



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.

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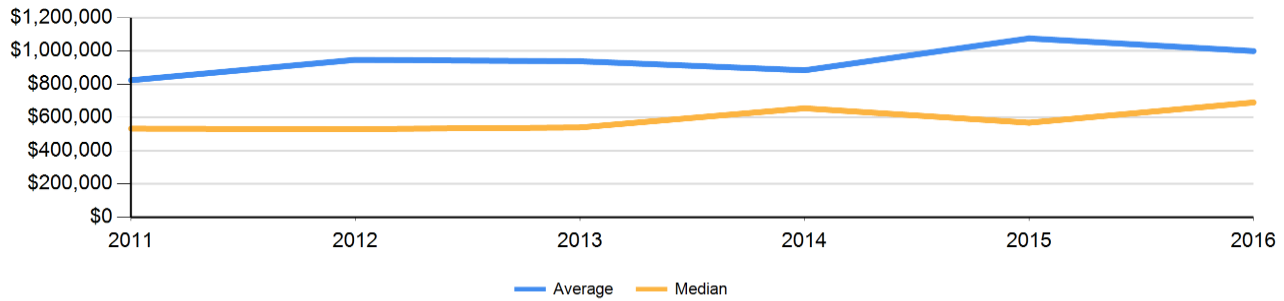
Island Wide

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

Average and Median Selling Price



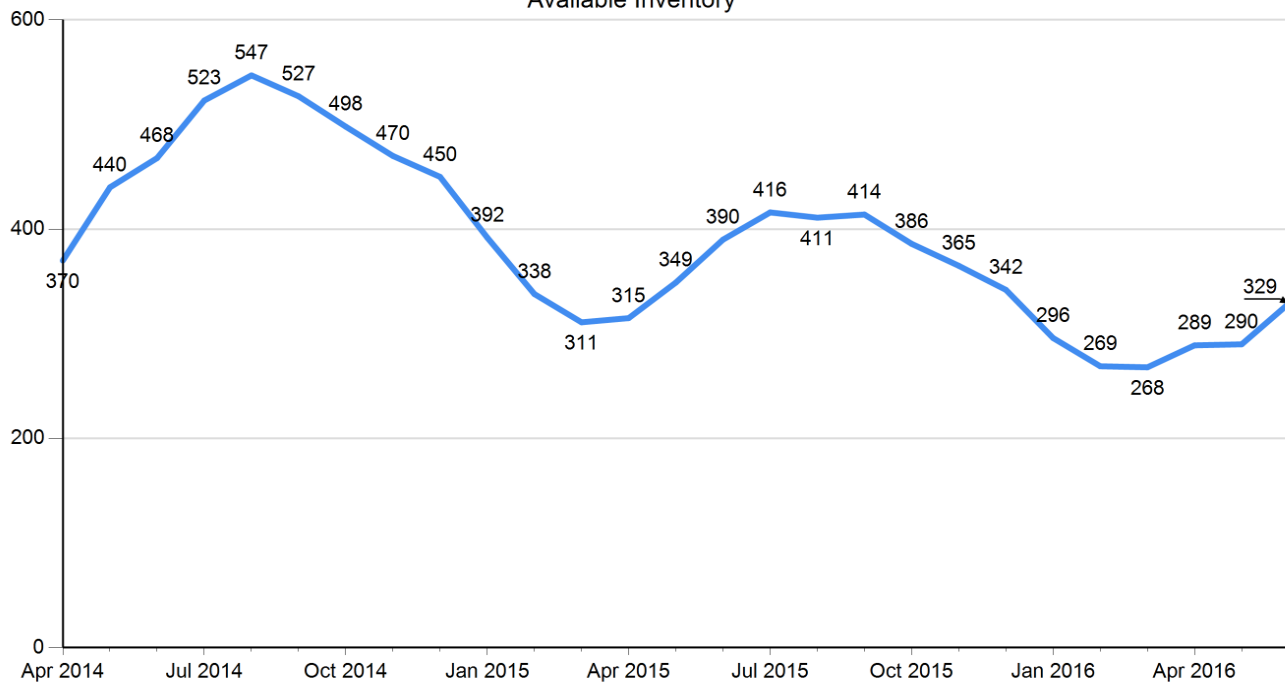


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Island Wide

Second Quarter 2016

Available Inventory





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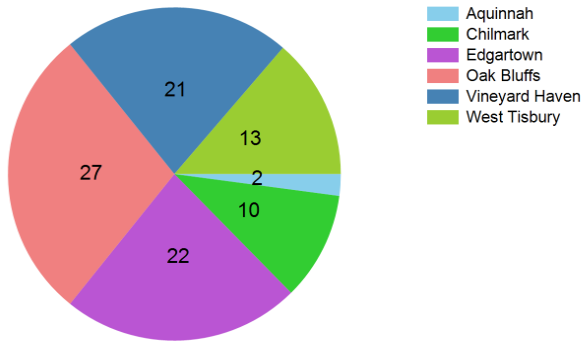
Island Wide

Second Quarter 2016

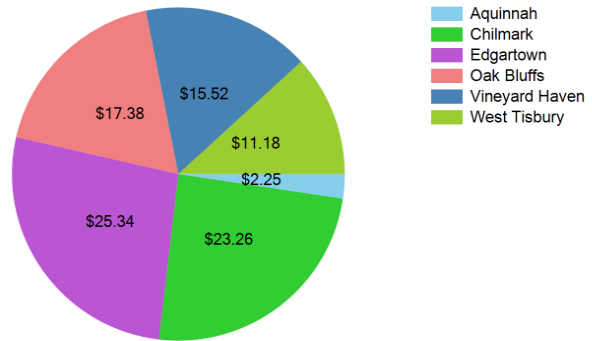
Sales Summary By Area

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

Sales by Area



Sales by Area (\$ Millions)





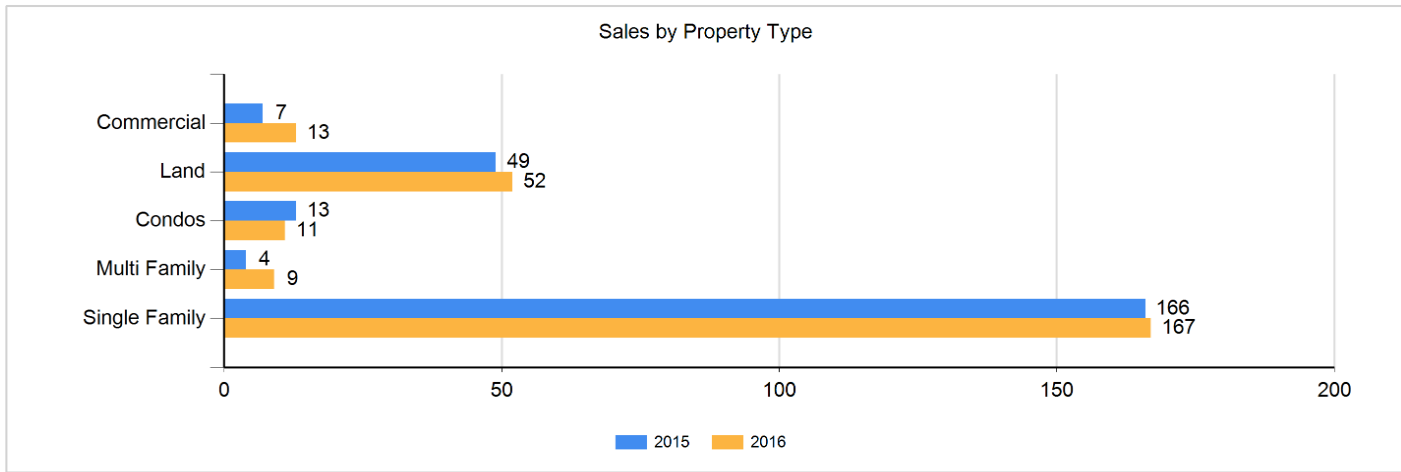
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Island Wide

Second Quarter 2016

Year to Date - Number of Sales by Quarter

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





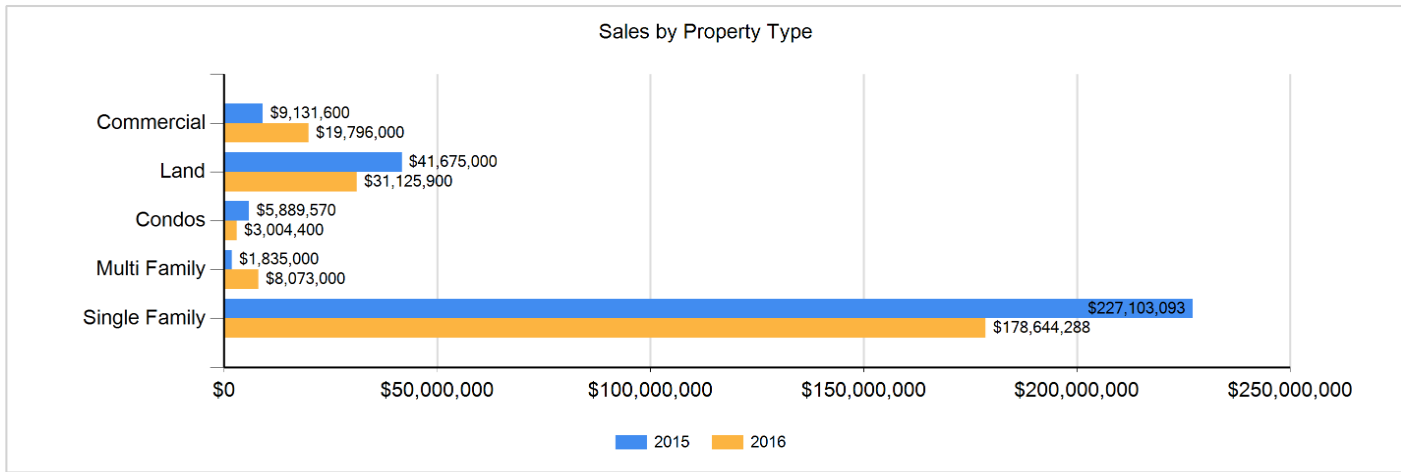
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Island Wide

Second Quarter 2016

Year to Date - Sales Volume by Quarter

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





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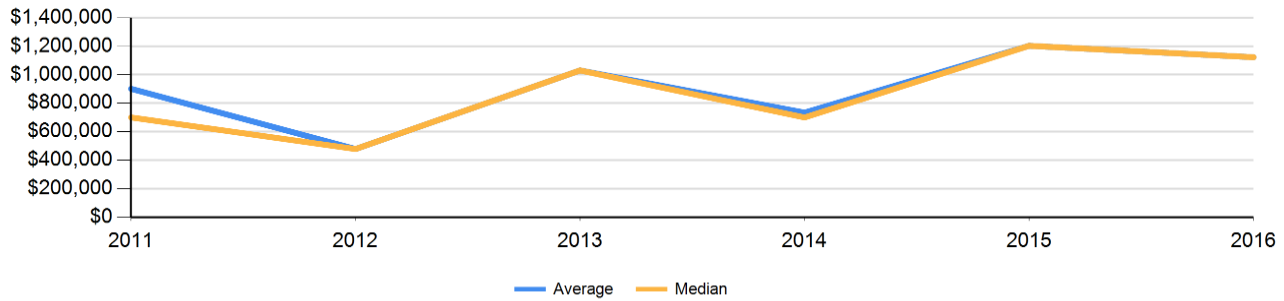
Aquinnah

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



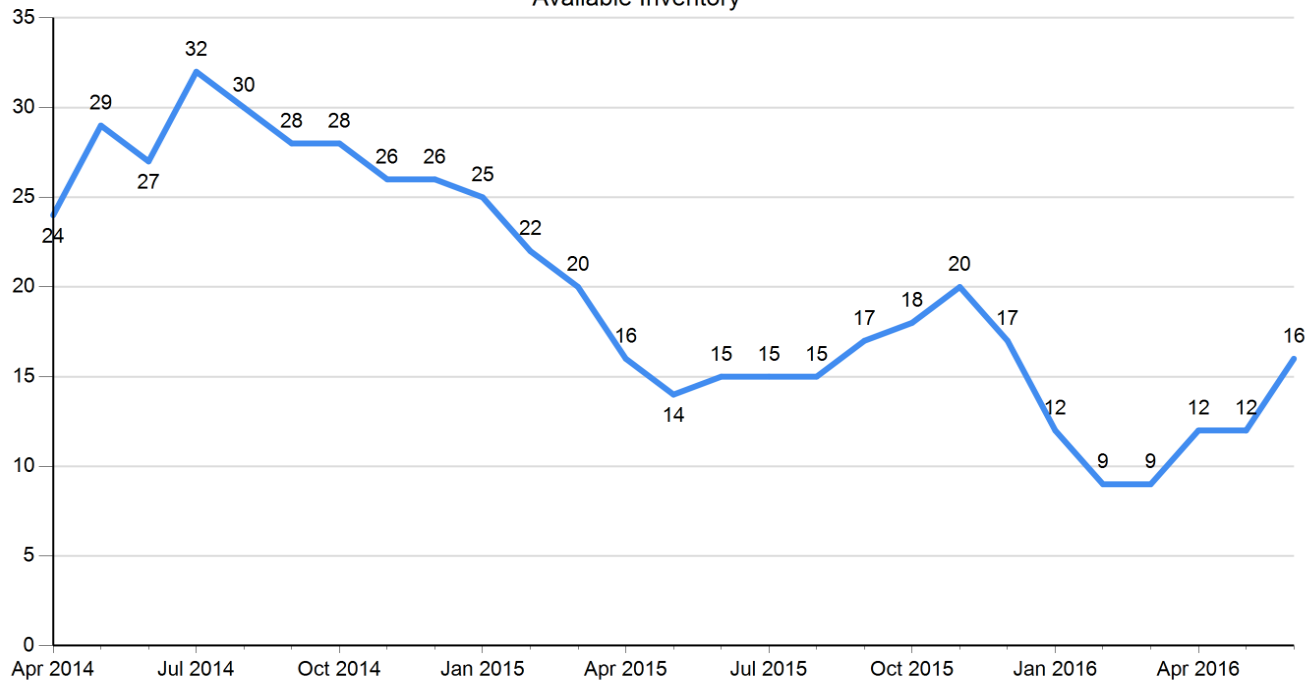


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Aquinnah

Second Quarter 2016

Available Inventory





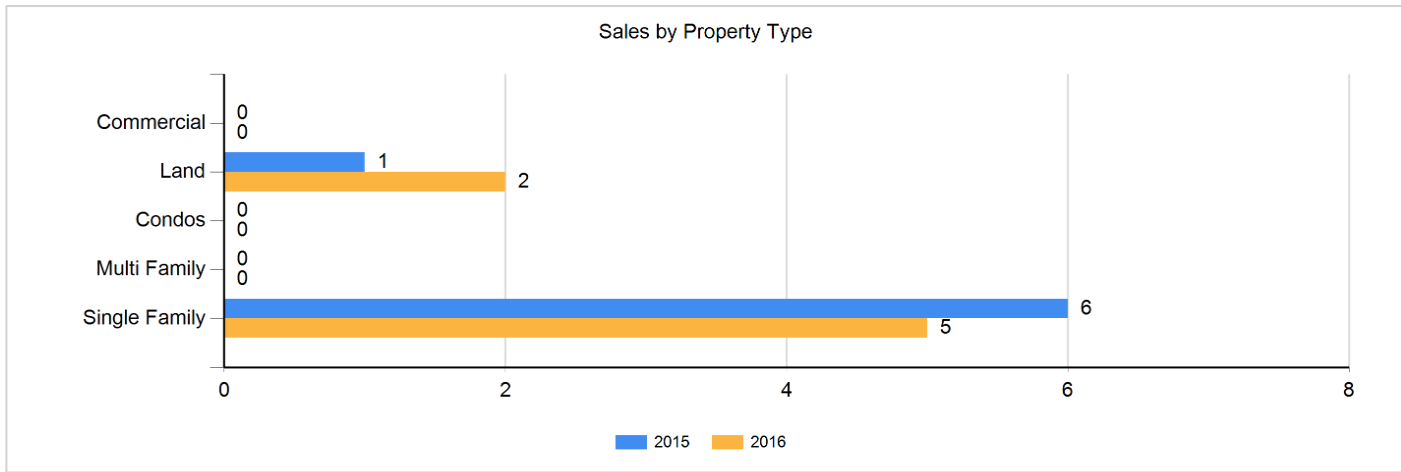
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Aquinnah

Second Quarter 2016

Year to Date - Number of Sales by Quarter

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





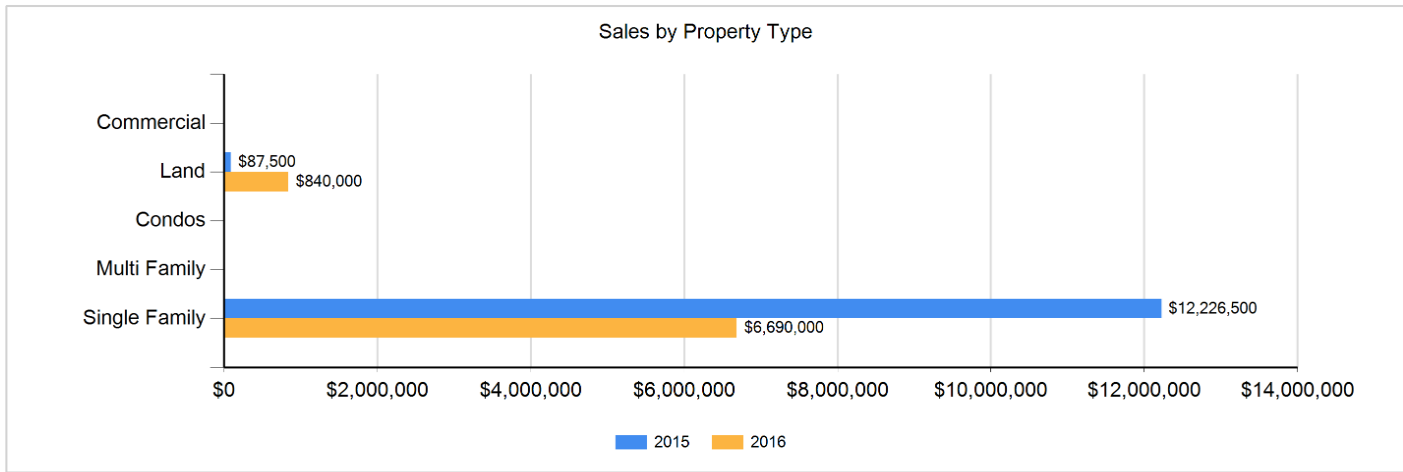
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Aquinnah

Second Quarter 2016

Year to Date - Sales Volume by Quarter

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





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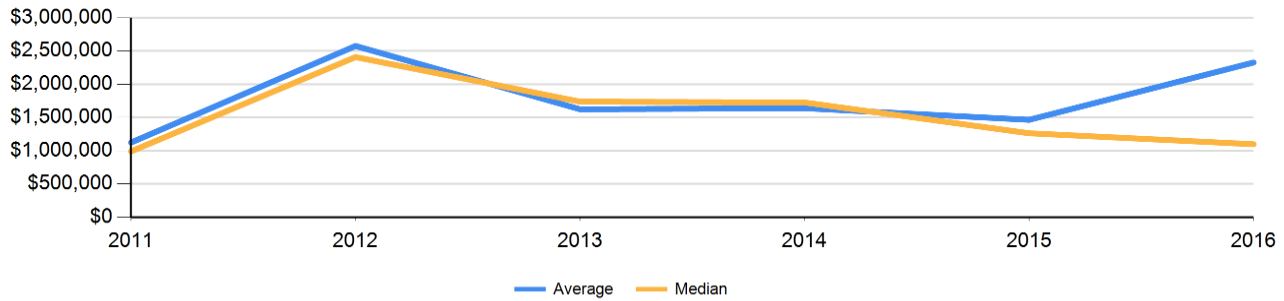
Chilmark

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

Average and Median Selling Price



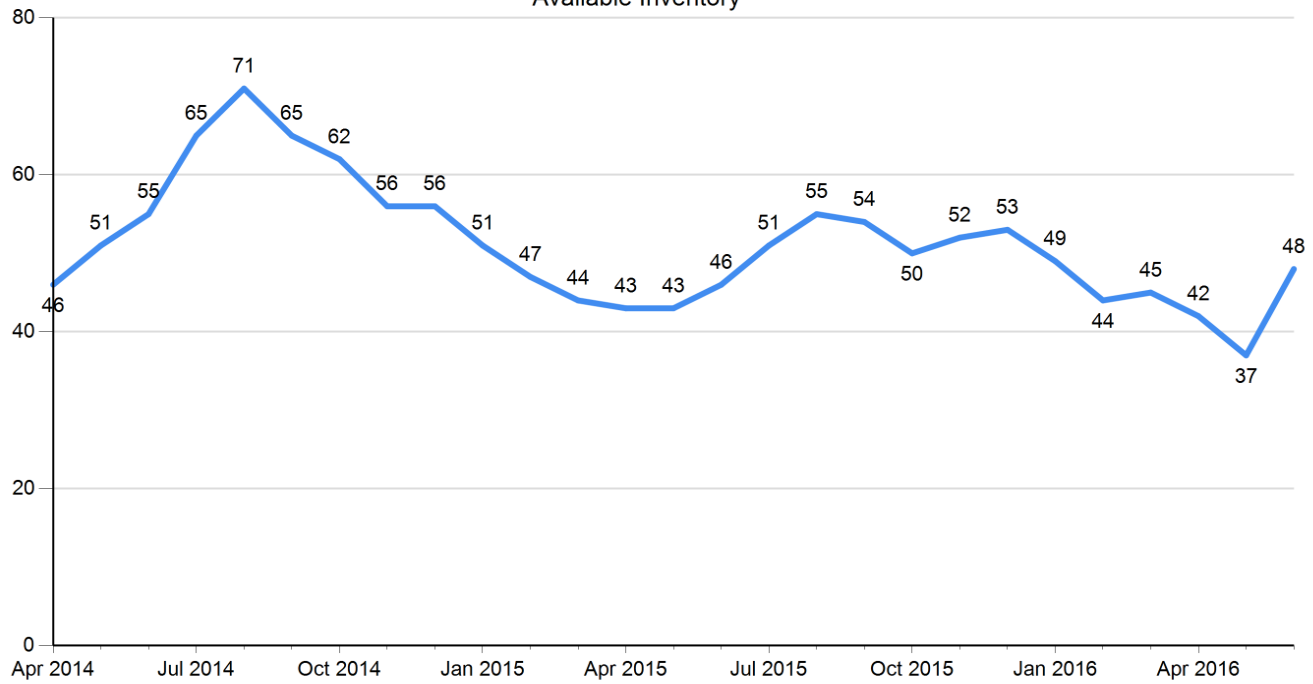


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Chilmark

Second Quarter 2016

Available Inventory





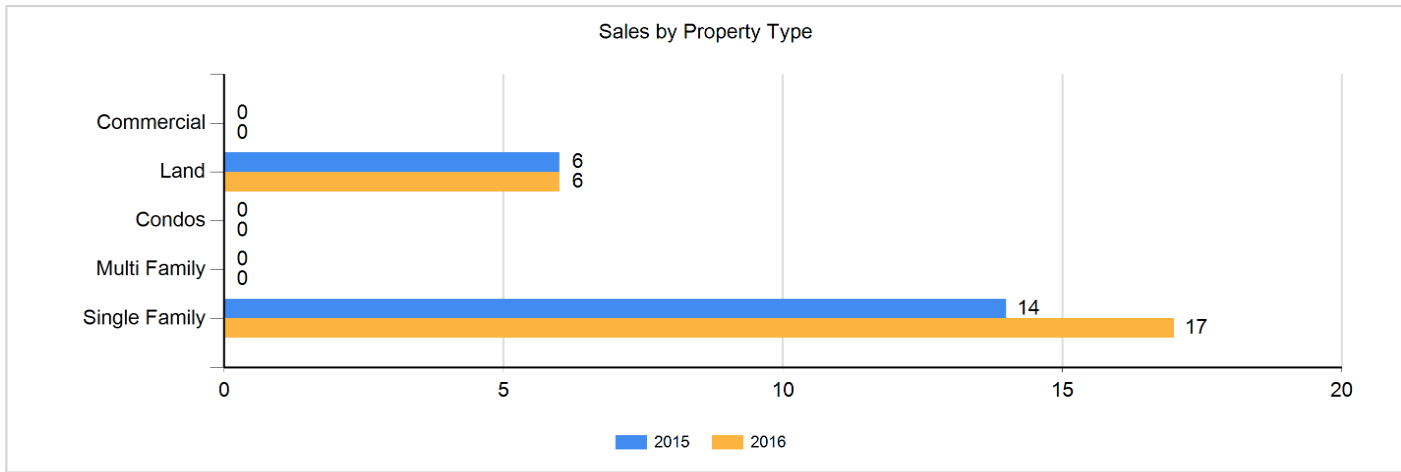
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Chilmark

Second Quarter 2016

Year to Date - Number of Sales by Quarter

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





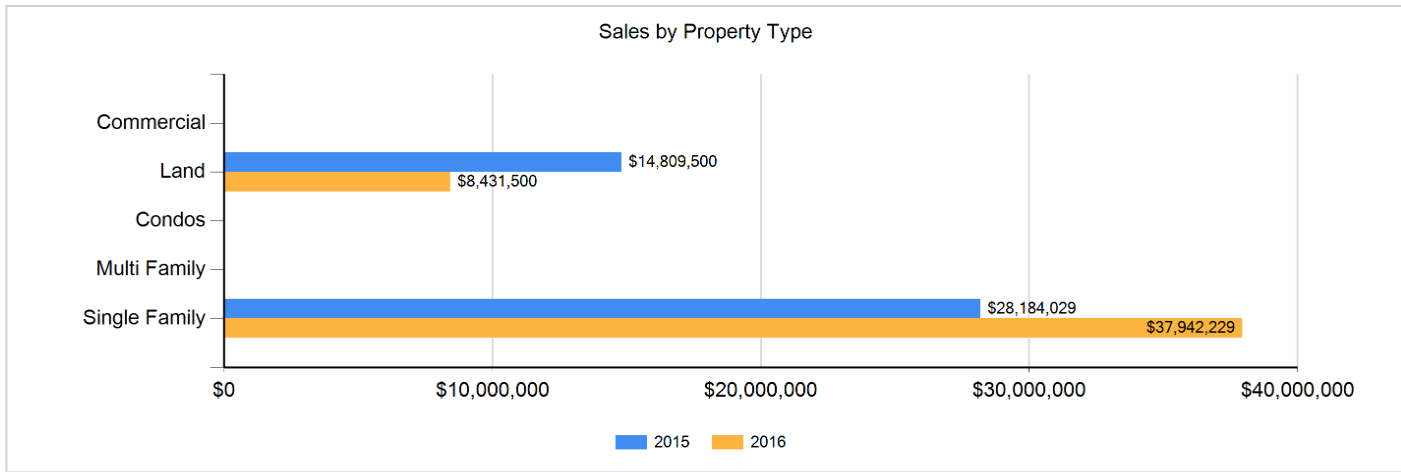
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Chilmark

Second Quarter 2016

Year to Date - Sales Volume by Quarter

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





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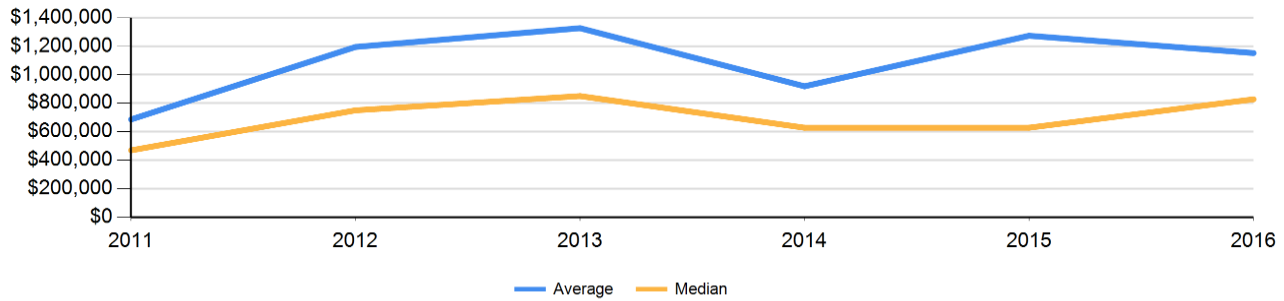
Edgartown

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

Average and Median Selling Price



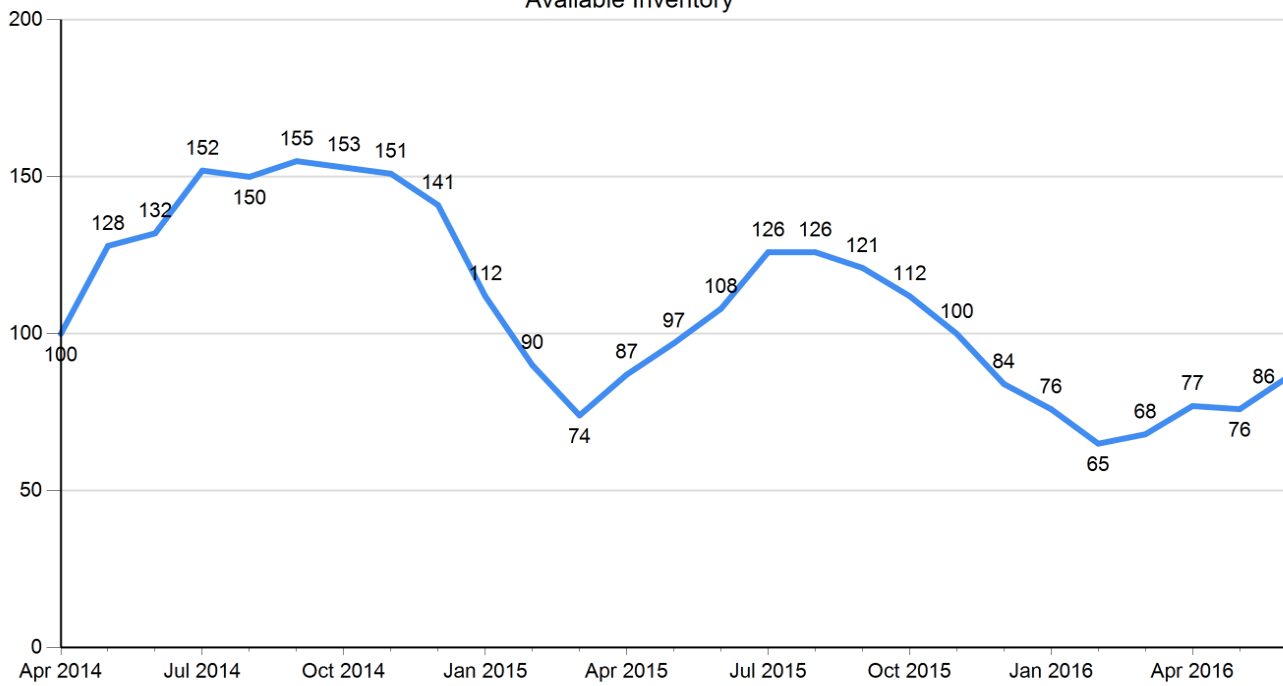


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Edgartown

Second Quarter 2016

Available Inventory





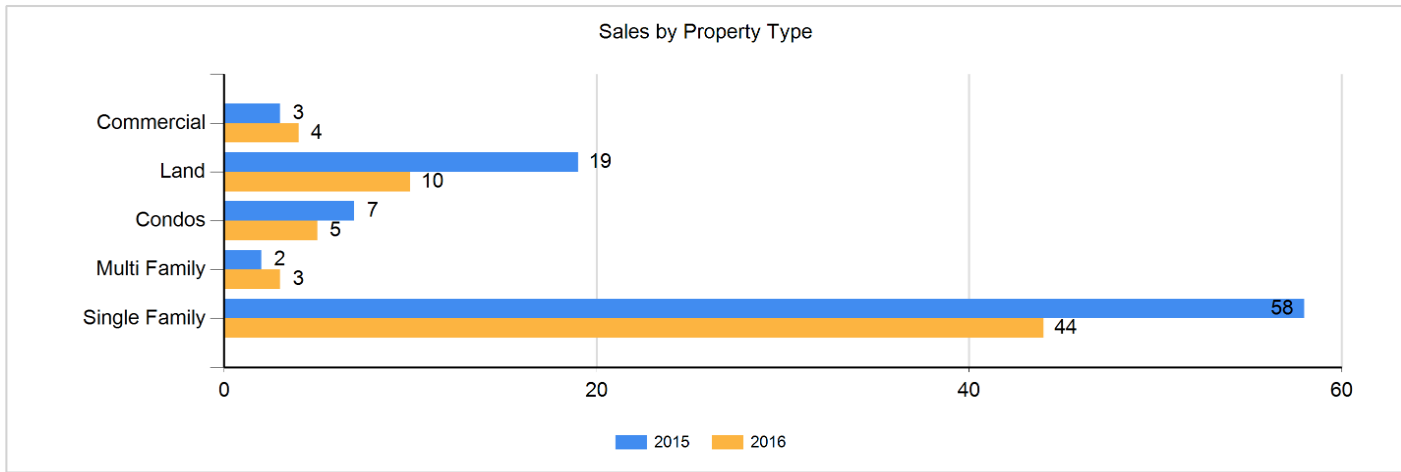
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Edgartown

Second Quarter 2016

Year to Date - Number of Sales by Quarter

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





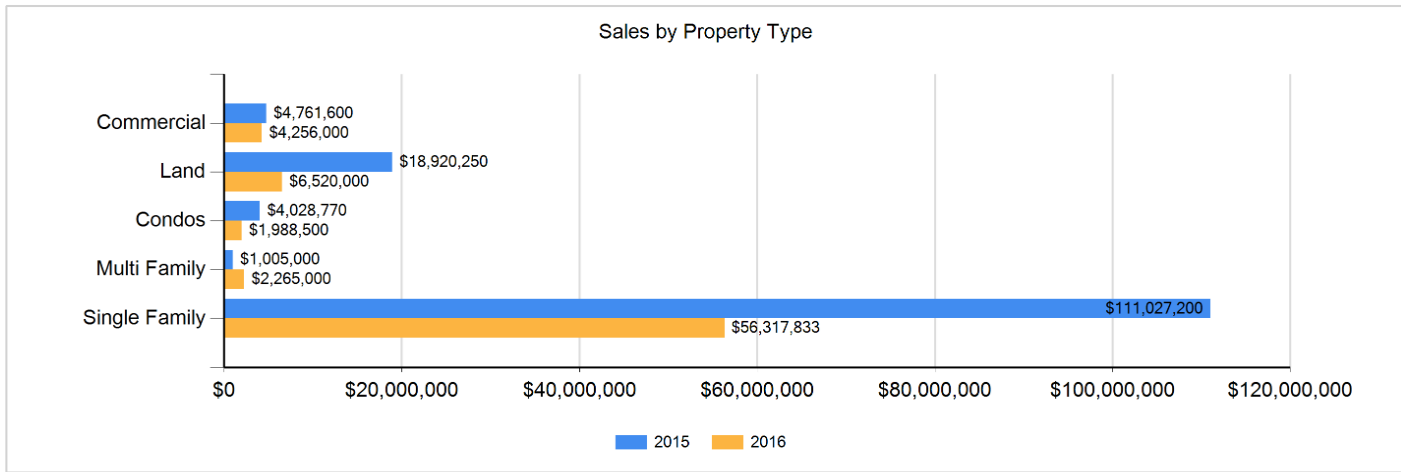
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Edgartown

Second Quarter 2016

Year to Date - Sales Volume by Quarter

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





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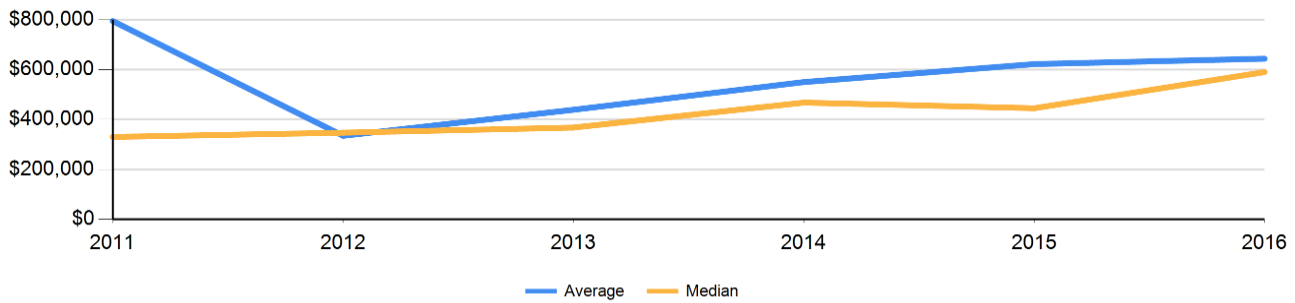
Oak Bluffs

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

Average and Median Selling Price



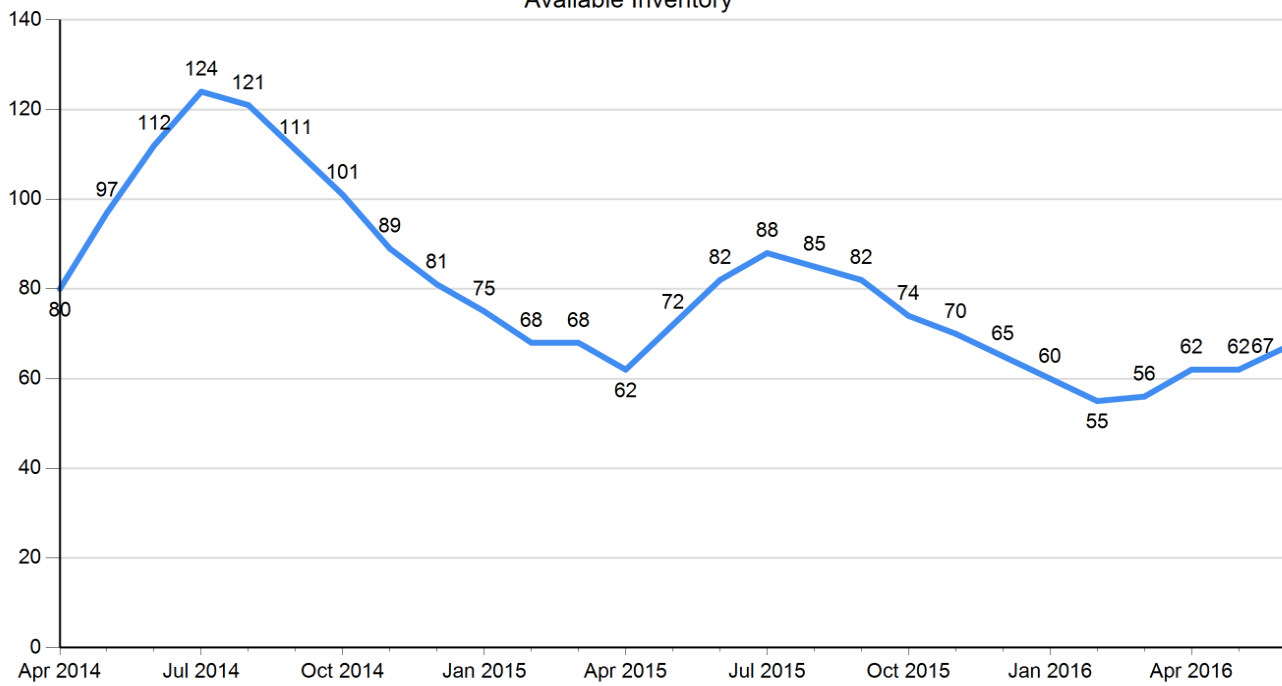


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Oak Bluffs

Second Quarter 2016

Available Inventory





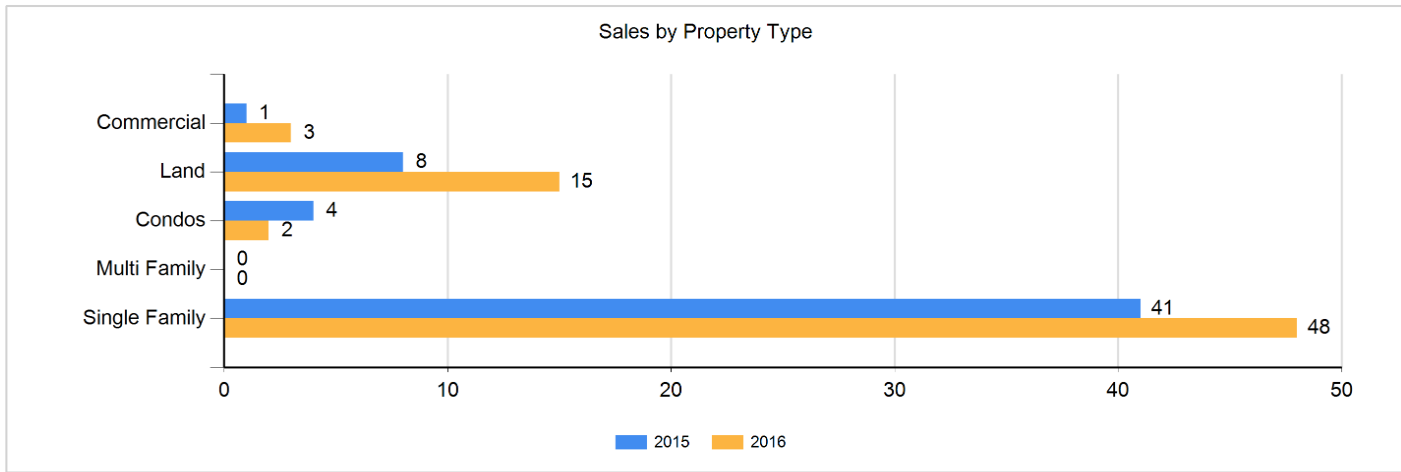
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Oak Bluffs

Second Quarter 2016

Year to Date - Number of Sales by Quarter

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





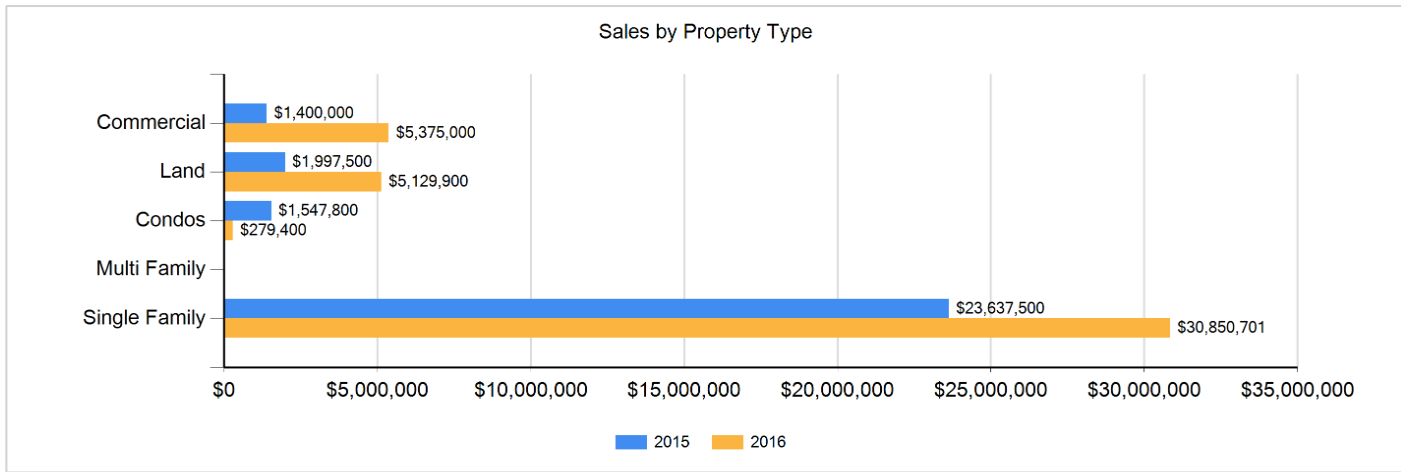
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Oak Bluffs

Second Quarter 2016

Year to Date - Sales Volume by Quarter

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





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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

