

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

CENTRAL BERKSHIRE SALES

	2009	2010	2011	2012	2013	2014
Residential						
\$ Sold	\$77,609,370	\$81,215,620	\$72,882,567	\$89,469,795	\$92,030,359	\$94,468,729
% Chg \$	-14.27%	4.65%	-10.26%	22.76%	2.86%	2.65%
# Sold	407	394	370	449	500	486
% Chg #	-7.29%	-3.19%	-6.09%	21.35%	11.36%	-2.80%
Avg \$	\$190,686	\$206,131	\$196,980	\$199,265	\$184,061	\$194,380
% Chg Avg	-7.53%	8.10%	-4.44%	1.16%	-7.63%	5.61%
Condominium						
\$ Sold	\$4,957,998	\$6,128,136	\$5,409,450	\$6,133,750	\$10,594,255	\$6,548,900
% Chg \$	-40.38%	23.60%	-11.73%	13.39%	72.72%	-38.18%
# Sold	20	32	21	33	40	29
% Chg #	-45.95%	60.00%	-34.38%	57.14%	21.21%	-27.50%
Avg \$	\$247,900	\$191,504	\$257,593	\$185,871	\$264,856	\$225,824
% Chg Avg	10.30%	-22.75%	34.51%	-27.84%	42.49%	-14.74%
MultiFamily						
\$ Sold	\$6,992,405	\$4,224,400	\$5,655,129	\$6,285,118	\$6,568,265	\$6,702,550
% Chg \$	-22.41%	-39.59%	33.87%	11.14%	4.51%	2.04%
# Sold	57	39	49	57	52	51
% Chg #	-9.52%	-31.58%	25.64%	16.33%	-8.77%	-1.92%
Avg \$	\$122,674	\$108,318	\$115,411	\$110,265	\$126,313	\$131,423
% Chg Avg	-14.24%	-11.70%	6.55%	-4.46%	14.55%	4.05%
Lots/Land						
\$ Sold	\$1,331,000	\$2,126,750	\$1,443,900	\$1,206,200	\$2,560,500	\$1,513,750
% Chg \$	-59.98%	59.79%	-32.11%	-16.46%	112.28%	-40.88%
# Sold	12	29	19	18	22	21
% Chg #	-55.56%	141.67%	-34.48%	-5.26%	22.22%	-4.55%
Avg \$	\$110,917	\$73,336	\$75,995	\$67,011	\$116,386	\$72,083
% Chg Avg	-9.96%	-33.88%	3.63%	-11.82%	73.68%	-38.07%
Commercial						
\$ Sold	\$1,034,900	\$995,000	\$853,500	\$3,110,343	\$2,983,000	\$1,475,000
% Chg \$	-81.40%	-3.86%	-14.22%	264.42%	-4.09%	-50.55%
# Sold	4	4	5	11	13	7
% Chg #	-60.00%	0.00%	25.00%	120.00%	18.18%	-46.15%
Avg \$	\$258,725	\$248,750	\$170,700	\$282,758	\$229,462	\$210,714
% Chg Avg	-53.50%	-3.86%	-31.38%	65.65%	-18.85%	-8.17%

CENTRAL BERKSHIRE RESIDENTIAL SALES, PG 1

Residential sales increased a modest 2.65% in dollar volume, similar to the modest increase in 2013 over the 2012 sales pace. There was a decrease of 3% in the number of homes sold, down to 486 sales in 2014 from 500 sales in 2013. Average selling prices rose by almost 6% to \$194,380, or over \$10,000.

Increasing sales in Lanesboro, Richmond, Pittsfield, Washington and Windsor.

Residential	2009	2010	2011	2012	2013	2014
Total \$ Sold	\$77,609,370	\$81,215,620	\$72,882,567	\$89,469,795	\$92,030,359	\$94,468,729
Total % Chg \$	-14.27%	4.65%	-10.26%	22.76%	2.86%	2.65%
Total # Sold	407	394	370	449	500	486
Total % Chg #	-7.29%	-3.19%	-6.09%	21.35%	11.36%	-2.80%
Total Avg \$	\$190,686	\$206,131	\$196,980	\$199,265	\$184,061	\$194,380
Total % Chg Avg	-7.53%	8.10%	-4.44%	1.16%	-7.63%	5.61%

The town-by-town residential highlights are shown below.

Residential	2009	2010	2011	2012	2013	2014
Cheshire						
\$ Sold	\$3,849,400	\$3,180,625	\$3,285,850	\$2,767,050	\$4,233,800	\$2,580,500
% Chg \$	0.53%	-17.37%	3.31%	-15.79%	53.01%	-39.05%
# Sold	20	17	18	19	26	14
% Chg #	25.00%	-15.00%	5.88%	5.56%	36.84%	-46.15%
Avg \$	\$192,470	\$187,096	\$182,547	\$145,634	\$162,838	\$184,321
% Chg Avg	-19.57%	-2.79%	-2.43%	-20.22%	11.81%	13.19%
Dalton						
\$ Sold	\$10,794,400	\$13,189,783	\$10,120,700	\$10,460,470	\$11,064,450	\$10,576,255
% Chg \$	-19.01%	22.19%	-23.27%	3.36%	5.77%	-4.41%
# Sold	53	57	49	54	55	54
% Chg #	-17.19%	7.55%	-14.04%	10.20%	1.85%	-1.82%
Avg \$	\$203,668	\$231,400	\$206,545	\$193,712	\$201,172	\$195,857
% Chg Avg	-2.20%	13.62%	-10.74%	-6.21%	3.85%	-2.64%
Hancock						
\$ Sold	\$1,194,000	\$1,426,150	\$1,605,900	\$689,000	\$1,129,900	\$1,238,900
% Chg \$	-47.79%	19.44%	12.60%	-57.10%	63.99%	9.65%
# Sold	5	7	5	4	3	5
% Chg #	-16.67%	40.00%	-28.57%	-20.00%	-25.00%	66.67%

CENTRAL BERKSHIRE RESIDENTIAL SALES, PG 2

Residential	2009	2010	2011	2012	2013	2014
Avg \$	\$238,800	\$203,736	\$321,180	\$172,250	\$376,633	\$247,780
% Chg Avg	-37.35%	-14.68%	57.65%	-46.37%	118.66%	-34.21%
Hinsdale						
\$ Sold	\$1,770,550	\$4,508,300	\$4,064,850	\$2,452,300	\$3,827,000	\$3,498,100
% Chg \$	-41.04%	154.63%	-9.84%	-39.67%	56.06%	-8.59%
# Sold	10	21	19	12	13	17
% Chg #	-23.08%	110.00%	-9.52%	-36.84%	8.33%	30.77%
Avg \$	\$177,055	\$214,681	\$213,939	\$204,358	\$294,385	\$205,771
% Chg Avg	-23.35%	21.25%	-0.35%	-4.48%	44.05%	-30.10%
Lanesboro						
\$ Sold	\$3,930,100	\$5,828,032	\$4,757,450	\$5,781,900	\$4,769,700	\$6,984,000
% Chg \$	-7.07%	48.29%	-18.37%	21.53%	-17.51%	46.42%
# Sold	19	23	19	26	25	31
% Chg #	0.00%	21.05%	-17.39%	36.84%	-3.85%	24.00%
Avg \$	\$206,847	\$253,393	\$250,392	\$222,381	\$190,788	\$225,290
% Chg Avg	-7.07%	22.50%	-1.18%	-11.19%	-14.21%	18.08%
Peru						
\$ Sold	\$572,200	\$524,000	\$1,348,500	\$983,250	\$1,537,000	\$1,125,000
% Chg \$	-12.64%	-8.42%	157.35%	-27.09%	56.32%	-26.81%
# Sold	6	3	8	6	10	7
% Chg #	100.00%	-50.00%	166.67%	-25.00%	66.67%	-30.00%
Avg \$	\$95,367	\$174,667	\$168,563	\$163,875	\$153,700	\$160,714
% Chg Avg	-56.32%	83.15%	-3.49%	-2.78%	-6.21%	4.56%
Pittsfield						
\$ Sold	\$49,138,806	\$45,940,130	\$44,587,817	\$53,899,975	\$55,270,609	\$57,474,674
% Chg \$	-8.64%	-6.51%	-2.94%	20.88%	2.54%	3.99%
# Sold	275	247	241	300	335	322
% Chg #	-6.78%	-10.18%	-2.43%	24.48%	11.67%	-3.88%
Avg \$	\$178,687	\$185,992	\$185,012	\$179,667	\$164,987	\$178,493
% Chg Avg	-1.99%	4.09%	-0.53%	-2.89%	-8.17%	8.19%

CENTRAL BERKSHIRE RESIDENTIAL SALES, PG 3

Residential	2009	2010	2011	2012	2013	2014
Richmond						
\$ Sold	\$4,816,500	\$4,315,000	\$1,367,000	\$9,717,050	\$7,446,000	\$7,568,300
% Chg \$	-30.52%	-10.41%	-68.32%	610.83%	-23.37%	1.64%
# Sold	13	8	4	16	19	19
% Chg #	0.00%	-38.46%	-50.00%	300.00%	18.75%	0.00%
Avg \$	\$370,500	\$539,375	\$341,750	\$607,316	\$391,895	\$398,332
% Chg Avg	-30.52%	45.58%	-36.64%	77.71%	-35.47%	1.64%
Washington						
\$ Sold	\$418,914	\$857,000	\$757,000	\$824,900	\$860,000	\$1,332,000
% Chg \$	40.11%	104.58%	-11.67%	8.97%	4.26%	54.88%
# Sold	2	4	2	3	5	6
% Chg #	100.00%	100.00%	-50.00%	50.00%	66.67%	20.00%
Avg \$	\$209,457	\$214,250	\$378,500	\$274,967	\$172,000	\$222,000
% Chg Avg	-29.95%	2.29%	76.66%	-27.35%	-37.45%	29.07%
Windsor						
\$ Sold	\$1,124,500	\$1,446,600	\$987,500	\$1,893,900	\$1,891,900	\$2,091,000
% Chg \$	-48.49%	28.64%	-31.74%	91.79%	-0.11%	10.52%
# Sold	4	7	5	9	9	11
% Chg #	-55.56%	75.00%	-28.57%	80.00%	0.00%	22.22%
Avg \$	\$281,125	\$206,657	\$197,500	\$210,433	\$210,211	\$190,091
% Chg Avg	15.90%	-26.49%	-4.43%	6.55%	-0.11%	-9.57%