



Martha's Vineyard
Third 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.

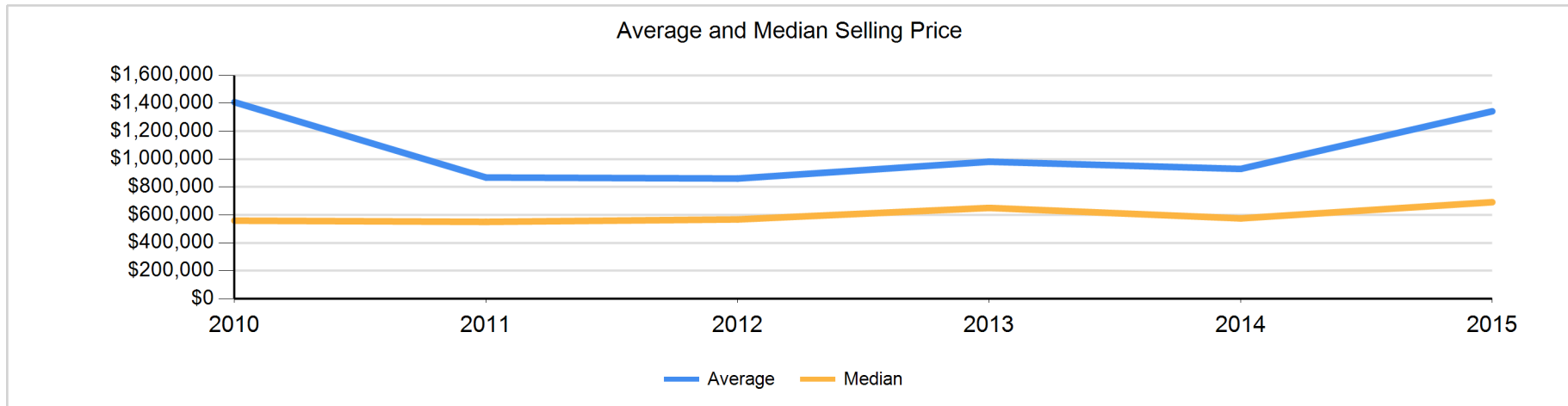


Island Wide

Third Quarter 2015

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2015	127	34%	\$1,342,036	44%	\$691,000	20%	129%	11%	\$170,438,528	93%	311

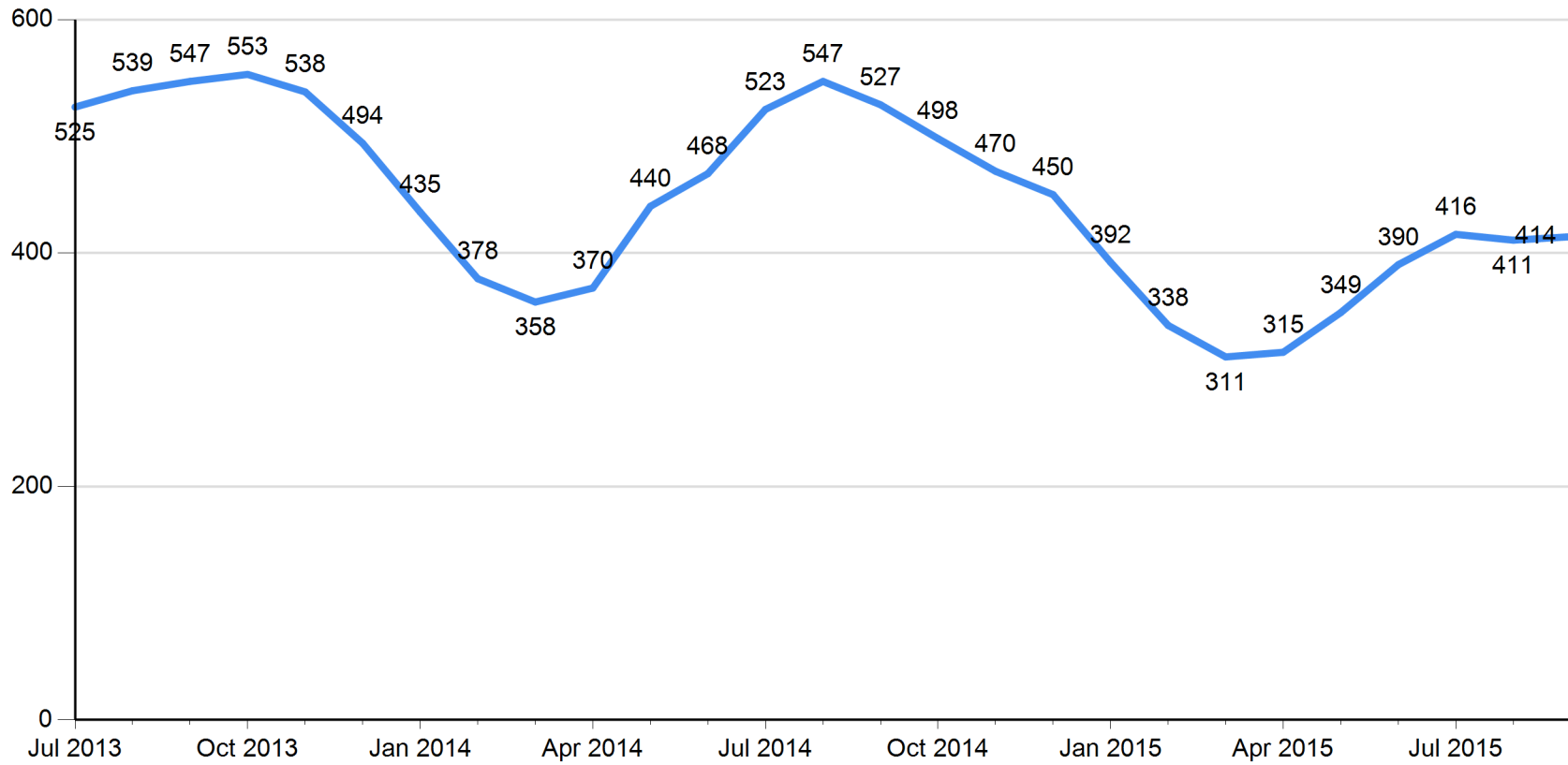




Island Wide

Third Quarter 2015

Available Inventory





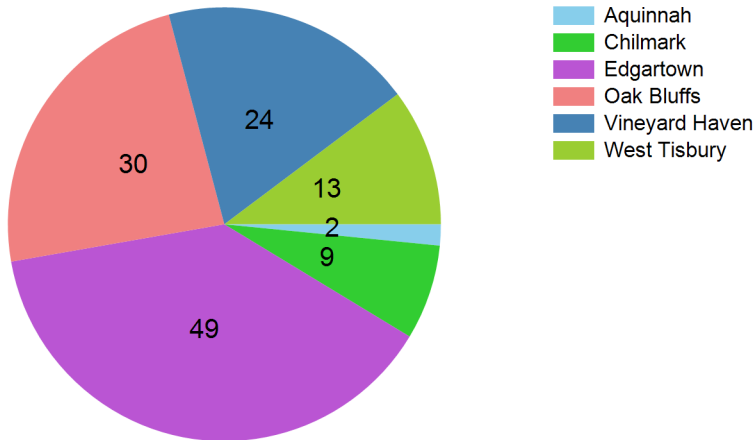
Island Wide

Third Quarter 2015

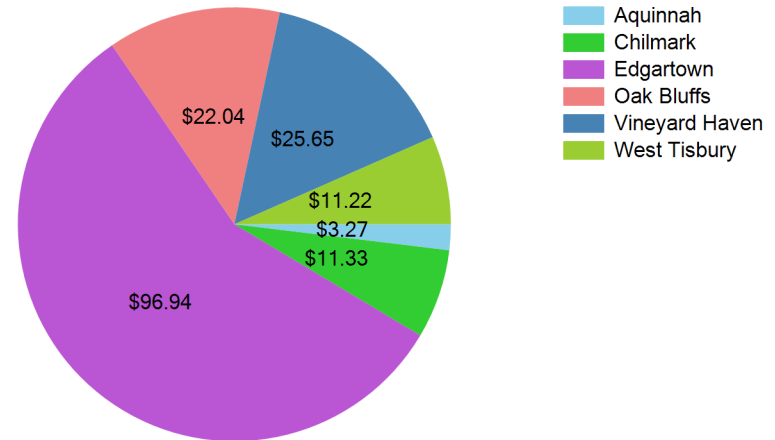
Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
Aquinnah	2	-50%	\$1,635,000	11%	\$1,635,000	42%	109%	11%	\$3,270,000	-45%	242
Chilmark	9	200%	\$1,258,444	53%	\$975,000	23%	112%	18%	\$11,326,000	360%	636
Edgartown	49	96%	\$1,978,376	72%	\$895,000	-25%	124%	-14%	\$96,940,402	236%	314
Oak Bluffs	30	-19%	\$734,583	27%	\$518,000	16%	148%	33%	\$22,037,478	3%	198
Vineyard Haven	24	33%	\$1,068,709	2%	\$582,000	-1%	108%	0%	\$25,649,014	37%	352
West Tisbury	13	63%	\$862,741	-37%	\$680,000	-45%	157%	74%	\$11,215,634	3%	266

Sales by Area



Sales by Area (\$ Millions)





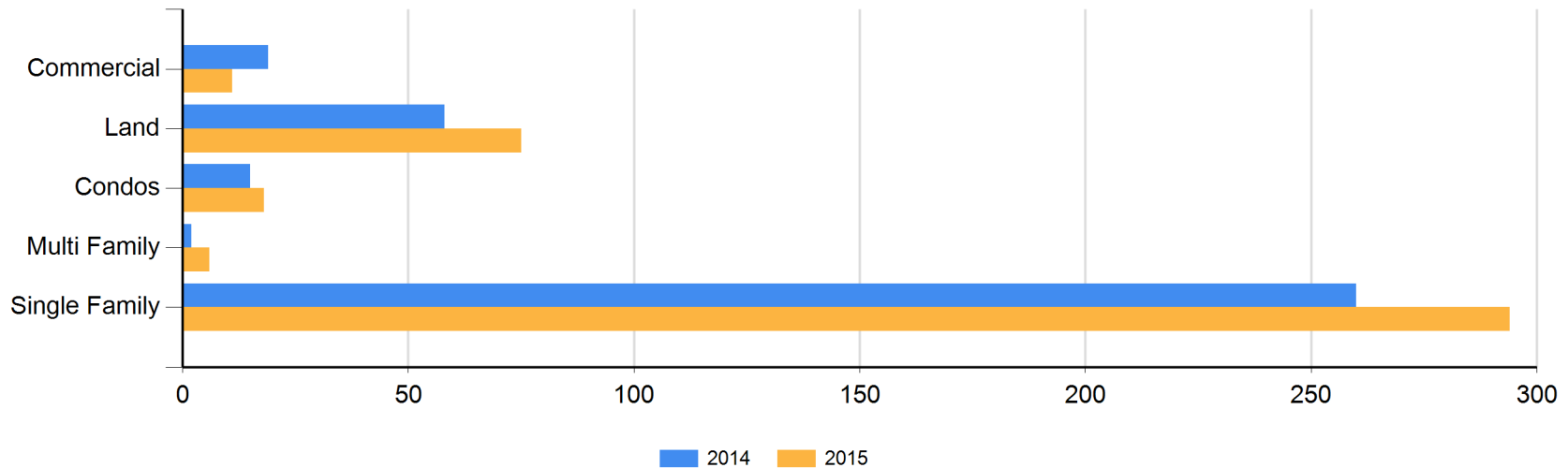
Island Wide

Third Quarter 2015

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	92	5%	\$142,131,595	54%	94	9%	\$97,303,068	29%	132	28%	\$171,611,028	87%	318	\$411,045,691
Single Family	83	2%	\$137,905,025	54%	86	1%	\$93,805,068	25%	125	33%	\$169,186,082	93%	294	\$400,896,175
Multi Family	2	100%	\$985,000	64%	2		\$850,000		2	100%	\$1,252,446	181%	6	\$3,087,446
Condos	7	17%	\$3,241,570	50%	6	500%	\$2,648,000	452%	5	-38%	\$1,172,500	-64%	18	\$7,062,070
Land	21	17%	\$15,348,750	113%	28	17%	\$26,326,250	93%	26	63%	\$17,653,280	34%	75	\$59,328,280
Commercial	3	-40%	\$5,050,000	115%	3	-73%	\$2,731,600	-71%	5	67%	\$2,866,000	-33%	11	\$10,647,600

Sales by Property Type

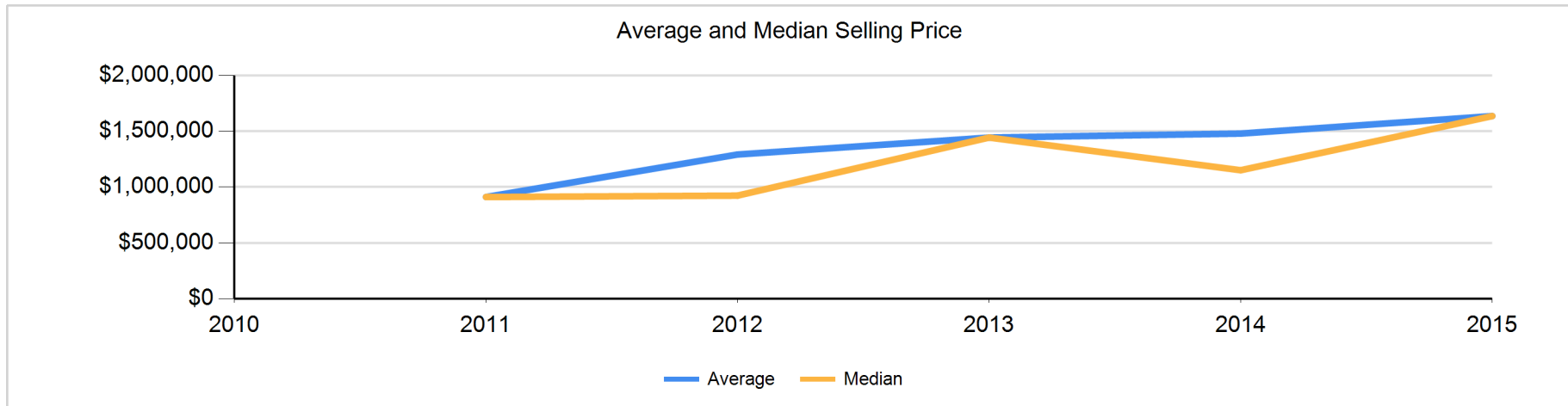




Aquinnah

Third Quarter 2015 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2015	2	-50%	\$1,635,000	11%	\$1,635,000	42%	109%	11%	\$3,270,000	-45%	242

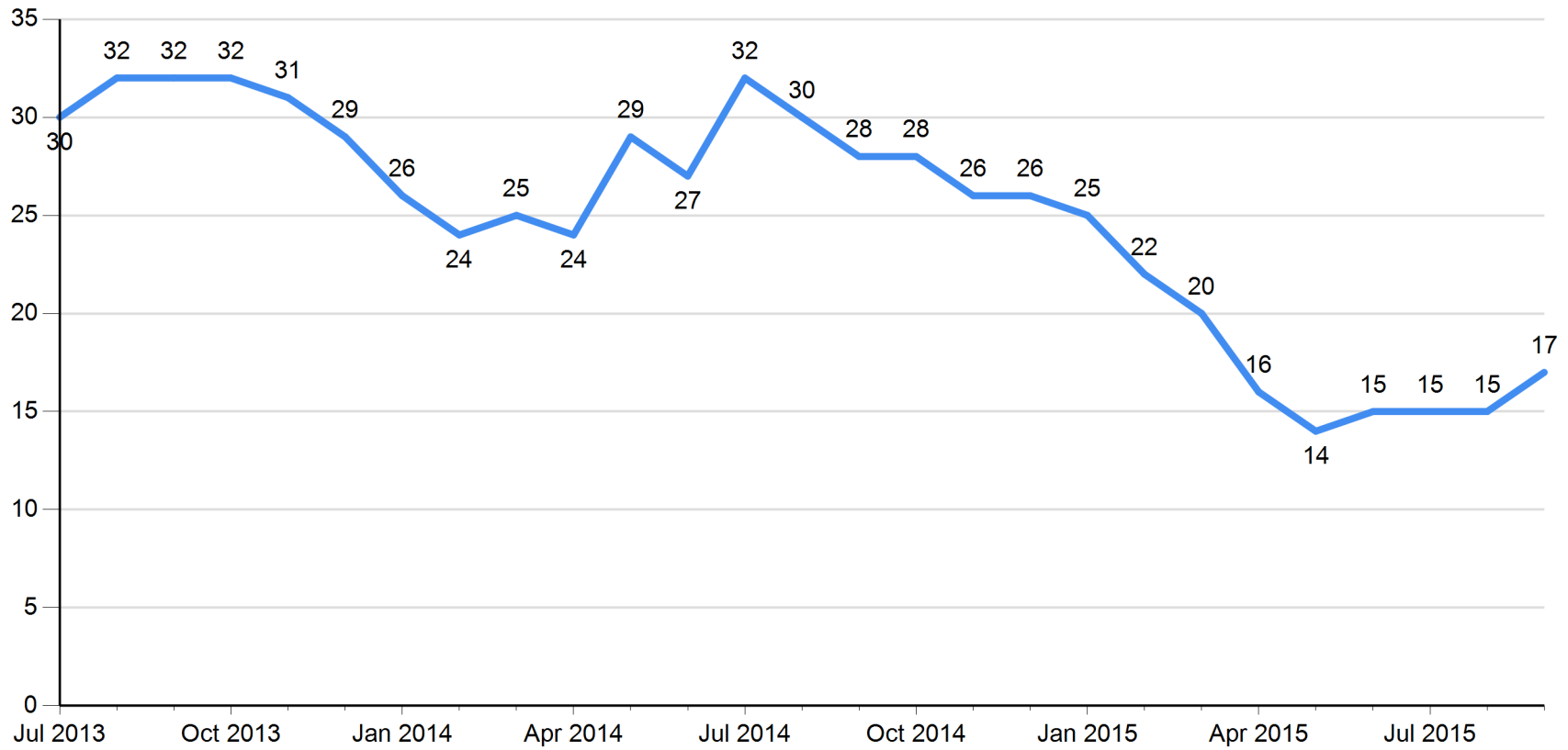




Aquinnah

Third Quarter 2015

Available Inventory

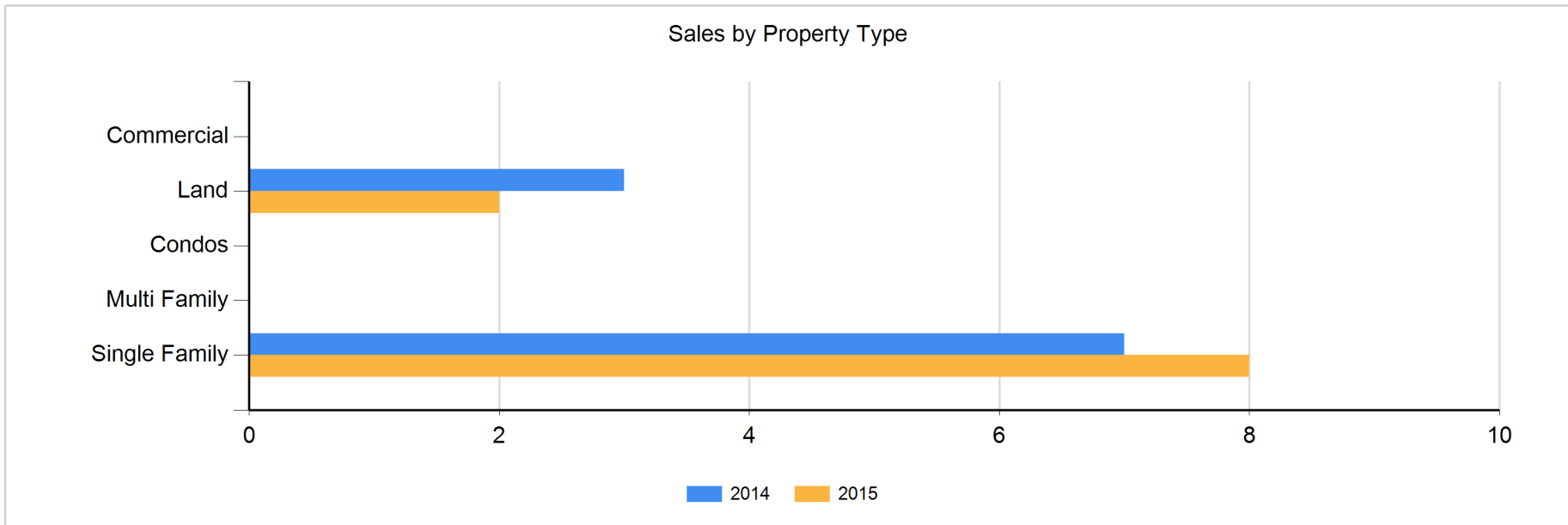




Aquinnah

Third Quarter 2015
Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	4		\$9,821,500		2	-33%	\$2,405,000	9%	2	-50%	\$3,270,000	-45%	8	\$15,496,500
Single Family	4		\$9,821,500		2	-33%	\$2,405,000	9%	2	-50%	\$3,270,000	-45%	8	\$15,496,500
Multi Family	0				0				0				0	
Condos	0				0				0				0	
Land	0	-100%			1	0%	\$87,500	-71%	1	0%	\$265,000	-40%	2	\$352,500
Commercial	0				0				0				0	

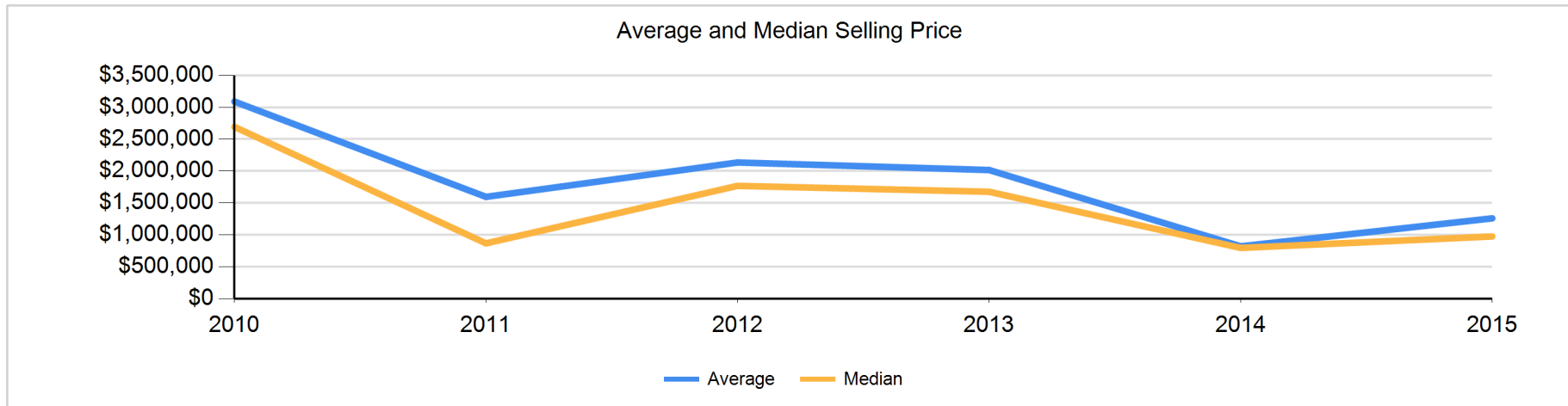




Chilmark

Third Quarter 2015 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2015	9	200%	\$1,258,444	53%	\$975,000	23%	112%	18%	\$11,326,000	360%	636

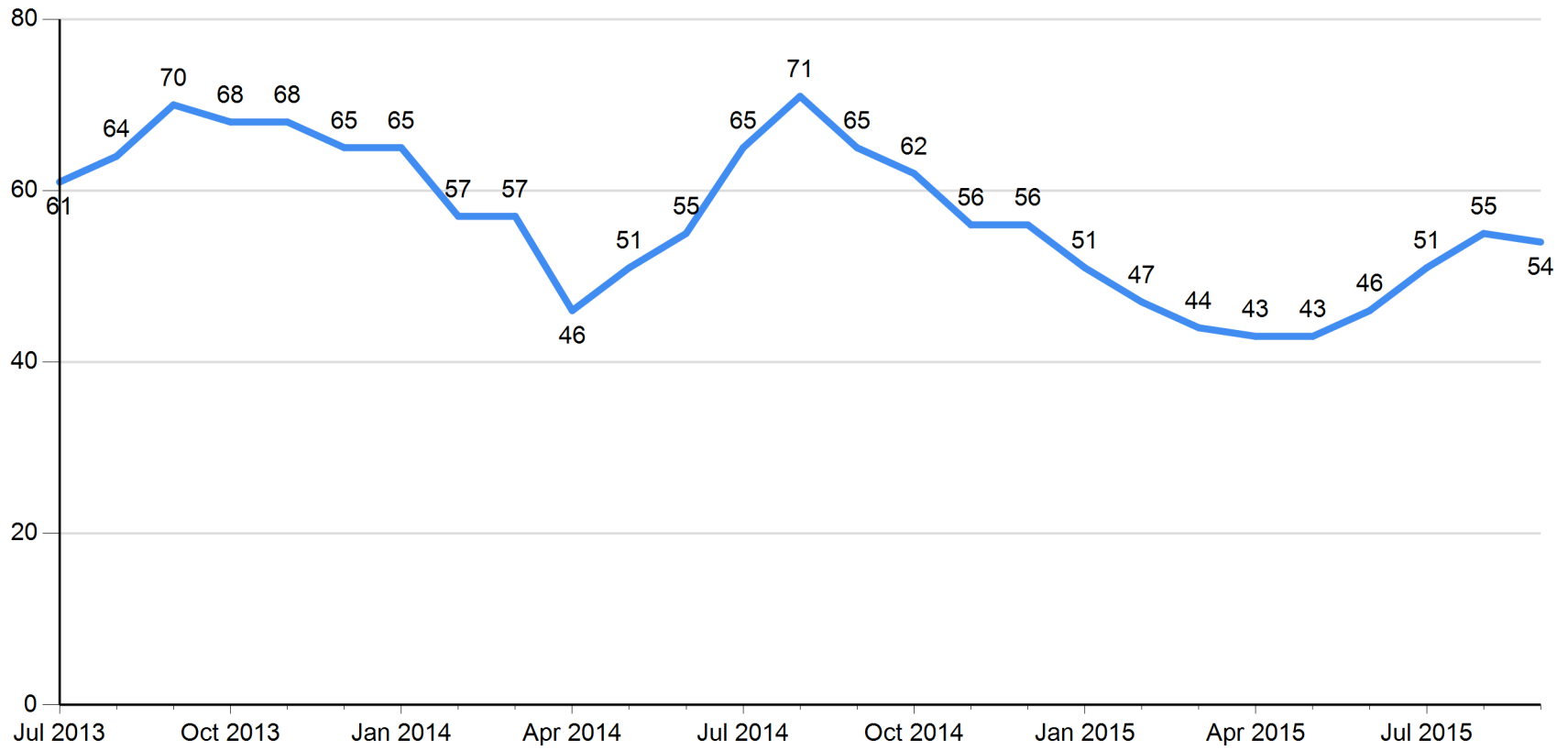




Chilmark

Third Quarter 2015

Available Inventory

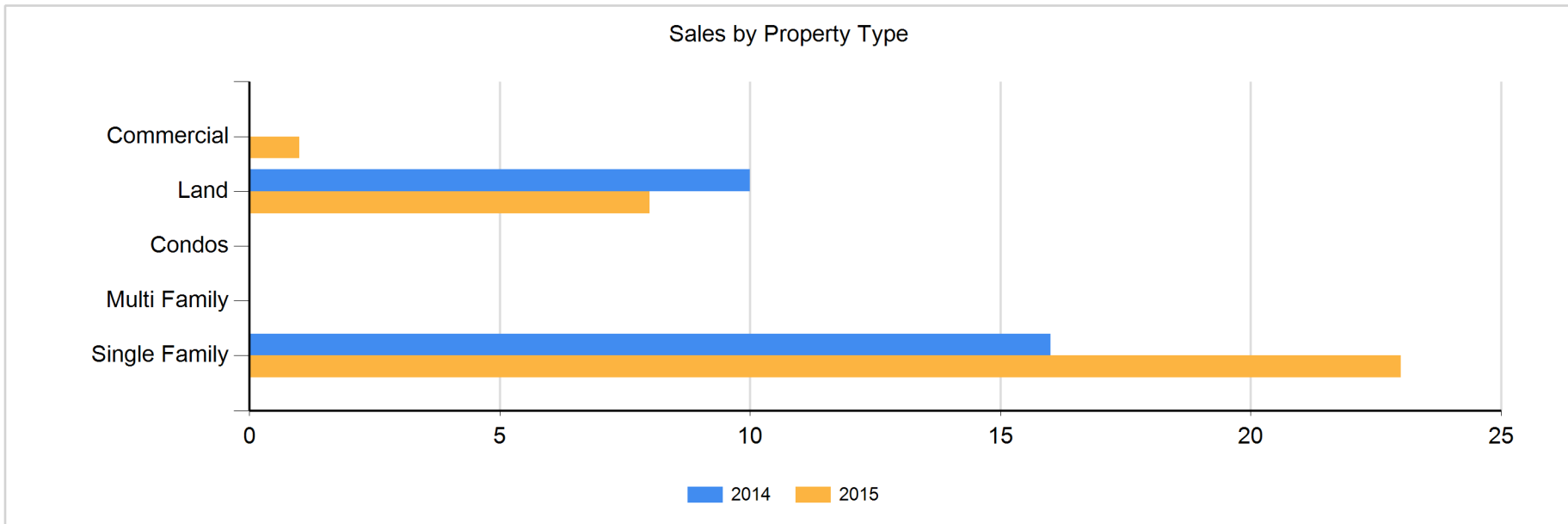




Chilmark

Third Quarter 2015
Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	6	0%	\$16,467,500	36%	8	14%	\$11,716,529	2%	9	200%	\$11,326,000	360%	23	\$39,510,029
Single Family	6	0%	\$16,467,500	36%	8	14%	\$11,716,529	2%	9	200%	\$11,326,000	360%	23	\$39,510,029
Multi Family	0				0				0				0	
Condos	0				0				0				0	
Land	3	0%	\$1,474,500	12%	3	0%	\$13,335,000	210%	2	-50%	\$2,700,000	-69%	8	\$17,509,500
Commercial	0				0				1		\$1,006,000		1	\$1,006,000



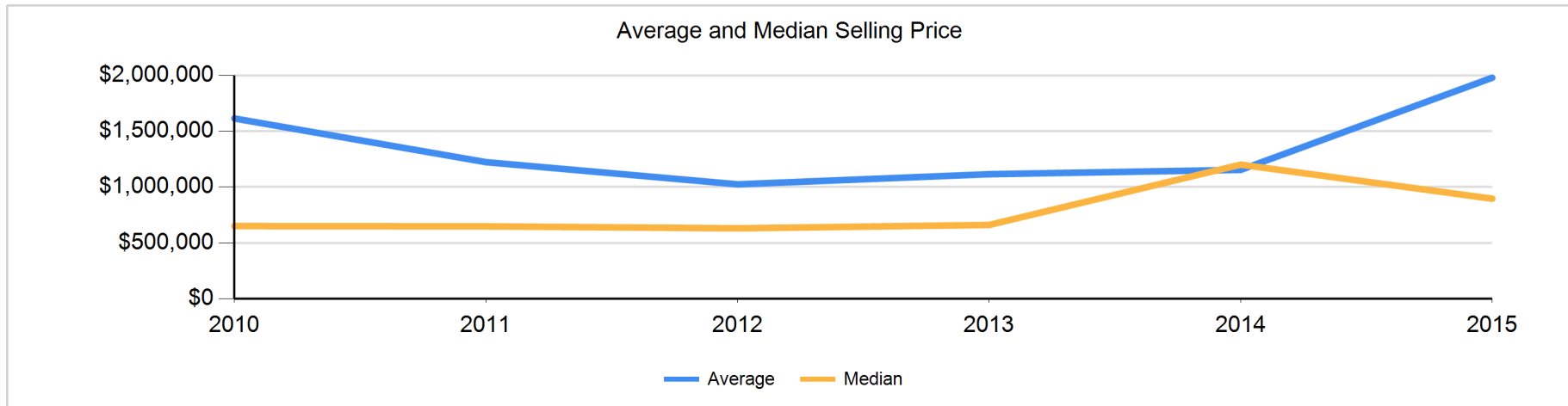


Edgartown

Third Quarter 2015

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2015	49	96%	\$1,978,376	72%	\$895,000	-25%	124%	-14%	\$96,940,402	236%	314

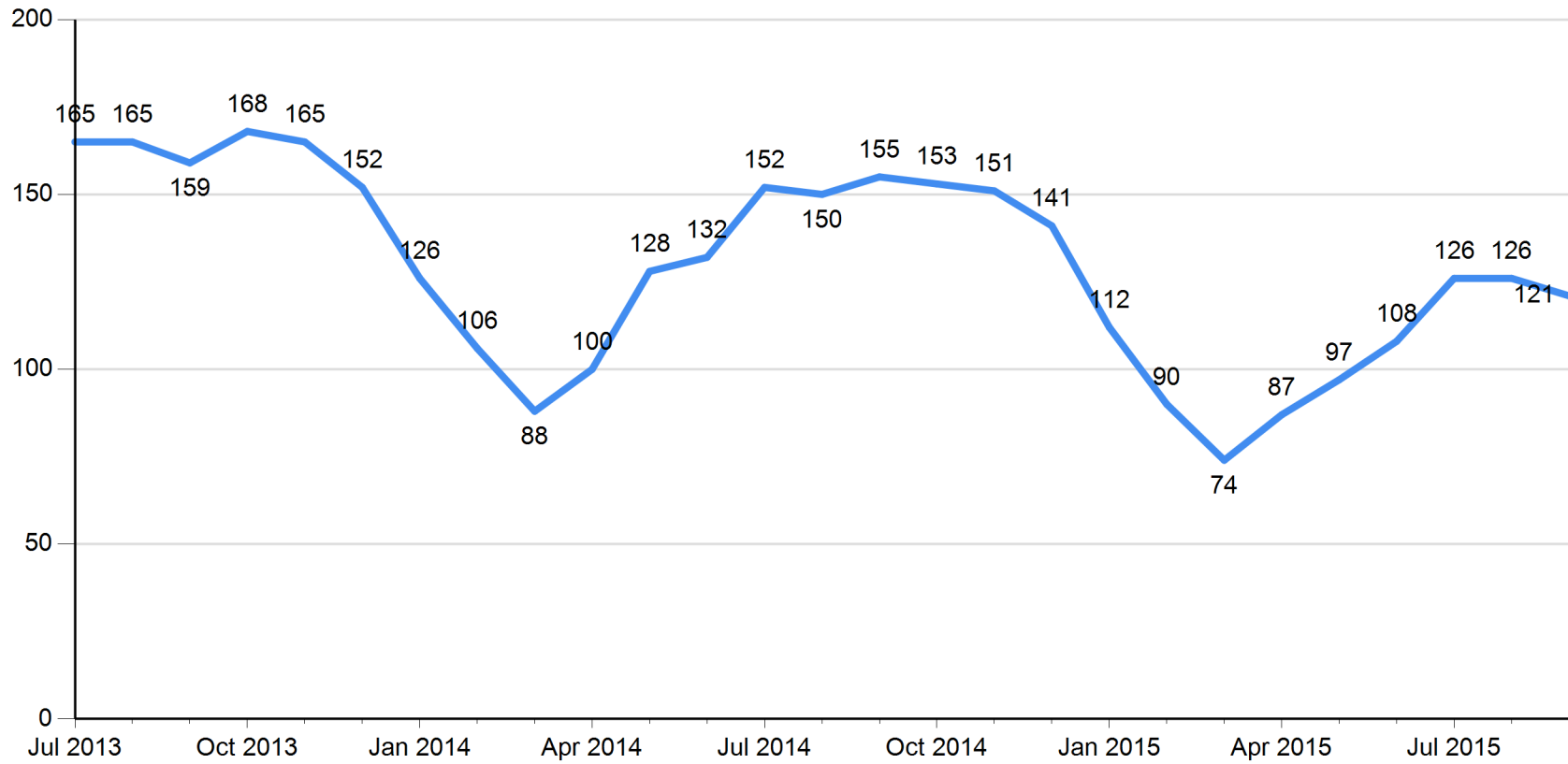




Edgartown

Third Quarter 2015

Available Inventory



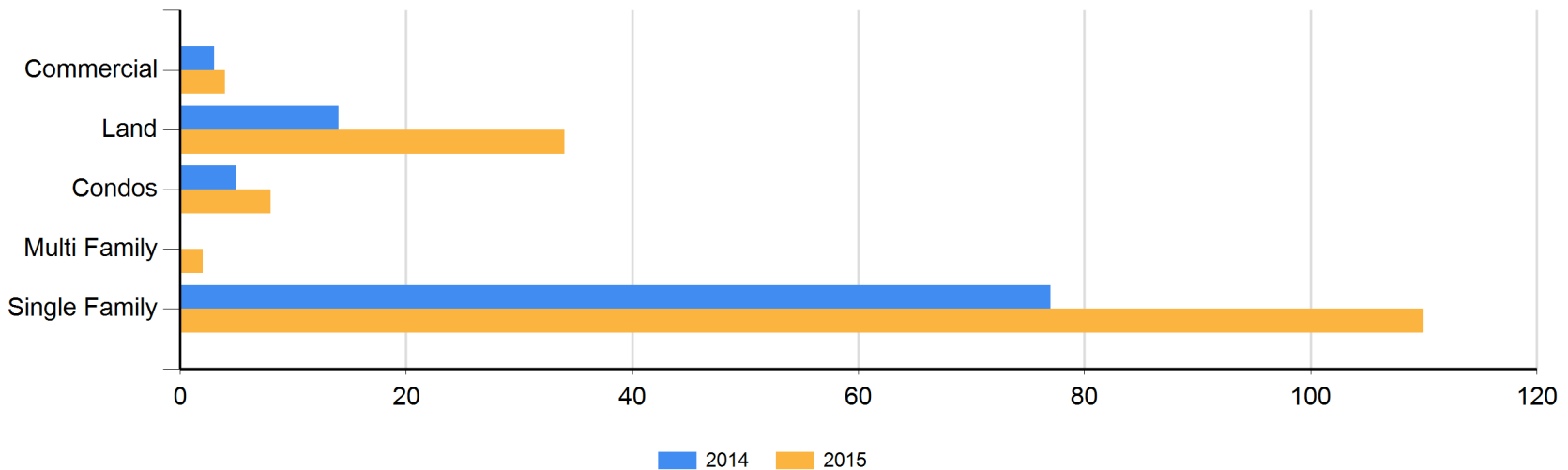


Edgartown

Third Quarter 2015
Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	36	13%	\$76,479,895	57%	34	48%	\$42,421,075	101%	50	85%	\$97,515,402	225%	120	\$216,416,372
Single Family	30	3%	\$73,676,125	56%	31	35%	\$40,191,075	90%	49	96%	\$96,940,402	236%	110	\$210,807,602
Multi Family	1		\$455,000		1		\$550,000		0				2	\$1,005,000
Condos	5	67%	\$2,348,770	41%	2		\$1,680,000		1	-50%	\$575,000	-51%	8	\$4,603,770
Land	8	167%	\$9,755,000	826%	11	10%	\$9,165,250	62%	15	1400%	\$9,678,780	2665%	34	\$28,599,030
Commercial	1	0%	\$2,550,000	1175%	1	-50%	\$861,600	41%	2		\$1,045,000		4	\$4,456,600

Sales by Property Type

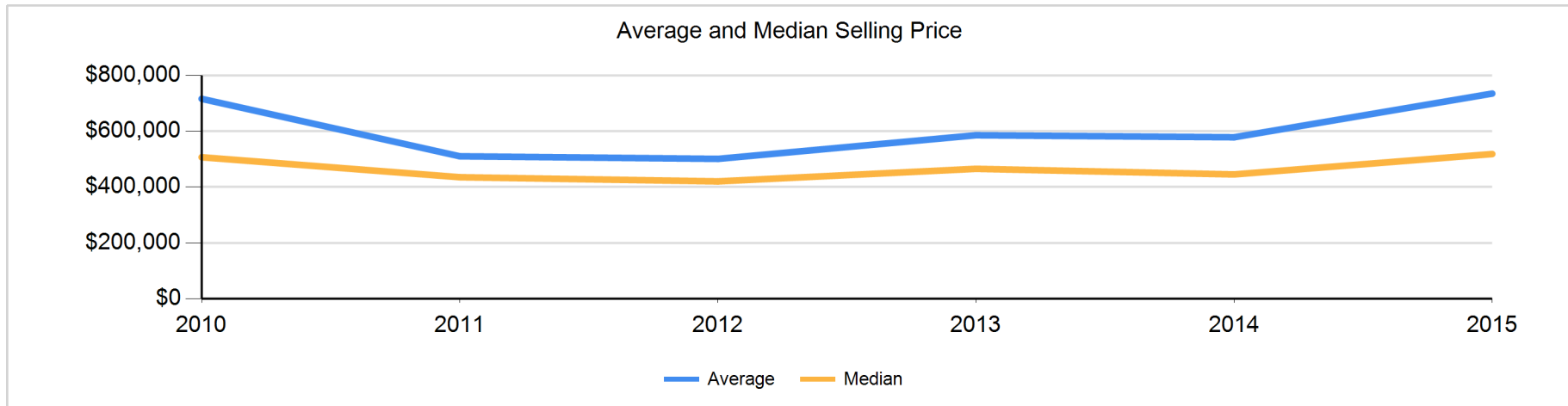




Oak Bluffs

Third Quarter 2015
Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2015	30	-19%	\$734,583	27%	\$518,000	16%	148%	33%	\$22,037,478	3%	198

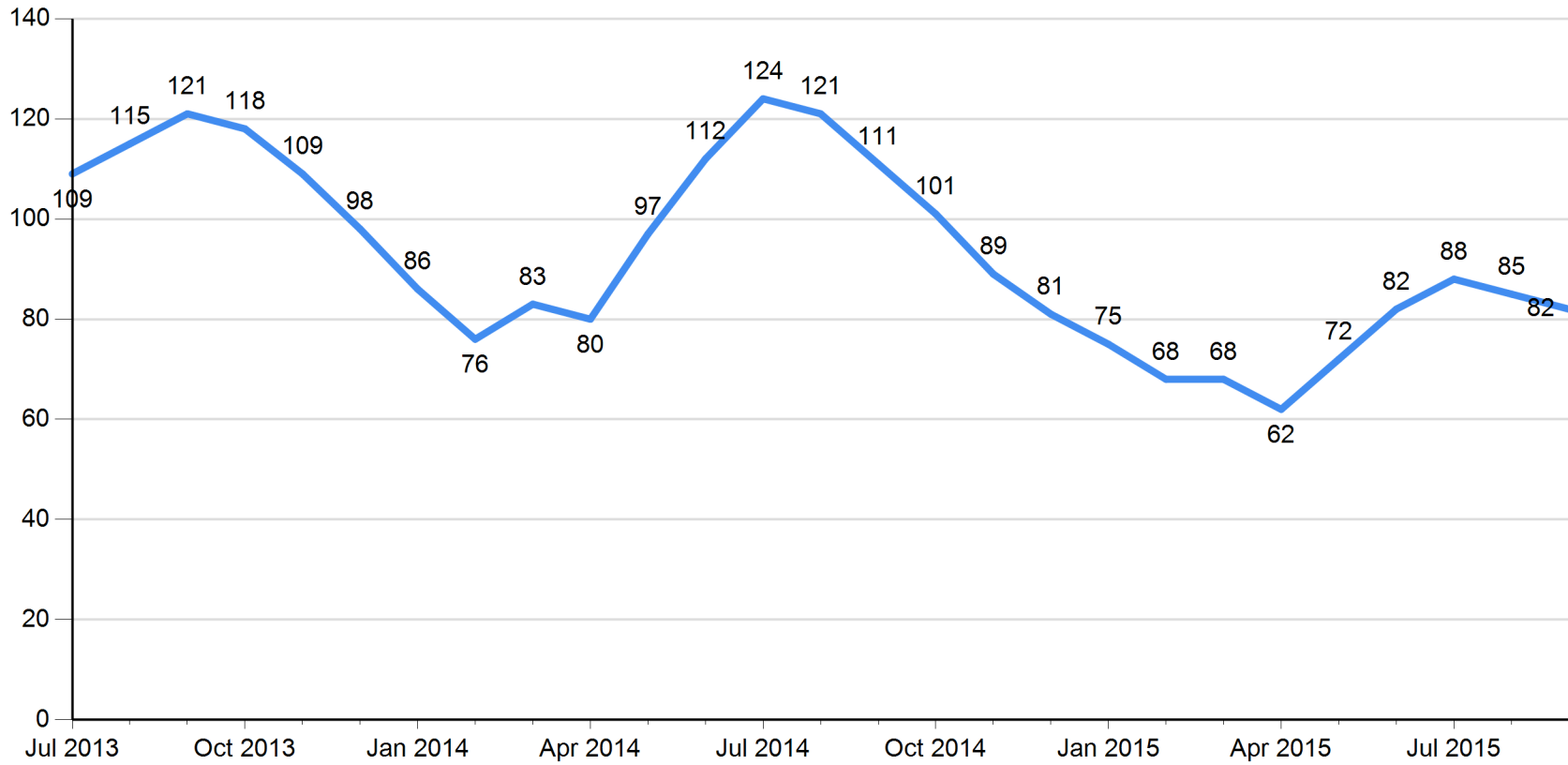




Oak Bluffs

Third Quarter 2015

Available Inventory

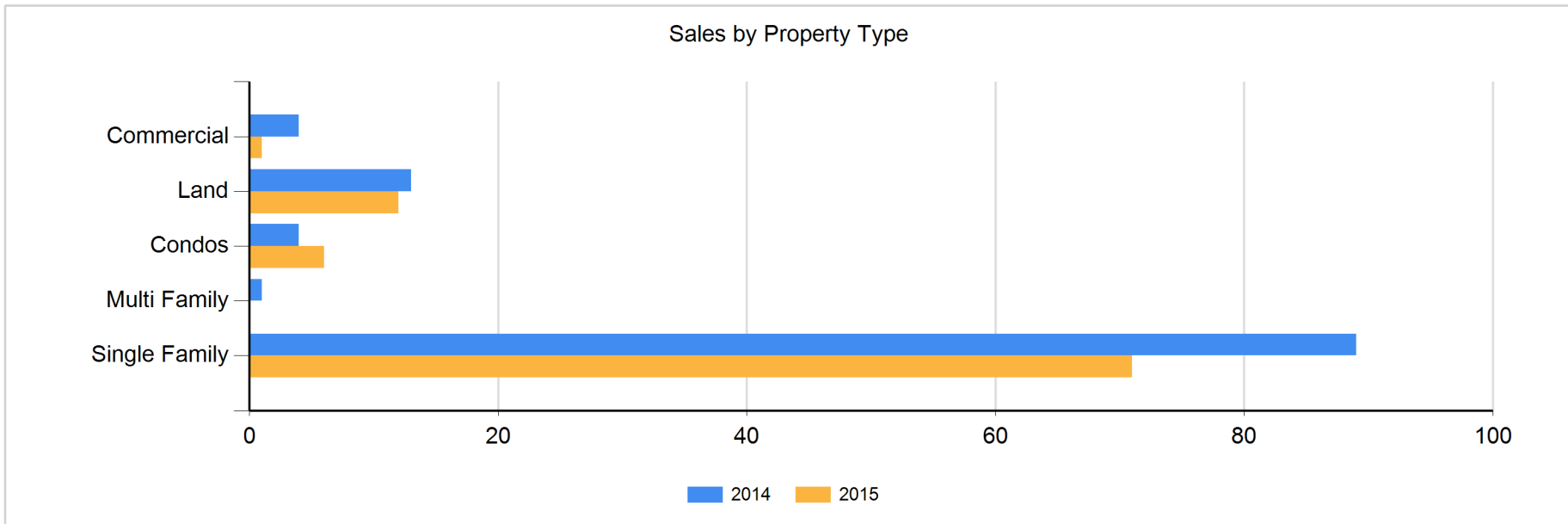




Oak Bluffs

Third Quarter 2015
Year to Date Sales Summary

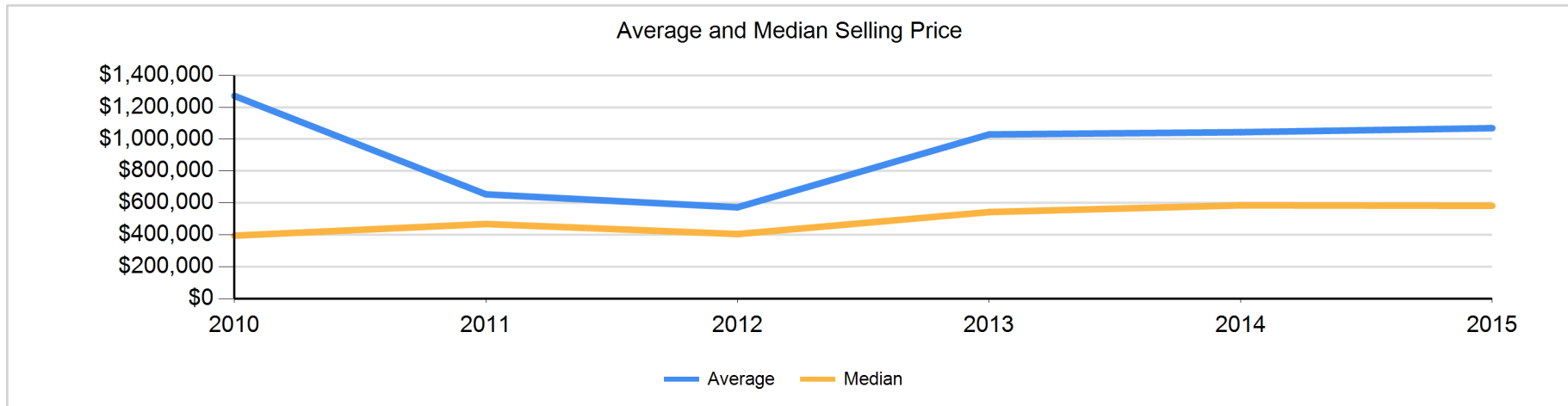
	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	18	-31%	\$8,984,300	-29%	27	-4%	\$16,246,000	6%	32	-20%	\$22,511,978	1%	77	\$47,742,278
Single Family	16	-38%	\$8,091,500	-36%	25	-7%	\$15,591,000	5%	30	-17%	\$22,037,478	5%	71	\$45,719,978
Multi Family	0				0				0	-100%			0	
Condos	2		\$892,800		2	100%	\$655,000	36%	2	-33%	\$474,500	-42%	6	\$2,022,300
Land	2	-71%	\$610,000	-74%	6	100%	\$1,387,500	52%	4	33%	\$914,500	-24%	12	\$2,912,000
Commercial	1		\$1,400,000		0	-100%			0				1	\$1,400,000





Vineyard Haven
 Third Quarter 2015
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2015	24	33%	\$1,068,709	2%	\$582,000	-1%	108%	0%	\$25,649,014	37%	352

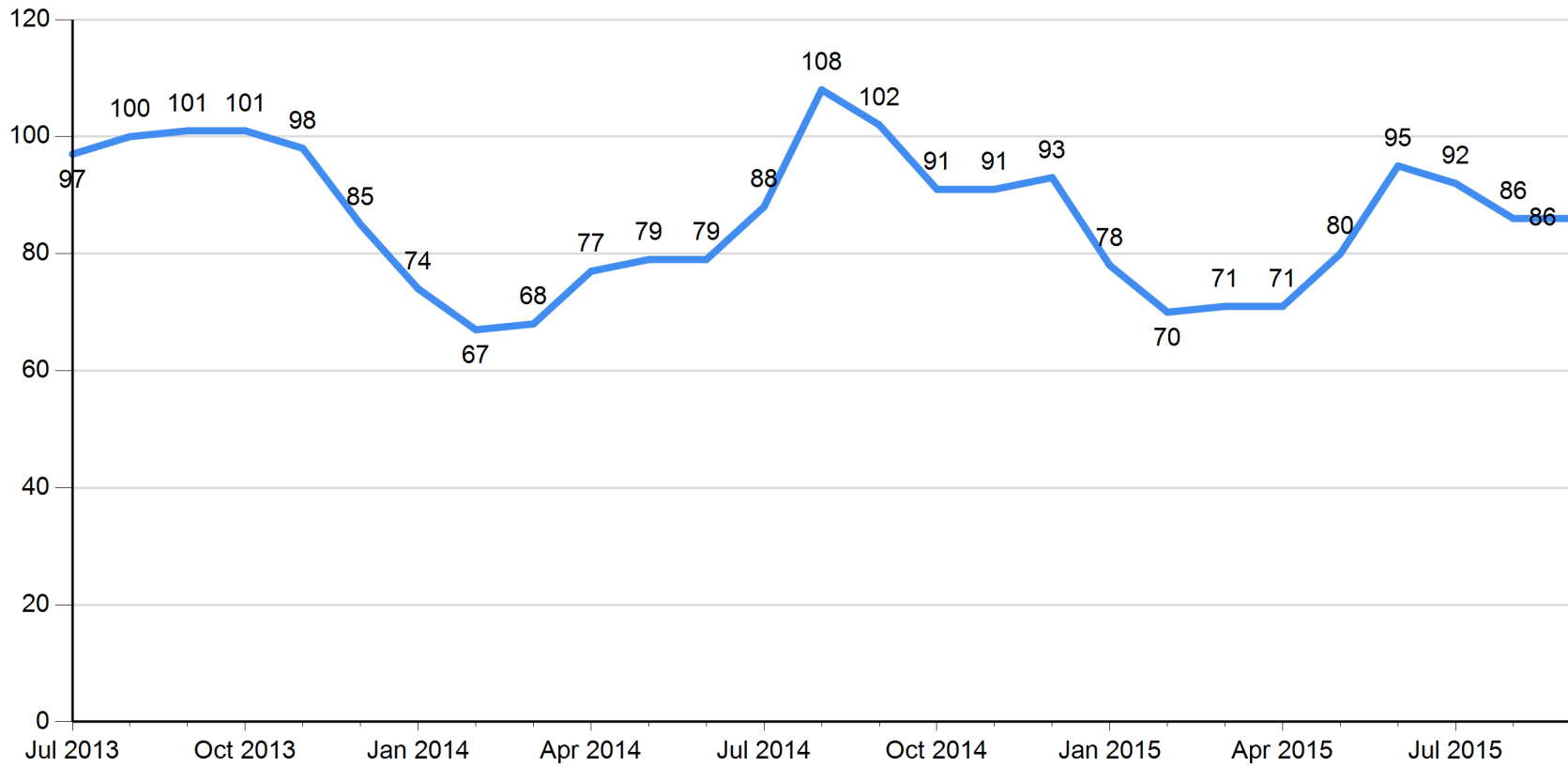




Vineyard Haven

Third Quarter 2015

Available Inventory





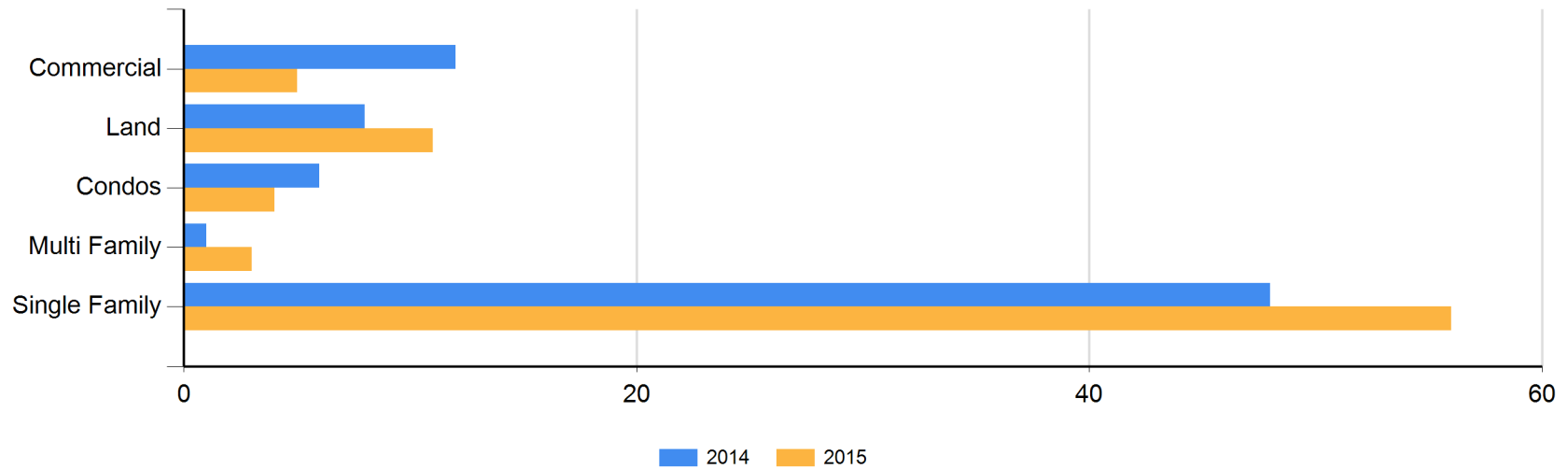
Vineyard Haven

Third Quarter 2015

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	20	33%	\$16,089,000	45%	17	-11%	\$19,124,464	-6%	26	24%	\$25,772,014	28%	63	\$60,985,478
Single Family	19	73%	\$15,559,000	56%	14	-26%	\$18,511,464	-9%	23	28%	\$24,966,568	33%	56	\$59,037,032
Multi Family	1	0%	\$530,000	-12%	1		\$300,000		1		\$682,446		3	\$1,512,446
Condos	0	-100%			2		\$313,000		2	-33%	\$123,000	-91%	4	\$436,000
Land	3	50%	\$1,241,750	43%	6	50%	\$1,871,000	7%	2	0%	\$1,390,000	129%	11	\$4,502,750
Commercial	1	-75%	\$1,100,000	-49%	2	-60%	\$1,870,000	-39%	2	-33%	\$815,000	-81%	5	\$3,785,000

Sales by Property Type



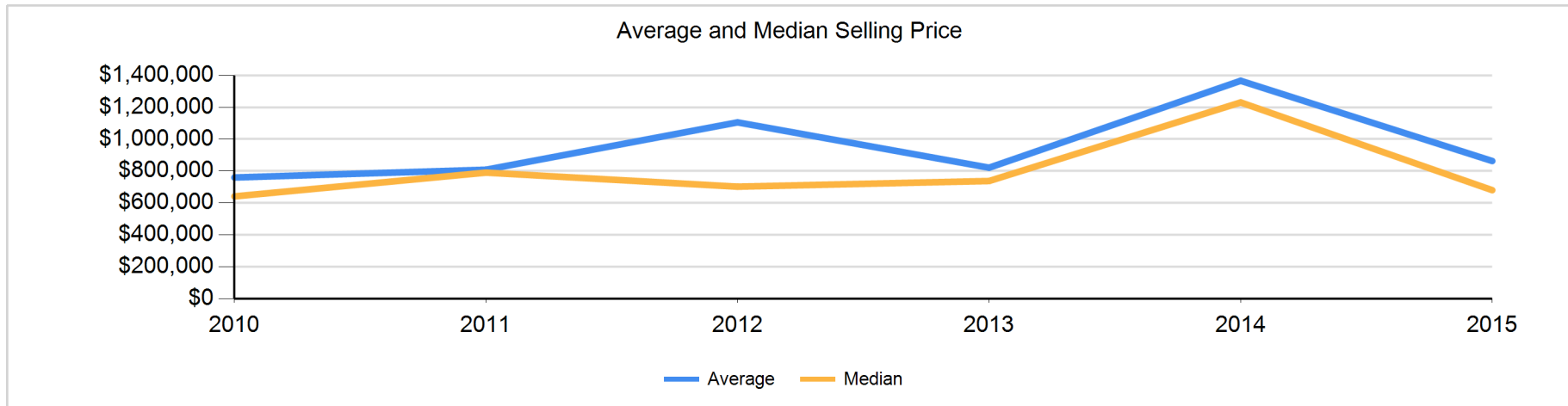


West Tisbury

Third Quarter 2015

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
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
2015	13	63%	\$862,741	-37%	\$680,000	-45%	157%	74%	\$11,215,634	3%	266

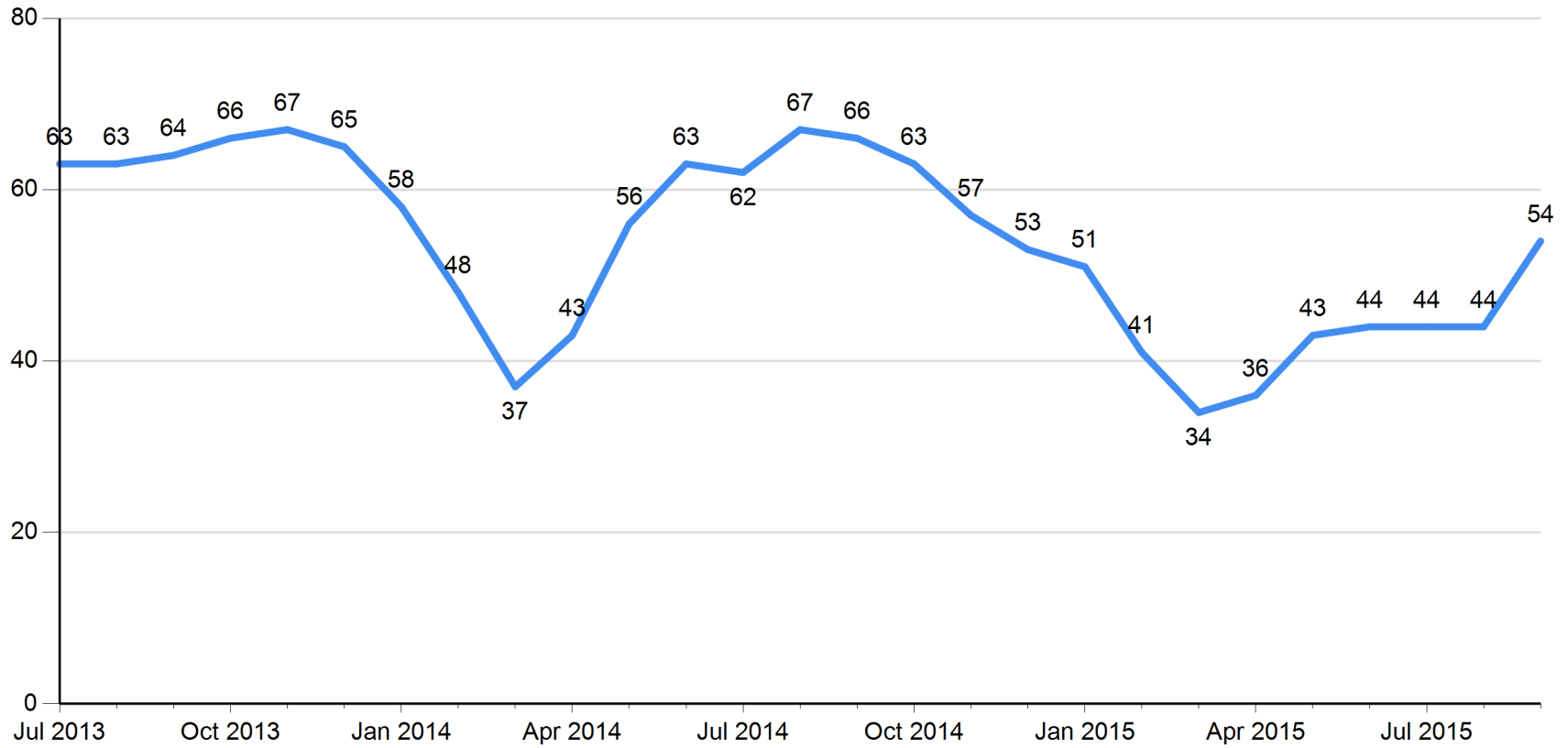




West Tisbury

Third Quarter 2015

Available Inventory





West Tisbury

Third Quarter 2015

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr				Total	
	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	%+-	\$ Volume	%+-	Sales	\$ Volume
Residential	8	-11%	\$14,289,400	88%	6	0%	\$5,390,000	7%	13	63%	\$11,215,634	3%	27	\$30,895,034
Single Family	8	-11%	\$14,289,400	88%	6	0%	\$5,390,000	7%	12	50%	\$10,645,634	-3%	26	\$30,325,034
Multi Family	0				0				1		\$570,000		1	\$570,000
Condos	0				0				0				0	
Land	5	150%	\$2,267,500	68%	1	-67%	\$480,000	-33%	2	-60%	\$2,705,000	49%	8	\$5,452,500
Commercial	0				0				0				0	

