



Martha's Vineyard  
Fourth 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.

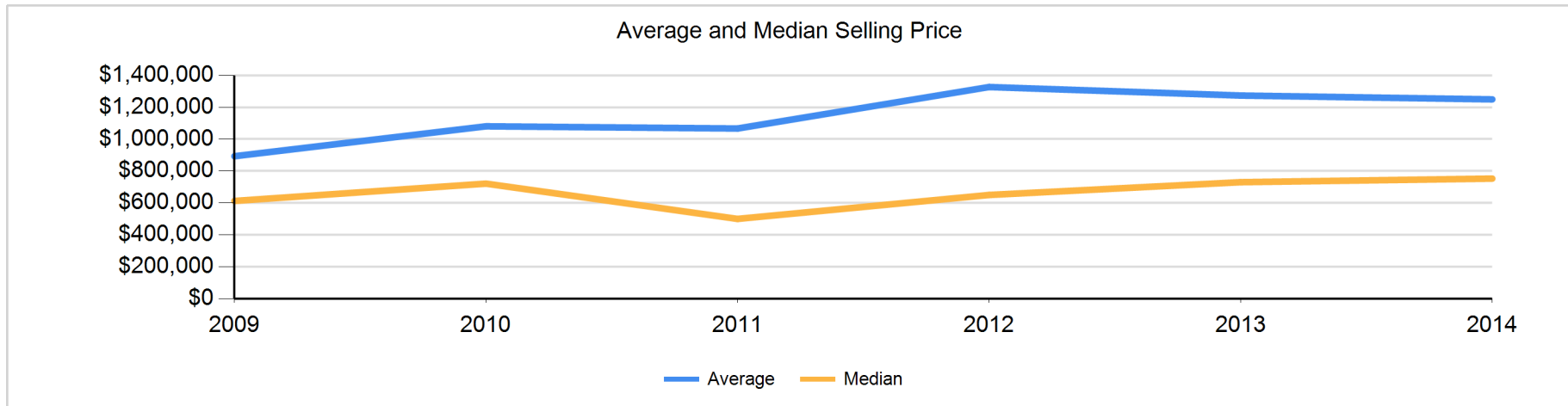
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



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

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2014	116	2%	\$1,249,259	-2%	\$752,500	3%	115%	2%	\$144,913,998	0%	279

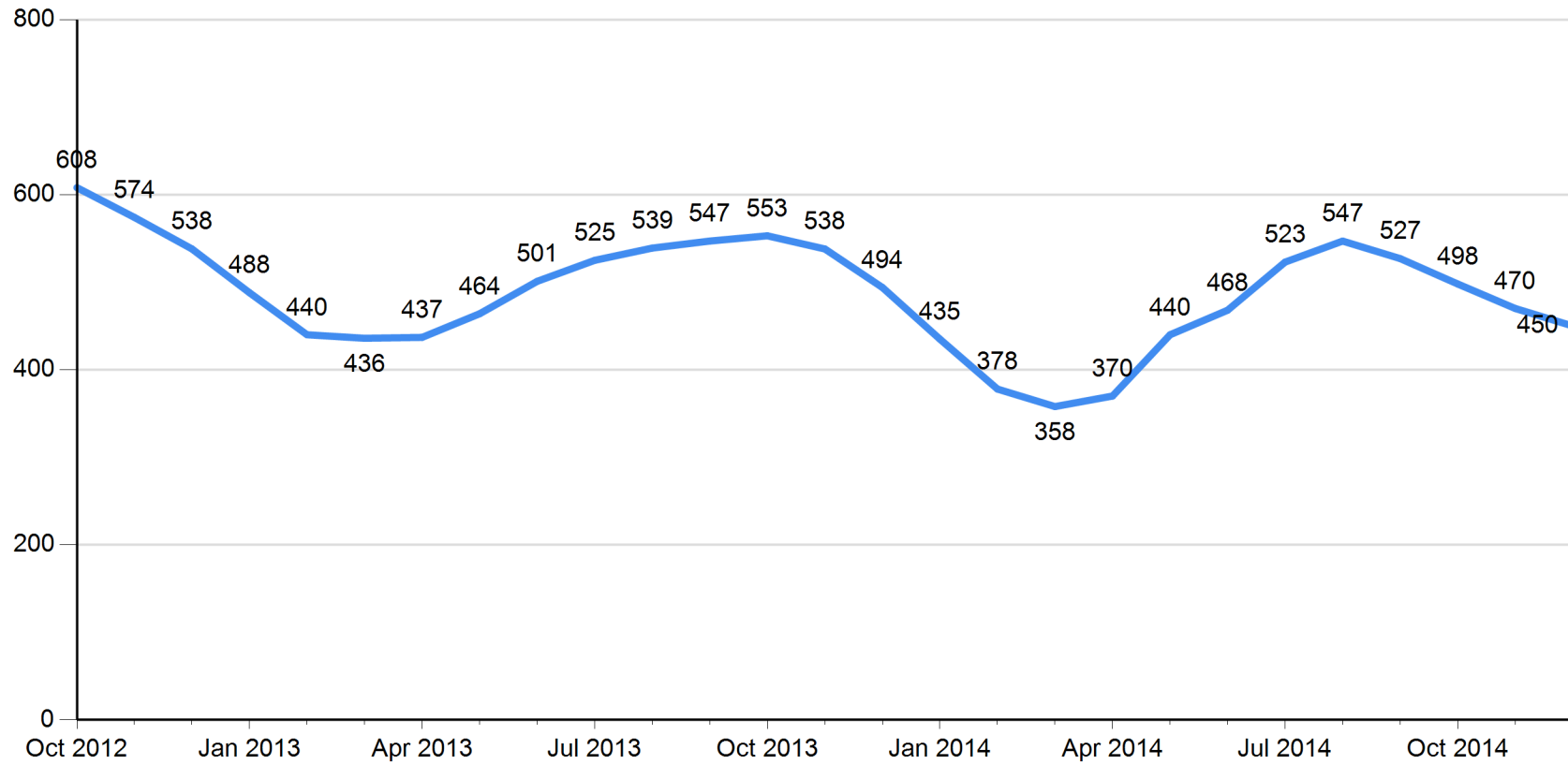




## Island Wide

Fourth Quarter 2014

Available Inventory





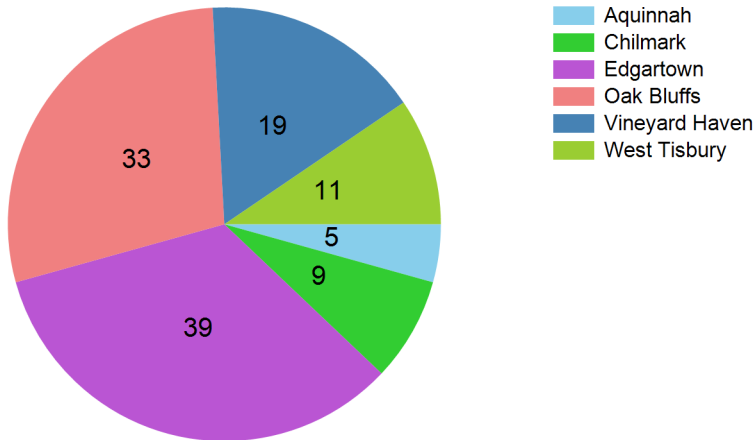
## Island Wide

Fourth Quarter 2014

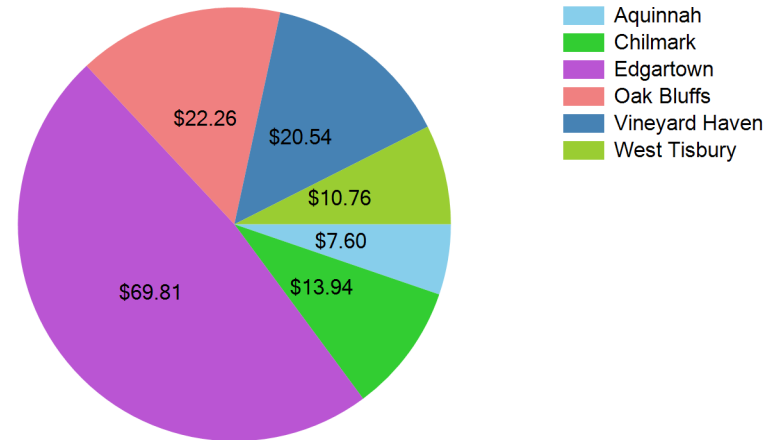
### Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
Aquinnah	5	67%	\$1,520,000	-1%	\$1,225,000	-28%	104%	12%	\$7,600,000	65%	323
Chilmark	9	0%	\$1,548,833	20%	\$1,460,000	30%	110%	-18%	\$13,939,500	20%	369
Edgartown	39	-13%	\$1,790,096	13%	\$1,200,000	33%	122%	2%	\$69,813,748	-2%	276
Oak Bluffs	33	50%	\$674,583	-6%	\$475,000	-5%	117%	10%	\$22,261,250	40%	223
Vineyard Haven	19	-10%	\$1,080,803	-1%	\$750,000	33%	106%	2%	\$20,535,250	-10%	304
West Tisbury	11	-21%	\$978,568	-28%	\$735,000	18%	106%	1%	\$10,764,250	-43%	328

Sales by Area



Sales by Area (\$ Millions)



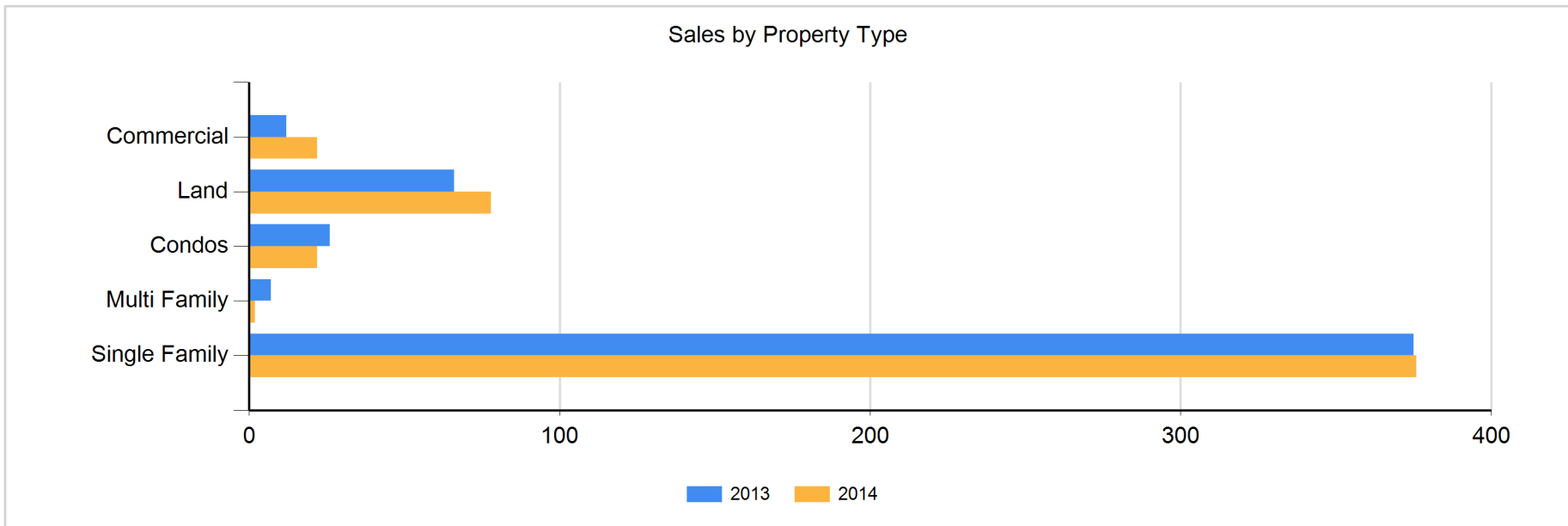


## Island Wide

Fourth Quarter 2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
	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%	123	2%	\$146,323,998	-2%
Single Family	81	35%	\$89,492,700	70%	85	-4%	\$75,106,000	-12%	94	-18%	\$87,852,137	-22%	116	4%	\$144,913,998	0%
Multi Family	1		\$600,000		0	-100%			1	0%	\$445,000	93%	0	-100%		
Condos	6	100%	\$2,154,000	1%	1	-83%	\$480,000	-86%	8	-20%	\$3,280,500	-54%	7	0%	\$1,410,000	-62%
Land	18	64%	\$7,192,500	51%	24	33%	\$13,646,674	149%	16	-20%	\$13,136,500	-14%	20	18%	\$10,943,501	33%
Commercial	5		\$2,347,500		11	450%	\$9,268,597	1383%	3	50%	\$4,305,000	143%	3	-63%	\$2,400,000	-75%





## Island Wide

Fourth Quarter 2014

	Total	
	Sales	\$ Volume
Residential	400	\$405,734,335
Single Family	376	\$397,364,835
Multi Family	2	\$1,045,000
Condos	22	\$7,324,500
Land	78	\$44,919,175
Commercial	22	\$18,321,097

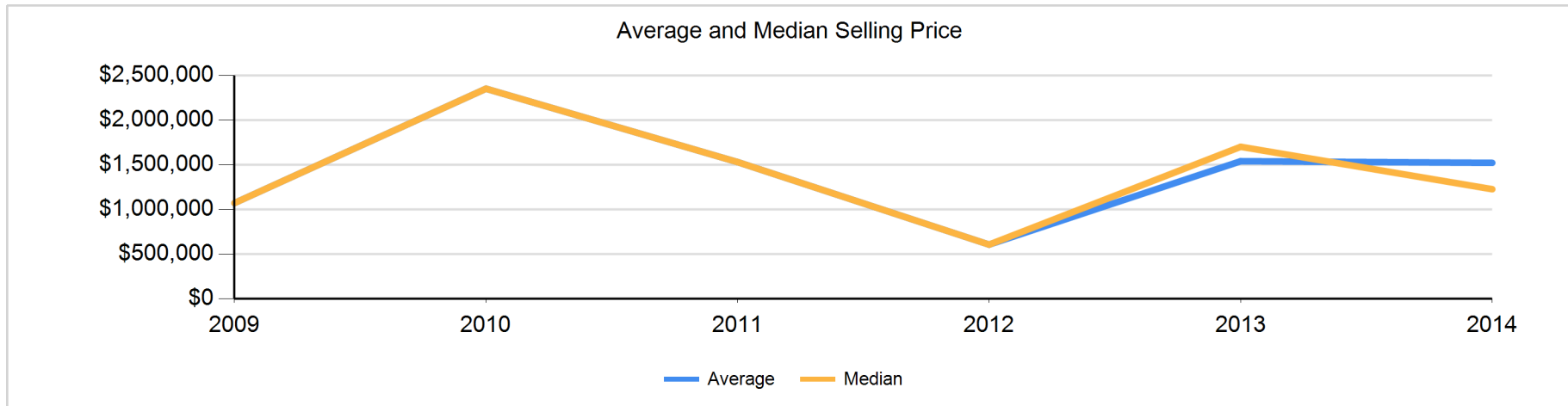


## Aquinnah

Fourth Quarter 2014

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2014	5	67%	\$1,520,000	-1%	\$1,225,000	-28%	104%	12%	\$7,600,000	65%	323



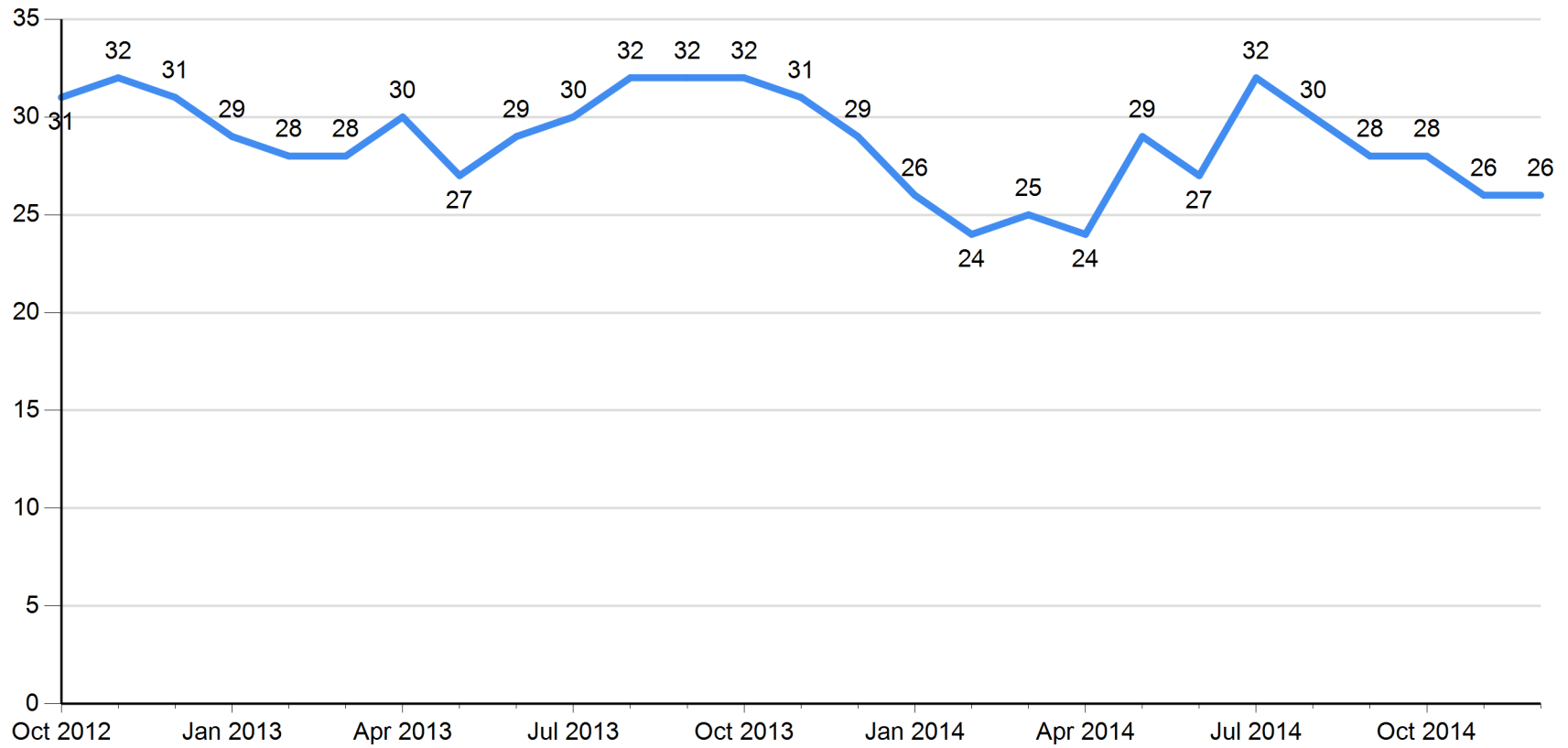




## Aquinnah

Fourth Quarter 2014

Available Inventory



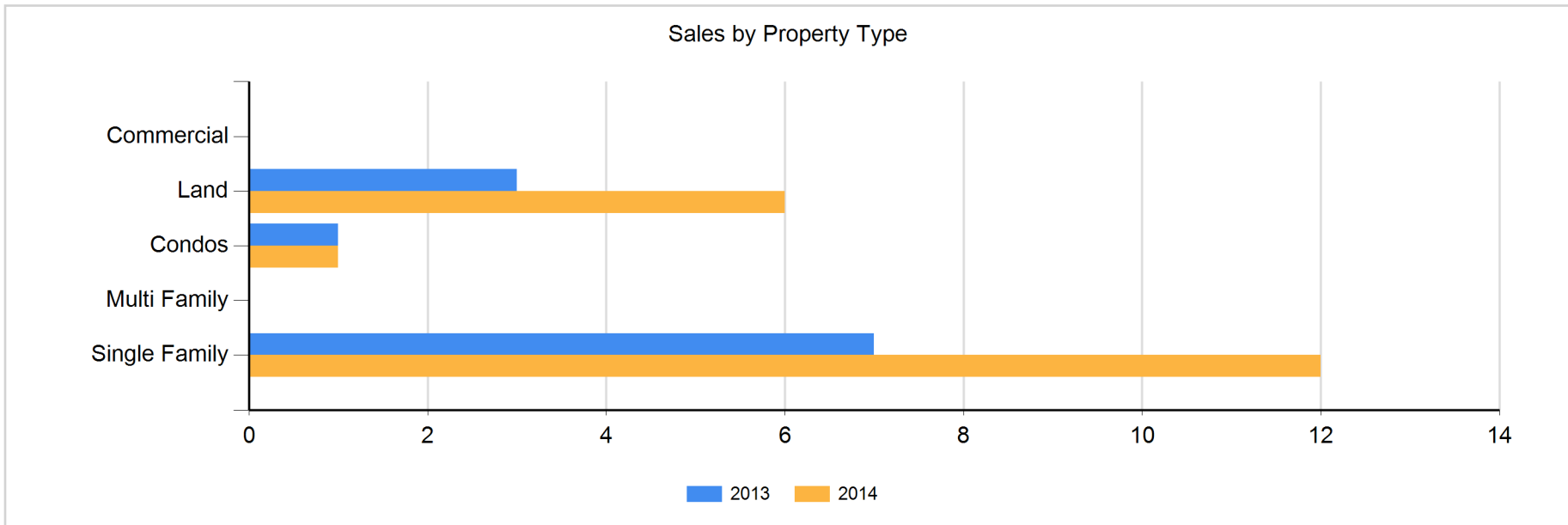


# Aquinnah

Fourth Quarter 2014

## Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-
Residential	0				3	50%	\$2,202,000	7%	4	33%	\$5,912,500	79%	6	100%	\$8,045,000	74%
Single Family	0				3	50%	\$2,202,000	7%	4	100%	\$5,912,500	105%	5	67%	\$7,600,000	65%
Multi Family	0				0				0				0			
Condos	0				0				0	-100%			1		\$445,000	
Land	1	0%	\$250,000	-17%	1	0%	\$300,000	15%	1	0%	\$442,500	490%	3		\$4,210,000	
Commercial	0				0				0				0			





## Aquinnah

Fourth Quarter 2014

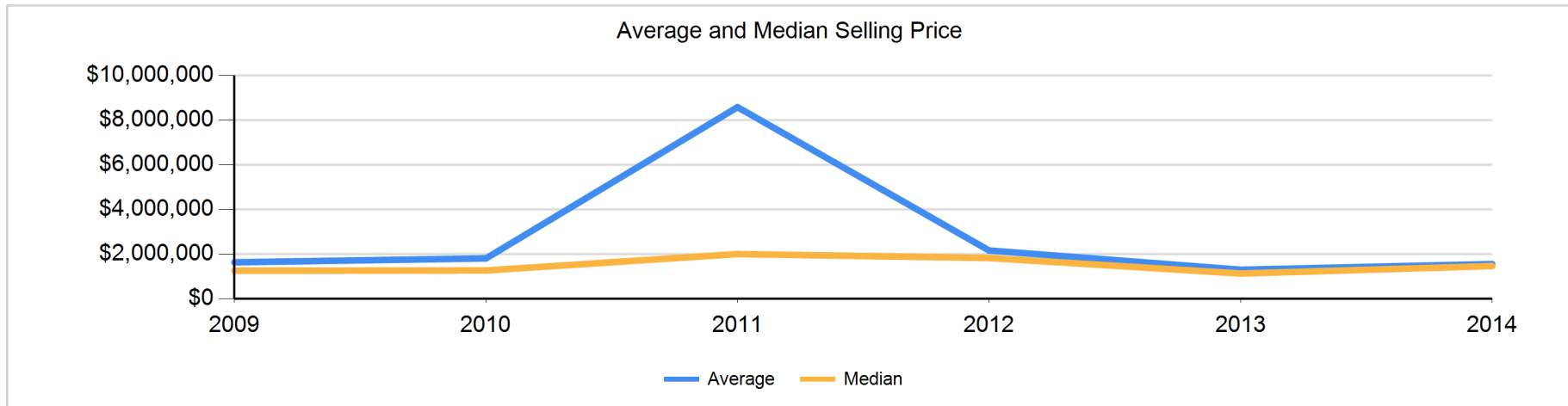
	Total	
	Sales	\$ Volume
Residential	13	\$16,159,500
Single Family	12	\$15,714,500
Multi Family	0	
Condos	1	\$445,000
Land	6	\$5,202,500
Commercial	0	



## Chilmark

### Fourth Quarter 2014 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2014	9	0%	\$1,548,833	20%	\$1,460,000	30%	110%	-18%	\$13,939,500	20%	369

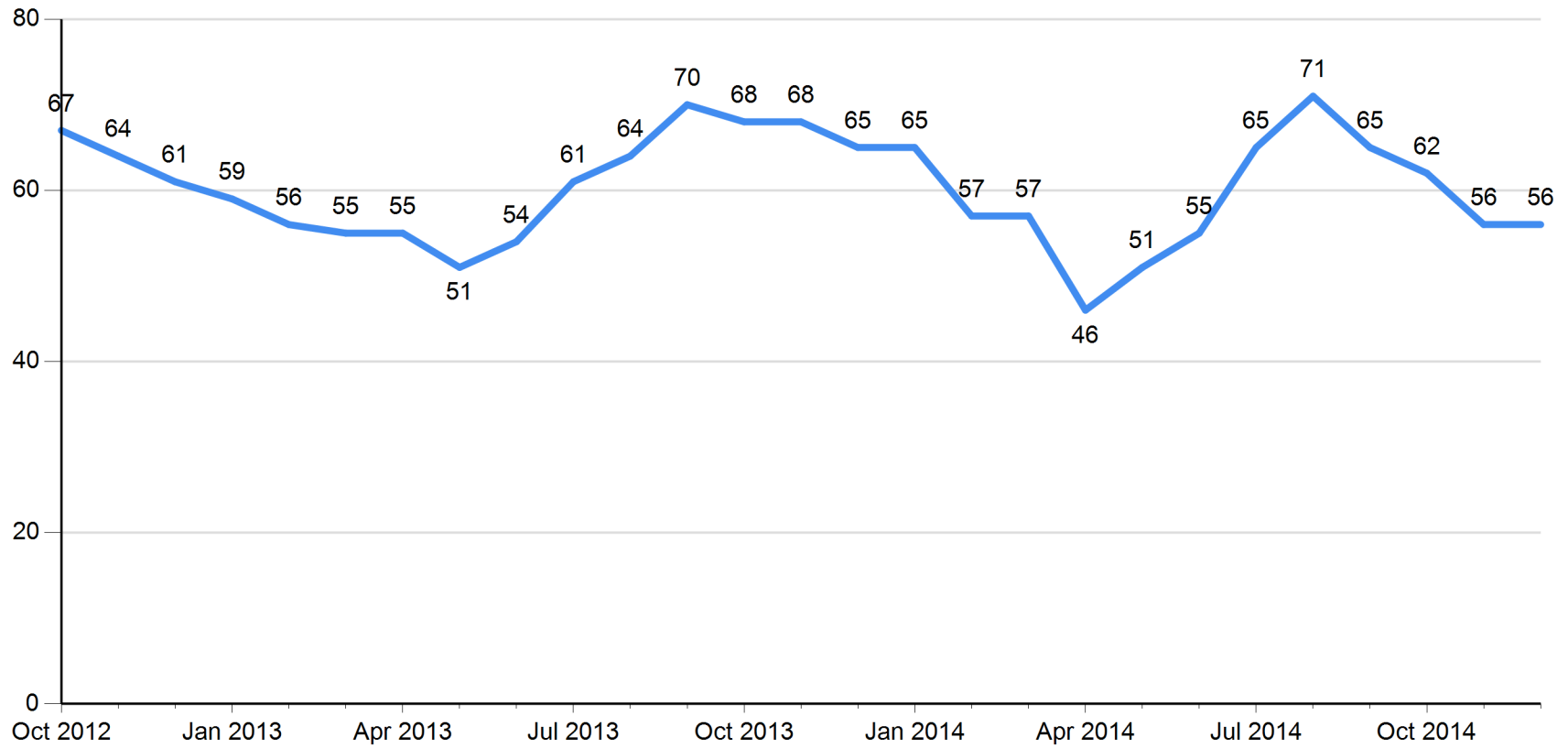




## Chilmark

Fourth Quarter 2014

Available Inventory



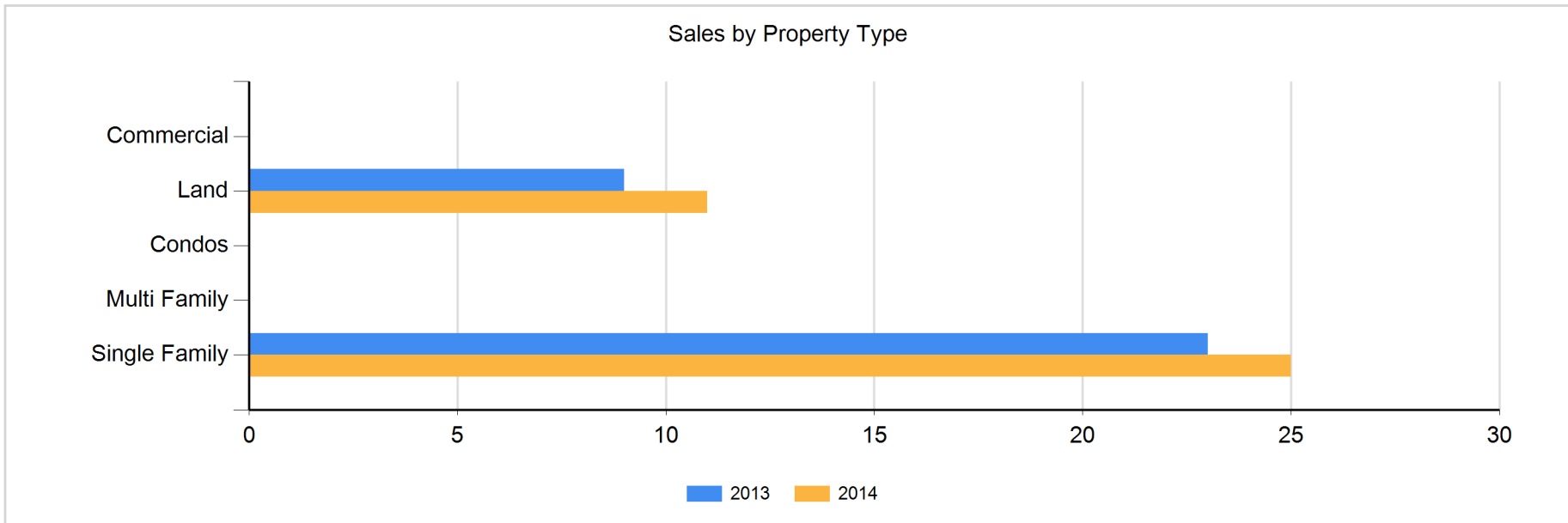


# Chilmark

Fourth Quarter 2014

## Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
	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%	9	0%	\$13,939,500	20%
Single Family	6	50%	\$12,080,000	152%	7	75%	\$11,471,000	77%	3	-50%	\$2,460,000	-80%	9	0%	\$13,939,500	20%
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%	1	-50%	\$550,000	-72%
Commercial	0				0				0				0			





## Chilmark

Fourth Quarter 2014

	Total	
	Sales	\$ Volume
Residential	25	\$39,950,500
Single Family	25	\$39,950,500
Multi Family	0	
Condos	0	
Land	11	\$14,878,000
Commercial	0	

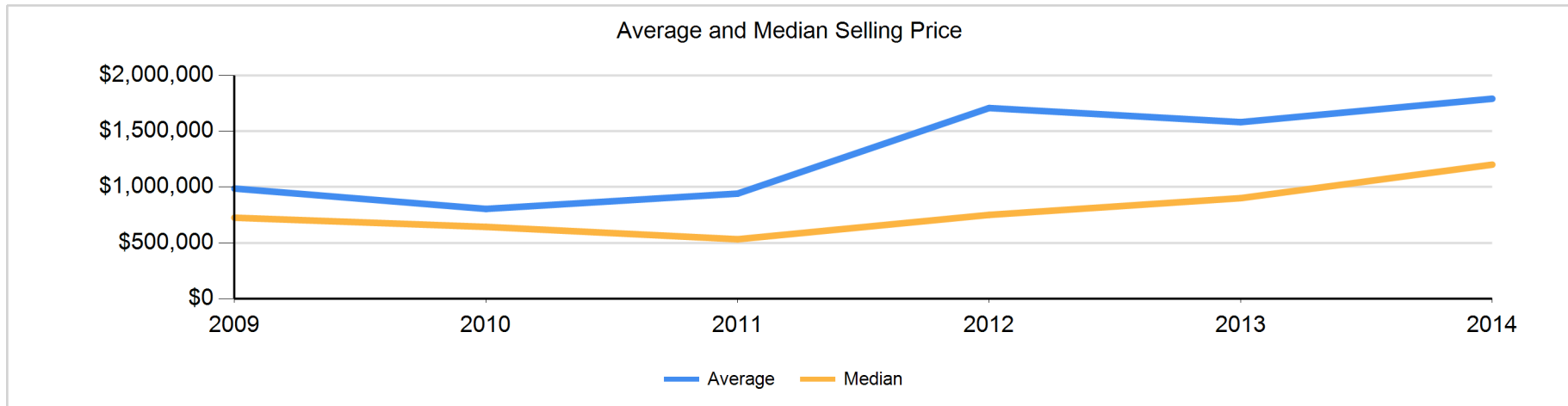


## Edgartown

Fourth Quarter 2014

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2014	39	-13%	\$1,790,096	13%	\$1,200,000	33%	122%	2%	\$69,813,748	-2%	276



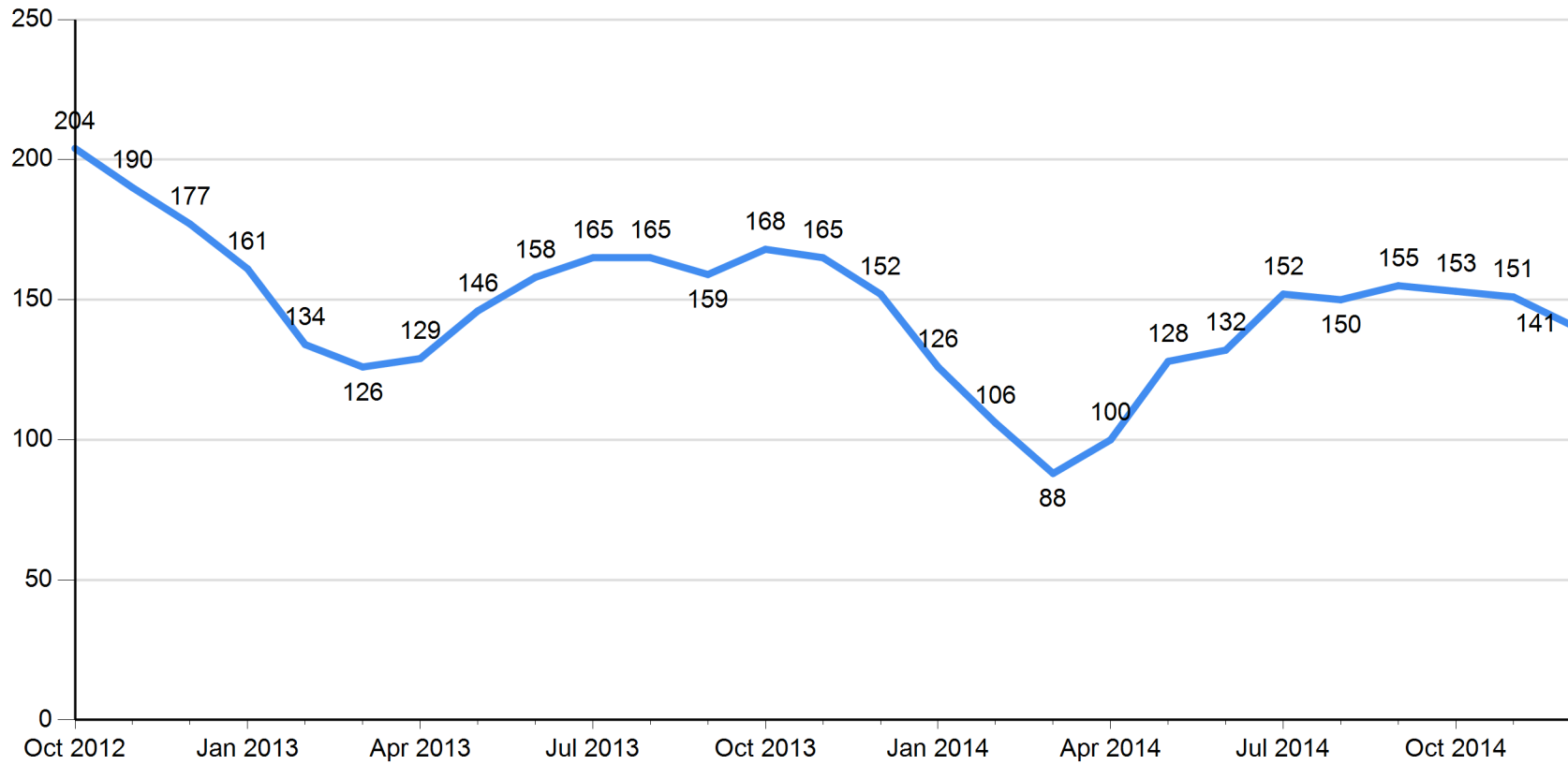




## Edgartown

Fourth Quarter 2014

Available Inventory



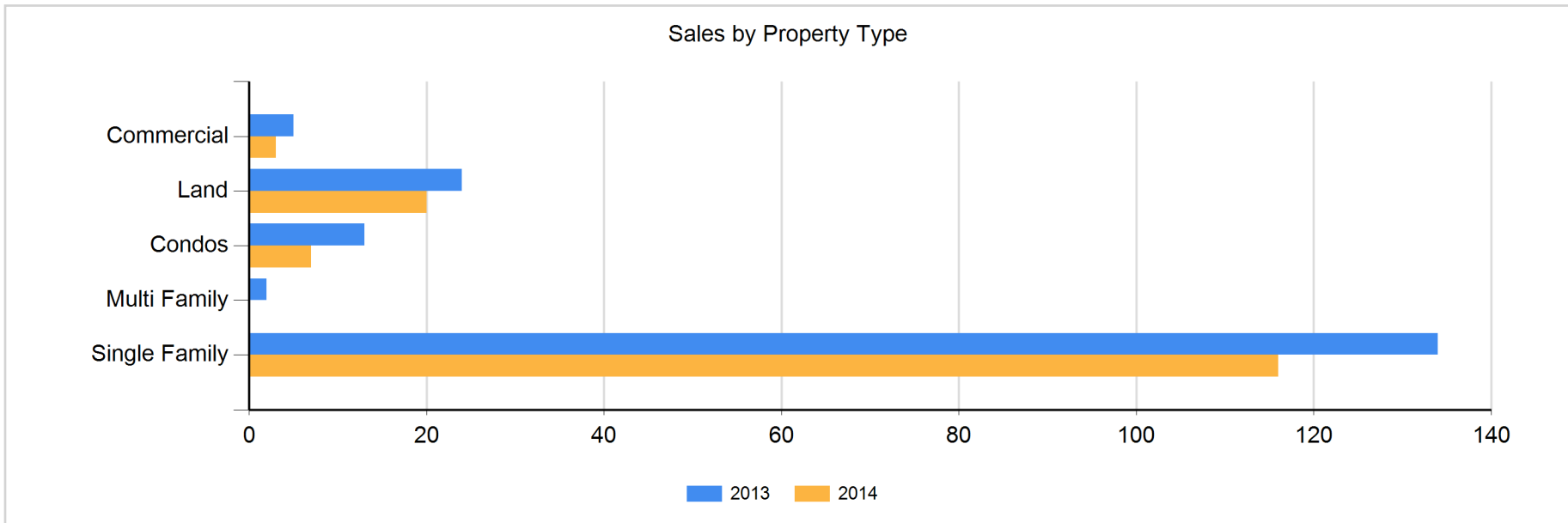


## Edgartown

Fourth Quarter 2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
	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%	41	-15%	\$70,068,748	-4%
Single Family	29	38%	\$47,133,250	97%	23	-18%	\$21,127,000	-44%	25	-39%	\$28,832,787	-37%	39	-11%	\$69,813,748	-1%
Multi Family	0				0	-100%			0				0	-100%		
Condos	3	200%	\$1,660,000	50%	0	-100%			2	-67%	\$1,163,500	-80%	2	-33%	\$255,000	-85%
Land	3	-25%	\$1,054,000	-62%	10	150%	\$5,672,676	186%	1	-90%	\$350,000	-96%	6	0%	\$2,810,001	-32%
Commercial	1		\$200,000		2		\$610,000		0	-100%			0	-100%		





**Edgartown**  
Fourth Quarter 2014

	Total	
	Sales	\$ Volume
Residential	123	\$169,985,285
Single Family	116	\$166,906,785
Multi Family	0	
Condos	7	\$3,078,500
Land	20	\$9,886,677
Commercial	3	\$810,000

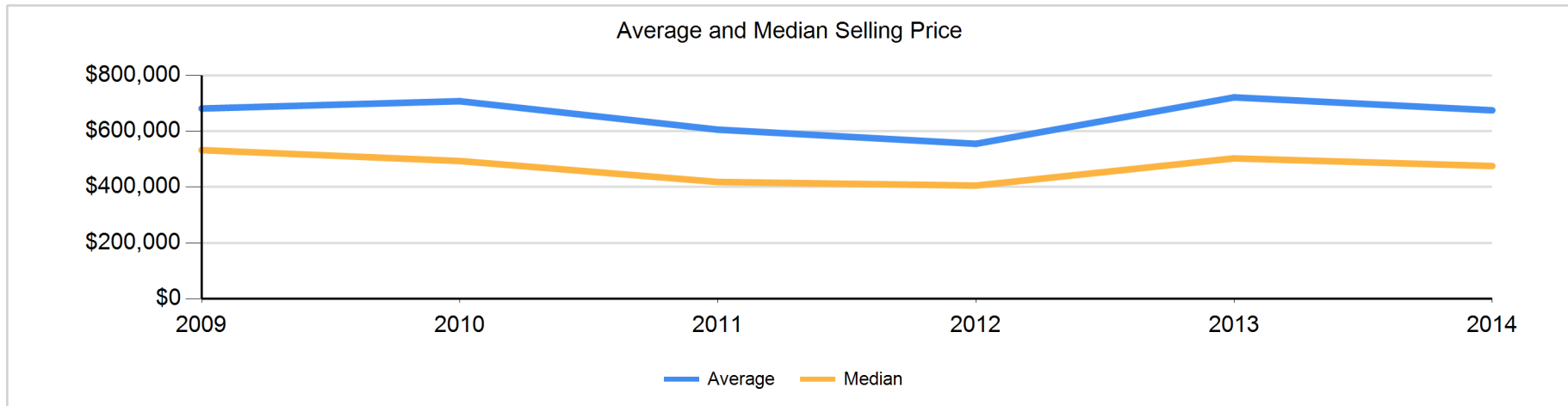


## Oak Bluffs

Fourth Quarter 2014

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2014	33	50%	\$674,583	-6%	\$475,000	-5%	117%	10%	\$22,261,250	40%	223

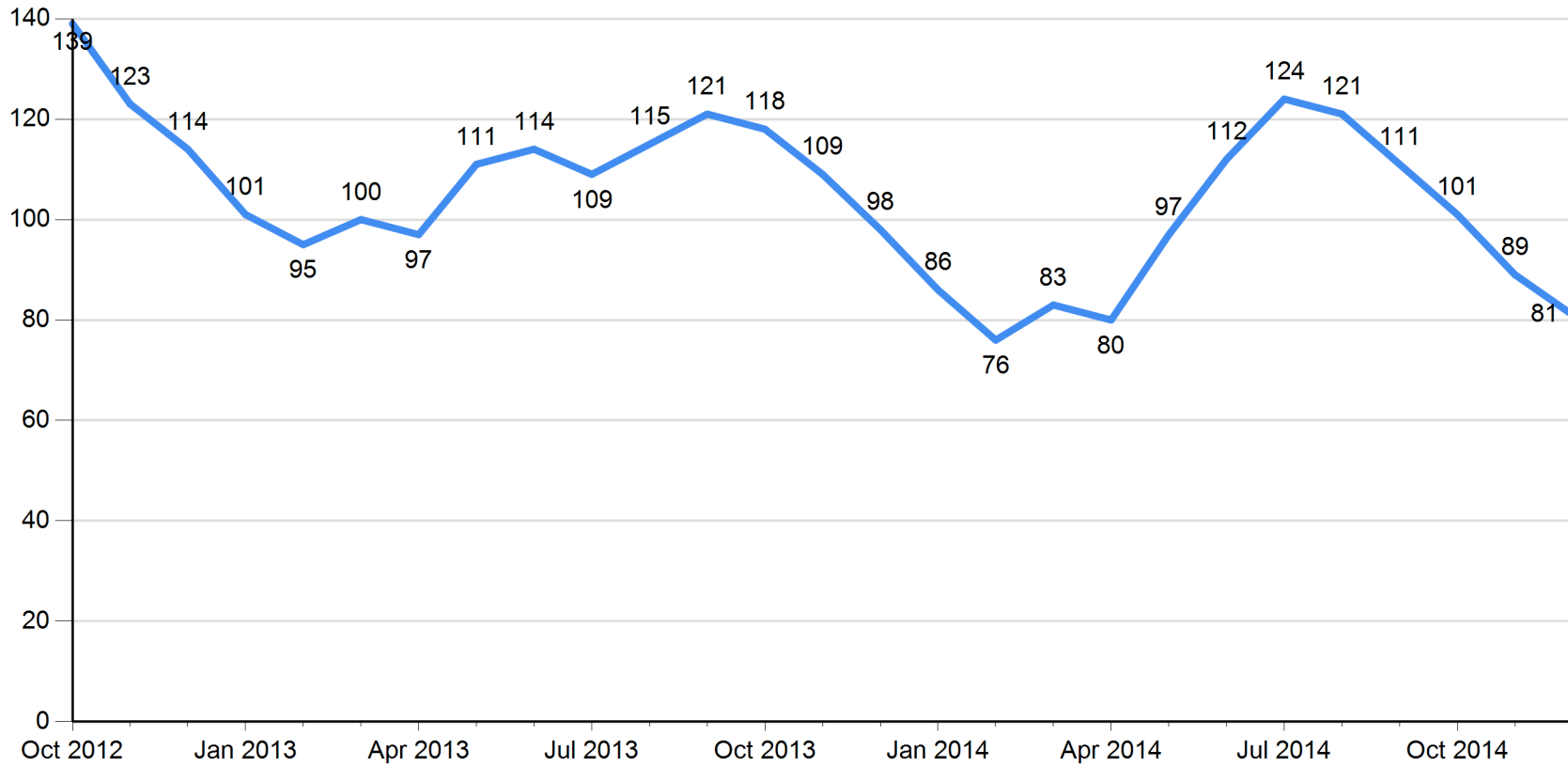




## Oak Bluffs

Fourth Quarter 2014

Available Inventory



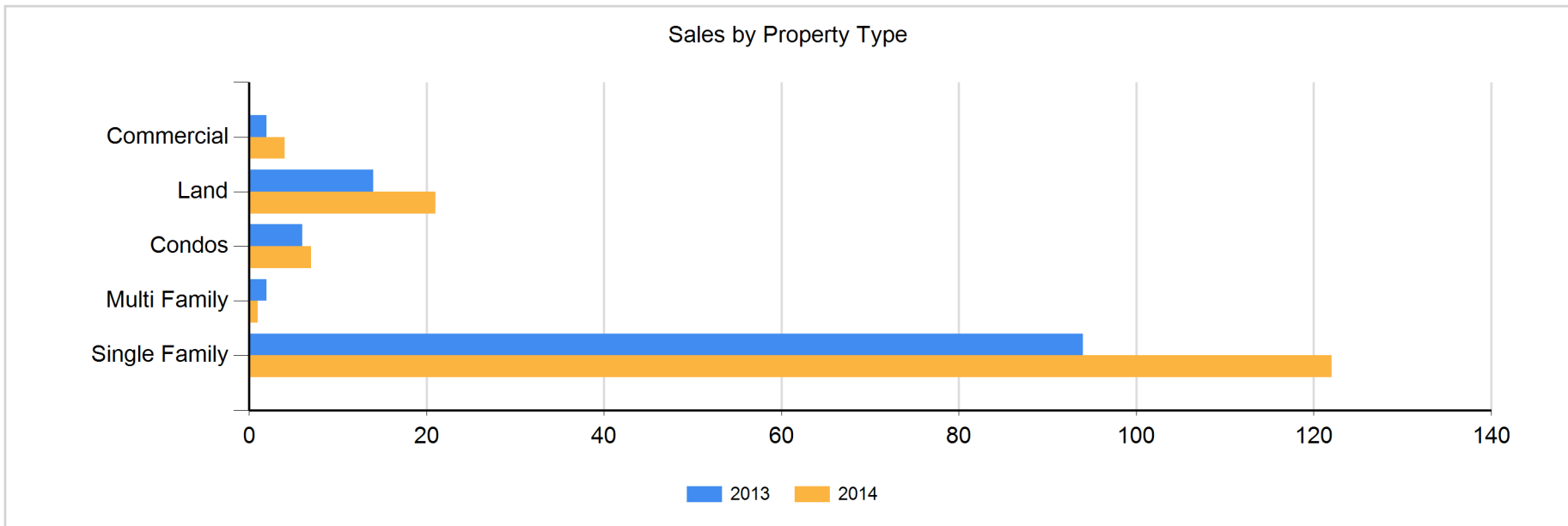


## Oak Bluffs

Fourth Quarter 2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
	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%	36	44%	\$22,822,250	32%
Single Family	26	53%	\$12,681,200	58%	27	8%	\$14,845,500	37%	36	20%	\$20,941,700	19%	33	50%	\$22,261,250	40%
Multi Family	0				0	-100%			1		\$445,000		0			
Condos	0				1	0%	\$480,000	231%	3	50%	\$819,000	35%	3	0%	\$561,000	-61%
Land	7	250%	\$2,353,500	578%	3	-57%	\$911,000	-41%	3	200%	\$1,207,000	519%	8	100%	\$2,531,000	282%
Commercial	0				4	300%	\$5,571,000	1310%	0				0	-100%		





## Oak Bluffs

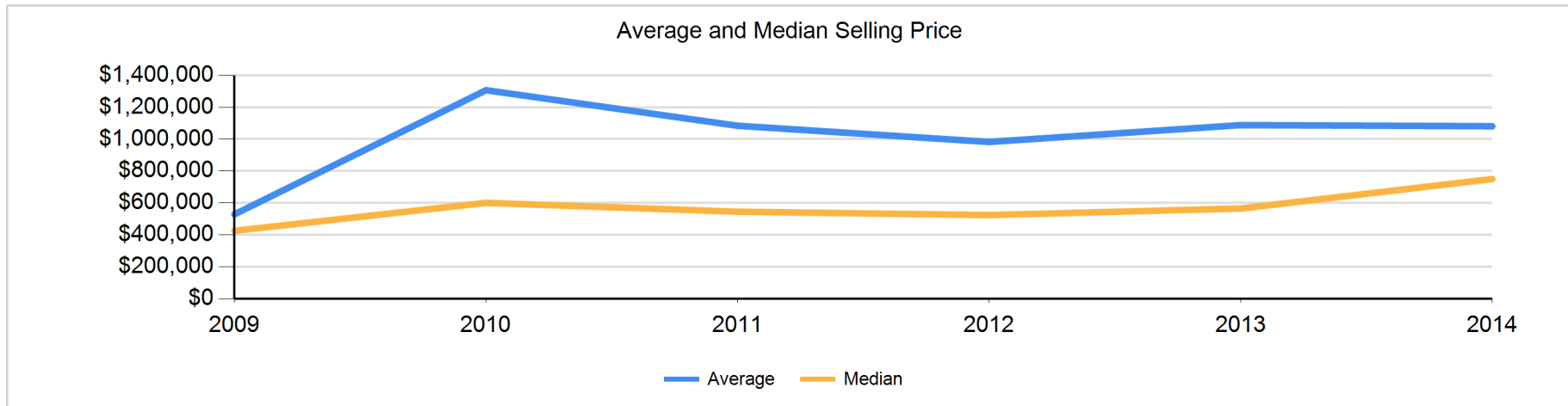
Fourth Quarter 2014

	Total	
	Sales	\$ Volume
Residential	130	\$73,034,650
Single Family	122	\$70,729,650
Multi Family	1	\$445,000
Condos	7	\$1,860,000
Land	21	\$7,002,500
Commercial	4	\$5,571,000



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

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2014	19	-10%	\$1,080,803	-1%	\$750,000	33%	106%	2%	\$20,535,250	-10%	304



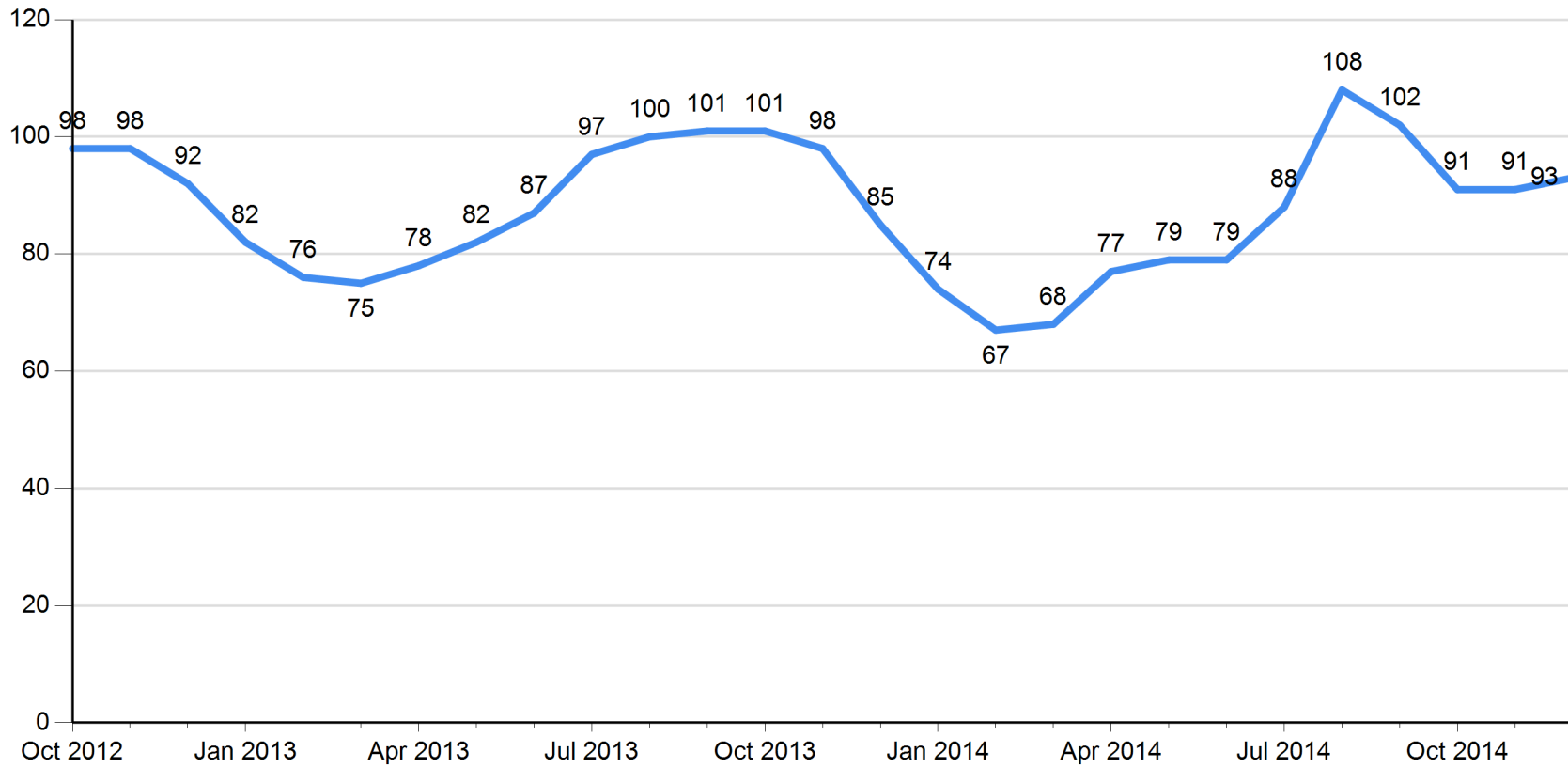




## Vineyard Haven

Fourth Quarter 2014

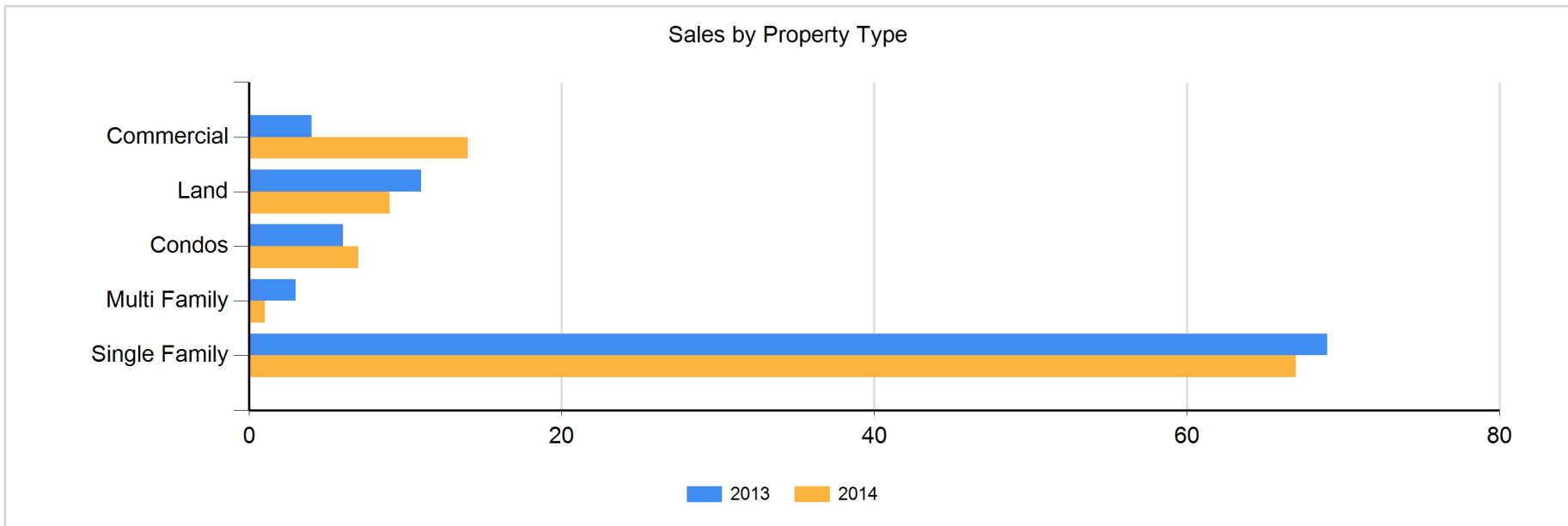
Available Inventory





**Vineyard Haven**  
 Fourth Quarter 2014  
 Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
	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%	20	-9%	\$20,684,250	-12%
Single Family	11	0%	\$9,986,750	16%	19	27%	\$20,414,500	58%	18	-22%	\$18,779,150	-23%	19	-5%	\$20,535,250	-9%
Multi Family	1		\$600,000		0	-100%			0	-100%			0	-100%		
Condos	3	50%	\$494,000	-52%	0	-100%			3	200%	\$1,298,000	266%	1	0%	\$149,000	-78%
Land	2	0%	\$870,000	112%	4	33%	\$1,749,998	126%	2	-33%	\$607,000	0%	1	-67%	\$300,000	-45%
Commercial	4		\$2,147,500		5	400%	\$3,087,597	1242%	3		\$4,305,000		2	-33%	\$2,250,000	-58%





## Vineyard Haven

Fourth Quarter 2014

	Total	
	Sales	\$ Volume
Residential	75	\$72,256,650
Single Family	67	\$69,715,650
Multi Family	1	\$600,000
Condos	7	\$1,941,000
Land	9	\$3,526,998
Commercial	14	\$11,790,097

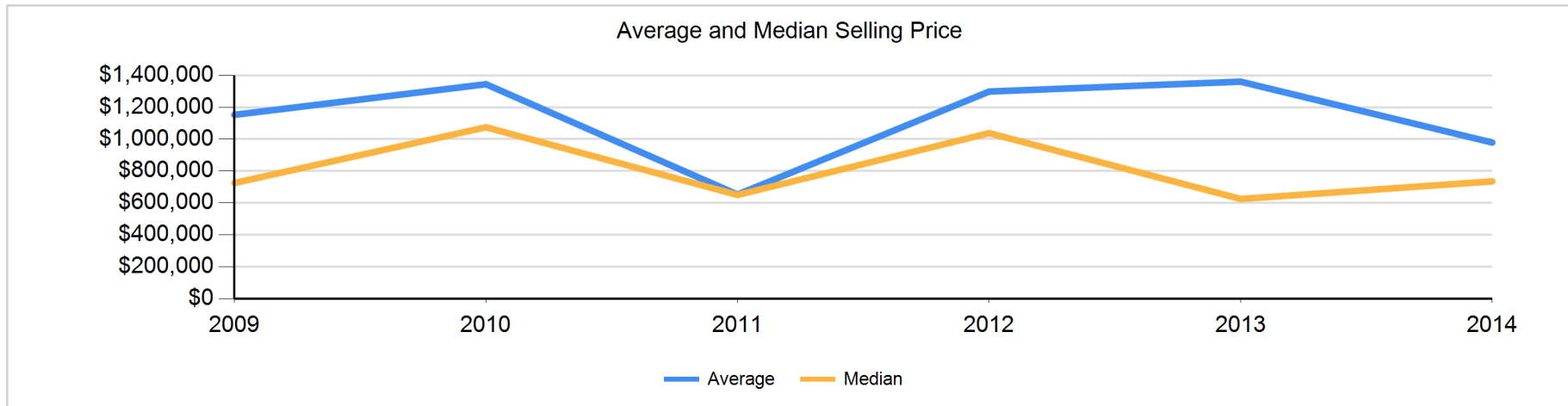


## West Tisbury

Fourth Quarter 2014

### Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2014	11	-21%	\$978,568	-28%	\$735,000	18%	106%	1%	\$10,764,250	-43%	328

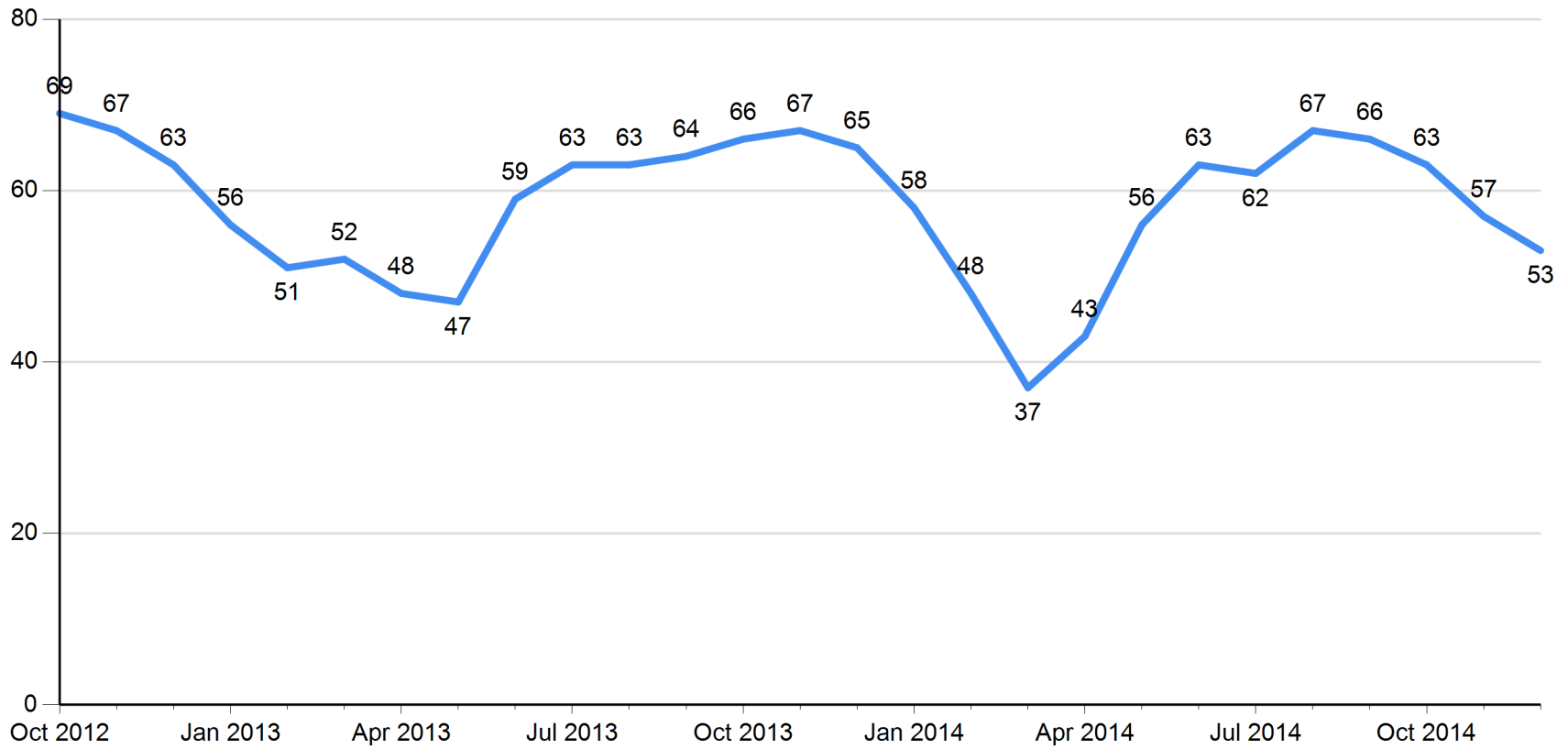




## West Tisbury

Fourth Quarter 2014

Available Inventory



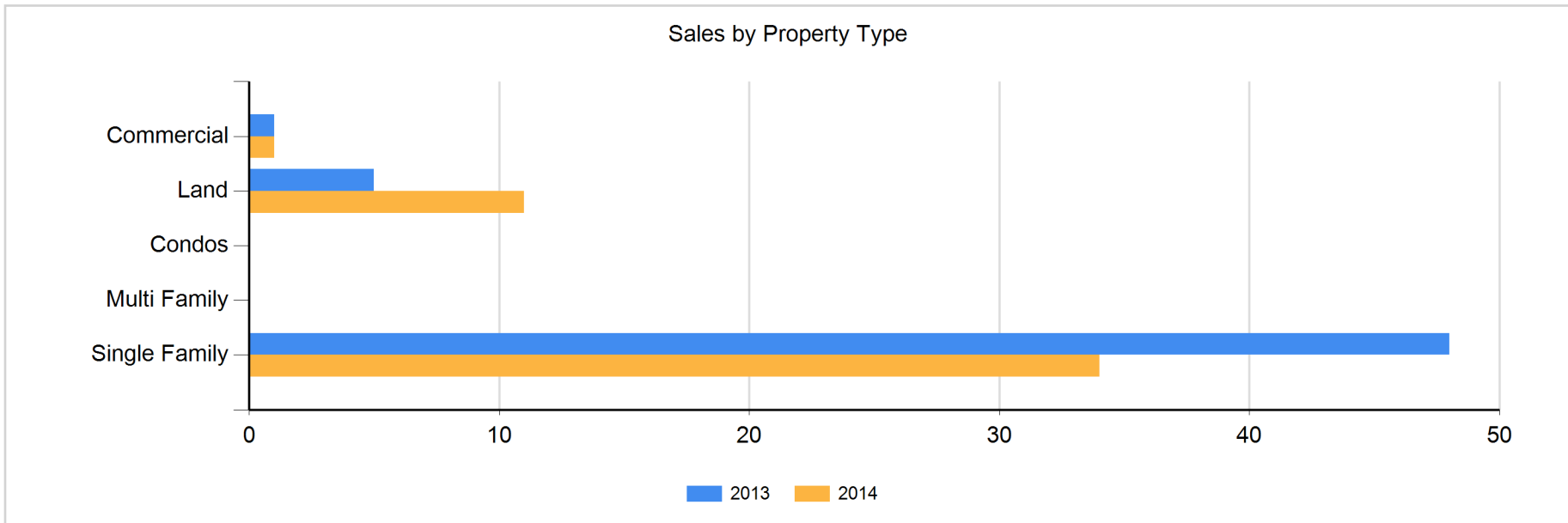


## West Tisbury

Fourth Quarter 2014

### Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				4th Qtr			
	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%	11	-21%	\$10,764,250	-43%
Single Family	9	29%	\$7,611,500	3%	6	-60%	\$5,046,000	-67%	8	-33%	\$10,926,000	11%	11	-21%	\$10,764,250	-43%
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%	1	-50%	\$542,500	-41%
Commercial	0				0				0				1	0%	\$150,000	-88%





## West Tisbury

Fourth Quarter 2014

	Total	
	Sales	\$ Volume
Residential	34	\$34,347,750
Single Family	34	\$34,347,750
Multi Family	0	
Condos	0	
Land	11	\$4,422,500
Commercial	1	\$150,000