2011 ANNUAL PROPERTY TRANSFERS





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- Narrative descriptions of towns

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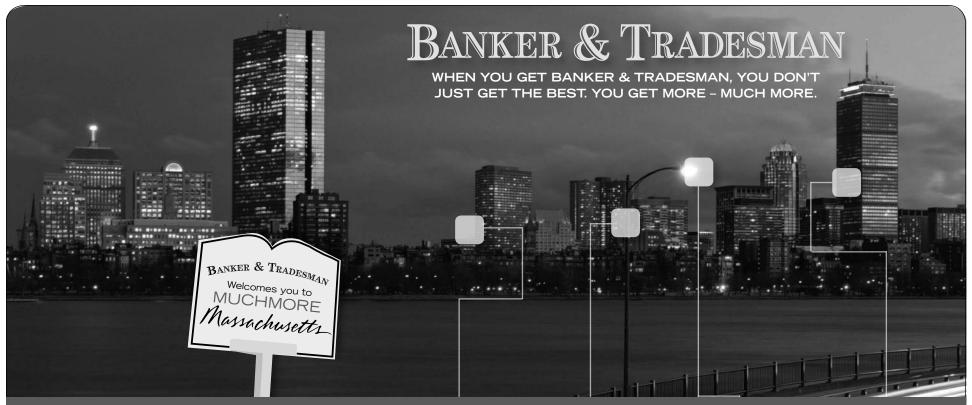
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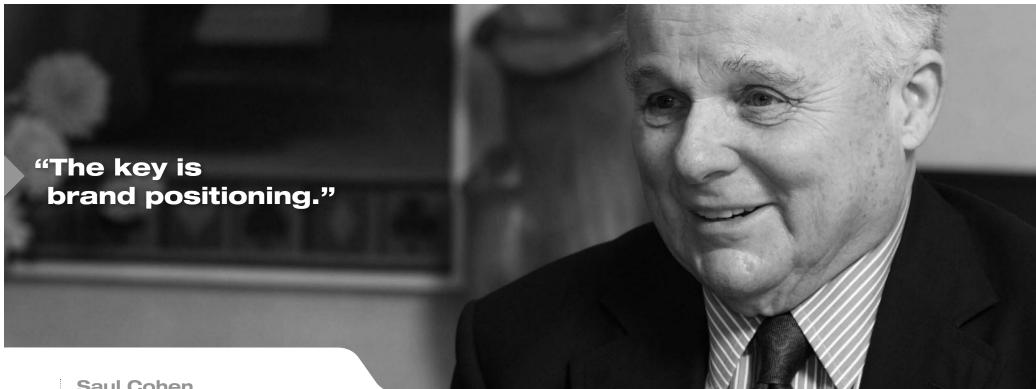
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Saul Cohen

Saul Cohen is president and cofounder of Hammond Residential Real Estate. LLC - one of Greater Boston's premier real estate brokerage firms.

An Early Breakthrough

"Early on, we were the first in this market to conduct a direct mail campaign. We mailed a photo guide. In those days we used amateur photography, amateur writing, but it positively blew the market apart."

The Importance of a Direct Mail Campaign

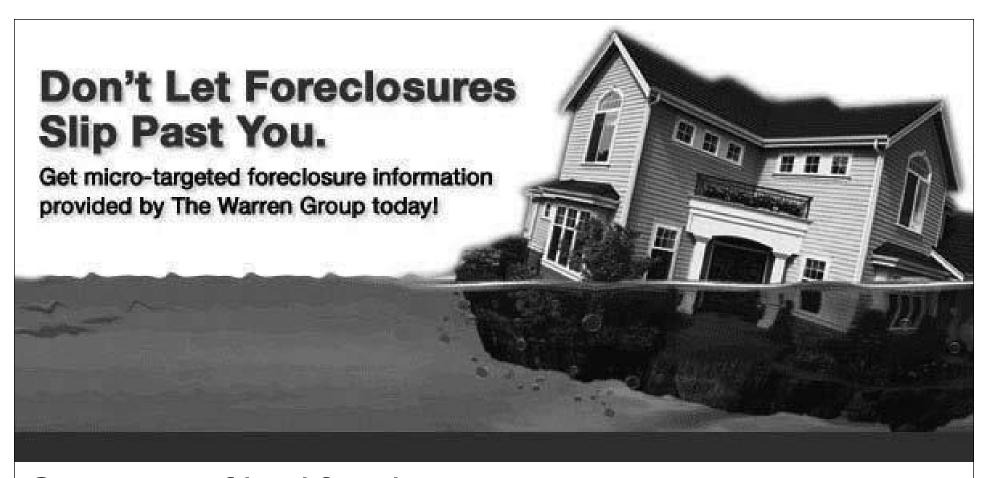
"Our strategy is to mail consistently to a well-targeted list. Over time, people get familiar with us - we make the brand impression. They may not be in the market now but in time, they contact us."

Why the Warren Group?

"We value our partnership with The Warren Group. We've come to rely on them and they are always very supportive. We value the tools they provide. Their marketing lists, and statistics facilitate our campaigns. We need the full picture - total information. We get the pulse of the market from The Warren Group."



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Stay on top of local foreclosures.

With The Warren Group's Foreclosure List Service you'll have the most comprehensive, fastest information available in your inbox, your PDA, your laptop - wherever you're doing business!

You'll get details like the stage of the foreclosure process, owner information, property characteristics and assessment information, most recent sale data, mortgage data, and in many cases, auction data.

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Introduction

The information found in the **2011 Annual** is the result of collecting, processing and enhancing property details, and sales and mortgage data gathered by The Warren Group from each Assessors Office and Registry of Deeds in Massachusetts from January 1 to December 31. The 2011 Annual is designed as a quick reference for both the yearly sales and the sales statistics.

COMPreports

The data collected at the Registry of Deeds provides the basic sales deed and mortgage information - street address, purchase price, mortgage amount, lender, buyer and seller names, and filing dates. Whenever possible, we also show the previous sale prices and date. This comprehensive sales data is further enhanced by matching the individual sales records with detailed property records that are independently gathered from each of the 351 Town Assessor's offices in Massachusetts. The resulting **COMPreports** show all of the sales information and property details, such as the number of rooms, building style, the year it was built and more. Please see the section on "How to Read the Reports" for further details.

Statistical Reports

Statistics are based on all valid sales over \$1,000 without price filters.

Property Types:

- <u>SINGLE FAMILY</u>: This includes all transfers over \$1,000 classified by the Massachusetts Department of Revenue with a 101 use code.
- <u>2-FAMILY</u>: This includes all 'valid' transfers classified by the Massachusetts Department of Revenue with a 104 use code.

- <u>3-FAMILY</u>: This includes all 'valid' transfers classified by the Massachusetts Department of Revenue with a 105 use code.
- <u>CONDO</u>: This includes any transfer that is designated as a condominium unit, Massachusetts Department of Revenue use code 102, residential condo.
- <u>ALL SALES</u>: This includes all transfers, regardless of property use. Please note that the sum of the above two categories does not equal "All Sales," because "All Sales" includes land, commercial, and exempt property sales. These figures give you an overview of the price and volume trends for an area.

Additional Information

- Real Estate transfers with a purchase price of under \$1,000 have been omitted, but can be found online with **RE Records Search at www.rerecordssearch.com**.
- Transfers reported here include commercial and residential properties.
- The buyer of record is not always a resident of the purchased property. (For example, the property may be a rental property.) In these cases, the reported address will not be effective for mailing purposes. For **Marketing Lists**, please call us at 617-896-5392.
- There are instances where the mortgage amount is greater than the purchase price. These may be situations where the loan is used for financing renovations, new construction to the property or for an additional piece of property not shown here.

The Warren Group has taken every precaution to ensure the reliability of the information compiled here. However, we assume no liability for errors and omissions. Readers are urged to independently confirm the accuracy of any information prior to taking any action based on the data presented herein.

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How to Read the Reports

The comprehensive sales and mortgage information in all reports is taken directly from the deed and mortgage documents filed in the Registry of Deeds. These reports provide pertinent information about a sale: street address, purchase price, mortgage amount, lender, names of the buyer and seller, and filing date. Whenever possible, the last sale price and date are also identified. For most registries the book and page number of the deed also are shown.

Condominium sales are grouped together at the end of a town for easier reference. These sales are listed by the street address of the building followed by the unit number. Sometimes the condominium name is given on the deed instead of the street address. The Warren Group tries to correct these transfers, but occasionally there are some oversights. If you cannot find a condo sale under the street name, look for it under the condo name.

If there is not a street number listed on the deed, The Warren Group categorizes the property with the lot number after the street name. Please note that the presence of a lot number does not necessarily indicate vacant land; it means that a street number was not available for the property. "NA" means that the street name was not available. Other abbreviations found in these reports are listed in the table below.

COMPreports combine the sales information from a county's Registry of Deeds with assessment data from the Town Assessor's property records. Because the assessment records contain the Massachusetts Land Use Codes, it is possible to identify the type of property being sold, i.e. a single or multifamily property, a commercial sale or a vacant land sale.

The data collected and maintained by the assessor's office varies according to the information needs and systems of each municipality. The assessment data we collect includes:

State Land Use Code Style of Building Year Built Total Number of Rooms Number of Bedrooms Number of Bathrooms Building Area Map Reference Number Fiscal Year Total Assessed Value Assessed Value of Land Assessed Value of Building Tax Identification Number Lot Size Although The Warren Group strives to collect data that is available in most cities, there is still some missing information that cannot be found in all municipalities. For example, some cities do not keep a separate count of the number of bedrooms. We collect additional property details not shown here. A complete record of all the property details is available only in an electronic format. To locate this information, visit www.rerecordssearch.com to access our **RE Records Search**.

Please also keep in mind that there are no statewide standard definitions for what we label "Building Area." In some municipalities this figure is the amount of heated and unheated living area, so it may include a finished basement. For other municipalities, it is primarily the heated area. The information found in our **COMPreports** is representative of the details which have been provided to us as a total figure.

Key to Abbreviations

+ = multiple names listed	EX = Executor	QT = Quit Claim
AD = Administrator	FD = Foreclosure Deed	RT = Realty Trust
CN = Conservator	FT = Family Trust	T = Trust
CM = Foreclosure Deed	LC = Land Court	TR = Trustee
EST = Estate	NT = Nominee Trust	WR = Warranty Deed

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Dukes

2011 Annual

Statistical Reports

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DUKES COUNTY Five-Year Report NUMBER OF SALES BY TOWN

		N	umber of Sales	5			Yearly Percent Change					
	2007	2008	2009	2010	2011	07-08	08-09	09-10	10-11	07-11		
AQUINNAH												
1 Family	9	8	2	10	8	-11.11%	-75.00%	400.00%	-20.00%	-11.11%		
2 Family												
3 Family												
Condo												
All Sales	28	18	13	14	16	-35.71%	-27.78%	7.69%	14.29%	-42.86%		
CHILMARK												
1 Family	17	15	12	20	11	-11.76%	-20.00%	66.67%	-45.00%	-35.29%		
2 Family												
3 Family												
Condo												
All Sales	28	40	31	35	29	42.86%	-22.50%	12.90%	-17.14%	3.57%		
EDGARTOWN												
1 Family	83	63	69	83	61	-24.10%	9.52%	20.29%	-26.51%	-26.51%		
2 Family	1		1	1	1	-100.00%						
3 Family												
Condo	5	5	9	3	6		80.00%	-66.67%	100.00%	20.00%		
All Sales	137	139	130	135	126	1.46%	-6.47%	3.85%	-6.67%	-8.03%		
GOSNOLD												
1 Family												
2 Family												
3 Family												
Condo												
All Sales			1	1					-100.00%			
OAK BLUFFS												
1 Family	56	36	47	55	58	-35.71%	30.56%	17.02%	5.45%	3.57%		
2 Family	2	1	1	2	2	-50.00%		100.00%				
3 Family												
Condo	6	5	2	2	2	-16.67%	-60.00%			-66.67%		
All Sales	99	77	86	82	99	-22.22%	11.69%	-4.65%	20.73%			

^{*}The statistics shown are based on transfers with prices greater than \$1000. Foreclosure deeds have been excluded from these statistics.

DUKES COUNTY Five-Year Report NUMBER OF SALES BY TOWN

		N	umber of Sales	5		Yearly Percent Change				
	2007	2008	2009	2010	2011	07-08	08-09	09-10	10-11	07-11
TISBURY										
1 Family	48	35	31	49	39	-27.08%	-11.43%	58.06%	-20.41%	-18.75%
2 Family	1	6	3	5	5	500.00%	-50.00%	66.67%		400.00%
3 Family										
Condo	12	9	6	5	4	-25.00%	-33.33%	-16.67%	-20.00%	-66.67%
All Sales	87	73	69	85	84	-16.09%	-5.48%	23.19%	-1.18%	-3.45%
WEST TISBURY										
1 Family	22	21	20	27	23	-4.55%	-4.76%	35.00%	-14.81%	4.55%
2 Family	1					-100.00%				-100.00%
3 Family										
Condo										
All Sales	50	40	50	51	49	-20.00%	25.00%	2.00%	-3.92%	-2.00%
DUKES COUNTY										
1 Family	235	178	181	244	200	-24.26%	1.69%	34.81%	-18.03%	-14.89%
2 Family	5	7	5	8	8	40.00%	-28.57%	60.00%		60.00%
3 Family										
Condo	23	19	17	10	12	-17.39%	-10.53%	-41.18%	20.00%	-47.83%
All Sales	429	387	380	403	403	-9.79%	-1.81%	6.05%		-6.06%

^{*}The statistics shown are based on transfers with prices greater than \$1000. Foreclosure deeds have been excluded from these statistics.

DUKES COUNTY Five-Year Report MEDIAN SALES PRICE BY TOWN

			Median Sales I	Price			Yearly Percent Change					
	2007	2008	2009	2010	2011	07-08	08-09	09-10	10-11	07-11		
AQUINNAH												
1 Family	1,350,000	1,200,275		\$862,500	\$977,000	-11.09%	-100.00%		13.28%	-27.63%		
2 Family												
3 Family												
Condo												
All Sales	\$325,000	\$562,500	\$400,000	\$562,500	\$553,000	73.08%	-28.89%	40.63%	-1.69%	70.15%		
CHILMARK												
1 Family	2,800,000	1,750,000	1,125,000	1,385,000	\$758,500	-37.50%	-35.71%	23.11%	-45.23%	-72.91%		
2 Family												
3 Family												
Condo												
All Sales	2,250,000	1,010,000	\$735,000	1,300,000	\$565,900	-55.11%	-27.23%	76.87%	-56.47%	-74.85%		
EDGARTOWN												
1 Family	\$700,000	\$618,750	\$704,000	\$675,000	\$499,000	-11.61%	13.78%	-4.12%	-26.07%	-28.71%		
2 Family												
3 Family												
Condo	\$3,000	\$132,000	\$340,000	\$508,000	\$527,500	4300.00%	157.58%	49.41%	3.84%	17483.33%		
All Sales	\$697,500	\$587,500	\$640,750	\$625,000	\$516,250	-15.77%	9.06%	-2.46%	-17.40%	-25.99%		
GOSNOLD												
1 Family												
2 Family												
3 Family												
Condo												
All Sales												
OAK BLUFFS												
1 Family	\$532,250	\$500,750	\$405,000	\$480,000	\$492,500	-5.92%	-19.12%	18.52%	2.60%	-7.47%		
2 Family												
3 Family												
Condo	\$409,500	\$257,000				-37.24%	-100.00%			-100.00%		
All Sales	\$497,750	\$470,000	\$358,700	\$396,500	\$400,000	-5.58%	-23.68%	10.54%	0.88%	-19.64%		

^{*}The statistics shown are based on transfers with prices greater than \$1000. Foreclosure deeds have been excluded from these statistics.

DUKES COUNTY Five-Year Report MEDIAN SALES PRICE BY TOWN

			Median Sales	Price		Yearly Percent Change					
	2007	2008	2009	2010	2011	07-08	08-09	09-10	10-11	07-11	
TISBURY											
1 Family	\$672,500	\$576,000	\$450,000	\$468,750	\$461,000	-14.35%	-21.88%	4.17%	-1.65%	-31.45%	
2 Family		\$537,750	\$310,000	\$359,000	\$365,000		-42.35%	15.81%	1.67%		
3 Family											
Condo	\$337,500	\$615,000	\$247,500	\$525,000	\$423,750	82.22%	-59.76%	112.12%	-19.29%	25.56%	
All Sales	\$594,000	\$557,500	\$410,000	\$455,000	\$397,500	-6.14%	-26.46%	10.98%	-12.64%	-33.08%	
WEST TISBURY											
1 Family	\$866,000	\$662,500	\$732,500	\$615,000	\$579,000	-23.50%	10.57%	-16.04%	-5.85%	-33.14%	
2 Family											
3 Family											
Condo											
All Sales	\$632,525	\$645,000	\$401,322	\$620,000	\$562,500	1.97%	-37.78%	54.49%	-9.27%	-11.07%	
DUKES COUNTY											
1 Family	\$700,000	\$650,000	\$592,500	\$600,000	\$522,500	-7.14%	-8.85%	1.27%	-12.92%	-25.36%	
2 Family	\$555,000	\$518,000	\$517,500	\$471,500	\$360,000	-6.67%	-0.10%	-8.89%	-23.65%	-35.14%	
3 Family											
Condo	\$370,000	\$310,000	\$340,000	\$499,000	\$477,500	-16.22%	9.68%	46.76%	-4.31%	29.05%	
All Sales	\$607,500	\$570,000	\$450,000	\$545,000	\$485,000	-6.17%	-21.05%	21.11%	-11.01%	-20.16%	

^{*}The statistics shown are based on transfers with prices greater than \$1000. Foreclosure deeds have been excluded from these statistics.

DUKES COUNTY Five-Year Report

Number of Sales by Price Category

		OVER \$1MM	\$800K- \$1MM	\$600K \$800K	\$400K- \$600K	\$350K- \$400K	\$300K \$350K	\$250K- \$300K	\$200K- \$250K	\$150K \$200K	\$100K- \$150K	\$ 50K- \$100K	\$ 25K \$ 50K	\$ 1K- \$ 50K	Total Sales
AQUINNAH															
	2009	4	2	1	2	0	0	1	0	0	1	1	0	2	14
	2010	5	0	2	1	1	0	1	0	0	1	1	1	1	14
	2011	5	2	2	2	1	0	0	1	2	0	1	1	0	17
CHILMARK															
	2009	12	1	4	1	0	1	0	8	2	1	1	2	1	34
	2010	22	3	4	3	0	1	1	3	1	0	0	0	1	39
	2011	10	3	5	5	0	0	4	1	0	0	0	0	5	33
EDGARTOWN															
	2009	40	11	22	24	6	4	6	7	6	1	2	2	5	136
	2010	45	10	19	28	9	7	10	2	1	0	1	2	10	144
	2011	36	10	14	28	14	7	7	2	0	2	1	1	20	142
GOSNOLD															
	2009	0	0	0	1	0	0	0	0	0	0	0	0	0	1
	2010	0	0	0	0	0	0	0	0	0	1	0	0	0	1
OAK BLUFFS															
	2009	7	4	9	19	9	11	6	4	3	5	0	2	14	93
	2010	9	6	8	20	10	8	6	1	7	1	1	0	6	83
	2011	7	1	14	29	9	10	13	4	6	3	2	4	3	105
TISBURY															
	2009	6	2	7	22	4	4	6	4	3	0	0	1	10	69
	2010	11	7	14	25	9	9	2	3	5	0	1	1	2	89
	2011	9	4	9	21	8	6	6	4	5	3	3	1	7	86
WEST TISBURY															
	2009	8	1	9	9	2	0	2	0	0	0	2	1	1	35
	2010	16	5	6	11	4	5	1	0	0	4	1	0	0	53
	2011	7	5	14	11	5	3	4	1	0	1	3	2	0	56
DUKES COUNTY															
	2009	77	21	52	78	21	20	21	23	14	8	6	8	33	382
	2010	108	31	53	88	33	30	21	9	14	7	5	4	20	423
	2011	74	25	58	96	37	26	34	13	13	9	10	9	35	439

^{*}The statistics shown are based on transfers with prices greater than \$1000. Foreclosure deeds have been excluded from these statistics.

Foreclosure Activity Annual Report DUKES COUNTY

Town Property Type		Number Foreclosures					Foreclosure Deed Rate Frcl Deeds as % of #Sales			Number Petitions to Foreclose					PreForeclosure Rate Frcl Petitions as % of #Sales		
	2009	2010) %Chg	2011	. %Chg	2009	2010	2011	2009	2010	%Chg	201	1 %Chg	2009	2010	2011	
AQUINNAH																	
1 Family	1	0	-100.0%	0		33.3%	0.0%	0.0%	2	2		0	-100.0%	50.0%	16.7%	0.0%	
2 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
3 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
Condo	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
All Sales	1	0	-100.0%	0		7.1%	0.0%	0.0%	2	2		0	-100.0%	13.3%	12.5%	0.0%	
CHILMARK																	
1 Family	1	1		1		7.7%	4.8%	8.3%	2	0	-100.0%	0		14.3%	0.0%	0.0%	
2 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
3 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
Condo	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
All Sales	1	1		3	200.0%	3.1%	2.8%	9.4%	2	2		0	-100.0%	6.1%	5.4%	0.0%	
EDGARTOWN																	
1 Family	6	6		4	-33.3%	8.0%	6.7%	6.2%	20	21	5.0%	6	-71.4%	22.5%	20.2%	9.0%	
2 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
3 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
Condo	0	1		1		0.0%	25.0%	14.3%	0	1		0	-100.0%	0.0%	25.0%	0.0%	
All Sales	12	9	-25.0%	7	-22.2%	8.5%	6.3%	5.3%	26	30	15.4%	10	-66.7%	16.7%	18.2%	7.4%	
GOSNOLD																	
1 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
2 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
3 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
Condo	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
All Sales	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
OAK BLUFFS																	
1 Family	10	7	-30.0%	18	157.1%	17.5%	11.3%	23.7%	33	29	-12.1%	16	-44.8%	41.3%	34.5%	21.6%	
2 Family	0	0		1		0.0%	0.0%	33.3%	6	3	-50.0%	2	-33.3%	85.7%	60.0%	50.0%	
3 Family	0	0		1		0.0%	0.0%	100.0%	0	0		0		0.0%	0.0%	0.0%	
Condo	0	0		0		0.0%	0.0%	0.0%	1	0	-100.0%	0		33.3%	0.0%	0.0%	
All Sales	12	7	-41.7%	25	257.1%	12.2%	7.9%	20.2%	48	34	-29.2%	22	-35.3%	35.8%	29.3%	18.2%	
TISBURY																	
1 Family	5	16	220.0%	6	-62.5%	13.9%	24.6%	13.3%	22	23	4.5%	10	-56.5%	41.5%	31.9%	20.4%	
2 Family	1	1		1		25.0%	16.7%	16.7%	3	2	-33.3%	1	-50.0%	50.0%	28.6%	16.7%	
3 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
Condo	1	0	-100.0%	0		14.3%	0.0%	0.0%	0	0		1		0.0%	0.0%	20.0%	
All Sales	8	17	112.5%	7	-58.8%	10.4%	16.7%	7.7%	35	33	-5.7%	13	-60.6%	33.7%	28.0%	13.4%	

Foreclosure Activity Annual Report DUKES COUNTY

Town Property Type		Number Foreclosures					Foreclosure Deed Rate Frcl Deeds as % of #Sales			Number Petitions to Foreclose					PreForeclosure Rate Frcl Petitions as % of #Sales		
	2009	2010	%Chg	2011	%Chg	2009	2010	2011	2009	2010	%Chg	2011	%Chg	2009	2010	2011	
WEST TISBURY																	
1 Family	3	2	-33.3%	1	-50.0%	13.0%	6.9%	4.2%	5	4	-20.0%	2	-50.0%	20.0%	12.9%	8.0%	
2 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
3 Family	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
Condo	0	0		0		0.0%	0.0%	0.0%	0	0		0		0.0%	0.0%	0.0%	
All Sales	4	4		1	-75.0%	7.4%	7.3%	2.0%	8	6	-25.0%	6		13.8%	10.5%	10.9%	
DUKES COUNTY																	
1 Family	26	32	23.1%	30	-6.3%	12.6%	11.6%	13.0%	84	79	-6.0%	34	-57.0%	31.7%	24.5%	14.5%	
2 Family	1	1		2	100.0%	16.7%	11.1%	20.0%	9	5	-44.4%	3	-40.0%	64.3%	38.5%	27.3%	
3 Family	0	0		1		0.0%	0.0%	100.0%	0	0		0		0.0%	0.0%	0.0%	
Condo	1	1		1		5.6%	9.1%	7.7%	1	1		1		5.6%	9.1%	7.7%	
All Sales	38	38		43	13.2%	9.1%	8.6%	9.6%	121	107	-11.6%	51	-52.3%	24.2%	21.0%	11.2%	

Dukes

2011 Annual

COMPreports