



Martha's Vineyard
Second Quarter 2015
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.

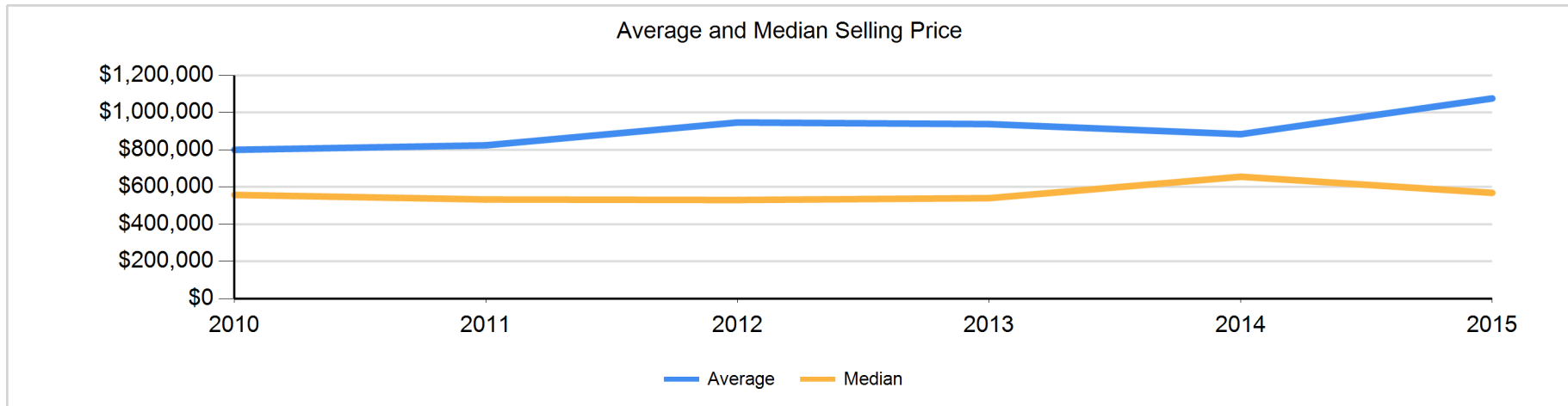
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



Island Wide
 Second Quarter 2015
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2010	98	78%	\$799,611	0%	\$557,500	8%	110%	18%	\$78,361,859	78%	329
2011	74	-24%	\$823,835	3%	\$532,928	-4%	92%	-16%	\$60,963,825	-22%	302
2012	92	24%	\$946,524	15%	\$530,000	-1%	94%	2%	\$87,080,196	43%	365
2013	93	1%	\$937,811	-1%	\$540,000	2%	105%	12%	\$87,216,443	0%	382
2014	85	-9%	\$883,600	-6%	\$655,000	21%	103%	-2%	\$75,106,000	-14%	327
2015	88	4%	\$1,075,626	22%	\$568,382	-13%	121%	17%	\$94,655,068	26%	320

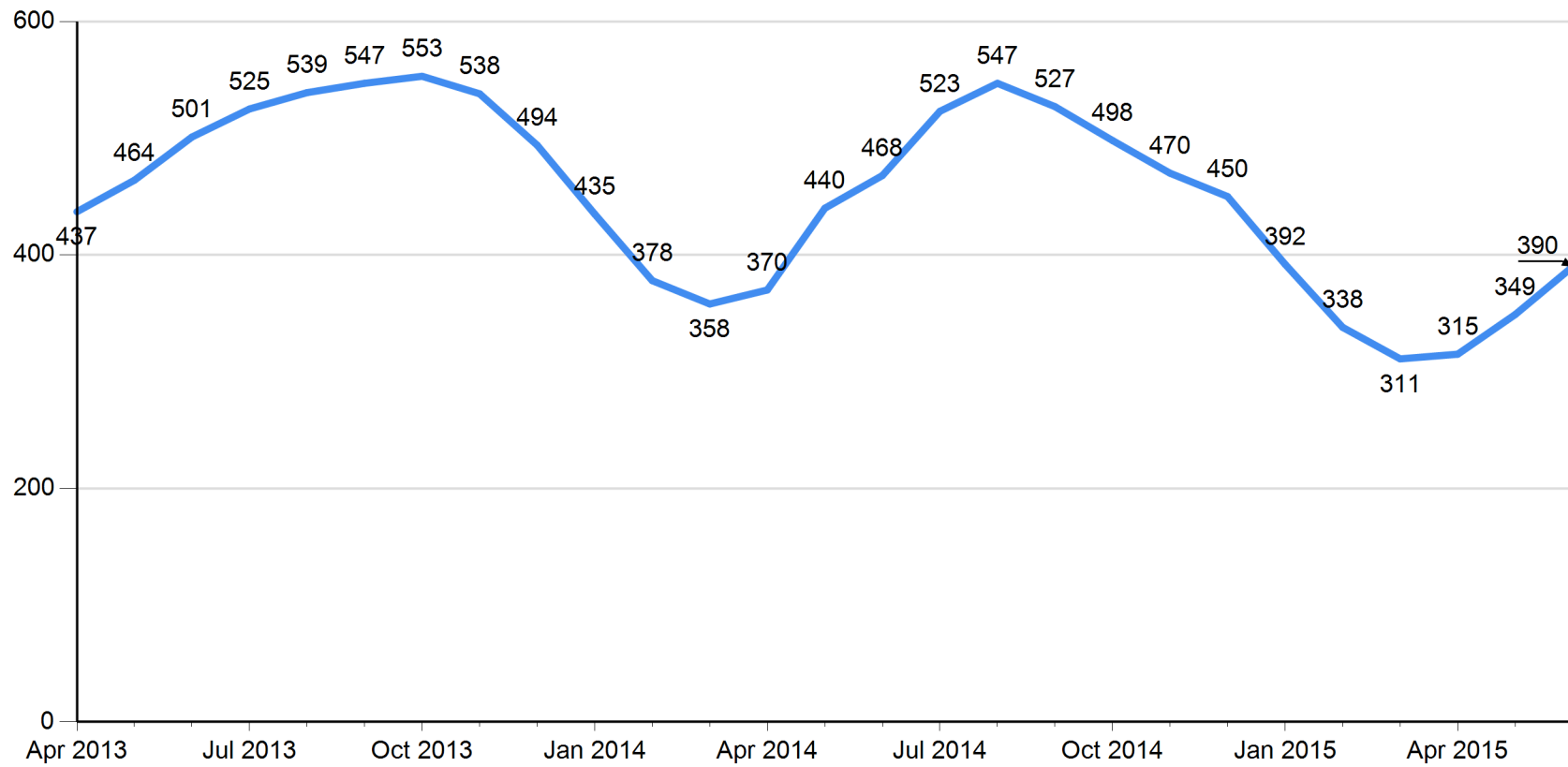




Island Wide

Second Quarter 2015

Available Inventory





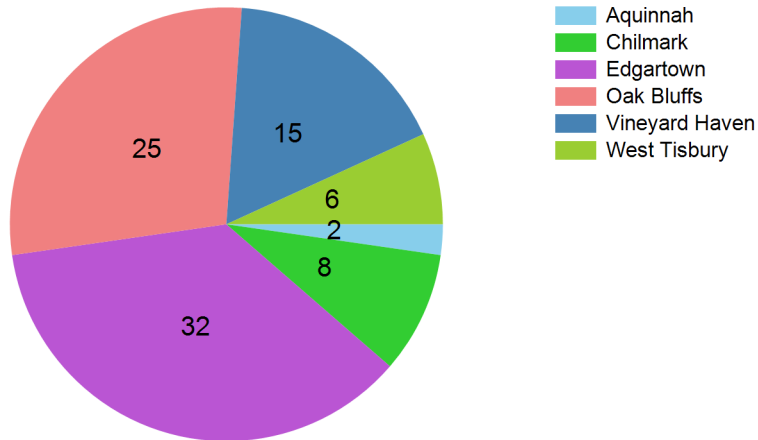
Island Wide

Second Quarter 2015

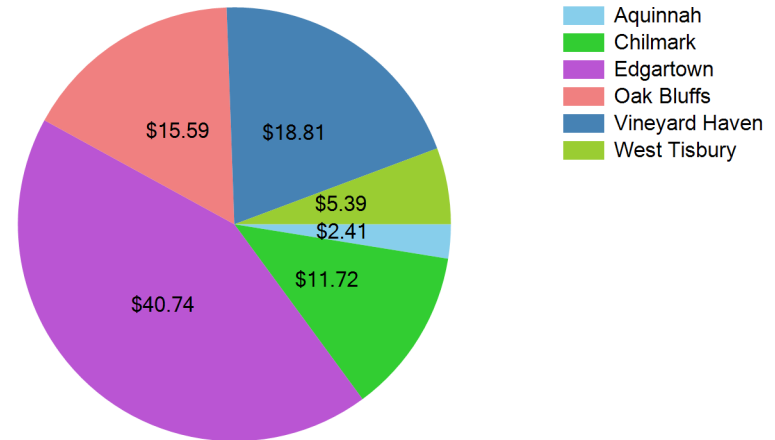
Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
Aquinnah	2	-33%	\$1,202,500	64%	\$1,202,500	72%	71%	3%	\$2,405,000	9%	437
Chilmark	8	14%	\$1,464,566	-11%	\$1,262,500	-27%	112%	30%	\$11,716,529	2%	453
Edgartown	32	39%	\$1,273,159	39%	\$628,125	0%	137%	34%	\$40,741,075	93%	382
Oak Bluffs	25	-7%	\$623,640	13%	\$445,000	-5%	111%	3%	\$15,591,000	5%	298
Vineyard Haven	15	-21%	\$1,254,098	17%	\$500,000	-15%	117%	13%	\$18,811,464	-8%	137
West Tisbury	6	0%	\$898,333	7%	\$800,000	14%	111%	-3%	\$5,390,000	7%	236

Sales by Area



Sales by Area (\$ Millions)

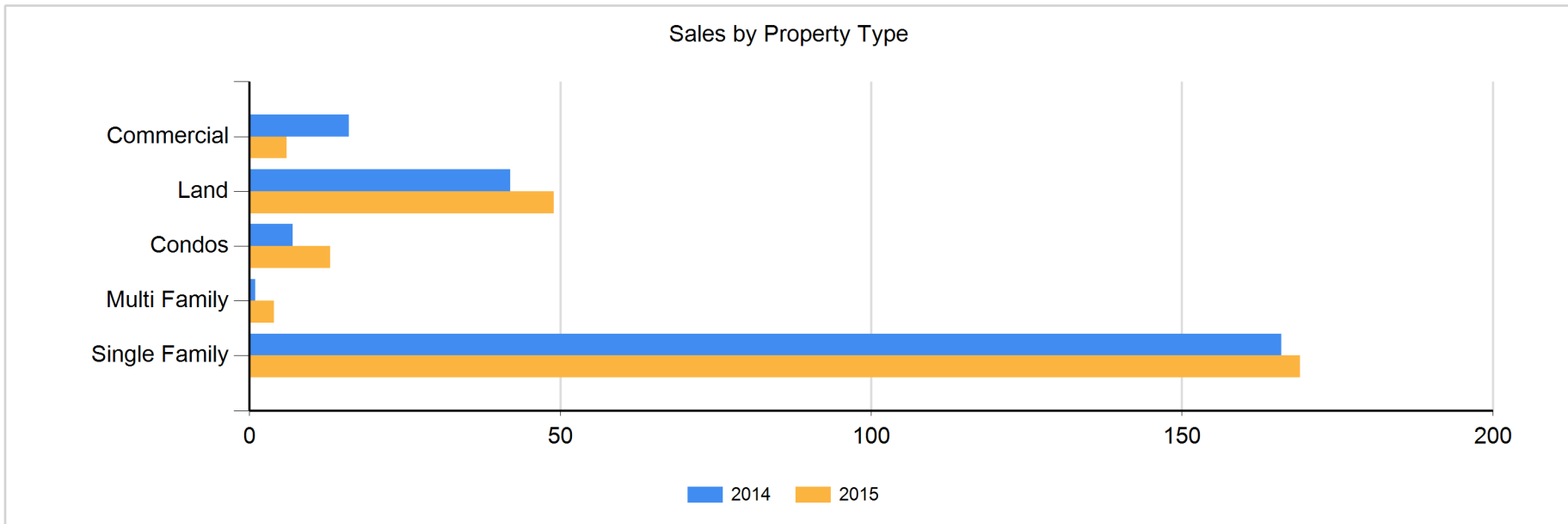




Island Wide

Second Quarter 2015
Year to Date Sales Summary

	1st Qtr				2nd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	92	5%	\$142,131,595	54%	94	9%	\$97,303,068	29%	186	\$239,434,663
Single Family	83	2%	\$137,905,025	54%	86	1%	\$93,805,068	25%	169	\$231,710,093
Multi Family	2	100%	\$985,000	64%	2		\$850,000		4	\$1,835,000
Condos	7	17%	\$3,241,570	50%	6	500%	\$2,648,000	452%	13	\$5,889,570
Land	21	17%	\$15,348,750	113%	28	17%	\$28,126,250	106%	49	\$43,475,000
Commercial	3	-40%	\$5,050,000	115%	3	-73%	\$2,731,600	-71%	6	\$7,781,600

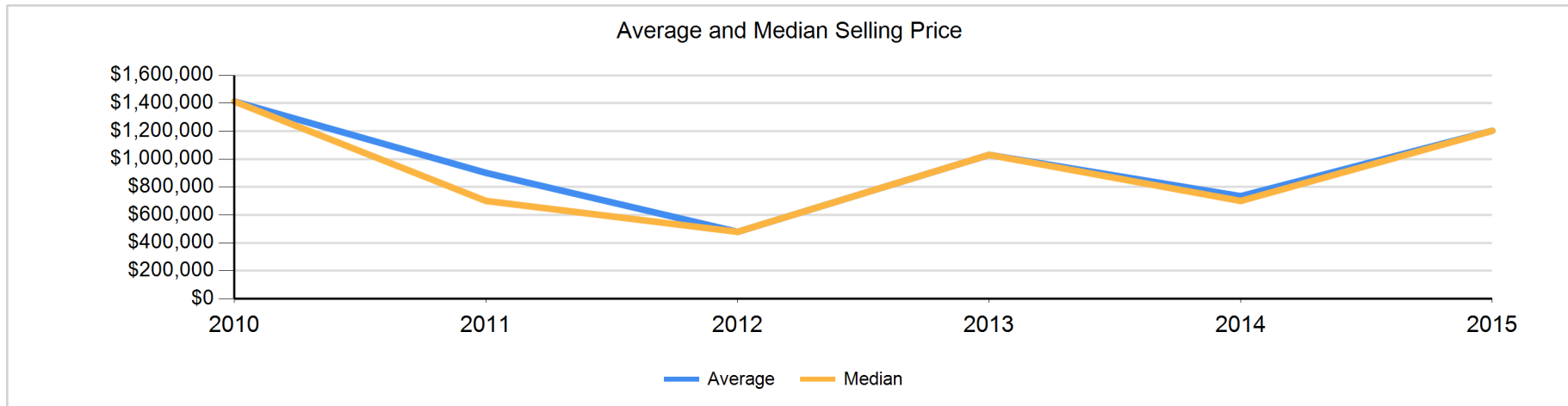




Aquinnah

Second Quarter 2015 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2010	2	-33%	\$1,412,500	50%	\$1,412,500	47%	102%	6%	\$2,825,000	0%	
2011	3	50%	\$901,083	-36%	\$700,000	-50%	95%	-7%	\$2,703,250	-4%	281
2012	2	-33%	\$478,500	-47%	\$478,500	-32%	77%	-19%	\$957,000	-65%	263
2013	2	0%	\$1,030,000	115%	\$1,030,000	115%	92%	19%	\$2,060,000	115%	72
2014	3	50%	\$734,000	-29%	\$700,000	-32%	69%	-25%	\$2,202,000	7%	934
2015	2	-33%	\$1,202,500	64%	\$1,202,500	72%	71%	3%	\$2,405,000	9%	437

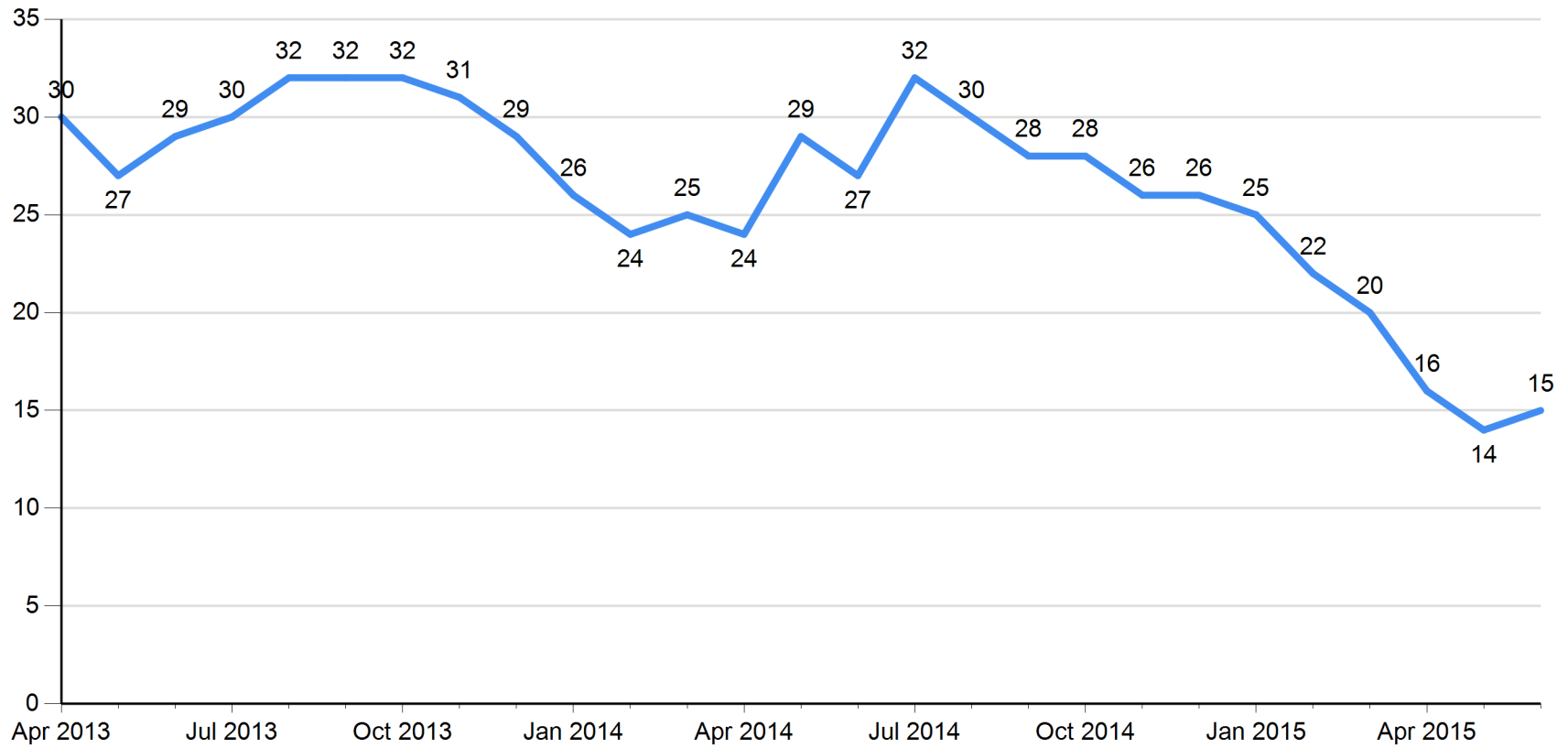




Aquinnah

Second Quarter 2015

Available Inventory

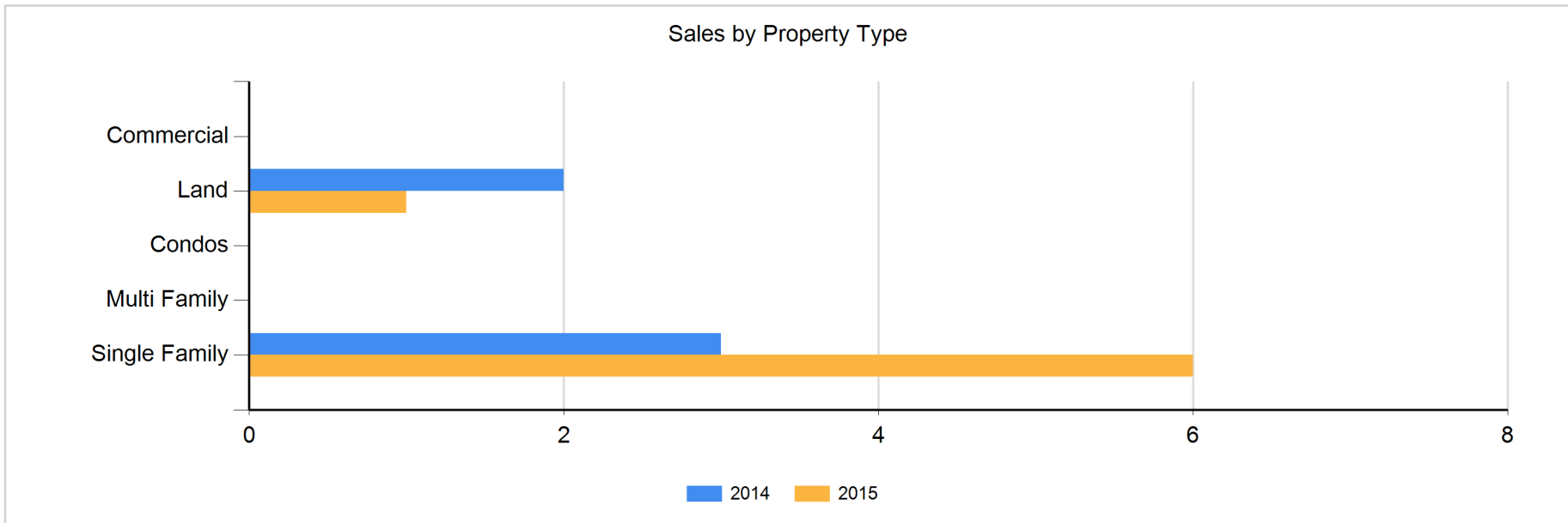




Aquinnah

Second Quarter 2015
Year to Date Sales Summary

	1st Qtr				2nd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	4		\$9,821,500		2	-33%	\$2,405,000	9%	6	\$12,226,500
Single Family	4		\$9,821,500		2	-33%	\$2,405,000	9%	6	\$12,226,500
Multi Family	0				0				0	
Condos	0				0				0	
Land	0	-100%			1	0%	\$87,500	-71%	1	\$87,500
Commercial	0				0				0	

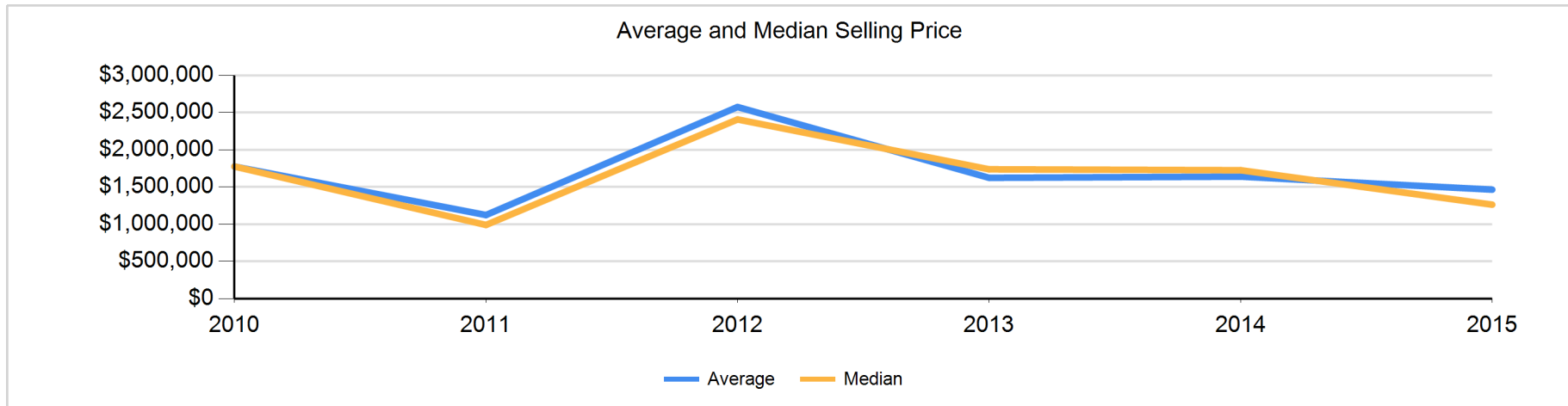




Chilmark

Second Quarter 2015 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2010	2	100%	\$1,775,000	-28%	\$1,775,000	-28%	115%	135%	\$3,550,000	43%	659
2011	3	50%	\$1,123,167	-37%	\$990,000	-44%	107%	-7%	\$3,369,500	-5%	176
2012	8	167%	\$2,574,451	129%	\$2,407,303	143%	99%	-7%	\$20,595,605	511%	630
2013	4	-50%	\$1,623,125	-37%	\$1,737,500	-28%	114%	15%	\$6,492,500	-68%	1010
2014	7	75%	\$1,638,714	1%	\$1,725,000	-1%	86%	-25%	\$11,471,000	77%	428
2015	8	14%	\$1,464,566	-11%	\$1,262,500	-27%	112%	30%	\$11,716,529	2%	453

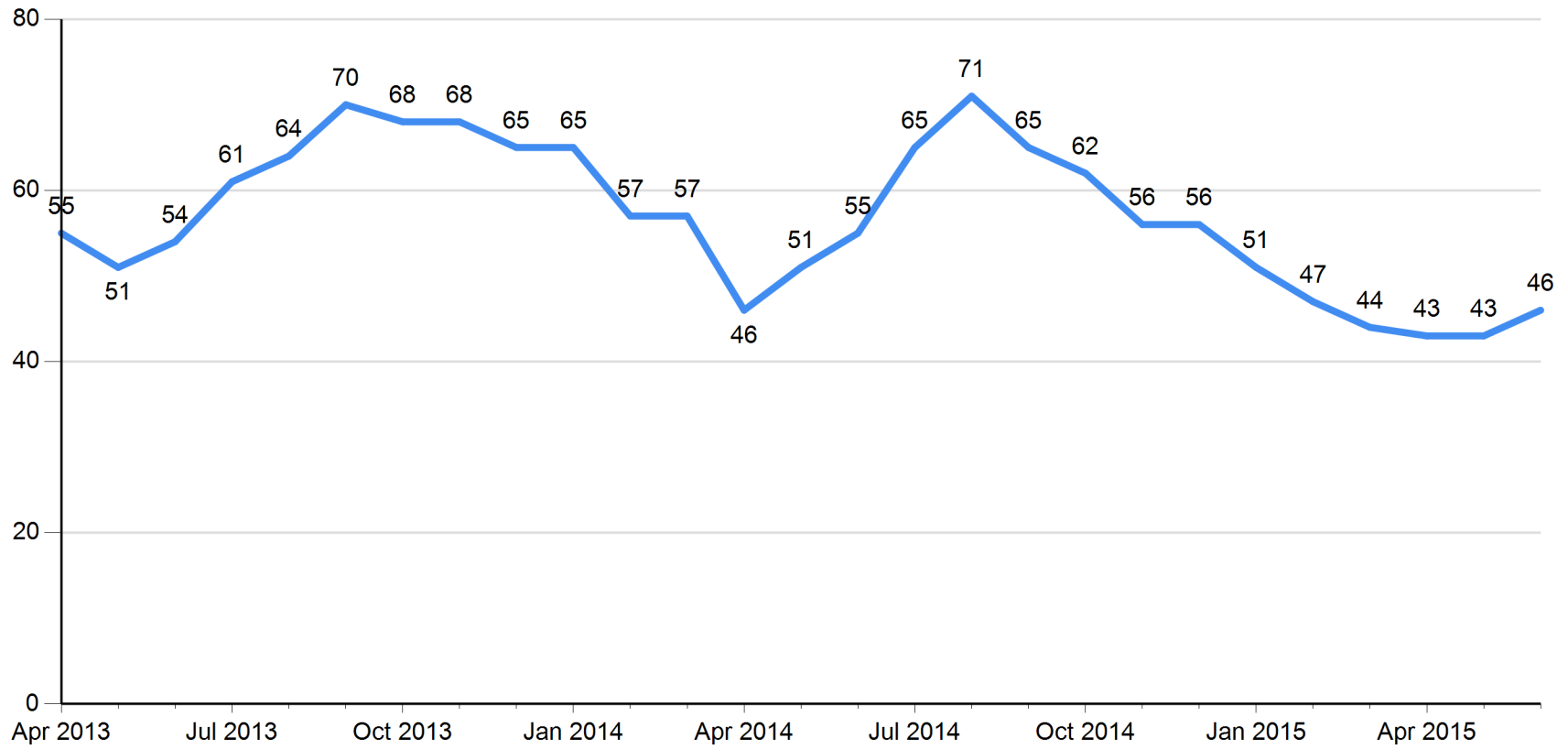




Chilmark

Second Quarter 2015

Available Inventory

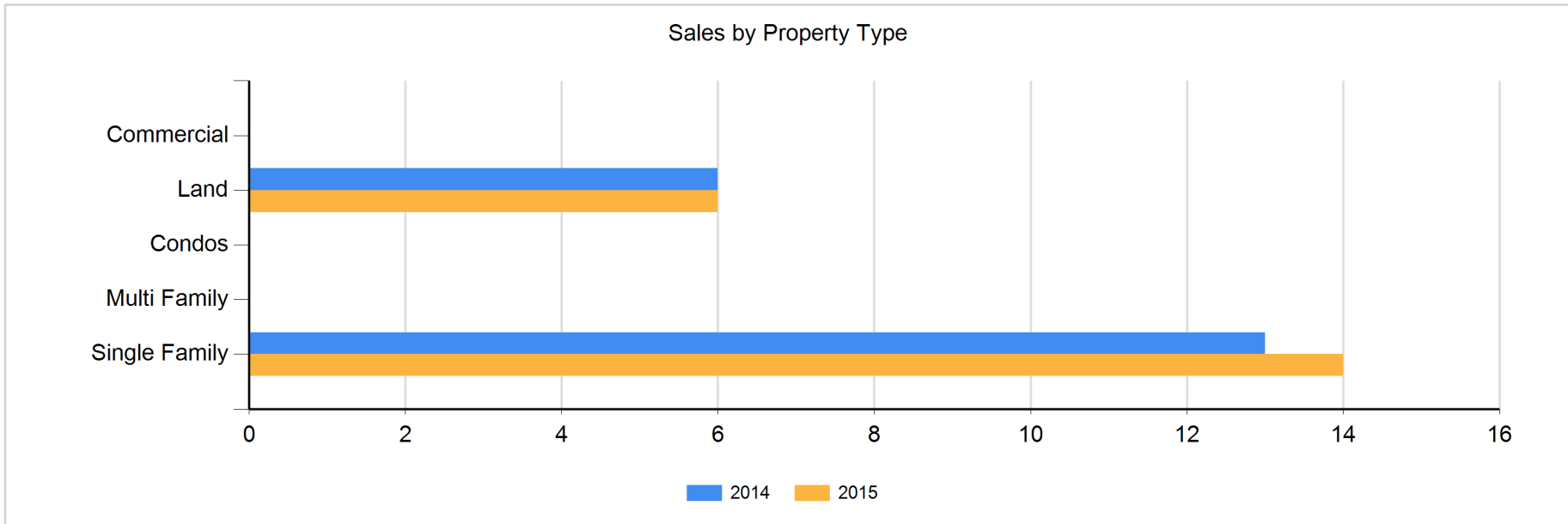




Chilmark

Second Quarter 2015
Year to Date Sales Summary

	1st Qtr				2nd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	6	0%	\$16,467,500	36%	8	14%	\$11,716,529	2%	14	\$28,184,029
Single Family	6	0%	\$16,467,500	36%	8	14%	\$11,716,529	2%	14	\$28,184,029
Multi Family	0				0				0	
Condos	0				0				0	
Land	3	0%	\$1,474,500	12%	3	0%	\$13,335,000	210%	6	\$14,809,500
Commercial	0				0				0	

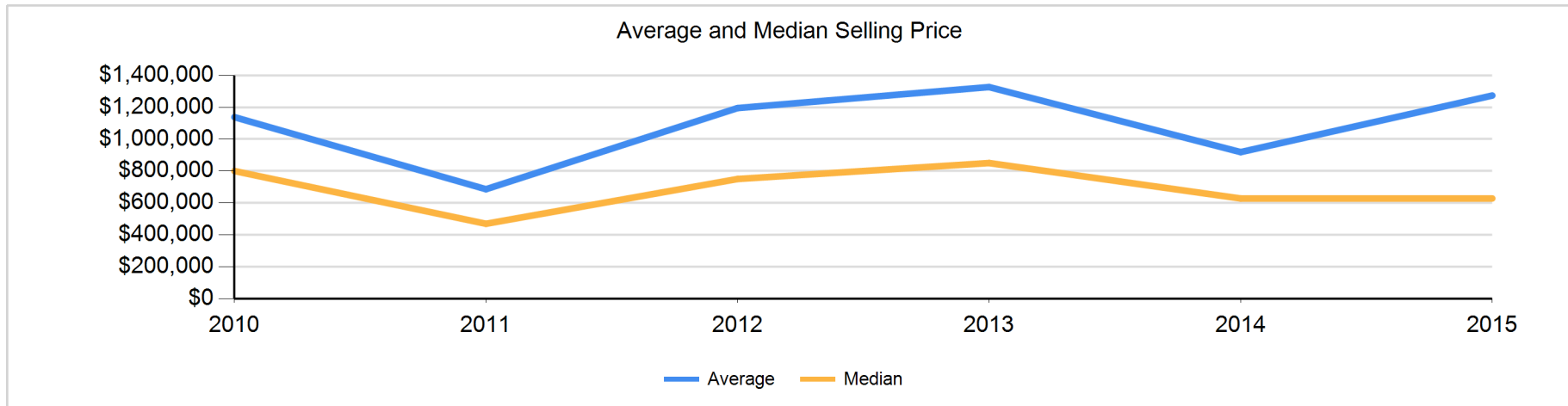




Edgartown

Second Quarter 2015 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2010	29	32%	\$1,137,839	3%	\$800,000	33%	129%	36%	\$32,997,325	35%	283
2011	18	-38%	\$686,018	-40%	\$469,363	-41%	96%	-26%	\$12,348,331	-63%	254
2012	27	50%	\$1,194,650	74%	\$750,000	60%	98%	2%	\$32,255,550	161%	272
2013	29	7%	\$1,326,311	11%	\$850,000	13%	116%	18%	\$38,463,032	19%	393
2014	23	-21%	\$918,565	-31%	\$628,000	-26%	102%	-12%	\$21,127,000	-45%	316
2015	32	39%	\$1,273,159	39%	\$628,125	0%	137%	34%	\$40,741,075	93%	382

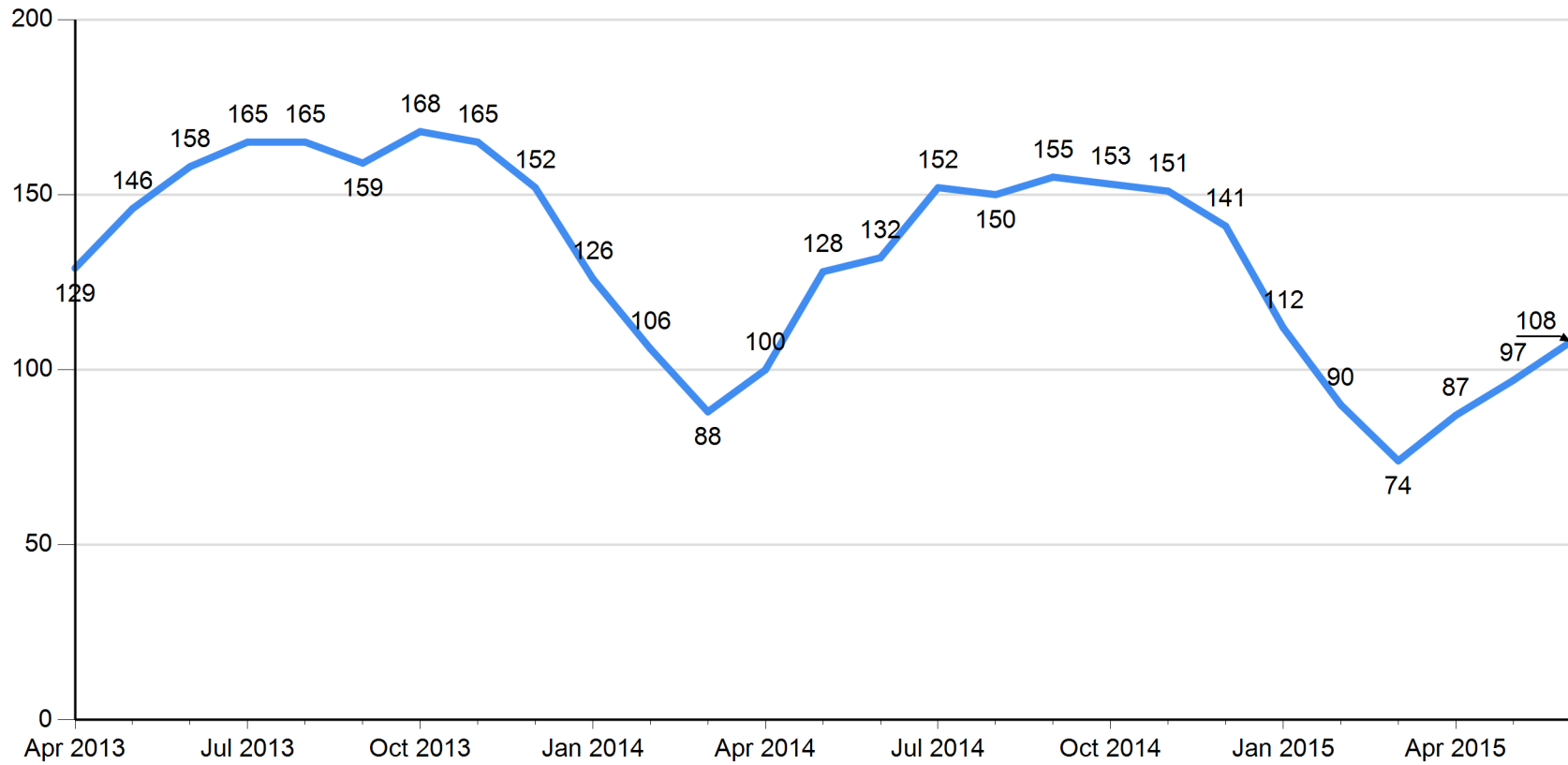




Edgartown

Second Quarter 2015

Available Inventory



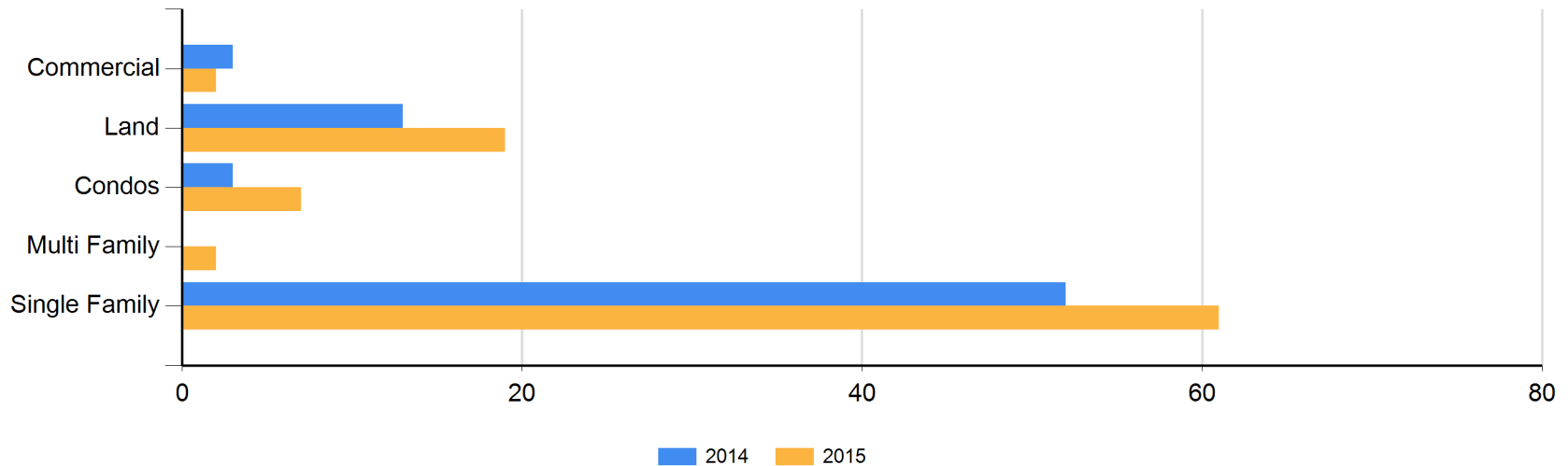


Edgartown

Second Quarter 2015
Year to Date Sales Summary

	1st Qtr				2nd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	36	13%	\$76,479,895	57%	34	48%	\$42,421,075	101%	70	\$118,900,970
Single Family	30	3%	\$73,676,125	56%	31	35%	\$40,191,075	90%	61	\$113,867,200
Multi Family	1		\$455,000		1		\$550,000		2	\$1,005,000
Condos	5	67%	\$2,348,770	41%	2		\$1,680,000		7	\$4,028,770
Land	8	167%	\$9,755,000	826%	11	10%	\$9,165,250	62%	19	\$18,920,250
Commercial	1	0%	\$2,550,000	1175%	1	-50%	\$861,600	41%	2	\$3,411,600

Sales by Property Type

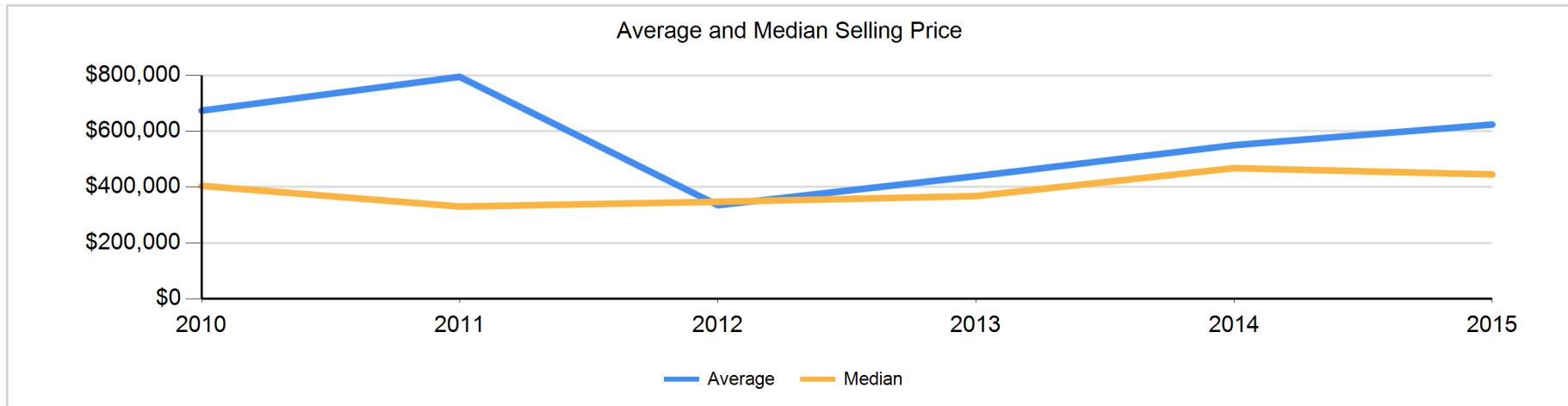




Oak Bluffs

Second Quarter 2015
Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2010	22	57%	\$673,317	43%	\$404,117	11%	102%	6%	\$14,812,984	125%	322
2011	19	-14%	\$794,431	18%	\$330,000	-18%	80%	-22%	\$15,094,186	2%	356
2012	24	26%	\$334,701	-58%	\$347,000	5%	80%	0%	\$8,032,822	-47%	567
2013	27	13%	\$438,860	31%	\$367,500	6%	99%	24%	\$11,849,211	48%	262
2014	27	0%	\$549,833	25%	\$467,500	27%	108%	9%	\$14,845,500	25%	368
2015	25	-7%	\$623,640	13%	\$445,000	-5%	111%	3%	\$15,591,000	5%	298

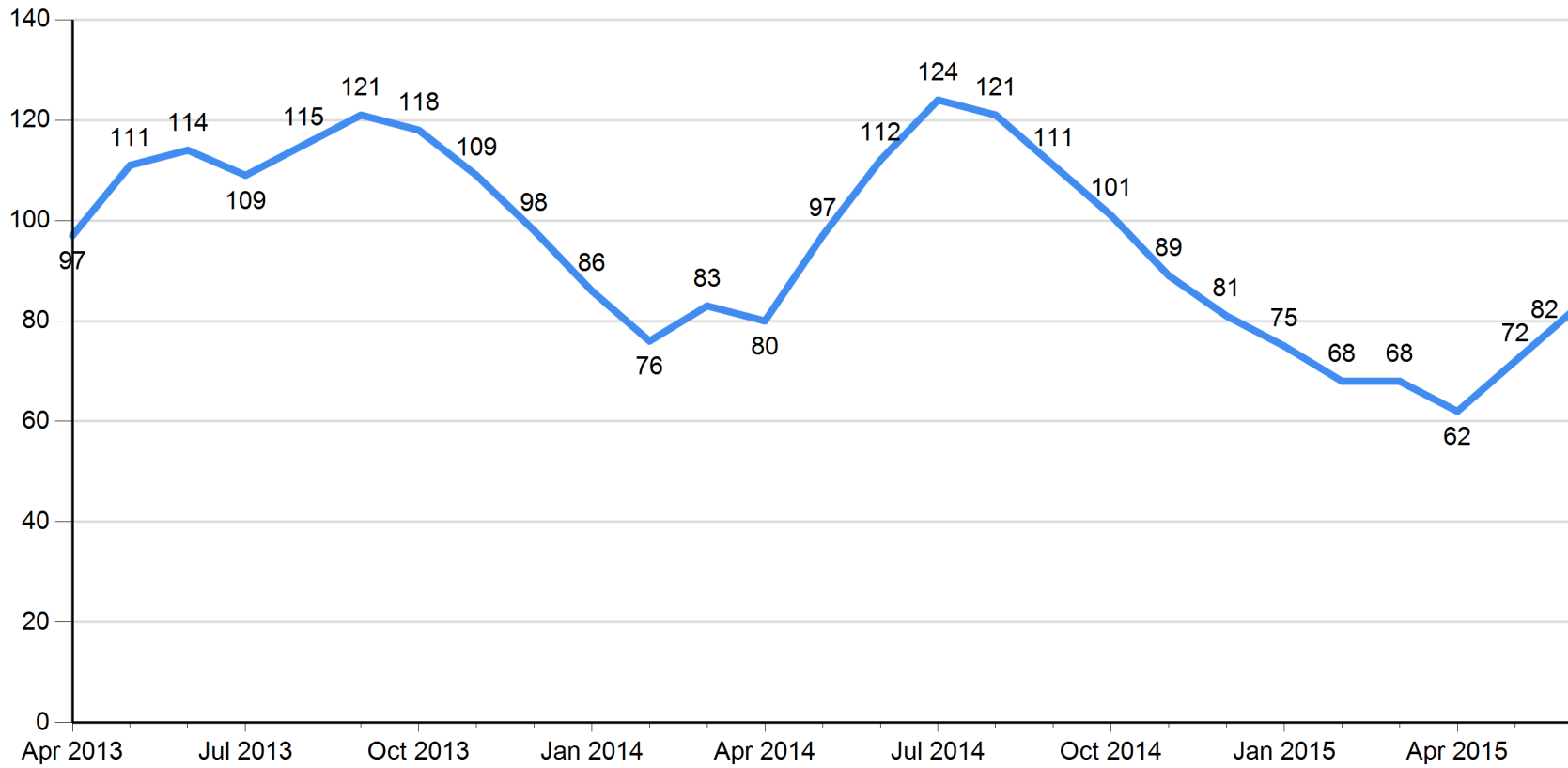




Oak Bluffs

Second Quarter 2015

Available Inventory

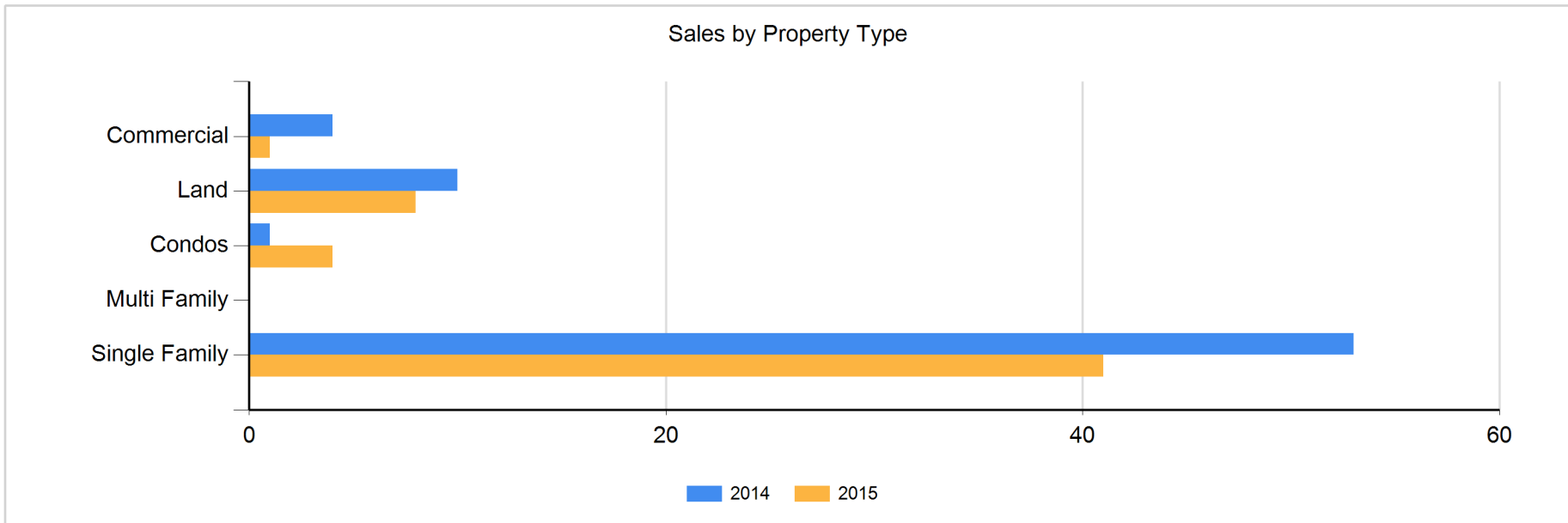




Oak Bluffs

Second Quarter 2015
Year to Date Sales Summary

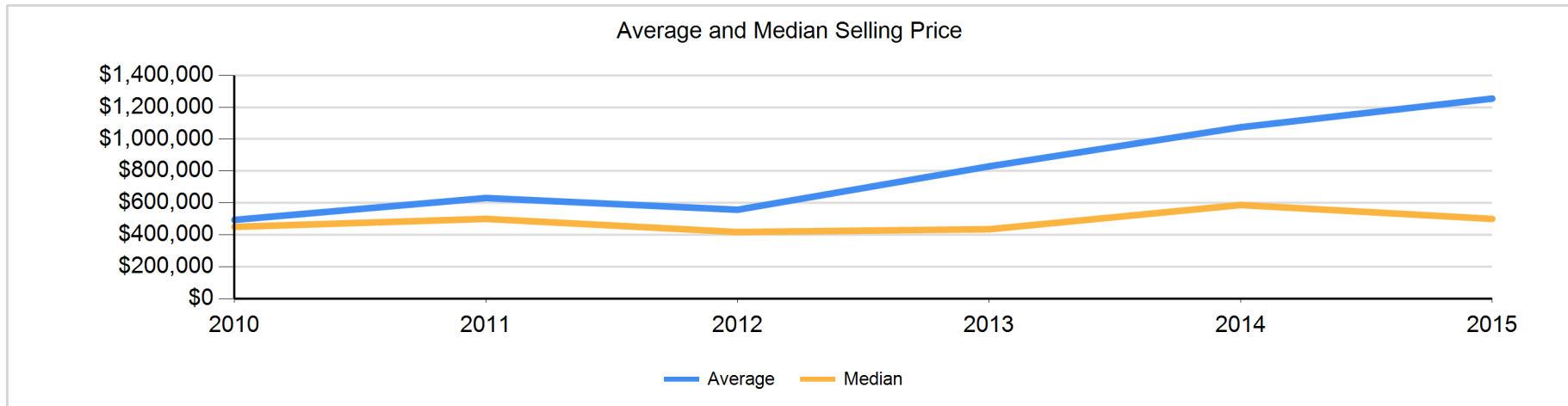
	1st Qtr				2nd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	18	-31%	\$8,984,300	-29%	27	-4%	\$16,246,000	6%	45	\$25,230,300
Single Family	16	-38%	\$8,091,500	-36%	25	-7%	\$15,591,000	5%	41	\$23,682,500
Multi Family	0				0				0	
Condos	2		\$892,800		2	100%	\$655,000	36%	4	\$1,547,800
Land	2	-71%	\$610,000	-74%	6	100%	\$1,387,500	52%	8	\$1,997,500
Commercial	1		\$1,400,000		0	-100%			1	\$1,400,000





Vineyard Haven
 Second Quarter 2015
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2010	29	222%	\$493,710	3%	\$450,000	-1%	97%	10%	\$14,317,582	232%	351
2011	15	-48%	\$630,739	28%	\$500,087	11%	87%	-10%	\$9,461,087	-34%	283
2012	18	20%	\$557,262	-12%	\$417,500	-17%	105%	21%	\$10,030,719	6%	317
2013	16	-11%	\$829,231	49%	\$435,000	4%	96%	-9%	\$13,267,700	32%	450
2014	19	19%	\$1,074,447	30%	\$587,000	35%	104%	8%	\$20,414,500	54%	213
2015	15	-21%	\$1,254,098	17%	\$500,000	-15%	117%	13%	\$18,811,464	-8%	137

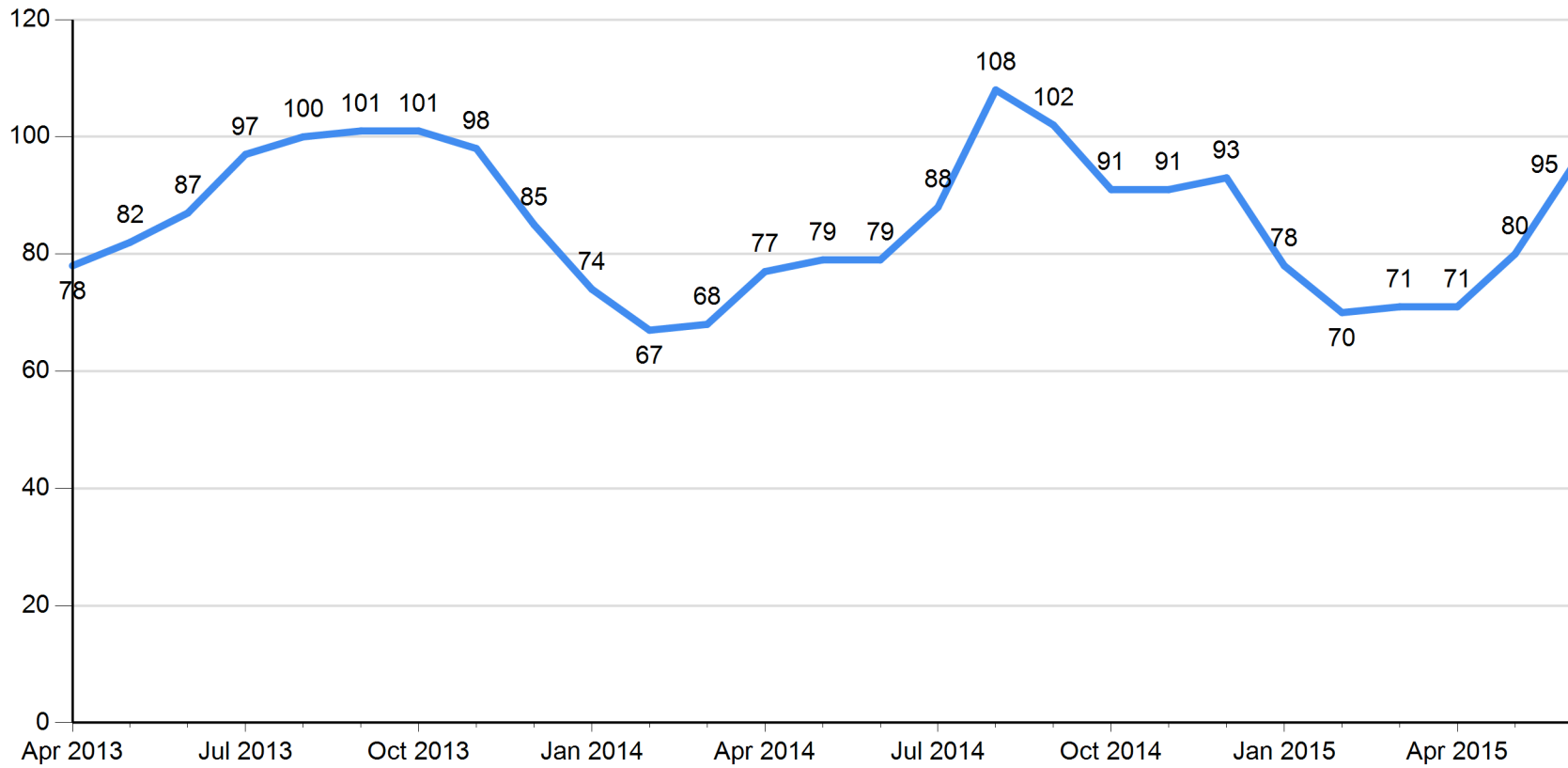




Vineyard Haven

Second Quarter 2015

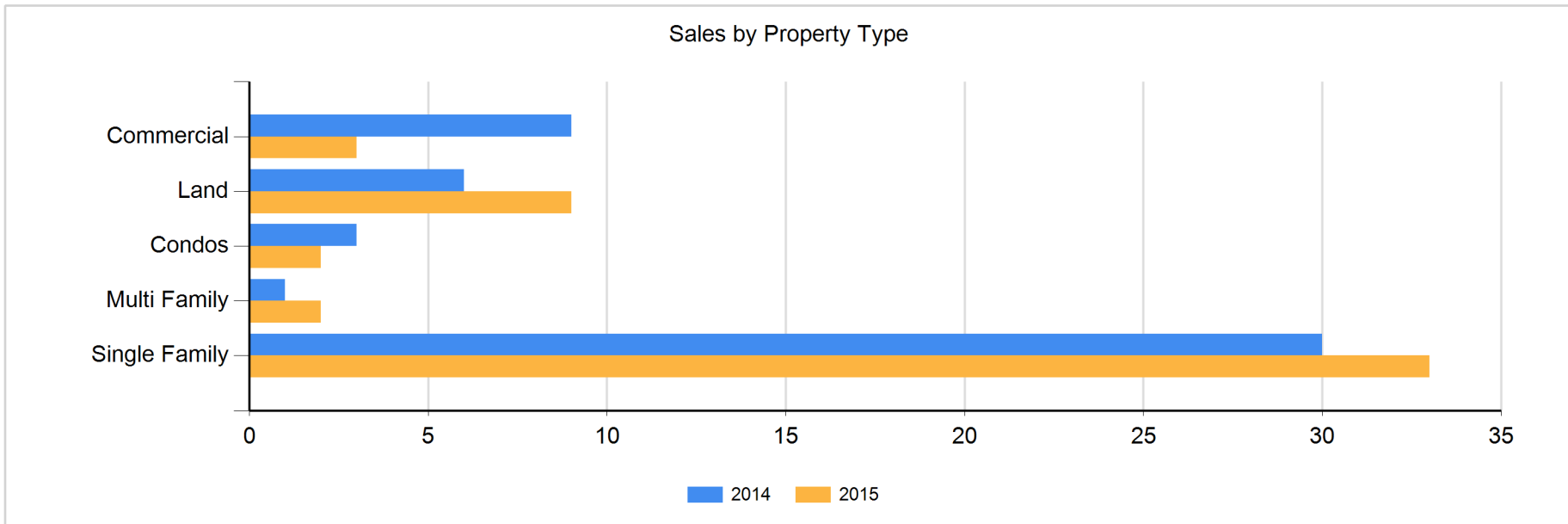
Available Inventory





Vineyard Haven
 Second Quarter 2015
 Year to Date Sales Summary

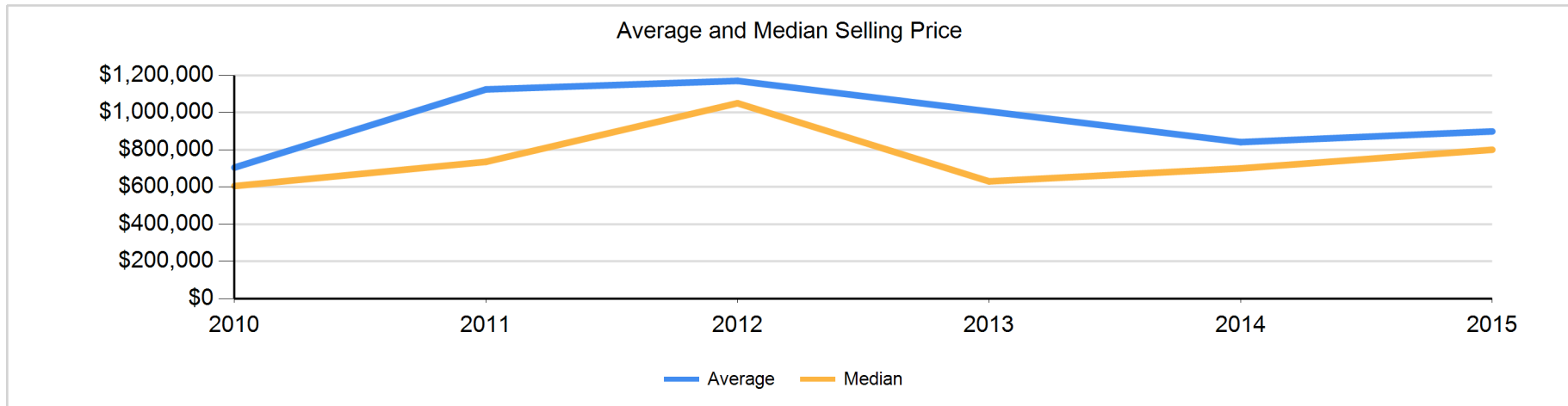
	1st Qtr				2nd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	20	33%	\$16,089,000	45%	17	-11%	\$19,124,464	-6%	37	\$35,213,464
Single Family	19	73%	\$15,559,000	56%	14	-26%	\$18,511,464	-9%	33	\$34,070,464
Multi Family	1	0%	\$530,000	-12%	1		\$300,000		2	\$830,000
Condos	0	-100%			2		\$313,000		2	\$313,000
Land	3	50%	\$1,241,750	43%	6	50%	\$3,671,000	110%	9	\$4,912,750
Commercial	1	-75%	\$1,100,000	-49%	2	-60%	\$1,870,000	-39%	3	\$2,970,000





West Tisbury
 Second Quarter 2015
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2010	14	133%	\$704,212	19%	\$605,000	-8%	112%	29%	\$9,858,968	178%	346
2011	16	14%	\$1,124,217	60%	\$735,000	21%	104%	-7%	\$17,987,471	82%	333
2012	13	-19%	\$1,169,885	4%	\$1,050,000	43%	100%	-4%	\$15,208,500	-15%	270
2013	15	15%	\$1,005,600	-14%	\$630,000	-40%	104%	4%	\$15,084,000	-1%	291
2014	6	-60%	\$841,000	-16%	\$700,000	11%	114%	10%	\$5,046,000	-67%	193
2015	6	0%	\$898,333	7%	\$800,000	14%	111%	-3%	\$5,390,000	7%	236

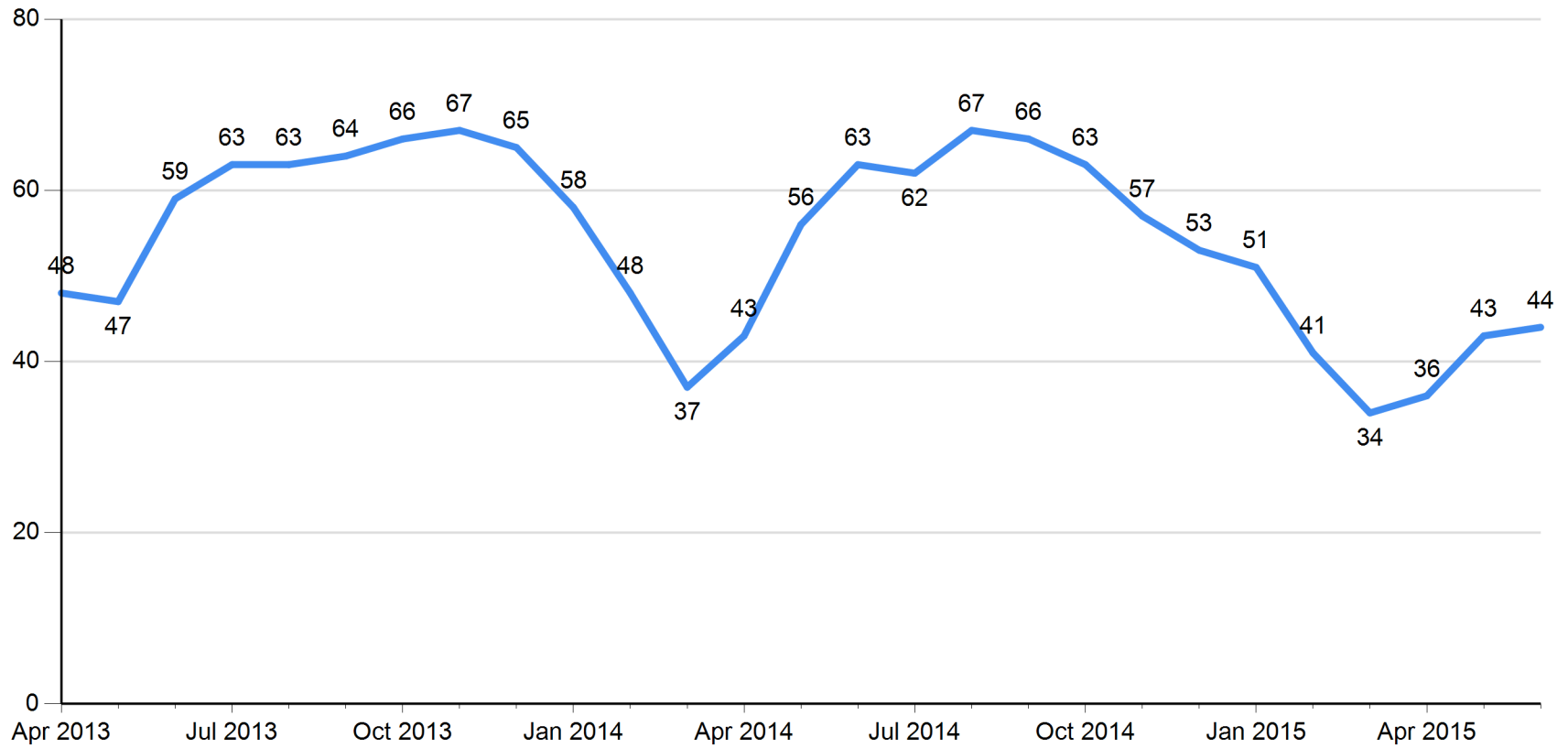




West Tisbury

Second Quarter 2015

Available Inventory





West Tisbury

Second Quarter 2015
Year to Date Sales Summary

	1st Qtr				2nd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	8	-11%	\$14,289,400	88%	6	0%	\$5,390,000	7%	14	\$19,679,400
Single Family	8	-11%	\$14,289,400	88%	6	0%	\$5,390,000	7%	14	\$19,679,400
Multi Family	0				0				0	
Condos	0				0				0	
Land	5	150%	\$2,267,500	68%	1	-67%	\$480,000	-33%	6	\$2,747,500
Commercial	0				0				0	

