



Martha's Vineyard

2017

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.

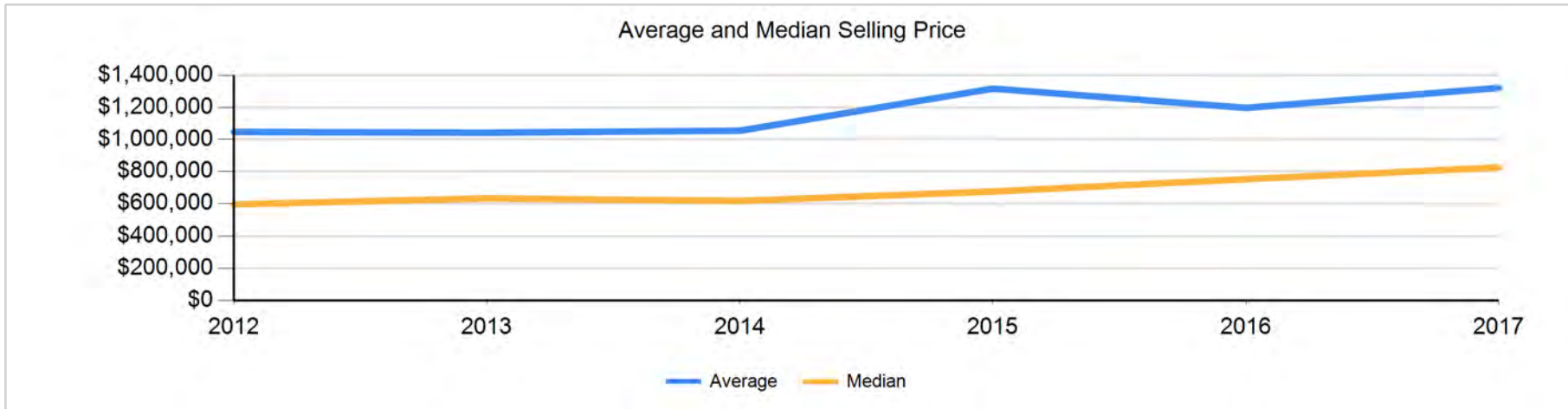
Information deemed reliable but not guaranteed.



Island Wide

Annual Sales Summary

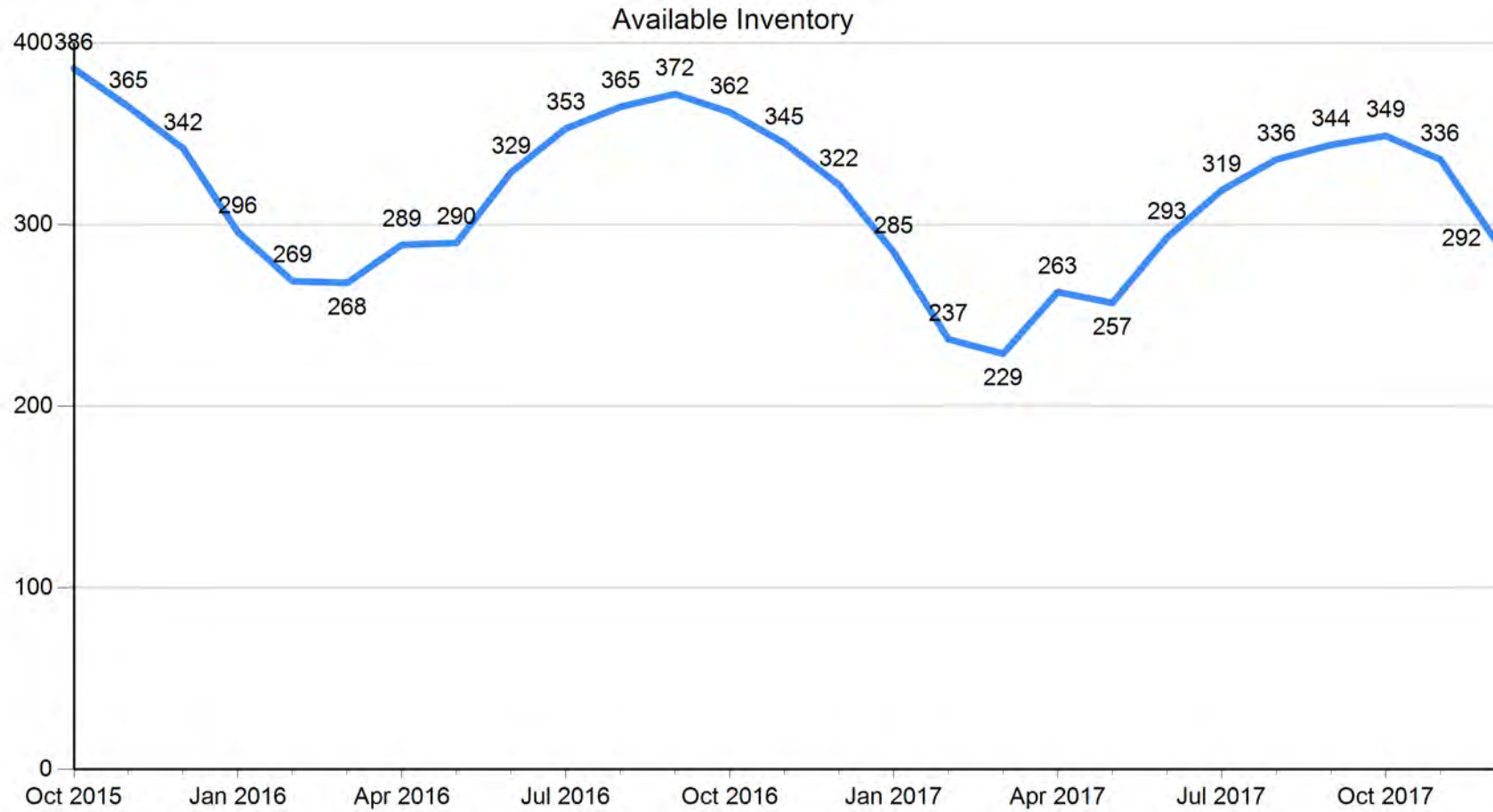
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	387	26%	\$1,046,039	9%	\$595,000	10%	99%	1%	\$404,817,079	38%	259
2013	382	-1%	\$1,041,549	0%	\$632,450	6%	111%	12%	\$397,871,563	-2%	264
2014	378	-1%	\$1,053,994	1%	\$616,625	-3%	110%	-1%	\$398,409,835	0%	228
2015	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
2017	438	2%	\$1,320,546	10%	\$825,000	10%	130%	-2%	\$578,399,220	13%	180





LINK

Island Wide



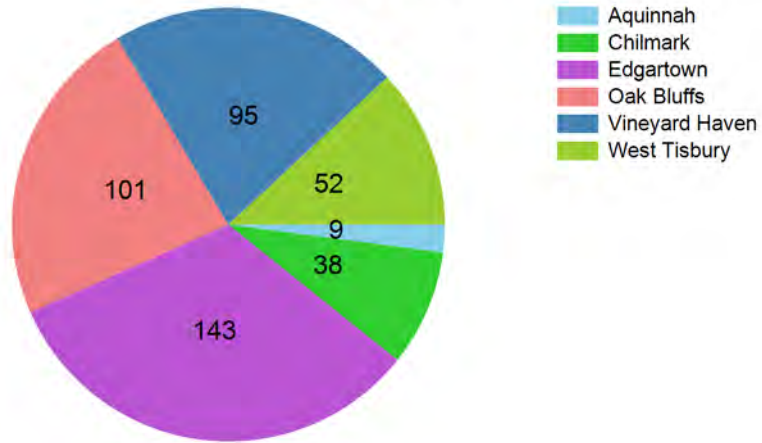


Island Wide

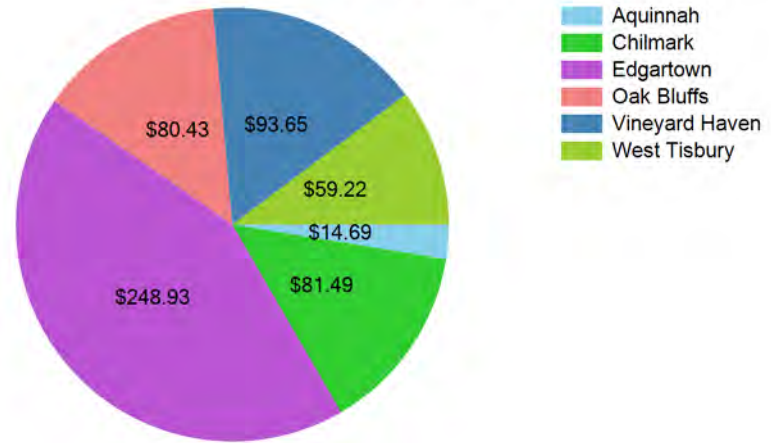
Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
Aquinnah	9	13%	\$1,632,433	25%	\$1,750,000	38%	116%	3%	\$14,691,900	41%	539
Chilmark	38	-3%	\$2,144,368	-19%	\$1,331,250	-14%	114%	-45%	\$81,486,000	-21%	324
Edgartown	143	11%	\$1,740,748	21%	\$975,000	2%	138%	1%	\$248,926,987	34%	141
Oak Bluffs	101	-8%	\$796,287	15%	\$650,000	10%	128%	4%	\$80,425,017	6%	137
Vineyard Haven	95	9%	\$985,772	14%	\$650,000	8%	135%	13%	\$93,648,300	24%	165
West Tisbury	52	-5%	\$1,138,866	1%	\$800,000	3%	115%	4%	\$59,221,016	-4%	229

Sales by Area



Sales by Area (\$ Millions)

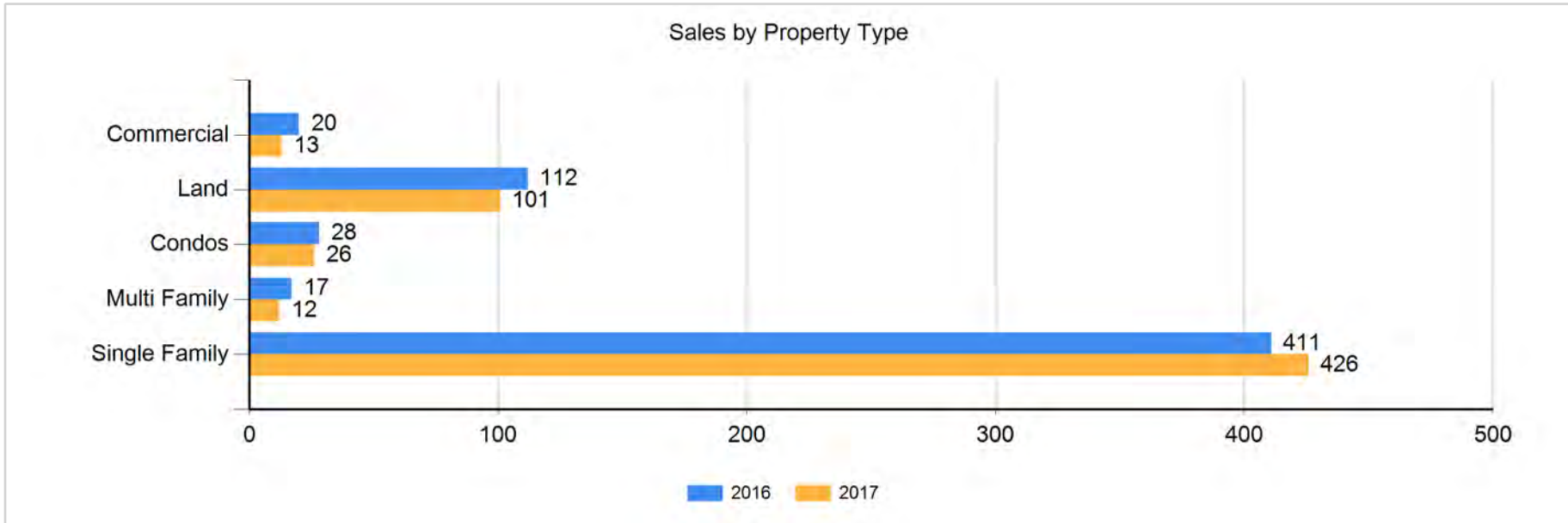




Island Wide

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	97	10%	120	21%	110	-4%	137	-12%	464
Single Family	88	17%	113	23%	100	-3%	125	-11%	426
Multi Family	1	-83%	0	-100%	5	67%	6	20%	12
Condos	8	14%	7	75%	5	-38%	6	-33%	26
Land	30	36%	22	-29%	30	15%	19	-42%	101
Commercial	6	100%	1	-90%	3	50%	3	-40%	13

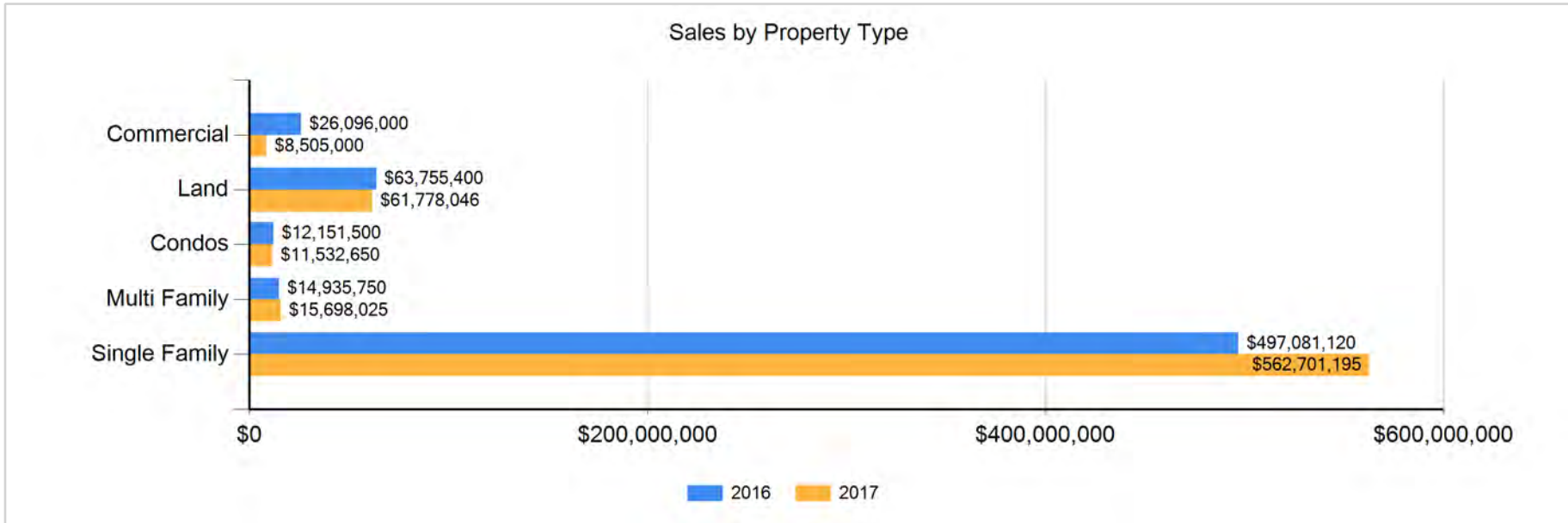




Island Wide

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$118,361,782	26%	\$149,387,600	55%	\$135,949,066	7%	\$186,233,422	-10%	\$589,931,870
Single Family	\$114,271,507	33%	\$145,786,700	57%	\$126,295,066	6%	\$176,347,922	-11%	\$562,701,195
Multi Family	\$720,525	-88%			\$7,195,000	118%	\$7,782,500	119%	\$15,698,025
Condos	\$3,369,750	86%	\$3,600,900	202%	\$2,459,000	-44%	\$2,103,000	-56%	\$11,532,650
Land	\$12,577,010	16%	\$20,420,000	0%	\$18,193,067	32%	\$10,587,969	-43%	\$61,778,046
Commercial	\$3,930,000	-37%	\$200,000	-99%	\$1,825,000	16%	\$2,550,000	-46%	\$8,505,000



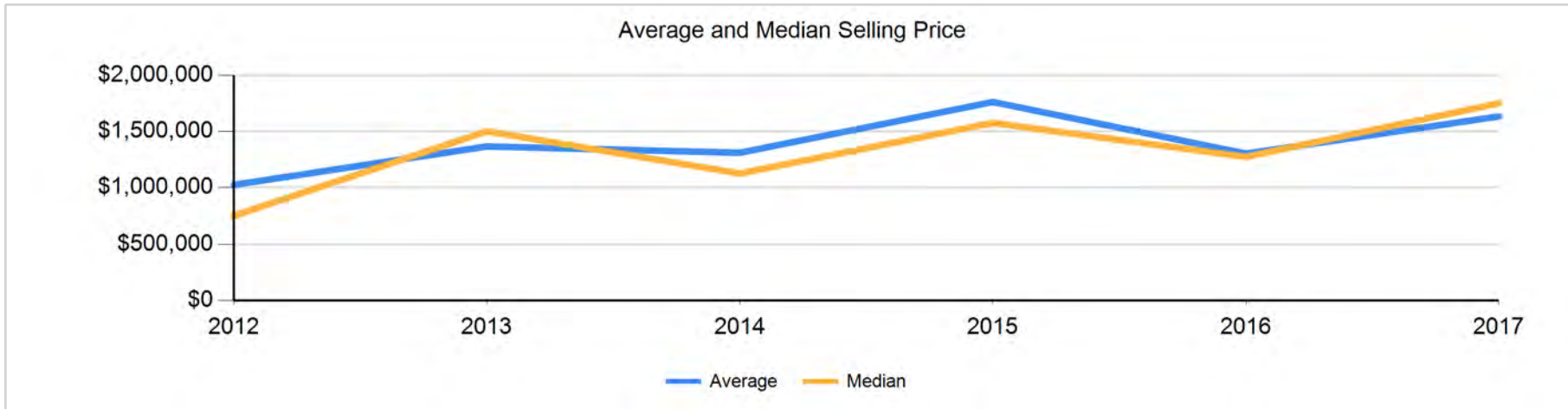


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Aquinnah

Annual Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
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
2017	9	13%	\$1,632,433	25%	\$1,750,000	38%	116%	3%	\$14,691,900	41%	539

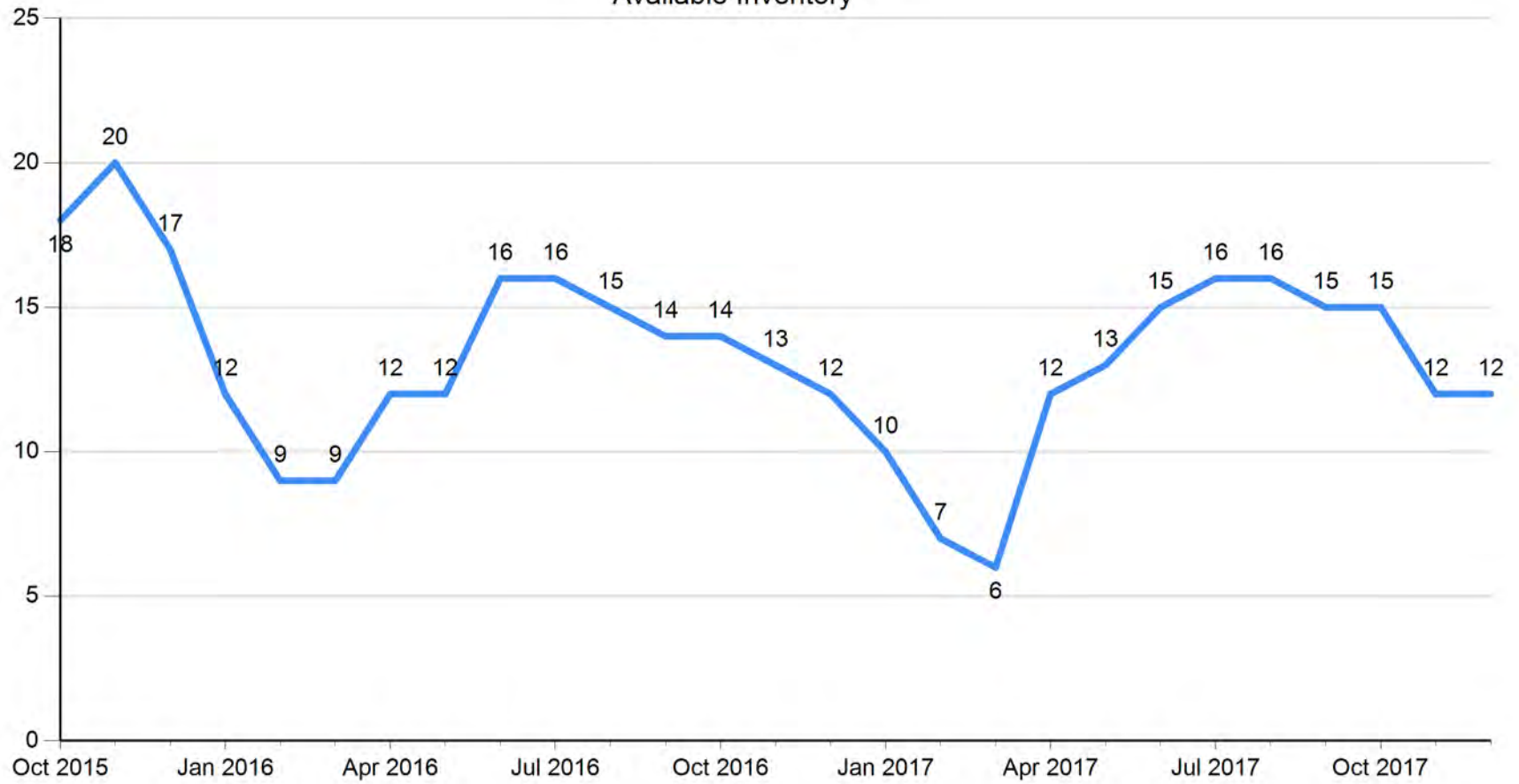




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Aquinnah

Available Inventory

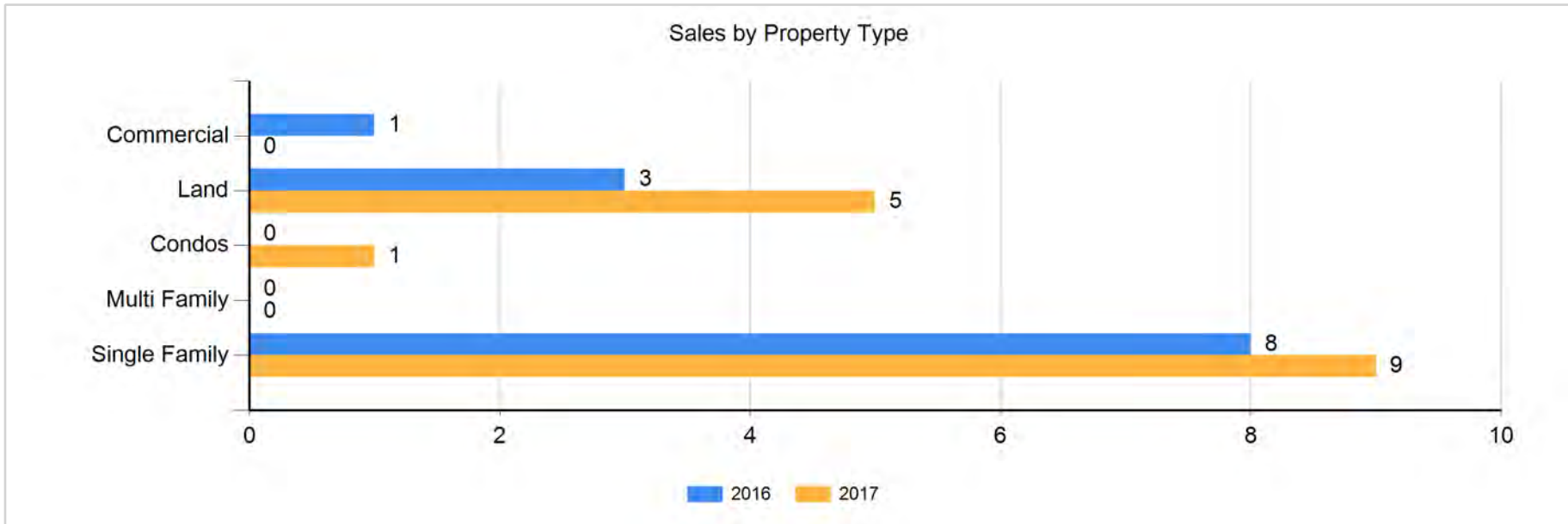




Aquinnah

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	2	-33%	2	0%	3	200%	3	50%	10
Single Family	1	-67%	2	0%	3	200%	3	50%	9
Multi Family	0		0		0		0		0
Condos	1		0		0		0		1
Land	1		1	-50%	1		2	100%	5
Commercial	0		0		0	-100%	0		0

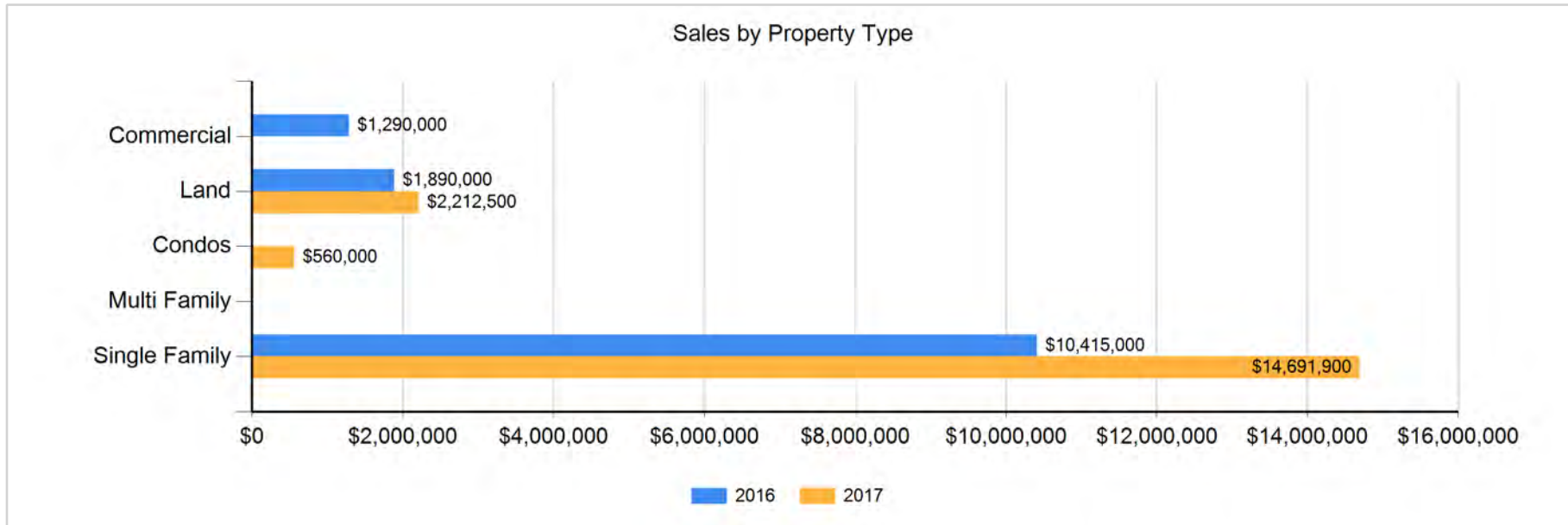




Aquinnah

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$3,035,000	-32%	\$2,375,000	6%	\$4,341,900	185%	\$5,500,000	150%	\$15,251,900
Single Family	\$2,475,000	-44%	\$2,375,000	6%	\$4,341,900	185%	\$5,500,000	150%	\$14,691,900
Multi Family									
Condos	\$560,000								\$560,000
Land	\$1,000,000		\$485,000	-42%	\$350,000		\$377,500	-64%	\$2,212,500
Commercial									

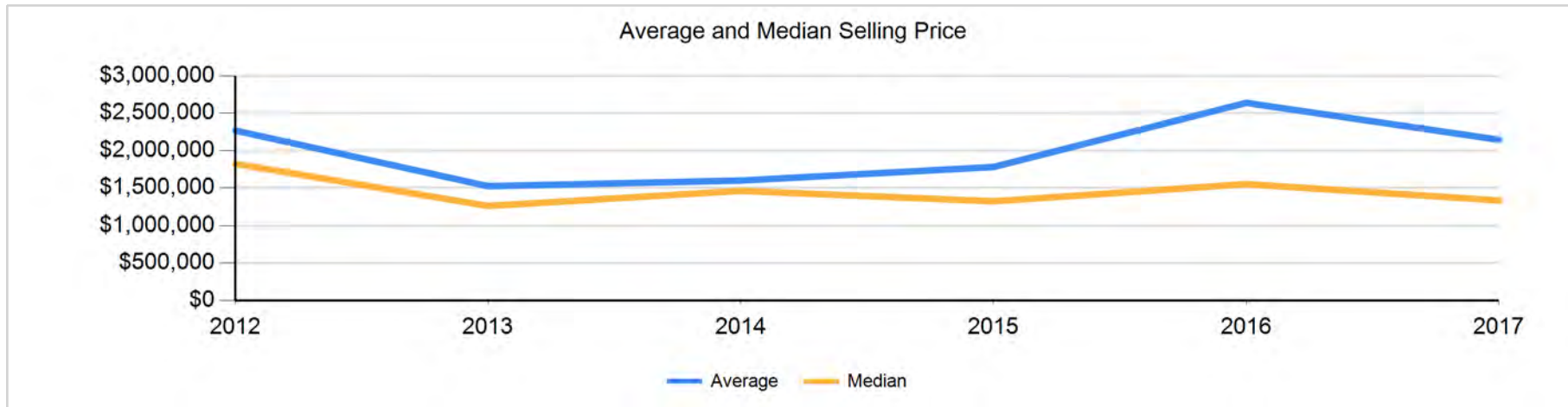




Chilmark

Annual Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
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
2017	38	-3%	\$2,144,368	-19%	\$1,331,250	-14%	114%	-45%	\$81,486,000	-21%	324

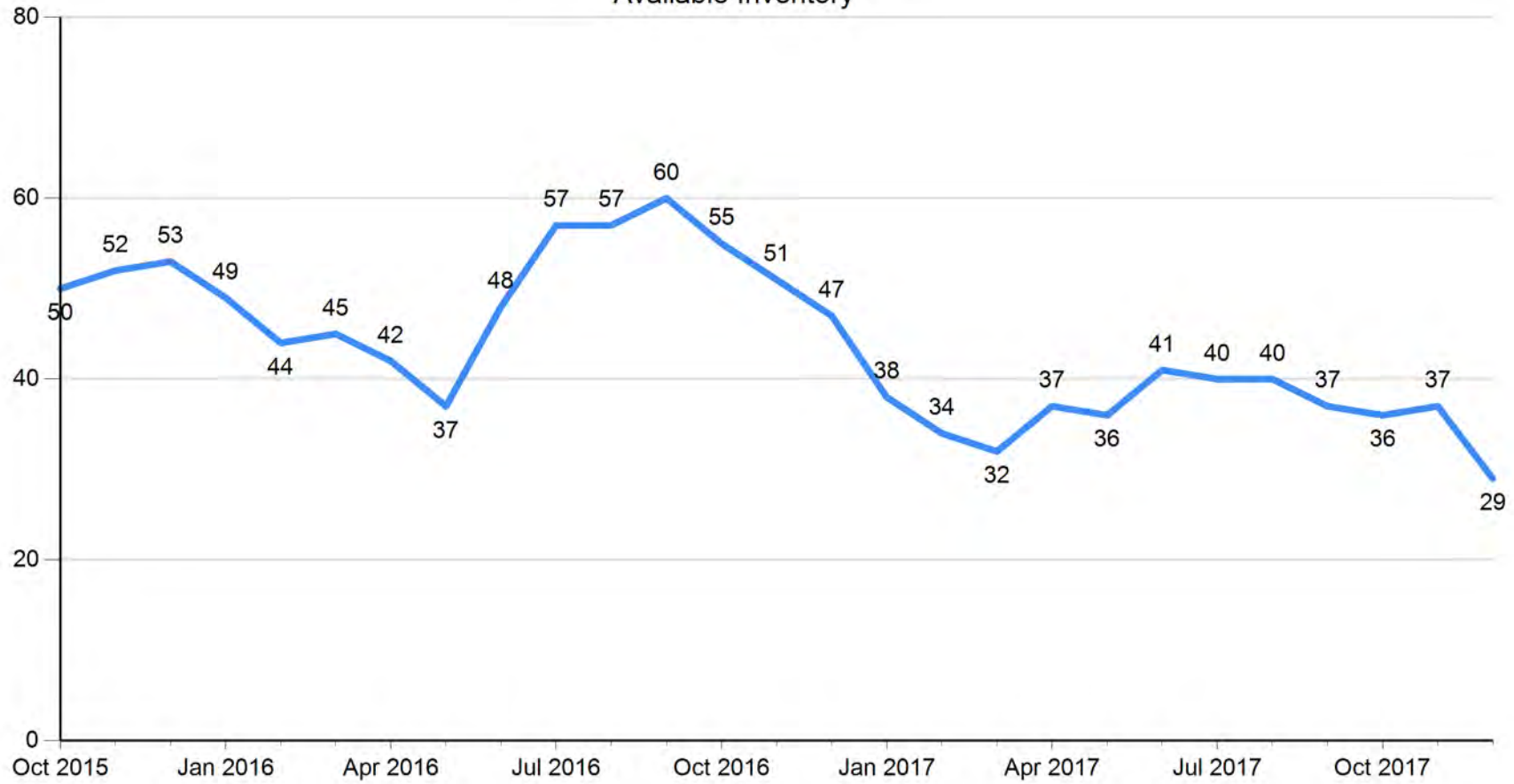




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Chilmark

Available Inventory

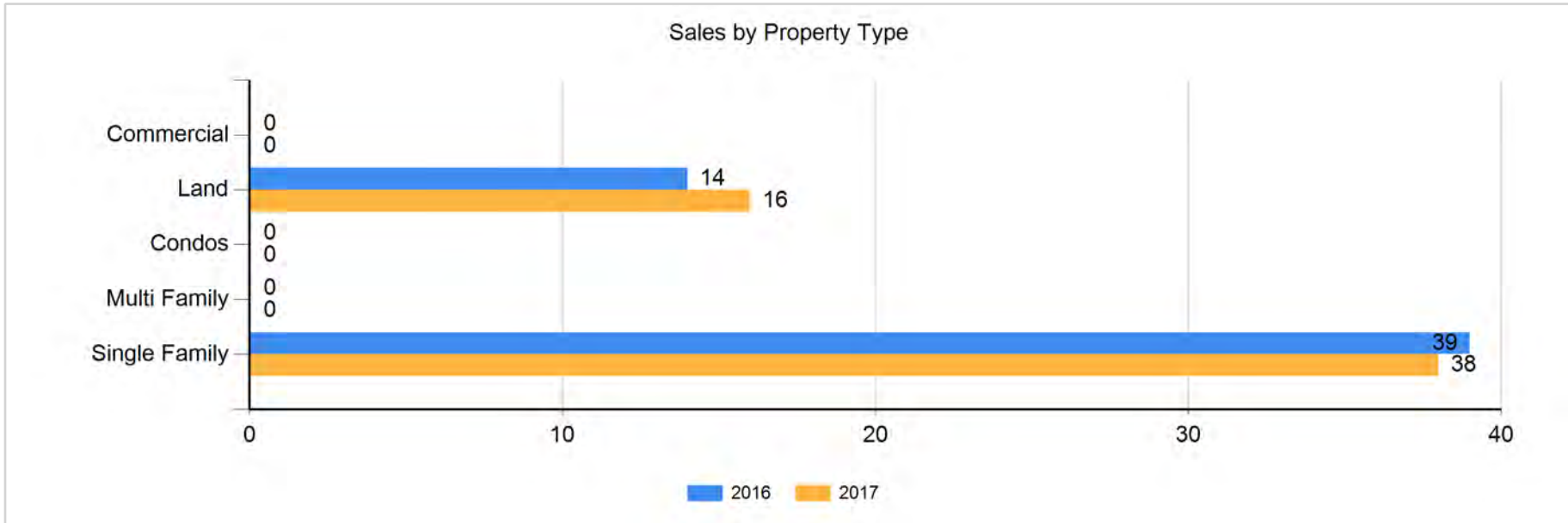




Chilmark

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	9	29%	7	-30%	9	50%	13	-19%	38
Single Family	9	29%	7	-30%	9	50%	13	-19%	38
Multi Family	0		0		0		0		0
Condos	0		0		0		0		0
Land	2	0%	2	-50%	9	50%	3	50%	16
Commercial	0		0		0		0		0

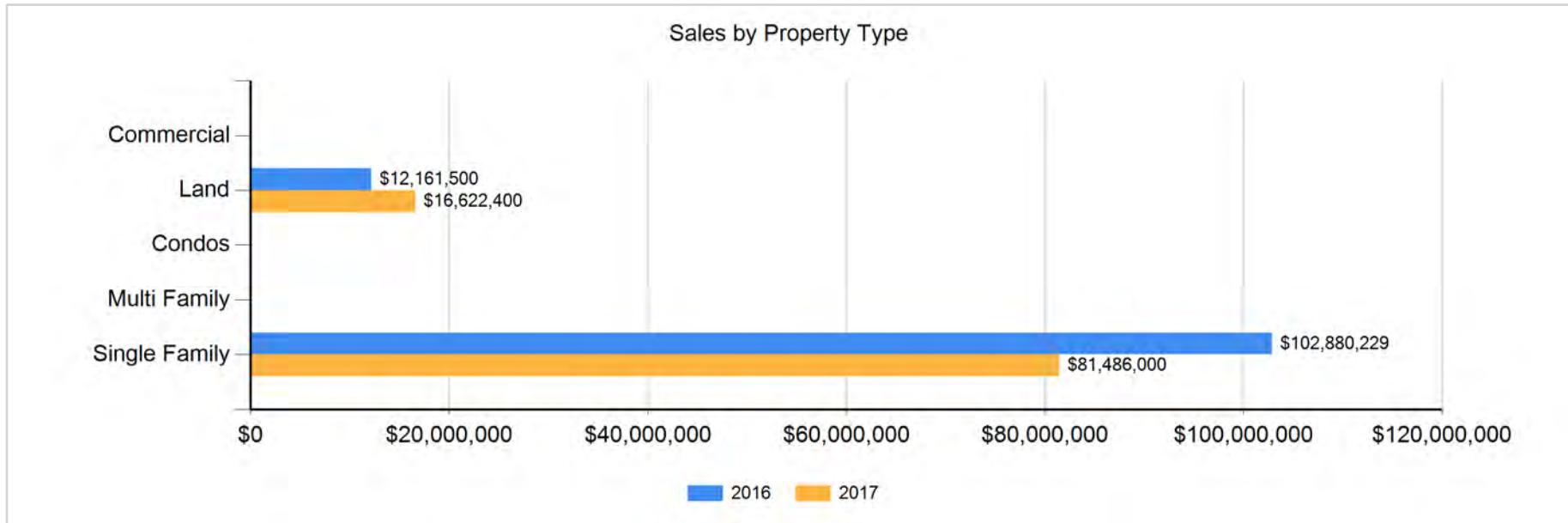




Chilmark

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$27,516,500	87%	\$10,272,000	-56%	\$15,647,500	-22%	\$28,050,000	-37%	\$81,486,000
Single Family	\$27,516,500	87%	\$10,272,000	-56%	\$15,647,500	-22%	\$28,050,000	-37%	\$81,486,000
Multi Family									
Condos									
Land	\$975,000	-35%	\$4,550,000	-34%	\$7,804,900	214%	\$3,292,500	164%	\$16,622,400
Commercial									



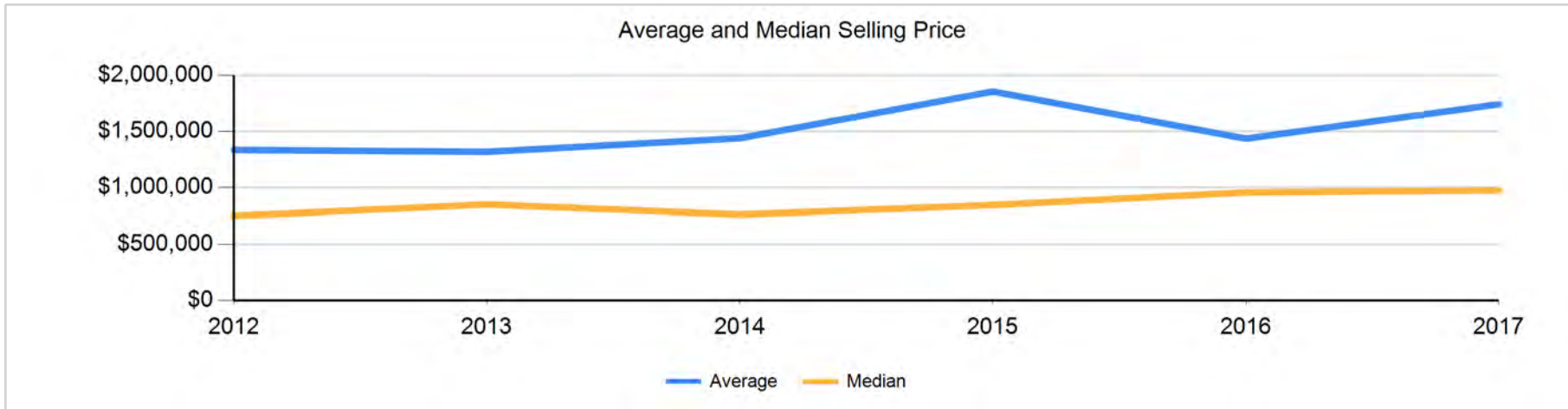


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Edgartown

Annual Sales Summary

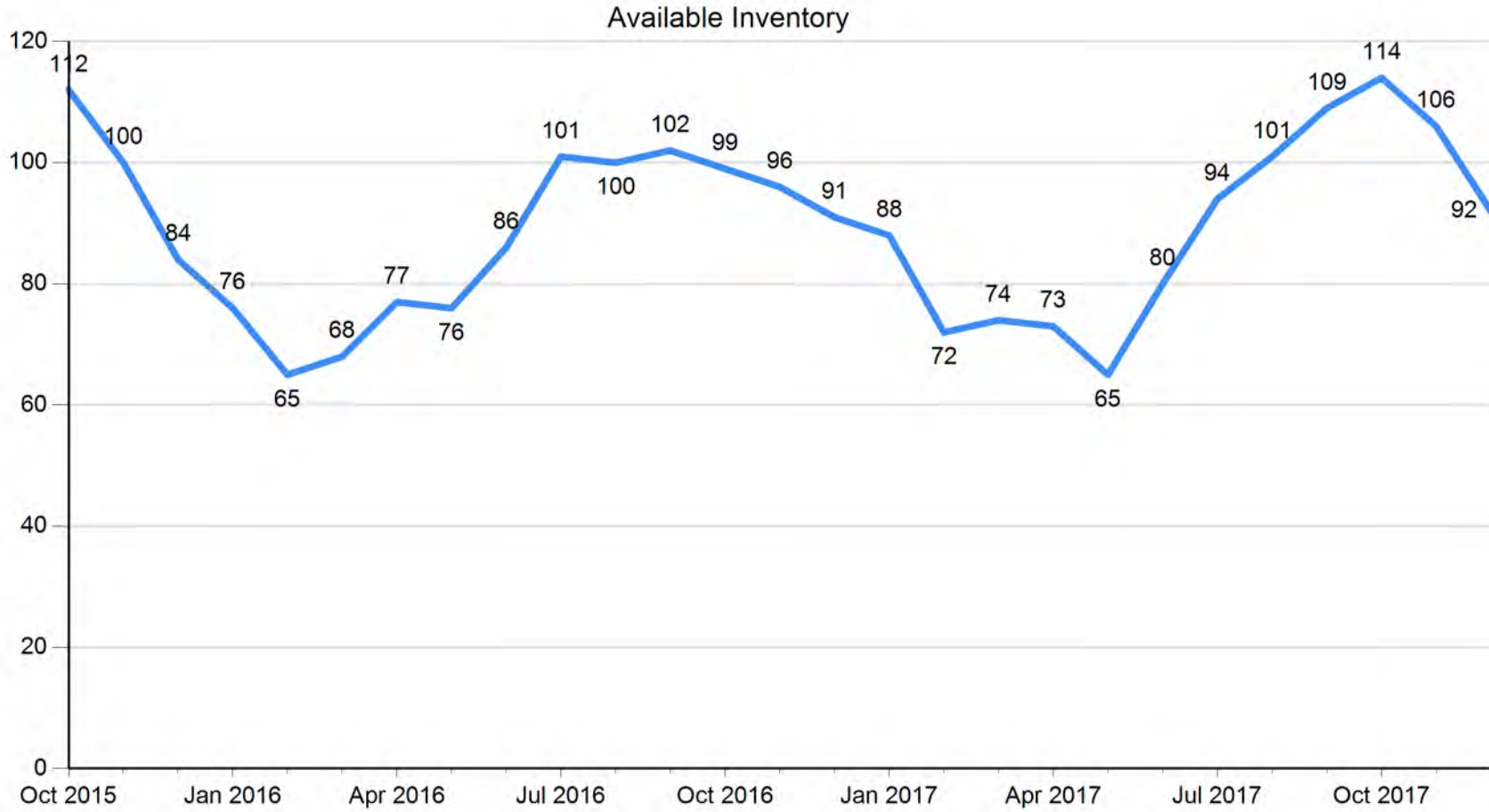
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	126	40%	\$1,334,616	10%	\$750,000	17%	102%	-9%	\$168,161,666	54%	176
2013	136	8%	\$1,317,693	-1%	\$850,000	13%	121%	19%	\$179,206,226	7%	267
2014	116	-15%	\$1,438,852	9%	\$762,000	-10%	120%	-1%	\$166,906,785	-7%	222
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
2017	143	11%	\$1,740,748	21%	\$975,000	2%	138%	1%	\$248,926,987	34%	141





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Edgartown

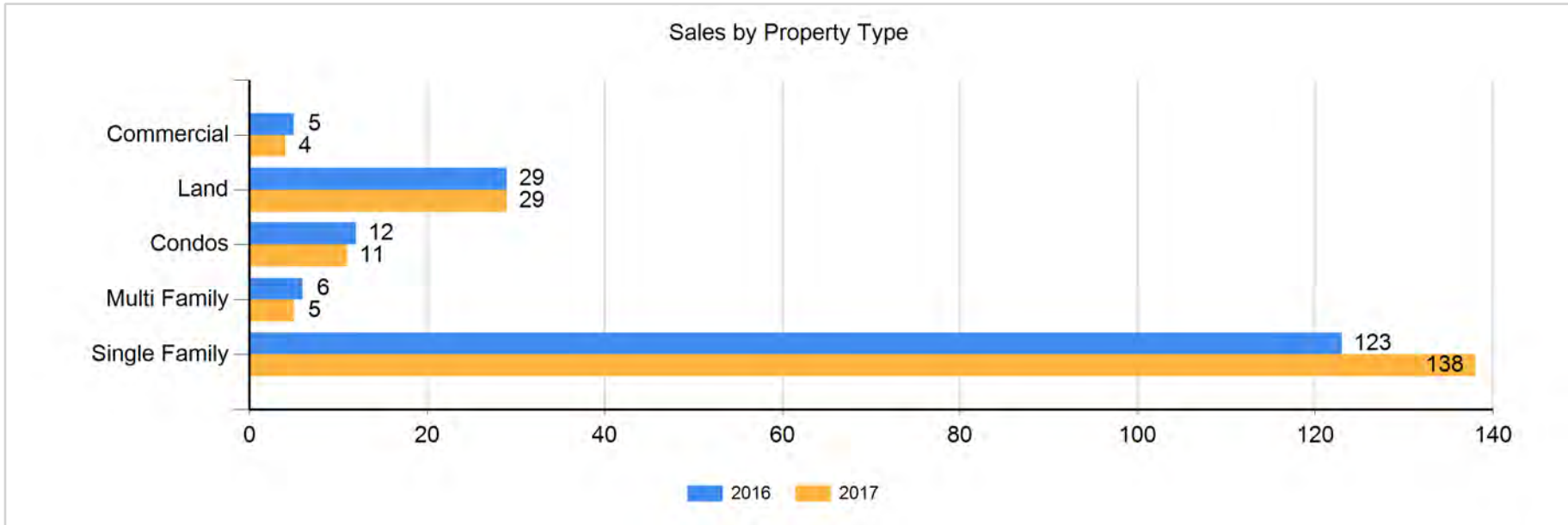




Edgartown

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	22	-21%	40	67%	42	14%	50	-4%	154
Single Family	19	-17%	38	81%	36	13%	45	-4%	138
Multi Family	0	-100%	0	-100%	2	100%	3	50%	5
Condos	3	0%	2	0%	4	0%	2	-33%	11
Land	11	175%	7	17%	9	-10%	2	-78%	29
Commercial	2		0	-100%	2		0	-100%	4

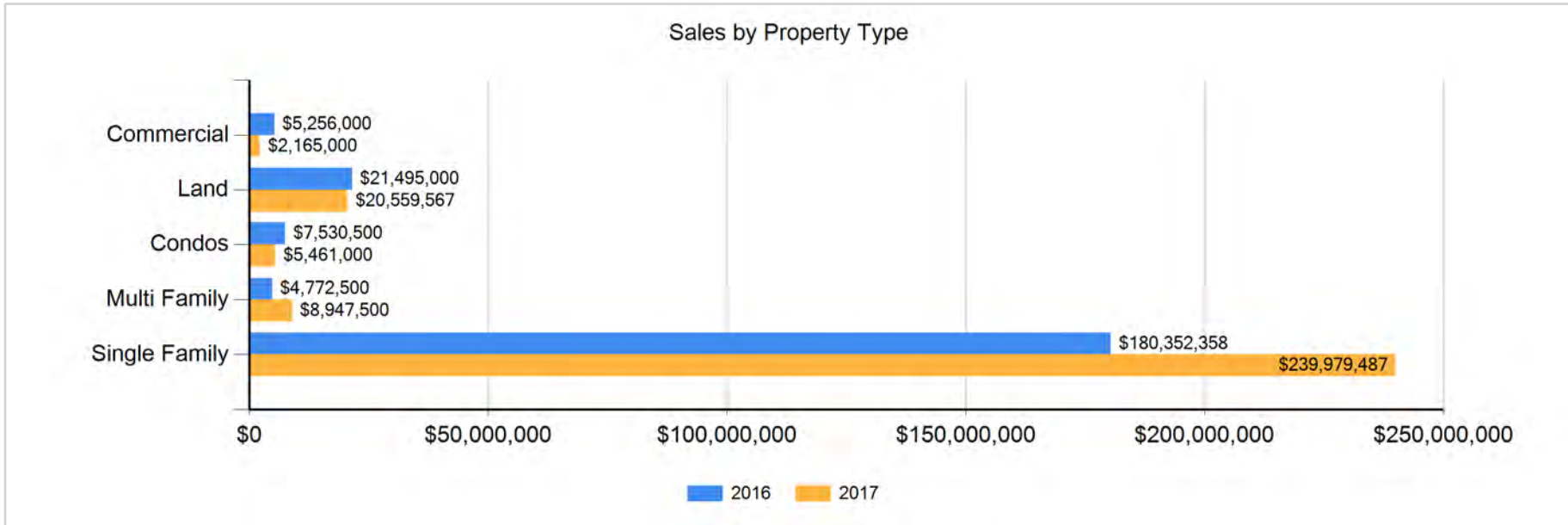




Edgartown

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$38,654,437	12%	\$78,698,300	201%	\$52,732,250	2%	\$84,303,000	5%	\$254,387,987
Single Family	\$37,159,937	16%	\$77,638,300	218%	\$45,967,250	-3%	\$79,214,000	3%	\$239,979,487
Multi Family					\$4,660,000	214%	\$4,287,500	319%	\$8,947,500
Condos	\$1,494,500	25%	\$1,060,000	34%	\$2,105,000	-23%	\$801,500	-72%	\$5,461,000
Land	\$4,913,400	24%	\$10,286,500	301%	\$4,759,667	-38%	\$600,000	-92%	\$20,559,567
Commercial	\$500,000				\$1,665,000				\$2,165,000



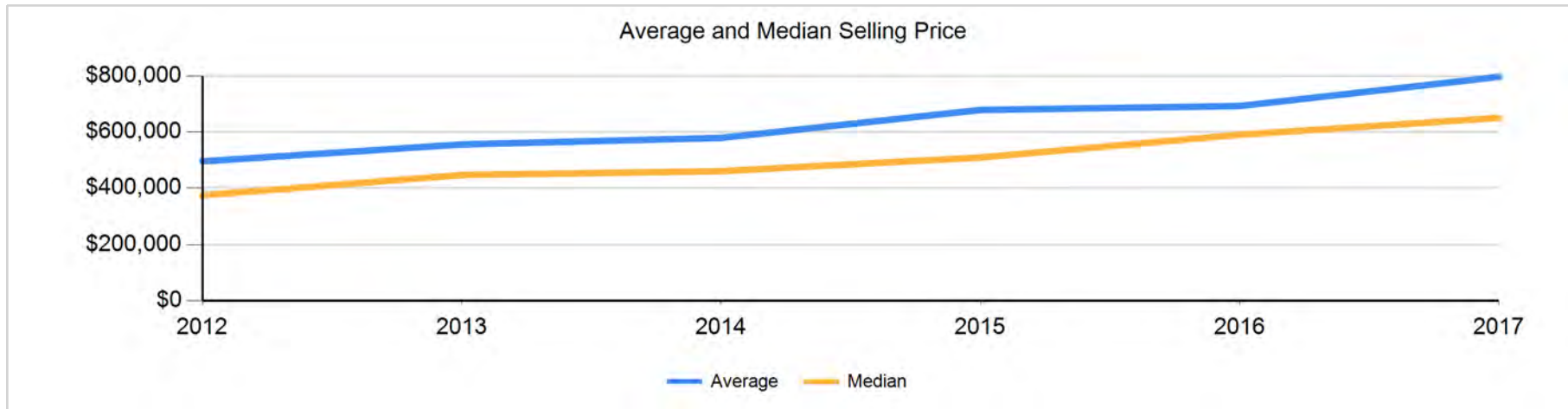


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Oak Bluffs

Annual Sales Summary

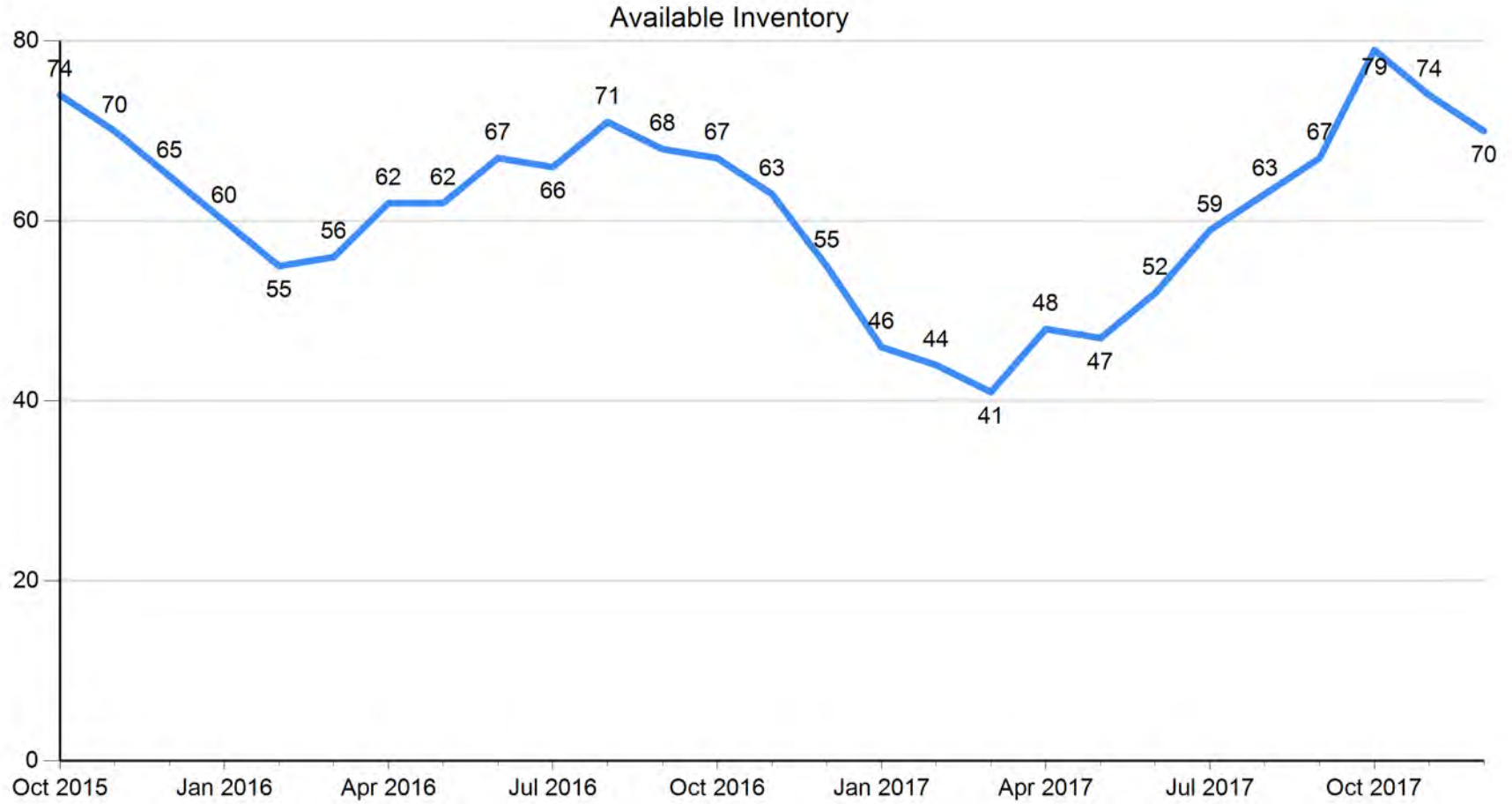
Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	104	7%	\$495,013	-17%	\$374,000	-14%	91%	2%	\$51,481,329	-11%	299
2013	96	-8%	\$555,338	12%	\$446,250	19%	107%	18%	\$53,312,463	4%	185
2014	123	28%	\$578,656	4%	\$460,000	3%	110%	3%	\$71,174,650	34%	215
2015	106	-14%	\$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
2017	101	-8%	\$796,287	15%	\$650,000	10%	128%	4%	\$80,425,017	6%	137





LINK

Oak Bluffs

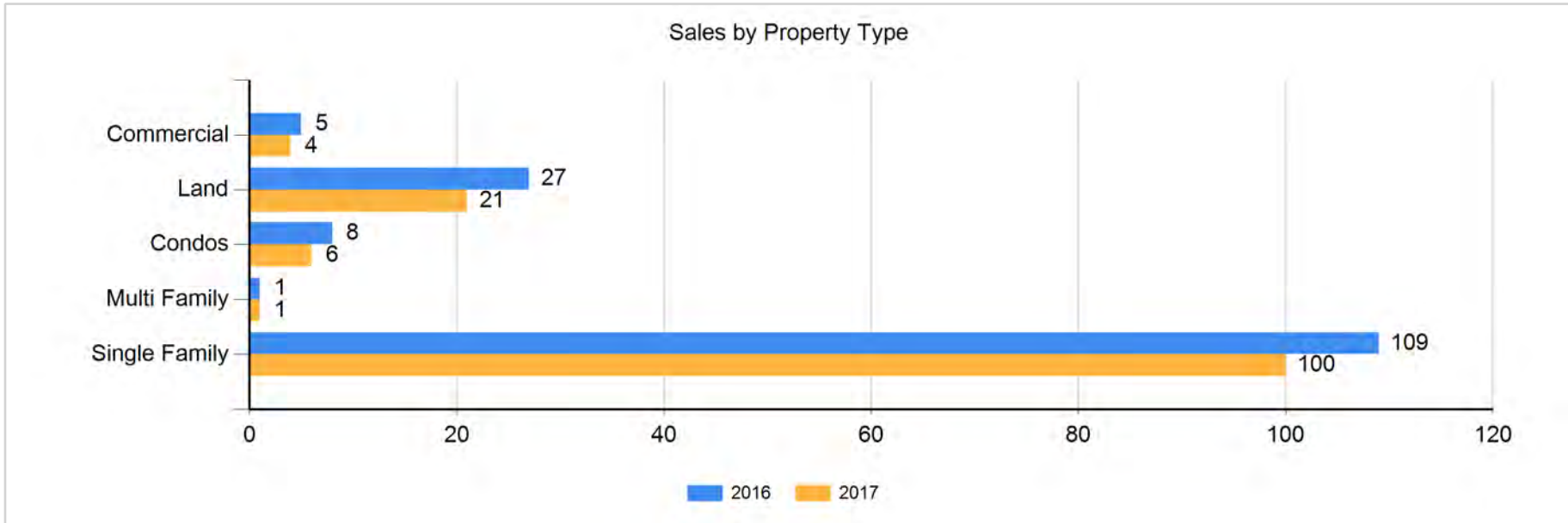




Oak Bluffs

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	33	43%	30	11%	16	-48%	28	-24%	107
Single Family	29	38%	29	7%	16	-45%	26	-19%	100
Multi Family	1		0		0		0	-100%	1
Condos	3	50%	1		0	-100%	2	-50%	6
Land	7	-13%	5	-29%	5	25%	4	-50%	21
Commercial	1	-50%	0	-100%	1		2	0%	4

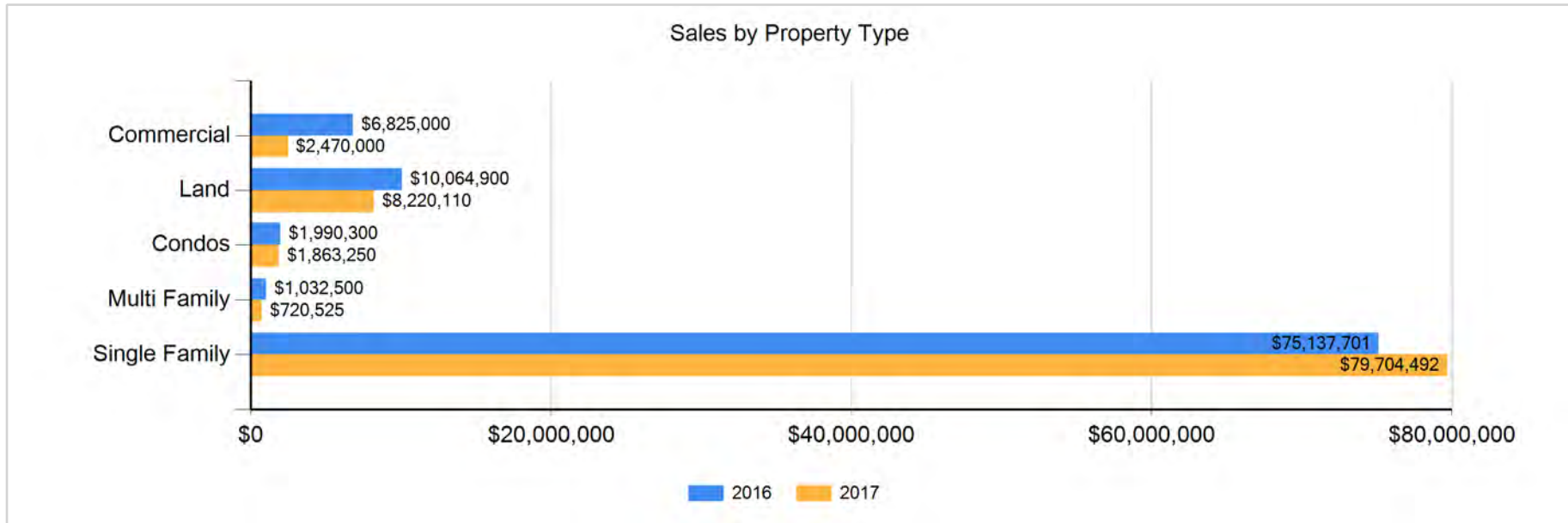




Oak Bluffs

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$22,570,245	64%	\$20,383,000	17%	\$15,188,400	-30%	\$24,146,622	-5%	\$82,288,267
Single Family	\$21,074,470	56%	\$19,898,000	15%	\$15,188,400	-28%	\$23,543,622	2%	\$79,704,492
Multi Family	\$720,525								\$720,525
Condos	\$775,250	177%	\$485,000				\$603,000	-51%	\$1,863,250
Land	\$2,101,610	-25%	\$2,603,500	13%	\$1,560,000	16%	\$1,955,000	-46%	\$8,220,110
Commercial	\$860,000	-82%			\$160,000		\$1,450,000	0%	\$2,470,000



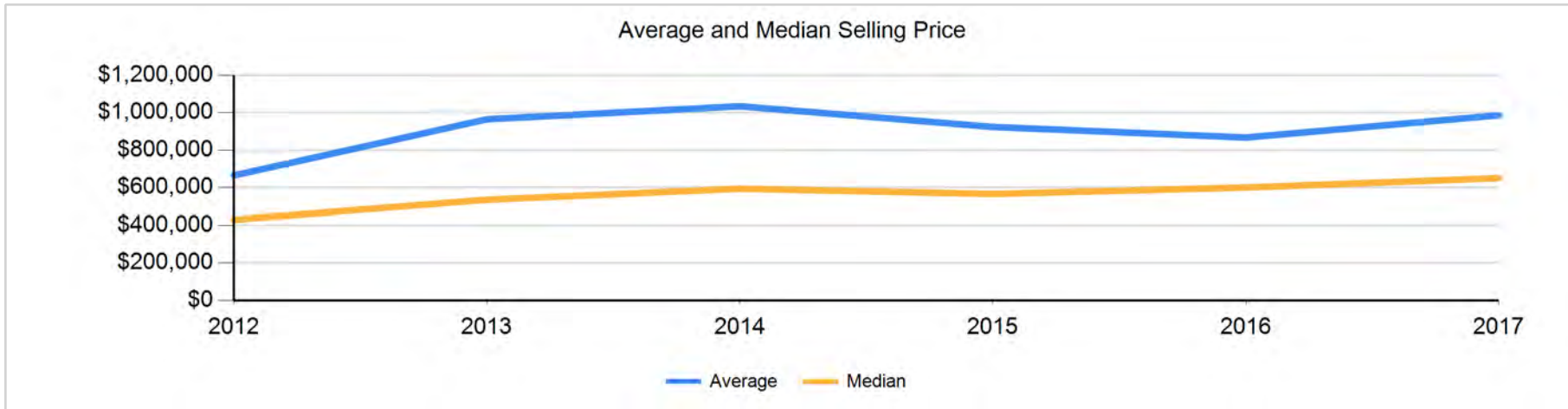


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Vineyard Haven

Annual Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
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
2017	95	9%	\$985,772	14%	\$650,000	8%	135%	13%	\$93,648,300	24%	165





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Vineyard Haven

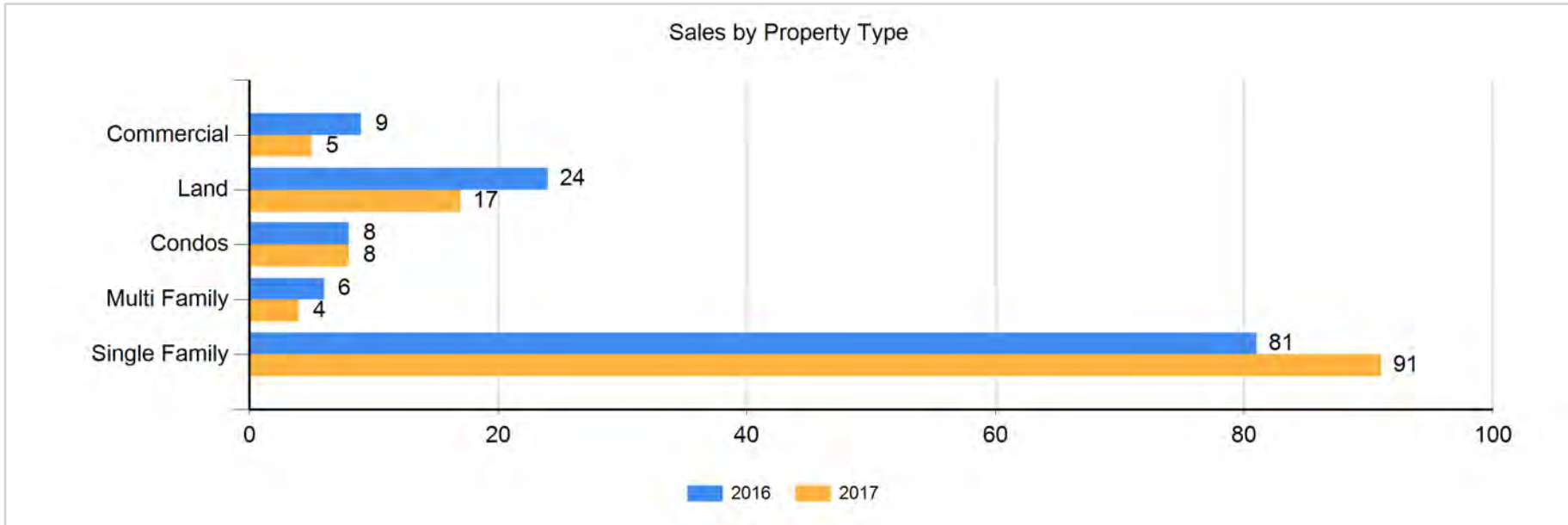




Vineyard Haven

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	17	6%	26	13%	26	13%	34	3%	103
Single Family	16	45%	22	10%	23	10%	30	3%	91
Multi Family	0	-100%	0	-100%	2		2	0%	4
Condos	1	-50%	4	100%	1	-50%	2	0%	8
Land	7	133%	5	0%	3	-50%	2	-80%	17
Commercial	3	200%	1	-80%	0	-100%	1	-50%	5

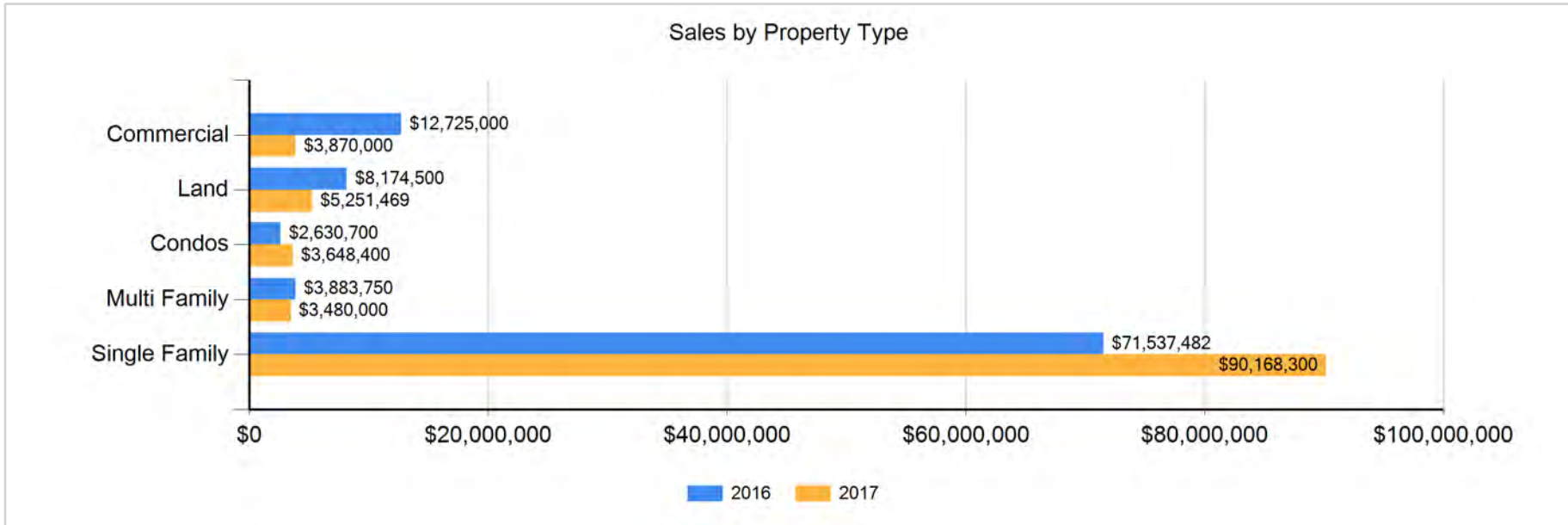




Vineyard Haven

Year to Date - Sales Volume By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$11,438,100	-2%	\$22,152,800	39%	\$27,228,000	71%	\$36,477,800	6%	\$97,296,700
Single Family	\$10,898,100	17%	\$20,096,900	33%	\$25,289,000	72%	\$33,884,300	5%	\$90,168,300
Multi Family					\$1,585,000		\$1,895,000	26%	\$3,480,000
Condos	\$540,000	62%	\$2,055,900	409%	\$354,000	-70%	\$698,500	-2%	\$3,648,400
Land	\$2,542,000	183%	\$1,485,000	-6%	\$725,000	-67%	\$499,469	-86%	\$5,251,469
Commercial	\$2,570,000	84%	\$200,000	-98%			\$1,100,000	-52%	\$3,870,000

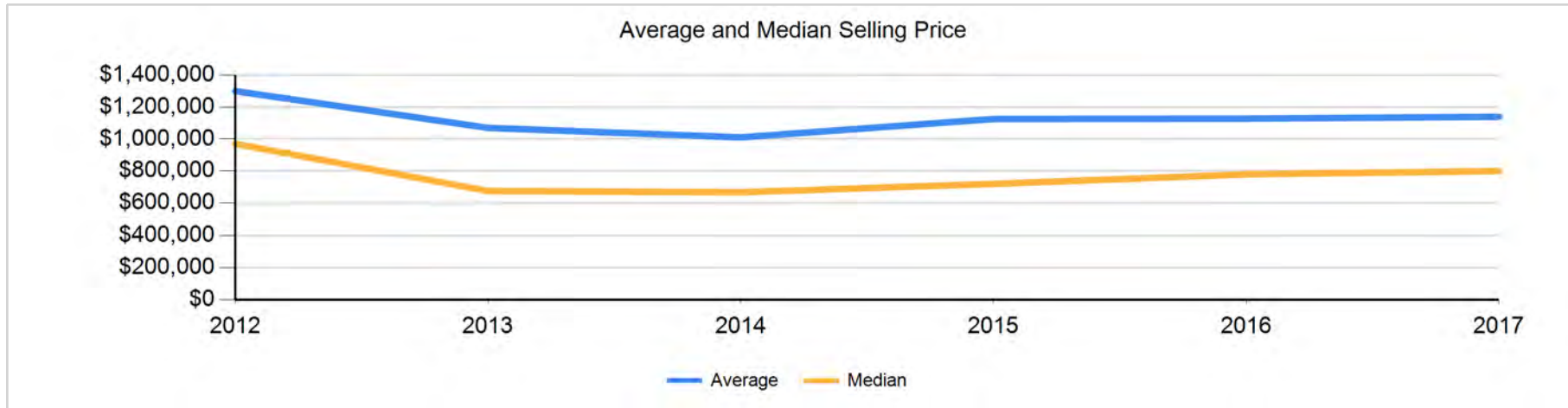




West Tisbury

Annual Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
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
2017	52	-5%	\$1,138,866	1%	\$800,000	3%	115%	4%	\$59,221,016	-4%	229





LINK

West Tisbury

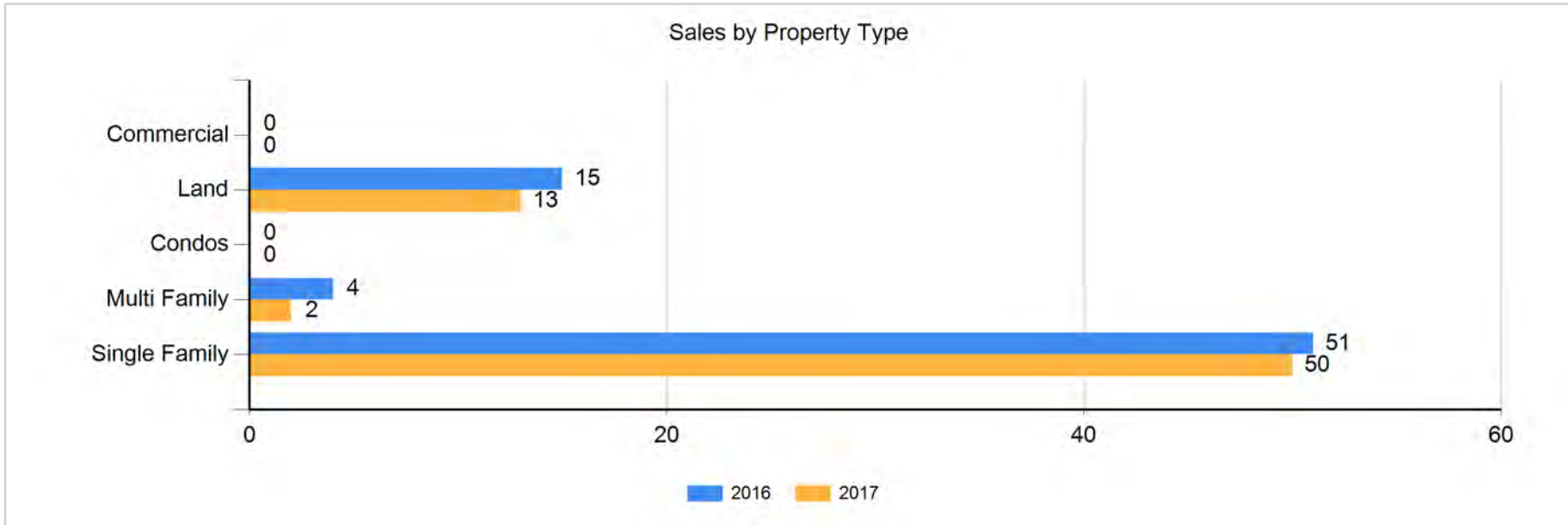




West Tisbury

Year to Date - Number of Sales By Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	14	27%	15	15%	14	-13%	9	-40%	52
Single Family	14	40%	15	25%	13	-7%	8	-47%	50
Multi Family	0	-100%	0	-100%	1	-50%	1		2
Condos	0		0		0		0		0
Land	2	-60%	2	-71%	3		6	100%	13
Commercial	0		0		0		0		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	\$15,147,500	4%	\$15,506,500	39%	\$20,811,016	30%	\$7,756,000	-61%	\$59,221,016
Single Family	\$15,147,500	28%	\$15,506,500	47%	\$19,861,016	40%	\$6,156,000	-69%	\$56,671,016
Multi Family					\$950,000	-48%	\$1,600,000		\$2,550,000
Condos									
Land	\$1,045,000	-38%	\$1,010,000	-84%	\$2,993,500		\$3,863,500	93%	\$8,912,000
Commercial									

