



Martha's Vineyard
Second 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 $[(\text{value this year} - \text{value last year}) / \text{value last year}]$
% 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.

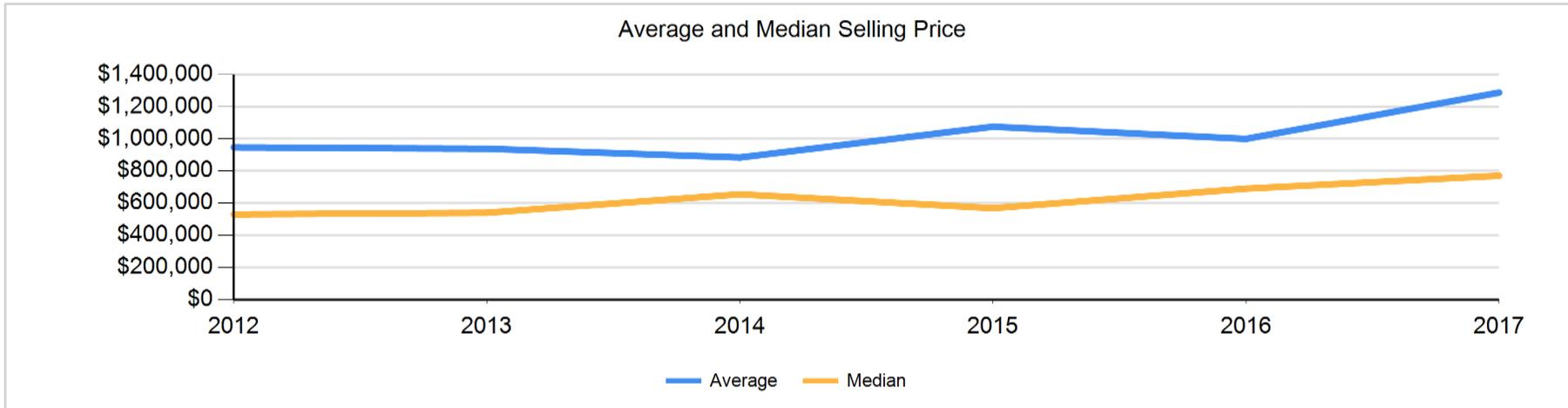
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



Island Wide
 Second Quarter 2017
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
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
2017	113	19%	\$1,286,965	29%	\$770,000	12%	133%	12%	\$145,427,060	53%	159



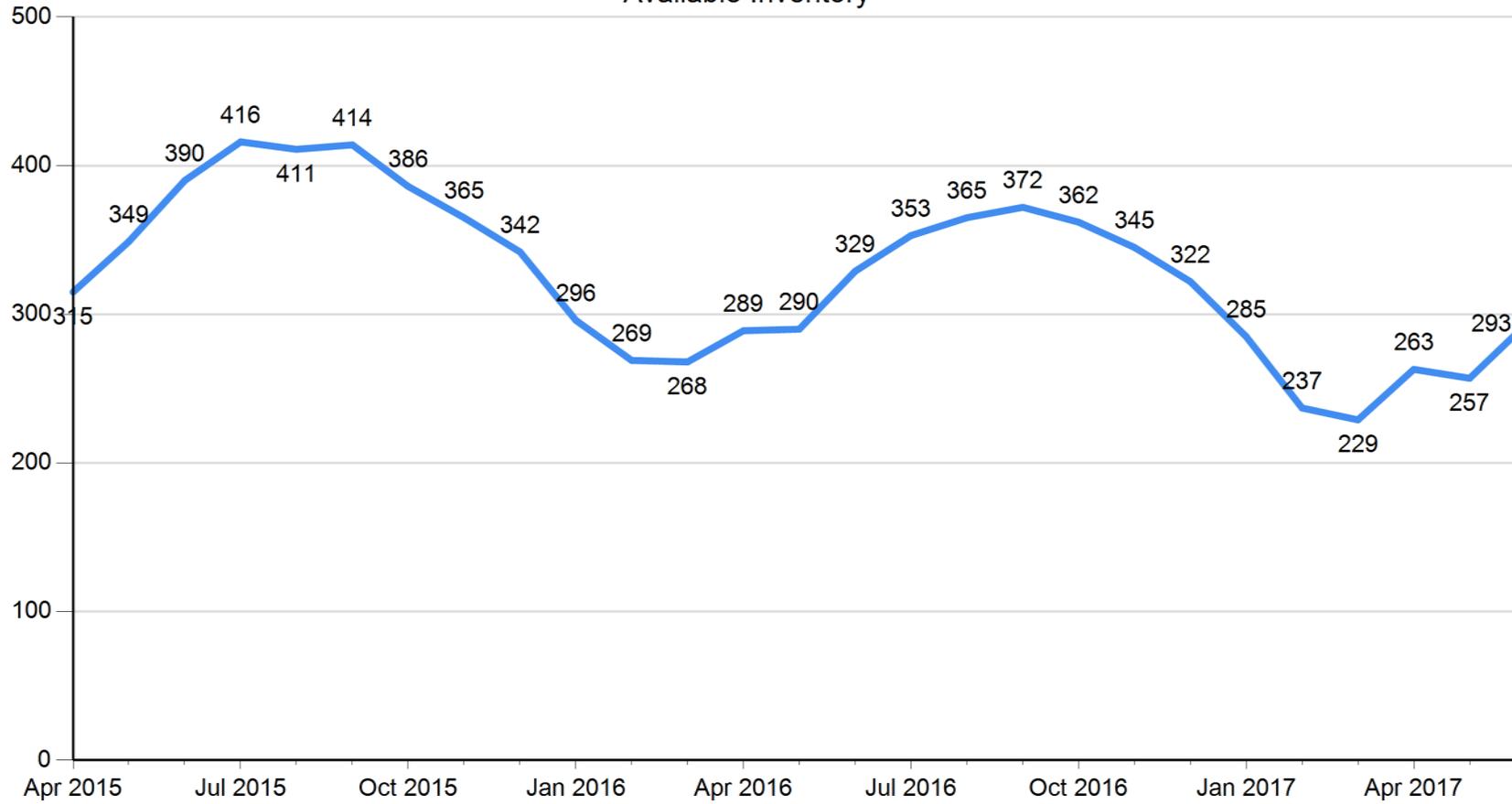


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Island Wide

Second Quarter 2017

Available Inventory



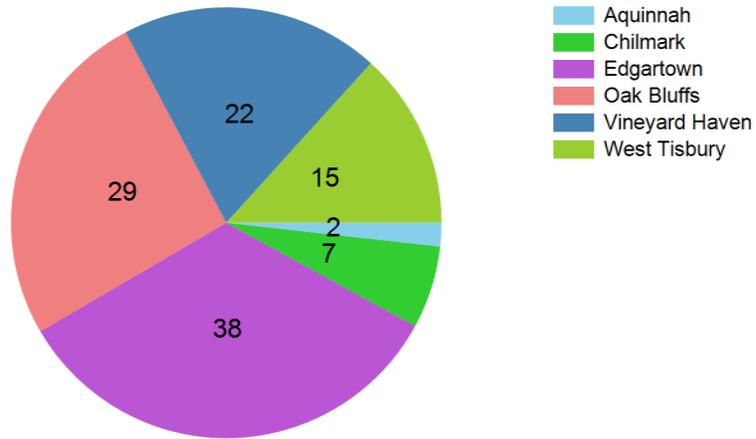


Island Wide

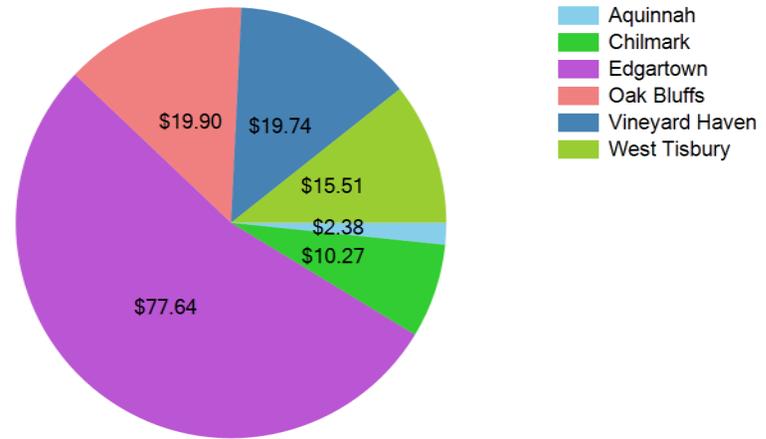
Second Quarter 2017
Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
Aquinnah	2	0%	\$1,187,500	6%	\$1,187,500	6%	156%	34%	\$2,375,000	6%	448
Chilmark	7	-30%	\$1,467,429	-37%	\$1,150,000	5%	116%	15%	\$10,272,000	-56%	419
Edgartown	38	73%	\$2,043,113	77%	\$1,030,250	25%	145%	7%	\$77,638,300	206%	138
Oak Bluffs	29	7%	\$686,138	7%	\$575,000	-3%	127%	7%	\$19,898,000	15%	110
Vineyard Haven	22	5%	\$897,148	21%	\$672,250	23%	129%	12%	\$19,737,260	27%	181
West Tisbury	15	15%	\$1,033,767	20%	\$750,000	-4%	121%	9%	\$15,506,500	39%	123

Sales by Area



Sales by Area (\$ Millions)



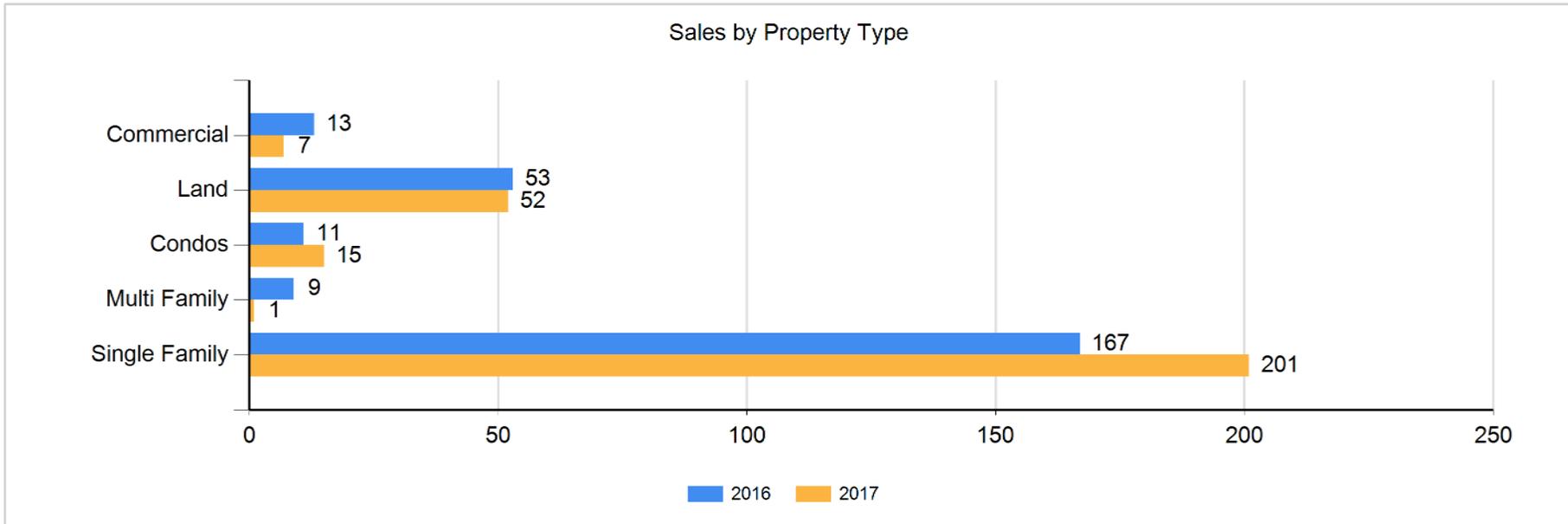


Island Wide

Second Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		Total Sales
	Sales	% + -	Sales	% + -	
Residential	97	10%	120	21%	217
Single Family	88	17%	113	23%	201
Multi Family	1	-83%	0	-100%	1
Condos	8	14%	7	75%	15
Land	30	36%	22	-29%	52
Commercial	6	100%	1	-90%	7



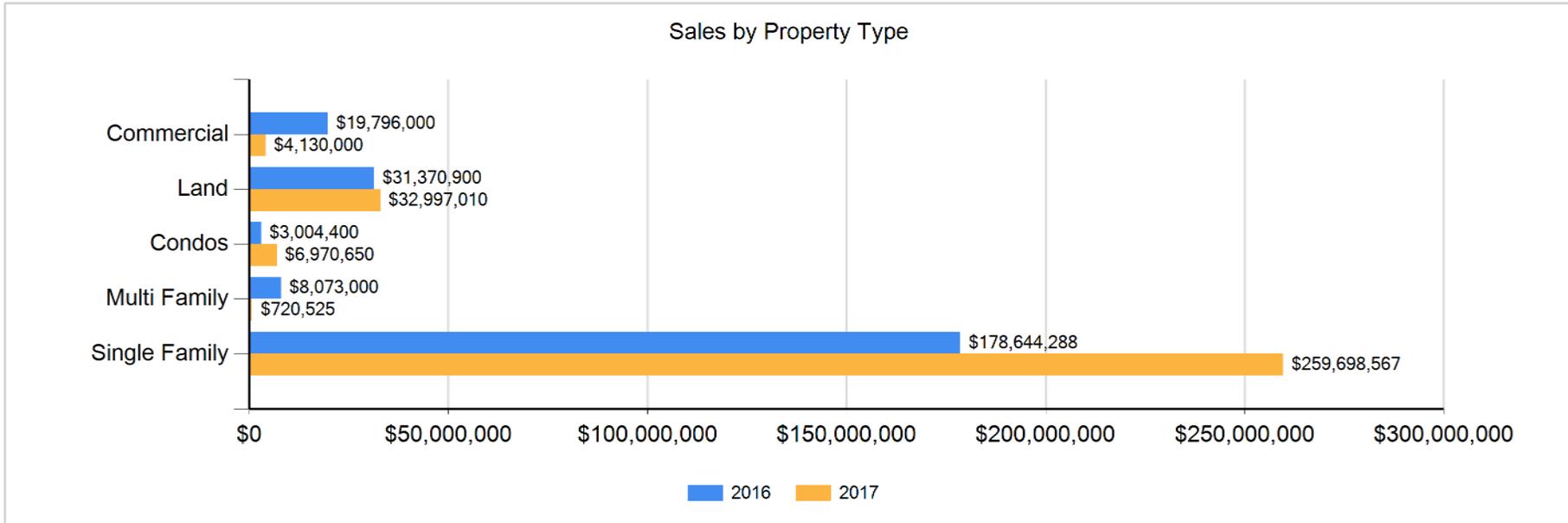


Island Wide

Second Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$118,361,782	26%	\$149,027,960	55%	\$267,389,742
Single Family	\$114,271,507	33%	\$145,427,060	56%	\$259,698,567
Multi Family	\$720,525	-88%			\$720,525
Condos	\$3,369,750	86%	\$3,600,900	202%	\$6,970,650
Land	\$12,577,010	16%	\$20,420,000	0%	\$32,997,010
Commercial	\$3,930,000	-37%	\$200,000	-99%	\$4,130,000

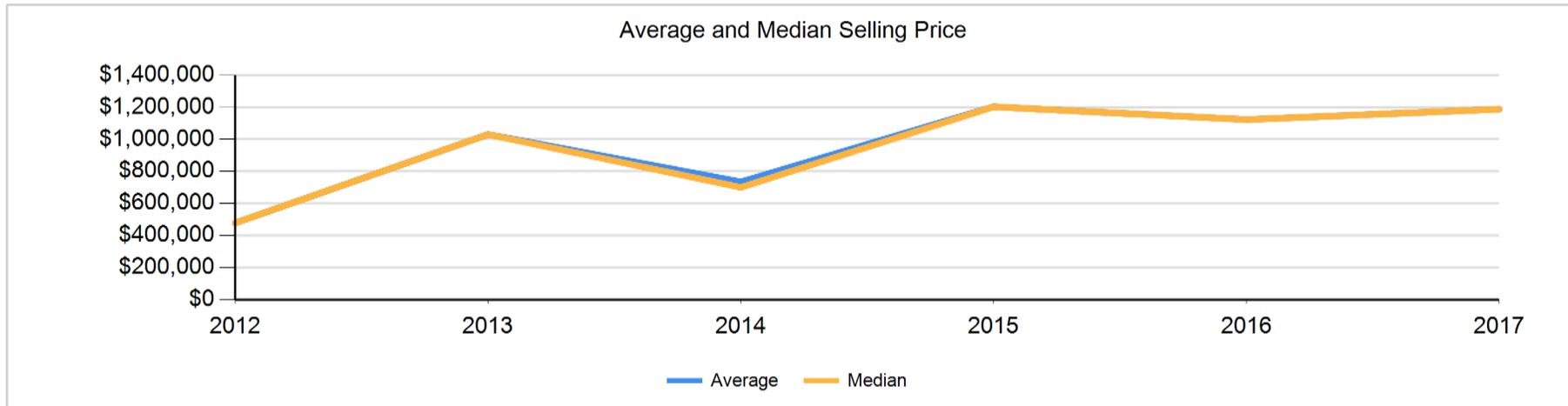




Aquinnah

Second Quarter 2017
Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
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
2017	2	0%	\$1,187,500	6%	\$1,187,500	6%	156%	34%	\$2,375,000	6%	448



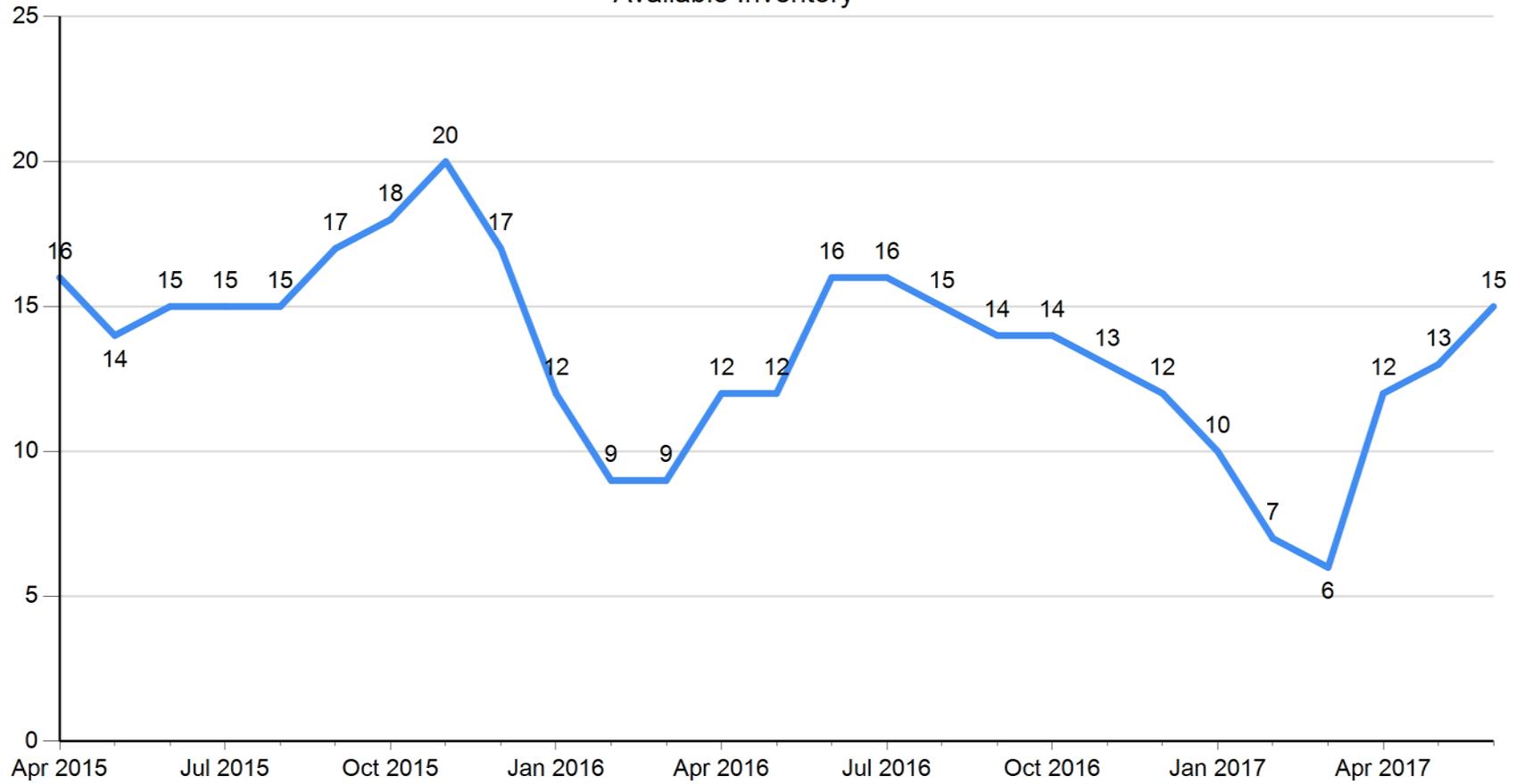


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Aquinnah

Second Quarter 2017

Available Inventory



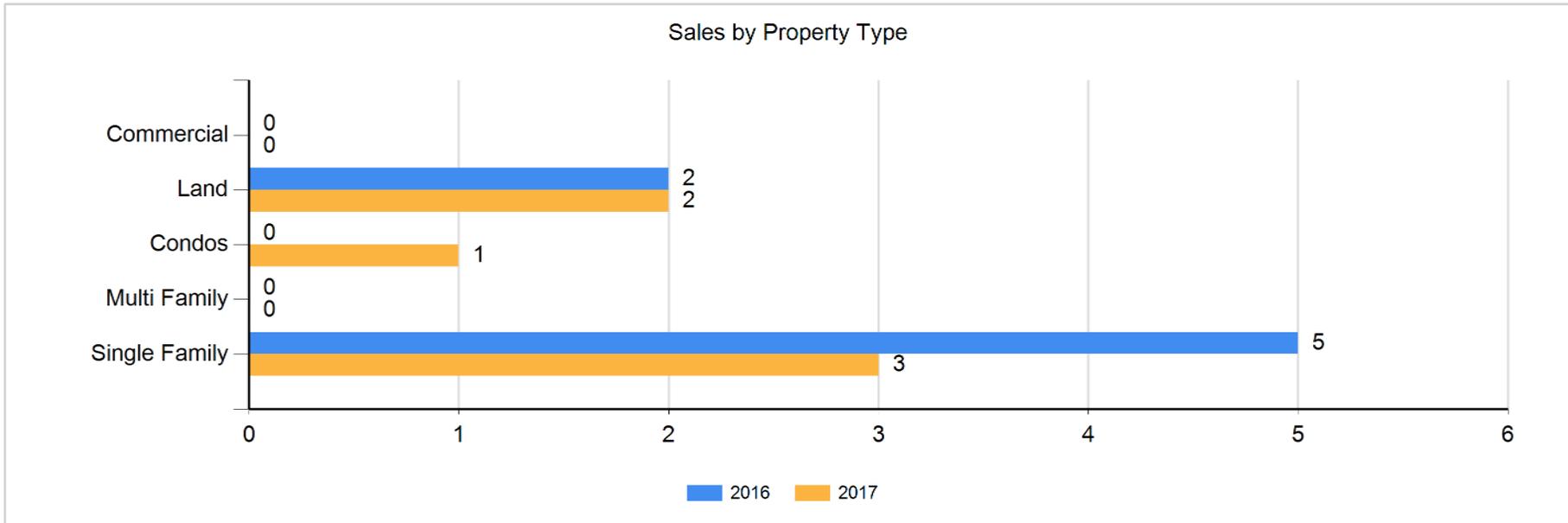


Aquinnah

Second Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		Total Sales
	Sales	% + -	Sales	% + -	
Residential	2	-33%	2	0%	4
Single Family	1	-67%	2	0%	3
Multi Family	0		0		0
Condos	1		0		1
Land	1		1	-50%	2
Commercial	0		0		0



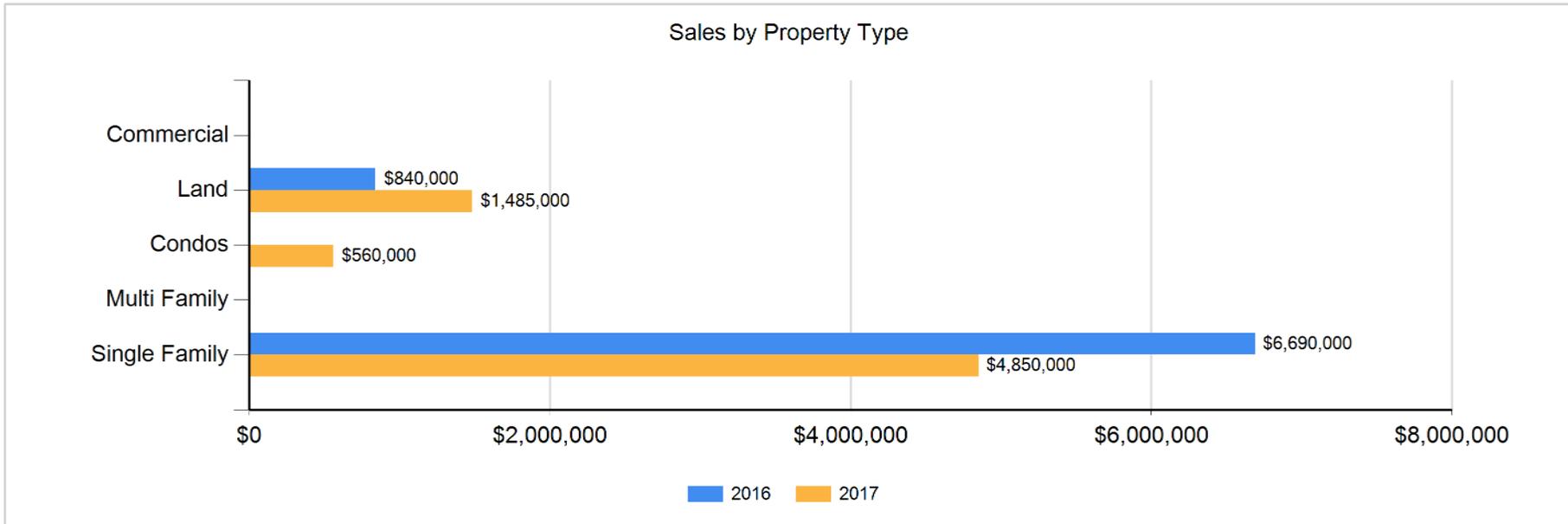


Aquinnah

Second Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$3,035,000	-32%	\$2,375,000	6%	\$5,410,000
Single Family	\$2,475,000	-44%	\$2,375,000	6%	\$4,850,000
Multi Family					
Condos	\$560,000				\$560,000
Land	\$1,000,000		\$485,000	-42%	\$1,485,000
Commercial					

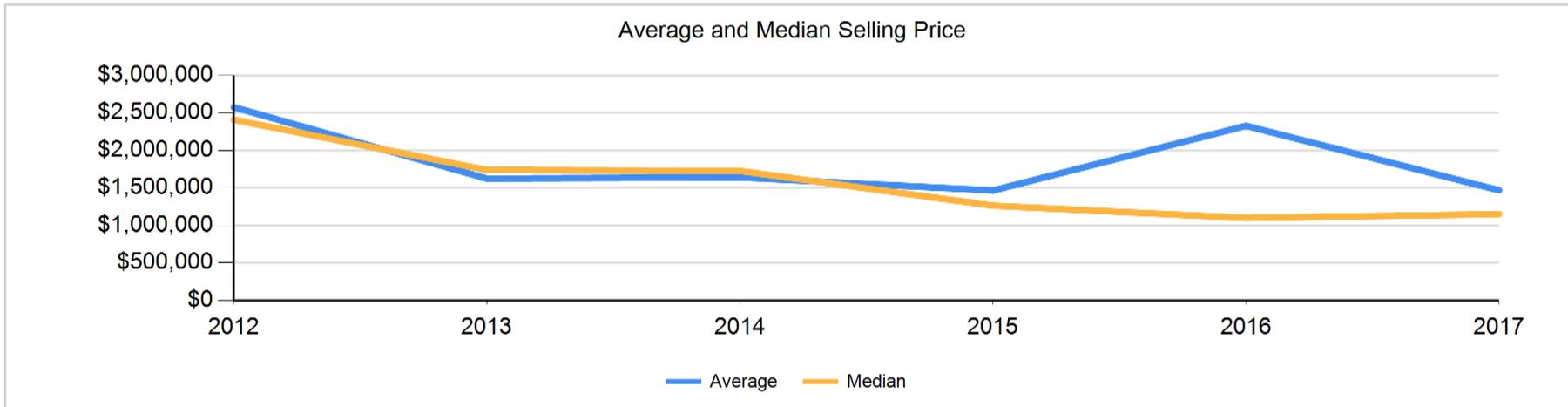




Chilmark

Second Quarter 2017 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
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
2017	7	-30%	\$1,467,429	-37%	\$1,150,000	5%	116%	15%	\$10,272,000	-56%	419



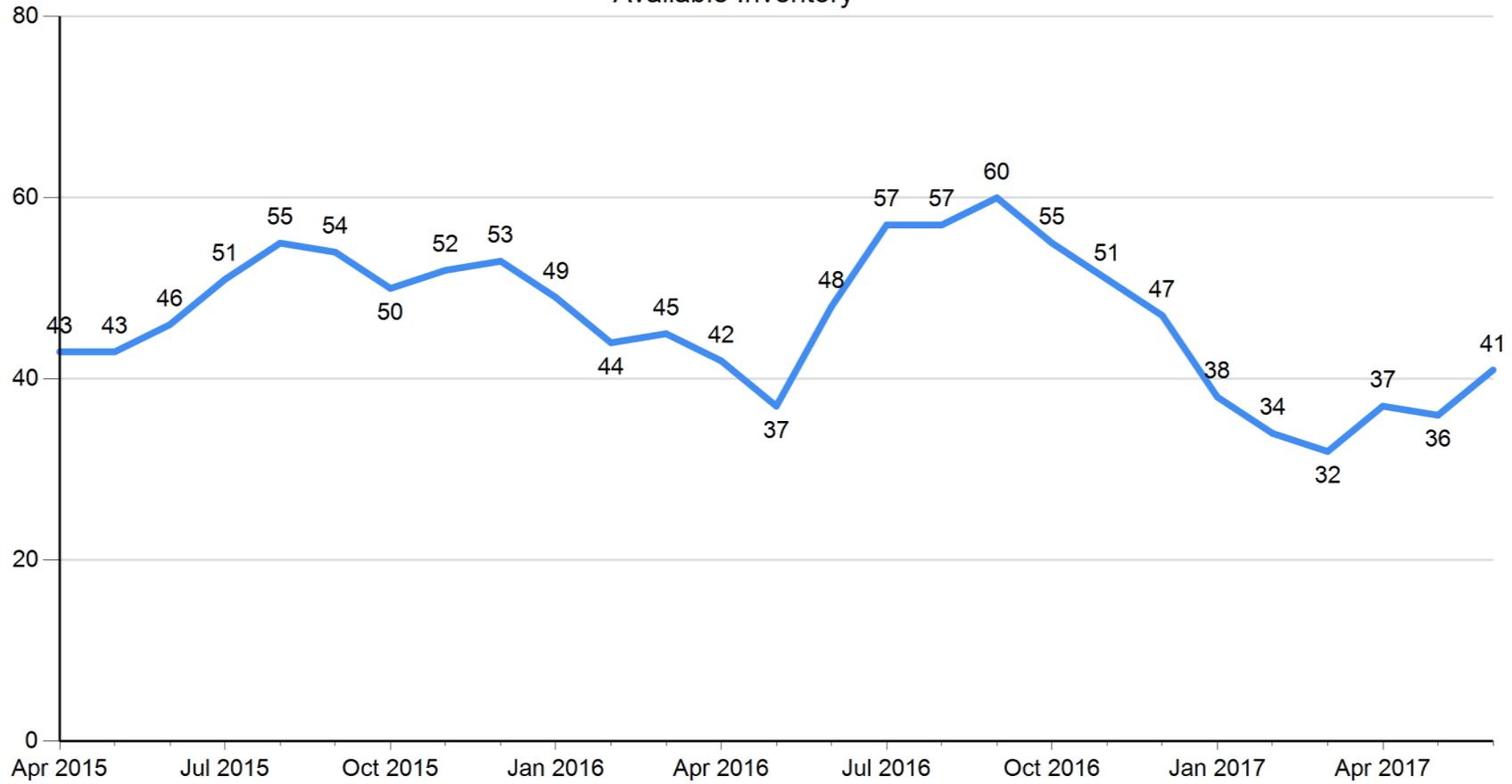


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Chilmark

Second Quarter 2017

Available Inventory



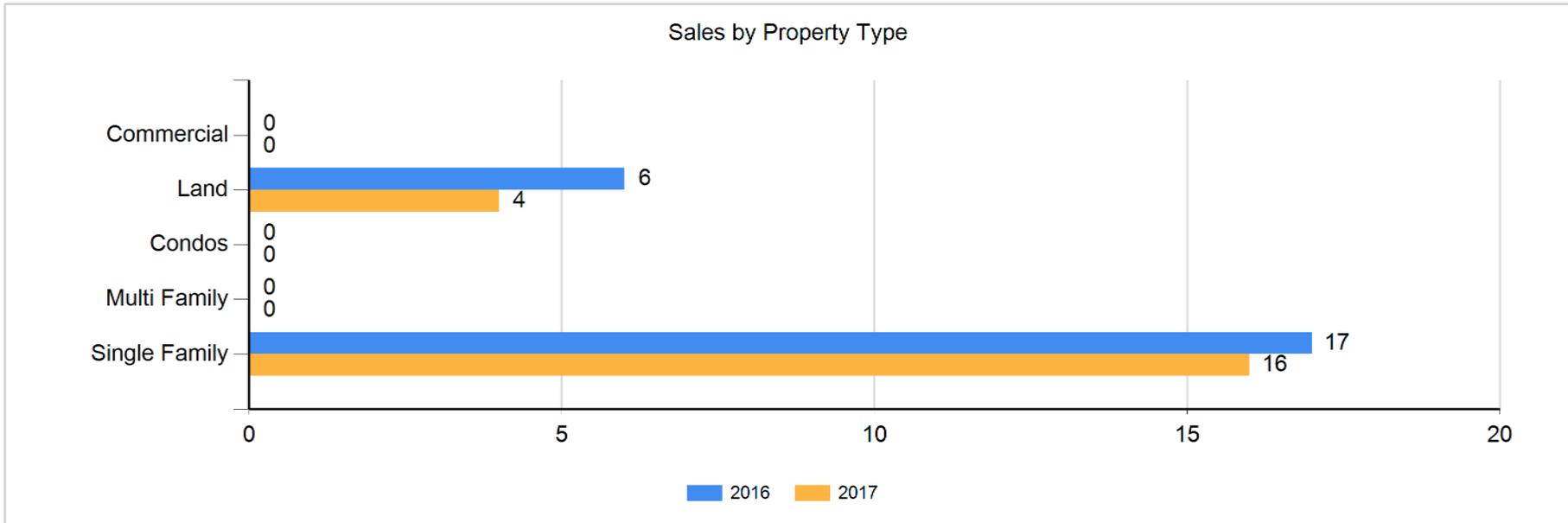


Chilmark

Second Quarter 2017

Year to Date - Number of Sales by Quarter

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



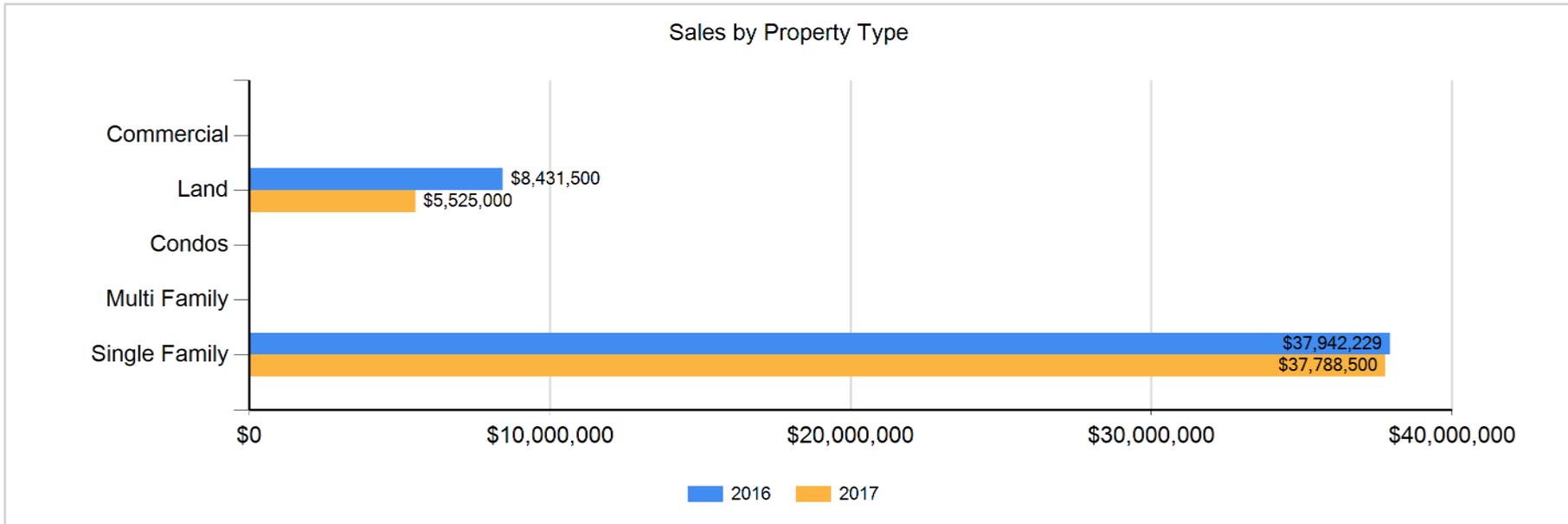


Chilmark

Second Quarter 2017

Year to Date - Sales Volume by Quarter

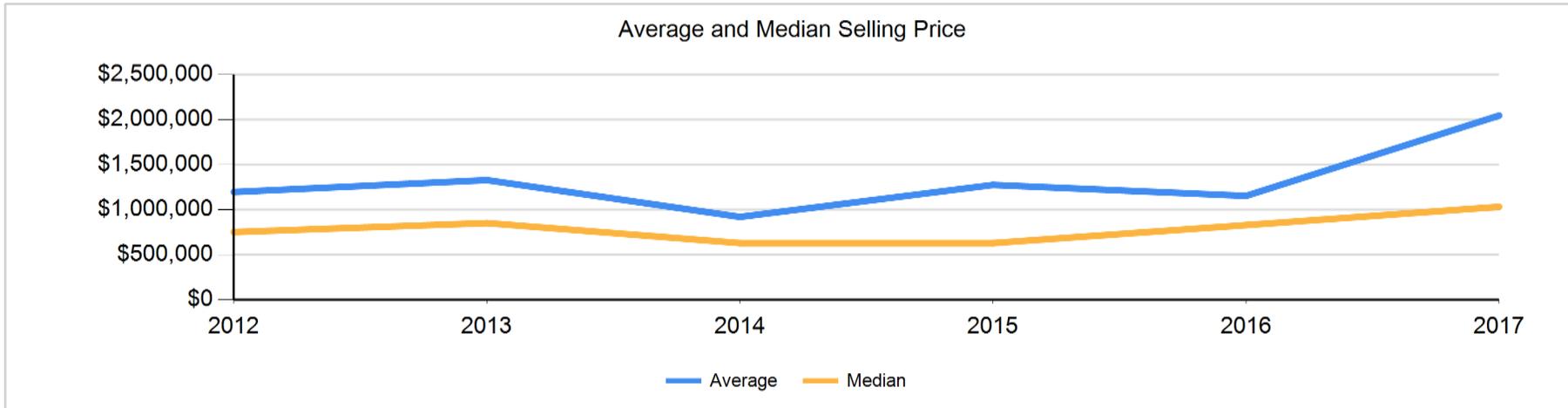
	1st Qtr		2nd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$27,516,500	87%	\$10,272,000	-56%	\$37,788,500
Single Family	\$27,516,500	87%	\$10,272,000	-56%	\$37,788,500
Multi Family					
Condos					
Land	\$975,000	-35%	\$4,550,000	-34%	\$5,525,000
Commercial					





Edgartown
 Second Quarter 2017
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
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
2017	38	73%	\$2,043,113	77%	\$1,030,250	25%	145%	7%	\$77,638,300	206%	138



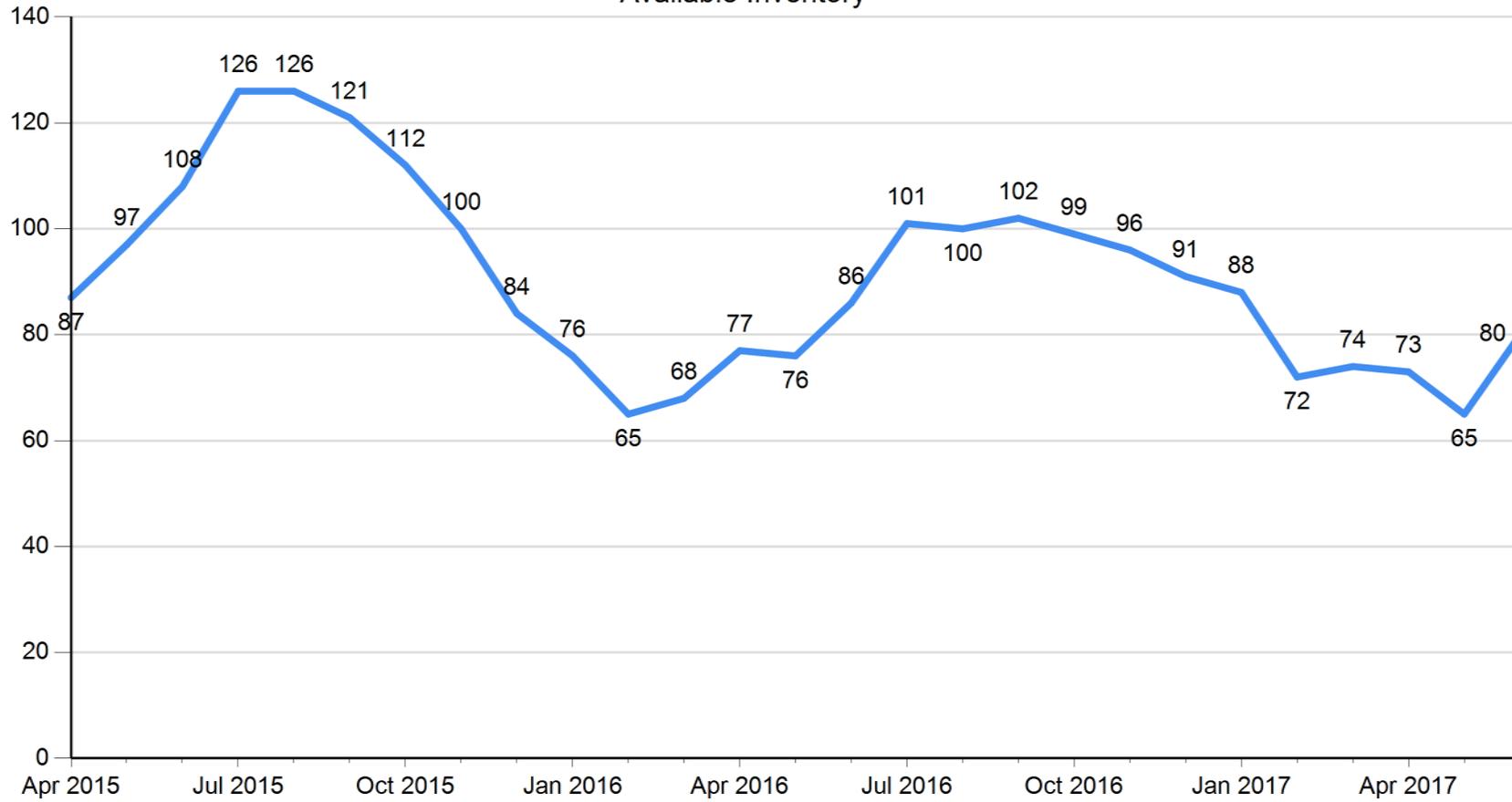


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Edgartown

Second Quarter 2017

Available Inventory



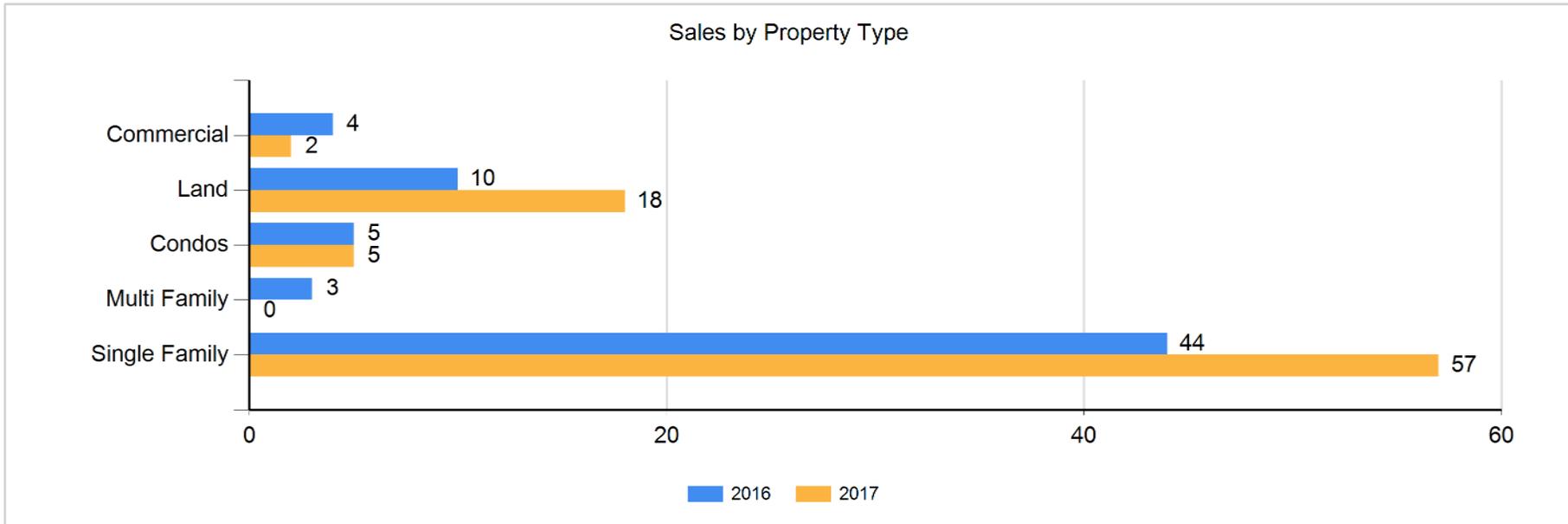


Edgartown

Second Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		Total Sales
	Sales	% + -	Sales	% + -	
Residential	22	-21%	40	67%	62
Single Family	19	-17%	38	81%	57
Multi Family	0	-100%	0	-100%	0
Condos	3	0%	2	0%	5
Land	11	175%	7	17%	18
Commercial	2		0	-100%	2



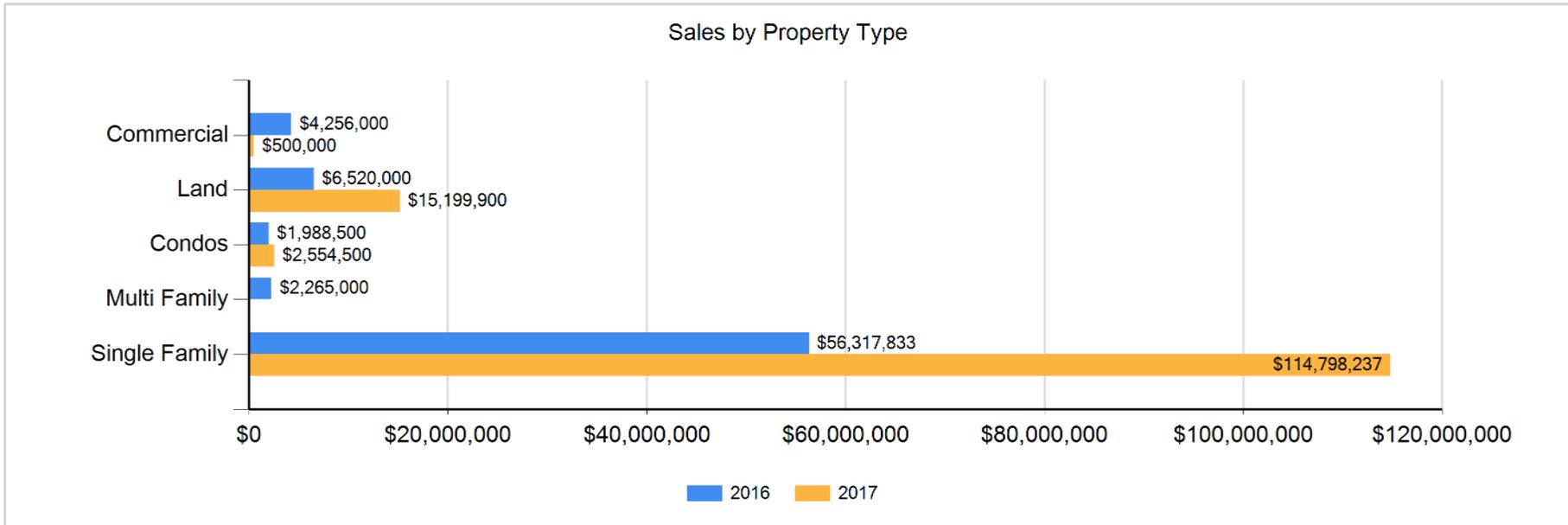


Edgartown

Second Quarter 2017

Year to Date - Sales Volume by Quarter

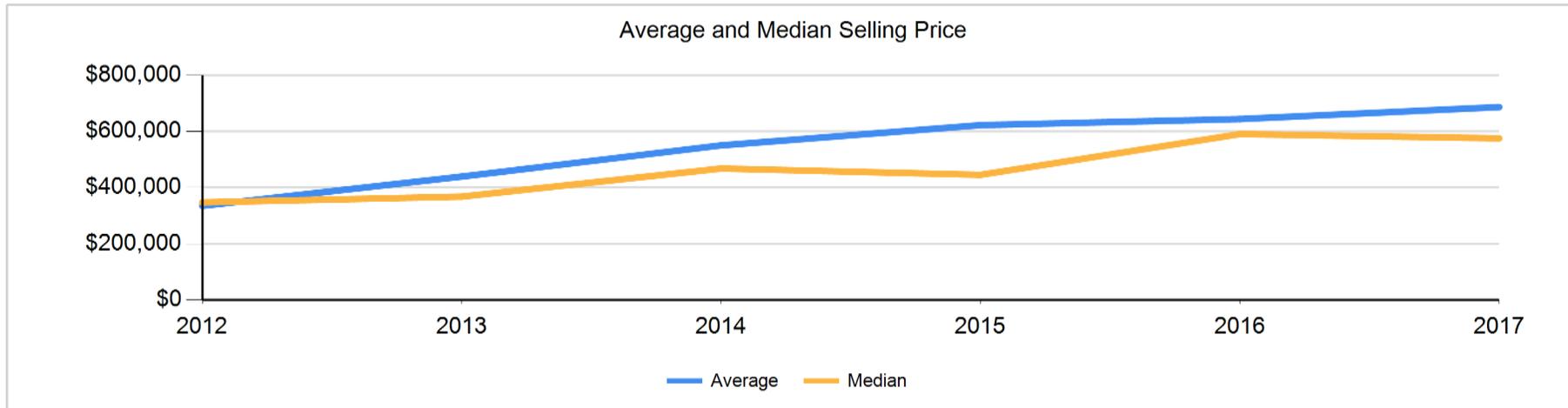
	1st Qtr		2nd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$38,654,437	12%	\$78,698,300	201%	\$117,352,737
Single Family	\$37,159,937	16%	\$77,638,300	218%	\$114,798,237
Multi Family					
Condos	\$1,494,500	25%	\$1,060,000	34%	\$2,554,500
Land	\$4,913,400	24%	\$10,286,500	301%	\$15,199,900
Commercial	\$500,000				\$500,000





Oak Bluffs
 Second Quarter 2017
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
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
2017	29	7%	\$686,138	7%	\$575,000	-3%	127%	7%	\$19,898,000	15%	110



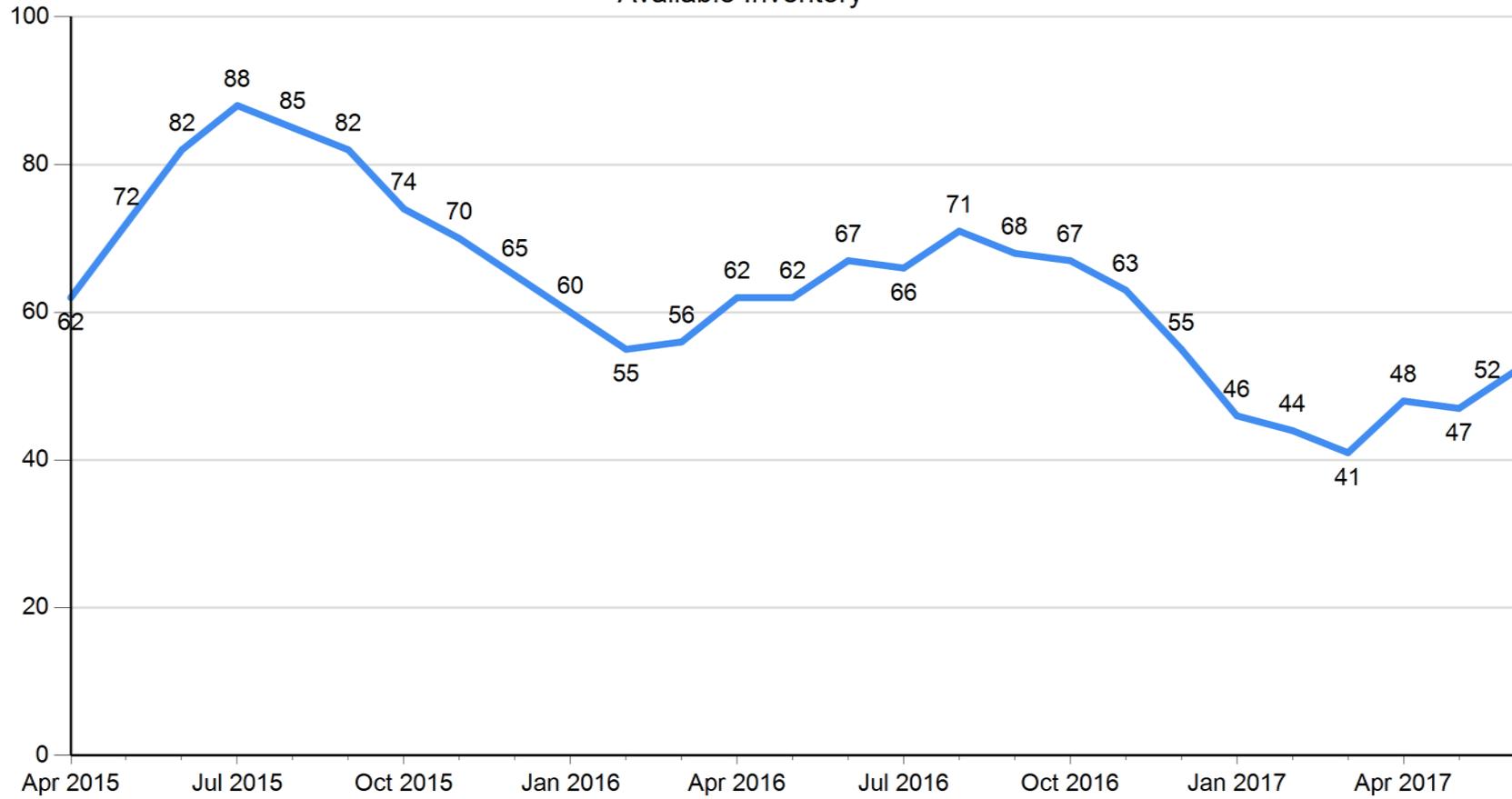


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Oak Bluffs

Second Quarter 2017

Available Inventory



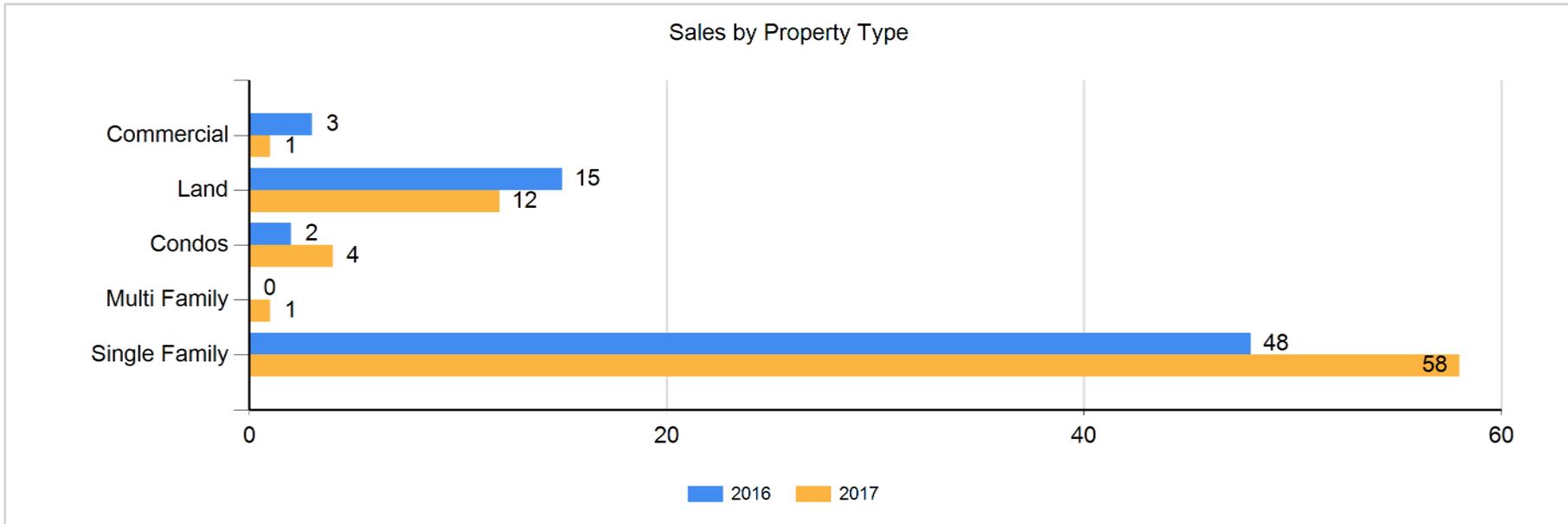


Oak Bluffs

Second Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		Total Sales
	Sales	% +/-	Sales	% +/-	
Residential	33	43%	30	11%	63
Single Family	29	38%	29	7%	58
Multi Family	1		0		1
Condos	3	50%	1		4
Land	7	-13%	5	-29%	12
Commercial	1	-50%	0	-100%	1



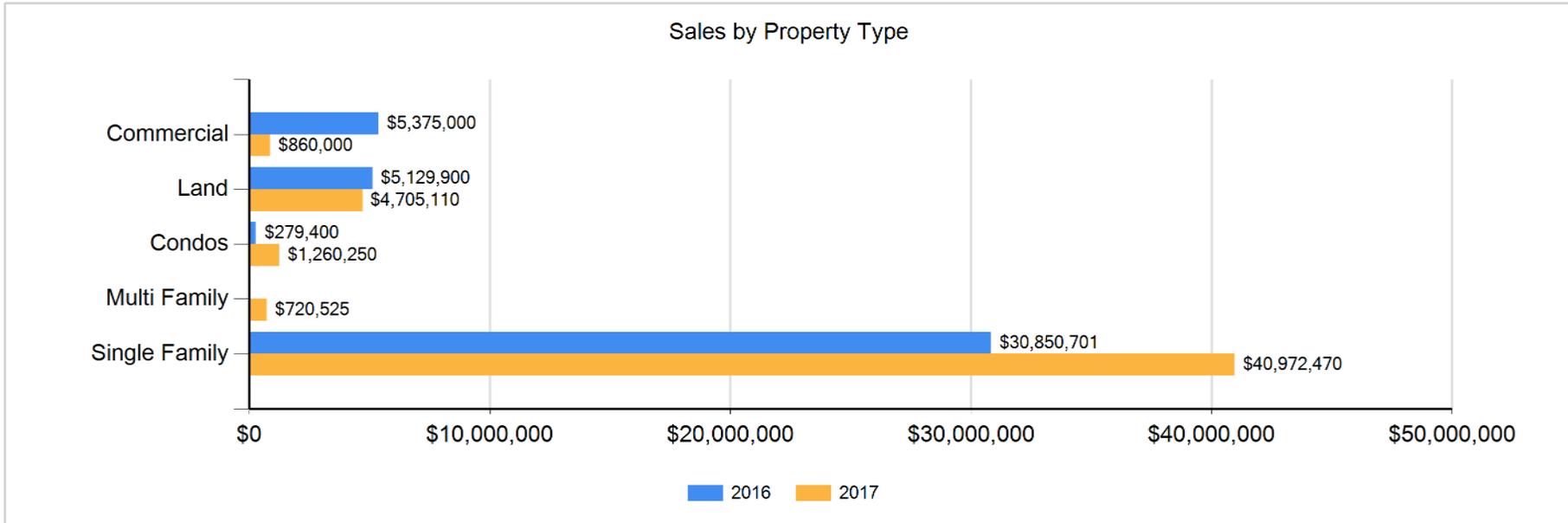


Oak Bluffs

Second Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$22,570,245	64%	\$20,383,000	17%	\$42,953,245
Single Family	\$21,074,470	56%	\$19,898,000	15%	\$40,972,470
Multi Family	\$720,525				\$720,525
Condos	\$775,250	177%	\$485,000		\$1,260,250
Land	\$2,101,610	-25%	\$2,603,500	13%	\$4,705,110
Commercial	\$860,000	-82%			\$860,000



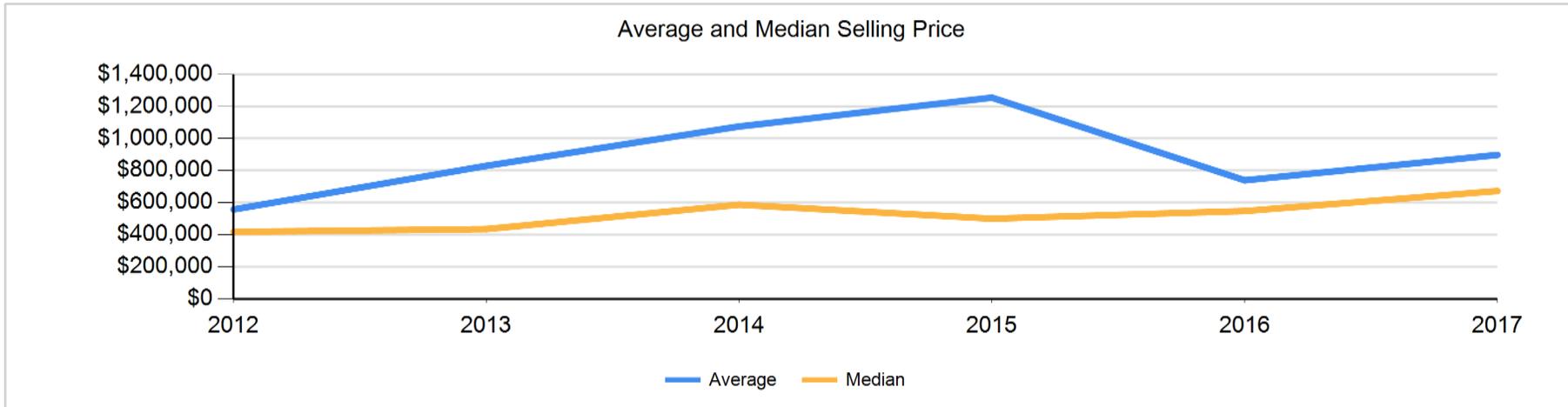


Vineyard Haven

Second Quarter 2017

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
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
2017	22	5%	\$897,148	21%	\$672,250	23%	129%	12%	\$19,737,260	27%	181



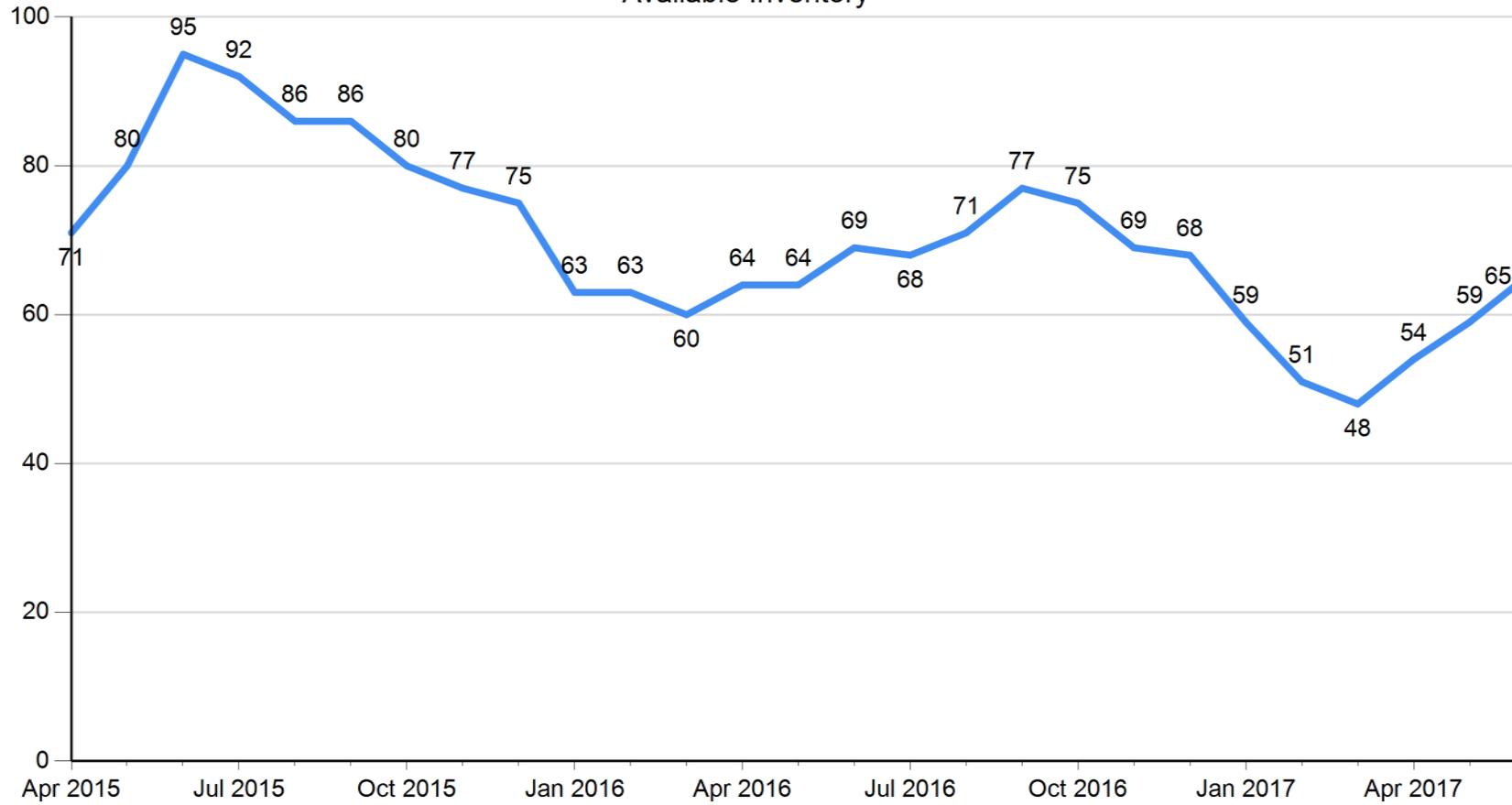


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Vineyard Haven

Second Quarter 2017

Available Inventory



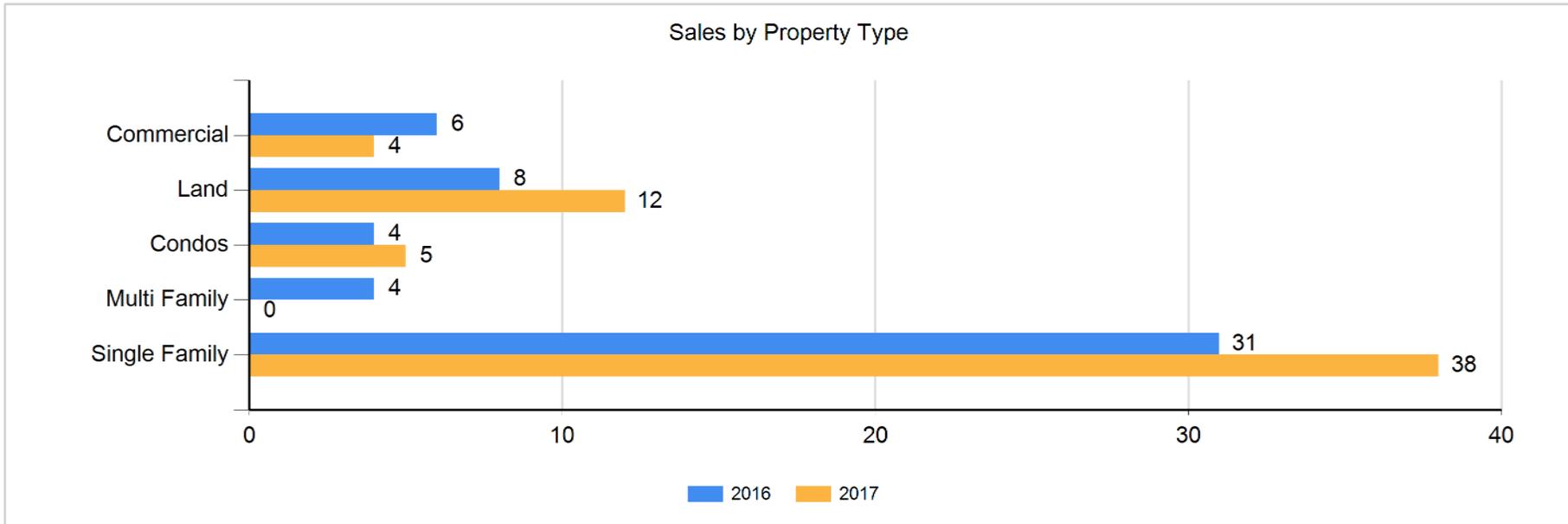


Vineyard Haven

Second Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		Total Sales
	Sales	% + -	Sales	% + -	
Residential	17	6%	26	13%	43
Single Family	16	45%	22	10%	38
Multi Family	0	-100%	0	-100%	0
Condos	1	-50%	4	100%	5
Land	7	133%	5	0%	12
Commercial	3	200%	1	-80%	4



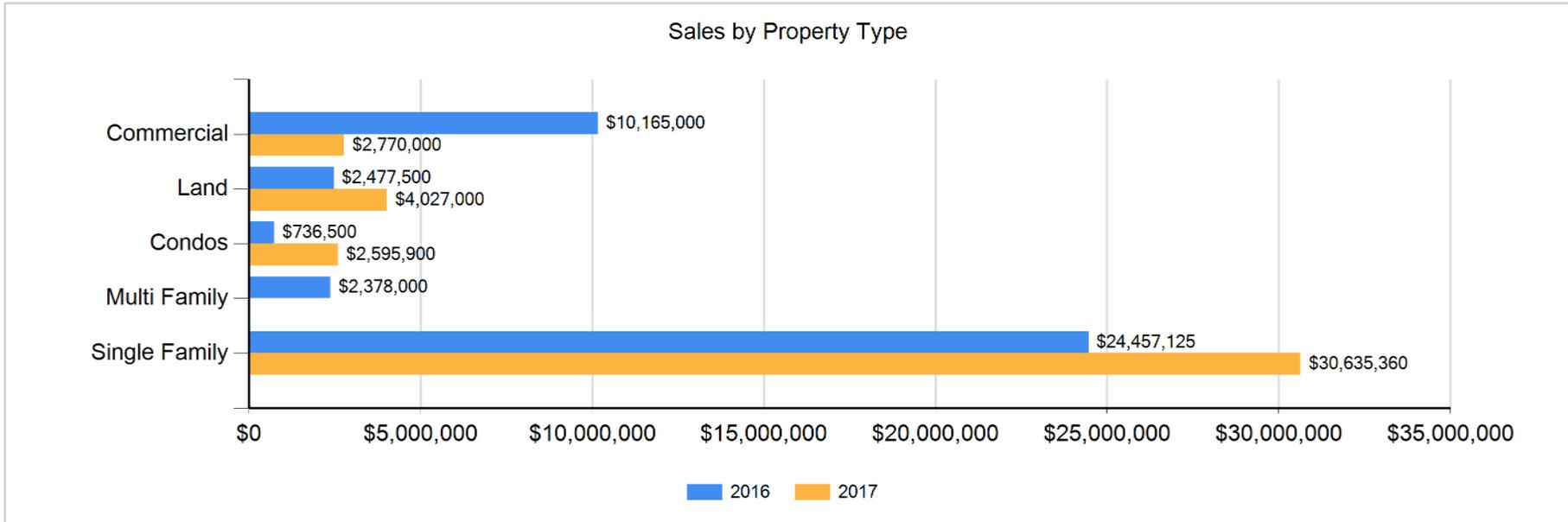


Vineyard Haven

Second Quarter 2017

Year to Date - Sales Volume by Quarter

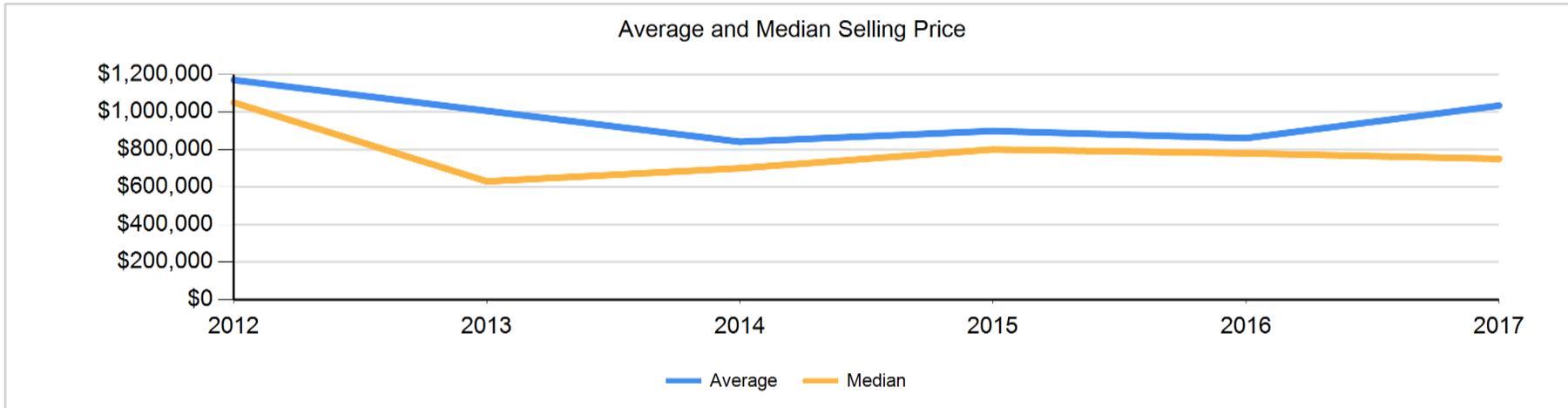
	1st Qtr		2nd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$11,438,100	-2%	\$21,793,160	37%	\$33,231,260
Single Family	\$10,898,100	17%	\$19,737,260	31%	\$30,635,360
Multi Family					
Condos	\$540,000	62%	\$2,055,900	409%	\$2,595,900
Land	\$2,542,000	183%	\$1,485,000	-6%	\$4,027,000
Commercial	\$2,570,000	84%	\$200,000	-98%	\$2,770,000





West Tisbury
 Second Quarter 2017
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2012	13	-19%	\$1,169,885	4%	\$1,050,000	43%	100%	-4%	\$15,208,500	-15%	231
2013	15	15%	\$1,005,600	-14%	\$630,000	-40%	104%	4%	\$15,084,000	-1%	234
2014	6	-60%	\$841,000	-16%	\$700,000	11%	114%	10%	\$5,046,000	-67%	138
2015	6	0%	\$898,333	7%	\$800,000	14%	111%	-3%	\$5,390,000	7%	259
2016	13	117%	\$860,219	-4%	\$779,500	-3%	111%	0%	\$11,182,850	107%	144
2017	15	15%	\$1,033,767	20%	\$750,000	-4%	121%	9%	\$15,506,500	39%	123



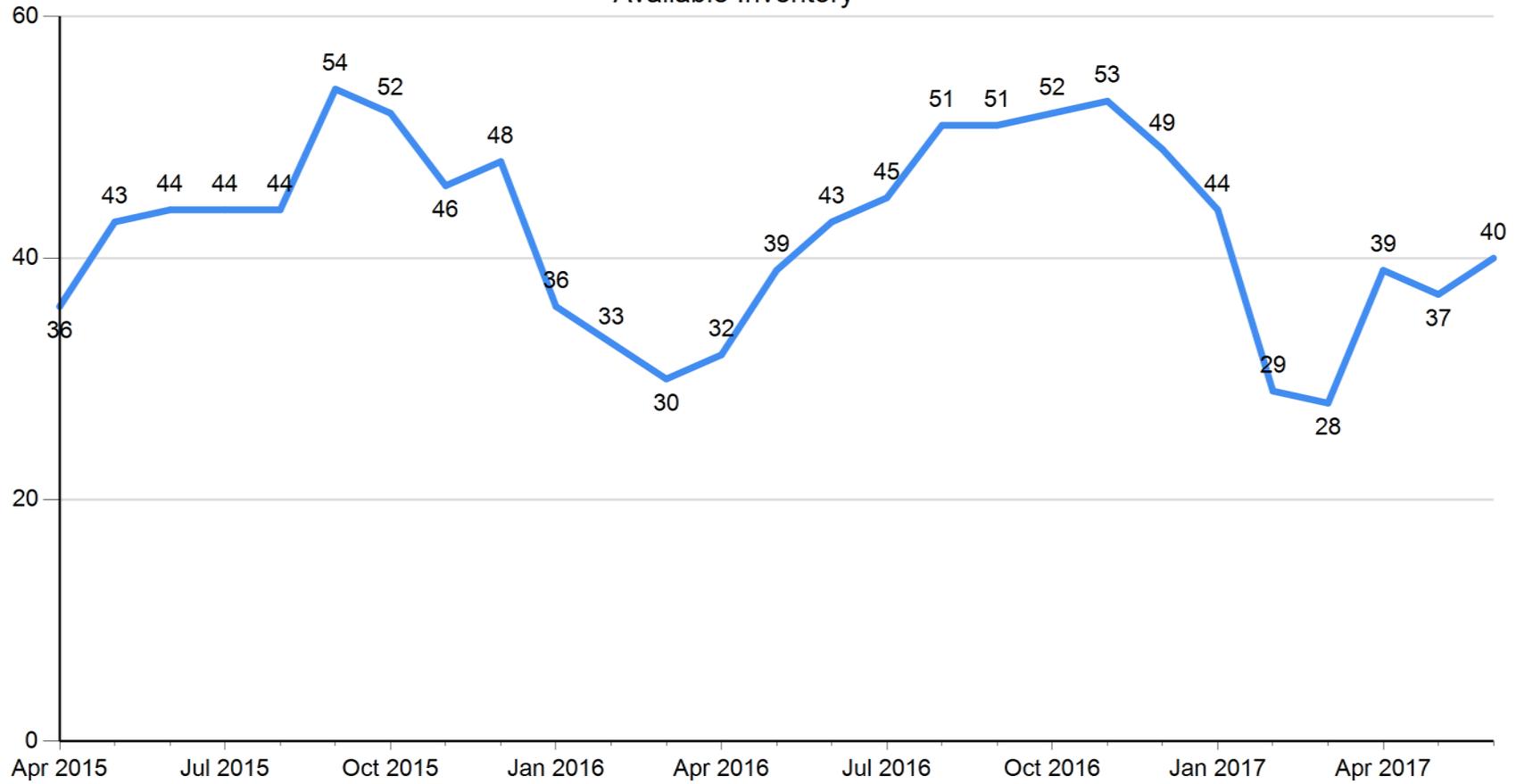


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West Tisbury

Second Quarter 2017

Available Inventory



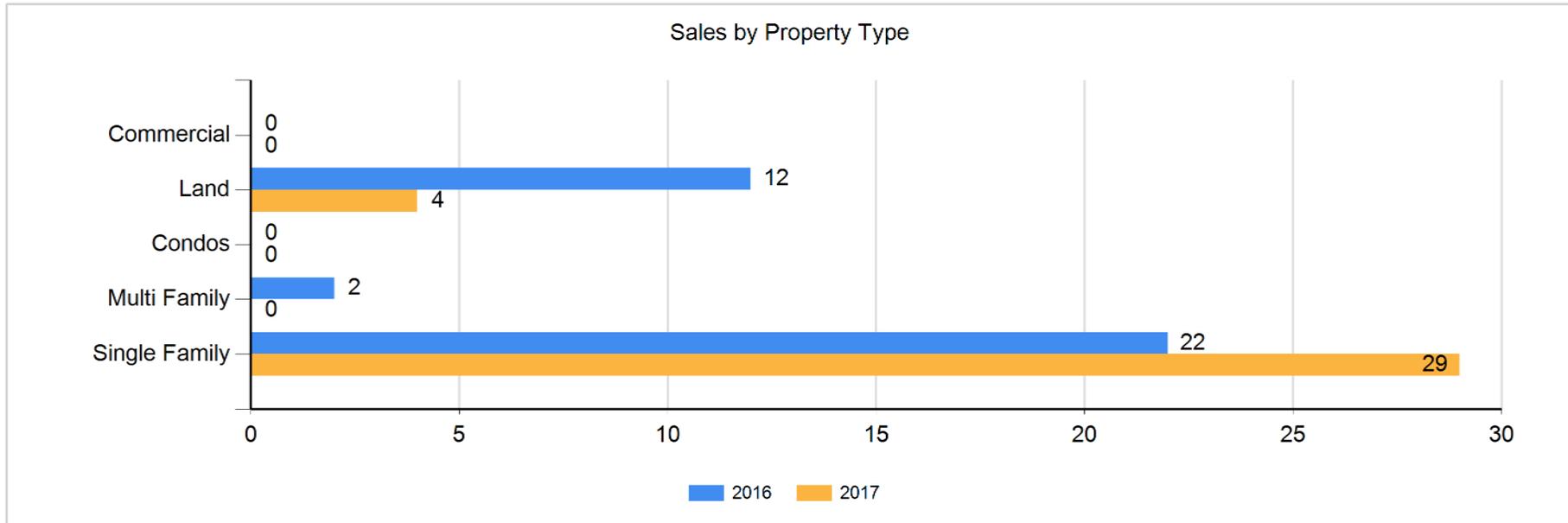


West Tisbury

Second Quarter 2017

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		Total Sales
	Sales	% + -	Sales	% + -	
Residential	14	27%	15	15%	29
Single Family	14	40%	15	25%	29
Multi Family	0	-100%	0	-100%	0
Condos	0		0		0
Land	2	-60%	2	-71%	4
Commercial	0		0		0





West Tisbury

Second Quarter 2017

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$15,147,500	4%	\$15,506,500	39%	\$30,654,000
Single Family	\$15,147,500	28%	\$15,506,500	47%	\$30,654,000
Multi Family					
Condos					
Land	\$1,045,000	-38%	\$1,010,000	-84%	\$2,055,000
Commercial					

