

## 2016 NORTH BERKSHIRE 2ND QUARTER AT-A-GLANCE

Average Days  
on the Market

**193**

With mixed sales rates, northern Berkshire on average reported sales increasing in the residential market by 17% and modest gains year to date in multi-family and condo sales. All three markets have decreasing average sale prices so the dollar volume transacted is not as high as would be expected by the increased number of sales. The average days on the market is less than the first quarter, with an average of 193 days from list to close.

**143 sales**  
↑ 8%

**88%**  
List-to-Sell  
Ratio

**\$20.8M**  
sales, ↓ 3%

**11**  
months'  
supply

**\$140,225**  
median sale price  
**\$149,900**  
median list price



**Residential Sales Volume \$17.4 M up 5%**  
**Residential # Units Sold 104, up 17%**



Multi-family Sales Volume: \$1.3 M, down 27%  
**Multi-family # Units Sold: 19, up 6%**



Condo Sales Volume: \$1.1 M, down 5%  
**Condo # Units Sold: 7, up 17%**



Land Sales Volume: \$443 K, down 43%  
Land # Units Sold: 10, down 10%



Commercial Sales Volume: \$608 K, down 49%  
Commercial # Units Sold: 3, down 50%

**3.44%**  
↓ from 4.05%  
Avg 30 1st  
MtgRate '15

**198 Homes  
for Sale**

**53%**  
sales were w/  
co-brokers,  
47% in-house.

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

**75**  
sales  
pending