



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.

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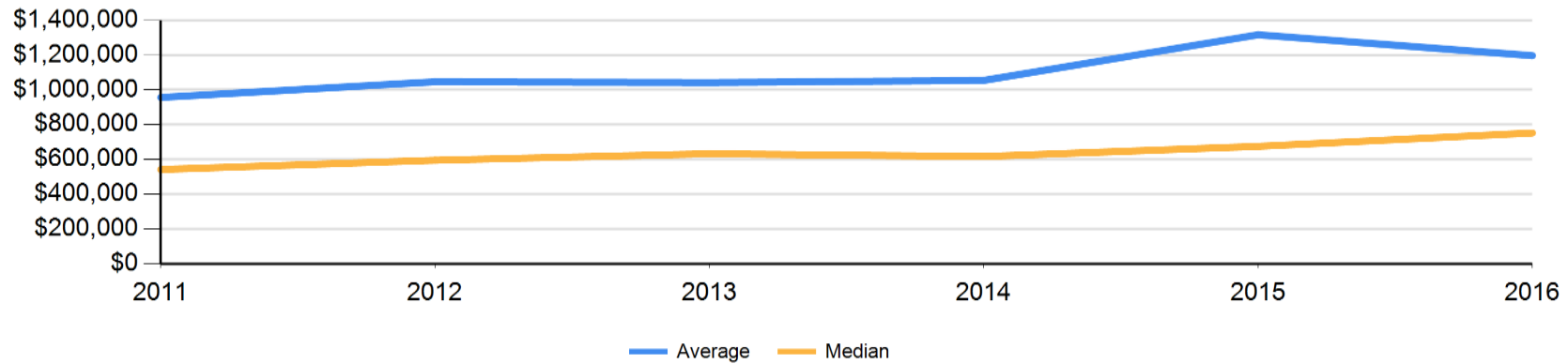


Island Wide

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

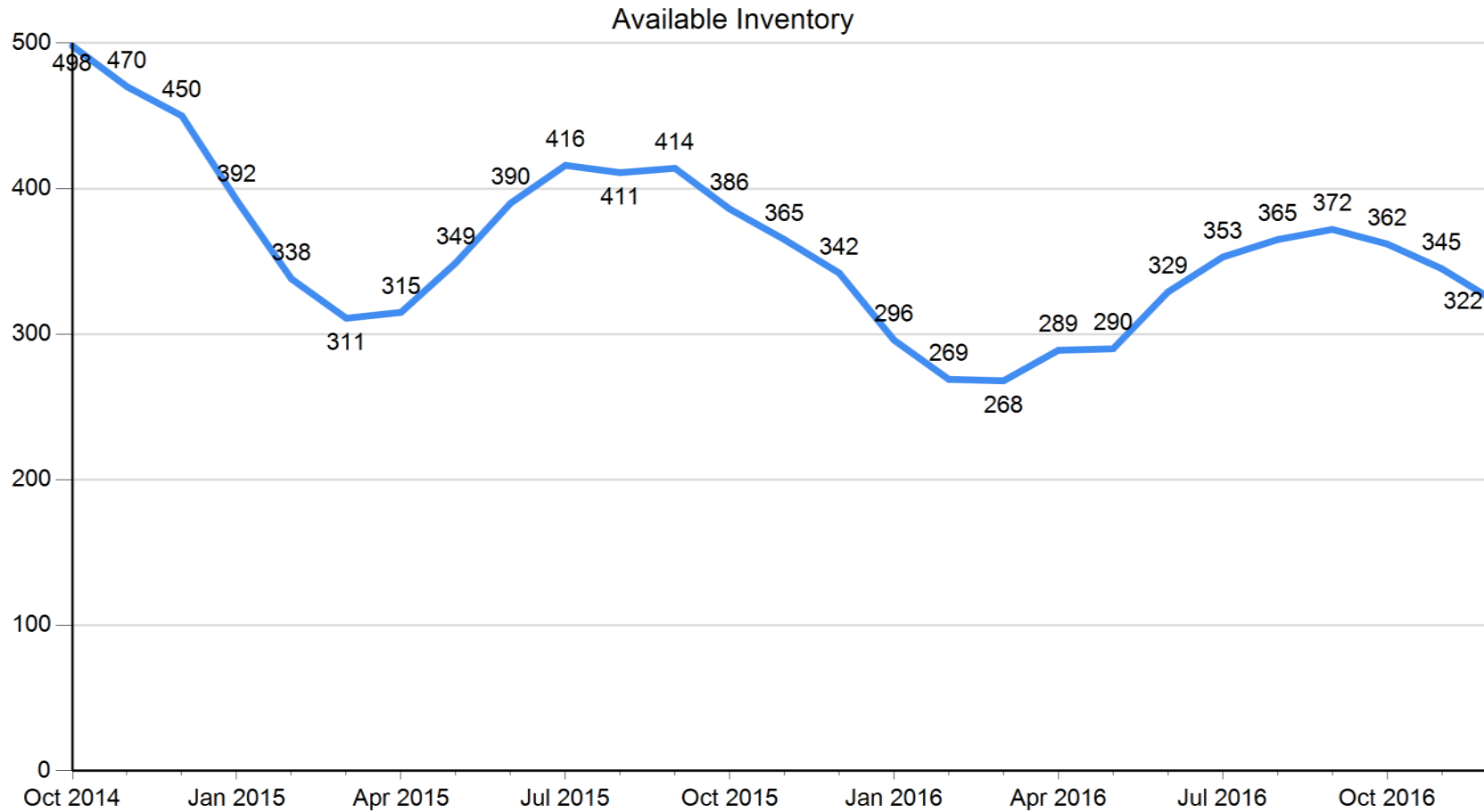
Average and Median Selling Price





LINK

Island Wide



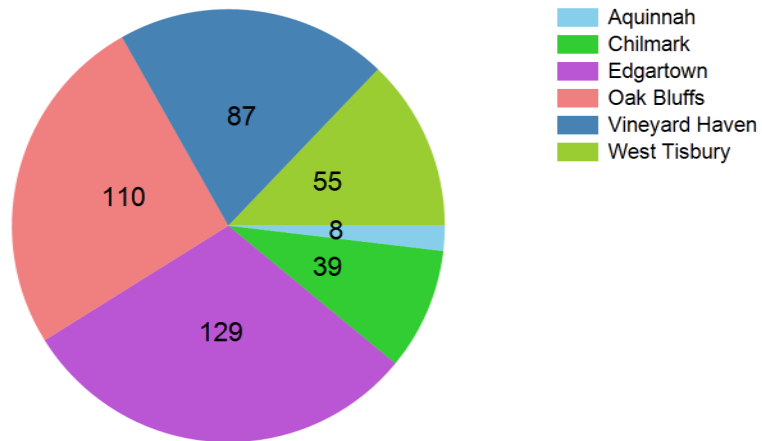


Island Wide

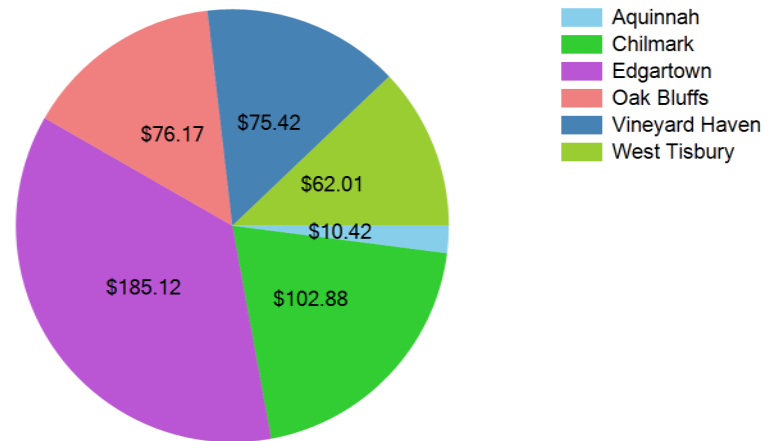
Sales Summary By Area

	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)



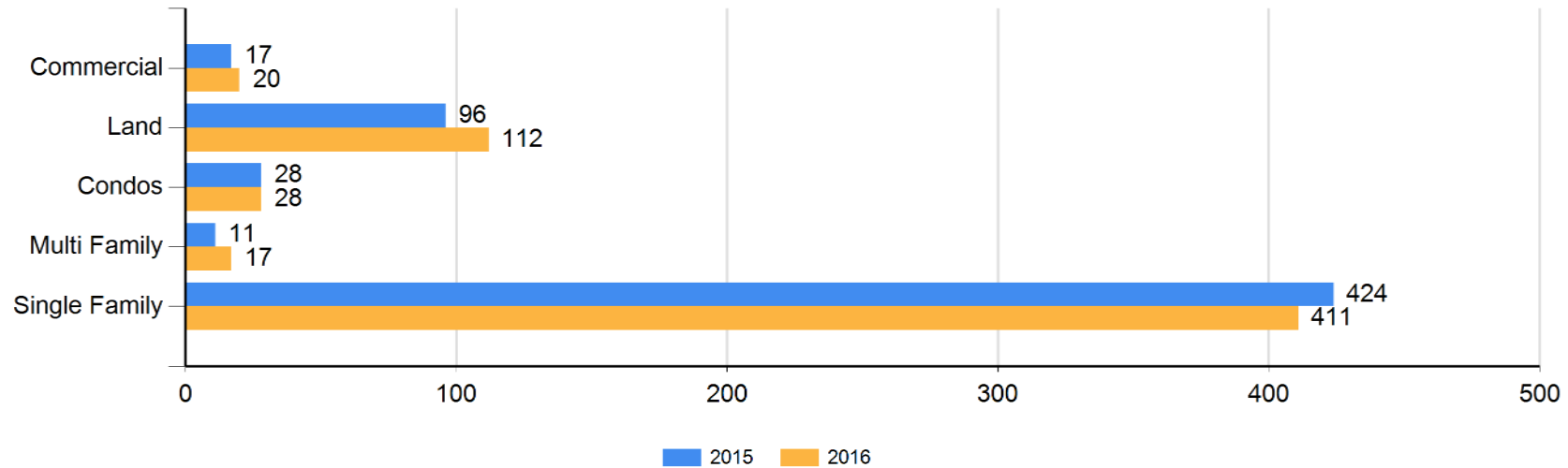


Island Wide

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

Sales by Property Type



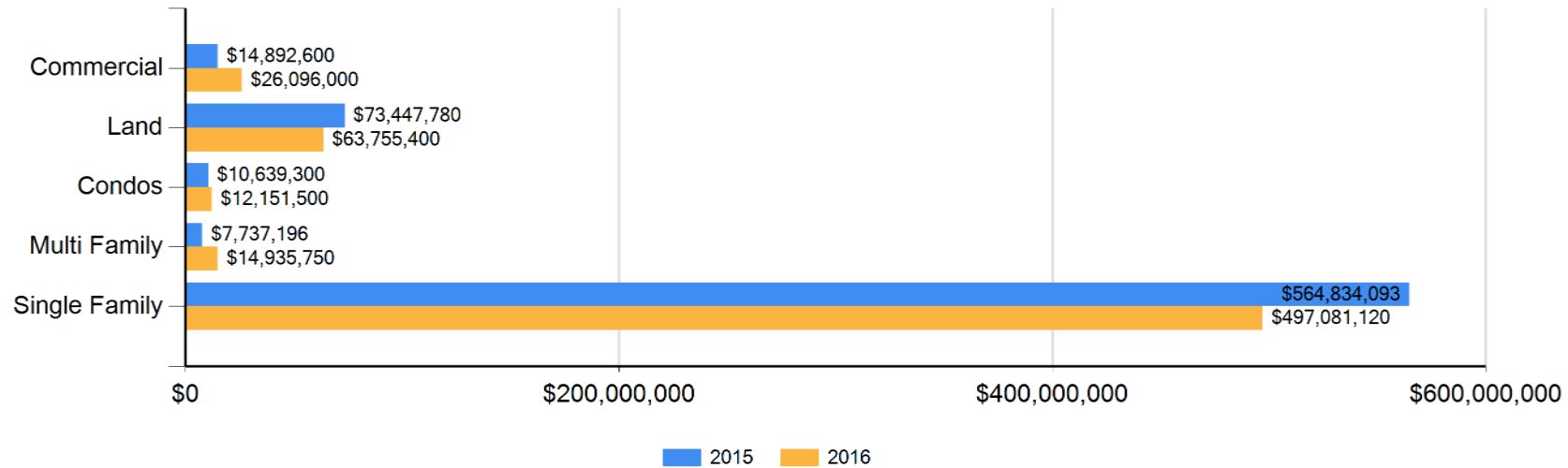


Island Wide

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

Sales by Property Type



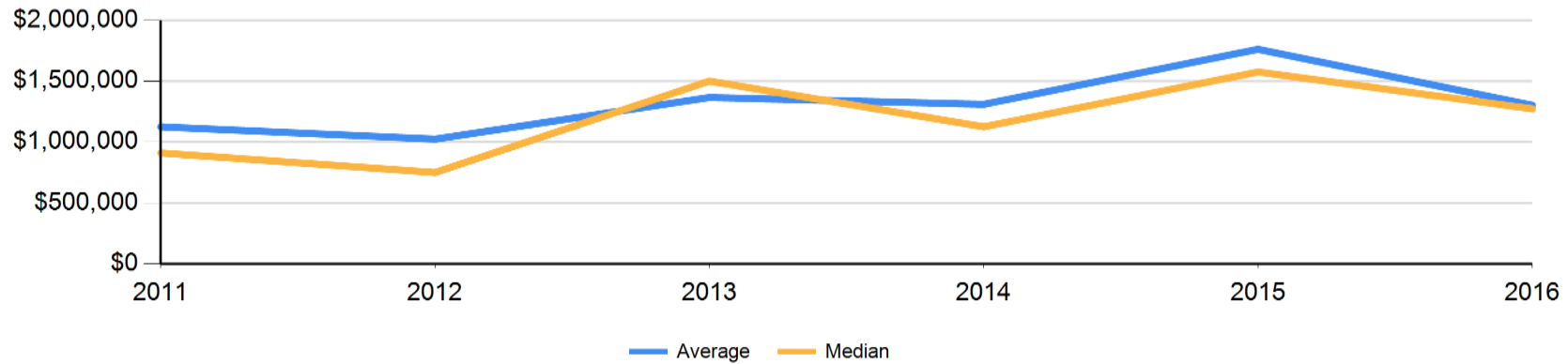


Aquinnah

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

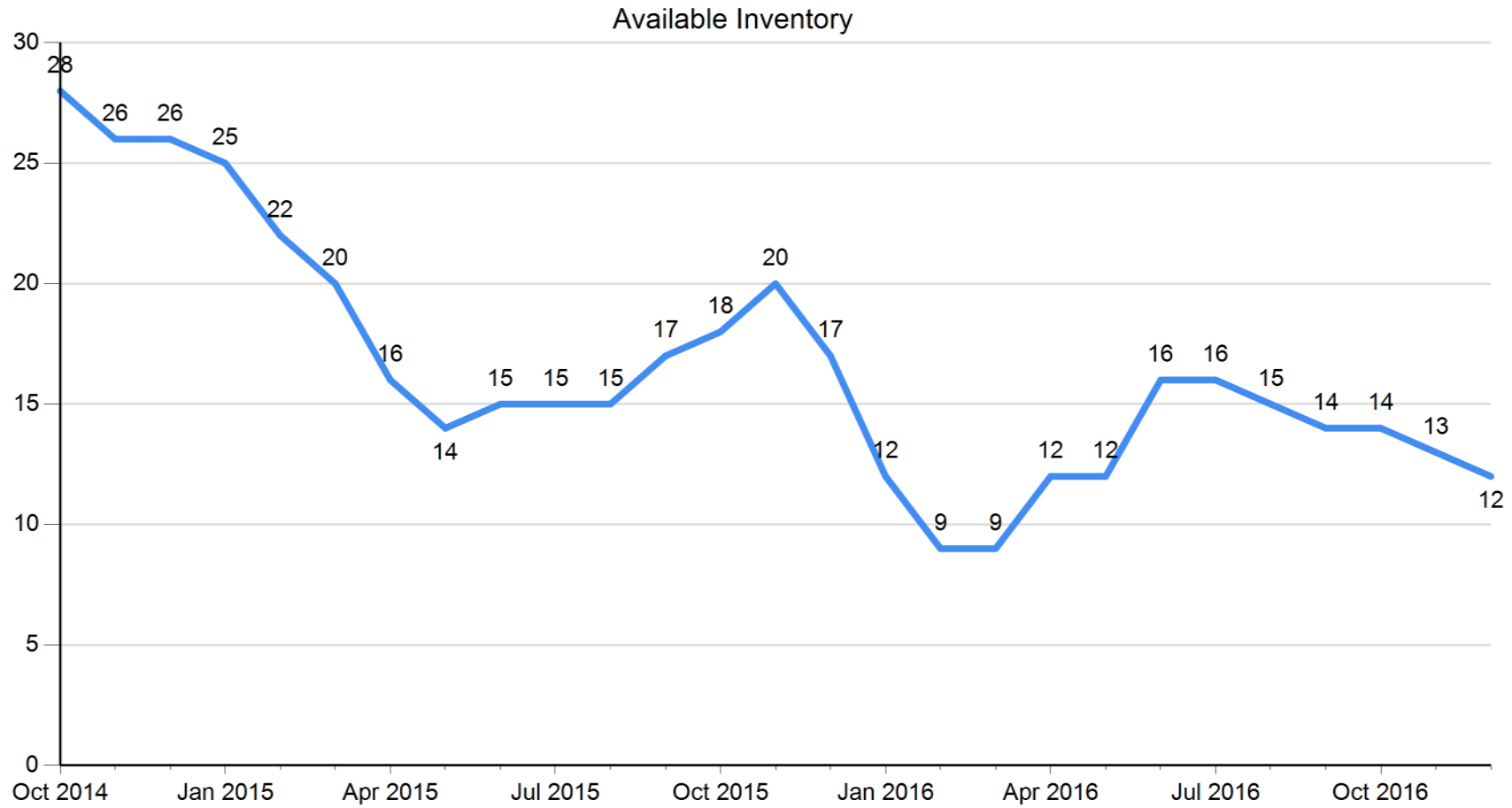
Average and Median Selling Price





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Aquinnah

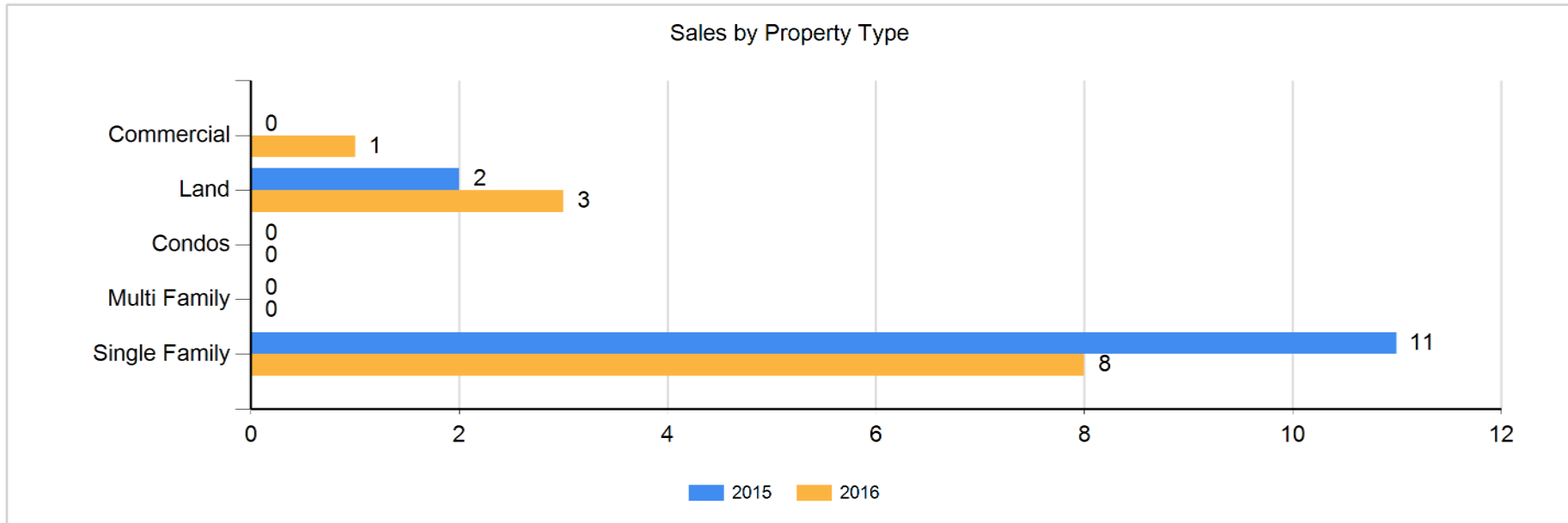




Aquinnah

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



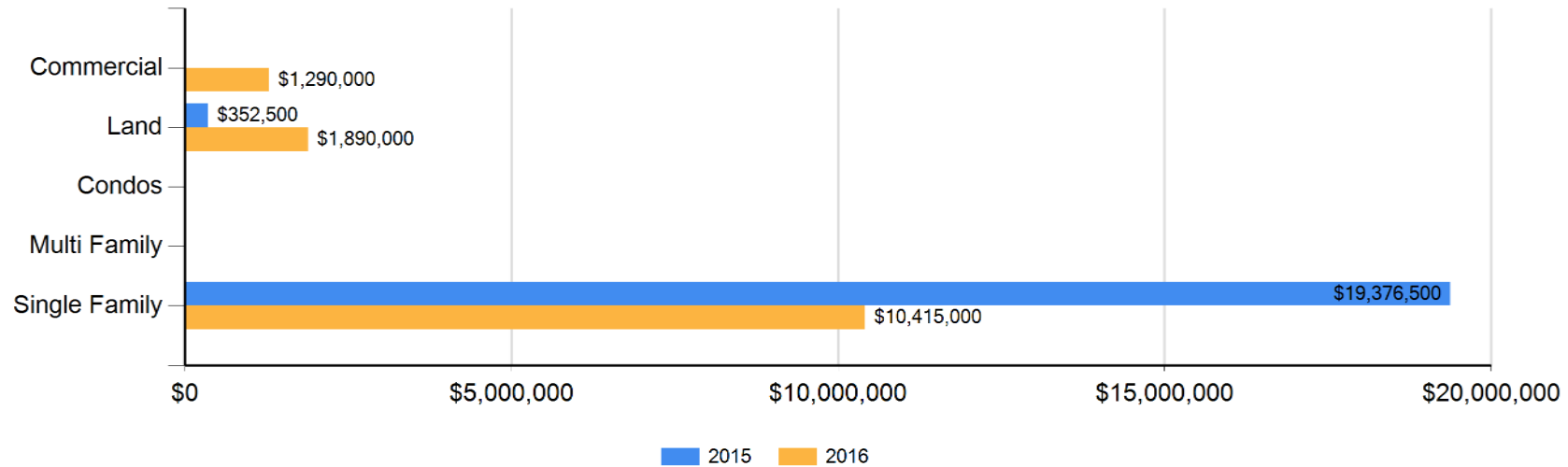


Aquinnah

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

Sales by Property Type



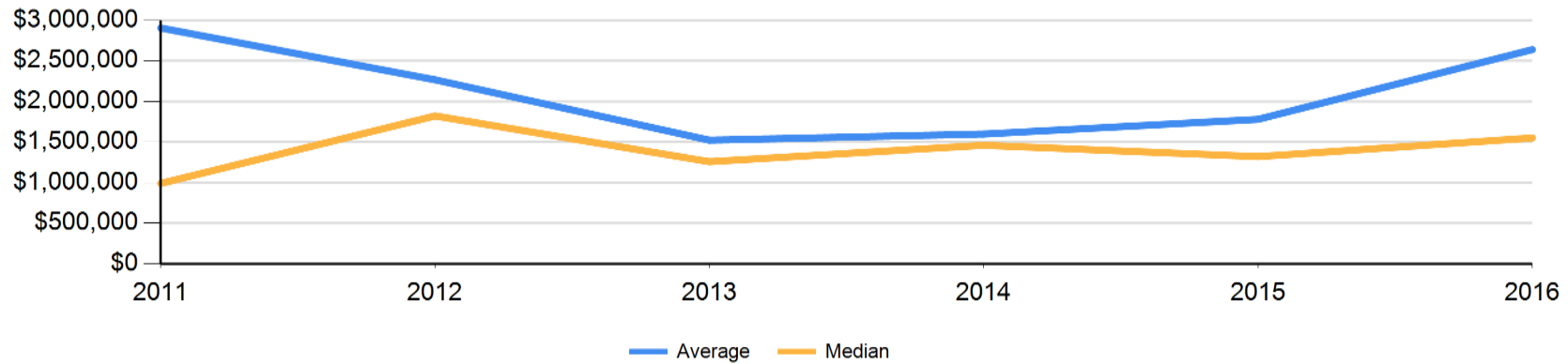


Chilmark

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

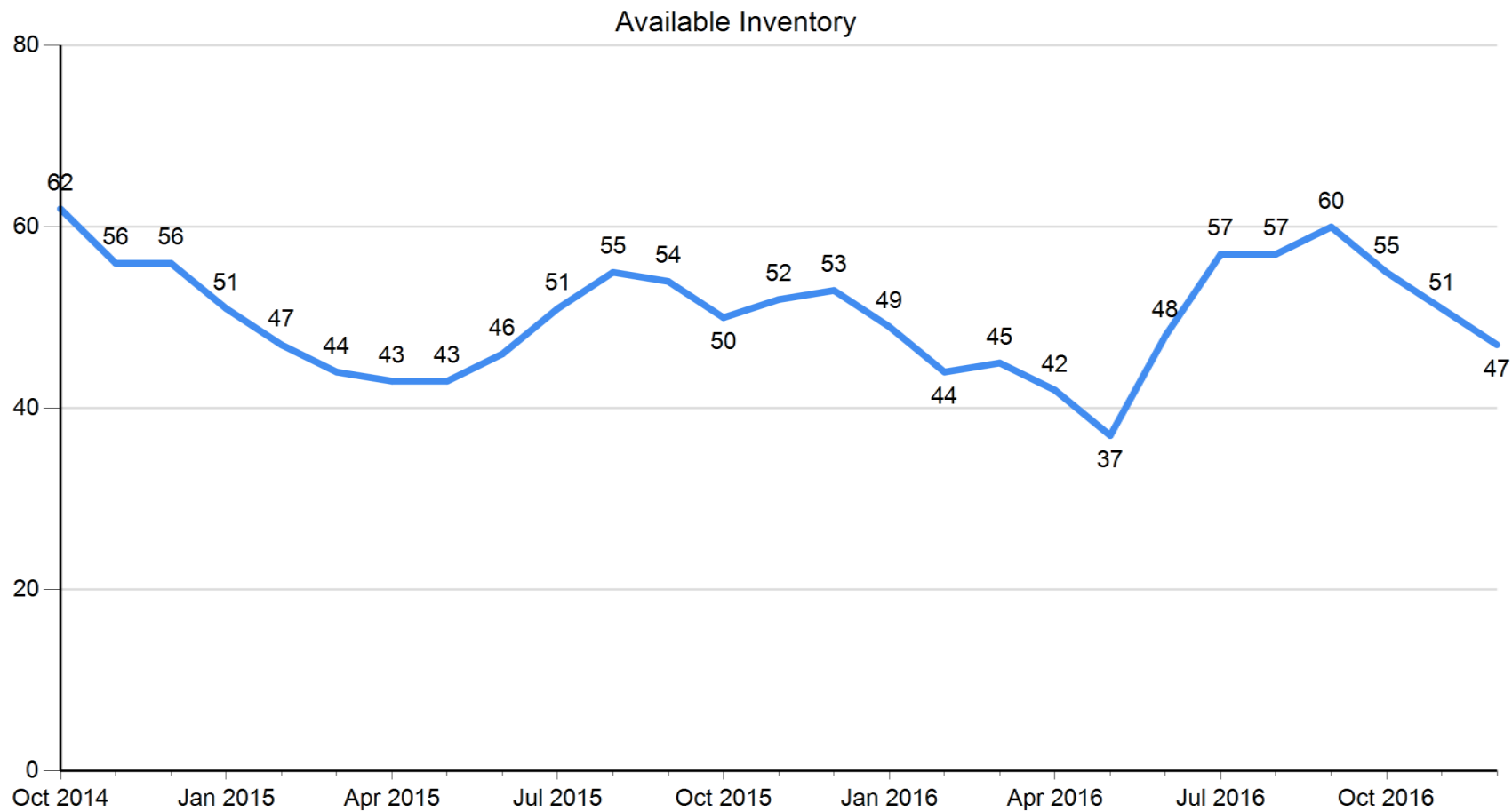
Average and Median Selling Price





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Chilmark

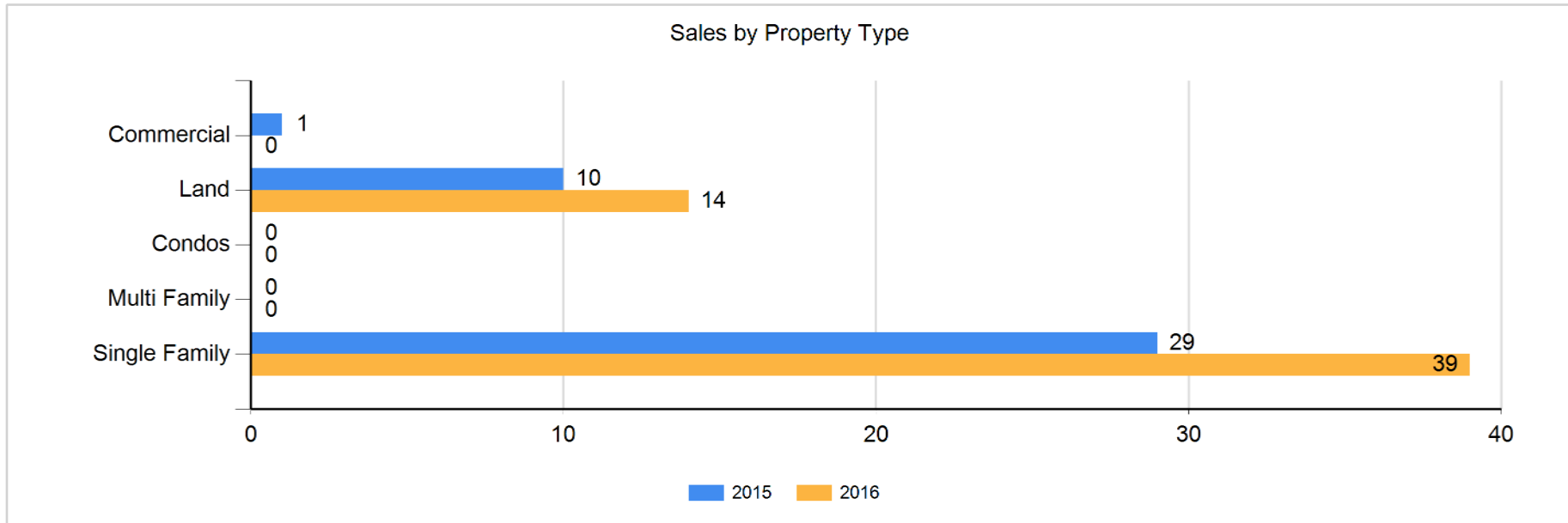




Chilmark

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

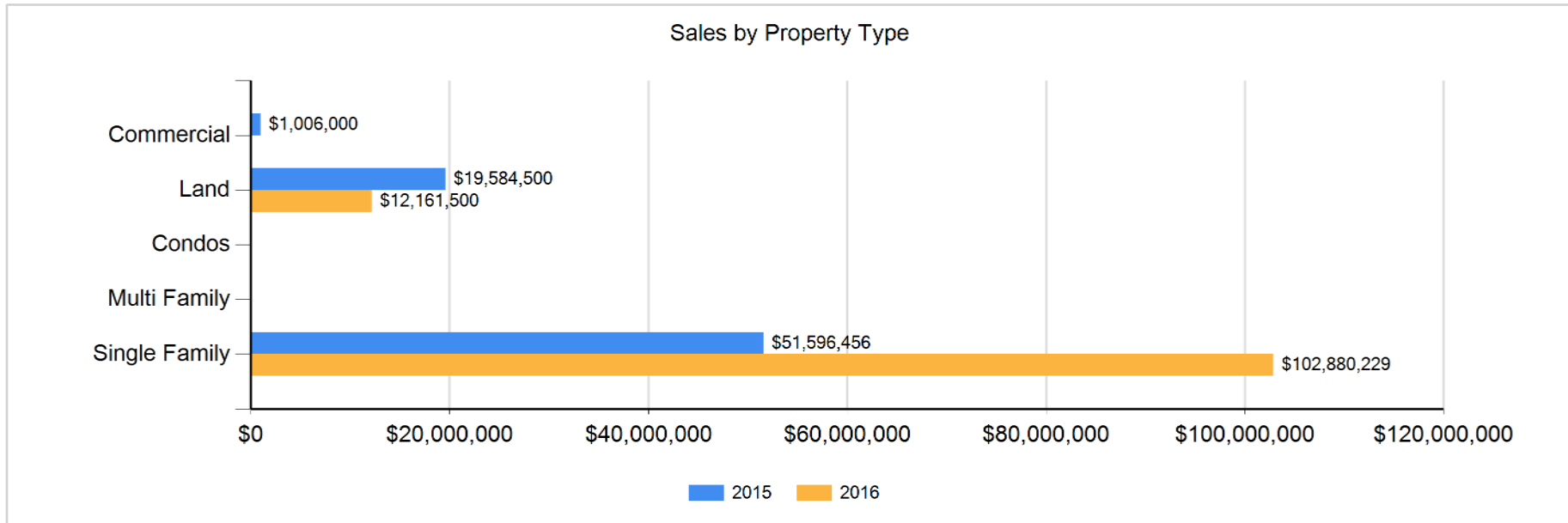




Chilmark

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									



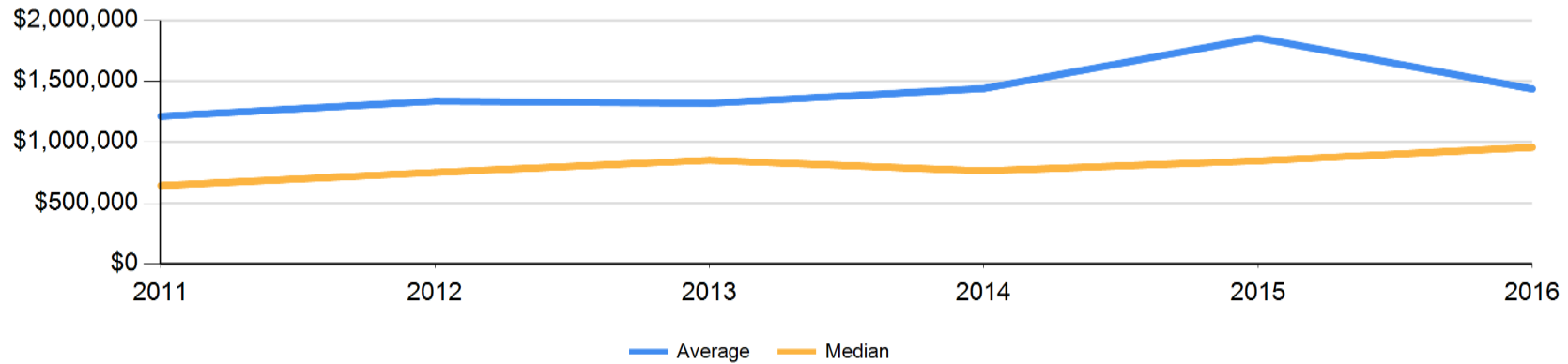


Edgartown

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

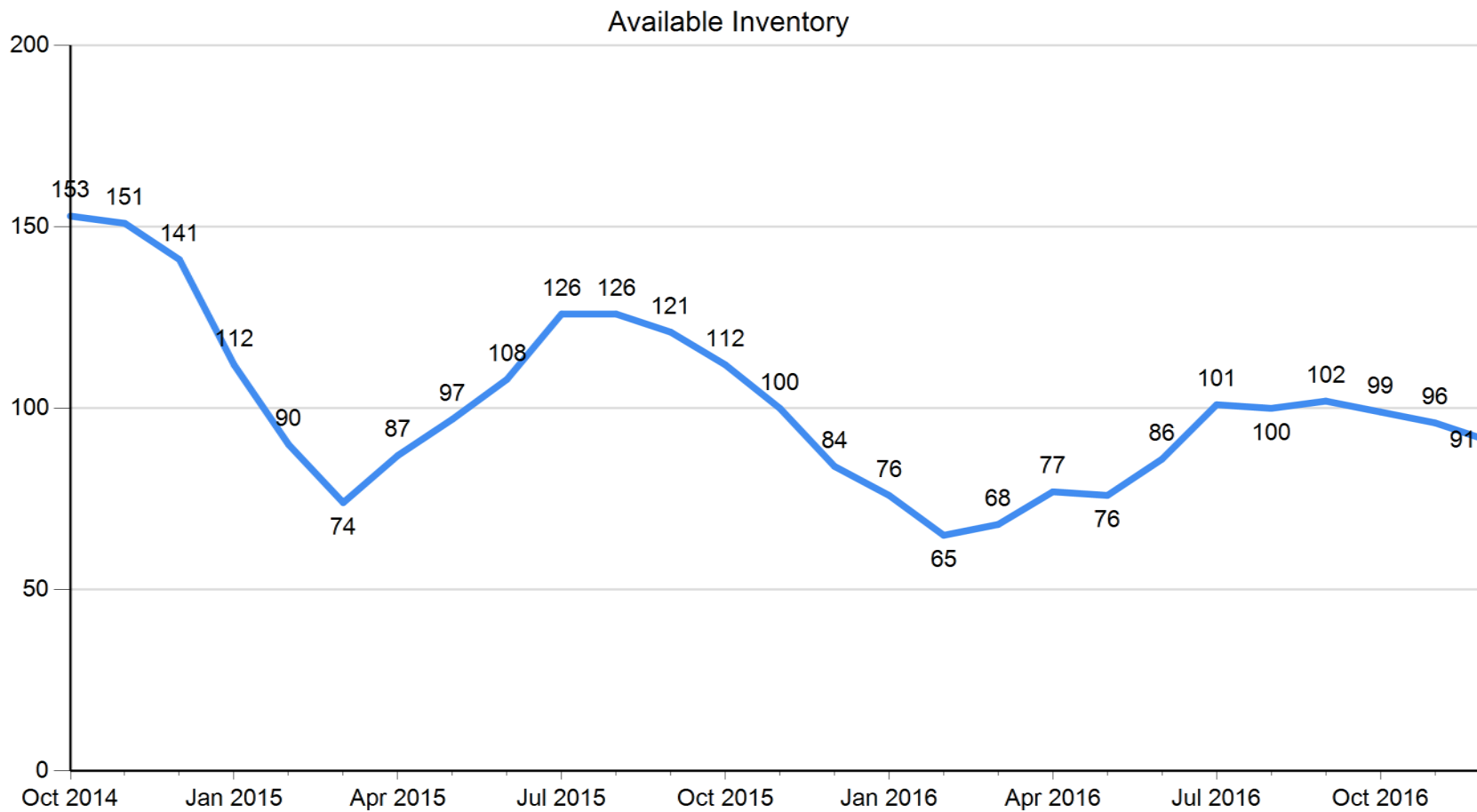
Average and Median Selling Price





LINK

Edgartown



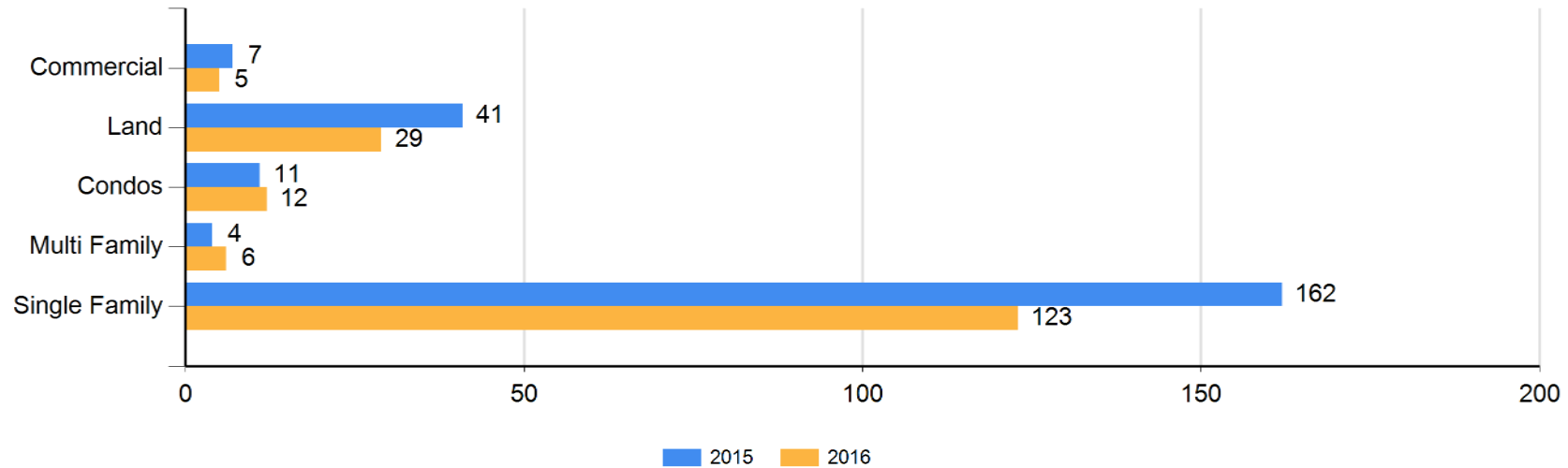


Edgartown

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

Sales by Property Type



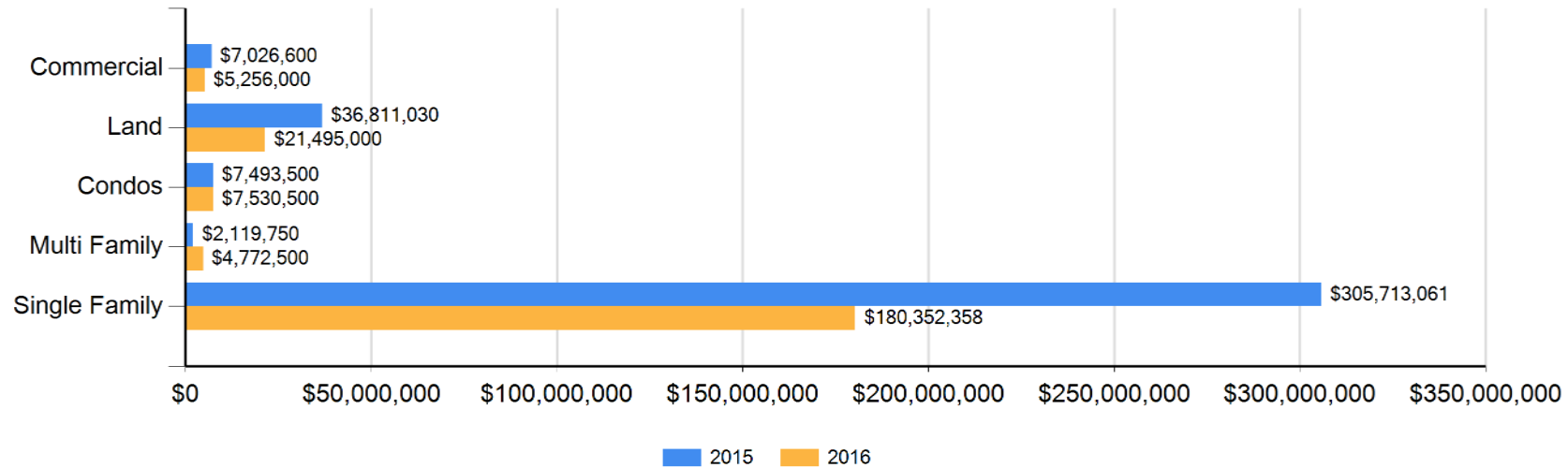


Edgartown

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



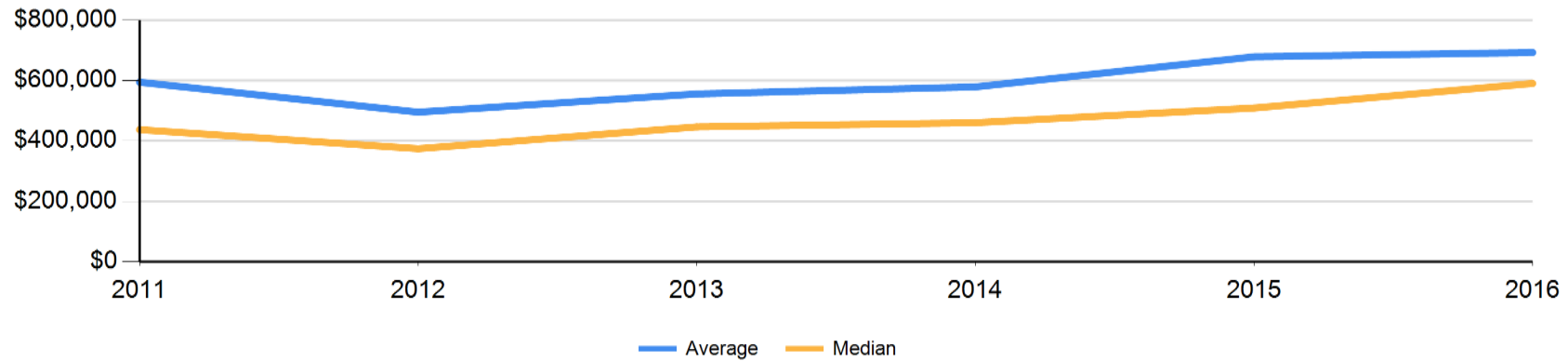


Oak Bluffs

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

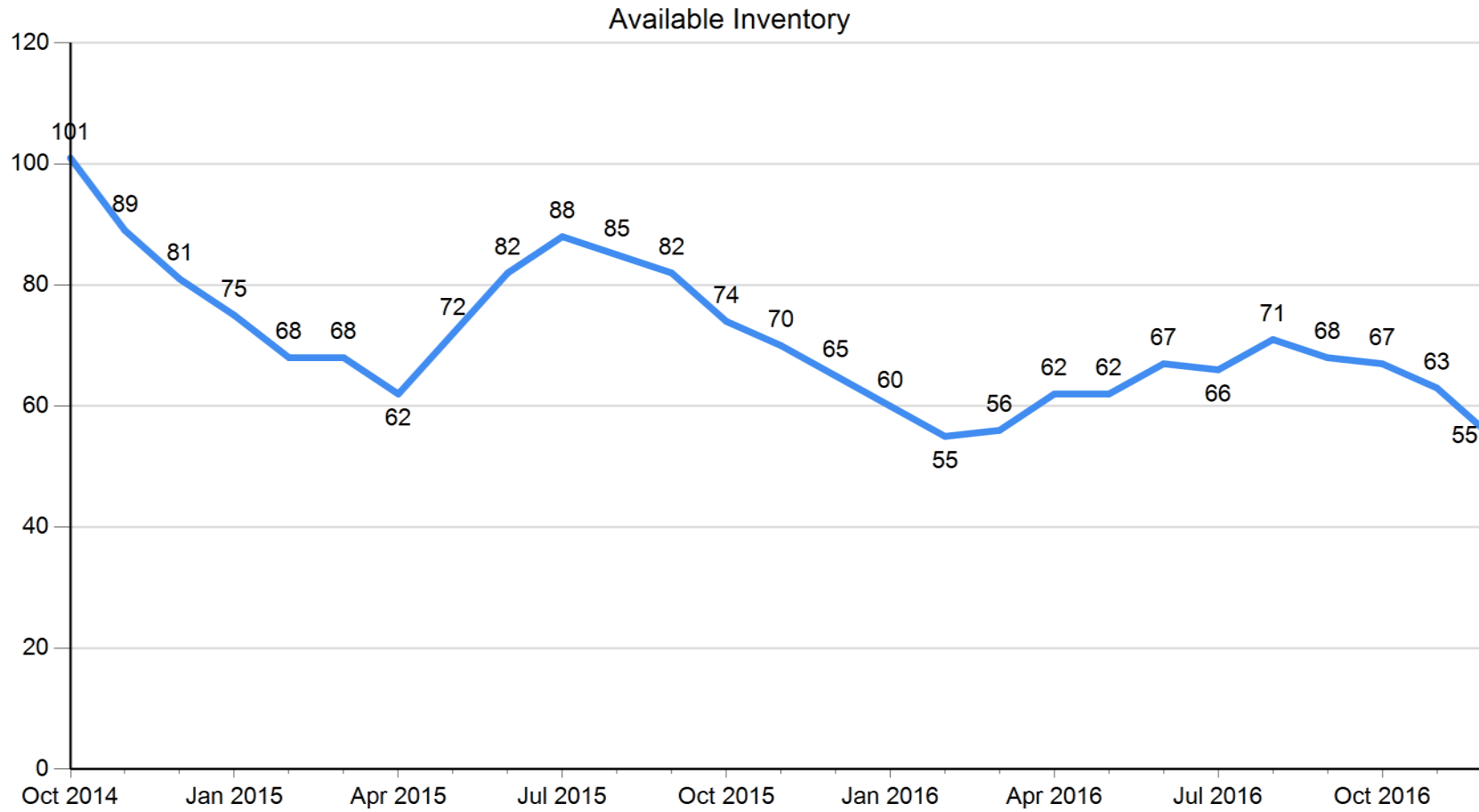
Average and Median Selling Price





LINK

Oak Bluffs



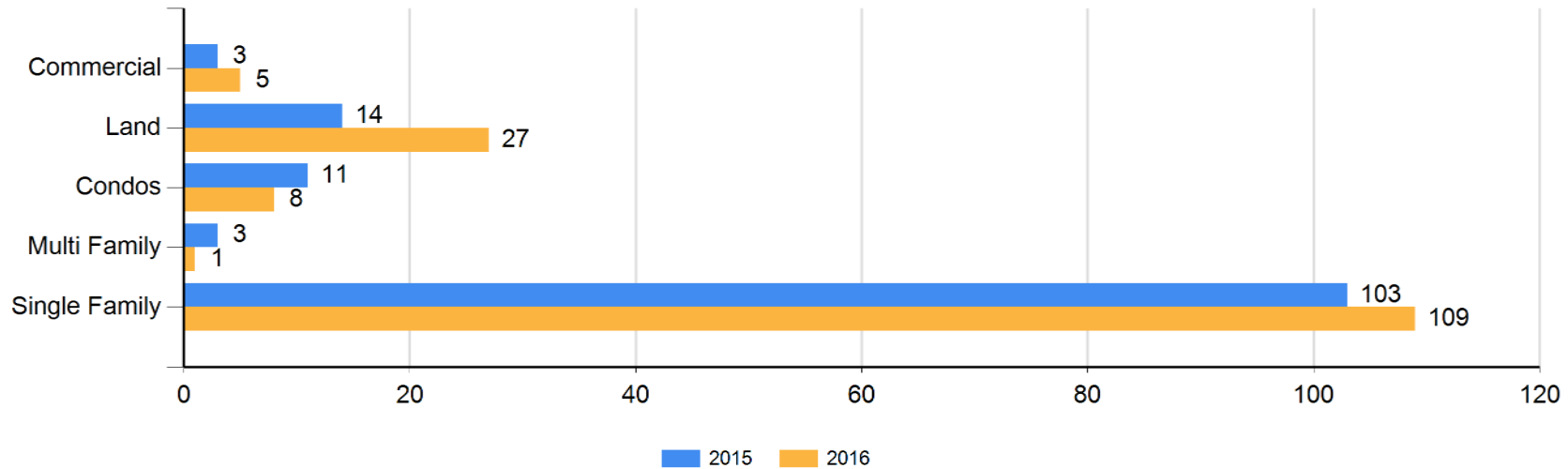


Oak Bluffs

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

Sales by Property Type



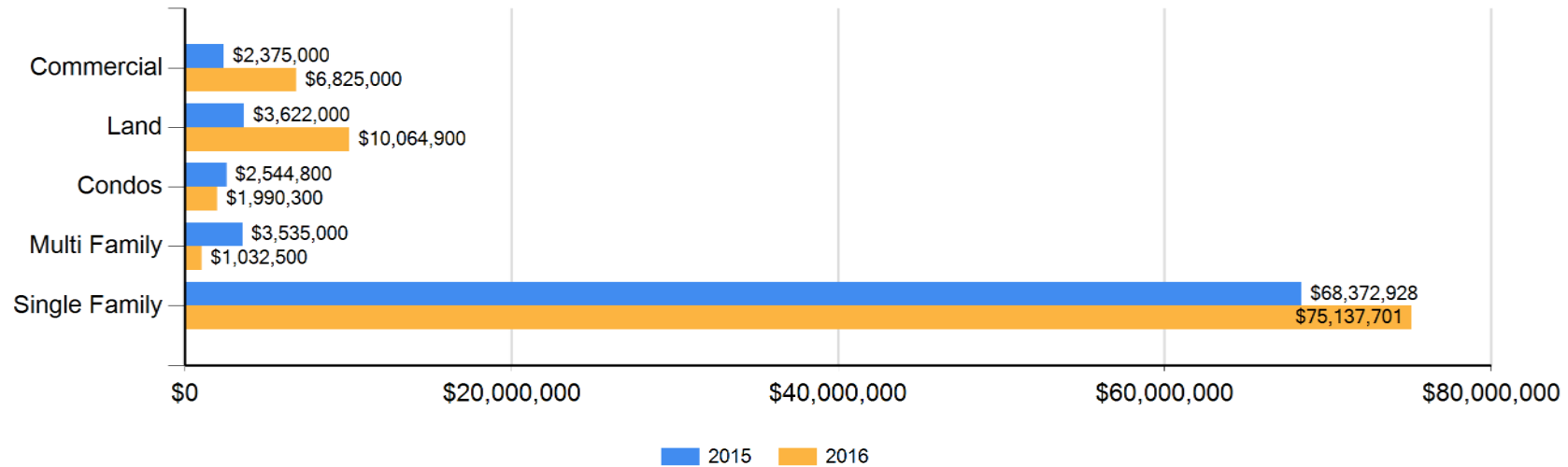


Oak Bluffs

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

Sales by Property Type



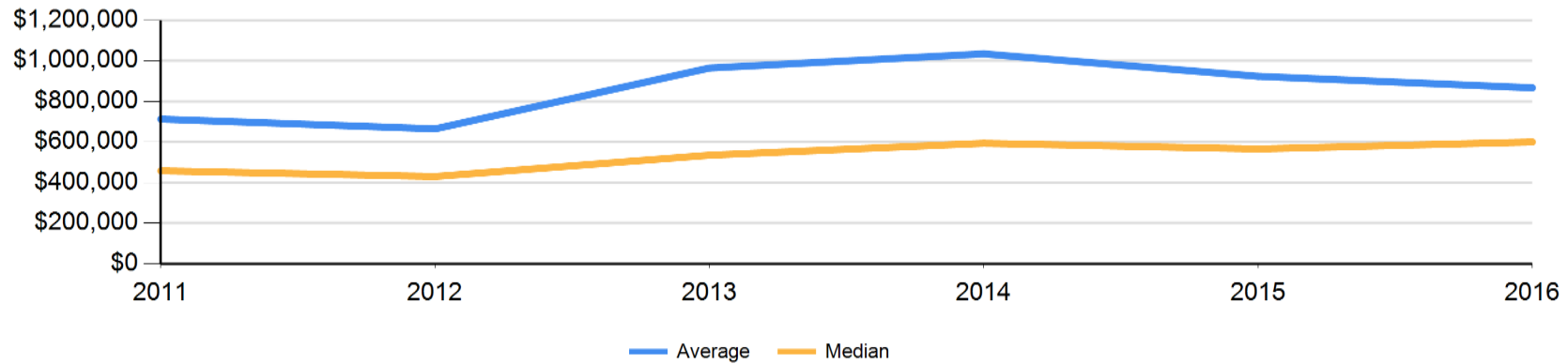


Vineyard Haven

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

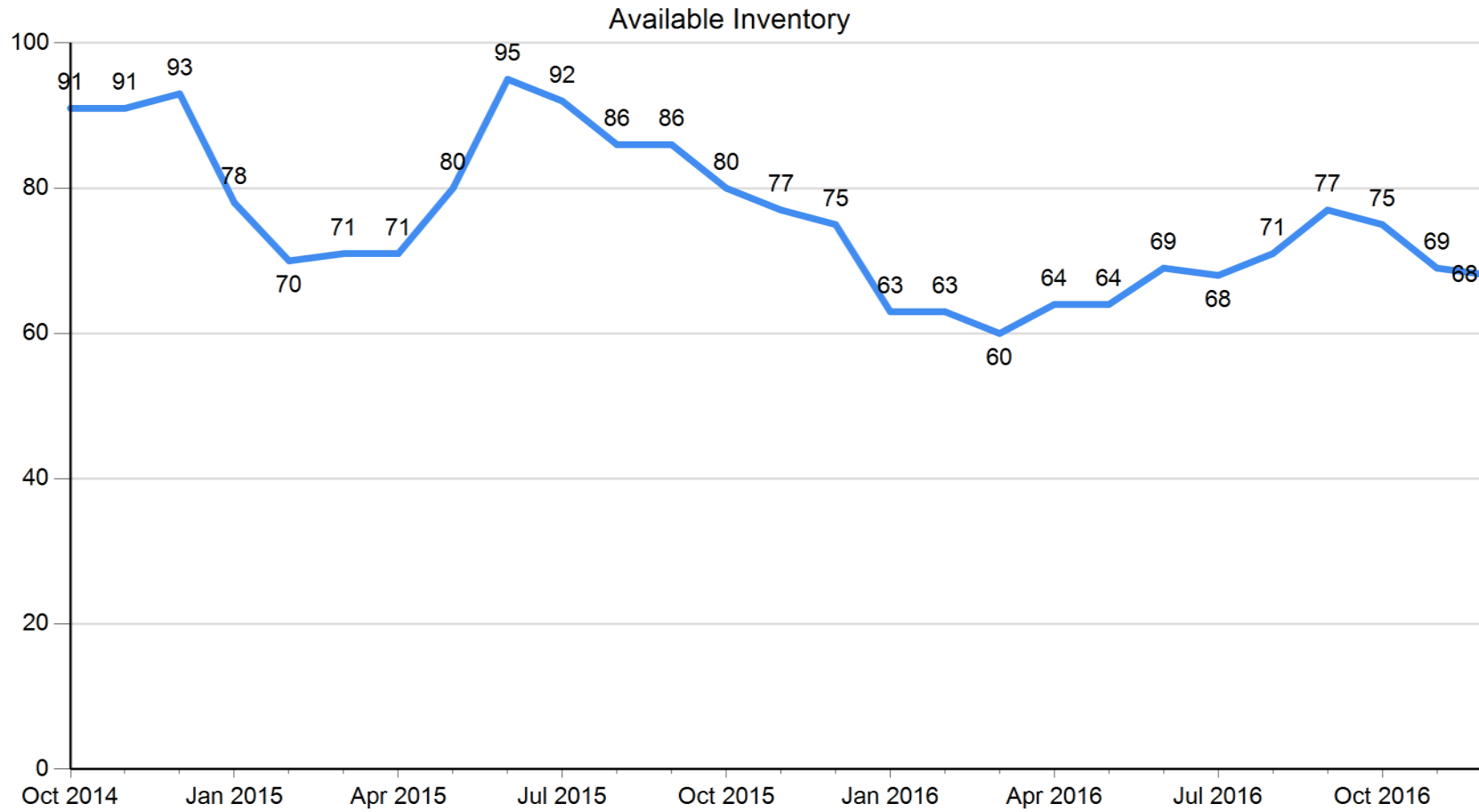
Average and Median Selling Price





LINK

Vineyard Haven



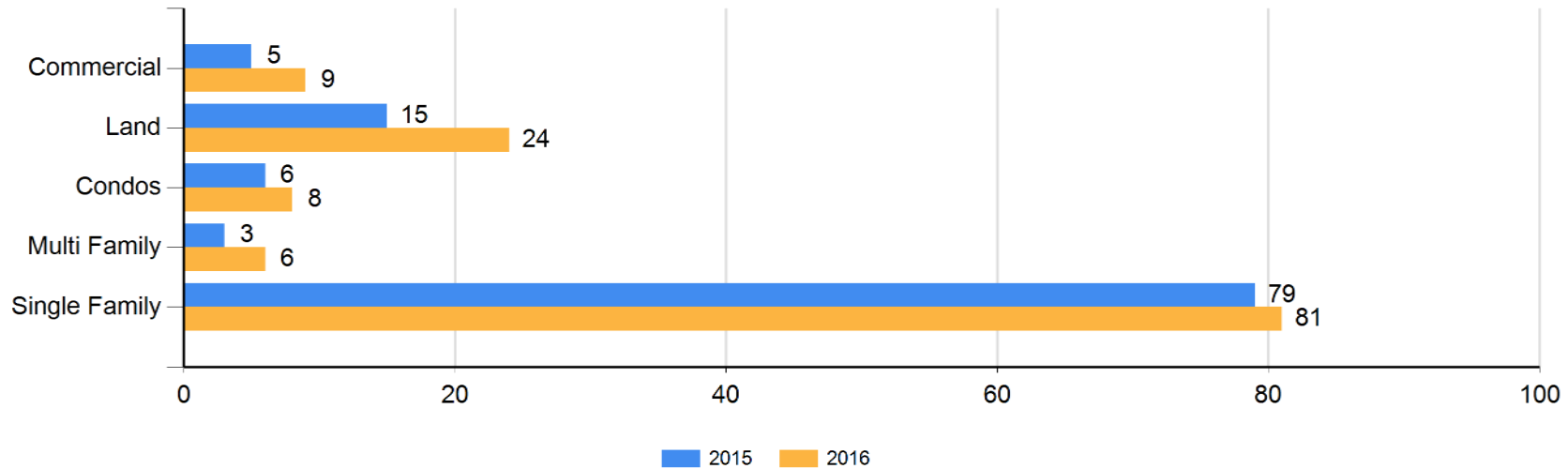


Vineyard Haven

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

Sales by Property Type



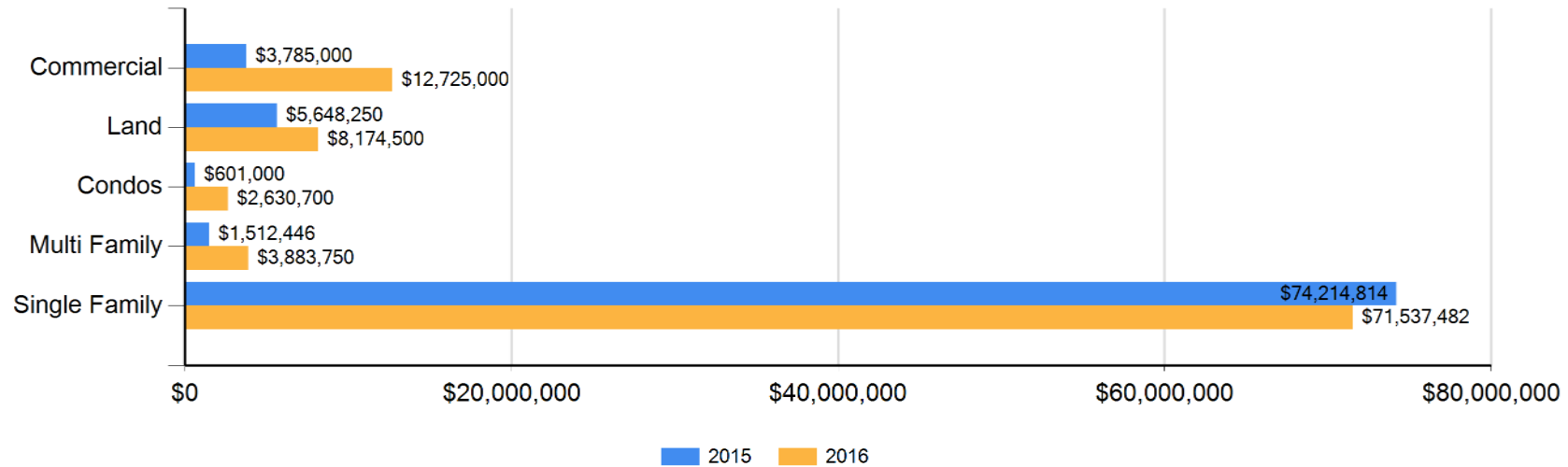


Vineyard Haven

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

Sales by Property Type



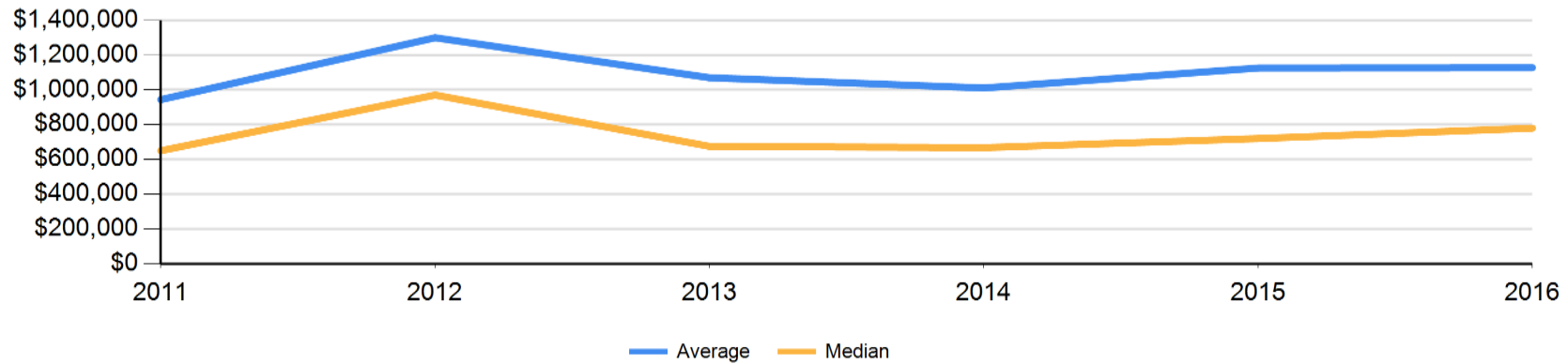


West Tisbury

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

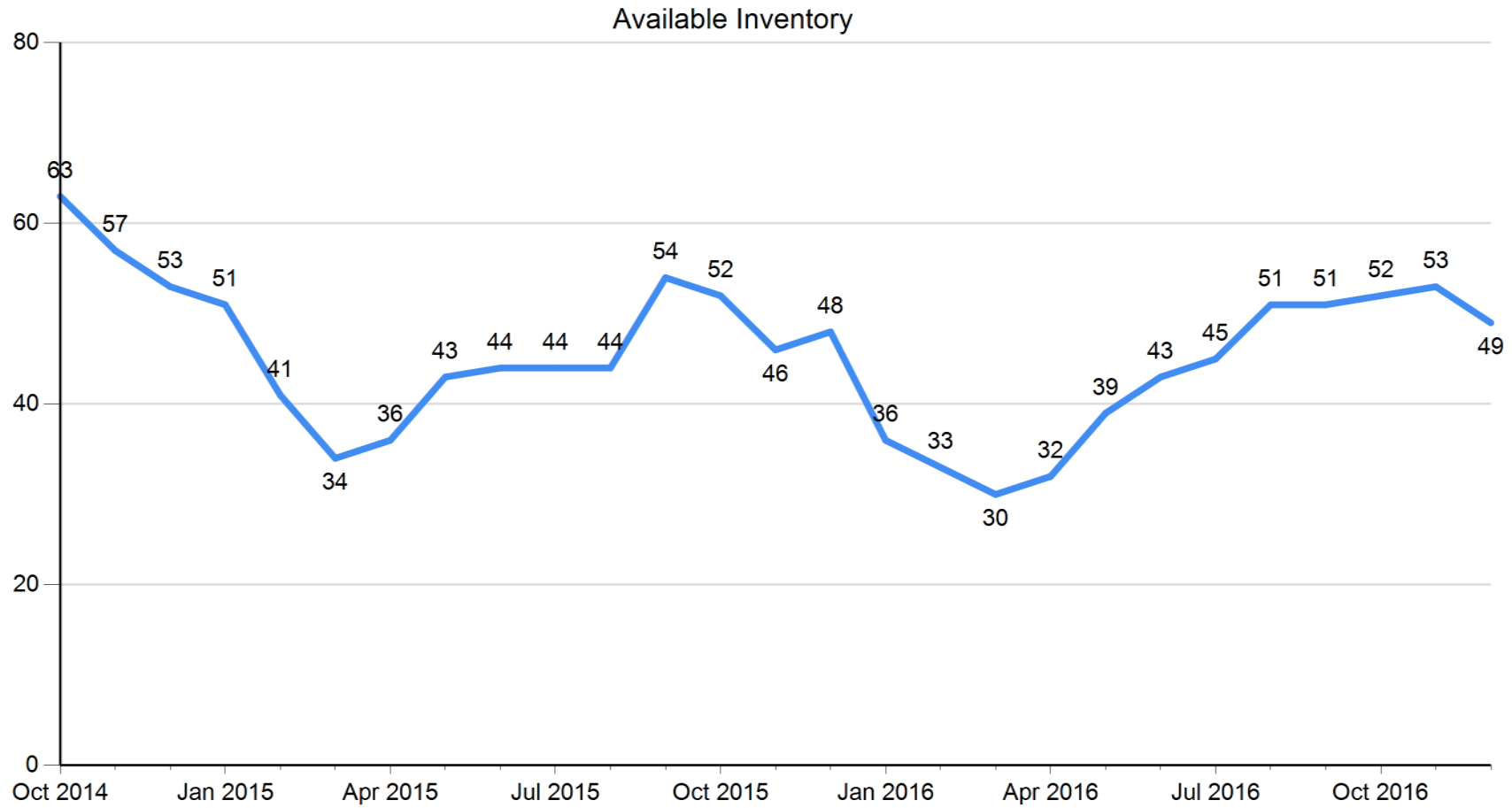
Average and Median Selling Price





LINK

West Tisbury

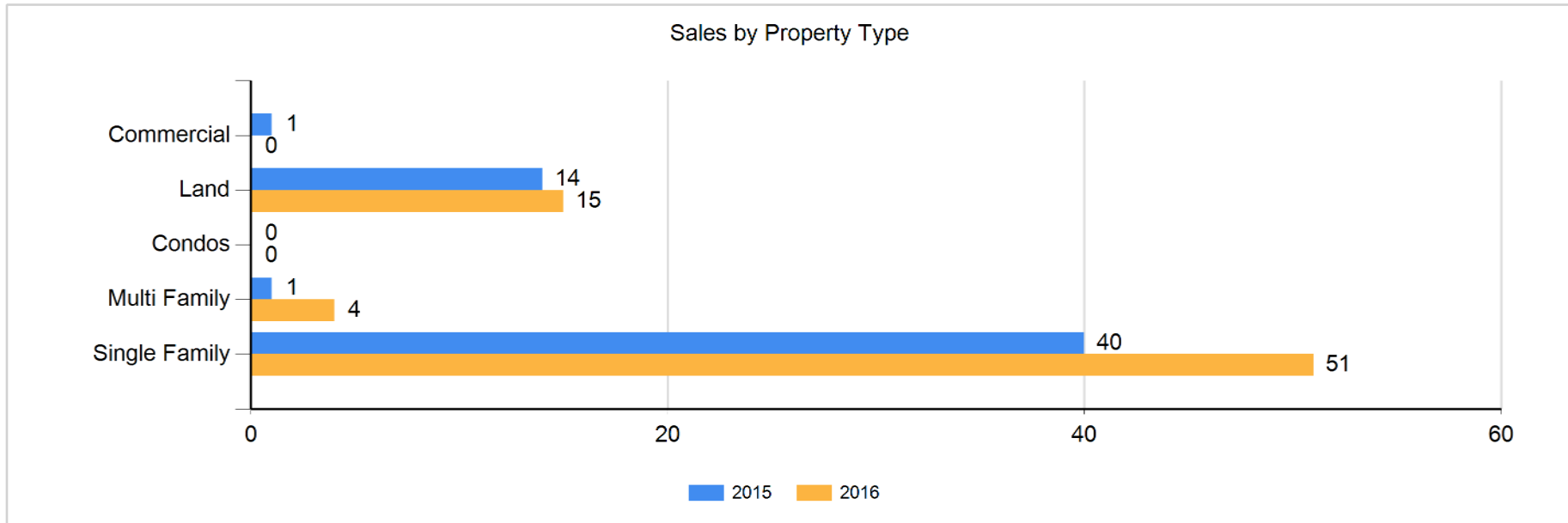




West Tisbury

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									

Sales by Property Type

