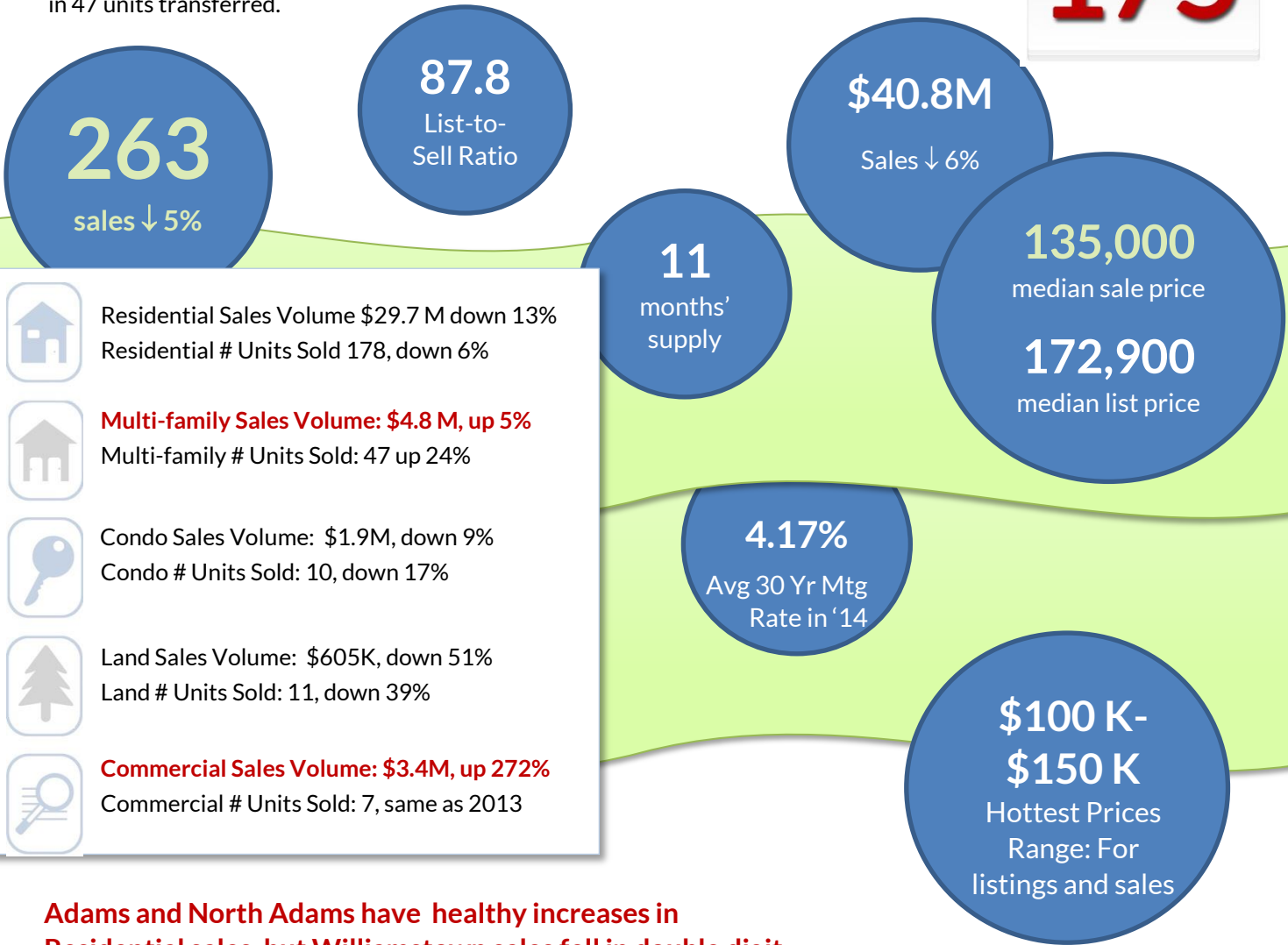


## NORTH BERKSHIRE 2014 AT-A-GLANCE

Overall sales in the northern part of Berkshire County totaled \$40.8 million dollars and 263 transactions in 2014. Residential sales declined in 2014 in northern Berkshire, both in the number of units sold and the dollar volume transacted, compared to 2013 sales rates. Average selling price also declined by approximately 7%. Multifamily home sales increased during the same period compared to 2013, with over \$4.8 million transacted in 47 units transferred.

Average Days on the Market  
**175**



**Adams and North Adams have healthy increases in Residential sales, but Williamstown sales fell in double digit percentages of both volume and units.**



**6 out of 10 buyers came from cooperating brokerages: North Berkshire 2014**

## NORTHERN BERKSHIRE SALES

North	2009	2010	2011	2012	2013	2014
<b>Residential</b>						
\$ Sold	\$30,133,532	\$33,036,350	\$27,911,975	\$37,927,603	\$34,200,181	\$29,784,865
% Chg \$	-13.47%	9.63%	-15.51%	35.88%	-9.83%	-12.91%
# Sold	154	169	160	207	190	178
% Chg #	-8.33%	9.74%	-5.33%	29.38%	-8.21%	-6.32%
Avg \$	\$195,672	\$195,481	\$174,450	\$183,225	\$180,001	\$167,331
% Chg Avg	-5.61%	-0.10%	-10.76%	5.03%	-1.76%	-7.04%
<b>Condominium</b>						
\$ Sold	\$1,771,431	\$1,328,000	\$857,050	\$2,296,400	\$2,156,000	\$1,952,788
% Chg \$	-10.66%	-25.03%	-35.46%	167.94%	-6.11%	-9.43%
# Sold	8	8	5	14	12	10
% Chg #	-27.27%	0.00%	-37.50%	180.00%	-14.29%	-16.67%
Avg \$	\$221,429	\$166,000	\$171,410	\$164,029	\$179,667	\$195,279
% Chg Avg	22.84%	-25.03%	3.26%	-4.31%	9.53%	8.69%
<b>MultiFamily</b>						
\$ Sold	\$3,658,100	\$4,122,100	\$2,326,250	\$1,575,900	\$4,558,105	\$4,800,650
% Chg \$	-20.52%	12.68%	-43.57%	-32.26%	189.24%	5.32%
# Sold	35	38	29	24	38	47
% Chg #	-16.67%	8.57%	-23.68%	-17.24%	58.33%	23.68%
Avg \$	\$104,517	\$108,476	\$80,216	\$65,663	\$119,950	\$102,141
% Chg Avg	-4.62%	3.79%	-26.05%	-18.14%	82.68%	-14.85%
<b>Lots/Land</b>						
\$ Sold	\$804,400	\$2,346,101	\$452,000	\$1,085,000	\$1,236,500	\$605,400
% Chg \$	-58.88%	191.66%	-80.73%	140.04%	13.96%	-51.04%
# Sold	8	19	4	13	18	11
% Chg #	-33.33%	137.50%	-78.95%	225.00%	38.46%	-38.89%
Avg \$	\$100,550	\$123,479	\$113,000	\$83,462	\$68,694	\$55,036
% Chg Avg	-38.33%	22.80%	-8.49%	-26.14%	-17.69%	-19.88%
<b>Commercial</b>						
\$ Sold	\$1,558,500	\$962,500	\$3,325,000	\$2,510,650	\$922,000	\$3,431,000
% Chg \$	-74.15%	-38.24%	245.45%	-24.49%	-63.28%	272.13%
# Sold	6	6	10	12	7	7
% Chg #	-40.00%	0.00%	66.67%	20.00%	-41.67%	0.00%
Avg \$	\$259,750	\$160,417	\$332,500	\$209,221	\$131,714	\$490,143
% Chg Avg	-56.91%	-38.24%	107.27%	-37.08%	-37.05%	272.13%

## NORTHERN BERKSHIRE RESIDENTIAL SALES BY TOWN

Residential sales declined in 2014 in northern Berkshire, both in the number of units sold and the dollar volume transacted. Average selling price also declined by approximately 7%. It should be noted that sales of multifamily homes increased during the same period compared to 2013.

Residential	2009	2010	2011	2012	2013	2014
<b>Total \$ Sold</b>	<b>\$30,133,532</b>	<b>\$33,036,350</b>	<b>\$27,911,975</b>	<b>\$37,927,603</b>	<b>\$34,200,181</b>	<b>\$29,784,865</b>
<b>Total % Chg \$</b>	<b>-13.47%</b>	<b>9.63%</b>	<b>-15.51%</b>	<b>35.88%</b>	<b>-9.83%</b>	<b>-12.91%</b>
<b>Total # Sold</b>	<b>154</b>	<b>169</b>	<b>160</b>	<b>207</b>	<b>190</b>	<b>178</b>
<b>Total % Chg #</b>	<b>-8.33%</b>	<b>9.74%</b>	<b>-5.33%</b>	<b>29.38%</b>	<b>-8.21%</b>	<b>-6.32%</b>
<b>Total Avg \$</b>	<b>\$195,672</b>	<b>\$195,481</b>	<b>\$174,450</b>	<b>\$183,225</b>	<b>\$180,001</b>	<b>\$167,331</b>
<b>Total % Chg Avg</b>	<b>-5.61%</b>	<b>-0.10%</b>	<b>-10.76%</b>	<b>5.03%</b>	<b>-1.76%</b>	<b>-7.04%</b>

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

Residential	2009	2010	2011	2012	2013	2014
<b>Adams</b>						
\$ Sold	\$5,634,837	\$5,698,900	\$7,121,900	\$7,279,900	\$6,503,730	\$7,039,249
% Chg \$	-9.88%	1.14%	24.97%	2.22%	-10.66%	8.23%
# Sold	42	44	51	61	54	56
% Chg #	-4.55%	4.76%	15.91%	19.61%	-11.48%	3.70%
Avg \$	\$134,163	\$129,520	\$139,645	\$119,343	\$120,439	\$125,701
% Chg Avg	-5.59%	-3.46%	7.82%	-14.54%	0.92%	4.37%
<b>Clarksburg</b>						
\$ Sold	\$1,168,770	\$1,602,650	\$660,000	\$2,226,500	\$1,584,500	\$1,096,575
% Chg \$	-23.66%	37.12%	-58.82%	237.35%	-28.83%	-30.79%
# Sold	8	11	4	14	13	10
% Chg #	-20.00%	37.50%	-63.64%	250.00%	-7.14%	-23.08%
Avg \$	\$146,096	\$145,695	\$165,000	\$159,036	\$121,885	\$109,658
% Chg Avg	-4.57%	-0.27%	13.25%	-3.61%	-23.36%	-10.03%
<b>Florida</b>						
\$ Sold	\$435,000	\$418,000	\$206,700	\$810,000	\$351,500	\$493,000
% Chg \$	29.08%	-3.91%	-50.55%	291.87%	-56.60%	40.26%
# Sold	4	3	2	5	3	3
% Chg #	33.33%	-25.00%	-33.33%	150.00%	-40.00%	0.00%
Avg \$	\$108,750	\$139,333	\$103,350	\$162,000	\$117,167	\$164,333
% Chg Avg	-3.19%	28.12%	-25.83%	56.75%	-27.67%	40.26%

## NORTHERN BERKSHIRE RESIDENTIAL SALES, PAGE 2

Residential	2009	2010	2011	2012	2013	2014
<b>North Adams</b>						
\$ Sold	\$7,727,525	\$7,613,150	\$6,995,850	\$8,310,362	\$7,442,975	\$8,308,788
% Chg \$	5.23%	-1.48%	-8.11%	18.79%	-10.44%	11.63%
# Sold	60	64	61	73	62	70
% Chg #	1.69%	6.67%	-4.69%	19.67%	-15.07%	12.90%
Avg \$	\$128,792	\$118,955	\$114,686	\$113,841	\$120,048	\$118,697
% Chg Avg	3.47%	-7.64%	-3.59%	-0.74%	5.45%	-1.13%
<b>Savoy</b>						
\$ Sold	\$776,000	\$297,000	\$395,000	\$463,000	\$1,078,800	\$258,900
% Chg \$	89.96%	-61.73%	33.00%	17.22%	133.00%	-76.00%
# Sold	5	2	2	3	6	2
% Chg #	150.00%	-60.00%	0.00%	50.00%	100.00%	-66.67%
Avg \$	\$155,200	\$148,500	\$197,500	\$154,333	\$179,800	\$129,450
% Chg Avg	-24.01%	-4.32%	33.00%	-21.86%	16.50%	-28.00%
<b>Williamstown</b>						
\$ Sold	\$14,337,400	\$17,406,650	\$12,045,025	\$18,837,841	\$16,903,676	\$12,238,353
% Chg \$	-22.86%	21.41%	-30.80%	56.40%	-10.27%	-27.60%
# Sold	34	45	37	51	51	36
% Chg #	-30.61%	32.35%	-17.78%	37.84%	0.00%	-29.41%
Avg \$	\$421,688	\$386,814	\$325,541	\$369,369	\$331,445	\$339,954
% Chg Avg	11.17%	-8.27%	-15.84%	13.46%	-10.27%	2.57%