

## 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**

## SOUTHERN BERKSHIRE SALES

South	2009	2010	2011	2012	2013	2014
<b>Residential</b>						
\$ Sold	\$173,968,721	\$209,232,430	\$184,021,141	\$227,938,455	\$248,233,050	\$252,538,929
% Chg \$	-23.17%	20.27%	-12.05%	23.87%	8.90%	1.73%
# Sold	667	707	668	817	893	886
% Chg #	-10.23%	6.00%	-5.52%	22.31%	9.30%	-0.78%
Avg \$	\$260,823	\$295,944	\$275,481	\$278,994	\$277,977	\$285,033
% Chg Avg	-14.42%	13.47%	-6.91%	1.28%	-0.36%	2.54%
<b>Condominium</b>						
\$ Sold	\$15,098,748	\$15,052,586	\$19,695,350	\$16,939,275	\$28,170,555	\$20,518,100
% Chg \$	-34.86%	-0.31%	30.84%	-13.99%	66.30%	-27.16%
# Sold	47	63	56	69	98	75
% Chg #	-36.49%	34.04%	-11.11%	23.21%	42.03%	-23.47%
Avg \$	\$321,250	\$238,930	\$351,703	\$245,497	\$287,455	\$273,575
% Chg Avg	2.56%	-25.62%	47.20%	-30.20%	17.09%	-4.83%
<b>MultiFamily</b>						
\$ Sold	\$8,615,405	\$6,988,900	\$7,669,129	\$8,379,618	\$9,340,765	\$9,192,550
% Chg \$	-21.39%	-18.88%	9.73%	9.26%	11.47%	-1.59%
# Sold	63	54	59	68	62	61
% Chg #	-11.27%	-14.29%	9.26%	15.25%	-8.82%	-1.61%
Avg \$	\$136,752	\$129,424	\$129,985	\$123,230	\$150,658	\$150,698
% Chg Avg	-11.41%	-5.36%	0.43%	-5.20%	22.26%	0.03%
<b>Lots/Land</b>						
\$ Sold	\$8,240,850	\$8,686,450	\$8,336,650	\$5,665,700	\$11,801,400	\$7,418,850
% Chg \$	-53.38%	5.41%	-4.03%	-32.04%	108.30%	-37.14%
# Sold	48	68	70	41	74	74
% Chg #	-36.84%	41.67%	2.94%	-41.43%	80.49%	0.00%
Avg \$	\$171,684	\$127,742	\$119,095	\$138,188	\$159,478	\$100,255
% Chg Avg	-26.19%	-25.59%	-6.77%	16.03%	15.41%	-37.14%
<b>Commercial</b>						
\$ Sold	\$4,971,400	\$3,685,001	\$7,707,500	\$10,555,243	\$14,367,000	\$5,631,188
% Chg \$	-60.02%	-25.88%	109.16%	36.95%	36.11%	-60.80%
# Sold	11	11	15	30	25	19
% Chg #	-54.17%	0.00%	36.36%	100.00%	-16.67%	-24.00%
Avg \$	\$451,945	\$335,000	\$513,833	\$351,841	\$574,680	\$296,378
% Chg Avg	-12.78%	-25.88%	53.38%	-31.53%	63.33%	-48.43%

## SOUTHERN BERKSHIRE RESIDENTIAL SALES

Southern Berkshire residential sales are up almost 2% from last year, with 2% more sales in the region, comparing Realtor transactions from each year. 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.

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

Residential	2009	2010	2011	2012	2013	2014
<b>Alford</b>						
\$ Sold	\$985,000	\$2,650,000	\$3,304,000	\$4,471,000	\$8,984,000	\$9,679,800
% Chg \$	77.48%	169.04%	24.68%	35.32%	100.94%	7.74%
# Sold	2	2	6	6	11	8
% Chg #	0.00%	0.00%	200.00%	0.00%	83.33%	-27.27%
Avg \$	\$492,500	\$1,325,000	\$550,667	\$745,167	\$816,727	\$1,209,975
% Chg Avg	77.48%	169.04%	-58.44%	35.32%	9.60%	48.15%
<b>Becket</b>						
\$ Sold	\$10,359,268	\$6,498,660	\$7,209,900	\$8,549,550	\$6,687,520	\$12,019,350
% Chg \$	3.93%	-37.27%	10.94%	18.58%	-21.78%	79.73%
# Sold	31	32	30	46	36	52
% Chg #	-3.13%	3.23%	-6.25%	53.33%	-21.74%	44.44%
Avg \$	\$334,170	\$203,083	\$240,330	\$185,860	\$185,764	\$231,141
% Chg Avg	7.28%	-39.23%	18.34%	-22.66%	-0.05%	24.43%
<b>Egremont</b>						
\$ Sold	\$8,026,700	\$12,250,000	\$8,493,000	\$6,442,250	\$10,928,250	\$12,477,250
% Chg \$	-17.38%	52.62%	-30.67%	-24.15%	69.63%	14.17%
# Sold	11	23	18	17	18	24
% Chg #	-21.43%	109.09%	-21.74%	-5.56%	5.88%	33.33%
Avg \$	\$729,700	\$532,609	\$471,833	\$378,956	\$607,125	\$519,885
% Chg Avg	5.15%	-27.01%	-11.41%	-19.68%	60.21%	-14.37%
<b>Great Barrington</b>						
\$ Sold	\$19,509,000	\$24,010,500	\$22,934,162	\$25,846,200	\$26,997,300	\$19,971,400
% Chg \$	-15.44%	23.07%	-4.48%	12.70%	4.45%	-26.02%
# Sold	54	53	59	59	74	60
% Chg #	-6.90%	-1.85%	11.32%	0.00%	25.42%	-18.92%
Avg \$	\$361,278	\$453,028	\$388,715	\$438,071	\$364,828	\$332,857
% Chg Avg	-9.18%	25.40%	-14.20%	12.70%	-16.72%	-8.76%

## SOUTHERN BERKSHIRE RESIDENTIAL SALES PAGE 2

Residential	2009	2010	2011	2012	2013	2014
<b>Lee</b>						
\$ Sold	\$9,429,800	\$8,910,300	\$7,343,350	\$8,492,750	\$10,649,110	\$12,746,900
% Chg \$	-29.01%	-5.51%	-17.59%	15.65%	25.39%	19.70%
# Sold	37	39	28	37	39	46
% Chg #	-13.95%	5.41%	-28.21%	32.14%	5.41%	17.95%
Avg \$	\$254,859	\$228,469	\$262,263	\$229,534	\$273,054	\$277,107
% Chg Avg	-17.50%	-10.35%	14.79%	-12.48%	18.96%	1.48%
<b>Lenox</b>						
\$ Sold	\$9,651,950	\$19,902,000	\$11,582,350	\$16,490,250	\$16,927,555	\$18,647,800
% Chg \$	-36.54%	106.20%	-41.80%	42.37%	2.65%	10.16%
# Sold	25	36	29	41	47	44
% Chg #	-16.67%	44.00%	-19.44%	41.38%	14.63%	-6.38%
Avg \$	\$386,078	\$552,833	\$399,391	\$402,201	\$360,161	\$423,814
% Chg Avg	-23.85%	43.19%	-27.76%	0.70%	-10.45%	17.67%
<b>Monterey</b>						
\$ Sold	\$5,614,551	\$15,047,500	\$5,163,000	\$3,442,500	\$9,194,000	\$9,576,000
% Chg \$	-67.29%	168.01%	-65.69%	-33.32%	167.07%	4.15%
# Sold	9	19	10	9	16	19
% Chg #	-55.00%	111.11%	-47.37%	-10.00%	77.78%	18.75%
Avg \$	\$623,839	\$791,974	\$516,300	\$382,500	\$574,625	\$504,000
% Chg Avg	-27.32%	26.95%	-34.81%	-25.92%	50.23%	-12.29%
<b>New Marlborough</b>						
\$ Sold	\$5,220,900	\$5,712,750	\$10,744,000	\$11,609,000	\$9,683,000	\$7,635,650
% Chg \$	-1.00%	9.42%	88.07%	8.05%	-16.59%	-21.14%
# Sold	14	12	19	25	17	16
% Chg #	40.00%	-14.29%	58.33%	31.58%	-32.00%	-5.88%
Avg \$	\$372,921	\$476,063	\$565,474	\$464,360	\$569,588	\$477,228
% Chg Avg	-29.28%	27.66%	18.78%	-17.88%	22.66%	-16.22%
<b>Otis</b>						
\$ Sold	\$6,263,155	\$5,790,600	\$6,872,999	\$14,056,000	\$5,384,925	\$8,655,500
% Chg \$	-22.07%	-7.54%	18.69%	104.51%	-61.69%	60.74%
# Sold	21	17	24	31	21	32
% Chg #	-8.70%	-19.05%	41.18%	29.17%	-32.26%	52.38%
Avg \$	\$298,245	\$340,624	\$286,375	\$453,419	\$256,425	\$270,484

## SOUTHERN BERKSHIRE RESIDENTIAL SALES PAGE 2

Residential	2009	2010	2011	2012	2013	2014
<b>Sandisfield</b>						
\$ Sold	\$2,552,500	\$1,778,500	\$2,674,400	\$4,151,260	\$3,288,331	\$7,233,000
% Chg \$	-25.82%	-30.32%	50.37%	55.22%	-20.79%	119.96%
# Sold	9	7	7	15	14	15
% Chg #	12.50%	-22.22%	0.00%	114.29%	-6.67%	7.14%
Avg \$	\$283,611	\$254,071	\$382,057	\$276,751	\$234,881	\$482,200
% Chg Avg	-34.06%	-10.42%	50.37%	-27.56%	-15.13%	105.30%
<b>Sheffield</b>						
\$ Sold	\$6,257,750	\$6,958,500	\$9,680,963	\$11,957,600	\$10,417,500	\$11,550,000
% Chg \$	-36.31%	11.20%	39.12%	23.52%	-12.88%	10.87%
# Sold	20	27	33	30	36	27
% Chg #	-25.93%	35.00%	22.22%	-9.09%	20.00%	-25.00%
Avg \$	\$312,888	\$257,722	\$293,363	\$398,587	\$289,375	\$427,778
% Chg Avg	-14.02%	-17.63%	13.83%	35.87%	-27.40%	47.83%
<b>Stockbridge</b>						
\$ Sold	\$5,420,000	\$8,775,000	\$7,025,150	\$14,911,050	\$27,462,700	\$19,081,200
% Chg \$	-45.45%	61.90%	-19.94%	112.25%	84.18%	-30.52%
# Sold	14	22	16	32	43	38
% Chg #	-33.33%	57.14%	-27.27%	100.00%	34.38%	-11.63%
Avg \$	\$387,143	\$398,864	\$439,072	\$465,970	\$638,667	\$502,137
% Chg Avg	-18.17%	3.03%	10.08%	6.13%	37.06%	-21.38%
<b>West Stockbridge</b>						
\$ Sold	\$5,628,777	\$6,177,500	\$6,086,300	\$4,399,250	\$7,820,500	\$7,996,000
% Chg \$	-34.07%	9.75%	-1.48%	-27.72%	77.77%	2.24%
# Sold	10	17	16	13	17	16
% Chg #	-28.57%	70.00%	-5.88%	-18.75%	30.77%	-5.88%
Avg \$	\$562,878	\$363,382	\$380,394	\$338,404	\$460,029	\$499,750
% Chg Avg	-7.69%	-35.44%	4.68%	-11.04%	35.94%	8.63%