

SOUTH BERKSHIRE 2014 AT-A-GLANCE

Overall sales in the southern part of Berkshire County totaled \$184.8 million dollars and 525 transactions in 2014. Residential sales increased in volume by 1.2% and # transacted by 2%. Modest gains proved 2014 to be the best market since 2006 for residential sales in southern Berkshire. Condo and land transactions lagged behind 2013 just like the rest of the region, while multifamily and commercial sales moved up north.

Average Days on the Market

239

525
sales ↓ 1%

83.6
List-to-Sell Ratio

\$185M
Sales ↓ 7%

22
months' supply

\$274,250
median sale price

395,000
median list price

4.17%
Avg 30 Yr Mtg Rate in '14

Price Range

\$200-250K
of Most Sales

\$500-750K
of Most Listings

-  **Residential Sales Volume \$158M up 1.2%**
Residential # Units Sold 400, up 2%
-  Multi-family Sales Volume: \$2.5 M, down 10%
Multi-family # Units Sold: 10, same as 2013
-  Condo Sales Volume: \$14M, down 21%
Condo # Units Sold: 46, down 21%
-  Land Sales Volume: \$5.7M, down 36%
Land # Units Sold: 53, up 1.9%
-  Commercial Sales Volume: \$4.2M, down 63%
Commercial # Units Sold: 12, same as 2013

This is the strongest market since 2006. Becket, Egremont, Lee, Lenox, Otis, Sandisfield, and Sheffield recorded double-digit increases in dollar volume. Alford, Monterey and West Stockbridge showed modest growth from the previous year, but Great Barrington, New Marlborough, and Stockbridge all decreased over the 2013 sales rates for residential homes.



7 out of 10 buyers came from cooperating brokerages: South Berkshire 2014