



2021 Year End *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.

**Change in number of sales
in 2021 compared to 2020**

Residential	- 10%
Multi-Family	+ 45%
Condominium	+ 12%
Commercial	+ 11%
Land/Lots	+ 58%
Overall Market	+ 2%

2021 Year End Market Watch

January – December Sales Comparison

As we reflect on 2021 real estate sales data, reports show a steady sales pace into 2021 even from the peak of pandemic buying. It is significant to note that while the fever for home purchases may have slowed in 2021, buyer demand still far outweighs residential inventory. The lack of homes for sale added pressure to the market, and this pressure is not expected to let up in 2022. The total number of all real estate transactions topped 2,375 in 2021, up from 2,337 in 2020. While residential sales fell 10%, all other property types reported double digit gains. With a total market volume now exceeding \$883 million dollars transacted in 2021, real estate remains a vital part of the Berkshire economy.

Northern Berkshire: 459 sales, ↑ up 9% from 423.
Central Berkshire: 995 sales, ↑ up 5% from 944
Southern Berkshire: 921 sales, ↓ down 5% from 970

HISTORICAL BERSKIRE COUNTY ALL ANNUAL REAL ESTATE SALES



Sales were strong in all parts of the Berkshires in 2021, but the lack of inventory stalled sales momentum in the residential marketplace. Despite a decrease in the number of single-family homes sold in 2021, the dollar volume continued an upward trajectory with the largest jump in the central region, specifically Pittsfield's \$16 million dollar increase over last year.

	2020		2021	
	\$ Sold	# Sold	\$ Sold	# Sold
All Sales				
North	423	\$97,522,795	459	\$114,696,247
Central	944	\$227,886,028	995	\$264,560,305
South	970	\$468,944,213	921	\$504,176,225
Total	2337	\$794,353,035	2375	\$883,432,778
2021 \$ volume up 11% # sold up 2%				

Jan-Dec YTD	2015	2016	2017	2018	2019	2020	2021
Residential	\$310,150,220	\$340,319,303	\$384,272,675	\$388,088,384	\$408,298,972	\$655,049,514	\$682,708,280
Condo	\$32,659,300	\$23,586,250	\$33,684,522	\$55,174,675	\$48,900,900	\$68,388,496	\$74,726,792
Multi-Family	\$13,738,980	\$14,182,810	\$20,605,020	\$20,052,185	\$25,653,783	\$25,848,775	\$45,273,940
Commercial	\$7,523,400	\$15,751,951	\$13,380,900	\$25,301,150	\$15,451,900	\$21,936,900	\$36,479,349
Land	\$9,595,178	\$16,674,452	\$14,160,150	\$16,733,450	\$13,139,150	\$23,129,350	\$44,244,417
Grand Total	\$373,667,078	\$410,514,766	\$466,103,267	\$505,349,844	\$511,444,705	\$794,353,035	\$883,432,778

Hot Berkshire Residential Markets: 2021 Sales

Residential sales volume rose 60% in 2020, 4% overall in 2021.

Residential	\$ of Homes Sold			# of Homes Sold		
	2020	2021	Chg	2020	2021	Chg
Berkshire - North	\$80,142,604	\$80,156,407	0%	324	293	-10%
▲ Adams	\$12,515,937	\$18,471,227	48%	76	87	14%
Clarksburg	\$3,119,300	\$3,760,142	21%	16	14	-13%
▲ Florida	\$1,279,000	\$1,438,000	12%	5	8	60%
▲ New Ashford	\$360,000	\$1,345,900	274%	1	5	400%
North Adams	\$18,252,342	\$19,722,624	8%	127	107	-16%
Savoy	\$2,202,900	\$856,900	-61%	9	4	-56%
Williamstown	\$42,413,125	\$34,561,614	-19%	90	68	-24%
Berkshire - Central	\$183,068,759	\$207,613,670	13%	700	687	-2%
▲ Cheshire	\$5,883,630	\$12,728,530	116%	22	44	100%
Dalton	\$21,750,359	\$21,864,417	1%	85	75	-12%
▲ Hancock	\$1,610,000	\$2,470,158	53%	4	5	25%
Hinsdale	\$8,699,701	\$7,549,590	-13%	28	17	-39%
▲ Lanesborough	\$12,098,000	\$16,432,000	36%	43	48	12%
Peru	\$4,216,400	\$2,365,800	-44%	14	8	-43%
▲ Pittsfield	\$103,770,877	\$119,719,245	15%	447	449	0%
Richmond	\$20,882,966	\$20,454,930	-2%	40	30	-25%
Washington	\$1,276,926	\$1,964,000	54%	6	5	-17%
Windsor	\$2,879,900	\$2,065,000	-28%	11	6	-45%
Berkshire - South	\$391,838,152	\$394,938,202	1%	721	590	-18%
Alford	\$14,779,850	\$14,298,500	-3%	20	10	-50%
Becket	\$21,909,151	\$16,427,449	-25%	72	49	-32%
Egremont	\$34,694,500	\$29,573,850	-15%	38	33	-13%
Great Barrington	\$73,041,013	\$73,711,047	1%	122	113	-7%
Lee	\$22,245,671	\$26,924,550	21%	76	67	-12%
Lenox	\$45,060,450	\$53,798,635	19%	80	79	-1%
Monterey	\$23,351,000	\$23,844,555	2%	37	26	-30%
▲ Mt Washington	\$1,674,000	\$4,398,300	163%	3	5	67%
New Marlborough	\$23,586,750	\$17,639,316	-25%	42	28	-33%
Otis	\$27,336,316	\$22,680,100	-17%	60	43	-28%
Sandisfield	\$8,593,500	\$7,784,500	-9%	26	16	-38%
Sheffield	\$25,330,350	\$32,061,200	27%	51	47	-8%
Stockbridge	\$39,184,900	\$46,138,200	18%	51	44	-14%
Tyringham	\$7,712,000	\$2,551,000	-67%	6	4	-33%
West Stockbridge	\$23,338,700	\$23,107,000	-1%	37	26	-30%
Grand Total	\$655,049,514	\$682,708,280	4%	1745	1570	-10%

Strongest Markets in the County

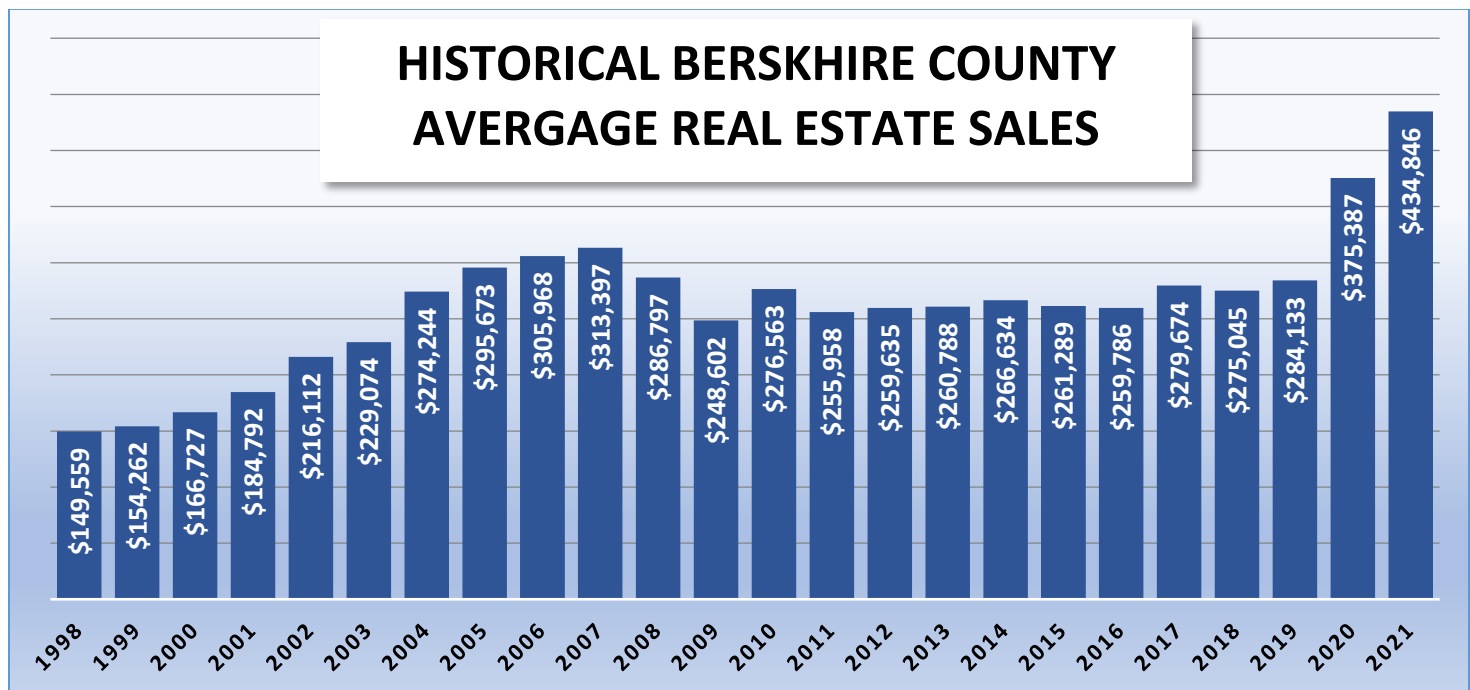
Overall, this was an unusual year with only a handful of towns reporting increases in both the total number of single-family homes sold in 2021 and an increase in the dollar volume transacted.

While many towns reported all time high dollar volume, many saw the number of sales fall. This is attributed to a constant high buyer demand coupled with a lack of inventory in the popular price ranges.

Pittsfield remains the largest residential sales city, followed by the town of Great Barrington and then North Adams.

Home Sale Appreciation Overview

Countywide, the average sale price in 2021 rose, which was an all-time high recorded since tracking began in 1996.



	2020	2021	% Chg
Berkshire - North	\$247,354	\$273,571	0%
Adams	\$164,683	\$212,313	48%
Clarksburg	\$194,956	\$268,582	21%
Florida	\$255,800	\$179,750	12%
New Ashford	\$360,000	\$269,180	274%
North Adams	\$143,719	\$184,324	8%
Savoy	\$244,767	\$214,225	-61%
Williamstown	\$471,257	\$508,259	-19%
Berkshire - Central	\$261,527	\$302,203	13%
Cheshire	\$267,438	\$289,285	116%
Dalton	\$255,887	\$291,526	1%
Hancock	\$402,500	\$494,032	53%
Hinsdale	\$310,704	\$444,094	-13%
Lanesborough	\$281,349	\$342,333	36%
Peru	\$301,171	\$295,725	-44%
Pittsfield	\$232,150	\$266,635	15%
Richmond	\$522,074	\$681,831	-2%
Washington	\$212,821	\$392,800	54%
Windsor	\$261,809	\$344,167	-28%

	2020	2021	% Chg
Berkshire - South	\$543,465	\$669,387	1%
Alford	\$738,993	\$1,429,850	-3%
Becket	\$304,294	\$335,254	-25%
Egremont	\$913,013	\$896,177	-15%
Gt Barrington	\$598,697	\$652,310	1%
Lee	\$292,706	\$401,859	21%
Lenox	\$563,256	\$680,995	19%
Monterey	\$631,108	\$917,098	2%
Mt Washington	\$558,000	\$879,660	163%
N Marlborough	\$561,589	\$629,976	-25%
Otis	\$455,605	\$527,444	-17%
Sandisfield	\$330,519	\$486,531	-9%
Sheffield	\$496,674	\$682,153	27%
Stockbridge	\$768,331	\$1,048,595	18%
Tyringham	\$1,285,333	\$637,750	-67%
W Stockbridge	\$630,776	\$888,731	-1%

Residential Average Sale Prices

**Sales
Strong!**

OVERALL SALES BY REGION

Residential, Condo, Multi, Commercial, and Land

Overall, pre-pandemic sales were lower than the demand-driven sales jump we encountered in 2020 and 2021. Due to a lack of inventory of residential homes on the market, sales of single family homes fell in all regions during 2021. That market retraction boosted sales in multifamily, condo and land, as the buyer demand for finding home in the Berkshires is at an all time high. The dollar volume of annual sales of real estate in Berkshire county has doubled since 2016, now exceeding \$883 million dollars annually.

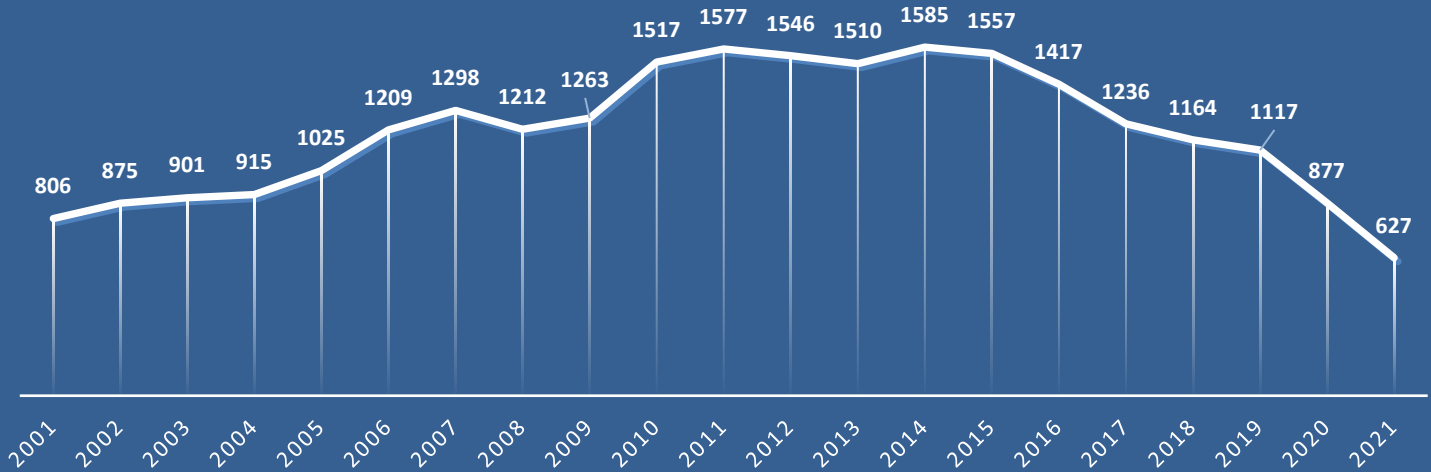
	2016	2017	2018	2019	2020	2021
Berkshire - North						
# Sold	329	362	384	362	423	459
% chg # Sold	8%	10%	6%	-6%	17%	9%
\$ Sold	\$52,010,146	\$59,108,843	\$70,770,394	\$64,915,209	\$97,522,795	\$114,696,247
% chg \$	-3%	14%	20%	-8%	50%	18%
Avg Price	\$158,086	\$163,284	\$184,298	\$179,324	\$230,550	\$249,883
% chg Avg	-10%	3%	13%	-3%	29%	8%
Berkshire - Central						
# Sold	785	829	869	926	944	995
% chg # Sold	12%	6%	5%	7%	2%	5%
\$ Sold	\$154,044,816	\$156,494,270	\$181,050,445	\$199,485,902	\$227,886,028	\$264,560,305
% chg \$	22%	2%	16%	10%	14%	16%
Avg Price	\$196,235	\$188,775	\$208,343	\$215,428	\$241,405	\$265,890
% chg Avg	9%	-4%	10%	3%	12%	10%
Berkshire - South						
# Sold	578	642	644	646	970	921
% chg # Sold	7%	11%	0%	0%	50%	-5%
\$ Sold	\$204,459,804	\$250,500,154	\$253,529,005	\$247,043,594	\$468,944,213	\$504,176,225
% chg \$	6%	23%	1%	-3%	90%	8%
Avg Price	\$353,737	\$390,187	\$393,679	\$382,420	\$483,448	\$547,423
% chg Avg	-1%	10%	1%	-3%	26%	13%
Total # Sold	1692	1833	1897	1934	2337	2375
Total % chg # Sold	9%	8%	3%	2%	21%	2%
Total \$ Sold	\$410,514,766	\$466,103,267	\$505,349,844	\$511,444,705	\$794,353,035	\$883,432,778
Total % chg \$	10%	14%	8%	1%	55%	11%
Total Avg Price	\$242,621	\$254,284	\$266,394	\$264,449	\$339,903	\$371,972
Total % chg Avg	1%	5%	5%	-1%	29%	9%

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. A balanced market in our area is typically 7 months of inventory.

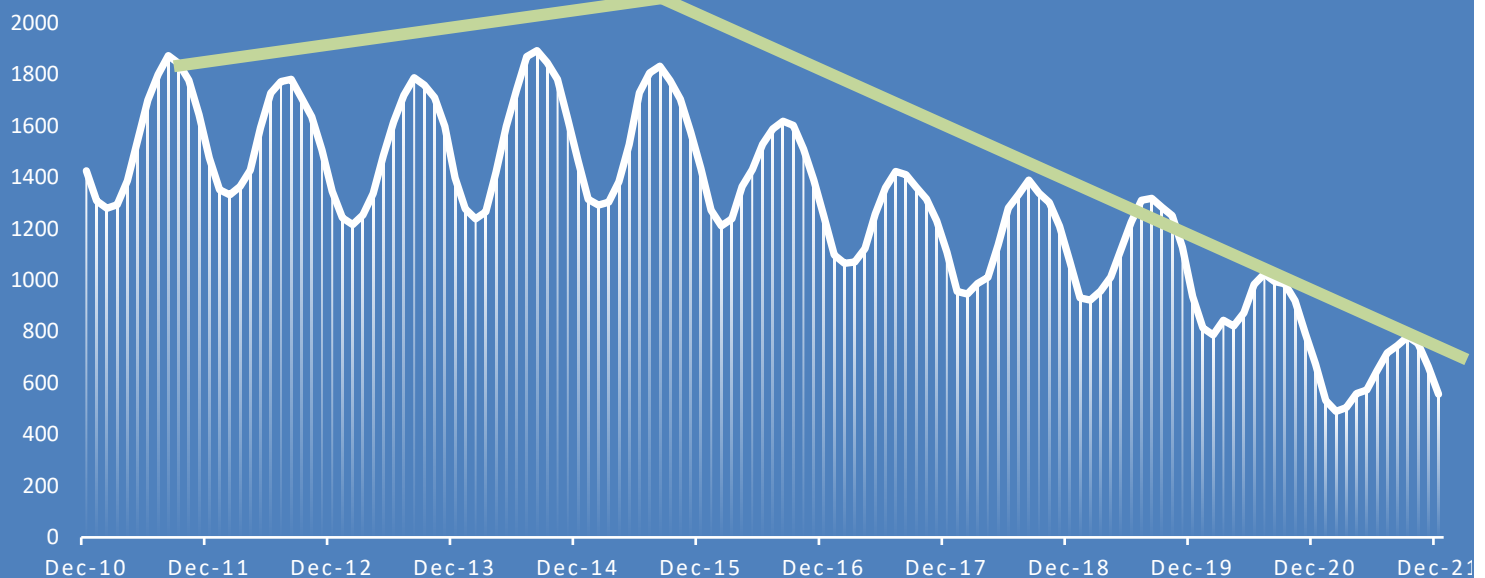
2021	North				Central				South			
Price Class	Sold YTD	Active	Pending	Months of Absorption	Sold YTD	Active	Pending	Months of Absorption	Sold YTD	Active	Pending	Months of Absorption
\$0-\$99K	25	4	2	2	26	2	0	1	2	2	0	1
\$100K-\$149K	35	8	4	3	44	4	5	1	11	2	0	2
\$150K-\$199K	60	8	11	2	117	9	17	1	19	1	2	1
\$200K-\$249K	66	2	4	0	155	11	13	1	14	1	3	1
\$250K-\$299K	32	5	4	2	104	9	13	1	47	8	2	2
\$300K-\$349K	22	3	3	2	63	4	5	1	45	8	3	2
\$350K-\$399K	15	1	1	1	46	3	5	1	65	15	5	3
\$400K-\$449K	5	2	1	5	39	3	2	1	44	9	2	2
\$450K-\$499K	4	0	1	0	21	0	2	0	30	13	4	5
\$500K-\$749K	21	4	4	2	52	8	6	2	158	28	12	2
\$750K-\$999K	1	1	0	1	10	1	3	1	72	10	5	2
\$1M-\$1.99M	5	0	1	0	10	4	1	5	55	20	3	4
\$2M-\$2.99M	2	1	0	6	0	1	0	—	11	9	0	10
\$3M+	0	0	0	—	0	2	0	—	11	12	1	13
2021	293	39	36	1.6	687	61	72	1	584	138	42	2.7
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	\$229,000	\$199,900	\$196,900		\$254,900	\$274,900	\$724,000		\$510,000	\$565,000	\$699,000	
2020	\$180,000	\$235,000	\$200,000		\$219,900	\$279,900	\$265,000		\$420,000	\$669,000	\$875,000	
2019	\$153,000	\$169,900	\$209,900		\$192,000	\$294,900	\$319,000		\$338,500	\$495,000	\$788,888	

20 YEAR LOOK AT AVERAGE ANNUAL INVENTORY OF RESIDENTIAL HOMES FOR SALE IN THE BERKSHIRES



After 7 years of falling inventory, the average number of Berkshire County residential homes on the market reached a 20-year low in 2021. You can note a blip when the pandemic hit and our market briefly stalled in 2020, yet sales quickly rebounded, and falling inventory levels accelerated when demand surged. Home purchase demand remains high, and our continued sales pace for 2022 remains dependent on having enough inventory to satisfy buyer demand, within the seasonal spikes.

10 YEAR LOOK AT SEASONAL FLUCUATIONS IN INVENTORY



RESIDENTIAL REPORT

**The number
of residential
sales fell 10%,
dollar volume
rose 4%**

The number of single-family residential homes sold in 2021 fell by 10% in Berkshire County. The dollar volume rose 4%, with \$683 million dollars in 1,570 Berkshire County home sales. While sales slowed in all regions of the Berkshires, the lack of inventory in popular price ranges was the prevailing cause. Buyer demand still remains high and properly priced homes sell quickly. Average selling prices continue to climb as a reflection of this market dynamic.

	2016	2017	2018	2019	2020	2021
Berkshire - North						
# Sold	235	241	276	257	324	293
% chg # Sold	5%	3%	15%	-7%	26%	-10%
\$ Sold	\$40,903,643	\$44,919,472	\$55,971,509	\$50,936,491	\$80,142,604	\$80,156,407
% chg \$	-6%	10%	25%	-9%	57%	0%
Avg Price	\$174,058	\$186,388	\$202,795	\$198,196	\$247,354	\$273,571
% chg Avg	-11%	7%	9%	-2%	25%	11%
Berkshire - Central						
# Sold	627	629	669	704	700	687
% chg # Sold	11%	0%	6%	5%	-1%	-2%
\$ Sold	\$131,095,706	\$124,332,518	\$145,134,595	\$157,017,972	\$183,068,759	\$207,613,670
% chg \$	22%	-5%	17%	8%	17%	13%
Avg Price	\$209,084	\$197,667	\$216,943	\$223,037	\$261,527	\$302,203
% chg Avg	9%	-5%	10%	3%	17%	16%
Berkshire - South						
# Sold	448	504	466	476	721	590
% chg # Sold	12%	13%	-8%	2%	51%	-18%
\$ Sold	\$168,319,954	\$215,020,685	\$186,982,280	\$200,344,509	\$391,838,152	\$394,938,202
% chg \$	6%	28%	-13%	7%	96%	1%
Avg Price	\$375,714	\$426,628	\$401,250	\$420,892	\$543,465	\$669,387
% chg Avg	-5%	14%	-6%	5%	29%	23%
Total # Sold	1310	1374	1411	1437	1745	1570
Total % chg # Sold	10%	5%	3%	2%	21%	-10%
Total \$ Sold	\$340,319,303	\$384,272,675	\$388,088,384	\$408,298,972	\$655,049,514	\$682,708,280
Total % chg \$	10%	13%	1%	5%	60%	4%
Total Avg Price	\$259,786	\$279,674	\$275,045	\$284,133	\$375,387	\$434,846
Total % chg Avg	-1%	8%	-2%	3%	32%	16%

CONDOMINIUM REPORT

Condominium sales continue upward trends and sales continue to grow in this sector depended on the availability of condo units. Average sale price of condos now tops \$369,935 countywide a slight retraction from last year. Condo prices are significantly higher in southern Berkshire with recent condo conversions leading the way. This is an affordable market alternative for price ranges that lack available inventory.

**The number of
condo sales
rose 12%, dollar
volume up 9%**

	2016	2017	2018	2019	2020	2021
Berkshire - North						
# Sold	20	20	21	23	19	20
% chg # Sold	43%	0%	5%	10%	-17%	5%
\$ Sold	\$2,761,300	\$3,161,470	\$4,092,400	\$4,587,150	\$7,558,400	\$5,273,050
% chg \$	-1%	14%	29%	12%	65%	-30%
Avg Price	\$138,065	\$158,074	\$194,876	\$199,441	\$397,811	\$263,653
% chg Avg	-31%	14%	23%	2%	99%	-34%
Berkshire - Central						
# Sold	38	54	59	82	76	91
% chg # Sold	0%	42%	9%	39%	-7%	20%
\$ Sold	\$7,648,750	\$12,217,027	\$15,522,450	\$18,698,150	\$19,247,035	\$20,632,786
% chg \$	6%	60%	27%	20%	3%	7%
Avg Price	\$201,283	\$226,241	\$263,092	\$228,026	\$253,250	\$226,734
% chg Avg	6%	12%	16%	-13%	11%	-10%
Berkshire - South						
# Sold	49	57	68	71	85	91
% chg # Sold	-33%	16%	19%	4%	20%	7%
\$ Sold	\$13,176,200	\$18,306,025	\$35,559,825	\$25,615,600	\$41,583,061	\$48,820,956
% chg \$	-42%	39%	94%	-28%	62%	17%
Avg Price	\$268,902	\$321,158	\$522,939	\$360,783	\$489,212	\$536,494
% chg Avg	-13%	19%	63%	-31%	36%	10%
Total # Sold	107	131	148	176	180	202
Total % chg # Sold	-14%	22%	13%	19%	2%	12%
Total \$ Sold	\$23,586,250	\$33,684,522	\$55,174,675	\$48,900,900	\$68,388,496	\$74,726,792
Total % chg \$	-28%	43%	64%	-11%	40%	9%
Total Avg Price	\$220,432	\$257,134	\$372,802	\$277,846	\$379,936	\$369,935
Total % chg Avg	-16%	17%	45%	-25%	37%	-3%

MULTI-FAMILY REPORT

**Multifamily
sales soar in all
regions, double
digit with
increases**

Overall, the multifamily sales soared this year, and are reflecting the highest sales rates in our history. Each region reported strong multifamily sales, with inventory and availability driving the market. As the market expands, this helps fill a void left by a lack of inventory in the single-family residential market. In looking specifically at northern and central Berkshire, multi-family units are affordability priced and an accessible option for many.

	2016	2017	2018	2019	2020	2021
Berkshire - North						
# Sold	42	72	55	64	53	71
% chg # Sold	27%	71%	-24%	16%	-17%	34%
\$ Sold	\$3,893,200	\$7,135,501	\$5,044,985	\$6,301,703	\$7,127,391	\$10,639,590
% chg \$	32%	83%	-29%	25%	13%	49%
Avg Price	\$92,695	\$99,104	\$91,727	\$98,464	\$134,479	\$149,853
% chg Avg	3%	7%	-7%	7%	37%	11%
Berkshire - Central						
# Sold	75	97	85	102	95	145
% chg # Sold	19%	29%	-12%	20%	-7%	53%
\$ Sold	\$7,508,710	\$11,189,975	\$9,947,600	\$15,573,480	\$13,809,884	\$26,043,450
% chg \$	-1%	49%	-11%	57%	-11%	89%
Avg Price	\$100,116	\$115,361	\$117,031	\$152,681	\$145,367	\$179,610
% chg Avg	-17%	15%	1%	30%	-5%	24%
Berkshire - South						
# Sold	10	8	22	12	17	23
% chg # Sold	-17%	-20%	175%	-45%	42%	35%
\$ Sold	\$2,780,900	\$2,279,544	\$5,059,600	\$3,778,600	\$4,911,500	\$8,590,900
% chg \$	-13%	-18%	122%	-25%	30%	75%
Avg Price	\$278,090	\$284,943	\$229,982	\$314,883	\$288,912	\$373,517
% chg Avg	5%	2%	-19%	37%	-8%	29%
Total # Sold	127	177	162	178	165	239
Total % chg # Sold	18%	39%	-8%	10%	-7%	45%
Total \$ Sold	\$14,182,810	\$20,605,020	\$20,052,185	\$25,653,783	\$25,848,775	\$45,273,940
Total % chg \$	3%	45%	-3%	28%	1%	75%
Total Avg Price	\$111,676	\$116,413	\$123,779	\$144,122	\$156,659	\$189,431
Total % chg Avg	-12%	4%	6%	16%	9%	21%



LAND REPORT

Hold on to your hats, northern Berkshire, land sales jumped a staggering 244% in 2021 compared to 2020. With only 5 land lots transacted in 2009 in north county, the jump to 55 transacted in 2021 is an immense change. With building costs an 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 lack of inventory of existing homes. As of this report, we had 300 parcels listed for sale compared to 348 listings of dwellings (residential, condo, multi) combined.

**Land sales
climb, huge
surge in
northern
Berkshire**

	2016	2017	2018	2019	2020	2021
Berkshire - North						
# Sold	21	20	19	5	16	55
% chg # Sold	-9%	-5%	-5%	-74%	220%	244%
\$ Sold	\$2,559,302	\$1,531,900	\$2,951,000	\$403,500	\$864,900	\$7,189,700
% chg \$	28%	-40%	93%	-86%	114%	731%
Avg Price	\$121,872	\$76,595	\$155,316	\$80,700	\$54,056	\$130,722
% chg Avg	40%	-37%	103%	-48%	-33%	142%
Berkshire - Central						
# Sold	29	28	34	22	54	58
% chg # Sold	0%	-3%	21%	-35%	145%	7%
\$ Sold	\$2,882,400	\$3,316,850	\$3,609,900	\$2,426,800	\$5,085,950	\$6,789,400
% chg \$	47%	15%	9%	-33%	110%	33%
Avg Price	\$99,393	\$118,459	\$106,174	\$110,309	\$94,184	\$117,059
% chg Avg	47%	19%	-10%	4%	-15%	24%
Berkshire - South						
# Sold	51	59	62	71	121	189
% chg # Sold	9%	16%	5%	15%	70%	56%
\$ Sold	\$11,232,750	\$9,311,400	\$10,172,550	\$10,308,850	\$17,178,500	\$30,265,317
% chg \$	99%	-17%	9%	1%	67%	76%
Avg Price	\$220,250	\$157,820	\$164,073	\$145,195	\$141,971	\$160,134
% chg Avg	84%	-28%	4%	-12%	-2%	13%
Total # Sold	101	107	115	98	191	302
Total % chg # Sold	2%	6%	7%	-15%	95%	58%
Total \$ Sold	\$16,674,452	\$14,160,150	\$16,733,450	\$13,139,150	\$23,129,350	\$44,244,417
Total % chg \$	74%	-15%	18%	-21%	76%	91%
Total Avg Price	\$165,094	\$132,338	\$145,508	\$134,073	\$121,096	\$146,505
Total % chg Avg	70%	-20%	10%	-8%	-10%	21%

COMMERCIAL REPORT

**Commercial
sales show
significant jump
in all but
central.**

Despite a commercial market heavily impacted by work-from-home and business closures, commercial sales rose in all parts of the region except for central Berkshire County. South County commercial sales were especially robust the past two years and northern Berkshire dollar volume is soaring.

	2016	2017	2018	2019	2020	2021
Berkshire - North						
# Sold	11	9	13	13	11	20
% chg # Sold	0%	-18%	44%	0%	-15%	82%
\$ Sold	\$1,892,701	\$2,360,500	\$2,710,500	\$2,686,365	\$1,829,500	\$11,437,500
% chg \$	-19%	25%	15%	-1%	-32%	525%
Avg Price	\$172,064	\$262,278	\$208,500	\$206,643	\$166,318	\$571,875
% chg Avg	-19%	52%	-21%	-1%	-20%	244%
Berkshire - Central						
# Sold	16	21	22	16	19	14
% chg # Sold	45%	31%	5%	-27%	19%	-26%
\$ Sold	\$4,909,250	\$5,437,900	\$6,835,900	\$5,769,500	\$6,674,400	\$3,480,999
% chg \$	146%	11%	26%	-16%	16%	-48%
Avg Price	\$306,828	\$258,948	\$310,723	\$360,594	\$351,284	\$248,643
% chg Avg	69%	-16%	20%	16%	-3%	-29%
Berkshire - South						
# Sold	20	14	26	16	26	28
% chg # Sold	186%	-30%	86%	-38%	63%	8%
\$ Sold	\$8,950,000	\$5,582,500	\$15,754,750	\$6,996,035	\$13,433,000	\$21,560,850
% chg \$	182%	-38%	182%	-56%	92%	61%
Avg Price	\$447,500	\$398,750	\$605,952	\$437,252	\$516,654	\$770,030
% chg Avg	-1%	-11%	52%	-28%	18%	49%
Total # Sold	47	44	61	45	56	62
Total % chg # Sold	62%	-6%	39%	-26%	24%	11%
Total \$ Sold	\$15,751,951	\$13,380,900	\$25,301,150	\$15,451,900	\$21,936,900	\$36,479,349
Total % chg \$	109%	-15%	89%	-39%	42%	66%
Total Avg Price	\$335,148	\$304,111	\$414,773	\$343,376	\$391,730	\$588,377
Total % chg Avg	29%	-9%	36%	-17%	14%	50%



2021 NORTH BERKSHIRE SALES

Annual Real Estate Sales Summary: Overall, Northern Berkshire real estate sales rose, with inventory issues slowing residential sales and multifamily, and condo sales booming as a result. They also reported significant gains in commercial sales. The Multifamily and land markets reported double digit increases over last year. Low inventory in the residential market continues to be an issue in satisfying current buyer demand, resulting in quicker sales (31 days faster than 2020) and pressure on alternative home options.

Average Days
on the Market

102

459
total sales
up from 423

Res & Land Strong

95%
List-to-Sell Ratio
from original list
price.

\$115 M
sales up
from \$98M

Largest Price Range
\$150-\$249 K
Sales
\$100-\$199K
Inventory

1
months'
supply

**39 homes for
sale compared
to 50 last year**

\$229,000
median sale price
\$199,900
median list price

2.95 %

↓ from 3.11%
avg 30 yr Fixed
MtgRate in '20

36
sales
pending

76%

cooperation
rates rose 7%



Residential Sales Volume \$80M, same as 2020
Residential # Units Sold 293, down 10%



Multi-family Sales Volume: \$10.6 M up 49%
Multi-family # Units Sold: 71, up 34% from 53



Condo Volume: \$5.3 M, down 30% from 7.6 M
Condo # Units Sold: 20, up from 19



Land Sales Volume: \$7.1M, up from \$870K
Land # Units Sold: 55 up from 16 by 244%



Commercial Volume: \$11.4M, up from \$1.8M
Commercial # Units Sold: 20, up from 11

Residential	2015	2016	2017	2018	2019	2020	2021
# Sales	223	235	241	276	257	324	293
\$ Sales	\$43,578,167	\$40,903,643	\$44,919,472	\$55,971,509	\$50,936,491	\$80,142,604	\$80,156,407

NORTH COUNTY REAL ESTATE SALES

Annual Sales	2016	2017	2018	2019	2020	2021
Residential						
# Sold	235	241	276	257	324	293
% chg # Sold	5%	3%	15%	-7%	26%	-10%
\$ Sold	\$40,903,643	\$44,919,472	\$55,971,509	\$50,936,491	\$80,142,604	\$80,156,407
% chg \$	-6%	10%	25%	-9%	57%	0%
Avg Price	\$174,058	\$186,388	\$202,795	\$198,196	\$247,354	\$273,571
% chg Avg	-11%	7%	9%	-2%	25%	11%
MultiFamily						
# Sold	42	72	55	64	53	71
% chg # Sold	27%	71%	-24%	16%	-17%	34%
\$ Sold	\$3,893,200	\$7,135,501	\$5,044,985	\$6,301,703	\$7,127,391	\$10,639,590
% chg \$	32%	83%	-29%	25%	13%	49%
Avg Price	\$92,695	\$99,104	\$91,727	\$98,464	\$134,479	\$149,853
% chg Avg	3%	7%	-7%	7%	37%	11%
Condominium						
# Sold	20	20	21	23	19	20
% chg # Sold	43%	0%	5%	10%	-17%	5%
\$ Sold	\$2,761,300	\$3,161,470	\$4,092,400	\$4,587,150	\$7,558,400	\$5,273,050
% chg \$	-1%	14%	29%	12%	65%	-30%
Avg Price	\$138,065	\$158,074	\$194,876	\$199,441	\$397,811	\$263,653
% chg Avg	-31%	14%	23%	2%	99%	-34%
Land						
# Sold	21	20	19	5	16	55
% chg # Sold	-9%	-5%	-5%	-74%	220%	244%
\$ Sold	\$2,559,302	\$1,531,900	\$2,951,000	\$403,500	\$864,900	\$7,189,700
% chg \$	28%	-40%	93%	-86%	114%	731%
Avg Price	\$121,872	\$76,595	\$155,316	\$80,700	\$54,056	\$130,722
% chg Avg	40%	-37%	103%	-48%	-33%	142%
Commercial						
# Sold	11	9	13	13	11	20
% chg # Sold	0%	-18%	44%	0%	-15%	82%
\$ Sold	\$1,892,701	\$2,360,500	\$2,710,500	\$2,686,365	\$1,829,500	\$11,437,500
% chg \$	-19%	25%	15%	-1%	-32%	525%
Avg Price	\$172,064	\$262,278	\$208,500	\$206,643	\$166,318	\$571,875
% chg Avg	-19%	52%	-21%	-1%	-20%	244%

RESIDENTIAL TOWN SALES: NORTH

Annual Sales	2016	2017	2018	2019	2020	2021
Adams						
# Sold	59	64	78	84	76	87
% chg # Sold	18%	8%	22%	8%	-10%	14%
\$ Sold	\$8,671,610	\$8,581,300	\$11,061,517	\$12,492,033	\$12,515,937	\$18,471,227
% chg \$	32%	-1%	29%	13%	0%	48%
Avg Price	\$146,976	\$134,083	\$141,814	\$148,715	\$164,683	\$212,313
% chg Avg	12%	-9%	6%	5%	11%	29%
Clarksburg						
# Sold	23	19	14	9	16	14
% chg # Sold	92%	-17%	-26%	-36%	78%	-13%
\$ Sold	\$3,337,700	\$2,776,300	\$2,234,700	\$1,172,800	\$3,119,300	\$3,760,142
% chg \$	85%	-17%	-20%	-48%	166%	21%
Avg Price	\$145,117	\$146,121	\$159,621	\$130,311	\$194,956	\$268,582
% chg Avg	-4%	1%	9%	-18%	50%	38%
Florida						
# Sold	4	4	5	10	5	8
% chg # Sold	-50%	0%	25%	100%	-50%	60%
\$ Sold	\$627,000	\$722,000	\$407,950	\$1,157,500	\$1,279,000	\$1,438,000
% chg \$	-32%	15%	-43%	184%	10%	12%
Avg Price	\$156,750	\$180,500	\$81,590	\$115,750	\$255,800	\$179,750
% chg Avg	35%	15%	-55%	42%	121%	-30%
New Ashford						
# Sold		2	1	4	1	5
% chg # Sold			-50%	300%	-75%	400%
\$ Sold		\$498,500	\$340,000	\$1,613,900	\$360,000	\$1,345,900
% chg \$			-32%	375%	-78%	274%
Avg Price		\$249,250	\$340,000	\$403,475	\$360,000	\$269,180
% chg Avg			36%	19%	-11%	-25%
North Adams						
# Sold	93	87	98	90	127	107
% chg # Sold	24%	-6%	13%	-8%	41%	-16%
\$ Sold	\$10,670,401	\$10,386,300	\$13,491,262	\$12,304,976	\$18,252,342	\$19,722,624
% chg \$	26%	-3%	30%	-9%	48%	8%
Avg Price	\$114,735	\$119,383	\$137,666	\$136,722	\$143,719	\$184,324
% chg Avg	2%	4%	15%	-1%	5%	28%

RESIDENTIAL TOWN SALES: NORTH

Annual Sales	2016	2017	2018	2019	2020	2021
Savoy						
# Sold	5	6	11	4	9	4
% chg # Sold	-17%	20%	83%	-64%	125%	-56%
\$ Sold	\$677,100	\$644,800	\$2,323,200	\$918,000	\$2,202,900	\$856,900
% chg \$	-23%	-5%	260%	-60%	140%	-61%
Avg Price	\$135,420	\$107,467	\$211,200	\$229,500	\$244,767	\$214,225
% chg Avg	-8%	-21%	97%	9%	7%	-12%
Williamstown						
# Sold	51	59	69	56	90	68
% chg # Sold	-28%	16%	17%	-19%	61%	-24%
\$ Sold	\$16,919,832	\$21,310,272	\$26,112,881	\$21,277,282	\$42,413,125	\$34,561,614
% chg \$	-32%	26%	23%	-19%	99%	-19%
Avg Price	\$331,761	\$361,191	\$378,448	\$379,951	\$471,257	\$508,259
% chg Avg	-5%	9%	5%	0%	24%	8%
Total # Sold	235	241	276	257	324	293
Total % chg # Sold	5%	3%	15%	-7%	26%	-10%
Total \$ Sold	\$40,903,643	\$44,919,472	\$55,971,509	\$50,936,491	\$80,142,604	\$80,156,407
Total % chg \$	-6%	10%	25%	-9%	57%	0%
Total Avg Price	\$174,058	\$186,388	\$202,795	\$198,196	\$247,354	\$273,571
Total % chg Avg	-11%	7%	9%	-2%	25%	11%

2021 CENTRAL BERKSHIRE SALES

Annual Real Estate Sales: As inventory of residential homes on the market continues to fall and sales continue at an accelerated pace due to high buyer demand, the market is slowing. Consider that only 5 years ago there were 220 active listings in central Berkshire, compared to 61 today. The booming multifamily and land sales reflect those seeking alternatives for living in the Berkshires. Condo sales remain strong, despite a very small proportion of condos for sale in the residential market. With the fastest sale rate of only 83 days from list to close, the market was brisk in 2021.

Average Days
on the Market

83

995

total sales

up 5% from 944

Multi, Land & Condo Strong

99.6%

List-to-Sell Ratio
from original list
price.

\$265 M

sales up 16%
from \$228M

Largest Price Range

\$200-\$249 K

Inventory

\$200K - \$249K

Sales

1

months'
supply

61 homes for
sale compared
to 90 last year

\$254,900

median sale price

\$274,900

median list price

2.95 %

↓ from 3.11%
avg 30 yr Fixed
MtgRate in '20

72

sales
pending

86%

cooperation
rose by 7%



Residential Sales Volume: \$208M, up 13%

Residential # Units Sold: 687, down 2% from 700



Multi-family Volume: \$26M, up 89% from \$14M

Multi-family Units Sold: 145, up 53% from 95 LY



Condo Sales Volume: \$21M, up 7% from \$19M

Condo # Units Sold: 91, up 20% from 76 units



Land Sales Volume: \$6.8M, up from \$5M 33%

Land # Units Sold: 58 parcels up from 54



Commercial Volume: \$3.5M, down from \$6.7M

Commercial # Units Sold: 14 down from 19

Residential	2015	2016	2017	2018	2019	2020	2021
# Sales	563	627	629	669	704	700	687
\$ Sales	\$107,725,070	\$131,095,706	\$124,332,518	\$145,134,595	\$157,017,972	\$183,068,759	\$207,613,670

CENTRAL COUNTY REAL ESTATE SALES

Annual Sales	2016	2017	2018	2019	2020	2021
Residential						
# Sold	627	629	669	704	700	687
% chg # Sold	11%	0%	6%	5%	-1%	-2%
\$ Sold	\$131,095,706	\$124,332,518	\$145,134,595	\$157,017,972	\$183,068,759	\$207,613,670
% chg \$	22%	-5%	17%	8%	17%	13%
Avg Price	\$209,084	\$197,667	\$216,943	\$223,037	\$261,527	\$302,203
% chg Avg	9%	-5%	10%	3%	17%	16%
MultiFamily						
# Sold	75	97	85	102	95	145
% chg # Sold	19%	29%	-12%	20%	-7%	53%
\$ Sold	\$7,508,710	\$11,189,975	\$9,947,600	\$15,573,480	\$13,809,884	\$26,043,450
% chg \$	-1%	49%	-11%	57%	-11%	89%
Avg Price	\$100,116	\$115,361	\$117,031	\$152,681	\$145,367	\$179,610
% chg Avg	-17%	15%	1%	30%	-5%	24%
Condominium						
# Sold	38	54	59	82	76	91
% chg # Sold	0%	42%	9%	39%	-7%	20%
\$ Sold	\$7,648,750	\$12,217,027	\$15,522,450	\$18,698,150	\$19,247,035	\$20,632,786
% chg \$	6%	60%	27%	20%	3%	7%
Avg Price	\$201,283	\$226,241	\$263,092	\$228,026	\$253,250	\$226,734
% chg Avg	6%	12%	16%	-13%	11%	-10%
Land						
# Sold	29	28	34	22	54	58
% chg # Sold	0%	-3%	21%	-35%	145%	7%
\$ Sold	\$2,882,400	\$3,316,850	\$3,609,900	\$2,426,800	\$5,085,950	\$6,789,400
% chg \$	47%	15%	9%	-33%	110%	33%
Avg Price	\$99,393	\$118,459	\$106,174	\$110,309	\$94,184	\$117,059
% chg Avg	47%	19%	-10%	4%	-15%	24%
Commercial						
# Sold	16	21	22	16	19	14
% chg # Sold	45%	31%	5%	-27%	19%	-26%
\$ Sold	\$4,909,250	\$5,437,900	\$6,835,900	\$5,769,500	\$6,674,400	\$3,480,999
% chg \$	146%	11%	26%	-16%	16%	-48%
Avg Price	\$306,828	\$258,948	\$310,723	\$360,594	\$351,284	\$248,643
% chg Avg	69%	-16%	20%	16%	-3%	-29%

RESIDENTIAL TOWN SALES: CENTRAL

Annual Sales	2016	2017	2018	2019	2020	2021
Cheshire						
# Sold	18	28	27	21	22	44
% chg # Sold	-33%	56%	-4%	-22%	5%	100%
\$ Sold	\$3,800,500	\$5,696,100	\$6,095,600	\$4,369,200	\$5,883,630	\$12,728,530
% chg \$	-26%	50%	7%	-28%	35%	116%
Avg Price	\$211,139	\$203,432	\$225,763	\$208,057	\$267,438	\$289,285
% chg Avg	11%	-4%	11%	-8%	29%	8%
Dalton						
# Sold	85	74	68	79	85	75
% chg # Sold	29%	-13%	-8%	16%	8%	-12%
\$ Sold	\$17,310,575	\$15,030,476	\$14,620,295	\$18,010,853	\$21,750,359	\$21,864,417
% chg \$	41%	-13%	-3%	23%	21%	1%
Avg Price	\$203,654	\$203,115	\$215,004	\$227,985	\$255,887	\$291,526
% chg Avg	9%	0%	6%	6%	12%	14%
Hancock						
# Sold	6	10	10	6	4	5
% chg # Sold	-33%	67%	0%	-40%	-33%	25%
\$ Sold	\$1,292,044	\$2,764,100	\$4,124,725	\$1,627,000	\$1,610,000	\$2,470,158
% chg \$	-48%	114%	49%	-61%	-1%	53%
Avg Price	\$215,341	\$276,410	\$412,473	\$271,167	\$402,500	\$494,032
% chg Avg	-22%	28%	49%	-34%	48%	23%
Hinsdale						
# Sold	21	20	24	32	28	17
% chg # Sold	0%	-5%	20%	33%	-13%	-39%
\$ Sold	\$5,375,174	\$4,792,707	\$5,247,466	\$9,116,700	\$8,699,701	\$7,549,590
% chg \$	13%	-11%	9%	74%	-5%	-13%
Avg Price	\$255,961	\$239,635	\$218,644	\$284,897	\$310,704	\$444,094
% chg Avg	13%	-6%	-9%	30%	9%	43%
Lanesborough						
# Sold	37	41	39	37	43	48
% chg # Sold	16%	11%	-5%	-5%	16%	12%
\$ Sold	\$6,607,025	\$8,509,800	\$9,235,200	\$9,538,901	\$12,098,000	\$16,432,000
% chg \$	-8%	29%	9%	3%	27%	36%
Avg Price	\$178,568	\$207,556	\$236,800	\$257,808	\$281,349	\$342,333
% chg Avg	-20%	16%	14%	9%	9%	22%

RESIDENTIAL TOWN SALES: CENTRAL

Annual Sales	2016	2017	2018	2019	2020	2021
Peru						
# Sold	14	6	12	15	14	8
% chg # Sold	56%	-57%	100%	25%	-7%	-43%
\$ Sold	\$3,492,200	\$1,016,950	\$2,379,300	\$3,480,850	\$4,216,400	\$2,365,800
% chg \$	141%	-71%	134%	46%	21%	-44%
Avg Price	\$249,443	\$169,492	\$198,275	\$232,057	\$301,171	\$295,725
% chg Avg	55%	-32%	17%	17%	30%	-2%
Pittsfield						
# Sold	395	420	447	469	447	449
% chg # Sold	9%	6%	6%	5%	-5%	0%
\$ Sold	\$76,616,473	\$76,732,985	\$86,411,809	\$94,064,533	\$103,770,877	\$119,719,245
% chg \$	22%	0%	13%	9%	10%	15%
Avg Price	\$193,966	\$182,698	\$193,315	\$200,564	\$232,150	\$266,635
% chg Avg	12%	-6%	6%	4%	16%	15%
Richmond						
# Sold	33	20	28	29	40	30
% chg # Sold	50%	-39%	40%	4%	38%	-25%
\$ Sold	\$12,310,565	\$7,667,900	\$13,155,000	\$12,204,960	\$20,882,966	\$20,454,930
% chg \$	46%	-38%	72%	-7%	71%	-2%
Avg Price	\$373,047	\$383,395	\$469,821	\$420,861	\$522,074	\$681,831
% chg Avg	-3%	3%	23%	-10%	24%	31%
Windsor						
# Sold	13	5	8	12	11	6
% chg # Sold	44%	-62%	60%	50%	-8%	-45%
\$ Sold	\$3,128,200	\$954,500	\$2,257,200	\$3,385,600	\$2,879,900	\$2,065,000
% chg \$	82%	-69%	136%	50%	-15%	-28%
Avg Price	\$240,631	\$190,900	\$282,150	\$282,133	\$261,809	\$344,167
% chg Avg	26%	-21%	48%	0%	-7%	31%
Total # Sold	627	629	669	704	700	687
Total % chg # Sold	11%	0%	6%	5%	-1%	-2%
Total \$ Sold	\$131,095,706	\$124,332,518	\$145,134,595	\$157,017,972	\$183,068,759	\$207,613,670
Total % chg \$	22%	-5%	17%	8%	17%	13%
Total Avg Price	\$209,084	\$197,667	\$216,943	\$223,037	\$261,527	\$302,203
Total % chg Avg	9%	-5%	10%	3%	17%	16%

2021 SOUTH BERKSHIRE SALES

Annual Real Estate Sales: Overall, sales in the Southern Berkshire region was steady, given the pressures on inventory. Consider dollar volume transacted has doubled in the last 5 years, with a market value of \$504 in 2021, compared to \$204 million in 2016. While 130 days on the market may be the longest in the county, it is down from 237 days from listing to closing in 2020. While we look to the central market for extreme inventory issues in the workforce housing range, 2.7 months of residential homes for sale is an incredible change for southern Berkshire. Five years ago there were 473 homes on the market, whereas 2021 reflects an inventory of only 138.

Average Days
on the Market

237

**921
sales**

down 5% from
970 last year

Sales soar YTD

97%

List-to-Sell Ratio
from original list
price.

\$504 M

sales up 8%
from \$469M

Largest Price Range

\$500-\$749 K

Sales

\$500-\$1M K

Inventory

2.7

months'
supply

**138 homes for
sale compared
to 164 last year**

\$510,000

median sale price

\$565,000

median list price

2.95 %

↓ from 3.11%
avg 30 yr Fixed
MtgRate in '20

42

sales
pending

78%

cooperation
rose from 67%

Residential Sales Volume: \$395M, up 1% \$392M

Residential # Units Sold: 590, down 18% from 721

Multi-family Sales Volume: \$8.6M up 75%

Multi-family # Units Sold: 23 up 42% from 17

Condo Sales Volume: \$49M, up 7% from \$42M

Condo # Units Sold: 91, up 20% from 85

Land Sales Volume: \$30M, up 76% from \$17M

Land # Units Sold: 189 up 56% from 121

Commercial Volume: \$21.5M, up 61% from \$13M

Commercial # Units Sold: 28 up 8% from 26

Residential	2015	2016	2017	2018	2019	2020	2021
# Sales	401	448	504	466	476	721	590
\$ Sales	\$158,846,984	\$168,319,954	\$215,020,685	\$186,982,280	\$200,344,509	\$391,838,152	\$394,938,202

SOUTH COUNTY REAL ESTATE SALES

Annual Sales	2016	2017	2018	2019	2020	2021
Residential						
# Sold	448	504	466	476	721	590
% chg # Sold	12%	13%	-8%	2%	51%	-18%
\$ Sold	\$168,319,954	\$215,020,685	\$186,982,280	\$200,344,509	\$391,838,152	\$394,938,202
% chg \$	6%	28%	-13%	7%	96%	1%
Avg Price	\$375,714	\$426,628	\$401,250	\$420,892	\$543,465	\$669,387
% chg Avg	-5%	14%	-6%	5%	29%	23%
MultiFamily						
# Sold	10	8	22	12	17	23
% chg # Sold	-17%	-20%	175%	-45%	42%	35%
\$ Sold	\$2,780,900	\$2,279,544	\$5,059,600	\$3,778,600	\$4,911,500	\$8,590,900
% chg \$	-13%	-18%	122%	-25%	30%	75%
Avg Price	\$278,090	\$284,943	\$229,982	\$314,883	\$288,912	\$373,517
% chg Avg	5%	2%	-19%	37%	-8%	29%
Condominium						
# Sold	49	57	68	71	85	91
% chg # Sold	-33%	16%	19%	4%	20%	7%
\$ Sold	\$13,176,200	\$18,306,025	\$35,559,825	\$25,615,600	\$41,583,061	\$48,820,956
% chg \$	-42%	39%	94%	-28%	62%	17%
Avg Price	\$268,902	\$321,158	\$522,939	\$360,783	\$489,212	\$536,494
% chg Avg	-13%	19%	63%	-31%	36%	10%
Land						
# Sold	51	59	62	71	121	189
% chg # Sold	9%	16%	5%	15%	70%	56%
\$ Sold	\$11,232,750	\$9,311,400	\$10,172,550	\$10,308,850	\$17,178,500	\$30,265,317
% chg \$	99%	-17%	9%	1%	67%	76%
Avg Price	\$220,250	\$157,820	\$164,073	\$145,195	\$141,971	\$160,134
% chg Avg	84%	-28%	4%	-12%	-2%	13%
Commercial						
# Sold	20	14	26	16	26	28
% chg # Sold	186%	-30%	86%	-38%	63%	8%
\$ Sold	\$8,950,000	\$5,582,500	\$15,754,750	\$6,996,035	\$13,433,000	\$21,560,850
% chg \$	182%	-38%	182%	-56%	92%	61%
Avg Price	\$447,500	\$398,750	\$605,952	\$437,252	\$516,654	\$770,030
% chg Avg	-1%	-11%	52%	-28%	18%	49%

RESIDENTIAL TOWN SALES: SOUTH

Annual Sales	2016	2017	2018	2019	2020	2021
Alford						
# Sold	8	9	6	13	20	10
% chg # Sold	-27%	13%	-33%	117%	54%	-50%
\$ Sold	\$5,985,500	\$8,552,042	\$3,273,000	\$12,861,330	\$14,779,850	\$14,298,500
% chg \$	-45%	43%	-62%	293%	15%	-3%
Avg Price	\$748,188	\$950,227	\$545,500	\$989,333	\$738,993	\$1,429,850
% chg Avg	-24%	27%	-43%	81%	-25%	93%
Becket						
# Sold	56	61	58	48	72	49
% chg # Sold	6%	9%	-5%	-17%	50%	-32%
\$ Sold	\$12,961,509	\$13,535,625	\$14,211,672	\$11,072,530	\$21,909,151	\$16,427,449
% chg \$	14%	4%	5%	-22%	98%	-25%
Avg Price	\$231,456	\$221,895	\$245,029	\$230,678	\$304,294	\$335,254
% chg Avg	8%	-4%	10%	-6%	32%	10%
Egremont						
# Sold	28	35	29	25	38	33
% chg # Sold	33%	25%	-17%	-14%	52%	-13%
\$ Sold	\$16,379,404	\$21,277,950	\$14,135,000	\$11,952,698	\$34,694,500	\$29,573,850
% chg \$	62%	30%	-34%	-15%	190%	-15%
Avg Price	\$584,979	\$607,941	\$487,414	\$478,108	\$913,013	\$896,177
% chg Avg	22%	4%	-20%	-2%	91%	-2%
Great Barrington						
# Sold	71	74	74	73	122	113
% chg # Sold	20%	4%	0%	-1%	67%	-7%
\$ Sold	\$25,149,525	\$28,967,900	\$35,941,635	\$29,970,600	\$73,041,013	\$73,711,047
% chg \$	-3%	15%	24%	-17%	144%	1%
Avg Price	\$354,219	\$391,458	\$485,698	\$410,556	\$598,697	\$652,310
% chg Avg	-20%	11%	24%	-15%	46%	9%
Lee						
# Sold	45	57	53	52	76	67
% chg # Sold	13%	27%	-7%	-2%	46%	-12%
\$ Sold	\$10,469,800	\$18,631,400	\$15,479,550	\$15,286,800	\$22,245,671	\$26,924,550
% chg \$	10%	78%	-17%	-1%	46%	21%
Avg Price	\$232,662	\$326,867	\$292,067	\$293,977	\$292,706	\$401,859
% chg Avg	-2%	40%	-11%	1%	0%	37%

RESIDENTIAL TOWN SALES: SOUTH

Annual Sales	2016	2017	2018	2019	2020	2021
Lenox						
# Sold	42	67	35	73	80	79
% chg # Sold	-5%	60%	-48%	109%	10%	-1%
\$ Sold	\$16,673,650	\$31,771,400	\$13,791,200	\$30,830,766	\$45,060,450	\$53,798,635
% chg \$	-14%	91%	-57%	124%	46%	19%
Avg Price	\$396,992	\$474,200	\$394,034	\$422,339	\$563,256	\$680,995
% chg Avg	-10%	19%	-17%	7%	33%	21%
Monterey						
# Sold	23	16	20	14	37	26
% chg # Sold	35%	-30%	25%	-30%	164%	-30%
\$ Sold	\$12,392,500	\$8,669,118	\$9,953,023	\$9,288,500	\$23,351,000	\$23,844,555
% chg \$	16%	-30%	15%	-7%	151%	2%
Avg Price	\$538,804	\$541,820	\$497,651	\$663,464	\$631,108	\$917,098
% chg Avg	-14%	1%	-8%	33%	-5%	45%
New Marlborough						
# Sold	27	22	29	20	42	28
% chg # Sold	8%	-19%	32%	-31%	110%	-33%
\$ Sold	\$8,705,270	\$7,277,650	\$11,166,750	\$12,220,750	\$23,586,750	\$17,639,316
% chg \$	-18%	-16%	53%	9%	93%	-25%
Avg Price	\$322,417	\$330,802	\$385,060	\$611,038	\$561,589	\$629,976
% chg Avg	-24%	3%	16%	59%	-8%	12%
Otis						
# Sold	32	35	39	38	60	43
% chg # Sold	3%	9%	11%	-3%	58%	-28%
\$ Sold	\$9,278,413	\$10,441,600	\$15,361,700	\$14,300,300	\$27,336,316	\$22,680,100
% chg \$	-6%	13%	47%	-7%	91%	-17%
Avg Price	\$289,950	\$298,331	\$393,890	\$376,324	\$455,605	\$527,444
% chg Avg	-9%	3%	32%	-4%	21%	16%
Sandisfield						
# Sold	23	13	14	14	26	16
% chg # Sold	35%	-43%	8%	0%	86%	-38%
\$ Sold	\$8,783,980	\$5,266,000	\$3,711,700	\$4,341,500	\$8,593,500	\$7,784,500
% chg \$	98%	-40%	-30%	17%	98%	-9%
Avg Price	\$381,912	\$405,077	\$265,121	\$310,107	\$330,519	\$486,531
% chg Avg	47%	6%	-35%	17%	7%	47%

RESIDENTIAL TOWN SALES: SOUTH

Annual Sales	2016	2017	2018	2019	2020	2021
Sheffield						
# Sold	31	58	40	40	51	47
% chg # Sold	-6%	87%	-31%	0%	28%	-8%
\$ Sold	\$10,876,554	\$22,036,600	\$15,895,400	\$15,634,950	\$25,330,350	\$32,061,200
% chg \$	-18%	103%	-28%	-2%	62%	27%
Avg Price	\$350,857	\$379,941	\$397,385	\$390,874	\$496,674	\$682,153
% chg Avg	-13%	8%	5%	-2%	27%	37%
Stockbridge						
# Sold	28	22	37	36	51	44
% chg # Sold	0%	-21%	68%	-3%	42%	-14%
\$ Sold	\$16,711,850	\$16,617,900	\$17,876,400	\$18,467,680	\$39,184,900	\$46,138,200
% chg \$	11%	-1%	8%	3%	112%	18%
Avg Price	\$596,852	\$755,359	\$483,146	\$512,991	\$768,331	\$1,048,595
% chg Avg	11%	27%	-36%	6%	50%	36%
Tyringham						
# Sold	5	6	8	9	6	4
% chg # Sold	0%	20%	33%	13%	-33%	-33%
\$ Sold	\$1,393,000	\$5,125,000	\$3,518,000	\$3,427,000	\$7,712,000	\$2,551,000
% chg \$	-41%	268%	-31%	-3%	125%	-67%
Avg Price	\$278,600	\$854,167	\$439,750	\$380,778	\$1,285,333	\$637,750
% chg Avg	-41%	207%	-49%	-13%	238%	-50%
West Stockbridge						
# Sold	22	26	21	20	37	26
% chg # Sold	69%	18%	-19%	-5%	85%	-30%
\$ Sold	\$9,773,500	\$14,878,000	\$10,621,900	\$10,047,105	\$23,338,700	\$23,107,000
% chg \$	134%	52%	-29%	-5%	132%	-1%
Avg Price	\$444,250	\$572,231	\$505,805	\$502,355	\$630,776	\$888,731
% chg Avg	38%	29%	-12%	-1%	26%	41%
Total # Sold	448	504	466	476	721	590
Total % chg # Sold	12%	13%	-8%	2%	51%	-18%
Total \$ Sold	\$168,319,954	\$215,020,685	\$186,982,280	\$200,344,509	\$391,838,152	\$394,938,202
Total % chg \$	6%	28%	-13%	7%	96%	1%
Total Avg Price	\$375,714	\$426,628	\$401,250	\$420,892	\$543,465	\$669,387
Total % chg Avg	-5%	14%	-6%	5%	29%	23%

2022 MARKET FORECAST



According to **Danielle Hale, REALTOR.com chief economist** and consistent with most local forecasts, nationwide listing prices, rents and mortgage rates are all expected to climb while incomes rise, so 2022 will present both housing affordability challenges and opportunities.

“With more sellers expected to enter the market as buyer competition remains fierce, we anticipate strong home sales growth. Affordability will increasingly be a challenge as interest rates and prices rise, but remote work may expand search areas and enable younger buyers to find their first homes sooner than they might have otherwise. Below you’ll find our forecast and housing market predictions on key trends that will shape the year ahead.”

Home Sales: Hit 16-year Highs

Hale continues, “At a national level, this means we expect to see continued home sales growth in 2022 of 6.6% which will mean 16-year highs for sales nationwide and in many metro areas. With more than 45 million millennials in the prime first-time home buying ages of 26 to 35 in 2022, demand for housing is expected to remain strong. A growing economy and declining unemployment, as discussed in our economic outlook, also propels income growth of 3.3% by the end of the year, keeping sales levels high despite climbing mortgage interest rates. In most metro markets, our model suggests that home sales will follow the national trend and increase in 2022. While some markets are expected to see home sales declines, these declines are likely to be modest.”

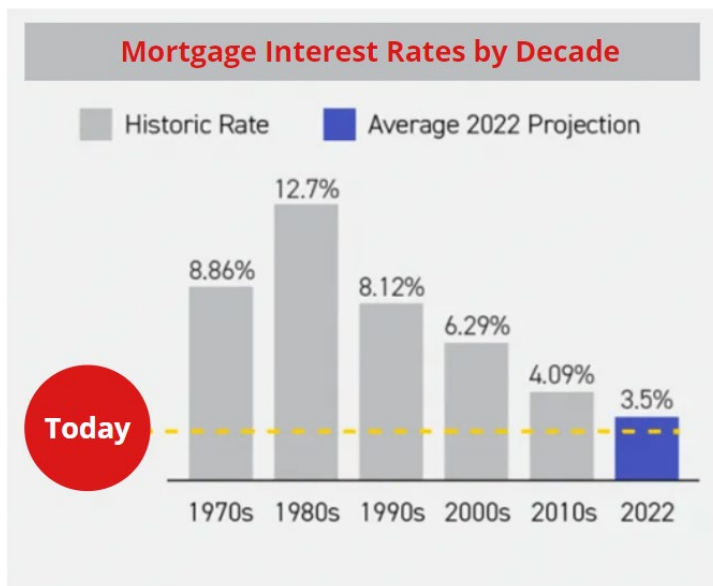
Home Prices: More Moderate Pace, but Continue to Set Records

“The pandemic ignited a frenzy in the housing market. A decade’s long shortage which meant the market was already 5.2 million single-family homes short was met with an unprecedented surge in demand just as many were expecting the opposite response to the pandemic uncertainty. While builders worked to adjust, the market balanced high demand and short supply by pushing prices higher. Looking ahead, with economic growth expected to sustain the purchasing power of eager homebuyers, we expect the median home sales price to continue to increase, rising 2.9% in 2022, a notably more moderate pace. As builders ramp up production to meet demand, home buyers will grapple with higher monthly costs due to rising prices and rising mortgage rates. Affordability challenges will keep prices from advancing at the same pace we saw in 2021 even as ongoing supply-demand dynamics mean prices continue to grow nationwide.

Realtor.com® 2022 Forecast for Key Housing Indicators

Housing Indicator	2022 Realtor.com® Forecast	2021 Realtor.com® Data
Existing Home Median Sales Price Appreciation	Up 2.9%	Up 12%
Existing Home Sales	Up 6.6%	\$6 million
Existing Inventory	Up 0.3%	Down 18%
Single-Family Home Housing Starts	Up 5%	Up 15%
Homeownership Rate	65.8%	65.5%

“With homes selling and continuing to do so quickly, inventory will remain limited, but we expect to see the market rebound from 2021 lows. Inventory is expected to grow 0.3% on average in 2022. While buyers have been eager in the last 2 years, sellers have been on and off. A rising share of homeowners this fall reported planning to sell a home in the next 12 months could signal an improvement in this trend that has been a major challenge for the housing market. With 28% of homeowners choosing not to sell indicating that the reason for doing so is because they can’t find a new home to buy, a pick-up in inventory could be self-reinforcing, drawing out other potential sellers as they find homes to buy.



Rising new construction will eventually feed into this positive trend as well, but first, builders’ pipelines catch up to the usual balance of already-completed vs. under construction vs. not yet started homes. Completed new homes have recently made up half their usual share of all new homes for sale while homes not yet started are twice as prevalent as usual. In other words, new homes are in many recent cases only a viable option if you can wait for the construction process to finish.”

2022 Projections

Fannie Mae	3.3%
Feddie Mac	3.5%
NAR	3.5%
MBA	4.0%
Realtor.com	3.6%

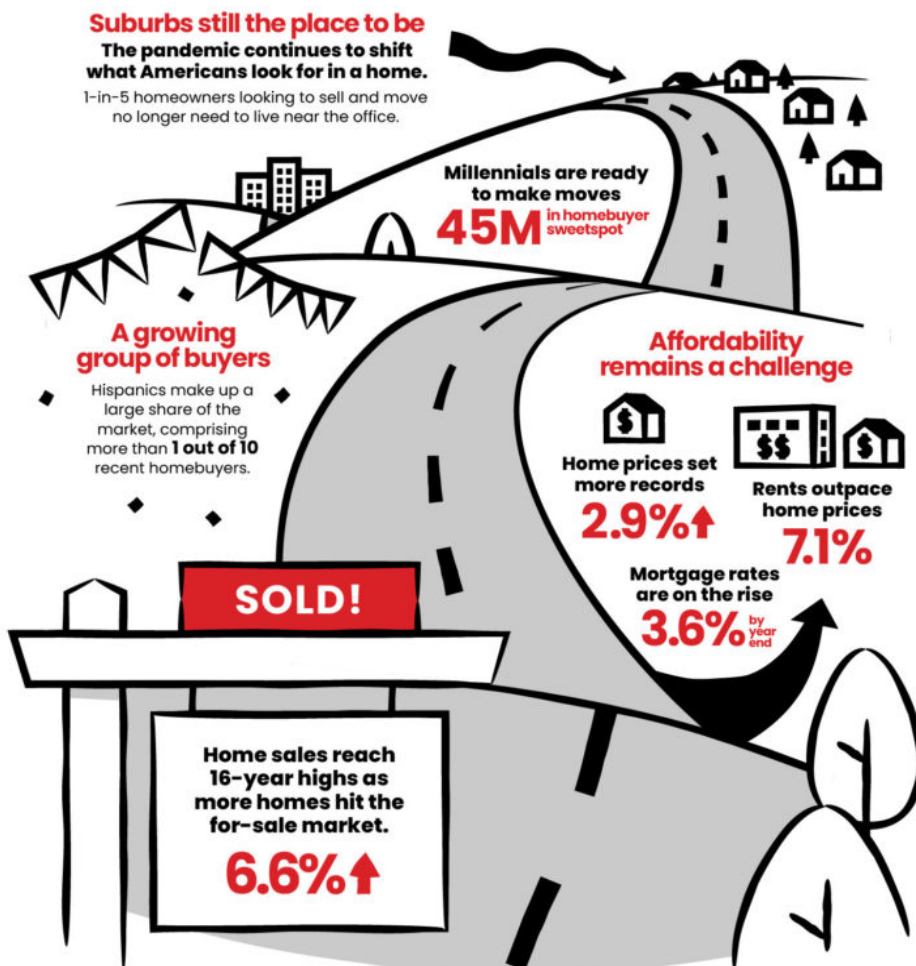
Mortgage Rates are expected to rise, yet still remain historically low.


To each their home.™



A whirlwind year for buyers is ahead—especially first-timers

Homebuyers will have a better chance to find a home in 2022, but fierce competition and affordability continue to be a challenge.



Key 2022 Housing Trends

Still Preferring the Suburbs

As we highlighted early in the pandemic, the unexpected and unprecedented demands that the pandemic placed on home shifted shopper preferences toward space and versatility and drove a shift to suburban areas. This is expected to continue. Nevertheless, with affordability likely to be even more top of mind for buyers in the face of rising home prices and rising mortgage rates, the suburbs are likely to maintain their recent cachet.

The Future Brings Flexibility for Workers

In addition to affordability, one of the reasons suburbs are likely to remain popular is increased workplace flexibility. Even as many companies are calling workers back to offices, others have shifted in the opposite direction, granting workers ongoing flexibility to work remotely. This may prove to be a smart recruiting move in a competitive labor market and even possibly a boon to productivity. This has an impact on home searching and preferences.

Searchers Dream Big, but Budget Modest

Homebuyers are likely to continue to prefer larger homes that provide space for working at home but affordability challenges may cause some homebuyers to sacrifice space to make a home purchase work with their budget. Notably, newly constructed single-family homes have begun to get larger however, the typical active single-family home for sale has recently trended smaller.

Housing Market Perspectives

What will 2022 be like for homebuyers?

Homebuyers have much to look forward to in 2022. After years of declining, the inventory of homes for sale is finally expected to rebound from all-time lows. Still, the housing market will remain competitive for buyers, particularly those looking for homes in entry-level price tiers. With more than 45 million millennials in the prime first-time home buying ages of 26 to 35 in 2022, entry level buyers are likely to have a lot of company. Plenty of buyers mean rising home prices and when combined with rising mortgage rates buyers will face higher monthly payments. On top of this, homes are expected to continue to sell quickly, meaning buyers will need to make quick decisions in order to win offers.

How can homebuyers prepare?

To navigate these challenges, buyers will want to carefully consider their budget before embarking on their home search. Buyers can use online tools like the affordability calculator found in home listings on Realtor.com to get a sense of how much they can afford, and once they've set a price point, rate-proof that home purchase budget by running the numbers to see how higher mortgage rates could affect the monthly payment. Bottom line for buyers: no matter what the calculator says, make sure it feels comfortable to you! Additionally, honing a list of must-haves vs. nice-to-haves can help shoppers keep their search focused. And buyers can also use personalization tools so that their online search is similarly dialed-in on homes that are the best fit. Here's a great "how-to" on personalizing-your-home search on Realtor.com.

What will 2022 be like for home sellers?

Homeowners who are ready to sell in 2022 are in a good position. Home prices are likely to notch a decade-long streak of annual gains early in the year, and the value of homes is at a record \$34.9 trillion according to Fed data as of mid-2021, and likely to continue higher with next week's release of new data. Even as for-sale inventory begins to grow, meaning some sellers will face competition, well-priced homes in good condition will continue to sell quickly in many markets. And for sellers who have owned their homes for a while, this will likely mean that they walk away from the transaction with a healthy amount of cash. While surveys show that many sellers recognize the advantage they hold in the current housing market, other data show that it's the challenge of buying that is holding some back—more than 1 in 4 homeowners choosing not to sell reported this in our recent survey. The sellers most poised to take advantage of this market are those who don't also need to buy immediately—those ready to sell second or vacation homes, but with some offices opening back up even as other companies shift to indefinite remote work policies, homeowners in vacation markets may find a notably cooler market than prevailed in these areas in 2021 when vacation home sales surged and surfaced unexpected vacation towns.

Danielle Hale
Chief Economist, realtor.com





Danielle Hale

Chief Economist, realtor.com

How Can Sellers Prepare?

The first step for sellers will be to explore their options for selling.

Whether it's a first home sale or you've done this before but it's been a while, you may be surprised to find out that there are more ways to sell your home than you'd imagined. Online tools like the Realtor.com seller's marketplace, will let you explore your options so that you can choose the one that's right for you. For many sellers, this is going to be listing their home with a real estate agent who can showcase your home on the market to a wide range of potential buyers, getting you the highest price.

What will 2022 be like for renters?

Renters will see increasing rents in 2022. As home prices will keep rising in 2022, a great proportion of the population who cannot compete for a new home are likely to continue renting. In addition, higher home costs due to mortgage rates, which are expected to rise, could accelerate this pattern, raising demand for rental homes. Already in 2021 rising home prices and mortgage rates pushed housing costs to high-levels relative to incomes nationwide and in several large metros.

On top of these trends, those who moved to live with families may plan to move out and live alone again, forming what economists refer to as a new household. These new households will further boost rental demand and speed up rent growth. On the supply side, in addition to materials shortages and higher labor costs, which will hamper construction of new rental homes, the termination of various eviction protection laws may give landlords a chance to recoup losses by raising the rents. Conversely, these landlords could decide to exit the rental business altogether, recouping their losses by selling their rental home. This move could potentially benefit homebuyers, who may be able to snag these former-rentals, but this could reduce the supply of homes for renter households. Whether these houses flip to become owner-occupied or remain rental homes will depend on investor appetite for rental properties.

What will 2022 be like for investors?

In 2022, investors will continue to see solid returns from their investments in the housing market. With home prices expected to rise, existing owners are in a good position, and rising rents are likely to entice investor buyers to continue to purchase homes even as rising mortgage rates challenge potential returns. After an unusual 2020, in which more investors were sellers than buyers, 2021 saw investors buying homes at a greater rate than selling them in the spring, and this investor surge continued into the summer. If these homes are held for rent, 2022 will be an excellent opportunity to receive high yields given the solid demand and projected rising rental prices. Most pandemic-related eviction protections have expired and the few remaining areas with limits in place have expiration dates in 2021 or early 2022. With protections expiring, and many renters still behind on rent payments, an increasing share of landlords report considering eviction. Whether these landlords continue to hold and rent these homes or decide instead to get out of the investment business by selling their investment home remains to be seen. We're watching New York, Los Angeles, and Chicago metro areas, in particular, where the share of landlords who are missing rent is 15%, 12%, and 18% according to recent data from our Realtor.com network partner, Avail.