

Sales from January – June of this year increased over the previous 6 years of real estate transactions in Berkshire County.

Overall, the entire market is up 6% in volume.

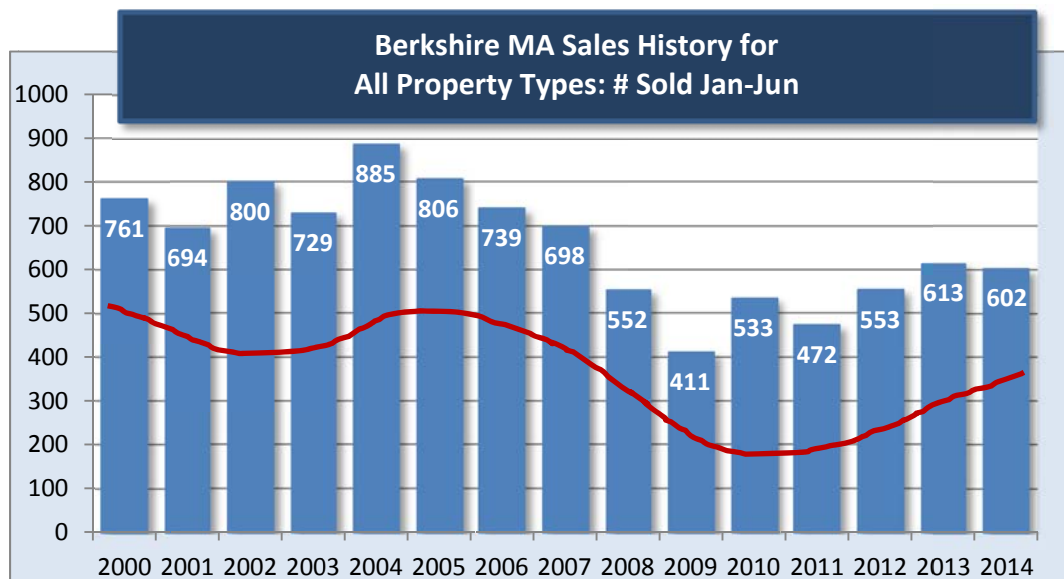
2014 2nd Quarter Market Commentary

The first six months of 2014 reflect countrywide increases in the dollar amount of sales transacted, with a slight decrease in the total number of units sold. In all REALTOR transactions, we have 613 recorded sales in January – June of 2013, whereas this year sales dropped by 11 units to 602 for the same time period. The total dollar volume of sales increased almost \$10 million, up to \$156.5 million this year, compared to \$146.7 million in the first two quarters of 2012.

The strength of the market rests solely in the 14% increase in the selling prices of residential homes. All other property types saw decreasing sales volume, most notably land sales dropped to less than half of the previous year.

Land sales in the first two quarters of 2012 were the lowest on record, with only \$2.7 million sales, compared to 2013 when they rose to over \$8.6 million. While we were hopeful that the land market recovery was underway, we find that this year, sales are down to \$3.6 million in land sales so far, which is the second lowest on record. The

highest sales year on record was in 2004 with land sales exceeding \$14 million in the first two quarters.



Residential Sales \$
Volume: UP +13.6%

- Commercial -7%
- Condo -5%
- Land -57.5%
- Multi -1.7%

\$ Sales	2009	2010	2011	2012	2013	2014
Commercial	\$2,824,900	\$1,742,500	\$6,582,500	\$4,377,743	\$6,442,000	\$5,991,688
Condominium	\$4,680,500	\$8,810,331	\$6,142,000	\$7,497,975	\$9,101,800	\$8,643,300
Lots/Land	\$4,000,000	\$5,177,950	\$4,711,500	\$2,729,900	\$8,643,000	\$3,674,800
MultiFamily	\$5,514,500	\$6,169,500	\$4,253,229	\$4,853,600	\$6,506,550	\$6,395,350
Residential	\$71,920,755	\$104,836,413	\$99,518,466	\$100,841,347	\$116,047,211	\$131,841,024
Grand Total	\$88,940,655	\$126,736,694	\$121,207,695	\$120,300,565	\$146,740,561	\$156,546,162

Hot Berkshire Markets: 2nd Quarter 2014



The top performing markets for both the # and \$ of sales in Berkshire County in all property types, transacted January- June compared to last year: **Adams, Dalton, Lanesboro, Windsor, Egremont, Lee, Lenox, Monterey and Sheffield** . Runners up include towns with an increase in dollar volume, even though the # of sales was down: **Peru, Richmond, Alford, Becket, Sandisfield and West Stockbridge**. Honorable mention goes to **North Adams**, for almost holding level despite community challenges.

Town By Region	Jan-June 2013		Jan-June 2014	
	# Sold	\$ Sold	# Sold	\$ Sold
Northern Berkshire	125	\$19,030,547	119	\$19,817,024
▲ Adams	31	\$3,408,830	39	\$5,295,649
Clarksburg	5	\$512,500	5	\$592,400
Florida	2	\$228,000	3	\$230,000
North Adams	53	\$6,367,400	50	\$6,341,150
Savoy	4	\$426,400	1	\$20,000
Williamstown	29	\$7,913,417	21	\$7,337,825
Central Berkshire	267	\$48,299,314	252	\$48,066,100
Cheshire	12	\$1,597,400	7	\$1,183,500
▲ Dalton	24	\$4,239,850	32	\$6,694,105
Hancock	2	\$1,290,000	3	\$1,152,500
Hinsdale	11	\$2,409,400	9	\$1,668,500
▲ Lanesboro	14	\$2,511,600	17	\$3,381,400
Peru	4	\$372,000	4	\$589,500
Pittsfield	188	\$31,803,164	167	\$28,407,895
Richmond	9	\$3,565,000	7	\$4,025,200
▲ Windsor	2	\$260,900	5	\$808,500
Southern Berkshire	221	\$79,410,700	231	\$88,663,038
Alford	6	\$4,582,500	5	\$6,330,800
Becket	22	\$2,976,450	22	\$4,380,700
▲ Egremont	11	\$3,792,750	16	\$7,988,000
Great Barrington	41	\$13,486,400	37	\$11,315,700
▲ Lee	21	\$6,691,900	31	\$7,535,900
▲ Lenox	22	\$8,391,500	27	\$10,626,500
▲ Monterey	11	\$4,426,500	13	\$5,131,500
New Marlborough	13	\$8,719,500	9	\$4,456,650
Otis	12	\$4,285,500	16	\$4,191,100
Sandisfield	7	\$1,059,500	7	\$4,424,000
▲ Sheffield	14	\$3,615,500	18	\$6,762,000
Stockbridge	29	\$13,910,200	20	\$11,397,000
West Stockbridge	11	\$3,047,500	9	\$4,058,188

(Towns with <1 sale not in list)