Berkshire REALTORS®
And Multiple Listing Service, Inc.

BERKSHIRE COUNTY REAL ESTATE SALES
JANUARY – SEPTEMBER 2026 Q3

Market Analysis: Residential sales rose 6% to 909 through September, while dollar volume increased 15% to $486 million. Sales increased in all three regions. North Berkshire recorded a small decline in dollar volume, while Middle and South Berkshire posted gains. The countywide median reached $375,000, up 4% from $360,000. Average days on market increased from 96 to 104. Town and price-range results vary, so local comparisons remain essential. Active and pending figures below are totals from the supplied regional reports; snapshot dates and absorption are awaiting confirmation.

Average Days on the Market
104
Up from 96 LY Q3

909
Homes Sold
up 6% | 860 last year
January–September 2026

94%
List-to-Sell Ratio

$486M
home sales
↑15%
Last year $422M

Largest Price Range
$500–$749K
For Sales
$500–$749K
For Active Listings*

Active listings*
532
Report total

↑ 4%
$375,000
median sale price
$360,000
median last year price

Mortgage rate
The 30-year fixed-7.4% up from 6.27% last year

Residential volume: $486.0M, up 15%
Residential sales: 909, up 6%

Multifamily volume: $33.7M, down 16%
Multifamily sales: 108, down from 137

Condo volume: $44.2M, down 27%
Condo sales: 103, down from 119

Land volume: $10.0M, down 19%
Land sales: 75, down from 77

5.26
Absorption
countywide

100
Pending listings*
At report time, compared to 125 last year

81%
Different listing and selling agency names
Residential sales

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