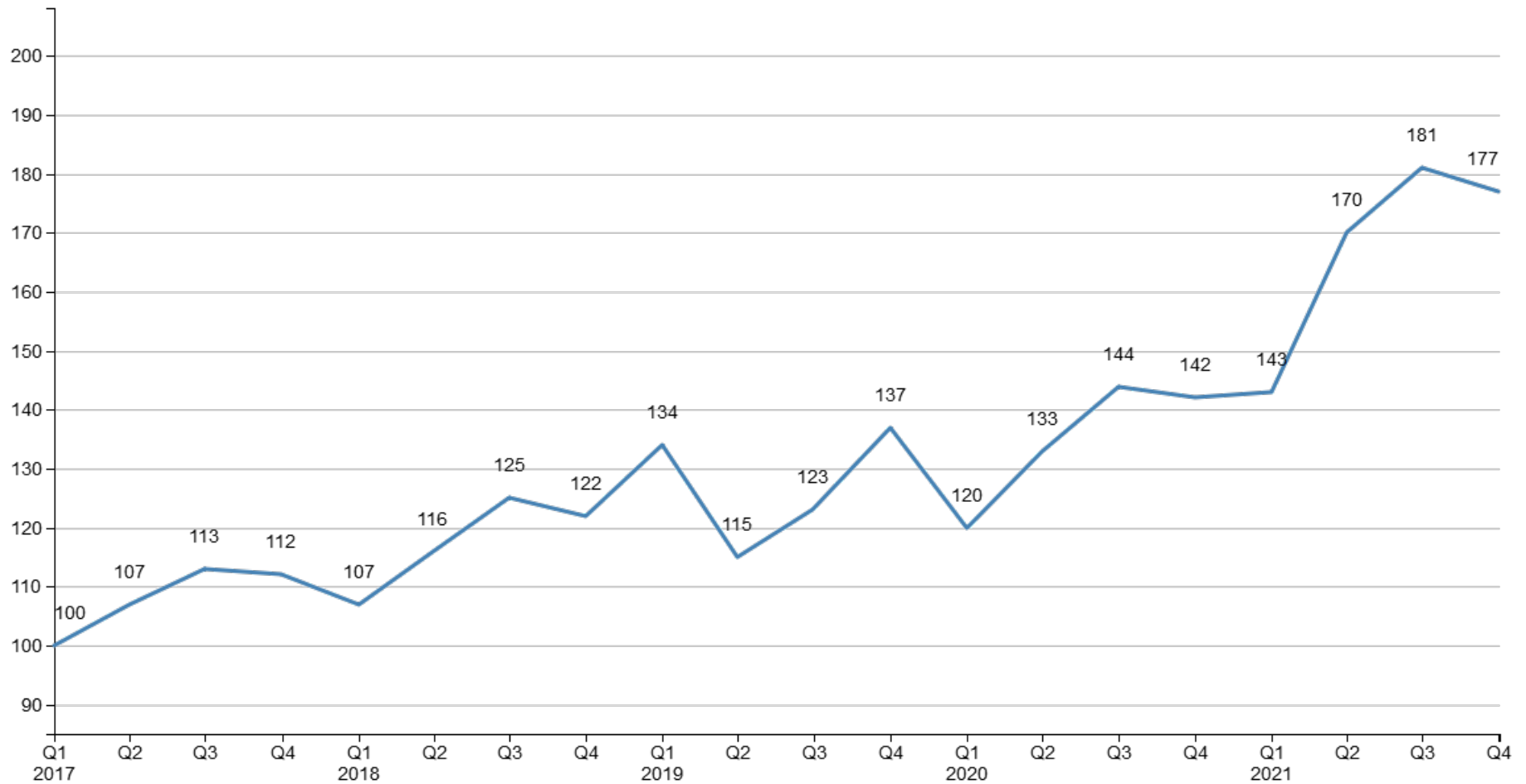


LINK

MARTHA'S VINEYARD  
**ANNUAL SALES  
SUMMARY**  
2021

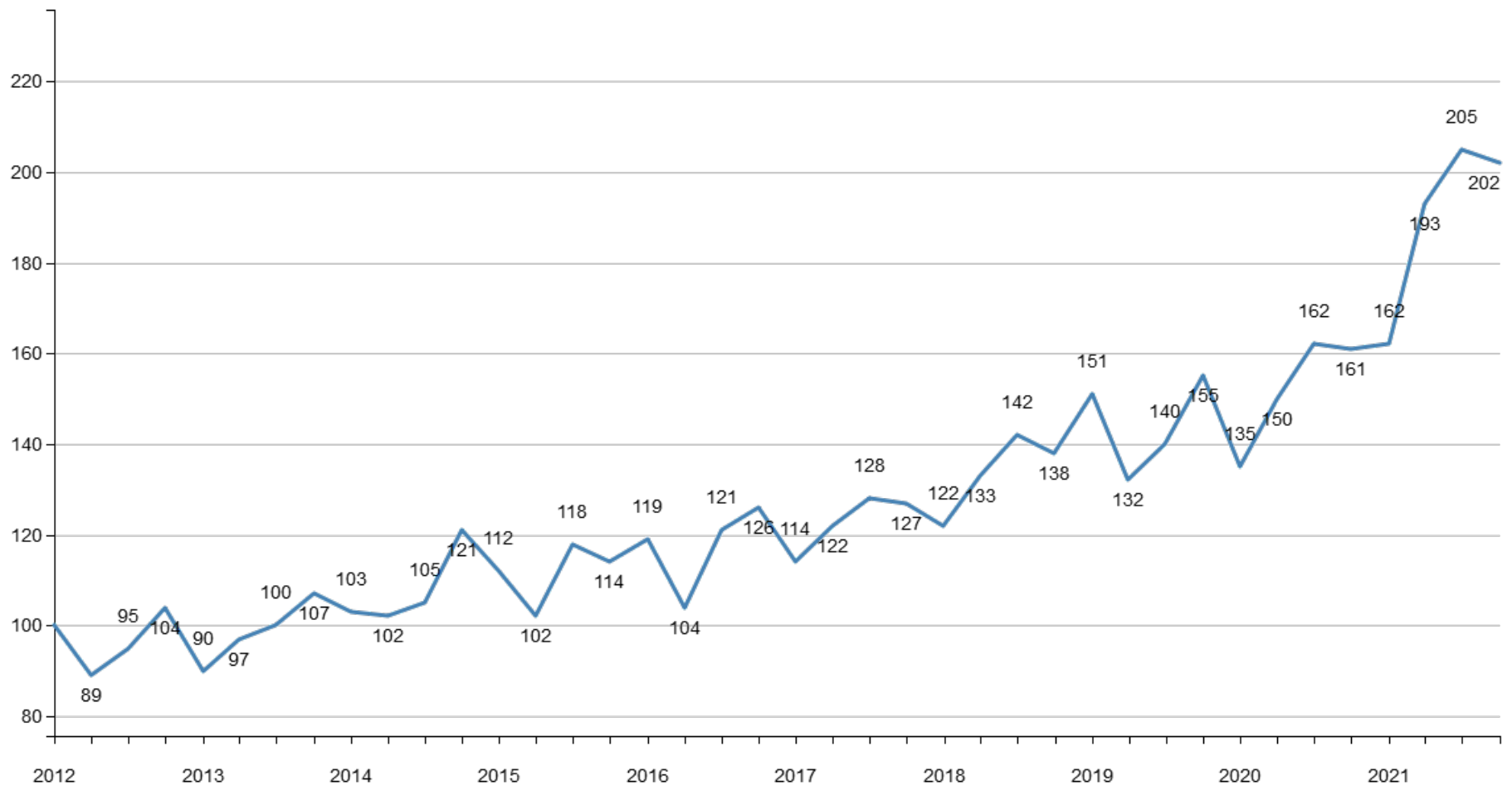
# LINK

## Island-wide Five Year Price Index (Appreciation Rate)



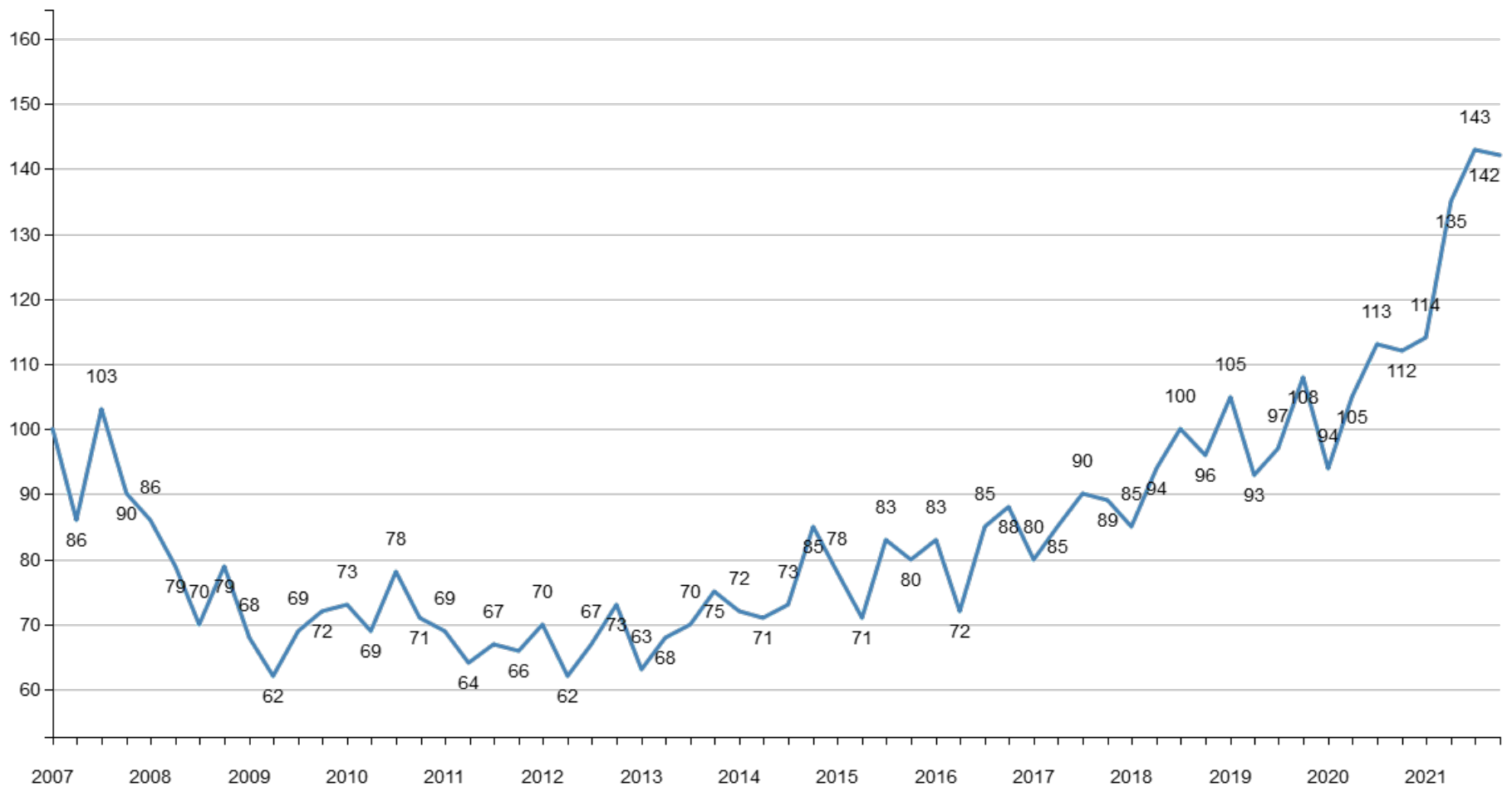
# LINK

## Island-wide Ten Year Price Index (Appreciation Rate)



# LINK

## 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 includees 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.



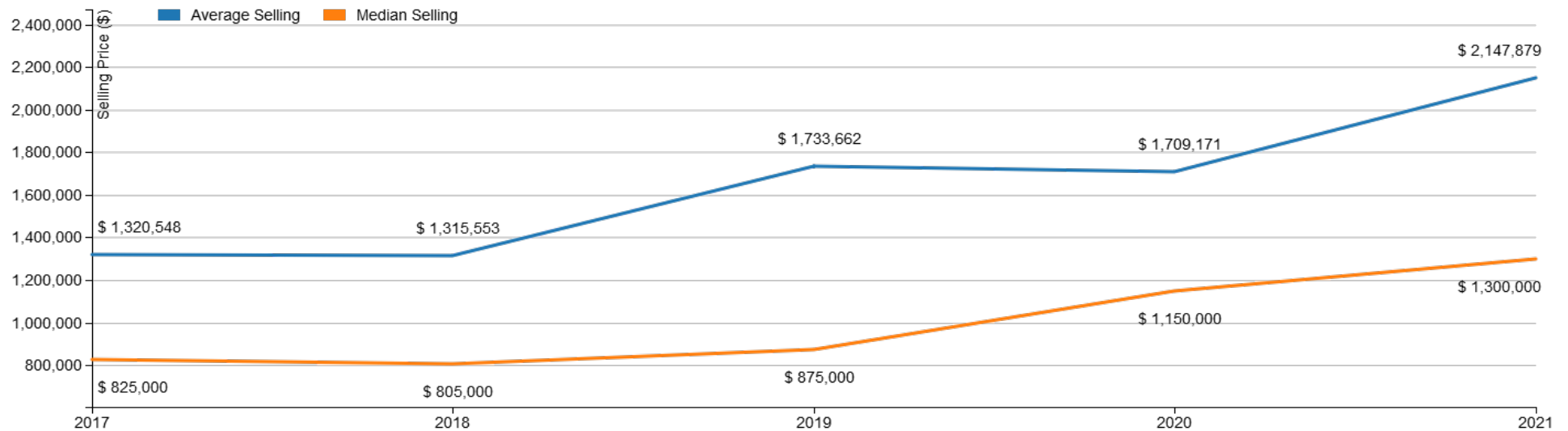
Island-Wide

Summary: Single/Multi-Family Sales

2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	438	-	\$1,320,548	-	\$825,000	-	130%	-	\$578,400,219	-	250
2018	425	-3%	\$1,315,553	0%	\$805,000	-2%	133%	3%	\$559,110,191	-3%	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

### Average / Median Selling Price





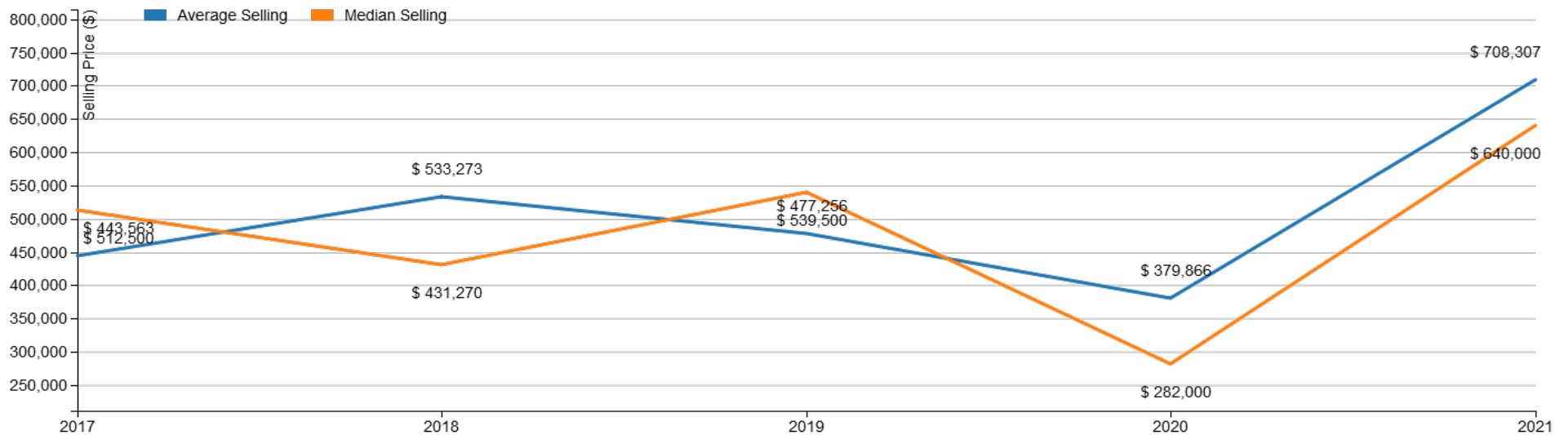
Island-Wide

Summary: Condo Sales

2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2017	26	-	\$443,563	-	\$512,500	-	\$505	-	\$468	-	\$11,532,650	-	291
2018	30	15%	\$533,273	20%	\$431,270	-16%	\$510	1%	\$451	-4%	\$15,998,189	39%	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

### Average / Median Selling Price

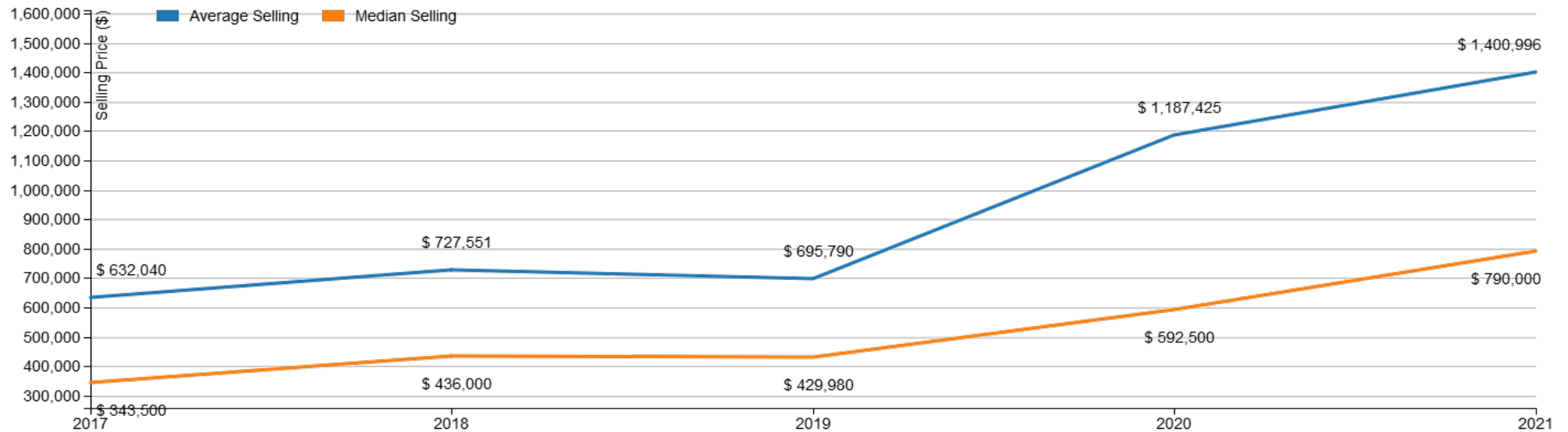




Island-Wide  
Summary: Land Sales  
2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	102	-	\$632,040	-	\$343,500	-	156%	-	\$64,468,046	-	325
2018	96	-6%	\$727,551	15%	\$436,000	27%	144%	-8%	\$69,844,926	8%	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

Average / Median Selling Price







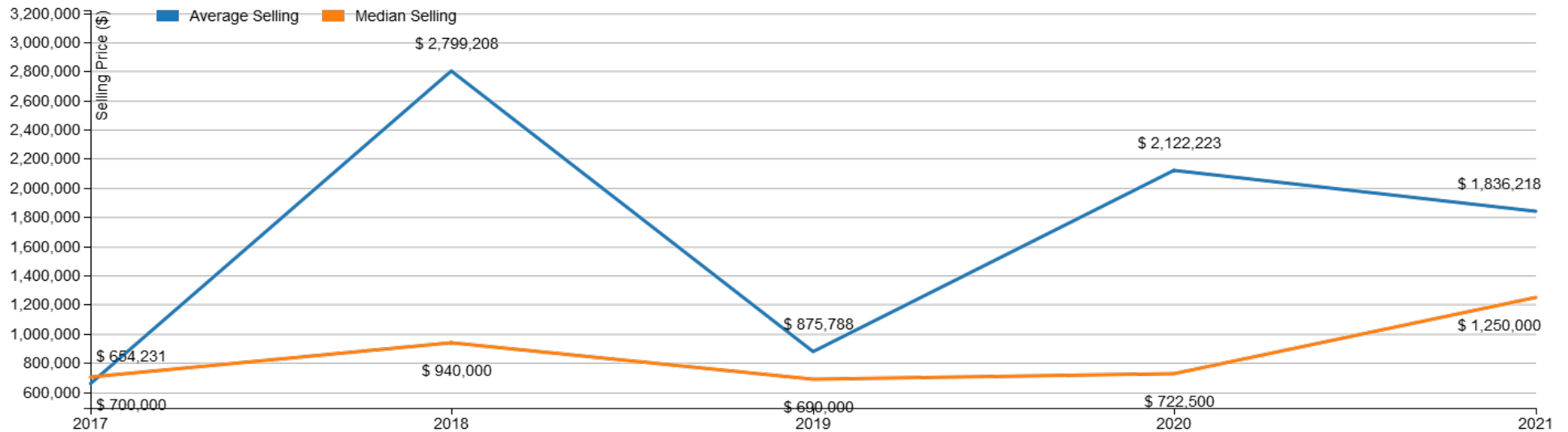
Island-Wide

Summary: Commercial Sales

2021

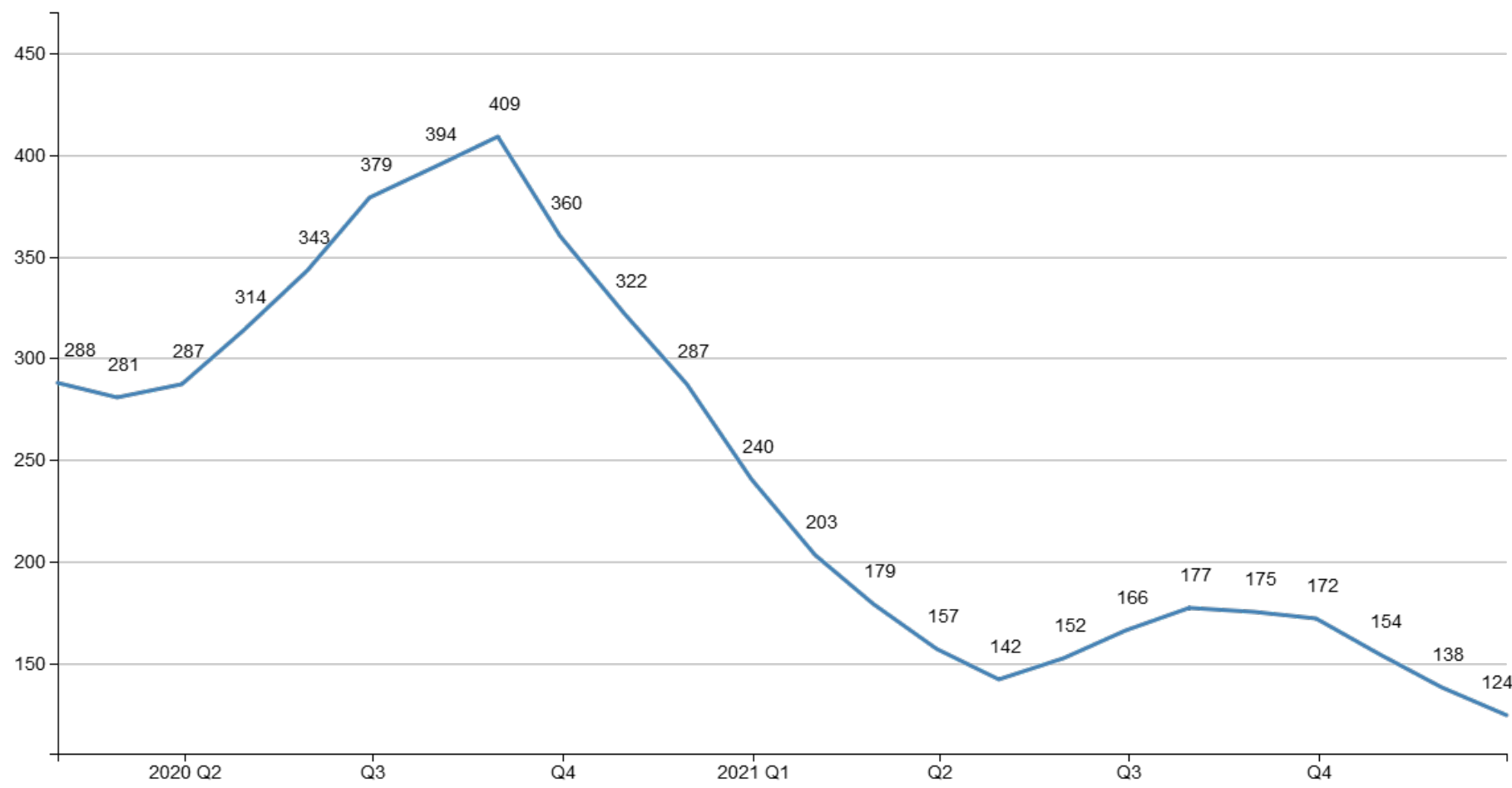
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	13	-	\$654,231	-	\$700,000	-	121%	-	\$8,505,000	-	396
2018	23	77%	\$2,799,208	328%	\$940,000	34%	129%	7%	\$64,381,787	657%	312
2019	13	-43%	\$875,788	-69%	\$690,000	-27%	156%	22%	\$11,385,250	-82%	338
2020	21	62%	\$2,122,223	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

### Average / Median Selling Price





Island-Wide  
Inventory  
2021

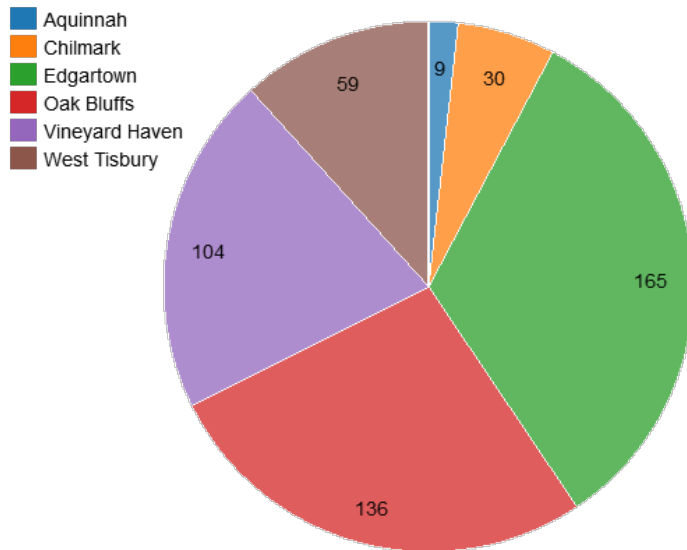




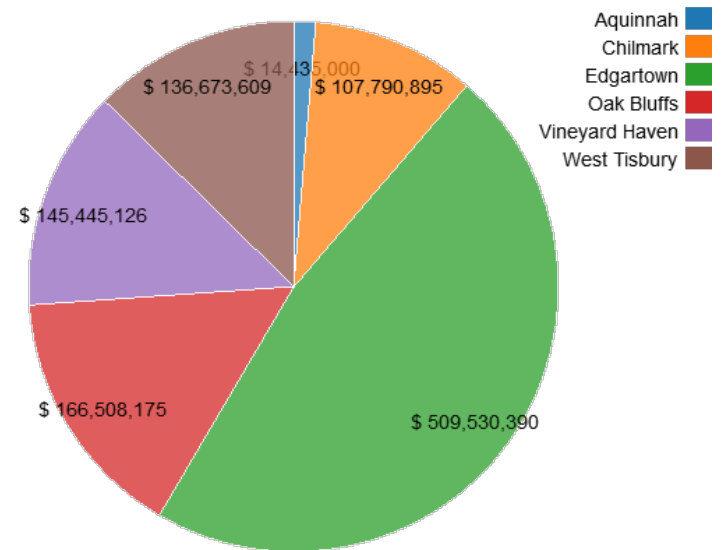
## Sales Summary by Town Single/Multi-Family 2021

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	9	-40%	\$1,603,889	-13%	\$1,450,000	-2%	141%	2%	\$14,435,000	-48%	183
Chilmark	30	-25%	\$3,593,030	56%	\$2,277,375	35%	157%	20%	\$107,790,895	17%	264
Edgartown	165	-18%	\$3,088,063	38%	\$2,000,000	31%	177%	21%	\$509,530,390	13%	192
Oak Bluffs	136	19%	\$1,224,325	19%	\$985,000	13%	156%	4%	\$166,508,175	42%	134
Vineyard Haven	104	-5%	\$1,398,511	8%	\$960,000	14%	168%	33%	\$145,445,126	3%	166
West Tisbury	59	-9%	\$2,316,502	48%	\$1,350,000	11%	156%	26%	\$136,673,609	34%	157

Number of Sales by Town



Total Dollar Volume by Town

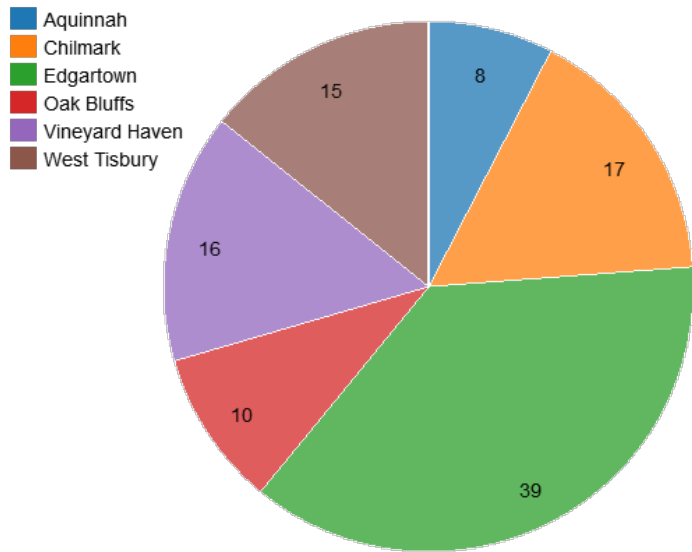




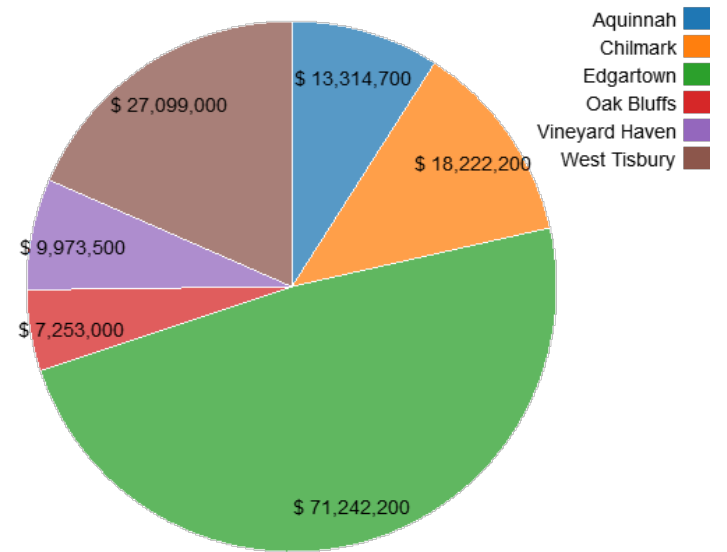
## Sales Summary by Town Land 2021

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	8	60%	\$1,664,338	-71%	\$562,500	3%	70%	-18%	\$13,314,700	-54%	558
Chilmark	17	-15%	\$1,071,894	30%	\$550,000	-10%	143%	20%	\$18,222,200	11%	144
Edgartown	39	70%	\$1,826,723	21%	\$1,300,000	50%	156%	14%	\$71,242,200	105%	366
Oak Bluffs	10	-52%	\$725,300	35%	\$480,000	-10%	123%	7%	\$7,253,000	-36%	137
Vineyard Haven	16	78%	\$623,344	57%	\$629,500	42%	181%	69%	\$9,973,500	179%	208
West Tisbury	15	50%	\$1,806,600	87%	\$850,000	8%	4,602%	5,357%	\$27,099,000	180%	233

Number of Sales by Town



Total Dollar Volume by Town



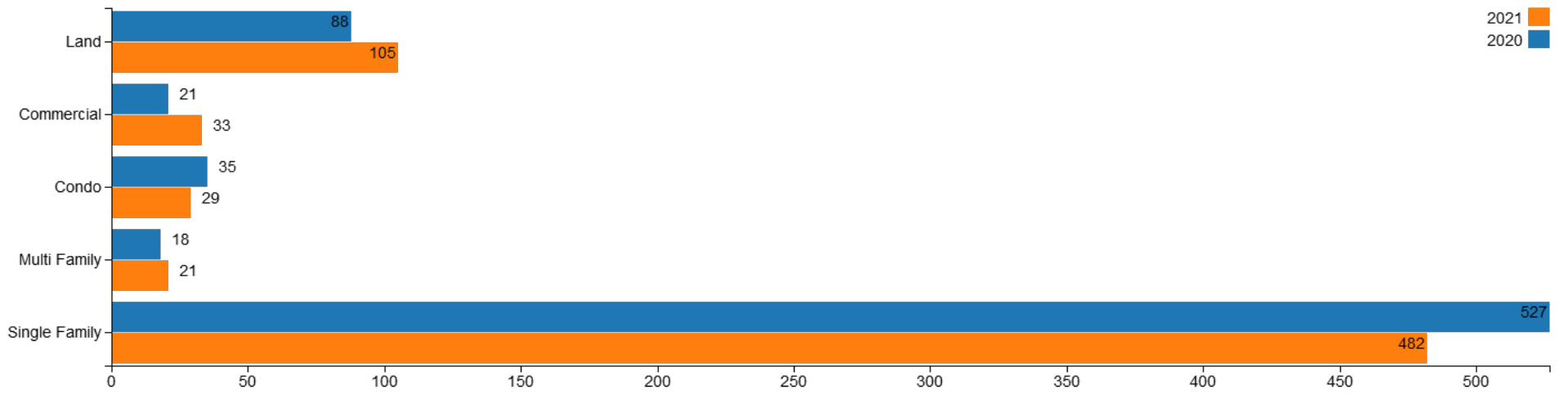


## Island-Wide

### Quarterly Comparison: Total Number of Sales

2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	120	11%	120	67%	119	-35%	173	-20%	532	-8%
- Single Family	111	11%	111	82%	109	-37%	151	-22%	482	-9%
- Multi Family	3	50%	4	33%	4	0%	10	11%	21	17%
- Condo	6	0%	5	-38%	6	-25%	12	-8%	29	-17%
<b>Commercial</b>	8	167%	10	100%	3	-50%	12	71%	33	57%
<b>Land</b>	26	63%	37	185%	26	-7%	16	-48%	105	19%
<b>Total</b>	154	21%	167	86%	148	-32%	201	-21%	670	-3%



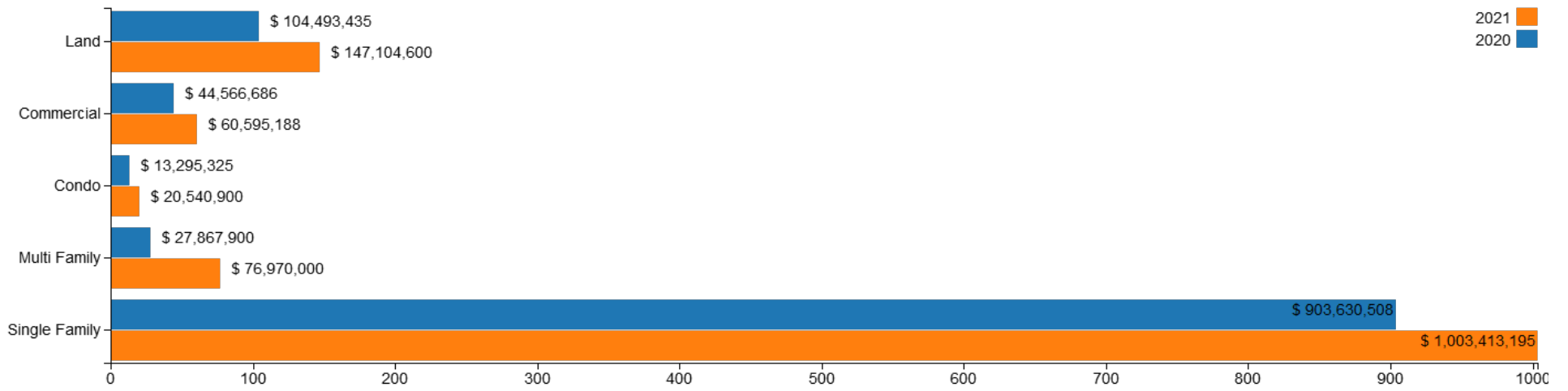


## Island-Wide

### Quarterly Comparison: Total Dollar Volume

2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$200,676,125	36%	\$266,889,436	138%	\$234,232,175	-25%	\$399,126,359	7%	\$1,100,924,095	17%
- Single Family	\$194,204,125	34%	\$230,956,436	114%	\$224,997,175	-25%	\$353,255,459	0%	\$1,003,413,195	11%
- Multi Family	\$3,210,000	116%	\$33,400,000	1,718%	\$4,845,000	-56%	\$35,515,000	163%	\$76,970,000	176%
- Condo	\$3,262,000	121%	\$2,533,000	7%	\$4,390,000	37%	\$10,355,900	66%	\$20,540,900	54%
<b>Commercial</b>	\$23,525,000	1,151%	\$14,605,000	297%	\$3,893,688	-31%	\$18,571,500	-44%	\$60,595,188	36%
<b>Land</b>	\$26,763,000	25%	\$51,466,300	314%	\$42,220,200	102%	\$26,655,100	-46%	\$147,104,600	41%
<b>Total</b>	\$250,964,125	47%	\$332,960,736	160%	\$280,346,063	-17%	\$444,352,959	-2%	\$1,308,623,883	20%



LINK

AQUINNAH  
**ANNUAL SALES  
SUMMARY**  
2021

# LINK

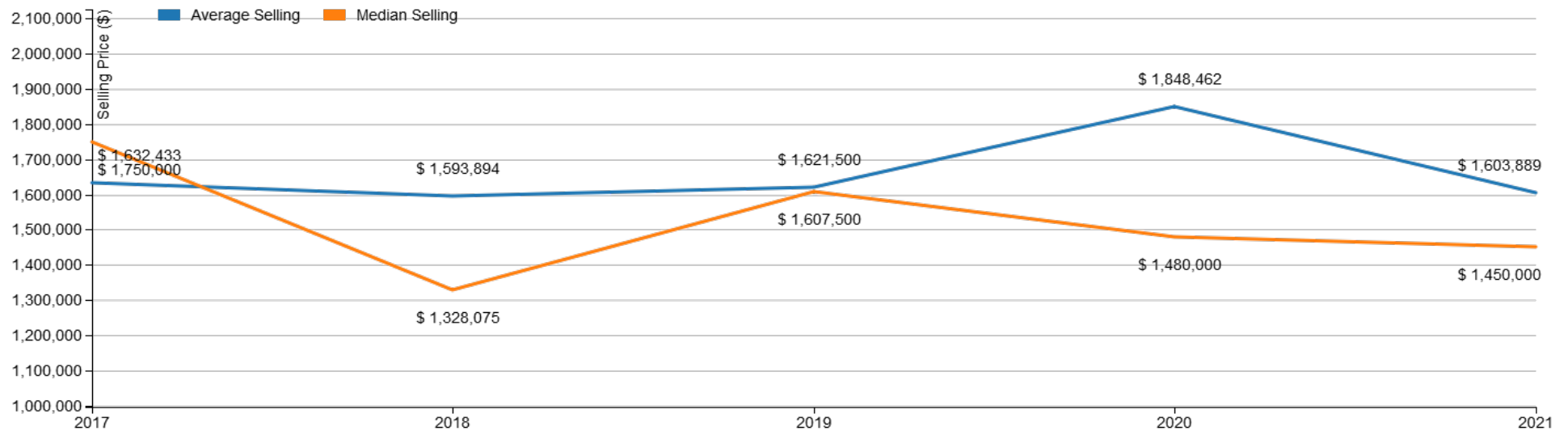
Aquinnah

Summary: Single/Multi-Family Sales

2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	9	-	\$1,632,433	-	\$1,750,000	-	116%	-	\$14,691,900	-	580
2018	8	-11%	\$1,593,894	-2%	\$1,328,075	-24%	116%	0%	\$12,751,150	-13%	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

## Average / Median Selling Price







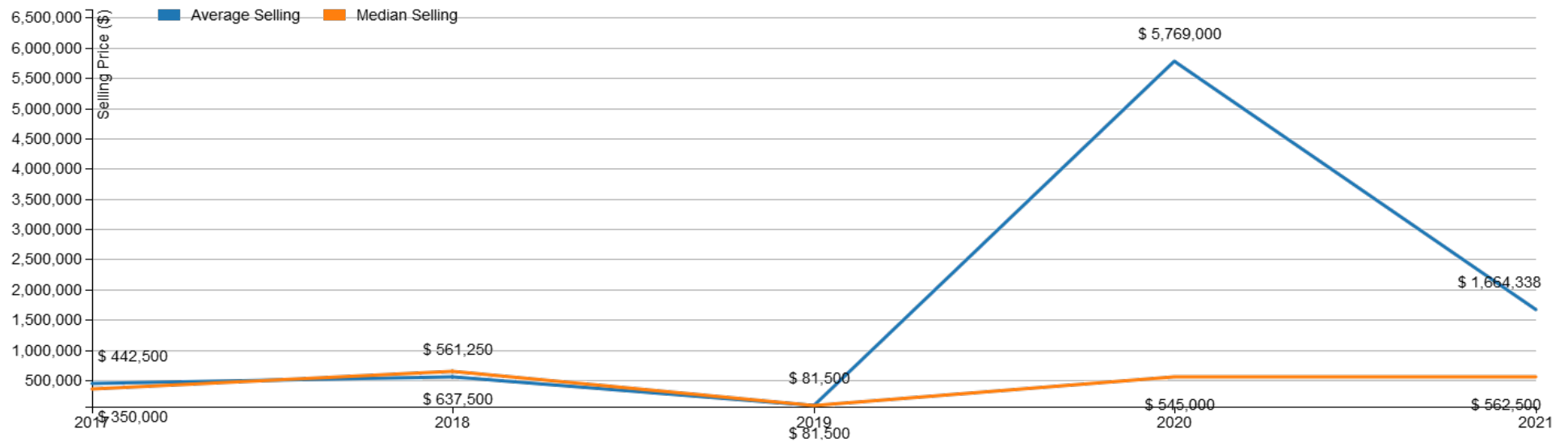
Aquinnah

Summary: Land Sales

2021

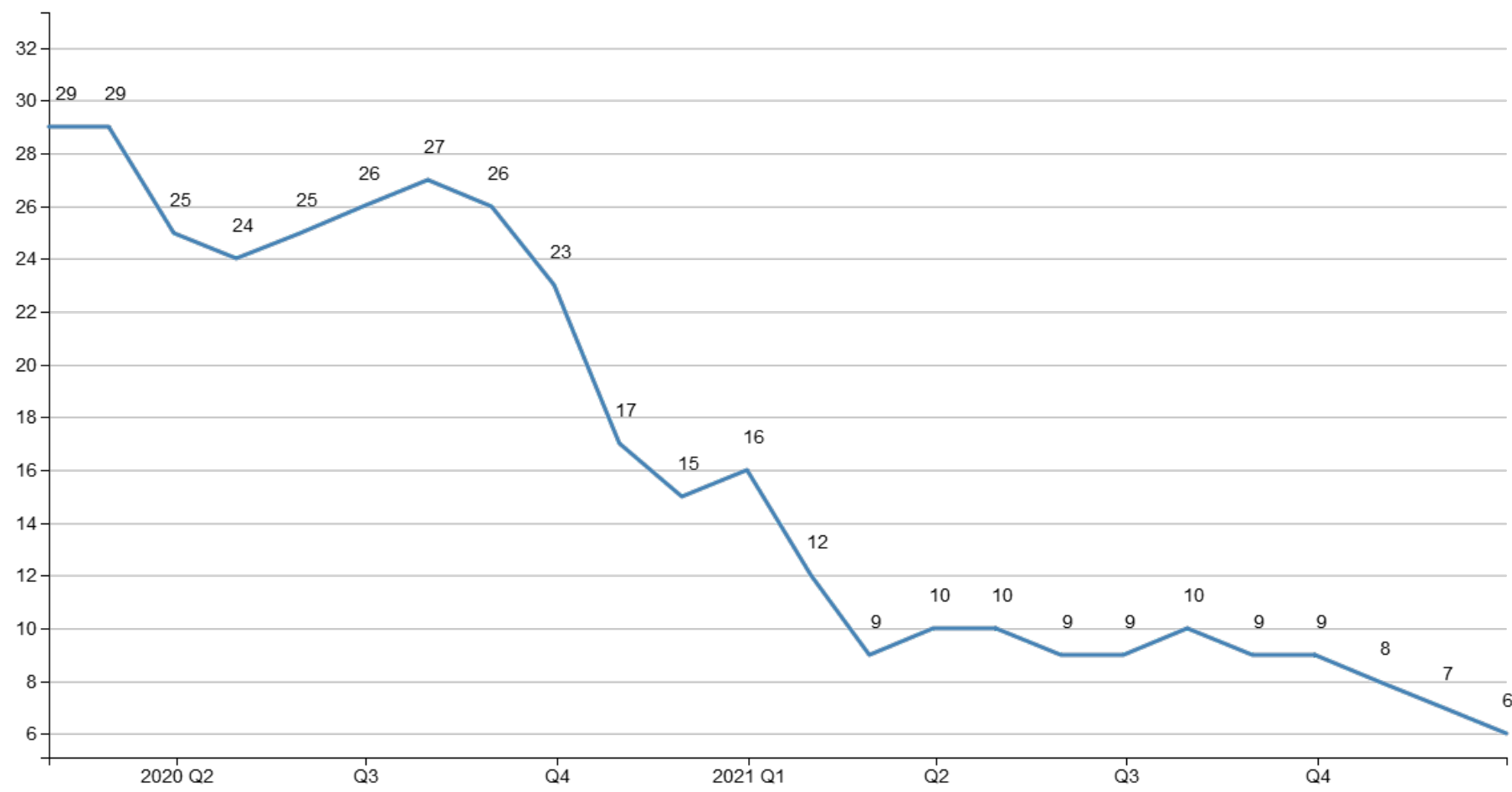
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	5	-	\$442,500	-	\$350,000	-	120%	-	\$2,212,500	-	212
2018	4	-20%	\$561,250	27%	\$637,500	82%	82%	-32%	\$2,245,000	1%	415
2019	1	-75%	\$81,500	-85%	\$81,500	-87%	13%	-84%	\$81,500	-96%	122
2020	5	400%	\$5,769,000	6,979%	\$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

### Average / Median Selling Price





Aquinnah  
Inventory  
2021

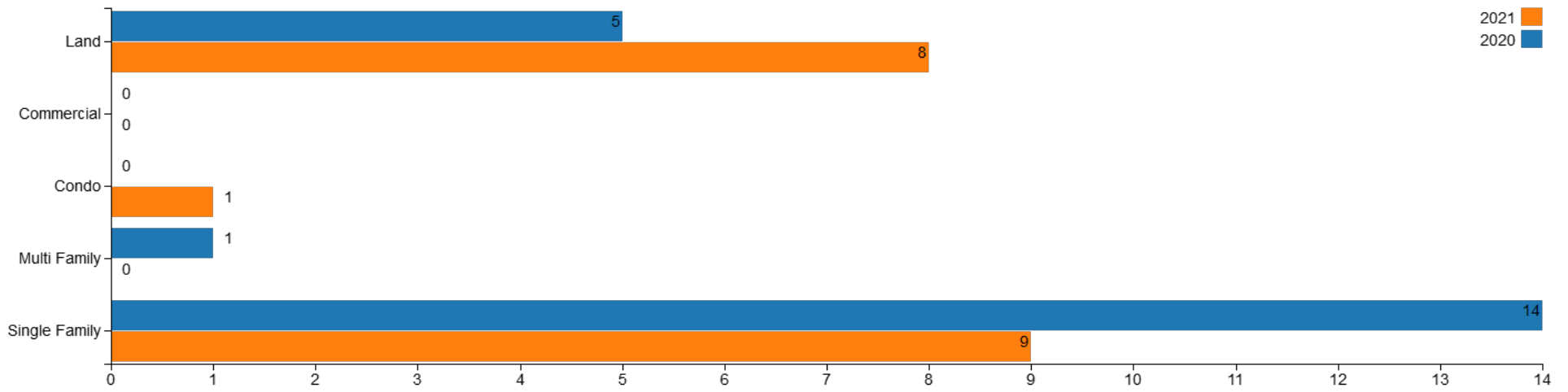




Aquinnah

## Quarterly Comparison: Total Number of Sales 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	1	-67%	5	400%	3	50%	1	-89%	10	-33%
- Single Family	1	-67%	5	-	2	0%	1	-89%	9	-36%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	1	-	0	-	1	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	1	-	4	-	2	100%	1	-75%	8	60%
<b>Total</b>	2	-33%	9	800%	5	67%	2	-85%	18	-10%

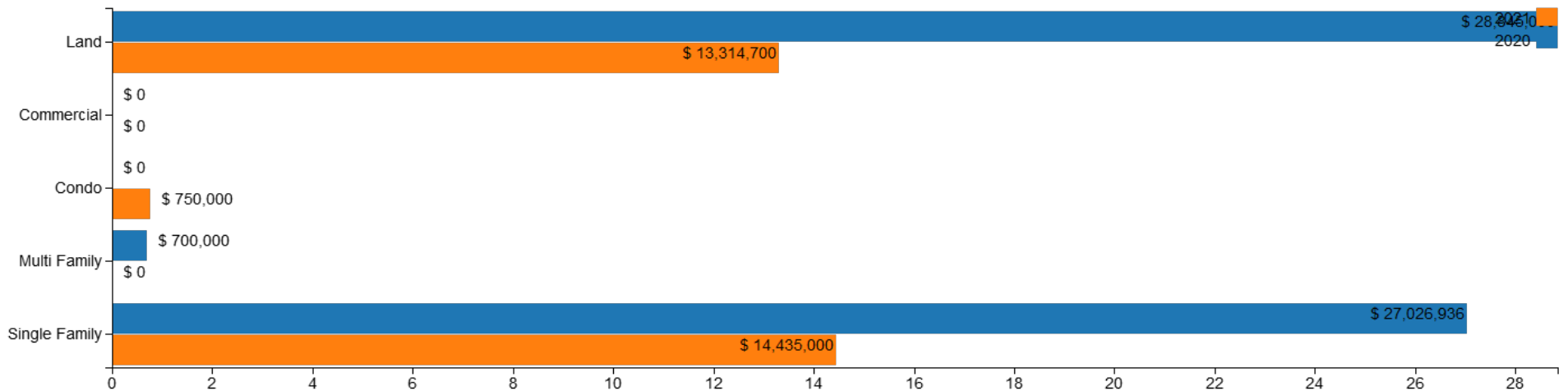




Aquinnah

## Quarterly Comparison: Total Dollar Volume 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$2,425,000	-10%	\$7,650,000	993%	\$2,925,000	-8%	\$2,185,000	-90%	\$15,185,000	-45%
- Single Family	\$2,425,000	-10%	\$7,650,000	-	\$2,175,000	-32%	\$2,185,000	-90%	\$14,435,000	-47%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	\$750,000	-	-	-	\$750,000	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$130,000	-	\$1,970,000	-	\$10,525,000	11,594%	\$689,700	-98%	\$13,314,700	-54%
<b>Total</b>	\$2,555,000	-5%	\$9,620,000	1,274%	\$13,450,000	311%	\$2,874,700	-94%	\$28,499,700	-50%



LINK

CHILMARK  
**ANNUAL SALES  
SUMMARY**  
2021



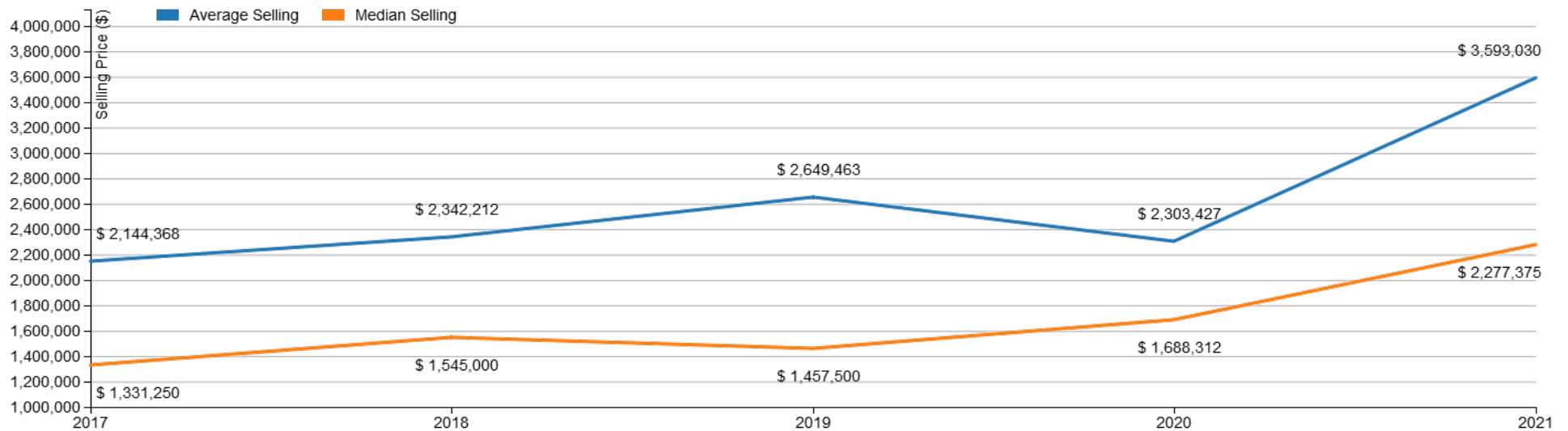
Chilmark

Summary: Single/Multi-Family Sales

2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	38	-	\$2,144,368	-	\$1,331,250	-	114%	-	\$81,486,000	-	397
2018	26	-32%	\$2,342,212	9%	\$1,545,000	16%	121%	6%	\$60,897,500	-25%	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

### Average / Median Selling Price



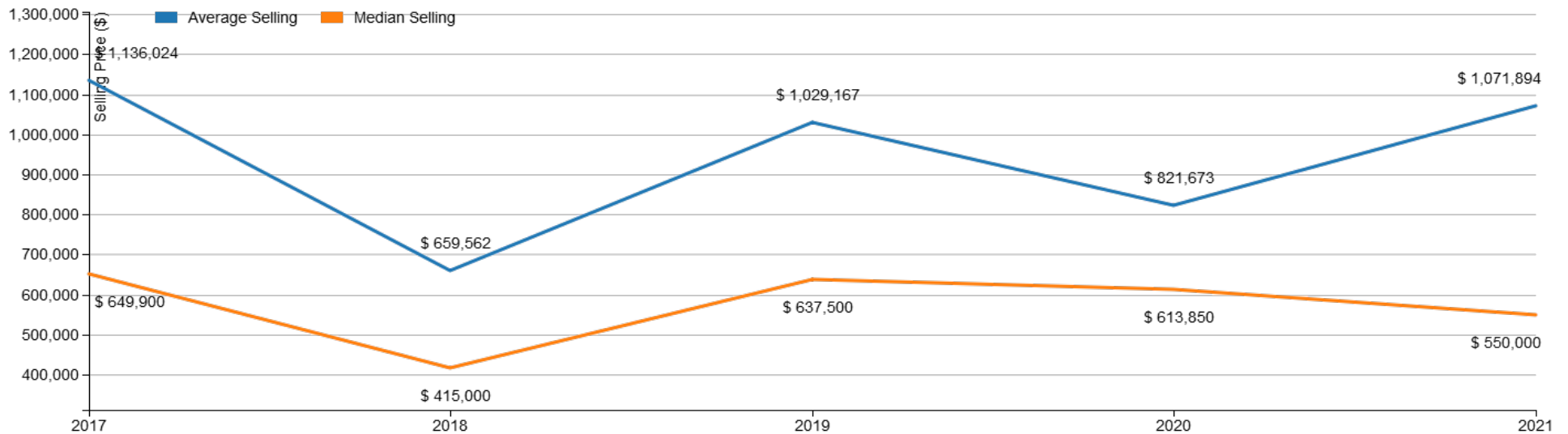


Chilmark

## Summary: Land Sales 2021

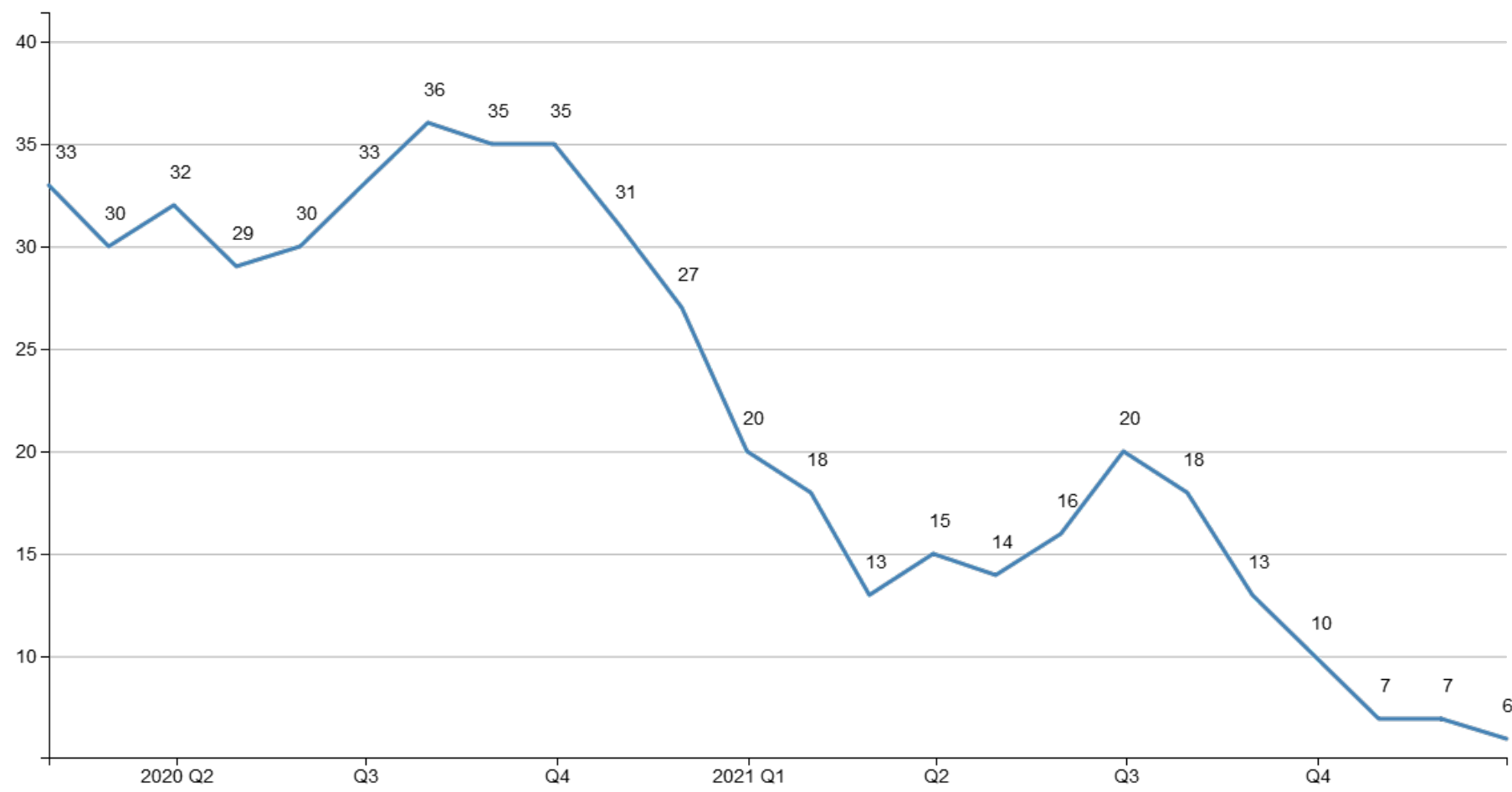
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	17	-	\$1,136,024	-	\$649,900	-	105%	-	\$19,312,400	-	343
2018	16	-6%	\$659,563	-42%	\$415,000	-36%	162%	54%	\$10,553,000	-45%	362
2019	6	-63%	\$1,029,167	56%	\$637,500	54%	113%	-30%	\$6,175,000	-41%	393
2020	20	233%	\$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

### Average / Median Selling Price





Chilmark  
Inventory  
2021



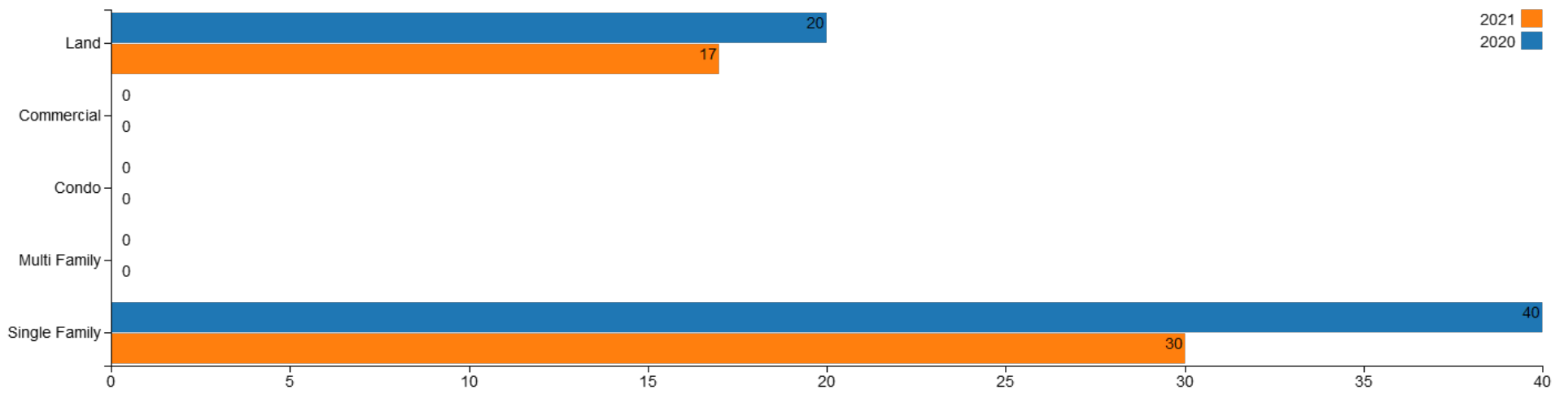




Chilmark

## Quarterly Comparison: Total Number of Sales 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	6	-14%	3	-63%	12	9%	9	-36%	30	-25%
- Single Family	6	-14%	3	-63%	12	9%	9	-36%	30	-25%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	0	-	0	-	0	-	0	-
<b>Land</b>	3	200%	7	40%	6	-14%	1	-86%	17	-15%
<b>Total</b>	9	13%	10	-23%	18	0%	10	-52%	47	-22%

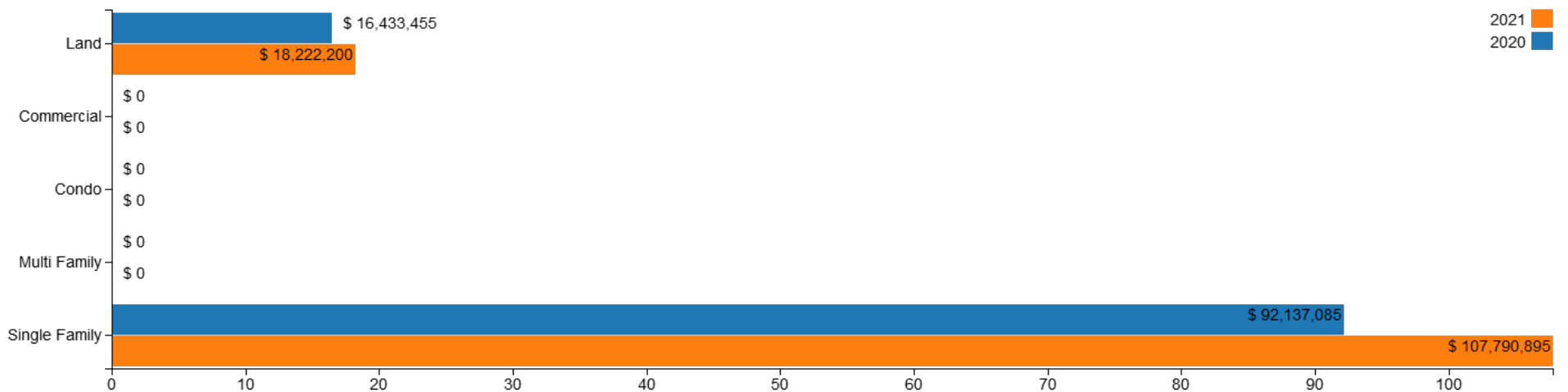




Chilmark

## Quarterly Comparison: Total Dollar Volume 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$11,092,250	-34%	\$7,555,125	-44%	\$41,671,875	83%	\$47,471,645	21%	\$107,790,895	17%
- Single Family	\$11,092,250	-34%	\$7,555,125	-44%	\$41,671,875	83%	\$47,471,645	21%	\$107,790,895	17%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	-	-	-	-	-	-	-	-
<b>Land</b>	\$1,819,000	95%	\$8,784,800	54%	\$7,496,000	72%	\$122,400	-98%	\$18,222,200	11%
<b>Total</b>	\$12,911,250	-27%	\$16,339,925	-15%	\$49,167,875	81%	\$47,594,045	7%	\$126,013,095	16%



LINK

EDGARTOWN  
**ANNUAL SALES  
SUMMARY**  
2021



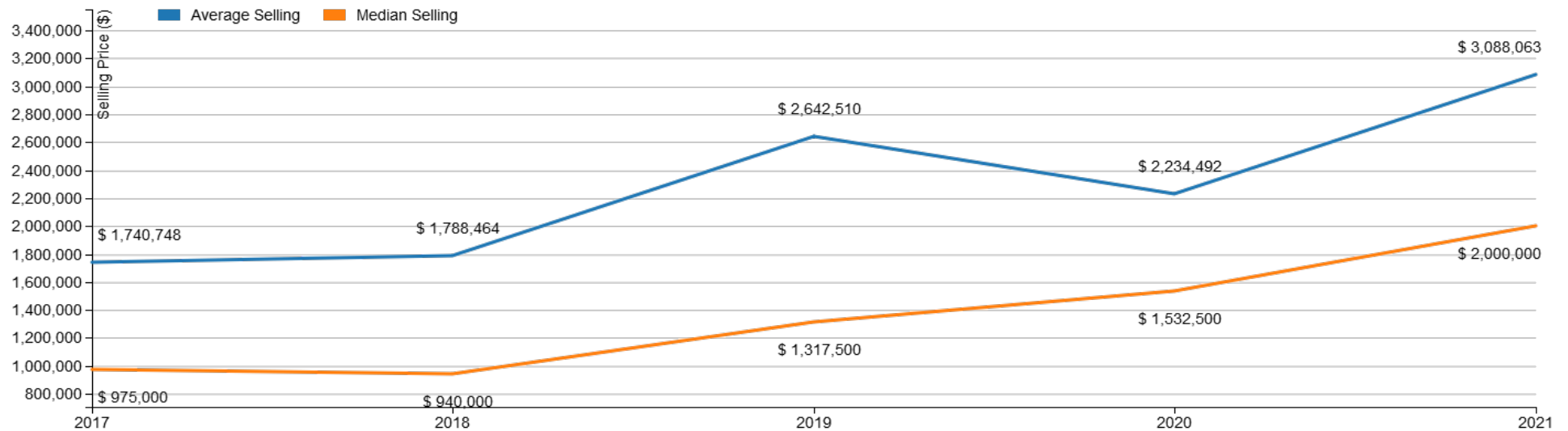
## Edgartown

### Summary: Single/Multi-Family Sales

2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	143	-	\$1,740,748	-	\$975,000	-	138%	-	\$248,926,987	-	211
2018	149	4%	\$1,788,464	3%	\$940,000	-4%	137%	-1%	\$266,481,208	7%	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

### Average / Median Selling Price





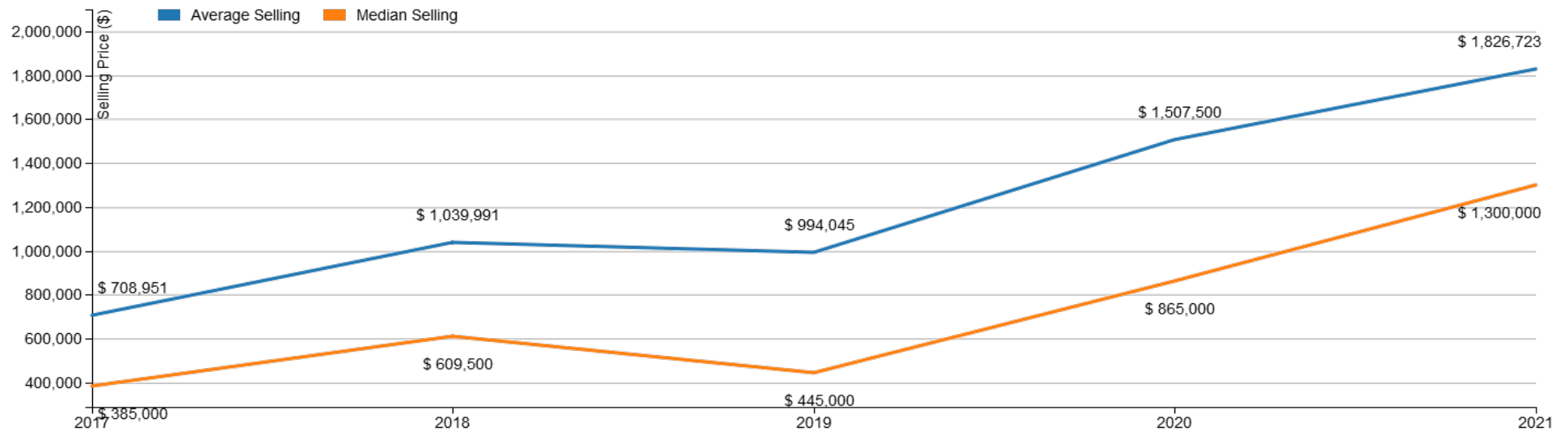
Edgartown

Summary: Land Sales

2021

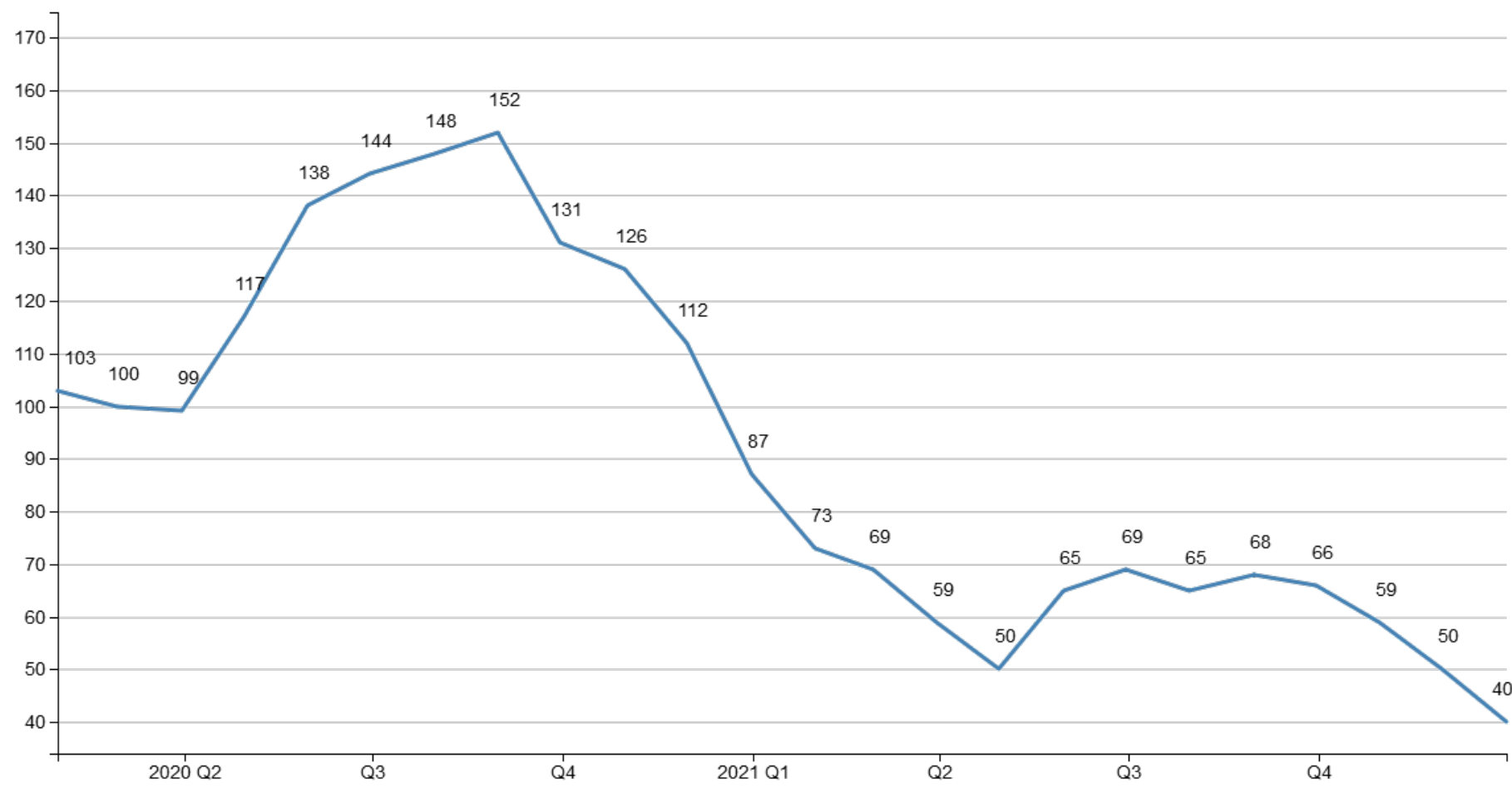
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	29	-	\$708,951	-	\$385,000	-	213%	-	\$20,559,567	-	368
2018	28	-3%	\$1,039,991	47%	\$609,500	58%	170%	-20%	\$29,119,738	42%	232
2019	22	-21%	\$994,045	-4%	\$445,000	-27%	131%	-23%	\$21,869,000	-25%	410
2020	23	5%	\$1,507,500	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

### Average / Median Selling Price





Edgartown  
Inventory  
2021

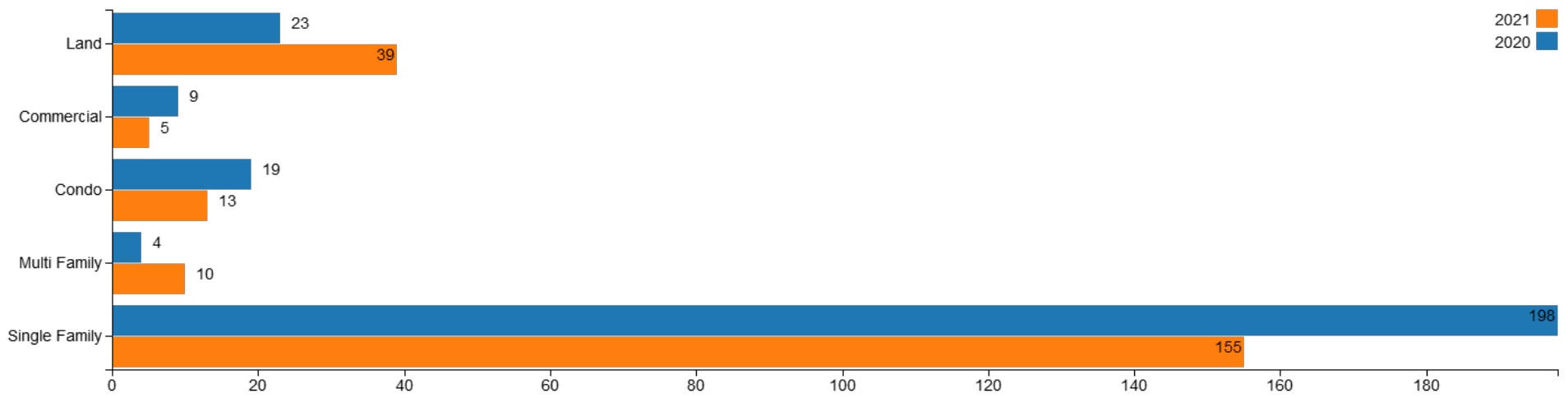




## Edgartown

### Quarterly Comparison: Total Number of Sales 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	41	5%	40	43%	35	-53%	62	-23%	178	-19%
- Single Family	37	3%	34	36%	32	-53%	52	-25%	155	-22%
- Multi Family	1	-	3	-	1	0%	5	67%	10	150%
- Condo	3	0%	3	0%	2	-60%	5	-38%	13	-32%
<b>Commercial</b>	1	-	3	200%	1	-75%	0	-	5	-44%
<b>Land</b>	12	140%	11	450%	10	100%	6	-45%	39	70%
<b>Total</b>	54	23%	54	74%	46	-45%	68	-28%	222	-12%

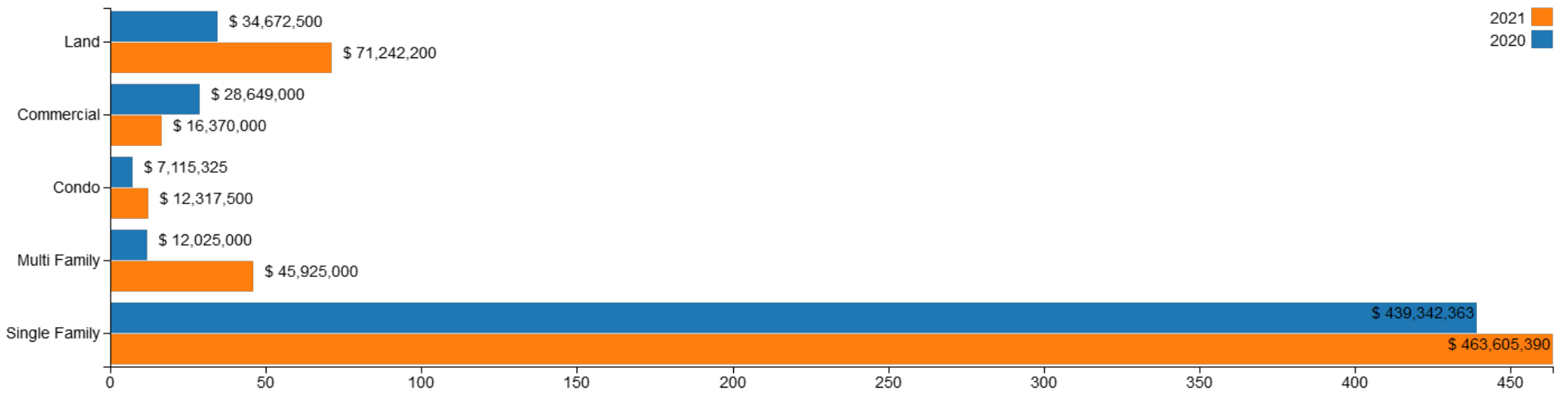




## Edgartown

### Quarterly Comparison: Total Dollar Volume 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$93,212,500	32%	\$148,066,640	138%	\$89,916,250	-45%	\$190,652,500	17%	\$521,847,890	14%
- Single Family	\$90,317,500	29%	\$113,784,140	84%	\$86,541,250	-43%	\$172,962,500	12%	\$463,605,390	6%
- Multi Family	\$950,000	-	\$32,400,000	-	\$1,300,000	-81%	\$11,275,000	119%	\$45,925,000	282%
- Condo	\$1,945,000	323%	\$1,882,500	378%	\$2,075,000	-18%	\$6,415,000	72%	\$12,317,500	73%
<b>Commercial</b>	\$9,300,000	-	\$3,820,000	1,264%	\$3,250,000	96%	-	-	\$16,370,000	-43%
<b>Land</b>	\$18,937,500	29%	\$15,556,500	823%	\$17,109,200	135%	\$19,639,000	79%	\$71,242,200	105%
<b>Total</b>	\$121,450,000	42%	\$167,443,140	160%	\$110,275,450	-36%	\$210,291,500	5%	\$609,460,090	17%





LINK

OAK BLUFFS  
**ANNUAL SALES  
SUMMARY**  
2021



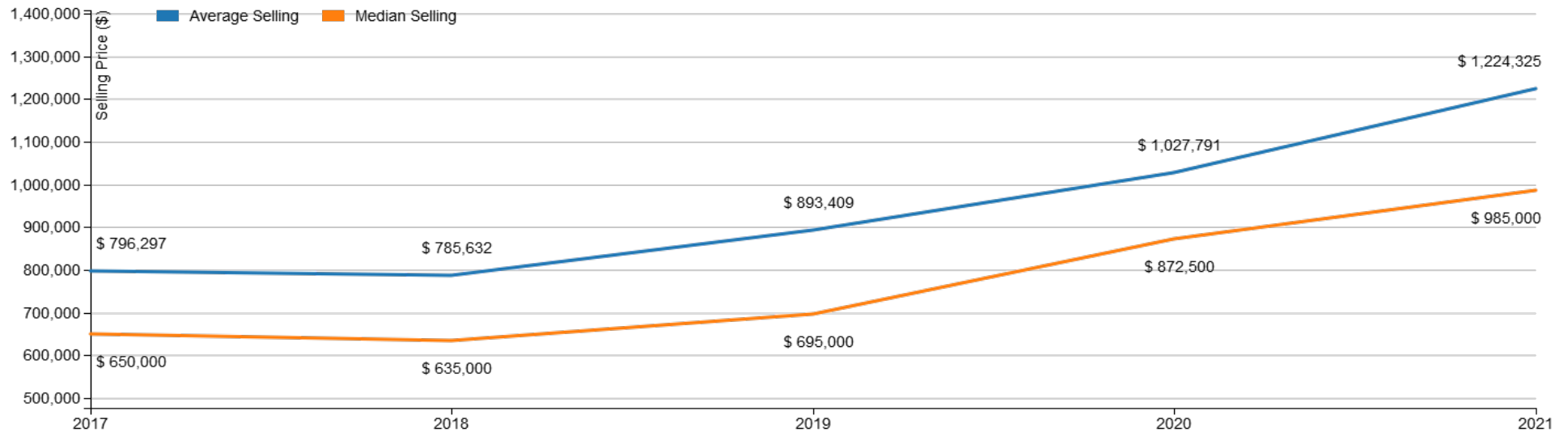
## Oak Bluffs

### Summary: Single/Multi-Family Sales

2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	101	-	\$796,297	-	\$650,000	-	128%	-	\$80,426,016	-	209
2018	121	20%	\$785,632	-1%	\$635,000	-2%	132%	3%	\$95,061,495	18%	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

### Average / Median Selling Price





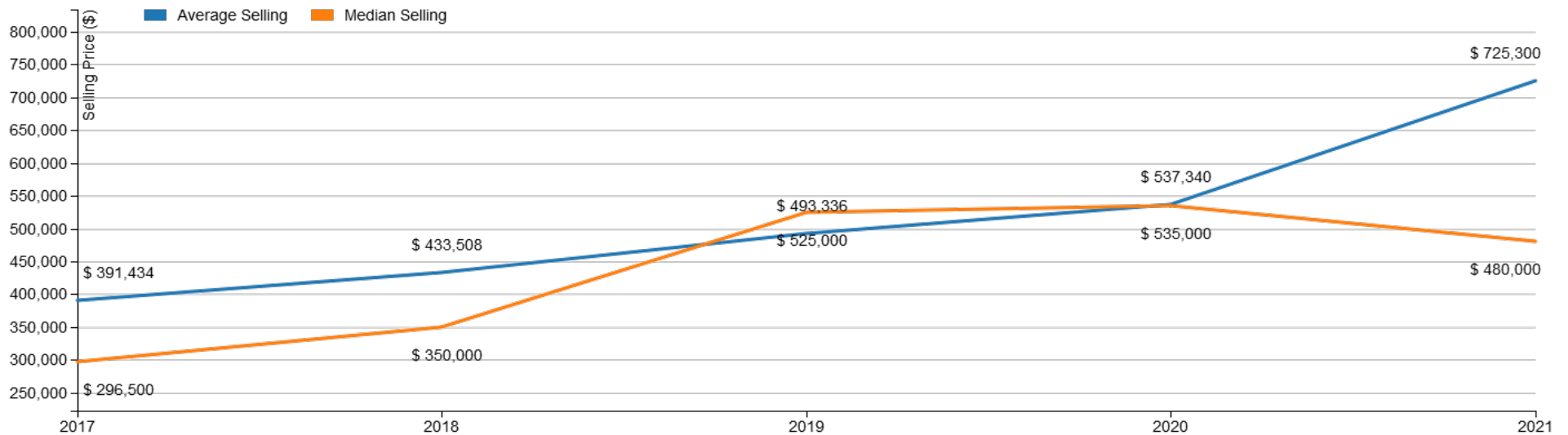
Oak Bluffs

Summary: Land Sales

2021

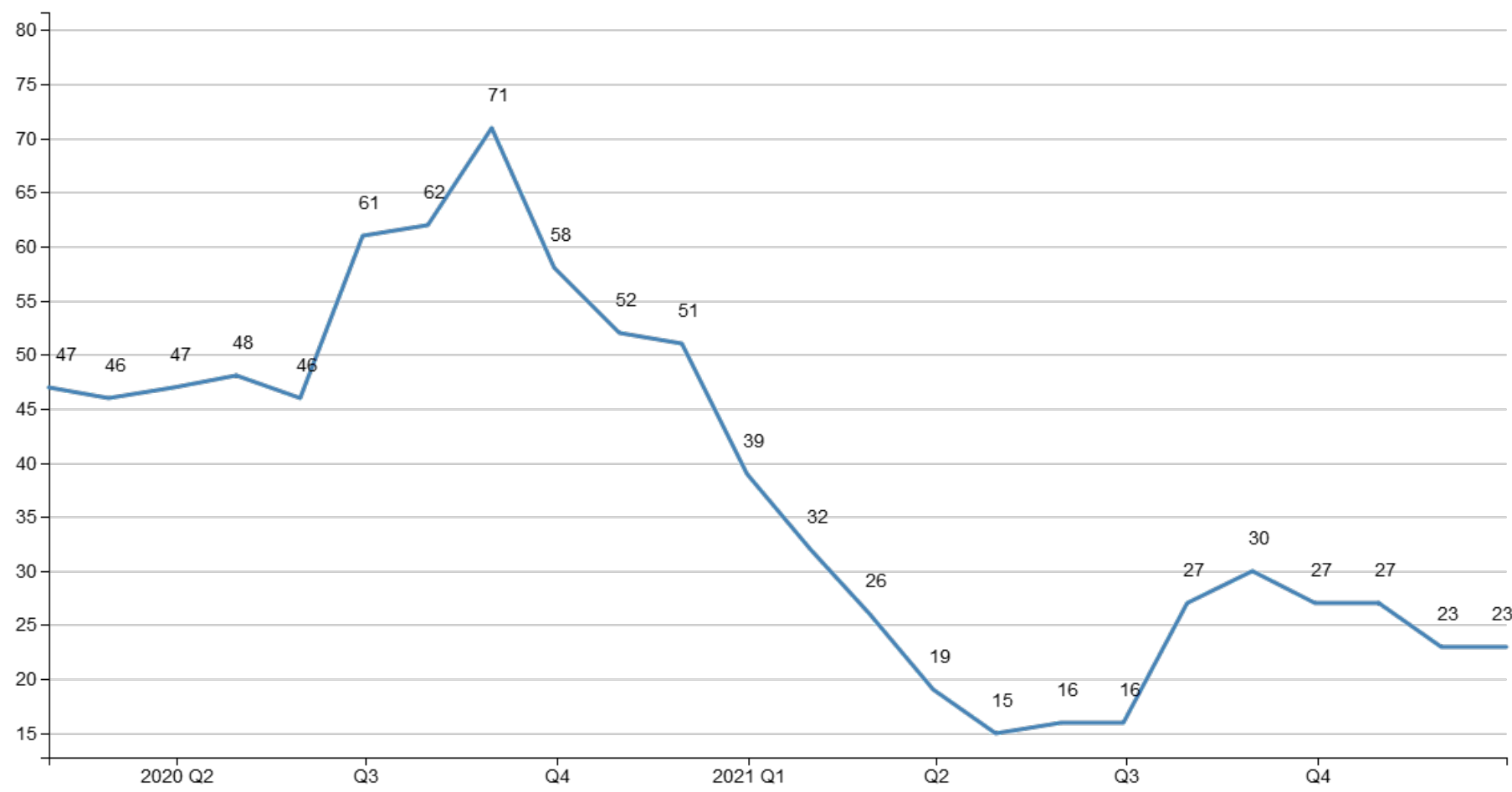
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	21	-	\$391,434	-	\$296,500	-	179%	-	\$8,220,110	-	266
2018	23	10%	\$433,508	11%	\$350,000	18%	128%	-28%	\$9,970,688	21%	264
2019	19	-17%	\$493,336	14%	\$525,000	50%	117%	-9%	\$9,373,380	-6%	292
2020	21	11%	\$537,340	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

### Average / Median Selling Price





Oak Bluffs  
Inventory  
2021



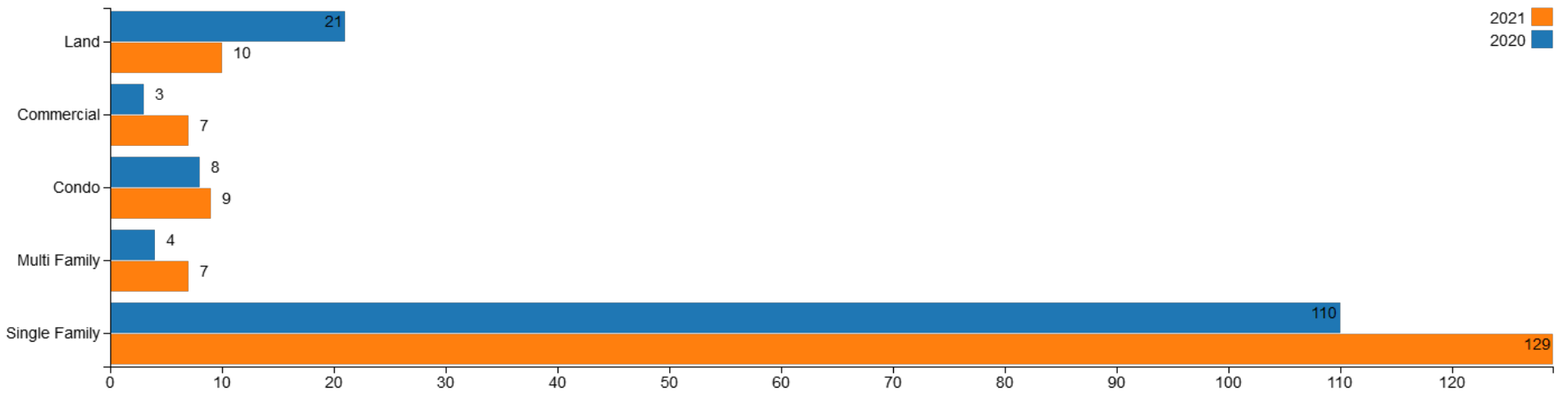


## Oak Bluffs

### Quarterly Comparison: Total Number of Sales

2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	29	0%	35	133%	30	0%	51	6%	145	19%
- Single Family	26	0%	33	154%	26	-7%	44	2%	129	17%
- Multi Family	1	-	1	-	2	0%	3	50%	7	75%
- Condo	2	-33%	1	-50%	2	-	4	33%	9	13%
<b>Commercial</b>	2	100%	2	0%	0	-	3	-	7	133%
<b>Land</b>	4	0%	3	50%	1	-90%	2	-60%	10	-52%
<b>Total</b>	35	3%	40	111%	31	-23%	56	6%	162	11%

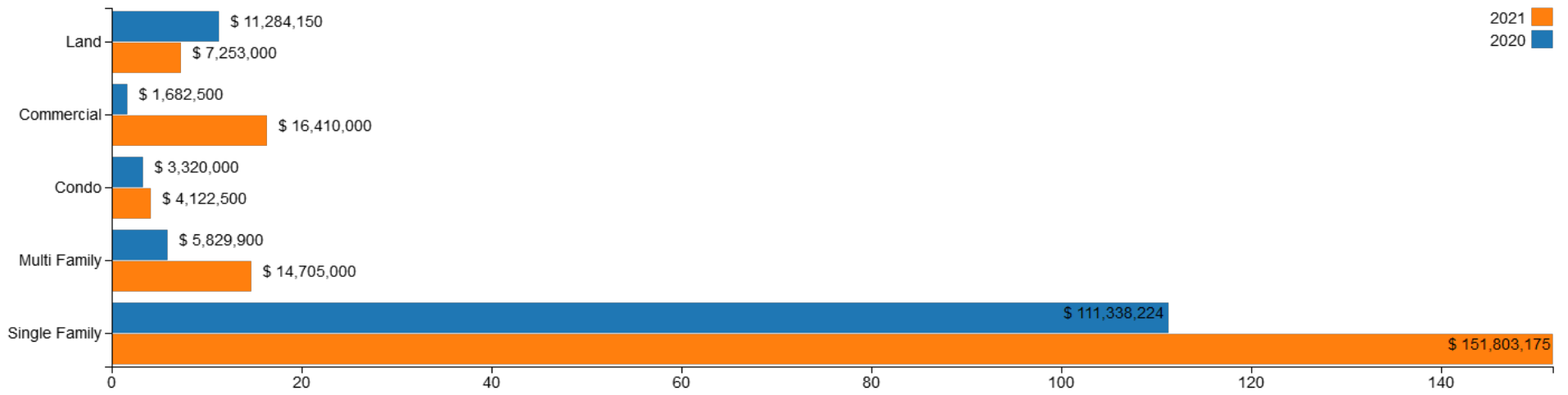




## Oak Bluffs

### Quarterly Comparison: Total Dollar Volume 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$22,909,100	2%	\$42,024,700	198%	\$38,903,500	20%	\$66,793,375	30%	\$170,630,675	42%
- Single Family	\$21,292,100	-1%	\$40,817,200	210%	\$35,043,500	21%	\$54,650,375	14%	\$151,803,175	36%
- Multi Family	\$710,000	-	\$1,000,000	-	\$3,095,000	-10%	\$9,900,000	311%	\$14,705,000	152%
- Condo	\$907,000	-11%	\$207,500	-78%	\$765,000	-	\$2,243,000	66%	\$4,122,500	24%
<b>Commercial</b>	\$2,475,000	350%	\$2,960,000	161%	-	-	\$10,975,000	-	\$16,410,000	875%
<b>Land</b>	\$1,578,000	-2%	\$1,600,000	52%	\$3,000,000	-52%	\$1,075,000	-55%	\$7,253,000	-36%
<b>Total</b>	\$26,962,100	10%	\$46,584,700	186%	\$41,903,500	8%	\$78,843,375	46%	\$194,293,675	46%



LINK

VINEYARD HAVEN  
**ANNUAL SALES  
SUMMARY**  
2021

# LINK

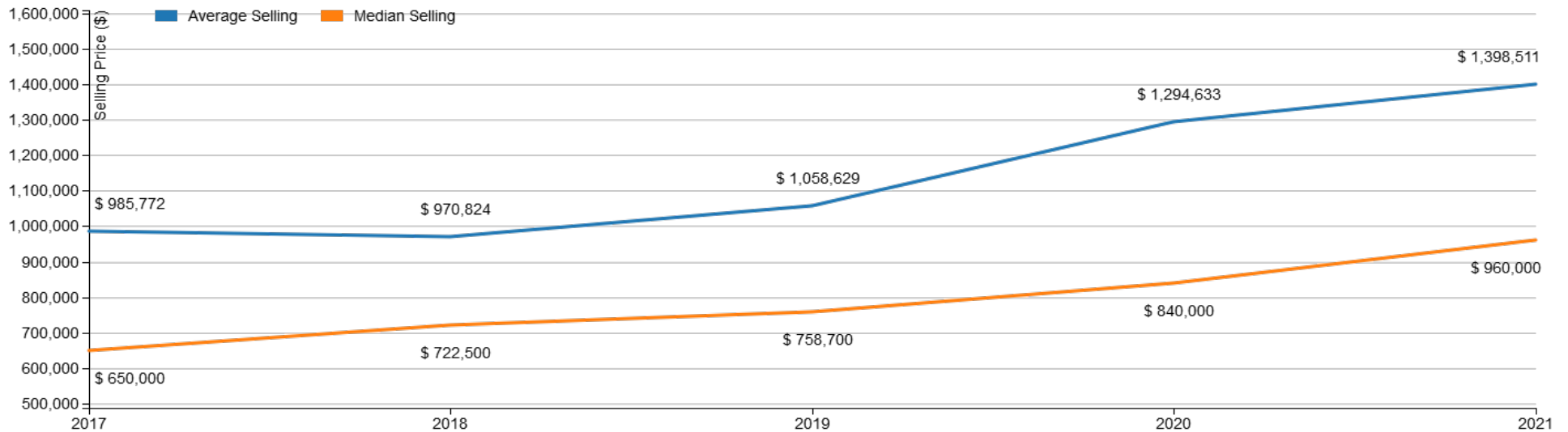
## Vineyard Haven

### Summary: Single/Multi-Family Sales

2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	95	-	\$985,772	-	\$650,000	-	135%	-	\$93,648,300	-	238
2018	76	-20%	\$970,824	-2%	\$722,500	11%	135%	0%	\$73,782,625	-21%	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

### Average / Median Selling Price



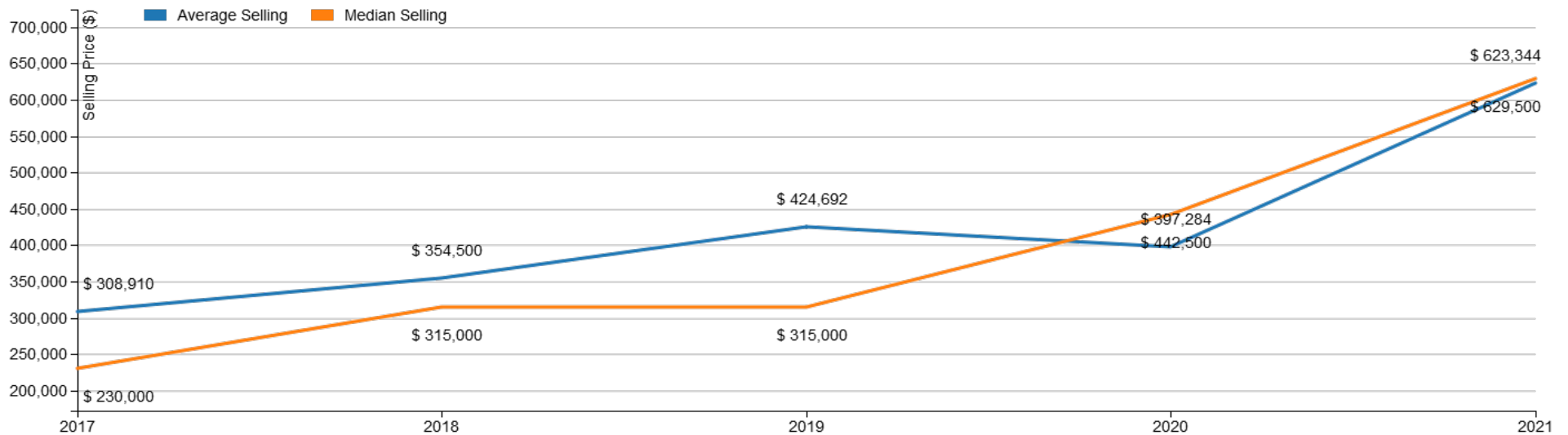




Vineyard Haven  
Summary: Land Sales  
2021

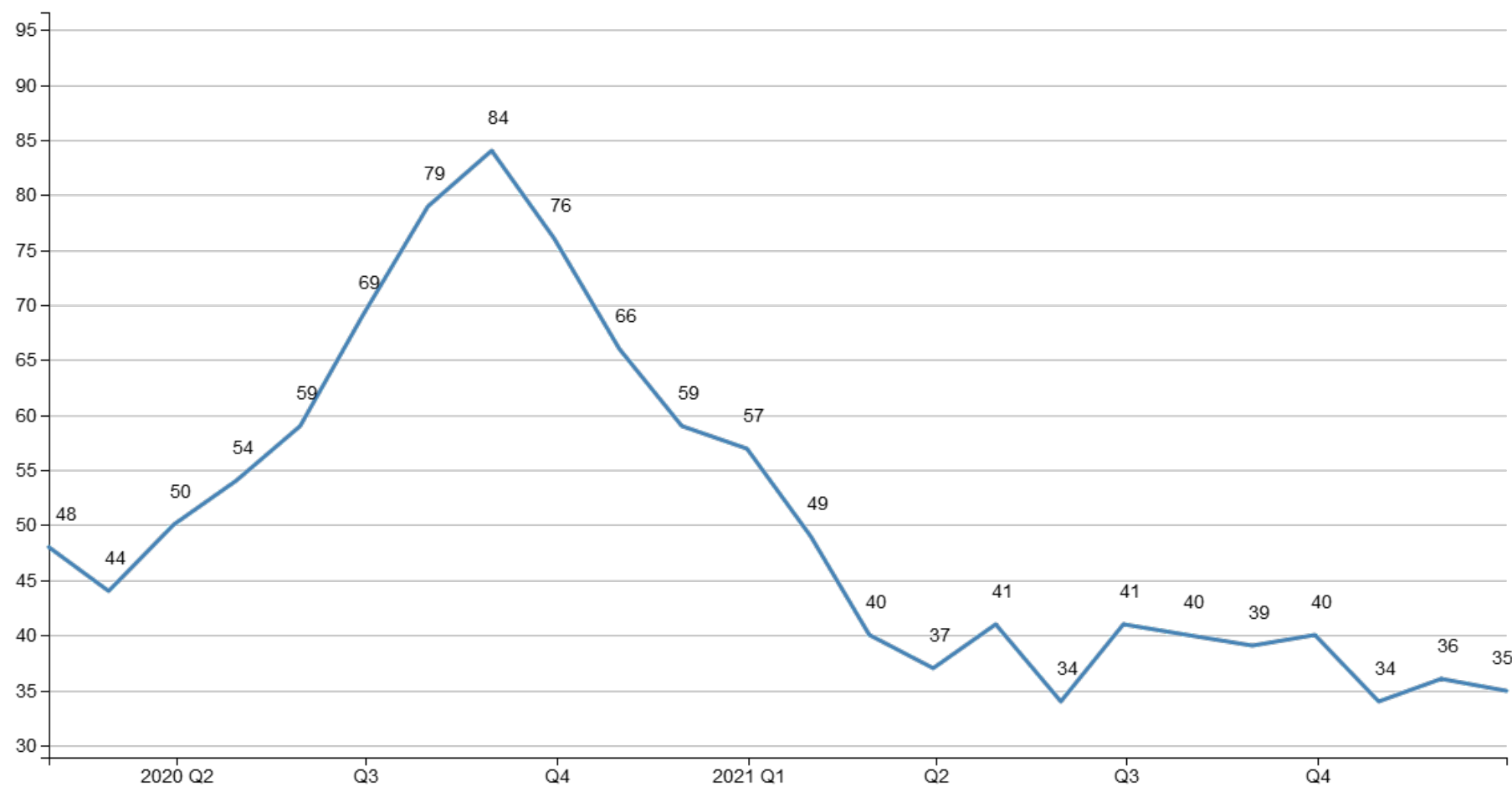
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	17	-	\$308,910	-	\$230,000	-	100%	-	\$5,251,469	-	257
2018	12	-29%	\$354,500	15%	\$315,000	37%	118%	18%	\$4,254,000	-19%	192
2019	9	-25%	\$424,692	20%	\$315,000	0%	126%	7%	\$3,822,229	-10%	154
2020	9	0%	\$397,284	-6%	\$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

Average / Median Selling Price





Vineyard Haven  
Inventory  
2021



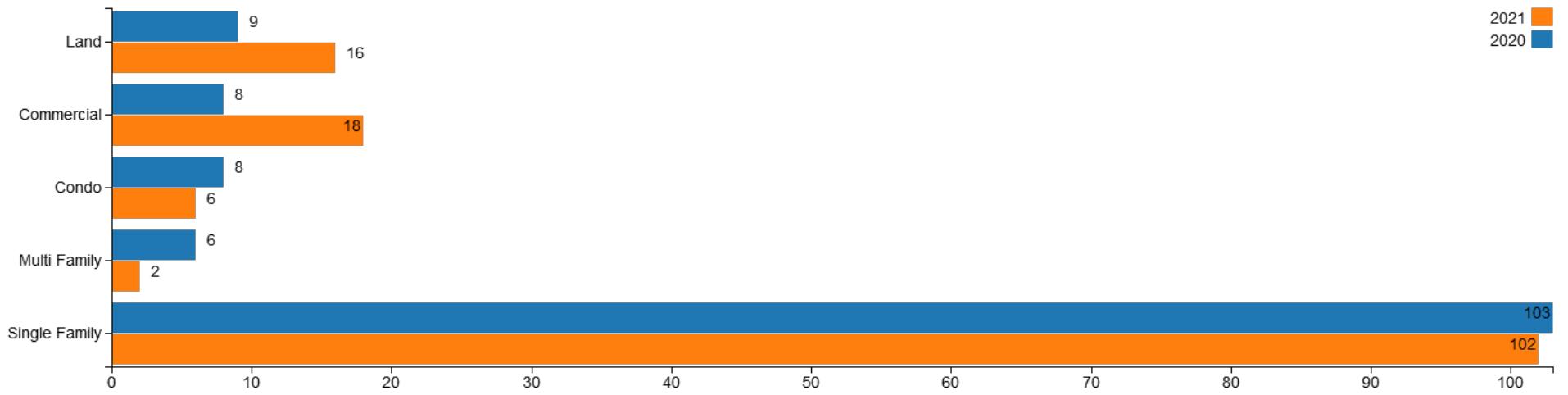


## Vineyard Haven

### Quarterly Comparison: Total Number of Sales

2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	32	45%	26	73%	22	-44%	30	-27%	110	-6%
- Single Family	30	50%	25	127%	20	-43%	27	-27%	102	-1%
- Multi Family	1	-50%	0	-	1	0%	0	-	2	-67%
- Condo	1	-	1	-67%	1	-67%	3	50%	6	-25%
<b>Commercial</b>	5	150%	4	100%	2	0%	7	250%	18	125%
<b>Land</b>	6	100%	2	100%	6	200%	2	-33%	16	78%
<b>Total</b>	43	59%	32	78%	30	-30%	39	-15%	144	7%

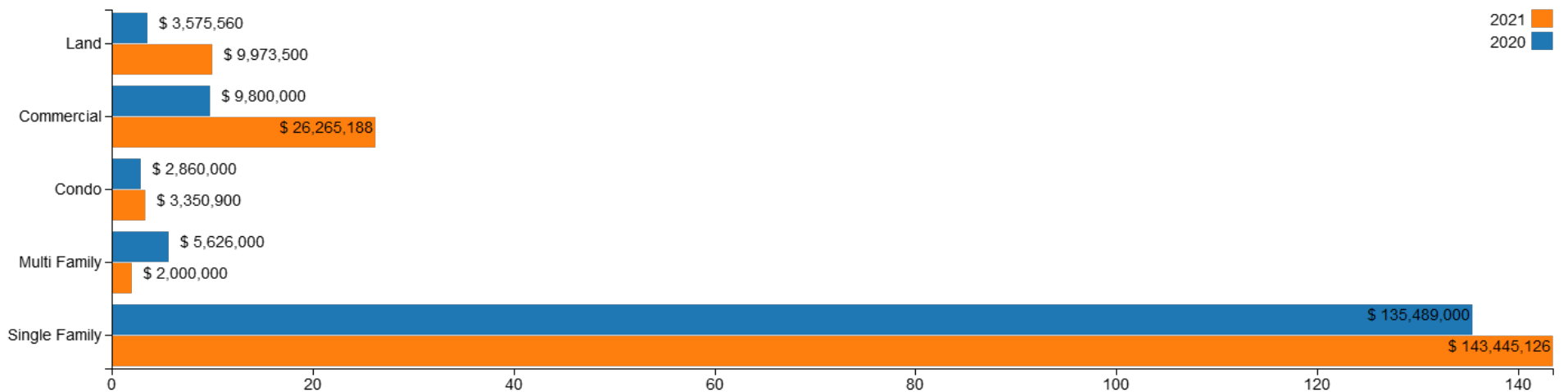




## Vineyard Haven

### Quarterly Comparison: Total Dollar Volume 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$46,822,275	110%	\$32,900,371	107%	\$26,298,050	-41%	\$42,775,330	-30%	\$148,796,026	3%
- Single Family	\$44,862,275	116%	\$32,457,371	123%	\$25,048,050	-42%	\$41,077,430	-28%	\$143,445,126	6%
- Multi Family	\$1,550,000	4%	-	-	\$450,000	-40%	-	-	\$2,000,000	-64%
- Condo	\$410,000	-	\$443,000	-57%	\$800,000	22%	\$1,697,900	44%	\$3,350,900	17%
<b>Commercial</b>	\$11,750,000	783%	\$7,375,000	225%	\$643,688	-84%	\$6,496,500	195%	\$26,265,188	168%
<b>Land</b>	\$4,298,500	279%	\$1,260,000	121%	\$3,390,000	584%	\$1,025,000	-25%	\$9,973,500	179%
<b>Total</b>	\$62,870,775	154%	\$41,535,371	122%	\$30,331,738	-38%	\$50,296,830	-22%	\$185,034,714	18%



LINK

WEST TISBURY  
**ANNUAL SALES  
SUMMARY**  
2021



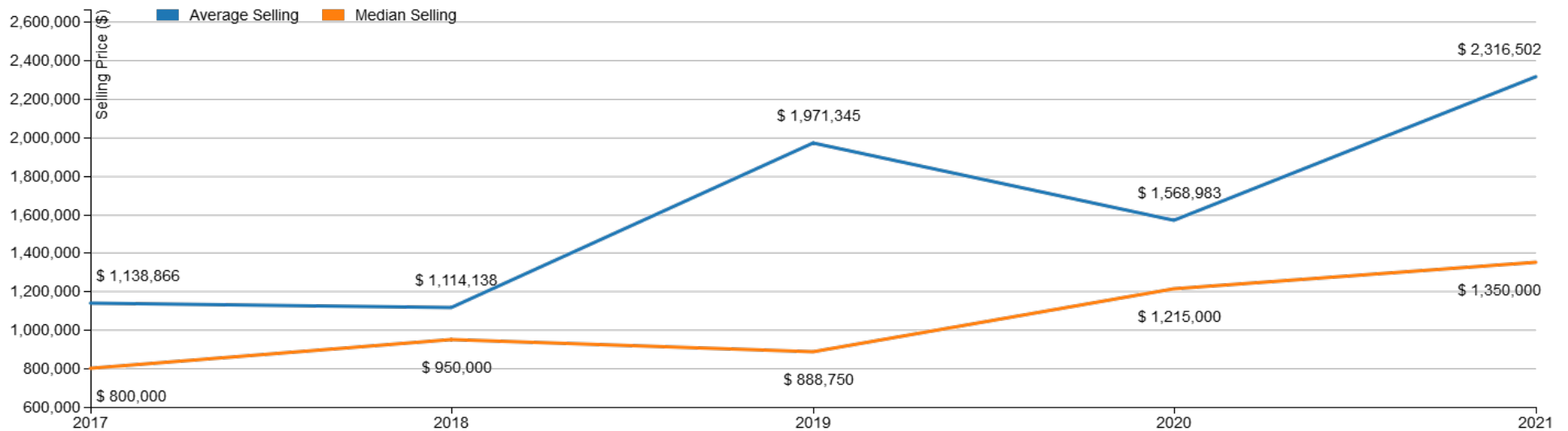
West Tisbury

Summary: Single/Multi-Family Sales

2021

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	52	-	\$1,138,866	-	\$800,000	-	115%	-	\$59,221,016	-	294
2018	45	-13%	\$1,114,138	-2%	\$950,000	19%	135%	18%	\$50,136,213	-15%	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

### Average / Median Selling Price

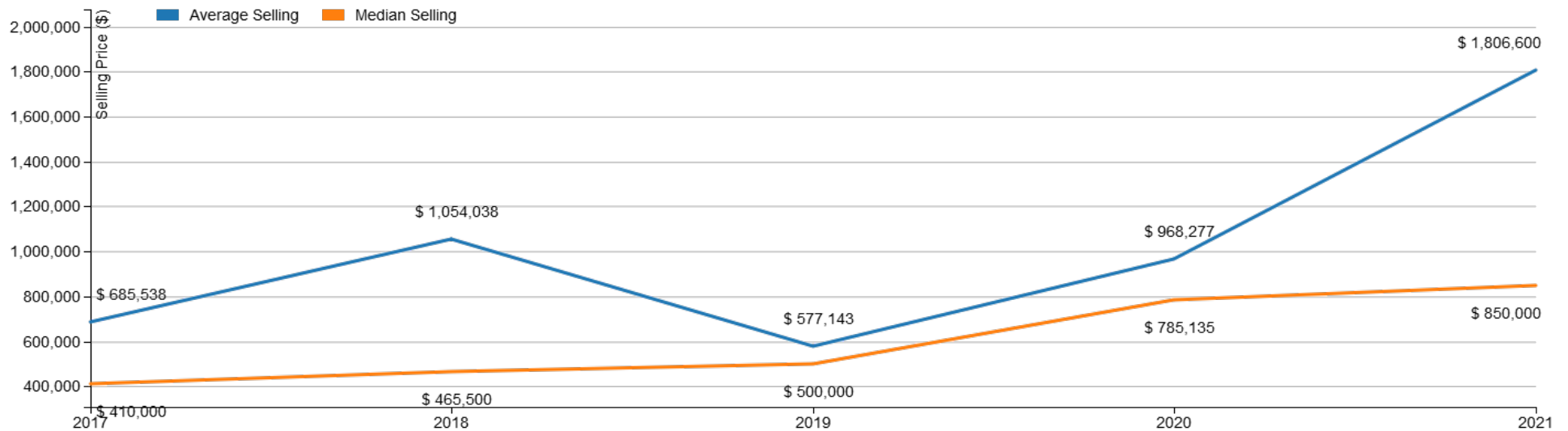


# LINK

## West Tisbury Summary: Land Sales 2021

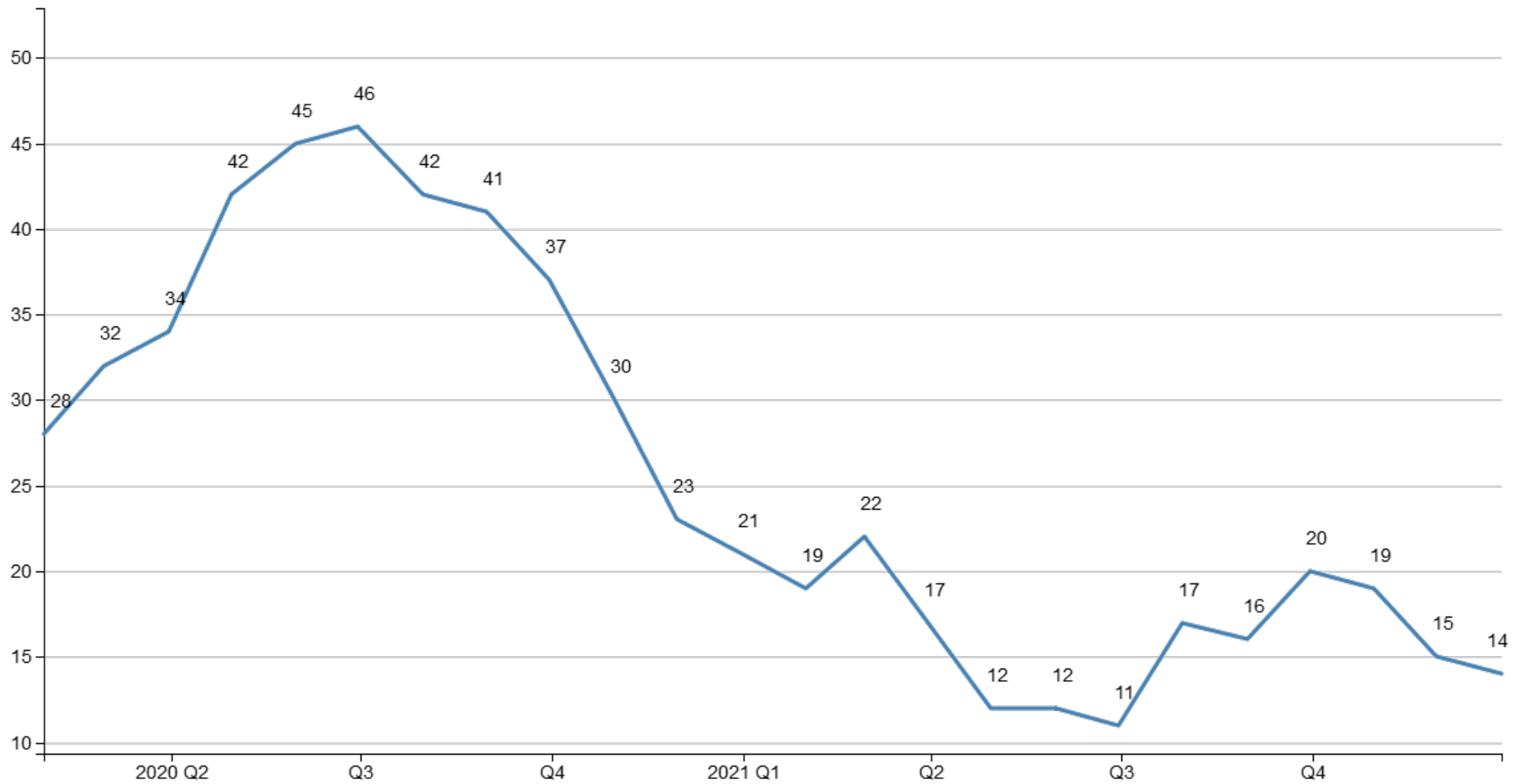
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2017	13	-	\$685,538	-	\$410,000	-	127%	-	\$8,912,000	-	384
2018	13	0%	\$1,054,038	54%	\$465,500	14%	138%	9%	\$13,702,500	54%	410
2019	14	8%	\$577,143	-45%	\$500,000	7%	117%	-15%	\$8,080,000	-41%	219
2020	10	-29%	\$968,277	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

### Average / Median Selling Price



# LINK

## West Tisbury Inventory 2021



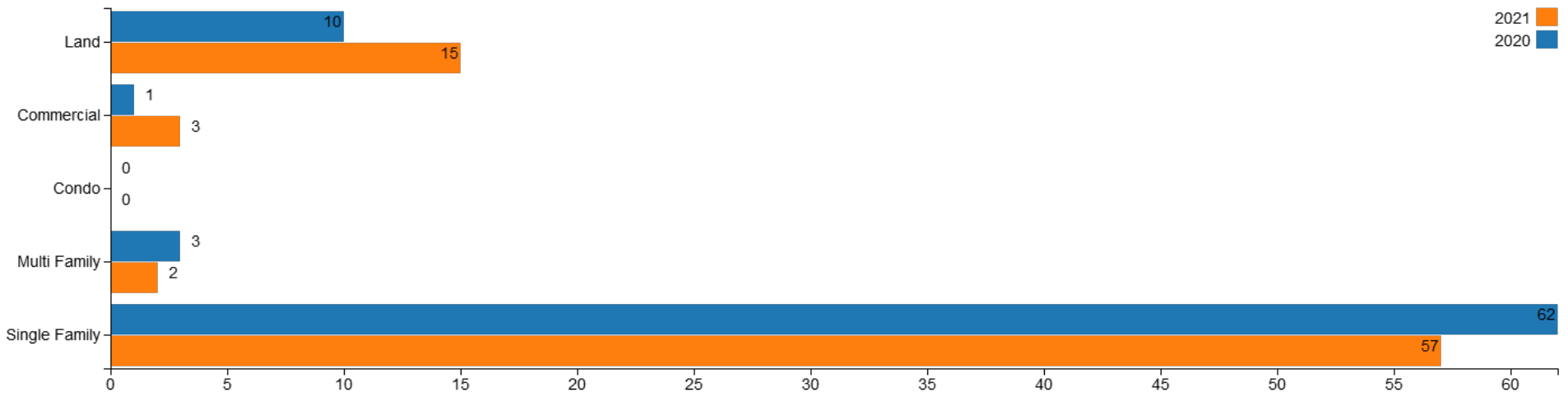




## West Tisbury

### Quarterly Comparison: Total Number of Sales 2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
<b>Residential</b>	11	38%	11	120%	17	-39%	20	-17%	59	-9%
- Single Family	11	38%	11	175%	17	-39%	18	-18%	57	-8%
- Multi Family	0	-	0	-	0	-	2	0%	2	-33%
- Condo	0	-	0	-	0	-	0	-	0	-
<b>Commercial</b>	0	-	1	-	0	-	2	100%	3	200%
<b>Land</b>	0	-	10	233%	1	-67%	4	300%	15	50%
<b>Total</b>	11	0%	22	175%	18	-42%	26	0%	77	1%





West Tisbury

Quarterly Comparison: Total Dollar Volume

2021

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
<b>Residential</b>	\$24,215,000	84%	\$28,692,600	413%	\$34,517,500	-27%	\$49,248,509	37%	\$136,673,609	34%
- Single Family	\$24,215,000	84%	\$28,692,600	503%	\$34,517,500	-27%	\$34,908,509	6%	\$122,333,609	24%
- Multi Family	-	-	-	-	-	-	\$14,340,000	403%	\$14,340,000	289%
- Condo	-	-	-	-	-	-	-	-	-	-
<b>Commercial</b>	-	-	\$450,000	-	-	-	\$1,100,000	-75%	\$1,550,000	-65%
<b>Land</b>	-	-	\$22,295,000	555%	\$700,000	-71%	\$4,104,000	433%	\$27,099,000	180%
<b>Total</b>	\$24,215,000	49%	\$51,437,600	472%	\$35,217,500	-29%	\$54,452,509	32%	\$165,322,609	42%

