



Martha's Vineyard
Fourth Quarter 2017
Sales Summary

Explanation of Statistics

| | |
|----------|---|
| Sales | Number of sales, including non-broker transactions. We exclude non arm's length transactions. |
| %+- | Percent change from previous year [(value this year – value last year)/ value last year] |
| % Tot | Percentage of total sales |
| Avg Sell | Average (Mean) Selling Price |
| Med Sell | Median Selling Price |
| % of AV | Average Selling Price / Assessed Value |
| DTS | Average Days on Market to Sale Date. |

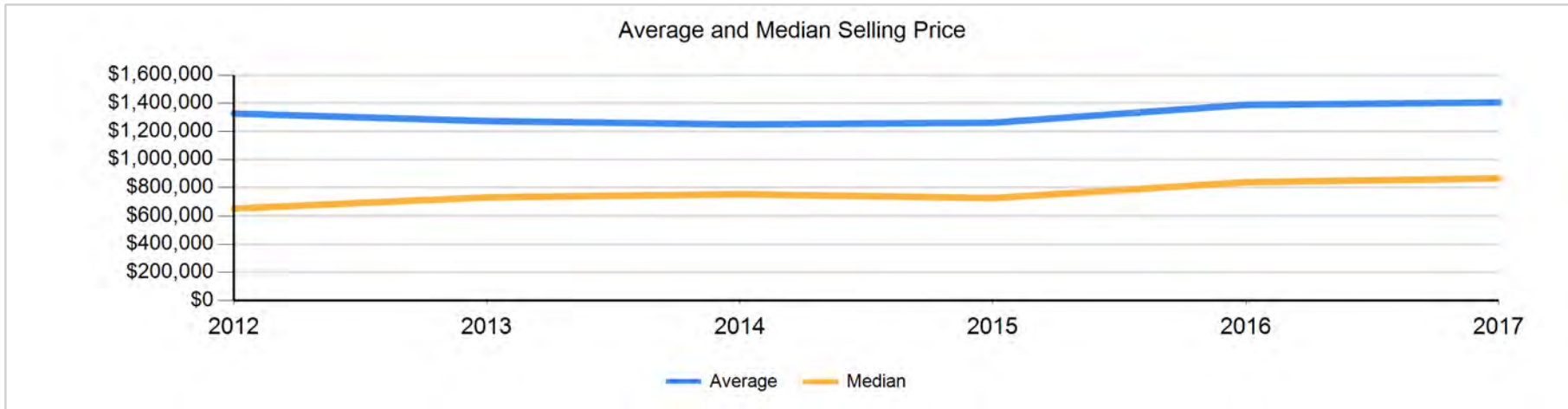
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



Island Wide
Fourth Quarter 2017
Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-----------|-------|---------|-------|---------------|-------|-----|
| 2012 | 113 | 22% | \$1,326,566 | 24% | \$650,000 | 30% | 108% | 10% | \$149,902,005 | 51% | 285 |
| 2013 | 114 | 1% | \$1,273,116 | -4% | \$730,000 | 12% | 113% | 5% | \$145,135,253 | -3% | 208 |
| 2014 | 116 | 2% | \$1,249,259 | -2% | \$752,500 | 3% | 115% | 2% | \$144,913,998 | 0% | 221 |
| 2015 | 141 | 22% | \$1,261,222 | 1% | \$725,000 | -4% | 128% | 11% | \$177,832,336 | 23% | 139 |
| 2016 | 146 | 4% | \$1,388,401 | 10% | \$837,500 | 16% | 131% | 2% | \$202,706,482 | 14% | 171 |
| 2017 | 131 | -10% | \$1,405,576 | 1% | \$865,000 | 3% | 138% | 5% | \$184,130,422 | -9% | 191 |



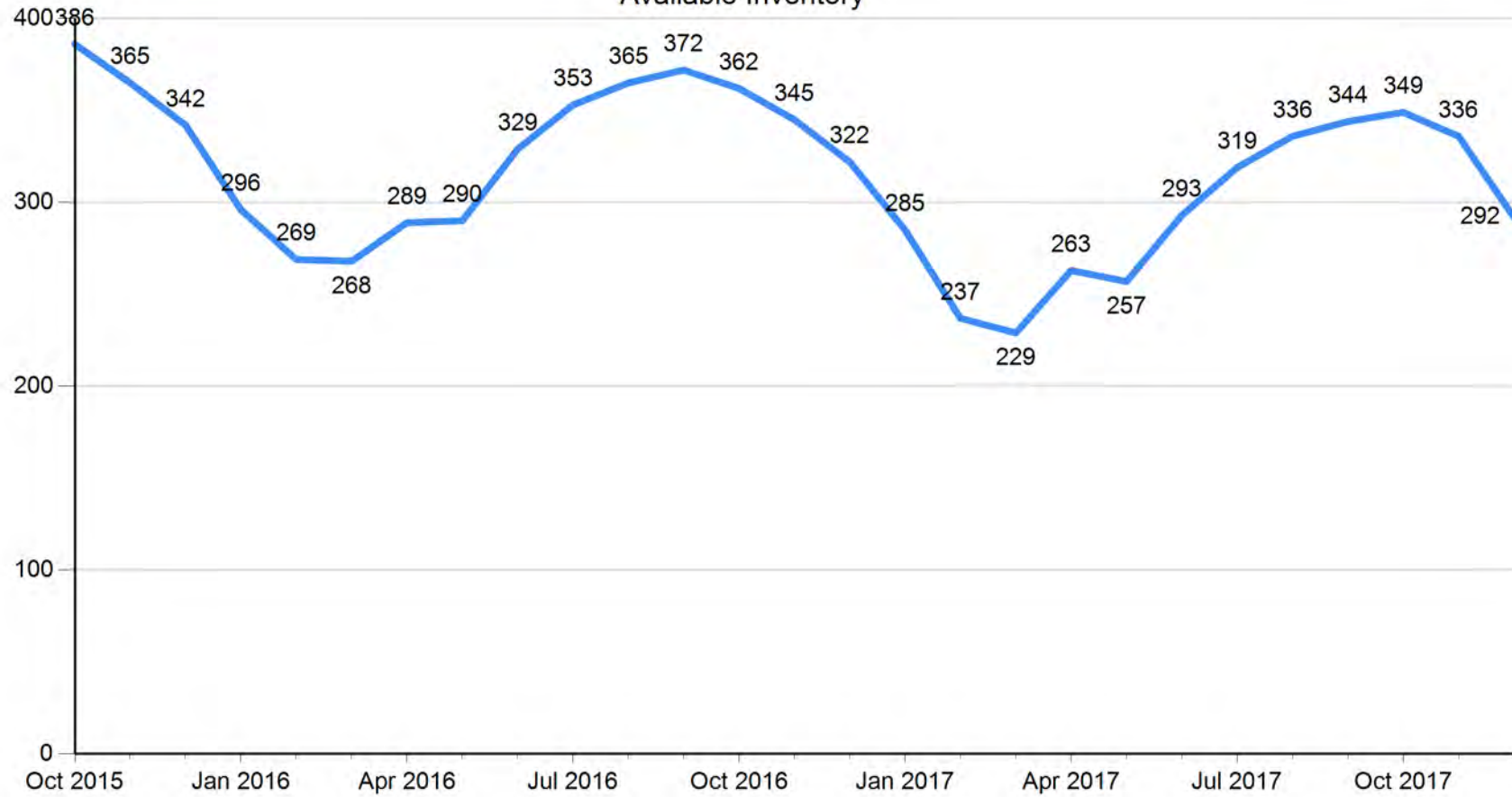


LINK

Island Wide

Fourth Quarter 2017

Available Inventory





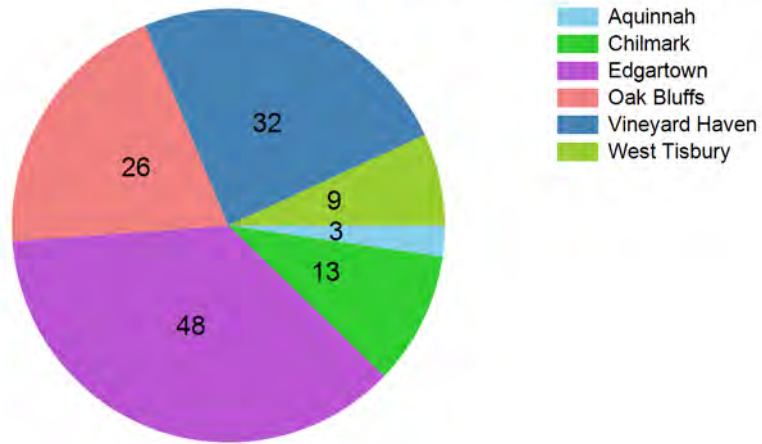
Island Wide

Fourth Quarter 2017

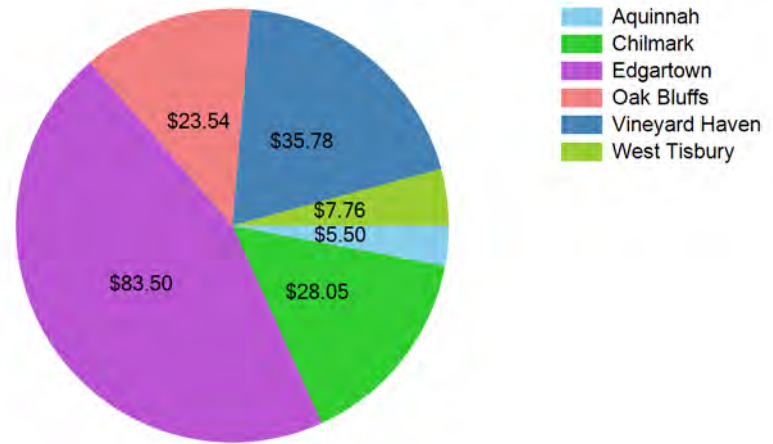
Sales Summary By Area

| | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|-----------------------|-------|-------|-------------|-------|-------------|-------|---------|-------|--------------|-------|-----|
| Aquinnah | 3 | 50% | \$1,833,333 | 67% | \$1,750,000 | 59% | 106% | -24% | \$5,500,000 | 150% | 181 |
| Chilmark | 13 | -19% | \$2,157,692 | -23% | \$1,362,500 | -13% | 112% | -15% | \$28,050,000 | -37% | 416 |
| Edgartown | 48 | -2% | \$1,739,615 | 10% | \$1,082,750 | -13% | 147% | 9% | \$83,501,500 | 8% | 180 |
| Oak Bluffs | 26 | -21% | \$905,524 | 24% | \$722,500 | 22% | 139% | 6% | \$23,543,622 | -2% | 128 |
| Vineyard Haven | 32 | 3% | \$1,118,103 | 2% | \$630,000 | -6% | 143% | 8% | \$35,779,300 | 6% | 148 |
| West Tisbury | 9 | -40% | \$861,778 | -36% | \$830,000 | 19% | 117% | 4% | \$7,756,000 | -61% | 266 |

Sales by Area



Sales by Area (\$ Millions)



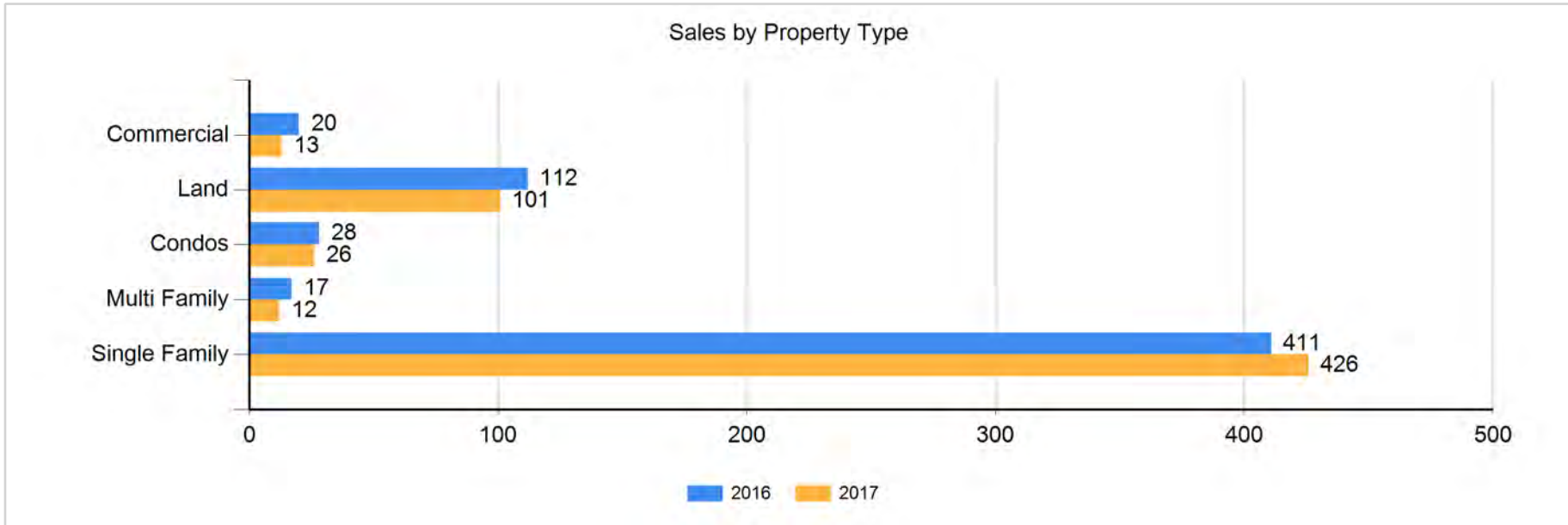


Island Wide

Fourth Quarter 2017

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total Sales |
|----------------------|---------|-------|---------|-------|---------|-------|---------|-------|----------------|
| | Sales | % + - | Sales | % + - | Sales | % + - | Sales | % + - | |
| Residential | 97 | 10% | 120 | 21% | 110 | -4% | 137 | -12% | 464 |
| Single Family | 88 | 17% | 113 | 23% | 100 | -3% | 125 | -11% | 426 |
| Multi Family | 1 | -83% | 0 | -100% | 5 | 67% | 6 | 20% | 12 |
| Condos | 8 | 14% | 7 | 75% | 5 | -38% | 6 | -33% | 26 |
| Land | 30 | 36% | 22 | -29% | 30 | 15% | 19 | -42% | 101 |
| Commercial | 6 | 100% | 1 | -90% | 3 | 50% | 3 | -40% | 13 |



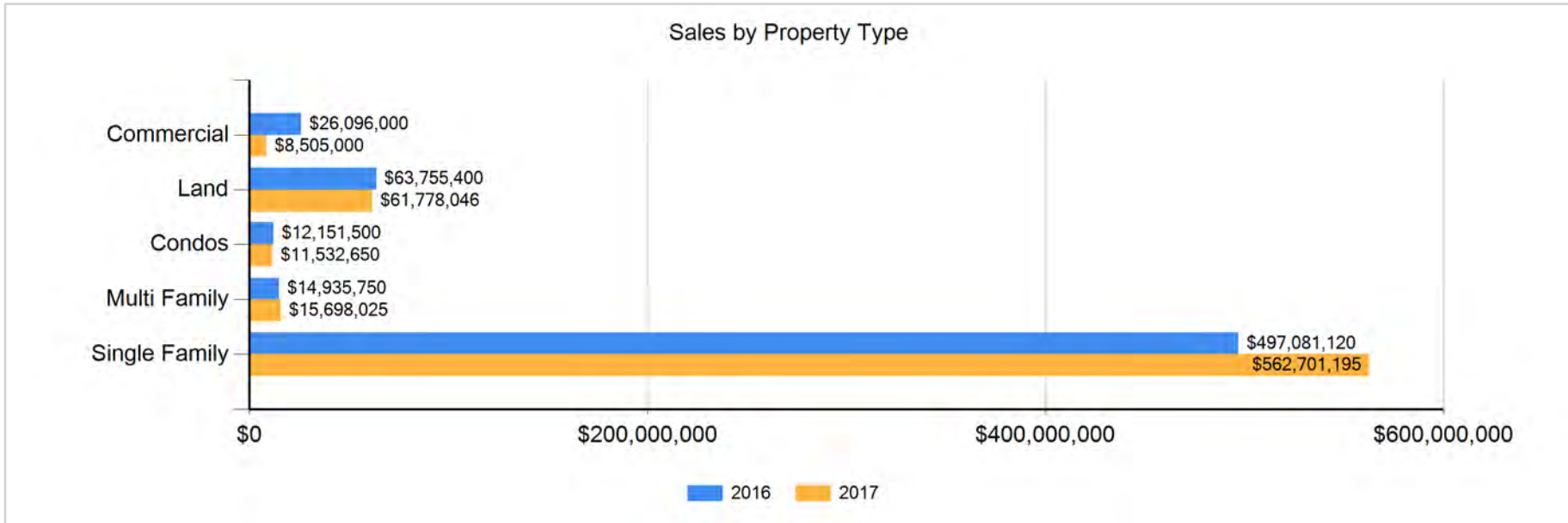


Island Wide

Fourth Quarter 2017

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|---------------|-------|---------------|-------|---------------|-------|---------------|-------|---------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$118,361,782 | 26% | \$149,387,600 | 55% | \$135,949,066 | 7% | \$186,233,422 | -10% | \$589,931,870 |
| Single Family | \$114,271,507 | 33% | \$145,786,700 | 57% | \$126,295,066 | 6% | \$176,347,922 | -11% | \$562,701,195 |
| Multi Family | \$720,525 | -88% | | | \$7,195,000 | 118% | \$7,782,500 | 119% | \$15,698,025 |
| Condos | \$3,369,750 | 86% | \$3,600,900 | 202% | \$2,459,000 | -44% | \$2,103,000 | -56% | \$11,532,650 |
| Land | \$12,577,010 | 16% | \$20,420,000 | 0% | \$18,193,067 | 32% | \$10,587,969 | -43% | \$61,778,046 |
| Commercial | \$3,930,000 | -37% | \$200,000 | -99% | \$1,825,000 | 16% | \$2,550,000 | -46% | \$8,505,000 |



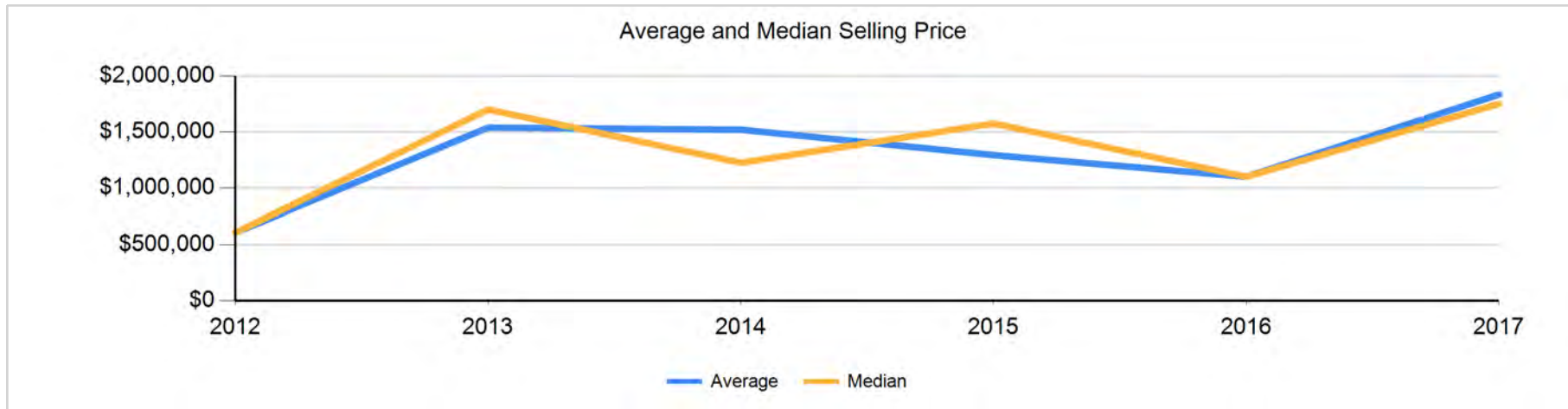


Aquinnah

Fourth Quarter 2017

Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|-------------|-------|-----|
| 2012 | 2 | 0% | \$605,000 | -60% | \$605,000 | -60% | 80% | -22% | \$1,210,000 | -60% | 772 |
| 2013 | 3 | 50% | \$1,538,333 | 154% | \$1,700,000 | 181% | 93% | 16% | \$4,615,000 | 281% | 387 |
| 2014 | 5 | 67% | \$1,520,000 | -1% | \$1,225,000 | -28% | 104% | 12% | \$7,600,000 | 65% | 273 |
| 2015 | 3 | -40% | \$1,293,333 | -15% | \$1,575,000 | 29% | 98% | -6% | \$3,880,000 | -49% | 46 |
| 2016 | 2 | -33% | \$1,100,000 | -15% | \$1,100,000 | -30% | 140% | 43% | \$2,200,000 | -43% | 271 |
| 2017 | 3 | 50% | \$1,833,333 | 67% | \$1,750,000 | 59% | 106% | -24% | \$5,500,000 | 150% | 181 |



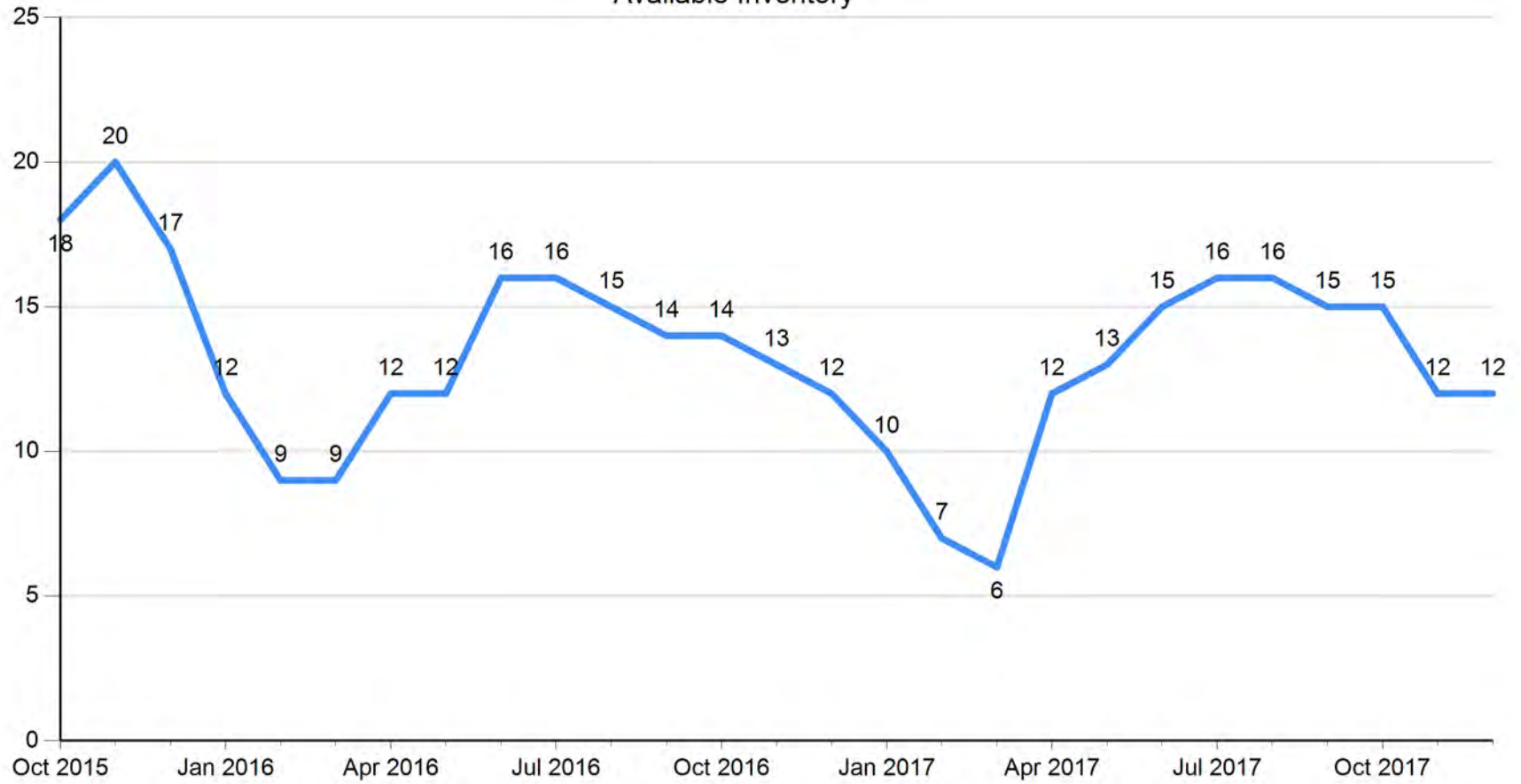


LINK

Aquinnah

Fourth Quarter 2017

Available Inventory



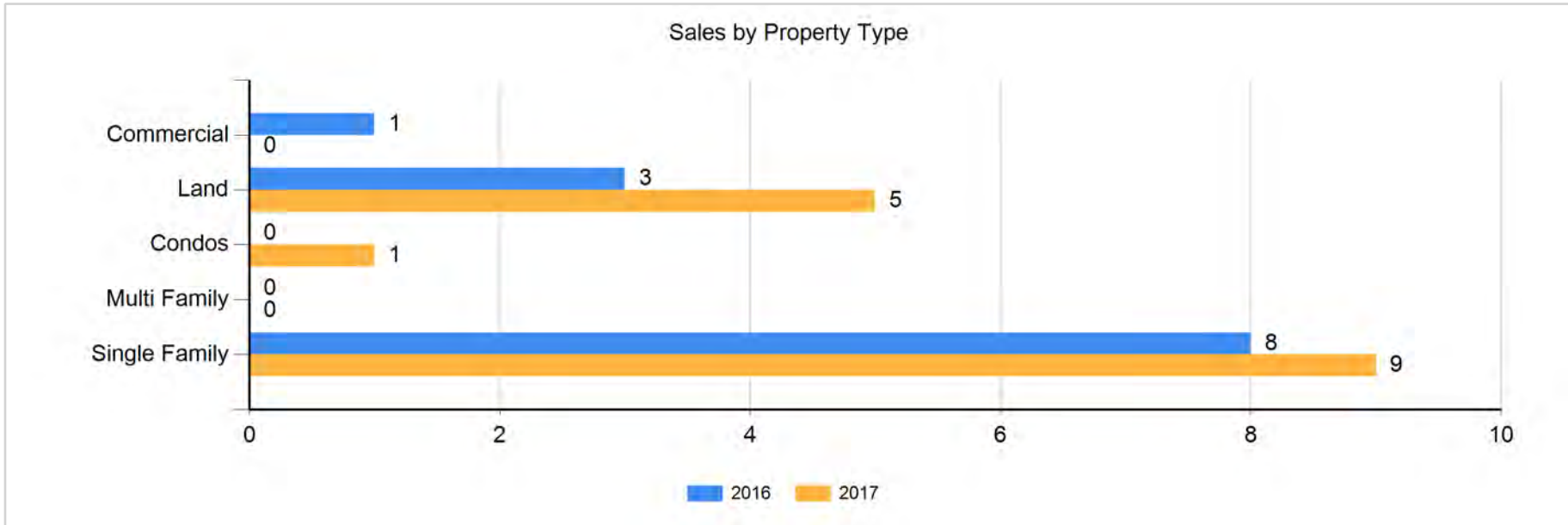


Aquinnah

Fourth Quarter 2017

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % + - | Sales | % + - | Sales | % + - | Sales | % + - | Sales |
| Residential | 2 | -33% | 2 | 0% | 3 | 200% | 3 | 50% | 10 |
| Single Family | 1 | -67% | 2 | 0% | 3 | 200% | 3 | 50% | 9 |
| Multi Family | 0 | | 0 | | 0 | | 0 | | 0 |
| Condos | 1 | | 0 | | 0 | | 0 | | 1 |
| Land | 1 | | 1 | -50% | 1 | | 2 | 100% | 5 |
| Commercial | 0 | | 0 | | 0 | -100% | 0 | | 0 |



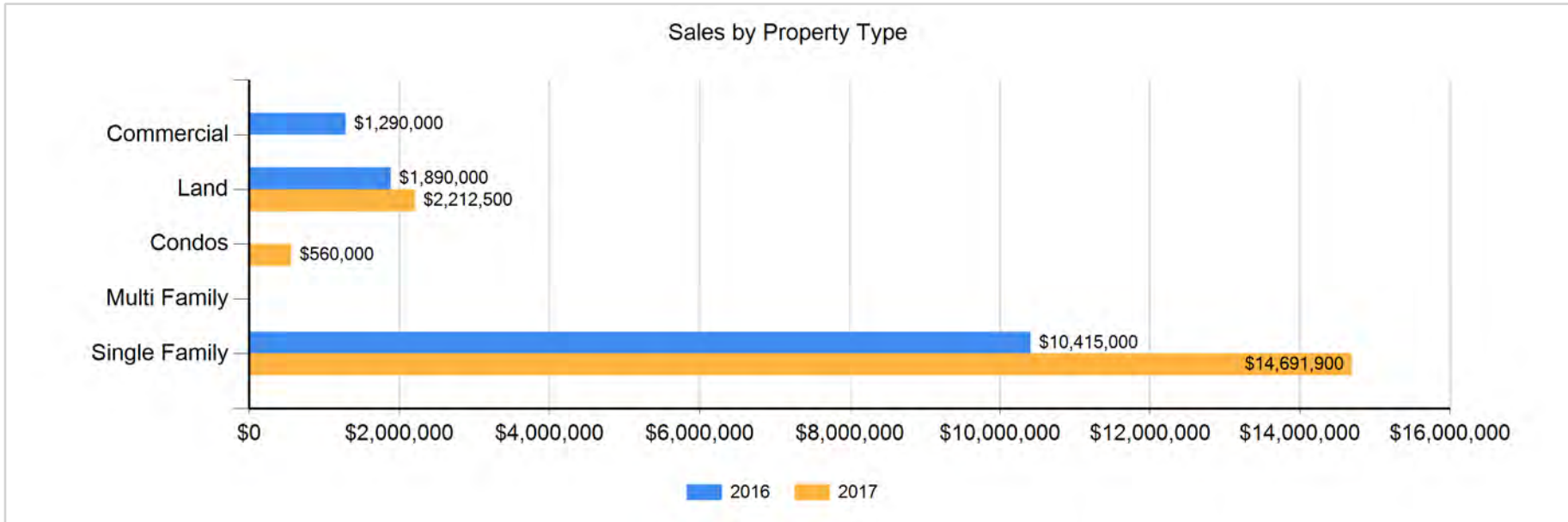


Aquinnah

Fourth Quarter 2017

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|-------------|-------|-------------|-------|-------------|-------|-------------|-------|--------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$3,035,000 | -32% | \$2,375,000 | 6% | \$4,341,900 | 185% | \$5,500,000 | 150% | \$15,251,900 |
| Single Family | \$2,475,000 | -44% | \$2,375,000 | 6% | \$4,341,900 | 185% | \$5,500,000 | 150% | \$14,691,900 |
| Multi Family | | | | | | | | | |
| Condos | \$560,000 | | | | | | | | \$560,000 |
| Land | \$1,000,000 | | \$485,000 | -42% | \$350,000 | | \$377,500 | -64% | \$2,212,500 |
| Commercial | | | | | | | | | |

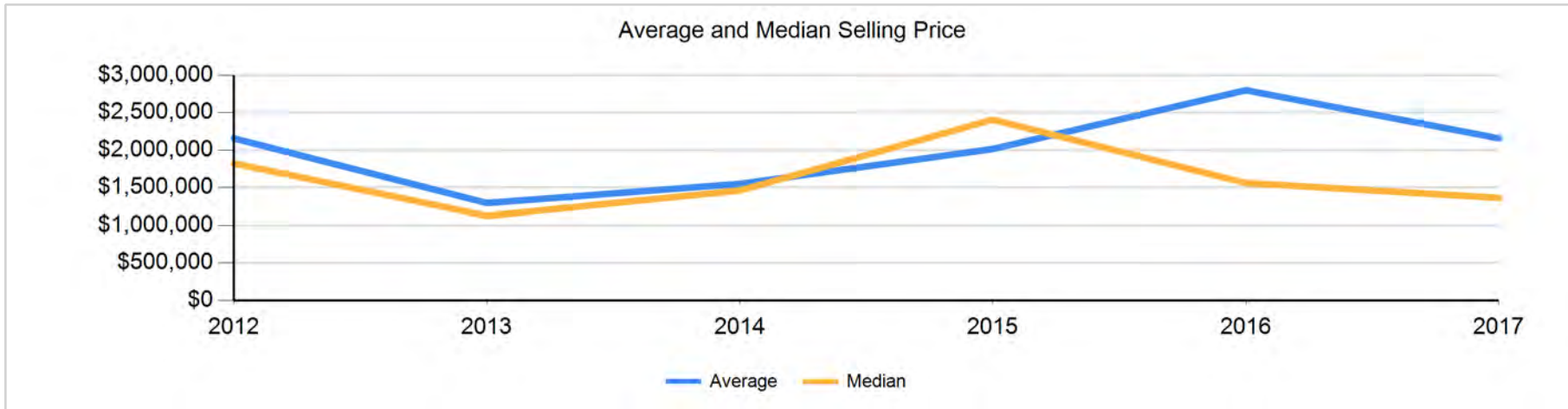




Chilmark

Fourth Quarter 2017
 Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|--------------|-------|-----|
| 2012 | 14 | 367% | \$2,155,107 | -75% | \$1,821,250 | -9% | 102% | -11% | \$30,171,500 | 17% | 451 |
| 2013 | 9 | -36% | \$1,293,861 | -40% | \$1,125,000 | -38% | 134% | 31% | \$11,644,750 | -61% | 327 |
| 2014 | 9 | 0% | \$1,548,833 | 20% | \$1,460,000 | 30% | 110% | -18% | \$13,939,500 | 20% | 298 |
| 2015 | 6 | -33% | \$2,014,405 | 30% | \$2,406,250 | 65% | 102% | -7% | \$12,086,427 | -13% | 327 |
| 2016 | 16 | 167% | \$2,798,625 | 39% | \$1,560,000 | -35% | 131% | 28% | \$44,778,000 | 270% | 156 |
| 2017 | 13 | -19% | \$2,157,692 | -23% | \$1,362,500 | -13% | 112% | -15% | \$28,050,000 | -37% | 416 |



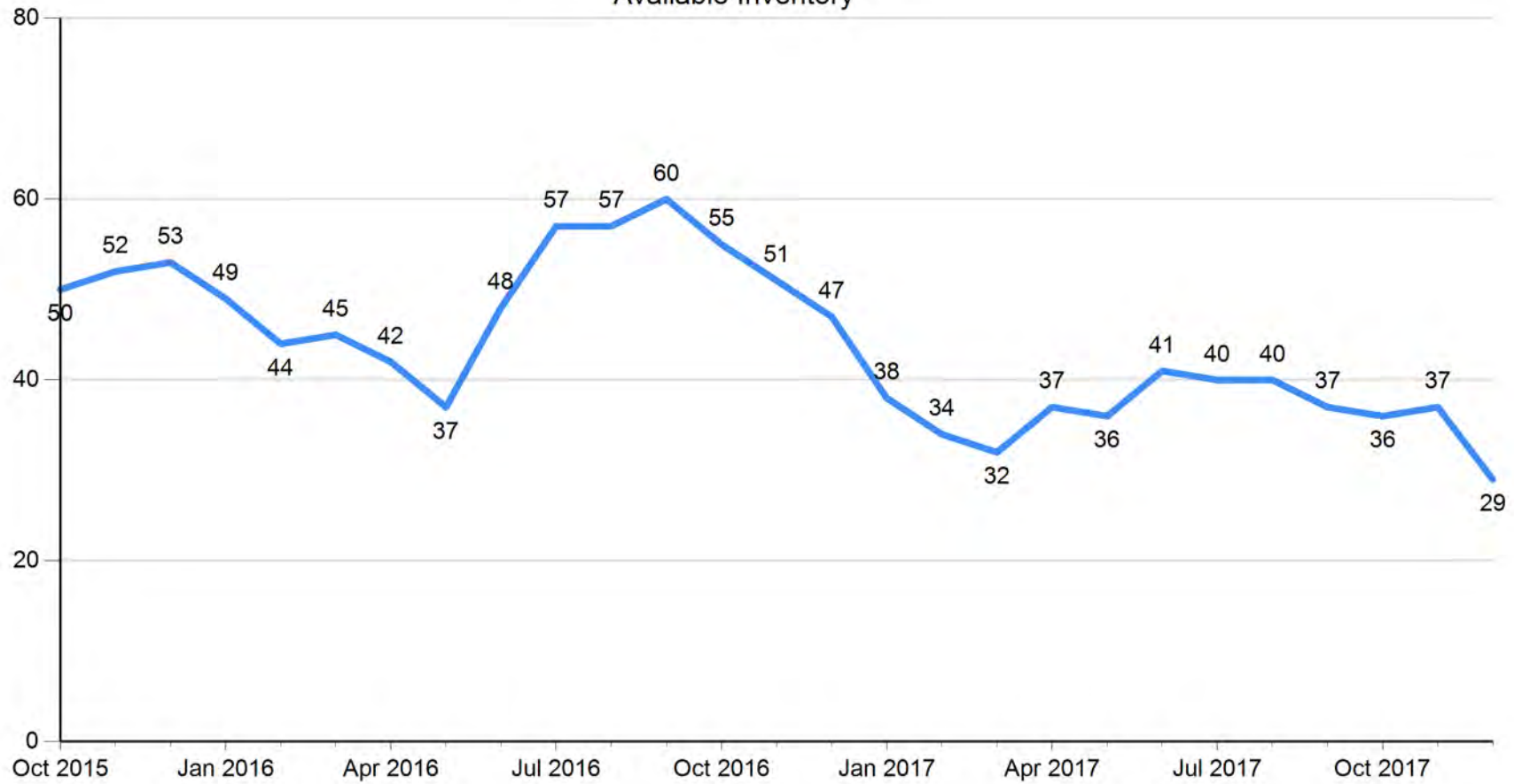


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Chilmark

Fourth Quarter 2017

Available Inventory



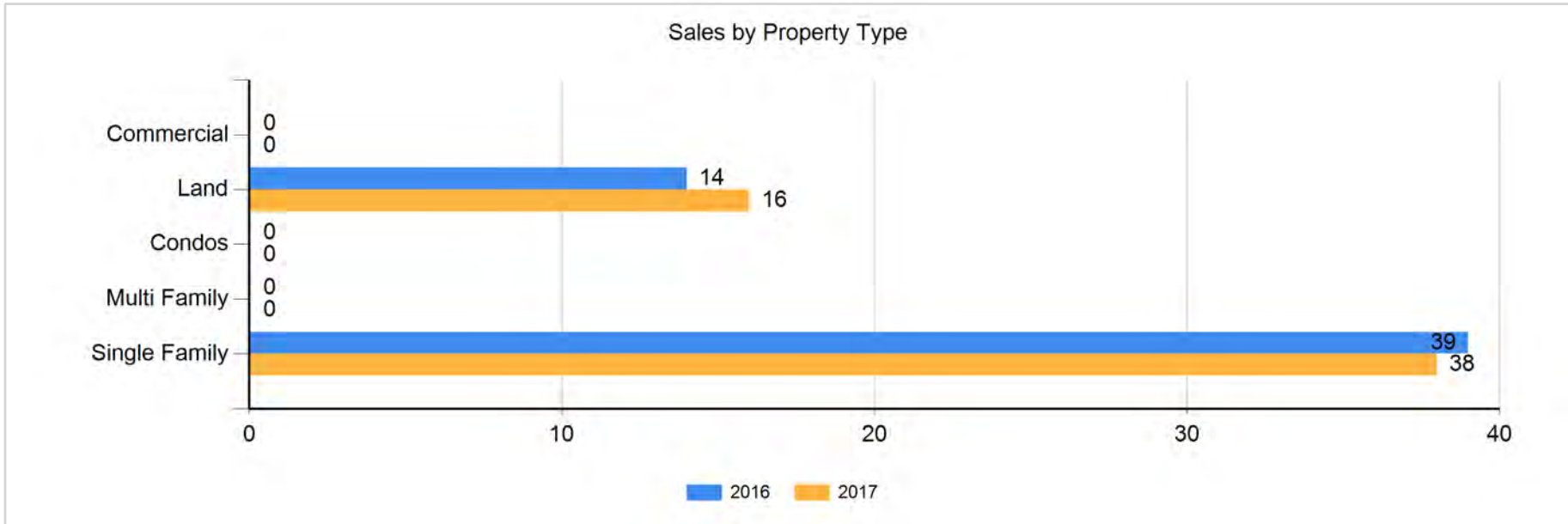


Chilmark

Fourth Quarter 2017

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % + - | Sales | % + - | Sales | % + - | Sales | % + - | Sales |
| Residential | 9 | 29% | 7 | -30% | 9 | 50% | 13 | -19% | 38 |
| Single Family | 9 | 29% | 7 | -30% | 9 | 50% | 13 | -19% | 38 |
| Multi Family | 0 | | 0 | | 0 | | 0 | | 0 |
| Condos | 0 | | 0 | | 0 | | 0 | | 0 |
| Land | 2 | 0% | 2 | -50% | 9 | 50% | 3 | 50% | 16 |
| Commercial | 0 | | 0 | | 0 | | 0 | | 0 |



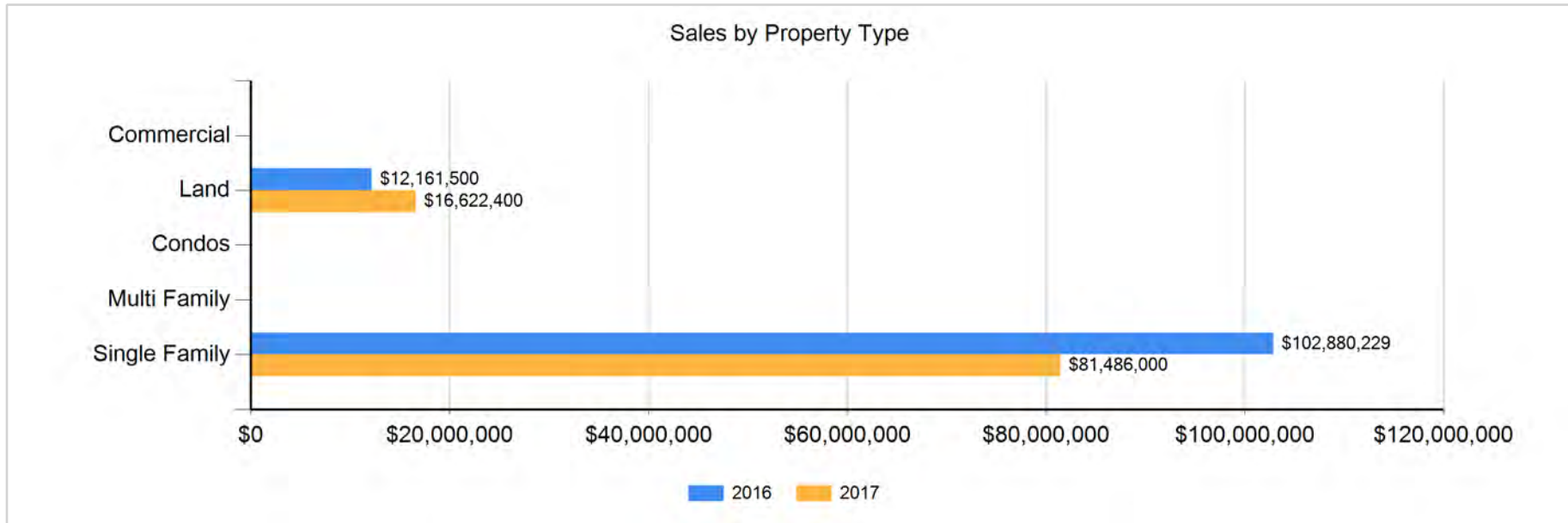


Chilmark

Fourth Quarter 2017

Year to Date - Sales Volume by Quarter

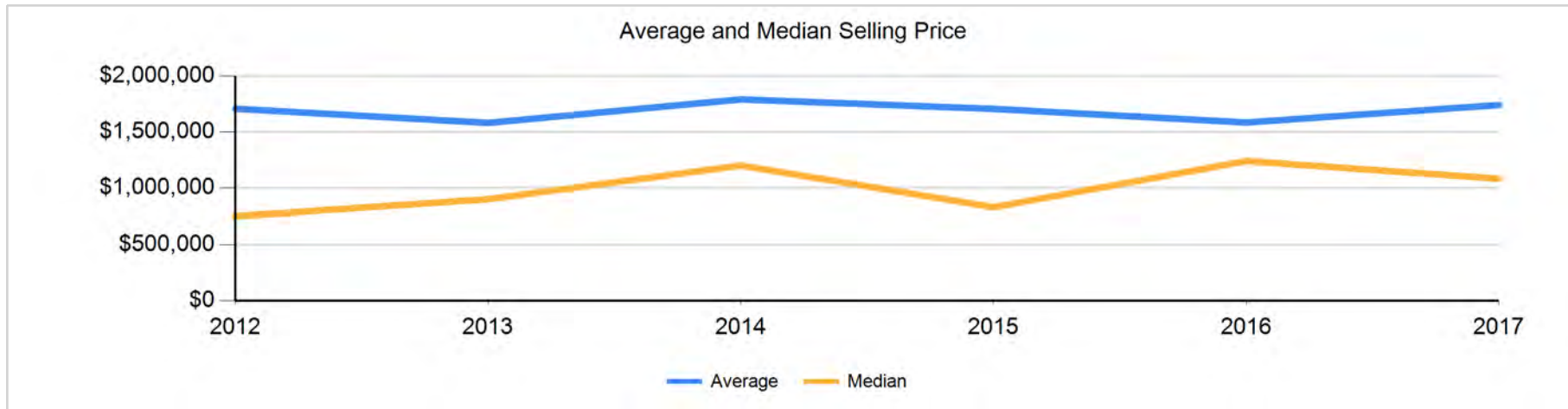
| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|--------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$27,516,500 | 87% | \$10,272,000 | -56% | \$15,647,500 | -22% | \$28,050,000 | -37% | \$81,486,000 |
| Single Family | \$27,516,500 | 87% | \$10,272,000 | -56% | \$15,647,500 | -22% | \$28,050,000 | -37% | \$81,486,000 |
| Multi Family | | | | | | | | | |
| Condos | | | | | | | | | |
| Land | \$975,000 | -35% | \$4,550,000 | -34% | \$7,804,900 | 214% | \$3,292,500 | 164% | \$16,622,400 |
| Commercial | | | | | | | | | |





Edgartown
Fourth Quarter 2017
Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|---------------|-------|-----|
| 2012 | 41 | 37% | \$1,706,973 | 81% | \$750,000 | 41% | 116% | 5% | \$69,985,893 | 148% | 192 |
| 2013 | 45 | 10% | \$1,580,582 | -7% | \$900,000 | 20% | 120% | 3% | \$71,126,200 | 2% | 197 |
| 2014 | 39 | -13% | \$1,790,096 | 13% | \$1,200,000 | 33% | 122% | 2% | \$69,813,748 | -2% | 202 |
| 2015 | 60 | 54% | \$1,705,637 | -5% | \$828,500 | -31% | 138% | 13% | \$102,338,209 | 47% | 114 |
| 2016 | 49 | -18% | \$1,584,196 | -7% | \$1,240,000 | 50% | 135% | -2% | \$77,625,625 | -24% | 182 |
| 2017 | 48 | -2% | \$1,739,615 | 10% | \$1,082,750 | -13% | 147% | 9% | \$83,501,500 | 8% | 180 |



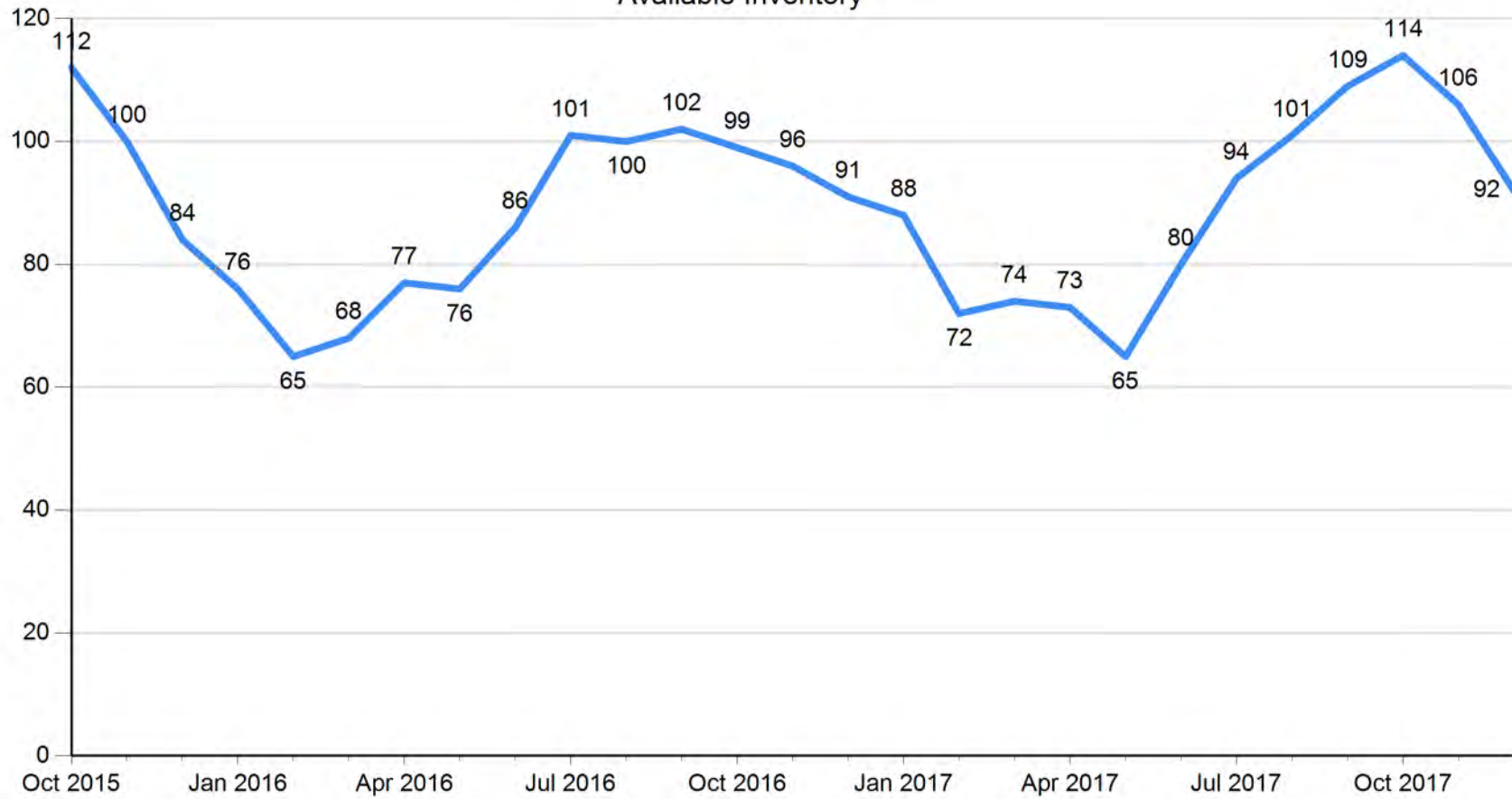


LINK

Edgartown

Fourth Quarter 2017

Available Inventory



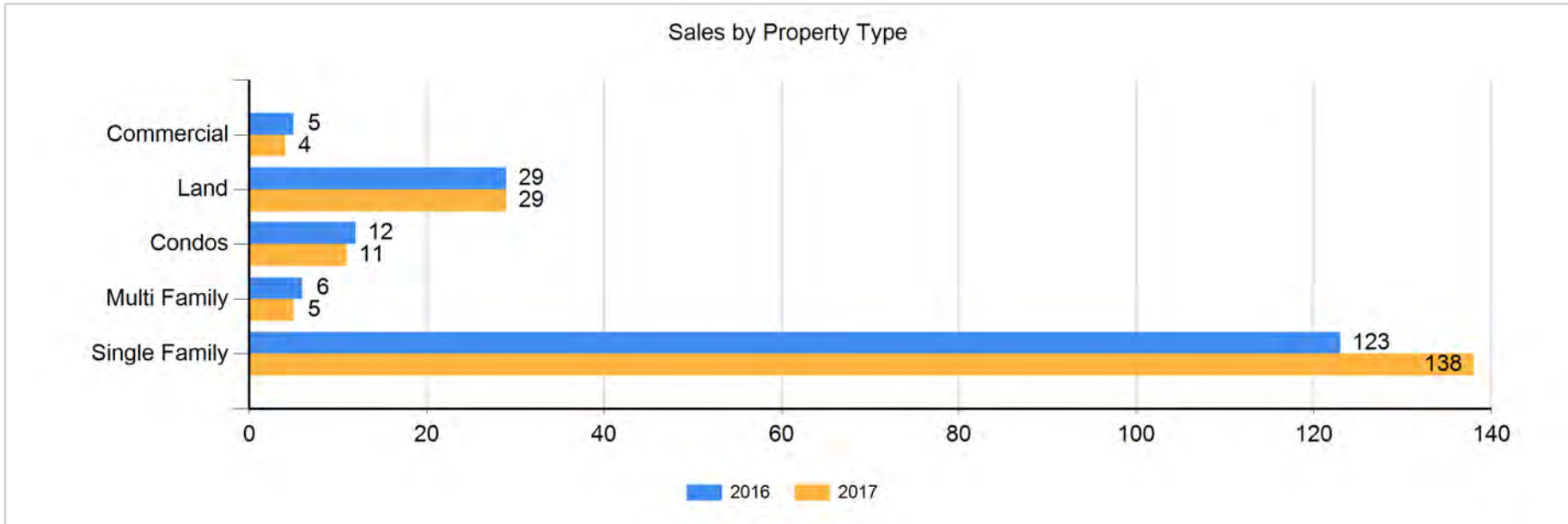


Edgartown

Fourth Quarter 2017

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % + - | Sales | % + - | Sales | % + - | Sales | % + - | Sales |
| Residential | 22 | -21% | 40 | 67% | 42 | 14% | 50 | -4% | 154 |
| Single Family | 19 | -17% | 38 | 81% | 36 | 13% | 45 | -4% | 138 |
| Multi Family | 0 | -100% | 0 | -100% | 2 | 100% | 3 | 50% | 5 |
| Condos | 3 | 0% | 2 | 0% | 4 | 0% | 2 | -33% | 11 |
| Land | 11 | 175% | 7 | 17% | 9 | -10% | 2 | -78% | 29 |
| Commercial | 2 | | 0 | -100% | 2 | | 0 | -100% | 4 |



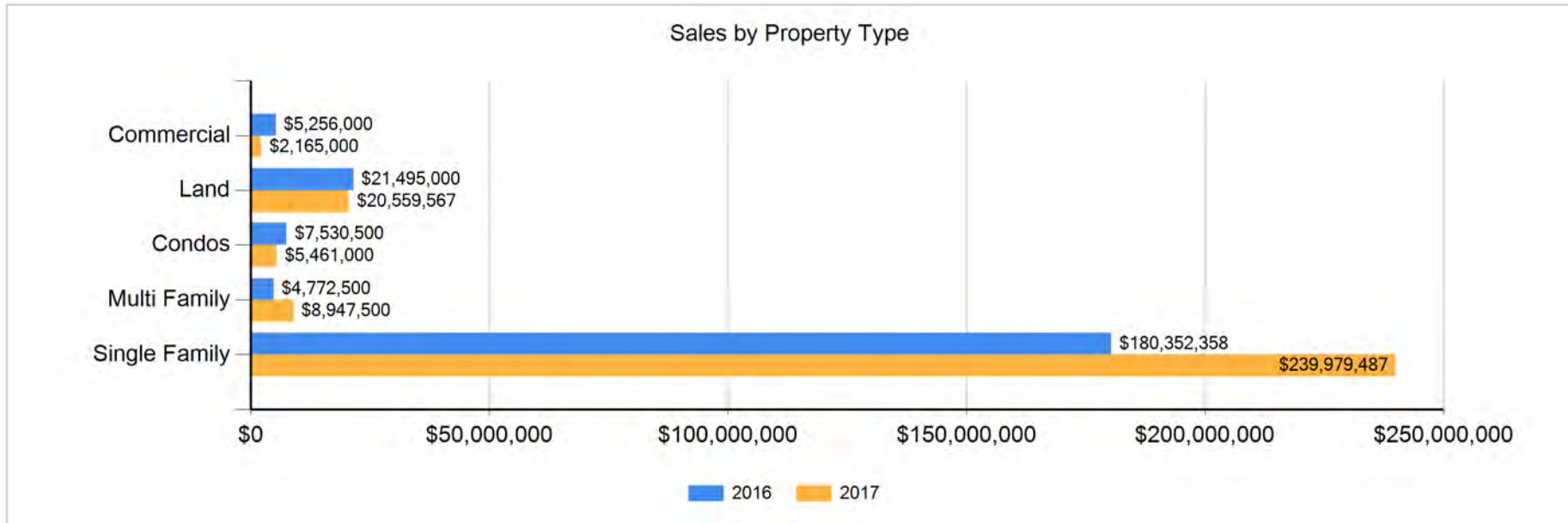


Edgartown

Fourth Quarter 2017

Year to Date - Sales Volume by Quarter

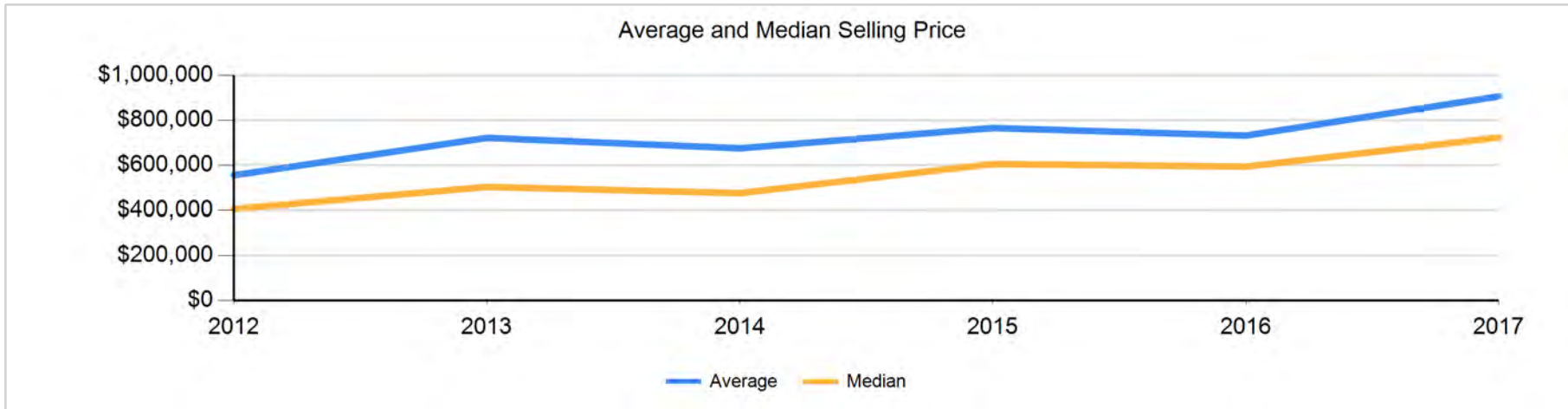
| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|---------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$38,654,437 | 12% | \$78,698,300 | 201% | \$52,732,250 | 2% | \$84,303,000 | 5% | \$254,387,987 |
| Single Family | \$37,159,937 | 16% | \$77,638,300 | 218% | \$45,967,250 | -3% | \$79,214,000 | 3% | \$239,979,487 |
| Multi Family | | | | | \$4,660,000 | 214% | \$4,287,500 | 319% | \$8,947,500 |
| Condos | \$1,494,500 | 25% | \$1,060,000 | 34% | \$2,105,000 | -23% | \$801,500 | -72% | \$5,461,000 |
| Land | \$4,913,400 | 24% | \$10,286,500 | 301% | \$4,759,667 | -38% | \$600,000 | -92% | \$20,559,567 |
| Commercial | \$500,000 | | | | \$1,665,000 | | | | \$2,165,000 |





Oak Bluffs
 Fourth Quarter 2017
 Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-----------|-------|-----------|-------|---------|-------|--------------|-------|-----|
| 2012 | 24 | -33% | \$554,592 | -8% | \$405,000 | -3% | 101% | 13% | \$13,310,200 | -39% | 347 |
| 2013 | 22 | -8% | \$720,955 | 30% | \$502,500 | 24% | 106% | 5% | \$15,861,000 | 19% | 152 |
| 2014 | 33 | 50% | \$674,583 | -6% | \$475,000 | -5% | 117% | 10% | \$22,261,250 | 40% | 179 |
| 2015 | 34 | 3% | \$764,940 | 13% | \$604,625 | 27% | 125% | 7% | \$26,007,950 | 17% | 157 |
| 2016 | 33 | -3% | \$731,008 | -4% | \$593,000 | -2% | 131% | 5% | \$24,123,250 | -7% | 179 |
| 2017 | 26 | -21% | \$905,524 | 24% | \$722,500 | 22% | 139% | 6% | \$23,543,622 | -2% | 128 |



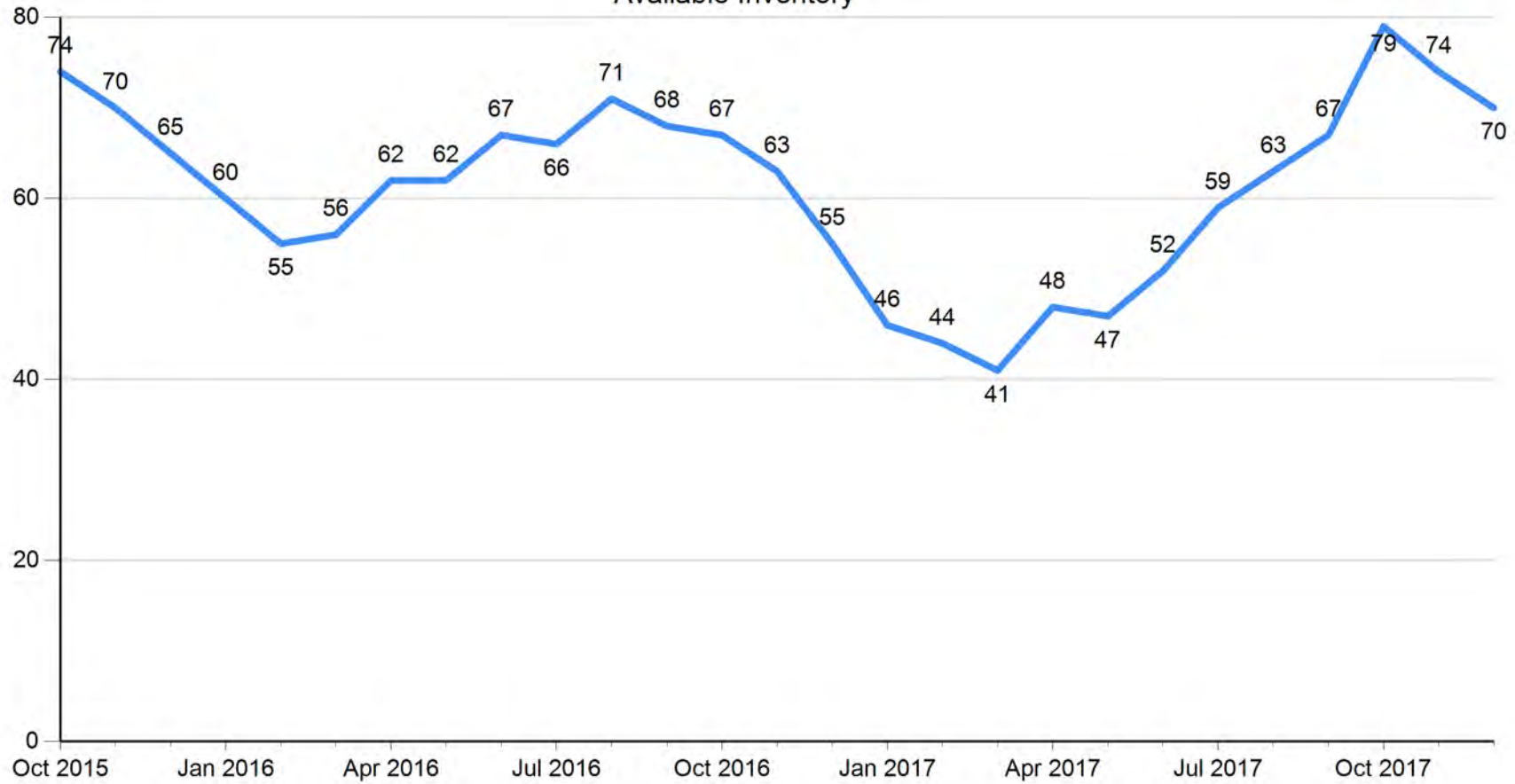


LINK

Oak Bluffs

Fourth Quarter 2017

Available Inventory



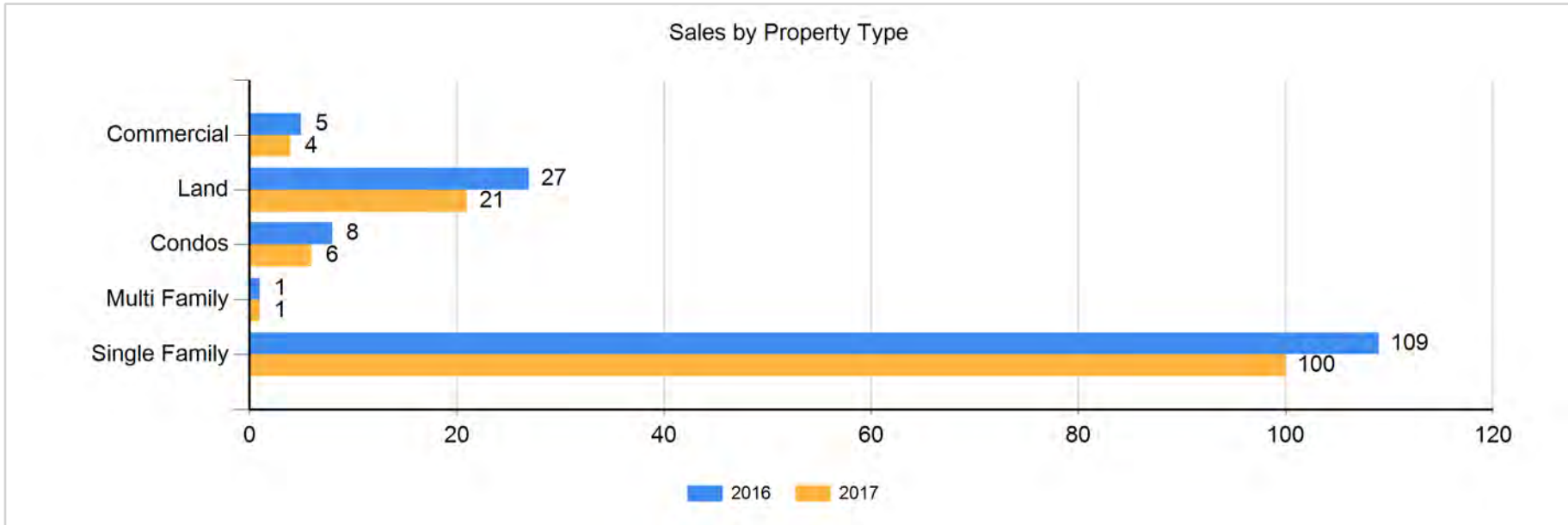


Oak Bluffs

Fourth Quarter 2017

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % + - | Sales | % + - | Sales | % + - | Sales | % + - | Sales |
| Residential | 33 | 43% | 30 | 11% | 16 | -48% | 28 | -24% | 107 |
| Single Family | 29 | 38% | 29 | 7% | 16 | -45% | 26 | -19% | 100 |
| Multi Family | 1 | | 0 | | 0 | | 0 | -100% | 1 |
| Condos | 3 | 50% | 1 | | 0 | -100% | 2 | -50% | 6 |
| Land | 7 | -13% | 5 | -29% | 5 | 25% | 4 | -50% | 21 |
| Commercial | 1 | -50% | 0 | -100% | 1 | | 2 | 0% | 4 |



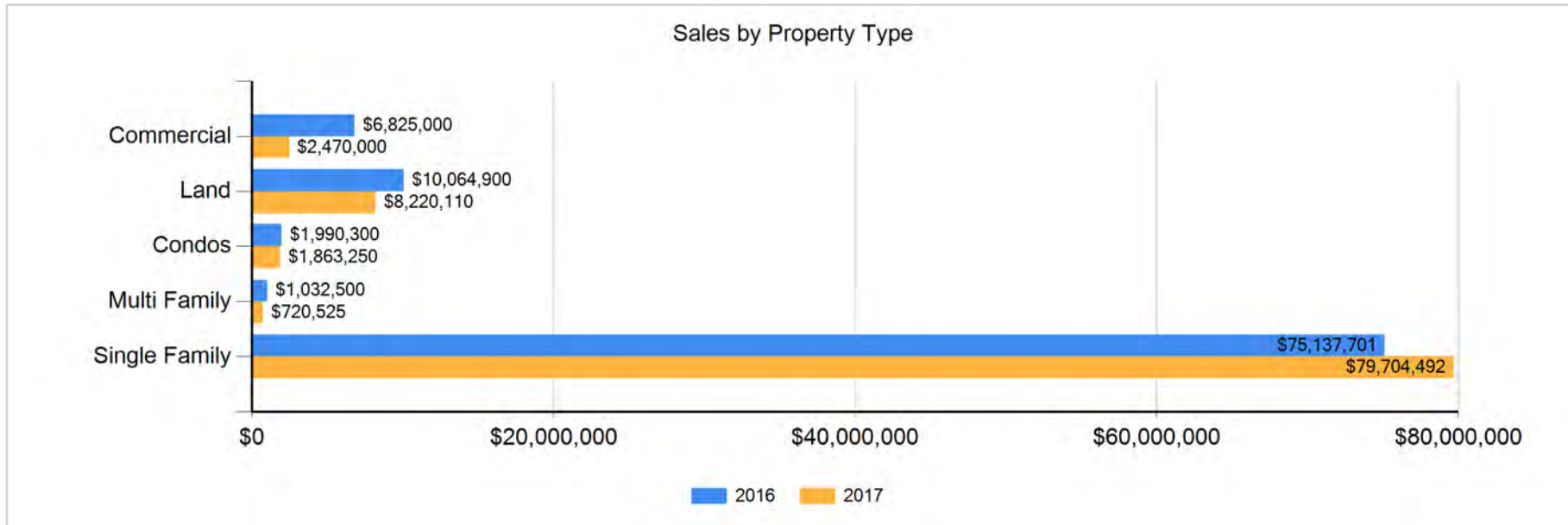


Oak Bluffs

Fourth Quarter 2017

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|--------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$22,570,245 | 64% | \$20,383,000 | 17% | \$15,188,400 | -30% | \$24,146,622 | -5% | \$82,288,267 |
| Single Family | \$21,074,470 | 56% | \$19,898,000 | 15% | \$15,188,400 | -28% | \$23,543,622 | 2% | \$79,704,492 |
| Multi Family | \$720,525 | | | | | | | | \$720,525 |
| Condos | \$775,250 | 177% | \$485,000 | | | | \$603,000 | -51% | \$1,863,250 |
| Land | \$2,101,610 | -25% | \$2,603,500 | 13% | \$1,560,000 | 16% | \$1,955,000 | -46% | \$8,220,110 |
| Commercial | \$860,000 | -82% | | | \$160,000 | | \$1,450,000 | 0% | \$2,470,000 |



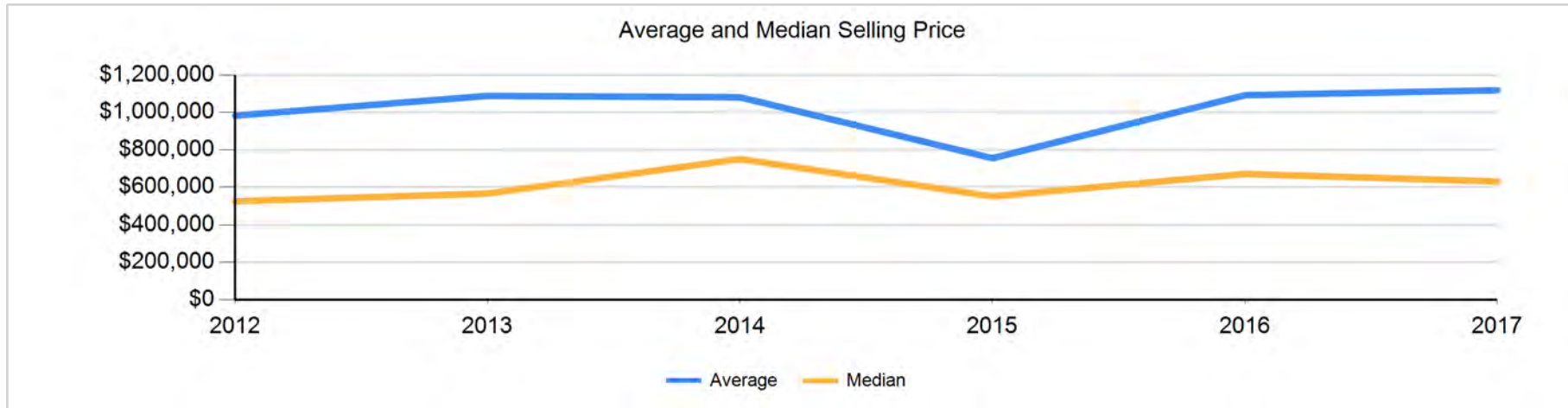


Vineyard Haven

Fourth Quarter 2017

Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-----------|-------|---------|-------|--------------|-------|-----|
| 2012 | 20 | 43% | \$982,321 | -9% | \$523,750 | -4% | 103% | 10% | \$19,646,412 | 29% | 253 |
| 2013 | 21 | 5% | \$1,087,967 | 11% | \$565,000 | 8% | 104% | 1% | \$22,847,303 | 16% | 174 |
| 2014 | 19 | -10% | \$1,080,803 | -1% | \$750,000 | 33% | 106% | 2% | \$20,535,250 | -10% | 264 |
| 2015 | 25 | 32% | \$754,298 | -30% | \$550,000 | -27% | 125% | 18% | \$18,857,450 | -8% | 117 |
| 2016 | 31 | 24% | \$1,091,729 | 45% | \$670,000 | 22% | 133% | 6% | \$33,843,607 | 79% | 170 |
| 2017 | 32 | 3% | \$1,118,103 | 2% | \$630,000 | -6% | 143% | 8% | \$35,779,300 | 6% | 148 |



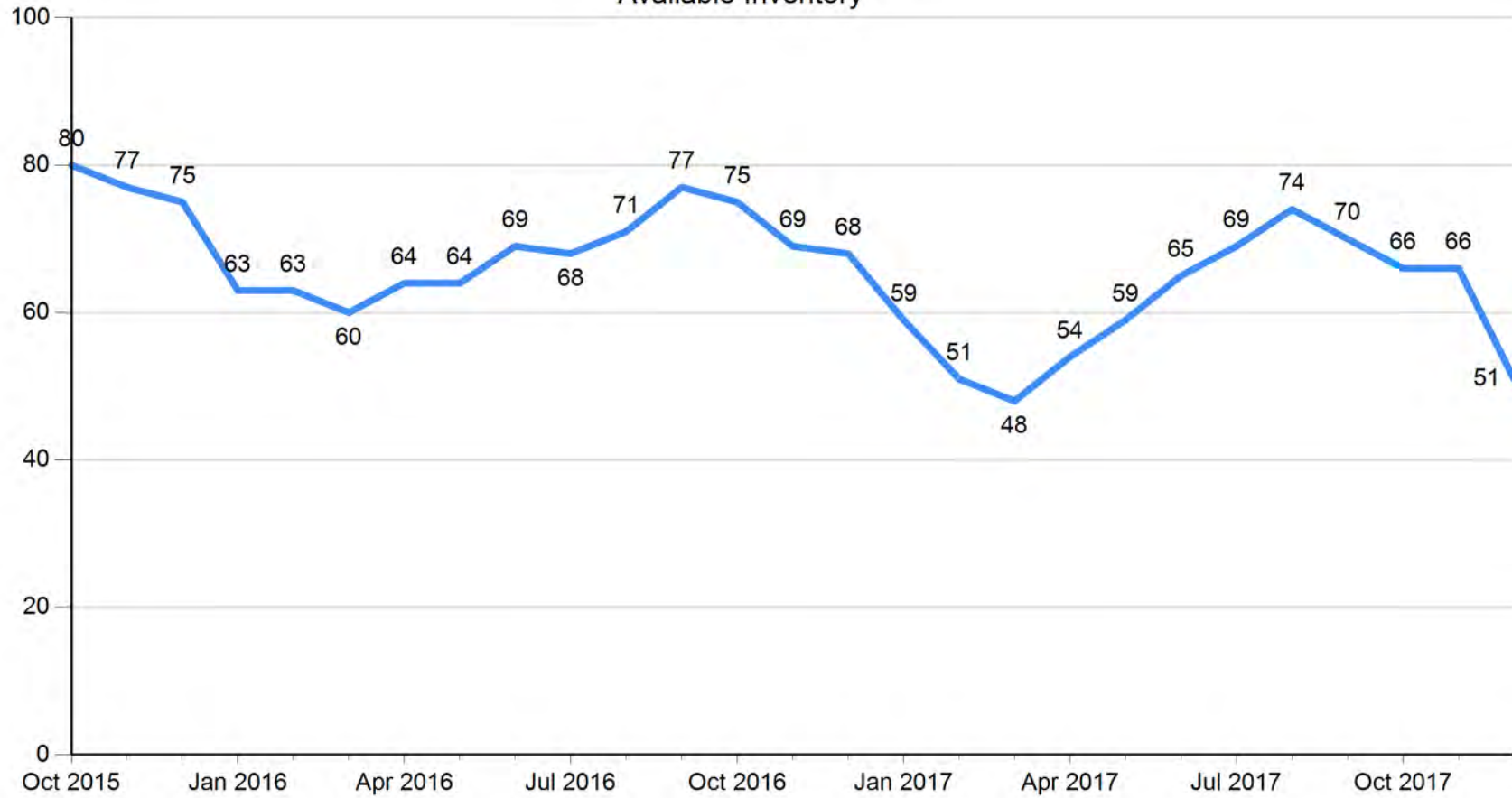


LINK

Vineyard Haven

Fourth Quarter 2017

Available Inventory



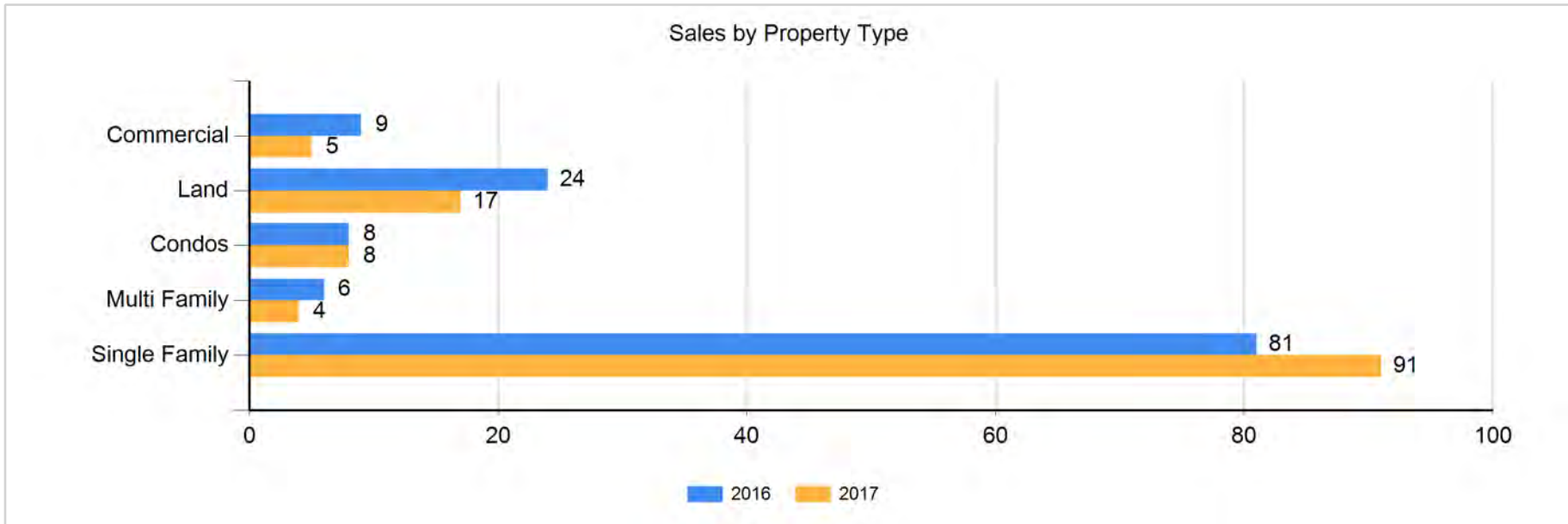


Vineyard Haven

Fourth Quarter 2017

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total Sales |
|----------------------|---------|-------|---------|-------|---------|-------|---------|-------|-------------|
| | Sales | % + - | Sales | % + - | Sales | % + - | Sales | % + - | |
| Residential | 17 | 6% | 26 | 13% | 26 | 13% | 34 | 3% | 103 |
| Single Family | 16 | 45% | 22 | 10% | 23 | 10% | 30 | 3% | 91 |
| Multi Family | 0 | -100% | 0 | -100% | 2 | | 2 | 0% | 4 |
| Condos | 1 | -50% | 4 | 100% | 1 | -50% | 2 | 0% | 8 |
| Land | 7 | 133% | 5 | 0% | 3 | -50% | 2 | -80% | 17 |
| Commercial | 3 | 200% | 1 | -80% | 0 | -100% | 1 | -50% | 5 |



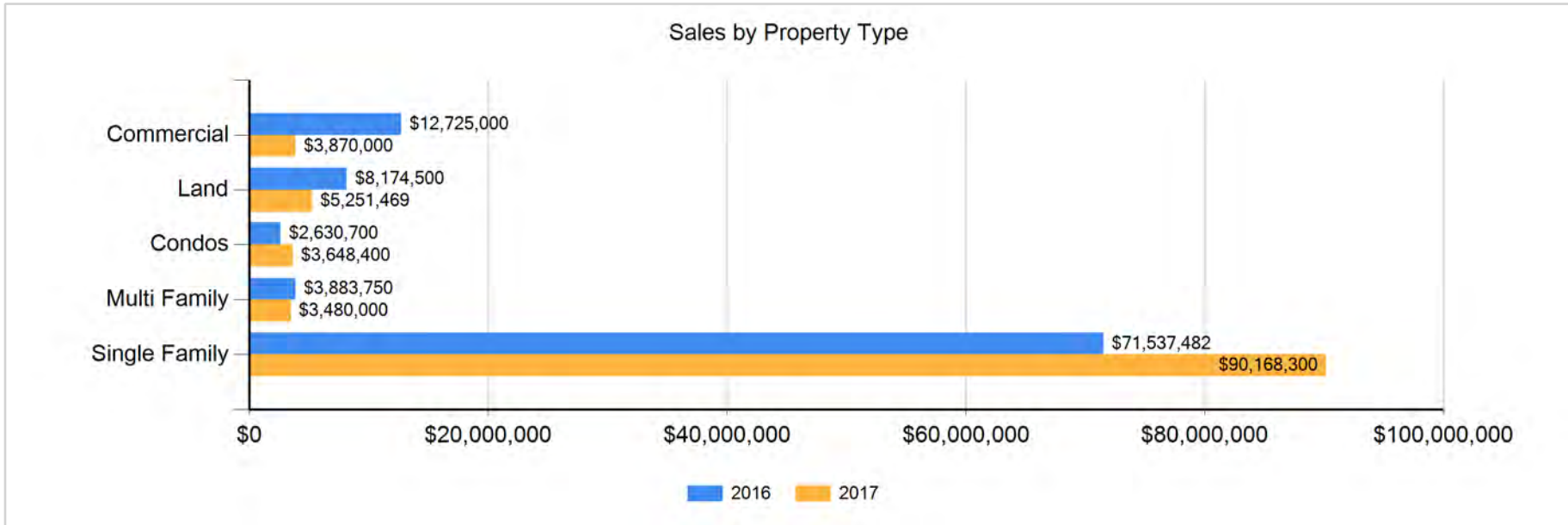


Vineyard Haven

Fourth Quarter 2017

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|--------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$11,438,100 | -2% | \$22,152,800 | 39% | \$27,228,000 | 71% | \$36,477,800 | 6% | \$97,296,700 |
| Single Family | \$10,898,100 | 17% | \$20,096,900 | 33% | \$25,289,000 | 72% | \$33,884,300 | 5% | \$90,168,300 |
| Multi Family | | | | | \$1,585,000 | | \$1,895,000 | 26% | \$3,480,000 |
| Condos | \$540,000 | 62% | \$2,055,900 | 409% | \$354,000 | -70% | \$698,500 | -2% | \$3,648,400 |
| Land | \$2,542,000 | 183% | \$1,485,000 | -6% | \$725,000 | -67% | \$499,469 | -86% | \$5,251,469 |
| Commercial | \$2,570,000 | 84% | \$200,000 | -98% | | | \$1,100,000 | -52% | \$3,870,000 |



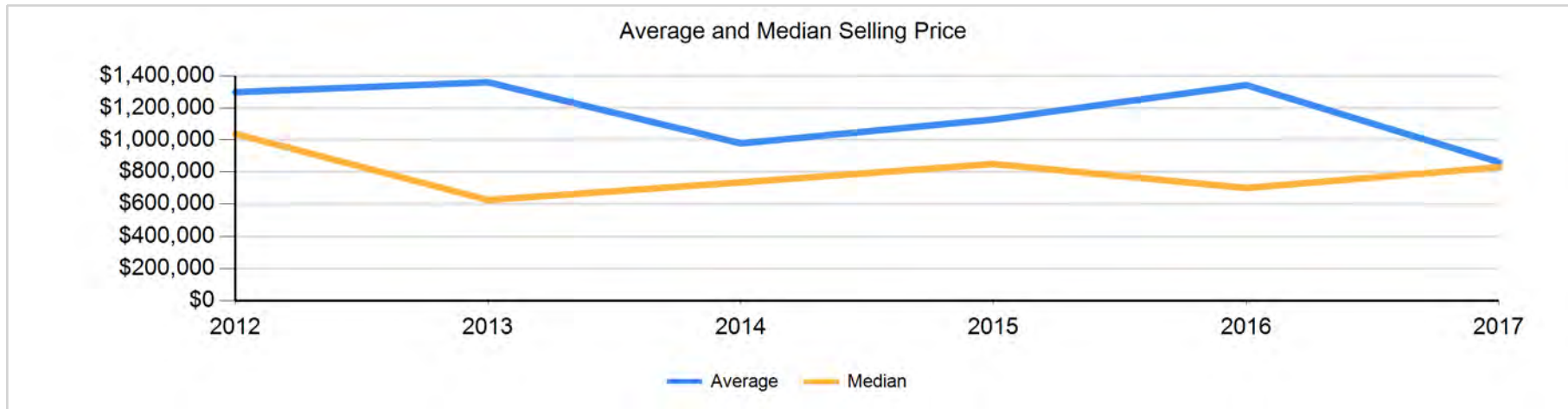


West Tisbury

Fourth Quarter 2017

Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|--------------|-------|-----|
| 2012 | 12 | 50% | \$1,298,167 | 99% | \$1,037,500 | 60% | 113% | 30% | \$15,578,000 | 198% | 289 |
| 2013 | 14 | 17% | \$1,360,071 | 5% | \$625,000 | -40% | 105% | -7% | \$19,041,000 | 22% | 263 |
| 2014 | 11 | -21% | \$978,568 | -28% | \$735,000 | 18% | 106% | 1% | \$10,764,250 | -43% | 236 |
| 2015 | 13 | 18% | \$1,127,869 | 15% | \$850,000 | 16% | 110% | 4% | \$14,662,300 | 36% | 181 |
| 2016 | 15 | 15% | \$1,342,400 | 19% | \$700,000 | -18% | 112% | 2% | \$20,136,000 | 37% | 118 |
| 2017 | 9 | -40% | \$861,778 | -36% | \$830,000 | 19% | 117% | 4% | \$7,756,000 | -61% | 266 |



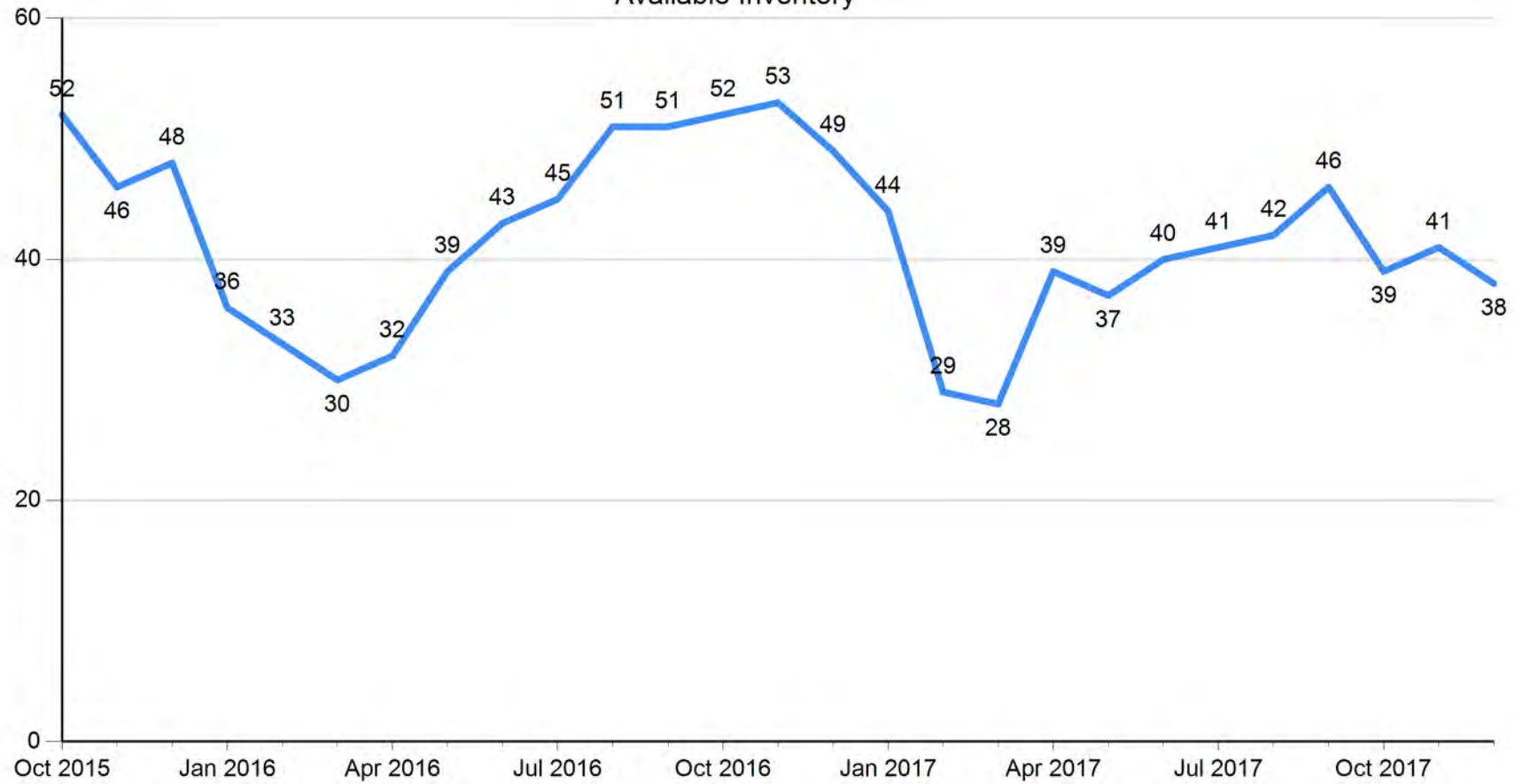


LINK

West Tisbury

Fourth Quarter 2017

Available Inventory



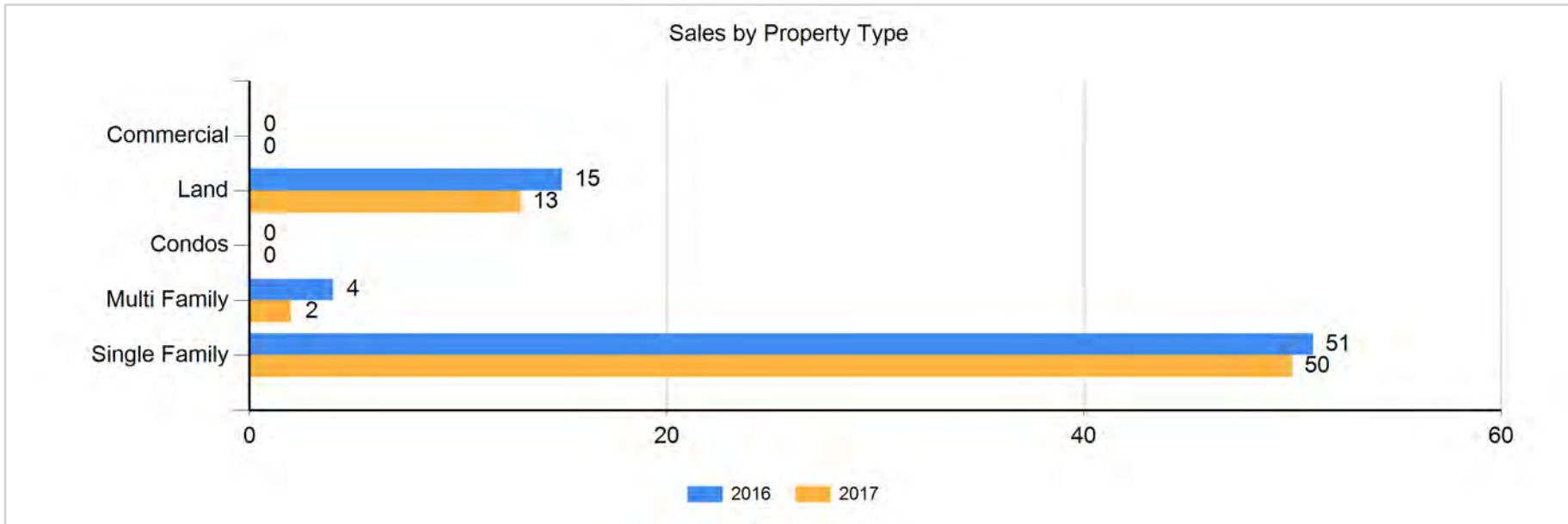


West Tisbury

Fourth Quarter 2017

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % + - | Sales | % + - | Sales | % + - | Sales | % + - | Sales |
| Residential | 14 | 27% | 15 | 15% | 14 | -13% | 9 | -40% | 52 |
| Single Family | 14 | 40% | 15 | 25% | 13 | -7% | 8 | -47% | 50 |
| Multi Family | 0 | -100% | 0 | -100% | 1 | -50% | 1 | | 2 |
| Condos | 0 | | 0 | | 0 | | 0 | | 0 |
| Land | 2 | -60% | 2 | -71% | 3 | | 6 | 100% | 13 |
| Commercial | 0 | | 0 | | 0 | | 0 | | 0 |





West Tisbury

Fourth Quarter 2017

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | 4th Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|--------------|-------|-------------|-------|--------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$15,147,500 | 4% | \$15,506,500 | 39% | \$20,811,016 | 30% | \$7,756,000 | -61% | \$59,221,016 |
| Single Family | \$15,147,500 | 28% | \$15,506,500 | 47% | \$19,861,016 | 40% | \$6,156,000 | -69% | \$56,671,016 |
| Multi Family | | | | | \$950,000 | -48% | \$1,600,000 | | \$2,550,000 |
| Condos | | | | | | | | | |
| Land | \$1,045,000 | -38% | \$1,010,000 | -84% | \$2,993,500 | | \$3,863,500 | 93% | \$8,912,000 |
| Commercial | | | | | | | | | |

