



Martha's Vineyard

2016 Annual

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 $[(\text{value this year} - \text{value last year}) / \text{value last year}]$
% 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.

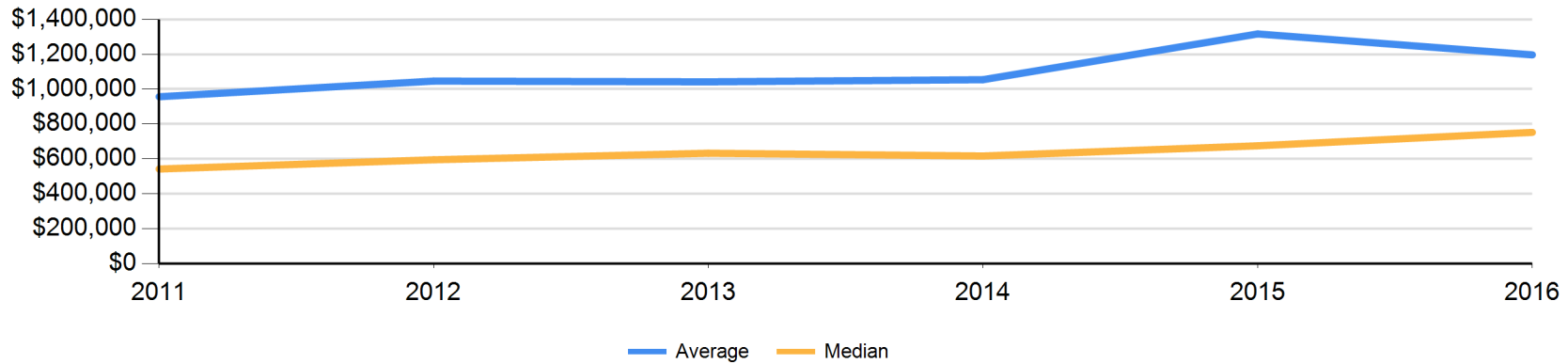


Island Wide

Annual Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	306	-9%	\$956,279	-12%	\$542,033	-10%	98%	-9%	\$292,621,234	-19%	238
2012	387	26%	\$1,046,039	9%	\$595,000	10%	99%	1%	\$404,817,079	38%	259
2013	382	-1%	\$1,041,549	0%	\$632,450	6%	111%	12%	\$397,871,563	-2%	264
2014	378	-1%	\$1,053,994	1%	\$616,625	-3%	110%	-1%	\$398,409,835	0%	228
2015	435	15%	\$1,316,256	25%	\$675,000	9%	125%	14%	\$572,571,289	44%	215
2016	428	-2%	\$1,196,301	-9%	\$752,000	11%	132%	6%	\$512,016,870	-11%	193

Average and Median Selling Price

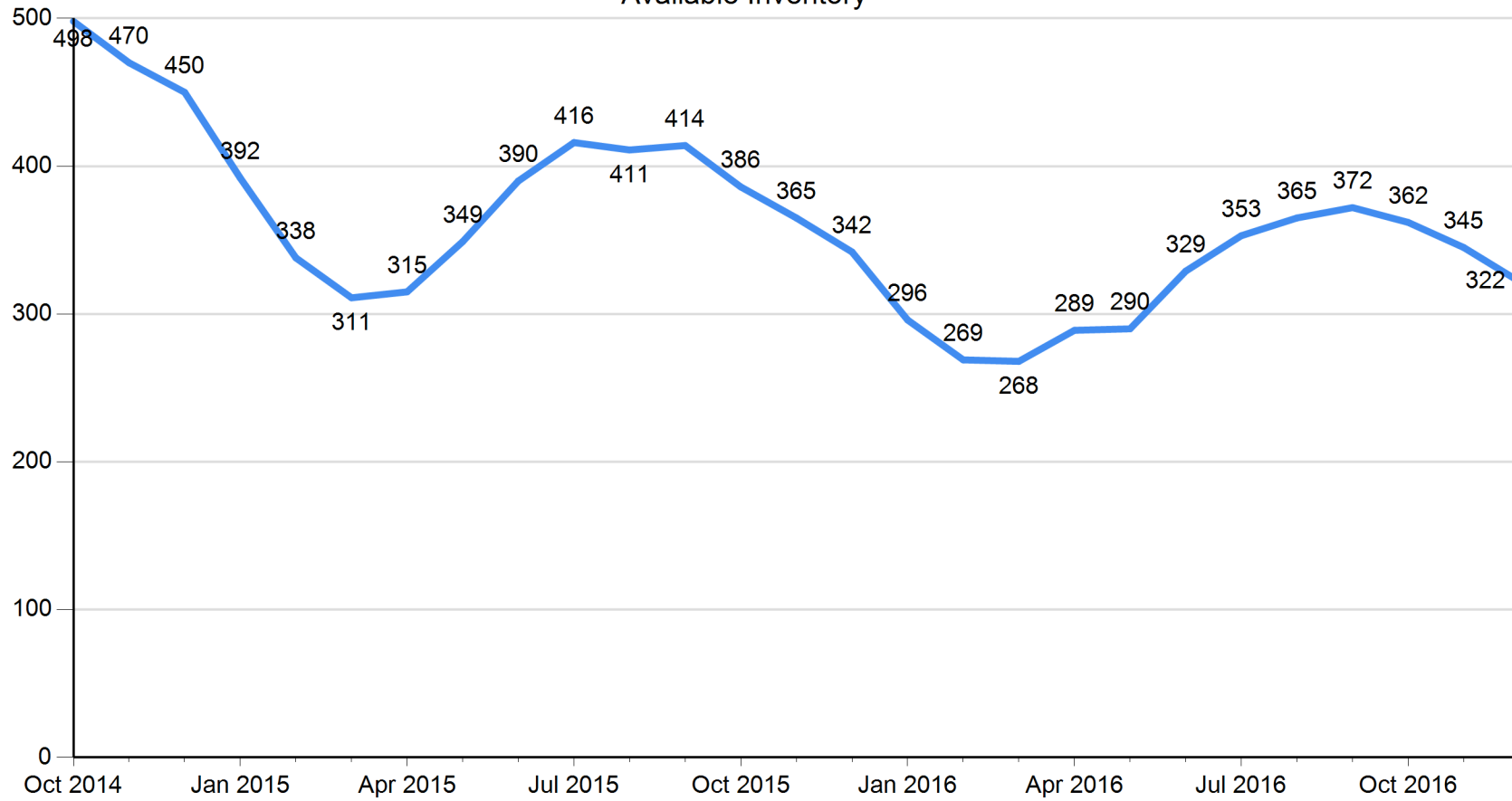




LINK

Island Wide

Available Inventory



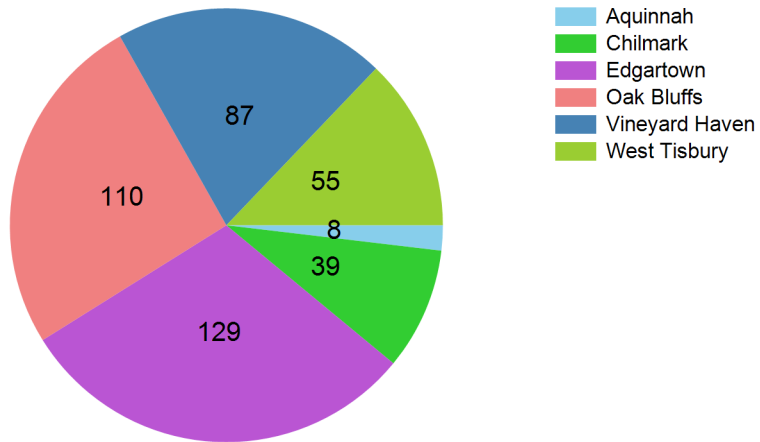


Island Wide

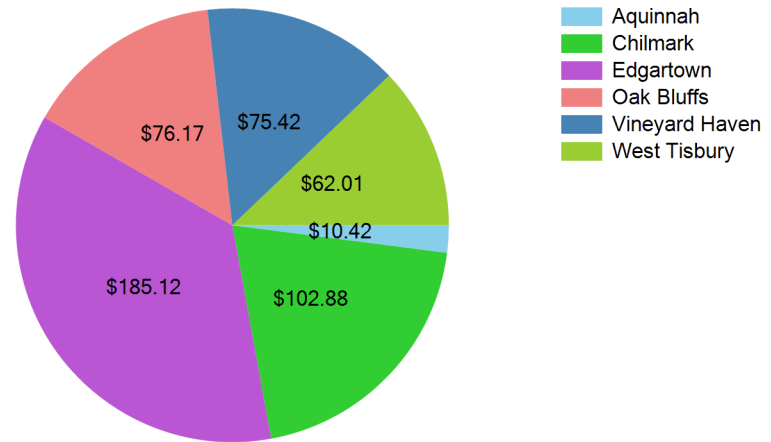
Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
Aquinnah	8	-27%	\$1,301,875	-26%	\$1,272,500	-19%	113%	24%	\$10,415,000	-46%	330
Chilmark	39	34%	\$2,637,955	48%	\$1,550,000	17%	207%	93%	\$102,880,229	99%	256
Edgartown	129	-22%	\$1,435,076	-23%	\$956,333	13%	136%	3%	\$185,124,858	-40%	189
Oak Bluffs	110	4%	\$692,456	2%	\$590,000	16%	123%	-2%	\$76,170,201	6%	155
Vineyard Haven	87	6%	\$866,911	-6%	\$600,100	6%	120%	-2%	\$75,421,232	0%	216
West Tisbury	55	34%	\$1,127,370	0%	\$779,500	8%	111%	-10%	\$62,005,350	34%	175

Sales by Area



Sales by Area (\$ Millions)

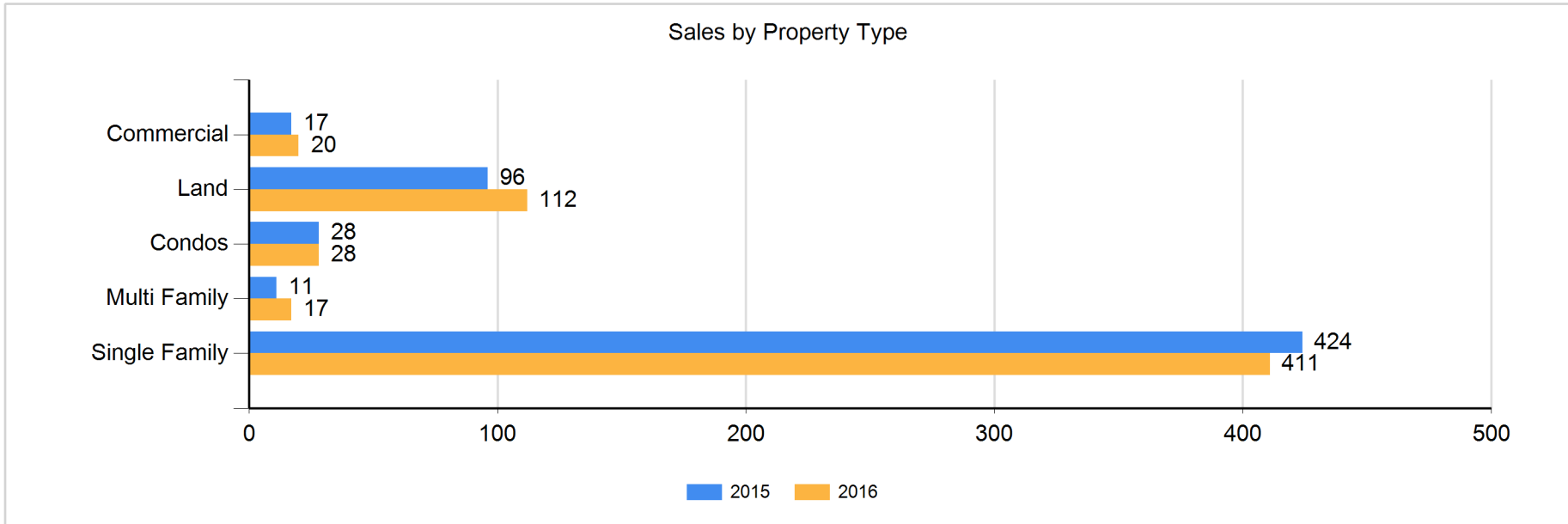




Island Wide

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	88	-1%	99	5%	114	-12%	155	3%	456
Single Family	75	-6%	92	7%	103	-16%	141	4%	411
Multi Family	6	200%	3	50%	3	50%	5	0%	17
Condos	7	0%	4	-33%	8	60%	9	-10%	28
Land	22	5%	31	11%	26	0%	33	57%	112
Commercial	3	-25%	10	233%	2	-60%	5	0%	20

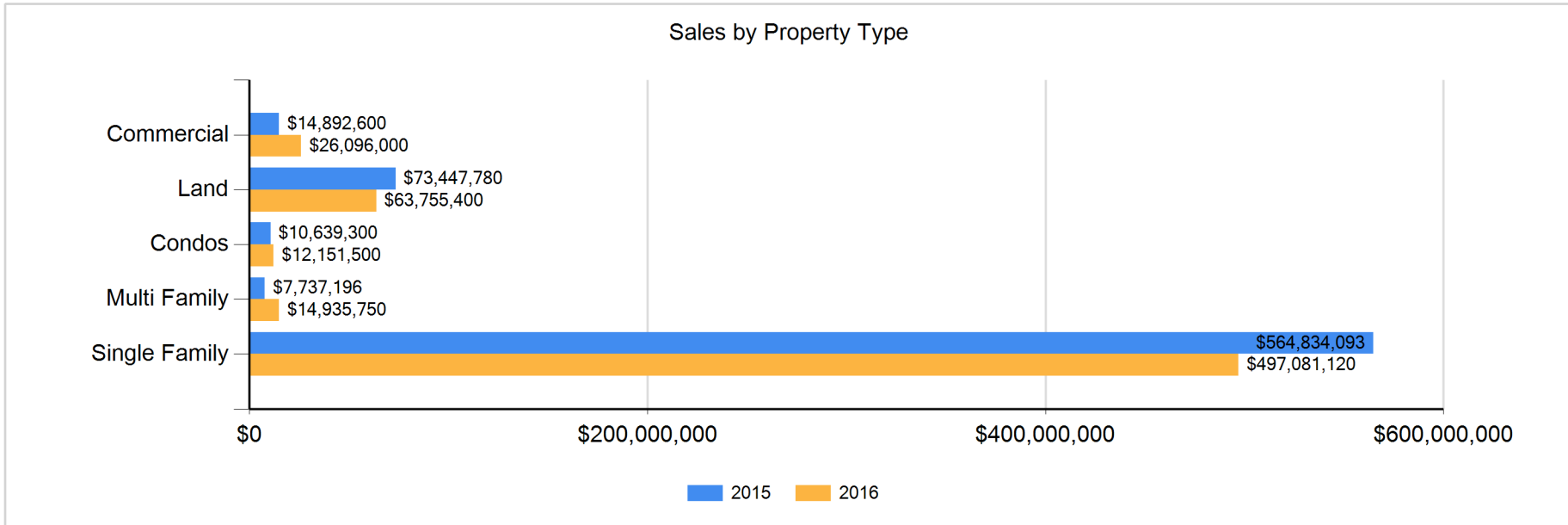




Island Wide

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$93,604,213	-32%	\$96,117,475	-1%	\$126,989,200	-24%	\$207,457,482	14%	\$524,168,370
Single Family	\$85,653,813	-36%	\$92,990,475	-1%	\$119,291,100	-28%	\$199,145,732	15%	\$497,081,120
Multi Family	\$6,140,000	523%	\$1,933,000	127%	\$3,302,000	164%	\$3,560,750	-23%	\$14,935,750
Condos	\$1,810,400	-44%	\$1,194,000	-55%	\$4,396,100	275%	\$4,751,000	33%	\$12,151,500
Land	\$10,864,400	-29%	\$20,506,500	-22%	\$13,756,500	-22%	\$18,628,000	32%	\$63,755,400
Commercial	\$6,275,000	-2%	\$13,521,000	395%	\$1,575,000	-45%	\$4,725,000	63%	\$26,096,000



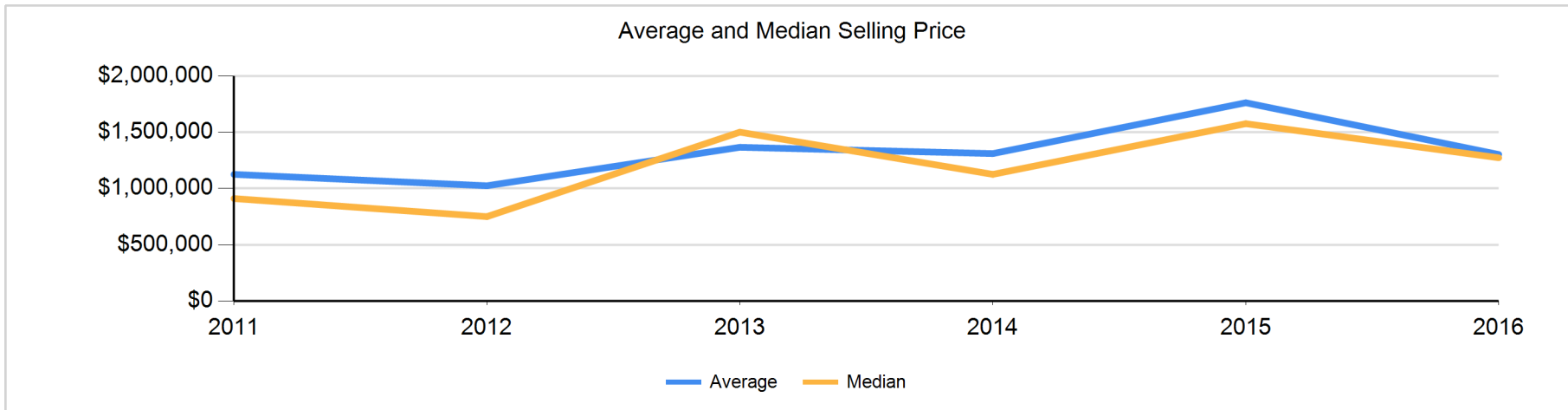


LINK

Aquinnah

Annual Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	9	29%	\$1,124,583	-30%	\$910,000	-55%	90%	-16%	\$10,121,250	-11%	340
2012	10	11%	\$1,023,890	-9%	\$749,450	-18%	101%	12%	\$10,238,900	1%	349
2013	7	-30%	\$1,365,714	33%	\$1,500,000	100%	94%	-7%	\$9,560,000	-7%	285
2014	12	71%	\$1,309,542	-4%	\$1,125,000	-25%	93%	-1%	\$15,714,500	64%	456
2015	11	-8%	\$1,761,500	35%	\$1,575,000	40%	91%	-2%	\$19,376,500	23%	286
2016	8	-27%	\$1,301,875	-26%	\$1,272,500	-19%	113%	24%	\$10,415,000	-46%	330

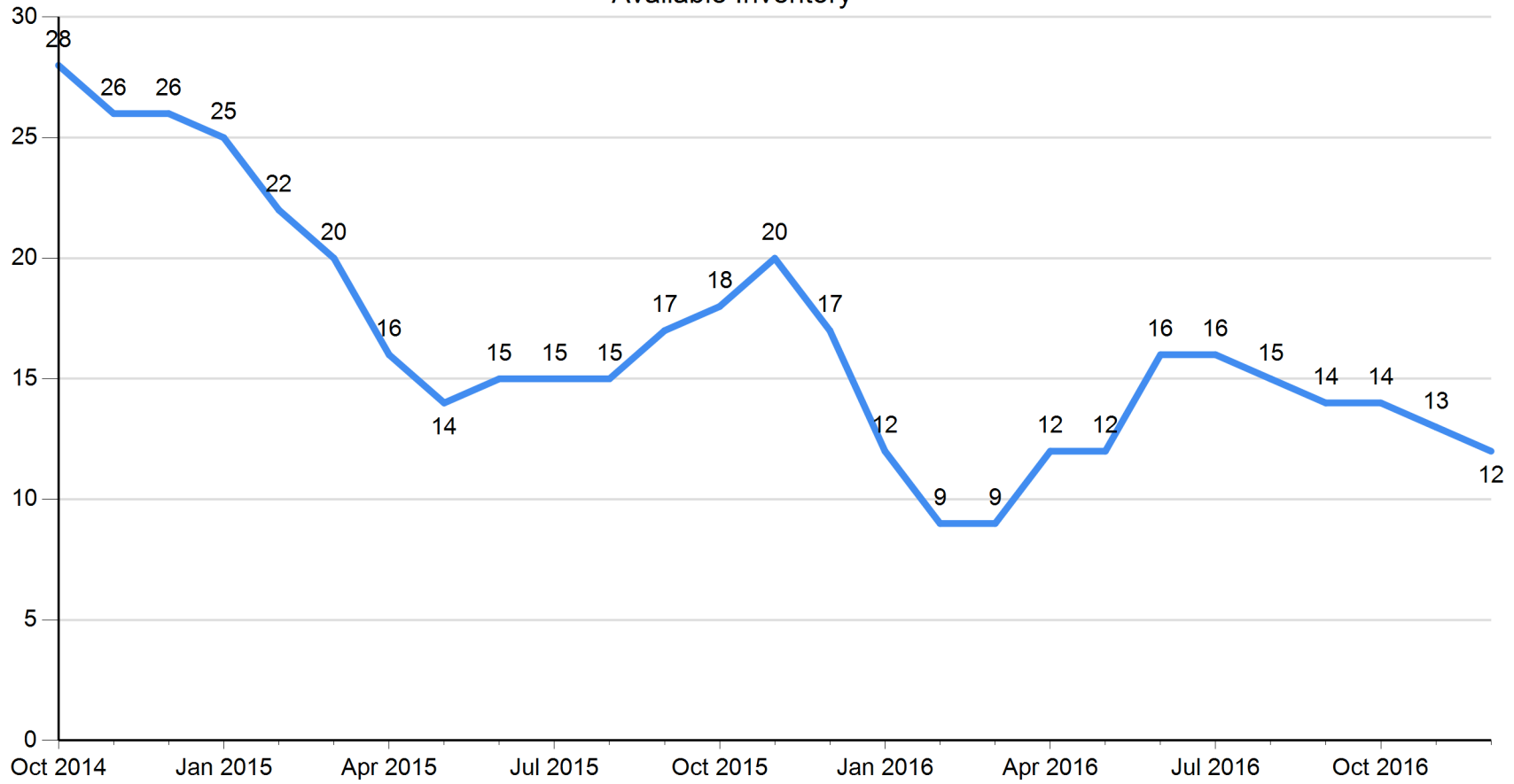




LINK

Aquinnah

Available Inventory

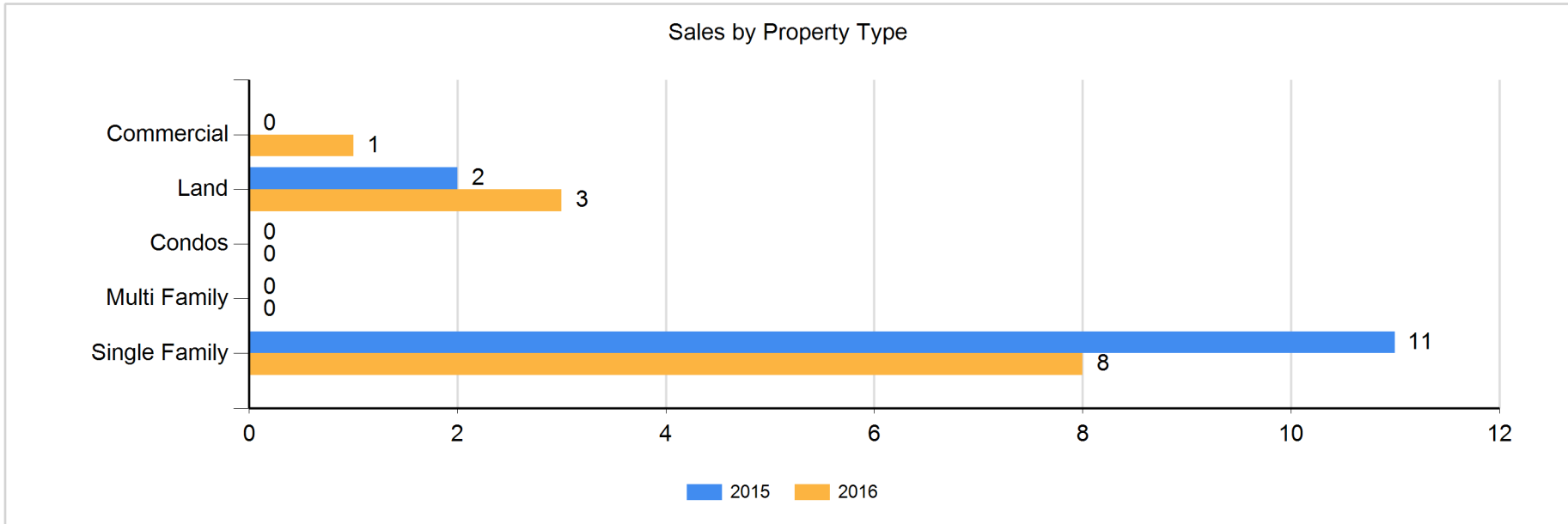




Aquinnah

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	3	-25%	2	0%	1	-50%	2	-33%	8
Single Family	3	-25%	2	0%	1	-50%	2	-33%	8
Multi Family	0		0		0		0		0
Condos	0		0		0		0		0
Land	0		2	100%	0	-100%	1		3
Commercial	0		0		1		0		1

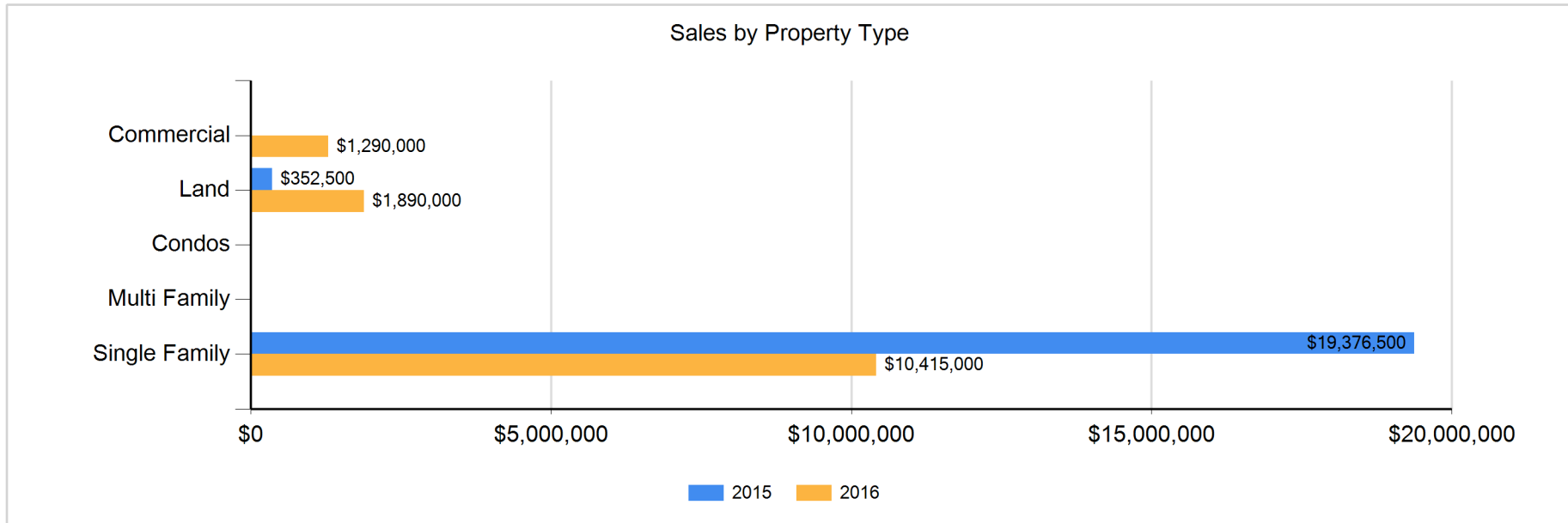




Aquinnah

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$4,445,000	-55%	\$2,245,000	-7%	\$1,525,000	-53%	\$2,200,000	-43%	\$10,415,000
Single Family	\$4,445,000	-55%	\$2,245,000	-7%	\$1,525,000	-53%	\$2,200,000	-43%	\$10,415,000
Multi Family									
Condos									
Land			\$840,000	860%			\$1,050,000		\$1,890,000
Commercial					\$1,290,000				\$1,290,000

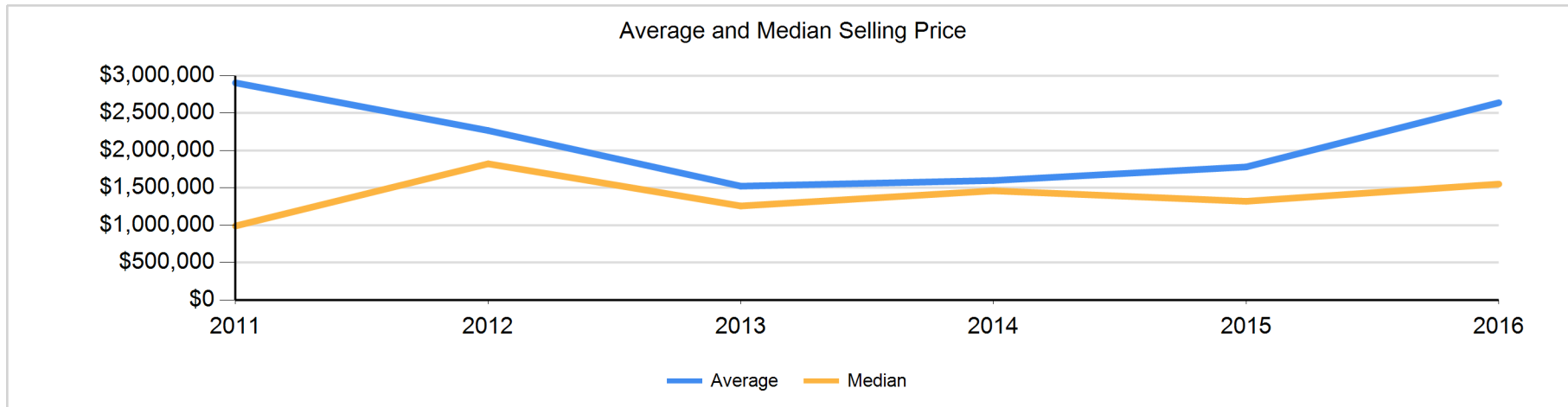




Chilmark

Annual Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	13	-46%	\$2,903,812	25%	\$990,000	-35%	101%	-10%	\$37,749,554	-32%	107
2012	30	131%	\$2,266,237	-22%	\$1,821,250	84%	99%	-2%	\$67,987,105	80%	472
2013	23	-23%	\$1,522,467	-33%	\$1,257,500	-31%	112%	13%	\$35,016,750	-48%	568
2014	25	9%	\$1,598,020	5%	\$1,460,000	16%	97%	-13%	\$39,950,500	14%	300
2015	29	16%	\$1,779,188	11%	\$1,320,000	-10%	107%	10%	\$51,596,456	29%	415
2016	39	34%	\$2,637,955	48%	\$1,550,000	17%	207%	93%	\$102,880,229	99%	256

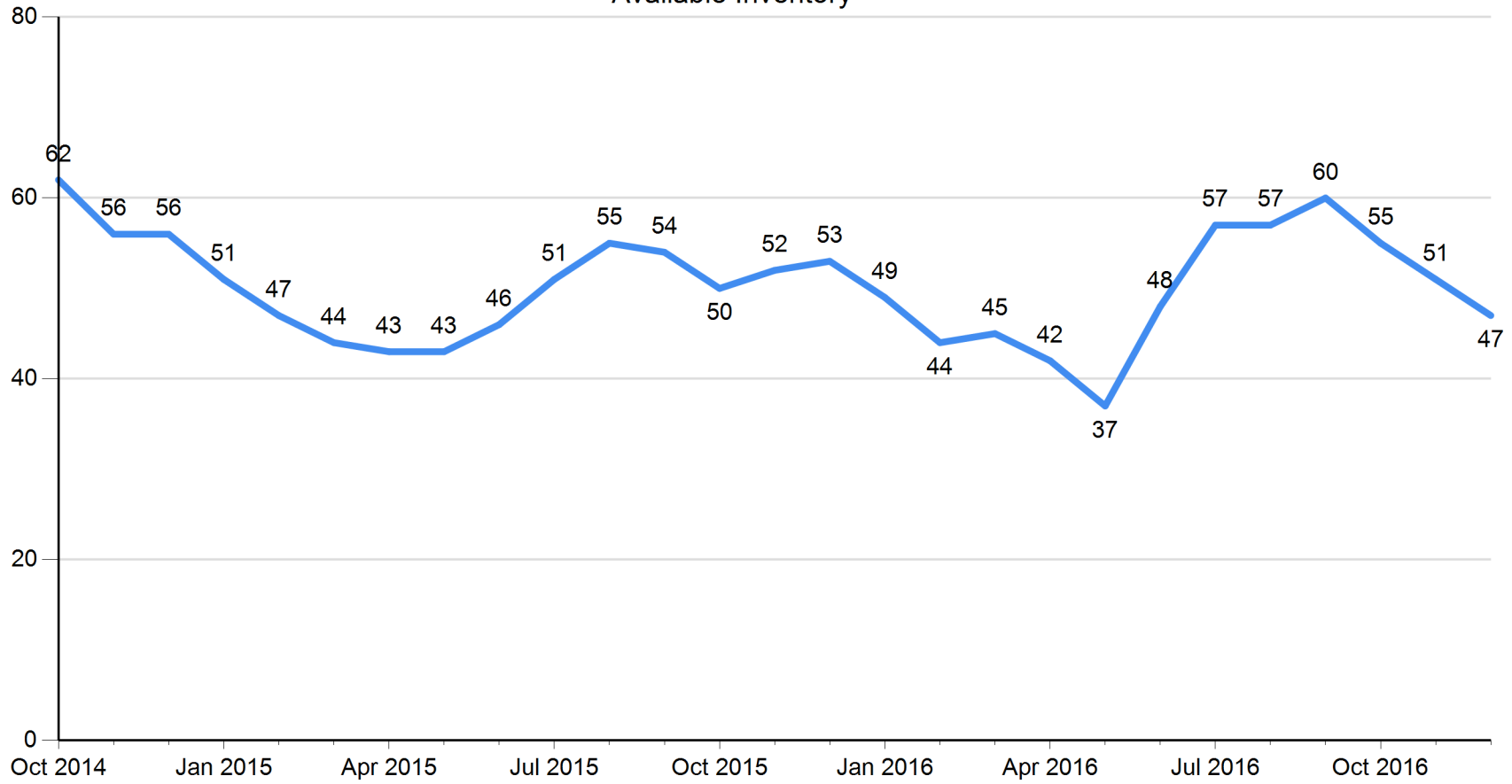




LINK

Chilmark

Available Inventory

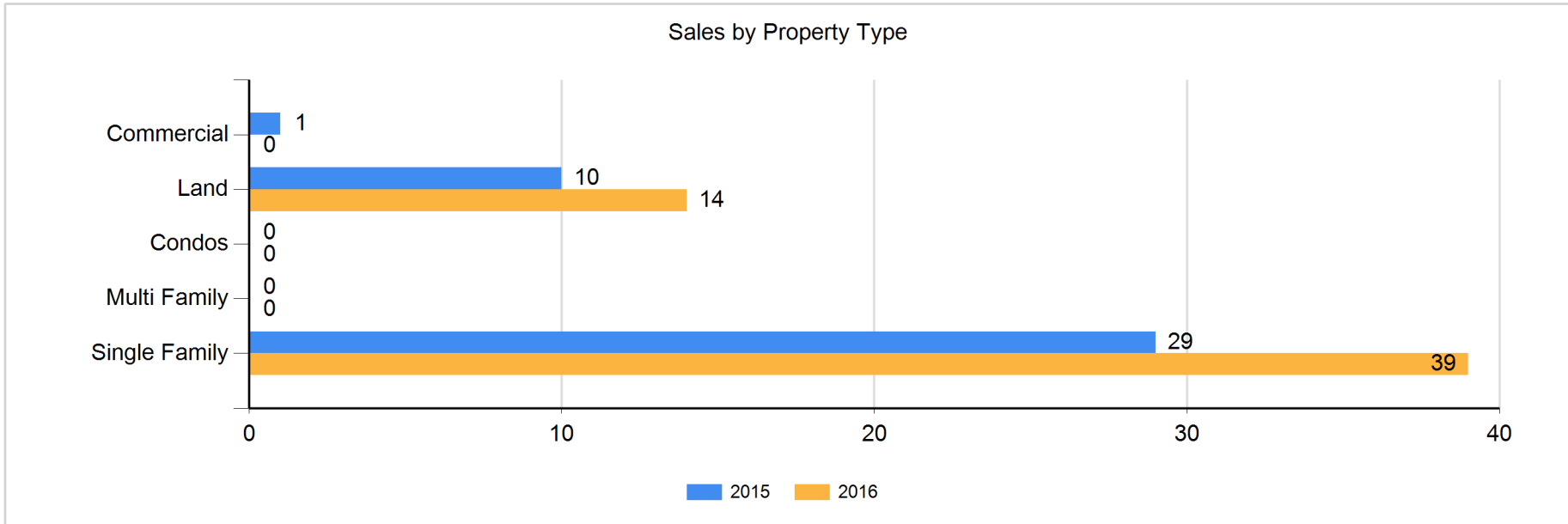




Chilmark

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	7	17%	10	25%	6	-33%	16	167%	39
Single Family	7	17%	10	25%	6	-33%	16	167%	39
Multi Family	0		0		0		0		0
Condos	0		0		0		0		0
Land	2	-33%	4	33%	6	200%	2	0%	14
Commercial	0		0		0	-100%	0		0

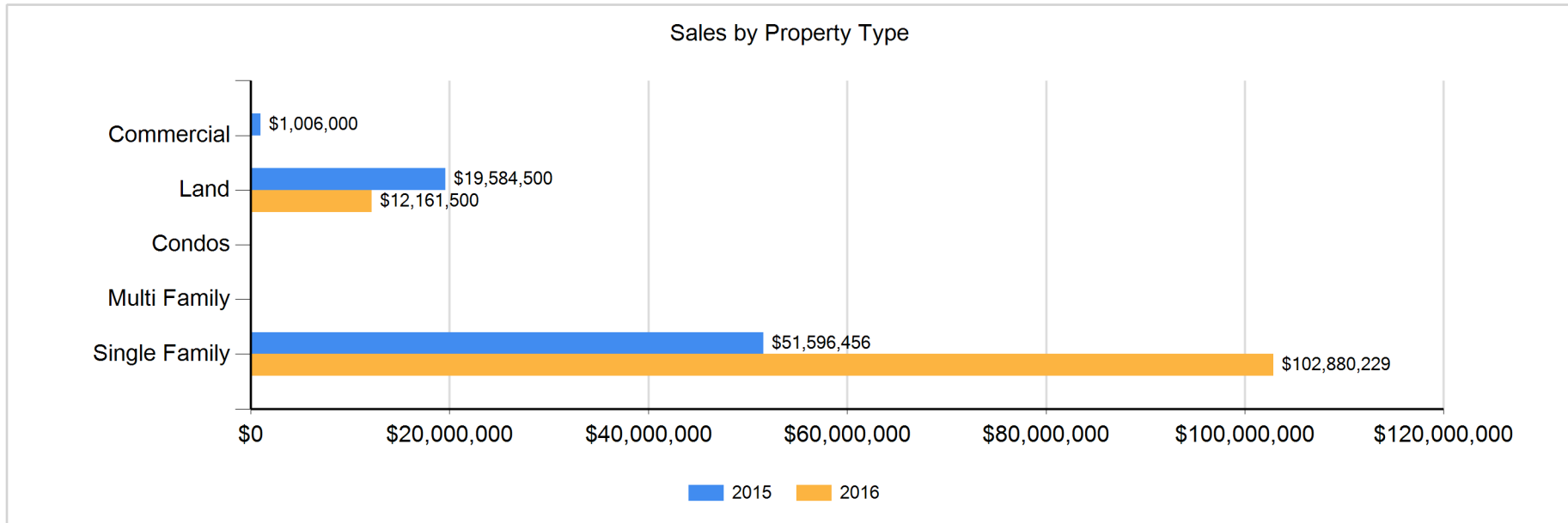




Chilmark

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$14,680,229	-11%	\$23,262,000	99%	\$20,160,000	78%	\$44,778,000	270%	\$102,880,229
Single Family	\$14,680,229	-11%	\$23,262,000	99%	\$20,160,000	78%	\$44,778,000	270%	\$102,880,229
Multi Family									
Condos									
Land	\$1,500,000	2%	\$6,931,500	-48%	\$2,485,000	-8%	\$1,245,000	-40%	\$12,161,500
Commercial									

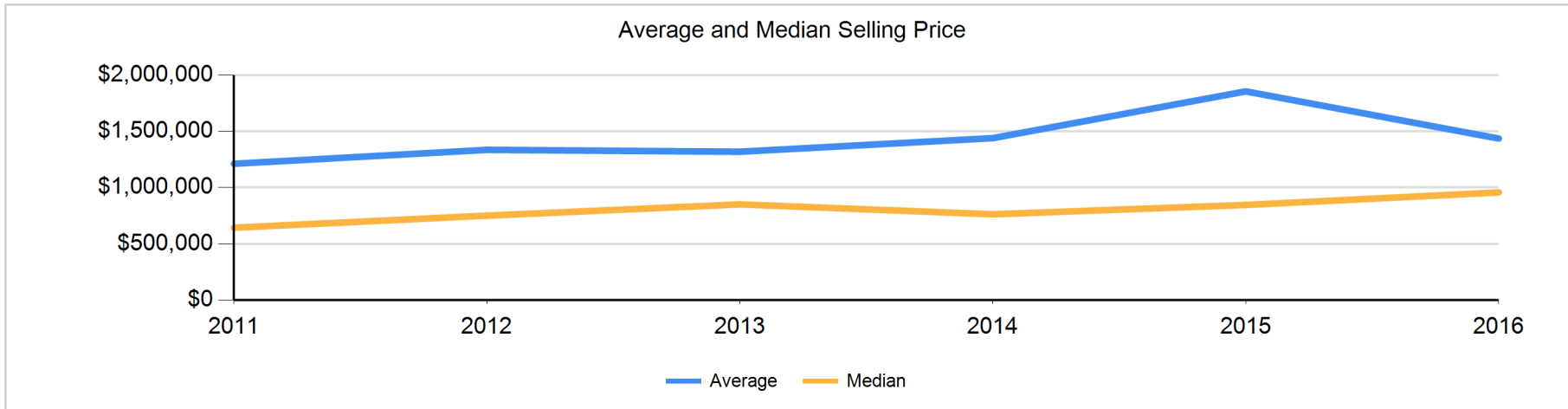




Edgartown

Annual Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	90	-20%	\$1,210,941	-1%	\$642,500	-10%	112%	-5%	\$108,984,672	-21%	218
2012	126	40%	\$1,334,616	10%	\$750,000	17%	102%	-9%	\$168,161,666	54%	176
2013	136	8%	\$1,317,693	-1%	\$850,000	13%	121%	19%	\$179,206,226	7%	267
2014	116	-15%	\$1,438,852	9%	\$762,000	-10%	120%	-1%	\$166,906,785	-7%	222
2015	166	43%	\$1,854,415	29%	\$845,000	11%	132%	10%	\$307,832,811	84%	203
2016	129	-22%	\$1,435,076	-23%	\$956,333	13%	136%	3%	\$185,124,858	-40%	189

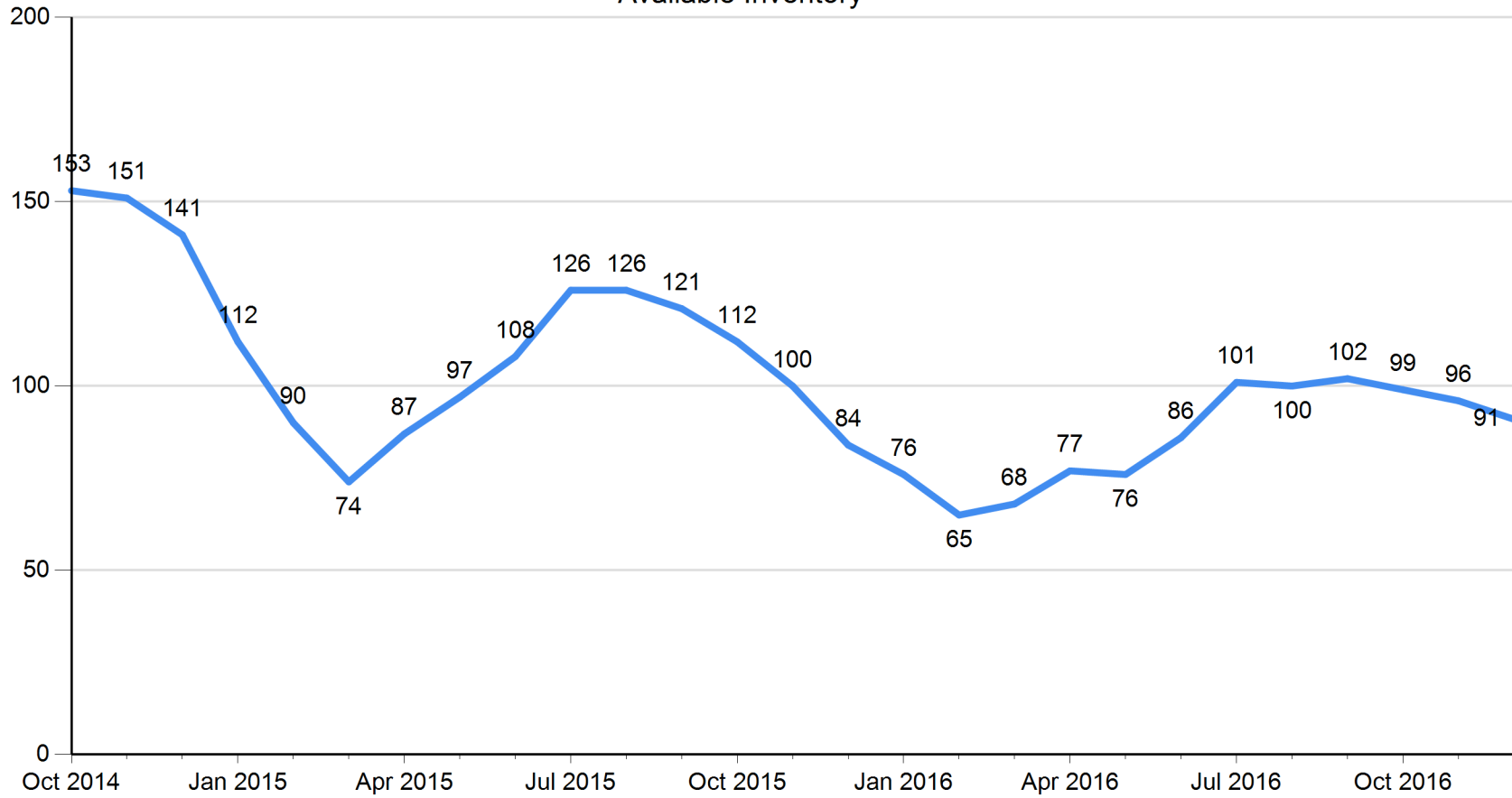




LINK

Edgartown

Available Inventory

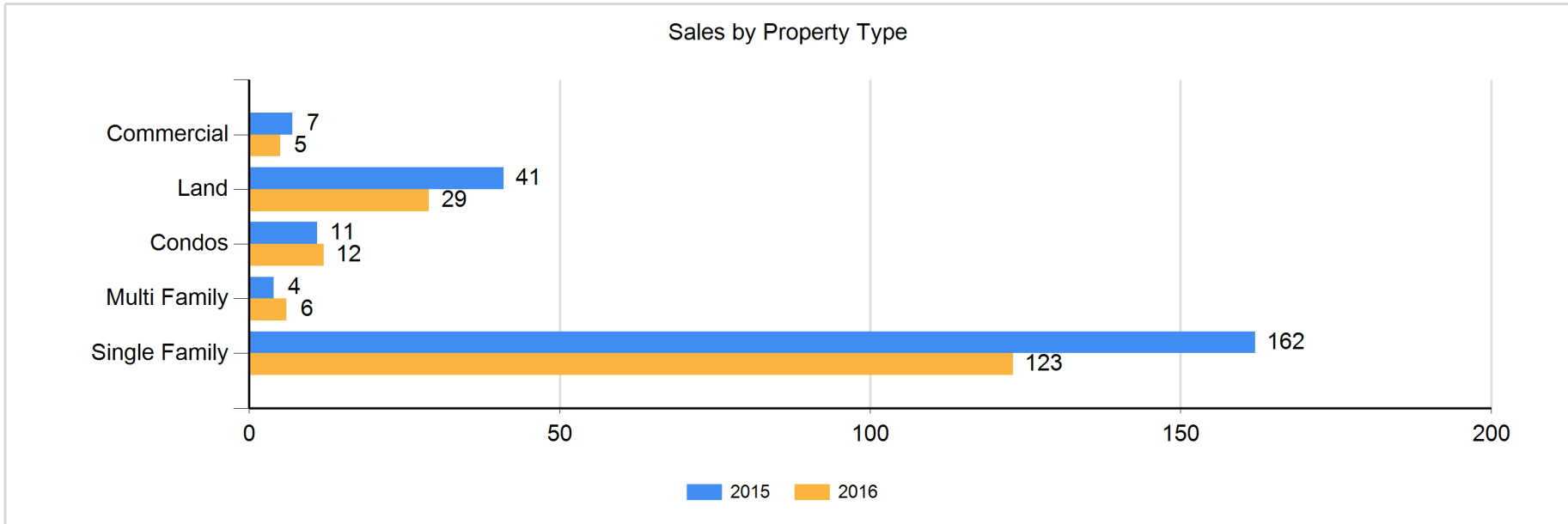




Edgartown

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	28	-15%	24	-29%	37	-21%	52	-17%	141
Single Family	23	-15%	21	-32%	32	-30%	47	-19%	123
Multi Family	2	100%	1	0%	1		2	0%	6
Condos	3	-40%	2	0%	4	300%	3	0%	12
Land	4	-50%	6	-45%	10	-33%	9	29%	29
Commercial	0	-100%	4	300%	0	-100%	1	-50%	5



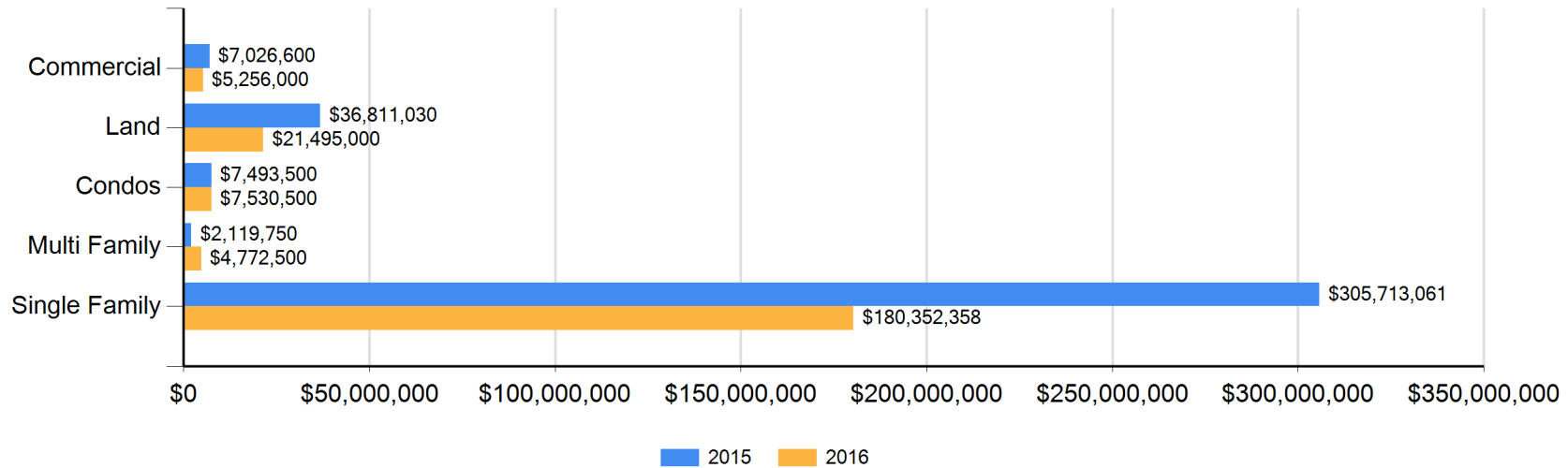


Edgartown

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$34,445,333	-53%	\$26,126,000	-38%	\$51,638,400	-45%	\$80,445,625	-24%	\$192,655,358
Single Family	\$31,906,833	-55%	\$24,411,000	-39%	\$47,431,400	-49%	\$76,603,125	-24%	\$180,352,358
Multi Family	\$1,340,000	195%	\$925,000	68%	\$1,485,000		\$1,022,500	-8%	\$4,772,500
Condos	\$1,198,500	-49%	\$790,000	-53%	\$2,722,000	373%	\$2,820,000	-2%	\$7,530,500
Land	\$3,955,000	-59%	\$2,565,000	-72%	\$7,710,000	-20%	\$7,265,000	-12%	\$21,495,000
Commercial			\$4,256,000	394%			\$1,000,000	-18%	\$5,256,000

Sales by Property Type



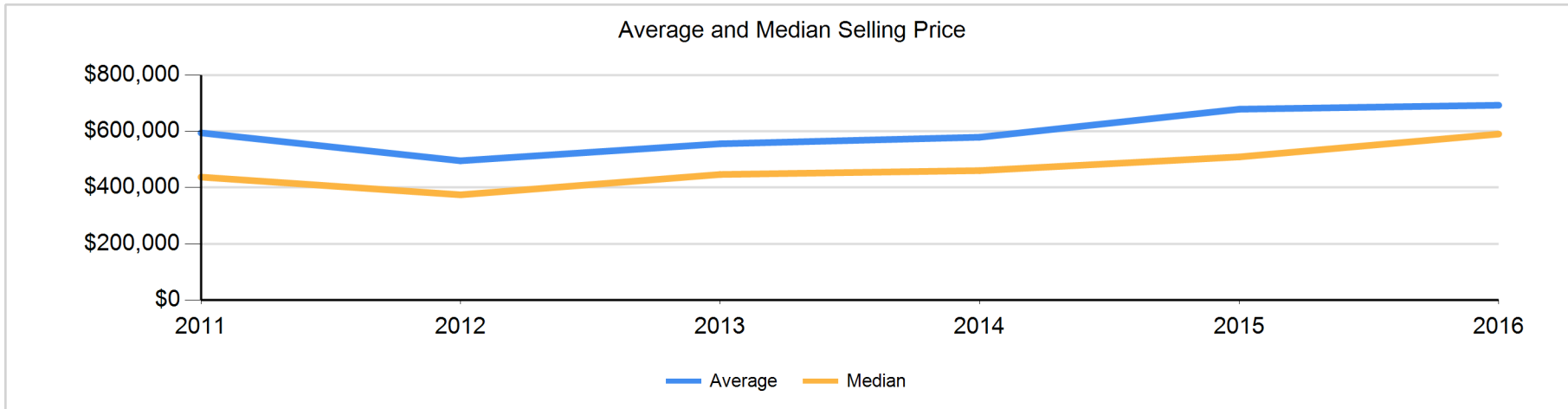


LINK

Oak Bluffs

Annual Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	97	41%	\$594,154	-14%	\$437,000	-11%	89%	-9%	\$57,632,923	21%	279
2012	104	7%	\$495,013	-17%	\$374,000	-14%	91%	2%	\$51,481,329	-11%	299
2013	96	-8%	\$555,338	12%	\$446,250	19%	107%	18%	\$53,312,463	4%	185
2014	123	28%	\$578,656	4%	\$460,000	3%	110%	3%	\$71,174,650	34%	215
2015	106	-14%	\$678,377	17%	\$508,750	11%	125%	14%	\$71,907,928	1%	177
2016	110	4%	\$692,456	2%	\$590,000	16%	123%	-2%	\$76,170,201	6%	155

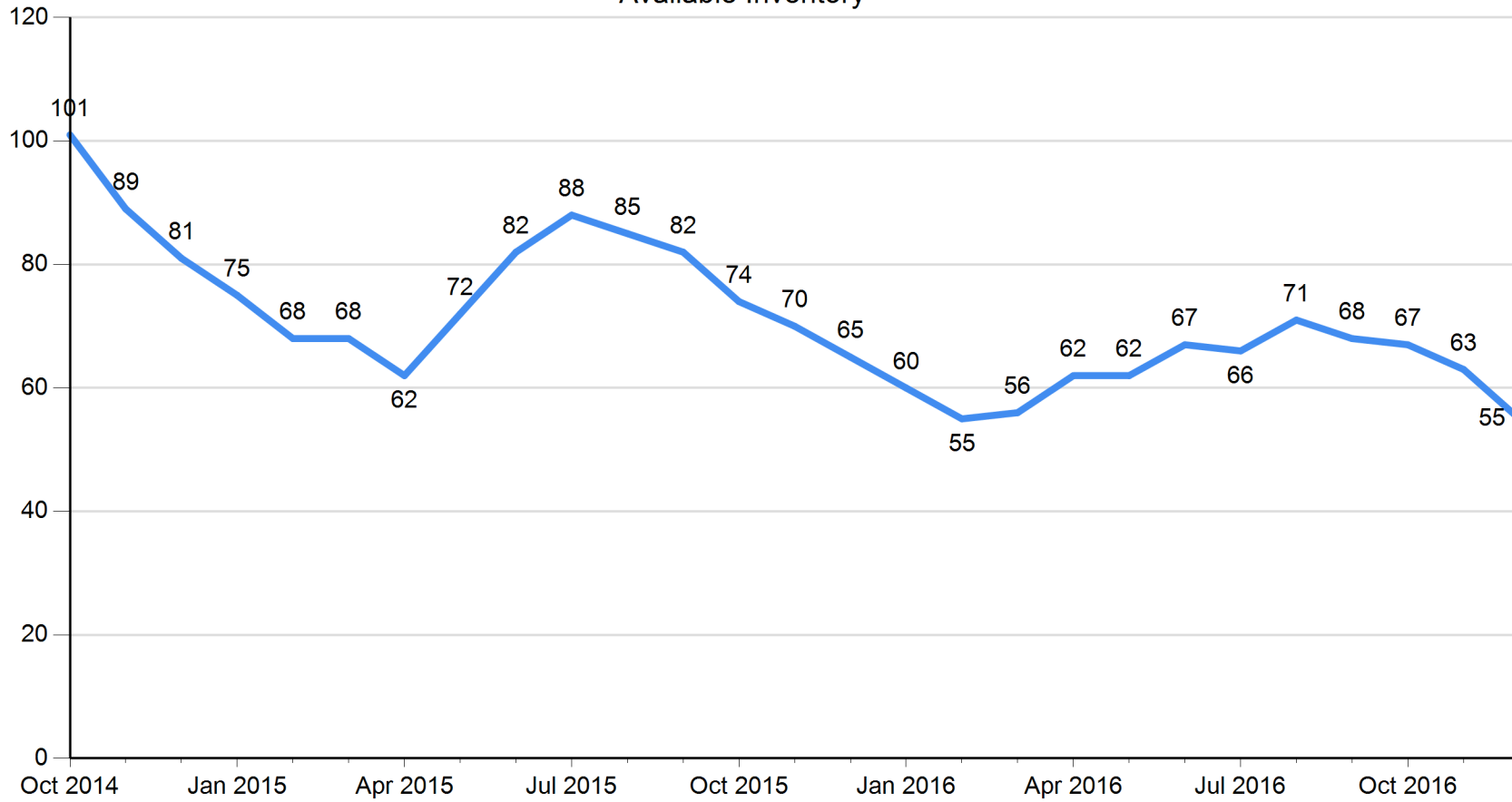




LINK

Oak Bluffs

Available Inventory

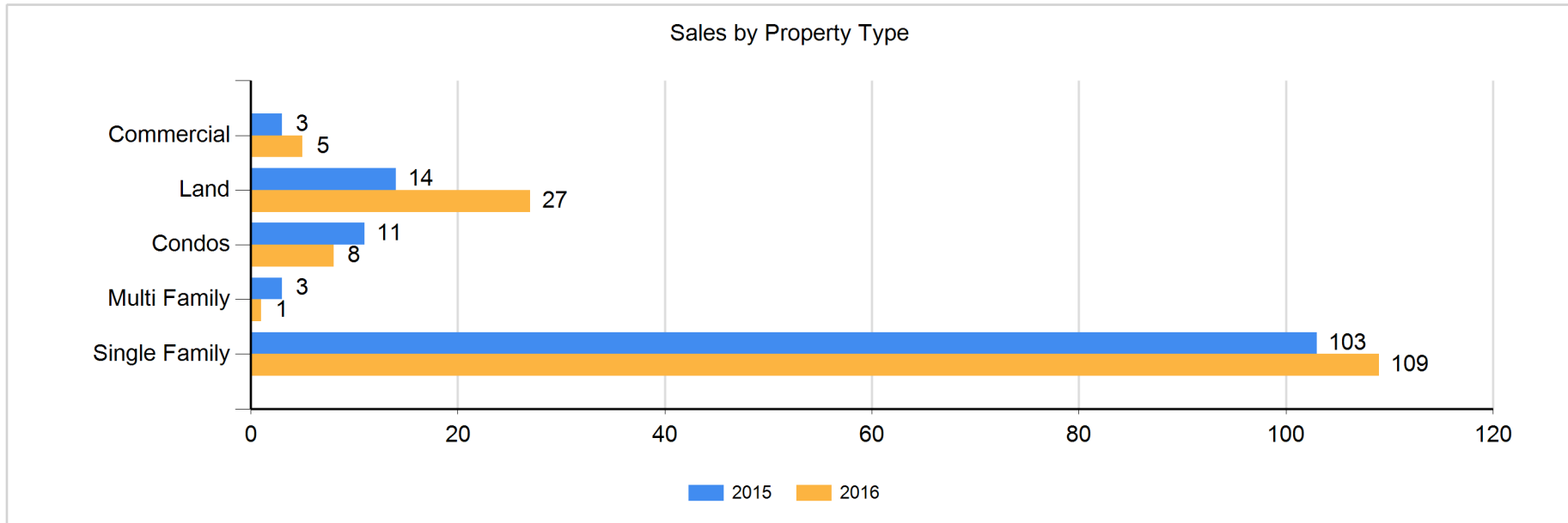




Oak Bluffs

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	23	28%	27	0%	31	-6%	37	-5%	118
Single Family	21	31%	27	8%	29	-6%	32	3%	109
Multi Family	0		0		0		1	-67%	1
Condos	2	0%	0	-100%	2	0%	4	-20%	8
Land	8	300%	7	17%	4	0%	8	300%	27
Commercial	2	100%	1		0		2	0%	5

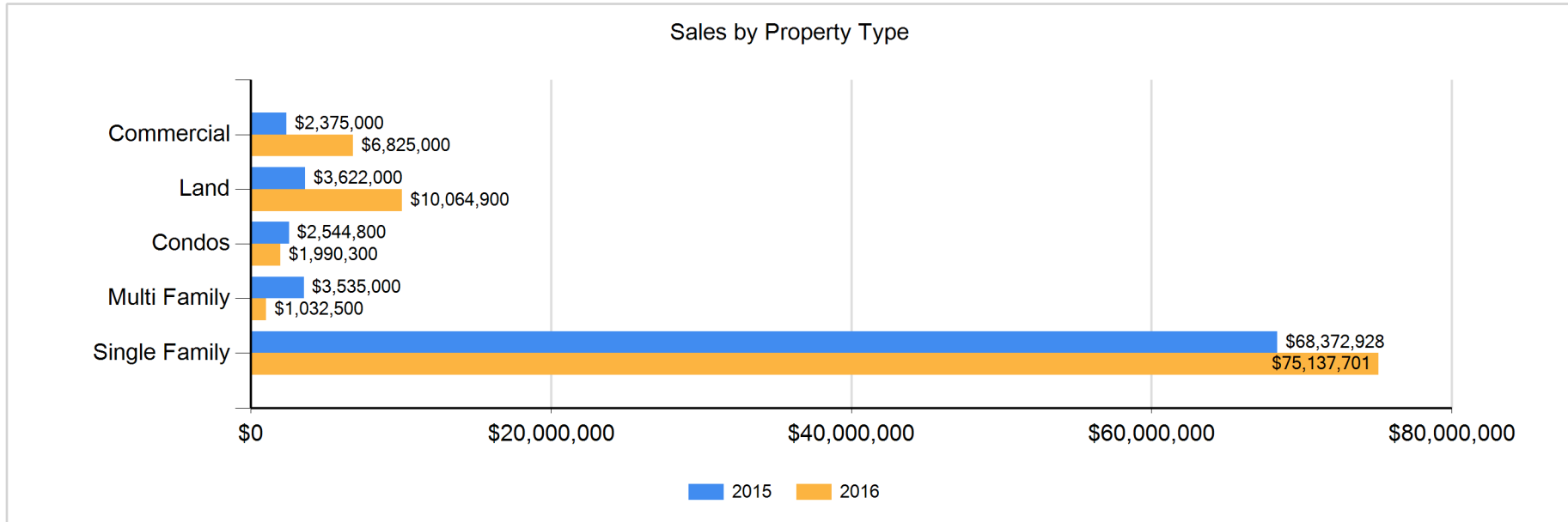




Oak Bluffs

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$13,753,601	53%	\$17,376,500	7%	\$21,686,150	-5%	\$25,344,250	-4%	\$78,160,501
Single Family	\$13,474,201	67%	\$17,376,500	12%	\$21,196,250	-5%	\$23,090,750	3%	\$75,137,701
Multi Family							\$1,032,500	-71%	\$1,032,500
Condos	\$279,400	-69%			\$489,900	3%	\$1,221,000	134%	\$1,990,300
Land	\$2,817,400	362%	\$2,312,500	67%	\$1,347,500	47%	\$3,587,500	405%	\$10,064,900
Commercial	\$4,875,000	248%	\$500,000				\$1,450,000	49%	\$6,825,000

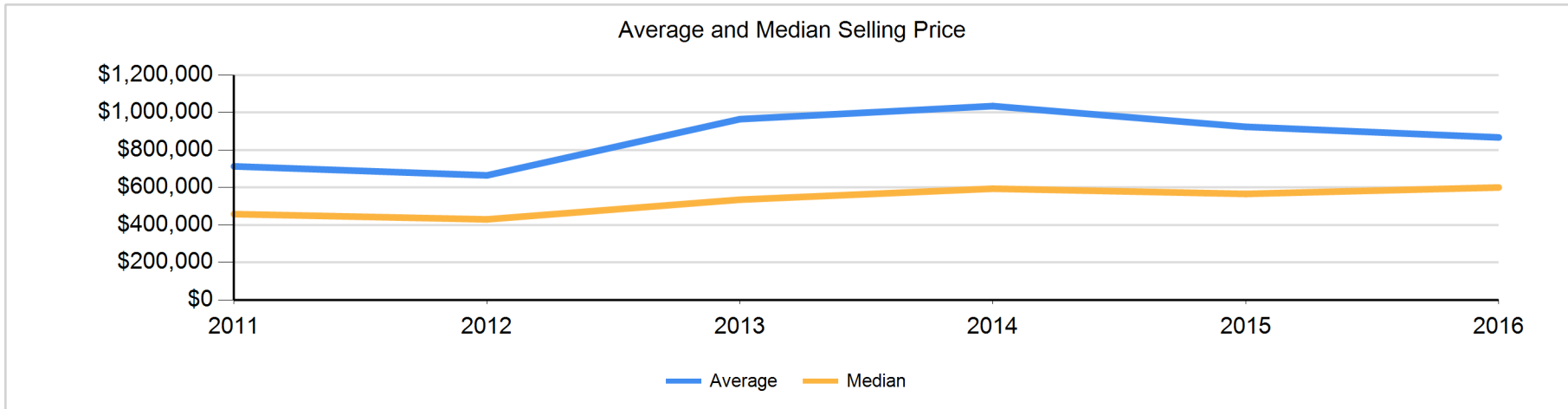




Vineyard Haven

Annual Sales Summary

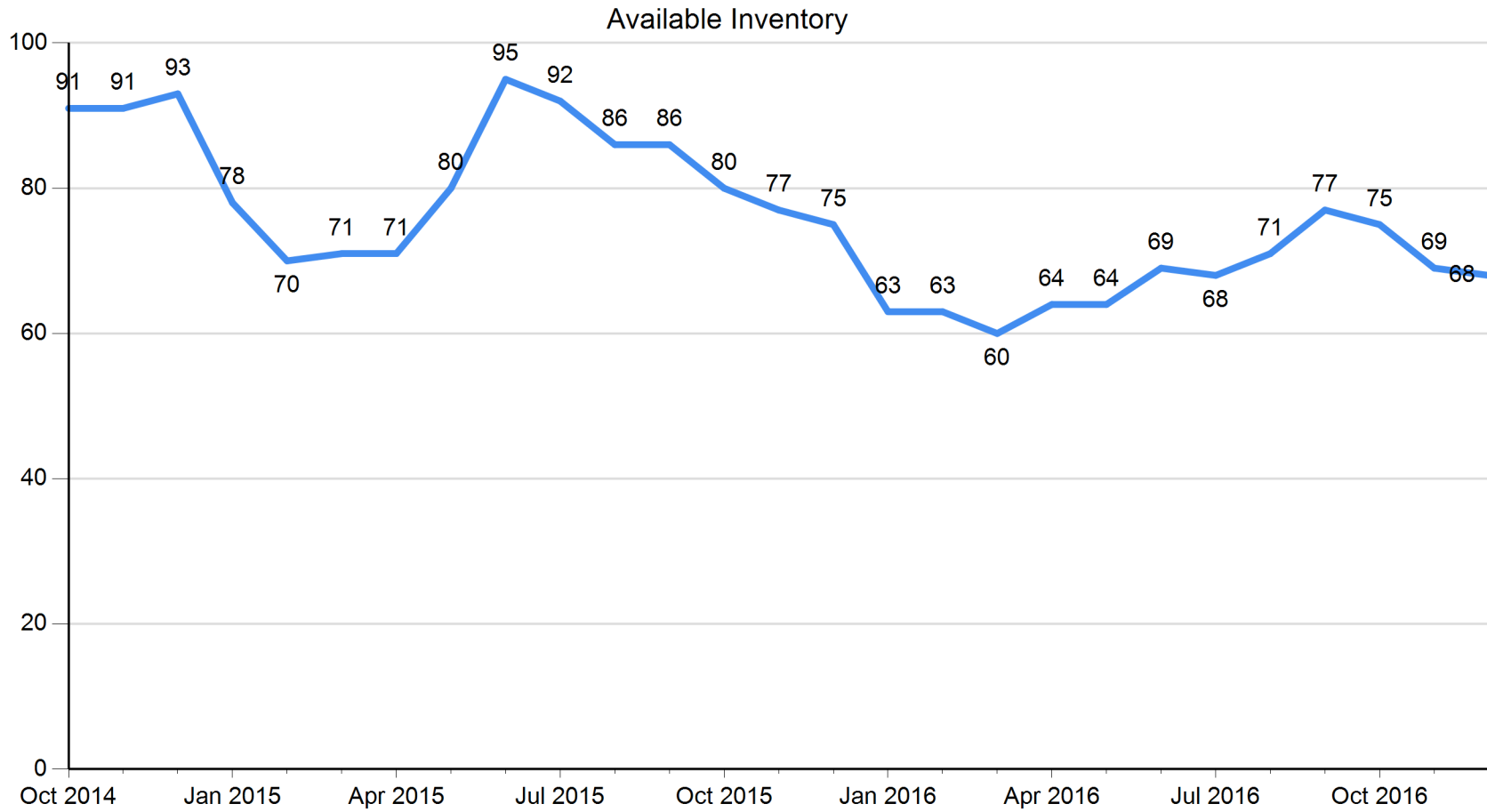
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	58	-28%	\$712,679	-19%	\$458,000	1%	94%	-12%	\$41,335,364	-42%	242
2012	71	22%	\$664,579	-7%	\$430,000	-6%	98%	4%	\$47,185,079	14%	270
2013	72	1%	\$964,486	45%	\$535,000	24%	106%	8%	\$69,443,023	47%	261
2014	68	-6%	\$1,034,054	7%	\$593,500	11%	104%	-2%	\$70,315,650	1%	194
2015	82	21%	\$923,503	-11%	\$565,882	-5%	123%	18%	\$75,727,260	8%	209
2016	87	6%	\$866,911	-6%	\$600,100	6%	120%	-2%	\$75,421,232	0%	216





LINK

Vineyard Haven

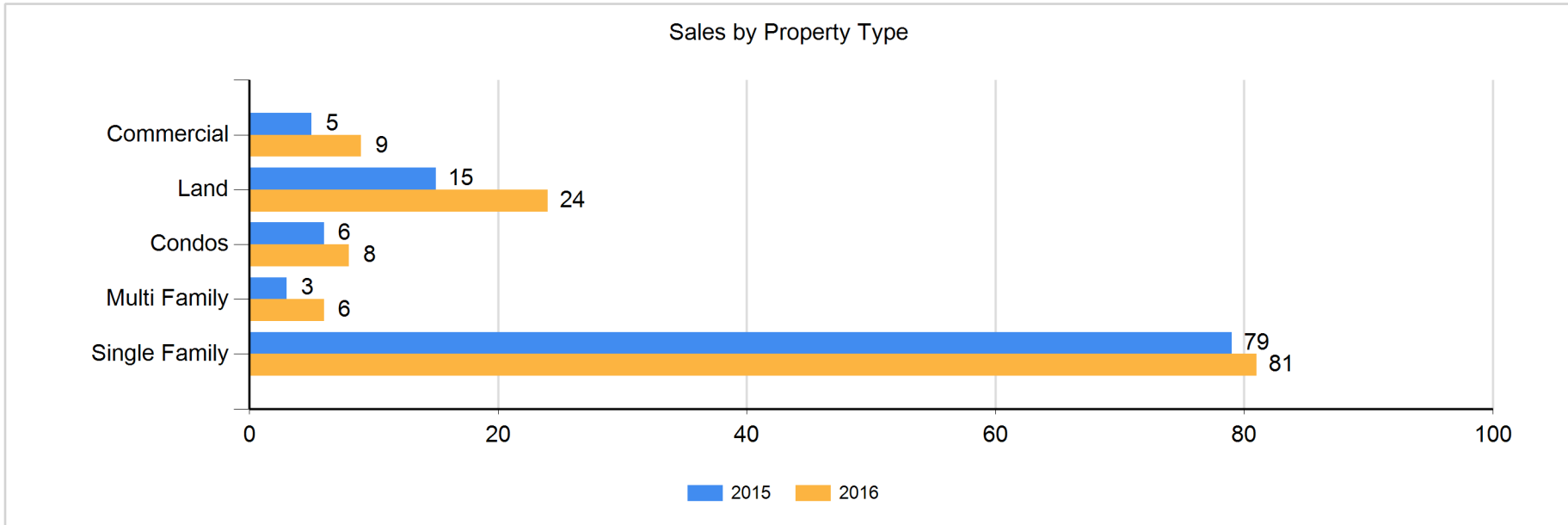




Vineyard Haven

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	16	-16%	23	35%	23	-8%	33	22%	95
Single Family	11	-39%	20	43%	21	-5%	29	16%	81
Multi Family	3	200%	1	0%	0	-100%	2		6
Condos	2		2	0%	2	0%	2	0%	8
Land	3	0%	5	-17%	6	200%	10	150%	24
Commercial	1	0%	5	150%	1	-50%	2		9

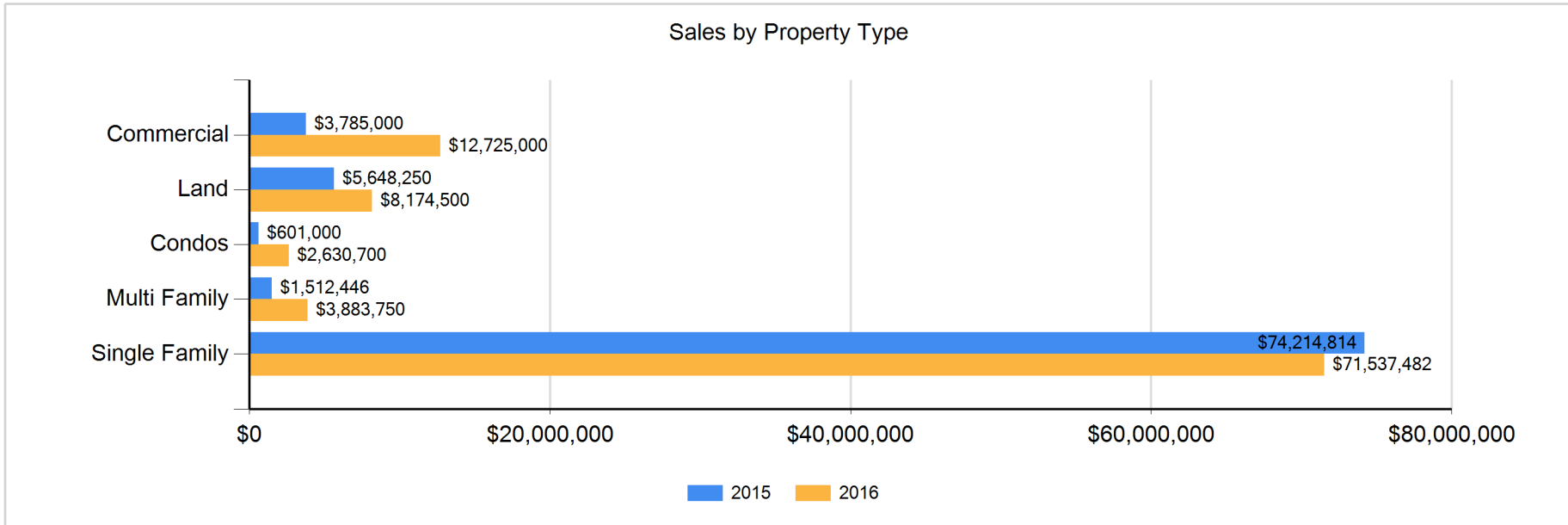




Vineyard Haven

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$11,646,500	-16%	\$15,925,125	-17%	\$15,926,700	-35%	\$34,553,607	82%	\$78,051,932
Single Family	\$9,339,000	-30%	\$15,118,125	-18%	\$14,742,500	-37%	\$32,337,857	71%	\$71,537,482
Multi Family	\$1,975,000	273%	\$403,000	34%			\$1,505,750		\$3,883,750
Condos	\$332,500		\$404,000	29%	\$1,184,200	863%	\$710,000	330%	\$2,630,700
Land	\$897,500	-28%	\$1,580,000	-16%	\$2,214,000	59%	\$3,483,000	204%	\$8,174,500
Commercial	\$1,400,000	27%	\$8,765,000	369%	\$285,000	-65%	\$2,275,000		\$12,725,000

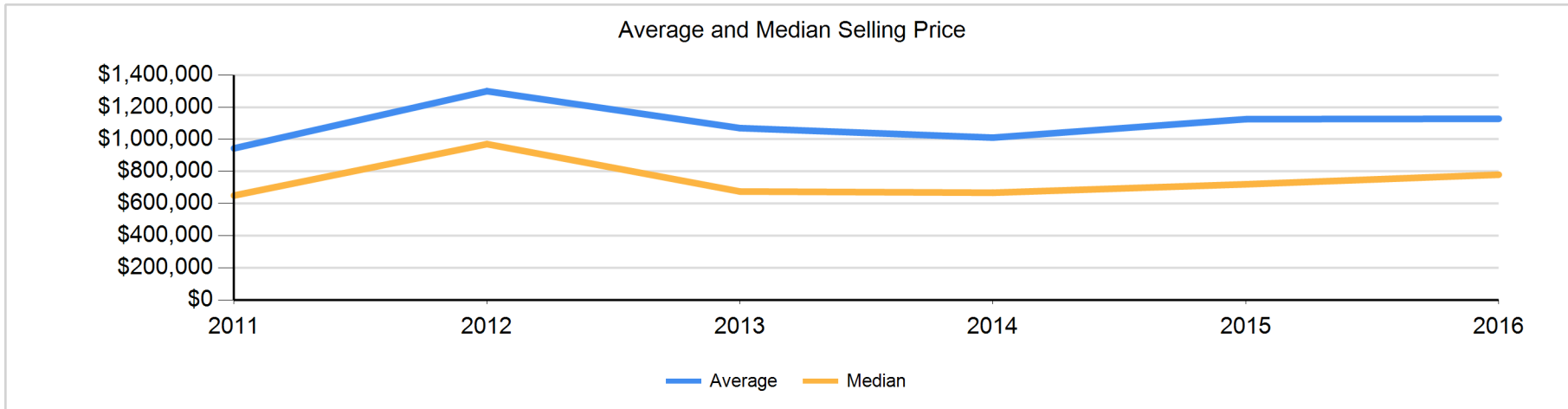




West Tisbury

Annual Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	39	-7%	\$943,525	1%	\$650,000	4%	97%	-1%	\$36,797,471	-6%	207
2012	46	18%	\$1,299,196	38%	\$970,000	49%	106%	9%	\$59,763,000	62%	245
2013	48	4%	\$1,069,440	-18%	\$675,000	-30%	100%	-6%	\$51,333,101	-14%	287
2014	34	-29%	\$1,010,228	-6%	\$667,500	-1%	104%	4%	\$34,347,750	-33%	223
2015	41	21%	\$1,125,130	11%	\$720,000	8%	123%	18%	\$46,130,334	34%	221
2016	55	34%	\$1,127,370	0%	\$779,500	8%	111%	-10%	\$62,005,350	34%	175

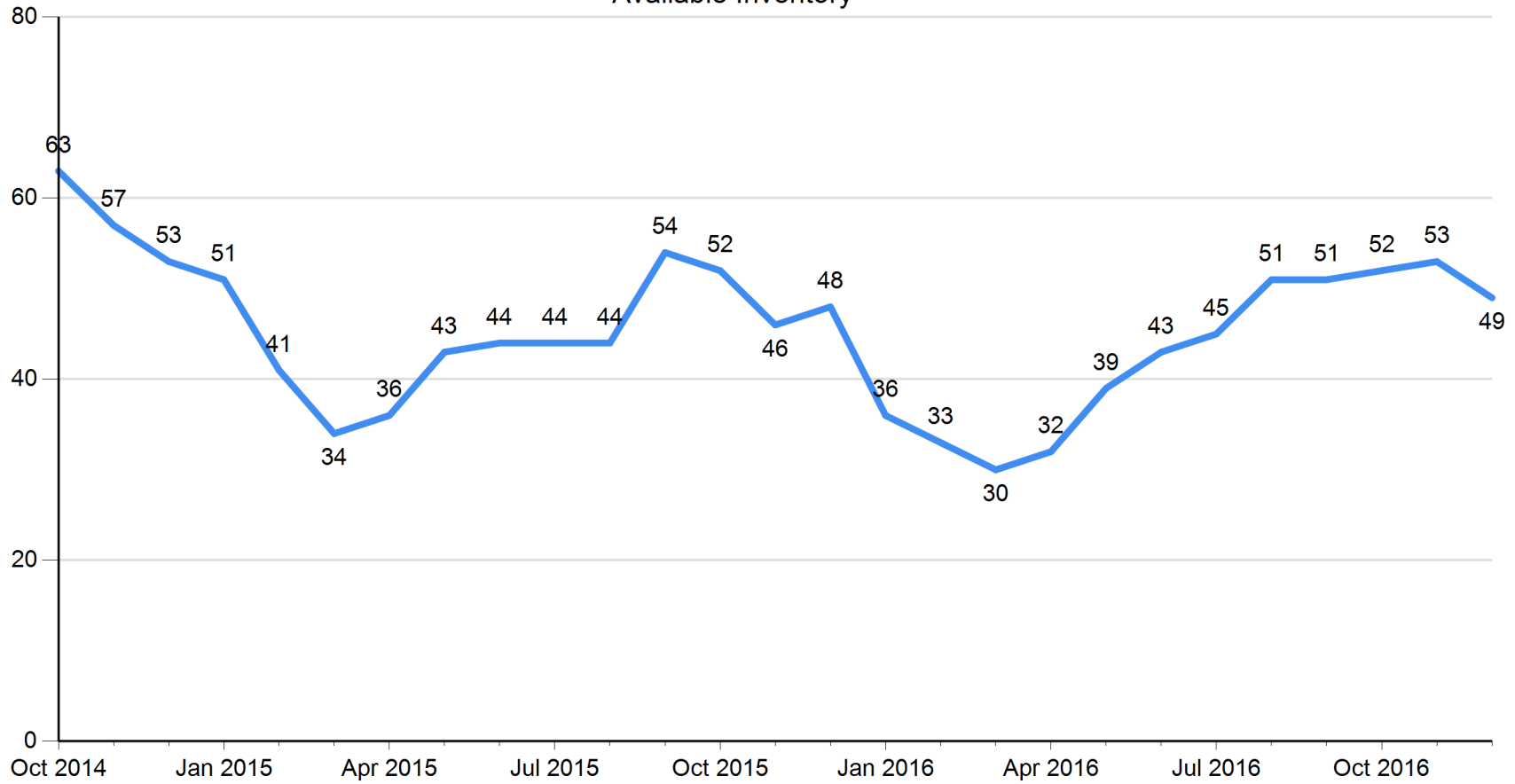




LINK

West Tisbury

Available Inventory

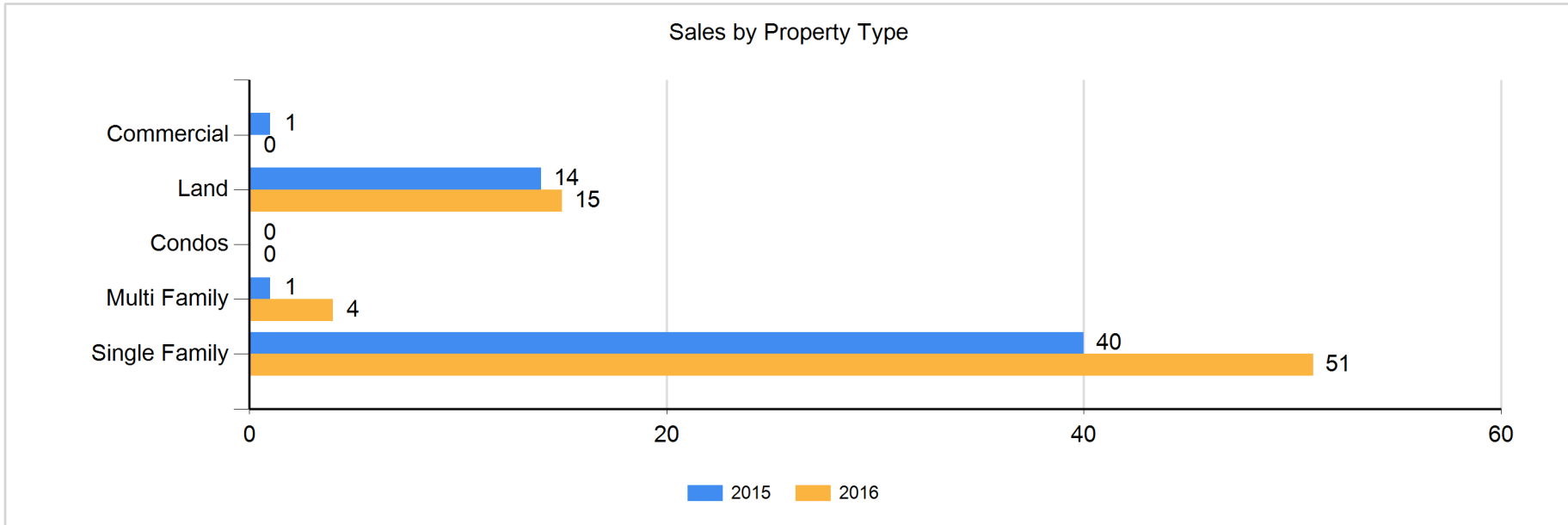




West Tisbury

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	11	22%	13	117%	16	23%	15	15%	55
Single Family	10	11%	12	100%	14	17%	15	15%	51
Multi Family	1		1		2	100%	0		4
Condos	0		0		0		0		0
Land	5	0%	7	600%	0	-100%	3	-50%	15
Commercial	0		0		0		0	-100%	0





West Tisbury

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$14,633,550	-2%	\$11,182,850	107%	\$16,052,950	43%	\$20,136,000	37%	\$62,005,350
Single Family	\$11,808,550	-21%	\$10,577,850	96%	\$14,235,950	34%	\$20,136,000	37%	\$56,758,350
Multi Family	\$2,825,000		\$605,000		\$1,817,000	219%			\$5,247,000
Condos									
Land	\$1,694,500	-25%	\$6,277,500	1208%			\$1,997,500	1%	\$9,969,500
Commercial									

