



Martha's Vineyard  
**Second Quarter 2016**  
Sales Summary

## Explanation of Statistics

|          |   |
|----------|---|
| Sales    | Number of sales, including non-broker transactions. We exclude non arm's length transactions. |
| %+-      | Percent change from previous year [(value this year – value last year)/ value last year]      |
| % Tot    | Percentage of total sales   |
| Avg Sell | Average (Mean) Selling Price  |
| Med Sell | Median Selling Price  |
| % of AV  | Average Selling Price / Assessed Value  |
| DTS      | Average Days on Market to Sale Date.  |

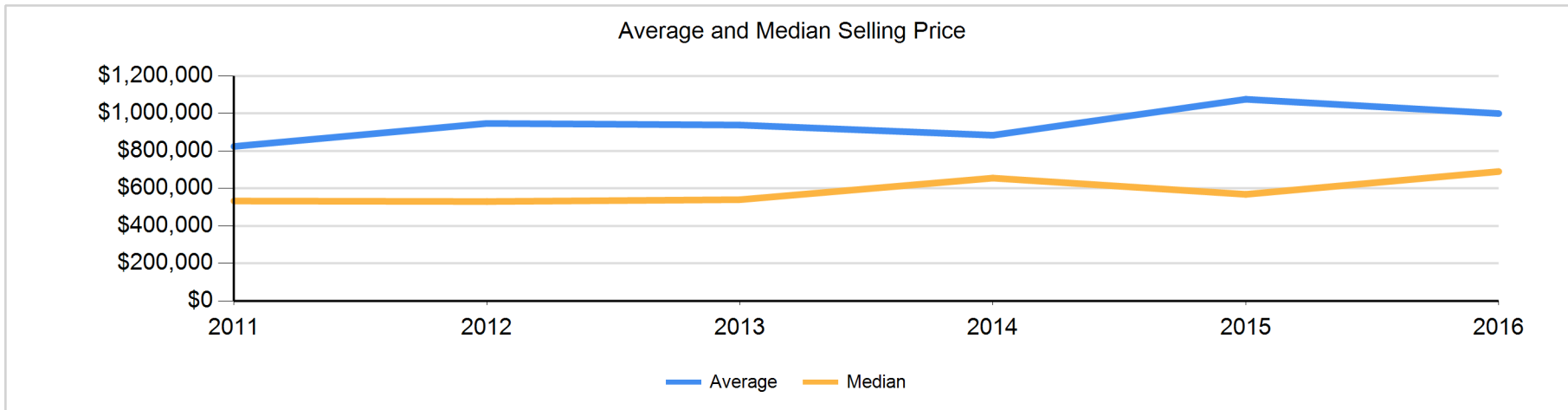
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



**Island Wide**  
 Second Quarter 2016  
 Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell    | % + - | Med Sell  | % + - | % of AV | % + - | \$ Volume    | % + - | DOM |
|------|-------|-------|-------------|-------|-----------|-------|---------|-------|--------------|-------|-----|
| 2011 | 74    | -24%  | \$823,835   | 3%    | \$532,928 | -4%   | 92%     | -16%  | \$60,963,825 | -22%  | 255 |
| 2012 | 92    | 24%   | \$946,524   | 15%   | \$530,000 | -1%   | 94%     | 2%    | \$87,080,196 | 43%   | 302 |
| 2013 | 93    | 1%    | \$937,811   | -1%   | \$540,000 | 2%    | 105%    | 12%   | \$87,216,443 | 0%    | 327 |
| 2014 | 85    | -9%   | \$883,600   | -6%   | \$655,000 | 21%   | 103%    | -2%   | \$75,106,000 | -14%  | 291 |
| 2015 | 88    | 4%    | \$1,075,114 | 22%   | \$568,382 | -13%  | 121%    | 17%   | \$94,610,068 | 26%   | 267 |
| 2016 | 95    | 8%    | \$999,194   | -7%   | \$690,000 | 21%   | 119%    | -2%   | \$94,923,475 | 0%    | 178 |



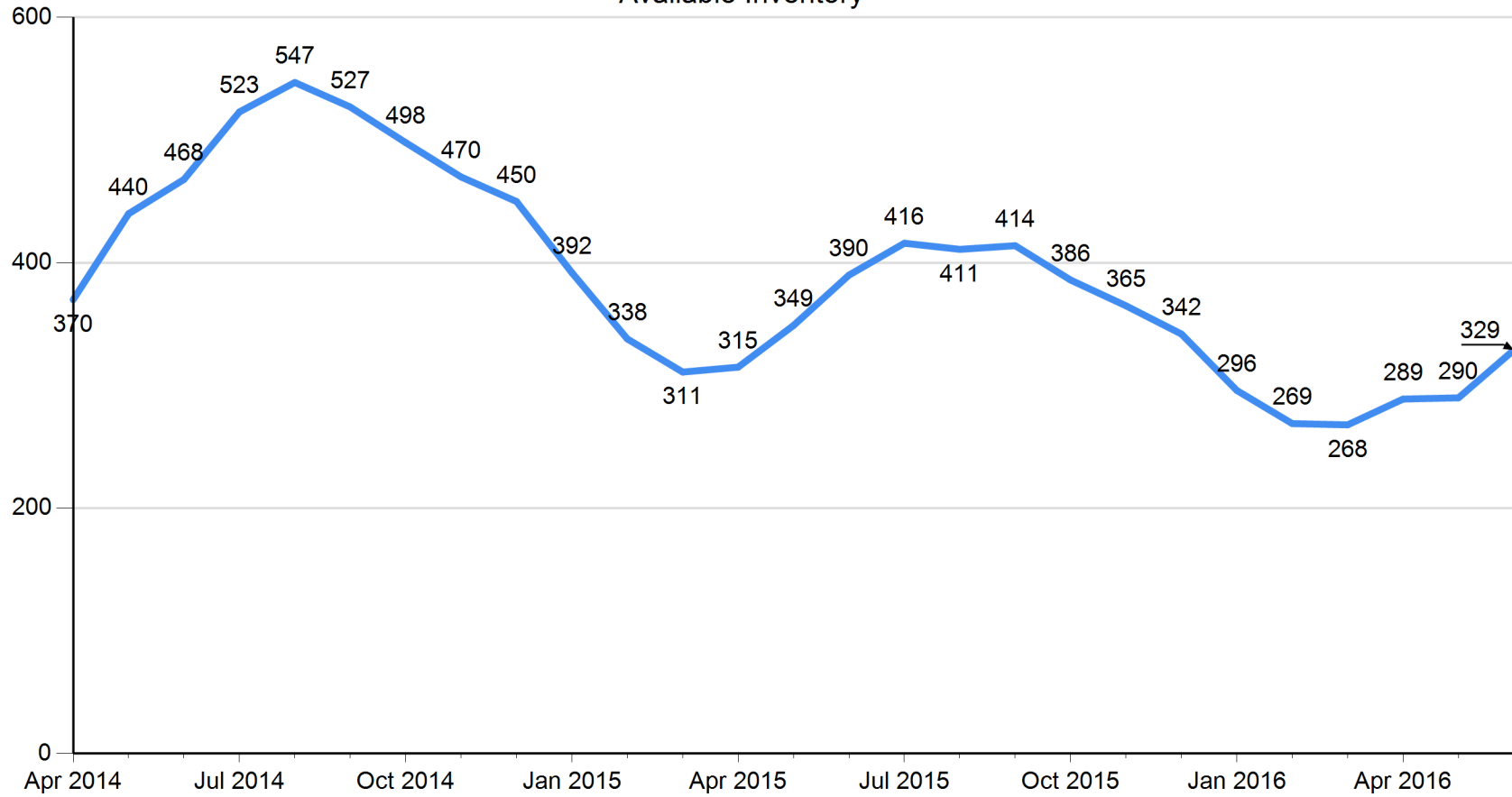


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## Island Wide

Second Quarter 2016

Available Inventory



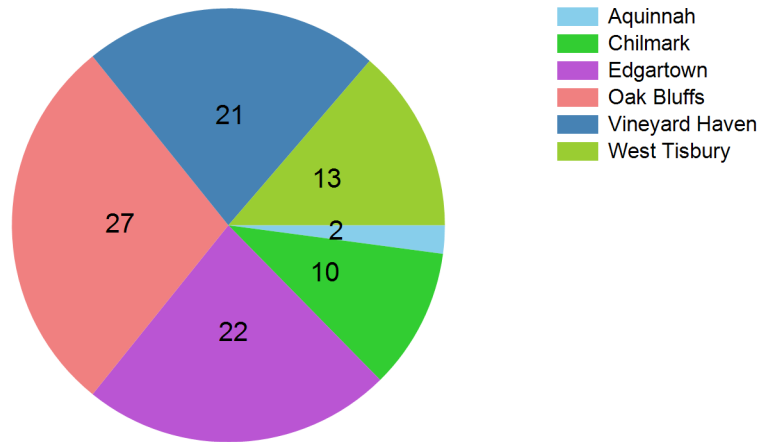


## Island Wide

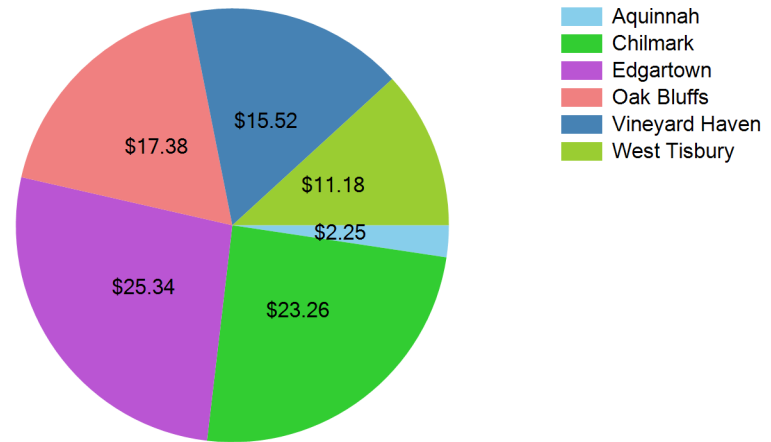
Second Quarter 2016  
Sales Summary By Area

|                       | Sales | % + - | Avg Sell    | % + - | Med Sell    | % + - | % of AV | % + - | \$ Volume    | % + - | DOM |
|-----------------------|-------|-------|-------------|-------|-------------|-------|---------|-------|--------------|-------|-----|
| <b>Aquinnah</b>       | 2     | 0%    | \$1,122,500 | -7%   | \$1,122,500 | -7%   | 116%    | 63%   | \$2,245,000  | -7%   | 7   |
| <b>Chilmark</b>       | 10    | 25%   | \$2,326,200 | 59%   | \$1,097,500 | -13%  | 101%    | -10%  | \$23,262,000 | 99%   | 244 |
| <b>Edgartown</b>      | 22    | -31%  | \$1,151,636 | -10%  | \$827,500   | 32%   | 136%    | -1%   | \$25,336,000 | -38%  | 156 |
| <b>Oak Bluffs</b>     | 27    | 8%    | \$643,574   | 3%    | \$590,000   | 33%   | 119%    | 6%    | \$17,376,500 | 12%   | 158 |
| <b>Vineyard Haven</b> | 21    | 40%   | \$739,101   | -41%  | \$547,500   | 10%   | 115%    | -2%   | \$15,521,125 | -17%  | 230 |
| <b>West Tisbury</b>   | 13    | 117%  | \$860,219   | -4%   | \$779,500   | -3%   | 111%    | 0%    | \$11,182,850 | 107%  | 144 |

Sales by Area



Sales by Area (\$ Millions)



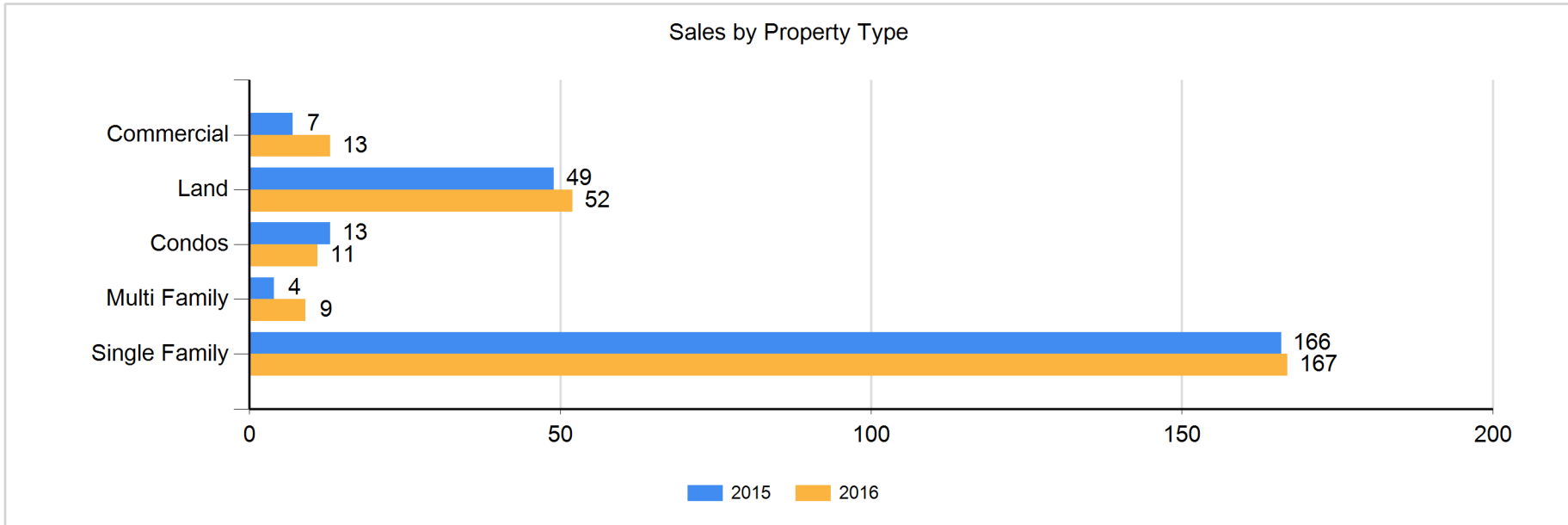


## Island Wide

Second Quarter 2016

Year to Date - Number of Sales by Quarter

|                      | 1st Qtr |       | 2nd Qtr |       | Total Sales |
|----------------------|---------|-------|---------|-------|-------------|
|                      | Sales   | % + - | Sales   | % + - |             |
| <b>Residential</b>   | 88      | -1%   | 99      | 5%    | 187         |
| <b>Single Family</b> | 75      | -6%   | 92      | 7%    | 167         |
| <b>Multi Family</b>  | 6       | 200%  | 3       | 50%   | 9           |
| <b>Condos</b>        | 7       | 0%    | 4       | -33%  | 11          |
| <b>Land</b>          | 22      | 5%    | 30      | 7%    | 52          |
| <b>Commercial</b>    | 3       | -25%  | 10      | 233%  | 13          |



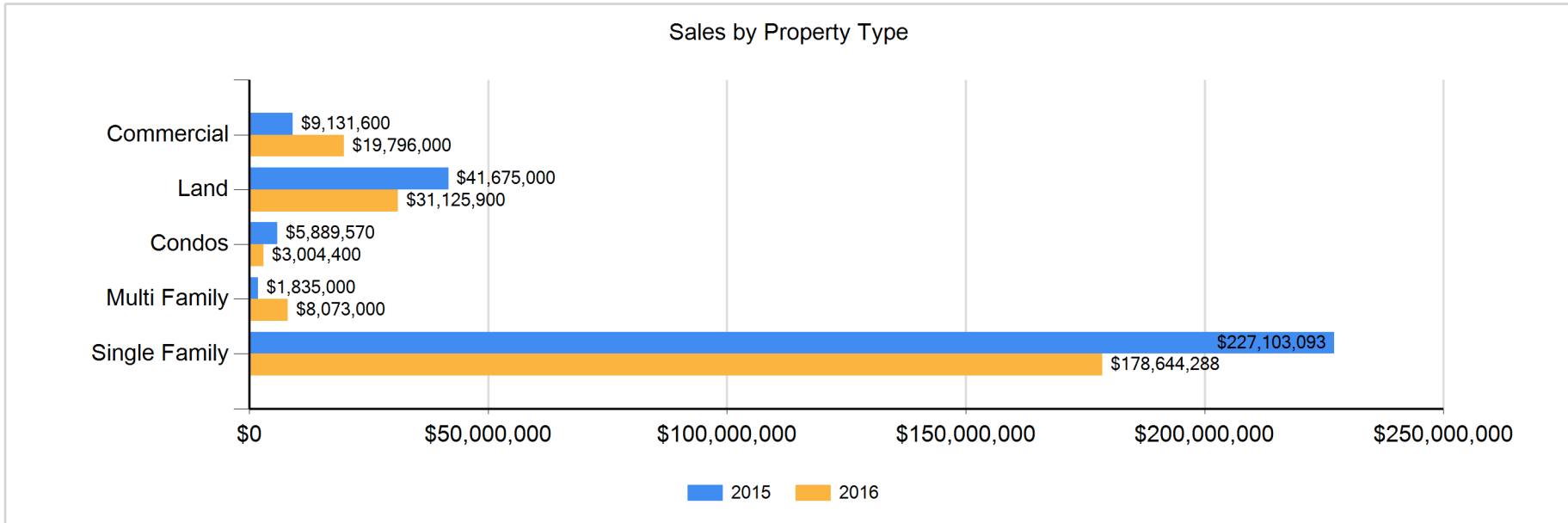


## Island Wide

Second Quarter 2016

Year to Date - Sales Volume by Quarter

|                      | 1st Qtr      |       | 2nd Qtr      |       | Total         |
|----------------------|--------------|-------|--------------|-------|---------------|
|                      | \$ Volume    | % + - | \$ Volume    | % + - | \$ Volume     |
| <b>Residential</b>   | \$93,604,213 | -32%  | \$96,117,475 | -1%   | \$189,721,688 |
| <b>Single Family</b> | \$85,653,813 | -36%  | \$92,990,475 | -1%   | \$178,644,288 |
| <b>Multi Family</b>  | \$6,140,000  | 523%  | \$1,933,000  | 127%  | \$8,073,000   |
| <b>Condos</b>        | \$1,810,400  | -44%  | \$1,194,000  | -55%  | \$3,004,400   |
| <b>Land</b>          | \$10,864,400 | -29%  | \$20,261,500 | -23%  | \$31,125,900  |
| <b>Commercial</b>    | \$6,275,000  | -2%   | \$13,521,000 | 395%  | \$19,796,000  |



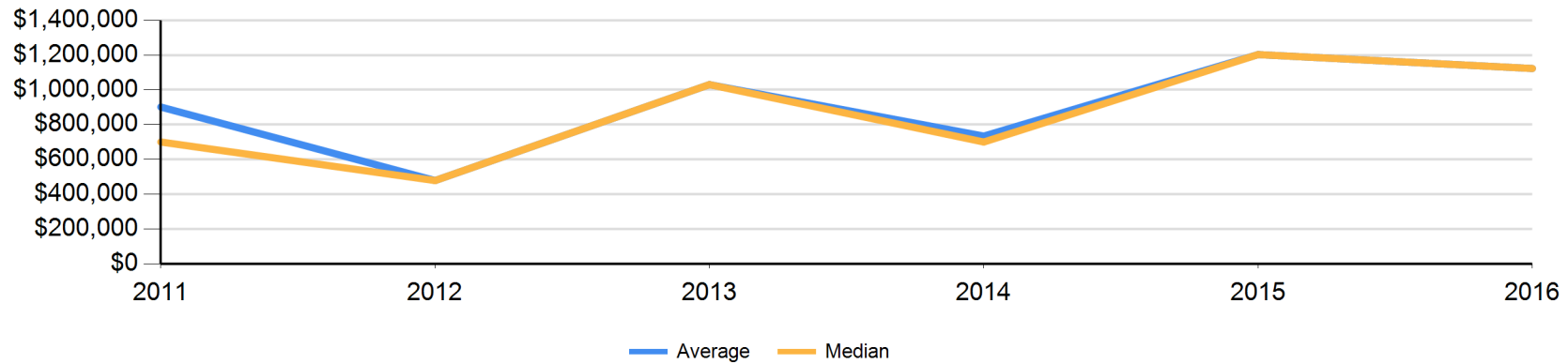


## Aquinnah

Second Quarter 2016  
Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell    | % + - | Med Sell    | % + - | % of AV | % + - | \$ Volume   | % + - | DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|-------------|-------|-----|
| 2011 | 3     | 50%   | \$901,083   | -36%  | \$700,000   | -50%  | 95%     | -7%   | \$2,703,250 | -4%   | 203 |
| 2012 | 2     | -33%  | \$478,500   | -47%  | \$478,500   | -32%  | 77%     | -19%  | \$957,000   | -65%  | 243 |
| 2013 | 2     | 0%    | \$1,030,000 | 115%  | \$1,030,000 | 115%  | 92%     | 19%   | \$2,060,000 | 115%  | 28  |
| 2014 | 3     | 50%   | \$734,000   | -29%  | \$700,000   | -32%  | 69%     | -25%  | \$2,202,000 | 7%    | 852 |
| 2015 | 2     | -33%  | \$1,202,500 | 64%   | \$1,202,500 | 72%   | 71%     | 3%    | \$2,405,000 | 9%    | 392 |
| 2016 | 2     | 0%    | \$1,122,500 | -7%   | \$1,122,500 | -7%   | 116%    | 63%   | \$2,245,000 | -7%   | 7   |

Average and Median Selling Price





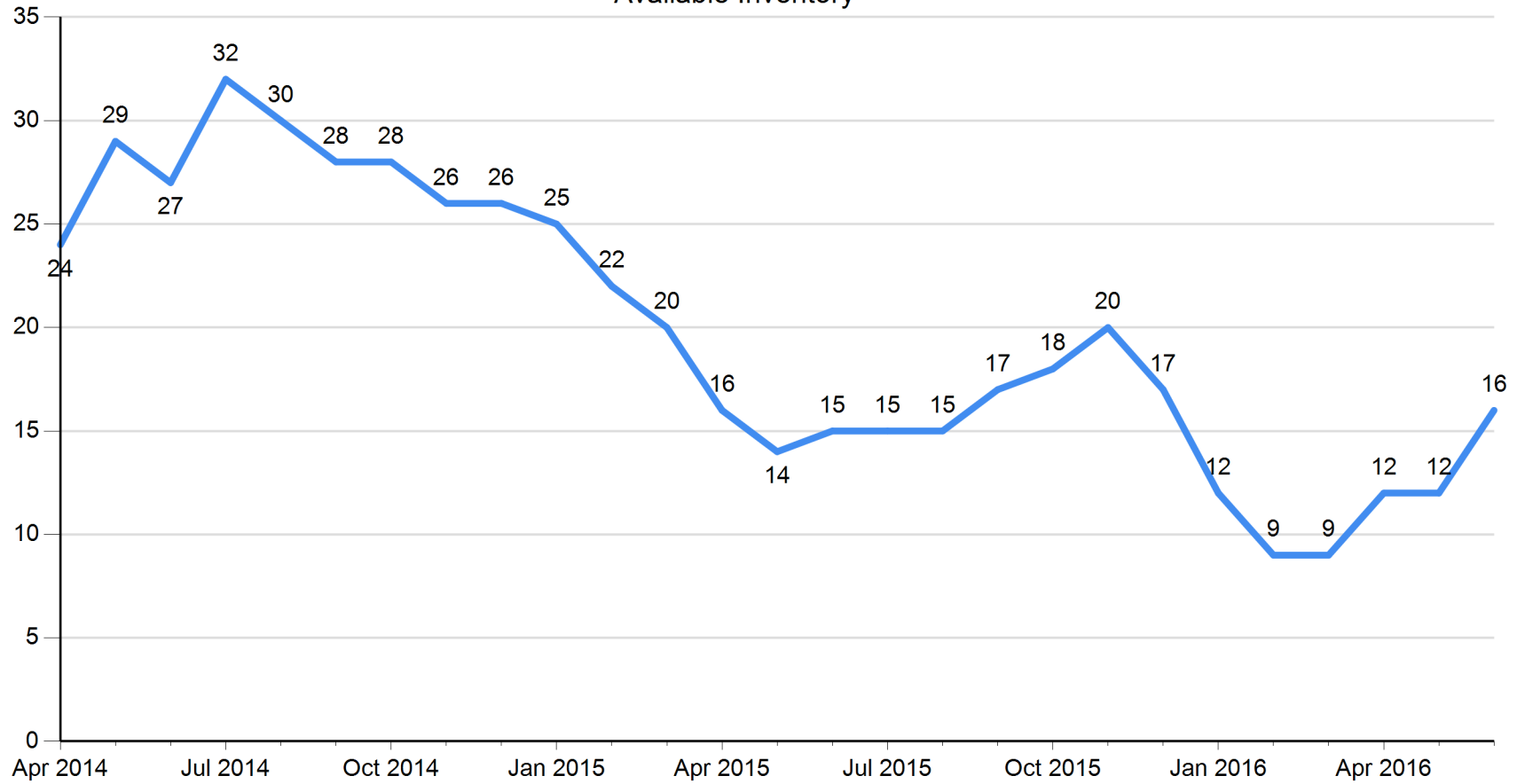


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## Aquinnah

Second Quarter 2016

Available Inventory





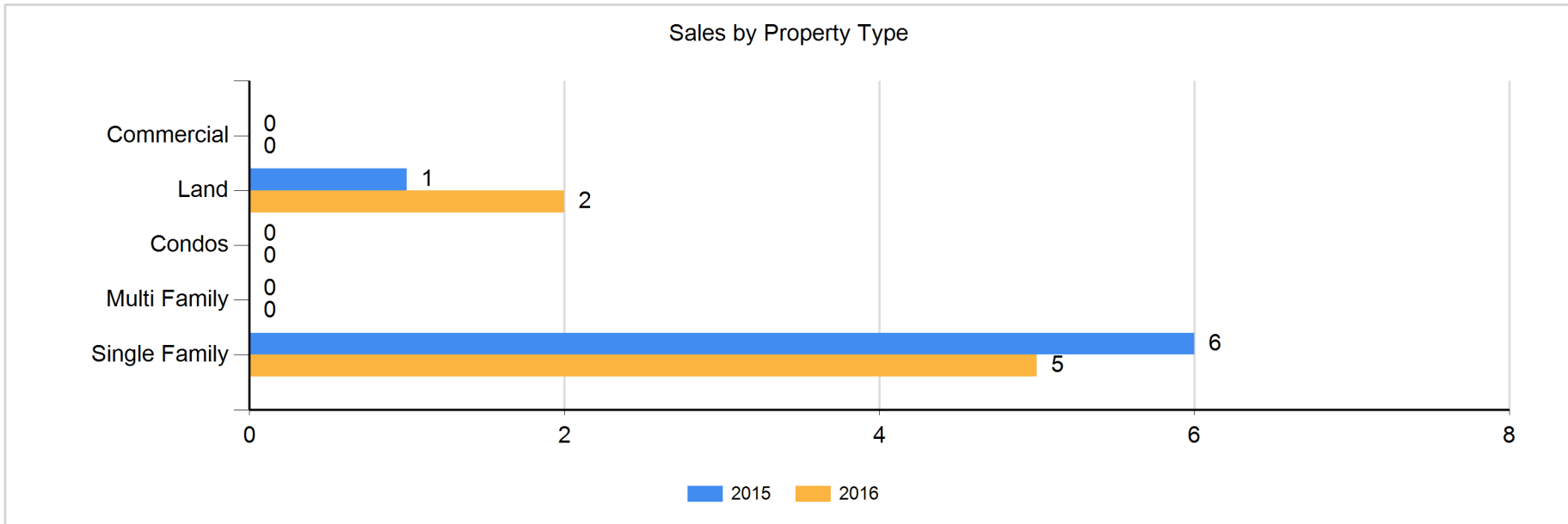
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## Aquinnah

Second Quarter 2016

Year to Date - Number of Sales by Quarter

|                      | 1st Qtr |       | 2nd Qtr |       | Total |
|----------------------|---------|-------|---------|-------|-------|
|                      | Sales   | % + - | Sales   | % + - | Sales |
| <b>Residential</b>   | 3       | -25%  | 2       | 0%    | 5     |
| <b>Single Family</b> | 3       | -25%  | 2       | 0%    | 5     |
| <b>Multi Family</b>  | 0       |       | 0       |       | 0     |
| <b>Condos</b>        | 0       |       | 0       |       | 0     |
| <b>Land</b>          | 0       |       | 2       | 100%  | 2     |
| <b>Commercial</b>    | 0       |       | 0       |       | 0     |



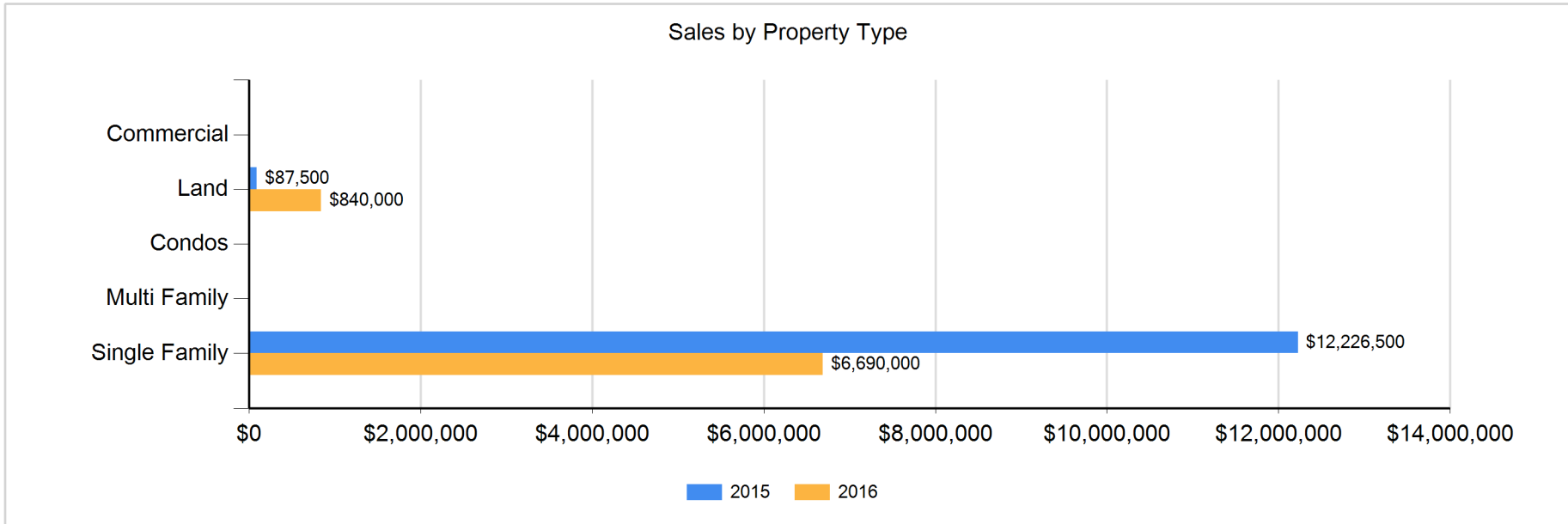


# Aquinnah

Second Quarter 2016

Year to Date - Sales Volume by Quarter

|                      | 1st Qtr     |       | 2nd Qtr     |       | Total       |
|----------------------|-------------|-------|-------------|-------|-------------|
|                      | \$ Volume   | % + - | \$ Volume   | % + - | \$ Volume   |
| <b>Residential</b>   | \$4,445,000 | -55%  | \$2,245,000 | -7%   | \$6,690,000 |
| <b>Single Family</b> | \$4,445,000 | -55%  | \$2,245,000 | -7%   | \$6,690,000 |
| <b>Multi Family</b>  |             |       |             |       |             |
| <b>Condos</b>        |             |       |             |       |             |
| <b>Land</b>          |             |       | \$840,000   | 860%  | \$840,000   |
| <b>Commercial</b>    |             |       |             |       |             |

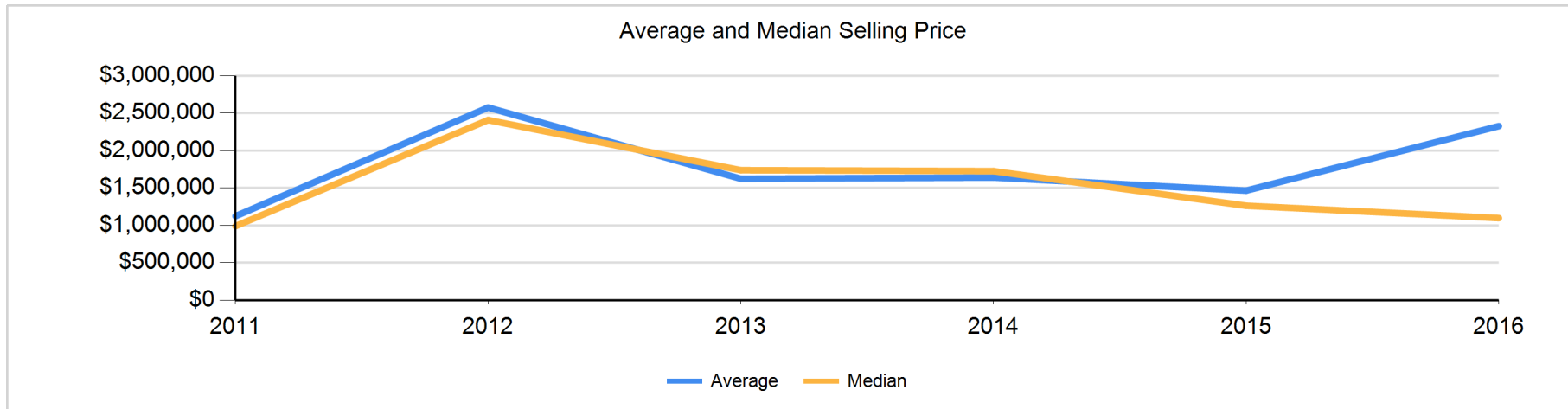




## Chilmark

### Second Quarter 2016 Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell    | % + - | Med Sell    | % + - | % of AV | % + - | \$ Volume    | % + - | DOM  |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|--------------|-------|------|
| 2011 | 3     | 50%   | \$1,123,167 | -37%  | \$990,000   | -44%  | 107%    | -7%   | \$3,369,500  | -5%   | 131  |
| 2012 | 8     | 167%  | \$2,574,451 | 129%  | \$2,407,303 | 143%  | 99%     | -7%   | \$20,595,605 | 511%  | 641  |
| 2013 | 4     | -50%  | \$1,623,125 | -37%  | \$1,737,500 | -28%  | 114%    | 15%   | \$6,492,500  | -68%  | 1106 |
| 2014 | 7     | 75%   | \$1,638,714 | 1%    | \$1,725,000 | -1%   | 86%     | -25%  | \$11,471,000 | 77%   | 543  |
| 2015 | 8     | 14%   | \$1,464,566 | -11%  | \$1,262,500 | -27%  | 112%    | 30%   | \$11,716,529 | 2%    | 362  |
| 2016 | 10    | 25%   | \$2,326,200 | 59%   | \$1,097,500 | -13%  | 101%    | -10%  | \$23,262,000 | 99%   | 244  |



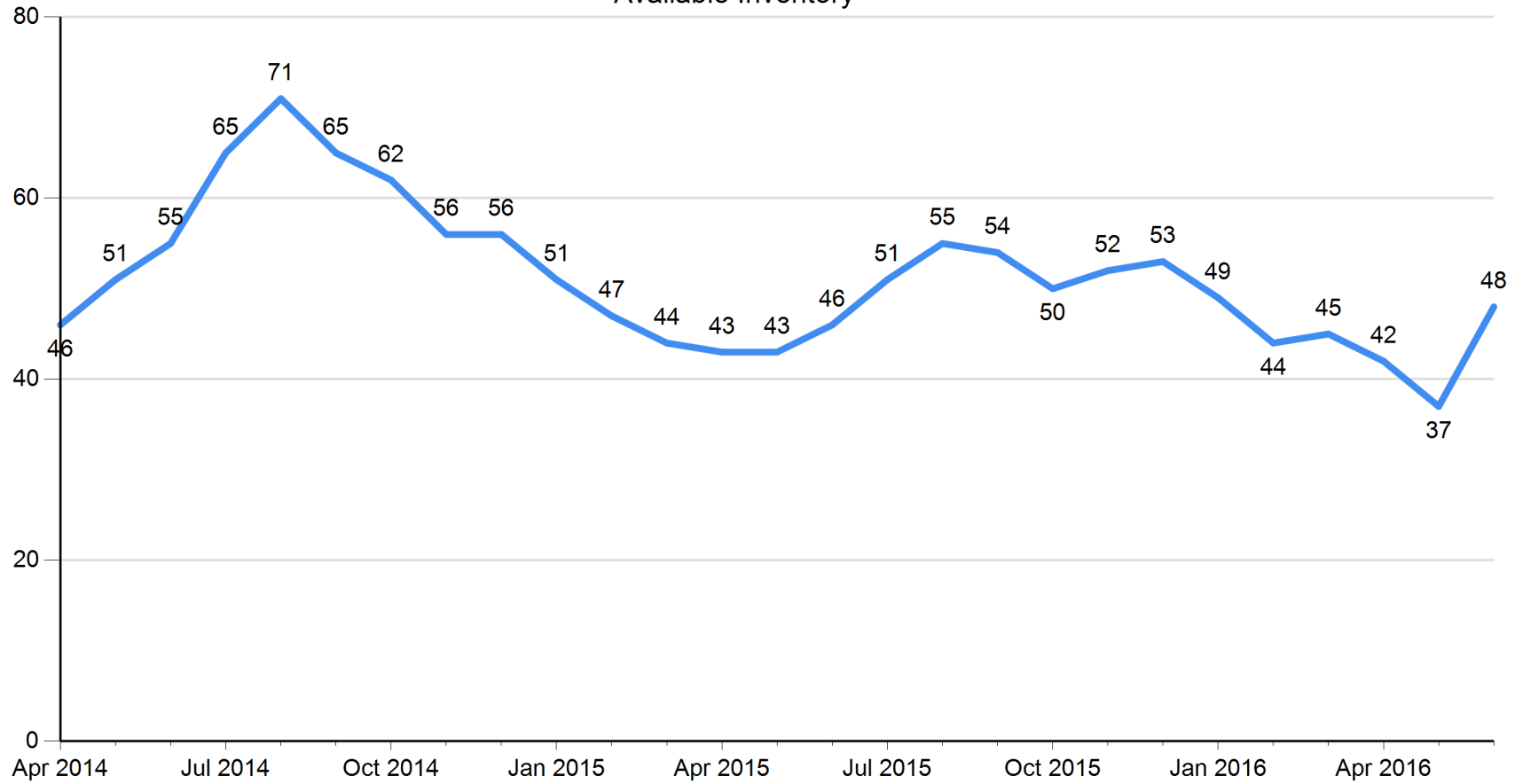


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## Chilmark

Second Quarter 2016

Available Inventory



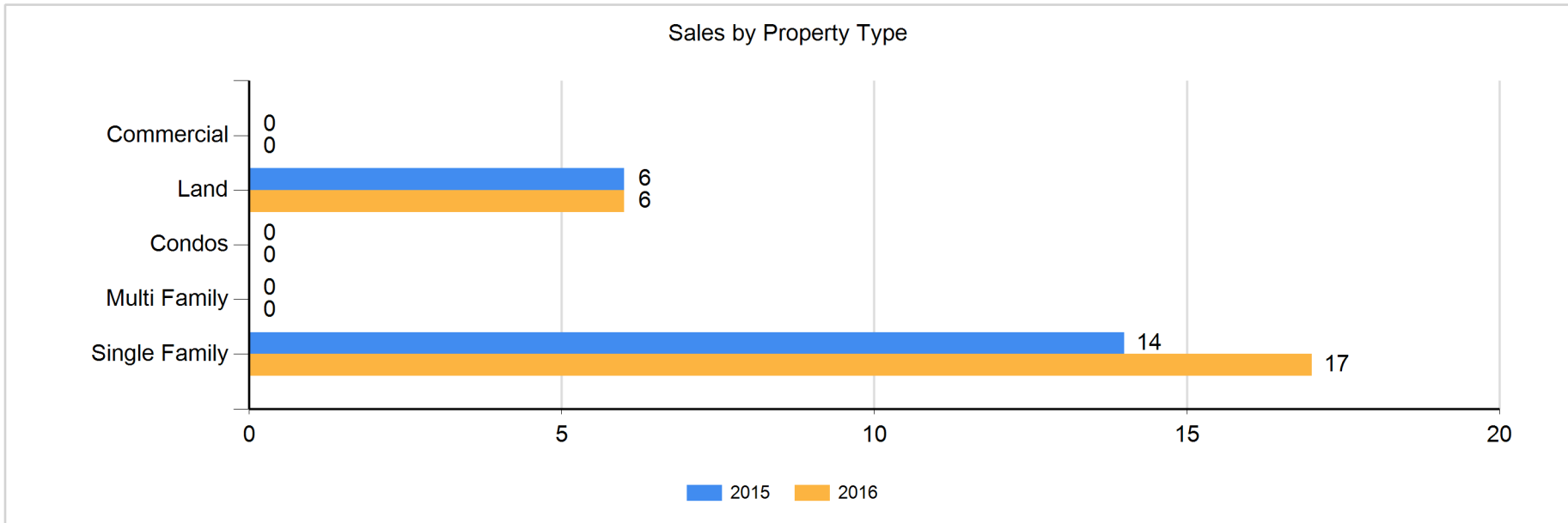


# Chilmark

Second Quarter 2016

Year to Date - Number of Sales by Quarter

|                      | 1st Qtr |       | 2nd Qtr |       | Total Sales |
|----------------------|---------|-------|---------|-------|-------------|
|                      | Sales   | % +/- | Sales   | % +/- |             |
| <b>Residential</b>   | 7       | 17%   | 10      | 25%   | 17          |
| <b>Single Family</b> | 7       | 17%   | 10      | 25%   | 17          |
| <b>Multi Family</b>  | 0       |       | 0       |       | 0           |
| <b>Condos</b>        | 0       |       | 0       |       | 0           |
| <b>Land</b>          | 2       | -33%  | 4       | 33%   | 6           |
| <b>Commercial</b>    | 0       |       | 0       |       | 0           |



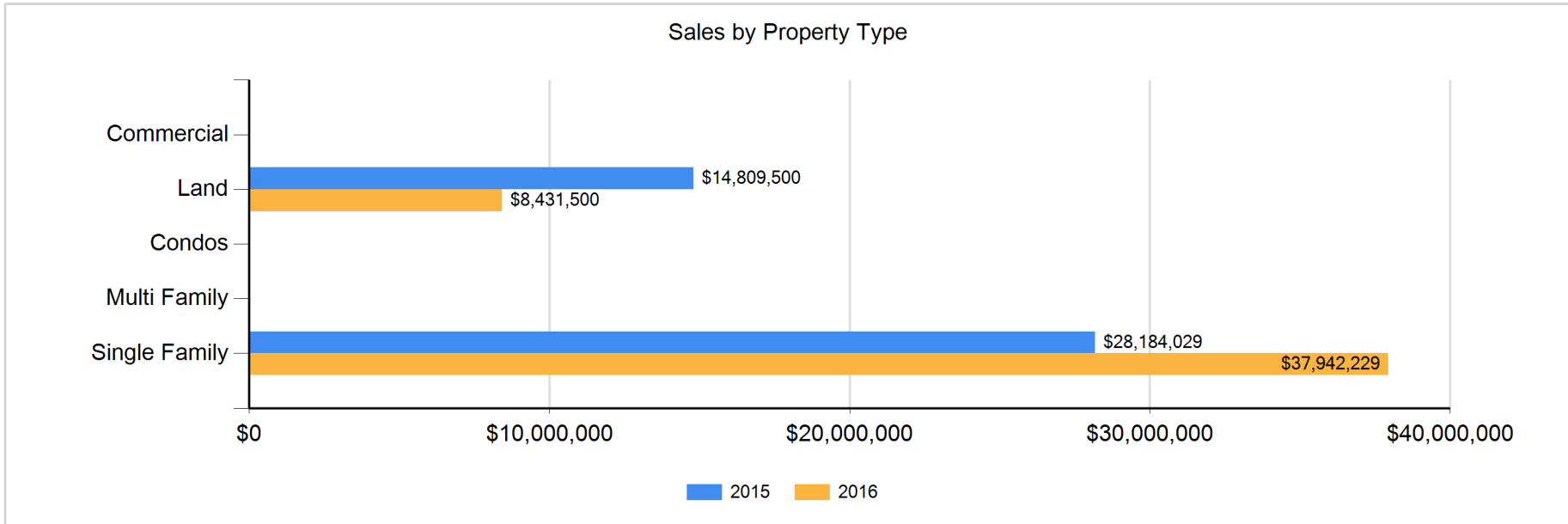


# Chilmark

Second Quarter 2016

Year to Date - Sales Volume by Quarter

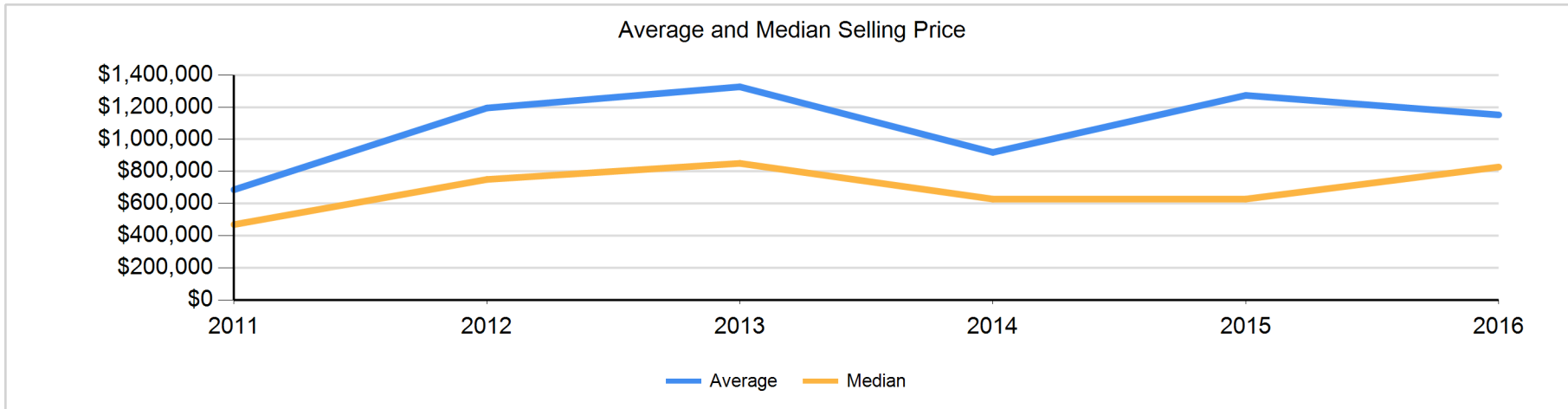
|                      | 1st Qtr      |       | 2nd Qtr      |       | Total        |
|----------------------|--------------|-------|--------------|-------|--------------|
|                      | \$ Volume    | % + - | \$ Volume    | % + - | \$ Volume    |
| <b>Residential</b>   | \$14,680,229 | -11%  | \$23,262,000 | 99%   | \$37,942,229 |
| <b>Single Family</b> | \$14,680,229 | -11%  | \$23,262,000 | 99%   | \$37,942,229 |
| <b>Multi Family</b>  |              |       |              |       |              |
| <b>Condos</b>        |              |       |              |       |              |
| <b>Land</b>          | \$1,500,000  | 2%    | \$6,931,500  | -48%  | \$8,431,500  |
| <b>Commercial</b>    |              |       |              |       |              |





**Edgartown**  
 Second Quarter 2016  
 Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell    | % + - | Med Sell  | % + - | % of AV | % + - | \$ Volume    | % + - | DOM |
|------|-------|-------|-------------|-------|-----------|-------|---------|-------|--------------|-------|-----|
| 2011 | 18    | -38%  | \$686,018   | -40%  | \$469,363 | -41%  | 96%     | -26%  | \$12,348,331 | -63%  | 224 |
| 2012 | 27    | 50%   | \$1,194,650 | 74%   | \$750,000 | 60%   | 98%     | 2%    | \$32,255,550 | 161%  | 183 |
| 2013 | 29    | 7%    | \$1,326,311 | 11%   | \$850,000 | 13%   | 116%    | 18%   | \$38,463,032 | 19%   | 336 |
| 2014 | 23    | -21%  | \$918,565   | -31%  | \$628,000 | -26%  | 102%    | -12%  | \$21,127,000 | -45%  | 273 |
| 2015 | 32    | 39%   | \$1,273,159 | 39%   | \$628,125 | 0%    | 137%    | 34%   | \$40,741,075 | 93%   | 322 |
| 2016 | 22    | -31%  | \$1,151,636 | -10%  | \$827,500 | 32%   | 136%    | -1%   | \$25,336,000 | -38%  | 156 |





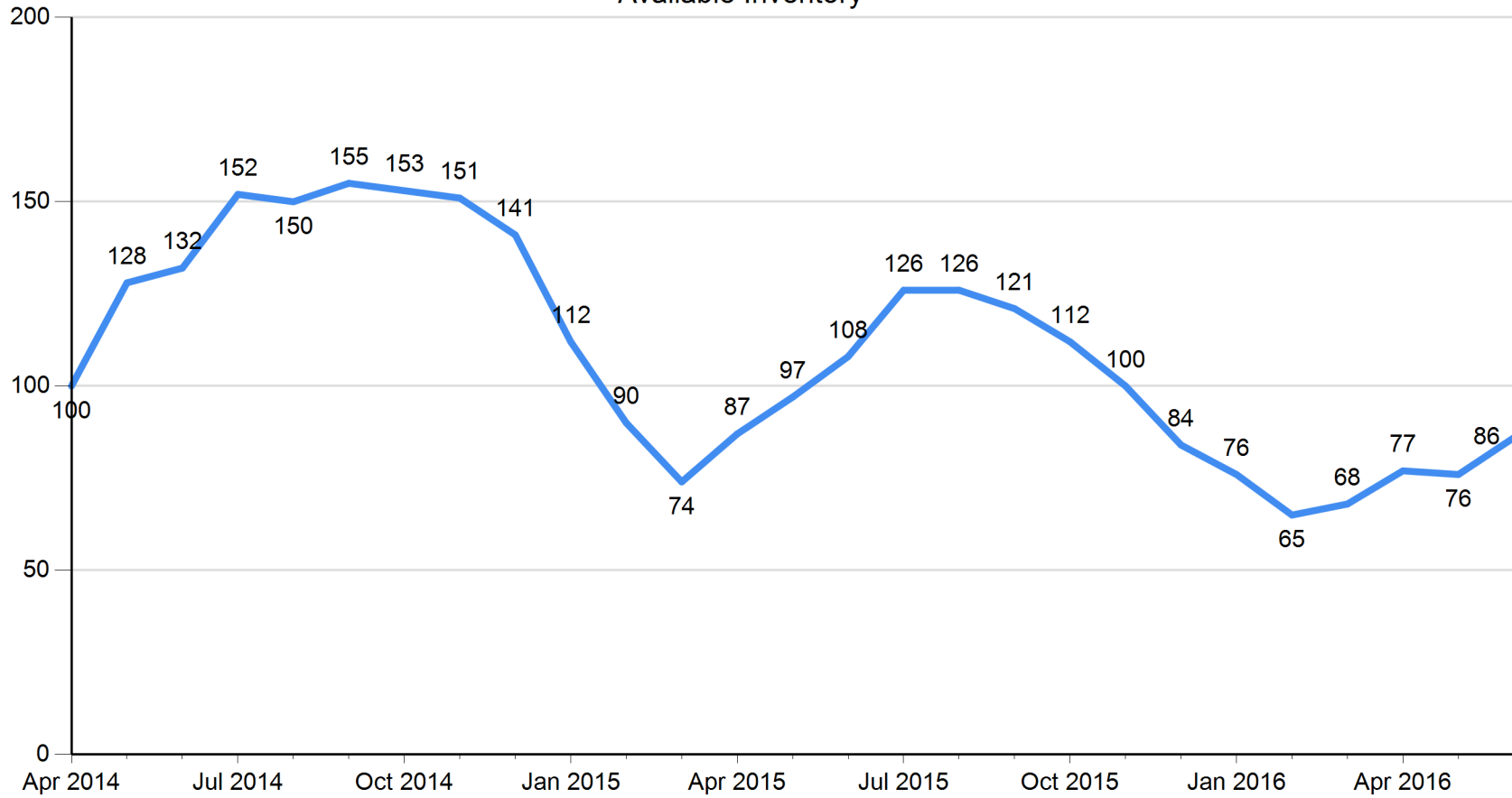


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## Edgartown

Second Quarter 2016

Available Inventory





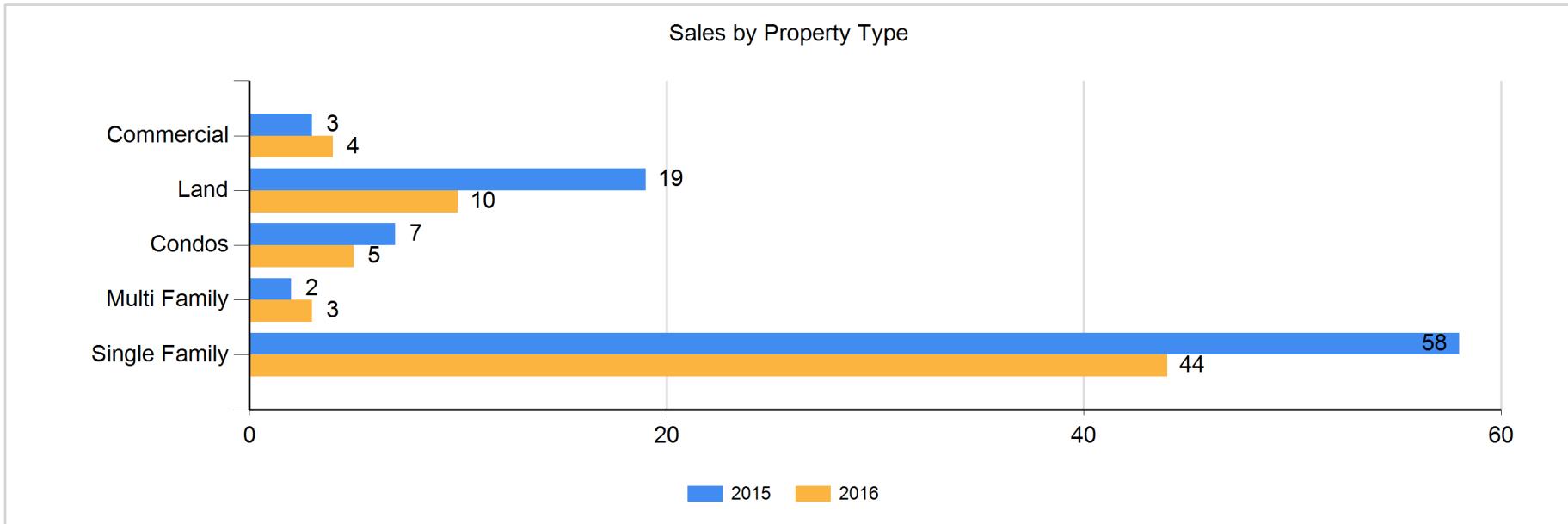
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## Edgartown

Second Quarter 2016

Year to Date - Number of Sales by Quarter

|                      | 1st Qtr |       | 2nd Qtr |       | Total |
|----------------------|---------|-------|---------|-------|-------|
|                      | Sales   | % + - | Sales   | % + - | Sales |
| <b>Residential</b>   | 28      | -15%  | 24      | -29%  | 52    |
| <b>Single Family</b> | 23      | -15%  | 21      | -32%  | 44    |
| <b>Multi Family</b>  | 2       | 100%  | 1       | 0%    | 3     |
| <b>Condos</b>        | 3       | -40%  | 2       | 0%    | 5     |
| <b>Land</b>          | 4       | -50%  | 6       | -45%  | 10    |
| <b>Commercial</b>    | 0       | -100% | 4       | 300%  | 4     |



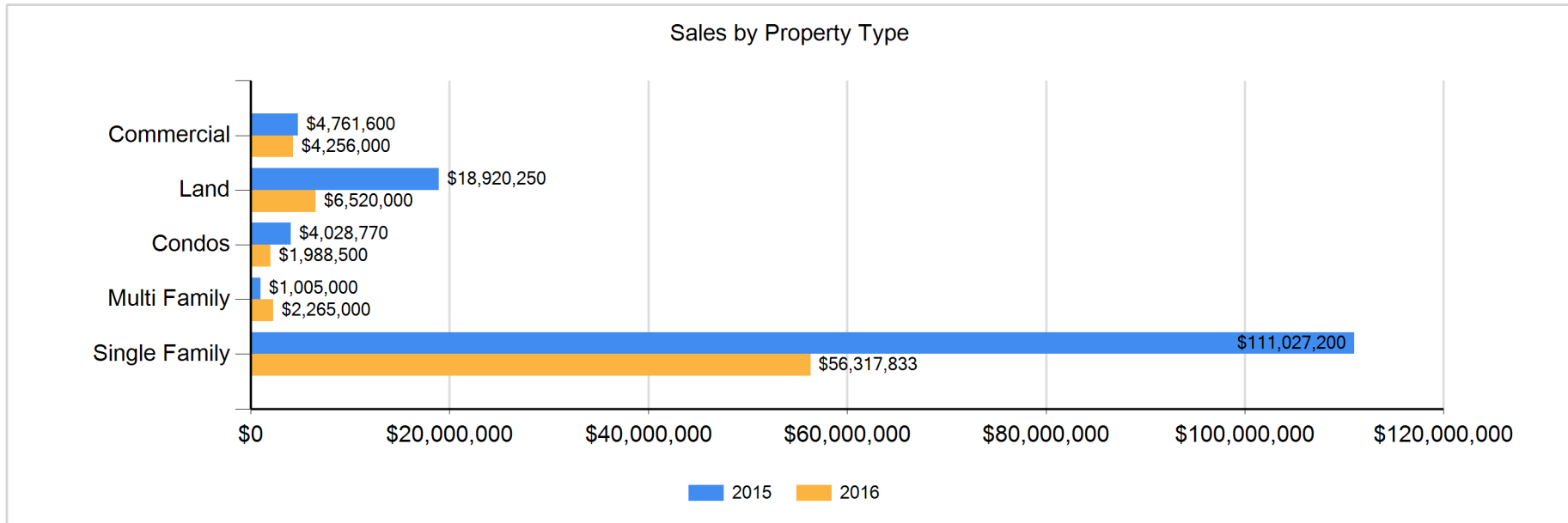


## Edgartown

Second Quarter 2016

Year to Date - Sales Volume by Quarter

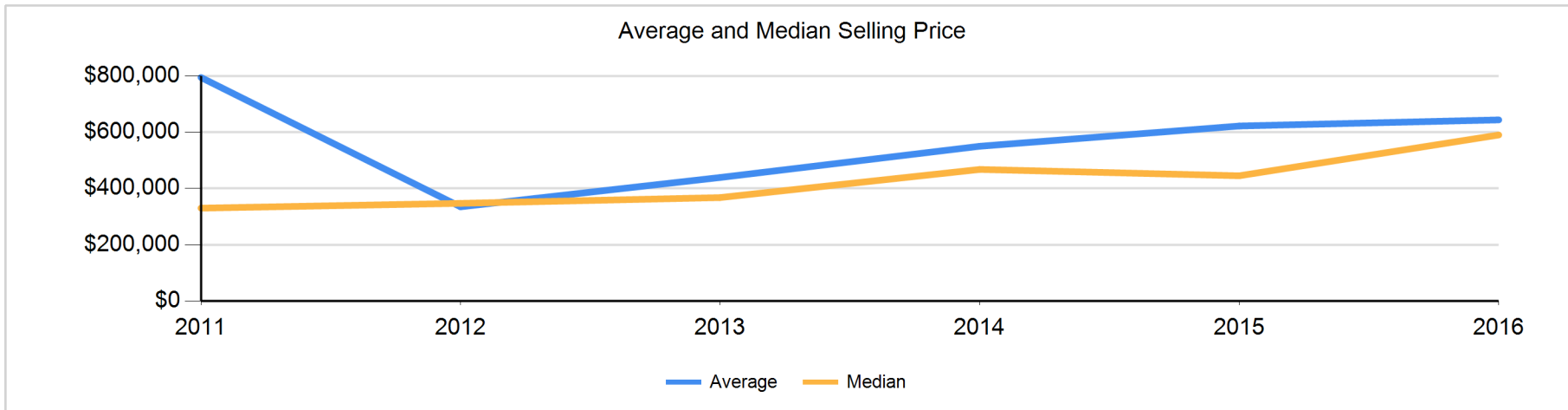
|                      | 1st Qtr      |       | 2nd Qtr      |       | Total        |
|----------------------|--------------|-------|--------------|-------|--------------|
|                      | \$ Volume    | % + - | \$ Volume    | % + - | \$ Volume    |
| <b>Residential</b>   | \$34,445,333 | -53%  | \$26,126,000 | -38%  | \$60,571,333 |
| <b>Single Family</b> | \$31,906,833 | -55%  | \$24,411,000 | -39%  | \$56,317,833 |
| <b>Multi Family</b>  | \$1,340,000  | 195%  | \$925,000    | 68%   | \$2,265,000  |
| <b>Condos</b>        | \$1,198,500  | -49%  | \$790,000    | -53%  | \$1,988,500  |
| <b>Land</b>          | \$3,955,000  | -59%  | \$2,565,000  | -72%  | \$6,520,000  |
| <b>Commercial</b>    |              |       | \$4,256,000  | 394%  | \$4,256,000  |





**Oak Bluffs**  
 Second Quarter 2016  
 Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell  | % + - | Med Sell  | % + - | % of AV | % + - | \$ Volume    | % + - | DOM |
|------|-------|-------|-----------|-------|-----------|-------|---------|-------|--------------|-------|-----|
| 2011 | 19    | -14%  | \$794,431 | 18%   | \$330,000 | -18%  | 80%     | -22%  | \$15,094,186 | 2%    | 307 |
| 2012 | 24    | 26%   | \$334,701 | -58%  | \$347,000 | 5%    | 80%     | 0%    | \$8,032,822  | -47%  | 507 |
| 2013 | 27    | 13%   | \$438,860 | 31%   | \$367,500 | 6%    | 99%     | 24%   | \$11,849,211 | 48%   | 227 |
| 2014 | 27    | 0%    | \$549,833 | 25%   | \$467,500 | 27%   | 108%    | 9%    | \$14,845,500 | 25%   | 338 |
| 2015 | 25    | -7%   | \$621,840 | 13%   | \$445,000 | -5%   | 112%    | 4%    | \$15,546,000 | 5%    | 237 |
| 2016 | 27    | 8%    | \$643,574 | 3%    | \$590,000 | 33%   | 119%    | 6%    | \$17,376,500 | 12%   | 158 |



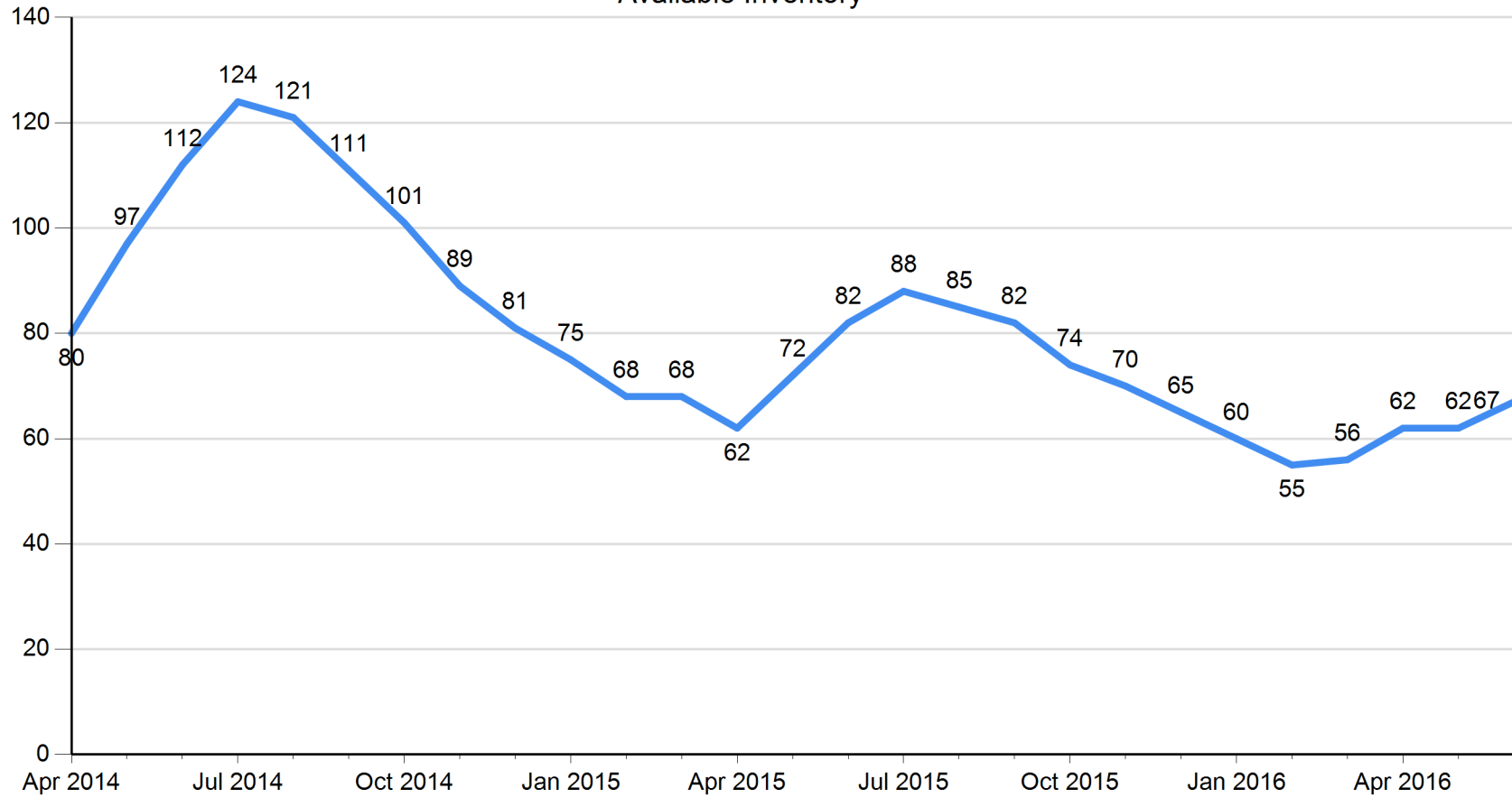


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## Oak Bluffs

Second Quarter 2016

Available Inventory



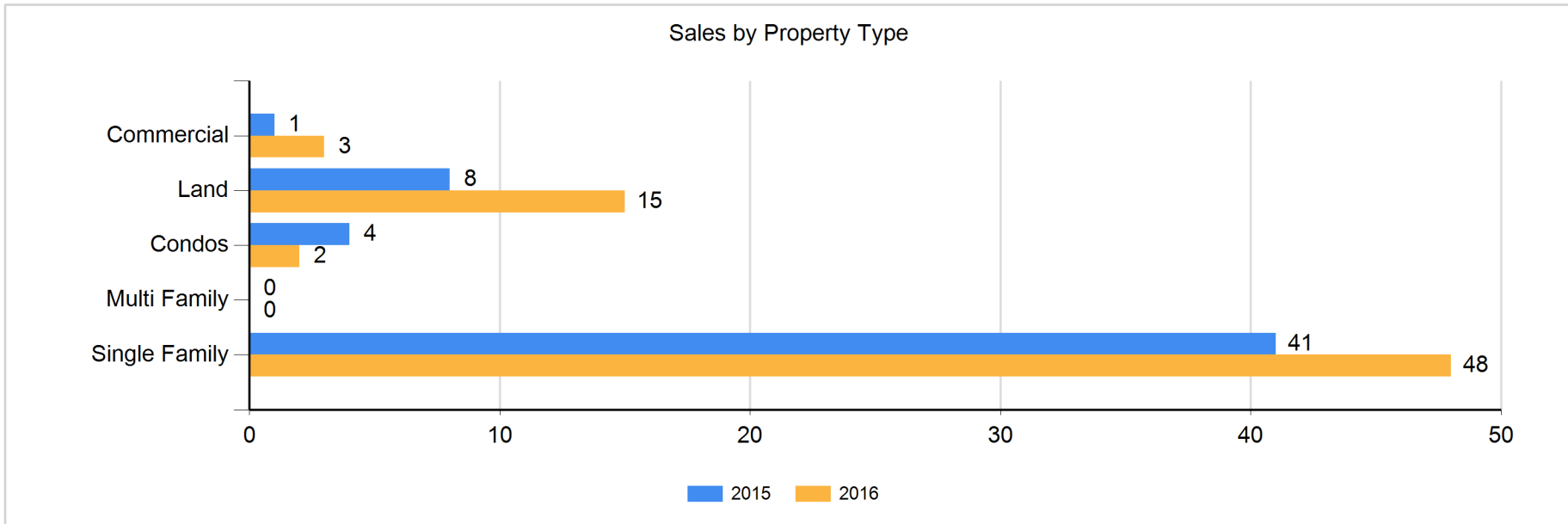


## Oak Bluffs

Second Quarter 2016

Year to Date - Number of Sales by Quarter

|                      | 1st Qtr |       | 2nd Qtr |       | Total |
|----------------------|---------|-------|---------|-------|-------|
|                      | Sales   | % + - | Sales   | % + - | Sales |
| <b>Residential</b>   | 23      | 28%   | 27      | 0%    | 50    |
| <b>Single Family</b> | 21      | 31%   | 27      | 8%    | 48    |
| <b>Multi Family</b>  | 0       |       | 0       |       | 0     |
| <b>Condos</b>        | 2       | 0%    | 0       | -100% | 2     |
| <b>Land</b>          | 8       | 300%  | 7       | 17%   | 15    |
| <b>Commercial</b>    | 2       | 100%  | 1       |       | 3     |



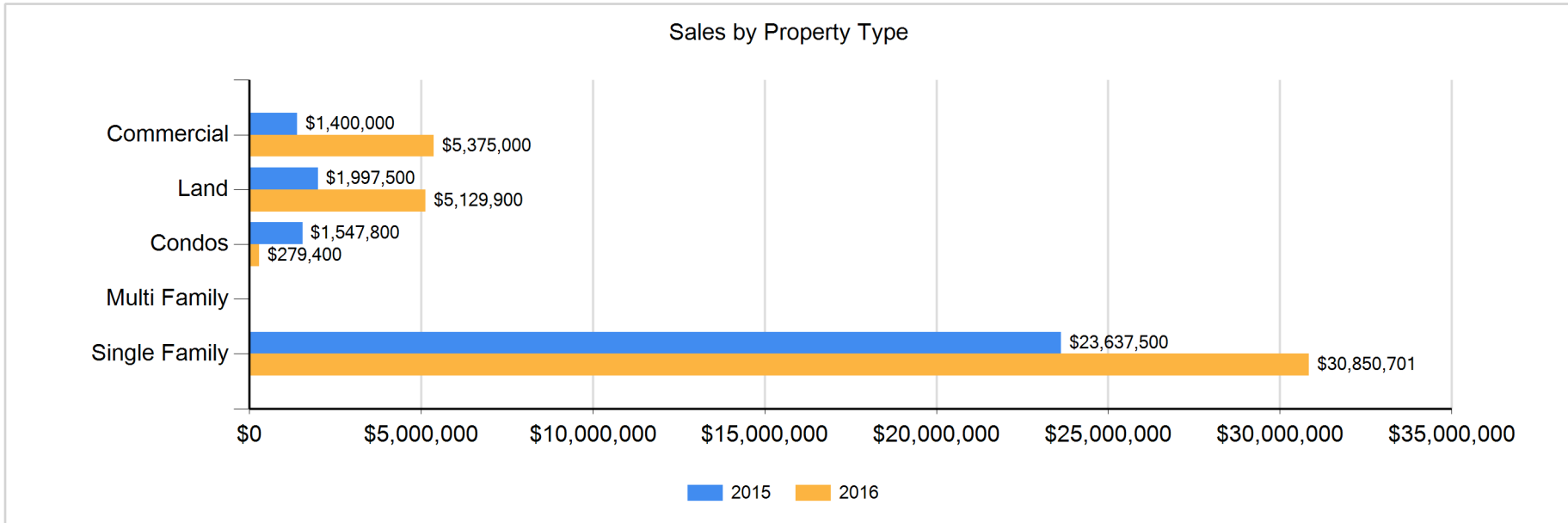


## Oak Bluffs

Second Quarter 2016

Year to Date - Sales Volume by Quarter

|                      | 1st Qtr      |       | 2nd Qtr      |       | Total        |
|----------------------|--------------|-------|--------------|-------|--------------|
|                      | \$ Volume    | % + - | \$ Volume    | % + - | \$ Volume    |
| <b>Residential</b>   | \$13,753,601 | 53%   | \$17,376,500 | 7%    | \$31,130,101 |
| <b>Single Family</b> | \$13,474,201 | 67%   | \$17,376,500 | 12%   | \$30,850,701 |
| <b>Multi Family</b>  |              |       |              |       |              |
| <b>Condos</b>        | \$279,400    | -69%  |              |       | \$279,400    |
| <b>Land</b>          | \$2,817,400  | 362%  | \$2,312,500  | 67%   | \$5,129,900  |
| <b>Commercial</b>    | \$4,875,000  | 248%  | \$500,000    |       | \$5,375,000  |





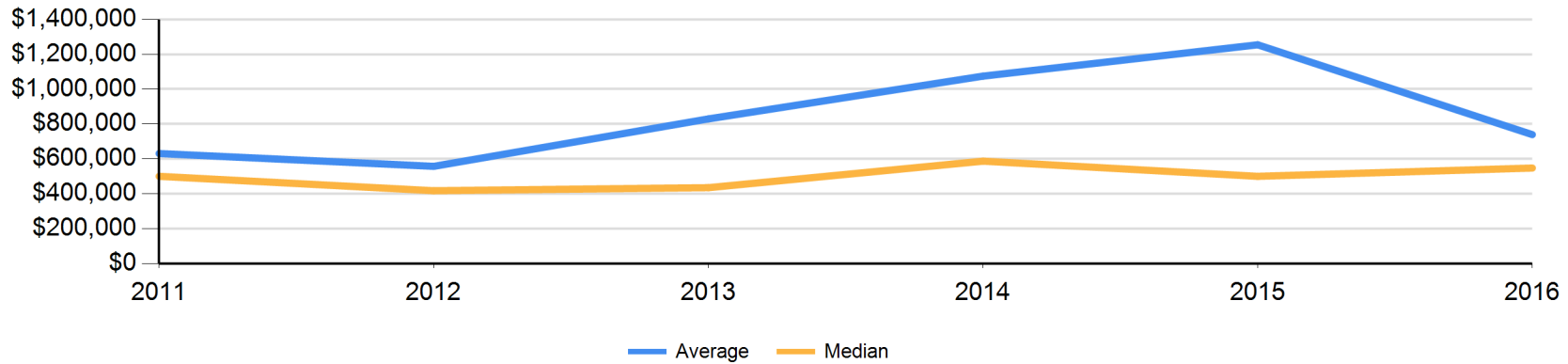
## Vineyard Haven

Second Quarter 2016

### Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell    | % + - | Med Sell  | % + - | % of AV | % + - | \$ Volume    | % + - | DOM |
|------|-------|-------|-------------|-------|-----------|-------|---------|-------|--------------|-------|-----|
| 2011 | 15    | -48%  | \$630,739   | 28%   | \$500,087 | 11%   | 87%     | -10%  | \$9,461,087  | -34%  | 254 |
| 2012 | 18    | 20%   | \$557,262   | -12%  | \$417,500 | -17%  | 105%    | 21%   | \$10,030,719 | 6%    | 274 |
| 2013 | 16    | -11%  | \$829,231   | 49%   | \$435,000 | 4%    | 96%     | -9%   | \$13,267,700 | 32%   | 378 |
| 2014 | 19    | 19%   | \$1,074,447 | 30%   | \$587,000 | 35%   | 104%    | 8%    | \$20,414,500 | 54%   | 170 |
| 2015 | 15    | -21%  | \$1,254,098 | 17%   | \$500,000 | -15%  | 117%    | 13%   | \$18,811,464 | -8%   | 92  |
| 2016 | 21    | 40%   | \$739,101   | -41%  | \$547,500 | 10%   | 115%    | -2%   | \$15,521,125 | -17%  | 230 |

Average and Median Selling Price





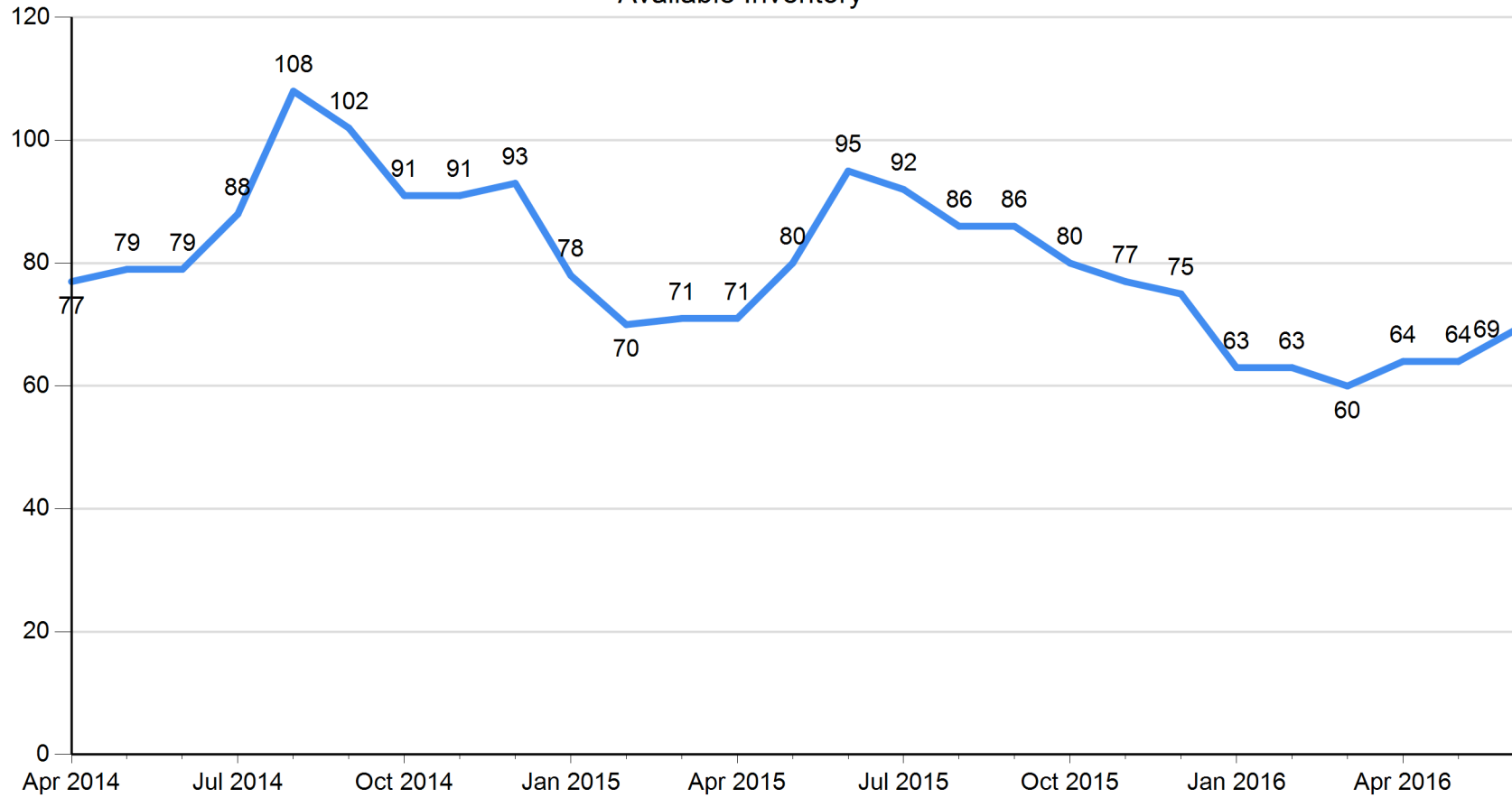


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## Vineyard Haven

Second Quarter 2016

Available Inventory





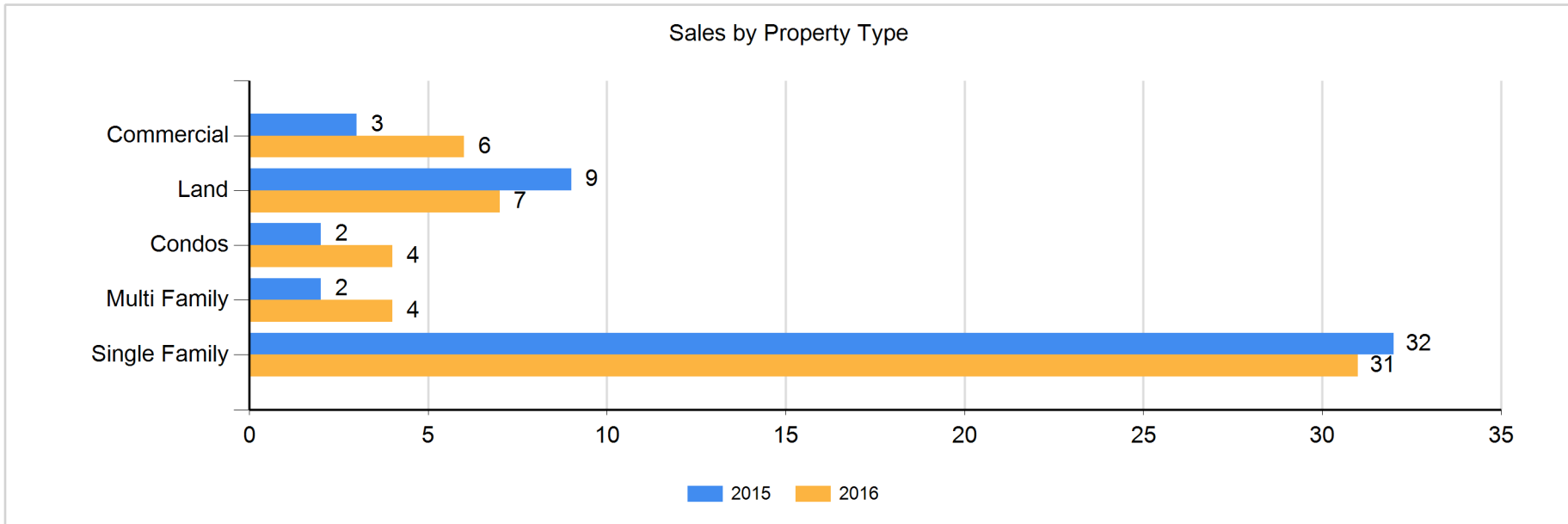
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## Vineyard Haven

Second Quarter 2016

Year to Date - Number of Sales by Quarter

|                      | 1st Qtr |       | 2nd Qtr |       | Total Sales |
|----------------------|---------|-------|---------|-------|-------------|
|                      | Sales   | % + - | Sales   | % + - |             |
| <b>Residential</b>   | 16      | -16%  | 23      | 35%   | 39          |
| <b>Single Family</b> | 11      | -39%  | 20      | 43%   | 31          |
| <b>Multi Family</b>  | 3       | 200%  | 1       | 0%    | 4           |
| <b>Condos</b>        | 2       |       | 2       | 0%    | 4           |
| <b>Land</b>          | 3       | 0%    | 4       | -33%  | 7           |
| <b>Commercial</b>    | 1       | 0%    | 5       | 150%  | 6           |



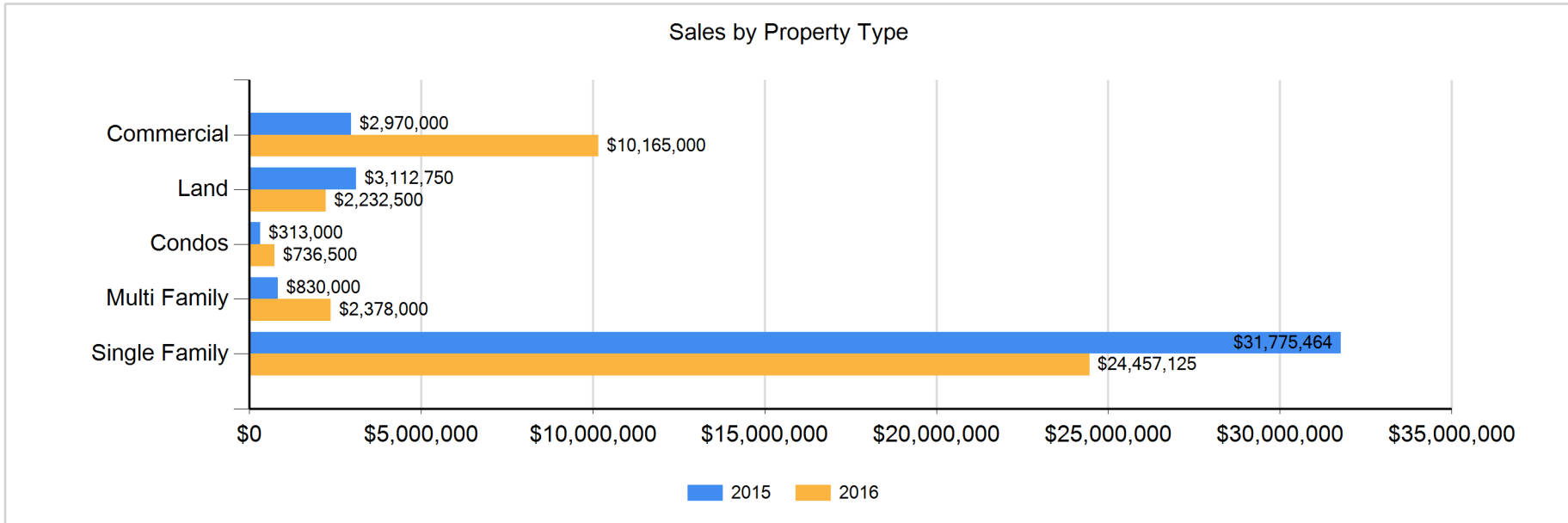


## Vineyard Haven

Second Quarter 2016

Year to Date - Sales Volume by Quarter

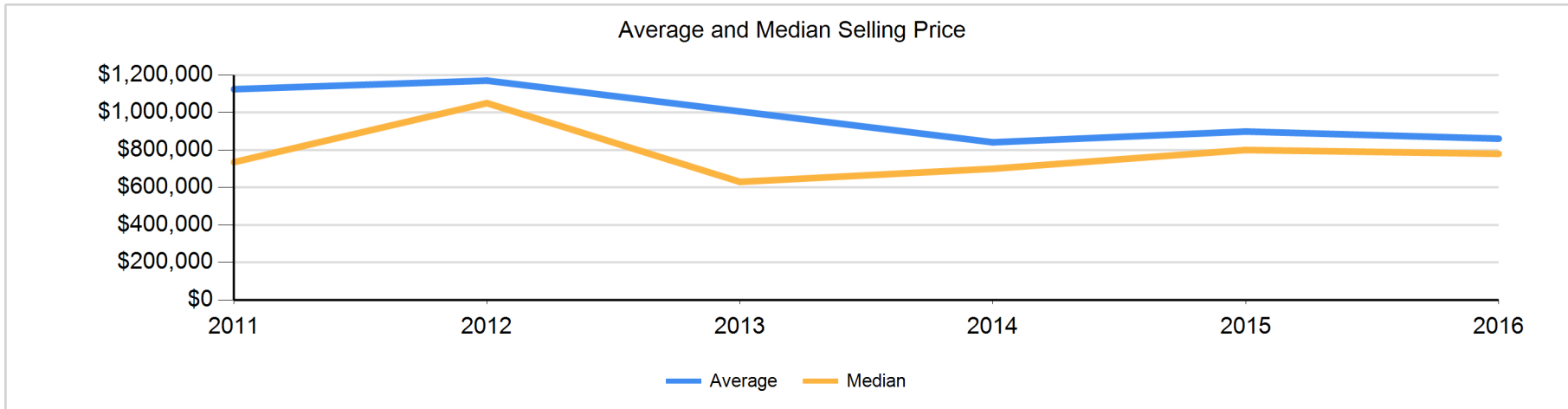
|                      | 1st Qtr      |       | 2nd Qtr      |       | Total        |
|----------------------|--------------|-------|--------------|-------|--------------|
|                      | \$ Volume    | % + - | \$ Volume    | % + - | \$ Volume    |
| <b>Residential</b>   | \$11,646,500 | -16%  | \$15,925,125 | -17%  | \$27,571,625 |
| <b>Single Family</b> | \$9,339,000  | -30%  | \$15,118,125 | -18%  | \$24,457,125 |
| <b>Multi Family</b>  | \$1,975,000  | 273%  | \$403,000    | 34%   | \$2,378,000  |
| <b>Condos</b>        | \$332,500    |       | \$404,000    | 29%   | \$736,500    |
| <b>Land</b>          | \$897,500    | -28%  | \$1,335,000  | -29%  | \$2,232,500  |
| <b>Commercial</b>    | \$1,400,000  | 27%   | \$8,765,000  | 369%  | \$10,165,000 |





**West Tisbury**  
 Second Quarter 2016  
 Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell    | % + - | Med Sell    | % + - | % of AV | % + - | \$ Volume    | % + - | DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|--------------|-------|-----|
| 2011 | 16    | 14%   | \$1,124,217 | 60%   | \$735,000   | 21%   | 104%    | -7%   | \$17,987,471 | 82%   | 258 |
| 2012 | 13    | -19%  | \$1,169,885 | 4%    | \$1,050,000 | 43%   | 100%    | -4%   | \$15,208,500 | -15%  | 231 |
| 2013 | 15    | 15%   | \$1,005,600 | -14%  | \$630,000   | -40%  | 104%    | 4%    | \$15,084,000 | -1%   | 234 |
| 2014 | 6     | -60%  | \$841,000   | -16%  | \$700,000   | 11%   | 114%    | 10%   | \$5,046,000  | -67%  | 138 |
| 2015 | 6     | 0%    | \$898,333   | 7%    | \$800,000   | 14%   | 111%    | -3%   | \$5,390,000  | 7%    | 259 |
| 2016 | 13    | 117%  | \$860,219   | -4%   | \$779,500   | -3%   | 111%    | 0%    | \$11,182,850 | 107%  | 144 |



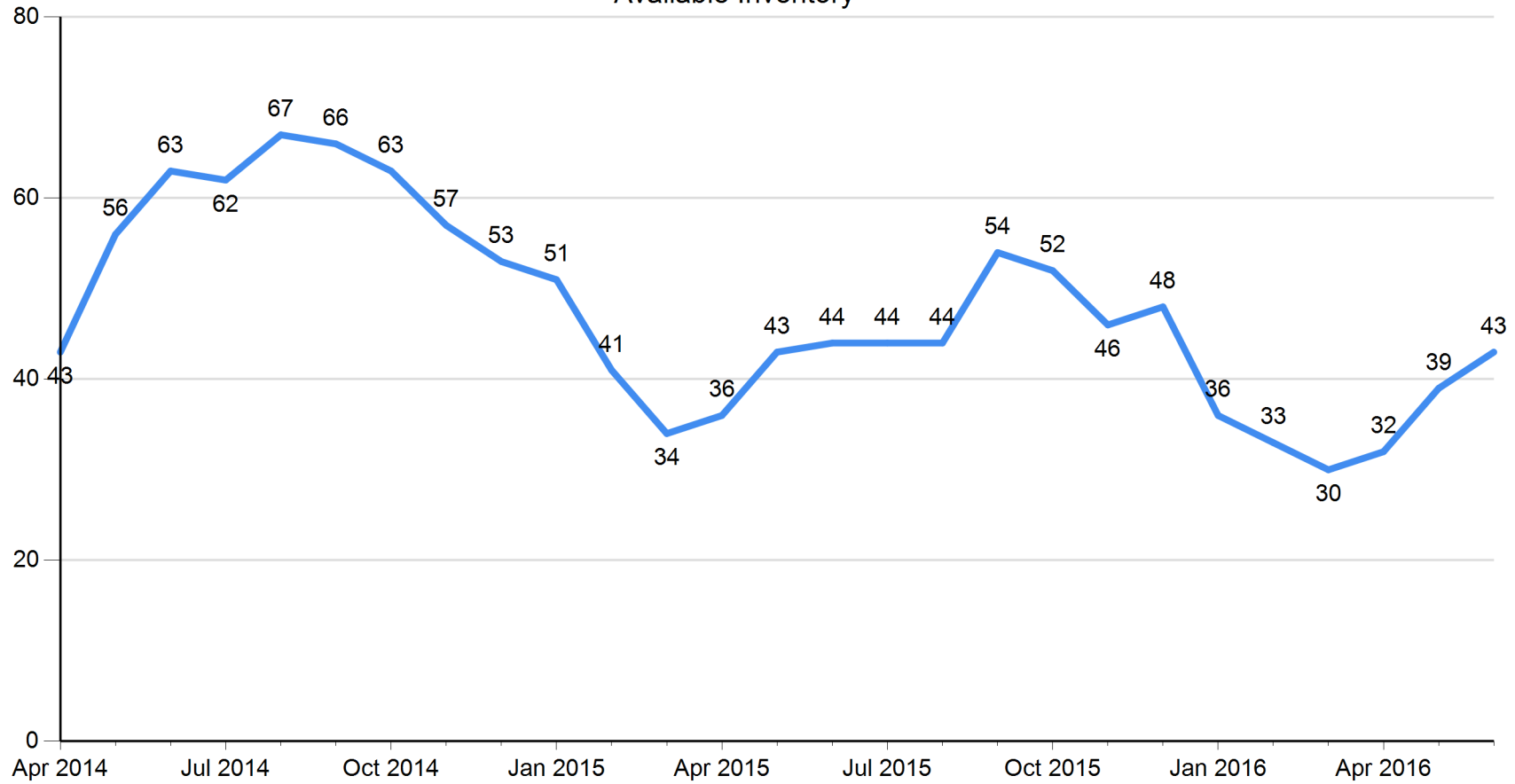


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## West Tisbury

Second Quarter 2016

Available Inventory



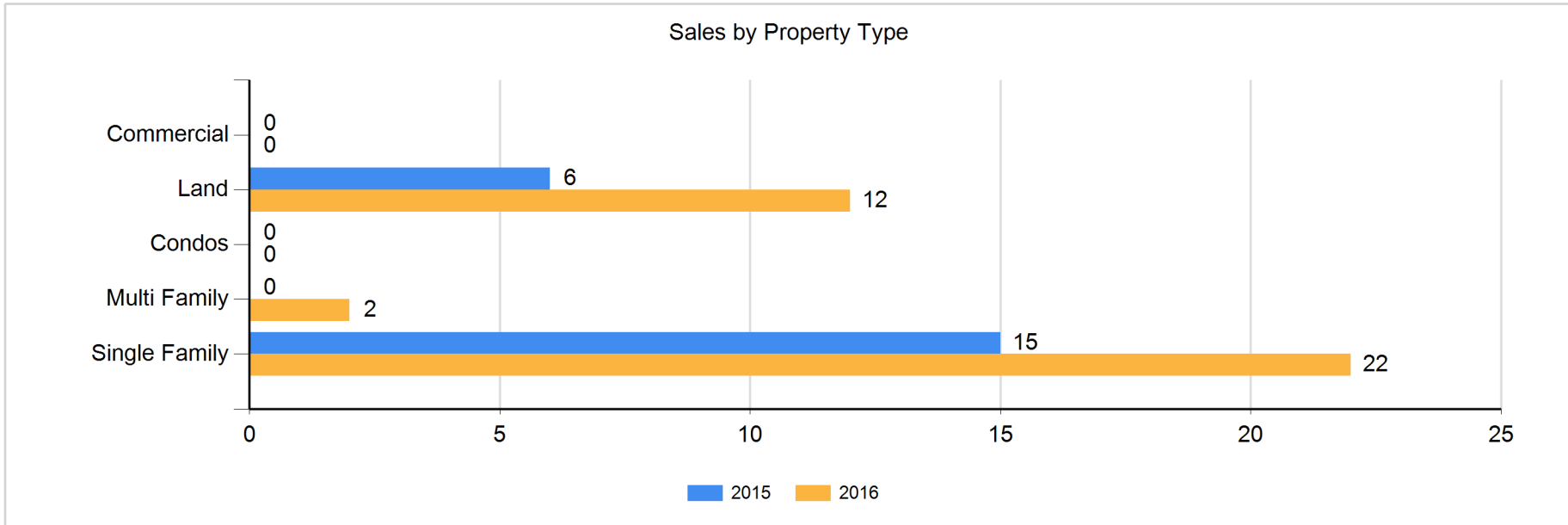


## West Tisbury

Second Quarter 2016

Year to Date - Number of Sales by Quarter

|                      | 1st Qtr |       | 2nd Qtr |       | Total Sales |
|----------------------|---------|-------|---------|-------|-------------|
|                      | Sales   | % + - | Sales   | % + - |             |
| <b>Residential</b>   | 11      | 22%   | 13      | 117%  | 24          |
| <b>Single Family</b> | 10      | 11%   | 12      | 100%  | 22          |
| <b>Multi Family</b>  | 1       |       | 1       |       | 2           |
| <b>Condos</b>        | 0       |       | 0       |       | 0           |
| <b>Land</b>          | 5       | 0%    | 7       | 600%  | 12          |
| <b>Commercial</b>    | 0       |       | 0       |       | 0           |





## West Tisbury

Second Quarter 2016

Year to Date - Sales Volume by Quarter

|                      | 1st Qtr      |       | 2nd Qtr      |       | Total        |
|----------------------|--------------|-------|--------------|-------|--------------|
|                      | \$ Volume    | % + - | \$ Volume    | % + - | \$ Volume    |
| <b>Residential</b>   | \$14,633,550 | -2%   | \$11,182,850 | 107%  | \$25,816,400 |
| <b>Single Family</b> | \$11,808,550 | -21%  | \$10,577,850 | 96%   | \$22,386,400 |
| <b>Multi Family</b>  | \$2,825,000  |       | \$605,000    |       | \$3,430,000  |
| <b>Condos</b>        |              |       |              |       |              |
| <b>Land</b>          | \$1,694,500  | -25%  | \$6,277,500  | 1208% | \$7,972,000  |
| <b>Commercial</b>    |              |       |              |       |              |

