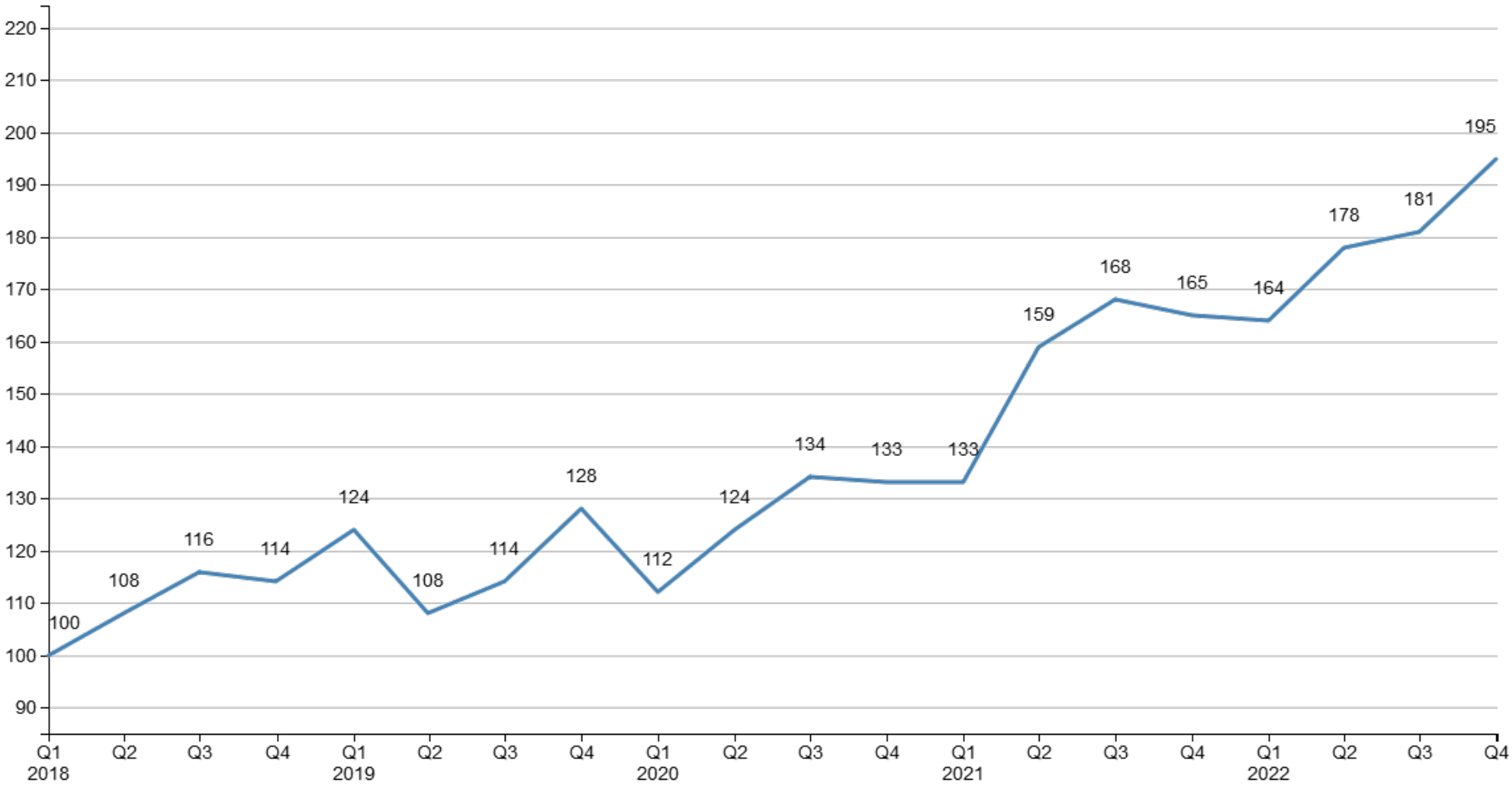


LINK

MARTHA'S VINEYARD  
**ANNUAL SALES  
SUMMARY**  
2022

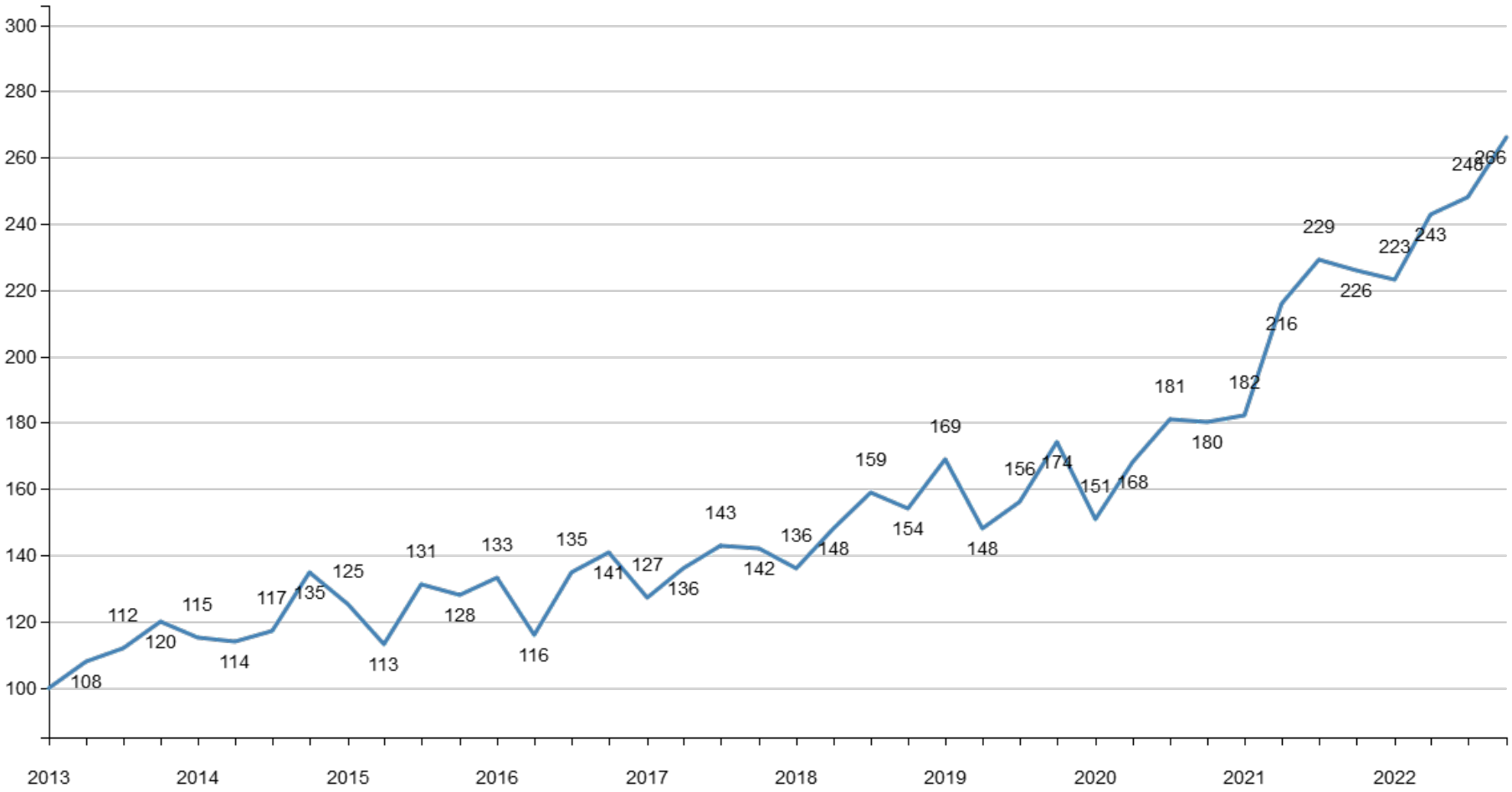


Island-wide  
Five Year Price Index  
(Appreciation Rate)



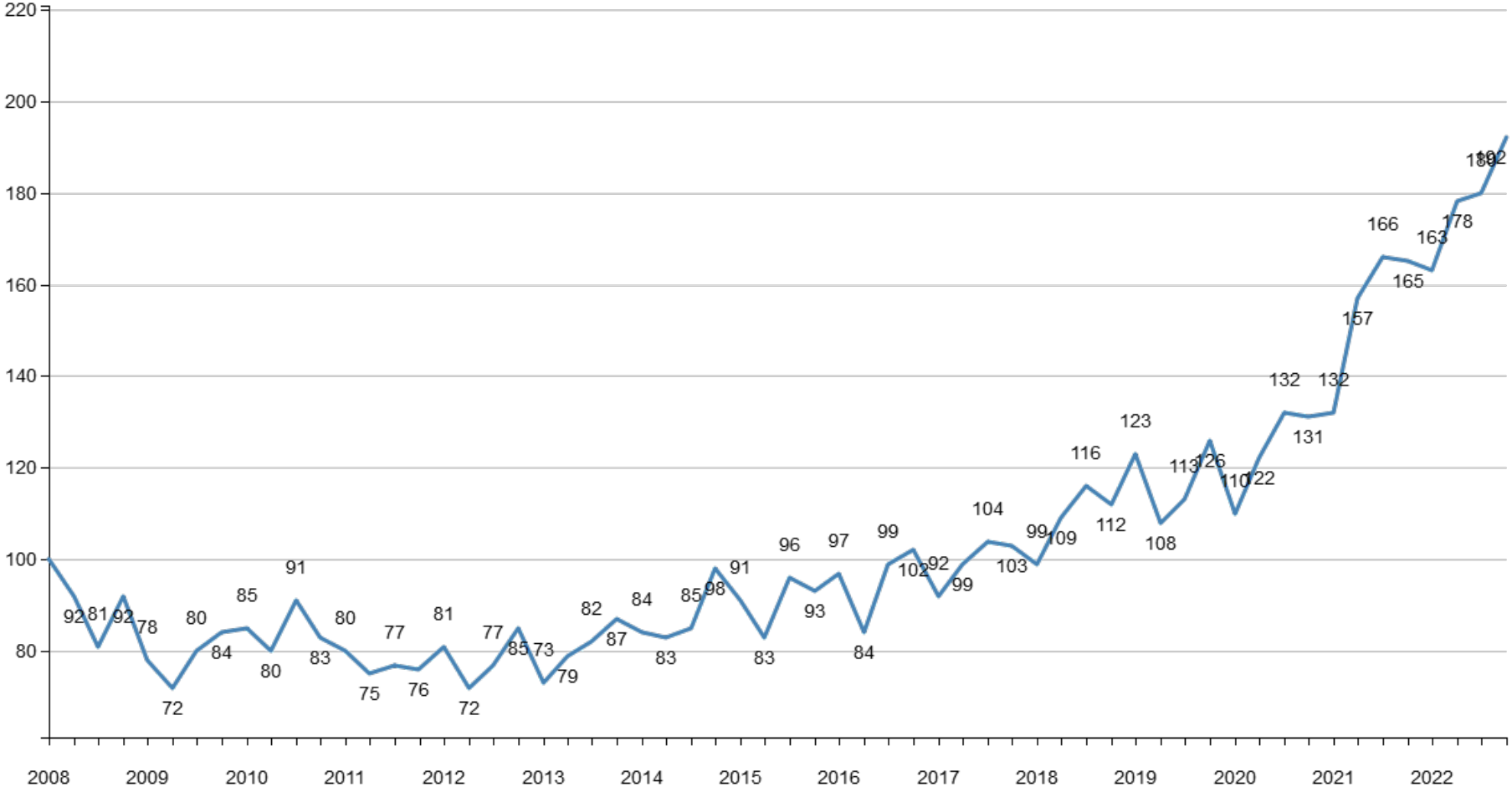


Island-wide  
Ten Year Price Index  
(Appreciation Rate)





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 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.



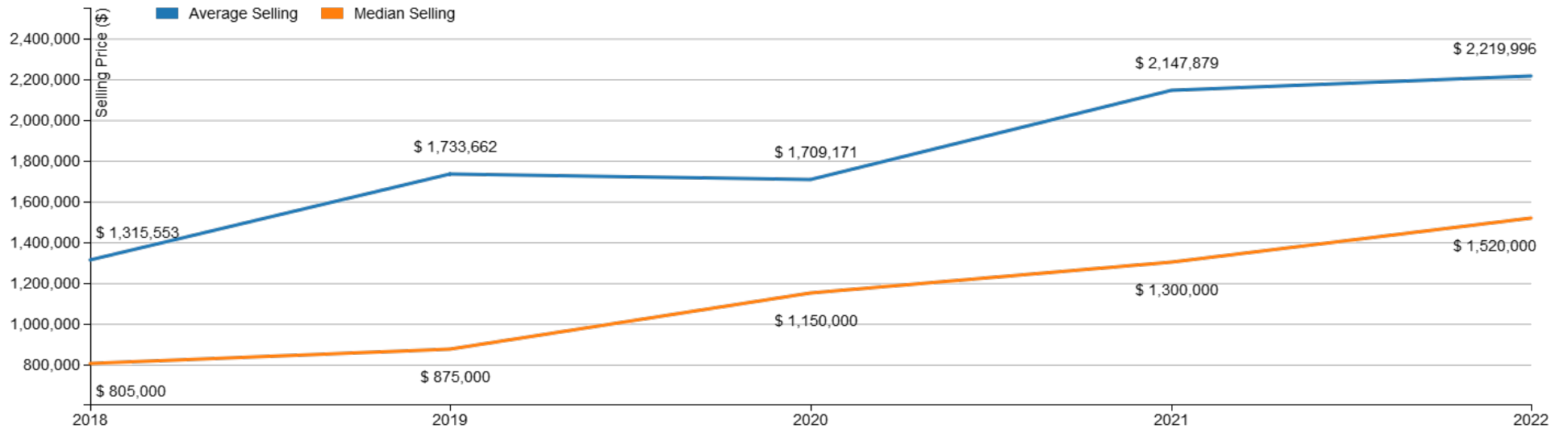
## Island-Wide

### Summary: Single/Multi-Family Sales

2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	425	-	\$1,315,553	-	\$805,000	-	133%	-	\$559,110,191	-	206
2019	387	-9%	\$1,733,662	32%	\$875,000	9%	127%	-5%	\$670,927,163	20%	248
2020	545	41%	\$1,709,171	-1%	\$1,150,000	31%	139%	10%	\$931,498,408	39%	250
2021	503	-8%	\$2,147,879	26%	\$1,300,000	13%	165%	19%	\$1,080,383,195	16%	171
2022	333	-34%	\$2,219,996	3%	\$1,520,000	17%	176%	6%	\$739,258,583	-32%	135

### Average / Median Selling Price

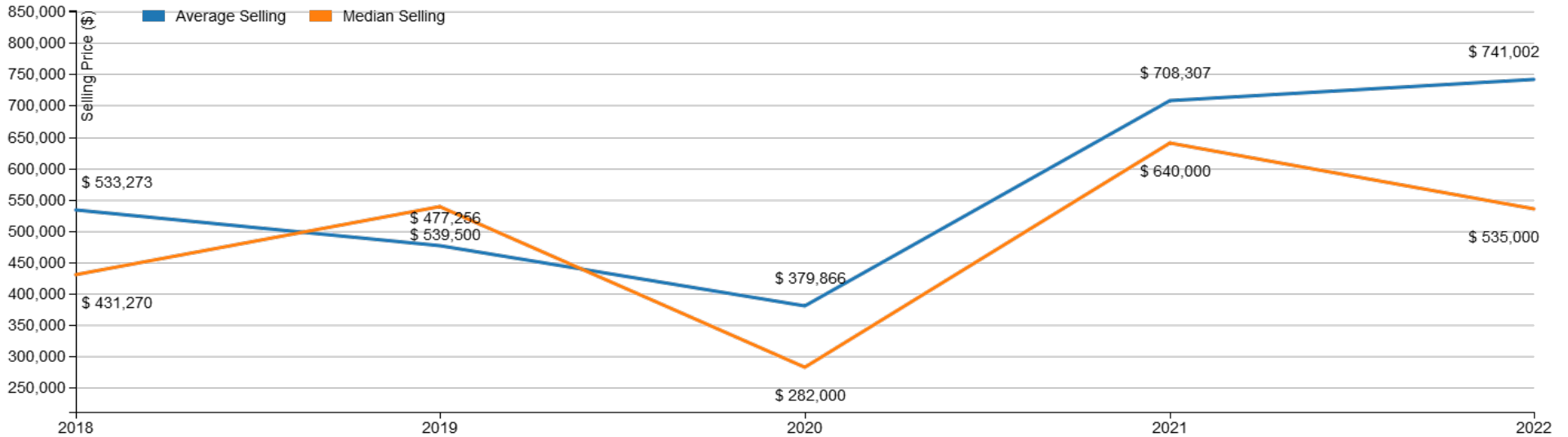




Island-Wide  
Summary: Condo Sales  
2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2018	30	-	\$533,273	-	\$431,270	-	\$510	-	\$451	-	\$15,998,189	-	180
2019	38	27%	\$477,256	-11%	\$539,500	25%	\$576	13%	\$546	21%	\$18,135,726	13%	220
2020	35	-8%	\$379,866	-20%	\$282,000	-48%	\$470	-18%	\$357	-35%	\$13,295,325	-27%	254
2021	29	-17%	\$708,307	86%	\$640,000	127%	\$785	67%	\$684	92%	\$20,540,900	54%	145
2022	22	-24%	\$741,002	5%	\$535,000	-16%	\$748	-5%	\$694	1%	\$16,302,053	-21%	88

Average / Median Selling Price

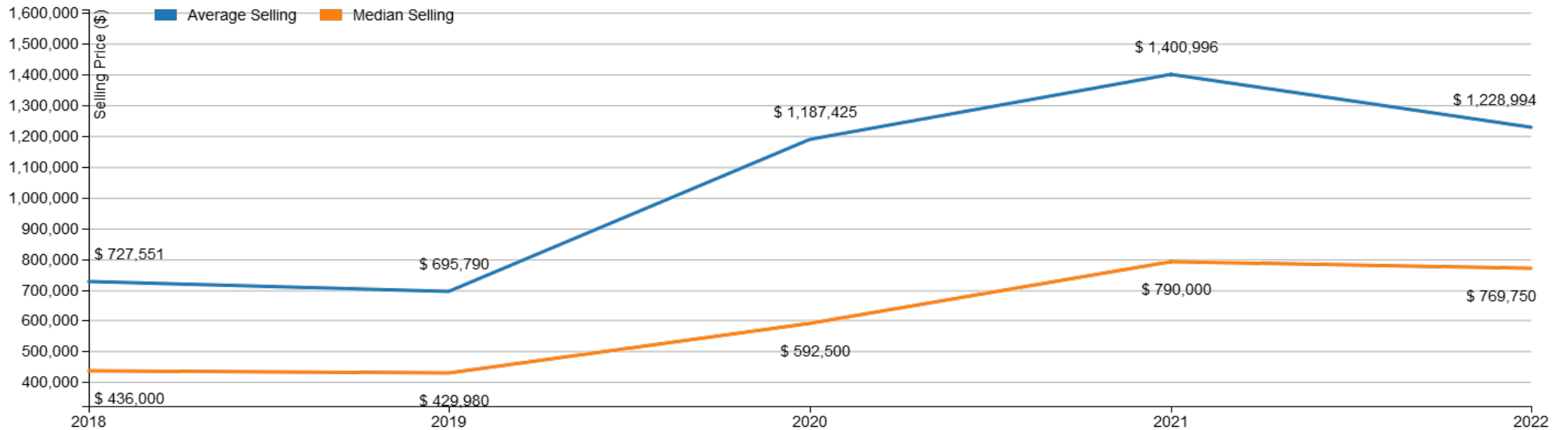




## Island-Wide Summary: Land Sales 2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	96	-	\$727,551	-	\$436,000	-	144%	-	\$69,844,926	-	282
2019	71	-26%	\$695,790	-4%	\$429,980	-1%	120%	-16%	\$49,401,109	-29%	299
2020	88	24%	\$1,187,425	71%	\$592,500	38%	117%	-3%	\$104,493,435	112%	348
2021	105	19%	\$1,400,996	18%	\$790,000	33%	882%	657%	\$147,104,600	41%	290
2022	68	-35%	\$1,228,994	-12%	\$769,750	-3%	272%	-69%	\$83,571,625	-43%	191

### Average / Median Selling Price



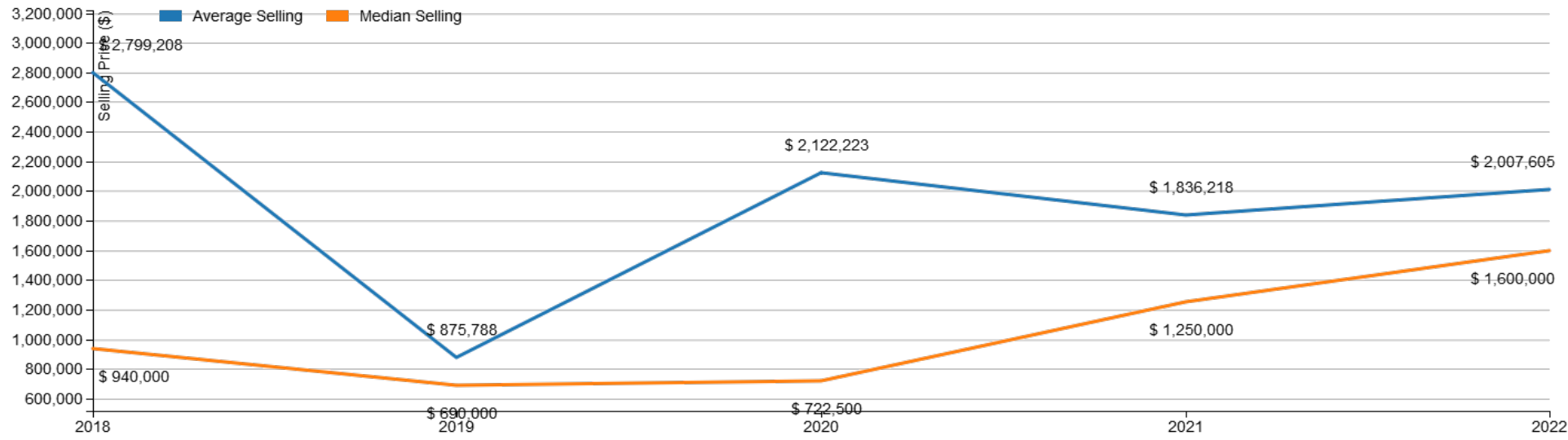




Island-Wide  
 Summary: Commercial Sales  
 2022

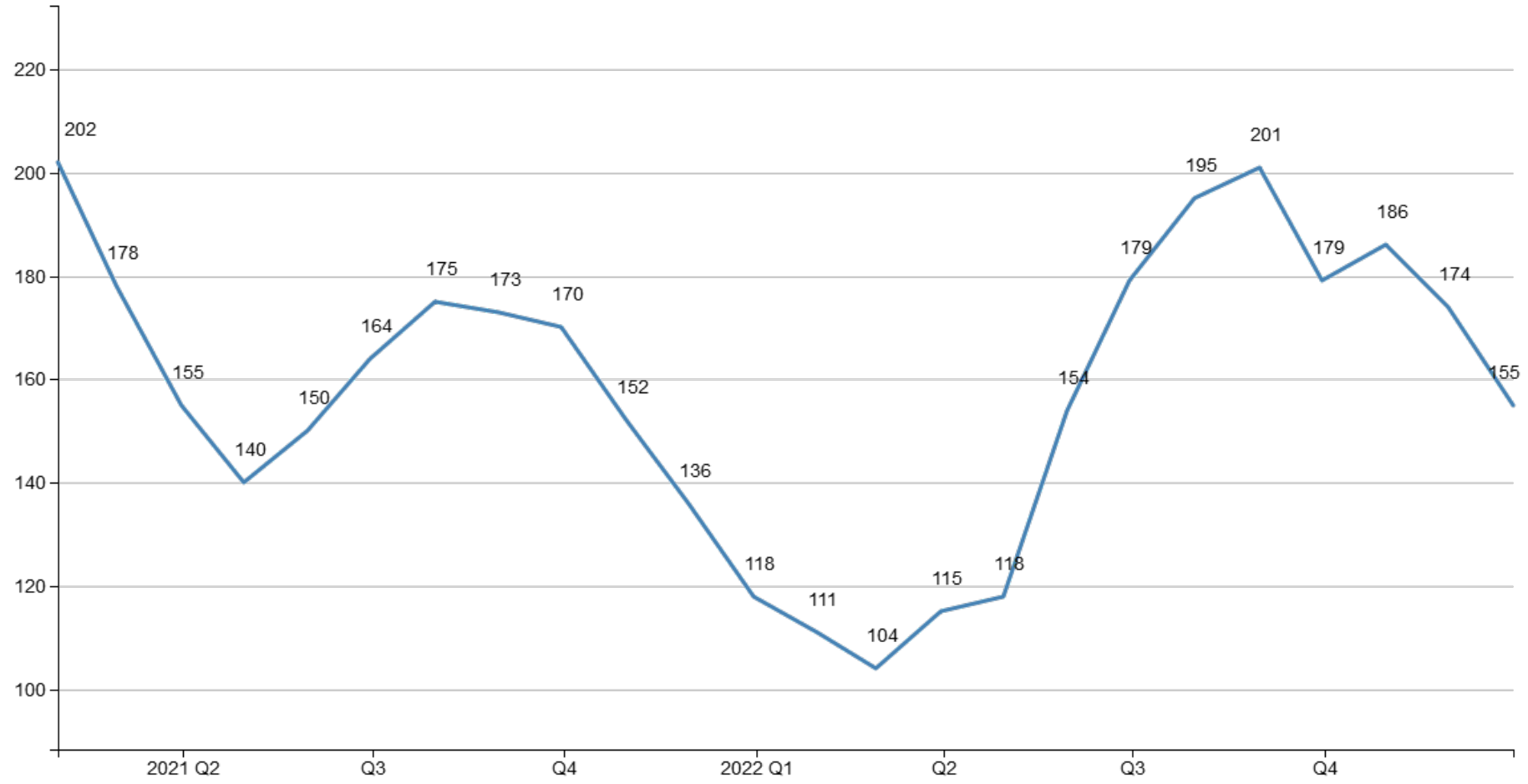
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	23	-	\$2,799,208	-	\$940,000	-	129%	-	\$64,381,787	-	312
2019	13	-43%	\$875,788	-69%	\$690,000	-27%	156%	22%	\$11,385,250	-82%	338
2020	21	62%	\$2,122,223	142%	\$722,500	5%	143%	-9%	\$44,566,686	291%	379
2021	33	57%	\$1,836,218	-13%	\$1,250,000	73%	3,465%	2,324%	\$60,595,188	36%	369
2022	19	-42%	\$2,007,605	9%	\$1,600,000	28%	173%	-95%	\$38,144,500	-37%	225

Average / Median Selling Price





Island-Wide  
Inventory  
2022

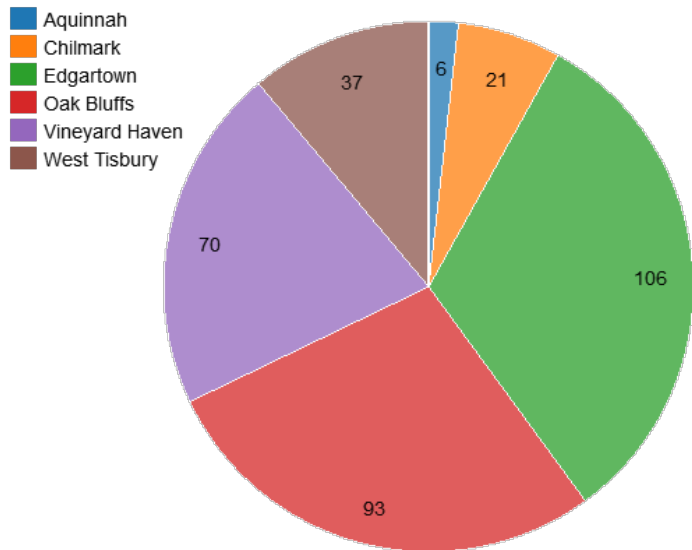


# LINK

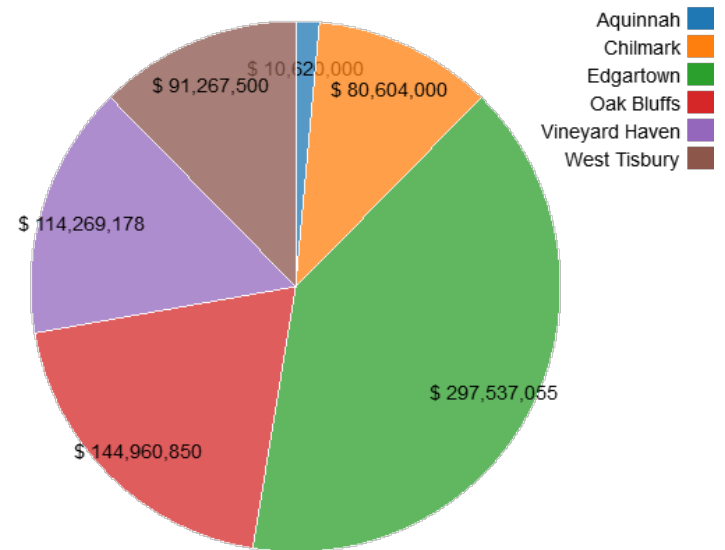
## Sales Summary by Town Single/Multi-Family 2022

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	6	-33%	\$1,770,000	10%	\$1,187,500	-18%	124%	-12%	\$10,620,000	-26%	174
Chilmark	21	-30%	\$3,838,286	7%	\$3,400,000	49%	184%	17%	\$80,604,000	-25%	199
Edgartown	106	-36%	\$2,806,953	-9%	\$1,900,000	-5%	204%	15%	\$297,537,055	-42%	168
Oak Bluffs	93	-32%	\$1,558,719	27%	\$1,250,000	27%	163%	5%	\$144,960,850	-13%	108
Vineyard Haven	70	-33%	\$1,632,417	17%	\$1,140,750	19%	157%	-7%	\$114,269,178	-21%	116
West Tisbury	37	-37%	\$2,466,689	6%	\$1,750,000	30%	166%	6%	\$91,267,500	-33%	113

Number of Sales by Town



Total Dollar Volume by Town



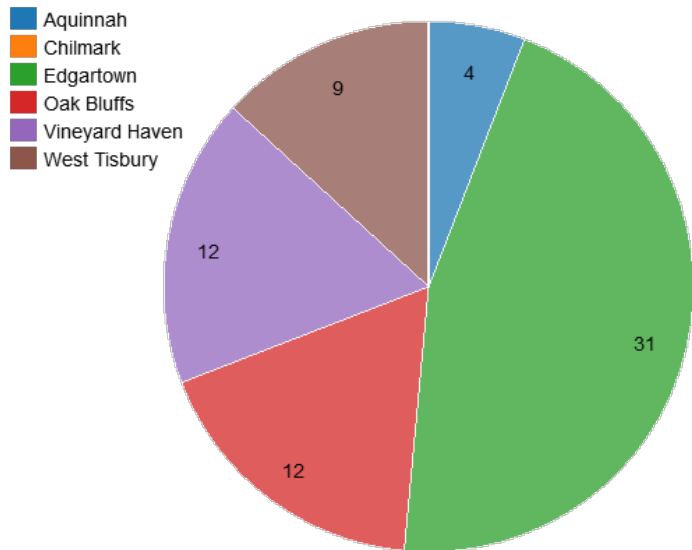


## Sales Summary by Town

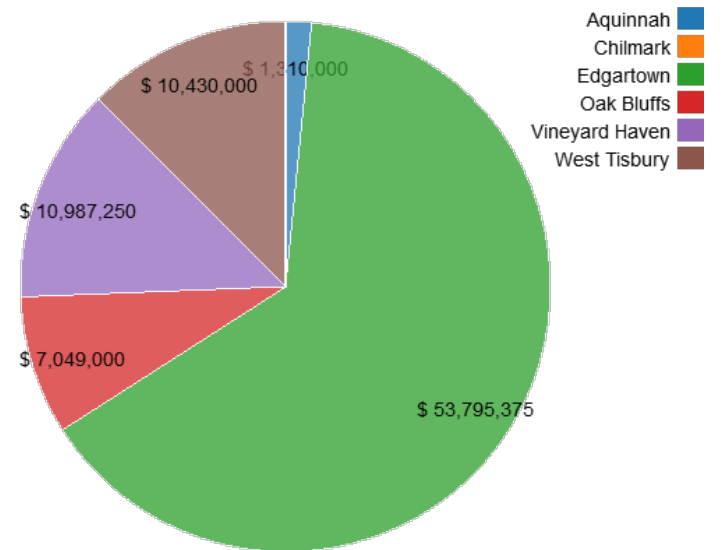
Land  
2022

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	4	-50%	\$327,500	-80%	\$350,000	-38%	145%	108%	\$1,310,000	-90%	43
Chilmark	0	-	-	-	-	-	-	-	-	-	
Edgartown	31	-21%	\$1,735,335	-5%	\$1,100,000	-15%	230%	47%	\$53,795,375	-24%	259
Oak Bluffs	12	20%	\$587,417	-19%	\$585,500	22%	187%	52%	\$7,049,000	-3%	119
Vineyard Haven	12	-25%	\$915,604	47%	\$807,500	28%	325%	79%	\$10,987,250	10%	182
West Tisbury	9	-40%	\$1,158,889	-36%	\$770,000	-9%	577%	-87%	\$10,430,000	-62%	198

Number of Sales by Town



Total Dollar Volume by Town



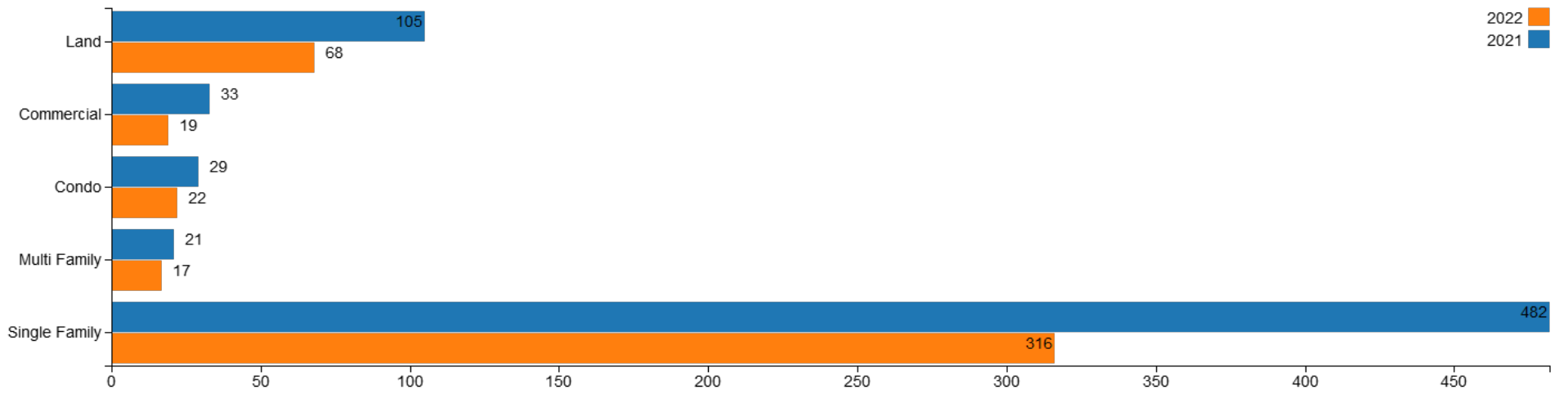


Island-Wide

Quarterly Comparison: Total Number of Sales

2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	83	-31%	92	-23%	84	-29%	96	-45%	355	-33%
- Single Family	75	-32%	79	-29%	74	-32%	88	-42%	316	-34%
- Multi Family	6	100%	2	-50%	5	25%	4	-60%	17	-19%
- Condo	2	-67%	11	120%	5	-17%	4	-67%	22	-24%
<b>Commercial</b>	8	0%	6	-40%	3	0%	2	-83%	19	-42%
<b>Land</b>	18	-31%	18	-51%	17	-35%	15	-6%	68	-35%
<b>Total</b>	109	-29%	116	-31%	104	-30%	113	-44%	442	-34%



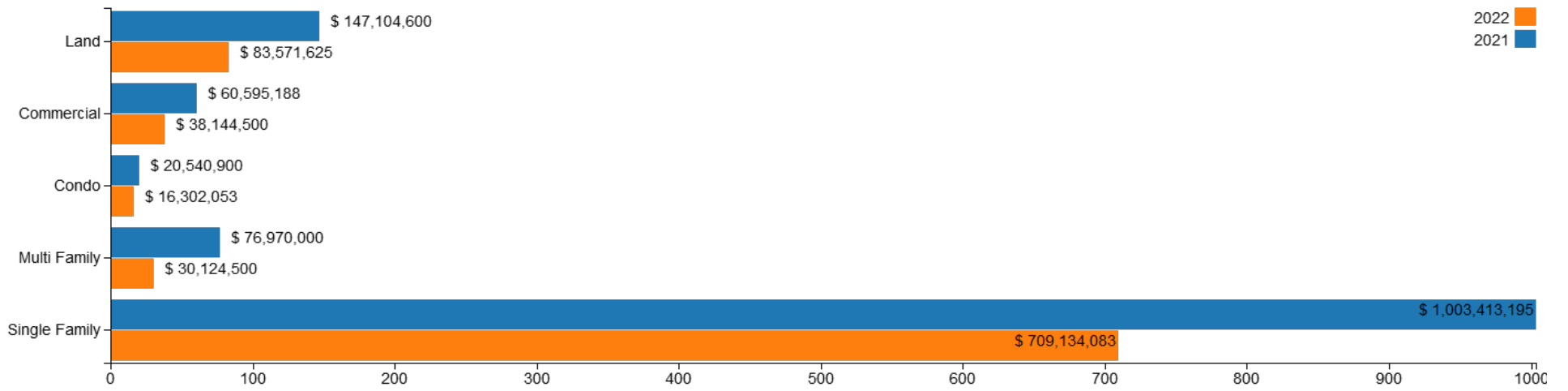


Island-Wide

Quarterly Comparison: Total Dollar Volume

2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$173,313,208	-14%	\$178,455,729	-33%	\$168,956,394	-28%	\$234,835,305	-41%	\$755,560,636	-31%
- Single Family	\$162,558,208	-16%	\$168,167,950	-27%	\$158,555,620	-30%	\$219,852,305	-38%	\$709,134,083	-29%
- Multi Family	\$8,780,000	174%	\$3,335,000	-90%	\$7,199,500	49%	\$10,810,000	-70%	\$30,124,500	-61%
- Condo	\$1,975,000	-39%	\$6,952,779	174%	\$3,201,274	-27%	\$4,173,000	-60%	\$16,302,053	-21%
<b>Commercial</b>	\$15,699,500	-33%	\$10,375,000	-29%	\$6,945,000	78%	\$5,125,000	-72%	\$38,144,500	-37%
<b>Land</b>	\$31,379,000	17%	\$15,701,750	-69%	\$20,917,875	-50%	\$15,573,000	-42%	\$83,571,625	-43%
<b>Total</b>	\$220,391,708	-12%	\$204,532,479	-39%	\$196,819,269	-30%	\$255,533,305	-42%	\$877,276,761	-33%



LINK

AQUINNAH  
**ANNUAL SALES  
SUMMARY**  
2022



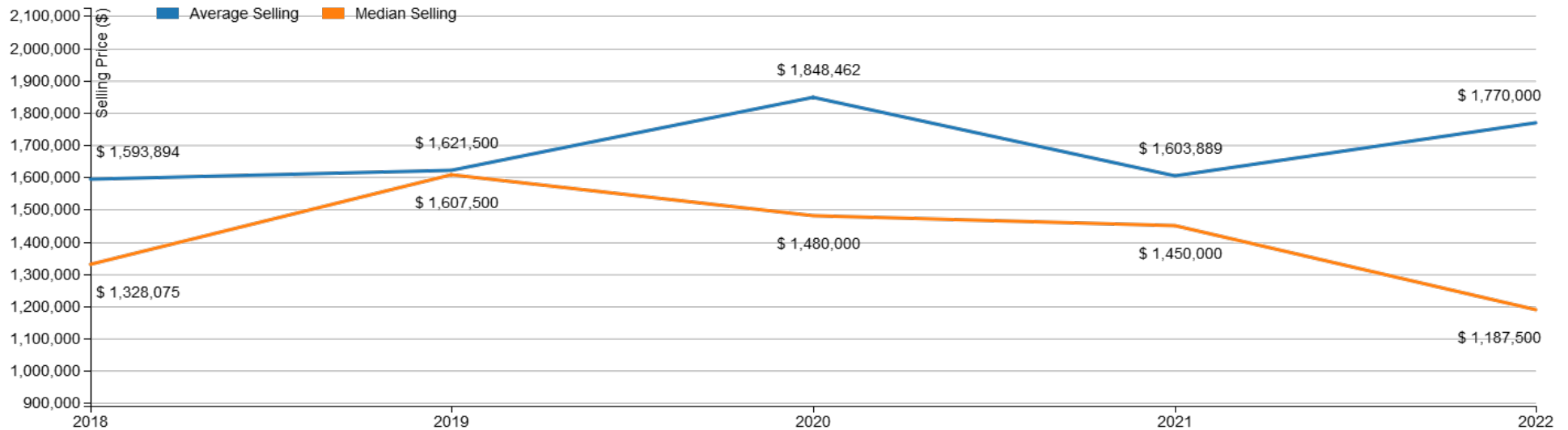
Aquinnah

Summary: Single/Multi-Family Sales

2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	8	-	\$1,593,894	-	\$1,328,075	-	116%	-	\$12,751,150	-	301
2019	10	25%	\$1,621,500	2%	\$1,607,500	21%	103%	-11%	\$16,215,000	27%	411
2020	15	50%	\$1,848,462	14%	\$1,480,000	-8%	137%	33%	\$27,726,936	71%	313
2021	9	-40%	\$1,603,889	-13%	\$1,450,000	-2%	141%	2%	\$14,435,000	-48%	183
2022	6	-33%	\$1,770,000	10%	\$1,187,500	-18%	124%	-12%	\$10,620,000	-26%	174

### Average / Median Selling Price







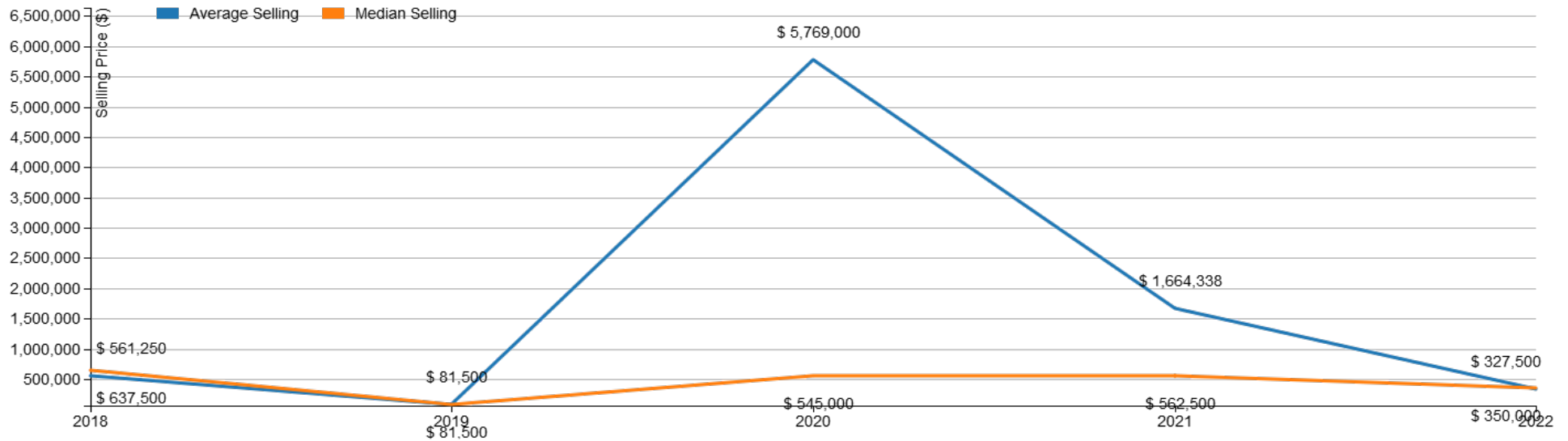
# Aquinnah

## Summary: Land Sales

### 2022

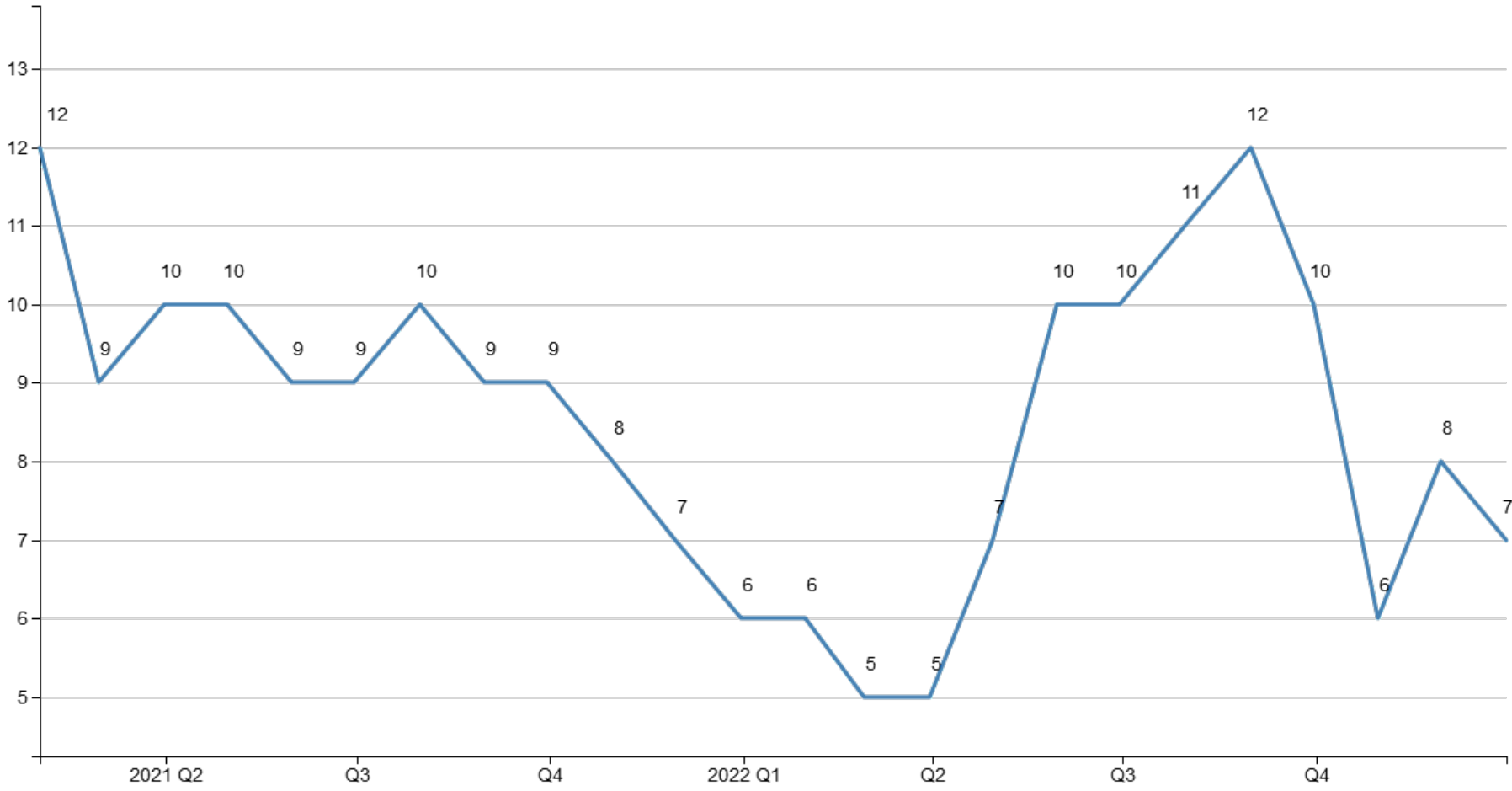
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	4	-	\$561,250	-	\$637,500	-	82%	-	\$2,245,000	-	415
2019	1	-75%	\$81,500	-85%	\$81,500	-87%	13%	-84%	\$81,500	-96%	122
2020	5	400%	\$5,769,000	6,979%	\$545,000	569%	85%	556%	\$28,845,000	35,293%	547
2021	8	60%	\$1,664,338	-71%	\$562,500	3%	70%	-18%	\$13,314,700	-54%	558
2022	4	-50%	\$327,500	-80%	\$350,000	-38%	145%	108%	\$1,310,000	-90%	43

### Average / Median Selling Price





Aquinnah  
Inventory  
2022

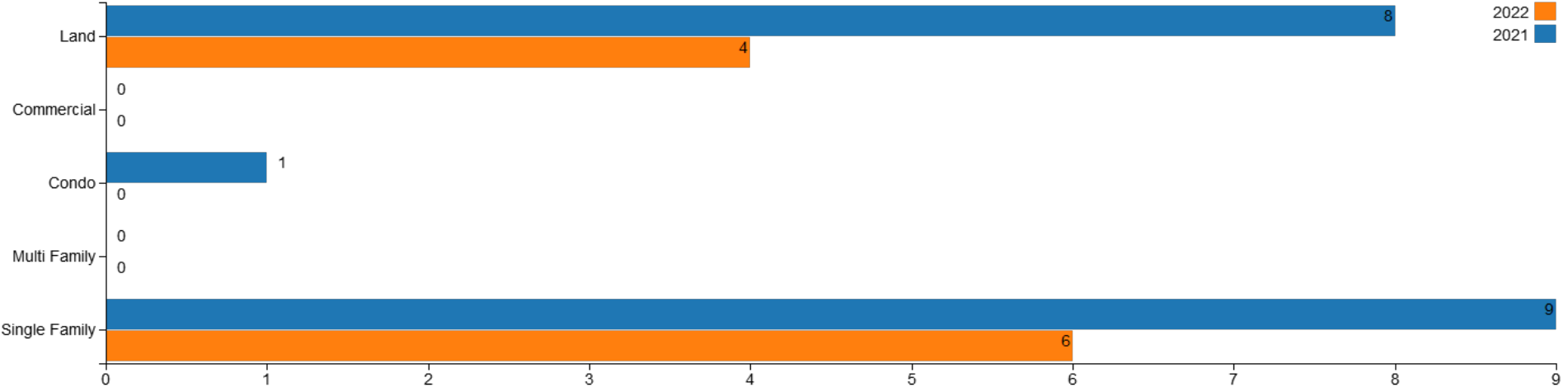




Aquinnah

Quarterly Comparison: Total Number of Sales  
2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	1	0%	1	-80%	1	-67%	3	200%	6	-40%
- Single Family	1	0%	1	-80%	1	-50%	3	200%	6	-33%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	0	-	1	-75%	1	-50%	2	100%	4	-50%
<b>Total</b>	1	-50%	2	-78%	2	-60%	5	150%	10	-44%

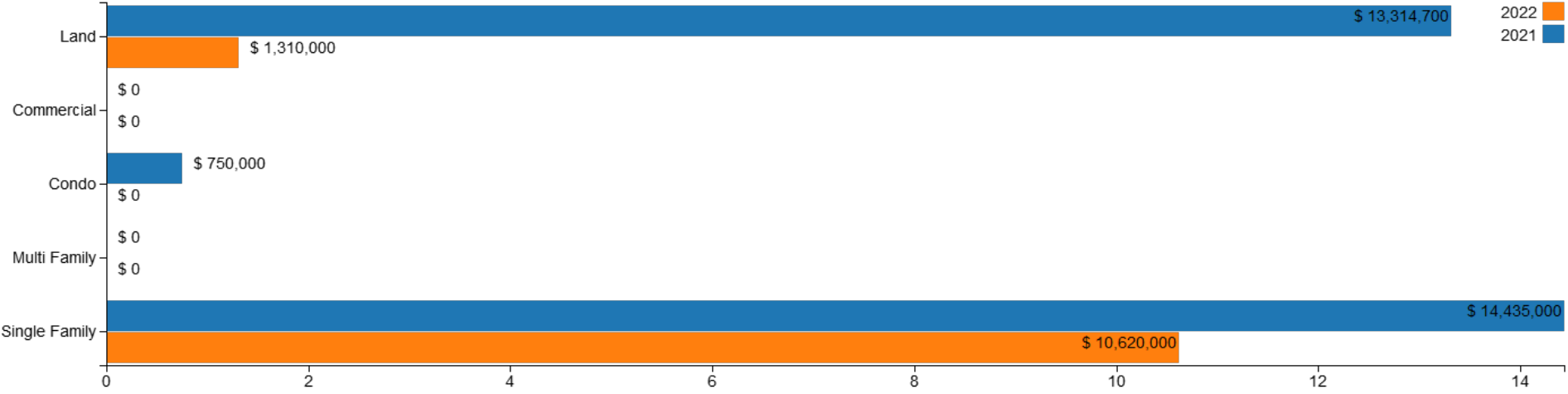




Aquinnah

Quarterly Comparison: Total Dollar Volume  
2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$650,000	-73%	\$3,400,000	-56%	\$1,050,000	-64%	\$5,520,000	153%	\$10,620,000	-30%
- Single Family	\$650,000	-73%	\$3,400,000	-56%	\$1,050,000	-52%	\$5,520,000	153%	\$10,620,000	-26%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	-	-	\$450,000	-77%	\$250,000	-98%	\$610,000	-12%	\$1,310,000	-90%
<b>Total</b>	\$650,000	-75%	\$3,850,000	-60%	\$1,300,000	-90%	\$6,130,000	113%	\$11,930,000	-58%



LINK

CHILMARK  
**ANNUAL SALES  
SUMMARY**  
2022



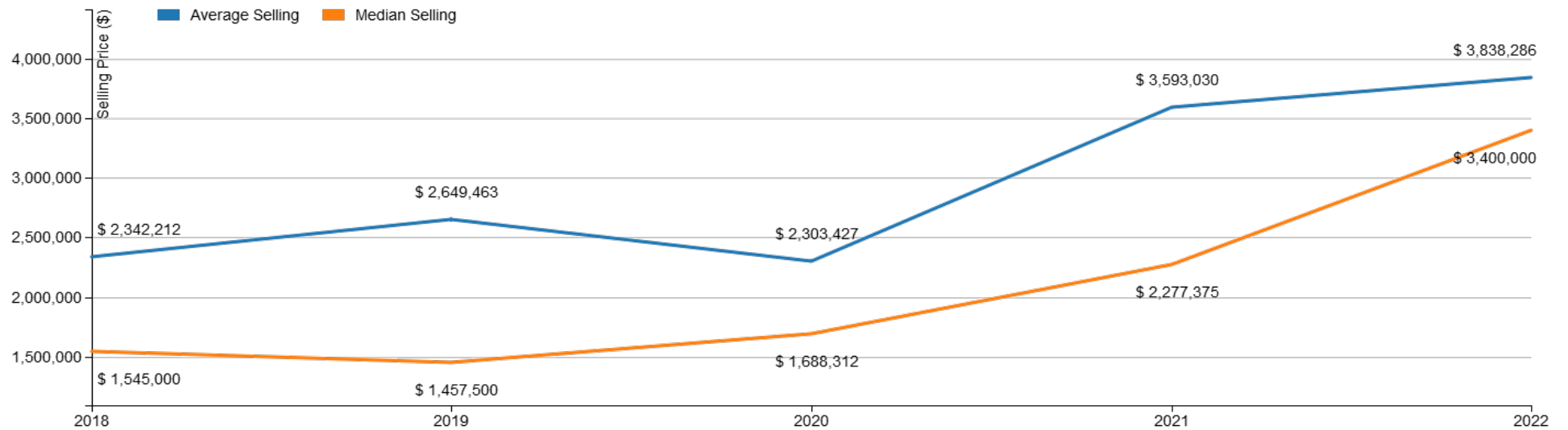
Chilmark

Summary: Single/Multi-Family Sales

2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	26	-	\$2,342,212	-	\$1,545,000	-	121%	-	\$60,897,500	-	220
2019	30	15%	\$2,649,463	13%	\$1,457,500	-6%	128%	6%	\$79,483,900	31%	319
2020	40	33%	\$2,303,427	-13%	\$1,688,313	16%	131%	2%	\$92,137,085	16%	286
2021	30	-25%	\$3,593,030	56%	\$2,277,375	35%	157%	20%	\$107,790,895	17%	264
2022	21	-30%	\$3,838,286	7%	\$3,400,000	49%	184%	17%	\$80,604,000	-25%	199

### Average / Median Selling Price



# LINK

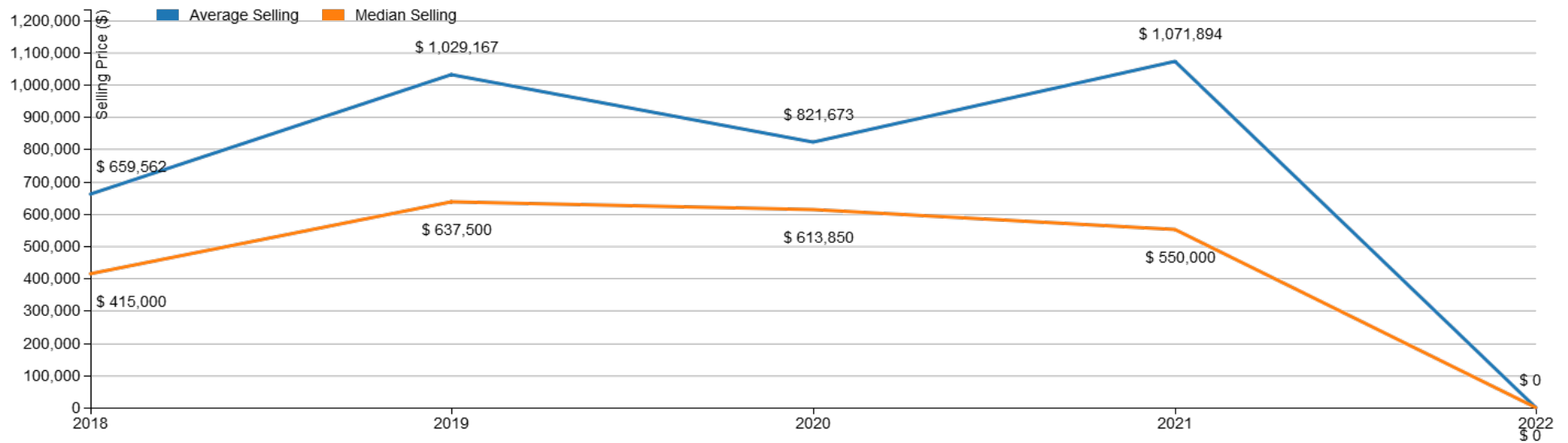
Chilmark

Summary: Land Sales

2022

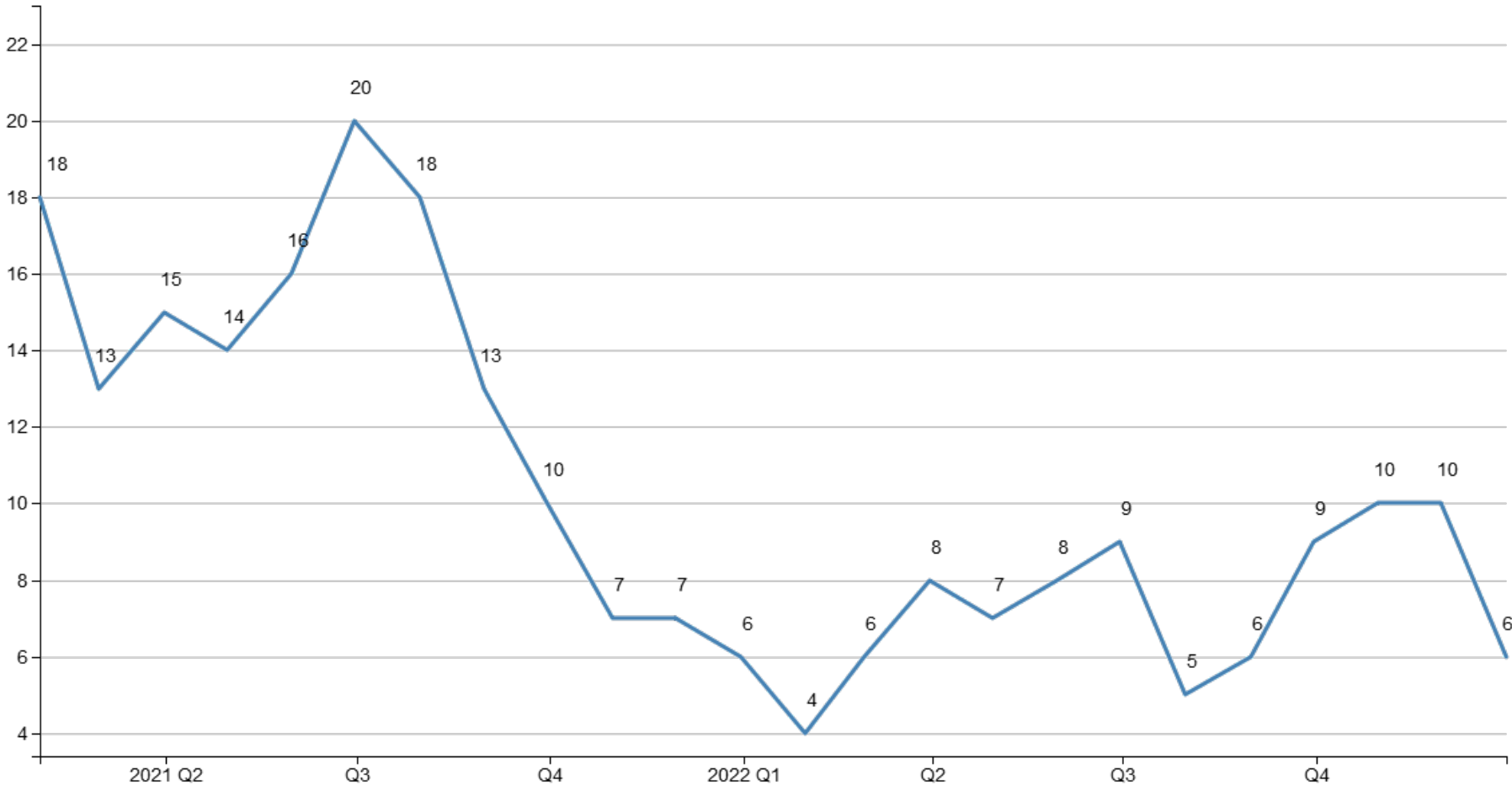
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	16	-	\$659,563	-	\$415,000	-	162%	-	\$10,553,000	-	362
2019	6	-63%	\$1,029,167	56%	\$637,500	54%	113%	-30%	\$6,175,000	-41%	393
2020	20	233%	\$821,673	-20%	\$613,850	-4%	119%	6%	\$16,433,455	166%	307
2021	17	-15%	\$1,071,894	30%	\$550,000	-10%	143%	20%	\$18,222,200	11%	144
2022	0	-	-	-	-	-	-	-	-	-	

## Average / Median Selling Price





Chilmark  
Inventory  
2022



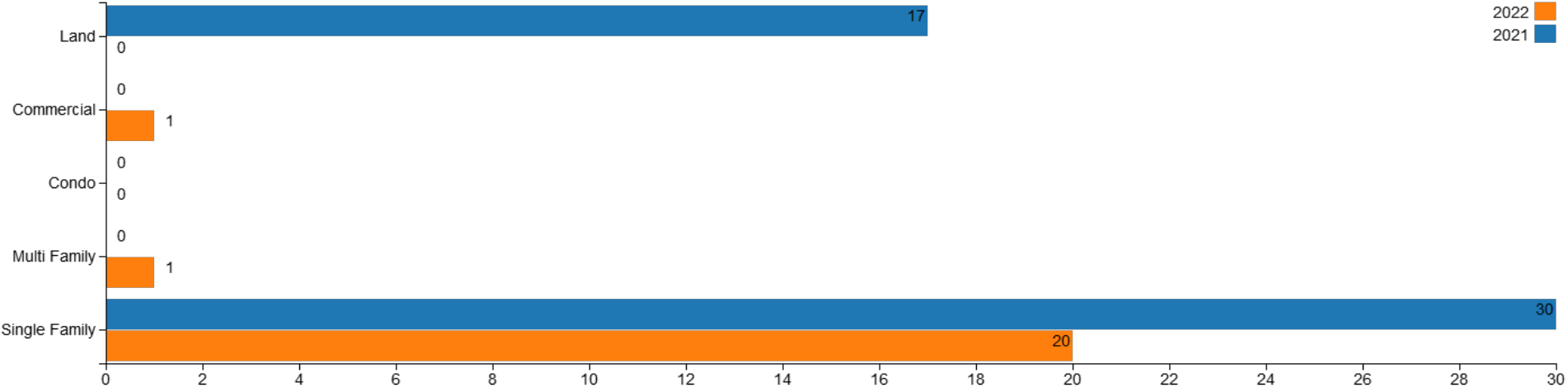




Chilmark

Quarterly Comparison: Total Number of Sales  
2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	5	-17%	4	33%	3	-75%	9	0%	21	-30%
- Single Family	4	-33%	4	33%	3	-75%	9	0%	20	-33%
- Multi Family	1	-	0	-	0	-	0	-	1	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	1	-	0	-	0	-	1	-
<b>Land</b>	0	-	0	-	0	-	0	-	0	-
<b>Total</b>	5	-44%	5	-50%	3	-83%	9	-10%	22	-53%



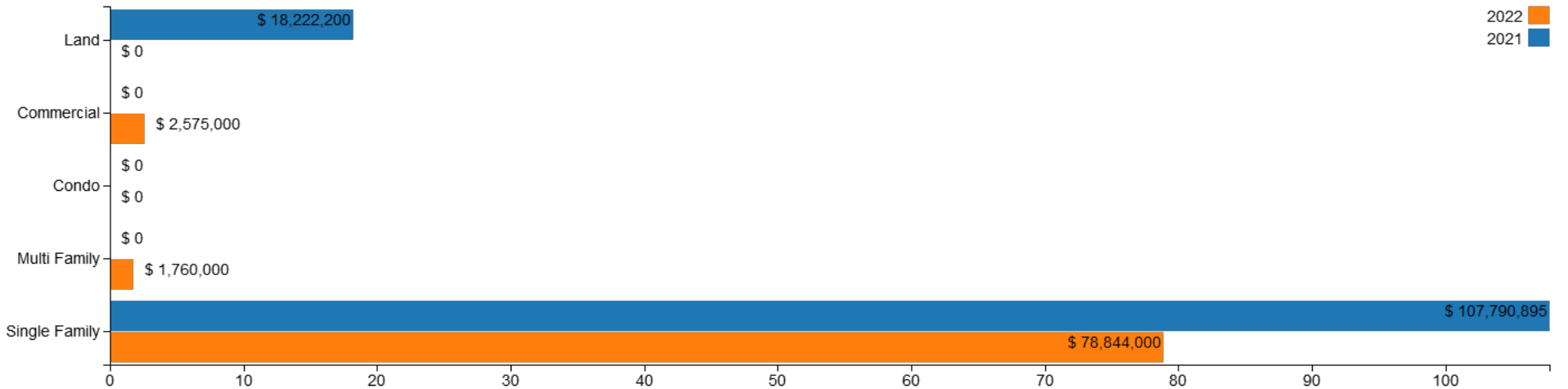


Chilmark

Quarterly Comparison: Total Dollar Volume

2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$18,588,000	68%	\$17,920,000	137%	\$4,750,000	-89%	\$39,346,000	-17%	\$80,604,000	-25%
- Single Family	\$16,828,000	52%	\$17,920,000	137%	\$4,750,000	-89%	\$39,346,000	-17%	\$78,844,000	-27%
- Multi Family	\$1,760,000	-	-	-	-	-	-	-	\$1,760,000	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	\$2,575,000	-	-	-	-	-	\$2,575,000	-
<b>Land</b>	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	\$18,588,000	44%	\$20,495,000	25%	\$4,750,000	-90%	\$39,346,000	-17%	\$83,179,000	-34%



LINK

EDGARTOWN  
**ANNUAL SALES  
SUMMARY**  
2022



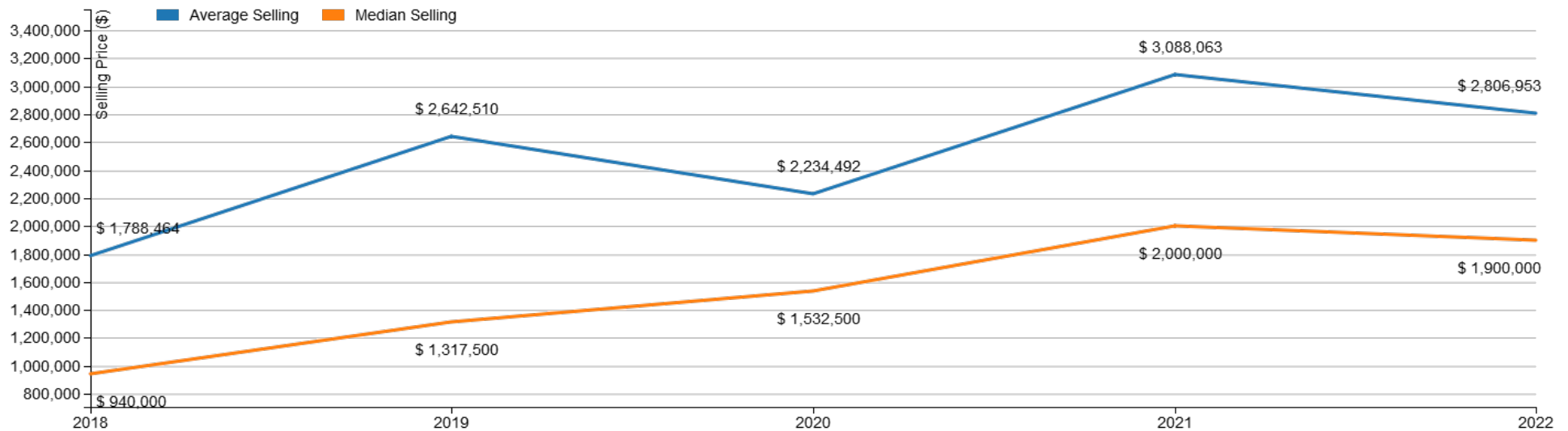
## Edgartown

### Summary: Single/Multi-Family Sales

2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	149	-	\$1,788,464	-	\$940,000	-	137%	-	\$266,481,208	-	204
2019	118	-21%	\$2,642,510	48%	\$1,317,500	40%	134%	-2%	\$311,816,200	17%	240
2020	202	71%	\$2,234,492	-15%	\$1,532,500	16%	147%	10%	\$451,367,363	45%	206
2021	165	-18%	\$3,088,063	38%	\$2,000,000	31%	177%	21%	\$509,530,390	13%	192
2022	106	-36%	\$2,806,953	-9%	\$1,900,000	-5%	204%	15%	\$297,537,055	-42%	168

### Average / Median Selling Price





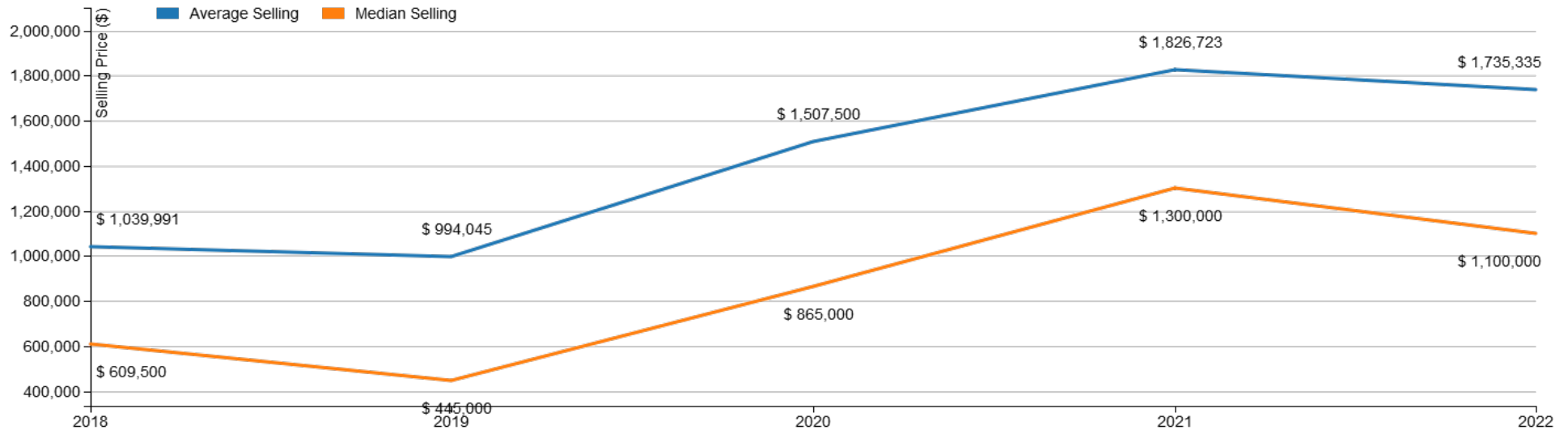
## Edgartown

### Summary: Land Sales

2022

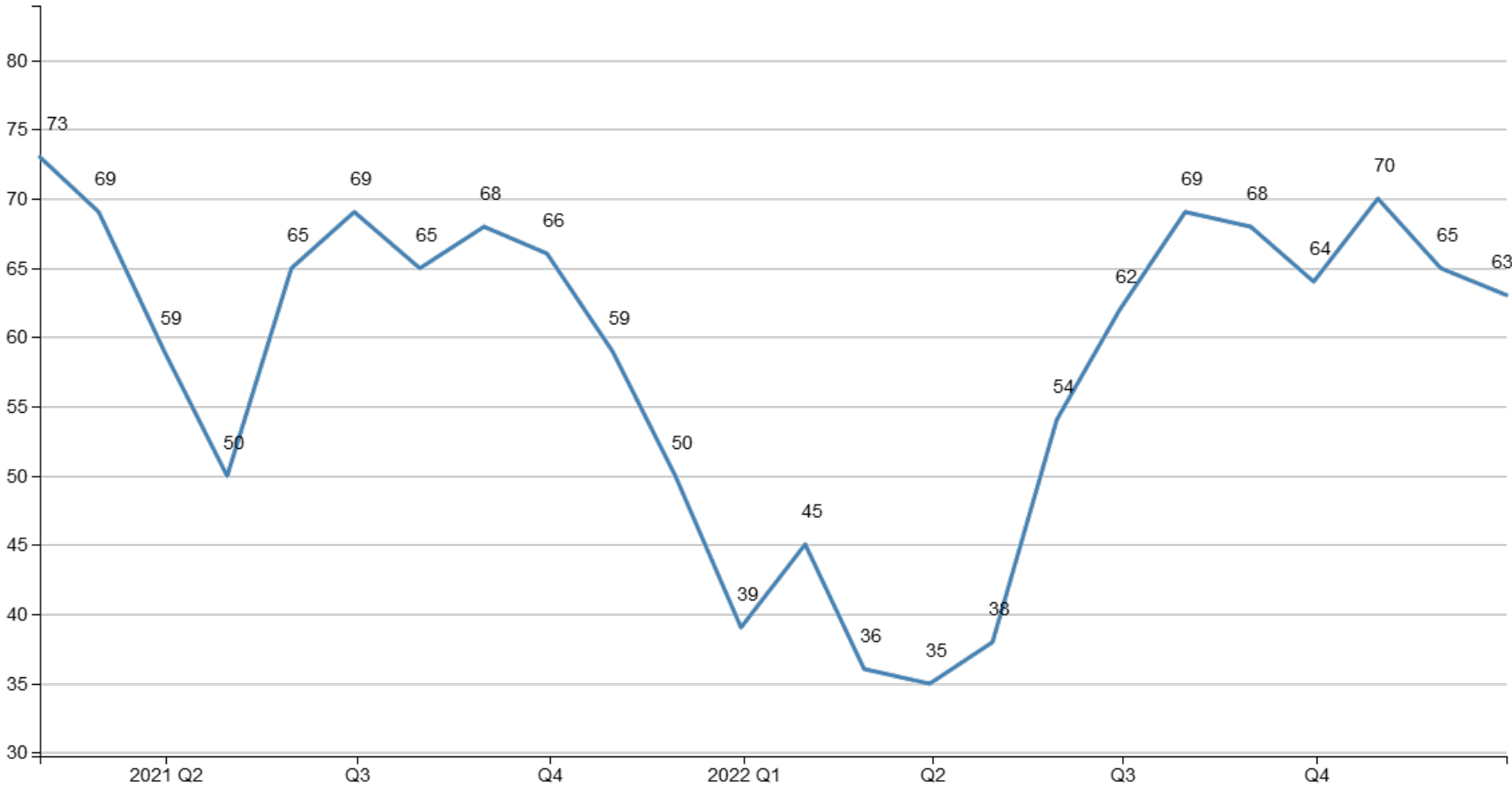
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	28	-	\$1,039,991	-	\$609,500	-	170%	-	\$29,119,738	-	232
2019	22	-21%	\$994,045	-4%	\$445,000	-27%	131%	-23%	\$21,869,000	-25%	410
2020	23	5%	\$1,507,500	52%	\$865,000	94%	137%	5%	\$34,672,500	59%	350
2021	39	70%	\$1,826,723	21%	\$1,300,000	50%	156%	14%	\$71,242,200	105%	366
2022	31	-21%	\$1,735,335	-5%	\$1,100,000	-15%	230%	47%	\$53,795,375	-24%	259

### Average / Median Selling Price





Edgartown  
Inventory  
2022

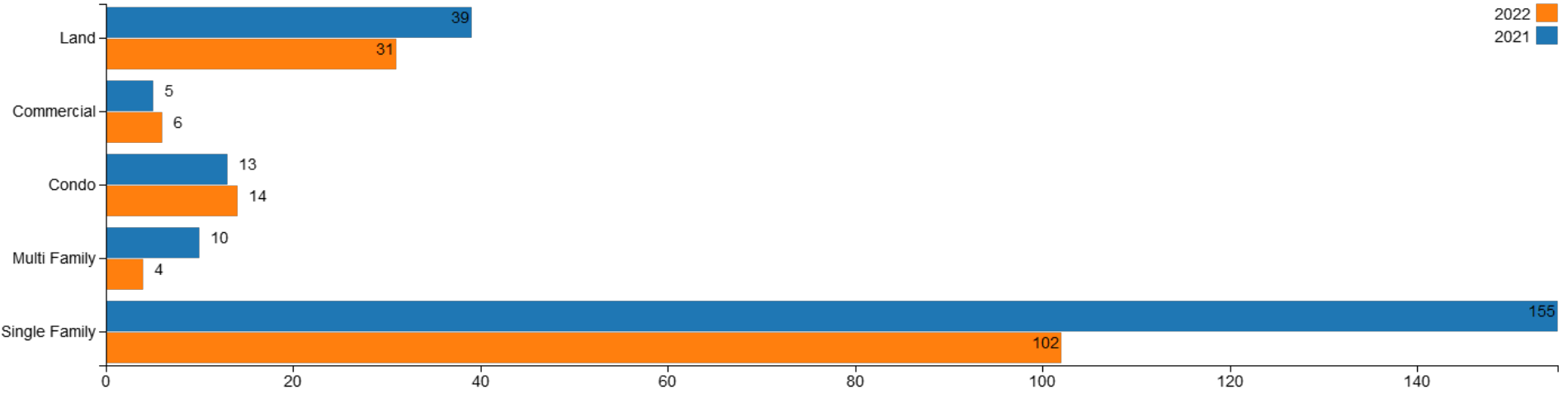




Edgartown

Quarterly Comparison: Total Number of Sales  
2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	34	-17%	26	-35%	33	-6%	27	-56%	120	-33%
- Single Family	32	-14%	18	-47%	28	-13%	24	-54%	102	-34%
- Multi Family	1	0%	0	-	1	0%	2	-60%	4	-60%
- Condo	1	-67%	8	167%	4	100%	1	-80%	14	8%
<b>Commercial</b>	1	0%	3	0%	2	100%	0	-	6	20%
<b>Land</b>	7	-42%	8	-27%	9	-10%	7	17%	31	-21%
<b>Total</b>	42	-22%	37	-31%	44	-4%	34	-50%	157	-29%



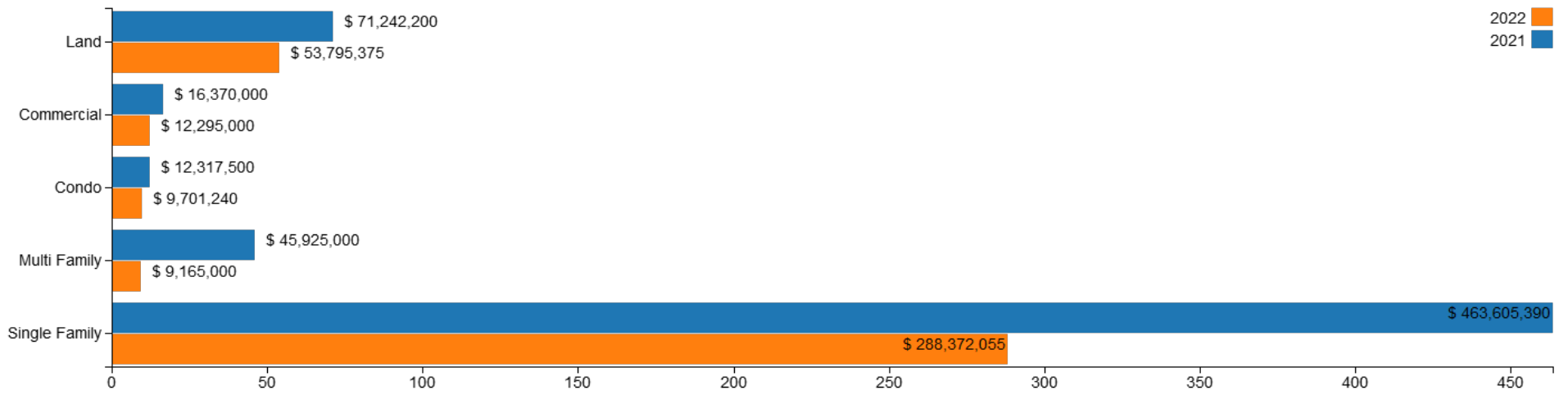


## Edgartown

### Quarterly Comparison: Total Dollar Volume

2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$98,160,500	5%	\$52,685,216	-64%	\$77,954,274	-13%	\$78,438,305	-59%	\$307,238,295	-41%
- Single Family	\$93,335,500	3%	\$47,520,250	-58%	\$73,708,000	-15%	\$73,808,305	-57%	\$288,372,055	-38%
- Multi Family	\$3,400,000	258%	-	-	\$1,550,000	19%	\$4,215,000	-63%	\$9,165,000	-80%
- Condo	\$1,425,000	-27%	\$5,164,966	174%	\$2,696,274	30%	\$415,000	-94%	\$9,701,240	-21%
<b>Commercial</b>	\$600,000	-94%	\$5,100,000	34%	\$6,595,000	103%	-	-	\$12,295,000	-25%
<b>Land</b>	\$19,770,000	4%	\$7,184,500	-54%	\$15,841,875	-7%	\$10,999,000	-44%	\$53,795,375	-24%
<b>Total</b>	\$118,530,500	-2%	\$64,969,716	-61%	\$100,391,149	-9%	\$89,437,305	-57%	\$373,328,670	-39%





LINK

OAK BLUFFS  
**ANNUAL SALES  
SUMMARY**  
2022

# LINK

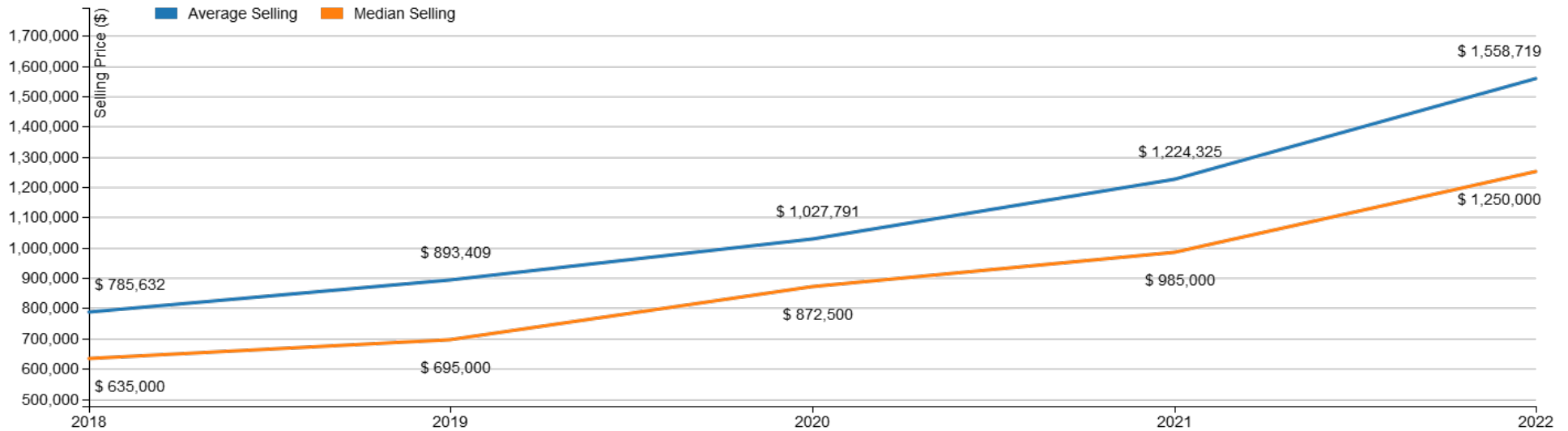
## Oak Bluffs

### Summary: Single/Multi-Family Sales

2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	121	-	\$785,632	-	\$635,000	-	132%	-	\$95,061,495	-	191
2019	105	-13%	\$893,409	14%	\$695,000	9%	131%	0%	\$93,807,990	-1%	206
2020	114	9%	\$1,027,791	15%	\$872,500	26%	149%	14%	\$117,168,124	25%	194
2021	136	19%	\$1,224,325	19%	\$985,000	13%	156%	4%	\$166,508,175	42%	134
2022	93	-32%	\$1,558,719	27%	\$1,250,000	27%	163%	5%	\$144,960,850	-13%	108

### Average / Median Selling Price





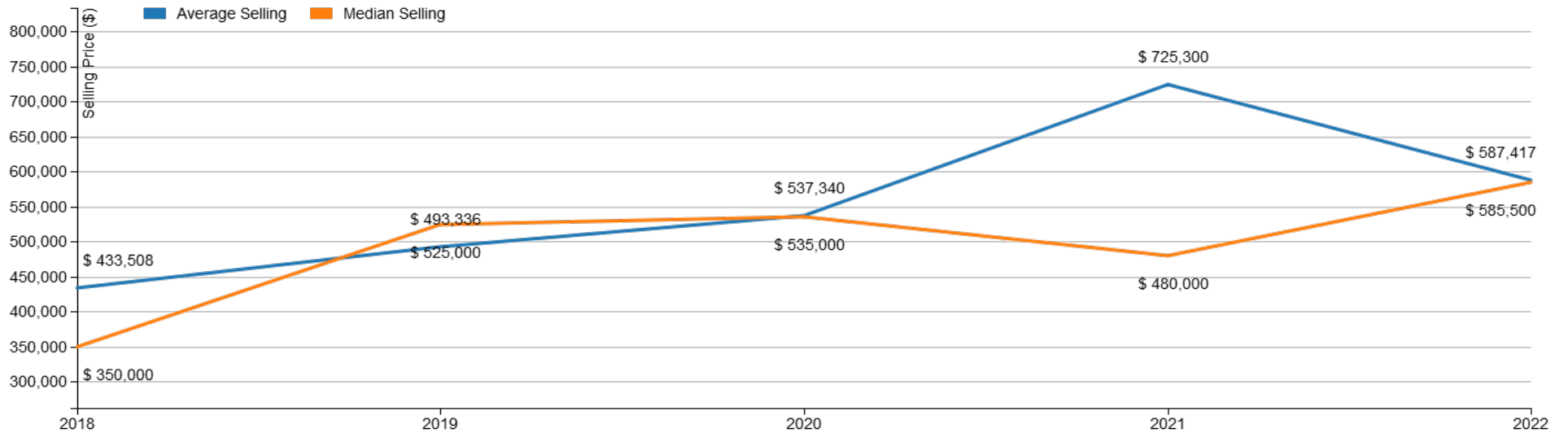
## Oak Bluffs

### Summary: Land Sales

2022

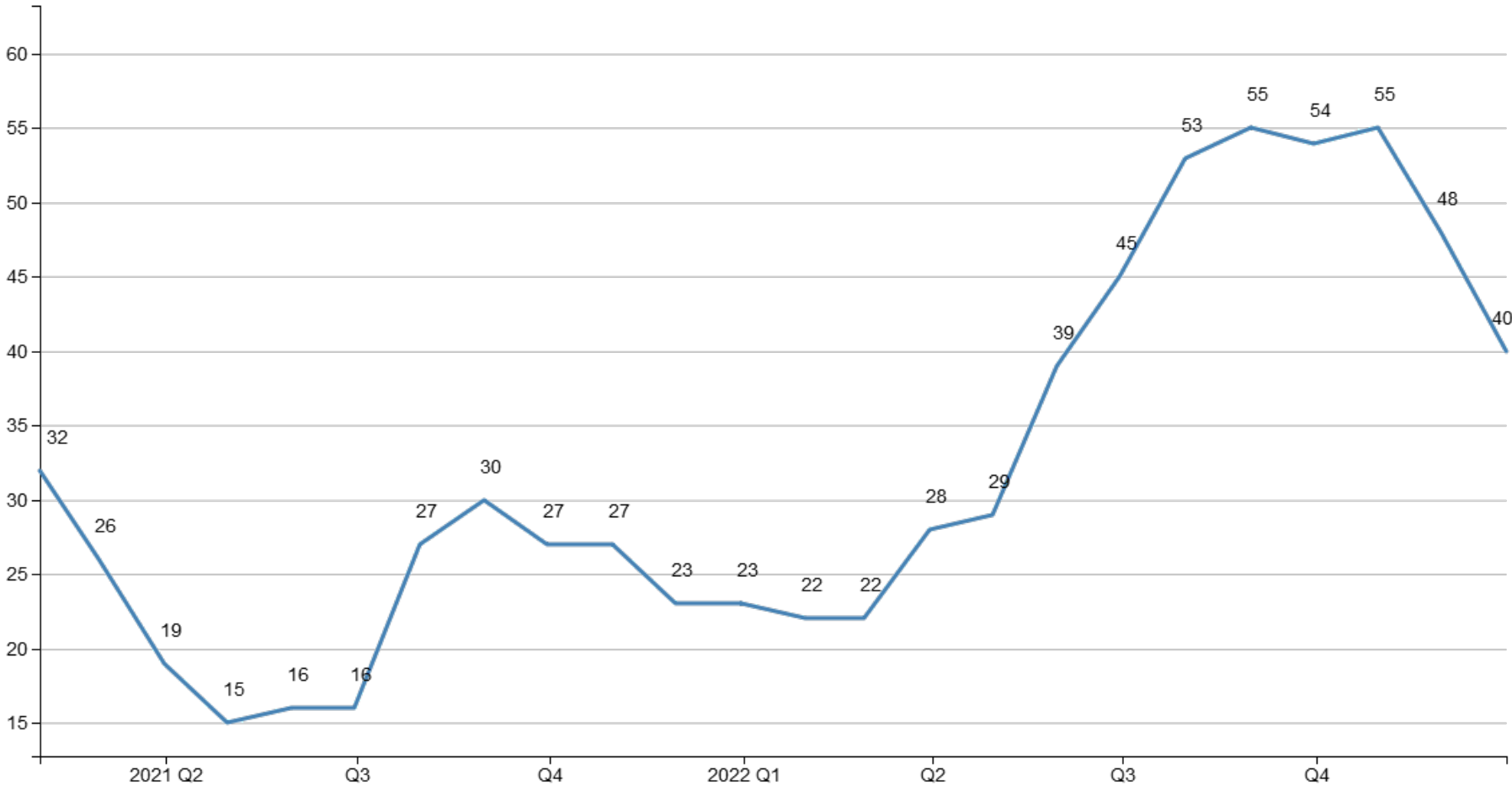
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	23	-	\$433,508	-	\$350,000	-	128%	-	\$9,970,688	-	264
2019	19	-17%	\$493,336	14%	\$525,000	50%	117%	-9%	\$9,373,380	-6%	292
2020	21	11%	\$537,340	9%	\$535,000	2%	116%	-1%	\$11,284,150	20%	177
2021	10	-52%	\$725,300	35%	\$480,000	-10%	123%	7%	\$7,253,000	-36%	137
2022	12	20%	\$587,417	-19%	\$585,500	22%	187%	52%	\$7,049,000	-3%	119

### Average / Median Selling Price





Oak Bluffs  
Inventory  
2022



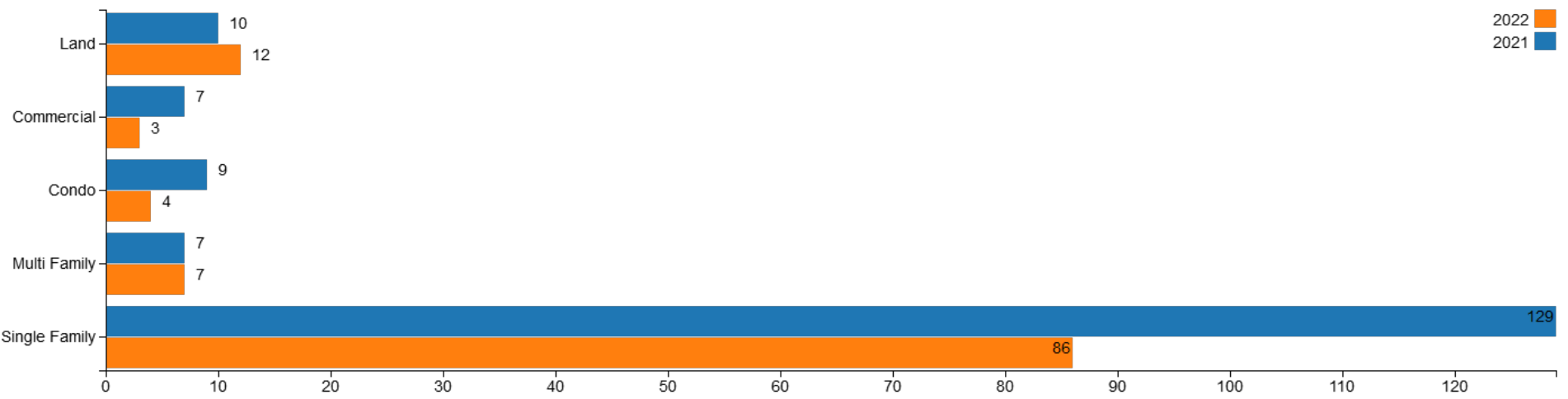


Oak Bluffs

Quarterly Comparison: Total Number of Sales

2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	21	-28%	22	-37%	25	-17%	29	-43%	97	-33%
- Single Family	16	-38%	21	-36%	22	-15%	27	-39%	86	-33%
- Multi Family	4	300%	0	-	2	0%	1	-67%	7	0%
- Condo	1	-50%	1	0%	1	-50%	1	-75%	4	-56%
<b>Commercial</b>	1	-50%	1	-50%	0	-	1	-67%	3	-57%
<b>Land</b>	3	-25%	3	0%	4	300%	2	0%	12	20%
<b>Total</b>	25	-29%	26	-35%	29	-6%	32	-43%	112	-31%

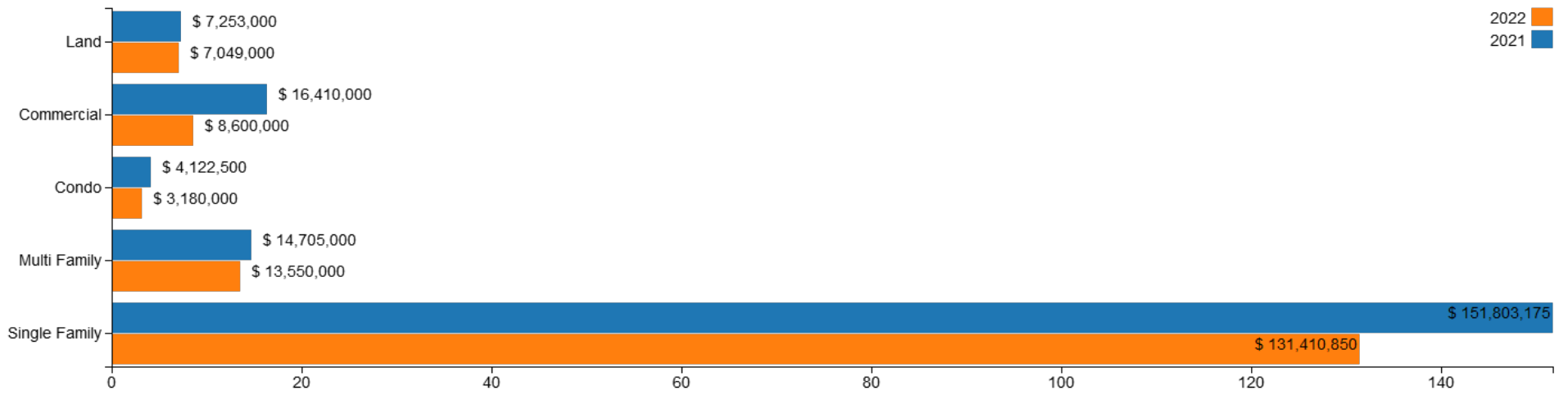




## Oak Bluffs

### Quarterly Comparison: Total Dollar Volume 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$23,124,400	1%	\$23,607,200	-44%	\$40,481,250	4%	\$60,928,000	-9%	\$148,140,850	-13%
- Single Family	\$18,954,400	-11%	\$22,782,200	-44%	\$35,846,250	2%	\$53,828,000	-2%	\$131,410,850	-13%
- Multi Family	\$3,620,000	410%	-	-	\$4,130,000	33%	\$5,800,000	-41%	\$13,550,000	-8%
- Condo	\$550,000	-39%	\$825,000	298%	\$505,000	-34%	\$1,300,000	-42%	\$3,180,000	-23%
<b>Commercial</b>	\$1,600,000	-35%	\$2,300,000	-22%	-	-	\$4,700,000	-57%	\$8,600,000	-48%
<b>Land</b>	\$1,509,000	-4%	\$1,550,000	-3%	\$3,141,000	5%	\$849,000	-21%	\$7,049,000	-3%
<b>Total</b>	\$26,233,400	-3%	\$27,457,200	-41%	\$43,622,250	4%	\$66,477,000	-16%	\$163,789,850	-16%



LINK

VINEYARD HAVEN  
**ANNUAL SALES  
SUMMARY**  
2022

# LINK

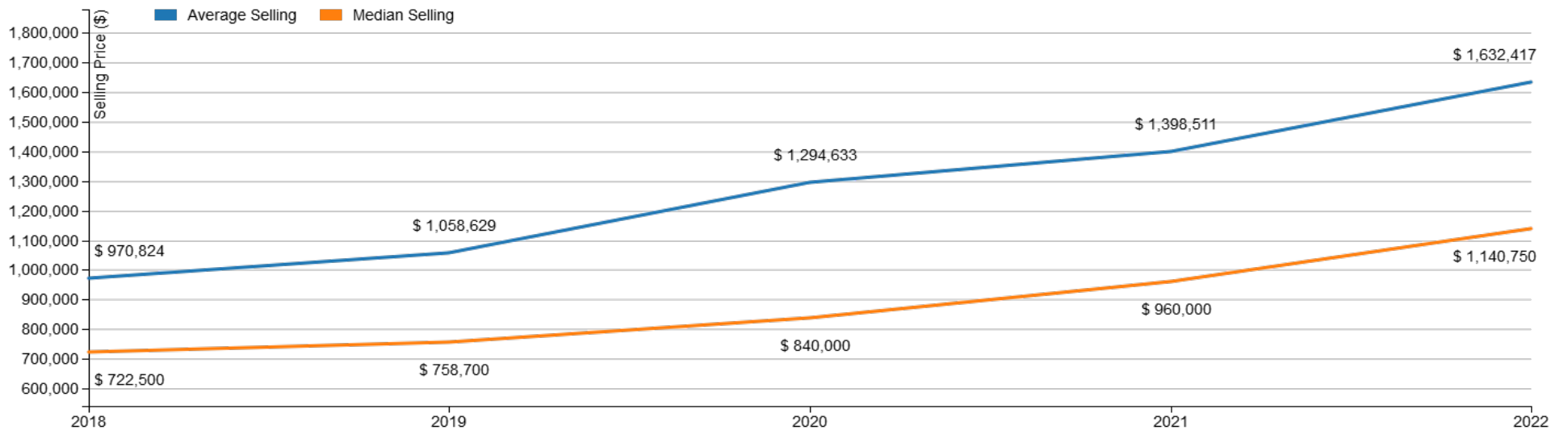
## Vineyard Haven

### Summary: Single/Multi-Family Sales

2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	76	-	\$970,824	-	\$722,500	-	135%	-	\$73,782,625	-	203
2019	82	8%	\$1,058,629	9%	\$758,700	5%	122%	-9%	\$86,807,573	18%	261
2020	109	33%	\$1,294,633	22%	\$840,000	11%	126%	3%	\$141,115,000	63%	392
2021	104	-5%	\$1,398,511	8%	\$960,000	14%	168%	33%	\$145,445,126	3%	166
2022	70	-33%	\$1,632,417	17%	\$1,140,750	19%	157%	-7%	\$114,269,178	-21%	116

### Average / Median Selling Price



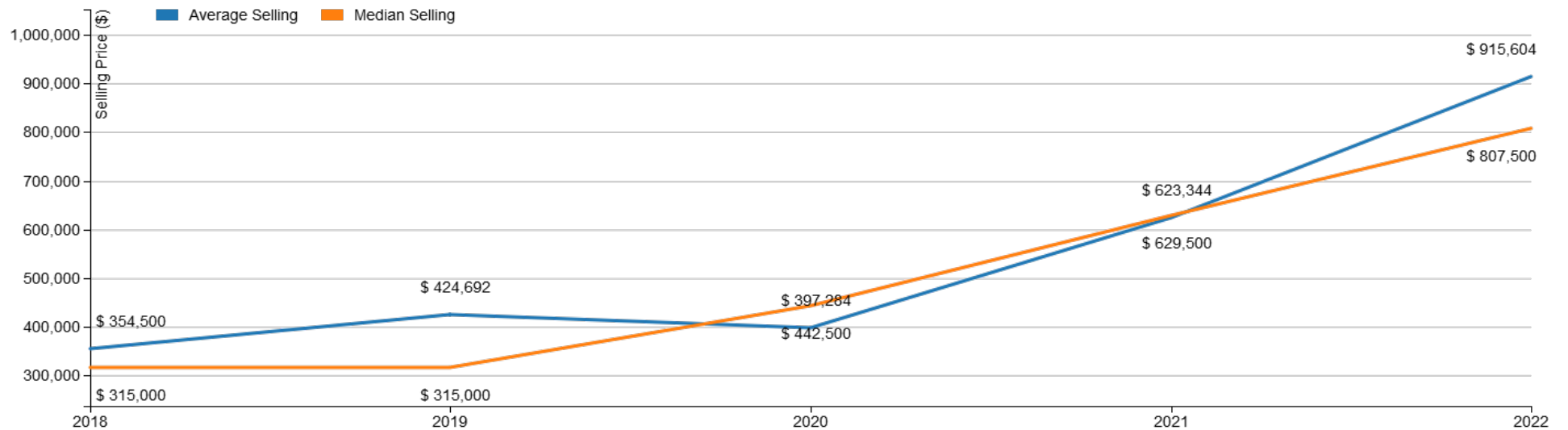


# LINK

## Vineyard Haven Summary: Land Sales 2022

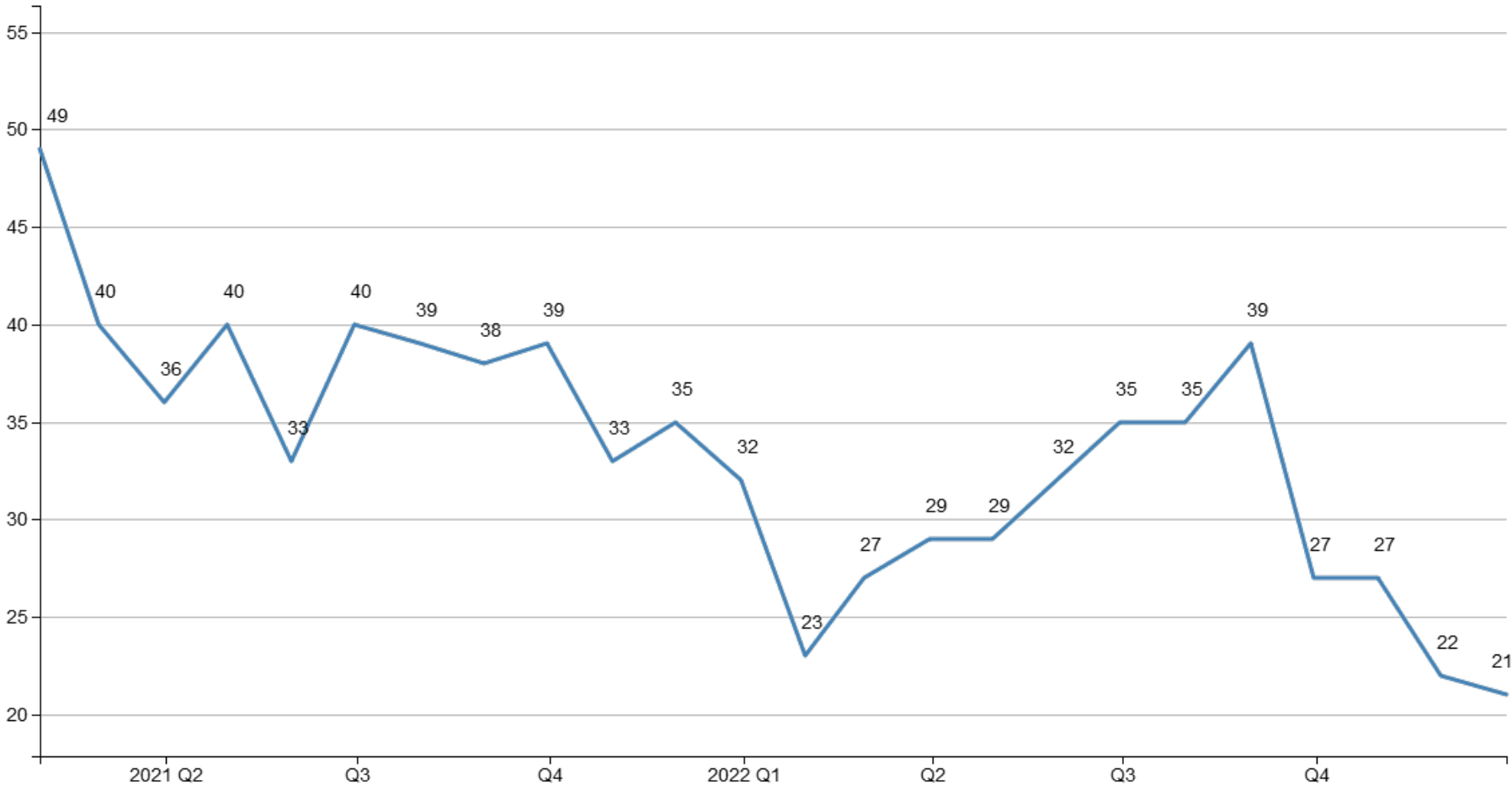
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	12	-	\$354,500	-	\$315,000	-	118%	-	\$4,254,000	-	192
2019	9	-25%	\$424,692	20%	\$315,000	0%	126%	7%	\$3,822,229	-10%	154
2020	9	0%	\$397,284	-6%	\$442,500	40%	107%	-15%	\$3,575,560	-6%	436
2021	16	78%	\$623,344	57%	\$629,500	42%	181%	69%	\$9,973,500	179%	208
2022	12	-25%	\$915,604	47%	\$807,500	28%	325%	79%	\$10,987,250	10%	182

### Average / Median Selling Price





Vineyard Haven  
Inventory  
2022



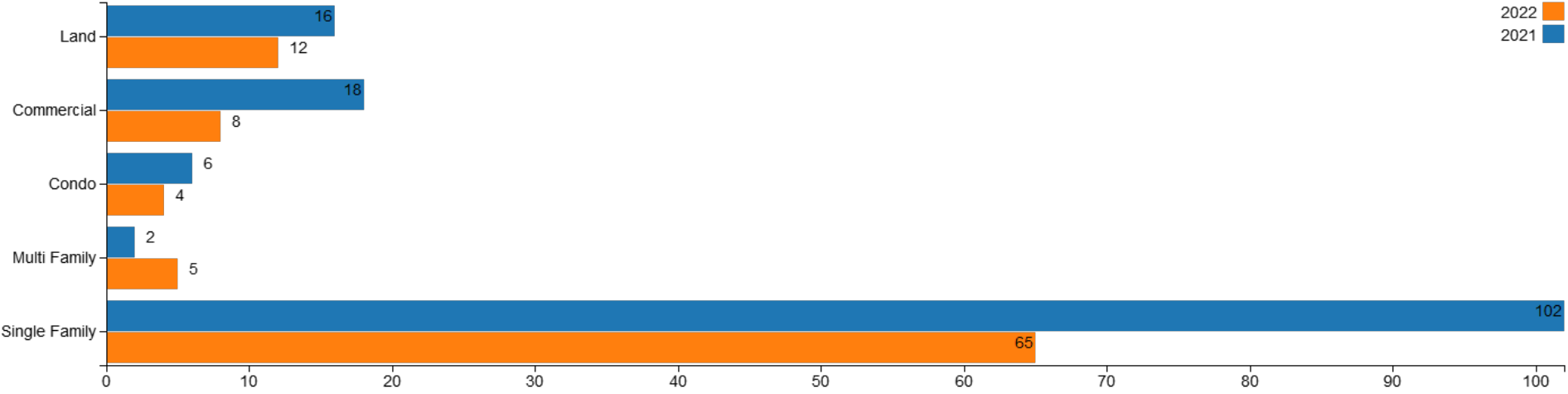


Vineyard Haven

Quarterly Comparison: Total Number of Sales

2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	16	-50%	26	0%	14	-36%	18	-40%	74	-33%
- Single Family	16	-47%	22	-12%	12	-40%	15	-44%	65	-36%
- Multi Family	0	-	2	-	2	100%	1	-	5	150%
- Condo	0	-	2	100%	0	-	2	-33%	4	-33%
<b>Commercial</b>	5	0%	1	-75%	1	-50%	1	-86%	8	-56%
<b>Land</b>	4	-33%	3	50%	2	-67%	3	50%	12	-25%
<b>Total</b>	25	-42%	30	-6%	17	-43%	22	-44%	94	-35%



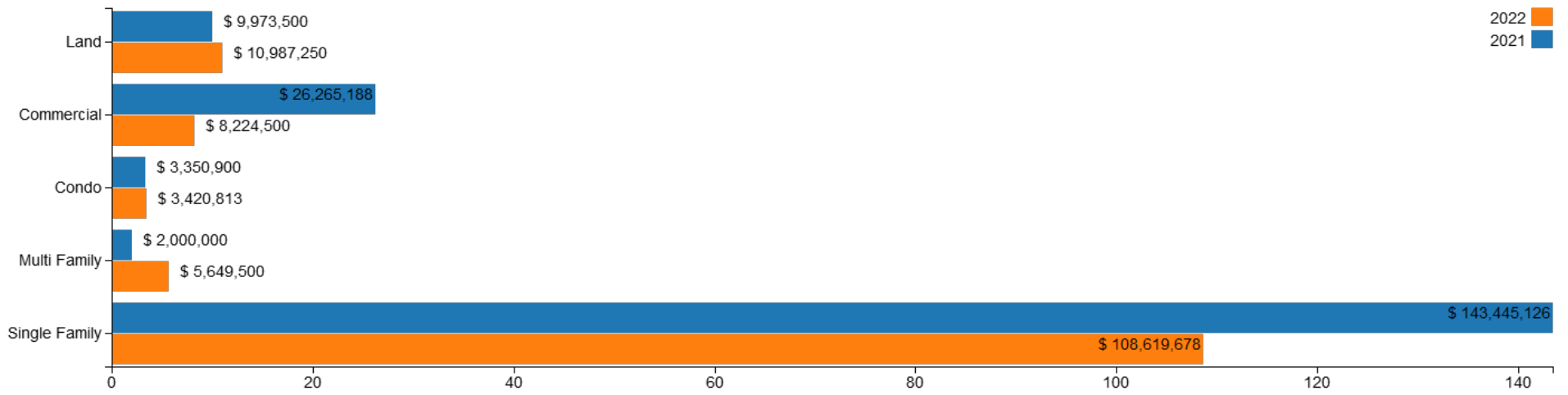


## Vineyard Haven

### Quarterly Comparison: Total Dollar Volume

2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$22,315,308	-52%	\$38,530,813	17%	\$30,215,870	15%	\$26,628,000	-38%	\$117,689,991	-21%
- Single Family	\$22,315,308	-50%	\$34,233,000	5%	\$28,696,370	15%	\$23,375,000	-43%	\$108,619,678	-24%
- Multi Family	-	-	\$3,335,000	-	\$1,519,500	238%	\$795,000	-	\$5,649,500	182%
- Condo	-	-	\$962,813	117%	-	-	\$2,458,000	45%	\$3,420,813	2%
<b>Commercial</b>	\$7,049,500	-40%	\$400,000	-95%	\$350,000	-46%	\$425,000	-93%	\$8,224,500	-69%
<b>Land</b>	\$5,145,000	20%	\$2,342,250	86%	\$1,135,000	-67%	\$2,365,000	131%	\$10,987,250	10%
<b>Total</b>	\$34,509,808	-45%	\$41,273,063	-1%	\$31,700,870	5%	\$29,418,000	-42%	\$136,901,741	-26%



LINK

WEST TISBURY  
**ANNUAL SALES  
SUMMARY**  
2022

# LINK

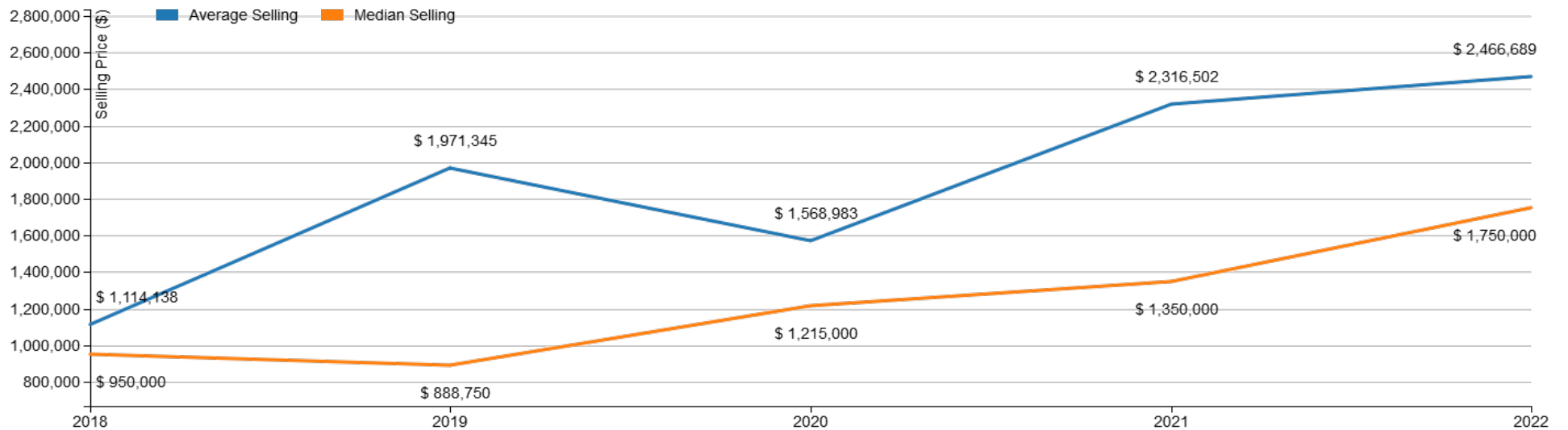
West Tisbury

Summary: Single/Multi-Family Sales

2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	45	-	\$1,114,138	-	\$950,000	-	135%	-	\$50,136,213	-	224
2019	42	-7%	\$1,971,345	77%	\$888,750	-6%	111%	-17%	\$82,796,500	65%	256
2020	65	55%	\$1,568,983	-20%	\$1,215,000	37%	124%	11%	\$101,983,900	23%	226
2021	59	-9%	\$2,316,502	48%	\$1,350,000	11%	156%	26%	\$136,673,609	34%	157
2022	37	-37%	\$2,466,689	6%	\$1,750,000	30%	166%	6%	\$91,267,500	-33%	113

## Average / Median Selling Price





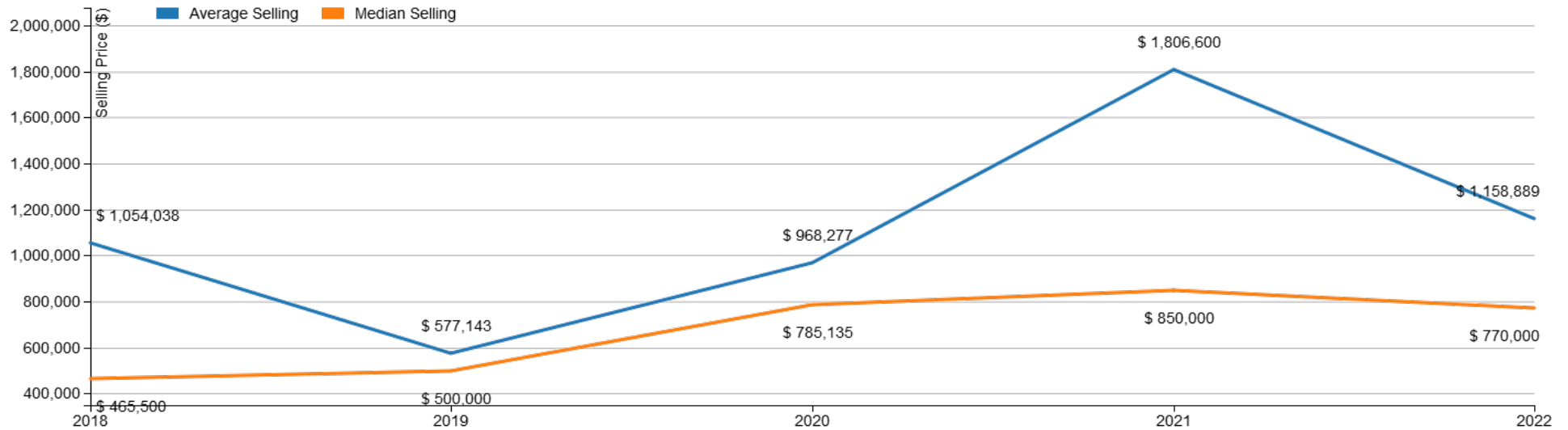
# West Tisbury

## Summary: Land Sales

### 2022

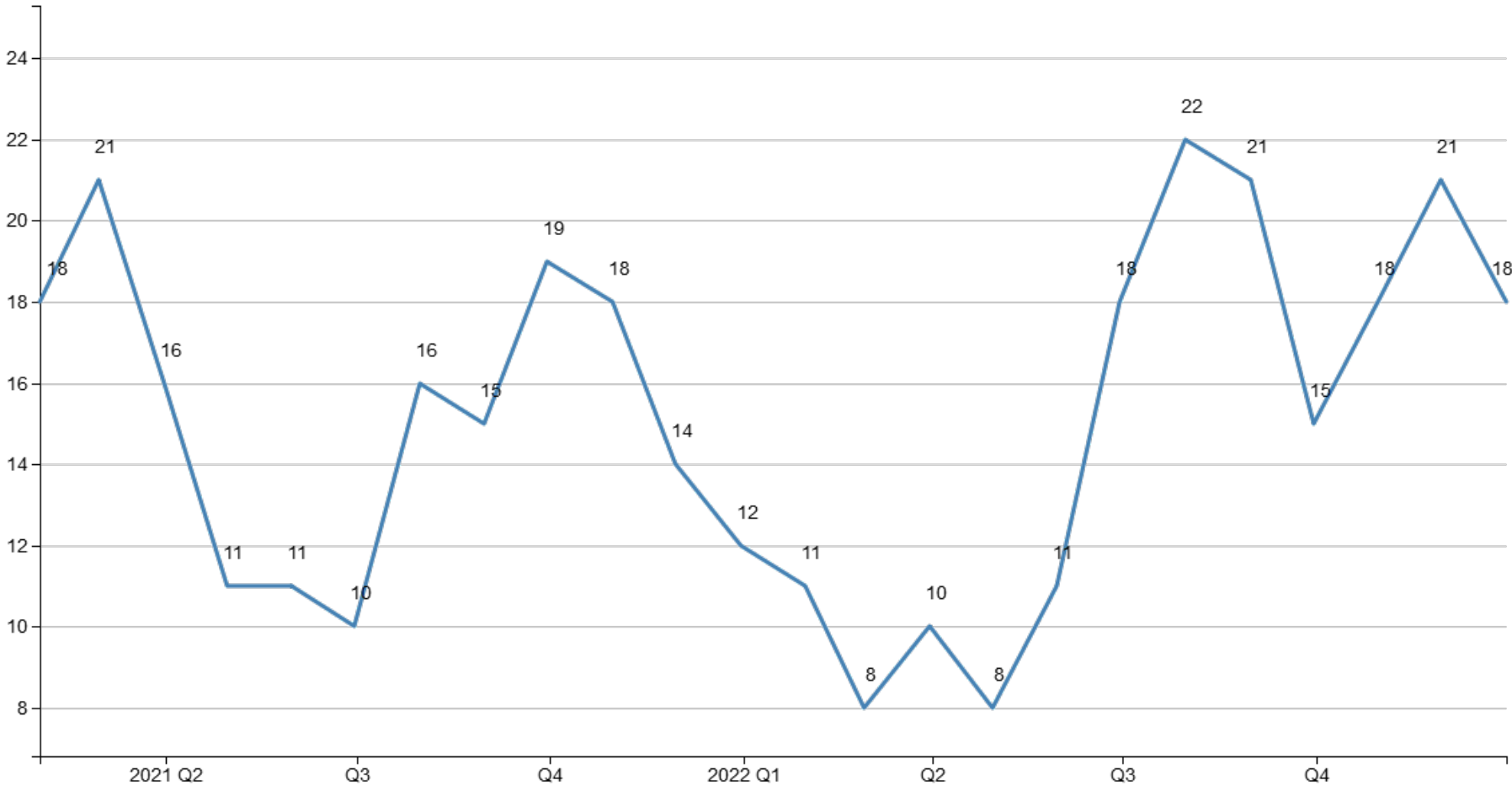
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	13	-	\$1,054,038	-	\$465,500	-	138%	-	\$13,702,500	-	410
2019	14	8%	\$577,143	-45%	\$500,000	7%	117%	-15%	\$8,080,000	-41%	219
2020	10	-29%	\$968,277	68%	\$785,135	57%	84%	-28%	\$9,682,770	20%	609
2021	15	50%	\$1,806,600	87%	\$850,000	8%	4,602%	5,357%	\$27,099,000	180%	233
2022	9	-40%	\$1,158,889	-36%	\$770,000	-9%	577%	-87%	\$10,430,000	-62%	198

### Average / Median Selling Price





West Tisbury  
Inventory  
2022



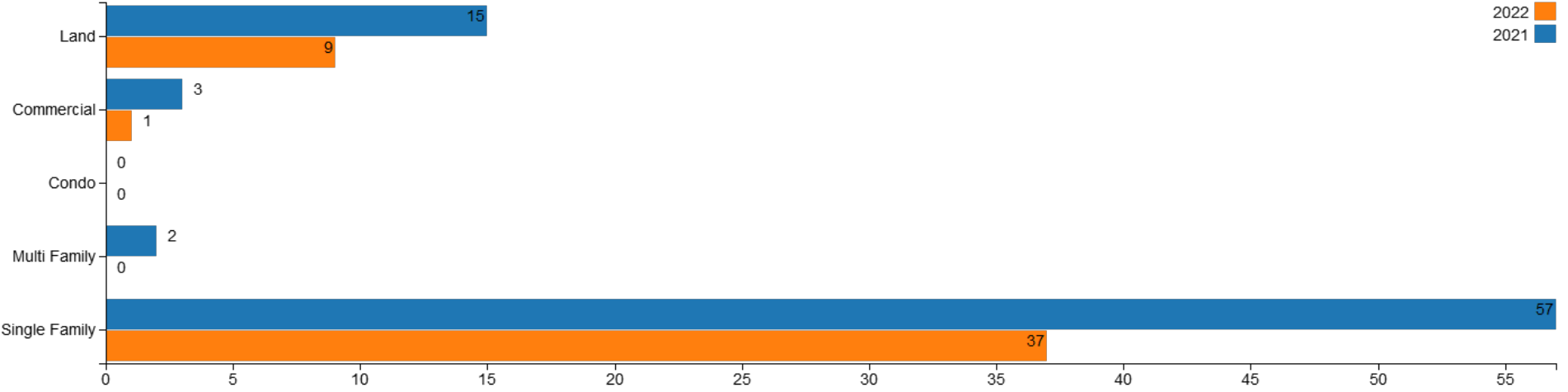




West Tisbury

Quarterly Comparison: Total Number of Sales  
2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	6	-45%	13	18%	8	-53%	10	-50%	37	-37%
- Single Family	6	-45%	13	18%	8	-53%	10	-44%	37	-35%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	1	-	0	-	0	-	0	-	1	-67%
<b>Land</b>	4	-	3	-70%	1	0%	1	-75%	9	-40%
<b>Total</b>	11	0%	16	-27%	9	-50%	11	-58%	47	-39%





## West Tisbury

### Quarterly Comparison: Total Dollar Volume

2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$10,475,000	-57%	\$42,312,500	47%	\$14,505,000	-58%	\$23,975,000	-51%	\$91,267,500	-33%
- Single Family	\$10,475,000	-57%	\$42,312,500	47%	\$14,505,000	-58%	\$23,975,000	-31%	\$91,267,500	-25%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	\$6,450,000	-	-	-	-	-	-	-	\$6,450,000	316%
<b>Land</b>	\$4,955,000	-	\$4,175,000	-81%	\$550,000	-21%	\$750,000	-82%	\$10,430,000	-62%
<b>Total</b>	\$21,880,000	-10%	\$46,487,500	-10%	\$15,055,000	-57%	\$24,725,000	-55%	\$108,147,500	-35%

