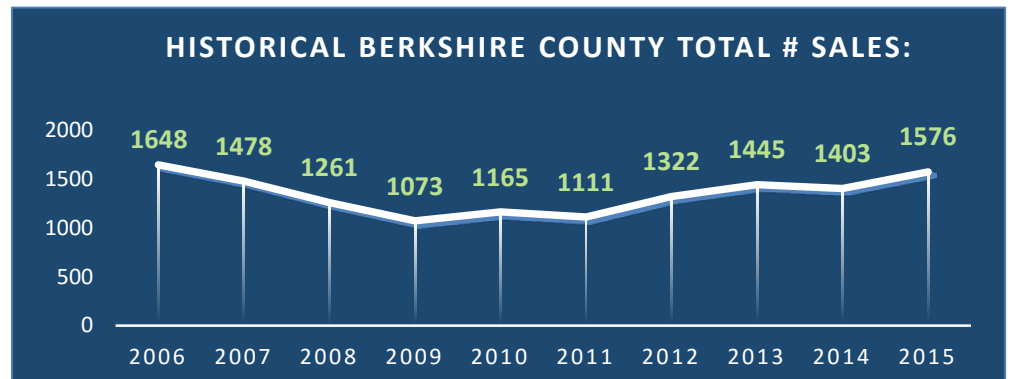


## 2015 Year End Market Watch January – December Sales Comparison

Sales transactions at the close of 2015 showed gains in the number of sales transacted (+12%) as well as the dollar volume sold (+11%).

All property types showed either gains or stable sales rates from 2014. All parts of the country showed overall increases in sales as well.

While there were some parts that outperformed others, as the details in the report will show, overall it was a very positive year for real estate sales in the Berkshires.



	2010	2011	2012	2013	2014	2015
<b>Residential</b>						
\$ Sold	\$242,268,780	\$211,933,116	\$265,866,058	\$282,433,231	\$284,764,994	<b>\$309,574,045</b>
# Sold	876	828	1024	1083	1068	1185
<b>MultiFamily</b>						
\$ Sold	\$11,111,000	\$9,995,379	\$9,955,518	\$13,898,870	\$13,993,200	\$13,738,980
# Sold	92	88	92	100	108	108
<b>Condominium</b>						
\$ Sold	\$16,380,586	\$20,552,400	\$19,235,675	\$30,326,555	\$22,470,888	<b>\$32,659,300</b>
# Sold	71	61	83	110	85	125
<b>Lots/Land</b>						
\$ Sold	\$11,032,551	\$8,788,650	\$6,750,700	\$13,037,900	\$8,089,250	<b>\$9,537,678</b>
# Sold	87	74	54	92	86	98
<b>Commercial</b>						
\$ Sold	\$4,647,501	\$11,032,500	\$13,065,893	\$15,289,000	\$7,237,188	\$7,523,400
# Sold	17	25	42	32	25	29
<b>Mobile Home</b>						
\$ Sold	\$470,817	\$1,137,700	\$673,250	\$1,056,400	\$996,200	\$983,000
# Sold	22	35	27	28	31	31
<b>Total \$ Sold</b>	<b>\$285,911,235</b>	<b>\$263,439,745</b>	<b>\$315,547,094</b>	<b>\$356,041,956</b>	<b>\$337,551,719</b>	<b>\$374,016,402</b>
<b>Total # Sold</b>	<b>1165</b>	<b>1111</b>	<b>1322</b>	<b>1445</b>	<b>1403</b>	<b>1576</b>

## TOTAL SALES BY REGION

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

- All parts of the region transacted HIGHER dollar volume, with Northern Berkshire showing the overall greatest increase over last year.
- All parts of the region transacted MORE sales, with Northern Berkshire leading that statistic as well.
- Residential, Condo, Commercial, and Land markets all showed improvement over last year.
- Multi-family sales and mobile home sales were the same countywide as last year.

Annual	2010	2011	2012	2013	2014	2015
<b>North</b>						
\$ Sold	\$42,051,650	\$35,178,075	\$45,535,253	\$43,530,786	\$40,869,902	\$53,961,279
% Chg \$	9.58%	-16.35%	29.44%	-4.40%	-6.11%	32.03%
# Sold	254	220	279	277	263	316
% Chg #	13.39%	-13.39%	26.82%	-0.72%	-5.05%	20.15%
Avg \$	\$165,558	\$159,900	\$163,209	\$157,151	\$155,399	\$170,764
% Chg Avg	9.58%	-16.35%	29.44%	-4.40%	-6.11%	32.03%
<b>Central</b>						
\$ Sold	\$94,877,124	\$86,763,046	\$106,522,106	\$115,009,379	\$111,617,629	\$126,362,923
% Chg \$	2.76%	-8.55%	22.77%	7.97%	-2.95%	13.21%
# Sold	505	481	580	636	613	712
% Chg #	-1.17%	-4.75%	20.58%	9.66%	-3.62%	16.15%
Avg \$	\$187,875	\$180,381	\$183,659	\$180,832	\$182,084	\$177,476
% Chg Avg	2.76%	-8.55%	22.77%	7.97%	-2.95%	13.21%
<b>South</b>						
\$ Sold	\$148,982,461	\$141,498,624	\$163,489,735	\$197,501,791	\$185,064,188	\$193,692,201
% Chg \$	25.15%	-5.02%	15.54%	20.80%	-6.30%	4.66%
# Sold	406	410	463	532	527	548
% Chg #	20.12%	0.99%	12.93%	14.90%	-0.94%	3.98%
Avg \$	\$366,952	\$345,119	\$353,110	\$371,244	\$351,165	\$353,453
% Chg Avg	25.15%	-5.02%	15.54%	20.80%	-6.30%	4.66%
<b>Total \$ Sold</b>	<b>\$285,911,235</b>	<b>\$263,439,745</b>	<b>\$315,547,094</b>	<b>\$356,041,956</b>	<b>\$337,551,719</b>	<b>\$374,016,402</b>
<b>Total % Chg \$</b>	<b>14.48%</b>	<b>-7.86%</b>	<b>19.78%</b>	<b>12.83%</b>	<b>-5.19%</b>	<b>10.80%</b>
<b>Total # Sold</b>	<b>1165</b>	<b>1111</b>	<b>1322</b>	<b>1445</b>	<b>1403</b>	<b>1576</b>
<b>Total % Chg #</b>	<b>8.57%</b>	<b>-4.64%</b>	<b>18.99%</b>	<b>9.30%</b>	<b>-2.91%</b>	<b>12.33%</b>
<b>Total Avg \$</b>	<b>\$245,417</b>	<b>\$237,119</b>	<b>\$238,689</b>	<b>\$246,396</b>	<b>\$240,593</b>	<b>\$237,320</b>
<b>Total % Chg Avg</b>	<b>14.48%</b>	<b>-7.86%</b>	<b>19.78%</b>	<b>12.83%</b>	<b>-5.19%</b>	<b>10.80%</b>

## 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 2015 sales rates.

2015	North				Central				South			
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	66	41	9	7	82	29	7	4	33	18	0	7
\$100K-\$149K	72	41	9	7	159	60	15	5	29	18	3	7
\$150K-\$199K	36	31	1	10	132	38	18	3	47	45	3	11
\$200K-\$249K	14	5	3	4	84	34	5	5	54	41	6	9
\$250K-\$299K	11	10	1	11	46	29	7	8	48	51	7	13
\$300K-\$349K	6	2	3	4	25	27	1	13	38	46	4	15
\$350K-\$399K	9	9	2	12	19	15	2	9	38	42	7	13
\$400K-\$449K	4	2	0	6	7	14	0	24	25	21	4	10
\$450K-\$499K	1	4	0	48	2	9	0	54	16	44	6	33
\$500K-\$749K	11	12	0	13	13	26	1	24	42	85	4	24
\$750K-\$999K	3	7	0	28	3	8	1	32	14	51	2	44
\$1M-\$1.99M	2	2	1	12	0	11	0	**	22	41	4	22
\$2,M-\$2.99M	0	1	0	**	0	2	1	**	1	15	3	180
\$3M-\$4.99M	0	2	0	**	0	0	0	**	2	5	0	30
\$5M +	0	0	0	**	0	0	0	**	0	2	0	**
<b>Total</b>	<b>235</b>	<b>169</b>	<b>29</b>	<b>9</b>	<b>572</b>	<b>302</b>	<b>58</b>	<b>6</b>	<b>409</b>	<b>525</b>	<b>53</b>	<b>15</b>

\*\* Not enough sales to calculate Absorption Rate

## RESIDENTIAL SALES PRICES BY STATUS

	North			Central			South		
2015	Sold	Active	Pending	Sold	Active	Pending	Sold	Active	Pending
Avg	\$186,579	\$298,237	\$196,672	\$188,212	\$341,920	\$226,802	\$388,884	\$625,994	\$574,116
<b>Median</b>	<b>\$137,000</b>	<b>\$156,700</b>	<b>\$28,800</b>	<b>\$160,000</b>	<b>\$229,900</b>	<b>\$155,000</b>	<b>\$292,000</b>	<b>\$419,000</b>	<b>\$220,000</b>

North & Central  
Residential Sales  
Strong, South  
Close to 2014

## RESIDENTIAL REPORT

For single family residential homes, the market overall rose almost 9% in Berkshire County. Sales surged in northern Berkshire, with large gains in both the total number of homes sold and the dollar volume of the transactions – their best year since 2005.

The Central region was also markedly better than the previous years, where they had the highest dollar volume since 2007 and the most transactions since 2004. While southern Berkshire ticked up just a hair over last year, it was still a strong year, having recorded the most transactions since 2005 and the highest dollar volume since 2007.

Year-End	2010	2011	2012	2013	2014	2015
<b>North</b>						
\$ Sold	\$33,036,350	\$27,911,975	\$37,927,603	\$34,200,181	\$31,609,865	\$43,578,167
% Chg \$	9.63%	-15.51%	35.88%	-9.83%	-7.57%	37.86%
# Sold	169	160	207	190	179	223
% Chg #	9.74%	-5.33%	29.38%	-8.21%	-5.79%	24.58%
Avg \$	\$195,481	\$174,450	\$183,225	\$180,001	\$176,591	\$195,418
% Chg Avg	9.63%	-15.51%	35.88%	-9.83%	-7.57%	37.86%
<b>Central</b>						
\$ Sold	\$81,215,620	\$72,882,567	\$89,469,795	\$92,030,359	\$94,914,929	\$107,363,894
% Chg \$	4.65%	-10.26%	22.76%	2.86%	3.13%	13.12%
# Sold	394	370	449	500	488	562
% Chg #	-3.19%	-6.09%	21.35%	11.36%	-2.40%	15.16%
Avg \$	\$206,131	\$196,980	\$199,265	\$184,061	\$194,498	\$191,039
% Chg Avg	4.65%	-10.26%	22.76%	2.86%	3.13%	13.12%
<b>South</b>						
\$ Sold	\$128,016,810	\$111,138,574	\$138,468,660	\$156,202,691	\$158,240,200	\$158,631,984
% Chg \$	32.85%	-13.18%	24.59%	12.81%	1.30%	0.25%
# Sold	313	298	368	393	401	400
% Chg #	20.38%	-4.79%	23.49%	6.79%	2.04%	-0.25%
Avg \$	\$408,999	\$372,948	\$376,274	\$397,462	\$394,614	\$396,580
% Chg Avg	32.85%	-13.18%	24.59%	12.81%	1.30%	0.25%
<b>Total \$ Sold</b>	<b>\$242,268,780</b>	<b>\$211,933,116</b>	<b>\$265,866,058</b>	<b>\$282,433,231</b>	<b>\$284,764,994</b>	<b>\$309,574,045</b>
<b>Total % Chg \$</b>	<b>18.70%</b>	<b>-12.52%</b>	<b>25.45%</b>	<b>6.23%</b>	<b>0.83%</b>	<b>8.71%</b>
<b>Total # Sold</b>	<b>876</b>	<b>828</b>	<b>1024</b>	<b>1083</b>	<b>1068</b>	<b>1185</b>
<b>Total % Chg #</b>	<b>6.70%</b>	<b>-5.48%</b>	<b>23.67%</b>	<b>5.76%</b>	<b>-1.39%</b>	<b>10.96%</b>
<b>Total Avg \$</b>	<b>\$276,563</b>	<b>\$255,958</b>	<b>\$259,635</b>	<b>\$260,788</b>	<b>\$266,634</b>	<b>\$261,244</b>
<b>Total % Chg Avg</b>	<b>18.70%</b>	<b>-12.52%</b>	<b>25.45%</b>	<b>6.23%</b>	<b>0.83%</b>	<b>8.71%</b>



## CONDO REPORT

Condominium sales got the boost they needed in 2015, with double digit increases in all regions of the county. Southern Berkshire is by far the largest market for condo sales, and there they rose 59% in the number sold, with 73 units and \$22.6 million in sales, up 62% from the previous year. Northern Berkshire also reported strong gains with over 40% in both the dollar volume and number sold. Central county maintained their initial gains early in the year to end up with a 10% gain in sales and 31% gain in the number sold.



Year-End	2010	2011	2012	2013	2014	2015
<b>North</b>						
\$ Sold	\$1,328,000	\$857,050	\$2,296,400	\$2,156,000	\$1,952,788	\$2,800,400
% Chg \$	-25.03%	-35.46%	167.94%	-6.11%	-9.43%	43.41%
# Sold	8	5	14	12	10	14
% Chg #	0.00%	-37.50%	180.00%	-14.29%	-16.67%	40.00%
Avg \$	\$166,000	\$171,410	\$164,029	\$179,667	\$195,279	\$200,029
% Chg Avg	-25.03%	-35.46%	167.94%	-6.11%	-9.43%	43.41%
<b>Central</b>						
\$ Sold	\$6,128,136	\$5,409,450	\$6,133,750	\$10,594,255	\$6,548,900	\$7,207,450
% Chg \$	23.60%	-11.73%	13.39%	72.72%	-38.18%	10.06%
# Sold	32	21	33	40	29	38
% Chg #	60.00%	-34.38%	57.14%	21.21%	-27.50%	31.03%
Avg \$	\$191,504	\$257,593	\$185,871	\$264,856	\$225,824	\$189,670
% Chg Avg	23.60%	-11.73%	13.39%	72.72%	-38.18%	10.06%
<b>South</b>						
\$ Sold	\$8,924,450	\$14,285,900	\$10,805,525	\$17,576,300	\$13,969,200	\$22,651,450
% Chg \$	-11.99%	60.08%	-24.36%	62.66%	-20.52%	62.15%
# Sold	31	35	36	58	46	73
% Chg #	14.81%	12.90%	2.86%	61.11%	-20.69%	58.70%
Avg \$	\$287,885	\$408,169	\$300,153	\$303,040	\$303,678	\$310,294
% Chg Avg	-11.99%	60.08%	-24.36%	62.66%	-20.52%	62.15%
<b>Total \$ Sold</b>	<b>\$16,380,586</b>	<b>\$20,552,400</b>	<b>\$19,235,675</b>	<b>\$30,326,555</b>	<b>\$22,470,888</b>	<b>\$32,659,300</b>
<b>Total % Chg \$</b>	<b>-2.90%</b>	<b>25.47%</b>	<b>-6.41%</b>	<b>57.66%</b>	<b>-25.90%</b>	<b>45.34%</b>
<b>Total # Sold</b>	<b>71</b>	<b>61</b>	<b>83</b>	<b>110</b>	<b>85</b>	<b>125</b>
<b>Total % Chg #</b>	<b>29.09%</b>	<b>-14.08%</b>	<b>36.07%</b>	<b>32.53%</b>	<b>-22.73%</b>	<b>47.06%</b>
<b>Total Avg \$</b>	<b>\$230,712</b>	<b>\$336,925</b>	<b>\$231,755</b>	<b>\$275,696</b>	<b>\$264,363</b>	<b>\$261,274</b>
<b>Total % Chg Avg</b>	<b>-2.90%</b>	<b>25.47%</b>	<b>-6.41%</b>	<b>57.66%</b>	<b>-25.90%</b>	<b>45.34%</b>



## MULTIFAMILY REPORT

Overall the multifamily sales remained the same as 2014 rates, but notably after two years of extreme gains in Northern Berkshire, sales slowed by -38% in dollar volume and -30% in sales. The central Berkshire market, primarily in Pittsfield, recorded its fifth consecutive increase in multi-family sales. South County reported gains of over 20% in both the number sold and the dollar volume transacted.

Year-end	2010	2011	2012	2013	2014	2015
<b>North</b>						
\$ Sold	\$4,122,100	\$2,326,250	\$1,575,900	\$4,558,105	\$4,800,650	\$2,959,125
% Chg \$	12.68%	-43.57%	-32.26%	189.24%	5.32%	-38.36%
# Sold	38	29	24	38	47	33
% Chg #	8.57%	-23.68%	-17.24%	58.33%	23.68%	-29.79%
Avg \$	\$108,476	\$80,216	\$65,663	\$119,950	\$102,141	\$89,670
% Chg Avg	12.68%	-43.57%	-32.26%	189.24%	5.32%	-38.36%
<b>Central</b>						
\$ Sold	\$4,224,400	\$5,655,129	\$6,285,118	\$6,568,265	\$6,702,550	\$7,600,080
% Chg \$	-39.59%	33.87%	11.14%	4.51%	2.04%	13.39%
# Sold	39	49	57	52	51	63
% Chg #	-31.58%	25.64%	16.33%	-8.77%	-1.92%	23.53%
Avg \$	\$108,318	\$115,411	\$110,265	\$126,313	\$131,423	\$120,636
% Chg Avg	-39.59%	33.87%	11.14%	4.51%	2.04%	13.39%
<b>South</b>						
\$ Sold	\$2,764,500	\$2,014,000	\$2,094,500	\$2,772,500	\$2,490,000	\$3,179,775
% Chg \$	70.33%	-27.15%	4.00%	32.37%	-10.19%	27.70%
# Sold	15	10	11	10	10	12
% Chg #	150.00%	-33.33%	10.00%	-9.09%	0.00%	20.00%
Avg \$	\$184,300	\$201,400	\$190,409	\$277,250	\$249,000	\$264,981
% Chg Avg	70.33%	-27.15%	4.00%	32.37%	-10.19%	27.70%
<b>Total \$ Sold</b>	<b>\$11,111,000</b>	<b>\$9,995,379</b>	<b>\$9,955,518</b>	<b>\$13,898,870</b>	<b>\$13,993,200</b>	<b>\$13,738,980</b>
<b>Total % Chg \$</b>	<b>-9.47%</b>	<b>-10.04%</b>	<b>-0.40%</b>	<b>39.61%</b>	<b>0.68%</b>	<b>-1.82%</b>
<b>Total # Sold</b>	<b>92</b>	<b>88</b>	<b>92</b>	<b>100</b>	<b>108</b>	<b>108</b>
<b>Total % Chg #</b>	<b>-6.12%</b>	<b>-4.35%</b>	<b>4.55%</b>	<b>8.70%</b>	<b>8.00%</b>	<b>0.00%</b>
<b>Total Avg \$</b>	<b>\$120,772</b>	<b>\$113,584</b>	<b>\$108,212</b>	<b>\$138,989</b>	<b>\$129,567</b>	<b>\$127,213</b>
<b>Total % Chg Avg</b>	<b>-9.47%</b>	<b>-10.04%</b>	<b>-0.40%</b>	<b>39.61%</b>	<b>0.68%</b>	<b>-1.82%</b>







## LAND REPORT

The struggling land market has overall reported a healthy increase in sales in Northern and Central Berkshire, but still had yet to come close to the peak of the market. While this year marks 98 parcels transferred, the peak of our market in the early 2000's recorded well over 200 land sales in a year. Northern Berkshire sales show the most improvement, while the number of sale occurred primarily in southern Berkshire.

Full Year	2010	2011	2012	2013	2014	2015
<b>North</b>						
\$ Sold	\$2,346,101	\$452,000	\$1,085,000	\$1,236,500	\$605,400	\$2,005,187
% Chg \$	191.66%	-80.73%	140.04%	13.96%	-51.04%	231.22%
# Sold	19	4	13	18	11	23
% Chg #	137.50%	-78.95%	225.00%	38.46%	-38.89%	109.09%
Avg \$	\$123,479	\$113,000	\$83,462	\$68,694	\$55,036	\$87,182
% Chg Avg	191.66%	-80.73%	140.04%	13.96%	-51.04%	231.22%
<b>Central</b>						
\$ Sold	\$2,126,750	\$1,443,900	\$1,206,200	\$2,560,500	\$1,513,750	\$1,900,499
% Chg \$	59.79%	-32.11%	-16.46%	112.28%	-40.88%	25.55%
# Sold	29	19	18	22	21	28
% Chg #	141.67%	-34.48%	-5.26%	22.22%	-4.55%	33.33%
Avg \$	\$73,336	\$75,995	\$67,011	\$116,386	\$72,083	\$67,875
% Chg Avg	59.79%	-32.11%	-16.46%	112.28%	-40.88%	25.55%
<b>South</b>						
\$ Sold	\$6,559,700	\$6,892,750	\$4,459,500	\$9,240,900	\$5,970,100	\$5,631,992
% Chg \$	-5.07%	5.08%	-35.30%	107.22%	-35.39%	-5.66%
# Sold	39	51	23	52	54	47
% Chg #	8.33%	30.77%	-54.90%	126.09%	3.85%	-12.96%
Avg \$	\$168,197	\$135,152	\$193,891	\$177,710	\$110,557	\$119,830
% Chg Avg	-5.07%	5.08%	-35.30%	107.22%	-35.39%	-5.66%
<b>Total \$ Sold</b>	<b>\$11,032,551</b>	<b>\$8,788,650</b>	<b>\$6,750,700</b>	<b>\$13,037,900</b>	<b>\$8,089,250</b>	<b>\$9,537,678</b>
<b>Total % Chg \$</b>	<b>21.97%</b>	<b>-20.34%</b>	<b>-23.19%</b>	<b>93.13%</b>	<b>-37.96%</b>	<b>17.91%</b>
<b>Total # Sold</b>	<b>87</b>	<b>74</b>	<b>54</b>	<b>92</b>	<b>86</b>	<b>98</b>
<b>Total % Chg #</b>	<b>55.36%</b>	<b>-14.94%</b>	<b>-27.03%</b>	<b>70.37%</b>	<b>-6.52%</b>	<b>13.95%</b>
<b>Total Avg \$</b>	<b>\$126,811</b>	<b>\$118,766</b>	<b>\$125,013</b>	<b>\$141,716</b>	<b>\$94,061</b>	<b>\$97,323</b>
<b>Total % Chg Avg</b>	<b>21.97%</b>	<b>-20.34%</b>	<b>-23.19%</b>	<b>93.13%</b>	<b>-37.96%</b>	<b>17.91%</b>



## COMMERCIAL REPORT

Commercial sales show modest growth over 2014

Central and northern Berkshire commercial transactions rose over 2014 rates, with a slight lag in Southern Berkshire.

Full Year	2010	2011	2012	2013	2014	2015
<b>North</b>						
\$ Sold	\$962,500	\$3,325,000	\$2,510,650	\$922,000	\$1,606,000	\$2,350,400
% Chg \$	-38.24%	245.45%	-24.49%	-63.28%	74.19%	46.35%
# Sold	6	10	12	7	6	11
% Chg #	0.00%	66.67%	20.00%	-41.67%	-14.29%	83.33%
Avg \$	\$160,417	\$332,500	\$209,221	\$131,714	\$267,667	\$213,673
% Chg Avg	-38.24%	245.45%	-24.49%	-63.28%	74.19%	46.35%
<b>Central</b>						
\$ Sold	\$995,000	\$853,500	\$3,110,343	\$2,983,000	\$1,475,000	\$1,997,500
% Chg \$	-3.86%	-14.22%	264.42%	-4.09%	-50.55%	35.42%
# Sold	4	5	11	13	7	11
% Chg #	0.00%	25.00%	120.00%	18.18%	-46.15%	57.14%
Avg \$	\$248,750	\$170,700	\$282,758	\$229,462	\$210,714	\$181,591
% Chg Avg	-3.86%	-14.22%	264.42%	-4.09%	-50.55%	35.42%
<b>South</b>						
\$ Sold	\$2,690,001	\$6,854,000	\$7,444,900	\$11,384,000	\$4,156,188	\$3,175,500
% Chg \$	-31.67%	154.80%	8.62%	52.91%	-63.49%	-23.60%
# Sold	7	10	19	12	12	7
% Chg #	0.00%	42.86%	90.00%	-36.84%	0.00%	-41.67%
Avg \$	\$384,286	\$685,400	\$391,837	\$948,667	\$346,349	\$453,643
% Chg Avg	-31.67%	154.80%	8.62%	52.91%	-63.49%	-23.60%
<b>Total \$ Sold</b>	<b>\$4,647,501</b>	<b>\$11,032,500</b>	<b>\$13,065,893</b>	<b>\$15,289,000</b>	<b>\$7,237,188</b>	<b>\$7,523,400</b>
<b>Total % Chg \$</b>	<b>-28.83%</b>	<b>137.39%</b>	<b>18.43%</b>	<b>17.01%</b>	<b>-52.66%</b>	<b>3.95%</b>
<b>Total # Sold</b>	<b>17</b>	<b>25</b>	<b>42</b>	<b>32</b>	<b>25</b>	<b>29</b>
<b>Total % Chg #</b>	<b>0.00%</b>	<b>47.06%</b>	<b>68.00%</b>	<b>-23.81%</b>	<b>-21.88%</b>	<b>16.00%</b>
<b>Total Avg \$</b>	<b>\$273,382</b>	<b>\$441,300</b>	<b>\$311,093</b>	<b>\$477,781</b>	<b>\$289,488</b>	<b>\$259,428</b>
<b>Total % Chg Avg</b>	<b>-28.83%</b>	<b>137.39%</b>	<b>18.43%</b>	<b>17.01%</b>	<b>-52.66%</b>	<b>3.95%</b>





## 2015 NORTH BERKSHIRE AT-A-GLANCE

While most property types were strong in Northern Berkshire with the exception of falling sales in Multifamily, the most concentrated rise was in the town of Williamstown, with robust residential sales. The number of sales in Williamstown almost doubled from last year and the dollar volume transacted was 76% higher than the previous year.

Average Days  
on the Market

**192**

↑ from 176

**305 sales**  
↑ 19%

**91%**  
List-to-Sell  
Ratio

**\$51.6M**  
sales, ↑  
31.5%

**9**  
months'  
supply

**\$137,000** ↑  
median sale price






**\$156,700** ↓  
median list price

**3.85%**  
↓ from 4.17%  
Avg 30 Yr  
MtgRate '14

**169 Homes  
for Sale**

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

**29**  
sales  
pending

-  **Residential Sales Volume \$43.6 M up 38%**  
**Residential # Units Sold 223, up 25%**
-  Multi-family Sales Volume: \$2.95 M, down 38%  
Multi-family # Units Sold: 33 down 30%
-  **Condo Sales Volume: \$2.8M, up 43%**  
**Condo # Units Sold: 14, up 40% (10 to 14)**
-  **Land Sales Volume: \$2M, up 231%**  
**Land # Units Sold: 23, up 109% (from 11 to 23)**
-  **Commercial Sales Volume: \$2.4M, up 46%**  
**Commercial # Units Sold: 11, up 83%**

## 2015 NORTH COUNTY REAL ESTATE SALES OVERVIEW

Full Year	2010	2011	2012	2013	2014	2015
<b>Residential</b>						
\$ Sold	\$33,036,350	\$27,911,975	\$37,927,603	\$34,200,181	\$31,609,865	\$43,578,167
% Chg \$	9.63%	-15.51%	35.88%	-9.83%	-7.57%	37.86%
# Sold	169	160	207	190	179	223
% Chg #	9.74%	-5.33%	29.38%	-8.21%	-5.79%	24.58%
Avg \$	\$195,481	\$174,450	\$183,225	\$180,001	\$176,591	\$195,418
% Chg Avg	9.63%	-15.51%	35.88%	-9.83%	-7.57%	37.86%
<b>MultiFamily</b>						
\$ Sold	\$4,122,100	\$2,326,250	\$1,575,900	\$4,558,105	\$4,800,650	\$2,959,125
% Chg \$	12.68%	-43.57%	-32.26%	189.24%	5.32%	-38.36%
# Sold	38	29	24	38	47	33
% Chg #	8.57%	-23.68%	-17.24%	58.33%	23.68%	-29.79%
Avg \$	\$108,476	\$80,216	\$65,663	\$119,950	\$102,141	\$89,670
% Chg Avg	12.68%	-43.57%	-32.26%	189.24%	5.32%	-38.36%
<b>Condominium</b>						
\$ Sold	\$1,328,000	\$857,050	\$2,296,400	\$2,156,000	\$1,952,788	\$2,800,400
% Chg \$	-25.03%	-35.46%	167.94%	-6.11%	-9.43%	43.41%
# Sold	8	5	14	12	10	14
% Chg #	0.00%	-37.50%	180.00%	-14.29%	-16.67%	40.00%
Avg \$	\$166,000	\$171,410	\$164,029	\$179,667	\$195,279	\$200,029
% Chg Avg	-25.03%	-35.46%	167.94%	-6.11%	-9.43%	43.41%
<b>Lots/Land</b>						
\$ Sold	\$2,346,101	\$452,000	\$1,085,000	\$1,236,500	\$605,400	\$2,005,187
% Chg \$	191.66%	-80.73%	140.04%	13.96%	-51.04%	231.22%
# Sold	19	4	13	18	11	23
% Chg #	137.50%	-78.95%	225.00%	38.46%	-38.89%	109.09%
Avg \$	\$123,479	\$113,000	\$83,462	\$68,694	\$55,036	\$87,182
% Chg Avg	191.66%	-80.73%	140.04%	13.96%	-51.04%	231.22%
<b>Commercial</b>						
\$ Sold	\$962,500	\$3,325,000	\$2,510,650	\$922,000	\$1,606,000	\$2,350,400
% Chg \$	-38.24%	245.45%	-24.49%	-63.28%	74.19%	46.35%
# Sold	6	10	12	7	6	11
% Chg #	0.00%	66.67%	20.00%	-41.67%	-14.29%	83.33%
Avg \$	\$160,417	\$332,500	\$209,221	\$131,714	\$267,667	\$213,673
% Chg Avg	-38.24%	245.45%	-24.49%	-63.28%	74.19%	46.35%

## NORTH COUNTY RESIDENTIAL SALES BY CITY / TOWN

Annual	2010	2011	2012	2013	2014	2015
<b>Adams</b>						
\$ Sold	\$5,698,900	\$7,121,900	\$7,279,900	\$6,503,730	\$7,039,249	\$6,587,300
% Chg \$	1.14%	24.97%	2.22%	-10.66%	8.23%	-6.42%
# Sold	44	51	61	54	56	50
% Chg #	4.76%	15.91%	19.61%	-11.48%	3.70%	-10.71%
Avg \$	\$129,520	\$139,645	\$119,343	\$120,439	\$125,701	\$131,746
% Chg Avg	1.14%	24.97%	2.22%	-10.66%	8.23%	-6.42%
<b>Clarksburg</b>						
\$ Sold	\$1,602,650	\$660,000	\$2,226,500	\$1,584,500	\$1,096,575	\$1,807,300
% Chg \$	37.12%	-58.82%	237.35%	-28.83%	-30.79%	64.81%
# Sold	11	4	14	13	10	12
% Chg #	37.50%	-63.64%	250.00%	-7.14%	-23.08%	20.00%
Avg \$	\$145,695	\$165,000	\$159,036	\$121,885	\$109,658	\$150,608
% Chg Avg	37.12%	-58.82%	237.35%	-28.83%	-30.79%	64.81%
<b>Florida</b>						
\$ Sold	\$418,000	\$206,700	\$810,000	\$351,500	\$493,000	\$928,500
% Chg \$	-3.91%	-50.55%	291.87%	-56.60%	40.26%	88.34%
# Sold	3	2	5	3	3	8
% Chg #	-25.00%	-33.33%	150.00%	-40.00%	0.00%	166.67%
Avg \$	\$139,333	\$103,350	\$162,000	\$117,167	\$164,333	\$116,063
% Chg Avg	-3.91%	-50.55%	291.87%	-56.60%	40.26%	88.34%
<b>North Adams</b>						
\$ Sold	\$7,613,150	\$6,995,850	\$8,310,362	\$7,442,975	\$8,308,788	\$8,471,500
% Chg \$	-1.48%	-8.11%	18.79%	-10.44%	11.63%	1.96%
# Sold	64	61	73	62	70	75
% Chg #	6.67%	-4.69%	19.67%	-15.07%	12.90%	7.14%
Avg \$	\$118,955	\$114,686	\$113,841	\$120,048	\$118,697	\$112,953
% Chg Avg	-1.48%	-8.11%	18.79%	-10.44%	11.63%	1.96%

## NORTH COUNTY RESIDENTIAL SALES

### BY CITY / TOWN, PAGE 2

Annual	2010	2011	2012	2013	2014	2015
<b>Savoy</b>						
\$ Sold	\$297,000	\$395,000	\$463,000	\$1,078,800	\$258,900	\$879,000
% Chg \$	-61.73%	33.00%	17.22%	133.00%	-76.00%	239.51%
# Sold	2	2	3	6	2	6
% Chg #	-60.00%	0.00%	50.00%	100.00%	-66.67%	200.00%
Avg \$	\$148,500	\$197,500	\$154,333	\$179,800	\$129,450	\$146,500
% Chg Avg	-61.73%	33.00%	17.22%	133.00%	-76.00%	239.51%
<b>Williamstown</b>						
\$ Sold	\$17,406,650	\$12,045,025	\$18,837,841	\$16,903,676	\$14,063,353	\$24,724,068
% Chg \$	21.41%	-30.80%	56.40%	-10.27%	-16.80%	75.80%
# Sold	45	37	51	51	37	71
% Chg #	32.35%	-17.78%	37.84%	0.00%	-27.45%	91.89%
Avg \$	\$386,814	\$325,541	\$369,369	\$331,445	\$380,091	\$348,226
% Chg Avg	21.41%	-30.80%	56.40%	-10.27%	-16.80%	75.80%
<b>Total \$ Sold</b>	<b>\$33,036,350</b>	<b>\$27,911,975</b>	<b>\$37,927,603</b>	<b>\$34,200,181</b>	<b>\$31,609,865</b>	<b>\$43,578,167</b>
<b>Total % Chg \$</b>	<b>9.63%</b>	<b>-15.51%</b>	<b>35.88%</b>	<b>-9.83%</b>	<b>-7.57%</b>	<b>37.86%</b>
<b>Total # Sold</b>	<b>169</b>	<b>160</b>	<b>207</b>	<b>190</b>	<b>179</b>	<b>223</b>
<b>Total % Chg #</b>	<b>9.74%</b>	<b>-5.33%</b>	<b>29.38%</b>	<b>-8.21%</b>	<b>-5.79%</b>	<b>24.58%</b>
<b>Total Avg \$</b>	<b>\$195,481</b>	<b>\$174,450</b>	<b>\$183,225</b>	<b>\$180,001</b>	<b>\$176,591</b>	<b>\$195,418</b>
<b>Total % Chg Avg</b>	<b>9.63%</b>	<b>-15.51%</b>	<b>35.88%</b>	<b>-9.83%</b>	<b>-7.57%</b>	<b>37.86%</b>

# 2015 CENTRAL BERKSHIRE AT-A-GLANCE

Central Berkshire continues a strong real estate market in all property types, with gains across the board from the same time last year. Cheshire, Dalton, Richmond and Pittsfield residential markets helped boost year end sales figures, and gains in small towns and only Windsor home sales falling.

Average Days on the Market

**152**






**701 Sales**  
↑ 16%

**94%**  
List-to-Sell Ratio

**\$124.3M**  
sales ↑ 13%

**6**  
months' supply ↓

**\$160,000** ↑  
median sale price  
**\$229,900** ↓  
median list price

-  **Residential Sales Volume \$107M, up 13%**  
**Residential # Units Sold 562, Up 15%**
-  **Multi-family Sales Volume: \$7.6M, up 13%**  
**Multi-family # Units Sold: 63, up 23%**
-  **Condo Sales Volume: \$7.2M, up 10%**  
**Condo # Units Sold: 38, Up 31%**
-  **Land Sales Volume: \$1.9M, up 25%**  
**Land # Units Sold: 28, up 33%**
-  **Commercial Sales Volume: \$2M, up 35%**  
**Commercial # Units Sold: 11, up 7%**

**3.85 %**  
↓ from 4.17%  
Avg 30 Yr MtgRate '14

**302 Homes for Sale**

**\$100-149 K**  
Hottest Price Range: For listings and sales  
\$150K-199k Close

**58**  
sales pending

## 2015 CENTRAL COUNTY REAL ESTATE SALES OVERVIEW

Full Year	2010	2011	2012	2013	2014	2015
<b>Residential</b>						
\$ Sold	\$81,215,620	\$72,882,567	\$89,469,795	\$92,030,359	\$94,914,929	\$107,363,894
% Chg \$	4.65%	-10.26%	22.76%	2.86%	3.13%	13.12%
# Sold	394	370	449	500	488	562
% Chg #	-3.19%	-6.09%	21.35%	11.36%	-2.40%	15.16%
Avg \$	\$206,131	\$196,980	\$199,265	\$184,061	\$194,498	\$191,039
% Chg Avg	4.65%	-10.26%	22.76%	2.86%	3.13%	13.12%
<b>MultiFamily</b>						
\$ Sold	\$4,224,400	\$5,655,129	\$6,285,118	\$6,568,265	\$6,702,550	\$7,600,080
% Chg \$	-39.59%	33.87%	11.14%	4.51%	2.04%	13.39%
# Sold	39	49	57	52	51	63
% Chg #	-31.58%	25.64%	16.33%	-8.77%	-1.92%	23.53%
Avg \$	\$108,318	\$115,411	\$110,265	\$126,313	\$131,423	\$120,636
% Chg Avg	-39.59%	33.87%	11.14%	4.51%	2.04%	13.39%
<b>Condominium</b>						
\$ Sold	\$6,128,136	\$5,409,450	\$6,133,750	\$10,594,255	\$6,548,900	\$7,207,450
% Chg \$	23.60%	-11.73%	13.39%	72.72%	-38.18%	10.06%
# Sold	32	21	33	40	29	38
% Chg #	60.00%	-34.38%	57.14%	21.21%	-27.50%	31.03%
Avg \$	\$191,504	\$257,593	\$185,871	\$264,856	\$225,824	\$189,670
% Chg Avg	23.60%	-11.73%	13.39%	72.72%	-38.18%	10.06%
<b>Lots/Land</b>						
\$ Sold	\$2,126,750	\$1,443,900	\$1,206,200	\$2,560,500	\$1,513,750	\$1,900,499
% Chg \$	59.79%	-32.11%	-16.46%	112.28%	-40.88%	25.55%
# Sold	29	19	18	22	21	28
% Chg #	141.67%	-34.48%	-5.26%	22.22%	-4.55%	33.33%
Avg \$	\$73,336	\$75,995	\$67,011	\$116,386	\$72,083	\$67,875
% Chg Avg	59.79%	-32.11%	-16.46%	112.28%	-40.88%	25.55%
<b>Commercial</b>						
\$ Sold	\$995,000	\$853,500	\$3,110,343	\$2,983,000	\$1,475,000	\$1,997,500
% Chg \$	-3.86%	-14.22%	264.42%	-4.09%	-50.55%	35.42%
# Sold	4	5	11	13	7	11
% Chg #	0.00%	25.00%	120.00%	18.18%	-46.15%	57.14%
Avg \$	\$248,750	\$170,700	\$282,758	\$229,462	\$210,714	\$181,591
% Chg Avg	-3.86%	-14.22%	264.42%	-4.09%	-50.55%	35.42%



## CENTRAL COUNTY RESIDENTIAL SALES BY CITY/ TOWN

Annual	2010	2011	2012	2013	2014	2015
<b>Cheshire</b>						
\$ Sold	\$3,180,625	\$3,285,850	\$2,767,050	\$4,233,800	\$2,580,500	\$5,138,400
% Chg \$	-17.37%	3.31%	-15.79%	53.01%	-39.05%	99.12%
# Sold	17	18	19	26	14	27
% Chg #	-15.00%	5.88%	5.56%	36.84%	-46.15%	92.86%
Avg \$	\$187,096	\$182,547	\$145,634	\$162,838	\$184,321	\$190,311
% Chg Avg	-17.37%	3.31%	-15.79%	53.01%	-39.05%	99.12%
<b>Dalton</b>						
\$ Sold	\$13,189,783	\$10,120,700	\$10,460,470	\$11,064,450	\$10,576,255	\$12,285,410
% Chg \$	22.19%	-23.27%	3.36%	5.77%	-4.41%	16.16%
# Sold	57	49	54	55	54	66
% Chg #	7.55%	-14.04%	10.20%	1.85%	-1.82%	22.22%
Avg \$	\$231,400	\$206,545	\$193,712	\$201,172	\$195,857	\$186,143
% Chg Avg	22.19%	-23.27%	3.36%	5.77%	-4.41%	16.16%
<b>Hancock</b>						
\$ Sold	\$1,426,150	\$1,605,900	\$689,000	\$1,129,900	\$1,410,100	\$2,491,000
% Chg \$	19.44%	12.60%	-57.10%	63.99%	24.80%	76.65%
# Sold	7	5	4	3	6	9
% Chg #	40.00%	-28.57%	-20.00%	-25.00%	100.00%	50.00%
Avg \$	\$203,736	\$321,180	\$172,250	\$376,633	\$235,017	\$276,778
% Chg Avg	19.44%	12.60%	-57.10%	63.99%	24.80%	76.65%
<b>Hinsdale</b>						
\$ Sold	\$4,508,300	\$4,064,850	\$2,452,300	\$3,827,000	\$3,498,100	\$4,739,699
% Chg \$	154.63%	-9.84%	-39.67%	56.06%	-8.59%	35.49%
# Sold	21	19	12	13	17	21
% Chg #	110.00%	-9.52%	-36.84%	8.33%	30.77%	23.53%
Avg \$	\$214,681	\$213,939	\$204,358	\$294,385	\$205,771	\$225,700
% Chg Avg	154.63%	-9.84%	-39.67%	56.06%	-8.59%	35.49%
<b>Lanesboro</b>						
\$ Sold	\$5,828,032	\$4,757,450	\$5,781,900	\$4,769,700	\$6,984,000	\$7,181,510
% Chg \$	48.29%	-18.37%	21.53%	-17.51%	46.42%	2.83%
# Sold	23	19	26	25	31	32
% Chg #	21.05%	-17.39%	36.84%	-3.85%	24.00%	3.23%
Avg \$	\$253,393	\$250,392	\$222,381	\$190,788	\$225,290	\$224,422
% Chg Avg	48.29%	-18.37%	21.53%	-17.51%	46.42%	2.83%

Annual	2010	2011	2012	2013	2014	2015
<b>Peru</b>						
\$ Sold	\$524,000	\$1,348,500	\$983,250	\$1,537,000	\$1,125,000	\$1,451,500
% Chg \$	-8.42%	157.35%	-27.09%	56.32%	-26.81%	29.02%
# Sold	3	8	6	10	7	9
% Chg #	-50.00%	166.67%	-25.00%	66.67%	-30.00%	28.57%
Avg \$	\$174,667	\$168,563	\$163,875	\$153,700	\$160,714	\$161,278
% Chg Avg	-8.42%	157.35%	-27.09%	56.32%	-26.81%	29.02%
<b>Pittsfield</b>						
\$ Sold	\$45,940,130	\$44,587,817	\$53,899,975	\$55,270,609	\$57,474,674	\$62,355,575
% Chg \$	-6.51%	-2.94%	20.88%	2.54%	3.99%	8.49%
# Sold	247	241	300	335	322	360
% Chg #	-10.18%	-2.43%	24.48%	11.67%	-3.88%	11.80%
Avg \$	\$185,992	\$185,012	\$179,667	\$164,987	\$178,493	\$173,210
% Chg Avg	-6.51%	-2.94%	20.88%	2.54%	3.99%	8.49%
<b>Richmond</b>						
\$ Sold	\$4,315,000	\$1,367,000	\$9,717,050	\$7,446,000	\$7,568,300	\$8,418,400
% Chg \$	-10.41%	-68.32%	610.83%	-23.37%	1.64%	11.23%
# Sold	8	4	16	19	19	22
% Chg #	-38.46%	-50.00%	300.00%	18.75%	0.00%	15.79%
Avg \$	\$539,375	\$341,750	\$607,316	\$391,895	\$398,332	\$382,655
% Chg Avg	-10.41%	-68.32%	610.83%	-23.37%	1.64%	11.23%
<b>Washington</b>						
\$ Sold	\$857,000	\$757,000	\$824,900	\$860,000	\$1,332,000	\$1,587,900
% Chg \$	104.58%	-11.67%	8.97%	4.26%	54.88%	19.21%
# Sold	4	2	3	5	6	7
% Chg #	100.00%	-50.00%	50.00%	66.67%	20.00%	16.67%
Avg \$	\$214,250	\$378,500	\$274,967	\$172,000	\$222,000	\$226,843
% Chg Avg	104.58%	-11.67%	8.97%	4.26%	54.88%	19.21%
<b>Windsor</b>						
\$ Sold	\$1,446,600	\$987,500	\$1,893,900	\$1,891,900	\$2,366,000	\$1,714,500
% Chg \$	28.64%	-31.74%	91.79%	-0.11%	25.06%	-27.54%
# Sold	7	5	9	9	12	9
% Chg #	75.00%	-28.57%	80.00%	0.00%	33.33%	-25.00%
Avg \$	\$206,657	\$197,500	\$210,433	\$210,211	\$197,167	\$190,500
% Chg Avg	28.64%	-31.74%	91.79%	-0.11%	25.06%	-27.54%
<b>Total \$ Sold</b>	<b>\$81,215,620</b>	<b>\$72,882,567</b>	<b>\$89,469,795</b>	<b>\$92,030,359</b>	<b>\$94,914,929</b>	<b>\$107,363,894</b>
<b>Total % Chg \$</b>	<b>4.65%</b>	<b>-10.26%</b>	<b>22.76%</b>	<b>2.86%</b>	<b>3.13%</b>	<b>13.12%</b>
<b>Total # Sold</b>	<b>394</b>	<b>370</b>	<b>449</b>	<b>500</b>	<b>488</b>	<b>562</b>
<b>Total % Chg #</b>	<b>-3.19%</b>	<b>-6.09%</b>	<b>21.35%</b>	<b>11.36%</b>	<b>-2.40%</b>	<b>15.16%</b>
<b>Total Avg \$</b>	<b>\$206,131</b>	<b>\$196,980</b>	<b>\$199,265</b>	<b>\$184,061</b>	<b>\$194,498</b>	<b>\$191,039</b>

## 2015 SOUTH BERKSHIRE AT-A-GLANCE

Residential sales had a slight net gain over 2014 and strong gains in the Condo and Multifamily market carried the Southern part of the county in overall sales. Land sale slowed and commercial sales fell 24%. Overall the inventory of homes on the market slowed down, in what we hope to be a balance to the 2016 market. They are reporting 15 months' of supply, down from 22 months at the same time last year. Greta Barrington residential sales were extremely strong over last year, with a gain of 30% in dollar volume transacted. Alford, Lenox, Otis, New Marlboro, Monterey and Sheffield were also strong over last year.

Average Days  
on the Market

249

541

sales ↑ 5%

92%

List-to-Sell  
Ratio

\$190.5M

Sales ↑ 5%

15

months'  
supply

\$292,000 ↓

median sale price

\$419,000 ↑

median list price

3.85 %

↓ from 4.17%  
Avg 30 Yr  
MtgRate '14

\$500-749 K

Hottest Price  
Range: For listings

\$200-249K

For sales

53

sales  
pending

509 Homes  
for Sale



**Residential Sales Volume \$158.6M, up .25%**  
**Residential # Units Sold 400, down from 401**



**Multi-family Sales Volume: \$3.2M, up 28%**  
**Multi-family # Units Sold: 12, up 20%**



**Condo Sales Volume: \$22.7M, up 62%**  
**Condo # Units Sold: 73, up 59%**



**Land Sales Volume: \$5.6M, down -5.6%**  
**Land # Units Sold: 47, down -13%**



**Commercial Sales Volume: \$3.2M, down 24%**  
**Commercial # Units Sold: 7, down 42% from 12**

## 2015 SOUTH COUNTY REAL ESTATE SALES OVERVIEW

Full Year	2010	2011	2012	2013	2014	2015
<b>Residential</b>						
\$ Sold	\$128,016,810	\$111,138,574	\$138,468,660	\$156,202,691	\$158,240,200	\$158,631,984
% Chg \$	32.85%	-13.18%	24.59%	12.81%	1.30%	0.25%
# Sold	313	298	368	393	401	400
% Chg #	20.38%	-4.79%	23.49%	6.79%	2.04%	-0.25%
Avg \$	\$408,999	\$372,948	\$376,274	\$397,462	\$394,614	\$396,580
% Chg Avg	32.85%	-13.18%	24.59%	12.81%	1.30%	0.25%
<b>MultiFamily</b>						
\$ Sold	\$2,764,500	\$2,014,000	\$2,094,500	\$2,772,500	\$2,490,000	\$3,179,775
% Chg \$	70.33%	-27.15%	4.00%	32.37%	-10.19%	27.70%
# Sold	15	10	11	10	10	12
% Chg #	150.00%	-33.33%	10.00%	-9.09%	0.00%	20.00%
Avg \$	\$184,300	\$201,400	\$190,409	\$277,250	\$249,000	\$264,981
% Chg Avg	70.33%	-27.15%	4.00%	32.37%	-10.19%	27.70%
<b>Condominium</b>						
\$ Sold	\$8,924,450	\$14,285,900	\$10,805,525	\$17,576,300	\$13,969,200	\$22,651,450
% Chg \$	-11.99%	60.08%	-24.36%	62.66%	-20.52%	62.15%
# Sold	31	35	36	58	46	73
% Chg #	14.81%	12.90%	2.86%	61.11%	-20.69%	58.70%
Avg \$	\$287,885	\$408,169	\$300,153	\$303,040	\$303,678	\$310,294
% Chg Avg	-11.99%	60.08%	-24.36%	62.66%	-20.52%	62.15%
<b>Lots/Land</b>						
\$ Sold	\$6,559,700	\$6,892,750	\$4,459,500	\$9,240,900	\$5,970,100	\$5,631,992
% Chg \$	-5.07%	5.08%	-35.30%	107.22%	-35.39%	-5.66%
# Sold	39	51	23	52	54	47
% Chg #	8.33%	30.77%	-54.90%	126.09%	3.85%	-12.96%
Avg \$	\$168,197	\$135,152	\$193,891	\$177,710	\$110,557	\$119,830
% Chg Avg	-5.07%	5.08%	-35.30%	107.22%	-35.39%	-5.66%
<b>Commercial</b>						
\$ Sold	\$2,690,001	\$6,854,000	\$7,444,900	\$11,384,000	\$4,156,188	\$3,175,500
% Chg \$	-31.67%	154.80%	8.62%	52.91%	-63.49%	-23.60%
# Sold	7	10	19	12	12	7
% Chg #	0.00%	42.86%	90.00%	-36.84%	0.00%	-41.67%
Avg \$	\$384,286	\$685,400	\$391,837	\$948,667	\$346,349	\$453,643
% Chg Avg	-31.67%	154.80%	8.62%	52.91%	-63.49%	-23.60%

## SOUTH COUNTY RESIDENTIAL SALES BY CITY/ TOWN

Annual	2010	2011	2012	2013	2014	2015
<b>Alford</b>						
\$ Sold	\$2,650,000	\$3,304,000	\$4,471,000	\$8,984,000	\$9,679,800	\$10,800,249
% Chg \$	169.04%	24.68%	35.32%	100.94%	7.74%	11.58%
# Sold	2	6	6	11	8	11
% Chg #	0.00%	200.00%	0.00%	83.33%	-27.27%	37.50%
Avg \$	\$1,325,000	\$550,667	\$745,167	\$816,727	\$1,209,975	\$981,841
% Chg Avg	169.04%	24.68%	35.32%	100.94%	7.74%	11.58%
<b>Becket</b>						
\$ Sold	\$6,498,660	\$7,209,900	\$8,549,550	\$6,687,520	\$12,019,350	\$11,324,600
% Chg \$	-37.27%	10.94%	18.58%	-21.78%	79.73%	-5.78%
# Sold	32	30	46	36	52	53
% Chg #	3.23%	-6.25%	53.33%	-21.74%	44.44%	1.92%
Avg \$	\$203,083	\$240,330	\$185,860	\$185,764	\$231,141	\$213,672
% Chg Avg	-37.27%	10.94%	18.58%	-21.78%	79.73%	-5.78%
<b>Egremont</b>						
\$ Sold	\$12,250,000	\$8,493,000	\$6,442,250	\$10,928,250	\$12,477,250	\$10,092,500
% Chg \$	52.62%	-30.67%	-24.15%	69.63%	14.17%	-19.11%
# Sold	23	18	17	18	24	21
% Chg #	109.09%	-21.74%	-5.56%	5.88%	33.33%	-12.50%
Avg \$	\$532,609	\$471,833	\$378,956	\$607,125	\$519,885	\$480,595
% Chg Avg	52.62%	-30.67%	-24.15%	69.63%	14.17%	-19.11%
<b>Great Barrington</b>						
\$ Sold	\$24,010,500	\$22,934,162	\$25,846,200	\$26,997,300	\$19,971,400	\$26,031,750
% Chg \$	23.07%	-4.48%	12.70%	4.45%	-26.02%	30.35%
# Sold	53	59	59	74	60	59
% Chg #	-1.85%	11.32%	0.00%	25.42%	-18.92%	-1.67%
Avg \$	\$453,028	\$388,715	\$438,071	\$364,828	\$332,857	\$441,216
% Chg Avg	23.07%	-4.48%	12.70%	4.45%	-26.02%	30.35%
<b>Lee</b>						
\$ Sold	\$8,910,300	\$7,343,350	\$8,492,750	\$10,649,110	\$13,059,400	\$9,327,044
% Chg \$	-5.51%	-17.59%	15.65%	25.39%	21.30%	-27.79%
# Sold	39	28	37	39	48	39
% Chg #	5.41%	-28.21%	32.14%	5.41%	20.51%	-17.02%
Avg \$	\$228,469	\$262,263	\$229,534	\$273,054	\$274,828	\$239,155
% Chg Avg	-5.51%	-17.59%	15.65%	25.39%	21.30%	-27.79%

Annual	2010	2011	2012	2013	2014	2015
<b>Lenox</b>						
\$ Sold	\$19,902,000	\$11,582,350	\$16,490,250	\$16,927,555	\$18,647,800	\$19,371,325
% Chg \$	106.20%	-41.80%	42.37%	2.65%	10.16%	3.88%
# Sold	36	29	41	47	44	44
% Chg #	44.00%	-19.44%	41.38%	14.63%	-6.38%	0.00%
Avg \$	\$552,833	\$399,391	\$402,201	\$360,161	\$423,814	\$440,257
% Chg Avg	106.20%	-41.80%	42.37%	2.65%	10.16%	3.88%
<b>Monterey</b>						
\$ Sold	\$15,047,500	\$5,163,000	\$3,442,500	\$9,194,000	\$9,576,000	\$10,697,000
% Chg \$	168.01%	-65.69%	-33.32%	167.07%	4.15%	11.71%
# Sold	19	10	9	16	19	17
% Chg #	111.11%	-47.37%	-10.00%	77.78%	18.75%	-10.53%
Avg \$	\$791,974	\$516,300	\$382,500	\$574,625	\$504,000	\$629,235
% Chg Avg	168.01%	-65.69%	-33.32%	167.07%	4.15%	11.71%
<b>Mt Washing.</b>						
\$ Sold	\$1,075,000		\$1,755,000	\$98,000	\$325,000	\$1,137,000
% Chg \$	-7.73%			-94.42%	231.63%	249.85%
# Sold	2		4	1	1	4
% Chg #	0.00%			-75.00%	0.00%	300.00%
Avg \$	\$537,500		\$438,750	\$98,000	\$325,000	\$284,250
% Chg Avg	-7.73%			-94.42%	231.63%	249.85%
<b>New Marl.</b>						
\$ Sold	\$5,712,750	\$10,744,000	\$11,609,000	\$9,683,000	\$7,635,650	\$10,666,675
% Chg \$	9.42%	88.07%	8.05%	-16.59%	-21.14%	39.70%
# Sold	12	19	25	17	16	25
% Chg #	-14.29%	58.33%	31.58%	-32.00%	-5.88%	56.25%
Avg \$	\$476,063	\$565,474	\$464,360	\$569,588	\$477,228	\$426,667
% Chg Avg	9.42%	88.07%	8.05%	-16.59%	-21.14%	39.70%
<b>Otis</b>						
\$ Sold	\$5,790,600	\$6,872,999	\$14,056,000	\$5,384,925	\$8,655,500	\$9,831,125
% Chg \$	-7.54%	18.69%	104.51%	-61.69%	60.74%	13.58%
# Sold	17	24	31	21	32	31
% Chg #	-19.05%	41.18%	29.17%	-32.26%	52.38%	-3.13%
Avg \$	\$340,624	\$286,375	\$453,419	\$256,425	\$270,484	\$317,133
% Chg Avg	-7.54%	18.69%	104.51%	-61.69%	60.74%	13.58%
<b>Sandisfield</b>						
\$ Sold	\$1,778,500	\$2,674,400	\$4,151,260	\$3,288,331	\$7,233,000	\$4,430,170
% Chg \$	-30.32%	50.37%	55.22%	-20.79%	119.96%	-38.75%
# Sold	7	7	15	14	15	17
% Chg #	-22.22%	0.00%	114.29%	-6.67%	7.14%	13.33%



Annual	2010	2011	2012	2013	2014	2015
<b>Sandisfield, continued</b>						
Avg \$	\$254,071	\$382,057	\$276,751	\$234,881	\$482,200	\$260,598
% Chg Avg	-30.32%	50.37%	55.22%	-20.79%	119.96%	-38.75%
<b>Sheffield</b>						
\$ Sold	\$6,958,500	\$9,680,963	\$11,957,600	\$10,417,500	\$11,550,000	\$13,296,500
% Chg \$	11.20%	39.12%	23.52%	-12.88%	10.87%	15.12%
# Sold	27	33	30	36	27	33
% Chg #	35.00%	22.22%	-9.09%	20.00%	-25.00%	22.22%
Avg \$	\$257,722	\$293,363	\$398,587	\$289,375	\$427,778	\$402,924
% Chg Avg	11.20%	39.12%	23.52%	-12.88%	10.87%	15.12%
<b>Stockbridge</b>						
\$ Sold	\$8,775,000	\$7,025,150	\$14,911,050	\$27,462,700	\$19,081,200	\$15,097,546
% Chg \$	61.90%	-19.94%	112.25%	84.18%	-30.52%	-20.88%
# Sold	22	16	32	43	38	28
% Chg #	57.14%	-27.27%	100.00%	34.38%	-11.63%	-26.32%
Avg \$	\$398,864	\$439,072	\$465,970	\$638,667	\$502,137	\$539,198
% Chg Avg	61.90%	-19.94%	112.25%	84.18%	-30.52%	-20.88%
<b>Tyringham</b>						
\$ Sold	\$2,480,000	\$2,025,000	\$1,895,000	\$1,680,000	\$332,850	\$2,343,000
% Chg \$	801.82%	-18.35%	-6.42%	-11.35%	-80.19%	603.92%
# Sold	5	3	3	3	1	5
% Chg #	400.00%	-40.00%	0.00%	0.00%	-66.67%	400.00%
Avg \$	\$496,000	\$675,000	\$631,667	\$560,000	\$332,850	\$468,600
% Chg Avg	801.82%	-18.35%	-6.42%	-11.35%	-80.19%	603.92%
<b>West Stock.</b>						
\$ Sold	\$6,177,500	\$6,086,300	\$4,399,250	\$7,820,500	\$7,996,000	\$4,185,500
% Chg \$	9.75%	-1.48%	-27.72%	77.77%	2.24%	-47.66%
# Sold	17	16	13	17	16	13
% Chg #	70.00%	-5.88%	-18.75%	30.77%	-5.88%	-18.75%
Avg \$	\$363,382	\$380,394	\$338,404	\$460,029	\$499,750	\$321,962
% Chg Avg	9.75%	-1.48%	-27.72%	77.77%	2.24%	-47.66%
<b>Total \$ Sold</b>	<b>\$128,016,810</b>	<b>\$111,138,574</b>	<b>\$138,468,660</b>	<b>\$156,202,691</b>	<b>\$158,240,200</b>	<b>\$158,631,984</b>
<b>Total % Chg \$</b>	<b>32.85%</b>	<b>-13.18%</b>	<b>24.59%</b>	<b>12.81%</b>	<b>1.30%</b>	<b>0.25%</b>
<b>Total # Sold</b>	<b>313</b>	<b>298</b>	<b>368</b>	<b>393</b>	<b>401</b>	<b>400</b>
<b>Total % Chg #</b>	<b>20.38%</b>	<b>-4.79%</b>	<b>23.49%</b>	<b>6.79%</b>	<b>2.04%</b>	<b>-0.25%</b>
<b>Total Avg \$</b>	<b>\$408,999</b>	<b>\$372,948</b>	<b>\$376,274</b>	<b>\$397,462</b>	<b>\$394,614</b>	<b>\$396,580</b>
<b>Total % Chg Avg</b>	<b>32.85%</b>	<b>-13.18%</b>	<b>24.59%</b>	<b>12.81%</b>	<b>1.30%</b>	<b>0.25%</b>

## 2016 MARKET INDICATORS

Lawrence Yun, chief economist of the National Association of Realtors®, presented his 2016 economic and housing forecast in November 2015. According to Yun, the pent-up demand for buying in recent years finally broke out in a meaningful way in 2015, fueled by sustained job growth in many parts of the country and rising home values giving more homeowners the incentive to sell – a trend that he expects to continue next year.

**“Sales activity in 2016 will once again be primarily driven by the ongoing release of more pent-up sellers finally realizing their equity gains and using it towards the down payment on their next home,” said Yun.**

With demand expected to remain stable through the final two months of the year, Yun forecasts home sales to finish 2015 at a pace of 5.30 million and then expand 3 percent to around 5.45 million in 2016. The national median existing-home price is expected to rise to around 6 percent this year before slightly moderating to around 5 percent in 2016.

**“Rents and home prices are expected to exceed income growth into next year because of the insufficient creation of new home construction and the detrimental impact its inadequacy continues to have on housing costs in several markets,” said Yun. “The real solution to preserving affordability is a substantial ramp-up in housing starts and more homeowners listing their home for sale.”**

Although Yun anticipates further expansion in existing-sales next year, **rising mortgage rates and supply constraints are two likely roadblocks** that have the potential to slow the pace of sales from being even more robust.

Builders are expected to slowly respond to current housing shortages, and there’s still an above-average share of young adults living with their parents. Be on the lookout for a burst of activity in new construction, backed by a labor market at full employment, and pent-up demand from delayed household formation and rising rents.

Yun’s also focused on the difficulty facing first-time buyers, whose participation in the market fell to its lowest share in nearly 30 years.

Age in 2015	First-Time Buyers	Repeat Buyers
18 - 24 years	8%	* (less than 1 percent)
25 - 34 years	58%	13%
35 - 44 years	19%	20%
45 - 54 years	8%	19%
55 - 64 years	5%	22%
65 - 74 years	2%	20%
75 years +	* (less than 1 percent)	6%
<b>Median Age (years)</b>	<b>31 years</b>	<b>53 years</b>

## 2016 MARKET INDICATORS

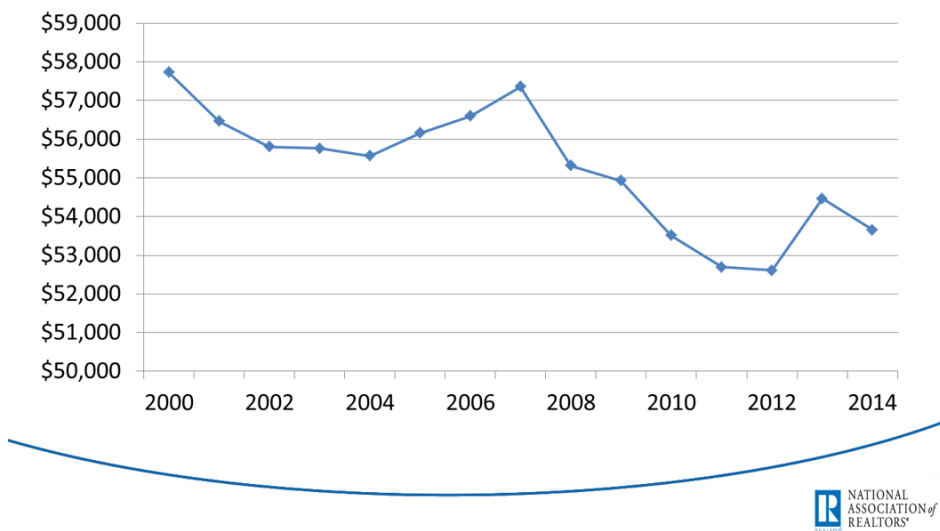
“Even among recently successful first-time buyers, 41 percent have student debt and the typical amount is \$25,000. Repaying this debt amidst flat wage growth and sharp rent increases only makes it more difficult to come up with the cash needed for a down payment,” said Yun. “Their emergence back into the market will be a gradual one, but our data does show that young adults view homeownership as a good financial investment and part of their personal American dream.”

### Difficulty Facing First-time Buyers

- Student loan debt, even among successful first-time home buyers:
  - 41% have student loan debt and typical amount is \$25,000
- No affordable inventory:
  - 51% hardest task is finding the right property
- Competition from vacation buyers and investors
  - Buying similar priced/size homes and paying all cash

Yun anticipates the homeownership rate declining slightly further as the number of new renter households exceeds the share of new homebuyers – as it has at least since 2008. He said the pendulum will likely swing towards a balance of more new homeowners as early as 2017.

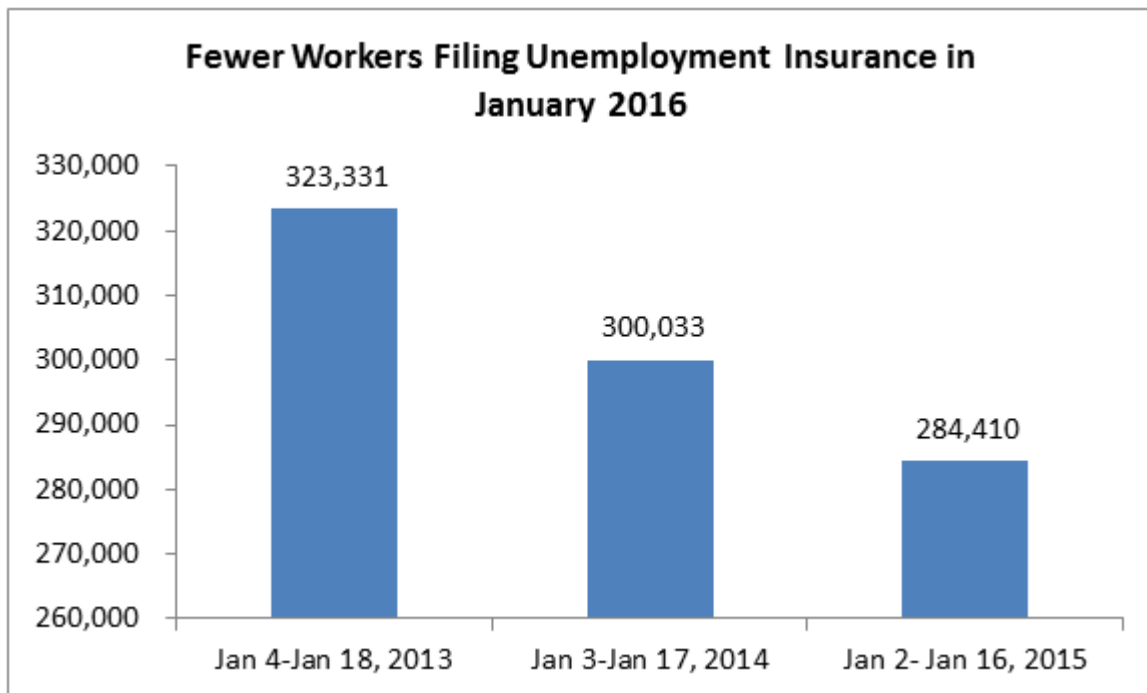
### Median Household Income (Inflation Adjusted)



Millennials outnumber baby boomers by almost 10 percent, and they’re collectively just entering their homebuying years with marriage and children on the horizon. The good news is that most surveys are finding that millennials still want to engage directly with mortgage loan professionals and Realtors® at key times in the buying process. Going forward, both will need to adjust accordingly by further adopting digital processes that make the buying experience easy and accessible for this group of engaged buyers.

## 2016 MARKET INDICATORS

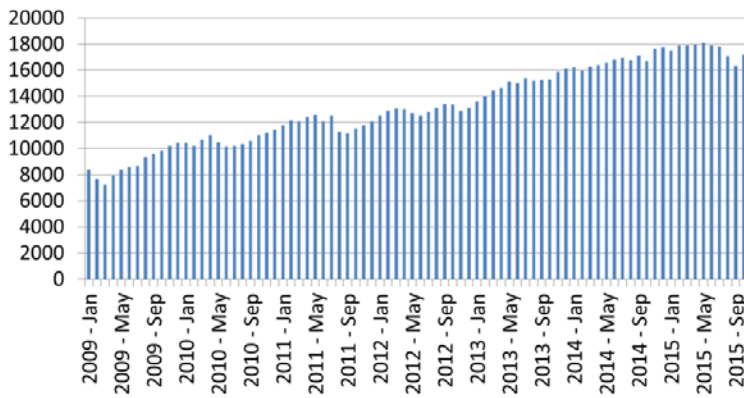
- As has been the case every year since the downturn, Yun remarked that uneven quarterly economic growth will likely keep **Gross Domestic Product** around 2 percent to close out this year, before some acceleration next year, with GDP coming in closer to 3 percent (2.7 percent).
- **Interest Rates?** On the topic of borrowing rates, Yun foresees the U.S. to start slowly entering a rising interest rate environment in coming months, with the Federal Reserve increasing short-term rates in December, and then again in March. He expects mortgage rates gradually moving upward towards 4.5 percent by the end of 2016.
- “Another year of **stronger housing demand** and sales will be driven by **increasing consumer confidence** and **solid job growth** – especially in the states in the West and South that are leading the rest of the pack and will continue to see further job creation,” said Yun. “The one variable to even higher sales will be if supply can keep up enough to keep a lid on prices, especially with mortgage rates on the rise.”
- Job losses continue to decline in 2016. The number of unemployment insurance claims filed in the first three weeks of January 2016 averaged 284,410, a decrease compared to previous years. The average number of jobless claims filed is also below 300,000, a level that is indicative of the normal churning of the job market.



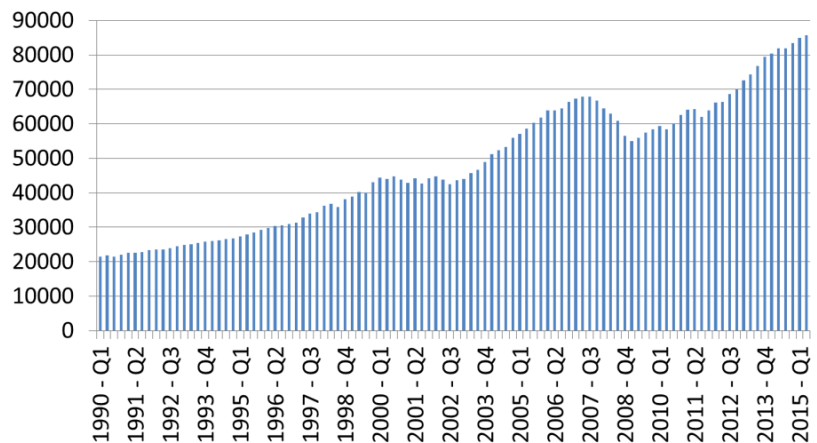
- Given the headwinds coming from **falling oil prices**, NAR projects that the economy will grow at a modest pace that will support 5.34 million of existing home sales in 2016, an increase from the forecasted 5.2 million existing homes sold in 2015.

## Dow Jones Industrial Average

(Doubling since 2009)



## Lifetime Wealth at All-Time High



Report generated by Sandra J. Carroll, Chief Executive Officer, Berkshire County Board of REALTORS, Inc.  
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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.