



Martha's Vineyard

2014

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.

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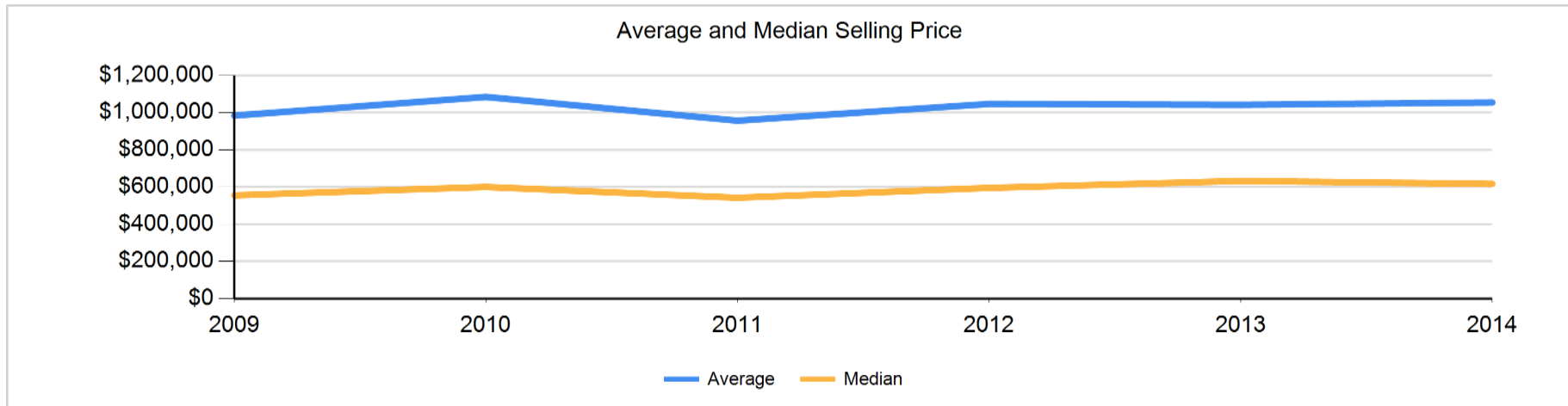


## Island Wide

2014

### Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	253	16%	\$983,565	-21%	\$555,000	-18%	95%	-49%	\$248,841,981	-9%	373
2010	335	32%	\$1,083,745	10%	\$600,000	8%	108%	14%	\$363,054,604	46%	369
2011	306	-9%	\$956,279	-12%	\$542,033	-10%	98%	-9%	\$292,621,234	-19%	285
2012	387	26%	\$1,046,039	9%	\$595,000	10%	99%	1%	\$404,817,079	38%	328
2013	382	-1%	\$1,041,549	0%	\$632,450	6%	111%	12%	\$397,871,563	-2%	318
2014	378	-1%	\$1,053,994	1%	\$616,625	-3%	110%	-1%	\$398,409,835	0%	283

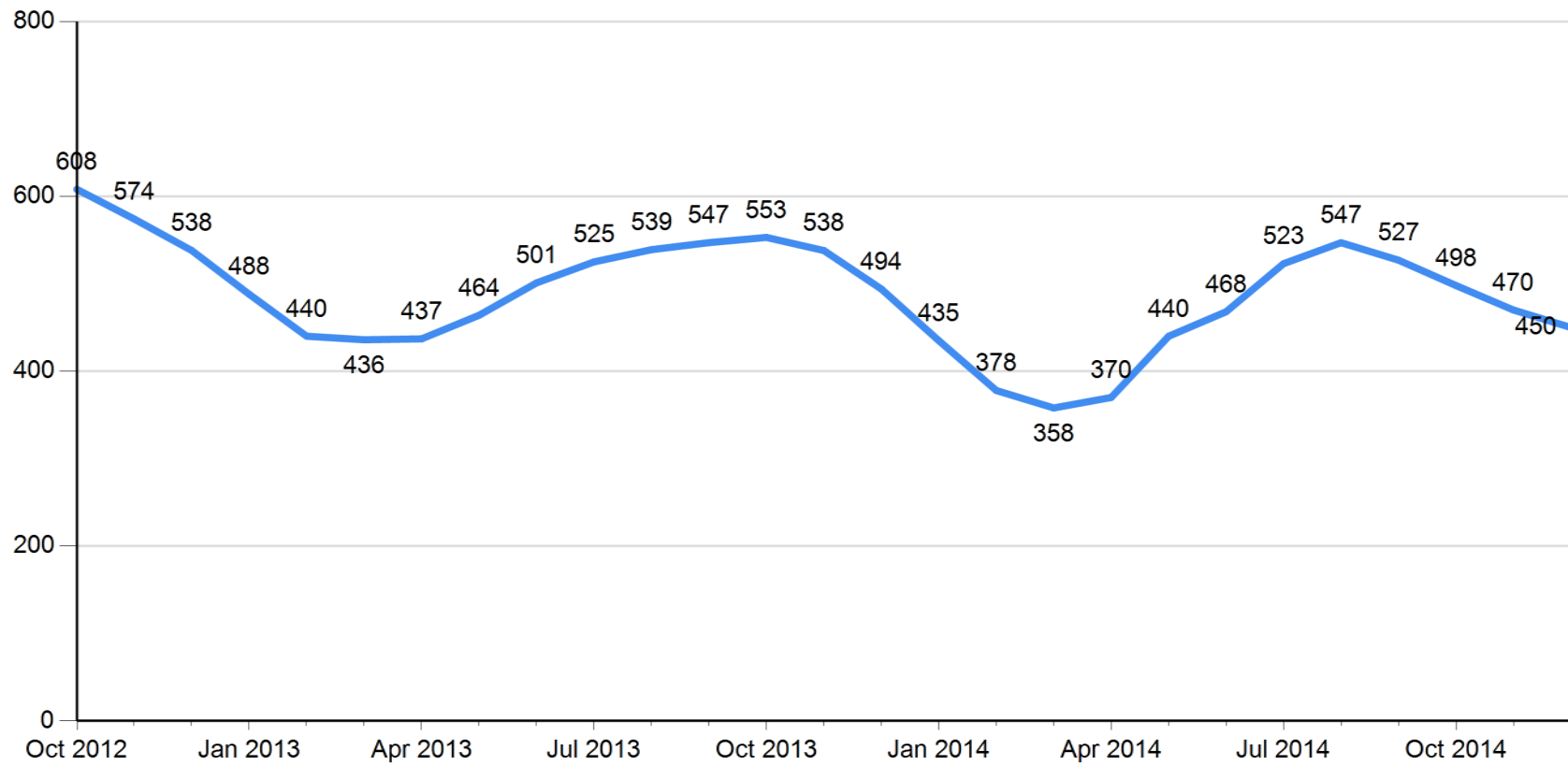




## Island Wide

2014

Available Inventory





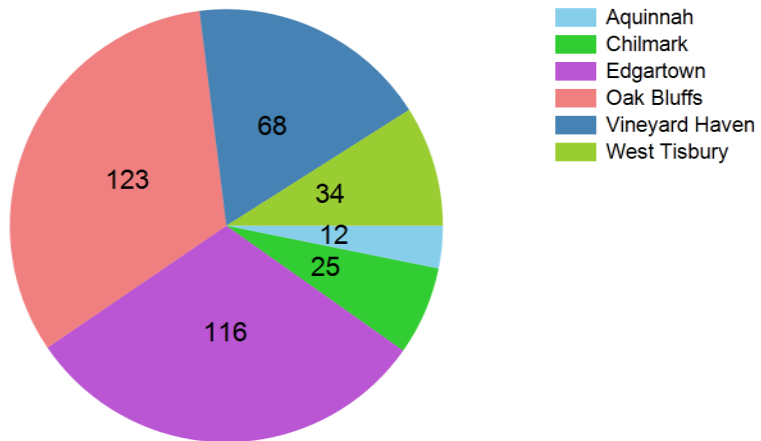
## Island Wide

2014

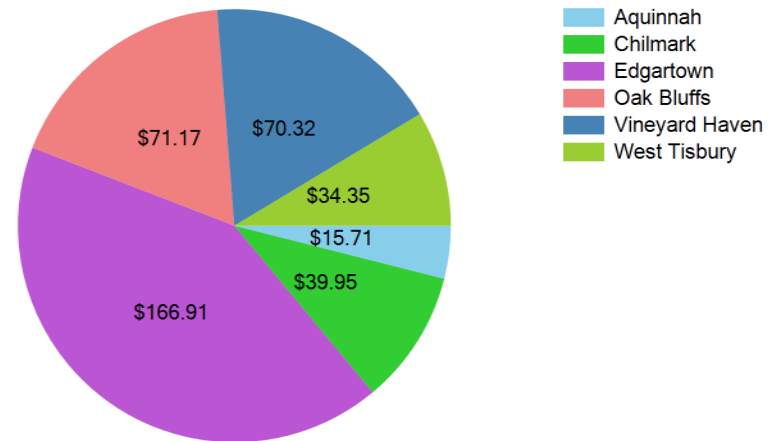
### Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
Aquinnah	12	71%	\$1,309,542	-4%	\$1,125,000	-25%	93%	-1%	\$15,714,500	64%	516
Chilmark	25	9%	\$1,598,020	5%	\$1,460,000	16%	97%	-13%	\$39,950,500	14%	347
Edgartown	116	-15%	\$1,438,852	9%	\$762,000	-10%	120%	-1%	\$166,906,785	-7%	284
Oak Bluffs	123	28%	\$578,656	4%	\$460,000	3%	110%	3%	\$71,174,650	34%	264
Vineyard Haven	68	-6%	\$1,034,054	7%	\$593,500	11%	104%	-2%	\$70,315,650	1%	249
West Tisbury	34	-29%	\$1,010,228	-6%	\$667,500	-1%	104%	4%	\$34,347,750	-33%	279

Sales by Area



Sales by Area (\$ Millions)





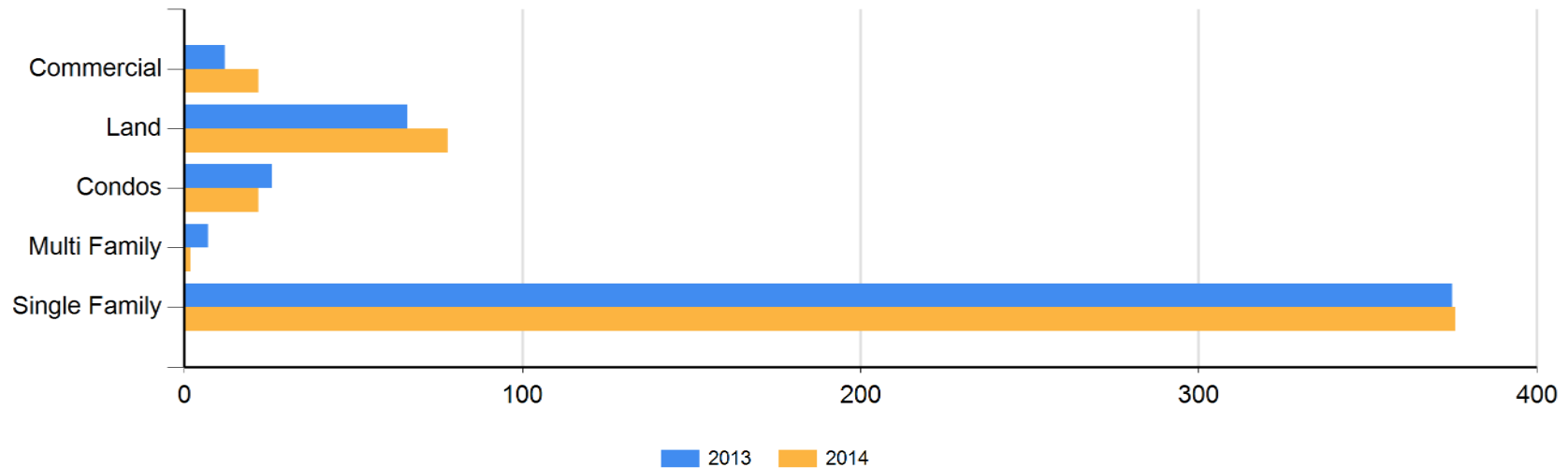
## Island Wide

2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	88	40%	\$92,246,700	68%	86	-13%	\$75,586,000	-17%	103	-18%	\$91,577,637	-24%
Single Family	81	35%	\$89,492,700	70%	85	-4%	\$75,106,000	-12%	94	-18%	\$87,852,137	-22%
Multi Family	1		\$600,000		0	-100%			1	0%	\$445,000	93%
Condos	6	100%	\$2,154,000	1%	1	-83%	\$480,000	-86%	8	-20%	\$3,280,500	-54%
Land	18	64%	\$7,192,500	51%	24	33%	\$13,646,674	149%	16	-20%	\$13,136,500	-14%
Commercial	5		\$2,347,500		11	450%	\$9,268,597	1383%	3	50%	\$4,305,000	143%

Sales by Property Type





## Island Wide

2014

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	123	2%	\$146,323,998	-2%	400	\$405,734,335
Single Family	116	4%	\$144,913,998	0%	376	\$397,364,835
Multi Family	0	-100%			2	\$1,045,000
Condos	7	0%	\$1,410,000	-62%	22	\$7,324,500
Land	20	18%	\$10,943,501	33%	78	\$44,919,175
Commercial	3	-63%	\$2,400,000	-75%	22	\$18,321,097



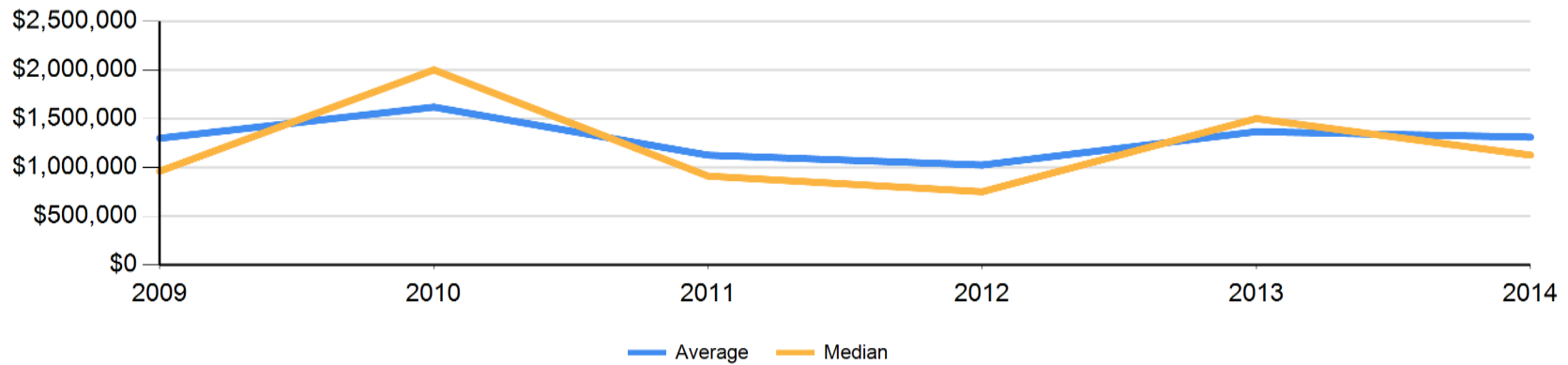
## Aquinnah

2014

### Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	9	0%	\$1,298,556	-11%	\$960,000	-23%	112%	-36%	\$11,687,000	-11%	407
2010	7	-22%	\$1,617,857	25%	\$2,000,000	108%	107%	-4%	\$11,325,000	-3%	414
2011	9	29%	\$1,124,583	-30%	\$910,000	-55%	90%	-16%	\$10,121,250	-11%	334
2012	10	11%	\$1,023,890	-9%	\$749,450	-18%	101%	12%	\$10,238,900	1%	388
2013	7	-30%	\$1,365,714	33%	\$1,500,000	100%	94%	-7%	\$9,560,000	-7%	324
2014	12	71%	\$1,309,542	-4%	\$1,125,000	-25%	93%	-1%	\$15,714,500	64%	516

Average and Median Selling Price



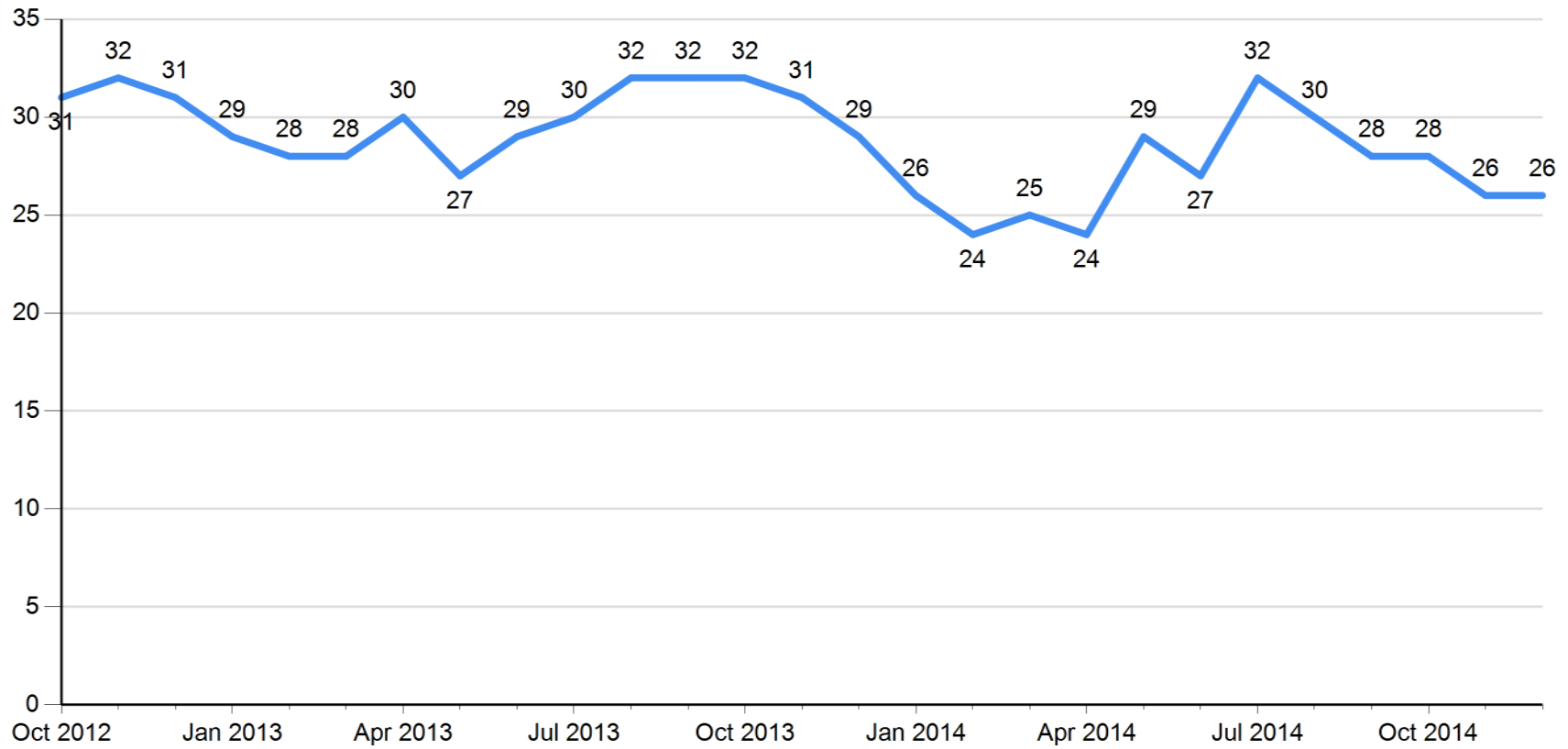




## Aquinnah

2014

Available Inventory



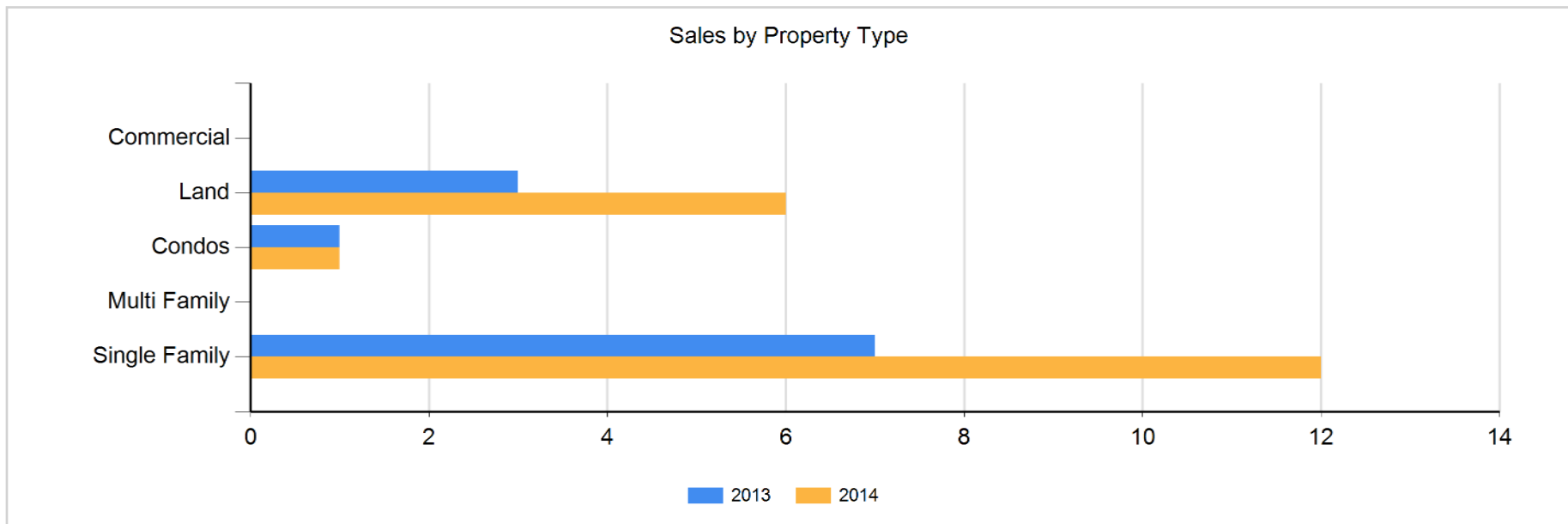


## Aquinnah

2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	0				3	50%	\$2,202,000	7%	4	33%	\$5,912,500	79%
Single Family	0				3	50%	\$2,202,000	7%	4	100%	\$5,912,500	105%
Multi Family	0				0				0			
Condos	0				0				0	-100%		
Land	1	0%	\$250,000	-17%	1	0%	\$300,000	15%	1	0%	\$442,500	490%
Commercial	0				0				0			





## Aquinnah

2014

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	6	100%	\$8,045,000	74%	13	\$16,159,500
Single Family	5	67%	\$7,600,000	65%	12	\$15,714,500
Multi Family	0				0	
Condos	1		\$445,000		1	\$445,000
Land	3		\$4,210,000		6	\$5,202,500
Commercial	0				0	

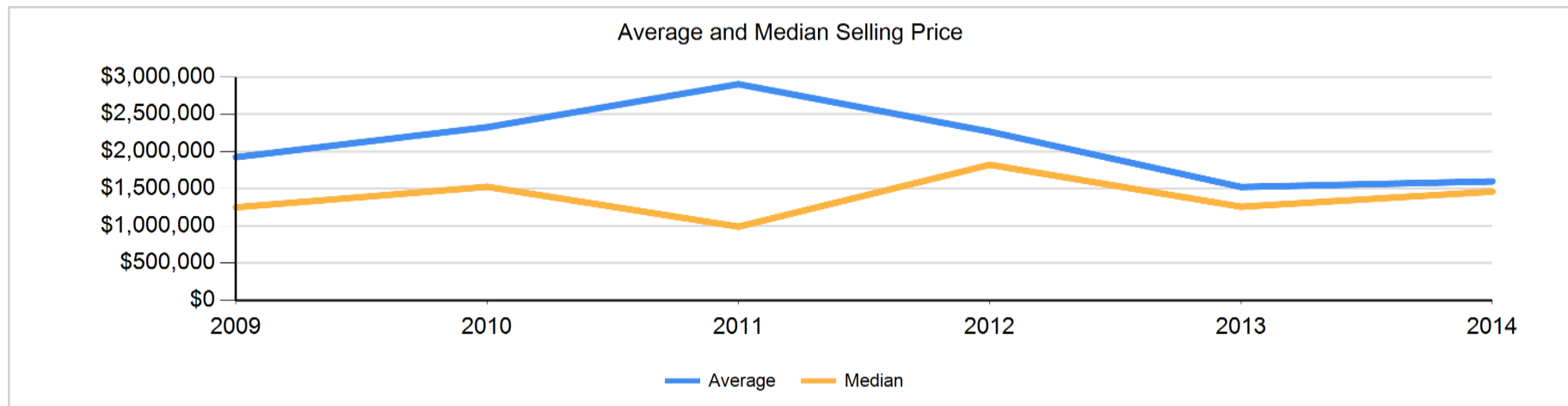


## Chilmark

2014

### Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	13	-7%	\$1,923,296	-39%	\$1,250,000	-38%	117%	-7%	\$25,002,850	-43%	600
2010	24	85%	\$2,325,669	21%	\$1,525,000	22%	112%	-4%	\$55,816,050	123%	398
2011	13	-46%	\$2,903,812	25%	\$990,000	-35%	101%	-10%	\$37,749,554	-32%	158
2012	30	131%	\$2,266,237	-22%	\$1,821,250	84%	99%	-2%	\$67,987,105	80%	482
2013	23	-23%	\$1,522,467	-33%	\$1,257,500	-31%	112%	13%	\$35,016,750	-48%	622
2014	25	9%	\$1,598,020	5%	\$1,460,000	16%	97%	-13%	\$39,950,500	14%	347

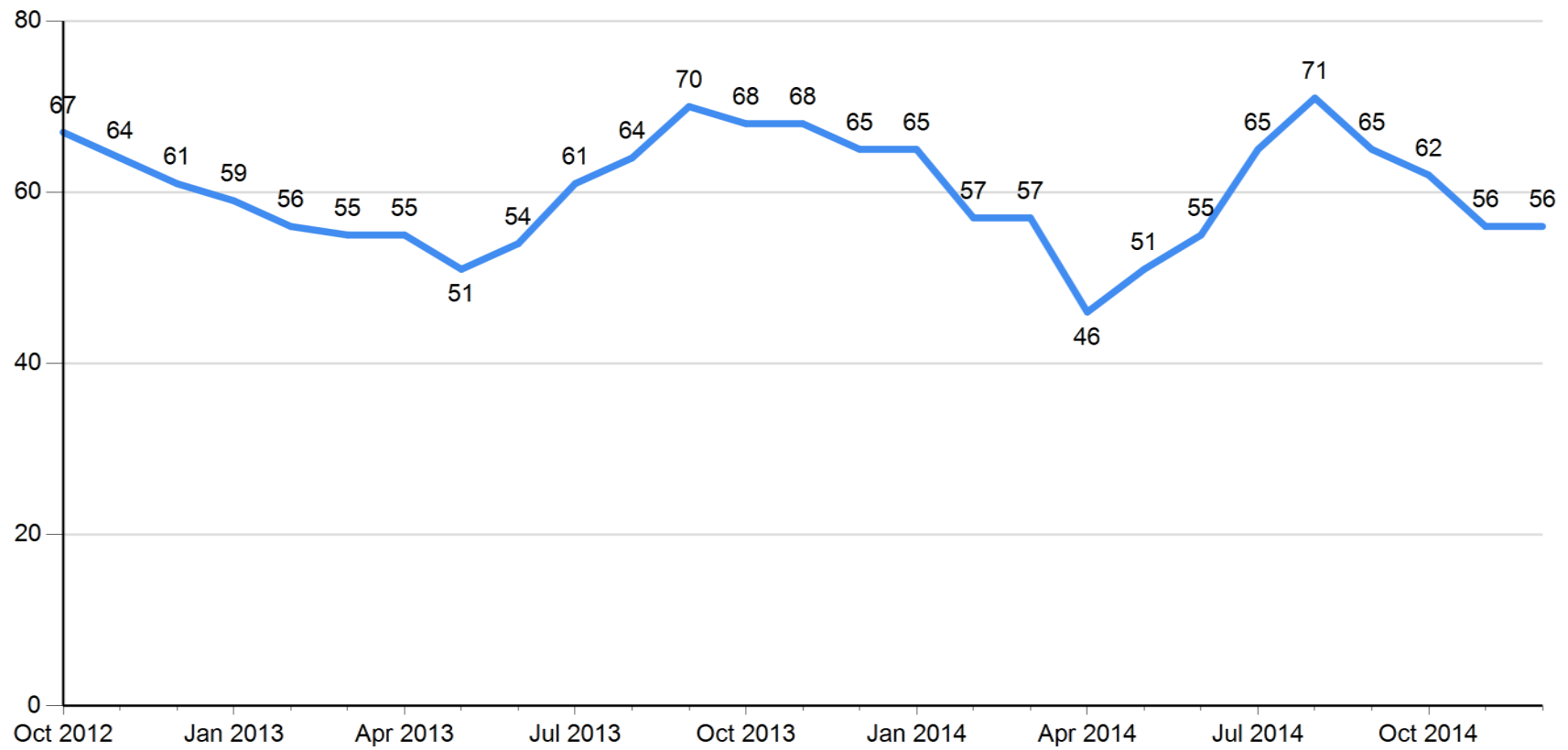




**Chilmark**

2014

Available Inventory



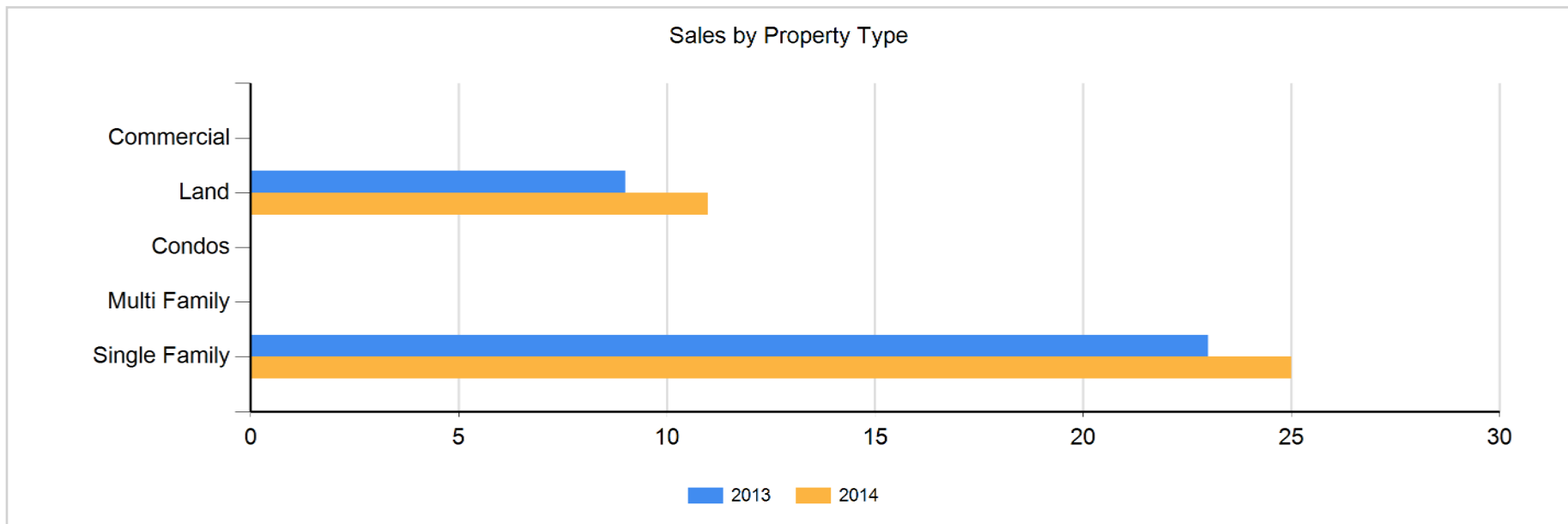


## Chilmark

2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	6	50%	\$12,080,000	152%	7	75%	\$11,471,000	77%	3	-50%	\$2,460,000	-80%
Single Family	6	50%	\$12,080,000	152%	7	75%	\$11,471,000	77%	3	-50%	\$2,460,000	-80%
Multi Family	0				0				0			
Condos	0				0				0			
Land	3	50%	\$1,315,000	40%	3	50%	\$4,295,000	619%	4	33%	\$8,718,000	648%
Commercial	0				0				0			





**Chilmark**

2014

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	9	0%	\$13,939,500	20%	25	\$39,950,500
Single Family	9	0%	\$13,939,500	20%	25	\$39,950,500
Multi Family	0				0	
Condos	0				0	
Land	1	-50%	\$550,000	-72%	11	\$14,878,000
Commercial	0				0	

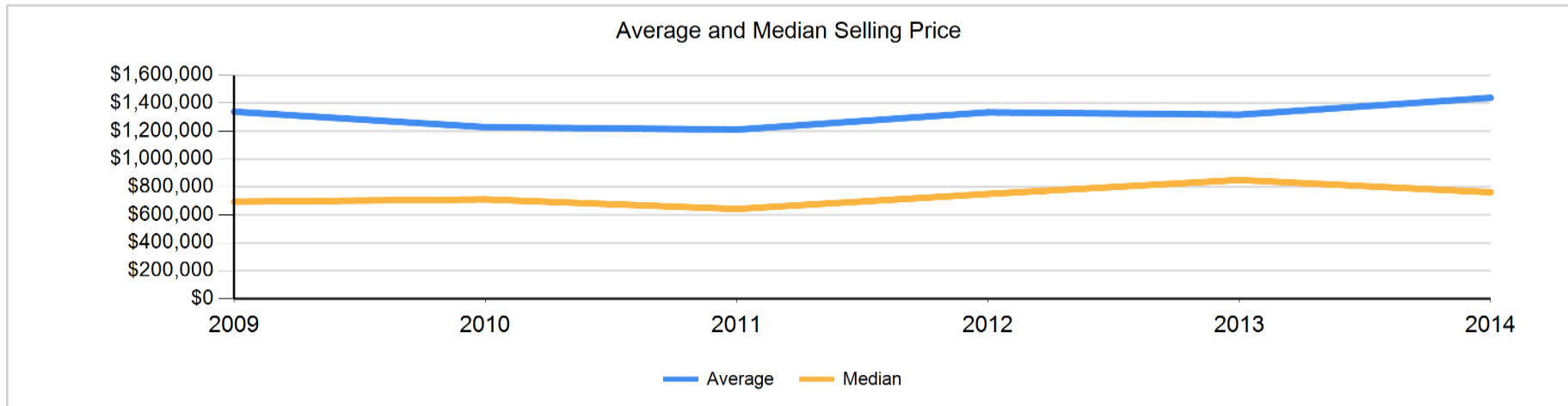


## Edgartown

2014

### Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	86	13%	\$1,338,998	5%	\$694,500	4%	99%	-70%	\$115,153,807	19%	357
2010	112	30%	\$1,228,754	-8%	\$711,000	2%	118%	19%	\$137,620,416	20%	355
2011	90	-20%	\$1,210,941	-1%	\$642,500	-10%	112%	-5%	\$108,984,672	-21%	266
2012	126	40%	\$1,334,616	10%	\$750,000	17%	102%	-9%	\$168,161,666	54%	276
2013	136	8%	\$1,317,693	-1%	\$850,000	13%	121%	19%	\$179,206,226	7%	321
2014	116	-15%	\$1,438,852	9%	\$762,000	-10%	120%	-1%	\$166,906,785	-7%	284



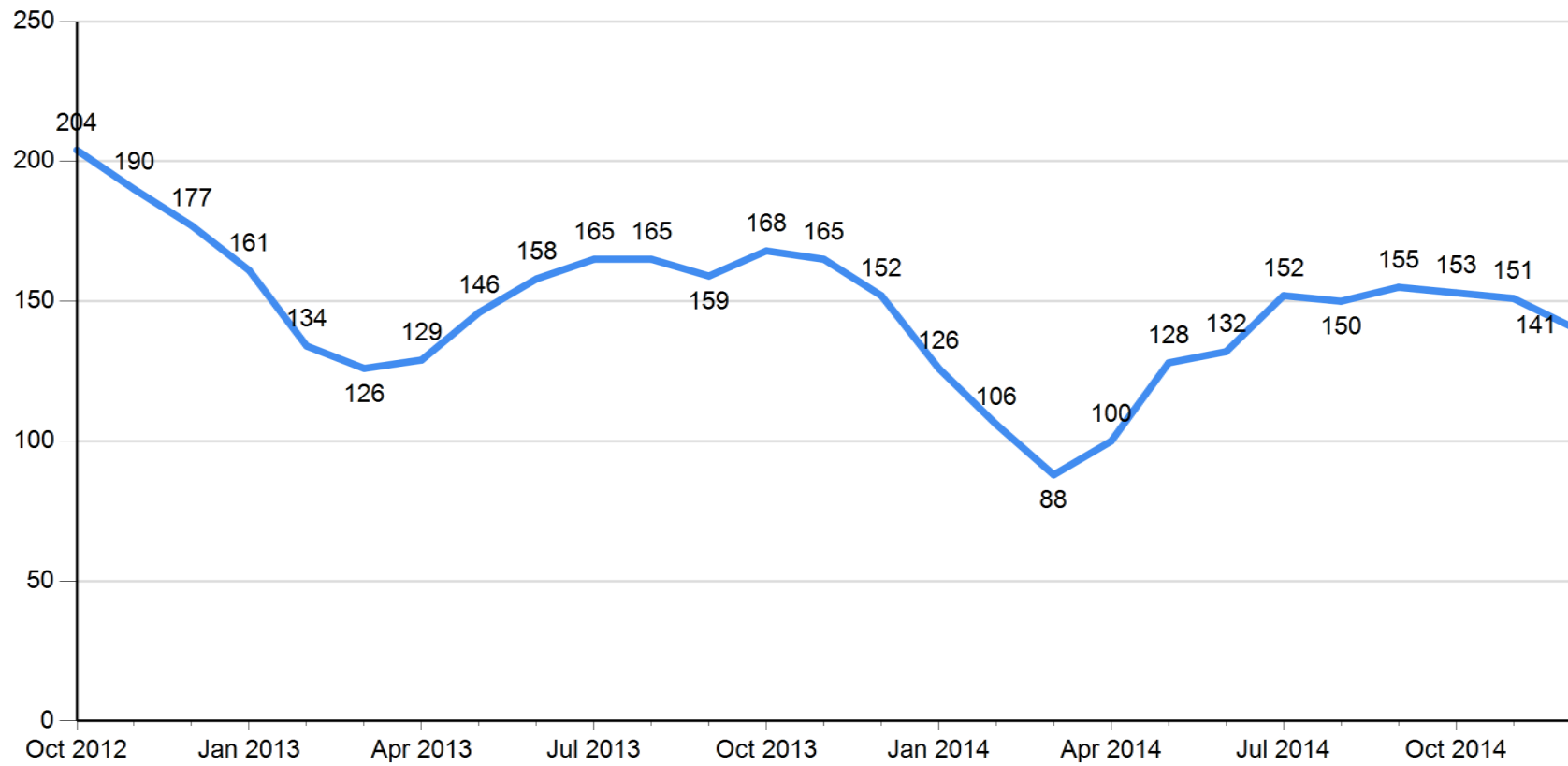




## Edgartown

2014

Available Inventory



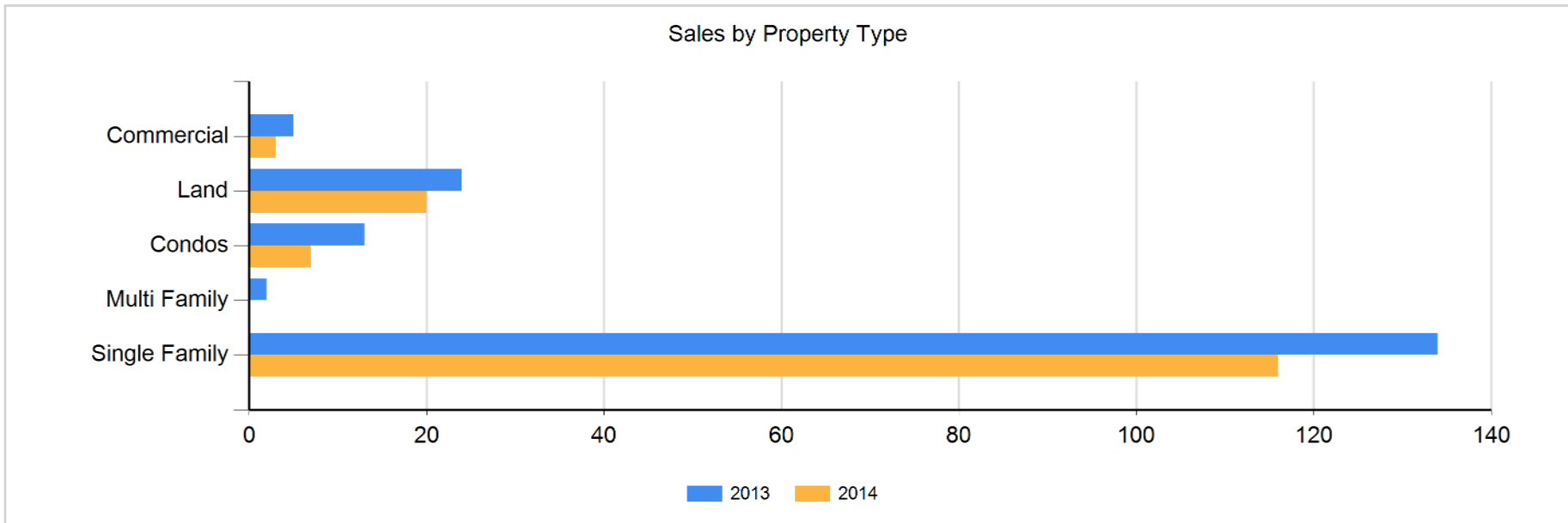


## Edgartown

2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	32	45%	\$48,793,250	95%	23	-28%	\$21,127,000	-48%	27	-43%	\$29,996,287	-42%
Single Family	29	38%	\$47,133,250	97%	23	-18%	\$21,127,000	-44%	25	-39%	\$28,832,787	-37%
Multi Family	0				0	-100%			0			
Condos	3	200%	\$1,660,000	50%	0	-100%			2	-67%	\$1,163,500	-80%
Land	3	-25%	\$1,054,000	-62%	10	150%	\$5,672,676	186%	1	-90%	\$350,000	-96%
Commercial	1		\$200,000		2		\$610,000		0	-100%		





## Edgartown

2014

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	41	-15%	\$70,068,748	-4%	123	\$169,985,285
Single Family	39	-11%	\$69,813,748	-1%	116	\$166,906,785
Multi Family	0	-100%			0	
Condos	2	-33%	\$255,000	-85%	7	\$3,078,500
Land	6	0%	\$2,810,001	-32%	20	\$9,886,677
Commercial	0	-100%			3	\$810,000

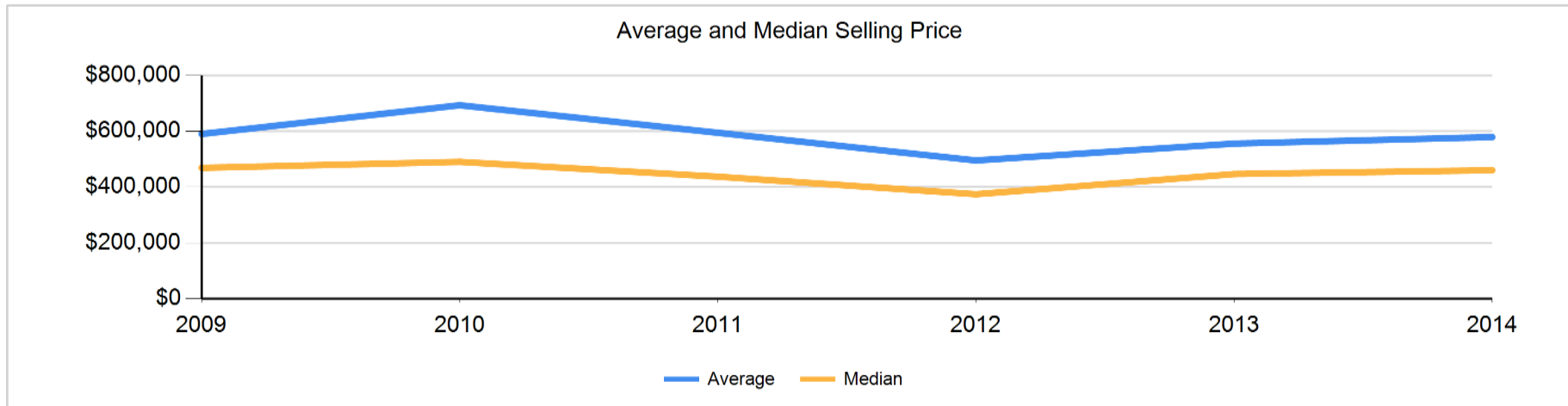


## Oak Bluffs

2014

### Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	72	41%	\$589,845	-20%	\$468,500	-4%	89%	-8%	\$42,468,848	13%	310
2010	69	-4%	\$692,601	17%	\$490,000	5%	98%	10%	\$47,789,454	13%	348
2011	97	41%	\$594,154	-14%	\$437,000	-11%	89%	-9%	\$57,632,923	21%	321
2012	104	7%	\$495,013	-17%	\$374,000	-14%	91%	2%	\$51,481,329	-11%	344
2013	96	-8%	\$555,338	12%	\$446,250	19%	107%	18%	\$53,312,463	4%	233
2014	123	28%	\$578,656	4%	\$460,000	3%	110%	3%	\$71,174,650	34%	264

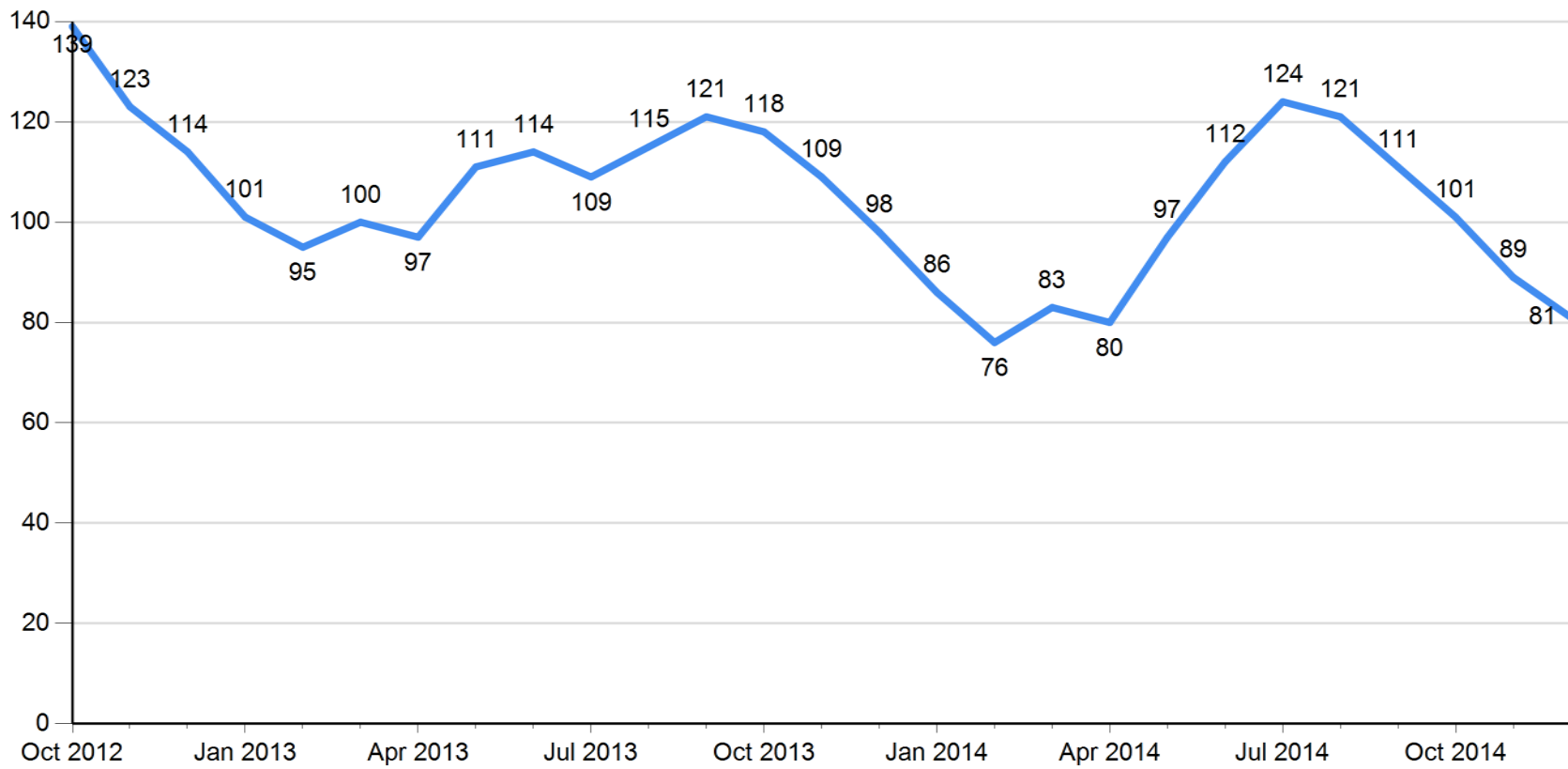




## Oak Bluffs

2014

Available Inventory





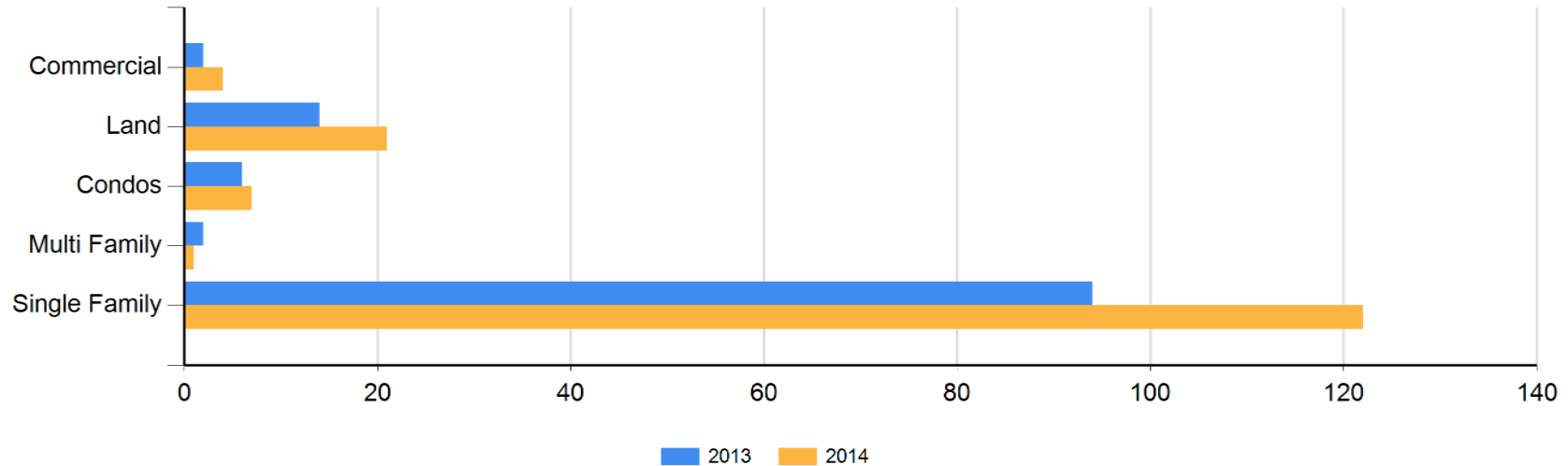
## Oak Bluffs

2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	26	53%	\$12,681,200	58%	28	0%	\$15,325,500	28%	40	25%	\$22,205,700	22%
Single Family	26	53%	\$12,681,200	58%	27	8%	\$14,845,500	37%	36	20%	\$20,941,700	19%
Multi Family	0				0	-100%			1		\$445,000	
Condos	0				1	0%	\$480,000	231%	3	50%	\$819,000	35%
Land	7	250%	\$2,353,500	578%	3	-57%	\$911,000	-41%	3	200%	\$1,207,000	519%
Commercial	0				4	300%	\$5,571,000	1310%	0			

Sales by Property Type





## Oak Bluffs

2014

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	36	44%	\$22,822,250	32%	130	\$73,034,650
Single Family	33	50%	\$22,261,250	40%	122	\$70,729,650
Multi Family	0				1	\$445,000
Condos	3	0%	\$561,000	-61%	7	\$1,860,000
Land	8	100%	\$2,531,000	282%	21	\$7,002,500
Commercial	0	-100%			4	\$5,571,000

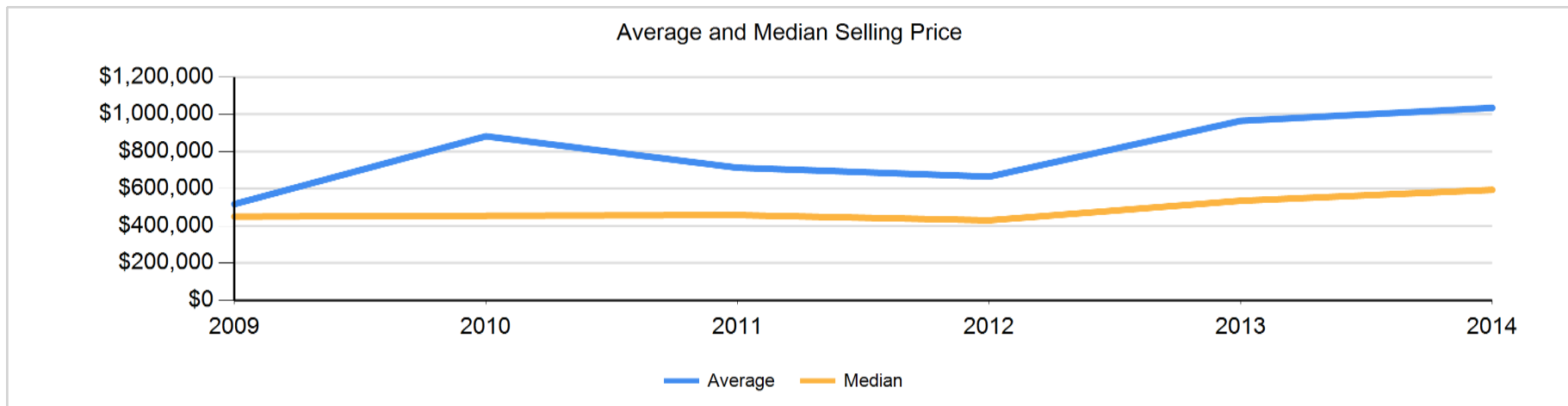


## Vineyard Haven

2014

### Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	46	0%	\$517,221	-47%	\$450,000	-23%	85%	-11%	\$23,792,167	-47%	402
2010	81	76%	\$881,712	70%	\$455,000	1%	107%	26%	\$71,418,686	200%	393
2011	58	-28%	\$712,679	-19%	\$458,000	1%	94%	-12%	\$41,335,364	-42%	297
2012	71	22%	\$664,579	-7%	\$430,000	-6%	98%	4%	\$47,185,079	14%	352
2013	72	1%	\$964,486	45%	\$535,000	24%	106%	8%	\$69,443,023	47%	314
2014	68	-6%	\$1,034,054	7%	\$593,500	11%	104%	-2%	\$70,315,650	1%	249



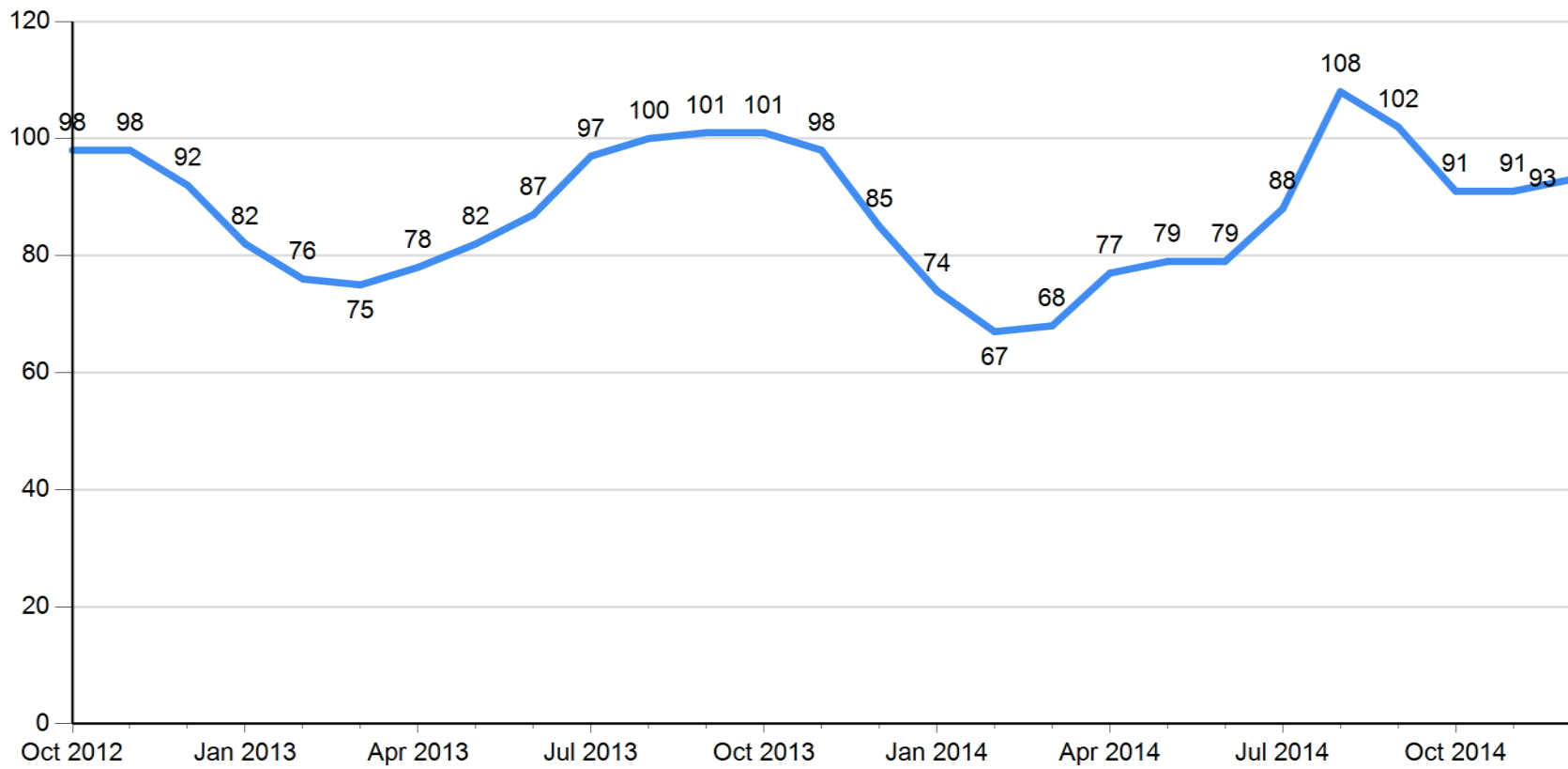




## Vineyard Haven

2014

Available Inventory





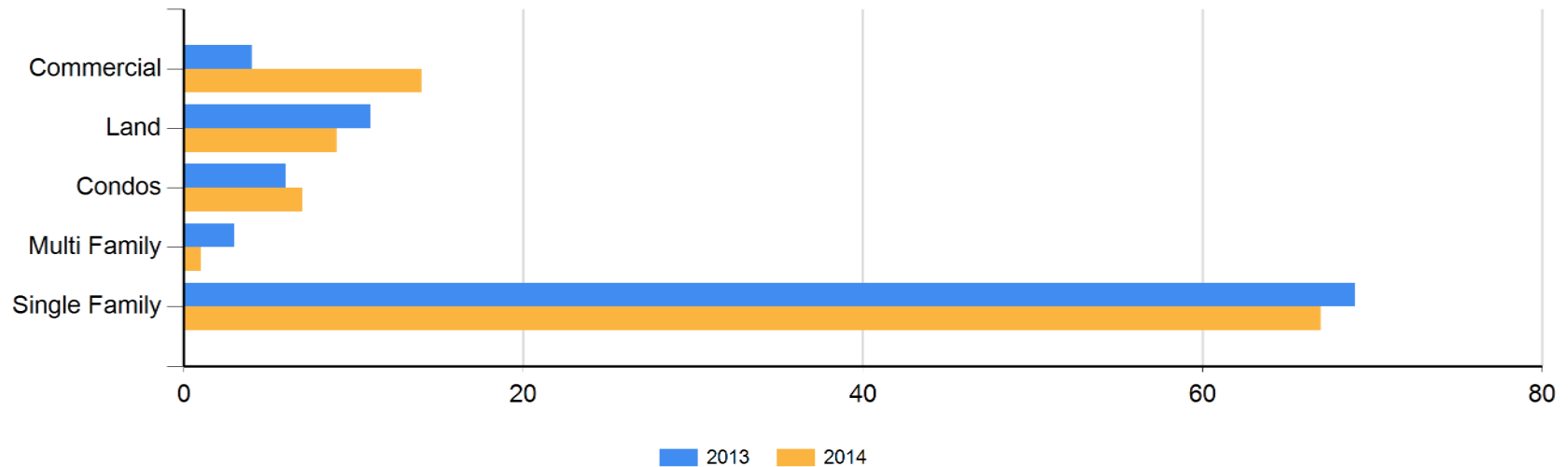
## Vineyard Haven

2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	15	15%	\$11,080,750	15%	19	6%	\$20,414,500	44%	21	-16%	\$20,077,150	-20%
Single Family	11	0%	\$9,986,750	16%	19	27%	\$20,414,500	58%	18	-22%	\$18,779,150	-23%
Multi Family	1		\$600,000		0	-100%			0	-100%		
Condos	3	50%	\$494,000	-52%	0	-100%			3	200%	\$1,298,000	266%
Land	2	0%	\$870,000	112%	4	33%	\$1,749,998	126%	2	-33%	\$607,000	0%
Commercial	4		\$2,147,500		5	400%	\$3,087,597	1242%	3		\$4,305,000	

Sales by Property Type





## Vineyard Haven

2014

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	20	-9%	\$20,684,250	-12%	75	\$72,256,650
Single Family	19	-5%	\$20,535,250	-9%	67	\$69,715,650
Multi Family	0	-100%			1	\$600,000
Condos	1	0%	\$149,000	-78%	7	\$1,941,000
Land	1	-67%	\$300,000	-45%	9	\$3,526,998
Commercial	2	-33%	\$2,250,000	-58%	14	\$11,790,097



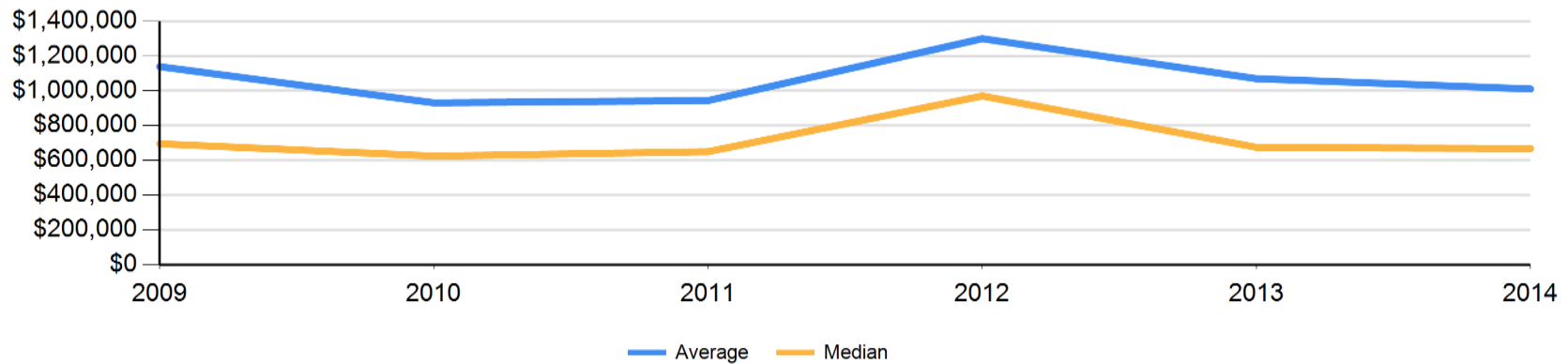
## West Tisbury

2014

### Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	27	17%	\$1,138,419	-26%	\$695,000	-7%	96%	-21%	\$30,737,309	-13%	443
2010	42	56%	\$930,595	-18%	\$624,750	-10%	98%	2%	\$39,084,998	27%	379
2011	39	-7%	\$943,525	1%	\$650,000	4%	97%	-1%	\$36,797,471	-6%	256
2012	46	18%	\$1,299,196	38%	\$970,000	49%	106%	9%	\$59,763,000	62%	293
2013	48	4%	\$1,069,440	-18%	\$675,000	-30%	100%	-6%	\$51,333,101	-14%	347
2014	34	-29%	\$1,010,228	-6%	\$667,500	-1%	104%	4%	\$34,347,750	-33%	279

Average and Median Selling Price

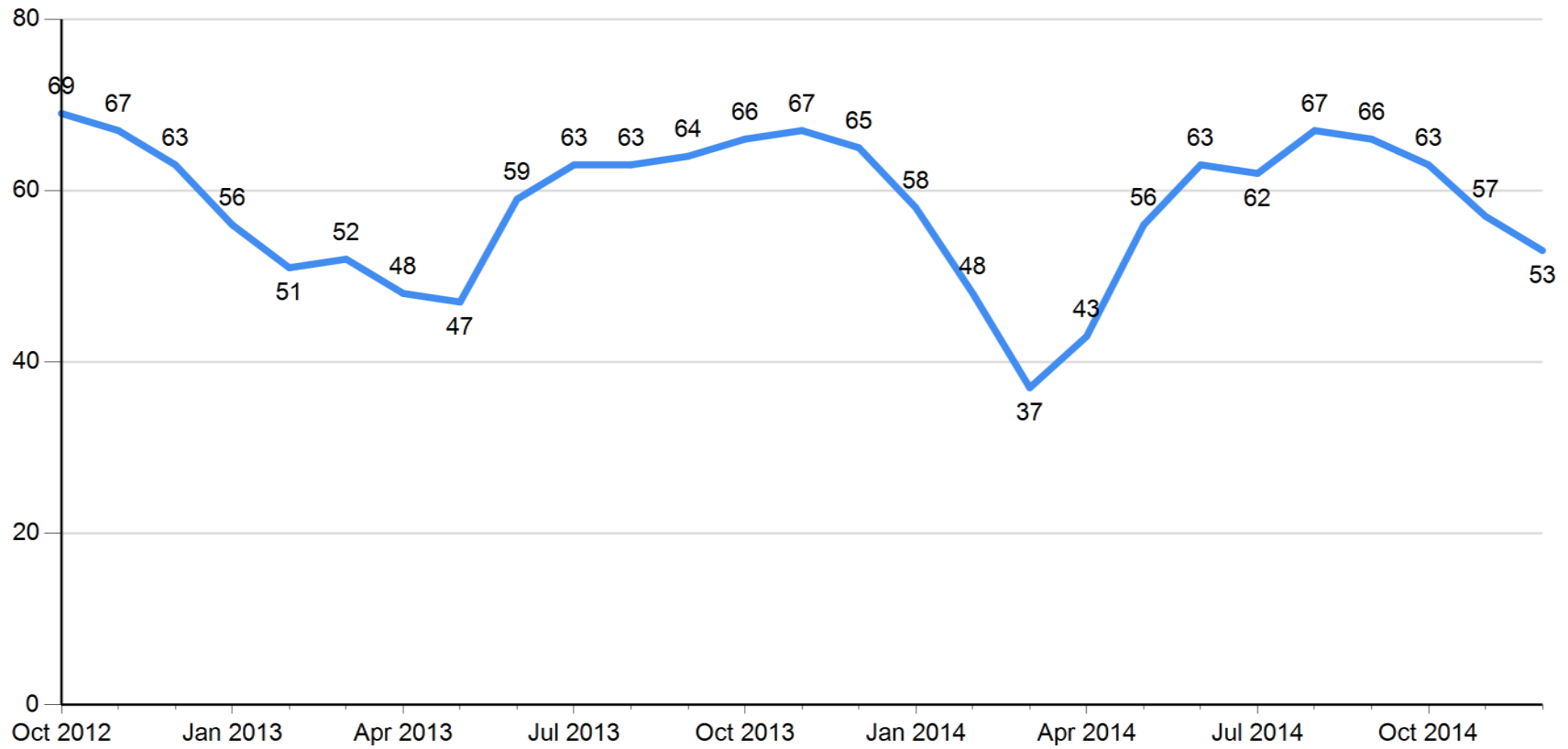




## West Tisbury

2014

Available Inventory





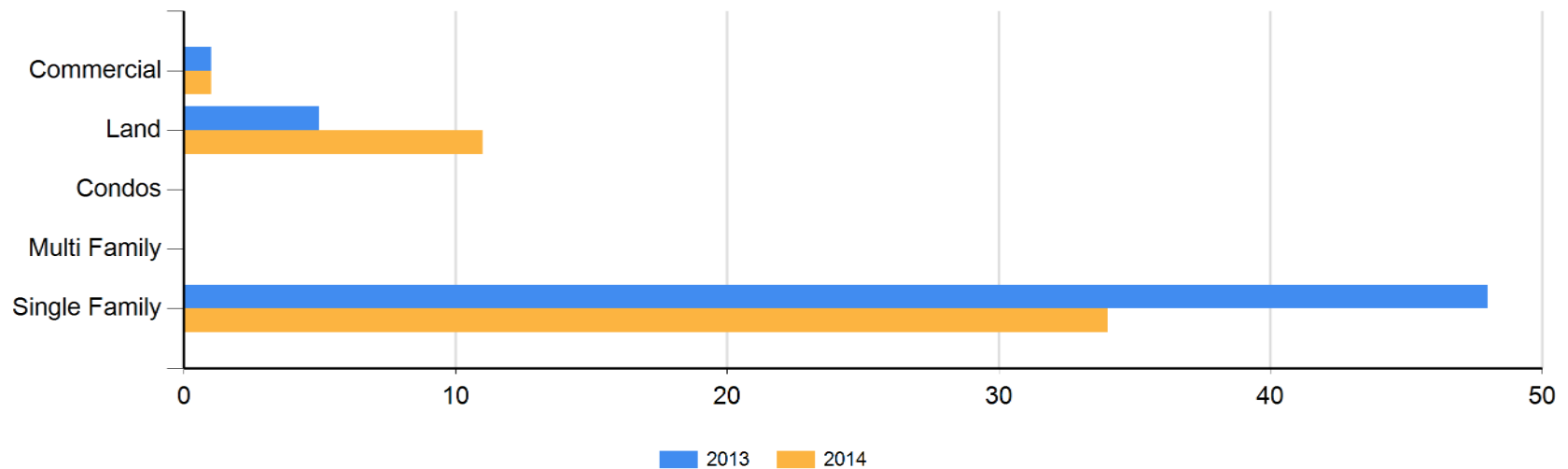
## West Tisbury

2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	9	29%	\$7,611,500	3%	6	-60%	\$5,046,000	-67%	8	-33%	\$10,926,000	11%
Single Family	9	29%	\$7,611,500	3%	6	-60%	\$5,046,000	-67%	8	-33%	\$10,926,000	11%
Multi Family	0				0				0			
Condos	0				0				0			
Land	2		\$1,350,000		3	200%	\$718,000	121%	5	150%	\$1,812,000	-45%
Commercial	0				0				0			

Sales by Property Type





## West Tisbury

2014

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	11	-21%	\$10,764,250	-43%	34	\$34,347,750
Single Family	11	-21%	\$10,764,250	-43%	34	\$34,347,750
Multi Family	0				0	
Condos	0				0	
Land	1	-50%	\$542,500	-41%	11	\$4,422,500
Commercial	1	0%	\$150,000	-88%	1	\$150,000