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Martha's Vineyard
Quarterly Sales Summary
First Quarter 2018

24 School Street Suite 702, Boston, MA 02116

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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

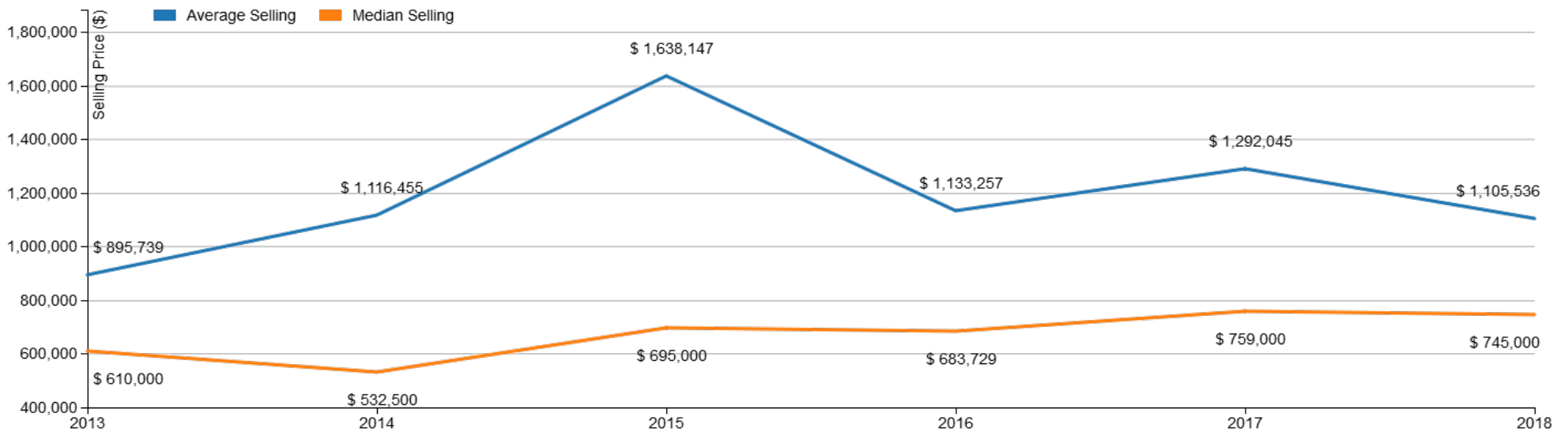
Information is Deemed Reliable but not guaranteed.

LINK

Island-Wide Summary: Single/Multi-Family Sales 1st Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	57	-34%	\$895,739	-12%	\$610,000	4%	104%	12%	\$51,057,151	-42%	372
2014	80	40%	\$1,116,455	25%	\$532,500	-13%	104%	0%	\$89,316,400	75%	253
2015	82	3%	\$1,638,147	47%	\$695,000	31%	118%	14%	\$134,328,025	50%	346
2016	81	-1%	\$1,133,257	-31%	\$683,729	-2%	158%	35%	\$91,793,813	-32%	351
2017	89	10%	\$1,292,045	14%	\$759,000	11%	126%	-20%	\$114,992,032	25%	283
2018	88	-1%	\$1,105,536	-14%	\$745,000	-2%	122%	-3%	\$97,287,150	-15%	249

Average / Median Selling Price

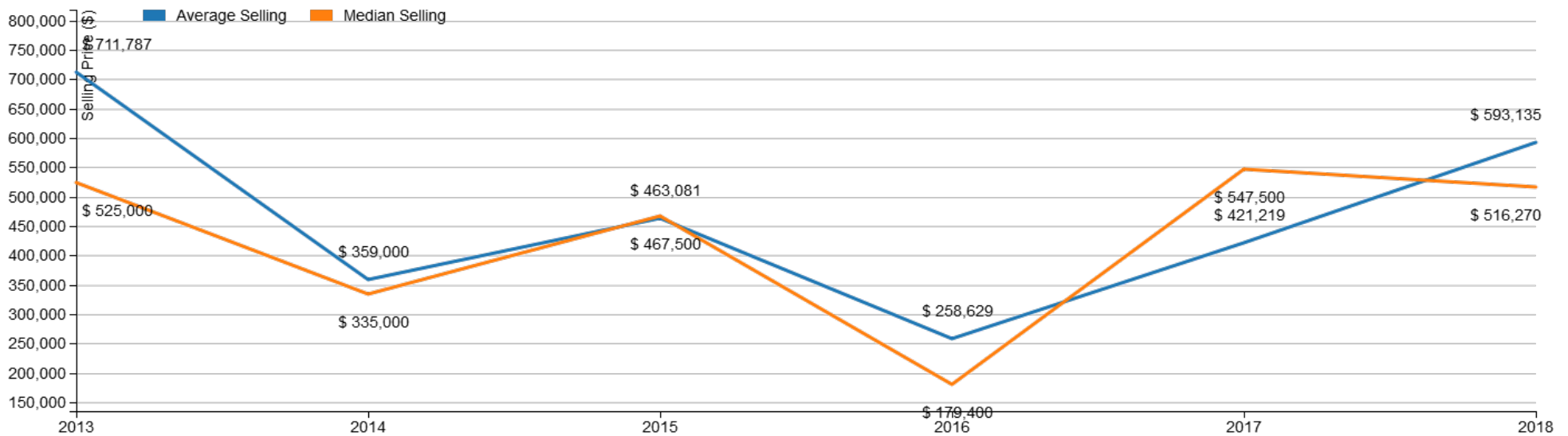


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Island-Wide Summary: Condo Sales 1st Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Psf	% + -	Med Psf	% + -	\$ Volume	% + -	DTS
2013	3	200%	\$711,787	216%	\$525,000	133%	\$632	104%	\$328	6%	\$2,135,361	849%	242
2014	6	100%	\$359,000	-50%	\$335,000	-36%	\$524	-17%	\$414	26%	\$2,154,000	1%	526
2015	7	17%	\$463,081	29%	\$467,500	40%	\$410	-22%	\$426	3%	\$3,241,570	50%	206
2016	7	0%	\$258,629	-44%	\$179,400	-62%	\$361	-12%	\$315	-26%	\$1,810,400	-44%	200
2017	8	14%	\$421,219	63%	\$547,500	205%	\$466	29%	\$464	47%	\$3,369,750	86%	174
2018	4	-50%	\$593,135	41%	\$516,270	-6%	\$554	19%	\$534	15%	\$2,372,539	-30%	69

Average / Median Selling Price

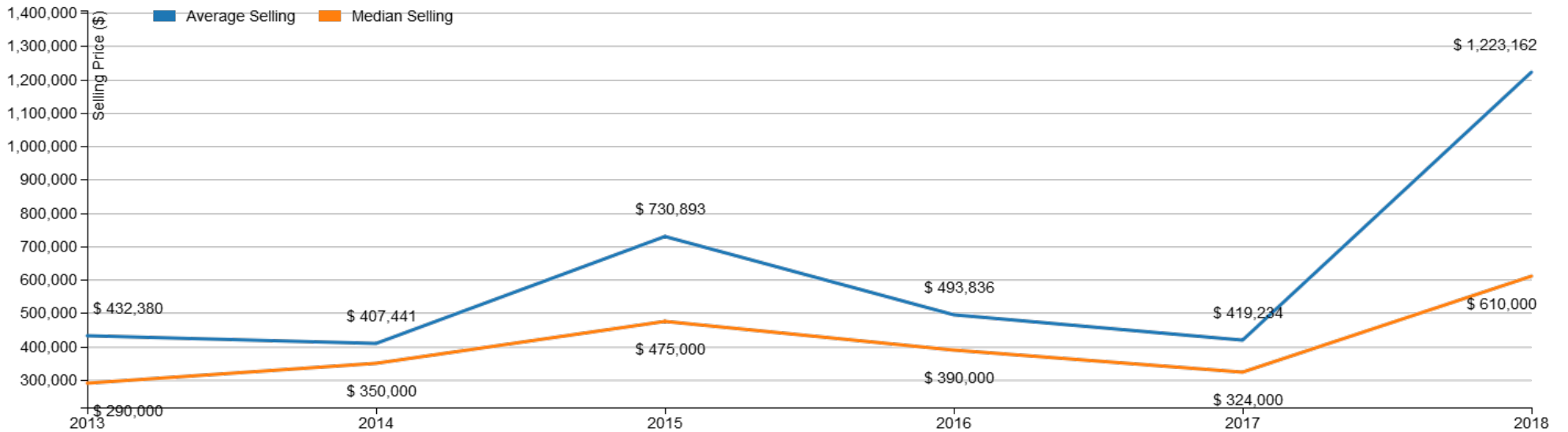


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Island-Wide Summary: Land Sales 1st Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	11	-27%	\$432,380	-32%	\$290,000	-13%	94%	-8%	\$4,756,175	-50%	914
2014	17	55%	\$407,441	-6%	\$350,000	21%	102%	8%	\$6,926,500	46%	428
2015	21	24%	\$730,893	79%	\$475,000	36%	153%	50%	\$15,348,750	122%	578
2016	22	5%	\$493,836	-32%	\$390,000	-18%	110%	-29%	\$10,864,400	-29%	700
2017	30	36%	\$419,234	-15%	\$324,000	-17%	180%	65%	\$12,577,010	16%	410
2018	20	-33%	\$1,223,163	192%	\$610,000	88%	137%	-24%	\$24,463,250	95%	362

Average / Median Selling Price

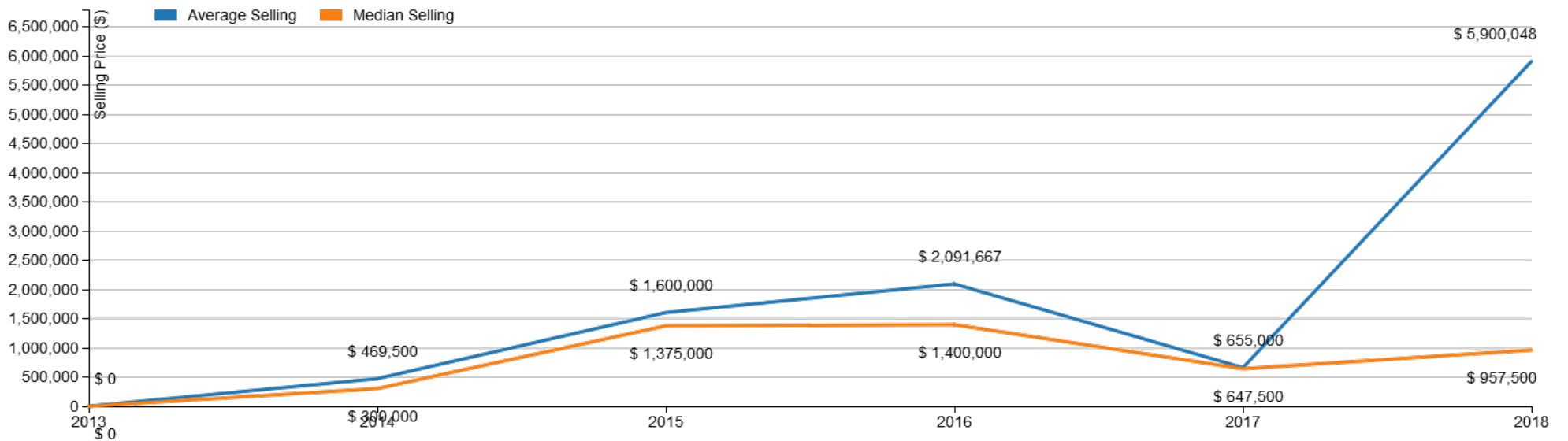


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Island-Wide Summary: Commercial Sales 1st Quarter 2018

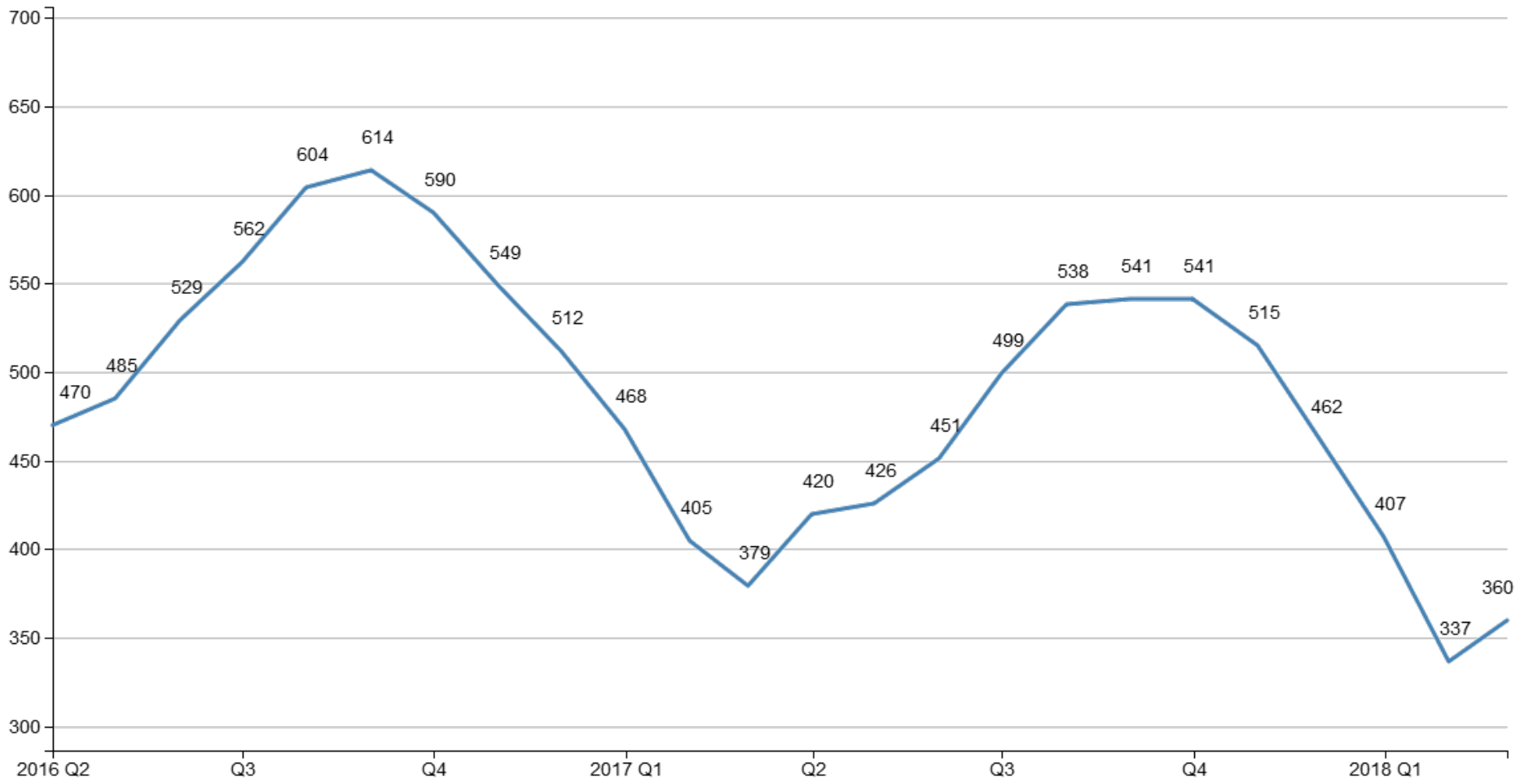
Year	Sales	% +/-	Avg Sell	% +/-	Med Sell	% +/-	% of AV	% +/-	\$ Volume	% +/-	DTS
2013	0	-	-	-	-	-	-	-	-	-	
2014	5	-	\$469,500	-	\$300,000	-	89%	-	\$2,347,500	-	1,211
2015	4	-20%	\$1,600,000	241%	\$1,375,000	358%	115%	30%	\$6,400,000	173%	433
2016	3	-25%	\$2,091,667	31%	\$1,400,000	2%	160%	38%	\$6,275,000	-2%	869
2017	6	100%	\$655,000	-69%	\$647,500	-54%	105%	-34%	\$3,930,000	-37%	634
2018	6	0%	\$5,900,048	801%	\$957,500	48%	138%	31%	\$35,400,287	801%	

Average / Median Selling Price



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Island-Wide Inventory 1st Quarter 2018

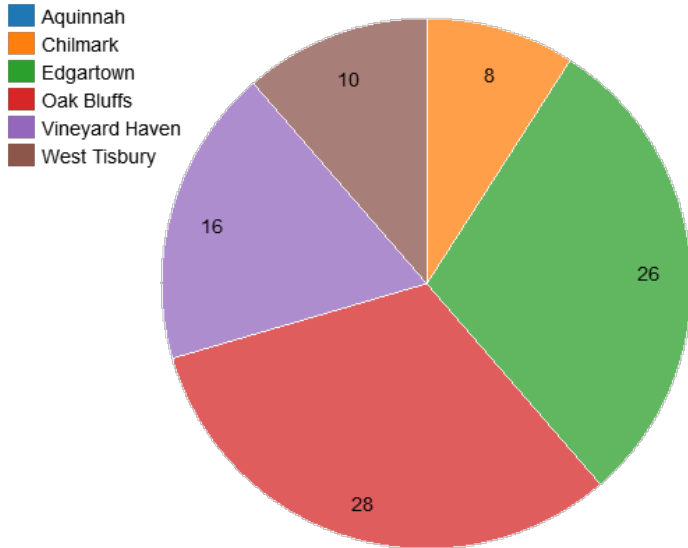


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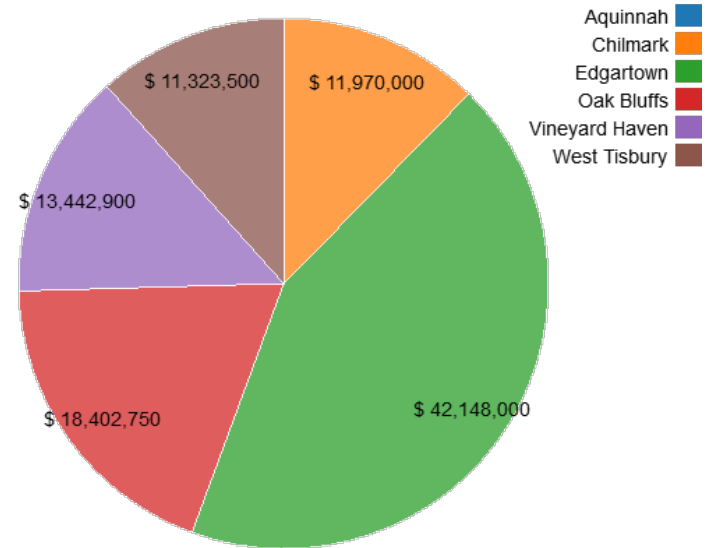
Sales Summary by Town Single/Multi-Family 1st Quarter 2018

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	0	-	-	-	-	-	-	-	-	-	
Chilmark	8	-11%	\$1,496,250	-51%	\$1,150,000	-21%	112%	12%	\$11,970,000	-56%	263
Edgartown	26	37%	\$1,621,077	-17%	\$910,000	-9%	133%	-4%	\$42,148,000	13%	235
Oak Bluffs	28	-7%	\$657,241	-10%	\$560,000	-15%	115%	-8%	\$18,402,750	-16%	183
Vineyard Haven	16	0%	\$840,181	23%	\$651,000	15%	136%	-8%	\$13,442,900	23%	239
West Tisbury	10	-29%	\$1,132,350	5%	\$981,250	32%	103%	-4%	\$11,323,500	-25%	469

Number of Sales by Town



Total Dollar Volume by Town

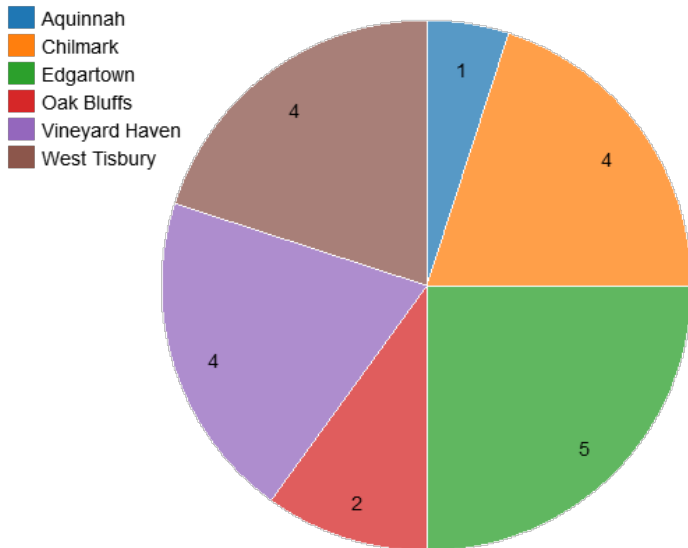


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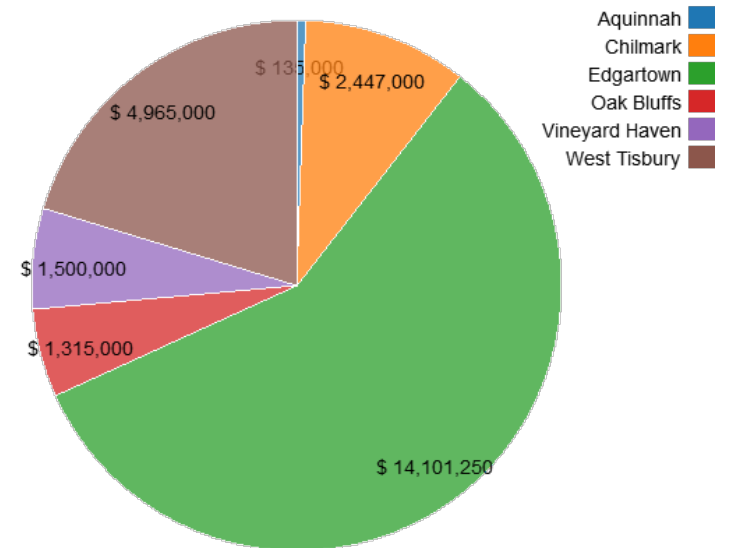
Sales Summary by Town Land 1st Quarter 2018

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
Aquinnah	1	0%	\$135,000	-87%	\$135,000	-87%	23%	-79%	\$135,000	-87%	240
Chilmark	4	100%	\$611,750	25%	\$667,500	37%	147%	42%	\$2,447,000	151%	510
Edgartown	5	-55%	\$2,820,250	531%	\$1,200,000	260%	133%	-53%	\$14,101,250	187%	193
Oak Bluffs	2	-71%	\$657,500	119%	\$657,500	192%	187%	55%	\$1,315,000	-37%	567
Vineyard Haven	4	-43%	\$375,000	3%	\$292,500	10%	112%	23%	\$1,500,000	-41%	195
West Tisbury	4	100%	\$1,241,250	138%	\$742,500	42%	209%	71%	\$4,965,000	375%	391

Number of Sales by Town



Total Dollar Volume by Town

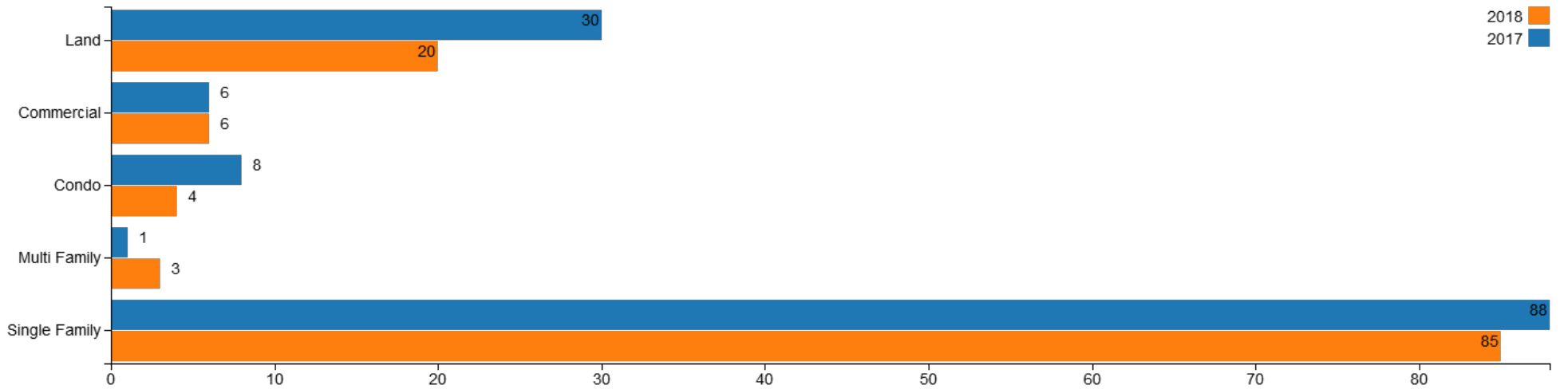




Island-Wide

Quarterly Comparison: Total Number of Sales
1st Quarter 2018

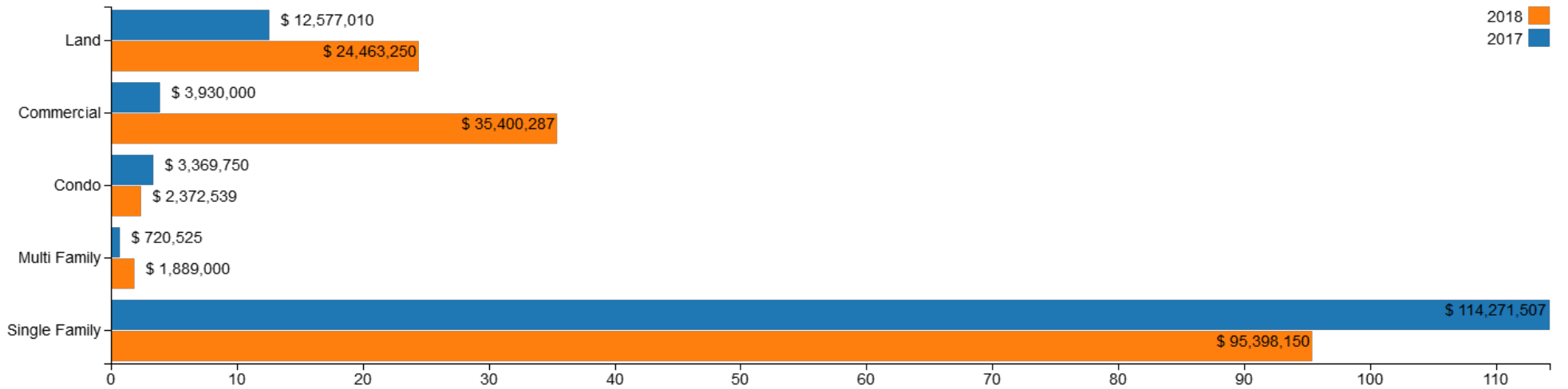
	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	92	-5%	0	-	0	-	0	-	92	-5%
- Single Family	85	-3%	0	-	0	-	0	-	85	-3%
- Multi Family	3	200%	0	-	0	-	0	-	3	200%
- Condo	4	-50%	0	-	0	-	0	-	4	-50%
Commercial	6	0%	0	-	0	-	0	-	6	0%
Land	20	-33%	0	-	0	-	0	-	20	-33%
Total	118	-11%	0	-	0	-	0	-	118	-11%





Island-Wide
 Quarterly Comparison: Total Dollar Volume
 1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$99,659,689	-16%	-	-	-	-	-	-	\$99,659,689	-16%
- Single Family	\$95,398,150	-17%	-	-	-	-	-	-	\$95,398,150	-17%
- Multi Family	\$1,889,000	162%	-	-	-	-	-	-	\$1,889,000	162%
- Condo	\$2,372,539	-30%	-	-	-	-	-	-	\$2,372,539	-30%
Commercial	\$35,400,287	801%	-	-	-	-	-	-	\$35,400,287	801%
Land	\$24,463,250	95%	-	-	-	-	-	-	\$24,463,250	95%
Total	\$159,523,226	18%	\$0	-	\$0	-	\$0	-	\$159,523,226	18%



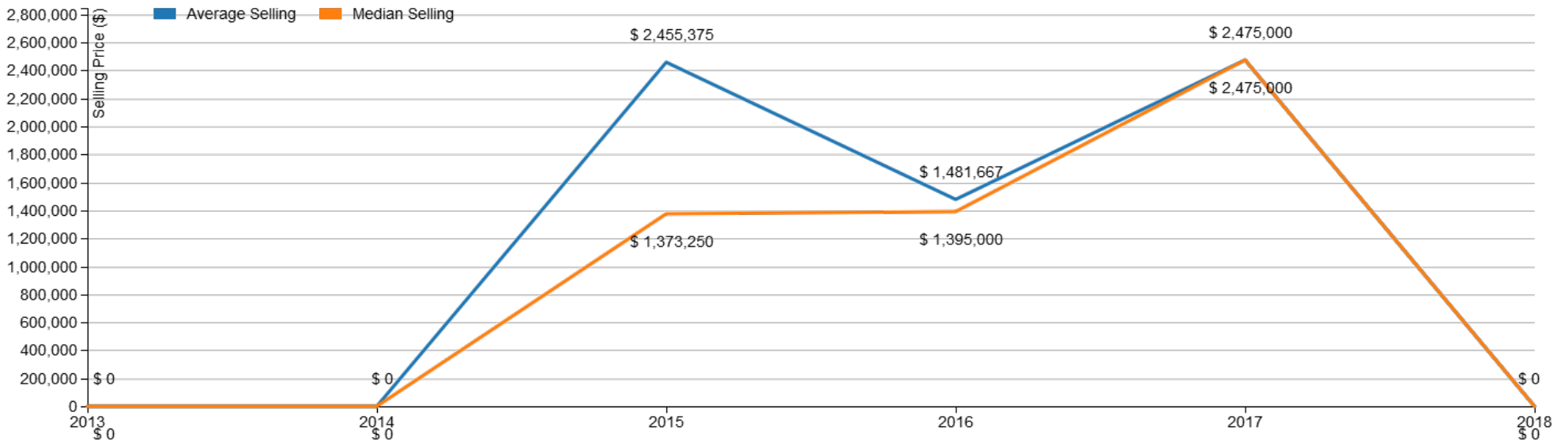
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Aquinnah

Summary: Single/Multi-Family Sales
1st Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	0	-	-	-	-	-	-	-	-	-	
2014	0	-	-	-	-	-	-	-	-	-	
2015	4	-	\$2,455,375	-	\$1,373,250	-	86%	-	\$9,821,500	-	569
2016	3	-25%	\$1,481,667	-40%	\$1,395,000	2%	100%	15%	\$4,445,000	-55%	393
2017	1	-67%	\$2,475,000	67%	\$2,475,000	77%	98%	-1%	\$2,475,000	-44%	2,688
2018	0	-	-	-	-	-	-	-	-	-	

Average / Median Selling Price

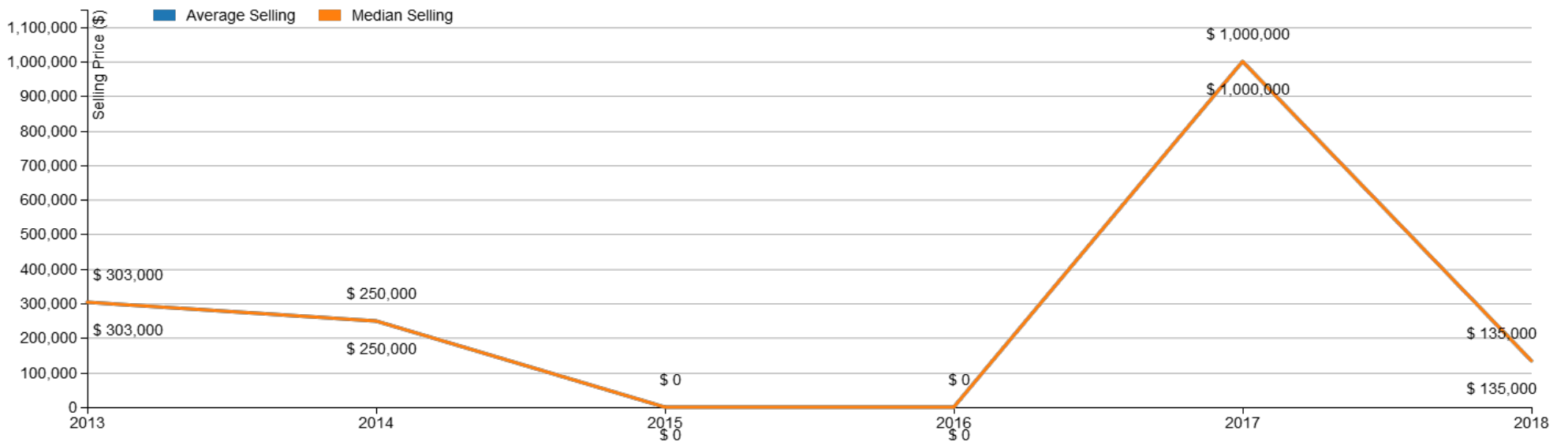


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Aquinnah Summary: Land Sales 1st Quarter 2018

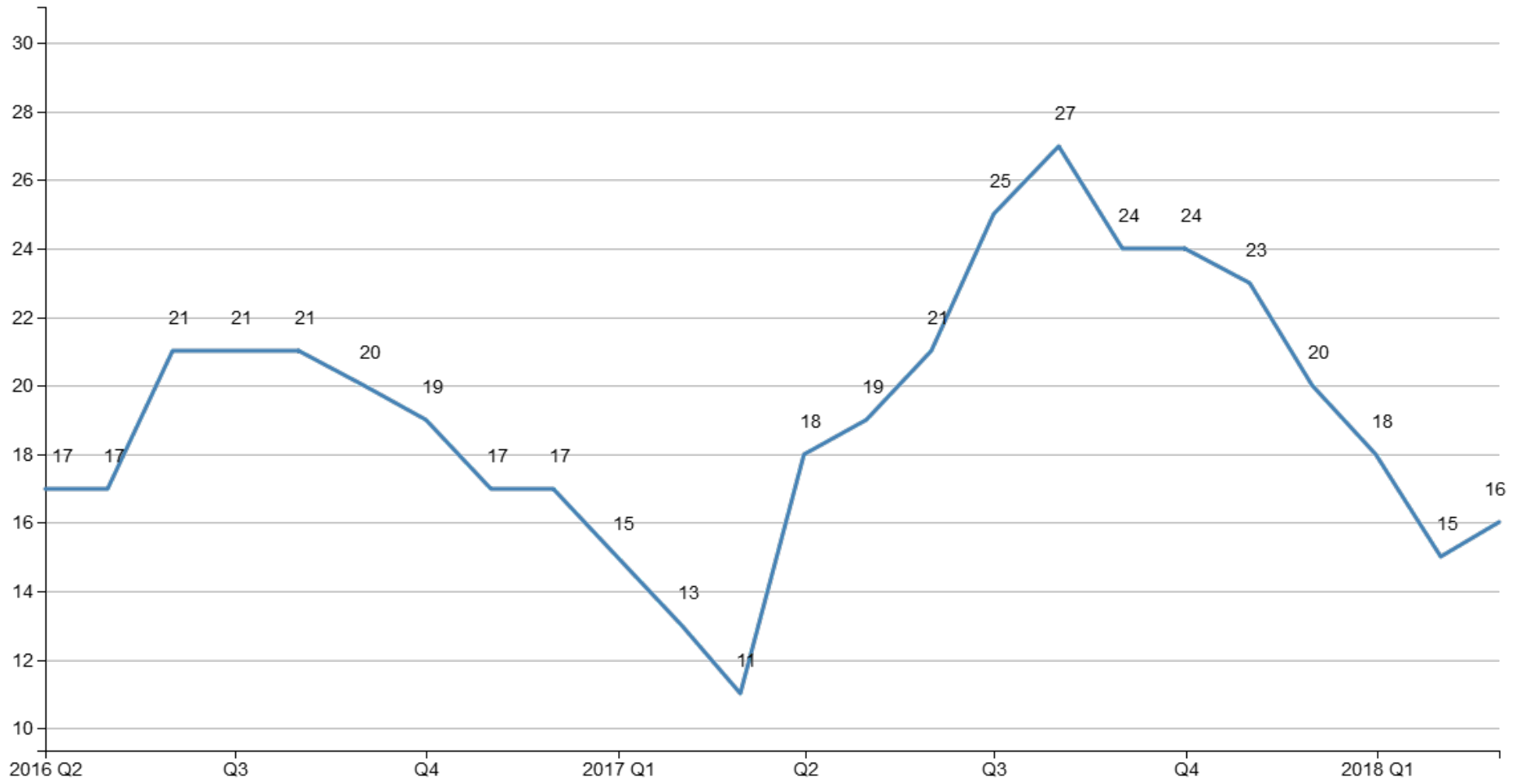
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	1	0%	\$303,000	34%	\$303,000	34%	150%	43%	\$303,000	34%	
2014	1	0%	\$250,000	-17%	\$250,000	-17%	56%	-62%	\$250,000	-17%	1,325
2015	0	-	-	-	-	-	-	-	-	-	
2016	0	-	-	-	-	-	-	-	-	-	
2017	1	-	\$1,000,000	-	\$1,000,000	-	112%	-	\$1,000,000	-	
2018	1	0%	\$135,000	-87%	\$135,000	-87%	23%	-79%	\$135,000	-87%	240

Average / Median Selling Price



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Aquinnah Inventory 1st Quarter 2018

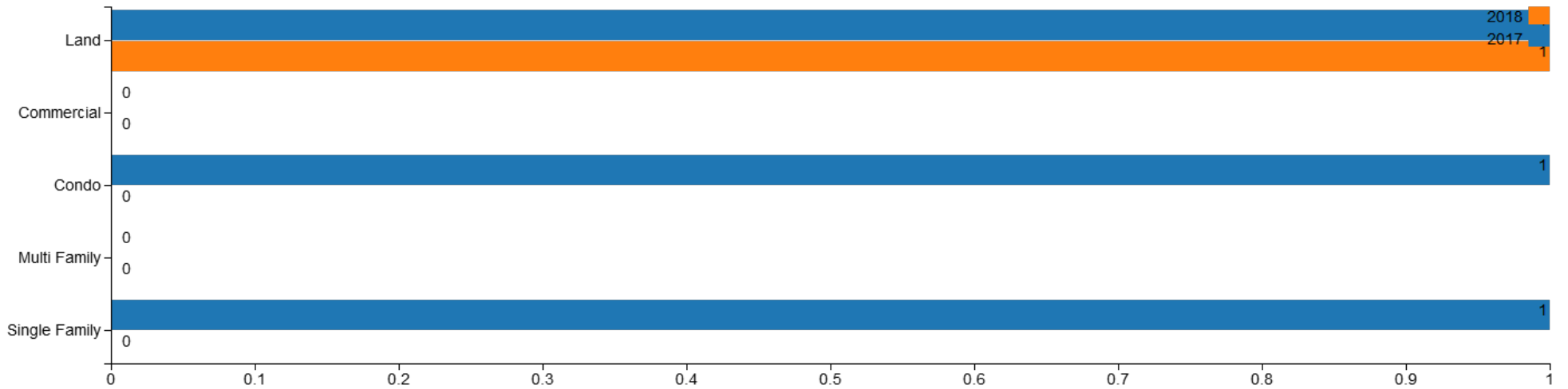


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Aquinnah

Quarterly Comparison: Total Number of Sales 1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	0	-	0	-	0	-	0	-	0	-
- Single Family	0	-	0	-	0	-	0	-	0	-
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	1	0%	0	-	0	-	0	-	1	0%
Total	1	-67%	0	-	0	-	0	-	1	-67%

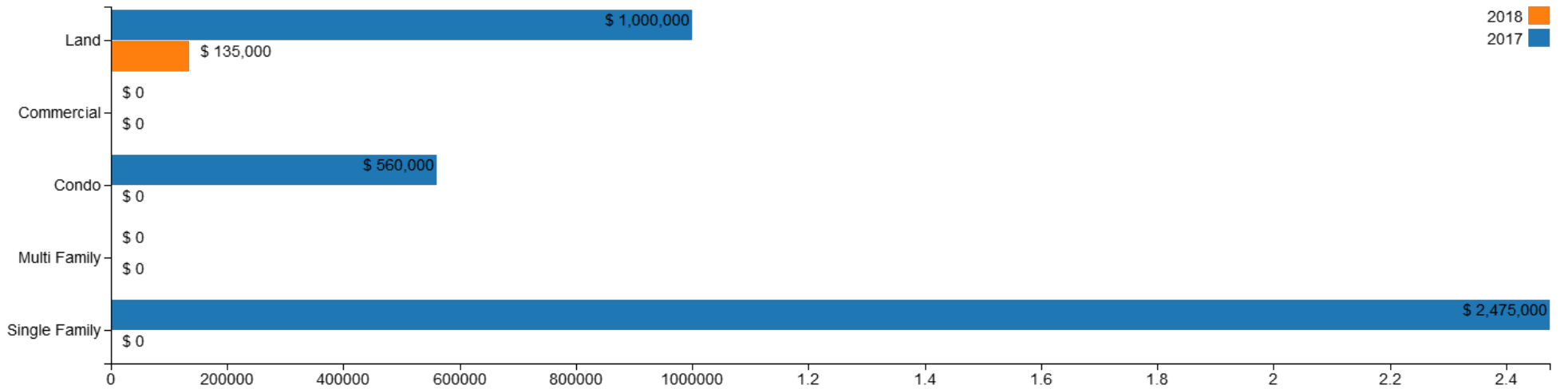


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Aquinnah

Quarterly Comparison: Total Dollar Volume 1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	-	-	-	-	-	-	-	-	-	-
- Single Family	-	-	-	-	-	-	-	-	-	-
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$135,000	-87%	-	-	-	-	-	-	\$135,000	-87%
Total	\$135,000	-97%	\$0	-	\$0	-	\$0	-	\$135,000	-97%



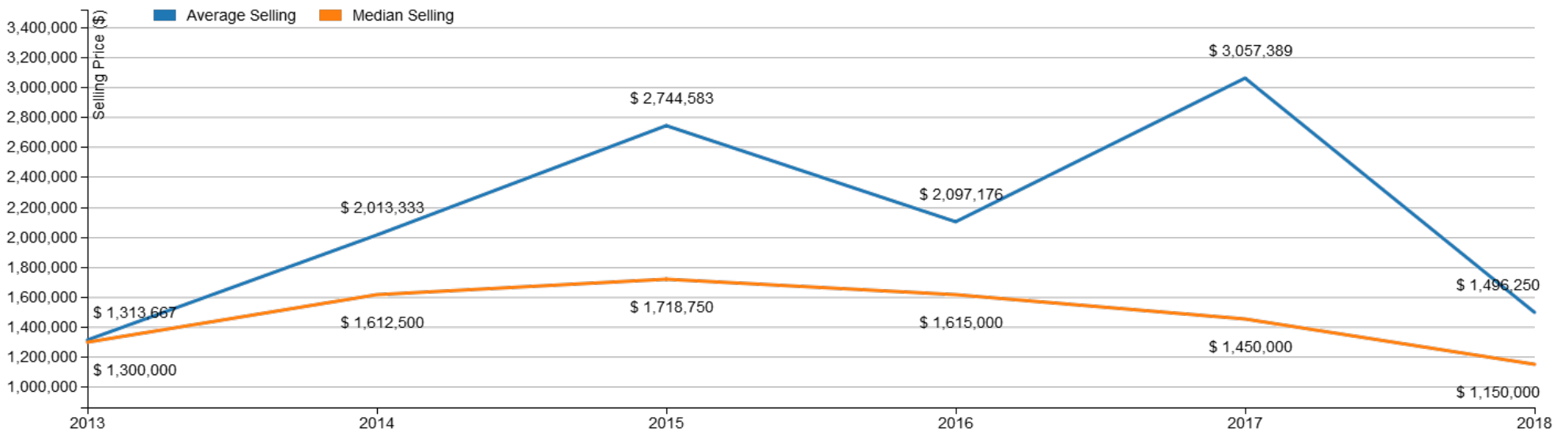
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Chilmark

Summary: Single/Multi-Family Sales 1st Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	3	-25%	\$1,313,667	-39%	\$1,300,000	25%	83%	-22%	\$3,941,000	-55%	841
2014	6	100%	\$2,013,333	53%	\$1,612,500	24%	90%	9%	\$12,080,000	207%	282
2015	6	0%	\$2,744,583	36%	\$1,718,750	7%	97%	8%	\$16,467,500	36%	314
2016	7	17%	\$2,097,176	-24%	\$1,615,000	-6%	615%	531%	\$14,680,229	-11%	250
2017	9	29%	\$3,057,389	46%	\$1,450,000	-10%	100%	-84%	\$27,516,500	87%	429
2018	8	-11%	\$1,496,250	-51%	\$1,150,000	-21%	112%	12%	\$11,970,000	-56%	263

Average / Median Selling Price



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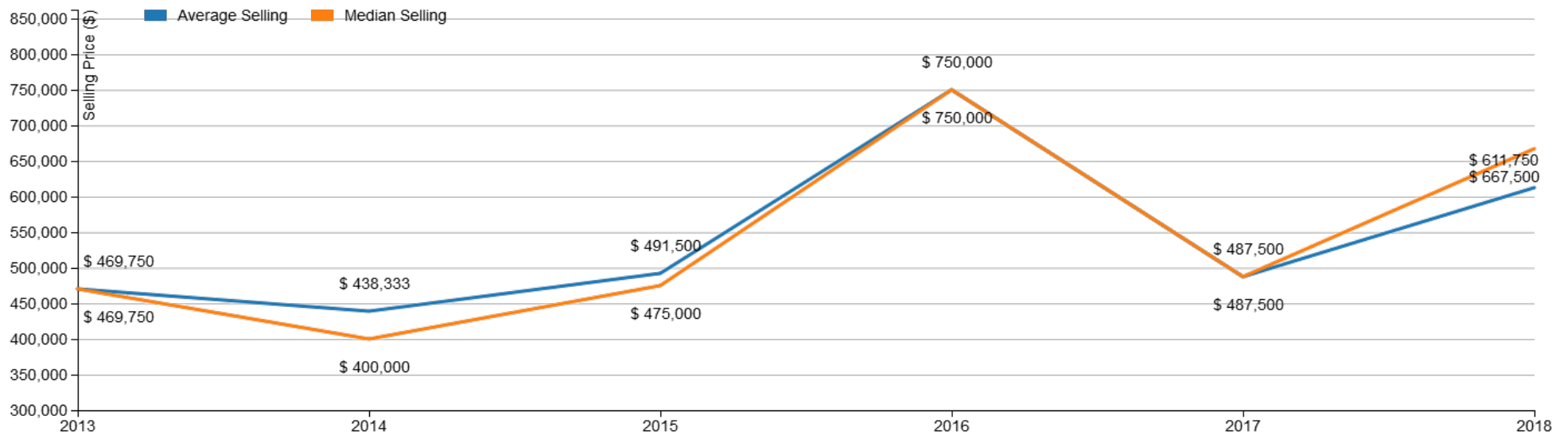
Chilmark

Summary: Land Sales

1st Quarter 2018

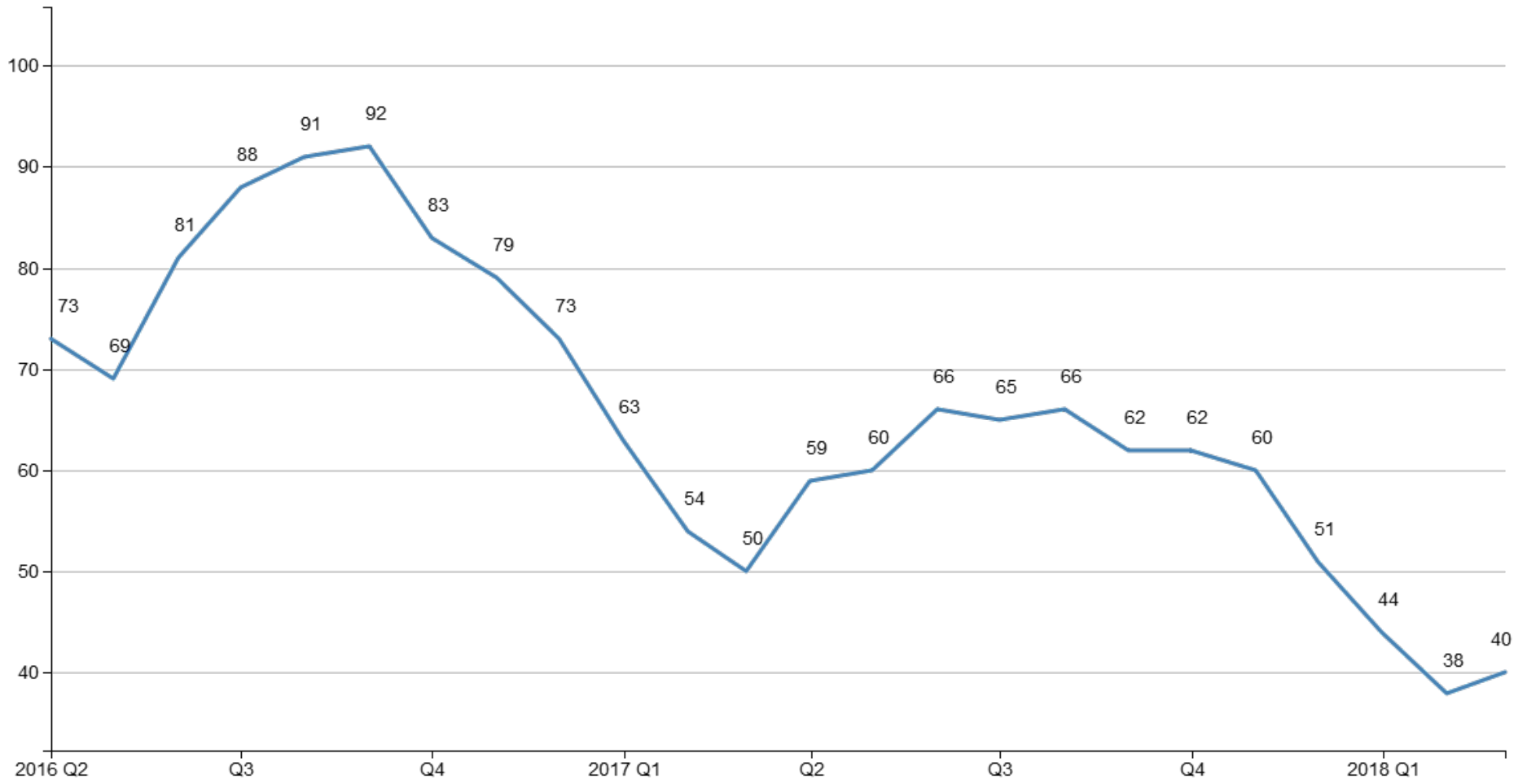
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	2	100%	\$469,750	-81%	\$469,750	-81%	107%	210%	\$939,500	-62%	2,292
2014	3	50%	\$438,333	-7%	\$400,000	-15%	92%	-14%	\$1,315,000	40%	221
2015	3	0%	\$491,500	12%	\$475,000	19%	91%	-1%	\$1,474,500	12%	281
2016	2	-33%	\$750,000	53%	\$750,000	58%	125%	37%	\$1,500,000	2%	1,573
2017	2	0%	\$487,500	-35%	\$487,500	-35%	103%	-17%	\$975,000	-35%	461
2018	4	100%	\$611,750	25%	\$667,500	37%	147%	42%	\$2,447,000	151%	510

Average / Median Selling Price



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Chilmark
Inventory
1st Quarter 2018

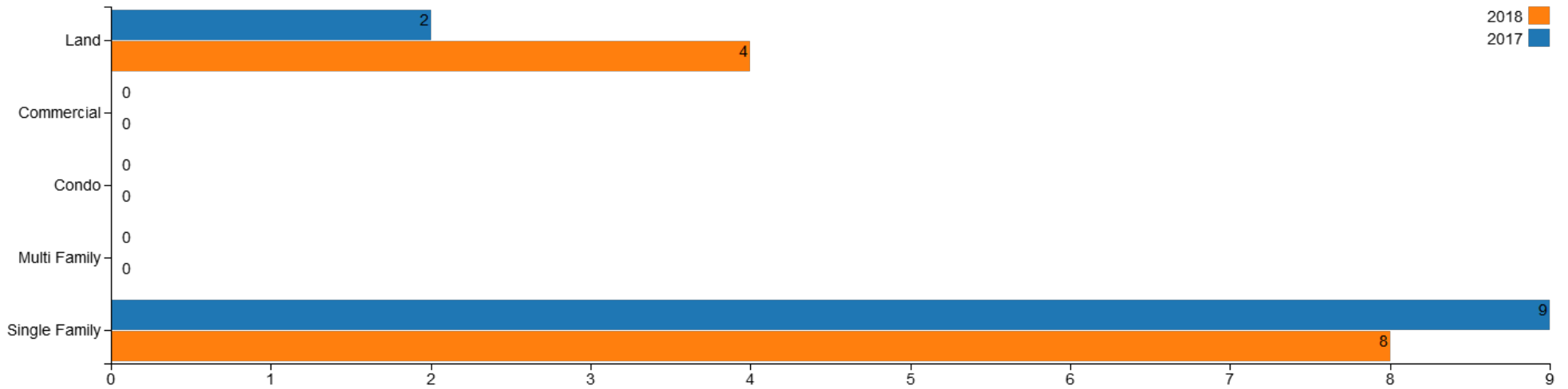




Chilmark

Quarterly Comparison: Total Number of Sales
1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	8	-11%	0	-	0	-	0	-	8	-11%
- Single Family	8	-11%	0	-	0	-	0	-	8	-11%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	4	100%	0	-	0	-	0	-	4	100%
Total	12	9%	0	-	0	-	0	-	12	9%

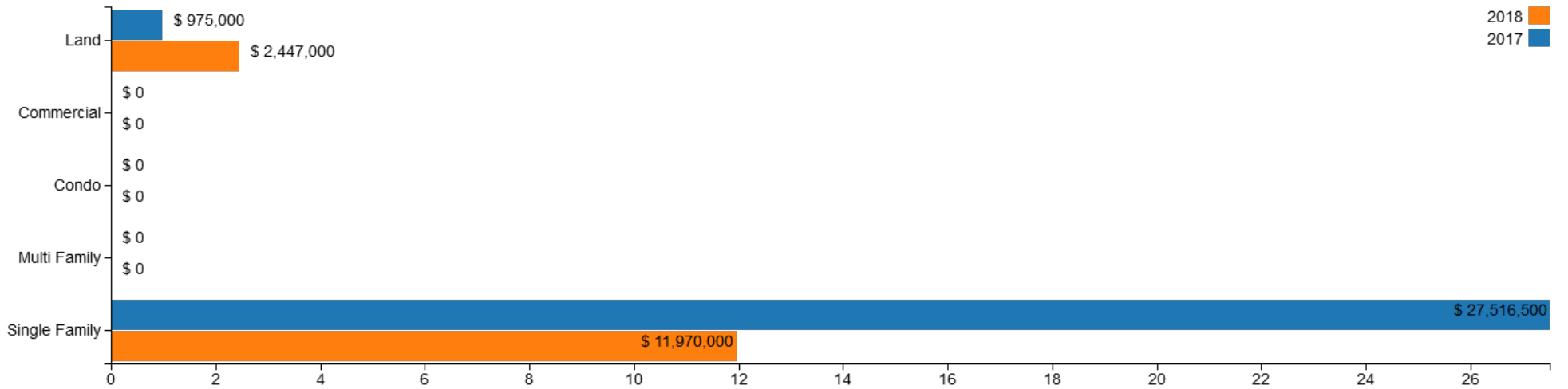




Chilmark

Quarterly Comparison: Total Dollar Volume
1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$11,970,000	-56%	-	-	-	-	-	-	\$11,970,000	-56%
- Single Family	\$11,970,000	-56%	-	-	-	-	-	-	\$11,970,000	-56%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$2,447,000	151%	-	-	-	-	-	-	\$2,447,000	151%
Total	\$14,417,000	-49%	\$0	-	\$0	-	\$0	-	\$14,417,000	-49%



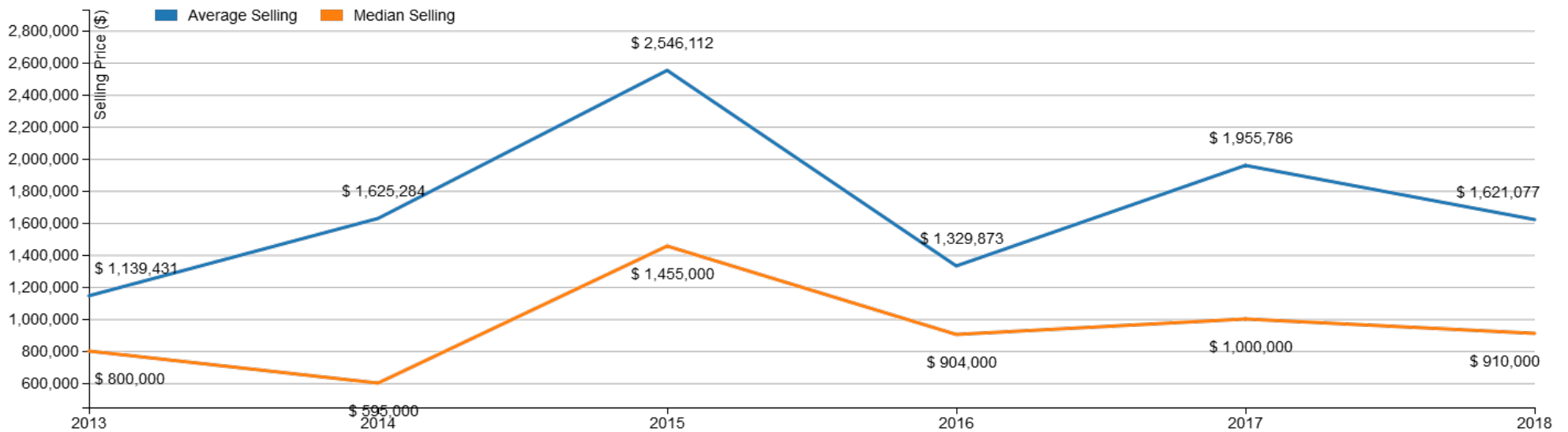
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Edgartown

Summary: Single/Multi-Family Sales 1st Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	21	-32%	\$1,139,431	-10%	\$800,000	4%	104%	8%	\$23,928,050	-39%	388
2014	29	38%	\$1,625,284	43%	\$595,000	-26%	111%	6%	\$47,133,250	97%	304
2015	28	-3%	\$2,546,112	57%	\$1,455,000	145%	124%	12%	\$71,291,125	51%	262
2016	25	-11%	\$1,329,873	-48%	\$904,000	-38%	116%	-6%	\$33,246,833	-53%	386
2017	19	-24%	\$1,955,786	47%	\$1,000,000	11%	138%	19%	\$37,159,937	12%	222
2018	26	37%	\$1,621,077	-17%	\$910,000	-9%	133%	-4%	\$42,148,000	13%	235

Average / Median Selling Price

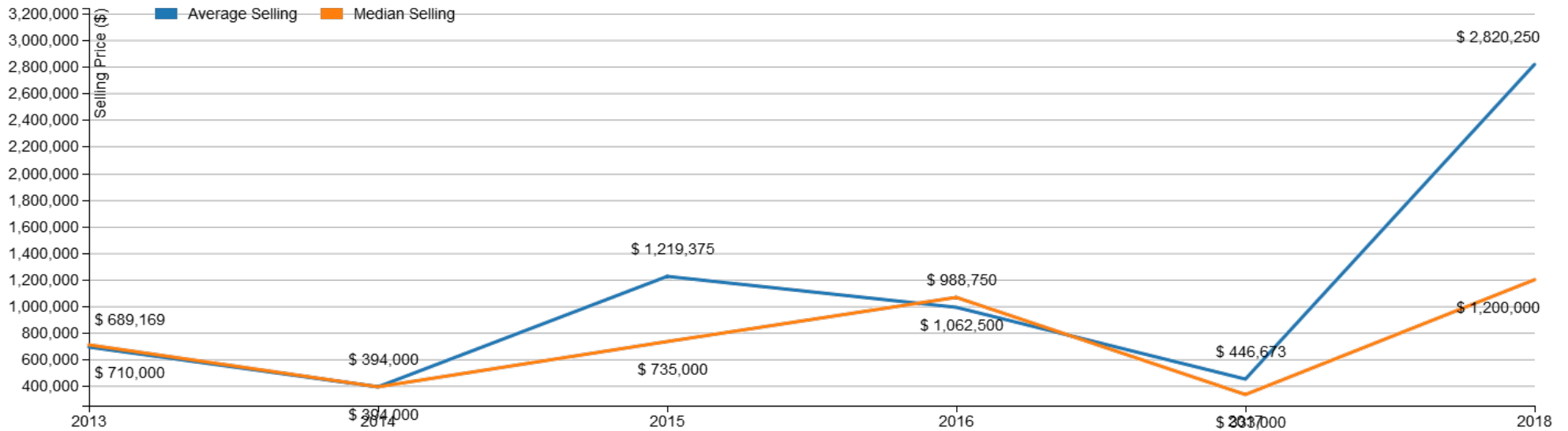


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Edgartown Summary: Land Sales 1st Quarter 2018

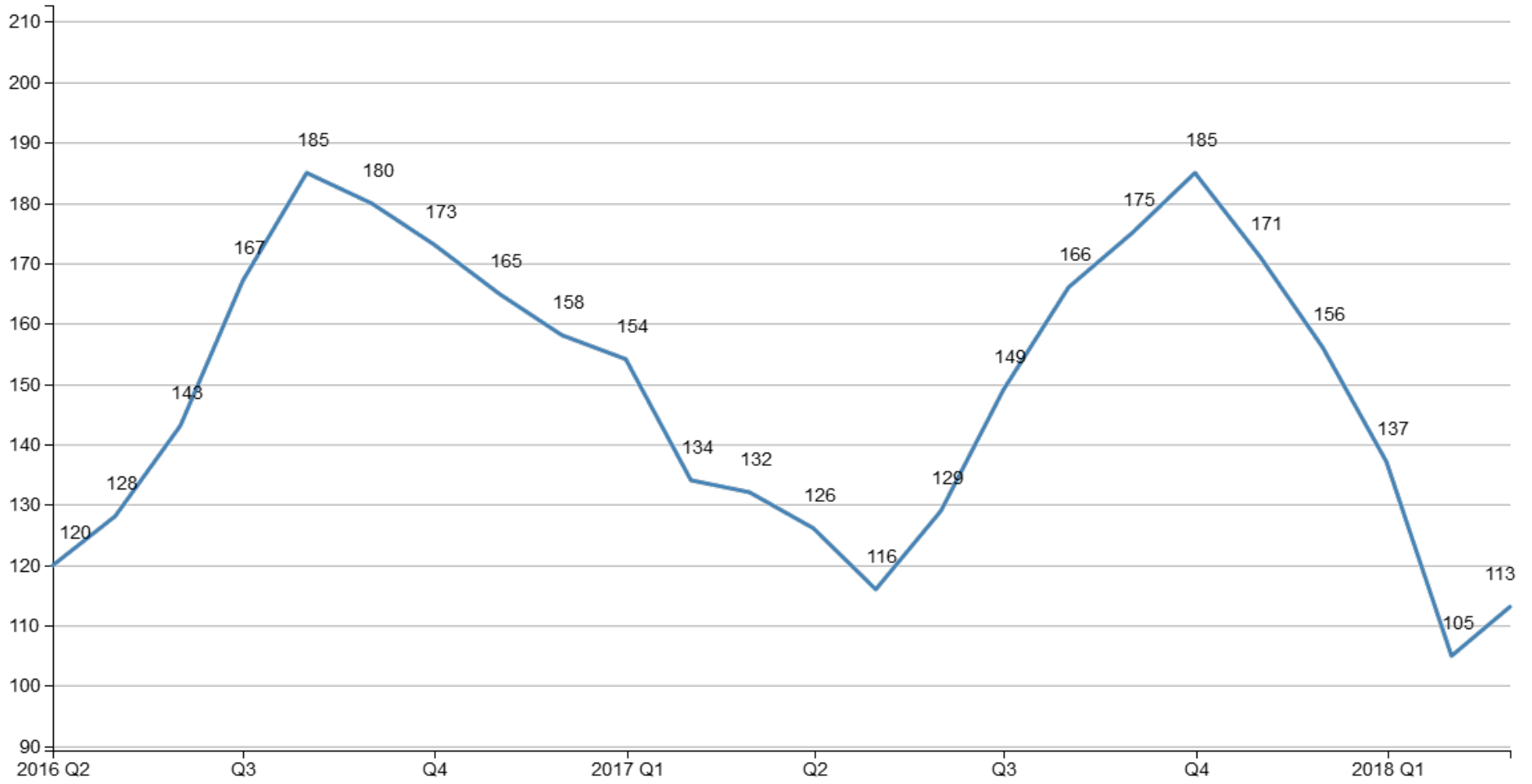
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	4	-43%	\$689,169	0%	\$710,000	112%	87%	-31%	\$2,756,675	-43%	877
2014	2	-50%	\$394,000	-43%	\$394,000	-45%	119%	36%	\$788,000	-71%	312
2015	8	300%	\$1,219,375	209%	\$735,000	87%	223%	88%	\$9,755,000	1,138%	1,066
2016	4	-50%	\$988,750	-19%	\$1,062,500	45%	165%	-26%	\$3,955,000	-59%	210
2017	11	175%	\$446,673	-55%	\$333,000	-69%	286%	73%	\$4,913,400	24%	500
2018	5	-55%	\$2,820,250	531%	\$1,200,000	260%	133%	-53%	\$14,101,250	187%	193

Average / Median Selling Price



LINK

Edgartown Inventory 1st Quarter 2018

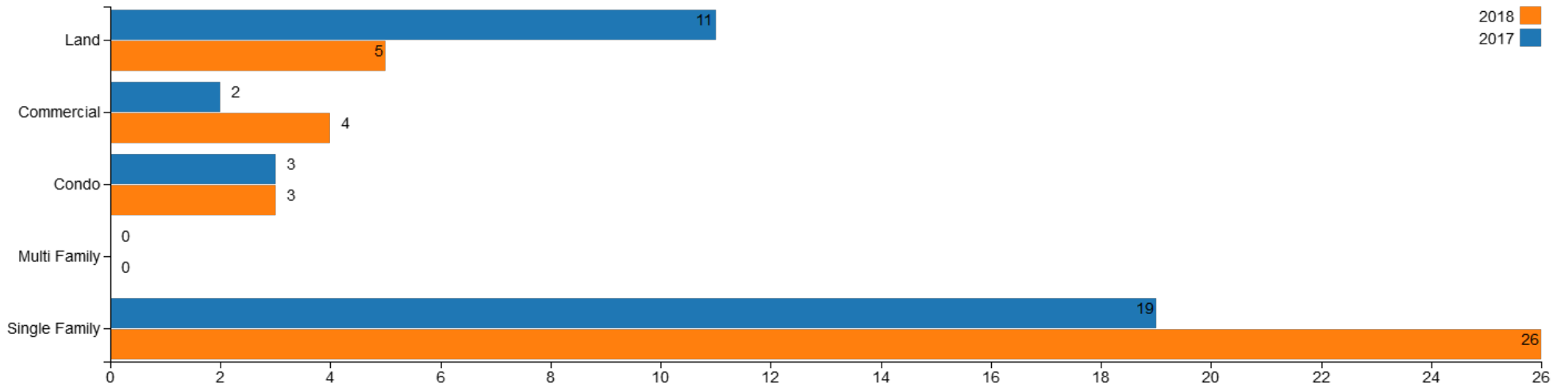


LINK

Edgartown

Quarterly Comparison: Total Number of Sales 1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	29	32%	0	-	0	-	0	-	29	32%
- Single Family	26	37%	0	-	0	-	0	-	26	37%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	3	0%	0	-	0	-	0	-	3	0%
Commercial	4	100%	0	-	0	-	0	-	4	100%
Land	5	-55%	0	-	0	-	0	-	5	-55%
Total	38	9%	0	-	0	-	0	-	38	9%

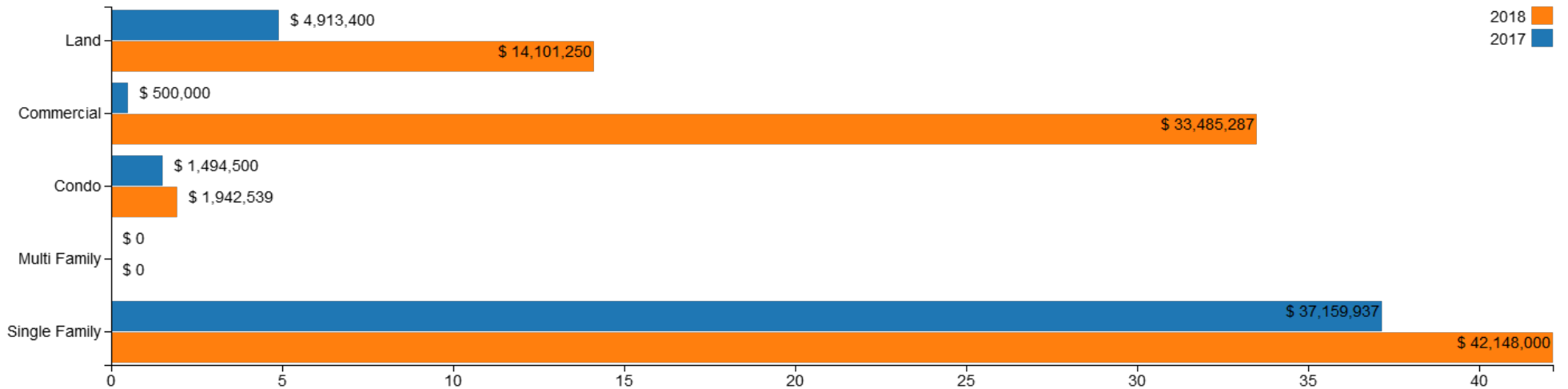


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Edgartown

Quarterly Comparison: Total Dollar Volume 1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$44,090,539	14%	-	-	-	-	-	-	\$44,090,539	14%
- Single Family	\$42,148,000	13%	-	-	-	-	-	-	\$42,148,000	13%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$1,942,539	30%	-	-	-	-	-	-	\$1,942,539	30%
Commercial	\$33,485,287	6,597%	-	-	-	-	-	-	\$33,485,287	6,597%
Land	\$14,101,250	187%	-	-	-	-	-	-	\$14,101,250	187%
Total	\$91,677,076	108%	\$0	-	\$0	-	\$0	-	\$91,677,076	108%



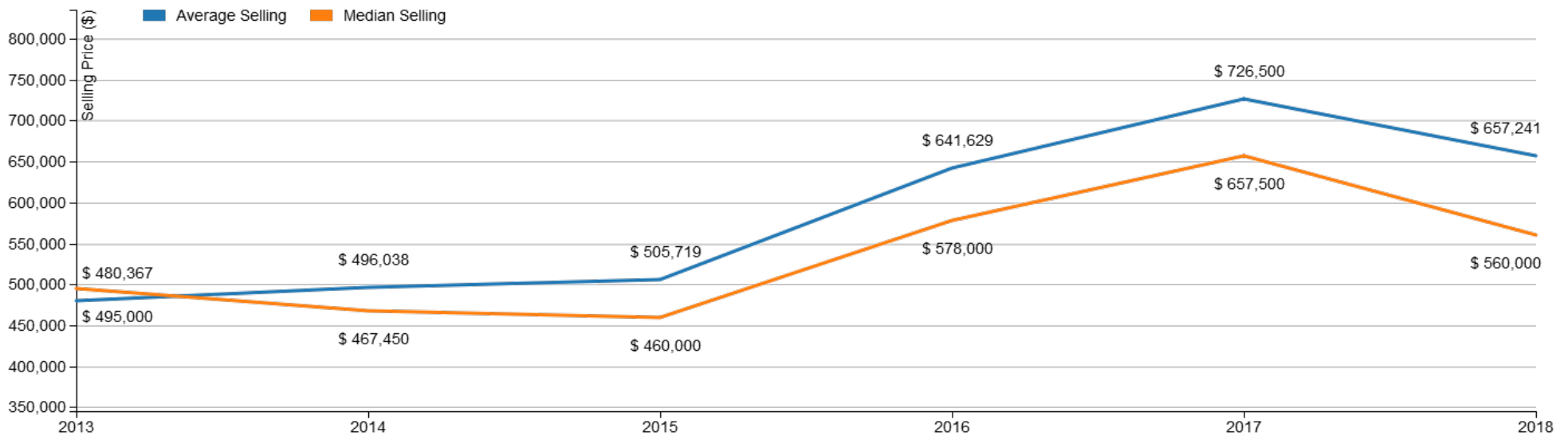
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Oak Bluffs

Summary: Single/Multi-Family Sales 1st Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	15	-44%	\$480,367	-18%	\$495,000	18%	114%	28%	\$7,205,500	-54%	178
2014	24	60%	\$496,038	3%	\$467,450	-6%	102%	-10%	\$11,904,900	65%	216
2015	16	-33%	\$505,719	2%	\$460,000	-2%	106%	4%	\$8,091,500	-32%	271
2016	21	31%	\$641,629	27%	\$578,000	26%	118%	11%	\$13,474,201	67%	302
2017	30	43%	\$726,500	13%	\$657,500	14%	124%	5%	\$21,794,995	62%	165
2018	28	-7%	\$657,241	-10%	\$560,000	-15%	115%	-8%	\$18,402,750	-16%	183

Average / Median Selling Price



LINK

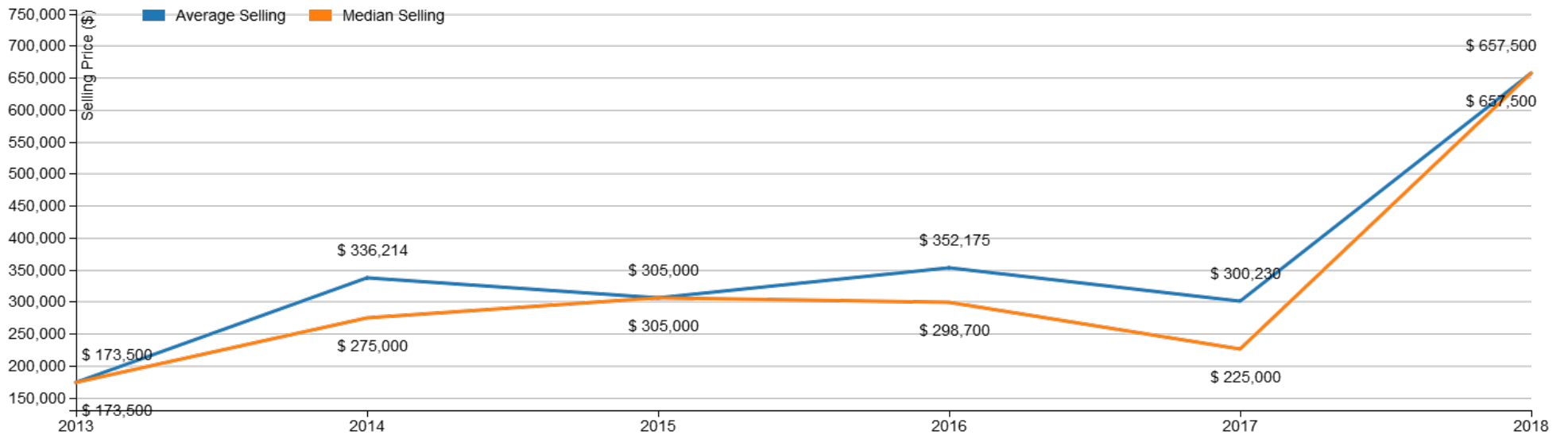
Oak Bluffs

Summary: Land Sales

1st Quarter 2018

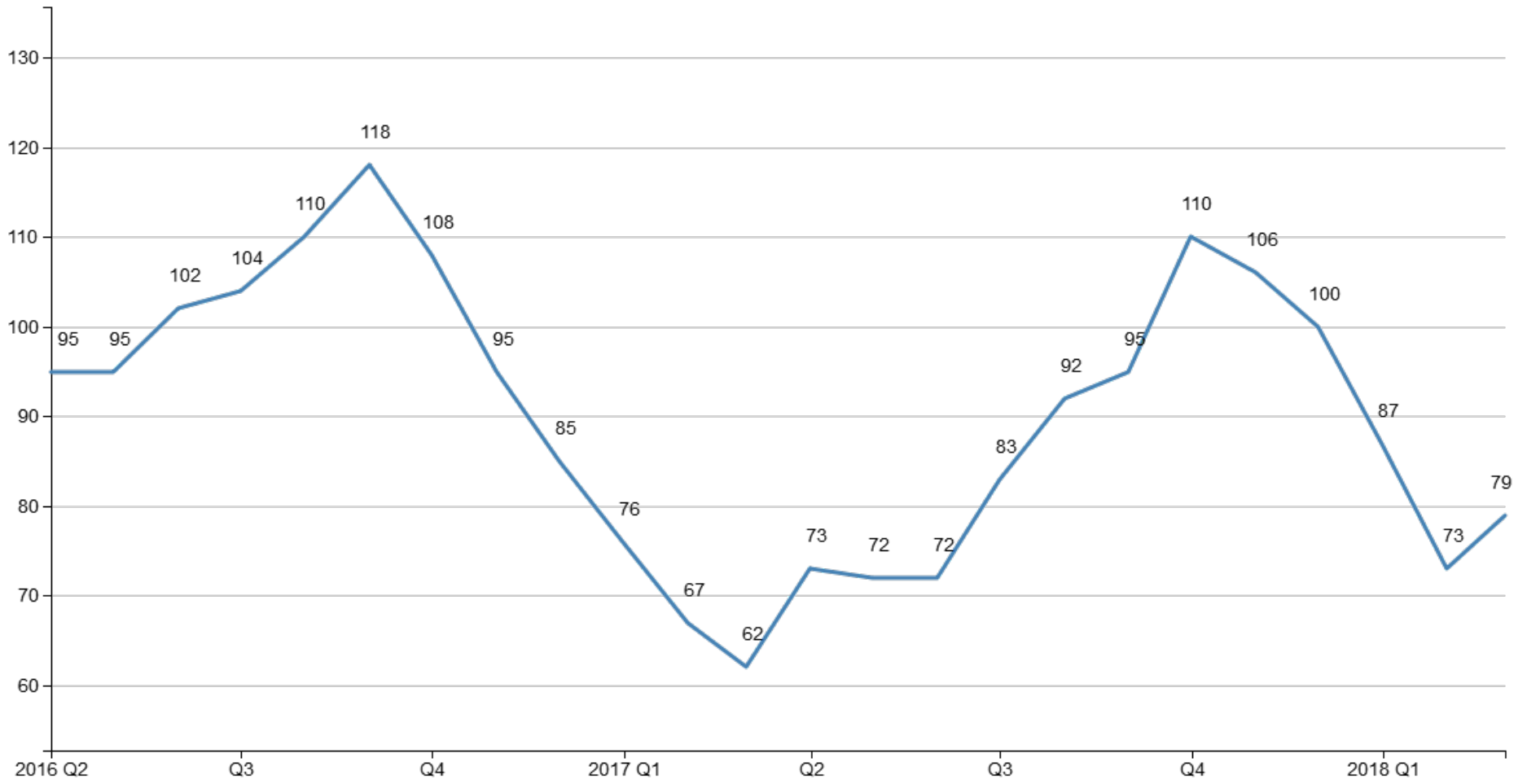
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	2	-33%	\$173,500	-40%	\$173,500	-19%	73%	-23%	\$347,000	-60%	561
2014	7	250%	\$336,214	94%	\$275,000	59%	101%	38%	\$2,353,500	578%	464
2015	2	-71%	\$305,000	-9%	\$305,000	11%	124%	23%	\$610,000	-74%	95
2016	8	300%	\$352,175	15%	\$298,700	-2%	113%	-9%	\$2,817,400	362%	1,012
2017	7	-13%	\$300,230	-15%	\$225,000	-25%	121%	7%	\$2,101,610	-25%	297
2018	2	-71%	\$657,500	119%	\$657,500	192%	187%	55%	\$1,315,000	-37%	567

Average / Median Selling Price



LINK

Oak Bluffs Inventory 1st Quarter 2018

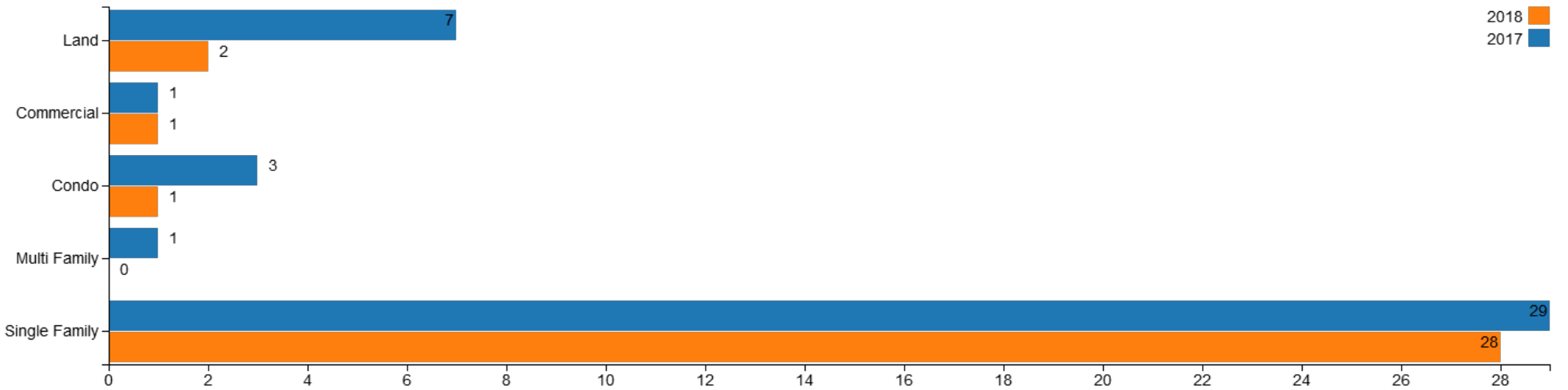


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Oak Bluffs

Quarterly Comparison: Total Number of Sales 1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	29	-12%	0	-	0	-	0	-	29	-12%
- Single Family	28	-3%	0	-	0	-	0	-	28	-3%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	1	-67%	0	-	0	-	0	-	1	-67%
Commercial	1	0%	0	-	0	-	0	-	1	0%
Land	2	-71%	0	-	0	-	0	-	2	-71%
Total	32	-22%	0	-	0	-	0	-	32	-22%

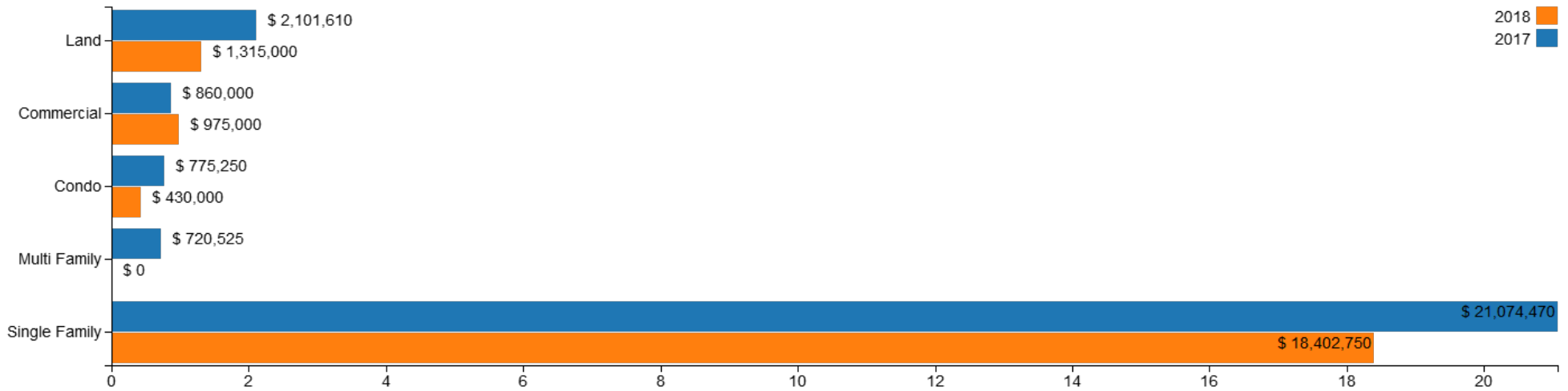


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Oak Bluffs

Quarterly Comparison: Total Dollar Volume 1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$18,832,750	-17%	-	-	-	-	-	-	\$18,832,750	-17%
- Single Family	\$18,402,750	-13%	-	-	-	-	-	-	\$18,402,750	-13%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	\$430,000	-45%	-	-	-	-	-	-	\$430,000	-45%
Commercial	\$975,000	13%	-	-	-	-	-	-	\$975,000	13%
Land	\$1,315,000	-37%	-	-	-	-	-	-	\$1,315,000	-37%
Total	\$21,122,750	-17%	\$0	-	\$0	-	\$0	-	\$21,122,750	-17%

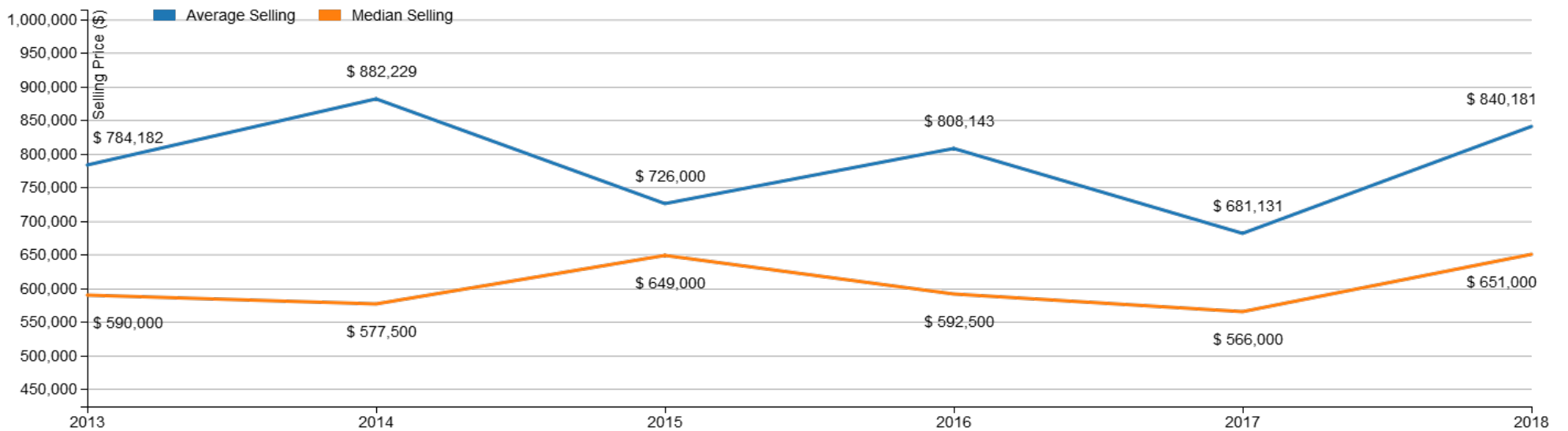


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Vineyard Haven Summary: Single/Multi-Family Sales 1st Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	11	-27%	\$784,182	52%	\$590,000	52%	100%	23%	\$8,626,000	12%	341
2014	12	9%	\$882,229	13%	\$577,500	-2%	92%	-8%	\$10,586,750	23%	198
2015	19	58%	\$726,000	-18%	\$649,000	12%	143%	55%	\$13,794,000	30%	439
2016	14	-26%	\$808,143	11%	\$592,500	-9%	116%	-19%	\$11,314,000	-18%	319
2017	16	14%	\$681,131	-16%	\$566,000	-4%	148%	27%	\$10,898,100	-4%	234
2018	16	0%	\$840,181	23%	\$651,000	15%	136%	-8%	\$13,442,900	23%	239

Average / Median Selling Price

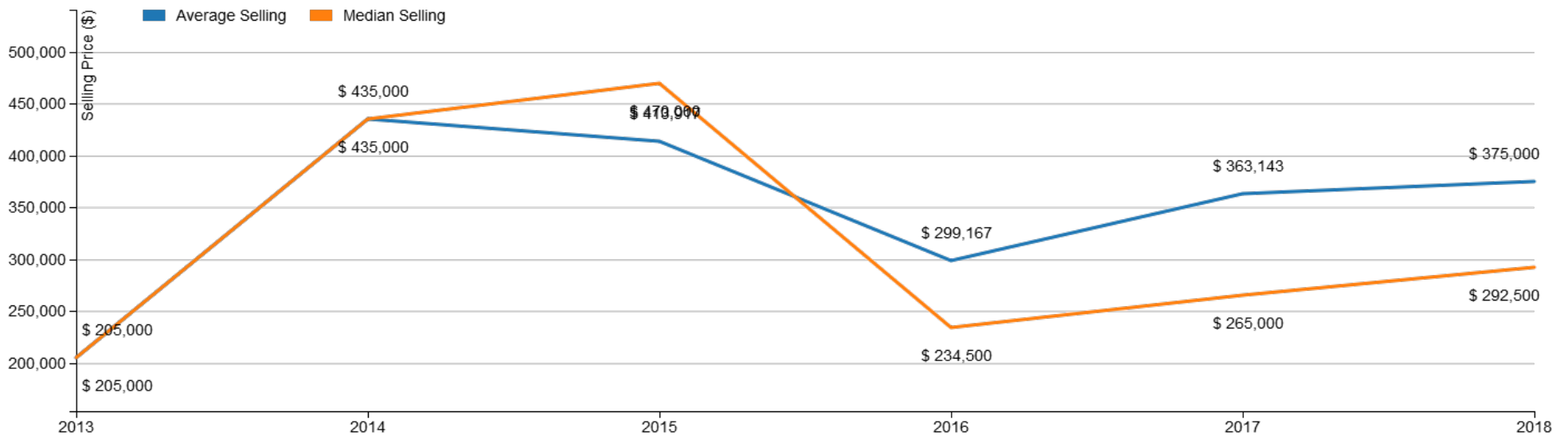


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Vineyard Haven Summary: Land Sales 1st Quarter 2018

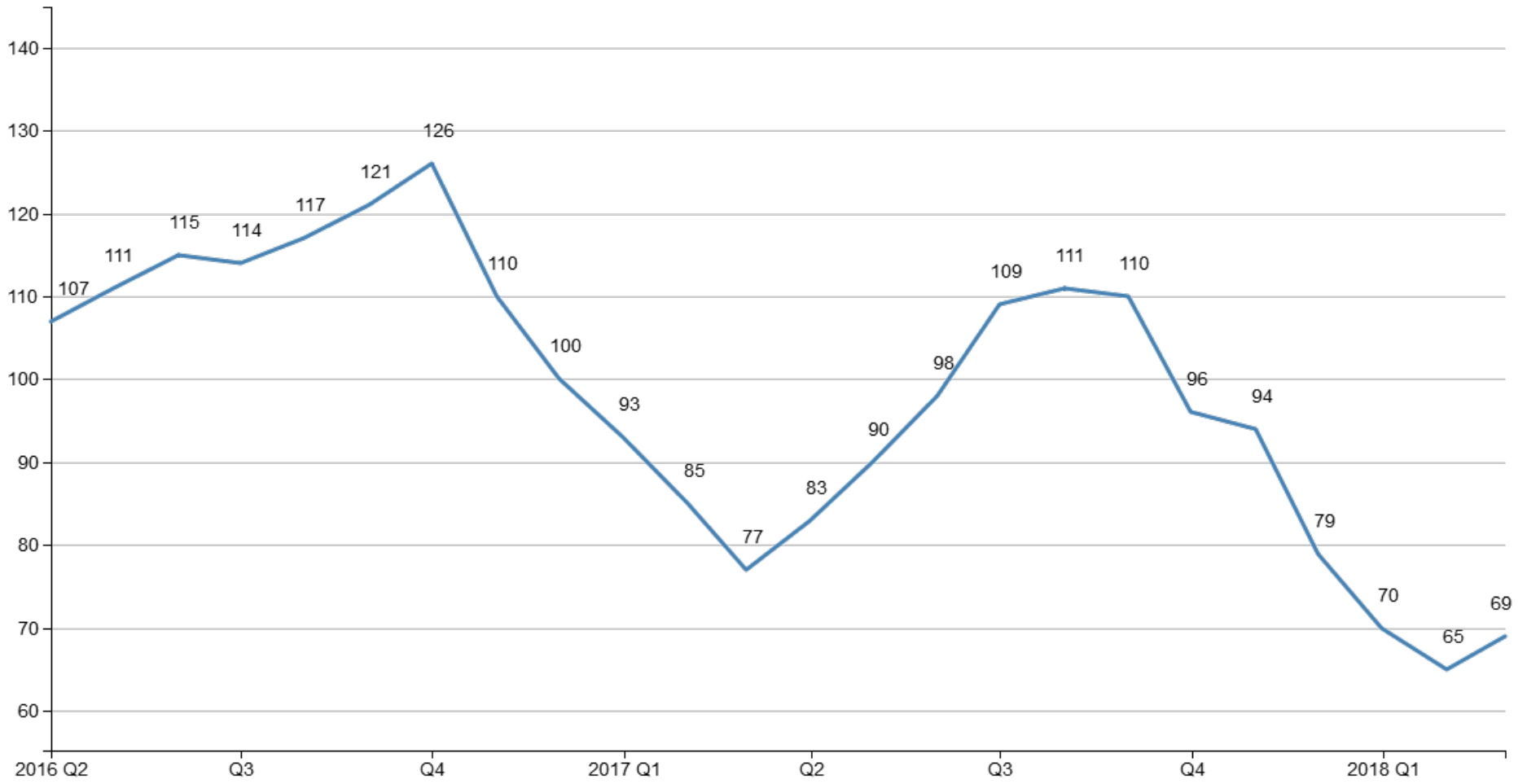
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	2	-	\$205,000	-	\$205,000	-	86%	-	\$410,000	-	439
2014	2	0%	\$435,000	112%	\$435,000	112%	109%	27%	\$870,000	112%	277
2015	3	50%	\$413,917	-5%	\$470,000	8%	115%	6%	\$1,241,750	43%	570
2016	3	0%	\$299,167	-28%	\$234,500	-50%	96%	-16%	\$897,500	-28%	553
2017	7	133%	\$363,143	21%	\$265,000	13%	91%	-6%	\$2,542,000	183%	387
2018	4	-43%	\$375,000	3%	\$292,500	10%	112%	23%	\$1,500,000	-41%	195

Average / Median Selling Price



LINK

Vineyard Haven Inventory 1st Quarter 2018



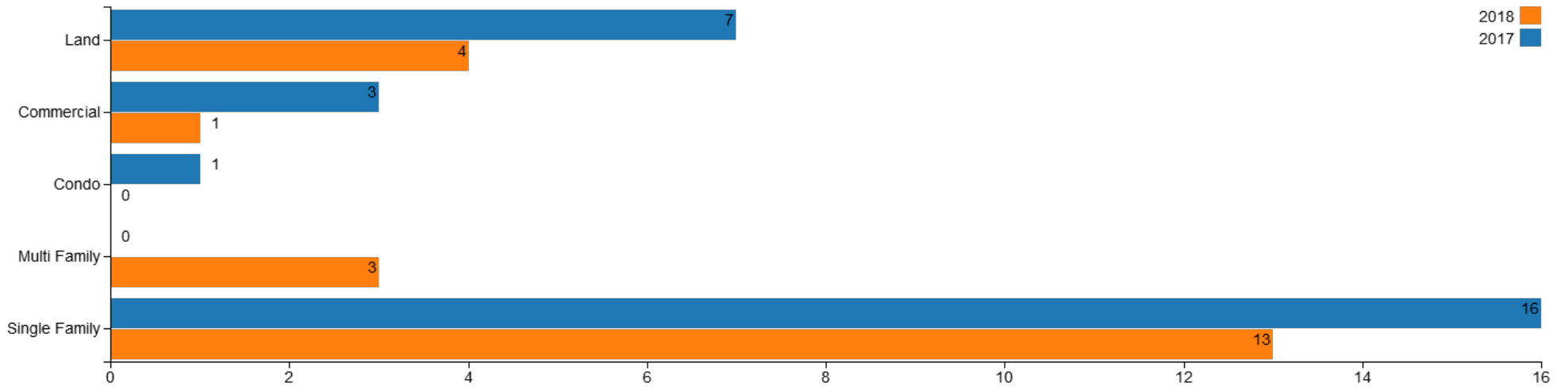
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Vineyard Haven

Quarterly Comparison: Total Number of Sales

1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	16	-6%	0	-	0	-	0	-	16	-6%
- Single Family	13	-19%	0	-	0	-	0	-	13	-19%
- Multi Family	3	-	0	-	0	-	0	-	3	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	1	-67%	0	-	0	-	0	-	1	-67%
Land	4	-43%	0	-	0	-	0	-	4	-43%
Total	21	-22%	0	-	0	-	0	-	21	-22%



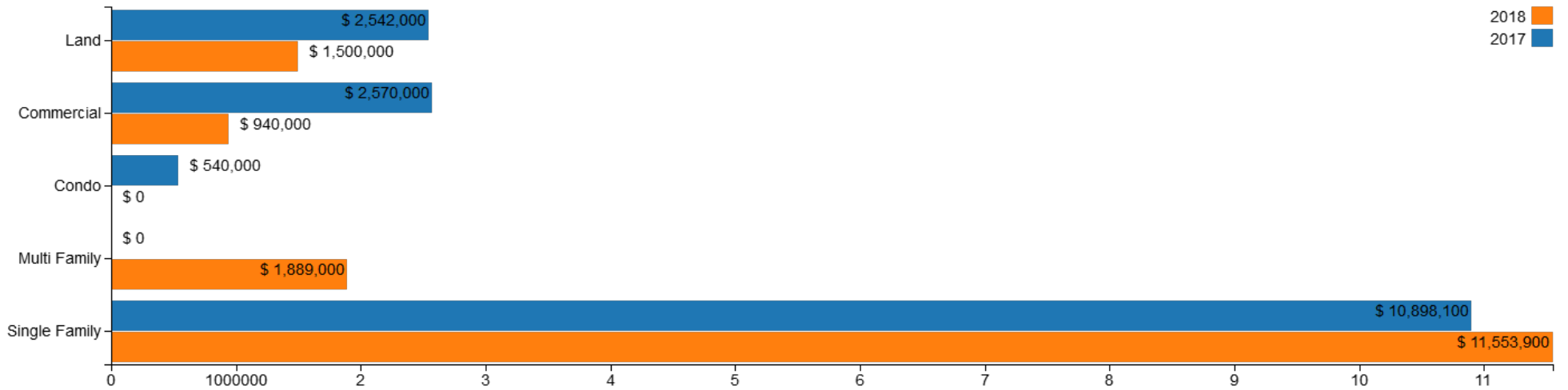
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Vineyard Haven

Quarterly Comparison: Total Dollar Volume

1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$13,442,900	18%	-	-	-	-	-	-	\$13,442,900	18%
- Single Family	\$11,553,900	6%	-	-	-	-	-	-	\$11,553,900	6%
- Multi Family	\$1,889,000	-	-	-	-	-	-	-	\$1,889,000	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	\$940,000	-63%	-	-	-	-	-	-	\$940,000	-63%
Land	\$1,500,000	-41%	-	-	-	-	-	-	\$1,500,000	-41%
Total	\$15,882,900	-4%	\$0	-	\$0	-	\$0	-	\$15,882,900	-4%



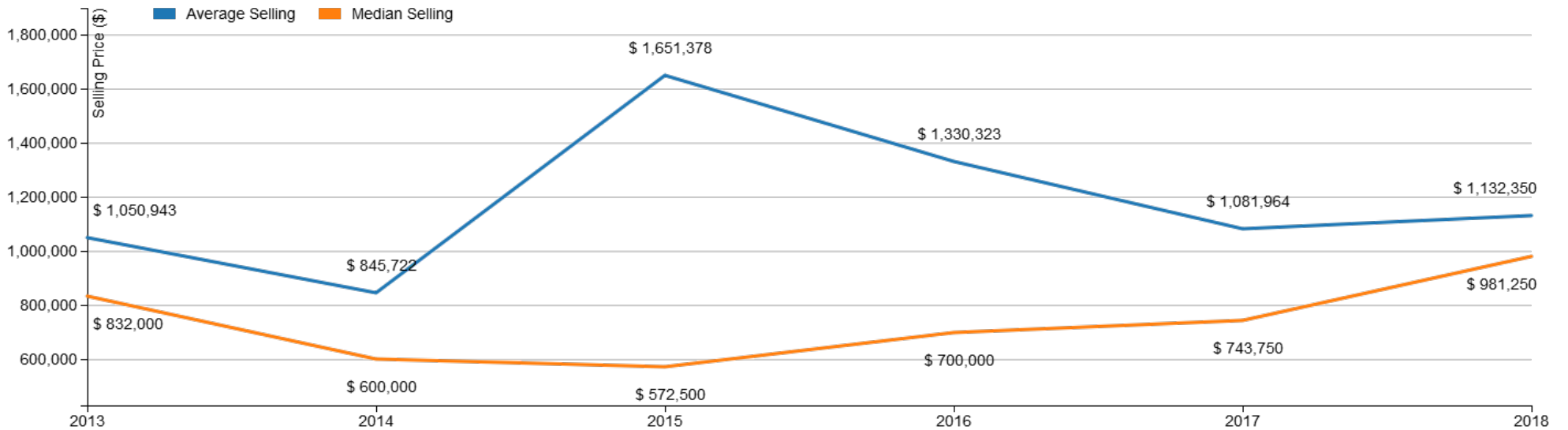
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West Tisbury

Summary: Single/Multi-Family Sales
1st Quarter 2018

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	7	0%	\$1,050,943	-46%	\$832,000	-21%	96%	-9%	\$7,356,601	-46%	535
2014	9	29%	\$845,722	-20%	\$600,000	-28%	108%	12%	\$7,611,500	3%	258
2015	9	0%	\$1,651,378	95%	\$572,500	-5%	95%	-12%	\$14,862,400	95%	433
2016	11	22%	\$1,330,323	-19%	\$700,000	22%	110%	15%	\$14,633,550	-2%	420
2017	14	27%	\$1,081,964	-19%	\$743,750	6%	107%	-2%	\$15,147,500	4%	359
2018	10	-29%	\$1,132,350	5%	\$981,250	32%	103%	-4%	\$11,323,500	-25%	469

Average / Median Selling Price

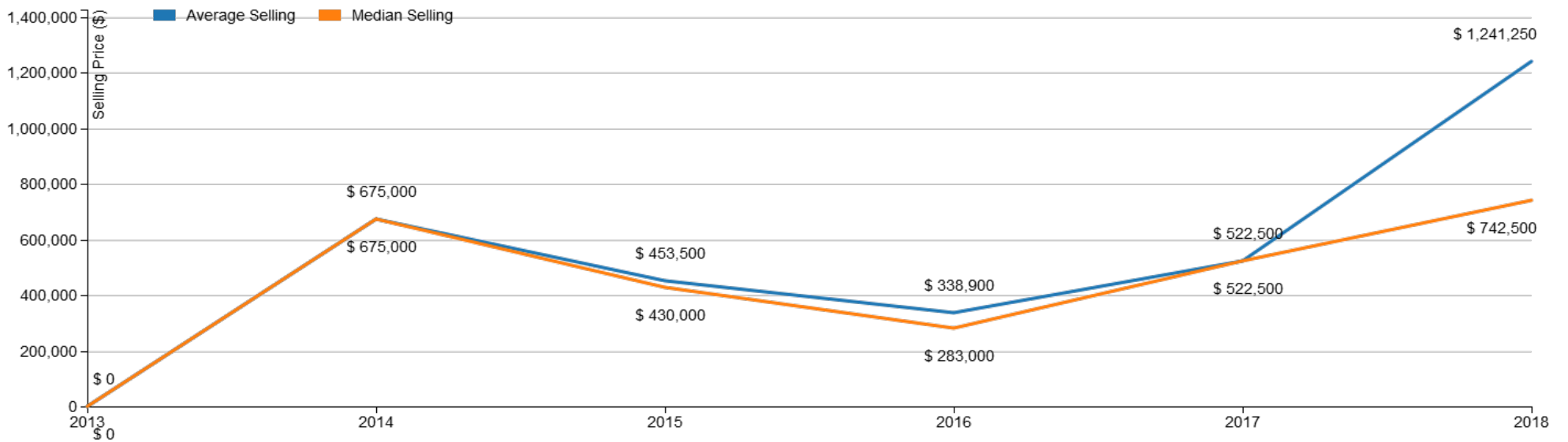


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West Tisbury Summary: Land Sales 1st Quarter 2018

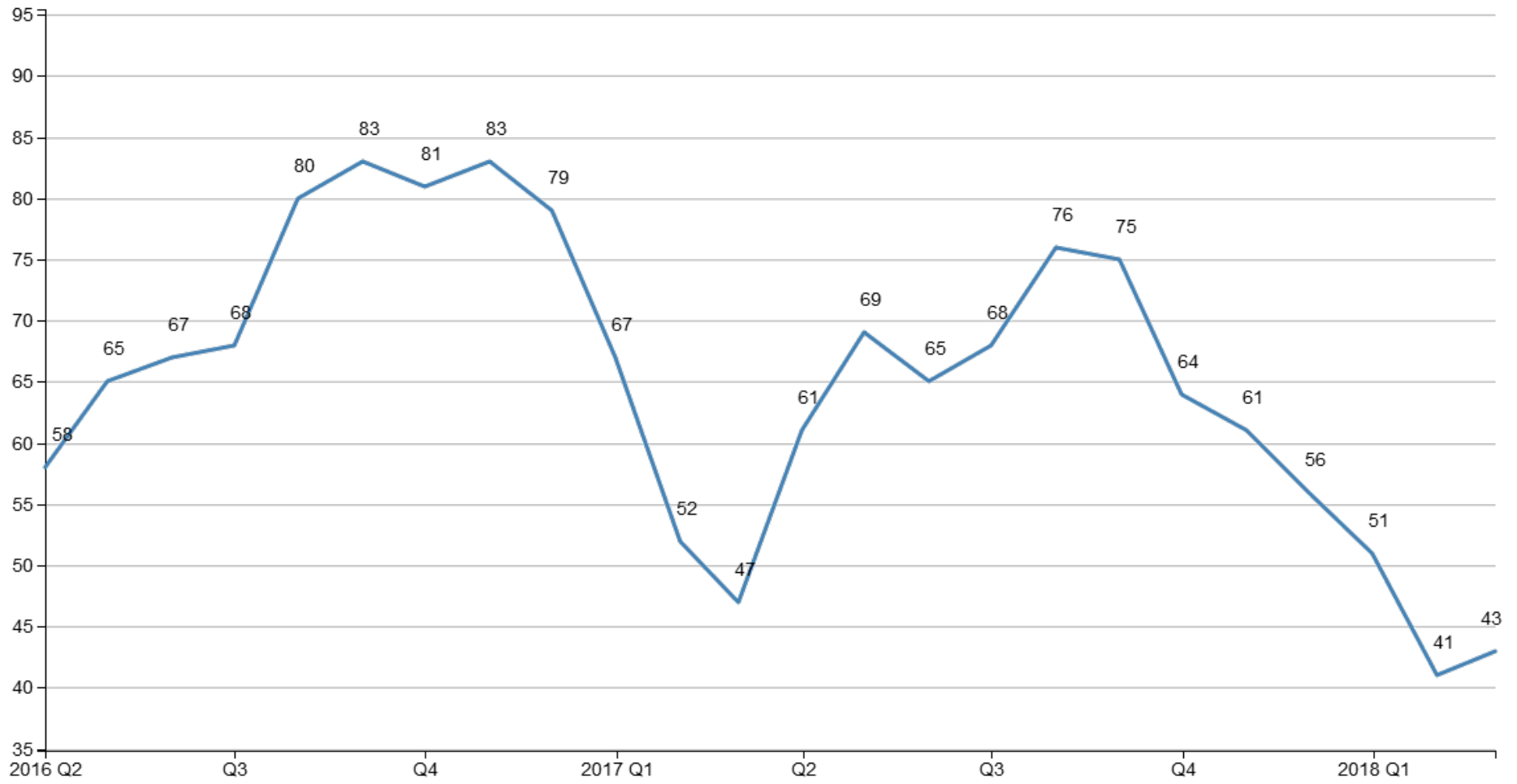
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DTS
2013	0	-	-	-	-	-	-	-	-	-	
2014	2	-	\$675,000	-	\$675,000	-	116%	-	\$1,350,000	-	
2015	5	150%	\$453,500	-33%	\$430,000	-36%	100%	-13%	\$2,267,500	68%	441
2016	5	0%	\$338,900	-25%	\$283,000	-34%	64%	-36%	\$1,694,500	-25%	290
2017	2	-60%	\$522,500	54%	\$522,500	85%	122%	90%	\$1,045,000	-38%	46
2018	4	100%	\$1,241,250	138%	\$742,500	42%	209%	71%	\$4,965,000	375%	391

Average / Median Selling Price



LINK

West Tisbury Inventory 1st Quarter 2018



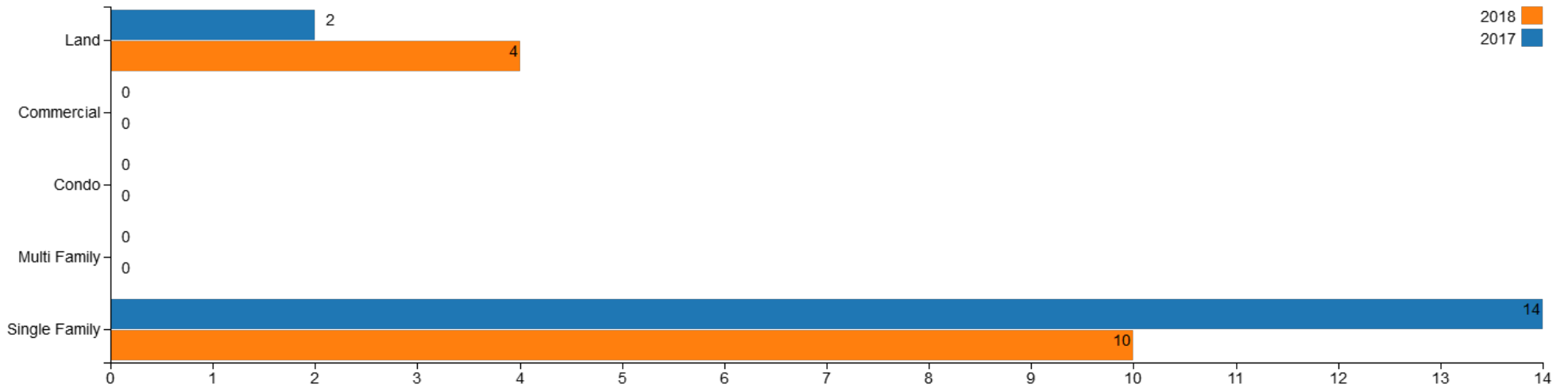
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West Tisbury

Quarterly Comparison: Total Number of Sales

1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -
Residential	10	-29%	0	-	0	-	0	-	10	-29%
- Single Family	10	-29%	0	-	0	-	0	-	10	-29%
- Multi Family	0	-	0	-	0	-	0	-	0	-
- Condo	0	-	0	-	0	-	0	-	0	-
Commercial	0	-	0	-	0	-	0	-	0	-
Land	4	100%	0	-	0	-	0	-	4	100%
Total	14	-13%	0	-	0	-	0	-	14	-13%



LINK

West Tisbury

Quarterly Comparison: Total Dollar Volume 1st Quarter 2018

	First Quarter		Second Quarter		Third Quarter		Fourth Quarter		Year to Date	
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -
Residential	\$11,323,500	-25%	-	-	-	-	-	-	\$11,323,500	-25%
- Single Family	\$11,323,500	-25%	-	-	-	-	-	-	\$11,323,500	-25%
- Multi Family	-	-	-	-	-	-	-	-	-	-
- Condo	-	-	-	-	-	-	-	-	-	-
Commercial	-	-	-	-	-	-	-	-	-	-
Land	\$4,965,000	375%	-	-	-	-	-	-	\$4,965,000	375%
Total	\$16,288,500	1%	\$0	-	\$0	-	\$0	-	\$16,288,500	1%

