



Martha's Vineyard  
**First Quarter 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.

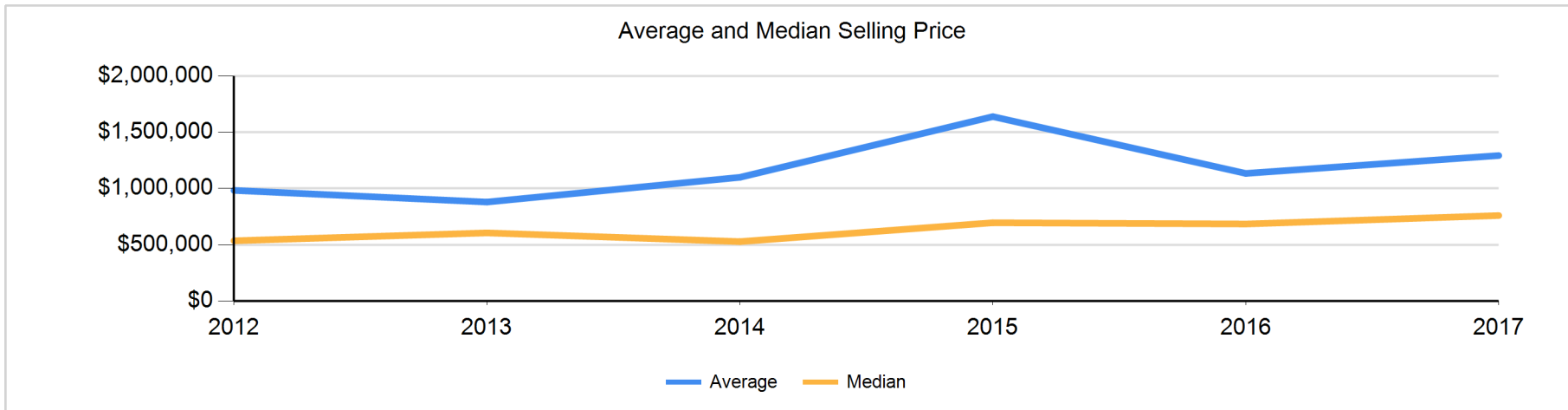
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



**Island Wide**  
 First Quarter 2017  
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	92	39%	\$982,469	-7%	\$535,000	-6%	92%	0%	\$90,387,149	30%	219
2013	60	-35%	\$878,978	-11%	\$605,000	13%	105%	14%	\$52,738,651	-42%	327
2014	82	37%	\$1,098,691	25%	\$527,500	-13%	104%	-1%	\$90,092,700	71%	191
2015	82	0%	\$1,638,147	49%	\$695,000	32%	118%	13%	\$134,328,025	49%	269
2016	81	-1%	\$1,133,257	-31%	\$683,729	-2%	158%	34%	\$91,793,813	-32%	280
2017	89	10%	\$1,292,005	14%	\$759,000	11%	126%	-20%	\$114,988,432	25%	207



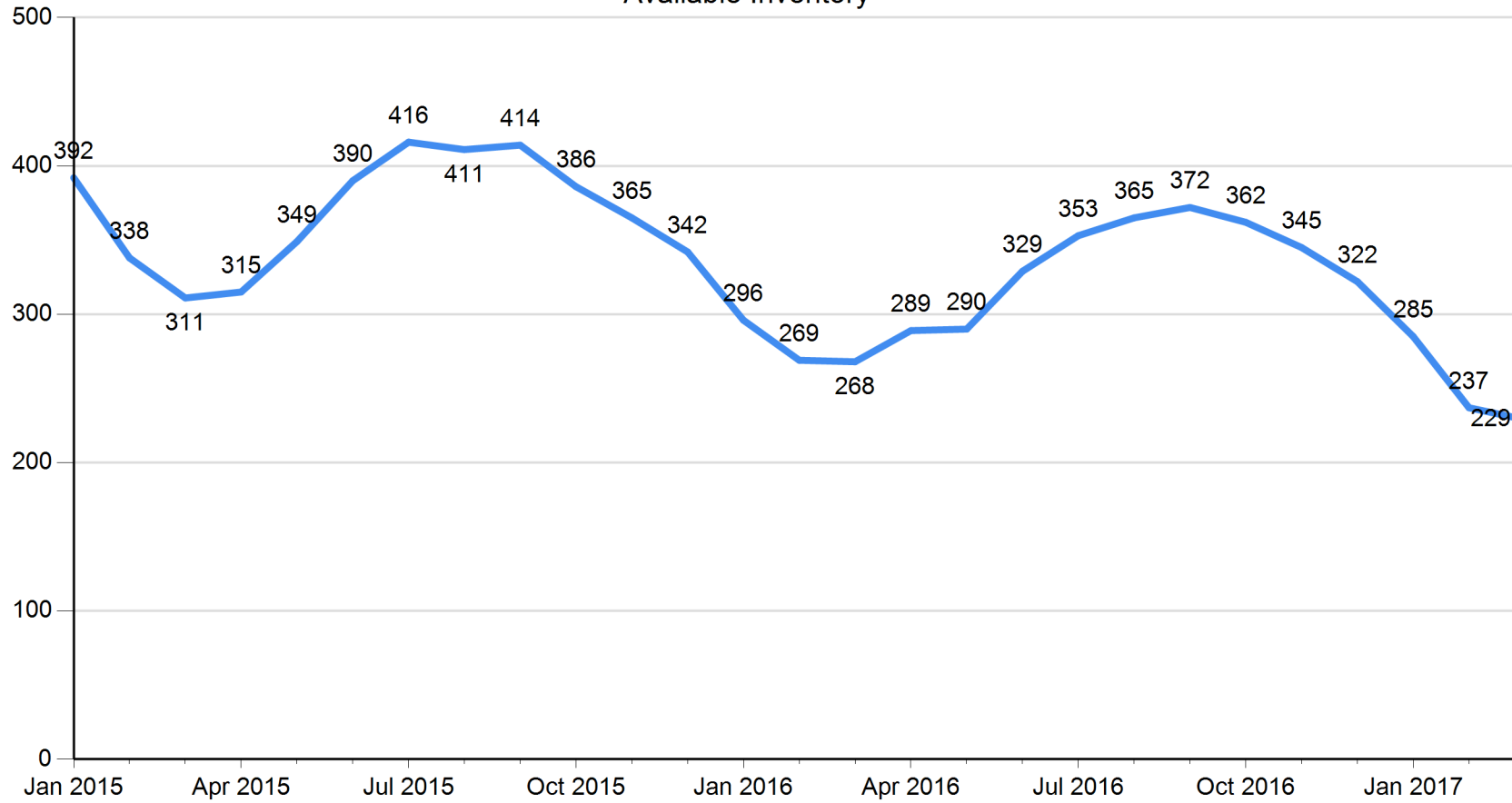


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## Island Wide

First Quarter 2017

Available Inventory





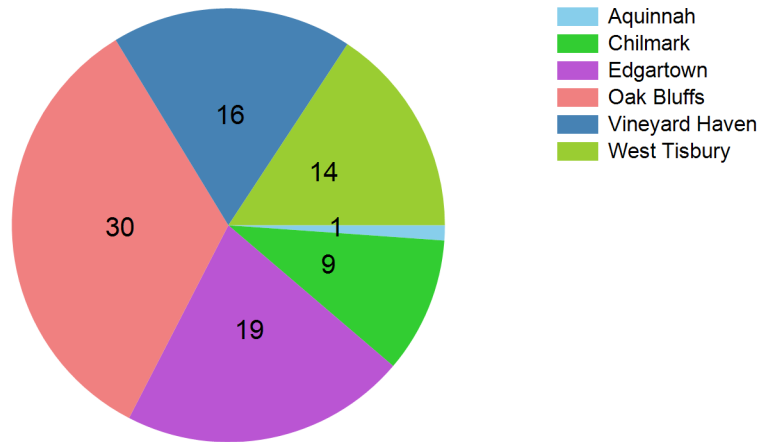
## Island Wide

First Quarter 2017

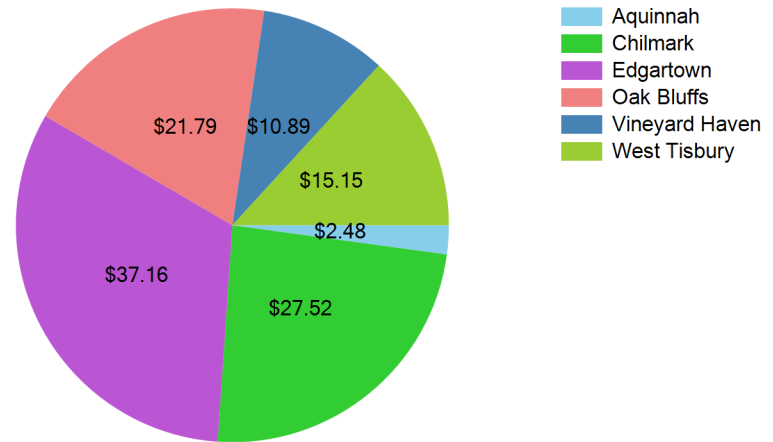
### Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
<b>Aquinnah</b>	1	-67%	\$2,475,000	67%	\$2,475,000	77%	98%	-2%	\$2,475,000	-44%	2666
<b>Chilmark</b>	9	29%	\$3,057,389	46%	\$1,450,000	-10%	100%	-84%	\$27,516,500	87%	298
<b>Edgartown</b>	19	-24%	\$1,955,786	47%	\$1,000,000	11%	138%	19%	\$37,159,937	12%	158
<b>Oak Bluffs</b>	30	43%	\$726,500	13%	\$657,500	14%	124%	5%	\$21,794,995	62%	94
<b>Vineyard Haven</b>	16	14%	\$680,906	-16%	\$566,000	-4%	148%	28%	\$10,894,500	-4%	138
<b>West Tisbury</b>	14	27%	\$1,081,964	-19%	\$743,750	6%	107%	-3%	\$15,147,500	4%	304

Sales by Area



Sales by Area (\$ Millions)



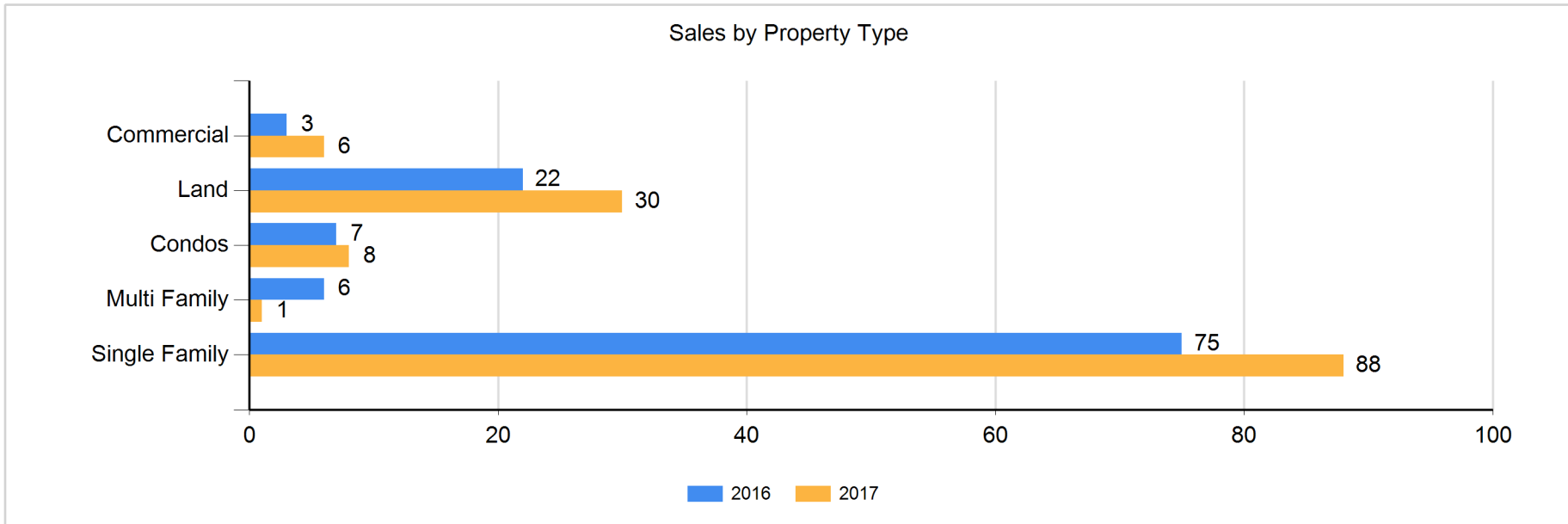


## Island Wide

First Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
<b>Residential</b>	97	10%	97
<b>Single Family</b>	88	17%	88
<b>Multi Family</b>	1	-83%	1
<b>Condos</b>	8	14%	8
<b>Land</b>	30	36%	30
<b>Commercial</b>	6	100%	6



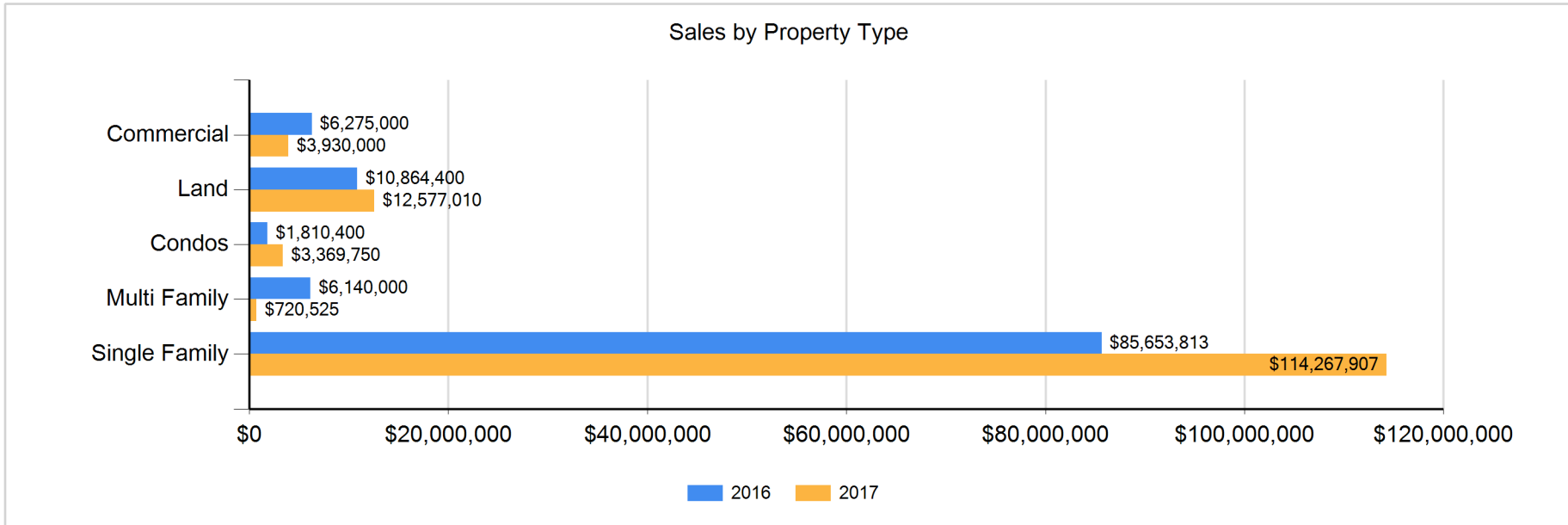


## Island Wide

First Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$118,358,182	26%	\$118,358,182
<b>Single Family</b>	\$114,267,907	33%	\$114,267,907
<b>Multi Family</b>	\$720,525	-88%	\$720,525
<b>Condos</b>	\$3,369,750	86%	\$3,369,750
<b>Land</b>	\$12,577,010	16%	\$12,577,010
<b>Commercial</b>	\$3,930,000	-37%	\$3,930,000





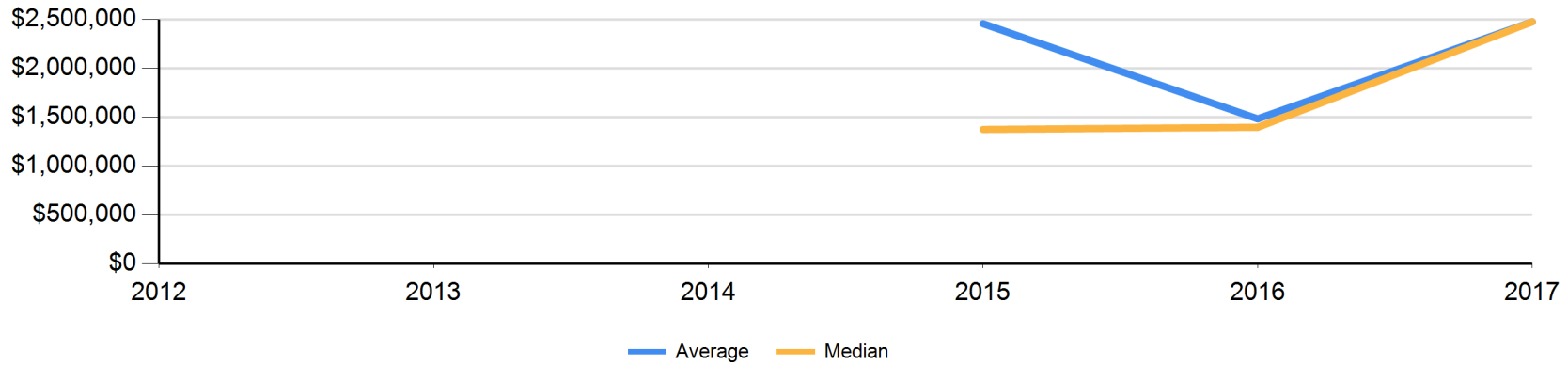
## Aquinnah

First Quarter 2017

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	2	-33%	\$1,454,450	26%	\$1,454,450	19%	105%	44%	\$2,908,900	-16%	660
2013	0	-100%									
2014	0										
2015	4		\$2,455,375		\$1,373,250		86%		\$9,821,500		483
2016	3	-25%	\$1,481,667	-40%	\$1,395,000	2%	100%	16%	\$4,445,000	-55%	356
2017	1	-67%	\$2,475,000	67%	\$2,475,000	77%	98%	-2%	\$2,475,000	-44%	2666

Average and Median Selling Price





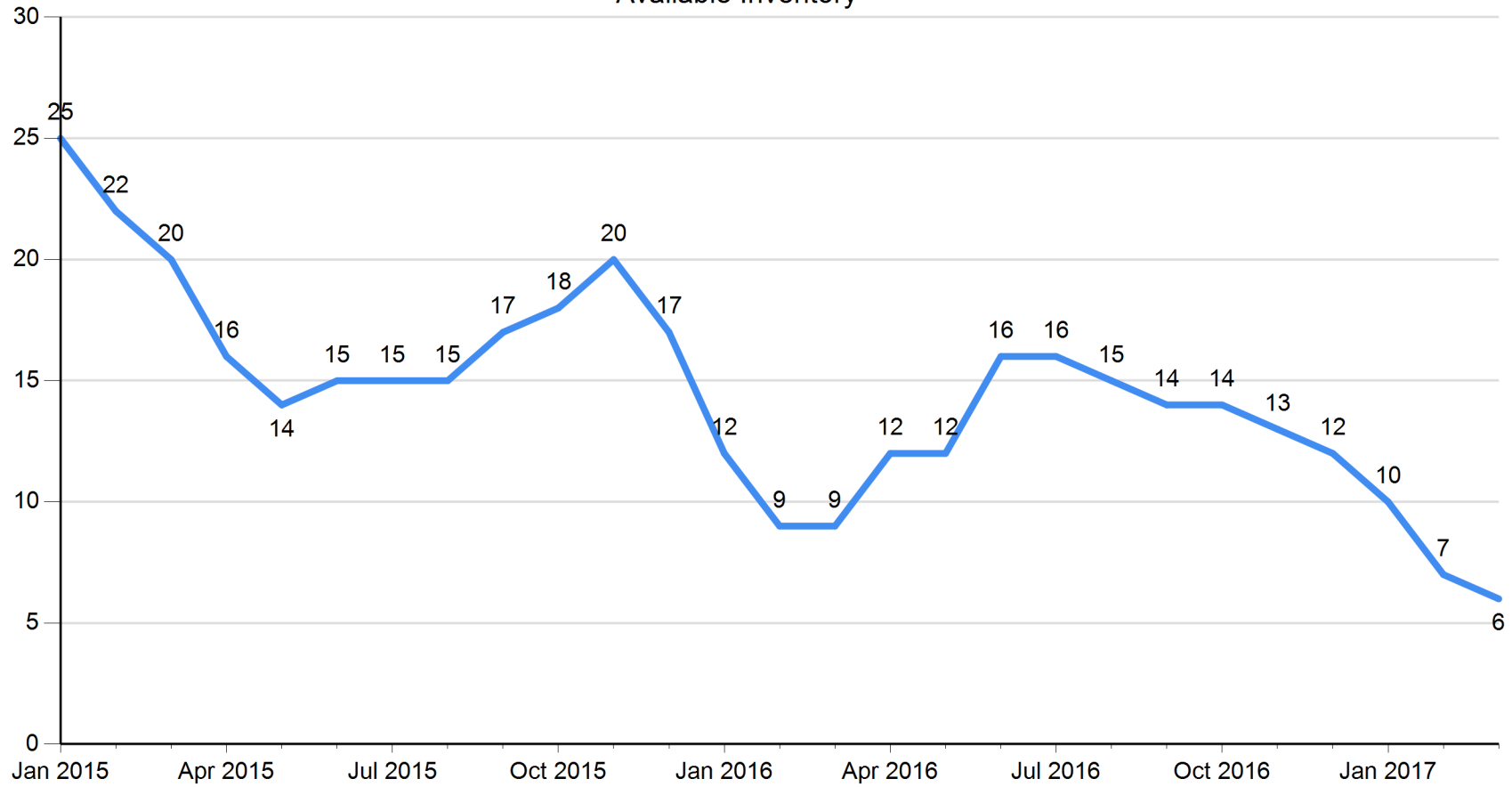


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## Aquinnah

First Quarter 2017

Available Inventory



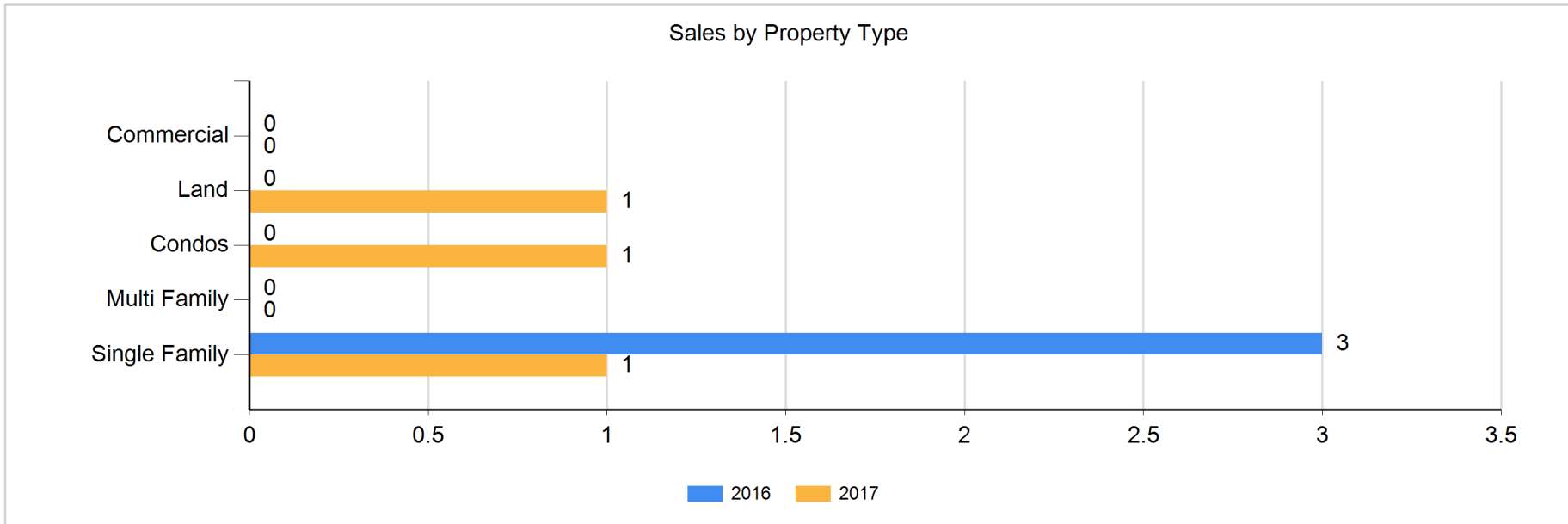


## Aquinnah

First Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
<b>Residential</b>	2	-33%	2
<b>Single Family</b>	1	-67%	1
<b>Multi Family</b>	0		0
<b>Condos</b>	1		1
<b>Land</b>	1		1
<b>Commercial</b>	0		0





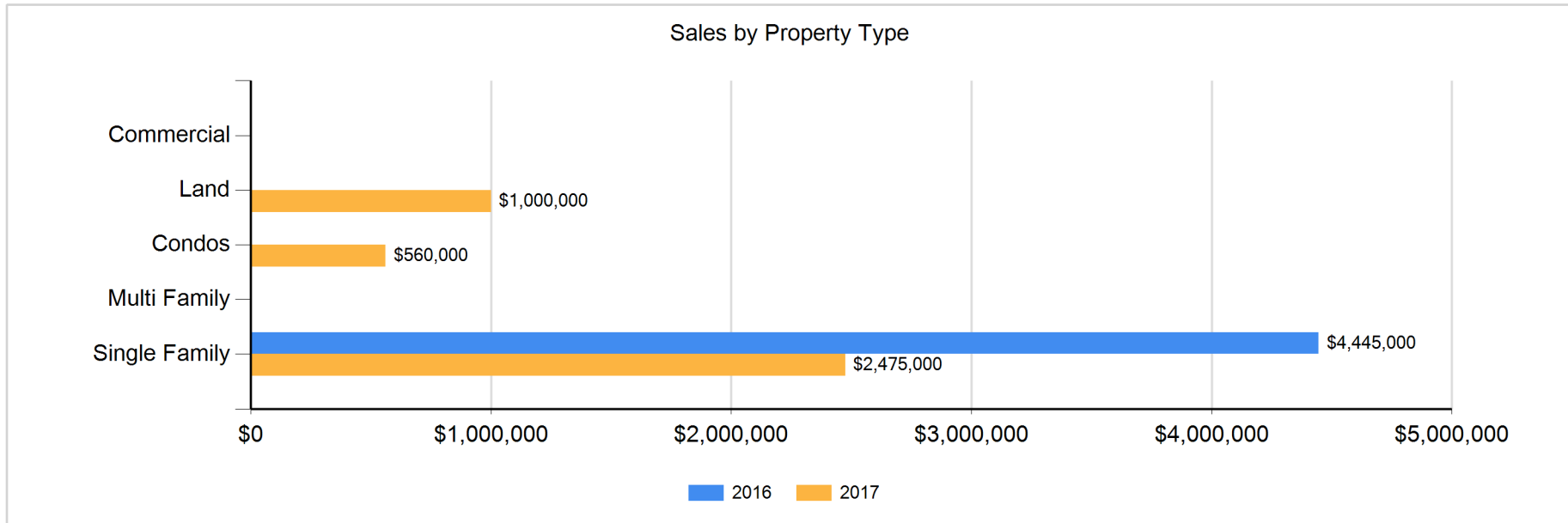
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## Aquinnah

First Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$3,035,000	-32%	\$3,035,000
<b>Single Family</b>	\$2,475,000	-44%	\$2,475,000
<b>Multi Family</b>			
<b>Condos</b>	\$560,000		\$560,000
<b>Land</b>	\$1,000,000		\$1,000,000
<b>Commercial</b>			

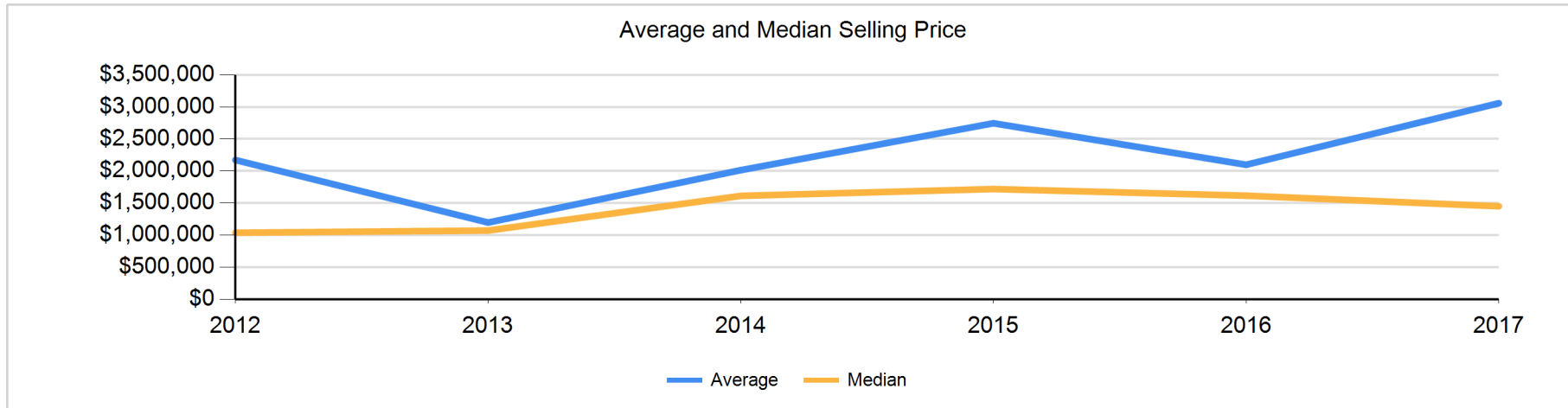




## Chilmark

### First Quarter 2017 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	4	0%	\$2,171,250	124%	\$1,037,500	60%	106%	19%	\$8,685,000	124%	349
2013	4	0%	\$1,196,125	-45%	\$1,071,750	3%	79%	-25%	\$4,784,500	-45%	791
2014	6	50%	\$2,013,333	68%	\$1,612,500	50%	90%	14%	\$12,080,000	152%	185
2015	6	0%	\$2,744,583	36%	\$1,718,750	7%	97%	8%	\$16,467,500	36%	241
2016	7	17%	\$2,097,176	-24%	\$1,615,000	-6%	615%	534%	\$14,680,229	-11%	280
2017	9	29%	\$3,057,389	46%	\$1,450,000	-10%	100%	-84%	\$27,516,500	87%	298



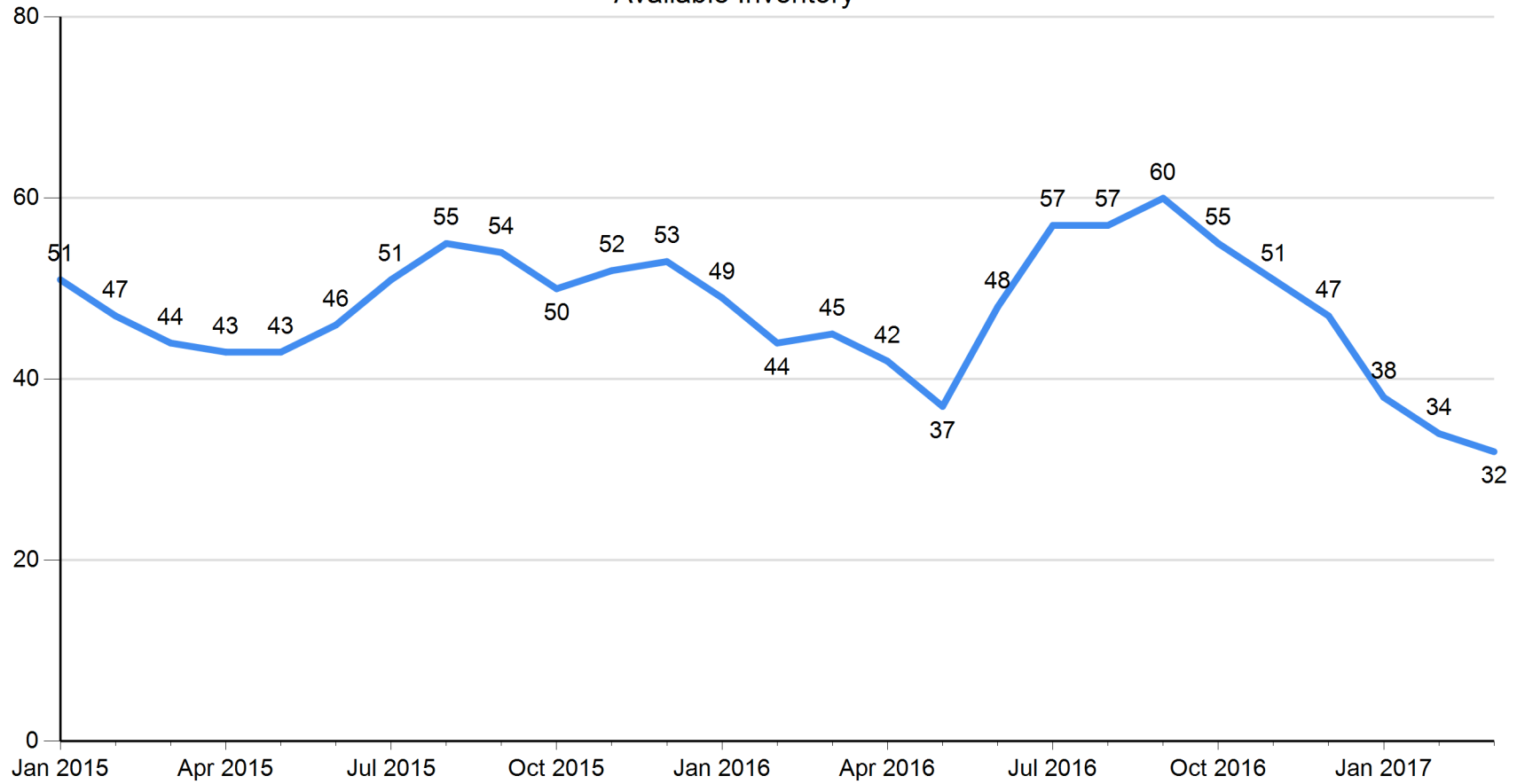


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## Chilmark

First Quarter 2017

Available Inventory



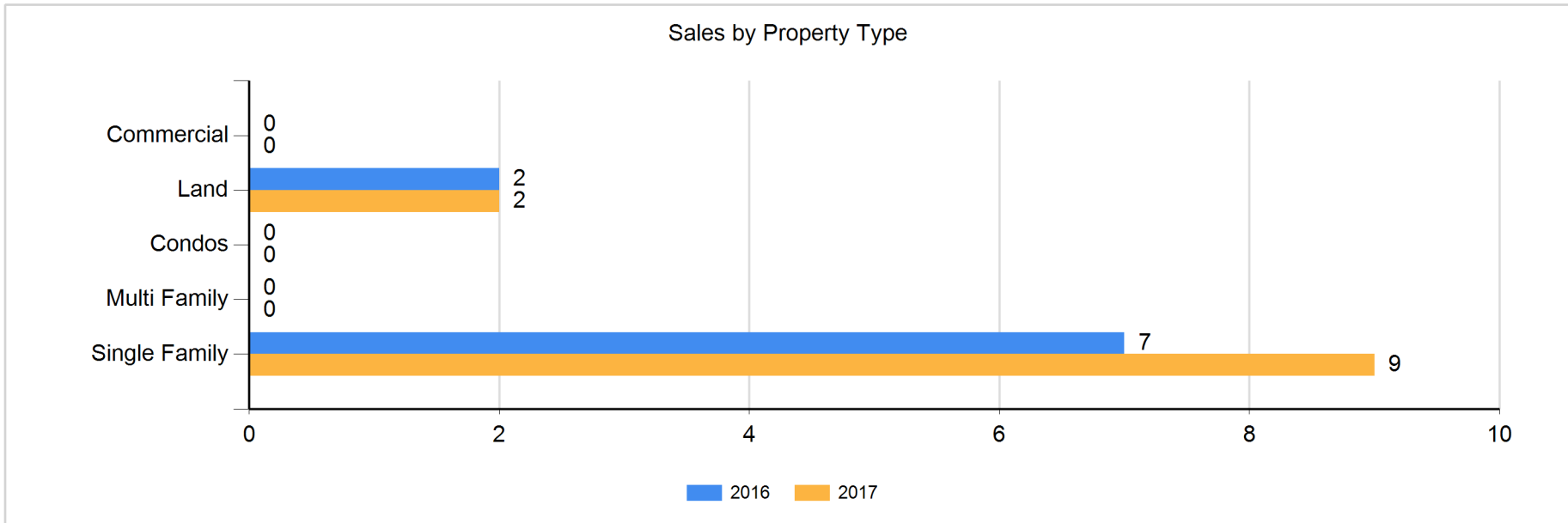


# Chilmark

First Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% +/-	Sales
<b>Residential</b>	9	29%	9
<b>Single Family</b>	9	29%	9
<b>Multi Family</b>	0		0
<b>Condos</b>	0		0
<b>Land</b>	2	0%	2
<b>Commercial</b>	0		0

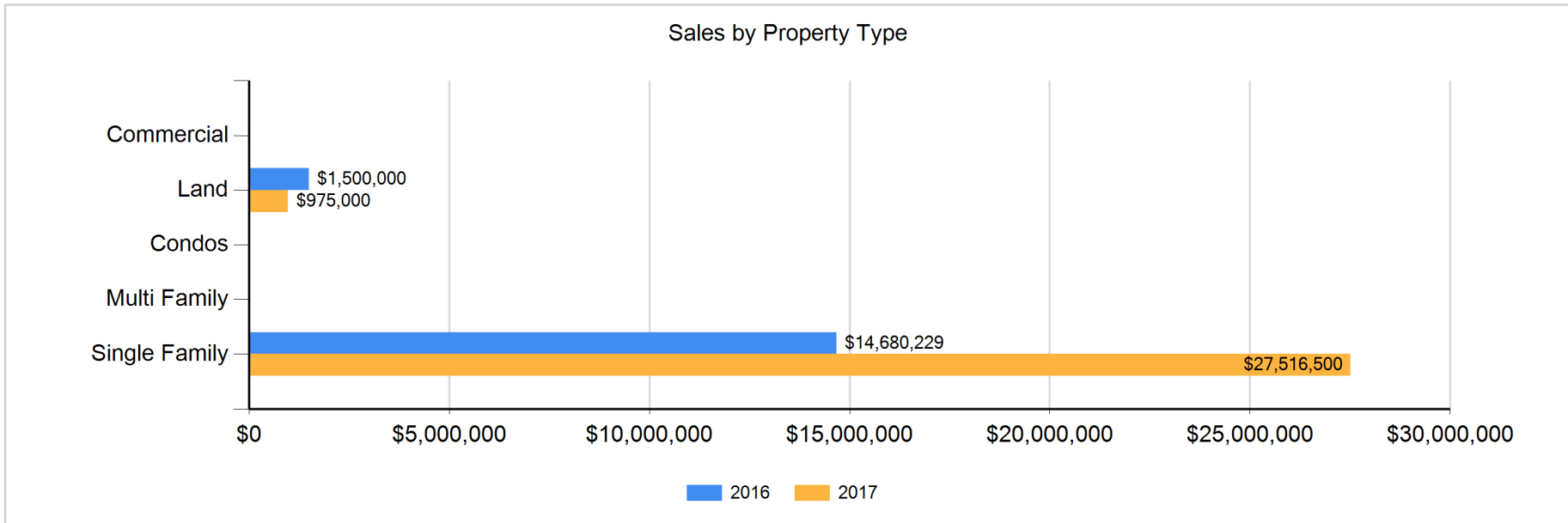




# Chilmark

First Quarter 2017  
Year to Date - Sales Volume by Quarter

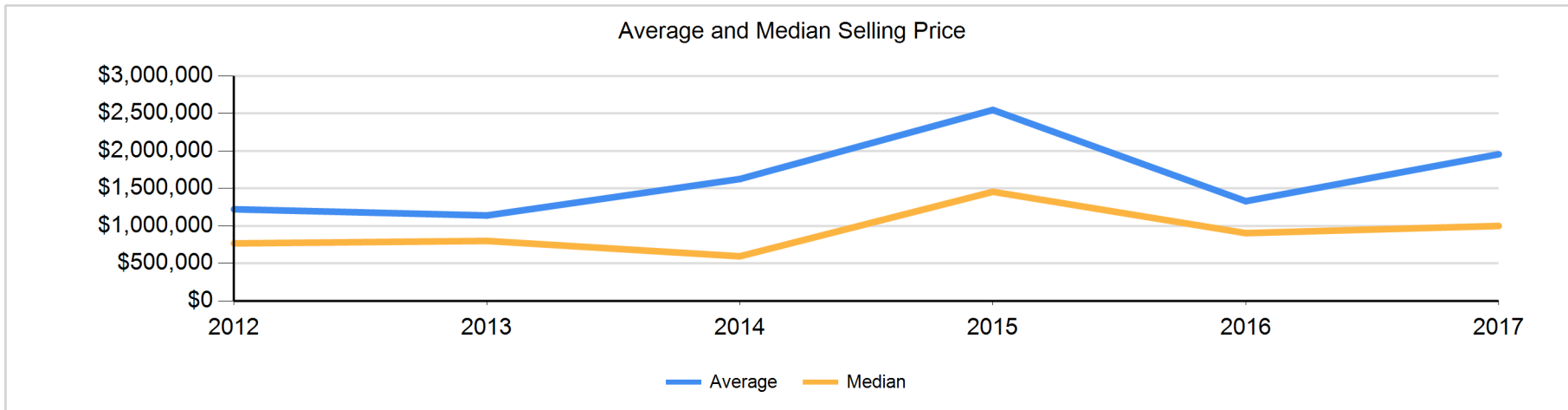
	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$27,516,500	87%	\$27,516,500
<b>Single Family</b>	\$27,516,500	87%	\$27,516,500
<b>Multi Family</b>			
<b>Condos</b>			
<b>Land</b>	\$975,000	-35%	\$975,000
<b>Commercial</b>			





**Edgartown**  
 First Quarter 2017  
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	33	94%	\$1,221,866	-44%	\$767,000	-23%	96%	-3%	\$40,321,577	8%	177
2013	21	-36%	\$1,139,431	-7%	\$800,000	4%	104%	8%	\$23,928,050	-41%	342
2014	29	38%	\$1,625,284	43%	\$595,000	-26%	111%	7%	\$47,133,250	97%	255
2015	28	-3%	\$2,546,112	57%	\$1,455,000	145%	124%	12%	\$71,291,125	51%	203
2016	25	-11%	\$1,329,873	-48%	\$904,000	-38%	116%	-6%	\$33,246,833	-53%	319
2017	19	-24%	\$1,955,786	47%	\$1,000,000	11%	138%	19%	\$37,159,937	12%	158





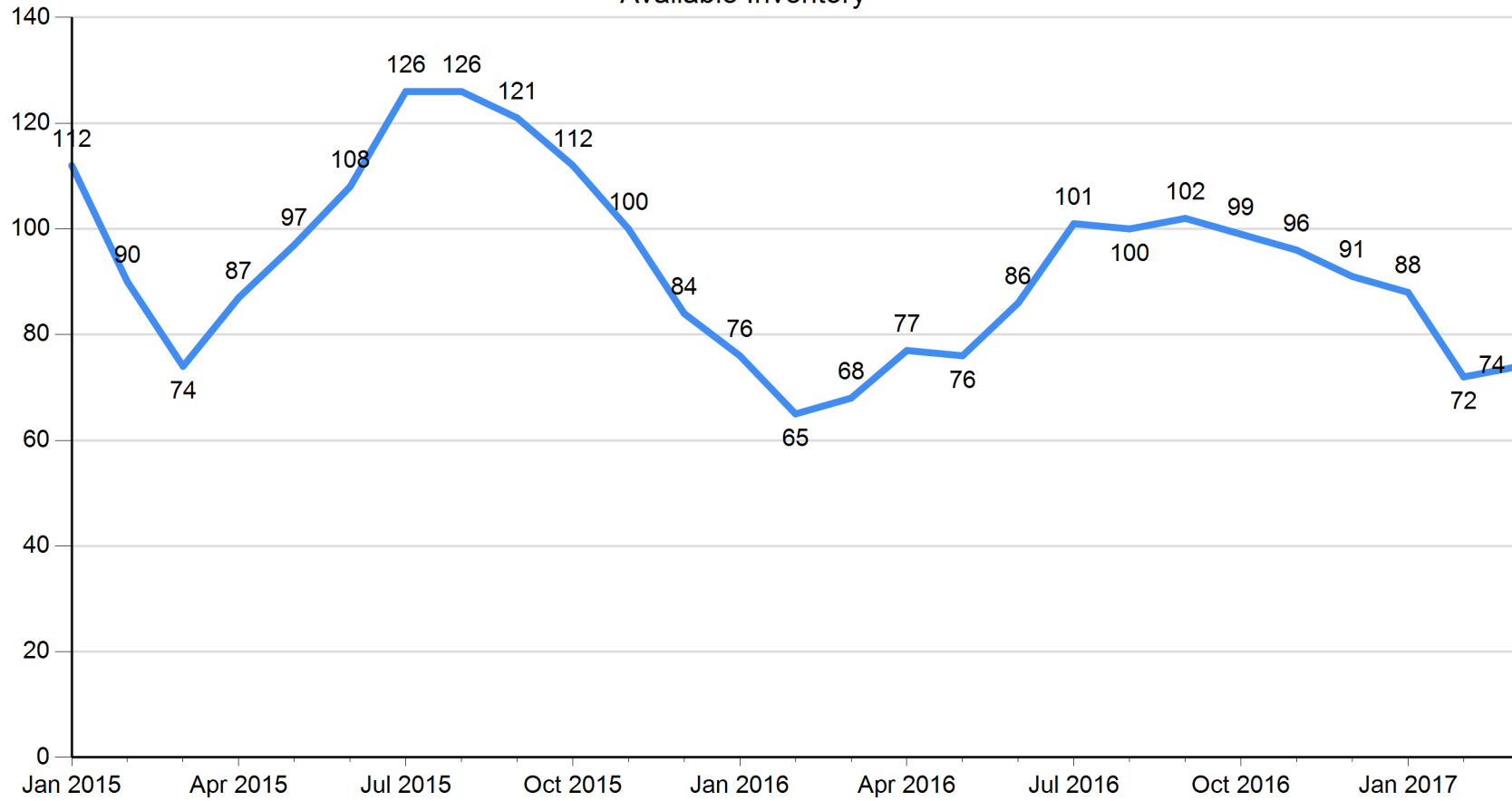


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## Edgartown

First Quarter 2017

Available Inventory



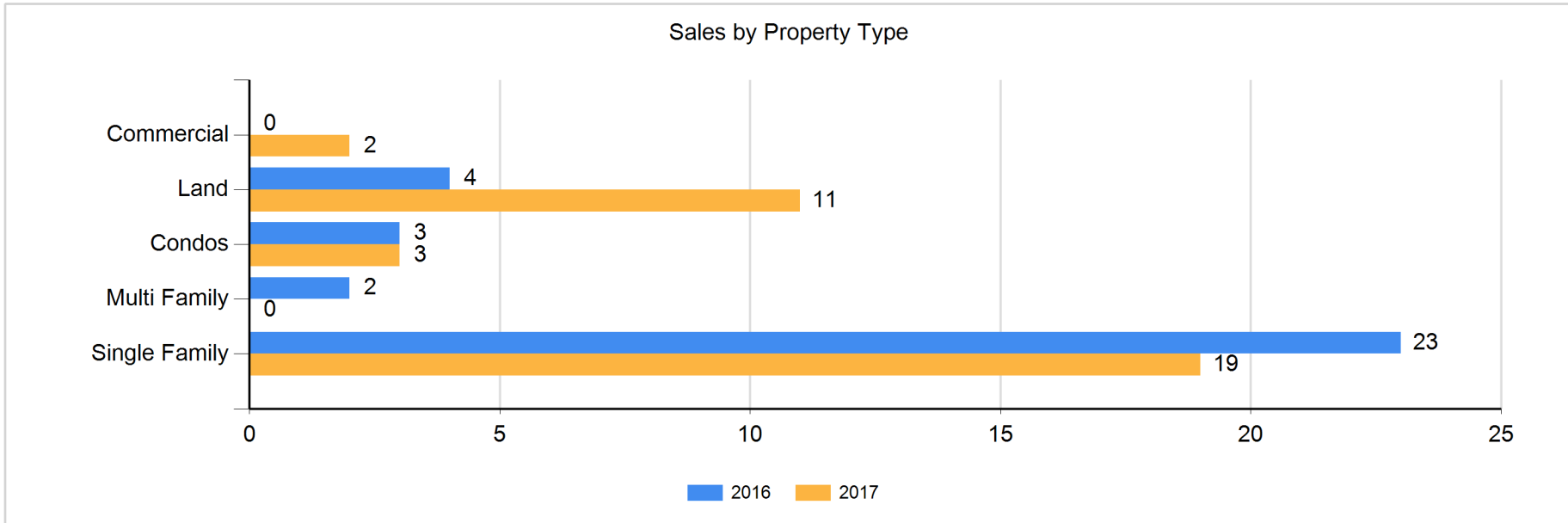


## Edgartown

First Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
<b>Residential</b>	22	-21%	22
<b>Single Family</b>	19	-17%	19
<b>Multi Family</b>	0	-100%	0
<b>Condos</b>	3	0%	3
<b>Land</b>	11	175%	11
<b>Commercial</b>	2		2



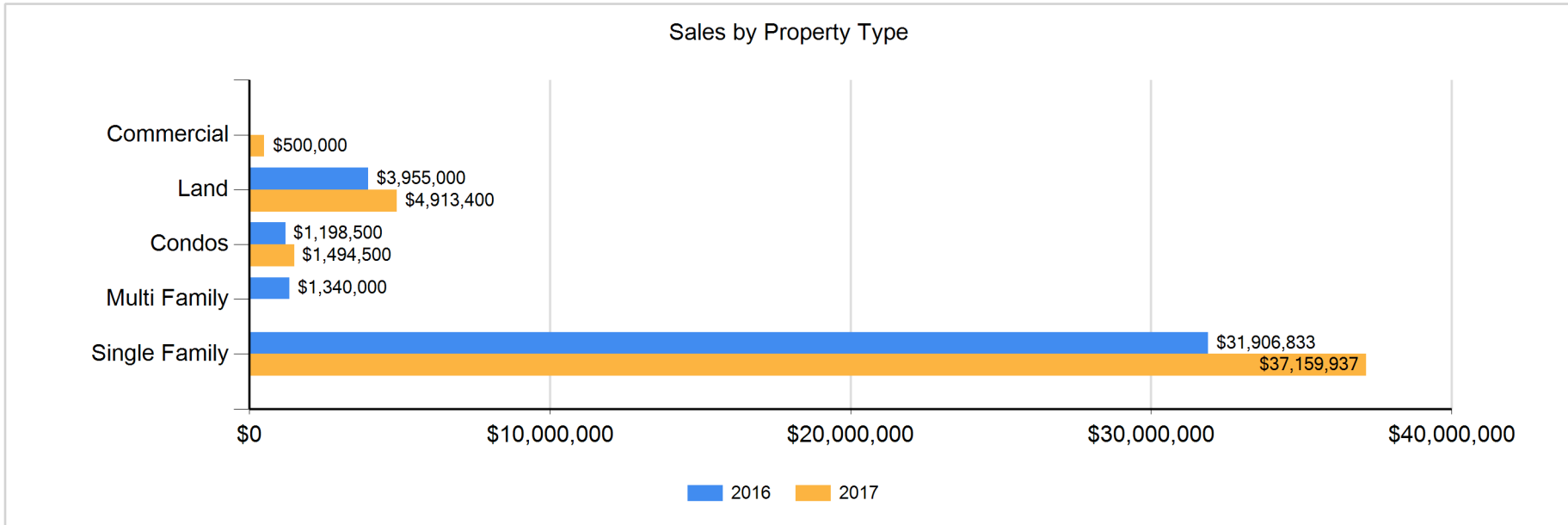


## Edgartown

First Quarter 2017

Year to Date - Sales Volume by Quarter

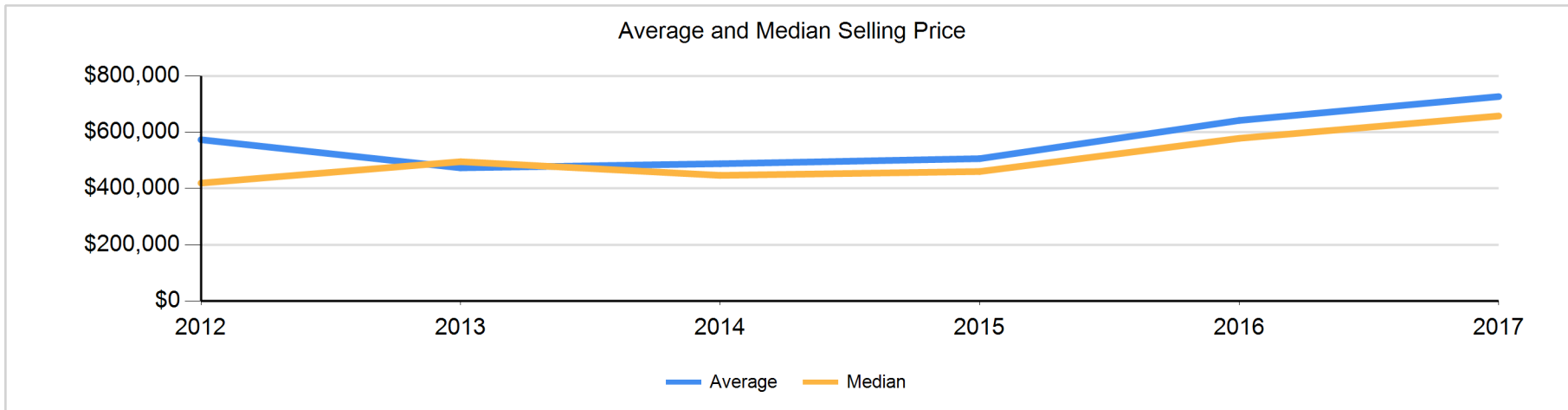
	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$38,654,437	12%	\$38,654,437
<b>Single Family</b>	\$37,159,937	16%	\$37,159,937
<b>Multi Family</b>			
<b>Condos</b>	\$1,494,500	25%	\$1,494,500
<b>Land</b>	\$4,913,400	24%	\$4,913,400
<b>Commercial</b>	\$500,000		\$500,000





**Oak Bluffs**  
 First Quarter 2017  
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	29	53%	\$573,116	16%	\$419,000	-14%	91%	2%	\$16,620,374	77%	230
2013	17	-41%	\$473,147	-17%	\$495,000	18%	119%	31%	\$8,043,500	-52%	140
2014	26	53%	\$487,738	3%	\$446,450	-10%	102%	-14%	\$12,681,200	58%	145
2015	16	-38%	\$505,719	4%	\$460,000	3%	106%	4%	\$8,091,500	-36%	210
2016	21	31%	\$641,629	27%	\$578,000	26%	118%	11%	\$13,474,201	67%	205
2017	30	43%	\$726,500	13%	\$657,500	14%	124%	5%	\$21,794,995	62%	94



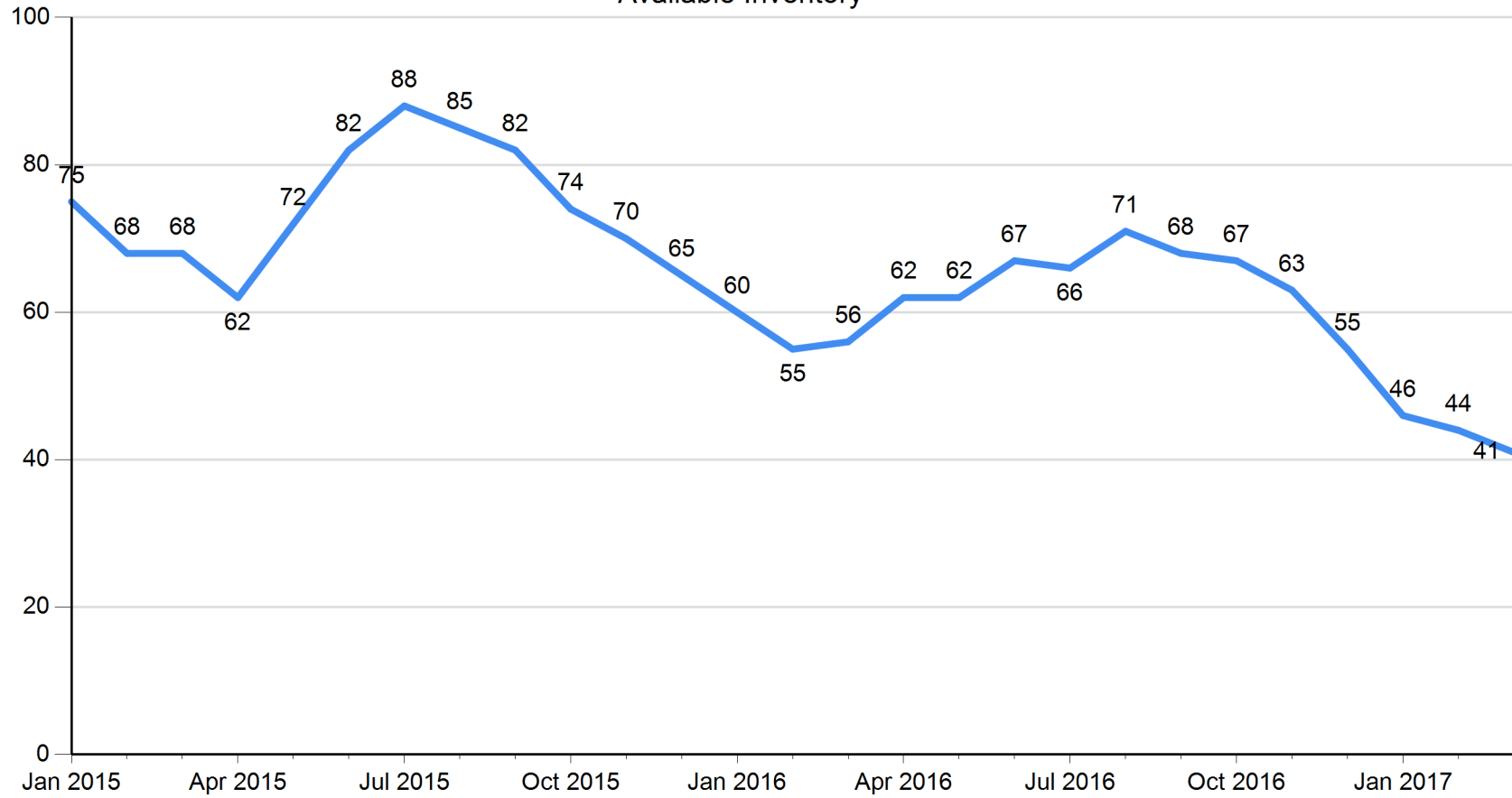


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## Oak Bluffs

First Quarter 2017

Available Inventory



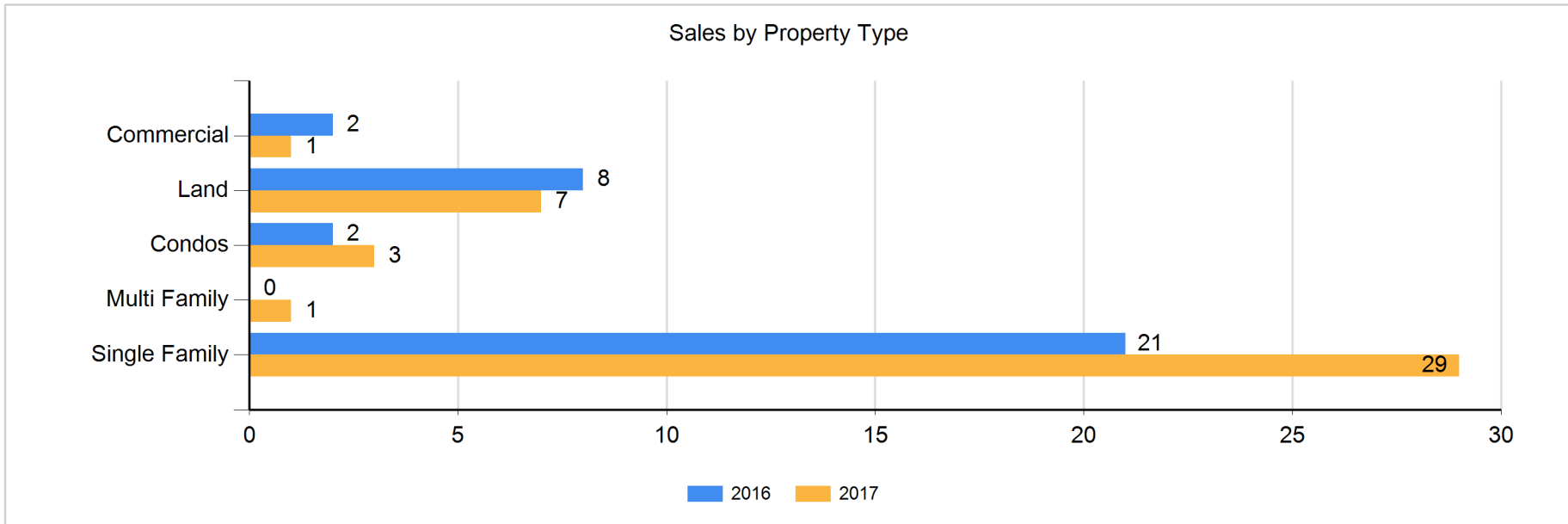


## Oak Bluffs

First Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
<b>Residential</b>	33	43%	33
<b>Single Family</b>	29	38%	29
<b>Multi Family</b>	1		1
<b>Condos</b>	3	50%	3
<b>Land</b>	7	-13%	7
<b>Commercial</b>	1	-50%	1



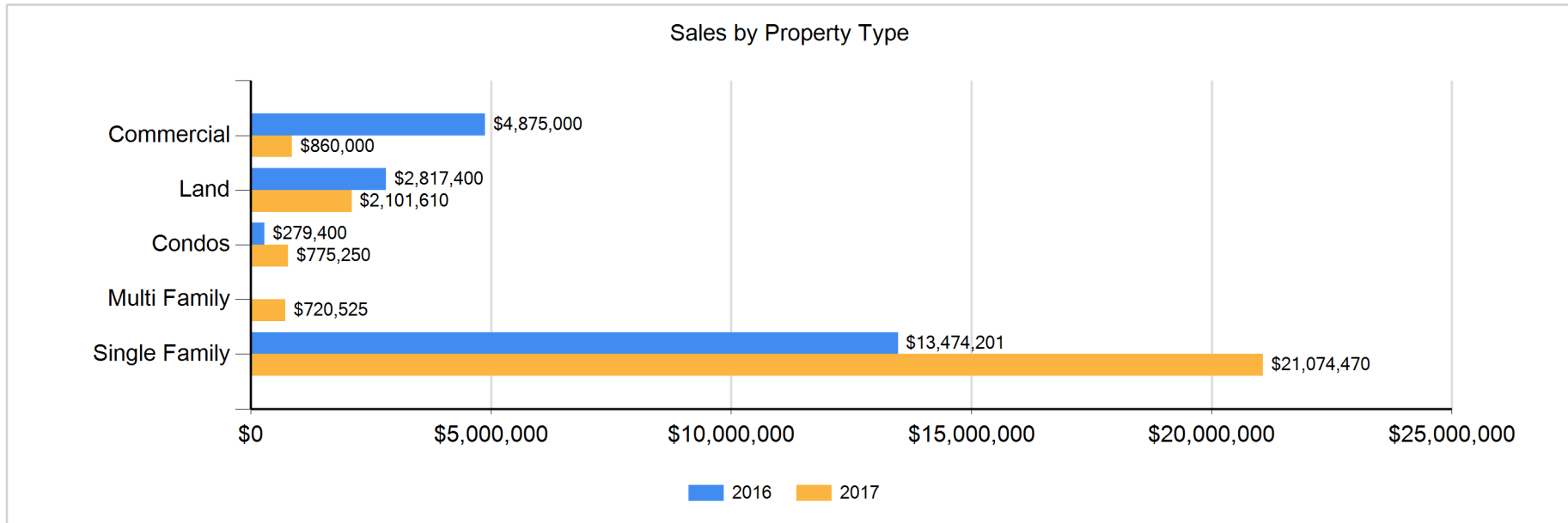


## Oak Bluffs

First Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$22,570,245	64%	\$22,570,245
<b>Single Family</b>	\$21,074,470	56%	\$21,074,470
<b>Multi Family</b>	\$720,525		\$720,525
<b>Condos</b>	\$775,250	177%	\$775,250
<b>Land</b>	\$2,101,610	-25%	\$2,101,610
<b>Commercial</b>	\$860,000	-82%	\$860,000





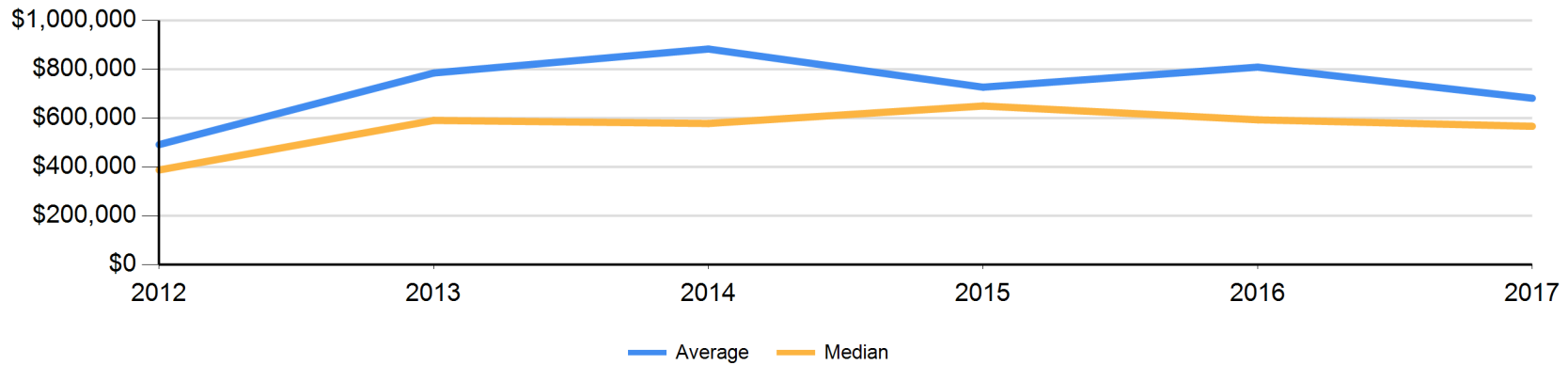
## Vineyard Haven

First Quarter 2017

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	17	21%	\$490,900	0%	\$387,000	2%	79%	-15%	\$8,345,298	21%	237
2013	11	-35%	\$784,182	60%	\$590,000	52%	100%	27%	\$8,626,000	3%	299
2014	12	9%	\$882,229	13%	\$577,500	-2%	92%	-8%	\$10,586,750	23%	135
2015	19	58%	\$726,000	-18%	\$649,000	12%	143%	55%	\$13,794,000	30%	366
2016	14	-26%	\$808,143	11%	\$592,500	-9%	116%	-19%	\$11,314,000	-18%	243
2017	16	14%	\$680,906	-16%	\$566,000	-4%	148%	28%	\$10,894,500	-4%	138

Average and Median Selling Price





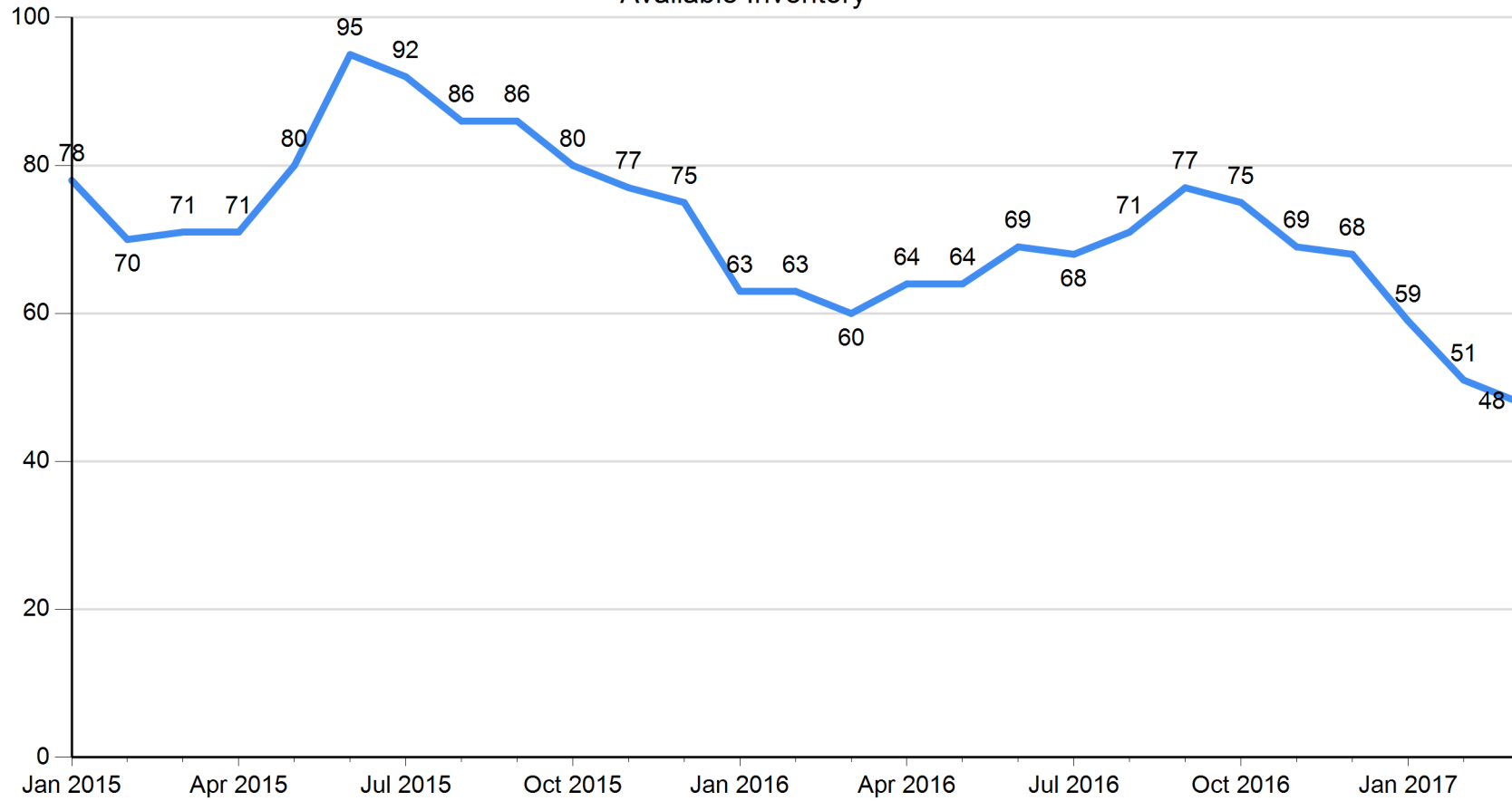


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## Vineyard Haven

First Quarter 2017

Available Inventory



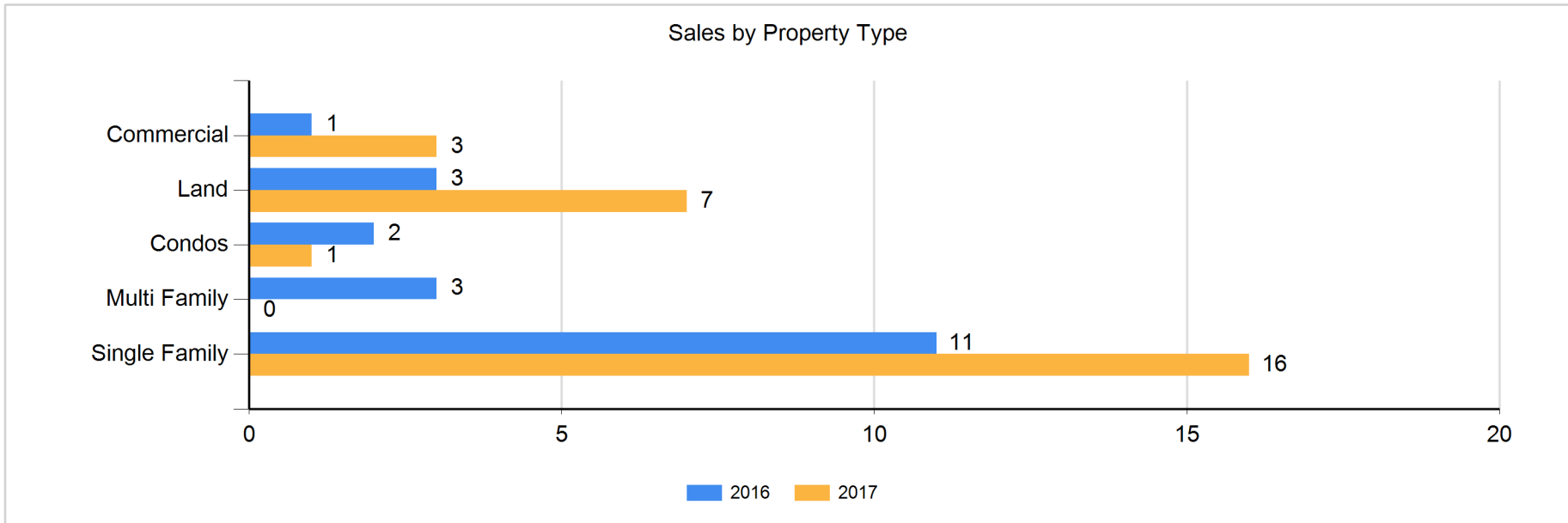


## Vineyard Haven

First Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
<b>Residential</b>	17	6%	17
<b>Single Family</b>	16	45%	16
<b>Multi Family</b>	0	-100%	0
<b>Condos</b>	1	-50%	1
<b>Land</b>	7	133%	7
<b>Commercial</b>	3	200%	3



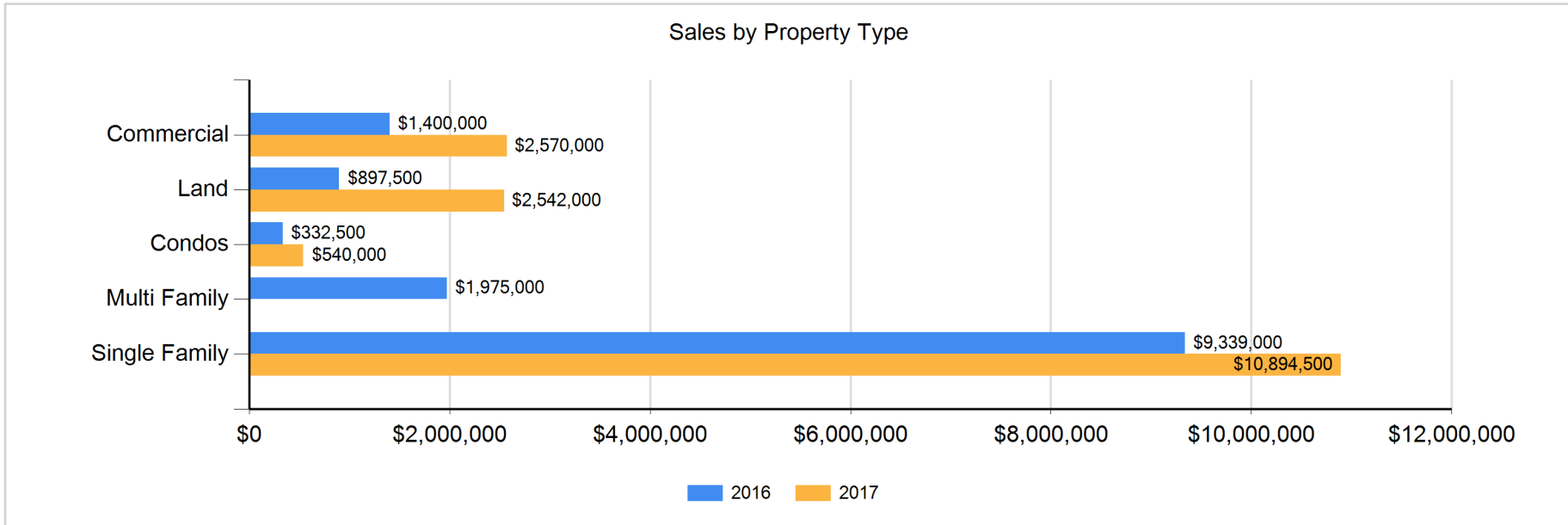


## Vineyard Haven

First Quarter 2017

Year to Date - Sales Volume by Quarter

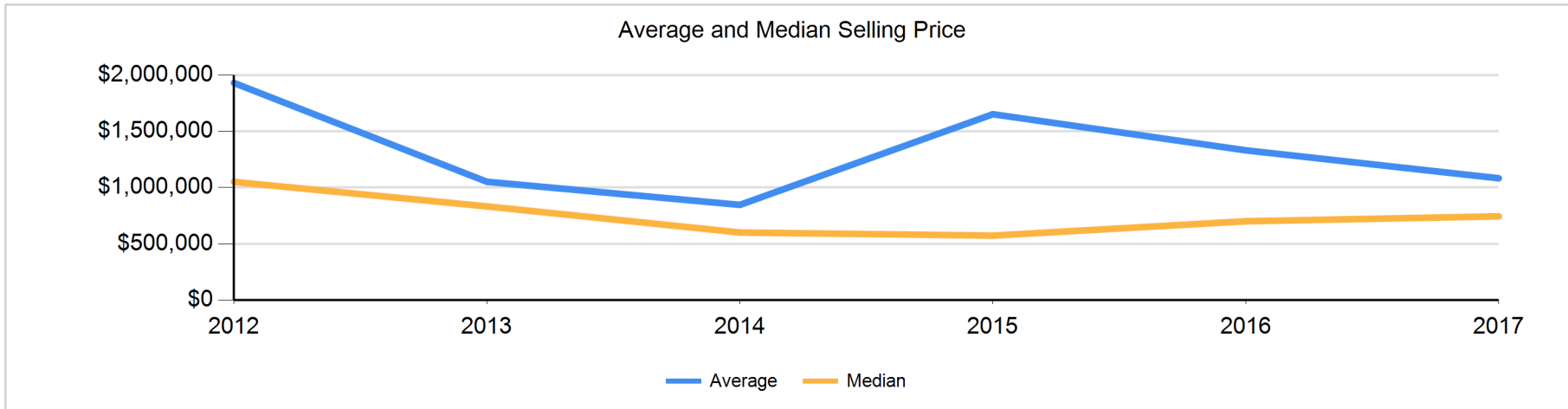
	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$11,434,500	-2%	\$11,434,500
<b>Single Family</b>	\$10,894,500	17%	\$10,894,500
<b>Multi Family</b>			
<b>Condos</b>	\$540,000	62%	\$540,000
<b>Land</b>	\$2,542,000	183%	\$2,542,000
<b>Commercial</b>	\$2,570,000	84%	\$2,570,000





**West Tisbury**  
 First Quarter 2017  
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	7	-22%	\$1,929,429	99%	\$1,050,000	72%	105%	9%	\$13,506,000	55%	146
2013	7	0%	\$1,050,943	-46%	\$832,000	-21%	96%	-9%	\$7,356,601	-46%	475
2014	9	29%	\$845,722	-20%	\$600,000	-28%	108%	13%	\$7,611,500	3%	211
2015	9	0%	\$1,651,378	95%	\$572,500	-5%	95%	-12%	\$14,862,400	95%	280
2016	11	22%	\$1,330,323	-19%	\$700,000	22%	110%	16%	\$14,633,550	-2%	339
2017	14	27%	\$1,081,964	-19%	\$743,750	6%	107%	-3%	\$15,147,500	4%	304



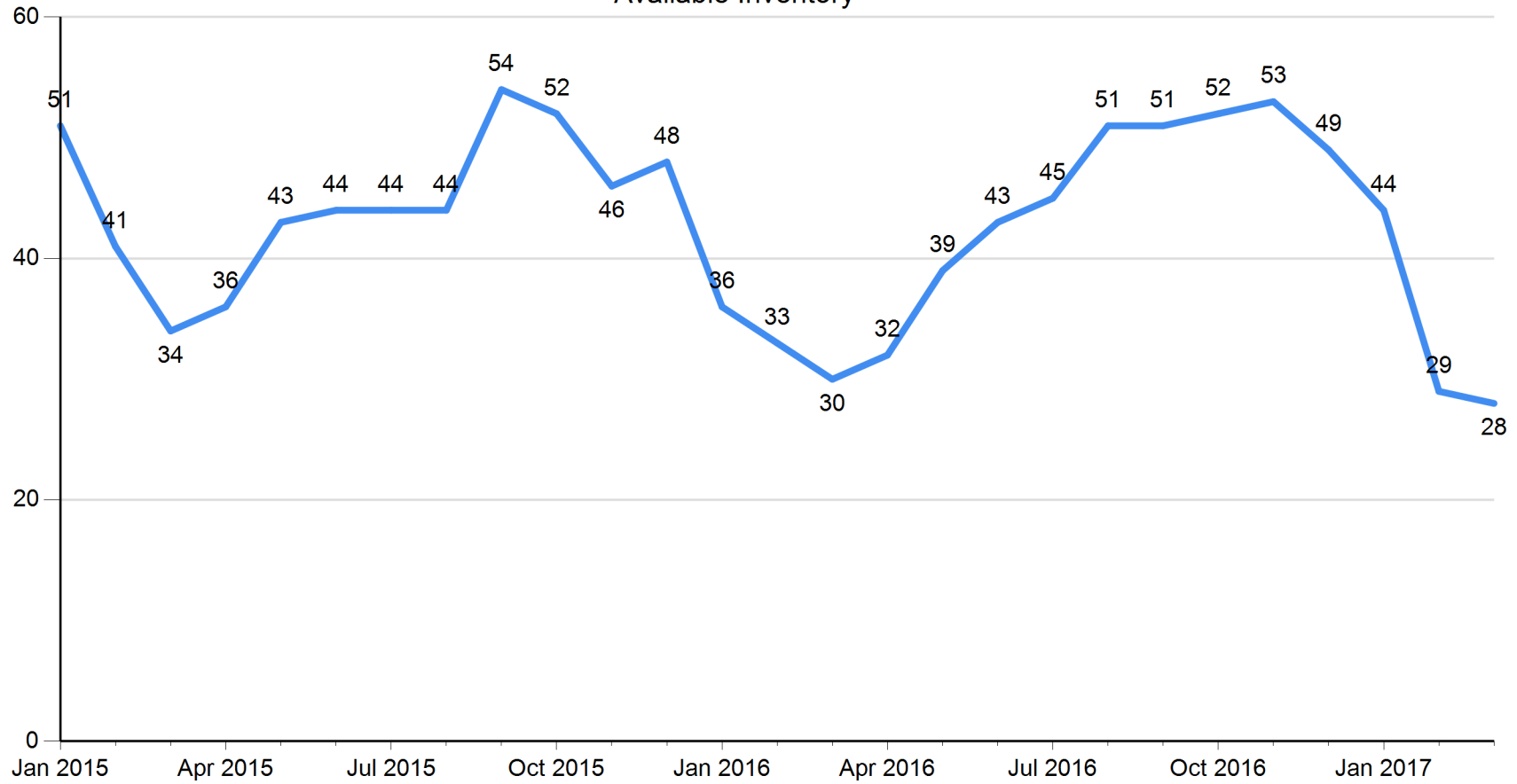


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## West Tisbury

First Quarter 2017

Available Inventory



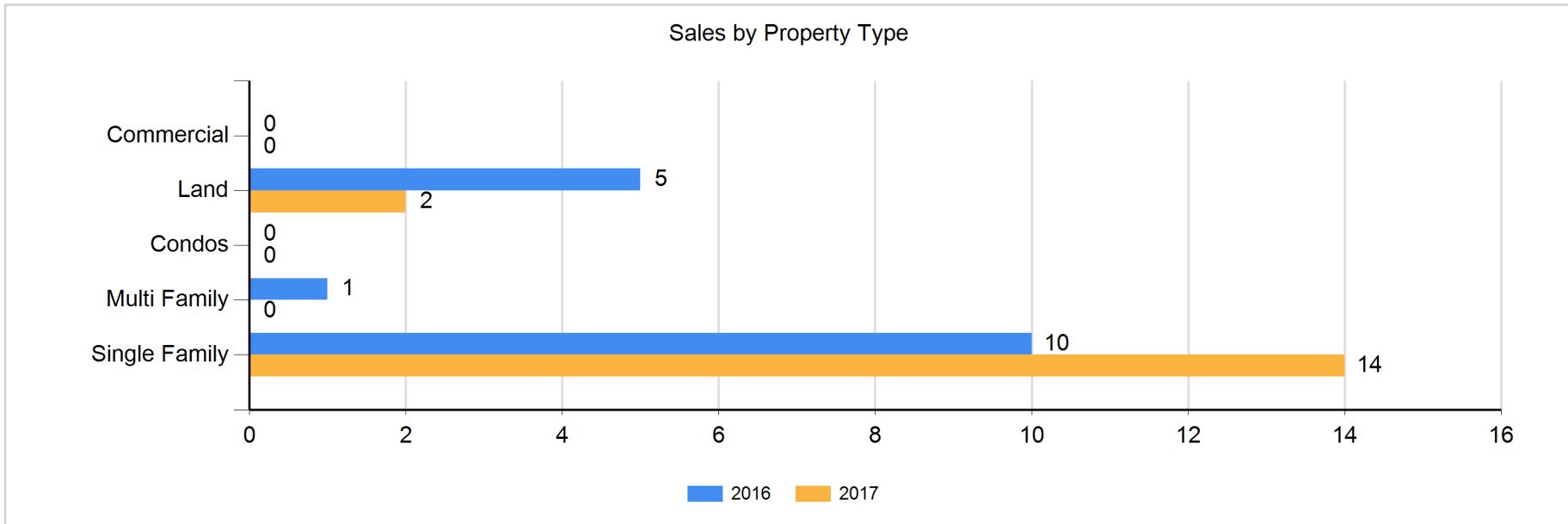


## West Tisbury

First Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
<b>Residential</b>	14	27%	14
<b>Single Family</b>	14	40%	14
<b>Multi Family</b>	0	-100%	0
<b>Condos</b>	0		0
<b>Land</b>	2	-60%	2
<b>Commercial</b>	0		0





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## West Tisbury

First Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$15,147,500	4%	\$15,147,500
<b>Single Family</b>	\$15,147,500	28%	\$15,147,500
<b>Multi Family</b>			
<b>Condos</b>			
<b>Land</b>	\$1,045,000	-38%	\$1,045,000
<b>Commercial</b>			

