b>Land</b>	\$26,763,000	25%	\$51,466,300	314%	\$42,220,200	102%	-	-	\$120,449,500	120%
<b>Total</b>	\$250,964,125	47%	\$332,960,736	160%	\$280,346,063	-17%	\$0	-	\$864,270,924	35%



LINK

AQUINNAH  
**QUARTERLY SALES  
SUMMARY**  
THIRD QUARTER 2021

# LINK

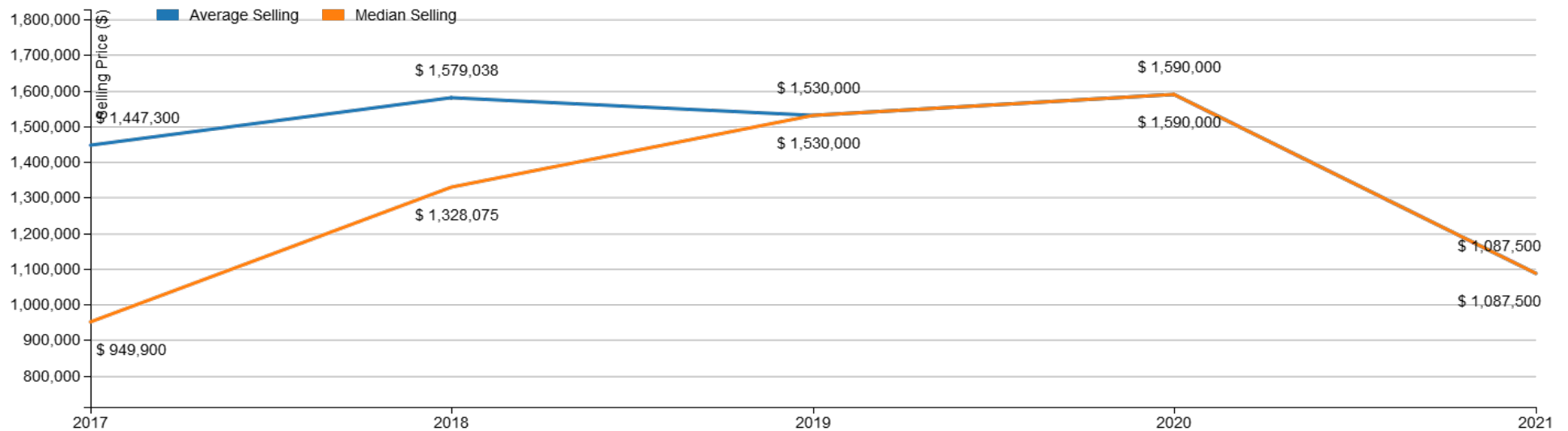
Aquinnah

Summary: Single/Multi-Family Sales

3rd Quarter 2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	3	-	\$1,447,300	-	\$949,900	-	106%	-	\$4,341,900	-	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
2021	2	0%	\$1,087,500	-32%	\$1,087,500	-32%	166%	72%	\$2,175,000	-32%	156

## Average / Median Selling Price





# LINK

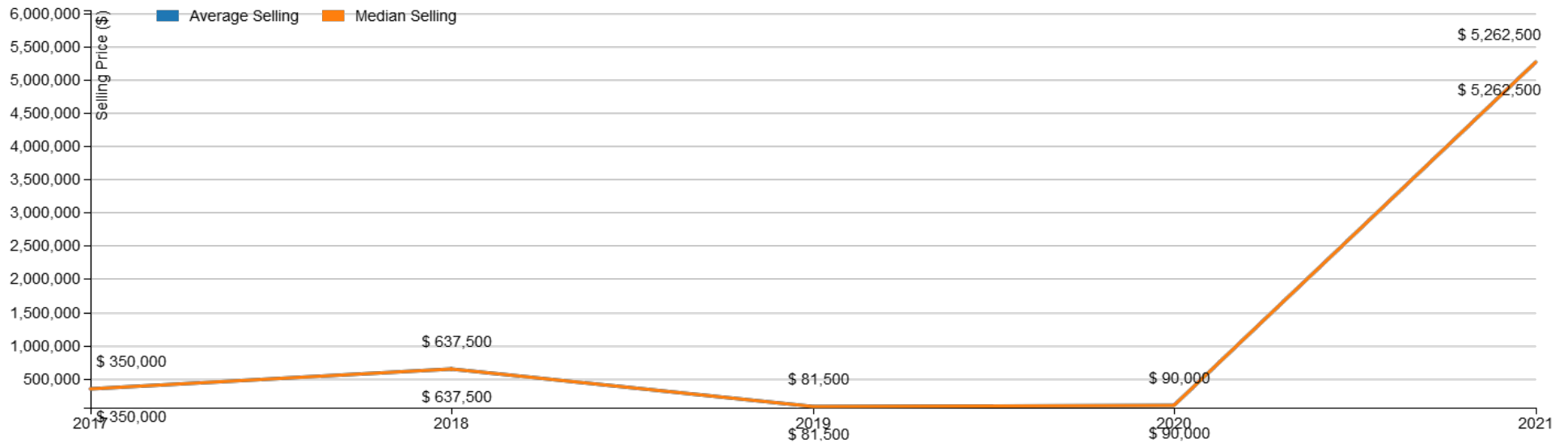
Aquinnah

Summary: Land Sales

3rd Quarter 2021

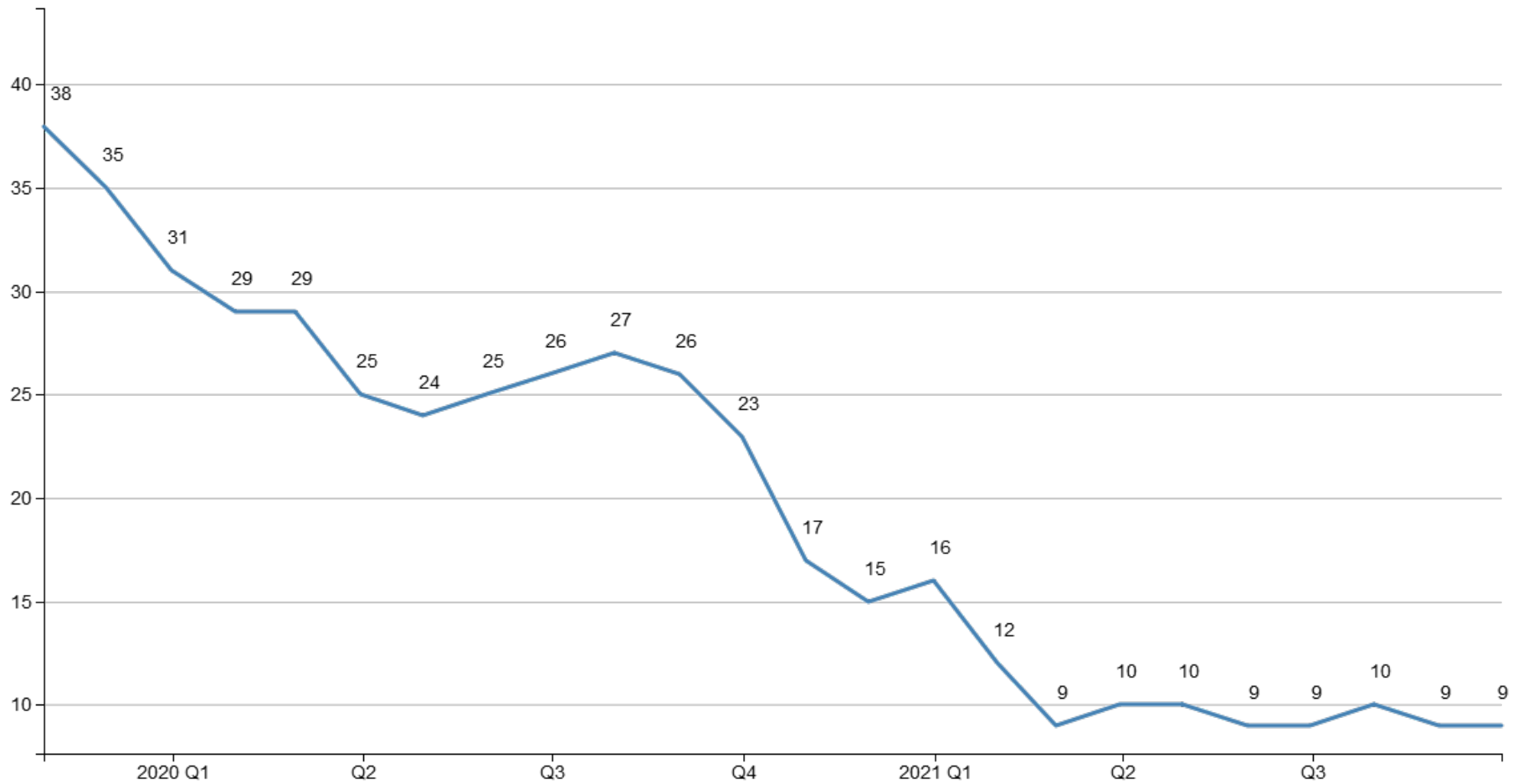
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	1	-	\$350,000	-	\$350,000	-	171%	-	\$350,000	-	
2018	2	100%	\$637,500	82%	\$637,500	82%	98%	-43%	\$1,275,000	264%	590
2019	1	-50%	\$81,500	-87%	\$81,500	-87%	13%	-87%	\$81,500	-94%	122
2020	1	0%	\$90,000	10%	\$90,000	10%	52%	298%	\$90,000	10%	764
2021	2	100%	\$5,262,500	5,747%	\$5,262,500	5,747%	101%	94%	\$10,525,000	11,594%	405

## Average / Median Selling Price



# LINK

## Aquinnah Inventory 3rd Quarter 2021



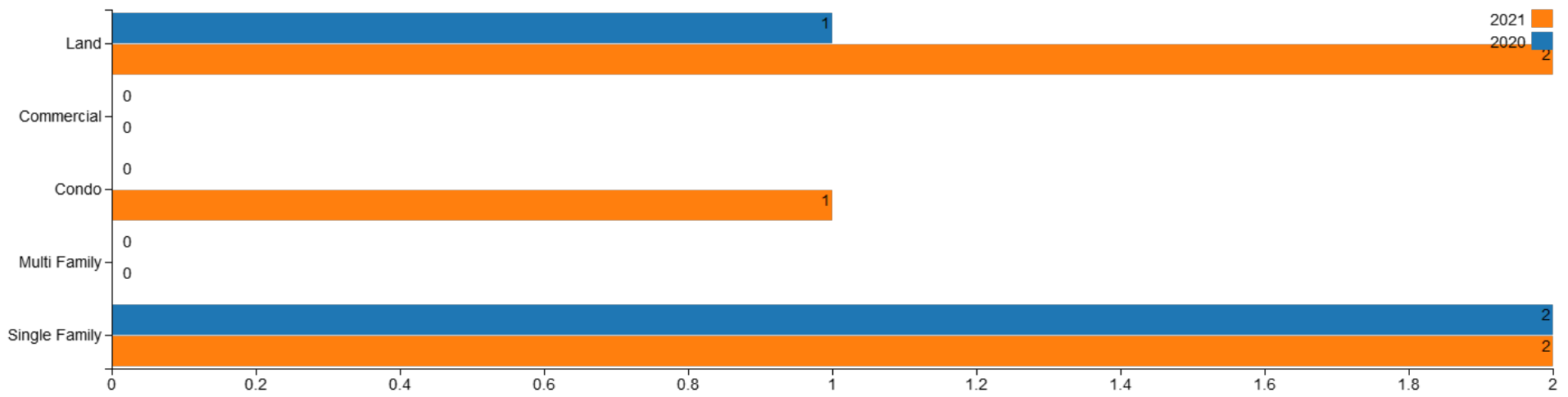


Aquinnah

Quarterly Comparison: Total Number of Sales

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	1	-67%	5	400%	3	50%	0	-	9	50%
- Single Family	1	-67%	5	-	2	0%	0	-	8	60%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	1	-	0	-	1	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	1	-	4	-	2	100%	0	-	7	600%
<b>Total</b>	2	-33%	9	800%	5	67%	0	-	16	129%



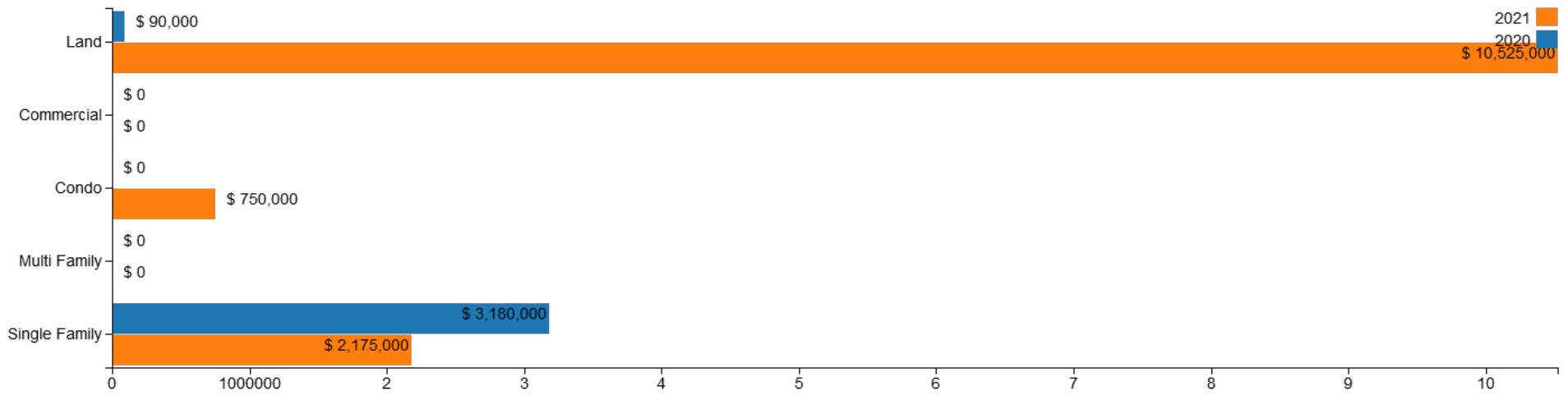


Aquinnah

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$2,425,000	-10%	\$7,650,000	993%	\$2,925,000	-8%	-	-	\$13,000,000	98%
- Single Family	\$2,425,000	-10%	\$7,650,000	-	\$2,175,000	-32%	-	-	\$12,250,000	109%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	\$750,000	-	-	-	\$750,000	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$130,000	-	\$1,970,000	-	\$10,525,000	11,594%	-	-	\$12,625,000	13,928%
<b>Total</b>	\$2,555,000	-5%	\$9,620,000	1,274%	\$13,450,000	311%	\$0	-	\$25,625,000	285%



LINK

CHILMARK  
**QUARTERLY SALES  
SUMMARY**  
THIRD QUARTER 2021

# LINK

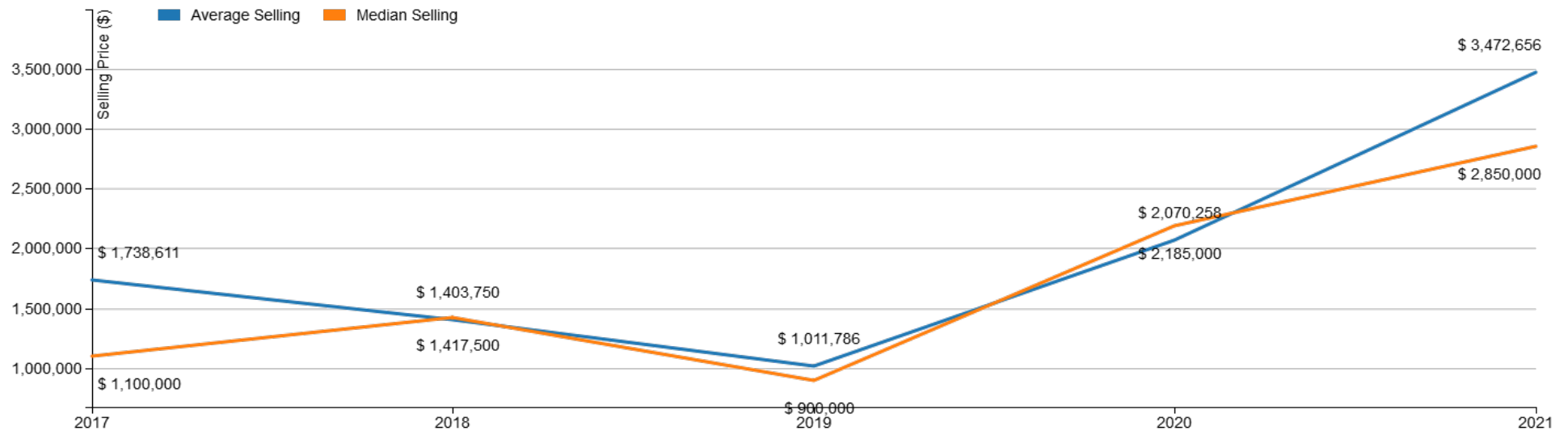
Chilmark

Summary: Single/Multi-Family Sales

3rd Quarter 2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	9	-	\$1,738,611	-	\$1,100,000	-	130%	-	\$15,647,500	-	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
2021	12	9%	\$3,472,656	68%	\$2,850,000	30%	149%	28%	\$41,671,875	83%	183

## Average / Median Selling Price





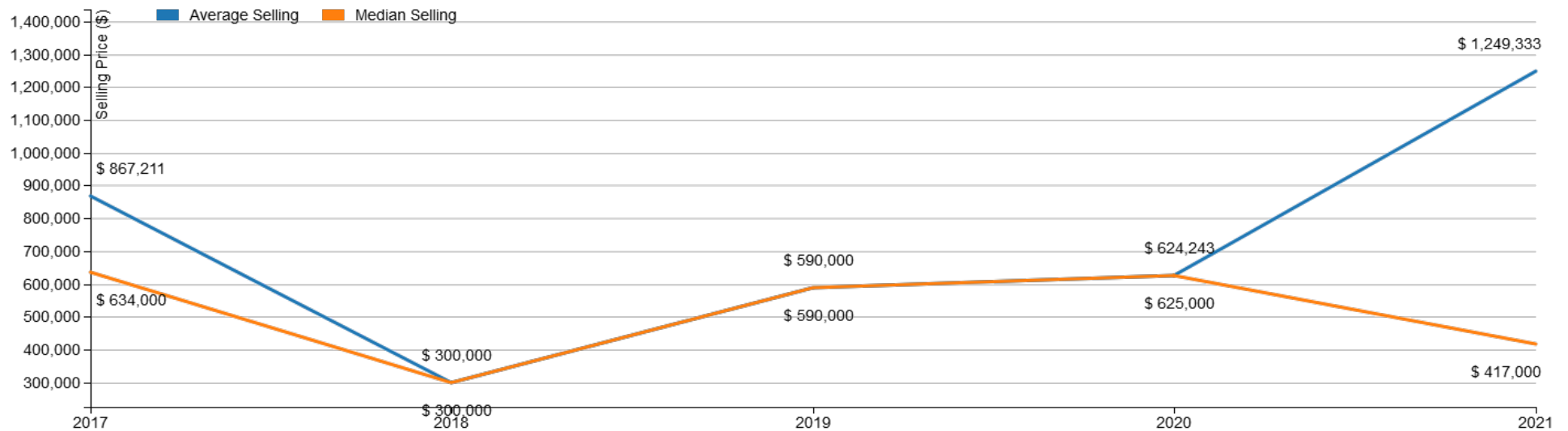
Chilmark

Summary: Land Sales

3rd Quarter 2021

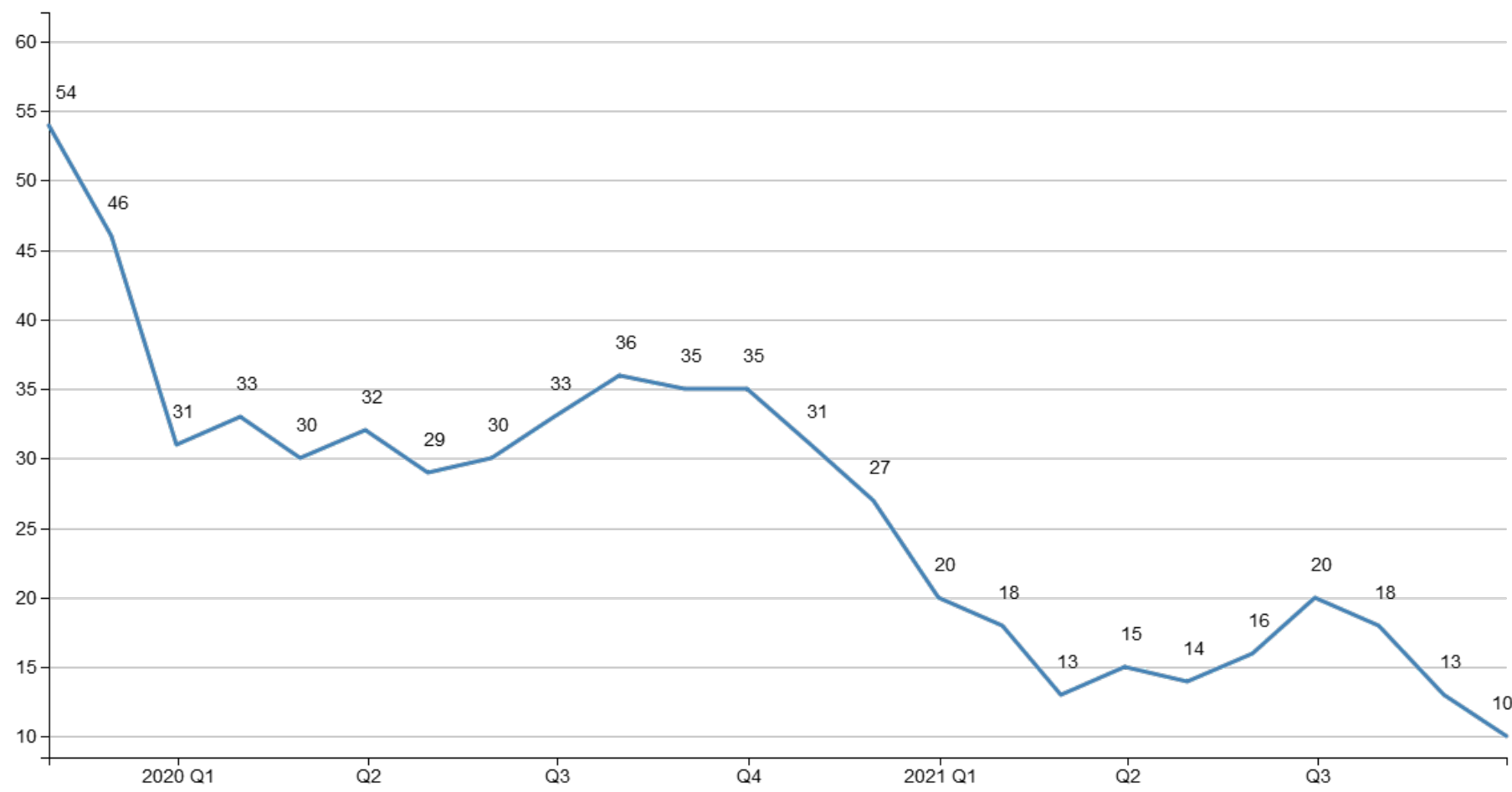
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	9	-	\$867,211	-	\$634,000	-	98%	-	\$7,804,900	-	291
2018	4	-56%	\$300,000	-65%	\$300,000	-53%	292%	197%	\$1,200,000	-85%	83
2019	2	-50%	\$590,000	97%	\$590,000	97%	113%	-61%	\$1,180,000	-2%	697
2020	7	250%	\$624,243	6%	\$625,000	6%	97%	-14%	\$4,369,700	270%	539
2021	6	-14%	\$1,249,333	100%	\$417,000	-33%	121%	24%	\$7,496,000	72%	200

### Average / Median Selling Price





Chilmark  
Inventory  
3rd Quarter 2021





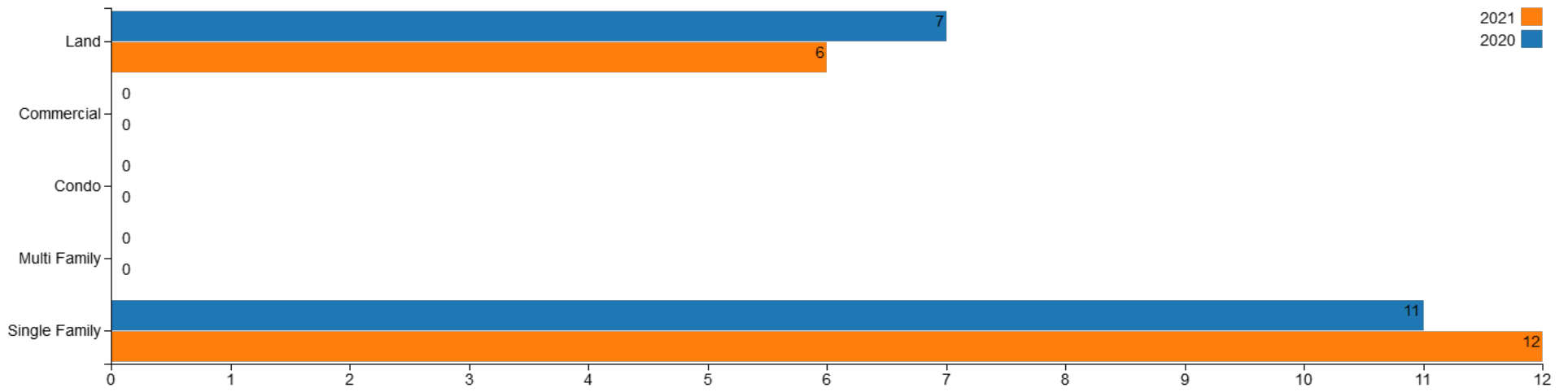


Chilmark

## Quarterly Comparison: Total Number of Sales

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	6	-14%	3	-63%	12	9%	0	-	21	-19%
- Single Family	6	-14%	3	-63%	12	9%	0	-	21	-19%
- 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	200%	7	40%	6	-14%	0	-	16	23%
<b>Total</b>	9	13%	10	-23%	18	0%	0	-	37	-5%



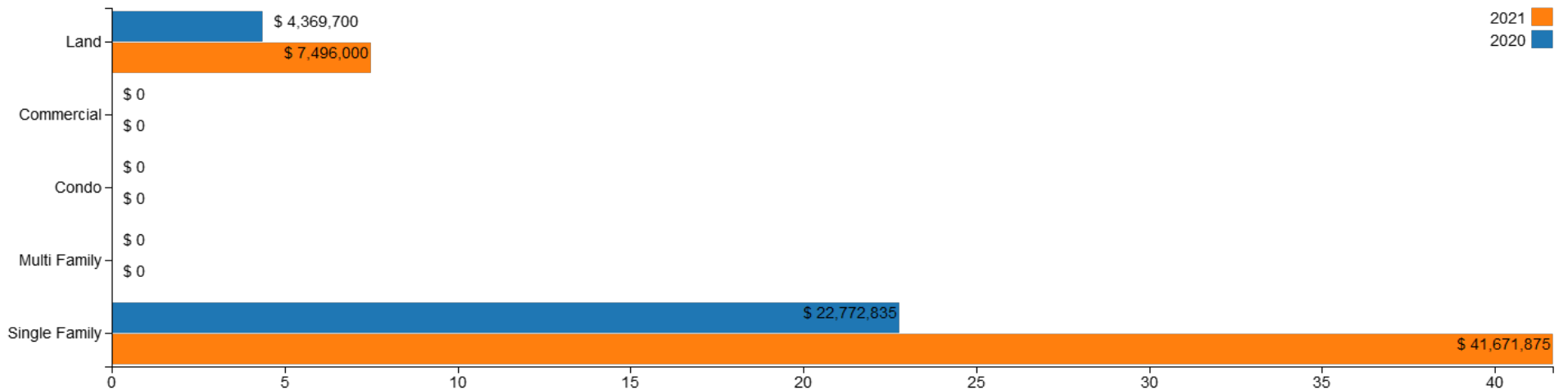


Chilmark

## Quarterly Comparison: Total Dollar Volume

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$11,092,250	-34%	\$7,555,125	-44%	\$41,671,875	83%	-	-	\$60,319,250	14%
- Single Family	\$11,092,250	-34%	\$7,555,125	-44%	\$41,671,875	83%	-	-	\$60,319,250	14%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$1,819,000	95%	\$8,784,800	54%	\$7,496,000	72%	-	-	\$18,099,800	64%
<b>Total</b>	\$12,911,250	-27%	\$16,339,925	-15%	\$49,167,875	81%	\$0	-	\$78,419,050	23%



LINK

EDGARTOWN  
**QUARTERLY SALES  
SUMMARY**  
THIRD QUARTER 2021



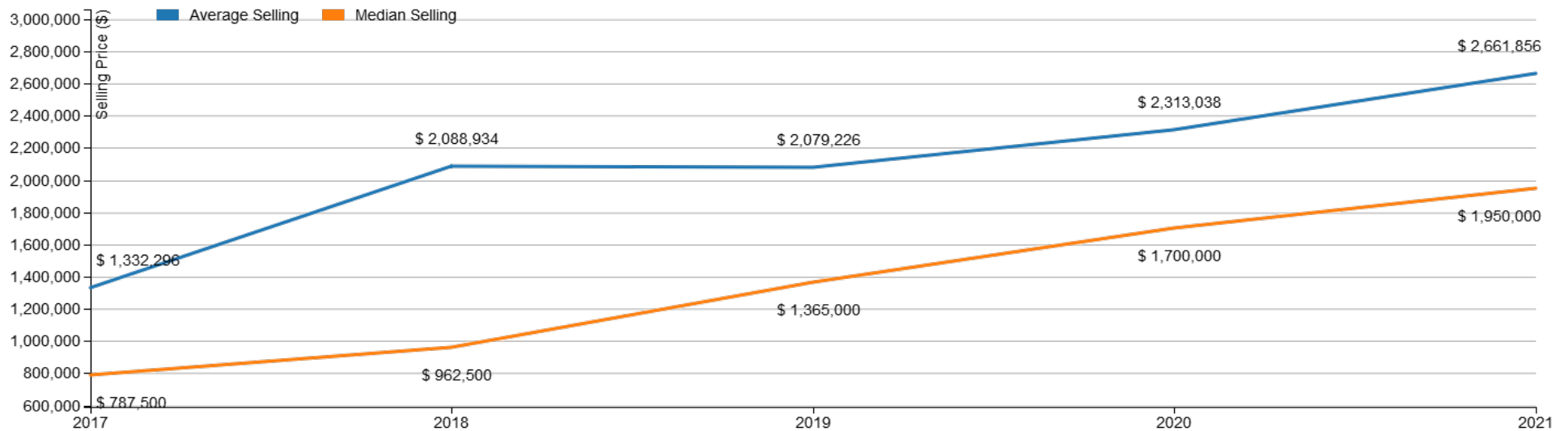
Edgartown

Summary: Single/Multi-Family Sales

3rd Quarter 2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	38	-	\$1,332,296	-	\$787,500	-	123%	-	\$50,627,250	-	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	69	123%	\$2,313,038	11%	\$1,700,000	25%	159%	18%	\$159,599,600	148%	145
2021	33	-52%	\$2,661,856	15%	\$1,950,000	15%	157%	-1%	\$87,841,250	-45%	181

### Average / Median Selling Price





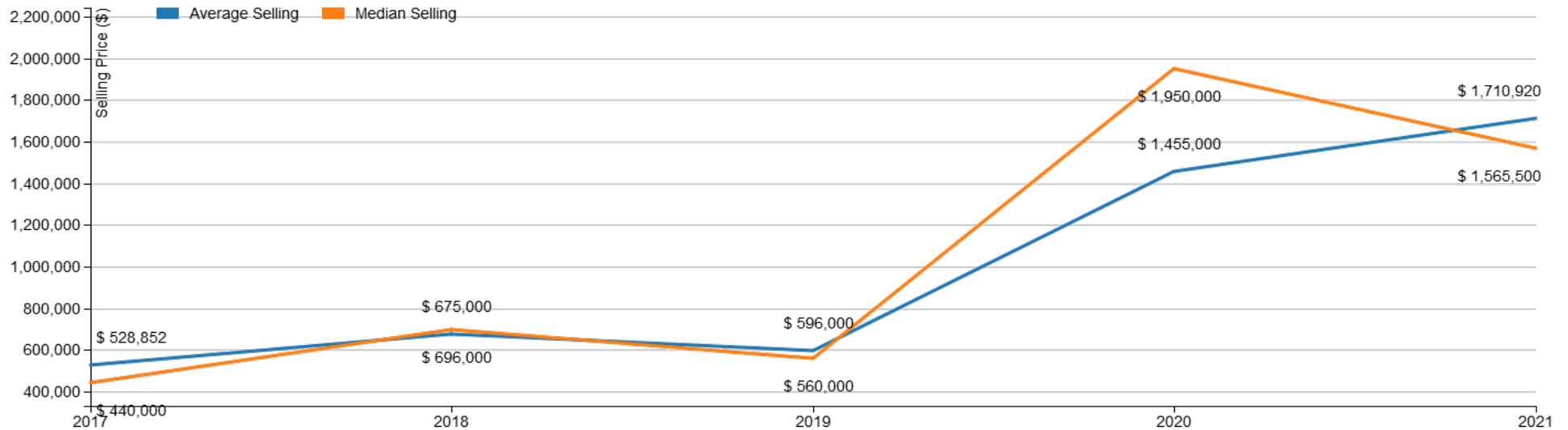
Edgartown

Summary: Land Sales

3rd Quarter 2021

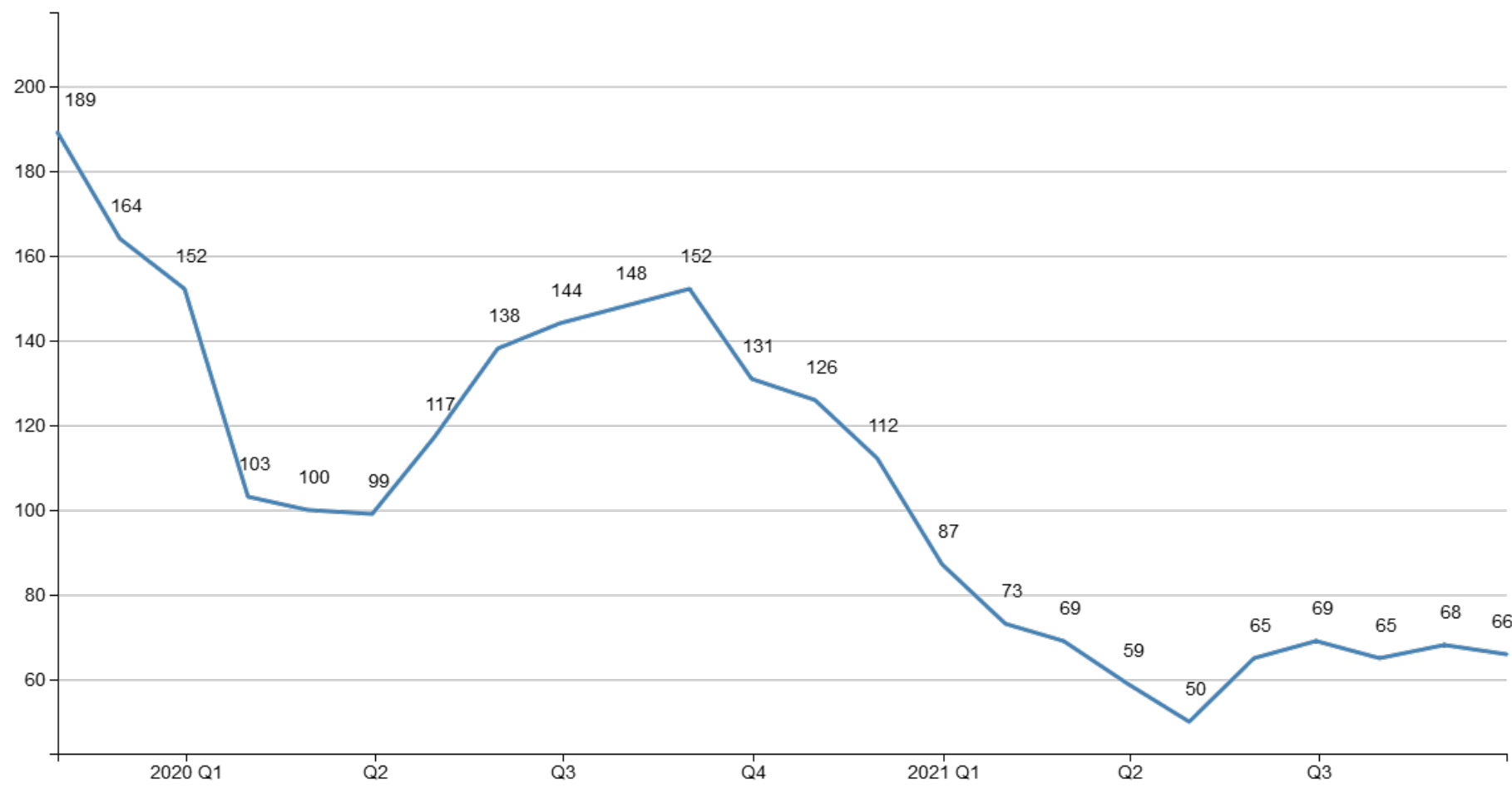
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	9	-	\$528,852	-	\$440,000	-	196%	-	\$4,759,667	-	119
2018	4	-56%	\$675,000	28%	\$696,000	58%	147%	-25%	\$2,700,000	-43%	270
2019	8	100%	\$596,000	-12%	\$560,000	-20%	151%	3%	\$4,768,000	77%	138
2020	5	-38%	\$1,455,000	144%	\$1,950,000	248%	118%	-22%	\$7,275,000	53%	330
2021	10	100%	\$1,710,920	18%	\$1,565,500	-20%	176%	50%	\$17,109,200	135%	93

### Average / Median Selling Price





Edgartown  
Inventory  
3rd Quarter 2021



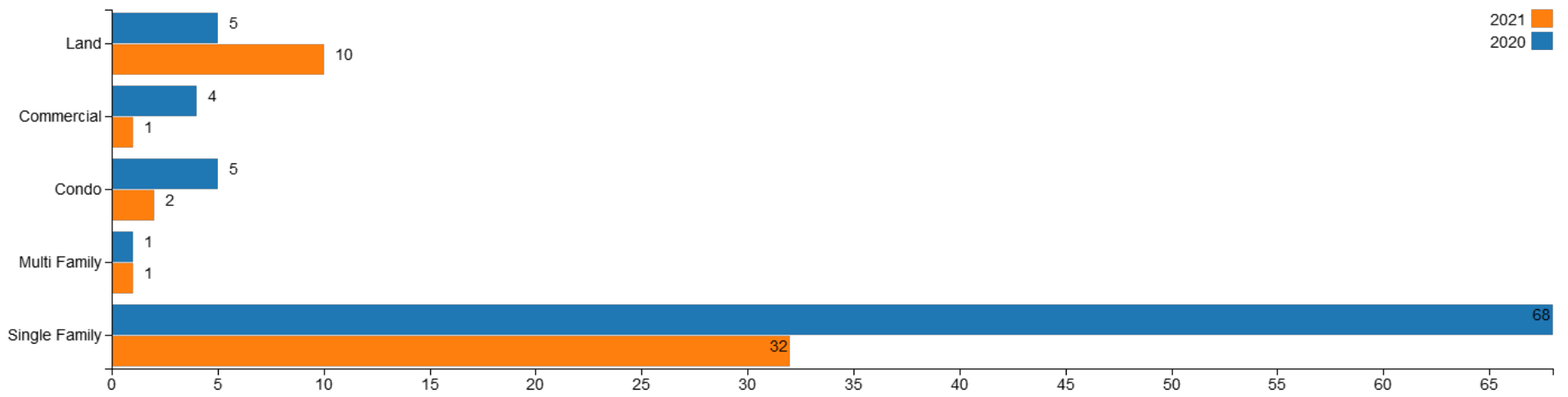


## Edgartown

### Quarterly Comparison: Total Number of Sales

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	41	5%	40	43%	35	-53%	0	-	116	-18%
- Single Family	37	3%	34	36%	32	-53%	0	-	103	-20%
- Multi Family	1	-	3	-	1	0%	0	-	5	400%
- Condo	3	0%	3	0%	2	-60%	0	-	8	-27%
<b>Commercial</b>	1	-	3	200%	1	-75%	0	-	5	0%
<b>Land</b>	12	140%	11	450%	10	100%	0	-	33	175%
<b>Total</b>	54	23%	54	74%	46	-45%	0	-	154	-3%



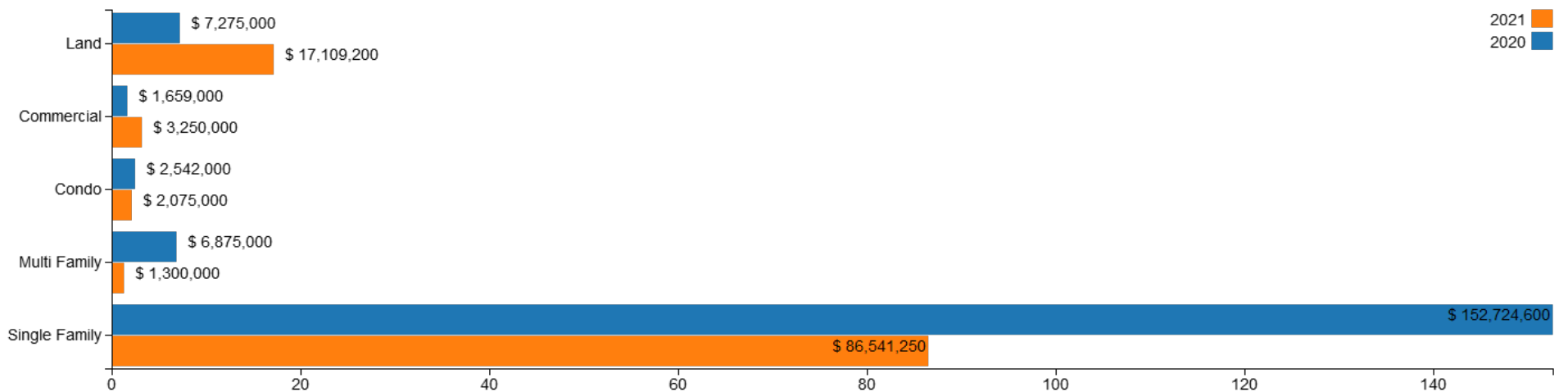


## Edgartown

### Quarterly Comparison: Total Dollar Volume

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$93,212,500	32%	\$148,066,640	138%	\$89,916,250	-45%	-	-	\$331,195,390	12%
- Single Family	\$90,317,500	29%	\$113,784,140	84%	\$86,541,250	-43%	-	-	\$290,642,890	2%
- Multi Family	\$950,000	-	\$32,400,000	-	\$1,300,000	-81%	-	-	\$34,650,000	404%
- Condo	\$1,945,000	323%	\$1,882,500	378%	\$2,075,000	-18%	-	-	\$5,902,500	74%
<b>Commercial</b>	\$9,300,000	-	\$3,820,000	1,264%	\$3,250,000	96%	-	-	\$16,370,000	744%
<b>Land</b>	\$18,937,500	29%	\$15,556,500	823%	\$17,109,200	135%	-	-	\$51,603,200	118%
<b>Total</b>	\$121,450,000	42%	\$167,443,140	160%	\$110,275,450	-36%	\$0	-	\$399,168,590	24%





LINK

OAK BLUFFS  
**QUARTERLY SALES  
SUMMARY**  
THIRD QUARTER 2021

# LINK

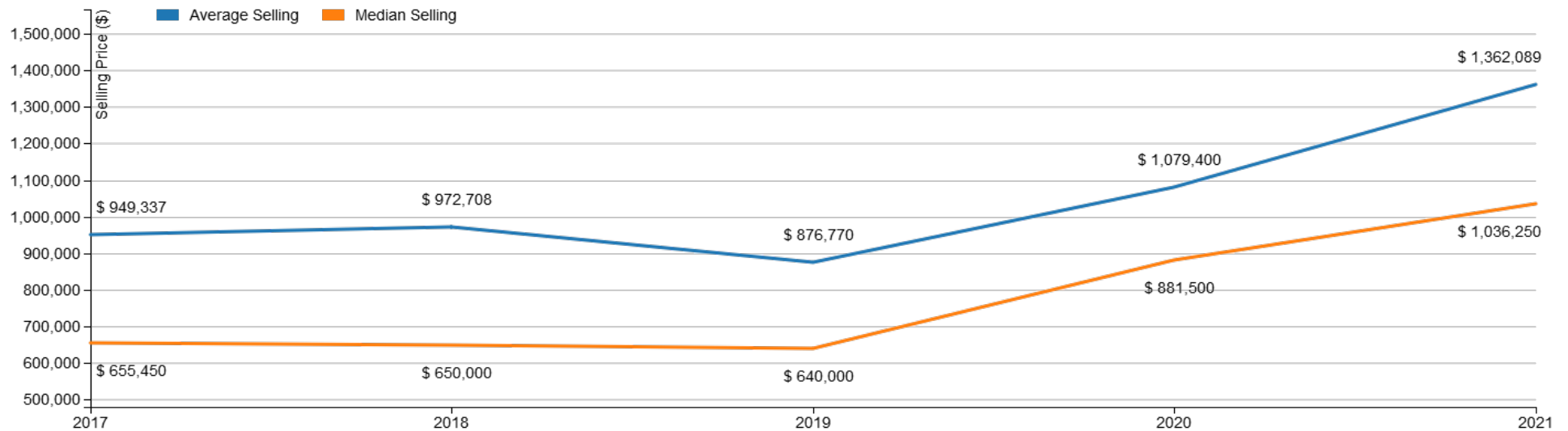
Oak Bluffs

Summary: Single/Multi-Family Sales

3rd Quarter 2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	16	-	\$949,337	-	\$655,450	-	117%	-	\$15,189,399	-	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
2021	28	-7%	\$1,362,089	26%	\$1,036,250	18%	150%	-14%	\$38,138,500	18%	147

## Average / Median Selling Price



# LINK

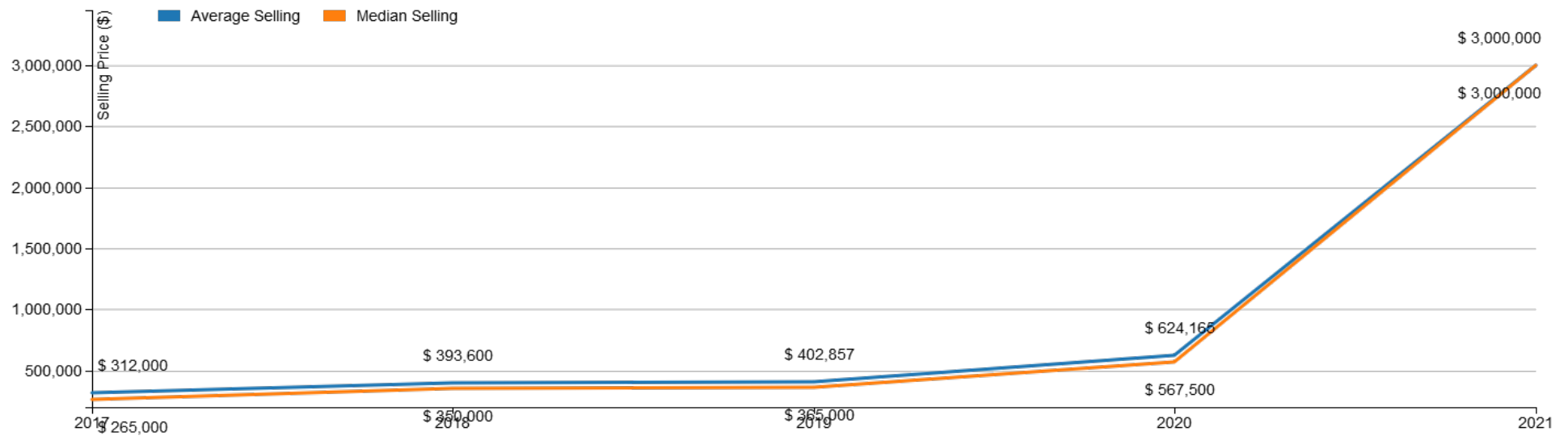
Oak Bluffs

Summary: Land Sales

3rd Quarter 2021

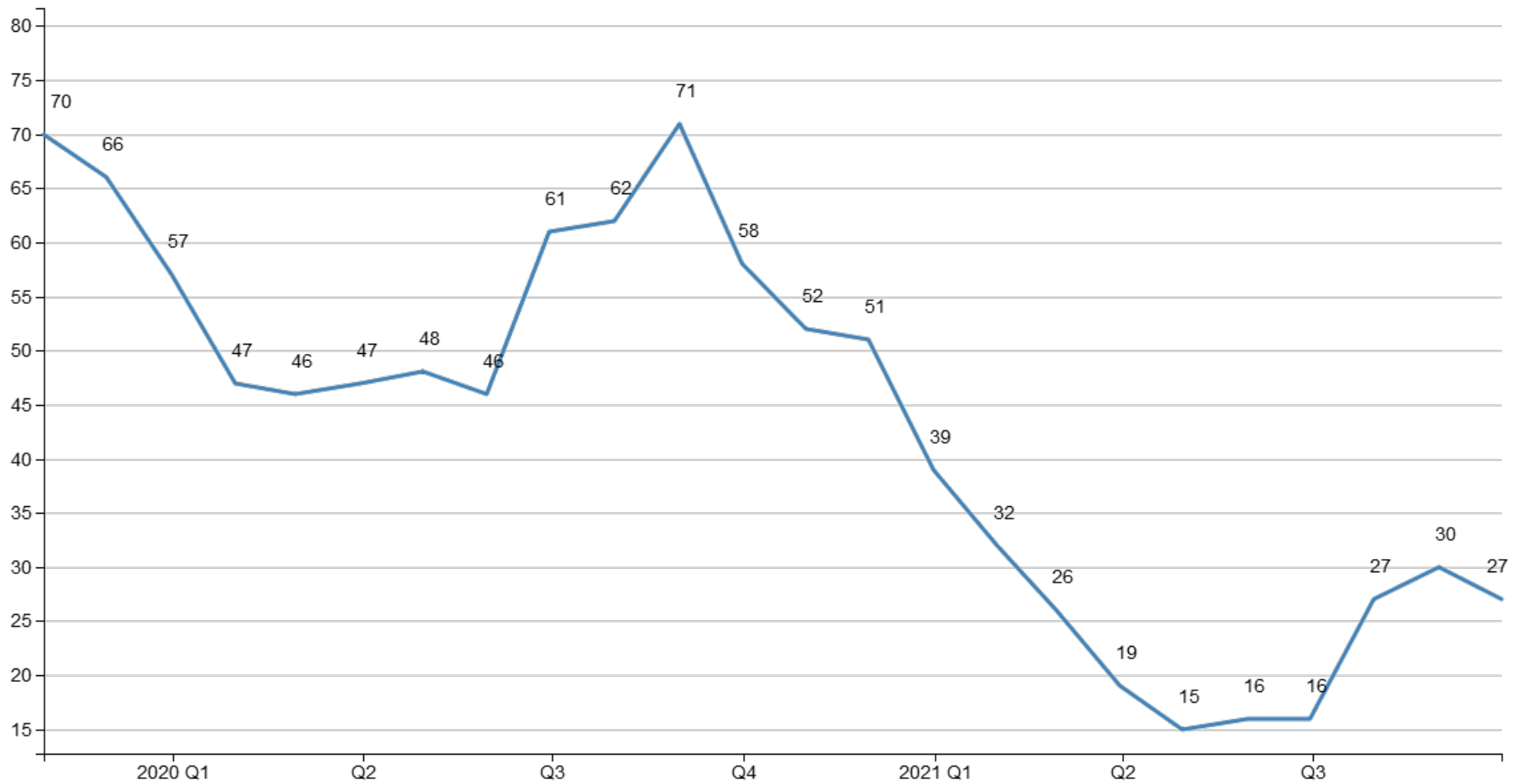
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	5	-	\$312,000	-	\$265,000	-	129%	-	\$1,560,000	-	128
2018	5	0%	\$393,600	26%	\$350,000	32%	129%	0%	\$1,968,000	26%	146
2019	7	40%	\$402,857	2%	\$365,000	4%	115%	-11%	\$2,820,000	43%	195
2020	10	43%	\$624,165	55%	\$567,500	55%	111%	-4%	\$6,241,650	121%	204
2021	1	-90%	\$3,000,000	381%	\$3,000,000	429%	-	-	\$3,000,000	-52%	

## Average / Median Selling Price



# LINK

## Oak Bluffs Inventory 3rd Quarter 2021



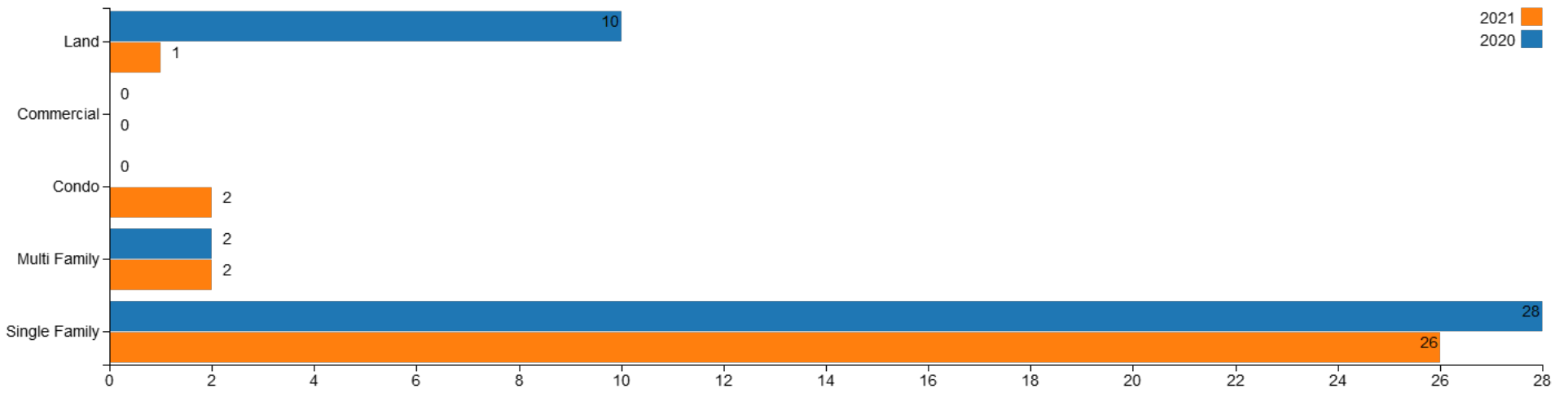


## Oak Bluffs

### Quarterly Comparison: Total Number of Sales

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	29	0%	35	133%	30	0%	0	-	94	27%
- Single Family	26	0%	33	154%	26	-7%	0	-	85	27%
- Multi Family	1	-	1	-	2	0%	0	-	4	100%
- Condo	2	-33%	1	-50%	2	-	0	-	5	0%
<b>Commercial</b>	2	100%	2	0%	0	-	0	-	4	33%
<b>Land</b>	4	0%	3	50%	1	-90%	0	-	8	-50%
<b>Total</b>	35	3%	40	111%	31	-23%	0	-	106	14%



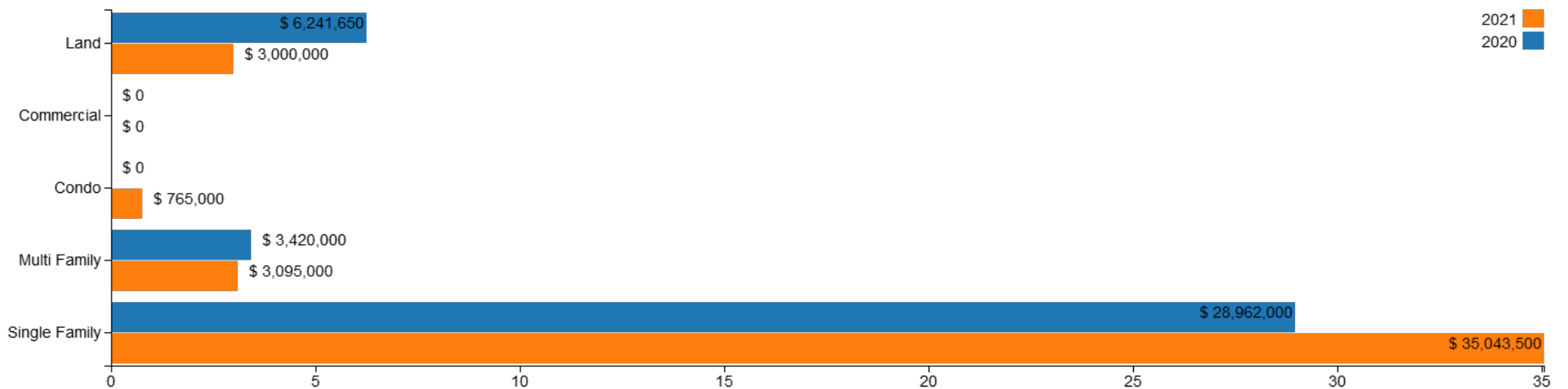


## Oak Bluffs

### Quarterly Comparison: Total Dollar Volume

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$22,909,100	2%	\$42,024,700	198%	\$38,903,500	20%	-	-	\$103,837,300	51%
- Single Family	\$21,292,100	-1%	\$40,817,200	210%	\$35,043,500	21%	-	-	\$97,152,800	53%
- Multi Family	\$710,000	-	\$1,000,000	-	\$3,095,000	-10%	-	-	\$4,805,000	40%
- Condo	\$907,000	-11%	\$207,500	-78%	\$765,000	-	-	-	\$1,879,500	-4%
<b>Commercial</b>	\$2,475,000	350%	\$2,960,000	161%	-	-	-	-	\$5,435,000	223%
<b>Land</b>	\$1,578,000	-2%	\$1,600,000	52%	\$3,000,000	-52%	-	-	\$6,178,000	-31%
<b>Total</b>	\$26,962,100	10%	\$46,584,700	186%	\$41,903,500	8%	\$0	-	\$115,450,300	45%



LINK

VINEYARD HAVEN  
**QUARTERLY SALES  
SUMMARY**  
THIRD QUARTER 2021

# LINK

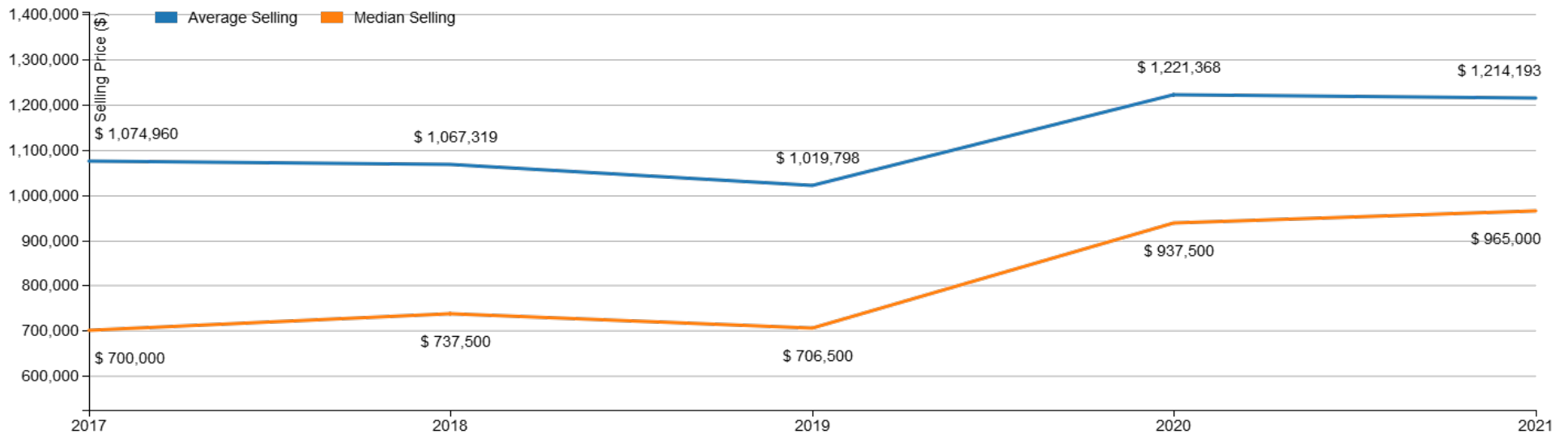
Vineyard Haven

Summary: Single/Multi-Family Sales

3rd Quarter 2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	25	-	\$1,074,960	-	\$700,000	-	120%	-	\$26,874,000	-	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%	\$1,221,368	20%	\$937,500	33%	122%	-2%	\$43,969,250	96%	233
2021	21	-42%	\$1,214,193	-1%	\$965,000	3%	178%	46%	\$25,498,050	-42%	122

## Average / Median Selling Price



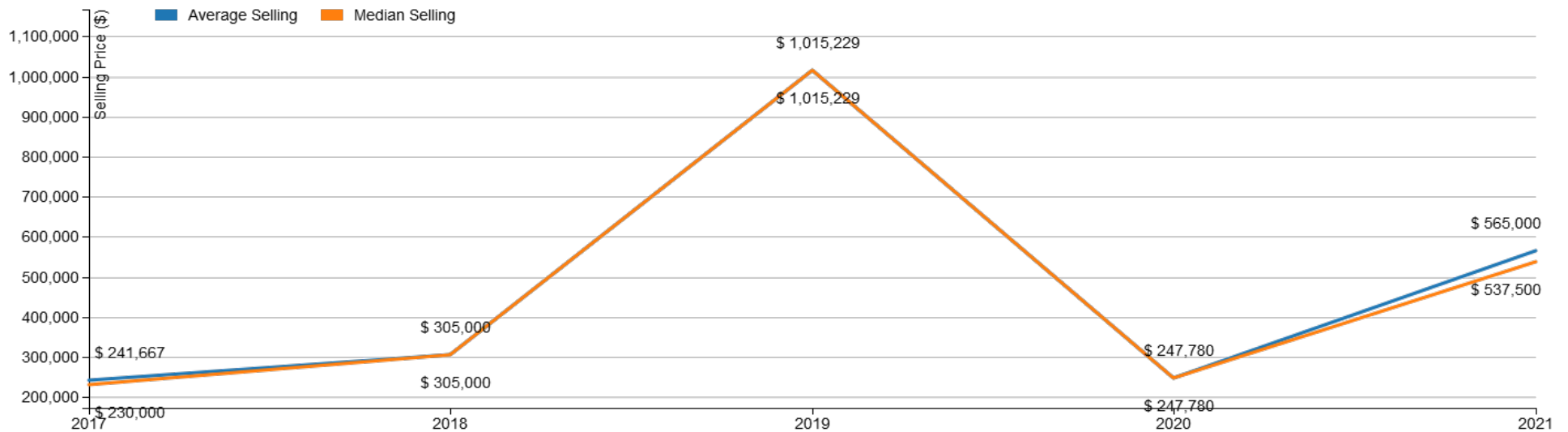


# LINK

## Vineyard Haven Summary: Land Sales 3rd Quarter 2021

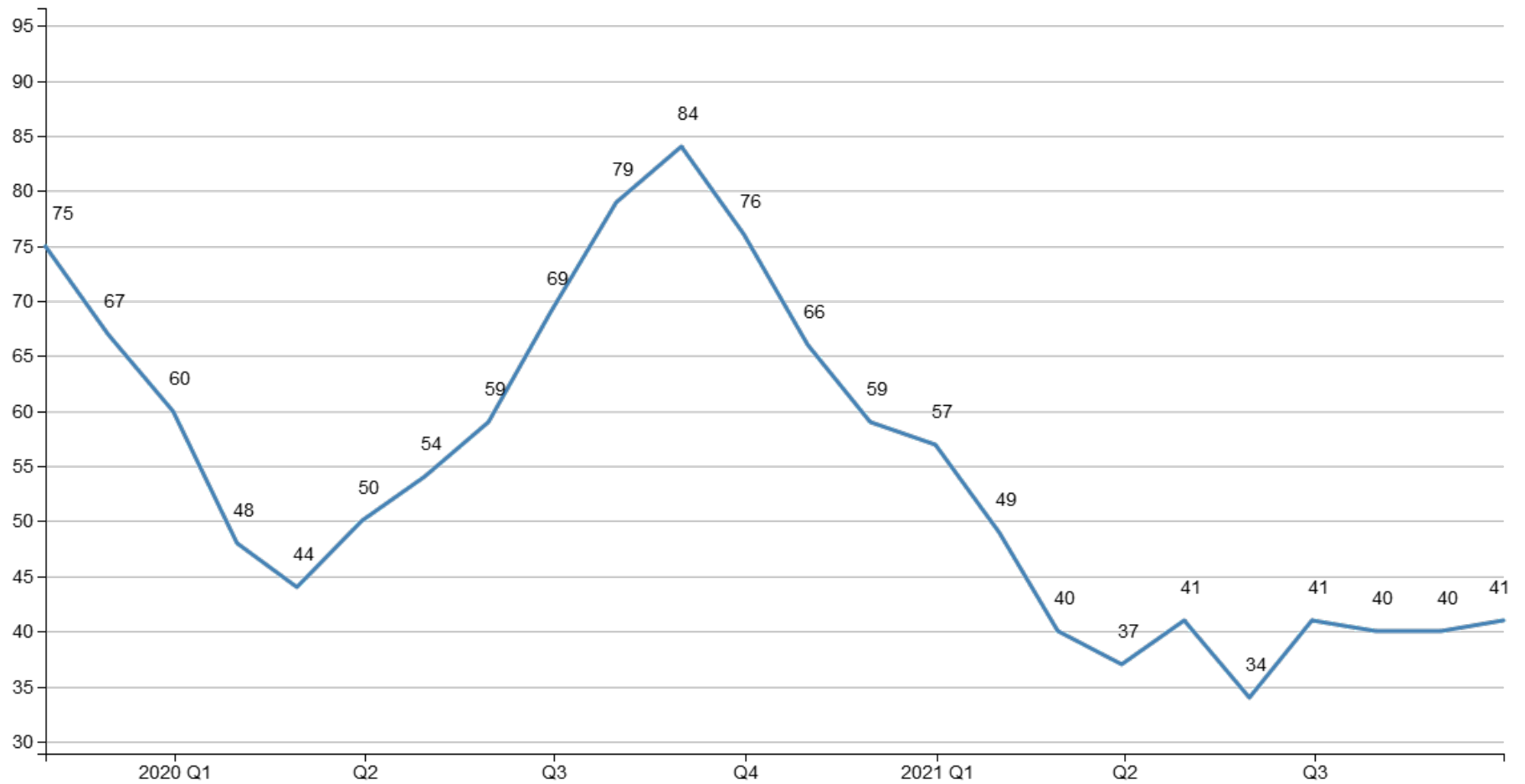
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	3	-	\$241,667	-	\$230,000	-	111%	-	\$725,000	-	81
2018	2	-33%	\$305,000	26%	\$305,000	33%	111%	0%	\$610,000	-16%	143
2019	1	-50%	\$1,015,229	233%	\$1,015,229	233%	122%	10%	\$1,015,229	66%	424
2020	2	100%	\$247,780	-76%	\$247,780	-76%	102%	-17%	\$495,560	-51%	
2021	6	200%	\$565,000	128%	\$537,500	117%	173%	70%	\$3,390,000	584%	47

### Average / Median Selling Price



# LINK

## Vineyard Haven Inventory 3rd Quarter 2021



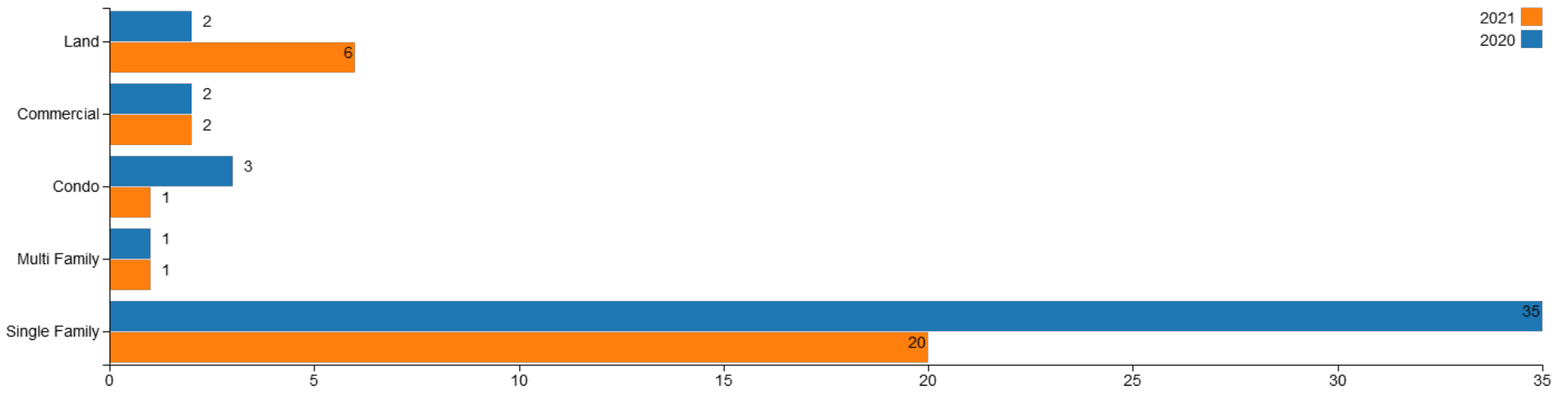


## Vineyard Haven

### Quarterly Comparison: Total Number of Sales

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	32	45%	26	73%	22	-44%	0	-	80	5%
- Single Family	30	50%	25	127%	20	-43%	0	-	75	14%
- Multi Family	1	-50%	0	-	1	0%	0	-	2	-50%
- Condo	1	-	1	-67%	1	-67%	0	-	3	-50%
<b>Commercial</b>	5	150%	4	100%	2	0%	0	-	11	83%
<b>Land</b>	6	100%	2	100%	6	200%	0	-	14	133%
<b>Total</b>	43	59%	32	78%	30	-30%	0	-	105	19%



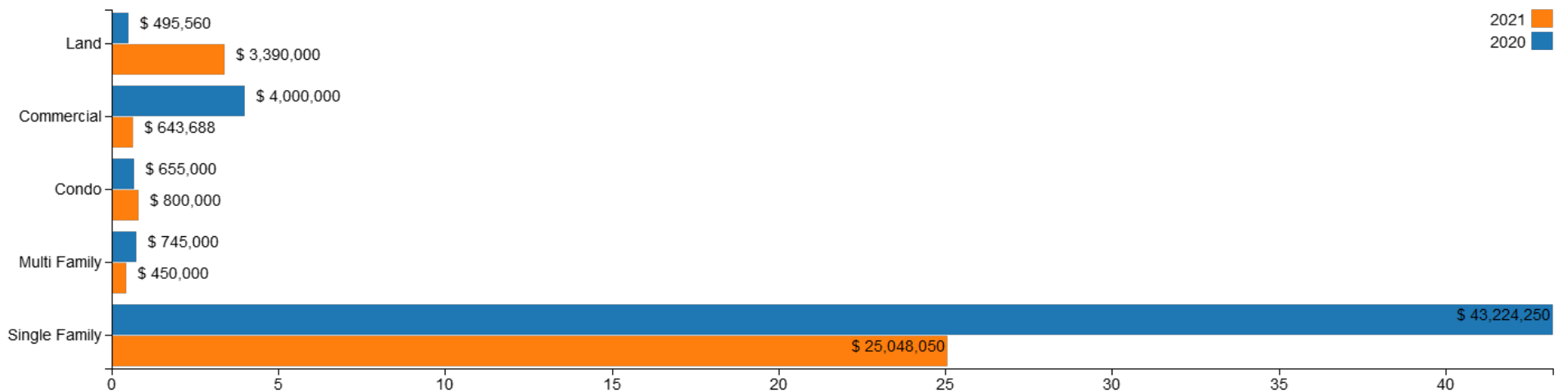


## Vineyard Haven

### Quarterly Comparison: Total Dollar Volume

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$46,822,275	110%	\$32,900,371	107%	\$26,298,050	-41%	-	-	\$106,020,696	28%
- Single Family	\$44,862,275	116%	\$32,457,371	123%	\$25,048,050	-42%	-	-	\$102,367,696	30%
- Multi Family	\$1,550,000	4%	-	-	\$450,000	-40%	-	-	\$2,000,000	-21%
- Condo	\$410,000	-	\$443,000	-57%	\$800,000	22%	-	-	\$1,653,000	-2%
<b>Commercial</b>	\$11,750,000	783%	\$7,375,000	225%	\$643,688	-84%	-	-	\$19,768,688	160%
<b>Land</b>	\$4,298,500	279%	\$1,260,000	121%	\$3,390,000	584%	-	-	\$8,948,500	307%
<b>Total</b>	\$62,870,775	154%	\$41,535,371	122%	\$30,331,738	-38%	\$0	-	\$134,737,884	46%



LINK

WEST TISBURY  
**QUARTERLY SALES  
SUMMARY**  
THIRD QUARTER 2021

# LINK

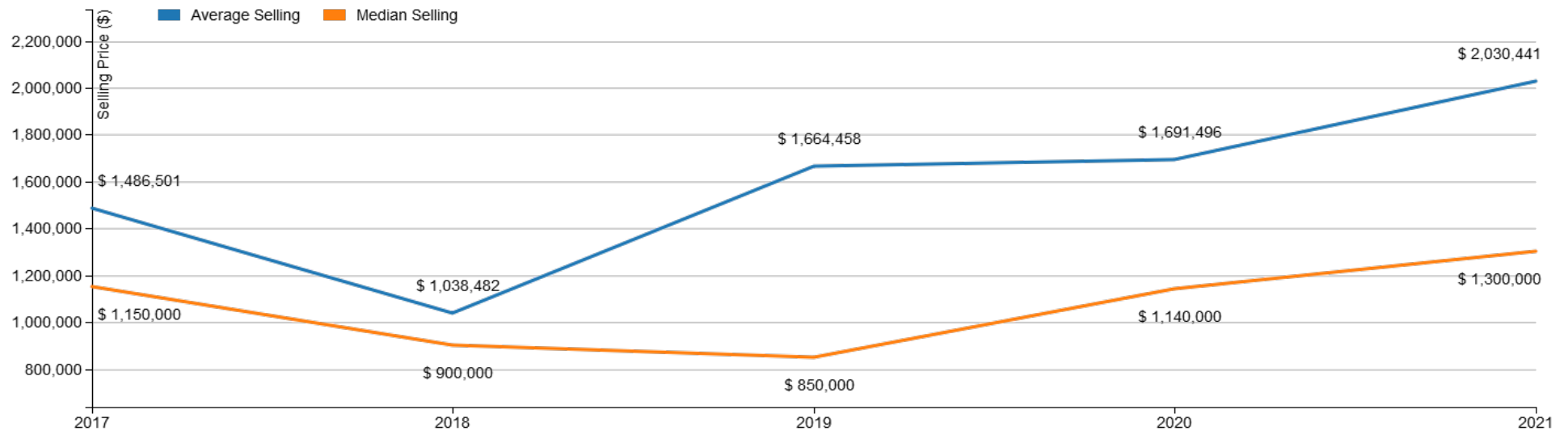
West Tisbury

Summary: Single/Multi-Family Sales

3rd Quarter 2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	14	-	\$1,486,501	-	\$1,150,000	-	114%	-	\$20,811,016	-	319
2018	9	-36%	\$1,038,482	-30%	\$900,000	-22%	120%	5%	\$9,346,338	-55%	176
2019	12	33%	\$1,664,458	60%	\$850,000	-6%	111%	-8%	\$19,973,500	114%	308
2020	28	133%	\$1,691,496	2%	\$1,140,000	34%	115%	4%	\$47,361,900	137%	239
2021	17	-39%	\$2,030,441	20%	\$1,300,000	14%	155%	35%	\$34,517,500	-27%	137

## Average / Median Selling Price



# LINK

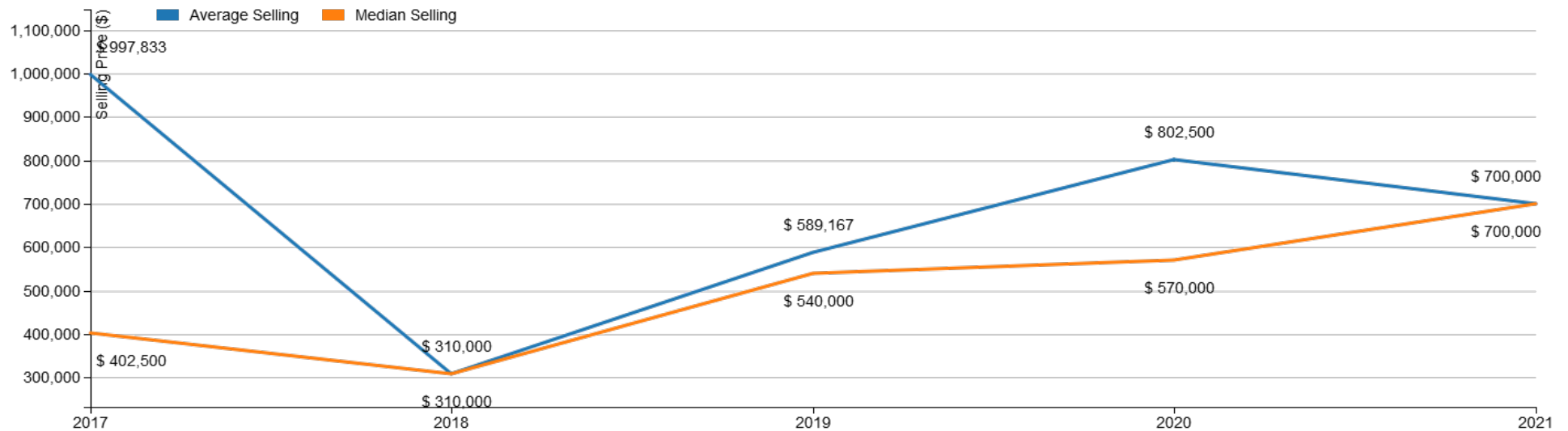
West Tisbury

Summary: Land Sales

3rd Quarter 2021

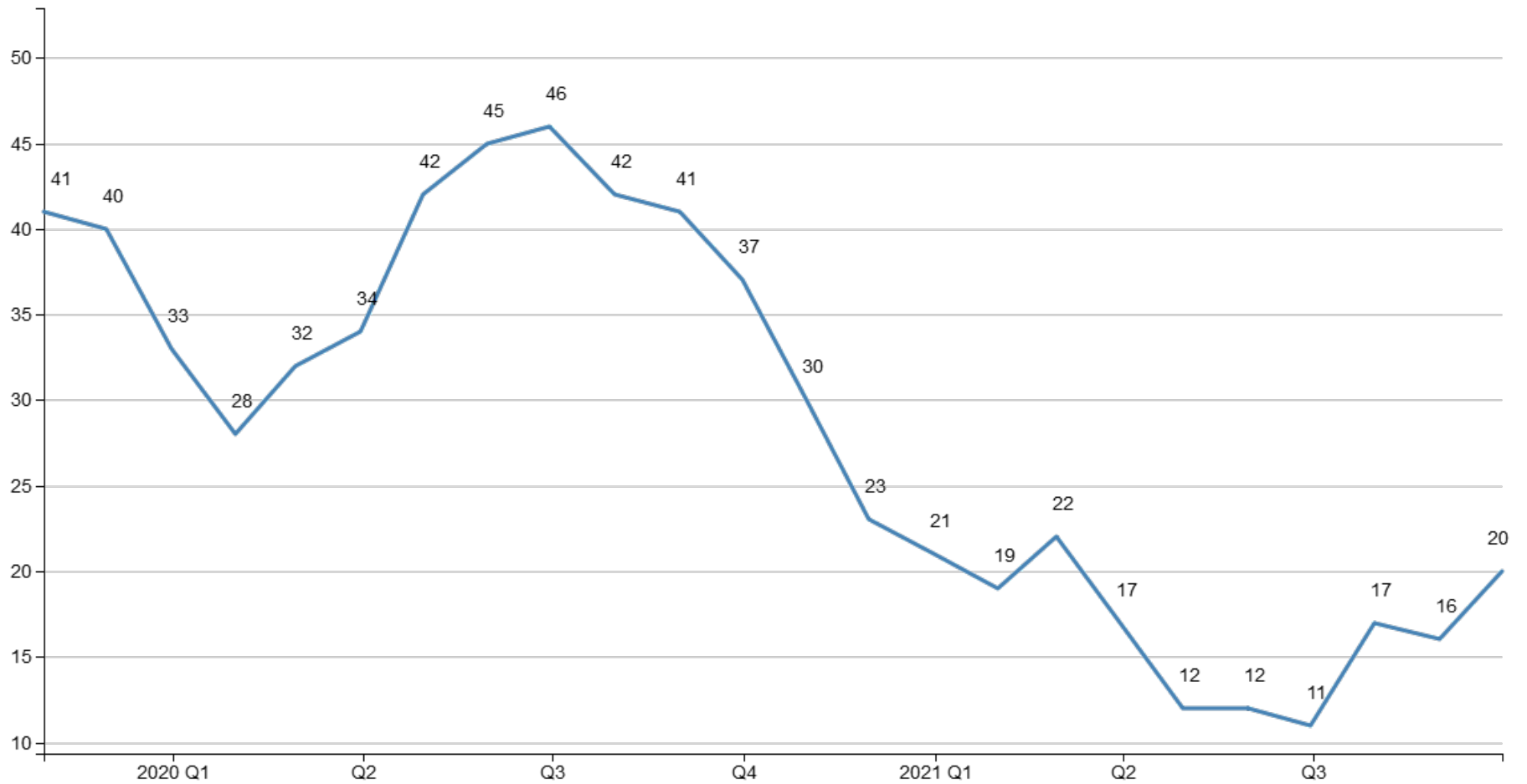
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	3	-	\$997,833	-	\$402,500	-	145%	-	\$2,993,500	-	402
2018	1	-67%	\$310,000	-69%	\$310,000	-23%	113%	-22%	\$310,000	-90%	
2019	3	200%	\$589,167	90%	\$540,000	74%	125%	11%	\$1,767,500	470%	117
2020	3	0%	\$802,500	36%	\$570,000	6%	100%	-20%	\$2,407,500	36%	206
2021	1	-67%	\$700,000	-13%	\$700,000	23%	241%	140%	\$700,000	-71%	93

## Average / Median Selling Price



# LINK

## West Tisbury Inventory 3rd Quarter 2021





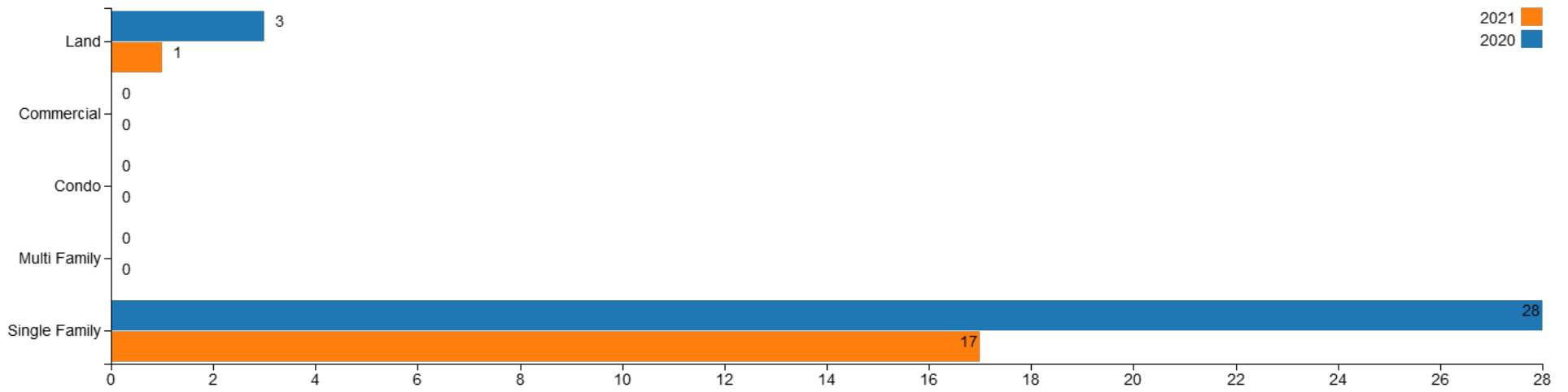


## West Tisbury

### Quarterly Comparison: Total Number of Sales

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	11	38%	11	120%	17	-39%	0	-	39	-5%
- Single Family	11	38%	11	175%	17	-39%	0	-	39	-3%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	1	-	0	-	0	-	1	-
<b>Land</b>	0	-	10	233%	1	-67%	0	-	11	22%
<b>Total</b>	11	0%	22	175%	18	-42%	0	-	51	2%





West Tisbury

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$24,215,000	84%	\$28,692,600	413%	\$34,517,500	-27%	-	-	\$87,425,100	32%
- Single Family	\$24,215,000	84%	\$28,692,600	503%	\$34,517,500	-27%	-	-	\$87,425,100	34%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	\$450,000	-	-	-	-	-	\$450,000	-
<b>Land</b>	-	-	\$22,295,000	555%	\$700,000	-71%	-	-	\$22,995,000	158%
<b>Total</b>	\$24,215,000	49%	\$51,437,600	472%	\$35,217,500	-29%	\$0	-	\$110,870,100	48%

