

1st
Quarter

2019 NORTH BERKSHIRE SALES

Average Days
on the Market

194

Overall, first quarter sales in the northern Berkshire region exceeded sales in 2018 at the same time. There was a shift in the market strength, relying heavily on multifamily gains with mixed condo and commercial sales. Affordability remains the northern Berkshires greatest asset, with extremely affordable housing. As inventory of homes continues to retract, this could spur the \$200-\$300,000 market. Pending sales are slightly higher than the same time last year, going into the second quarter with 12 more sales pending. Adams and Williamstown showed remarkable gains this quarter. We are hopeful for new spring listings to hit the market and bring growth in the 2nd quarter of 2019.

62
sales

Up from 60

Gains in Multifamily!

86%

List-to-Sell Ratio
from original list
price. (80% in-
house sales)

\$9.6 M

sales up 23%

Largest Price Range

Up to \$99 K

Sales

\$100-\$149 K

Inventory

8

months'
supply

95 Homes
for Sale

\$146,000

median sale price
compared to 1st Qtr
last year,

\$140,950

4.08 %

↓ from 4.4%
avg 30 yr Fixed
MtgRate in '18

45

sales pending
in April, up
from 33 LY

63%

cooperation
rates rose 6%.



Residential Sales Volume \$6.0M, down 3%
Residential # Units Sold 36, same as last year



Multi-family Sales Volume: \$1.7M, up 42%
Multi-family # Units Sold: 18, up from 15, 20%



Condo Sales Volume: \$900K up from \$673K
Condo # Units Sold: 3, same as last year



Land Sales Volume: \$125K, up from \$55K
Land # Units Sold: 2, down from 4 last year



Commercial Volume: \$831K, up from \$180k
Commercial # Units Sold: 3 up from 2



Qtr1	2014	2015	2016	2017	2018	2019
# Sold	52	46	59	59	60	62
\$ Sold	\$6,889,050	\$7,861,550	\$8,291,242	\$7,748,840	\$8,274,488	\$9,554,091