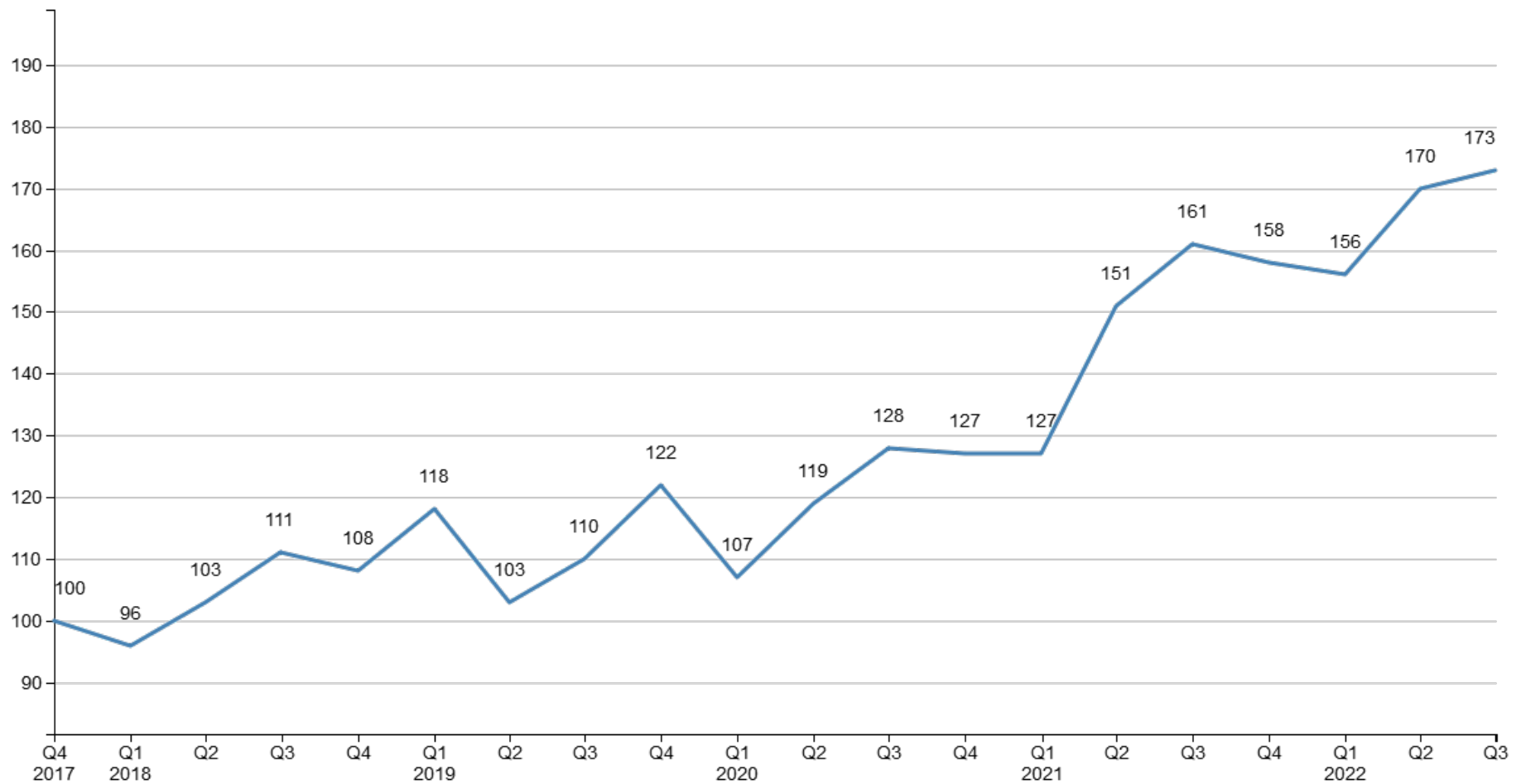


LINK

MARTHA'S VINEYARD
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2022

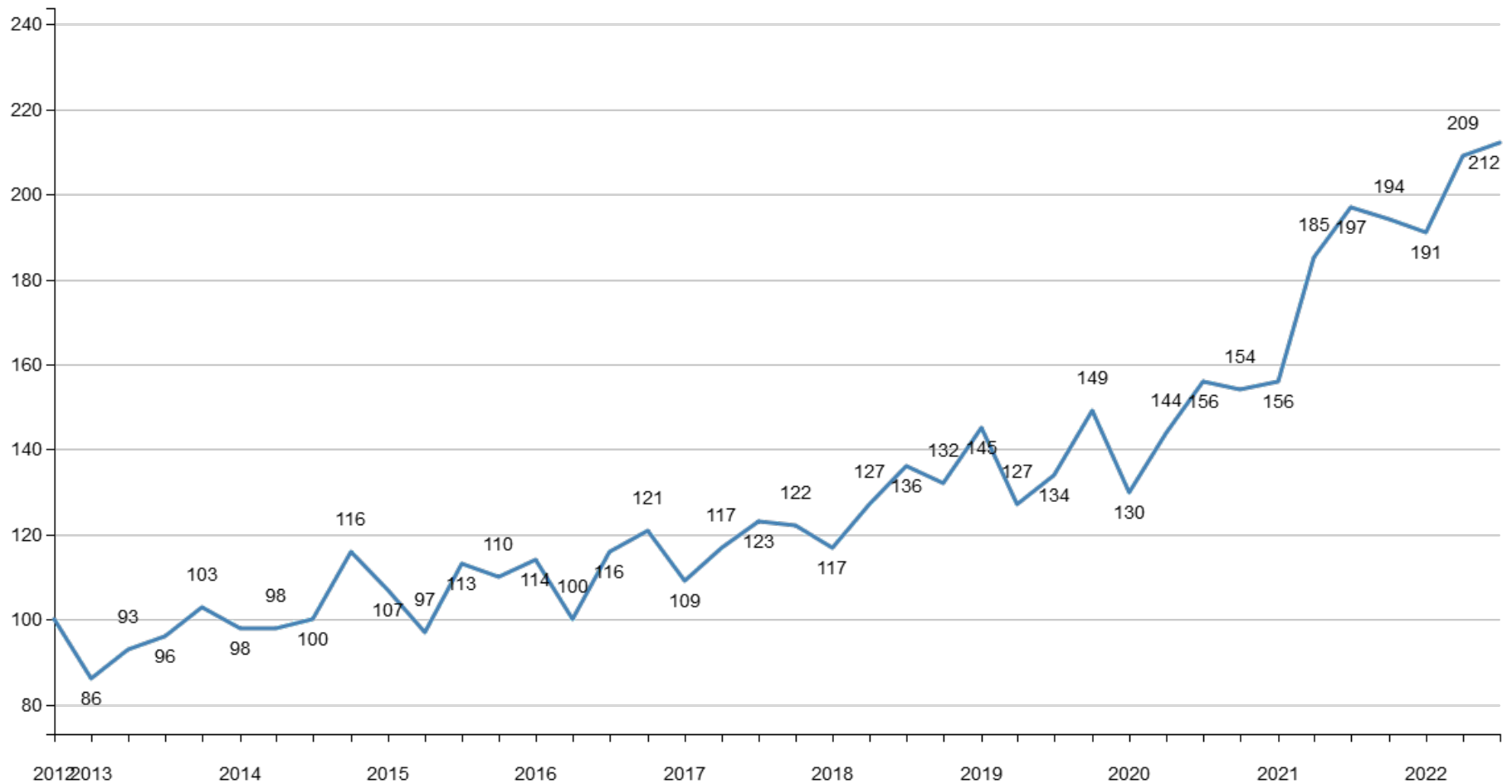
LINK

Island-wide Five Year Price Index (Appreciation Rate)



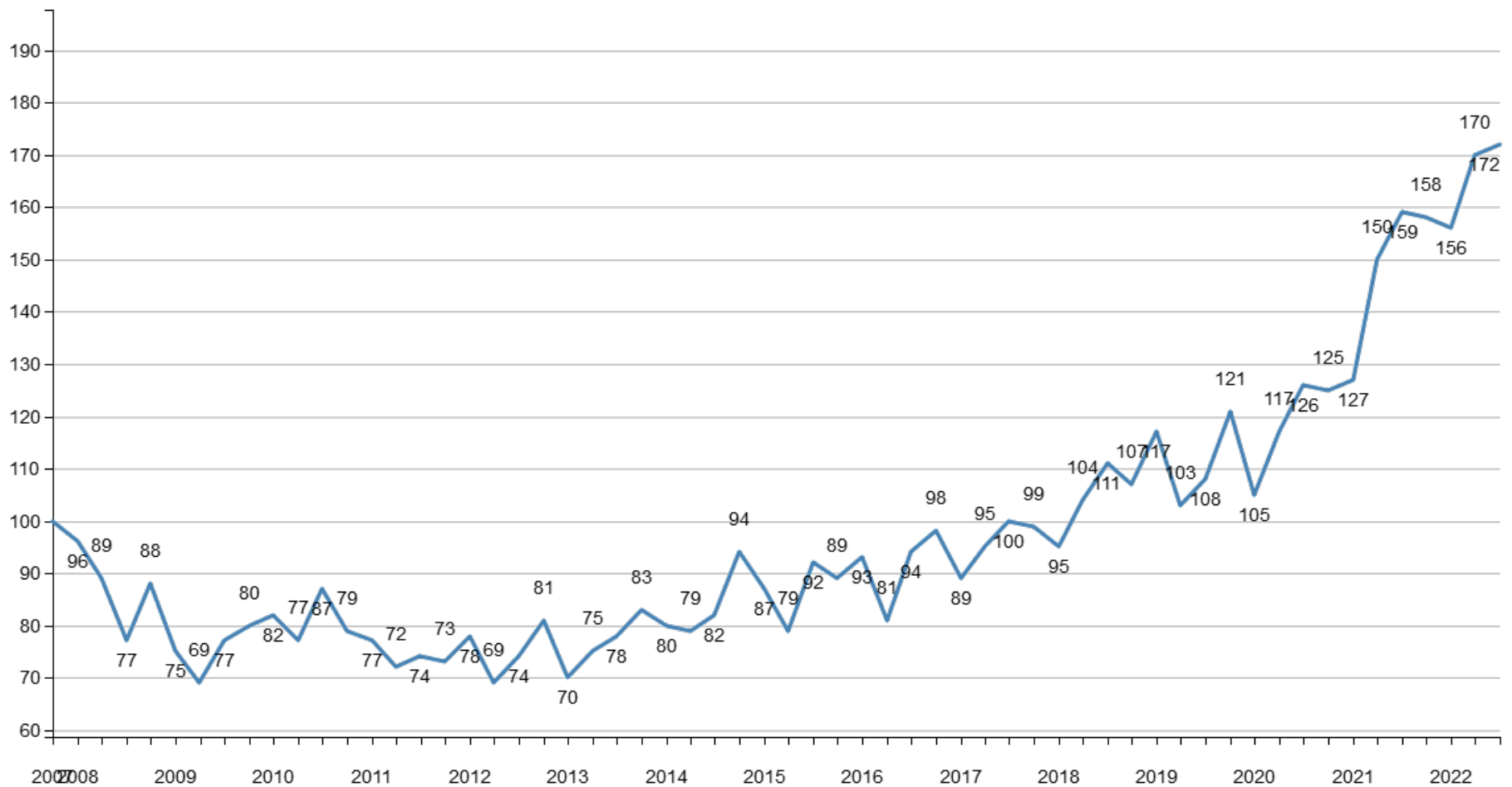
LINK

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.



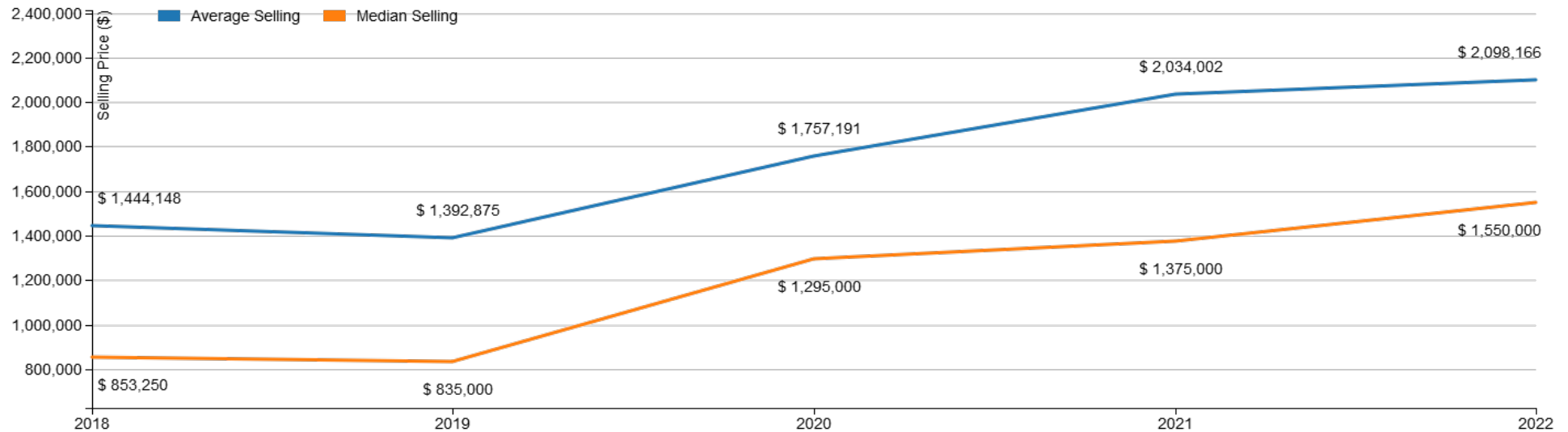
Island-Wide

Summary: Single/Multi-Family Sales

3rd Quarter 2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	96	-	\$1,444,148	-	\$853,250	-	128%	-	\$138,638,186	-	193
2019	101	5%	\$1,392,875	-4%	\$835,000	-2%	131%	2%	\$140,680,340	1%	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

Average / Median Selling Price



LINK

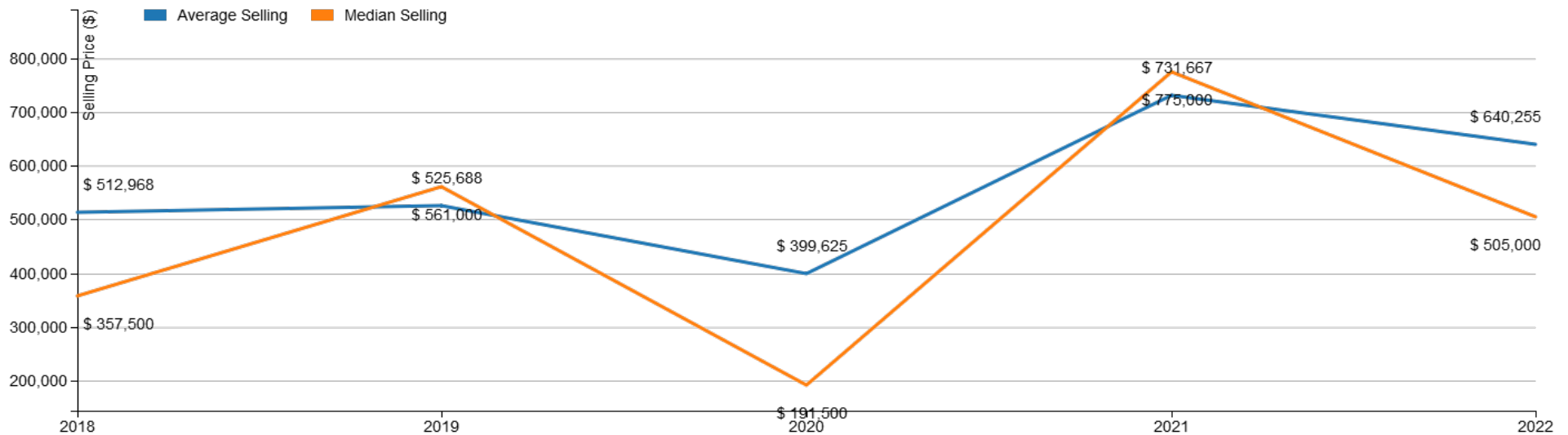
Island-Wide

Summary: Condo Sales

3rd Quarter 2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2018	11	-	\$512,968	-	\$357,500	-	\$529	-	\$508	-	\$5,642,650	-	243
2019	8	-27%	\$525,688	2%	\$561,000	57%	\$753	42%	\$742	46%	\$4,205,500	-25%	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

Average / Median Selling Price

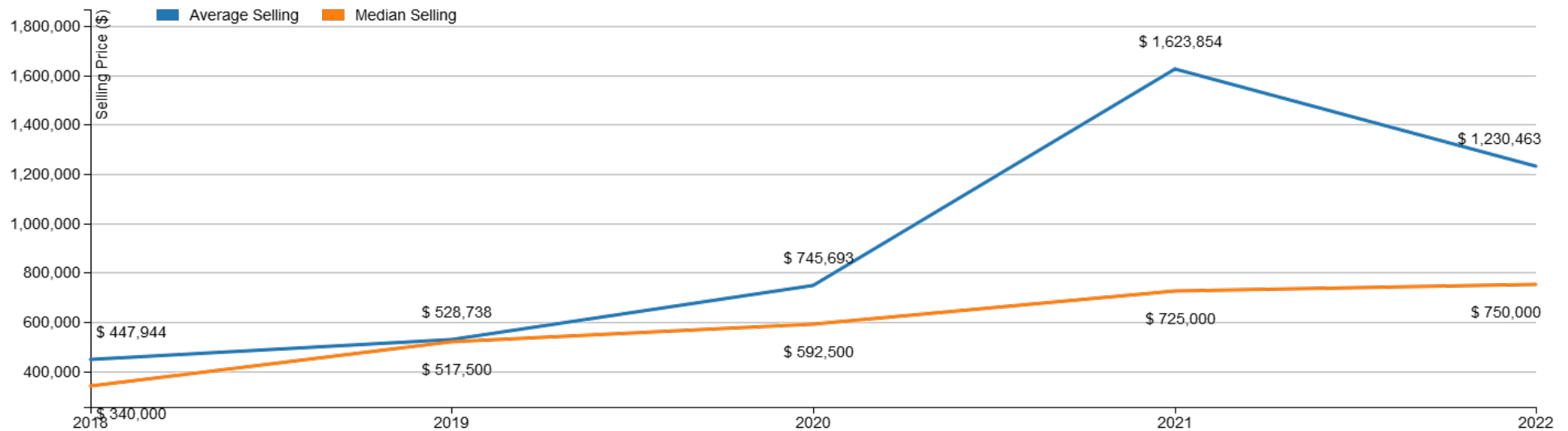


LINK

Island-Wide Summary: Land Sales 3rd Quarter 2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	18	-	\$447,944	-	\$340,000	-	164%	-	\$8,063,000	-	203
2019	22	22%	\$528,738	18%	\$517,500	52%	122%	-25%	\$11,632,229	44%	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

Average / Median Selling Price



LINK

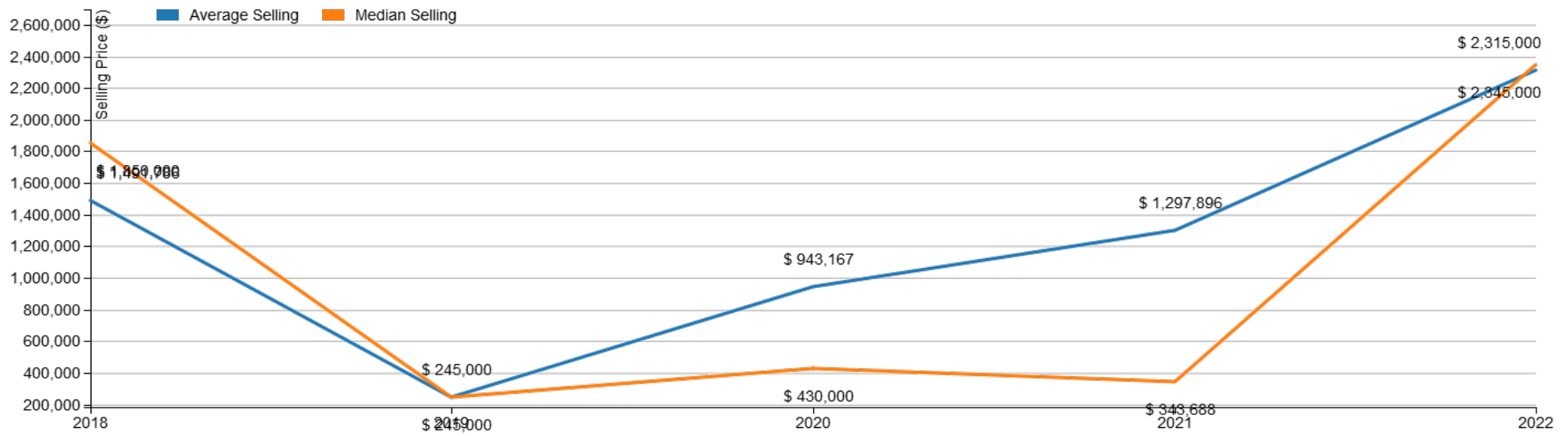
Island-Wide

Summary: Commercial Sales

3rd Quarter 2022

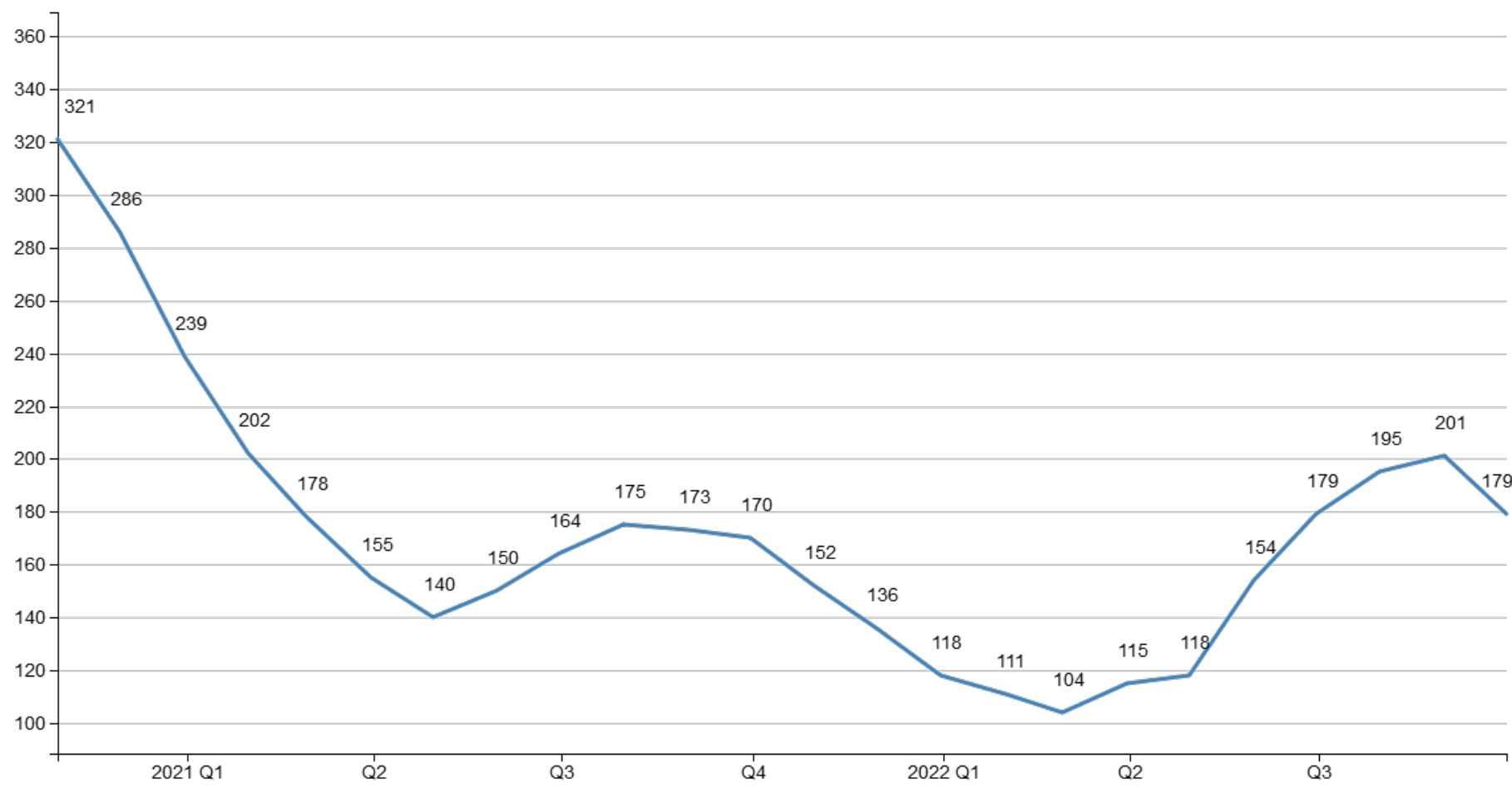
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	7	-	\$1,491,786	-	\$1,850,000	-	108%	-	\$10,442,500	-	300
2019	1	-86%	\$245,000	-84%	\$245,000	-87%	154%	42%	\$245,000	-98%	209
2020	6	500%	\$943,167	285%	\$430,000	76%	131%	-15%	\$5,659,000	2,210%	502
2021	3	-50%	\$1,297,896	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

Average / Median Selling Price





Island-Wide
Inventory
3rd Quarter 2022

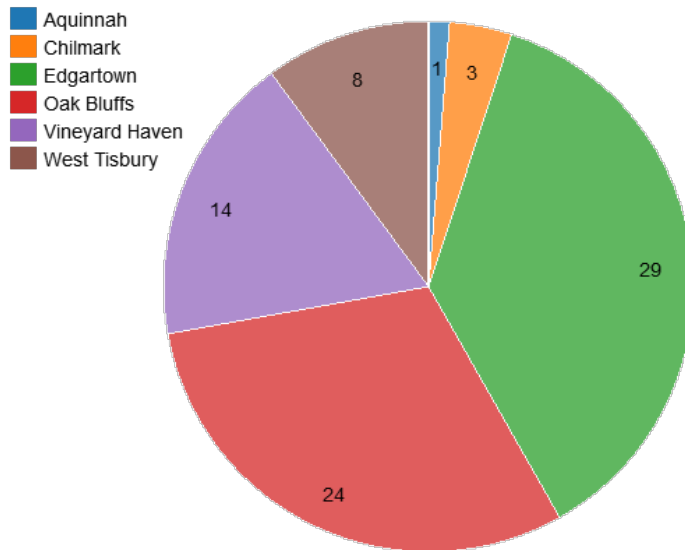


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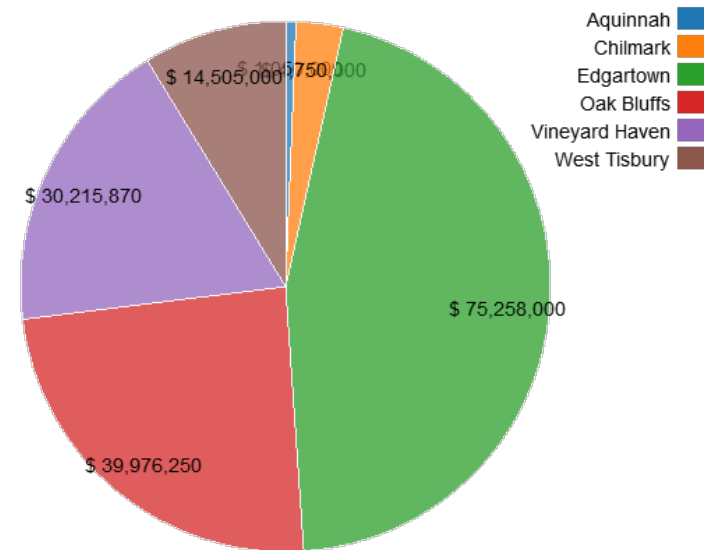
Sales Summary by Town Single/Multi-Family 3rd Quarter 2022

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	1	-50%	\$1,050,000	-3%	\$1,050,000	-3%	143%	-14%	\$1,050,000	-52%	42
Chilmark	3	-75%	\$1,583,333	-54%	\$1,600,000	-44%	163%	10%	\$4,750,000	-89%	
Edgartown	29	-12%	\$2,595,103	-3%	\$2,000,000	3%	242%	54%	\$75,258,000	-14%	130
Oak Bluffs	24	-14%	\$1,665,677	22%	\$1,295,000	25%	159%	6%	\$39,976,250	5%	95
Vineyard Haven	14	-33%	\$2,158,276	78%	\$1,245,000	29%	153%	-14%	\$30,215,870	19%	124
West Tisbury	8	-53%	\$1,813,125	-11%	\$1,440,000	11%	187%	20%	\$14,505,000	-58%	79

Number of Sales by Town



Total Dollar Volume by Town





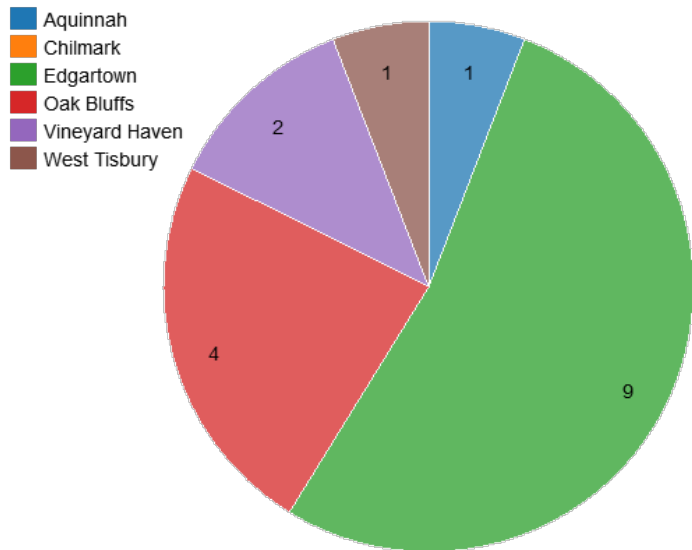
Sales Summary by Town

Land

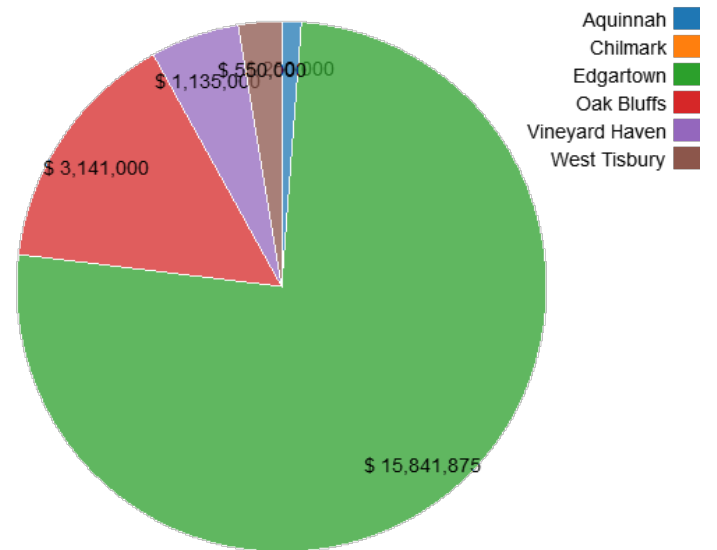
3rd Quarter 2022

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	1	-50%	\$250,000	-95%	\$250,000	-95%	13%	-87%	\$250,000	-98%	75
Chilmark	0	-	-	-	-	-	-	-	-	-	
Edgartown	9	-10%	\$1,760,208	3%	\$1,585,000	1%	166%	-6%	\$15,841,875	-7%	235
Oak Bluffs	4	300%	\$785,250	-74%	\$697,500	-77%	156%	-	\$3,141,000	5%	81
Vineyard Haven	2	-67%	\$567,500	0%	\$567,500	6%	219%	26%	\$1,135,000	-67%	
West Tisbury	1	0%	\$550,000	-21%	\$550,000	-21%	2,895%	1,103%	\$550,000	-21%	419

Number of Sales by Town



Total Dollar Volume by Town



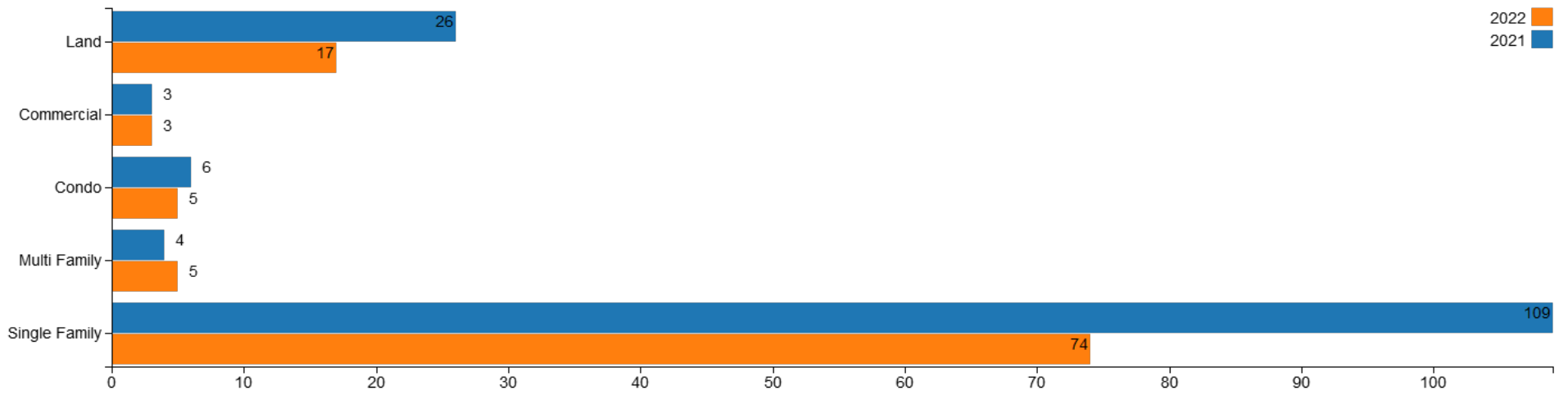


Island-Wide

Quarterly Comparison: Total Number of Sales

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	83	-31%	92	-23%	84	-29%	0	-	259	-28%
- Single Family	75	-32%	79	-29%	74	-32%	0	-	228	-31%
- Multi Family	6	100%	2	-50%	5	25%	0	-	13	18%
- Condo	2	-67%	11	120%	5	-17%	0	-	18	6%
Commercial	8	0%	6	-40%	3	0%	0	-	17	-19%
Land	18	-31%	18	-51%	17	-35%	0	-	53	-40%
Total	109	-29%	116	-31%	104	-30%	0	-	329	-30%



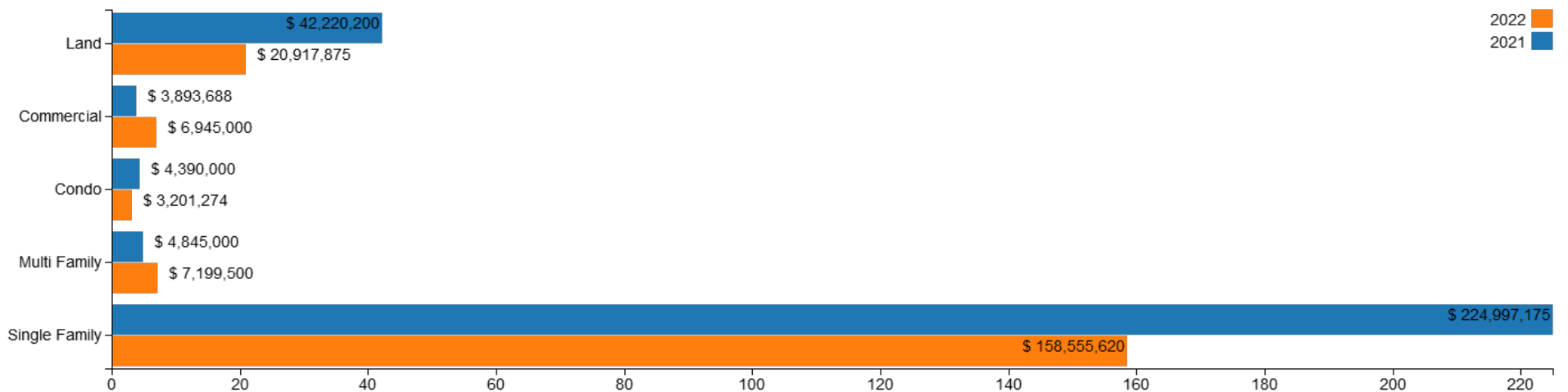


Island-Wide

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$173,313,208	-14%	\$178,455,729	-33%	\$168,956,394	-28%	-	-	\$520,725,331	-26%
- Single Family	\$162,558,208	-16%	\$168,167,950	-27%	\$158,555,620	-30%	-	-	\$489,281,778	-25%
- Multi Family	\$8,780,000	174%	\$3,335,000	-90%	\$7,199,500	49%	-	-	\$19,314,500	-53%
- Condo	\$1,975,000	-39%	\$6,952,779	174%	\$3,201,274	-27%	-	-	\$12,129,053	19%
Commercial	\$15,699,500	-33%	\$10,375,000	-29%	\$6,945,000	78%	-	-	\$33,019,500	-21%
Land	\$31,379,000	17%	\$15,701,750	-69%	\$20,917,875	-50%	-	-	\$67,998,625	-44%
Total	\$220,391,708	-12%	\$204,532,479	-39%	\$196,819,269	-30%	\$0	-	\$621,743,456	-28%



LINK

AQUINNAH
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2022



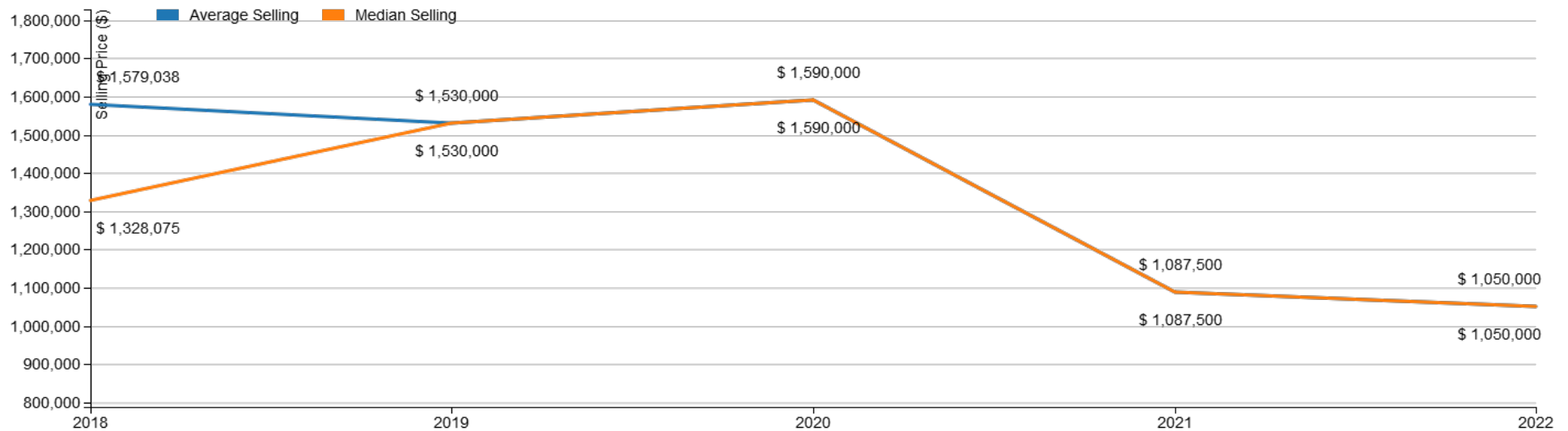
Aquinnah

Summary: Single/Multi-Family Sales

3rd Quarter 2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	4	-	\$1,579,038	-	\$1,328,075	-	117%	-	\$6,316,150	-	356
2019	2	-50%	\$1,530,000	-3%	\$1,530,000	15%	103%	-12%	\$3,060,000	-52%	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

Average / Median Selling Price



LINK

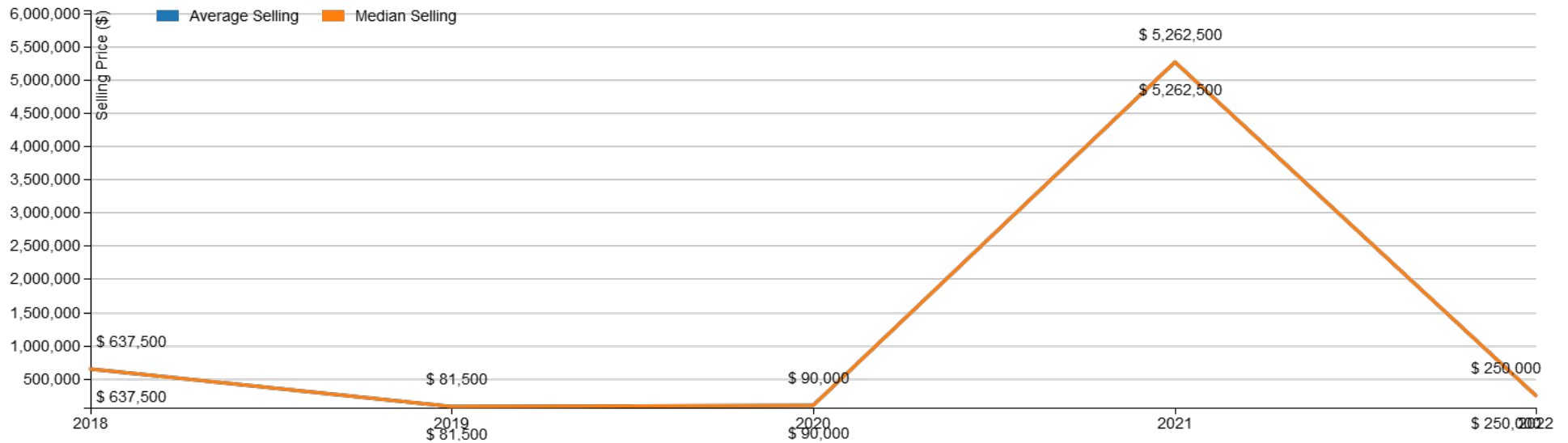
Aquinnah

Summary: Land Sales

3rd Quarter 2022

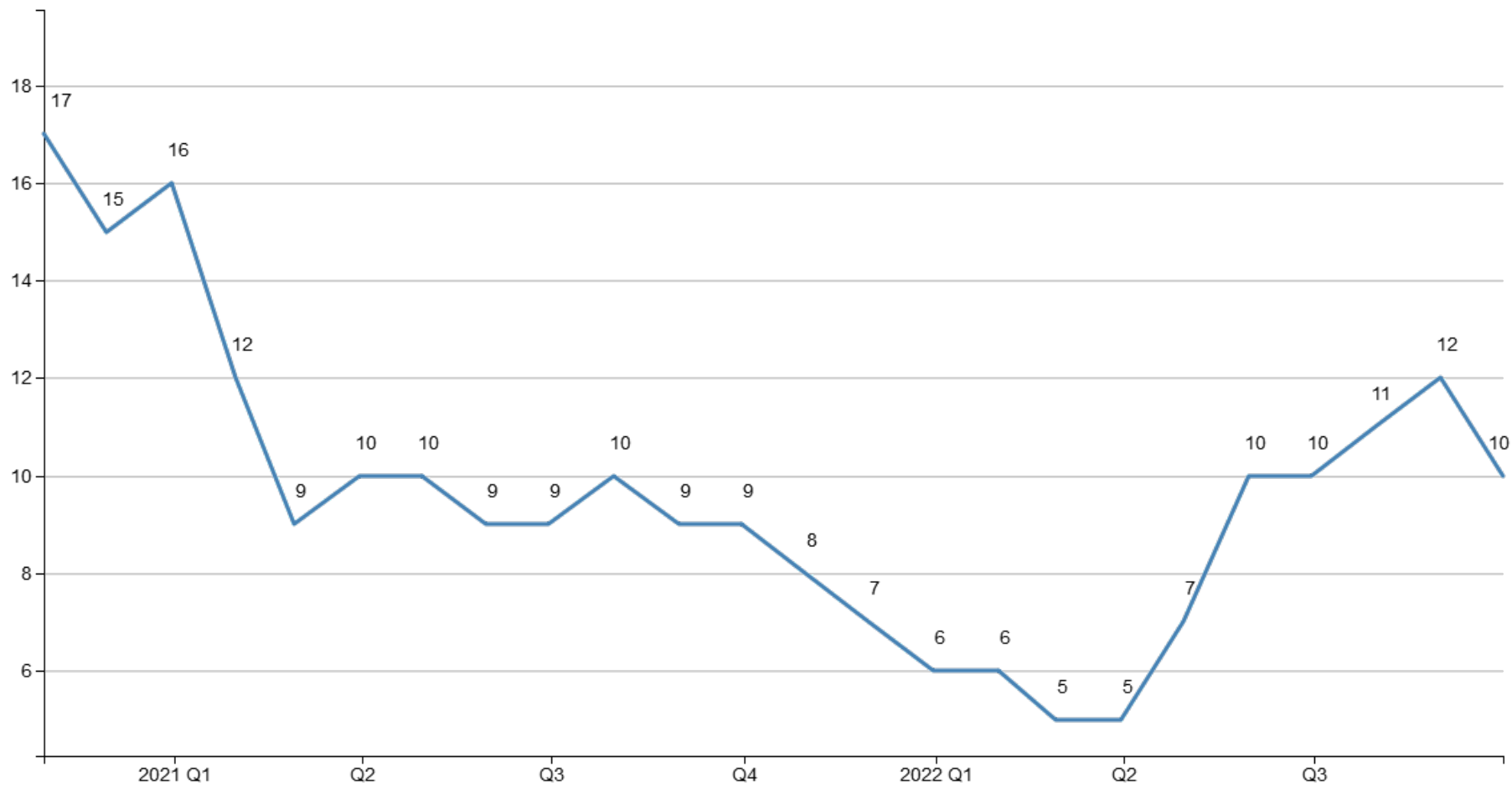
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	2	-	\$637,500	-	\$637,500	-	98%	-	\$1,275,000	-	590
2019	1	-50%	\$81,500	-87%	\$81,500	-87%	13%	-87%	\$81,500	-94%	122
2020	1	0%	\$90,000	10%	\$90,000	10%	52%	298%	\$90,000	10%	764
2021	2	100%	\$5,262,500	5,747%	\$5,262,500	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

Average / Median Selling Price





Aquinnah
Inventory
3rd Quarter 2022



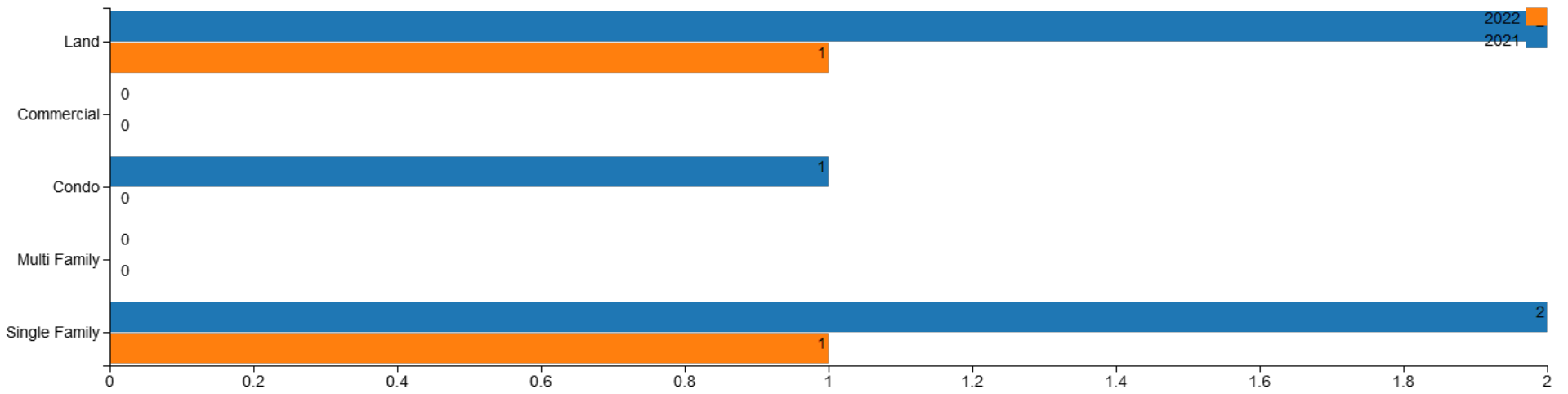


Aquinnah

Quarterly Comparison: Total Number of Sales

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	1	0%	1	-80%	1	-67%	0	-	3	-67%
- Single Family	1	0%	1	-80%	1	-50%	0	-	3	-63%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	0	-	1	-75%	1	-50%	0	-	2	-71%
Total	1	-50%	2	-78%	2	-60%	0	-	5	-69%



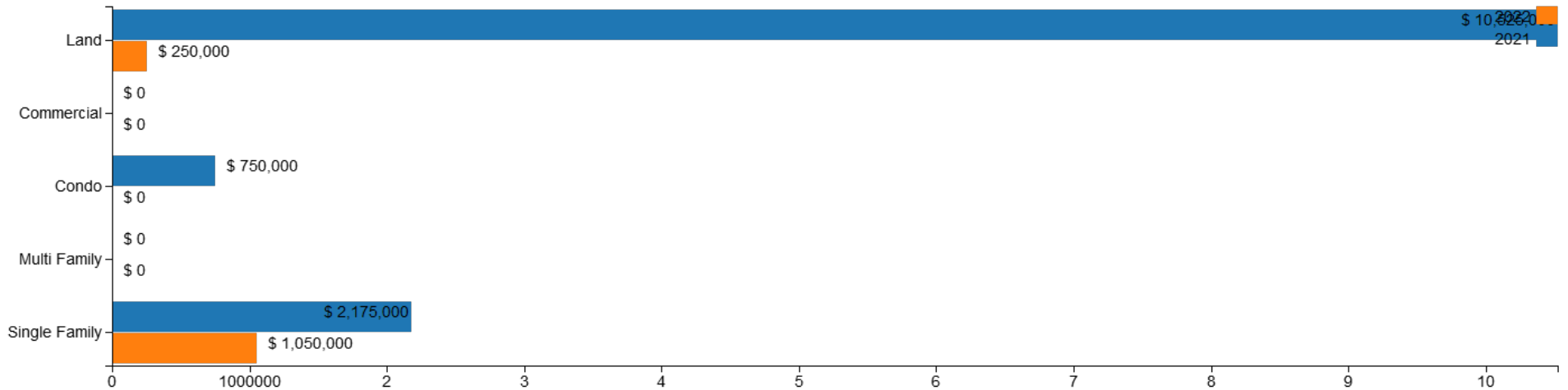


Aquinnah

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$650,000	-73%	\$3,400,000	-56%	\$1,050,000	-64%	-	-	\$5,100,000	-61%
- Single Family	\$650,000	-73%	\$3,400,000	-56%	\$1,050,000	-52%	-	-	\$5,100,000	-58%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	-	-	\$450,000	-77%	\$250,000	-98%	-	-	\$700,000	-94%
Total	\$650,000	-75%	\$3,850,000	-60%	\$1,300,000	-90%	\$0	-	\$5,800,000	-77%



LINK

CHILMARK
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2022



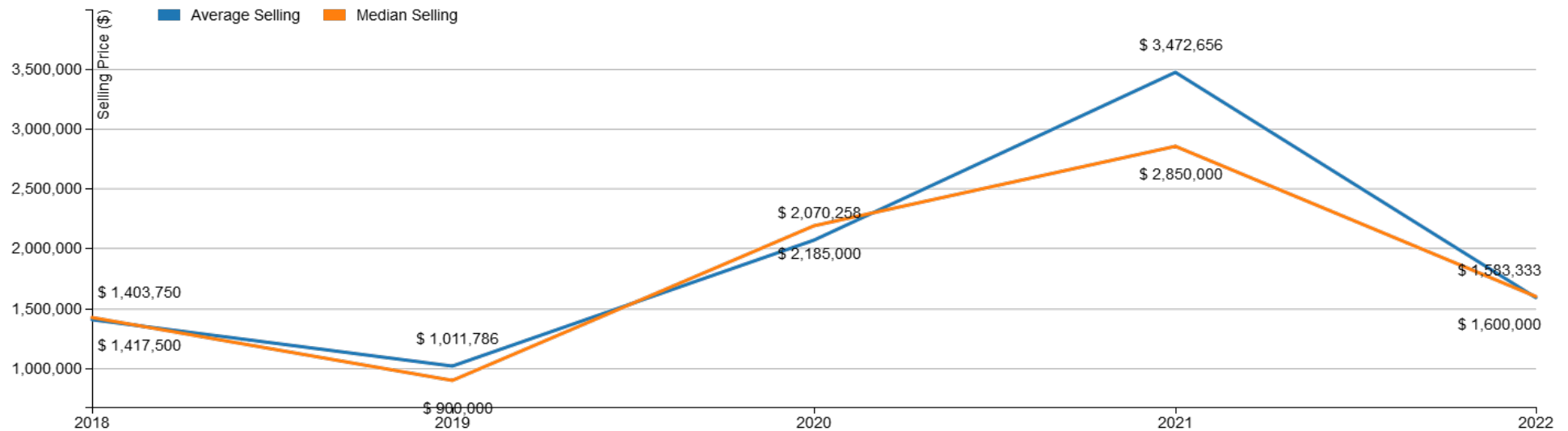
Chilmark

Summary: Single/Multi-Family Sales

3rd Quarter 2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	6	-	\$1,403,750	-	\$1,417,500	-	120%	-	\$8,422,500	-	151
2019	7	17%	\$1,011,786	-28%	\$900,000	-37%	137%	14%	\$7,082,500	-16%	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%	

Average / Median Selling Price



LINK

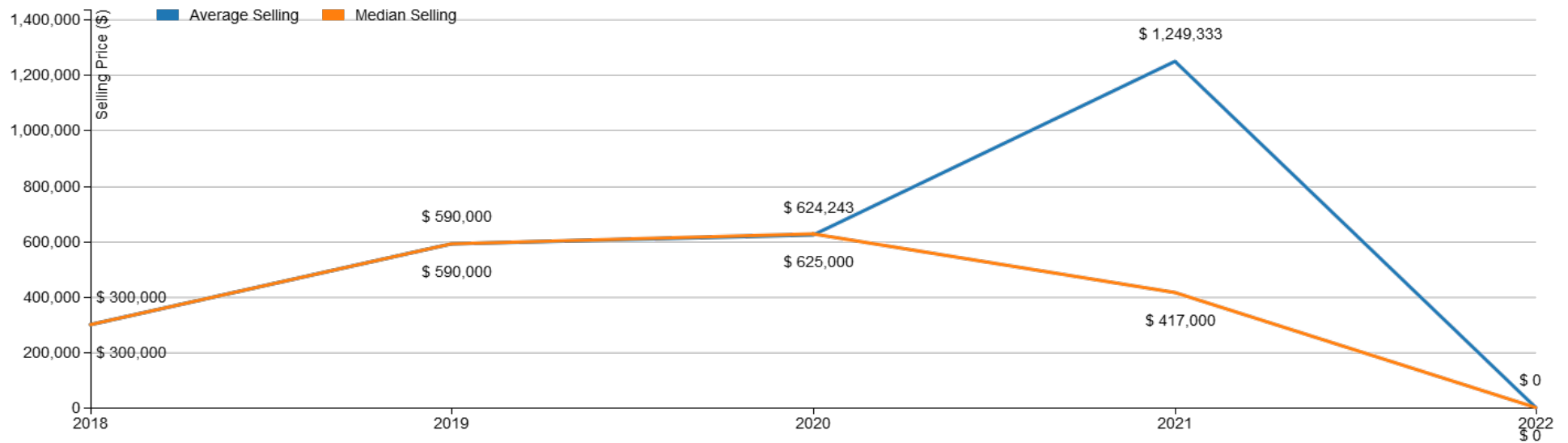
Chilmark

Summary: Land Sales

3rd Quarter 2022

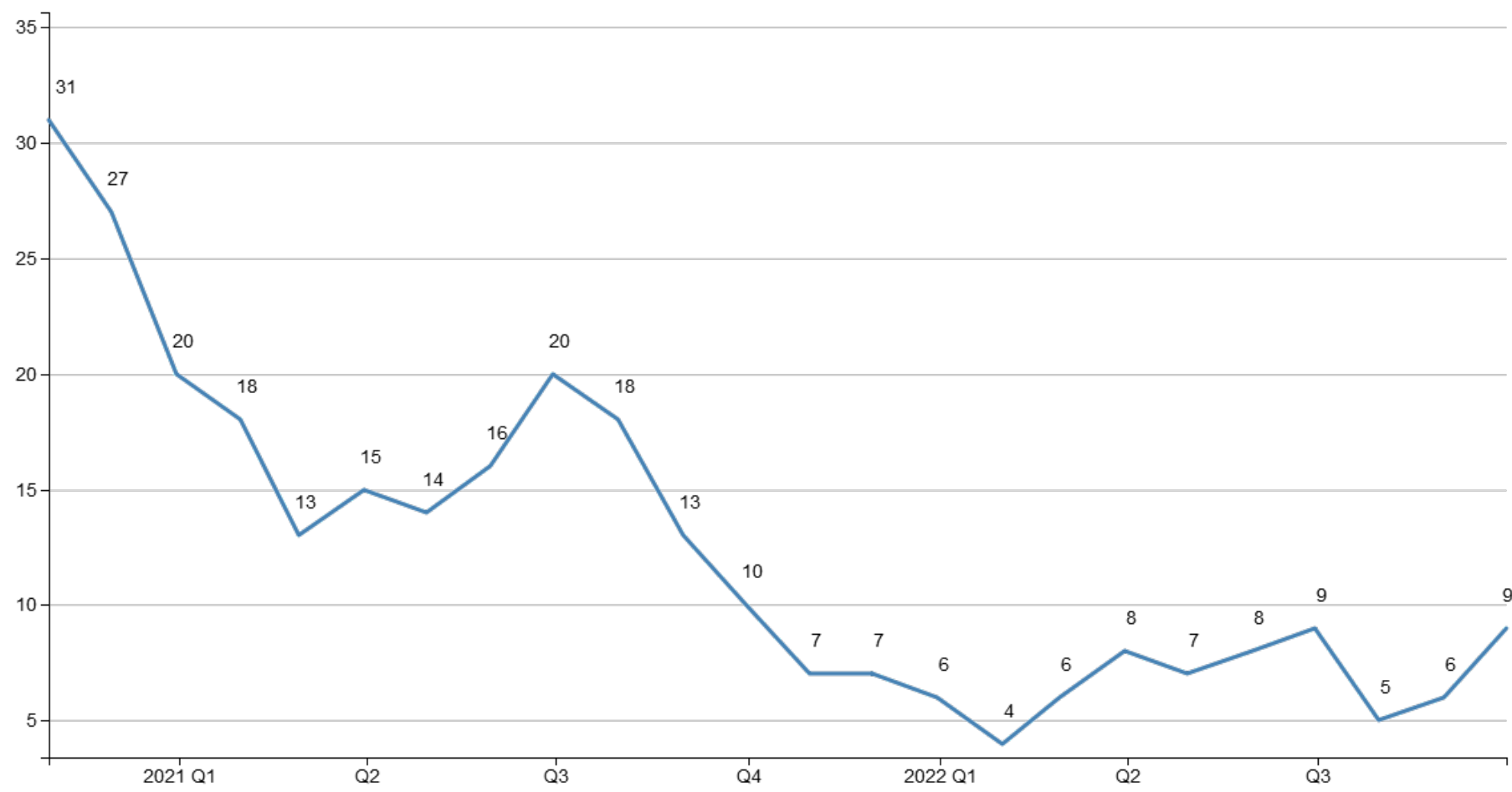
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	4	-	\$300,000	-	\$300,000	-	292%	-	\$1,200,000	-	83
2019	2	-50%	\$590,000	97%	\$590,000	97%	113%	-61%	\$1,180,000	-2%	697
2020	7	250%	\$624,243	6%	\$625,000	6%	97%	-14%	\$4,369,700	270%	539
2021	6	-14%	\$1,249,333	100%	\$417,000	-33%	121%	24%	\$7,496,000	72%	200
2022	0	-	-	-	-	-	-	-	-	-	

Average / Median Selling Price





Chilmark
Inventory
3rd Quarter 2022



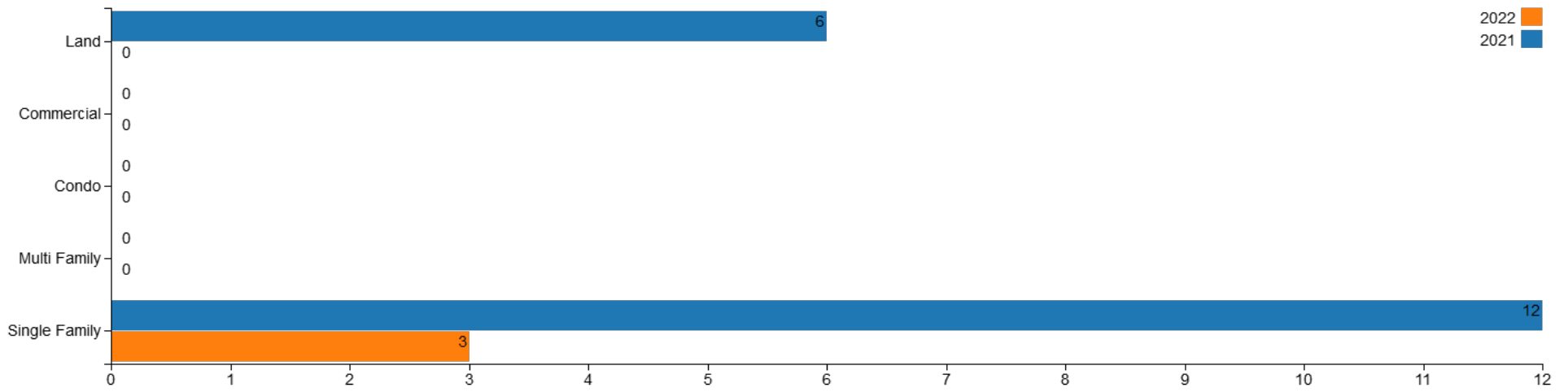


Chilmark

Quarterly Comparison: Total Number of Sales

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	5	-17%	4	33%	3	-75%	0	-	12	-43%
- Single Family	4	-33%	4	33%	3	-75%	0	-	11	-48%
- Multi Family	1	-	0	-	0	-	0	-	1	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	1	-	0	-	0	-	1	-
Land	0	-	0	-	0	-	0	-	0	-
Total	5	-44%	5	-50%	3	-83%	0	-	13	-65%



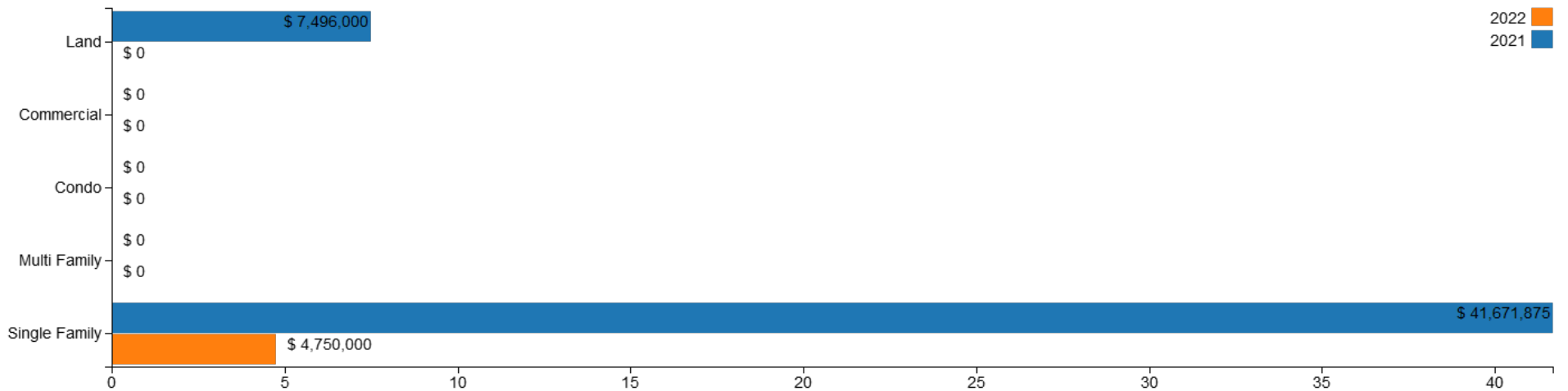


Chilmark

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$18,588,000	68%	\$17,920,000	137%	\$4,750,000	-89%	-	-	\$41,258,000	-32%
- Single Family	\$16,828,000	52%	\$17,920,000	137%	\$4,750,000	-89%	-	-	\$39,498,000	-35%
- Multi Family	\$1,760,000	-	-	-	-	-	-	-	\$1,760,000	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	\$2,575,000	-	-	-	-	-	\$2,575,000	-
Land	-	-	-	-	-	-	-	-	-	-
Total	\$18,588,000	44%	\$20,495,000	25%	\$4,750,000	-90%	\$0	-	\$43,833,000	-44%



LINK

EDGARTOWN
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2022



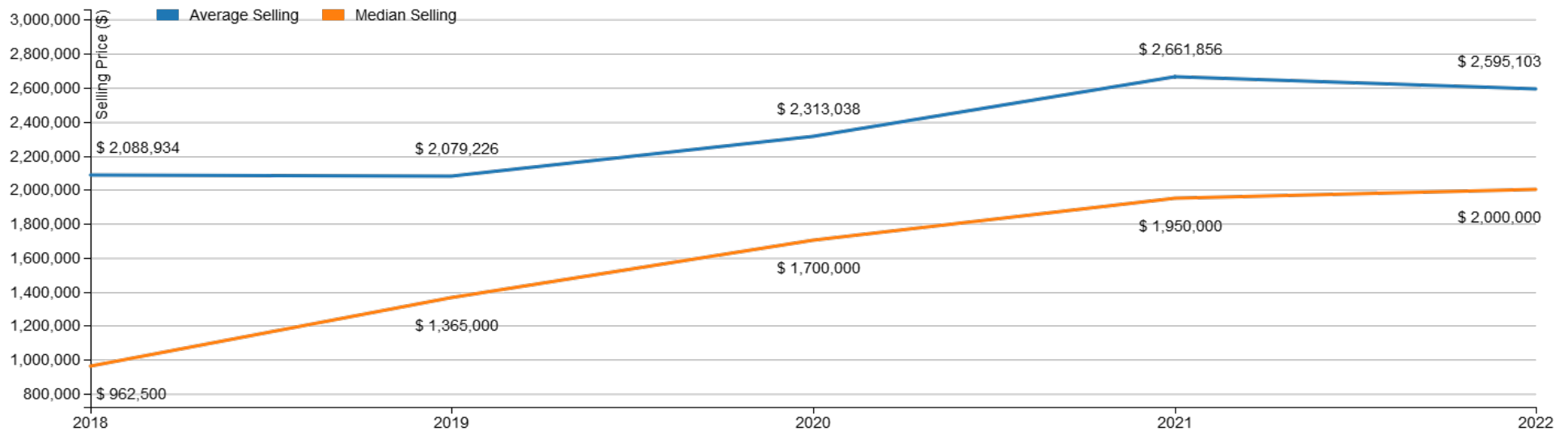
Edgartown

Summary: Single/Multi-Family Sales

3rd Quarter 2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	34	-	\$2,088,934	-	\$962,500	-	146%	-	\$71,023,748	-	174
2019	31	-9%	\$2,079,226	0%	\$1,365,000	42%	134%	-8%	\$64,456,000	-9%	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

Average / Median Selling Price





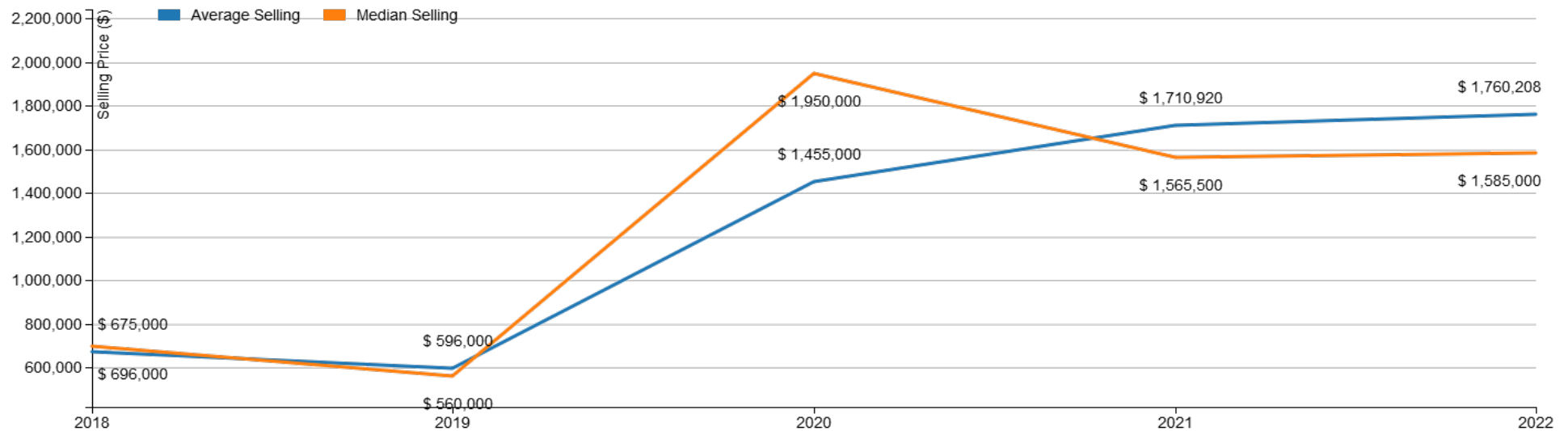
Edgartown

Summary: Land Sales

3rd Quarter 2022

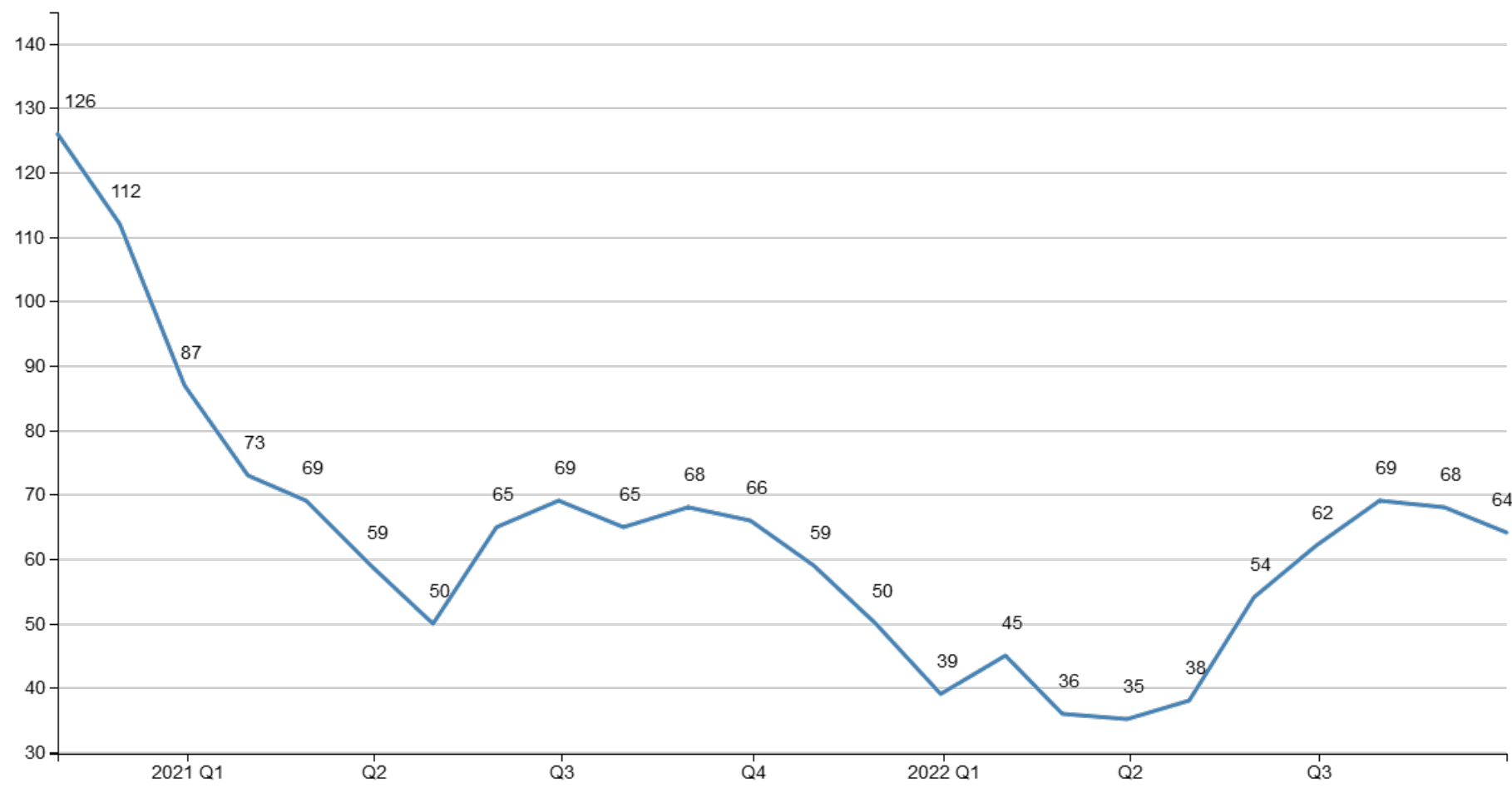
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	4	-	\$675,000	-	\$696,000	-	147%	-	\$2,700,000	-	270
2019	8	100%	\$596,000	-12%	\$560,000	-20%	151%	3%	\$4,768,000	77%	138
2020	5	-38%	\$1,455,000	144%	\$1,950,000	248%	118%	-22%	\$7,275,000	53%	330
2021	10	100%	\$1,710,920	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

Average / Median Selling Price





Edgartown
Inventory
3rd Quarter 2022



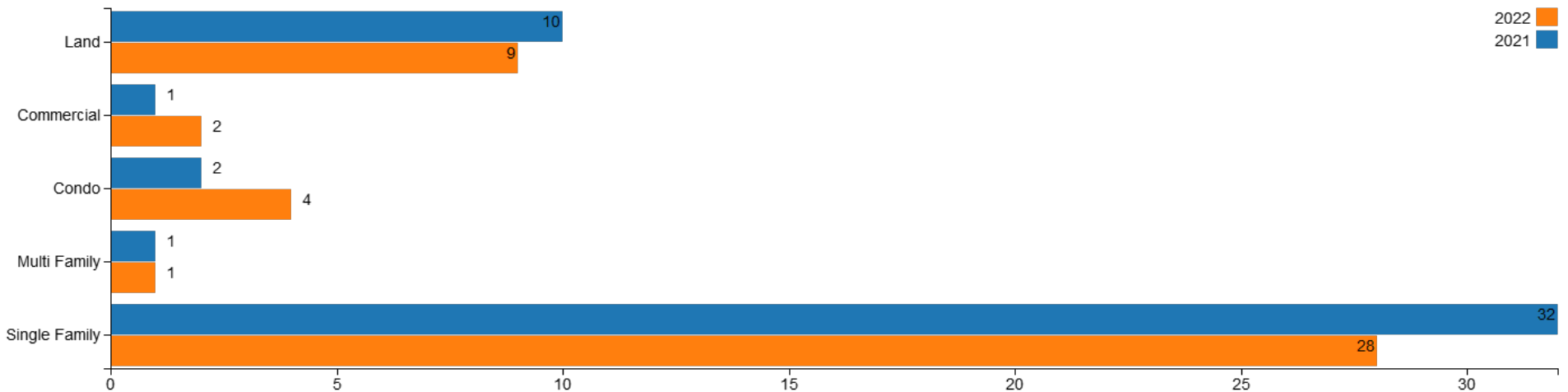


Edgartown

Quarterly Comparison: Total Number of Sales

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	34	-17%	26	-35%	33	-6%	0	-	93	-20%
- Single Family	32	-14%	18	-47%	28	-13%	0	-	78	-24%
- Multi Family	1	0%	0	-	1	0%	0	-	2	-60%
- Condo	1	-67%	8	167%	4	100%	0	-	13	63%
Commercial	1	0%	3	0%	2	100%	0	-	6	20%
Land	7	-42%	8	-27%	9	-10%	0	-	24	-27%
Total	42	-22%	37	-31%	44	-4%	0	-	123	-20%



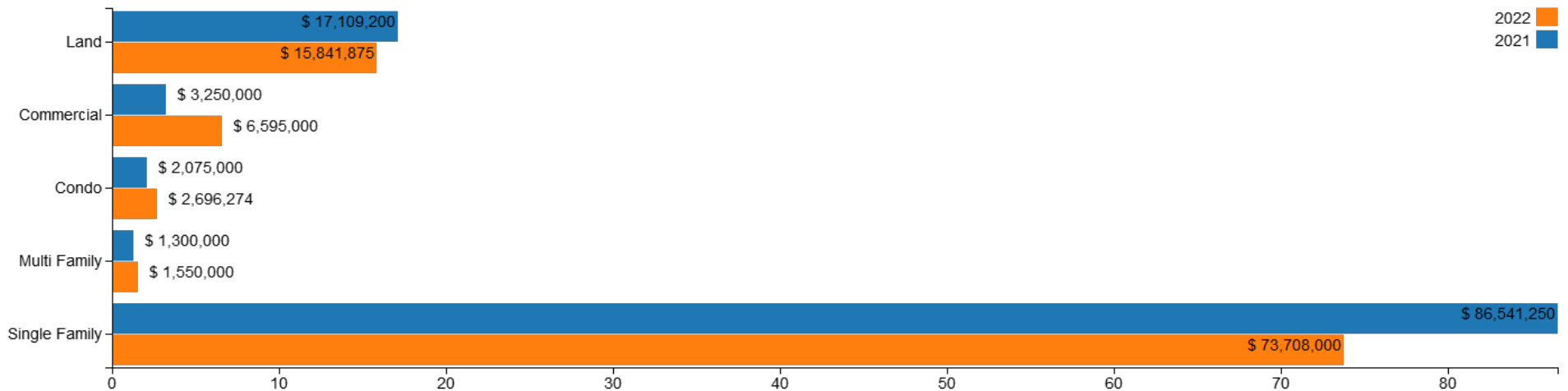


Edgartown

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$98,160,500	5%	\$52,685,216	-64%	\$77,954,274	-13%	-	-	\$228,799,990	-31%
- Single Family	\$93,335,500	3%	\$47,520,250	-58%	\$73,708,000	-15%	-	-	\$214,563,750	-26%
- Multi Family	\$3,400,000	258%	-	-	\$1,550,000	19%	-	-	\$4,950,000	-86%
- Condo	\$1,425,000	-27%	\$5,164,966	174%	\$2,696,274	30%	-	-	\$9,286,240	57%
Commercial	\$600,000	-94%	\$5,100,000	34%	\$6,595,000	103%	-	-	\$12,295,000	-25%
Land	\$19,770,000	4%	\$7,184,500	-54%	\$15,841,875	-7%	-	-	\$42,796,375	-17%
Total	\$118,530,500	-2%	\$64,969,716	-61%	\$100,391,149	-9%	\$0	-	\$283,891,365	-29%



LINK

OAK BLUFFS
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2022

LINK

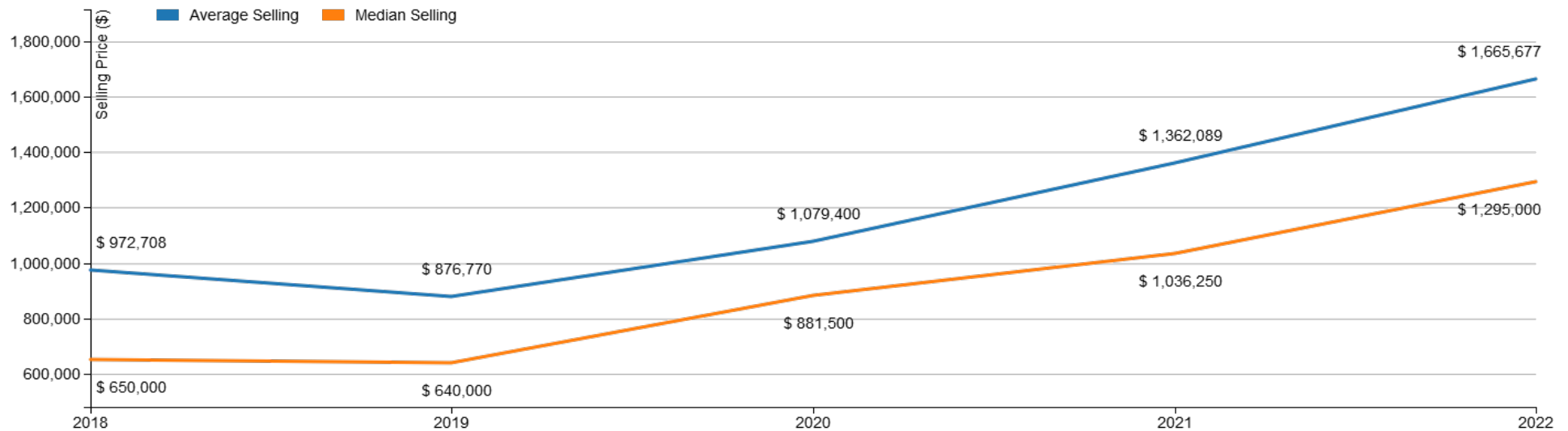
Oak Bluffs

Summary: Single/Multi-Family Sales

3rd Quarter 2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	25	-	\$972,708	-	\$650,000	-	117%	-	\$24,317,700	-	225
2019	27	8%	\$876,770	-10%	\$640,000	-2%	142%	21%	\$23,672,790	-3%	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

Average / Median Selling Price



LINK

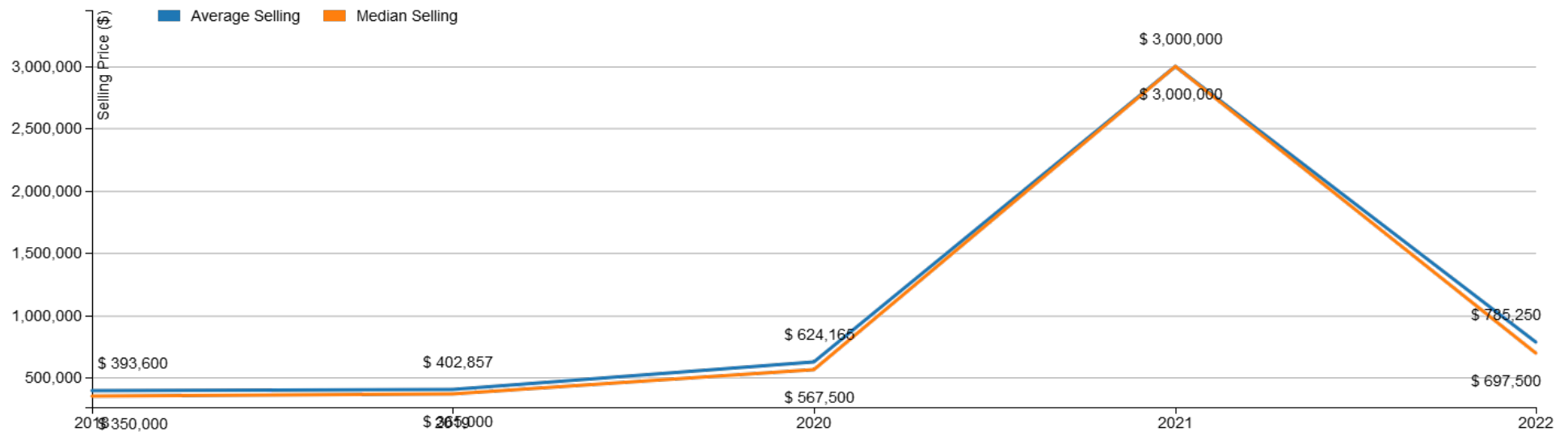
Oak Bluffs

Summary: Land Sales

3rd Quarter 2022

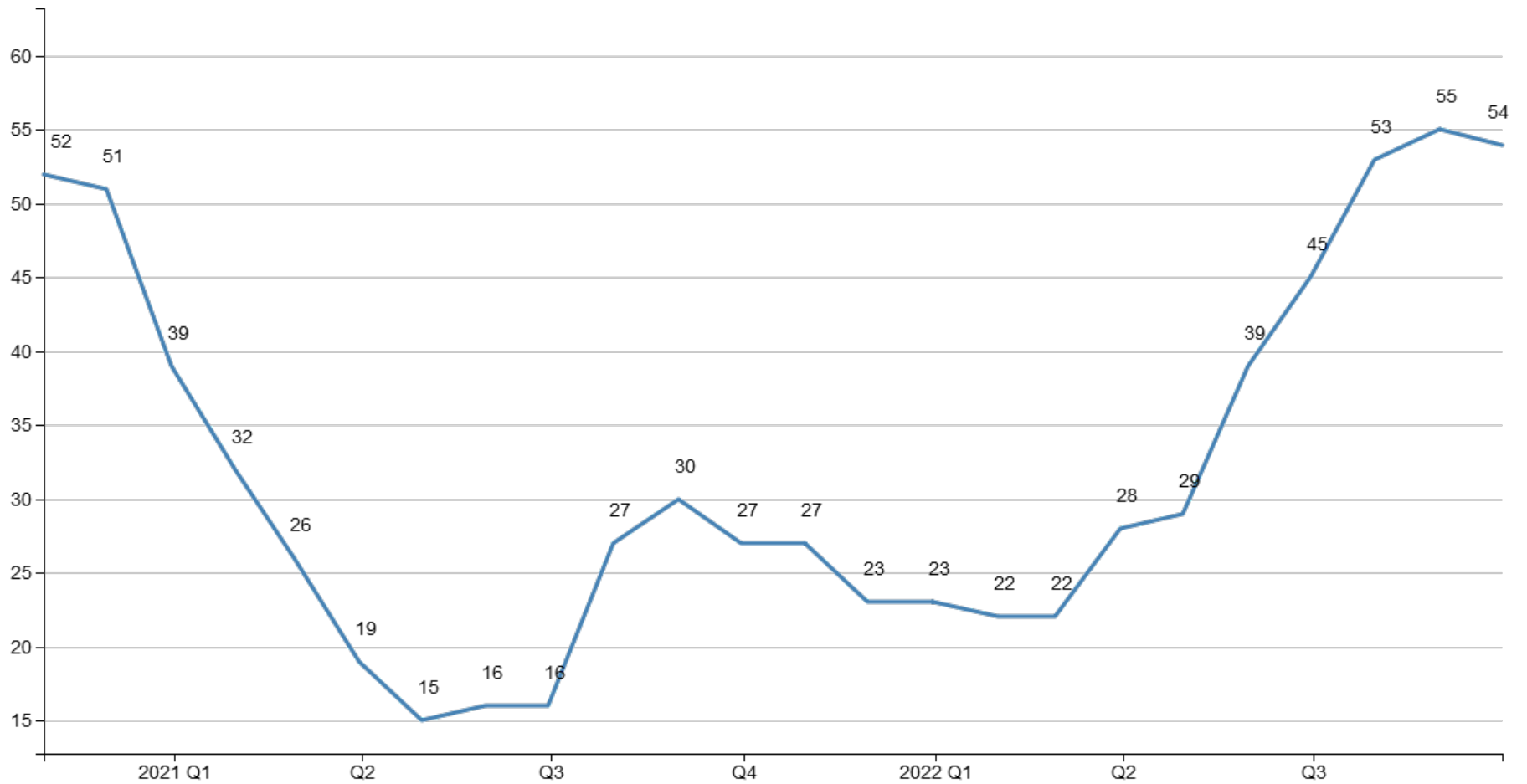
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	5	-	\$393,600	-	\$350,000	-	129%	-	\$1,968,000	-	146
2019	7	40%	\$402,857	2%	\$365,000	4%	115%	-11%	\$2,820,000	43%	195
2020	10	43%	\$624,165	55%	\$567,500	55%	111%	-4%	\$6,241,650	121%	204
2021	1	-90%	\$3,000,000	381%	\$3,000,000	429%	-	-	\$3,000,000	-52%	
2022	4	300%	\$785,250	-74%	\$697,500	-77%	156%	-	\$3,141,000	5%	81

Average / Median Selling Price



LINK

Oak Bluffs Inventory 3rd Quarter 2022



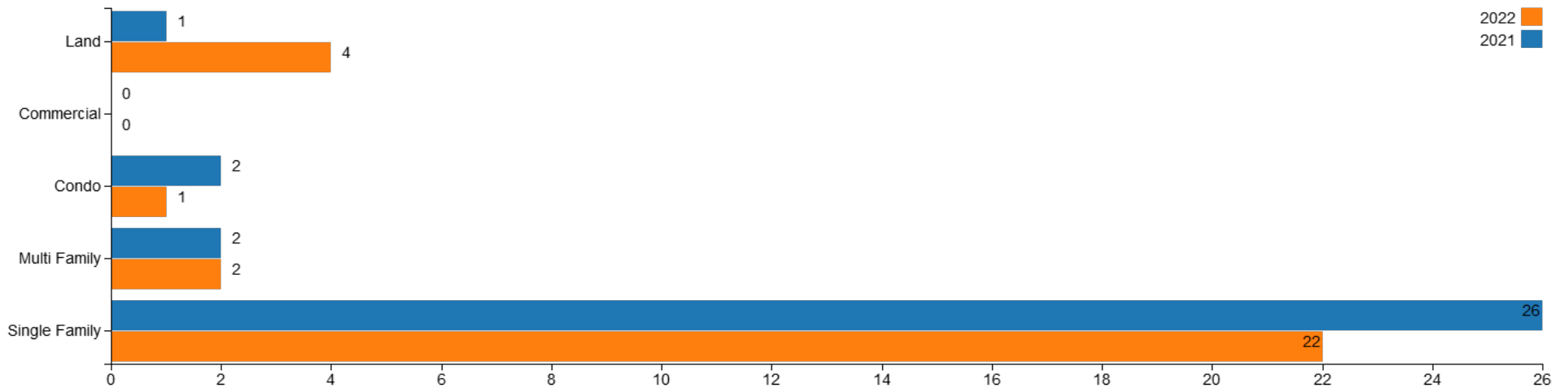


Oak Bluffs

Quarterly Comparison: Total Number of Sales

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	21	-28%	22	-37%	25	-17%	0	-	68	-28%
- Single Family	16	-38%	21	-36%	22	-15%	0	-	59	-31%
- Multi Family	4	300%	0	-	2	0%	0	-	6	50%
- Condo	1	-50%	1	0%	1	-50%	0	-	3	-40%
Commercial	1	-50%	1	-50%	0	-	0	-	2	-50%
Land	3	-25%	3	0%	4	300%	0	-	10	25%
Total	25	-29%	26	-35%	29	-6%	0	-	80	-25%



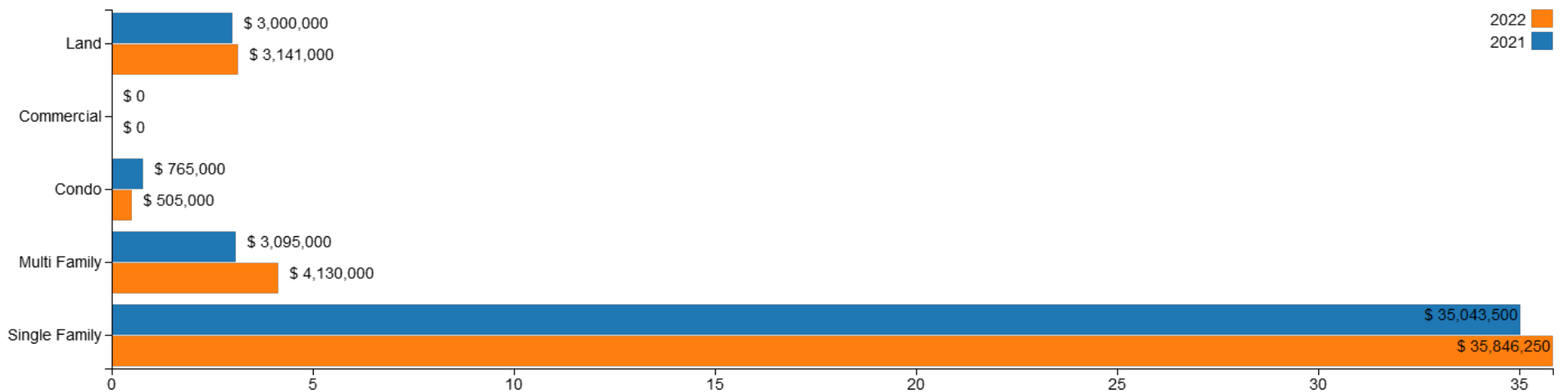


Oak Bluffs

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$23,124,400	1%	\$23,607,200	-44%	\$40,481,250	4%	-	-	\$87,212,850	-16%
- Single Family	\$18,954,400	-11%	\$22,782,200	-44%	\$35,846,250	2%	-	-	\$77,582,850	-20%
- Multi Family	\$3,620,000	410%	-	-	\$4,130,000	33%	-	-	\$7,750,000	61%
- Condo	\$550,000	-39%	\$825,000	298%	\$505,000	-34%	-	-	\$1,880,000	0%
Commercial	\$1,600,000	-35%	\$2,300,000	-22%	-	-	-	-	\$3,900,000	-28%
Land	\$1,509,000	-4%	\$1,550,000	-3%	\$3,141,000	5%	-	-	\$6,200,000	0%
Total	\$26,233,400	-3%	\$27,457,200	-41%	\$43,622,250	4%	\$0	-	\$97,312,850	-16%



LINK

VINEYARD HAVEN
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2022

LINK

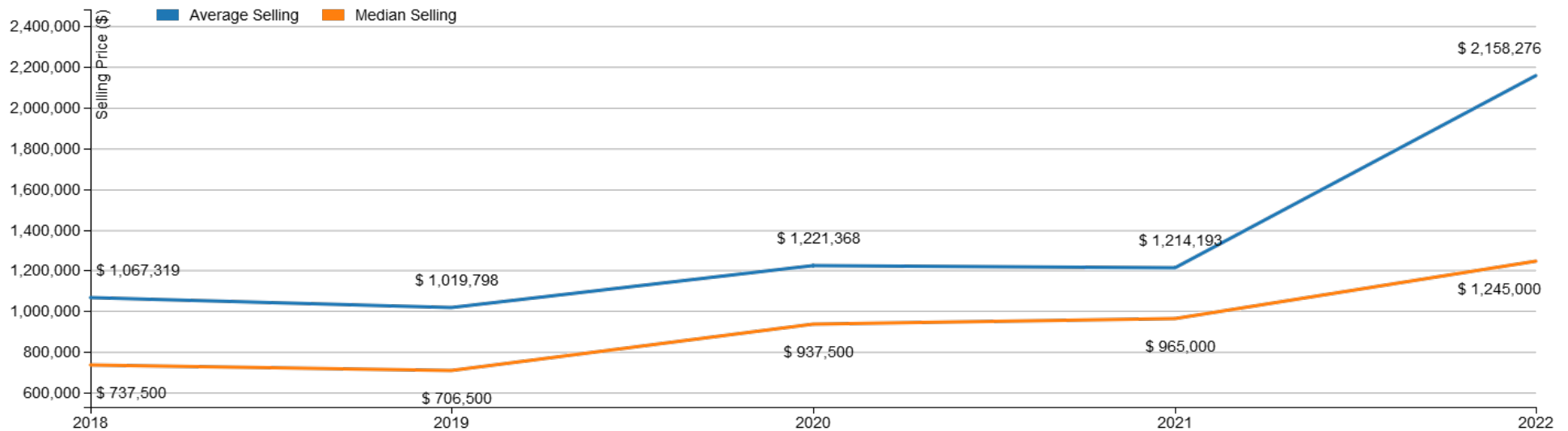
Vineyard Haven

Summary: Single/Multi-Family Sales

3rd Quarter 2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	18	-	\$1,067,319	-	\$737,500	-	118%	-	\$19,211,750	-	178
2019	22	22%	\$1,019,798	-4%	\$706,500	-4%	124%	5%	\$22,435,550	17%	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

Average / Median Selling Price

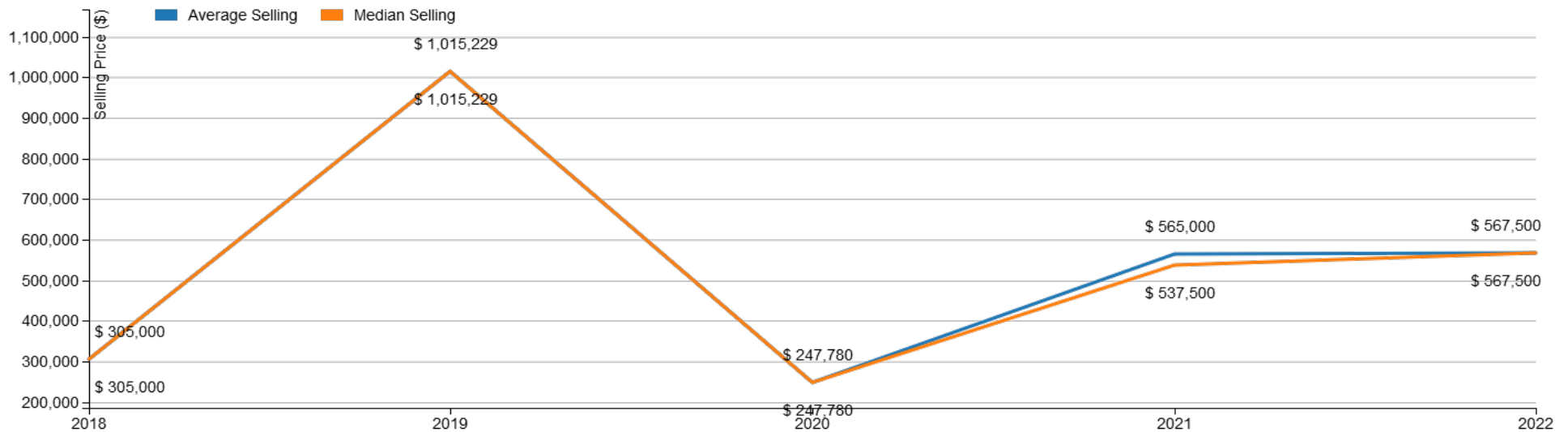


LINK

Vineyard Haven Summary: Land Sales 3rd Quarter 2022

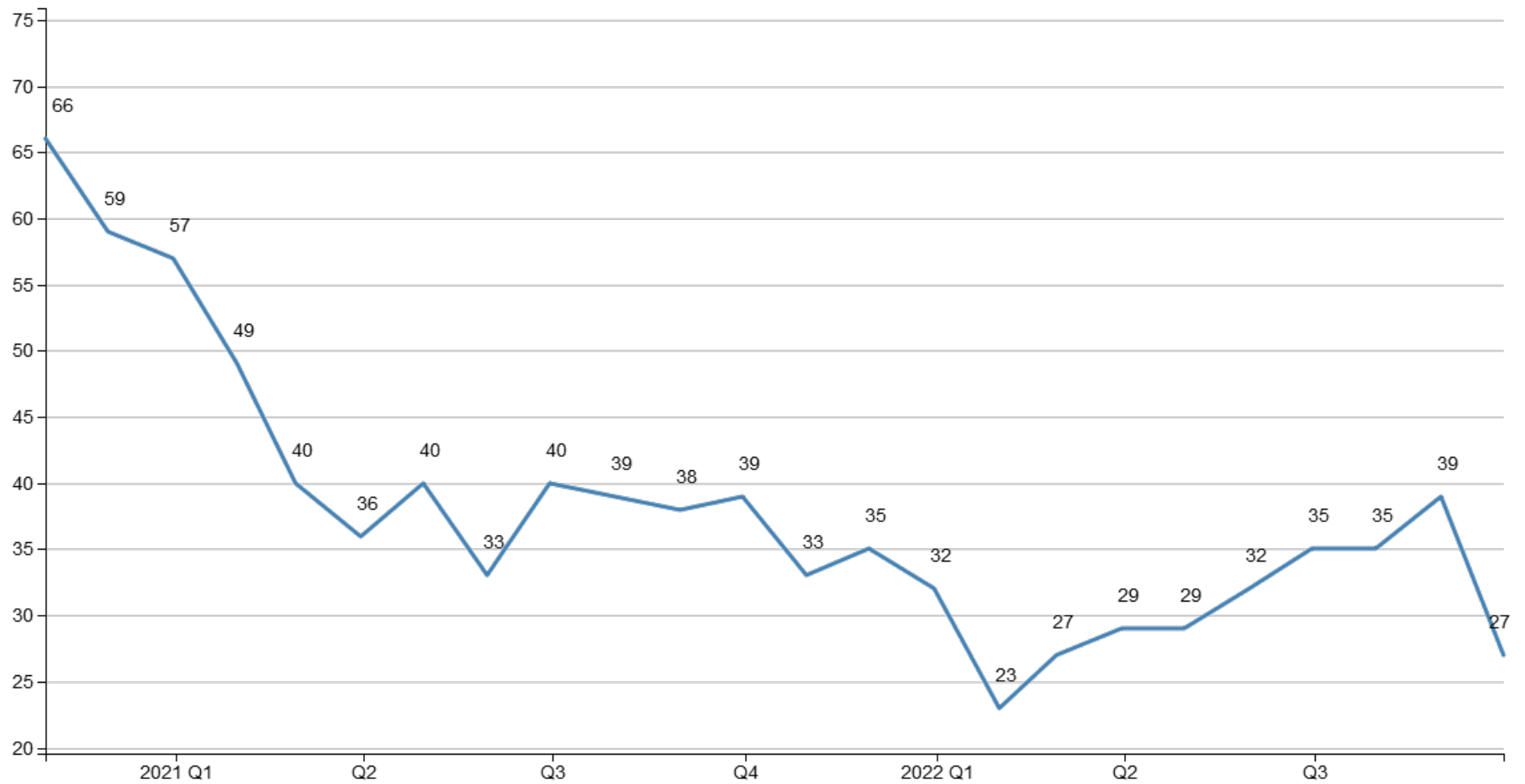
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	2	-	\$305,000	-	\$305,000	-	111%	-	\$610,000	-	143
2019	1	-50%	\$1,015,229	233%	\$1,015,229	233%	122%	10%	\$1,015,229	66%	424
2020	2	100%	\$247,780	-76%	\$247,780	-76%	102%	-17%	\$495,560	-51%	
2021	6	200%	\$565,000	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%	

Average / Median Selling Price



LINK

Vineyard Haven Inventory 3rd Quarter 2022



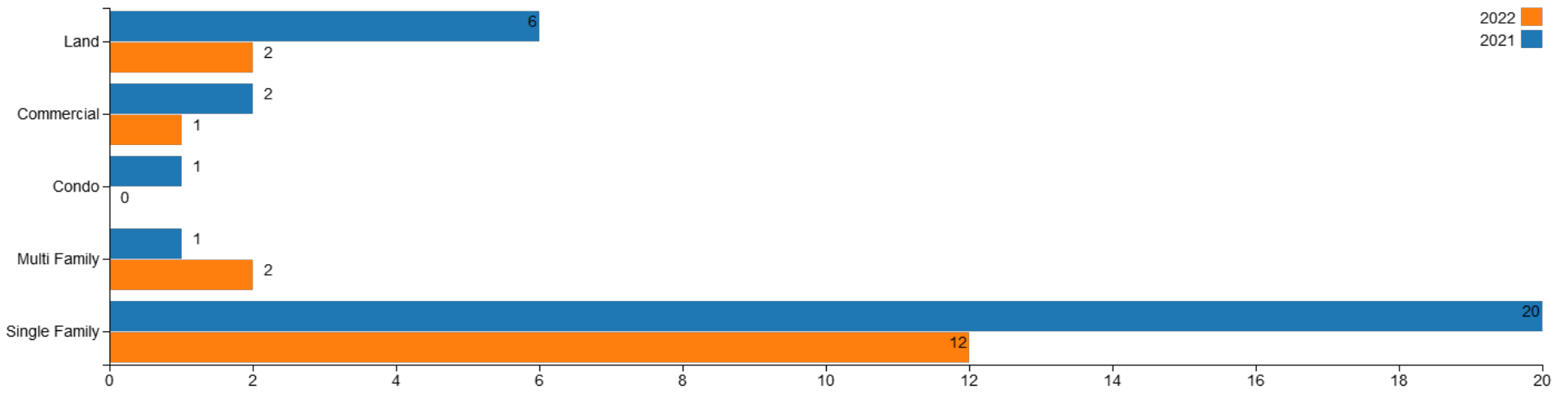


Vineyard Haven

Quarterly Comparison: Total Number of Sales

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	16	-50%	26	0%	14	-36%	0	-	56	-30%
- Single Family	16	-47%	22	-12%	12	-40%	0	-	50	-33%
- Multi Family	0	-	2	-	2	100%	0	-	4	100%
- Condo	0	-	2	100%	0	-	0	-	2	-33%
Commercial	5	0%	1	-75%	1	-50%	0	-	7	-36%
Land	4	-33%	3	50%	2	-67%	0	-	9	-36%
Total	25	-42%	30	-6%	17	-43%	0	-	72	-31%



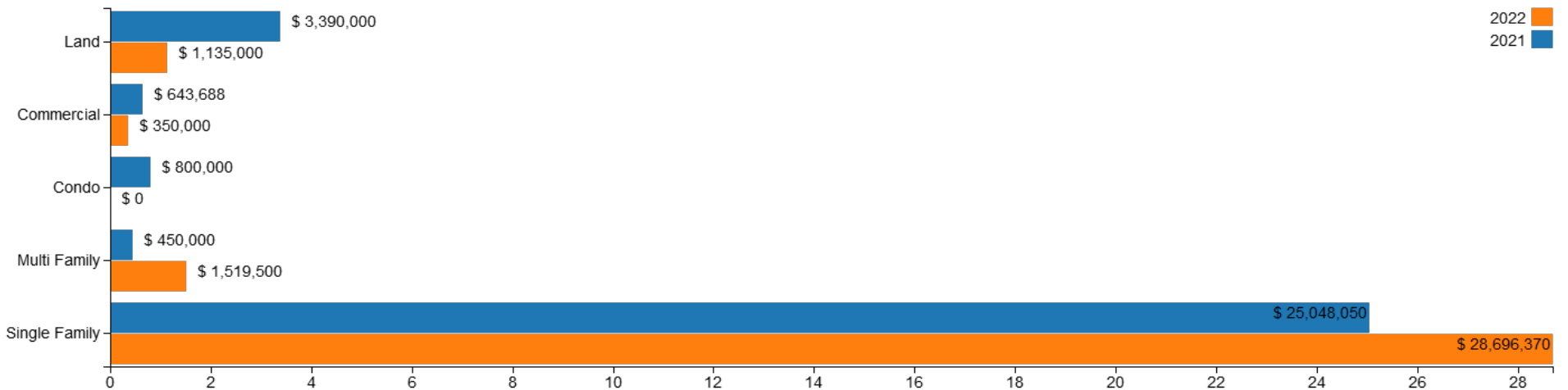


Vineyard Haven

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$22,315,308	-52%	\$38,530,813	17%	\$30,215,870	15%	-	-	\$91,061,991	-14%
- Single Family	\$22,315,308	-50%	\$34,233,000	5%	\$28,696,370	15%	-	-	\$85,244,678	-17%
- Multi Family	-	-	\$3,335,000	-	\$1,519,500	238%	-	-	\$4,854,500	143%
- Condo	-	-	\$962,813	117%	-	-	-	-	\$962,813	-42%
Commercial	\$7,049,500	-40%	\$400,000	-95%	\$350,000	-46%	-	-	\$7,799,500	-61%
Land	\$5,145,000	20%	\$2,342,250	86%	\$1,135,000	-67%	-	-	\$8,622,250	-4%
Total	\$34,509,808	-45%	\$41,273,063	-1%	\$31,700,870	5%	\$0	-	\$107,483,741	-20%



LINK

WEST TISBURY
**QUARTERLY SALES
SUMMARY**
THIRD QUARTER 2022

LINK

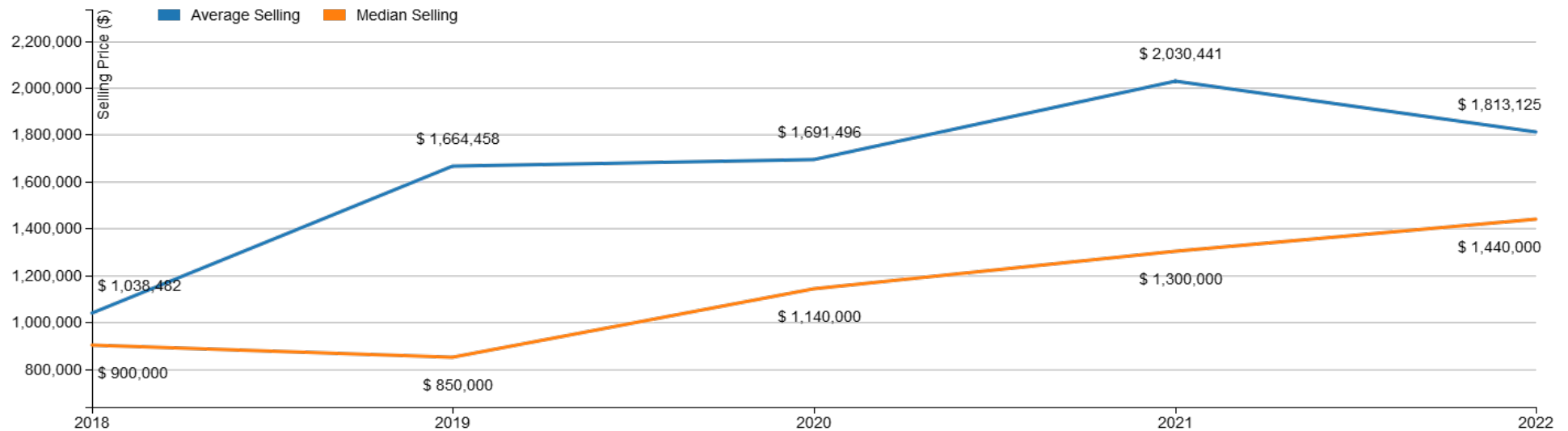
West Tisbury

Summary: Single/Multi-Family Sales

3rd Quarter 2022

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	9	-	\$1,038,482	-	\$900,000	-	120%	-	\$9,346,338	-	176
2019	12	33%	\$1,664,458	60%	\$850,000	-6%	111%	-8%	\$19,973,500	114%	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

Average / Median Selling Price



LINK

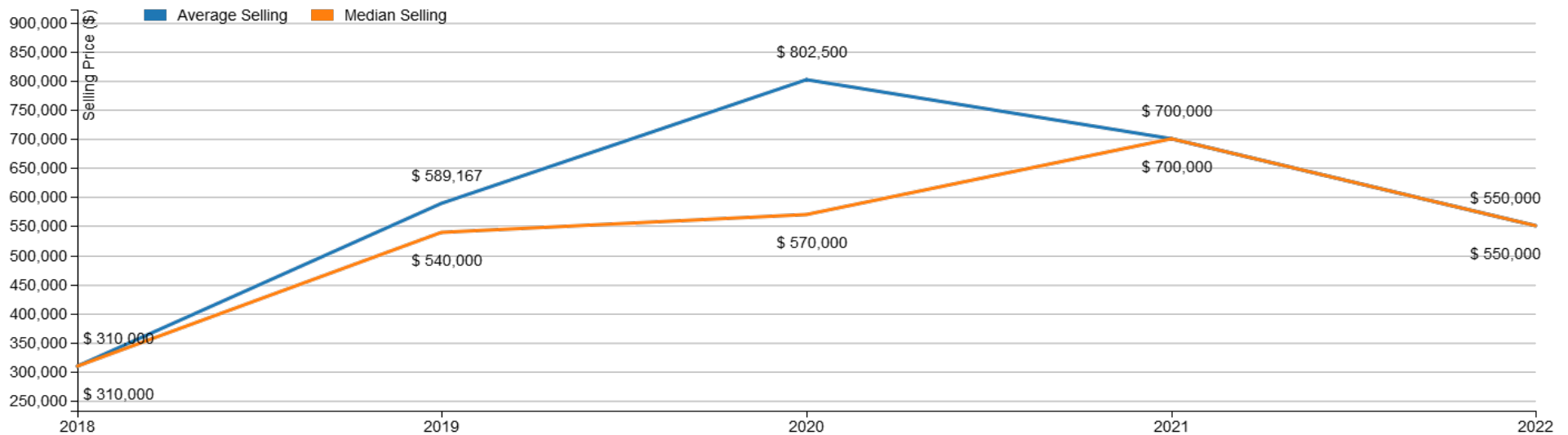
West Tisbury

Summary: Land Sales

3rd Quarter 2022

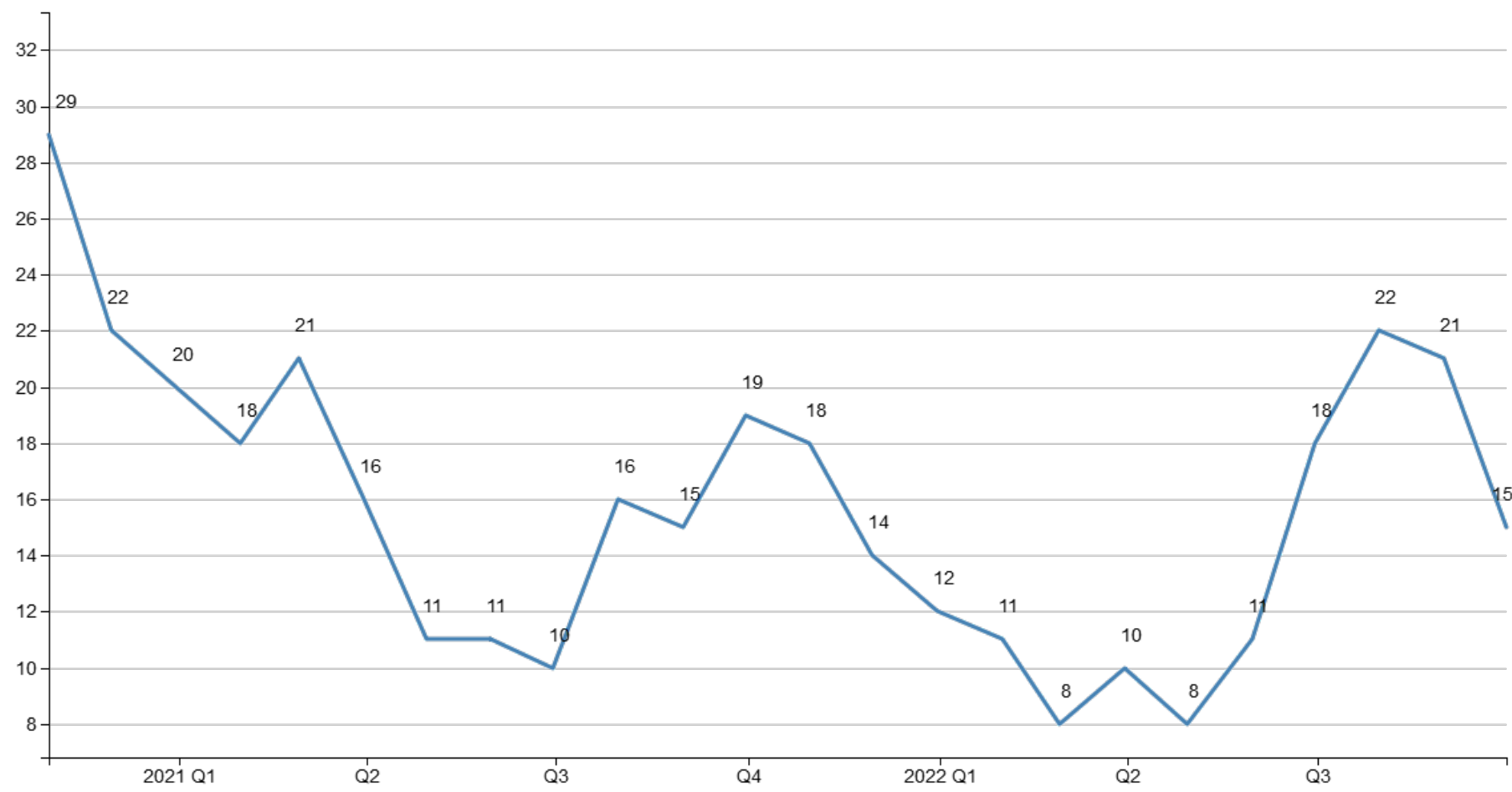
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2018	1	-	\$310,000	-	\$310,000	-	113%	-	\$310,000	-	
2019	3	200%	\$589,167	90%	\$540,000	74%	125%	11%	\$1,767,500	470%	117
2020	3	0%	\$802,500	36%	\$570,000	6%	100%	-20%	\$2,407,500	36%	206
2021	1	-67%	\$700,000	-13%	\$700,000	23%	241%	140%	\$700,000	-71%	93
2022	1	0%	\$550,000	-21%	\$550,000	-21%	2,895%	1,103%	\$550,000	-21%	419

Average / Median Selling Price





West Tisbury
Inventory
3rd Quarter 2022



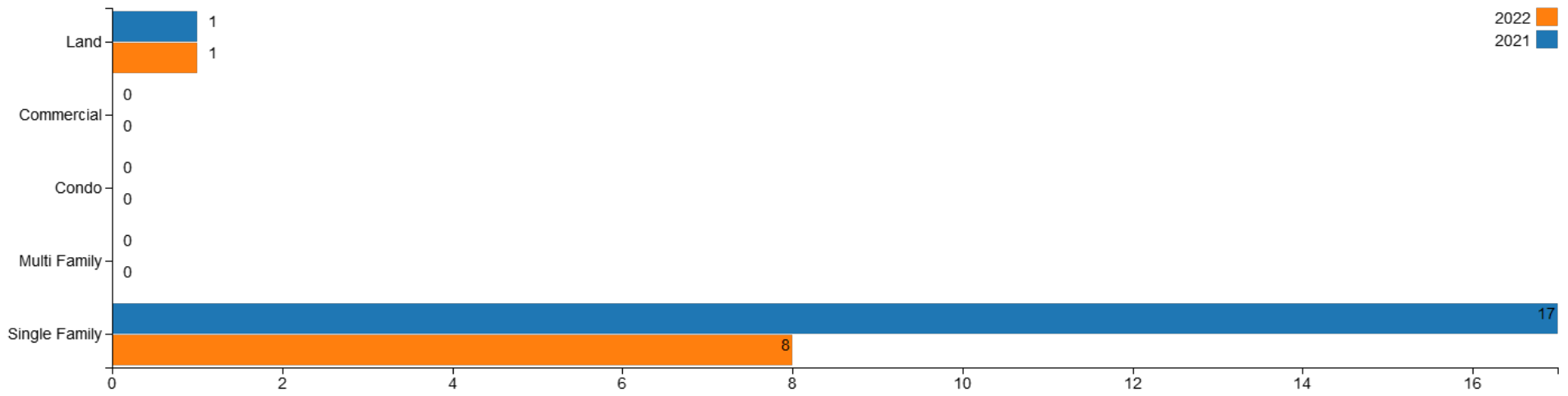


West Tisbury

Quarterly Comparison: Total Number of Sales

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	6	-45%	13	18%	8	-53%	0	-	27	-31%
- Single Family	6	-45%	13	18%	8	-53%	0	-	27	-31%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	1	-	0	-	0	-	0	-	1	0%
Land	4	-	3	-70%	1	0%	0	-	8	-27%
Total	11	0%	16	-27%	9	-50%	0	-	36	-29%





West Tisbury

Quarterly Comparison: Total Dollar Volume

3rd Quarter 2022

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$10,475,000	-57%	\$42,312,500	47%	\$14,505,000	-58%	-	-	\$67,292,500	-23%
- Single Family	\$10,475,000	-57%	\$42,312,500	47%	\$14,505,000	-58%	-	-	\$67,292,500	-23%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	\$6,450,000	-	-	-	-	-	-	-	\$6,450,000	1,333%
Land	\$4,955,000	-	\$4,175,000	-81%	\$550,000	-21%	-	-	\$9,680,000	-58%
Total	\$21,880,000	-10%	\$46,487,500	-10%	\$15,055,000	-57%	\$0	-	\$83,422,500	-25%

