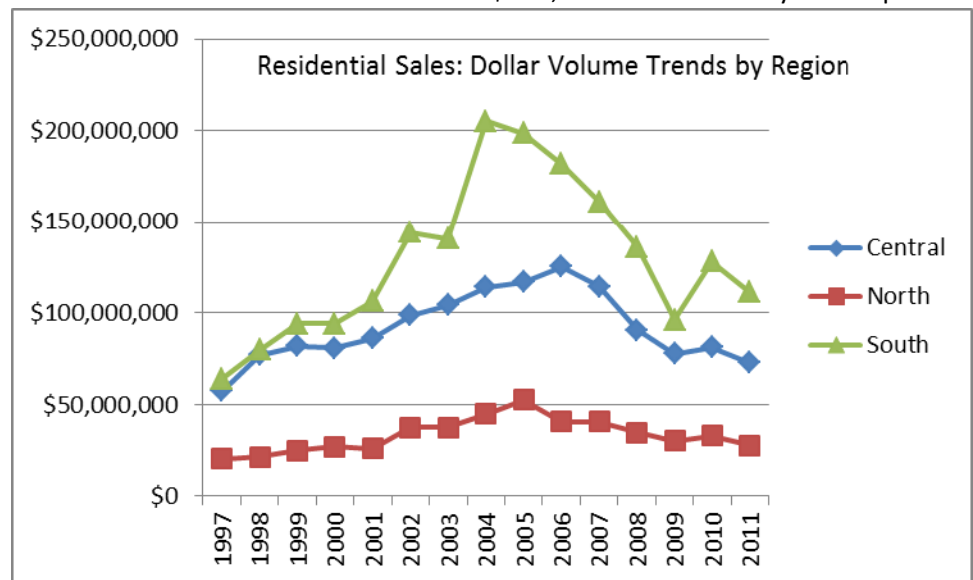


2011 Overall Market Commentary

- Overall Sales: Berkshire County's 2011 residential real estate sales slipped after rebounding in 2010. While last year's transactions outpaced 2009 rates overall, we did not quite meet our 2010 market level. Berkshire County condominium sale dollar volume is stronger than the previous 2 years, as is the commercial dollar volume. Multi-family units and raw land sales continue to struggle, except in some limited markets in the county.
- Despite slow growth from our low in 2009, prices continue to be **more affordable and interest rates are at historical lows**. The combination of these two things makes it very beneficial for people who are in the market to buy. Interest rates are expected to remain low through 2014 and the State of the Union address identified an interesting, yet controversial, plan to jumpstart the housing market to help bolster the US economy overall. With improving unemployment rates, favorable buying conditions, low interest rates, and slow but steadily growing confidence, 2012 has the elements for a positive year.
- In Berkshire County, **seller's equity** in their home depends on the market they are in, the length of time the home has been owned and the financing history. While sellers can't expect the same return on their home sale today than during the peak of the market, properly priced homes are selling quickly in many areas of Berkshire County. While it is true that in the very high end range (over 1M), there is too much inventory putting a downward pressure price, we also see that 67% of our sales were under \$250,000 - and inventory in that price range is very competitive. The market in many popular locations and price ranges offer a balanced selection.
- Getting approved for **financing** continues to be an issue. People in the past who would have received the best rates, are having difficulty getting approved for a loan today. While we don't want to go back to the loose lending standards that got us into this situation, we'd like to see an easing of the requirements to get more qualified buyers into homes. Local lenders are working with buyers to prepare and position them for a safe and sound buying experience and nationally many are reexamining the current regulations to find a healthy balance.
- Consumers continue to get mixed signals about buying a home, but we need to stick with the facts about the **long-term value of homeownership** and avoid unrealistic expectations about appreciation. The Federal Reserve Survey of Consumer finances shows that over time, home owners accumulate significantly more net household wealth than renters. The most recent periodic study in 2007 showed the median net wealth of home owners was \$234,200, which is 46 times that of a renter's net worth of \$5,100. Although there has been a loss of household equity since the most recent survey, it stabilized in 2010.



- Berkshire Realtor leadership recently had a major strategic planning session that identified ways we can help real estate buyers and sellers develop confidence about the stability in our market. One of the major initiatives we are working on is the **expansion of reliable, sound information and data** about the housing market to help make consumers informed decisions.
- Our housing market differs from town-to-town and from tales you hear on the national news. It's very important that buyers can look to their local Realtor to understand the "in the field" market conditions, review sales and listing trend data to properly know the market, and access community and lending information to make sound decisions for their unique situation. Much of this will be included on our revamped website, BerkshireRealtors.com, but Realtors throughout the county are the #1 **best resource for that data** right now.

2011 Overall Market 3-Year Comparison At-A-Glance

	2009	% chg	2010	% chg	2011	% chg
Residential	\$204,102,253	-22%	\$242,268,780	19%	\$211,933,116	-13%
	821	-10%	876	7%	828	-5%
	\$248,602	-13%	\$276,563	11%	\$255,958	-7%
<i>Residential Summary: We lost some momentum from gains in 2010, yet overall better than sales in 2009. Southern Berkshire market reflects a rising median sale price. The market retraction was fairly consistent throughout the county, but central county lost the most momentum after the 1st time homebuyer credit expiration. Our optimism is tempered with 2011 year-end figures that reflect an improving market from our low in 2009, but slightly off from the previous year.</i>						
Condominium	\$16,870,179	-33%	\$16,380,586	-3%	\$20,552,400	25%
	55	-35%	71	29%	61	-14%
	\$306,731	4%	\$230,712	-25%	\$336,925	46%
<i>Condo Summary: While the overall number of sales is down, the total dollars transacted in the condo market soared to over \$20M sold, up a hefty 25% from sales in 2010. The median sale prices of condos also show a corresponding rise in all markets, with southern Berkshire sold volume making a huge leap from the previous year.</i>						
Multi-Family	\$12,273,505	-21%	\$11,111,000	-9%	\$9,995,379	-10%
	98	-13%	92	-6%	88	-4%
	\$125,240	-9%	\$120,772	-4%	\$113,584	-6%
<i>Multi-Family Summary: Sales are still falling in Northern and Southern Berkshire, but Central Berkshire reports a double digit increase. We had anticipated a rise in central multi housing stock by investors, hoping to jump in while markets are at an all-time low, and with the anticipated rental demand boost from General Dynamics relocations. Countywide, sale of multifamily units is still quite slow, and the number of units sold levels are that of 1996, and dollar volume at 1999 rates.</i>						
Lots/Land	\$9,045,250	-54%	\$11,032,551	22%	\$8,603,650	-22%
	56	-36%	87	55%	73	-16%
	\$161,522	-28%	\$126,811	-21%	\$117,858	-7%
<i>Land Summary: While sales fell yet again, there were some positive gains in southern Berkshire with an increase of 30% sold. While the movement is positive, sales are at 1998 levels and have a ways to go to improve. Overall, sales fell in 2011, but were still higher than the 2009 rates. Sales increased in 2010 by over 55%, and fell back 16% in 2011, still showing positive growth from the low point of the Berkshire land market. While we don't expect to see land sales return to the heyday of 2003, our market is less than ½ of what it once was and has much room for improvement and steady gain.</i>						
Commercial	\$6,529,900	-65%	\$4,647,501	-29%	\$10,682,500	130%
	17	-50%	17	0%	24	41%
	\$384,112	-29%	\$273,382	-29%	\$445,104	63%
<i>Commercial Summary: While not all commercial sales are reported in our database, we were encouraged by a strong surge of Realtor assisted commercial transactions in 2011, over the previous 2 year period. Heavy gains in the number of units transacted and the total dollar volume are good signs on two levels – businesses are expanding and reinvesting, and the commercial market is meeting demands.</i>						

Market At-A-Glance: 2011 compared to 2010, versus MA

Berkshire County

§ 2011 residential sales were down 5.48%

828 residential sales in 2011, versus 876 in 2010

§ 2011 residential median prices were down 8.35%

\$180,200 from \$196,625

§ 2011 condo sales were down 14%

Sales dropped from 71 to 61, volume increased by +4m

§ 2011 condo sale median prices up 46%

Median at \$276,000 overall, up from \$188,000

Massachusetts

§ 2011 home sales were down 1.7%

39,344 residential sales in 2011, versus 40,031 in 2010

§ 2011 home sale median prices were down 3.3%

\$290,000 is the statewide median price, from \$300,000

§ 2011 condo sales were down 6.0%

14,997 Condo sales statewide, down from 15,594

§ 2011 condo sale median prices up 0.8%

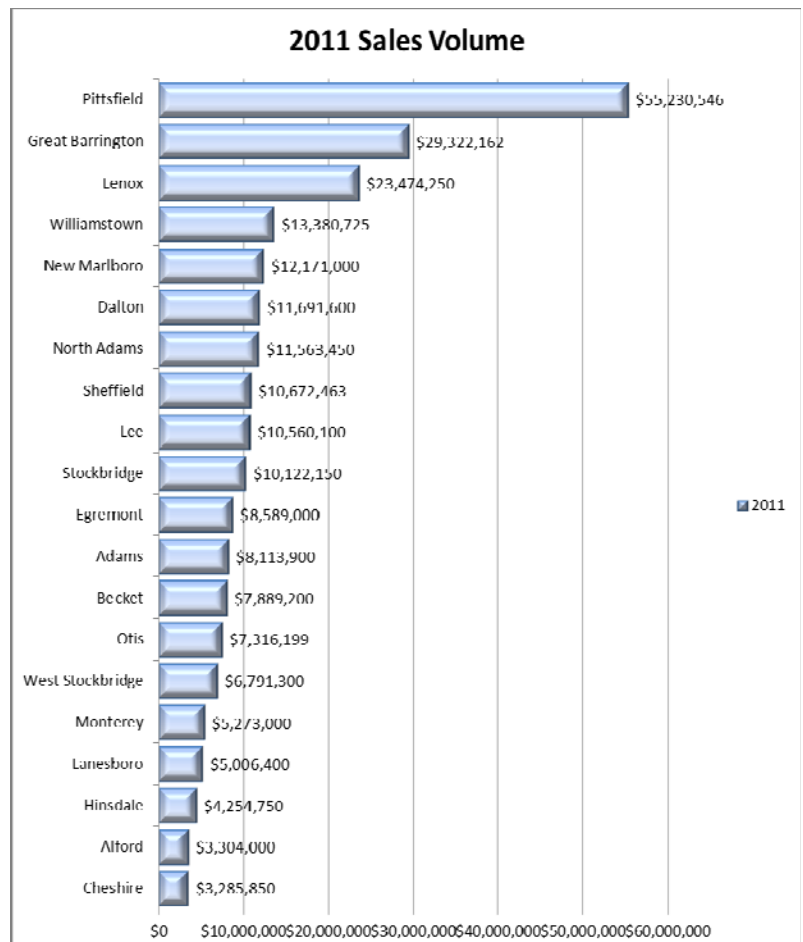
Median at \$267,000 statewide, up from 265,000

A few Towns that Had Improving Residential Home Sales:

- **Adams, New Ashford, Great Barrington, New Marlboro, Otis, Sheffield and Peru** all showed incredible improvement over the past year.
- **Pittsfield, Great Barrington and North Adams** were down, but maintaining a pretty consistent market. Hinsdale and Cheshire were also down, but very close to 2010 sales rates.

Interesting Housing Tidbits That Are Generating Some Buzz:

- As predicted, we've seen a bump in the **multifamily sales** figures in central Berkshire. There was a 25% increase in the number of units sold and a 33% increase in the dollar volume transacted. While average sale prices show a gain, median multifamily rates are almost 20% under last year's value at a low of \$84,000 in 2011. The rest of the county continues with double digit decreases over the previous year.
- Almost six million Americans between the ages of 25 to 34 are living with their parents, up almost 50% since 2003. These **young adults are now being advised to jump into homeownership**. Who are the people selling them on the American Dream? Their parents! This surge of potential new homes owners has created new marketing strategies to promote the value of ownership over rental, and is causing a renewed interest in student loan rates, savings rates and how lower homeowner costs can offset some of the country's excess inventory of foreclosed homes.



- It became news when **Warren Buffet** privately advised those closest to him that buying a home right now “will be the best opportunity in [their] lifetime” due to low mortgage rates and dramatic price drops that make it a great time to buy.
- MAR reports that they believe that the **unusual snow storm in October** 2011, which caused property damage and left people without power for days, dampened what likely would have been stronger December figures. Others in the Berkshires report that the overall mild winter has increased the number of buyers looking at properties in December and January and are hoping that this will be reflected in strong 1st quarter sales.
- Our data reflects that **the low point of the real estate market in Berkshire County was in 2009**, which was also the low point for jobs in America. The total net payroll job additions have been 2.7 million since that time. As Lawrence Yun, NAR Economist explained, “Despite the job creation, consumer confidence as measured by the Conference Board has been moving along sideways. This time last year, the consumer confidence index reached 72 before sliding down. Towards the end of 2011 there was some revival in confidence, which presumably also brought about an upward trend to home sales.”
- It is reported that nationally, statewide and in some cases right here in Berkshire County, that getting **approved for financing** continues to be an issue. People in the past who would have received the best rates, are having difficulty getting approved for a loan today. While we don’t want to go back to the loose lending standards that got us into this situation, there is room for the easing of the requirements to get more qualified buyers into homes. Legislators, investors and Realtors are trying to find that balance.
- City of Pittsfield officials have stepped up efforts to get owners of vacant lots, who feel their properties are being **overtaxed, to seek abatements**. Nearly half of the City’s requests for abatements involve vacant property. Given the extremely slow land market, parcel values and assessments clearly need to be reviewed to make sure it is at marketable rates.
- CoreLogic's latest MarketPulse report suggests **2012 could be the year of the housing turnaround**. Improved unemployment figures, low mortgage interest rates and inexpensive homes could be just the kick the housing market needs to begin a recovery.
- Home sales are **expected to rise between 2 and 5 percent year-over-year**, according to Freddie Mac's U.S. Economic and Housing Market Outlook survey. That's not as much - or as quickly - as some people would like to see, but at least it didn't forecast home prices to fall further than they already have.
- The **consumer confident index continues to jump and jive**, but after a very hopeful end in 2011 where we were at the highest rates of consumer confidence since the summer, the attitude retreated in January. Consumers' assessment of current business and labor market conditions turned more downbeat and is back to November 2011 level.
- The **Massachusetts economy grew at a slower clip** than that of the U.S. during the final three months 2011, marking the first time in six quarters that the state's growth failed to outpace the national growth. MassBenchmarks released estimates showing MA GSP growing at an annual rate of 2.3 percent in the fourth quarter of 2011. The Commerce Department US GDP grew at a 2.8 percent annual rate over the same three-month period. Economists project that the state's economy would rebound to 3.5 percent growth in the first quarter of 2012 and 4 percent in the second quarter, based on an analysis of the report's leading index.

What is does “Shadow Inventory” Mean?

While we have homes for sale marked ‘foreclosure’ in the MLS, and homes that are bank owned that are not marked, neither are part of the shadow inventory conversation. Shadow inventory typically refers to foreclosed homes or pre-foreclosed homes that are stalled in court proceedings, occupied by nonpaying owners as lenders wait before taking action, or homes that are being rented to avoid vacancy.

Many national lenders were slow to put their inventory up for sale for fear of flooding the market and further driving down prices, which would in turn lower their potential ROI.

Realty Trac shows that Berkshire County has 80 homes in pre-foreclosure, and **131 Bank owned, (263 foreclosed, some sold / auctioned already)** We have 21 properties listed in the MLS with “foreclosure” checked yes, but most REO’s don’t allow agents to disclose home ownership status in public remarks. Consider that the US Census department reports that **Berkshire County has 68,508 housing units (2010)** so the foreclosure rate is less than ½ of 1 percent of this region’s homes.

The Berkshire REO / Foreclosure market (9%) is lower than the rest of the state (11%), and lower than the national average (16%). We have no gage to indicate ‘shadow market’ here in Berkshire County specifically.

According to USA Today, in November it was reported that Massachusetts had 5-9 months of shadow inventory, less than all New England states except for New Hampshire. The Berkshire REO / Foreclosure market (9%) is lower than the rest of the state (11%), and lower than the national average (16%). We have no gage to indicate ‘shadow market’ here in Berkshire County specifically. As most REALTORS are aware, local mortgage lenders have minimal foreclosure rates because there is care in both the lending process and when working out terms and arrangements to

help keep families afloat during difficult times. In the instances when there are homes that are foreclosed, local lenders report that most go right on the market for sale.

Last year members indicated that 52 homes sold were bank-owned, and 831 were not. (6%). Data shows that the median Days on Market for the foreclosed homes was 90 days; non-Foreclosed homes was 150 (Note: foreclosed homes sold on average 2 months quicker, but took longer to close). The average days on the market for foreclosed homes were 119 versus 199 for non-foreclosed homes. Foreclosed homes are overall moving faster than the rest of the market but it is worth noting that several properties have sat on the market for a year or longer, just like their counterparts!

Inventory Report: How much is for sale out there, and is it too much?

The far majority of **Berkshire County residential sales (67%) are under \$250K** and we have decent inventory in that range. There is approximately 8.6 months of inventory, which is good. 7 months of inventory is considered a very balanced market.

In the \$250-\$500K market, we have far less sales (24% of the total residential market) and much higher percentage inventory (20 months stock). We have 31 months of inventory at the \$500K-1M range.

Of homes listed at over 1 Million dollars, we have and 8 YEARS of inventory. Last year there were 12 homes sold for over 1 million dollars. Current inventory = 101 residential homes on the market for over \$1M asking price. 12 sales = 1 sale a month and with 101 listings = 101 months of inventory. [see price range report next page]

2011 Price Range Report

Price Range	Sold Listings		Active Listings		Sales Pending	
	Single Family	Condo	Single Family	Condos	Single Family	Condos
\$0-\$99,999.99	139	2	96	7	16	
\$100,000-\$149,999.99	202	12	145	18	14	1
\$150,000-\$199,999.99	148	8	123	35	25	6
\$200,000-\$249,999.99	91	4	101	18	4	1
\$250,000-\$299,999.99	64	5	122	24	7	1
\$300,000-\$349,999.99	49	10	78	15	2	1
\$350,000-\$399,999.99	35	6	90	14	3	1
\$400,000-\$449,999.99	34	1	50	10	1	
\$450,000-\$499,999.99	19	1	40	10	2	
\$500,000-\$549,999.99	16	2	30	4	1	
\$550,000-\$599,999.99	18	2	34	4	2	
\$600,000-\$649,999.99	8	2	16			2
\$650,000-\$699,999.99	12	1	27	4	1	
\$700,000-\$749,999.99	4	0	6	2	1	1
\$750,000-\$799,999.99	1	0	26	4		
\$800,000-\$849,999.99	3	2	10	3		
\$850,000-\$899,999.99	5	0	19			
\$900,000-\$949,999.99	3	0	4			
\$950,000-\$999,999.99	1	1	17	1		
\$1,000,000-\$1,099,999.99	1	0	4			
\$1,100,000-\$1,199,999.99	2	1	9			
\$1,200,000-\$1,299,999.99	1	1	6			
\$1,300,000-\$1,399,999.99	0	0	11			
\$1,400,000-\$1,499,999.99	0	0	9			
\$1,500,000-\$1,599,999.99	4	0	7			
\$1,600,000-\$1,699,999.99	0	0	5		1	
\$1,700,000-\$1,799,999.99	0	0	2			
\$1,800,000-\$1,899,999.99	1	0	4			
\$1,900,000-\$1,999,999.99	0	0	6			
\$2,000,000-\$2,249,999.99	1	0	1			
\$2,250,000-\$2,499,999.99	0	0	4			
\$2,500,000-\$2,749,999.99	0	0	7			
\$2,750,000-\$2,999,999.99	0	0	8			
\$3,000,000-\$3,249,999.99	0	0	1			
\$3,250,000-\$3,499,999.99	0	0	5			
\$3,500,000-\$3,749,999.99	0	0	1			
\$3,750,000-\$3,999,999.99	0	0	4			
\$4,250,000-\$4,499,999.99	1	0				
\$5,000,000 and over	0	0	7			
Totals	863	61	1135	173	80	14
Average	246,895	336,925	507,234	314,168	229,079	319,364
Median	176,000	270,000	299,000	265,000	269,900	649,900

Market Movement On Average

The Days on Market

The number of days a residential property is on the market rose by 10 days from 2010 to 2011, to an average of approximately 6 months.

There has been a steady increase in the number of days between when an exclusive right to sell is first signed and when a Purchase and Sale is executed and contingency terms met.

	2007	2008	2009	2010	2011
Jan	141	176	160	168	224
Feb	159	190	164	201	195
Mar	165	189	175	207	232
Apr	166	194	207	202	207
May	163	182	195	180	222
Jun	161	156	181	187	185
Jul	139	151	181	197	189
Aug	157	173	149	196	213
Sep	152	145	207	151	177
Oct	158	159	173	181	193
Nov	163	178	139	184	196
Dec	165	170	172	216	172
Tot Avg	157	169	175	189	199

Days to Close

For the first time, we have been able to calculate the average number of days it takes to close a pending sale. The time a listing is first marked as pending in the MLS, to the date that the closing took place and the deed transferred. Now up to 49 days, steadily increasing over the past several years.

	2007	2008	2009	2010	2011
Jan	28	36	51	51	47
Feb	33	44	47	48	44
Mar	42	51	48	42	48
Apr	33	41	52	45	53
May	27	46	48	48	48
Jun	31	46	48	48	47
Jul	31	43	46	44	52
Aug	26	44	51	41	42
Sep	24	47	46	41	57
Oct	20	46	50	47	55
Nov	28	43	50	42	41
Dec	28	45	48	44	43
Tot Avg.	29	44	48	45	49

List to sell ratio: Total Listing Prices compared to Total Selling price

As we move with difficult markets, pricing is still in the 90th percentile, on average, for a home's list to sell ratio.

	Total List Price	Total Sale Price	% List to Sell
2007	\$419,610,514	\$392,275,263	93.5%
2008	\$339,523,348	\$312,567,371	92.1%
2009	\$268,000,638	\$242,400,507	90.4%
2010	\$323,784,324	\$294,553,883	91.0%
2011	\$278,475,098	\$254,199,191	91.3%

Unit Sales by Time on Market		
	-Res-	-Cond-
1-30 Days	17	1
31-60 Days	99	8
61-90 Days	133	11
91-120 Days	121	5
More Than 120 Days	493	36
Total Sales	863	61

Mortgage Notes...

- At the onset of 2012, the Federal Reserve announced that the economy still needs more help and mortgage will remain at **historically low rates through 2014**. Fed Chairman, Ben Bernanke, said in a news conference that the Fed isn't happy with the modest economic recovery and that the Fed may need to take additional steps to spur recovery. Those additional steps were not identified.
- Maureen Phillips, Mortgage Originator with Greylock Federal Credit Union, shared some good news from her side of the desk. She reported that **preapproval requests are increasing** and there was an increase in buyer activity and interest during December, mirroring many comments received from Realtors. She shared that many of the buyers she worked with in 2010 were 1st time home buyers purchasing vacant or foreclosed homes. Now, it is more common to find buyers purchasing owner occupied homes and the seller then either upsizing or downsizing into a new residence. As any REALTOR knows, this **dual home sale/purchase transaction** is harder to manage and coordinate, but is a good sign for the market to have secondary transactions increasing the market activity.
- **Condo financing** continues to challenge buyers. All lenders have different options for underwriting condominium sales so if you have interested buyers, it's good to keep in mind that preapproval for a single family home doesn't pertain. A preapproval is only valid for the specific type of property for which it was issued. Condo financing hurdles stem from mortgages guidelines set by the government-sponsored enterprises (GSEs) Fannie Mae and Freddie Mac, or by the Federal Housing Administration (FHA). Only condominium projects approved by these entities can be financed through them. In short – don't assume a 30 year fixed rate applies to condos. Across the US you find that condo purchases have slowed due to these lending standards. Efforts are being made by many groups to try and improve the guidelines to ensure solid lending practices are coupled with the ability for buyers to obtain financing. Get interested buyers to their local lender to determine financing options before they ooh and ahh.

What is "high season" for real estate home sales?

Of Residential Sales Per Month

Month	2009	2010	2011
Jan	35	34	55
Feb	34	37	43
Mar	45	65	60
Apr	48	76	62
May	82	88	66
Jun	72	103	78
Jul	96	64	76
Aug	81	78	79
Sep	87	94	92
Oct	82	90	76
Nov	102	66	64
Dec	57	81	77
Grand Total	821	876	828

What are the REAL busy months for residential home sales? Below, we've highlighted the busiest sale months of each of the past 3 years. Assuming an industry average of 45-60 day closing timeframe, you can look back 2-3 months and know those are the most active for home seeking buyers.

Sales in 2011 were more evenly distributed throughout the year than our typical busy spring and fall seasons.

**Top Sales Months?
September (2011), June (2010) and November (2009)**

It should be noted that the changing flow of sales in 2010 and early 2011 was impacted by the expiration of the 1st Time Homebuyer's Tax Credit. Many in Berkshire County comment on the impact of our mild winter weather at the end of 2011.

Residential Report

Historical Residential Home Sale Statistics by Region

Region	Values	2007	2008	2009	2010	2011
Central	# Sold	488	439	407	394	370
	# Sold chg	-13.01%	-10.04%	-7.29%	-3.19%	-6.09%
	\$ Sold	\$114,313,847	\$90,530,495	\$77,609,370	\$81,215,620	\$72,882,567
	Sum	-8.71%	-20.81%	-14.27%	4.65%	-10.26%
	\$ Avg	\$234,250	\$206,220	\$190,686	\$206,131	\$196,980
	Average	4.94%	-11.97%	-7.53%	8.10%	-4.44%
North	# Sold	182	168	154	169	160
	# Sold chg	-3.19%	-7.69%	-8.33%	9.74%	-5.33%
	\$ Sold	\$40,528,625	\$34,824,965	\$30,133,532	\$33,036,350	\$27,911,975
	Sum	-0.45%	-14.07%	-13.47%	9.63%	-15.51%
	\$ Avg	\$222,685	\$207,291	\$195,672	\$195,481	\$174,450
	Average	2.83%	-6.91%	-5.61%	-0.10%	-10.76%
South	# Sold	339	304	260	313	298
	# Sold chg	-12.63%	-10.32%	-14.47%	20.38%	-4.79%
	\$ Sold	\$161,093,200	\$135,916,810	\$96,359,351	\$128,016,810	\$111,138,574
	Sum	-11.35%	-15.63%	-29.10%	32.85%	-13.18%
	\$ Avg	\$475,201	\$447,095	\$370,613	\$408,999	\$372,948
	Average	1.46%	-5.91%	-17.11%	10.36%	-8.81%
Total # Sold		1009	911	821	876	828
Total # Sold chg		-11.26%	-9.71%	-9.88%	6.70%	-5.48%
Total \$ Sold		\$315,935,672	\$261,272,270	\$204,102,253	\$242,268,780	\$211,933,116
Total Sum		-9.12%	-17.30%	-21.88%	18.70%	-12.52%
Total \$ Avg		\$313,118	\$286,797	\$248,602	\$276,563	\$255,958
Total Average		2.40%	-8.41%	-13.32%	11.25%	-7.45%

Condominium Report

Historical Condo Home Sale Statistics by Region

Region	Values	2007	2008	2009	2010	2011
Central	# Sold	40	37	20	32	21
	# Sold chg	-11.11%	-7.50%	-45.95%	60.00%	-34.38%
	\$ Sold	\$8,646,350	\$8,316,028	\$4,957,998	\$6,128,136	\$5,409,450
	Sum	-8.65%	-3.82%	-40.38%	23.60%	-11.73%
	\$ Avg	\$216,159	\$224,758	\$247,900	\$191,504	\$257,593
	Average	2.77%	3.98%	10.30%	-22.75%	34.51%
North	# Sold	20	11	8	8	5
	# Sold chg	11.11%	-45.00%	-27.27%	0.00%	-37.50%
	\$ Sold	\$3,263,300	\$1,982,875	\$1,771,431	\$1,328,000	\$857,050
	Sum	20.82%	-39.24%	-10.66%	-25.03%	-35.46%
	\$ Avg	\$163,165	\$180,261	\$221,429	\$166,000	\$171,410
	Average	8.74%	10.48%	22.84%	-25.03%	3.26%
South	# Sold	53	37	27	31	35
	# Sold chg	20.45%	-30.19%	-27.03%	14.81%	12.90%
	\$ Sold	\$19,578,716	\$14,862,842	\$10,140,750	\$8,924,450	\$14,285,900
	Sum	17.48%	-24.09%	-31.77%	-11.99%	60.08%
	\$ Avg	\$369,410	\$401,698	\$375,583	\$287,885	\$408,169
	Average	-2.47%	8.74%	-6.50%	-23.35%	41.78%
Total # Sold		113	85	55	71	61
Total # Sold chg		5.61%	-24.78%	-35.29%	29.09%	-14.08%
Total \$ Sold		\$31,488,366	\$25,161,745	\$16,870,179	\$16,380,586	\$20,552,400
Total Sum		9.22%	-20.09%	-32.95%	-2.90%	25.47%
Total \$ Avg		\$278,658	\$296,021	\$306,731	\$230,712	\$336,925
Total Average		3.42%	6.23%	3.62%	-24.78%	46.04%

Multi-Family Report

Historical Multifamily Sale Statistics by Region

Region	Values	2007	2008	2009	2010	2011
Central	# Sold	101	63	57	39	49
	# Sold chg	-12.93%	-37.62%	-9.52%	-31.58%	25.64%
	\$ Sold	\$15,254,030	\$9,012,050	\$6,992,405	\$4,224,400	\$5,655,129
	Sum	-16.62%	-40.92%	-22.41%	-39.59%	33.87%
	\$ Avg	\$151,030	\$143,048	\$122,674	\$108,318	\$115,411
	Average	-4.24%	-5.28%	-14.24%	-11.70%	6.55%
North	# Sold	55	42	35	38	29
	# Sold chg	10.00%	-23.64%	-16.67%	8.57%	-23.68%
	\$ Sold	\$8,373,350	\$4,602,305	\$3,658,100	\$4,122,100	\$2,326,250
	Sum	23.36%	-45.04%	-20.52%	12.68%	-43.57%
	\$ Avg	\$152,243	\$109,579	\$104,517	\$108,476	\$80,216
	Average	12.14%	-28.02%	-4.62%	3.79%	-26.05%
South	# Sold	11	8	6	15	10
	# Sold chg	0.00%	-27.27%	-25.00%	150.00%	-33.33%
	\$ Sold	\$3,524,500	\$1,947,600	\$1,623,000	\$2,764,500	\$2,014,000
	Sum	-6.39%	-44.74%	-16.67%	70.33%	-27.15%
	\$ Avg	\$320,409	\$243,450	\$270,500	\$184,300	\$201,400
	Average	-6.39%	-24.02%	11.11%	-31.87%	9.28%
Total # Sold		167	113	98	92	88
Total # Sold chg		-5.65%	-32.34%	-13.27%	-6.12%	-4.35%
Total \$ Sold		\$27,151,880	\$15,561,955	\$12,273,505	\$11,111,000	\$9,995,379
Total Sum		-5.88%	-42.69%	-21.13%	-9.47%	-10.04%
Total \$ Avg		\$162,586	\$137,716	\$125,240	\$120,772	\$113,584
Total Average		-0.25%	-15.30%	-9.06%	-3.57%	-5.95%

Lots & Land Report

Historical Land Sale Statistics by Region

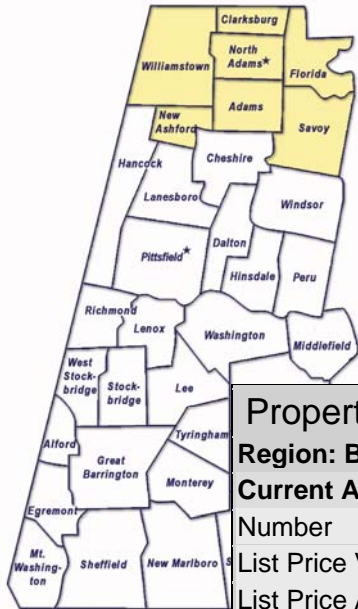
Region	Values	2007	2008	2009	2010	2011
Central	# Sold	35	27	12	29	18
	# Sold chg	-12.50%	-22.86%	-55.56%	141.67%	-37.93%
	\$ Sold	\$3,334,200	\$3,325,900	\$1,331,000	\$2,126,750	\$1,258,900
	Sum	-21.53%	-0.25%	-59.98%	59.79%	-40.81%
	\$ Avg	\$95,263	\$123,181	\$110,917	\$73,336	\$69,939
	Average	-10.32%	29.31%	-9.96%	-33.88%	-4.63%
North	# Sold	12	12	8	19	4
	# Sold chg	-20.00%	0.00%	-33.33%	137.50%	-78.95%
	\$ Sold	\$784,500	\$1,956,400	\$804,400	\$2,346,101	\$452,000
	Sum	-49.72%	149.38%	-58.88%	191.66%	-80.73%
	\$ Avg	\$65,375	\$163,033	\$100,550	\$123,479	\$113,000
	Average	-37.16%	149.38%	-38.33%	22.80%	-8.49%
South	# Sold	74	49	36	39	51
	# Sold chg	-33.93%	-33.78%	-26.53%	8.33%	30.77%
	\$ Sold	\$12,637,500	\$14,351,590	\$6,909,850	\$6,559,700	\$6,892,750
	Sum	-31.61%	13.56%	-51.85%	-5.07%	5.08%
	\$ Avg	\$170,777	\$292,890	\$191,940	\$168,197	\$135,152
	Average	3.50%	71.50%	-34.47%	-12.37%	-19.65%
Total # Sold		121	88	56	87	73
Total # Sold chg		-27.54%	-27.27%	-36.36%	55.36%	-16.09%
Total \$ Sold		\$16,756,200	\$19,633,890	\$9,045,250	\$11,032,551	\$8,603,650
Total Sum		-31.01%	17.17%	-53.93%	21.97%	-22.02%
Total \$ Avg		\$138,481	\$223,112	\$161,522	\$126,811	\$117,858
Total Average		-4.79%	61.11%	-27.60%	-21.49%	-7.06%

Commercial Sales Report

Historical Commercial Sale Statistics by Region

Region	Values	2007	2008	2009	2010	2011
Central	# Sold	13	10	4	4	5
	# Sold chg	85.71%	-23.08%	-60.00%	0.00%	25.00%
	\$ Sold	\$3,950,000	\$5,564,100	\$1,034,900	\$995,000	\$853,500
	Sum	38.84%	40.86%	-81.40%	-3.86%	-14.22%
	\$ Avg	\$303,846	\$556,410	\$258,725	\$248,750	\$170,700
	Average	-25.24%	83.12%	-53.50%	-3.86%	-31.38%
North	# Sold	5	10	6	6	10
	# Sold chg	-28.57%	100.00%	-40.00%	0.00%	66.67%
	\$ Sold	\$1,452,010	\$6,028,200	\$1,558,500	\$962,500	\$3,325,000
	Sum	-4.54%	315.16%	-74.15%	-38.24%	245.45%
	\$ Avg	\$290,402	\$602,820	\$259,750	\$160,417	\$332,500
	Average	33.65%	107.58%	-56.91%	-38.24%	107.27%
South	# Sold	17	14	7	7	9
	# Sold chg	70.00%	-17.65%	-50.00%	0.00%	28.57%
	\$ Sold	\$8,567,500	\$6,872,000	\$3,936,500	\$2,690,001	\$6,504,000
	Sum	178.41%	-19.79%	-42.72%	-31.67%	141.78%
	\$ Avg	\$503,971	\$490,857	\$562,357	\$384,286	\$722,667
	Average	63.77%	-2.60%	14.57%	-31.67%	88.05%
Total # Sold		35	34	17	17	24
Total # Sold chg		45.83%	-2.86%	-50.00%	0.00%	41.18%
Total \$ Sold		\$13,969,510	\$18,464,300	\$6,529,900	\$4,647,501	\$10,682,500
Total Sum		87.68%	32.18%	-64.63%	-28.83%	129.85%
Total \$ Avg		\$399,129	\$543,068	\$384,112	\$273,382	\$445,104
Total Average		28.70%	36.06%	-29.27%	-28.83%	62.81%

Northern Berkshire Report



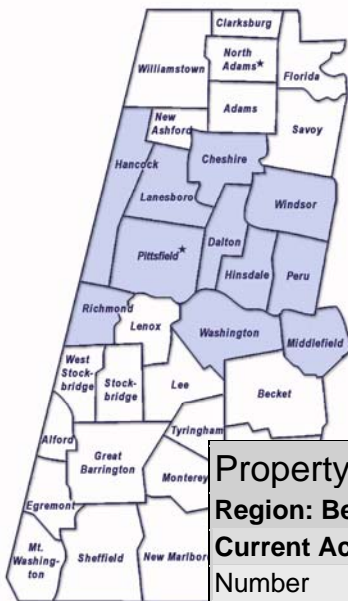
2011 Residential Market At A Glance

Includes the towns of Adams, Clarksburg, Florida, New Ashford, North Adams, Savoy, Williamstown

Property Type: Residential	
Region: Berkshire - North	
	MLS Total
Current Active Listings	
Number	139
List Price Volume	60,679,621
List Price Average	436,544
Average Agent Days on Market	259
Total Sold	
Number	160
List Price Volume	30,266,449
List Price Average	189,165
Sale Price volume	27,911,975
Sale Price Average	174,450
Average Agent Days on Market	171
Under Contract Listings	
Number	170
List Price Volume	30,384,299
List Price Average	178,731
Average Agent Days on Market	312
Back On Market Listings	
Number	11
List Price Volume	1,664,500
List Price Average	151,318
Expired Listings	
Number	226
List Price Volume	69,071,877
List Price Average	305,628
Average Agent Days on Market	256
Withdrawn Cancelled Listings	
Number	106
List Price Volume	25,691,399
List Price Average	242,372
Average Agent Days on Market	185

Northern Berkshire Residential Historical Report by Town

City	Values	2007	2008	2009	2010	2011
Adams	# Sold	52	44	42	44	51
	# Sold chg	15.56%	-15.38%	-4.55%	4.76%	15.91%
	\$ Sold	\$7,807,780	\$6,252,575	\$5,634,837	\$5,698,900	\$7,121,900
	Sum	19.53%	-19.92%	-9.88%	1.14%	24.97%
	\$ Avg	\$150,150	\$142,104	\$134,163	\$129,520	\$139,645
	Average	3.44%	-5.36%	-5.59%	-3.46%	7.82%
Clarksburg	# Sold	8	10	8	11	4
	# Sold chg	100.00%	25.00%	-20.00%	37.50%	-63.64%
	\$ Sold	\$1,089,400	\$1,531,000	\$1,168,770	\$1,602,650	\$660,000
	Sum	79.33%	40.54%	-23.66%	37.12%	-58.82%
	\$ Avg	\$136,175	\$153,100	\$146,096	\$145,695	\$165,000
	Average	-10.34%	12.43%	-4.57%	-0.27%	13.25%
Florida	# Sold	3	3	4	3	2
	# Sold chg	0.00%	0.00%	33.33%	-25.00%	-33.33%
	\$ Sold	\$643,900	\$337,000	\$435,000	\$418,000	\$206,700
	Sum	69.45%	-47.66%	29.08%	-3.91%	-50.55%
	\$ Avg	\$214,633	\$112,333	\$108,750	\$139,333	\$103,350
	Average	69.45%	-47.66%	-3.19%	28.12%	-25.83%
North Adams	# Sold	65	59	60	64	61
	# Sold chg	-24.42%	-9.23%	1.69%	6.67%	-4.69%
	\$ Sold	\$9,971,720	\$7,343,550	\$7,727,525	\$7,613,150	\$6,995,850
	Sum	-24.66%	-26.36%	5.23%	-1.48%	-8.11%
	\$ Avg	\$153,411	\$124,467	\$128,792	\$118,955	\$114,686
	Average	-0.32%	-18.87%	3.47%	-7.64%	-3.59%
Williamstown	# Sold	47	49	34	45	37
	# Sold chg	-2.08%	4.26%	-30.61%	32.35%	-17.78%
	\$ Sold	\$19,455,525	\$18,587,340	\$14,337,400	\$17,406,650	\$12,045,025
	Sum	-1.52%	-4.46%	-22.86%	21.41%	-30.80%
	\$ Avg	\$413,947	\$379,333	\$421,688	\$386,814	\$325,541
	Average	0.57%	-8.36%	11.17%	-8.27%	-15.84%
Total # Sold		182	168	154	169	160
Total # Sold chg		-3.19%	-7.69%	-8.33%	9.74%	-5.33%
Total \$ Sold		\$40,528,625	\$34,824,965	\$30,133,532	\$33,036,350	\$27,911,975
Total Sum		-0.45%	-14.07%	-13.47%	9.63%	-15.51%
Total \$ Avg		\$222,685	\$207,291	\$195,672	\$195,481	\$174,450
Total Average		2.83%	-6.91%	-5.61%	-0.10%	-10.76%



Central Berkshire 2011 Residential Market At A Glance

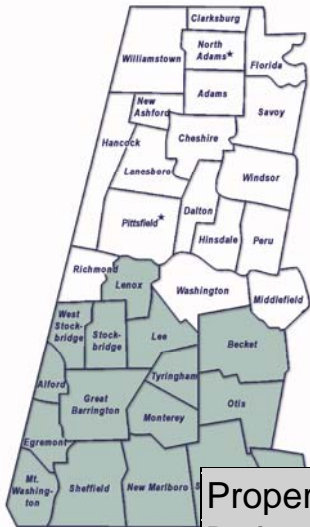
Includes the towns of:
Cheshire, Dalton, Hancock, Hinsdale, Lanesboro, Middlefield,
Peru, Pittsfield, Richmond, Windsor, Washington

Property Type: Residential	
Region: Berkshire - Central	
MLS Total	
Current Active Listings	
Number	292
List Price Volume	96,541,144
List Price Average	330,620
Average Agent Days on Market	209
Total Sold	
Number	370
List Price Volume	77,224,364
List Price Average	208,714
Sale Price volume	72,882,567
Sale Price Average	196,980
Average Agent Days on Market	153
Under Contract Listings	
Number	385
List Price Volume	78,180,864
List Price Average	203,067
Average Agent Days on Market	325
Back On Market Listings	
Number	14
List Price Volume	2,715,299
List Price Average	193,950
Expired Listings	
Number	464
List Price Volume	152,188,099
List Price Average	327,992
Average Agent Days on Market	244
Withdrawn Cancelled Listings	
Number	192
List Price Volume	62,357,462
List Price Average	324,778
Average Agent Days on Market	199

Central Berkshire Residential Historical Report by Town

City	Values	2007	2008	2009	2010	2011
Cheshire	# Sold	21	16	20	17	18
	# Sold chg	5.00%	-23.81%	25.00%	-15.00%	5.88%
	\$ Sold	\$5,503,700	\$3,829,000	\$3,849,400	\$3,180,625	\$3,285,850
	Sum	22.85%	-30.43%	0.53%	-17.37%	3.31%
	\$ Avg	\$262,081	\$239,313	\$192,470	\$187,096	\$182,547
	Average	17.00%	-8.69%	-19.57%	-2.79%	-2.43%
Dalton	# Sold	54	64	53	57	49
	# Sold chg	-31.65%	18.52%	-17.19%	7.55%	-14.04%
	\$ Sold	\$11,443,059	\$13,327,903	\$10,794,400	\$13,189,783	\$10,120,700
	Sum	-36.74%	16.47%	-19.01%	22.19%	-23.27%
	\$ Avg	\$211,909	\$208,248	\$203,668	\$231,400	\$206,545
	Average	-7.45%	-1.73%	-2.20%	13.62%	-10.74%
Hancock	# Sold	5	6	5	7	5
	# Sold chg	0.00%	20.00%	-16.67%	40.00%	-28.57%
	\$ Sold	\$1,138,650	\$2,287,000	\$1,194,000	\$1,426,150	\$1,605,900
	Sum	-8.76%	100.85%	-47.79%	19.44%	12.60%
	\$ Avg	\$227,730	\$381,167	\$238,800	\$203,736	\$321,180
	Average	-8.76%	67.38%	-37.35%	-14.68%	57.65%
Hinsdale	# Sold	19	13	10	21	19
	# Sold chg	46.15%	-31.58%	-23.08%	110.00%	-9.52%
	\$ Sold	\$5,441,715	\$3,002,900	\$1,770,550	\$4,508,300	\$4,064,850
	Sum	61.98%	-44.82%	-41.04%	154.63%	-9.84%
	\$ Avg	\$286,406	\$230,992	\$177,055	\$214,681	\$213,939
	Average	10.83%	-19.35%	-23.35%	21.25%	-0.35%
Lanesboro	# Sold	24	19	19	23	19
	# Sold chg	-35.14%	-20.83%	0.00%	21.05%	-17.39%
	\$ Sold	\$5,301,000	\$4,228,900	\$3,930,100	\$5,828,032	\$4,757,450
	Sum	-46.17%	-20.22%	-7.07%	48.29%	-18.37%
	\$ Avg	\$220,875	\$222,574	\$206,847	\$253,393	\$250,392
	Average	-17.02%	0.77%	-7.07%	22.50%	-1.18%
Peru	# Sold	10	3	6	3	8
	# Sold chg	-33.33%	-70.00%	100.00%	-50.00%	166.67%
	\$ Sold	\$2,211,450	\$655,000	\$572,200	\$524,000	\$1,348,500
	Sum	-40.85%	-70.38%	-12.64%	-8.42%	157.35%
	\$ Avg	\$221,145	\$218,333	\$95,367	\$174,667	\$168,563
	Average	-11.28%	-1.27%	-56.32%	83.15%	-3.49%
Pittsfield	# Sold	319	295	275	247	241
	# Sold chg	-9.89%	-7.52%	-6.78%	-10.18%	-2.43%
	\$ Sold	\$70,507,498	\$53,785,292	\$49,138,806	\$45,940,130	\$44,587,817
	Sum	0.04%	-23.72%	-8.64%	-6.51%	-2.94%
	\$ Avg	\$221,027	\$182,323	\$178,687	\$185,992	\$185,012
	Average	11.02%	-17.51%	-1.99%	4.09%	-0.53%

Richmond	# Sold	18	13	13	8	4
	# Sold chg	-5.26%	-27.78%	0.00%	-38.46%	-50.00%
	\$ Sold	\$9,066,000	\$6,932,500	\$4,816,500	\$4,315,000	\$1,367,000
	Sum	-5.66%	-23.53%	-30.52%	-10.41%	-68.32%
	\$ Avg	\$503,667	\$533,269	\$370,500	\$539,375	\$341,750
	Average	-0.42%	5.88%	-30.52%	45.58%	-36.64%
Washington	# Sold	5	1	2	4	2
	# Sold chg	-16.67%	-80.00%	100.00%	100.00%	-50.00%
	\$ Sold	\$1,366,000	\$299,000	\$418,914	\$857,000	\$757,000
	Sum	-15.81%	-78.11%	40.11%	104.58%	-11.67%
	\$ Avg	\$273,200	\$299,000	\$209,457	\$214,250	\$378,500
	Average	1.03%	9.44%	-29.95%	2.29%	76.66%
Windsor	# Sold	7	9	4	7	5
	# Sold chg	-36.36%	28.57%	-55.56%	75.00%	-28.57%
	\$ Sold	\$1,120,275	\$2,183,000	\$1,124,500	\$1,446,600	\$987,500
	Sum	-50.60%	94.86%	-48.49%	28.64%	-31.74%
	\$ Avg	\$160,039	\$242,556	\$281,125	\$206,657	\$197,500
	Average	-22.37%	51.56%	15.90%	-26.49%	-4.43%
Total # Sold		488	439	407	394	370
Total # Sold chg		-13.01%	-10.04%	-7.29%	-3.19%	-6.09%
Total \$ Sold		\$114,313,847	\$90,530,495	\$77,609,370	\$81,215,620	\$72,882,567
Total Sum		-8.71%	-20.81%	-14.27%	4.65%	-10.26%
Total \$ Avg		\$234,250	\$206,220	\$190,686	\$206,131	\$196,980
Total Average		4.94%	-11.97%	-7.53%	8.10%	-4.44%



Southern Berkshire 2011 Residential Market At A Glance

Includes the towns of:

Lee, Lenox, West Stockbridge, Stockbridge, Becket, Alford,
Great Barrington, Tyringham, Monterey, Otis, Egremont, Mt.
Washington, Sheffield, New Marlboro, Sandisfield and Tolland

Property Type: Residential	MLS Total
Region: Berkshire - South	
Current Active Listings	
Number	497
List Price Volume	339,800,800
List Price Average	683,704
Average Agent Days on Market	320
Total Sold	
Number	298
List Price Volume	124,902,144
List Price Average	419,135
Sale Price volume	111,138,574
Sale Price Average	372,948
Average Agent Days on Market	245
Under Contract Listings	
Number	297
List Price Volume	128,196,827
List Price Average	431,639
Average Agent Days on Market	410
Back On Market Listings	
Number	16
List Price Volume	3,853,300
List Price Average	240,831
Expired Listings	
Number	543
List Price Volume	328,640,519
List Price Average	605,231
Average Agent Days on Market	302
Withdrawn Cancelled Listings	
Number	233
List Price Volume	122,771,360
List Price Average	526,916
Average Agent Days on Market	247

Southern Berkshire Residential Historical Report by Town

City	Values	2007	2008	2009	2010	2011
Alford	# Sold	5	2	2	2	6
	# Sold chg	-16.67%	-60.00%	0.00%	0.00%	200.00%
	\$ Sold	\$3,820,000	\$555,000	\$985,000	\$2,650,000	\$3,304,000
	Sum	-51.63%	-85.47%	77.48%	169.04%	24.68%
	\$ Avg	\$764,000	\$277,500	\$492,500	\$1,325,000	\$550,667
	Average	-41.96%	-63.68%	77.48%	169.04%	-58.44%
Becket	# Sold	38	32	31	32	30
	# Sold chg	0.00%	-15.79%	-3.13%	3.23%	-6.25%
	\$ Sold	\$10,692,090	\$9,967,600	\$10,359,268	\$6,498,660	\$7,209,900
	Sum	17.06%	-6.78%	3.93%	-37.27%	10.94%
	\$ Avg	\$281,371	\$311,488	\$334,170	\$203,083	\$240,330
	Average	17.06%	10.70%	7.28%	-39.23%	18.34%
Egremont	# Sold	20	14	11	23	18
	# Sold chg	0.00%	-30.00%	-21.43%	109.09%	-21.74%
	\$ Sold	\$10,628,500	\$9,715,500	\$8,026,700	\$12,250,000	\$8,493,000
	Sum	-2.33%	-8.59%	-17.38%	52.62%	-30.67%
	\$ Avg	\$531,425	\$693,964	\$729,700	\$532,609	\$471,833
	Average	-2.33%	30.59%	5.15%	-27.01%	-11.41%
Gt Barrington	# Sold	60	58	54	53	59
	# Sold chg	-16.67%	-3.33%	-6.90%	-1.85%	11.32%
	\$ Sold	\$20,985,110	\$23,072,550	\$19,509,000	\$24,010,500	\$22,934,162
	Sum	-42.61%	9.95%	-15.44%	23.07%	-4.48%
	\$ Avg	\$349,752	\$397,803	\$361,278	\$453,028	\$388,715
	Average	-31.14%	13.74%	-9.18%	25.40%	-14.20%
Lee	# Sold	30	43	37	39	28
	# Sold chg	-37.50%	43.33%	-13.95%	5.41%	-28.21%
	\$ Sold	\$8,908,500	\$13,284,000	\$9,429,800	\$8,910,300	\$7,343,350
	Sum	-33.33%	49.12%	-29.01%	-5.51%	-17.59%
	\$ Avg	\$296,950	\$308,930	\$254,859	\$228,469	\$262,263
	Average	6.67%	4.03%	-17.50%	-10.35%	14.79%
Lenox	# Sold	36	30	25	36	29
	# Sold chg	-18.18%	-16.67%	-16.67%	44.00%	-19.44%
	\$ Sold	\$18,632,150	\$15,209,210	\$9,651,950	\$19,902,000	\$11,582,350
	Sum	-20.54%	-18.37%	-36.54%	106.20%	-41.80%
	\$ Avg	\$517,560	\$506,974	\$386,078	\$552,833	\$399,391
	Average	-2.88%	-2.05%	-23.85%	43.19%	-27.76%
Monterey	# Sold	15	20	9	19	10
	# Sold chg	-11.76%	33.33%	-55.00%	111.11%	-47.37%
	\$ Sold	\$12,985,900	\$17,167,000	\$5,614,551	\$15,047,500	\$5,163,000
	Sum	53.03%	32.20%	-67.29%	168.01%	-65.69%
	\$ Avg	\$865,727	\$858,350	\$623,839	\$791,974	\$516,300
	Average	73.43%	-0.85%	-27.32%	26.95%	-34.81%

New Marlboro	# Sold	17	10	14	12	19
	# Sold chg	0.00%	-41.18%	40.00%	-14.29%	58.33%
	\$ Sold	\$12,204,850	\$5,273,500	\$5,220,900	\$5,712,750	\$10,744,000
	Sum	96.36%	-56.79%	-1.00%	9.42%	88.07%
	\$ Avg	\$717,932	\$527,350	\$372,921	\$476,063	\$565,474
	Average	96.36%	-26.55%	-29.28%	27.66%	18.78%
Otis	# Sold	23	23	21	17	24
	# Sold chg	-28.13%	0.00%	-8.70%	-19.05%	41.18%
	\$ Sold	\$8,077,400	\$8,036,400	\$6,263,155	\$5,790,600	\$6,872,999
	Sum	-45.73%	-0.51%	-22.07%	-7.54%	18.69%
	\$ Avg	\$351,191	\$349,409	\$298,245	\$340,624	\$286,375
	Average	-24.50%	-0.51%	-14.64%	14.21%	-15.93%
Sandisfield	# Sold	16	8	9	7	7
	# Sold chg	60.00%	-50.00%	12.50%	-22.22%	0.00%
	\$ Sold	\$3,946,300	\$3,441,050	\$2,552,500	\$1,778,500	\$2,674,400
	Sum	28.33%	-12.80%	-25.82%	-30.32%	50.37%
	\$ Avg	\$246,644	\$430,131	\$283,611	\$254,071	\$382,057
	Average	-19.79%	74.39%	-34.06%	-10.42%	50.37%
Sheffield	# Sold	34	27	20	27	33
	# Sold chg	36.00%	-20.59%	-25.93%	35.00%	22.22%
	\$ Sold	\$13,646,900	\$9,825,000	\$6,257,750	\$6,958,500	\$9,680,963
	Sum	37.76%	-28.01%	-36.31%	11.20%	39.12%
	\$ Avg	\$401,379	\$363,889	\$312,888	\$257,722	\$293,363
	Average	1.30%	-9.34%	-14.02%	-17.63%	13.83%
Stockbridge	# Sold	26	21	14	22	16
	# Sold chg	0.00%	-19.23%	-33.33%	57.14%	-27.27%
	\$ Sold	\$24,752,500	\$9,935,000	\$5,420,000	\$8,775,000	\$7,025,150
	Sum	66.87%	-59.86%	-45.45%	61.90%	-19.94%
	\$ Avg	\$952,019	\$473,095	\$387,143	\$398,864	\$439,072
	Average	66.87%	-50.31%	-18.17%	3.03%	10.08%
W. Stockbridge	# Sold	16	14	10	17	16
	# Sold chg	-33.33%	-12.50%	-28.57%	70.00%	-5.88%
	\$ Sold	\$11,132,000	\$8,537,000	\$5,628,777	\$6,177,500	\$6,086,300
	Sum	-32.86%	-23.31%	-34.07%	9.75%	-1.48%
	\$ Avg	\$695,750	\$609,786	\$562,878	\$363,382	\$380,394
	Average	0.71%	-12.36%	-7.69%	-35.44%	4.68%
Total # Sold		339	304	260	313	298
Total # Sold chg		-12.63%	-10.32%	-14.47%	20.38%	-4.79%
Total \$ Sold		\$161,093,200	\$135,916,810	\$96,359,351	\$128,016,810	\$111,138,574
Total Sum		-11.35%	-15.63%	-29.10%	32.85%	-13.18%
Total \$ Avg		\$475,201	\$447,095	\$370,613	\$408,999	\$372,948
Total Average		1.46%	-5.91%	-17.11%	10.36%	-8.81%



Berkshire County Board of REALTORS®, Inc.
Berkshire County Multiple Listing Service, Inc.

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This report was written by **Sandy Carroll, Chief Executive Officer** of the Board of REALTORS® and the Multiple Listing Service. Information believed to be accurate, but is not warranted. Data and statistics pulled from the REALTOR'S® MLS database of properties listed for sale and sold through the services of a real estate firm holding membership. Statistics accounts for all REALTOR® assisted sales and transfers in Berkshire County, Massachusetts.

The Berkshire County Board of Realtors®, Inc. is a strong and thriving trade association geared to service professional real estate licensees in the region. Only those who pledge themselves to a higher level of ethical business practice can elect to join the Board and can use the term REALTOR®. The Multiple Listing Service is a subsidiary corporation charged with maintaining accurate records related to the listing and sale of all property in Berkshire County, MA and beyond. Currently there are over 400 REALTORS in Berkshire County, and over 1 million nationwide.

The Board of REALTORS® mission is to support our members by providing services to enhance their ability to conduct businesses ethically, competently and with integrity.

Berkshire REALTOR Members are encouraged to share the information contained here with clients and customers to promote awareness of market trends and foster informed decisions.

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