



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 | |
|-----------|--------|---------------|--------|---------------|
| Region | # 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 BERSKHIRE 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 | | |
|------------------------|-----------------|-------------|------------|----------------------|----------------------|------------|
| Residential | 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

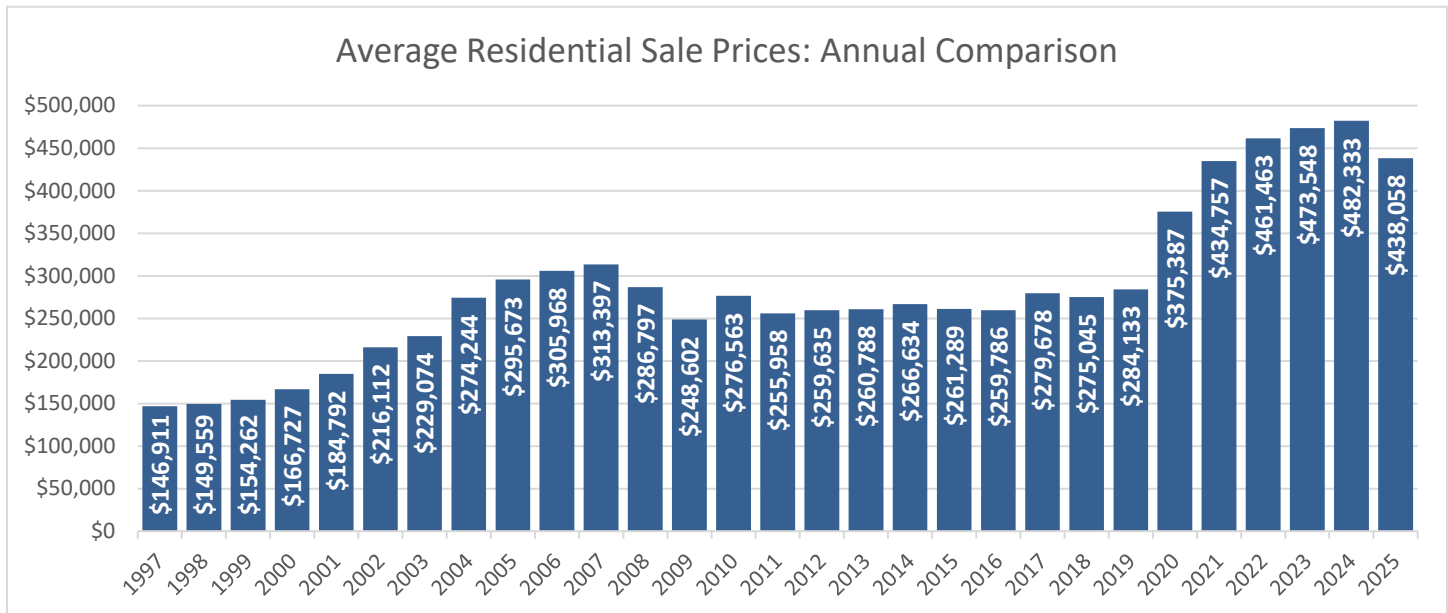
Overall, the residential market rose by 2% over last year in the number of single family homes sales countywide. Dollar volume transacted was up by 4%.

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 Average Sale Prices

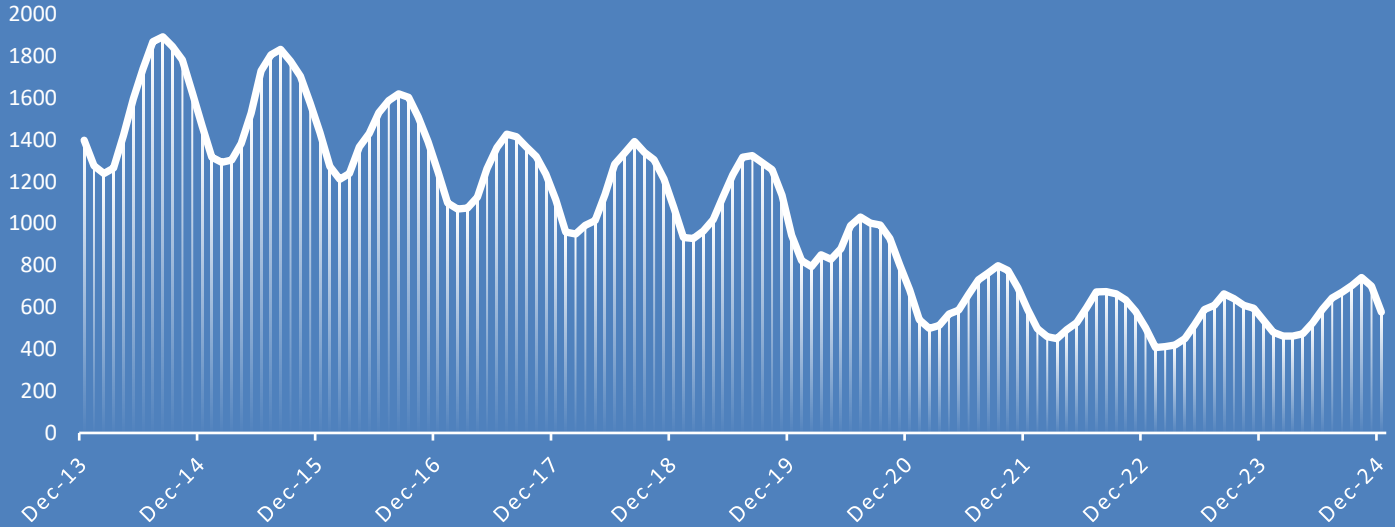
Residential PRICE Range Report

Below is the average number of months it will take to exhaust our current inventory of homes on the market based on 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 |

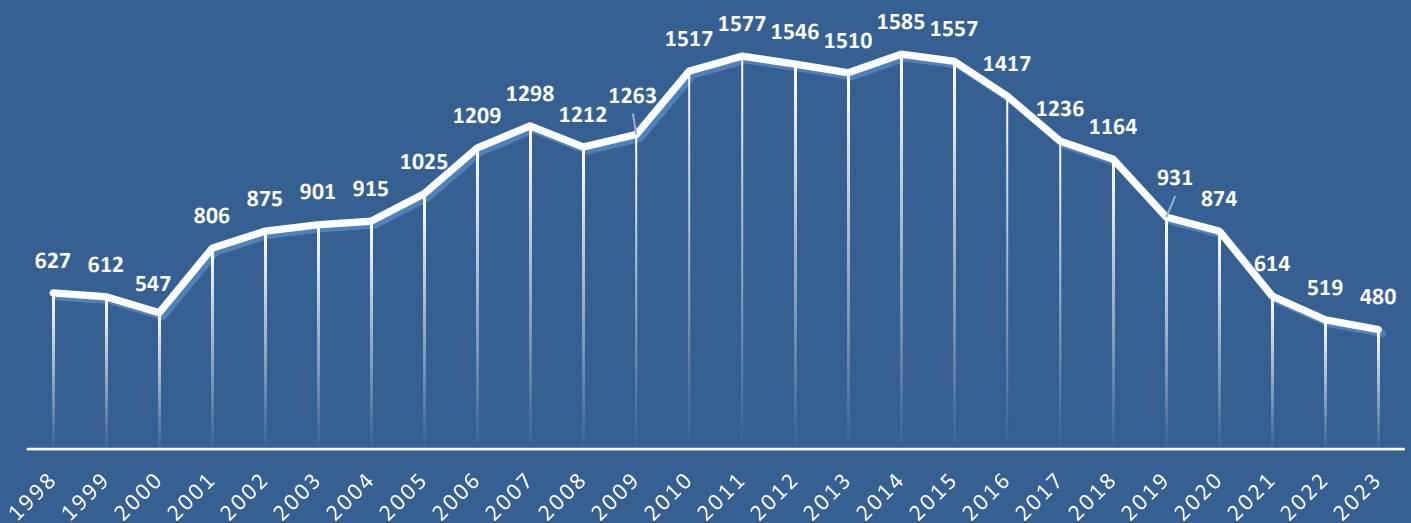
While the most popular price ranges vary by where a home is located, you can see that most of the inventory and sales in the north Berkshire area are under \$300,000. In central, the majority of sales are in the \$250-\$350,000 range, but there is a pocket of activity between \$500,000-\$750,000 that 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:

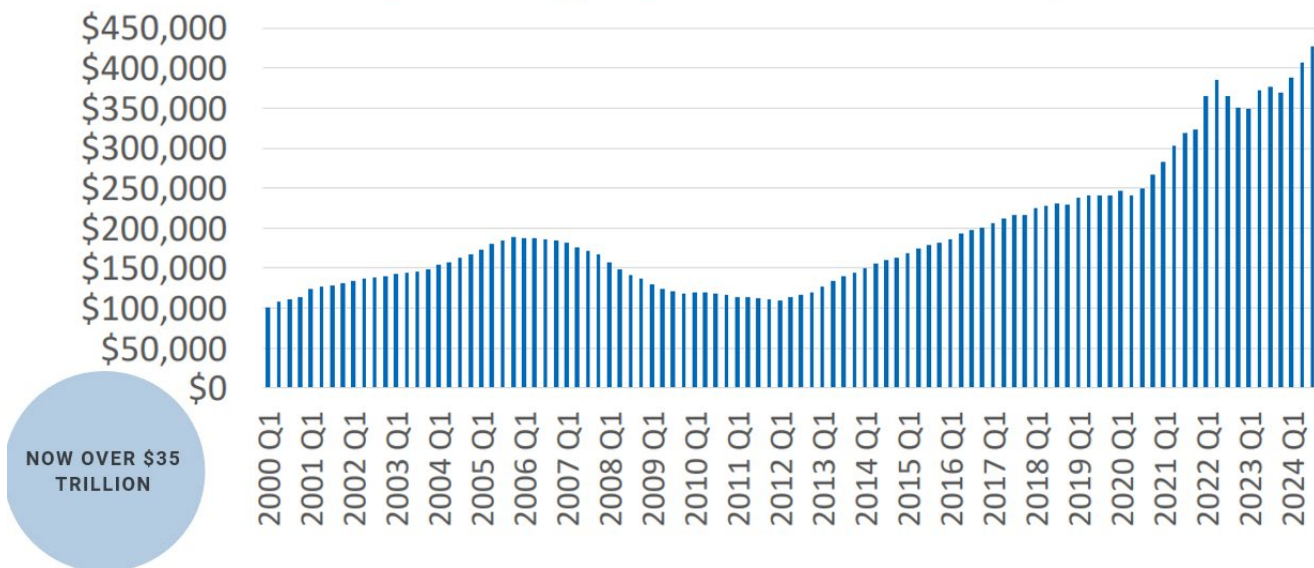
Forecast 9% Increase in Home Sales for 2025 and Mortgage Rates Stabilizing Near 6%

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

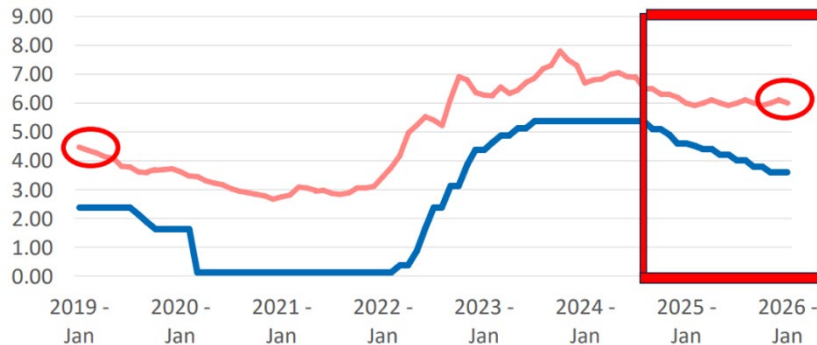
“Homeowners’ wealth steadily rises while renters’ wealth does not,” said Yun. “If you don’t enter the housing market, you are in the renter class where wealth is not being accumulated. If you want to participate in the housing market, the sooner you get in, the sooner you accumulate wealth.”

| | 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**

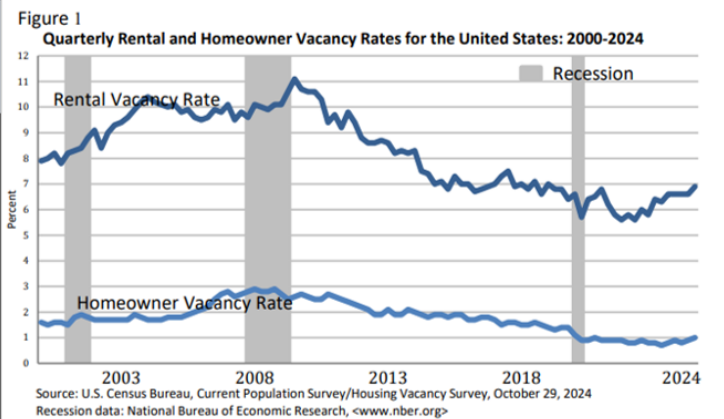
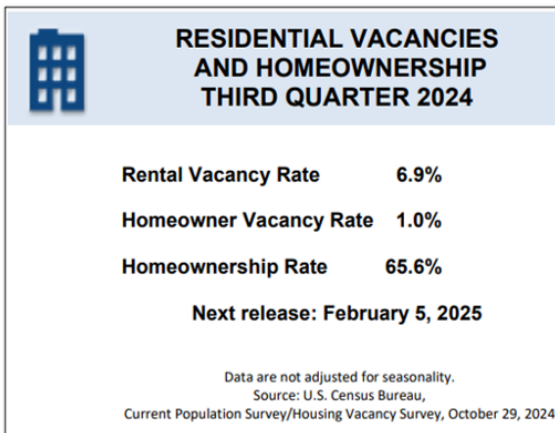


Source: NAR Forecast of Freddie Mac Mortgage Rate



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.



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

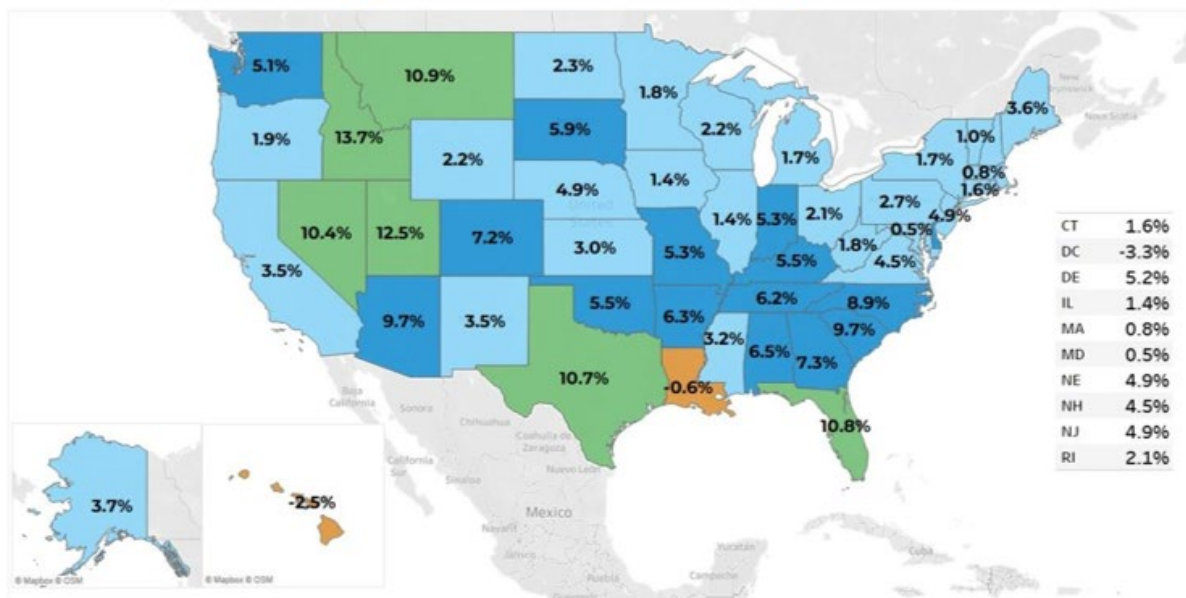


NATION
ASSOC
REALT

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.