



Martha's Vineyard  
Third 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.

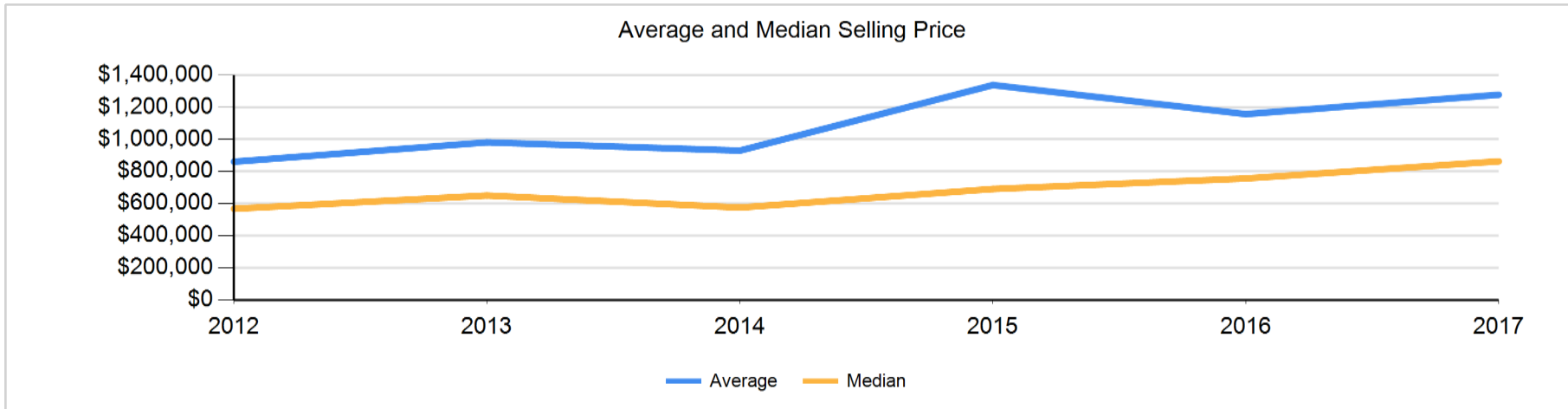
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



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

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	90	23%	\$860,530	-1%	\$567,500	3%	98%	-11%	\$77,447,729	22%	224
2013	115	28%	\$980,706	14%	\$650,000	15%	116%	18%	\$112,781,216	46%	235
2014	95	-17%	\$929,444	-5%	\$575,000	-12%	116%	0%	\$88,297,137	-22%	215
2015	124	31%	\$1,337,104	44%	\$690,500	20%	130%	12%	\$165,800,860	88%	236
2016	106	-15%	\$1,156,539	-14%	\$756,125	10%	125%	-4%	\$122,593,100	-26%	170
2017	104	-2%	\$1,277,053	10%	\$862,500	14%	121%	-3%	\$132,813,550	8%	167



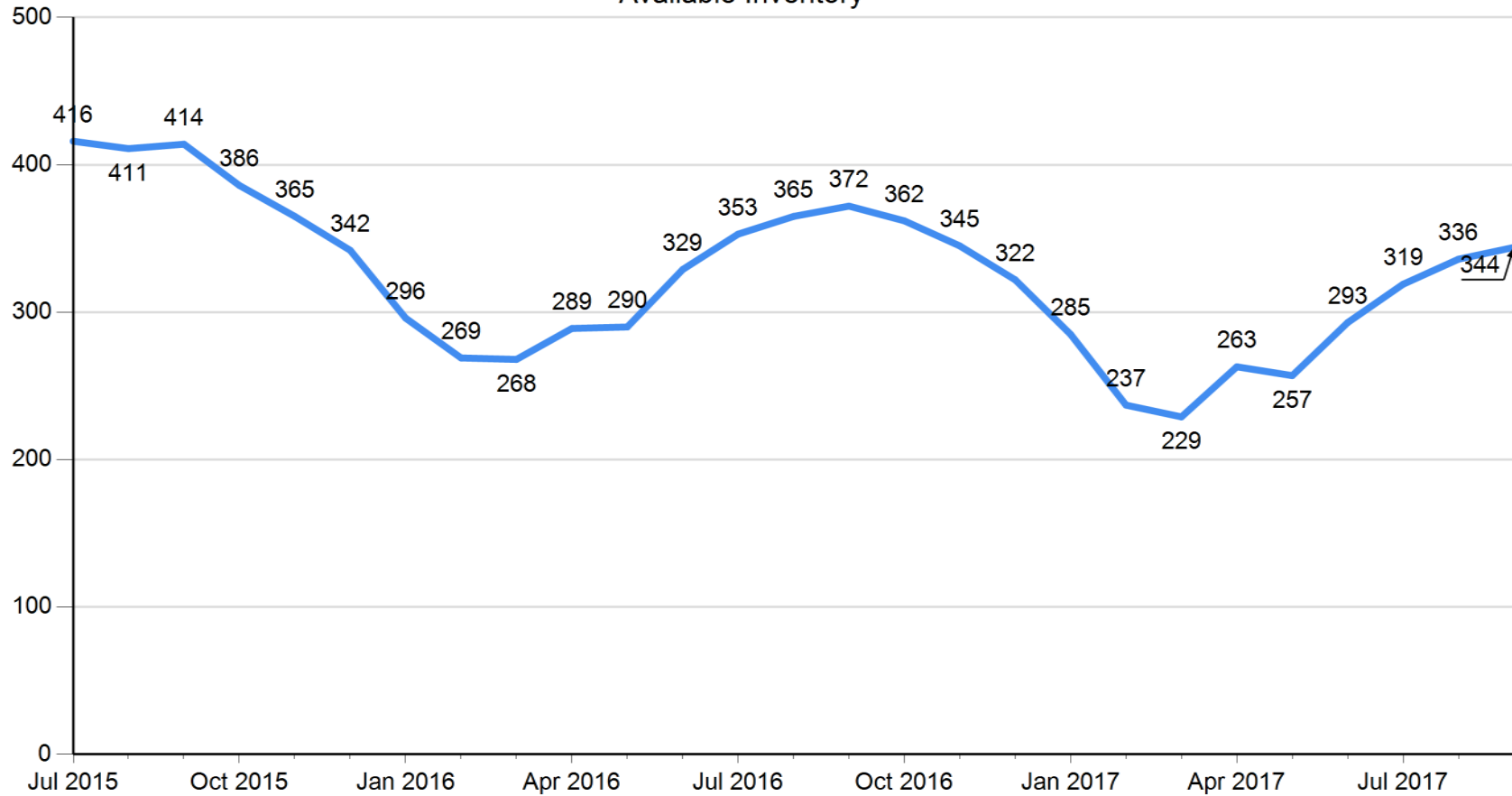


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## Island Wide

Third Quarter 2017

Available Inventory





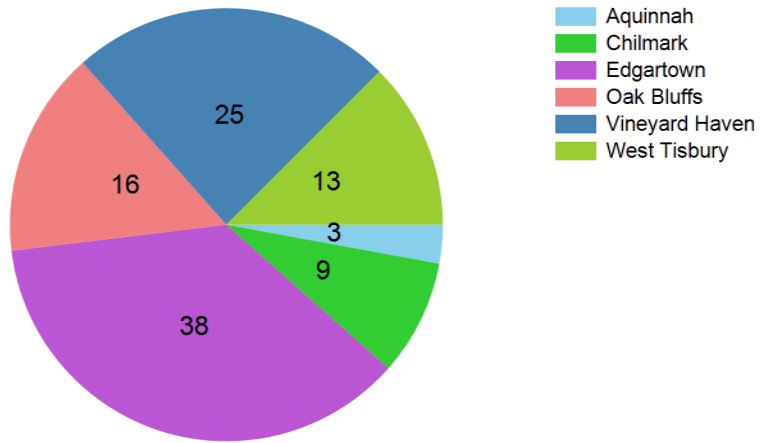
## Island Wide

Third Quarter 2017

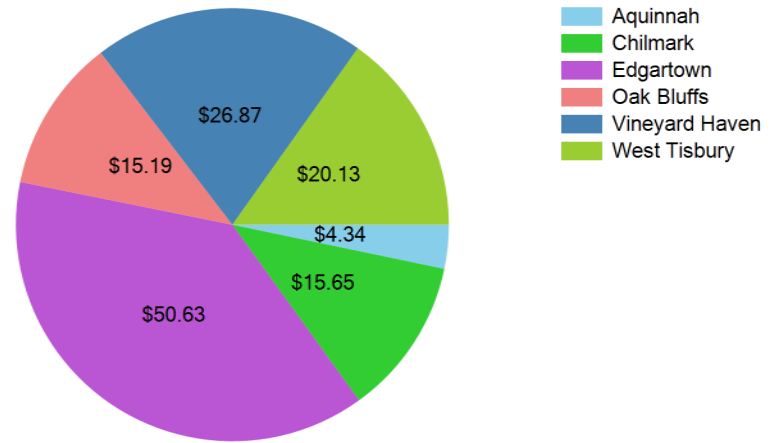
### Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
<b>Aquinnah</b>	3	200%	\$1,447,300	-5%	\$949,900	-38%	106%	14%	\$4,341,900	185%	58
<b>Chilmark</b>	9	50%	\$1,738,611	-48%	\$1,100,000	-31%	130%	38%	\$15,647,500	-22%	129
<b>Edgartown</b>	38	15%	\$1,332,296	-10%	\$787,500	-14%	123%	-20%	\$50,627,250	3%	82
<b>Oak Bluffs</b>	16	-45%	\$949,275	30%	\$655,450	9%	117%	-4%	\$15,188,400	-28%	272
<b>Vineyard Haven</b>	25	19%	\$1,074,960	53%	\$700,000	8%	120%	10%	\$26,874,000	82%	189
<b>West Tisbury</b>	13	-19%	\$1,548,808	54%	\$1,275,000	49%	115%	5%	\$20,134,500	25%	286

Sales by Area



Sales by Area (\$ Millions)



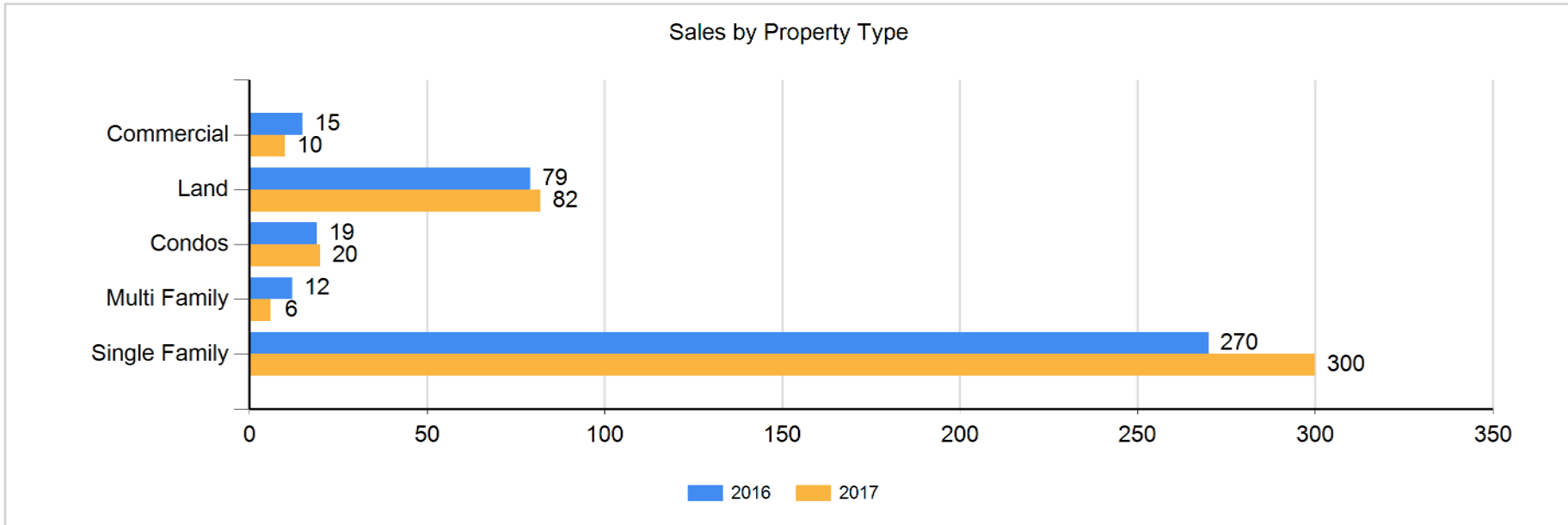


## Island Wide

Third Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales
<b>Residential</b>	97	10%	120	21%	109	-4%	326
<b>Single Family</b>	88	17%	113	23%	99	-4%	300
<b>Multi Family</b>	1	-83%	0	-100%	5	67%	6
<b>Condos</b>	8	14%	7	75%	5	-38%	20
<b>Land</b>	30	36%	22	-29%	30	15%	82
<b>Commercial</b>	6	100%	1	-90%	3	50%	10



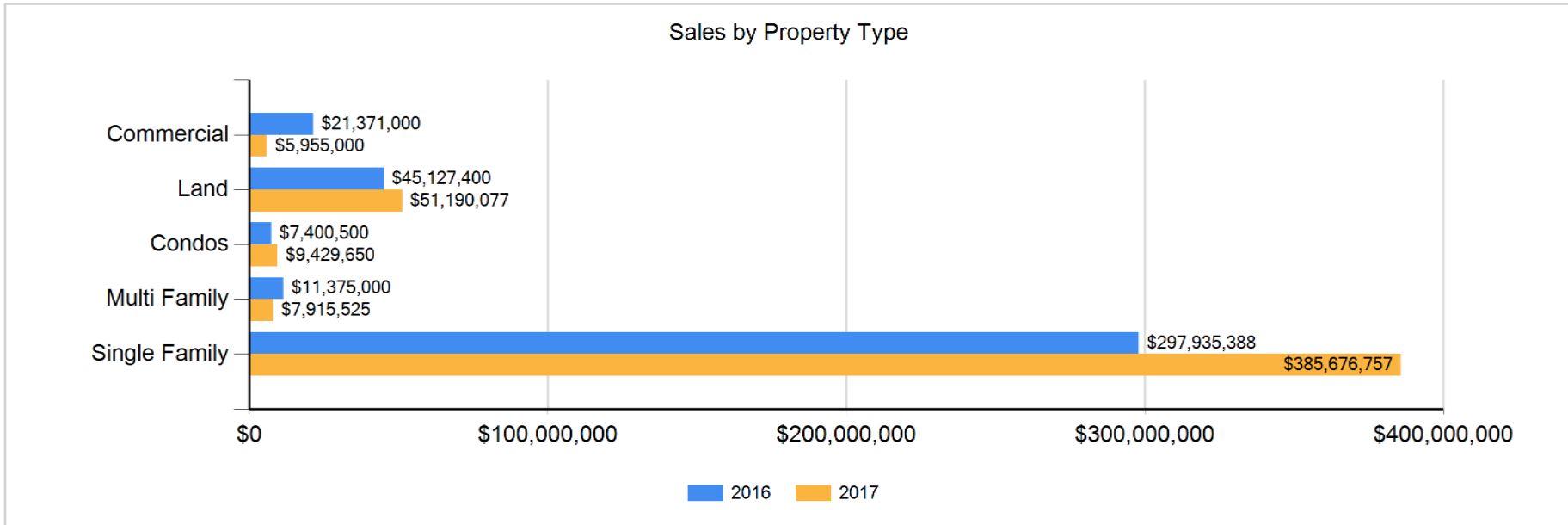


## Island Wide

Third Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$118,361,782	26%	\$149,387,600	55%	\$135,272,550	7%	\$403,021,932
<b>Single Family</b>	\$114,271,507	33%	\$145,786,700	57%	\$125,618,550	5%	\$385,676,757
<b>Multi Family</b>	\$720,525	-88%			\$7,195,000	118%	\$7,915,525
<b>Condos</b>	\$3,369,750	86%	\$3,600,900	202%	\$2,459,000	-44%	\$9,429,650
<b>Land</b>	\$12,577,010	16%	\$20,420,000	0%	\$18,193,067	32%	\$51,190,077
<b>Commercial</b>	\$3,930,000	-37%	\$200,000	-99%	\$1,825,000	16%	\$5,955,000



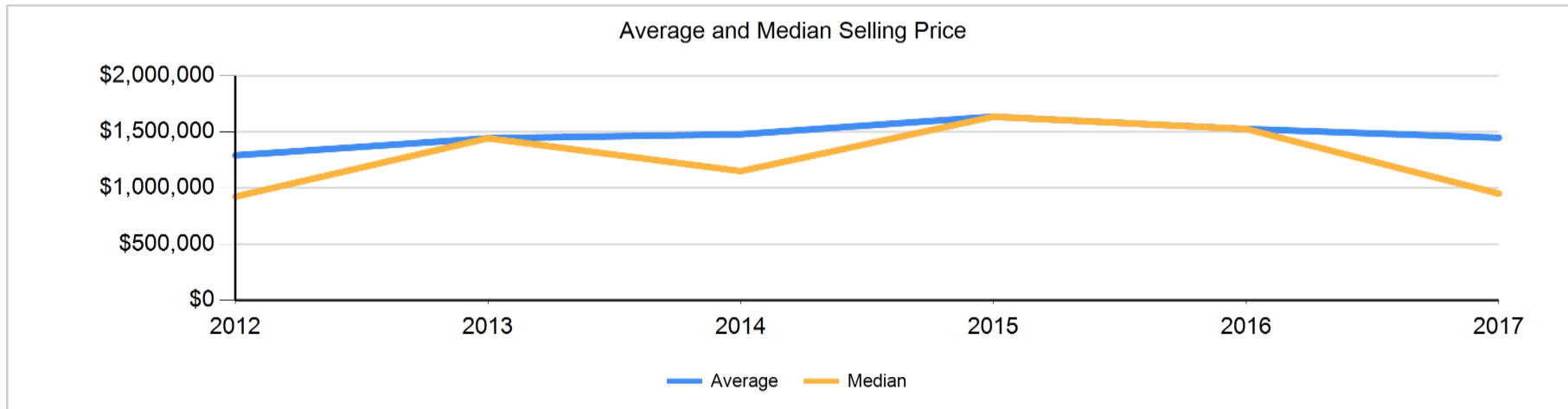


## Aquinnah

Third Quarter 2017

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	4	300%	\$1,290,750	42%	\$922,750	1%	123%	22%	\$5,163,000	467%	220
2013	2	-50%	\$1,442,500	12%	\$1,442,500	56%	98%	-20%	\$2,885,000	-44%	262
2014	4	100%	\$1,478,125	2%	\$1,150,000	-20%	98%	0%	\$5,912,500	105%	487
2015	2	-50%	\$1,635,000	11%	\$1,635,000	42%	109%	11%	\$3,270,000	-45%	144
2016	1	-50%	\$1,525,000	-7%	\$1,525,000	-7%	93%	-15%	\$1,525,000	-53%	692
2017	3	200%	\$1,447,300	-5%	\$949,900	-38%	106%	14%	\$4,341,900	185%	58





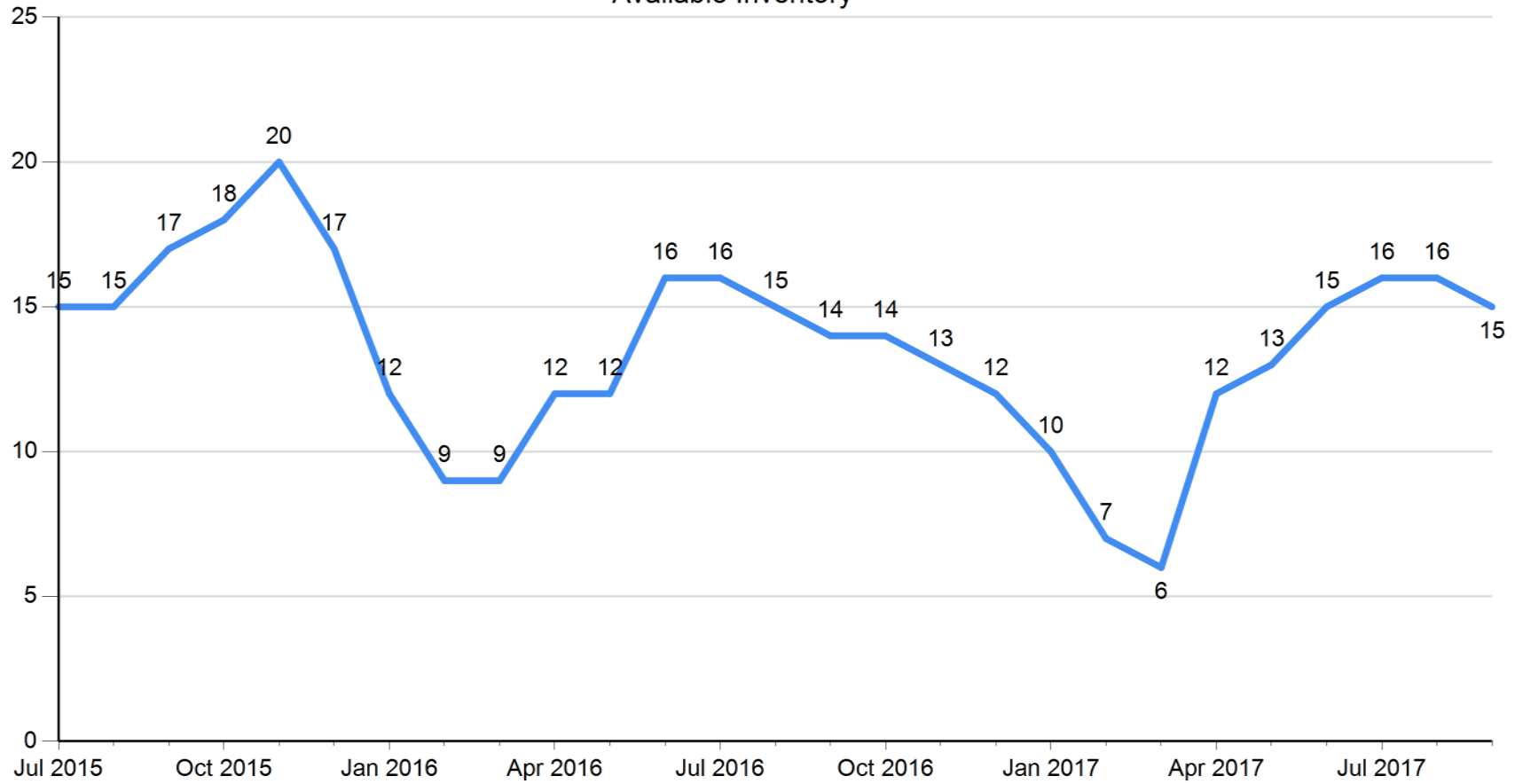


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## Aquinnah

Third Quarter 2017

Available Inventory



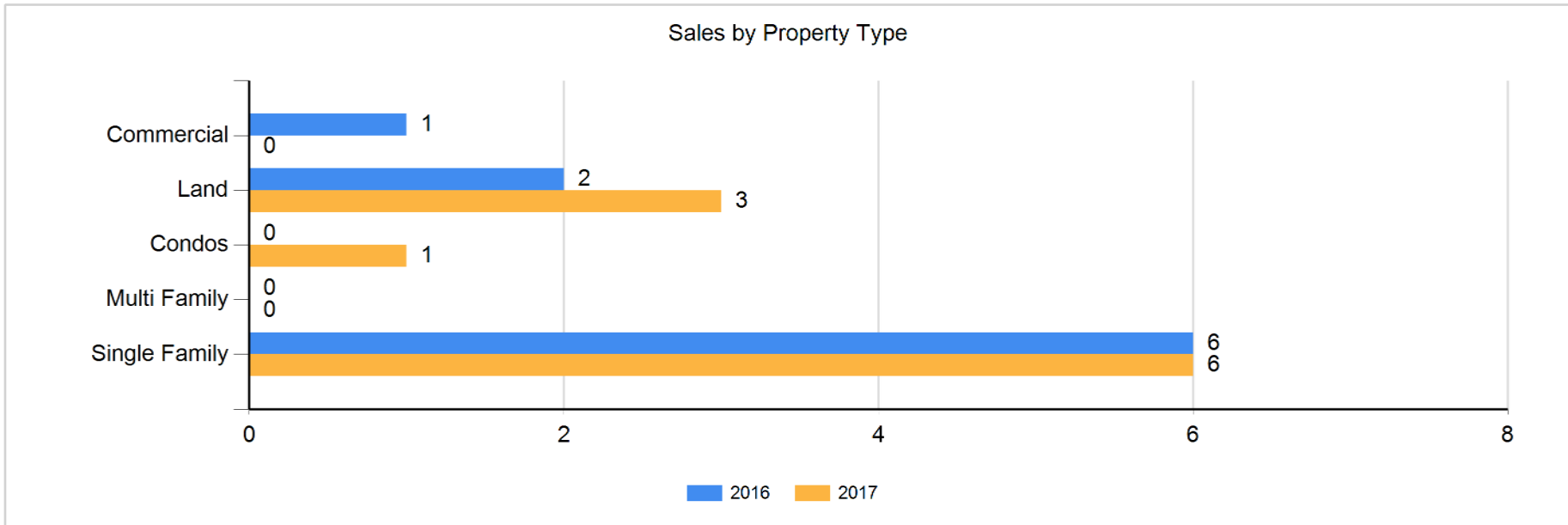


# Aquinnah

Third Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales
<b>Residential</b>	2	-33%	2	0%	3	200%	7
<b>Single Family</b>	1	-67%	2	0%	3	200%	6
<b>Multi Family</b>	0		0		0		0
<b>Condos</b>	1		0		0		1
<b>Land</b>	1		1	-50%	1		3
<b>Commercial</b>	0		0		0	-100%	0



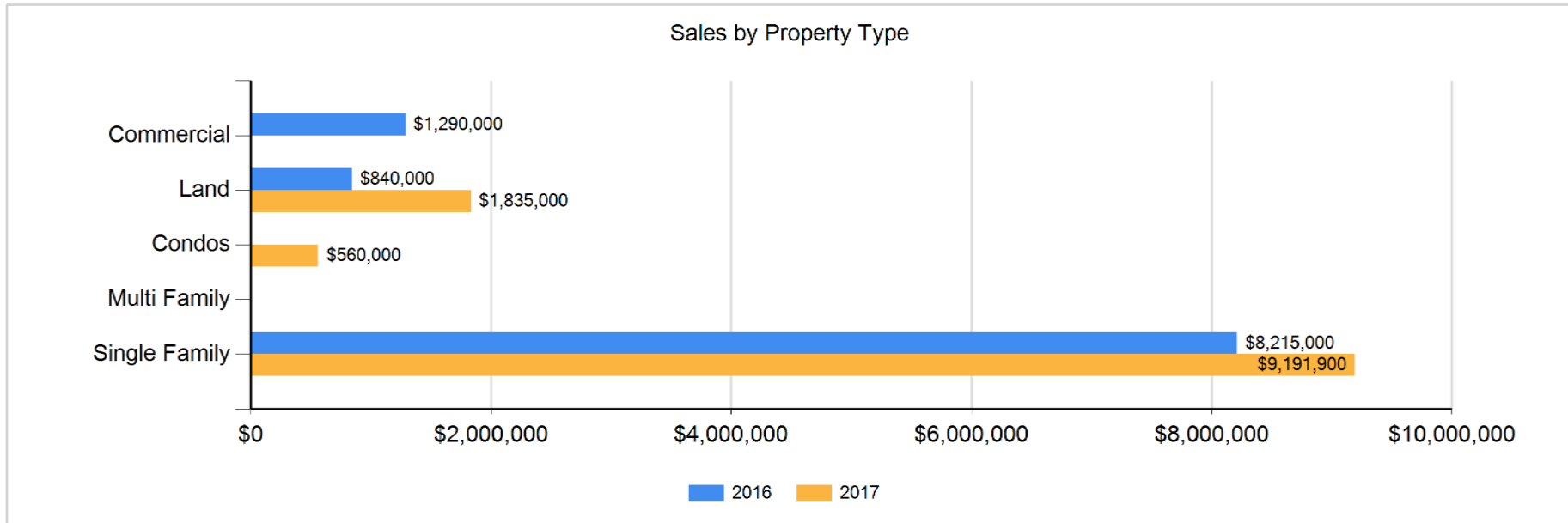


## Aquinnah

Third Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$3,035,000	-32%	\$2,375,000	6%	\$4,341,900	185%	\$9,751,900
<b>Single Family</b>	\$2,475,000	-44%	\$2,375,000	6%	\$4,341,900	185%	\$9,191,900
<b>Multi Family</b>							
<b>Condos</b>	\$560,000						\$560,000
<b>Land</b>	\$1,000,000		\$485,000	-42%	\$350,000		\$1,835,000
<b>Commercial</b>							



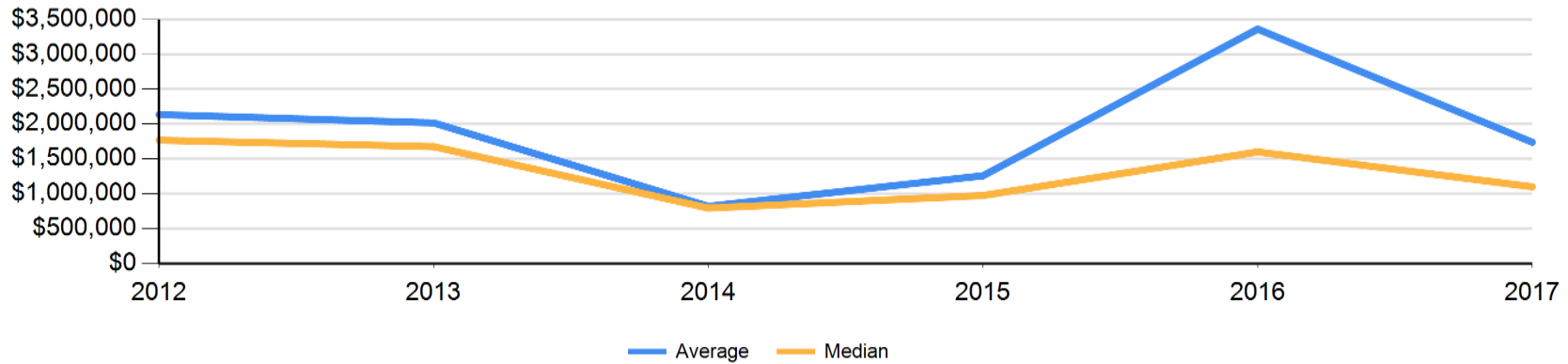


## Chilmark

### Third Quarter 2017 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	4	33%	\$2,133,750	34%	\$1,767,500	104%	85%	-14%	\$8,535,000	78%	272
2013	6	50%	\$2,015,833	-6%	\$1,675,000	-5%	99%	16%	\$12,095,000	42%	369
2014	3	-50%	\$820,000	-59%	\$795,000	-53%	95%	-4%	\$2,460,000	-80%	208
2015	9	200%	\$1,258,444	53%	\$975,000	23%	112%	18%	\$11,326,000	360%	576
2016	6	-33%	\$3,360,000	167%	\$1,600,000	64%	94%	-16%	\$20,160,000	78%	462
2017	9	50%	\$1,738,611	-48%	\$1,100,000	-31%	130%	38%	\$15,647,500	-22%	129

Average and Median Selling Price



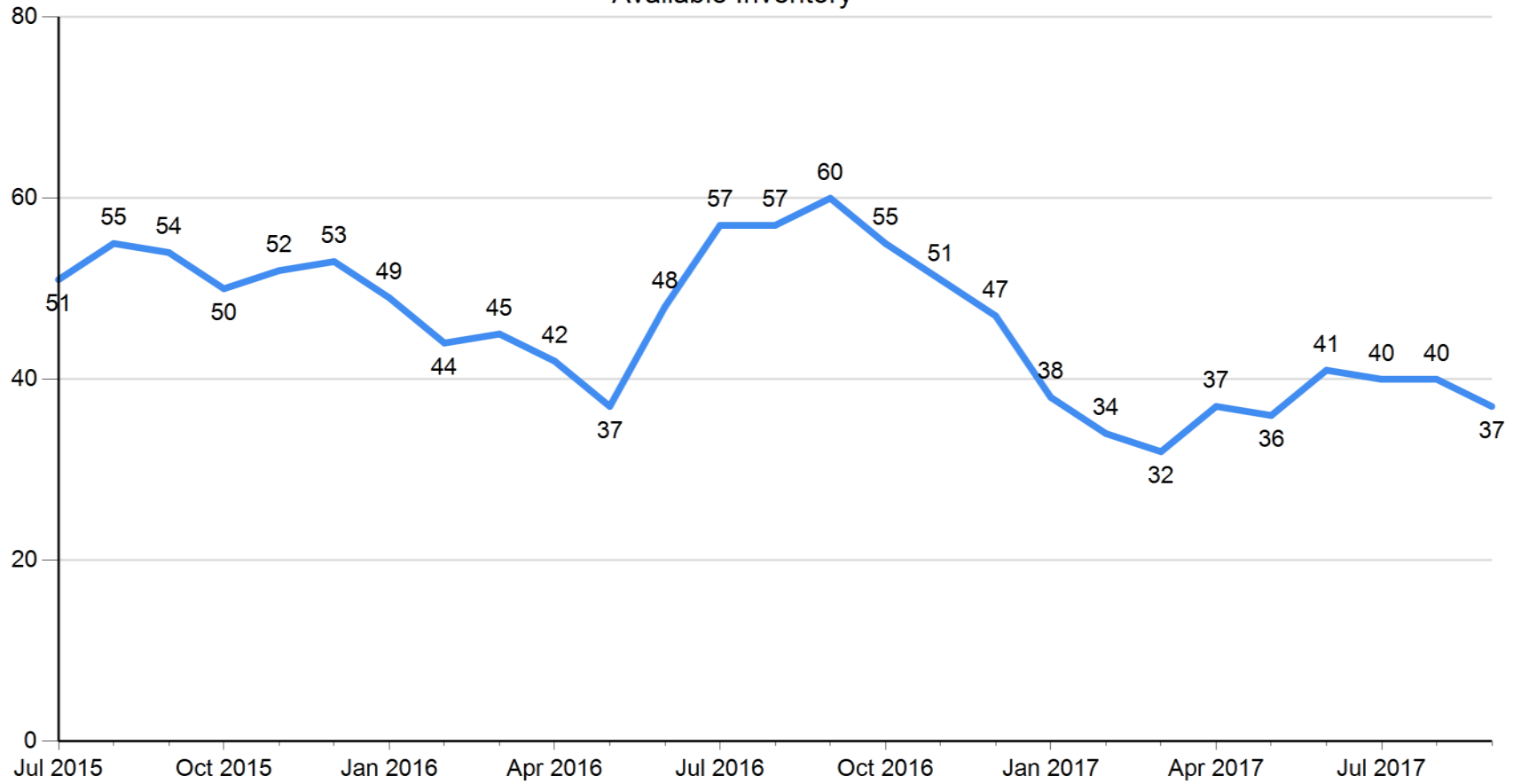


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## Chilmark

Third Quarter 2017

Available Inventory



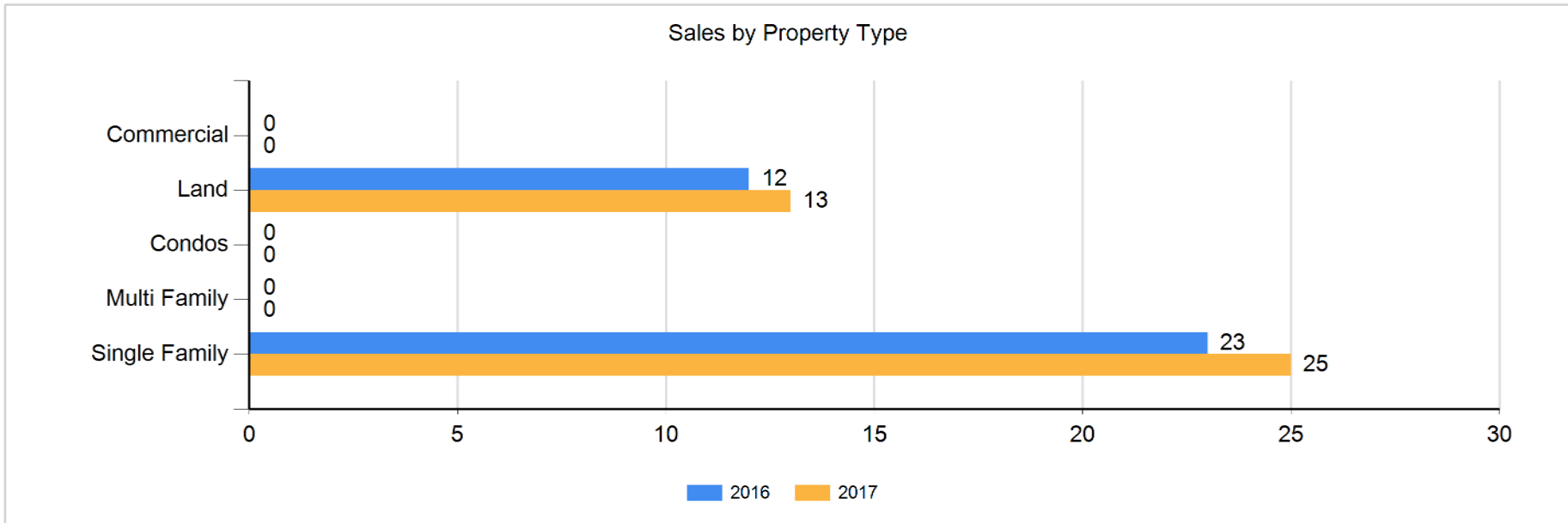


# Chilmark

Third Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales
<b>Residential</b>	9	29%	7	-30%	9	50%	25
<b>Single Family</b>	9	29%	7	-30%	9	50%	25
<b>Multi Family</b>	0		0		0		0
<b>Condos</b>	0		0		0		0
<b>Land</b>	2	0%	2	-50%	9	50%	13
<b>Commercial</b>	0		0		0		0



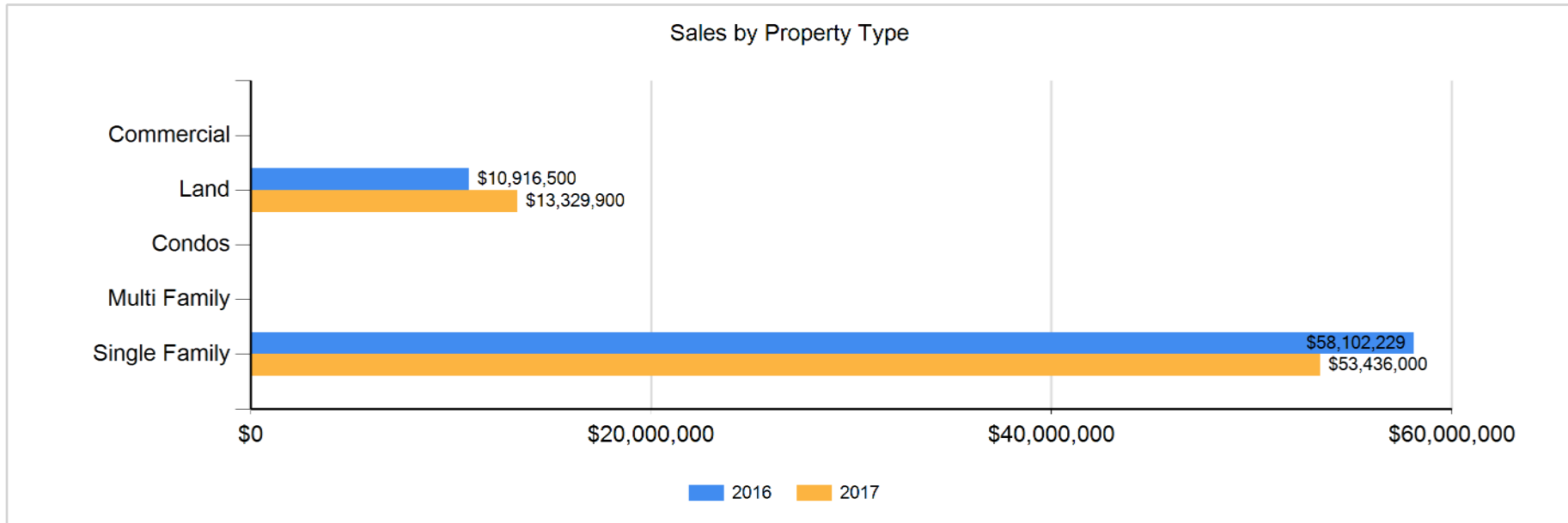


## Chilmark

Third Quarter 2017

Year to Date - Sales Volume by Quarter

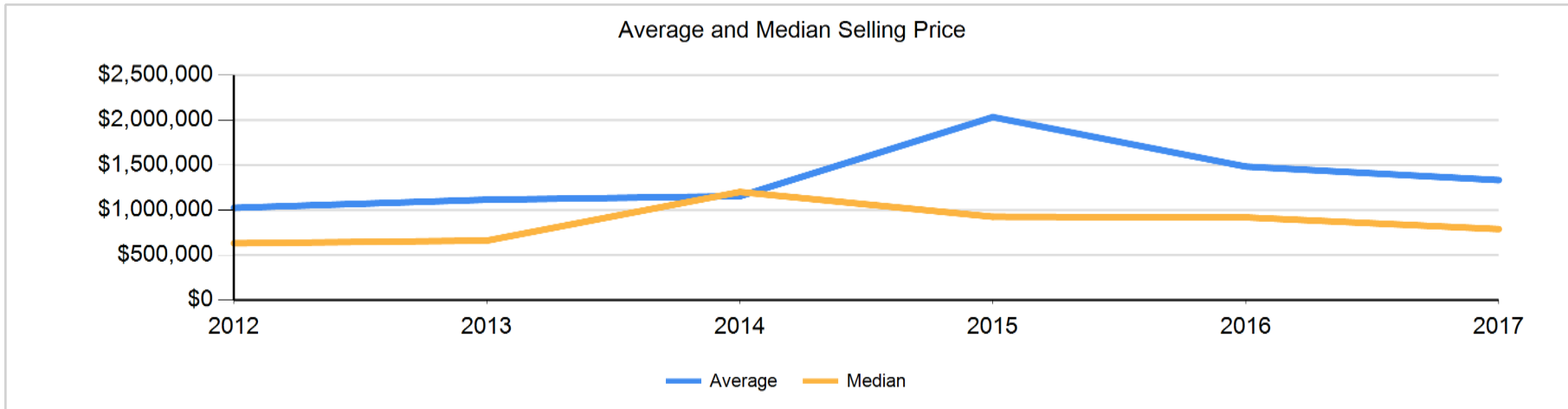
	1st Qtr		2nd Qtr		3rd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$27,516,500	87%	\$10,272,000	-56%	\$15,647,500	-22%	\$53,436,000
<b>Single Family</b>	\$27,516,500	87%	\$10,272,000	-56%	\$15,647,500	-22%	\$53,436,000
<b>Multi Family</b>							
<b>Condos</b>							
<b>Land</b>	\$975,000	-35%	\$4,550,000	-34%	\$7,804,900	214%	\$13,329,900
<b>Commercial</b>							





**Edgartown**  
 Third Quarter 2017  
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	25	-4%	\$1,023,946	-16%	\$630,000	-3%	91%	-31%	\$25,598,646	-19%	135
2013	41	64%	\$1,114,364	9%	\$660,000	5%	133%	46%	\$45,688,944	78%	260
2014	25	-39%	\$1,153,311	3%	\$1,200,000	82%	144%	8%	\$28,832,787	-37%	169
2015	46	84%	\$2,031,791	76%	\$925,000	-23%	127%	-12%	\$93,462,402	224%	234
2016	33	-28%	\$1,482,315	-27%	\$917,500	-1%	153%	20%	\$48,916,400	-48%	109
2017	38	15%	\$1,332,296	-10%	\$787,500	-14%	123%	-20%	\$50,627,250	3%	82





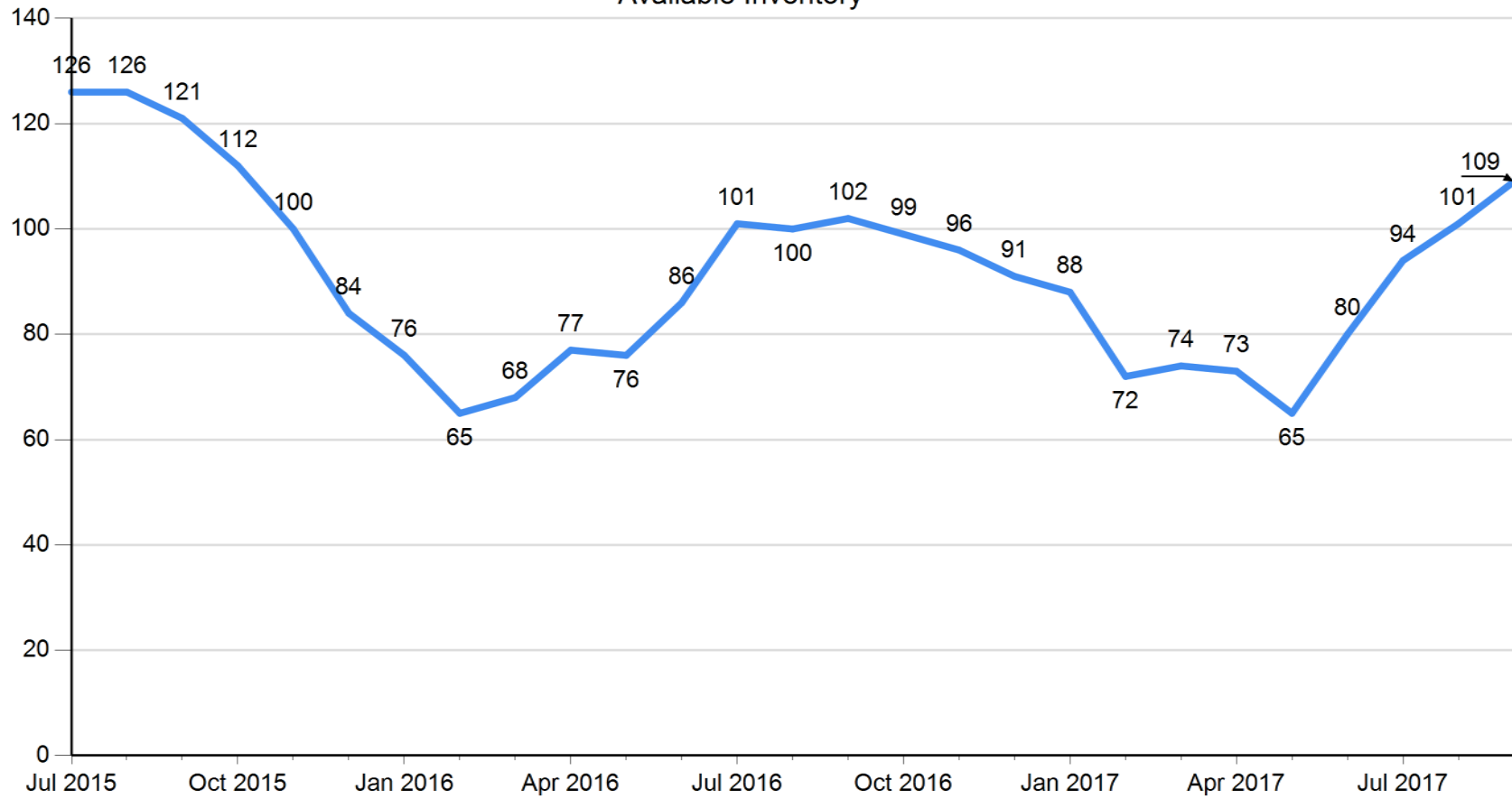


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## Edgartown

Third Quarter 2017

Available Inventory



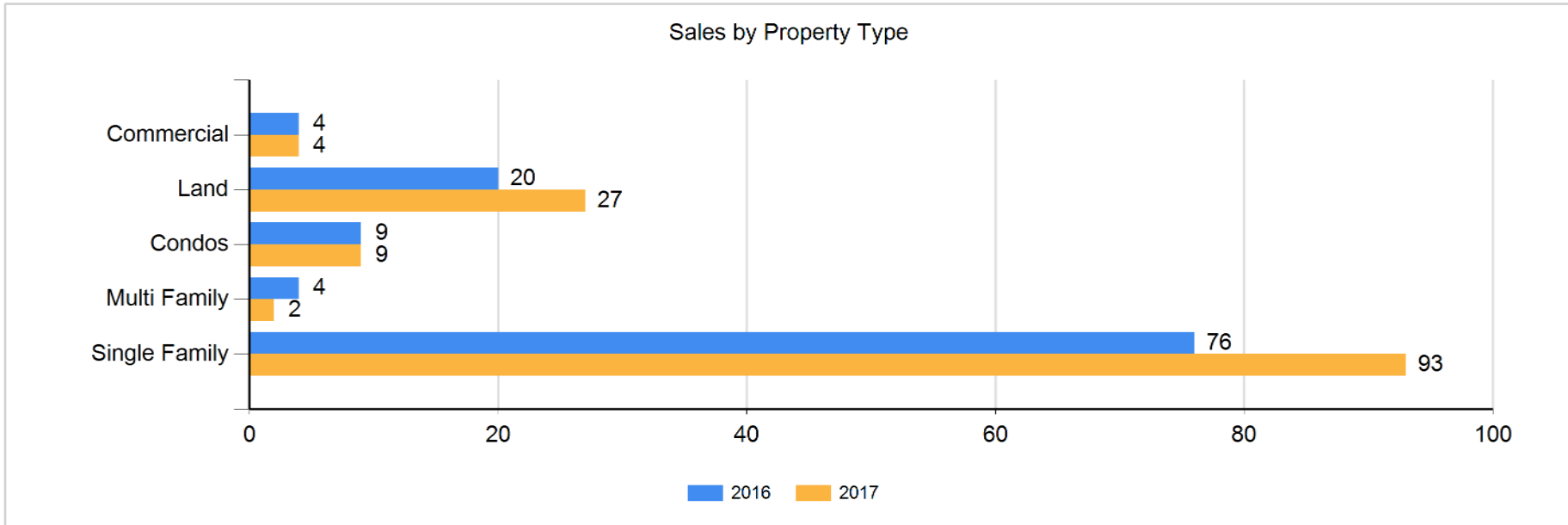


## Edgartown

Third Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales
<b>Residential</b>	22	-21%	40	67%	42	14%	104
<b>Single Family</b>	19	-17%	38	81%	36	13%	93
<b>Multi Family</b>	0	-100%	0	-100%	2	100%	2
<b>Condos</b>	3	0%	2	0%	4	0%	9
<b>Land</b>	11	175%	7	17%	9	-10%	27
<b>Commercial</b>	2		0	-100%	2		4



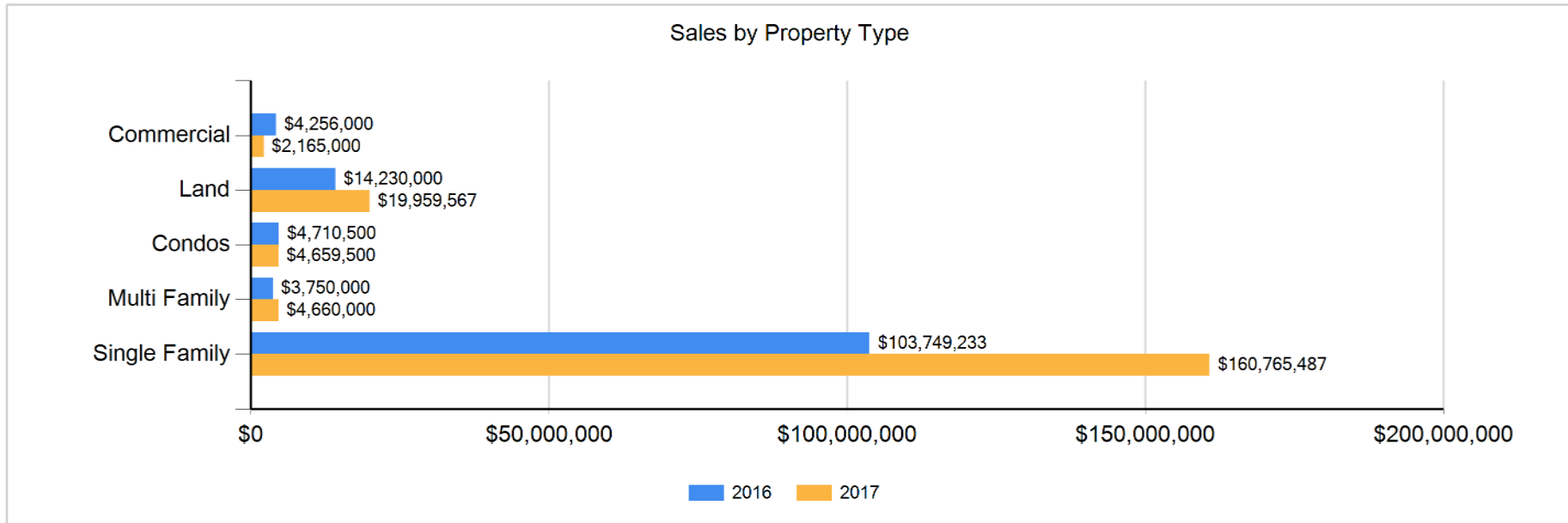


## Edgartown

Third Quarter 2017

Year to Date - Sales Volume by Quarter

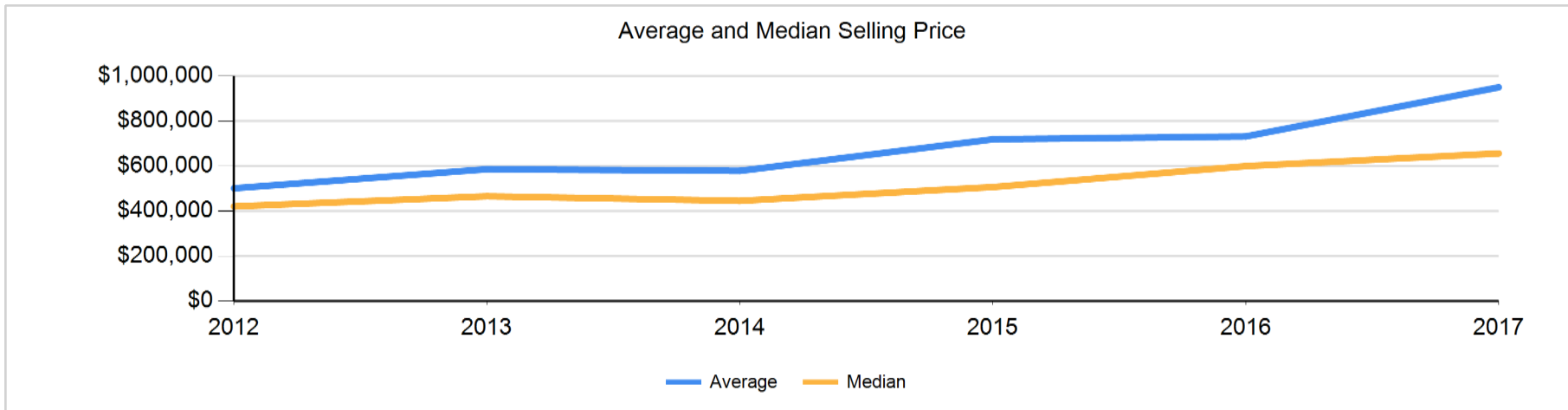
	1st Qtr		2nd Qtr		3rd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$38,654,437	12%	\$78,698,300	201%	\$52,732,250	2%	\$170,084,987
<b>Single Family</b>	\$37,159,937	16%	\$77,638,300	218%	\$45,967,250	-3%	\$160,765,487
<b>Multi Family</b>					\$4,660,000	214%	\$4,660,000
<b>Condos</b>	\$1,494,500	25%	\$1,060,000	34%	\$2,105,000	-23%	\$4,659,500
<b>Land</b>	\$4,913,400	24%	\$10,286,500	301%	\$4,759,667	-38%	\$19,959,567
<b>Commercial</b>	\$500,000				\$1,665,000		\$2,165,000





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

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	27	23%	\$500,664	-2%	\$420,000	-3%	94%	-3%	\$13,517,933	20%	228
2013	30	11%	\$585,292	17%	\$465,075	11%	107%	14%	\$17,558,752	30%	200
2014	37	23%	\$578,019	-1%	\$445,000	-4%	111%	4%	\$21,386,700	22%	214
2015	31	-16%	\$718,144	24%	\$506,000	14%	146%	32%	\$22,262,478	4%	139
2016	29	-6%	\$730,905	2%	\$599,000	18%	122%	-16%	\$21,196,250	-5%	88
2017	16	-45%	\$949,275	30%	\$655,450	9%	117%	-4%	\$15,188,400	-28%	272



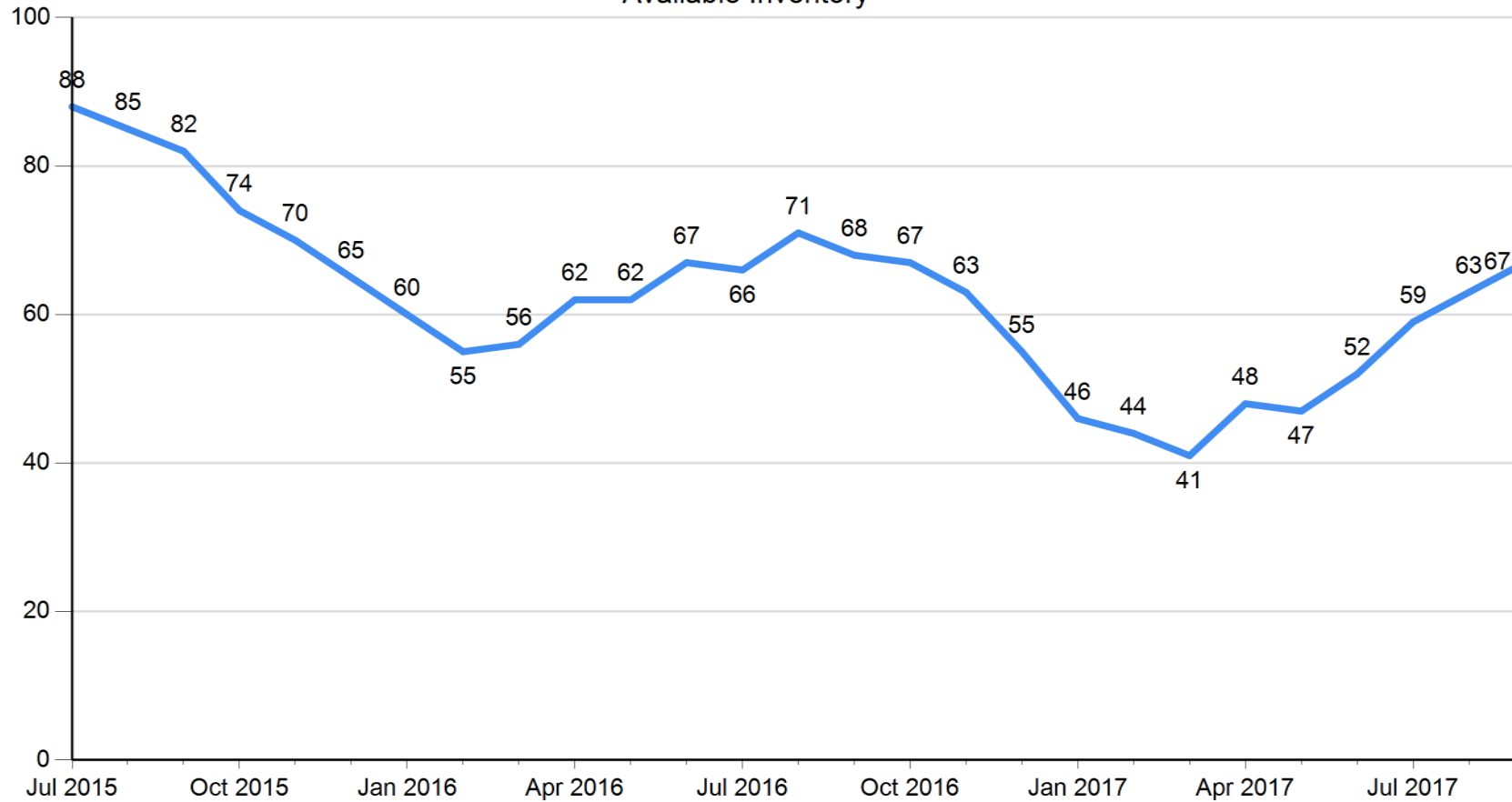


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## Oak Bluffs

Third Quarter 2017

Available Inventory



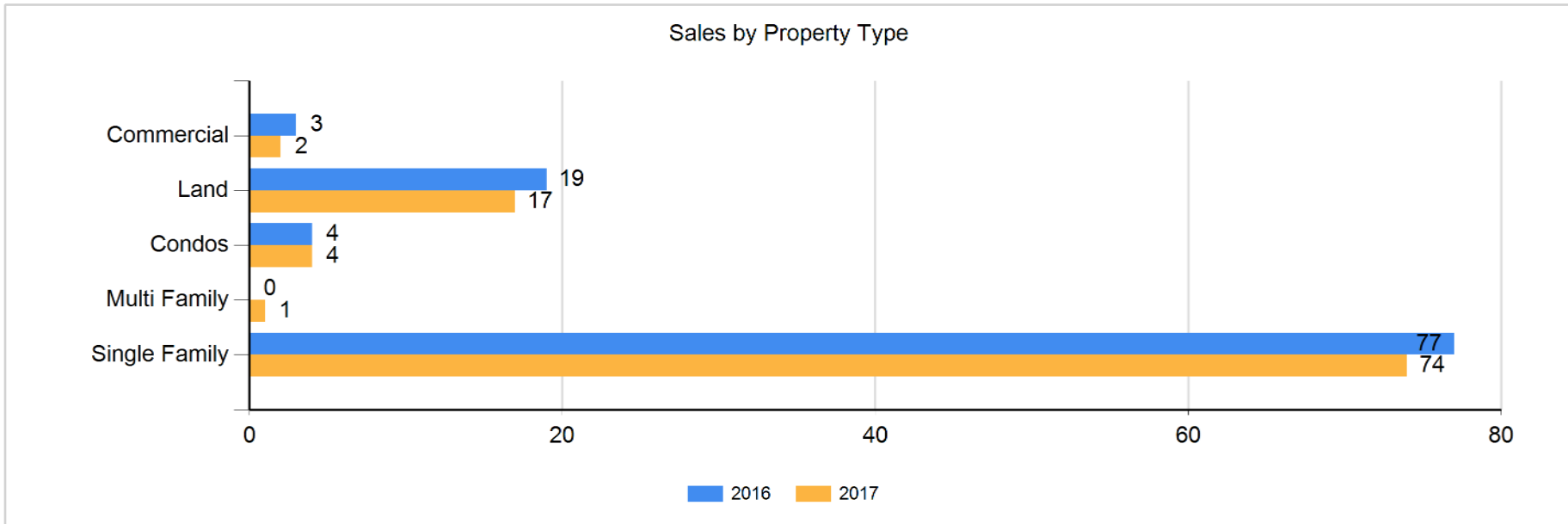


## Oak Bluffs

Third Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales
<b>Residential</b>	33	43%	30	11%	16	-48%	79
<b>Single Family</b>	29	38%	29	7%	16	-45%	74
<b>Multi Family</b>	1		0		0		1
<b>Condos</b>	3	50%	1		0	-100%	4
<b>Land</b>	7	-13%	5	-29%	5	25%	17
<b>Commercial</b>	1	-50%	0	-100%	1		2



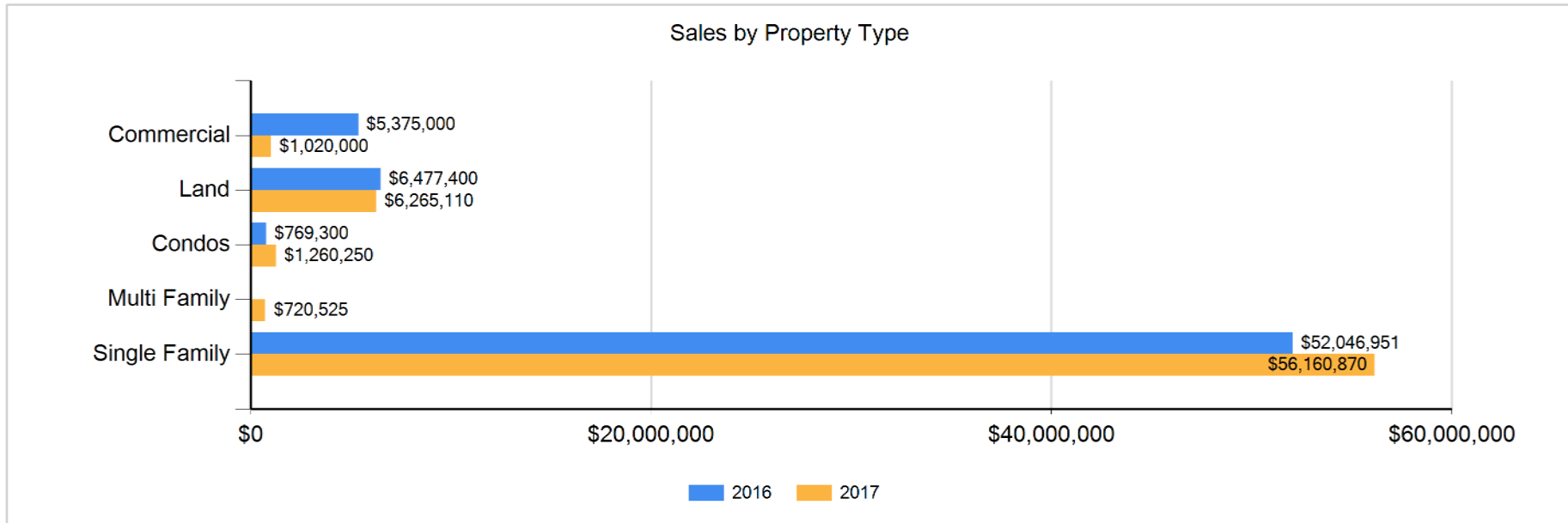


## Oak Bluffs

Third Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$22,570,245	64%	\$20,383,000	17%	\$15,188,400	-30%	\$58,141,645
<b>Single Family</b>	\$21,074,470	56%	\$19,898,000	15%	\$15,188,400	-28%	\$56,160,870
<b>Multi Family</b>	\$720,525						\$720,525
<b>Condos</b>	\$775,250	177%	\$485,000				\$1,260,250
<b>Land</b>	\$2,101,610	-25%	\$2,603,500	13%	\$1,560,000	16%	\$6,265,110
<b>Commercial</b>	\$860,000	-82%			\$160,000		\$1,020,000



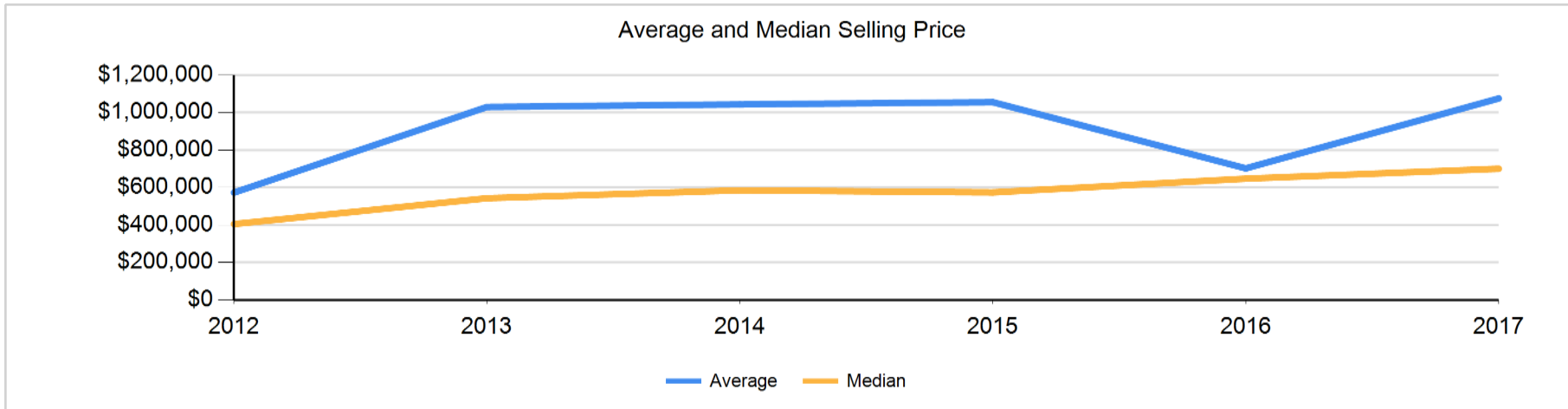


## Vineyard Haven

Third Quarter 2017

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	16	7%	\$572,666	-12%	\$405,000	-13%	104%	2%	\$9,162,650	-7%	310
2013	24	50%	\$1,029,251	80%	\$542,750	34%	117%	13%	\$24,702,020	170%	211
2014	18	-25%	\$1,043,286	1%	\$585,000	8%	108%	-8%	\$18,779,150	-24%	175
2015	23	28%	\$1,054,972	1%	\$574,000	-2%	109%	1%	\$24,264,346	29%	247
2016	21	-9%	\$702,024	-33%	\$647,000	13%	109%	0%	\$14,742,500	-39%	250
2017	25	19%	\$1,074,960	53%	\$700,000	8%	120%	10%	\$26,874,000	82%	189





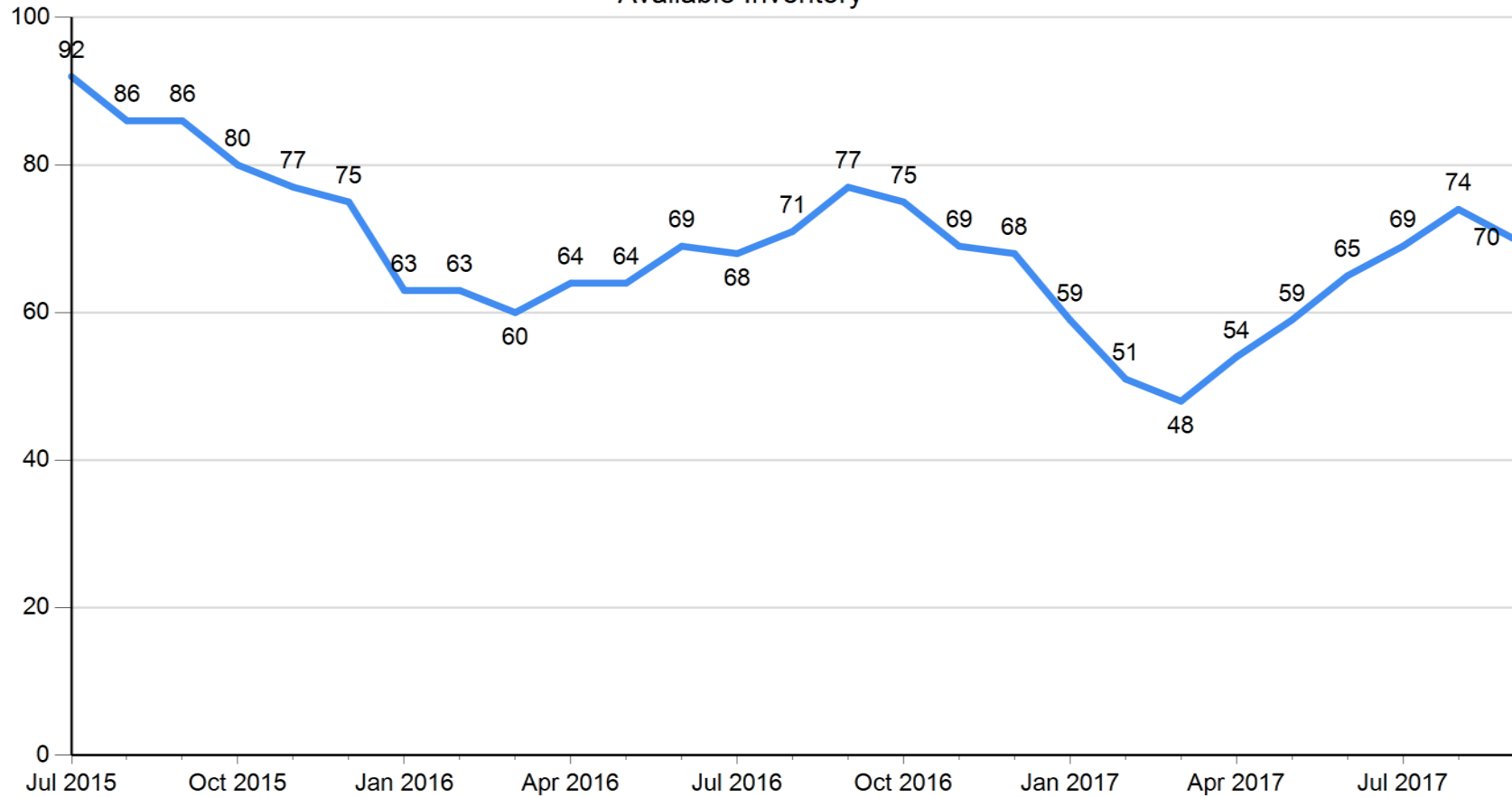


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## Vineyard Haven

Third Quarter 2017

Available Inventory



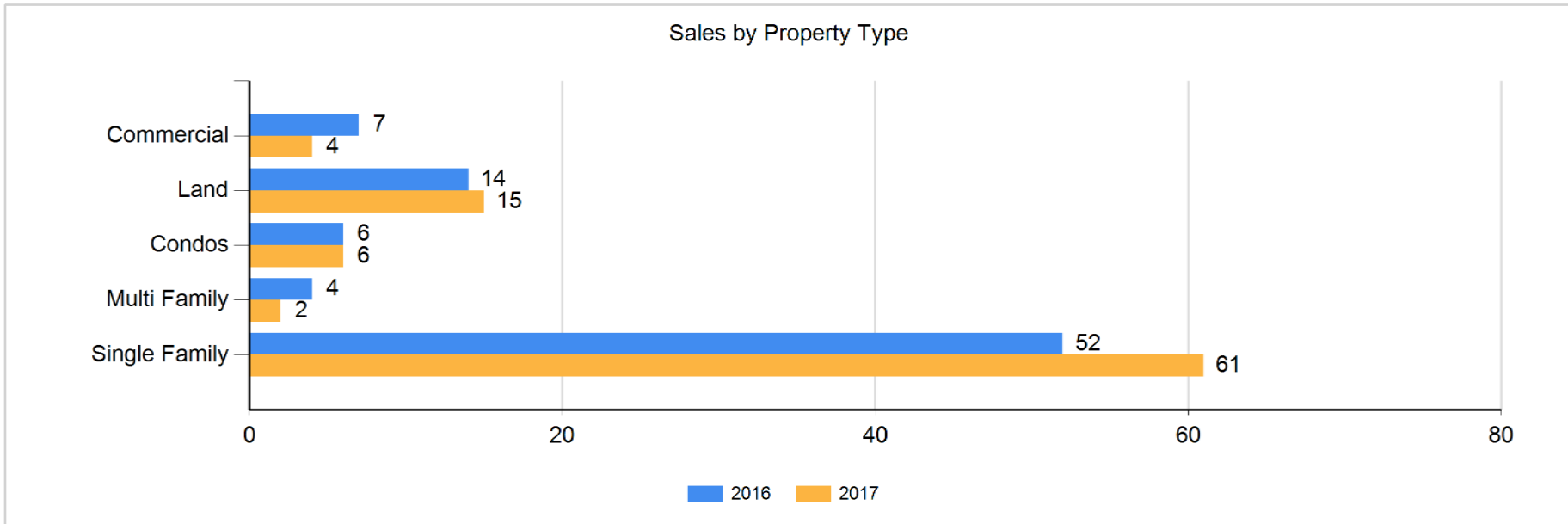


## Vineyard Haven

Third Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total Sales
	Sales	% + -	Sales	% + -	Sales	% + -	
<b>Residential</b>	17	6%	26	13%	26	13%	69
<b>Single Family</b>	16	45%	22	10%	23	10%	61
<b>Multi Family</b>	0	-100%	0	-100%	2		2
<b>Condos</b>	1	-50%	4	100%	1	-50%	6
<b>Land</b>	7	133%	5	0%	3	-50%	15
<b>Commercial</b>	3	200%	1	-80%	0	-100%	4



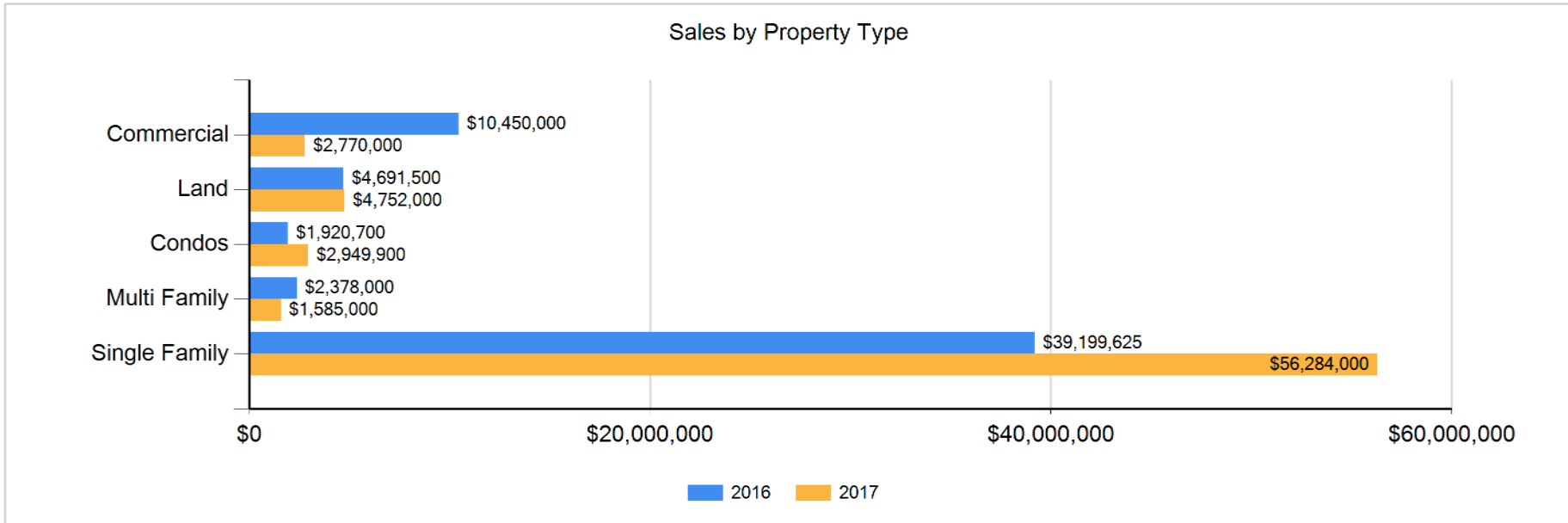


## Vineyard Haven

Third Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$11,438,100	-2%	\$22,152,800	39%	\$27,228,000	71%	\$60,818,900
<b>Single Family</b>	\$10,898,100	17%	\$20,096,900	33%	\$25,289,000	72%	\$56,284,000
<b>Multi Family</b>					\$1,585,000		\$1,585,000
<b>Condos</b>	\$540,000	62%	\$2,055,900	409%	\$354,000	-70%	\$2,949,900
<b>Land</b>	\$2,542,000	183%	\$1,485,000	-6%	\$725,000	-67%	\$4,752,000
<b>Commercial</b>	\$2,570,000	84%	\$200,000	-98%			\$2,770,000



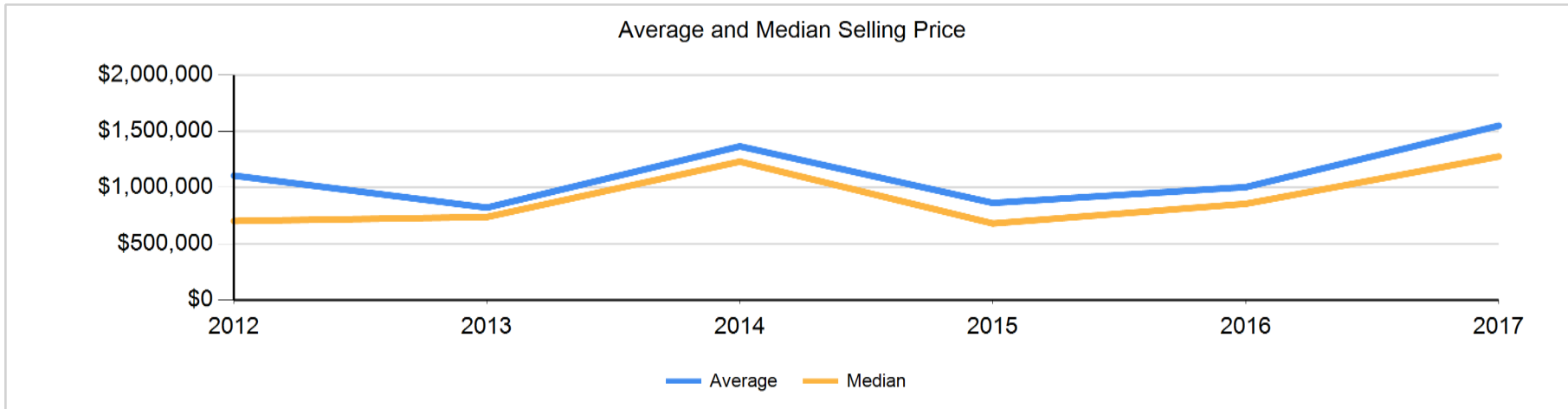


## West Tisbury

Third Quarter 2017

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	14	133%	\$1,105,036	37%	\$702,000	-11%	106%	15%	\$15,470,500	219%	241
2013	12	-14%	\$820,958	-26%	\$737,500	5%	94%	-11%	\$9,851,500	-36%	237
2014	8	-33%	\$1,365,750	66%	\$1,230,000	67%	90%	-4%	\$10,926,000	11%	301
2015	13	63%	\$862,741	-37%	\$680,000	-45%	157%	74%	\$11,215,634	3%	218
2016	16	23%	\$1,003,309	16%	\$855,000	26%	110%	-30%	\$16,052,950	43%	146
2017	13	-19%	\$1,548,808	54%	\$1,275,000	49%	115%	5%	\$20,134,500	25%	286



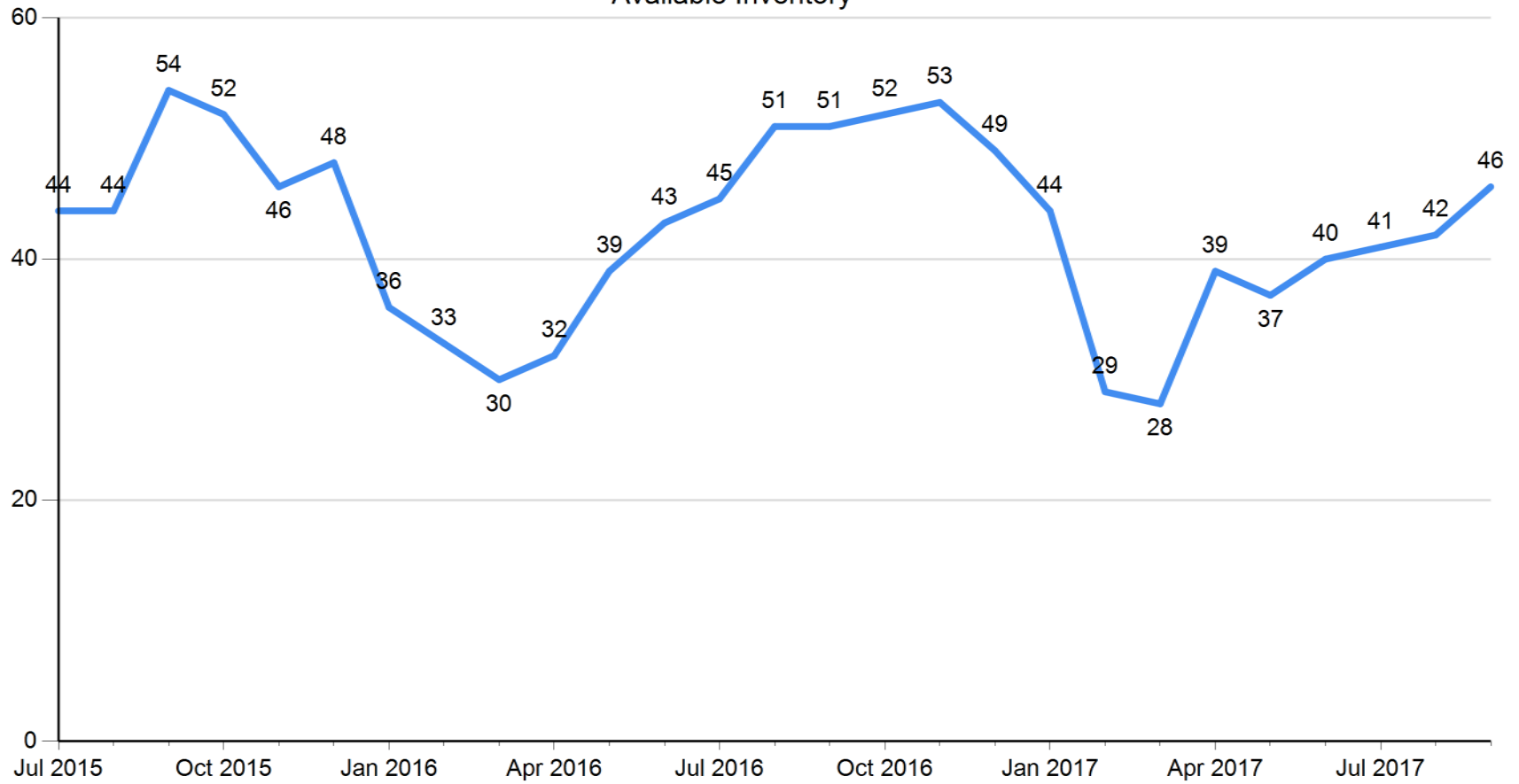


# LINK

## West Tisbury

Third Quarter 2017

Available Inventory



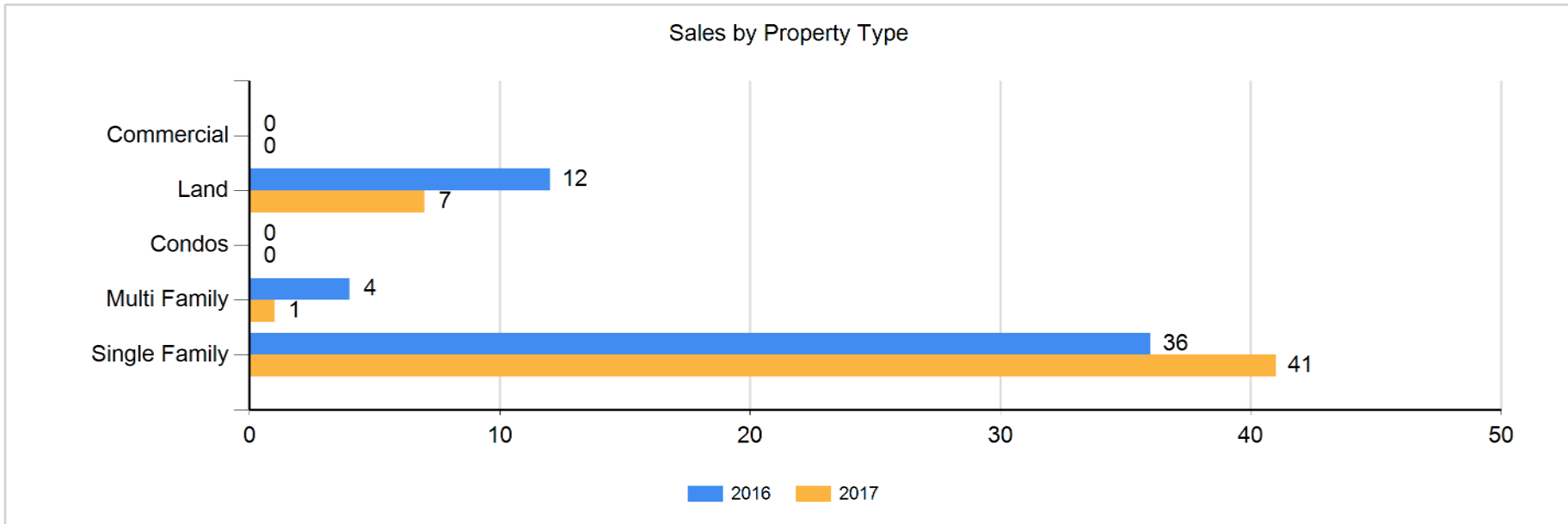


## West Tisbury

Third Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales
<b>Residential</b>	14	27%	15	15%	13	-19%	42
<b>Single Family</b>	14	40%	15	25%	12	-14%	41
<b>Multi Family</b>	0	-100%	0	-100%	1	-50%	1
<b>Condos</b>	0		0		0		0
<b>Land</b>	2	-60%	2	-71%	3		7
<b>Commercial</b>	0		0		0		0





## West Tisbury

Third Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
<b>Residential</b>	\$15,147,500	4%	\$15,506,500	39%	\$20,134,500	25%	\$50,788,500
<b>Single Family</b>	\$15,147,500	28%	\$15,506,500	47%	\$19,184,500	35%	\$49,838,500
<b>Multi Family</b>					\$950,000	-48%	\$950,000
<b>Condos</b>							
<b>Land</b>	\$1,045,000	-38%	\$1,010,000	-84%	\$2,993,500		\$5,048,500
<b>Commercial</b>							

