



Martha's Vineyard
First Quarter 2016
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.

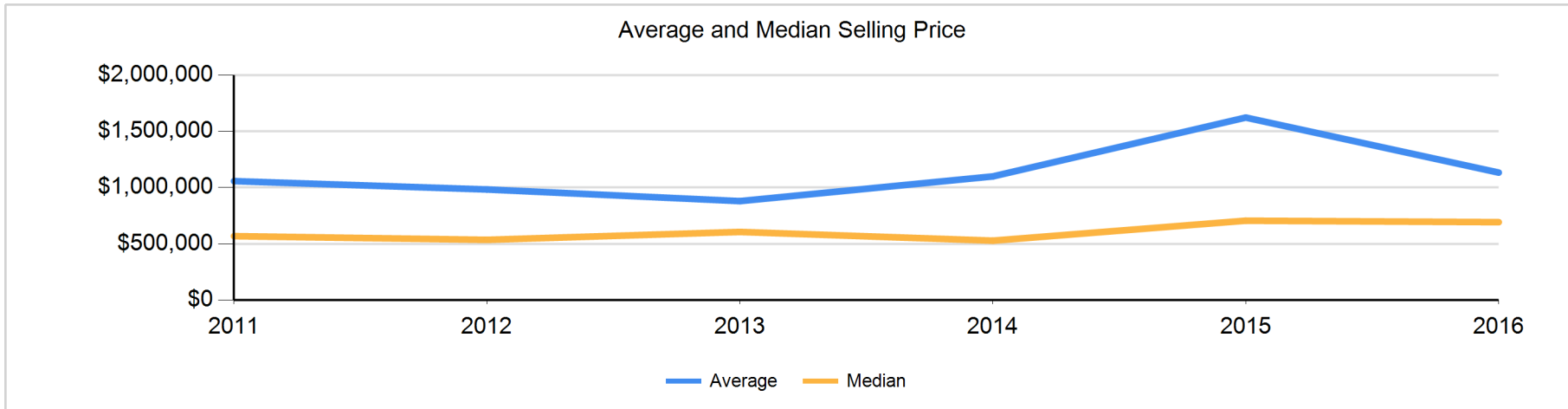
Single and Multi family sales only unless otherwise specified.

Information deemed reliable but not guaranteed.



Island Wide
 First Quarter 2016
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	66	-7%	\$1,056,689	-8%	\$567,500	-9%	92%	-7%	\$69,741,459	-14%	245
2012	92	39%	\$982,469	-7%	\$535,000	-6%	92%	0%	\$90,387,149	30%	219
2013	60	-35%	\$878,978	-11%	\$605,000	13%	105%	14%	\$52,738,651	-42%	327
2014	82	37%	\$1,098,691	25%	\$527,500	-13%	104%	-1%	\$90,092,700	71%	191
2015	86	5%	\$1,621,663	48%	\$705,000	34%	116%	12%	\$139,463,025	55%	269
2016	82	-5%	\$1,132,394	-30%	\$691,865	-2%	158%	36%	\$92,856,313	-33%	280



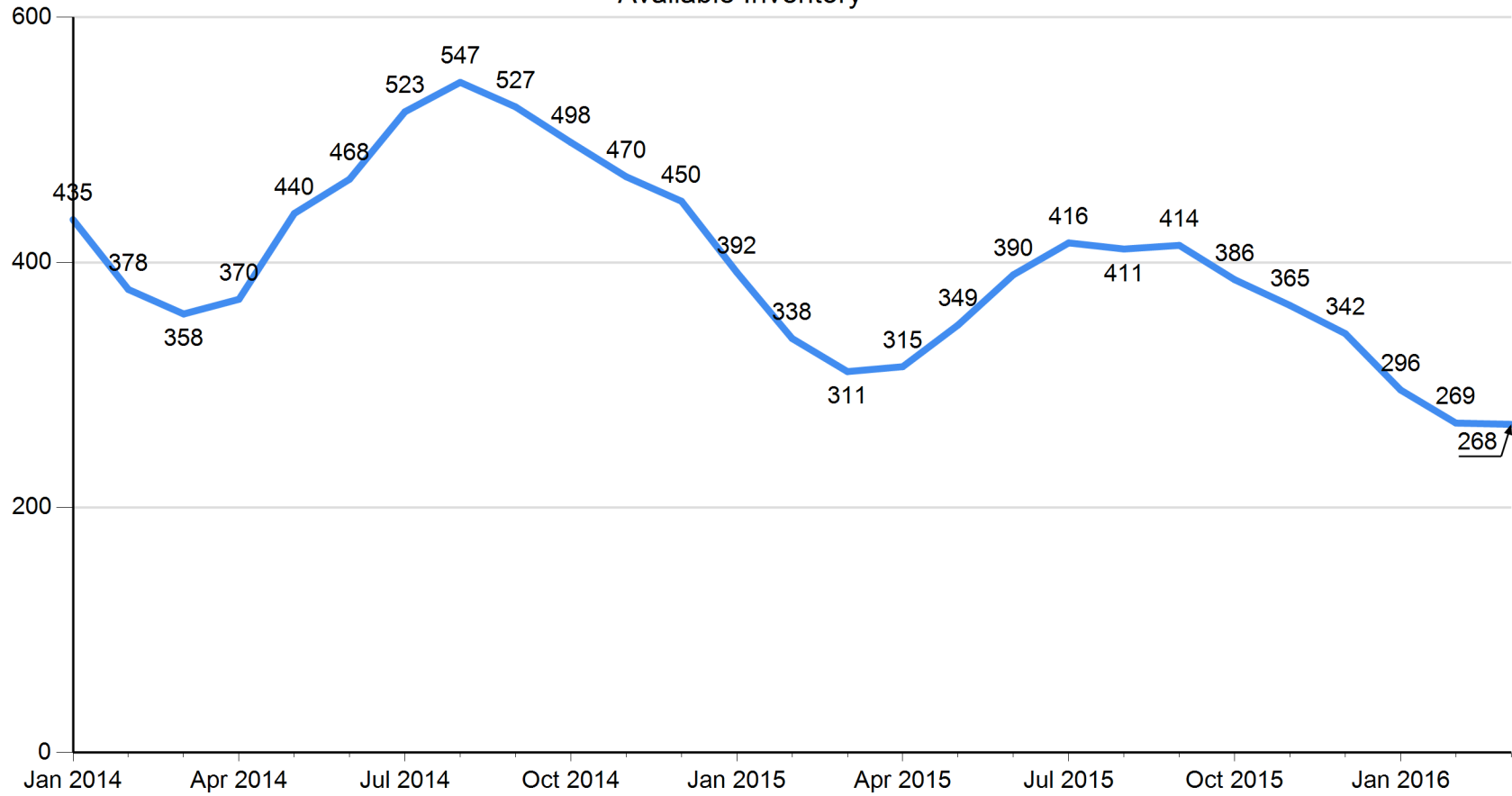


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Island Wide

First Quarter 2016

Available Inventory





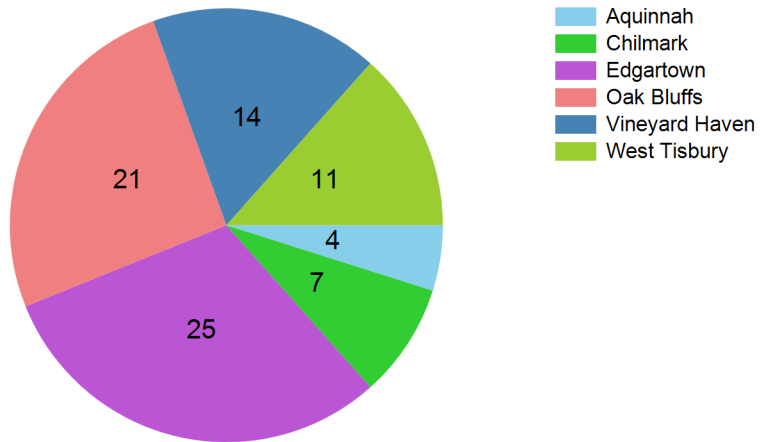
Island Wide

First Quarter 2016

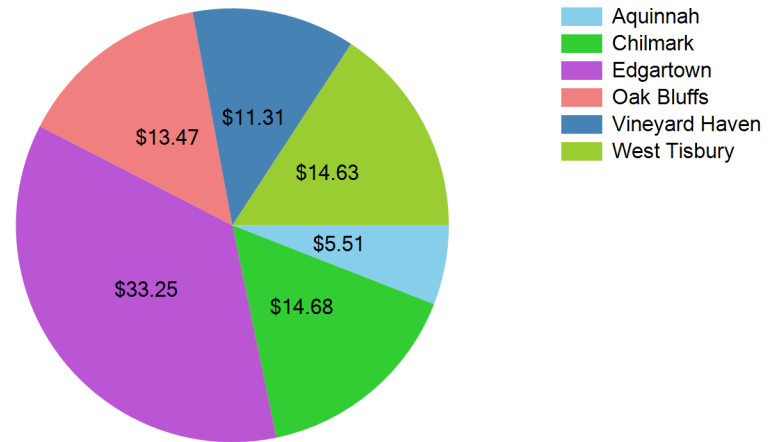
Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
Aquinnah	4	0%	\$1,376,875	-44%	\$1,247,500	-9%	101%	17%	\$5,507,500	-44%	356
Chilmark	7	17%	\$2,097,176	-24%	\$1,615,000	-6%	615%	534%	\$14,680,229	-11%	280
Edgartown	25	-19%	\$1,329,873	-44%	\$904,000	-33%	116%	-3%	\$33,246,833	-55%	319
Oak Bluffs	21	31%	\$641,629	27%	\$578,000	26%	118%	11%	\$13,474,201	67%	205
Vineyard Haven	14	-30%	\$808,143	0%	\$592,500	-12%	116%	-18%	\$11,314,000	-30%	243
West Tisbury	11	22%	\$1,330,323	-19%	\$700,000	22%	110%	16%	\$14,633,550	-2%	339

Sales by Area



Sales by Area (\$ Millions)





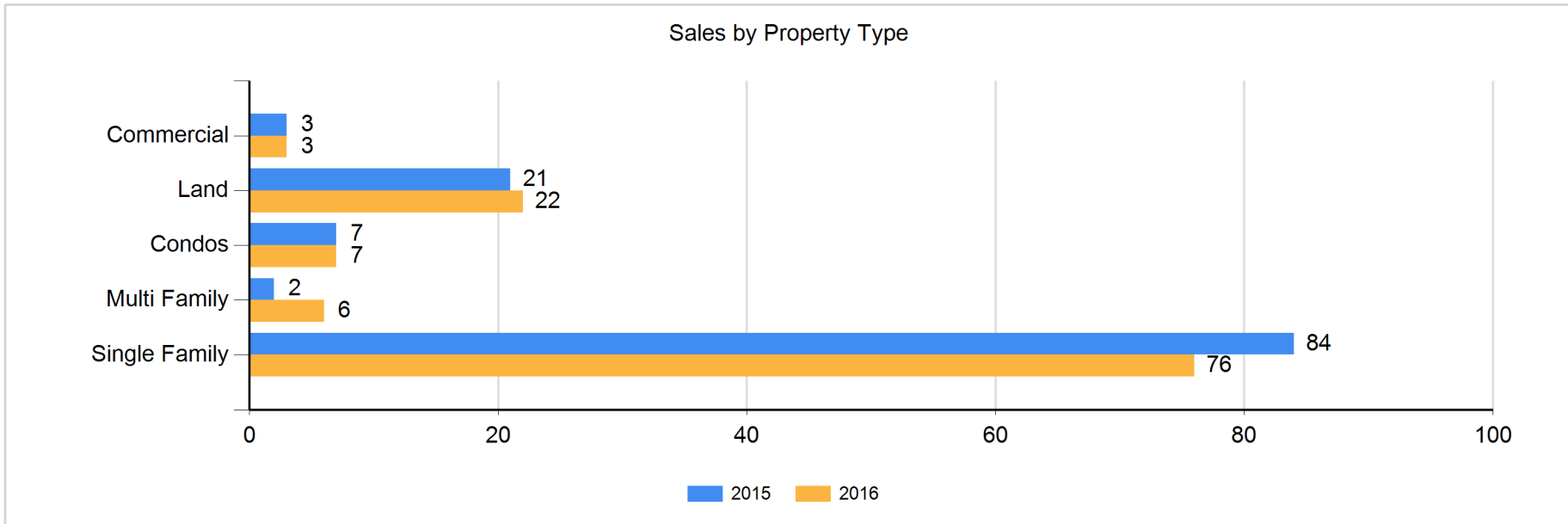
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Island Wide

First Quarter 2016

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
Residential	89	-4%	89
Single Family	76	-10%	76
Multi Family	6	200%	6
Condos	7	0%	7
Land	22	5%	22
Commercial	3	0%	3



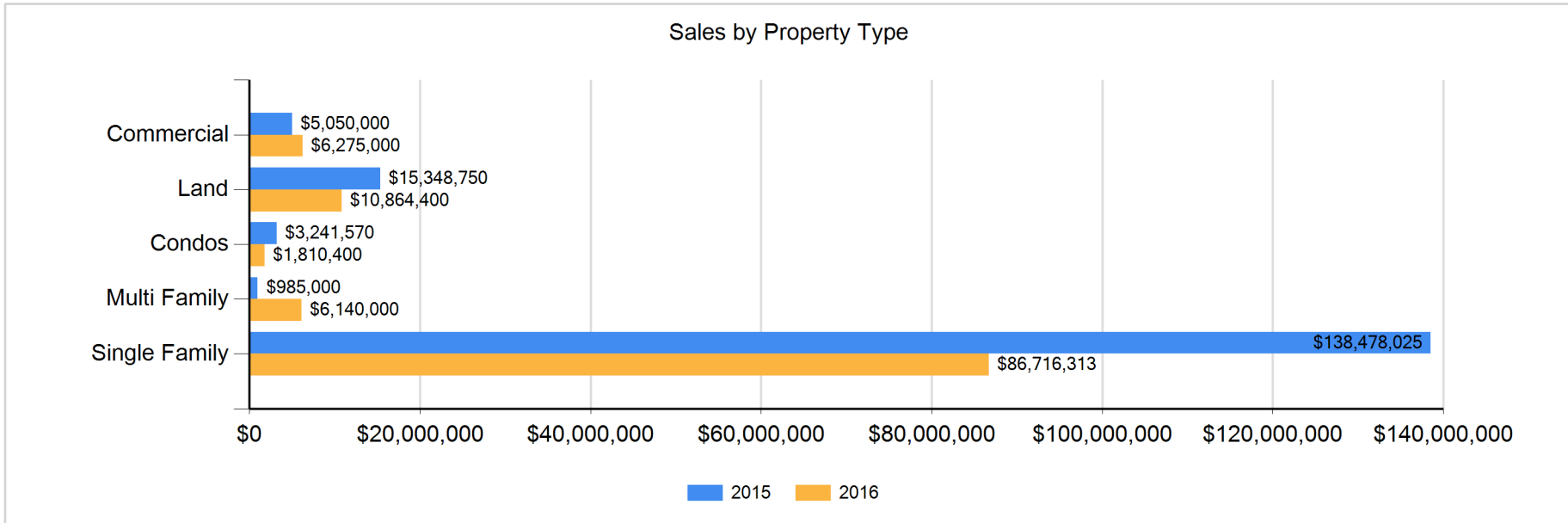


Island Wide

First Quarter 2016

Year to Date - Sales Volume by Quarter

	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
Residential	\$94,666,713	-34%	\$94,666,713
Single Family	\$86,716,313	-37%	\$86,716,313
Multi Family	\$6,140,000	523%	\$6,140,000
Condos	\$1,810,400	-44%	\$1,810,400
Land	\$10,864,400	-29%	\$10,864,400
Commercial	\$6,275,000	24%	\$6,275,000



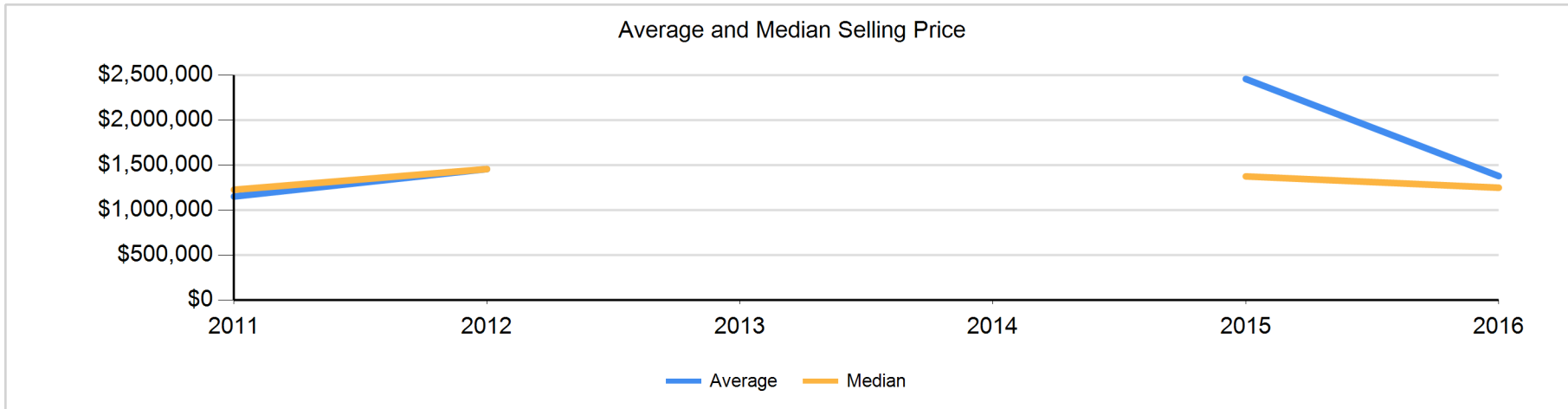


Aquinnah

First Quarter 2016

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	3	-25%	\$1,150,000	-25%	\$1,225,000	-20%	73%	-38%	\$3,450,000	-44%	265
2012	2	-33%	\$1,454,450	26%	\$1,454,450	19%	105%	44%	\$2,908,900	-16%	660
2013	0	-100%									
2014	0										
2015	4		\$2,455,375		\$1,373,250		86%		\$9,821,500		483
2016	4	0%	\$1,376,875	-44%	\$1,247,500	-9%	101%	17%	\$5,507,500	-44%	356



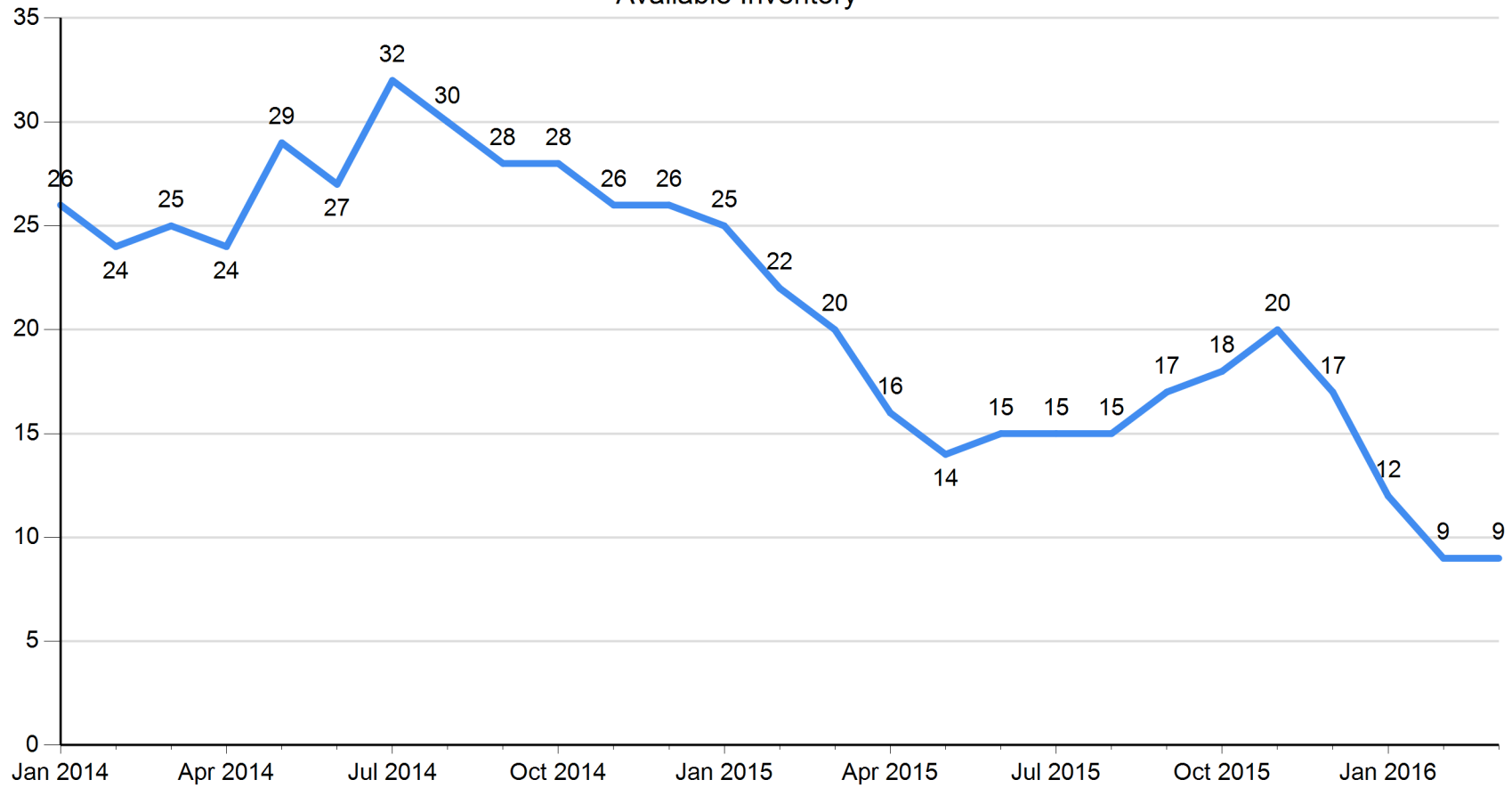


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Aquinnah

First Quarter 2016

Available Inventory



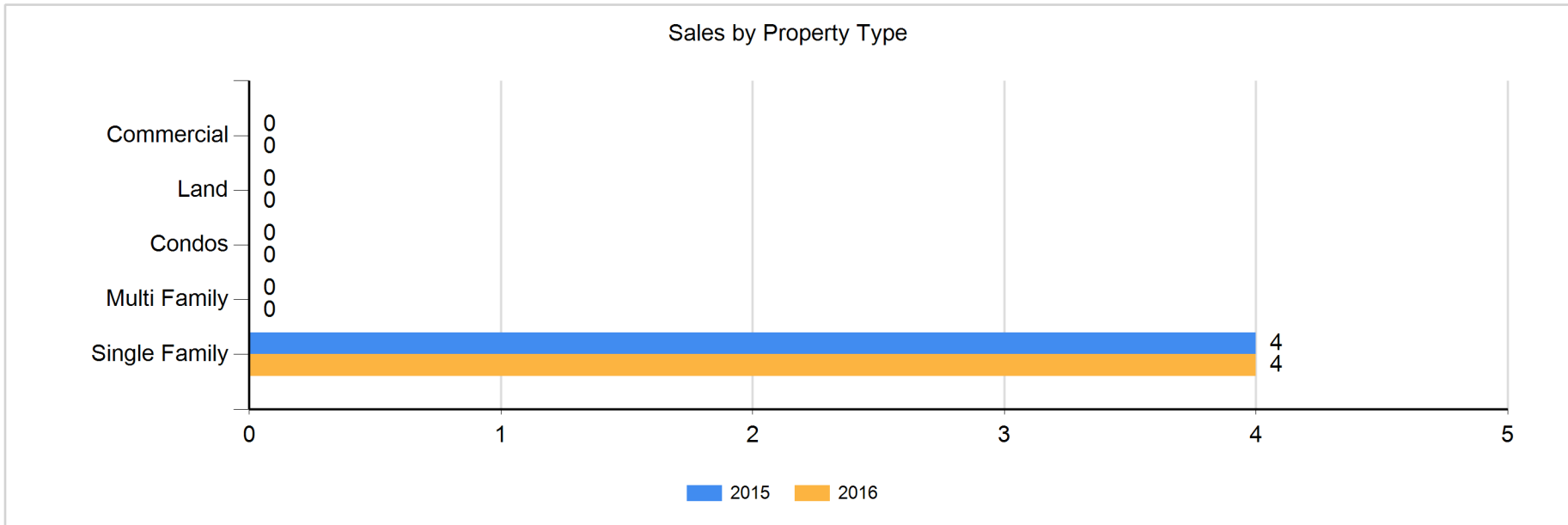


Aquinnah

First Quarter 2016

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
Residential	4	0%	4
Single Family	4	0%	4
Multi Family	0		0
Condos	0		0
Land	0		0
Commercial	0		0



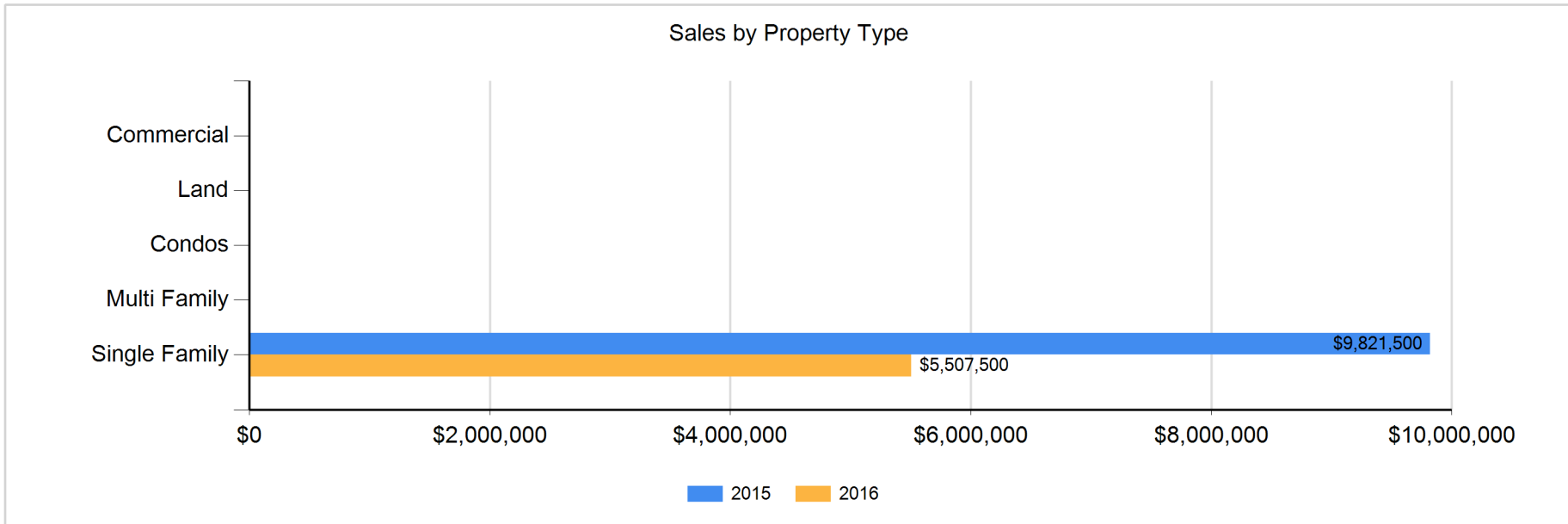


Aquinnah

First Quarter 2016

Year to Date - Sales Volume by Quarter

	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
Residential	\$5,507,500	-44%	\$5,507,500
Single Family	\$5,507,500	-44%	\$5,507,500
Multi Family			
Condos			
Land			
Commercial			

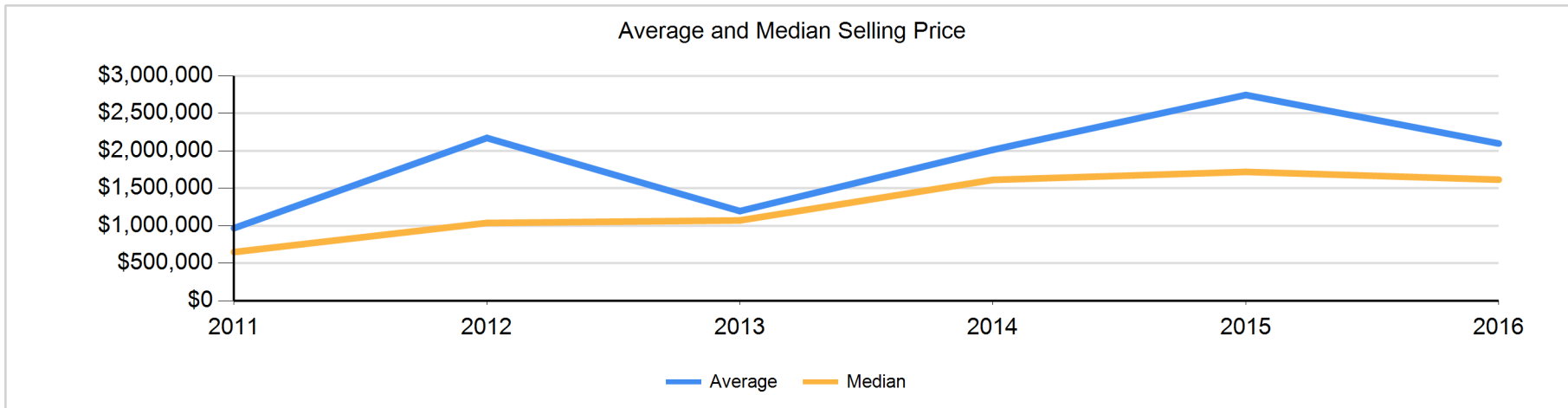




Chilmark

First Quarter 2016 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	4	-43%	\$968,125	-58%	\$649,250	-66%	89%	-19%	\$3,872,500	-76%	78
2012	4	0%	\$2,171,250	124%	\$1,037,500	60%	106%	19%	\$8,685,000	124%	349
2013	4	0%	\$1,196,125	-45%	\$1,071,750	3%	79%	-25%	\$4,784,500	-45%	791
2014	6	50%	\$2,013,333	68%	\$1,612,500	50%	90%	14%	\$12,080,000	152%	185
2015	6	0%	\$2,744,583	36%	\$1,718,750	7%	97%	8%	\$16,467,500	36%	241
2016	7	17%	\$2,097,176	-24%	\$1,615,000	-6%	615%	534%	\$14,680,229	-11%	280



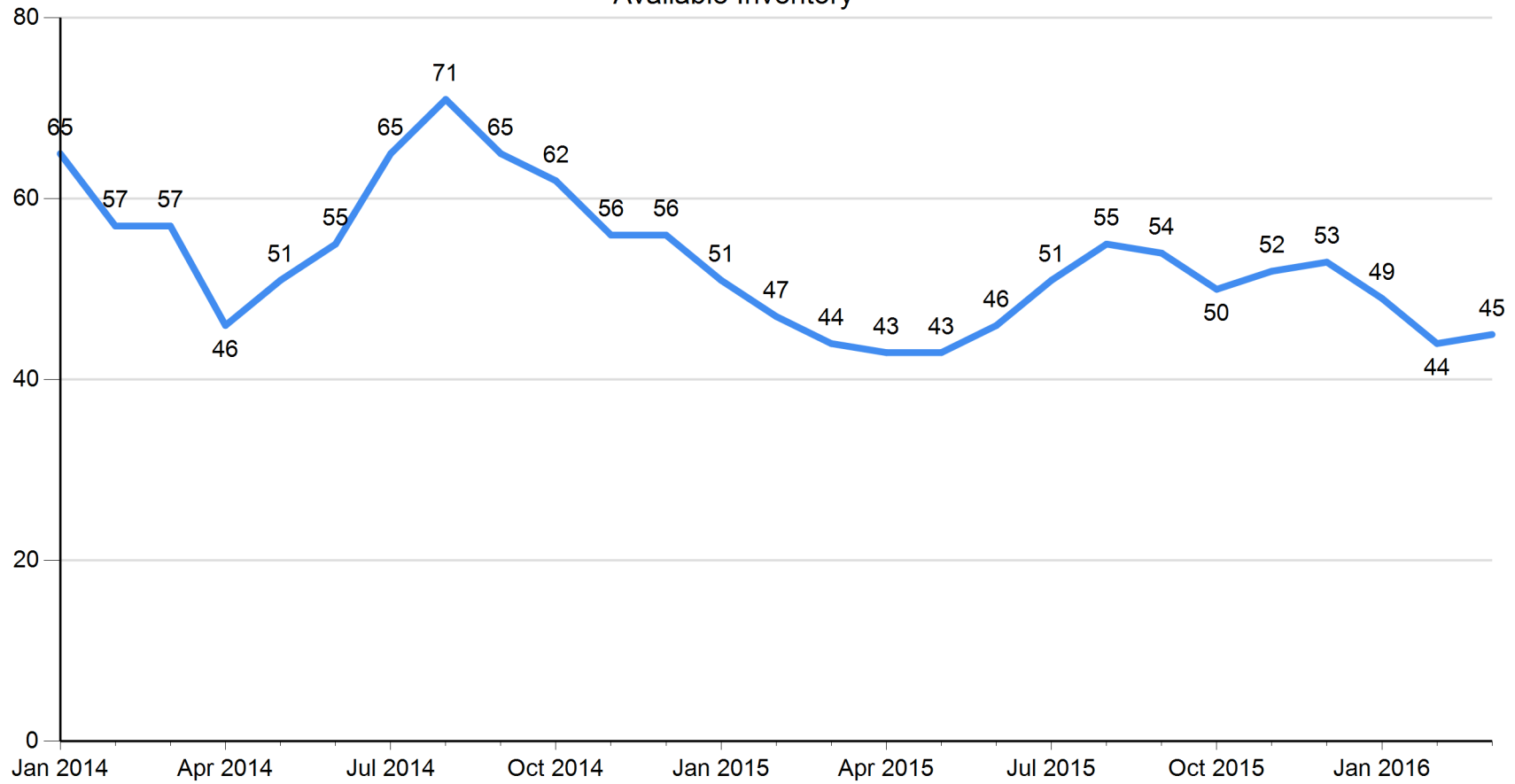


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Chilmark

First Quarter 2016

Available Inventory



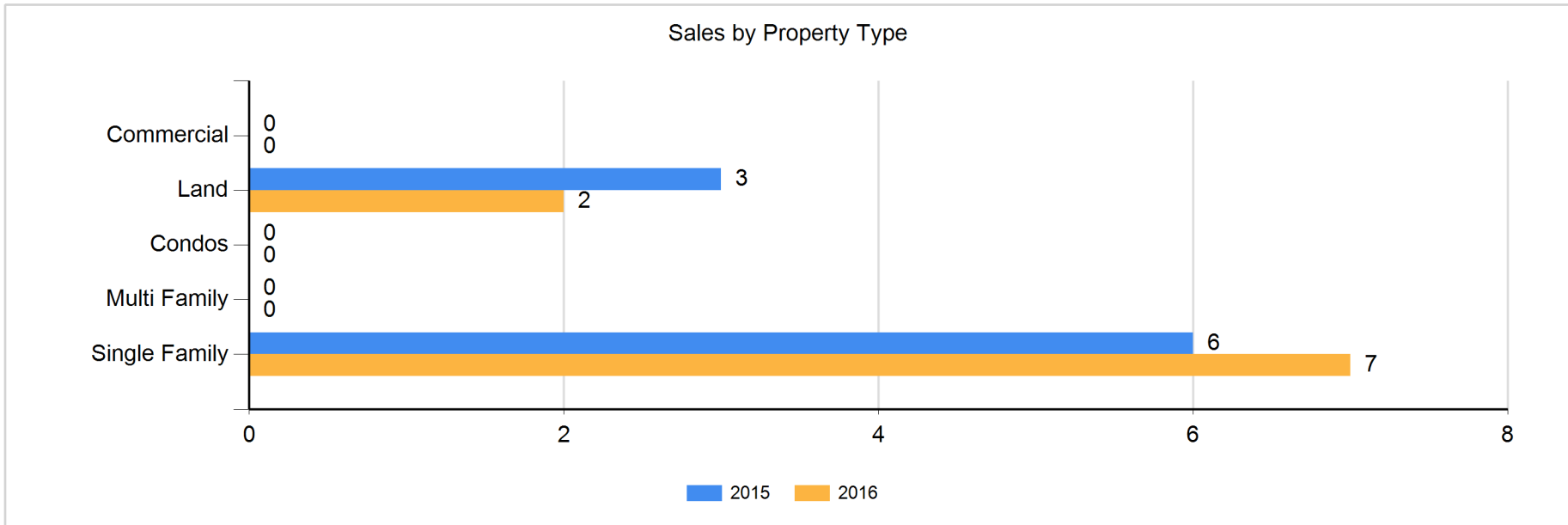


Chilmark

First Quarter 2016

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
Residential	7	17%	7
Single Family	7	17%	7
Multi Family	0		0
Condos	0		0
Land	2	-33%	2
Commercial	0		0

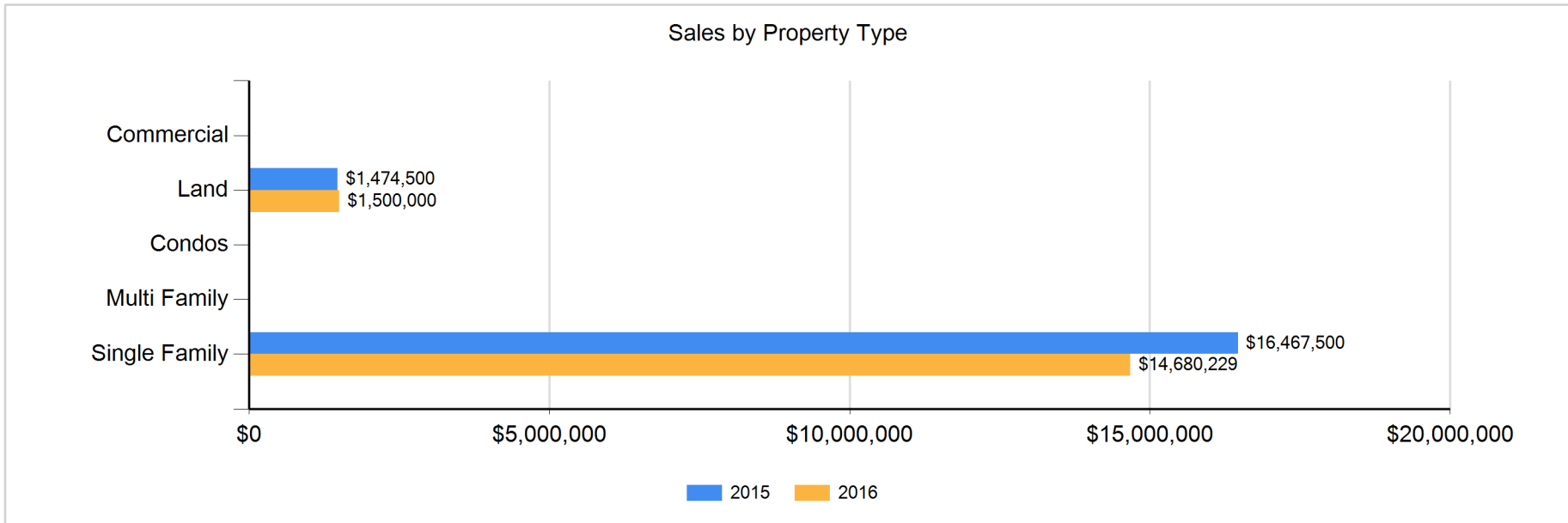




Chilmark

First Quarter 2016
Year to Date - Sales Volume by Quarter

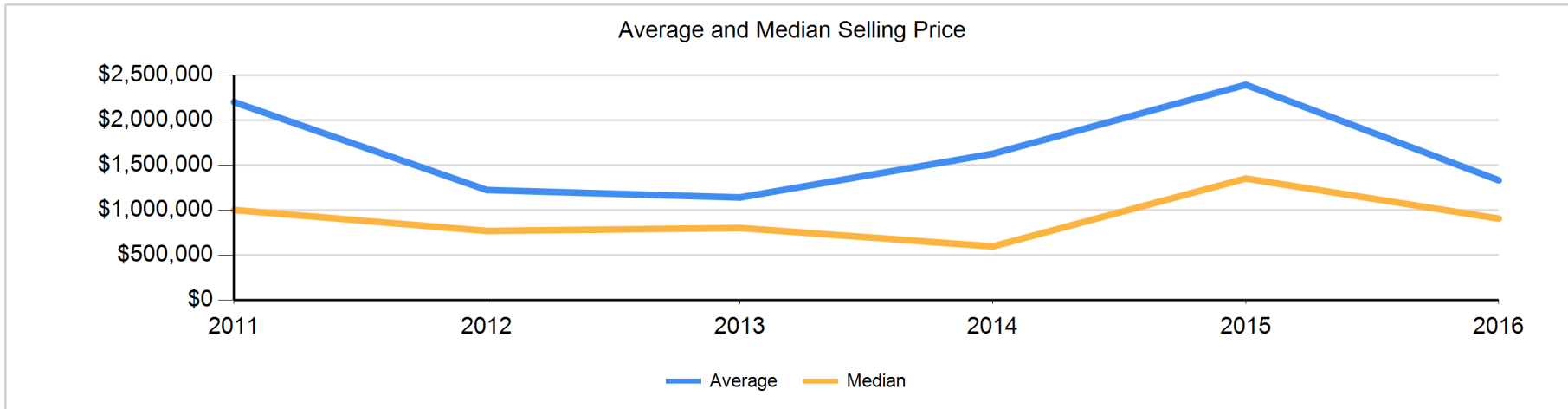
	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
Residential	\$14,680,229	-11%	\$14,680,229
Single Family	\$14,680,229	-11%	\$14,680,229
Multi Family			
Condos			
Land	\$1,500,000	2%	\$1,500,000
Commercial			





Edgartown
 First Quarter 2016
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	17	-29%	\$2,199,488	49%	\$1,000,000	24%	99%	-7%	\$37,391,300	6%	386
2012	33	94%	\$1,221,866	-44%	\$767,000	-23%	96%	-3%	\$40,321,577	8%	177
2013	21	-36%	\$1,139,431	-7%	\$800,000	4%	104%	8%	\$23,928,050	-41%	342
2014	29	38%	\$1,625,284	43%	\$595,000	-26%	111%	7%	\$47,133,250	97%	255
2015	31	7%	\$2,391,327	47%	\$1,350,000	127%	119%	7%	\$74,131,125	57%	207
2016	25	-19%	\$1,329,873	-44%	\$904,000	-33%	116%	-3%	\$33,246,833	-55%	319



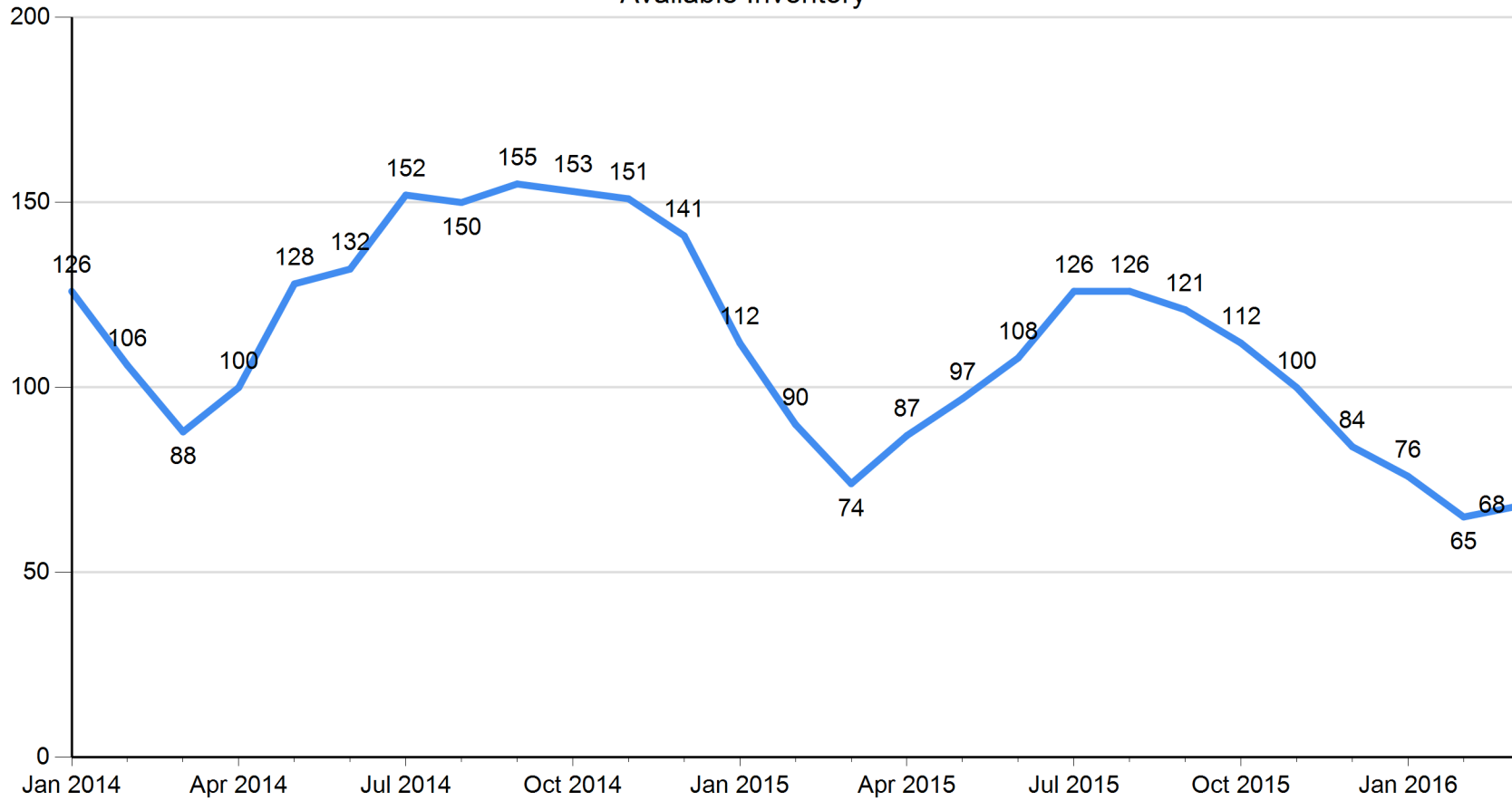


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Edgartown

First Quarter 2016

Available Inventory



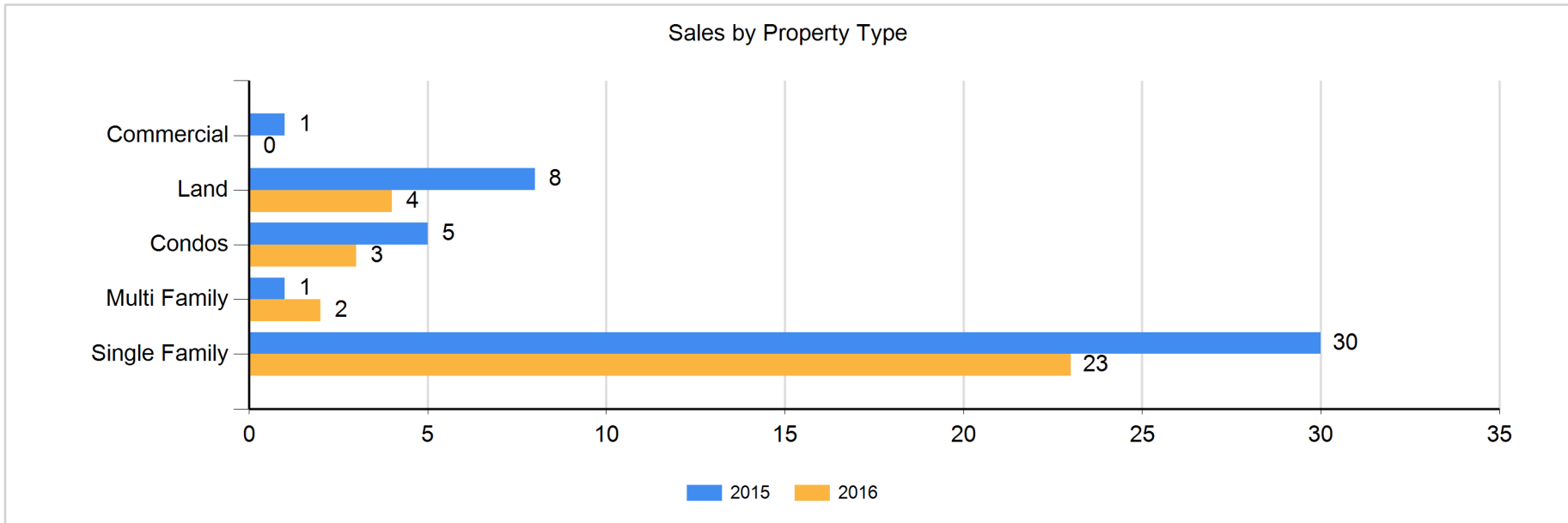


Edgartown

First Quarter 2016

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
Residential	28	-22%	28
Single Family	23	-23%	23
Multi Family	2	100%	2
Condos	3	-40%	3
Land	4	-50%	4
Commercial	0	-100%	0



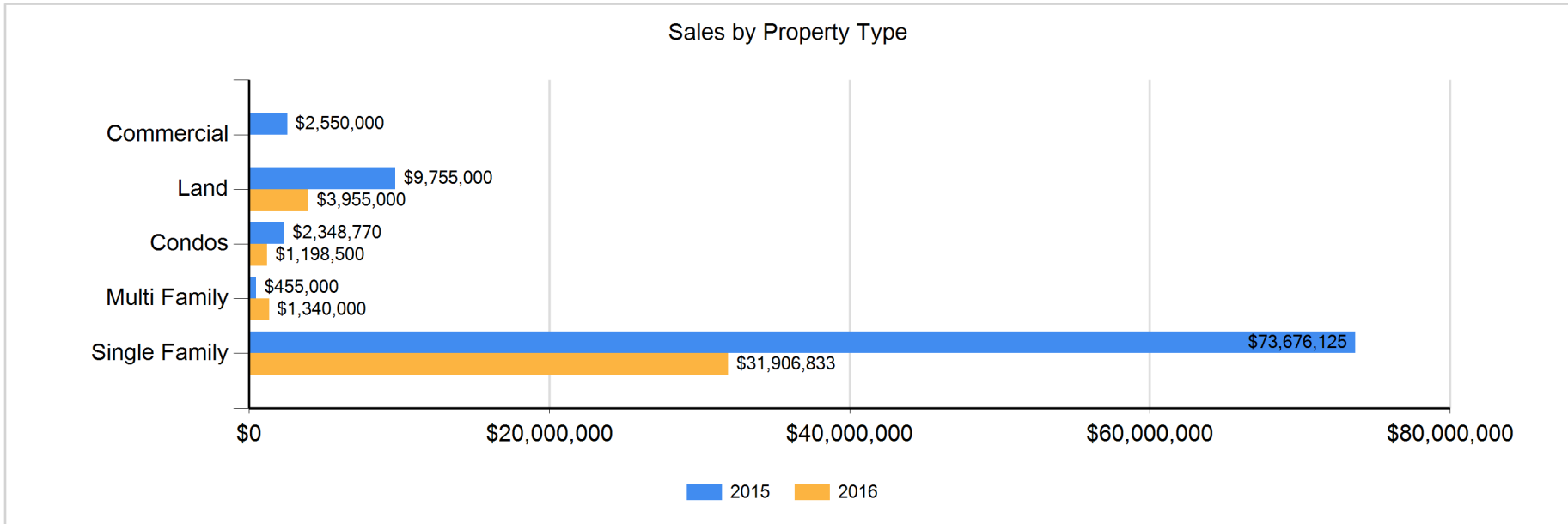


Edgartown

First Quarter 2016

Year to Date - Sales Volume by Quarter

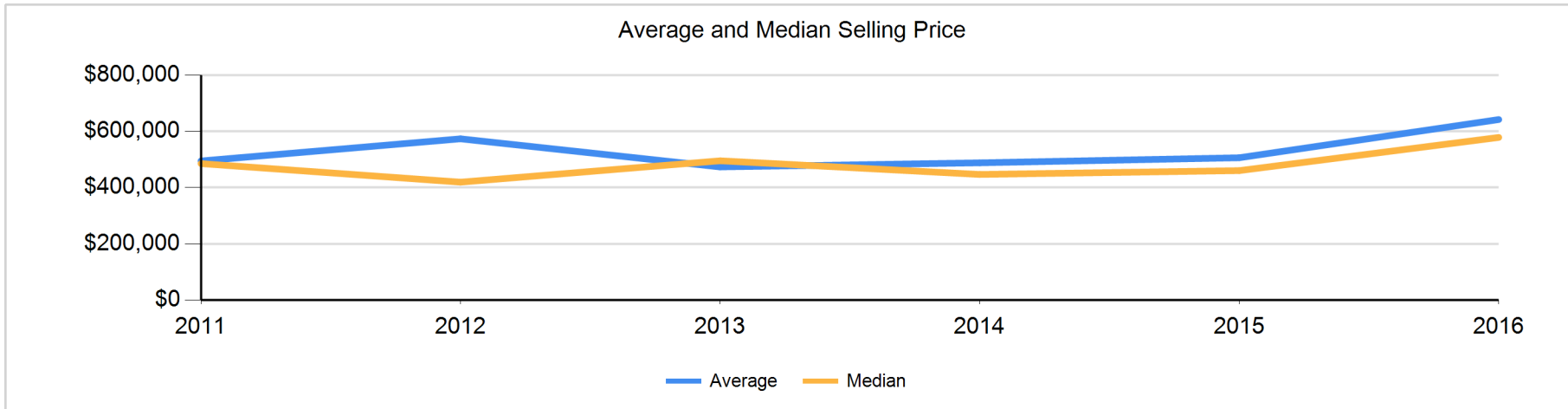
	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
Residential	\$34,445,333	-55%	\$34,445,333
Single Family	\$31,906,833	-57%	\$31,906,833
Multi Family	\$1,340,000	195%	\$1,340,000
Condos	\$1,198,500	-49%	\$1,198,500
Land	\$3,955,000	-59%	\$3,955,000
Commercial			





Oak Bluffs
 First Quarter 2016
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	19	19%	\$494,314	-28%	\$485,000	-6%	89%	-8%	\$9,391,973	-14%	217
2012	29	53%	\$573,116	16%	\$419,000	-14%	91%	2%	\$16,620,374	77%	230
2013	17	-41%	\$473,147	-17%	\$495,000	18%	119%	31%	\$8,043,500	-52%	140
2014	26	53%	\$487,738	3%	\$446,450	-10%	102%	-14%	\$12,681,200	58%	145
2015	16	-38%	\$505,719	4%	\$460,000	3%	106%	4%	\$8,091,500	-36%	210
2016	21	31%	\$641,629	27%	\$578,000	26%	118%	11%	\$13,474,201	67%	205



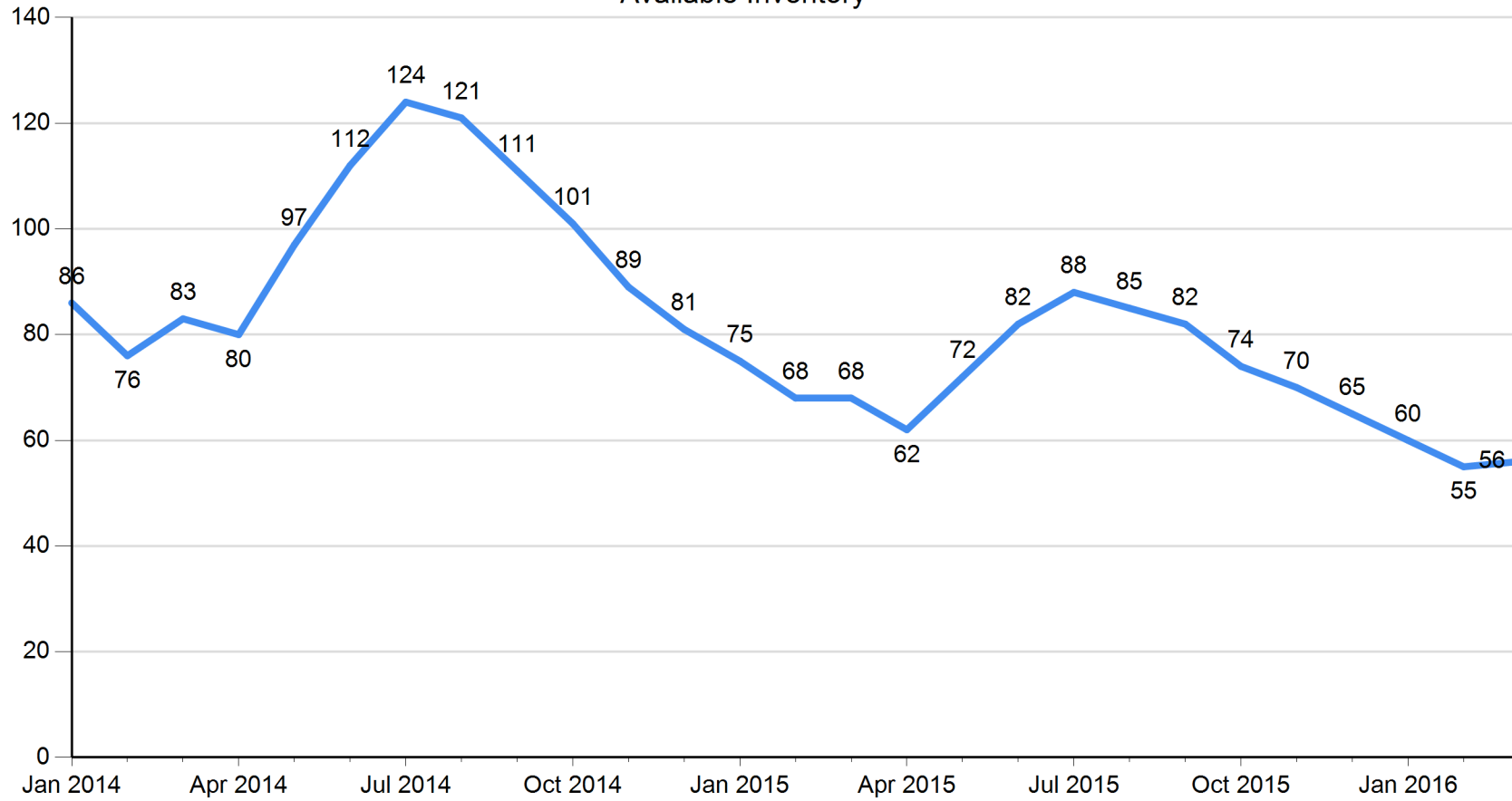


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Oak Bluffs

First Quarter 2016

Available Inventory



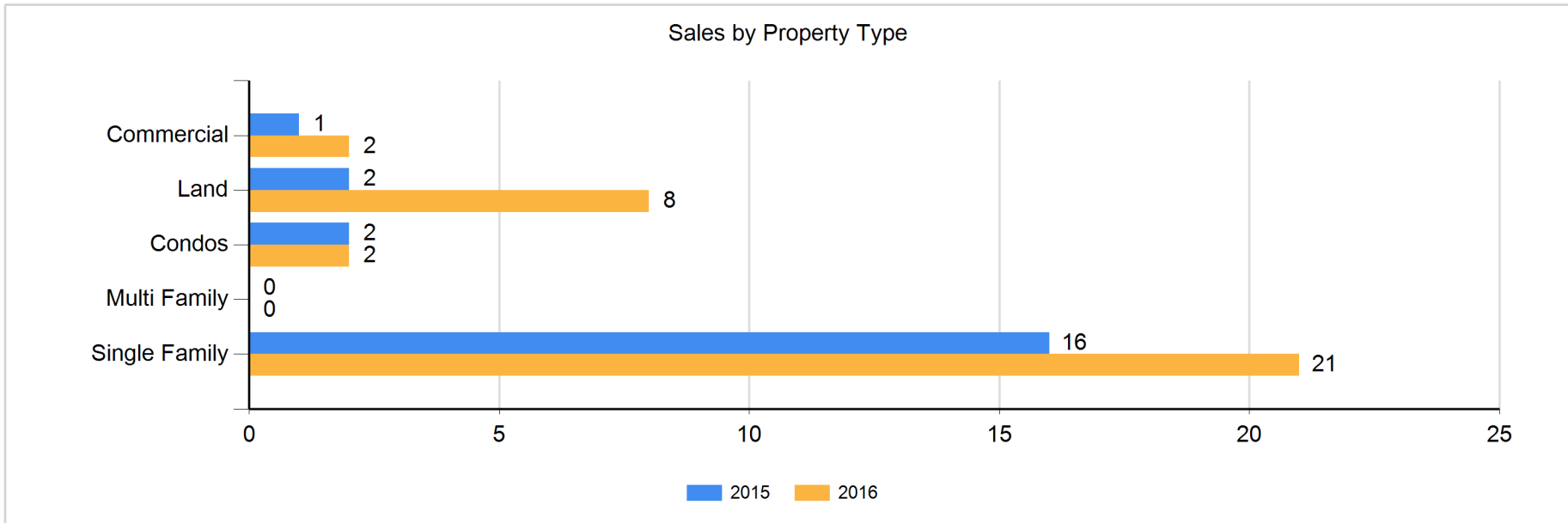


Oak Bluffs

First Quarter 2016

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
Residential	23	28%	23
Single Family	21	31%	21
Multi Family	0		0
Condos	2	0%	2
Land	8	300%	8
Commercial	2	100%	2



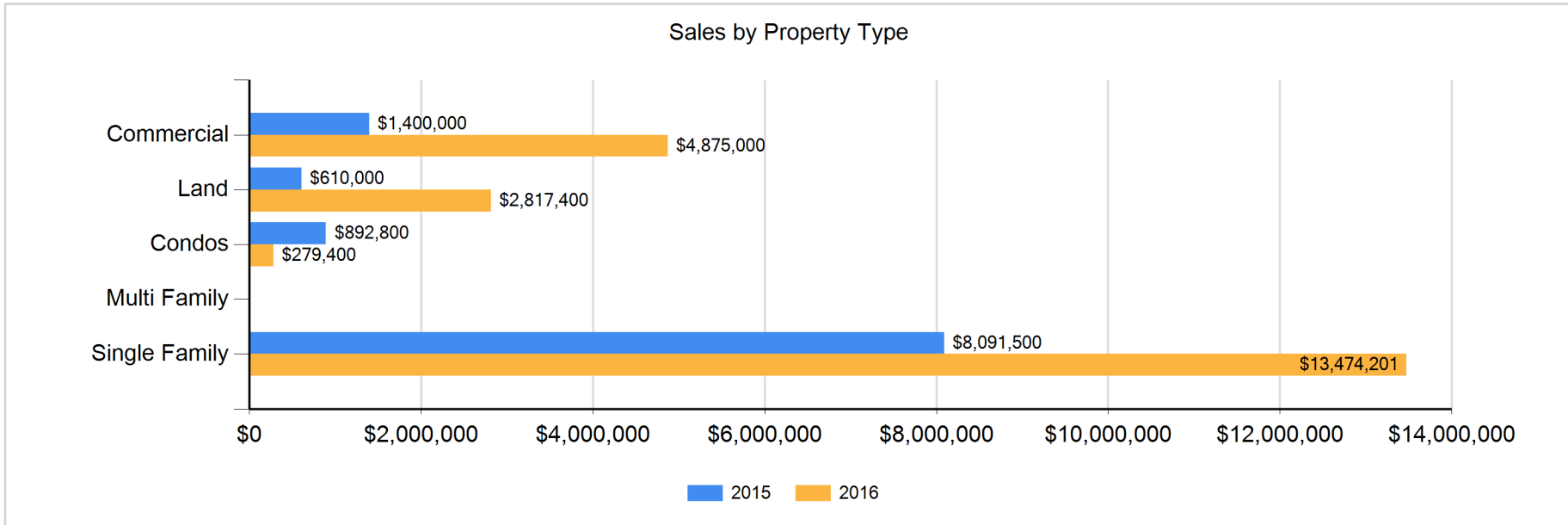


Oak Bluffs

First Quarter 2016

Year to Date - Sales Volume by Quarter

	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
Residential	\$13,753,601	53%	\$13,753,601
Single Family	\$13,474,201	67%	\$13,474,201
Multi Family			
Condos	\$279,400	-69%	\$279,400
Land	\$2,817,400	362%	\$2,817,400
Commercial	\$4,875,000	248%	\$4,875,000



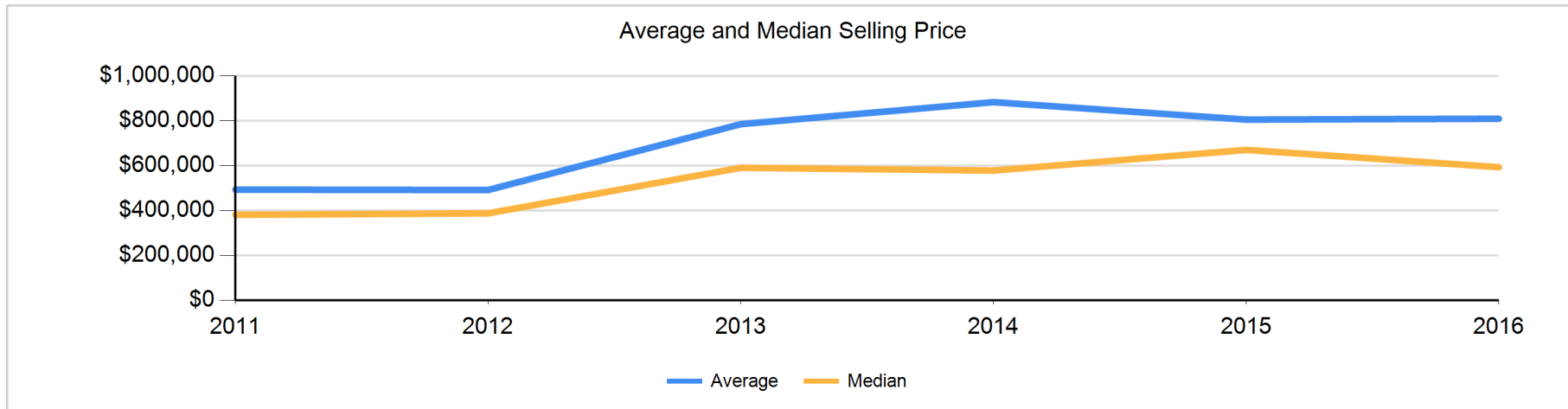


Vineyard Haven

First Quarter 2016

Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	14	17%	\$492,549	8%	\$380,500	-11%	93%	8%	\$6,895,686	26%	216
2012	17	21%	\$490,900	0%	\$387,000	2%	79%	-15%	\$8,345,298	21%	237
2013	11	-35%	\$784,182	60%	\$590,000	52%	100%	27%	\$8,626,000	3%	299
2014	12	9%	\$882,229	13%	\$577,500	-2%	92%	-8%	\$10,586,750	23%	135
2015	20	67%	\$804,450	-9%	\$669,500	16%	141%	53%	\$16,089,000	52%	366
2016	14	-30%	\$808,143	0%	\$592,500	-12%	116%	-18%	\$11,314,000	-30%	243



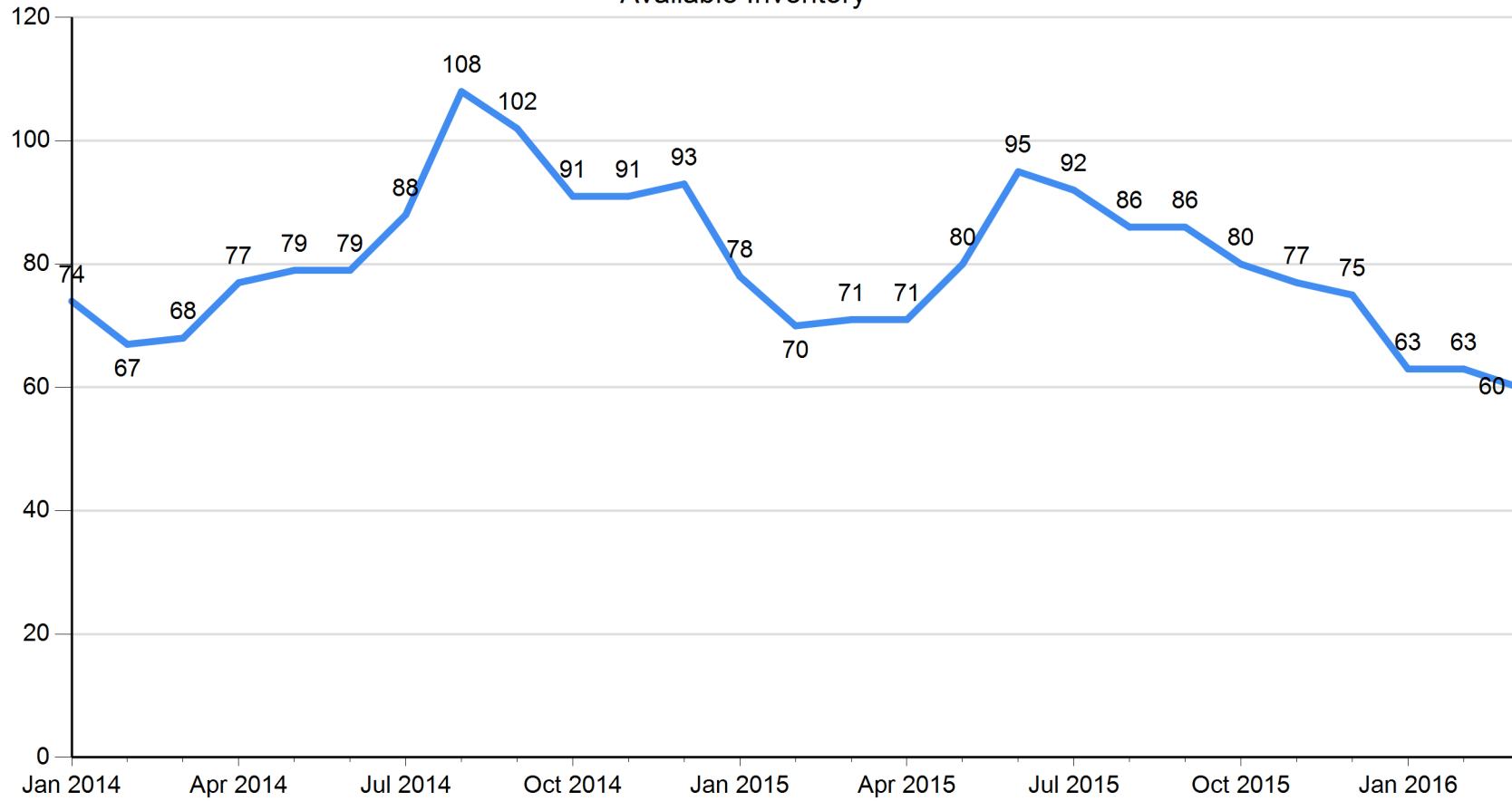


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Vineyard Haven

First Quarter 2016

Available Inventory



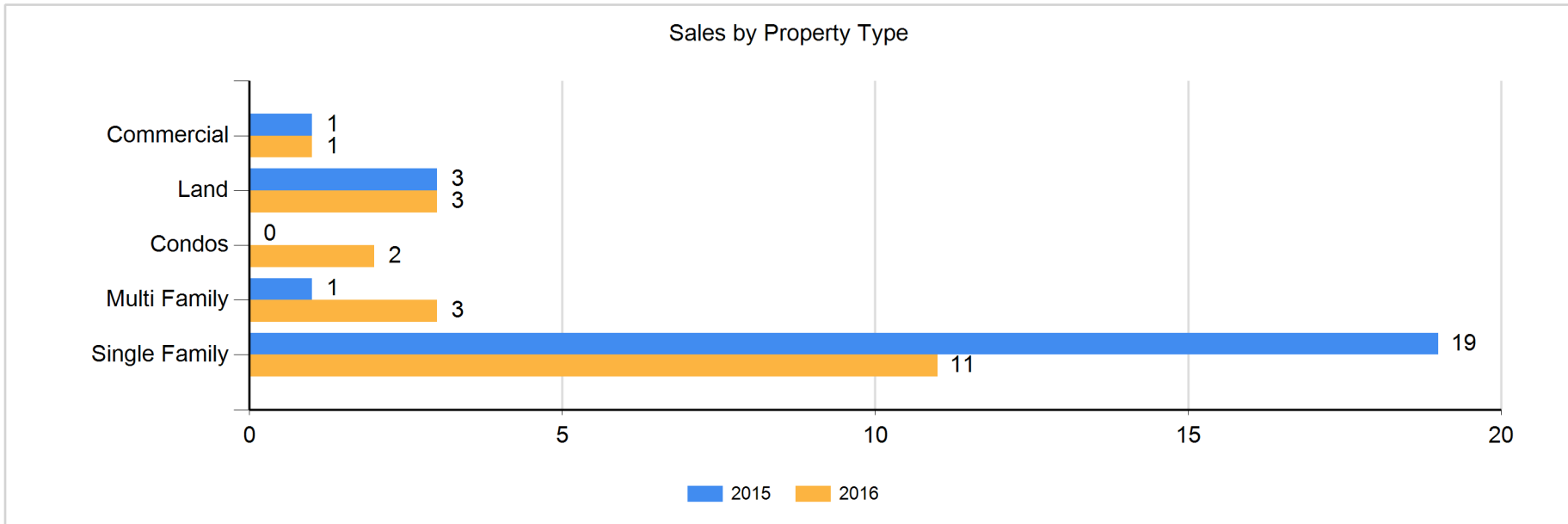


Vineyard Haven

First Quarter 2016

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
Residential	16	-20%	16
Single Family	11	-42%	11
Multi Family	3	200%	3
Condos	2		2
Land	3	0%	3
Commercial	1	0%	1



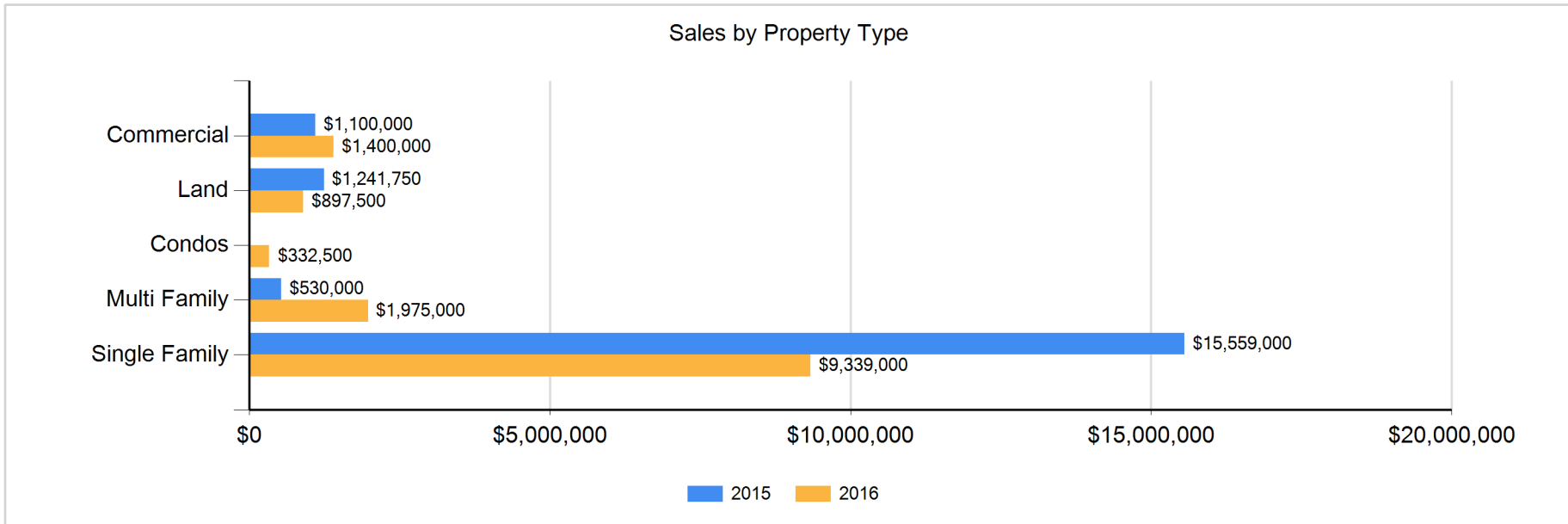


Vineyard Haven

First Quarter 2016

Year to Date - Sales Volume by Quarter

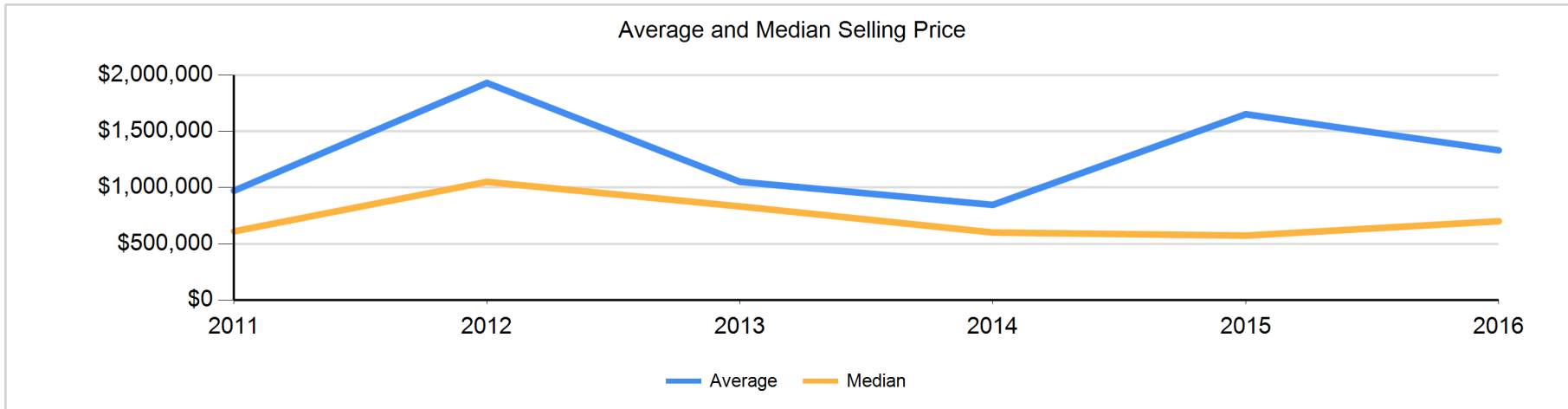
	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
Residential	\$11,646,500	-28%	\$11,646,500
Single Family	\$9,339,000	-40%	\$9,339,000
Multi Family	\$1,975,000	273%	\$1,975,000
Condos	\$332,500		\$332,500
Land	\$897,500	-28%	\$897,500
Commercial	\$1,400,000	27%	\$1,400,000





West Tisbury
 First Quarter 2016
 Quarterly Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	% of AV	% + -	\$ Volume	% + -	DOM
2011	9	13%	\$971,111	11%	\$610,000	7%	96%	14%	\$8,740,000	24%	113
2012	7	-22%	\$1,929,429	99%	\$1,050,000	72%	105%	9%	\$13,506,000	55%	146
2013	7	0%	\$1,050,943	-46%	\$832,000	-21%	96%	-9%	\$7,356,601	-46%	475
2014	9	29%	\$845,722	-20%	\$600,000	-28%	108%	13%	\$7,611,500	3%	211
2015	9	0%	\$1,651,378	95%	\$572,500	-5%	95%	-12%	\$14,862,400	95%	280
2016	11	22%	\$1,330,323	-19%	\$700,000	22%	110%	16%	\$14,633,550	-2%	339



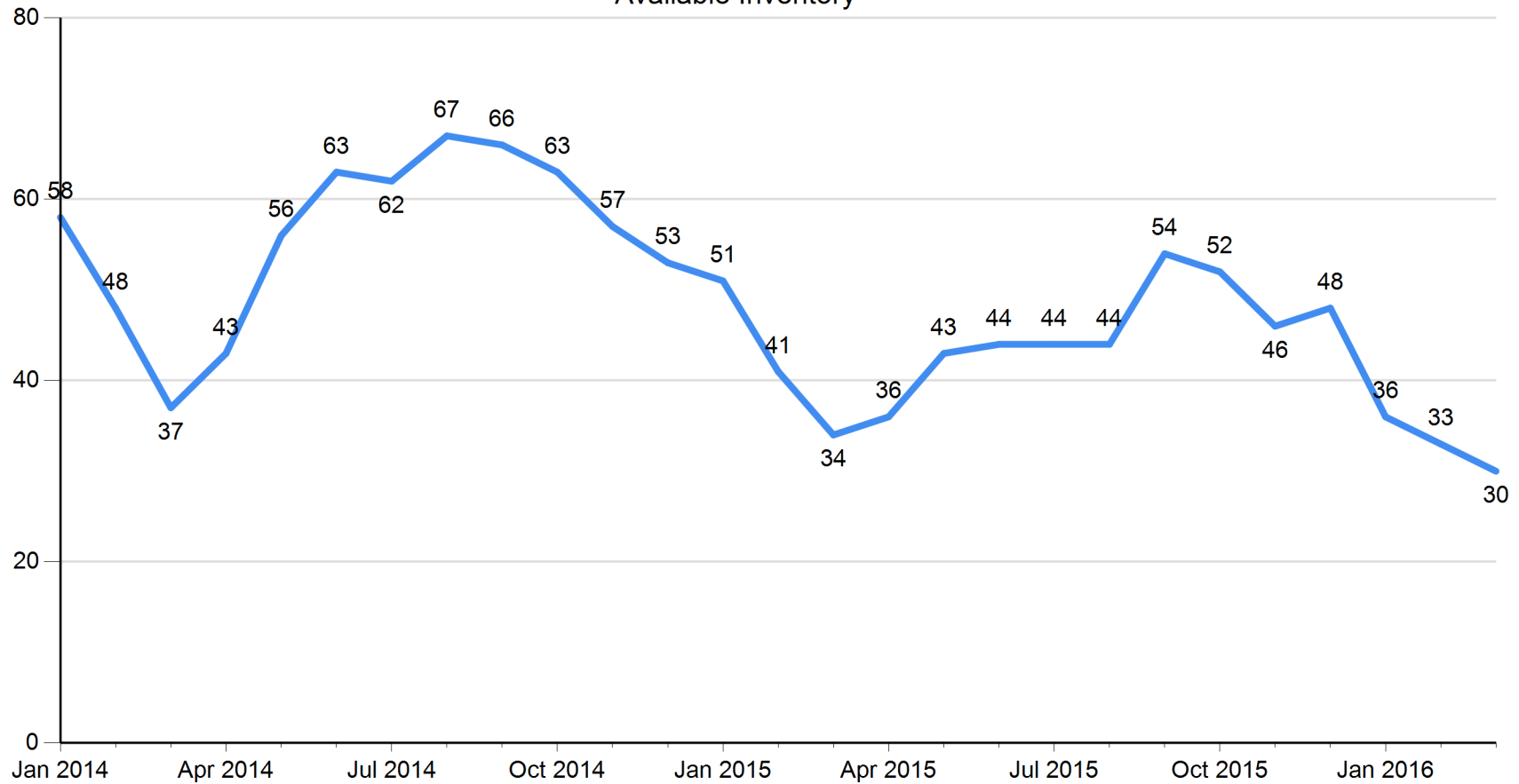


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West Tisbury

First Quarter 2016

Available Inventory



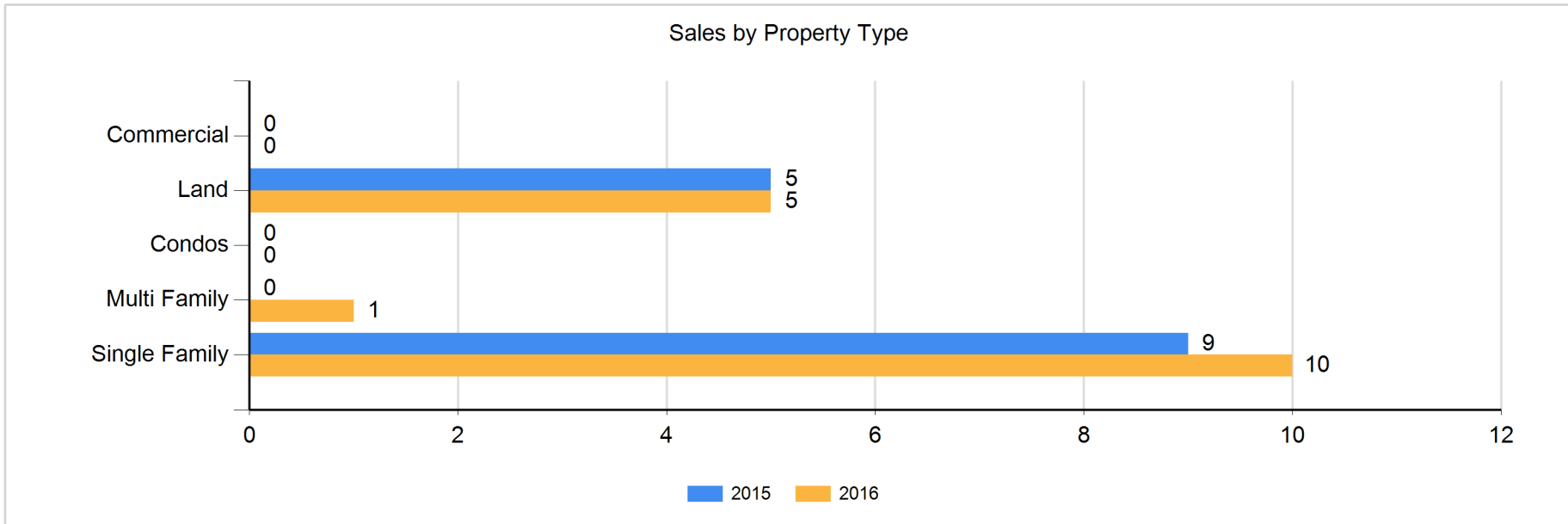


West Tisbury

First Quarter 2016

Year to Date - Number of Sales by Quarter

	1st Qtr		Total
	Sales	% + -	Sales
Residential	11	22%	11
Single Family	10	11%	10
Multi Family	1		1
Condos	0		0
Land	5	0%	5
Commercial	0		0





West Tisbury

First Quarter 2016

Year to Date - Sales Volume by Quarter

	1st Qtr		Total
	\$ Volume	% + -	\$ Volume
Residential	\$14,633,550	-2%	\$14,633,550
Single Family	\$11,808,550	-21%	\$11,808,550
Multi Family	\$2,825,000		\$2,825,000
Condos			
Land	\$1,694,500	-25%	\$1,694,500
Commercial			

