

2019 NORTH BERKSHIRE SALES

Annual Real Estate Sales Summary: Overall, Northern Berkshire real estate sales fell slightly when compared to 2018 sales rates. Residential sales did retract, after an exceptionally strong year in 2018. Multi-family and condo sales were robust, due in part to help offset the lack of inventory of residential homes for sale. Commercial sales remain close to the same as last year, and land sales stalled. With interest rates low

Average Days
on the Market

154

362 sales

Down from 384

Condo & Multi Strong

85%

List-to-Sell Ratio
from original list price.

\$65 M

sales down
from \$70M

Largest Price Range

\$100-\$149 K

Sales

\$149K or less

Inventory

5

months'
supply

101 Homes
for Sale

\$152,000

median sale price

\$169,900

median list price

3.94 %

↓ from 4.54%
avg 30 yr Fixed
MtgRate in '18

29

sales
pending

66%

cooperation
rates fell 1%



Residential Sales Volume \$509M, down 8%
Residential # Units Sold 257, down 6%



Multi-family Sales Volume: \$6.3M, up 24%
Multi-family # Units Sold: 64, up 16% from 55



Condo Sales Volume: \$4.6M up 12%
Condo # Units Sold: 23, up 9%



Land Sales Volume: \$404K, down from \$2.95M
Land # Units Sold: 5 down from 19



Commercial Volume: \$2.7M, same as last year
Commercial # Units Sold: 13 same as last year



YTD	2014	2015	2016	2017	2018	2019
# Sales	253	304	329	362	384	362
\$ Sales	\$40,574,702	\$53,693,279	\$52,010,146	\$59,108,843	\$70,770,394	\$64,915,209