

# LINK

boston | martha's vineyard | nantucket

Martha's Vineyard  
**Annual Sales Summary**  
2018

24 School Street Suite 702, Boston, MA 02116

[Linksmart.co](http://Linksmart.co)

# LINK

## Definitions

Sales:	Number of Sales
% + -:	Percentage Change
% Tot:	Percentage of Total Sales
Avg Sell:	Average Selling Price
Median Sell:	Median Selling Price
% of AV:	Average Selling Price as a Percentage of Assessed Value
DTS:	Days to Sale. Calculated from Date Listed to Date Closed
Inventory:	Number of listings available for sale. Includes all property designations and excludes property status of P&S.

## Methodology

Sold Data: Link includes all "Arms-Length" transactions including Non-Broker transactions.

Property Designations include:

- Single Family
- Multi Family
- Condo
- Commercial
- Land

Land Sales include Deeded Beach Lot transfers

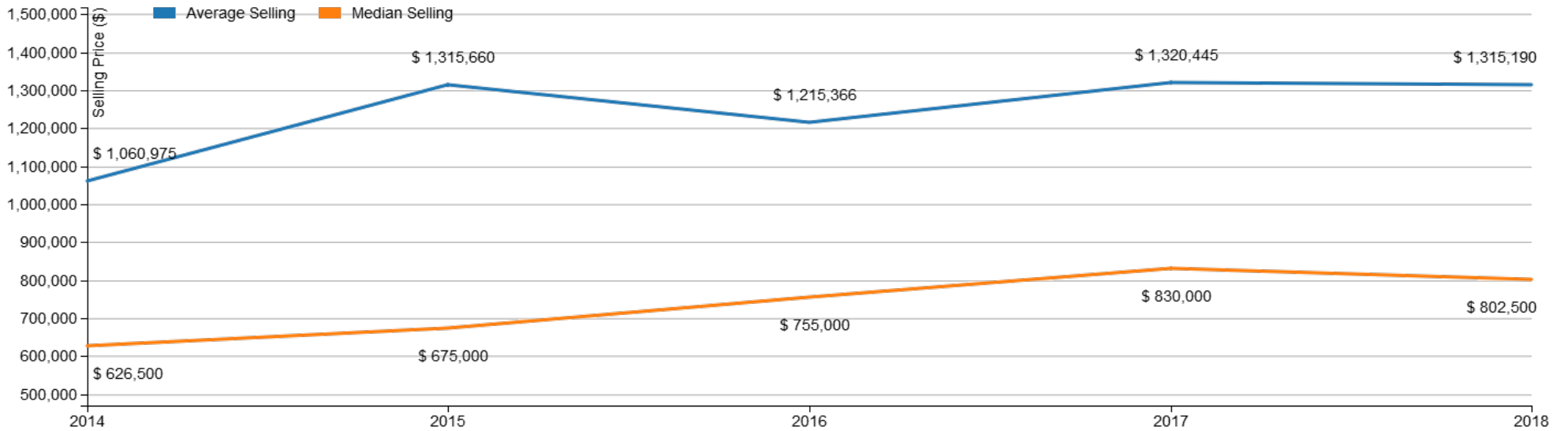
Information is Deemed Reliable but not guaranteed.

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## Island-Wide Summary: Single/Multi-Family Sales 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	378	-	\$1,060,975	-	\$626,500	-	110%	-	\$401,048,535	-	287
2015	434	15%	\$1,315,660	24%	\$675,000	8%	125%	14%	\$570,996,289	42%	285
2016	429	-1%	\$1,215,366	-8%	\$755,000	12%	132%	6%	\$521,391,870	-9%	267
2017	439	2%	\$1,320,445	9%	\$830,000	10%	130%	-2%	\$579,675,219	11%	250
2018	422	-4%	\$1,315,190	0%	\$802,500	-3%	133%	2%	\$555,010,191	-4%	206

### Average / Median Selling Price

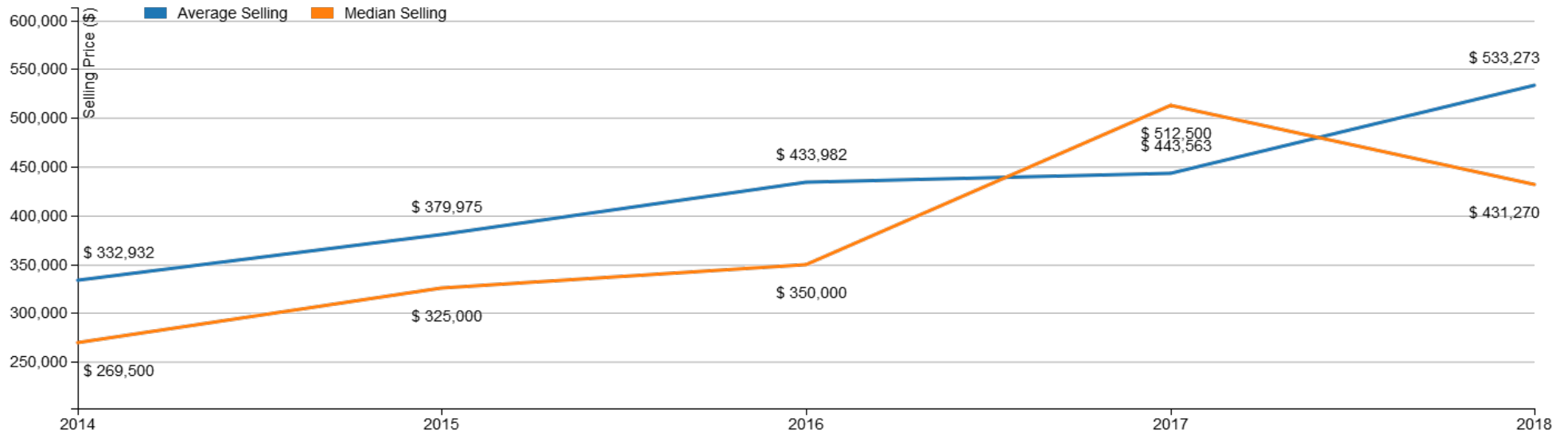


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## Island-Wide Summary: Condo Sales 2018

Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	Avg Psf	% +/-	Med Psf	% +/-	\$ Volume	% +/-	DTS
2014	22	-	\$332,932	-	\$269,500	-	\$446	-	\$368	-	\$7,324,500	-	266
2015	28	27%	\$379,975	14%	\$325,000	21%	\$376	-16%	\$307	-17%	\$10,639,300	45%	235
2016	28	0%	\$433,982	14%	\$350,000	8%	\$454	21%	\$385	25%	\$12,151,500	14%	183
2017	26	-7%	\$443,563	2%	\$512,500	46%	\$505	11%	\$468	21%	\$11,532,650	-5%	291
2018	30	15%	\$533,273	20%	\$431,270	-16%	\$510	1%	\$451	-4%	\$15,998,189	39%	180

### Average / Median Selling Price

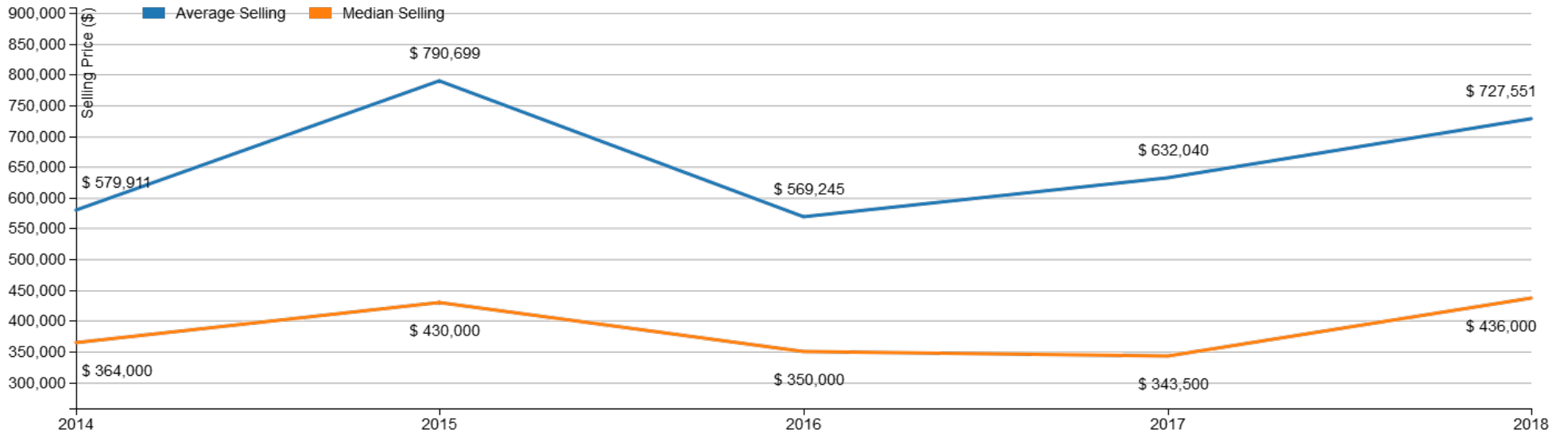


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## Island-Wide Summary: Land Sales 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	77	-	\$579,911	-	\$364,000	-	123%	-	\$44,653,175	-	451
2015	97	26%	\$790,699	36%	\$430,000	18%	251%	104%	\$76,697,780	72%	456
2016	112	15%	\$569,245	-28%	\$350,000	-19%	132%	-47%	\$63,755,400	-17%	497
2017	102	-9%	\$632,040	11%	\$343,500	-2%	156%	18%	\$64,468,046	1%	325
2018	96	-6%	\$727,551	15%	\$436,000	27%	144%	-8%	\$69,844,926	8%	282

Average / Median Selling Price

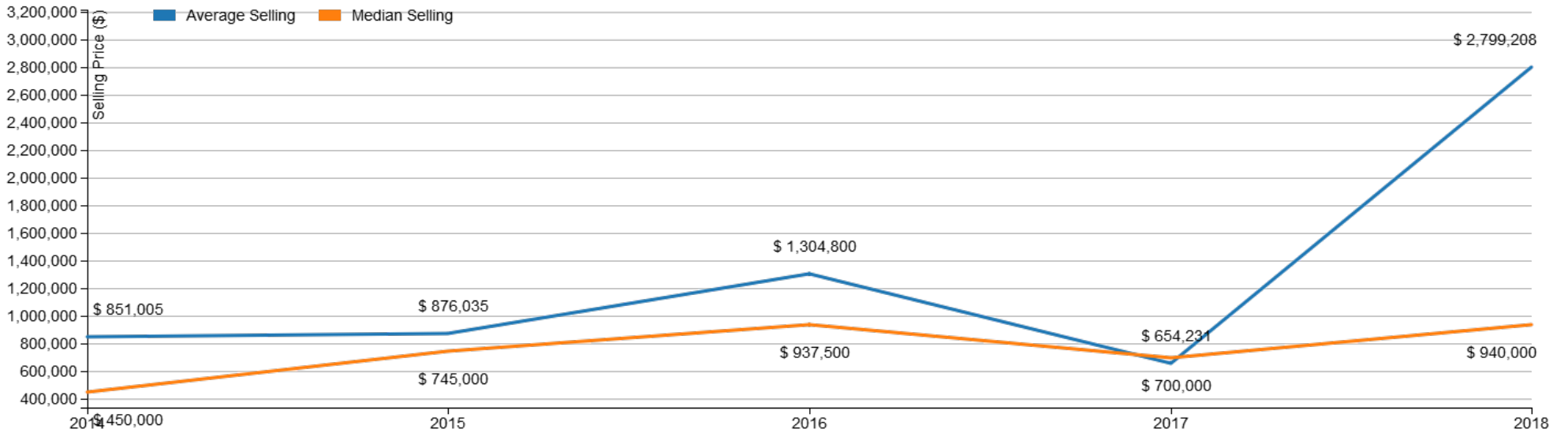


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## Island-Wide Summary: Commercial Sales 2018

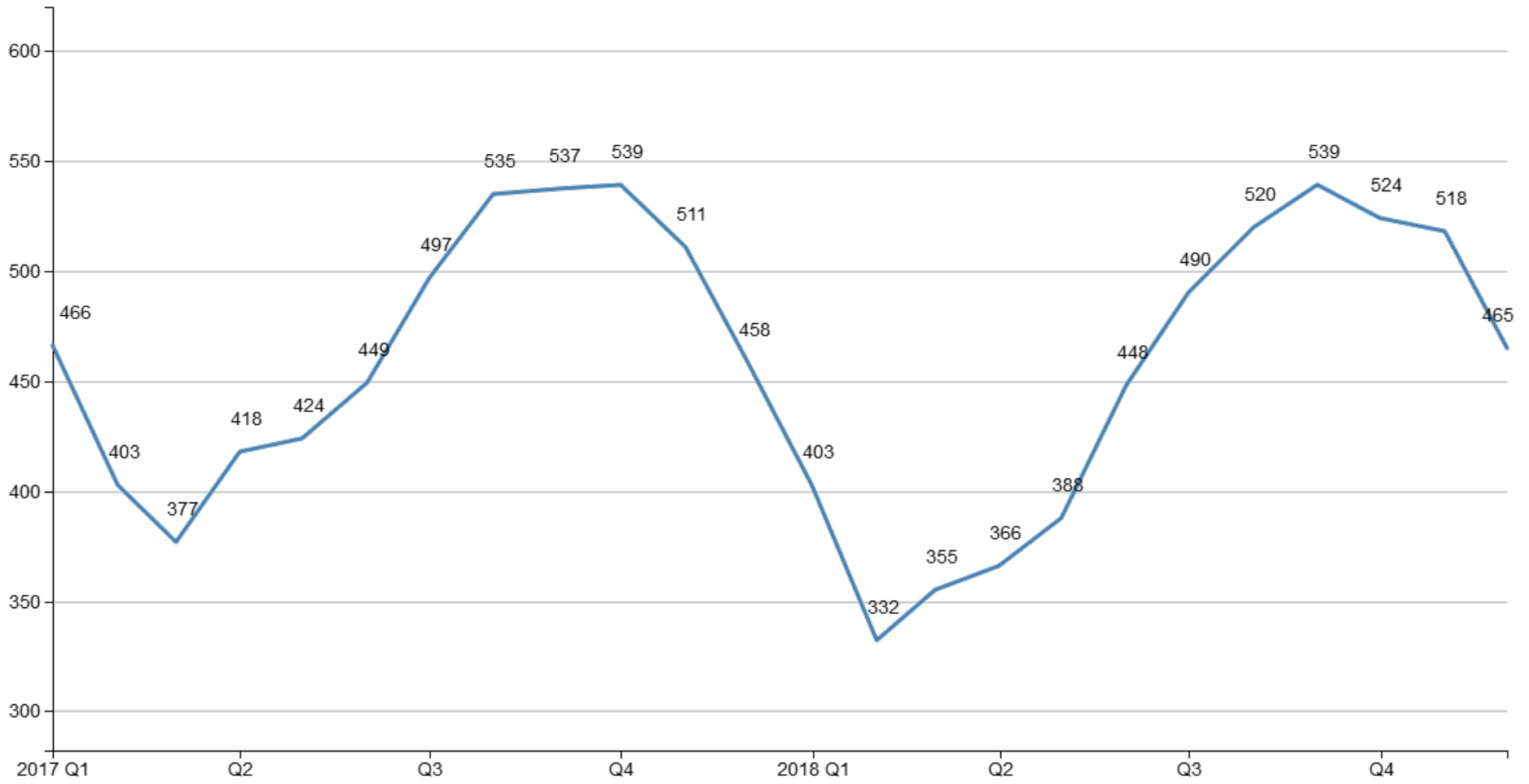
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	21	-	\$851,005	-	\$450,000	-	101%	-	\$17,871,097	-	439
2015	17	-19%	\$876,035	3%	\$745,000	66%	126%	24%	\$14,892,600	-17%	480
2016	20	18%	\$1,304,800	49%	\$937,500	26%	121%	-4%	\$26,096,000	75%	324
2017	13	-35%	\$654,231	-50%	\$700,000	-25%	121%	0%	\$8,505,000	-67%	396
2018	23	77%	\$2,799,208	328%	\$940,000	34%	129%	7%	\$64,381,787	657%	312

### Average / Median Selling Price



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## Island-Wide Inventory 2018

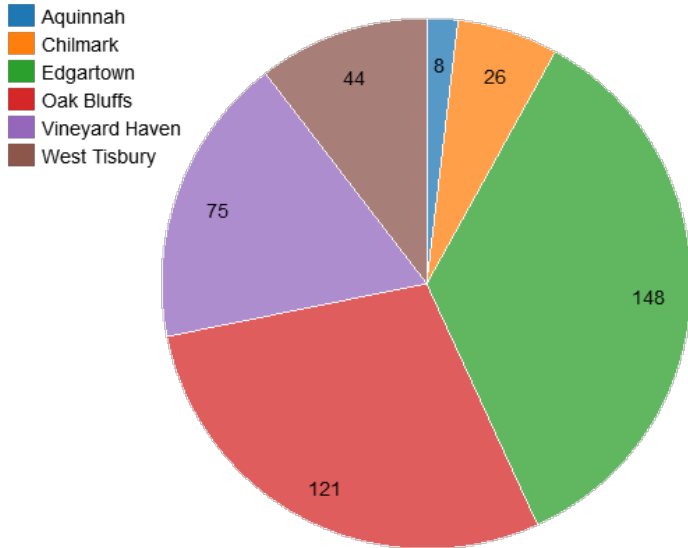


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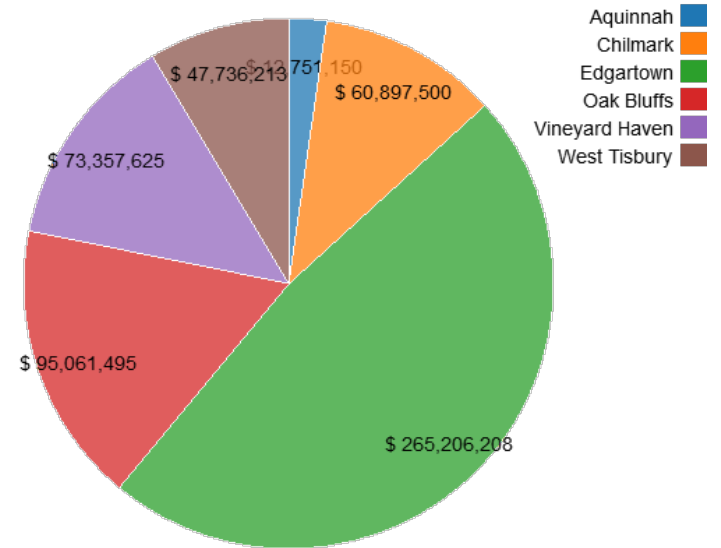
## Sales Summary by Town Single/Multi-Family 2018

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
<b>Aquinnah</b>	8	-11%	\$1,593,894	-2%	\$1,328,075	-24%	116%	0%	\$12,751,150	-13%	301
<b>Chilmark</b>	26	-32%	\$2,342,212	9%	\$1,545,000	16%	121%	6%	\$60,897,500	-25%	220
<b>Edgartown</b>	148	3%	\$1,791,934	3%	\$930,000	-5%	137%	-1%	\$265,206,208	6%	204
<b>Oak Bluffs</b>	121	20%	\$785,632	-1%	\$635,000	-2%	132%	3%	\$95,061,495	18%	191
<b>Vineyard Haven</b>	75	-21%	\$978,102	-1%	\$725,000	12%	136%	0%	\$73,357,625	-22%	203
<b>West Tisbury</b>	44	-15%	\$1,084,914	-5%	\$944,500	18%	125%	9%	\$47,736,213	-19%	224

Number of Sales by Town



Total Dollar Volume by Town



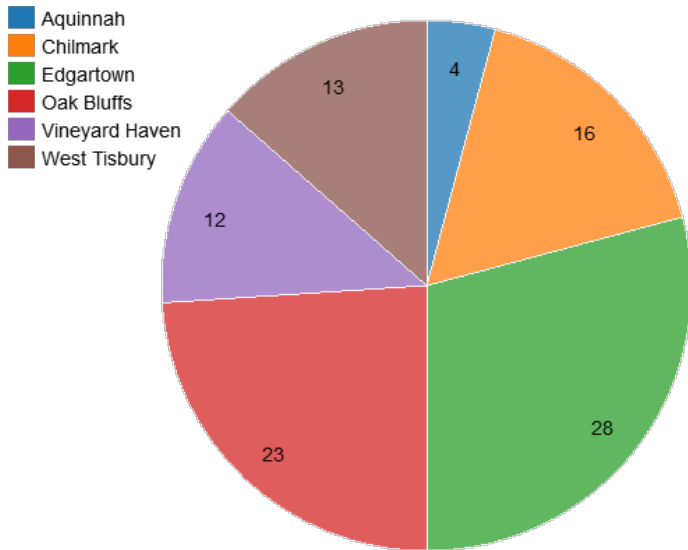


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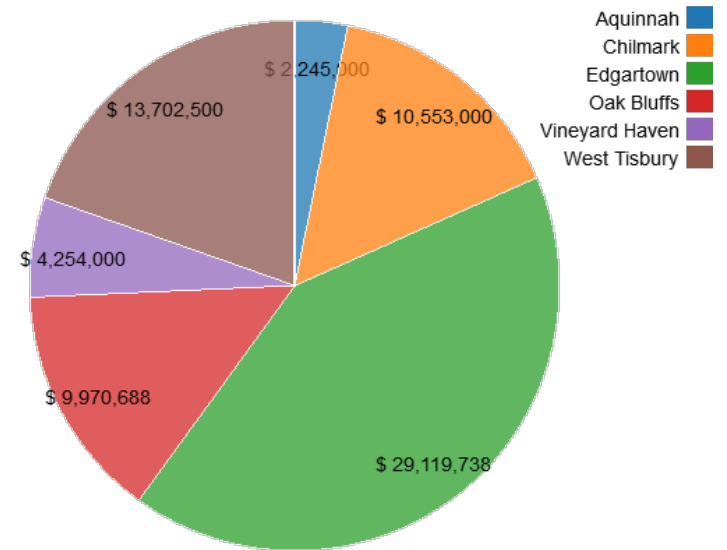
## Sales Summary by Town Land 2018

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
<b>Aquinnah</b>	4	-20%	\$561,250	27%	\$637,500	82%	82%	-32%	\$2,245,000	1%	415
<b>Chilmark</b>	16	-6%	\$659,563	-42%	\$415,000	-36%	162%	54%	\$10,553,000	-45%	362
<b>Edgartown</b>	28	-3%	\$1,039,991	47%	\$609,500	58%	170%	-20%	\$29,119,738	42%	232
<b>Oak Bluffs</b>	23	10%	\$433,508	11%	\$350,000	18%	128%	-28%	\$9,970,688	21%	264
<b>Vineyard Haven</b>	12	-29%	\$354,500	15%	\$315,000	37%	118%	18%	\$4,254,000	-19%	192
<b>West Tisbury</b>	13	0%	\$1,054,038	54%	\$465,500	14%	138%	9%	\$13,702,500	54%	410

Number of Sales by Town



Total Dollar Volume by Town

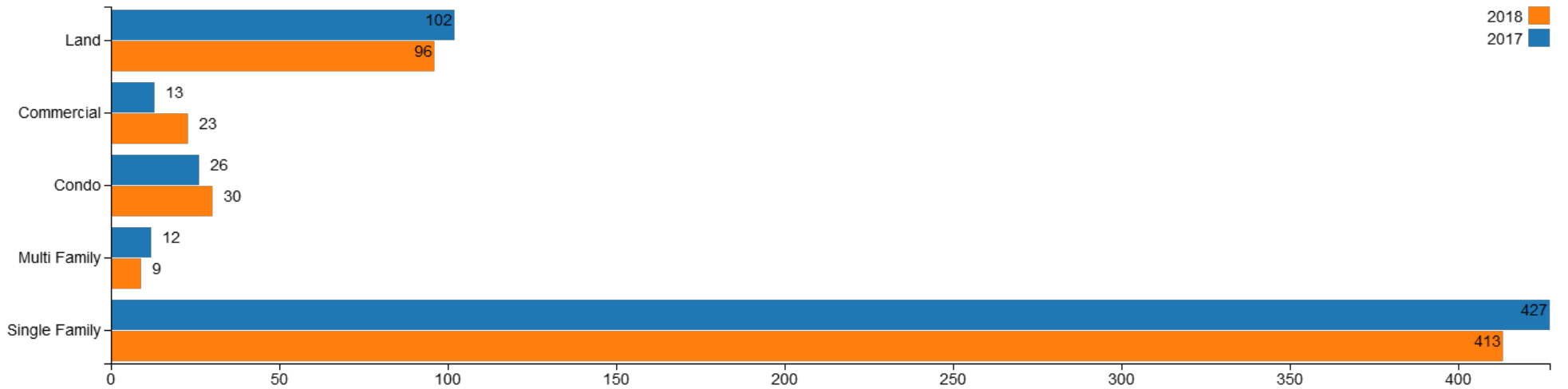




Island-Wide

Quarterly Comparison: Total Number of Sales  
2018

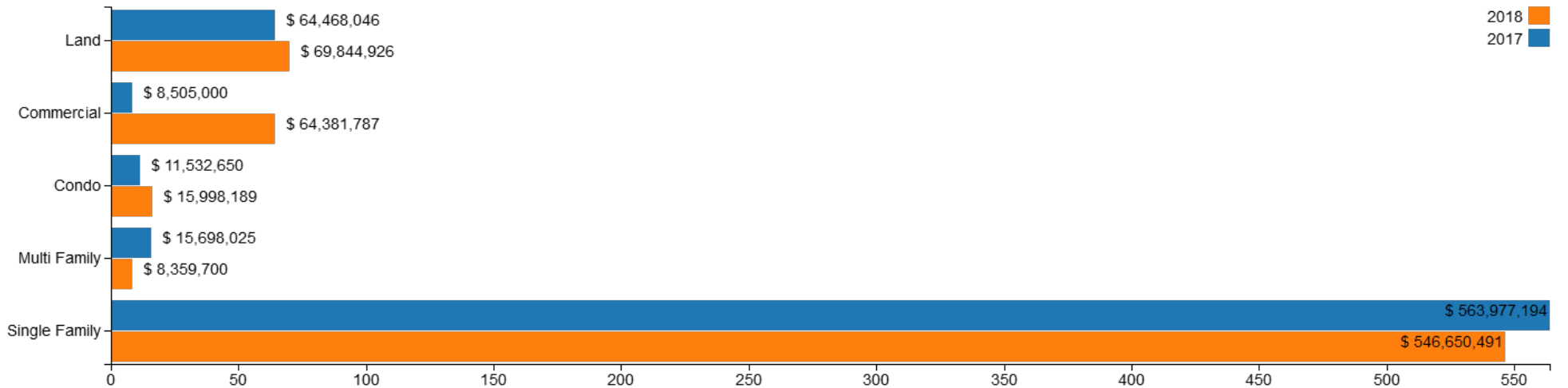
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	92	-5%	113	-6%	107	-3%	140	1%	452	-3%
- Single Family	85	-3%	103	-9%	95	-5%	130	3%	413	-3%
- Multi Family	3	200%	3	-	1	-80%	2	-67%	9	-25%
- Condo	4	-50%	7	0%	11	120%	8	33%	30	15%
<b>Commercial</b>	6	0%	8	700%	7	133%	2	-33%	23	77%
<b>Land</b>	20	-33%	31	41%	18	-40%	27	35%	96	-6%
<b>Total</b>	118	-11%	152	6%	132	-8%	169	5%	571	-2%





Island-Wide  
 Quarterly Comparison: Total Dollar Volume  
 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$99,659,689	-16%	\$135,427,470	-9%	\$144,280,836	6%	\$191,640,385	2%	\$571,008,380	-3%
- Single Family	\$95,398,150	-17%	\$128,970,770	-12%	\$138,113,186	9%	\$184,168,385	4%	\$546,650,491	-3%
- Multi Family	\$1,889,000	162%	\$2,980,700	-	\$525,000	-93%	\$2,965,000	-62%	\$8,359,700	-47%
- Condo	\$2,372,539	-30%	\$3,476,000	-3%	\$5,642,650	129%	\$4,507,000	114%	\$15,998,189	39%
<b>Commercial</b>	\$35,400,287	801%	\$17,294,000	8,547%	\$10,442,500	472%	\$1,245,000	-51%	\$64,381,787	657%
<b>Land</b>	\$24,463,250	95%	\$19,366,676	-5%	\$8,063,000	-56%	\$17,952,000	35%	\$69,844,926	8%
<b>Total</b>	\$159,523,226	18%	\$172,088,146	1%	\$162,786,336	4%	\$210,837,385	4%	\$705,235,093	6%



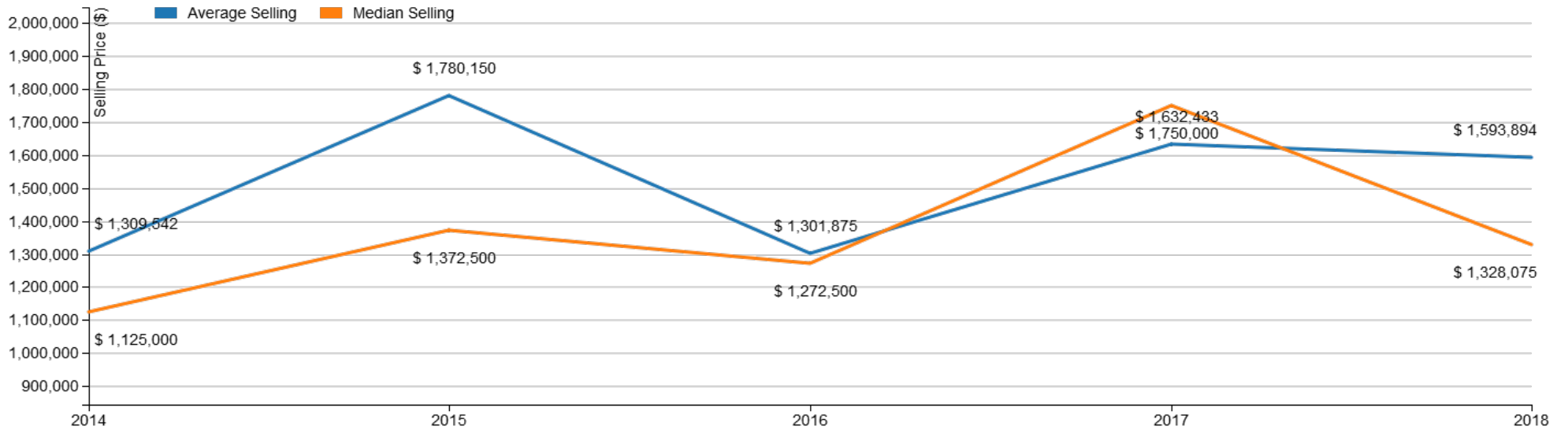
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Aquinnah

## Summary: Single/Multi-Family Sales 2018

Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	12	-	\$1,309,542	-	\$1,125,000	-	93%	-	\$15,714,500	-	516
2015	10	-17%	\$1,780,150	36%	\$1,372,500	22%	90%	-4%	\$17,801,500	13%	381
2016	8	-20%	\$1,301,875	-27%	\$1,272,500	-7%	113%	26%	\$10,415,000	-41%	375
2017	9	13%	\$1,632,433	25%	\$1,750,000	38%	116%	3%	\$14,691,900	41%	580
2018	8	-11%	\$1,593,894	-2%	\$1,328,075	-24%	116%	0%	\$12,751,150	-13%	301

Average / Median Selling Price

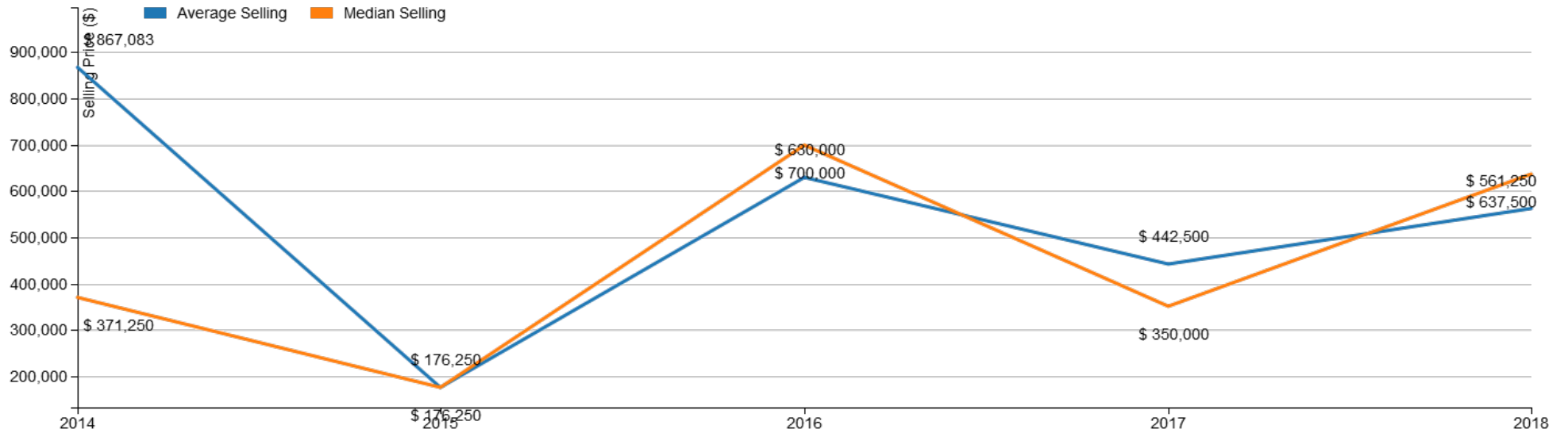


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## Aquinnah Summary: Land Sales 2018

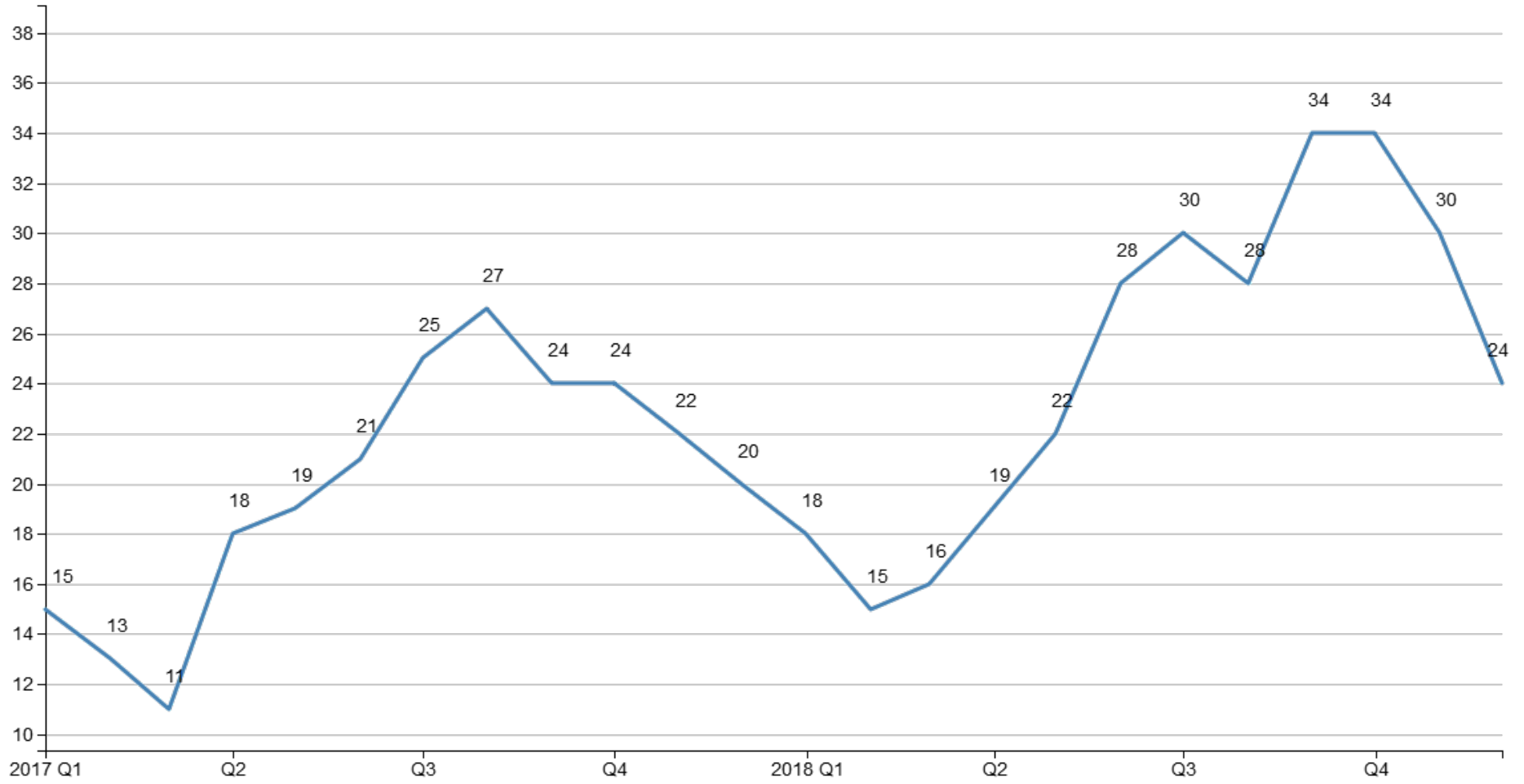
Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	6	-	\$867,083	-	\$371,250	-	108%	-	\$5,202,500	-	645
2015	2	-67%	\$176,250	-80%	\$176,250	-53%	65%	-40%	\$352,500	-93%	40
2016	3	50%	\$630,000	257%	\$700,000	297%	103%	60%	\$1,890,000	436%	857
2017	5	67%	\$442,500	-30%	\$350,000	-50%	120%	16%	\$2,212,500	17%	212
2018	4	-20%	\$561,250	27%	\$637,500	82%	82%	-32%	\$2,245,000	1%	415

Average / Median Selling Price



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## Aquinnah Inventory 2018

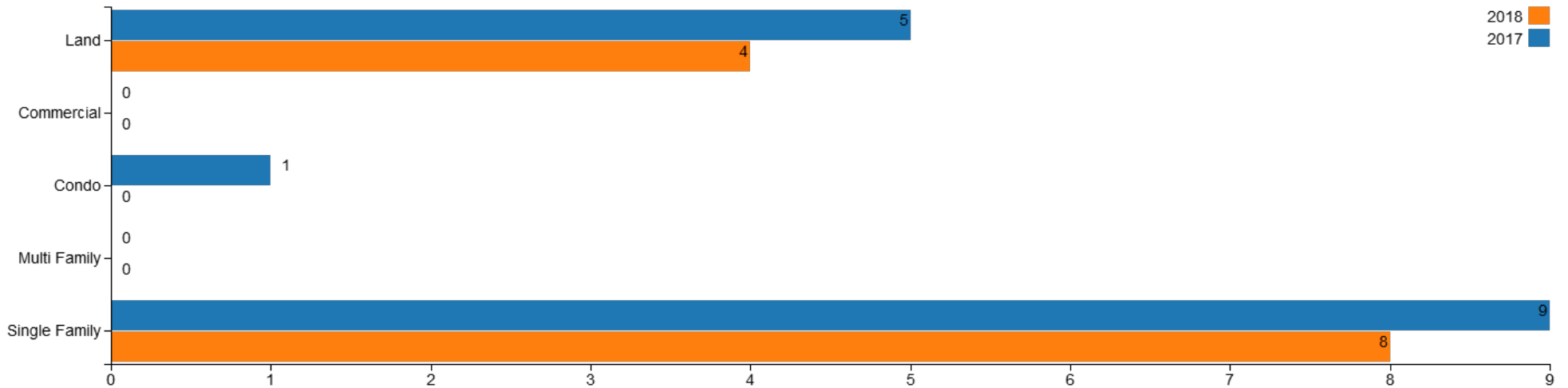


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Aquinnah

## Quarterly Comparison: Total Number of Sales 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	0	-	0	-	4	33%	4	33%	8	-20%
- Single Family	0	-	0	-	4	33%	4	33%	8	-11%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	1	0%	1	0%	2	100%	0	-	4	-20%
<b>Total</b>	1	-67%	1	-67%	6	50%	4	-20%	12	-20%

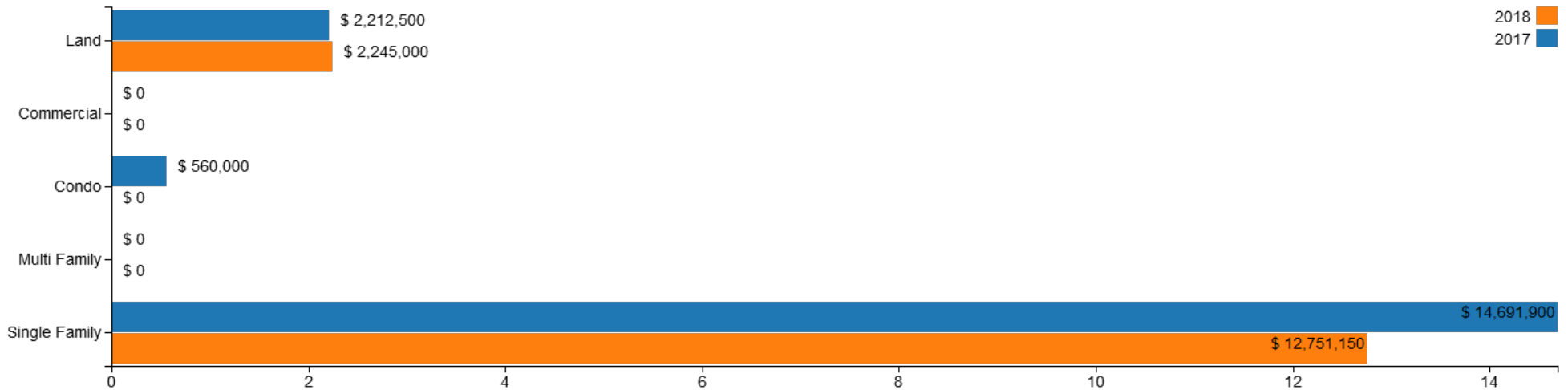


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Aquinnah

## Quarterly Comparison: Total Dollar Volume 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	-	-	-	-	\$6,316,150	45%	\$6,435,000	17%	\$12,751,150	-16%
- Single Family	-	-	-	-	\$6,316,150	45%	\$6,435,000	17%	\$12,751,150	-13%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$135,000	-87%	\$835,000	72%	\$1,275,000	264%	-	-	\$2,245,000	1%
<b>Total</b>	\$135,000	-97%	\$835,000	-71%	\$7,591,150	62%	\$6,435,000	9%	\$14,996,150	-14%





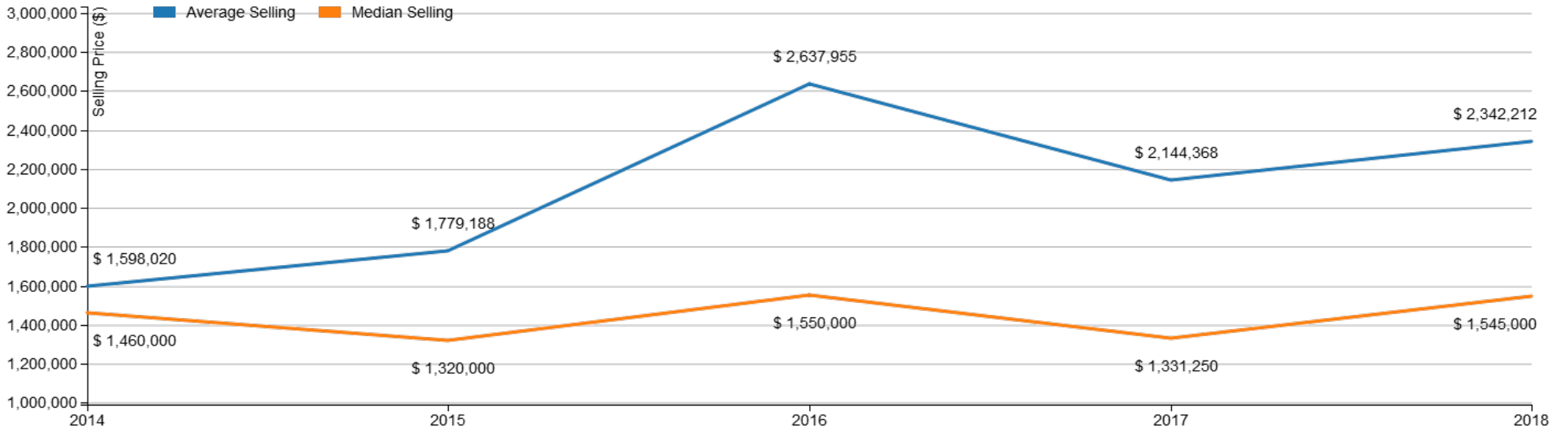
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Chilmark

## Summary: Single/Multi-Family Sales 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	25	-	\$1,598,020	-	\$1,460,000	-	97%	-	\$39,950,500	-	347
2015	29	16%	\$1,779,188	11%	\$1,320,000	-10%	107%	11%	\$51,596,456	29%	487
2016	39	34%	\$2,637,955	48%	\$1,550,000	17%	207%	94%	\$102,880,229	99%	309
2017	38	-3%	\$2,144,368	-19%	\$1,331,250	-14%	114%	-45%	\$81,486,000	-21%	397
2018	26	-32%	\$2,342,212	9%	\$1,545,000	16%	121%	6%	\$60,897,500	-25%	220

Average / Median Selling Price

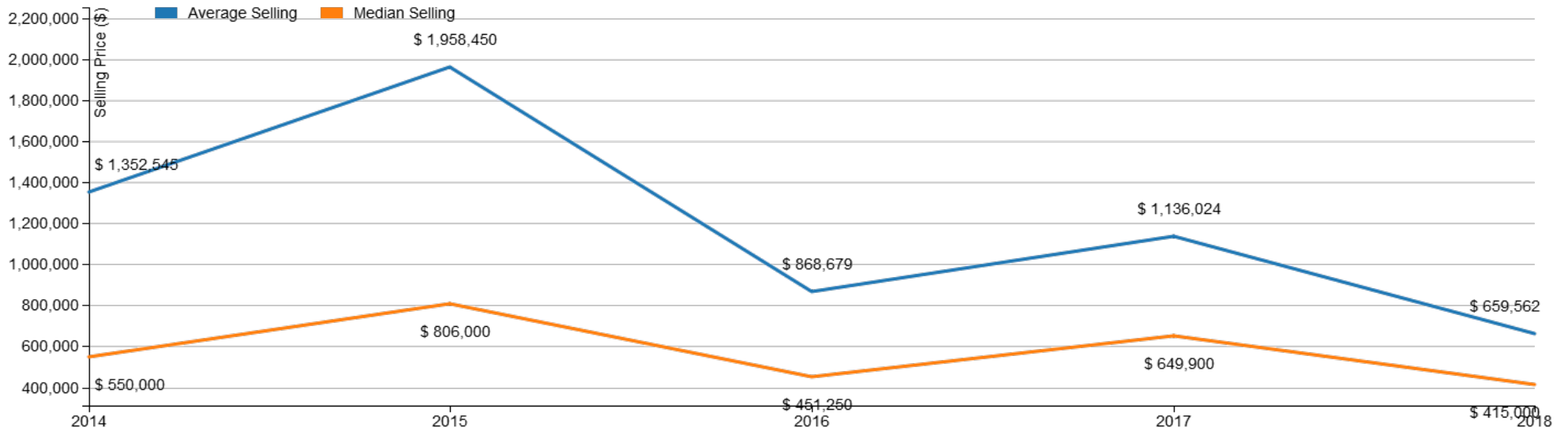


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## Chilmark Summary: Land Sales 2018

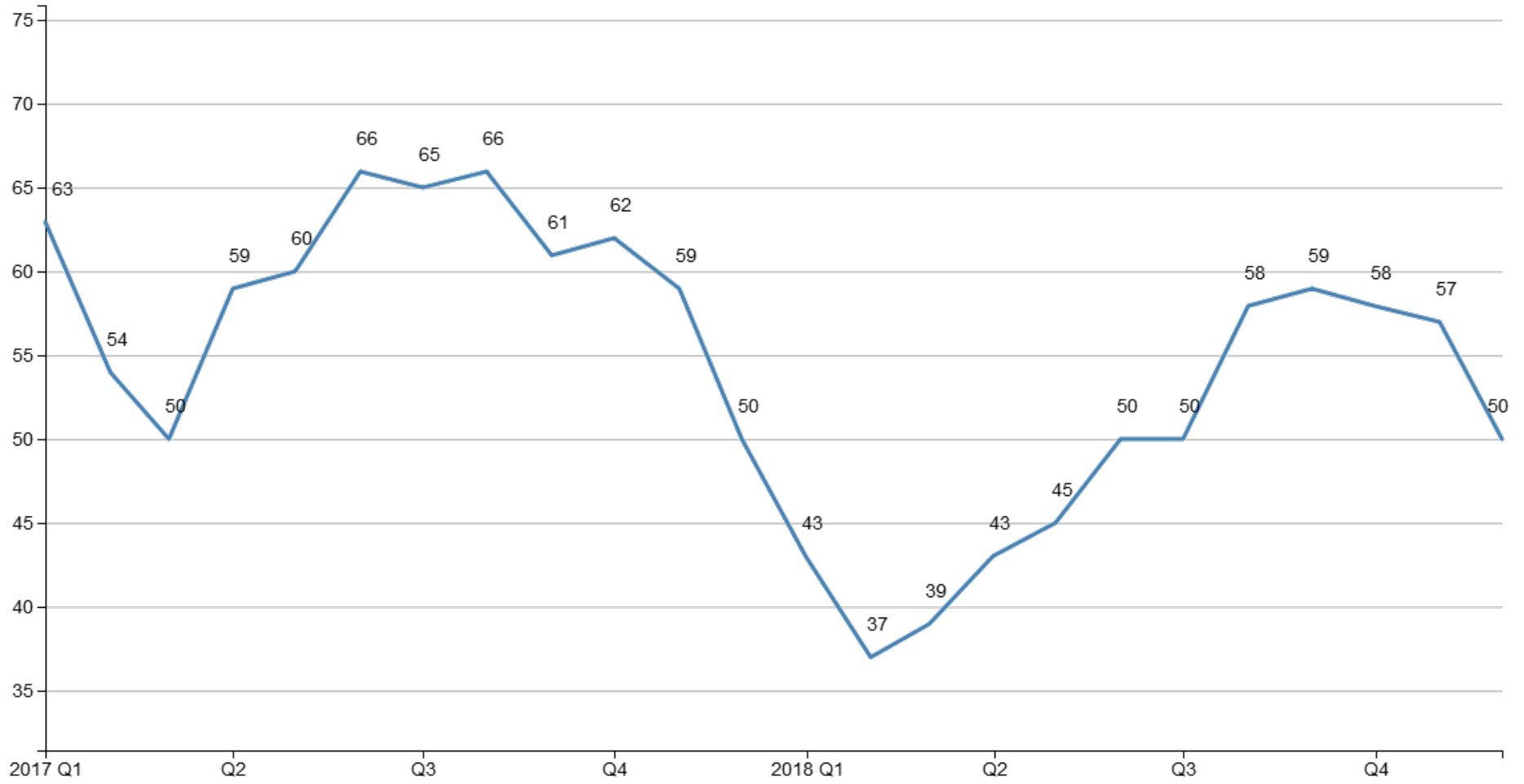
Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2014	11	-	\$1,352,545	-	\$550,000	-	86%	-	\$14,878,000	-	360
2015	10	-9%	\$1,958,450	45%	\$806,000	47%	1,004%	1,064%	\$19,584,500	32%	304
2016	14	40%	\$868,679	-56%	\$451,250	-44%	116%	-88%	\$12,161,500	-38%	535
2017	17	21%	\$1,136,024	31%	\$649,900	44%	105%	-9%	\$19,312,400	59%	343
2018	16	-6%	\$659,563	-42%	\$415,000	-36%	162%	54%	\$10,553,000	-45%	362

Average / Median Selling Price



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## Chilmark Inventory 2018

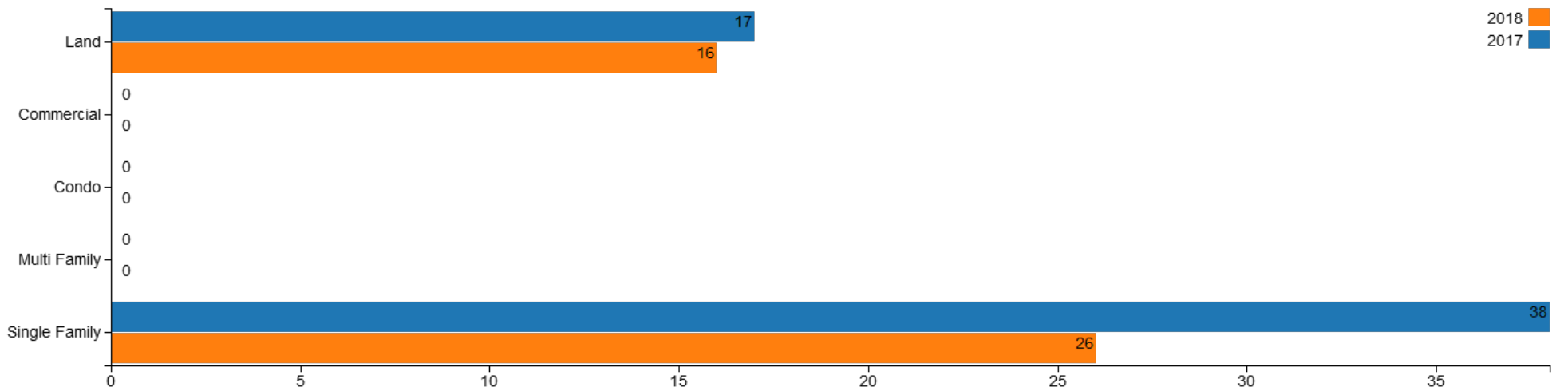




Chilmark

Quarterly Comparison: Total Number of Sales  
2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	8	-11%	4	-43%	6	-33%	8	-38%	26	-32%
- Single Family	8	-11%	4	-43%	6	-33%	8	-38%	26	-32%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	4	100%	7	250%	4	-56%	1	-75%	16	-6%
<b>Total</b>	12	9%	11	22%	10	-44%	9	-47%	42	-24%

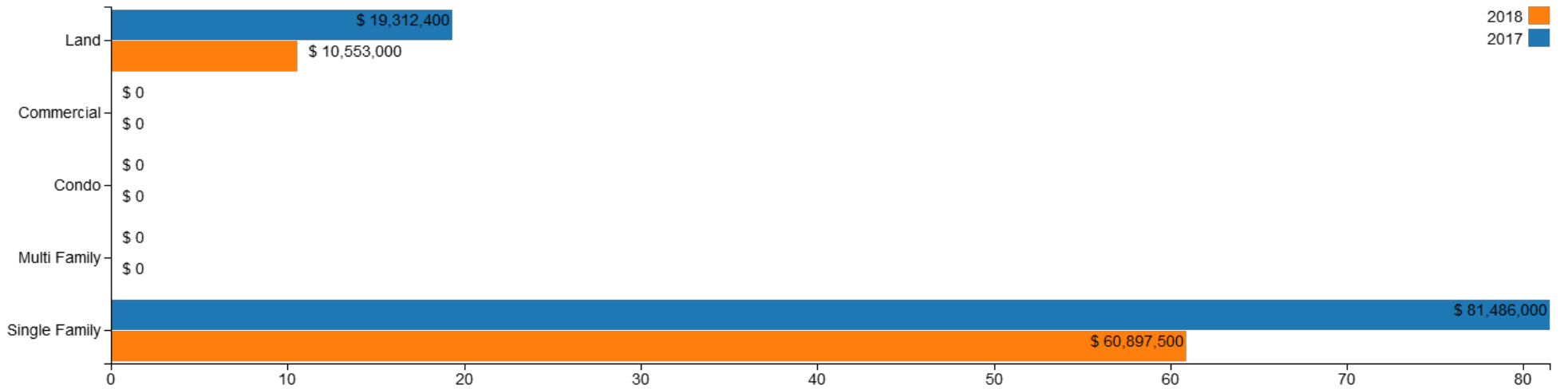




Chilmark

Quarterly Comparison: Total Dollar Volume  
2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$11,970,000	-56%	\$20,035,000	95%	\$8,422,500	-46%	\$20,470,000	-27%	\$60,897,500	-25%
- Single Family	\$11,970,000	-56%	\$20,035,000	95%	\$8,422,500	-46%	\$20,470,000	-27%	\$60,897,500	-25%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$2,447,000	151%	\$6,386,000	40%	\$1,200,000	-85%	\$520,000	-91%	\$10,553,000	-45%
<b>Total</b>	\$14,417,000	-49%	\$26,421,000	78%	\$9,622,500	-59%	\$20,990,000	-38%	\$71,450,500	-29%



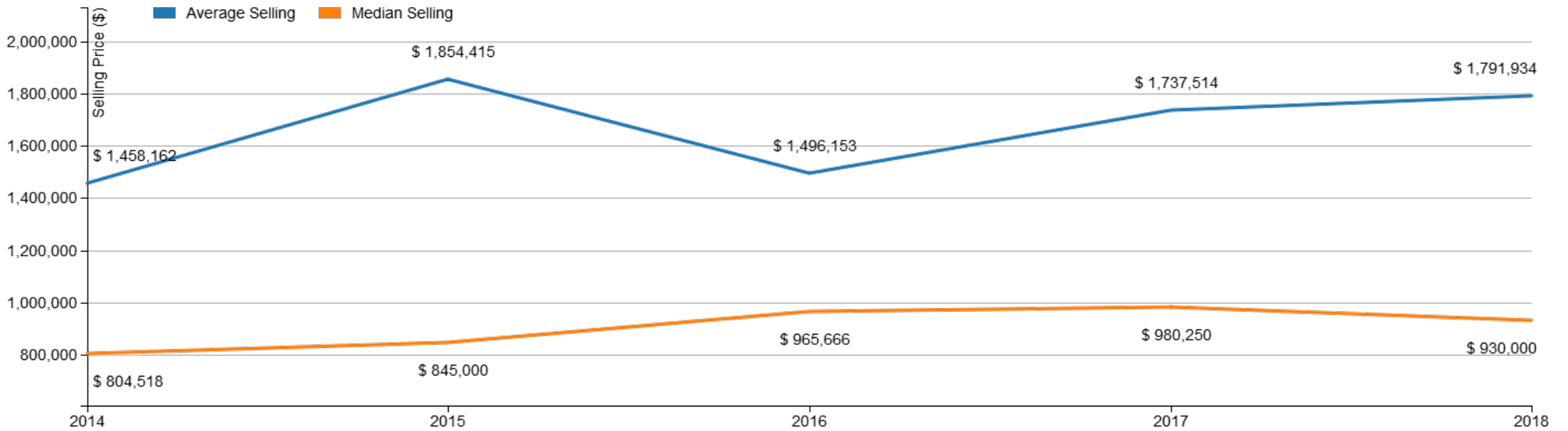
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Edgartown

## Summary: Single/Multi-Family Sales 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	116	-	\$1,458,162	-	\$804,519	-	121%	-	\$169,146,785	-	291
2015	166	43%	\$1,854,415	27%	\$845,000	5%	132%	9%	\$307,832,811	82%	271
2016	130	-22%	\$1,496,153	-19%	\$965,667	14%	136%	3%	\$194,499,858	-37%	267
2017	144	11%	\$1,737,514	16%	\$980,250	2%	138%	2%	\$250,201,987	29%	211
2018	148	3%	\$1,791,934	3%	\$930,000	-5%	137%	-1%	\$265,206,208	6%	204

Average / Median Selling Price

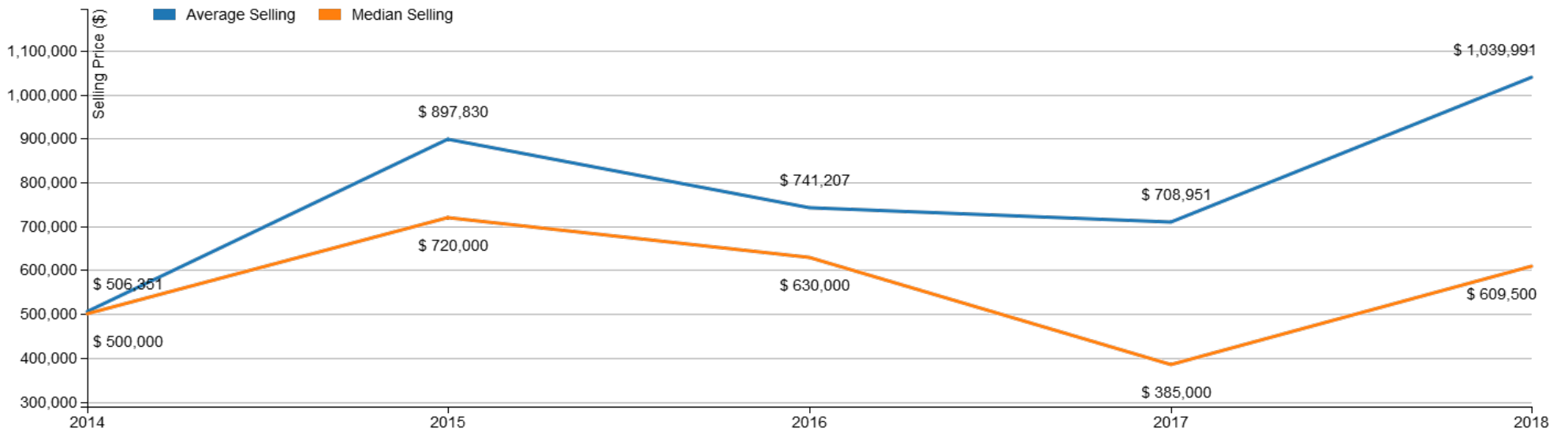


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## Edgartown Summary: Land Sales 2018

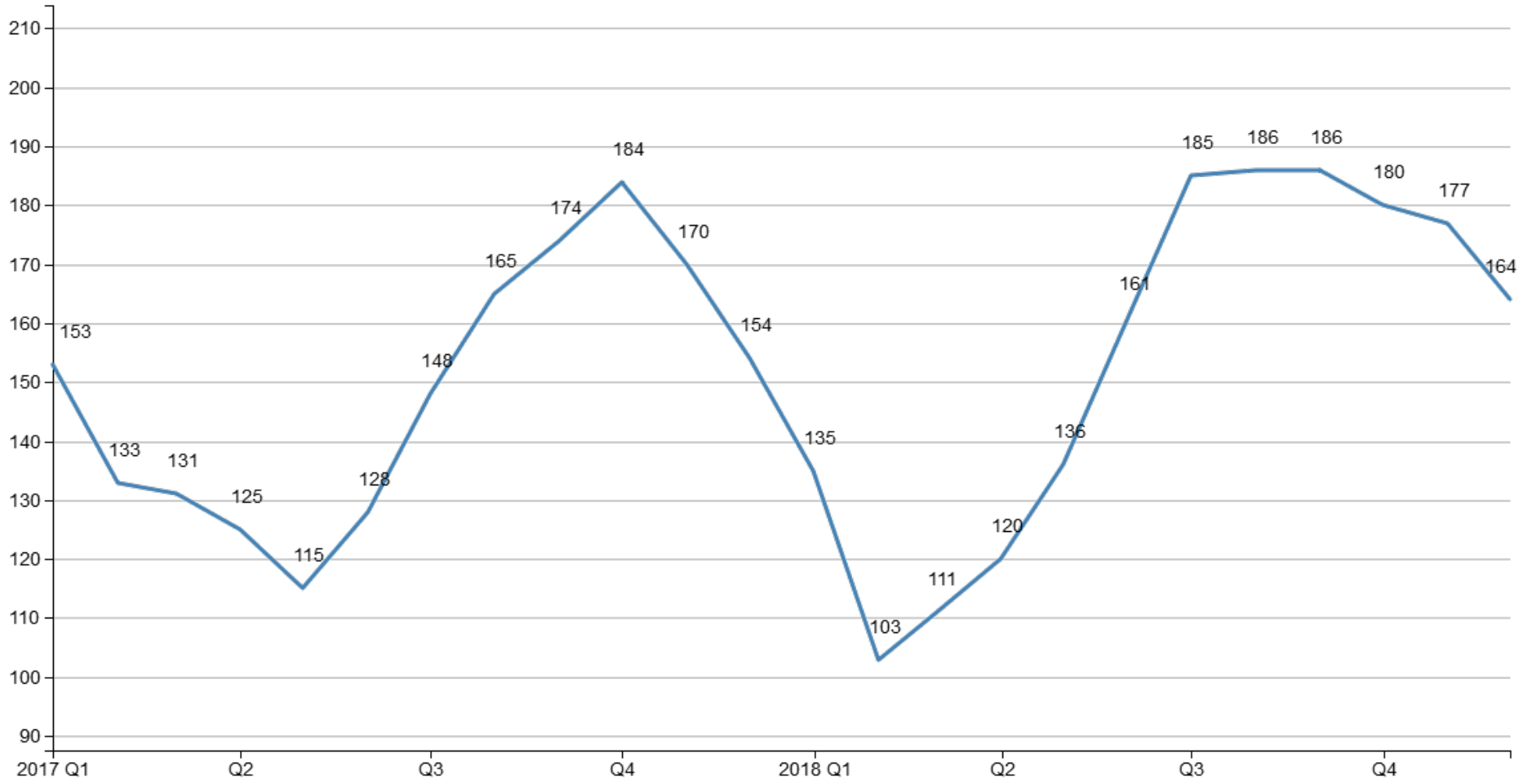
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	19	-	\$506,351	-	\$500,000	-	200%	-	\$9,620,677	-	517
2015	41	116%	\$897,830	77%	\$720,000	44%	174%	-13%	\$36,811,030	283%	450
2016	29	-29%	\$741,207	-17%	\$630,000	-13%	187%	7%	\$21,495,000	-42%	288
2017	29	0%	\$708,951	-4%	\$385,000	-39%	213%	14%	\$20,559,567	-4%	368
2018	28	-3%	\$1,039,991	47%	\$609,500	58%	170%	-20%	\$29,119,738	42%	232

Average / Median Selling Price



# LINK

## Edgartown Inventory 2018



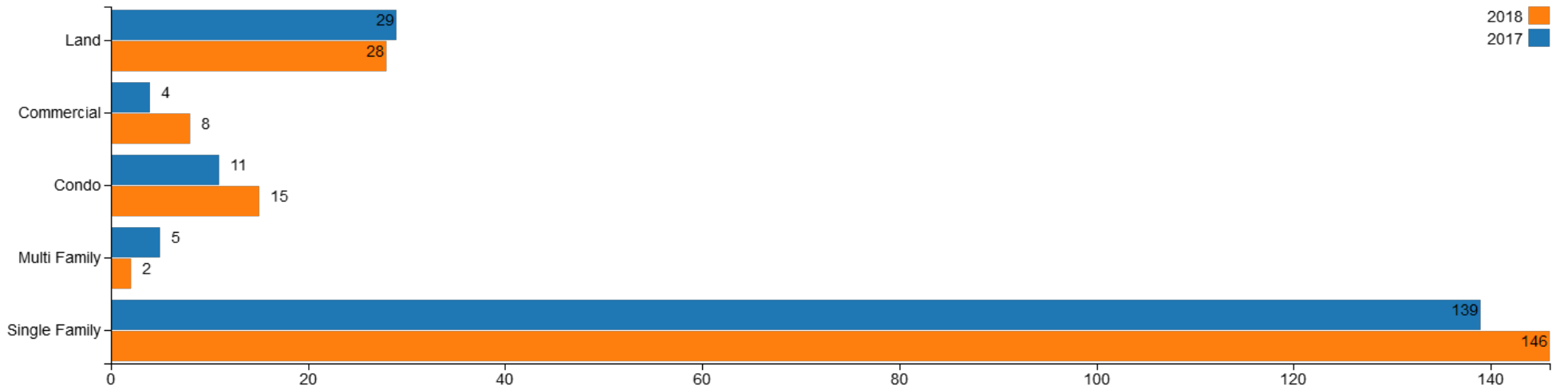


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Edgartown

## Quarterly Comparison: Total Number of Sales 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	29	32%	36	-10%	41	-2%	57	12%	163	5%
- Single Family	26	37%	35	-8%	34	-6%	51	11%	146	5%
- Multi Family	0	-	0	-	0	-	2	-33%	2	-60%
- Condo	3	0%	1	-50%	7	75%	4	100%	15	36%
<b>Commercial</b>	4	100%	2	-	1	-50%	1	-	8	100%
<b>Land</b>	5	-55%	10	43%	4	-56%	9	350%	28	-3%
<b>Total</b>	38	9%	48	2%	46	-13%	67	26%	199	6%

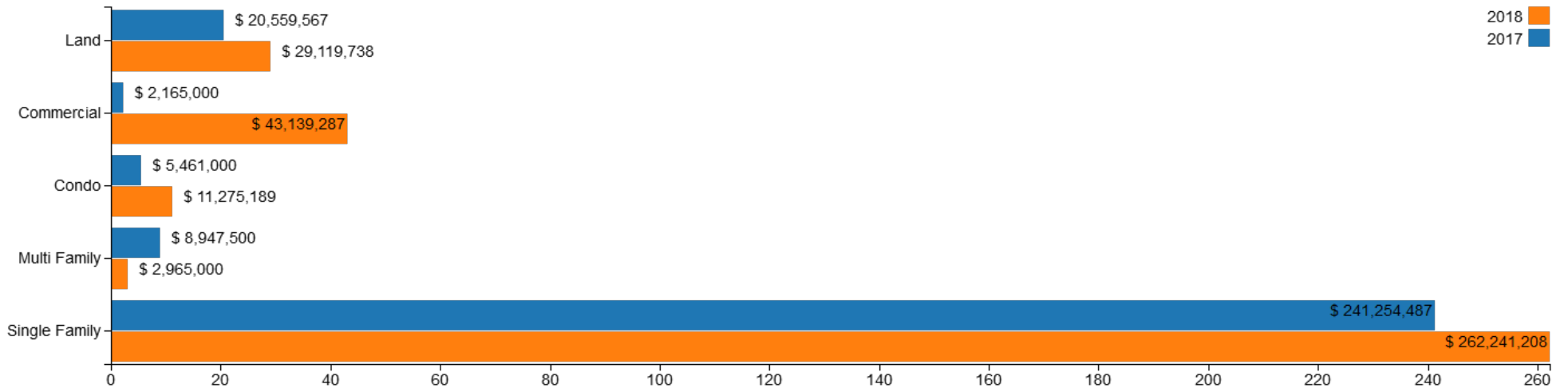


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Edgartown

## Quarterly Comparison: Total Dollar Volume 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$44,090,539	14%	\$60,630,500	-23%	\$75,358,898	43%	\$96,401,460	13%	\$276,481,397	8%
- Single Family	\$42,148,000	13%	\$58,130,500	-25%	\$71,023,748	55%	\$90,938,960	13%	\$262,241,208	9%
- Multi Family	-	-	-	-	-	-	\$2,965,000	-31%	\$2,965,000	-67%
- Condo	\$1,942,539	30%	\$2,500,000	136%	\$4,335,150	106%	\$2,497,500	212%	\$11,275,189	106%
<b>Commercial</b>	\$33,485,287	6,597%	\$8,399,000	-	\$660,000	-60%	\$595,000	-	\$43,139,287	1,893%
<b>Land</b>	\$14,101,250	187%	\$6,988,988	-32%	\$2,700,000	-43%	\$5,329,500	788%	\$29,119,738	42%
<b>Total</b>	<b>\$91,677,076</b>	<b>108%</b>	<b>\$76,018,488</b>	<b>-15%</b>	<b>\$78,718,898</b>	<b>33%</b>	<b>\$102,325,960</b>	<b>19%</b>	<b>\$348,740,422</b>	<b>25%</b>



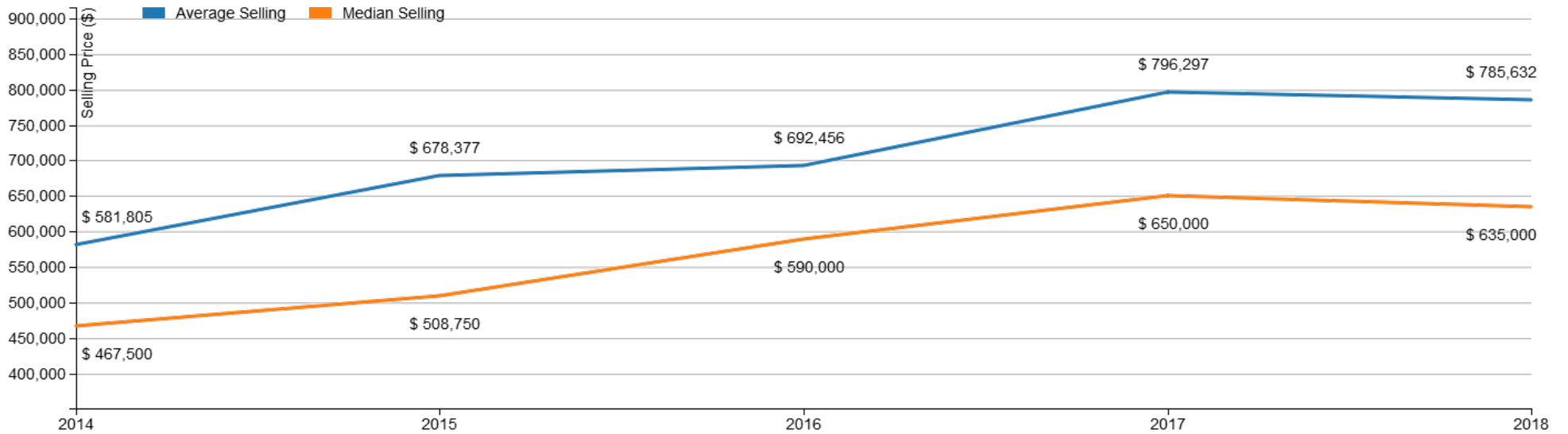
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## Oak Bluffs

### Summary: Single/Multi-Family Sales 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	121	-	\$581,805	-	\$467,500	-	110%	-	\$70,398,350	-	264
2015	106	-12%	\$678,377	17%	\$508,750	9%	125%	14%	\$71,907,928	2%	240
2016	110	4%	\$692,456	2%	\$590,000	16%	123%	-2%	\$76,170,201	6%	225
2017	101	-8%	\$796,297	15%	\$650,000	10%	128%	4%	\$80,426,016	6%	209
2018	121	20%	\$785,632	-1%	\$635,000	-2%	132%	3%	\$95,061,495	18%	191

### Average / Median Selling Price

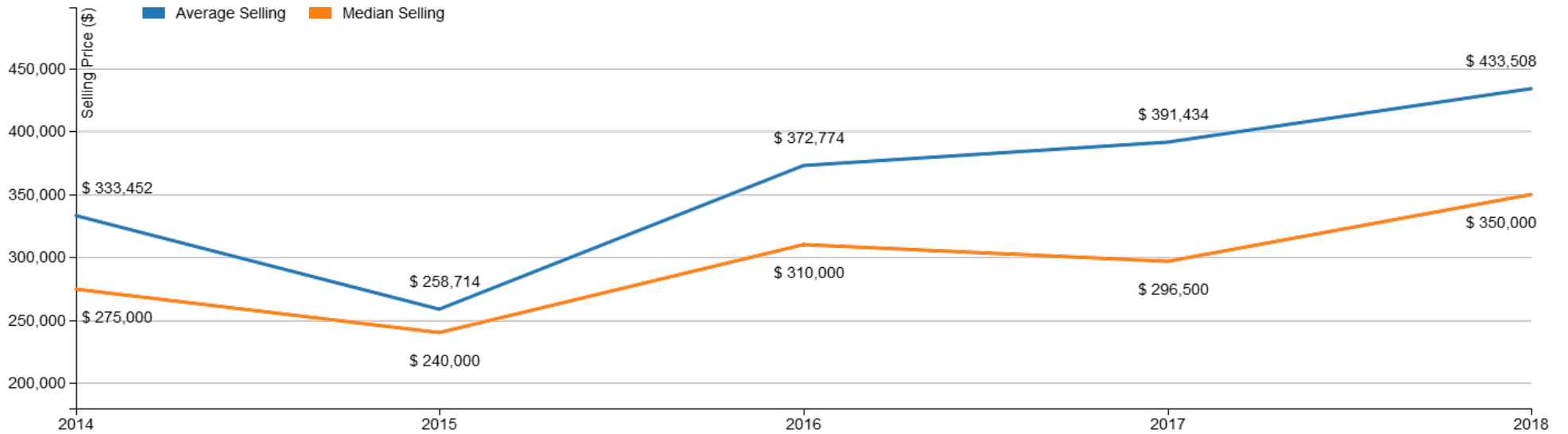


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## Oak Bluffs Summary: Land Sales 2018

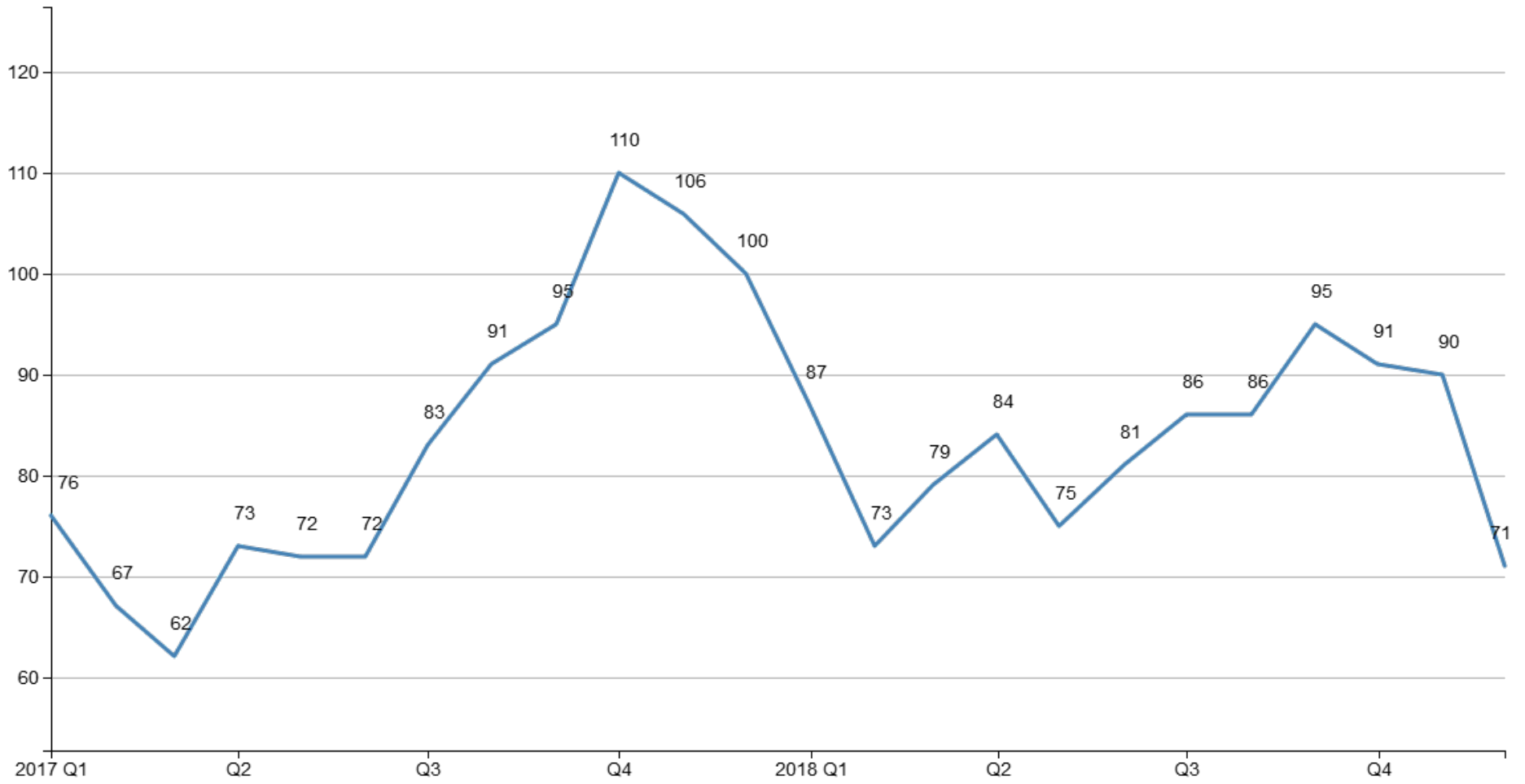
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	21	-	\$333,452	-	\$275,000	-	106%	-	\$7,002,500	-	387
2015	14	-33%	\$258,714	-22%	\$240,000	-13%	98%	-7%	\$3,622,000	-48%	505
2016	27	93%	\$372,774	44%	\$310,000	29%	130%	33%	\$10,064,900	178%	782
2017	21	-22%	\$391,434	5%	\$296,500	-4%	179%	38%	\$8,220,110	-18%	266
2018	23	10%	\$433,508	11%	\$350,000	18%	128%	-28%	\$9,970,688	21%	264

Average / Median Selling Price



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## Oak Bluffs Inventory 2018

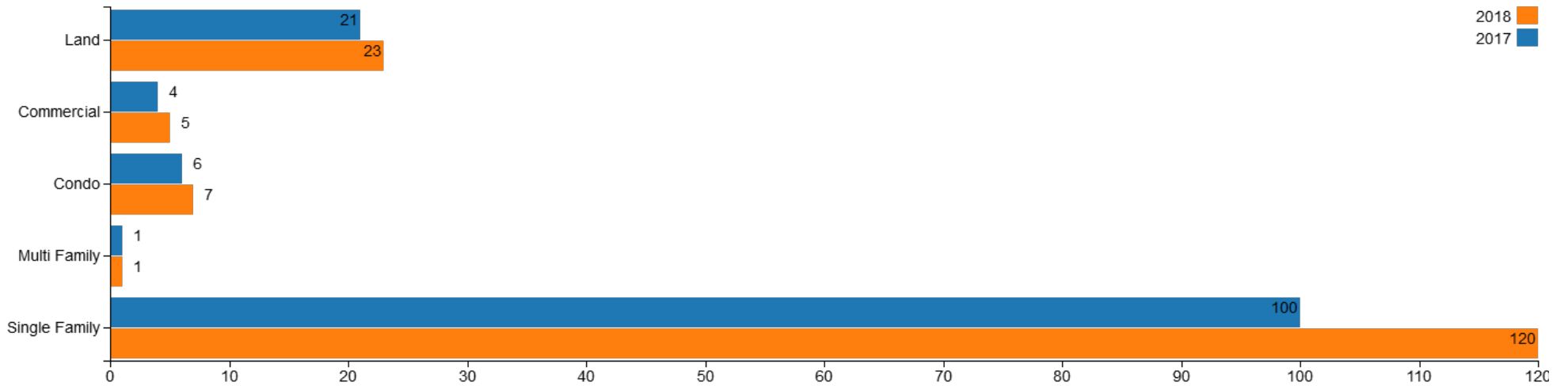


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## Oak Bluffs

### Quarterly Comparison: Total Number of Sales 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	29	-12%	42	40%	26	63%	31	11%	128	20%
- Single Family	28	-3%	38	31%	24	50%	30	15%	120	20%
- Multi Family	0	-	0	-	1	-	0	-	1	0%
- Condo	1	-67%	4	300%	1	-	1	-50%	7	17%
<b>Commercial</b>	1	0%	2	-	1	0%	1	-50%	5	25%
<b>Land</b>	2	-71%	3	-40%	5	0%	13	225%	23	10%
<b>Total</b>	32	-22%	47	34%	32	45%	45	32%	156	18%

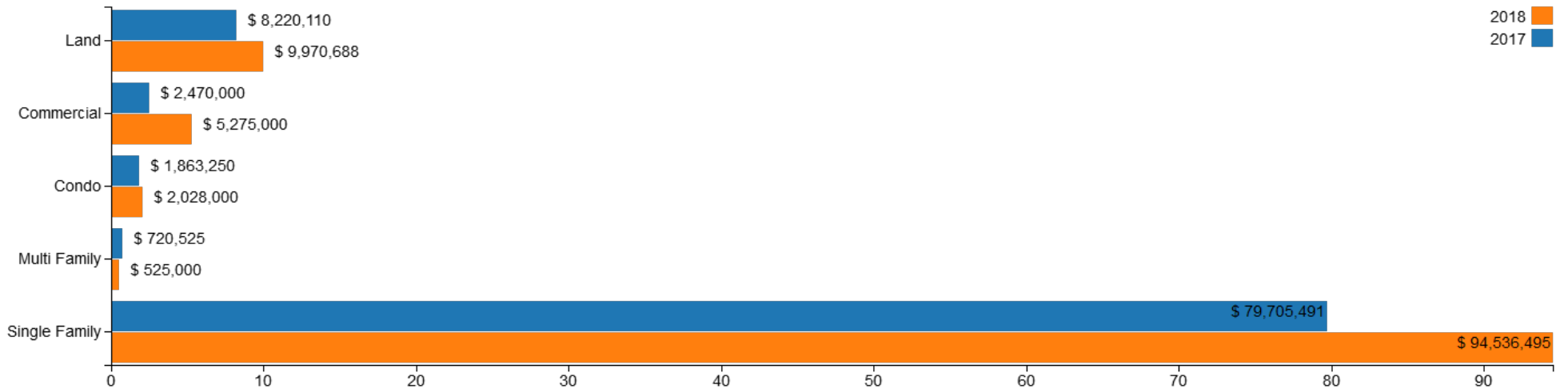


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## Oak Bluffs

### Quarterly Comparison: Total Dollar Volume 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$18,832,750	-17%	\$28,967,895	42%	\$24,817,700	63%	\$24,471,150	1%	\$97,089,495	18%
- Single Family	\$18,402,750	-13%	\$28,411,895	43%	\$23,792,700	57%	\$23,929,150	2%	\$94,536,495	19%
- Multi Family	-	-	-	-	\$525,000	-	-	-	\$525,000	-27%
- Condo	\$430,000	-45%	\$556,000	15%	\$500,000	-	\$542,000	-10%	\$2,028,000	9%
<b>Commercial</b>	\$975,000	13%	\$1,350,000	-	\$2,300,000	1,338%	\$650,000	-55%	\$5,275,000	114%
<b>Land</b>	\$1,315,000	-37%	\$1,045,188	-60%	\$1,968,000	26%	\$5,642,500	189%	\$9,970,688	21%
<b>Total</b>	\$21,122,750	-17%	\$31,363,083	36%	\$29,085,700	72%	\$30,763,650	12%	\$112,335,183	21%



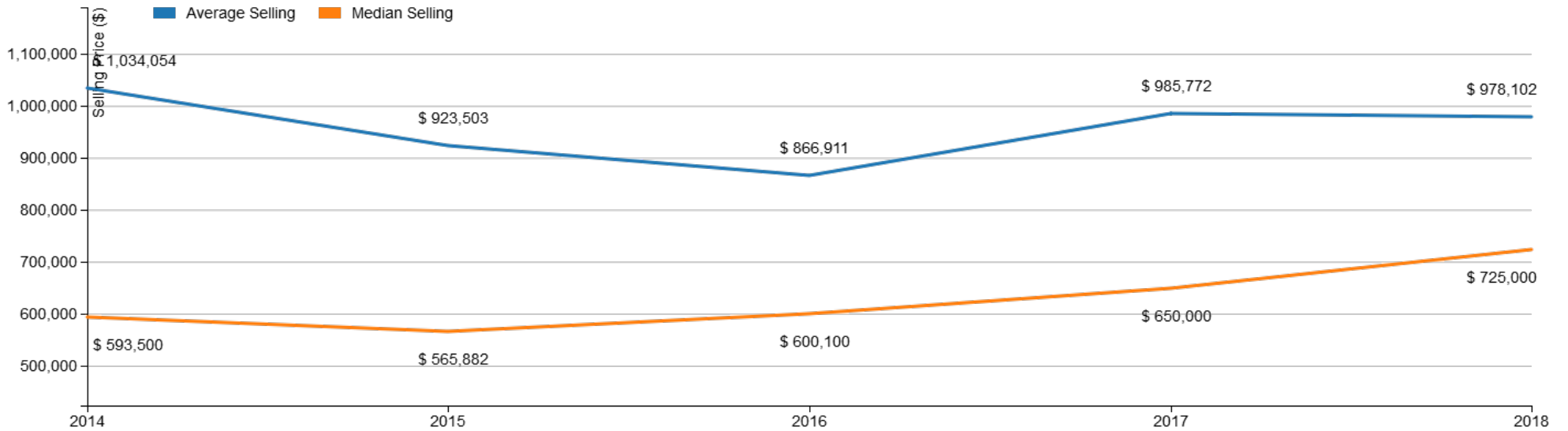
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## Vineyard Haven

### Summary: Single/Multi-Family Sales 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	68	-	\$1,034,054	-	\$593,500	-	104%	-	\$70,315,650	-	250
2015	82	21%	\$923,503	-11%	\$565,882	-5%	123%	19%	\$75,727,260	8%	286
2016	87	6%	\$866,911	-6%	\$600,100	6%	120%	-2%	\$75,421,232	0%	308
2017	95	9%	\$985,772	14%	\$650,000	8%	135%	13%	\$93,648,300	24%	238
2018	75	-21%	\$978,102	-1%	\$725,000	12%	136%	0%	\$73,357,625	-22%	203

### Average / Median Selling Price



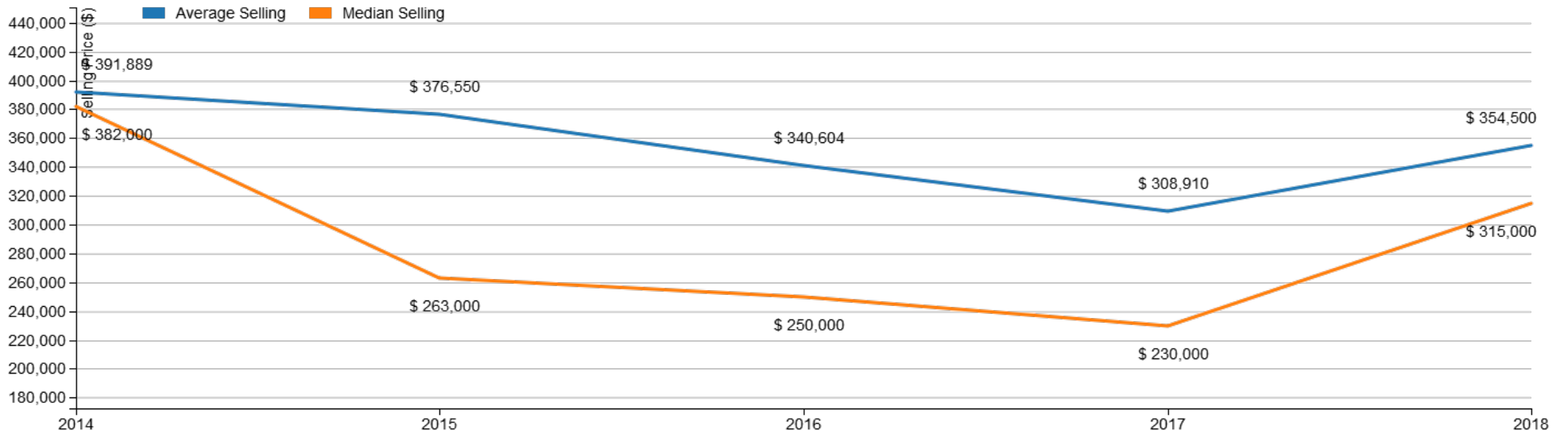


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## Vineyard Haven Summary: Land Sales 2018

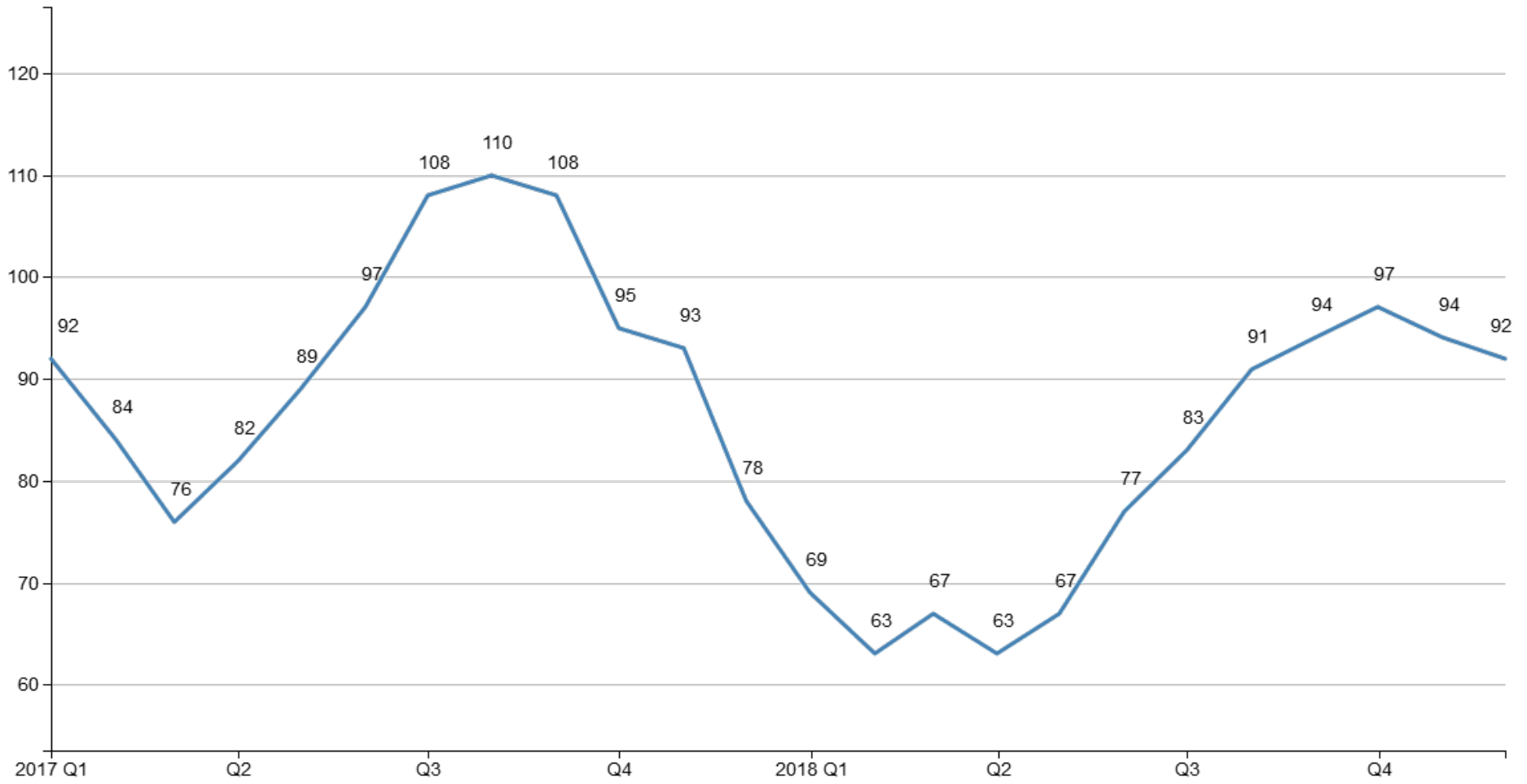
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	9	-	\$391,889	-	\$382,000	-	101%	-	\$3,526,998	-	492
2015	15	67%	\$376,550	-4%	\$263,000	-31%	130%	29%	\$5,648,250	60%	569
2016	24	60%	\$340,604	-10%	\$250,000	-5%	106%	-19%	\$8,174,500	45%	416
2017	17	-29%	\$308,910	-9%	\$230,000	-8%	100%	-5%	\$5,251,469	-36%	257
2018	12	-29%	\$354,500	15%	\$315,000	37%	118%	18%	\$4,254,000	-19%	192

Average / Median Selling Price



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## Vineyard Haven Inventory 2018

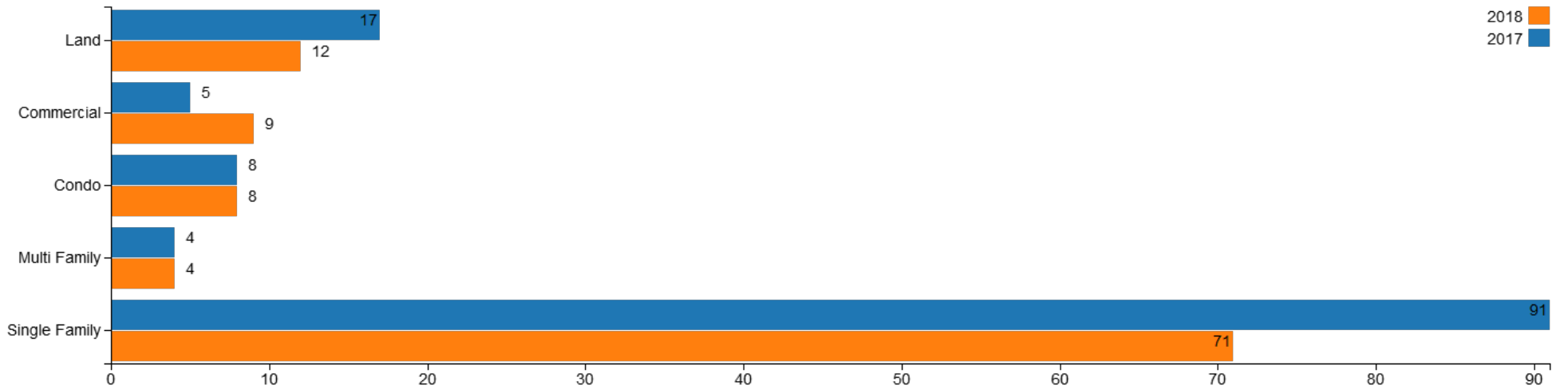




Vineyard Haven

Quarterly Comparison: Total Number of Sales  
2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	16	-6%	22	-15%	21	-19%	24	-29%	83	-19%
- Single Family	13	-19%	19	-14%	18	-22%	21	-30%	71	-22%
- Multi Family	3	-	1	-	0	-	0	-	4	0%
- Condo	0	-	2	-50%	3	200%	3	50%	8	0%
<b>Commercial</b>	1	-67%	3	200%	5	-	0	-	9	80%
<b>Land</b>	4	-43%	5	0%	2	-33%	1	-50%	12	-29%
<b>Total</b>	21	-22%	30	-6%	28	-3%	25	-32%	104	-17%

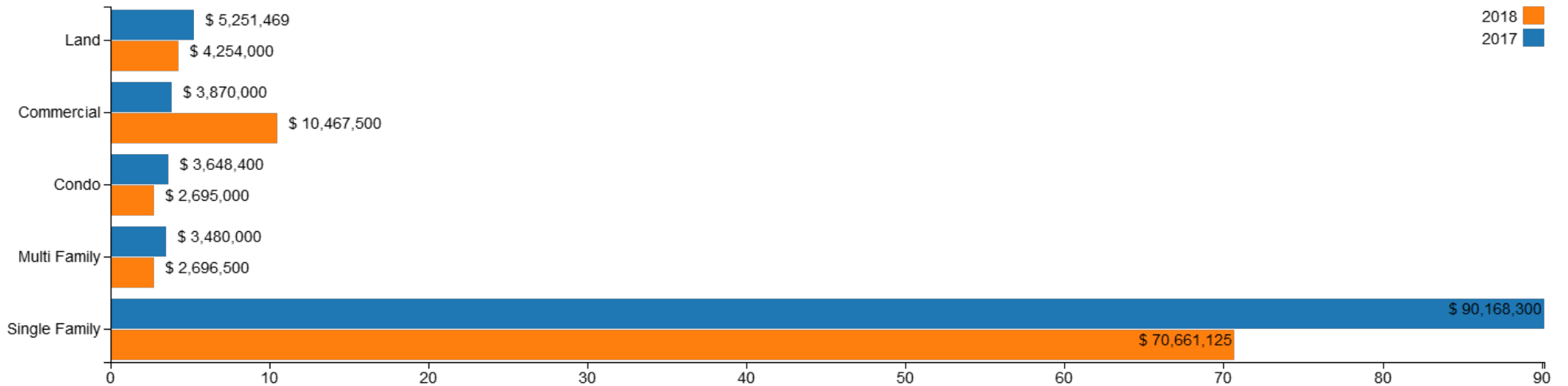


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## Vineyard Haven

### Quarterly Comparison: Total Dollar Volume 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$13,442,900	18%	\$16,774,000	-24%	\$20,019,250	-26%	\$25,816,475	-29%	\$76,052,625	-22%
- Single Family	\$11,553,900	6%	\$15,546,500	-23%	\$19,211,750	-24%	\$24,348,975	-28%	\$70,661,125	-22%
- Multi Family	\$1,889,000	-	\$807,500	-	-	-	-	-	\$2,696,500	-23%
- Condo	-	-	\$420,000	-80%	\$807,500	128%	\$1,467,500	110%	\$2,695,000	-26%
<b>Commercial</b>	\$940,000	-63%	\$2,045,000	923%	\$7,482,500	-	-	-	\$10,467,500	170%
<b>Land</b>	\$1,500,000	-41%	\$1,844,000	24%	\$610,000	-16%	\$300,000	-40%	\$4,254,000	-19%
<b>Total</b>	\$15,882,900	-4%	\$20,663,000	-13%	\$28,111,750	1%	\$26,116,475	-31%	\$90,774,125	-15%



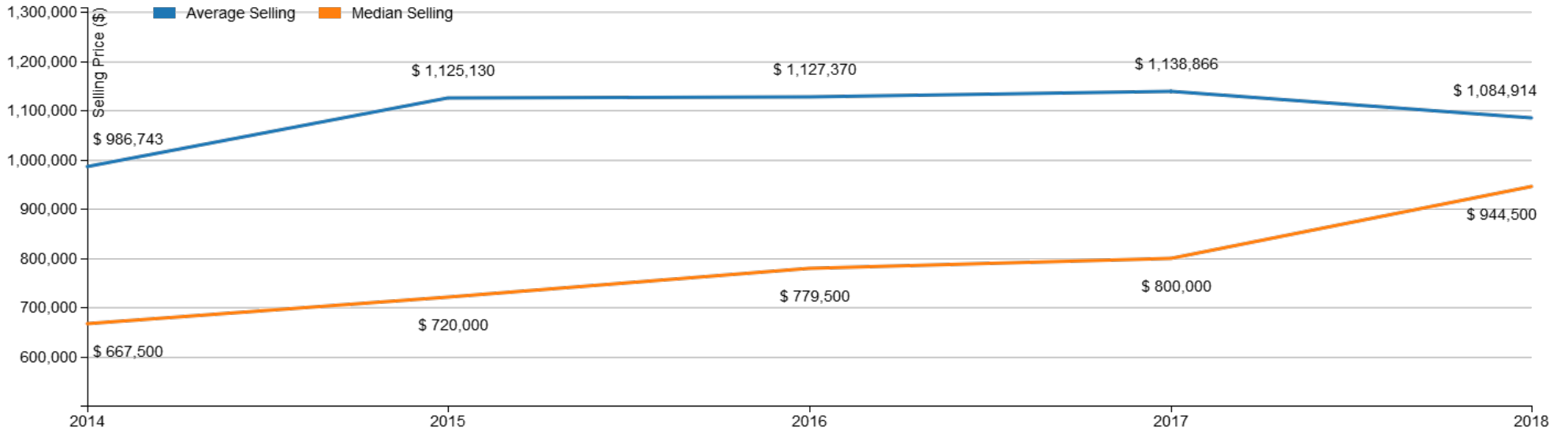
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West Tisbury

## Summary: Single/Multi-Family Sales 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	36	-	\$986,743	-	\$667,500	-	103%	-	\$35,522,750	-	296
2015	41	14%	\$1,125,130	14%	\$720,000	8%	123%	19%	\$46,130,334	30%	293
2016	55	34%	\$1,127,370	0%	\$779,500	8%	111%	-10%	\$62,005,350	34%	244
2017	52	-5%	\$1,138,866	1%	\$800,000	3%	115%	4%	\$59,221,016	-4%	294
2018	44	-15%	\$1,084,914	-5%	\$944,500	18%	125%	9%	\$47,736,213	-19%	224

### Average / Median Selling Price

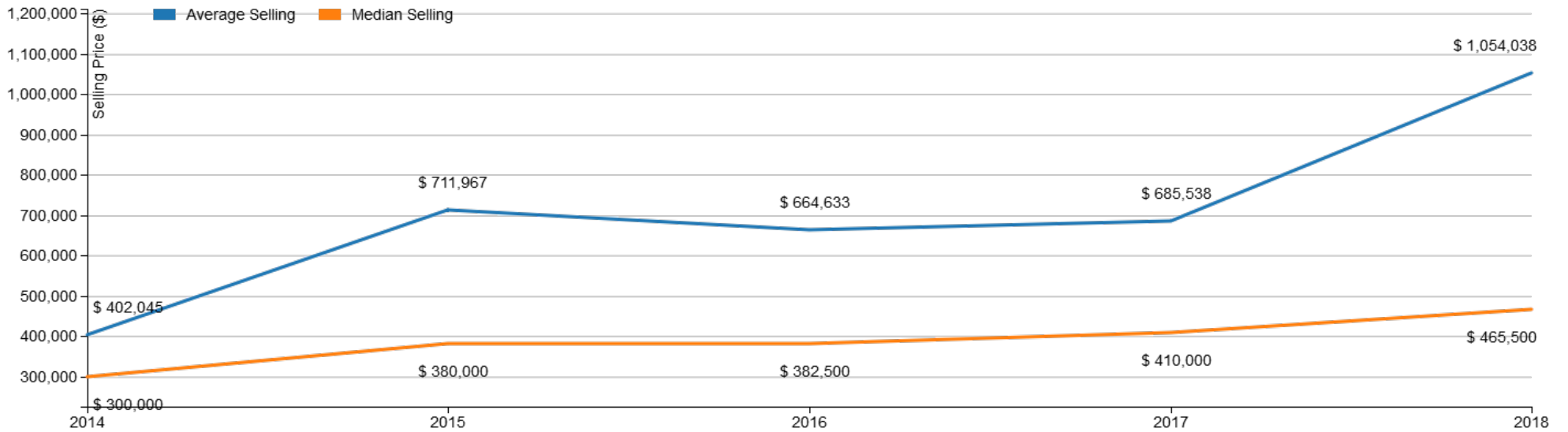


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## West Tisbury Summary: Land Sales 2018

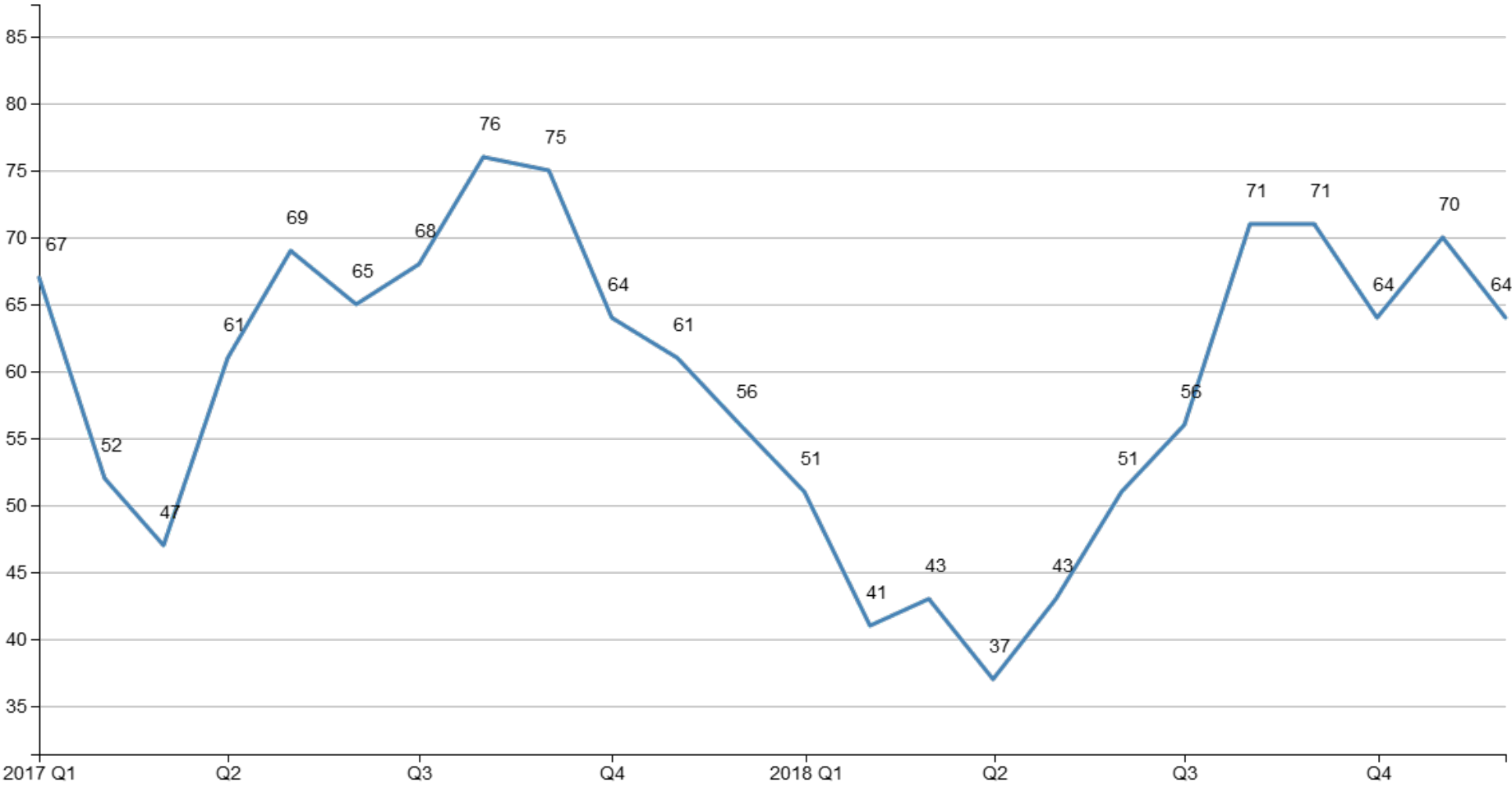
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2014	11	-	\$402,045	-	\$300,000	-	96%	-	\$4,422,500	-	396
2015	15	36%	\$711,967	77%	\$380,000	27%	119%	24%	\$10,679,500	141%	506
2016	15	0%	\$664,633	-7%	\$382,500	1%	96%	-20%	\$9,969,500	-7%	525
2017	13	-13%	\$685,538	3%	\$410,000	7%	127%	33%	\$8,912,000	-11%	384
2018	13	0%	\$1,054,038	54%	\$465,500	14%	138%	9%	\$13,702,500	54%	410

Average / Median Selling Price



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## West Tisbury Inventory 2018

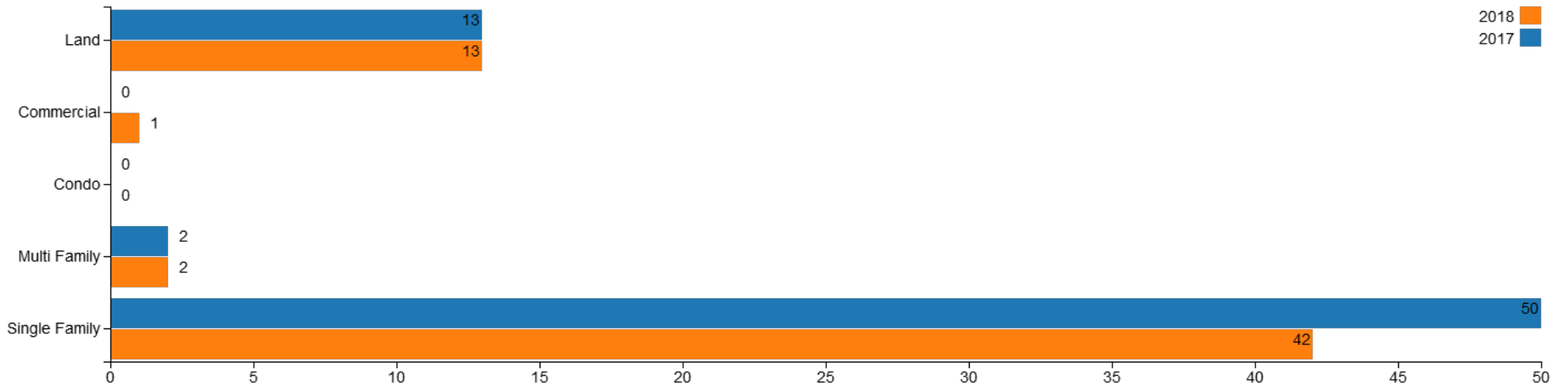


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West Tisbury

## Quarterly Comparison: Total Number of Sales 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	10	-29%	9	-40%	9	-36%	16	78%	44	-15%
- Single Family	10	-29%	7	-53%	9	-31%	16	100%	42	-16%
- Multi Family	0	-	2	-	0	-	0	-	2	0%
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	1	-	0	-	0	-	1	-
<b>Land</b>	4	100%	5	150%	1	-67%	3	-50%	13	0%
<b>Total</b>	14	-13%	15	-12%	10	-41%	19	27%	58	-11%





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West Tisbury

## Quarterly Comparison: Total Dollar Volume 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$11,323,500	-25%	\$9,020,075	-42%	\$9,346,338	-55%	\$18,046,300	133%	\$47,736,213	-19%
- Single Family	\$11,323,500	-25%	\$6,846,875	-56%	\$9,346,338	-53%	\$18,046,300	193%	\$45,563,013	-20%
- Multi Family	-	-	\$2,173,200	-	-	-	-	-	\$2,173,200	-15%
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	\$5,500,000	-	-	-	-	-	\$5,500,000	-
<b>Land</b>	\$4,965,000	375%	\$2,267,500	125%	\$310,000	-90%	\$6,160,000	59%	\$13,702,500	54%
<b>Total</b>	\$16,288,500	1%	\$16,787,575	2%	\$9,656,338	-59%	\$24,206,300	108%	\$66,938,713	-2%

