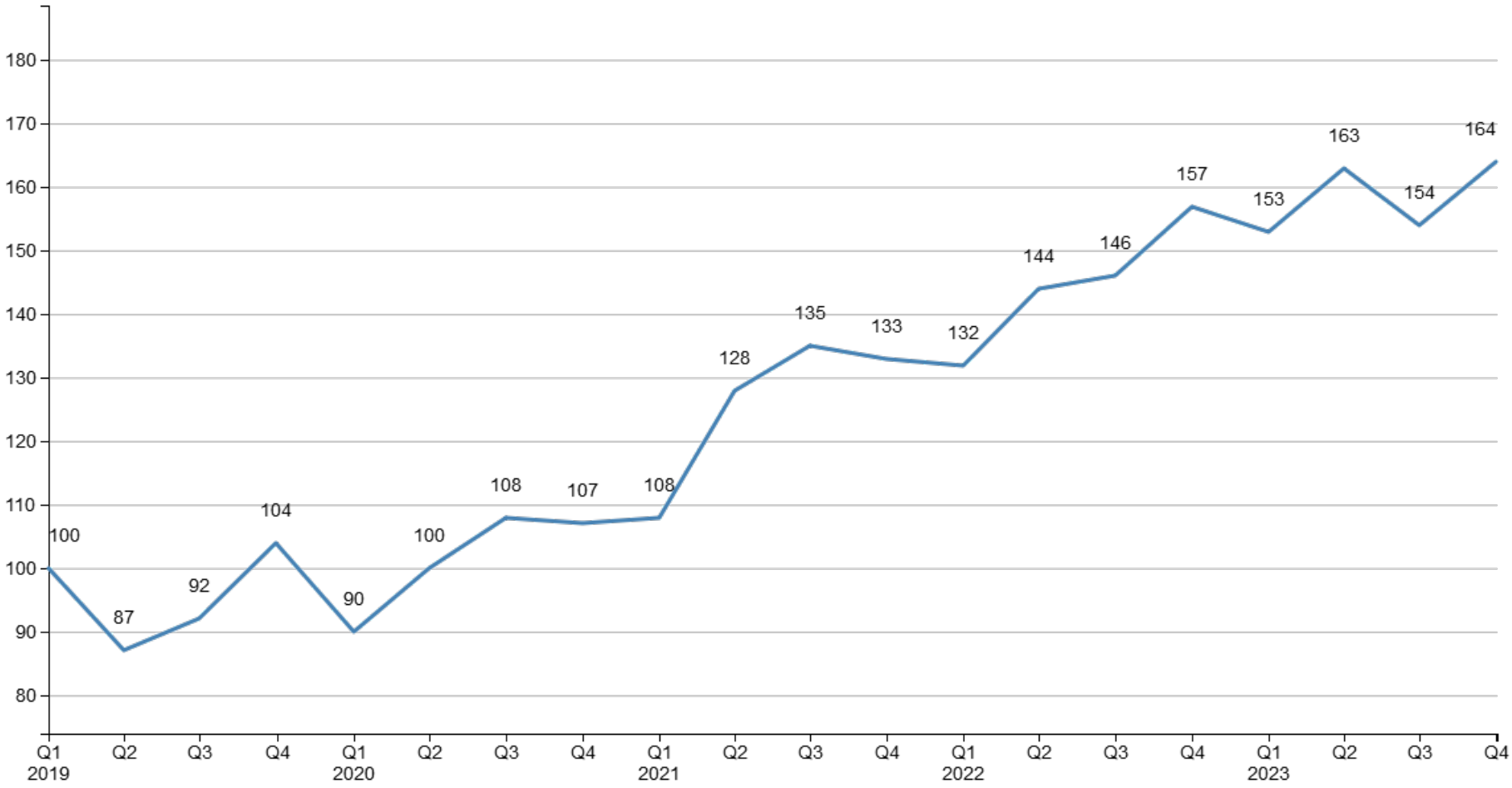


LINK

MARTHA'S VINEYARD
**ANNUAL SALES
SUMMARY**
2023

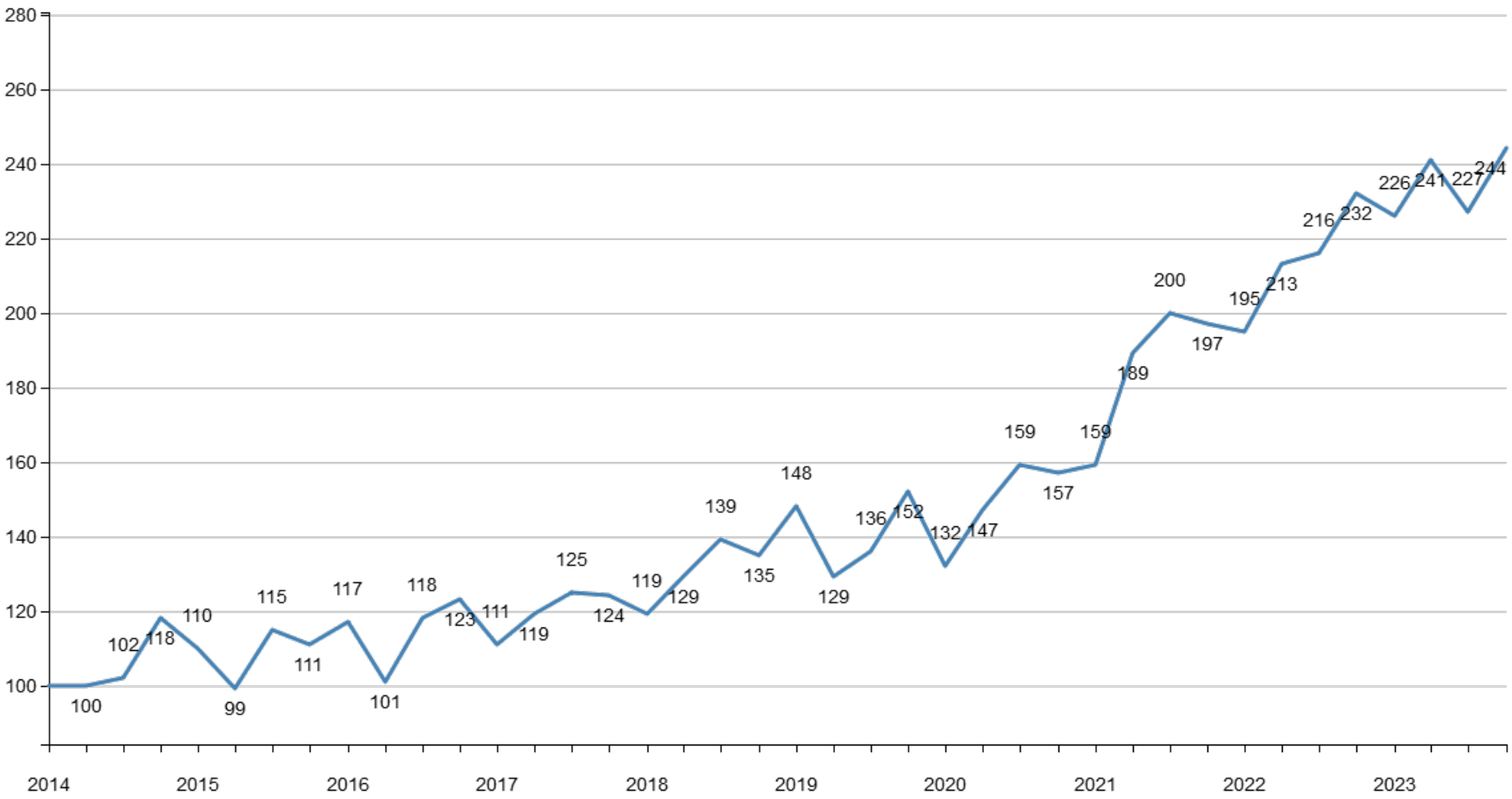


Island-wide
Five Year Price Index
(Appreciation Rate)





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.



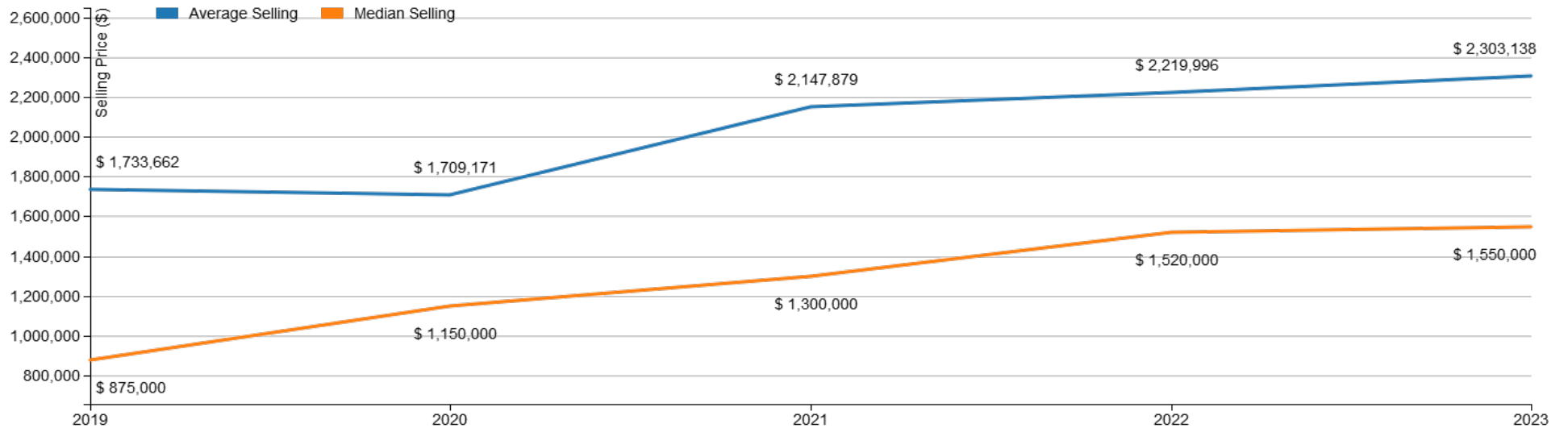
Island-Wide

Summary: Single/Multi-Family Sales

2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	387	-	\$1,733,662	-	\$875,000	-	127%	-	\$670,927,163	-	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
2023	295	-11%	\$2,303,138	4%	\$1,550,000	2%	160%	-9%	\$679,425,670	-8%	154

Average / Median Selling Price

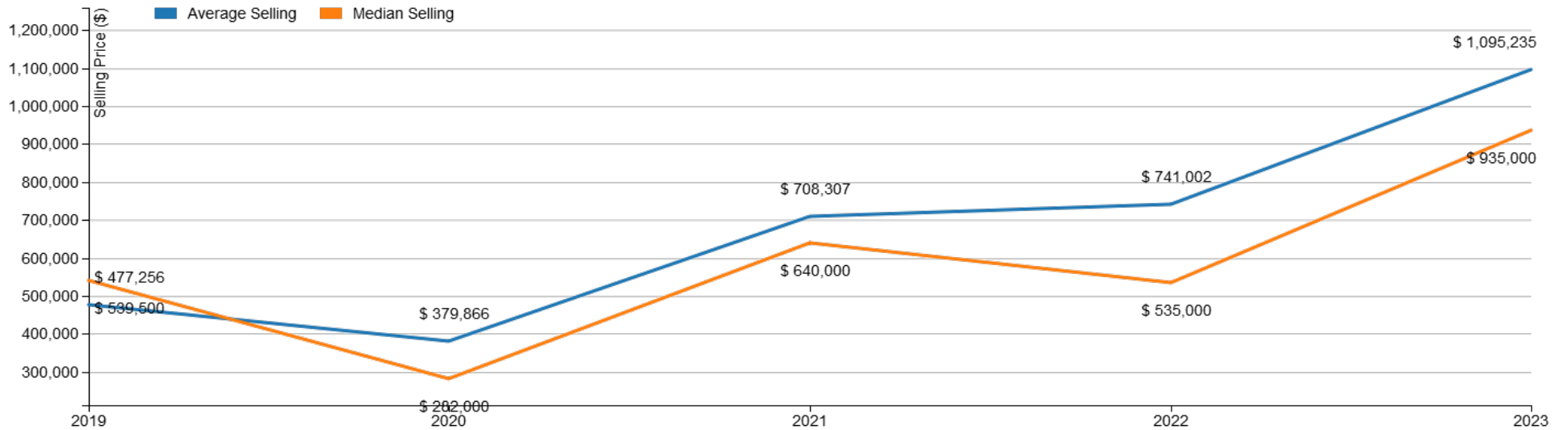




Island-Wide Summary: Condo Sales 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2019	38	-	\$477,256	-	\$539,500	-	\$576	-	\$546	-	\$18,135,726	-	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
2023	17	-23%	\$1,095,235	48%	\$935,000	75%	\$967	29%	\$912	31%	\$18,619,000	14%	109

Average / Median Selling Price

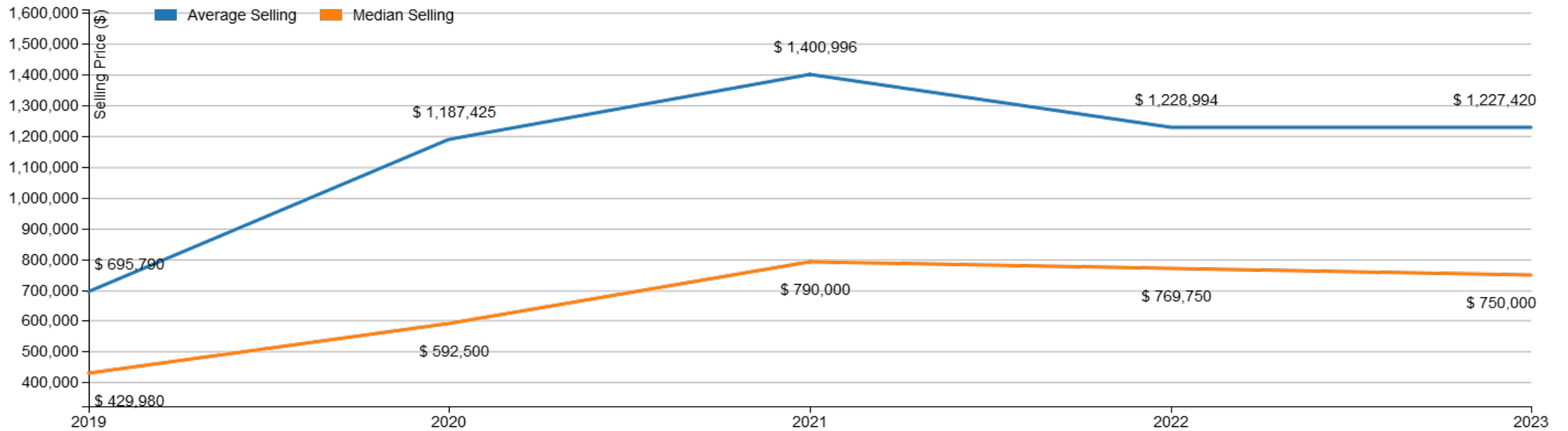




Island-Wide Summary: Land Sales 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	71	-	\$695,790	-	\$429,980	-	120%	-	\$49,401,109	-	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
2023	61	-10%	\$1,227,420	0%	\$750,000	-3%	347%	28%	\$74,872,650	-10%	171

Average / Median Selling Price

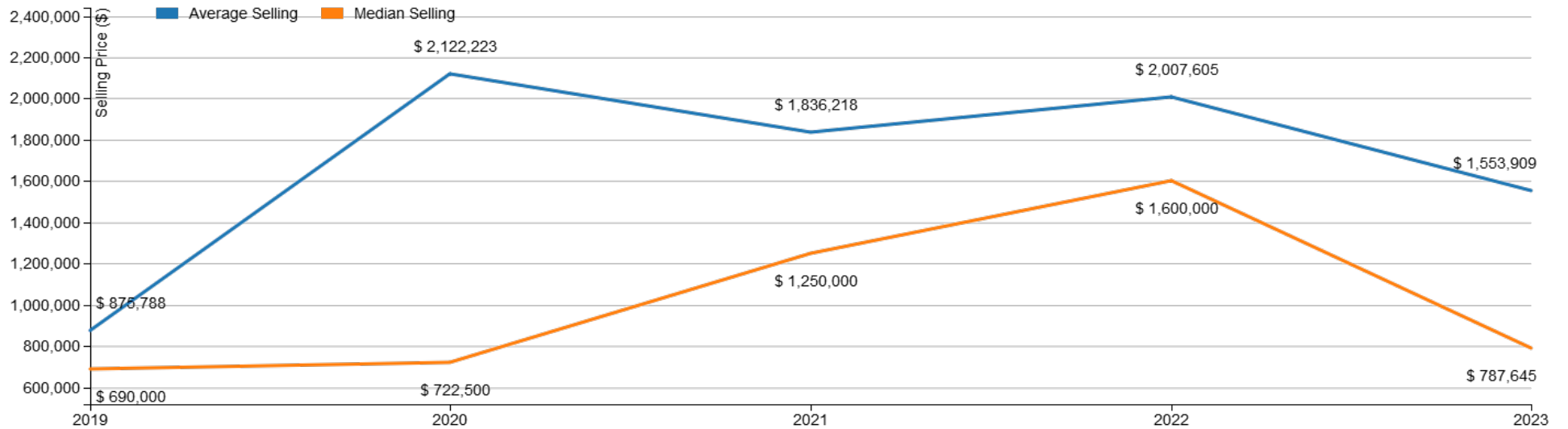




Island-Wide
Summary: Commercial Sales
2023

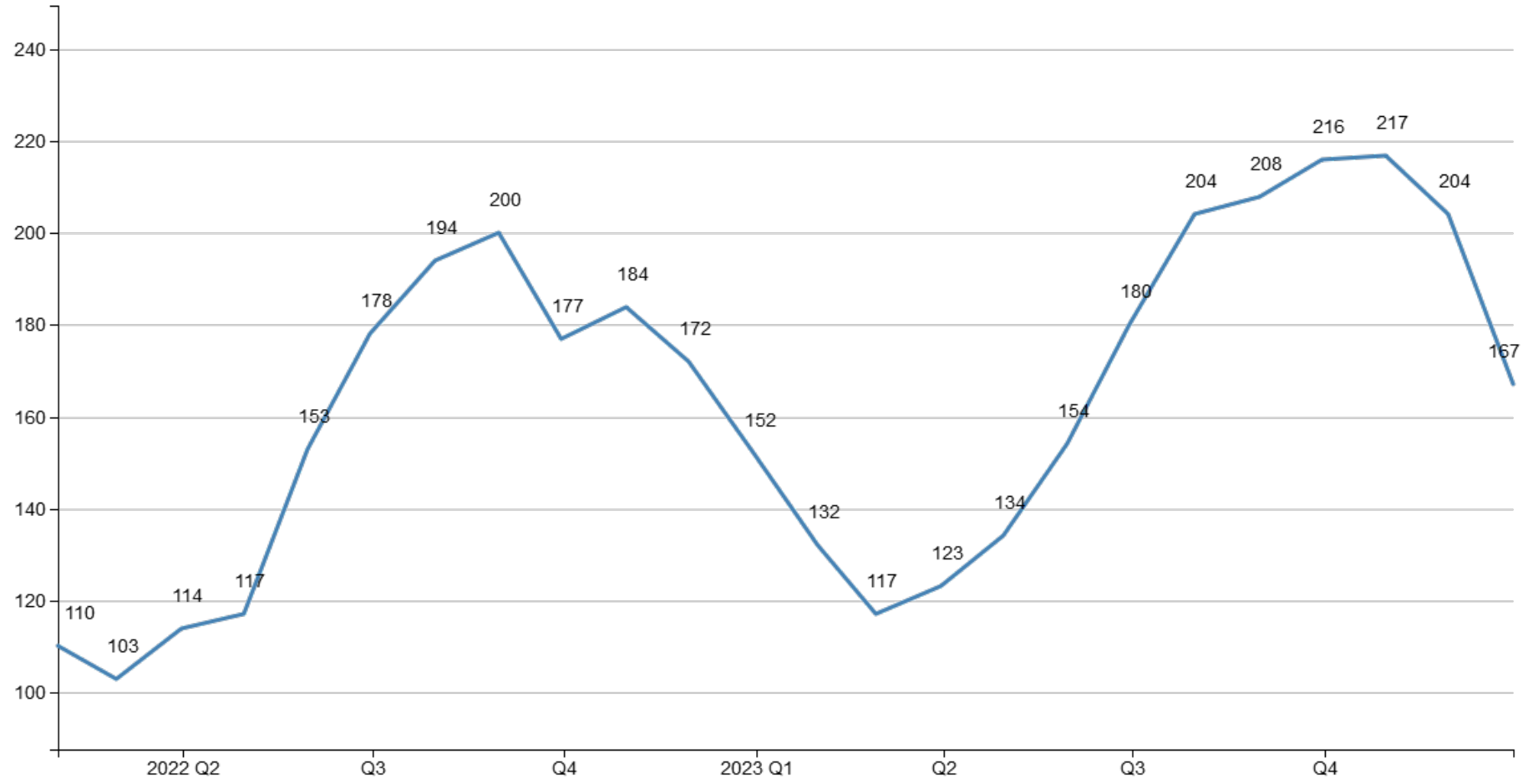
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	13	-	\$875,788	-	\$690,000	-	156%	-	\$11,385,250	-	338
2020	21	62%	\$2,122,223	142%	\$722,500	5%	143%	-9%	\$44,566,686	291%	379
2021	33	57%	\$1,836,218	-13%	\$1,250,000	73%	3,465%	2,324%	\$60,595,188	36%	369
2022	19	-42%	\$2,007,605	9%	\$1,600,000	28%	173%	-95%	\$38,144,500	-37%	225
2023	23	21%	\$1,553,909	-23%	\$787,645	-51%	173%	0%	\$35,739,917	-6%	162

Average / Median Selling Price





Island-Wide
Inventory
2023

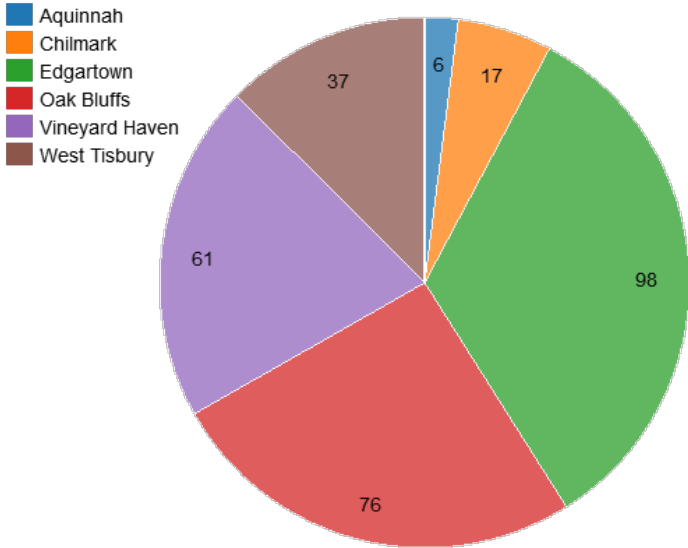




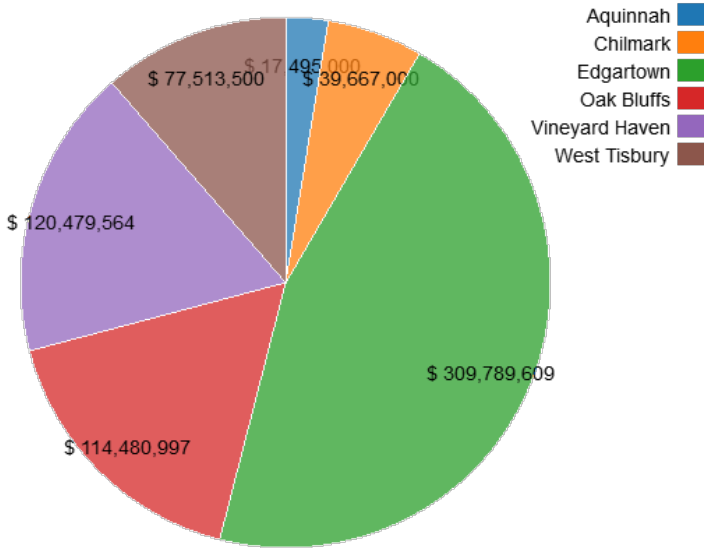
Sales Summary by Town
Single/Multi-Family
2023

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	6	0%	\$2,915,833	65%	\$2,547,500	115%	146%	17%	\$17,495,000	65%	161
Chilmark	17	-19%	\$2,333,353	-39%	\$1,950,000	-43%	186%	1%	\$39,667,000	-51%	114
Edgartown	98	-8%	\$3,161,118	13%	\$1,999,250	5%	176%	-13%	\$309,789,609	4%	149
Oak Bluffs	76	-18%	\$1,506,329	-3%	\$1,200,000	-4%	157%	-4%	\$114,480,997	-21%	159
Vineyard Haven	61	-13%	\$1,975,075	21%	\$1,122,000	-2%	140%	-11%	\$120,479,564	5%	156
West Tisbury	37	0%	\$2,094,959	-15%	\$1,685,000	-4%	148%	-10%	\$77,513,500	-15%	171

Number of Sales by Town



Total Dollar Volume by Town

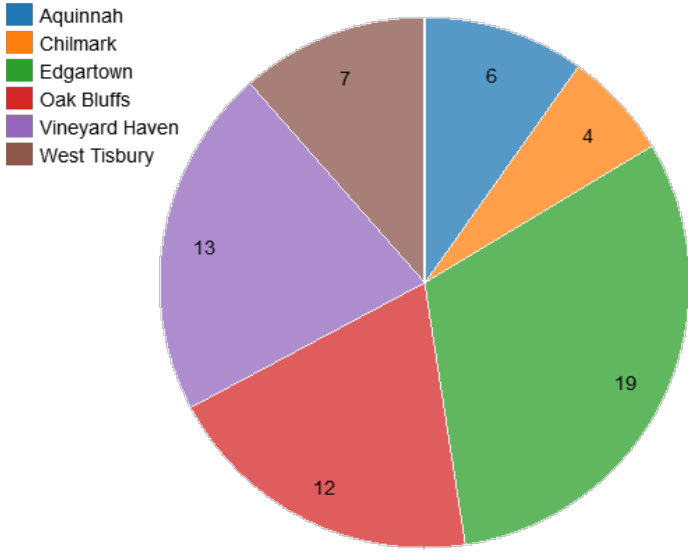




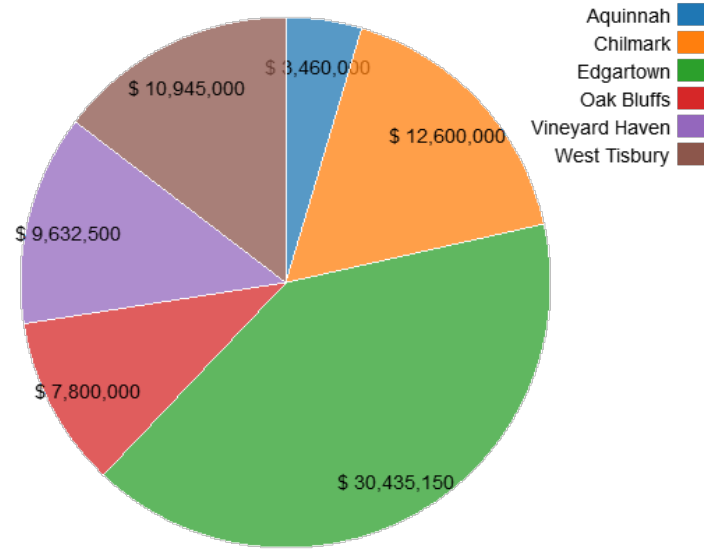
Sales Summary by Town
Land
2023

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	6	50%	\$576,667	76%	\$450,000	29%	1,593%	998%	\$3,460,000	164%	91
Chilmark	4	-	\$3,150,000	-	\$867,500	-	144%	-	\$12,600,000	-	103
Edgartown	19	-39%	\$1,601,850	-8%	\$1,140,000	4%	223%	-3%	\$30,435,150	-43%	139
Oak Bluffs	12	0%	\$650,000	11%	\$567,500	-3%	158%	-15%	\$7,800,000	11%	202
Vineyard Haven	13	8%	\$740,962	-19%	\$700,000	-13%	168%	-48%	\$9,632,500	-12%	206
West Tisbury	7	-22%	\$1,563,571	35%	\$1,075,000	40%	247%	-57%	\$10,945,000	5%	232

Number of Sales by Town



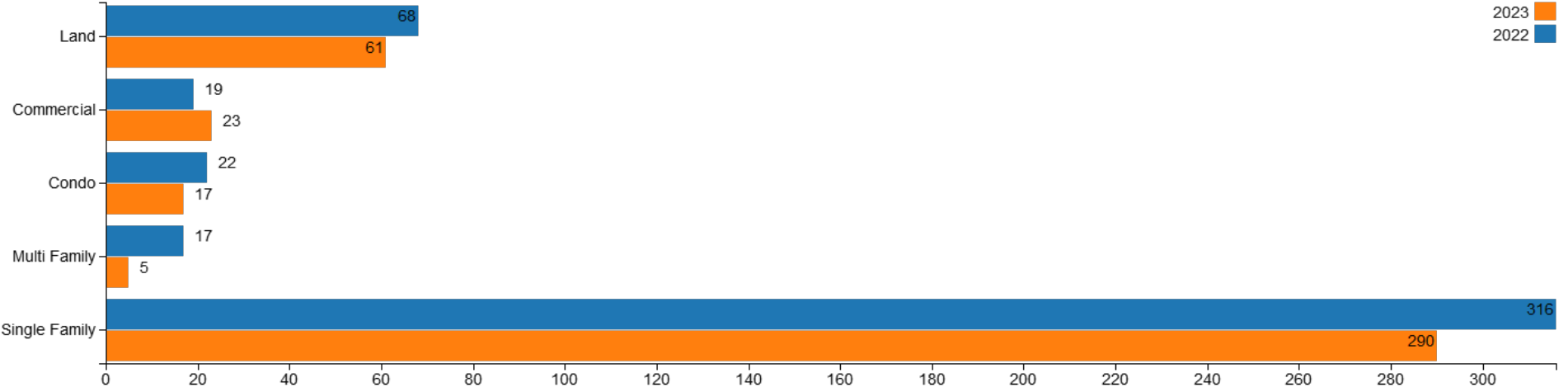
Total Dollar Volume by Town





Island-Wide
 Quarterly Comparison: Total Number of Sales
 2023

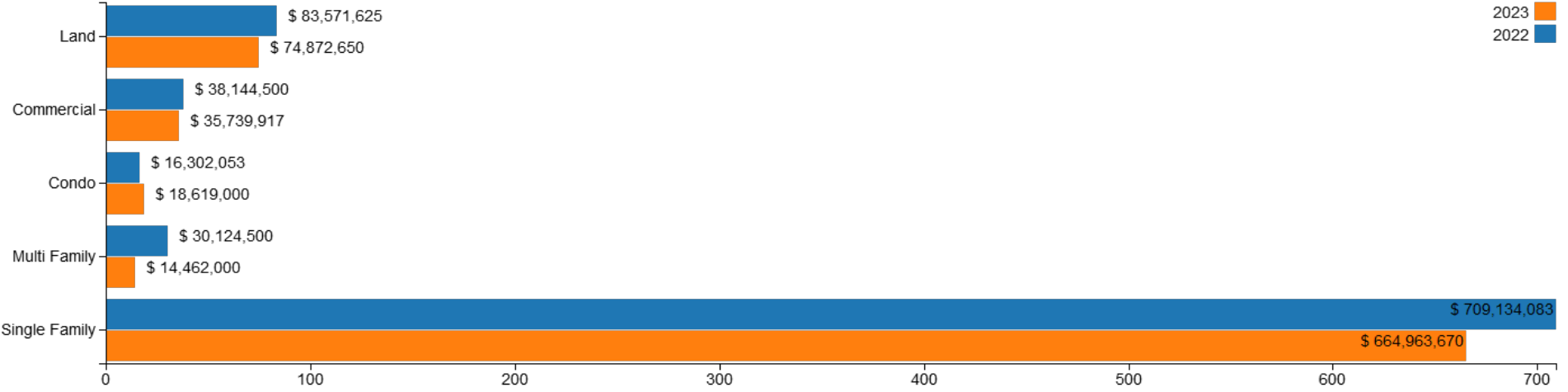
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	71	-14%	71	-23%	90	7%	80	-17%	312	-12%
- Single Family	67	-11%	65	-18%	81	9%	77	-13%	290	-8%
- Multi Family	1	-83%	2	0%	2	-60%	0	-	5	-71%
- Condo	3	50%	4	-64%	7	40%	3	-25%	17	-23%
Commercial	8	0%	7	17%	6	100%	2	0%	23	21%
Land	17	-6%	14	-22%	15	-12%	15	0%	61	-10%
Total	96	-12%	92	-21%	111	7%	97	-14%	396	-10%





Island-Wide
 Quarterly Comparison: Total Dollar Volume
 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$160,275,047	-8%	\$145,311,643	-19%	\$180,155,930	7%	\$212,302,050	-10%	\$698,044,670	-8%
- Single Family	\$155,521,047	-4%	\$133,736,643	-20%	\$166,193,930	5%	\$209,512,050	-5%	\$664,963,670	-6%
- Multi Family	\$1,525,000	-83%	\$7,815,000	134%	\$5,122,000	-29%	-	-	\$14,462,000	-52%
- Condo	\$3,229,000	63%	\$3,760,000	-46%	\$8,840,000	176%	\$2,790,000	-33%	\$18,619,000	14%
Commercial	\$18,050,917	15%	\$11,170,000	8%	\$5,830,000	-16%	\$689,000	-87%	\$35,739,917	-6%
Land	\$20,000,500	-36%	\$18,029,150	15%	\$14,498,000	-31%	\$22,345,000	43%	\$74,872,650	-10%
Total	\$198,326,464	-10%	\$174,510,793	-15%	\$200,483,930	2%	\$235,336,050	-8%	\$808,657,237	-8%



LINK

AQUINNAH
**ANNUAL SALES
SUMMARY**
2023



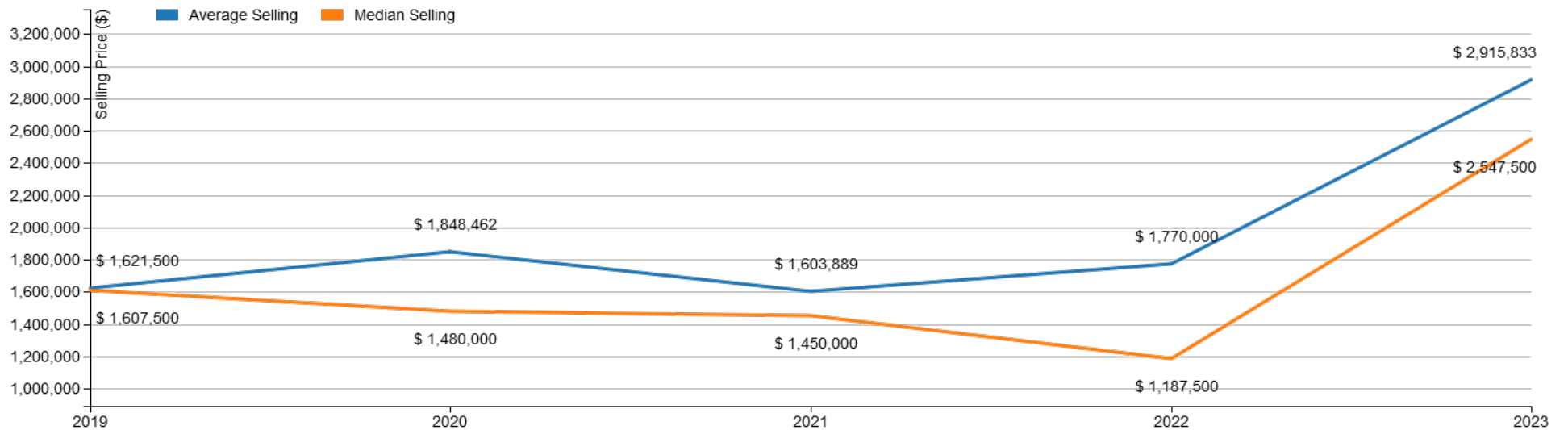
Aquinnah

Summary: Single/Multi-Family Sales

2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	10	-	\$1,621,500	-	\$1,607,500	-	103%	-	\$16,215,000	-	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
2023	6	0%	\$2,915,833	65%	\$2,547,500	115%	146%	17%	\$17,495,000	65%	161

Average / Median Selling Price

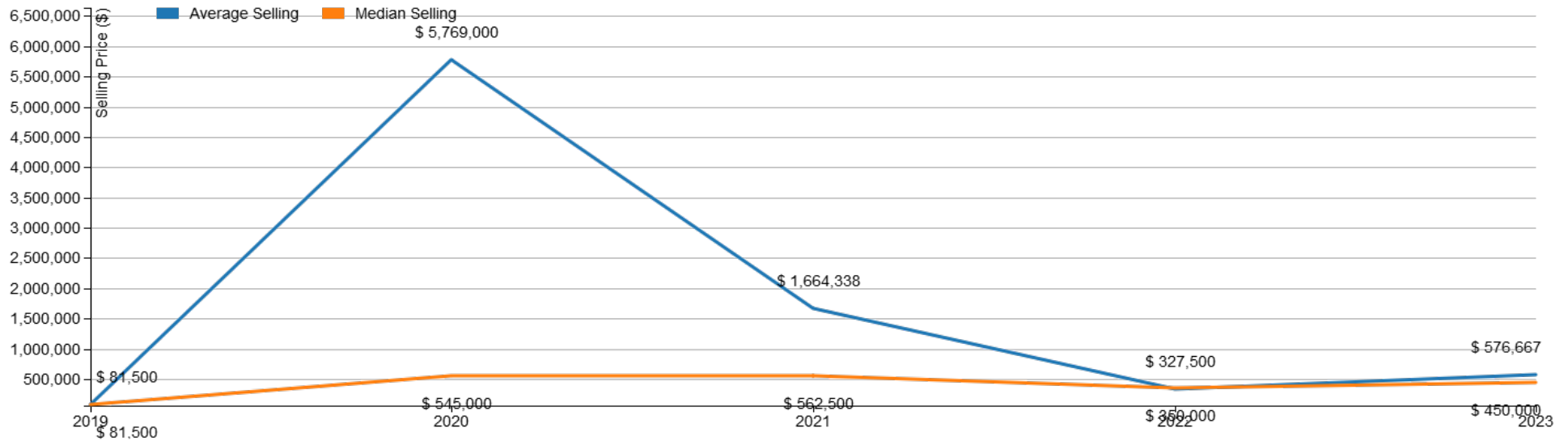


LINK

Aquinnah Summary: Land Sales 2023

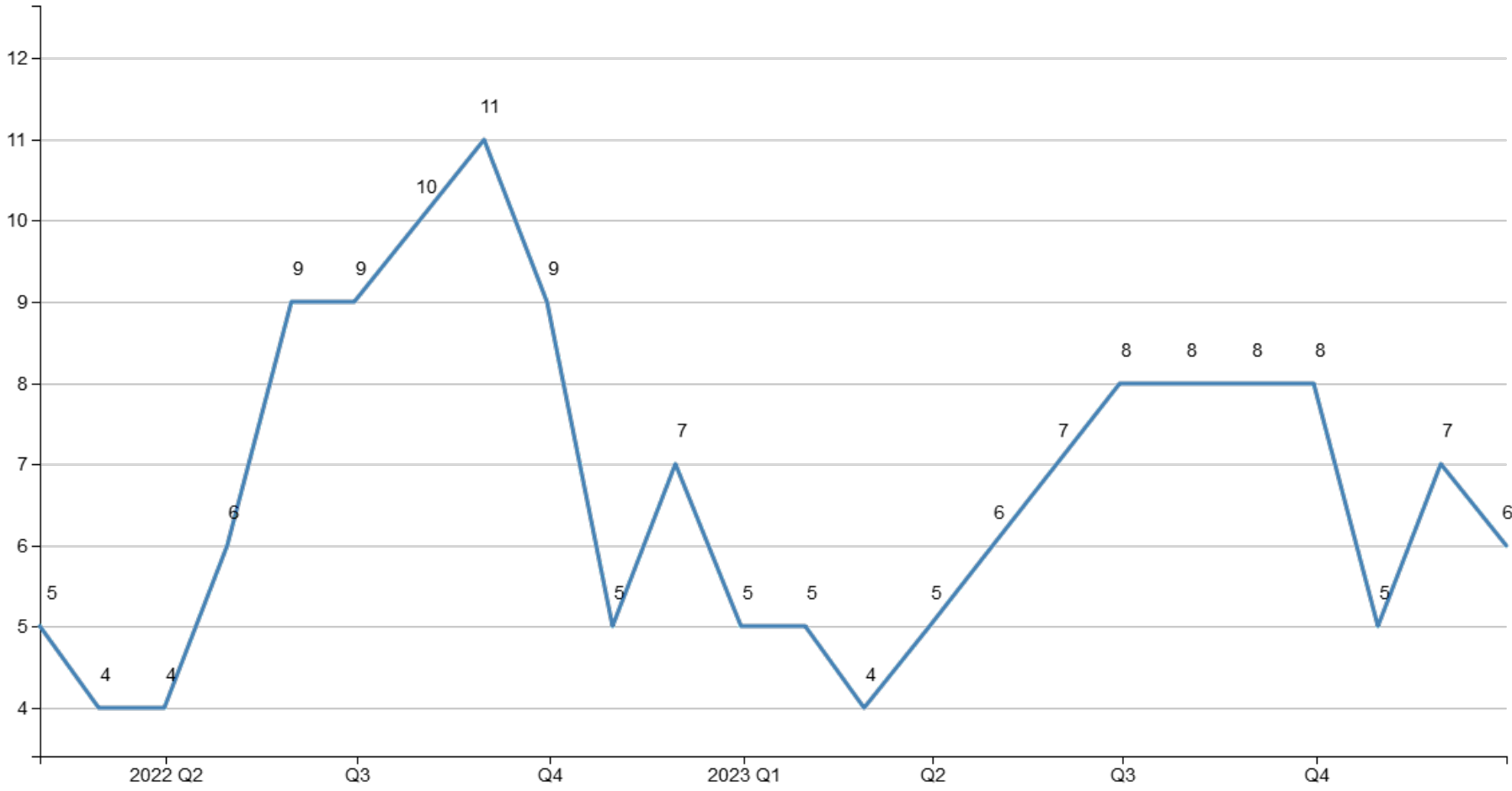
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	1	-	\$81,500	-	\$81,500	-	13%	-	\$81,500	-	122
2020	5	400%	\$5,769,000	6,979%	\$545,000	569%	85%	556%	\$28,845,000	35,293%	547
2021	8	60%	\$1,664,338	-71%	\$562,500	3%	70%	-18%	\$13,314,700	-54%	558
2022	4	-50%	\$327,500	-80%	\$350,000	-38%	145%	108%	\$1,310,000	-90%	43
2023	6	50%	\$576,667	76%	\$450,000	29%	1,593%	998%	\$3,460,000	164%	91

Average / Median Selling Price





Aquinnah
Inventory
2023

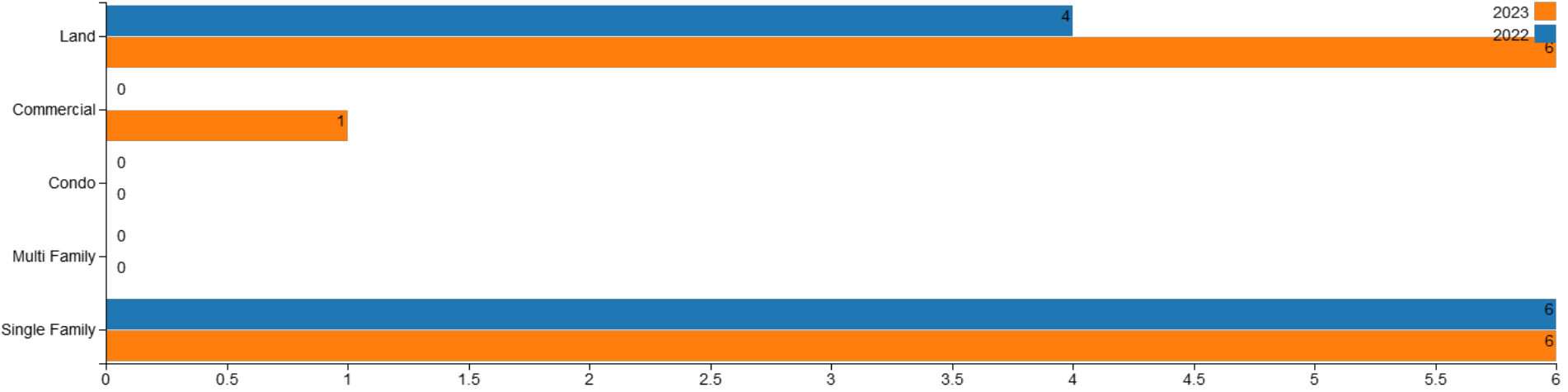




Aquinnah

Quarterly Comparison: Total Number of Sales
2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	2	100%	0	-	3	200%	1	-67%	6	0%
- Single Family	2	100%	0	-	3	200%	1	-67%	6	0%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	1	-	0	-	1	-
Land	2	-	2	100%	0	-	2	0%	6	50%
Total	4	300%	2	0%	4	100%	3	-40%	13	30%



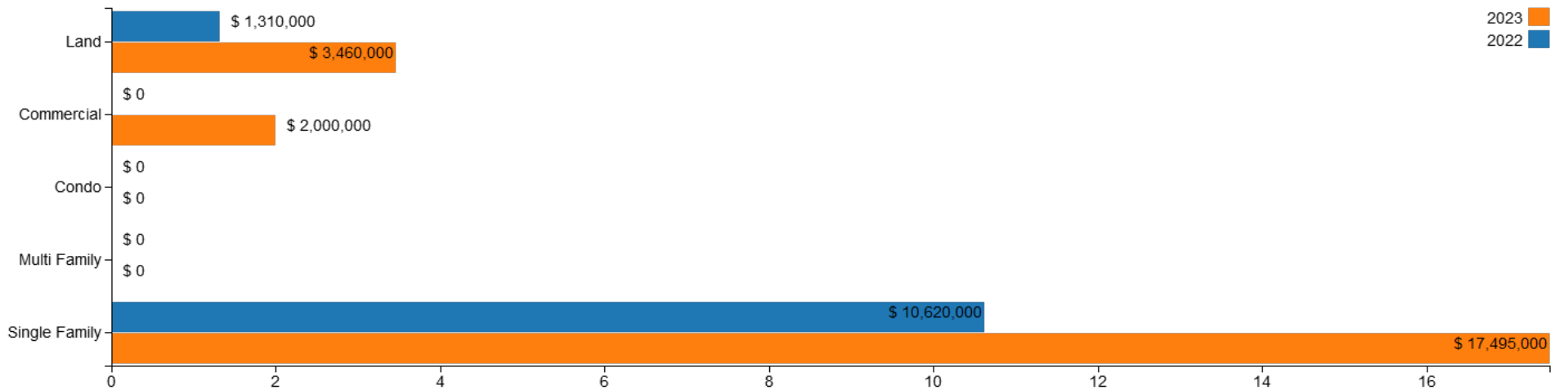


Aquinnah

Quarterly Comparison: Total Dollar Volume

2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$9,700,000	1,392%	-	-	\$5,995,000	471%	\$1,800,000	-67%	\$17,495,000	65%
- Single Family	\$9,700,000	1,392%	-	-	\$5,995,000	471%	\$1,800,000	-67%	\$17,495,000	65%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	\$2,000,000	-	-	-	\$2,000,000	-
Land	\$1,835,000	-	\$975,000	117%	-	-	\$650,000	7%	\$3,460,000	164%
Total	\$11,535,000	1,675%	\$975,000	-75%	\$7,995,000	515%	\$2,450,000	-60%	\$22,955,000	92%



LINK

CHILMARK
**ANNUAL SALES
SUMMARY**
2023



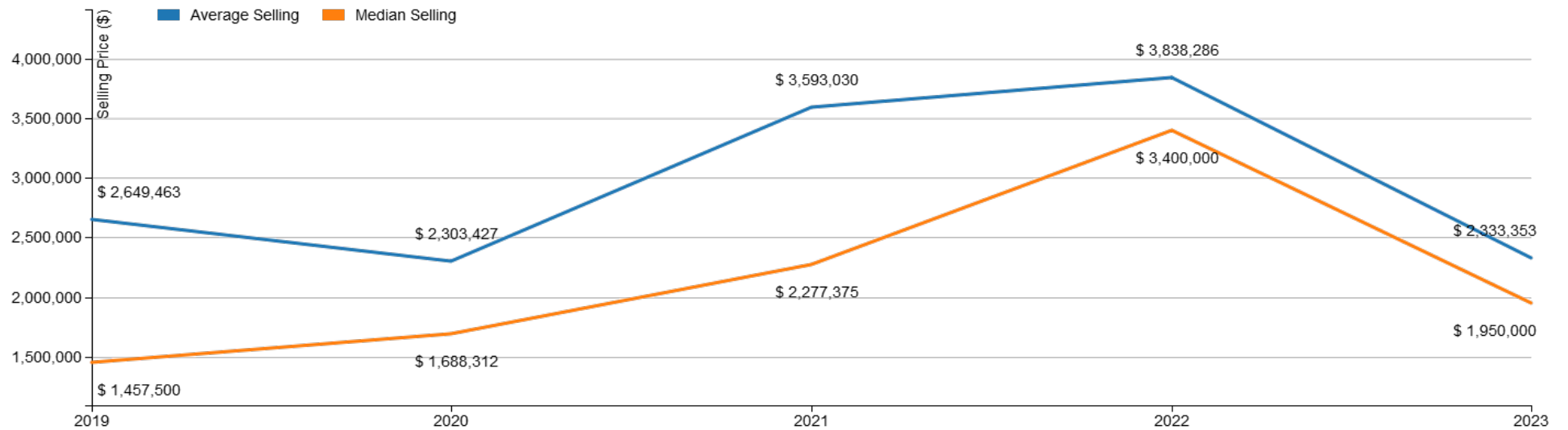
Chilmark

Summary: Single/Multi-Family Sales

2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	30	-	\$2,649,463	-	\$1,457,500	-	128%	-	\$79,483,900	-	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
2023	17	-19%	\$2,333,353	-39%	\$1,950,000	-43%	186%	1%	\$39,667,000	-51%	114

Average / Median Selling Price

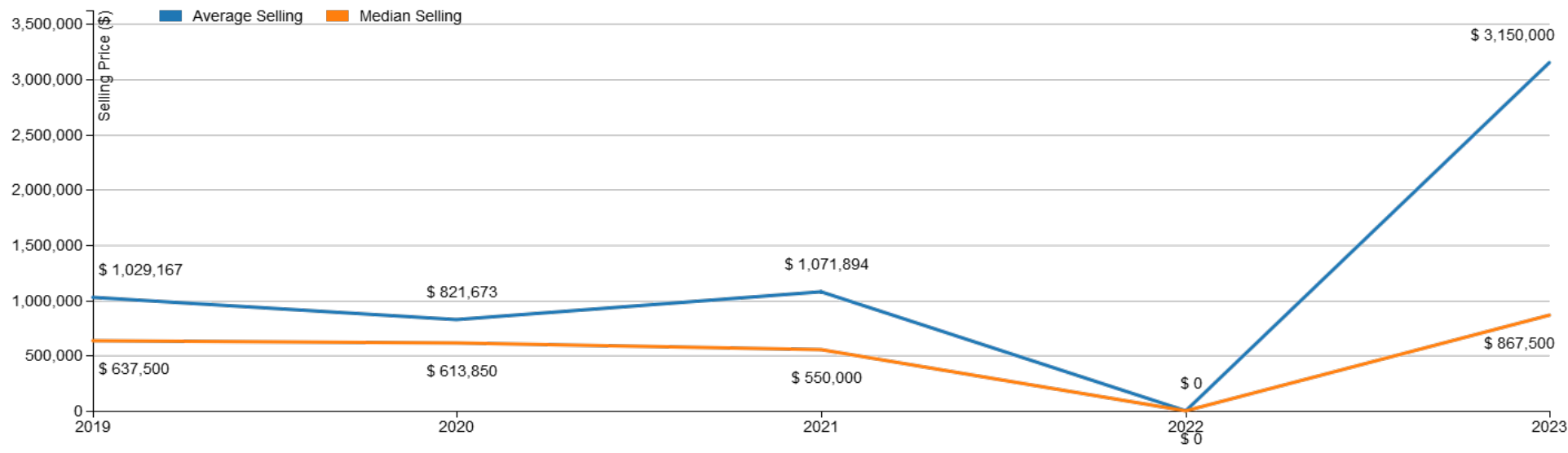




Chilmark
 Summary: Land Sales
 2023

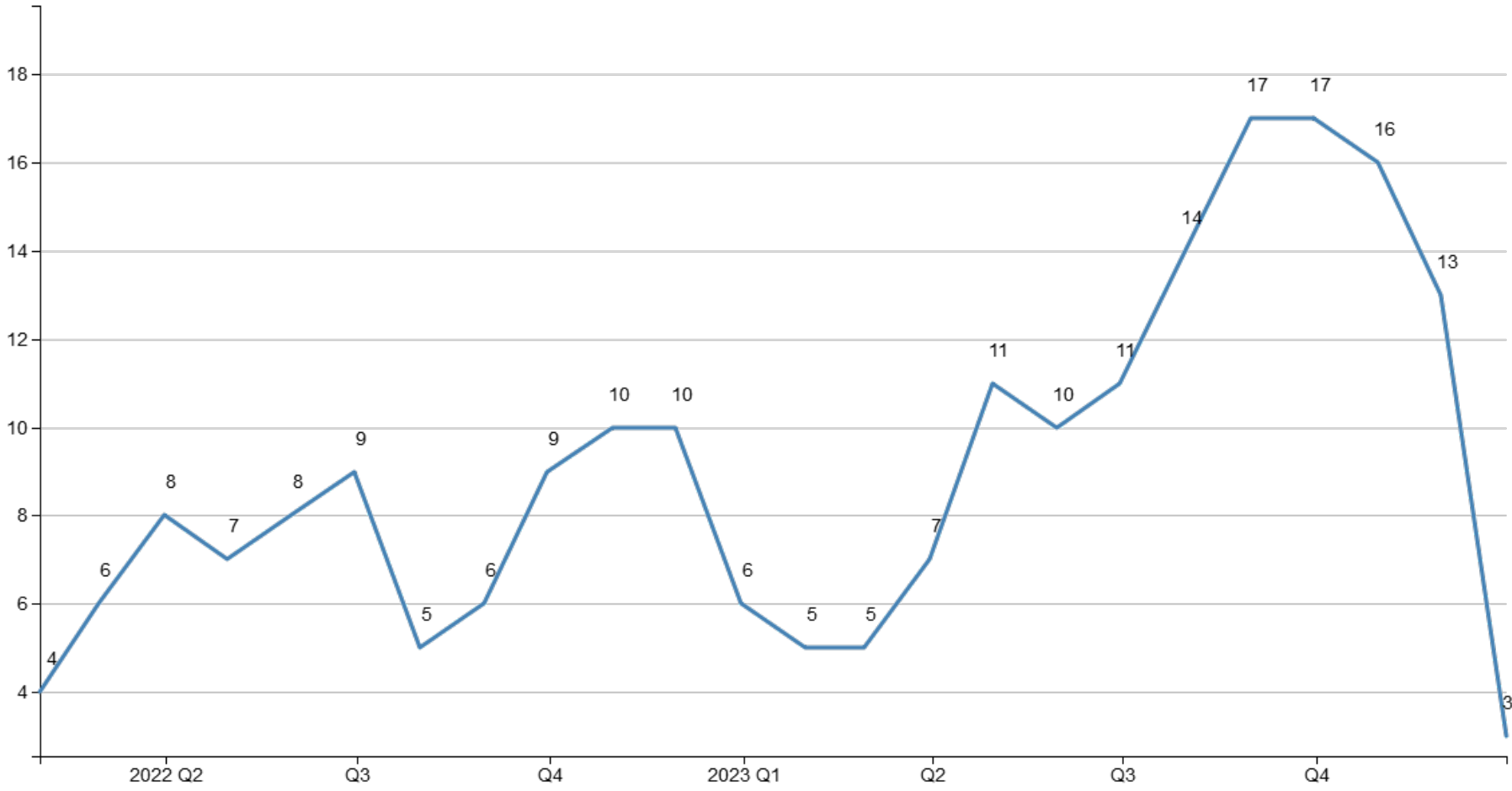
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	6	-	\$1,029,167	-	\$637,500	-	113%	-	\$6,175,000	-	393
2020	20	233%	\$821,673	-20%	\$613,850	-4%	119%	6%	\$16,433,455	166%	307
2021	17	-15%	\$1,071,894	30%	\$550,000	-10%	143%	20%	\$18,222,200	11%	144
2022	0	-	-	-	-	-	-	-	-	-	-
2023	4	-	\$3,150,000	-	\$867,500	-	144%	-	\$12,600,000	-	103

Average / Median Selling Price





Chilmark
Inventory
2023

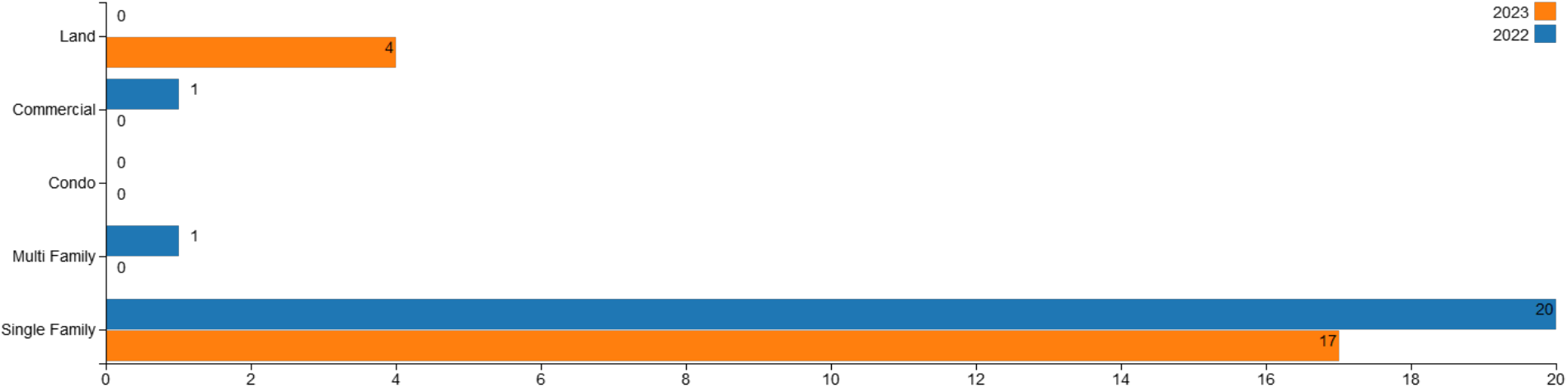




Chilmark

Quarterly Comparison: Total Number of Sales
2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	3	-40%	2	-50%	8	167%	4	-56%	17	-19%
- Single Family	3	-25%	2	-50%	8	167%	4	-56%	17	-15%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	0	-	1	-	0	-	3	-	4	-
Total	3	-40%	3	-40%	8	167%	7	-22%	21	-5%

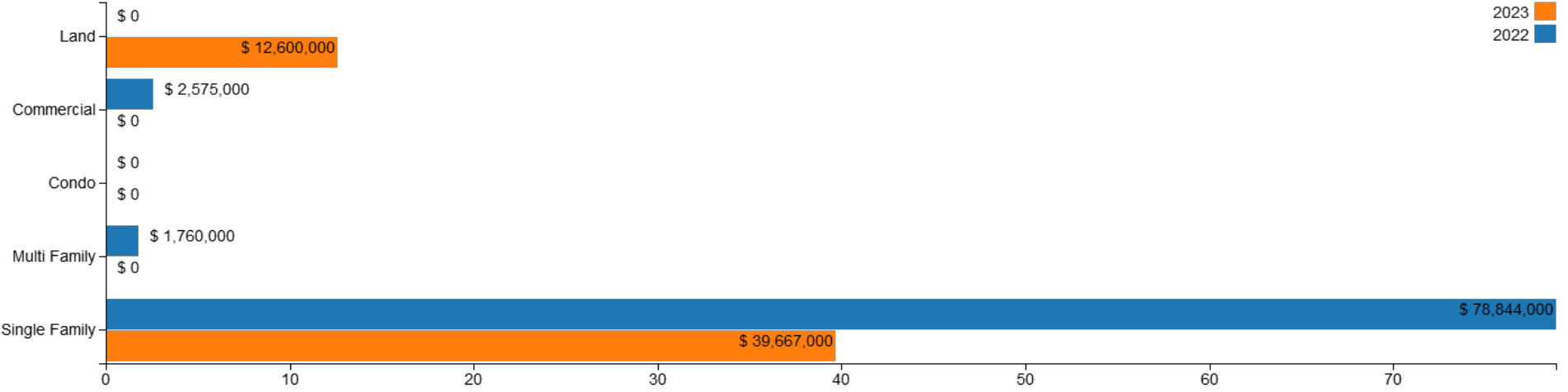




Chilmark

Quarterly Comparison: Total Dollar Volume
2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$7,125,000	-62%	\$2,450,000	-86%	\$19,180,000	304%	\$10,912,000	-72%	\$39,667,000	-51%
- Single Family	\$7,125,000	-58%	\$2,450,000	-86%	\$19,180,000	304%	\$10,912,000	-72%	\$39,667,000	-50%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	-	-	\$1,300,000	-	-	-	\$11,300,000	-	\$12,600,000	-
Total	\$7,125,000	-62%	\$3,750,000	-82%	\$19,180,000	304%	\$22,212,000	-44%	\$52,267,000	-37%



LINK

EDGARTOWN
**ANNUAL SALES
SUMMARY**
2023



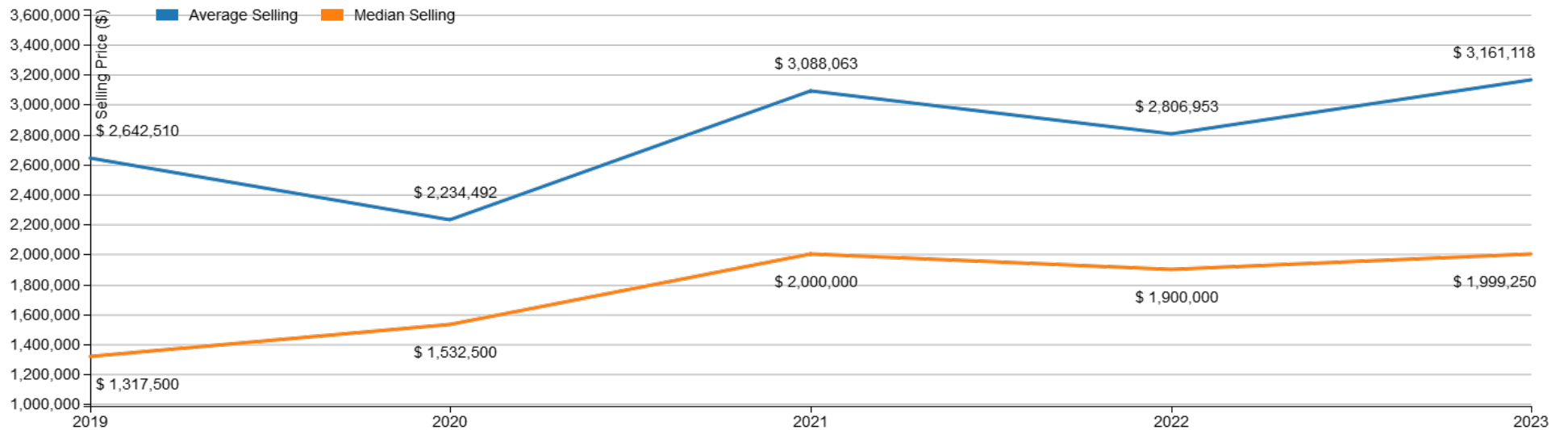
Edgartown

Summary: Single/Multi-Family Sales

2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	118	-	\$2,642,510	-	\$1,317,500	-	134%	-	\$311,816,200	-	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
2023	98	-8%	\$3,161,118	13%	\$1,999,250	5%	176%	-13%	\$309,789,609	4%	149

Average / Median Selling Price

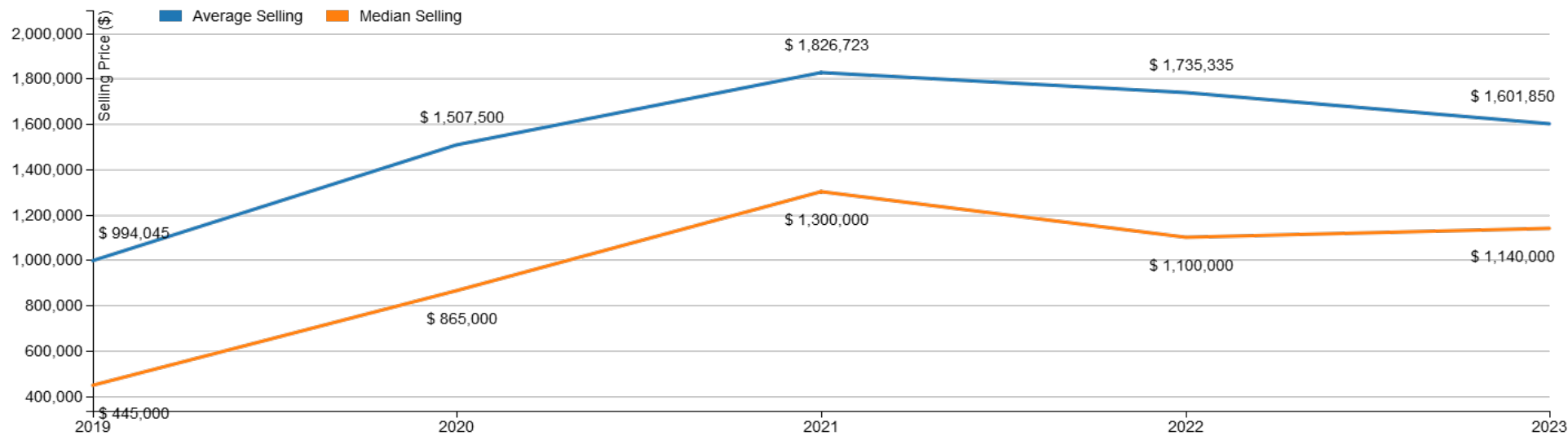




Edgartown
 Summary: Land Sales
 2023

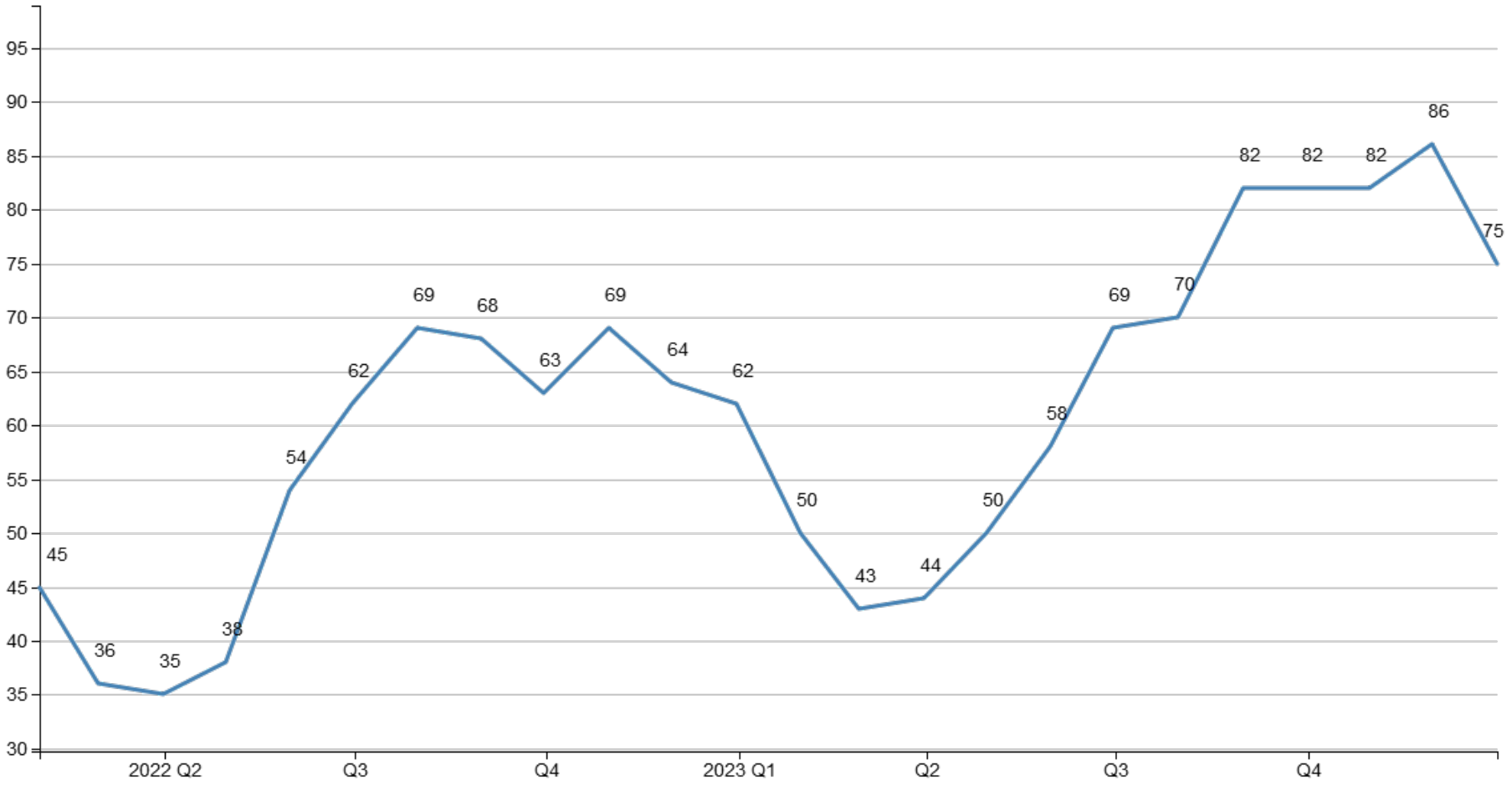
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	22	-	\$994,045	-	\$445,000	-	131%	-	\$21,869,000	-	410
2020	23	5%	\$1,507,500	52%	\$865,000	94%	137%	5%	\$34,672,500	59%	350
2021	39	70%	\$1,826,723	21%	\$1,300,000	50%	156%	14%	\$71,242,200	105%	366
2022	31	-21%	\$1,735,335	-5%	\$1,100,000	-15%	230%	47%	\$53,795,375	-24%	259
2023	19	-39%	\$1,601,850	-8%	\$1,140,000	4%	223%	-3%	\$30,435,150	-43%	139

Average / Median Selling Price





Edgartown
Inventory
2023

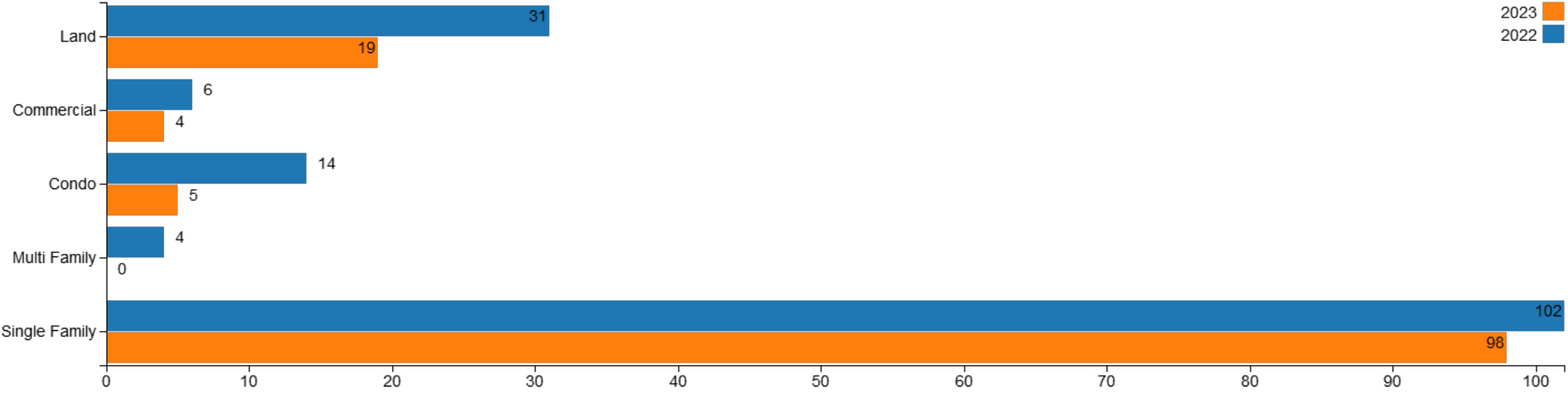




Edgartown

Quarterly Comparison: Total Number of Sales
2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	23	-32%	24	-8%	28	-15%	28	4%	103	-14%
- Single Family	22	-31%	24	33%	25	-11%	27	13%	98	-4%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	1	0%	0	-	3	-25%	1	0%	5	-64%
Commercial	3	200%	0	-	1	-50%	0	-	4	-33%
Land	6	-14%	3	-63%	4	-56%	6	-14%	19	-39%
Total	32	-24%	27	-27%	33	-25%	34	0%	126	-20%

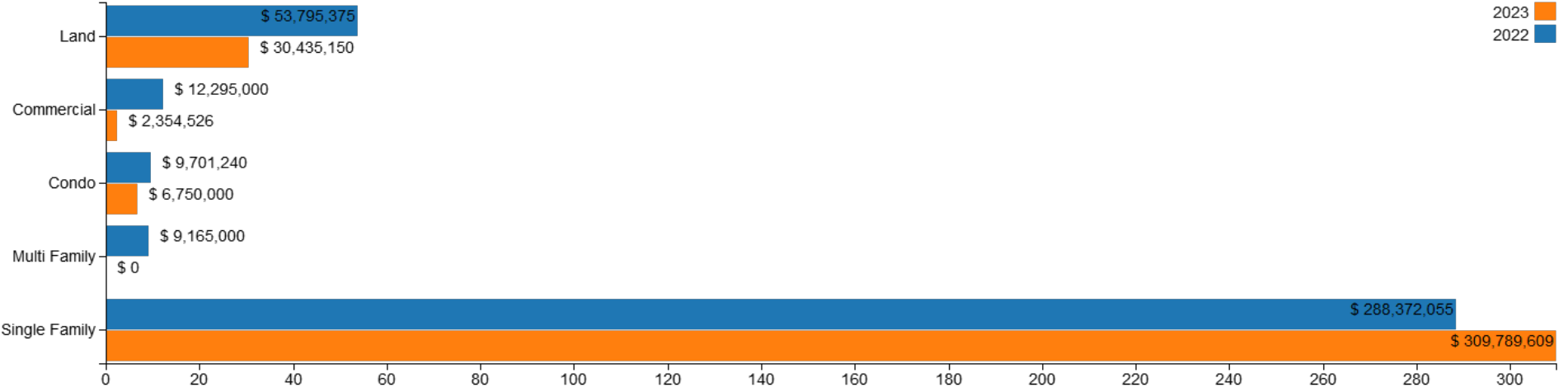




Edgartown

Quarterly Comparison: Total Dollar Volume
2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$80,800,608	-18%	\$71,789,500	36%	\$64,704,001	-17%	\$99,245,500	27%	\$316,539,609	3%
- Single Family	\$78,840,608	-16%	\$71,789,500	51%	\$60,794,001	-18%	\$98,365,500	33%	\$309,789,609	7%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$1,960,000	38%	-	-	\$3,910,000	45%	\$880,000	112%	\$6,750,000	-30%
Commercial	\$1,954,526	226%	-	-	\$400,000	-94%	-	-	\$2,354,526	-81%
Land	\$10,063,000	-49%	\$6,739,150	-6%	\$5,723,000	-64%	\$7,910,000	-28%	\$30,435,150	-43%
Total	\$92,818,134	-22%	\$78,528,650	21%	\$70,827,001	-29%	\$107,155,500	20%	\$349,329,285	-6%



LINK

OAK BLUFFS
**ANNUAL SALES
SUMMARY**
2023



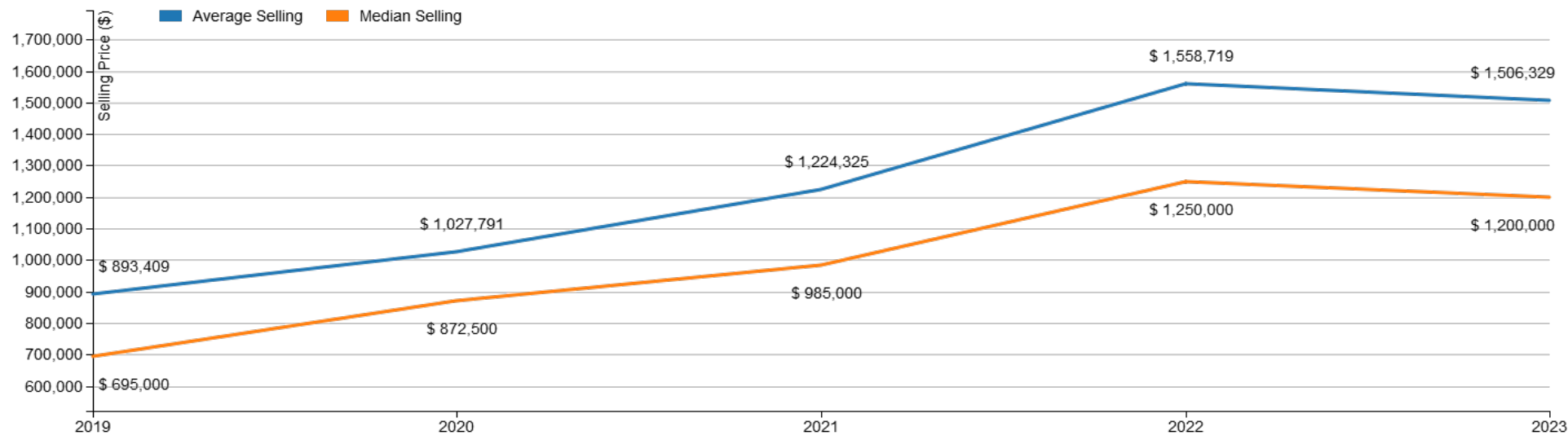
Oak Bluffs

Summary: Single/Multi-Family Sales

2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	105	-	\$893,409	-	\$695,000	-	131%	-	\$93,807,990	-	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
2023	76	-18%	\$1,506,329	-3%	\$1,200,000	-4%	157%	-4%	\$114,480,997	-21%	159

Average / Median Selling Price

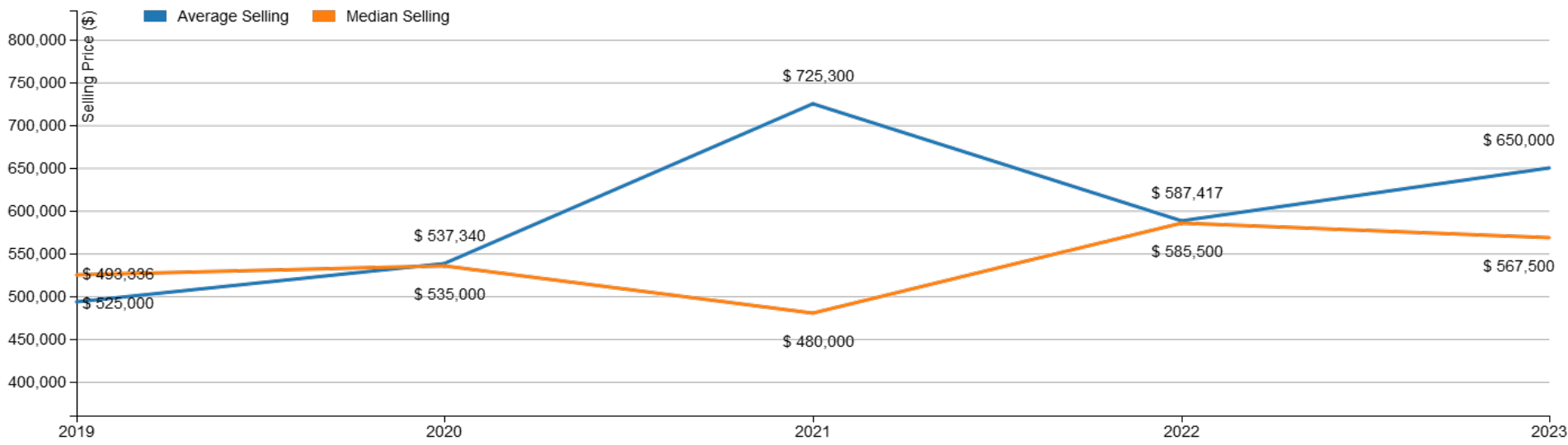




Oak Bluffs
 Summary: Land Sales
 2023

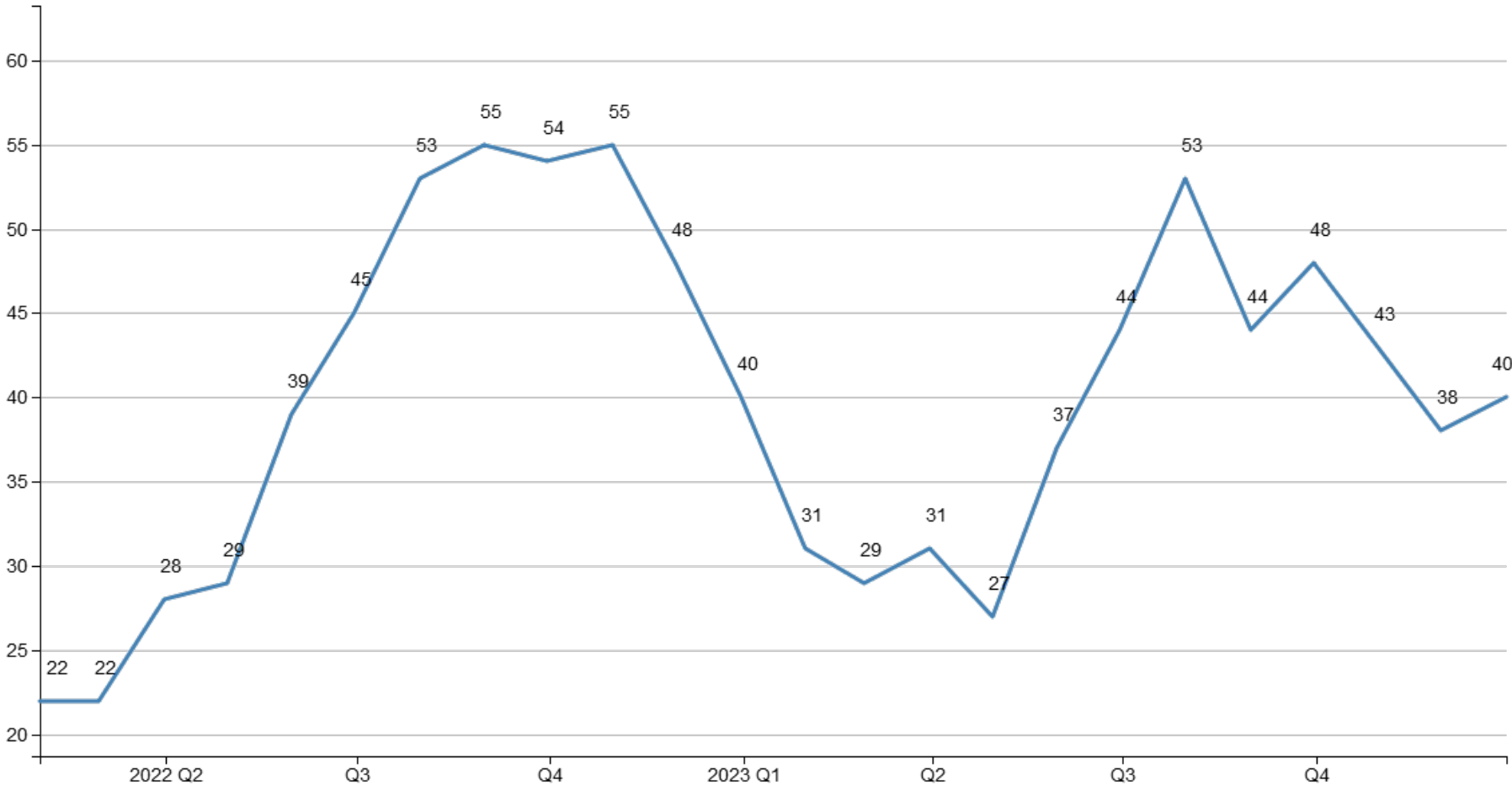
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	19	-	\$493,336	-	\$525,000	-	117%	-	\$9,373,380	-	292
2020	21	11%	\$537,340	9%	\$535,000	2%	116%	-1%	\$11,284,150	20%	177
2021	10	-52%	\$725,300	35%	\$480,000	-10%	123%	7%	\$7,253,000	-36%	137
2022	12	20%	\$587,417	-19%	\$585,500	22%	187%	52%	\$7,049,000	-3%	119
2023	12	0%	\$650,000	11%	\$567,500	-3%	158%	-15%	\$7,800,000	11%	202

Average / Median Selling Price





Oak Bluffs
Inventory
2023

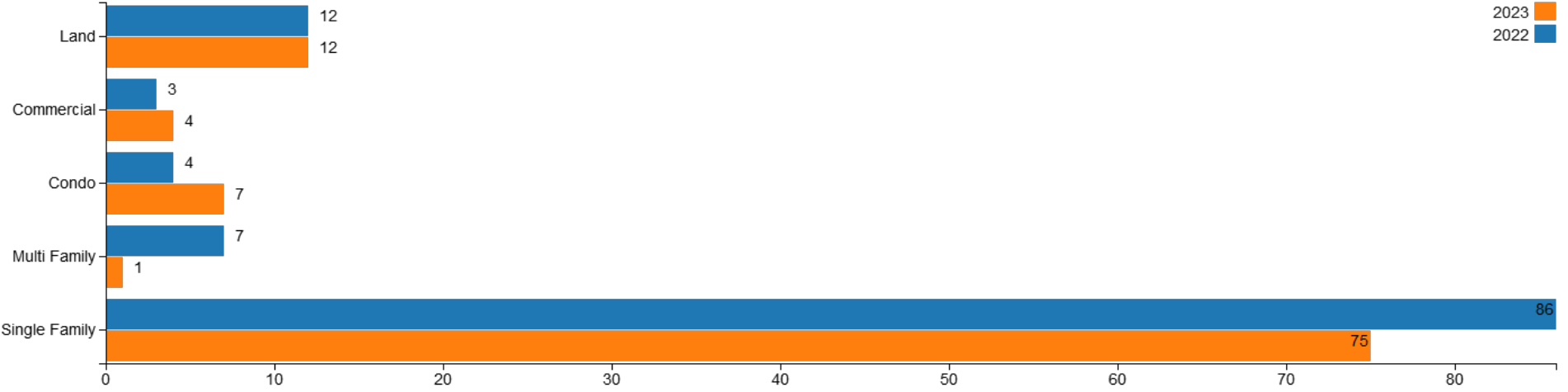




Oak Bluffs

Quarterly Comparison: Total Number of Sales
2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	17	-19%	18	-18%	26	4%	22	-24%	83	-14%
- Single Family	15	-6%	17	-19%	23	5%	20	-26%	75	-13%
- Multi Family	0	-	0	-	1	-50%	0	-	1	-86%
- Condo	2	100%	1	0%	2	100%	2	100%	7	75%
Commercial	0	-	4	300%	0	-	0	-	4	33%
Land	2	-33%	2	-33%	6	50%	2	0%	12	0%
Total	19	-24%	24	-8%	32	10%	24	-25%	99	-12%

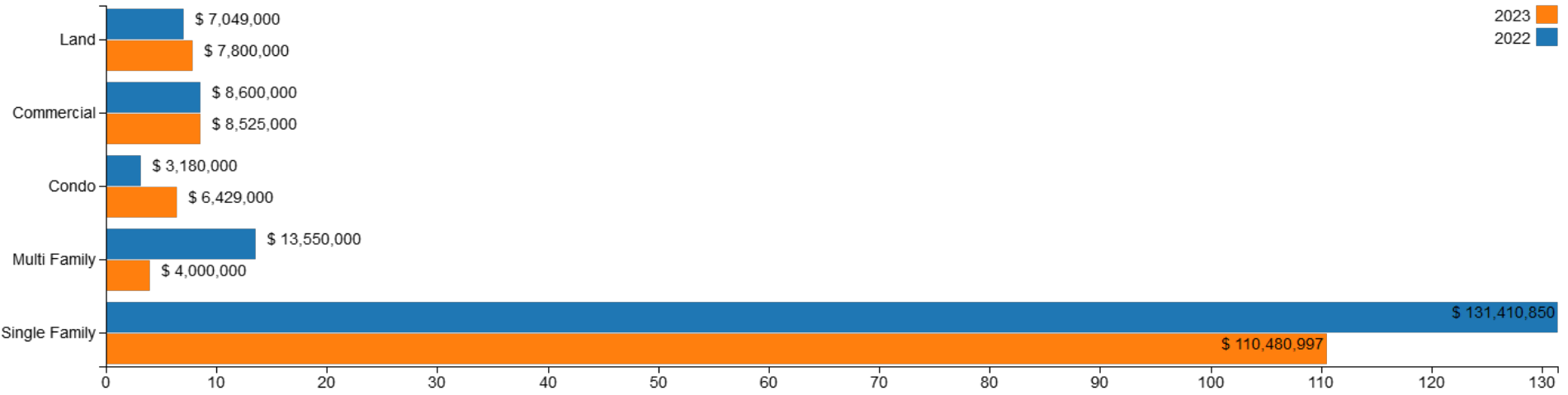




Oak Bluffs

Quarterly Comparison: Total Dollar Volume
2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$20,219,000	-13%	\$24,563,143	4%	\$48,096,304	19%	\$28,031,550	-54%	\$120,909,997	-18%
- Single Family	\$18,950,000	0%	\$23,628,143	4%	\$41,781,304	17%	\$26,121,550	-51%	\$110,480,997	-16%
- Multi Family	-	-	-	-	\$4,000,000	-3%	-	-	\$4,000,000	-70%
- Condo	\$1,269,000	131%	\$935,000	13%	\$2,315,000	358%	\$1,910,000	47%	\$6,429,000	102%
Commercial	-	-	\$8,525,000	271%	-	-	-	-	\$8,525,000	-1%
Land	\$1,355,000	-10%	\$1,450,000	-6%	\$4,045,000	29%	\$950,000	12%	\$7,800,000	11%
Total	\$21,574,000	-18%	\$34,538,143	26%	\$52,141,304	20%	\$28,981,550	-56%	\$137,234,997	-16%



LINK

VINEYARD HAVEN
**ANNUAL SALES
SUMMARY**
2023

LINK

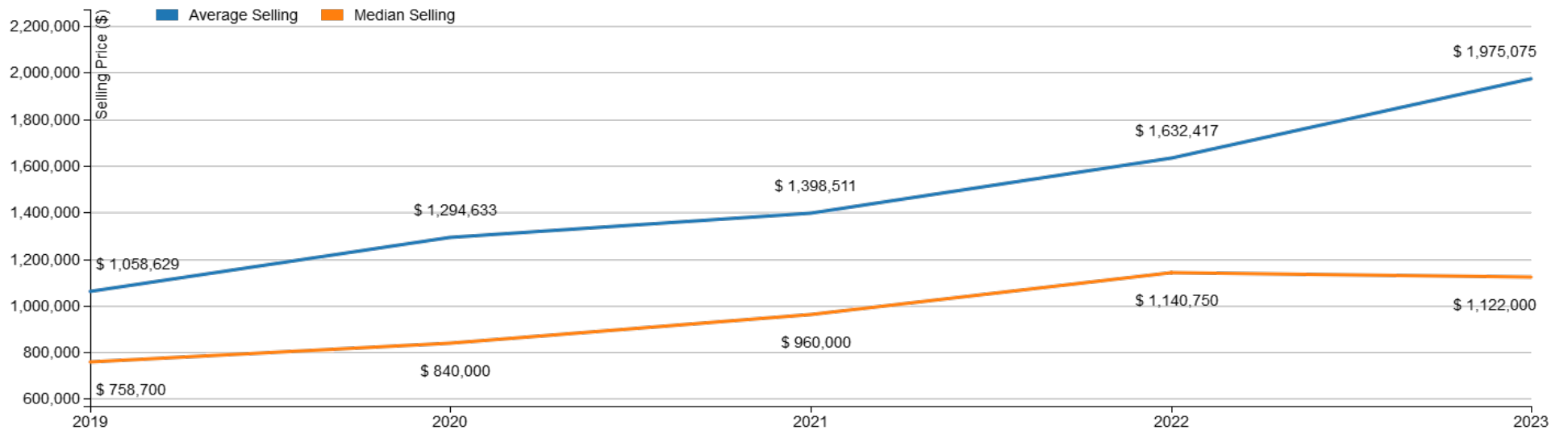
Vineyard Haven

Summary: Single/Multi-Family Sales

2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	82	-	\$1,058,629	-	\$758,700	-	122%	-	\$86,807,573	-	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
2023	61	-13%	\$1,975,075	21%	\$1,122,000	-2%	140%	-11%	\$120,479,564	5%	156

Average / Median Selling Price

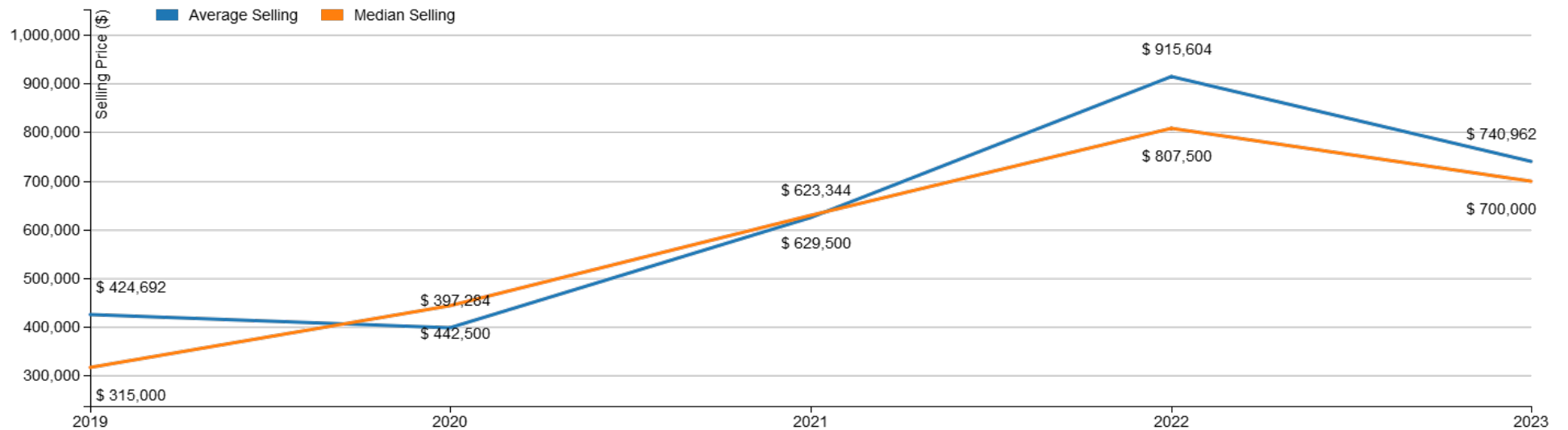


LINK

Vineyard Haven Summary: Land Sales 2023

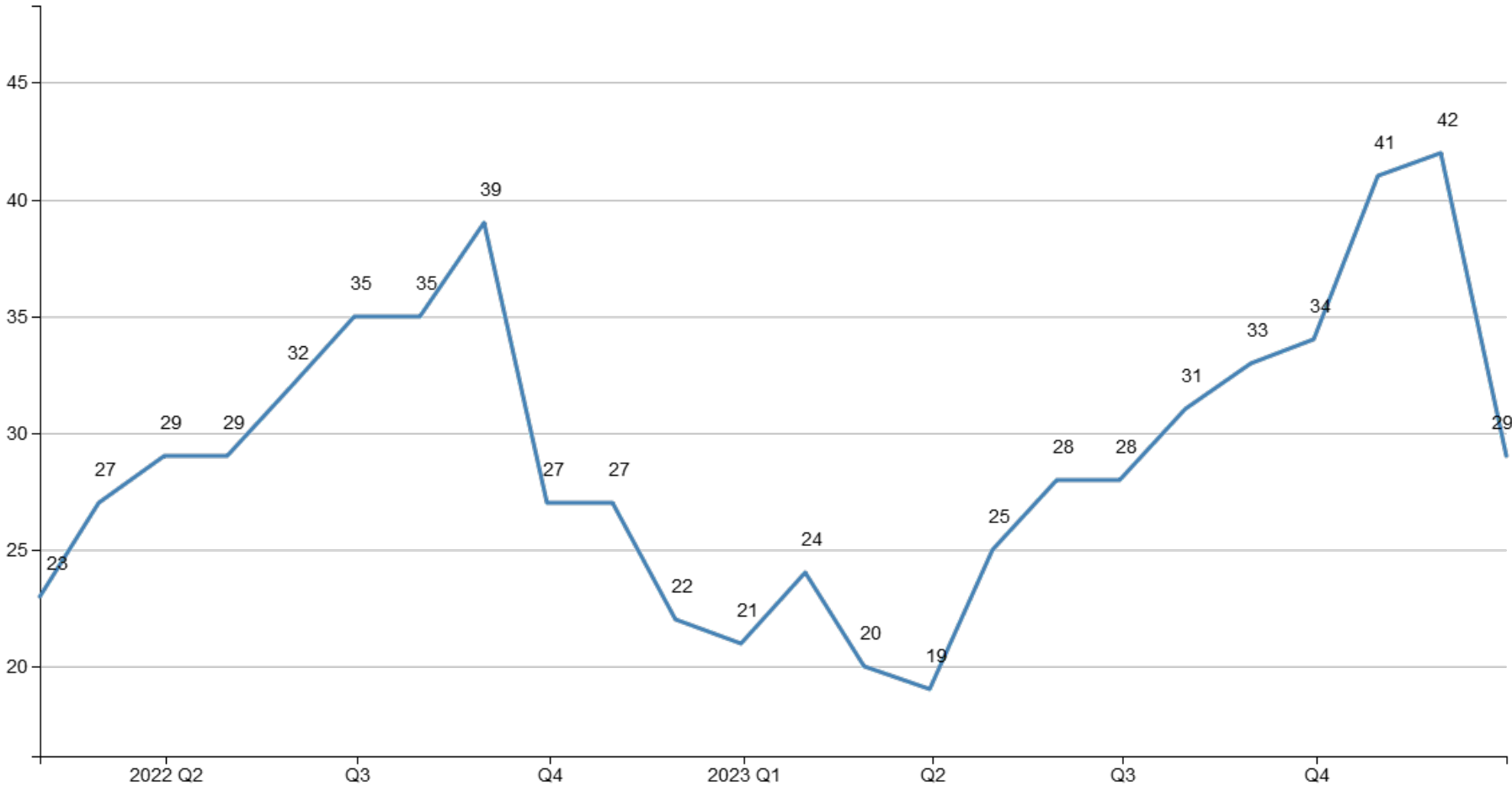
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	9	-	\$424,692	-	\$315,000	-	126%	-	\$3,822,229	-	154
2020	9	0%	\$397,284	-6%	\$442,500	40%	107%	-15%	\$3,575,560	-6%	436
2021	16	78%	\$623,344	57%	\$629,500	42%	181%	69%	\$9,973,500	179%	208
2022	12	-25%	\$915,604	47%	\$807,500	28%	325%	79%	\$10,987,250	10%	182
2023	13	8%	\$740,962	-19%	\$700,000	-13%	168%	-48%	\$9,632,500	-12%	206

Average / Median Selling Price





Vineyard Haven
Inventory
2023

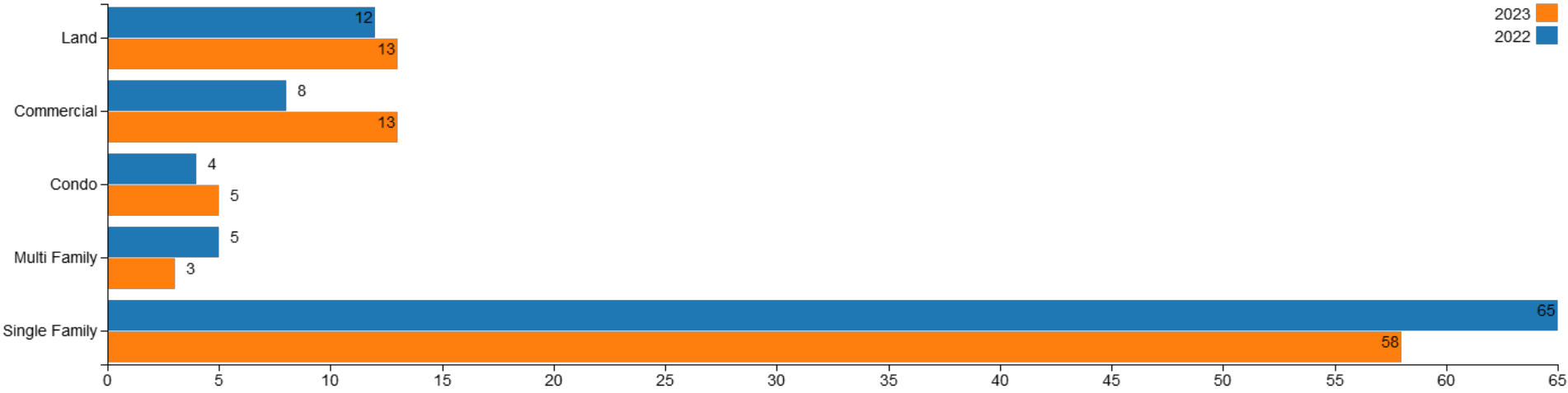




Vineyard Haven

Quarterly Comparison: Total Number of Sales
2023

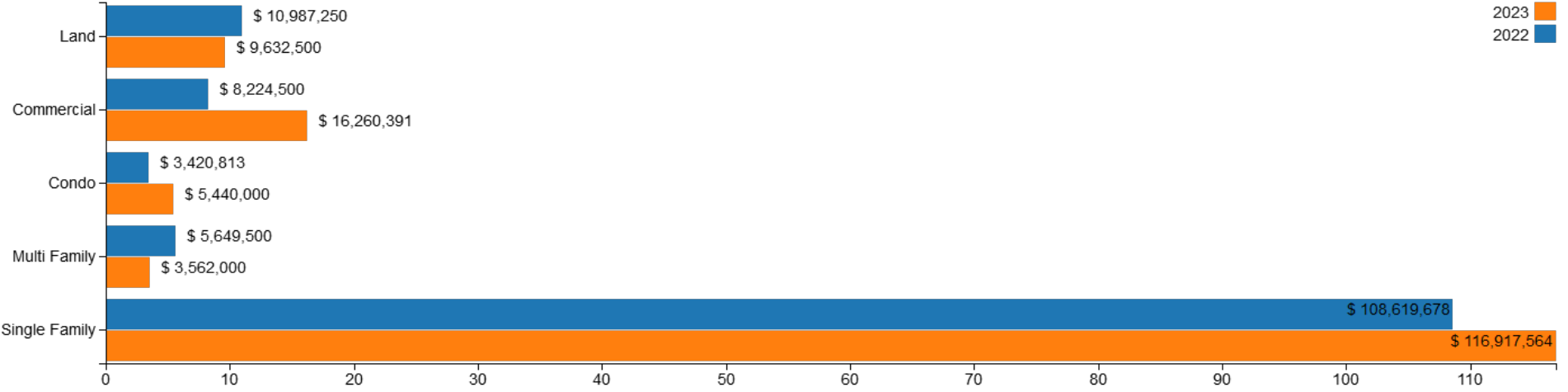
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	16	0%	17	-35%	18	29%	15	-17%	66	-11%
- Single Family	15	-6%	13	-41%	15	25%	15	0%	58	-11%
- Multi Family	1	-	1	-50%	1	-50%	0	-	3	-40%
- Condo	0	-	3	50%	2	-	0	-	5	25%
Commercial	4	-20%	3	200%	4	300%	2	100%	13	63%
Land	5	25%	5	67%	2	0%	1	-67%	13	8%
Total	25	0%	25	-17%	24	41%	18	-18%	92	-2%





Vineyard Haven
 Quarterly Comparison: Total Dollar Volume
 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$18,760,439	-16%	\$23,509,000	-39%	\$25,990,625	-14%	\$57,659,500	117%	\$125,919,564	7%
- Single Family	\$17,235,439	-23%	\$19,769,000	-42%	\$22,253,625	-22%	\$57,659,500	147%	\$116,917,564	8%
- Multi Family	\$1,525,000	-	\$915,000	-73%	\$1,122,000	-26%	-	-	\$3,562,000	-37%
- Condo	-	-	\$2,825,000	193%	\$2,615,000	-	-	-	\$5,440,000	59%
Commercial	\$9,496,391	35%	\$2,645,000	561%	\$3,430,000	880%	\$689,000	62%	\$16,260,391	98%
Land	\$4,347,500	-16%	\$2,865,000	22%	\$1,960,000	73%	\$460,000	-81%	\$9,632,500	-12%
Total	\$32,604,330	-6%	\$29,019,000	-30%	\$31,380,625	-1%	\$58,808,500	100%	\$151,812,455	11%



LINK

WEST TISBURY
**ANNUAL SALES
SUMMARY**
2023



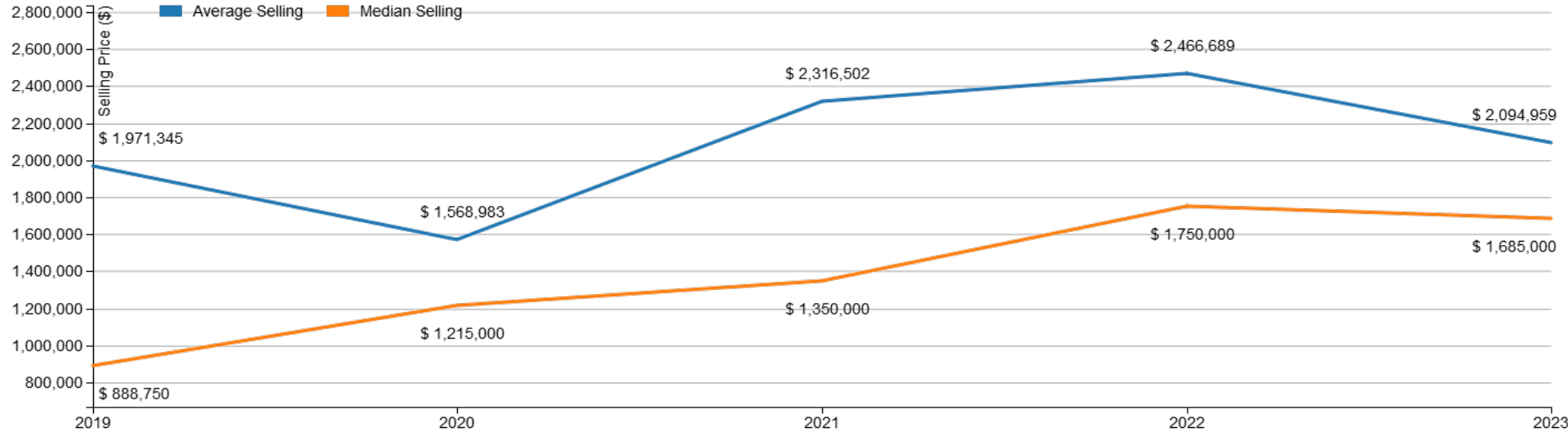
West Tisbury

Summary: Single/Multi-Family Sales

2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	42	-	\$1,971,345	-	\$888,750	-	111%	-	\$82,796,500	-	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
2023	37	0%	\$2,094,959	-15%	\$1,685,000	-4%	148%	-10%	\$77,513,500	-15%	171

Average / Median Selling Price

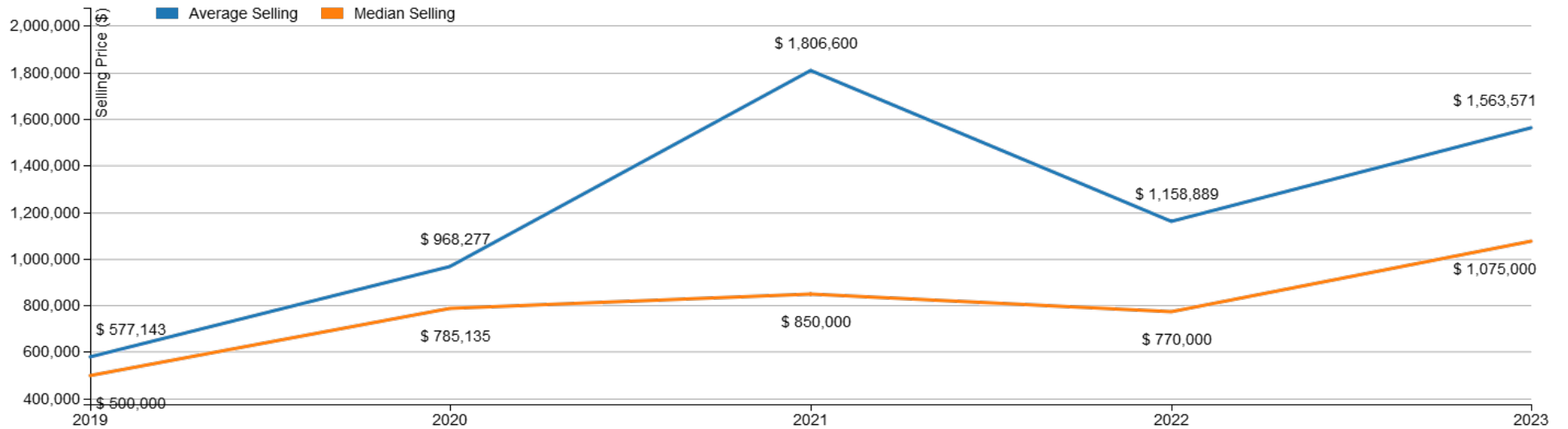


LINK

West Tisbury Summary: Land Sales 2023

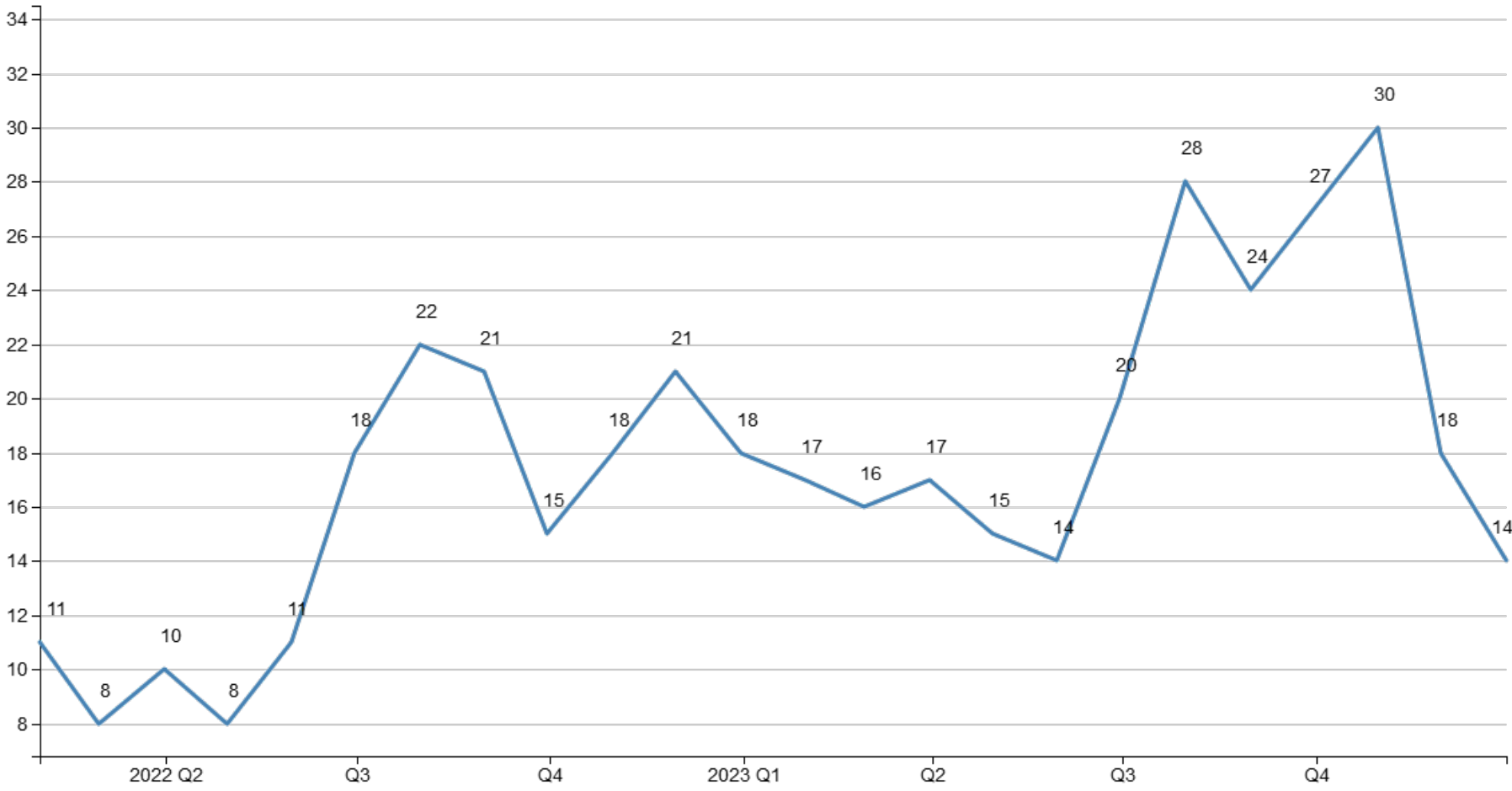
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	14	-	\$577,143	-	\$500,000	-	117%	-	\$8,080,000	-	219
2020	10	-29%	\$968,277	68%	\$785,135	57%	84%	-28%	\$9,682,770	20%	609
2021	15	50%	\$1,806,600	87%	\$850,000	8%	4,602%	5,357%	\$27,099,000	180%	233
2022	9	-40%	\$1,158,889	-36%	\$770,000	-9%	577%	-87%	\$10,430,000	-62%	198
2023	7	-22%	\$1,563,571	35%	\$1,075,000	40%	247%	-57%	\$10,945,000	5%	232

Average / Median Selling Price





West Tisbury
Inventory
2023

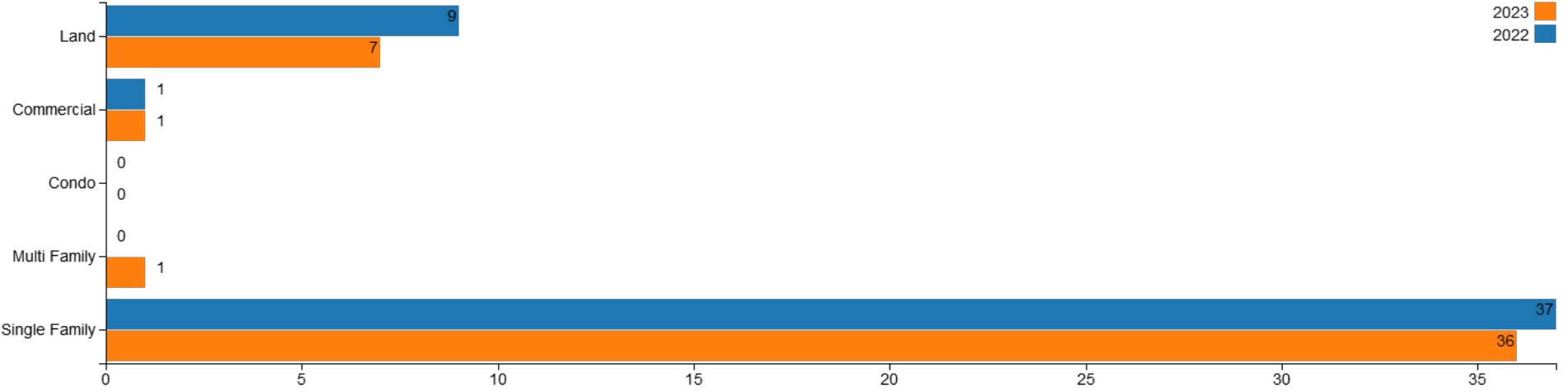




West Tisbury

Quarterly Comparison: Total Number of Sales
2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	10	67%	10	-23%	7	-13%	10	0%	37	0%
- Single Family	10	67%	9	-31%	7	-13%	10	0%	36	-3%
- Multi Family	0	-	1	-	0	-	0	-	1	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	1	0%	0	-	0	-	0	-	1	0%
Land	2	-50%	1	-67%	3	200%	1	0%	7	-22%
Total	13	18%	11	-31%	10	11%	11	0%	45	-4%





West Tisbury
 Quarterly Comparison: Total Dollar Volume
 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$23,670,000	126%	\$23,000,000	-46%	\$16,190,000	12%	\$14,653,500	-39%	\$77,513,500	-15%
- Single Family	\$23,670,000	126%	\$16,100,000	-62%	\$16,190,000	12%	\$14,653,500	-39%	\$70,613,500	-23%
- Multi Family	-	-	\$6,900,000	-	-	-	-	-	\$6,900,000	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	\$6,600,000	2%	-	-	-	-	-	-	\$6,600,000	2%
Land	\$2,400,000	-52%	\$4,700,000	13%	\$2,770,000	404%	\$1,075,000	43%	\$10,945,000	5%
Total	\$32,670,000	49%	\$27,700,000	-40%	\$18,960,000	26%	\$15,728,500	-36%	\$95,058,500	-12%

