

## Red Hot Berkshire Residential Markets: 2016 Sales

Residential Sales	January – December 2015		January – December 2016		
2-year Comparison	# Sold	\$ Sold	# Sold	\$ Sold	% Diff
<b>Northern Berkshire</b>	<b>223</b>	<b>\$43,578,167</b>	<b>236</b>	<b>\$40,967,643</b>	<b>-6.0%</b>
▲ Adams	50	\$6,587,300	60	\$8,735,610	32.6%
▲ Clarksburg	12	\$1,807,300	23	\$3,337,700	84.7%
Florida	8	\$928,500	4	\$627,000	-32.5%
▲ North Adams	75	\$8,471,500	93	\$10,670,401	26.0%
Savoy	6	\$879,000	5	\$677,100	-23.0%
Williamstown	71	\$24,724,068	51	\$16,919,832	-31.6%
<b>Central Berkshire</b>	<b>563</b>	<b>\$107,725,070</b>	<b>624</b>	<b>\$130,575,356</b>	<b>21.2%</b>
Cheshire	27	\$5,138,400	18	\$3,800,500	-26.0%
▲ Dalton	66	\$12,285,410	85	\$17,310,575	40.9%
Hancock	9	\$2,491,000	6	\$1,292,044	-48.1%
▲ Hinsdale	21	\$4,739,699	21	\$5,375,174	13.4%
Lanesboro	32	\$7,181,510	37	\$6,607,025	-8.0%
▲ Peru	9	\$1,451,500	14	\$3,337,351	129.9%
▲ Pittsfield	361	\$62,716,751	392	\$76,250,973	21.6%
▲ Richmond	22	\$8,418,400	33	\$12,310,565	46.2%
Washington	7	\$1,587,900	5	\$1,162,950	-26.8%
▲ Windsor	9	\$1,714,500	13	\$3,128,200	82.5%
<b>Southern Berkshire</b>	<b>401</b>	<b>\$158,846,984</b>	<b>447</b>	<b>\$168,169,954</b>	<b>5.9%</b>
Alford	11	\$10,800,249	8	\$5,985,500	-44.6%
▲ Becket	53	\$11,324,600	56	\$12,961,509	14.5%
▲ Egremont	21	\$10,092,500	28	\$16,379,404	62.3%
Great Barrington	59	\$26,031,750	71	\$25,149,525	-3.4%
▲ Lee	40	\$9,542,044	45	\$10,469,800	9.7%
Lenox	44	\$19,371,325	42	\$16,673,650	-13.9%
▲ Monterey	17	\$10,697,000	23	\$12,392,500	15.9%
▲ Mt Washington	4	\$1,137,000	7	\$2,785,500	145.0%
New Marlborough	25	\$10,666,675	26	\$8,555,270	-19.8%
Otis	31	\$9,831,125	32	\$9,278,413	-5.6%
▲ Sandisfield	17	\$4,430,170	23	\$8,783,980	98.3%
Sheffield	33	\$13,296,500	31	\$10,876,554	-18.2%
Stockbridge	28	\$15,097,546	28	\$16,711,850	10.7%
Tyringham	5	\$2,343,000	5	\$1,393,000	-40.5%
▲ West Stockbridge	13	\$4,185,500	22	\$9,773,500	133.5%
<b>Grand Total</b>	<b>1187</b>	<b>\$310,150,220</b>	<b>1307</b>	<b>\$339,712,953</b>	<b>9.5%</b>

## 2016 BERKSHIRE SALES

Average Days on the Market

**190**

Sales rose throughout the Berkshires. While northern Berkshire had more sales than the same time last year, the dollar volume was a bit lower than the previous year. Elsewhere, Central and Southern Berkshire shared increases in both dollar volume and the number of homes sold in 2016, with central Berkshire reporting double digit gains. Residential, Multifamily, and Commercial sales have been consistently exceeding last year sales, Condo sales were the same but dollar volume was down, and sales were up considerably in dollar volume but the number of parcels sold remained the same as 2015.

**1684 sales**

↑ 9%

Most # of sales since 2005!

**88%**

List-to-Sell Ratio for co-brokers

84% for in-house

**\$407 M**

sales, ↑ 9%

Largest Price Range

**\$150-\$199 K**

Sales

**\$150-\$199 K**

Listings

**11**

months' supply

**948 Homes for Sale**

**\$193,000**

median sale price

**\$259,900**

median list price

**3.65%**

↓ from 3.85% avg 30 yr Fixed MtgRate in '15

**84**

sales pending in December

**65%**

sales co-broke 35% in-house.



**Residential Sales Volume \$340M up 9.5%**

**Residential # Units Sold 1307, up 10.1%**



**Multi-family Sales Volume: \$14.1M, up +2.9%**

**Multi-family # Units Sold: 127, up 17.6%**



**Condo Sales Volume: \$23.6 M, down 27.8%**

**Condo # Units Sold: 107, down 14.4**



**Land Sales Volume: \$16.7 M, up 73.7%**

**Land # Units Sold: 100, up 1%**



**Commercial Sales Volume: \$13.0M, up 73%**

**Commercial # Units Sold: 43, up 48%**



Residential Trends	2011	2012	2013	2014	2015	2016
Total # Sales	828	1024	1083	1068	1187	1307
Total \$ Sold	\$211,933,116	\$265,866,058	\$282,433,231	\$284,764,994	\$310,150,220	\$339,710,453