



Martha's Vineyard
Third 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.



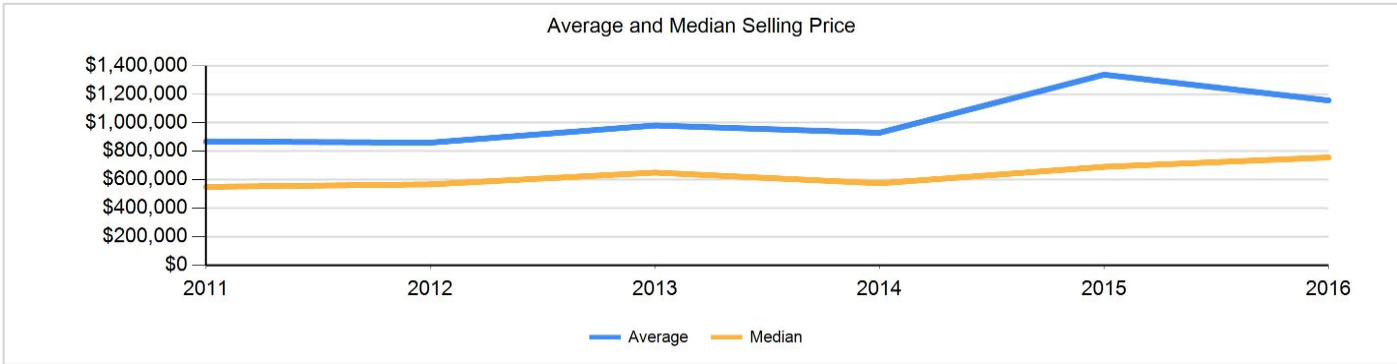
LINK

Island Wide

Third Quarter 2016

Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-----------|-------|---------|-------|---------------|-------|-----|
| 2011 | 73 | -1% | \$867,844 | -38% | \$550,000 | -2% | 110% | -1% | \$63,352,610 | -39% | 234 |
| 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 |



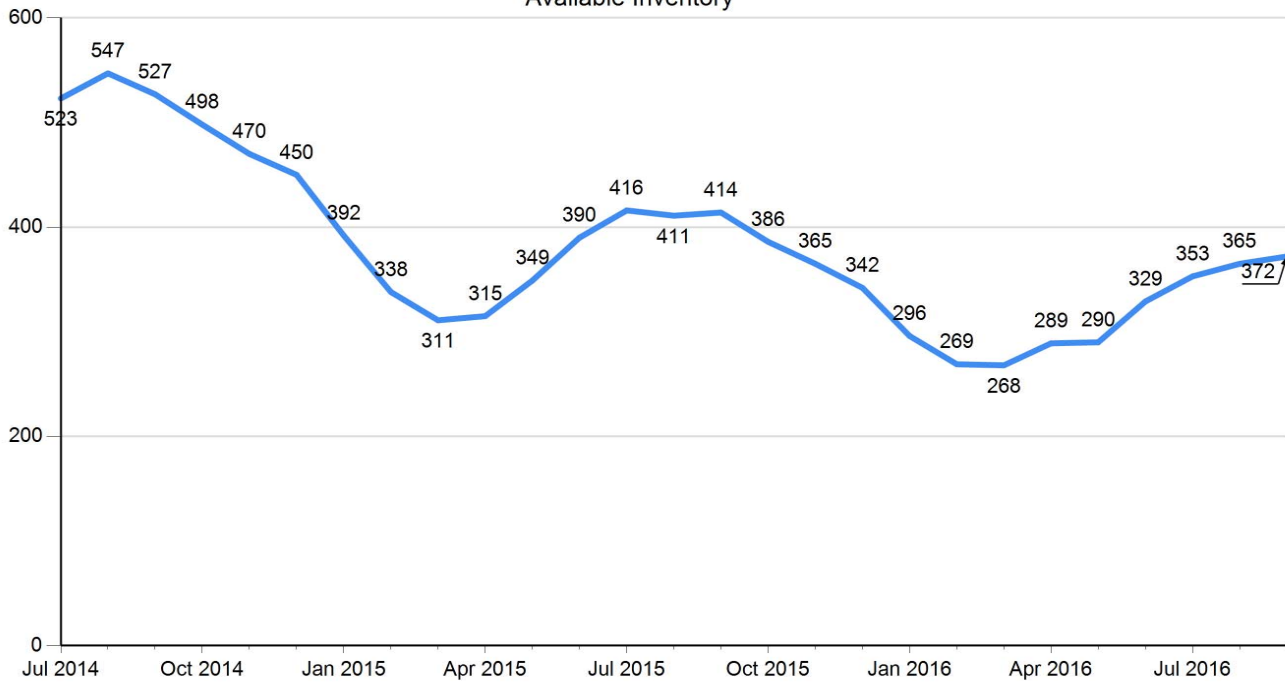


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Island Wide

Third Quarter 2016

Available Inventory





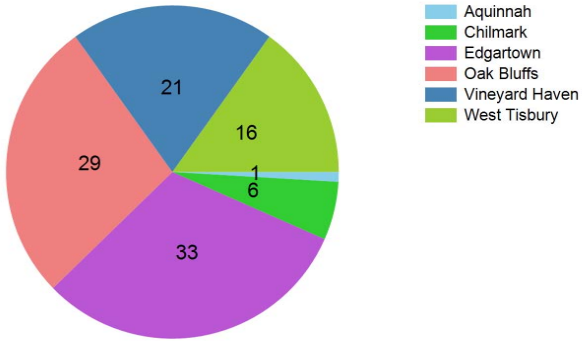
Island Wide

Third Quarter 2016

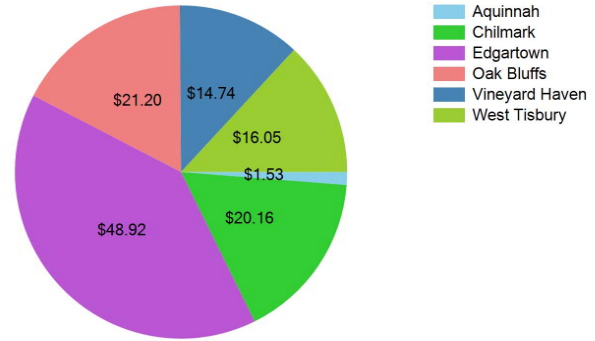
Sales Summary By Area

| | Sales | % +/- | Avg Sell | % +/- | Med Sell | % +/- | % of AV | % +/- | \$ Volume | % +/- | DOM |
|-----------------------|-------|-------|-------------|-------|-------------|-------|---------|-------|--------------|-------|-----|
| Aquinnah | 1 | -50% | \$1,525,000 | -7% | \$1,525,000 | -7% | 93% | -15% | \$1,525,000 | -53% | 692 |
| Chilmark | 6 | -33% | \$3,360,000 | 167% | \$1,600,000 | 64% | 94% | -16% | \$20,160,000 | 78% | 462 |
| Edgartown | 33 | -28% | \$1,482,315 | -27% | \$917,500 | -1% | 153% | 20% | \$48,916,400 | -48% | 109 |
| Oak Bluffs | 29 | -6% | \$730,905 | 2% | \$599,000 | 18% | 122% | -16% | \$21,196,250 | -5% | 88 |
| Vineyard Haven | 21 | -9% | \$702,024 | -33% | \$647,000 | 13% | 109% | 0% | \$14,742,500 | -39% | 250 |
| West Tisbury | 16 | 23% | \$1,003,309 | 16% | \$855,000 | 26% | 110% | -30% | \$16,052,950 | 43% | 146 |

Sales by Area



Sales by Area (\$ Millions)



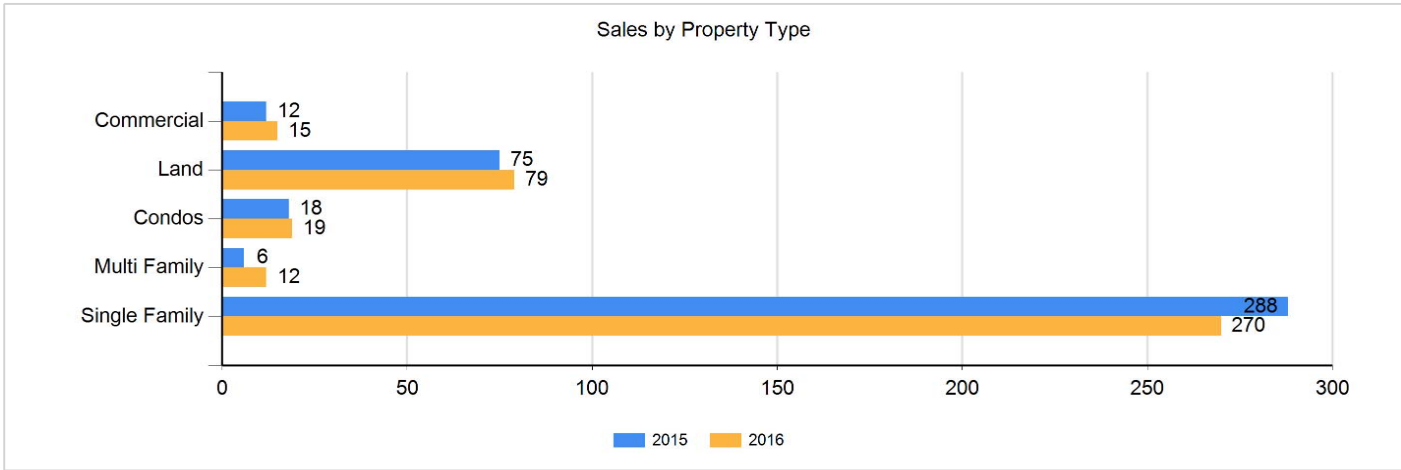


Island Wide

Third Quarter 2016

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % + - | Sales | % + - | Sales | % + - | |
| Residential | 88 | -1% | 99 | 5% | 114 | -12% | 301 |
| Single Family | 75 | -6% | 92 | 7% | 103 | -16% | 270 |
| Multi Family | 6 | 200% | 3 | 50% | 3 | 50% | 12 |
| Condos | 7 | 0% | 4 | -33% | 8 | 60% | 19 |
| Land | 22 | 5% | 31 | 11% | 26 | 0% | 79 |
| Commercial | 3 | -25% | 10 | 233% | 2 | -60% | 15 |



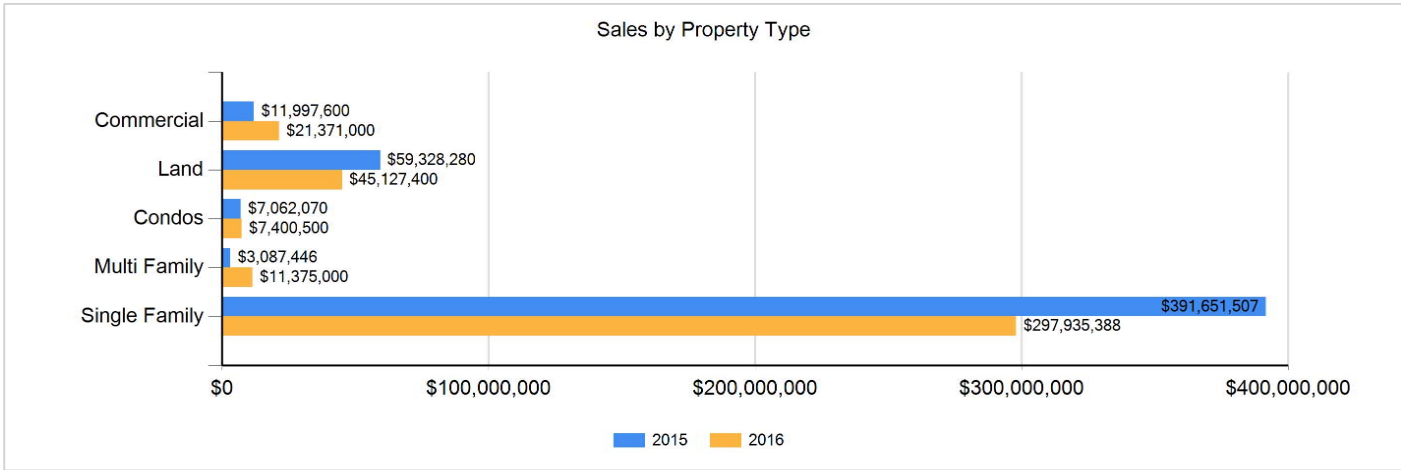


Island Wide

Third Quarter 2016

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|---------------|-------|---------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$93,604,213 | -32% | \$96,117,475 | -1% | \$126,989,200 | -24% | \$316,710,888 |
| Single Family | \$85,653,813 | -36% | \$92,990,475 | -1% | \$119,291,100 | -28% | \$297,935,388 |
| Multi Family | \$6,140,000 | 523% | \$1,933,000 | 127% | \$3,302,000 | 164% | \$11,375,000 |
| Condos | \$1,810,400 | -44% | \$1,194,000 | -55% | \$4,396,100 | 275% | \$7,400,500 |
| Land | \$10,864,400 | -29% | \$20,506,500 | -22% | \$13,756,500 | -22% | \$45,127,400 |
| Commercial | \$6,275,000 | -2% | \$13,521,000 | 395% | \$1,575,000 | -45% | \$21,371,000 |





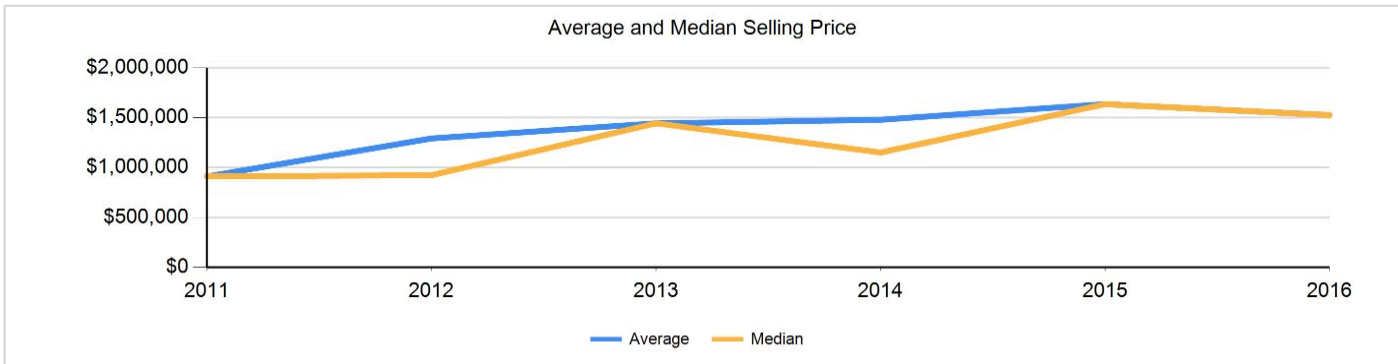
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Aquinnah

Third Quarter 2016

Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|-------------|-------|-----|
| 2011 | 1 | | \$910,000 | | \$910,000 | | 101% | | \$910,000 | | 77 |
| 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 |



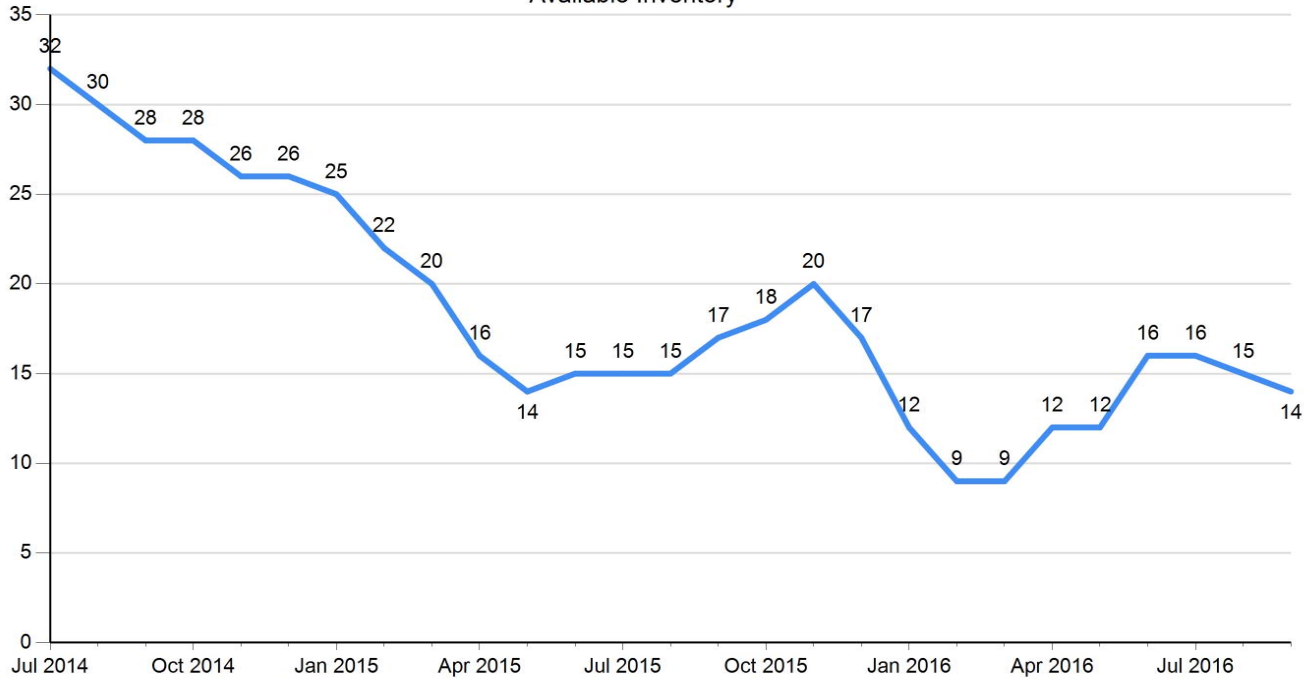


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Aquinnah

Third Quarter 2016

Available Inventory





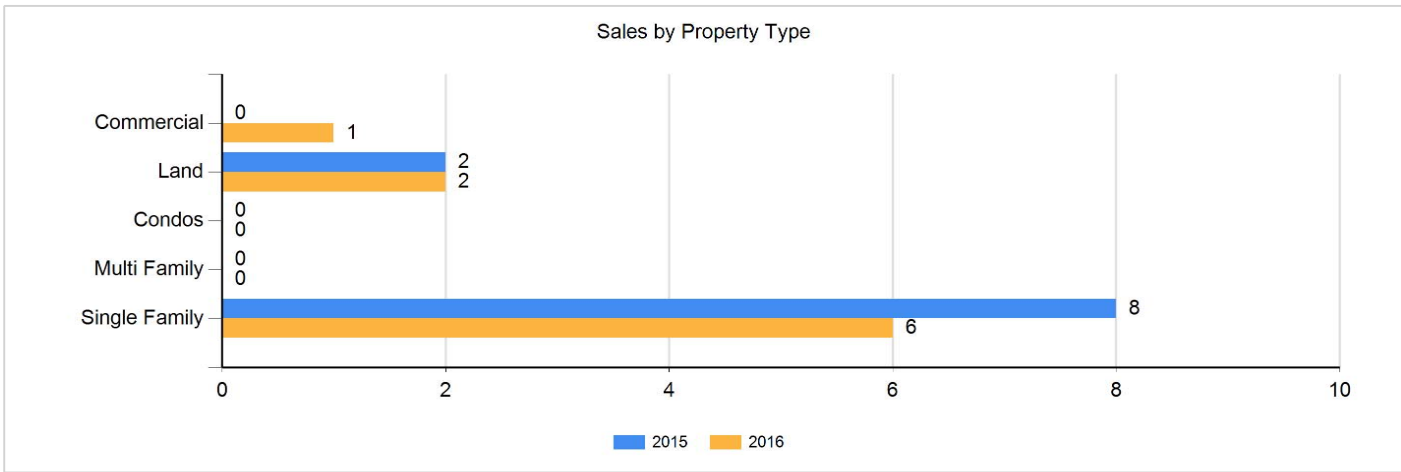
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Aquinnah

Third Quarter 2016

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % +/- | Sales | % +/- | Sales | % +/- | Sales |
| Residential | 3 | -25% | 2 | 0% | 1 | -50% | 6 |
| Single Family | 3 | -25% | 2 | 0% | 1 | -50% | 6 |
| Multi Family | 0 | | 0 | | 0 | | 0 |
| Condos | 0 | | 0 | | 0 | | 0 |
| Land | 0 | | 2 | 100% | 0 | -100% | 2 |
| Commercial | 0 | | 0 | | 1 | | 1 |





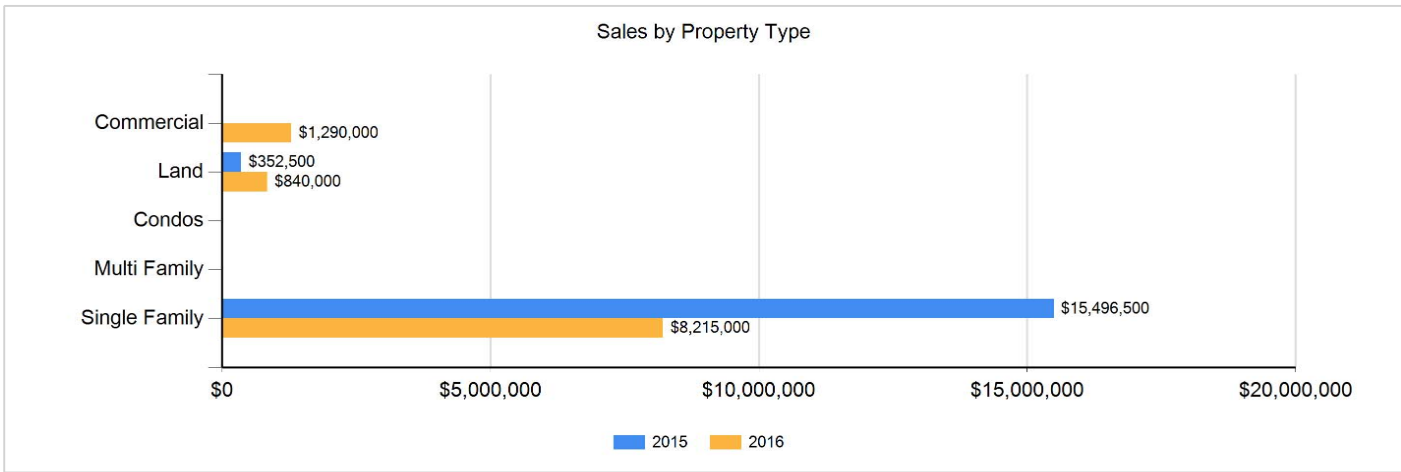
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Aquinnah

Third Quarter 2016

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|-------------|-------|-------------|-------|-------------|-------|-------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$4,445,000 | -55% | \$2,245,000 | -7% | \$1,525,000 | -53% | \$8,215,000 |
| Single Family | \$4,445,000 | -55% | \$2,245,000 | -7% | \$1,525,000 | -53% | \$8,215,000 |
| Multi Family | | | | | | | |
| Condos | | | | | | | |
| Land | | | \$840,000 | 860% | | | \$840,000 |
| Commercial | | | | | \$1,290,000 | | \$1,290,000 |





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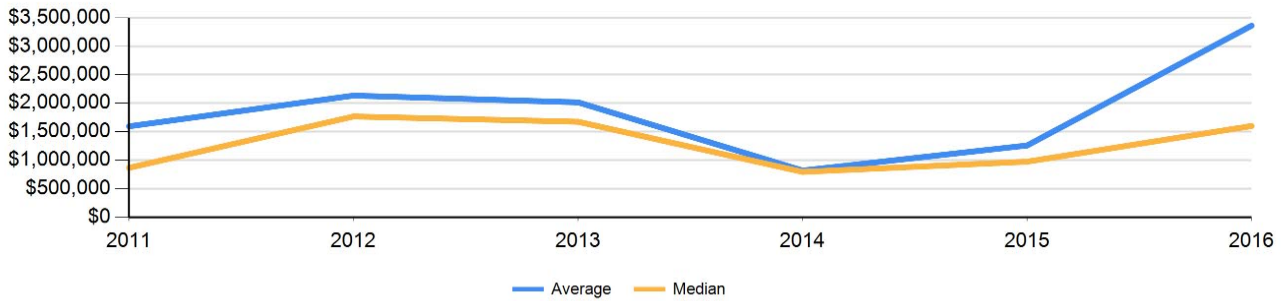
Chilmark

Third Quarter 2016

Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|--------------|-------|-----|
| 2011 | 3 | -57% | \$1,595,252 | -48% | \$866,500 | -68% | 99% | -10% | \$4,785,756 | -78% | 45 |
| 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 |

Average and Median Selling Price



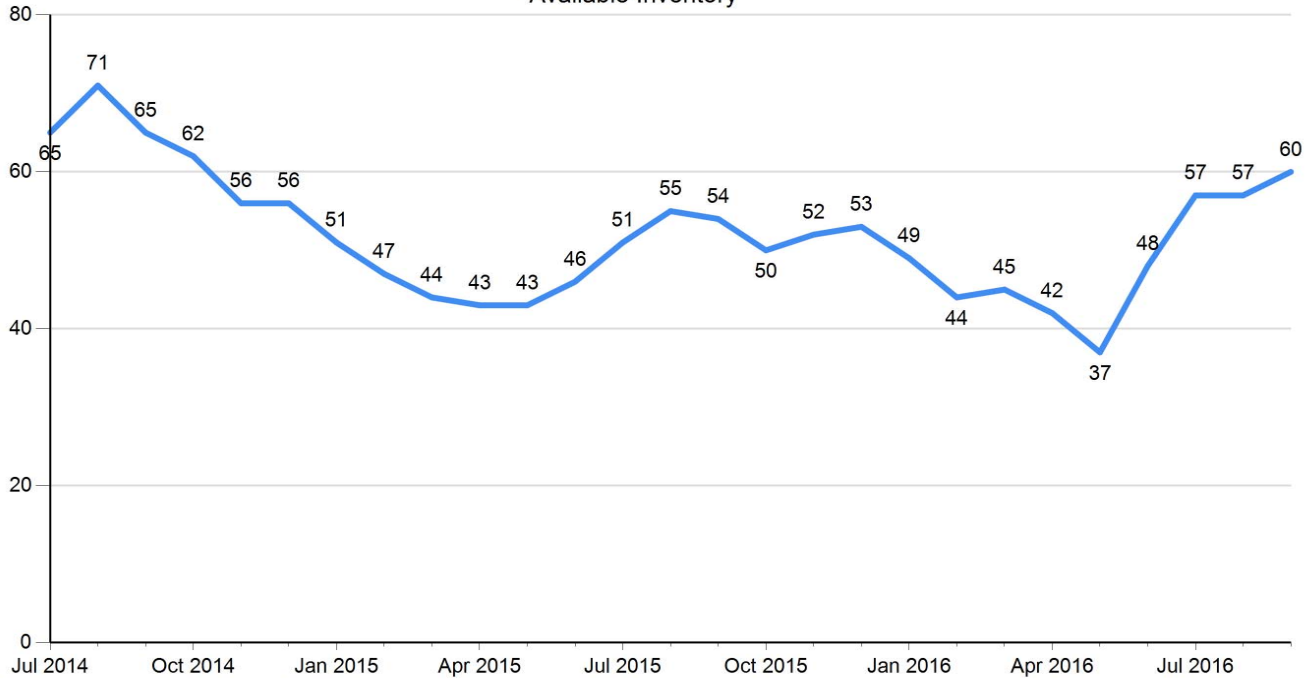


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Chilmark

Third Quarter 2016

Available Inventory





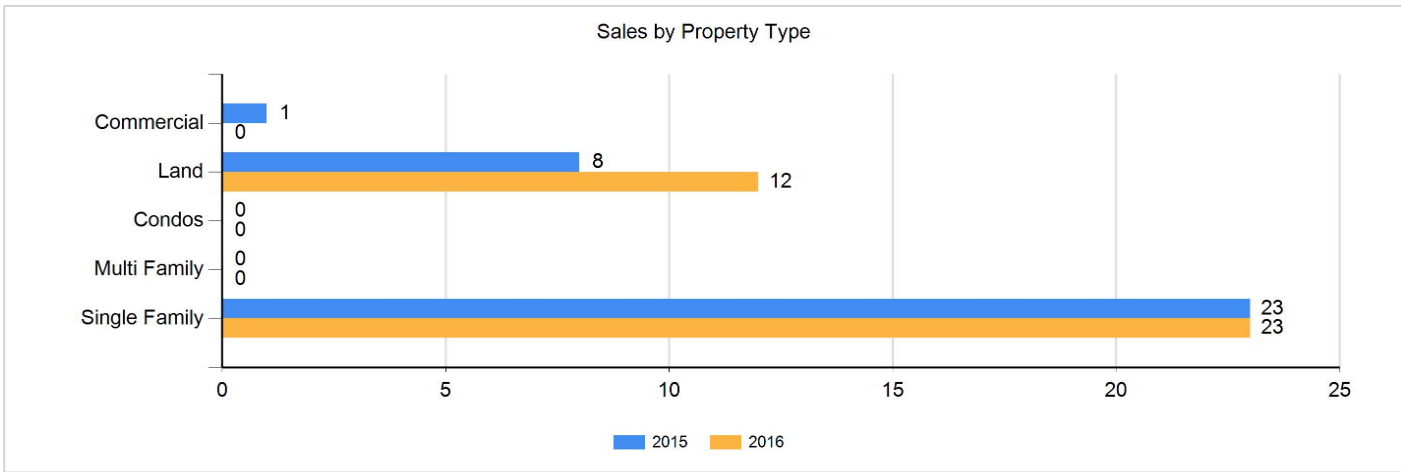
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Chilmark

Third Quarter 2016

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % +/- | Sales | % +/- | Sales | % +/- | |
| Residential | 7 | 17% | 10 | 25% | 6 | -33% | 23 |
| Single Family | 7 | 17% | 10 | 25% | 6 | -33% | 23 |
| Multi Family | 0 | | 0 | | 0 | | 0 |
| Condos | 0 | | 0 | | 0 | | 0 |
| Land | 2 | -33% | 4 | 33% | 6 | 200% | 12 |
| Commercial | 0 | | 0 | | 0 | -100% | 0 |



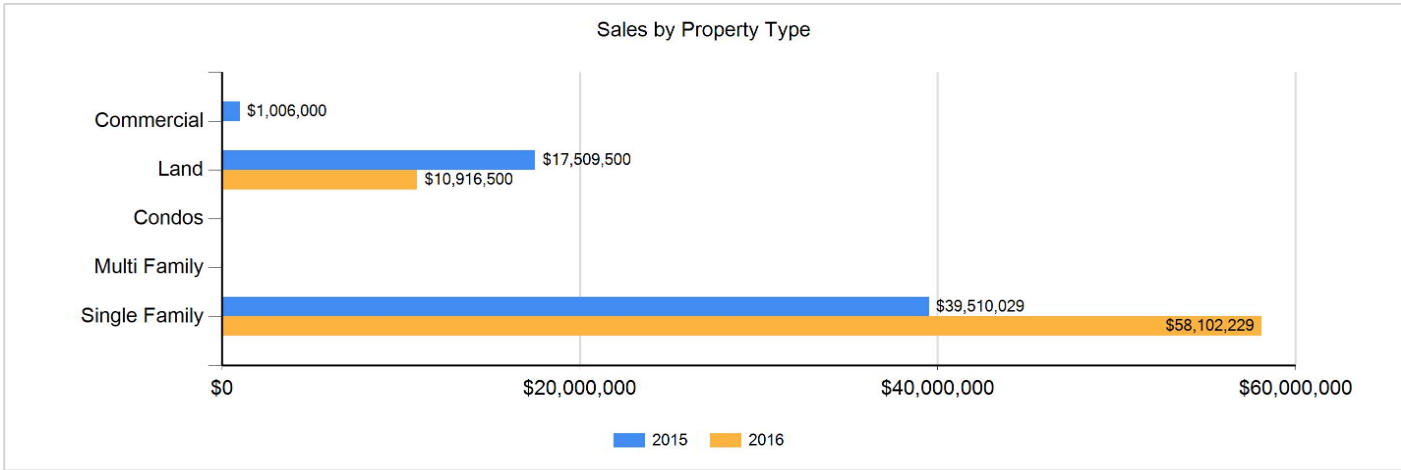


Chilmark

Third Quarter 2016

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|--------------|-------|--------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$14,680,229 | -11% | \$23,262,000 | 99% | \$20,160,000 | 78% | \$58,102,229 |
| Single Family | \$14,680,229 | -11% | \$23,262,000 | 99% | \$20,160,000 | 78% | \$58,102,229 |
| Multi Family | | | | | | | |
| Condos | | | | | | | |
| Land | \$1,500,000 | 2% | \$6,931,500 | -48% | \$2,485,000 | -8% | \$10,916,500 |
| Commercial | | | | | | | |





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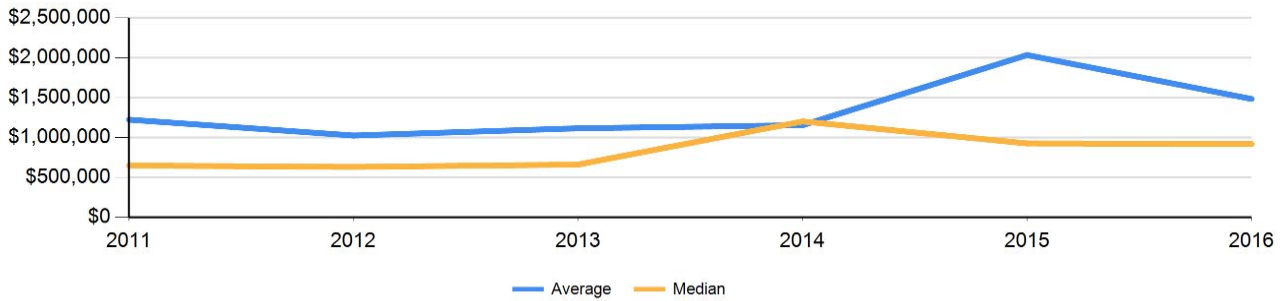
Edgartown

Third Quarter 2016

Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|--------------|-------|-----|
| 2011 | 26 | -4% | \$1,222,364 | -24% | \$647,500 | 0% | 132% | 9% | \$31,781,454 | -27% | 190 |
| 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 |

Average and Median Selling Price



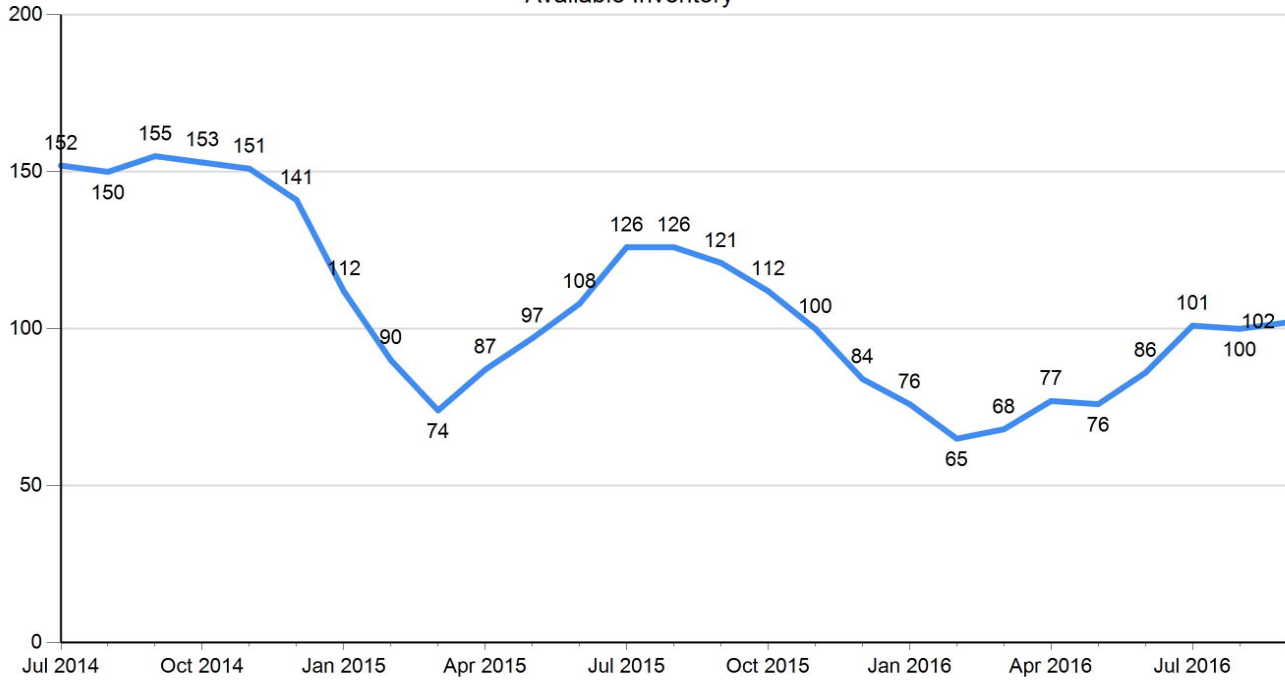


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Edgartown

Third Quarter 2016

Available Inventory



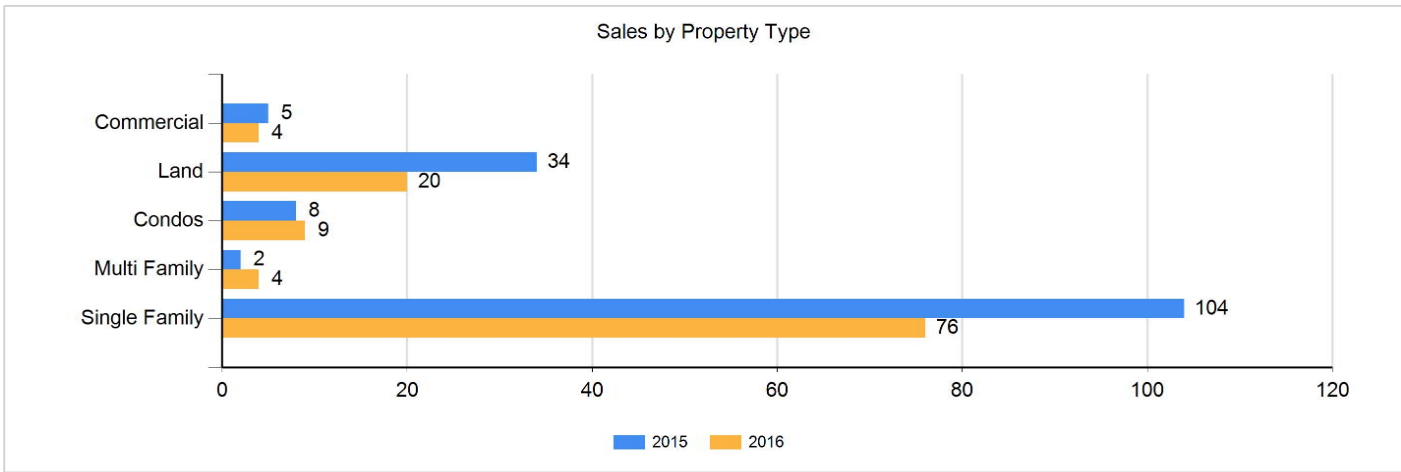


Edgartown

Third Quarter 2016

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % +/- | Sales | % +/- | Sales | % +/- | |
| Residential | 28 | -15% | 24 | -29% | 37 | -21% | 89 |
| Single Family | 23 | -15% | 21 | -32% | 32 | -30% | 76 |
| Multi Family | 2 | 100% | 1 | 0% | 1 | | 4 |
| Condos | 3 | -40% | 2 | 0% | 4 | 300% | 9 |
| Land | 4 | -50% | 6 | -45% | 10 | -33% | 20 |
| Commercial | 0 | -100% | 4 | 300% | 0 | -100% | 4 |



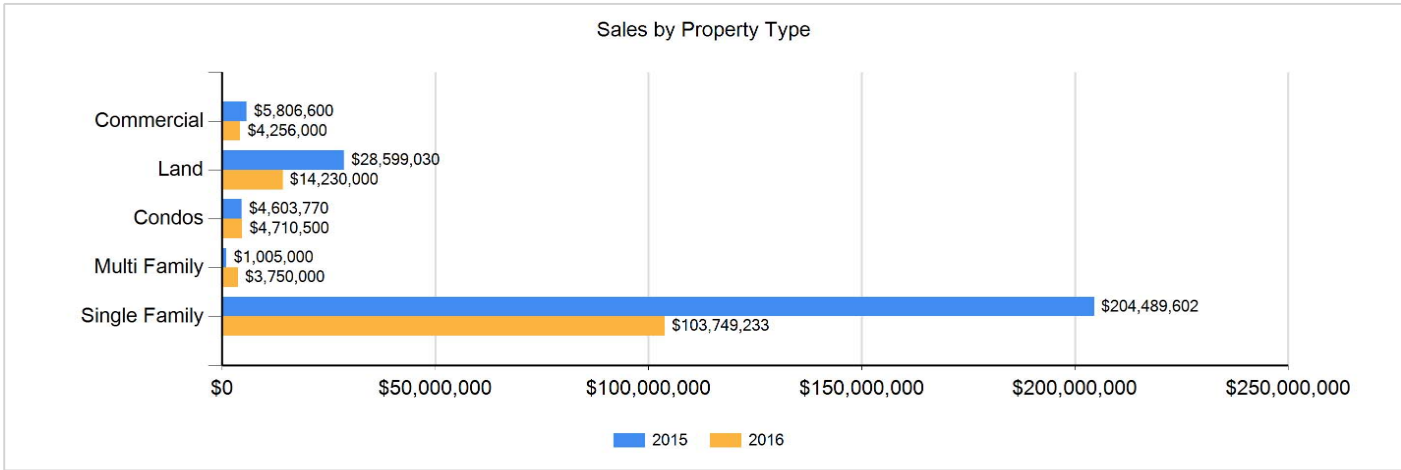


Edgartown

Third Quarter 2016

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|--------------|-------|---------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$34,445,333 | -53% | \$26,126,000 | -38% | \$51,638,400 | -45% | \$112,209,733 |
| Single Family | \$31,906,833 | -55% | \$24,411,000 | -39% | \$47,431,400 | -49% | \$103,749,233 |
| Multi Family | \$1,340,000 | 195% | \$925,000 | 68% | \$1,485,000 | | \$3,750,000 |
| Condos | \$1,198,500 | -49% | \$790,000 | -53% | \$2,722,000 | 373% | \$4,710,500 |
| Land | \$3,955,000 | -59% | \$2,565,000 | -72% | \$7,710,000 | -20% | \$14,230,000 |
| Commercial | | | \$4,256,000 | 394% | | | \$4,256,000 |





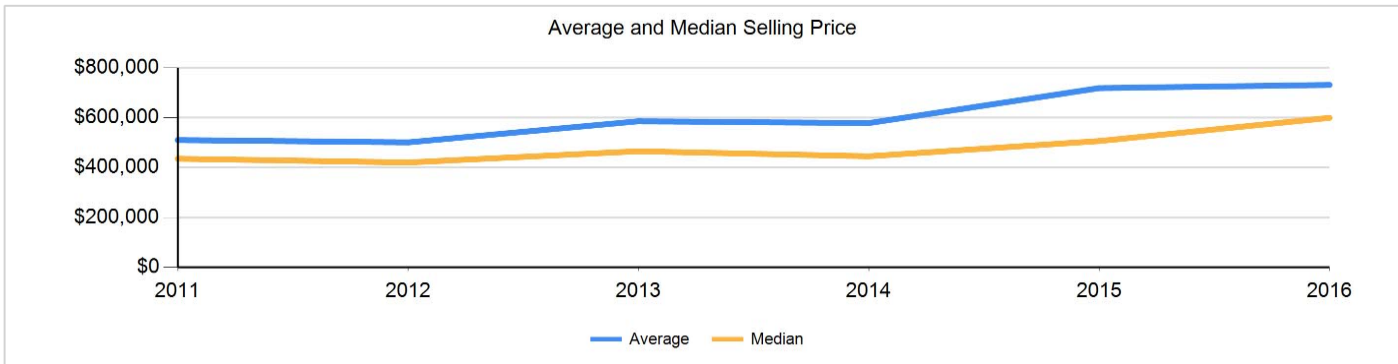
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Oak Bluffs

Third Quarter 2016

Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-----------|-------|-----------|-------|---------|-------|--------------|-------|-----|
| 2011 | 22 | 57% | \$509,995 | -29% | \$435,000 | -14% | 97% | -1% | \$11,219,900 | 12% | 273 |
| 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 |



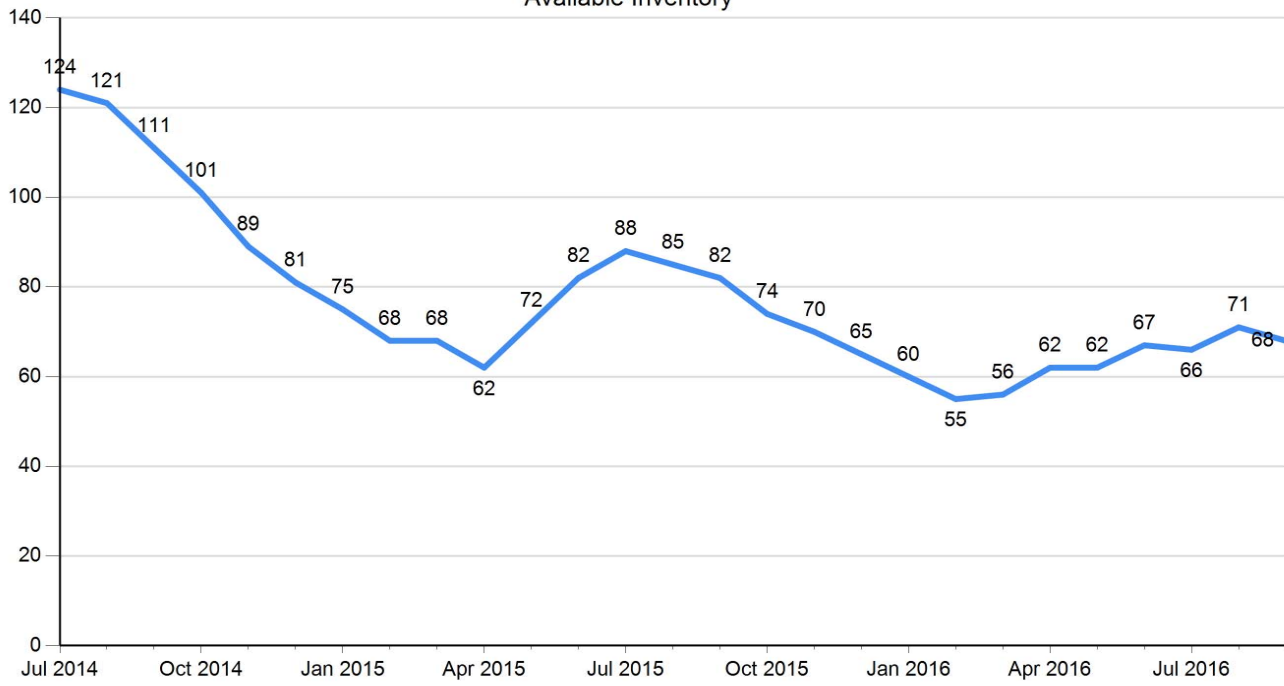


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Oak Bluffs

Third Quarter 2016

Available Inventory



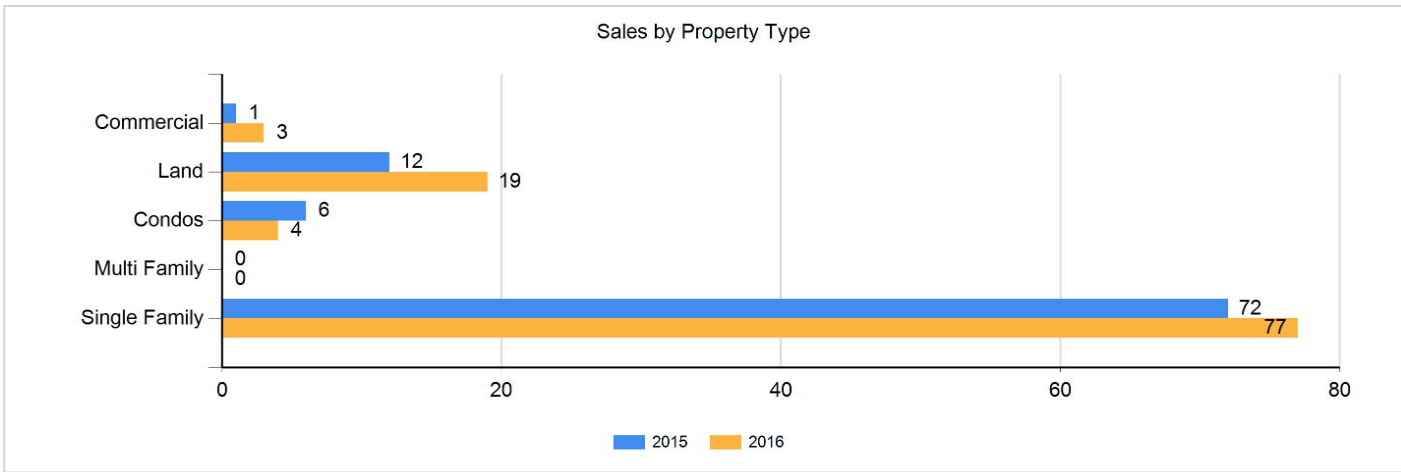


Oak Bluffs

Third Quarter 2016

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % +/- | Sales | % +/- | Sales | % +/- | |
| Residential | 23 | 28% | 27 | 0% | 31 | -6% | 81 |
| Single Family | 21 | 31% | 27 | 8% | 29 | -6% | 77 |
| Multi Family | 0 | | 0 | | 0 | | 0 |
| Condos | 2 | 0% | 0 | -100% | 2 | 0% | 4 |
| Land | 8 | 300% | 7 | 17% | 4 | 0% | 19 |
| Commercial | 2 | 100% | 1 | | 0 | | 3 |



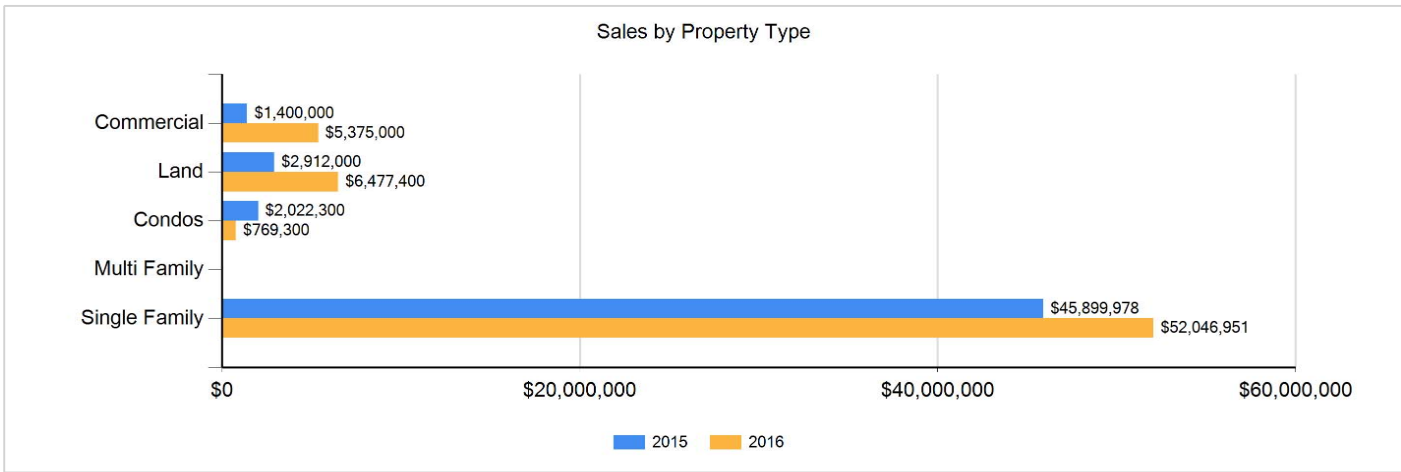


Oak Bluffs

Third Quarter 2016

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|--------------|-------|--------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$13,753,601 | 53% | \$17,376,500 | 7% | \$21,686,150 | -5% | \$52,816,251 |
| Single Family | \$13,474,201 | 67% | \$17,376,500 | 12% | \$21,196,250 | -5% | \$52,046,951 |
| Multi Family | | | | | | | |
| Condos | \$279,400 | -69% | | | \$489,900 | 3% | \$769,300 |
| Land | \$2,817,400 | 362% | \$2,312,500 | 67% | \$1,347,500 | 47% | \$6,477,400 |
| Commercial | \$4,875,000 | 248% | \$500,000 | | | | \$5,375,000 |





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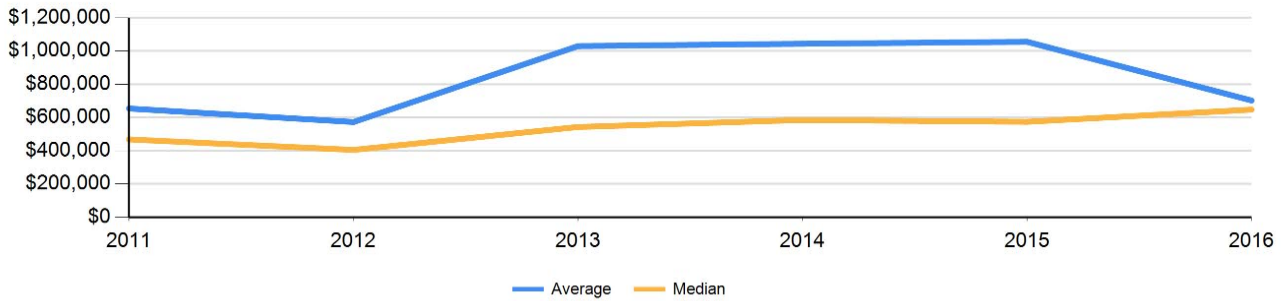
Vineyard Haven

Third Quarter 2016

Quarterly Sales Summary

| Year | Sales | % + - | Avg Sell | % + - | Med Sell | % + - | % of AV | % + - | \$ Volume | % + - | DOM |
|------|-------|-------|-------------|-------|-----------|-------|---------|-------|--------------|-------|-----|
| 2011 | 15 | -17% | \$653,767 | -49% | \$468,000 | 18% | 102% | -11% | \$9,806,500 | -57% | 311 |
| 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 |

Average and Median Selling Price



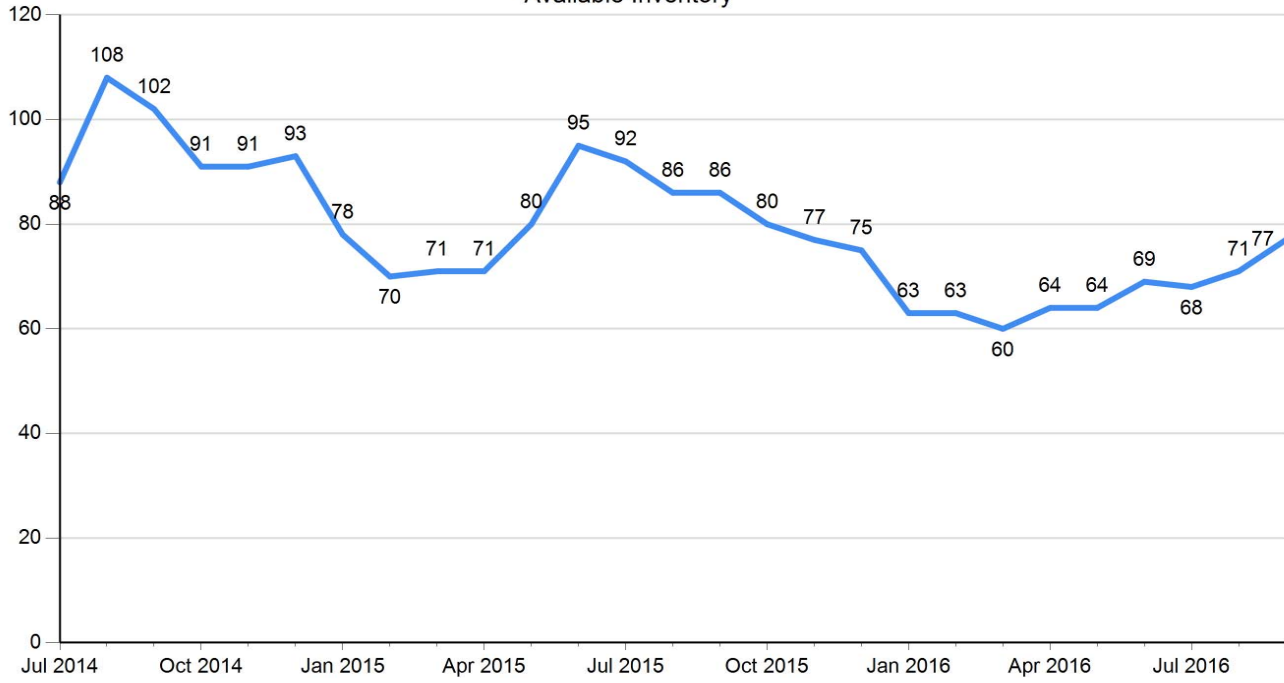


LINK

Vineyard Haven

Third Quarter 2016

Available Inventory



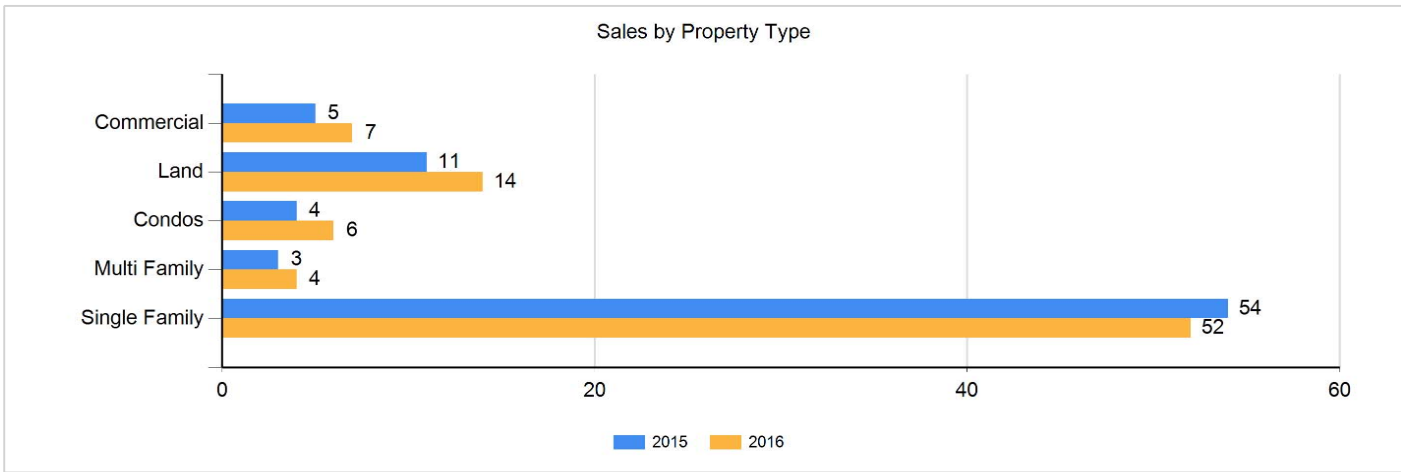


Vineyard Haven

Third Quarter 2016

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|---------|-------|---------|-------|---------|-------|-------|
| | Sales | % +/- | Sales | % +/- | Sales | % +/- | |
| Residential | 16 | -16% | 23 | 35% | 23 | -8% | 62 |
| Single Family | 11 | -39% | 20 | 43% | 21 | -5% | 52 |
| Multi Family | 3 | 200% | 1 | 0% | 0 | -100% | 4 |
| Condos | 2 | | 2 | 0% | 2 | 0% | 6 |
| Land | 3 | 0% | 5 | -17% | 6 | 200% | 14 |
| Commercial | 1 | 0% | 5 | 150% | 1 | -50% | 7 |



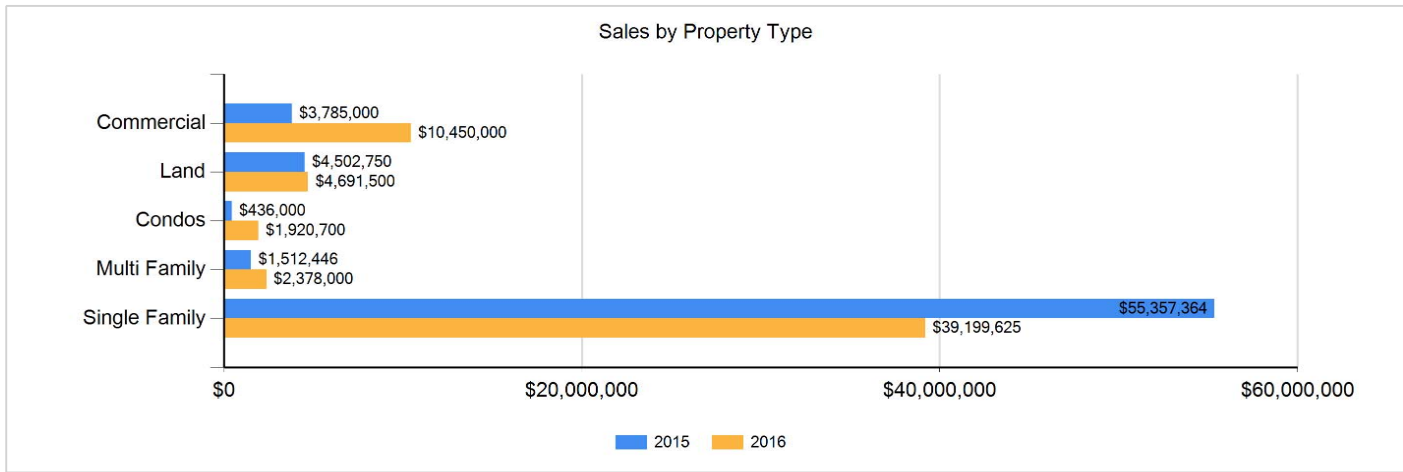


Vineyard Haven

Third Quarter 2016

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|--------------|-------|--------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$11,646,500 | -16% | \$15,925,125 | -17% | \$15,926,700 | -35% | \$43,498,325 |
| Single Family | \$9,339,000 | -30% | \$15,118,125 | -18% | \$14,742,500 | -37% | \$39,199,625 |
| Multi Family | \$1,975,000 | 273% | \$403,000 | 34% | | | \$2,378,000 |
| Condos | \$332,500 | | \$404,000 | 29% | \$1,184,200 | 863% | \$1,920,700 |
| Land | \$897,500 | -28% | \$1,580,000 | -16% | \$2,214,000 | 59% | \$4,691,500 |
| Commercial | \$1,400,000 | 27% | \$8,765,000 | 369% | \$285,000 | -65% | \$10,450,000 |





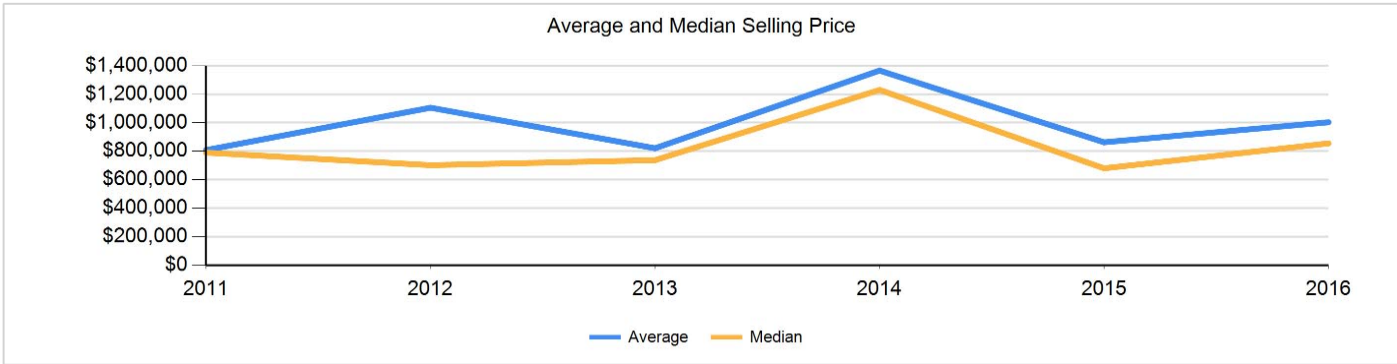
LINK

West Tisbury

Third Quarter 2016

Quarterly Sales Summary

| Year | Sales | % +/- | Avg Sell | % +/- | Med Sell | % +/- | % of AV | % +/- | \$ Volume | % +/- | DOM |
|------|-------|-------|-------------|-------|-------------|-------|---------|-------|--------------|-------|-----|
| 2011 | 6 | -25% | \$808,167 | 6% | \$790,000 | 23% | 92% | 6% | \$4,849,000 | -20% | 210 |
| 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 |



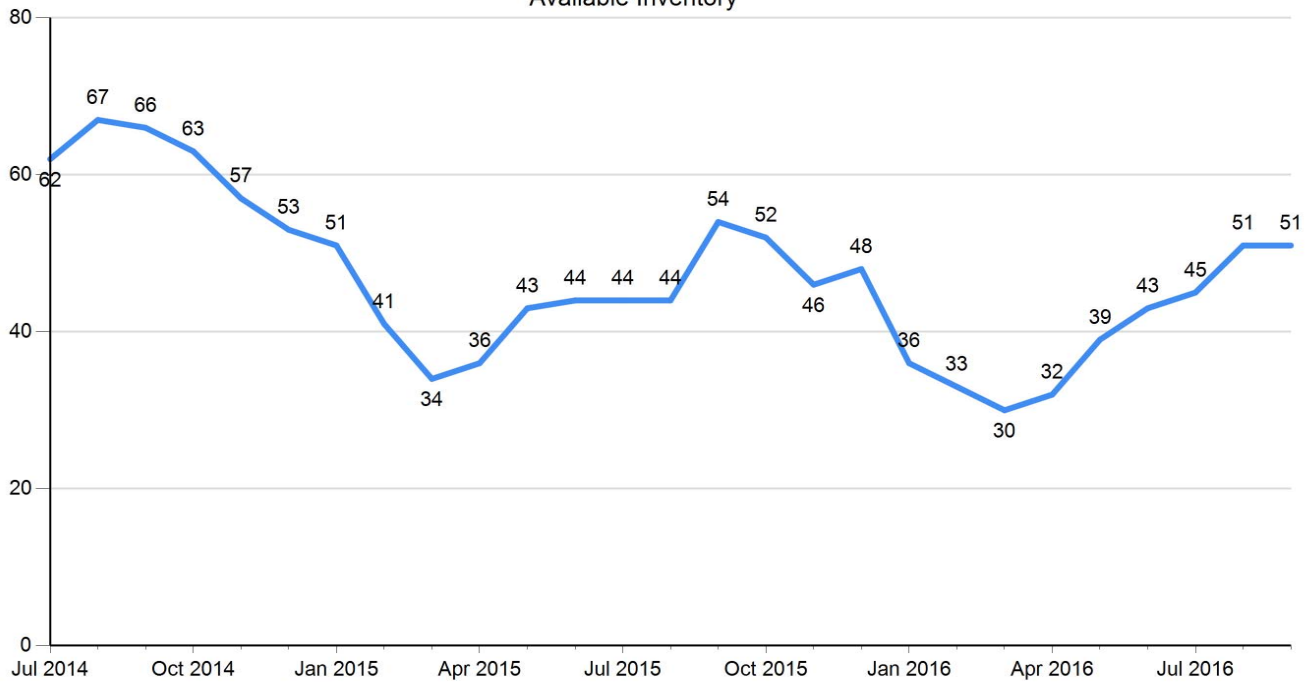


LINK

West Tisbury

Third Quarter 2016

Available Inventory



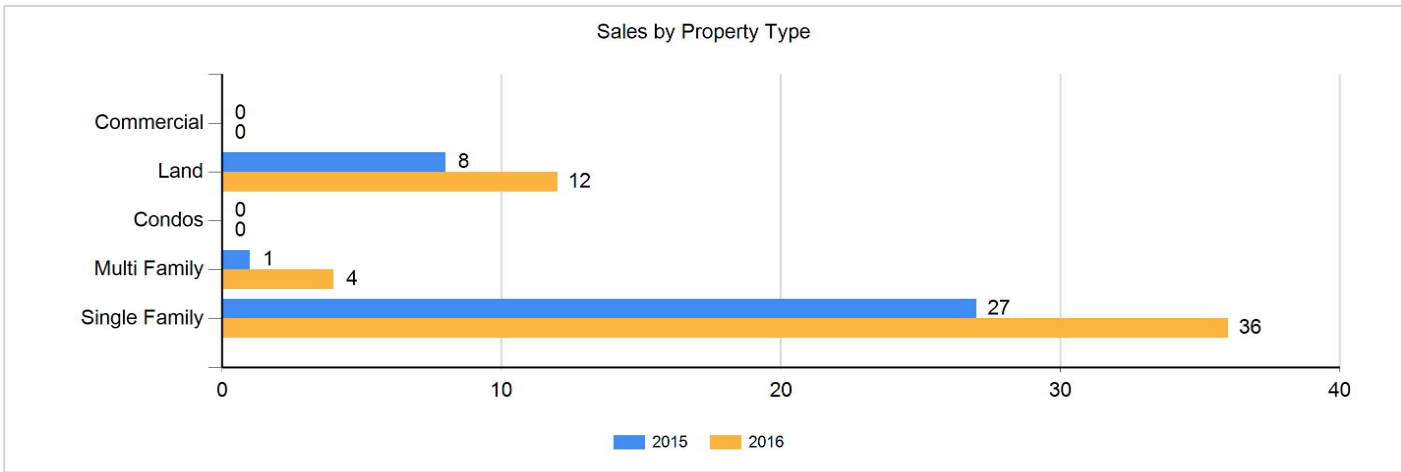


West Tisbury

Third Quarter 2016

Year to Date - Number of Sales by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total Sales |
|----------------------|---------|-------|---------|-------|---------|-------|-------------|
| | Sales | % +/- | Sales | % +/- | Sales | % +/- | |
| Residential | 11 | 22% | 13 | 117% | 16 | 23% | 40 |
| Single Family | 10 | 11% | 12 | 100% | 14 | 17% | 36 |
| Multi Family | 1 | | 1 | | 2 | 100% | 4 |
| Condos | 0 | | 0 | | 0 | | 0 |
| Land | 5 | 0% | 7 | 600% | 0 | -100% | 12 |
| Commercial | 0 | | 0 | | 0 | | 0 |





LINK

West Tisbury

Third Quarter 2016

Year to Date - Sales Volume by Quarter

| | 1st Qtr | | 2nd Qtr | | 3rd Qtr | | Total |
|----------------------|--------------|-------|--------------|-------|--------------|-------|--------------|
| | \$ Volume | % + - | \$ Volume | % + - | \$ Volume | % + - | \$ Volume |
| Residential | \$14,633,550 | -2% | \$11,182,850 | 107% | \$16,052,950 | 43% | \$41,869,350 |
| Single Family | \$11,808,550 | -21% | \$10,577,850 | 96% | \$14,235,950 | 34% | \$36,622,350 |
| Multi Family | \$2,825,000 | | \$605,000 | | \$1,817,000 | 219% | \$5,247,000 |
| Condos | | | | | | | |
| Land | \$1,694,500 | -25% | \$6,277,500 | 1208% | | | \$7,972,000 |
| Commercial | | | | | | | |

