



Martha's Vineyard
Fourth Quarter 2013
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.

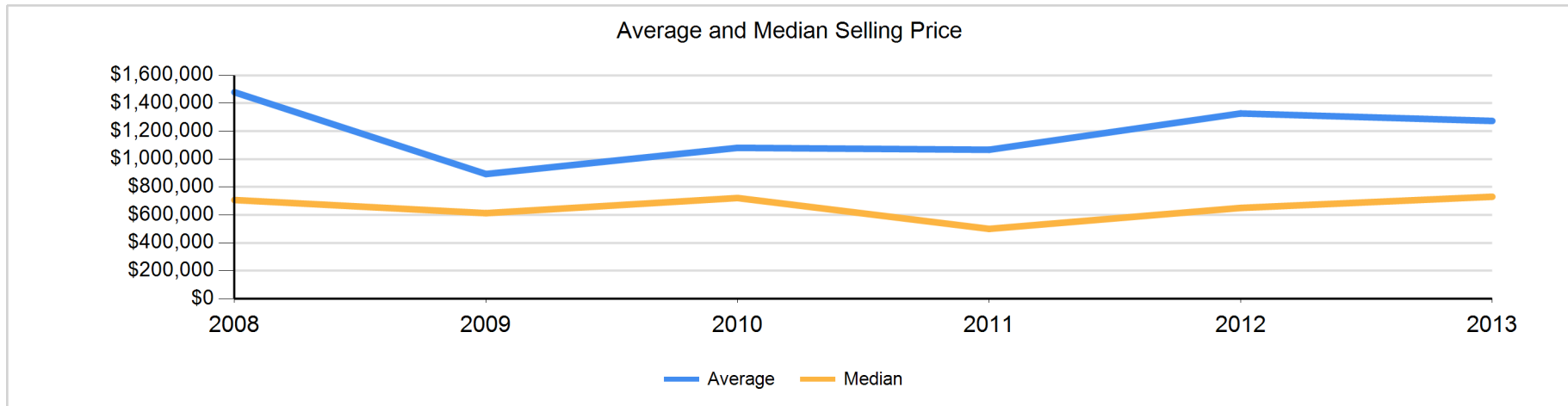
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



Island Wide
Fourth Quarter 2013
Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	54	-31%	\$1,478,788	1%	\$706,625	6%	110%	-4%	\$79,854,529	-30%	297
2009	101	87%	\$892,725	-40%	\$612,500	-13%	95%	-14%	\$90,165,222	13%	388
2010	92	-9%	\$1,080,318	21%	\$721,000	18%	110%	16%	\$99,389,229	10%	384
2011	93	1%	\$1,066,504	-1%	\$499,900	-31%	98%	-11%	\$99,184,840	0%	270
2012	113	22%	\$1,326,566	24%	\$650,000	30%	108%	10%	\$149,902,005	51%	335
2013	114	1%	\$1,273,116	-4%	\$730,000	12%	113%	5%	\$145,135,253	-3%	262

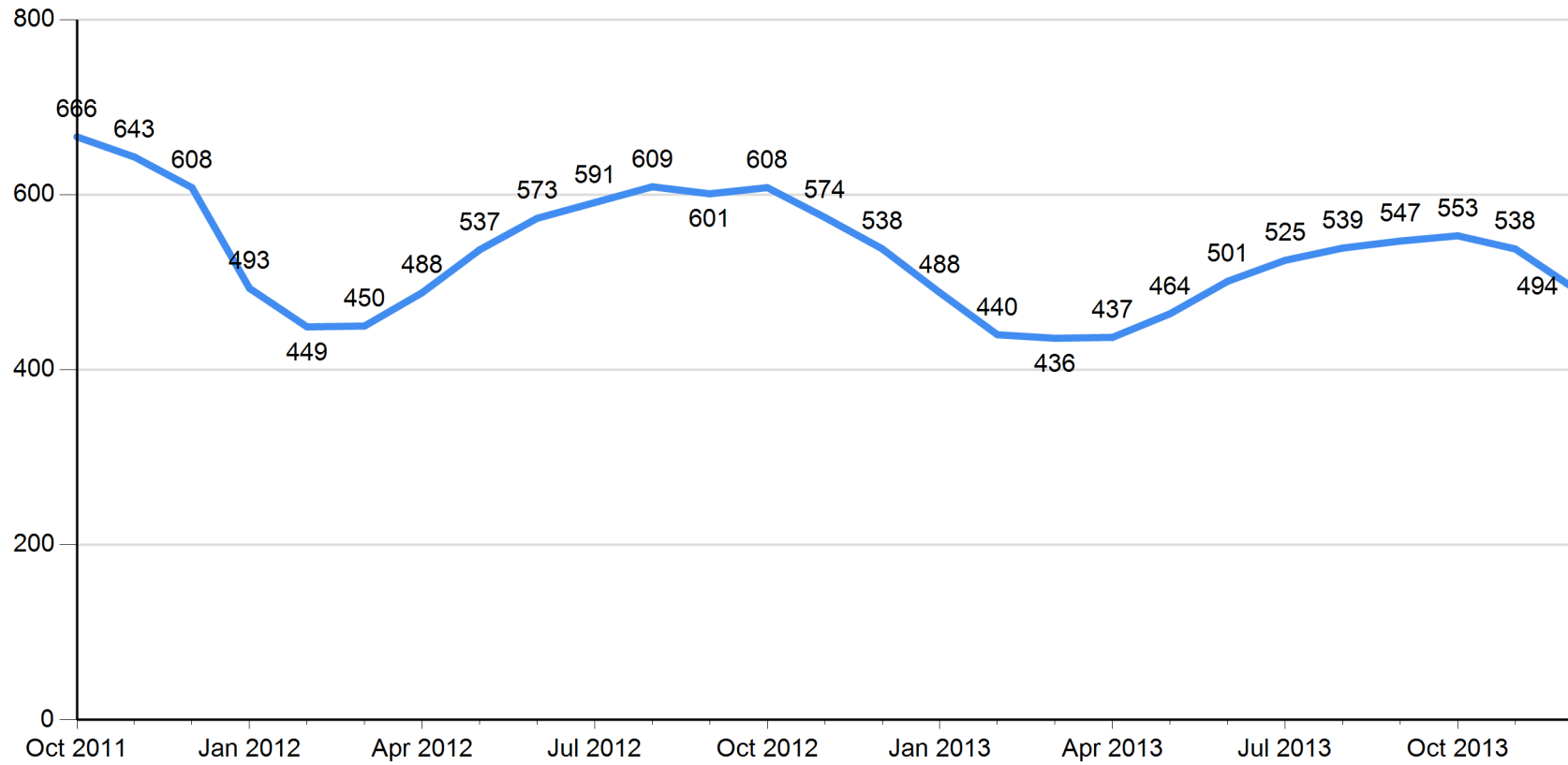




Island Wide

Fourth Quarter 2013

Available Inventory





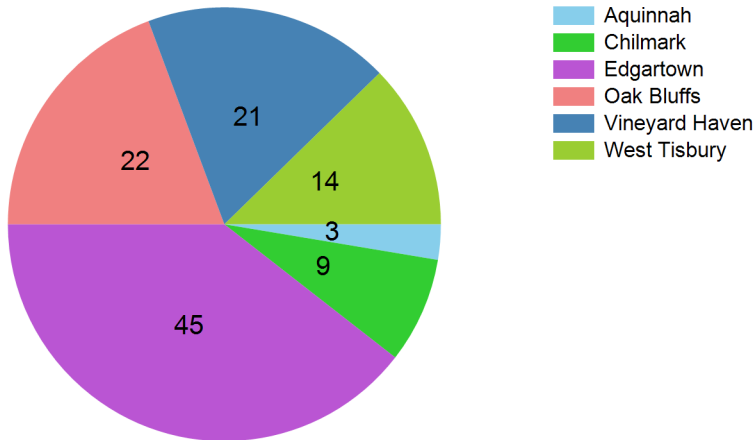
Island Wide

Fourth Quarter 2013

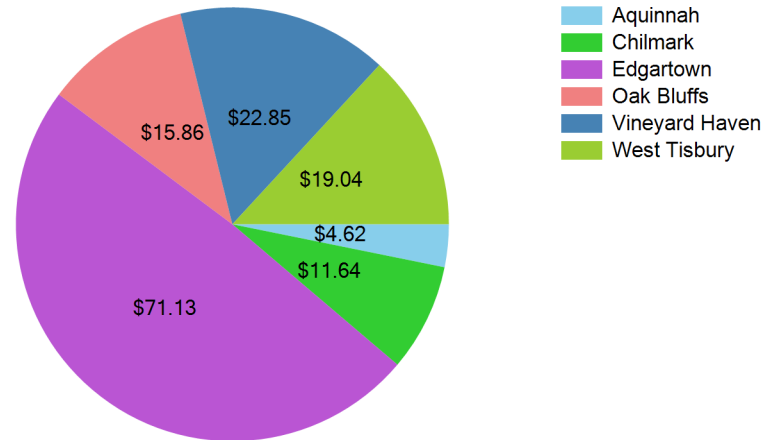
Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
Aquinnah	3	50%	\$1,538,333	154%	\$1,700,000	181%	93%	16%	\$4,615,000	281%	434
Chilmark	9	-36%	\$1,293,861	-40%	\$1,125,000	-38%	134%	31%	\$11,644,750	-61%	391
Edgartown	45	10%	\$1,580,582	-7%	\$900,000	20%	120%	3%	\$71,126,200	2%	253
Oak Bluffs	22	-8%	\$720,955	30%	\$502,500	24%	106%	5%	\$15,861,000	19%	200
Vineyard Haven	21	5%	\$1,087,967	11%	\$565,000	8%	104%	1%	\$22,847,303	16%	221
West Tisbury	14	17%	\$1,360,071	5%	\$625,000	-40%	105%	-7%	\$19,041,000	22%	330

Sales by Area



Sales by Area (\$ Millions)





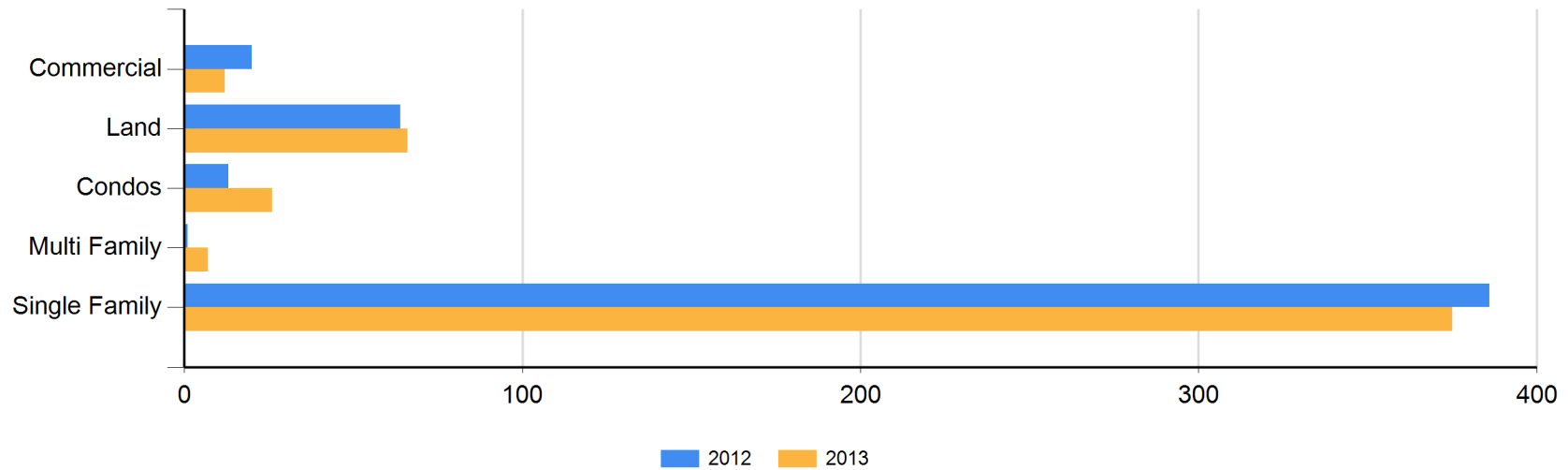
Island Wide

Fourth Quarter 2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	63	-32%	\$54,874,012	-39%	99	3%	\$90,767,893	3%	125	37%	\$119,921,266	55%
Single Family	60	-35%	\$52,738,651	-42%	89	-3%	\$85,439,411	-2%	114	28%	\$112,551,216	50%
Multi Family	0				4		\$1,777,032		1	0%	\$230,000	-90%
Condos	3	200%	\$2,135,361	849%	6	50%	\$3,551,450	261%	10	900%	\$7,140,050	17315%
Land	11	-27%	\$4,756,175	-50%	18	29%	\$5,488,500	-32%	20	5%	\$15,308,500	64%
Commercial	0	-100%			2	-75%	\$625,000	-93%	2	100%	\$1,775,000	290%

Sales by Property Type





Island Wide

Fourth Quarter 2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	121	1%	\$148,868,899	-3%	408	\$414,432,070
Single Family	112	-1%	\$144,320,253	-4%	375	\$395,049,531
Multi Family	2		\$815,000		7	\$2,822,032
Condos	7	0%	\$3,733,646	33%	26	\$16,560,507
Land	17	6%	\$8,235,414	-31%	66	\$33,788,589
Commercial	8	14%	\$9,470,000	45%	12	\$11,870,000

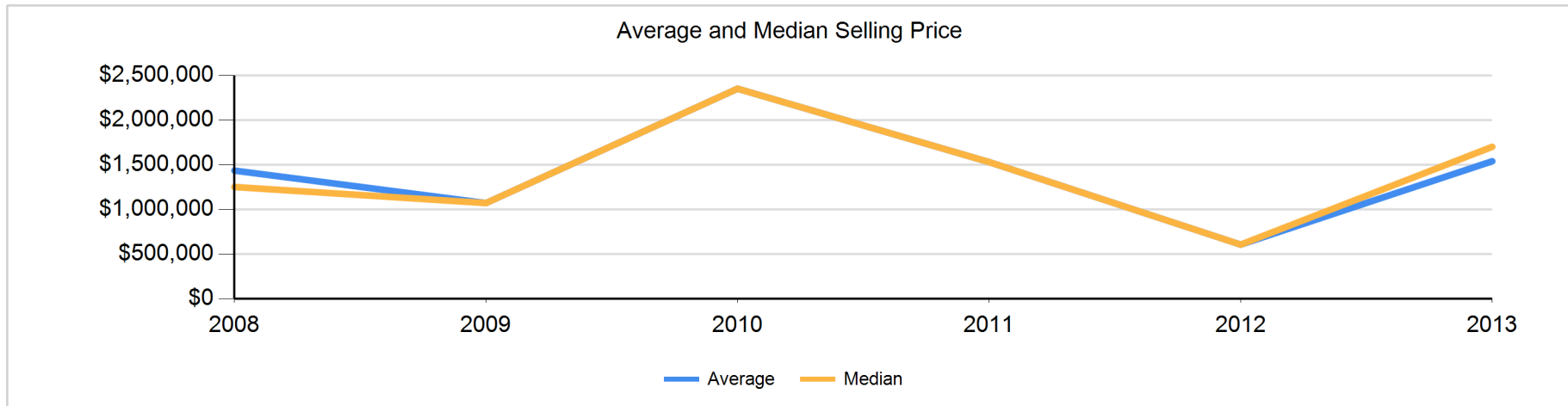


Aquinnah

Fourth Quarter 2013

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	3		\$1,433,333		\$1,250,000		146%		\$4,300,000		127
2009	1	-67%	\$1,070,000	-25%	\$1,070,000	-14%	76%	-48%	\$1,070,000	-75%	150
2010	1	0%	\$2,350,000	120%	\$2,350,000	120%	80%	5%	\$2,350,000	120%	462
2011	2	100%	\$1,529,000	-35%	\$1,529,000	-35%	103%	29%	\$3,058,000	30%	561
2012	2	0%	\$605,000	-60%	\$605,000	-60%	80%	-22%	\$1,210,000	-60%	865
2013	3	50%	\$1,538,333	154%	\$1,700,000	181%	93%	16%	\$4,615,000	281%	434

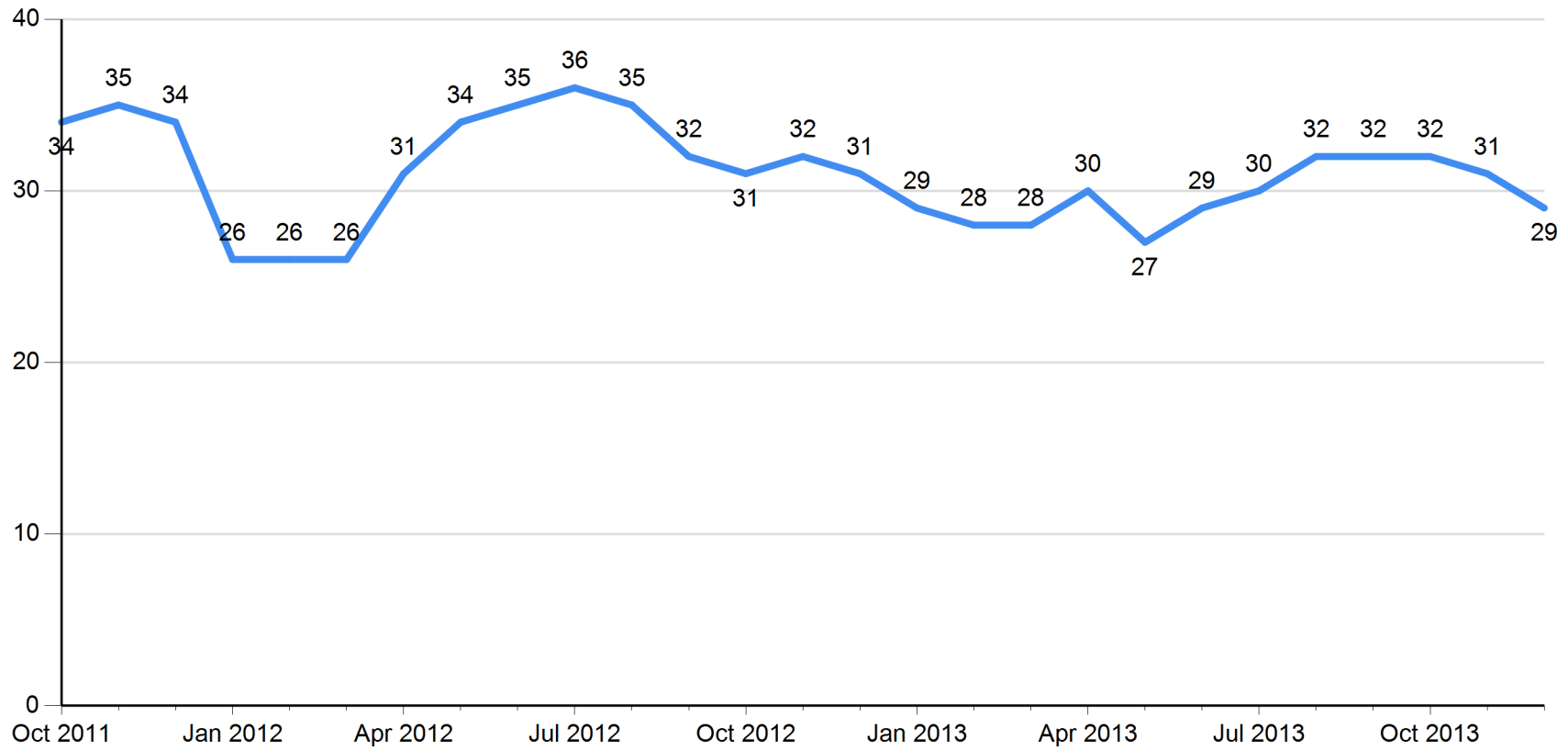




Aquinnah

Fourth Quarter 2013

Available Inventory



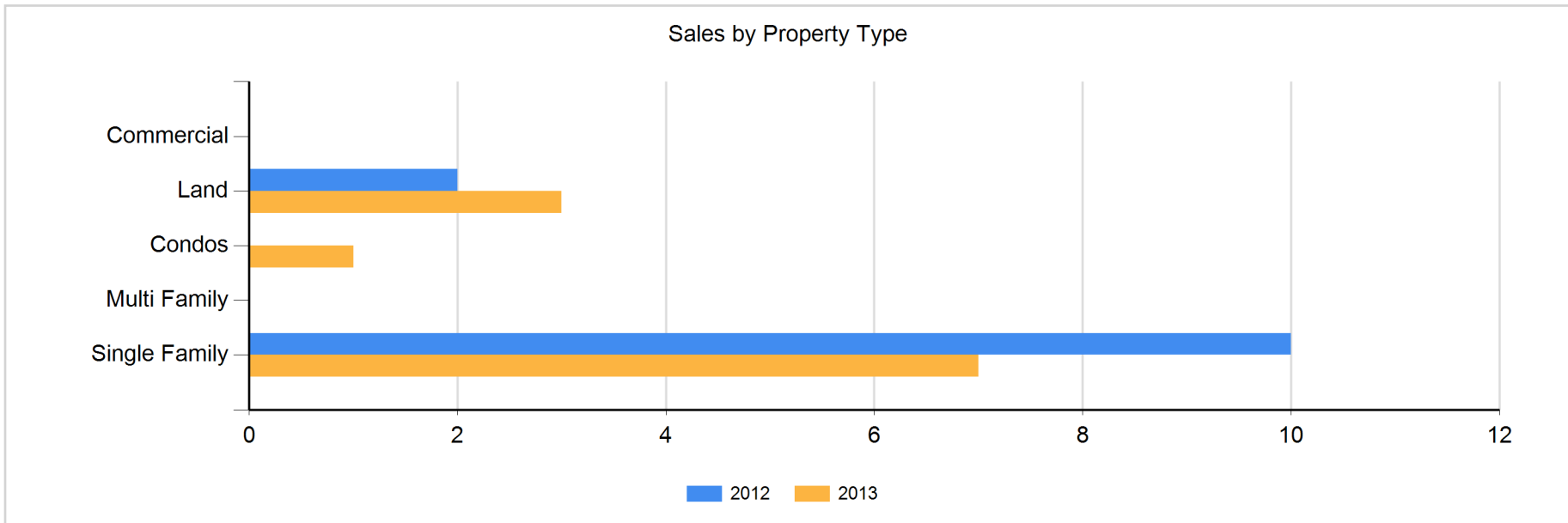


Aquinnah

Fourth Quarter 2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	0	-100%			2	0%	\$2,060,000	115%	3	-25%	\$3,295,000	-36%
Single Family	0	-100%			2	0%	\$2,060,000	115%	2	-50%	\$2,885,000	-44%
Multi Family	0				0				0			
Condos	0				0				1		\$410,000	
Land	1	0%	\$303,000	34%	1		\$260,000		1	0%	\$75,000	-70%
Commercial	0				0				0			





Aquinnah

Fourth Quarter 2013

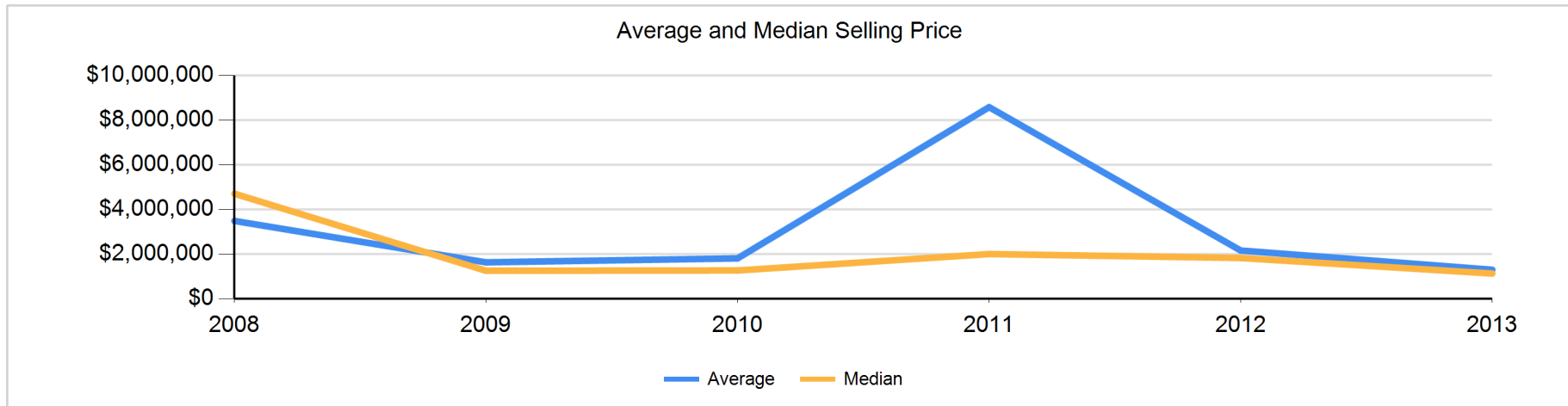
	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	3	50%	\$4,615,000	281%	8	\$9,970,000
Single Family	3	50%	\$4,615,000	281%	7	\$9,560,000
Multi Family	0				0	
Condos	0				1	\$410,000
Land	0				3	\$638,000
Commercial	0				0	



Chilmark

Fourth Quarter 2013 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	3	-73%	\$3,480,000	2%	\$4,700,000	88%	130%	-18%	\$10,440,000	-72%	418
2009	7	133%	\$1,626,643	-53%	\$1,250,000	-73%	113%	-13%	\$11,386,500	9%	289
2010	8	14%	\$1,802,756	11%	\$1,262,500	1%	116%	3%	\$14,422,050	27%	509
2011	3	-63%	\$8,573,933	376%	\$1,996,798	58%	114%	-2%	\$25,721,798	78%	248
2012	14	367%	\$2,155,107	-75%	\$1,821,250	-9%	102%	-11%	\$30,171,500	17%	498
2013	9	-36%	\$1,293,861	-40%	\$1,125,000	-38%	134%	31%	\$11,644,750	-61%	391

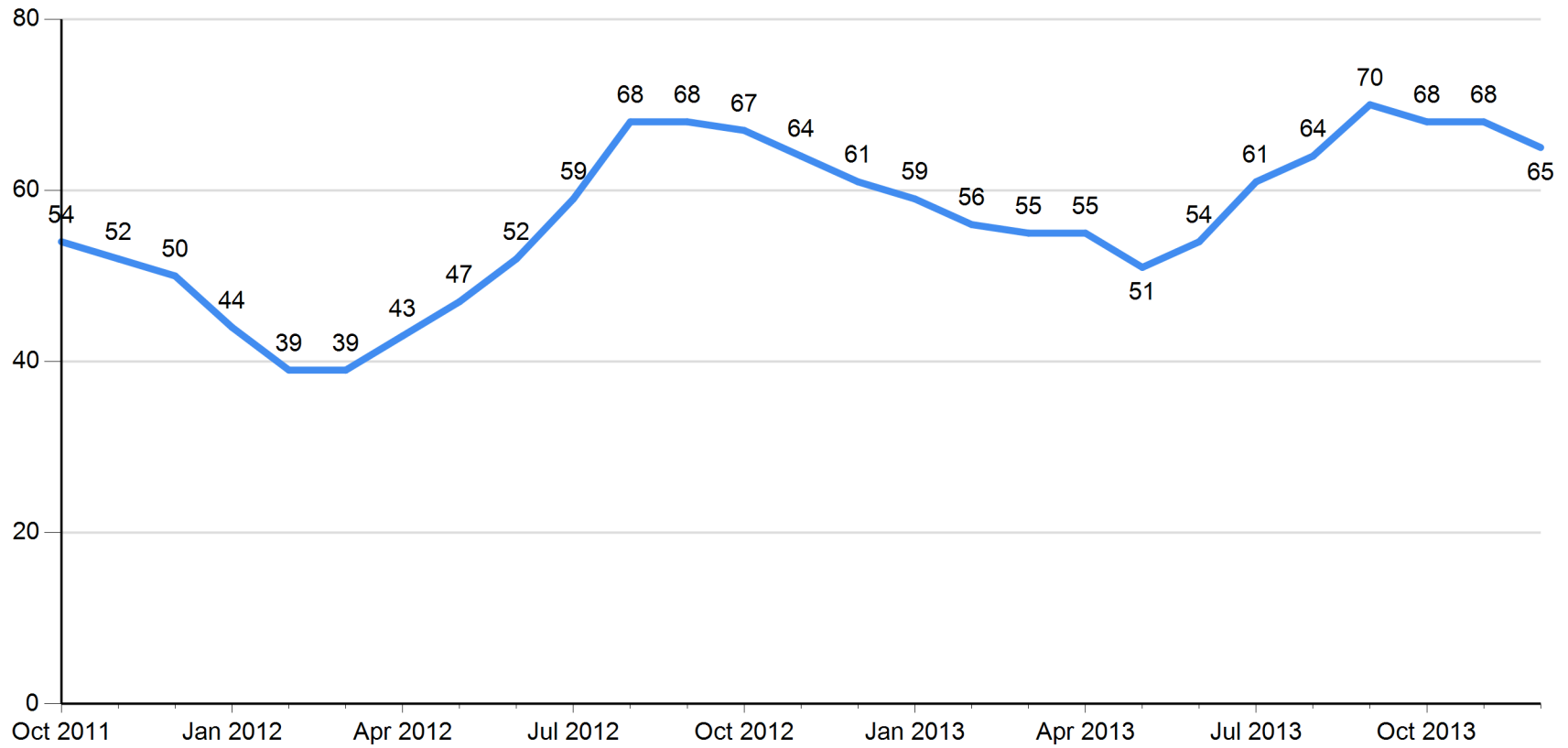




Chilmark

Fourth Quarter 2013

Available Inventory

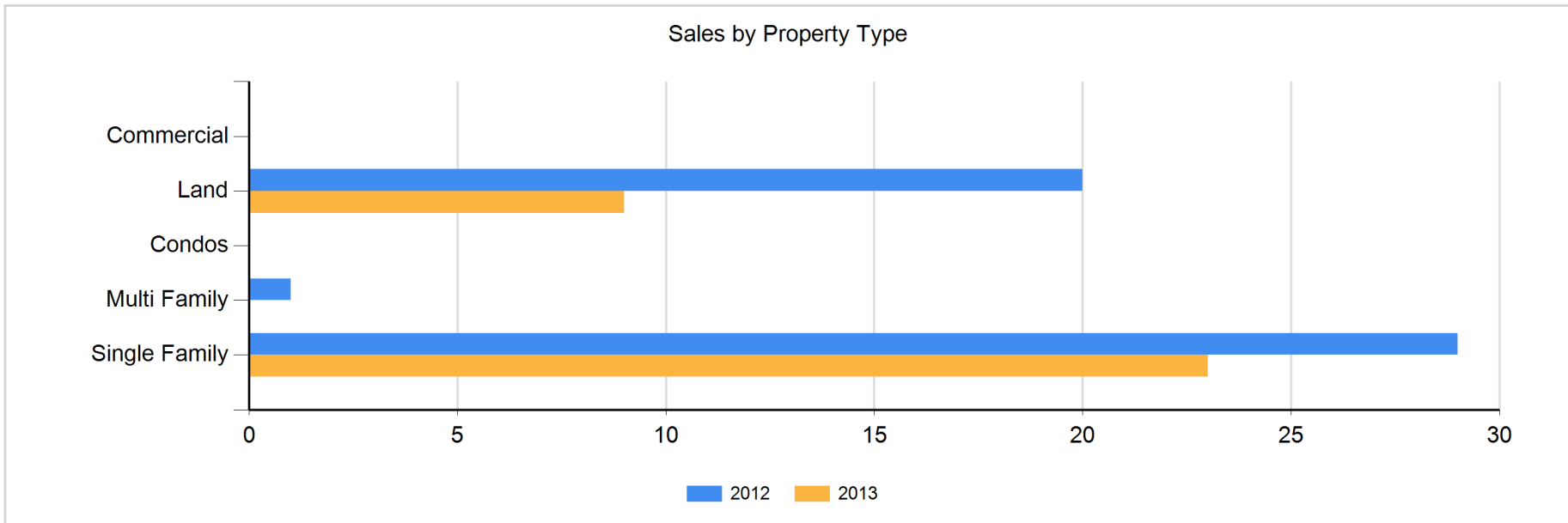




Chilmark

Fourth Quarter 2013 Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	4	0%	\$4,784,500	-45%	4	-50%	\$6,492,500	-68%	6	50%	\$12,095,000	42%
Single Family	4	0%	\$4,784,500	-45%	4	-50%	\$6,492,500	-68%	6	100%	\$12,095,000	97%
Multi Family	0				0				0	-100%		
Condos	0				0				0			
Land	2	100%	\$939,500	-62%	2	-60%	\$597,000	-89%	3	-57%	\$1,165,000	-77%
Commercial	0				0				0			





Chilmark

Fourth Quarter 2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	9	-36%	\$11,644,750	-61%	23	\$35,016,750
Single Family	9	-36%	\$11,644,750	-61%	23	\$35,016,750
Multi Family	0				0	
Condos	0				0	
Land	2	-71%	\$1,959,914	-53%	9	\$4,661,414
Commercial	0				0	

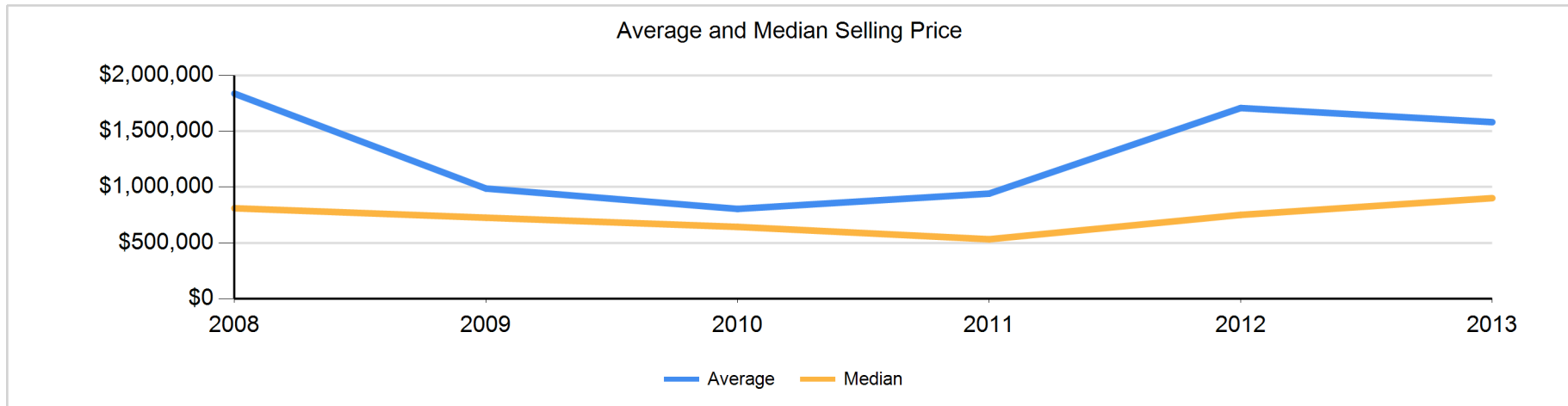


Edgartown

Fourth Quarter 2013

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	20	-20%	\$1,836,037	15%	\$809,500	-17%	114%	14%	\$36,720,734	-8%	323
2009	33	65%	\$986,047	-46%	\$725,000	-10%	100%	-12%	\$32,539,556	-11%	425
2010	32	-3%	\$803,675	-18%	\$642,500	-11%	114%	14%	\$25,717,609	-21%	337
2011	30	-6%	\$940,620	17%	\$532,000	-17%	111%	-3%	\$28,218,587	10%	204
2012	41	37%	\$1,706,973	81%	\$750,000	41%	116%	5%	\$69,985,893	148%	236
2013	45	10%	\$1,580,582	-7%	\$900,000	20%	120%	3%	\$71,126,200	2%	253

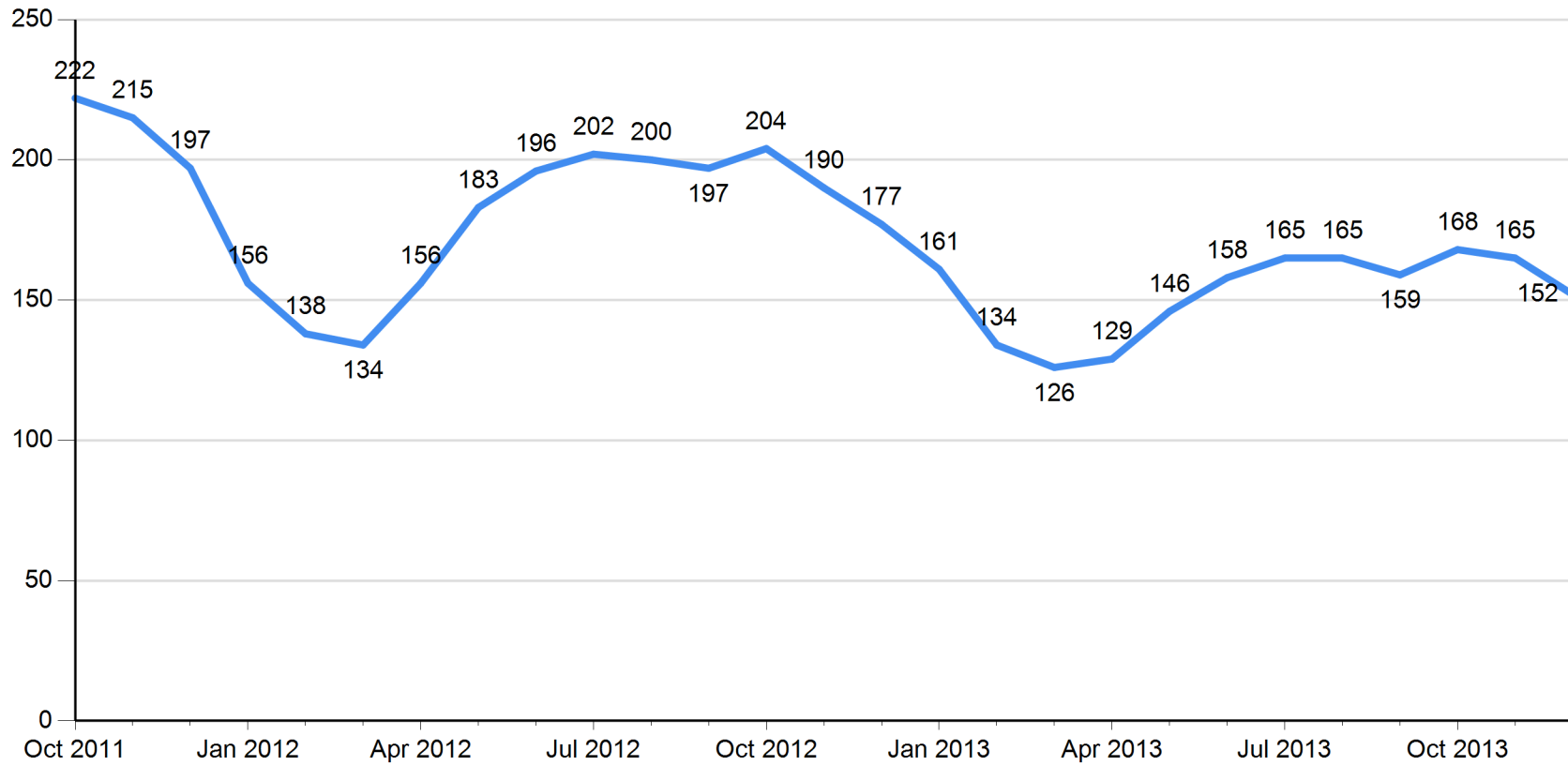




Edgartown

Fourth Quarter 2013

Available Inventory





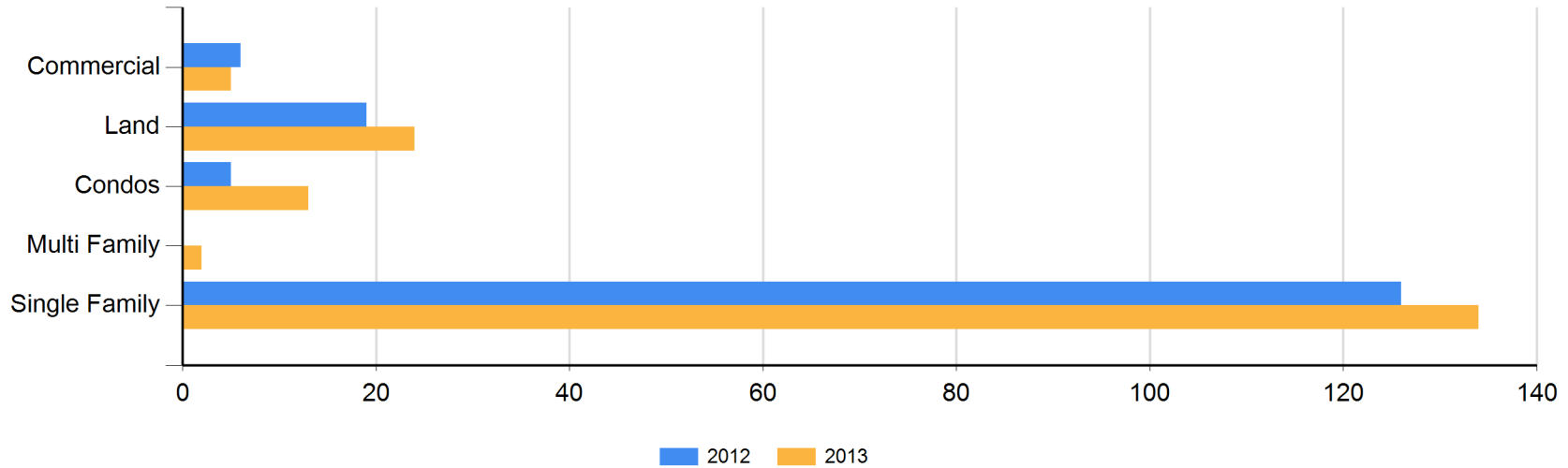
Edgartown

Fourth Quarter 2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	22	-33%	\$25,038,411	-38%	32	19%	\$40,971,982	27%	47	81%	\$51,456,994	101%
Single Family	21	-36%	\$23,928,050	-41%	28	4%	\$38,051,000	18%	41	64%	\$45,688,944	78%
Multi Family	0				1		\$412,032		0			
Condos	1		\$1,110,361		3		\$2,508,950		6	500%	\$5,768,050	13968%
Land	4	-43%	\$2,756,675	-43%	4	33%	\$1,985,000	31%	10	233%	\$9,964,500	456%
Commercial	0	-100%			0	-100%			2		\$1,775,000	

Sales by Property Type





Edgartown
Fourth Quarter 2013

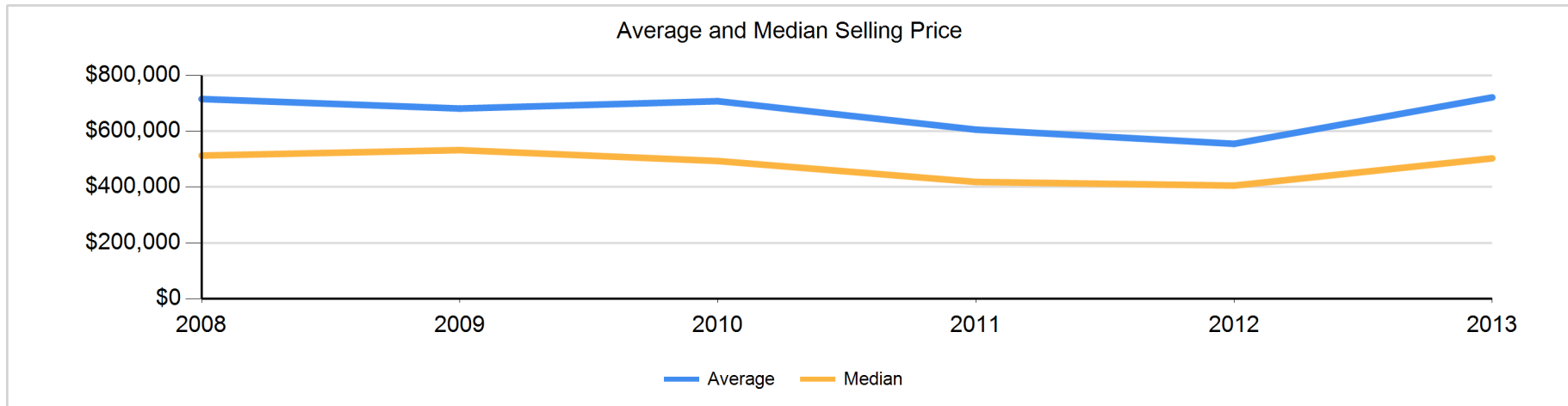
	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	48	7%	\$72,773,200	1%	149	\$190,240,587
Single Family	44	7%	\$70,701,200	1%	134	\$178,369,194
Multi Family	1		\$425,000		2	\$837,032
Condos	3	-25%	\$1,647,000	-8%	13	\$11,034,361
Land	6	0%	\$4,148,000	-36%	24	\$18,854,175
Commercial	3	-25%	\$2,515,000	-53%	5	\$4,290,000



Oak Bluffs

Fourth Quarter 2013
Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	11	-8%	\$715,026	21%	\$512,500	-2%	90%	-18%	\$7,865,284	11%	251
2009	31	182%	\$680,981	-5%	\$532,000	4%	93%	3%	\$21,110,400	168%	305
2010	17	-45%	\$707,235	4%	\$493,000	-7%	95%	2%	\$12,023,000	-43%	296
2011	36	112%	\$605,371	-14%	\$418,000	-15%	89%	-6%	\$21,793,364	81%	344
2012	24	-33%	\$554,592	-8%	\$405,000	-3%	101%	13%	\$13,310,200	-39%	386
2013	22	-8%	\$720,955	30%	\$502,500	24%	106%	5%	\$15,861,000	19%	200

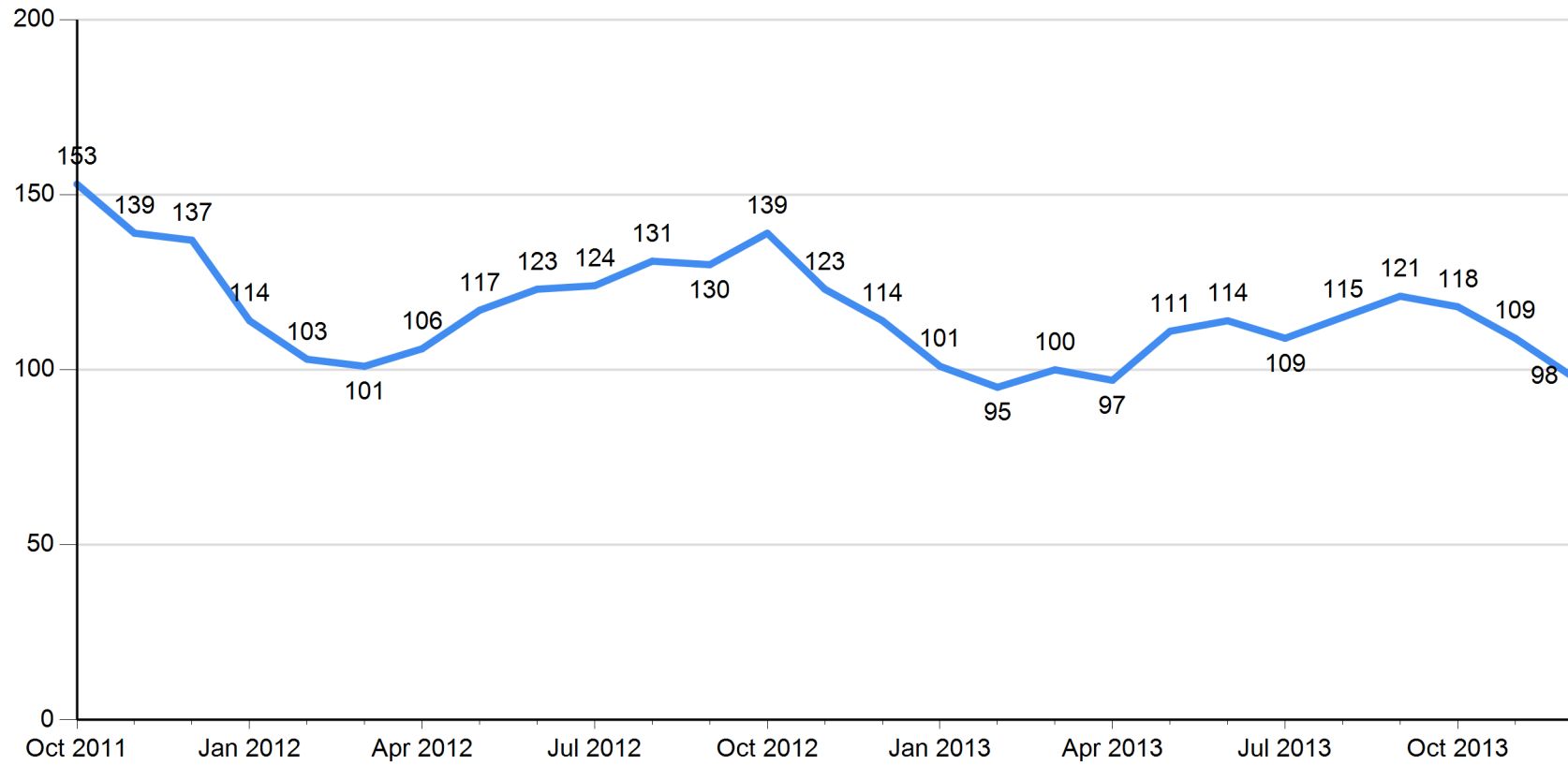




Oak Bluffs

Fourth Quarter 2013

Available Inventory





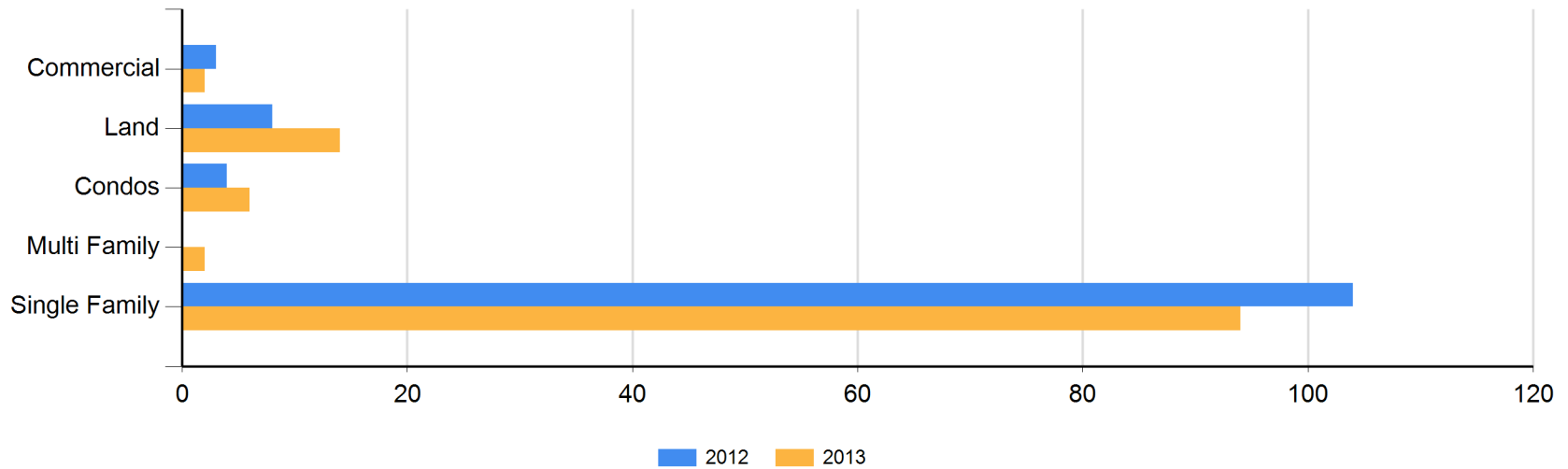
Oak Bluffs

Fourth Quarter 2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	17	-41%	\$8,043,500	-52%	28	4%	\$11,994,211	42%	32	19%	\$18,165,752	34%
Single Family	17	-41%	\$8,043,500	-52%	25	4%	\$10,799,211	34%	30	11%	\$17,558,752	30%
Multi Family	0				2		\$1,050,000		0			
Condos	0				1	-67%	\$145,000	-67%	2		\$607,000	
Land	2	-33%	\$347,000	-60%	7	250%	\$1,546,500	348%	1	0%	\$195,000	-2%
Commercial	0	-100%			1	-50%	\$395,000	-82%	0			

Sales by Property Type





Oak Bluffs

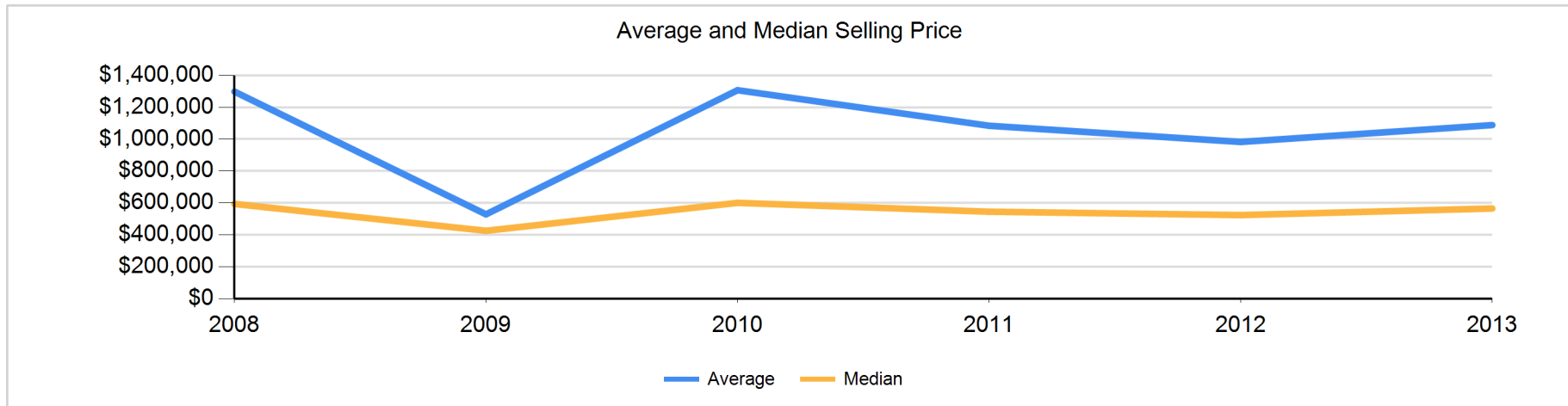
Fourth Quarter 2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	25	0%	\$17,282,646	28%	102	\$55,486,109
Single Family	22	-8%	\$15,861,000	19%	94	\$52,262,463
Multi Family	0				2	\$1,050,000
Condos	3	200%	\$1,421,646	495%	6	\$2,173,646
Land	4	100%	\$662,500	121%	14	\$2,751,000
Commercial	1		\$385,000		2	\$780,000



Vineyard Haven
 Fourth Quarter 2013
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	12	-29%	\$1,297,833	18%	\$593,750	25%	102%	0%	\$15,574,000	-17%	255
2009	15	25%	\$528,459	-59%	\$425,530	-28%	87%	-15%	\$7,926,880	-49%	452
2010	22	47%	\$1,306,682	147%	\$600,500	41%	123%	41%	\$28,747,000	263%	449
2011	14	-36%	\$1,083,721	-17%	\$545,000	-9%	94%	-24%	\$15,172,091	-47%	216
2012	20	43%	\$982,321	-9%	\$523,750	-4%	103%	10%	\$19,646,412	29%	341
2013	21	5%	\$1,087,967	11%	\$565,000	8%	104%	1%	\$22,847,303	16%	221

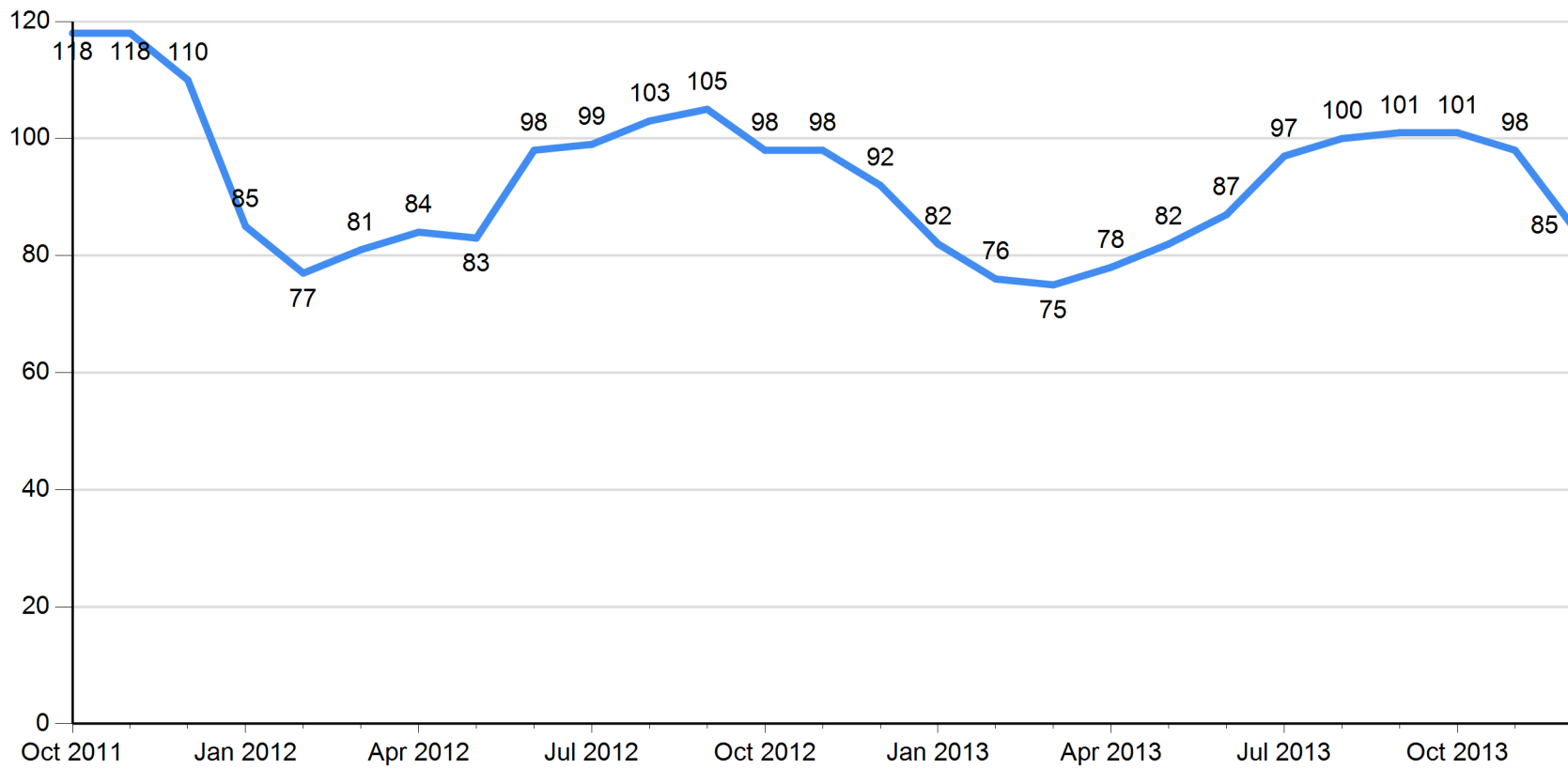




Vineyard Haven

Fourth Quarter 2013

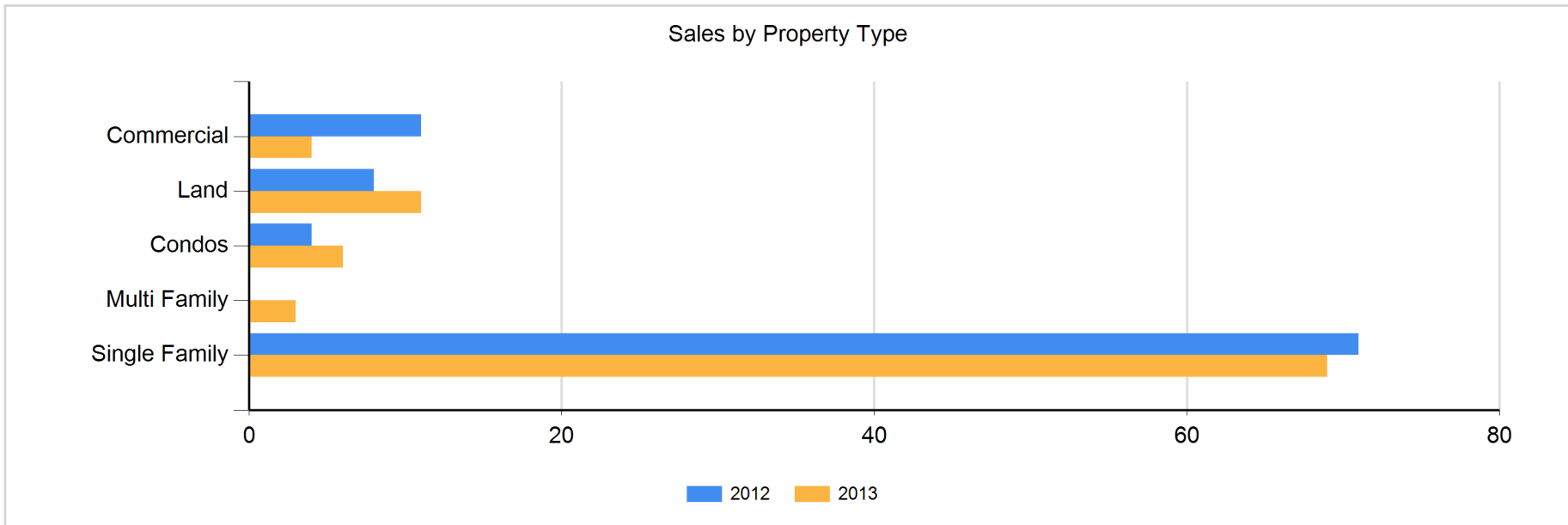
Available Inventory





Vineyard Haven
 Fourth Quarter 2013
 Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	13	-28%	\$9,651,000	13%	18	-5%	\$14,165,200	34%	25	56%	\$25,057,020	173%
Single Family	11	-35%	\$8,626,000	3%	15	-17%	\$12,952,700	29%	23	44%	\$24,472,020	167%
Multi Family	0				1		\$315,000		1		\$230,000	
Condos	2	100%	\$1,025,000	356%	2	100%	\$897,500	63%	1		\$355,000	
Land	2		\$410,000		3	0%	\$775,000	21%	3	-40%	\$610,000	-58%
Commercial	0	-100%			1	-80%	\$230,000	-96%	0	-100%		





Vineyard Haven

Fourth Quarter 2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	22	0%	\$23,512,303	15%	78	\$72,385,523
Single Family	20	0%	\$22,457,303	14%	69	\$68,508,023
Multi Family	1		\$390,000		3	\$935,000
Condos	1	-50%	\$665,000	-15%	6	\$2,942,500
Land	3		\$550,000		11	\$2,345,000
Commercial	3	0%	\$5,370,000	375%	4	\$5,600,000

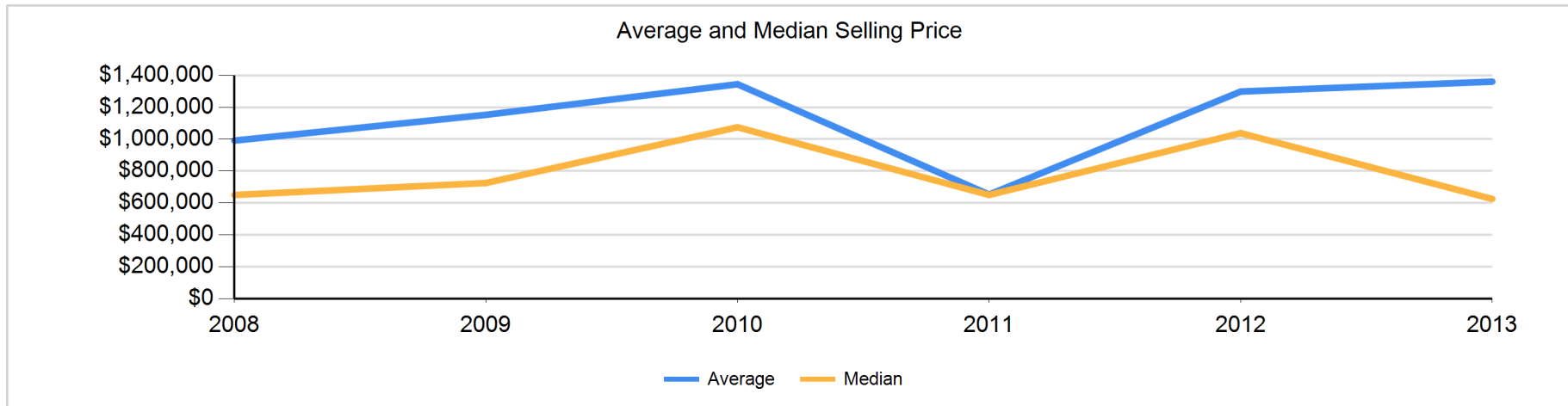


West Tisbury

Fourth Quarter 2013

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	5	-62%	\$990,902	26%	\$650,000	6%	134%	10%	\$4,954,511	-52%	383
2009	14	180%	\$1,152,278	16%	\$725,000	12%	93%	-31%	\$16,131,886	226%	469
2010	12	-14%	\$1,344,131	17%	\$1,074,400	48%	99%	6%	\$16,129,570	0%	413
2011	8	-33%	\$652,625	-51%	\$650,000	-40%	87%	-12%	\$5,221,000	-68%	229
2012	12	50%	\$1,298,167	99%	\$1,037,500	60%	113%	30%	\$15,578,000	198%	331
2013	14	17%	\$1,360,071	5%	\$625,000	-40%	105%	-7%	\$19,041,000	22%	330

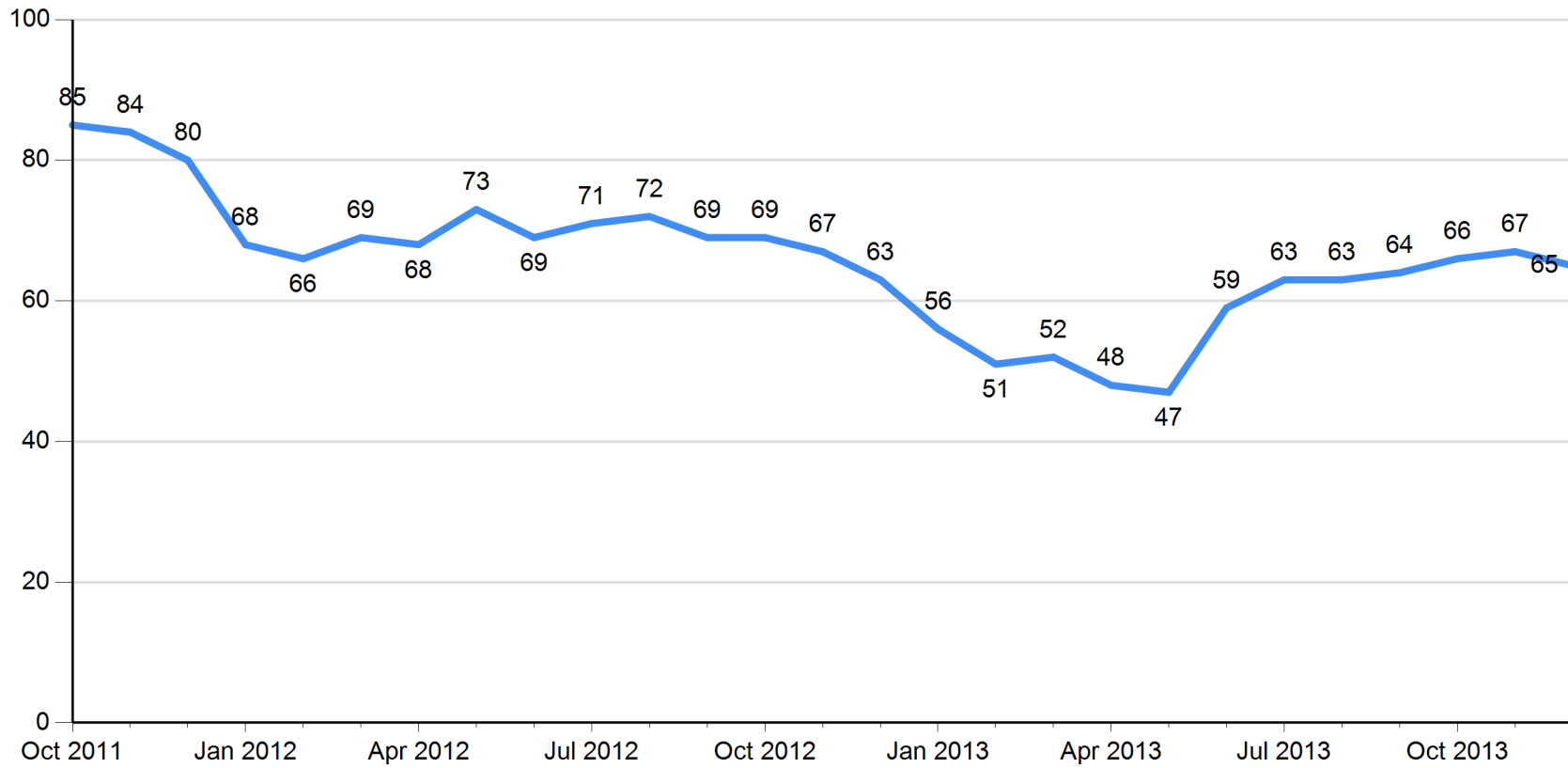




West Tisbury

Fourth Quarter 2013

Available Inventory





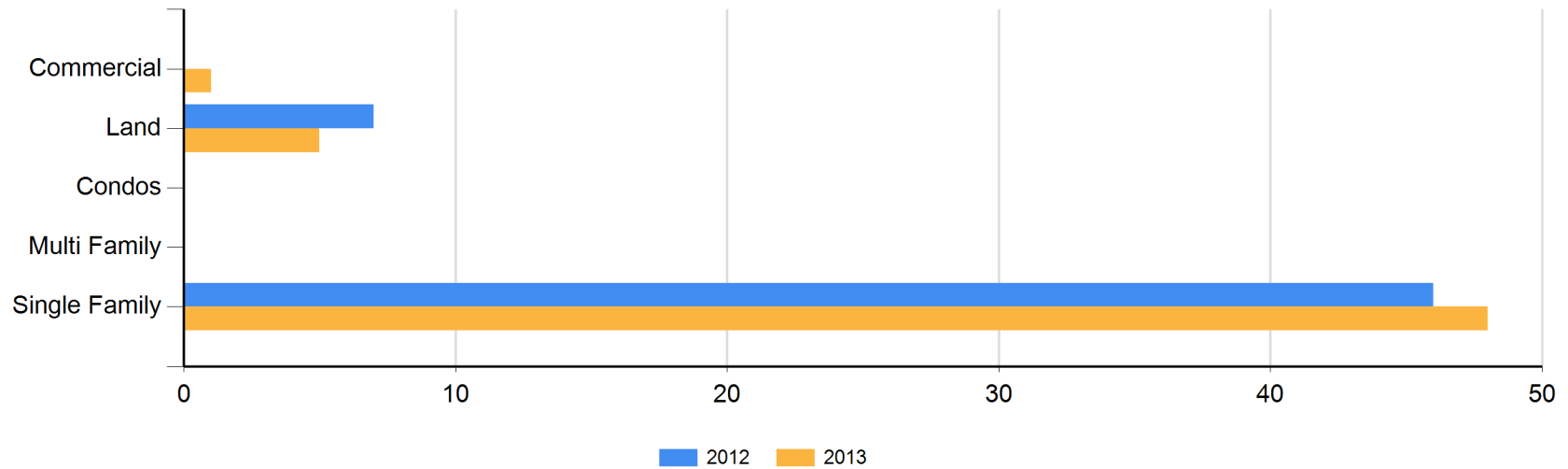
West Tisbury

Fourth Quarter 2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	7	0%	\$7,356,601	-46%	15	15%	\$15,084,000	-1%	12	-14%	\$9,851,500	-36%
Single Family	7	0%	\$7,356,601	-46%	15	15%	\$15,084,000	-1%	12	-14%	\$9,851,500	-36%
Multi Family	0				0				0			
Condos	0				0				0			
Land	0	-100%			1	0%	\$325,000	27%	2	0%	\$3,299,000	500%
Commercial	0				0				0			

Sales by Property Type





West Tisbury

Fourth Quarter 2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	14	17%	\$19,041,000	22%	48	\$51,333,101
Single Family	14	17%	\$19,041,000	22%	48	\$51,333,101
Multi Family	0				0	
Condos	0				0	
Land	2	100%	\$915,000	-13%	5	\$4,539,000
Commercial	1		\$1,200,000		1	\$1,200,000