



Martha's Vineyard
Fourth 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.

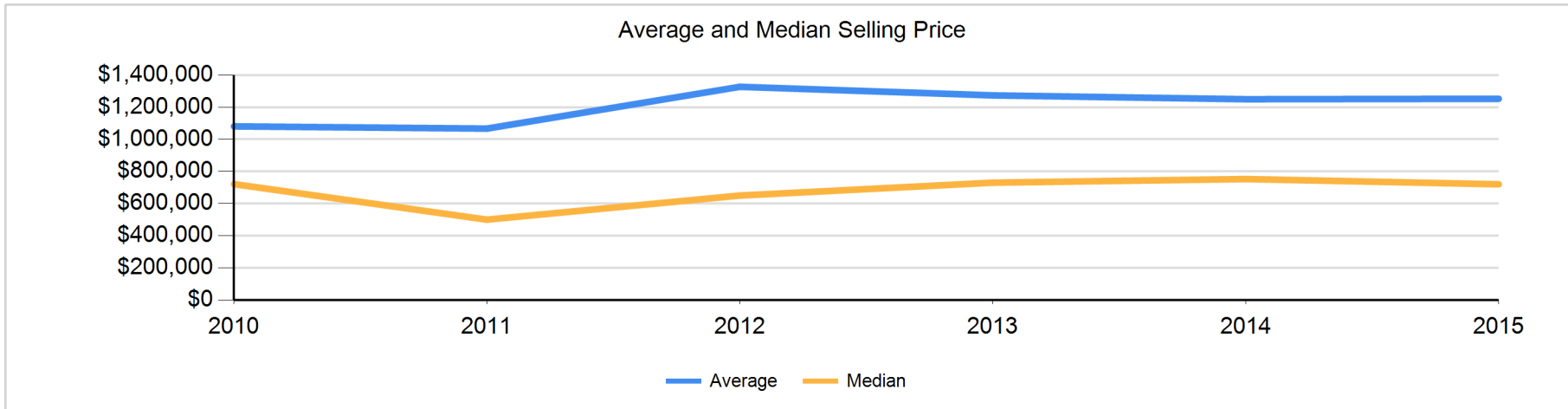
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



Island Wide
Fourth Quarter 2015
Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2010	92	-9%	\$1,080,318	21%	\$721,000	18%	110%	16%	\$99,389,229	10%	308
2011	93	1%	\$1,066,504	-1%	\$499,900	-31%	98%	-11%	\$99,184,840	0%	222
2012	113	22%	\$1,326,566	24%	\$650,000	30%	108%	10%	\$149,902,005	51%	285
2013	114	1%	\$1,273,116	-4%	\$730,000	12%	113%	5%	\$145,135,253	-3%	208
2014	116	2%	\$1,249,259	-2%	\$752,500	3%	115%	2%	\$144,913,998	0%	221
2015	141	22%	\$1,252,078	0%	\$720,000	-4%	127%	10%	\$176,543,030	22%	140



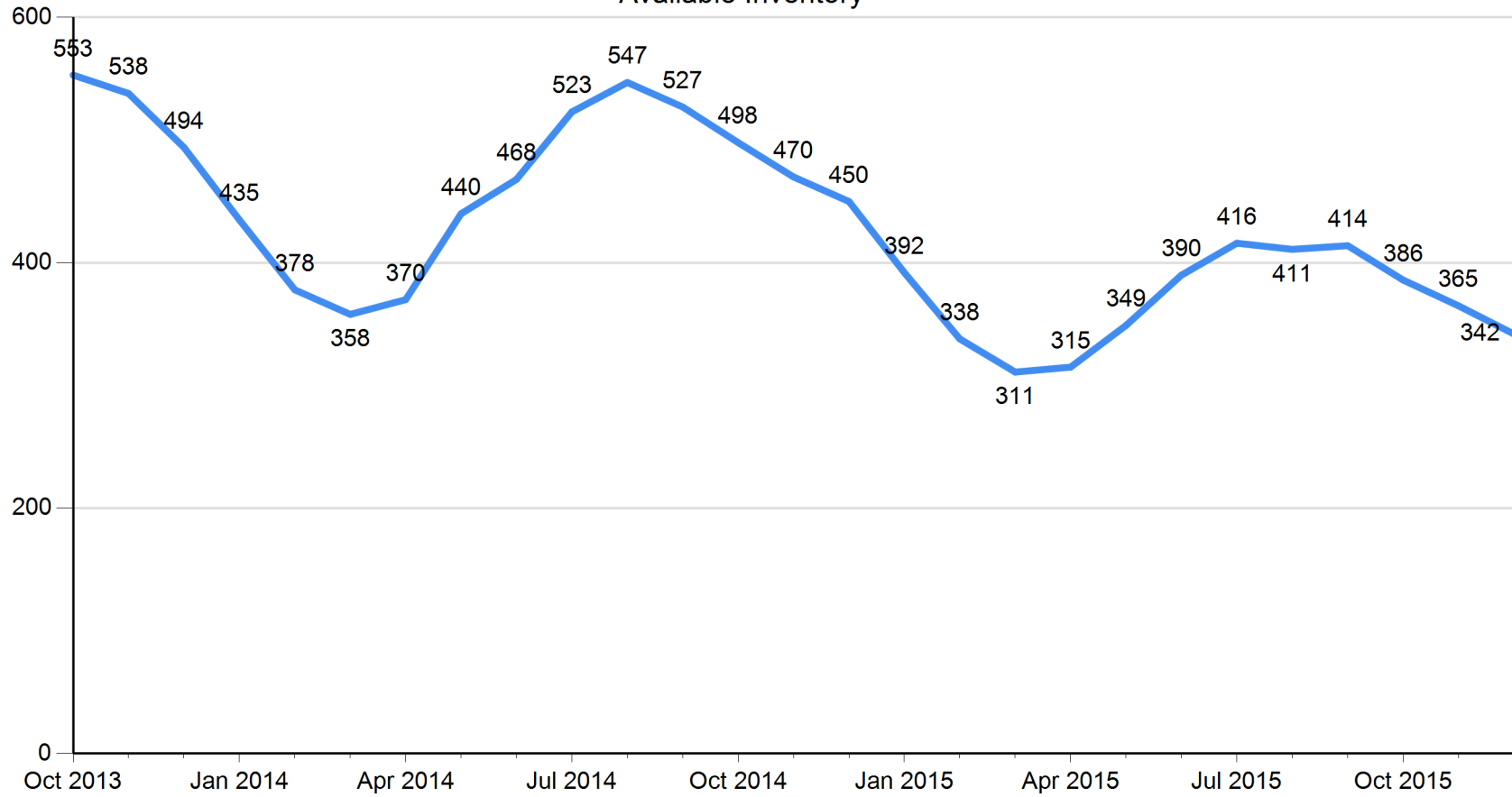


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Island Wide

Fourth Quarter 2015

Available Inventory





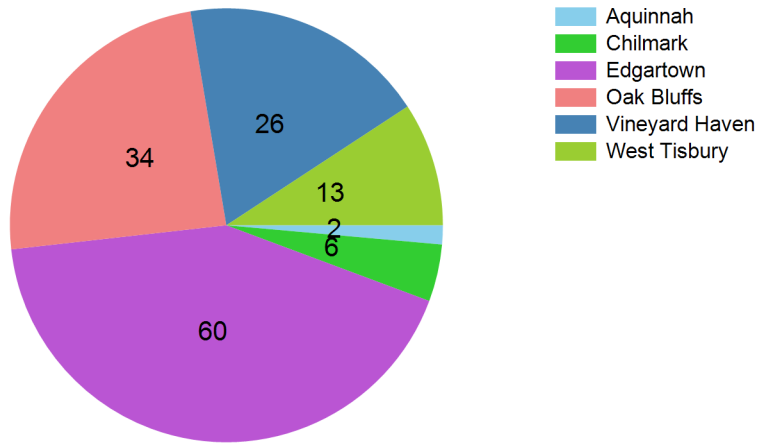
Island Wide

Fourth Quarter 2015

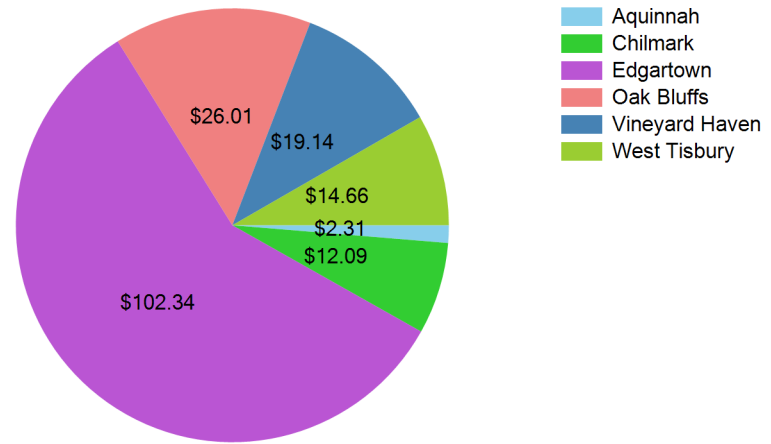
Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
Aquinnah	2	-60%	\$1,152,500	-24%	\$1,152,500	-6%	96%	-8%	\$2,305,000	-70%	46
Chilmark	6	-33%	\$2,014,405	30%	\$2,406,250	65%	102%	-7%	\$12,086,427	-13%	327
Edgartown	60	54%	\$1,705,637	-5%	\$828,500	-31%	138%	13%	\$102,338,209	47%	114
Oak Bluffs	34	3%	\$764,940	13%	\$604,625	27%	125%	7%	\$26,007,950	17%	157
Vineyard Haven	26	37%	\$736,275	-32%	\$545,500	-27%	124%	17%	\$19,143,144	-7%	117
West Tisbury	13	18%	\$1,127,869	15%	\$850,000	16%	110%	4%	\$14,662,300	36%	181

Sales by Area



Sales by Area (\$ Millions)



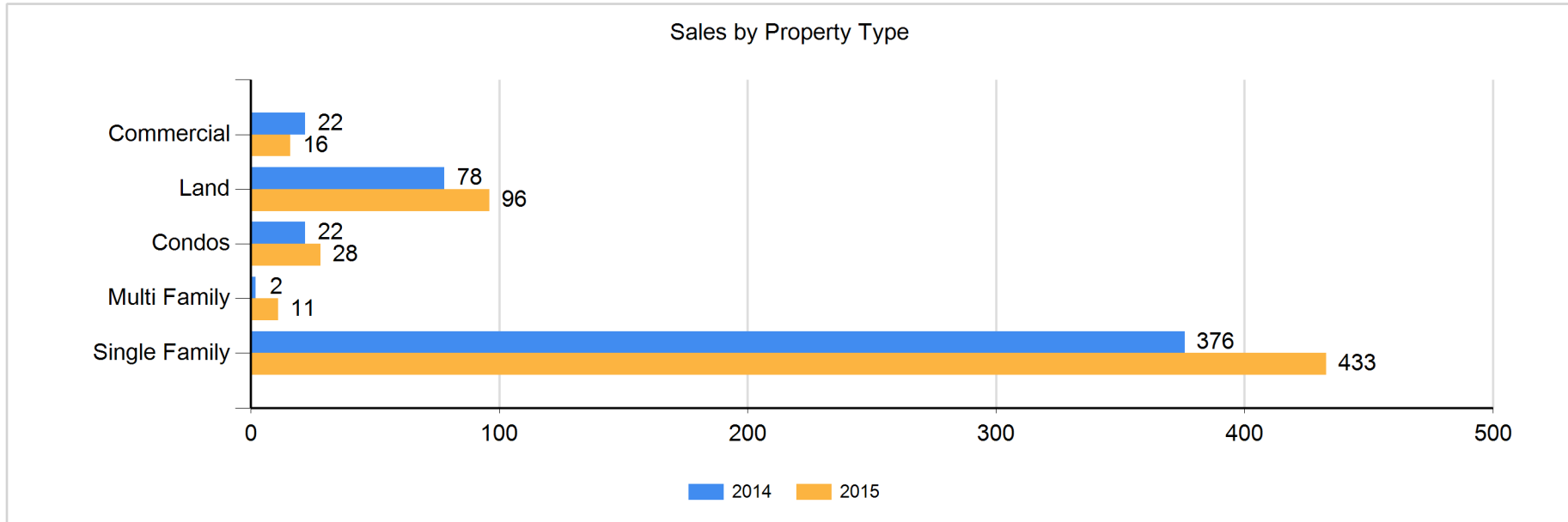


Island Wide

Fourth Quarter 2015

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	93	6%	95	10%	133	29%	151	23%	472
Single Family	84	4%	87	2%	126	34%	136	17%	433
Multi Family	2	100%	2		2	100%	5		11
Condos	7	17%	6	500%	5	-38%	10	43%	28
Land	21	17%	28	17%	26	63%	21	5%	96
Commercial	3	-40%	3	-73%	5	67%	5	67%	16



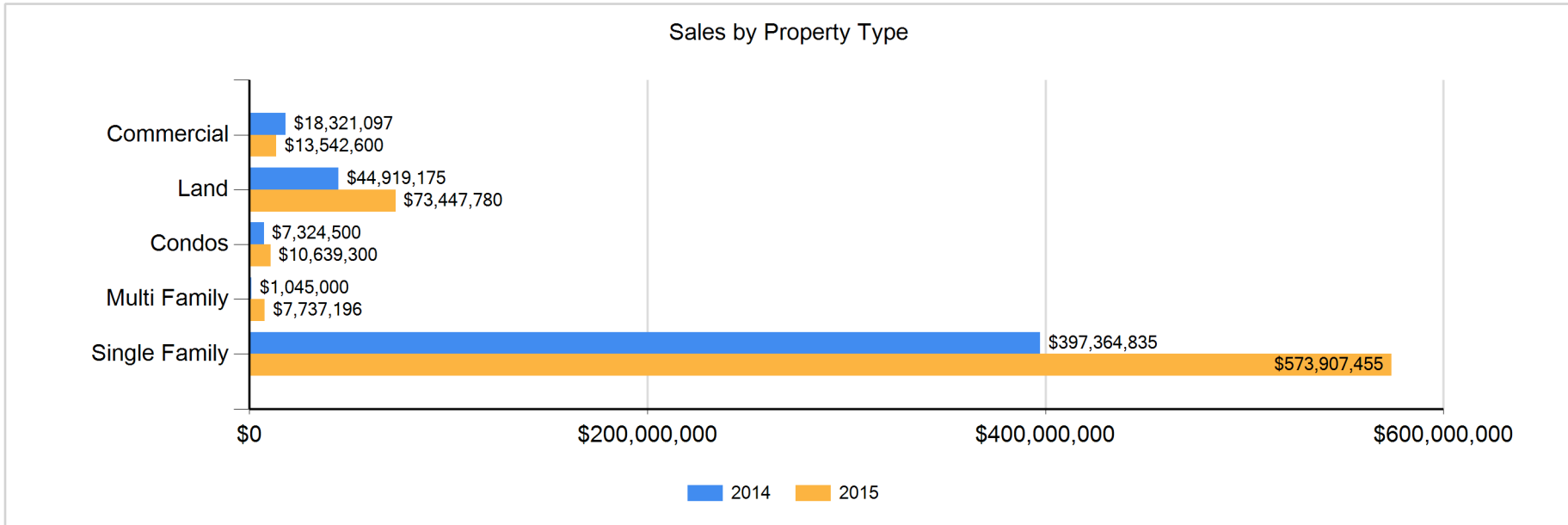


Island Wide

Fourth Quarter 2015

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$142,704,595	55%	\$97,623,068	29%	\$171,836,028	88%	\$180,120,260	23%	\$592,283,951
Single Family	\$138,478,025	55%	\$94,125,068	25%	\$169,411,082	93%	\$171,893,280	19%	\$573,907,455
Multi Family	\$985,000	64%	\$850,000		\$1,252,446	181%	\$4,649,750		\$7,737,196
Condos	\$3,241,570	50%	\$2,648,000	452%	\$1,172,500	-64%	\$3,577,230	154%	\$10,639,300
Land	\$15,348,750	113%	\$26,326,250	93%	\$17,653,280	34%	\$14,119,500	29%	\$73,447,780
Commercial	\$5,050,000	115%	\$2,731,600	-71%	\$2,866,000	-33%	\$2,895,000	21%	\$13,542,600





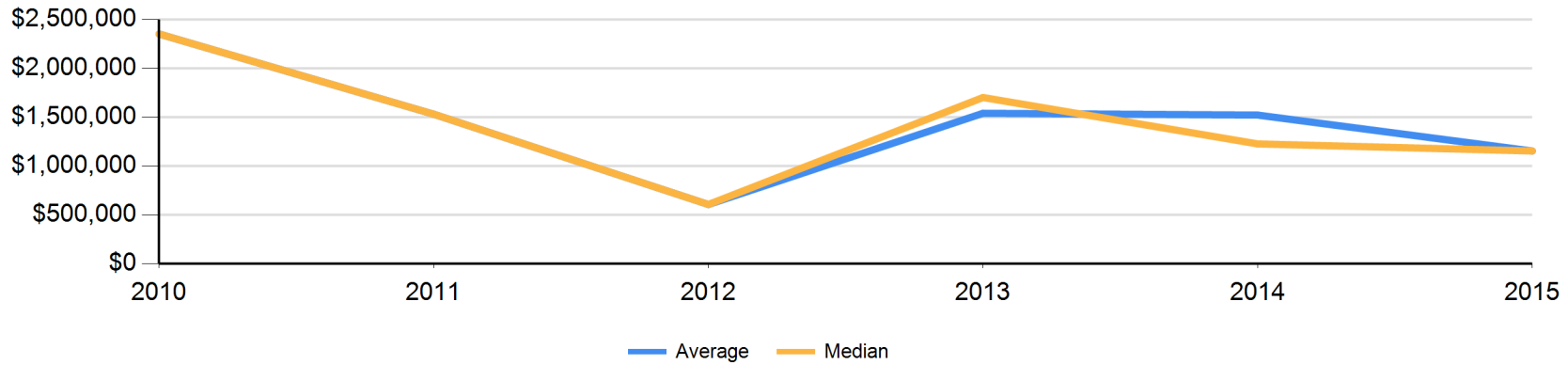
Aquinnah

Fourth Quarter 2015

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2010	1	0%	\$2,350,000	120%	\$2,350,000	120%	80%	5%	\$2,350,000	120%	427
2011	2	100%	\$1,529,000	-35%	\$1,529,000	-35%	103%	29%	\$3,058,000	30%	1103
2012	2	0%	\$605,000	-60%	\$605,000	-60%	80%	-22%	\$1,210,000	-60%	772
2013	3	50%	\$1,538,333	154%	\$1,700,000	181%	93%	16%	\$4,615,000	281%	387
2014	5	67%	\$1,520,000	-1%	\$1,225,000	-28%	104%	12%	\$7,600,000	65%	273
2015	2	-60%	\$1,152,500	-24%	\$1,152,500	-6%	96%	-8%	\$2,305,000	-70%	46

Average and Median Selling Price



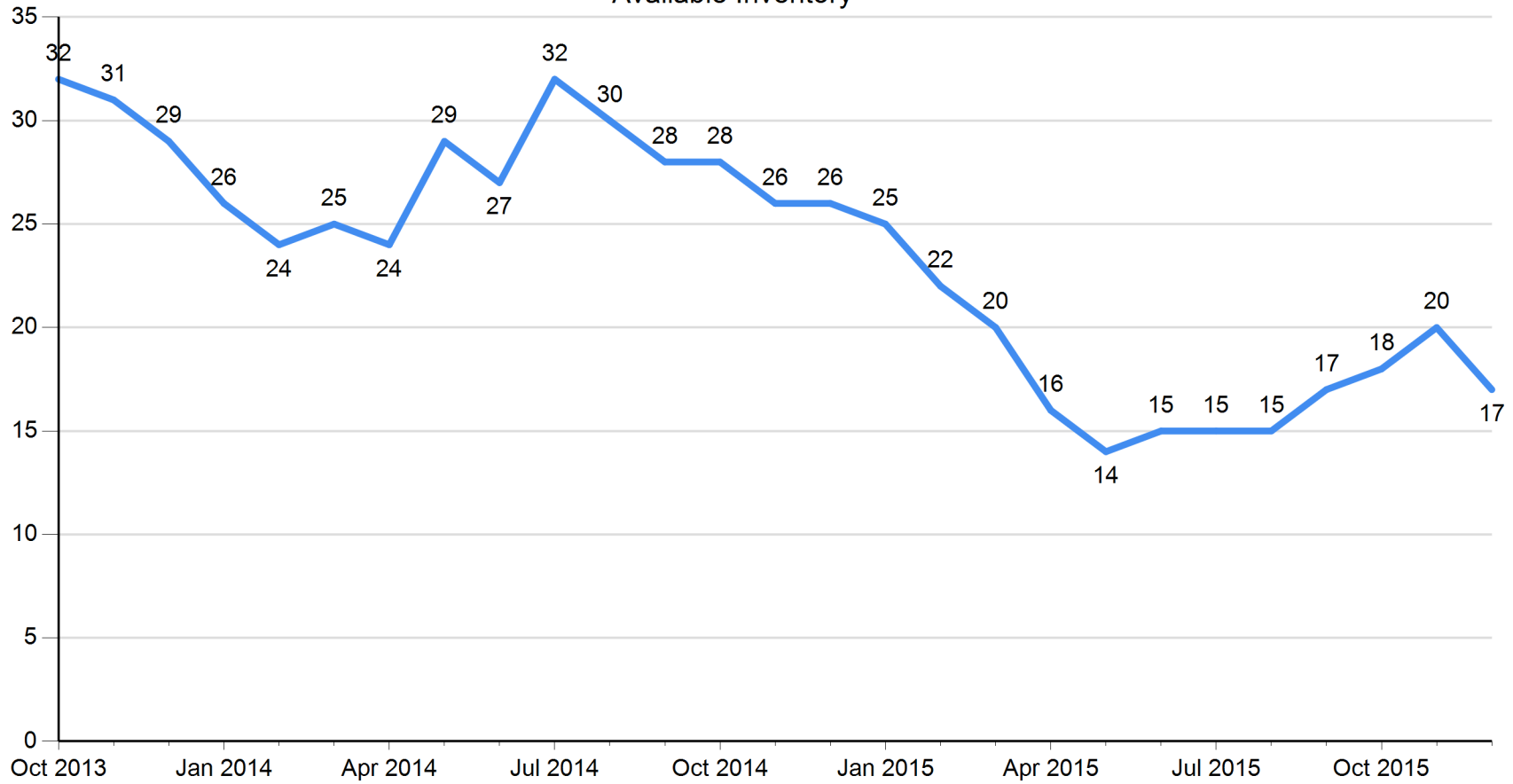


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Aquinnah

Fourth Quarter 2015

Available Inventory



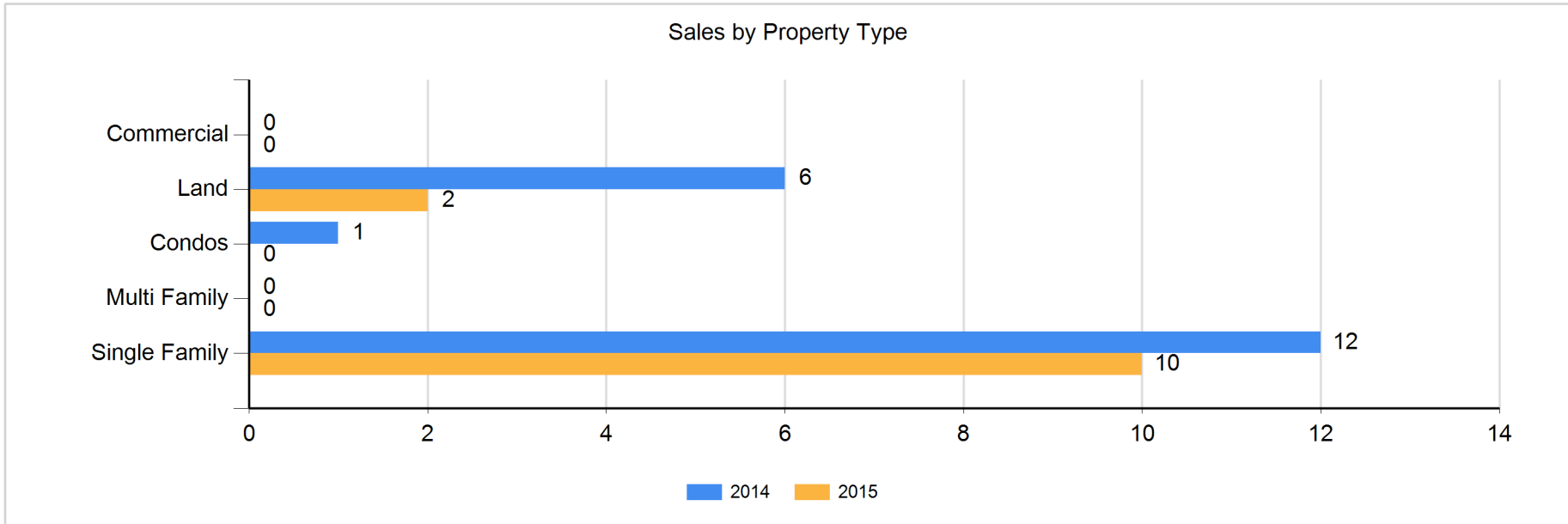


Aquinnah

Fourth Quarter 2015

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	4		2	-33%	2	-50%	2	-67%	10
Single Family	4		2	-33%	2	-50%	2	-60%	10
Multi Family	0		0		0		0		0
Condos	0		0		0		0	-100%	0
Land	0	-100%	1	0%	1	0%	0	-100%	2
Commercial	0		0		0		0		0



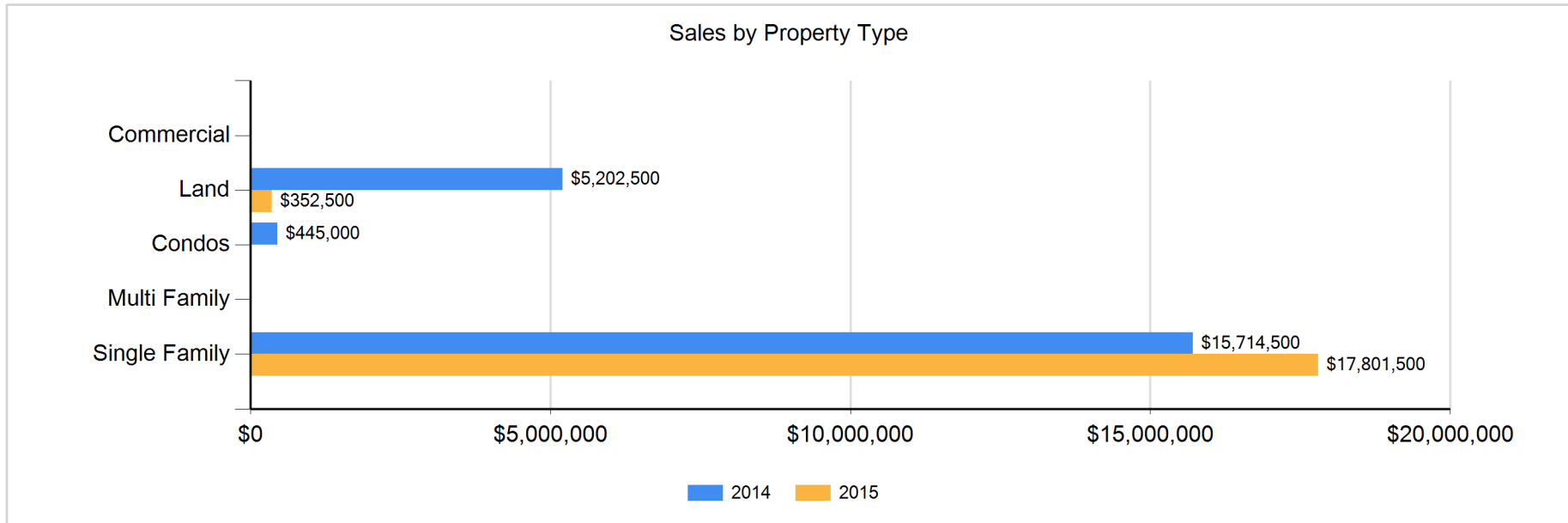


Aquinnah

Fourth Quarter 2015

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$9,821,500		\$2,405,000	9%	\$3,270,000	-45%	\$2,305,000	-71%	\$17,801,500
Single Family	\$9,821,500		\$2,405,000	9%	\$3,270,000	-45%	\$2,305,000	-70%	\$17,801,500
Multi Family									
Condos									
Land			\$87,500	-71%	\$265,000	-40%			\$352,500
Commercial									

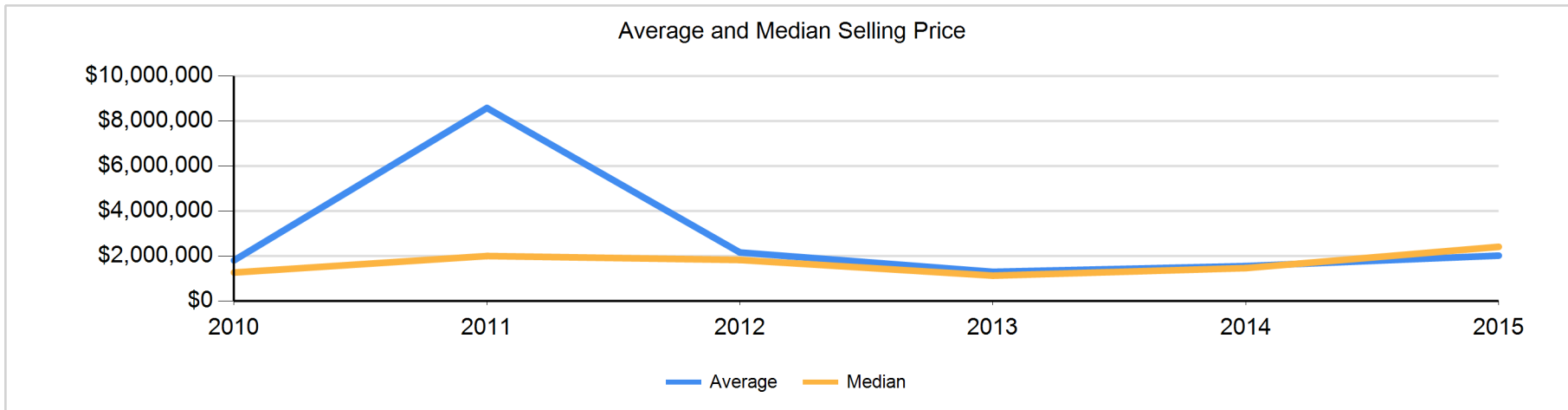




Chilmark

Fourth Quarter 2015
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2010	8	14%	\$1,802,756	11%	\$1,262,500	1%	116%	3%	\$14,422,050	27%	458
2011	3	-63%	\$8,573,933	376%	\$1,996,798	58%	114%	-2%	\$25,721,798	78%	189
2012	14	367%	\$2,155,107	-75%	\$1,821,250	-9%	102%	-11%	\$30,171,500	17%	451
2013	9	-36%	\$1,293,861	-40%	\$1,125,000	-38%	134%	31%	\$11,644,750	-61%	327
2014	9	0%	\$1,548,833	20%	\$1,460,000	30%	110%	-18%	\$13,939,500	20%	298
2015	6	-33%	\$2,014,405	30%	\$2,406,250	65%	102%	-7%	\$12,086,427	-13%	327



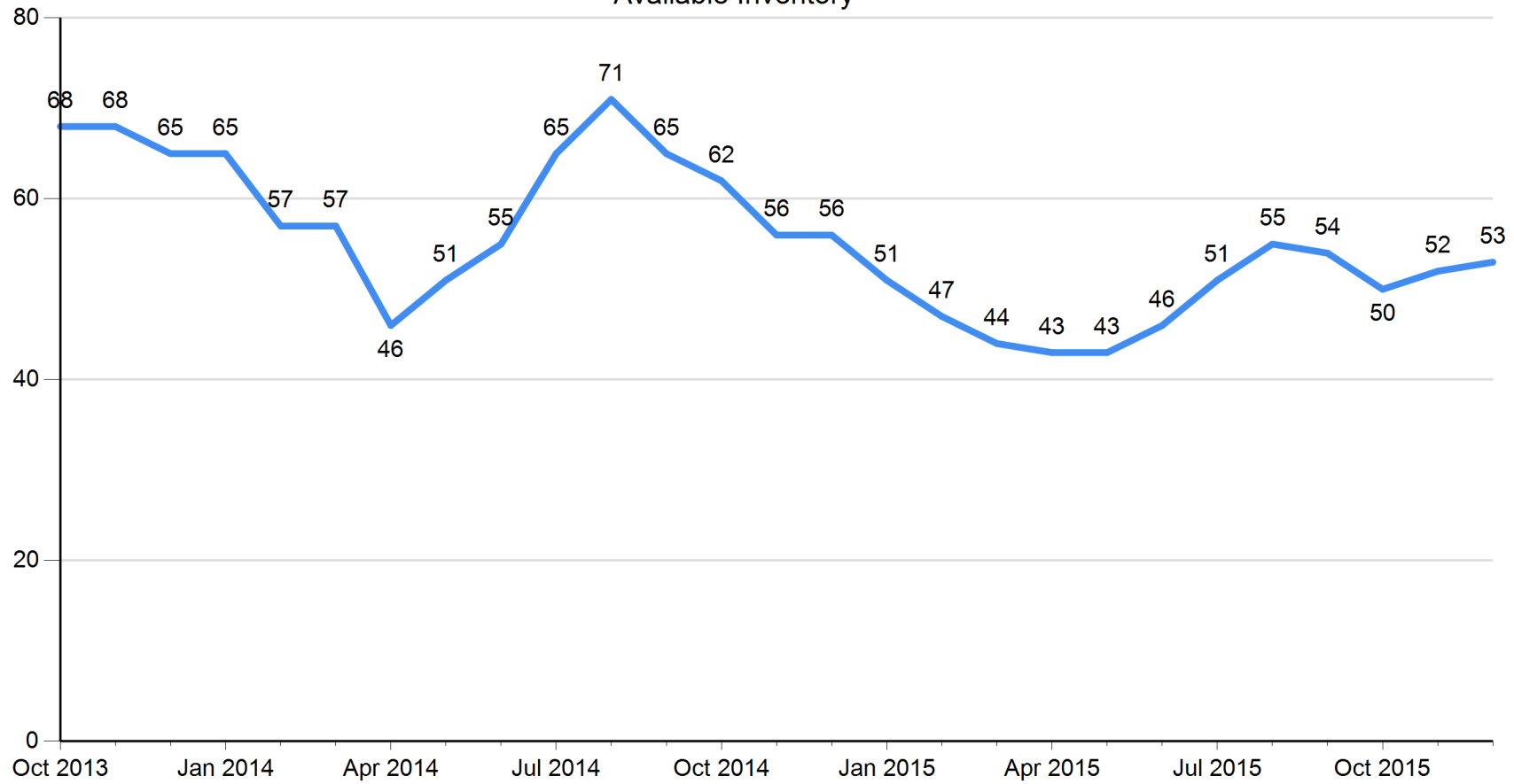


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Chilmark

Fourth Quarter 2015

Available Inventory



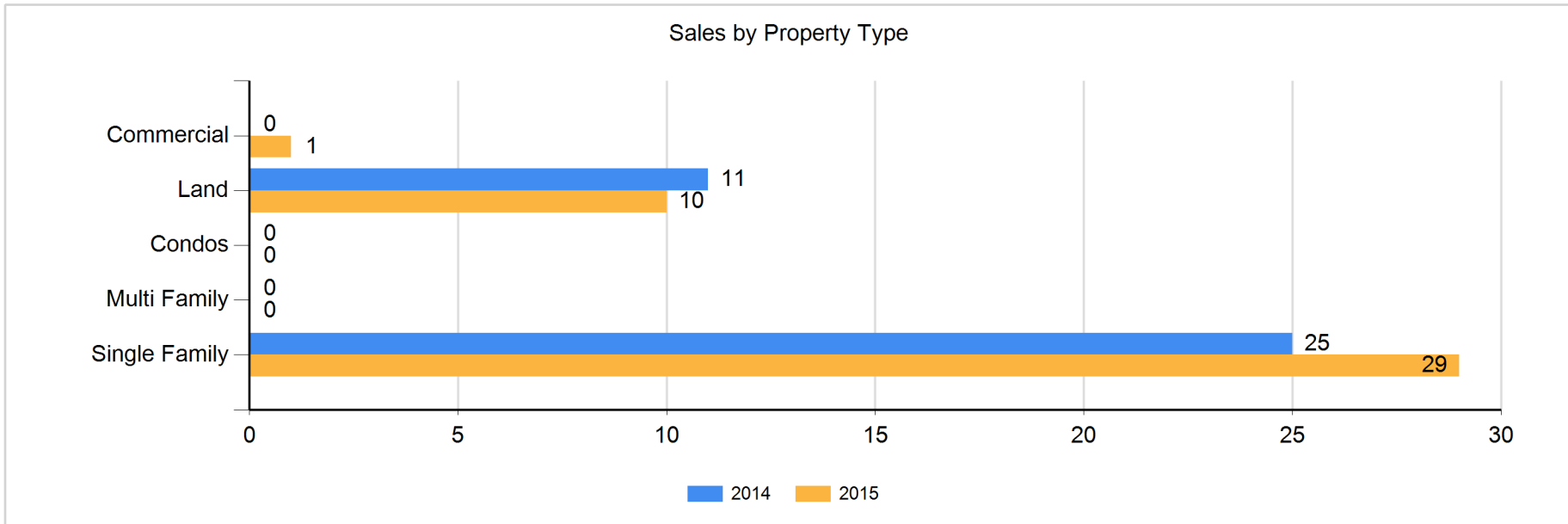


Chilmark

Fourth Quarter 2015

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	6	0%	8	14%	9	200%	6	-33%	29
Single Family	6	0%	8	14%	9	200%	6	-33%	29
Multi Family	0		0		0		0		0
Condos	0		0		0		0		0
Land	3	0%	3	0%	2	-50%	2	100%	10
Commercial	0		0		1		0		1



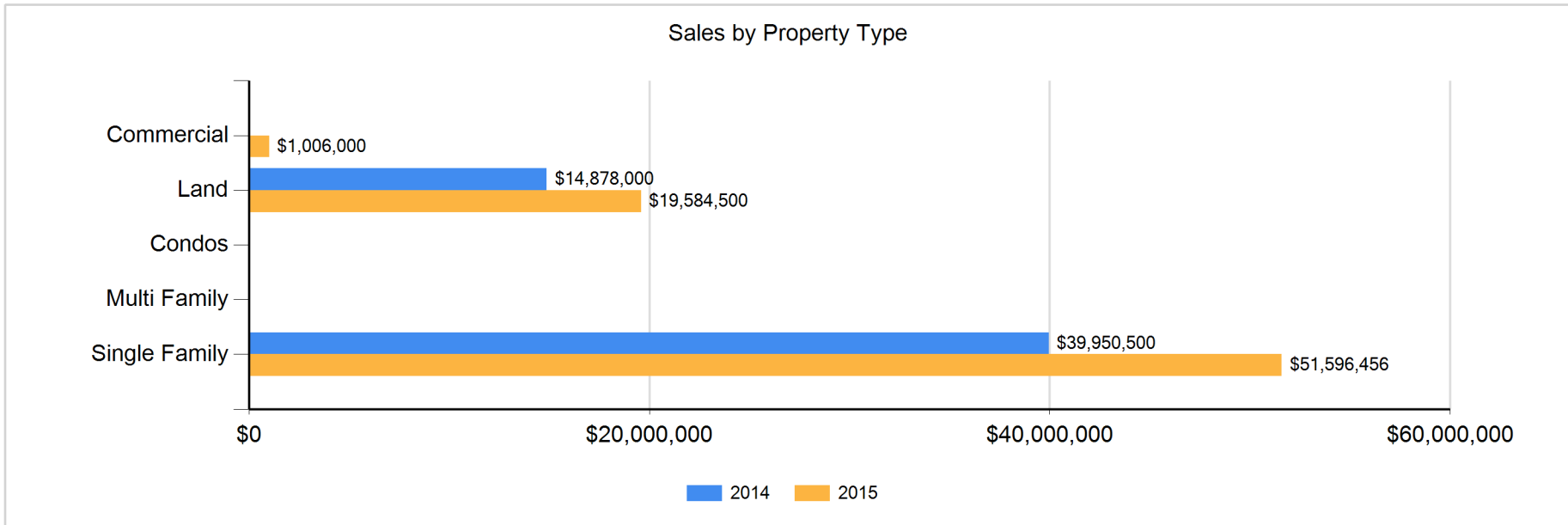


Chilmark

Fourth Quarter 2015

Year to Date - Sales Volume by Quarter

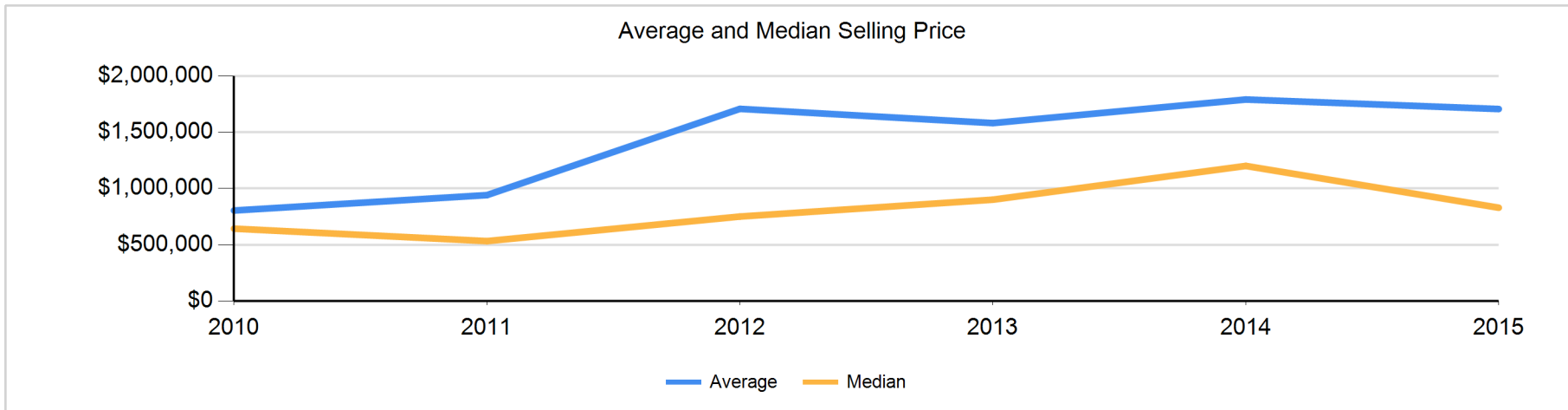
	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$16,467,500	36%	\$11,716,529	2%	\$11,326,000	360%	\$12,086,427	-13%	\$51,596,456
Single Family	\$16,467,500	36%	\$11,716,529	2%	\$11,326,000	360%	\$12,086,427	-13%	\$51,596,456
Multi Family									
Condos									
Land	\$1,474,500	12%	\$13,335,000	210%	\$2,700,000	-69%	\$2,075,000	277%	\$19,584,500
Commercial					\$1,006,000				\$1,006,000





Edgartown
 Fourth Quarter 2015
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2010	32	-3%	\$803,675	-18%	\$642,500	-11%	114%	14%	\$25,717,609	-21%	274
2011	30	-6%	\$940,620	17%	\$532,000	-17%	111%	-3%	\$28,218,587	10%	143
2012	41	37%	\$1,706,973	81%	\$750,000	41%	116%	5%	\$69,985,893	148%	192
2013	45	10%	\$1,580,582	-7%	\$900,000	20%	120%	3%	\$71,126,200	2%	197
2014	39	-13%	\$1,790,096	13%	\$1,200,000	33%	122%	2%	\$69,813,748	-2%	202
2015	60	54%	\$1,705,637	-5%	\$828,500	-31%	138%	13%	\$102,338,209	47%	114



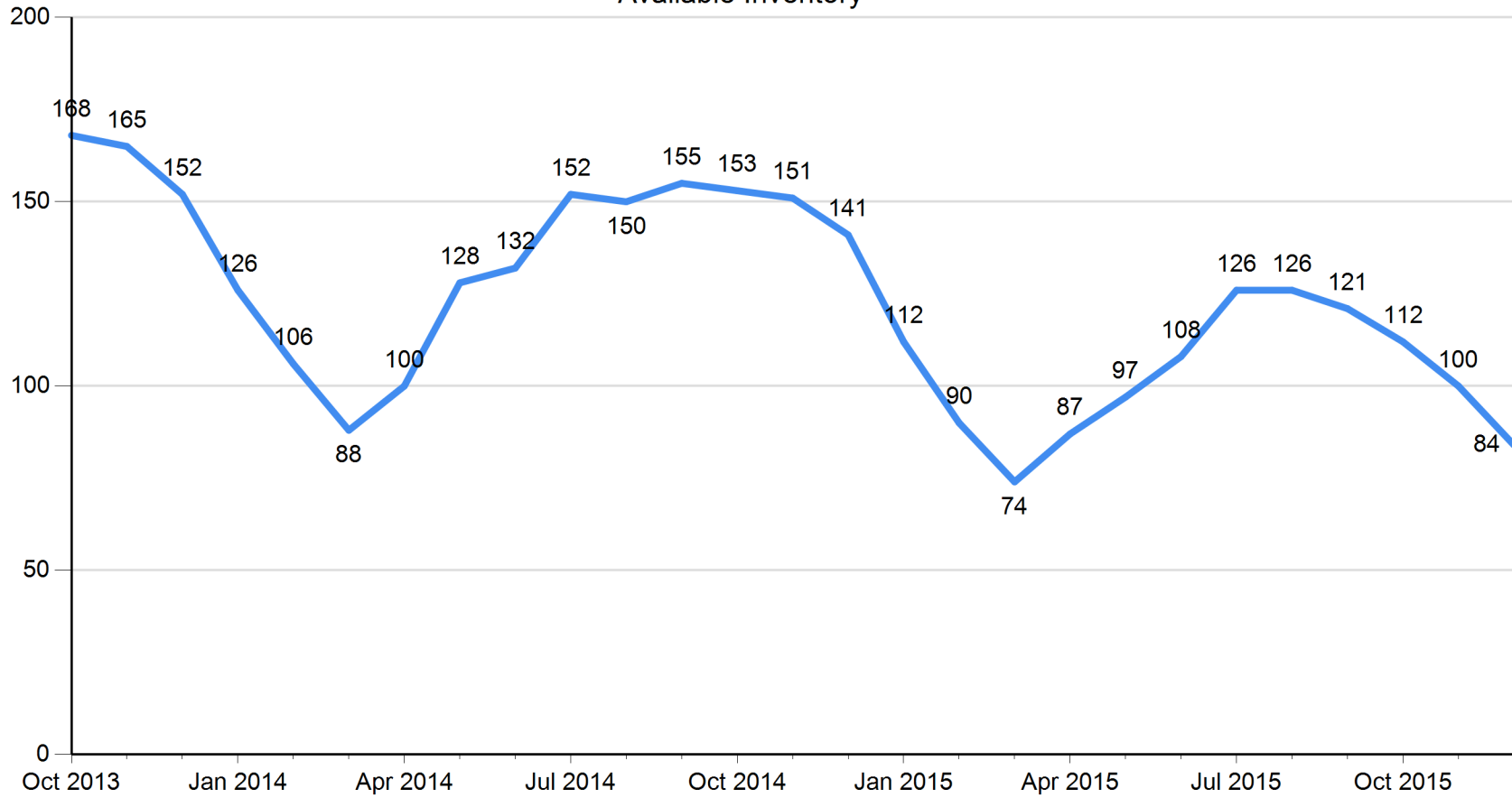


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Edgartown

Fourth Quarter 2015

Available Inventory



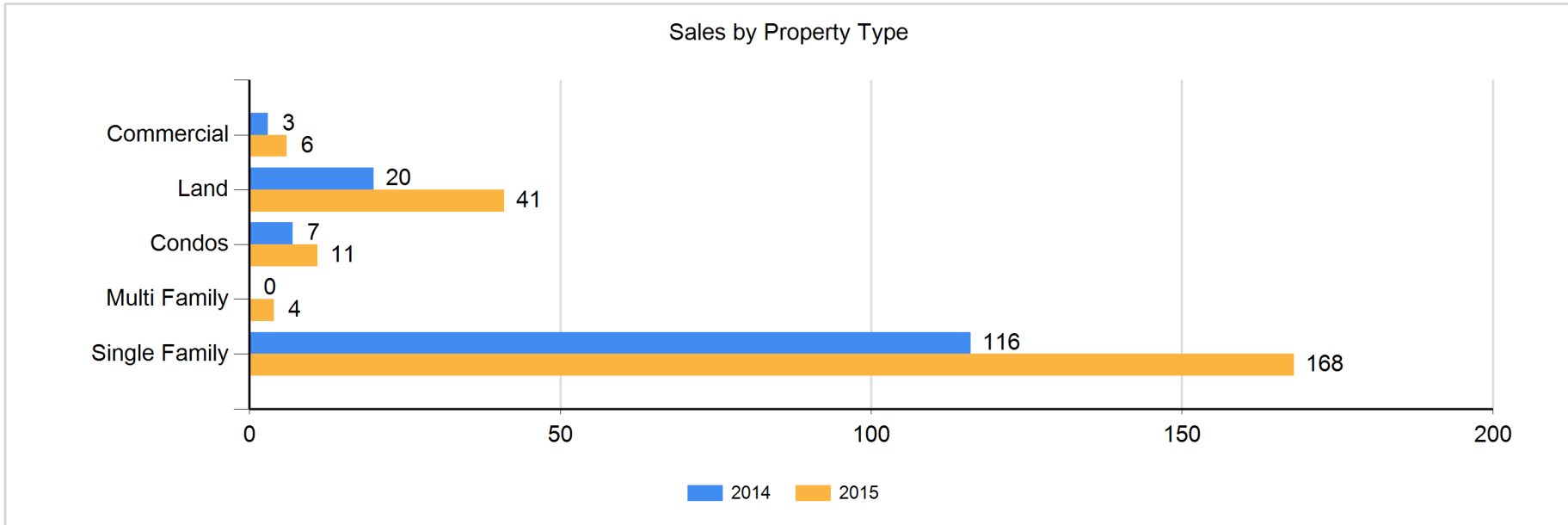


Edgartown

Fourth Quarter 2015

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	36	13%	34	48%	50	85%	63	54%	183
Single Family	30	3%	31	35%	49	96%	58	49%	168
Multi Family	1		1		0		2		4
Condos	5	67%	2		1	-50%	3	50%	11
Land	8	167%	11	10%	15	1400%	7	17%	41
Commercial	1	0%	1	-50%	2		2		6



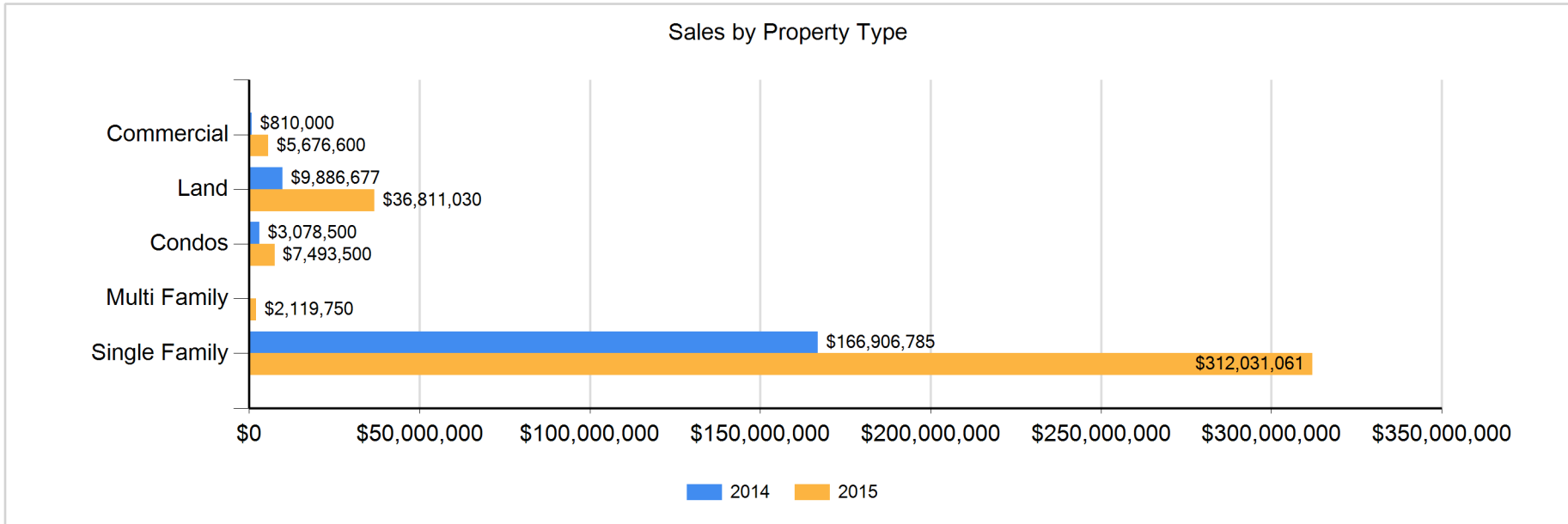


Edgartown

Fourth Quarter 2015

Year to Date - Sales Volume by Quarter

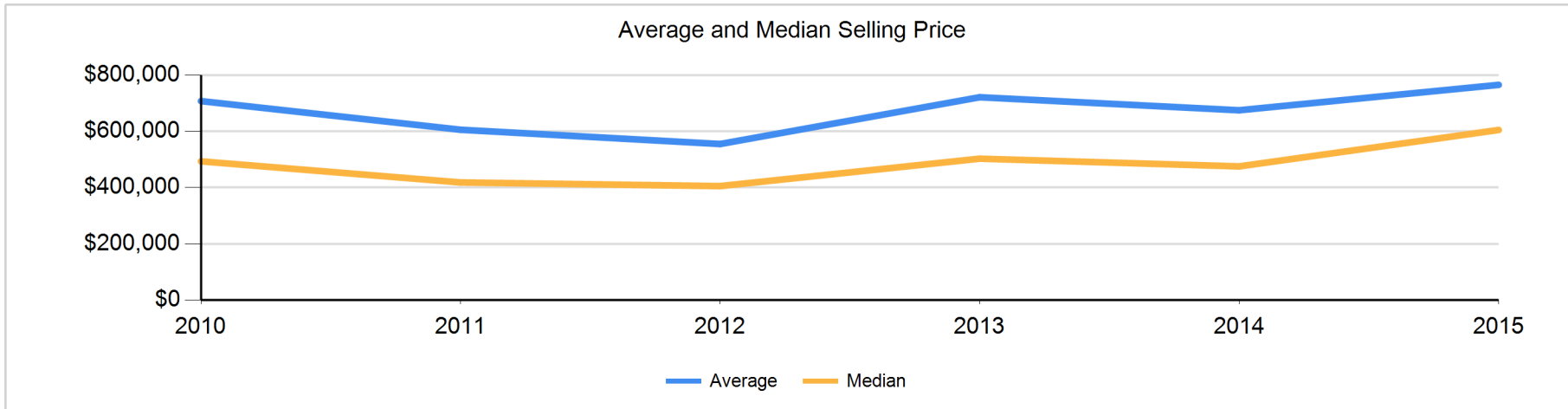
	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$76,479,895	57%	\$42,421,075	101%	\$97,515,402	225%	\$105,227,939	50%	\$321,644,311
Single Family	\$73,676,125	56%	\$40,191,075	90%	\$96,940,402	236%	\$101,223,459	45%	\$312,031,061
Multi Family	\$455,000		\$550,000				\$1,114,750		\$2,119,750
Condos	\$2,348,770	41%	\$1,680,000		\$575,000	-51%	\$2,889,730	1033%	\$7,493,500
Land	\$9,755,000	826%	\$9,165,250	62%	\$9,678,780	2665%	\$8,212,000	192%	\$36,811,030
Commercial	\$2,550,000	1175%	\$861,600	41%	\$1,045,000		\$1,220,000		\$5,676,600





Oak Bluffs
 Fourth Quarter 2015
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2010	17	-45%	\$707,235	4%	\$493,000	-7%	95%	2%	\$12,023,000	-43%	220
2011	36	112%	\$605,371	-14%	\$418,000	-15%	89%	-6%	\$21,793,364	81%	285
2012	24	-33%	\$554,592	-8%	\$405,000	-3%	101%	13%	\$13,310,200	-39%	347
2013	22	-8%	\$720,955	30%	\$502,500	24%	106%	5%	\$15,861,000	19%	152
2014	33	50%	\$674,583	-6%	\$475,000	-5%	117%	10%	\$22,261,250	40%	179
2015	34	3%	\$764,940	13%	\$604,625	27%	125%	7%	\$26,007,950	17%	157



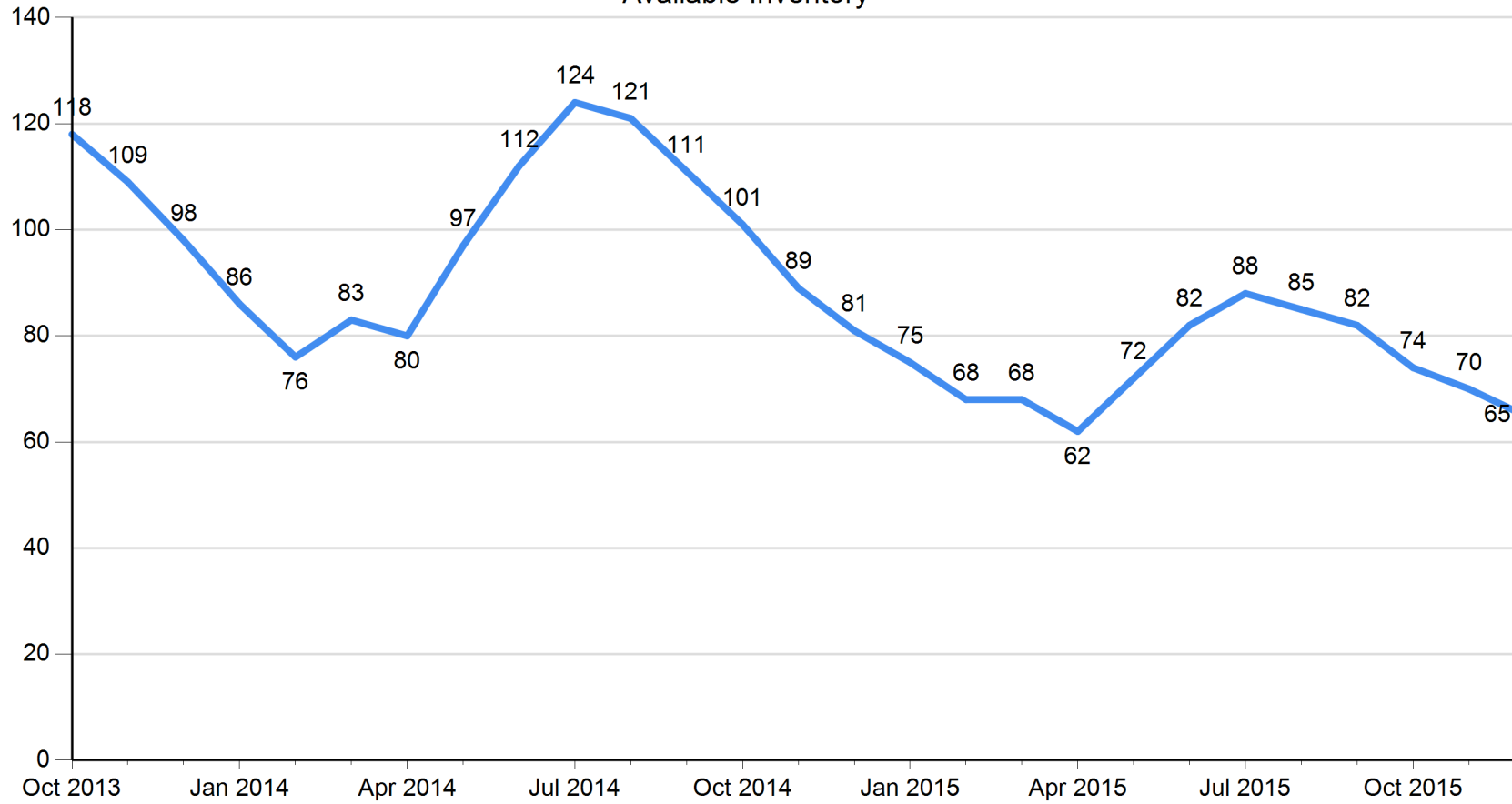


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Oak Bluffs

Fourth Quarter 2015

Available Inventory



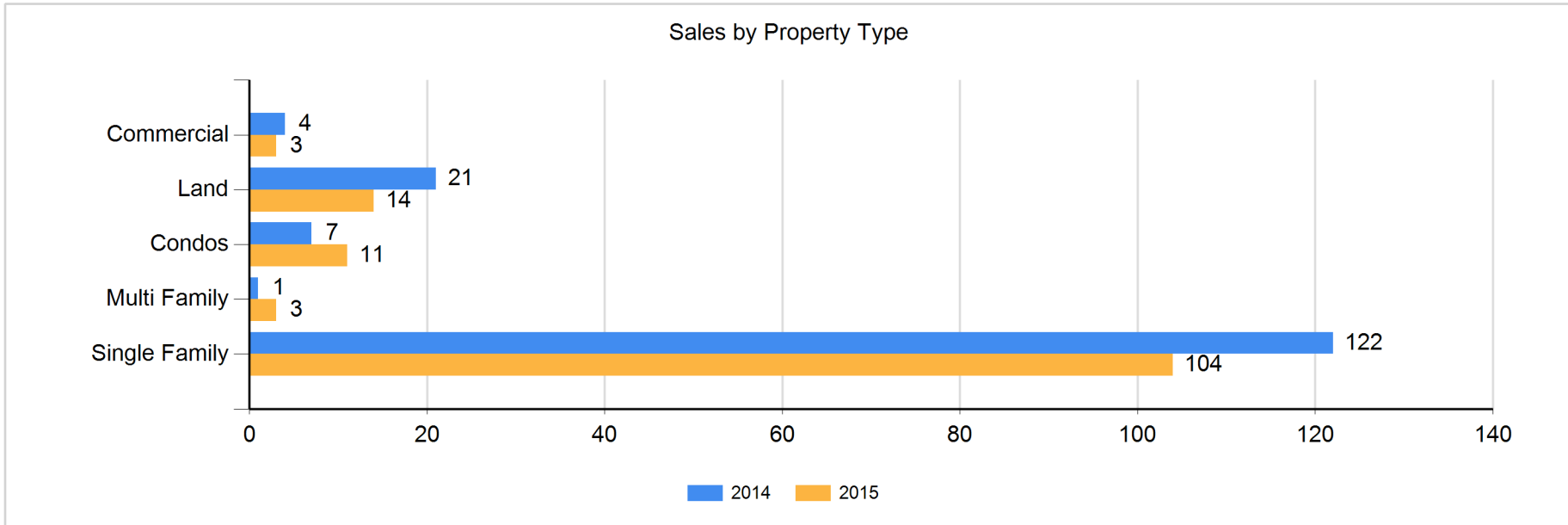


Oak Bluffs

Fourth Quarter 2015

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	18	-31%	28	0%	33	-18%	39	8%	118
Single Family	16	-38%	26	-4%	31	-14%	31	-6%	104
Multi Family	0		0		0	-100%	3		3
Condos	2		2	100%	2	-33%	5	67%	11
Land	2	-71%	6	100%	4	33%	2	-75%	14
Commercial	1		0	-100%	0		2		3



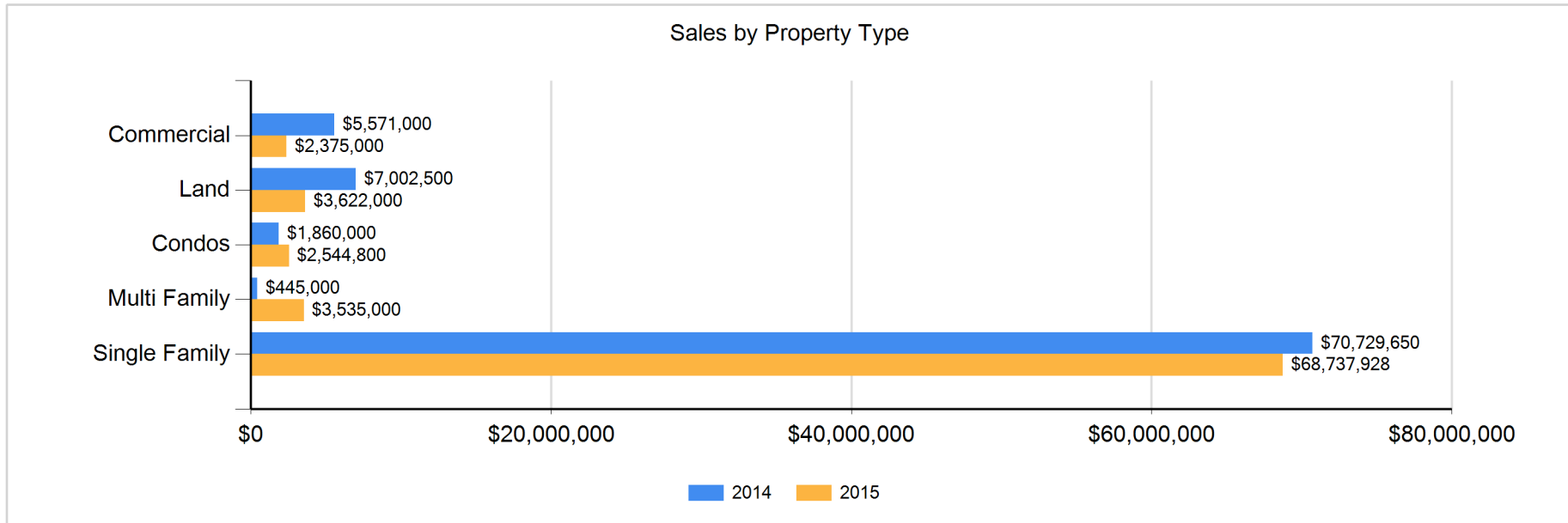


Oak Bluffs

Fourth Quarter 2015

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$8,984,300	-29%	\$16,566,000	8%	\$22,736,978	2%	\$26,530,450	16%	\$74,817,728
Single Family	\$8,091,500	-36%	\$15,911,000	7%	\$22,262,478	6%	\$22,472,950	1%	\$68,737,928
Multi Family							\$3,535,000		\$3,535,000
Condos	\$892,800		\$655,000	36%	\$474,500	-42%	\$522,500	-7%	\$2,544,800
Land	\$610,000	-74%	\$1,387,500	52%	\$914,500	-24%	\$710,000	-72%	\$3,622,000
Commercial	\$1,400,000						\$975,000		\$2,375,000



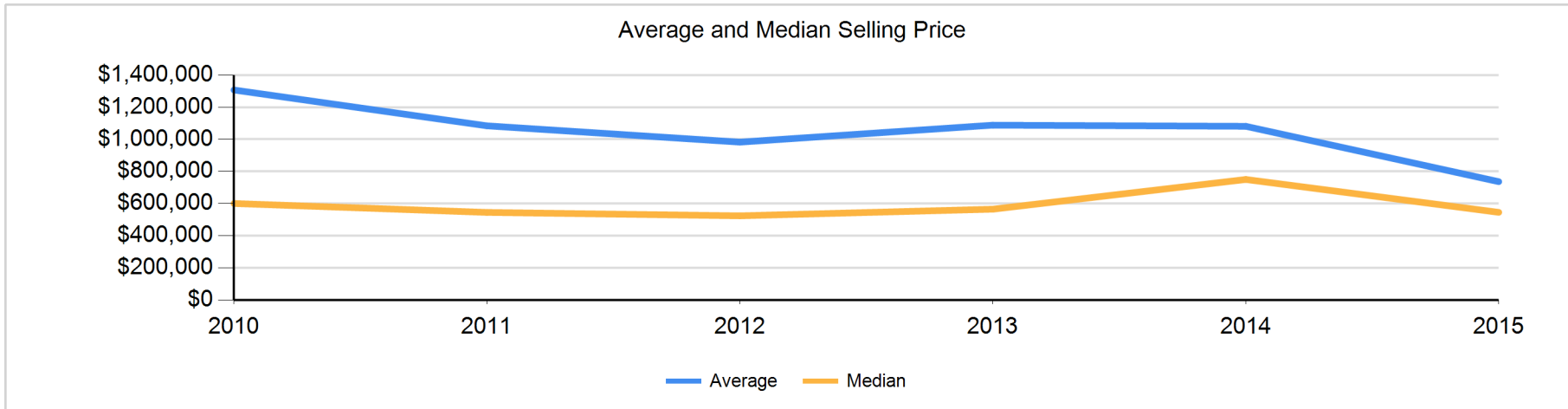


Vineyard Haven

Fourth Quarter 2015

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2010	22	47%	\$1,306,682	147%	\$600,500	41%	123%	41%	\$28,747,000	263%	369
2011	14	-36%	\$1,083,721	-17%	\$545,000	-9%	94%	-24%	\$15,172,091	-47%	164
2012	20	43%	\$982,321	-9%	\$523,750	-4%	103%	10%	\$19,646,412	29%	253
2013	21	5%	\$1,087,967	11%	\$565,000	8%	104%	1%	\$22,847,303	16%	174
2014	19	-10%	\$1,080,803	-1%	\$750,000	33%	106%	2%	\$20,535,250	-10%	264
2015	26	37%	\$736,275	-32%	\$545,500	-27%	124%	17%	\$19,143,144	-7%	117



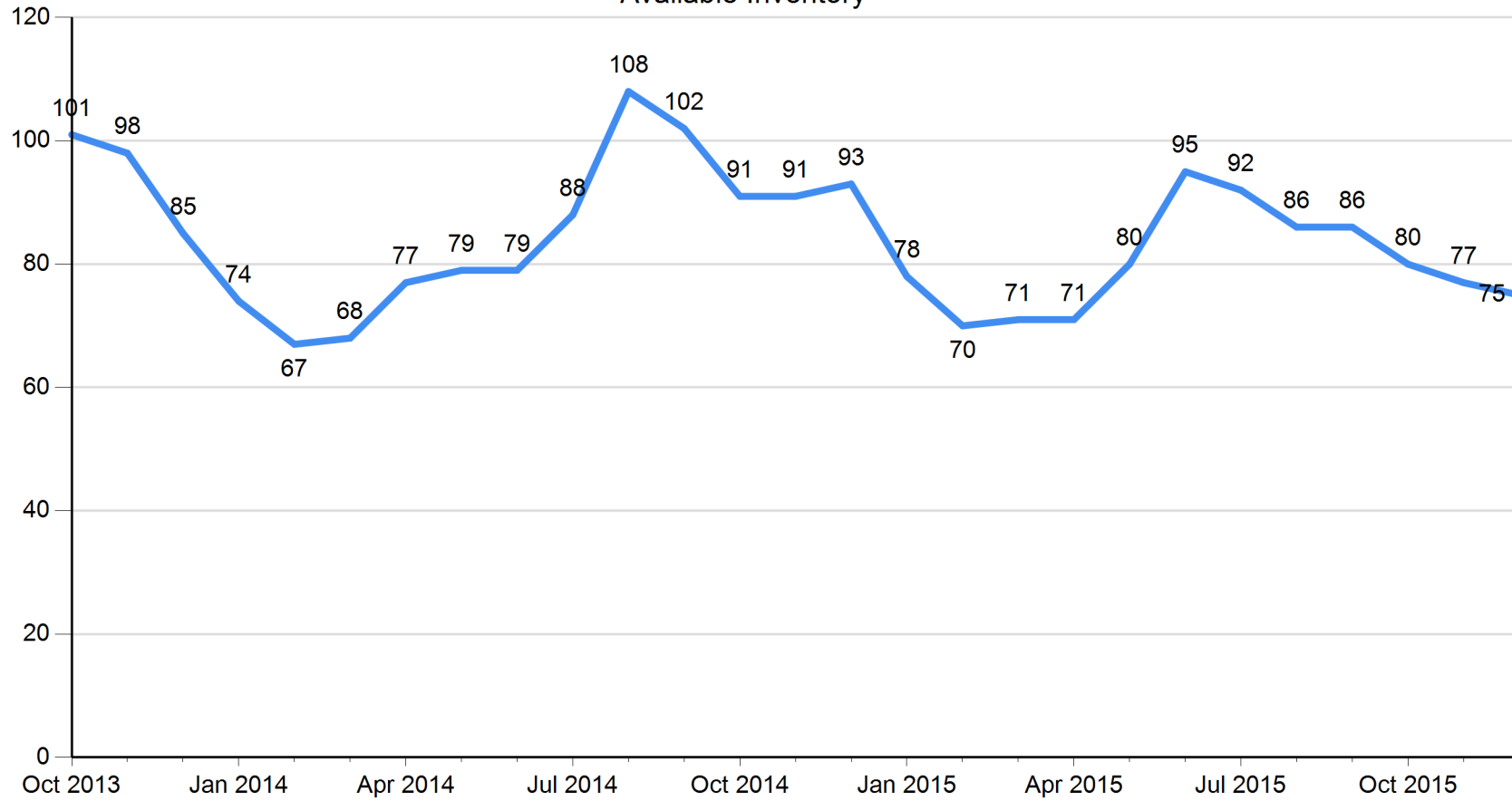


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Vineyard Haven

Fourth Quarter 2015

Available Inventory



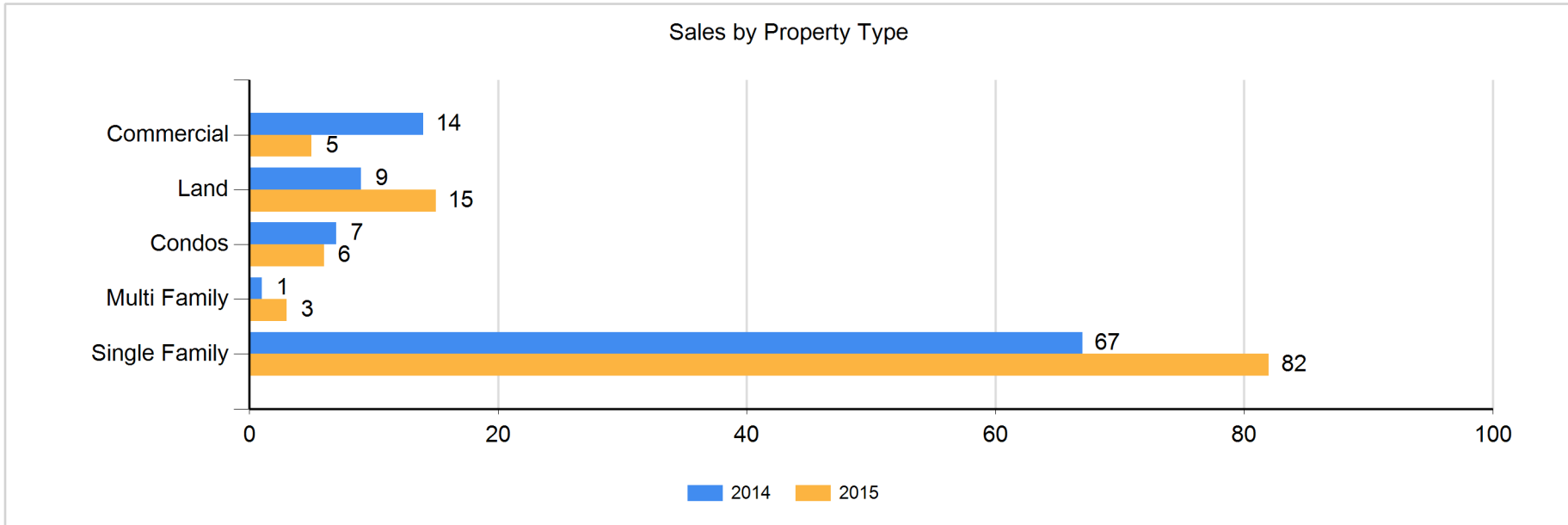


Vineyard Haven

Fourth Quarter 2015

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	20	33%	17	-11%	26	24%	28	40%	91
Single Family	19	73%	14	-26%	23	28%	26	37%	82
Multi Family	1	0%	1		1		0		3
Condos	0	-100%	2		2	-33%	2	100%	6
Land	3	50%	6	50%	2	0%	4	300%	15
Commercial	1	-75%	2	-60%	2	-33%	0	-100%	5



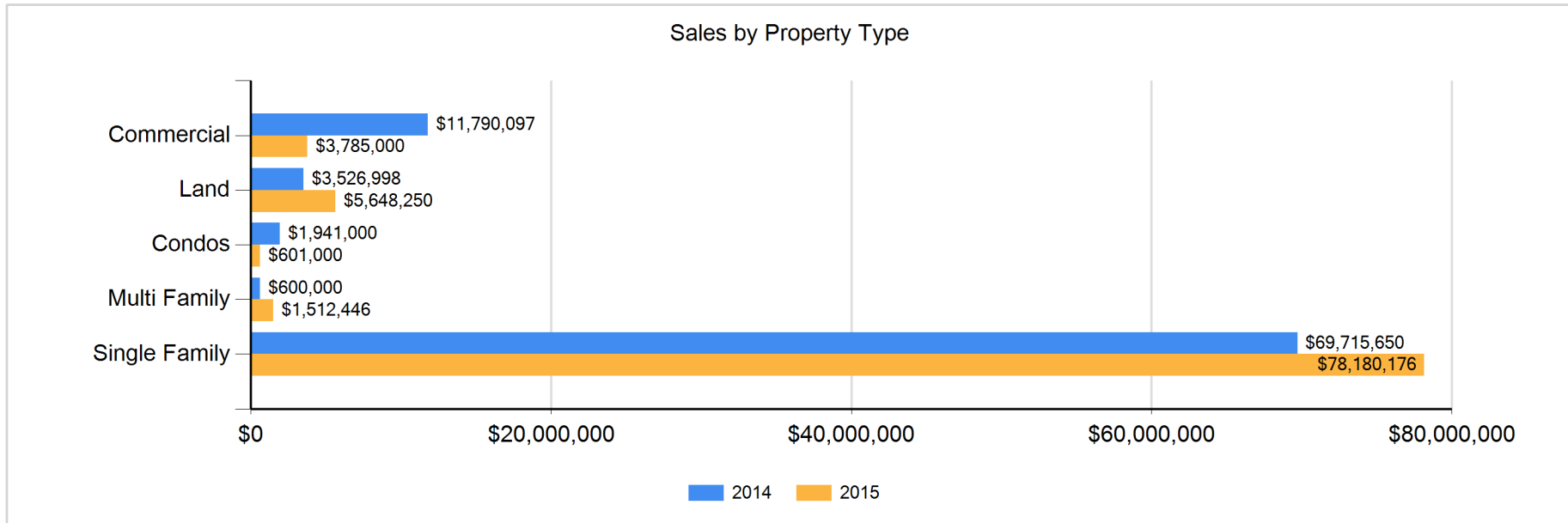


Vineyard Haven

Fourth Quarter 2015

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$16,089,000	45%	\$19,124,464	-6%	\$25,772,014	28%	\$19,308,144	-7%	\$80,293,622
Single Family	\$15,559,000	56%	\$18,511,464	-9%	\$24,966,568	33%	\$19,143,144	-7%	\$78,180,176
Multi Family	\$530,000	-12%	\$300,000		\$682,446				\$1,512,446
Condos			\$313,000		\$123,000	-91%	\$165,000	11%	\$601,000
Land	\$1,241,750	43%	\$1,871,000	7%	\$1,390,000	129%	\$1,145,500	282%	\$5,648,250
Commercial	\$1,100,000	-49%	\$1,870,000	-39%	\$815,000	-81%			\$3,785,000



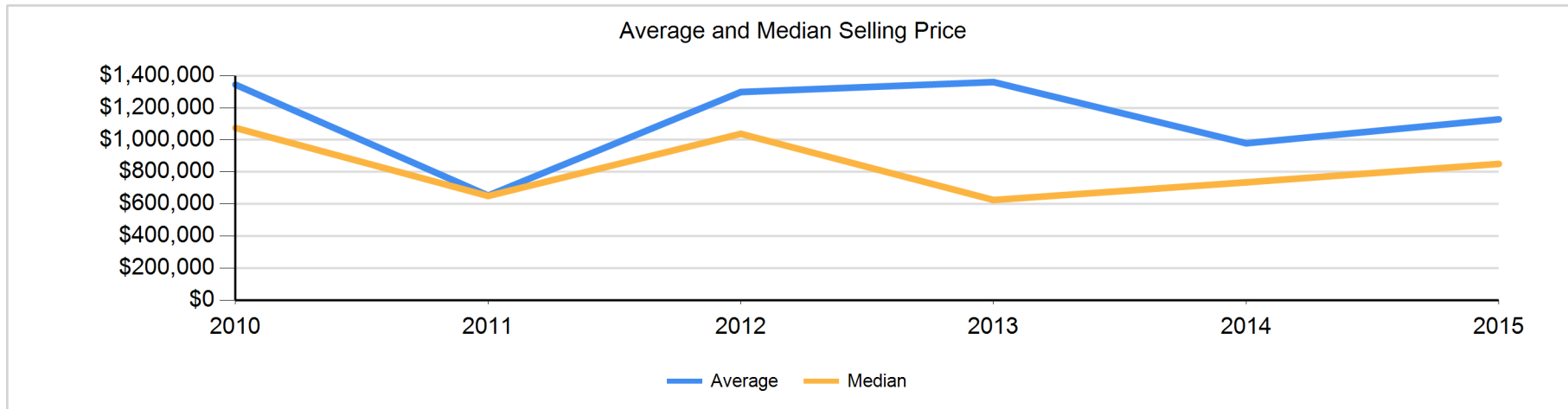


West Tisbury

Fourth Quarter 2015

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2010	12	-14%	\$1,344,131	17%	\$1,074,400	48%	99%	6%	\$16,129,570	0%	269
2011	8	-33%	\$652,625	-51%	\$650,000	-40%	87%	-12%	\$5,221,000	-68%	198
2012	12	50%	\$1,298,167	99%	\$1,037,500	60%	113%	30%	\$15,578,000	198%	289
2013	14	17%	\$1,360,071	5%	\$625,000	-40%	105%	-7%	\$19,041,000	22%	263
2014	11	-21%	\$978,568	-28%	\$735,000	18%	106%	1%	\$10,764,250	-43%	236
2015	13	18%	\$1,127,869	15%	\$850,000	16%	110%	4%	\$14,662,300	36%	181



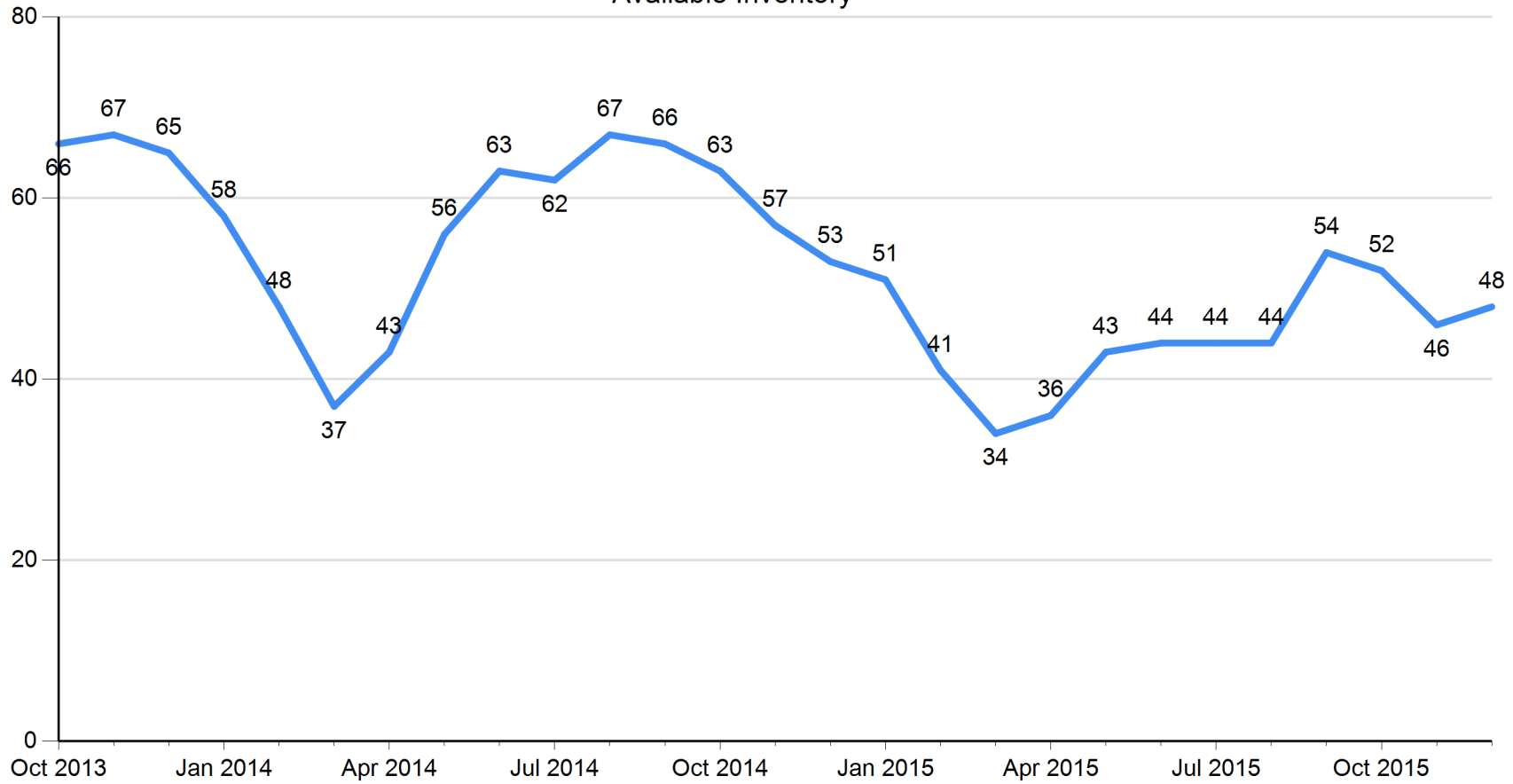


LINK

West Tisbury

Fourth Quarter 2015

Available Inventory



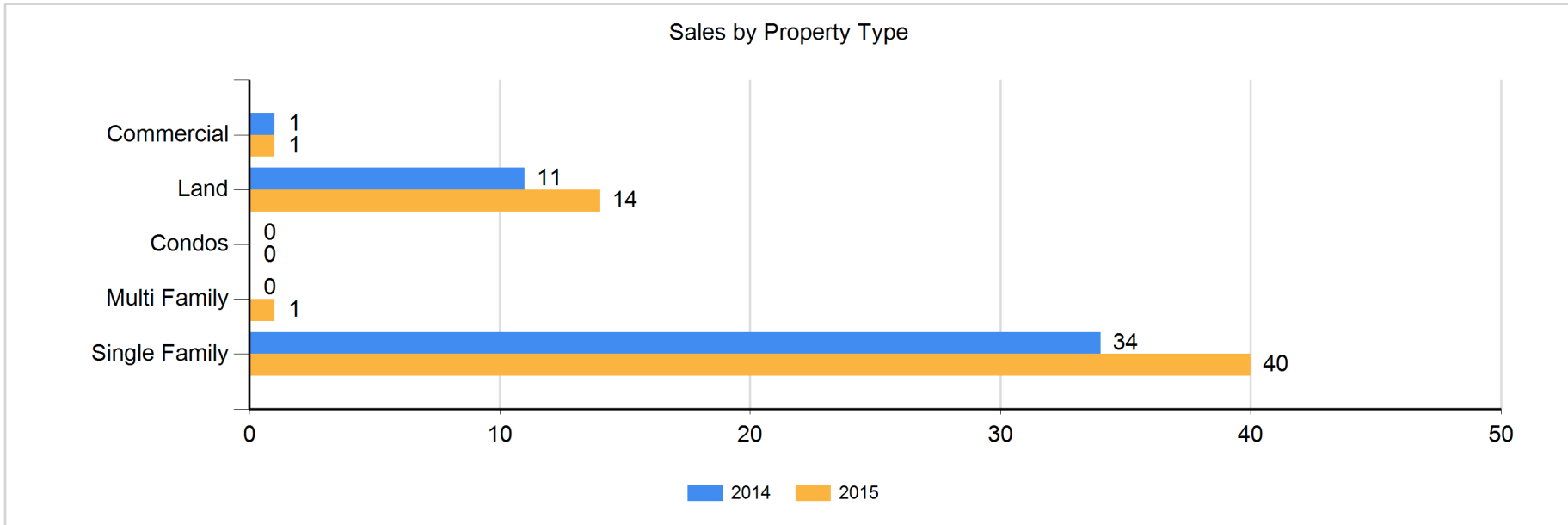


West Tisbury

Fourth Quarter 2015

Year to Date - Number of Sales by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	Sales	% + -	Sales	% + -	Sales	% + -	Sales	% + -	Sales
Residential	9	0%	6	0%	13	63%	13	18%	41
Single Family	9	0%	6	0%	12	50%	13	18%	40
Multi Family	0		0		1		0		1
Condos	0		0		0		0		0
Land	5	150%	1	-67%	2	-60%	6	500%	14
Commercial	0		0		0		1	0%	1





West Tisbury

Fourth Quarter 2015

Year to Date - Sales Volume by Quarter

	1st Qtr		2nd Qtr		3rd Qtr		4th Qtr		Total
	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume	% + -	\$ Volume
Residential	\$14,862,400	95%	\$5,390,000	7%	\$11,215,634	3%	\$14,662,300	36%	\$46,130,334
Single Family	\$14,862,400	95%	\$5,390,000	7%	\$10,645,634	-3%	\$14,662,300	36%	\$45,560,334
Multi Family					\$570,000				\$570,000
Condos									
Land	\$2,267,500	68%	\$480,000	-33%	\$2,705,000	49%	\$1,977,000	264%	\$7,429,500
Commercial							\$700,000	367%	\$700,000

