



**2024 Fall 3rd 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 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.

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YTD Change: # of Sales

Residential	-5%
Multi-Family	+8%
Condominium	-7%
Land	-12%
Commercial	same
Grand Total	-5%

2024 3rd Quarter Market Watch

January – September Sales Comparison

Dollar volume down 3%, number of sales down 5%

In the first three quarters of 2024, the dollar volume of real estate sales was \$496 million dollars including residential, condo, multifamily, land and commercial sales. This is a 3% decrease from the same period last year. The number of transactions fell by 5%, or 56 sales when compared to last year.

Quarter 3 – All Sales	2019	2020	2021	2022	2023	2024
Total # Sold	1381	1531	1728	1496	1234	1178
Total % Chg #	0%	11%	13%	-13%	-18%	-5%
Total \$ Sold	\$370,846,026	\$498,526,620	\$635,128,737	\$580,186,449	\$508,571,364	\$495,407,441
Total % Chg \$	-2%	34%	27%	-9%	-12%	-3%

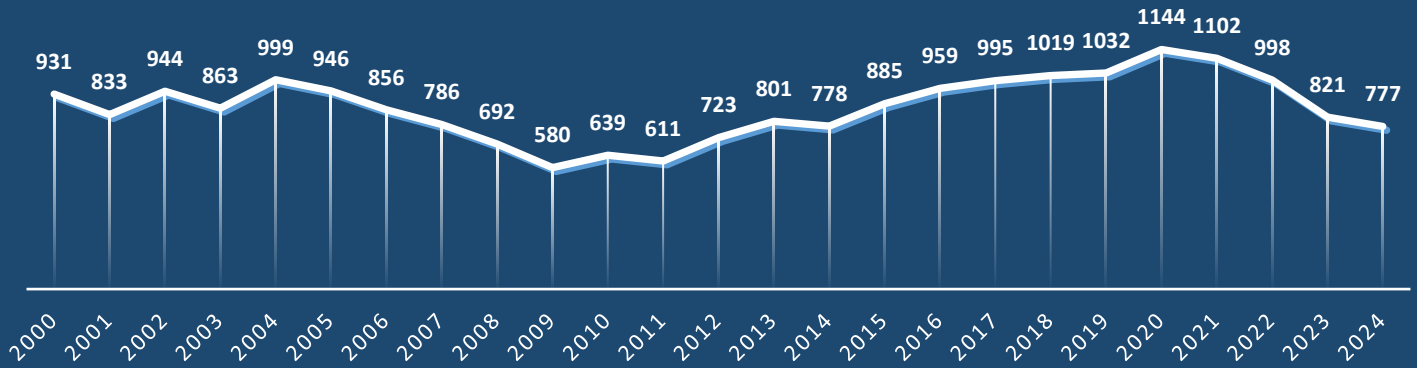
What you need to know At-A-Glance: 3rd Quarter Berkshire Real Estate Sales

- ? **Are all sales up or down? DOWN 5% with 1,178 sales YTD 2024 compared to 1,234 in 2023.**
Note that the # number of residential homes sold is also down by 5%, with 777 sales compared to 821 in the first three quarters of 2023. The number of south county homes for sale saw a slight increase, up 2%; middle Berkshire 0% change and north Berkshire down 19% with 45 less sales.
- ? **Is dollar volume up or down? DOWN 3% to \$495 million compared to \$509 million last year.**
The \$ dollar volume sold fell in all regions, but middle and south dollar residential volume remained steady compared to 2023 3rd quarter sales rates.
- ? **Are pending transactions up or down? UP in September with 116 pending compared to 110.**
The hottest residential market is in the \$250,000-\$400,000 price range for pending sales.
- ? **Is inventory up or down? UP Absorption rate rose to 3.44 months compared to 2.74 months.**
With an overall absorption rate under 7 months, it's still very, very low.
- ? **Are prices up or down? UP. Average sale price of residential homes rose to \$475,598.**
Average sales prices are up 3% overall with north and middle up 2% and south down 3%.
- ? **Are residential 'days on market' up or down? DOWN in September, but UP overall.**
DOMs on average increased from 96 days last year to 105 this year so far.

Residential Sales at a Glance: Year-to-Date Quarter 3

Northern Berkshire: 197 sales, -19% from 242
 Middle Berkshire: 444 sales, slightly off from 446
 Southern Berkshire: 136 sales, up 3% from 133

HISTORICAL BERKSHIRE COUNTY 3rd Quarter REAL ESTATE SALES

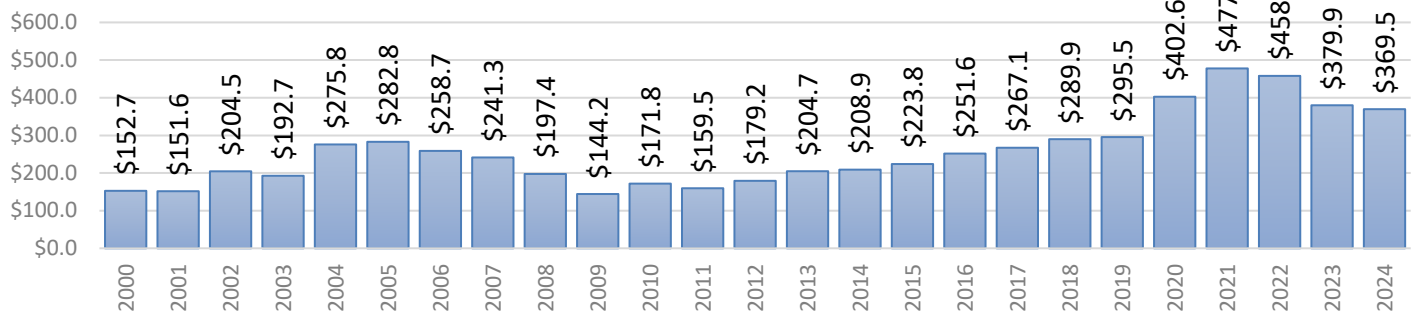


North YTD Qtr 3	2019	2020	2021	2022	2023	2024
# Sold ↓	231	267	293	247	242	197
\$ Sold ↓	\$49,309,618	\$63,631,687	\$85,035,932	\$81,198,406	\$76,076,750	\$63,395,155

Middle YTD Qtr 3	2019	2020	2021	2022	2023	2024
# Sold →	633	632	588	543	446	444
\$ Sold →	\$160,238,522	\$196,971,242	\$234,401,072	\$213,745,990	\$187,944,439	\$191,064,755

South YTD Qtr 3	2019	2020	2021	2022	2023	2024
# Sold →	168	245	221	208	133	136
\$ Sold →	\$85,914,178	\$142,009,200	\$158,346,713	\$163,035,874	\$115,890,264	\$115,079,510

Residential Sales Dollar Volume in Million



Residential Sales At-a-Glance: Year Comparison

Jan. –Sept.	# of Homes Sold			\$ of Homes Sold		
Residential 3rd Qtr	2023	2024	Chg	2023	2024	Chg
North	242	197	-19%	\$76,076,750	\$63,395,155	-17%
Adams	60	35	-42%	\$12,315,550	\$8,443,300	-31%
Cheshire	12	16	33%	\$3,849,650	\$5,472,300	42%
Clarksburg	13	15	15%	\$3,525,500	\$3,991,150	13%
Florida	5	8	60%	\$869,900	\$2,146,500	147%
Hancock	3	4	33%	\$1,330,000	\$1,651,000	24%
Lanesborough	26	20	-23%	\$10,949,650	\$6,478,900	-41%
New Ashford	2	2	0%	\$425,000	\$1,401,000	230%
North Adams	70	60	-14%	\$16,230,050	\$14,612,205	-10%
Savoy	6	4	-33%	\$862,400	\$1,199,900	39%
Williamstown	40	25	-38%	\$23,760,050	\$13,466,900	-43%
Windsor	5	8	60%	\$1,959,000	\$4,532,000	131%
Middle	446	444	0%	\$187,944,439	\$191,064,755	2%
Becket	31	25	-19%	\$14,460,250	\$10,796,265	-25%
Dalton	33	37	12%	\$9,871,354	\$11,437,800	16%
Hinsdale	10	21	110%	\$4,375,900	\$7,226,300	65%
Lee	37	32	-14%	\$14,585,980	\$17,912,400	23%
Lenox	29	27	-7%	\$20,715,342	\$21,155,130	2%
Otis	21	29	38%	\$13,406,000	\$17,237,800	29%
Peru	2	4	100%	\$365,000	\$1,602,000	339%
Pittsfield	239	234	-2%	\$75,373,963	\$75,337,810	0%
Richmond	17	12	-29%	\$14,970,650	\$10,910,000	-27%
Stockbridge	24	16	-33%	\$18,065,000	\$13,309,250	-26%
Washington	2	2	0%	\$800,000	\$674,000	-16%
South	133	136	2%	\$115,890,264	\$115,079,510	-1%
Alford	5	4	-20%	\$7,684,000	\$8,675,000	13%
Egremont	13	12	-8%	\$10,687,500	\$12,603,000	18%
Great Barrington	40	48	20%	\$31,591,564	\$33,669,360	7%
Monterey	10	14	40%	\$10,975,000	\$16,417,100	50%
Mt Washington	4	2	-50%	\$3,813,000	\$1,105,000	-71%
New Marlborough	15	14	-7%	\$21,676,450	\$8,694,500	-60%
Sandisfield	13	8	-38%	\$6,040,300	\$3,122,000	-48%
Sheffield	21	27	29%	\$14,833,450	\$23,293,550	57%
Tyringham	1	5	400%	\$955,000	\$3,466,000	263%
West Stockbridge	12	7	-42%	\$8,589,000	\$7,500,000	-13%
Grand Total	821	777	-5%	\$379,911,452	\$369,539,420	-3%

At-A-Glance Year to Year Comparison

Overall, the residential market decreased by 5% in the number of sales, despite a slight gain in southern Berkshire from last year. The dollar volume fell overall by 3% with a double digit decrease in north Berkshire, slight increase in middle Berkshire and slight decrease in southern Berkshire.

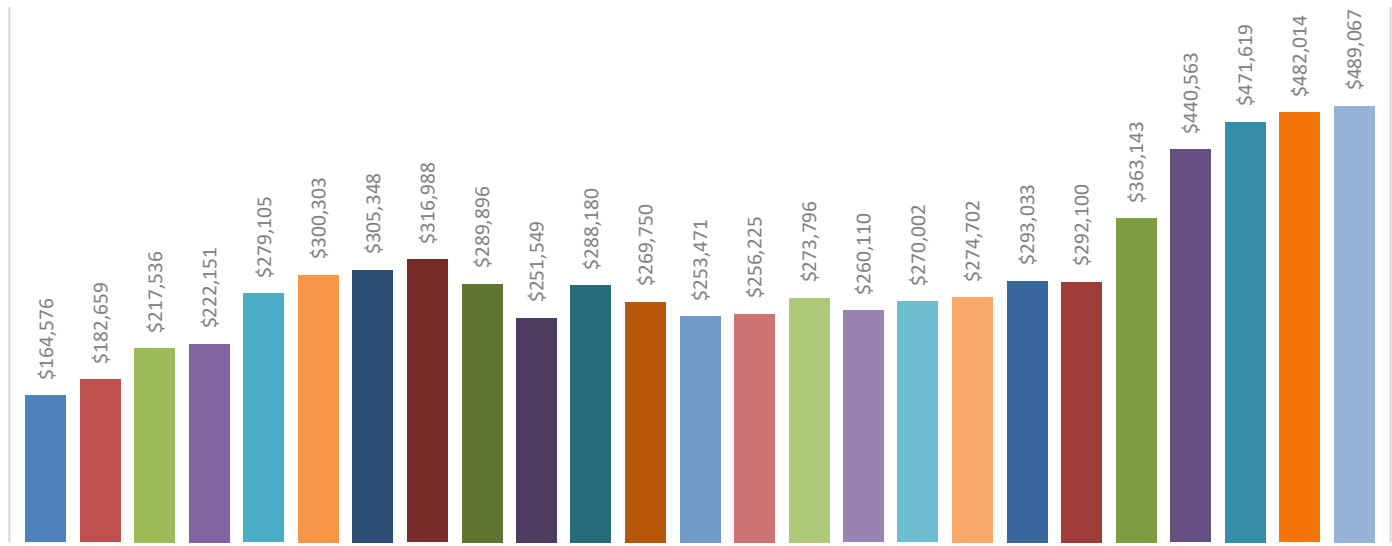
Adams, Lanesborough, North Adams and Williamstown sales slowed considerably over the previous year. The smaller towns however showed growth.

In the middle registry area, Becket, Richmond and Stockbridge continued to have a significantly slower sales pace over the previous year. Hinsdale, Otis, and Peru gained both sales and dollar volume and the rest of the communities had mixed results. Overall, the market remained level from last year and rose 2% in dollar volume transacted.

Mount Washington, New Marlboro, Sandisfield and West Stockbridge saw slowing sales, while the south county sales engine of Great Barrington rose considerably. The smaller remaining towns had mixed sales, with small Tyringham showing large statistical leaps!

Home Sale Appreciation Overview

AVERAGE RESIDENTIAL SALE PRICES: 3RD QUARTER



YTD 3 Qtr	2022	2023	% Chg
North	\$314,367	\$321,803	2%
Adams	\$205,259	\$241,237	18%
Cheshire	\$320,804	\$342,019	7%
Clarksburg	\$271,192	\$266,077	-2%
Florida	\$173,980	\$268,313	54%
Hancock	\$443,333	\$412,750	-7%
Lanesborough	\$421,140	\$323,945	-23%
New Ashford	\$212,500	\$700,500	230%
North Adams	\$231,858	\$243,537	5%
Savoy	\$143,733	\$299,975	109%
Williamstown	\$594,001	\$538,676	-9%
Windsor	\$391,800	\$566,500	45%
Middle	\$421,400	\$430,326	2%
Becket	\$466,460	\$431,851	-7%
Dalton	\$299,132	\$309,130	3%
Hinsdale	\$437,590	\$344,110	-21%
Lee	\$394,216	\$559,763	42%
Lenox	\$714,322	\$783,523	10%
Otis	\$638,381	\$594,407	-7%
Peru	\$182,500	\$400,500	119%

	2022	2023	% Chg
Middle, continued			
Pittsfield	\$315,372	\$321,956	2%
Richmond	\$880,626	\$909,167	3%
Stockbridge	\$752,708	\$831,828	11%
Washington	\$400,000	\$337,000	-16%
South	\$871,355	\$846,173	-3%
Alford	\$1,536,800	\$2,168,750	41%
Egremont	\$822,115	\$1,050,250	28%
Great Barrington	\$789,789	\$701,445	-11%
Monterey	\$1,097,500	\$1,172,650	7%
Mt Washington	\$953,250	\$552,500	-42%
New Marlborough	\$1,445,097	\$621,036	-57%
Sandisfield	\$464,638	\$390,250	-16%
Sheffield	\$706,355	\$862,724	22%
Tyringham	\$955,000	\$693,200	-27%
West Stockbridge	\$715,750	\$1,071,429	50%
Grand Total	\$462,742	\$475,598	3%



Overall Real Estate Sales by Region

Residential, Condo, Multi, Commercial, and Land

2023 was a tough year for home buyers and investors in finding a property within their price range and being able to afford and qualify for a mortgage while rates moved up and leveled during the year. By the third quarter of 2024, sales continue to retract from the previous highs of 2021-2022. Middle Berkshire recorded a slight rebound, but the decreasing sales market in Northern Berkshire continues the third year of declining sales. Noting that the lack of home inventory remains a challenge, as does high building costs, interest rates and inflation pressure, sales are still impacted by many different market dynamics.

Overall real estate sales and prices fell across the county

YTD Qtr 3	2019	2020	2021	2022	2023	2024
North						
# Sold	328	349	482	410	390	320
% Chg #	-11%	6%	38%	-15%	-5%	-18%
\$ Sold	\$62,608,961	\$78,250,429	\$120,178,322	\$113,682,967	\$114,473,693	\$95,477,154
% Chg \$	-18%	25%	54%	-5%	1%	-17%
Avg \$	\$190,881	\$224,213	\$249,333	\$277,276	\$293,522	\$298,366
% Chg Avg \$	-8%	17%	11%	11%	6%	2%
Middle						
# Sold	840	856	903	809	668	681
% Chg #	8%	2%	5%	-10%	-17%	2%
\$ Sold	\$211,148,012	\$255,938,242	\$320,307,260	\$284,427,098	\$257,772,708	\$268,780,722
% Chg \$	7%	21%	25%	-11%	-9%	4%
Avg \$	\$251,367	\$298,993	\$354,715	\$351,579	\$385,887	\$394,685
% Chg Avg \$	-1%	19%	19%	-1%	10%	2%
South						
# Sold	213	326	343	277	176	177
% Chg #	-12%	53%	5%	-19%	-36%	1%
\$ Sold	\$97,089,053	\$164,337,950	\$194,643,154	\$182,076,384	\$136,324,964	\$131,149,565
% Chg \$	-7%	69%	18%	-6%	-25%	-4%
Avg \$	\$455,817	\$504,104	\$567,473	\$657,315	\$774,574	\$740,958
% Chg Avg \$	5%	11%	13%	16%	18%	-4%
Total # Sold	1381	1531	1728	1496	1234	1178
Total % Chg #	0%	11%	13%	-13%	-18%	-5%
Total \$ Sold	\$370,846,026	\$498,526,620	\$635,128,737	\$580,186,449	\$508,571,364	\$495,407,441
Total % Chg \$	-2%	34%	27%	-9%	-12%	-3%
Total Avg \$	\$268,534	\$325,622	\$367,551	\$387,825	\$412,132	\$420,550
Total % Chg Avg \$	-1%	21%	13%	6%	6%	2%

Residential Summary Statistics for September and YTD 2024

	Sep-24	Sep-23	% Chg	2024 YTD	2023 YTD	% Chg
Absorption Rate	4.64	3.77	23.08	3.44	2.74	25.55
Average List Price	\$1,080,944	\$1,062,992	1.69	\$756,985	\$710,664	6.52
Median List Price	\$598,000	\$599,000	-0.17	\$432,000	\$415,000	4.10
Average Sale Price	\$488,308	\$482,676	1.17	\$489,067	\$482,014	1.46
Median Sale Price	\$336,000	\$351,250	-4.34	\$350,000	\$335,000	4.48
Average ADOM	86	87	-1.15	105	96	9.38
Median ADOM	68	63	7.94	68	67	1.49

Residential PRICE Range Report: Sold / Pending September 2024 \$250,000-\$400,000 hot sale market

Sold Listings

	This Month			Year to Date		
	2024	2023	% Chg	2024	2023	% Chg
0-99,999	3	2	50.0	18	32	-43.7
100,000-149,999	1	3	-66.7	30	36	-16.7
150,000-199,999	3	10	-70.0	37	74	-50.0
200,000-249,999	9	19	-52.6	99	115	-13.9
250,000-299,999	22	19	15.8	130	121	7.4
300,000-399,999	15	22	-31.8	174	162	7.4
400,000-499,999	5	16	-68.7	104	98	6.1
500,000-599,999	9	9	0.0	79	62	27.4
600,000-699,999	6	7	-14.3	51	42	21.4
700,000-799,999	0	7	-100.0	26	46	-43.5
800,000-899,999	2	2	0.0	21	19	10.5
900,000-999,999	4	4	0.0	14	20	-30.0
1,000,000-1,999,999	4	9	-55.6	45	56	-19.6
2,000,000-2,999,999	0	1	-100.0	11	7	57.1
3,000,000-4,999,999	1	0	N/A	6	5	20.0
5,000,000+	0	0	0.0	1	2	-50.0
Totals	84	130	-35.4	846	897	-5.7

Pending Listings

	This Month			Year to Date		
	2024	2023	% Chg	2024	2023	% Chg
0-99,999	1	3	-66.7	18	29	-37.9
100,000-149,999	2	2	0.0	28	28	0.0
150,000-199,999	9	9	0.0	51	90	-43.3
200,000-249,999	19	12	58.3	120	135	-11.1
250,000-299,999	15	20	-25.0	134	135	-0.7
300,000-399,999	29	18	61.1	205	157	30.6
400,000-499,999	11	11	0.0	106	111	-4.5
500,000-599,999	7	13	-46.2	76	72	5.6
600,000-699,999	8	6	33.3	60	54	11.1
700,000-799,999	3	4	-25.0	27	44	-38.6
800,000-899,999	2	4	-50.0	26	29	-10.3
900,000-999,999	0	2	-100.0	11	21	-47.6
1,000,000-1,999,999	9	3	200.0	60	53	13.2
2,000,000-2,999,999	1	2	-50.0	12	11	9.1
3,000,000-4,999,999	0	1	-100.0	5	6	-16.7
5,000,000+	0	0	0.0	3	2	50.0
Totals	116	110	5.5	942	977	-3.6

Residential PRICE Range Report: Active and New September 2024

\$300,000-\$500,000 large active market,

Active Listings

	This Month			Year to Date		
	2024	2023	% Chg	2024	2023	% Chg
0-99,999	4	8	-50.0	26	44	-40.9
100,000-149,999	5	4	25.0	47	39	20.5
150,000-199,999	19	12	58.3	71	106	-33.0
200,000-249,999	24	26	-7.7	152	169	-10.1
250,000-299,999	20	30	-33.3	178	176	1.1
300,000-399,999	75	55	36.4	304	232	31.0
400,000-499,999	41	39	5.1	172	174	-1.1
500,000-599,999	57	36	58.3	158	124	27.4
600,000-699,999	34	31	9.7	108	91	18.7
700,000-799,999	19	29	-34.5	57	84	-32.1
800,000-899,999	20	16	25.0	65	55	18.2
900,000-999,999	18	17	5.9	37	45	-17.8
1,000,000-1,999,999	82	55	49.1	173	140	23.6
2,000,000-2,999,999	25	24	4.2	45	39	15.4
3,000,000-4,999,999	15	15	0.0	28	29	-3.4
5,000,000+	13	11	18.2	25	16	56.3
Totals	471	408	15.4	1646	1563	5.3

New Listings

	This Month			Year to Date		
	2024	2023	% Chg	2024	2023	% Chg
0-99,999	1	2	-50.0	20	30	-33.3
100,000-149,999	6	3	100.0	36	30	20.0
150,000-199,999	11	11	0.0	62	88	-29.5
200,000-249,999	20	10	100.0	130	149	-12.8
250,000-299,999	14	14	0.0	147	154	-4.5
300,000-399,999	38	24	58.3	258	204	26.5
400,000-499,999	20	14	42.9	152	146	4.1
500,000-599,999	17	15	13.3	123	108	13.9
600,000-699,999	16	6	166.7	86	77	11.7
700,000-799,999	8	10	-20.0	42	75	-44.0
800,000-899,999	7	5	40.0	52	40	30.0
900,000-999,999	6	2	200.0	26	32	-18.7
1,000,000-1,999,999	22	7	214.3	136	109	24.8
2,000,000-2,999,999	2	2	0.0	30	27	11.1
3,000,000-4,999,999	1	0	N/A	21	17	23.5
5,000,000+	1	0	N/A	15	9	66.7
Totals	190	125	52.0	1336	1295	3.2

Number of Listings



Listing Prices



Residential Report

Residential sales down 5%, dollar volume down 3%

Overall, the number of home sales by the third quarter of 2024 fell by 5% over the previous year, with 777 single-family sales, down from 821 countywide. North County sales dipped by 19% and 45 homes sold, but had a small rise in average sale price up 2%. In the middle registry area, sales remained statistically level with dollar volume bumped up by 2%, for \$191 million in sales. In southern Berkshire, sales rose modestly, up 2% with 136 sales in the first three quarters, yet recorded a 1% decrease in the dollar volume. Notably, average sales prices rose 2% in northern and middle Berkshire, yet fell 3% in south.

YTD Qtr 3	2019	2020	2021	2022	2023	2024
North						
# Sold	231	267	293	247	242	197
% Chg #	-13%	16%	10%	-16%	-2%	-19%
\$ Sold	\$49,309,618	\$63,631,687	\$85,035,932	\$81,198,406	\$76,076,750	\$63,395,155
% Chg \$	-19%	29%	34%	-5%	-6%	-17%
Avg \$	\$213,462	\$238,321	\$290,225	\$328,738	\$314,367	\$321,803
% Chg Avg \$	-6%	12%	22%	13%	-4%	2%
Middle						
# Sold	633	632	588	543	446	444
% Chg #	12%	0%	-7%	-8%	-18%	0%
\$ Sold	\$160,238,522	\$196,971,242	\$234,401,072	\$213,745,990	\$187,944,439	\$191,064,755
% Chg \$	14%	23%	19%	-9%	-12%	2%
Avg \$	\$253,141	\$311,663	\$398,641	\$393,639	\$421,400	\$430,326
% Chg Avg \$	2%	23%	28%	-1%	7%	2%
South						
# Sold	168	245	221	208	133	136
% Chg #	-11%	46%	-10%	-6%	-36%	2%
\$ Sold	\$85,914,178	\$142,009,200	\$158,346,713	\$163,035,874	\$115,890,264	\$115,079,510
% Chg \$	-4%	65%	12%	3%	-29%	-1%
Avg \$	\$511,394	\$579,629	\$716,501	\$783,826	\$871,355	\$846,173
% Chg Avg \$	9%	13%	24%	9%	11%	-3%
Total # Sold	1032	1144	1102	998	821	777
Total % Chg #	1%	11%	-4%	-9%	-18%	-5%
Total \$ Sold	\$295,462,318	\$402,612,129	\$477,783,718	\$457,980,270	\$379,911,452	\$369,539,420
Total % Chg \$	2%	36%	19%	-4%	-17%	-3%
Total Avg \$	\$286,301	\$351,934	\$433,561	\$458,898	\$462,742	\$475,598
Total % Chg Avg \$	1%	23%	23%	6%	1%	3%



Condo Report

Condominium sales fell in northern and southern Berkshire County, but dollar volume increased considerably in middle Berkshire. You can note year-after-year appreciation in the condo prices, except during covid, and especially as single-family residential inventory gets tighter, condo sales pick up. The attraction of condominium living is also at an all-time high in the Berkshires, which also helps fuel this growth. Lack of inventory remains the challenge.

Condo sales fell 7%, dollar volume down 2%.

YTD Qtr 3	2019	2020	2021	2022	2023	2024
North						
# Sold	30	21	54	54	42	36
% Chg #	15%	-30%	157%	0%	-22%	-14%
\$ Sold	\$5,526,150	\$6,402,400	\$11,907,250	\$15,572,361	\$17,911,000	\$10,979,299
% Chg \$	0%	16%	86%	31%	15%	-39%
Avg \$	\$184,205	\$304,876	\$220,505	\$288,377	\$426,452	\$304,981
% Chg Avg \$	-14%	66%	-28%	31%	48%	-28%
Middle						
# Sold	79	78	79	61	60	60
% Chg #	3%	-1%	1%	-23%	-2%	0%
\$ Sold	\$25,878,900	\$31,190,811	\$34,595,663	\$25,844,833	\$27,310,499	\$34,218,117
% Chg \$	-20%	21%	11%	-25%	6%	25%
Avg \$	\$327,581	\$399,882	\$437,920	\$423,686	\$455,175	\$570,302
% Chg Avg \$	-22%	22%	10%	-3%	7%	25%
South						
# Sold	6	18	19	11	4	3
% Chg #	0%	200%	6%	-42%	-64%	-25%
\$ Sold	\$2,196,500	\$7,296,300	\$10,318,700	\$5,200,000	\$3,661,250	\$2,660,000
% Chg \$	12%	232%	41%	-50%	-30%	-27%
Avg \$	\$366,083	\$405,350	\$543,089	\$472,727	\$915,313	\$886,667
% Chg Avg \$	12%	11%	34%	-13%	94%	-3%
Total # Sold	115	117	152	126	106	99
Total % Chg #	6%	2%	30%	-17%	-16%	-7%
Total \$ Sold	\$33,601,550	\$44,889,511	\$56,821,613	\$46,617,194	\$48,882,749	\$47,857,416
Total % Chg \$	-15%	34%	27%	-18%	5%	-2%
Total Avg \$	\$292,187	\$383,671	\$373,826	\$369,978	\$461,158	\$483,408
Total % Chg Avg \$	-20%	31%	-3%	-1%	25%	5%

**Multifamily
sales up 8%
and dollar
volume up
10%**

Multifamily Report

In the first two quarters of 2024, multifamily sales were booming in all parts of the county, but that growth slowed during the second quarter. The middle and south Berkshire regions are both reporting gains in the number of sales and middle Berkshire shows robust dollar volume transacted as well. North county sales are status quo, with similar number of sales and strong sale prices. Despite the upswing in the multifamily market of between 1-5 units, the average sale price barely rose at all from the rate last year due to South County's lowered price points.

YTD Qtr 3	2019	2020	2021	2022	2023	2024
North						
# Sold	49	30	64	55	54	54
% Chg #	20%	-39%	113%	-14%	-2%	0%
\$ Sold	\$4,817,828	\$4,532,891	\$9,714,140	\$10,242,900	\$11,067,793	\$11,892,400
% Chg \$	25%	-6%	114%	5%	8%	7%
Avg \$	\$98,323	\$151,096	\$151,783	\$186,235	\$204,959	\$220,230
% Chg Avg \$	5%	54%	0%	23%	10%	7%
Middle						
# Sold	77	70	111	109	82	92
% Chg #	10%	-9%	59%	-2%	-25%	12%
\$ Sold	\$12,358,380	\$9,743,939	\$21,203,550	\$23,856,725	\$20,702,700	\$24,031,250
% Chg \$	46%	-21%	118%	13%	-13%	16%
Avg \$	\$160,498	\$139,199	\$191,023	\$218,869	\$252,472	\$261,209
% Chg Avg \$	33%	-13%	37%	15%	15%	3%
South						
# Sold	7	5	10	4	4	5
% Chg #	-13%	-29%	100%	-60%	0%	25%
\$ Sold	\$1,758,500	\$1,532,500	\$3,624,400	\$1,482,500	\$3,189,000	\$2,379,000
% Chg \$	-21%	-13%	137%	-59%	115%	-25%
Avg \$	\$251,214	\$306,500	\$362,440	\$370,625	\$797,250	\$475,800
% Chg Avg \$	-10%	22%	18%	2%	115%	-40%
Total # Sold	133	105	185	168	140	151
Total % Chg #	12%	-21%	76%	-9%	-17%	8%
Total \$ Sold	\$18,934,708	\$15,809,330	\$34,542,090	\$35,582,125	\$34,959,493	\$38,302,650
Total % Chg \$	30%	-17%	118%	3%	-2%	10%
Total Avg \$	\$142,366	\$150,565	\$186,714	\$211,798	\$249,711	\$253,660
Total % Chg Avg \$	17%	6%	24%	13%	18%	2%



Land Report

We were hopeful that land sales would rebound with warmer weather, but they have continued to stall in Northern Berkshire with more parcels sold in central and southern Berkshire, but off from pandemic year highs. It remains incredibly hard to build needed housing with current costs and codes. As an area with a lot of open space and expansion options while maintaining our wonderful rural footprint, we have citizens struggling for any time of housing, including rental housing and a growing unhoused population. There has to be wide legislative action to incentivize smart growth and development while maintaining the Berkshires character.

Land sales
down 12%,
dollar
volume
down 20%

YTD Qtr 3	2019	2020	2021	2022	2023	2024
North						
# Sold	8	19	57	42	41	22
% Chg #	-67%	138%	200%	-26%	-2%	-46%
\$ Sold	\$769,000	\$1,429,050	\$6,501,000	\$2,559,400	\$5,328,250	\$2,379,300
% Chg \$	-77%	86%	355%	-61%	108%	-55%
Avg \$	\$96,125	\$75,213	\$114,053	\$60,938	\$129,957	\$108,150
% Chg Avg \$	-31%	-22%	52%	-47%	113%	-17%
Middle						
# Sold	31	56	104	72	65	66
% Chg #	-28%	81%	86%	-31%	-10%	2%
\$ Sold	\$4,852,650	\$6,564,250	\$14,042,976	\$6,914,050	\$9,415,270	\$6,721,700
% Chg \$	-11%	35%	114%	-51%	36%	-29%
Avg \$	\$156,537	\$117,219	\$135,029	\$96,028	\$144,850	\$101,844
% Chg Avg \$	23%	-25%	15%	-29%	51%	-30%
South						
# Sold	26	46	82	47	25	27
% Chg #	-7%	77%	78%	-43%	-47%	8%
\$ Sold	\$4,047,900	\$7,792,950	\$15,369,991	\$8,133,010	\$4,661,900	\$6,454,055
% Chg \$	-28%	93%	97%	-47%	-43%	38%
Avg \$	\$155,688	\$169,412	\$187,439	\$173,043	\$186,476	\$239,039
% Chg Avg \$	-22%	9%	11%	-8%	8%	28%
Total # Sold	65	121	243	161	131	115
Total % Chg #	-32%	86%	101%	-34%	-19%	-12%
Total \$ Sold	\$9,669,550	\$15,786,250	\$35,913,967	\$17,606,460	\$19,405,420	\$15,555,055
Total % Chg \$	-33%	63%	128%	-51%	10%	-20%
Total Avg \$	\$148,762	\$130,465	\$147,794	\$109,357	\$148,133	\$135,261
Total % Chg Avg \$	-2%	-12%	13%	-26%	35%	-9%



Commercial Report

Commercial Sales down the same as last year dollar volume

The first 3 quarters of 2024 reflect the same number of sales, an increase from the first two quarters, and increasing dollar volume of commercial transaction sales in all parts of the county except southern Berkshire. Nationally, Moody's Analytics Economists explained the office sector held steady in Q3 2024 with a vacancy rate stable of 20.1% after three consecutive record-breaking quarters. The vacancy rate has slowly but steadily moved from 16.8% in Q4 2019 to 20.1% in Q3 2024 as demand weakened as a result of widespread WFH policies.

YTD Qtr 3	2019	2020	2021	2022	2023	2024
North						
# Sold	10	12	14	12	11	11
% Chg #	-9%	20%	17%	-14%	-8%	0%
\$ Sold	\$2,186,365	\$2,254,400	\$7,020,000	\$4,109,900	\$4,089,900	\$6,831,000
% Chg \$	-24%	3%	211%	-41%	0%	67%
Avg \$	\$218,636	\$187,867	\$501,429	\$342,492	\$371,809	\$621,000
% Chg Avg \$	-16%	-14%	167%	-32%	9%	67%
Middle						
# Sold	20	20	21	24	15	19
% Chg #	-17%	0%	5%	14%	-38%	27%
\$ Sold	\$7,819,560	\$11,468,000	\$16,063,999	\$14,065,500	\$12,399,800	\$12,744,900
% Chg \$	-31%	47%	40%	-12%	-12%	3%
Avg \$	\$390,978	\$573,400	\$764,952	\$586,063	\$826,653	\$670,784
% Chg Avg \$	-17%	47%	33%	-23%	41%	-19%
South						
# Sold	6	12	11	7	10	6
% Chg #	-40%	100%	-8%	-36%	43%	-40%
\$ Sold	\$3,171,975	\$5,707,000	\$6,983,350	\$4,225,000	\$8,922,550	\$4,577,000
% Chg \$	-42%	80%	22%	-39%	111%	-49%
Avg \$	\$528,663	\$475,583	\$634,850	\$603,571	\$892,255	\$762,833
% Chg Avg \$	-3%	-10%	33%	-5%	48%	-15%
Total # Sold	36	44	46	43	36	36
Total % Chg #	-20%	22%	5%	-7%	-16%	0%
Total \$ Sold	\$13,177,900	\$19,429,400	\$30,067,349	\$22,400,400	\$25,412,250	\$24,152,900
Total % Chg \$	-33%	47%	55%	-25%	13%	-5%
Total Avg \$	\$366,053	\$441,577	\$653,638	\$520,940	\$705,896	\$670,914
Total % Chg Avg \$	-16%	21%	48%	-20%	36%	-5%



NAR Real Estate Market September Residential Snapshot

The Fed's half-point rate cut decision is the beginning of six to eight rounds of further rate cuts well into 2025. The very next cut will occur after the Presidential election. The justification is cooling inflation in recent months and lighter job gains.

Mortgage rates have already anticipated the Fed's likely path. That is why the 30-year rate has fallen by 150 basis points from early in the year to today. Any further decline in mortgage rates will be minimal. The Fed does not directly control mortgage rates, and the federal budget deficit is huge. Future Fed rate cuts are not only anticipated but will not be as impactful because large federal borrowing will leave less capital available for mortgage lending.

Due to the already low mortgage rates compared to spring, the purchasing power for home buyers has been lifted by around \$50,000 for those with a \$2000 monthly mortgage payment budget. Consumers who were priced out due to earlier higher mortgage rates could now be back in the market.

The combination of lower mortgage rates, along with a steadily increasing inventory, is expected to boost sales soon. Notably, pending home sales, a leading indicator of future home sales transactions - rose this month, signaling improvements in housing affordability and a positive response from buyers to lower borrowing costs. Median home prices have also increased and are expected to continue rising as mortgage rates decline.

What's especially notable is the steady improvement in housing inventory since the beginning of the year. With construction jobs increasing at a rate higher than the average monthly gain over the past 12 months, the market is experiencing more building permits and housing starts. This trend is expected to further enhance housing affordability. However, it will take several years for the housing supply to align with job growth and overall market demand.


Inflation reached 2.5%, edging closer to the Federal Reserve's target rate of 2%. As the market transitions out of summer, the 10-year Treasury yield and mortgage rates are laying the groundwork for rate cuts in the Federal Funds Rate in the following months. Overall, with an increase in housing supply and favorable borrowing conditions, the market is expected to attract more home buyers this fall.

The Federal Reserve maintained its short-term interest rate at 5.5% in August 2024, unchanged since August 2023. With inflation edging closer to the 2% average target, the Federal Reserve is expected to cut its rates multiple times in the coming months.

The U.S. labor market rose by 142,000 in August. The increase was in line with average job growth in recent months but was below the average monthly gain of 202,000 over the past 12 months. Construction employment rose by 34,000, higher than the average monthly gain of 19,000 over the prior 12 months.

Inventory has been consistently increasing since the beginning of the year. In August, total housing inventory was 1.35 million units, up 0.7% from last month. Compared to August 2023, inventory levels were up 22.7%.



[Download the full report](#)  pdf



Residential Historical Report by City/Town – 3rd Quarter YTD

Residential YTD Qtr 3	2019	2020	2021	2022	2023	2024
Adams						
# Sold	58	50	69	55	60	35
% Chg #	5%	-14%	38%	-20%	9%	-42%
\$ Sold	\$8,529,033	\$7,958,785	\$14,641,727	\$10,577,924	\$12,315,550	\$8,443,300
% Chg \$	6%	-7%	84%	-28%	16%	-31%
Avg \$	\$147,052	\$159,176	\$212,199	\$192,326	\$205,259	\$241,237
% Chg Avg \$	0%	8%	33%	-9%	7%	18%
Alford						
# Sold	12	16	7	10	5	4
% Chg #	140%	33%	-56%	43%	-50%	-20%
\$ Sold	\$11,955,830	\$11,639,850	\$8,113,000	\$11,697,000	\$7,684,000	\$8,675,000
% Chg \$	301%	-3%	-30%	44%	-34%	13%
Avg \$	\$996,319	\$727,491	\$1,159,000	\$1,169,700	\$1,536,800	\$2,168,750
% Chg Avg \$	67%	-27%	59%	1%	31%	41%
Becket						
# Sold	35	45	34	36	31	25
% Chg #	-13%	29%	-24%	6%	-14%	-19%
\$ Sold	\$7,677,030	\$13,275,200	\$11,048,449	\$12,377,800	\$14,460,250	\$10,796,265
% Chg \$	-23%	73%	-17%	12%	17%	-25%
Avg \$	\$219,344	\$295,004	\$324,954	\$343,828	\$466,460	\$431,851
% Chg Avg \$	-12%	34%	10%	6%	36%	-7%
Cheshire						
# Sold	13	17	31	22	12	16
% Chg #	-32%	31%	82%	-29%	-45%	33%
\$ Sold	\$2,822,700	\$4,182,130	\$7,717,418	\$7,210,973	\$3,849,650	\$5,472,300
% Chg \$	-37%	48%	85%	-7%	-47%	42%
Avg \$	\$217,131	\$246,008	\$248,949	\$327,772	\$320,804	\$342,019
% Chg Avg \$	-8%	13%	1%	32%	-2%	7%
Clarksburg						
# Sold	5	12	11	12	13	15
% Chg #	-38%	140%	-8%	9%	8%	15%
\$ Sold	\$653,800	\$2,315,400	\$3,123,642	\$2,845,400	\$3,525,500	\$3,991,150
% Chg \$	-48%	254%	35%	-9%	24%	13%
Avg \$	\$130,760	\$192,950	\$283,967	\$237,117	\$271,192	\$266,077
% Chg Avg \$	-17%	48%	47%	-16%	14%	-2%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential YTD Qtr 3	2019	2020	2021	2022	2023	2024
Dalton						
# Sold	59	56	56	40	33	37
% Chg #	20%	-5%	0%	-29%	-18%	12%
\$ Sold	\$12,814,853	\$14,242,959	\$15,798,417	\$12,644,860	\$9,871,354	\$11,437,800
% Chg \$	25%	11%	11%	-20%	-22%	16%
Avg \$	\$217,201	\$254,339	\$282,115	\$316,122	\$299,132	\$309,130
% Chg Avg \$	4%	17%	11%	12%	-5%	3%
Egremont						
# Sold	21	19	24	25	13	12
% Chg #	17%	-10%	26%	4%	-48%	-8%
\$ Sold	\$8,945,598	\$13,363,500	\$21,141,200	\$24,592,500	\$10,687,500	\$12,603,000
% Chg \$	-8%	49%	58%	16%	-57%	18%
Avg \$	\$425,981	\$703,342	\$880,883	\$983,700	\$822,115	\$1,050,250
% Chg Avg \$	-21%	65%	25%	12%	-16%	28%
Florida						
# Sold	4	3	5	7	5	8
% Chg #	100%	-25%	67%	40%	-29%	60%
\$ Sold	\$393,500	\$284,000	\$475,000	\$1,242,900	\$869,900	\$2,146,500
% Chg \$	73%	-28%	67%	162%	-30%	147%
Avg \$	\$98,375	\$94,667	\$95,000	\$177,557	\$173,980	\$268,313
% Chg Avg \$	-14%	-4%	0%	87%	-2%	54%
Great Barrington						
# Sold	56	78	86	71	40	48
% Chg #	-11%	39%	10%	-17%	-44%	20%
\$ Sold	\$23,620,200	\$47,104,550	\$57,915,047	\$44,862,864	\$31,591,564	\$33,669,360
% Chg \$	-24%	99%	23%	-23%	-30%	7%
Avg \$	\$421,789	\$603,904	\$673,431	\$631,871	\$789,789	\$701,445
% Chg Avg \$	-14%	43%	12%	-6%	25%	-11%
Hancock						
# Sold	3	3	3	4	3	4
% Chg #	-50%	0%	0%	33%	-25%	33%
\$ Sold	\$692,000	\$1,110,000	\$1,675,000	\$2,059,500	\$1,330,000	\$1,651,000
% Chg \$	-75%	60%	51%	23%	-35%	24%
Avg \$	\$230,667	\$370,000	\$558,333	\$514,875	\$443,333	\$412,750
% Chg Avg \$	-49%	60%	51%	-8%	-14%	-7%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential YTD Qtr 3	2019	2020	2021	2022	2023	2024
Hinsdale						
# Sold	23	15	9	18	10	21
% Chg #	21%	-35%	-40%	100%	-44%	110%
\$ Sold	\$6,027,300	\$3,742,700	\$5,285,590	\$7,172,300	\$4,375,900	\$7,226,300
% Chg \$	57%	-38%	41%	36%	-39%	65%
Avg \$	\$262,057	\$249,513	\$587,288	\$398,461	\$437,590	\$344,110
% Chg Avg \$	29%	-5%	135%	-32%	10%	-21%
Lanesborough						
# Sold	27	30	34	30	26	20
% Chg #	-13%	11%	13%	-12%	-13%	-23%
\$ Sold	\$6,868,601	\$8,550,900	\$11,220,500	\$10,868,753	\$10,949,650	\$6,478,900
% Chg \$	-13%	24%	31%	-3%	1%	-41%
Avg \$	\$254,393	\$285,030	\$330,015	\$362,292	\$421,140	\$323,945
% Chg Avg \$	0%	12%	16%	10%	16%	-23%
Lee						
# Sold	38	58	42	27	37	32
% Chg #	9%	53%	-28%	-36%	37%	-14%
\$ Sold	\$11,035,300	\$16,676,123	\$17,149,150	\$9,287,500	\$14,585,980	\$17,912,400
% Chg \$	9%	51%	3%	-46%	57%	23%
Avg \$	\$290,403	\$287,519	\$408,313	\$343,981	\$394,216	\$559,763
% Chg Avg \$	0%	-1%	42%	-16%	15%	42%
Lenox						
# Sold	54	54	58	37	29	27
% Chg #	145%	0%	7%	-36%	-22%	-7%
\$ Sold	\$22,075,016	\$30,033,250	\$42,742,900	\$31,834,460	\$20,715,342	\$21,155,130
% Chg \$	133%	36%	42%	-26%	-35%	2%
Avg \$	\$408,797	\$556,171	\$736,947	\$860,391	\$714,322	\$783,523
% Chg Avg \$	-5%	36%	33%	17%	-17%	10%
Monterey						
# Sold	8	24	19	15	10	14
% Chg #	-58%	200%	-21%	-21%	-33%	40%
\$ Sold	\$6,807,500	\$14,403,500	\$12,252,250	\$16,165,000	\$10,975,000	\$16,417,100
% Chg \$	-29%	112%	-15%	32%	-32%	50%
Avg \$	\$850,938	\$600,146	\$644,855	\$1,077,667	\$1,097,500	\$1,172,650
% Chg Avg \$	69%	-29%	7%	67%	2%	7%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential YTD Qtr 3	2019	2020	2021	2022	2023	2024
Mt Washington						
# Sold	1	2	4	4	4	2
% Chg #	-67%	100%	100%	0%	0%	-50%
\$ Sold	\$642,000	\$1,174,000	\$3,983,300	\$4,279,000	\$3,813,000	\$1,105,000
% Chg \$	-69%	83%	239%	7%	-11%	-71%
Avg \$	\$642,000	\$587,000	\$995,825	\$1,069,750	\$953,250	\$552,500
% Chg Avg \$	-6%	-9%	70%	7%	-11%	-42%
New Ashford						
# Sold	4		5	4	2	2
% Chg #	300%			-20%	-50%	0%
\$ Sold	\$1,613,900		\$1,345,900	\$1,371,500	\$425,000	\$1,401,000
% Chg \$	375%			2%	-69%	230%
Avg \$	\$403,475		\$269,180	\$342,875	\$212,500	\$700,500
% Chg Avg \$	19%			27%	-38%	230%
New Marlborough						
# Sold	16	32	17	15	15	14
% Chg #	-27%	100%	-47%	-12%	0%	-7%
\$ Sold	\$10,473,750	\$16,210,750	\$9,067,416	\$13,274,010	\$21,676,450	\$8,694,500
% Chg \$	9%	55%	-44%	46%	63%	-60%
Avg \$	\$654,609	\$506,586	\$533,377	\$884,934	\$1,445,097	\$621,036
% Chg Avg \$	50%	-23%	5%	66%	63%	-57%
North Adams						
# Sold	62	83	73	59	70	60
% Chg #	-23%	34%	-12%	-19%	19%	-14%
\$ Sold	\$8,290,219	\$11,230,512	\$12,956,065	\$12,048,489	\$16,230,050	\$14,612,205
% Chg \$	-29%	35%	15%	-7%	35%	-10%
Avg \$	\$133,713	\$135,307	\$177,480	\$204,212	\$231,858	\$243,537
% Chg Avg \$	-8%	1%	31%	15%	14%	5%
Otis						
# Sold	23	41	30	25	21	29
% Chg #	-8%	78%	-27%	-17%	-16%	38%
\$ Sold	\$9,490,500	\$17,789,001	\$16,144,600	\$11,083,712	\$13,406,000	\$17,237,800
% Chg \$	-16%	87%	-9%	-31%	21%	29%
Avg \$	\$412,630	\$433,878	\$538,153	\$443,348	\$638,381	\$594,407
% Chg Avg \$	-9%	5%	24%	-18%	44%	-7%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential YTD Qtr 3	2019	2020	2021	2022	2023	2024
Peru						
# Sold	14	9	4	4	2	4
% Chg #	56%	-36%	-56%	0%	-50%	100%
\$ Sold	\$3,325,850	\$2,432,400	\$1,153,900	\$1,339,000	\$365,000	\$1,602,000
% Chg \$	87%	-27%	-53%	16%	-73%	339%
Avg \$	\$237,561	\$270,267	\$288,475	\$334,750	\$182,500	\$400,500
% Chg Avg \$	20%	14%	7%	16%	-45%	119%
Pittsfield						
# Sold	344	295	302	309	239	234
% Chg #	10%	-14%	2%	2%	-23%	-2%
\$ Sold	\$69,086,308	\$66,738,717	\$79,417,236	\$96,246,458	\$75,373,963	\$75,337,810
% Chg \$	15%	-3%	19%	21%	-22%	0%
Avg \$	\$200,832	\$226,233	\$262,971	\$311,477	\$315,372	\$321,956
% Chg Avg \$	5%	13%	16%	18%	1%	2%
Richmond						
# Sold	17	24	19	19	17	12
% Chg #	0%	41%	-21%	0%	-11%	-29%
\$ Sold	\$5,997,560	\$11,476,066	\$12,300,330	\$13,884,900	\$14,970,650	\$10,910,000
% Chg \$	-26%	91%	7%	13%	8%	-27%
Avg \$	\$352,798	\$478,169	\$647,386	\$730,784	\$880,626	\$909,167
% Chg Avg \$	-26%	36%	35%	13%	21%	3%
Sandisfield						
# Sold	9	17	9	12	13	8
% Chg #	0%	89%	-47%	33%	8%	-38%
\$ Sold	\$2,815,500	\$5,579,500	\$4,565,800	\$5,178,000	\$6,040,300	\$3,122,000
% Chg \$	34%	98%	-18%	13%	17%	-48%
Avg \$	\$312,833	\$328,206	\$507,311	\$431,500	\$464,638	\$390,250
% Chg Avg \$	34%	5%	55%	-15%	8%	-16%
Savoy						
# Sold	3	5	3	4	6	4
% Chg #	-67%	67%	-40%	33%	50%	-33%
\$ Sold	\$705,000	\$1,290,900	\$627,900	\$1,221,000	\$862,400	\$1,199,900
% Chg \$	-62%	83%	-51%	94%	-29%	39%
Avg \$	\$235,000	\$258,180	\$209,300	\$305,250	\$143,733	\$299,975
% Chg Avg \$	14%	10%	-19%	46%	-53%	109%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential YTD Qtr 3	2019	2020	2021	2022	2023	2024
Sheffield						
# Sold	27	31	32	30	21	27
% Chg #	-16%	15%	3%	-6%	-30%	29%
\$ Sold	\$11,363,700	\$15,530,350	\$21,295,200	\$15,791,000	\$14,833,450	\$23,293,550
% Chg \$	-9%	37%	37%	-26%	-6%	57%
Avg \$	\$420,878	\$500,979	\$665,475	\$526,367	\$706,355	\$862,724
% Chg Avg \$	8%	19%	33%	-21%	34%	22%
Stockbridge						
# Sold	23	29	30	24	24	16
% Chg #	-23%	26%	3%	-20%	0%	-33%
\$ Sold	\$11,804,430	\$19,287,900	\$32,036,500	\$16,410,000	\$18,065,000	\$13,309,250
% Chg \$	-16%	63%	66%	-49%	10%	-26%
Avg \$	\$513,236	\$665,100	\$1,067,883	\$683,750	\$752,708	\$831,828
% Chg Avg \$	9%	30%	61%	-36%	10%	11%
Tyringham						
# Sold	6	2	3	8	1	5
% Chg #	50%	-67%	50%	167%	-88%	400%
\$ Sold	\$2,247,000	\$3,892,000	\$1,401,000	\$8,830,000	\$955,000	\$3,466,000
% Chg \$	12%	73%	-64%	530%	-89%	263%
Avg \$	\$374,500	\$1,946,000	\$467,000	\$1,103,750	\$955,000	\$693,200
% Chg Avg \$	-25%	420%	-76%	136%	-13%	-27%
Washington						
# Sold	3	6	4	4	2	2
% Chg #	-25%	100%	-33%	0%	-50%	0%
\$ Sold	\$904,375	\$1,276,926	\$1,324,000	\$1,465,000	\$800,000	\$674,000
% Chg \$	-18%	41%	4%	11%	-45%	-16%
Avg \$	\$301,458	\$212,821	\$331,000	\$366,250	\$400,000	\$337,000
% Chg Avg \$	9%	-29%	56%	11%	9%	-16%
West Stockbridge						
# Sold	12	24	20	18	12	7
% Chg #	-14%	100%	-17%	-10%	-33%	-42%
\$ Sold	\$7,043,100	\$13,111,200	\$18,612,500	\$18,366,500	\$8,589,000	\$7,500,000
% Chg \$	-6%	86%	42%	-1%	-53%	-13%
Avg \$	\$586,925	\$546,300	\$930,625	\$1,020,361	\$715,750	\$1,071,429
% Chg Avg \$	9%	-7%	70%	10%	-30%	50%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential YTD Qtr 3	2019	2020	2021	2022	2023	2024
Williamstown						
# Sold	44	56	54	43	40	25
% Chg #	-10%	27%	-4%	-20%	-7%	-38%
\$ Sold	\$16,385,265	\$24,432,160	\$29,563,780	\$29,079,217	\$23,760,050	\$13,466,900
% Chg \$	-20%	49%	21%	-2%	-18%	-43%
Avg \$	\$372,392	\$436,289	\$547,477	\$676,261	\$594,001	\$538,676
% Chg Avg \$	-11%	17%	25%	24%	-12%	-9%
Windsor						
# Sold	8	8	5	7	5	8
% Chg #	14%	0%	-38%	40%	-29%	60%
\$ Sold	\$2,355,600	\$2,276,900	\$1,689,000	\$2,672,750	\$1,959,000	\$4,532,000
% Chg \$	23%	-3%	-26%	58%	-27%	131%
Avg \$	\$294,450	\$284,613	\$337,800	\$381,821	\$391,800	\$566,500
% Chg Avg \$	8%	-3%	19%	13%	3%	45%
Total # Sold	1032	1144	1102	998	821	777
Total % Chg #	1%	11%	-4%	-9%	-18%	-5%
Total \$ Sold	\$295,462,318	\$402,612,129	\$477,783,718	\$457,980,270	\$379,911,452	\$369,539,420
Total % Chg \$	2%	36%	19%	-4%	-17%	-3%
Total Avg \$	\$286,301	\$351,934	\$433,561	\$458,898	\$462,742	\$475,598
Total % Chg Avg \$	1%	23%	23%	6%	1%	3%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential	2019	2020	2021	2022	2023	2024
Dalton						
# Sold	33	34	34	25	21	18
Chg #	27%	3%	0%	-26%	-16%	-14%
\$ Sold	\$7,210,650	\$8,390,759	\$8,727,917	\$7,691,200	\$6,230,854	\$5,384,400
Chg \$	23%	16%	4%	-12%	-19%	-14%
Avg \$	\$218,505	\$246,787	\$256,703	\$307,648	\$296,707	\$299,133
Chg Avg \$	-3%	13%	4%	20%	-4%	1%
Egremont						
# Sold	9	9	18	12	6	8
Chg #	-31%	0%	100%	-33%	-50%	33%
\$ Sold	\$3,903,598	\$7,440,500	\$16,579,800	\$13,066,000	\$4,582,000	\$7,926,000
Chg \$	-43%	91%	123%	-21%	-65%	73%
Avg \$	\$433,733	\$826,722	\$921,100	\$1,088,833	\$763,667	\$990,750
Chg Avg \$	-18%	91%	11%	18%	-30%	30%
Florida						
# Sold	1	2	3	4	3	6
Chg #	0%	100%	50%	33%	-25%	100%
\$ Sold	\$150,000	\$263,000	\$270,000	\$591,900	\$565,000	\$1,739,000
Chg \$	36%	75%	3%	119%	-5%	208%
Avg \$	\$150,000	\$131,500	\$90,000	\$147,975	\$188,333	\$289,833
Chg Avg \$	36%	-12%	-32%	64%	27%	54%
Great Barrington						
# Sold	32	32	61	52	20	33
Chg #	-11%	0%	91%	-15%	-62%	65%
\$ Sold	\$12,842,700	\$13,916,750	\$38,195,047	\$31,195,214	\$14,253,000	\$22,522,360
Chg \$	-25%	8%	174%	-18%	-54%	58%
Avg \$	\$401,334	\$434,898	\$626,148	\$599,908	\$712,650	\$682,496
Chg Avg \$	-16%	8%	44%	-4%	19%	-4%
Hancock						
# Sold	1	2	1	3		4
Chg #	-67%	100%	-50%	200%	#NULL!	
\$ Sold	\$220,000	\$795,000	\$900,000	\$1,612,000		\$1,651,000
Chg \$	-82%	261%	13%	79%	#NULL!	
Avg \$	\$220,000	\$397,500	\$900,000	\$537,333		\$412,750
Chg Avg \$	-47%	81%	126%	-40%	#NULL!	

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential	2019	2020	2021	2022	2023	2024
Hinsdale						
# Sold	8	4	5	13	5	13
Chg #	-27%	-50%	25%	160%	-62%	160%
\$ Sold	\$2,541,400	\$1,012,000	\$2,600,690	\$5,284,800	\$2,260,000	\$4,382,000
Chg \$	10%	-60%	157%	103%	-57%	94%
Avg \$	\$317,675	\$253,000	\$520,138	\$406,523	\$452,000	\$337,077
Chg Avg \$	51%	-20%	106%	-22%	11%	-25%
Lanesborough						
# Sold	12	17	24	19	12	15
Chg #	-40%	42%	41%	-21%	-37%	25%
\$ Sold	\$3,031,201	\$4,117,000	\$6,612,000	\$6,536,253	\$4,646,850	\$4,876,900
Chg \$	-37%	36%	61%	-1%	-29%	5%
Avg \$	\$252,600	\$242,176	\$275,500	\$344,013	\$387,238	\$325,127
Chg Avg \$	5%	-4%	14%	25%	13%	-16%
Lee						
# Sold	16	20	18	13	18	24
Chg #	-20%	25%	-10%	-28%	38%	33%
\$ Sold	\$4,490,000	\$5,163,400	\$7,614,750	\$4,986,000	\$7,099,480	\$10,389,900
Chg \$	-15%	15%	47%	-35%	42%	46%
Avg \$	\$280,625	\$258,170	\$423,042	\$383,538	\$394,416	\$432,913
Chg Avg \$	6%	-8%	64%	-9%	3%	10%
Lenox						
# Sold	32	28	36	29	15	17
Chg #	433%	-13%	29%	-19%	-48%	13%
\$ Sold	\$12,897,725	\$16,215,150	\$23,982,500	\$25,082,000	\$10,066,500	\$14,873,230
Chg \$	371%	26%	48%	5%	-60%	48%
Avg \$	\$403,054	\$579,113	\$666,181	\$864,897	\$671,100	\$874,896
Chg Avg \$	-12%	44%	15%	30%	-22%	30%
Monterey						
# Sold	3	8	12	10	7	10
Chg #	-67%	167%	50%	-17%	-30%	43%
\$ Sold	\$2,747,500	\$5,890,500	\$7,486,350	\$10,614,000	\$6,940,000	\$11,682,100
Chg \$	-38%	114%	27%	42%	-35%	68%
Avg \$	\$915,833	\$736,313	\$623,863	\$1,061,400	\$991,429	\$1,168,210
Chg Avg \$	87%	-20%	-15%	70%	-7%	18%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential	2019	2020	2021	2022	2023	2024
Mt Washington						
# Sold	1		2	3	3	
Chg #	0%			50%	0%	
\$ Sold	\$642,000		\$2,255,000	\$1,679,000	\$2,388,000	
Chg \$	17%			-26%	42%	
Avg \$	\$642,000		\$1,127,500	\$559,667	\$796,000	
Chg Avg \$	17%			-50%	42%	
New Ashford						
# Sold	2		2	3		2
Chg #	100%			50%		
\$ Sold	\$644,900		\$404,000	\$1,039,000		\$1,401,000
Chg \$	90%			157%		
Avg \$	\$322,450		\$202,000	\$346,333		\$700,500
Chg Avg \$	-5%			71%		
New Marlborough						
# Sold	12	11	8	11	10	12
Chg #	-8%	-8%	-27%	38%	-9%	20%
\$ Sold	\$8,367,500	\$6,562,500	\$4,664,416	\$9,755,000	\$16,121,450	\$7,674,500
Chg \$	41%	-22%	-29%	109%	65%	-52%
Avg \$	\$697,292	\$596,591	\$583,052	\$886,818	\$1,612,145	\$639,542
Chg Avg \$	52%	-14%	-2%	52%	82%	-60%
North Adams						
# Sold	38	58	36	35	36	41
Chg #	-19%	53%	-38%	-3%	3%	14%
\$ Sold	\$5,341,950	\$7,197,912	\$5,850,930	\$6,716,489	\$7,502,600	\$9,971,200
Chg \$	-22%	35%	-19%	15%	12%	33%
Avg \$	\$140,578	\$124,102	\$162,526	\$191,900	\$208,406	\$243,200
Chg Avg \$	-4%	-12%	31%	18%	9%	17%
Otis						
# Sold	12	16	20	18	11	15
Chg #	0%	33%	25%	-10%	-39%	36%
\$ Sold	\$4,879,000	\$5,934,250	\$12,122,000	\$7,331,212	\$6,073,500	\$7,794,400
Chg \$	-14%	22%	104%	-40%	-17%	28%
Avg \$	\$406,583	\$370,891	\$606,100	\$407,290	\$552,136	\$519,627
Chg Avg \$	-14%	-9%	63%	-33%	36%	-6%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential	2019	2020	2021	2022	2023	2024
Peru						
# Sold	7	3	2	2	2	2
Chg #	0%	-57%	-33%	0%	0%	0%
\$ Sold	\$1,454,350	\$935,500	\$524,900	\$504,000	\$365,000	\$847,000
Chg \$	5%	-36%	-44%	-4%	-28%	132%
Avg \$	\$207,764	\$311,833	\$262,450	\$252,000	\$182,500	\$423,500
Chg Avg \$	5%	50%	-16%	-4%	-28%	132%
Pittsfield						
# Sold	203	161	182	171	148	141
Chg #	18%	-21%	13%	-6%	-13%	-5%
\$ Sold	\$40,390,368	\$34,834,317	\$44,023,437	\$51,996,998	\$44,949,913	\$43,774,868
Chg \$	34%	-14%	26%	18%	-14%	-3%
Avg \$	\$198,967	\$216,362	\$241,887	\$304,076	\$303,716	\$310,460
Chg Avg \$	13%	9%	12%	26%	0%	2%
Richmond						
# Sold	11	13	13	11	12	9
Chg #	22%	18%	0%	-15%	9%	-25%
\$ Sold	\$3,761,560	\$6,695,266	\$7,822,430	\$6,692,900	\$11,681,750	\$6,070,000
Chg \$	-23%	78%	17%	-14%	75%	-48%
Avg \$	\$341,960	\$515,020	\$601,725	\$608,445	\$973,479	\$674,444
Chg Avg \$	-37%	51%	17%	1%	60%	-31%
Sandisfield						
# Sold	6	6	5	4	6	5
Chg #	-33%	0%	-17%	-20%	50%	-17%
\$ Sold	\$1,557,500	\$1,937,500	\$2,730,000	\$2,045,000	\$2,852,000	\$1,592,000
Chg \$	-26%	24%	41%	-25%	39%	-44%
Avg \$	\$259,583	\$322,917	\$546,000	\$511,250	\$475,333	\$318,400
Chg Avg \$	11%	24%	69%	-6%	-7%	-33%
Savoy						
# Sold	2	4	2	2	5	2
Chg #	-50%	100%	-50%	0%	150%	-60%
\$ Sold	\$490,000	\$930,900	\$288,000	\$486,000	\$642,400	\$679,900
Chg \$	-41%	90%	-69%	69%	32%	6%
Avg \$	\$245,000	\$232,725	\$144,000	\$243,000	\$128,480	\$339,950
Chg Avg \$	18%	-5%	-38%	69%	-47%	165%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential	2019	2020	2021	2022	2023	2024
Sheffield						
# Sold	13	14	24	21	14	15
Chg #	-19%	8%	71%	-13%	-33%	7%
\$ Sold	\$5,465,400	\$7,256,500	\$17,383,700	\$11,269,000	\$9,243,950	\$7,277,550
Chg \$	-23%	33%	140%	-35%	-18%	-21%
Avg \$	\$420,415	\$518,321	\$724,321	\$536,619	\$660,282	\$485,170
Chg Avg \$	-6%	23%	40%	-26%	23%	-27%
Stockbridge						
# Sold	7	9	21	13	11	9
Chg #	-56%	29%	133%	-38%	-15%	-18%
\$ Sold	\$3,649,180	\$5,124,000	\$17,783,500	\$9,747,000	\$8,084,000	\$6,252,250
Chg \$	-42%	40%	247%	-45%	-17%	-23%
Avg \$	\$521,311	\$569,333	\$846,833	\$749,769	\$734,909	\$694,694
Chg Avg \$	34%	9%	49%	-11%	-2%	-5%
Tyringham						
# Sold	2	1	3	6		4
Chg #	0%	-50%	200%	100%	#NULL!	
\$ Sold	\$700,000	\$342,000	\$1,401,000	\$7,455,000		\$2,765,000
Chg \$	-14%	-51%	310%	432%	#NULL!	
Avg \$	\$350,000	\$342,000	\$467,000	\$1,242,500		\$691,250
Chg Avg \$	-14%	-2%	37%	166%	#NULL!	
Washington						
# Sold	2	3	4	1	1	1
Chg #	-33%	50%	33%	-75%	0%	0%
\$ Sold	\$546,375	\$437,926	\$1,324,000	\$450,000	\$500,000	\$464,000
Chg \$	-36%	-20%	202%	-66%	11%	-7%
Avg \$	\$273,188	\$145,975	\$331,000	\$450,000	\$500,000	\$464,000
Chg Avg \$	-4%	-47%	127%	36%	11%	-7%
West Stockbridge						
# Sold	7	5	13	9	4	5
Chg #	17%	-29%	160%	-31%	-56%	25%
\$ Sold	\$4,249,600	\$2,966,500	\$10,527,000	\$5,315,500	\$2,345,000	\$5,750,000
Chg \$	28%	-30%	255%	-50%	-56%	145%
Avg \$	\$607,086	\$593,300	\$809,769	\$590,611	\$586,250	\$1,150,000
Chg Avg \$	10%	-2%	36%	-27%	-1%	96%

Residential Historical Report by City/Town – 3rd Quarter YTD

Residential	2019	2020	2021	2022	2023	2024
Williamstown						
# Sold	27	24	26	22	14	14
Chg #	17%	-11%	8%	-15%	-36%	0%
\$ Sold	\$10,918,865	\$10,747,660	\$14,212,600	\$15,762,717	\$7,367,900	\$6,161,500
Chg \$	46%	-2%	32%	11%	-53%	-16%
Avg \$	\$404,402	\$447,819	\$546,638	\$716,487	\$526,279	\$440,107
Chg Avg \$	24%	11%	22%	31%	-27%	-16%
Windsor						
# Sold	4	3	2	5	4	4
Chg #	300%	-25%	-33%	150%	-20%	0%
\$ Sold	\$977,700	\$789,000	\$596,000	\$1,537,000	\$1,419,000	\$2,352,000
Chg \$	70%	-19%	-24%	158%	-8%	66%
Avg \$	\$244,425	\$263,000	\$298,000	\$307,400	\$354,750	\$588,000
Chg Avg \$	-57%	8%	13%	3%	15%	66%
Total # Sold	567	544	659	596	453	477
Total Chg #	2%	-4%	21%	-10%	-24%	5%
Total \$ Sold	\$158,527,175	\$167,247,813	\$283,857,493	\$270,084,907	\$200,534,547	\$212,479,173
Total Chg \$	6%	6%	70%	-5%	-26%	6%
Total Avg \$	\$279,589	\$307,441	\$430,740	\$453,163	\$442,681	\$445,449
Total Chg Avg \$	3%	10%	40%	5%	-2%	1%

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