



3rd Quarter 2021 *Market Watch* Berkshire County, MA Real Estate Sales

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.

2021 3RD QUARTER BERKSHIRE COUNTY MA SALES

Annual Real Estate Sales Summary: Overall, residential real estate sales are strong, with a slight overall dip in the number of sales compared to a banner last year, but high dollar volume of transactions. Typically, third quarter sales are in the \$250-\$300 million range. Last year, sales jumped to \$400 million and this year to \$477 million in residential transactions. Inventory continues to be an issue in satisfying current buyer demand. The most significant new trend is our soaring land sales. Multifamily and Condo sales continue to remain strong, showing gains from previous years and fears about falling commercial real estate proved unfounded, based on our sales data.

Average Days
on the Market

110

**1,722
sales**

Up 12% from 1,531

Multi, Condo & Land Strong

94%

List-to-Sell Ratio
from original list
price. (up 3%)

\$629 M

sales up 26%
from \$499M

**Most Popular
Residential Price Range**

\$150-\$250 K

Sales

\$250- \$350 K

Inventory

3

months'
supply

**471 Homes
for Sale**

\$302,780

median sale price

\$479,000

median list price

3.0 %

↑ from 2.9%
avg 30 yr Fixed
MtgRate in '20

490

sales
pending

73%

cooperation
rates rose 4%



Residential Sales Volume \$478M, up 18%

Residential # Units Sold 1,102, down 3% (1,144 LY)



Multi-family Sales Volume: \$34.5M up 118%

Multi-family # Units Sold: 185, up 76% from 105



Condo Sales Volume: \$56M, up 24%

Condo # Units Sold: 151, up 29% from 117



Land Sales: \$35.8M, up 126% from \$15.7M

Land # Units Sold: 241 up 99% from 121



Commercial Volume: \$25M, up 29% from \$19.4M

Commercial # Units Sold: 44, down from 43

| Residential Trend | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| # Sales YTD 3 rd Qtr | 959 | 995 | 1019 | 1032 | 1144 | 1102 |
| \$ Sales YTD 3 rd Qtr | \$251,634,625 | \$267,099,916 | \$289,857,831 | \$295,462,318 | \$402,612,129 | \$477,778,718 |

2021 3rd Quarter Market Watch

January – September Sales Comparison

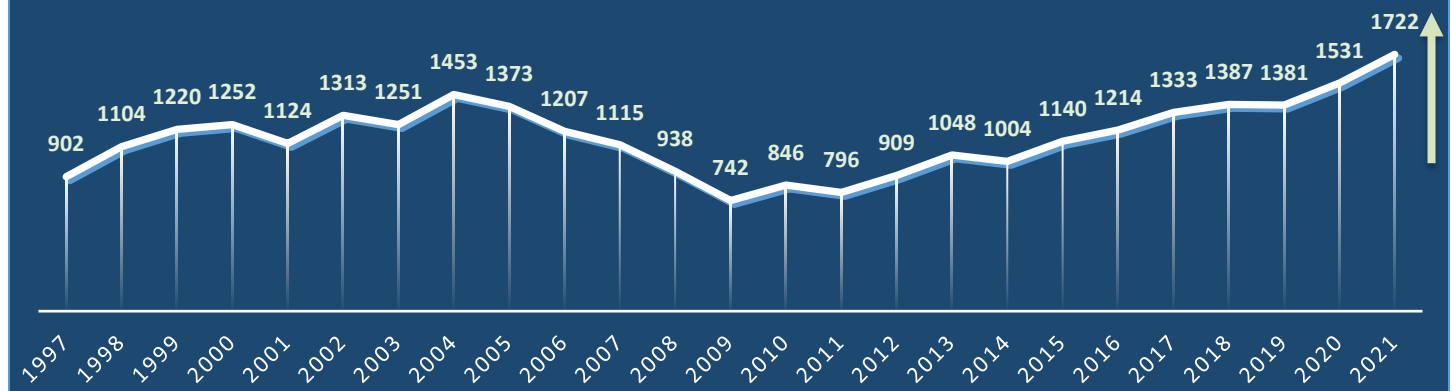
Berkshire real estate sales surged in 2020 and the same trend continues in 2021, with only residential sales slightly slowing due to inventory pressures. The total number of transactions in the first three quarters of 2021 topped 1,722, up from 1,531. This is an all-time high since we have been tracking sales. With a total market volume of \$629 million dollars transacted year-to-date, real estate continues to be a vital part of stabilizing the Berkshire economy and serving our growing population.

Change in # of YTD 3rd Qtr Sales compared to from last year

| | |
|-----------------------|--------------|
| Residential | - 3% |
| Multi-Family | + 76% |
| Condominium | + 29% |
| Commercial | - 2% |
| Land/Lots | + 99% |
| Overall Market | + 12% |

Northern Berkshire: 342 sales, ▲ up from 267.
Central Berkshire: 707 sales, ▲ up from 619
Southern Berkshire: 673 sales, ▲ up from 645

HISTORICAL BERSKIRE COUNTY ANNUAL REAL ESTATE SALES



The dollar volume of sales rose in every region and in every property type. The lack of inventory and slightly dimming demand stalled the frenetic pace of the previous reports. With such strong sales, it was notable to see a dip in Central commercial sales and the number of transactions of single-family homes sold in southern Berkshire. Land sales continue to skyrocket. While there are many buyers waiting in the wings for homes to come on the market in popular price ranges, inventory pressure did not allow as much this growth in the residential market.

| 3 rd Qtr | 2020 YTD | | 2021 | |
|---------------------|----------|---------------|---------|---------------|
| All Sales | \$ Sold | # Sold | \$ Sold | # Sold |
| North | 267 | \$57,543,648 | 342 | \$85,853,704 |
| Central | 619 | \$146,567,337 | 707 | \$181,603,740 |
| South | 645 | \$294,406,635 | 673 | \$361,895,579 |
| Total | 1,531 | \$498,517,620 | 1,722 | \$629,353,024 |

2021 \$ volume up 26%, # sold up 12%

| Jan-Sep YTD | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|--------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Residential | \$223,838,334 | \$251,634,625 | \$267,099,916 | \$289,857,831 | \$295,462,318 | \$402,612,129 | \$477,778,718 |
| Condo | \$22,948,400 | \$16,011,300 | \$23,927,523 | \$39,680,275 | \$33,601,550 | \$44,889,511 | \$55,976,400 |
| Multi-Family | \$8,533,475 | \$10,017,110 | \$14,627,345 | \$14,519,785 | \$18,934,708 | \$15,800,330 | \$34,542,090 |
| Commercial | \$6,773,400 | \$10,317,451 | \$10,040,400 | \$19,576,500 | \$13,177,900 | \$19,429,400 | \$25,241,849 |
| Land | \$6,358,379 | \$8,730,502 | \$8,552,150 | \$14,425,950 | \$9,669,550 | \$15,786,250 | \$35,813,967 |
| Grand Total | \$268,451,988 | \$296,710,988 | \$324,247,334 | \$378,060,341 | \$370,846,026 | \$498,517,620 | \$629,353,024 |

Hot Berkshire Residential Markets: 2021 Sales YTD

| 3 rd Quarter Comparison | \$ of Homes Sold | | | # of Homes Sold | | |
|------------------------------------|----------------------|----------------------|------------|-----------------|-------------|-------------|
| Residential | 2020 | 2021 | Chg | 2020 | 2021 | Chg |
| North | \$47,511,757 | \$62,729,014 | 32% | 209 | 220 | 5% |
| ▲ Adams | \$7,958,785 | \$14,641,727 | 84% | 50 | 69 | 38% |
| ▲ Clarksburg | \$2,315,400 | \$3,123,642 | 35% | 12 | 11 | -8% |
| ▲ Florida | \$284,000 | \$475,000 | 67% | 3 | 5 | 67% |
| ▲ New Ashford | \$0 | \$1,345,900 | | 0 | 5 | |
| ▲ North Adams | \$11,230,512 | \$12,951,065 | 15% | 83 | 73 | -12% |
| Savoy | \$1,290,900 | \$627,900 | -51% | 5 | 3 | -40% |
| ▲ Williamstown | \$24,432,160 | \$29,563,780 | 21% | 56 | 54 | -4% |
| Central | \$116,029,698 | \$137,581,391 | 19% | 463 | 467 | 1% |
| ▲ Cheshire | \$4,182,130 | \$7,717,418 | 85% | 17 | 31 | 82% |
| ▲ Dalton | \$14,242,959 | \$15,798,417 | 11% | 56 | 56 | 0% |
| ▲ Hancock | \$1,110,000 | \$1,675,000 | 51% | 3 | 3 | 0% |
| ▲ Hinsdale | \$3,742,700 | \$5,285,590 | 41% | 15 | 9 | -40% |
| ▲ Lanesborough | \$8,550,900 | \$11,220,500 | 31% | 30 | 34 | 13% |
| Peru | \$2,432,400 | \$1,153,900 | -53% | 9 | 4 | -56% |
| ▲ Pittsfield | \$66,738,717 | \$79,417,236 | 19% | 295 | 302 | 2% |
| ▲ Richmond | \$11,476,066 | \$12,300,330 | 7% | 24 | 19 | -21% |
| ▲ Washington | \$1,276,926 | \$1,324,000 | 4% | 6 | 4 | -33% |
| Windsor | \$2,276,900 | \$1,689,000 | -26% | 8 | 5 | -38% |
| South | \$239,070,674 | \$277,468,312 | 16% | 472 | 415 | -12% |
| ▲ Alford | \$11,639,850 | \$8,113,000 | -30% | 16 | 7 | -56% |
| ▲ Becket | \$13,275,200 | \$11,048,449 | -17% | 45 | 34 | -24% |
| ▲ Egremont | \$13,363,500 | \$21,141,200 | 58% | 19 | 24 | 26% |
| ▲ Great Barrington | \$47,104,550 | \$57,915,047 | 23% | 78 | 86 | 10% |
| ▲ Lee | \$16,676,123 | \$17,149,150 | 3% | 58 | 42 | -28% |
| ▲ Lenox | \$30,033,250 | \$42,742,900 | 42% | 54 | 58 | 7% |
| ▲ Monterey | \$14,403,500 | \$12,252,250 | -15% | 24 | 19 | -21% |
| ▲ Mt Washington | \$1,174,000 | \$3,983,300 | 239% | 2 | 4 | 100% |
| ▲ New Marlborough | \$16,210,750 | \$9,067,416 | -44% | 32 | 17 | -47% |
| ▲ Otis | \$17,789,001 | \$16,144,600 | -9% | 41 | 30 | -27% |
| ▲ Sandisfield | \$5,579,500 | \$4,565,800 | -18% | 17 | 9 | -47% |
| ▲ Sheffield | \$15,530,350 | \$21,295,200 | 37% | 31 | 32 | 3% |
| ▲ Stockbridge | \$19,287,900 | \$32,036,500 | 66% | 29 | 30 | 3% |
| Tyringham | \$3,892,000 | \$1,401,000 | -64% | 2 | 3 | 50% |
| ▲ West Stockbridge | \$13,111,200 | \$18,612,500 | 42% | 24 | 20 | -17% |
| Grand Total | \$402,612,129 | \$477,778,718 | 19% | 1144 | 1102 | -4% |

19% gains in dollar volume transacted, exceeding \$477 million.

Strongest Markets in the County

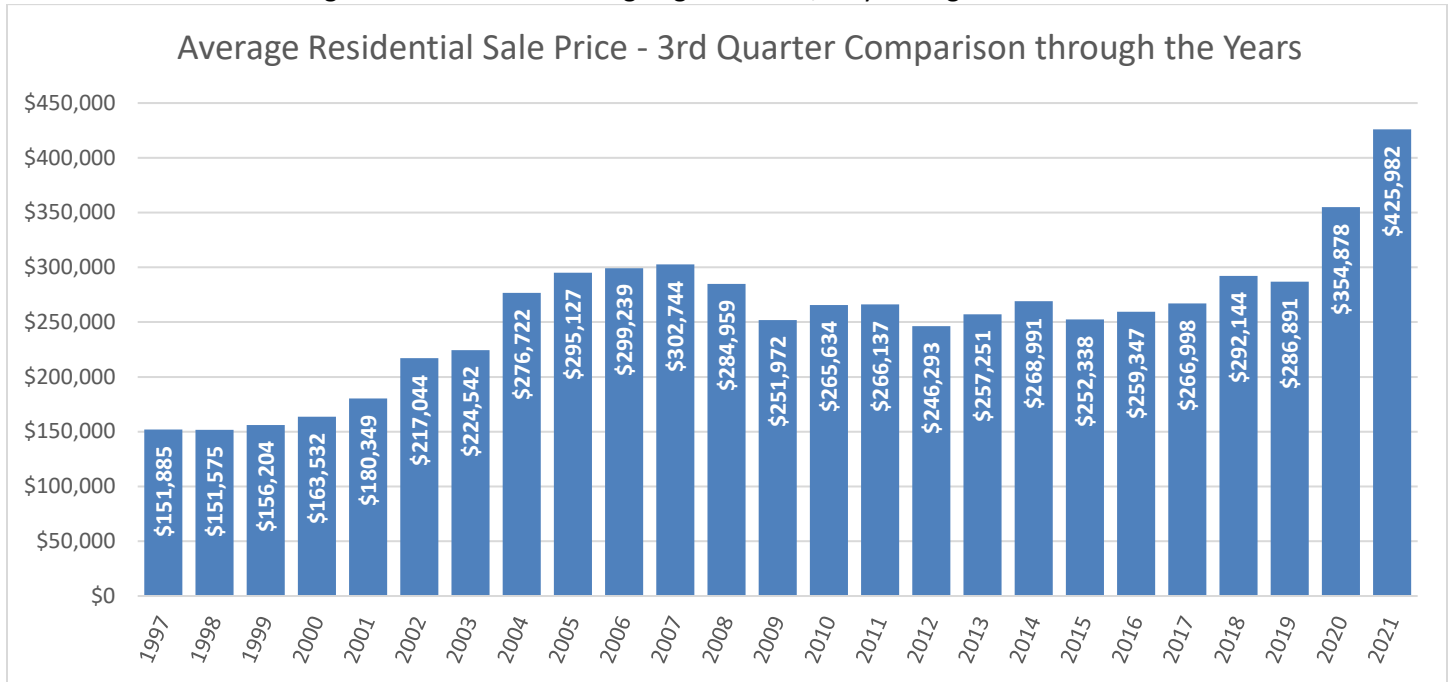
Overall, this was an unusual year following the onset of COVID in 2020 and a booming local market due to high demand. The appeal of homes in the Berkshire market surged and continued to drive the market at a fast pace throughout the region.

All but 10 towns recorded increases in both dollar volume and # of sales.

Northern Berkshire saw the strongest gains in the dollar volume transacted, yet the number of sales fell slightly in Southern Berkshire.

Home Sale Appreciation Overview

Countywide, by the 3rd quarter, the average residential sale price in 2020 rose 24% compared to 2019, and rose 20% in 2021. This is an all-time high recorded since tracking began in 1996, 25 years ago.



| Jan-Sept. | 2020 YTD | 2021 YTD | %Chg |
|----------------|------------------|------------------|------------|
| North | \$198,196 | \$247,354 | 25% |
| Adams | \$159,176 | \$212,199 | 33% |
| Clarksburg | \$192,950 | \$266,054 | 38% |
| Florida | \$94,667 | \$95,000 | 0% |
| North Adams | \$135,524 | \$177,697 | 31% |
| Savoy | \$258,180 | \$209,300 | -19% |
| Williamstown | \$439,955 | \$510,988 | 16% |
| Central | \$223,037 | \$261,527 | 17% |
| Cheshire | \$246,008 | \$248,949 | 1% |
| Dalton | \$253,016 | \$284,458 | 12% |
| Hancock | \$292,185 | \$233,902 | -20% |
| Hinsdale | \$249,513 | \$564,659 | 126% |
| Lanesborough | \$271,591 | \$318,067 | 17% |
| Peru | \$270,267 | \$288,475 | 7% |
| Pittsfield | \$230,313 | \$259,840 | 13% |
| Richmond | \$478,169 | \$647,386 | 35% |
| Washington | \$212,821 | \$331,000 | 56% |
| Windsor | \$284,613 | \$337,800 | 19% |

| Jan-Sept. | 2020 YTD | 2021 YTD | %Chg |
|----------------|------------------|------------------|------------|
| South | \$420,892 | \$543,804 | 29% |
| Alford | \$727,491 | \$1,159,000 | 59% |
| Becket | \$295,004 | \$324,954 | 10% |
| Egremont | \$703,342 | \$880,883 | 25% |
| Gt Barrington | \$566,676 | \$649,845 | 15% |
| Lee | \$294,111 | \$413,265 | 41% |
| Lenox | \$554,499 | \$706,323 | 27% |
| Monterey | \$600,146 | \$644,855 | 7% |
| Mt Washington | \$587,000 | \$995,825 | 70% |
| N.Marlbrough | \$506,586 | \$533,377 | 5% |
| Otis | \$433,878 | \$538,153 | 24% |
| Sandisfield | \$328,206 | \$507,311 | 55% |
| Sheffield | \$500,979 | \$665,475 | 33% |
| Stockbridge | \$622,214 | \$916,213 | 47% |
| Tyringham | \$1,946,000 | \$467,000 | -76% |
| W. Stockbridge | \$546,300 | \$930,625 | 70% |

Residential Average Sale Prices

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 2021 sales rates so far this year. A balanced market in our area is typically around 7 months of inventory. Inventory is very tight in all price ranges throughout the county, except for those listed over \$2 million dollars in southern Berkshire.

| YTD 3 rd Qtr 2021 | 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 | 21 | 2 | 3 | 1 | 20 | 2 | 3 | 1 | 8 | 2 | 1 | 2 |
| \$100K-\$149K | 29 | 6 | 6 | 2 | 36 | 4 | 5 | 1 | 7 | 1 | 1 | 1 |
| \$150K-\$199K | 42 | 11 | 14 | 2 | 95 | 17 | 16 | 2 | 14 | 5 | 3 | 3 |
| \$200K-\$249K | 46 | 3 | 17 | 1 | 93 | 17 | 36 | 2 | 10 | 1 | 3 | 1 |
| \$250K-\$299K | 20 | 7 | 7 | 3 | 68 | 11 | 17 | 1 | 31 | 17 | 6 | 5 |
| \$300K-\$349K | 18 | 5 | 1 | 3 | 40 | 7 | 15 | 2 | 28 | 12 | 7 | 4 |
| \$350K-\$399K | 11 | 1 | 3 | 1 | 28 | 9 | 12 | 3 | 48 | 23 | 10 | 4 |
| \$400K-\$449K | 3 | 0 | 1 | 0 | 26 | 9 | 0 | 3 | 28 | 8 | 4 | 3 |
| \$450K-\$499K | 4 | 1 | 2 | 2 | 16 | 5 | 5 | 3 | 21 | 18 | 14 | 8 |
| \$500K-\$749K | 19 | 7 | 0 | 3 | 31 | 17 | 12 | 5 | 108 | 61 | 26 | 5 |
| \$750K-\$999K | 0 | 3 | 0 | - | 8 | 6 | 1 | 7 | 55 | 24 | 10 | 4 |
| \$1M-\$1.99M | 5 | 3 | 0 | 5 | 6 | 6 | 3 | 9 | 43 | 25 | 9 | 5 |
| \$2M-\$2.99M | 2 | 1 | 0 | 5 | 0 | 4 | 0 | - | 7 | 13 | 3 | 17 |
| \$3M+ | 0 | 0 | 0 | - | 0 | 2 | 0 | - | 7 | 14 | 2 | 18 |
| 2021 YTD 3 rd | 220 | 50 | 54 | 2 | 467 | 116 | 125 | 2 | 415 | 224 | 99 | 5 |
| 2020 | 324 | 50 | 37 | 1.8 | 700 | 90 | 72 | 1.5 | 720 | 164 | 57 | 2.7 |
| 2019 | 257 | 101 | 29 | 5 | 704 | 146 | 55 | 2 | 475 | 345 | 46 | 9 |
| 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 |

| Median | North | | | Central | | | South | | |
|----------|-----------|-----------|------------|-----------|-----------|------------|-----------|-----------|------------|
| | Sold \$ | Active \$ | Pending \$ | Sold \$ | Active \$ | Pending \$ | Sold \$ | Active \$ | Pending \$ |
| 2021 YTD | \$218,000 | \$265,000 | \$249,900 | \$244,000 | \$349,900 | \$154,900 | \$515,000 | \$593,000 | \$538,000 |

**Residential
sales up 19%
in dollar
volume**

RESIDENTIAL REPORT

The number of single-family residential homes sold through the third quarter of 2021 topped 1,102, a 3% decrease from the same period in 2020. The dollar volume of those transactions however rose 19% throughout the county, with the biggest gains reported in the Central Berkshire market. While sales slowed in central Berkshire from the fast pace pre-pandemic, there continues to be a lack of inventory in the workforce housing price ranges that contributes to this slow down. In southern Berkshire, double-digit gains in the total dollar volume of the transactions were reported, yet lagging in the number of actual homes sold during this period. Northern Berkshire showed modest sales gains and strong dollar volume increases.

| Year to Date 3 rd Qtr | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|----------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| North | | | | | | |
| # Sales | 175 | 164 | 204 | 180 | 209 | 220 |
| # Chg | 5% | -6% | 24% | -12% | 16% | 5% |
| \$ Sales | \$30,003,593 | \$29,684,505 | \$43,814,601 | \$36,570,717 | \$47,511,757 | \$62,729,014 |
| \$ Chg | -5% | -1% | 48% | -17% | 30% | 32% |
| Avg Sales | \$171,449 | \$181,003 | \$214,777 | \$203,171 | \$227,329 | \$285,132 |
| Avg Chg | -9% | 6% | 19% | -5% | 12% | 25% |
| Central | | | | | | |
| # Sales | 453 | 461 | 474 | 511 | 463 | 467 |
| # Chg | 7% | 2% | 3% | 8% | -9% | 1% |
| \$ Sales | \$94,857,208 | \$90,672,893 | \$102,047,542 | \$110,895,147 | \$116,029,698 | \$137,581,391 |
| \$ Chg | 18% | -4% | 13% | 9% | 5% | 19% |
| Avg Sales | \$209,398 | \$196,687 | \$215,290 | \$217,016 | \$250,604 | \$294,607 |
| Avg Chg | 10% | -6% | 9% | 1% | 15% | 18% |
| South | | | | | | |
| # Sales | 331 | 370 | 341 | 341 | 472 | 415 |
| # Chg | 12% | 12% | -8% | 0% | 38% | -12% |
| \$ Sales | \$126,773,824 | \$146,742,518 | \$143,995,688 | \$147,996,454 | \$239,070,674 | \$277,468,312 |
| \$ Chg | 13% | 16% | -2% | 3% | 62% | 16% |
| Avg Sales | \$383,002 | \$396,601 | \$422,275 | \$434,007 | \$506,506 | \$668,598 |
| Avg Chg | 1% | 4% | 6% | 3% | 17% | 32% |
| Total # Sales | 959 | 995 | 1019 | 1032 | 1144 | 1102 |
| Total # Chg | 8% | 4% | 2% | 1% | 11% | -3% |
| Total \$ Sales | \$251,634,625 | \$267,099,916 | \$289,857,831 | \$295,462,318 | \$402,612,129 | \$477,778,718 |
| Total \$ Chg | 12% | 6% | 9% | 2% | 36% | 19% |
| Total Avg Sales | \$262,393 | \$268,442 | \$284,453 | \$286,301 | \$351,934 | \$433,556 |

CONDO REPORT

Condominium sales continue an upward trend. The number of units sold reported double digit gains throughout the county and there were large gains in the dollar volume of transactions in Central and Southern Berkshire. Sales growth in this sector is helped by a lack of single-family home inventory. The continued the availability of condo units for sale will factor into continuing increases. The average sale price of condos now tops \$370,705 countywide, with a \$545,578 average in southern Berkshire, \$219,054 in central Berkshire and \$268,739 in northern Berkshire. This is an affordable market alternative for price ranges that lack available inventory.

Condo sales
up 29%, dollar
volume
jumps 25%

| Year to Date 3rd Qtr | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| North | | | | | | |
| # Sold | 13 | 16 | 17 | 13 | 9 | 14 |
| % Chg # | 18% | 23% | 6% | -24% | -31% | 56% |
| \$ Sold | \$1,948,900 | \$2,649,400 | \$3,319,900 | \$2,586,650 | \$3,574,000 | \$3,762,350 |
| % Chg \$ | -16% | 36% | 25% | -22% | 38% | 5% |
| Avg \$ | \$149,915 | \$165,588 | \$195,288 | \$198,973 | \$397,111 | \$268,739 |
| % Chg Avg | -29% | 10% | 18% | 2% | 100% | -32% |
| Central | | | | | | |
| # Sold | 25 | 42 | 44 | 57 | 48 | 69 |
| % Chg # | -17% | 68% | 5% | 30% | -16% | 44% |
| \$ Sold | \$5,395,200 | \$9,368,748 | \$11,280,450 | \$13,256,900 | \$12,317,250 | \$15,114,750 |
| % Chg \$ | -4% | 74% | 20% | 18% | -7% | 23% |
| Avg \$ | \$215,808 | \$223,065 | \$256,374 | \$232,577 | \$256,609 | \$219,054 |
| % Chg Avg | 15% | 3% | 15% | -9% | 10% | -15% |
| South | | | | | | |
| # Sold | 35 | 37 | 48 | 45 | 60 | 68 |
| % Chg # | -33% | 6% | 30% | -6% | 33% | 13% |
| \$ Sold | \$8,667,200 | \$11,909,375 | \$25,079,925 | \$17,758,000 | \$28,998,261 | \$37,099,300 |
| % Chg \$ | -42% | 37% | 111% | -29% | 63% | 28% |
| Avg \$ | \$247,634 | \$321,875 | \$522,498 | \$394,622 | \$483,304 | \$545,578 |
| % Chg Avg | -14% | 30% | 62% | -24% | 22% | 13% |
| Total # Sold | 73 | 95 | 109 | 115 | 117 | 151 |
| Total % Chg # | -22% | 30% | 15% | 6% | 2% | 29% |
| Total \$ Sold | \$16,011,300 | \$23,927,523 | \$39,680,275 | \$33,601,550 | \$44,889,511 | \$55,976,400 |
| Total % Chg \$ | -30% | 49% | 66% | -15% | 34% | 25% |
| Total Avg \$ | \$219,333 | \$251,869 | \$364,039 | \$292,187 | \$383,671 | \$370,705 |
| Total % Chg Avg | -11% | 15% | 45% | -20% | 31% | -3% |



MULTIFAMILY REPORT

Overall, multifamily sales rose considerably, up 76% in the number of buildings sold during the same period last year and a 119% increase in the dollar volume of the sales transactions. All regions reported booming sales, after a market retraction in 2020.

**Multifamily
sales booming
Countywide!**

| Annual Sales | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| North | | | | | | |
| # Sold | 33 | 49 | 40 | 48 | 29 | 55 |
| % Chg # | 32% | 48% | -18% | 20% | -40% | 90% |
| \$ Sold | \$3,079,700 | \$4,760,826 | \$3,675,985 | \$4,607,828 | \$4,232,991 | \$7,927,340 |
| % Chg \$ | 39% | 55% | -23% | 25% | -8% | 87% |
| Avg \$ | \$93,324 | \$97,160 | \$91,900 | \$95,996 | \$145,965 | \$144,133 |
| % Chg Avg | 6% | 4% | -5% | 4% | 52% | -1% |
| Central | | | | | | |
| # Sold | 48 | 68 | 62 | 74 | 66 | 113 |
| % Chg # | 33% | 42% | -9% | 19% | -11% | 71% |
| \$ Sold | \$4,906,510 | \$7,766,975 | \$7,000,300 | \$10,928,280 | \$8,679,339 | \$20,036,450 |
| % Chg \$ | 18% | 58% | -10% | 56% | -21% | 131% |
| Avg \$ | \$102,219 | \$114,220 | \$112,908 | \$147,679 | \$131,505 | \$177,314 |
| % Chg Avg | -12% | 12% | -1% | 31% | -11% | 35% |
| South | | | | | | |
| # Sold | 8 | 7 | 17 | 11 | 10 | 17 |
| % Chg # | 0% | -13% | 143% | -35% | -9% | 70% |
| \$ Sold | \$2,030,900 | \$2,099,544 | \$3,843,500 | \$3,398,600 | \$2,888,000 | \$6,578,300 |
| % Chg \$ | -6% | 3% | 83% | -12% | -15% | 128% |
| Avg \$ | \$253,863 | \$299,935 | \$226,088 | \$308,964 | \$288,800 | \$386,959 |
| % Chg Avg | -6% | 18% | -25% | 37% | -7% | 34% |
| Total # Sold | 89 | 124 | 119 | 133 | 105 | 185 |
| Total % Chg # | 29% | 39% | -4% | 12% | -21% | 76% |
| Total \$ Sold | \$10,017,110 | \$14,627,345 | \$14,519,785 | \$18,934,708 | \$15,800,330 | \$34,542,090 |
| Total % Chg \$ | 17% | 46% | -1% | 30% | -17% | 119% |
| Total Avg \$ | \$112,552 | \$117,962 | \$122,015 | \$142,366 | \$150,479 | \$186,714 |
| Total % Chg Avg | -9% | 5% | 3% | 17% | 6% | 24% |



**Land sales
climb jump
significantly.**

LAND REPORT

Land sales jumped in 2020 over the lagging 2019 market, and the land purchase trend in 2021 ramped up with even larger increases so far this year. This sector has needed a boost after many years of stagnant parcel sales, with some lots sitting on the market for years, not months. With building costs unknown going forward, it will be important to maintain a close eye on permits and building opportunities to help alleviate some pent-up buyer demand for existing homes.

| Annual Sales | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|------------------------|--------------------|--------------------|---------------------|--------------------|---------------------|---------------------|
| North | | | | | | |
| # Sold | 16 | 18 | 15 | 4 | 10 | 40 |
| % Chg # | -6% | 13% | -17% | -73% | 150% | 300% |
| \$ Sold | \$1,056,302 | \$1,430,400 | \$2,701,000 | \$353,500 | \$615,400 | \$5,255,000 |
| % Chg \$ | -12% | 35% | 89% | -87% | 74% | 754% |
| Avg \$ | \$66,019 | \$79,467 | \$180,067 | \$88,375 | \$61,540 | \$131,375 |
| % Chg Avg | -7% | 20% | 127% | -51% | -30% | 113% |
| Central | | | | | | |
| # Sold | 14 | 21 | 27 | 11 | 30 | 48 |
| % Chg # | -33% | 50% | 29% | -59% | 173% | 60% |
| \$ Sold | \$1,029,500 | \$2,200,850 | \$2,157,900 | \$1,102,900 | \$3,826,150 | \$6,100,150 |
| % Chg \$ | -26% | 114% | -2% | -49% | 247% | 59% |
| Avg \$ | \$73,536 | \$104,802 | \$79,922 | \$100,264 | \$127,538 | \$127,086 |
| % Chg Avg | 11% | 43% | -24% | 25% | 27% | 0% |
| South | | | | | | |
| # Sold | 32 | 42 | 53 | 50 | 81 | 153 |
| % Chg # | 0% | 31% | 26% | -6% | 62% | 89% |
| \$ Sold | \$6,644,700 | \$4,920,900 | \$9,567,050 | \$8,213,150 | \$11,344,700 | \$24,458,817 |
| % Chg \$ | 76% | -26% | 94% | -14% | 38% | 116% |
| Avg \$ | \$207,647 | \$117,164 | \$180,510 | \$164,263 | \$140,058 | \$159,862 |
| % Chg Avg | 76% | -44% | 54% | -9% | -15% | 14% |
| Total # Sold | 62 | 81 | 95 | 65 | 121 | 241 |
| Total % Chg # | -11% | 31% | 17% | -32% | 86% | 99% |
| Total \$ Sold | \$8,730,502 | \$8,552,150 | \$14,425,950 | \$9,669,550 | \$15,786,250 | \$35,813,967 |
| Total % Chg \$ | 37% | -2% | 69% | -33% | 63% | 127% |
| Total Avg \$ | \$140,815 | \$105,582 | \$151,852 | \$148,762 | \$130,465 | \$148,606 |
| Total % Chg Avg | 55% | -25% | 44% | -2% | -12% | 14% |



COMMERCIAL REPORT

Commercial
sales show a
mixed market.

Despite a commercial market heavily impacted by work-from-home and business closures, commercial sales rose in northern Berkshire County, with a modest retraction in southern Berkshire. The central commercial sales market slowed over previous rates, down 52% in the dollar volume transacted, and down 17% in the number of buildings sold. Overall, sales moved from 44 commercial properties sold in the MLS to 43, and a jump of \$6 million dollars in transaction costs.

| Annual Sales | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| North | | | | | | |
| # Sold | 6 | 8 | 10 | 9 | 10 | 13 |
| % Chg # | -33% | 33% | 25% | -10% | 11% | 30% |
| \$ Sold | \$1,175,701 | \$2,153,000 | \$2,086,500 | \$1,971,365 | \$1,609,500 | \$6,180,000 |
| % Chg \$ | -45% | 83% | -3% | -6% | -18% | 284% |
| Avg \$ | \$195,950 | \$269,125 | \$208,650 | \$219,041 | \$160,950 | \$475,385 |
| % Chg Avg | -18% | 37% | -22% | 5% | -27% | 195% |
| Central | | | | | | |
| # Sold | 14 | 19 | 15 | 13 | 12 | 10 |
| % Chg # | 100% | 36% | -21% | -13% | -8% | -17% |
| \$ Sold | \$4,514,250 | \$4,849,900 | \$5,500,000 | \$4,779,500 | \$5,714,900 | \$2,770,999 |
| % Chg \$ | 213% | 7% | 13% | -13% | 20% | -52% |
| Avg \$ | \$322,446 | \$255,258 | \$366,667 | \$367,654 | \$476,242 | \$277,100 |
| % Chg Avg | 56% | -21% | 44% | 0% | 30% | -42% |
| South | | | | | | |
| # Sold | 11 | 10 | 20 | 14 | 22 | 20 |
| % Chg # | 57% | -9% | 100% | -30% | 57% | -9% |
| \$ Sold | \$4,627,500 | \$3,037,500 | \$11,990,000 | \$6,427,035 | \$12,105,000 | \$16,290,850 |
| % Chg \$ | 46% | -34% | 295% | -46% | 88% | 35% |
| Avg \$ | \$420,682 | \$303,750 | \$599,500 | \$459,074 | \$550,227 | \$814,543 |
| % Chg Avg | -7% | -28% | 97% | -23% | 20% | 48% |
| Total # Sold | 31 | 37 | 45 | 36 | 44 | 43 |
| Total % Chg # | 35% | 19% | 22% | -20% | 22% | -2% |
| Total \$ Sold | \$10,317,451 | \$10,040,400 | \$19,576,500 | \$13,177,900 | \$19,429,400 | \$25,241,849 |
| Total % Chg \$ | 52% | -3% | 95% | -33% | 47% | 30% |
| Total Avg \$ | \$332,821 | \$271,362 | \$435,033 | \$366,053 | \$441,577 | \$587,020 |
| Total % Chg Avg | 13% | -18% | 60% | -16% | 21% | 33% |



HISTORICAL RESIDENTIAL SALES BY TOWN

| 3 rd Qtr YTD | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|-------------------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|
| Adams | | | | | | | |
| # Sold | 34 | 45 | 48 | 55 | 58 | 50 | 69 |
| % Chg # | -17% | 32% | 7% | 15% | 5% | -14% | 38% |
| \$ sold | \$4,610,900 | \$6,645,860 | \$6,818,950 | \$8,073,909 | \$8,529,033 | \$7,958,785 | \$14,641,727 |
| % Chg \$ | -6% | 44% | 3% | 18% | 6% | -7% | 84% |
| Avg \$ | \$135,615 | \$147,686 | \$142,061 | \$146,798 | \$147,052 | \$159,176 | \$212,199 |
| % Chg Avg | 13% | 9% | -4% | 3% | 0% | 8% | 33% |
| Alford | | | | | | | |
| # Sold | 7 | 5 | 5 | 5 | 12 | 16 | 7 |
| % Chg # | 0% | -29% | 0% | 0% | 140% | 33% | -56% |
| \$ sold | \$8,466,250 | \$3,629,500 | \$3,095,000 | \$2,983,000 | \$11,955,830 | \$11,639,850 | \$8,113,000 |
| % Chg \$ | -10% | -57% | -15% | -4% | 301% | -3% | -30% |
| Avg \$ | \$1,209,464 | \$725,900 | \$619,000 | \$596,600 | \$996,319 | \$727,491 | \$1,159,000 |
| % Chg Avg | -10% | -40% | -15% | -4% | 67% | -27% | 59% |
| Becket | | | | | | | |
| # Sold | 35 | 38 | 36 | 40 | 35 | 45 | 34 |
| % Chg # | -3% | 9% | -5% | 11% | -13% | 29% | -24% |
| \$ sold | \$6,553,850 | \$9,144,509 | \$8,466,900 | \$9,989,550 | \$7,677,030 | \$13,275,200 | \$11,048,449 |
| % Chg \$ | -23% | 40% | -7% | 18% | -23% | 73% | -17% |
| Avg \$ | \$187,253 | \$240,645 | \$235,192 | \$249,739 | \$219,344 | \$295,004 | \$324,954 |
| % Chg Avg | -20% | 29% | -2% | 6% | -12% | 34% | 10% |
| Cheshire | | | | | | | |
| # Sold | 23 | 14 | 23 | 19 | 13 | 17 | 31 |
| % Chg # | 109% | -39% | 64% | -17% | -32% | 31% | 82% |
| \$ sold | \$4,336,400 | \$2,863,500 | \$4,708,700 | \$4,502,800 | \$2,822,700 | \$4,182,130 | \$7,717,418 |
| % Chg \$ | 103% | -34% | 64% | -4% | -37% | 48% | 85% |
| Avg \$ | \$188,539 | \$204,536 | \$204,726 | \$236,989 | \$217,131 | \$246,008 | \$248,949 |
| % Chg Avg | -3% | 8% | 0% | 16% | -8% | 13% | 1% |
| Clarksburg | | | | | | | |
| # Sold | 7 | 16 | 11 | 8 | 5 | 12 | 11 |
| % Chg # | -13% | 129% | -31% | -27% | -38% | 140% | -8% |
| \$ sold | \$923,400 | \$2,095,300 | \$1,332,000 | \$1,257,800 | \$653,800 | \$2,315,400 | \$3,123,642 |
| % Chg \$ | -5% | 127% | -36% | -6% | -48% | 254% | 35% |
| Avg \$ | \$131,914 | \$130,956 | \$121,091 | \$157,225 | \$130,760 | \$192,950 | \$283,967 |
| % Chg Avg | 8% | -1% | -8% | 30% | -17% | 48% | 47% |

| 3 rd Qtr YTD | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Dalton | | | | | | | |
| # Sold | 45 | 60 | 52 | 49 | 59 | 56 | 56 |
| % Chg # | 7% | 33% | -13% | -6% | 20% | -5% | 0% |
| \$ sold | \$7,761,552 | \$12,512,375 | \$10,322,051 | \$10,247,395 | \$12,814,853 | \$14,242,959 | \$15,798,417 |
| % Chg \$ | -7% | 61% | -18% | -1% | 25% | 11% | 11% |
| Avg \$ | \$172,479 | \$208,540 | \$198,501 | \$209,131 | \$217,201 | \$254,339 | \$282,115 |
| % Chg Avg | -13% | 21% | -5% | 5% | 4% | 17% | 11% |
| Egremont | | | | | | | |
| # Sold | 15 | 24 | 26 | 18 | 21 | 19 | 24 |
| % Chg # | -6% | 60% | 8% | -31% | 17% | -10% | 26% |
| \$ sold | \$7,685,500 | \$14,143,404 | \$14,054,950 | \$9,755,000 | \$8,945,598 | \$13,363,500 | \$21,141,200 |
| % Chg \$ | -10% | 84% | -1% | -31% | -8% | 49% | 58% |
| Avg \$ | \$512,367 | \$589,308 | \$540,575 | \$541,944 | \$425,981 | \$703,342 | \$880,883 |
| % Chg Avg | -4% | 15% | -8% | 0% | -21% | 65% | 25% |
| Florida | | | | | | | |
| # Sold | 6 | 2 | 2 | 2 | 4 | 3 | 5 |
| % Chg # | 500% | -67% | 0% | 0% | 100% | -25% | 67% |
| \$ sold | \$612,500 | \$312,000 | \$307,000 | \$228,000 | \$393,500 | \$284,000 | \$475,000 |
| % Chg \$ | 206% | -49% | -2% | -26% | 73% | -28% | 67% |
| Avg \$ | \$102,083 | \$156,000 | \$153,500 | \$114,000 | \$98,375 | \$94,667 | \$95,000 |
| % Chg Avg | -49% | 53% | -2% | -26% | -14% | -4% | 0% |
| Great Barrington | | | | | | | |
| # Sold | 49 | 61 | 54 | 63 | 56 | 78 | 86 |
| % Chg # | 17% | 24% | -11% | 17% | -11% | 39% | 10% |
| \$ sold | \$21,182,050 | \$22,211,025 | \$21,862,900 | \$31,040,065 | \$23,620,200 | \$47,104,550 | \$57,915,047 |
| % Chg \$ | 51% | 5% | -2% | 42% | -24% | 99% | 23% |
| Avg \$ | \$432,287 | \$364,115 | \$404,869 | \$492,699 | \$421,789 | \$603,904 | \$673,431 |
| % Chg Avg | 30% | -16% | 11% | 22% | -14% | 43% | 12% |
| Hancock | | | | | | | |
| # Sold | 5 | 5 | 9 | 6 | 3 | 3 | 3 |
| % Chg # | 25% | 0% | 80% | -33% | -50% | 0% | 0% |
| \$ sold | \$1,556,500 | \$1,185,500 | \$2,599,100 | \$2,719,825 | \$692,000 | \$1,110,000 | \$1,675,000 |
| % Chg \$ | 30% | -24% | 119% | 5% | -75% | 60% | 51% |
| Avg \$ | \$311,300 | \$237,100 | \$288,789 | \$453,304 | \$230,667 | \$370,000 | \$558,333 |
| % Chg Avg | 4% | -24% | 22% | 57% | -49% | 60% | 51% |

| 3 rd Qtr YTD | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Hinsdale | | | | | | | |
| # Sold | 14 | 15 | 13 | 19 | 23 | 15 | 9 |
| % Chg # | 27% | 7% | -13% | 46% | 21% | -35% | -40% |
| \$ sold | \$3,251,200 | \$4,032,300 | \$3,299,152 | \$3,846,466 | \$6,027,300 | \$3,742,700 | \$5,285,590 |
| % Chg \$ | 44% | 24% | -18% | 17% | 57% | -38% | 41% |
| Avg \$ | \$232,229 | \$268,820 | \$253,781 | \$202,446 | \$262,057 | \$249,513 | \$587,288 |
| % Chg Avg | 14% | 16% | -6% | -20% | 29% | -5% | 135% |
| Lanesborough | | | | | | | |
| # Sold | 23 | 26 | 31 | 31 | 27 | 30 | 34 |
| % Chg # | -4% | 13% | 19% | 0% | -13% | 11% | 13% |
| \$ sold | \$5,333,260 | \$4,836,800 | \$6,649,400 | \$7,900,400 | \$6,868,601 | \$8,550,900 | \$11,220,500 |
| % Chg \$ | -4% | -9% | 37% | 19% | -13% | 24% | 31% |
| Avg \$ | \$231,881 | \$186,031 | \$214,497 | \$254,852 | \$254,393 | \$285,030 | \$330,015 |
| % Chg Avg | 0% | -20% | 15% | 19% | 0% | 12% | 16% |
| Lee | | | | | | | |
| # Sold | 32 | 34 | 40 | 35 | 38 | 58 | 42 |
| % Chg # | -9% | 6% | 18% | -13% | 9% | 53% | -28% |
| \$ sold | \$7,358,794 | \$8,030,800 | \$10,669,700 | \$10,133,550 | \$11,035,300 | \$16,676,123 | \$17,149,150 |
| % Chg \$ | -20% | 9% | 33% | -5% | 9% | 51% | 3% |
| Avg \$ | \$229,962 | \$236,200 | \$266,743 | \$289,530 | \$290,403 | \$287,519 | \$408,313 |
| % Chg Avg | -13% | 3% | 13% | 9% | 0% | -1% | 42% |
| Lenox | | | | | | | |
| # Sold | 33 | 26 | 51 | 22 | 54 | 54 | 58 |
| % Chg # | 3% | -21% | 96% | -57% | 145% | 0% | 7% |
| \$ sold | \$13,120,125 | \$10,596,750 | \$24,307,700 | \$9,478,500 | \$22,075,016 | \$30,033,250 | \$42,742,900 |
| % Chg \$ | -5% | -19% | 129% | -61% | 133% | 36% | 42% |
| Avg \$ | \$397,580 | \$407,567 | \$476,622 | \$430,841 | \$408,797 | \$556,171 | \$736,947 |
| % Chg Avg | -8% | 3% | 17% | -10% | -5% | 36% | 33% |
| Monterey | | | | | | | |
| # Sold | 10 | 20 | 9 | 19 | 8 | 24 | 19 |
| % Chg # | -23% | 100% | -55% | 111% | -58% | 200% | -21% |
| \$ sold | \$5,269,500 | \$11,652,500 | \$4,288,618 | \$9,547,023 | \$6,807,500 | \$14,403,500 | \$12,252,250 |
| % Chg \$ | -28% | 121% | -63% | 123% | -29% | 112% | -15% |
| Avg \$ | \$526,950 | \$582,625 | \$476,513 | \$502,475 | \$850,938 | \$600,146 | \$644,855 |
| % Chg Avg | -7% | 11% | -18% | 5% | 69% | -29% | 7% |

| 3 rd Qtr YTD | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|-------------------------|-------------|-------------|-------------|--------------|--------------|--------------|--------------|
| Mt Washington | | | | | | | |
| # Sold | 3 | 6 | 2 | 3 | 1 | 2 | 4 |
| % Chg # | 200% | 100% | -67% | 50% | -67% | 100% | 100% |
| \$ sold | \$525,000 | \$2,300,500 | \$982,500 | \$2,045,350 | \$642,000 | \$1,174,000 | \$3,983,300 |
| % Chg \$ | 62% | 338% | -57% | 108% | -69% | 83% | 239% |
| Avg \$ | \$175,000 | \$383,417 | \$491,250 | \$681,783 | \$642,000 | \$587,000 | \$995,825 |
| % Chg Avg | -46% | 119% | 28% | 39% | -6% | -9% | 70% |
| New Ashford | | | | | | | |
| # Sold | 1 | | 1 | 1 | 4 | | 5 |
| % Chg # | 0% | | | 0% | 300% | | |
| \$ sold | \$180,499 | | \$151,000 | \$340,000 | \$1,613,900 | | \$1,345,900 |
| % Chg \$ | -48% | | | 125% | 375% | | |
| Avg \$ | \$180,499 | | \$151,000 | \$340,000 | \$403,475 | | \$269,180 |
| % Chg Avg | -48% | | | 125% | 19% | | |
| N Marlborough | | | | | | | |
| # Sold | 21 | 16 | 17 | 22 | 16 | 32 | 17 |
| % Chg # | 62% | -24% | 6% | 29% | -27% | 100% | -47% |
| \$ sold | \$7,781,675 | \$4,391,070 | \$5,029,650 | \$9,573,750 | \$10,473,750 | \$16,210,750 | \$9,067,416 |
| % Chg \$ | 33% | -44% | 15% | 90% | 9% | 55% | -44% |
| Avg \$ | \$370,556 | \$274,442 | \$295,862 | \$435,170 | \$654,609 | \$506,586 | \$533,377 |
| % Chg Avg | -18% | -26% | 8% | 47% | 50% | -23% | 5% |
| North Adams | | | | | | | |
| # Sold | 58 | 69 | 59 | 80 | 62 | 83 | 73 |
| % Chg # | 5% | 19% | -14% | 36% | -23% | 34% | -12% |
| \$ sold | \$6,543,600 | \$7,714,101 | \$6,280,900 | \$11,601,512 | \$8,290,219 | \$11,230,512 | \$12,951,065 |
| % Chg \$ | -6% | 18% | -19% | 85% | -29% | 35% | 15% |
| Avg \$ | \$112,821 | \$111,799 | \$106,456 | \$145,019 | \$133,713 | \$135,307 | \$177,412 |
| % Chg Avg | -11% | -1% | -5% | 36% | -8% | 1% | 31% |
| Otis | | | | | | | |
| # Sold | 19 | 22 | 29 | 25 | 23 | 41 | 30 |
| % Chg # | -10% | 16% | 32% | -14% | -8% | 78% | -27% |
| \$ sold | \$6,310,300 | \$5,635,913 | \$8,242,200 | \$11,277,500 | \$9,490,500 | \$17,789,001 | \$16,144,600 |
| % Chg \$ | 9% | -11% | 46% | 37% | -16% | 87% | -9% |
| Avg \$ | \$332,121 | \$256,178 | \$284,214 | \$451,100 | \$412,630 | \$433,878 | \$538,153 |
| % Chg Avg | 21% | -23% | 11% | 59% | -9% | 5% | 24% |

| 3 rd Qtr YTD | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Peru | | | | | | | |
| # Sold | 5 | 8 | 1 | 9 | 14 | 9 | 4 |
| % Chg # | 0% | 60% | -88% | 800% | 56% | -36% | -56% |
| \$ sold | \$895,500 | \$1,937,200 | \$157,000 | \$1,779,800 | \$3,325,850 | \$2,432,400 | \$1,153,900 |
| % Chg \$ | 2% | 116% | -92% | 1034% | 87% | -27% | -53% |
| Avg \$ | \$179,100 | \$242,150 | \$157,000 | \$197,756 | \$237,561 | \$270,267 | \$288,475 |
| % Chg Avg | 2% | 35% | -35% | 26% | 20% | 14% | 7% |
| Pittsfield | | | | | | | |
| # Sold | 282 | 290 | 309 | 313 | 344 | 295 | 302 |
| % Chg # | 19% | 3% | 7% | 1% | 10% | -14% | 2% |
| \$ sold | \$49,145,261 | \$55,558,118 | \$55,659,490 | \$59,878,606 | \$69,086,308 | \$66,738,717 | \$79,417,236 |
| % Chg \$ | 19% | 13% | 0% | 8% | 15% | -3% | 19% |
| Avg \$ | \$174,274 | \$191,580 | \$180,128 | \$191,305 | \$200,832 | \$226,233 | \$262,971 |
| % Chg Avg | 0% | 10% | -6% | 6% | 5% | 13% | 16% |
| Richmond | | | | | | | |
| # Sold | 14 | 22 | 17 | 17 | 17 | 24 | 19 |
| % Chg # | 8% | 57% | -23% | 0% | 0% | 41% | -21% |
| \$ sold | \$5,395,900 | \$8,771,065 | \$6,086,500 | \$8,159,450 | \$5,997,560 | \$11,476,066 | \$12,300,330 |
| % Chg \$ | -8% | 63% | -31% | 34% | -26% | 91% | 7% |
| Avg \$ | \$385,421 | \$398,685 | \$358,029 | \$479,968 | \$352,798 | \$478,169 | \$647,386 |
| % Chg Avg | -14% | 3% | -10% | 34% | -26% | 36% | 35% |
| Sandisfield | | | | | | | |
| # Sold | 12 | 15 | 12 | 9 | 9 | 17 | 9 |
| % Chg # | 33% | 25% | -20% | -25% | 0% | 89% | -47% |
| \$ sold | \$3,442,770 | \$5,479,500 | \$5,129,000 | \$2,101,700 | \$2,815,500 | \$5,579,500 | \$4,565,800 |
| % Chg \$ | -33% | 59% | -6% | -59% | 34% | 98% | -18% |
| Avg \$ | \$286,898 | \$365,300 | \$427,417 | \$233,522 | \$312,833 | \$328,206 | \$507,311 |
| % Chg Avg | -50% | 27% | 17% | -45% | 34% | 5% | 55% |
| Savoy | | | | | | | |
| # Sold | 6 | 4 | 4 | 9 | 3 | 5 | 3 |
| % Chg # | | -33% | 0% | 125% | -67% | 67% | -40% |
| \$ sold | \$879,000 | \$626,000 | \$515,900 | \$1,853,300 | \$705,000 | \$1,290,900 | \$627,900 |
| % Chg \$ | | -29% | -18% | 259% | -62% | 83% | -51% |
| Avg \$ | \$146,500 | \$156,500 | \$128,975 | \$205,922 | \$235,000 | \$258,180 | \$209,300 |
| % Chg Avg | | 7% | -18% | 60% | 14% | 10% | -19% |

| 3 rd Qtr YTD | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Sheffield | | | | | | | |
| # Sold | 27 | 25 | 47 | 32 | 27 | 31 | 32 |
| % Chg # | 35% | -7% | 88% | -32% | -16% | 15% | 3% |
| \$ sold | \$10,005,000 | \$9,067,654 | \$17,529,500 | \$12,490,900 | \$11,363,700 | \$15,530,350 | \$21,295,200 |
| % Chg \$ | 50% | -9% | 93% | -29% | -9% | 37% | 37% |
| Avg \$ | \$370,556 | \$362,706 | \$372,968 | \$390,341 | \$420,878 | \$500,979 | \$665,475 |
| % Chg Avg | 11% | -2% | 3% | 5% | 8% | 19% | 33% |
| Stockbridge | | | | | | | |
| # Sold | 21 | 21 | 17 | 30 | 23 | 29 | 30 |
| % Chg # | -28% | 0% | -19% | 76% | -23% | 26% | 3% |
| \$ sold | \$9,431,546 | \$13,791,700 | \$8,286,900 | \$14,063,300 | \$11,804,430 | \$19,287,900 | \$32,036,500 |
| % Chg \$ | -36% | 46% | -40% | 70% | -16% | 63% | 66% |
| Avg \$ | \$449,121 | \$656,748 | \$487,465 | \$468,777 | \$513,236 | \$665,100 | \$1,067,883 |
| % Chg Avg | -11% | 46% | -26% | -4% | 9% | 30% | 61% |
| Tyringham | | | | | | | |
| # Sold | 4 | 3 | 5 | 4 | 6 | 2 | 3 |
| % Chg # | | -25% | 67% | -20% | 50% | -67% | 50% |
| \$ sold | \$2,028,000 | \$763,000 | \$4,795,000 | \$1,998,000 | \$2,247,000 | \$3,892,000 | \$1,401,000 |
| % Chg \$ | | -62% | 528% | -58% | 12% | 73% | -64% |
| Avg \$ | \$507,000 | \$254,333 | \$959,000 | \$499,500 | \$374,500 | \$1,946,000 | \$467,000 |
| % Chg Avg | | -50% | 277% | -48% | -25% | 420% | -76% |
| Washington | | | | | | | |
| # Sold | 6 | 5 | 3 | 4 | 3 | 6 | 4 |
| % Chg # | 20% | -17% | -40% | 33% | -25% | 100% | -33% |
| \$ sold | \$1,513,900 | \$1,162,950 | \$632,000 | \$1,105,000 | \$904,375 | \$1,276,926 | \$1,324,000 |
| % Chg \$ | 51% | -23% | -46% | 75% | -18% | 41% | 4% |
| Avg \$ | \$252,317 | \$232,590 | \$210,667 | \$276,250 | \$301,458 | \$212,821 | \$331,000 |
| % Chg Avg | 26% | -8% | -9% | 31% | 9% | -29% | 56% |
| W Stockbridge | | | | | | | |
| # Sold | 8 | 15 | 20 | 14 | 12 | 24 | 20 |
| % Chg # | -33% | 88% | 33% | -30% | -14% | 100% | -17% |
| \$ sold | \$2,897,000 | \$5,936,000 | \$10,002,000 | \$7,518,500 | \$7,043,100 | \$13,111,200 | \$18,612,500 |
| % Chg \$ | -49% | 105% | 68% | -25% | -6% | 86% | 42% |
| Avg \$ | \$362,125 | \$395,733 | \$500,100 | \$537,036 | \$586,925 | \$546,300 | \$930,625 |
| % Chg Avg | -24% | 9% | 26% | 7% | 9% | -7% | 70% |

| 3 rd Qtr YTD | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|-------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Williamstown | | | | | | | |
| # Sold | 54 | 39 | 39 | 49 | 44 | 56 | 54 |
| % Chg # | 86% | -28% | 0% | 26% | -10% | 27% | -4% |
| \$ sold | \$17,669,103 | \$12,610,332 | \$14,278,755 | \$20,460,081 | \$16,385,265 | \$24,432,160 | \$29,563,780 |
| % Chg \$ | 58% | -29% | 13% | 43% | -20% | 49% | 21% |
| Avg \$ | \$327,206 | \$323,342 | \$366,122 | \$417,553 | \$372,392 | \$436,289 | \$547,477 |
| % Chg Avg | -15% | -1% | 13% | 14% | -11% | 17% | 25% |
| Windsor | | | | | | | |
| # Sold | 6 | 8 | 3 | 7 | 8 | 8 | 5 |
| % Chg # | 0% | 33% | -63% | 133% | 14% | 0% | -38% |
| \$ sold | \$1,172,500 | \$1,997,400 | \$559,500 | \$1,907,800 | \$2,355,600 | \$2,276,900 | \$1,689,000 |
| % Chg \$ | 20% | 70% | -72% | 241% | 23% | -3% | -26% |
| Avg \$ | \$195,417 | \$249,675 | \$186,500 | \$272,543 | \$294,450 | \$284,613 | \$337,800 |
| % Chg Avg | 20% | 28% | -25% | 46% | 8% | -3% | 19% |
| Total # Sold | 885 | 959 | 995 | 1019 | 1032 | 1144 | 1102 |
| Total % Chg # | 14% | 8% | 4% | 2% | 1% | 11% | -4% |
| Total \$ sold | \$223,838,334 | \$251,634,625 | \$267,099,916 | \$289,857,831 | \$295,462,318 | \$402,612,129 | \$477,778,718 |
| Total % Chg \$ | 7% | 12% | 6% | 9% | 2% | 36% | 19% |
| Total Avg \$ | \$252,925 | \$262,393 | \$268,442 | \$284,453 | \$286,301 | \$351,934 | \$433,556 |
| Total % Chg Avg | -6% | 4% | 2% | 6% | 1% | 23% | 23% |



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.

Phone: (413) 442-8049 | 99 West St, Suite 200, Pittsfield, MA 01201 | AtHomeInTheBerkshires.com | BerkshireRealtors.net
 © Berkshire County Board of REALTORS Multiple Listing Service, Inc. (MLS)