



Martha's Vineyard  
Third Quarter 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 [(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.

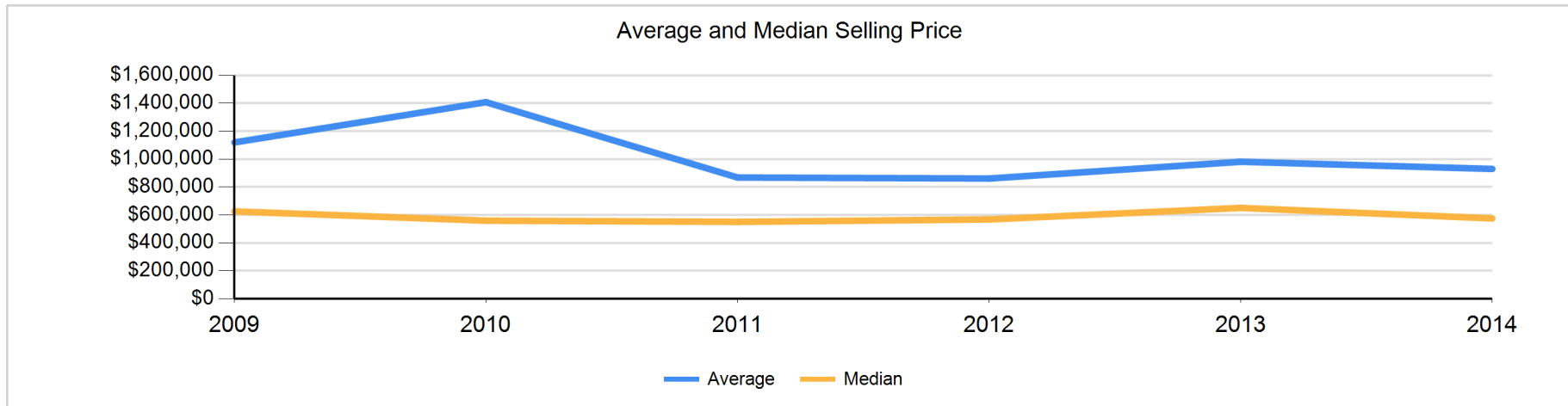
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



**Island Wide**  
Third Quarter 2014  
Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	58	-8%	\$1,119,115	5%	\$625,000	2%	100%	-73%	\$64,908,649	-3%	360
2010	74	28%	\$1,407,482	26%	\$558,750	-11%	111%	11%	\$104,153,669	60%	321
2011	73	-1%	\$867,844	-38%	\$550,000	-2%	110%	-1%	\$63,352,610	-39%	281
2012	90	23%	\$860,530	-1%	\$567,500	3%	98%	-11%	\$77,447,729	22%	312
2013	115	28%	\$980,706	14%	\$650,000	15%	116%	18%	\$112,781,216	46%	290
2014	95	-17%	\$929,444	-5%	\$575,000	-12%	116%	0%	\$88,297,137	-22%	274

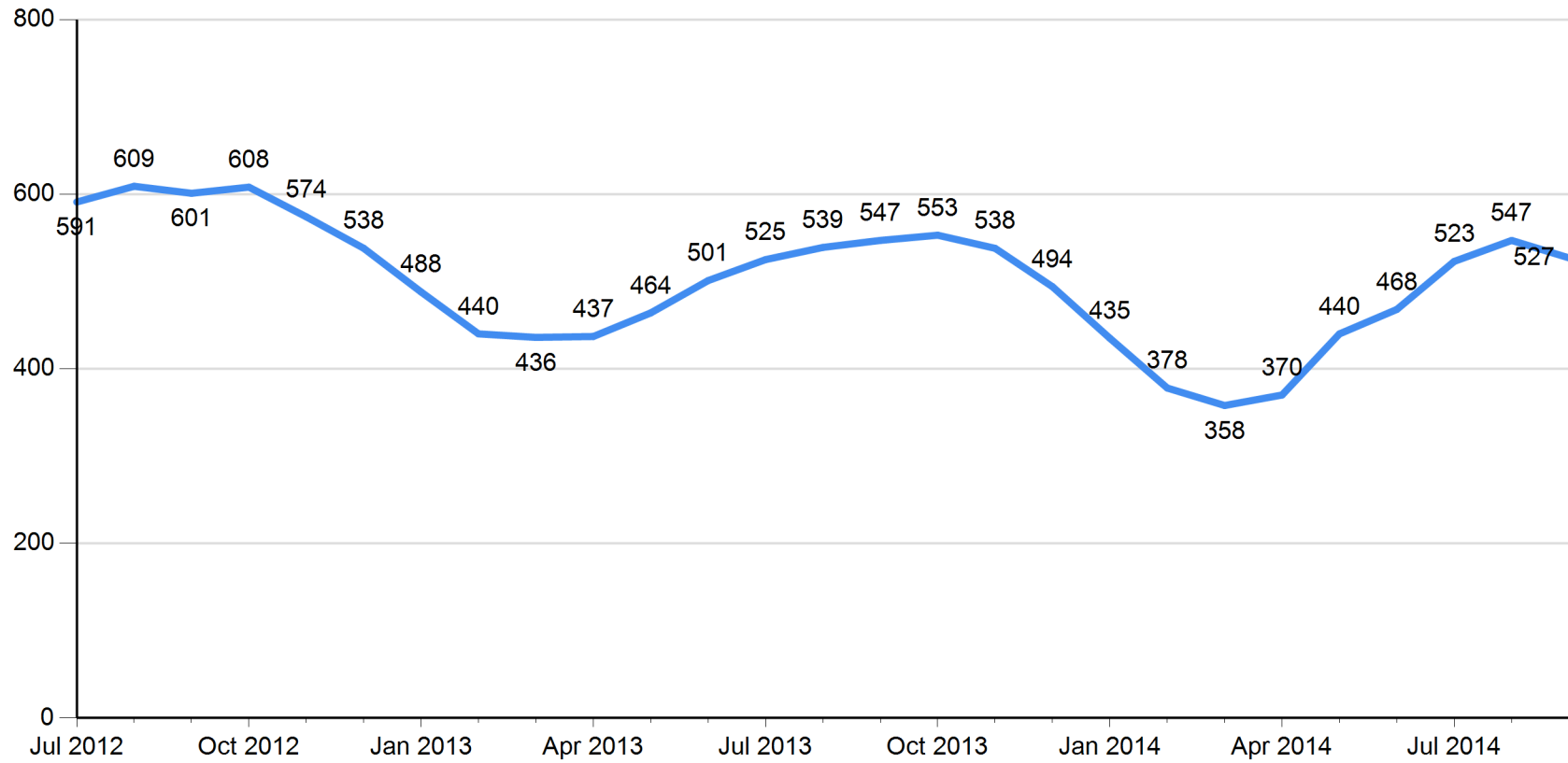




## Island Wide

Third Quarter 2014

Available Inventory





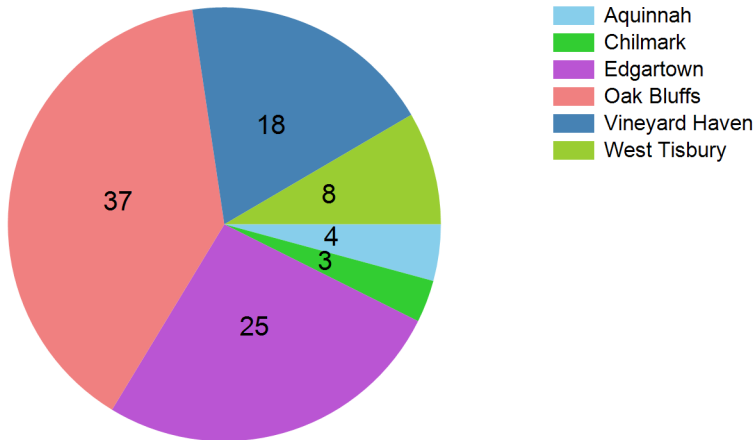
## Island Wide

Third Quarter 2014

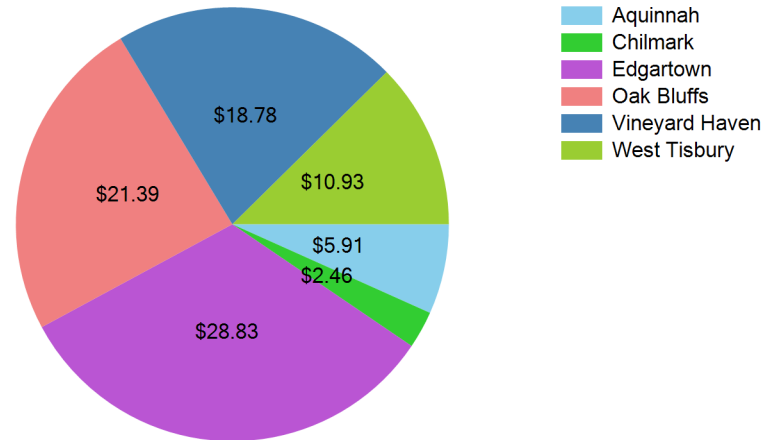
### Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
Aquinnah	4	100%	\$1,478,125	2%	\$1,150,000	-20%	98%	0%	\$5,912,500	105%	548
Chilmark	3	-50%	\$820,000	-59%	\$795,000	-53%	95%	-4%	\$2,460,000	-80%	262
Edgartown	25	-39%	\$1,153,311	3%	\$1,200,000	82%	144%	8%	\$28,832,787	-37%	248
Oak Bluffs	37	23%	\$578,019	-1%	\$445,000	-4%	111%	4%	\$21,386,700	22%	260
Vineyard Haven	18	-25%	\$1,043,286	1%	\$585,000	8%	108%	-8%	\$18,779,150	-24%	254
West Tisbury	8	-33%	\$1,365,750	66%	\$1,230,000	67%	90%	-4%	\$10,926,000	11%	309

Sales by Area



Sales by Area (\$ Millions)





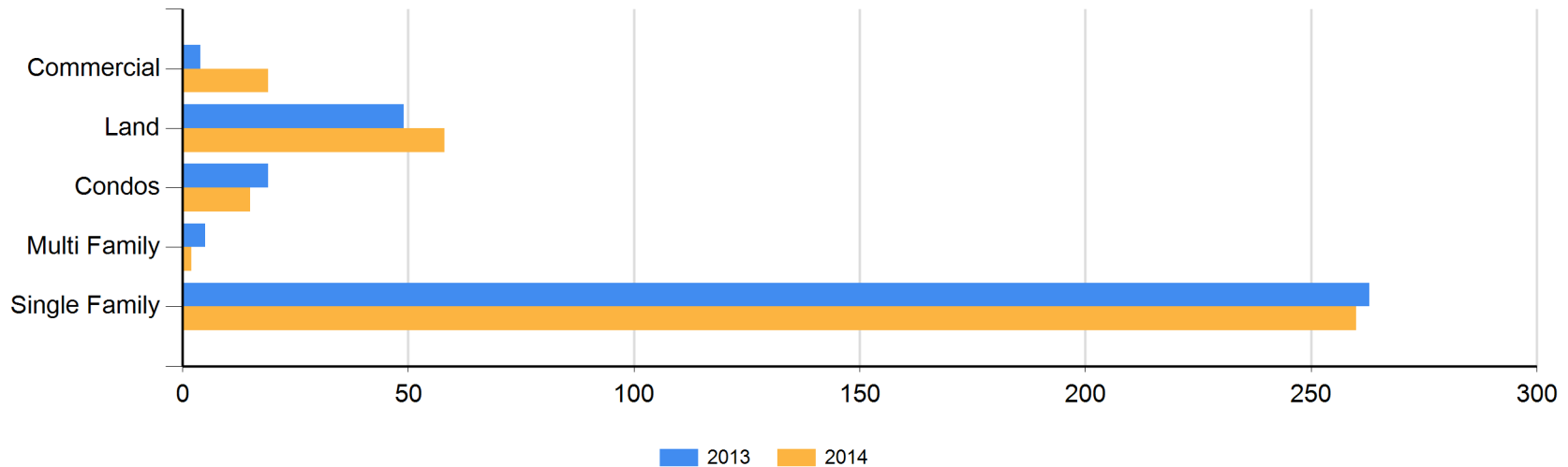
## Island Wide

Third Quarter 2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	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%	277	\$259,410,337
Single Family	81	35%	\$89,492,700	70%	85	-4%	\$75,106,000	-12%	94	-18%	\$87,852,137	-22%	260	\$252,450,837
Multi Family	1		\$600,000		0	-100%			1	0%	\$445,000	93%	2	\$1,045,000
Condos	6	100%	\$2,154,000	1%	1	-83%	\$480,000	-86%	8	-20%	\$3,280,500	-54%	15	\$5,914,500
Land	18	64%	\$7,192,500	51%	24	33%	\$13,646,674	149%	16	-20%	\$13,136,500	-14%	58	\$33,975,674
Commercial	5		\$2,347,500		11	450%	\$9,268,597	1383%	3	50%	\$4,305,000	143%	19	\$15,921,097

Sales by Property Type

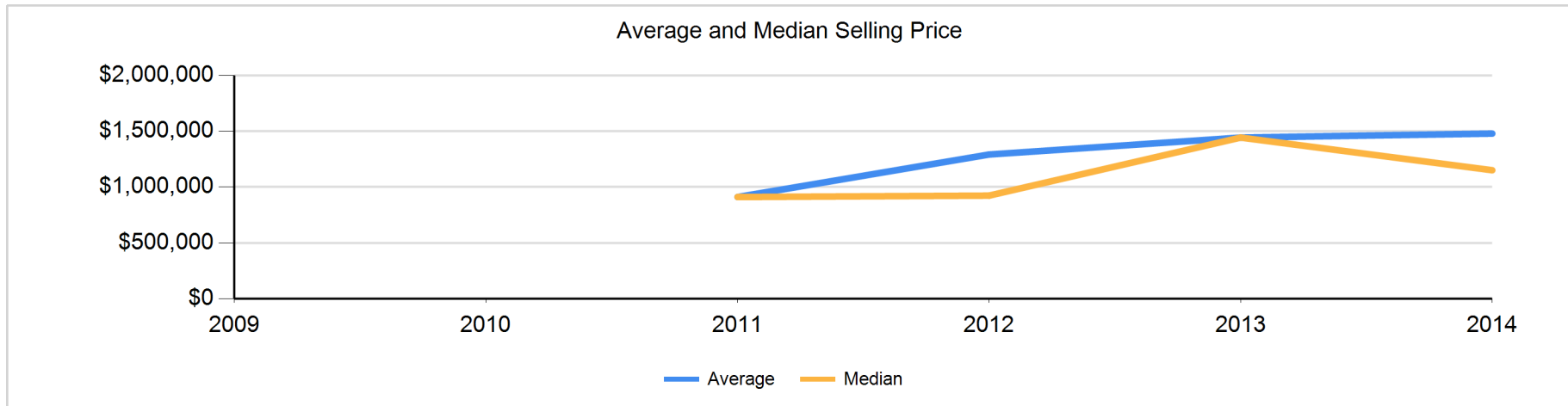




## Aquinnah

### Third Quarter 2014 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	3	200%	\$1,685,000	-23%	\$785,000	-64%	141%	-14%	\$5,055,000	131%	539
2010	0	-100%									
2011	1		\$910,000		\$910,000		101%		\$910,000		83
2012	4	300%	\$1,290,750	42%	\$922,750	1%	123%	22%	\$5,163,000	467%	264
2013	2	-50%	\$1,442,500	12%	\$1,442,500	56%	98%	-20%	\$2,885,000	-44%	287
2014	4	100%	\$1,478,125	2%	\$1,150,000	-20%	98%	0%	\$5,912,500	105%	548

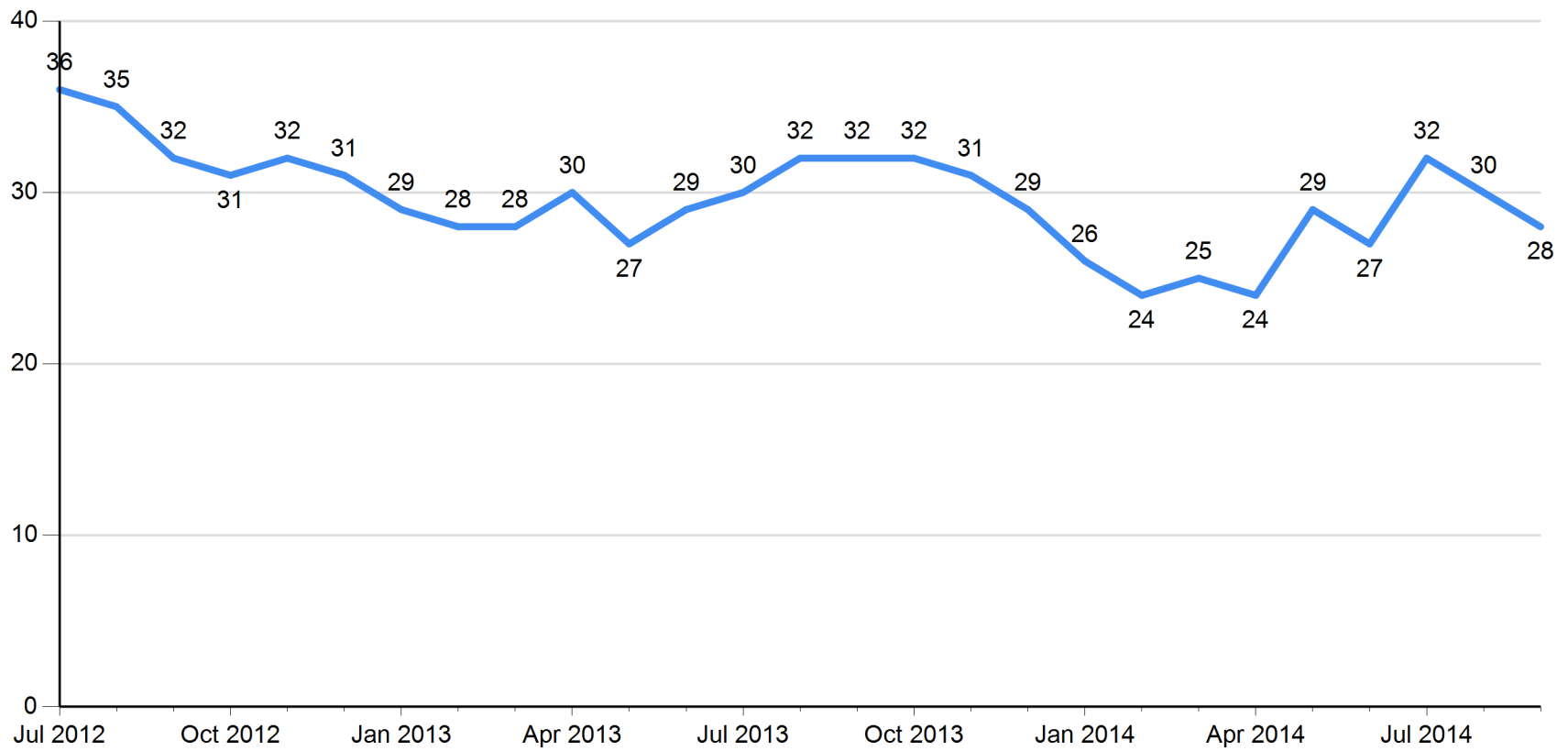




## Aquinnah

Third Quarter 2014

Available Inventory





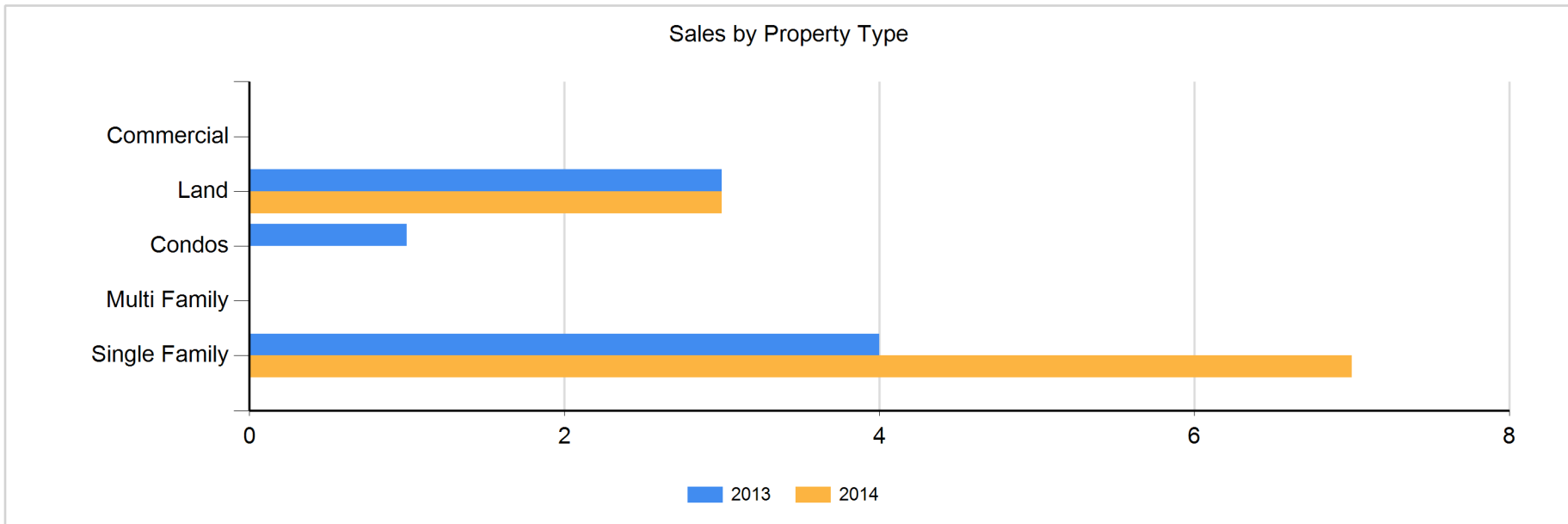


## Aquinnah

Third Quarter 2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	0				3	50%	\$2,202,000	7%	4	33%	\$5,912,500	79%	7	\$8,114,500
Single Family	0				3	50%	\$2,202,000	7%	4	100%	\$5,912,500	105%	7	\$8,114,500
Multi Family	0				0				0				0	
Condos	0				0				0	-100%			0	
Land	1	0%	\$250,000	-17%	1	0%	\$300,000	15%	1	0%	\$442,500	490%	3	\$992,500
Commercial	0				0				0				0	

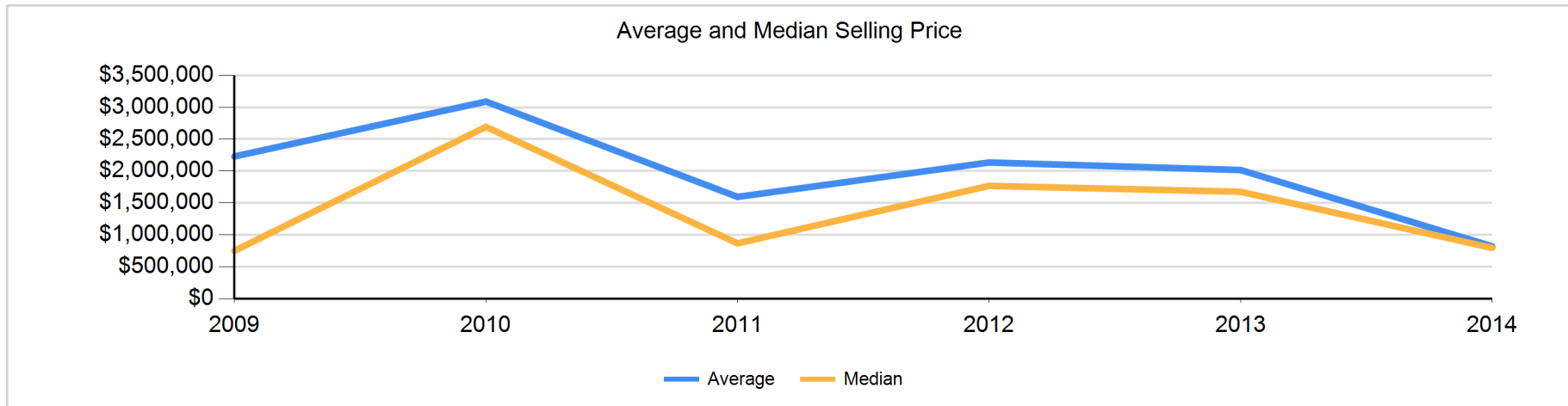




## Chilmark

### Third Quarter 2014 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	5	25%	\$2,228,270	-54%	\$750,000	-59%	139%	9%	\$11,141,350	-42%	911
2010	7	40%	\$3,088,571	39%	\$2,692,500	259%	110%	-21%	\$21,620,000	94%	329
2011	3	-57%	\$1,595,252	-48%	\$866,500	-68%	99%	-10%	\$4,785,756	-78%	104
2012	4	33%	\$2,133,750	34%	\$1,767,500	104%	85%	-14%	\$8,535,000	78%	283
2013	6	50%	\$2,015,833	-6%	\$1,675,000	-5%	99%	16%	\$12,095,000	42%	425
2014	3	-50%	\$820,000	-59%	\$795,000	-53%	95%	-4%	\$2,460,000	-80%	262

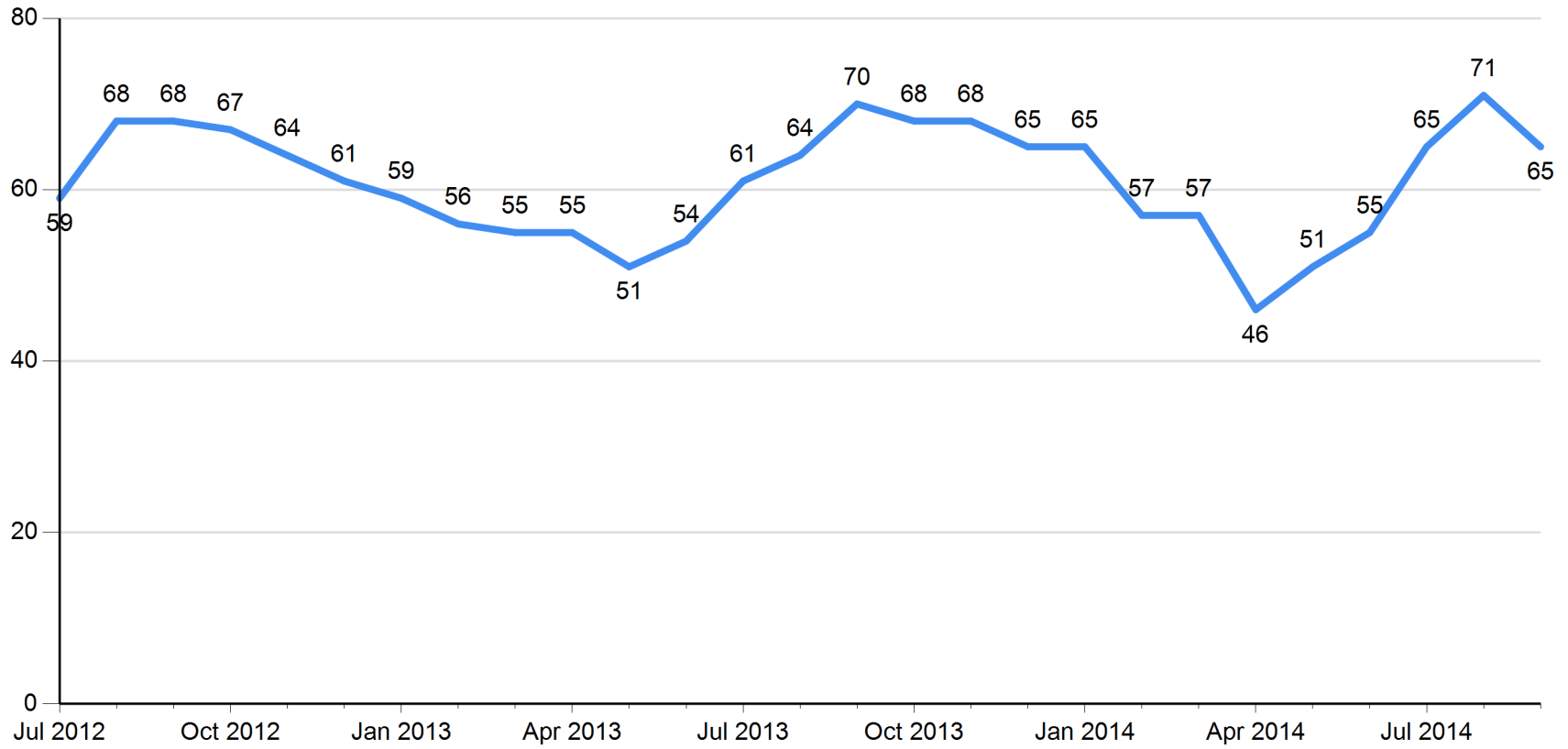




## Chilmark

Third Quarter 2014

Available Inventory

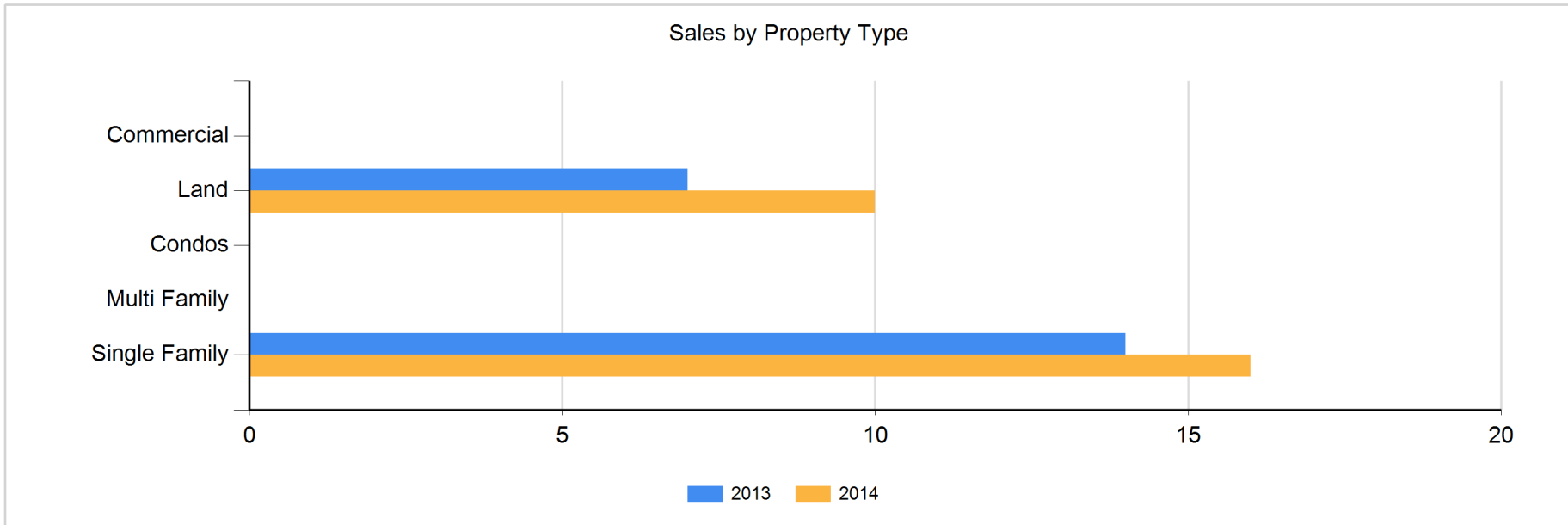




# Chilmark

## Third Quarter 2014 Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	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%	16	\$26,011,000
Single Family	6	50%	\$12,080,000	152%	7	75%	\$11,471,000	77%	3	-50%	\$2,460,000	-80%	16	\$26,011,000
Multi Family	0				0				0				0	
Condos	0				0				0				0	
Land	3	50%	\$1,315,000	40%	3	50%	\$4,295,000	619%	4	33%	\$8,718,000	648%	10	\$14,328,000
Commercial	0				0				0				0	



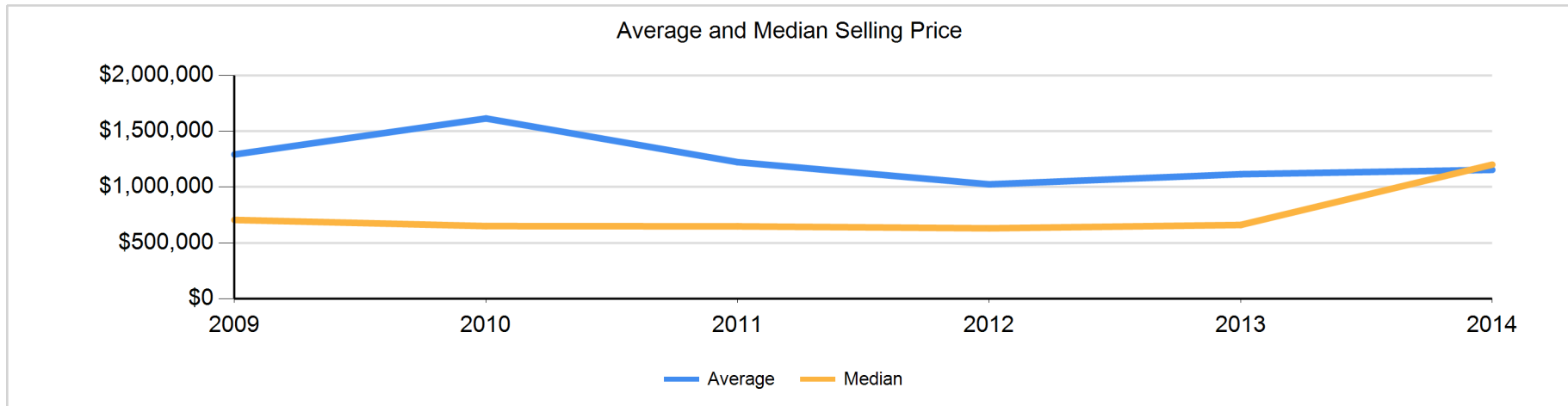


## Edgartown

Third Quarter 2014

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	21	-22%	\$1,291,242	38%	\$705,000	14%	100%	-87%	\$27,116,080	8%	185
2010	27	29%	\$1,613,423	25%	\$650,000	-8%	121%	21%	\$43,562,415	61%	241
2011	26	-4%	\$1,222,364	-24%	\$647,500	0%	132%	9%	\$31,781,454	-27%	233
2012	25	-4%	\$1,023,946	-16%	\$630,000	-3%	91%	-31%	\$25,598,646	-19%	283
2013	41	64%	\$1,114,364	9%	\$660,000	5%	133%	46%	\$45,688,944	78%	316
2014	25	-39%	\$1,153,311	3%	\$1,200,000	82%	144%	8%	\$28,832,787	-37%	248

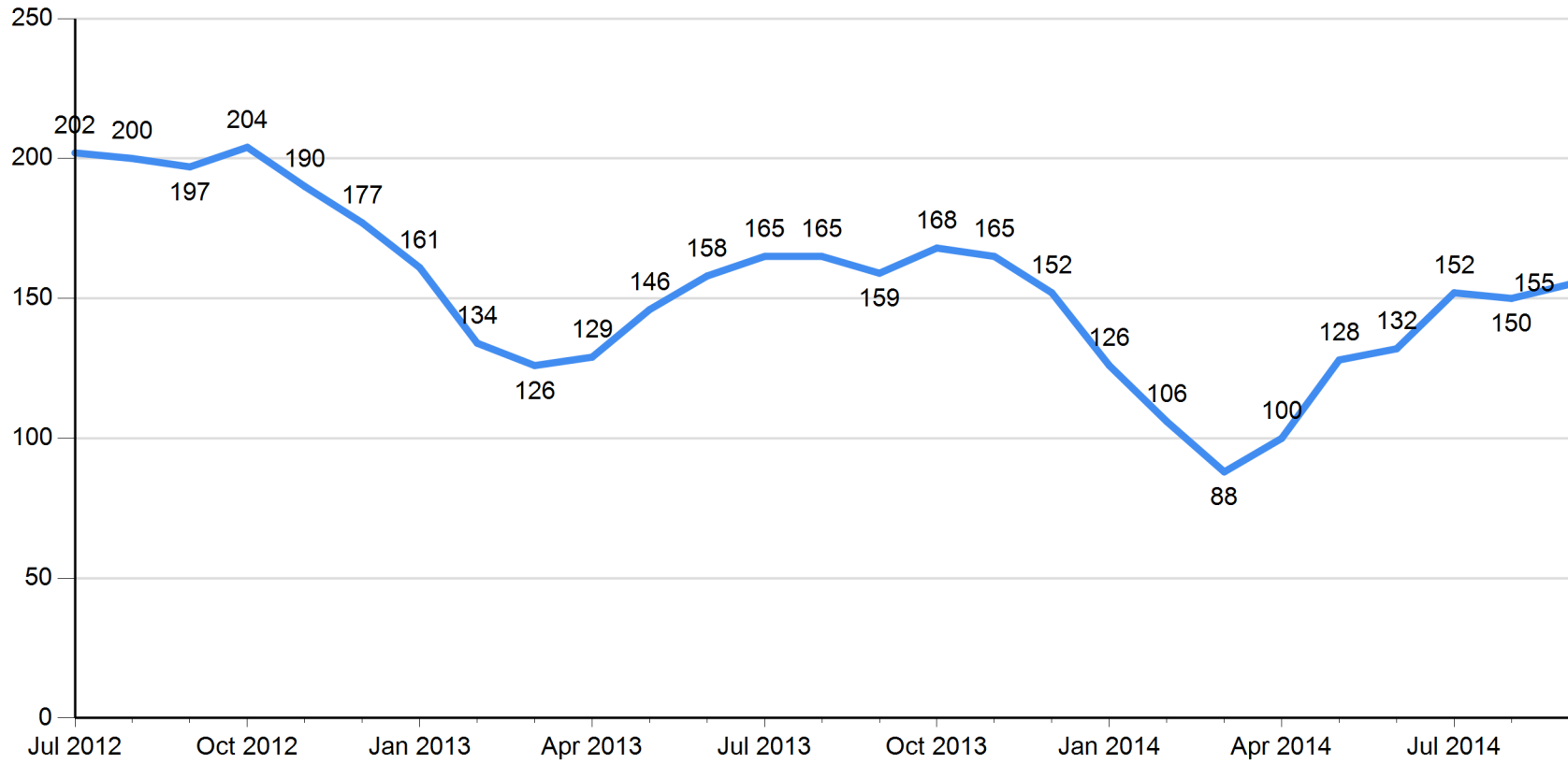




## Edgartown

Third Quarter 2014

Available Inventory





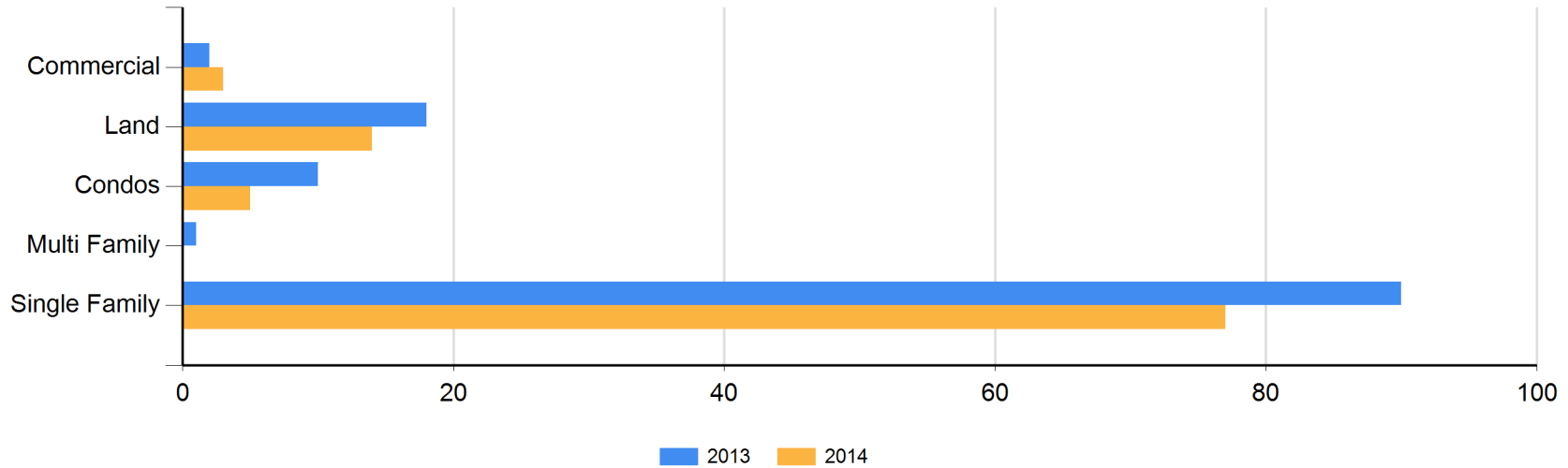
## Edgartown

Third Quarter 2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	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%	82	\$99,916,537
Single Family	29	38%	\$47,133,250	97%	23	-18%	\$21,127,000	-44%	25	-39%	\$28,832,787	-37%	77	\$97,093,037
Multi Family	0				0	-100%			0				0	
Condos	3	200%	\$1,660,000	50%	0	-100%			2	-67%	\$1,163,500	-80%	5	\$2,823,500
Land	3	-25%	\$1,054,000	-62%	10	150%	\$5,672,676	186%	1	-90%	\$350,000	-96%	14	\$7,076,676
Commercial	1		\$200,000		2		\$610,000		0	-100%			3	\$810,000

Sales by Property Type

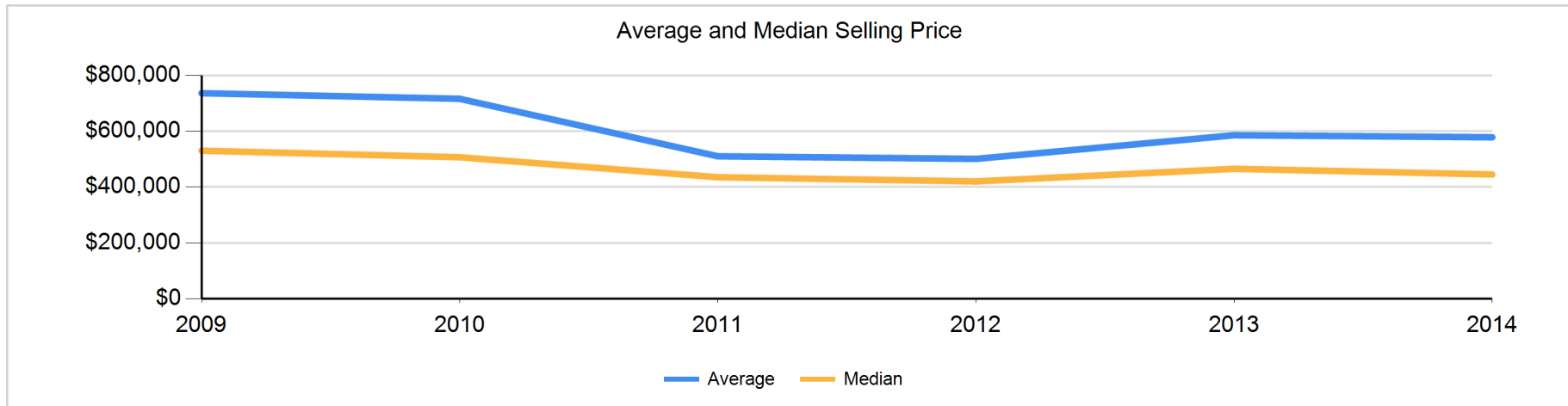




## Oak Bluffs

Third Quarter 2014  
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	13	-13%	\$735,923	35%	\$530,000	21%	93%	11%	\$9,567,000	17%	242
2010	14	8%	\$715,855	-3%	\$506,500	-4%	98%	5%	\$10,021,970	5%	341
2011	22	57%	\$509,995	-29%	\$435,000	-14%	97%	-1%	\$11,219,900	12%	290
2012	27	23%	\$500,664	-2%	\$420,000	-3%	94%	-3%	\$13,517,933	20%	287
2013	30	11%	\$585,292	17%	\$465,075	11%	107%	14%	\$17,558,752	30%	263
2014	37	23%	\$578,019	-1%	\$445,000	-4%	111%	4%	\$21,386,700	22%	260



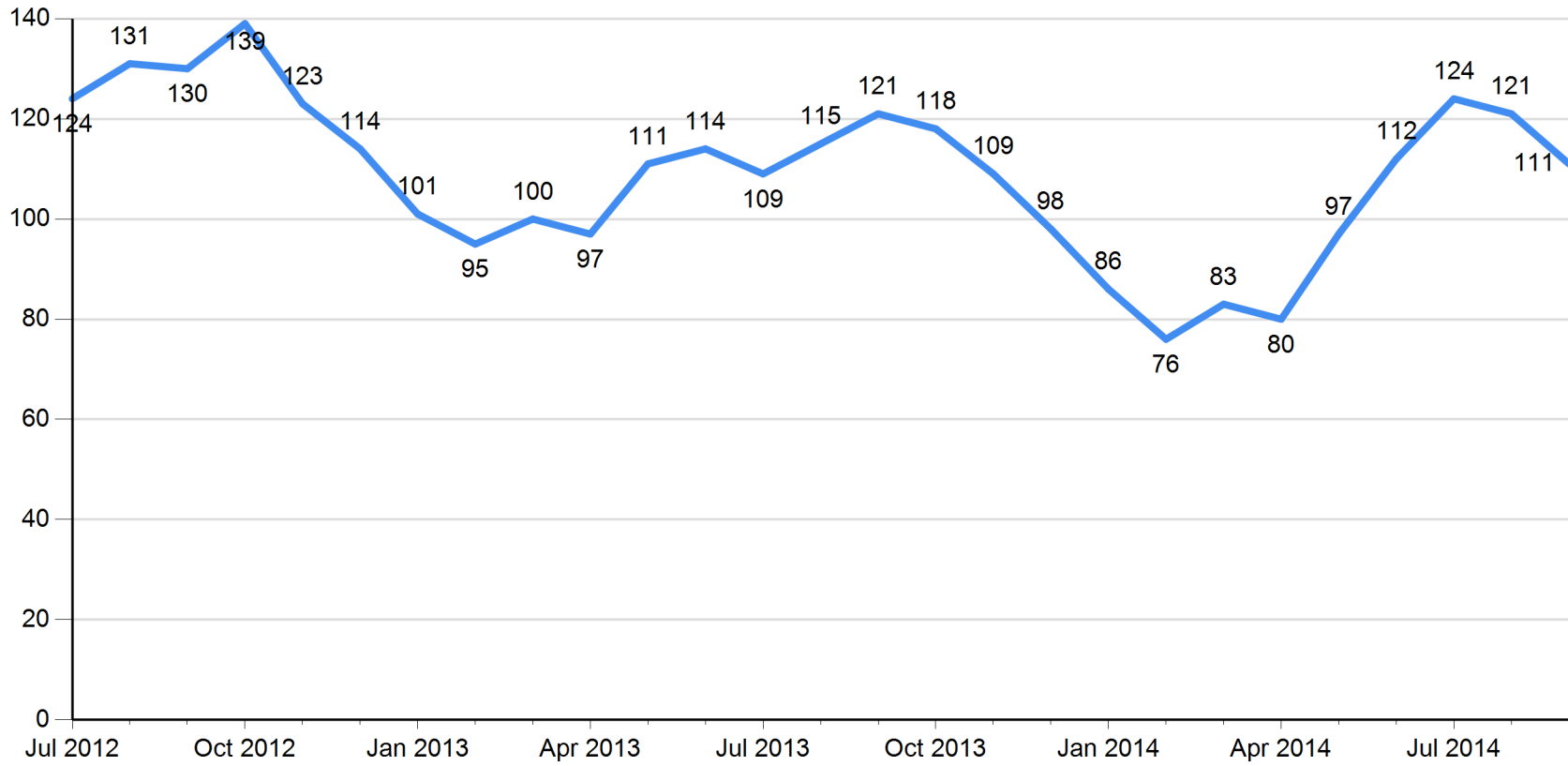




## Oak Bluffs

Third Quarter 2014

Available Inventory





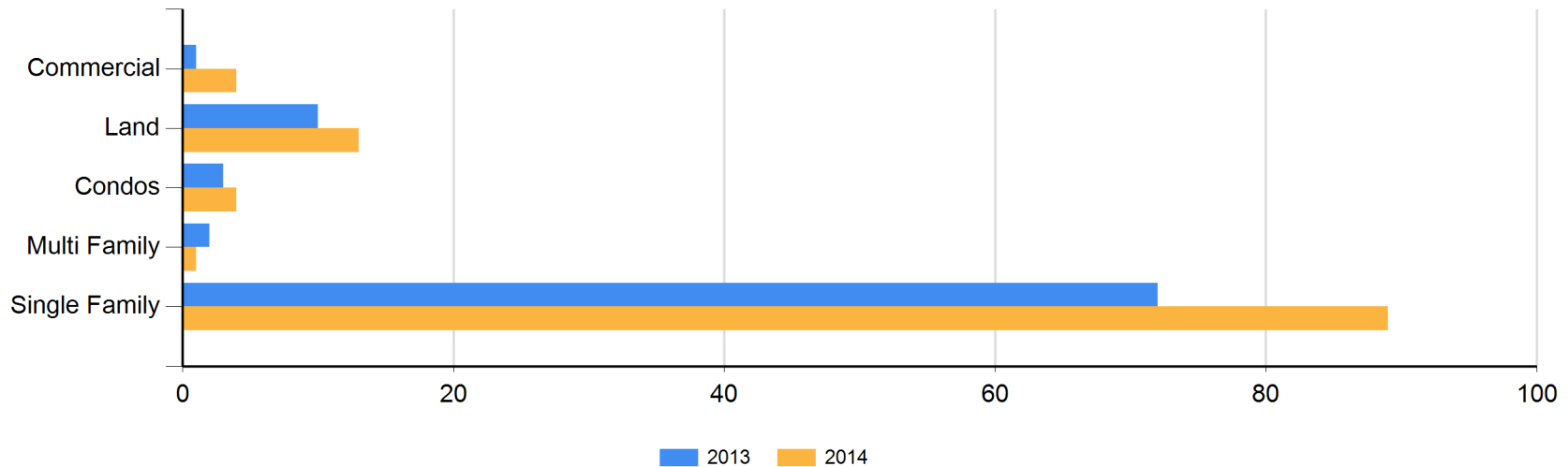
## Oak Bluffs

Third Quarter 2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	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%	94	\$50,212,400
Single Family	26	53%	\$12,681,200	58%	27	8%	\$14,845,500	37%	36	20%	\$20,941,700	19%	89	\$48,468,400
Multi Family	0				0	-100%			1		\$445,000		1	\$445,000
Condos	0				1	0%	\$480,000	231%	3	50%	\$819,000	35%	4	\$1,299,000
Land	7	250%	\$2,353,500	578%	3	-57%	\$911,000	-41%	3	200%	\$1,207,000	519%	13	\$4,471,500
Commercial	0				4	300%	\$5,571,000	1310%	0				4	\$5,571,000

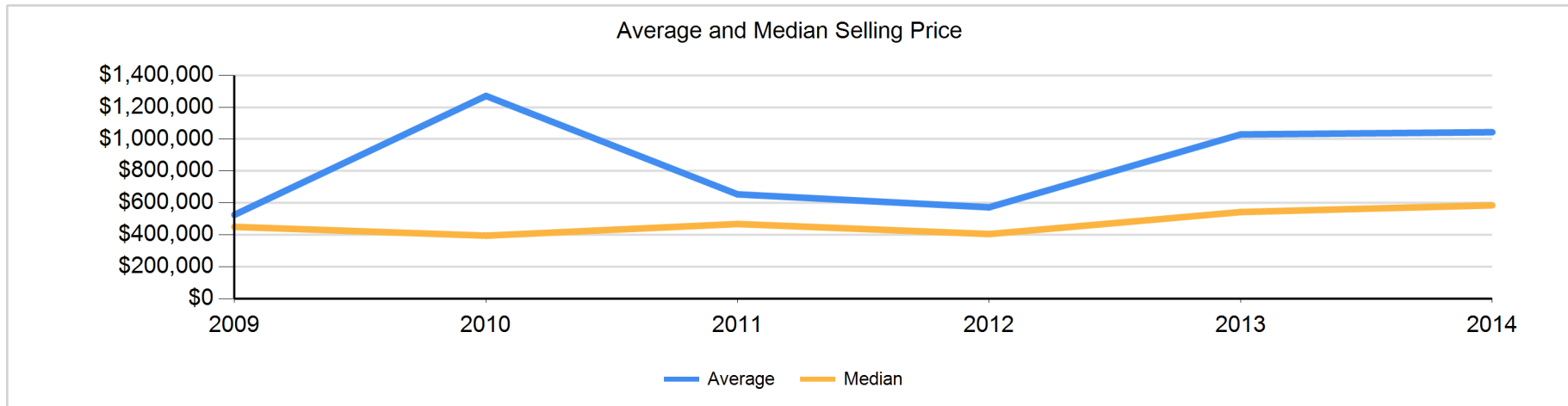
Sales by Property Type





**Vineyard Haven**  
 Third Quarter 2014  
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	13	44%	\$525,342	-29%	\$450,000	-32%	84%	-13%	\$6,829,440	3%	486
2010	18	38%	\$1,270,782	142%	\$395,000	-12%	115%	37%	\$22,874,074	235%	378
2011	15	-17%	\$653,767	-49%	\$468,000	18%	102%	-11%	\$9,806,500	-57%	400
2012	16	7%	\$572,666	-12%	\$405,000	-13%	104%	2%	\$9,162,650	-7%	435
2013	24	50%	\$1,029,251	80%	\$542,750	34%	117%	13%	\$24,702,020	170%	258
2014	18	-25%	\$1,043,286	1%	\$585,000	8%	108%	-8%	\$18,779,150	-24%	254

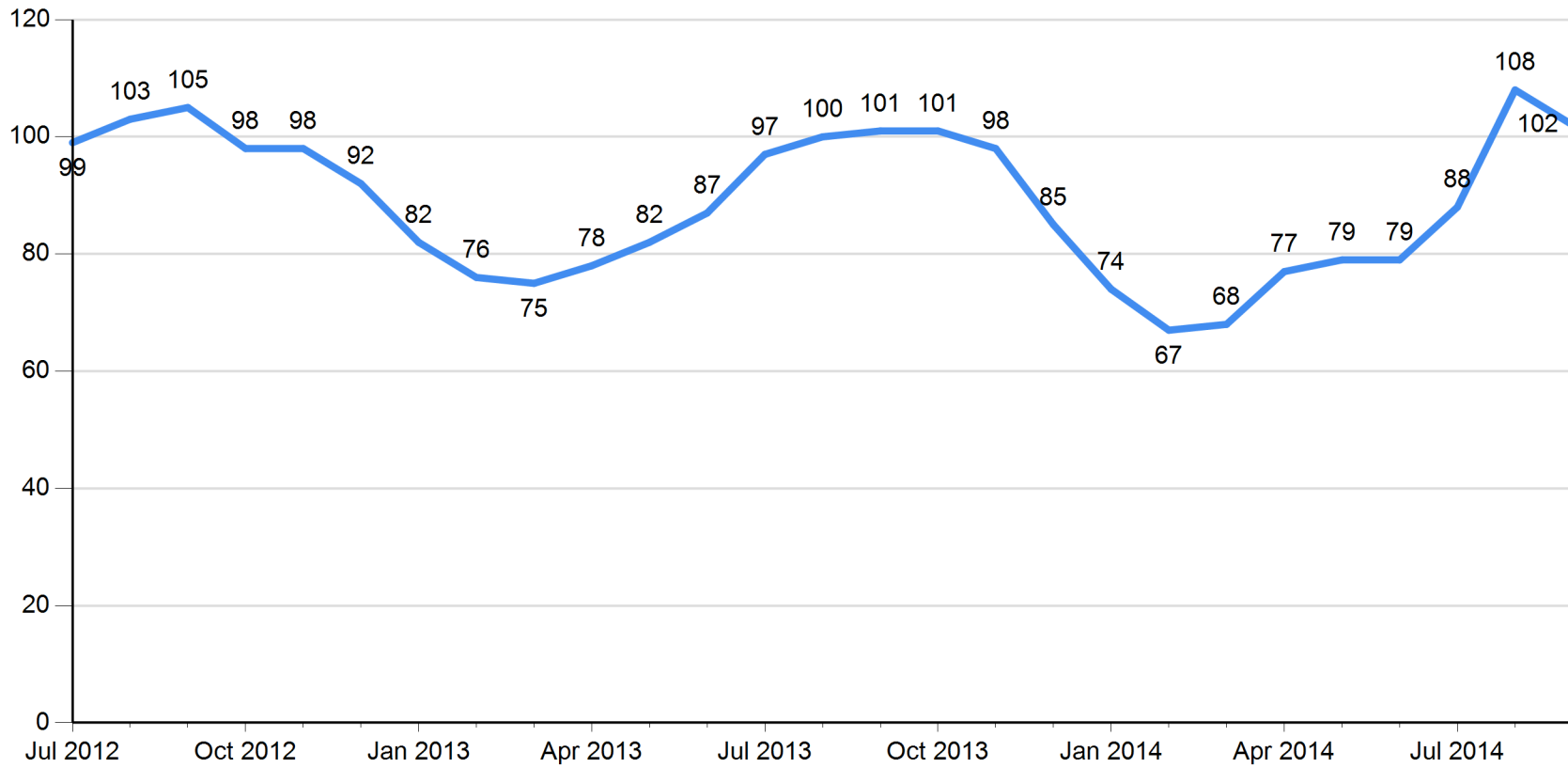




## Vineyard Haven

Third Quarter 2014

Available Inventory





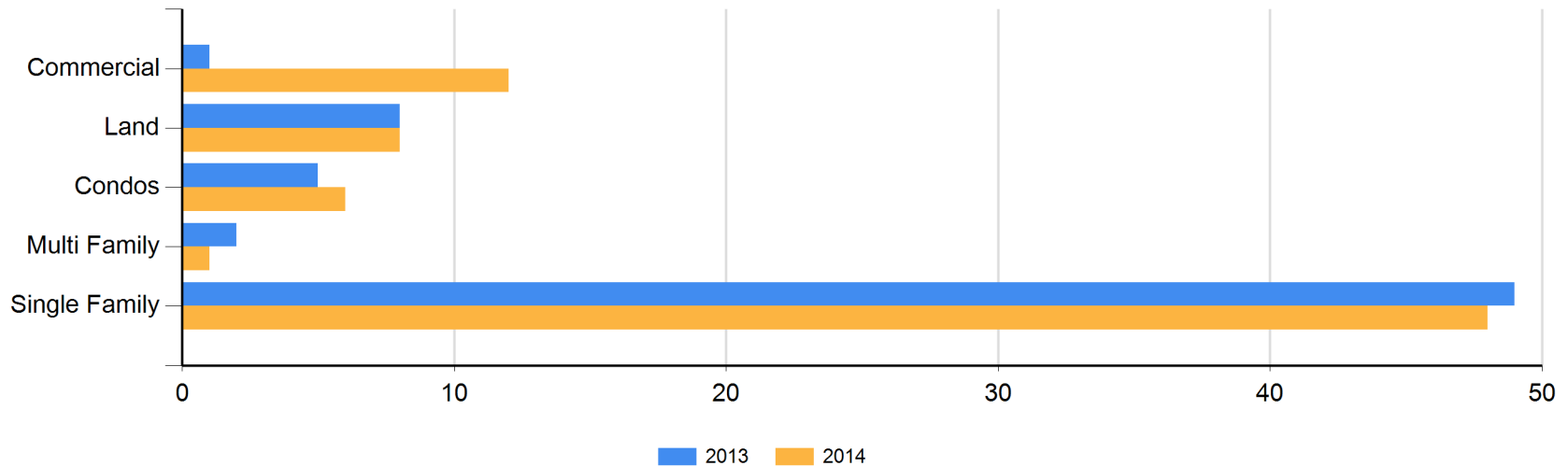
## Vineyard Haven

Third Quarter 2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	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%	55	\$51,572,400
Single Family	11	0%	\$9,986,750	16%	19	27%	\$20,414,500	58%	18	-22%	\$18,779,150	-23%	48	\$49,180,400
Multi Family	1		\$600,000		0	-100%			0	-100%			1	\$600,000
Condos	3	50%	\$494,000	-52%	0	-100%			3	200%	\$1,298,000	266%	6	\$1,792,000
Land	2	0%	\$870,000	112%	4	33%	\$1,749,998	126%	2	-33%	\$607,000	0%	8	\$3,226,998
Commercial	4		\$2,147,500		5	400%	\$3,087,597	1242%	3		\$4,305,000		12	\$9,540,097

Sales by Property Type



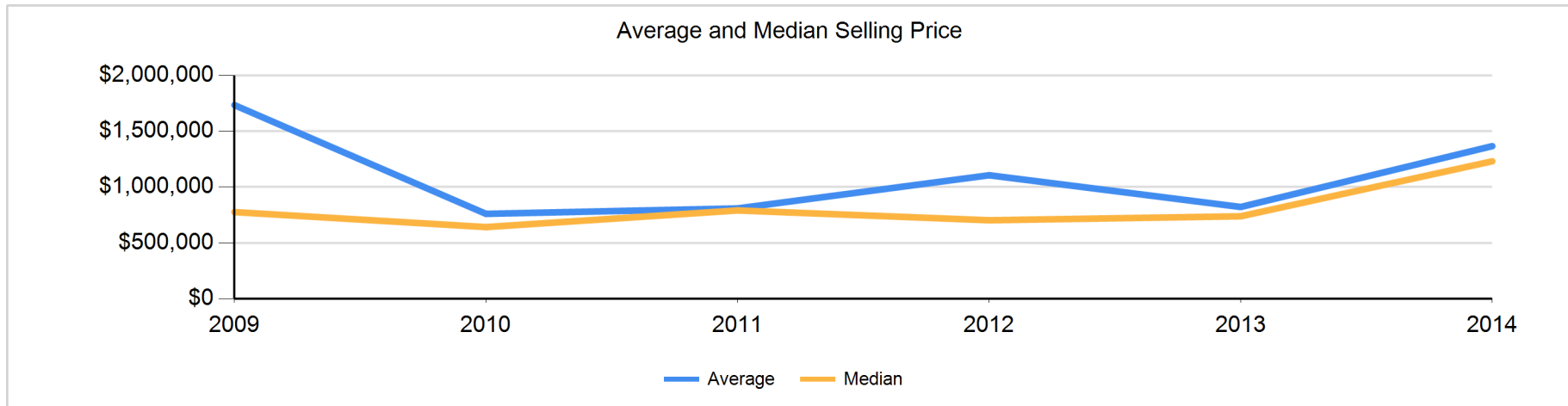


## West Tisbury

Third Quarter 2014

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2009	3	-57%	\$1,733,260	120%	\$775,000	17%	98%	4%	\$5,199,779	-6%	595
2010	8	167%	\$759,401	-56%	\$641,000	-17%	87%	-11%	\$6,075,210	17%	357
2011	6	-25%	\$808,167	6%	\$790,000	23%	92%	6%	\$4,849,000	-20%	265
2012	14	133%	\$1,105,036	37%	\$702,000	-11%	106%	15%	\$15,470,500	219%	285
2013	12	-14%	\$820,958	-26%	\$737,500	5%	94%	-11%	\$9,851,500	-36%	293
2014	8	-33%	\$1,365,750	66%	\$1,230,000	67%	90%	-4%	\$10,926,000	11%	309

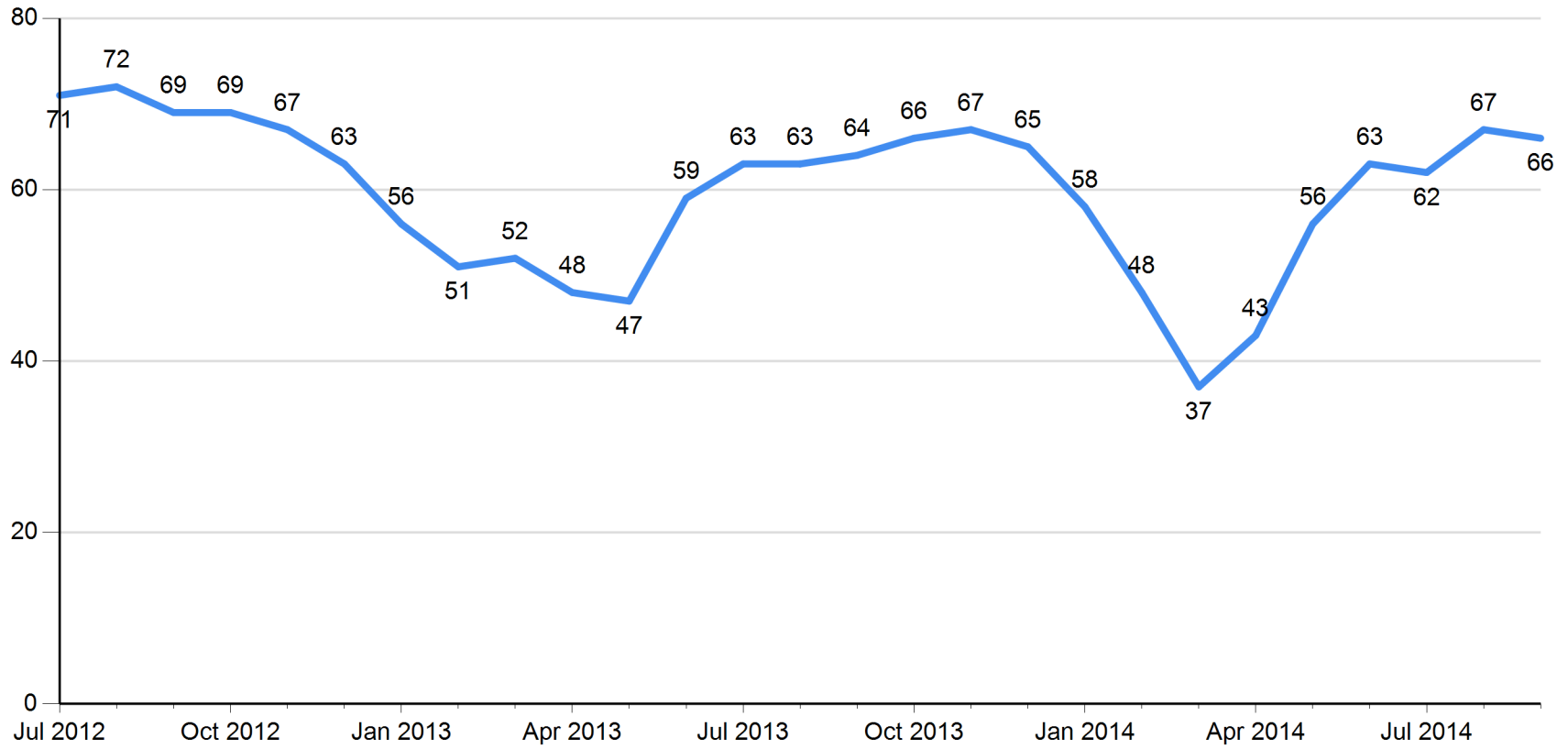




## West Tisbury

Third Quarter 2014

Available Inventory





## West Tisbury

Third Quarter 2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	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%	23	\$23,583,500
Single Family	9	29%	\$7,611,500	3%	6	-60%	\$5,046,000	-67%	8	-33%	\$10,926,000	11%	23	\$23,583,500
Multi Family	0				0				0				0	
Condos	0				0				0				0	
Land	2		\$1,350,000		3	200%	\$718,000	121%	5	150%	\$1,812,000	-45%	10	\$3,880,000
Commercial	0				0				0				0	

