

Sales from January – June of this year increased over the previous 10 years of real estate transactions in Berkshire County.

## 2016 2<sup>nd</sup> Quarter Market Watch January – June Sales Comparison

The second quarter market watch report for Berkshire County sales year-to-date in 2016 shares good news. Overall, the market rose throughout the Berkshires. While northern Berkshire had more sales than the same time last year, the dollar volume was a bit lower than the previous year. Central and Southern Berkshire shared increases in both dollar

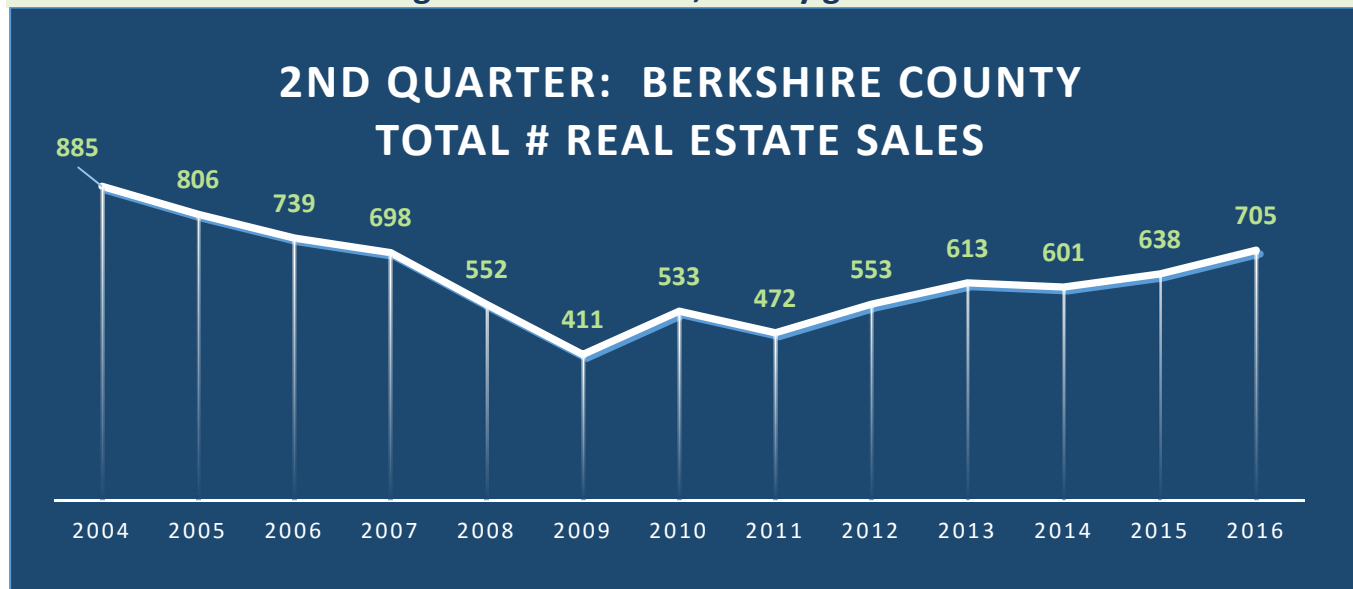
1st & 2nd Quarter	January – June 2015		January – June 2016	
	# Sold	\$ Sold	# Sold	\$ Sold
Northern Berkshire	132	\$21,448,399	143	\$20,819,597
Central Berkshire	297	\$50,966,787	307	\$57,854,984
Southern Berkshire	209	\$78,872,444	255	\$93,840,942

volume and the number of homes sold so far this year.

While the number of transactions

increased by 11% over the same period last year, we also saw an increase in the overall dollar volume transacted by 14%. Residential, Land and Commercial sales have been extremely strong in 2016, countywide.

### Historical glance at the slow, steady growth since 2009



1st & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>Commercial</b>	<b>\$4,400,000</b>	<b>\$2,902,400</b>	<b>\$5,142,000</b>	<b>\$2,721,688</b>	<b>\$2,925,500</b>	<b>\$4,117,500</b>
Condominium	\$4,752,000	\$4,686,625	\$3,812,400	\$5,444,200	\$5,626,650	\$5,372,500
<b>Lots/Land</b>	<b>\$4,006,500</b>	<b>\$1,602,000</b>	<b>\$6,082,000</b>	<b>\$2,405,400</b>	<b>\$2,662,575</b>	<b>\$4,973,900</b>
MultiFamily	\$1,234,000	\$515,500	\$636,500	\$652,500	\$1,195,000	\$831,400
<b>Residential</b>	<b>\$53,664,199</b>	<b>\$49,954,650</b>	<b>\$63,737,800</b>	<b>\$77,439,250</b>	<b>\$66,462,719</b>	<b>\$78,545,642</b>
<b>Grand Total</b>	<b>\$68,056,699</b>	<b>\$59,661,175</b>	<b>\$79,410,700</b>	<b>\$88,663,038</b>	<b>\$78,872,444</b>	<b>\$93,840,942</b>

## Hot Berkshire Markets: 2<sup>nd</sup> Quarter 2016

In northern Berkshire, **Clarksburg** sales were booming compared to last year, and the North Adams real estate market was strong. In central Berkshire, **Dalton, Hinsdale, Richmond** and **Windsor** were very active sales markets in a region that was strong overall. In southern Berkshire, **Becket, Great Barrington, Lee, Monterey, Sheffield** and **Stockbridge** has high sales rates compared to the same time last year.



1st & 2nd Quarter	January – June 2015		January – June 2016	
	# Sold	\$ Sold	# Sold	\$ Sold
<b>Northern Berkshire</b>	<b>132</b>	<b>\$21,448,399</b>	<b>143</b>	<b>\$20,819,597</b>
Adams	38	\$4,537,300	36	\$4,780,904
▲ <b>Clarksburg</b>	<b>3</b>	<b>\$421,500</b>	<b>18</b>	<b>\$2,148,900</b>
Florida	3	\$319,500	3	\$375,750
▲ <b>North Adams</b>	<b>43</b>	<b>\$4,658,100</b>	<b>57</b>	<b>\$5,701,301</b>
Savoy	9	\$965,000	6	\$569,400
Williamstown	35	\$10,366,500	23	\$7,243,342
<b>Central Berkshire</b>	<b>297</b>	<b>\$50,966,787</b>	<b>307</b>	<b>\$57,854,984</b>
Cheshire	10	\$1,268,900	7	\$1,347,000
▲ <b>Dalton</b>	<b>36</b>	<b>\$5,463,092</b>	<b>38</b>	<b>\$7,663,700</b>
▲ Hancock	2	\$454,000	3	\$642,000
▲ <b>Hinsdale</b>	<b>7</b>	<b>\$1,138,300</b>	<b>10</b>	<b>\$2,263,800</b>
Lanesboro	18	\$3,841,700	17	\$2,516,800
▲ Peru	3	\$354,500	3	\$515,000
▲ Pittsfield	205	\$33,440,295	206	\$35,908,434
▲ <b>Richmond</b>	<b>10</b>	<b>\$3,806,000</b>	<b>14</b>	<b>\$4,980,900</b>
▲ <b>Windsor</b>	<b>3</b>	<b>\$380,000</b>	<b>6</b>	<b>\$1,322,900</b>
<b>Southern Berkshire</b>	<b>209</b>	<b>\$78,872,444</b>	<b>255</b>	<b>\$93,840,942</b>
Alford	5	\$7,657,500	4	\$2,972,000
▲ <b>Becket</b>	<b>19</b>	<b>\$3,558,375</b>	<b>32</b>	<b>\$6,777,409</b>
Egremont	14	\$7,367,000	16	\$6,380,404
▲ <b>Great Barrington</b>	<b>36</b>	<b>\$14,728,550</b>	<b>44</b>	<b>\$16,153,925</b>
▲ <b>Lee</b>	<b>18</b>	<b>\$4,527,194</b>	<b>27</b>	<b>\$6,646,800</b>
Lenox	34	\$10,356,825	33	\$12,478,250
▲ <b>Monterey</b>	<b>5</b>	<b>\$2,564,500</b>	<b>11</b>	<b>\$5,574,500</b>
New Marlborough	18	\$5,609,000	13	\$3,746,400
▲ Otis	8	\$2,569,000	11	\$3,128,000
▲ Sandisfield	9	\$2,429,950	10	\$3,759,000
▲ <b>Sheffield</b>	<b>15</b>	<b>\$5,690,000</b>	<b>20</b>	<b>\$6,147,554</b>
▲ <b>Stockbridge</b>	<b>19</b>	<b>\$9,029,500</b>	<b>21</b>	<b>\$13,291,200</b>
▲ West Stockbridge	7	\$2,122,050	8	\$3,223,000
<b>Grand Total</b>	<b>638</b>	<b>\$151,287,630</b>	<b>705</b>	<b>\$172,515,523</b>

## YTD (1<sup>ST</sup> & 2<sup>ND</sup> QTR) SALES BY REGION

### Residential, Condo, Multi, Commercial and Land

All parts of Berkshire County reported an increase in the total number of sales transactions in the first two quarter of 2016 compared to the same time last year. The total number of sales, 705, is the highest recorded sales rate by the Berkshire MLS since 2006. Having transacted \$172.5 million dollars' worth of real estate sales in the first half of 2016, we have surpassed sales volumes since 2007.

1 <sup>st</sup> & 2 <sup>nd</sup> Qtr	2011	2012	2013	2014	2015	2016
<b>North</b>						
# Sales	80	119	125	118	132	143
% Diff #	-29.20%	48.75%	5.04%	-5.60%	11.86%	8.33%
Avg \$	\$184,642	\$157,097	\$152,244	\$165,399	\$162,488	\$145,592
% Diff Avg	7.96%	-14.92%	-3.09%	8.64%	-1.76%	-10.40%
\$ Sales	\$14,771,350	\$18,694,522	\$19,030,547	\$19,517,024	\$21,448,399	\$20,819,597
% Diff \$	-23.57%	26.56%	1.80%	2.56%	9.90%	-2.93%
<b>Central</b>						
# Sales	202	253	267	252	297	307
% Diff #	-7.76%	25.25%	5.53%	-5.62%	17.86%	3.37%
Avg \$	\$189,998	\$165,790	\$180,896	\$190,738	\$171,605	\$188,453
% Diff Avg	4.99%	-12.74%	9.11%	5.44%	-10.03%	9.82%
\$ Sales	\$38,379,646	\$41,944,868	\$48,299,314	\$48,066,100	\$50,966,787	\$57,854,984
% Diff \$	-3.16%	9.29%	15.15%	-0.48%	6.03%	13.52%
<b>South</b>						
# Sales	190	181	221	231	209	255
% Diff #	-5.47%	-4.74%	22.10%	4.52%	-9.52%	22.01%
Avg \$	\$358,193	\$329,620	\$359,324	\$383,823	\$377,380	\$368,004
% Diff Avg	6.23%	-7.98%	9.01%	6.82%	-1.68%	-2.48%
\$ Sales	\$68,056,699	\$59,661,175	\$79,410,700	\$88,663,038	\$78,872,444	\$93,840,942
% Diff \$	0.41%	-12.34%	33.10%	11.65%	-11.04%	18.98%
<b>Total # Sales</b>	<b>472</b>	<b>553</b>	<b>613</b>	<b>601</b>	<b>638</b>	<b>705</b>
<b>Total % Diff #</b>	<b>-11.44%</b>	<b>17.16%</b>	<b>10.85%</b>	<b>-1.96%</b>	<b>6.16%</b>	<b>10.50%</b>
<b>Total Avg \$</b>	<b>\$256,796</b>	<b>\$217,542</b>	<b>\$239,381</b>	<b>\$259,977</b>	<b>\$237,128</b>	<b>\$244,703</b>
<b>Total % Diff Avg</b>	<b>8.00%</b>	<b>-15.29%</b>	<b>10.04%</b>	<b>8.60%</b>	<b>-8.79%</b>	<b>3.19%</b>
<b>Total \$ Sales</b>	<b>\$121,207,695</b>	<b>\$120,300,565</b>	<b>\$146,740,561</b>	<b>\$156,246,162</b>	<b>\$151,287,630</b>	<b>\$172,515,523</b>
<b>Total % Diff \$</b>	<b>-4.36%</b>	<b>-0.75%</b>	<b>21.98%</b>	<b>6.48%</b>	<b>-3.17%</b>	<b>14.03%</b>

## RESIDENTIAL PRICE RANGE REPORT

Below is a quick look at sales, active listings, pending listings by price range. Also, the months of absorption represents the number of months it would take to exhaust all current inventory based on the sales rate in the so far this year.

1 <sup>st</sup> & 2nd Quarter Price Class	North				Central				South			
	Sold YTD	Active	Pending	Months of Absorption	Sold YTD	Active	Pending	Months of Absorption	Sold YTD	Active	Pending	Months of Absorption
\$0-\$99K	26	44	11	10	23	24	11	6	10	20	5	12
\$100K-\$149K	33	45	12	8	75	56	24	4	13	22	4	5
\$150K-\$199K	21	37	8	11	66	46	40	4	23	48	5	13
\$200K-\$249K	8	9		7	35	38	18	7	25	53	9	13
\$250K-\$299K	7	13	5	11	23	45	17	12	29	62	6	13
\$300K-\$349K	3	6	1	12	9	19	9	13	27	59	7	13
\$350K-\$399K	2	6	1	18	6	26	5	26	17	56	4	20
\$400K-\$449K	0	3	2	**	4	12	1	18	16	42	0	16
\$450K-\$499K	1	2	1	12	1	9	1	54	12	47	1	24
\$500K-\$749K	2	15	2	45	5	37	3	44	11	109	11	59
\$750K-\$999K	0	7	1	**	1	12	0	72	7	55	5	47
\$1M-\$1.99M	1	8	0	48	1	10	0	60	11	53	5	29
\$2,M-\$2.99M	0	2	0	**	0	2	0	**	2	15	0	45
\$3M-\$4.99M	0	1	0	**	0	0	0	**	0	7	0	**
\$5M +	0	0	0	**	0	0	0	**	0	3	0	**
<b>Total</b>	104	198	44	11	249	336	129	8	203	651	62	19

\*\* Not enough sales to calculate Absorption Rate

## RESIDENTIAL SALES PRICES BY STATUS

2016 Qrt 1 & 2	North			Central			South		
	Sold \$	Active \$	Pend \$	Sold \$	Active \$	Pend \$	Sold \$	Active \$	Pend \$
Avg	\$166,967	\$315,928	\$203,443	\$199,009	\$353,208	\$212,173	\$368,252	\$614,135	\$506,132
Median	\$140,000	\$159,900	\$145,500	\$166,250	\$259,900	\$154,900	\$298,000	\$445,000	\$359,000

**Strong sales  
numbers, high  
dollar volume.**

## RESIDENTIAL REPORT

We are happy to report strong and steady gains in north, central and south Berkshire over last year, with southern Berkshire showing the most robust gains, with double digit increases in both the number of sales and the dollar volume transacted.

1 <sup>st</sup> & 2 <sup>nd</sup> Qtr	2011	2012	2013	2014	2015	2016
<b>North</b>						
# Sales	66	86	84	79	89	104
% Diff #	-10.81%	30.30%	-2.33%	-5.95%	12.66%	16.85%
Avg \$	\$180,270	\$181,450	\$168,709	\$181,092	\$185,762	\$166,967
% Diff Avg	-9.77%	0.65%	-7.02%	7.34%	2.58%	-10.12%
\$ Sales	\$11,897,850	\$15,604,722	\$14,171,547	\$14,306,274	\$16,532,799	\$17,364,547
% Diff \$	-19.52%	31.16%	-9.18%	0.95%	15.56%	5.03%
<b>Central</b>						
# Sales	165	194	214	207	234	249
% Diff #	-5.17%	17.58%	10.31%	-3.27%	13.04%	6.41%
Avg \$	\$205,796	\$181,866	\$178,214	\$201,065	\$180,682	\$199,009
% Diff Avg	6.77%	-11.63%	-2.01%	12.82%	-10.14%	10.14%
\$ Sales	\$33,956,417	\$35,281,975	\$38,137,864	\$41,620,500	\$42,279,687	\$49,553,124
% Diff \$	1.25%	3.90%	8.09%	9.13%	1.58%	17.20%
<b>South</b>						
# Sales	133	143	168	174	160	203
% Diff #	-14.19%	7.52%	17.48%	3.57%	-8.05%	26.88%
Avg \$	\$403,490	\$349,333	\$379,392	\$445,053	\$415,392	\$386,924
% Diff Avg	10.66%	-13.42%	8.60%	17.31%	-6.66%	-6.85%
\$ Sales	\$53,664,199	\$49,954,650	\$63,737,800	\$77,439,250	\$66,462,719	\$78,545,642
% Diff \$	-5.04%	-6.91%	27.59%	21.50%	-14.17%	18.18%
<b>Total # Sales</b>	<b>364</b>	<b>423</b>	<b>466</b>	<b>460</b>	<b>483</b>	<b>556</b>
<b>Total % Diff #</b>	<b>-9.68%</b>	<b>16.21%</b>	<b>10.17%</b>	<b>-1.29%</b>	<b>5.00%</b>	<b>15.11%</b>
<b>Total Avg \$</b>	<b>\$273,402</b>	<b>\$238,396</b>	<b>\$249,028</b>	<b>\$289,926</b>	<b>\$259,369</b>	<b>\$261,625</b>
<b>Tot % Diff Avg</b>	<b>5.10%</b>	<b>-12.80%</b>	<b>4.46%</b>	<b>16.42%</b>	<b>-10.54%</b>	<b>0.87%</b>
<b>Total \$ Sales</b>	<b>\$99,518,466</b>	<b>\$100,841,347</b>	<b>\$116,047,211</b>	<b>\$133,366,024</b>	<b>\$125,275,205</b>	<b>\$145,463,313</b>
<b>Total % Diff \$</b>	<b>-5.07%</b>	<b>1.33%</b>	<b>15.08%</b>	<b>14.92%</b>	<b>-6.07%</b>	<b>16.12%</b>



## CONDO REPORT

Condo sales  
lose  
momentum

Overall, condo sales lagged behind sales rates from last year. While northern Berkshire reported one additional sale from the previous period, the median prices were lower which resulted in a lower dollar volume transacted. Both central and southern Berkshire saw rising average sale prices but fewer sales and lower transaction volume.

1 <sup>st</sup> & 2 <sup>nd</sup> Qtr	2011	2012	2013	2014	2015	2016
<b>North</b>						
# Sales	2	6	5	2	6	7
% Diff #	-50.00%	200.00%	-16.67%	-60.00%	200.00%	16.67%
Avg \$	\$132,000	\$155,250	\$183,200	\$207,000	\$199,400	\$161,843
% Diff Avg	-33.58%	17.61%	18.00%	12.99%	-3.67%	-18.84%
\$ Sales	\$264,000	\$931,500	\$916,000	\$414,000	\$1,196,400	\$1,132,900
% Diff \$	-66.79%	252.84%	-1.66%	-54.80%	188.99%	-5.31%
<b>Central</b>						
# Sales	5	11	15	12	19	14
% Diff #	-72.22%	120.00%	36.36%	-20.00%	58.33%	-26.32%
Avg \$	\$225,200	\$170,895	\$291,560	\$232,092	\$189,705	\$203,350
% Diff Avg	19.04%	-24.11%	70.61%	-20.40%	-18.26%	7.19%
\$ Sales	\$1,126,000	\$1,879,850	\$4,373,400	\$2,785,100	\$3,604,400	\$2,846,900
% Diff \$	-66.93%	66.95%	132.65%	-36.32%	29.42%	-21.02%
<b>South</b>						
# Sales	13	16	13	19	21	16
% Diff #	-7.14%	23.08%	-18.75%	46.15%	10.53%	-23.81%
Avg \$	\$365,538	\$292,914	\$293,262	\$286,537	\$267,936	\$335,781
% Diff Avg	11.01%	-19.87%	0.12%	-2.29%	-6.49%	25.32%
\$ Sales	\$4,752,000	\$4,686,625	\$3,812,400	\$5,444,200	\$5,626,650	\$5,372,500
% Diff \$	3.08%	-1.38%	-18.65%	42.80%	3.35%	-4.52%
<b>Total # Sales</b>	<b>20</b>	<b>33</b>	<b>33</b>	<b>33</b>	<b>46</b>	<b>37</b>
<b>Total % Diff #</b>	<b>-44.44%</b>	<b>65.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>39.39%</b>	<b>-19.57%</b>
<b>Total Avg \$</b>	<b>\$307,100</b>	<b>\$227,211</b>	<b>\$275,812</b>	<b>\$261,918</b>	<b>\$226,684</b>	<b>\$252,765</b>
<b>Total % Diff Avg</b>	<b>25.48%</b>	<b>-26.01%</b>	<b>21.39%</b>	<b>-5.04%</b>	<b>-13.45%</b>	<b>11.51%</b>
<b>Total \$ Sales</b>	<b>\$6,142,000</b>	<b>\$7,497,975</b>	<b>\$9,101,800</b>	<b>\$8,643,300</b>	<b>\$10,427,450</b>	<b>\$9,352,300</b>
<b>Total % Diff \$</b>	<b>-30.29%</b>	<b>22.08%</b>	<b>21.39%</b>	<b>-5.04%</b>	<b>20.64%</b>	<b>-10.31%</b>



## MULTIFAMILY REPORT

Overall, multifamily sales have increased in the number of units transacted, but fell in the dollar volume and average selling price.

1 <sup>st</sup> & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>North</b>						
# Sales	8	14	25	27	18	19
% Diff #	-70.37%	75.00%	78.57%	8.00%	-33.33%	5.56%
Avg \$	\$94,938	\$71,450	\$116,080	\$115,069	\$96,272	\$66,900
% Diff Avg	-14.04%	-24.74%	62.46%	-0.87%	-16.33%	-30.51%
\$ Sales	\$759,500	\$1,000,300	\$2,902,000	\$3,106,850	\$1,732,900	\$1,271,100
% Diff \$	-74.53%	31.71%	190.11%	7.06%	-44.22%	-26.65%
<b>Central</b>						
# Sales	24	34	23	22	25	28
% Diff #	50.00%	41.67%	-32.35%	-4.35%	13.64%	12.00%
Avg \$	\$94,155	\$98,171	\$129,046	\$119,818	\$125,488	\$106,543
% Diff Avg	-4.59%	4.26%	31.45%	-7.15%	4.73%	-15.10%
\$ Sales	\$2,259,729	\$3,337,800	\$2,968,050	\$2,636,000	\$3,137,200	\$2,983,210
% Diff \$	43.12%	47.71%	-11.08%	-11.19%	19.01%	-4.91%
<b>South</b>						
# Sales	6	4	4	4	5	5
% Diff #	-33.33%	-33.33%	0.00%	0.00%	25.00%	0.00%
Avg \$	\$205,667	\$128,875	\$159,125	\$163,125	\$239,000	\$166,280
% Diff Avg	15.08%	-37.34%	23.47%	2.51%	46.51%	-30.43%
\$ Sales	\$1,234,000	\$515,500	\$636,500	\$652,500	\$1,195,000	\$831,400
% Diff \$	-23.28%	-58.23%	23.47%	2.51%	83.14%	-30.43%
<b>Total # Sales</b>	<b>38</b>	<b>52</b>	<b>52</b>	<b>53</b>	<b>48</b>	<b>52</b>
<b>Total % Diff #</b>	<b>-26.92%</b>	<b>36.84%</b>	<b>0.00%</b>	<b>1.92%</b>	<b>-9.43%</b>	<b>8.33%</b>
<b>Total Avg \$</b>	<b>\$111,927</b>	<b>\$93,338</b>	<b>\$125,126</b>	<b>\$120,667</b>	<b>\$126,356</b>	<b>\$97,802</b>
<b>Total % Diff Avg</b>	<b>-5.66%</b>	<b>-16.61%</b>	<b>34.06%</b>	<b>-3.56%</b>	<b>4.71%</b>	<b>-22.60%</b>
<b>Total \$ Sales</b>	<b>\$4,253,229</b>	<b>\$4,853,600</b>	<b>\$6,506,550</b>	<b>\$6,395,350</b>	<b>\$6,065,100</b>	<b>\$5,085,710</b>
<b>Total % Diff \$</b>	<b>-31.06%</b>	<b>14.12%</b>	<b>34.06%</b>	<b>-1.71%</b>	<b>-5.16%</b>	<b>-16.15%</b>





## LAND REPORT

Land sales for the 2nd quarter of 2016 slowed considerably in the northern and central Berkshire region, but south Berkshire showed strong rebounding sales. With an increase of 35% in the number of parcels sold and a whopping 86% increase in the sales volume, this boost is much needed in our land inventory. We hope that building may begin and land sales increase countrywide.

1 <sup>st</sup> & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>North</b>						
# Sales	2	9	8	8	13	10
% Diff #	-66.67%	350.00%	-11.11%	0.00%	62.50%	-23.08%
Avg \$	\$170,000	\$61,722	\$85,875	\$51,863	\$59,877	\$44,305
% Diff Avg	130.56%	-63.69%	39.13%	-39.61%	15.45%	-26.01%
\$ Sales	\$340,000	\$555,500	\$687,000	\$414,900	\$778,400	\$443,050
% Diff \$	-23.15%	63.38%	23.67%	-39.61%	87.61%	-43.08%
<b>Central</b>						
# Sales	4	10	11	10	14	7
% Diff #	-55.56%	150.00%	10.00%	-9.09%	40.00%	-50.00%
Avg \$	\$91,250	\$57,240	\$170,364	\$85,450	\$69,500	\$68,286
% Diff Avg	38.78%	-37.27%	197.63%	-49.84%	-18.67%	-1.75%
\$ Sales	\$365,000	\$572,400	\$1,874,000	\$854,500	\$973,000	\$478,000
% Diff \$	-38.32%	56.82%	227.39%	-54.40%	13.87%	-50.87%
<b>South</b>						
# Sales	31	10	29	28	17	23
% Diff #	55.00%	-67.74%	190.00%	-3.45%	-39.29%	35.29%
Avg \$	\$129,242	\$160,200	\$209,724	\$85,907	\$156,622	\$216,257
% Diff Avg	-37.62%	23.95%	30.91%	-59.04%	82.32%	38.08%
\$ Sales	\$4,006,500	\$1,602,000	\$6,082,000	\$2,405,400	\$2,662,575	\$4,973,900
% Diff \$	-3.31%	-60.01%	279.65%	-60.45%	10.69%	86.81%
<b>Total # Sales</b>	<b>37</b>	<b>29</b>	<b>48</b>	<b>46</b>	<b>44</b>	<b>40</b>
<b>Total % Diff #</b>	<b>5.71%</b>	<b>-21.62%</b>	<b>65.52%</b>	<b>-4.17%</b>	<b>-4.35%</b>	<b>-9.09%</b>
<b>Total Avg \$</b>	<b>\$127,338</b>	<b>\$94,134</b>	<b>\$180,063</b>	<b>\$79,887</b>	<b>\$100,318</b>	<b>\$147,374</b>
<b>Total % Diff Avg</b>	<b>-13.93%</b>	<b>-26.08%</b>	<b>91.28%</b>	<b>-55.63%</b>	<b>25.57%</b>	<b>46.91%</b>
<b>Total \$ Sales</b>	<b>\$4,711,500</b>	<b>\$2,729,900</b>	<b>\$8,643,000</b>	<b>\$3,674,800</b>	<b>\$4,413,975</b>	<b>\$5,894,950</b>
<b>Total % Diff \$</b>	<b>-9.01%</b>	<b>-42.06%</b>	<b>216.61%</b>	<b>-57.48%</b>	<b>20.11%</b>	<b>33.55%</b>





## COMMERCIAL REPORT

Commercial sales, while small in number, showed improvement in the 2nd quarter of the year in 2016 over past years. The number of sales increased by 18% and the dollar volume up 32% to \$6.7 million in sales so far this year. Northern Berkshire's commercial sales slowed by half when compared to the same time last year, but double digit increases in the central and southern regions boosted this market considerably.



Commercial  
sales show  
overall steady  
growth over  
2015

1 <sup>st</sup> & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>North</b>						
# Sales	2	4	3	2	6	3
% Diff #	0.00%	100.00%	-25.00%	-33.33%	200.00%	-50.00%
Avg \$	\$755,000	\$150,625	\$118,000	\$637,500	\$201,317	\$202,667
% Diff Avg	368.22%	-80.05%	-21.66%	440.25%	-68.42%	0.67%
\$ Sales	\$1,510,000	\$602,500	\$354,000	\$1,275,000	\$1,207,900	\$608,000
% Diff \$	368.22%	-60.10%	-41.24%	260.17%	-5.26%	-49.66%
<b>Central</b>						
# Sales	4	4	4	1	5	9
% Diff #	100.00%	0.00%	0.00%	-75.00%	400.00%	80.00%
Avg \$	\$168,125	\$218,211	\$236,500	\$170,000	\$194,500	\$221,528
% Diff Avg	-35.34%	29.79%	8.38%	-28.12%	14.41%	13.90%
\$ Sales	\$672,500	\$872,843	\$946,000	\$170,000	\$972,500	\$1,993,750
% Diff \$	29.33%	29.79%	8.38%	-82.03%	472.06%	105.01%
<b>South</b>						
# Sales	7	8	7	6	6	8
% Diff #	133.33%	14.29%	-12.50%	-14.29%	0.00%	33.33%
Avg \$	\$628,571	\$362,800	\$734,571	\$453,615	\$487,583	\$514,688
% Diff Avg	109.52%	-42.28%	102.47%	-38.25%	7.49%	5.56%
\$ Sales	\$4,400,000	\$2,902,400	\$5,142,000	\$2,721,688	\$2,925,500	\$4,117,500
% Diff \$	388.89%	-34.04%	77.16%	-47.07%	7.49%	40.75%
<b>Total # Sales</b>	<b>13</b>	<b>16</b>	<b>14</b>	<b>9</b>	<b>17</b>	<b>20</b>
<b>Total % Diff #</b>	<b>85.71%</b>	<b>23.08%</b>	<b>-12.50%</b>	<b>-35.71%</b>	<b>88.89%</b>	<b>17.65%</b>
<b>Total Avg \$</b>	<b>\$506,346</b>	<b>\$273,609</b>	<b>\$460,143</b>	<b>\$462,965</b>	<b>\$300,347</b>	<b>\$335,963</b>
<b>Total % Diff Avg</b>	<b>103.41%</b>	<b>-45.96%</b>	<b>68.18%</b>	<b>0.61%</b>	<b>-35.13%</b>	<b>11.86%</b>
<b>Total \$ Sales</b>	<b>\$6,582,500</b>	<b>\$4,377,743</b>	<b>\$6,442,000</b>	<b>\$4,166,688</b>	<b>\$5,105,900</b>	<b>\$6,719,250</b>
<b>Total % Diff \$</b>	<b>277.76%</b>	<b>-33.49%</b>	<b>47.15%</b>	<b>-35.32%</b>	<b>22.54%</b>	<b>31.60%</b>



## 2016 NORTH BERKSHIRE 2ND QUARTER AT-A-GLANCE

Average Days  
on the Market

**193**

With mixed sales rates, northern Berkshire on average reported sales increasing in the residential market by 17% and modest gains year to date in multi-family and condo sales. All three markets have decreasing average sale prices so the dollar volume transacted is not as high as would be expected by the increased number of sales. The average days on the market is less than the first quarter, with an average of 193 days from list to close.

**143**  
sales  
↑ 8%

**88%**  
List-to-Sell  
Ratio

**\$20.8M**  
sales, ↓ 3%

**11**  
months'  
supply

**\$140,225**  
median sale price  
**\$149,900**  
median list price



**Residential Sales Volume \$17.4 M up 5%**  
**Residential # Units Sold 104, up 17%**



Multi-family Sales Volume: \$1.3 M, down 27%  
**Multi-family # Units Sold: 19, up 6%**



Condo Sales Volume: \$1.1 M, down 5%  
**Condo # Units Sold: 7, up 17%**



Land Sales Volume: \$443 K, down 43%  
Land # Units Sold: 10, down 10%



Commercial Sales Volume: \$608 K, down 49%  
Commercial # Units Sold: 3, down 50%

**3.44%**  
↓ from 4.05%  
Avg 30 1st  
MtgRate '15

**198 Homes  
for Sale**

**53%**  
sales were w/  
co-brokers,  
47% in-house.

**\$100-\$150 K**  
Hottest Prices  
Range: For listings  
and sales

**75**  
sales  
pending

## 2ND QUARTER NORTH COUNTY REAL ESTATE SALES OVERVIEW

1st & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>Commercial</b>						
# Sales	2	4	3	2	6	3
% Diff #	0.00%	100.00%	-25.00%	-33.33%	200.00%	-50.00%
Avg \$	\$755,000	\$150,625	\$118,000	\$637,500	\$201,317	\$202,667
% Diff Avg	368.22%	-80.05%	-21.66%	440.25%	-68.42%	0.67%
\$ Sales	\$1,510,000	\$602,500	\$354,000	\$1,275,000	\$1,207,900	\$608,000
% Diff \$	368.22%	-60.10%	-41.24%	260.17%	-5.26%	-49.66%
<b>Condominium</b>						
# Sales	2	6	5	2	6	7
% Diff #	-50.00%	200.00%	-16.67%	-60.00%	200.00%	16.67%
Avg \$	\$132,000	\$155,250	\$183,200	\$207,000	\$199,400	\$161,843
% Diff Avg	-33.58%	17.61%	18.00%	12.99%	-3.67%	-18.84%
\$ Sales	\$264,000	\$931,500	\$916,000	\$414,000	\$1,196,400	\$1,132,900
% Diff \$	-66.79%	252.84%	-1.66%	-54.80%	188.99%	-5.31%
<b>Lots/Land</b>						
# Sales	2	9	8	8	13	10
% Diff #	-66.67%	350.00%	-11.11%	0.00%	62.50%	-23.08%
Avg \$	\$170,000	\$61,722	\$85,875	\$51,863	\$59,877	\$44,305
% Diff Avg	130.56%	-63.69%	39.13%	-39.61%	15.45%	-26.01%
\$ Sales	\$340,000	\$555,500	\$687,000	\$414,900	\$778,400	\$443,050
% Diff \$	-23.15%	63.38%	23.67%	-39.61%	87.61%	-43.08%
<b>MultiFamily</b>						
# Sales	8	14	25	27	18	19
% Diff #	-70.37%	75.00%	78.57%	8.00%	-33.33%	5.56%
Avg \$	\$94,938	\$71,450	\$116,080	\$115,069	\$96,272	\$66,900
% Diff Avg	-14.04%	-24.74%	62.46%	-0.87%	-16.33%	-30.51%
\$ Sales	\$759,500	\$1,000,300	\$2,902,000	\$3,106,850	\$1,732,900	\$1,271,100
% Diff \$	-74.53%	31.71%	190.11%	7.06%	-44.22%	-26.65%
<b>Residential</b>						
# Sales	66	86	84	79	89	104
% Diff #	-10.81%	30.30%	-2.33%	-5.95%	12.66%	16.85%
Avg \$	\$180,270	\$181,450	\$168,709	\$181,092	\$185,762	\$166,967
% Diff Avg	-9.77%	0.65%	-7.02%	7.34%	2.58%	-10.12%
\$ Sales	\$11,897,850	\$15,604,722	\$14,171,547	\$14,306,274	\$16,532,799	\$17,364,547
% Diff \$	-19.52%	31.16%	-9.18%	0.95%	15.56%	5.03%

## NORTH COUNTY RESIDENTIAL SALES BY CITY / TOWN

1st & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>Adams</b>						
# Sales	22	24	24	28	24	26
% Diff #	4.76%	9.09%	0.00%	16.67%	-14.29%	8.33%
Avg \$	\$166,350	\$135,642	\$118,285	\$120,602	\$141,458	\$144,700
% Diff Avg	38.55%	-18.46%	-12.80%	1.96%	17.29%	2.29%
\$ Sales	\$3,659,700	\$3,255,400	\$2,838,830	\$3,376,849	\$3,395,000	\$3,762,204
% Diff \$	45.15%	-11.05%	-12.80%	18.95%	0.54%	10.82%
<b>Clarksburg</b>						
# Sales	2	5	4	5	3	15
% Diff #	-33.33%	150.00%	-20.00%	25.00%	-40.00%	400.00%
Avg \$	\$227,500	\$102,700	\$124,000	\$118,480	\$140,500	\$133,127
% Diff Avg	116.15%	-54.86%	20.74%	-4.45%	18.59%	-5.25%
\$ Sales	\$455,000	\$513,500	\$496,000	\$592,400	\$421,500	\$1,996,900
% Diff \$	44.10%	12.86%	-3.41%	19.44%	-28.85%	373.76%
<b>North Adams</b>						
# Sales	26	30	30	30	31	42
% Diff #	0.00%	15.38%	0.00%	0.00%	3.33%	35.48%
Avg \$	\$122,338	\$115,280	\$122,013	\$129,440	\$109,926	\$112,286
% Diff Avg	-8.35%	-5.77%	5.84%	6.09%	-15.08%	2.15%
\$ Sales	\$3,180,800	\$3,458,412	\$3,660,400	\$3,883,200	\$3,407,700	\$4,716,001
% Diff \$	-8.35%	8.73%	5.84%	6.09%	-12.25%	38.39%
<b>Williamstown</b>						
# Sales	15	23	22	15	23	18
% Diff #	-31.82%	53.33%	-4.35%	-31.82%	53.33%	-21.74%
Avg \$	\$294,243	\$337,800	\$300,746	\$416,922	\$354,765	\$344,358
% Diff Avg	-22.03%	14.80%	-10.97%	38.63%	-14.91%	-2.93%
\$ Sales	\$4,413,650	\$7,769,410	\$6,616,417	\$6,253,825	\$8,159,600	\$6,198,442
% Diff \$	-46.84%	76.03%	-14.84%	-5.48%	30.47%	-24.03%
<b>Total # Sales</b>	<b>66</b>	<b>86</b>	<b>84</b>	<b>79</b>	<b>89</b>	<b>104</b>
<b>Total % Diff #</b>	<b>-10.81%</b>	<b>30.30%</b>	<b>-2.33%</b>	<b>-5.95%</b>	<b>12.66%</b>	<b>16.85%</b>
<b>Total Avg \$</b>	<b>\$180,270</b>	<b>\$181,450</b>	<b>\$168,709</b>	<b>\$181,092</b>	<b>\$185,762</b>	<b>\$166,967</b>
<b>Total % Diff Avg</b>	<b>-9.77%</b>	<b>0.65%</b>	<b>-7.02%</b>	<b>7.34%</b>	<b>2.58%</b>	<b>-10.12%</b>
<b>Total \$ Sales</b>	<b>\$11,897,850</b>	<b>\$15,604,722</b>	<b>\$14,171,547</b>	<b>\$14,306,274</b>	<b>\$16,532,799</b>	<b>\$17,364,547</b>
<b>Total % Diff \$</b>	<b>-19.52%</b>	<b>31.16%</b>	<b>-9.18%</b>	<b>0.95%</b>	<b>15.56%</b>	<b>5.03%</b>

(towns with less than 2 sales not shown in breakout)

# 2016 CENTRAL 2ND QUARTER BERKSHIRE AT-A-GLANCE

Average Days  
on the Market

**153**

Central Berkshire continues a strong residential and commercial real estate market but sluggish in land sales. Condo and multifamily transactions increased from last year, but the dollar volume transacted is lower. This region has the shortest days that a property is listed for sale before deed transfer, on average. The homes on the market in Central Berkshire are also priced well, with a 90% list-to-sell ratio. Agents in this market also co-broker with cooperating firms at a greater rate. With increasing median sale prices, and 8 months of inventory supply, this is a balanced, healthy market.

**307**  
Sales

↑ 3%

**90%**

List-to-Sell Ratio

**8**

months' supply ↑

**\$167,000** ↑

median sale price

**\$169,900** ↓

median list price

**3.44 %**

↓ from 4.05%  
Avg 30 Yr  
MtgRate '15

**\$100-149 K**

Hottest Price Range: For listings and sales

\$150K-199k Close

**336 Homes for Sale**

**79%**

sales were w/  
co-brokers,  
21% in-house.

**186**

sales pending



**Residential Sales Volume \$49.6M, up 17%**

**Residential # Units Sold 249, Up 7%**



Multi-family Sales Volume: \$2.98M, down 5%

**Multi-family # Units Sold: 28, up 12%**



Condo Sales Volume: \$2.8M, down 21%

Condo # Units Sold: 14, down 26%



Land Sales Volume: \$478K, down 51%

Land # Units Sold: 7, down 50%



**Commercial Sales Volume: \$2M, up 105%**

**Commercial # Units Sold: 9, up 80%**

## 2ND QUARTER CENTRAL COUNTY REAL ESTATE SALES OVERVIEW

1st & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>Commercial</b>						
# Sales	4	4	4	1	5	9
% Diff #	100.00%	0.00%	0.00%	-75.00%	400.00%	80.00%
Avg \$	\$168,125	\$218,211	\$236,500	\$170,000	\$194,500	\$221,528
% Diff Avg	-35.34%	29.79%	8.38%	-28.12%	14.41%	13.90%
\$ Sales	\$672,500	\$872,843	\$946,000	\$170,000	\$972,500	\$1,993,750
% Diff \$	29.33%	29.79%	8.38%	-82.03%	472.06%	105.01%
<b>Condominium</b>						
# Sales	5	11	15	12	19	14
% Diff #	-72.22%	120.00%	36.36%	-20.00%	58.33%	-26.32%
Avg \$	\$225,200	\$170,895	\$291,560	\$232,092	\$189,705	\$203,350
% Diff Avg	19.04%	-24.11%	70.61%	-20.40%	-18.26%	7.19%
\$ Sales	\$1,126,000	\$1,879,850	\$4,373,400	\$2,785,100	\$3,604,400	\$2,846,900
% Diff \$	-66.93%	66.95%	132.65%	-36.32%	29.42%	-21.02%
<b>Lots/Land</b>						
# Sales	4	10	11	10	14	7
% Diff #	-55.56%	150.00%	10.00%	-9.09%	40.00%	-50.00%
Avg \$	\$91,250	\$57,240	\$170,364	\$85,450	\$69,500	\$68,286
% Diff Avg	38.78%	-37.27%	197.63%	-49.84%	-18.67%	-1.75%
\$ Sales	\$365,000	\$572,400	\$1,874,000	\$854,500	\$973,000	\$478,000
% Diff \$	-38.32%	56.82%	227.39%	-54.40%	13.87%	-50.87%
<b>MultiFamily</b>						
# Sales	24	34	23	22	25	28
% Diff #	50.00%	41.67%	-32.35%	-4.35%	13.64%	12.00%
Avg \$	\$94,155	\$98,171	\$129,046	\$119,818	\$125,488	\$106,543
% Diff Avg	-4.59%	4.26%	31.45%	-7.15%	4.73%	-15.10%
\$ Sales	\$2,259,729	\$3,337,800	\$2,968,050	\$2,636,000	\$3,137,200	\$2,983,210
% Diff \$	43.12%	47.71%	-11.08%	-11.19%	19.01%	-4.91%
<b>Residential</b>						
# Sales	165	194	214	207	234	249
% Diff #	-5.17%	17.58%	10.31%	-3.27%	13.04%	6.41%
Avg \$	\$205,796	\$181,866	\$178,214	\$201,065	\$180,682	\$199,009
% Diff Avg	6.77%	-11.63%	-2.01%	12.82%	-10.14%	10.14%
\$ Sales	\$33,956,417	\$35,281,975	\$38,137,864	\$41,620,500	\$42,279,687	\$49,553,124
% Diff \$	1.25%	3.90%	8.09%	9.13%	1.58%	17.20%

## CENTRAL COUNTY RESIDENTIAL SALES BY CITY/ TOWN

1st & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>Cheshire</b>						
# Sales	4	3	10	6	9	7
% Diff #	-42.86%	-25.00%	233.33%	-40.00%	50.00%	-22.22%
Avg \$	\$219,250	\$171,250	\$140,140	\$192,583	\$131,822	\$192,429
% Diff Avg	-4.05%	-21.89%	-18.17%	37.42%	-31.55%	45.98%
\$ Sales	\$877,000	\$513,750	\$1,401,400	\$1,155,500	\$1,186,400	\$1,347,000
% Diff \$	-45.17%	-41.42%	172.78%	-17.55%	2.67%	13.54%
<b>Dalton</b>						
# Sales	28	32	21	29	24	33
% Diff #	3.70%	14.29%	-34.38%	38.10%	-17.24%	37.50%
Avg \$	\$196,621	\$212,594	\$183,088	\$208,024	\$150,254	\$196,173
% Diff Avg	-17.25%	8.12%	-13.88%	13.62%	-27.77%	30.56%
\$ Sales	\$5,505,400	\$6,803,000	\$3,844,850	\$6,032,705	\$3,606,092	\$6,473,700
% Diff \$	-14.18%	23.57%	-43.48%	56.90%	-40.22%	79.52%
<b>Hancock</b>						
# Sales	2	2	1	2	2	2
% Diff #	-33.33%	0.00%	-50.00%	100.00%	0.00%	0.00%
Avg \$	\$217,450	\$147,000	\$765,000	\$407,500	\$227,000	\$267,000
% Diff Avg	11.56%	-32.40%	420.41%	-46.73%	-44.29%	17.62%
\$ Sales	\$434,900	\$294,000	\$765,000	\$815,000	\$454,000	\$534,000
% Diff \$	-25.63%	-32.40%	160.20%	6.54%	-44.29%	17.62%
<b>Hinsdale</b>						
# Sales	5	3	6	5	4	10
% Diff #	-16.67%	-40.00%	100.00%	-16.67%	-20.00%	150.00%
Avg \$	\$283,710	\$185,633	\$216,250	\$221,800	\$155,950	\$226,380
% Diff Avg	47.19%	-34.57%	16.49%	2.57%	-29.69%	45.16%
\$ Sales	\$1,418,550	\$556,900	\$1,297,500	\$1,109,000	\$623,800	\$2,263,800
% Diff \$	22.66%	-60.74%	132.99%	-14.53%	-43.75%	262.90%
<b>Lanesboro</b>						
# Sales	10	10	13	16	15	13
% Diff #	0.00%	0.00%	30.00%	23.08%	-6.25%	-13.33%
Avg \$	\$193,165	\$180,240	\$188,123	\$210,400	\$236,780	\$167,985
% Diff Avg	-8.10%	-6.69%	4.37%	11.84%	12.54%	-29.05%
\$ Sales	\$1,931,650	\$1,802,400	\$2,445,600	\$3,366,400	\$3,551,700	\$2,183,800
% Diff \$	-8.10%	-6.69%	35.69%	37.65%	5.50%	-38.51%

Peru						
# Sales	2	4	3	3	2	2
% Diff #	0.00%	100.00%	-25.00%	0.00%	-33.33%	0.00%
Avg \$	\$78,500	\$116,125	\$118,833	\$193,500	\$162,750	\$237,000
% Diff Avg	-49.35%	47.93%	2.33%	62.83%	-15.89%	45.62%
\$ Sales	\$157,000	\$464,500	\$356,500	\$580,500	\$325,500	\$474,000
% Diff \$	-49.35%	195.86%	-23.25%	62.83%	-43.93%	45.62%
Pittsfield						
# Sales	106	131	150	135	165	161
% Diff #	-3.64%	23.58%	14.50%	-10.00%	22.22%	-2.42%
Avg \$	\$200,230	\$162,286	\$160,261	\$175,235	\$169,492	\$183,420
% Diff Avg	15.69%	-18.95%	-1.25%	9.34%	-3.28%	8.22%
\$ Sales	\$21,224,417	\$21,259,525	\$24,039,114	\$23,656,695	\$27,966,195	\$29,530,574
% Diff \$	11.49%	0.17%	13.07%	-1.59%	18.22%	5.59%
Richmond						
# Sales	3	6	8	7	9	12
% Diff #	-25.00%	100.00%	33.33%	-12.50%	28.57%	33.33%
Avg \$	\$371,667	\$469,667	\$436,875	\$575,029	\$384,000	\$394,075
% Diff Avg	40.25%	26.37%	-6.98%	31.62%	-33.22%	2.62%
\$ Sales	\$1,115,000	\$2,818,000	\$3,495,000	\$4,025,200	\$3,456,000	\$4,728,900
% Diff \$	5.19%	152.74%	24.02%	15.17%	-14.14%	36.83%
Washington						
# Sales	1	1	1	1	3	3
% Diff #	-75.00%	0.00%	0.00%	0.00%	200.00%	0.00%
Avg \$	\$480,000	\$350,000	\$250,000	\$155,000	\$273,333	\$231,483
% Diff Avg	124.04%	-27.08%	-28.57%	-38.00%	76.34%	-15.31%
\$ Sales	\$480,000	\$350,000	\$250,000	\$155,000	\$820,000	\$694,450
% Diff \$	-43.99%	-27.08%	-28.57%	-38.00%	429.03%	-15.31%
Windsor						
# Sales	4	2	1	3	1	6
% Diff #	300.00%	-50.00%	-50.00%	200.00%	-66.67%	500.00%
Avg \$	\$203,125	\$209,950	\$242,900	\$241,500	\$290,000	\$220,483
% Diff Avg	-51.05%	3.36%	15.69%	-0.58%	20.08%	-23.97%
\$ Sales	\$812,500	\$419,900	\$242,900	\$724,500	\$290,000	\$1,322,900
% Diff \$	95.78%	-48.32%	-42.15%	198.27%	-59.97%	356.17%
<b>Total # Sales</b>	<b>165</b>	<b>194</b>	<b>214</b>	<b>207</b>	<b>234</b>	<b>249</b>
<b>Total % Diff #</b>	<b>-5.17%</b>	<b>17.58%</b>	<b>10.31%</b>	<b>-3.27%</b>	<b>13.04%</b>	<b>6.41%</b>
<b>Total Avg \$</b>	<b>\$205,796</b>	<b>\$181,866</b>	<b>\$178,214</b>	<b>\$201,065</b>	<b>\$180,682</b>	<b>\$199,009</b>
<b>Total % Diff Avg</b>	<b>6.77%</b>	<b>-11.63%</b>	<b>-2.01%</b>	<b>12.82%</b>	<b>-10.14%</b>	<b>10.14%</b>
<b>Total \$ Sales</b>	<b>\$33,956,417</b>	<b>\$35,281,975</b>	<b>\$38,137,864</b>	<b>\$41,620,500</b>	<b>\$42,279,687</b>	<b>\$49,553,124</b>
<b>Total % Diff \$</b>	<b>1.25%</b>	<b>3.90%</b>	<b>8.09%</b>	<b>9.13%</b>	<b>1.58%</b>	<b>17.20%</b>



## 2016 SOUTH BERKSHIRE 2ND QUARTER AT-A-GLANCE

Residential, land and commercial sales were robust compared to sales rates in the first two quarters of 2015. While the average days on the market from listing to sale is still high compared to other regions, this is an improvement from the first quarter of 2016.

Average Days  
on the Market

**284**

**255**  
sales ↑ 22%

**85%**  
List-to-Sell  
Ratio

**\$93.8M**  
Sales ↑ 19%

**\$300,000** ↑  
median sale price

**\$329,000** ↓  
median list price

**19**  
months'  
supply

**3.44 %**  
↓ from 4.05%  
Avg 30 Yr  
MtgRate '15

Hottest Price  
Range:

**\$500-749K**  
For listings

**\$250-299 K**  
For sales

**651 Homes for Sale**

**67%**  
sales were w/  
co-brokers,  
33% in-house.

**143**  
sales  
pending

-  **Residential Sales Volume \$78.5M, up 18%**  
**Residential # Units Sold 203, up 27%**
-  Multi-family Sales Volume: \$831K, down 30%  
**Multi-family # Units Sold: 5, Same as 2015**
-  Condo Sales Volume: \$5.4M, down 5%  
Condo # Units Sold: 16, down 24%
-  **Land Sales Volume: \$5M, up 87%**  
**Land # Units Sold: 23, up 35%**
-  **Commercial Sales Volume: \$4.1M, up 41%**  
**Commercial # Units Sold: 8, up 33%**

## 2ND QUARTER SOUTH COUNTY REAL ESTATE SALES OVERVIEW

1st & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>Commercial</b>						
# Sales	7	8	7	6	6	8
% Diff #	133.33%	14.29%	-12.50%	-14.29%	0.00%	33.33%
Avg \$	\$628,571	\$362,800	\$734,571	\$453,615	\$487,583	\$514,688
% Diff Avg	109.52%	-42.28%	102.47%	-38.25%	7.49%	5.56%
\$ Sales	\$4,400,000	\$2,902,400	\$5,142,000	\$2,721,688	\$2,925,500	\$4,117,500
% Diff \$	388.89%	-34.04%	77.16%	-47.07%	7.49%	40.75%
<b>Condominium</b>						
# Sales	13	16	13	19	21	16
% Diff #	-7.14%	23.08%	-18.75%	46.15%	10.53%	-23.81%
Avg \$	\$365,538	\$292,914	\$293,262	\$286,537	\$267,936	\$335,781
% Diff Avg	11.01%	-19.87%	0.12%	-2.29%	-6.49%	25.32%
\$ Sales	\$4,752,000	\$4,686,625	\$3,812,400	\$5,444,200	\$5,626,650	\$5,372,500
% Diff \$	3.08%	-1.38%	-18.65%	42.80%	3.35%	-4.52%
<b>Lots/Land</b>						
# Sales	31	10	29	28	17	23
% Diff #	55.00%	-67.74%	190.00%	-3.45%	-39.29%	35.29%
Avg \$	\$129,242	\$160,200	\$209,724	\$85,907	\$156,622	\$216,257
% Diff Avg	-37.62%	23.95%	30.91%	-59.04%	82.32%	38.08%
\$ Sales	\$4,006,500	\$1,602,000	\$6,082,000	\$2,405,400	\$2,662,575	\$4,973,900
% Diff \$	-3.31%	-60.01%	279.65%	-60.45%	10.69%	86.81%
<b>MultiFamily</b>						
# Sales	6	4	4	4	5	5
% Diff #	-33.33%	-33.33%	0.00%	0.00%	25.00%	0.00%
Avg \$	\$205,667	\$128,875	\$159,125	\$163,125	\$239,000	\$166,280
% Diff Avg	15.08%	-37.34%	23.47%	2.51%	46.51%	-30.43%
\$ Sales	\$1,234,000	\$515,500	\$636,500	\$652,500	\$1,195,000	\$831,400
% Diff \$	-23.28%	-58.23%	23.47%	2.51%	83.14%	-30.43%
<b>Residential</b>						
# Sales	133	143	168	174	160	203
% Diff #	-14.19%	7.52%	17.48%	3.57%	-8.05%	26.88%
Avg \$	\$403,490	\$349,333	\$379,392	\$445,053	\$415,392	\$386,924
% Diff Avg	10.66%	-13.42%	8.60%	17.31%	-6.66%	-6.85%
\$ Sales	\$53,664,199	\$49,954,650	\$63,737,800	\$77,439,250	\$66,462,719	\$78,545,642
% Diff \$	-5.04%	-6.91%	27.59%	21.50%	-14.17%	18.18%

## SOUTH COUNTY RESIDENTIAL SALES BY CITY/ TOWN

1st & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>Alford</b>						
# Sales	1	1	5	5	5	4
% Diff #		0.00%	400.00%	0.00%	0.00%	-20.00%
Avg \$	\$421,000	\$350,000	\$864,500	\$1,266,160	\$1,531,500	\$743,000
% Diff Avg		-16.86%	147.00%	46.46%	20.96%	-51.49%
\$ Sales	\$421,000	\$350,000	\$4,322,500	\$6,330,800	\$7,657,500	\$2,972,000
% Diff \$		-16.86%	1135.00%	46.46%	20.96%	-61.19%
<b>Becket</b>						
# Sales	13	15	16	17	16	25
% Diff #	18.18%	15.38%	6.67%	6.25%	-5.88%	56.25%
Avg \$	\$173,831	\$133,463	\$151,247	\$248,871	\$216,506	\$256,300
% Diff Avg	-14.28%	-23.22%	13.32%	64.55%	-13.00%	18.38%
\$ Sales	\$2,259,800	\$2,001,950	\$2,419,950	\$4,230,800	\$3,464,100	\$6,407,509
% Diff \$	1.30%	-11.41%	20.88%	74.83%	-18.12%	84.97%
<b>Egremont</b>						
# Sales	9	7	9	13	11	15
% Diff #	0.00%	-22.22%	28.57%	44.44%	-15.38%	36.36%
Avg \$	\$412,556	\$281,071	\$333,639	\$587,154	\$553,364	\$415,360
% Diff Avg	5.96%	-31.87%	18.70%	75.98%	-5.75%	-24.94%
\$ Sales	\$3,713,000	\$1,967,500	\$3,002,750	\$7,633,000	\$6,087,000	\$6,230,404
% Diff \$	5.96%	-47.01%	52.62%	154.20%	-20.25%	2.36%
<b>Great Barrington</b>						
# Sales	31	27	34	26	28	39
% Diff #	29.17%	-12.90%	25.93%	-23.53%	7.69%	39.29%
Avg \$	\$426,355	\$407,985	\$365,365	\$335,731	\$434,127	\$372,985
% Diff Avg	-5.13%	-4.31%	-10.45%	-8.11%	29.31%	-14.08%
\$ Sales	\$13,217,000	\$11,015,600	\$12,422,400	\$8,729,000	\$12,155,550	\$14,546,425
% Diff \$	22.54%	-16.66%	12.77%	-29.73%	39.25%	19.67%
<b>Lee</b>						
# Sales	10	14	16	21	14	18
% Diff #	-54.55%	40.00%	14.29%	31.25%	-33.33%	28.57%
Avg \$	\$245,450	\$221,171	\$297,938	\$250,757	\$230,700	\$228,267
% Diff Avg	6.50%	-9.89%	34.71%	-15.84%	-8.00%	-1.05%
\$ Sales	\$2,454,500	\$3,096,400	\$4,767,000	\$5,265,900	\$3,229,794	\$4,108,800
% Diff \$	-51.59%	26.15%	53.95%	10.47%	-38.67%	27.22%

## SOUTH COUNTY RESIDENTIAL SALES BY CITY/ TOWN

1st & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>Lenox</b>						
# Sales	17	16	12	17	22	17
% Diff #	-29.17%	-5.88%	-25.00%	41.67%	29.41%	-22.73%
Avg \$	\$395,624	\$343,000	\$286,375	\$499,059	\$364,276	\$417,691
% Diff Avg	-7.17%	-13.30%	-16.51%	74.27%	-27.01%	14.66%
\$ Sales	\$6,725,600	\$5,488,000	\$3,436,500	\$8,484,000	\$8,014,075	\$7,100,750
% Diff \$	-34.24%	-18.40%	-37.38%	146.88%	-5.54%	-11.40%
<b>Monterey</b>						
# Sales	4	3	7	8	5	10
% Diff #	-42.86%	-25.00%	133.33%	14.29%	-37.50%	100.00%
Avg \$	\$615,000	\$373,333	\$615,214	\$575,938	\$512,900	\$554,450
% Diff Avg	-0.46%	-39.30%	64.79%	-6.38%	-10.95%	8.10%
\$ Sales	\$2,460,000	\$1,120,000	\$4,306,500	\$4,607,500	\$2,564,500	\$5,544,500
% Diff \$	-43.12%	-54.47%	284.51%	6.99%	-44.34%	116.20%
<b>Mt Washington</b>						
# Sales		1			1	2
% Diff #	#NULL!		#NULL!	#NULL!		100.00%
Avg \$		\$375,000			\$140,000	\$433,750
% Diff Avg	#NULL!		#NULL!	#NULL!		209.82%
\$ Sales		\$375,000			\$140,000	\$867,500
% Diff \$	#NULL!		#NULL!	#NULL!		519.64%
<b>New Marlborough</b>						
# Sales	8	10	11	7	12	12
% Diff #	0.00%	25.00%	10.00%	-36.36%	71.43%	0.00%
Avg \$	\$843,250	\$510,150	\$769,955	\$609,164	\$325,708	\$299,117
% Diff Avg	73.06%	-39.50%	50.93%	-20.88%	-46.53%	-8.16%
\$ Sales	\$6,746,000	\$5,101,500	\$8,469,500	\$4,264,150	\$3,908,500	\$3,589,400
% Diff \$	73.06%	-24.38%	66.02%	-49.65%	-8.34%	-8.16%
<b>Otis</b>						
# Sales	8	14	7	14	8	9
% Diff #	-11.11%	75.00%	-50.00%	100.00%	-42.86%	12.50%
Avg \$	\$211,375	\$529,929	\$310,929	\$292,686	\$321,125	\$333,111
% Diff Avg	-47.96%	150.71%	-41.33%	-5.87%	9.72%	3.73%
\$ Sales	\$1,690,999	\$7,419,000	\$2,176,500	\$4,097,600	\$2,569,000	\$2,998,000
% Diff \$	-53.74%	338.73%	-70.66%	88.27%	-37.30%	16.70%

## SOUTH COUNTY RESIDENTIAL SALES BY CITY/ TOWN

1st & 2nd Quarter	2011	2012	2013	2014	2015	2016
<b>Sandisfield</b>						
# Sales	4	4	5	5	7	9
% Diff #	33.33%	0.00%	25.00%	0.00%	40.00%	28.57%
Avg \$	\$348,600	\$163,100	\$172,000	\$861,400	\$321,886	\$414,500
% Diff Avg	29.35%	-53.21%	5.46%	400.81%	-62.63%	28.77%
\$ Sales	\$1,394,400	\$652,400	\$860,000	\$4,307,000	\$2,253,200	\$3,730,500
% Diff \$	72.47%	-53.21%	31.82%	400.81%	-47.69%	65.56%
<b>Sheffield</b>						
# Sales	11	8	11	17	11	17
% Diff #	-35.29%	-27.27%	37.50%	54.55%	-35.29%	54.55%
Avg \$	\$417,091	\$273,500	\$298,500	\$353,706	\$456,364	\$321,038
% Diff Avg	86.79%	-34.43%	9.14%	18.49%	29.02%	-29.65%
\$ Sales	\$4,588,000	\$2,188,000	\$3,283,500	\$6,013,000	\$5,020,000	\$5,457,654
% Diff \$	20.86%	-52.31%	50.07%	83.13%	-16.51%	8.72%
<b>Stockbridge</b>						
# Sales	7	15	27	18	14	18
% Diff #	-36.36%	114.29%	80.00%	-33.33%	-22.22%	28.57%
Avg \$	\$436,500	\$420,920	\$432,600	\$572,611	\$487,464	\$674,122
% Diff Avg	1.66%	-3.57%	2.77%	32.37%	-14.87%	38.29%
\$ Sales	\$3,055,500	\$6,313,800	\$11,680,200	\$10,307,000	\$6,824,500	\$12,134,200
% Diff \$	-35.31%	106.64%	84.99%	-11.76%	-33.79%	77.80%
<b>West Stockbridge</b>						
# Sales	8	6	7	6	5	6
% Diff #	14.29%	-25.00%	16.67%	-14.29%	-16.67%	20.00%
Avg \$	\$432,925	\$377,583	\$309,357	\$528,250	\$410,400	\$385,500
% Diff Avg	23.69%	-12.78%	-18.07%	70.76%	-22.31%	-6.07%
\$ Sales	\$3,463,400	\$2,265,500	\$2,165,500	\$3,169,500	\$2,052,000	\$2,313,000
% Diff \$	41.36%	-34.59%	-4.41%	46.36%	-35.26%	12.72%
<b>Total # Sales</b>	<b>133</b>	<b>143</b>	<b>168</b>	<b>174</b>	<b>160</b>	<b>203</b>
<b>Total % Diff #</b>	<b>-14.19%</b>	<b>7.52%</b>	<b>17.48%</b>	<b>3.57%</b>	<b>-8.05%</b>	<b>26.88%</b>
<b>Total Avg \$</b>	<b>\$403,490</b>	<b>\$349,333</b>	<b>\$379,392</b>	<b>\$445,053</b>	<b>\$415,392</b>	<b>\$386,924</b>
<b>Total % Diff Avg</b>	<b>10.66%</b>	<b>-13.42%</b>	<b>8.60%</b>	<b>17.31%</b>	<b>-6.66%</b>	<b>-6.85%</b>
<b>Total \$ Sales</b>	<b>\$53,664,199</b>	<b>\$49,954,650</b>	<b>\$63,737,800</b>	<b>\$77,439,250</b>	<b>\$66,462,719</b>	<b>\$78,545,642</b>
<b>Total % Diff \$</b>	<b>-5.04%</b>	<b>-6.91%</b>	<b>27.59%</b>	<b>21.50%</b>	<b>-14.17%</b>	<b>18.18%</b>

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## 2016 MARKET INDICATORS

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### Home Buyer Confidence on the Rise

Daily Real Estate News

Home purchase sentiment reached an all-time survey high in July, an indication that Americans are feeling more upbeat about the housing market, according to Fannie Mae.

Overall sentiment rose 3.3 points to a reading of 86.5. Each of the index's six components— including selling outlook and personal finances – also rose last month.

The share of consumers who said they would buy if they were going to move climbed to 67 percent, while the share of consumers who said they would rent dropped to 26 percent, an all-time survey low.

Forty-one percent of consumers expect home prices to rise over the next 12 months, an increase of 8 percentage points from June. Household income rebounded in July as well, rising 3 percentage points to 11 percent.

“The HPSI reached a new survey high in July, but enthusiasm should be tempered because the increase only returns the index to a very gradual upward trend,” says Doug Duncan, senior vice president and chief economist at Fannie Mae. “One interesting potential bright note for housing in the July survey is that younger households may finally be shifting toward buying rather than renting in greater numbers. Whether the shift in sentiment in July toward buying rather than renting on their next move holds up or is a temporary reaction to their view that rents are on the rise and mortgage rates will be lower, we will see. However, we are getting set to release some additional research in early August showing evidence of a broader move by older millennials in the direction of ownership.”

Here are some additional findings from the latest survey:

- 33% of Americans say it's a good time to buy a house, a 1 percentage increase over June.
- 20% of Americans say it's a good time to sell a home, a 2 percentage point increase from June (a new survey high).
- 41% of Americans believe home prices will rise, an 8 percentage point increase from June.
- 36% of Americans believe mortgage rates will drop over the next year.
- 69% of Americans say they are not concerned with losing their job, a 1 percentage point increase from June.
- 11% of Americans say their household income is significantly higher than it was 12 months ago, a 3 percentage point increase from June's sharp decline.

Source: [Fannie Mae](#)

## June 2016 Housing Affordability Index, by NAR Chief Economist

At the national level, housing affordability is down from a year ago as home price growth distresses affordability. Inventory levels are low and are putting pressure on home prices despite another month of declining mortgage rates.

- Housing affordability declined from a year ago in June pushing the index from 154.8 to 153.3. The median sales price for a single family home sold in June in the US was \$249,800 up 5.0 percent from a year ago.
- Nationally, mortgage rates were down 15 basis points from one year ago (one percentage point equals 100 basis points) while incomes modestly rose approximately 2.1 percent.
- Regionally, all regions saw declines in affordability from a year ago except the Northeast. The Northeast had an increase of 2.4 percent benefiting from only a slight gain in home prices. The Midwest had the largest decline in affordability of 3.4 percent. The South had a decline in the affordability index of 1.4 percent followed by the West with 1.1 percent.
- The West had the biggest increase in price at 6.9 percent. The Midwest had an increase of 5.8 percent while the South had a 5.6 percent gain in price. The Northeast had the smallest increase of 1.5 percent.
- By region, affordability is down in all regions from last month. The Northeast (5.7 percent) had the biggest decline. The Midwest and South had a decline of 5.5 percent and 3.3 percent. The West had the smallest decline in affordability of 1.7 percent.
- Despite month to month changes, the most affordable region is the Midwest where the index is 186.8. The least affordable region remains the West where the index is 114.8. For comparison, the index is 157.9 in the South, 154.9 in the Northeast.
- Mortgage applications picked up this week while rates remain low. Median family incomes are still not keeping pace of increasing home prices. Rents are up more than 3 percent which matches the highs of 2008. Lending standards are easing which can help encourage first time buyers to get involved in the housing market. Purchase mortgage applications remain notably higher than one year ago (see chart).
- What does housing affordability look like in your market? View the full data release [here](#).
- The Housing Affordability Index calculation assumes a 20 percent down payment and a 25 percent qualifying ratio (principal and interest payment to income). See further details on the methodology and assumptions behind the calculation [here](#).



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Data derived from the Berkshire County Multiple Listing Service, Inc. Believed to be accurate but not warranted. Mortgage Rates Taken from FreddieMac Historical Rates by Month. Economic data from the National Association of REALTORS.