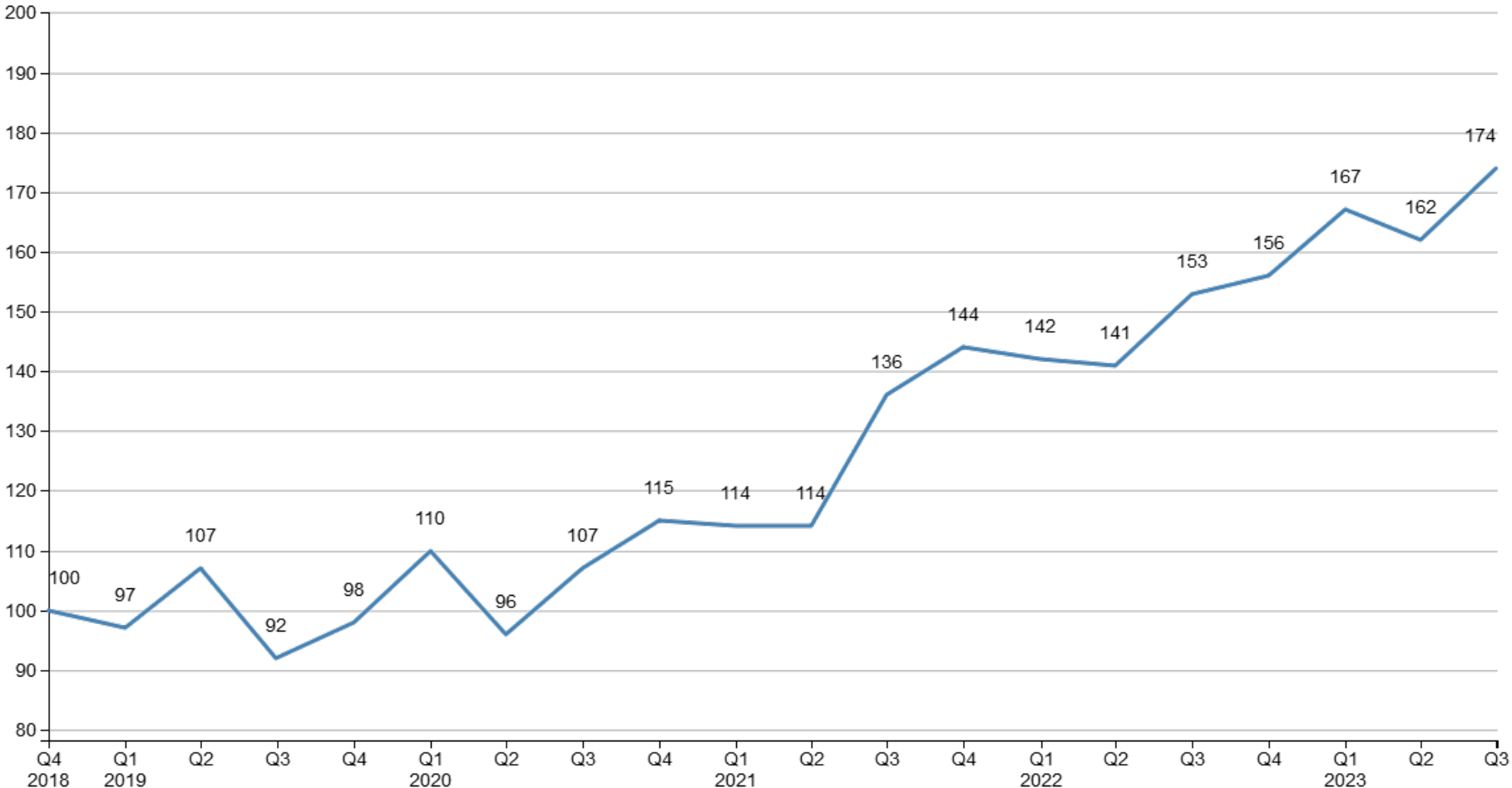


LINK

MARTHA'S VINEYARD  
**QUARTERLY SALES**  
**SUMMARY**  
THIRD QUARTER 2023

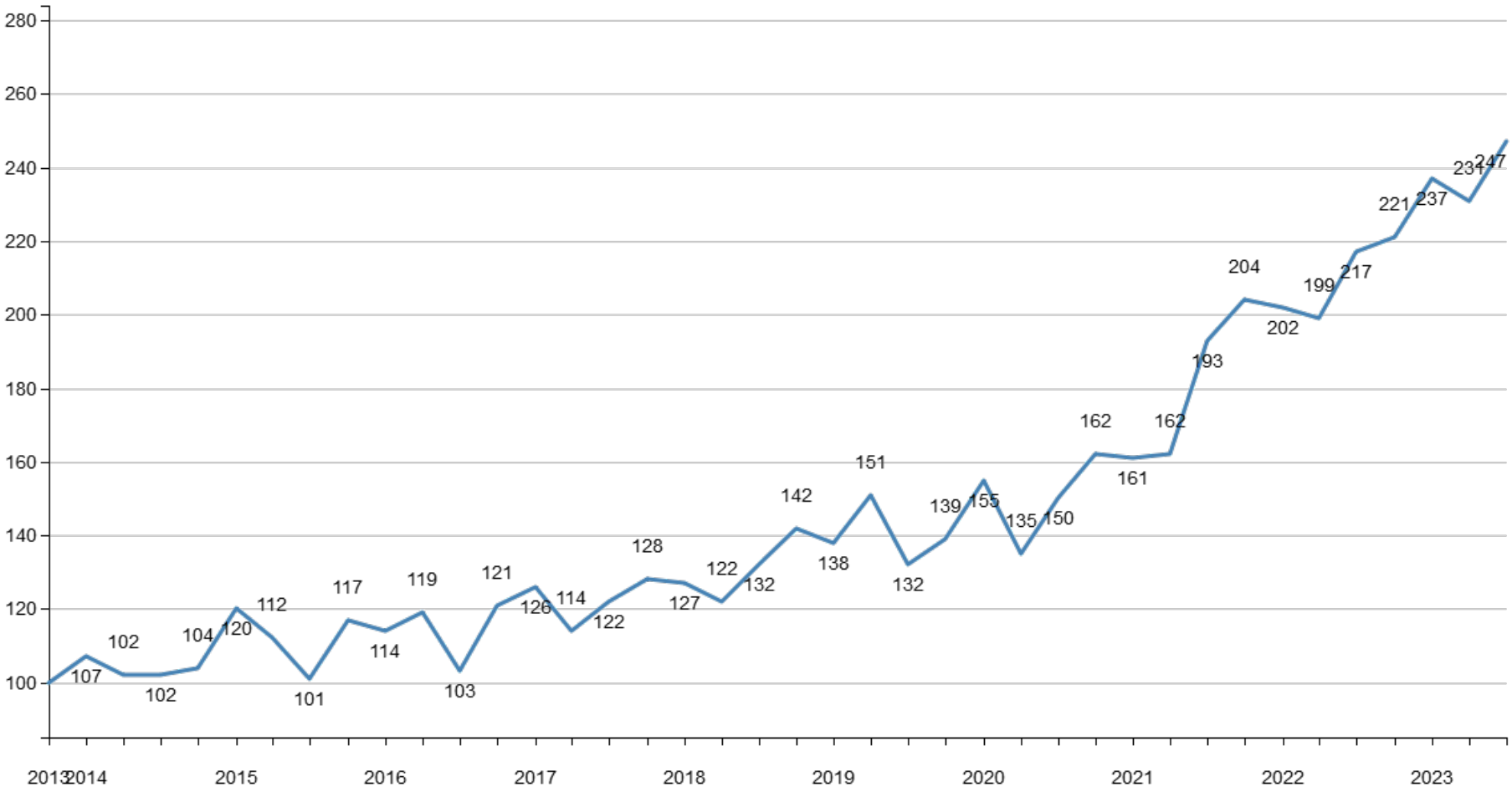


Island-wide  
Five Year Price Index  
(Appreciation Rate)



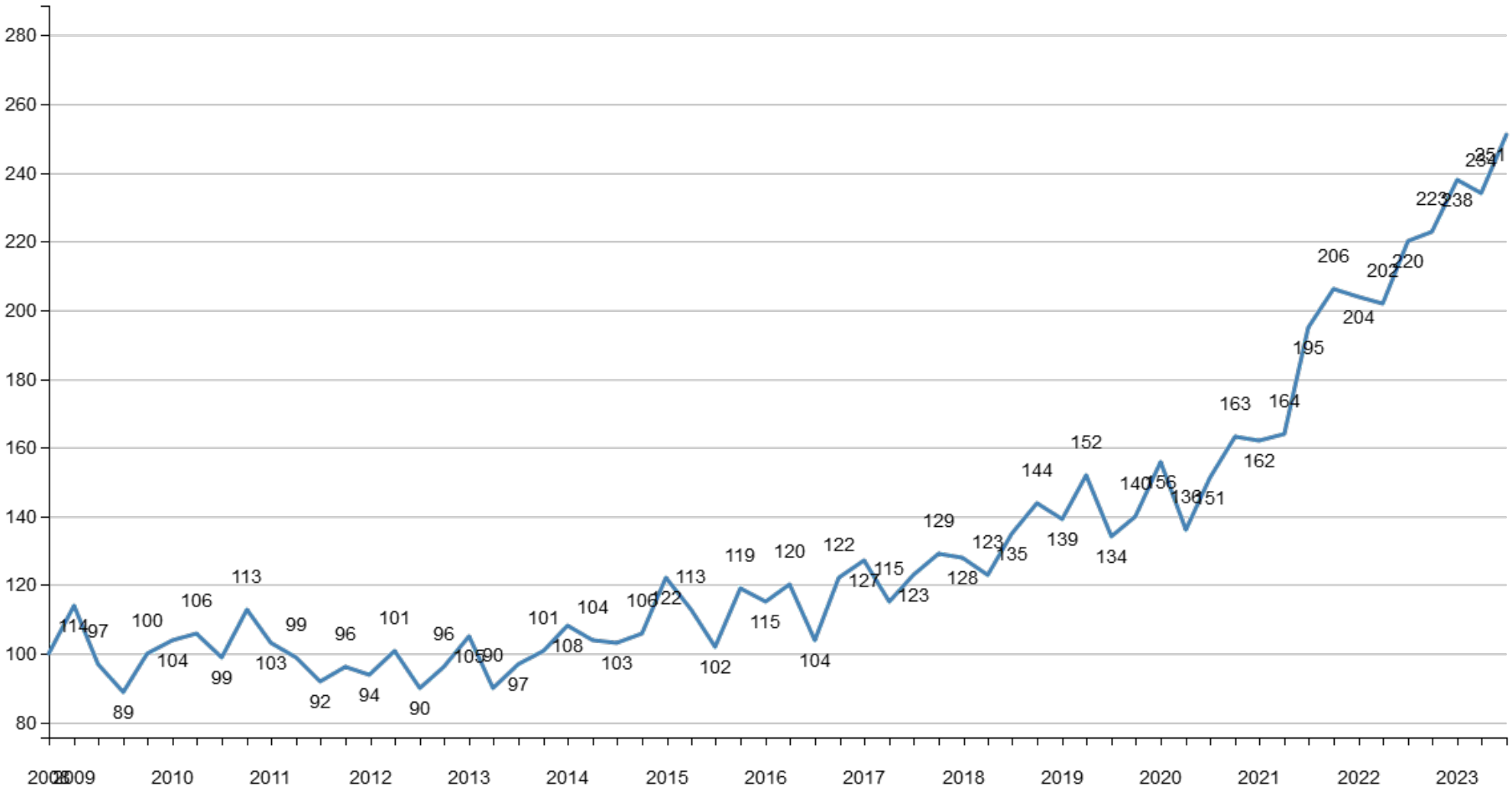


Island-wide  
Ten Year Price Index  
(Appreciation Rate)





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.



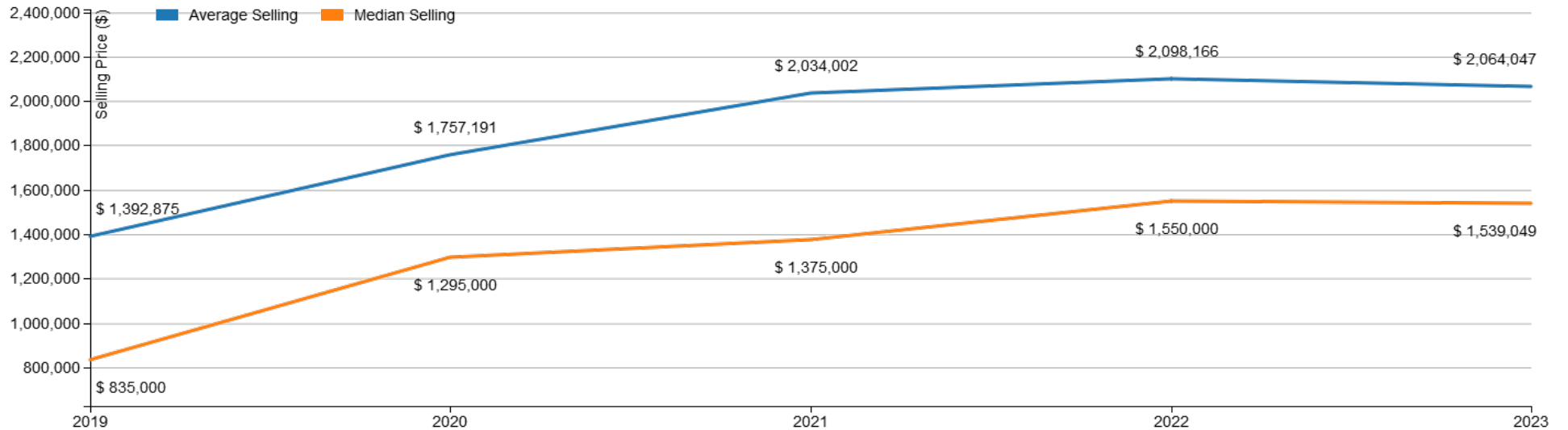
Island-Wide

Summary: Single/Multi-Family Sales

3rd Quarter 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	101	-	\$1,392,875	-	\$835,000	-	131%	-	\$140,680,340	-	248
2020	176	74%	\$1,757,191	26%	\$1,295,000	55%	143%	9%	\$309,265,585	120%	193
2021	113	-36%	\$2,034,002	16%	\$1,375,000	6%	158%	10%	\$229,842,175	-26%	155
2022	79	-30%	\$2,098,166	3%	\$1,550,000	13%	191%	21%	\$165,755,120	-28%	111
2023	83	5%	\$2,064,047	-2%	\$1,539,049	-1%	184%	-4%	\$171,315,930	3%	161

### Average / Median Selling Price

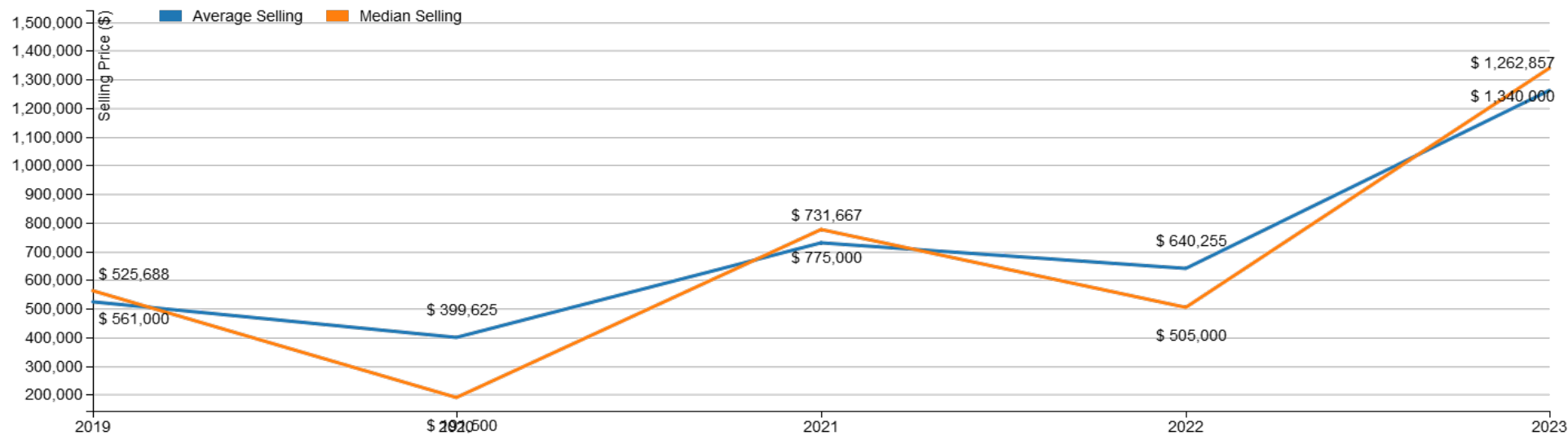




Island-Wide  
 Summary: Condo Sales  
 3rd Quarter 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2019	8	-	\$525,688	-	\$561,000	-	\$753	-	\$742	-	\$4,205,500	-	166
2020	8	0%	\$399,625	-24%	\$191,500	-66%	\$476	-37%	\$356	-52%	\$3,197,000	-24%	302
2021	6	-25%	\$731,667	83%	\$775,000	305%	\$699	47%	\$750	111%	\$4,390,000	37%	71
2022	5	-17%	\$640,255	-12%	\$505,000	-35%	\$814	16%	\$866	15%	\$3,201,274	-27%	113
2023	7	40%	\$1,262,857	97%	\$1,340,000	165%	\$1,214	49%	\$944	9%	\$8,840,000	176%	94

Average / Median Selling Price

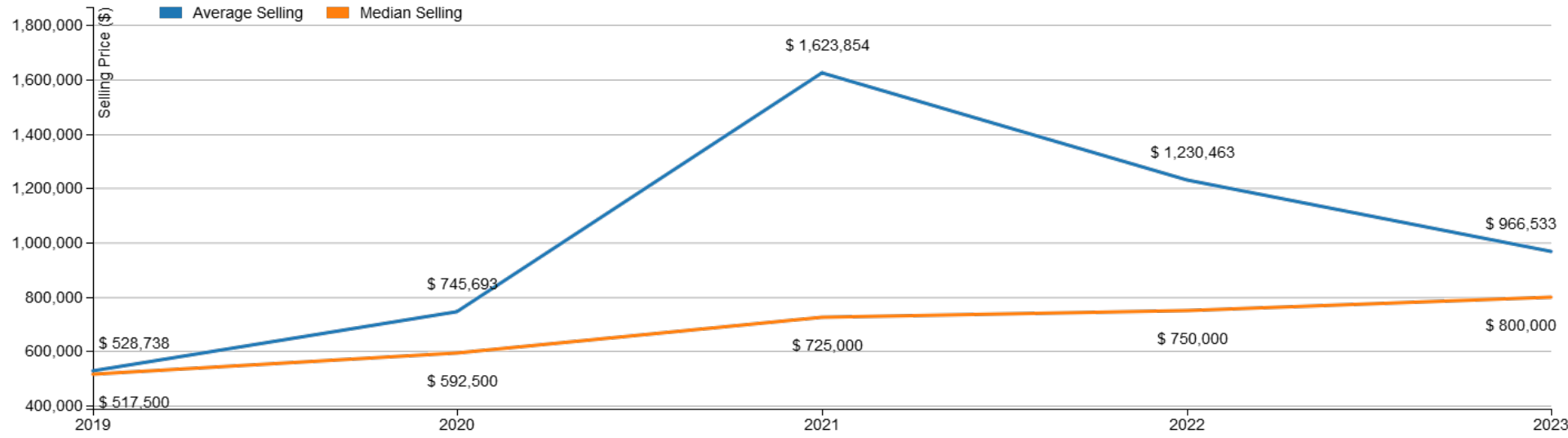




Island-Wide  
 Summary: Land Sales  
 3rd Quarter 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	22	-	\$528,738	-	\$517,500	-	122%	-	\$11,632,229	-	209
2020	28	27%	\$745,693	41%	\$592,500	14%	105%	-14%	\$20,879,410	79%	332
2021	26	-7%	\$1,623,854	118%	\$725,000	22%	158%	51%	\$42,220,200	102%	147
2022	17	-35%	\$1,230,463	-24%	\$750,000	3%	321%	103%	\$20,917,875	-50%	186
2023	15	-12%	\$966,533	-21%	\$800,000	7%	181%	-44%	\$14,498,000	-31%	119

Average / Median Selling Price



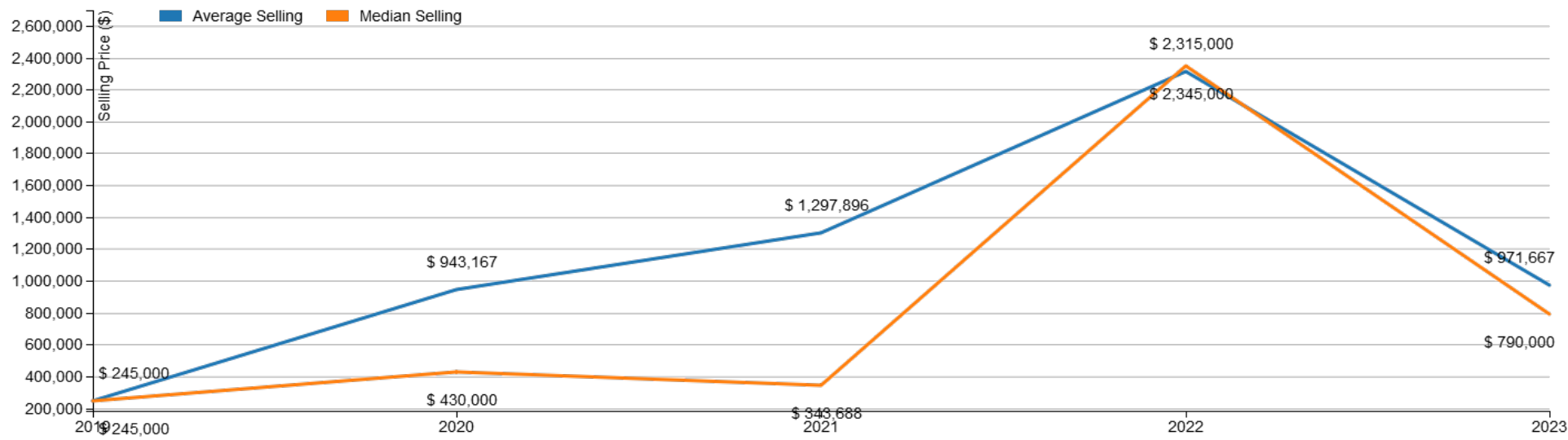




Island-Wide  
 Summary: Commercial Sales  
 3rd Quarter 2023

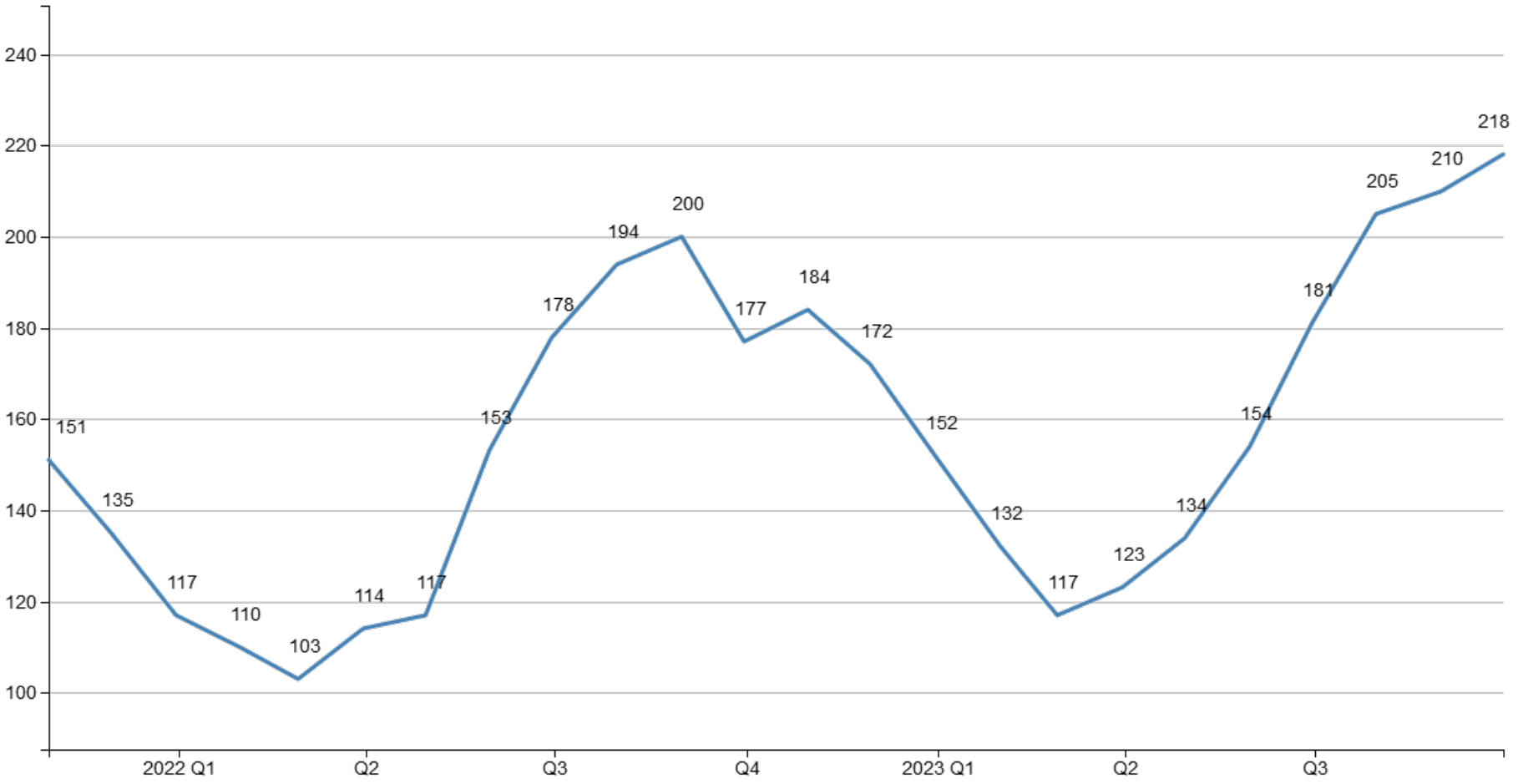
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	1	-	\$245,000	-	\$245,000	-	154%	-	\$245,000	-	209
2020	6	500%	\$943,167	285%	\$430,000	76%	131%	-15%	\$5,659,000	2,210%	502
2021	3	-50%	\$1,297,896	38%	\$343,688	-20%	154%	18%	\$3,893,688	-31%	252
2022	3	0%	\$2,315,000	78%	\$2,345,000	582%	226%	47%	\$6,945,000	78%	114
2023	6	100%	\$971,667	-58%	\$790,000	-66%	216%	-4%	\$5,830,000	-16%	113

Average / Median Selling Price





Island-Wide  
Inventory  
3rd Quarter 2023

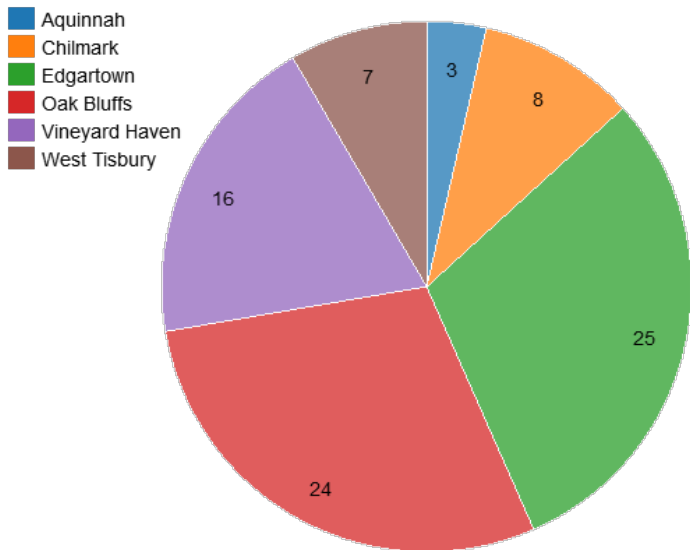




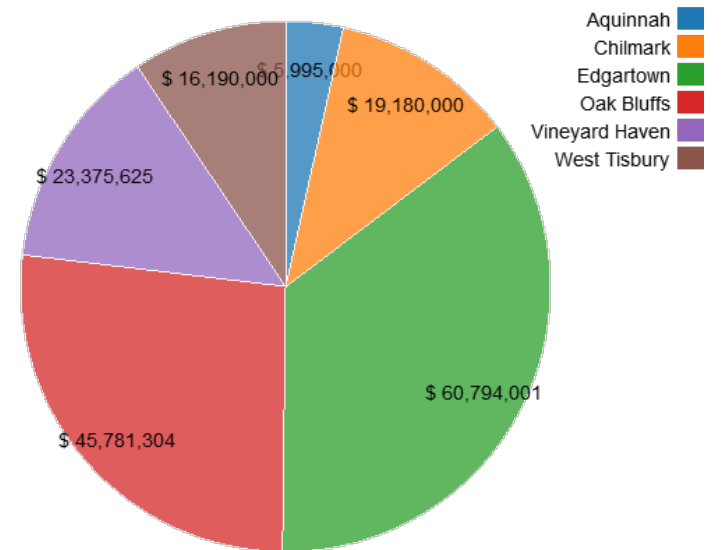
Sales Summary by Town  
 Single/Multi-Family  
 3rd Quarter 2023

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	3	200%	\$1,998,333	90%	\$1,600,000	52%	136%	-4%	\$5,995,000	471%	144
Chilmark	8	167%	\$2,397,500	51%	\$2,087,500	30%	196%	20%	\$19,180,000	304%	138
Edgartown	25	-14%	\$2,431,760	-6%	\$1,650,000	-18%	242%	0%	\$60,794,001	-19%	140
Oak Bluffs	24	0%	\$1,907,554	15%	\$1,219,000	-6%	171%	8%	\$45,781,304	15%	175
Vineyard Haven	16	14%	\$1,460,977	-32%	\$1,161,000	-7%	127%	-17%	\$23,375,625	-23%	168
West Tisbury	7	-13%	\$2,312,857	28%	\$1,685,000	17%	156%	-16%	\$16,190,000	12%	207

Number of Sales by Town



Total Dollar Volume by Town

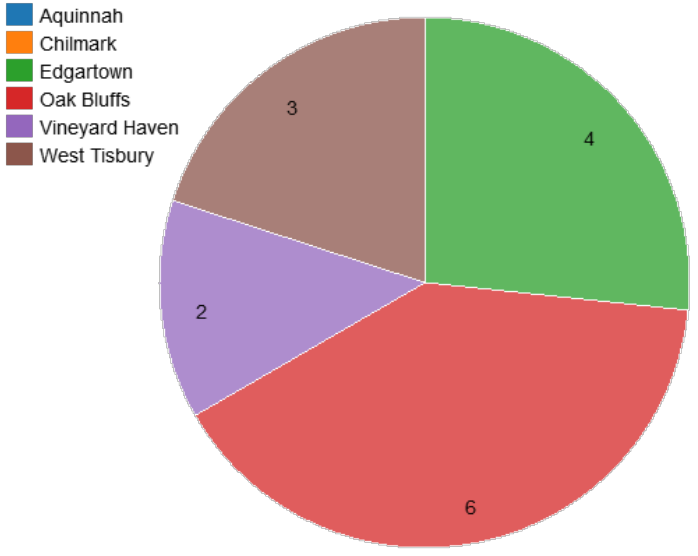




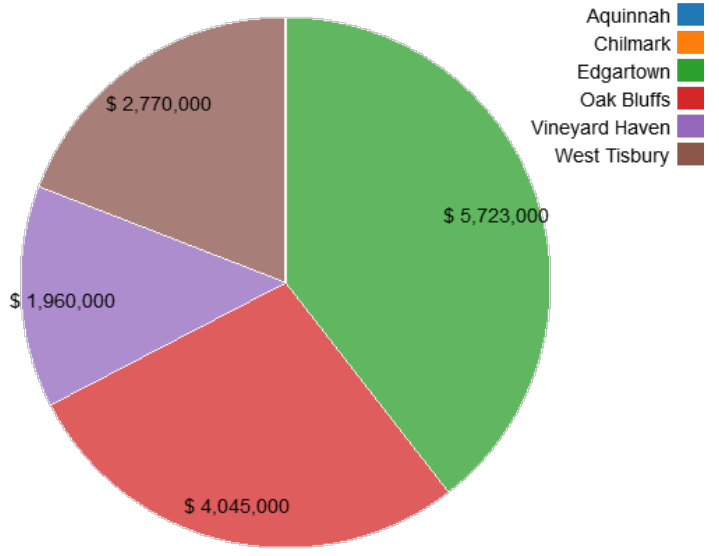
Sales Summary by Town  
Land  
3rd Quarter 2023

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	0	-	-	-	-	-	-	-	-	-	
Chilmark	0	-	-	-	-	-	-	-	-	-	
Edgartown	4	-56%	\$1,430,750	-19%	\$1,154,000	-27%	237%	43%	\$5,723,000	-64%	100
Oak Bluffs	6	50%	\$674,167	-14%	\$537,500	-23%	174%	12%	\$4,045,000	29%	75
Vineyard Haven	2	0%	\$980,000	73%	\$980,000	73%	152%	-31%	\$1,960,000	73%	55
West Tisbury	3	200%	\$923,333	68%	\$800,000	45%	118%	-96%	\$2,770,000	404%	209

Number of Sales by Town



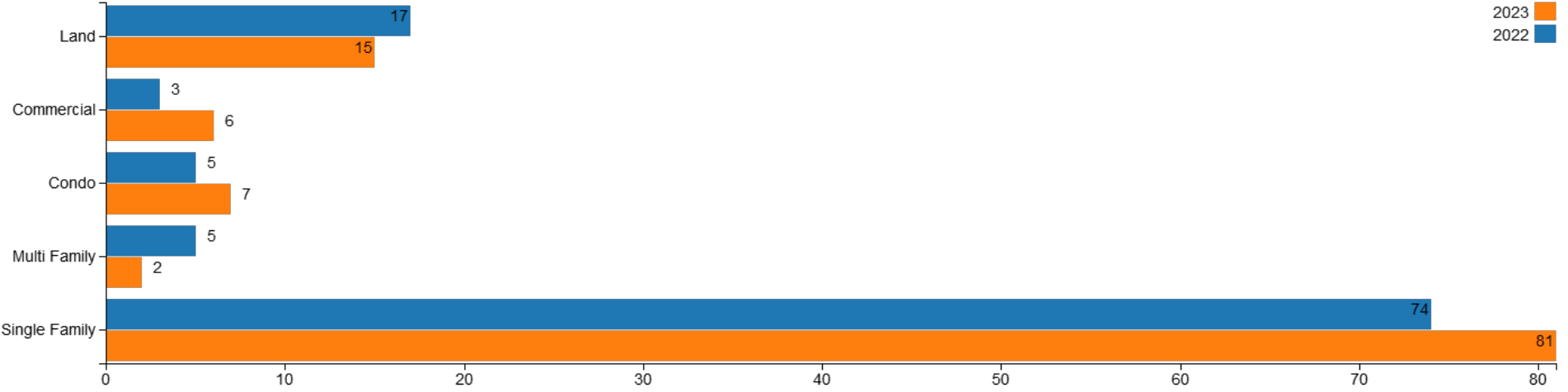
Total Dollar Volume by Town





Island-Wide  
 Quarterly Comparison: Total Number of Sales  
 3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	71	-14%	71	-23%	90	7%	0	-	232	-10%
- Single Family	67	-11%	65	-18%	81	9%	0	-	213	-7%
- Multi Family	1	-83%	2	0%	2	-60%	0	-	5	-62%
- Condo	3	50%	4	-64%	7	40%	0	-	14	-22%
<b>Commercial</b>	8	0%	7	17%	6	100%	0	-	21	24%
<b>Land</b>	17	-6%	14	-22%	15	-12%	0	-	46	-13%
<b>Total</b>	96	-12%	92	-21%	111	7%	0	-	299	-9%



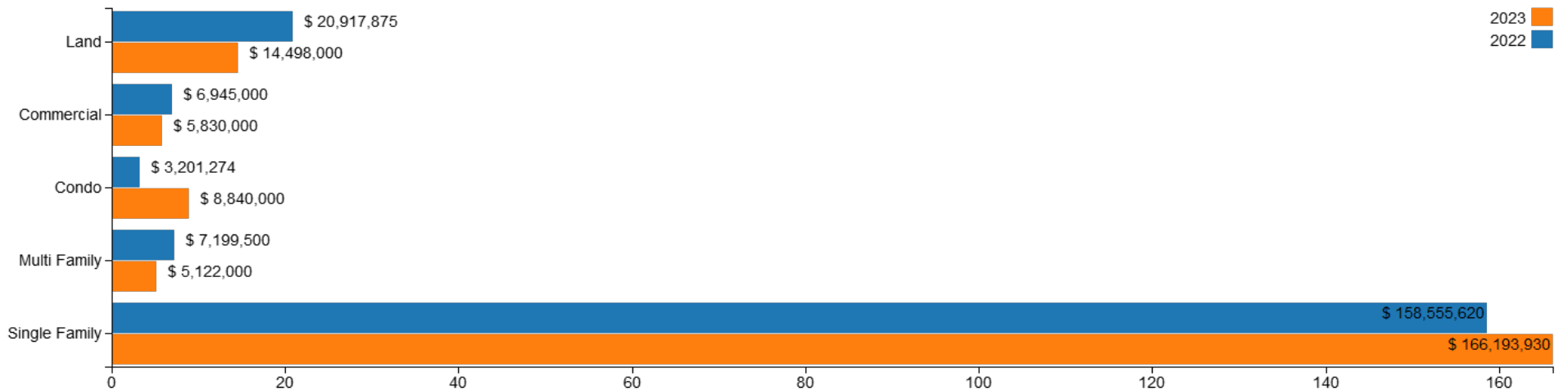


Island-Wide

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$160,275,047	-8%	\$145,311,643	-19%	\$180,155,930	7%	-	-	\$485,742,620	-7%
- Single Family	\$155,521,047	-4%	\$133,736,643	-20%	\$166,193,930	5%	-	-	\$455,451,620	-7%
- Multi Family	\$1,525,000	-83%	\$7,815,000	134%	\$5,122,000	-29%	-	-	\$14,462,000	-25%
- Condo	\$3,229,000	63%	\$3,760,000	-46%	\$8,840,000	176%	-	-	\$15,829,000	31%
<b>Commercial</b>	\$18,050,917	15%	\$11,170,000	8%	\$5,830,000	-16%	-	-	\$35,050,917	6%
<b>Land</b>	\$20,000,500	-36%	\$18,029,150	15%	\$14,498,000	-31%	-	-	\$52,527,650	-23%
<b>Total</b>	\$198,326,464	-10%	\$174,510,793	-15%	\$200,483,930	2%	\$0	-	\$573,321,187	-8%



LINK

AQUINNAH  
**QUARTERLY SALES**  
**SUMMARY**  
THIRD QUARTER 2023



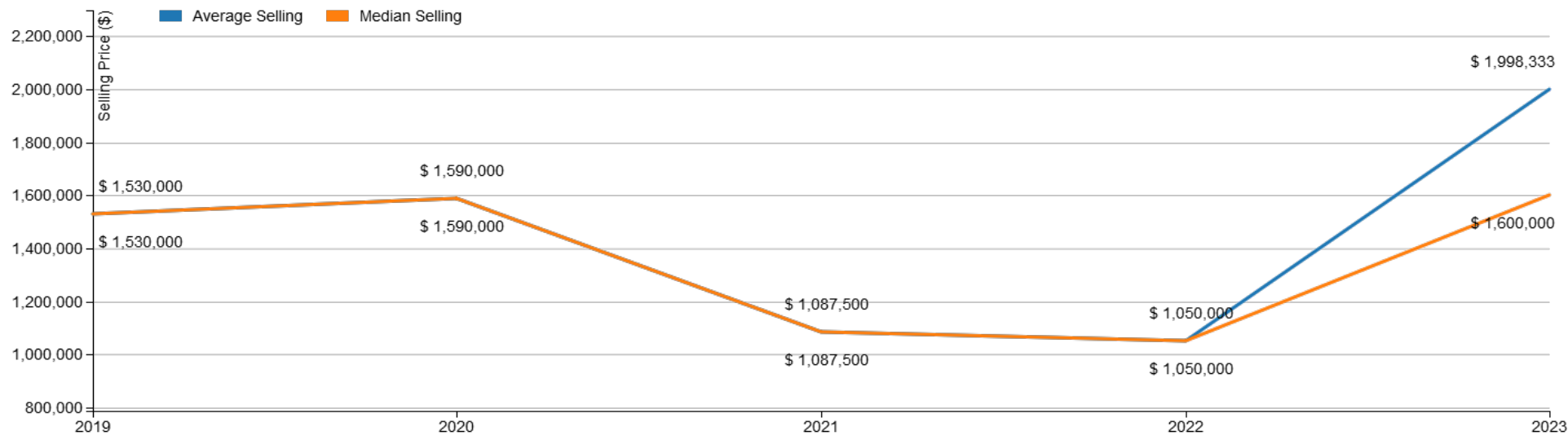
Aquinnah

Summary: Single/Multi-Family Sales

3rd Quarter 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	2	-	\$1,530,000	-	\$1,530,000	-	103%	-	\$3,060,000	-	802
2020	2	0%	\$1,590,000	4%	\$1,590,000	4%	97%	-6%	\$3,180,000	4%	508
2021	2	0%	\$1,087,500	-32%	\$1,087,500	-32%	166%	72%	\$2,175,000	-32%	156
2022	1	-50%	\$1,050,000	-3%	\$1,050,000	-3%	143%	-14%	\$1,050,000	-52%	42
2023	3	200%	\$1,998,333	90%	\$1,600,000	52%	136%	-4%	\$5,995,000	471%	144

Average / Median Selling Price



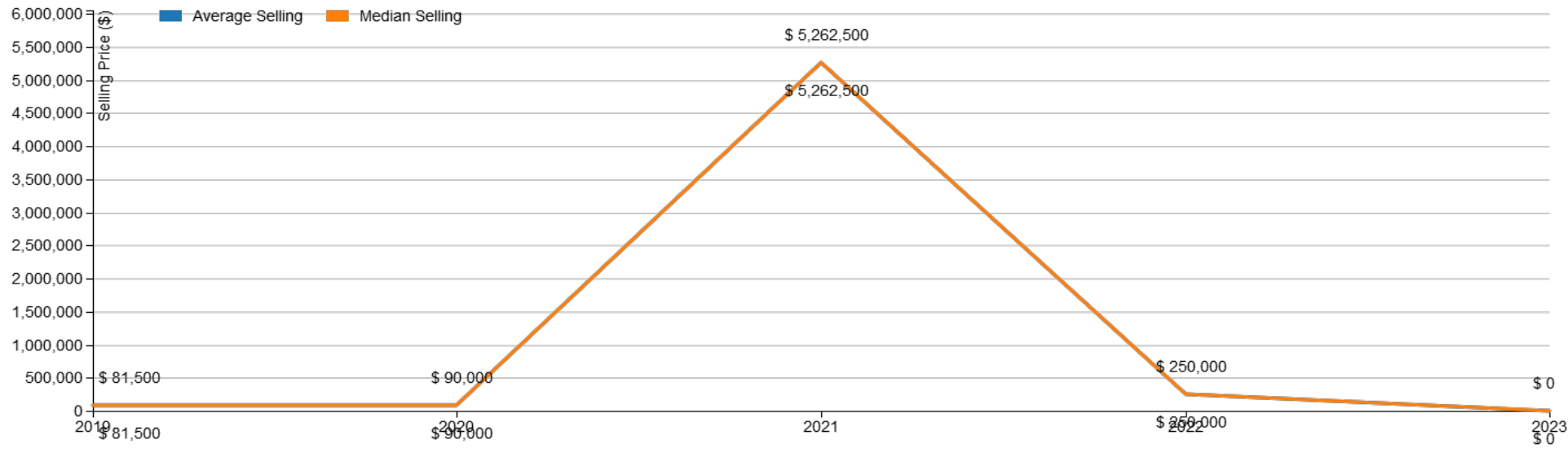




Aquinnah  
 Summary: Land Sales  
 3rd Quarter 2023

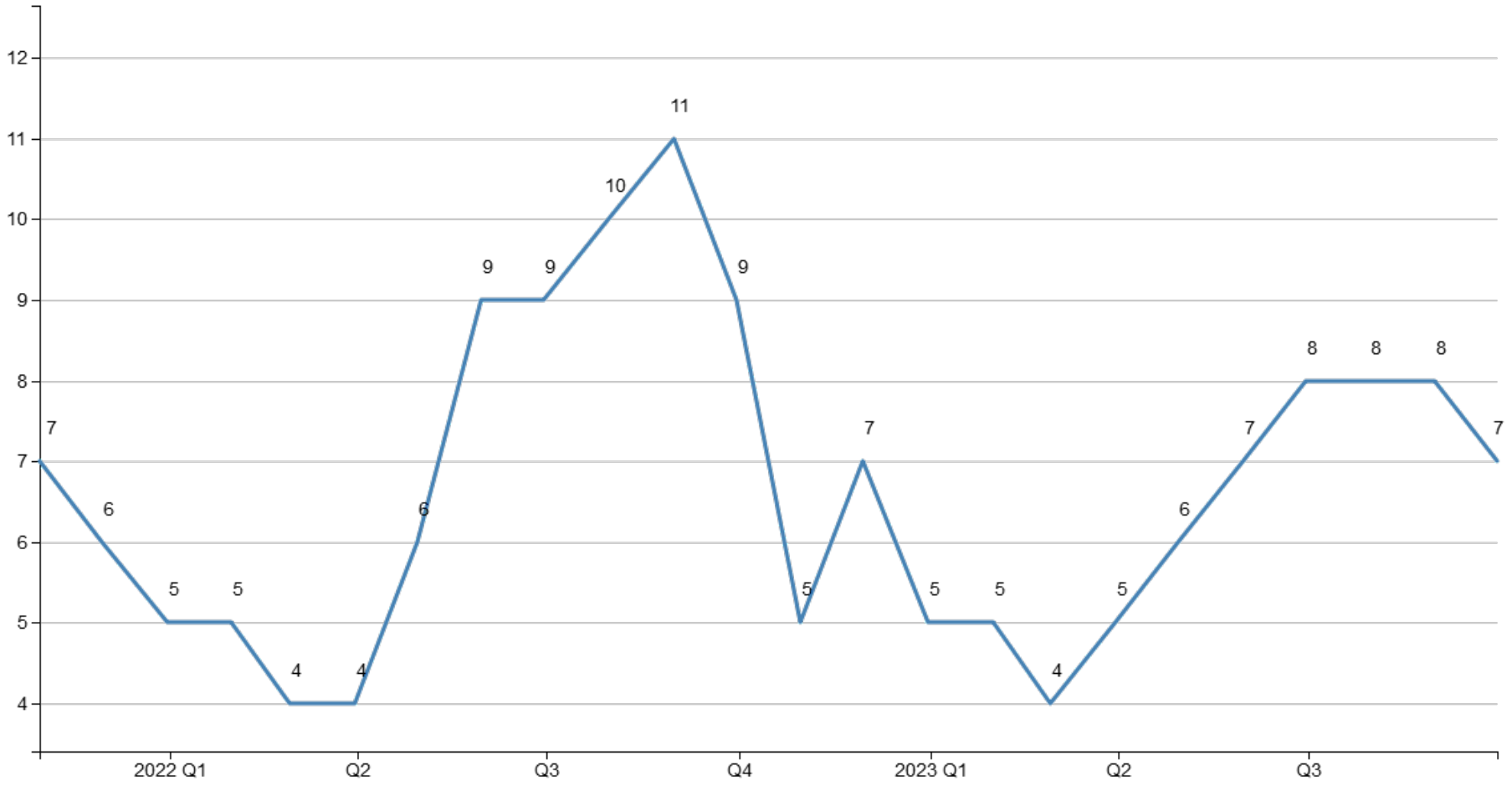
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	1	-	\$81,500	-	\$81,500	-	13%	-	\$81,500	-	122
2020	1	0%	\$90,000	10%	\$90,000	10%	52%	298%	\$90,000	10%	764
2021	2	100%	\$5,262,500	5,747%	\$5,262,500	5,747%	101%	94%	\$10,525,000	11,594%	405
2022	1	-50%	\$250,000	-95%	\$250,000	-95%	13%	-87%	\$250,000	-98%	75
2023	0	-	-	-	-	-	-	-	-	-	

Average / Median Selling Price





Aquinnah  
Inventory  
3rd Quarter 2023



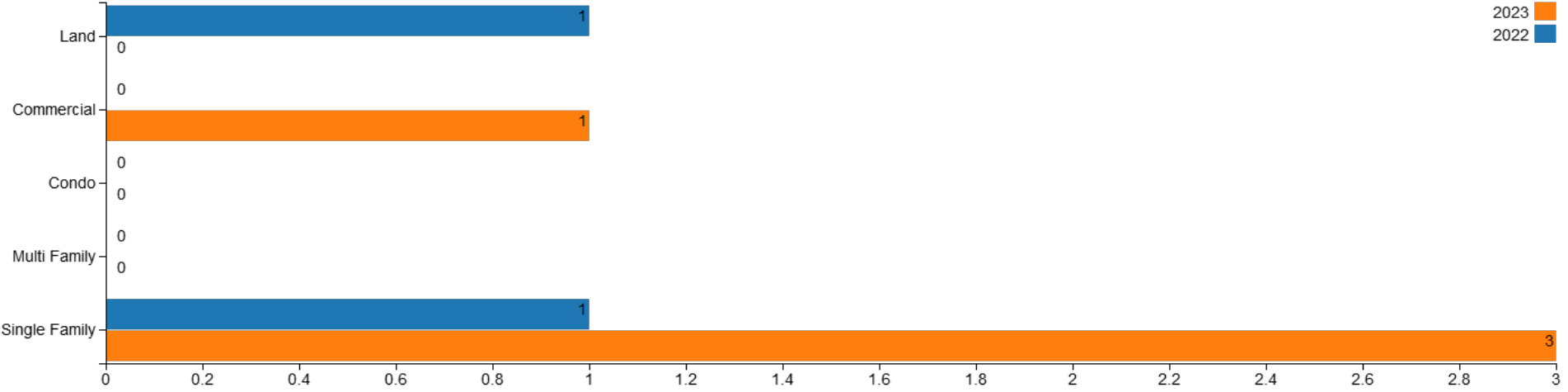


Aquinnah

Quarterly Comparison: Total Number of Sales

3rd Quarter 2023

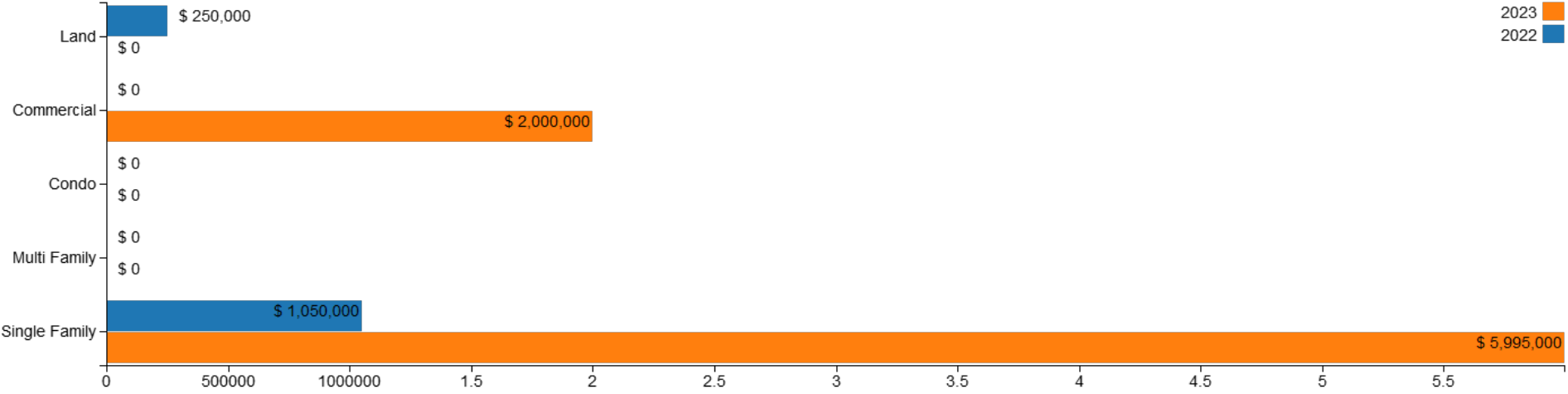
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% +/-	Sales	% +/-	Sales	% +/-	Sales	% +/-	Sales	% +/-
<b>Residential</b>	2	100%	0	-	3	200%	0	-	5	67%
- Single Family	2	100%	0	-	3	200%	0	-	5	67%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	1	-	0	-	1	-
<b>Land</b>	2	-	2	100%	0	-	0	-	4	100%
<b>Total</b>	4	300%	2	0%	4	100%	0	-	10	100%





Aquinnah  
 Quarterly Comparison: Total Dollar Volume  
 3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$9,700,000	1,392%	-	-	\$5,995,000	471%	-	-	\$15,695,000	208%
- Single Family	\$9,700,000	1,392%	-	-	\$5,995,000	471%	-	-	\$15,695,000	208%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	\$2,000,000	-	-	-	\$2,000,000	-
<b>Land</b>	\$1,835,000	-	\$975,000	117%	-	-	-	-	\$2,810,000	301%
<b>Total</b>	\$11,535,000	1,675%	\$975,000	-75%	\$7,995,000	515%	\$0	-	\$20,505,000	254%



LINK

CHILMARK  
**QUARTERLY SALES**  
**SUMMARY**  
THIRD QUARTER 2023



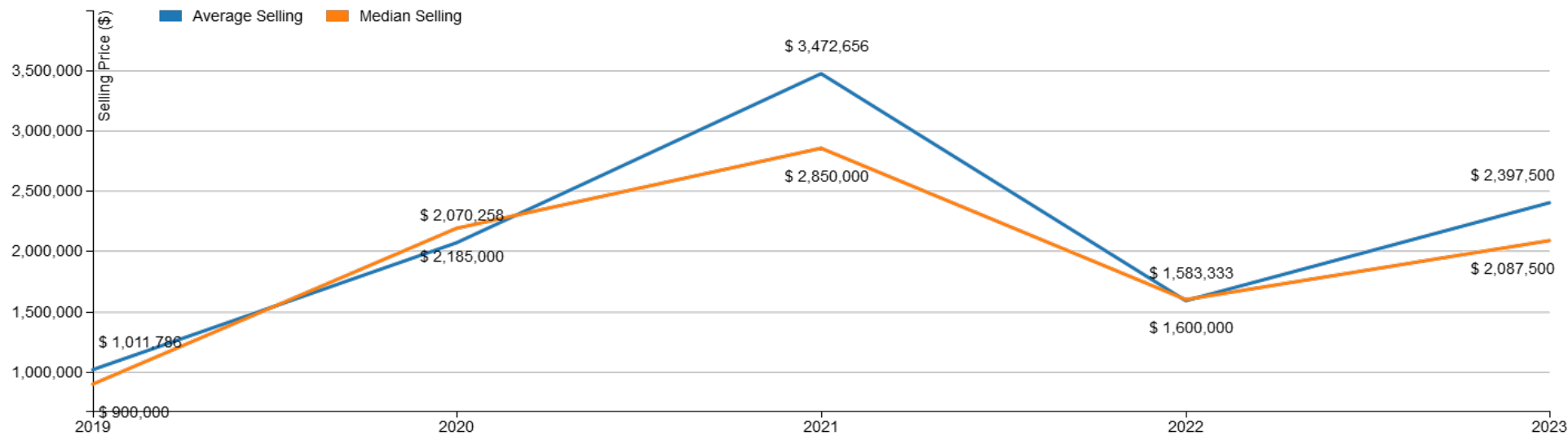
Chilmark

Summary: Single/Multi-Family Sales

3rd Quarter 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	7	-	\$1,011,786	-	\$900,000	-	137%	-	\$7,082,500	-	241
2020	11	57%	\$2,070,258	105%	\$2,185,000	143%	116%	-15%	\$22,772,835	222%	339
2021	12	9%	\$3,472,656	68%	\$2,850,000	30%	149%	28%	\$41,671,875	83%	183
2022	3	-75%	\$1,583,333	-54%	\$1,600,000	-44%	163%	10%	\$4,750,000	-89%	
2023	8	167%	\$2,397,500	51%	\$2,087,500	30%	196%	20%	\$19,180,000	304%	138

Average / Median Selling Price





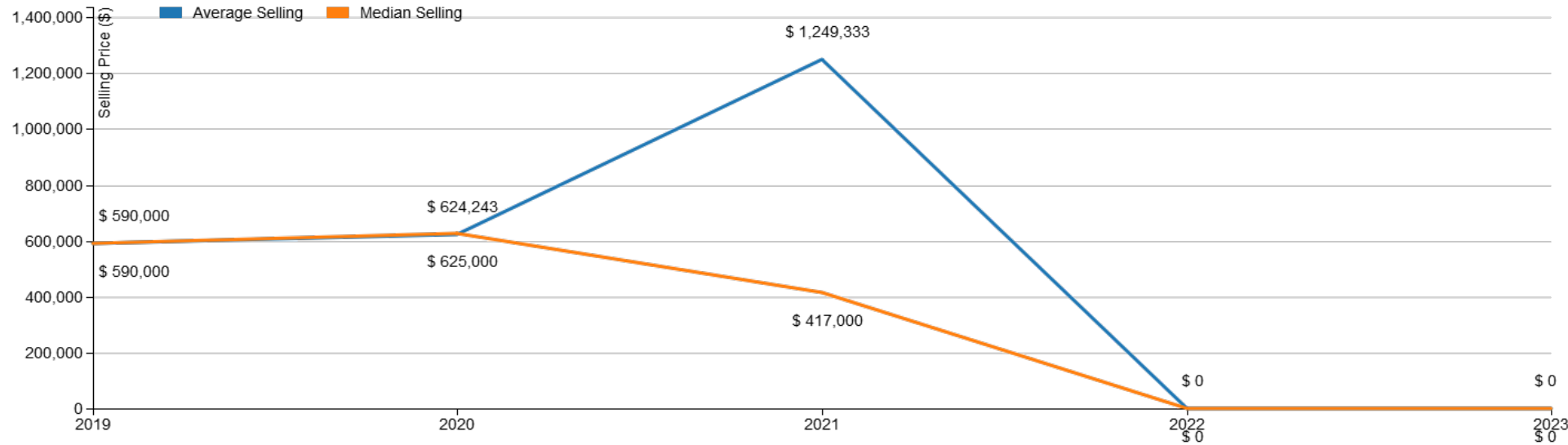
Chilmark

Summary: Land Sales

3rd Quarter 2023

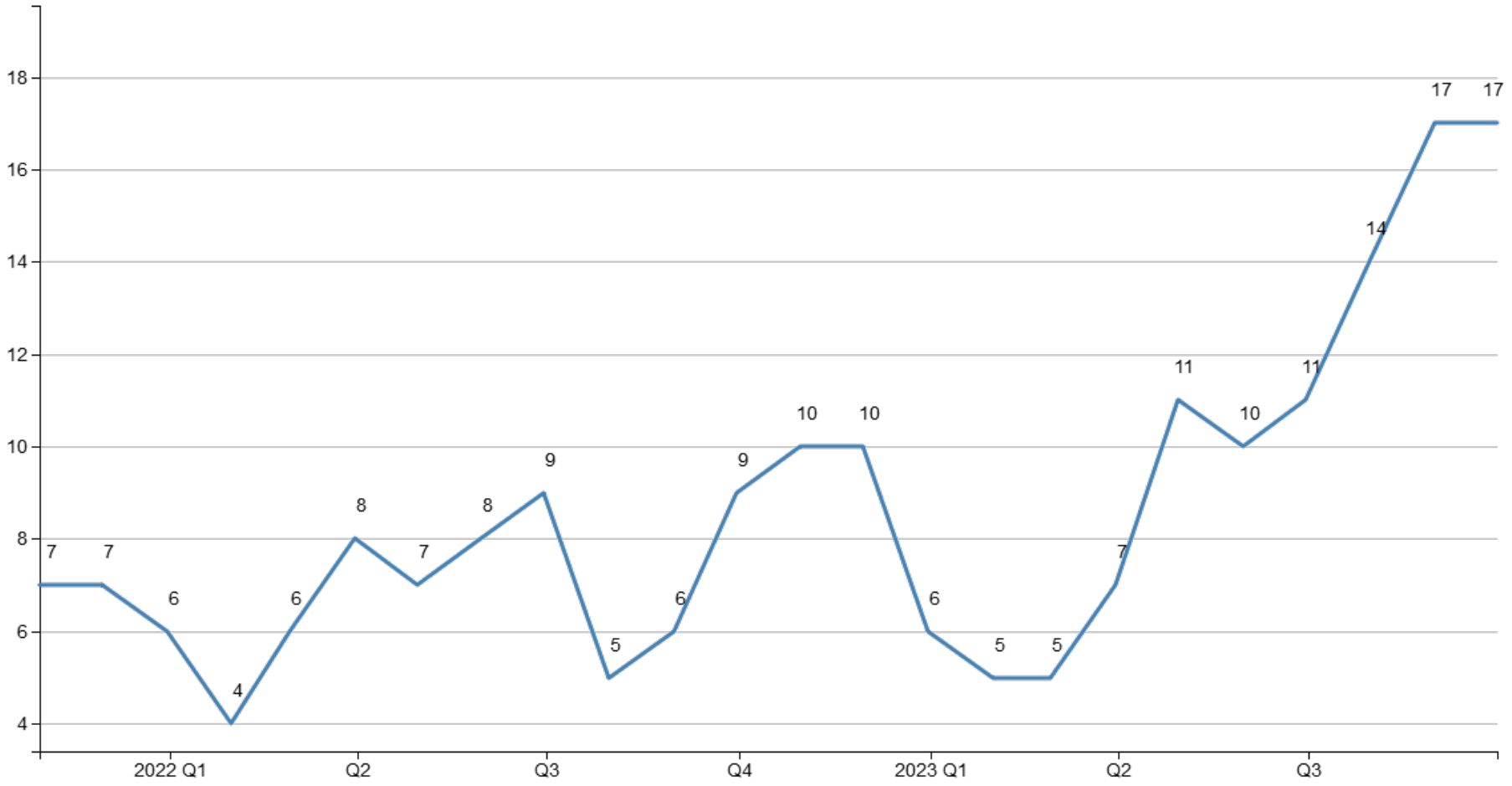
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	2	-	\$590,000	-	\$590,000	-	113%	-	\$1,180,000	-	697
2020	7	250%	\$624,243	6%	\$625,000	6%	97%	-14%	\$4,369,700	270%	539
2021	6	-14%	\$1,249,333	100%	\$417,000	-33%	121%	24%	\$7,496,000	72%	200
2022	0	-	-	-	-	-	-	-	-	-	-
2023	0	-	-	-	-	-	-	-	-	-	-

Average / Median Selling Price





Chilmark  
Inventory  
3rd Quarter 2023





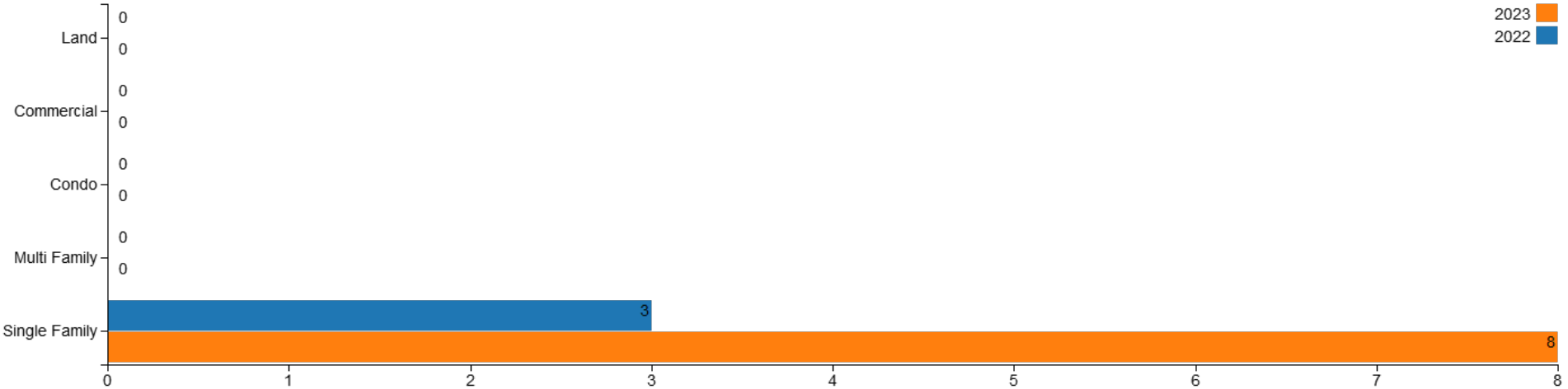


Chilmark

Quarterly Comparison: Total Number of Sales

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	3	-40%	2	-50%	8	167%	0	-	13	8%
- Single Family	3	-25%	2	-50%	8	167%	0	-	13	18%
- 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	-	0	-	0	-	1	-
<b>Total</b>	3	-40%	3	-40%	8	167%	0	-	14	8%



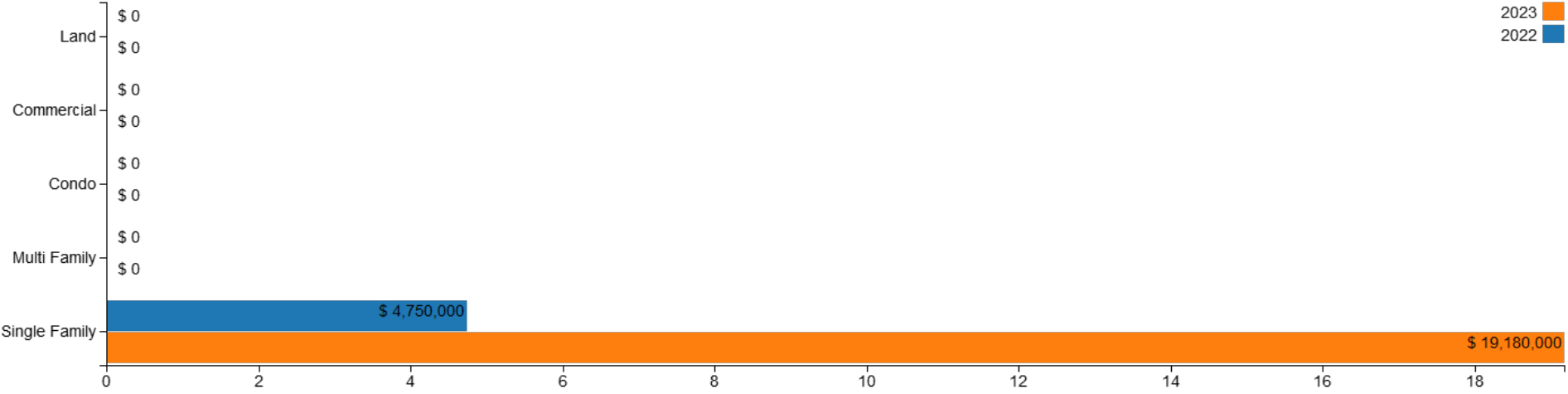


Chilmark

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$7,125,000	-62%	\$2,450,000	-86%	\$19,180,000	304%	-	-	\$28,755,000	-30%
- Single Family	\$7,125,000	-58%	\$2,450,000	-86%	\$19,180,000	304%	-	-	\$28,755,000	-27%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	-	-	\$1,300,000	-	-	-	-	-	\$1,300,000	-
<b>Total</b>	\$7,125,000	-62%	\$3,750,000	-82%	\$19,180,000	304%	\$0	-	\$30,055,000	-31%



LINK

EDGARTOWN  
**QUARTERLY SALES**  
**SUMMARY**  
THIRD QUARTER 2023



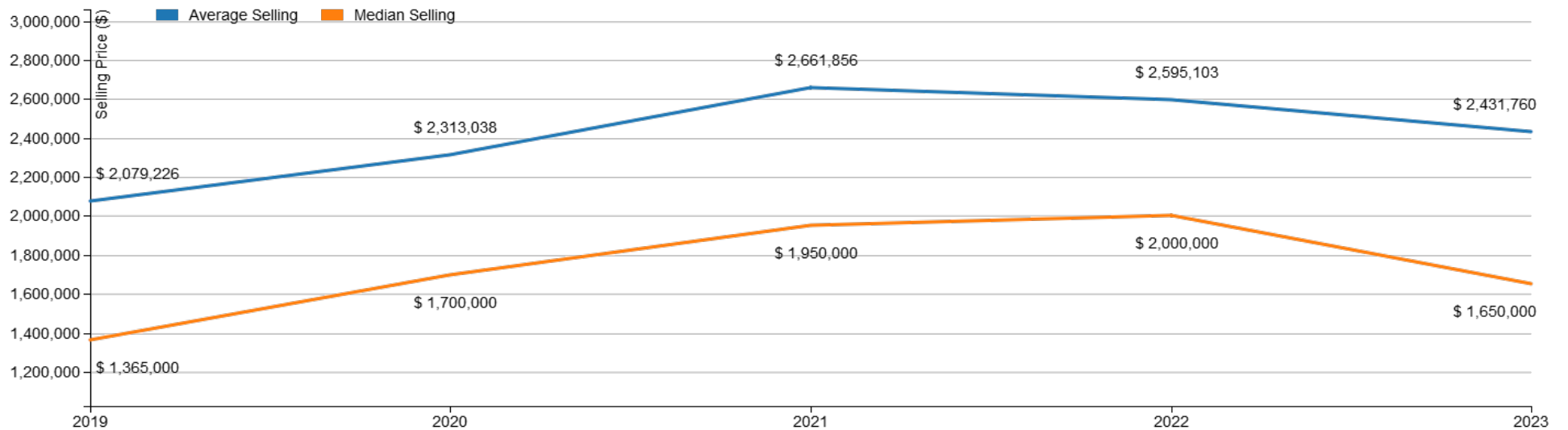
## Edgartown

### Summary: Single/Multi-Family Sales

### 3rd Quarter 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	31	-	\$2,079,226	-	\$1,365,000	-	134%	-	\$64,456,000	-	199
2020	69	123%	\$2,313,038	11%	\$1,700,000	25%	159%	18%	\$159,599,600	148%	145
2021	33	-52%	\$2,661,856	15%	\$1,950,000	15%	157%	-1%	\$87,841,250	-45%	181
2022	29	-12%	\$2,595,103	-3%	\$2,000,000	3%	242%	54%	\$75,258,000	-14%	130
2023	25	-14%	\$2,431,760	-6%	\$1,650,000	-18%	242%	0%	\$60,794,001	-19%	140

### Average / Median Selling Price





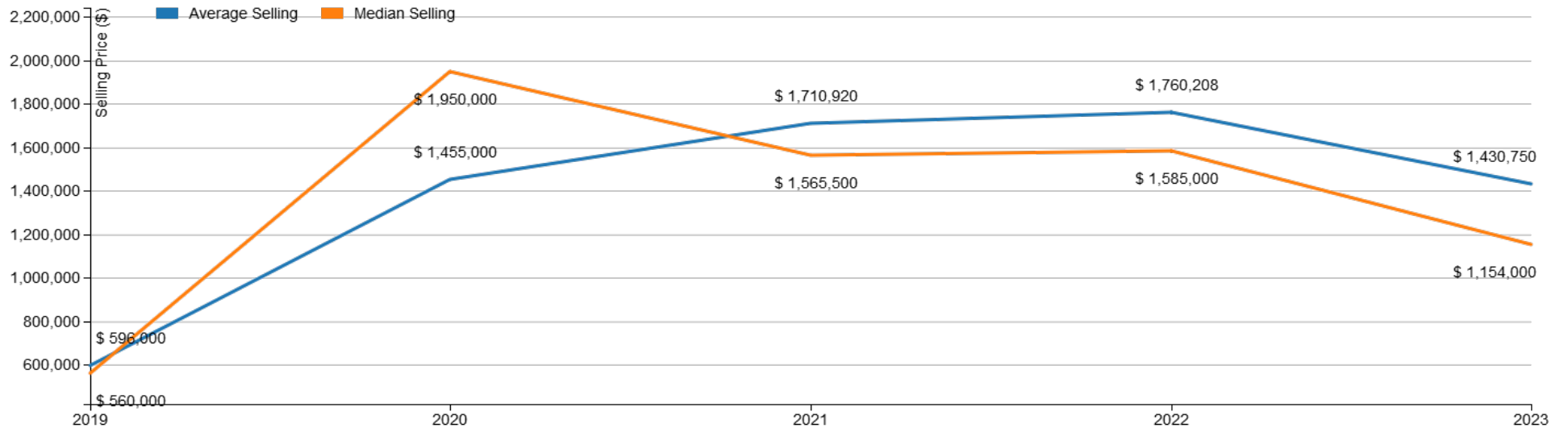
## Edgartown

### Summary: Land Sales

#### 3rd Quarter 2023

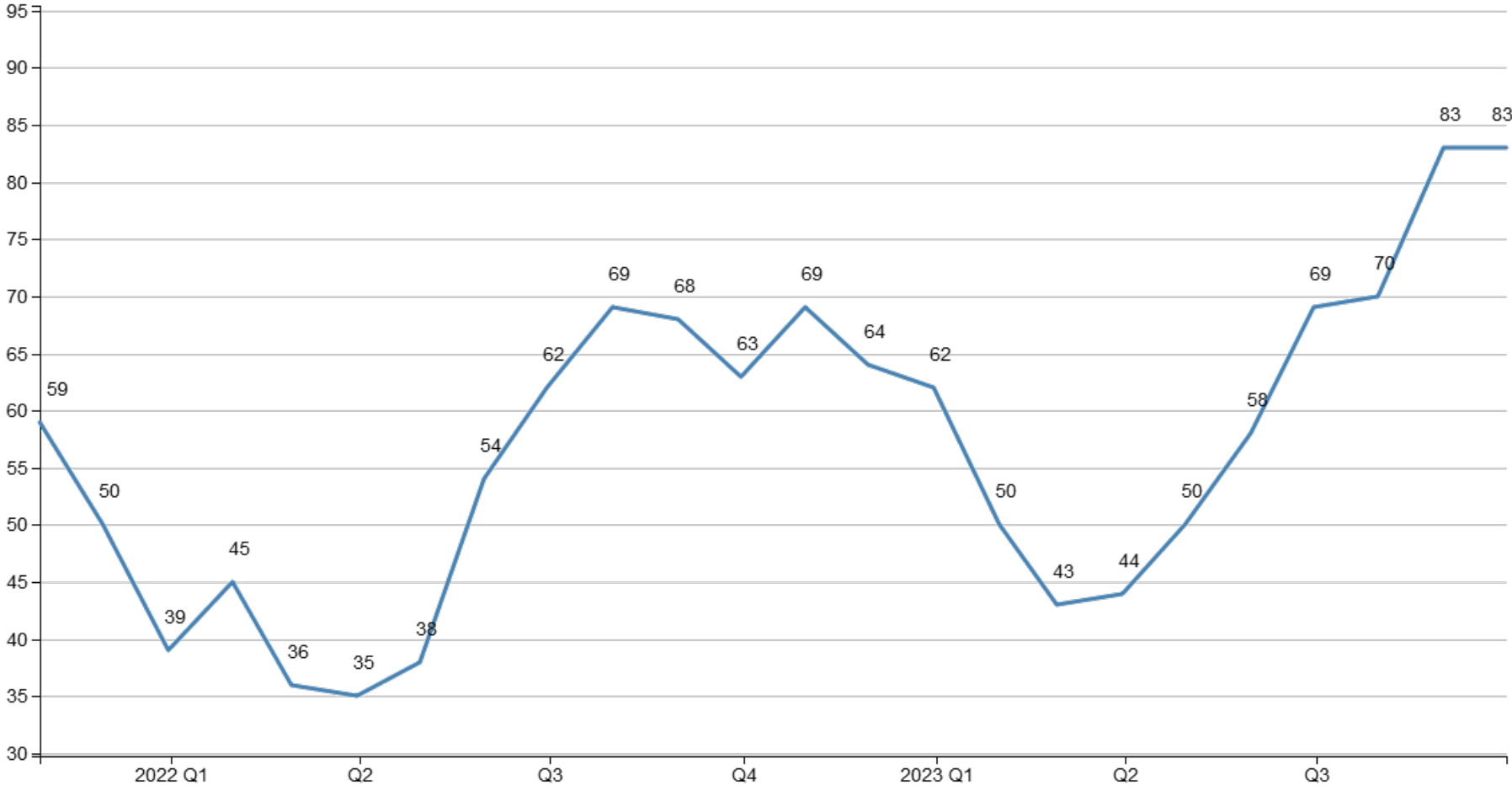
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	8	-	\$596,000	-	\$560,000	-	151%	-	\$4,768,000	-	138
2020	5	-38%	\$1,455,000	144%	\$1,950,000	248%	118%	-22%	\$7,275,000	53%	330
2021	10	100%	\$1,710,920	18%	\$1,565,500	-20%	176%	50%	\$17,109,200	135%	93
2022	9	-10%	\$1,760,208	3%	\$1,585,000	1%	166%	-6%	\$15,841,875	-7%	235
2023	4	-56%	\$1,430,750	-19%	\$1,154,000	-27%	237%	43%	\$5,723,000	-64%	100

#### Average / Median Selling Price





Edgartown  
Inventory  
3rd Quarter 2023



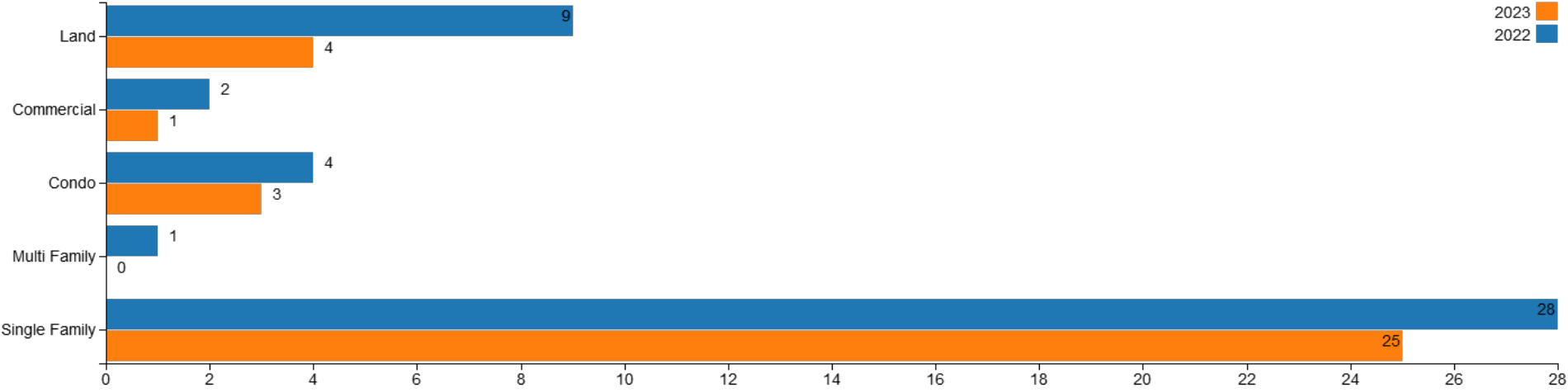


Edgartown

Quarterly Comparison: Total Number of Sales

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	23	-32%	24	-8%	28	-15%	0	-	75	-19%
- Single Family	22	-31%	24	33%	25	-11%	0	-	71	-9%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	1	0%	0	-	3	-25%	0	-	4	-69%
<b>Commercial</b>	3	200%	0	-	1	-50%	0	-	4	-33%
<b>Land</b>	6	-14%	3	-63%	4	-56%	0	-	13	-46%
<b>Total</b>	32	-24%	27	-27%	33	-25%	0	-	92	-25%



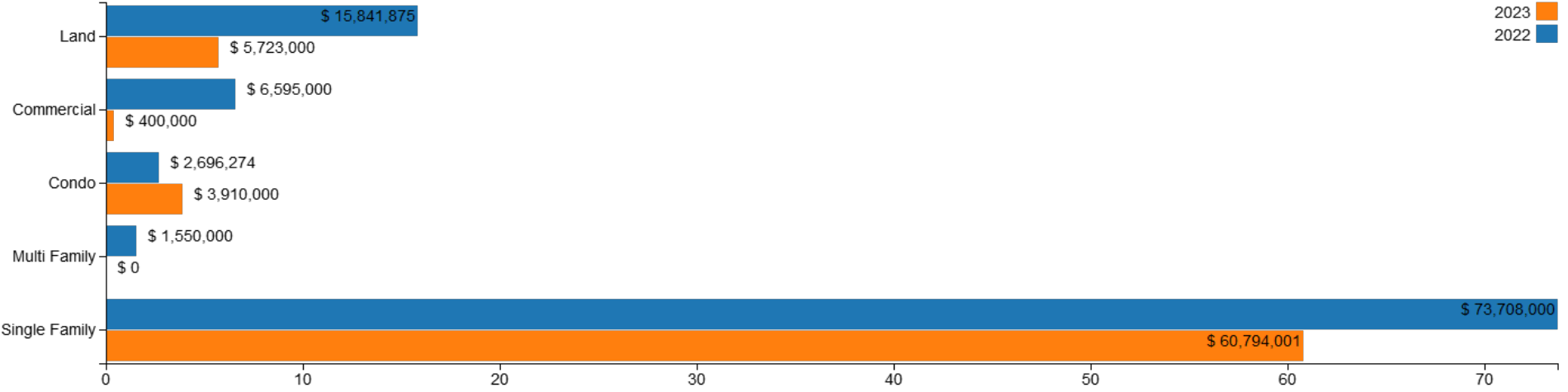


Edgartown

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$80,800,608	-18%	\$71,789,500	36%	\$64,704,001	-17%	-	-	\$217,294,109	-5%
- Single Family	\$78,840,608	-16%	\$71,789,500	51%	\$60,794,001	-18%	-	-	\$211,424,109	-1%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$1,960,000	38%	-	-	\$3,910,000	45%	-	-	\$5,870,000	-37%
<b>Commercial</b>	\$1,954,526	226%	-	-	\$400,000	-94%	-	-	\$2,354,526	-81%
<b>Land</b>	\$10,063,000	-49%	\$6,739,150	-6%	\$5,723,000	-64%	-	-	\$22,525,150	-47%
<b>Total</b>	\$92,818,134	-22%	\$78,528,650	21%	\$70,827,001	-29%	\$0	-	\$242,173,785	-15%





LINK

OAK BLUFFS  
**QUARTERLY SALES**  
**SUMMARY**  
THIRD QUARTER 2023



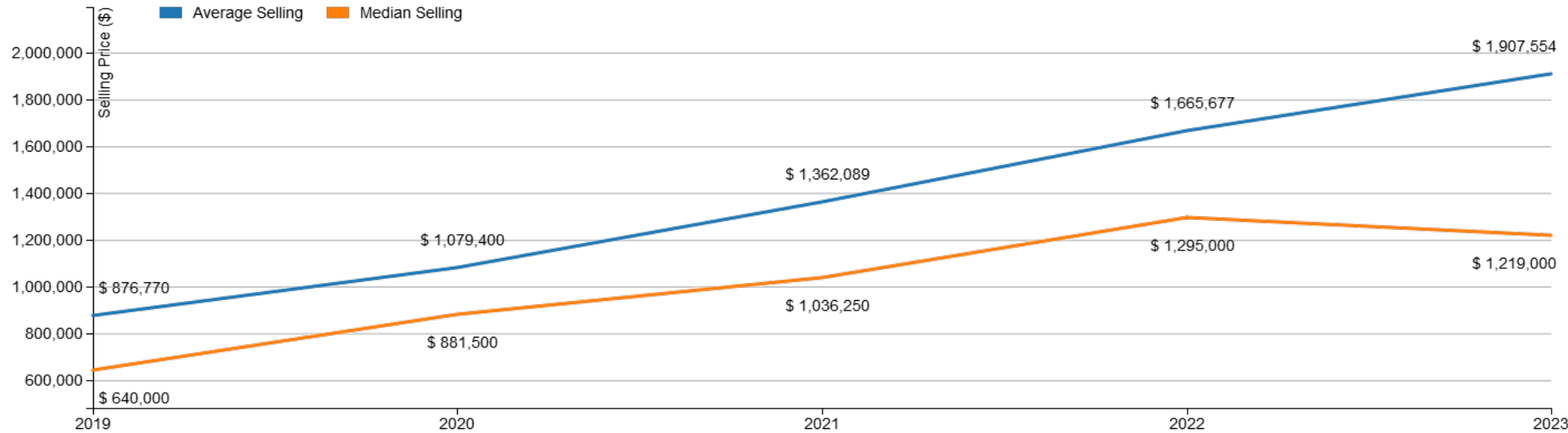
Oak Bluffs

Summary: Single/Multi-Family Sales

3rd Quarter 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	27	-	\$876,770	-	\$640,000	-	142%	-	\$23,672,790	-	223
2020	30	11%	\$1,079,400	23%	\$881,500	38%	174%	23%	\$32,382,000	37%	151
2021	28	-7%	\$1,362,089	26%	\$1,036,250	18%	150%	-14%	\$38,138,500	18%	147
2022	24	-14%	\$1,665,677	22%	\$1,295,000	25%	159%	6%	\$39,976,250	5%	95
2023	24	0%	\$1,907,554	15%	\$1,219,000	-6%	171%	8%	\$45,781,304	15%	175

Average / Median Selling Price

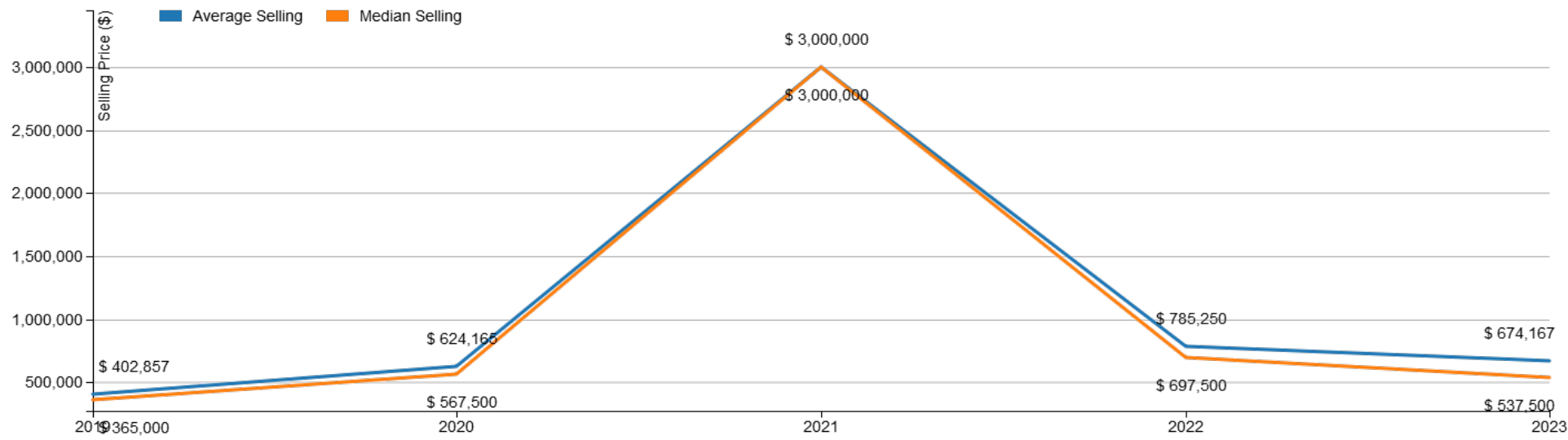




Oak Bluffs  
 Summary: Land Sales  
 3rd Quarter 2023

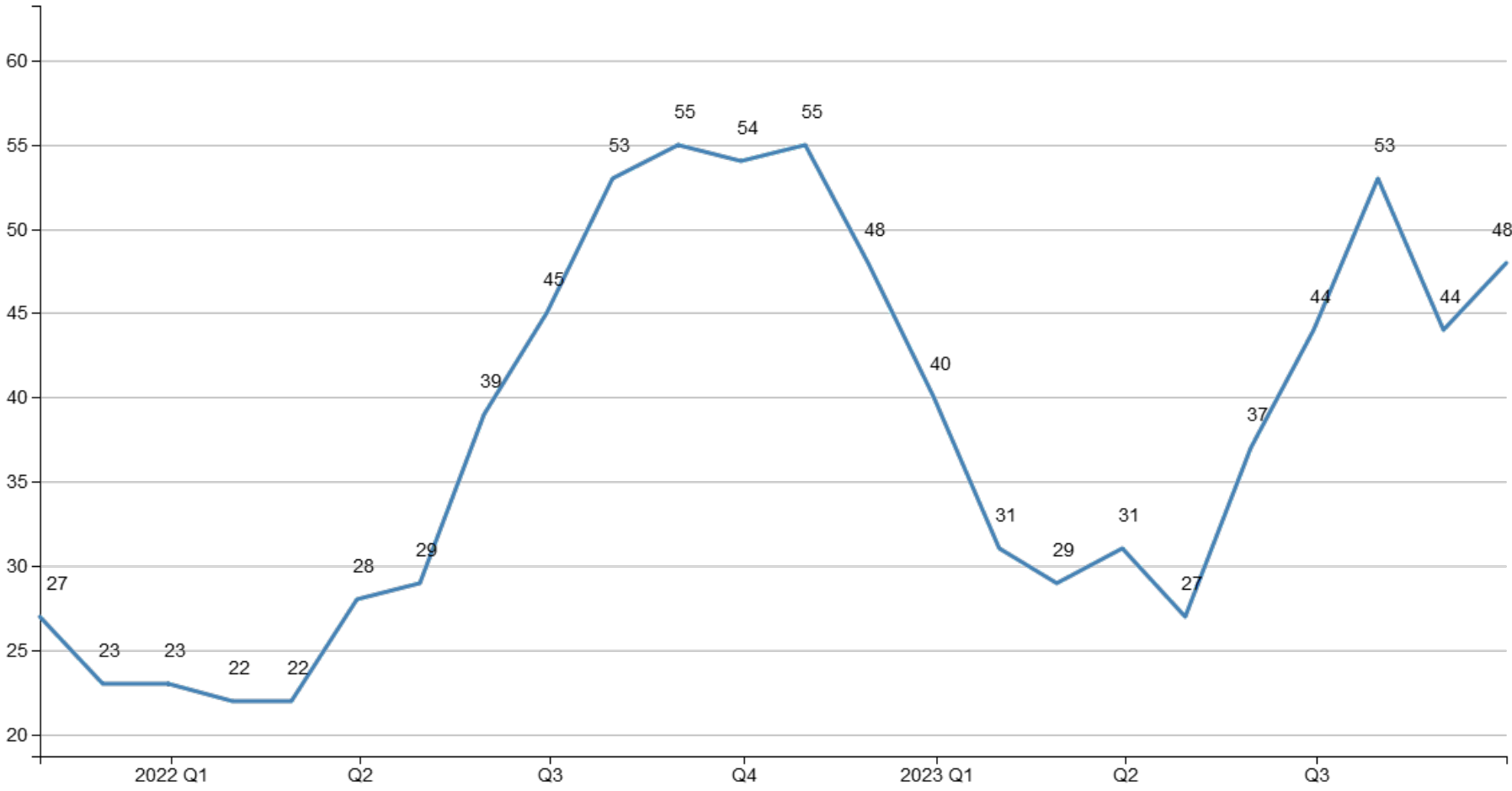
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	7	-	\$402,857	-	\$365,000	-	115%	-	\$2,820,000	-	195
2020	10	43%	\$624,165	55%	\$567,500	55%	111%	-4%	\$6,241,650	121%	204
2021	1	-90%	\$3,000,000	381%	\$3,000,000	429%	-	-	\$3,000,000	-52%	
2022	4	300%	\$785,250	-74%	\$697,500	-77%	156%	-	\$3,141,000	5%	81
2023	6	50%	\$674,167	-14%	\$537,500	-23%	174%	12%	\$4,045,000	29%	75

Average / Median Selling Price





Oak Bluffs  
Inventory  
3rd Quarter 2023



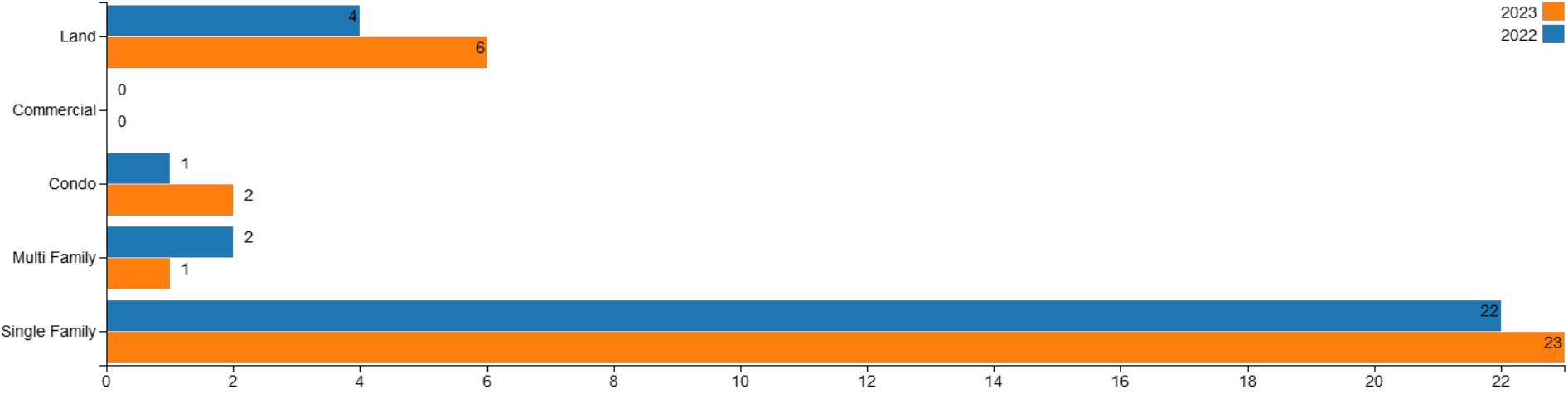


Oak Bluffs

Quarterly Comparison: Total Number of Sales

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	17	-19%	18	-18%	26	4%	0	-	61	-10%
- Single Family	15	-6%	17	-19%	23	5%	0	-	55	-7%
- Multi Family	0	-	0	-	1	-50%	0	-	1	-83%
- Condo	2	100%	1	0%	2	100%	0	-	5	67%
<b>Commercial</b>	0	-	4	300%	0	-	0	-	4	100%
<b>Land</b>	2	-33%	2	-33%	6	50%	0	-	10	0%
<b>Total</b>	19	-24%	24	-8%	32	10%	0	-	75	-6%



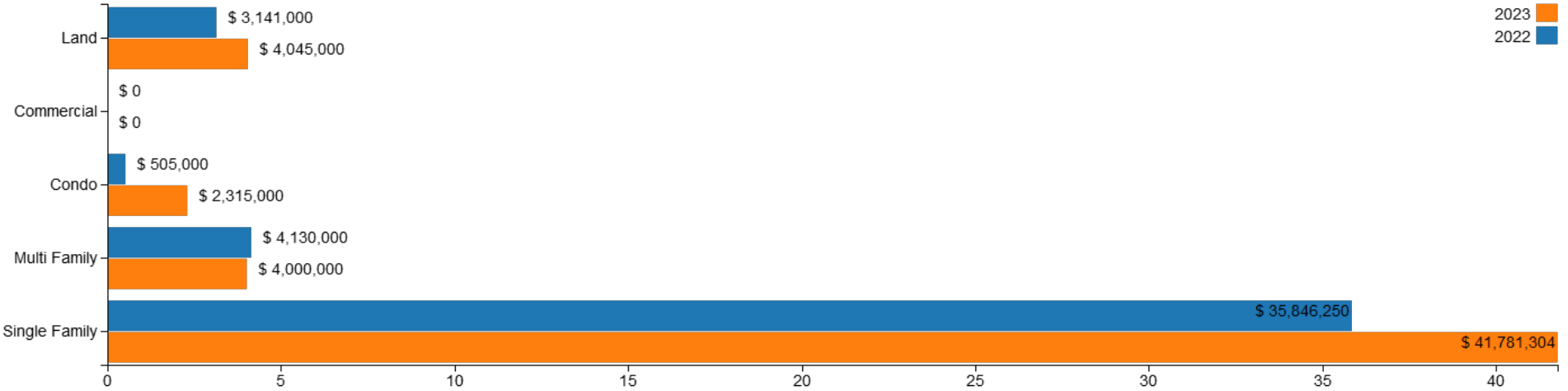


Oak Bluffs

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$20,219,000	-13%	\$24,563,143	4%	\$48,096,304	19%	-	-	\$92,878,447	6%
- Single Family	\$18,950,000	0%	\$23,628,143	4%	\$41,781,304	17%	-	-	\$84,359,447	9%
- Multi Family	-	-	-	-	\$4,000,000	-3%	-	-	\$4,000,000	-48%
- Condo	\$1,269,000	131%	\$935,000	13%	\$2,315,000	358%	-	-	\$4,519,000	140%
<b>Commercial</b>	-	-	\$8,525,000	271%	-	-	-	-	\$8,525,000	119%
<b>Land</b>	\$1,355,000	-10%	\$1,450,000	-6%	\$4,045,000	29%	-	-	\$6,850,000	10%
<b>Total</b>	\$21,574,000	-18%	\$34,538,143	26%	\$52,141,304	20%	\$0	-	\$108,253,447	11%



LINK

VINEYARD HAVEN  
**QUARTERLY SALES**  
**SUMMARY**  
THIRD QUARTER 2023

# LINK

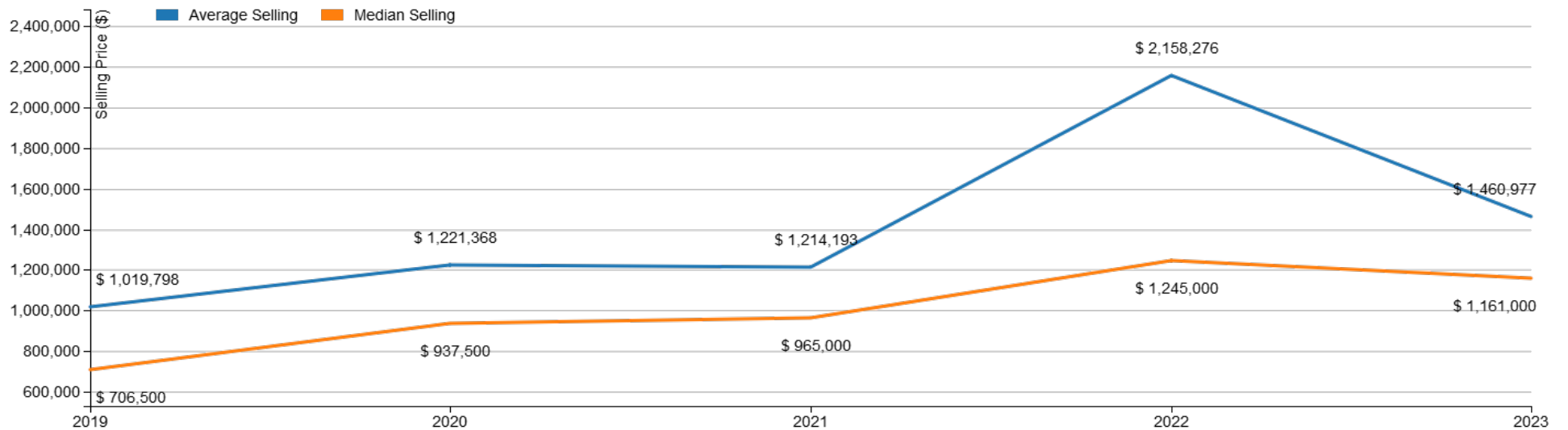
## Vineyard Haven

### Summary: Single/Multi-Family Sales

#### 3rd Quarter 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	22	-	\$1,019,798	-	\$706,500	-	124%	-	\$22,435,550	-	270
2020	36	64%	\$1,221,368	20%	\$937,500	33%	122%	-2%	\$43,969,250	96%	233
2021	21	-42%	\$1,214,193	-1%	\$965,000	3%	178%	46%	\$25,498,050	-42%	122
2022	14	-33%	\$2,158,276	78%	\$1,245,000	29%	153%	-14%	\$30,215,870	19%	124
2023	16	14%	\$1,460,977	-32%	\$1,161,000	-7%	127%	-17%	\$23,375,625	-23%	168

### Average / Median Selling Price



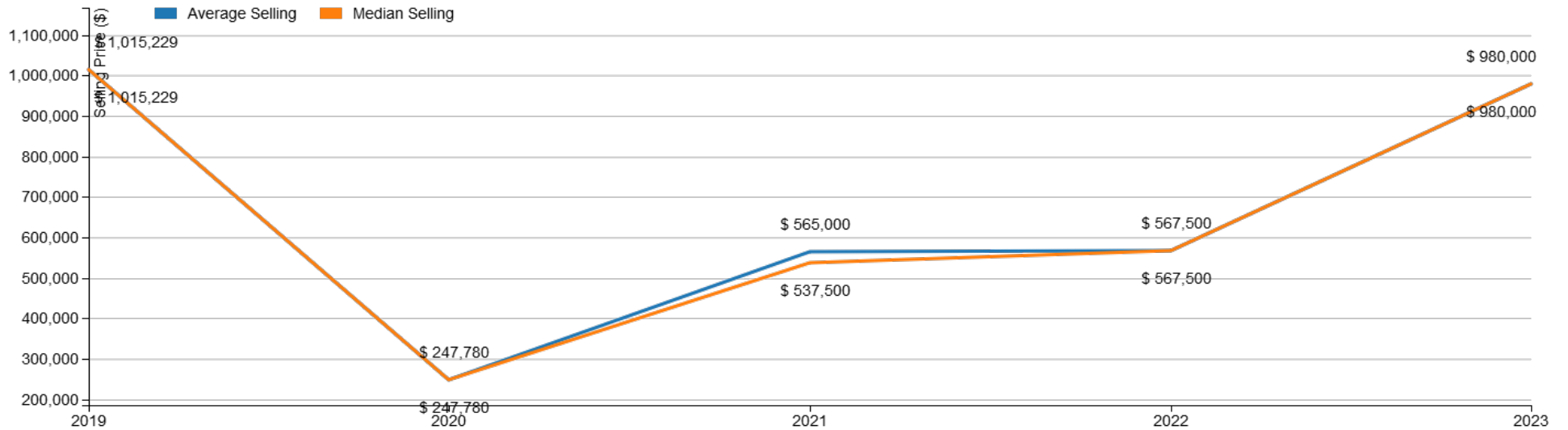


# LINK

## Vineyard Haven Summary: Land Sales 3rd Quarter 2023

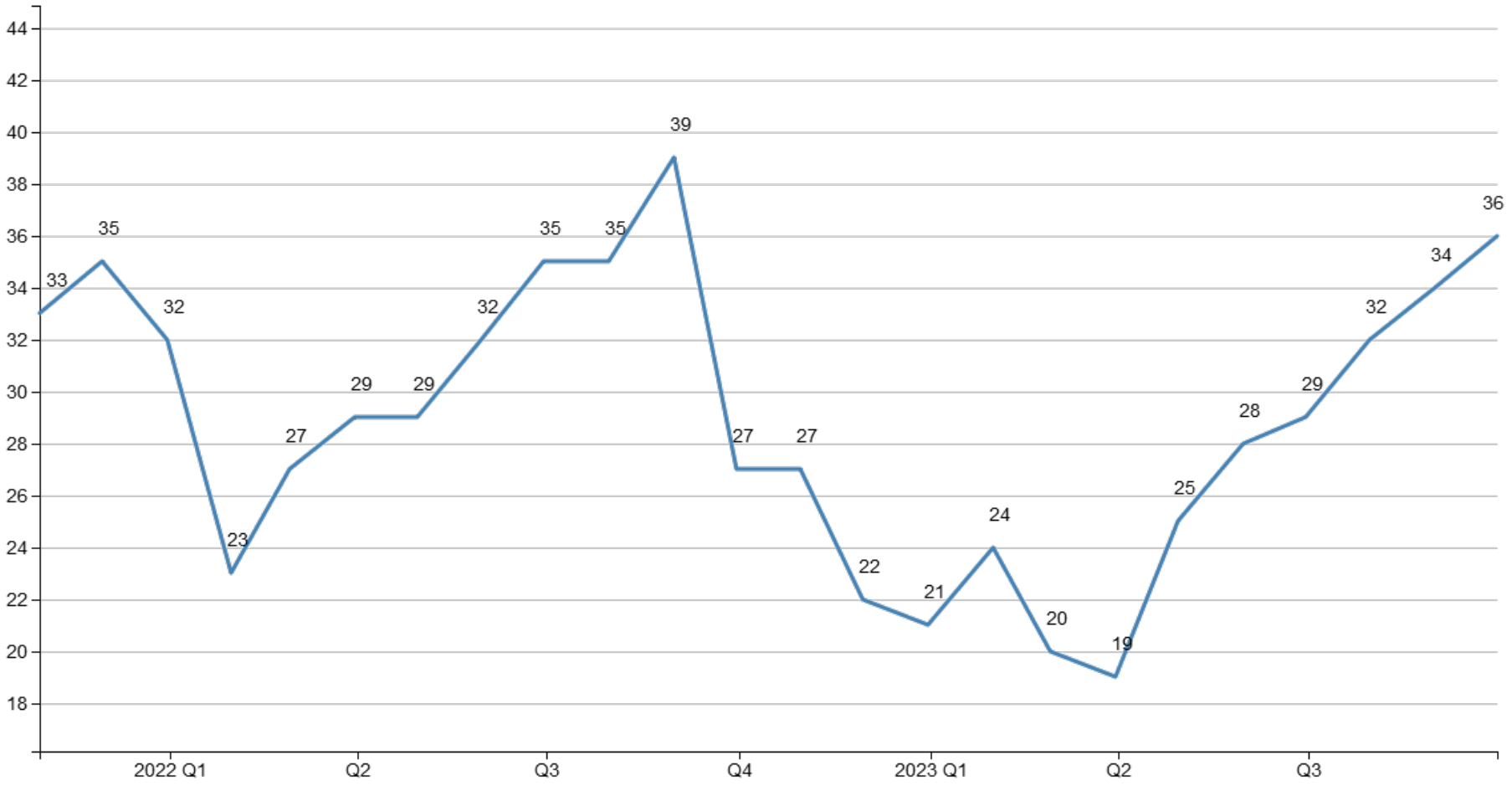
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	1	-	\$1,015,229	-	\$1,015,229	-	122%	-	\$1,015,229	-	424
2020	2	100%	\$247,780	-76%	\$247,780	-76%	102%	-17%	\$495,560	-51%	
2021	6	200%	\$565,000	128%	\$537,500	117%	173%	70%	\$3,390,000	584%	47
2022	2	-67%	\$567,500	0%	\$567,500	6%	219%	26%	\$1,135,000	-67%	
2023	2	0%	\$980,000	73%	\$980,000	73%	152%	-31%	\$1,960,000	73%	55

### Average / Median Selling Price





Vineyard Haven  
Inventory  
3rd Quarter 2023



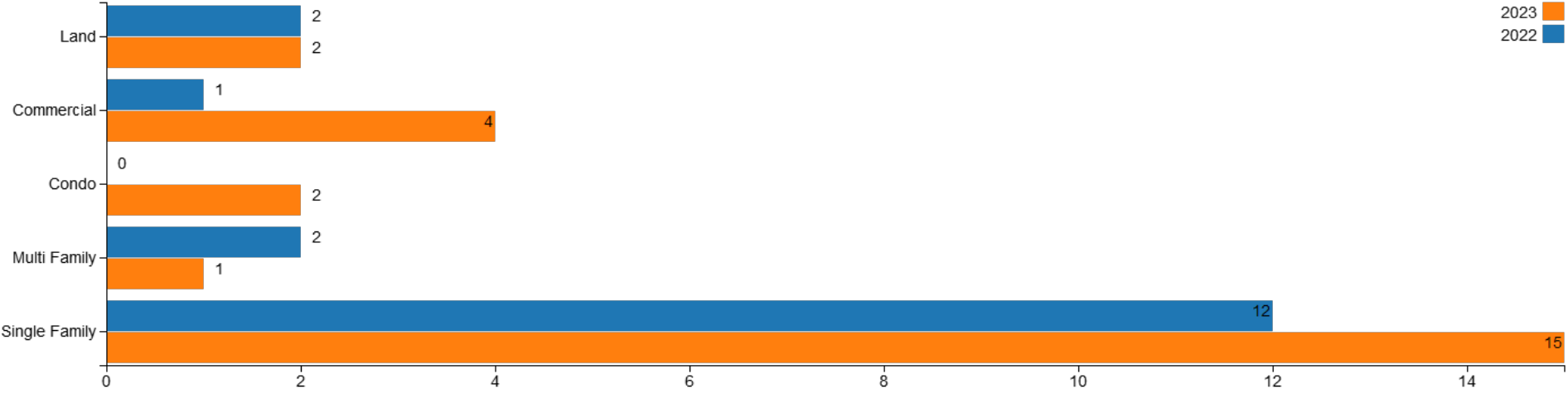


Vineyard Haven

Quarterly Comparison: Total Number of Sales

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	16	0%	17	-35%	18	29%	0	-	51	-9%
- Single Family	15	-6%	13	-41%	15	25%	0	-	43	-14%
- Multi Family	1	-	1	-50%	1	-50%	0	-	3	-25%
- Condo	0	-	3	50%	2	-	0	-	5	150%
<b>Commercial</b>	4	-20%	3	200%	4	300%	0	-	11	57%
<b>Land</b>	5	25%	5	67%	2	0%	0	-	12	33%
<b>Total</b>	25	0%	25	-17%	24	41%	0	-	74	3%



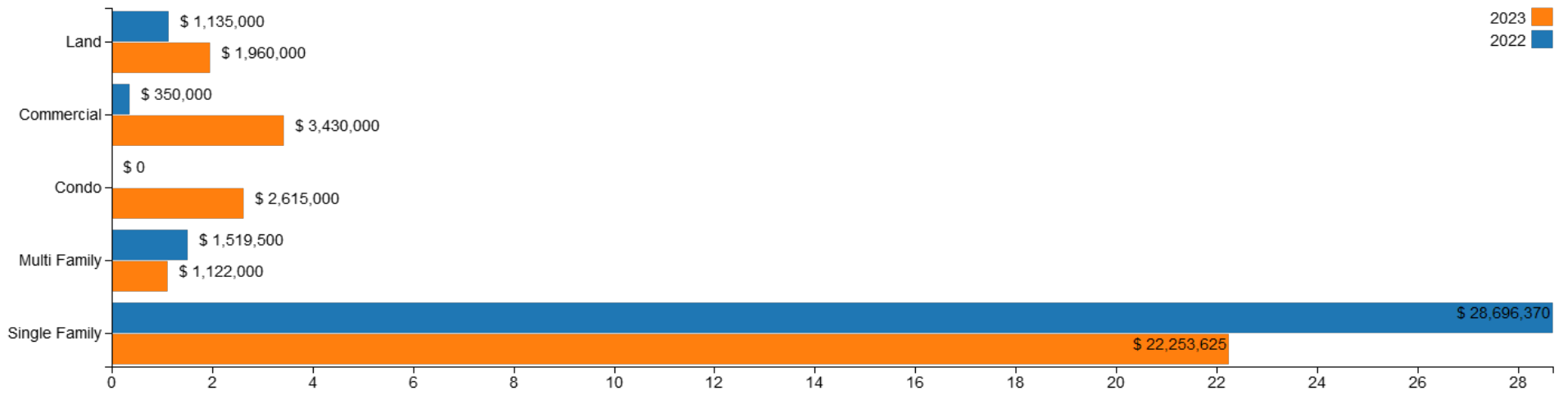


## Vineyard Haven

### Quarterly Comparison: Total Dollar Volume

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$18,760,439	-16%	\$23,509,000	-39%	\$25,990,625	-14%	-	-	\$68,260,064	-25%
- Single Family	\$17,235,439	-23%	\$19,769,000	-42%	\$22,253,625	-22%	-	-	\$59,258,064	-30%
- Multi Family	\$1,525,000	-	\$915,000	-73%	\$1,122,000	-26%	-	-	\$3,562,000	-27%
- Condo	-	-	\$2,825,000	193%	\$2,615,000	-	-	-	\$5,440,000	465%
<b>Commercial</b>	\$9,496,391	35%	\$2,645,000	561%	\$3,430,000	880%	-	-	\$15,571,391	100%
<b>Land</b>	\$4,347,500	-16%	\$2,865,000	22%	\$1,960,000	73%	-	-	\$9,172,500	6%
<b>Total</b>	\$32,604,330	-6%	\$29,019,000	-30%	\$31,380,625	-1%	\$0	-	\$93,003,955	-13%



LINK

WEST TISBURY  
**QUARTERLY SALES**  
**SUMMARY**  
THIRD QUARTER 2023



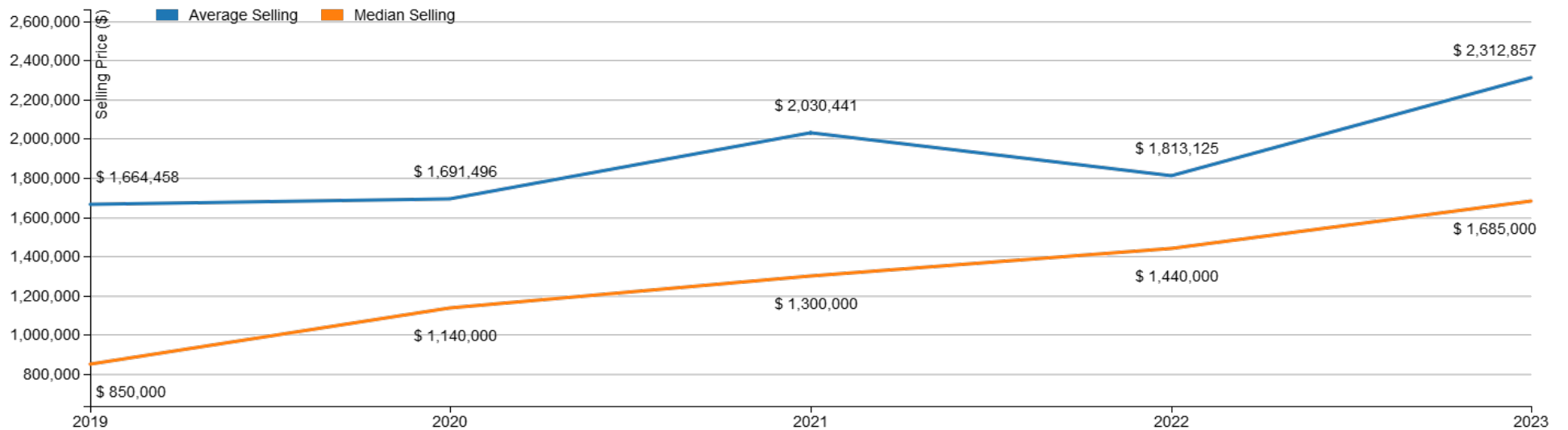
## West Tisbury

### Summary: Single/Multi-Family Sales

#### 3rd Quarter 2023

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	12	-	\$1,664,458	-	\$850,000	-	111%	-	\$19,973,500	-	308
2020	28	133%	\$1,691,496	2%	\$1,140,000	34%	115%	4%	\$47,361,900	137%	239
2021	17	-39%	\$2,030,441	20%	\$1,300,000	14%	155%	35%	\$34,517,500	-27%	137
2022	8	-53%	\$1,813,125	-11%	\$1,440,000	11%	187%	20%	\$14,505,000	-58%	79
2023	7	-13%	\$2,312,857	28%	\$1,685,000	17%	156%	-16%	\$16,190,000	12%	207

### Average / Median Selling Price

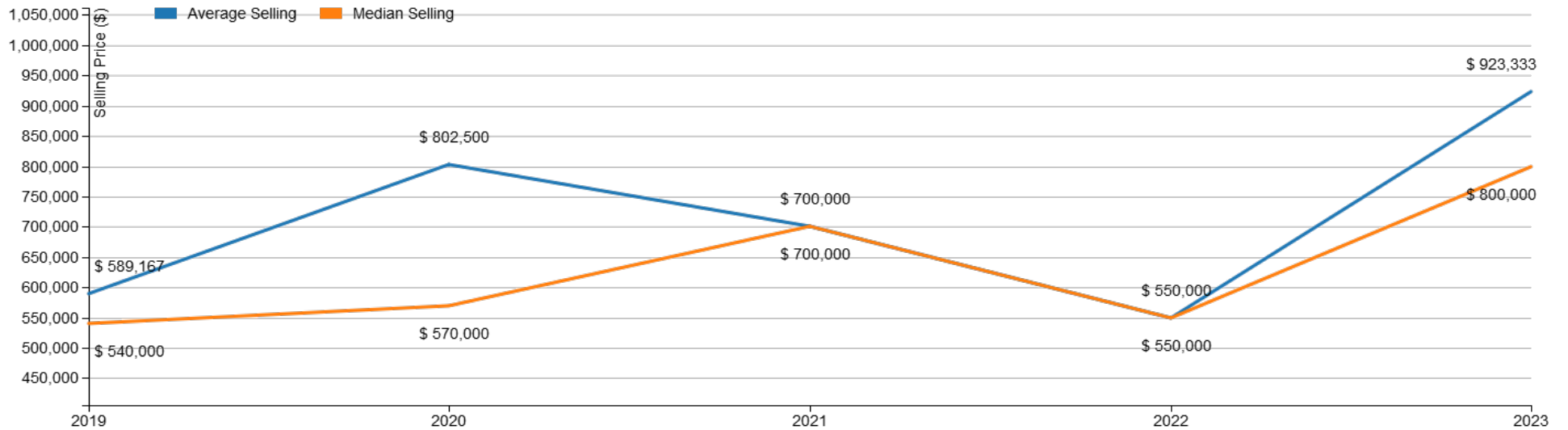


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## West Tisbury Summary: Land Sales 3rd Quarter 2023

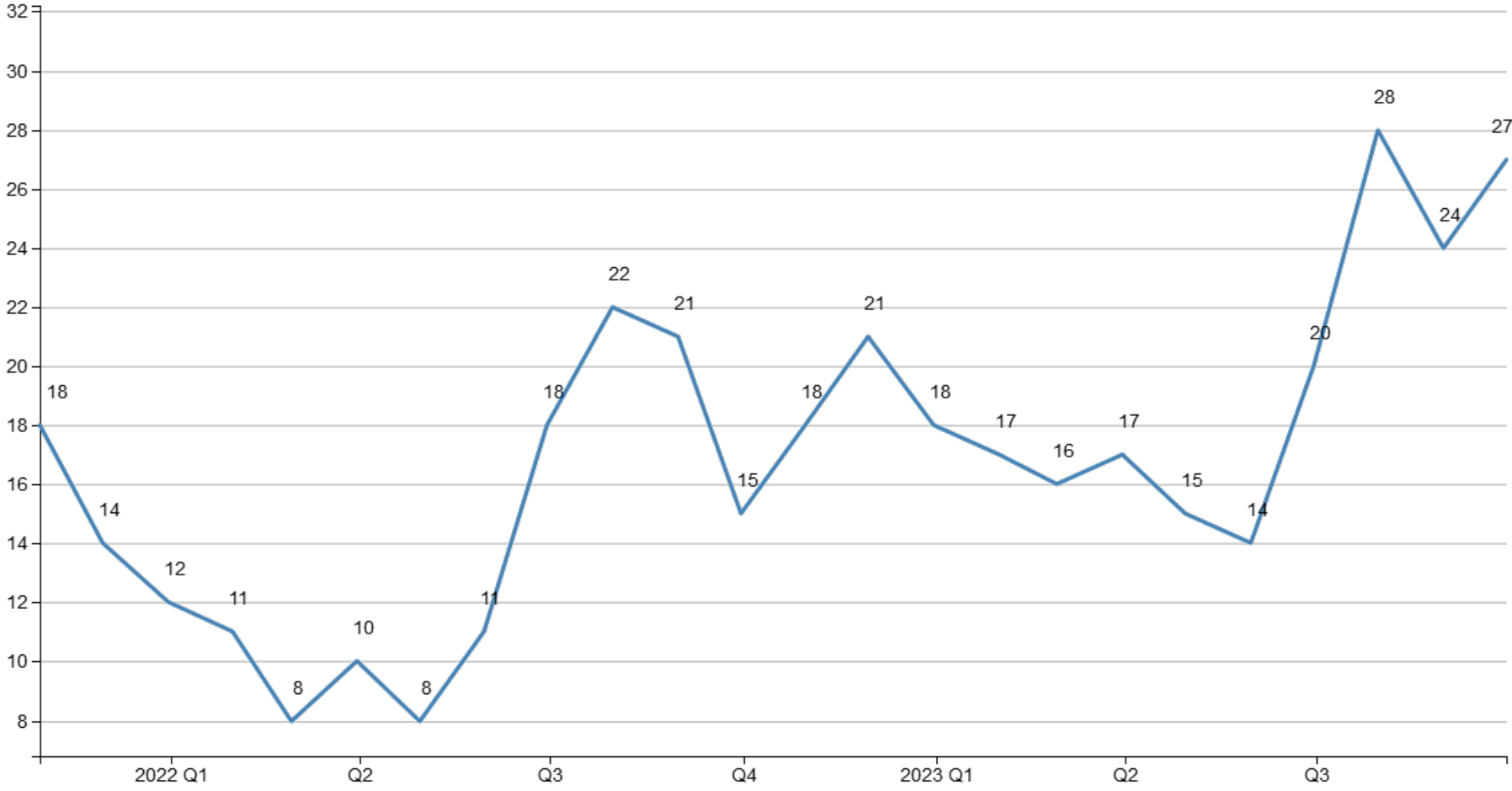
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2019	3	-	\$589,167	-	\$540,000	-	125%	-	\$1,767,500	-	117
2020	3	0%	\$802,500	36%	\$570,000	6%	100%	-20%	\$2,407,500	36%	206
2021	1	-67%	\$700,000	-13%	\$700,000	23%	241%	140%	\$700,000	-71%	93
2022	1	0%	\$550,000	-21%	\$550,000	-21%	2,895%	1,103%	\$550,000	-21%	419
2023	3	200%	\$923,333	68%	\$800,000	45%	118%	-96%	\$2,770,000	404%	209

### Average / Median Selling Price





West Tisbury  
Inventory  
3rd Quarter 2023





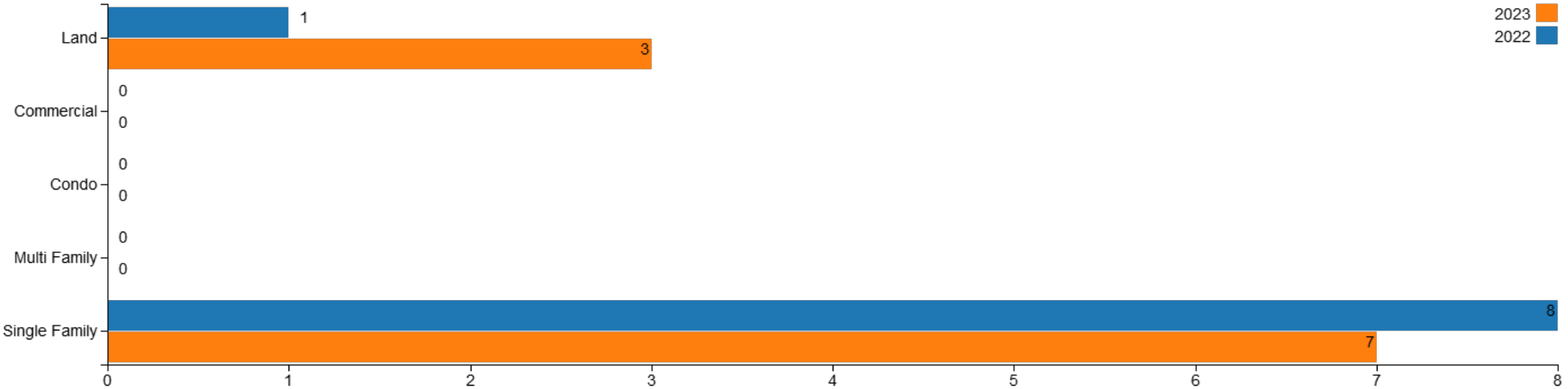


West Tisbury

Quarterly Comparison: Total Number of Sales

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	10	67%	10	-23%	7	-13%	0	-	27	0%
- Single Family	10	67%	9	-31%	7	-13%	0	-	26	-4%
- Multi Family	0	-	1	-	0	-	0	-	1	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	1	0%	0	-	0	-	0	-	1	0%
<b>Land</b>	2	-50%	1	-67%	3	200%	0	-	6	-25%
<b>Total</b>	13	18%	11	-31%	10	11%	0	-	34	-6%





West Tisbury

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2023

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$23,670,000	126%	\$23,000,000	-46%	\$16,190,000	12%	-	-	\$62,860,000	-7%
- Single Family	\$23,670,000	126%	\$16,100,000	-62%	\$16,190,000	12%	-	-	\$55,960,000	-17%
- Multi Family	-	-	\$6,900,000	-	-	-	-	-	\$6,900,000	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	\$6,600,000	2%	-	-	-	-	-	-	\$6,600,000	2%
<b>Land</b>	\$2,400,000	-52%	\$4,700,000	13%	\$2,770,000	404%	-	-	\$9,870,000	2%
<b>Total</b>	\$32,670,000	49%	\$27,700,000	-40%	\$18,960,000	26%	\$0	-	\$79,330,000	-5%

