



## 2025 First Quarter Market Watch Report



# Market Watch

## Berkshire County, MA Real Estate Sales

**Berkshire County MA - Nestled in the beautiful hills of western Massachusetts**

This report was written by Sandra J. Carroll, Chief Executive Officer. Information is believed to be accurate but is not warranted. Data and statistics pulled from the REALTOR'S® MLS database of properties listed for sale and sold through the services of a real estate firm holding membership. Statistics account for REALTOR® assisted sales and transfers in Berkshire County, Massachusetts. Berkshire REALTOR® Members are encouraged to share this information with clients and customers to promote awareness of market trends and foster informed decisions.

*Phone: (413) 442-8049 | 99 West St, Suite 200, Pittsfield, MA 01201 | [AtHomeInTheBerkshires.com](http://AtHomeInTheBerkshires.com) | [BerkshireRealtors.net](http://BerkshireRealtors.net)  
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#### YTD Change: # of Sales

Residential	+9%
Multi-Family	-36%
Condominium	+3%
Mobile Home	-40%
Land	-12%
Commercial	+13%
<b>Grand Total</b>	<b>-2%</b>

## 2025 1st Quarter Market Watch

### January – March Sales Comparison

#### Residential Sales Up 9% with dollar volume up 16%

In the first quarter of 2025, the number of all real estate sales retracted 2% to 320 units sold, but rose 7% in the dollar volume transacted. These transactions accounted for nearly \$138 million dollars of residential, condo, multifamily, mobile home, land and commercial deed transfers. This is a high since the peak in 2022.

Notably, the sales of single-family residential homes, condos and commercial properties improved in the first quarter of 2025 when compared to last year, but multifamily, mobile home, and land sales fell. Residential sales improved in all regions of the county. The number of real estate sales during the 1st quarter is below pre-pandemic rates comparatively, but dollar volume is tracking higher. A lack of available inventory remains an issue in the residential home market.

Residential 1 Qtrs	2020	2021	2022	2023	2024	2025
# Sold	243	282	280	197	200	217
% Chg #	17%	16%	-1%	-30%	2%	9%
\$ Sold	\$72,577,140	\$111,223,859	\$123,008,476	\$75,690,888	\$88,815,926	\$102,965,609
% Chg \$	40%	53%	11%	-38%	17%	16%

The 217 residential sales in the first quarter of this year reflected an increase of 16% in dollar volume to almost \$103 million dollars and rose 9% in the number of home sales when comparing the sales rate to last year. The residential sales pace in the first quarter of 2025 rose in all parts of the Berkshires, with increases in the number of sales, the dollar volume of those transactions and the average selling price of single-family homes.

Residential 1 Qtrs	2020	2021	2022	2023	2024	2025
<b>North</b>						
# Sold	63	76	77	62	55	63
% Chg #	50%	21%	1%	-19%	-11%	15%
\$ Sold	\$10,891,585	\$16,693,158	\$24,180,227	\$13,531,700	\$18,661,450	\$26,495,349
% Chg \$	49%	53%	45%	-44%	38%	42%
<b>Central</b>						
# Sold	138	153	151	103	111	119
% Chg #	5%	11%	-1%	-32%	8%	7%
\$ Sold	\$37,245,055	\$52,500,275	\$67,444,049	\$38,650,338	\$45,177,116	\$49,591,400
% Chg \$	25%	41%	28%	-43%	17%	10%
<b>South</b>						
# Sold	42	53	52	32	34	35
% Chg #	24%	26%	-2%	-38%	6%	3%
\$ Sold	\$24,440,500	\$42,030,426	\$31,384,200	\$23,508,850	\$24,977,360	\$26,878,860
% Chg \$	67%	72%	-25%	-25%	6%	8%



## Regional Breakdowns: All Sales

When looking at the overall real estate market in Berkshire County, there is stability in all regions, with very slight variations in the number of sales and very similar dollar volume transacted overall. North county sales did decrease slightly but rose \$8 million in dollar volume.

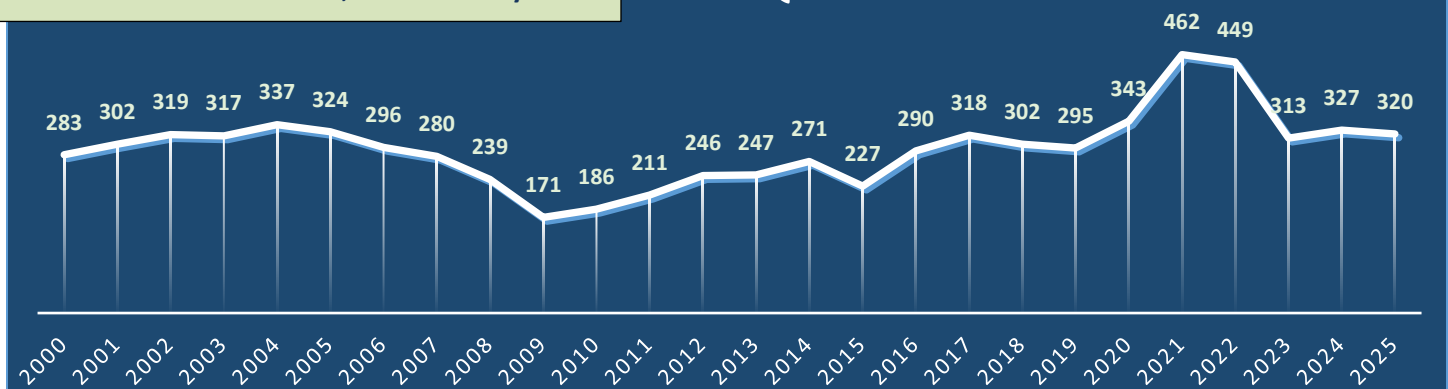
Residential, multifamily, mobile home, condos and commercial properties.

Qtr 1 – All Sales	2020	2021	2022	2023	2024	2025
<b>North Registry</b>						
# Sold	83	144	137	102	97	94
\$ Sold	\$13,030,835	\$28,250,768	\$36,891,138	\$25,537,793	\$28,331,850	\$36,677,644
<b>Middle Registry</b>						
# Sold	202	233	237	165	183	179
\$ Sold	\$57,819,305	\$76,713,725	\$91,757,899	\$64,368,038	\$68,935,547	\$68,611,600
<b>South Registry</b>						
# Sold	58	85	75	46	47	47
\$ Sold	\$28,678,000	\$52,144,437	\$36,857,950	\$28,518,000	\$31,242,860	\$32,368,760
<b>Total # Sold</b>	<b>343</b>	<b>462</b>	<b>449</b>	<b>313</b>	<b>327</b>	<b>320</b>
<b>Total \$ Sold</b>	<b>\$99,528,140</b>	<b>\$157,108,930</b>	<b>\$165,506,987</b>	<b>\$118,423,831</b>	<b>\$128,510,257</b>	<b>\$137,658,004</b>

## Graphical Representation of All Sales:

Northern Berkshire: 94 sales, down 3% from 97  
 Middle Berkshire: 179 sales, down 2% from 183  
 Southern Berkshire: 47 sales, same as last year

## HISTORICAL BERKSHIRE COUNTY 1st QUARTER REAL ESTATE SALES



## Residential Sales At-a-Glance: Year Comparison

9% increase in  
dollar volume  
transacted, with  
\$103 million in  
homes sold.

January –March	# of Homes Sold			\$ of Homes Sold		
Residential 1 <sup>st</sup> Qtr	2024	2025	Chg	2024	2025	Chg
<b>North</b>	<b>55</b>	<b>63</b>	<b>15%</b>	<b>\$18,661,450</b>	<b>\$26,495,349</b>	<b>42%</b>
Adams	6	8	33%	\$1,336,900	\$2,367,000	77%
Cheshire	5	7	40%	\$1,529,400	\$2,478,550	62%
Clarksburg	3	3	0%	\$1,066,750	\$1,705,000	60%
Florida	4	0		\$959,000	\$0	
Hancock	3	2	-33%	\$1,407,000	\$730,000	-48%
Lanesborough	6	8	33%	\$2,389,500	\$3,100,000	30%
New Ashford	2	0		\$1,401,000	\$0	
North Adams	16	18	13%	\$3,405,500	\$3,925,000	15%
Savoy	1	0		\$329,900	\$0	
Williamstown	6	17	183%	\$3,096,500	\$12,189,799	294%
Windsor	3	0		\$1,740,000	\$0	
<b>Central</b>	<b>111</b>	<b>119</b>	<b>7%</b>	<b>\$45,177,116</b>	<b>\$49,591,400</b>	<b>10%</b>
Becket	4	11	175%	\$1,408,400	\$5,658,000	302%
Dalton	9	13	44%	\$2,947,500	\$4,664,800	58%
Hinsdale	5	1	-80%	\$1,759,000	\$264,900	-85%
Lee	12	7	-42%	\$5,121,900	\$2,858,000	-44%
Lenox	7	6	-14%	\$8,614,018	\$3,675,000	-57%
Otis	5	5	0%	\$1,191,000	\$2,492,500	109%
Peru	1	2	100%	\$499,000	\$765,000	53%
Pittsfield	56	67	20%	\$16,053,548	\$22,768,200	42%
Richmond	4	2	-50%	\$2,462,000	\$2,825,000	15%
Stockbridge	6	4	-33%	\$4,031,750	\$3,245,000	-20%
Tyringham	1	1	0%	\$625,000	\$375,000	-40%
Washington	1	0		\$464,000	\$0	
<b>South</b>	<b>34</b>	<b>35</b>	<b>3%</b>	<b>\$24,977,360</b>	<b>\$26,878,860</b>	<b>8%</b>
Alford	0	1		\$0	\$720,000	
Egremont	4	5	25%	\$6,013,500	\$5,903,000	-2%
Great Barrington	9	13	44%	\$5,457,960	\$9,144,250	68%
Monterey	3	3	0%	\$3,880,000	\$2,655,960	-32%
Mt Washington	0	1		\$0	\$274,000	
New Marlborough	5	4	-20%	\$4,571,000	\$3,550,000	-22%
Sandisfield	3	2	-33%	\$945,000	\$2,163,000	129%
Sheffield	8	6	-25%	\$2,934,900	\$2,468,650	-16%
West Stockbridge	2	0		\$1,175,000	\$0	
<b>Grand Total</b>	<b>200</b>	<b>217</b>	<b>9%</b>	<b>\$88,815,926</b>	<b>\$102,965,609</b>	<b>16%</b>

### At-A-Glance Year-to-Year Comparison

Overall, the residential market reported healthy gains over the previous year first quarter sales, as predicted by our year end pending data. While residential sales in all regions showed improvement, the northern Berkshire marketplace had double digit gains in both the number of home sales and the dollar volume transacted.

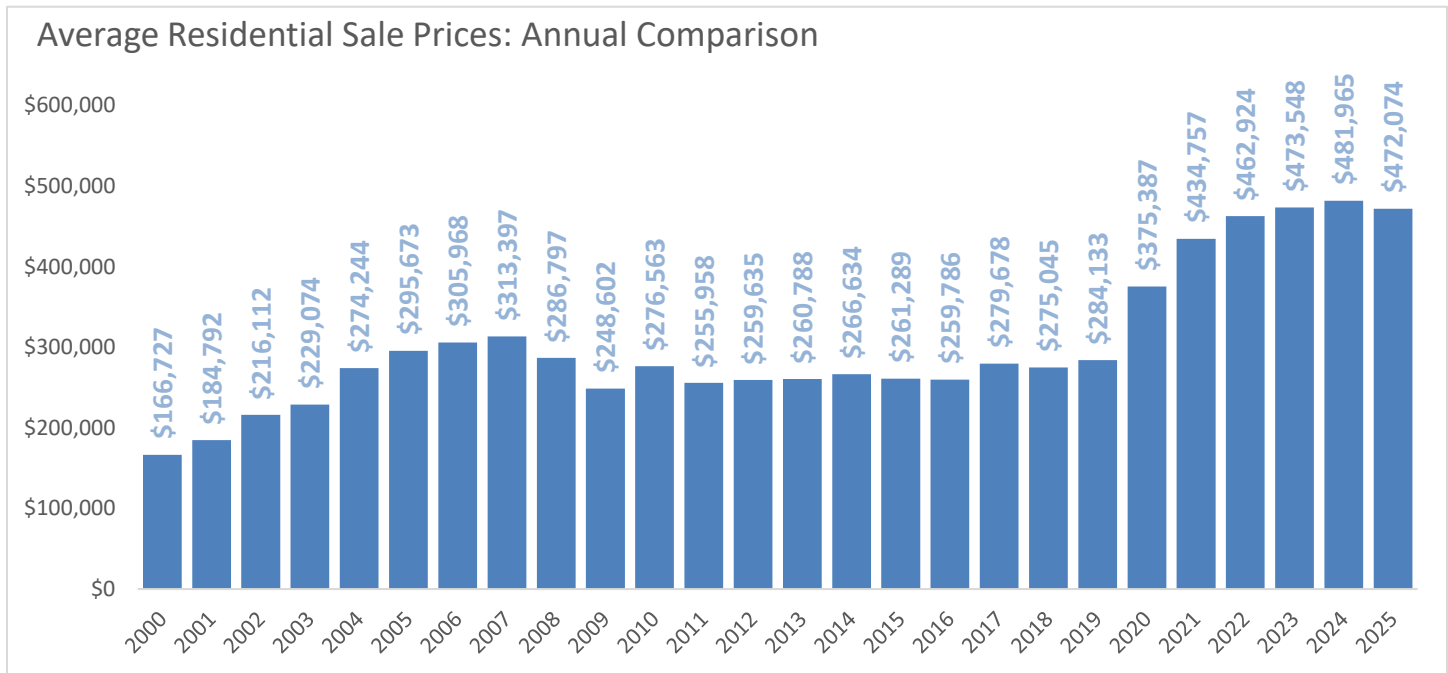
Middle and south Berkshire sales increases were healthy but more modest/

Adams, Cheshire, Lanesborough and Williamstown sales soared considerably over the previous year during the first quarter. Williamstown sales were the highlight of the region!

In the middle registry area, Becket and Otis struggled in the first quarter of 2024 but rebounded heartily in 2025. Lee sales struggled in the first quarter, while Dalton, Pittsfield home sales showed great growth from previous.

Great Barrington recorded a rising market compared to 2024, Sheffield's market retracted this quarter, and the rest of the region had mixed sales rates.

## Home Sale Appreciation Overview



1 <sup>st</sup> Qt Residential	2024	2025	% Chg
<b>North Registry</b>	<b>\$339,299</b>	<b>\$420,561</b>	<b>24%</b>
Adams	\$222,817	\$295,875	33%
Cheshire	\$305,880	\$354,079	16%
Clarksburg	\$355,583	\$568,333	60%
Florida	\$239,750	--	--
Hancock	\$469,000	\$365,000	-22%
Lanesborough	\$398,250	\$387,500	-3%
New Ashford	\$700,500	--	--
North Adams	\$212,844	\$218,056	2%
Savoy	\$329,900	--	--
Williamstown	\$516,083	\$717,047	39%
Windsor	\$580,000	--	--
<b>Middle Registry</b>	<b>\$407,001</b>	<b>\$416,734</b>	<b>2%</b>
Becket	\$352,100	\$514,364	46%
Dalton	\$327,500	\$358,831	10%
Hinsdale	\$351,800	\$264,900	-25%
Lee	\$426,825	\$408,286	-4%
Lenox	#####	\$612,500	-50%
Otis	\$238,200	\$498,500	109%
Peru	\$499,000	\$382,500	-23%

	2022	2023	% Chg
<b>Middle, continued</b>			
Pittsfield	\$286,671	\$339,824	19%
Richmond	\$615,500	\$1,412,500	129%
Stockbridge	\$671,958	\$811,250	21%
Tyringham	\$625,000	\$375,000	-40%
Washington	\$464,000	--	--
<b>South Registry</b>	<b>\$734,628</b>	<b>\$767,967</b>	<b>5%</b>
Alford	\$0	\$720,000	--
Egremont	\$1,503,375	\$1,180,600	-21%
Great Barrington	\$606,440	\$703,404	16%
Monterey	\$1,293,333	\$885,320	-32%
Mt Washington	\$0	\$274,000	--
New Marlborough	\$914,200	\$887,500	-3%
Sandisfield	\$315,000	\$1,081,500	243%
Sheffield	\$366,863	\$411,442	12%
West Stockbridge	\$587,500	\$0	--
<b>Grand Total</b>	<b>\$444,080</b>	<b>\$474,496</b>	<b>7%</b>

Residential Average Sale Prices

## Summary Statistics

### Summary Statistics

	Mar-25	Mar-24	% Chg	2025 YTD	2024 YTD	% Chg
Absorption Rate	2.38	2.66	-10.53	2.65	2.68	-1.12
Average List Price	\$980,689	\$1,041,640	-5.85	\$814,543	\$813,067	0.18
Median List Price	\$592,000	\$549,500	7.73	\$450,000	\$419,000	7.40
Average Sale Price	\$550,791	\$433,770	26.98	\$475,787	\$443,975	7.17
Median Sale Price	\$370,250	\$331,500	11.69	\$345,000	\$320,000	7.81
Average ADOM	111	121	-8.26	105	148	-29.05
Median ADOM	94	110	-14.55	89	85	4.71

## Residential PRICE Range Report: Sold and Pending March 2024

### Sold Listings

	This Month			Year to Date		
	2025	2024	% Chg	2025	2024	% Chg
0-99,999	0	0	0.0	1	3	-66.7
100,000-149,999	1	1	0.0	7	13	-46.2
150,000-199,999	1	6	-83.3	13	11	18.2
200,000-249,999	5	9	-44.4	27	29	-6.9
250,000-299,999	11	11	0.0	36	31	16.1
300,000-399,999	13	9	44.4	51	33	54.5
400,000-499,999	7	11	-36.4	19	26	-26.9
500,000-599,999	3	4	-25.0	14	19	-26.3
600,000-699,999	3	3	0.0	10	13	-23.1
700,000-799,999	3	2	50.0	11	4	175.0
800,000-899,999	0	2	-100.0	4	2	100.0
900,000-999,999	1	2	-50.0	3	4	-25.0
1,000,000-1,999,999	5	1	400.0	16	7	128.6
2,000,000-2,999,999	2	1	100.0	2	3	-33.3
3,000,000-4,999,999	0	0	0.0	1	1	0.0
5,000,000+	0	0	0.0	0	0	0.0
Totals	55	62	-11.3	215	199	8.0

### Pending Listings

	This Month			Year to Date		
	2025	2024	% Chg	2025	2024	% Chg
0-99,999	0	0	0.0	3	1	200.0
100,000-149,999	4	3	33.3	6	7	-14.3
150,000-199,999	3	4	-25.0	11	14	-21.4
200,000-249,999	6	11	-45.5	21	26	-19.2
250,000-299,999	20	9	122.2	48	33	45.5
300,000-399,999	12	24	-50.0	41	49	-16.3
400,000-499,999	7	11	-36.4	21	30	-30.0
500,000-599,999	5	5	0.0	22	17	29.4
600,000-699,999	4	3	33.3	9	7	28.6
700,000-799,999	2	2	0.0	9	5	80.0
800,000-899,999	2	2	0.0	6	5	20.0
900,000-999,999	3	0	N/A	4	2	100.0
1,000,000-1,999,999	5	2	150.0	9	6	50.0
2,000,000-2,999,999	1	1	0.0	1	3	-66.7
3,000,000-4,999,999	2	0	N/A	2	0	N/A
5,000,000+	0	0	0.0	0	0	0.0
Totals	76	77	-1.3	213	205	3.9

## Residential PRICE Range Report: Active and New March 2024

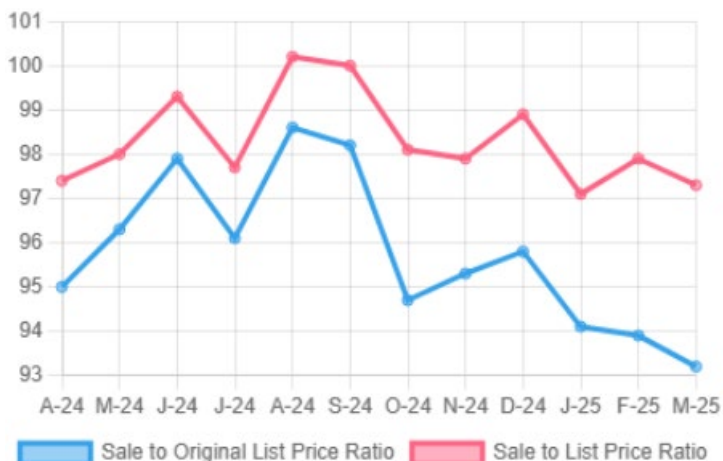
### Active Listings

	This Month			Year to Date		
	2025	2024	% Chg	2025	2024	% Chg
0-99,999	0	5	-100.0	4	9	-55.6
100,000-149,999	3	15	-80.0	8	24	-66.7
150,000-199,999	5	8	-37.5	17	22	-22.7
200,000-249,999	10	18	-44.4	35	48	-27.1
250,000-299,999	22	18	22.2	75	57	31.6
300,000-399,999	36	36	0.0	89	80	11.3
400,000-499,999	19	20	-5.0	55	50	10.0
500,000-599,999	24	19	26.3	56	43	30.2
600,000-699,999	16	22	-27.3	30	30	0.0
700,000-799,999	13	12	8.3	23	17	35.3
800,000-899,999	9	10	-10.0	16	17	-5.9
900,000-999,999	11	9	22.2	19	12	58.3
1,000,000-1,999,999	42	28	50.0	60	47	27.7
2,000,000-2,999,999	5	11	-54.5	14	15	-6.7
3,000,000-4,999,999	9	10	-10.0	13	12	8.3
5,000,000+	4	7	-42.9	6	9	-33.3
Totals	228	248	-8.1	520	492	5.7

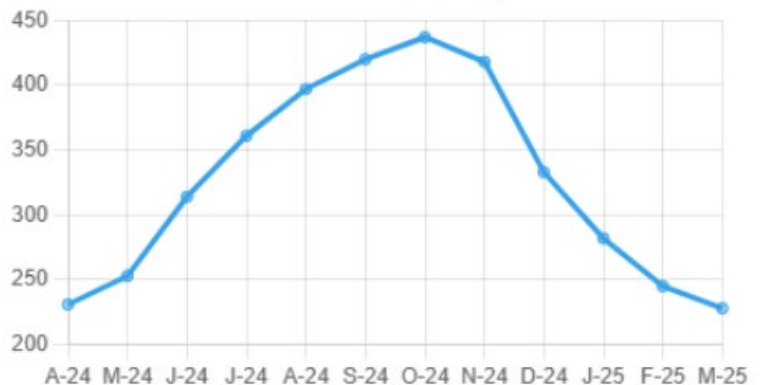
### New Listings

	This Month			Year to Date		
	2025	2024	% Chg	2025	2024	% Chg
0-99,999	1	1	0.0	3	3	0.0
100,000-149,999	3	7	-57.1	7	13	-46.2
150,000-199,999	4	4	0.0	9	13	-30.8
200,000-249,999	4	18	-77.8	16	30	-46.7
250,000-299,999	17	9	88.9	44	29	51.7
300,000-399,999	14	18	-22.2	42	40	5.0
400,000-499,999	12	11	9.1	24	29	-17.2
500,000-599,999	10	5	100.0	25	16	56.3
600,000-699,999	7	8	-12.5	15	13	15.4
700,000-799,999	2	2	0.0	6	4	50.0
800,000-899,999	4	2	100.0	6	7	-14.3
900,000-999,999	6	2	200.0	8	4	100.0
1,000,000-1,999,999	5	10	-50.0	12	18	-33.3
2,000,000-2,999,999	7	1	600.0	8	3	166.7
3,000,000-4,999,999	1	2	-50.0	3	6	-50.0
5,000,000+	0	1	-100.0	1	1	0.0
Totals	97	101	-4.0	229	229	0.0

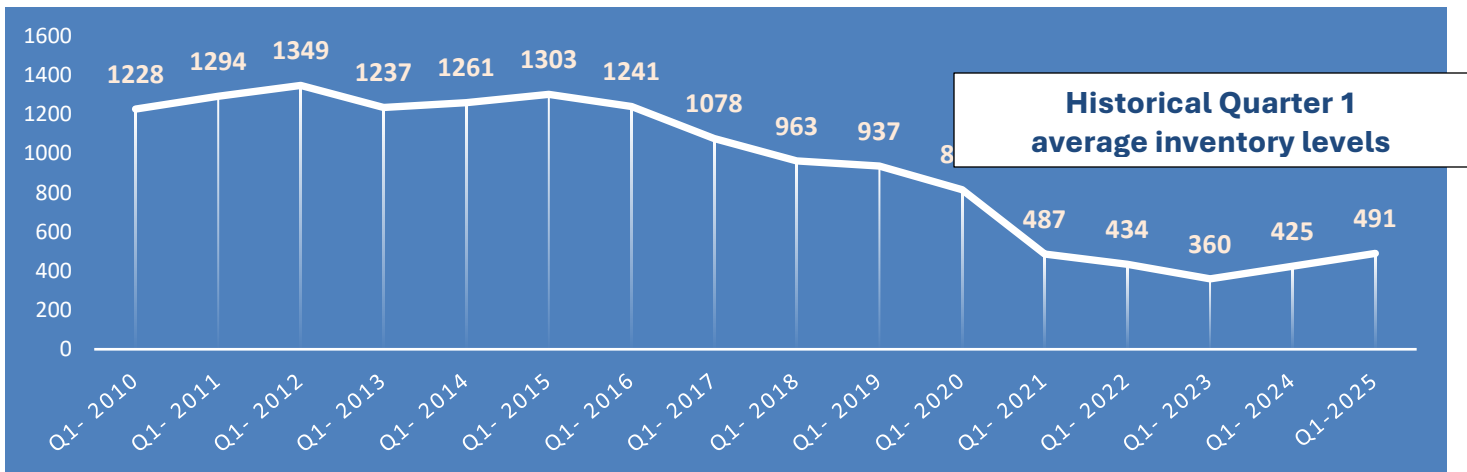
Sold to List Ratio



Number of Listings





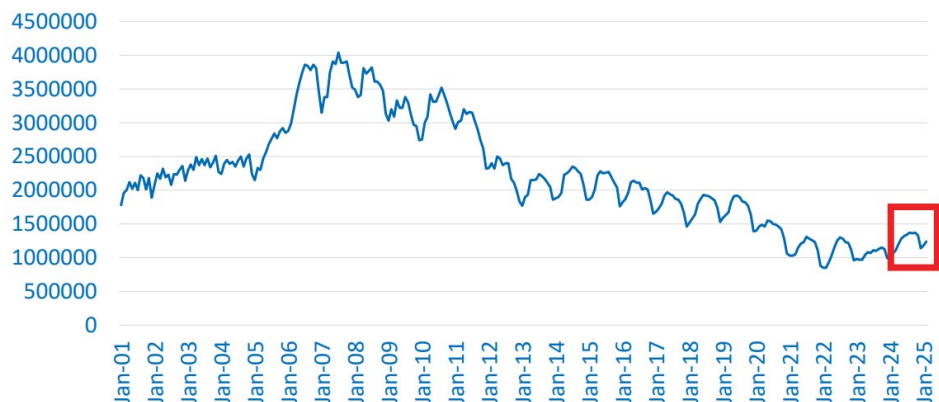


**The inventory of Berkshire County residential inventory of homes on the market follows seasonal patterns each year. With huge demand, inventory levels fell to near historic lows. While the market is correcting and REALTORS report fewer bidding wars, cautious buyers and more adjustments in listing prices and appraisal values, we still note an overall lack of inventory of homes for our workforce.**

Lawrence Yun, chief economist and senior vice president of research for the National Association of REALTORS (NAR) gave an economic update at the March 2025 Real Estate Forecast Summit. Yun believes the housing market could be in for some movement over the next couple of years. Existing-home sales are forecasted to increase by 6% in 2025 and 11% in 2026, and home prices may continue to rise at a moderate pace. Steady job growth and overall economic conditions will play a role in how the market develops. While these trends point to possible improvements, the market still faces a few hurdles.



### National Inventory of Existing Homes on the Market



Yun explained that nationwide inventory remains limited in many areas, and affordability is an ongoing issue for buyers. High homeowner equity could provide some cushion for consumer spending, but overall, housing activity will largely depend on how economic factors like inflation, rates, and employment unfold throughout the year.



**Residential  
sales up 9%,  
dollar  
volume up  
18%**

## Residential Report

The number of single-family home sales in the first quarter of 2025 rose by 9% over the previous year, from 200 to 217 transactions. North County sales rebounded after a challenging first quarter in 2023 and 2024, with an increase of 15% in number of sales and a whopping 42% in the dollar volume. This dollar volume in northern Berkshire even exceeds the pandemic high sales rates. The central region had strong sales, up 7% compared to the first quarter last year and a 10% increase in the dollar volume of those sales. In southern Berkshire, sales rose at a modest 3% pace, with an 8% increase in dollar volume.

Residential 1st Qtr	2020	2021	2022	2023	2024	2025
<b>North Registry</b>						
# Sold	63	76	77	62	55	63
% Chg #	50%	21%	1%	-19%	-11%	15%
\$ Sold	\$10,891,585	\$16,693,158	\$24,180,227	\$13,531,700	\$18,661,450	\$26,495,349
% Chg \$	49%	53%	45%	-44%	38%	42%
Avg \$	\$172,882	\$219,647	\$314,029	\$218,253	\$339,299	\$420,561
% Chg Avg	-1%	27%	43%	-30%	55%	24%
<b>Central Registry</b>						
# Sold	138	153	151	103	111	119
% Chg #	5%	11%	-1%	-32%	8%	7%
\$ Sold	\$37,245,055	\$52,500,275	\$67,444,049	\$38,650,338	\$45,177,116	\$49,591,400
% Chg \$	25%	41%	28%	-43%	17%	10%
Avg \$	\$269,892	\$343,139	\$446,649	\$375,246	\$407,001	\$416,734
% Chg Avg	19%	27%	30%	-16%	8%	2%
<b>South Registry</b>						
# Sold	42	53	52	32	34	35
% Chg #	24%	26%	-2%	-38%	6%	3%
\$ Sold	\$24,440,500	\$42,030,426	\$31,384,200	\$23,508,850	\$24,977,360	\$26,878,860
% Chg \$	67%	72%	-25%	-25%	6%	8%
Avg \$	\$581,917	\$793,027	\$603,542	\$734,652	\$734,628	\$767,967
% Chg Avg	35%	36%	-24%	22%	0%	5%
<b>Total # Sold</b>	<b>243</b>	<b>282</b>	<b>280</b>	<b>197</b>	<b>200</b>	<b>217</b>
<b>Total % Chg #</b>	<b>17%</b>	<b>16%</b>	<b>-1%</b>	<b>-30%</b>	<b>2%</b>	<b>9%</b>
<b>Total \$ Sold</b>	<b>\$72,577,140</b>	<b>\$111,223,859</b>	<b>\$123,008,476</b>	<b>\$75,690,888</b>	<b>\$88,815,926</b>	<b>\$102,965,609</b>
<b>Total % Chg \$</b>	<b>40%</b>	<b>53%</b>	<b>11%</b>	<b>-38%</b>	<b>17%</b>	<b>16%</b>
<b>Total Avg \$</b>	<b>\$298,671</b>	<b>\$394,411</b>	<b>\$439,316</b>	<b>\$384,218</b>	<b>\$444,080</b>	<b>\$474,496</b>
<b>Total % Chg Avg</b>	<b>19%</b>	<b>32%</b>	<b>11%</b>	<b>-13%</b>	<b>16%</b>	<b>7%</b>



## Condo Report

Condominium sales in Northern Berkshire rose greatly over the 1st quarter of 2024, with an increase of 25% of units sold and a 93% increase in the dollar volume transacted. Sales were in Hancock, North Adams and Williamstown. Central Berkshire condo sales retracted slightly when compared to a banner sales pace in the 1st quarter of 2024. Southern Berkshire's condo market remained stable with no difference in the number of units and similar dollar volume of transactions. When looking at the full Berkshire County picture, condominium sales rose 3% yet fell 12% in volume.

Condo sales  
rose 3%, but  
dollar  
volume fell  
12%.

Condo 1st Qtr	2020	2021	2022	2023	2024	2025
<b>North Registry</b>						
# Sold	3	17	26	12	12	15
% Chg #	-50%	467%	53%	-54%	0%	25%
\$ Sold	\$284,500	\$2,997,000	\$7,133,211	\$6,540,000	\$3,423,500	\$6,601,995
% Chg \$	-76%	953%	138%	-8%	-48%	93%
Avg \$	\$94,833	\$176,294	\$274,354	\$545,000	\$285,292	\$440,133
% Chg Avg	-52%	86%	56%	99%	-48%	54%
<b>Central Registry</b>						
# Sold	20	16	15	14	17	15
% Chg #	54%	-20%	-6%	-7%	21%	-12%
\$ Sold	\$10,566,800	\$9,937,800	\$6,533,500	\$6,873,500	\$13,059,480	\$7,856,700
% Chg \$	222%	-6%	-34%	5%	90%	-40%
Avg \$	\$528,340	\$621,113	\$435,567	\$490,964	\$768,205	\$523,780
% Chg Avg	110%	18%	-30%	13%	56%	-32%
<b>South Registry</b>						
# Sold	2	4	3	2	2	2
% Chg #		100%	-25%	-33%	0%	0%
\$ Sold	\$869,000	\$2,170,000	\$975,000	\$761,250	\$1,160,000	\$1,135,000
% Chg \$		150%	-55%	-22%	52%	-2%
Avg \$	\$434,500	\$542,500	\$325,000	\$380,625	\$580,000	\$567,500
% Chg Avg		25%	-40%	17%	52%	-2%
<b>Total # Sold</b>	<b>25</b>	<b>37</b>	<b>44</b>	<b>28</b>	<b>31</b>	<b>32</b>
<b>Total % Chg #</b>	<b>32%</b>	<b>48%</b>	<b>19%</b>	<b>-36%</b>	<b>11%</b>	<b>3%</b>
<b>Total \$ Sold</b>	<b>\$11,720,300</b>	<b>\$15,104,800</b>	<b>\$14,641,711</b>	<b>\$14,174,750</b>	<b>\$17,642,980</b>	<b>\$15,593,695</b>
<b>Total % Chg \$</b>	<b>162%</b>	<b>29%</b>	<b>-3%</b>	<b>-3%</b>	<b>24%</b>	<b>-12%</b>
<b>Total Avg \$</b>	<b>\$468,812</b>	<b>\$408,238</b>	<b>\$332,766</b>	<b>\$506,241</b>	<b>\$569,128</b>	<b>\$487,303</b>
<b>Total % Chg Avg</b>	<b>99%</b>	<b>-13%</b>	<b>-18%</b>	<b>52%</b>	<b>12%</b>	<b>-14%</b>



**Multifamily  
sales fell  
36% in units  
sold; -21% in  
dollar  
volume**

## Multifamily Report

In the first quarter of 2024, multifamily sales were booming in all parts of the county. This year, however, sales retracted in both Northern and Central Berkshire, with double-digit decreases in the number of units sold and the dollar volume of transactions. In Southern Berkshire, the market was much different, with the same sales pace as the first quarter of 2024 and a considerable jump in the dollar volume transacted, up 42%. Despite the upswing in the multifamily market of between 1-5 units in 2024, the average sale price did not rise at all; but this year we see gains of the average selling price of multi-family homes increase in all regions.

Multi 1-5 Units Qtr 1	2020	2021	2022	2023	2024	2025
<b>North Registry</b>						
# Sold	9	28	17	13	18	6
% Chg #	-50%	211%	-39%	-24%	38%	-67%
\$ Sold	\$1,197,100	\$3,871,810	\$3,035,900	\$3,331,393	\$4,444,000	\$1,894,000
% Chg \$	-29%	223%	-22%	10%	33%	-57%
Avg \$	\$133,011	\$138,279	\$178,582	\$256,261	\$246,889	\$315,667
% Chg Avg	43%	4%	29%	43%	-4%	28%
<b>Central Registry</b>						
# Sold	26	28	42	24	31	24
% Chg #	30%	8%	50%	-43%	29%	-23%
\$ Sold	\$3,617,700	\$5,184,600	\$8,622,200	\$6,043,400	\$7,639,450	\$6,506,900
% Chg \$	9%	43%	66%	-30%	26%	-15%
Avg \$	\$139,142	\$185,164	\$205,290	\$251,808	\$246,434	\$271,121
% Chg Avg	-16%	33%	11%	23%	-2%	10%
<b>South Registry</b>						
# Sold	1	5	2	1	4	4
% Chg #	-50%	400%	-60%	-50%	300%	0%
\$ Sold	\$186,500	\$1,603,500	\$707,500	\$594,000	\$1,809,000	\$2,560,000
% Chg \$	-80%	760%	-56%	-16%	205%	42%
Avg \$	\$186,500	\$320,700	\$353,750	\$594,000	\$452,250	\$640,000
% Chg Avg	-60%	72%	10%	68%	-24%	42%
<b>Total # Sold</b>	<b>36</b>	<b>61</b>	<b>61</b>	<b>38</b>	<b>53</b>	<b>34</b>
<b>Total % Chg #</b>	<b>-10%</b>	<b>69%</b>	<b>0%</b>	<b>-38%</b>	<b>39%</b>	<b>-36%</b>
<b>Total \$ Sold</b>	<b>\$5,001,300</b>	<b>\$10,659,910</b>	<b>\$12,365,600</b>	<b>\$9,968,793</b>	<b>\$13,892,450</b>	<b>\$10,960,900</b>
<b>Total % Chg \$</b>	<b>-16%</b>	<b>113%</b>	<b>16%</b>	<b>-19%</b>	<b>39%</b>	<b>-21%</b>
<b>Total Avg \$</b>	<b>\$138,925</b>	<b>\$174,753</b>	<b>\$202,715</b>	<b>\$262,337</b>	<b>\$262,122</b>	<b>\$322,379</b>
<b>Total % Chg Avg</b>	<b>-6%</b>	<b>26%</b>	<b>16%</b>	<b>29%</b>	<b>0%</b>	<b>23%</b>





## Land Report

The land sales in the first quarter of each year are hard to predict, with warmer months more conducive to testing and site work needed before purchase and with soft ground. We do note that countywide sales decreased by 12% yet the dollar volume increased by 57% to exceed over \$3.5 million transacted this year alone. Land sales in the most recent years remain consistent, but during the pandemic rose considerably. It is important to maintain a close eye on permits and building opportunities to help alleviate pent-up buyer demand for existing homes in popular price points. It remains incredibly hard to build the needed workforce priced housing with current costs and codes.

Land sales  
down 12%,  
dollar  
volume up  
57%

Land Qtr 1	2020	2021	2022	2023	2024	2025
<b>North Registry</b>						
# Sold	3	16	13	11	5	3
% Chg #	0%	433%	-19%	-15%	-55%	-40%
\$ Sold	\$50,250	\$2,342,800	\$706,800	\$787,200	\$382,000	\$182,500
% Chg \$	-85%	4562%	-70%	11%	-51%	-52%
Avg \$	\$16,750	\$146,425	\$54,369	\$71,564	\$76,400	\$60,833
% Chg Avg	-85%	774%	-63%	32%	7%	-20%
<b>Central Registry</b>						
# Sold	8	30	22	16	16	13
% Chg #	-27%	275%	-27%	-27%	0%	-19%
\$ Sold	\$1,135,750	\$3,255,550	\$2,614,500	\$3,098,800	\$1,072,000	\$1,579,300
% Chg \$	-15%	187%	-20%	19%	-65%	47%
Avg \$	\$141,969	\$108,518	\$118,841	\$193,675	\$67,000	\$121,485
% Chg Avg	17%	-24%	10%	63%	-65%	81%
<b>South Registry</b>						
# Sold	8	21	16	9	4	6
% Chg #	100%	163%	-24%	-44%	-56%	50%
\$ Sold	\$800,000	\$5,030,511	\$2,601,250	\$2,473,900	\$804,500	\$1,794,900
% Chg \$	105%	529%	-48%	-5%	-67%	123%
Avg \$	\$100,000	\$239,548	\$162,578	\$274,878	\$201,125	\$299,150
% Chg Avg	3%	140%	-32%	69%	-27%	49%
<b>Total # Sold</b>	<b>19</b>	<b>67</b>	<b>51</b>	<b>36</b>	<b>25</b>	<b>22</b>
<b>Total % Chg #</b>	<b>6%</b>	<b>253%</b>	<b>-24%</b>	<b>-29%</b>	<b>-31%</b>	<b>-12%</b>
<b>Total \$ Sold</b>	<b>\$1,986,000</b>	<b>\$10,628,861</b>	<b>\$5,922,550</b>	<b>\$6,359,900</b>	<b>\$2,258,500</b>	<b>\$3,556,700</b>
<b>Total % Chg \$</b>	<b>-4%</b>	<b>435%</b>	<b>-44%</b>	<b>7%</b>	<b>-64%</b>	<b>57%</b>
<b>Total Avg \$</b>	<b>\$104,526</b>	<b>\$158,640</b>	<b>\$116,128</b>	<b>\$176,664</b>	<b>\$90,340</b>	<b>\$161,668</b>
<b>Total % Chg Avg</b>	<b>-9%</b>	<b>52%</b>	<b>-27%</b>	<b>52%</b>	<b>-49%</b>	<b>79%</b>



## Commercial Report

**Commercial  
Sales up  
13%, dollar  
volume down  
20%**

Commercial sales continue to fluctuate. The first quarter of 2025 was stable compared to last year with a 13% gain in the number of properties transferred, but still lower than previous commercial markets. In 2025, the overall national commercial vacancy rate is expected to peak at 19%. Office real estate has the highest vacancy rate at 21%. Please note that not all REALTOR assisted commercial sales are included in this data, only those on the open market are included in this data.

Commercial Qtr 1	2020	2021	2022	2023	2024	2025
<b>North Registry</b>						
# Sold	4	7	4	2	2	4
% Chg #	33%	75%	-43%	-50%	0%	100%
\$ Sold	\$599,400	\$2,346,000	\$1,835,000	\$1,255,000	\$1,000,000	\$1,315,000
% Chg \$	-28%	291%	-22%	-32%	-20%	32%
Avg \$	\$149,850	\$335,143	\$458,750	\$627,500	\$500,000	\$328,750
% Chg Avg	-46%	124%	37%	37%	-20%	-34%
<b>Central Registry</b>						
# Sold	9	4	7	7	3	5
% Chg #	125%	-56%	75%	0%	-57%	67%
\$ Sold	\$5,187,000	\$5,723,000	\$6,543,650	\$9,630,000	\$1,600,000	\$2,766,400
% Chg \$	340%	10%	14%	47%	-83%	73%
Avg \$	\$576,333	\$1,430,750	\$934,807	\$1,375,714	\$533,333	\$553,280
% Chg Avg	95%	148%	-35%	47%	-61%	4%
<b>South Registry</b>						
# Sold	5	2	2	2	3	0
% Chg #	67%	-60%	0%	0%	50%	
\$ Sold	\$2,382,000	\$1,310,000	\$1,190,000	\$1,180,000	\$2,492,000	\$0
% Chg \$	10%	-45%	-9%	-1%	111%	
Avg \$	\$476,400	\$655,000	\$595,000	\$590,000	\$830,667	
% Chg Avg	-34%	37%	-9%	-1%	41%	
<b>Total # Sold</b>	<b>18</b>	<b>13</b>	<b>13</b>	<b>11</b>	<b>8</b>	<b>9</b>
<b>Total % Chg #</b>	<b>80%</b>	<b>-28%</b>	<b>0%</b>	<b>-15%</b>	<b>-27%</b>	<b>13%</b>
<b>Total \$ Sold</b>	<b>\$8,168,400</b>	<b>\$9,379,000</b>	<b>\$9,568,650</b>	<b>\$12,065,000</b>	<b>\$5,092,000</b>	<b>\$4,081,400</b>
<b>Total % Chg \$</b>	<b>96%</b>	<b>15%</b>	<b>2%</b>	<b>26%</b>	<b>-58%</b>	<b>-20%</b>
<b>Total Avg \$</b>	<b>\$453,800</b>	<b>\$721,462</b>	<b>\$736,050</b>	<b>\$1,096,818</b>	<b>\$636,500</b>	<b>\$453,489</b>
<b>Total % Chg Avg</b>	<b>9%</b>	<b>59%</b>	<b>2%</b>	<b>49%</b>	<b>-42%</b>	<b>-29%</b>



## Residential Historical Report by City/Town

Residential Qtr 1	2020	2021	2022	2023	2024	2025
<b>Adams</b>						
# Sold	9	18	19	17	6	8
% Chg #	-44%	100%	6%	-11%	-65%	33%
\$ Sold	\$1,234,300	\$3,326,527	\$3,415,224	\$2,484,500	\$1,336,900	\$2,367,000
% Chg \$	-39%	170%	3%	-27%	-46%	77%
Avg \$	\$137,144	\$184,807	\$179,749	\$146,147	\$222,817	\$295,875
% Chg Avg	8%	35%	-3%	-19%	52%	33%
<b>Alford</b>						
# Sold	3	3	1	1		1
% Chg #	50%	0%	-67%	0%		
\$ Sold	\$1,550,000	\$4,180,000	\$387,000	\$3,170,000		\$720,000
% Chg \$	-41%	170%	-91%	719%		
Avg \$	\$516,667	\$1,393,333	\$387,000	\$3,170,000		\$720,000
% Chg Avg	-60%	170%	-72%	719%		
<b>Becket</b>						
# Sold	6	10	9	7	4	11
% Chg #	-25%	67%	-10%	-22%	-43%	175%
\$ Sold	\$1,721,500	\$3,770,399	\$2,829,900	\$4,024,250	\$1,408,400	\$5,658,000
% Chg \$	-4%	119%	-25%	42%	-65%	302%
Avg \$	\$286,917	\$377,040	\$314,433	\$574,893	\$352,100	\$514,364
% Chg Avg	28%	31%	-17%	83%	-39%	46%
<b>Cheshire</b>						
# Sold	3	7	9	2	5	7
% Chg #	200%	133%	29%	-78%	150%	40%
\$ Sold	\$204,623	\$1,838,500	\$3,005,800	\$645,750	\$1,529,400	\$2,478,550
% Chg \$	14%	798%	63%	-79%	137%	62%
Avg \$	\$68,208	\$262,643	\$333,978	\$322,875	\$305,880	\$354,079
% Chg Avg	-62%	285%	27%	-3%	-5%	16%
<b>Clarksburg</b>						
# Sold	4	4	2	5	3	3
% Chg #	300%	0%	-50%	150%	-40%	0%
\$ Sold	\$768,000	\$1,482,000	\$478,000	\$1,335,000	\$1,066,750	\$1,705,000
% Chg \$	3759%	93%	-68%	179%	-20%	60%
Avg \$	\$192,000	\$370,500	\$239,000	\$267,000	\$355,583	\$568,333
% Chg Avg	865%	93%	-35%	12%	33%	60%



## Residential Historical Report by City/Town

Residential Qtr 1	2020	2021	2022	2023	2024	2025
<b>Dalton</b>						
# Sold	15	6	18	9	9	13
% Chg #	-6%	-60%	200%	-50%	0%	44%
\$ Sold	\$3,416,200	\$1,523,987	\$5,884,200	\$2,661,000	\$2,947,500	\$4,664,800
% Chg \$	14%	-55%	286%	-55%	11%	58%
Avg \$	\$227,747	\$253,998	\$326,900	\$295,667	\$327,500	\$358,831
% Chg Avg	22%	12%	29%	-10%	11%	10%
<b>Egremont</b>						
# Sold	2	9	4	4	4	5
% Chg #	0%	350%	-56%	0%	0%	25%
\$ Sold	\$2,700,000	\$6,953,000	\$3,697,000	\$3,370,000	\$6,013,500	\$5,903,000
% Chg \$	378%	158%	-47%	-9%	78%	-2%
Avg \$	\$1,350,000	\$772,556	\$924,250	\$842,500	\$1,503,375	\$1,180,600
% Chg Avg	378%	-43%	20%	-9%	78%	-21%
<b>Florida</b>						
# Sold	2	3	2	2	4	
% Chg #		50%	-33%	0%	100%	
\$ Sold	\$263,000	\$270,000	\$287,000	\$495,000	\$959,000	
% Chg \$		3%	6%	72%	94%	
Avg \$	\$131,500	\$90,000	\$143,500	\$247,500	\$239,750	
% Chg Avg		-32%	59%	72%	-3%	
<b>Great Barrington</b>						
# Sold	15	21	22	8	9	13
% Chg #	-21%	40%	5%	-64%	13%	44%
\$ Sold	\$6,635,000	\$17,279,650	\$9,909,700	\$5,004,500	\$5,457,960	\$9,144,250
% Chg \$	-12%	160%	-43%	-49%	9%	68%
Avg \$	\$442,333	\$822,840	\$450,441	\$625,563	\$606,440	\$703,404
% Chg Avg	11%	86%	-45%	39%	-3%	16%
<b>Hancock</b>						
# Sold		1	2		3	2
% Chg #			100%			-33%
\$ Sold		\$900,000	\$1,277,000		\$1,407,000	\$730,000
% Chg \$			42%			-48%
Avg \$		\$900,000	\$638,500		\$469,000	\$365,000
% Chg Avg			-29%			-22%

## Residential Historical Report by City/Town

Residential Qtr 1	2020	2021	2022	2023	2024	2025
<b>Hinsdale</b>						
# Sold	1	3	5	1	5	1
% Chg #	-67%	200%	67%	-80%	400%	-80%
\$ Sold	\$165,000	\$1,482,690	\$1,897,300	\$500,000	\$1,759,000	\$264,900
% Chg \$	-83%	799%	28%	-74%	252%	-85%
Avg \$	\$165,000	\$494,230	\$379,460	\$500,000	\$351,800	\$264,900
% Chg Avg	-50%	200%	-23%	32%	-30%	-25%
<b>Lanesborough</b>						
# Sold	7	9	11	4	6	8
% Chg #	133%	29%	22%	-64%	50%	33%
\$ Sold	\$1,361,000	\$2,061,100	\$3,648,353	\$755,250	\$2,389,500	\$3,100,000
% Chg \$	100%	51%	77%	-79%	216%	30%
Avg \$	\$194,429	\$229,011	\$331,668	\$188,813	\$398,250	\$387,500
% Chg Avg	-14%	18%	45%	-43%	111%	-3%
<b>Lee</b>						
# Sold	7	6	8	10	12	7
% Chg #	17%	-14%	33%	25%	20%	-42%
\$ Sold	\$1,726,500	\$2,158,500	\$3,144,000	\$3,037,000	\$5,121,900	\$2,858,000
% Chg \$	21%	25%	46%	-3%	69%	-44%
Avg \$	\$246,643	\$359,750	\$393,000	\$303,700	\$426,825	\$408,286
% Chg Avg	4%	46%	9%	-23%	41%	-4%
<b>Lenox</b>						
# Sold	13	16	13	7	7	6
% Chg #	-7%	23%	-19%	-46%	0%	-14%
\$ Sold	\$5,793,900	\$10,667,500	\$13,746,000	\$5,433,000	\$8,614,018	\$3,675,000
% Chg \$	3%	84%	29%	-60%	59%	-57%
Avg \$	\$445,685	\$666,719	\$1,057,385	\$776,143	\$1,230,574	\$612,500
% Chg Avg	11%	50%	59%	-27%	59%	-50%
<b>Monterey</b>						
# Sold	5	6	3	4	3	3
% Chg #	400%	20%	-50%	33%	-25%	0%
\$ Sold	\$3,593,000	\$2,847,850	\$2,800,000	\$2,740,000	\$3,880,000	\$2,655,960
% Chg \$	1139%	-21%	-2%	-2%	42%	-32%
Avg \$	\$718,600	\$474,642	\$933,333	\$685,000	\$1,293,333	\$885,320
% Chg Avg	148%	-34%	97%	-27%	89%	-32%

## Residential Historical Report by City/Town

Residential Qtr 1	2020	2021	2022	2023	2024	2025
<b>Mt Washington</b>						
# Sold				2		1
% Chg #						
\$ Sold				\$1,416,000		\$274,000
% Chg \$						
Avg \$				\$708,000		\$274,000
% Chg Avg						
<b>New Ashford</b>						
# Sold					2	
% Chg #						
\$ Sold					\$1,401,000	
% Chg \$						
Avg \$					\$700,500	
% Chg Avg						
<b>New Marlborough</b>						
# Sold	5	3	7	3	5	4
% Chg #	150%	-40%	133%	-57%	67%	-20%
\$ Sold	\$3,247,000	\$1,368,426	\$4,925,000	\$2,359,900	\$4,571,000	\$3,550,000
% Chg \$	513%	-58%	260%	-52%	94%	-22%
Avg \$	\$649,400	\$456,142	\$703,571	\$786,633	\$914,200	\$887,500
% Chg Avg	145%	-30%	54%	12%	16%	-3%
<b>North Adams</b>						
# Sold	29	22	19	18	16	18
% Chg #	164%	-24%	-14%	-5%	-11%	13%
\$ Sold	\$3,444,012	\$3,102,031	\$4,113,400	\$3,160,800	\$3,405,500	\$3,925,000
% Chg \$	131%	-10%	33%	-23%	8%	15%
Avg \$	\$118,759	\$141,001	\$216,495	\$175,600	\$212,844	\$218,056
% Chg Avg	-12%	19%	54%	-19%	21%	2%
<b>Otis</b>						
# Sold	5	9	8	4	5	5
% Chg #	67%	80%	-11%	-50%	25%	0%
\$ Sold	\$1,709,500	\$3,123,000	\$3,378,300	\$2,514,000	\$1,191,000	\$2,492,500
% Chg \$	42%	83%	8%	-26%	-53%	109%
Avg \$	\$341,900	\$347,000	\$422,288	\$628,500	\$238,200	\$498,500
% Chg Avg	-15%	1%	22%	49%	-62%	109%



## Residential Historical Report by City/Town

Residential Qtr 1	2020	2021	2022	2023	2024	2025
<b>Peru</b>						
# Sold	1	1	1	2	1	2
% Chg #	-80%	0%	0%	100%	-50%	100%
\$ Sold	\$199,000	\$359,900	\$190,000	\$365,000	\$499,000	\$765,000
% Chg \$	-82%	81%	-47%	92%	37%	53%
Avg \$	\$199,000	\$359,900	\$190,000	\$182,500	\$499,000	\$382,500
% Chg Avg	-8%	81%	-47%	-4%	173%	-23%
<b>Pittsfield</b>						
# Sold	72	84	71	54	56	67
% Chg #	1%	17%	-15%	-24%	4%	20%
\$ Sold	\$13,465,455	\$20,235,699	\$21,595,449	\$13,355,838	\$16,053,548	\$22,768,200
% Chg \$	7%	50%	7%	-38%	20%	42%
Avg \$	\$187,020	\$240,901	\$304,161	\$247,330	\$286,671	\$339,824
% Chg Avg	5%	29%	26%	-19%	16%	19%
<b>Richmond</b>						
# Sold	8	6	7	5	4	2
% Chg #	167%	-25%	17%	-29%	-20%	-50%
\$ Sold	\$3,883,500	\$3,095,200	\$3,044,900	\$4,520,250	\$2,462,000	\$2,825,000
% Chg \$	185%	-20%	-2%	48%	-46%	15%
Avg \$	\$485,438	\$515,867	\$434,986	\$904,050	\$615,500	\$1,412,500
% Chg Avg	7%	6%	-16%	108%	-32%	129%
<b>Sandisfield</b>						
# Sold	2	1	1	2	3	2
% Chg #		-50%	0%	100%	50%	-33%
\$ Sold	\$984,000	\$550,000	\$625,000	\$494,000	\$945,000	\$2,163,000
% Chg \$		-44%	14%	-21%	91%	129%
Avg \$	\$492,000	\$550,000	\$625,000	\$247,000	\$315,000	\$1,081,500
% Chg Avg		12%	14%	-60%	28%	243%
<b>Savoy</b>						
# Sold	2	1	1	3	1	
% Chg #		-50%	0%	200%	-67%	
\$ Sold	\$301,000	\$20,000	\$305,000	\$392,400	\$329,900	
% Chg \$		-93%	1425%	29%	-16%	
Avg \$	\$150,500	\$20,000	\$305,000	\$130,800	\$329,900	
% Chg Avg		-87%	1425%	-57%	152%	

## Residential Historical Report by City/Town

Residential Qtr 1	2020	2021	2022	2023	2024	2025
<b>Sheffield</b>						
# Sold	7	5	10	7	8	6
% Chg #	40%	-29%	100%	-30%	14%	-25%
\$ Sold	\$4,355,000	\$5,287,500	\$6,216,000	\$4,259,450	\$2,934,900	\$2,468,650
% Chg \$	173%	21%	18%	-31%	-31%	-16%
Avg \$	\$622,143	\$1,057,500	\$621,600	\$608,493	\$366,863	\$411,442
% Chg Avg	95%	70%	-41%	-2%	-40%	12%
<b>Stockbridge</b>						
# Sold	8	7	6	4	6	4
% Chg #	700%	-13%	-14%	-33%	50%	-33%
\$ Sold	\$4,589,000	\$4,058,400	\$4,934,000	\$2,240,000	\$4,031,750	\$3,245,000
% Chg \$	784%	-12%	22%	-55%	80%	-20%
Avg \$	\$573,625	\$579,771	\$822,333	\$560,000	\$671,958	\$811,250
% Chg Avg	10%	1%	42%	-32%	20%	21%
<b>Tyringham</b>						
# Sold	1	3	5		1	1
% Chg #		200%	67%			0%
\$ Sold	\$342,000	\$1,401,000	\$6,800,000		\$625,000	\$375,000
% Chg \$		310%	385%			-40%
Avg \$	\$342,000	\$467,000	\$1,360,000		\$625,000	\$375,000
% Chg Avg		37%	191%			-40%
<b>Washington</b>						
# Sold	1	2			1	
% Chg #	0%	100%				
\$ Sold	\$233,500	\$624,000			\$464,000	
% Chg \$	25%	167%				
Avg \$	\$233,500	\$312,000			\$464,000	
% Chg Avg	25%	34%				
<b>West Stockbridge</b>						
# Sold	3	5	4	1	2	
% Chg #	50%	67%	-20%	-75%	100%	
\$ Sold	\$1,376,500	\$3,564,000	\$2,824,500	\$695,000	\$1,175,000	
% Chg \$	57%	159%	-21%	-75%	69%	
Avg \$	\$458,833	\$712,800	\$706,125	\$695,000	\$587,500	
% Chg Avg	5%	55%	-1%	-2%	-15%	

## Residential Historical Report by City/Town

Residential Qtr 1	2020	2021	2022	2023	2024	2025
<b>Williamstown</b>						
# Sold	7	9	11	7	6	17
% Chg #	-13%	29%	22%	-36%	-14%	183%
\$ Sold	\$3,315,650	\$3,097,000	\$7,331,450	\$2,844,000	\$3,096,500	\$12,189,799
% Chg \$	34%	-7%	137%	-61%	9%	294%
Avg \$	\$473,664	\$344,111	\$666,495	\$406,286	\$516,083	\$717,047
% Chg Avg	53%	-27%	94%	-39%	27%	39%
<b>Windsor</b>						
# Sold		2	1	4	3	
% Chg #			-50%	300%	-25%	
\$ Sold		\$596,000	\$319,000	\$1,419,000	\$1,740,000	
% Chg \$			-46%	345%	23%	
Avg \$		\$298,000	\$319,000	\$354,750	\$580,000	
% Chg Avg			7%	11%	63%	

Residential Qtr 1	2020	2021	2022	2023	2024	2025
<b>Total # Sold</b>	<b>243</b>	<b>282</b>	<b>280</b>	<b>197</b>	<b>200</b>	<b>217</b>
<b>Total % Chg #</b>	<b>17%</b>	<b>16%</b>	<b>-1%</b>	<b>-30%</b>	<b>2%</b>	<b>9%</b>
<b>Total \$ Sold</b>	<b>\$72,577,140</b>	<b>\$111,223,859</b>	<b>\$123,008,476</b>	<b>\$75,690,888</b>	<b>\$88,815,926</b>	<b>\$102,965,609</b>
<b>Total % Chg \$</b>	<b>40%</b>	<b>53%</b>	<b>11%</b>	<b>-38%</b>	<b>17%</b>	<b>16%</b>
<b>Total Avg \$</b>	<b>\$298,671</b>	<b>\$394,411</b>	<b>\$439,316</b>	<b>\$384,218</b>	<b>\$444,080</b>	<b>\$474,496</b>
<b>Total % Chg Avg</b>	<b>19%</b>	<b>32%</b>	<b>11%</b>	<b>-13%</b>	<b>16%</b>	<b>7%</b>



If you wonder what each home sale reflected in a little number in this report takes by a real estate agent, take a look at the 179 things — big and small — that an agent who is a REALTOR® may do to help clients when buying and selling a home. <https://tinyurl.com/realtorswork>

## A REALTOR'S VALUE

1

### Negotiation skills:

Purchasing a home is probably the biggest financial decision you'll ever make—don't blow it by coming on too strong, or too soft. Realtors® are skilled negotiators who can help you get into your next home on time and on budget.

2

### Local market knowledge:

Location, location, location. We've all heard it before—because every market is different, you need a Realtor® who knows the local market inside and out.

3

### Access to a network of lenders, appraisers and other industry professionals:

Realtors® have worked with dozens of local professionals, from financing to landscaping, and everything in between—skip the online searches and tap into your Realtor's rolodex.

4

### Price guidance:

Pricing is critical—an overpriced home may languish on the market for months, disappointing sellers. On the other hand, no buyer wants to fork over more than a property's worth. Whether you're the seller or the buyer, a Realtor® can advise you on a property's best price.

8

### Marketing expertise:

Listing a house is more than just placing a yard sign—a Realtor® can get your property seen by thousands of potential buyers using a variety of online and in-person marketing techniques.

7

### Paperwork know-how:

Who has time to sort through pages and pages of confusing paperwork to ensure all the "i's" are dotted and the "t's" are crossed? Your Realtor®, that's who!

6

### Support after closing:

Realtors® will be there for you even after the sale—whether you need advice on a plumber or you're not sure what color to paint your new living room.

5

### Home-staging services:

Because your friends may not tell you the truth about your, um, interesting taste in home décor, a Realtor® will advise you on how to prep your home to appeal to a wide range of buyers.