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Market **WATCH**

Real Estate Sales Report Year End 2018 Berkshire County, Massachusetts

Berkshire County MA - Nestled in the beautiful hills of western Massachusetts – Where art and nature come to play



This report was written by Sandra J. Carroll, Chief Executive Officer. 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 account for REALTOR® assisted sales and transfers in Berkshire County, Massachusetts. Berkshire REALTOR Members are encouraged to share this information with clients and customers to promote awareness of market trends and foster informed decisions.
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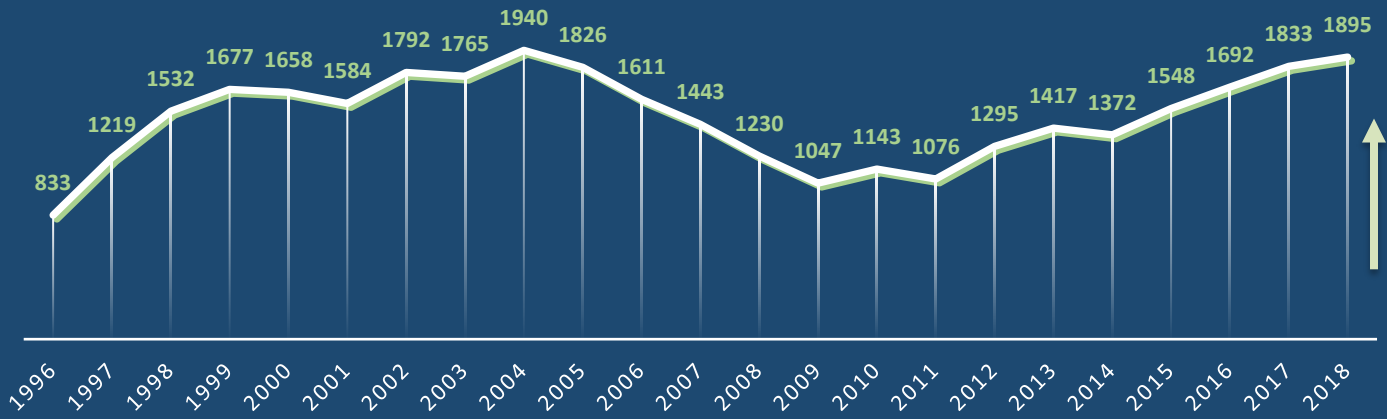
Sales this year
increased over the
previous 14 years of
real estate transactions
in Berkshire County.

2018 Year End Market Watch

January – December Sales Comparison

Berkshire real estate sales continue to rise, with the total number of transactions in 2018 topping 1,895. This is an all-time high since 2004. With a total market volume of \$504 million dollars transacted in 2018, real estate is a huge part of the Berkshire economy.

HISTORICAL BERKSHIRE COUNTY 2018 SALES: # of ALL TRANSACTIONS



Sales were strong compared to 2017 in residential (single family), condo, land and commercial transactions countywide. Multi-family sales fell slightly when compared to 2017. Both northern and central Berkshire sales showed strong gains over the previous year, but south county remained level overall, with no growth in the number of units sold and less than 1% growth in the dollar volume transacted.

Northern Berkshire had 384 home sales, ▲ up from 362.
Central Berkshire had 869 home sales, ▲ up from 829
Southern Berkshire had 642 homes sales, same as last year.

	2017		2018	
All Sales	\$ Sold	# Sold	\$ Sold	# Sold
North	\$59,108,843	362	\$70,770,394	384
Central	\$156,494,270	829	\$180,752,245	869
South	\$250,520,154	642	\$252,865,005	642
Total	\$466,123,267	1833	\$504,387,644	1895

2018 \$ volume up 8%, # sold up 3%

Jan-Dec YTD	2012	2013	2014	2015	2016	2017	2018
Residential	\$265,866,058	\$282,433,231	\$284,764,994	\$310,150,220	\$340,319,303	\$384,292,675	\$387,786,184
Condominium	\$19,235,675	\$30,326,555	\$22,470,888	\$32,659,300	\$23,586,250	\$33,684,522	\$55,174,675
Commercial	\$13,065,893	\$15,289,000	\$7,237,188	\$7,523,400	\$15,751,951	\$13,380,900	\$25,301,150
Multi-Family	\$9,955,518	\$13,898,870	\$13,993,200	\$13,738,980	\$14,182,810	\$20,605,020	\$20,052,185
Lots/Land	\$6,750,700	\$13,037,900	\$8,089,250	\$9,595,178	\$16,674,452	\$14,160,150	\$16,073,450
Grand Total	\$314,873,844	\$354,985,556	\$336,555,519	\$373,667,078	\$410,514,766	\$466,123,267	\$504,387,644

Hot Berkshire Residential Markets: 2018 Sales



Annual Sales	January – December 2017		January – December 2018		
	\$ Sold	# Sold	\$ Sold	# Sold	% Chg
North	\$44,919,472	241	\$55,971,509	276	15%
▲ Adams	\$8,581,300	64	\$11,061,517	78	22%
Clarksburg	\$2,776,300	19	\$2,234,700	14	-26%
▲ Florida	\$722,000	4	\$407,950	5	25%
New Ashford	\$498,500	2	\$340,000	1	-50%
▲ North Adams	\$10,386,300	87	\$13,491,262	98	13%
▲ Savoy	\$644,800	6	\$2,323,200	11	83%
▲ Williamstown	\$21,310,272	59	\$26,112,881	69	17%
Central	\$124,332,518	629	\$144,836,395	669	6%
Cheshire	\$5,696,100	28	\$6,095,600	27	-4%
Dalton	\$15,030,476	74	\$14,620,295	68	-8%
Hancock	\$2,764,100	10	\$4,124,725	10	0%
▲ Hinsdale	\$4,792,707	20	\$5,247,466	24	20%
Lanesboro	\$8,509,800	41	\$9,236,700	39	-5%
▲ Peru	\$1,016,950	6	\$2,379,300	12	100%
▲ Pittsfield	\$76,732,985	420	\$86,411,809	447	6%
▲ Richmond	\$7,667,900	20	\$12,855,300	28	40%
▲ Washington	\$1,167,000	5	\$1,608,000	6	20%
▲ Windsor	\$954,500	5	\$2,257,200	8	60%
South	\$215,040,685	504	\$186,978,280	466	-8%
Alford	\$8,552,042	9	\$3,273,000	6	-33%
Becket	\$13,535,625	61	\$14,211,672	58	-5%
Egremont	\$21,277,950	35	\$14,135,000	29	-17%
Great Barrington	\$28,967,900	74	\$35,941,635	74	0%
Lee	\$18,631,400	57	\$15,479,550	53	-7%
Lenox	\$31,771,400	67	\$13,791,200	35	-48%
▲ Monterey	\$8,669,118	16	\$9,953,023	20	25%
Mt Washington	\$1,972,500	3	\$2,045,350	3	0%
▲ New Marlborough	\$7,277,650	22	\$11,166,750	29	32%
▲ Otis	\$10,441,600	35	\$15,357,700	39	11%
▲ Sandisfield	\$5,266,000	13	\$3,711,700	14	8%
Sheffield	\$22,056,600	58	\$15,895,400	40	-31%
▲ Stockbridge	\$16,617,900	22	\$17,876,400	37	68%
▲ Tyringham	\$5,125,000	6	\$3,518,000	8	33%
West Stockbridge	\$14,878,000	26	\$10,621,900	21	-19%
Grand Total	\$384,292,675	1,374	\$387,786,184	1,411	3%

Strongest Markets in the County

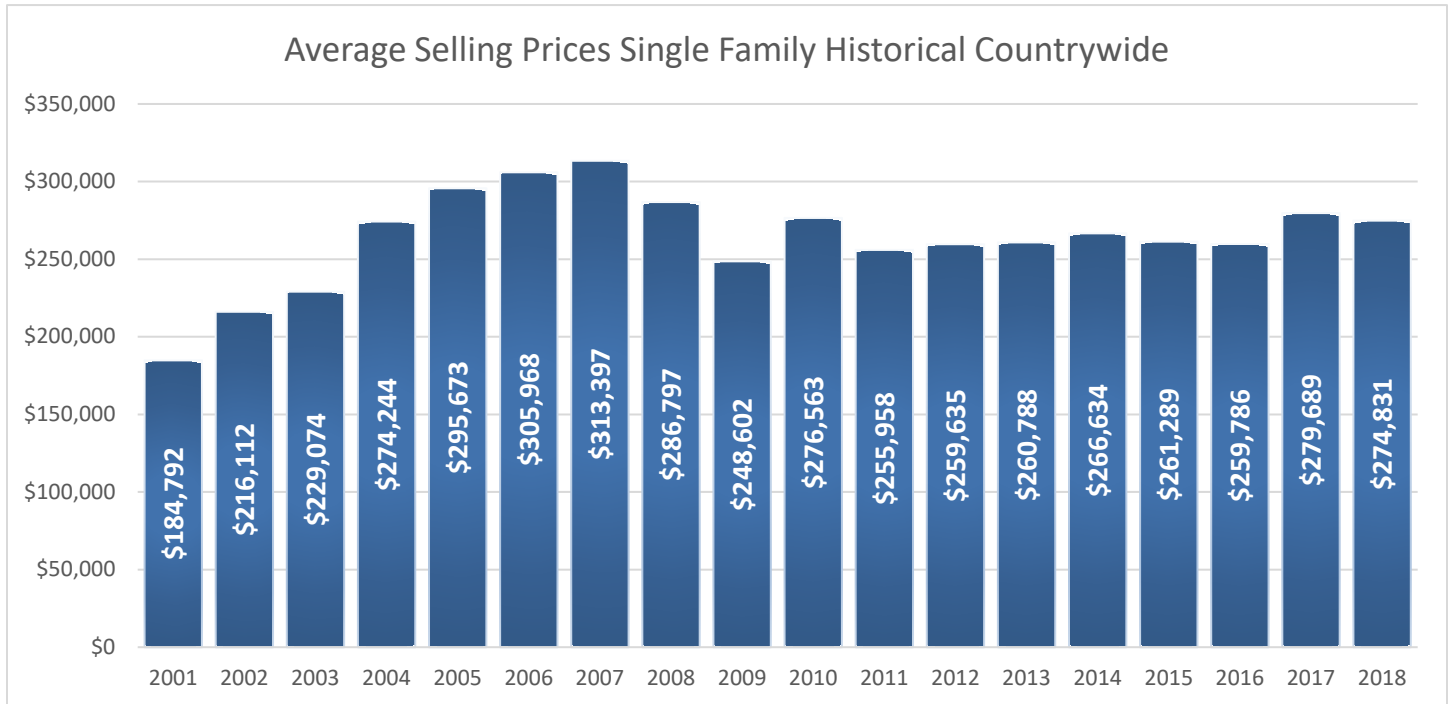
- North Adams
- Williamstown
- Richmond
- Pittsfield
- New Marlboro
- Stockbridge
- Monterey

While the following had lower or the same number of sales, dollar volume went up:

- Cheshire
- Hancock
- Lanesboro
- Becket
- Gt Barrington
- Mount Washington

Home Sale Appreciation Overview

Overall, average sale prices in 2018 fell slightly from last year, which was a 9 year high recorded since 2008.



	2017	2018	%Chg
North	\$186,388	\$202,795	9%
Adams	\$134,083	\$141,814	6%
Clarksburg	\$146,121	\$159,621	9%
Florida	\$180,500	\$81,590	-55%
New Ashford	\$249,250	\$340,000	36%
North Adams	\$119,383	\$137,666	15%
Savoy	\$107,467	\$211,200	97%
Williamstown	\$361,191	\$378,448	5%
Central	\$197,667	\$216,497	10%
Cheshire	\$203,432	\$225,763	11%
Dalton	\$203,115	\$215,004	6%
Hancock	\$276,410	\$412,473	49%
Hinsdale	\$239,635	\$218,644	-9%
Lanesboro	\$207,556	\$236,838	14%
Peru	\$169,492	\$198,275	17%
Pittsfield	\$182,698	\$193,315	6%
Richmond	\$383,395	\$459,118	20%
Washington	\$233,400	\$268,000	15%
Windsor	\$190,900	\$282,150	48%

	2017	2018	%Chg
South	\$426,668	\$401,241	-6%
Alford	\$950,227	\$545,500	-43%
Becket	\$221,895	\$245,029	10%
Egremont	\$607,941	\$487,414	-20%
Gt Barrington	\$391,458	\$485,698	24%
Lee	\$326,867	\$292,067	-11%
Lenox	\$474,200	\$394,034	-17%
Monterey	\$541,820	\$497,651	-8%
Mt Washington	\$657,500	\$681,783	4%
N Marlborough	\$330,802	\$385,060	16%
Otis	\$298,331	\$393,787	32%
Sandisfield	\$405,077	\$265,121	-35%
Sheffield	\$380,286	\$397,385	4%
Stockbridge	\$755,359	\$483,146	-36%
Tyringham	\$854,167	\$439,750	-49%
W Stockbridge	\$572,231	\$505,805	-12%

Residential Average Sale Prices

Condo &
Land Sales
Strong!

TOTAL SALES BY REGION

Residential, Condo, Multi, Commercial, and Land

- All parts of the region transacted a greater number of sales in 2018 compared to the previous years, with northern Berkshire showing the greatest overall increase over last year.
- All parts of the region transacted more sales volume, compared to the previous years, with south and north county reporting double digit gains.
- North and central Berkshire average sale prices rose 11%, while south Berkshire remained close to last year at less than 1% appreciation.

	2013	2014	2015	2016	2017	2018
North						
# Sold	265	253	304	329	362	384
% Chg #	-1.85%	-4.53%	20.16%	8.22%	10.03%	6.08%
\$ Sold	\$43,072,786	\$40,574,702	\$53,693,279	\$52,010,146	\$59,108,843	\$70,770,394
% Chg \$	-5.12%	-5.80%	32.33%	-3.13%	13.65%	19.73%
Avg \$	\$162,539	\$160,374	\$176,623	\$158,086	\$163,284	\$184,298
% Chg Avg	-3.33%	-1.33%	10.13%	-10.50%	3.29%	12.87%
Central						
# Sold	627	596	704	785	829	869
% Chg #	10.39%	-4.94%	18.12%	11.51%	5.61%	4.83%
\$ Sold	\$114,736,379	\$111,155,129	\$126,488,099	\$154,044,816	\$156,494,270	\$180,752,245
% Chg \$	8.03%	-3.12%	13.79%	21.79%	1.59%	15.50%
Avg \$	\$182,993	\$186,502	\$179,671	\$196,235	\$188,775	\$208,000
% Chg Avg	-2.13%	1.92%	-3.66%	9.22%	-3.80%	10.18%
South						
# Sold	525	523	540	578	642	642
% Chg #	14.88%	-0.38%	3.25%	7.04%	11.07%	0.00%
\$ Sold	\$197,176,391	\$184,825,688	\$193,485,701	\$204,459,804	\$250,520,154	\$252,865,005
% Chg \$	20.76%	-6.26%	4.69%	5.67%	22.53%	0.94%
Avg \$	\$375,574	\$353,395	\$358,307	\$353,737	\$390,218	\$393,871
% Chg Avg	5.12%	-5.91%	1.39%	-1.28%	10.31%	0.94%
Total # Sold	1417	1372	1548	1692	1833	1895
Total % Chg #	9.42%	-3.18%	12.83%	9.30%	8.33%	3.38%
Total \$ Sold	\$354,985,556	\$336,555,519	\$373,667,078	\$410,514,766	\$466,123,267	\$504,387,644
Total % Chg \$	12.74%	-5.19%	11.03%	9.86%	13.55%	8.21%
Total Avg \$	\$250,519	\$245,303	\$241,387	\$242,621	\$254,295	\$266,168
Total % Chg Avg	3.03%	-2.08%	-1.60%	0.51%	4.81%	4.67%

RESIDENTIAL PRICE RANGE REPORT

Below is the average number of months it will take to exhaust our current inventory of homes on the market based on 2018 sales rates. Inventory is tight in some markets, and very tight in most price ranges. A balanced market in our area is typically around 7 months of inventory. Right now, there are fewer houses for sale to meet current buyer demand, so it would be considered a "seller's market".

2017	North				Central				South			
Price Class	Sold YTD	Active	Pending	Months of Absorption	Sold YTD	Active	Pending	Months of Absorption	Sold YTD	Active	Pending	Months of Absorption
\$0-\$99K	63	26	3	5	70	24	7	4	14	8	1	7
\$100K-\$149K	65	9	5	2	147	27	14	2	31	8	0	3
\$150K-\$199K	60	8	6	2	172	28	16	2	47	16	3	4
\$200K-\$249K	29	12	1	5	101	20	10	2	48	23	8	6
\$250K-\$299K	16	8	2	6	75	15	6	2	69	27	7	5
\$300K-\$349K	13	4	0	4	27	18	2	8	49	36	2	9
\$350K-\$399K	8	6	0	9	23	15	3	8	39	41	2	13
\$400K-\$449K	6	1	0	2	14	5	0	4	33	16	1	6
\$450K-\$499K	2	2	0	12	13	7	0	6	28	25	1	11
\$500K-\$749K	7	4	1	7	21	20	1	11	71	75	3	13
\$750K-\$999K	3	8	1	32	4	9	1	27	20	44	2	26
\$1M-\$1.99M	4	5	0	15	2	4	0	24	15	56	1	45
\$2M-\$2.99M	0	2	0	--	0	5	0	--	1	17	0	204
\$3M-\$4.99M	0	0	0	--	0	0	0	--	1	7	0	--
\$5M +	0	1	0	--	0	0	0	--	0	4	0	--
2018	276	96	19	4	669	197	60	4	466	403	31	10
2017	241	93	22	5	629	220	38	4	503	417	40	10
2016	235	126	17	6	624	243	49	5	448	473	52	13

-- Not enough sales to calculate Absorption Rate

	North			Central			South		
2017	Sold \$	Active \$	Pending \$	Sold \$	Active \$	Pending \$	Sold \$	Active \$	Pending \$
Avg	\$202,795	\$443,363	\$221,125	\$216,497	\$378,962	\$204,719	\$401,241	\$815,060	\$394,671
Median	\$155,200	\$224,000	\$149,900	\$184,200	\$249,900	\$215,000	\$322,500	\$515,000	\$79,000

**Residential sales
up 3%
over 2017**

RESIDENTIAL REPORT

For single family residential homes, sales rose 3% in Berkshire County. Sales surged in northern Berkshire, with large gains in both the total number of homes sold and the dollar volume of the transactions – their best year since 2004 for the total sales and record breaking for the total dollar volume transacted.

The central region was also markedly better than the previous years, with a 6% increase in the number of sales and a 16% increase in the dollar volume transacted. Southern Berkshire single family residential homes fell in 2018 compared to 2017, down 38 sales (8%) and 29 million dollars. The average selling prices overall decreased by 2% overall in 2018.

Annual Sales	2013	2014	2015	2016	2017	2018
North						
# Sold	190	179	223	235	241	276
% Chg #	-8%	-6%	25%	5%	3%	15%
\$ Sold	\$34,200,181	\$31,609,865	\$43,578,167	\$40,903,643	\$44,919,472	\$55,971,509
% Chg \$	-10%	-8%	38%	-6%	10%	25%
Avg \$	\$180,001	\$176,591	\$195,418	\$174,058	\$186,388	\$202,795
% Chg Avg	-2%	-2%	11%	-11%	7%	9%
Central						
# Sold	500	488	563	627	629	669
% Chg #	11%	-2%	15%	11%	0%	6%
\$ Sold	\$92,030,359	\$94,914,929	\$107,725,070	\$131,095,706	\$124,332,518	\$144,836,395
% Chg \$	3%	3%	13%	22%	-5%	16%
Avg \$	\$184,061	\$194,498	\$191,341	\$209,084	\$197,667	\$216,497
% Chg Avg	-8%	6%	-2%	9%	-5%	10%
South						
# Sold	393	401	401	448	504	466
% Chg #	7%	2%	0%	12%	13%	-8%
\$ Sold	\$156,202,691	\$158,240,200	\$158,846,984	\$168,319,954	\$215,040,685	\$186,978,280
% Chg \$	13%	1%	0%	6%	28%	-13%
Avg \$	\$397,462	\$394,614	\$396,127	\$375,714	\$426,668	\$401,241
% Chg Avg	6%	-1%	0%	-5%	14%	-6%
Total # Sold	1083	1068	1187	1310	1374	1411
Total % Chg #	6%	-1%	11%	10%	5%	3%
Total \$ Sold	\$282,433,231	\$284,764,994	\$310,150,220	\$340,319,303	\$384,292,675	\$387,786,184
Total % Chg \$	6%	1%	9%	10%	13%	1%
Total Avg \$	\$260,788	\$266,634	\$261,289	\$259,786	\$279,689	\$274,831
Total % Chg	0%	2%	-2%	-1%	8%	-2%



CONDO REPORT

Condominium sales boomed for the second year in a row, a boost since 2014. Sales continue to grow in this sector and improvements throughout the regions' condo markets made this a steady engine for sales. Average sale price of condos now tops \$372,802 countywide with \$522,939 average in southern Berkshire, \$263,092 in central Berkshire and \$194,876 in northern Berkshire. This is an affordable market alternative for price ranges that lack available inventory.

**Condo sales
up 13% in units
and 64% in \$
volume**

Annual Sales	2013	2014	2015	2016	2017	2018
North						
# Sold	12	10	14	20	20	21
% Chg #	-14%	-17%	40%	43%	0%	5%
\$ Sold	\$2,156,000	\$1,952,788	\$2,800,400	\$2,761,300	\$3,161,470	\$4,092,400
% Chg \$	-6%	-9%	43%	-1%	14%	29%
Avg \$	\$179,667	\$195,279	\$200,029	\$138,065	\$158,074	\$194,876
% Chg Avg	10%	9%	2%	-31%	14%	23%
Central						
# Sold	40	29	38	38	54	59
% Chg #	21%	-28%	31%	0%	42%	9%
\$ Sold	\$10,594,255	\$6,548,900	\$7,207,450	\$7,648,750	\$12,217,027	\$15,522,450
% Chg \$	73%	-38%	10%	6%	60%	27%
Avg \$	\$264,856	\$225,824	\$189,670	\$201,283	\$226,241	\$263,092
% Chg Avg	42%	-15%	-16%	6%	12%	16%
South						
# Sold	58	46	73	49	57	68
% Chg #	61%	-21%	59%	-33%	16%	19%
\$ Sold	\$17,576,300	\$13,969,200	\$22,651,450	\$13,176,200	\$18,306,025	\$35,559,825
% Chg \$	63%	-21%	62%	-42%	39%	94%
Avg \$	\$303,040	\$303,678	\$310,294	\$268,902	\$321,158	\$522,939
% Chg Avg	1%	0%	2%	-13%	19%	63%
Total # Sold	110	85	125	107	131	148
Total % Chg #	33%	-23%	47%	-14%	22%	13%
Total \$ Sold	\$30,326,555	\$22,470,888	\$32,659,300	\$23,586,250	\$33,684,522	\$55,174,675
Total % Chg \$	58%	-26%	45%	-28%	43%	64%
Total Avg \$	\$275,696	\$264,363	\$261,274	\$220,432	\$257,134	\$372,802
Total % Chg Avg	19%	-4%	-1%	-16%	17%	45%



MULTIFAMILY REPORT

Overall, the multifamily sales retracted in 2018, with a market slowdown in northern and central Berkshire impacting the countywide averages. Both regions had shown several years of growth, and that stalled in 2018, with a drop of 29% in northern Berkshire dollar volume and 11% drop in Central Berkshire. Southern Berkshire, which has historically struggled with multi-family sales, had a huge surge of sales in 2018. This boost rocketed sales well over double the norm, with 22 sales in Southern Berkshire valued at over 5 million dollars.

**South County
sales booming,
Central and
North dip**

Annual Sales	2014	2015	2016	2017	2018
North					
# Sold	47	33	42	72	55
% Chg #	24%	-30%	27%	71%	-24%
\$ Sold	\$4,800,650	\$2,959,125	\$3,893,200	\$7,135,501	\$5,044,985
% Chg \$	5%	-38%	32%	83%	-29%
Avg \$	\$102,141	\$89,670	\$92,695	\$99,104	\$91,727
% Chg Avg	-15%	-12%	3%	7%	-7%
Central					
# Sold	51	63	75	97	85
% Chg #	-2%	24%	19%	29%	-12%
\$ Sold	\$6,702,550	\$7,600,080	\$7,508,710	\$11,189,975	\$9,947,600
% Chg \$	2%	13%	-1%	49%	-11%
Avg \$	\$131,423	\$120,636	\$100,116	\$115,361	\$117,031
% Chg Avg	4%	-8%	-17%	15%	1%
South					
# Sold	10	12	10	8	22
% Chg #	0%	20%	-17%	-20%	175%
\$ Sold	\$2,490,000	\$3,179,775	\$2,780,900	\$2,279,544	\$5,059,600
% Chg \$	-10%	28%	-13%	-18%	122%
Avg \$	\$249,000	\$264,981	\$278,090	\$284,943	\$229,982
% Chg Avg	-10%	6%	5%	2%	-19%
Total # Sold	108	108	127	177	162
Total % Chg #	8%	0%	18%	39%	-8%
Total \$ Sold	\$13,993,200	\$13,738,980	\$14,182,810	\$20,605,020	\$20,052,185
Total % Chg \$	1%	-2%	3%	45%	-3%
Total Avg \$	\$129,567	\$127,213	\$111,676	\$116,413	\$123,779
Total % Chg Avg	-7%	-2%	-12%	4%	6%

**Land sales
climb, still
more to go**

LAND REPORT

The struggling land market has overall reported a healthy increase in the number of parcels sold, but still has yet to come close to the peak of the market. While this year marks 113 parcels transferred, which is a slow and steady increase from previous years, the peak of our market in the early 2000's recorded well over 200 land sales in a year. Dollar volume of sales jumped considerably with a 14% increase, and average land sales prices continue to rise.

Annual Sales	2013	2014	2015	2016	2017	2018
North						
# Sold	18	11	23	21	20	19
% Chg #	38.46%	-38.89%	109.09%	-8.70%	-4.76%	-5.00%
\$ Sold	\$1,236,500	\$605,400	\$2,005,187	\$2,559,302	\$1,531,900	\$2,951,000
% Chg \$	13.96%	-51.04%	231.22%	27.63%	-40.14%	92.64%
Avg \$	\$68,694	\$55,036	\$87,182	\$121,872	\$76,595	\$155,316
% Chg Avg	-17.69%	-19.88%	58.41%	39.79%	-37.15%	102.78%
Central						
# Sold	22	21	29	29	28	34
% Chg #	22.22%	-4.55%	38.10%	0.00%	-3.45%	21.43%
\$ Sold	\$2,560,500	\$1,513,750	\$1,957,999	\$2,882,400	\$3,316,850	\$3,609,900
% Chg \$	112.28%	-40.88%	29.35%	47.21%	15.07%	8.84%
Avg \$	\$116,386	\$72,083	\$67,517	\$99,393	\$118,459	\$106,174
% Chg Avg	73.68%	-38.07%	-6.33%	47.21%	19.18%	-10.37%
South						
# Sold	52	54	47	51	59	60
% Chg #	126.09%	3.85%	-12.96%	8.51%	15.69%	1.69%
\$ Sold	\$9,240,900	\$5,970,100	\$5,631,992	\$11,232,750	\$9,311,400	\$9,512,550
% Chg \$	107.22%	-35.39%	-5.66%	99.45%	-17.10%	2.16%
Avg \$	\$177,710	\$110,557	\$119,830	\$220,250	\$157,820	\$158,543
% Chg Avg	-8.35%	-37.79%	8.39%	83.80%	-28.34%	0.46%
Total # Sold	92	86	99	101	107	113
Total % Chg #	70.37%	-6.52%	15.12%	2.02%	5.94%	5.61%
Total \$ Sold	\$13,037,900	\$8,089,250	\$9,595,178	\$16,674,452	\$14,160,150	\$16,073,450
Total % Chg \$	93.13%	-37.96%	18.62%	73.78%	-15.08%	13.51%
Total Avg \$	\$141,716	\$94,061	\$96,921	\$165,094	\$132,338	\$142,243
Total % Chg Avg	13.36%	-33.63%	3.04%	70.34%	-19.84%	7.48%



COMMERCIAL REPORT

Commercial sales show significant jump over 2017

Commercial sales rose in all parts of the Berkshires, with a huge leap in the dollar volume transacted, up to 25 million in 2018, compared to \$13 million last year. All areas of the Berkshire reported gains in the number of sales and the dollar volume of those transactions.

Annual Sales	2013	2014	2015	2016	2017	2018
North						
# Sold	7	6	11	11	9	13
% Chg #	-42%	-14%	83%	0%	-18%	44%
\$ Sold	\$922,000	\$1,606,000	\$2,350,400	\$1,892,701	\$2,360,500	\$2,710,500
% Chg \$	-63%	74%	46%	-19%	25%	15%
Avg \$	\$131,714	\$267,667	\$213,673	\$172,064	\$262,278	\$208,500
% Chg Avg	-37%	103%	-20%	-19%	52%	-21%
Central						
# Sold	13	7	11	16	21	22
% Chg #	18%	-46%	57%	45%	31%	5%
\$ Sold	\$2,983,000	\$1,475,000	\$1,997,500	\$4,909,250	\$5,437,900	\$6,835,900
% Chg \$	-4%	-51%	35%	146%	11%	26%
Avg \$	\$229,462	\$210,714	\$181,591	\$306,828	\$258,948	\$310,723
% Chg Avg	-19%	-8%	-14%	69%	-16%	20%
South						
# Sold	12	12	7	20	14	26
% Chg #	-37%	0%	-42%	186%	-30%	86%
\$ Sold	\$11,384,000	\$4,156,188	\$3,175,500	\$8,950,000	\$5,582,500	\$15,754,750
% Chg \$	53%	-63%	-24%	182%	-38%	182%
Avg \$	\$948,667	\$346,349	\$453,643	\$447,500	\$398,750	\$605,952
% Chg Avg	142%	-63%	31%	-1%	-11%	52%
Total # Sold	32	25	29	47	44	61
Total % Chg #	-24%	-22%	16%	62%	-6%	39%
Total \$ Sold	\$15,289,000	\$7,237,188	\$7,523,400	\$15,751,951	\$13,380,900	\$25,301,150
Total % Chg \$	17%	-53%	4%	109%	-15%	89%
Total Avg \$	\$477,781	\$289,488	\$259,428	\$335,148	\$304,111	\$414,773
Total % Chg Avg	54%	-39%	-10%	29%	-9%	36%



2018 NORTH BERKSHIRE SALES

Overall, sales in the northern Berkshire region exceeded sales in 2018 during the same period, 6% more transactions recorded, and 20% higher dollar volume. In 2016 and 2017, northern Berkshire reported large gains in the multi-family market, and that trend has slowed in 2018. The residential sales volume spiked up, with double digit gains in the number of homes sold, equally strong gains in the smaller condo market and modest increases in commercial sales. North Adams and Williamstown both had strong residential sales in 2018 compared to 2017, and Savoy sales were robust.

Average Days
on the Market

163

**384
sales**

Up from 362

Steady Gains! 6%

89%

List-to-Sell Ratio
from original list
price.

\$70 M

sales up 20%

Popular Price Range

\$100-\$149 K

Sales

Under \$100K

Inventory

4

months'
supply

**96 Homes for
Sale**

\$155,200

median sale price

\$224,000

median list price

4.45 %

↑ from 3.99%
avg 30 yr Fixed
MtgRate in '17

19

sales
pending

61%

cooperation
rates rose

Residential Sales Volume \$57M, up 25%

Residential # Units Sold 276, up 15% from 241

Multi-family Sales Volume: \$5M, down 24%

Multi-family # Units Sold: 55, down 24% from 72

Condo Sales Volume: \$4.1M up 29%

Condo # Units Sold: 21, up from 20 last year

Land Sales Volume: \$3M, up from \$1.5M

Land # Units Sold: 19, down from 20

Commercial Volume: \$2.7M, up from \$2.3M

Commercial # Units Sold: 13 up from 9



Year	2012	2013	2014	2015	2016	2017	2018
# Sold	270	265	253	304	329	362	384
\$ Sold	\$45,395,553	\$43,072,786	\$40,574,702	\$53,693,279	\$52,010,146	\$59,108,843	\$70,770,394

2018 NORTH COUNTY REAL ESTATE SALES

Annual Sales	2013	2014	2015	2016	2017	2018
Residential						
# Sold	190	179	223	235	241	276
% Chg #	-8.21%	-5.79%	24.58%	5.38%	2.55%	14.52%
\$ Sold	\$34,200,181	\$31,609,865	\$43,578,167	\$40,903,643	\$44,919,472	\$55,971,509
% Chg \$	-9.83%	-7.57%	37.86%	-6.14%	9.82%	24.60%
Avg \$	\$180,001	\$176,591	\$195,418	\$174,058	\$186,388	\$202,795
% Chg Avg	-1.76%	-1.89%	10.66%	-10.93%	7.08%	8.80%
MultiFamily						
# Sold	38	47	33	42	72	55
% Chg #	58.33%	23.68%	-29.79%	27.27%	71.43%	-23.61%
\$ Sold	\$4,558,105	\$4,800,650	\$2,959,125	\$3,893,200	\$7,135,501	\$5,044,985
% Chg \$	189.24%	5.32%	-38.36%	31.57%	83.28%	-29.30%
Avg \$	\$119,950	\$102,141	\$89,670	\$92,695	\$99,104	\$91,727
% Chg Avg	82.68%	-14.85%	-12.21%	3.37%	6.91%	-7.44%
Condominium						
# Sold	12	10	14	20	20	21
% Chg #	-14.29%	-16.67%	40.00%	42.86%	0.00%	5.00%
\$ Sold	\$2,156,000	\$1,952,788	\$2,800,400	\$2,761,300	\$3,161,470	\$4,092,400
% Chg \$	-6.11%	-9.43%	43.41%	-1.40%	14.49%	29.45%
Avg \$	\$179,667	\$195,279	\$200,029	\$138,065	\$158,074	\$194,876
% Chg Avg	9.53%	8.69%	2.43%	-30.98%	14.49%	23.28%
Commercial						
# Sold	7	6	11	11	9	13
% Chg #	-41.67%	-14.29%	83.33%	0.00%	-18.18%	44.44%
\$ Sold	\$922,000	\$1,606,000	\$2,350,400	\$1,892,701	\$2,360,500	\$2,710,500
% Chg \$	-63.28%	74.19%	46.35%	-19.47%	24.72%	14.83%
Avg \$	\$131,714	\$267,667	\$213,673	\$172,064	\$262,278	\$208,500
% Chg Avg	-37.05%	103.22%	-20.17%	-19.47%	52.43%	-20.50%
Lots/Land						
# Sold	18	11	23	21	20	19
% Chg #	38.46%	-38.89%	109.09%	-8.70%	-4.76%	-5.00%
\$ Sold	\$1,236,500	\$605,400	\$2,005,187	\$2,559,302	\$1,531,900	\$2,951,000
% Chg \$	13.96%	-51.04%	231.22%	27.63%	-40.14%	92.64%
Avg \$	\$68,694	\$55,036	\$87,182	\$121,872	\$76,595	\$155,316
% Chg Avg	-17.69%	-19.88%	58.41%	39.79%	-37.15%	102.78%

NORTH COUNTY TOWN RESIDENTIAL SALES

Year End	2013	2014	2015	2016	2017	2018
Adams						
# Sold	57	57	54	61	68	81
% Chg #	-13.64%	0.00%	-5.26%	12.96%	11.48%	19.12%
\$ Sold	\$6,950,230	\$7,249,249	\$6,944,200	\$8,900,610	\$9,017,800	\$11,499,517
% Chg \$	-10.89%	4.30%	-4.21%	28.17%	1.32%	27.52%
Avg \$	\$121,934	\$127,180	\$128,596	\$145,912	\$132,615	\$141,969
% Chg Avg	3.18%	4.30%	1.11%	13.46%	-9.11%	7.05%
Clarksburg						
# Sold	14	11	12	25	19	14
% Chg #	0.00%	-21.43%	9.09%	108.33%	-24.00%	-26.32%
\$ Sold	\$1,644,500	\$1,114,575	\$1,807,300	\$3,456,700	\$2,776,300	\$2,234,700
% Chg \$	-26.14%	-32.22%	62.15%	91.26%	-19.68%	-19.51%
Avg \$	\$117,464	\$101,325	\$150,608	\$138,268	\$146,121	\$159,621
% Chg Avg	-26.14%	-13.74%	48.64%	-8.19%	5.68%	9.24%
Florida						
# Sold	3	3	8	4	4	5
% Chg #	-40.00%	0.00%	166.67%	-50.00%	0.00%	25.00%
\$ Sold	\$351,500	\$493,000	\$928,500	\$627,000	\$722,000	\$407,950
% Chg \$	-56.60%	40.26%	88.34%	-32.47%	15.15%	-43.50%
Avg \$	\$117,167	\$164,333	\$116,063	\$156,750	\$180,500	\$81,590
% Chg Avg	-27.67%	40.26%	-29.37%	35.06%	15.15%	-54.80%
New Ashford						
# Sold	1	1	1		2	1
% Chg #		0.00%	0.00%			-50.00%
\$ Sold	\$335,000	\$350,000	\$180,499		\$498,500	\$340,000
% Chg \$		4.48%	-48.43%			-31.80%
Avg \$	\$335,000	\$350,000	\$180,499		\$249,250	\$340,000
% Chg Avg		4.48%	-48.43%			36.41%
North Adams						
# Sold	74	79	87	105	102	111
% Chg #	-10.84%	6.76%	10.13%	20.69%	-2.86%	8.82%
\$ Sold	\$7,849,975	\$8,714,488	\$9,084,000	\$11,233,900	\$11,171,174	\$14,782,762
% Chg \$	-14.58%	11.01%	4.24%	23.67%	-0.56%	32.33%
Avg \$	\$106,081	\$110,310	\$104,414	\$106,990	\$109,521	\$133,178
% Chg Avg	-4.20%	3.99%	-5.35%	2.47%	2.37%	21.60%

NORTH COUNTY TOWN RESIDENTIAL SALES

Year End	2013	2014	2015	2016	2017	2018
Savoy						
# Sold	6	2	6	5	6	11
% Chg #	100.00%	-66.67%	200.00%	-16.67%	20.00%	83.33%
\$ Sold	\$1,078,800	\$258,900	\$879,000	\$677,100	\$644,800	\$2,323,200
% Chg \$	133.00%	-76.00%	239.51%	-22.97%	-4.77%	260.30%
Avg \$	\$179,800	\$129,450	\$146,500	\$135,420	\$107,467	\$211,200
% Chg Avg	16.50%	-28.00%	13.17%	-7.56%	-20.64%	96.53%
Williamstown						
# Sold	59	46	81	63	72	80
% Chg #	0.00%	-22.03%	76.09%	-22.22%	14.29%	11.11%
\$ Sold	\$18,604,176	\$15,677,640	\$26,823,068	\$19,009,632	\$23,536,342	\$28,648,781
% Chg \$	-6.39%	-15.73%	71.09%	-29.13%	23.81%	21.72%
Avg \$	\$315,325	\$340,818	\$331,149	\$301,740	\$326,894	\$358,110
% Chg Avg	-6.39%	8.08%	-2.84%	-8.88%	8.34%	9.55%
Total # Sold	214	199	249	263	273	303
Total % Chg #	-6.96%	-7.01%	25.13%	5.62%	3.80%	10.99%
Total \$ Sold	\$36,814,181	\$33,857,852	\$46,646,567	\$43,904,942	\$48,366,916	\$60,236,909
Total % Chg \$	-8.79%	-8.03%	37.77%	-5.88%	10.16%	24.54%
Total Avg \$	\$172,029	\$170,140	\$187,336	\$166,939	\$177,168	\$198,802
Total % Chg Avg	-1.97%	-1.10%	10.11%	-10.89%	6.13%	12.21%

2018 CENTRAL BERKSHIRE SALES

Overall, central sales volume rose 16% compared to the same time last year and there was a modest increase of 5% in the total number of sales transacted. As inventory has tightened, the hill towns in central Berkshire reported improving sales rates over last year, but Pittsfield, the economic engine of our real estate market rebounded to a steady pace. Increasing condo sales helped offset single family growth, but multifamily sales slowed considerably. Land and Commercial sales were also robust. Richmond showed the strongest residential sales gains since 2017 with a \$5 million jump. Pittsfield and hilltowns of Hinsdale, Peru, Washington and Windsor also reported strong sales.

Average Days
on the Market

151

869
sales

Up 5%

Historical High in 22+ years

91%

List-to-Sell Ratio:
from the original
listing price when
first on market

\$181 M

sales ↑16%

Largest Price Range

\$150 - \$199 K

Sales

\$100 - \$199 K

Inventory

4

months'
supply

197 Homes
for Sale

\$184,200

median sale price

\$249,900

median list price

4.45 %

↑ from 3.99%
avg 30 yr Fixed
MtgRate in '17

60

sales pending

76%

co-broke

24% in-house

Residential Sales Volume \$114.8M, up 16%
Residential # Homes Sold 669, up 6%

Multi-family Sales Volume: \$10M, down 11%
Multi-family # Units Sold: 85, down from 97

Condo Sales Volume: \$15.5M up 27%
Condo # Units Sold: 59, up from 54 last year

Land Sales Volume: \$3.6M, up from \$3.3M
Land # Units Sold: 34, up from 28, up 21%

Commercial Sales Volume: \$6.8M, up 26%
Commercial # Units Sold: 22, up from 21

Year	2012	2013	2014	2015	2016	2017	2018
# Sold	568	627	596	704	785	829	869
\$ Sold	\$106,205,206	\$114,736,379	\$111,155,129	\$126,488,099	\$154,044,816	\$156,494,270	\$180,752,245

2018 CENTRAL COUNTY REAL ESTATE SALES

Annual Sales	2013	2014	2015	2016	2017	2018
Residential						
# Sold	500	488	563	627	629	669
% Chg #	11.36%	-2.40%	15.37%	11.37%	0.32%	6.36%
\$ Sold	\$92,030,359	\$94,914,929	\$107,725,070	\$131,095,706	\$124,332,518	\$144,836,395
% Chg \$	2.86%	3.13%	13.50%	21.69%	-5.16%	16.49%
Avg \$	\$184,061	\$194,498	\$191,341	\$209,084	\$197,667	\$216,497
% Chg Avg	-7.63%	5.67%	-1.62%	9.27%	-5.46%	9.53%
MultiFamily						
# Sold	52	51	63	75	97	85
% Chg #	-8.77%	-1.92%	23.53%	19.05%	29.33%	-12.37%
\$ Sold	\$6,568,265	\$6,702,550	\$7,600,080	\$7,508,710	\$11,189,975	\$9,947,600
% Chg \$	4.51%	2.04%	13.39%	-1.20%	49.03%	-11.10%
Avg \$	\$126,313	\$131,423	\$120,636	\$100,116	\$115,361	\$117,031
% Chg Avg	14.55%	4.05%	-8.21%	-17.01%	15.23%	1.45%
Condominium						
# Sold	40	29	38	38	54	59
% Chg #	21.21%	-27.50%	31.03%	0.00%	42.11%	9.26%
\$ Sold	\$10,594,255	\$6,548,900	\$7,207,450	\$7,648,750	\$12,217,027	\$15,522,450
% Chg \$	72.72%	-38.18%	10.06%	6.12%	59.73%	27.06%
Avg \$	\$264,856	\$225,824	\$189,670	\$201,283	\$226,241	\$263,092
% Chg Avg	42.49%	-14.74%	-16.01%	6.12%	12.40%	16.29%
Commercial						
# Sold	13	7	11	16	21	22
% Chg #	18.18%	-46.15%	57.14%	45.45%	31.25%	4.76%
\$ Sold	\$2,983,000	\$1,475,000	\$1,997,500	\$4,909,250	\$5,437,900	\$6,835,900
% Chg \$	-4.09%	-50.55%	35.42%	145.77%	10.77%	25.71%
Avg \$	\$229,462	\$210,714	\$181,591	\$306,828	\$258,948	\$310,723
% Chg Avg	-18.85%	-8.17%	-13.82%	68.97%	-15.60%	19.99%
Lots/Land						
# Sold	22	21	29	29	28	34
% Chg #	22.22%	-4.55%	38.10%	0.00%	-3.45%	21.43%
\$ Sold	\$2,560,500	\$1,513,750	\$1,957,999	\$2,882,400	\$3,316,850	\$3,609,900
% Chg \$	112.28%	-40.88%	29.35%	47.21%	15.07%	8.84%
Avg \$	\$116,386	\$72,083	\$67,517	\$99,393	\$118,459	\$106,174
% Chg Avg	73.68%	-38.07%	-6.33%	47.21%	19.18%	-10.37%

2018 CENTRAL TOWN RESIDENTIAL SALES

Year End	2013	2014	2015	2016	2017	2018
Cheshire						
# Sold	28	14	29	22	28	27
% Chg #	40.00%	-50.00%	107.14%	-24.14%	27.27%	-3.57%
\$ Sold	\$4,299,800	\$2,580,500	\$5,203,400	\$3,904,900	\$5,696,100	\$6,095,600
% Chg \$	54.08%	-39.99%	101.64%	-24.95%	45.87%	7.01%
Avg \$	\$153,564	\$184,321	\$179,428	\$177,495	\$203,432	\$225,763
% Chg Avg	10.06%	20.03%	-2.66%	-1.08%	14.61%	10.98%
Dalton						
# Sold	59	61	75	92	83	74
% Chg #	5.36%	3.39%	22.95%	22.67%	-9.78%	-10.84%
\$ Sold	\$11,902,950	\$11,494,955	\$13,969,410	\$18,337,575	\$17,107,676	\$16,413,795
% Chg \$	8.13%	-3.43%	21.53%	31.27%	-6.71%	-4.06%
Avg \$	\$201,745	\$188,442	\$186,259	\$199,321	\$206,117	\$221,808
% Chg Avg	2.63%	-6.59%	-1.16%	7.01%	3.41%	7.61%
Hancock						
# Sold	4	8	9	9	15	21
% Chg #	0.00%	100.00%	12.50%	0.00%	66.67%	40.00%
\$ Sold	\$1,654,900	\$1,722,600	\$2,491,000	\$1,946,544	\$3,549,900	\$7,247,525
% Chg \$	140.19%	4.09%	44.61%	-21.86%	82.37%	104.16%
Avg \$	\$413,725	\$215,325	\$276,778	\$216,283	\$236,660	\$345,120
% Chg Avg	140.19%	-47.95%	28.54%	-21.86%	9.42%	45.83%
Hinsdale						
# Sold	17	23	25	24	24	26
% Chg #	6.25%	35.29%	8.70%	-4.00%	0.00%	8.33%
\$ Sold	\$4,781,900	\$4,312,700	\$5,571,699	\$5,711,674	\$5,908,507	\$5,537,466
% Chg \$	65.50%	-9.81%	29.19%	2.51%	3.45%	-6.28%
Avg \$	\$281,288	\$187,509	\$222,868	\$237,986	\$246,188	\$212,979
% Chg Avg	55.77%	-33.34%	18.86%	6.78%	3.45%	-13.49%
Lanesboro						
# Sold	26	35	33	39	43	42
% Chg #	-13.33%	34.62%	-5.71%	18.18%	10.26%	-2.33%
\$ Sold	\$4,835,700	\$7,153,000	\$7,311,510	\$6,906,025	\$8,688,300	\$9,657,700
% Chg \$	-20.25%	47.92%	2.22%	-5.55%	25.81%	11.16%
Avg \$	\$185,988	\$204,371	\$221,561	\$177,078	\$202,053	\$229,945
% Chg Avg	-7.99%	9.88%	8.41%	-20.08%	14.10%	13.80%

Year End	2013	2014	2015	2016	2017	2018
Peru						
# Sold	10	7	9	14	6	12
% Chg #	66.67%	-30.00%	28.57%	55.56%	-57.14%	100.00%
\$ Sold	\$1,537,000	\$1,125,000	\$1,451,500	\$3,492,200	\$1,016,950	\$2,379,300
% Chg \$	56.32%	-26.81%	29.02%	140.59%	-70.88%	133.96%
Avg \$	\$153,700	\$160,714	\$161,278	\$249,443	\$169,492	\$198,275
% Chg Avg	-6.21%	4.56%	0.35%	54.67%	-32.05%	16.98%
Pittsfield						
# Sold	372	349	393	428	458	489
% Chg #	11.38%	-6.18%	12.61%	8.91%	7.01%	6.77%
\$ Sold	\$63,687,464	\$62,271,274	\$67,506,701	\$82,328,223	\$84,905,712	\$96,454,859
% Chg \$	7.83%	-2.22%	8.41%	21.96%	3.13%	13.60%
Avg \$	\$171,203	\$178,428	\$171,773	\$192,356	\$185,384	\$197,249
% Chg Avg	-3.18%	4.22%	-3.73%	11.98%	-3.62%	6.40%
Richmond						
# Sold	19	19	22	33	20	28
% Chg #	18.75%	0.00%	15.79%	50.00%	-39.39%	40.00%
\$ Sold	\$7,446,000	\$7,568,300	\$8,418,400	\$12,310,565	\$7,667,900	\$12,855,300
% Chg \$	-23.37%	1.64%	11.23%	46.23%	-37.71%	67.65%
Avg \$	\$391,895	\$398,332	\$382,655	\$373,047	\$383,395	\$459,118
% Chg Avg	-35.47%	1.64%	-3.94%	-2.51%	2.77%	19.75%
Washington						
# Sold	5	6	7	5	5	6
% Chg #	66.67%	20.00%	16.67%	-28.57%	0.00%	20.00%
\$ Sold	\$860,000	\$1,332,000	\$1,587,900	\$1,162,950	\$1,167,000	\$1,608,000
% Chg \$	4.26%	54.88%	19.21%	-26.76%	0.35%	37.79%
Avg \$	\$172,000	\$222,000	\$226,843	\$232,590	\$233,400	\$268,000
% Chg Avg	-37.45%	29.07%	2.18%	2.53%	0.35%	14.82%
Windsor						
# Sold	9	12	9	13	5	8
% Chg #	0.00%	33.33%	-25.00%	44.44%	-61.54%	60.00%
\$ Sold	\$1,891,900	\$2,366,000	\$1,714,500	\$3,128,200	\$954,500	\$2,257,200
% Chg \$	-0.11%	25.06%	-27.54%	82.46%	-69.49%	136.48%
Avg \$	\$210,211	\$197,167	\$190,500	\$240,631	\$190,900	\$282,150
% Chg Avg	-0.11%	-6.21%	-3.38%	26.32%	-20.67%	47.80%
Total # Sold	549	534	611	679	687	733
Total % Chg #	11.13%	-2.73%	14.42%	11.13%	1.18%	6.70%
Total \$ Sold	\$102,897,614	\$101,926,329	\$115,226,020	\$139,228,856	\$136,662,545	\$160,506,745
Total % Chg \$	7.27%	-0.94%	13.05%	20.83%	-1.84%	17.45%
Total Avg \$	\$187,427	\$190,873	\$188,586	\$205,050	\$198,927	\$218,972

2018 SOUTH BERKSHIRE SALES

While south county boasts the highest (10 months) of absorption, lack of inventory in lower price ranges have allowed multifamily and condo market to fill some demand. Development in these markets is a positive sign. Land sales are on the rise, and continue to be a hopeful sign that some development will be coming in the future to meet buyer demand. Single family residential sales slowed overall, yet Stockbridge residential sales roared this year, with very impressive gains in Monterey, New Marlboro, Otis, Sandisfield and Tyringham. Gt Barrington sales rates were level, but transactional volume rose over \$7 million from 2017. Lee residential home sales were slightly off and Lenox sales saw the sharpest declines.

Average Days
on the Market

248

**642
sales**

Exact same as 2017

87%

List-to-Sell Ratio
from original list
price to sale price

\$253M

sales ↑1%

Largest Price Range

\$500-749 K

Sales

\$500 -749K

Inventory

10

months'
supply

**403 Homes
for Sale**

\$345,000

median sale price

\$488,000

median list price

4.45 %

↑ from 3.99%
avg 30 yr Fixed
MtgRate in '17

31

sales pending

66%

co-broke

34% in-house



Residential Sales Volume \$187M, down 13%
Residential # Homes Sold 466, down 7%, 504



Multi-family Sales Volume: \$5.1M, up 122%
Multi-family # Units Sold: 22, up from 8



Condo Sales Volume: \$35.6M up 94%
Condo # Units Sold: 68, up from 57 last year



Land Sales Volume: \$9.5M, up 2%
Land # Units Sold: 60, up from 59



Commercial Sales Volume: \$15.8M, up 182%
Commercial # Units Sold: 26, up from 14



Year	2012	2013	2014	2015	2016	2017	2018
# Sold	457	525	523	540	578	642	642
\$ Sold	\$163,273,085	\$197,176,391	\$184,825,688	\$193,485,701	\$204,459,804	\$250,520,154	\$252,865,005

2018 SOUTH COUNTY REAL ESTATE SALES

Annual Sales	2013	2014	2015	2016	2017	2018
Residential						
# Sold	393	401	401	448	504	466
% Chg #	6.79%	2.04%	0.00%	11.72%	12.50%	-7.54%
\$ Sold	\$156,202,691	\$158,240,200	\$158,846,984	\$168,319,954	\$215,040,685	\$186,978,280
% Chg \$	12.81%	1.30%	0.38%	5.96%	27.76%	-13.05%
Avg \$	\$397,462	\$394,614	\$396,127	\$375,714	\$426,668	\$401,241
% Chg Avg	5.63%	-0.72%	0.38%	-5.15%	13.56%	-5.96%
MultiFamily						
# Sold	10	10	12	10	8	22
% Chg #	-9.09%	0.00%	20.00%	-16.67%	-20.00%	175.00%
\$ Sold	\$2,772,500	\$2,490,000	\$3,179,775	\$2,780,900	\$2,279,544	\$5,059,600
% Chg \$	32.37%	-10.19%	27.70%	-12.54%	-18.03%	121.96%
Avg \$	\$277,250	\$249,000	\$264,981	\$278,090	\$284,943	\$229,982
% Chg Avg	45.61%	-10.19%	6.42%	4.95%	2.46%	-19.29%
Condominium						
# Sold	58	46	73	49	57	68
% Chg #	61.11%	-20.69%	58.70%	-32.88%	16.33%	19.30%
\$ Sold	\$17,576,300	\$13,969,200	\$22,651,450	\$13,176,200	\$18,306,025	\$35,559,825
% Chg \$	62.66%	-20.52%	62.15%	-41.83%	38.93%	94.25%
Avg \$	\$303,040	\$303,678	\$310,294	\$268,902	\$321,158	\$522,939
% Chg Avg	0.96%	0.21%	2.18%	-13.34%	19.43%	62.83%
Commercial						
# Sold	12	12	7	20	14	26
% Chg #	-36.84%	0.00%	-41.67%	185.71%	-30.00%	85.71%
\$ Sold	\$11,384,000	\$4,156,188	\$3,175,500	\$8,950,000	\$5,582,500	\$15,754,750
% Chg \$	52.91%	-63.49%	-23.60%	181.85%	-37.63%	182.22%
Avg \$	\$948,667	\$346,349	\$453,643	\$447,500	\$398,750	\$605,952
% Chg Avg	142.11%	-63.49%	30.98%	-1.35%	-10.89%	51.96%
Lots/Land						
# Sold	52	54	47	51	59	60
% Chg #	126.09%	3.85%	-12.96%	8.51%	15.69%	1.69%
\$ Sold	\$9,240,900	\$5,970,100	\$5,631,992	\$11,232,750	\$9,311,400	\$9,512,550
% Chg \$	107.22%	-35.39%	-5.66%	99.45%	-17.10%	2.16%
Avg \$	\$177,710	\$110,557	\$119,830	\$220,250	\$157,820	\$158,543
% Chg Avg	-8.35%	-37.79%	8.39%	83.80%	-28.34%	0.46%

SOUTH COUNTY TOWN RESIDENTIAL SALES

Year End	2013	2014	2015	2016	2017	2018
Alford						
# Sold	11	8	11	8	9	6
% Chg #	83.33%	-27.27%	37.50%	-27.27%	12.50%	-33.33%
\$ Sold	\$8,984,000	\$9,679,800	\$10,800,249	\$5,985,500	\$8,552,042	\$3,273,000
% Chg \$	100.94%	7.74%	11.58%	-44.58%	42.88%	-61.73%
Avg \$	\$816,727	\$1,209,975	\$981,841	\$748,188	\$950,227	\$545,500
% Chg Avg	9.60%	48.15%	-18.85%	-23.80%	27.00%	-42.59%
Becket						
# Sold	36	52	53	56	61	58
% Chg #	-21.74%	44.44%	1.92%	5.66%	8.93%	-4.92%
\$ Sold	\$6,687,520	\$12,019,350	\$11,324,600	\$12,961,509	\$13,535,625	\$14,211,672
% Chg \$	-21.78%	79.73%	-5.78%	14.45%	4.43%	4.99%
Avg \$	\$185,764	\$231,141	\$213,672	\$231,456	\$221,895	\$245,029
% Chg Avg	-0.05%	24.43%	-7.56%	8.32%	-4.13%	10.43%
Egremont						
# Sold	18	24	21	28	35	29
% Chg #	5.88%	33.33%	-12.50%	33.33%	25.00%	-17.14%
\$ Sold	\$10,928,250	\$12,477,250	\$10,092,500	\$16,379,404	\$21,277,950	\$14,135,000
% Chg \$	69.63%	14.17%	-19.11%	62.29%	29.91%	-33.57%
Avg \$	\$607,125	\$519,885	\$480,595	\$584,979	\$607,941	\$487,414
% Chg Avg	60.21%	-14.37%	-7.56%	21.72%	3.93%	-19.83%
Great Barrington						
# Sold	83	67	70	75	85	83
% Chg #	18.57%	-19.28%	4.48%	7.14%	13.33%	-2.35%
\$ Sold	\$29,041,700	\$21,884,100	\$29,463,750	\$26,454,525	\$32,172,300	\$39,304,035
% Chg \$	0.54%	-24.65%	34.64%	-10.21%	21.61%	22.17%
Avg \$	\$349,900	\$326,628	\$420,911	\$352,727	\$378,498	\$473,543
% Chg Avg	-15.21%	-6.65%	28.87%	-16.20%	7.31%	25.11%
Lee						
# Sold	50	55	54	57	65	64
% Chg #	16.28%	10.00%	-1.82%	5.56%	14.04%	-1.54%
\$ Sold	\$13,903,010	\$14,814,400	\$12,537,744	\$12,810,800	\$20,134,800	\$16,844,049
% Chg \$	48.57%	6.56%	-15.37%	2.18%	57.17%	-16.34%
Avg \$	\$278,060	\$269,353	\$232,180	\$224,751	\$309,766	\$263,188
% Chg Avg	27.77%	-3.13%	-13.80%	-3.20%	37.83%	-15.04%

SOUTH COUNTY TOWN RESIDENTIAL SALES

Year End	2013	2014	2015	2016	2017	2018
Lenox						
# Sold	85	71	87	78	100	81
% Chg #	51.79%	-16.47%	22.54%	-10.34%	28.21%	-19.00%
\$ Sold	\$26,764,955	\$26,805,300	\$31,695,375	\$24,990,850	\$42,491,525	\$42,398,125
% Chg \$	26.17%	0.15%	18.24%	-21.15%	70.03%	-0.22%
Avg \$	\$314,882	\$377,539	\$364,315	\$320,396	\$424,915	\$523,434
% Chg Avg	-16.87%	19.90%	-3.50%	-12.06%	32.62%	23.19%
Monterey						
# Sold	16	19	17	24	16	20
% Chg #	77.78%	18.75%	-10.53%	41.18%	-33.33%	25.00%
\$ Sold	\$9,194,000	\$9,576,000	\$10,697,000	\$12,450,000	\$8,669,118	\$9,953,023
% Chg \$	167.07%	4.15%	11.71%	16.39%	-30.37%	14.81%
Avg \$	\$574,625	\$504,000	\$629,235	\$518,750	\$541,820	\$497,651
% Chg Avg	50.23%	-12.29%	24.85%	-17.56%	4.45%	-8.15%
Mt Washington						
# Sold	1	1	4	7	3	3
% Chg #	-75.00%	0.00%	300.00%	75.00%	-57.14%	0.00%
\$ Sold	\$98,000	\$325,000	\$1,137,000	\$2,785,500	\$1,972,500	\$2,045,350
% Chg \$	-94.42%	231.63%	249.85%	144.99%	-29.19%	3.69%
Avg \$	\$98,000	\$325,000	\$284,250	\$397,929	\$657,500	\$681,783
% Chg Avg	-77.66%	231.63%	-12.54%	39.99%	65.23%	3.69%
New Marlborough						
# Sold	17	16	25	27	22	29
% Chg #	-32.00%	-5.88%	56.25%	8.00%	-18.52%	31.82%
\$ Sold	\$9,683,000	\$7,635,650	\$10,666,675	\$8,705,270	\$7,277,650	\$11,166,750
% Chg \$	-16.59%	-21.14%	39.70%	-18.39%	-16.40%	53.44%
Avg \$	\$569,588	\$477,228	\$426,667	\$322,417	\$330,802	\$385,060
% Chg Avg	22.66%	-16.22%	-10.59%	-24.43%	2.60%	16.40%
Otis						
# Sold	22	35	35	34	36	45
% Chg #	-35.29%	59.09%	0.00%	-2.86%	5.88%	25.00%
\$ Sold	\$5,448,925	\$8,874,000	\$10,051,825	\$9,390,813	\$10,512,600	\$15,662,200
% Chg \$	-61.65%	62.86%	13.27%	-6.58%	11.95%	48.99%
Avg \$	\$247,678	\$253,543	\$287,195	\$276,200	\$292,017	\$348,049
% Chg Avg	-40.73%	2.37%	13.27%	-3.83%	5.73%	19.19%

Year End	2013	2014	2015	2016	2017	2018
Sandisfield						
# Sold	14	15	17	23	13	14
% Chg #	-6.67%	7.14%	13.33%	35.29%	-43.48%	7.69%
\$ Sold	\$3,288,331	\$7,233,000	\$4,430,170	\$8,783,980	\$5,266,000	\$3,711,700
% Chg \$	-20.79%	119.96%	-38.75%	98.28%	-40.05%	-29.52%
Avg \$	\$234,881	\$482,200	\$260,598	\$381,912	\$405,077	\$265,121
% Chg Avg	-15.13%	105.30%	-45.96%	46.55%	6.07%	-34.55%
Sheffield						
# Sold	36	27	33	31	58	40
% Chg #	20.00%	-25.00%	22.22%	-6.06%	87.10%	-31.03%
\$ Sold	\$10,417,500	\$11,550,000	\$13,296,500	\$10,876,554	\$22,056,600	\$15,895,400
% Chg \$	-12.88%	10.87%	15.12%	-18.20%	102.79%	-27.93%
Avg \$	\$289,375	\$427,778	\$402,924	\$350,857	\$380,286	\$397,385
% Chg Avg	-27.40%	47.83%	-5.81%	-12.92%	8.39%	4.50%
Stockbridge						
# Sold	49	44	38	32	29	46
% Chg #	25.64%	-10.20%	-13.64%	-15.79%	-9.38%	58.62%
\$ Sold	\$30,164,700	\$21,245,200	\$19,198,046	\$18,155,850	\$19,589,400	\$20,364,400
% Chg \$	75.85%	-29.57%	-9.64%	-5.43%	7.90%	3.96%
Avg \$	\$615,606	\$482,845	\$505,212	\$567,370	\$675,497	\$442,704
% Chg Avg	39.96%	-21.57%	4.63%	12.30%	19.06%	-34.46%
Tyringham						
# Sold	3	1	5	5	6	8
% Chg #	0.00%	-66.67%	400.00%	0.00%	20.00%	33.33%
\$ Sold	\$1,680,000	\$332,850	\$2,343,000	\$1,393,000	\$5,125,000	\$3,518,000
% Chg \$	-11.35%	-80.19%	603.92%	-40.55%	267.91%	-31.36%
Avg \$	\$560,000	\$332,850	\$468,600	\$278,600	\$854,167	\$439,750
% Chg Avg	-11.35%	-40.56%	40.78%	-40.55%	206.59%	-48.52%
West Stockbridge						
# Sold	17	16	13	22	26	21
% Chg #	30.77%	-5.88%	-18.75%	69.23%	18.18%	-19.23%
\$ Sold	\$7,820,500	\$7,996,000	\$4,185,500	\$9,773,500	\$14,878,000	\$10,621,900
% Chg \$	77.77%	2.24%	-47.66%	133.51%	52.23%	-28.61%
Avg \$	\$460,029	\$499,750	\$321,962	\$444,250	\$572,231	\$505,805
% Chg Avg	35.94%	8.63%	-35.58%	37.98%	28.81%	-11.61%
Total # Sold	458	451	483	507	564	547
Total % Chg #	11.71%	-1.53%	7.10%	4.97%	11.24%	-3.01%
Total \$ Sold	\$174,104,391	\$172,447,900	\$181,919,934	\$181,897,054	\$233,511,110	\$223,104,604
Total % Chg \$	16.46%	-0.95%	5.49%	-0.01%	28.38%	-4.46%
Total Avg \$	\$380,141	\$382,368	\$376,646	\$358,771	\$414,027	\$407,869

2019 MARKET FORECAST

2019 Forecast by Danielle Hale, Chief Economist at Realtor.com

Mortgage Rates	Average 5.3% - 5.5% (30 year fixed)
Home Median Price Appreciation	Up 2.2%
Existing Home Sales	Down 2%
Single-Family Home Housing Starts	Up 8%
Homeownership Rate	64.6%

Danielle Hale
CHIEF ECONOMIST

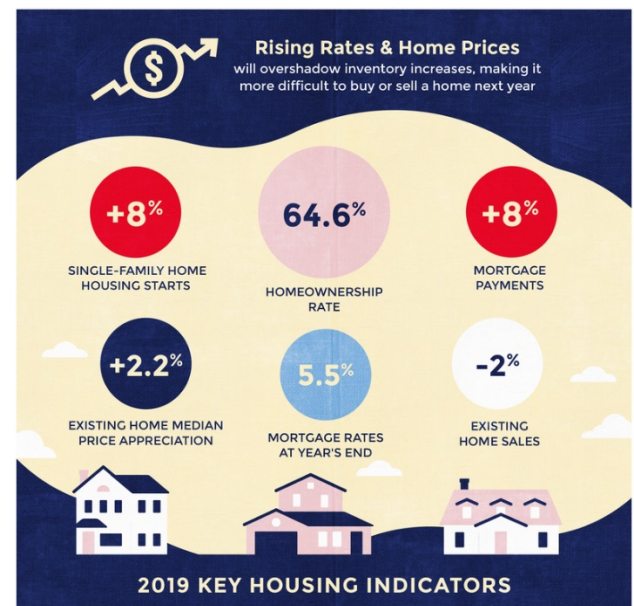
Inventory will continue to increase next year, but unless there is a major shift in the economic trajectory, we don't expect a buyer's market on the horizon within the next five years. Unfortunately for buyers, it's only going to get more costly to buy in 2019, especially the most-demanded entry level real estate. To be successful, buyers should think through how they'll adapt to higher rates and prices.

What will 2019 be like for buyers?

Buying a home will be an even more expensive undertaking in 2019 as mortgage rates and home prices increase. Buyers who are able to stay in the market will find less competition as more buyers are priced out, but feel an increased sense of urgency to close before it gets even more expensive. Their largest struggle next year will be reconciling wants, needs and budget versus the heavy competition of 2018. Although the number of homes for sale is increasing, which is an improvement for buyers, the majority of new inventory is focused in the mid-to higher-end price tier, not entry-level. Rising mortgage rates and prices will keep a lot of new inventory out of their budget and make it especially tough for first time home buyers.

What will 2019 be like for sellers?

Although it remains a seller's market, sellers will need to be mindful of their increasing competition and shouldn't necessarily expect to name their price and get it in full — a change from the past few years. Above-median priced sellers, may find it will take longer to sell and require offering incentives, such as price cuts or other offerings. With less demand in the market, there will be fewer bidding wars and multiple offers. However, with inventory expected to remain limited in most markets, sellers who price competitively can still walk away with a handsome amount of profit, but not the price jumps observed in previous years.



FOUR HOUSING TRENDS IN 2019

1) Modest inventory gains continue; high-end inventory growth spreads

Inventory hit the lowest level in recorded history last winter, but finally bottomed out and reached positive territory in October. National inventory increases will remain low in 2019 at less than 7 percent. In the majority of markets, the number of homes being put on the market or newly constructed has increased slightly, while the pace of sales has slowed slightly, which has helped stop the inventory decline. But the inventory increases or slowing price increases necessary for a more widespread sales gain are not forecasted to happen in 2019. While the situation is not getting worse for buyers, it's also not improving notably in the majority of markets.

2) Soft home sales continue

After the best sales year in a decade in 2017, home sales are on track for a mild year-over-year decline in 2018, which is likely to extend into 2019 with a 2.0 percent decline. Although long-term desire to own a home remains strong, especially among younger Gen-z and millennials, the market challenges that make owning a home difficult continue to keep out first-time buyers, locking them out not only of their home, but also of the wealth by equity generation that owning provides.

3) Millennials purchase the most homes

Millennials will continue to make up the largest segment of buyers next year, accounting for 45 percent of mortgages, compared to 17 percent of Boomers, and 37 percent of Gen Xers. While first-time buyers will struggle next year, older millennial move-up buyers will have more options in the mid-to upper-tier price point and will make up the majority of millennials who close in 2019. Looking forward, 2020 is expected to be the peak millennial home buying year with the largest cohort of millennials turning 30 years old. Millennials are also likely to make up the largest share of home buyers for the next decade as their housing needs adjust over time.

4) Tax plan remains a wild card for housing

In April 2019, taxpayers will go through the income tax process for the first time since the new tax plan. For most renters, the results will be good: lower rates and a higher standard deduction should amount to lower tax bills. For homeowners, it's a mixed bag. Some will benefit from lower rates and a higher standard deduction, but many others will find limited itemized deductions and personal exemptions mean a higher tax bill. How the market will react in 2019 remains a wildcard for housing.

