

2016 SOUTH BERKSHIRE 2ND QUARTER AT-A-GLANCE

Residential, land and commercial sales were robust compared to sales rates in the first two quarters of 2015. While the average days on the market from listing to sale is still high compared to other regions, this is an improvement from the first quarter of 2016.

Average Days
on the Market

284

255
sales ↑ 22%

85%
List-to-Sell
Ratio

\$93.8M
Sales ↑ 19%

\$300,000 ↑
median sale price

\$329,000 ↓
median list price

19
months'
supply

3.44 %
↓ from 4.05%
Avg 30 Yr
MtgRate '15

Hottest Price
Range:



\$500-749K
For listings

\$250-299 K
For sales

651 Homes for Sale

67%
sales were w/
co-brokers,
33% in-house.

143
sales
pending

-  **Residential Sales Volume \$78.5M, up 18%**
Residential # Units Sold 203, up 27%
-  **Multi-family Sales Volume: \$831K, down 30%**
Multi-family # Units Sold: 5, Same as 2015
-  **Condo Sales Volume: \$5.4M, down 5%**
Condo # Units Sold: 16, down 24%
-  **Land Sales Volume: \$5M, up 87%**
Land # Units Sold: 23, up 35%
-  **Commercial Sales Volume: \$4.1M, up 41%**
Commercial # Units Sold: 8, up 33%