

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.

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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 |

