



2022 1<sup>st</sup> Quarter

# 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 1<sup>st</sup> Qtr # of sales in 2022 compared to 2021**

Residential	- 2%
Multi-Family	- 2%
Condominium	+ 19%
Commercial	0 %
Land/Lots	- 25%
<b>Overall Market</b>	<b>- 3%</b>

## 2022 1<sup>st</sup> Quarter Market Watch January – March Sales Comparison

First quarter real estate sales in 2022 slowed over the sales pace in 2021, but only slightly. The lack of inventory continues to retract sales, and we anticipate that rising interest rates will have a future affect as well. That said, there have been no reports that buyer demand is slowing. While condominium sales rose 19% this quarter over the first quarter of 2021, land sales slowed by 25%. Land transactions in the south and north part of the county fell dramatically, yet the central land market remained stable. Sales of multifamily properties fell in north and south county but continued a strong upward trajectory over the last several years in the central market. The total number of all real estate transactions sold during the 1st quarter of 2021 topped 459 while this year fell to 443 sales. Historically, this is still a robust market, as shown below:

Northern Berkshire: 90 sales, ↓ down from 103  
Central Berkshire: 205 sales, ↑ up from 180  
Southern Berkshire: 148 sales, ↓ down from 176

### HISTORICAL BERKSHIRE COUNTY ALL ANNUAL REAL ESTATE SALES



Sales were strong in the central part of the Berkshires in 2022, but sales slowed overall in the southern part of the Berkshires. North County sales slowed in the number of units transacted but rose greatly in the dollar volume. The lack of homes for sale added pressure to the market, and this pressure is not expected to let up for the rest of 2022.

	2021		2022	
	\$ Sold	# Sold	\$ Sold	# Sold
All Sales				
North	103	\$18,677,868	90	\$23,271,985
Central	180	\$41,981,126	205	\$57,063,602
South	176	\$94,761,936	148	\$77,600,150
<b>Total</b>	<b>459</b>	<b>\$155,420,930</b>	<b>443</b>	<b>\$157,935,737</b>

1 <sup>st</sup> Quarter	2016	2017	2018	2019	2020	2021	2022
Residential	\$55,714,339	\$55,495,124	\$55,911,216	\$51,756,282	\$72,577,140	\$111,223,859	\$120,703,476
Condominium	\$2,368,500	\$3,715,300	\$12,400,050	\$4,467,400	\$11,720,300	\$15,104,800	\$14,641,711
Multifamily	\$2,621,610	\$2,689,294	\$4,140,400	\$5,929,139	\$5,001,300	\$10,659,910	\$12,215,600
Lots / Land	\$1,921,650	\$1,541,300	\$1,943,550	\$2,069,150	\$1,986,000	\$10,628,861	\$5,545,050
Commercial	\$2,719,250	\$4,713,400	\$6,057,500	\$4,171,240	\$8,168,400	\$7,803,500	\$4,829,900
<b>Grand Total</b>	<b>\$65,345,349</b>	<b>\$68,154,418</b>	<b>\$80,452,716</b>	<b>\$68,393,211</b>	<b>\$99,453,140</b>	<b>\$155,420,930</b>	<b>\$157,935,737</b>

## Hot Residential Markets: 2022 1<sup>st</sup> Quarter Sales

1 <sup>st</sup> Quarter Sales	\$ of Homes Sold			# of Homes Sold		
	2021	2022	Chg	2021	2022	Chg
<b>Residential</b>						
<b>Berkshire - North</b>	<b>57</b>	<b>54</b>	<b>-5%</b>	<b>\$11,297,558</b>	<b>\$15,950,074</b>	<b>41%</b>
▲ <b>Adams</b>	18	19	6%	\$3,326,527	\$3,415,224	3%
Clarksburg	4	2	-50%	\$1,482,000	\$478,000	-68%
Florida	3	2	-33%	\$270,000	\$287,000	6%
North Adams	22	19	-14%	\$3,102,031	\$4,133,400	33%
Savoy	1	1	0%	\$20,000	\$305,000	1425%
▲ <b>Williamstown</b>	9	11	22%	\$3,097,000	\$7,331,450	137%
<b>Berkshire - Central</b>	<b>121</b>	<b>124</b>	<b>2%</b>	<b>\$32,717,076</b>	<b>\$39,662,002</b>	<b>21%</b>
▲ <b>Cheshire</b>	7	9	29%	\$1,838,500	\$3,005,800	63%
▲ <b>Dalton</b>	6	17	183%	\$1,523,987	\$4,684,200	207%
▲ <b>Hancock</b>	1	2	100%	\$900,000	\$1,277,000	42%
▲ <b>Hinsdale</b>	3	5	67%	\$1,482,690	\$1,897,300	28%
▲ <b>Lanesborough</b>	9	11	22%	\$2,061,100	\$3,648,353	77%
Peru	1	1	0%	\$359,900	\$190,000	-47%
Pittsfield	84	71	-15%	\$20,235,699	\$21,595,449	7%
Richmond	6	7	17%	\$3,095,200	\$3,044,900	-2%
Washington	2	0		\$624,000	0	
Windsor	2	1	-50%	\$596,000	\$319,000	-46%
<b>Berkshire - South</b>	<b>104</b>	<b>99</b>	<b>-5%</b>	<b>\$67,209,225</b>	<b>\$65,091,400</b>	<b>-3%</b>
Alford	3	1	-67%	\$4,180,000	\$387,000	-91%
Becket	10	8	-20%	\$3,770,399	\$2,429,900	-36%
Egremont	9	4	-56%	\$6,953,000	\$3,697,000	-47%
Great Barrington	21	22	5%	\$17,279,650	\$9,909,700	-43%
▲ <b>Lee</b>	6	8	33%	\$2,158,500	\$3,144,000	46%
Lenox	16	12	-25%	\$10,667,500	\$13,021,000	22%
Monterey	6	3	-50%	\$2,847,850	\$2,800,000	-2%
▲ <b>New Marlborough</b>	3	7	133%	\$1,368,426	\$4,925,000	260%
Otis	9	8	-11%	\$3,123,000	\$3,378,300	8%
▲ <b>Sandisfield</b>	1	1	0%	\$550,000	\$625,000	14%
▲ <b>Sheffield</b>	5	10	100%	\$5,287,500	\$6,216,000	18%
Stockbridge	7	6	-14%	\$4,058,400	\$4,934,000	22%
▲ <b>Tyringham</b>	3	5	67%	\$1,401,000	\$6,800,000	385%
West Stockbridge	5	4	-20%	\$3,564,000	\$2,824,500	-21%
<b>Grand Total</b>	<b>282</b>	<b>277</b>	<b>-2%</b>	<b>\$111,223,859</b>	<b>\$120,703,476</b>	<b>9%</b>

### Strongest Markets in Berkshire County 1<sup>st</sup> Quarter 2022

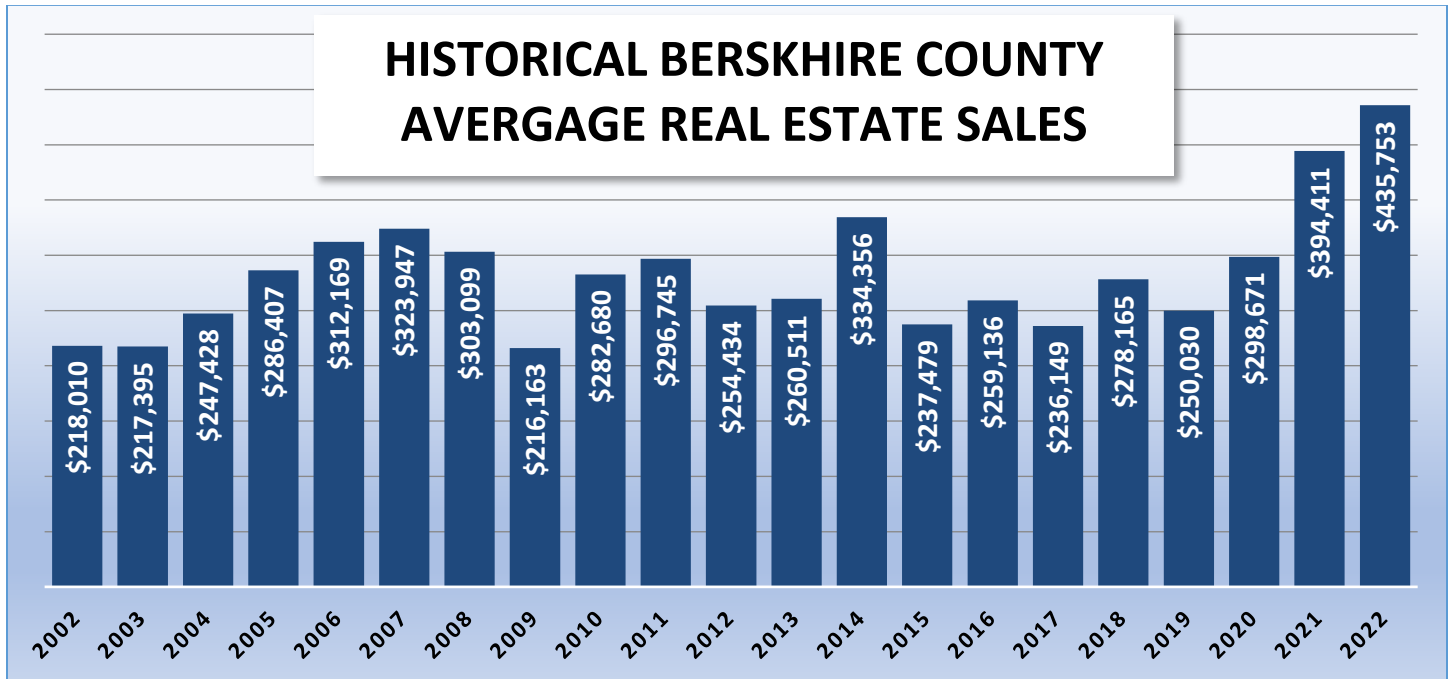
In northern Berkshire, residential sales in Adams and Williamstown rose in both the number of transactions sold in the first quarter and the dollar volume of those sales. Alternatively, North Adams reported strong dollar volume but slowing homes sales during that same time period.

In the central area, Cheshire, Dalton, Hancock, Hinsdale and Lanesborough all reported increasing home sales during the first quarter while Pittsfield and Richmond fell slightly.

The residential market in Southern Berkshire was down 3% overall, with strong increases in Lee, New Marlborough, Sandisfield, Sheffield and Tyringham. Meanwhile Lenox, Stockbridge and Otis didn't transact as many property sales, but did have a jump in the dollar volume of properties that sold.

## Home Sale Appreciation Overview

Countywide, the average sale price in 2022 rose, which was an all-time high recorded since tracking began in 1996.



	1st Qtr	2021	2022	chg %
<b>North</b>		<b>\$198,203</b>	<b>\$295,372</b>	<b>49%</b>
Adams		\$184,807	\$179,749	-3%
Clarksburg		\$370,500	\$239,000	-35%
Florida		\$90,000	\$143,500	59%
North Adams		\$141,001	\$217,547	54%
Savoy		\$20,000	\$305,000	1425%
Williamstown		\$344,111	\$666,495	94%
<b>Central</b>		<b>\$270,389</b>	<b>\$319,855</b>	<b>18%</b>
Cheshire		\$262,643	\$333,978	27%
Dalton		\$253,998	\$275,541	8%
Hancock		\$900,000	\$638,500	-29%
Hinsdale		\$494,230	\$379,460	-23%
Lanesborough		\$229,011	\$331,668	45%
Peru		\$359,900	\$190,000	-47%
Pittsfield		\$240,901	\$304,161	26%
Richmond		\$515,867	\$434,986	-16%
Windsor		\$298,000	\$319,000	7%

	1st Qtr	2021	2022	chg %
<b>South</b>		<b>\$646,243</b>	<b>\$657,489</b>	<b>2%</b>
Alford		\$1,393,333	\$387,000	-72%
Becket		\$377,040	\$303,738	-19%
Egremont		\$772,556	\$924,250	20%
Great Barrington		\$822,840	\$450,441	-45%
Lee		\$359,750	\$393,000	9%
Lenox		\$666,719	\$1,085,083	63%
Monterey		\$474,642	\$933,333	97%
New Marlborough		\$456,142	\$703,571	54%
Otis		\$347,000	\$422,288	22%
Sandisfield		\$550,000	\$625,000	14%
Sheffield		\$1,057,500	\$621,600	-41%
Stockbridge		\$579,771	\$822,333	42%
Tyringham		\$467,000	\$1,360,000	191%
West Stockbridge		\$712,800	\$706,125	-1%

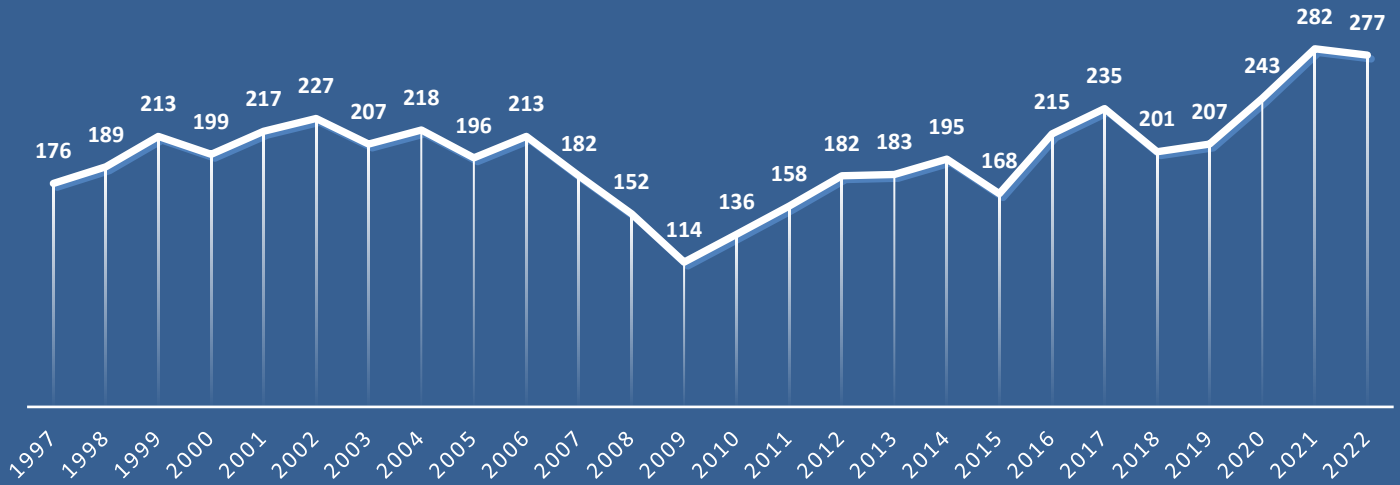


## OVERALL SALES BY REGION

It should be noted that sales throughout the county in all property types during the first quarter of 2021 were very robust, and we compare the 2022 sales rates to record high numbers. In the northern Berkshire region, and we see a slight decrease to 90 properties transacted in the first quarter of 2022 compared to 103 last year. There was a 25% spike in the total dollar volume of sales in the northern region. Central Berkshire sales increased overall, with a rising number of sales and rising dollar volume transacted when compared to previous years. In southern Berkshire, sales fell in both the number of sales and the dollar volume transacted. An overall 3% decrease in the number of sale and a 2% increase in the dollar volume of sales is reflective of the entire real estate market in the region including residential, condominium condo multifamily, commercial and land sales.

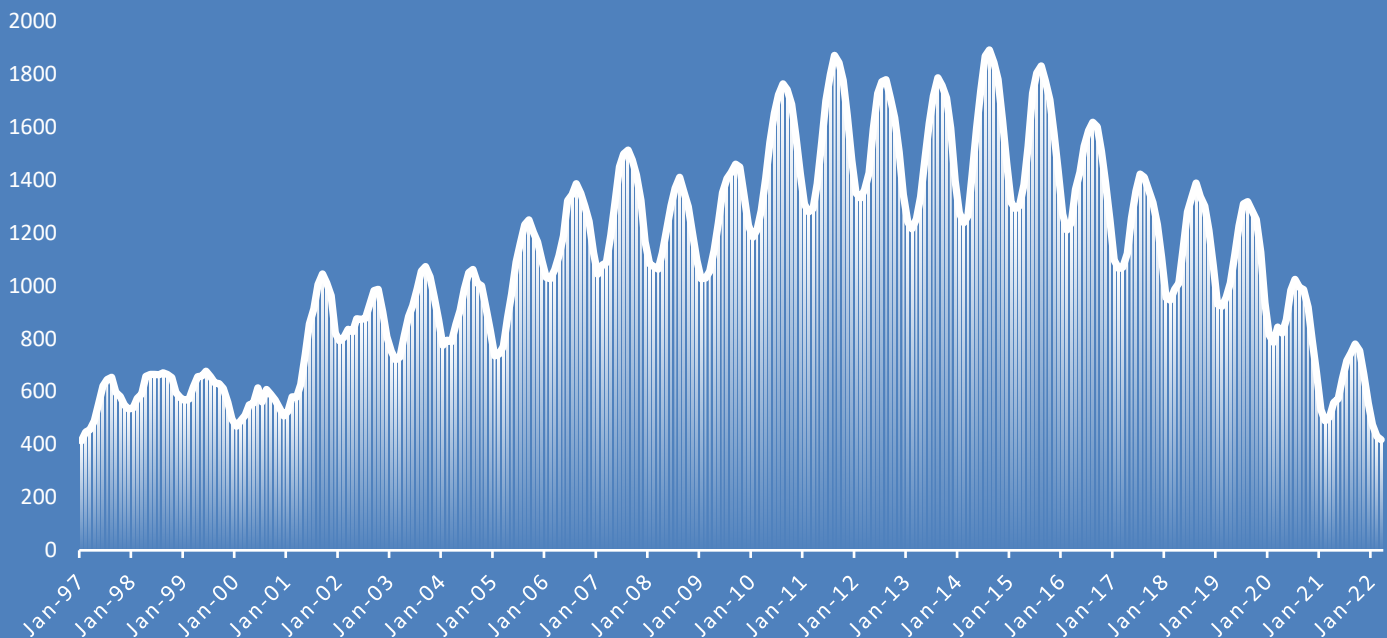
1 <sup>st</sup> Quarter Comparison	2017	2018	2019	2020	2021	2022
<b>Berkshire - North</b>						
# Sold	59	60	62	68	103	90
% chg # Sold	0%	2%	3%	10%	51%	-13%
\$ Sold	\$7,748,840	\$8,274,488	\$9,554,091	\$10,909,062	\$18,677,868	\$23,271,985
% chg \$	-7%	7%	15%	14%	71%	25%
Avg Price	\$131,336	\$137,908	\$154,098	\$160,427	\$181,339	\$258,578
% chg Avg	-7%	5%	12%	4%	13%	43%
<b>Berkshire - Central</b>						
# Sold	140	124	142	155	180	205
% chg # Sold	16%	-11%	15%	9%	16%	14%
\$ Sold	\$25,183,066	\$27,798,155	\$25,903,665	\$33,136,728	\$41,981,126	\$57,063,602
% chg \$	9%	10%	-7%	28%	27%	36%
Avg Price	\$179,879	\$224,179	\$182,420	\$213,785	\$233,228	\$278,359
% chg Avg	-6%	25%	-19%	17%	9%	19%
<b>Berkshire - South</b>						
# Sold	115	115	90	118	176	148
% chg # Sold	11%	0%	-22%	31%	49%	-16%
\$ Sold	\$35,222,512	\$44,380,073	\$32,935,455	\$55,407,350	\$94,761,936	\$77,600,150
% chg \$	4%	26%	-26%	68%	71%	-18%
Avg Price	\$306,283	\$385,914	\$365,950	\$469,554	\$538,420	\$524,325
% chg Avg	-6%	26%	-5%	28%	15%	-3%
<b>Total # Sold</b>	<b>314</b>	<b>299</b>	<b>294</b>	<b>341</b>	<b>459</b>	<b>443</b>
<b>Total % chg # Sold</b>	<b>11%</b>	<b>-5%</b>	<b>-2%</b>	<b>16%</b>	<b>35%</b>	<b>-3%</b>
<b>Total \$ Sold</b>	<b>\$68,154,418</b>	<b>\$80,452,716</b>	<b>\$68,393,211</b>	<b>\$99,453,140</b>	<b>\$155,420,930</b>	<b>\$157,935,737</b>
<b>Total % chg \$</b>	<b>4%</b>	<b>18%</b>	<b>-15%</b>	<b>45%</b>	<b>56%</b>	<b>2%</b>
<b>Total Avg Price</b>	<b>\$217,052</b>	<b>\$269,073</b>	<b>\$232,630</b>	<b>\$291,651</b>	<b>\$338,608</b>	<b>\$356,514</b>
<b>Total % chg Avg</b>	<b>-6%</b>	<b>24%</b>	<b>-14%</b>	<b>25%</b>	<b>16%</b>	<b>5%</b>

## 25 YEAR LOOK AT 1ST QUARTER SALES OF RESIDENTIAL HOMES IN THE BERKSHIRES



The number of residential sales in the first quarter of 2022 fell slightly from the first quarter in 2021, but it is significant to see that sales still topped all years before 2021 since we began tracking in 1997. Alternatively, inventory levels fell in the first quarter to those we haven't seen since 1997, with only 441 homes for sale on the market in 2022, on average.

## INVENTORY WITH SEASONAL FLUCUATIONS IN INVENTORY



## RESIDENTIAL REPORT

**The number of residential sales fell 2%, dollar volume rose 9%**

The number of single-family residential homes sold in the first quarter of 2022 fell by 5% in both the northern and southern region, while sales rose 2% in the central region. With 277 single family home sold during the first quarter of 2022, this resulted in an overall slight decrease of 2% countywide. It is significant to note that there was a large jump in the dollar volume transacted in both northern and central sales of single-family homes. The southern market retracted by 3% in the dollar volume leaving an overall market increase of 9% dollar volume sold in the first quarter of 2022 compared to 2021.

1st Qtr	2017	2018	2019	2020	2021	2022
<b>North</b>						
# Sold	42	36	36	53	57	54
% Diff #	2%	-14%	0%	47%	8%	-5%
\$ Sold	\$5,479,940	\$6,181,588	\$6,019,512	\$9,325,962	\$11,297,558	\$15,950,074
% Diff \$	-16%	13%	-3%	55%	21%	41%
Avg \$	\$130,475	\$171,711	\$167,209	\$175,962	\$198,203	\$295,372
% Diff Avg	-18%	32%	-3%	5%	13%	49%
<b>Central</b>						
# Sold	104	89	105	108	121	124
% Diff #	12%	-14%	18%	3%	12%	2%
\$ Sold	\$19,472,616	\$19,812,355	\$20,543,565	\$22,928,278	\$32,717,076	\$39,662,002
% Diff \$	0%	2%	4%	12%	43%	21%
Avg \$	\$187,237	\$222,611	\$195,653	\$212,299	\$270,389	\$319,855
% Diff Avg	-10%	19%	-12%	9%	27%	18%
<b>South</b>						
# Sold	89	76	66	82	104	99
% Diff #	10%	-15%	-13%	24%	27%	-5%
\$ Sold	\$30,542,568	\$29,917,273	\$25,193,205	\$40,322,900	\$67,209,225	\$65,091,400
% Diff \$	2%	-2%	-16%	60%	67%	-3%
Avg \$	\$343,175	\$393,648	\$381,715	\$491,743	\$646,243	\$657,489
% Diff Avg	-7%	15%	-3%	29%	31%	2%
<b>Total # Sold</b>	<b>235</b>	<b>201</b>	<b>207</b>	<b>243</b>	<b>282</b>	<b>277</b>
<b>Total % Diff #</b>	<b>9%</b>	<b>-14%</b>	<b>3%</b>	<b>17%</b>	<b>16%</b>	<b>-2%</b>
<b>Total \$ Sold</b>	<b>\$55,495,124</b>	<b>\$55,911,216</b>	<b>\$51,756,282</b>	<b>\$72,577,140</b>	<b>\$111,223,859</b>	<b>\$120,703,476</b>
<b>Total % Diff \$</b>	<b>0%</b>	<b>1%</b>	<b>-7%</b>	<b>40%</b>	<b>53%</b>	<b>9%</b>
<b>Total Avg \$</b>	<b>\$236,149</b>	<b>\$278,165</b>	<b>\$250,030</b>	<b>\$298,671</b>	<b>\$394,411</b>	<b>\$435,753</b>
<b>Total % Diff Avg</b>	<b>-9%</b>	<b>18%</b>	<b>-10%</b>	<b>19%</b>	<b>32%</b>	<b>10%</b>

## CONDOMINIUM REPORT

Condominium sales continue to grow, depended on the availability of condo units. Sales in north and central Berkshire are responsible for the overall gains countywide. Condo sales in southern Berkshire slowed considerably during the first quarter of 2022. This market dynamic also affected the average sales price, rising in northern and central Berkshire and falling in southern Berkshire. The total number of sales, 44 compared to 37 last year during this first quarter, is still significantly higher than the years preceding 2021. Condominiums continue to be an affordable market alternative when faced with a lack of available inventory in other home options.

**The number of  
condo sales  
rose 19%, dollar  
volume fell 3%**

1st Qtr	2017	2018	2019	2020	2021	2022
<b>North</b>						
# Sold	1	3	3	1	4	7
% Diff #	-67%	200%	0%	-67%	300%	75%
\$ Sold	\$40,000	\$672,900	\$900,000	\$151,500	\$825,000	\$2,169,011
% Diff \$	-92%	1582%	34%	-83%	445%	163%
Avg \$	\$40,000	\$224,300	\$300,000	\$151,500	\$206,250	\$309,859
% Diff Avg	-77%	461%	34%	-50%	36%	50%
<b>Central</b>						
# Sold	9	9	10	11	16	25
% Diff #	125%	0%	11%	10%	45%	56%
\$ Sold	\$2,168,300	\$2,299,400	\$1,744,900	\$2,565,600	\$2,583,500	\$7,027,700
% Diff \$	126%	6%	-24%	47%	1%	172%
Avg \$	\$240,922	\$255,489	\$174,490	\$233,236	\$161,469	\$281,108
% Diff Avg	0%	6%	-32%	34%	-31%	74%
<b>South</b>						
# Sold	7	12	6	13	17	12
% Diff #	75%	71%	-50%	117%	31%	-29%
\$ Sold	\$1,507,000	\$9,427,750	\$1,822,500	\$9,003,200	\$11,696,300	\$5,445,000
% Diff \$	71%	526%	-81%	394%	30%	-53%
Avg \$	\$215,286	\$785,646	\$303,750	\$692,554	\$688,018	\$453,750
% Diff Avg	-2%	265%	-61%	128%	-1%	-34%
<b>Total # Sold</b>	<b>17</b>	<b>24</b>	<b>19</b>	<b>25</b>	<b>37</b>	<b>44</b>
<b>Total % Diff #</b>	<b>55%</b>	<b>41%</b>	<b>-21%</b>	<b>32%</b>	<b>48%</b>	<b>19%</b>
<b>Total \$ Sold</b>	<b>\$3,715,300</b>	<b>\$12,400,050</b>	<b>\$4,467,400</b>	<b>\$11,720,300</b>	<b>\$15,104,800</b>	<b>\$14,641,711</b>
<b>Total % Diff \$</b>	<b>57%</b>	<b>234%</b>	<b>-64%</b>	<b>162%</b>	<b>29%</b>	<b>-3%</b>
<b>Total Avg \$</b>	<b>\$218,547</b>	<b>\$516,669</b>	<b>\$235,126</b>	<b>\$468,812</b>	<b>\$408,238</b>	<b>\$332,766</b>
<b>Total % Diff Avg</b>	<b>1%</b>	<b>136%</b>	<b>-54%</b>	<b>99%</b>	<b>-13%</b>	<b>-18%</b>



## MULTI-FAMILY REPORT

**Multifamily sales soar in central, fall in north and south.**

Overall, the multifamily sales in Central Berkshire soared this year-to-date, and are reflecting the highest sales rates in our history. Last year, there were historic high multifamily sales in the northern and southern region, but in the first quarter of 2022, those regions didn't keep pace with last year. The Berkshire multifamily market had 1 fewer sale than the same time in 2021, but \$2 million more in dollar volume transacted. 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.

1st Qtr	2017	2018	2019	2020	2021	2022
<b>North</b>						
# Sold	9	15	18	9	24	17
% Diff #	13%	67%	20%	-50%	167%	-29%
\$ Sold	\$621,900	\$1,185,500	\$1,678,339	\$1,197,100	\$3,067,510	\$3,035,900
% Diff \$	12%	91%	42%	-29%	156%	-1%
Avg \$	\$69,100	\$79,033	\$93,241	\$133,011	\$127,813	\$178,582
% Diff Avg	-1%	14%	18%	43%	-4%	40%
<b>Central</b>						
# Sold	17	16	19	25	29	38
% Diff #	-6%	-6%	19%	32%	16%	31%
\$ Sold	\$1,602,950	\$1,838,900	\$2,547,800	\$3,342,700	\$4,574,900	\$7,990,200
% Diff \$	-11%	15%	39%	31%	37%	75%
Avg \$	\$94,291	\$114,931	\$134,095	\$133,708	\$157,755	\$210,268
% Diff Avg	-5%	22%	17%	0%	18%	33%
<b>South</b>						
# Sold	2	5	3	2	8	5
% Diff #	0%	150%	-40%	-33%	300%	-38%
\$ Sold	\$464,444	\$1,116,000	\$1,703,000	\$461,500	\$3,017,500	\$1,189,500
% Diff \$	73%	140%	53%	-73%	554%	-61%
Avg \$	\$232,222	\$223,200	\$567,667	\$230,750	\$377,188	\$237,900
% Diff Avg	73%	-4%	154%	-59%	63%	-37%
<b>Total # Sold</b>	<b>28</b>	<b>36</b>	<b>40</b>	<b>36</b>	<b>61</b>	<b>60</b>
<b>Total % Diff #</b>	<b>0%</b>	<b>29%</b>	<b>11%</b>	<b>-10%</b>	<b>69%</b>	<b>-2%</b>
<b>Total \$ Sold</b>	<b>\$2,689,294</b>	<b>\$4,140,400</b>	<b>\$5,929,139</b>	<b>\$5,001,300</b>	<b>\$10,659,910</b>	<b>\$12,215,600</b>
<b>Total % Diff \$</b>	<b>3%</b>	<b>54%</b>	<b>43%</b>	<b>-16%</b>	<b>113%</b>	<b>15%</b>
<b>Total Avg \$</b>	<b>\$96,046</b>	<b>\$115,011</b>	<b>\$148,228</b>	<b>\$138,925</b>	<b>\$174,753</b>	<b>\$203,593</b>
<b>Total % Diff Avg</b>	<b>3%</b>	<b>20%</b>	<b>29%</b>	<b>-6%</b>	<b>26%</b>	<b>17%</b>

# LAND REPORT

Land sales cool  
after record  
breaking 1st qtr  
last year.

In the first quarter of 2022, land sales slowed, but it is important to note that this is comparing to 2021, a year that broke all records. Land sales jumped so considerably high in 2021, it is hard to use that as a benchmark measurement. While the market might seem to have cooled compared to last year, historically land sales continue to remain strong in all parts of the region. | 1<sup>st</sup> qtr sales by year |

2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
26	42	59	49	42	24	23	25	11	15	22	18	16	27	16	20	21	28	18	19	67	50

1st Qtr	2017	2018	2019	2020	2021	2022
<b>North</b>						
# Sold	4	4	2	2	12	8
% Diff #	-20%	0%	-50%	0%	500%	-33%
\$ Sold	\$287,000	\$54,500	\$125,000	\$30,000	\$1,981,800	\$467,000
% Diff \$	14%	-81%	129%	-76%	6506%	-76%
Avg \$	\$71,750	\$13,625	\$62,500	\$15,000	\$165,150	\$58,375
% Diff Avg	42%	-81%	359%	-76%	1001%	-65%
<b>Central</b>						
# Sold	5	6	6	5	13	14
% Diff #	150%	20%	0%	-17%	160%	8%
\$ Sold	\$234,300	\$292,500	\$642,400	\$490,250	\$1,265,650	\$1,148,800
% Diff \$	18%	25%	120%	-24%	158%	-9%
Avg \$	\$46,860	\$48,750	\$107,067	\$98,050	\$97,358	\$82,057
% Diff Avg	-53%	4%	120%	-8%	-1%	-16%
<b>South</b>						
# Sold	12	18	10	12	42	28
% Diff #	-8%	50%	-44%	20%	250%	-33%
\$ Sold	\$1,020,000	\$1,596,550	\$1,301,750	\$1,465,750	\$7,381,411	\$3,929,250
% Diff \$	-31%	57%	-18%	13%	404%	-47%
Avg \$	\$85,000	\$88,697	\$130,175	\$122,146	\$175,748	\$140,330
% Diff Avg	-25%	4%	47%	-6%	44%	-20%
<b>Total # Sold</b>	<b>21</b>	<b>28</b>	<b>18</b>	<b>19</b>	<b>67</b>	<b>50</b>
<b>Total % Diff #</b>	<b>5%</b>	<b>33%</b>	<b>-36%</b>	<b>6%</b>	<b>253%</b>	<b>-25%</b>
<b>Total \$ Sold</b>	<b>\$1,541,300</b>	<b>\$1,943,550</b>	<b>\$2,069,150</b>	<b>\$1,986,000</b>	<b>\$10,628,861</b>	<b>\$5,545,050</b>
<b>Total % Diff \$</b>	<b>-20%</b>	<b>26%</b>	<b>6%</b>	<b>-4%</b>	<b>435%</b>	<b>-48%</b>
<b>Total Avg \$</b>	<b>\$73,395</b>	<b>\$69,413</b>	<b>\$114,953</b>	<b>\$104,526</b>	<b>\$158,640</b>	<b>\$110,901</b>
<b>Total % Diff Avg</b>	<b>-24%</b>	<b>-5%</b>	<b>66%</b>	<b>-9%</b>	<b>52%</b>	<b>-30%</b>

## COMMERCIAL REPORT

**Commercial sales level with last year, volume drops.**

Overall, the number of commercial sales in the Berkshires were the same as last year, with a falling dollar volume of transacted properties sold. It is a strange time for commercial real estate as changing needs are impacting almost every facet of the commercial business due to pandemic after effects and industry and employment changes. This shift is most evident when looking at the commercial real estate market in the southern Berkshires, which had the largest dollar volume decrease in the county. It is also important to note that commercial sales are optional within the Berkshire MLS may not account for all transactions.

1st Qtr	2017	2018	2019	2020	2021	2022
<b>North</b>						
# Sold	3	2	3	3	6	4
% Diff #	50%	-33%	50%	0%	100%	-33%
\$ Sold	\$1,320,000	\$180,000	\$831,240	\$204,500	\$1,506,000	\$1,650,000
% Diff \$	188%	-86%	362%	-75%	636%	10%
Avg \$	\$440,000	\$90,000	\$277,080	\$68,167	\$251,000	\$412,500
% Diff Avg	92%	-80%	208%	-75%	268%	64%
<b>Central</b>						
# Sold	5	4	2	6	1	4
% Diff #	25%	-20%	-50%	200%	-83%	300%
\$ Sold	\$1,704,900	\$3,555,000	\$425,000	\$3,809,900	\$840,000	\$1,234,900
% Diff \$	147%	109%	-88%	796%	-78%	47%
Avg \$	\$340,980	\$888,750	\$212,500	\$634,983	\$840,000	\$308,725
% Diff Avg	97%	161%	-76%	199%	32%	-63%
<b>South</b>						
# Sold	5	4	5	9	5	4
% Diff #	25%	-20%	25%	80%	-44%	-20%
\$ Sold	\$1,688,500	\$2,322,500	\$2,915,000	\$4,154,000	\$5,457,500	\$1,945,000
% Diff \$	8%	38%	26%	43%	31%	-64%
Avg \$	\$337,700	\$580,625	\$583,000	\$461,556	\$1,091,500	\$486,250
% Diff Avg	-14%	72%	0%	-21%	136%	-55%
<b>Total # Sold</b>	<b>13</b>	<b>10</b>	<b>10</b>	<b>18</b>	<b>12</b>	<b>12</b>
<b>Total % Diff #</b>	<b>30%</b>	<b>-23%</b>	<b>0%</b>	<b>80%</b>	<b>-33%</b>	<b>0%</b>
<b>Total \$ Sold</b>	<b>\$4,713,400</b>	<b>\$6,057,500</b>	<b>\$4,171,240</b>	<b>\$8,168,400</b>	<b>\$7,803,500</b>	<b>\$4,829,900</b>
<b>Total % Diff \$</b>	<b>73%</b>	<b>29%</b>	<b>-31%</b>	<b>96%</b>	<b>-4%</b>	<b>-38%</b>
<b>Total Avg \$</b>	<b>\$362,569</b>	<b>\$605,750</b>	<b>\$417,124</b>	<b>\$453,800</b>	<b>\$650,292</b>	<b>\$402,492</b>
<b>Total % Diff Avg</b>	<b>33%</b>	<b>67%</b>	<b>-31%</b>	<b>9%</b>	<b>43%</b>	<b>-38%</b>

## NORTH COUNTY REAL ESTATE SALES

1st Qtr	2017	2018	2019	2020	2021	2022
<b>Residential</b>						
# Sold	42	36	36	53	57	54
% Diff #	2%	-14%	0%	47%	8%	-5%
\$ Sold	\$5,479,940	\$6,181,588	\$6,019,512	\$9,325,962	\$11,297,558	\$15,950,074
% Diff \$	-16%	13%	-3%	55%	21%	41%
Avg \$	\$130,475	\$171,711	\$167,209	\$175,962	\$198,203	\$295,372
% Diff Avg	-18%	32%	-3%	5%	13%	49%
<b>MultiFamily</b>						
# Sold	9	15	18	9	24	17
% Diff #	13%	67%	20%	-50%	167%	-29%
\$ Sold	\$621,900	\$1,185,500	\$1,678,339	\$1,197,100	\$3,067,510	\$3,035,900
% Diff \$	12%	91%	42%	-29%	156%	-1%
Avg \$	\$69,100	\$79,033	\$93,241	\$133,011	\$127,813	\$178,582
% Diff Avg	-1%	14%	18%	43%	-4%	40%
<b>Condominium</b>						
# Sold	1	3	3	1	4	7
% Diff #	-67%	200%	0%	-67%	300%	75%
\$ Sold	\$40,000	\$672,900	\$900,000	\$151,500	\$825,000	\$2,169,011
% Diff \$	-92%	1582%	34%	-83%	445%	163%
Avg \$	\$40,000	\$224,300	\$300,000	\$151,500	\$206,250	\$309,859
% Diff Avg	-77%	461%	34%	-50%	36%	50%
<b>Lots / Land</b>						
# Sold	4	4	2	2	12	8
% Diff #	-20%	0%	-50%	0%	500%	-33%
\$ Sold	\$287,000	\$54,500	\$125,000	\$30,000	\$1,981,800	\$467,000
% Diff \$	14%	-81%	129%	-76%	6506%	-76%
Avg \$	\$71,750	\$13,625	\$62,500	\$15,000	\$165,150	\$58,375
% Diff Avg	42%	-81%	359%	-76%	1001%	-65%
<b>Commercial</b>						
# Sold	3	2	3	3	6	4
% Diff #	50%	-33%	50%	0%	100%	-33%
\$ Sold	\$1,320,000	\$180,000	\$831,240	\$204,500	\$1,506,000	\$1,650,000
% Diff \$	188%	-86%	362%	-75%	636%	10%
Avg \$	\$440,000	\$90,000	\$277,080	\$68,167	\$251,000	\$412,500
% Diff Avg	92%	-80%	208%	-75%	268%	64%

## RESIDENTIAL TOWN SALES: NORTH

1st Qtr	2017	2018	2019	2020	2021	2022
<b>Adams</b>						
# Sold	18	12	16	9	18	19
% Diff #	100%	-33%	33%	-44%	100%	6%
\$ Sold	\$2,404,400	\$1,866,288	\$2,035,190	\$1,234,300	\$3,326,527	\$3,415,224
% Diff \$	137%	-22%	9%	-39%	170%	3%
Avg \$	\$133,578	\$155,524	\$127,199	\$137,144	\$184,807	\$179,749
% Diff Avg	19%	16%	-18%	8%	35%	-3%
<b>Clarksburg</b>						
# Sold	2	3	1	4	4	2
% Diff #	-50%	50%	-67%	300%	0%	-50%
\$ Sold	\$270,000	\$338,000	\$19,900	\$768,000	\$1,482,000	\$478,000
% Diff \$	-40%	25%	-94%	3759%	93%	-68%
Avg \$	\$135,000	\$112,667	\$19,900	\$192,000	\$370,500	\$239,000
% Diff Avg	19%	-17%	-82%	865%	93%	-35%
<b>North Adams</b>						
# Sold	15	13	11	29	22	19
% Diff #	-21%	-13%	-15%	164%	-24%	-14%
\$ Sold	\$1,386,600	\$1,868,300	\$1,490,200	\$3,444,012	\$3,102,031	\$4,133,400
% Diff \$	-23%	35%	-20%	131%	-10%	33%
Avg \$	\$92,440	\$143,715	\$135,473	\$118,759	\$141,001	\$217,547
% Diff Avg	-3%	55%	-6%	-12%	19%	54%
<b>Williamstown</b>						
# Sold	7	5	8	7	9	11
% Diff #	0%	-29%	60%	-13%	29%	22%
\$ Sold	\$1,418,940	\$1,472,400	\$2,474,222	\$3,315,650	\$3,097,000	\$7,331,450
% Diff \$	-47%	4%	68%	34%	-7%	137%
Avg \$	\$202,706	\$294,480	\$309,278	\$473,664	\$344,111	\$666,495
% Diff Avg	-47%	45%	5%	53%	-27%	94%
<b>Total # Sold</b>	<b>42</b>	<b>36</b>	<b>36</b>	<b>53</b>	<b>57</b>	<b>54</b>
<b>Total % Diff #</b>	<b>2%</b>	<b>-14%</b>	<b>0%</b>	<b>47%</b>	<b>8%</b>	<b>-5%</b>
<b>Total \$ Sold</b>	<b>\$5,479,940</b>	<b>\$6,181,588</b>	<b>\$6,019,512</b>	<b>\$9,325,962</b>	<b>\$11,297,558</b>	<b>\$15,950,074</b>
<b>Total % Diff \$</b>	<b>-16%</b>	<b>13%</b>	<b>-3%</b>	<b>55%</b>	<b>21%</b>	<b>41%</b>
<b>Total Avg \$</b>	<b>\$130,475</b>	<b>\$171,711</b>	<b>\$167,209</b>	<b>\$175,962</b>	<b>\$198,203</b>	<b>\$295,372</b>
<b>Total % Diff Avg</b>	<b>-18%</b>	<b>32%</b>	<b>-3%</b>	<b>5%</b>	<b>13%</b>	<b>49%</b>

\* Note: Savoy, New Ashford and Florida did not have enough sales to compare but are included in the grand total.

## CENTRAL COUNTY REAL ESTATE SALES

1st Qtr	2017	2018	2019	2020	2021	2022
<b>Residential</b>						
# Sold	104	89	105	108	121	124
% Diff #	12%	-14%	18%	3%	12%	2%
\$ Sold	\$19,472,616	\$19,812,355	\$20,543,565	\$22,928,278	\$32,717,076	\$39,662,002
% Diff \$	0%	2%	4%	12%	43%	21%
Avg \$	\$187,237	\$222,611	\$195,653	\$212,299	\$270,389	\$319,855
% Diff Avg	-10%	19%	-12%	9%	27%	18%
<b>MultiFamily</b>						
# Sold	17	16	19	25	29	38
% Diff #	-6%	-6%	19%	32%	16%	31%
\$ Sold	\$1,602,950	\$1,838,900	\$2,547,800	\$3,342,700	\$4,574,900	\$7,990,200
% Diff \$	-11%	15%	39%	31%	37%	75%
Avg \$	\$94,291	\$114,931	\$134,095	\$133,708	\$157,755	\$210,268
% Diff Avg	-5%	22%	17%	0%	18%	33%
<b>Condominium</b>						
# Sold	9	9	10	11	16	25
% Diff #	125%	0%	11%	10%	45%	56%
\$ Sold	\$2,168,300	\$2,299,400	\$1,744,900	\$2,565,600	\$2,583,500	\$7,027,700
% Diff \$	126%	6%	-24%	47%	1%	172%
Avg \$	\$240,922	\$255,489	\$174,490	\$233,236	\$161,469	\$281,108
% Diff Avg	0%	6%	-32%	34%	-31%	74%
<b>Lots / Land</b>						
# Sold	5	6	6	5	13	14
% Diff #	150%	20%	0%	-17%	160%	8%
\$ Sold	\$234,300	\$292,500	\$642,400	\$490,250	\$1,265,650	\$1,148,800
% Diff \$	18%	25%	120%	-24%	158%	-9%
Avg \$	\$46,860	\$48,750	\$107,067	\$98,050	\$97,358	\$82,057
% Diff Avg	-53%	4%	120%	-8%	-1%	-16%
<b>Commercial</b>						
# Sold	5	4	2	6	1	4
% Diff #	25%	-20%	-50%	200%	-83%	300%
\$ Sold	\$1,704,900	\$3,555,000	\$425,000	\$3,809,900	\$840,000	\$1,234,900
% Diff \$	147%	109%	-88%	796%	-78%	47%
Avg \$	\$340,980	\$888,750	\$212,500	\$634,983	\$840,000	\$308,725
% Diff Avg	97%	161%	-76%	199%	32%	-63%

## RESIDENTIAL TOWN SALES: CENTRAL

1st Qtr	2017	2018	2019	2020	2021	2022
<b>Cheshire</b>						
# Sold	3	6	1	3	7	9
% Diff #	-25%	100%	-83%	200%	133%	29%
\$ Sold	\$389,200	\$1,266,100	\$180,000	\$204,623	\$1,838,500	\$3,005,800
% Diff \$	-50%	225%	-86%	14%	798%	63%
Avg \$	\$129,733	\$211,017	\$180,000	\$68,208	\$262,643	\$333,978
% Diff Avg	-33%	63%	-15%	-62%	285%	27%
<b>Dalton</b>						
# Sold	8	10	16	15	6	17
% Diff #	-20%	25%	60%	-6%	-60%	183%
\$ Sold	\$1,523,350	\$2,390,900	\$2,988,250	\$3,416,200	\$1,523,987	\$4,684,200
% Diff \$	-8%	57%	25%	14%	-55%	207%
Avg \$	\$190,419	\$239,090	\$186,766	\$227,747	\$253,998	\$275,541
% Diff Avg	15%	26%	-22%	22%	12%	8%
<b>Hancock</b>						
# Sold	1	2			1	2
% Diff #		100%				100%
\$ Sold	\$169,600	\$797,000			\$900,000	\$1,277,000
% Diff \$		370%				42%
Avg \$	\$169,600	\$398,500			\$900,000	\$638,500
% Diff Avg		135%				-29%
<b>Hinsdale</b>						
# Sold	4	4	3	1	3	5
% Diff #	33%	0%	-25%	-67%	200%	67%
\$ Sold	\$675,019	\$790,000	\$994,400	\$165,000	\$1,482,690	\$1,897,300
% Diff \$	-3%	17%	26%	-83%	799%	28%
Avg \$	\$168,755	\$197,500	\$331,467	\$165,000	\$494,230	\$379,460
% Diff Avg	-27%	17%	68%	-50%	200%	-23%
<b>Lanesborough</b>						
# Sold	6	6	3	7	9	11
% Diff #	20%	0%	-50%	133%	29%	22%
\$ Sold	\$1,298,900	\$1,618,900	\$681,200	\$1,361,000	\$2,061,100	\$3,648,353
% Diff \$	88%	25%	-58%	100%	51%	77%
Avg \$	\$216,483	\$269,817	\$227,067	\$194,429	\$229,011	\$331,668
% Diff Avg	57%	25%	-16%	-14%	18%	45%

## RESIDENTIAL TOWN SALES: CENTRAL

1st Qtr	2017	2018	2019	2020	2021	2022
<b>Peru</b>						
# Sold		2	5	1	1	1
% Diff #	-50%	100%	150%	-80%	0%	0%
\$ Sold	\$157,000	\$422,500	\$1,081,450	\$199,000	\$359,900	\$190,000
% Diff \$	-67%	169%	156%	-82%	81%	-47%
Avg \$	\$157,000	\$211,250	\$216,290	\$199,000	\$359,900	\$190,000
% Diff Avg	-34%	35%	2%	-8%	81%	-47%
<b>Pittsfield</b>						
# Sold	75	53	71	72	84	71
% Diff #	25%	-29%	34%	1%	17%	-15%
\$ Sold	\$13,151,047	\$8,999,205	\$12,633,730	\$13,465,455	\$20,235,699	\$21,595,449
% Diff \$	8%	-32%	40%	7%	50%	7%
Avg \$	\$175,347	\$169,796	\$177,940	\$187,020	\$240,901	\$304,161
% Diff Avg	-14%	-3%	5%	5%	29%	26%
<b>Richmond</b>						
# Sold	5	6	3	8	6	7
% Diff #	0%	20%	-50%	167%	-25%	17%
\$ Sold	\$1,918,500	\$3,527,750	\$1,363,160	\$3,883,500	\$3,095,200	\$3,044,900
% Diff \$	6%	84%	-61%	185%	-20%	-2%
Avg \$	\$383,700	\$587,958	\$454,387	\$485,438	\$515,867	\$434,986
% Diff Avg	6%	53%	-23%	7%	6%	-16%
<b>Windsor</b>						
# Sold	1		2		2	1
% Diff #	-67%					-50%
\$ Sold	\$190,000		\$435,000		\$596,000	\$319,000
% Diff \$	-76%					-46%
Avg \$	\$190,000		\$217,500		\$298,000	\$319,000
% Diff Avg	-29%					7%
<b>Total # Sold</b>	<b>104</b>	<b>89</b>	<b>105</b>	<b>108</b>	<b>121</b>	<b>124</b>
<b>Total % Diff #</b>	<b>12%</b>	<b>-14%</b>	<b>18%</b>	<b>3%</b>	<b>12%</b>	<b>2%</b>
<b>Total \$ Sold</b>	<b>\$19,472,616</b>	<b>\$19,812,355</b>	<b>\$20,543,565</b>	<b>\$22,928,278</b>	<b>\$32,717,076</b>	<b>\$39,662,002</b>
<b>Total % Diff \$</b>	<b>0%</b>	<b>2%</b>	<b>4%</b>	<b>12%</b>	<b>43%</b>	<b>21%</b>
<b>Total Avg \$</b>	<b>\$187,237</b>	<b>\$222,611</b>	<b>\$195,653</b>	<b>\$212,299</b>	<b>\$270,389</b>	<b>\$319,855</b>
<b>Total % Diff Avg</b>	<b>-10%</b>	<b>19%</b>	<b>-12%</b>	<b>9%</b>	<b>27%</b>	<b>18%</b>



## SOUTH COUNTY REAL ESTATE SALES

1st Qtr	2017	2018	2019	2020	2021	2022
<b>Residential</b>						
# Sold	89	76	66	82	104	99
% Diff #	10%	-15%	-13%	24%	27%	-5%
\$ Sold	\$30,542,568	\$29,917,273	\$25,193,205	\$40,322,900	\$67,209,225	\$65,091,400
% Diff \$	2%	-2%	-16%	60%	67%	-3%
Avg \$	\$343,175	\$393,648	\$381,715	\$491,743	\$646,243	\$657,489
% Diff Avg	-7%	15%	-3%	29%	31%	2%
<b>MultiFamily</b>						
# Sold	2	5	3	2	8	5
% Diff #	0%	150%	-40%	-33%	300%	-38%
\$ Sold	\$464,444	\$1,116,000	\$1,703,000	\$461,500	\$3,017,500	\$1,189,500
% Diff \$	73%	140%	53%	-73%	554%	-61%
Avg \$	\$232,222	\$223,200	\$567,667	\$230,750	\$377,188	\$237,900
% Diff Avg	73%	-4%	154%	-59%	63%	-37%
<b>Condominium</b>						
# Sold	7	12	6	13	17	12
% Diff #	75%	71%	-50%	117%	31%	-29%
\$ Sold	\$1,507,000	\$9,427,750	\$1,822,500	\$9,003,200	\$11,696,300	\$5,445,000
% Diff \$	71%	526%	-81%	394%	30%	-53%
Avg \$	\$215,286	\$785,646	\$303,750	\$692,554	\$688,018	\$453,750
% Diff Avg	-2%	265%	-61%	128%	-1%	-34%
<b>Lots / Land</b>						
# Sold	12	18	10	12	42	28
% Diff #	-8%	50%	-44%	20%	250%	-33%
\$ Sold	\$1,020,000	\$1,596,550	\$1,301,750	\$1,465,750	\$7,381,411	\$3,929,250
% Diff \$	-31%	57%	-18%	13%	404%	-47%
Avg \$	\$85,000	\$88,697	\$130,175	\$122,146	\$175,748	\$140,330
% Diff Avg	-25%	4%	47%	-6%	44%	-20%
<b>Commercial</b>						
# Sold	5	4	5	9	5	4
% Diff #	25%	-20%	25%	80%	-44%	-20%
\$ Sold	\$1,688,500	\$2,322,500	\$2,915,000	\$4,154,000	\$5,457,500	\$1,945,000
% Diff \$	8%	38%	26%	43%	31%	-64%
Avg \$	\$337,700	\$580,625	\$583,000	\$461,556	\$1,091,500	\$486,250
% Diff Avg	-14%	72%	0%	-21%	136%	-55%

## RESIDENTIAL TOWN SALES: SOUTH

1st Qtr	2017	2018	2019	2020	2021	2022
<b>Alford</b>						
# Sold	2	1	2	3	3	1
% Diff #	0%	-50%	100%	50%	0%	-67%
\$ Sold	\$995,000	\$460,000	\$2,607,500	\$1,550,000	\$4,180,000	\$387,000
% Diff \$	-40%	-54%	467%	-41%	170%	-91%
Avg \$	\$497,500	\$460,000	\$1,303,750	\$516,667	\$1,393,333	\$387,000
% Diff Avg	-40%	-8%	183%	-60%	170%	-72%
<b>Becket</b>						
# Sold	11	10	8	6	10	8
% Diff #	-15%	-9%	-20%	-25%	67%	-20%
\$ Sold	\$2,684,900	\$2,610,750	\$1,788,000	\$1,721,500	\$3,770,399	\$2,429,900
% Diff \$	-27%	-3%	-32%	-4%	119%	-36%
Avg \$	\$244,082	\$261,075	\$223,500	\$286,917	\$377,040	\$303,738
% Diff Avg	-14%	7%	-14%	28%	31%	-19%
<b>Egremont</b>						
# Sold	6	5	2	2	9	4
% Diff #	50%	-17%	-60%	0%	350%	-56%
\$ Sold	\$1,669,000	\$3,365,000	\$565,000	\$2,700,000	\$6,953,000	\$3,697,000
% Diff \$	44%	102%	-83%	378%	158%	-47%
Avg \$	\$278,167	\$673,000	\$282,500	\$1,350,000	\$772,556	\$924,250
% Diff Avg	-4%	142%	-58%	378%	-43%	20%
<b>Great Barrington</b>						
# Sold	10	12	19	15	21	22
% Diff #	-41%	20%	58%	-21%	40%	5%
\$ Sold	\$3,444,600	\$6,547,000	\$7,554,500	\$6,635,000	\$17,279,650	\$9,909,700
% Diff \$	-43%	90%	15%	-12%	160%	-43%
Avg \$	\$344,460	\$545,583	\$397,605	\$442,333	\$822,840	\$450,441
% Diff Avg	-3%	58%	-27%	11%	86%	-45%
<b>Lee</b>						
# Sold	7	9	6	7	6	8
% Diff #	17%	29%	-33%	17%	-14%	33%
\$ Sold	\$2,286,900	\$2,286,800	\$1,428,500	\$1,726,500	\$2,158,500	\$3,144,000
% Diff \$	62%	0%	-38%	21%	25%	46%
Avg \$	\$326,700	\$254,089	\$238,083	\$246,643	\$359,750	\$393,000
% Diff Avg	39%	-22%	-6%	4%	46%	9%

## RESIDENTIAL TOWN SALES: SOUTH

1st Qtr	2017	2018	2019	2020	2021	2022
<b>Lenox</b>						
# Sold	13	1	14	13	16	12
% Diff #	550%	-92%	1300%	-7%	23%	-25%
\$ Sold	\$4,924,000	\$625,000	\$5,601,625	\$5,793,900	\$10,667,500	\$13,021,000
% Diff \$	616%	-87%	796%	3%	84%	22%
Avg \$	\$378,769	\$625,000	\$400,116	\$445,685	\$666,719	\$1,085,083
% Diff Avg	10%	65%	-36%	11%	50%	63%
<b>Monterey</b>						
# Sold	4	5	1	5	6	3
% Diff #	0%	25%	-80%	400%	20%	-50%
\$ Sold	\$1,916,118	\$1,896,523	\$290,000	\$3,593,000	\$2,847,850	\$2,800,000
% Diff \$	12%	-1%	-85%	1139%	-21%	-2%
Avg \$	\$479,030	\$379,305	\$290,000	\$718,600	\$474,642	\$933,333
% Diff Avg	12%	-21%	-24%	148%	-34%	97%
<b>New Marlborough</b>						
# Sold	4	7	2	5	3	7
% Diff #	-43%	75%	-71%	150%	-40%	133%
\$ Sold	\$730,150	\$2,590,000	\$530,000	\$3,247,000	\$1,368,426	\$4,925,000
% Diff \$	-66%	255%	-80%	513%	-58%	260%
Avg \$	\$182,538	\$370,000	\$265,000	\$649,400	\$456,142	\$703,571
% Diff Avg	-40%	103%	-28%	145%	-30%	54%
<b>Otis</b>						
# Sold	5	3	3	5	9	8
% Diff #	400%	-40%	0%	67%	80%	-11%
\$ Sold	\$868,000	\$686,000	\$1,200,000	\$1,709,500	\$3,123,000	\$3,378,300
% Diff \$	313%	-21%	75%	42%	83%	8%
Avg \$	\$173,600	\$228,667	\$400,000	\$341,900	\$347,000	\$422,288
% Diff Avg	-17%	32%	75%	-15%	1%	22%
<b>Sandisfield</b>						
# Sold	2	4		2	1	1
% Diff #	-50%	100%			-50%	0%
\$ Sold	\$507,500	\$773,200		\$984,000	\$550,000	\$625,000
% Diff \$	-71%	52%			-44%	14%
Avg \$	\$253,750	\$193,300		\$492,000	\$550,000	\$625,000
% Diff Avg	-42%	-24%			12%	14%

\* Note: Mount Washington didn't have enough sales to compare, but included in totals.

## RESIDENTIAL TOWN SALES: SOUTH

1st Qtr	2017	2018	2019	2020	2021	2022
<b>Sheffield</b>						
# Sold	12	9	5	7	5	10
% Diff #	50%	-25%	-44%	40%	-29%	100%
\$ Sold	\$5,029,000	\$3,227,000	\$1,592,900	\$4,355,000	\$5,287,500	\$6,216,000
% Diff \$	227%	-36%	-51%	173%	21%	18%
Avg \$	\$419,083	\$358,556	\$318,580	\$622,143	\$1,057,500	\$621,600
% Diff Avg	118%	-14%	-11%	95%	70%	-41%
<b>Stockbridge</b>						
# Sold	6	8	1	8	7	6
% Diff #	-14%	33%	-88%	700%	-13%	-14%
\$ Sold	\$1,561,900	\$3,950,000	\$519,180	\$4,589,000	\$4,058,400	\$4,934,000
% Diff \$	-73%	153%	-87%	784%	-12%	22%
Avg \$	\$260,317	\$493,750	\$519,180	\$573,625	\$579,771	\$822,333
% Diff Avg	-69%	90%	5%	10%	1%	42%
<b>Tyringham</b>						
# Sold				1	3	5
% Diff #					200%	67%
\$ Sold				\$342,000	\$1,401,000	\$6,800,000
% Diff \$					310%	385%
Avg \$				\$342,000	\$467,000	\$1,360,000
% Diff Avg					37%	191%
<b>West Stockbridge</b>						
# Sold	7	1	2	3	5	4
% Diff #	133%	-86%	100%	50%	67%	-20%
\$ Sold	\$3,925,500	\$350,000	\$874,000	\$1,376,500	\$3,564,000	\$2,824,500
% Diff \$	181%	-91%	150%	57%	159%	-21%
Avg \$	\$560,786	\$350,000	\$437,000	\$458,833	\$712,800	\$706,125
% Diff Avg	21%	-38%	25%	5%	55%	-1%
<b>Total # Sold</b>	<b>89</b>	<b>76</b>	<b>66</b>	<b>82</b>	<b>104</b>	<b>99</b>
<b>Total % Diff #</b>	<b>10%</b>	<b>-15%</b>	<b>-13%</b>	<b>24%</b>	<b>27%</b>	<b>-5%</b>
<b>Total \$ Sold</b>	<b>\$30,542,568</b>	<b>\$29,917,273</b>	<b>\$25,193,205</b>	<b>\$40,322,900</b>	<b>\$67,209,225</b>	<b>\$65,091,400</b>
<b>Total % Diff \$</b>	<b>2%</b>	<b>-2%</b>	<b>-16%</b>	<b>60%</b>	<b>67%</b>	<b>-3%</b>
<b>Total Avg \$</b>	<b>\$343,175</b>	<b>\$393,648</b>	<b>\$381,715</b>	<b>\$491,743</b>	<b>\$646,243</b>	<b>\$657,489</b>
<b>Total % Diff Avg</b>	<b>-7%</b>	<b>15%</b>	<b>-3%</b>	<b>29%</b>	<b>31%</b>	<b>2%</b>

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## 2022 1<sup>ST</sup> QUARTER INFORMATION

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### Instant Reaction: Inflation

Released April 12, 2022 | By: [Lawrence Yun](#)

Inflation continues to kick higher with an 8.5% consumer price rise in March. Aggressive inflation will force the Federal Reserve to raise interest rates multiple rounds this year and actively pursue quantitative tightening. That is why mortgage rates recently have shot up so high.

***Higher mortgage rates will inevitably pull home sales down in the coming months and slow home price appreciation. My projection at the moment is for a 10% reduction in home sales this year and a 5% home price gain by the year's end.***

Rents rose by 4.4%, even though many private sector data sources have been pointing to even faster gains. Hotels and motels are charging 29% more. Home price is not part of the consumer price index but has hurt first-time buyers, especially with rising mortgage rates. Clearly, more construction of both apartments and single-family homes is needed.

REALTORS® drive much more than the general population and have felt the pain at the pump. To quantify this, gasoline prices were up 48% from a year ago. Higher energy prices will also filter up to airfare, which rose 24%, and pretty much to all goods that are transported. Higher energy prices moreover will provide revenue to energy-producing countries including Russia, irrespective of economic sanctions. It is a lower energy price from raising global oil supply that will squeeze Putin.

### Instant Reaction: Jobs

Released April 1, 2022 | By: [Lawrence Yun](#)

The latest jobs data, with the unemployment rate sinking to 3.6%, presents an incredibly tight job market. A net gain of 431,000 new jobs was added in March, bringing the total jobs recovery to 19 million since the lockdown two years ago. Another 1.5 million jobs are needed to match the prior peak observed before the ugly arrival of the pandemic. There are currently in essence two job openings for each unemployed person. That is why wages are rising by a hefty 6.8%. Workers are not better off, however, as inflation is running even higher at 7.9%.

Job gains are good, of course, but rising wages and prices are raising the prospect of potential stagflation – similar to economic conditions in the 1970s. The bond yields are touching 3-year highs in anticipation of aggressive rate hikes by the Fed. Mortgage rates consequently will also move higher. For first-time home buyers, the costs of buying the same home this year compared to just one year ago have risen by 40% from a combined impact of higher home prices and much higher mortgage rates. There will be an inevitable slowdown in home sales. Keep an eye on days-on-market and a decrease in multiple offers. Home sellers should not expect big easy profit gains.

