



2023 Year End Report

- Dollar Volume
- Months of Inventory
- Days on Market
- Pricing Accuracy
- Average and Median Prices



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.

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2023 Year End Market Watch

January – December Sales Comparison

Dollar volume down 11%, number of sales down 17%

2022 real estate sales data showed a slowing sales pace from the peak of pandemic buying and the 2023 market continued that decrease. The dollar volume of properties transacted retracted to 2019 levels, and the number of properties sold fell to 2016 lows. Reports by area REALTORS show that while the market has cooled from the frenzied pace, the lack of inventory is taking a toll on the sales rates. The total number of all real estate transactions topped 2,388 in 2021, and this year sales dipped to 1,651 county-wide. With a total market volume of \$692 million dollars transacted in 2023, this is down from a record breaking high of \$892 million dollars sold in 2021. 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. (check out page 12 for the 2024 forecast.

YTD Change: # of Sales

Residential	-18%
Condominium	-12%
Multi-Family	-17%
Land	-19%
Commercial	-2%
Grand Total	-17%

Northern Berkshire: 504 sales, ↓ down 10% from 560
Middle Berkshire: 896 sales, ↓ down 17% from 1,074
Southern Berkshire: 251 sales, ↓ down 28% from 350

HISTORICAL BERSKIRE COUNTY ALL ANNUAL REAL ESTATE SALES



It's important to drill down in the numbers, as some towns have continued a steady pace while others stalled. Also note that the middle Berkshire condo market remained strong while the north multifamily market was stable as well.

	2022		2023	
All Sales	\$ Sold	# Sold	\$ Sold	# Sold
North	560	\$156,440,367	504	\$151,258,509
Middle	1074	\$382,422,488	896	\$342,994,878
South	350	\$237,733,085	251	\$197,768,924
Total	1984	\$776,595,940	1651	\$692,022,311

Jan-Dec	2018	2019	2020	2021	2022	2023
Residential	\$388,088,384	\$408,298,972	\$655,049,514	\$683,003,280	\$620,868,251	\$525,939,885
Condo	\$55,174,675	\$48,900,900	\$68,388,496	\$76,122,005	\$60,051,154	\$62,091,633
Multi	\$20,052,185	\$25,653,783	\$25,848,775	\$45,468,940	\$46,969,925	\$45,632,023
Land	\$16,733,450	\$13,139,150	\$23,129,350	\$44,692,417	\$21,121,810	\$23,676,920
Comm	\$25,301,150	\$15,451,900	\$21,936,900	\$42,954,849	\$27,584,800	\$34,681,850
Grand Total	\$505,349,844	\$511,444,705	\$794,353,035	\$892,241,491	\$776,595,940	\$692,022,311

Residential Sales At-a-Glance: Year Comparison

January – December	\$ of Homes Sold			# of Homes Sold		
Residential	2022	2023	Chg	2022	2023	Chg
North Registry	350	316	-10%	\$113,733,156	\$100,669,185	-11%
Adams	81	79	-2%	\$15,886,124	\$16,501,450	4%
Cheshire	31	19	-39%	\$10,157,973	\$5,797,450	-43%
Clarksburg	17	15	-12%	\$4,332,150	\$4,064,500	-6%
Florida	10	8	-20%	\$2,140,900	\$1,502,400	-30%
Hancock	5	4	-20%	\$2,359,500	\$1,830,000	-22%
Lanesborough	40	31	-23%	\$17,177,653	\$12,739,790	-26%
New Ashford	5	2	-60%	\$1,961,500	\$425,000	-78%
North Adams	88	88	0%	\$18,662,389	\$20,336,870	9%
Savoy	6	7	17%	\$1,937,000	\$917,400	-53%
Williamstown	55	57	4%	\$33,941,217	\$34,135,325	1%
Windsor	12	6	-50%	\$5,176,750	\$2,419,000	-53%
Middle Registry	725	603	-17%	\$291,580,770	\$254,353,676	-13%
Becket	50	44	-12%	\$17,661,500	\$20,565,250	16%
Dalton	53	49	-8%	\$16,678,260	\$15,274,375	-8%
Hinsdale	23	12	-48%	\$9,484,700	\$5,205,400	-45%
Lee	42	41	-2%	\$18,209,500	\$16,308,980	-10%
Lenox	53	42	-21%	\$44,695,560	\$31,309,373	-30%
Otis	33	32	-3%	\$15,651,712	\$20,896,895	34%
Peru	4	2	-50%	\$1,339,000	\$365,000	-73%
Pittsfield	407	323	-21%	\$125,723,888	\$100,478,253	-20%
Richmond	23	24	4%	\$16,085,900	\$20,452,150	27%
Stockbridge	31	30	-3%	\$23,667,750	\$22,210,000	-6%
Washington	6	4	-33%	\$2,383,000	\$1,288,000	-46%
South Registry	271	190	-30%	\$215,554,325	\$170,917,024	-21%
Alford	13	7	-46%	\$21,972,000	\$8,714,250	-60%
Egremont	30	25	-17%	\$27,567,500	\$22,194,000	-19%
Great Barrington	98	51	-48%	\$64,377,575	\$39,163,524	-39%
Monterey	19	15	-21%	\$20,082,500	\$15,063,000	-25%
Mt Washington	4	6	50%	\$4,279,000	\$4,580,500	7%
New Marlborough	22	22	0%	\$20,403,750	\$34,274,750	68%
Sandisfield	17	18	6%	\$7,834,000	\$9,265,300	18%
Sheffield	33	26	-21%	\$17,163,500	\$17,323,700	1%
Tyringham	9	2	-78%	\$9,315,000	\$1,535,000	-84%
West Stockbridge	26	18	-31%	\$22,559,500	\$18,803,000	-17%
Grand Total	1346	1109	-18%	\$620,868,251	\$525,939,885	-15%

15% decrease in dollar volume transacted, with \$526 million in homes sold.

At-A-Glance Year to Year Comparison

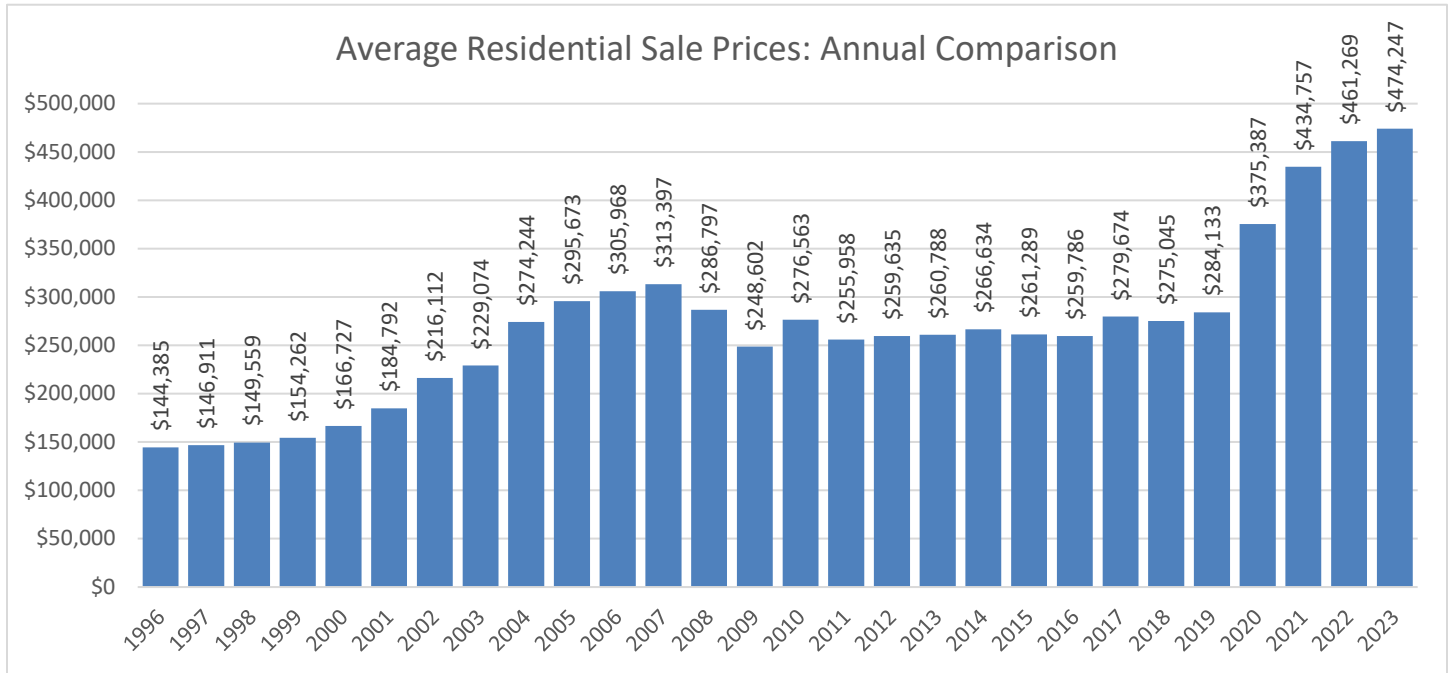
Overall, the residential market declined by 18% over last year in the number of residential home sales county-wide. Dollar volume was down by 15%.

Adams, North Adams and Williamstown sales increased in the dollar volume transacted. The total number of residential homes sold in North Adams was the same as last year and Williamstown sales rose by 4%, or 2 additional homes sold when comparing 2023 to 2022.

In the middle registry area, Becket, Otis, and Richmond saw rising dollar volume for residential sales however, only Richmond increased the total number of homes sold slightly, up 4% or 1 additional sale. Pittsfield, the leader of the region in number of homes available and on the market, slowed by 20%.

New Marlborough and Sandisfield recorded a rising market compared to 2022. Sheffield sales fell, but the dollar volume transacted rose slightly. Great Barrington sales fell significantly.

Home Sale Appreciation Overview



	2022	2023	% Chg
North Registry	\$324,952	\$318,573	-2%
Adams	\$196,125	\$208,879	7%
Cheshire	\$327,677	\$305,129	-7%
Clarksburg	\$254,832	\$270,967	6%
Florida	\$214,090	\$187,800	-12%
Hancock	\$471,900	\$457,500	-3%
Lanesborough	\$429,441	\$410,961	-4%
New Ashford	\$392,300	\$212,500	-46%
North Adams	\$212,073	\$231,101	9%
Savoy	\$322,833	\$131,057	-59%
Williamstown	\$617,113	\$598,865	-3%
Windsor	\$431,396	\$403,167	-7%
Middle Registry	\$402,180	\$421,814	5%
Becket	\$353,230	\$467,392	32%
Dalton	\$314,684	\$311,722	-1%
Hinsdale	\$412,378	\$433,783	5%
Lee	\$433,560	\$397,780	-8%
Lenox	\$843,312	\$745,461	-12%
Otis	\$474,294	\$653,028	38%
Peru	\$334,750	\$182,500	-45%

	2022	2023	% Chg
Middle, continued			
Pittsfield	\$308,904	\$311,078	1%
Richmond	\$699,387	\$852,173	22%
Stockbridge	\$763,476	\$740,333	-3%
Washington	\$397,167	\$322,000	-19%
South Registry	\$795,403	\$899,563	13%
Alford	\$1,690,154	\$1,244,893	-26%
Egremont	\$918,917	\$887,760	-3%
Great Barrington	\$656,914	\$767,912	17%
Monterey	\$1,056,974	\$1,004,200	-5%
Mt Washington	\$1,069,750	\$763,417	-29%
New Marlborough	\$927,443	\$1,557,943	68%
Sandisfield	\$460,824	\$514,739	12%
Sheffield	\$520,106	\$666,296	28%
Tyringham	\$1,035,000	\$767,500	-26%
West Stockbridge	\$867,673	\$1,044,611	20%
Grand Total	\$461,269	\$474,247	3%

Residential Average Sale Prices

Overall Real Estate Sales by Region

Residential, Condo, Multi, Commercial, and Land

While sales are down this year, prices rise across the county

- 2023 was a tough year for home buyers in finding a property within their price range and being able to afford and qualify for a mortgage while rates moved up and leveled during the year.
- The 2022 prediction of a failing market rang true. With inventory remaining a challenge, high building costs, rising of both interest rates and inflation, sales were struggling this year. 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.

All Property	2018	2019	2020	2021	2022	2023
North						
# Sold	494	476	550	642	560	504
% Sold # Chg	5%	-4%	16%	17%	-13%	-10%
\$ Sold	\$97,704,919	\$89,670,810	\$127,153,876	\$162,479,035	\$156,440,367	\$151,258,509
% Sold \$ Chg	22%	-8%	42%	28%	-4%	-3%
Avg \$	\$197,783	\$188,384	\$231,189	\$253,083	\$279,358	\$300,116
% Avg \$ Chg	16%	-5%	23%	9%	10%	7%
Middle						
# Sold	1093	1167	1292	1284	1074	896
% Sold # Chg	5%	7%	11%	-1%	-16%	-17%
\$ Sold	\$276,893,017	\$296,967,087	\$400,761,247	\$453,560,246	\$382,422,488	\$342,994,878
% Sold \$ Chg	12%	7%	35%	13%	-16%	-10%
Avg \$	\$253,333	\$254,471	\$310,187	\$353,240	\$356,073	\$382,807
% Avg \$ Chg	7%	0%	22%	14%	1%	8%
South						
# Sold	310	291	495	463	350	251
% Sold # Chg	-4%	-6%	70%	-6%	-24%	-28%
\$ Sold	\$130,751,908	\$124,806,808	\$266,437,913	\$276,202,209	\$237,733,085	\$197,768,924
% Sold \$ Chg	-6%	-5%	113%	4%	-14%	-17%
Avg \$	\$421,780	\$428,889	\$538,258	\$596,549	\$679,237	\$787,924
% Avg \$ Chg	-2%	2%	26%	11%	14%	16%
Total # Sold	1897	1934	2337	2389	1984	1651
Total % Sold # Chg	3%	2%	21%	2%	-17%	-17%
Total \$ Sold	\$505,349,844	\$511,444,705	\$794,353,035	\$892,241,491	\$776,595,940	\$692,022,311
Total % Sold \$ Chg	8%	1%	55%	12%	-13%	-11%
Total Avg \$	\$266,394	\$264,449	\$339,903	\$373,479	\$391,429	\$419,153
Total % Avg \$ Chg	5%	-1%	29%	10%	5%	7%

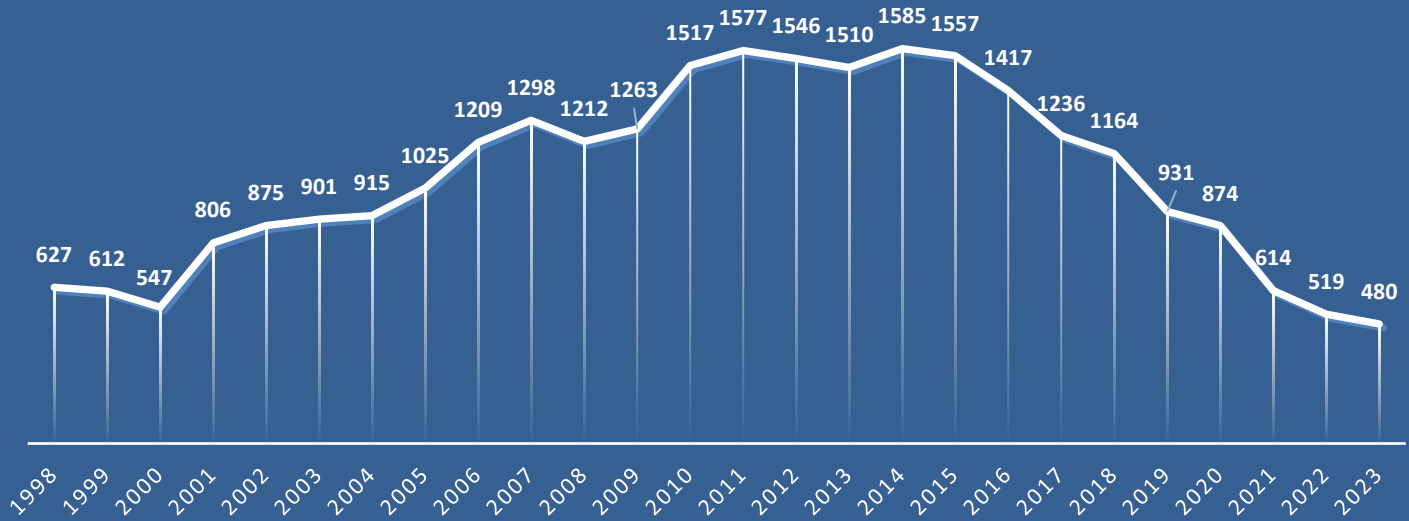
Residential PRICE Range Report

Below is the average number of months it will take to exhaust our current inventory of homes on the market based on 2023 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	20	2	2	12	13	3	0	3	0	0	0	0
\$100K-\$149K	25	4	3	9	17	2	1	1	1	0	0	0
\$150K-\$199K	51	3	5	20	43	4	9	1	1	3	2	36
\$200K-\$249K	56	6	4	8	77	9	12	1	5	0	0	0
\$250K-\$299K	52	8	2	3	105	16	7	2	9	5	1	7
\$300K-\$349K	26	4	5	15	78	8	3	1	9	4	1	5
\$350K-\$399K	15	9	0	0	57	5	5	1	16	6	2	5
\$400K-\$449K	19	3	1	4	33	3	2	1	16	6	0	5
\$450K-\$499K	13	3	1	3	25	5	5	2	12	1	1	1
\$500K-\$749K	25	10	6	5	94	21	11	3	46	16	7	4
\$750K-\$999K	8	3	0	5	35	8	0	3	29	12	4	5
\$1M-\$1.99M	4	5	1	15	25	11	2	5	33	12	2	4
\$2M-\$2.99M	2	3	0	18	3	3	2	12	3	4	1	16
\$3M+	0	0	0	--	0	6	1	--	8	9	2	14
2023 YTD	316	63	30	2	605	104	60	2	188	78	23	5

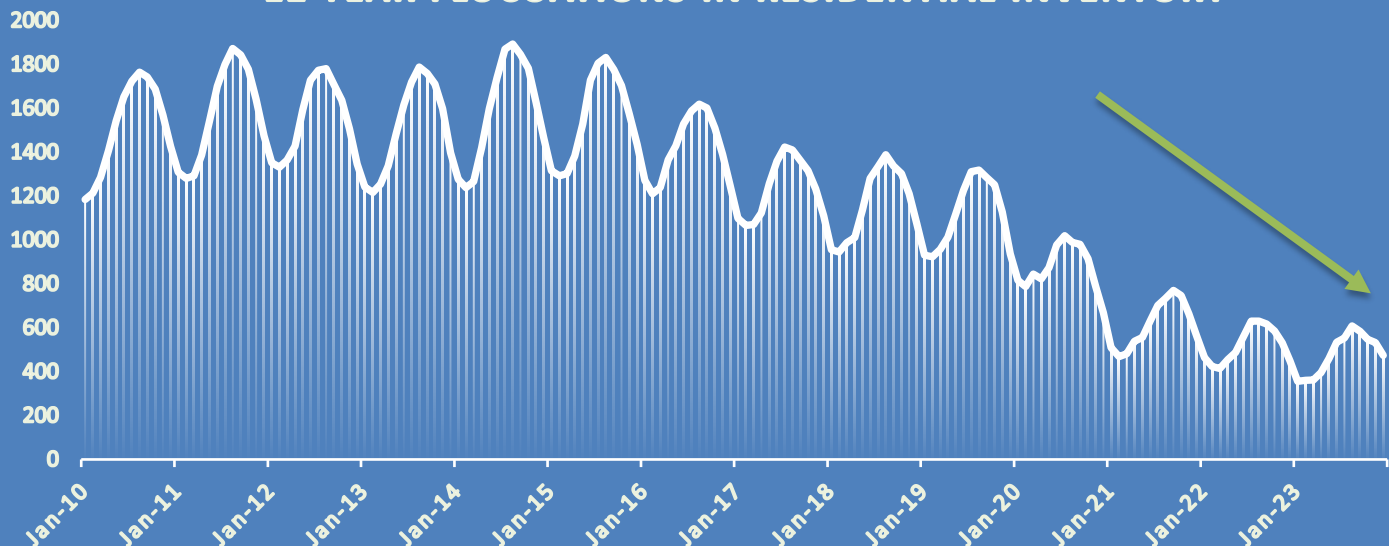
While the most popular price ranges vary by where a home is located, you can see that most of the inventory and sales in the north Berkshire area are well under \$300,000. In central, the majority of sales are in the \$250-\$350,000 range, but there is a pocket of activity between \$500,000-\$750,000 that is also popular. The \$500,000+ range is also the most active market in the southern Berkshire area, but the homes available for sale are primarily 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 FLUCUATIONS IN RESIDENTIAL INVENTORY



Residential Report

**Residential
sales down
18%, dollar
volume down
15%**

Overall, the number of home sales in 2023 decreased 18% over the previous year, from 1,346 down to 1,109. North County sales started robust but fell in the 3rd quarter, with a net decrease of 10%. The north county residential (single family) market retracted the least of any other area in the Berkshires, with central closely following with a 17% decrease. South county, however, reported a 30% decrease in the number of sales and a 21% decrease in the dollar volume of sales. It should be noted that in southern Berkshire, sales of \$171 million still far exceed pre-pandemic years. Notably, average sales prices rose significantly in southern Berkshire, modestly in middle and fell slightly in north.

Residential	2018	2019	2020	2021	2022	2023
North Registry						
# Sold	360	333	404	396	350	316
% Sold # Chg	11%	-8%	21%	-2%	-12%	-10%
\$ Sold	\$77,684,234	\$69,857,192	\$102,614,134	\$113,852,095	\$113,733,156	\$100,669,185
% Sold \$ Chg	24%	-10%	47%	11%	0%	-11%
Avg \$	\$215,790	\$209,781	\$253,995	\$287,505	\$324,952	\$318,573
% Avg \$ Chg	12%	-3%	21%	13%	13%	-2%
Middle Registry						
# Sold	807	875	959	867	725	603
% Sold # Chg	3%	8%	10%	-10%	-16%	-17%
\$ Sold	\$200,142,392	\$228,055,347	\$316,333,717	\$340,181,916	\$291,580,770	\$254,353,676
% Sold \$ Chg	1%	14%	39%	8%	-14%	-13%
Avg \$	\$248,008	\$260,635	\$329,858	\$392,367	\$402,180	\$421,814
% Avg \$ Chg	-1%	5%	27%	19%	3%	5%
South Registry						
# Sold	244	229	382	308	271	190
% Sold # Chg	-7%	-6%	67%	-19%	-12%	-30%
\$ Sold	\$110,261,758	\$110,386,433	\$236,101,663	\$228,969,268	\$215,554,325	\$170,917,024
% Sold \$ Chg	-11%	0%	114%	-3%	-6%	-21%
Avg \$	\$451,892	\$482,037	\$618,067	\$743,407	\$795,403	\$899,563
% Avg \$ Chg	-5%	7%	28%	20%	7%	13%
Total # Sold	1411	1437	1745	1571	1346	1109
Total % Sold # Chg	3%	2%	21%	-10%	-14%	-18%
Total \$ Sold	\$388,088,384	\$408,298,972	\$655,049,514	\$683,003,280	\$620,868,251	\$525,939,885
Total % Sold \$ Chg	1%	5%	60%	4%	-9%	-15%
Total Avg \$	\$275,045	\$284,133	\$375,387	\$434,757	\$461,269	\$474,247
Total % Avg \$ Chg	-2%	3%	32%	16%	6%	3%

Condo Report

Condominium sales in southern Berkshire County fell considerably in 2023 compared to 2022 sales rates. Despite that retracting market, average sale prices of condos skyrocketed. North Berkshire trends were mixed, with gains of 6% in the dollar volume of condos sold and a decrease of 9 units sold (17%). Price appreciation surged in northern Berkshire condo sales as well, up to \$406,336 on average. The middle Berkshire market condo sales tracked very closely to 2022 sales rates, but last year was not a strong condo market in the middle area. There was a slight appreciation in dollar volume and slight gain in total dollar volume sold, but still lower than the peak of the market

Condo sales
down 12%,
dollar
volume up
3%.

Condo	2018	2019	2020	2021	2022	2023
North Registry						
# Sold	35	48	41	67	66	55
% Sold # Chg	30%	37%	-15%	63%	-1%	-17%
\$ Sold	\$7,636,200	\$8,748,650	\$12,234,700	\$14,648,450	\$21,042,861	\$22,348,481
% Sold \$ Chg	85%	15%	40%	20%	44%	6%
Avg \$	\$218,177	\$182,264	\$298,407	\$218,634	\$318,831	\$406,336
% Avg \$ Chg	43%	-16%	64%	-27%	46%	27%
Middle Registry						
# Sold	104	118	116	111	81	81
% Sold # Chg	12%	13%	-2%	-4%	-27%	0%
\$ Sold	\$44,176,075	\$37,181,750	\$46,329,496	\$48,960,355	\$33,423,293	\$36,081,902
% Sold \$ Chg	68%	-16%	25%	6%	-32%	8%
Avg \$	\$424,770	\$315,100	\$399,392	\$441,084	\$412,633	\$445,456
% Avg \$ Chg	50%	-26%	27%	10%	-6%	8%
South Registry						
# Sold	9	10	23	26	12	4
% Sold # Chg	-18%	11%	130%	13%	-54%	-67%
\$ Sold	\$3,362,400	\$2,970,500	\$9,824,300	\$12,513,200	\$5,585,000	\$3,661,250
% Sold \$ Chg	5%	-12%	231%	27%	-55%	-34%
Avg \$	\$373,600	\$297,050	\$427,143	\$481,277	\$465,417	\$915,313
% Avg \$ Chg	28%	-20%	44%	13%	-3%	97%
Total # Sold	148	176	180	204	159	140
Total % Sold # Chg	13%	19%	2%	13%	-22%	-12%
Total \$ Sold	\$55,174,675	\$48,900,900	\$68,388,496	\$76,122,005	\$60,051,154	\$62,091,633
Total % Sold \$ Chg	64%	-11%	40%	11%	-21%	3%
Total Avg \$	\$372,802	\$277,846	\$379,936	\$373,147	\$377,680	\$443,512
Total % Avg \$ Chg	45%	-25%	37%	-2%	1%	17%

**Multifamily
sales down
17%, dollar
volume
down 3%**

Multifamily Report

Multifamily sales dipped slightly with a market slowdown but sales data was mixed. North county sales remained level from 2022, with a 9% increase both the total dollar volume of 1-5 unit buildings and the average sales price. Sales fell in the middle Berkshires region to pre- pandemic sales rates. Southern Berkshire multifamily sales retracted with one less unit sold, but a large jump in both the dollar volume transacted and the median sale price. The median price in 2022 was \$379,500 for a multifamily building, compared to \$797,250 in 2023, a 110% increase.

Multi 1-5 units	2018	2019	2020	2021	2022	2023
North Registry						
# Sold	56	66	54	82	72	72
% Sold # Chg	-22%	18%	-18%	52%	-12%	0%
\$ Sold	\$5,219,985	\$6,871,703	\$7,427,291	\$12,892,290	\$13,119,200	\$14,289,193
% Sold \$ Chg	-27%	32%	8%	74%	2%	9%
Avg \$	\$93,214	\$104,117	\$137,542	\$157,223	\$182,211	\$198,461
% Avg \$ Chg	-6%	12%	32%	14%	16%	9%
Middle Registry						
# Sold	94	104	105	146	146	109
% Sold # Chg	-5%	11%	1%	39%	0%	-25%
\$ Sold	\$11,639,100	\$16,643,580	\$16,578,984	\$28,567,250	\$31,953,225	\$28,153,830
% Sold \$ Chg	0%	43%	0%	72%	12%	-12%
Avg \$	\$123,820	\$160,034	\$157,895	\$195,666	\$218,858	\$258,292
% Avg \$ Chg	5%	29%	-1%	24%	12%	18%
South Registry						
# Sold	12	8	6	12	5	4
% Sold # Chg	100%	-33%	-25%	100%	-58%	-20%
\$ Sold	\$3,193,100	\$2,138,500	\$1,842,500	\$4,009,400	\$1,897,500	\$3,189,000
% Sold \$ Chg	76%	-33%	-14%	118%	-53%	68%
Avg \$	\$266,092	\$267,313	\$307,083	\$334,117	\$379,500	\$797,250
% Avg \$ Chg	-12%	0%	15%	9%	14%	110%
Total # Sold	162	178	165	240	223	185
Total % Sold # Chg	-8%	10%	-7%	45%	-7%	-17%
Total \$ Sold	\$20,052,185	\$25,653,783	\$25,848,775	\$45,468,940	\$46,969,925	\$45,632,023
Total % Sold \$ Chg	-3%	28%	1%	76%	3%	-3%
Total Avg \$	\$123,779	\$144,122	\$156,659	\$189,454	\$210,627	\$246,660
Total % Avg \$ Chg	6%	16%	9%	21%	11%	17%



Land Report

After a few robust years of land sales, the market started to retract in 2022 and continued the decent in 2023. Despite land parcel sales falling from 202 in 2022 to 164 in 2023, the dollar volume and average sale price both rose over 2022. It is noted that the number of all raw land sales dipped in all parts of the county, but north and middle Berkshire recorded higher dollar volume transacted and rising average sale prices. 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 19%,
dollar
volume up
12%

Raw Land	2018	2019	2020	2021	2022	2023
North Registry						
# Sold	29	15	38	75	59	44
% Sold # Chg	-9%	-48%	153%	97%	-21%	-25%
\$ Sold	\$3,679,000	\$1,291,900	\$2,403,350	\$8,733,700	\$3,998,250	\$6,108,250
% Sold \$ Chg	20%	-65%	86%	263%	-54%	53%
Avg \$	\$126,862	\$86,127	\$63,246	\$116,449	\$67,767	\$138,824
% Avg \$ Chg	32%	-32%	-27%	84%	-42%	105%
Middle Registry						
# Sold	55	46	84	131	90	82
% Sold # Chg	41%	-16%	83%	56%	-31%	-9%
\$ Sold	\$7,088,550	\$6,126,850	\$8,771,550	\$15,641,726	\$8,199,800	\$9,345,670
% Sold \$ Chg	58%	-14%	43%	78%	-48%	14%
Avg \$	\$128,883	\$133,192	\$104,423	\$119,402	\$91,109	\$113,972
% Avg \$ Chg	12%	3%	-22%	14%	-24%	25%
South Registry						
# Sold	31	37	69	102	53	38
% Sold # Chg	-14%	19%	86%	48%	-48%	-28%
\$ Sold	\$5,965,900	\$5,720,400	\$11,954,450	\$20,316,991	\$8,923,760	\$8,223,000
% Sold \$ Chg	-9%	-4%	109%	70%	-56%	-8%
Avg \$	\$192,448	\$154,605	\$173,253	\$199,186	\$168,373	\$216,395
% Avg \$ Chg	5%	-20%	12%	15%	-15%	29%
Total # Sold	115	98	191	308	202	164
Total % Sold # Chg	7%	-15%	95%	61%	-34%	-19%
Total \$ Sold	\$16,733,450	\$13,139,150	\$23,129,350	\$44,692,417	\$21,121,810	\$23,676,920
Total % Sold \$ Chg	18%	-21%	76%	93%	-53%	12%
Total Avg \$	\$145,508	\$134,073	\$121,096	\$145,105	\$104,563	\$144,371
Total % Avg \$ Chg	10%	-8%	-10%	20%	-28%	38%

**Commercial
Sales down
2%, dollar
volume up
26%**

Commercial Report

Despite a commercial market heavily impacted by work-from-home and business closures, commercial sales rose in 2021, dipped in 2022 and regained momentum in 2023. North and south county sales rose commercial sales considerably, while central Berkshire declined overall. Please note: not all REALTOR assisted commercial sales are included in this data, only those on the

	2018	2019	2020	2021	2022	2023
North Registry						
# Sold	14	14	13	22	13	17
% Sold # Chg	0%	0%	-7%	69%	-41%	31%
\$ Sold	\$3,485,500	\$2,901,365	\$2,474,400	\$12,352,500	\$4,546,900	\$7,843,400
% Sold \$ Chg	10%	-17%	-15%	399%	-63%	72%
Avg \$	\$248,964	\$207,240	\$190,338	\$561,477	\$349,762	\$461,376
% Avg \$ Chg	10%	-17%	-8%	195%	-38%	32%
Middle Registry						
# Sold	33	24	28	29	32	21
% Sold # Chg	57%	-27%	17%	4%	10%	-34%
\$ Sold	\$13,846,900	\$8,959,560	\$12,747,500	\$20,208,999	\$17,265,400	\$15,059,800
% Sold \$ Chg	97%	-35%	42%	59%	-15%	-13%
Avg \$	\$419,603	\$373,315	\$455,268	\$696,862	\$539,544	\$717,133
% Avg \$ Chg	26%	-11%	22%	53%	-23%	33%
South Registry						
# Sold	14	7	15	15	9	15
% Sold # Chg	56%	-50%	114%	0%	-40%	67%
\$ Sold	\$7,968,750	\$3,590,975	\$6,715,000	\$10,393,350	\$5,772,500	\$11,778,650
% Sold \$ Chg	150%	-55%	87%	55%	-44%	104%
Avg \$	\$569,196	\$512,996	\$447,667	\$692,890	\$641,389	\$785,243
% Avg \$ Chg	61%	-10%	-13%	55%	-7%	22%
Total # Sold	61	45	56	66	54	53
Total % Sold # Chg	39%	-26%	24%	18%	-18%	-2%
Total \$ Sold	\$25,301,150	\$15,451,900	\$21,936,900	\$42,954,849	\$27,584,800	\$34,681,850
Total % Sold \$ Chg	89%	-39%	42%	96%	-36%	26%
Total Avg \$	\$414,773	\$343,376	\$391,730	\$650,831	\$510,830	\$654,375
Total % Avg \$ Chg	36%	-17%	14%	66%	-22%	28%



Real Estate Market Forecast:

Lawrence Yun, chief economist and senior vice president of research for the National Association of REALTORS (NAR) eloquently stated at the beginning of the year, “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 some may see the declines reported this year as a market tumble, others view this as a return to pre-COVID activity levels with added inventory pressures. In Yun’s 2024 Housing Summit held in December 2023, he noted that after two years of sharp declines, existing-home sales are poised for improvement in 2024. Nationwide, existing-home sales end 18% lower than those of 2022, which mirrors the housing market in Berkshire County as well. Despite this drop, Yun is projecting that in 2024 existing-home sales will rise 13.5% and new-home sales could increase another 19% by the end of next year.

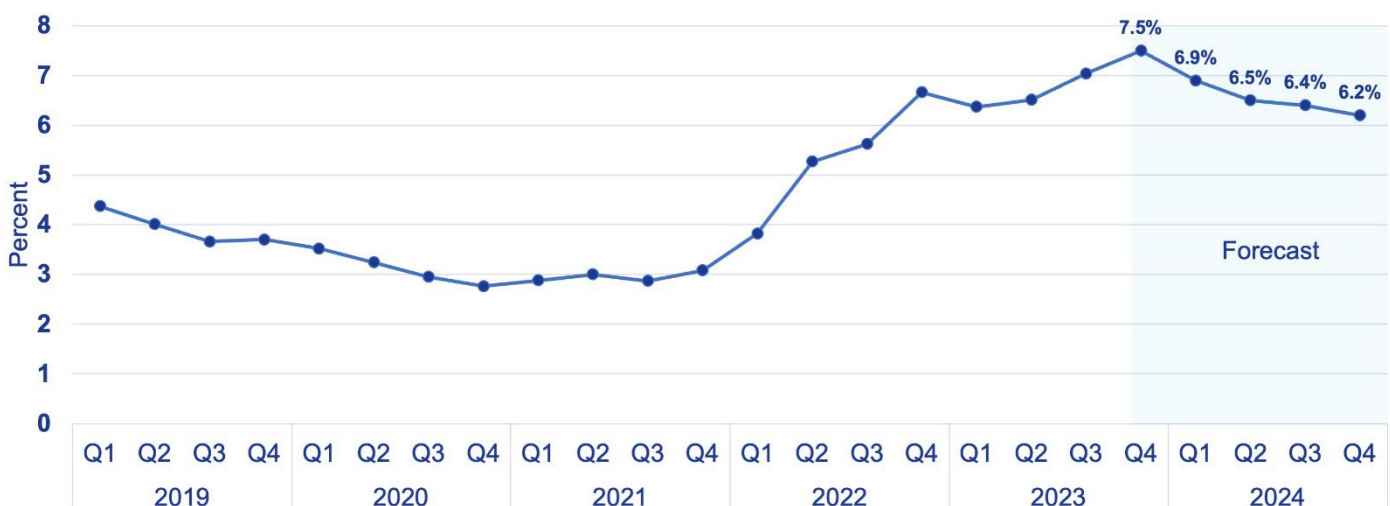
Overall, the 2024 real estate market projections are expected to present challenges and opportunities in availability of property and credit, with moderate changes dependent on outside economic and employment factors.

Interest Rates:

In the November 2023 ‘Mortgage Finance Forecast’, the Mortgage Bankers Association (MBA) anticipates 30-year mortgage interest rates will start at 7.1% in 2024 and gradually decline to 6.1% at the close of the year before dipping as low as 5.5% in 2025. As of December 7, 2023 the 30-Year fixed-rate mortgage was 7.03%, while the 15-Year fixed-rate mortgage dropped to 6.29%.

Average Economist Predictions

Figure 1. 30-Year Fixed Rate Mortgage Average Rate



The MBA announced in October that they are also forecasting an increase of 11% in the number of new mortgages originated in 2024. Mike Fratantoni, Chief Economist cited a resilient U.S. economy throughout 2023, and Fed officials have indicated that additional rate hikes might not be needed because of this strength. They do caution that rate reductions may not come as soon or proceed as rapidly as previously expected. Fratantoni stated, “Lower rates should help boost both homebuyer demand and increase the inventory of existing homes, thereby supporting purchase origination volume in 2024.”

Despite the interest rate improvement projected, most real estate analysts believe that overall historically higher interest rates, tighter credit conditions, and less household savings will lead to a challenging market in the first quarter of 2024.

There is a common belief that home prices will rise in the coming years due to limited housing availability, which will keep pushing prices up. It should be noted that first-time homebuyers will be the largest age group entering the market, and this will drive a lot of new demand. Finding entry-level homes to buy may be challenging because inventory is low, as is credit availability.

Chief Economist Danielle Hale of Realtor.com also notes that nationally, home sellers are likely to face more competition from builders than from other sellers in 2024. “Builders are continuing to maintain supply and increasingly adapting to market conditions, they are increasingly focused on lower-priced homes and willing to make price adjustments when needed. As a result, potential sellers will want to consider the landscape for new construction housing in their markets and any implications for pricing and marketing before listing their home for sale, said Hale.”

Hale’s predictions also cite two wildcards besides mortgage rates on the housing market; instability on trade / energy costs worldwide and upheavals due to US elections.

First-time Homebuyer Down Payment

Down Payment	% of Home Price
0%	16% of buyers
1% to 5%	22% of buyers
6% to 10%	16% of buyers
11% to 20%	20% of buyers
More than 20%	26% of buyers

It should be noted that mortgage rates trends impact affordability, so do the home prices offered in particular areas. Economists are mixed on future prices, with some seeing sellers start to lower prices to offset the higher mortgage rates to entice more buyers.

Lawrence Yun, Chief Economist of the National Association of REALTORS agrees with the projected mortgage interest rate drop to between 6-7% by the spring buying season and anticipates that more sellers will enter the market.

It was announced at the beginning of December 2023 that the baseline conforming loan limit for mortgages backed by Fannie Mae and Freddie Mac in 2024 will be \$766,550, up 5.5% compared to the current limit of \$726,200. Conforming loan limits are increasing at a slower pace overall, mirroring home prices.

That's because the FHFA's conforming loan limit increase is based on a formula related to home-price data in the third quarter of each year. The regulator compares home prices year-over-year and adjusts the limit by the corresponding amount.

Inventory:

Nationwide, Danielle Hale, chief economist for Realtor.com, is quick to note that households will have more options in 2024 from a small uptick in single-family home construction, and the completion of the large number of multifamily units that are under construction. She notes that the vast majority of these units are destined to be rental homes," says Danielle Hale, chief economist for Realtor.com.

The additional inventory of new construction homes and apartments will curb the uptick in home and rental prices even as long-running shortages keep prices from slipping too far.

"The demand for housing will recover from falling mortgage rates and rising income," Yun said. "In addition, housing inventory is expected to rise by around 30% as more sellers begin to list after delaying selling over the past two years."

New home construction

"Builders are back on their feet, up 5% in newly constructed home sales year to date," said Lawrence Yun of NAR. Yun foresees 1.48 million housing starts in 2024, including 1.04 million single-family and 440,000 multifamily.

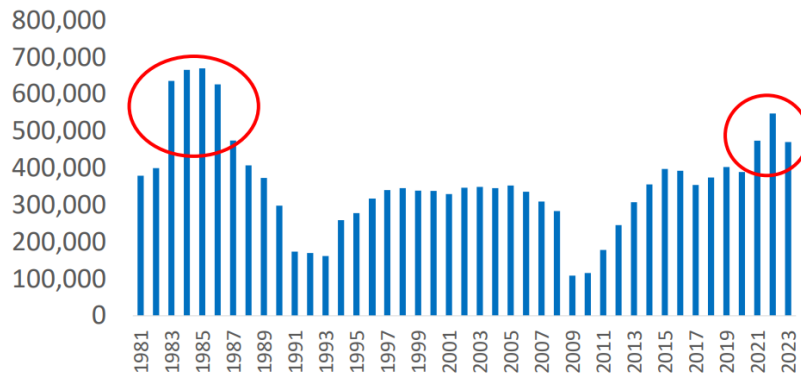
"Builders can simply create inventory. In a housing shortage environment, builders are really benefiting." Robert Dietz, the chief economist for the National Association of Home Builders is forecasting a gain for single-family housing construction starts in 2024. This will be the first year of increase after declines in 2022 and 2023.

"Due to low existing inventory, new construction has increased to approximately one-third of total single-family inventory in recent months when historically it was only 10% to 15%," Dietz says.

First-time Homebuyer Challenges

Hardest Part of Buying (more than one answer permitted)	% of First-time buyers
Finding the Right Property	61% of buyers
Saving for Down Payment	38% of buyers
Understanding the Process	38% of buyers
Paperwork	23% of buyers
Getting a Mortgage and Appraisal	17% of buyers

Multifamily Housing Starts 3 years of cyclical highs



Source: NAR forecast and HUD



Rental / Multifamily Market

Yun expects rent prices to calm down further in 2024, which will hold down the consumer price index. He predicts foreclosure rates will stay at historically low levels in 2024, comprising less than 1% of all mortgages.

Robert Dietz, the chief economist for the National Association of Home Builders believes that multifamily

construction will experience a significant decline because financing conditions are very tight and there are currently approximately one million apartments under construction, the highest total since 1973.

Dietz also predicts that the level of remodeling activity will be approximately flat in 2024 compared to 2023. The housing stock is aging and requires reinvestment (the typical home in the U.S. is near 40 years old).

Economic Factors

Yun referenced the latest GDP figure, which grew by 4.9%, but warned, "Statistically, this is much better than the historical average, but if we look at this component, there are some worrying signs in the economy." The first being that business spending is essentially flat. The second is that goods inventory is rising, meaning products are being produced but not getting sold. "We cannot keep adding to the shelves," said Yun. "Just like in housing, businesses have to borrow money, and business spending is down because it's more expensive to borrow.

Yun forecasts that U.S. GDP will grow by 1.5%, avoiding a recession that has been widely predicted but not yet occurred, with net new job additions slowing to 1.7 million in 2024, compared to 2.7 million in 2023 and 4.8 million in 2022. After eclipsing 8% in late 2023, he expects the 30-year fixed mortgage rate to average 6.3% and that the Fed will cut rates four times over the course of the year—calming inflationary conditions—in response to slower economic activity.

Danielle Hale, chief economist at realtor.com® spoke at the 2024 Housing Summit and expressed optimism that the housing market will improve in 2024, she did caution that inflation could derail these forecasts. If inflation doesn't continue to improve, she said, it could raise long-term interest rates, which then could discourage more homeowners from selling and prolong the inventory bottlenecks in the market. Younger generations of home buyers may continue to be sidelined by higher housing costs and remain as renters.

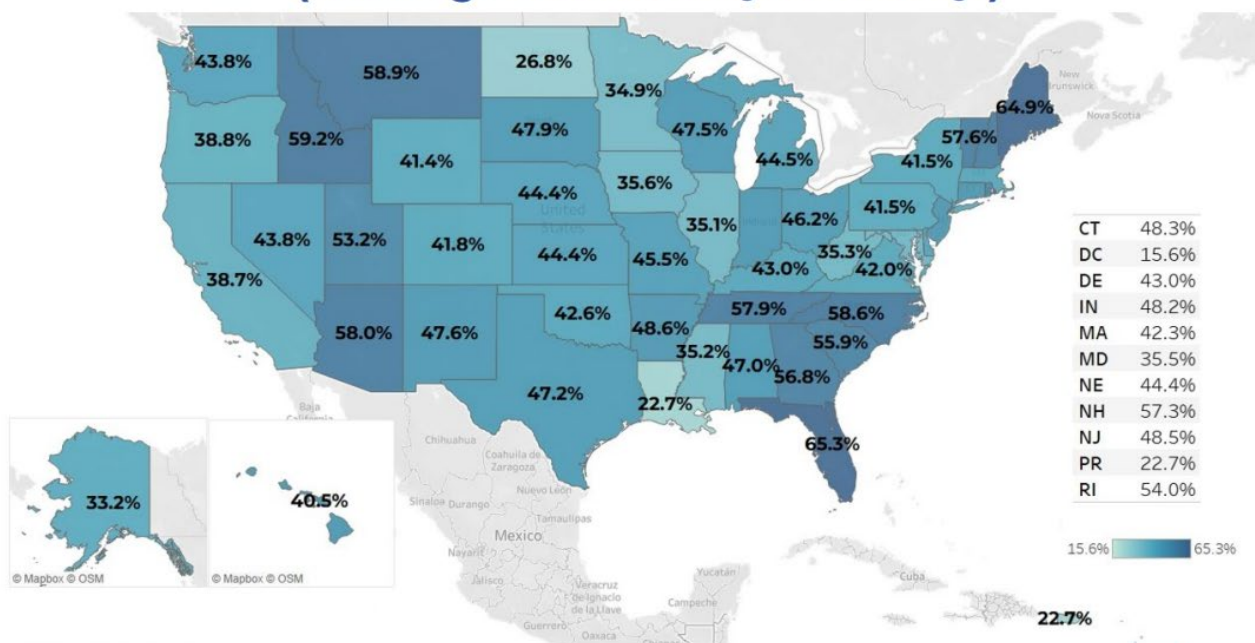
"That could have huge ramifications for the housing market," Hale said. "The inflation data is very important to watch."

In summary:

The economists at the Housing Summit agreed that the market will remain demanding, especially for first-time buyers without the advantage of proceeds from a prior home sale. The scarcity of available homes, compounded by record low inventory, will pose a significant obstacle for those seeking to make a purchase. Homeowners, benefiting from the historically low mortgage rates secured two years ago, are hesitant to sell, contributing to the current housing shortage of 5 million units nationwide, as revealed by NAR research.

On the flip side, existing homeowners find themselves in an advantageous position. With substantial home appreciation in recent years, they are poised to enhance their financial portfolios in 2024. Even in markets anticipating slight downturns, homeowners are expected to weather the drop successfully. Home prices have seen a remarkable 5% increase over the past year alone, with the typical homeowner accumulating over \$100,000 in housing wealth in the last three years, according to NAR's data. Furthermore, the wealth disparity between homeowners and renters remains significant, with the typical homeowner boasting \$396,200 in wealth compared to \$10,400 for renters, as per Federal Reserve data. As Yun pointed out, "Over the long term, homeowners build wealth over time."

Home Price Appreciation Since COVID Arrival (% change from 2020 Q1 to 2023 Q3)



Source: NAR Analysis of FHFA Home Price Index

2023 BERKSHIRE COUNTY MA SALES SUMMARY

Annual Real Estate Sales Summary: Overall, the number of residential real estate sales and the dollar volume of transactions fell over last year. Last year, sales fell to \$621 million and this year to \$526 million in residential transactions. Inventory continues to be an issue in satisfying current buyer demand. The most significant new trend is rising median prices for all property types, with the largest jump in land prices.

Average Days
on the Market

120

**1,651
sales**

down 17% from 1,984

Sales Dipped in all Types

94%

List-to-Sell Ratio
from original list
price.

\$692 M

sales down 11%
from \$777M

Most Popular
Residential Price Range

\$250-\$300 K

Sales

\$250- \$350 K

Inventory

3

months'
supply

**247 Homes
for Sale**

\$330,000

median sale price

\$499,900

median list price

6.61 %

↑ from 6.42%
avg 30 yr Fixed
MtgRate in '22

113

sales
pending

74%

cooperation
rates rose 1%



Residential Sales Volume \$526M, down 15%
Residential # Units Sold 1,109, down 18% (1,346 LY)



Multi-family Sales Volume: \$45.6M down 3%
Multi-family # Units Sold: 185, down 17% from 223



Condo Sales Volume: \$62M, up 3%
Condo # Units Sold: 140, down 12 % from 159



Land Sales: \$23.6M, up 12% from \$21M
Land # Units Sold: 164 down 19% from 202



Commercial Volume: \$35.7M, up 26% from \$27.5M
Commercial # Units Sold: 53, down from 54

Residential Trend	2018	2019	2020	2021	2022	2023
Total # Sold	1411	1437	1745	1571	1346	1109
Total \$ Sold	\$388,088,384	\$408,298,972	\$655,049,514	\$683,003,280	\$620,868,251	\$525,939,885

Residential Historical Report by City/Town

	2018	2019	2020	2021	2022	2023
Adams						
# Sold	78	84	76	87	81	79
% Sold # Chg	22%	8%	-10%	14%	-7%	-2%
\$ Sold	\$11,061,517	\$12,492,033	\$12,515,937	\$18,471,227	\$15,886,124	\$16,501,450
% Sold \$ Chg	29%	13%	0%	48%	-14%	4%
Avg \$	\$141,814	\$148,715	\$164,683	\$212,313	\$196,125	\$208,879
% Avg \$ Chg	6%	5%	11%	29%	-8%	7%
Alford						
# Sold	6	13	20	10	13	7
% Sold # Chg	-33%	117%	54%	-50%	30%	-46%
\$ Sold	\$3,273,000	\$12,861,330	\$14,779,850	\$14,298,500	\$21,972,000	\$8,714,250
% Sold \$ Chg	-62%	293%	15%	-3%	54%	-60%
Avg \$	\$545,500	\$989,333	\$738,993	\$1,429,850	\$1,690,154	\$1,244,893
% Avg \$ Chg	-43%	81%	-25%	93%	18%	-26%
Becket						
# Sold	58	48	72	49	50	44
% Sold # Chg	-5%	-17%	50%	-32%	2%	-12%
\$ Sold	\$14,211,672	\$11,072,530	\$21,909,151	\$16,427,449	\$17,661,500	\$20,565,250
% Sold \$ Chg	5%	-22%	98%	-25%	8%	16%
Avg \$	\$245,029	\$230,678	\$304,294	\$335,254	\$353,230	\$467,392
% Avg \$ Chg	10%	-6%	32%	10%	5%	32%
Cheshire						
# Sold	27	21	22	44	31	19
% Sold # Chg	-4%	-22%	5%	100%	-30%	-39%
\$ Sold	\$6,095,600	\$4,369,200	\$5,883,630	\$12,728,530	\$10,157,973	\$5,797,450
% Sold \$ Chg	7%	-28%	35%	116%	-20%	-43%
Avg \$	\$225,763	\$208,057	\$267,438	\$289,285	\$327,677	\$305,129
% Avg \$ Chg	11%	-8%	29%	8%	13%	-7%
Clarksburg						
# Sold	14	9	16	14	17	15
% Sold # Chg	-26%	-36%	78%	-13%	21%	-12%
\$ Sold	\$2,234,700	\$1,172,800	\$3,119,300	\$3,760,142	\$4,332,150	\$4,064,500
% Sold \$ Chg	-20%	-48%	166%	21%	15%	-6%
Avg \$	\$159,621	\$130,311	\$194,956	\$268,582	\$254,832	\$270,967
% Avg \$ Chg	9%	-18%	50%	38%	-5%	6%

Residential Historical Report by City/Town

	2018	2019	2020	2021	2022	2023
Dalton						
# Sold	68	79	85	75	53	49
% Sold # Chg	-8%	16%	8%	-12%	-29%	-8%
\$ Sold	\$14,620,295	\$18,010,853	\$21,750,359	\$21,864,417	\$16,678,260	\$15,274,375
% Sold \$ Chg	-3%	23%	21%	1%	-24%	-8%
Avg \$	\$215,004	\$227,985	\$255,887	\$291,526	\$314,684	\$311,722
% Avg \$ Chg	6%	6%	12%	14%	8%	-1%
Egremont						
# Sold	29	25	38	33	30	25
% Sold # Chg	-17%	-14%	52%	-13%	-9%	-17%
\$ Sold	\$14,135,000	\$11,952,698	\$34,694,500	\$29,573,850	\$27,567,500	\$22,194,000
% Sold \$ Chg	-34%	-15%	190%	-15%	-7%	-19%
Avg \$	\$487,414	\$478,108	\$913,013	\$896,177	\$918,917	\$887,760
% Avg \$ Chg	-20%	-2%	91%	-2%	3%	-3%
Florida						
# Sold	5	10	5	8	10	8
% Sold # Chg	25%	100%	-50%	60%	25%	-20%
\$ Sold	\$407,950	\$1,157,500	\$1,279,000	\$1,438,000	\$2,140,900	\$1,502,400
% Sold \$ Chg	-43%	184%	10%	12%	49%	-30%
Avg \$	\$81,590	\$115,750	\$255,800	\$179,750	\$214,090	\$187,800
% Avg \$ Chg	-55%	42%	121%	-30%	19%	-12%
Great Barrington						
# Sold	74	73	122	113	98	51
% Sold # Chg	0%	-1%	67%	-7%	-13%	-48%
\$ Sold	\$35,941,635	\$29,970,600	\$73,041,013	\$73,711,047	\$64,377,575	\$39,163,524
% Sold \$ Chg	24%	-17%	144%	1%	-13%	-39%
Avg \$	\$485,698	\$410,556	\$598,697	\$652,310	\$656,914	\$767,912
% Avg \$ Chg	24%	-15%	46%	9%	1%	17%
Hancock						
# Sold	10	6	4	5	5	4
% Sold # Chg	0%	-40%	-33%	25%	0%	-20%
\$ Sold	\$4,124,725	\$1,627,000	\$1,610,000	\$2,470,158	\$2,359,500	\$1,830,000
% Sold \$ Chg	49%	-61%	-1%	53%	-4%	-22%
Avg \$	\$412,473	\$271,167	\$402,500	\$494,032	\$471,900	\$457,500
% Avg \$ Chg	49%	-34%	48%	23%	-4%	-3%

Residential Historical Report by City/Town

	2018	2019	2020	2021	2022	2023
Hinsdale						
# Sold	24	32	28	17	23	12
% Sold # Chg	20%	33%	-13%	-39%	35%	-48%
\$ Sold	\$5,247,466	\$9,116,700	\$8,699,701	\$7,549,590	\$9,484,700	\$5,205,400
% Sold \$ Chg	9%	74%	-5%	-13%	26%	-45%
Avg \$	\$218,644	\$284,897	\$310,704	\$444,094	\$412,378	\$433,783
% Avg \$ Chg	-9%	30%	9%	43%	-7%	5%
Lanesborough						
# Sold	39	37	43	48	40	31
% Sold # Chg	-5%	-5%	16%	12%	-17%	-23%
\$ Sold	\$9,235,200	\$9,538,901	\$12,098,000	\$16,432,000	\$17,177,653	\$12,739,790
% Sold \$ Chg	9%	3%	27%	36%	5%	-26%
Avg \$	\$236,800	\$257,808	\$281,349	\$342,333	\$429,441	\$410,961
% Avg \$ Chg	14%	9%	9%	22%	25%	-4%
Lee						
# Sold	53	52	76	67	42	41
% Sold # Chg	-7%	-2%	46%	-12%	-37%	-2%
\$ Sold	\$15,479,550	\$15,286,800	\$22,245,671	\$26,924,550	\$18,209,500	\$16,308,980
% Sold \$ Chg	-17%	-1%	46%	21%	-32%	-10%
Avg \$	\$292,067	\$293,977	\$292,706	\$401,859	\$433,560	\$397,780
% Avg \$ Chg	-11%	1%	0%	37%	8%	-8%
Lenox						
# Sold	35	73	80	80	53	42
% Sold # Chg	-48%	109%	10%	0%	-34%	-21%
\$ Sold	\$13,791,200	\$30,830,766	\$45,060,450	\$54,093,635	\$44,695,560	\$31,309,373
% Sold \$ Chg	-57%	124%	46%	20%	-17%	-30%
Avg \$	\$394,034	\$422,339	\$563,256	\$676,170	\$843,312	\$745,461
% Avg \$ Chg	-17%	7%	33%	20%	25%	-12%
Monterey						
# Sold	20	14	37	26	19	15
% Sold # Chg	25%	-30%	164%	-30%	-27%	-21%
\$ Sold	\$9,953,023	\$9,288,500	\$23,351,000	\$23,844,555	\$20,082,500	\$15,063,000
% Sold \$ Chg	15%	-7%	151%	2%	-16%	-25%
Avg \$	\$497,651	\$663,464	\$631,108	\$917,098	\$1,056,974	\$1,004,200
% Avg \$ Chg	-8%	33%	-5%	45%	15%	-5%

Residential Historical Report by City/Town

	2018	2019	2020	2021	2022	2023
Mt Washington						
# Sold	3	1	3	5	4	6
% Sold # Chg	0%	-67%	200%	67%	-20%	50%
\$ Sold	\$2,045,350	\$642,000	\$1,674,000	\$4,398,300	\$4,279,000	\$4,580,500
% Sold \$ Chg	4%	-69%	161%	163%	-3%	7%
Avg \$	\$681,783	\$642,000	\$558,000	\$879,660	\$1,069,750	\$763,417
% Avg \$ Chg	4%	-6%	-13%	58%	22%	-29%
New Ashford						
# Sold	1	4	1	5	5	2
% Sold # Chg	-50%	300%	-75%	400%	0%	-60%
\$ Sold	\$340,000	\$1,613,900	\$360,000	\$1,345,900	\$1,961,500	\$425,000
% Sold \$ Chg	-32%	375%	-78%	274%	46%	-78%
Avg \$	\$340,000	\$403,475	\$360,000	\$269,180	\$392,300	\$212,500
% Avg \$ Chg	36%	19%	-11%	-25%	46%	-46%
New Marlborough						
# Sold	29	20	42	28	22	22
% Sold # Chg	32%	-31%	110%	-33%	-21%	0%
\$ Sold	\$11,166,750	\$12,220,750	\$23,586,750	\$17,639,316	\$20,403,750	\$34,274,750
% Sold \$ Chg	53%	9%	93%	-25%	16%	68%
Avg \$	\$385,060	\$611,038	\$561,589	\$629,976	\$927,443	\$1,557,943
% Avg \$ Chg	16%	59%	-8%	12%	47%	68%
North Adams						
# Sold	98	90	127	107	88	88
% Sold # Chg	13%	-8%	41%	-16%	-18%	0%
\$ Sold	\$13,491,262	\$12,304,976	\$18,252,342	\$19,722,624	\$18,662,389	\$20,336,870
% Sold \$ Chg	30%	-9%	48%	8%	-5%	9%
Avg \$	\$137,666	\$136,722	\$143,719	\$184,324	\$212,073	\$231,101
% Avg \$ Chg	15%	-1%	5%	28%	15%	9%
Otis						
# Sold	39	38	60	43	33	32
% Sold # Chg	11%	-3%	58%	-28%	-23%	-3%
\$ Sold	\$15,361,700	\$14,300,300	\$27,336,316	\$22,680,100	\$15,651,712	\$20,896,895
% Sold \$ Chg	47%	-7%	91%	-17%	-31%	34%
Avg \$	\$393,890	\$376,324	\$455,605	\$527,444	\$474,294	\$653,028
% Avg \$ Chg	32%	-4%	21%	16%	-10%	38%

Residential Historical Report by City/Town

	2018	2019	2020	2021	2022	2023
Peru						
# Sold	12	15	14	8	4	2
% Sold # Chg	100%	25%	-7%	-43%	-50%	-50%
\$ Sold	\$2,379,300	\$3,480,850	\$4,216,400	\$2,365,800	\$1,339,000	\$365,000
% Sold \$ Chg	134%	46%	21%	-44%	-43%	-73%
Avg \$	\$198,275	\$232,057	\$301,171	\$295,725	\$334,750	\$182,500
% Avg \$ Chg	17%	17%	30%	-2%	13%	-45%
Pittsfield						
# Sold	447	469	447	449	407	323
% Sold # Chg	6%	5%	-5%	0%	-9%	-21%
\$ Sold	\$86,411,809	\$94,064,533	\$103,770,877	\$119,719,245	\$125,723,888	\$100,478,253
% Sold \$ Chg	13%	9%	10%	15%	5%	-20%
Avg \$	\$193,315	\$200,564	\$232,150	\$266,635	\$308,904	\$311,078
% Avg \$ Chg	6%	4%	16%	15%	16%	1%
Richmond						
# Sold	28	29	40	30	23	24
% Sold # Chg	40%	4%	38%	-25%	-23%	4%
\$ Sold	\$13,155,000	\$12,204,960	\$20,882,966	\$20,454,930	\$16,085,900	\$20,452,150
% Sold \$ Chg	72%	-7%	71%	-2%	-21%	27%
Avg \$	\$469,821	\$420,861	\$522,074	\$681,831	\$699,387	\$852,173
% Avg \$ Chg	23%	-10%	24%	31%	3%	22%
Sandisfield						
# Sold	14	14	26	16	17	18
% Sold # Chg	8%	0%	86%	-38%	6%	6%
\$ Sold	\$3,711,700	\$4,341,500	\$8,593,500	\$7,784,500	\$7,834,000	\$9,265,300
% Sold \$ Chg	-30%	17%	98%	-9%	1%	18%
Avg \$	\$265,121	\$310,107	\$330,519	\$486,531	\$460,824	\$514,739
% Avg \$ Chg	-35%	17%	7%	47%	-5%	12%
Savoy						
# Sold	11	4	9	4	6	7
% Sold # Chg	83%	-64%	125%	-56%	50%	17%
\$ Sold	\$2,323,200	\$918,000	\$2,202,900	\$856,900	\$1,937,000	\$917,400
% Sold \$ Chg	260%	-60%	140%	-61%	126%	-53%
Avg \$	\$211,200	\$229,500	\$244,767	\$214,225	\$322,833	\$131,057
% Avg \$ Chg	97%	9%	7%	-12%	51%	-59%

Residential Historical Report by City/Town

	2018	2019	2020	2021	2022	2023
Sheffield						
# Sold	40	40	51	47	33	26
% Sold # Chg	-31%	0%	28%	-8%	-30%	-21%
\$ Sold	\$15,895,400	\$15,634,950	\$25,330,350	\$32,061,200	\$17,163,500	\$17,323,700
% Sold \$ Chg	-28%	-2%	62%	27%	-46%	1%
Avg \$	\$397,385	\$390,874	\$496,674	\$682,153	\$520,106	\$666,296
% Avg \$ Chg	5%	-2%	27%	37%	-24%	28%
Stockbridge						
# Sold	37	36	51	44	31	30
% Sold # Chg	68%	-3%	42%	-14%	-30%	-3%
\$ Sold	\$17,876,400	\$18,467,680	\$39,184,900	\$46,138,200	\$23,667,750	\$22,210,000
% Sold \$ Chg	8%	3%	112%	18%	-49%	-6%
Avg \$	\$483,146	\$512,991	\$768,331	\$1,048,595	\$763,476	\$740,333
% Avg \$ Chg	-36%	6%	50%	36%	-27%	-3%
Tyringham						
# Sold	8	9	6	4	9	2
% Sold # Chg	33%	13%	-33%	-33%	125%	-78%
\$ Sold	\$3,518,000	\$3,427,000	\$7,712,000	\$2,551,000	\$9,315,000	\$1,535,000
% Sold \$ Chg	-31%	-3%	125%	-67%	265%	-84%
Avg \$	\$439,750	\$380,778	\$1,285,333	\$637,750	\$1,035,000	\$767,500
% Avg \$ Chg	-49%	-13%	238%	-50%	62%	-26%
Washington						
# Sold	6	4	6	5	6	4
% Sold # Chg	20%	-33%	50%	-17%	20%	-33%
\$ Sold	\$1,608,000	\$1,219,375	\$1,276,926	\$1,964,000	\$2,383,000	\$1,288,000
% Sold \$ Chg	38%	-24%	5%	54%	21%	-46%
Avg \$	\$268,000	\$304,844	\$212,821	\$392,800	\$397,167	\$322,000
% Avg \$ Chg	15%	14%	-30%	85%	1%	-19%
West Stockbridge						
# Sold	21	20	37	26	26	18
% Sold # Chg	-19%	-5%	85%	-30%	0%	-31%
\$ Sold	\$10,621,900	\$10,047,105	\$23,338,700	\$23,107,000	\$22,559,500	\$18,803,000
% Sold \$ Chg	-29%	-5%	132%	-1%	-2%	-17%
Avg \$	\$505,805	\$502,355	\$630,776	\$888,731	\$867,673	\$1,044,611
% Avg \$ Chg	-12%	-1%	26%	41%	-2%	20%

Residential Historical Report by City/Town

	2018	2019	2020	2021	2022	2023
Williamstown						
# Sold	69	56	90	68	55	57
% Sold # Chg	17%	-19%	61%	-24%	-19%	4%
\$ Sold	\$26,112,881	\$21,277,282	\$42,413,125	\$34,561,614	\$33,941,217	\$34,135,325
% Sold \$ Chg	23%	-19%	99%	-19%	-2%	1%
Avg \$	\$378,448	\$379,951	\$471,257	\$508,259	\$617,113	\$598,865
% Avg \$ Chg	5%	0%	24%	8%	21%	-3%
Windsor						
# Sold	8	12	11	6	12	6
% Sold # Chg	60%	50%	-8%	-45%	100%	-50%
\$ Sold	\$2,257,200	\$3,385,600	\$2,879,900	\$2,065,000	\$5,176,750	\$2,419,000
% Sold \$ Chg	136%	50%	-15%	-28%	151%	-53%
Avg \$	\$282,150	\$282,133	\$261,809	\$344,167	\$431,396	\$403,167
% Avg \$ Chg	48%	0%	-7%	31%	25%	-7%
Total # Sold	1411	1437	1745	1571	1346	1109
Total % Sold # Chg	3%	2%	21%	-10%	-14%	-18%
Total \$ Sold	\$388,088,384	\$408,298,972	\$655,049,514	\$683,003,280	\$620,868,251	\$525,939,885
Total % Sold \$ Chg	1%	5%	60%	4%	-9%	-15%
Total Avg \$	\$275,045	\$284,133	\$375,387	\$434,757	\$461,269	\$474,247
Total % Avg \$ Chg	-2%	3%	32%	16%	6%	3%