



Martha's Vineyard
Year End 2013
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 $[(\text{value this year} - \text{value last year}) / \text{value last year}]$
% 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.

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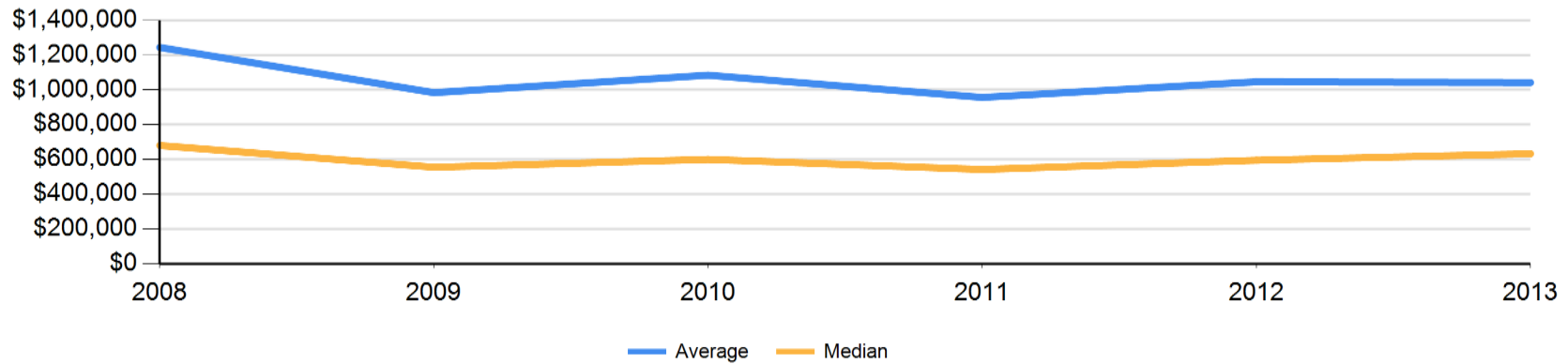
Island Wide

2013

Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	219	-24%	\$1,243,438	-17%	\$680,000	-14%	187%	44%	\$272,312,900	-37%	287
2009	253	16%	\$983,565	-21%	\$555,000	-18%	95%	-49%	\$248,841,981	-9%	373
2010	335	32%	\$1,083,745	10%	\$600,000	8%	108%	14%	\$363,054,604	46%	369
2011	306	-9%	\$956,279	-12%	\$542,033	-10%	98%	-9%	\$292,621,234	-19%	285
2012	387	26%	\$1,046,039	9%	\$595,000	10%	99%	1%	\$404,817,079	38%	328
2013	382	-1%	\$1,041,549	0%	\$632,450	6%	111%	12%	\$397,871,563	-2%	318

Average and Median Selling Price

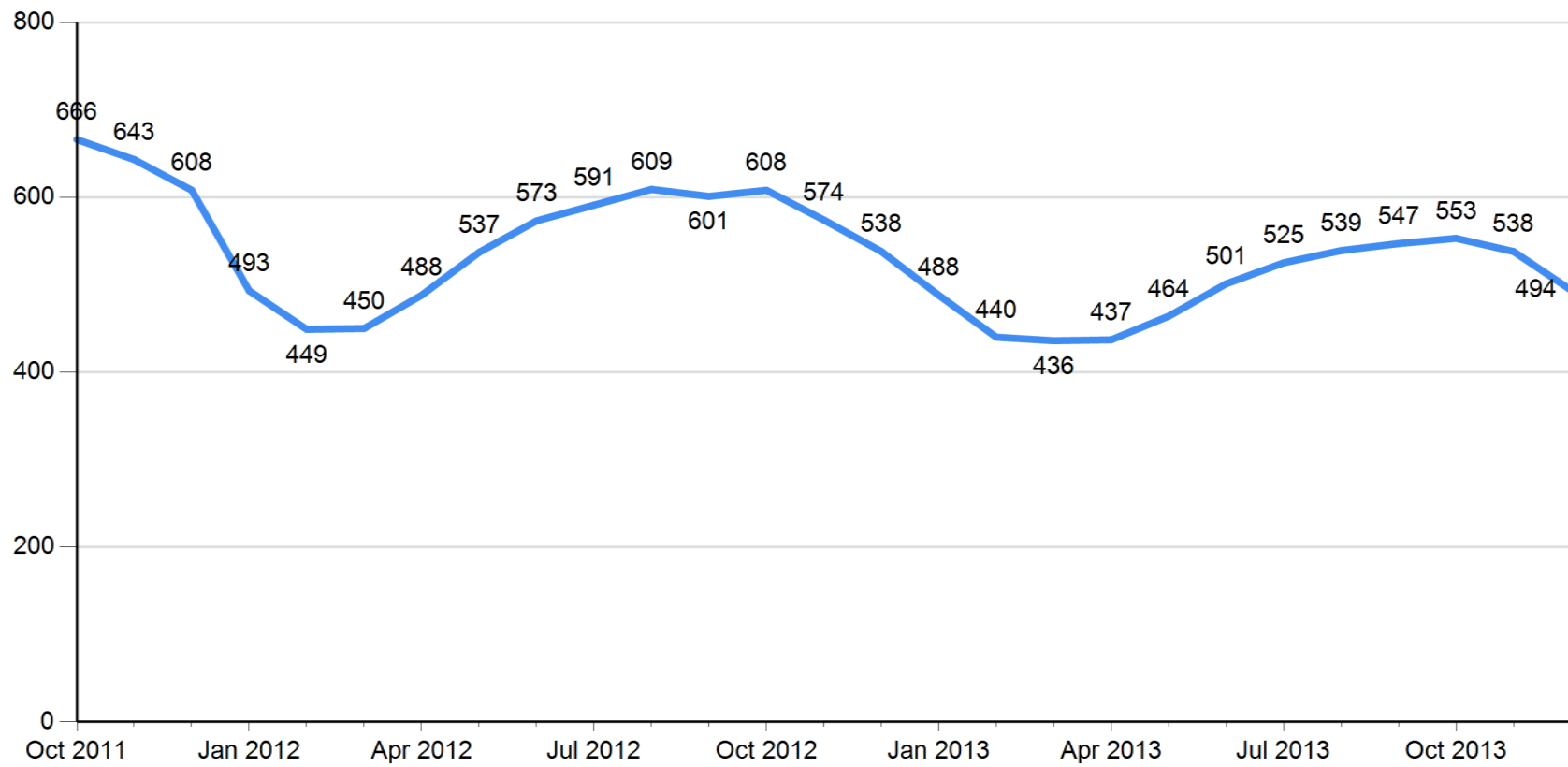




Island Wide

2013

Available Inventory





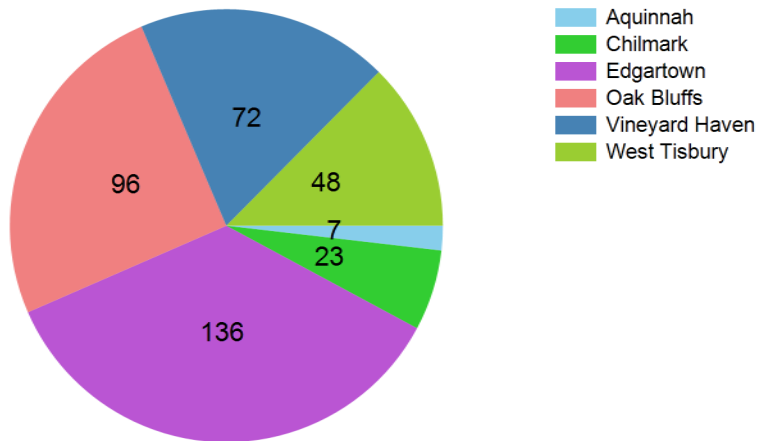
Island Wide

2013

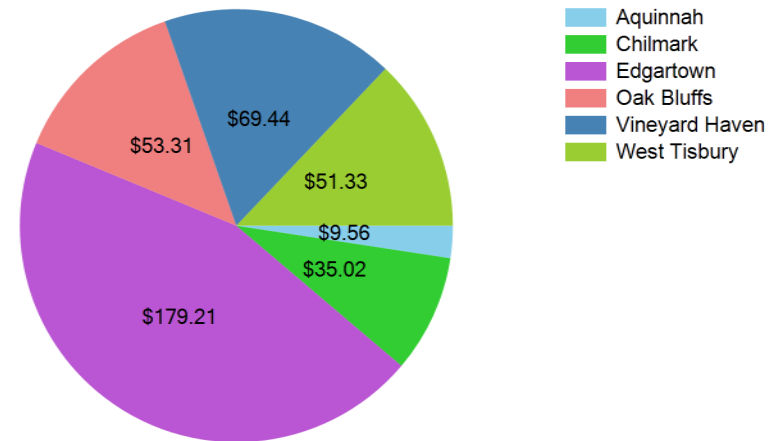
Sales Summary By Area

	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
Aquinnah	7	-30%	\$1,365,714	33%	\$1,500,000	100%	94%	-7%	\$9,560,000	-7%	324
Chilmark	23	-23%	\$1,522,467	-33%	\$1,257,500	-31%	112%	13%	\$35,016,750	-48%	622
Edgartown	136	8%	\$1,317,693	-1%	\$850,000	13%	121%	19%	\$179,206,226	7%	321
Oak Bluffs	96	-8%	\$555,338	12%	\$446,250	19%	107%	18%	\$53,312,463	4%	233
Vineyard Haven	72	1%	\$964,486	45%	\$535,000	24%	106%	8%	\$69,443,023	47%	314
West Tisbury	48	4%	\$1,069,440	-18%	\$675,000	-30%	100%	-6%	\$51,333,101	-14%	347

Sales by Area



Sales by Area (\$ Millions)





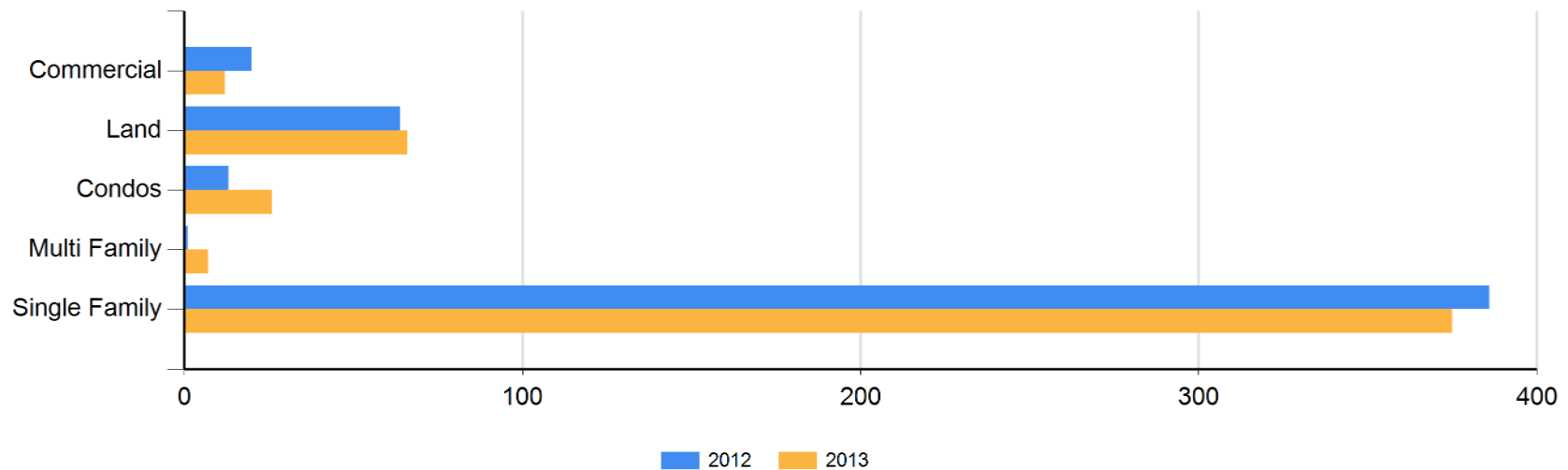
Island Wide

2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	63	-32%	\$54,874,012	-39%	99	3%	\$90,767,893	3%	125	37%	\$119,921,266	55%
Single Family	60	-35%	\$52,738,651	-42%	89	-3%	\$85,439,411	-2%	114	28%	\$112,551,216	50%
Multi Family	0				4		\$1,777,032		1	0%	\$230,000	-90%
Condos	3	200%	\$2,135,361	849%	6	50%	\$3,551,450	261%	10	900%	\$7,140,050	17315%
Land	11	-27%	\$4,756,175	-50%	18	29%	\$5,488,500	-32%	20	5%	\$15,308,500	64%
Commercial	0	-100%			2	-75%	\$625,000	-93%	2	100%	\$1,775,000	290%

Sales by Property Type





Island Wide

2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	121	1%	\$148,868,899	-3%	408	\$414,432,070
Single Family	112	-1%	\$144,320,253	-4%	375	\$395,049,531
Multi Family	2		\$815,000		7	\$2,822,032
Condos	7	0%	\$3,733,646	33%	26	\$16,560,507
Land	17	6%	\$8,235,414	-31%	66	\$33,788,589
Commercial	8	14%	\$9,470,000	45%	12	\$11,870,000



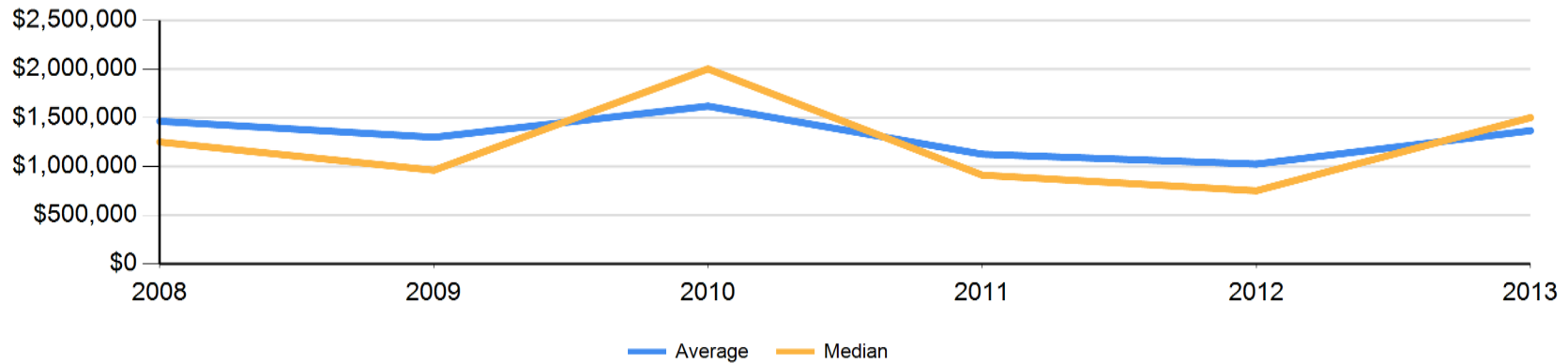
Aquinnah

2013

Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	9	80%	\$1,462,728	-2%	\$1,250,000	-7%	174%	12%	\$13,164,550	76%	285
2009	9	0%	\$1,298,556	-11%	\$960,000	-23%	112%	-36%	\$11,687,000	-11%	407
2010	7	-22%	\$1,617,857	25%	\$2,000,000	108%	107%	-4%	\$11,325,000	-3%	414
2011	9	29%	\$1,124,583	-30%	\$910,000	-55%	90%	-16%	\$10,121,250	-11%	334
2012	10	11%	\$1,023,890	-9%	\$749,450	-18%	101%	12%	\$10,238,900	1%	388
2013	7	-30%	\$1,365,714	33%	\$1,500,000	100%	94%	-7%	\$9,560,000	-7%	324

Average and Median Selling Price

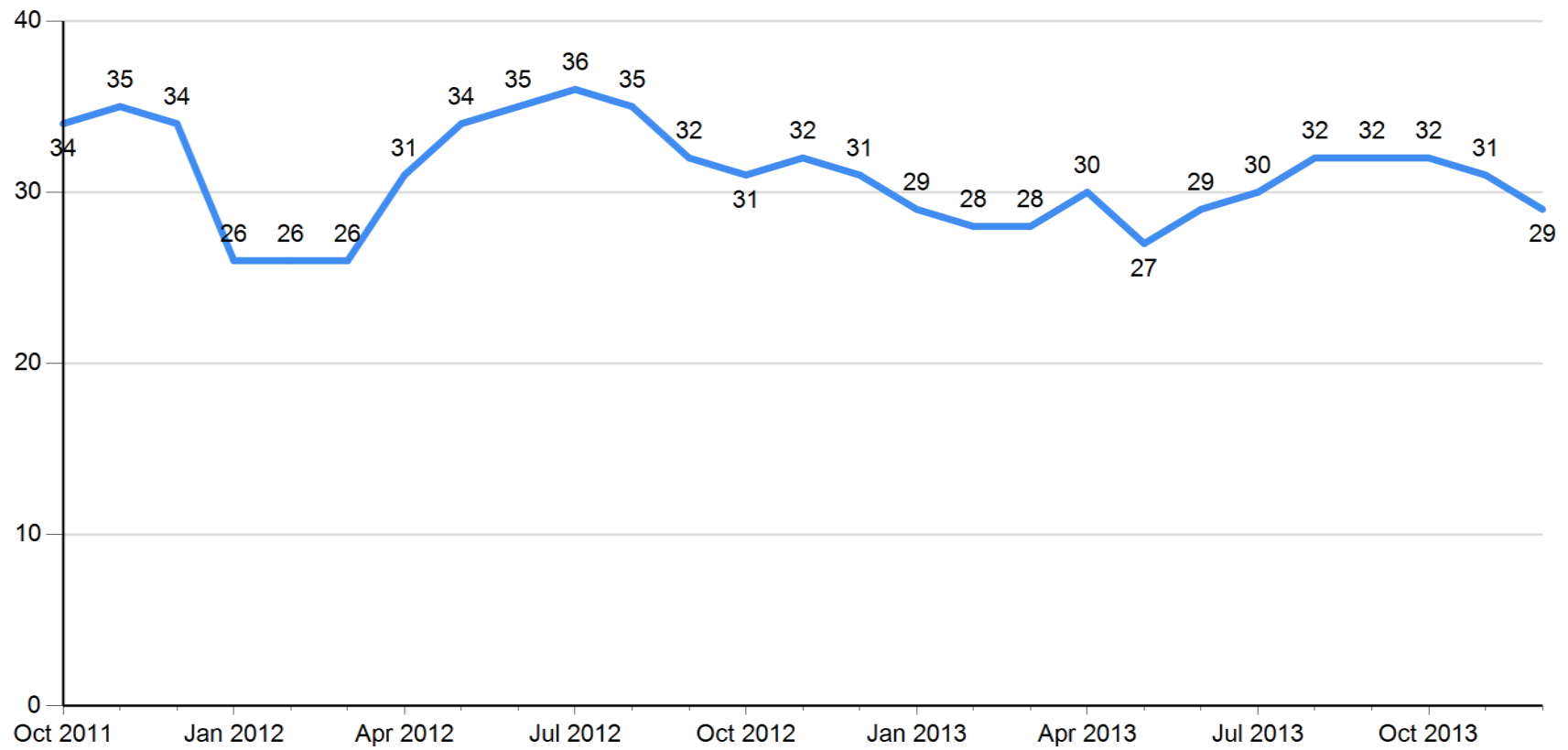




Aquinnah

2013

Available Inventory



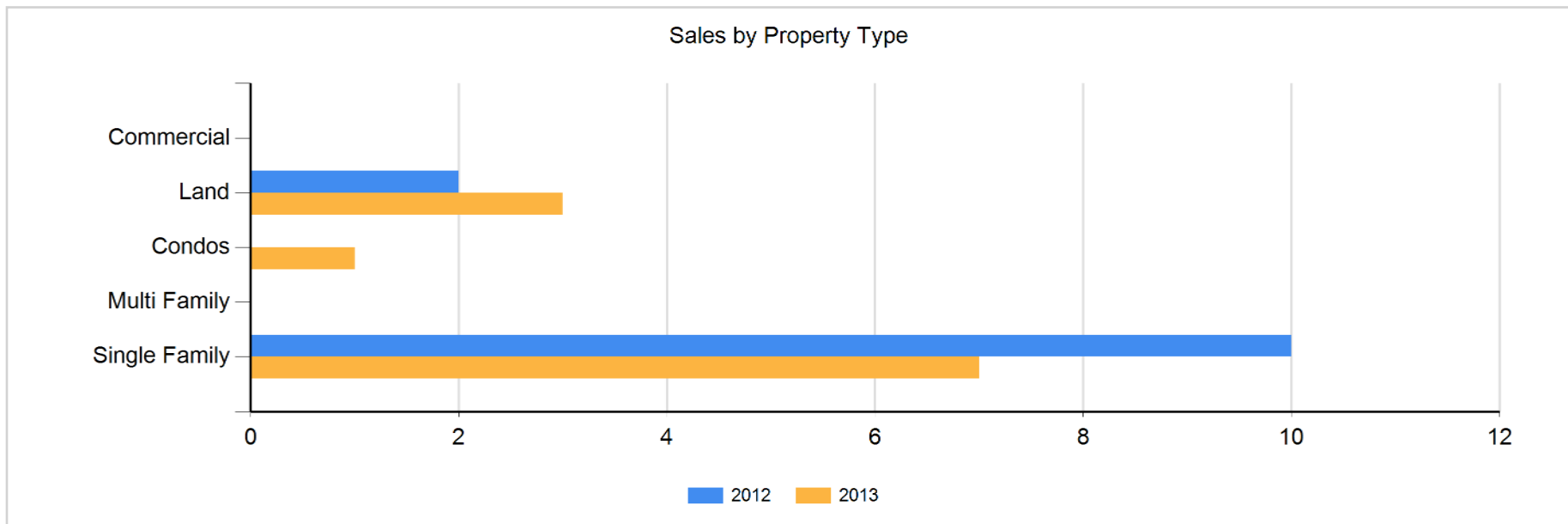


Aquinnah

2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	0	-100%			2	0%	\$2,060,000	115%	3	-25%	\$3,295,000	-36%
Single Family	0	-100%			2	0%	\$2,060,000	115%	2	-50%	\$2,885,000	-44%
Multi Family	0				0				0			
Condos	0				0				1		\$410,000	
Land	1	0%	\$303,000	34%	1		\$260,000		1	0%	\$75,000	-70%
Commercial	0				0				0			





Aquinnah

2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	3	50%	\$4,615,000	281%	8	\$9,970,000
Single Family	3	50%	\$4,615,000	281%	7	\$9,560,000
Multi Family	0				0	
Condos	0				1	\$410,000
Land	0				3	\$638,000
Commercial	0				0	



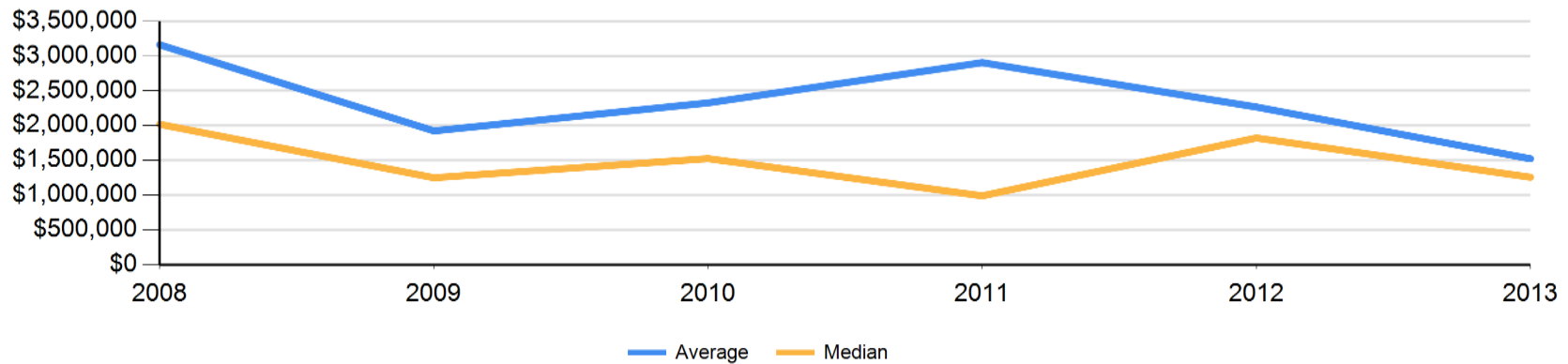
Chilmark

2013

Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	14	-39%	\$3,159,893	-10%	\$2,017,750	-27%	126%	-17%	\$44,238,500	-45%	550
2009	13	-7%	\$1,923,296	-39%	\$1,250,000	-38%	117%	-7%	\$25,002,850	-43%	600
2010	24	85%	\$2,325,669	21%	\$1,525,000	22%	112%	-4%	\$55,816,050	123%	398
2011	13	-46%	\$2,903,812	25%	\$990,000	-35%	101%	-10%	\$37,749,554	-32%	158
2012	30	131%	\$2,266,237	-22%	\$1,821,250	84%	99%	-2%	\$67,987,105	80%	482
2013	23	-23%	\$1,522,467	-33%	\$1,257,500	-31%	112%	13%	\$35,016,750	-48%	622

Average and Median Selling Price

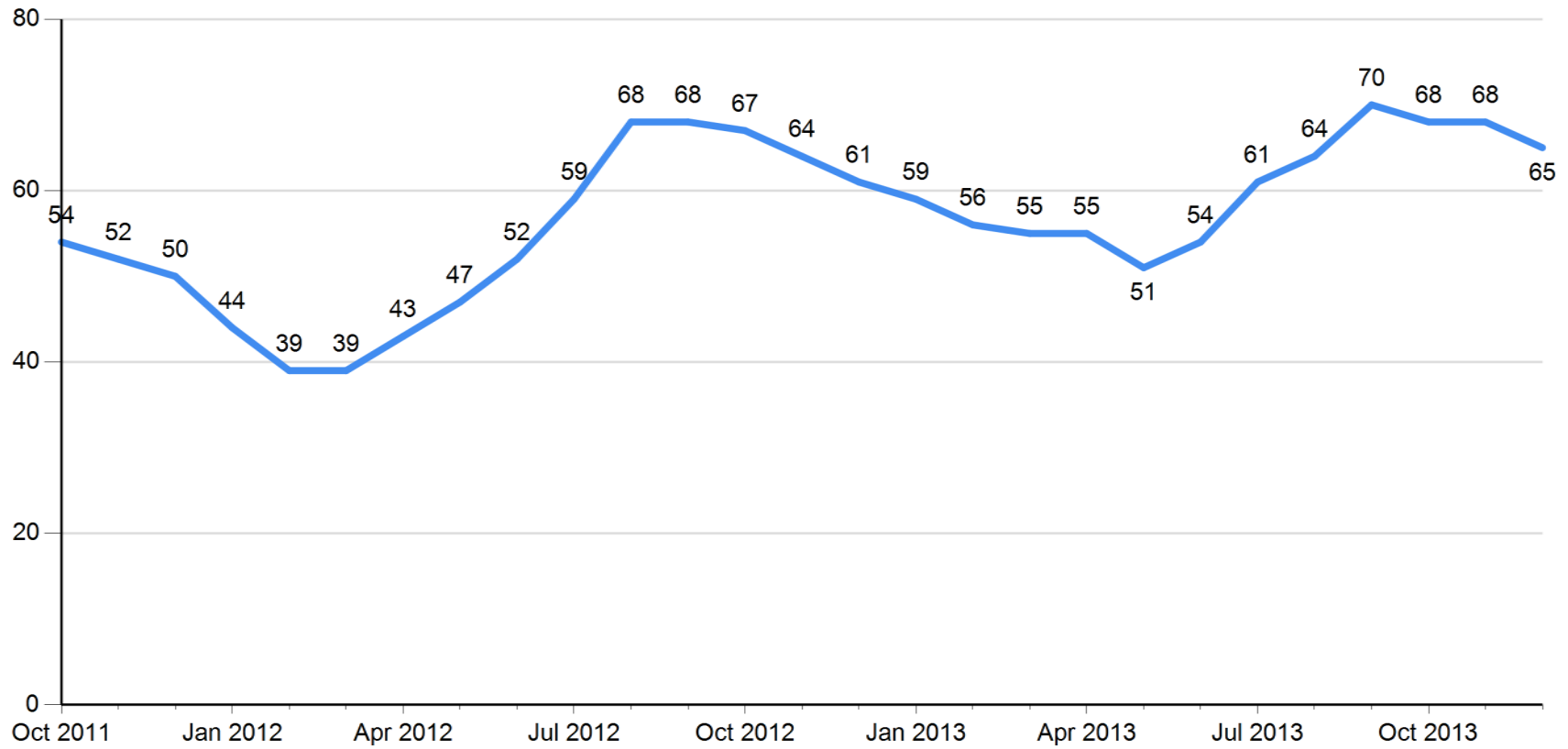




Chilmark

2013

Available Inventory



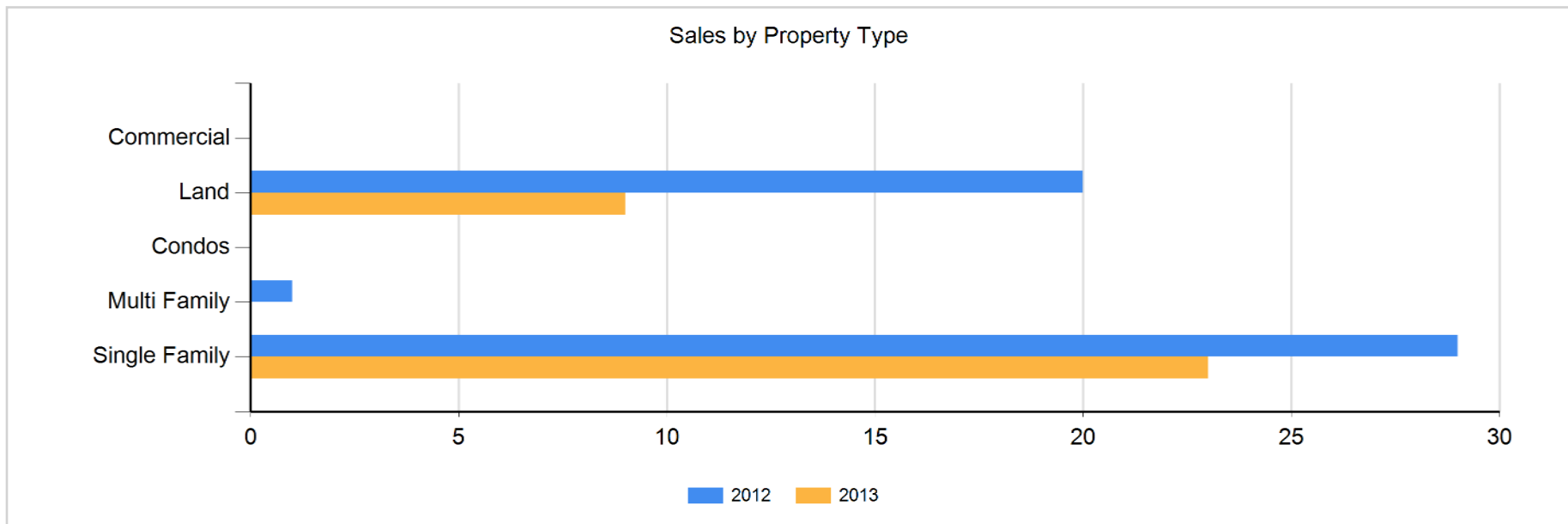


Chilmark

2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	4	0%	\$4,784,500	-45%	4	-50%	\$6,492,500	-68%	6	50%	\$12,095,000	42%
Single Family	4	0%	\$4,784,500	-45%	4	-50%	\$6,492,500	-68%	6	100%	\$12,095,000	97%
Multi Family	0				0				0	-100%		
Condos	0				0				0			
Land	2	100%	\$939,500	-62%	2	-60%	\$597,000	-89%	3	-57%	\$1,165,000	-77%
Commercial	0				0				0			





Chilmark

2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	9	-36%	\$11,644,750	-61%	23	\$35,016,750
Single Family	9	-36%	\$11,644,750	-61%	23	\$35,016,750
Multi Family	0				0	
Condos	0				0	
Land	2	-71%	\$1,959,914	-53%	9	\$4,661,414
Commercial	0				0	

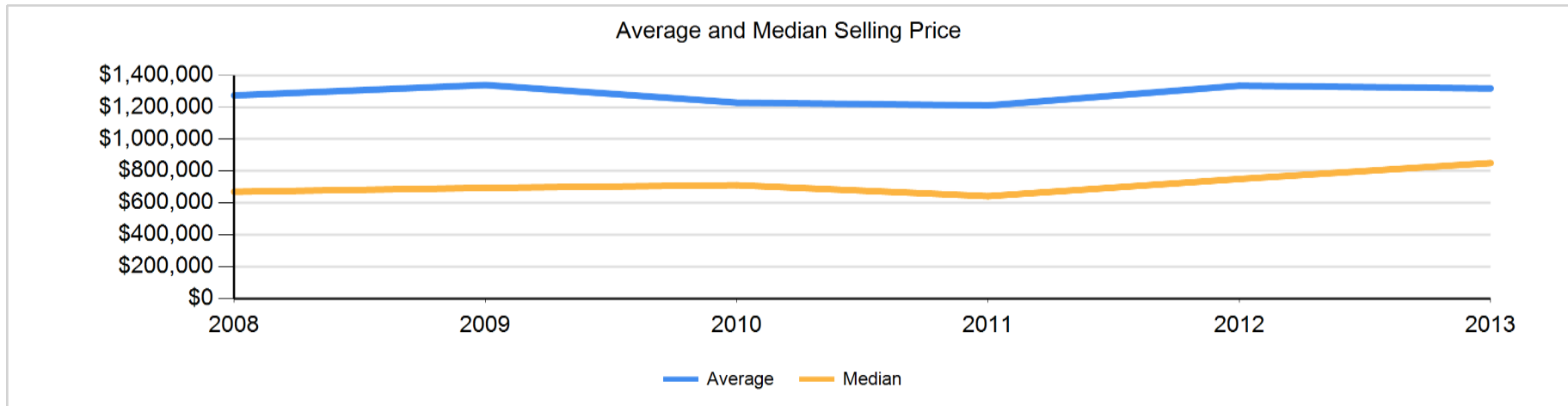


Edgartown

2013

Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	76	-30%	\$1,273,716	-27%	\$669,773	-21%	335%	172%	\$96,802,403	-49%	239
2009	86	13%	\$1,338,998	5%	\$694,500	4%	99%	-70%	\$115,153,807	19%	357
2010	112	30%	\$1,228,754	-8%	\$711,000	2%	118%	19%	\$137,620,416	20%	355
2011	90	-20%	\$1,210,941	-1%	\$642,500	-10%	112%	-5%	\$108,984,672	-21%	266
2012	126	40%	\$1,334,616	10%	\$750,000	17%	102%	-9%	\$168,161,666	54%	276
2013	136	8%	\$1,317,693	-1%	\$850,000	13%	121%	19%	\$179,206,226	7%	321

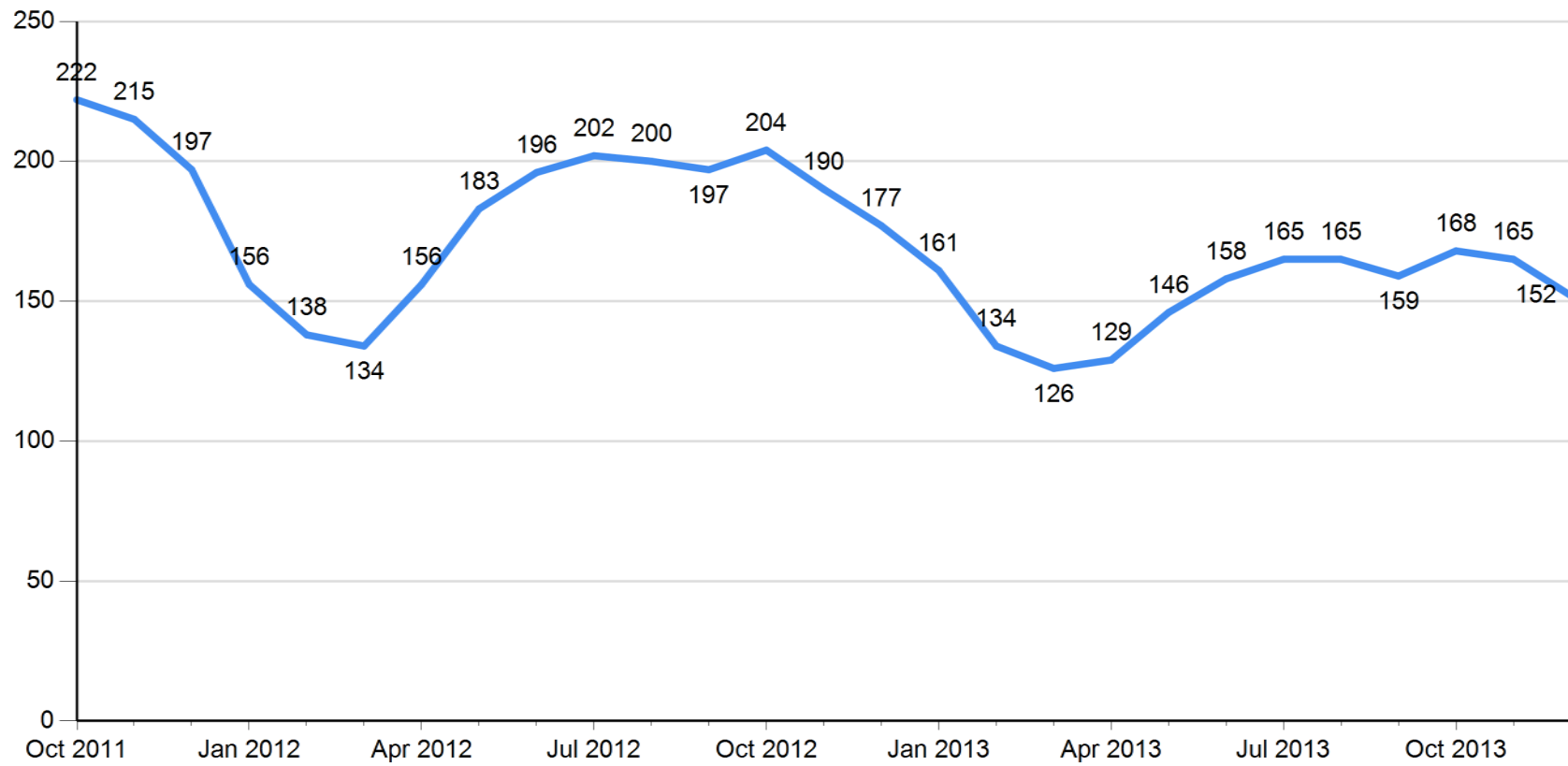




Edgartown

2013

Available Inventory



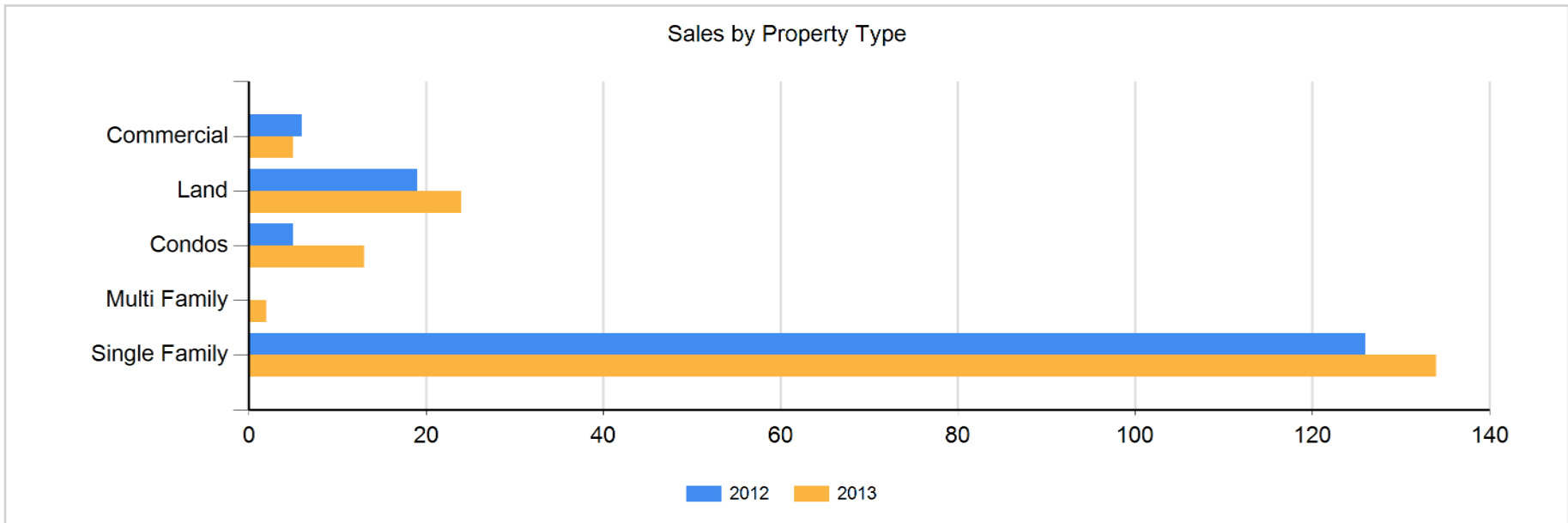


Edgartown

2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	22	-33%	\$25,038,411	-38%	32	19%	\$40,971,982	27%	47	81%	\$51,456,994	101%
Single Family	21	-36%	\$23,928,050	-41%	28	4%	\$38,051,000	18%	41	64%	\$45,688,944	78%
Multi Family	0				1		\$412,032		0			
Condos	1		\$1,110,361		3		\$2,508,950		6	500%	\$5,768,050	13968%
Land	4	-43%	\$2,756,675	-43%	4	33%	\$1,985,000	31%	10	233%	\$9,964,500	456%
Commercial	0	-100%			0	-100%			2		\$1,775,000	





Edgartown

2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	48	7%	\$72,773,200	1%	149	\$190,240,587
Single Family	44	7%	\$70,701,200	1%	134	\$178,369,194
Multi Family	1		\$425,000		2	\$837,032
Condos	3	-25%	\$1,647,000	-8%	13	\$11,034,361
Land	6	0%	\$4,148,000	-36%	24	\$18,854,175
Commercial	3	-25%	\$2,515,000	-53%	5	\$4,290,000

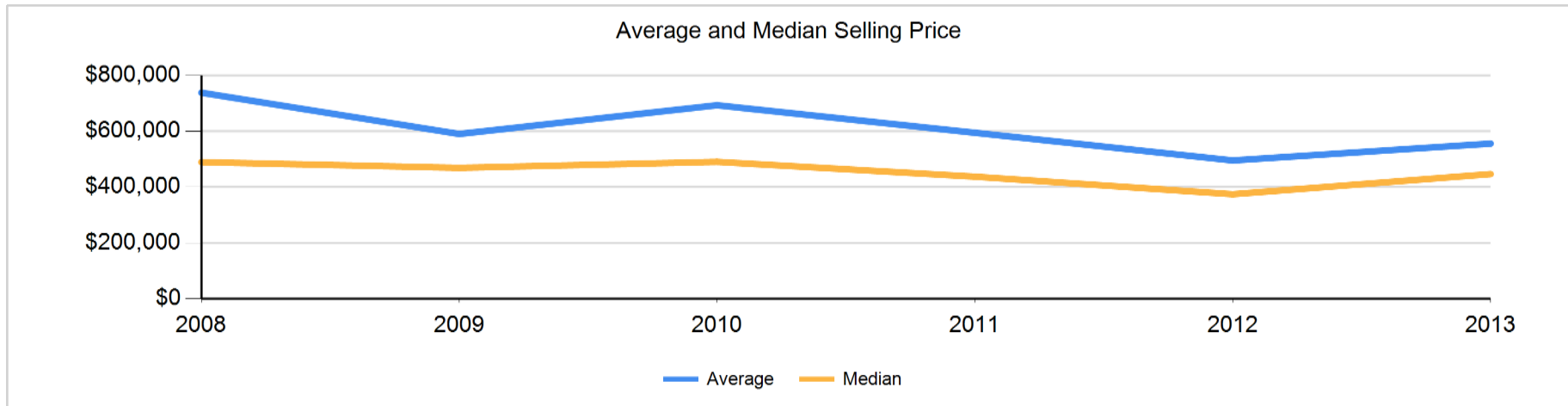


Oak Bluffs

2013

Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	51	-16%	\$737,646	-7%	\$489,000	-16%	97%	-24%	\$37,619,924	-23%	286
2009	72	41%	\$589,845	-20%	\$468,500	-4%	89%	-8%	\$42,468,848	13%	310
2010	69	-4%	\$692,601	17%	\$490,000	5%	98%	10%	\$47,789,454	13%	348
2011	97	41%	\$594,154	-14%	\$437,000	-11%	89%	-9%	\$57,632,923	21%	321
2012	104	7%	\$495,013	-17%	\$374,000	-14%	91%	2%	\$51,481,329	-11%	344
2013	96	-8%	\$555,338	12%	\$446,250	19%	107%	18%	\$53,312,463	4%	233

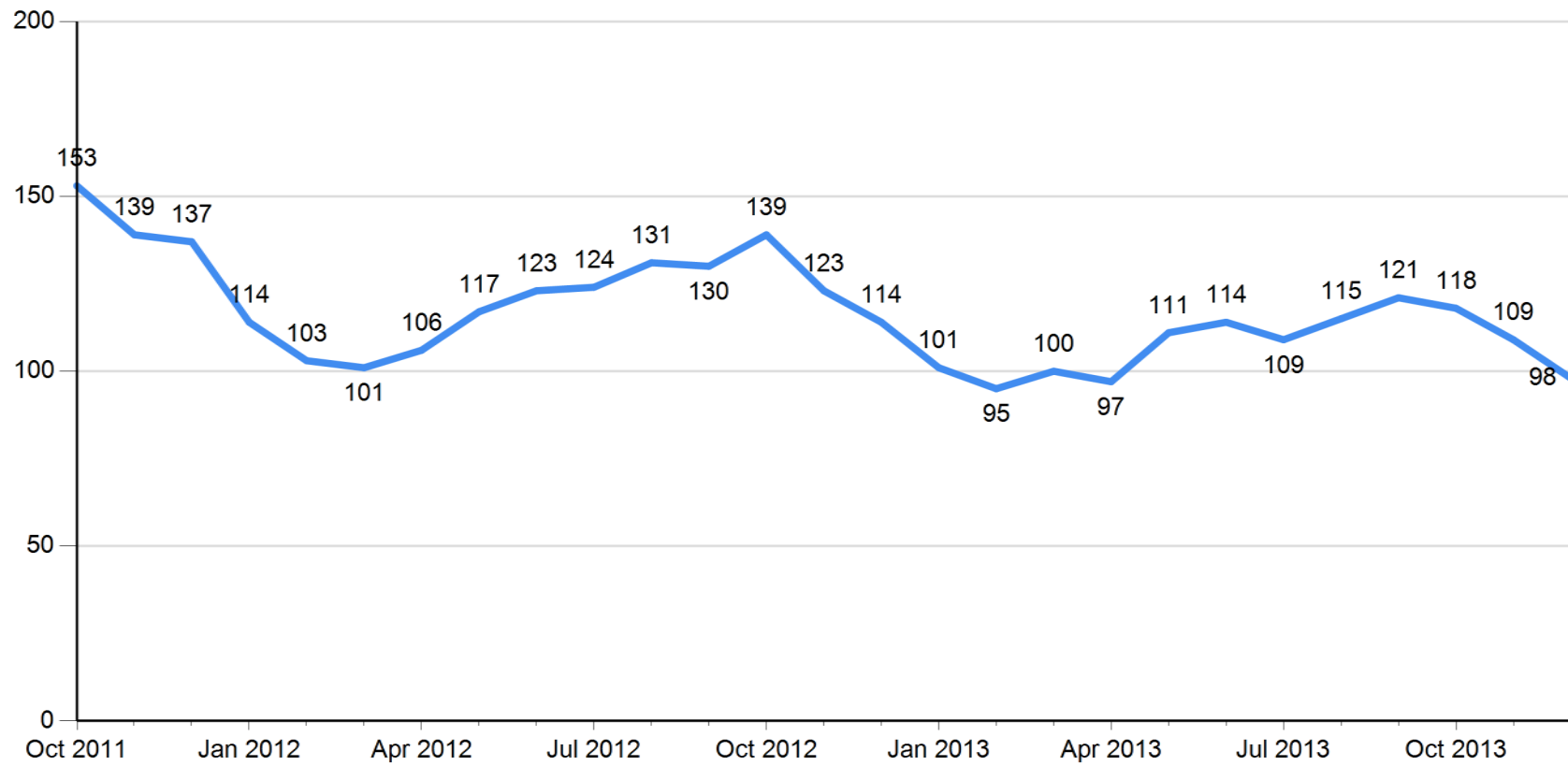




Oak Bluffs

2013

Available Inventory





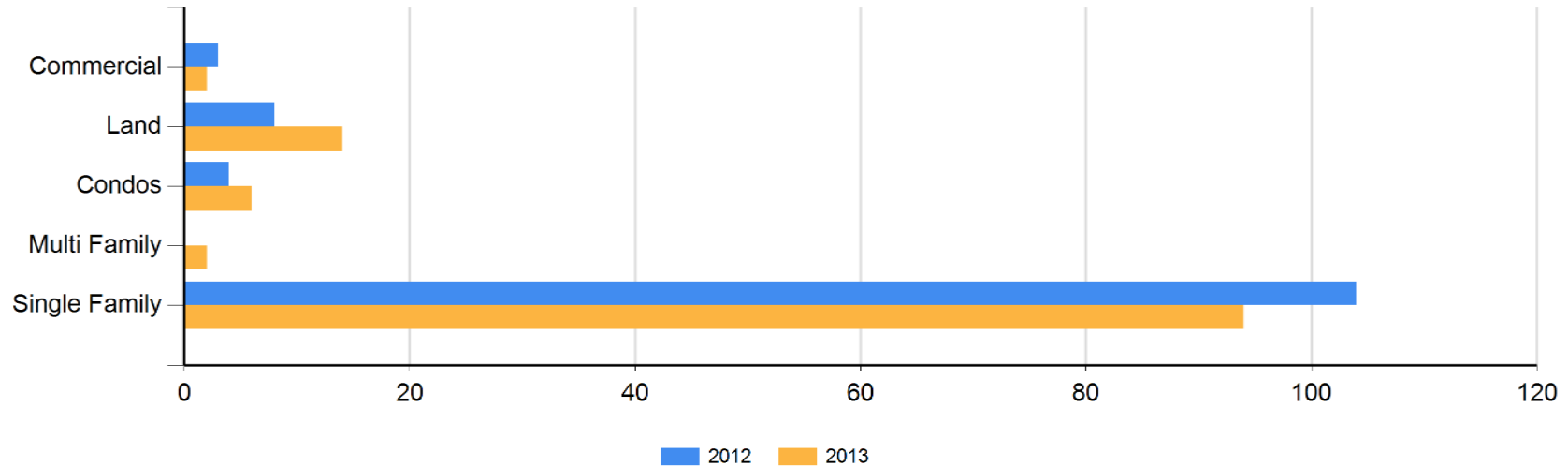
Oak Bluffs

2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	17	-41%	\$8,043,500	-52%	28	4%	\$11,994,211	42%	32	19%	\$18,165,752	34%
Single Family	17	-41%	\$8,043,500	-52%	25	4%	\$10,799,211	34%	30	11%	\$17,558,752	30%
Multi Family	0				2		\$1,050,000		0			
Condos	0				1	-67%	\$145,000	-67%	2		\$607,000	
Land	2	-33%	\$347,000	-60%	7	250%	\$1,546,500	348%	1	0%	\$195,000	-2%
Commercial	0	-100%			1	-50%	\$395,000	-82%	0			

Sales by Property Type





Oak Bluffs

2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	25	0%	\$17,282,646	28%	102	\$55,486,109
Single Family	22	-8%	\$15,861,000	19%	94	\$52,262,463
Multi Family	0				2	\$1,050,000
Condos	3	200%	\$1,421,646	495%	6	\$2,173,646
Land	4	100%	\$662,500	121%	14	\$2,751,000
Commercial	1		\$385,000		2	\$780,000

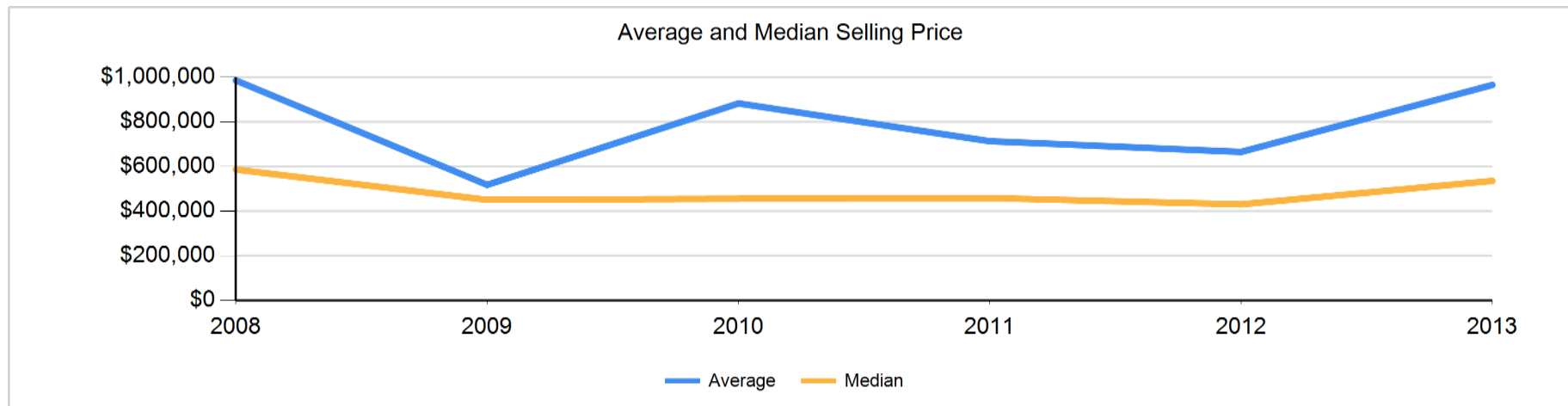


Vineyard Haven

2013

Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	46	-22%	\$984,741	-16%	\$585,700	-14%	96%	-17%	\$45,298,075	-34%	262
2009	46	0%	\$517,221	-47%	\$450,000	-23%	85%	-11%	\$23,792,167	-47%	402
2010	81	76%	\$881,712	70%	\$455,000	1%	107%	26%	\$71,418,686	200%	393
2011	58	-28%	\$712,679	-19%	\$458,000	1%	94%	-12%	\$41,335,364	-42%	297
2012	71	22%	\$664,579	-7%	\$430,000	-6%	98%	4%	\$47,185,079	14%	352
2013	72	1%	\$964,486	45%	\$535,000	24%	106%	8%	\$69,443,023	47%	314

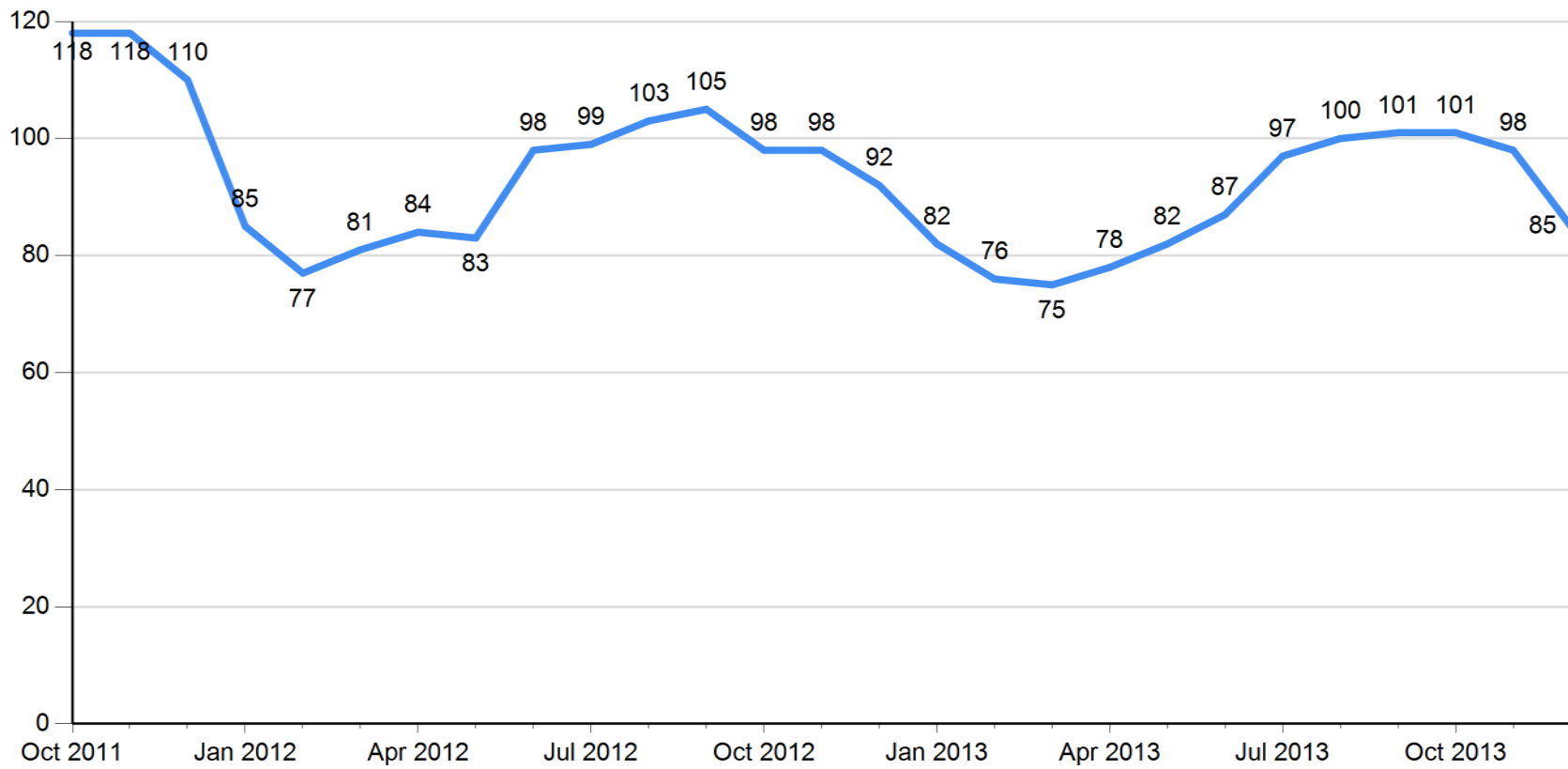




Vineyard Haven

2013

Available Inventory





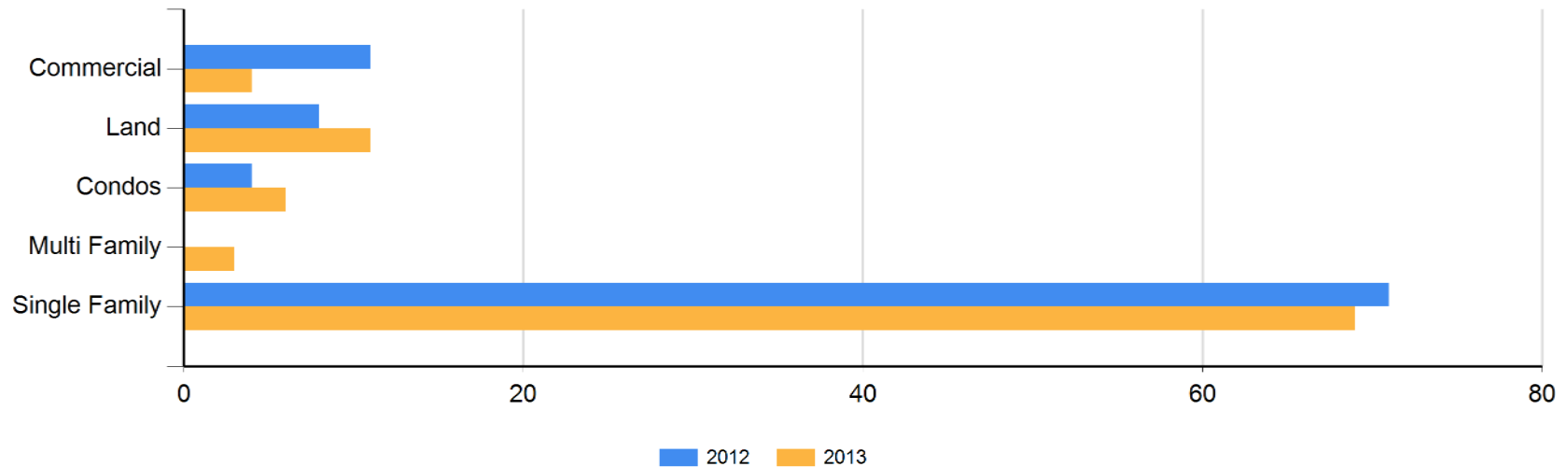
Vineyard Haven

2013

Year to Date Sales Summary

	1st Qtr				2nd Qtr				3rd Qtr			
	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -	Sales	% + -	\$ Volume	% + -
Residential	13	-28%	\$9,651,000	13%	18	-5%	\$14,165,200	34%	25	56%	\$25,057,020	173%
Single Family	11	-35%	\$8,626,000	3%	15	-17%	\$12,952,700	29%	23	44%	\$24,472,020	167%
Multi Family	0				1		\$315,000		1		\$230,000	
Condos	2	100%	\$1,025,000	356%	2	100%	\$897,500	63%	1		\$355,000	
Land	2		\$410,000		3	0%	\$775,000	21%	3	-40%	\$610,000	-58%
Commercial	0	-100%			1	-80%	\$230,000	-96%	0	-100%		

Sales by Property Type





Vineyard Haven

2013

	4th Qtr				Total	
	Sales	% + -	\$ Volume	% + -	Sales	\$ Volume
Residential	22	0%	\$23,512,303	15%	78	\$72,385,523
Single Family	20	0%	\$22,457,303	14%	69	\$68,508,023
Multi Family	1		\$390,000		3	\$935,000
Condos	1	-50%	\$665,000	-15%	6	\$2,942,500
Land	3		\$550,000		11	\$2,345,000
Commercial	3	0%	\$5,370,000	375%	4	\$5,600,000

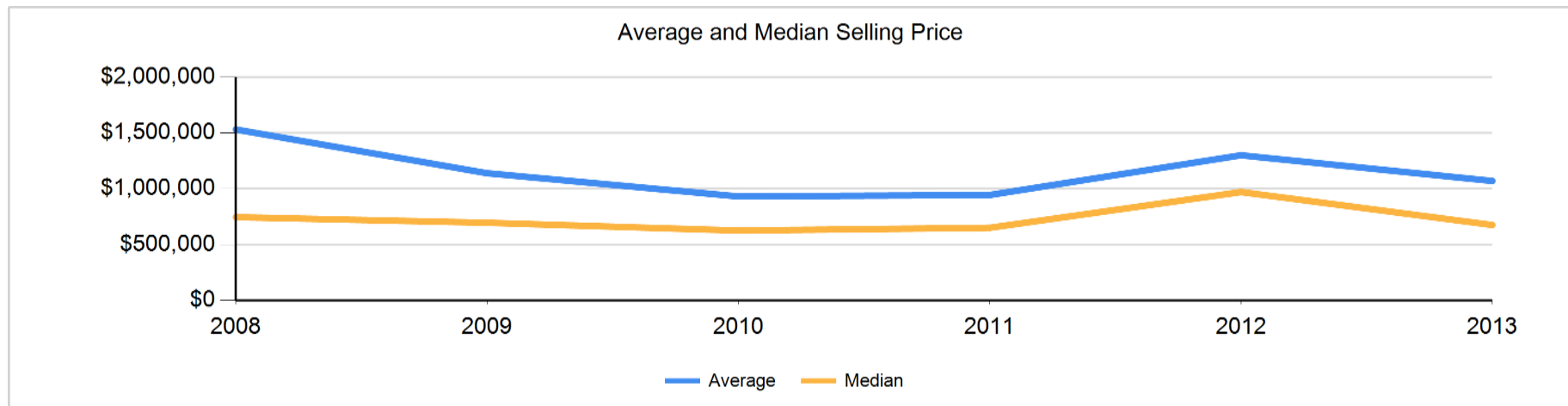


West Tisbury

2013

Year End Sales Summary

Year	Sales	% + -	Avg Sell	% + -	Med Sell	% + -	Avg Pct Val	% + -	Sales Volume	% + -	DTS
2008	23	-28%	\$1,529,976	41%	\$745,000	-4%	122%	-25%	\$35,189,448	1%	328
2009	27	17%	\$1,138,419	-26%	\$695,000	-7%	96%	-21%	\$30,737,309	-13%	443
2010	42	56%	\$930,595	-18%	\$624,750	-10%	98%	2%	\$39,084,998	27%	379
2011	39	-7%	\$943,525	1%	\$650,000	4%	97%	-1%	\$36,797,471	-6%	256
2012	46	18%	\$1,299,196	38%	\$970,000	49%	106%	9%	\$59,763,000	62%	293
2013	48	4%	\$1,069,440	-18%	\$675,000	-30%	100%	-6%	\$51,333,101	-14%	347





West Tisbury

2013

Available Inventory

