



**2024 Year End Quarter
Market Watch Report**



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 is 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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All Sales	2023		2024	
	\$ Sold	# Sold	\$ Sold	# Sold
North	505	\$151,498,509	454	\$140,224,369
Middle	906	\$347,072,878	947	\$380,175,791
South	246	\$194,288,924	265	\$196,144,665
Total	1657	\$692,860,311	1666	\$716,544,825

2024 Year End Market Watch January - December Sales

Number of Sales and Dollar Volume Transacted Rose Slightly Countywide in 2024

In 2024, Berkshire County saw a slight increase in real estate activity compared to the previous year. Residential, Condo, Multi-family, Commercial, and Land sales rose by 1% in the number of transactions and 3% in dollar volume. Following the pandemic-era buying peaks of 2020-2021, sales had slowed to pre-pandemic levels in 2022 and 2023. However, 2024 marked a modest rebound. Sales of habitable property types—Residential, Condo, and Multi-family homes—experienced increases, while Commercial and Land transactions declined.

- Central Berkshire: Number of sales increased by 5%; dollar volume rose by 10%.
- Southern Berkshire: Sales grew by 7%; dollar volume increased by 1%.
- Northern Berkshire: Transactions fell by 10%, with a 7% decline in dollar volume, returning to 2018-2019 levels.

Berkshire County REALTORS report that while the market has slowed from the pandemic frenzy, inventory shortages continue to challenge buyers. There remain more buyers than properties available in hot price points yet buyers remain selective and hesitant to purchase properties perceived as overpriced. Factors influencing the market include limited inventory, higher mortgage rates, inflation, nationwide debt, and more cautious buyer behavior. Despite these challenges, real estate remains a critical economic driver in the Berkshires.

North Berkshire: 454 sales, ↓ down 10% from 505
Middle Berkshire: 947 sales, ↑ up 5% from 906
South Berkshire: 265 sales, ↑ up 7% from 246

HISTORICAL BERKSHIRE COUNTY ALL ANNUAL REAL ESTATE SALES



Type	2019	2020	2021	2022	2023	2024
Residential	\$408,298,972	\$655,049,514	\$683,003,280	\$620,668,251	\$526,584,885	\$546,483,492
Multi-Family	\$25,653,783	\$25,848,775	\$45,468,940	\$46,969,925	\$45,632,023	\$50,806,175
Condominium	\$48,900,900	\$68,388,496	\$76,122,005	\$60,051,154	\$62,091,633	\$68,287,315
Commercial	\$15,451,900	\$21,936,900	\$42,954,849	\$27,584,800	\$34,681,850	\$28,543,900
Land	\$13,139,150	\$23,129,350	\$44,692,417	\$21,121,810	\$23,869,920	\$22,423,943
Grand Total	\$511,444,705	\$794,353,035	\$892,241,491	\$776,395,940	\$692,860,311	\$716,544,825

It's important to drill down in the town numbers, as some towns have continued a steady pace while others stalled.

Regional Sales Report

Residential, Condo, Multi, Commercial, and Land

Sales rose slightly overall with gains in Middle and Southern Berkshire

- The middle and southern real estate markets recorded slight improvements in both the dollar volume transacted and the number of sales across all property types. North county sales retracted by 10% in sales and 7% in dollar volume.
- All habitable property types sales increased from previous years - Residential; Condo and Multi-family homes. However, Commercial and Land sales declined overall. Please refer to the specific property type reports in this market update.

All Property	2019	2020	2021	2022	2023	2024
North						
# Sold	476	550	642	559	505	454
% Chg # Sold	-4%	16%	17%	-13%	-10%	-10%
\$ Sold	\$89,670,810	\$127,153,876	\$162,479,035	\$156,240,367	\$151,498,509	\$140,224,369
% Chg \$ Sold	-8%	42%	28%	-4%	-3%	-7%
Avg Sold	\$188,384	\$231,189	\$253,083	\$279,500	\$299,997	\$308,864
% Chg Avg Sold	-5%	23%	9%	10%	7%	3%
Middle						
# Sold	1176	1299	1290	1084	906	947
% Chg # Sold	7%	10%	-1%	-16%	-16%	5%
\$ Sold	\$300,394,087	\$408,798,247	\$457,201,246	\$391,922,488	\$347,072,878	\$380,175,791
% Chg \$ Sold	7%	36%	12%	-14%	-11%	10%
Avg Sold	\$255,437	\$314,702	\$354,420	\$361,552	\$383,083	\$401,453
% Chg Avg Sold	0%	23%	13%	2%	6%	5%
South						
# Sold	282	488	457	340	246	265
% Chg # Sold	-6%	73%	-6%	-26%	-28%	8%
\$ Sold	\$121,379,808	\$258,400,913	\$272,561,209	\$228,233,085	\$194,288,924	\$196,144,665
% Chg \$ Sold	-4%	113%	5%	-16%	-15%	1%
Avg Sold	\$430,425	\$529,510	\$596,414	\$671,274	\$789,792	\$740,169
% Chg Avg Sold	2%	23%	13%	13%	18%	-6%
Total # Sold	1934	2337	2389	1983	1657	1666
Total % Chg # Sold	2%	21%	2%	-17%	-16%	1%
Total \$ Sold	\$511,444,705	\$794,353,035	\$892,241,491	\$776,395,940	\$692,860,311	\$716,544,825
Total % Chg \$ Sold	1%	55%	12%	-13%	-11%	3%
Total Avg Sold	\$264,449	\$339,903	\$373,479	\$391,526	\$418,141	\$430,099
Total % Chg Avg Sold	-1%	29%	10%	5%	7%	3%

Residential Sales At-a-Glance: Year Comparison

January – December	\$ of Homes Sold			# of Homes Sold		
	2023	2024	Chg	2023	2024	Chg
North Registry	317	297	-6%	\$100,909,185	\$99,148,970	-2%
Adams	80	61	-24%	\$16,741,450	\$15,754,745	-6%
Cheshire	19	28	47%	\$5,797,450	\$9,456,300	63%
Clarksburg	15	21	40%	\$4,064,500	\$6,116,150	50%
Florida	8	11	38%	\$1,502,400	\$3,588,500	139%
Hancock	4	9	125%	\$1,830,000	\$3,684,600	101%
Lanesborough	31	29	-6%	\$12,739,790	\$10,386,150	-18%
New Ashford	2	2	0%	\$425,000	\$1,401,000	230%
North Adams	88	83	-6%	\$20,336,870	\$20,137,625	-1%
Savoy	7	8	14%	\$917,400	\$2,484,800	171%
Williamstown	57	34	-40%	\$34,135,325	\$20,417,200	-40%
Windsor	6	11	83%	\$2,419,000	\$5,721,900	137%
Middle Registry	607	632	4%	\$256,293,676	\$275,739,412	8%
Becket	44	39	-11%	\$20,565,250	\$18,371,270	-11%
Dalton	49	51	4%	\$15,274,375	\$16,753,700	10%
Hinsdale	12	25	108%	\$5,205,400	\$8,820,200	69%
Lee	41	49	20%	\$16,308,980	\$24,946,750	53%
Lenox	42	38	-10%	\$31,309,373	\$31,440,180	0%
Otis	32	35	9%	\$20,896,895	\$19,615,829	-6%
Peru	2	6	200%	\$365,000	\$2,066,000	466%
Pittsfield	325	339	4%	\$100,883,253	\$112,795,333	12%
Richmond	24	17	-29%	\$20,452,150	\$13,359,000	-35%
Stockbridge	30	24	-20%	\$22,210,000	\$22,696,250	2%
Tyringham	2	5	150%	\$1,535,000	\$3,466,000	126%
Washington	4	4	0%	\$1,288,000	\$1,408,900	9%
South Registry	188	204	9%	\$169,382,024	\$171,595,110	1%
Alford	7	7	0%	\$8,714,250	\$11,000,000	26%
Egremont	25	20	-20%	\$22,194,000	\$19,825,000	-11%
Great Barrington	51	64	25%	\$39,163,524	\$47,067,360	20%
Monterey	15	19	27%	\$15,063,000	\$27,379,100	82%
Mt Washington	6	2	-67%	\$4,580,500	\$1,105,000	-76%
New Marlborough	22	21	-5%	\$34,274,750	\$14,418,600	-58%
Sandisfield	18	15	-17%	\$9,265,300	\$6,803,000	-27%
Sheffield	26	41	58%	\$17,323,700	\$31,118,050	80%
West Stockbridge	18	15	-17%	\$18,803,000	\$12,879,000	-32%
Grand Total	1112	1133	2%	\$526,584,885	\$546,483,492	4%

4% increase in dollar volume transacted, with \$546 million in homes sold.

At-A-Glance Year to Year Comparison

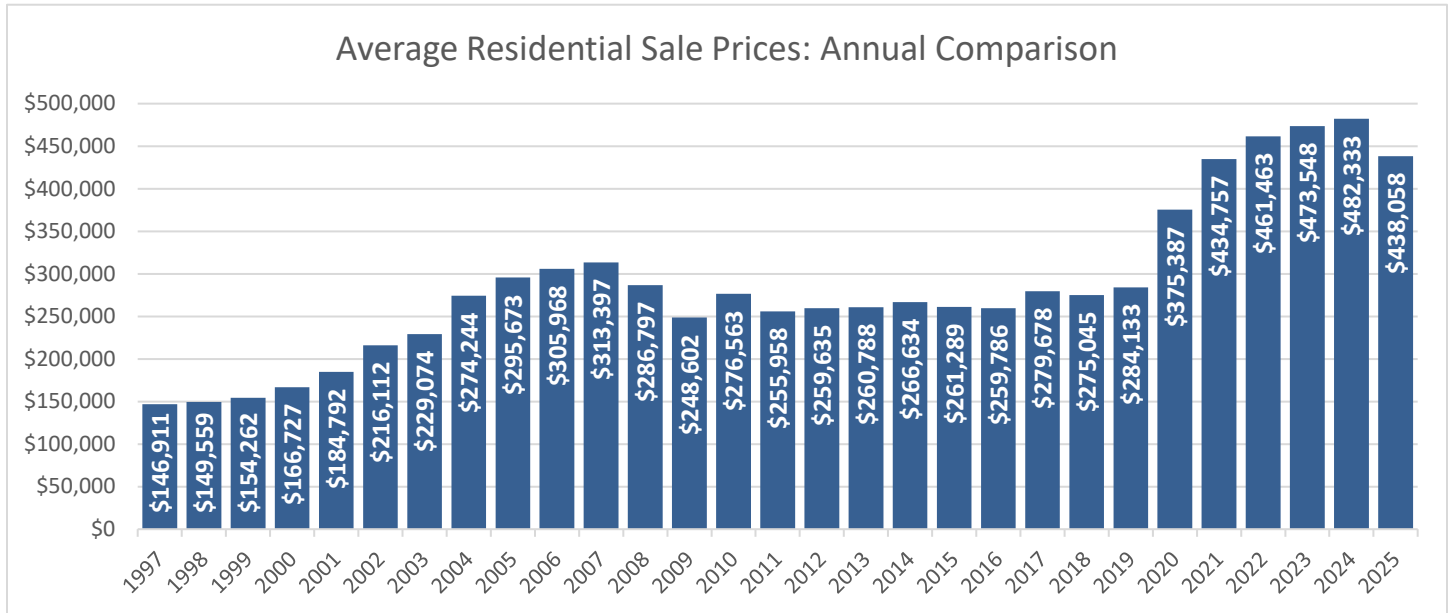
Overall, the residential market rose by 2% over last year in the number of single family homes sales countywide. Dollar volume transacted was up by 4%.

Cheshire, Clarksburg, Florida, Hancock, New Ashford Savoy, and Windsor recorded sharp increases in sales. Unlike last year however, Adams, Lanesborough, North Adams and Williamstown sales were down from the previous year. The dollar volume of single family home sales only retracted by 2% and number of sales by 6%.

In the middle registry area, Dalton, Hinsdale, Lee, Peru, Pittsfield, Tyringham and Washington saw market rebounds with increases from the previous year of residential sales. Sales fell in Becket and Richmond and there were mixed sales rates in Lenox, Otis, Stockbridge.

In southern Berkshire, Alford, Great Barrington, Monterey, and Sheffield had robust sales this year, while Egremont, Mount Washington, Sandisfield and West Stockbridge struggled.

Home Sale Appreciation Overview



	2023	2024	% Chg
North Registry	\$318,326	\$333,835	5%
Adams	\$209,268	\$258,275	23%
Cheshire	\$305,129	\$337,725	11%
Clarksburg	\$270,967	\$291,245	7%
Florida	\$187,800	\$326,227	74%
Hancock	\$457,500	\$409,400	-11%
Lanesborough	\$410,961	\$358,143	-13%
New Ashford	\$212,500	\$700,500	230%
North Adams	\$231,101	\$242,622	5%
Savoy	\$131,057	\$310,600	137%
Williamstown	\$598,865	\$600,506	0%
Windsor	\$403,167	\$520,173	29%
Middle Registry	\$467,392	\$471,058	1%
Becket	\$311,722	\$328,504	5%
Dalton	\$433,783	\$352,808	-19%
Hinsdale	\$397,780	\$509,117	28%
Lee	\$745,461	\$827,373	11%
Lenox	\$653,028	\$560,452	-14%
Otis	\$182,500	\$344,333	89%
Peru	\$467,392	\$471,058	1%

	2023	2024	% Chg
Middle, continued			
Pittsfield	\$310,410	\$332,730	7%
Richmond	\$852,173	\$785,824	-8%
Stockbridge	\$740,333	\$945,677	28%
Tyringham	\$767,500	\$693,200	-10%
Washington	\$322,000	\$352,225	9%
South Registry	\$900,968	\$841,153	-7%
Alford	\$1,244,893	\$1,571,429	26%
Egremont	\$887,760	\$991,250	12%
Great Barrington	\$767,912	\$735,428	-4%
Monterey	\$1,004,200	\$1,441,005	43%
Mt Washington	\$763,417	\$552,500	-28%
New Marlborough	\$1,557,943	\$686,600	-56%
Sandisfield	\$514,739	\$453,533	-12%
Sheffield	\$666,296	\$758,977	14%
West Stockbridge	\$1,044,611	\$858,600	-18%
Grand Total	\$473,548	\$482,333	2%



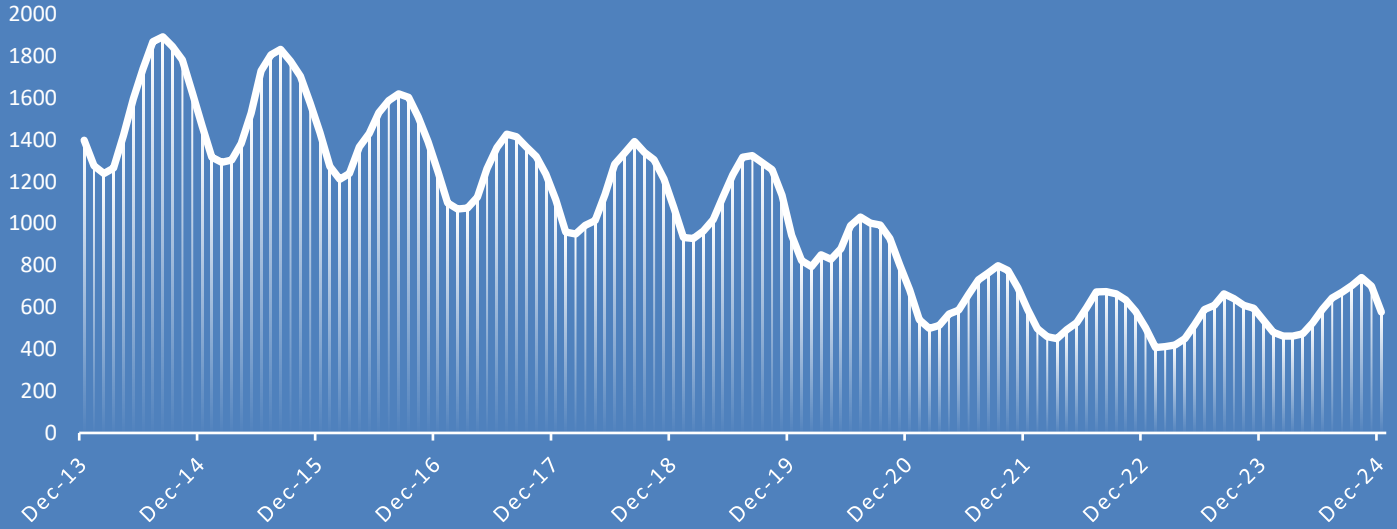
Residential PRICE Range Report

Below is the average number of months it will take to exhaust our current inventory of homes on the market based on 2024 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	16	0	0	0	9	1	0	1	1	0	0	0
\$100K-\$149K	20	0	2	0	13	1	3	1	5	1	0	2
\$150K-\$199K	26	5	3	2	27	2	6	1	2	0	0	0
\$200K-\$249K	50	4	6	1	88	6	12	1	6	2	2	4
\$250K-\$299K	50	9	3	2	115	13	8	1	5	4	0	10
\$300K-\$349K	42	10	2	3	88	12	9	2	9	6	2	8
\$350K-\$399K	25	9	3	4	59	15	4	3	16	4	2	3
\$400K-\$449K	19	4	3	3	49	7	2	2	16	3	0	2
\$450K-\$499K	7	4	1	7	35	2	2	1	12	8	0	8
\$500K-\$749K	29	8	3	3	92	21	8	3	57	25	6	5
\$750K-\$999K	5	3	3	7	27	10	2	4	29	12	2	5
\$1M-\$1.99M	8	7	2	11	25	13	4	6	31	27	2	10
\$2M-\$2.99M	0	0	0	0	3	3	3	12	8	7	1	11
\$3M+	0	0	0	0	0	0	0	0	7	9	0	15
2024 YTD	297	63	31	3	632	105	63	2	204	108	17	6

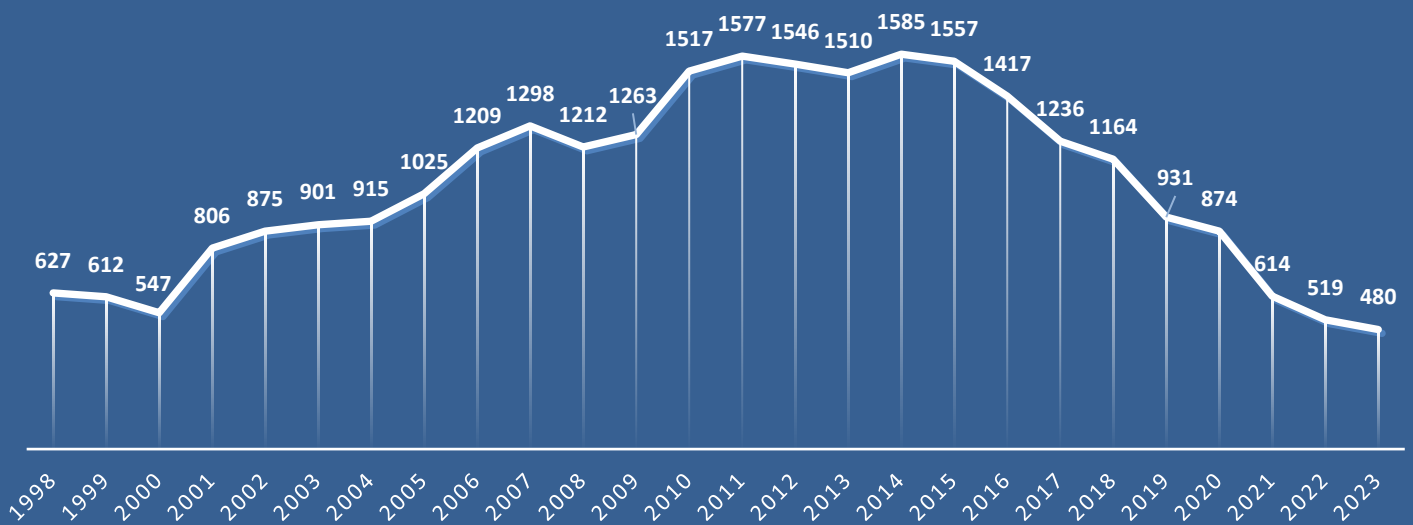
While the most popular price ranges vary by where a home is located, you can see that most of the inventory and sales in the north Berkshire area are under \$300,000. In central, the majority of sales are in the \$250-\$350,000 range, but there is a pocket of activity between \$500,000-\$750,000 that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

10 YEAR FLUCUATIONS IN RESIDENTIAL INVENTORY



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.

RESIDENTIAL AVERAGE ANNUAL INVENTORY IN THE BERKSHIRES



Residential Report

**Residential
sales up 2%,
dollar
volume up
4%**

In 2024, the number of home sales increased by 2% compared to the previous year, rising from 1,112 to 1,133 transactions. North County sales started strong but declined in the third quarter, resulting in a 6% drop in single-family home sales—the largest decrease among all regions in the Berkshires.

Meanwhile, both Central and South County saw growth in single-family home sales, with Central Berkshire leading the way, driven by strong market performance in Pittsfield. The annual single-family market reached \$546 million in total sales. Additionally, average sale prices continued to climb across the region.

Residential	2019	2020	2021	2022	2023	2024
North						
# Sold	333	404	396	349	317	297
% Chg # Sold	-8%	21%	-2%	-12%	-9%	-6%
\$ Sold	\$69,857,192	\$102,614,134	\$113,852,095	\$113,533,156	\$100,909,185	\$99,148,970
% Chg \$ Sold	-10%	47%	11%	0%	-11%	-2%
Avg Sold	\$209,781	\$253,995	\$287,505	\$325,310	\$318,326	\$333,835
% Chg Avg Sold	-3%	21%	13%	13%	-2%	5%
Middle						
# Sold	884	965	871	734	607	632
% Chg # Sold	8%	9%	-10%	-16%	-17%	4%
\$ Sold	\$231,482,347	\$324,045,717	\$342,732,916	\$300,895,770	\$256,293,676	\$275,739,412
% Chg \$ Sold	14%	40%	6%	-12%	-15%	8%
Avg Sold	\$261,858	\$335,799	\$393,494	\$409,940	\$422,230	\$436,297
% Chg Avg Sold	5%	28%	17%	4%	3%	3%
South						
# Sold	220	376	304	262	188	204
% Chg # Sold	-7%	71%	-19%	-14%	-28%	9%
\$ Sold	\$106,959,433	\$228,389,663	\$226,418,268	\$206,239,325	\$169,382,024	\$171,595,110
% Chg \$ Sold	0%	114%	-1%	-9%	-18%	1%
Avg Sold	\$486,179	\$607,419	\$744,797	\$787,173	\$900,968	\$841,153
% Chg Avg Sold	7%	25%	23%	6%	14%	-7%
Total # Sold	1437	1745	1571	1345	1112	1133
Total % Chg # Sold	2%	21%	-10%	-14%	-17%	2%
Total \$ Sold	\$408,298,972	\$655,049,514	\$683,003,280	\$620,668,251	\$526,584,885	\$546,483,492
Total % Chg \$ Sold	5%	60%	4%	-9%	-15%	4%
Total Avg Sold	\$284,133	\$375,387	\$434,757	\$461,463	\$473,548	\$482,333
Total % Chg Avg Sold	3%	32%	16%	6%	3%	2%

Condo Report

Condominium sales in southern Berkshire County saw a dramatic rebound in 2024 after a significant decline in 2023. The number of units sold doubled, and the total dollar volume increased by 51%, reflecting a strong, positive momentum. However, despite these gains, the average sale price fell compared to last year's unusually high levels. In Northern Berkshire, the condo market continued to face challenges. A total of 51 units were sold in 2024, unchanged from the previous year, showing no significant change in transaction volume. Central Berkshire remained steady in the number of condo sales, but the market saw a notable shift with a 27% increase in the average selling price, highlighting strong growth in value for the area.

Condo sales
up 1%,
dollar
volume up
10%.

Condo	2019	2020	2021	2022	2023	2024
North						
# Sold	48	41	67	66	55	51
% Chg # Sold	37%	-15%	63%	-1%	-17%	-7%
\$ Sold	\$8,748,650	\$12,234,700	\$14,648,450	\$21,042,861	\$22,348,481	\$15,874,299
% Chg \$ Sold	15%	40%	20%	44%	6%	-29%
Avg Sold	\$182,264	\$298,407	\$218,634	\$318,831	\$406,336	\$311,261
% Chg Avg Sold	-16%	64%	-27%	46%	27%	-23%
Middle						
# Sold	118	116	111	81	81	83
% Chg # Sold	13%	-2%	-4%	-27%	0%	2%
\$ Sold	\$37,181,750	\$46,329,496	\$48,960,355	\$33,423,293	\$36,081,902	\$46,879,016
% Chg \$ Sold	-16%	25%	6%	-32%	8%	30%
Avg Sold	\$315,100	\$399,392	\$441,084	\$412,633	\$445,456	\$564,807
% Chg Avg Sold	-26%	27%	10%	-6%	8%	27%
South						
# Sold	10	23	26	12	4	8
% Chg # Sold	11%	130%	13%	-54%	-67%	100%
\$ Sold	\$2,970,500	\$9,824,300	\$12,513,200	\$5,585,000	\$3,661,250	\$5,534,000
% Chg \$ Sold	-12%	231%	27%	-55%	-34%	51%
Avg Sold	\$297,050	\$427,143	\$481,277	\$465,417	\$915,313	\$691,750
% Chg Avg Sold	-20%	44%	13%	-3%	97%	-24%
Total # Sold	176	180	204	159	140	142
Total % Chg # Sold	19%	2%	13%	-22%	-12%	1%
Total \$ Sold	\$48,900,900	\$68,388,496	\$76,122,005	\$60,051,154	\$62,091,633	\$68,287,315
Total % Chg \$ Sold	-11%	40%	11%	-21%	3%	10%
Total Avg Sold	\$277,846	\$379,936	\$373,147	\$377,680	\$443,512	\$480,897
Total % Chg Avg Sold	-25%	37%	-2%	1%	17%	8%



**Multifamily
sales up 8%,
dollar
volume
up 11%**

Multifamily Report

Multifamily sales in 2024 were strong across Berkshire County, with only minor declines in the number of units sold in Northern Berkshire and in dollar volume in Southern Berkshire. Otherwise, the market showed robust performance compared to the previous year.

While sales remain below the pandemic-era highs, the multifamily market appears stable. The average selling price for 1–5 unit buildings increased by 4%, reaching a countywide average of \$255,307.

Multi 1-5 Units	2019	2020	2021	2022	2023	2024
North						
# Sold	66	54	82	72	72	67
% Chg # Sold	18%	-18%	52%	-12%	0%	-7%
\$ Sold	\$6,871,703	\$7,427,291	\$12,892,290	\$13,119,200	\$14,289,193	\$14,807,300
% Chg \$ Sold	32%	8%	74%	2%	9%	4%
Avg Sold	\$104,117	\$137,542	\$157,223	\$182,211	\$198,461	\$221,004
% Chg Avg Sold	12%	32%	14%	16%	9%	11%
Middle						
# Sold	104	105	146	146	109	126
% Chg # Sold	11%	1%	39%	0%	-25%	16%
\$ Sold	\$16,643,580	\$16,578,984	\$28,567,250	\$31,953,225	\$28,153,830	\$33,168,875
% Chg \$ Sold	43%	0%	72%	12%	-12%	18%
Avg Sold	\$160,034	\$157,895	\$195,666	\$218,858	\$258,292	\$263,245
% Chg Avg Sold	29%	-1%	24%	12%	18%	2%
South						
# Sold	8	6	12	5	4	6
% Chg # Sold	-33%	-25%	100%	-58%	-20%	50%
\$ Sold	\$2,138,500	\$1,842,500	\$4,009,400	\$1,897,500	\$3,189,000	\$2,830,000
% Chg \$ Sold	-33%	-14%	118%	-53%	68%	-11%
Avg Sold	\$267,313	\$307,083	\$334,117	\$379,500	\$797,250	\$471,667
% Chg Avg Sold	0%	15%	9%	14%	110%	-41%
Total # Sold	178	165	240	223	185	199
Total % Chg # Sold	10%	-7%	45%	-7%	-17%	8%
Total \$ Sold	\$25,653,783	\$25,848,775	\$45,468,940	\$46,969,925	\$45,632,023	\$50,806,175
Total % Chg \$ Sold	28%	1%	76%	3%	-3%	11%
Total Avg Sold	\$144,122	\$156,659	\$189,454	\$210,627	\$246,660	\$255,307
Total % Chg Avg Sold	16%	9%	21%	11%	17%	4%



Land Report

South County land sales surged in 2024, bucking the downward trend seen in other areas of Berkshire County. After several robust years, the land market began to contract in 2022, continuing into 2023. However, 2024 brought a turnaround in South County, with double-digit increases in both the number of parcels sold and the total transaction value. In contrast, land sales in Northern and Central Berkshire experienced significant declines. The ongoing challenges of high building costs and strict codes make it difficult to address the demand for workforce-priced housing. As building costs remain uncertain, monitoring permits and construction opportunities is critical to meeting the pent-up demand for homes in popular price ranges.

Land sales down 11%,
dollar volume up 12%

Raw Land	2019	2020	2021	2022	2023	2024
North						
# Sold	15	38	75	59	44	27
% Chg # Sold	-48%	153%	97%	-21%	-25%	-39%
\$ Sold	\$1,291,900	\$2,403,350	\$8,733,700	\$3,998,250	\$6,108,250	\$2,762,800
% Chg \$ Sold	-65%	86%	263%	-54%	53%	-55%
Avg Sold	\$86,127	\$63,246	\$116,449	\$67,767	\$138,824	\$102,326
% Chg Avg Sold	-32%	-27%	84%	-42%	105%	-26%
Middle						
# Sold	46	85	133	91	88	82
% Chg # Sold	-18%	85%	56%	-32%	-3%	-7%
\$ Sold	\$6,126,850	\$9,096,550	\$16,731,726	\$8,384,800	\$11,483,670	\$8,427,588
% Chg \$ Sold	-15%	48%	84%	-50%	37%	-27%
Avg Sold	\$133,192	\$107,018	\$125,802	\$92,141	\$130,496	\$102,775
% Chg Avg Sold	3%	-20%	18%	-27%	42%	-21%
South						
# Sold	37	68	100	52	35	40
% Chg # Sold	23%	84%	47%	-48%	-33%	14%
\$ Sold	\$5,720,400	\$11,629,450	\$19,226,991	\$8,738,760	\$6,278,000	\$11,233,555
% Chg \$ Sold	-2%	103%	65%	-55%	-28%	79%
Avg Sold	\$154,605	\$171,021	\$192,270	\$168,053	\$179,371	\$280,839
% Chg Avg Sold	-20%	11%	12%	-13%	7%	57%
Total # Sold	98	191	308	202	167	149
Total % Chg # Sold	-15%	95%	61%	-34%	-17%	-11%
Total \$ Sold	\$13,139,150	\$23,129,350	\$44,692,417	\$21,121,810	\$23,869,920	\$22,423,943
Total % Chg \$ Sold	-21%	76%	93%	-53%	13%	-6%
Total Avg Sold	\$134,073	\$121,096	\$145,105	\$104,563	\$142,934	\$150,496
Total % Chg Avg Sold	-8%	-10%	20%	-28%	37%	5%



Commercial Report

**Commercial
Sales down
19%, dollar
volume down
18%**

The nationwide commercial market has faced significant challenges since the pandemic, influenced by work-from-home trends and business closures. This volatility has resulted in fluctuating sales, with increases in 2021, a dip in 2022, and a recovery in 2023. Entering 2024, expectations were uncertain, and the year ultimately saw double-digit declines in both the number of commercial properties sold and their overall value. These decreases were largely driven by struggling commercial markets in Northern and Southern Berkshire. In contrast, Central Berkshire saw an uptick in sales compared to the previous period.

Note: This data reflects only commercial sales listed on the MLS.

Commercial	2019	2020	2021	2022	2023	2024
North						
# Sold	14	13	22	13	17	12
% Chg # Sold	0%	-7%	69%	-41%	31%	-29%
\$ Sold	\$2,901,365	\$2,474,400	\$12,352,500	\$4,546,900	\$7,843,400	\$7,631,000
% Chg \$ Sold	-17%	-15%	399%	-63%	72%	-3%
Avg Sold	\$207,240	\$190,338	\$561,477	\$349,762	\$461,376	\$635,917
% Chg Avg Sold	-17%	-8%	195%	-38%	32%	38%
Middle						
# Sold	24	28	29	32	21	24
% Chg # Sold	-27%	17%	4%	10%	-34%	14%
\$ Sold	\$8,959,560	\$12,747,500	\$20,208,999	\$17,265,400	\$15,059,800	\$15,960,900
% Chg \$ Sold	-35%	42%	59%	-15%	-13%	6%
Avg Sold	\$373,315	\$455,268	\$696,862	\$539,544	\$717,133	\$665,038
% Chg Avg Sold	-11%	22%	53%	-23%	33%	-7%
South						
# Sold	7	15	15	9	15	7
% Chg # Sold	-50%	114%	0%	-40%	67%	-53%
\$ Sold	\$3,590,975	\$6,715,000	\$10,393,350	\$5,772,500	\$11,778,650	\$4,952,000
% Chg \$ Sold	-55%	87%	55%	-44%	104%	-58%
Avg Sold	\$512,996	\$447,667	\$692,890	\$641,389	\$785,243	\$707,429
% Chg Avg Sold	-10%	-13%	55%	-7%	22%	-10%
Total # Sold	45	56	66	54	53	43
Total % Chg # Sold	-26%	24%	18%	-18%	-2%	-19%
Total \$ Sold	\$15,451,900	\$21,936,900	\$42,954,849	\$27,584,800	\$34,681,850	\$28,543,900
Total % Chg \$ Sold	-39%	42%	96%	-36%	26%	-18%
Total Avg Sold	\$343,376	\$391,730	\$650,831	\$510,830	\$654,375	\$663,812
Total % Chg Avg Sold	-17%	14%	66%	-22%	28%	1%

Mobile Home Report *(Note: Not included in overall property data reports)*

Mobile Home Sales up 45%, dollar volume up 88%

For the first time in our Market Watch, we are including a report on mobile home transactions. While these transactions involve personal property rather than real estate, mobile homes provide an important housing option, particularly in North and Central Berkshire markets. Understanding this segment helps paint a more complete picture of available housing and solutions for residents seeking affordable alternatives. Please note: Mobile home data is not included in the overall market reports that encompass all property types. The Berkshire MLS also tracks data on business opportunity sales, commercial leases, and, as of 2023, residential long-term rentals (defined as leases lasting more than 30 days).

Mobile Home	2019	2020	2021	2022	2023	2024
North						
# Sold	9	7	8	10	11	21
% Chg # Sold	50%	-22%	14%	25%	10%	91%
\$ Sold	\$370,800	\$229,500	\$344,995	\$485,400	\$791,800	\$2,088,900
% Chg \$ Sold	114%	-38%	50%	41%	63%	164%
Avg Sold	\$41,200	\$32,786	\$43,124	\$48,540	\$71,982	\$99,471
% Chg Avg Sold	43%	-20%	32%	13%	48%	38%
Middle						
# Sold	4	14	23	10	11	10
% Chg # Sold	-78%	250%	64%	-57%	10%	-9%
\$ Sold	\$142,500	\$707,650	\$1,422,600	\$724,900	\$787,900	\$853,501
% Chg \$ Sold	-80%	397%	101%	-49%	9%	8%
Avg Sold	\$35,625	\$50,546	\$61,852	\$72,490	\$71,627	\$85,350
% Chg Avg Sold	-10%	42%	22%	17%	-1%	19%
South						
# Sold						1
% Chg # Sold						
\$ Sold						\$30,000
% Chg \$ Sold						
Avg Sold						\$30,000
% Chg Avg Sold						
Total # Sold	13	21	31	20	22	32
Total % Chg # Sold	-46%	62%	48%	-35%	10%	45%
Total \$ Sold	\$513,300	\$937,150	\$1,767,595	\$1,210,300	\$1,579,700	\$2,972,401
Total % Chg \$ Sold	-42%	83%	89%	-32%	31%	88%
Total Avg Sold	\$39,485	\$44,626	\$57,019	\$60,515	\$71,805	\$92,888
Total % Chg Avg Sold	7%	13%	28%	6%	19%	29%



Real Estate Market Forecast:

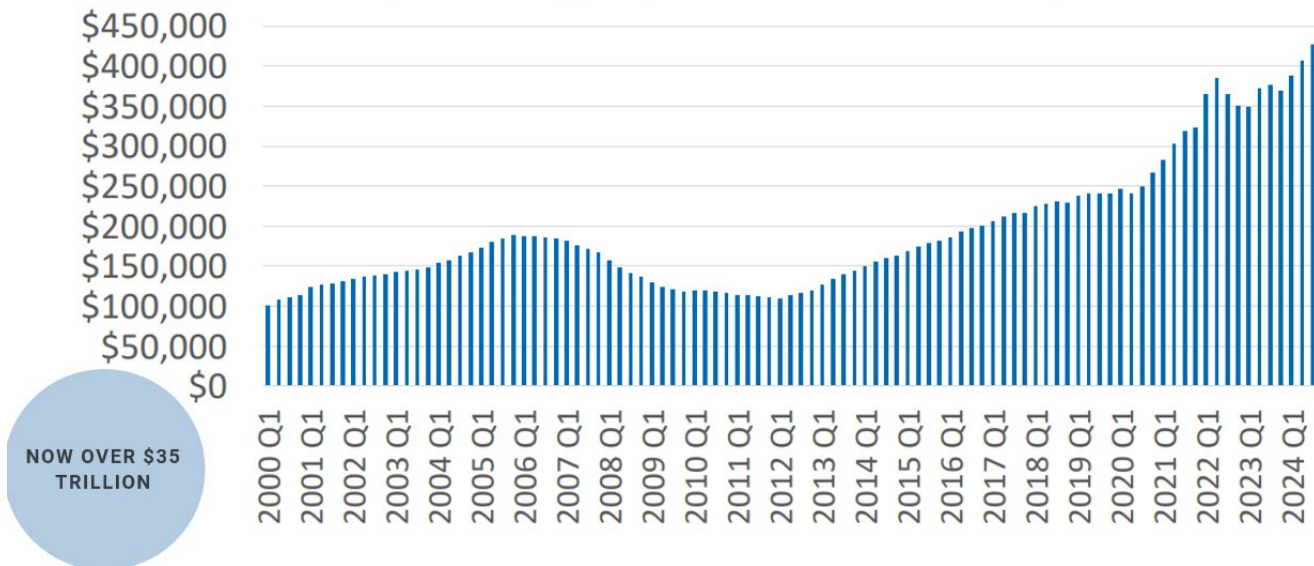
Forecast 9% Increase in Home Sales for 2025 and Mortgage Rates Stabilizing Near 6%

The worst of the housing inventory shortage is coming to an end, mortgage rates are stabilizing and job additions are continuing, according to NAR Chief Economist Lawrence Yun. Yun analyzed the current state of the U.S. residential real estate market and shared his 2025-2026 outlook today during the Residential Economic Issues and Trends Forum at conference in Boston, Massachusetts. “Over the years, you see your past clients doing well, because they’re homeowners,” explained Yun. “There’s an intangible value that [Realtors®] provide.

“2024 has been a very difficult year on many fronts. We did not get the home sales recovery this year after an awful 2023.”

However, Yun explained that household equity in real estate is at a record high. This means there has been a huge increase in wealth for Realtors®’ past clients, to the tune of \$35 trillion. Yun highlighted the glaring difference in estimated median net worth between homeowners (\$415,000) and renters (\$10,000) in 2024.

Average Household Equity in Real Estate (total equity/# homeowners)



Source: NAR calculation using data from Federal Reserve and Census



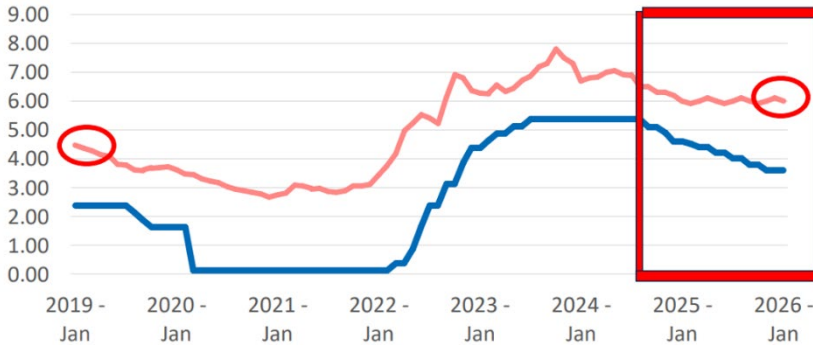
“Homeowners’ wealth steadily rises while renters’ wealth does not,” said Yun. “If you don’t enter the housing market, you are in the renter class where wealth is not being accumulated. If you want to participate in the housing market, the sooner you get in, the sooner you accumulate wealth.”

	2025	2026
Existing Home Sales	+9%	+13%
New Home Sales	+11%	+8%
Median Home Price	2%	2%
Mortgage Rate	Near 6%	Near 6%
Job Gains	Near 2 million	Near 2 million

Yun also highlighted that the homeownership rate is much lower among younger Americans, and first-time home buyers are having trouble entering the market. Yun pointed out that US job gains since the beginning of the COVID-19 pandemic (March 2020) have led to record-high payroll employment as of September 2024. “When more people work, they have the capacity or they’re in a better position to buy a home,” stated Yun. Yun explained to the room of Realtors® that, “Home sales depend mainly on jobs and mortgage rates.” Regarding whether we are going to see an acceleration of job growth, Yun stated, “The stock market is very optimistic.”

Yun addressed mortgage rates during a second Donald Trump presidency, saying, “Mortgage rates in his first term (at 4%) were the good old days. Are we going to go back to 4%? Per my forecast, unfortunately, we will not. It’s more likely that we’ll go back to 6%. That will be the new normal, bouncing around 5.5%-6.5%.” Yun said we can expect six-to-eight more interest rate cuts. He also gave advice to the chair of the Federal Reserve on when to make these cuts: “My advice to Jerome Powell: do it in January, rather than December.” Yun expects there will be four different rounds of rate cuts in 2025. He also addressed the budget deficit. “Today, we have a massive budget deficit at a time when we are not in an economic recession,” explained Yun. “Clearly president-elect Trump will not stop tax cuts – he will extend or expand them.”

**Expect 6-8 rounds of cut to Fed Funds Rate
But Mortgage Rate May Not Fall**



Source: NAR Forecast of Freddie Mac Mortgage Rate



Yun added, “There will be less mortgage money available because the government is borrowing so much money. However, if the Trump administration can lay out a credible plan to reduce the budget deficit, then mortgage rates can move downward.”

He also explained that another way to address the budget deficit is to bring down the price of housing.

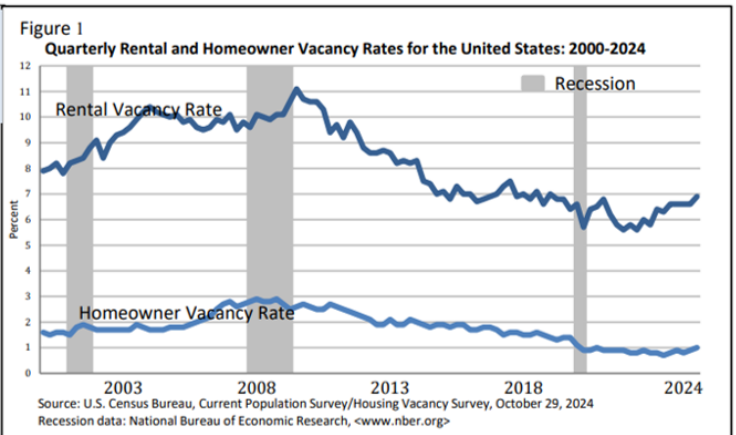


RESIDENTIAL VACANCIES AND HOMEOWNERSHIP THIRD QUARTER 2024

Rental Vacancy Rate	6.9%
Homeowner Vacancy Rate	1.0%
Homeownership Rate	65.6%

Next release: February 5, 2025

Data are not adjusted for seasonality.
Source: U.S. Census Bureau,
Current Population Survey/Housing Vacancy Survey, October 29, 2024



National vacancy rates in the third quarter 2024 were 6.9 percent for rental housing and 1.0 percent for homeowner housing. The rental vacancy rate was not statistically different from the rate in the third quarter 2023 (6.6 percent) and not statistically different from the rate in the second quarter 2024 (6.6 percent).

The homeowner vacancy rate of 1.0 percent was higher than the rate in the third quarter 2023 (0.8 percent) and not statistically different from the rate in the second quarter 2024 (0.9 percent).

The homeownership rate of 65.6 percent was not statistically different from the rate in the third quarter 2023 (66.0 percent) and virtually the same as the rate in the second quarter 2024 (65.6 percent).

“We have to have more supply,” said Yun. “Per our advocacy efforts, we’re trying everything we can to boost supply.”



Delayed Sellers Cannot Wait Longer Locked-in effect to be less strong over time

- 3.5 million new-born babies a year
- 1.5 million marriages
- 700,000 divorces
- 3.5 million turn 65 years old
- 2 million deaths
- 25 million job switches

Yun noted that 2023 was difficult for existing-home sales and 2024 looks to be the same. However, he flagged that we did get an increase in pending home sales in September and provided his forecast for existing-home sales.

“Maybe the worst is coming to an end,” added Yun.

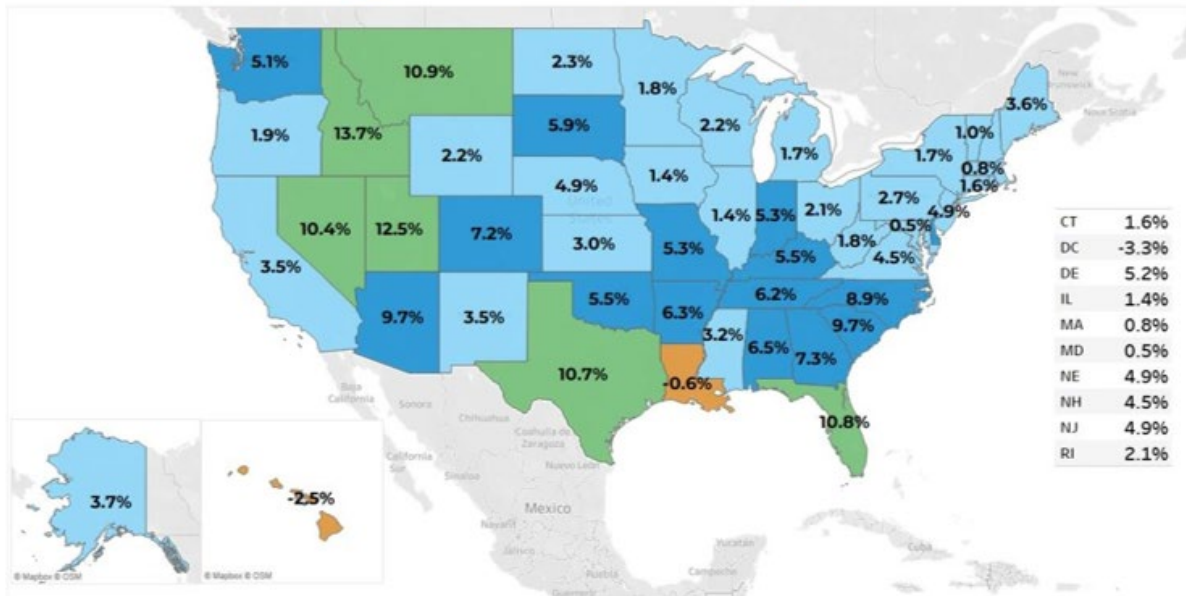
“Directionally, I think there’s



going to be roughly a 10% boost of existing-home sales in 2025 and 2026.”

Yun projects new home sales to be 11% higher in 2025 and 8% higher in 2026. Yun forecasts the median home price to be 2% higher in both 2025 and 2026.

Job Gains Since Pre-COVID Record High Payroll Employment % change from March 2020 to September 2024



Source: NAR Analysis of BLS data



Residential Historical Report by City/Town

Residential	2019	2020	2021	2022	2023	2024
Adams						
# Sold	84	76	87	81	80	61
% Chg # Sold	8%	-10%	14%	-7%	-1%	-24%
\$ Sold	\$12,492,033	\$12,515,937	\$18,471,227	\$15,886,124	\$16,741,450	\$15,754,745
% Chg \$ Sold	13%	0%	48%	-14%	5%	-6%
Avg Sold	\$148,715	\$164,683	\$212,313	\$196,125	\$209,268	\$258,275
% Chg Avg Sold	5%	11%	29%	-8%	7%	23%
Alford						
# Sold	13	20	10	13	7	7
% Chg # Sold	117%	54%	-50%	30%	-46%	0%
\$ Sold	\$12,861,330	\$14,779,850	\$14,298,500	\$21,972,000	\$8,714,250	\$11,000,000
% Chg \$ Sold	293%	15%	-3%	54%	-60%	26%
Avg Sold	\$989,333	\$738,993	\$1,429,850	\$1,690,154	\$1,244,893	\$1,571,429
% Chg Avg Sold	81%	-25%	93%	18%	-26%	26%
Becket						
# Sold	48	72	49	50	44	39
% Chg # Sold	-17%	50%	-32%	2%	-12%	-11%
\$ Sold	\$11,072,530	\$21,909,151	\$16,427,449	\$17,661,500	\$20,565,250	\$18,371,270
% Chg \$ Sold	-22%	98%	-25%	8%	16%	-11%
Avg Sold	\$230,678	\$304,294	\$335,254	\$353,230	\$467,392	\$471,058
% Chg Avg Sold	-6%	32%	10%	5%	32%	1%
Cheshire						
# Sold	21	22	44	30	19	28
% Chg # Sold	-22%	5%	100%	-32%	-37%	47%
\$ Sold	\$4,369,200	\$5,883,630	\$12,728,530	\$9,957,973	\$5,797,450	\$9,456,300
% Chg \$ Sold	-28%	35%	116%	-22%	-42%	63%
Avg Sold	\$208,057	\$267,438	\$289,285	\$331,932	\$305,129	\$337,725
% Chg Avg Sold	-8%	29%	8%	15%	-8%	11%
Clarksburg						
# Sold	9	16	14	17	15	21
% Chg # Sold	-36%	78%	-13%	21%	-12%	40%
\$ Sold	\$1,172,800	\$3,119,300	\$3,760,142	\$4,332,150	\$4,064,500	\$6,116,150
% Chg \$ Sold	-48%	166%	21%	15%	-6%	50%
Avg Sold	\$130,311	\$194,956	\$268,582	\$254,832	\$270,967	\$291,245
% Chg Avg Sold	-18%	50%	38%	-5%	6%	7%

Residential Historical Report by City/Town

Residential	2019	2020	2021	2022	2023	2024
Dalton						
# Sold	79	85	75	53	49	51
% Chg # Sold	16%	8%	-12%	-29%	-8%	4%
\$ Sold	\$18,010,853	\$21,750,359	\$21,864,417	\$16,678,260	\$15,274,375	\$16,753,700
% Chg \$ Sold	23%	21%	1%	-24%	-8%	10%
Avg Sold	\$227,985	\$255,887	\$291,526	\$314,684	\$311,722	\$328,504
% Chg Avg Sold	6%	12%	14%	8%	-1%	5%
Egremont						
# Sold	25	38	33	30	25	20
% Chg # Sold	-14%	52%	-13%	-9%	-17%	-20%
\$ Sold	\$11,952,698	\$34,694,500	\$29,573,850	\$27,567,500	\$22,194,000	\$19,825,000
% Chg \$ Sold	-15%	190%	-15%	-7%	-19%	-11%
Avg Sold	\$478,108	\$913,013	\$896,177	\$918,917	\$887,760	\$991,250
% Chg Avg Sold	-2%	91%	-2%	3%	-3%	12%
Florida						
# Sold	10	5	8	10	8	11
% Chg # Sold	100%	-50%	60%	25%	-20%	38%
\$ Sold	\$1,157,500	\$1,279,000	\$1,438,000	\$2,140,900	\$1,502,400	\$3,588,500
% Chg \$ Sold	184%	10%	12%	49%	-30%	139%
Avg Sold	\$115,750	\$255,800	\$179,750	\$214,090	\$187,800	\$326,227
% Chg Avg Sold	42%	121%	-30%	19%	-12%	74%
Great Barrington						
# Sold	73	122	113	98	51	64
% Chg # Sold	-1%	67%	-7%	-13%	-48%	25%
\$ Sold	\$29,970,600	\$73,041,013	\$73,711,047	\$64,377,575	\$39,163,524	\$47,067,360
% Chg \$ Sold	-17%	144%	1%	-13%	-39%	20%
Avg Sold	\$410,556	\$598,697	\$652,310	\$656,914	\$767,912	\$735,428
% Chg Avg Sold	-15%	46%	9%	1%	17%	-4%
Hancock						
# Sold	6	4	5	5	4	9
% Chg # Sold	-40%	-33%	25%	0%	-20%	125%
\$ Sold	\$1,627,000	\$1,610,000	\$2,470,158	\$2,359,500	\$1,830,000	\$3,684,600
% Chg \$ Sold	-61%	-1%	53%	-4%	-22%	101%
Avg Sold	\$271,167	\$402,500	\$494,032	\$471,900	\$457,500	\$409,400
% Chg Avg Sold	-34%	48%	23%	-4%	-3%	-11%

Residential Historical Report by City/Town

Residential	2019	2020	2021	2022	2023	2024
Hinsdale						
# Sold	32	28	17	23	12	25
% Chg # Sold	33%	-13%	-39%	35%	-48%	108%
\$ Sold	\$9,116,700	\$8,699,701	\$7,549,590	\$9,484,700	\$5,205,400	\$8,820,200
% Chg \$ Sold	74%	-5%	-13%	26%	-45%	69%
Avg Sold	\$284,897	\$310,704	\$444,094	\$412,378	\$433,783	\$352,808
% Chg Avg Sold	30%	9%	43%	-7%	5%	-19%
Lanesborough						
# Sold	37	43	48	40	31	29
% Chg # Sold	-5%	16%	12%	-17%	-23%	-6%
\$ Sold	\$9,538,901	\$12,098,000	\$16,432,000	\$17,177,653	\$12,739,790	\$10,386,150
% Chg \$ Sold	3%	27%	36%	5%	-26%	-18%
Avg Sold	\$257,808	\$281,349	\$342,333	\$429,441	\$410,961	\$358,143
% Chg Avg Sold	9%	9%	22%	25%	-4%	-13%
Lee						
# Sold	52	76	67	42	41	49
% Chg # Sold	-2%	46%	-12%	-37%	-2%	20%
\$ Sold	\$15,286,800	\$22,245,671	\$26,924,550	\$18,209,500	\$16,308,980	\$24,946,750
% Chg \$ Sold	-1%	46%	21%	-32%	-10%	53%
Avg Sold	\$293,977	\$292,706	\$401,859	\$433,560	\$397,780	\$509,117
% Chg Avg Sold	1%	0%	37%	8%	-8%	28%
Lenox						
# Sold	73	80	80	53	42	38
% Chg # Sold	109%	10%	0%	-34%	-21%	-10%
\$ Sold	\$30,830,766	\$45,060,450	\$54,093,635	\$44,695,560	\$31,309,373	\$31,440,180
% Chg \$ Sold	124%	46%	20%	-17%	-30%	0%
Avg Sold	\$422,339	\$563,256	\$676,170	\$843,312	\$745,461	\$827,373
% Chg Avg Sold	7%	33%	20%	25%	-12%	11%
Monterey						
# Sold	14	37	26	19	15	19
% Chg # Sold	-30%	164%	-30%	-27%	-21%	27%
\$ Sold	\$9,288,500	\$23,351,000	\$23,844,555	\$20,082,500	\$15,063,000	\$27,379,100
% Chg \$ Sold	-7%	151%	2%	-16%	-25%	82%
Avg Sold	\$663,464	\$631,108	\$917,098	\$1,056,974	\$1,004,200	\$1,441,005
% Chg Avg Sold	33%	-5%	45%	15%	-5%	43%

Residential Historical Report by City/Town

Residential	2019	2020	2021	2022	2023	2024
Mt Washington						
# Sold	1	3	5	4	6	2
% Chg # Sold	-67%	200%	67%	-20%	50%	-67%
\$ Sold	\$642,000	\$1,674,000	\$4,398,300	\$4,279,000	\$4,580,500	\$1,105,000
% Chg \$ Sold	-69%	161%	163%	-3%	7%	-76%
Avg Sold	\$642,000	\$558,000	\$879,660	\$1,069,750	\$763,417	\$552,500
% Chg Avg Sold	-6%	-13%	58%	22%	-29%	-28%
New Ashford						
# Sold	4	1	5	5	2	2
% Chg # Sold	300%	-75%	400%	0%	-60%	0%
\$ Sold	\$1,613,900	\$360,000	\$1,345,900	\$1,961,500	\$425,000	\$1,401,000
% Chg \$ Sold	375%	-78%	274%	46%	-78%	230%
Avg Sold	\$403,475	\$360,000	\$269,180	\$392,300	\$212,500	\$700,500
% Chg Avg Sold	19%	-11%	-25%	46%	-46%	230%
New Marlborough						
# Sold	20	42	28	22	22	21
% Chg # Sold	-31%	110%	-33%	-21%	0%	-5%
\$ Sold	\$12,220,750	\$23,586,750	\$17,639,316	\$20,403,750	\$34,274,750	\$14,418,600
% Chg \$ Sold	9%	93%	-25%	16%	68%	-58%
Avg Sold	\$611,038	\$561,589	\$629,976	\$927,443	\$1,557,943	\$686,600
% Chg Avg Sold	59%	-8%	12%	47%	68%	-56%
North Adams						
# Sold	90	127	107	88	88	83
% Chg # Sold	-8%	41%	-16%	-18%	0%	-6%
\$ Sold	\$12,304,976	\$18,252,342	\$19,722,624	\$18,662,389	\$20,336,870	\$20,137,625
% Chg \$ Sold	-9%	48%	8%	-5%	9%	-1%
Avg Sold	\$136,722	\$143,719	\$184,324	\$212,073	\$231,101	\$242,622
% Chg Avg Sold	-1%	5%	28%	15%	9%	5%
Otis						
# Sold	38	60	43	33	32	35
% Chg # Sold	-3%	58%	-28%	-23%	-3%	9%
\$ Sold	\$14,300,300	\$27,336,316	\$22,680,100	\$15,651,712	\$20,896,895	\$19,615,829
% Chg \$ Sold	-7%	91%	-17%	-31%	34%	-6%
Avg Sold	\$376,324	\$455,605	\$527,444	\$474,294	\$653,028	\$560,452
% Chg Avg Sold	-4%	21%	16%	-10%	38%	-14%

Residential Historical Report by City/Town

Residential	2019	2020	2021	2022	2023	2024
Peru						
# Sold	15	14	8	4	2	6
% Chg # Sold	25%	-7%	-43%	-50%	-50%	200%
\$ Sold	\$3,480,850	\$4,216,400	\$2,365,800	\$1,339,000	\$365,000	\$2,066,000
% Chg \$ Sold	46%	21%	-44%	-43%	-73%	466%
Avg Sold	\$232,057	\$301,171	\$295,725	\$334,750	\$182,500	\$344,333
% Chg Avg Sold	17%	30%	-2%	13%	-45%	89%
Pittsfield						
# Sold	469	447	449	407	325	339
% Chg # Sold	5%	-5%	0%	-9%	-20%	4%
\$ Sold	\$94,064,533	\$103,770,877	\$119,719,245	\$125,723,888	\$100,883,253	\$112,795,333
% Chg \$ Sold	9%	10%	15%	5%	-20%	12%
Avg Sold	\$200,564	\$232,150	\$266,635	\$308,904	\$310,410	\$332,730
% Chg Avg Sold	4%	16%	15%	16%	0%	7%
Richmond						
# Sold	29	40	30	23	24	17
% Chg # Sold	4%	38%	-25%	-23%	4%	-29%
\$ Sold	\$12,204,960	\$20,882,966	\$20,454,930	\$16,085,900	\$20,452,150	\$13,359,000
% Chg \$ Sold	-7%	71%	-2%	-21%	27%	-35%
Avg Sold	\$420,861	\$522,074	\$681,831	\$699,387	\$852,173	\$785,824
% Chg Avg Sold	-10%	24%	31%	3%	22%	-8%
Sandisfield						
# Sold	14	26	16	17	18	15
% Chg # Sold	0%	86%	-38%	6%	6%	-17%
\$ Sold	\$4,341,500	\$8,593,500	\$7,784,500	\$7,834,000	\$9,265,300	\$6,803,000
% Chg \$ Sold	17%	98%	-9%	1%	18%	-27%
Avg Sold	\$310,107	\$330,519	\$486,531	\$460,824	\$514,739	\$453,533
% Chg Avg Sold	17%	7%	47%	-5%	12%	-12%
Savoy						
# Sold	4	9	4	6	7	8
% Chg # Sold	-64%	125%	-56%	50%	17%	14%
\$ Sold	\$918,000	\$2,202,900	\$856,900	\$1,937,000	\$917,400	\$2,484,800
% Chg \$ Sold	-60%	140%	-61%	126%	-53%	171%
Avg Sold	\$229,500	\$244,767	\$214,225	\$322,833	\$131,057	\$310,600
% Chg Avg Sold	9%	7%	-12%	51%	-59%	137%

Residential Historical Report by City/Town

Residential	2019	2020	2021	2022	2023	2024
Sheffield						
# Sold	40	51	47	33	26	41
% Chg # Sold	0%	28%	-8%	-30%	-21%	58%
\$ Sold	\$15,634,950	\$25,330,350	\$32,061,200	\$17,163,500	\$17,323,700	\$31,118,050
% Chg \$ Sold	-2%	62%	27%	-46%	1%	80%
Avg Sold	\$390,874	\$496,674	\$682,153	\$520,106	\$666,296	\$758,977
% Chg Avg Sold	-2%	27%	37%	-24%	28%	14%
Stockbridge						
# Sold	36	51	44	31	30	24
% Chg # Sold	-3%	42%	-14%	-30%	-3%	-20%
\$ Sold	\$18,467,680	\$39,184,900	\$46,138,200	\$23,667,750	\$22,210,000	\$22,696,250
% Chg \$ Sold	3%	112%	18%	-49%	-6%	2%
Avg Sold	\$512,991	\$768,331	\$1,048,595	\$763,476	\$740,333	\$945,677
% Chg Avg Sold	6%	50%	36%	-27%	-3%	28%
Tyringham						
# Sold	9	6	4	9	2	5
% Chg # Sold	13%	-33%	-33%	125%	-78%	150%
\$ Sold	\$3,427,000	\$7,712,000	\$2,551,000	\$9,315,000	\$1,535,000	\$3,466,000
% Chg \$ Sold	-3%	125%	-67%	265%	-84%	126%
Avg Sold	\$380,778	\$1,285,333	\$637,750	\$1,035,000	\$767,500	\$693,200
% Chg Avg Sold	-13%	238%	-50%	62%	-26%	-10%
Washington						
# Sold	4	6	5	6	4	4
% Chg # Sold	-33%	50%	-17%	20%	-33%	0%
\$ Sold	\$1,219,375	\$1,276,926	\$1,964,000	\$2,383,000	\$1,288,000	\$1,408,900
% Chg \$ Sold	-24%	5%	54%	21%	-46%	9%
Avg Sold	\$304,844	\$212,821	\$392,800	\$397,167	\$322,000	\$352,225
% Chg Avg Sold	14%	-30%	85%	1%	-19%	9%
West Stockbridge						
# Sold	20	37	26	26	18	15
% Chg # Sold	-5%	85%	-30%	0%	-31%	-17%
\$ Sold	\$10,047,105	\$23,338,700	\$23,107,000	\$22,559,500	\$18,803,000	\$12,879,000
% Chg \$ Sold	-5%	132%	-1%	-2%	-17%	-32%
Avg Sold	\$502,355	\$630,776	\$888,731	\$867,673	\$1,044,611	\$858,600
% Chg Avg Sold	-1%	26%	41%	-2%	20%	-18%

Residential Historical Report by City/Town

Residential	2019	2020	2021	2022	2023	2024
Williamstown						
# Sold	56	90	68	55	57	34
% Chg # Sold	-19%	61%	-24%	-19%	4%	-40%
\$ Sold	\$21,277,282	\$42,413,125	\$34,561,614	\$33,941,217	\$34,135,325	\$20,417,200
% Chg \$ Sold	-19%	99%	-19%	-2%	1%	-40%
Avg Sold	\$379,951	\$471,257	\$508,259	\$617,113	\$598,865	\$600,506
% Chg Avg Sold	0%	24%	8%	21%	-3%	0%
Windsor						
# Sold	12	11	6	12	6	11
% Chg # Sold	50%	-8%	-45%	100%	-50%	83%
\$ Sold	\$3,385,600	\$2,879,900	\$2,065,000	\$5,176,750	\$2,419,000	\$5,721,900
% Chg \$ Sold	50%	-15%	-28%	151%	-53%	137%
Avg Sold	\$282,133	\$261,809	\$344,167	\$431,396	\$403,167	\$520,173
% Chg Avg Sold	0%	-7%	31%	25%	-7%	29%
Total # Sold	1437	1745	1571	1345	1112	1133
Total % Chg # Sold	2%	21%	-10%	-14%	-17%	2%
Total \$ Sold	\$408,298,972	\$655,049,514	\$683,003,280	\$620,668,251	\$526,584,885	\$546,483,492
Total % Chg \$ Sold	5%	60%	4%	-9%	-15%	4%
Total Avg Sold	\$284,133	\$375,387	\$434,757	\$461,463	\$473,548	\$482,333
Total % Chg Avg Sold	3%	32%	16%	6%	3%	2%

2024 Property Tax Rates Per \$1,000 Assessed Value - Berkshire County Massachusetts -

Zip	Assessor's Phone	City / Town	Residential	Commercial	CPA	Fire District
01220	(413) 743-8300	Adams	\$17.54	\$24.23		
01230	(413) 528-4336	Alford	\$4.95	\$4.95		
01223	(413) 623-5724	Becket	\$9.77	\$9.77	1.5%	
01225	(413) 743-3929	Cheshire	\$11.57	\$11.57		
01247	(413) 663-7940	Clarksburg	\$15.35	\$15.35		
01226	(413) 684-6111	Dalton	\$17.01	\$17.01		\$1.19
01252	(413) 528-0182	Egremont	\$6.16	\$6.16		
01247	(413) 662-2448	Florida	\$7.59	\$19.76		
01230	(413) 528-1619	Great Barrington	\$13.89	\$13.89	3%	\$1.59
01237	(413) 738-5225	Hancock	\$2.79	\$2.79		
01235	(413) 655-2245	Hinsdale	\$10.99	\$10.99		
01237	(413) 442-8622	Lanesborough	\$17.01	\$17.01		
01238	(413) 243-5512	Lee	\$11.24	\$11.24	1.5%	
01240	(413) 637-5500	Lenox	\$9.07	\$12.85	3%	
01245	(413) 528-6481	Monterey	\$6.13	\$6.13		
01258	(413) 528-2839	Mount Washington	\$6.32	\$6.32		
01237	(413) 458-5461	New Ashford	\$8.48	\$8.48		
01230	(413) 229-8926	New Marlborough	\$7.46	\$7.46		
01247	(413) 662-3012	North Adams	\$17.14	\$37.34		
01253	(413) 269-0100	Otis	\$6.48	\$6.48		
01235	(413) 655-8312	Peru	\$16.51	\$16.51		
01201	(413) 499-9466	Pittsfield	\$18.32	\$39.21	1%	
01254	(413) 698-2525	Richmond	\$9.73	\$9.73		
01255	(413) 258-4711	Sandisfield	\$9.99	\$9.99		
01256	(413) 743-4290	Savoy	\$13.24	\$13.24		
01257	(413) 229-2335	Sheffield	\$11.75	\$11.75		
01262	(413) 298-4714	Stockbridge	\$7.37	\$7.43	3%	
01264	(413) 243-1749	Tyringham	\$6.26	\$6.26		
01223	(413) 623-8878	Washington	\$15.31	\$15.31		
01266	(413) 232-0303	West Stockbridge	\$9.58	\$9.58	2%	
01267	(413) 458-3500	Williamstown	\$15.15	\$15.15	2%	\$0.54
01270	(413) 684-3811	Windsor	\$11.54	\$11.54		

Note: Baker Hill Road, Comm \$61.62 | Center Pond Preservation \$0.70, Goose Pond Maintenance \$0.49 | Hoosac Lake Recreation/Preservation \$1.19, Sherwood Forest Lake \$2.36, Sherwood Forest Road \$11.88, Sherwood Greens Road, \$14.49. *CPA is Community Preservation Act assessment from CommunityPreservation.org Compiled 1/14/202 from data on [Mass.gov Property Tax Search](https://www.mass.gov/property-tax-search) Information believed to be accurate but not warranted.