

# 2016 CENTRAL 2ND QUARTER BERKSHIRE AT-A-GLANCE

Average Days  
on the Market

**153**

Central Berkshire continues a strong residential and commercial real estate market but sluggish in land sales. Condo and multifamily transactions increased from last year, but the dollar volume transacted is lower. This region has the shortest days that a property is listed for sale before deed transfer, on average. The homes on the market in Central Berkshire are also priced well, with a 90% list-to-sell ratio. Agents in this market also co-broker with cooperating firms at a greater rate. With increasing median sale prices, and 8 months of inventory supply, this is a balanced, healthy market.

**307**  
Sales

↑ 3%

**90%**

List-to-Sell Ratio

**8**

months' supply ↑

**\$167,000** ↑

median sale price

**\$169,900** ↓

median list price

**3.44 %**

↓ from 4.05%  
Avg 30 Yr  
MtgRate '15

**\$100-149 K**

Hottest Price Range: For listings and sales

\$150K-199k Close

**336 Homes for Sale**

**79%**

sales were w/  
co-brokers,  
21% in-house.

**186**

sales pending



**Residential Sales Volume \$49.6M, up 17%**

**Residential # Units Sold 249, Up 7%**



Multi-family Sales Volume: \$2.98M, down 5%

**Multi-family # Units Sold: 28, up 12%**



Condo Sales Volume: \$2.8M, down 21%

Condo # Units Sold: 14, down 26%



Land Sales Volume: \$478K, down 51%

Land # Units Sold: 7, down 50%



**Commercial Sales Volume: \$2M, up 105%**

**Commercial # Units Sold: 9, up 80%**