

CENTRAL BERKSHIRE 2014 AT-A GLANCE

Overall sales in the central part of Berkshire County totaled \$111.1 million dollars and 611 transactions in 2014. Residential sales volume rose by 3% in 2014 in central Berkshire, yet the number of units sold decreased by the same margin 3%, compared to 2013 sales rates. Multifamily home sales increased as well, with over \$6.7 million transacted and 51 units transferred.

Average Days on the Market
138

611
 sales ↓ 4%

89.1
 List-to-Sell Ratio






\$111m
 Sales ↓ 3%

8
 months' supply

\$159,000
 median sale price
\$229,900
 median list price

4.17%
 Avg 30 Yr Mtg Rate in '14

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

-  **Residential Sales Volume \$94.5 Million up 3%**
 Residential # Units Sold 486 down 3%
-  **Multi-family Sales Volume: \$6.7M, up 2%**
 Multi-family # Units Sold: 51 down 2%
-  Condo Sales Volume: \$6.5M, down 38%
 Condo # Units Sold: 29, down 28%
-  Land Sales Volume: \$1.5M, down 41%
 Land # Units Sold: 21, down 5%
-  Commercial Sales Volume: \$1.5M, down 51%
 Commercial # Units Sold: 7, down 46%

Residential sales volume is up 3% and Multifamily sales up 2%. Sale prices continue to rise. Pittsfield, Lanesboro, Richmond, Hancock, Washington and Windsor report gains.



7 out of 10 buyers came from cooperating brokerages: Central Berkshire 2014