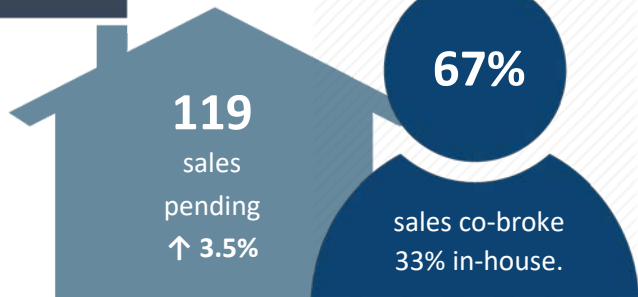
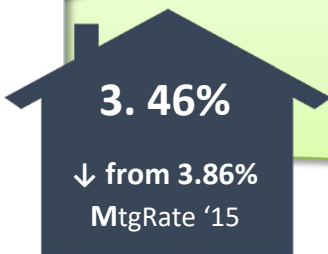


2016 BERKSHIRE 3RD QUARTER YEAR-TO-DATE SALES

Average Days on the Market
213

Sales 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. Elsewhere, Central and Southern Berkshire shared increases in both dollar volume and the number of homes sold so far this year. Residential, Multifamily, and Commercial sales have been strong year to date, compared to the same time last year. Condo sales lag, and land rose in volume but parcels sold decreased.



Residential Sales Volume \$251 M up 12%
Residential # Units Sold 959, up 8%



Multi-family Sales Volume: \$10.4 M, up +21%
Multi-family # Units Sold: 90, up 30%



Condo Sales Volume: \$16.0 M, down 30%
Condo # Units Sold: 73, down 21%



Land Sales Volume: \$8.3 M, up 30%
Land # Units Sold: 61, down 12%



Commercial Sales Volume: \$9.25M, up 36%
Commercial # Units Sold: 29, up 26%



Jan-Sept YTD	2011	2012	2013	2014	2015	2016
Total \$ Volume	796	909	1048	1004	1140	1212
Total # Sales	\$153,074,230	\$178,546,349	\$209,993,600	\$205,586,276	\$238,470,099	\$258,744,324

Hot Berkshire Residential Markets: 3rd Quarter YTD 2016

Residential Sales	January – Sept 2015		January – Sept 2016	
	# Sold	\$ Sold	# Sold	\$ Sold
Northern Berkshire	\$31,419,002	166	\$30,067,593	176
▲ Adams	\$4,610,900	34	\$6,709,860	46
▲ Clarksburg	\$923,400	7	\$2,095,300	16
Florida	\$612,500	6	\$312,000	2
▲ North Adams	\$6,543,600	58	\$7,714,101	69
Savoy	\$879,000	6	\$626,000	4
Williamstown	\$17,669,103	54	\$12,610,332	39
Central Berkshire	\$80,361,973	423	\$94,592,359	452
Cheshire	\$4,336,400	23	\$2,863,500	14
▲ Dalton	\$7,761,552	45	\$12,512,375	60
Hancock	\$1,556,500	5	\$1,185,500	5
▲ Hinsdale	\$3,251,200	14	\$4,032,300	15
Lanesboro	\$5,333,260	23	\$4,836,800	26
▲ Peru	\$895,500	5	\$1,782,351	8
▲ Pittsfield	\$49,145,261	282	\$55,448,118	289
▲ Richmond	\$5,395,900	14	\$8,771,065	22
Washington	\$1,513,900	6	\$1,162,950	5
▲ Windsor	\$1,172,500	6	\$1,997,400	8
Southern Berkshire	\$112,057,360	296	\$126,773,824	331
Alford	\$8,466,250	7	\$3,629,500	5
▲ Becket	\$6,553,850	35	\$9,144,509	38
▲ Egremont	\$7,685,500	15	\$14,143,404	24
▲ Gt Barrington	\$21,182,050	49	\$22,211,025	61
▲ Lee	\$7,358,794	32	\$8,030,800	34
Lenox	\$13,120,125	33	\$10,596,750	26
▲ Monterey	\$5,269,500	10	\$11,652,500	20
▲ Mt Washington	\$525,000	3	\$2,300,500	6
New Marlborough	\$7,781,675	21	\$4,391,070	16
Otis	\$6,310,300	19	\$5,635,913	22
▲ Sandisfield	\$3,442,770	12	\$5,479,500	15
Sheffield	\$10,005,000	27	\$9,067,654	25
▲ Stockbridge	\$9,431,546	21	\$13,791,700	21
Tyringham	\$2,028,000	4	\$763,000	3
▲ W. Stockbridge	\$2,897,000	8	\$5,936,000	15
Grand Total	\$223,838,334	885	\$251,433,776	959