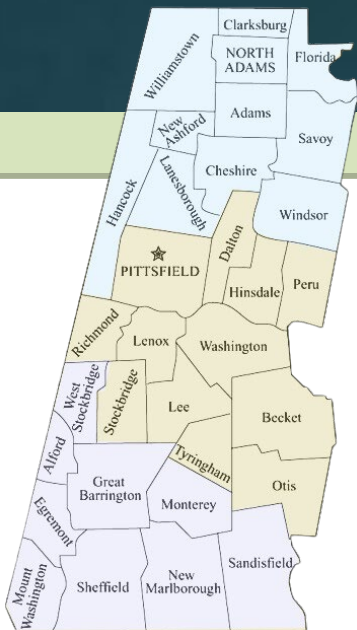




2022 Market Watch

Berkshire County, MA Real Estate Sales

Berkshire County MA - Nestled in the beautiful hills of western Massachusetts



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.

IMPORTANT NOTE: From this report forward, the market data is offered in summary format by registry of deeds region rather than the boundaries developed by REALTORS in the past.

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YTD Change: # of Sales

Residential	-15%
Condominium	-23%
Multi-Family	-7%
Land	-35%
Commercial	-18%
Grand Total	-17%

2022 Year End Market Watch

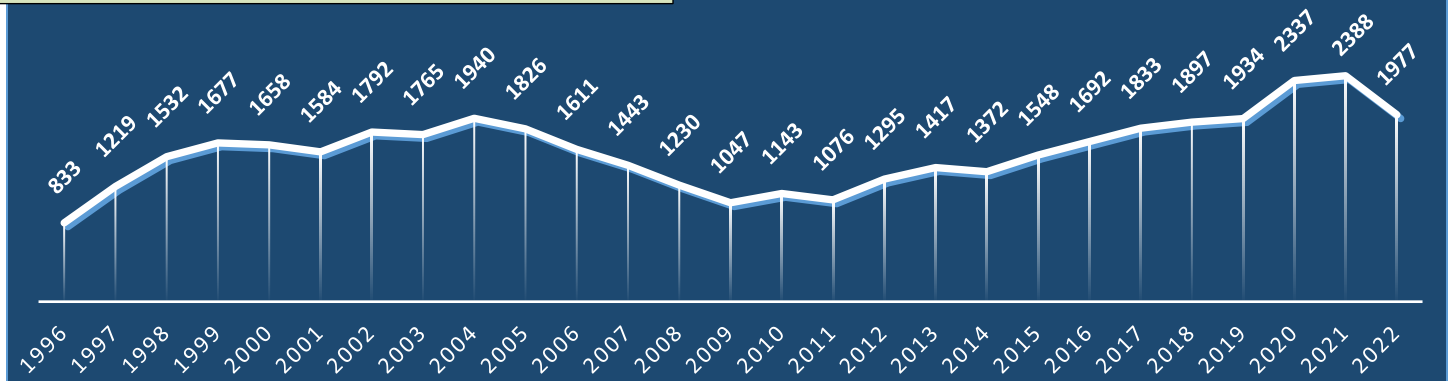
January – December Sales Comparison

Dollar volume down 13%, number of sales down 17%

As we reflect on 2022 real estate sales data, trends show a slowing sales pace into 2023 from the peak of pandemic buying. While we did not maintain the rapid market of 2020 and 2021, we note that the number of properties sold and the dollar volume transacted still greatly outpace all previous years. The total number of all real estate transactions topped 2,388 in 2021, and this year sales dipped by 17% to 1,977. With a total market volume now exceeding \$773 million dollars transacted in 2022, real estate sales were robust, despite a one-year comparison that is down from a record breaking high of \$891 million dollars sold. Many factors are impacting the market, including low inventory, higher mortgage rates, inflation, talks of nationwide recession and overall, more cautious buyers than the previous year.

Northern Berkshire: 506 sales, ↓ down 12% from 577
Middle Berkshire: 1,021 sales, ↓ down 17% from 1,348
Southern Berkshire: 350 sales, ↓ down 24% from 463

HISTORICAL BERSKIRE COUNTY ALL ANNUAL REAL ESTATE SALES



SPECIAL NOTE: The regions / areas referenced in this report have been modified to reflect the Registry of Deeds. (Town List on page 2)

All Sales	2021		2022	
	\$ Sold	# Sold	\$ Sold	# Sold
North	\$143,471,235	577	\$137,530,614	506
Middle	\$471,722,833	1,348	\$397,897,341	1,121
South	\$276,202,209	463	\$237,832,085	350
Total	\$891,396,278	2,388	\$773,260,040	1,977

Jan-Dec	2017	2018	2019	2020	2021	2022
Residential	\$384,272,675	\$388,088,384	\$408,298,972	\$655,049,514	\$683,003,280	\$618,757,251
Condo	\$33,684,522	\$55,174,675	\$48,900,900	\$68,388,496	\$75,276,792	\$58,876,254
Multi	\$20,605,020	\$20,052,185	\$25,653,783	\$25,848,775	\$45,468,940	\$46,969,925
Land	\$14,160,150	\$16,733,450	\$13,139,150	\$23,129,350	\$44,692,417	\$21,071,810
Comm	\$13,380,900	\$25,301,150	\$15,451,900	\$21,936,900	\$42,954,849	\$27,584,800
Grand Total	\$466,103,267	\$505,349,844	\$511,444,705	\$794,353,035	\$891,396,278	\$773,260,040

Overall Real Estate Sales by Region

Residential, Condo, Multi, Commercial, and Land

While sales are down this year, double digit gains were unsustainable

- Despite the number of sales falling 17% to 1,977 transactions compared to last year, this still outpaces sales rates in years prior to 2020. The same trend follows the dollar volume of transactions higher than in years past but a 13% decrease when comparing to last year alone.
- The prediction of a market correction rings true. With inventory remaining a challenge, high building costs, rising interest rates and inflation on the rise, sales are changing to a more balanced pace from the wild market of 2021. We see now more than ever that looking at specific property types, locations and price ranges is critical to understanding the buyers remaining in the market and where the housing gaps are that can be filled with our current inventory.

	2017	2018	2019	2020	2021	2022
North						
# Sold	421	446	424	498	577	506
% Sold # Chg	13%	6%	-5%	17%	16%	-12%
\$ Sold	\$70,679,743	\$86,770,719	\$78,514,909	\$114,083,676	\$143,471,235	\$137,530,614
% Sold \$ Chg	15%	23%	-10%	45%	26%	-4%
Avg \$	\$167,885	\$194,553	\$185,177	\$229,084	\$248,650	\$271,800
% Avg \$ Chg	2.39%	15.88%	-4.82%	23.71%	8.54%	9.31%
Middle						
# Sold	1,088	1,141	1,219	1,344	1,348	1,121
% Sold # Chg	6%	5%	7%	10%	0%	-17%
\$ Sold	\$256,607,320	\$287,827,217	\$308,122,988	\$413,831,447	\$471,722,833	\$397,897,341
% Sold \$ Chg	12%	12%	7%	34%	14%	-16%
Avg \$	\$235,852	\$252,259	\$252,767	\$307,910	\$349,943	\$354,949
% Avg \$ Chg	5.50%	6.96%	0.20%	21.82%	13.65%	1.43%
South						
# Sold	324	310	291	495	463	350
% Sold # Chg	11%	-4%	-6%	70%	-6%	-24%
\$ Sold	\$138,816,204	\$130,751,908	\$124,806,808	\$266,437,913	\$276,202,209	\$237,832,085
% Sold \$ Chg	16%	-6%	-5%	113%	4%	-14%
Avg \$	\$428,445	\$421,780	\$428,889	\$538,258	\$596,549	\$679,520
% Avg \$ Chg	4.57%	-1.56%	1.69%	25.50%	10.83%	13.91%
Total # Sold	1,833	1,897	1,934	2,337	2,388	1,977
Total % Sold # Chg	8%	3%	2%	21%	2%	-17%
Total \$ Sold	\$466,103,267	\$505,349,844	\$511,444,705	\$794,353,035	\$891,396,278	\$773,260,040
Total % Sold \$ Chg	14%	8%	1%	55%	12%	-13%
Total Avg \$	\$254,284	\$266,394	\$264,449	\$339,903	\$373,282	\$391,128
Total % Avg \$ Chg	4.81%	4.76%	-0.73%	28.53%	9.82%	4.78%

2022 BERKSHIRE COUNTY REAL ESTATE SALES AT A GLANCE

Annual Real Estate Sales: Overall, sales fell in all property types except for multi-family homes, after massive increases during 2020 and 2021. Historically, sales are still tracking higher than pre-pandemic rates, with higher dollar volumes. While land sales look low when comparing in the short term, they are almost double the sales rate of 2019. As evidenced by the large change in the list price-to sell price ratio, new listings coming on the market must strive to price according to the new market, rather than the seller's market in 2021. Annual residential inventory challenges continue to impact the market, with levels lower than tracked since 1998.

Average Days
on the Market

127

**1,977
sales**

down 17% from
2,388 last year

Multi-family Strong

77%

List-to-Sell Ratio
from original list
price, down from
94%

\$773 M

sales ↓ 13%
from \$891M

Largest Price Range

\$200-\$300 K

Sales

\$500-\$1M K

Inventory

2.1

months'
supply

**197 homes for
sale compared
to 238 last year**

\$305,000

median list price

\$320,000

median sale price

6.42 %

↑ from 3.11%
avg 30 yr Fixed
MtgRate 12/21

73%

Co-Broke Rate

↓ Was 78%
Median Sale
Prices \$30,000
higher for
co-broke sales

110

↓ homes pending
at year end
compared to 150

Residential Sales Volume doubles in 5 years!



Residential Sales Volume: \$619M, ↓ 9% \$683M
Residential # Units Sold: 1,342, ↓ 15% from 1,571



Multi-family Sales Volume: \$47M, ↑ 3% from \$45M
Multi-family # Units Sold: 223 ↓ 7% from 240



Condo Sales Volume: \$59M, ↓ 22% from \$75M
Condo # Units Sold: 157, ↓ 23% from 203



Land Sales Volume: \$21M, ↓ 53% from \$45M
Land # Units Sold: 201 ↓ 35% from 308



Commercial Volume: \$28M, ↓ 96% from \$43M
Commercial # Units Sold: 54 ↓ 18% from 66

Residential	2016	2017	2018	2019	2020	2021	2022
Total # Sold	1,310	1,374	1,411	1,437	1,745	1,571	1,342
Total \$ Sold	\$340,319,303	\$384,272,675	\$388,088,384	\$408,298,972	\$655,049,514	\$683,003,280	\$618,757,251

Residential Sales At-a-Glance: Year Comparison

January – September	\$ of Homes Sold			# of Homes Sold		
Residential	2021	2022	Chg	2021	2022	Chg
North Registry	\$97,420,095	\$96,555,503	-1%	348	310	-11%
Adams	\$18,471,227	\$15,886,124	-14%	87	81	-7%
Cheshire	\$12,728,530	\$10,157,973	-20%	44	31	-30%
Clarksburg	\$3,760,142	\$4,332,150	15%	14	17	21%
Florida	\$1,438,000	\$2,140,900	49%	8	10	25%
Hancock	\$2,470,158	\$2,359,500	-4%	5	5	0%
New Ashford	\$1,345,900	\$1,961,500	46%	5	5	0%
North Adams	\$19,722,624	\$18,662,389	-5%	107	88	-18%
Savoy	\$856,900	\$1,937,000	126%	4	6	50%
Williamstown	\$34,561,614	\$33,941,217	-2%	68	55	-19%
Windsor	\$2,065,000	\$5,176,750	151%	6	12	100%
Middle Registry	\$356,613,916	\$306,548,423	-14%	915	761	-17%
Becket	\$16,427,449	\$17,661,500	8%	49	50	2%
Dalton	\$21,864,417	\$15,478,260	-29%	75	52	-31%
Hinsdale	\$7,549,590	\$9,484,700	26%	17	23	35%
Lanesborough	\$16,432,000	\$17,177,653	5%	48	40	-17%
Lee	\$26,924,550	\$18,209,500	-32%	67	42	-37%
Lenox	\$54,093,635	\$44,695,560	-17%	80	53	-34%
Otis	\$22,680,100	\$15,651,712	-31%	43	33	-23%
Peru	\$2,365,800	\$1,339,000	-43%	8	4	-50%
Pittsfield	\$119,719,245	\$125,024,888	4%	449	405	-10%
Richmond	\$20,454,930	\$15,774,900	-23%	30	22	-27%
Stockbridge	\$46,138,200	\$23,667,750	-49%	44	31	-30%
Washington	\$1,964,000	\$2,383,000	21%	5	6	20%
South Registry	\$228,969,268	\$215,653,325	-6%	308	271	-12%
Alford	\$14,298,500	\$21,972,000	54%	10	13	30%
Egremont	\$29,573,850	\$27,567,500	-7%	33	30	-9%
Great Barrington	\$73,711,047	\$64,426,575	-13%	113	98	-13%
Monterey	\$23,844,555	\$20,082,500	-16%	26	19	-27%
Mt Washington	\$4,398,300	\$4,279,000	-3%	5	4	-20%
New Marlborough	\$17,639,316	\$20,403,750	16%	28	22	-21%
Sandisfield	\$7,784,500	\$7,834,000	1%	16	17	6%
Sheffield	\$32,061,200	\$17,163,500	-46%	47	33	-30%
Tyringham	\$2,551,000	\$9,315,000	265%	4	9	125%
West Stockbridge	\$23,107,000	\$22,609,500	-2%	26	26	0%
Grand Total	\$683,003,280	\$618,757,251	-9%	1,571	1,342	-15%

9% decrease in dollar volume transacted, with \$619 million in homes sold.

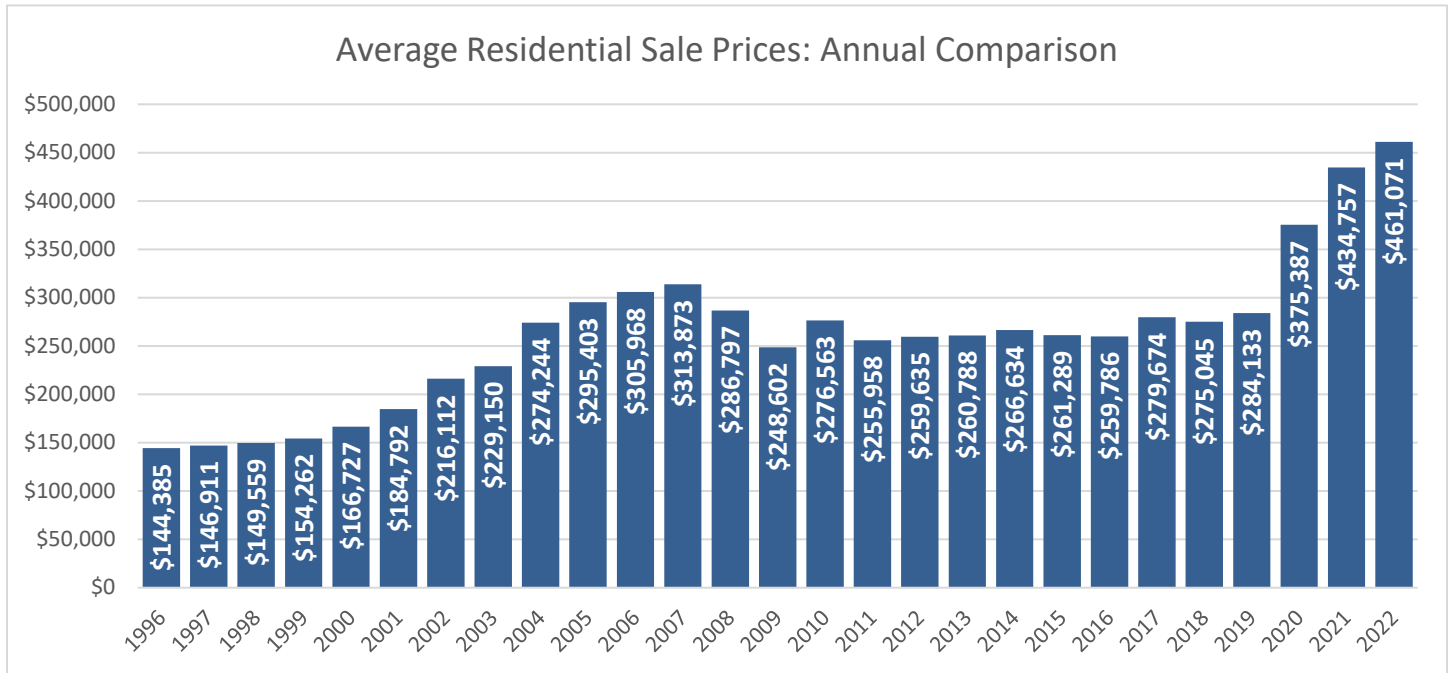
Strongest Markets in the County

Overall, the residential market declined by 15% over last year, and dollar volume was down by 9%. Strong sales volume in Pittsfield and outlying towns in the north and south helped cushion the market. Consider that the dollar volume transacted rose in Pittsfield by more than \$6 million dollars while other larger towns recorded double digit decreases.

In the north, Clarksburg, Florida, New Ashford, Savoy and Windsor recorded gains. Both Williamstown and North Adams sales dipped but the dollar volume only fell slightly. Besides Pittsfield, Becket, Lanesboro, and Washington had very stable sales.

Alford, New Marlborough, Tyringham, and Sandisfield sales pace bolstered the south county market while Egremont and West Stockbridge were stable with slight decreases only.

Home Sale Appreciation Overview



	2021	2022	% Chg
North Registry	\$279,943	\$311,469	11%
Adams	\$212,313	\$196,125	-8%
Cheshire	\$289,285	\$327,677	13%
Clarksburg	\$268,582	\$254,832	-5%
Florida	\$179,750	\$214,090	19%
Hancock	\$494,032	\$471,900	-4%
New Ashford	\$269,180	\$392,300	46%
North Adams	\$184,324	\$212,073	15%
Savoy	\$214,225	\$322,833	51%
Williamstown	\$508,259	\$617,113	21%
Windsor	\$344,167	\$431,396	25%
Middle Registry	\$389,742	\$402,823	3%
Becket	\$335,254	\$353,230	5%
Dalton	\$291,526	\$297,659	2%
Hinsdale	\$444,094	\$412,378	-7%
Lanesborough	\$342,333	\$429,441	25%
Lee	\$401,859	\$433,560	8%
Lenox	\$676,170	\$843,312	25%
Otis	\$527,444	\$474,294	-10%

	2021	2022	% Chg
Middle, continued	\$389,742	\$402,823	3%
Richmond	\$681,831	\$717,041	5%
Stockbridge	\$1,048,595	\$763,476	-27%
Washington	\$392,800	\$397,167	1%
South Registry	\$743,407	\$795,769	7%
Alford	\$1,429,850	\$1,690,154	18%
Egremont	\$896,177	\$918,917	3%
Great Barrington	\$652,310	\$657,414	1%
Monterey	\$917,098	\$1,056,974	15%
Mt Washington	\$879,660	\$1,069,750	22%
New Marlborough	\$629,976	\$927,443	47%
Sandisfield	\$486,531	\$460,824	-5%
Sheffield	\$682,153	\$520,106	-24%
Tyringham	\$637,750	\$1,035,000	62%
West Stockbridge	\$888,731	\$869,596	-2%
Grand Total	\$434,757	\$461,071	6%

Residential Average Sale Prices

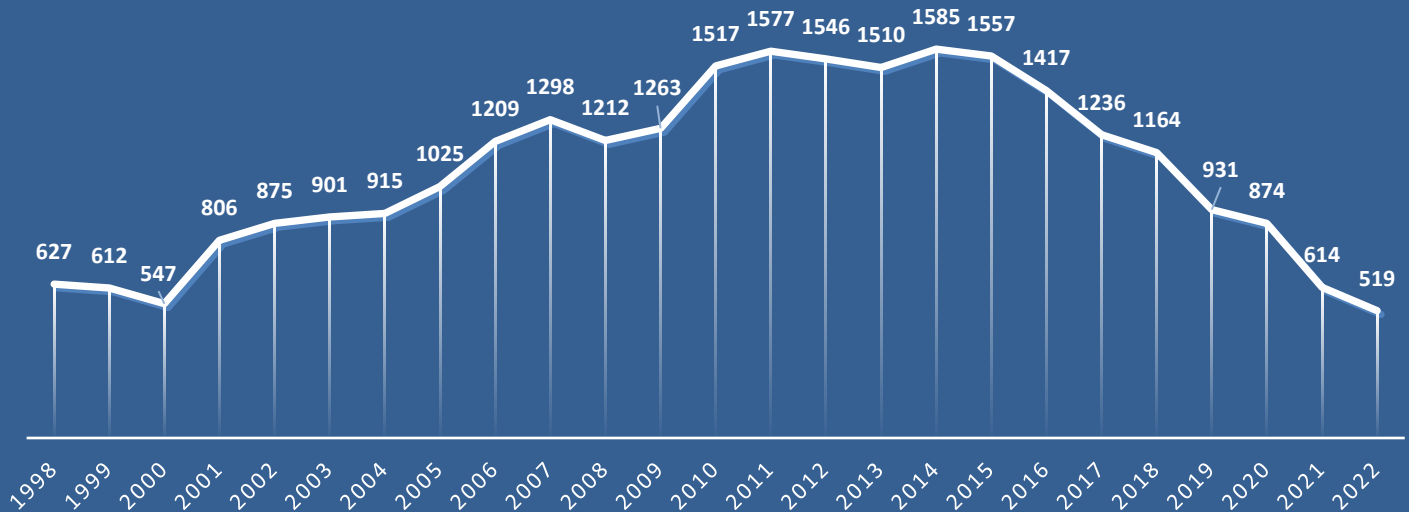
Residential PRICE Range Report

Below is the average number of months it will take to exhaust our current inventory of homes on the market based on 2022 sales rates. A balanced market in our area is typically around 7 months of inventory. Inventory remains very tight in all regions of the county, yet you can see pockets emerge where popular workforce housing price ranges are incredibly low, while others are holding homes on the market that exceed our current sales rates in those price ranges. REALTORS study these trends to educate their sellers about current supply and demand in the specific price point, city/town and property type to help price a listing to sell in the current changing market.

Annual 2022	North Berkshire Registry Area				Middle Berkshire Registry Area				South Berkshire Registry Area			
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	4	5	2	16	4	5	3	2	0	0	0
\$100K-\$149K	29	4	4	2	27	2	2	1	3	0	0	0
\$150K-\$199K	56	10	6	2	70	6	3	1	2	1	1	6
\$200K-\$249K	50	2	3	0	129	9	7	1	5	0	1	0
\$250K-\$299K	45	8	7	2	139	9	8	1	11	0	2	0
\$300K-\$349K	38	1	1	0	72	10	3	2	14	3	2	3
\$350K-\$399K	12	5	1	5	65	3	5	1	24	5	3	3
\$400K-\$449K	16	2	3	2	47	5	1	1	20	3	1	2
\$450K-\$499K	9	3	0	4	32	8	0	3	32	2	2	1
\$500K-\$749K	22	3	2	2	101	13	9	2	65	11	2	2
\$750K-\$999K	4	0	0	0	37	7	1	2	37	10	2	3
\$1M-\$1.99M	5	0	0	0	20	12	0	7	45	11	1	3
\$2M-\$2.99M	3	2	0	8	3	4	1	16	8	2	1	3
\$3M+	0	0	0	0	3	6	0	24	3	10	0	40
2022 YTD	310	44	32	2	761	98	45	2	271	58	18	3

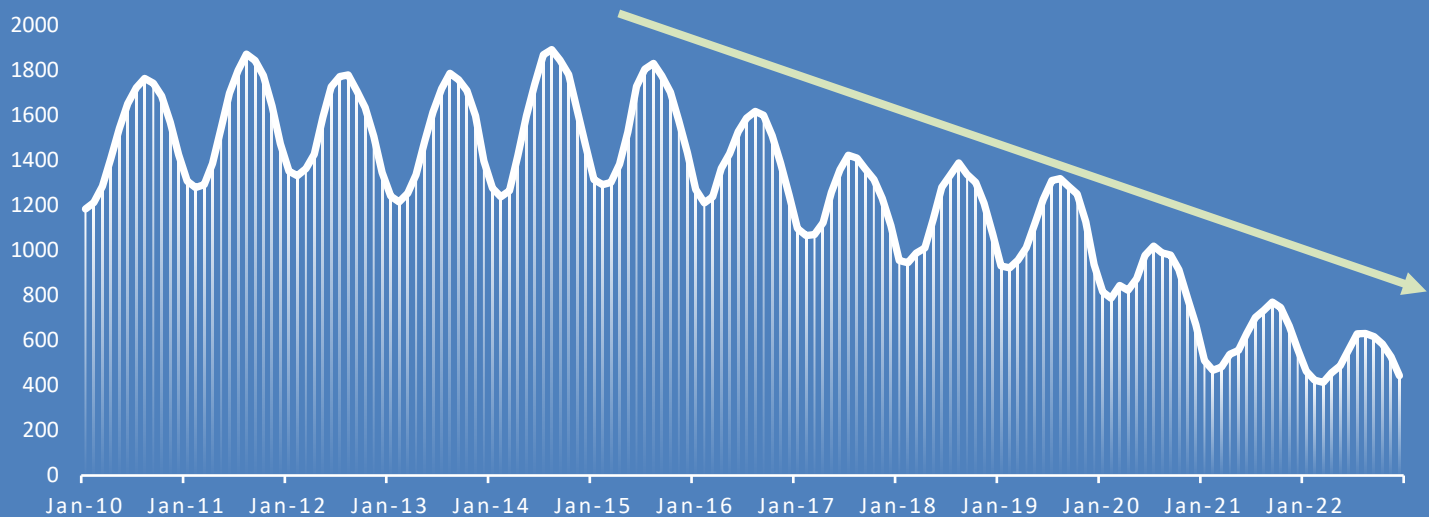
While the most popular price ranges vary by where a home is located, you can see that most of the inventory and sales in the north Berkshire area are well under \$300,000. In central, the majority of sales are in the \$200-\$300,000 range, but there is a pocket of activity between \$500,000-\$750,000 that is also popular. The \$500,000+ range is also the most active in the southern Berkshire area, but the inventory of homes on the market are primarily coming on the market above that price point.

RESIDENTIAL AVERAGE ANNUAL INVENTORY IN THE BERKSHIRES



The inventory of Berkshire County residential inventory of homes on the market follows seasonal patterns each year. In 2020, there was a blip when the pandemic hit and sales stalled, yet the market quickly rebounded. With huge demand, inventory levels fell to near historic lows. While the market is correcting and REALTORS report fewer bidding wars, cautious buyers and more adjustments in listing prices and appraisal values, we still note an overall lack of inventory of homes for our workforce.

12 YEAR LOOK AT SEASONAL FLUCUATIONS IN INVENTORY



Residential Report

**Residential
sales down
15%, dollar
volume down
9%**

Overall, the number of home sales in 2022 decreased 15% over the previous year, from 1,571 down to 1,342. North County sales started robust but fell in the 3rd quarter, with a net decrease of 11%. North Berkshire dollar volume of single-family residential sales was just shy of last year, with \$97 million in sales, a modest decrease of 1%. This is reflected in rising average sale prices. In middle Berkshire, both the number of sales and the dollar volume fell compared to last year, with a very modest increase in the average selling price of homes. In southern Berkshire, a double digit decrease in the number of homes sold was buffered by a modest retraction in the dollar volume of homes sales compared to last year. As pointed out previously, the huge overall influx of money into the residential housing market over the last two years has been significant.

	2017	2018	2019	2020	2021	2022
North						
# Sold	284	321	296	361	348	310
% Sold # Chg	4%	13%	-8%	22%	-4%	-11%
\$ Sold	\$54,334,172	\$68,449,034	\$60,318,291	\$90,516,134	\$97,420,095	\$96,555,503
% Sold \$ Chg	11%	26%	-12%	50%	8%	-1%
Avg \$	\$191,318	\$213,237	\$203,778	\$250,737	\$279,943	\$311,469
% Avg \$ Chg	5.93%	11.46%	-4.44%	23.04%	11.65%	11.26%
Middle						
# Sold	828	846	912	1,002	915	761
% Sold # Chg	4%	2%	8%	10%	-9%	-17%
\$ Sold	\$205,915,743	\$209,377,592	\$237,594,248	\$328,431,717	\$356,613,916	\$306,548,423
% Sold \$ Chg	9%	2%	13%	38%	9%	-14%
Avg \$	\$248,691	\$247,491	\$260,520	\$327,776	\$389,742	\$402,823
% Avg \$ Chg	4.36%	-0.48%	5.26%	25.82%	18.90%	3.36%
South						
# Sold	262	244	229	382	308	271
% Sold # Chg	7%	-7%	-6%	67%	-19%	-12%
\$ Sold	\$124,022,760	\$110,261,758	\$110,386,433	\$236,101,663	\$228,969,268	\$215,653,325
% Sold \$ Chg	21%	-11%	0%	114%	-3%	-6%
Avg \$	\$473,369	\$451,892	\$482,037	\$618,067	\$743,407	\$795,769
% Avg \$ Chg	13.45%	-4.54%	6.67%	28.22%	20.28%	7.04%
Total # Sold	1,374	1,411	1,437	1,745	1,571	1,342
Total % Sold # Chg	5%	3%	2%	21%	-10%	-15%
Total \$ Sold	\$384,272,675	\$388,088,384	\$408,298,972	\$655,049,514	\$683,003,280	\$618,757,251
Total % Sold \$ Chg	13%	1%	5%	60%	4%	-9%
Total Avg \$	\$279,674	\$275,045	\$284,133	\$375,387	\$434,757	\$461,071
Total % Avg \$ Chg	7.66%	-1.66%	3.30%	32.12%	15.82%	6.05%

Condo Report

Condominium sales in middle and southern Berkshire County slowed considerably in 2022 compared to 2021 sales rates. North Berkshire trends were the opposite, with similar gains in the number of condos sold and double digit gains in the dollar volume transacted. Price appreciation surged in northern Berkshire condo sales, up to \$327,976 on average. In middle and southern Berkshire, condo sales slowed considerably, with the greatest impact felt in the southern Berkshire market. It is to be noted that the middle Berkshire condo market has fallen lower than pre-pandemic sales rates, down to only 82 condos sold in 2022, compared to 100+ pre-pandemic.

Condo sales
down 23%,
dollar
volume
down 22%.

	2017	2018	2019	2020	2021	2022
North						
# Sold	25	32	40	39	64	63
% Sold # Chg	9%	28%	25%	-3%	64%	-2%
\$ Sold	\$3,947,270	\$7,215,200	\$7,998,150	\$12,094,700	\$14,298,550	\$20,662,461
% Sold \$ Chg	16%	83%	11%	51%	18%	45%
Avg \$	\$157,891	\$225,475	\$199,954	\$310,121	\$223,415	\$327,976
% Avg \$ Chg	6%	43%	-11%	55%	-28%	47%
Middle						
# Sold	95	107	126	118	113	82
% Sold # Chg	20%	13%	18%	-6%	-4%	-27%
\$ Sold	\$26,532,852	\$44,597,075	\$37,932,250	\$46,469,496	\$48,465,042	\$32,628,793
% Sold \$ Chg	41%	68%	-15%	23%	4%	-33%
Avg \$	\$279,293	\$416,795	\$301,050	\$393,809	\$428,894	\$397,912
% Avg \$ Chg	17%	49%	-28%	31%	9%	-7%
South						
# Sold	11	9	10	23	26	12
% Sold # Chg	120%	-18%	11%	130%	13%	-54%
\$ Sold	\$3,204,400	\$3,362,400	\$2,970,500	\$9,824,300	\$12,513,200	\$5,585,000
% Sold \$ Chg	135%	5%	-12%	231%	27%	-55%
Avg \$	\$291,309	\$373,600	\$297,050	\$427,143	\$481,277	\$465,417
% Avg \$ Chg	7%	28%	-20%	44%	13%	-3%
Total # Sold	131	148	176	180	203	157
Total % Sold # Chg	22%	13%	19%	2%	13%	-23%
Total \$ Sold	\$33,684,522	\$55,174,675	\$48,900,900	\$68,388,496	\$75,276,792	\$58,876,254
Total % Sold \$ Chg	43%	64%	-11%	40%	10%	-22%
Total Avg \$	\$257,134	\$372,802	\$277,846	\$379,936	\$370,822	\$375,008
Total % Avg \$ Chg	17%	45%	-25%	37%	-2%	1%

**Multifamily
sales down
7%, dollar
volume
up 3%**

Multifamily Report

The bright light in our 2022 market, overall multifamily number of sales dipped slightly with a market slowdown impacting the countywide averages. The dollar volume of sales however rose in north and middle Berkshires to far exceed both pandemic and prior sales rates. This has pushed the multifamily selling prices higher on average as well, up 12% in middle Berkshire and 16% in northern Berkshire. Southern Berkshire multifamily sales retracted considerably, with a decrease of over half from the previous year and lower than pre-pandemic markets.

	2017	2018	2019	2020	2021	2022
North						
# Sold	72	56	65	53	80	71
% Sold # Chg	67%	-22%	16%	-18%	51%	-11%
\$ Sold	\$7,135,501	\$5,219,985	\$6,661,703	\$7,127,391	\$12,312,390	\$12,678,300
% Sold \$ Chg	71%	-27%	28%	7%	73%	3%
Avg \$	\$99,104	\$93,214	\$102,488	\$134,479	\$153,905	\$178,568
% Avg \$ Chg	2%	-6%	10%	31%	14%	16%
Middle						
# Sold	99	94	105	106	148	147
% Sold # Chg	27%	-5%	12%	1%	40%	-1%
\$ Sold	\$11,659,975	\$11,639,100	\$16,853,580	\$16,878,884	\$29,147,150	\$32,394,125
% Sold \$ Chg	47%	0%	45%	0%	73%	11%
Avg \$	\$117,778	\$123,820	\$160,510	\$159,235	\$196,940	\$220,368
% Avg \$ Chg	16%	5%	30%	-1%	24%	12%
South						
# Sold	6	12	8	6	12	5
% Sold # Chg	0%	100%	-33%	-25%	100%	-58%
\$ Sold	\$1,809,544	\$3,193,100	\$2,138,500	\$1,842,500	\$4,009,400	\$1,897,500
% Sold \$ Chg	-14%	76%	-33%	-14%	118%	-53%
Avg \$	\$301,591	\$266,092	\$267,313	\$307,083	\$334,117	\$379,500
% Avg \$ Chg	-14%	-12%	0%	15%	9%	14%
Total # Sold	177	162	178	165	240	223
Total % Sold # Chg	39%	-8%	10%	-7%	45%	-7%
Total \$ Sold	\$20,605,020	\$20,052,185	\$25,653,783	\$25,848,775	\$45,468,940	\$46,969,925
Total % Sold \$ Chg	45%	-3%	28%	1%	76%	3%
Total Avg \$	\$116,413	\$123,779	\$144,122	\$156,659	\$189,454	\$210,627
Total % Avg \$ Chg	4%	6%	16%	9%	21%	11%

Land Report

Land sales in 2021 were hard to beat, with surging sales in all parts of the county. This year, we see a large retraction of sales countywide, but still very strong when looking at years past. Middle Berkshire parcel sales rose considerably in the first part of 2022, but then plummeted in the final quarter to reflect a final decrease of 30%. With building costs an unknown going forward, it is important to maintain a close eye on permits and building opportunities to help alleviate pent-up buyer demand for existing homes in popular price points. It remains incredibly hard to build needed workforce priced housing with current costs and codes.

Land sales
down 35%,
dollar
volume
down 53%

	2017	2018	2019	2020	2021	2022
North						
# Sold	29	24	10	33	65	49
% Sold # Chg	16%	-17%	-58%	230%	97%	-25%
\$ Sold	\$2,672,300	\$3,176,000	\$850,400	\$2,121,050	\$8,002,700	\$3,087,450
% Sold \$ Chg	-2%	19%	-73%	149%	277%	-61%
Avg \$	\$92,148	\$132,333	\$85,040	\$64,274	\$123,118	\$63,009
% Avg \$ Chg	-15%	44%	-36%	-24%	92%	-49%
Middle						
# Sold	42	60	51	89	141	99
% Sold # Chg	-18%	43%	-15%	75%	58%	-30%
\$ Sold	\$4,899,350	\$7,591,550	\$6,568,350	\$9,053,850	\$16,372,726	\$9,060,600
% Sold \$ Chg	1%	55%	-13%	38%	81%	-45%
Avg \$	\$116,651	\$126,526	\$128,791	\$101,729	\$116,119	\$91,521
% Avg \$ Chg	23%	8%	2%	-21%	14%	-21%
South						
# Sold	36	31	37	69	102	53
% Sold # Chg	44%	-14%	19%	86%	48%	-48%
\$ Sold	\$6,588,500	\$5,965,900	\$5,720,400	\$11,954,450	\$20,316,991	\$8,923,760
% Sold \$ Chg	-28%	-9%	-4%	109%	70%	-56%
Avg \$	\$183,014	\$192,448	\$154,605	\$173,253	\$199,186	\$168,373
% Avg \$ Chg	-50%	5%	-20%	12%	15%	-15%
Total # Sold	107	115	98	191	308	201
Total % Sold # Chg	6%	7%	-15%	95%	61%	-35%
Total \$ Sold	\$14,160,150	\$16,733,450	\$13,139,150	\$23,129,350	\$44,692,417	\$21,071,810
Total % Sold \$ Chg	-15%	18%	-21%	76%	93%	-53%
Total Avg \$	\$132,338	\$145,508	\$134,073	\$121,096	\$145,105	\$104,835
Total % Avg \$ Chg	-20%	10%	-8%	-10%	20%	-28%



Commercial Report

**Commercial
Sales down
18%, dollar
volume down
36%**

Despite a commercial market heavily impacted by work-from-home and business closures, commercial sales rose in 2021 and yet started to fall this year. Central Berkshire had a level number of transactions, while north and south both dipped to pre-pandemic levels. All parts of the county noted falling dollar volume of sales as well.

	2017	2018	2019	2020	2021	2022
North						
# Sold	11	13	13	12	20	13
% Sold # Chg	0%	18%	0%	-8%	67%	-35%
\$ Sold	\$2,590,500	\$2,710,500	\$2,686,365	\$2,224,400	\$11,437,500	\$4,546,900
% Sold \$ Chg	37%	5%	-1%	-17%	414%	-60%
Avg \$	\$235,500	\$208,500	\$206,643	\$185,367	\$571,875	\$349,762
% Avg \$ Chg	37%	-11%	-1%	-10%	209%	-39%
Middle						
# Sold	24	34	25	29	31	32
% Sold # Chg	0%	42%	-26%	16%	7%	3%
\$ Sold	\$7,599,400	\$14,621,900	\$9,174,560	\$12,997,500	\$21,123,999	\$17,265,400
% Sold \$ Chg	-12%	92%	-37%	42%	63%	-18%
Avg \$	\$316,642	\$430,056	\$366,982	\$448,190	\$681,419	\$539,544
% Avg \$ Chg	-12%	36%	-15%	22%	52%	-21%
South						
# Sold	9	14	7	15	15	9
% Sold # Chg	-25%	56%	-50%	114%	0%	-40%
\$ Sold	\$3,191,000	\$7,968,750	\$3,590,975	\$6,715,000	\$10,393,350	\$5,772,500
% Sold \$ Chg	-39%	150%	-55%	87%	55%	-44%
Avg \$	\$354,556	\$569,196	\$512,996	\$447,667	\$692,890	\$641,389
% Avg \$ Chg	-19%	61%	-10%	-13%	55%	-7%
Total # Sold	44	61	45	56	66	54
Total % Sold # Chg	-6%	39%	-26%	24%	18%	-18%
Total \$ Sold	\$13,380,900	\$25,301,150	\$15,451,900	\$21,936,900	\$42,954,849	\$27,584,800
Total % Sold \$ Chg	-15%	89%	-39%	42%	96%	-36%
Total Avg \$	\$304,111	\$414,773	\$343,376	\$391,730	\$650,831	\$510,830
Total % Avg \$ Chg	-9%	36%	-17%	14%	66%	-22%



Real Estate Market Forecast:

As Lawrence Yun, chief economist and senior vice president of research for the National Association of REALTORS (NAR) eloquently stated, "2022 may be remembered as a year of housing volatility, but 2023 likely will become a year of long-lost normalcy returning to the market."

While Berkshire County did not maintain the rapid real estate market of 2020 and 2021, the number of properties sold and the dollar volume transacted still greatly outpace all years prior to the pandemic. Many factors impact the local market, including low inventory, higher mortgage rates, inflation, talks of nationwide recession and overall, more cautious buyers than the previous year.

Looking ahead, Yun forecasts that nationwide home sales will decline by 6.8% compared to 2022. "Half of the country may experience small price gains, while the other half may see slight price declines," Yun said.

Interest Rates:

Industry experts believe that the Federal Reserve is signaling that they will stop raising interest rates to help fight inflation. NAR is forecasting that the 30-Year fixed mortgage rate will fall below 6% in 2023; Fannie Mae predicts this will happen by the first quarter of 2023, yet the Mortgage Bankers Association by the second quarter of 2023 and back into the 4 percent range by 2024.

"As the mortgage market normalizes, it will be an opportunity for rates to decline even further," Yun said, adding that he expects mortgage rates to settle at 5.7% by the end of next year.

Inventory:

Housing inventory is expected to remain tight in 2023, with new construction below historical averages due to persistent building material bottlenecks. In Berkshire County, after 2 years of rapid land sales, parcel sales stalled by 35% in 2022.

Adding to inventory pressures, it is projected that fewer homeowners will be willing to sell. Today, we have a two-month supply of homes on the market, which is about one third of what we need to satisfy buyer demand in a balanced market. Many believe that homeowners are unlikely to trade in



their 3 percent mortgage for a new home with a 7 percent loan unless they absolutely have to, so mobility of existing homeowners will remain slow.

Home appreciation / prices:

Danielle Hale, chief economist at Realtor.com, believes low inventory will keep home prices from falling too far. She thinks prices will tick higher during the first few months of the year before leveling off or going negative after mid-year, ending the year up by 5.4% overall. NAR's chief economist believes there will be no significant change in home price appreciation due to expected market leveling in 2023.

Economic Factors

The jobs market is a positive factor, with more Americans working today than at any other time in history due to 223,000 net new jobs in December, 4.5 million in the past year, 11.2 million in the past two years, and 23.2 million since the low point during the economic lockdown in April 2020. Wage growth over the past 12 months was 4.6%.

Job additions are critical in generating fresh housing demand as mortgage rates stabilize. Housing affordability remains a challenge for those renters considering buying a home. Yun expects rent prices to rise 5% in 2023, following a 7% increase in 2022. This is consistent with Hales forecast of a rental rise of 6.3% year over year in 2023. While painful, it's also far below the double-digit jumps experienced earlier this year.

Key Variables	Last Housing Cycle	Current Housing Cycle
Job Cuts (net of gains and losses)	8 million	none
Total Payroll Jobs (W-2 salary jobs)	130 million	153 million
Total Jobs (Household survey)	138 million	158 million
Subprime Loans	Prevalent	Virtually none
5-year cumulative to new home construction before crash	7.65 million	4.6 million
Inventory on Market	3.8 to 4 million	1 to 1.2 million
Mortgage Delinquency	10.1%	3.6%
Homes in Foreclosure	4.6%	0.6%

Berkshire Reflection at Year End

Closing out December 2022 and going into January of 2023, the inventory of homes for sale in Berkshire County were down by 19% compared to last year, pending sales expected to close in the 1st quarter of 2023 are down by 46% and new listings coming on the market are down 23%. The median list prices are continuing to reflect increases, but the actual median sales prices are falling slightly.

Yun predicts home sales to fall by 6.8% in 2023 compared to 2022, with the brunt of the slowdown to occur in the first quarter of the new year. Some of the softening can be attributed to homeowners who are unwilling to trade in a higher mortgage rate, as well as economic uncertainty. Meanwhile, home prices in 2023 are forecast to reach \$385,800, an increase of 0.3% compared to 2022.

The overall market will be challenging in the year ahead but now has many hopeful influencing factors. Our 2022 market is still historically unusual in the high dollar volume and the appreciation of our market and of our homes.

Residential Historical Report by City/Town

	2017	2018	2019	2020	2021	2022
Adams						
# Sold	64	78	84	76	87	81
% Sold # Chg	8%	22%	8%	-10%	14%	-7%
\$ Sold	\$8,581,300	\$11,061,517	\$12,492,033	\$12,515,937	\$18,471,227	\$15,886,124
% Sold \$ Chg	-1%	29%	13%	0%	48%	-14%
Avg \$	\$134,083	\$141,814	\$148,715	\$164,683	\$212,313	\$196,125
% Avg \$ Chg	-9%	6%	5%	11%	29%	-8%
Alford						
# Sold	9	6	13	20	10	13
% Sold # Chg	13%	-33%	117%	54%	-50%	30%
\$ Sold	\$8,552,042	\$3,273,000	\$12,861,330	\$14,779,850	\$14,298,500	\$21,972,000
% Sold \$ Chg	43%	-62%	293%	15%	-3%	54%
Avg \$	\$950,227	\$545,500	\$989,333	\$738,993	\$1,429,850	\$1,690,154
% Avg \$ Chg	27%	-43%	81%	-25%	93%	18%
Becket						
# Sold	61	58	48	72	49	50
% Sold # Chg	9%	-5%	-17%	50%	-32%	2%
\$ Sold	\$13,535,625	\$14,211,672	\$11,072,530	\$21,909,151	\$16,427,449	\$17,661,500
% Sold \$ Chg	4%	5%	-22%	98%	-25%	8%
Avg \$	\$221,895	\$245,029	\$230,678	\$304,294	\$335,254	\$353,230
% Avg \$ Chg	-4%	10%	-6%	32%	10%	5%
Cheshire						
# Sold	28	27	21	22	44	31
% Sold # Chg	56%	-4%	-22%	5%	100%	-30%
\$ Sold	\$5,696,100	\$6,095,600	\$4,369,200	\$5,883,630	\$12,728,530	\$10,157,973
% Sold \$ Chg	50%	7%	-28%	35%	116%	-20%
Avg \$	\$203,432	\$225,763	\$208,057	\$267,438	\$289,285	\$327,677
% Avg \$ Chg	-4%	11%	-8%	29%	8%	13%
Clarksburg						
# Sold	19	14	9	16	14	17
% Sold # Chg	-17%	-26%	-36%	78%	-13%	21%
\$ Sold	\$2,776,300	\$2,234,700	\$1,172,800	\$3,119,300	\$3,760,142	\$4,332,150
% Sold \$ Chg	-17%	-20%	-48%	166%	21%	15%
Avg \$	\$146,121	\$159,621	\$130,311	\$194,956	\$268,582	\$254,832
% Avg \$ Chg	1%	9%	-18%	50%	38%	-5%

Residential Historical Report by City/Town

	2017	2018	2019	2020	2021	2022
Dalton						
# Sold	74	68	79	85	75	52
% Sold # Chg	-13%	-8%	16%	8%	-12%	-31%
\$ Sold	\$15,030,476	\$14,620,295	\$18,010,853	\$21,750,359	\$21,864,417	\$15,478,260
% Sold \$ Chg	-13%	-3%	23%	21%	1%	-29%
Avg \$	\$203,115	\$215,004	\$227,985	\$255,887	\$291,526	\$297,659
% Avg \$ Chg	0%	6%	6%	12%	14%	2%
Egremont						
# Sold	35	29	25	38	33	30
% Sold # Chg	25%	-17%	-14%	52%	-13%	-9%
\$ Sold	\$21,277,950	\$14,135,000	\$11,952,698	\$34,694,500	\$29,573,850	\$27,567,500
% Sold \$ Chg	30%	-34%	-15%	190%	-15%	-7%
Avg \$	\$607,941	\$487,414	\$478,108	\$913,013	\$896,177	\$918,917
% Avg \$ Chg	4%	-20%	-2%	91%	-2%	3%
Florida						
# Sold	4	5	10	5	8	10
% Sold # Chg	0%	25%	100%	-50%	60%	25%
\$ Sold	\$722,000	\$407,950	\$1,157,500	\$1,279,000	\$1,438,000	\$2,140,900
% Sold \$ Chg	15%	-43%	184%	10%	12%	49%
Avg \$	\$180,500	\$81,590	\$115,750	\$255,800	\$179,750	\$214,090
% Avg \$ Chg	15%	-55%	42%	121%	-30%	19%
Great Barrington						
# Sold	74	74	73	122	113	98
% Sold # Chg	4%	0%	-1%	67%	-7%	-13%
\$ Sold	\$28,967,900	\$35,941,635	\$29,970,600	\$73,041,013	\$73,711,047	\$64,426,575
% Sold \$ Chg	15%	24%	-17%	144%	1%	-13%
Avg \$	\$391,458	\$485,698	\$410,556	\$598,697	\$652,310	\$657,414
% Avg \$ Chg	11%	24%	-15%	46%	9%	1%
Hancock						
# Sold	10	10	6	4	5	5
% Sold # Chg	67%	0%	-40%	-33%	25%	0%
\$ Sold	\$2,764,100	\$4,124,725	\$1,627,000	\$1,610,000	\$2,470,158	\$2,359,500
% Sold \$ Chg	114%	49%	-61%	-1%	53%	-4%
Avg \$	\$276,410	\$412,473	\$271,167	\$402,500	\$494,032	\$471,900
% Avg \$ Chg	28%	49%	-34%	48%	23%	-4%

Residential Historical Report by City/Town

	2017	2018	2019	2020	2021	2022
Hinsdale						
# Sold	20	24	32	28	17	23
% Sold # Chg	-5%	20%	33%	-13%	-39%	35%
\$ Sold	\$4,792,707	\$5,247,466	\$9,116,700	\$8,699,701	\$7,549,590	\$9,484,700
% Sold \$ Chg	-11%	9%	74%	-5%	-13%	26%
Avg \$	\$239,635	\$218,644	\$284,897	\$310,704	\$444,094	\$412,378
% Avg \$ Chg	-6%	-9%	30%	9%	43%	-7%
Lanesborough						
# Sold	41	39	37	43	48	40
% Sold # Chg	11%	-5%	-5%	16%	12%	-17%
\$ Sold	\$8,509,800	\$9,235,200	\$9,538,901	\$12,098,000	\$16,432,000	\$17,177,653
% Sold \$ Chg	29%	9%	3%	27%	36%	5%
Avg \$	\$207,556	\$236,800	\$257,808	\$281,349	\$342,333	\$429,441
% Avg \$ Chg	16%	14%	9%	9%	22%	25%
Lee						
# Sold	57	53	52	76	67	42
% Sold # Chg	27%	-7%	-2%	46%	-12%	-37%
\$ Sold	\$18,631,400	\$15,479,550	\$15,286,800	\$22,245,671	\$26,924,550	\$18,209,500
% Sold \$ Chg	78%	-17%	-1%	46%	21%	-32%
Avg \$	\$326,867	\$292,067	\$293,977	\$292,706	\$401,859	\$433,560
% Avg \$ Chg	40%	-11%	1%	0%	37%	8%
Lenox						
# Sold	67	35	73	80	80	53
% Sold # Chg	60%	-48%	109%	10%	0%	-34%
\$ Sold	\$31,771,400	\$13,791,200	\$30,830,766	\$45,060,450	\$54,093,635	\$44,695,560
% Sold \$ Chg	91%	-57%	124%	46%	20%	-17%
Avg \$	\$474,200	\$394,034	\$422,339	\$563,256	\$676,170	\$843,312
% Avg \$ Chg	19%	-17%	7%	33%	20%	25%
Monterey						
# Sold	16	20	14	37	26	19
% Sold # Chg	-30%	25%	-30%	164%	-30%	-27%
\$ Sold	\$8,669,118	\$9,953,023	\$9,288,500	\$23,351,000	\$23,844,555	\$20,082,500
% Sold \$ Chg	-30%	15%	-7%	151%	2%	-16%
Avg \$	\$541,820	\$497,651	\$663,464	\$631,108	\$917,098	\$1,056,974
% Avg \$ Chg	1%	-8%	33%	-5%	45%	15%

Residential Historical Report by City/Town

	2017	2018	2019	2020	2021	2022
Mt Washington						
# Sold	3	3	1	3	5	4
% Sold # Chg	-57%	0%	-67%	200%	67%	-20%
\$ Sold	\$1,972,500	\$2,045,350	\$642,000	\$1,674,000	\$4,398,300	\$4,279,000
% Sold \$ Chg	-29%	4%	-69%	161%	163%	-3%
Avg \$	\$657,500	\$681,783	\$642,000	\$558,000	\$879,660	\$1,069,750
% Avg \$ Chg	65%	4%	-6%	-13%	58%	22%
New Ashford						
# Sold	2	1	4	1	5	5
% Sold # Chg		-50%	300%	-75%	400%	0%
\$ Sold	\$498,500	\$340,000	\$1,613,900	\$360,000	\$1,345,900	\$1,961,500
% Sold \$ Chg		-32%	375%	-78%	274%	46%
Avg \$	\$249,250	\$340,000	\$403,475	\$360,000	\$269,180	\$392,300
% Avg \$ Chg		36%	19%	-11%	-25%	46%
New Marlborough						
# Sold	22	29	20	42	28	22
% Sold # Chg	-19%	32%	-31%	110%	-33%	-21%
\$ Sold	\$7,277,650	\$11,166,750	\$12,220,750	\$23,586,750	\$17,639,316	\$20,403,750
% Sold \$ Chg	-16%	53%	9%	93%	-25%	16%
Avg \$	\$330,802	\$385,060	\$611,038	\$561,589	\$629,976	\$927,443
% Avg \$ Chg	3%	16%	59%	-8%	12%	47%
North Adams						
# Sold	87	98	90	127	107	88
% Sold # Chg	-6%	13%	-8%	41%	-16%	-18%
\$ Sold	\$10,386,300	\$13,491,262	\$12,304,976	\$18,252,342	\$19,722,624	\$18,662,389
% Sold \$ Chg	-3%	30%	-9%	48%	8%	-5%
Avg \$	\$119,383	\$137,666	\$136,722	\$143,719	\$184,324	\$212,073
% Avg \$ Chg	4%	15%	-1%	5%	28%	15%
Otis						
# Sold	35	39	38	60	43	33
% Sold # Chg	9%	11%	-3%	58%	-28%	-23%
\$ Sold	\$10,441,600	\$15,361,700	\$14,300,300	\$27,336,316	\$22,680,100	\$15,651,712
% Sold \$ Chg	13%	47%	-7%	91%	-17%	-31%
Avg \$	\$298,331	\$393,890	\$376,324	\$455,605	\$527,444	\$474,294
% Avg \$ Chg	3%	32%	-4%	21%	16%	-10%

Residential Historical Report by City/Town

	2017	2018	2019	2020	2021	2022
Peru						
# Sold	6	12	15	14	8	4
% Sold # Chg	-57%	100%	25%	-7%	-43%	-50%
\$ Sold	\$1,016,950	\$2,379,300	\$3,480,850	\$4,216,400	\$2,365,800	\$1,339,000
% Sold \$ Chg	-71%	134%	46%	21%	-44%	-43%
Avg \$	\$169,492	\$198,275	\$232,057	\$301,171	\$295,725	\$334,750
% Avg \$ Chg	-32%	17%	17%	30%	-2%	13%
Pittsfield						
# Sold	420	447	469	447	449	405
% Sold # Chg	6%	6%	5%	-5%	0%	-10%
\$ Sold	\$76,732,985	\$86,411,809	\$94,064,533	\$103,770,877	\$119,719,245	\$125,024,888
% Sold \$ Chg	0%	13%	9%	10%	15%	4%
Avg \$	\$182,698	\$193,315	\$200,564	\$232,150	\$266,635	\$308,703
% Avg \$ Chg	-6%	6%	4%	16%	15%	16%
Richmond						
# Sold	20	28	29	40	30	22
% Sold # Chg	-39%	40%	4%	38%	-25%	-27%
\$ Sold	\$7,667,900	\$13,155,000	\$12,204,960	\$20,882,966	\$20,454,930	\$15,774,900
% Sold \$ Chg	-38%	72%	-7%	71%	-2%	-23%
Avg \$	\$383,395	\$469,821	\$420,861	\$522,074	\$681,831	\$717,041
% Avg \$ Chg	3%	23%	-10%	24%	31%	5%
Sandisfield						
# Sold	13	14	14	26	16	17
% Sold # Chg	-43%	8%	0%	86%	-38%	6%
\$ Sold	\$5,266,000	\$3,711,700	\$4,341,500	\$8,593,500	\$7,784,500	\$7,834,000
% Sold \$ Chg	-40%	-30%	17%	98%	-9%	1%
Avg \$	\$405,077	\$265,121	\$310,107	\$330,519	\$486,531	\$460,824
% Avg \$ Chg	6%	-35%	17%	7%	47%	-5%
Savoy						
# Sold	6	11	4	9	4	6
% Sold # Chg	20%	83%	-64%	125%	-56%	50%
\$ Sold	\$644,800	\$2,323,200	\$918,000	\$2,202,900	\$856,900	\$1,937,000
% Sold \$ Chg	-5%	260%	-60%	140%	-61%	126%
Avg \$	\$107,467	\$211,200	\$229,500	\$244,767	\$214,225	\$322,833
% Avg \$ Chg	-21%	97%	9%	7%	-12%	51%

Residential Historical Report by City/Town

	2017	2018	2019	2020	2021	2022
Sheffield						
# Sold	58	40	40	51	47	33
% Sold # Chg	87%	-31%	0%	28%	-8%	-30%
\$ Sold	\$22,036,600	\$15,895,400	\$15,634,950	\$25,330,350	\$32,061,200	\$17,163,500
% Sold \$ Chg	103%	-28%	-2%	62%	27%	-46%
Avg \$	\$379,941	\$397,385	\$390,874	\$496,674	\$682,153	\$520,106
% Avg \$ Chg	8%	5%	-2%	27%	37%	-24%
Stockbridge						
# Sold	22	37	36	51	44	31
% Sold # Chg	-21%	68%	-3%	42%	-14%	-30%
\$ Sold	\$16,617,900	\$17,876,400	\$18,467,680	\$39,184,900	\$46,138,200	\$23,667,750
% Sold \$ Chg	-1%	8%	3%	112%	18%	-49%
Avg \$	\$755,359	\$483,146	\$512,991	\$768,331	\$1,048,595	\$763,476
% Avg \$ Chg	27%	-36%	6%	50%	36%	-27%
Tyringham						
# Sold	6	8	9	6	4	9
% Sold # Chg	20%	33%	13%	-33%	-33%	125%
\$ Sold	\$5,125,000	\$3,518,000	\$3,427,000	\$7,712,000	\$2,551,000	\$9,315,000
% Sold \$ Chg	268%	-31%	-3%	125%	-67%	265%
Avg \$	\$854,167	\$439,750	\$380,778	\$1,285,333	\$637,750	\$1,035,000
% Avg \$ Chg	207%	-49%	-13%	238%	-50%	62%
Washington						
# Sold	5	6	4	6	5	6
% Sold # Chg	0%	20%	-33%	50%	-17%	20%
\$ Sold	\$1,167,000	\$1,608,000	\$1,219,375	\$1,276,926	\$1,964,000	\$2,383,000
% Sold \$ Chg	0%	38%	-24%	5%	54%	21%
Avg \$	\$233,400	\$268,000	\$304,844	\$212,821	\$392,800	\$397,167
% Avg \$ Chg	0%	15%	14%	-30%	85%	1%
West Stockbridge						
# Sold	26	21	20	37	26	26
% Sold # Chg	18%	-19%	-5%	85%	-30%	0%
\$ Sold	\$14,878,000	\$10,621,900	\$10,047,105	\$23,338,700	\$23,107,000	\$22,609,500
% Sold \$ Chg	52%	-29%	-5%	132%	-1%	-2%
Avg \$	\$572,231	\$505,805	\$502,355	\$630,776	\$888,731	\$869,596
% Avg \$ Chg	29%	-12%	-1%	26%	41%	-2%

Residential Historical Report by City/Town

	2017	2018	2019	2020	2021	2022
Williamstown						
# Sold	59	69	56	90	68	55
% Sold # Chg	16%	17%	-19%	61%	-24%	-19%
\$ Sold	\$21,310,272	\$26,112,881	\$21,277,282	\$42,413,125	\$34,561,614	\$33,941,217
% Sold \$ Chg	26%	23%	-19%	99%	-19%	-2%
Avg \$	\$361,191	\$378,448	\$379,951	\$471,257	\$508,259	\$617,113
% Avg \$ Chg	9%	5%	0%	24%	8%	21%
Windsor						
# Sold	5	8	12	11	6	12
% Sold # Chg	-62%	60%	50%	-8%	-45%	100%
\$ Sold	\$954,500	\$2,257,200	\$3,385,600	\$2,879,900	\$2,065,000	\$5,176,750
% Sold \$ Chg	-69%	136%	50%	-15%	-28%	151%
Avg \$	\$190,900	\$282,150	\$282,133	\$261,809	\$344,167	\$431,396
% Avg \$ Chg	-21%	48%	0%	-7%	31%	25%
Total # Sold	1,374	1,411	1,437	1,745	1,571	1,342
Total % Sold # Chg	5%	3%	2%	21%	-10%	-15%
Total \$ Sold	\$384,272,675	\$388,088,384	\$408,298,972	\$655,049,514	\$683,003,280	\$618,757,251
Total % Sold \$ Chg	13%	1%	5%	60%	4%	-9%
Total Avg \$	\$279,674	\$275,045	\$284,133	\$375,387	\$434,757	\$461,071
Total % Avg \$ Chg	8%	-2%	3%	32%	16%	6%