



Year End Edition 2019 *Market Watch* Berkshire County, MA Real Estate Sales

Berkshire County MA - Nestled in the beautiful hills of western Massachusetts – Where art and nature come to play



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.

2019 Year End Market Watch

January – December Sales Comparison

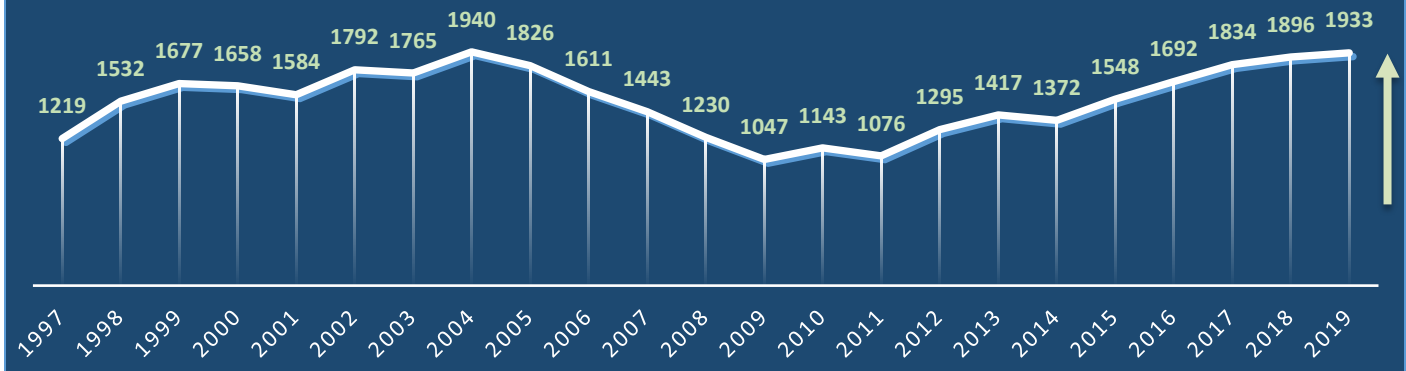
Berkshire real estate sales continue to rise, with the total number of transactions in 2019 topping 1,933, up from 1,896. This is an all-time high since 2004. With a total market volume of \$510 million dollars transacted in 2019, real estate is a huge part of the Berkshire economy.

of Sales in 2019 Change from last year

Residential	+ 2%
Multi-Family	+ 10%
Condominium	+ 19%
Commercial	- 26%
Land/Lots	- 14%
Overall Market	+ 2%

Northern Berkshire: 362 sales, ▼ down from 384.
Central Berkshire: 926 sales, ▲ up from 869
Southern Berkshire: 645 sales, ▲ up from 643

HISTORICAL BERKSHIRE COUNTY ANNUAL REAL ESTATE SALES



Sales were strong compared to 2018 in residential and multi-family sales countywide. Condo sales rose in 2019, yet the dollar volume transacted fell slightly after a banner year in 2018. Commercial and land sales were down considerably from 2018 sales rates. Central Berkshire reported overall sales that rose over the previous year with the largest gain in the multi-family market. North County residential sales fell, yet there was a boost in the rising multifamily market. Southern Berkshire residential sales were up over the previous year, but a decrease in condo sale prices and a slowing multi-family market reflect an overall dip from the previous year.

	2018		2019	
	\$ Sold	# Sold	\$ Sold	# Sold
All Sales				
North	\$70,770,394	384	\$64,915,209	362
Central	\$181,050,445	869	\$199,447,502	926
South	\$252,969,005	643	\$246,458,819	645
Total	\$504,789,844	1,896	\$510,821,530	1,933

2019 \$ volume up 1%, # sold up 2%

Jan-Dec YTD	2013	2014	2015	2016	2017	2018	2019
Residential	\$282,433,231	\$284,764,994	\$310,150,220	\$340,319,303	\$384,272,675	\$388,088,384	\$407,670,797
Condo	\$30,326,555	\$22,470,888	\$32,659,300	\$23,586,250	\$33,684,522	\$55,174,675	\$48,900,900
Multi-Family	\$13,898,870	\$13,993,200	\$13,738,980	\$14,182,810	\$20,605,020	\$20,052,185	\$25,653,783
Commercial	\$15,289,000	\$7,237,188	\$7,523,400	\$15,751,951	\$13,380,900	\$25,301,150	\$15,451,900
Land	\$13,037,900	\$8,089,250	\$9,595,178	\$16,674,452	\$14,160,150	\$16,173,450	\$13,144,150
Grand Total	\$354,985,556	\$336,555,519	\$373,667,078	\$410,514,766	\$466,103,267	\$504,789,844	\$510,821,530

Hot Berkshire Residential Markets: 2019 Sales

Residential	\$ of Homes Sold			# of Homes Sold		
	2018	2019	Chg	2018	2019	Chg
North	\$55,971,509	\$50,936,491	-9%	276	257	-7%
📍 Adams	\$11,061,517	\$12,492,033	13%	78	84	8%
Clarksburg	\$2,234,700	\$1,172,800	-48%	14	9	-36%
📍 Florida	\$407,950	\$1,157,500	184%	5	10	100%
📍 New Ashford	\$340,000	\$1,613,900	375%	1	4	300%
North Adams	\$13,491,262	\$12,304,976	-9%	98	90	-8%
Savoy	\$2,323,200	\$918,000	-60%	11	4	-64%
Williamstown	\$26,112,881	\$21,277,282	-19%	69	56	-19%
Central	\$145,134,595	\$156,979,572	8%	669	704	5%
Cheshire	\$6,095,600	\$4,369,200	-28%	27	21	-22%
📍 Dalton	\$14,620,295	\$18,010,853	23%	68	79	16%
Hancock	\$4,124,725	\$1,627,000	-61%	10	6	-40%
📍 Hinsdale	\$5,247,466	\$9,116,700	74%	24	32	33%
Lanesborough	\$9,235,200	\$9,538,901	3%	39	37	-5%
📍 Peru	\$2,379,300	\$3,480,850	46%	12	15	25%
📍 Pittsfield	\$86,411,809	\$94,026,133	9%	447	469	5%
📍 Richmond	\$13,155,000	\$12,204,960	-7%	28	29	4%
Washington	\$1,608,000	\$1,219,375	-24%	6	4	-33%
📍 Windsor	\$2,257,200	\$3,385,600	50%	8	12	50%
South	\$186,982,280	\$199,754,734	7%	466	475	2%
📍 Alford	\$3,273,000	\$12,861,330	293%	6	13	117%
Becket	\$14,211,672	\$11,072,530	-22%	58	48	-17%
Egremont	\$14,135,000	\$11,952,698	-15%	29	25	-14%
Great Barrington	\$35,941,635	\$29,970,600	-17%	74	73	-1%
Lee	\$15,479,550	\$14,697,025	-5%	53	51	-4%
📍 Lenox	\$13,791,200	\$30,830,766	124%	35	73	109%
Monterey	\$9,953,023	\$9,288,500	-7%	20	14	-30%
Mt Washington	\$2,045,350	\$642,000	-69%	3	1	-67%
New Marlborough	\$11,166,750	\$12,220,750	9%	29	20	-31%
Otis	\$15,361,700	\$14,300,300	-7%	39	38	-3%
📍 Sandisfield	\$3,711,700	\$4,341,500	17%	14	14	0%
Sheffield	\$15,895,400	\$15,634,950	-2%	40	40	0%
Stockbridge	\$17,876,400	\$18,467,680	3%	37	36	-3%
Tyringham	\$3,518,000	\$3,427,000	-3%	8	9	13%
West Stockbridge	\$10,621,900	\$10,047,105	-5%	21	20	-5%
Grand Total	\$388,088,384	\$407,670,797	5%	1411	1436	2%



To Note: Strongest Markets in Berkshire County

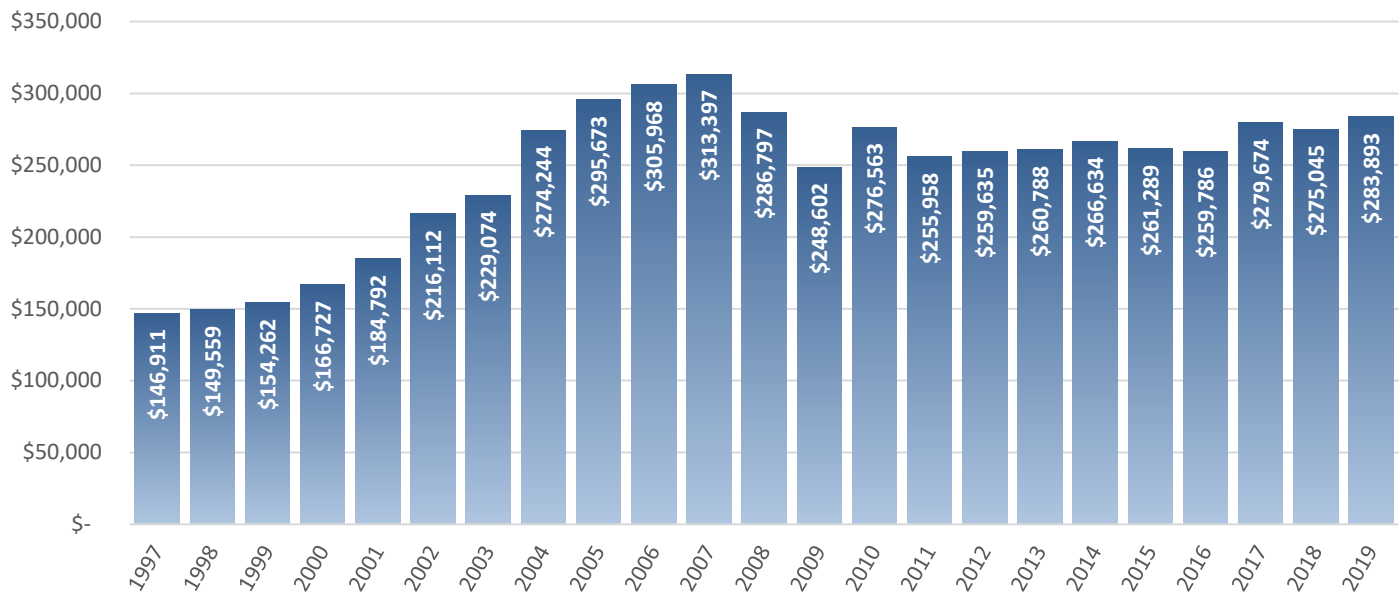
- Adams
- Florida
- New Ashford
- Dalton
- Hinsdale
- Peru
- Pittsfield
- Richmond
- Windsor
- Monterey

Note: While Lenox looks like a banner year, it should be noted that historically, last year was a significant low point in single family residential home sales. Lenox averages about 45 sales per year, so high sales this year combined with sales last year, means the market has balanced.

Home Sale Appreciation Overview

Overall, average sale prices in 2019 rose slightly, up 3%, from last year, which was an 11-year high recorded since 2008.

Average Selling Prices Single Family Historical Countrywide



	2018	2019	%Chg
North	\$202,795	\$198,196	-2%
Adams	\$141,814	\$148,715	5%
Clarksburg	\$159,621	\$130,311	-18%
Florida	\$81,590	\$115,750	42%
New Ashford	\$340,000	\$403,475	19%
North Adams	\$137,666	\$136,722	-1%
Savoy	\$211,200	\$229,500	9%
Williamstown	\$378,448	\$379,951	0%
Central	\$216,943	\$222,982	3%
Cheshire	\$225,763	\$208,057	-8%
Dalton	\$215,004	\$227,985	6%
Hancock	\$412,473	\$271,167	-34%
Hinsdale	\$218,644	\$284,897	30%
Lanesborough	\$236,800	\$257,808	9%
Peru	\$198,275	\$232,057	17%
Pittsfield	\$193,315	\$200,482	4%
Richmond	\$469,821	\$420,861	-10%
Washington	\$268,000	\$304,844	14%
Windsor	\$282,150	\$282,133	0%

	2018	2019	%Chg
South	\$401,250	\$420,536	5%
Alford	\$545,500	\$989,333	81%
Becket	\$245,029	\$230,678	-6%
Egremont	\$487,414	\$478,108	-2%
Gt Barrington	\$485,698	\$410,556	-15%
Lee	\$292,067	\$288,177	-1%
Lenox	\$394,034	\$422,339	7%
Monterey	\$497,651	\$663,464	33%
Mt Washington	\$681,783	\$642,000	-6%
New Marlboro	\$385,060	\$611,038	59%
Otis	\$393,890	\$376,324	-4%
Sandisfield	\$265,121	\$310,107	17%
Sheffield	\$397,385	\$390,874	-2%
Stockbridge	\$483,146	\$512,991	6%
Tyringham	\$439,750	\$380,778	-13%
West Stock.	\$505,805	\$502,355	-1%

Residential Average Sale Prices

2019 Year-to-Date – All Berkshire Sales by Region

- Last year at this time, Northern Berkshire showed the greatest overall increase from 2017, yet slowed in 2019 by 6% overall. Multifamily sales rose (see companion report), but not enough to offset the decreases in single family sales.
- Central Berkshire was the only area of the region that transacted more sales and reported rising sales volume. With a 10% increase, the central real estate market represented approximately \$200 million dollars in sales.
- Southern Berkshire had modest gains in the number of homes sold, 645 which is up from 643 the previous two years. Dollar volume fell slightly by 3%, with a dip in the average selling price of 3% as well.

All Sales	2014	2015	2016	2017	2018	2019
North						
# Sales	253	304	329	362	384	362
# Chg	-5%	20%	8%	10%	6%	-6%
\$ Sales	\$40,574,702	\$53,693,279	\$52,010,146	\$59,108,843	\$70,770,394	\$64,915,209
\$ Chg	-6%	32%	-3%	14%	20%	-8%
Avg Sales	\$160,374	\$176,623	\$158,086	\$163,284	\$184,298	\$179,324
Avg Chg	-1%	10%	-10%	3%	13%	-3%
Central						
# Sales	596	704	785	829	869	926
# Chg	-5%	18%	12%	6%	5%	7%
\$ Sales	\$111,155,129	\$126,488,099	\$154,044,816	\$156,494,270	\$181,050,445	\$199,447,502
\$ Chg	-3%	14%	22%	2%	16%	10%
Avg Sales	\$186,502	\$179,671	\$196,235	\$188,775	\$208,343	\$215,386
Avg Chg	2%	-4%	9%	-4%	10%	3%
South						
# Sales	523	540	578	643	643	645
# Chg	0%	3%	7%	11%	0%	<1%
\$ Sales	\$184,825,688	\$193,485,701	\$204,459,804	\$250,500,154	\$252,969,005	\$246,458,819
\$ Chg	-6%	5%	6%	23%	1%	-3%
Avg Sales	\$353,395	\$358,307	\$353,737	\$390,187	\$393,420	\$382,107
Avg Chg	-6%	1%	-1%	10%	1%	-3%
Total # Sales	1372	1548	1692	1834	1896	1933
Total # Chg	-3%	13%	9%	8%	3%	2%
Total \$ Sales	\$336,555,519	\$373,667,078	\$410,514,766	\$466,103,267	\$504,789,844	\$510,821,530
Total \$ Chg	-5%	11%	10%	14%	8%	1%
Total Avg Sales	\$245,303	\$241,387	\$242,621	\$254,284	\$266,239	\$264,264
Total Avg Chg	-2%	-2%	1%	5%	5%	-1%



Residential ABSORPTION REPORT: By price range and region

Below are the average number of months it will take to exhaust our current inventory of homes on the market based on 2019 sales rates. A balanced market in our area is typically around 7 months of inventory. Inventory is very tight in price ranges below \$500,000, with some price ranges having less than 1 month of inventory. Overall, there are not enough houses for sale to meet buyer demand, especially in central Berkshire, creating a seller's market. In price ranges above \$750,000, inventory exceeds demand and buyers have far greater choice. -- Not enough sales to calculate Absorption Rate

Pending sales going into 2020 are strong overall, with low inventory slowing central.

2019	North				Central				South			
Price Class	Sold YTD	Active	Pending	Months of Absorption	Sold YTD	Active	Pending	Months of Absorption	Sold YTD	Active	Pending	Months of Absorption
\$0-\$99K	56	21	4	5	65	18	5	3	15	3	2	2
\$100K-\$149K	67	21	8	4	103	13	10	2	18	8	0	5
\$150K-\$199K	50	13	7	3	212	25	17	1	32	16	4	6
\$200K-\$249K	31	8	4	3	126	13	12	1	64	25	4	5
\$250K-\$299K	15	8	2	6	65	11	3	2	76	27	4	4
\$300K-\$349K	10	1	3	1	44	8	3	2	55	18	4	4
\$350K-\$399K	7	3	0	5	31	15	4	6	41	32	6	9
\$400K-\$449K	2	2	0	12	22	6	0	3	28	18	2	8
\$450K-\$499K	2	1	0	6	16	12	1	9	29	24	3	10
\$500K-\$749K	12	5	0	5	13	13	0	12	71	54	8	9
\$750K-\$999K	3	9	0	36	5	6	0	14	23	53	3	28
\$1M-\$1.99M	2	4	1	24	2	4	0	24	20	43	5	26
\$2M-\$2.99M	0	5	0	--	0	2	0	--	3	12	1	48
\$3M+	0	0	0	--	0	0	0	--	0	12	0	--
2019	257	101	29	5	704	146	55	2	475	345	46	9
2018	276	96	19	4	669	197	60	4	466	403	31	10
2017	241	93	22	5	629	220	38	4	503	417	40	10
2016	235	126	17	6	624	243	49	5	448	473	52	13

	North			Central			South		
2019	Sold \$	Active \$	Pending \$	Sold \$	Active \$	Pending \$	Sold \$	Active \$	Pending \$
Median	\$152,000	\$169,900	\$149,900	\$189,900	\$275,000	\$375,000	\$330,000	\$515,000	\$788,888

**Residential sales up 5%
in dollar volume to \$407,670,797 in
residential home sales in 2019.**

Residential Sales Overview

2019 YEAR-TO-DATE



The number of single-family residential homes sold in 2019 rose 2% in Berkshire County. The dollar volume rose 5%, with \$408 million dollars in 1,436 Berkshire County home sales. While sales lagged in Northern Berkshire, modest gains in both the total number of homes sold and the dollar volume of the transactions were reported in both Central and Southern Berkshire.

Central Berkshire had 5% more sales than the previous year, and the highest number of residential home sales since we began tracking 24 years ago in 1996. North county sales dipped 7%, but sales in 2018 had been the highest on record since the peak of 2004. Southern Berkshire had 2% more sales than the previous year, but did not top the sales record established in 2017.

Annual Sales	2014	2015	2016	2017	2018	2019
North						
# Sales	179	223	235	241	276	257
# Chg	-6%	25%	5%	3%	15%	-7%
\$ Sales	\$31,609,865	\$43,578,167	\$40,903,643	\$44,919,472	\$55,971,509	\$50,936,491
\$ Chg	-8%	38%	-6%	10%	25%	-9%
Avg Sales	\$176,591	\$195,418	\$174,058	\$186,388	\$202,795	\$198,196
Avg Chg	-2%	11%	-11%	7%	9%	-2%
Central						
# Sales	488	563	627	629	669	704
# Chg	-2%	15%	11%	0%	6%	5%
\$ Sales	\$94,914,929	\$107,725,070	\$131,095,706	\$124,332,518	\$145,134,595	\$156,979,572
\$ Chg	3%	13%	22%	-5%	17%	8%
Avg Sales	\$194,498	\$191,341	\$209,084	\$197,667	\$216,943	\$222,982
Avg Chg	6%	-2%	9%	-5%	10%	3%
South						
# Sales	401	401	448	504	466	475
# Chg	2%	0%	12%	13%	-8%	2%
\$ Sales	\$158,240,200	\$158,846,984	\$168,319,954	\$215,020,685	\$186,982,280	\$199,754,734
\$ Chg	1%	0%	6%	28%	-13%	7%
Avg Sales	\$394,614	\$396,127	\$375,714	\$426,628	\$401,250	\$420,536
Avg Chg	-1%	0%	-5%	14%	-6%	5%
Total # Sales	1068	1187	1310	1374	1411	1436
Total # Chg	-1%	11%	10%	5%	3%	2%
Total \$ Sales	\$284,764,994	\$310,150,220	\$340,319,303	\$384,272,675	\$388,088,384	\$407,670,797
Total \$ Chg	1%	9%	10%	13%	1%	5%
Total Avg Sales	\$266,634	\$261,289	\$259,786	\$279,674	\$275,045	\$283,893



Central Berkshire condo sales soar in 2019, with higher sales than ever previously recorded.

Condominium Report

2019 YEAR-TO-DATE



Condominium sales were very region specific in 2019, with steady growth in Northern Berkshire, double-digit gains in Central Berkshire, and an increase in Southern Berkshire number of units sold, but a 25% decrease in the dollar volume transacted. With the Southern Berkshire decrease of \$10 million in sales, the high average selling price in 2018 of \$522,939 fell to \$360,783 in 2019.

Condos remain an affordable market alternative for price ranges that lack available inventory.

Annual Sales	2014	2015	2016	2017	2018	2019
North						
# Sales	10	14	20	20	21	23
# Chg	-17%	40%	43%	0%	5%	10%
\$ Sales	\$1,952,788	\$2,800,400	\$2,761,300	\$3,161,470	\$4,092,400	\$4,587,150
\$ Chg	-9%	43%	-1%	14%	29%	12%
Avg Sales	\$195,279	\$200,029	\$138,065	\$158,074	\$194,876	\$199,441
Avg Chg	9%	2%	-31%	14%	23%	2%
Central						
# Sales	29	38	38	54	59	82
# Chg	-28%	31%	0%	42%	9%	39%
\$ Sales	\$6,548,900	\$7,207,450	\$7,648,750	\$12,217,027	\$15,522,450	\$18,698,150
\$ Chg	-38%	10%	6%	60%	27%	20%
Avg Sales	\$225,824	\$189,670	\$201,283	\$226,241	\$263,092	\$228,026
Avg Chg	-15%	-16%	6%	12%	16%	-13%
South						
# Sales	46	73	49	57	68	71
# Chg	-21%	59%	-33%	16%	19%	4%
\$ Sales	\$13,969,200	\$22,651,450	\$13,176,200	\$18,306,025	\$35,559,825	\$25,615,600
\$ Chg	-21%	62%	-42%	39%	94%	-28%
Avg Sales	\$303,678	\$310,294	\$268,902	\$321,158	\$522,939	\$360,783
Avg Chg	0%	2%	-13%	19%	63%	-31%
Total # Sales	85	125	107	131	148	176
Total # Chg	-23%	47%	-14%	22%	13%	19%
Total \$ Sales	\$22,470,888	\$32,659,300	\$23,586,250	\$33,684,522	\$55,174,675	\$48,900,900
Total \$ Chg	-26%	45%	-28%	43%	64%	-11%
Total Avg Sales	\$264,363	\$261,274	\$220,432	\$257,134	\$372,802	\$277,846
Total Avg Chg	-4%	-1%	-16%	17%	45%	-25%



**Multi-family sales up 28%
in dollar and 10% in the Number
sold. Central and North sales
soared .**

Multi-family Report 2019 YEAR-TO-DATE



Overall, the multifamily sales retracted in 2018, yet in 2019, sales rose substantially in Northern and Central Berkshire. The multi-family market in southern Berkshire was strong in 2018, and has retracted in 2019 to level the market to most overall growth when looking back over the last several years. Increasingly, the multifamily markets are being used by investors and primary homeowners who are unable to find single-family housing within their price ranges. This market peaked in 2005 when 219 sales valued at over \$37 million dollars.

Annual Sales	2014	2015	2016	2017	2018	2019
North						
# Sales	47	33	42	72	55	64
# Chg	24%	-30%	27%	71%	-24%	16%
\$ Sales	\$4,800,650	\$2,959,125	\$3,893,200	\$7,135,501	\$5,044,985	\$6,301,703
\$ Chg	5%	-38%	32%	83%	-29%	25%
Avg Sales	\$102,141	\$89,670	\$92,695	\$99,104	\$91,727	\$98,464
Avg Chg	-15%	-12%	3%	7%	-7%	7%
Central						
# Sales	51	63	75	97	85	102
# Chg	-2%	24%	19%	29%	-12%	20%
\$ Sales	\$6,702,550	\$7,600,080	\$7,508,710	\$11,189,975	\$9,947,600	\$15,573,480
\$ Chg	2%	13%	-1%	49%	-11%	57%
Avg Sales	\$131,423	\$120,636	\$100,116	\$115,361	\$117,031	\$152,681
Avg Chg	4%	-8%	-17%	15%	1%	30%
South						
# Sales	10	12	10	8	22	12
# Chg	0%	20%	-17%	-20%	175%	-45%
\$ Sales	\$2,490,000	\$3,179,775	\$2,780,900	\$2,279,544	\$5,059,600	\$3,778,600
\$ Chg	-10%	28%	-13%	-18%	122%	-25%
Avg Sales	\$249,000	\$264,981	\$278,090	\$284,943	\$229,982	\$314,883
Avg Chg	-10%	6%	5%	2%	-19%	37%
Total # Sales	108	108	127	177	162	178
Total # Chg	8%	0%	18%	39%	-8%	10%
Total \$ Sales	\$13,993,200	\$13,738,980	\$14,182,810	\$20,605,020	\$20,052,185	\$25,653,783
Total \$ Chg	1%	-2%	3%	45%	-3%	28%
Total Avg Sales	\$129,567	\$127,213	\$111,676	\$116,413	\$123,779	\$144,122
Total Avg Chg	-7%	-2%	-12%	4%	6%	16%



Land sales in southern Berkshire
jump 16% from 2018 sales pace.

Land Report

2019 YEAR-TO-DATE



With a countywide increase of 14% in the number of parcels sold in 2019 compared to 2018, it is worth noting that sales in Southern Berkshire jumped by 16% and now represent 76% of all sales countywide. Over \$10 million was transacted in the sale of 71 lots in Southern Berkshire during the year, compared to double digit decreases in Central and Northern Berkshire. Consider that in the peak of our market in the early 2000's, we recorded well over 200 land sales in a year, with less than half today.

Annual Sales	2014	2015	2016	2017	2018	2019
North						
# Sales	11	23	21	20	19	5
# Chg	-39%	109%	-9%	-5%	-5%	-74%
\$ Sales	\$605,400	\$2,005,187	\$2,559,302	\$1,531,900	\$2,951,000	\$403,500
\$ Chg	-51%	231%	28%	-40%	93%	-86%
Avg Sales	\$55,036	\$87,182	\$121,872	\$76,595	\$155,316	\$80,700
Avg Chg	-20%	58%	40%	-37%	103%	-48%
Central						
# Sales	21	29	29	28	34	22
# Chg	-5%	38%	0%	-3%	21%	-35%
\$ Sales	\$1,513,750	\$1,957,999	\$2,882,400	\$3,316,850	\$3,609,900	\$2,426,800
\$ Chg	-41%	29%	47%	15%	9%	-33%
Avg Sales	\$72,083	\$67,517	\$99,393	\$118,459	\$106,174	\$110,309
Avg Chg	-38%	-6%	47%	19%	-10%	4%
South						
# Sales	54	47	51	60	61	71
# Chg	4%	-13%	9%	18%	2%	16%
\$ Sales	\$5,970,100	\$5,631,992	\$11,232,750	\$9,311,400	\$9,612,550	\$10,313,850
\$ Chg	-35%	-6%	99%	-17%	3%	7%
Avg Sales	\$110,557	\$119,830	\$220,250	\$157,820	\$157,583	\$145,265
Avg Chg	-38%	8%	84%	-28%	0%	-8%
Total # Sales	86	99	101	108	114	98
Total # Chg	-7%	15%	2%	7%	6%	-14%
Total \$ Sales	\$8,089,250	\$9,595,178	\$16,674,452	\$14,160,150	\$16,173,450	\$13,144,150
Total \$ Chg	-38%	19%	74%	-15%	14%	-19%
Total Avg Sales	\$94,061	\$96,921	\$165,094	\$132,338	\$141,872	\$134,124
Total Avg Chg	-34%	3%	70%	-20%	7%	-5%



Commercial sales fell 26% after a record-breaking year in 2018.

Commercial Report 2019 YEAR-TO-DATE



After a booming commercial market as reported to the Multiple Listing Service in 2018, the number of transactions fell considerably in 2019. It should be noted that sales this year still reflect a fairly consistent trend, excluding last year's boom. With 45 transactions and \$15 million dollars transacted, this represents a typical commercial market in Berkshire County. * please note: reporting of commercial sales into the MLS are optional.

Annual Sales	2014	2015	2016	2017	2018	2019
North						
# Sales	6	11	11	9	13	13
# Chg	-14%	83%	0%	-18%	44%	0%
\$ Sales	\$1,606,000	\$2,350,400	\$1,892,701	\$2,360,500	\$2,710,500	\$2,686,365
\$ Chg	74%	46%	-19%	25%	15%	-1%
Avg Sales	\$267,667	\$213,673	\$172,064	\$262,278	\$208,500	\$206,643
Avg Chg	103%	-20%	-19%	52%	-21%	-1%
Central						
# Sales	7	11	16	21	22	16
# Chg	-46%	57%	45%	31%	5%	-27%
\$ Sales	\$1,475,000	\$1,997,500	\$4,909,250	\$5,437,900	\$6,835,900	\$5,769,500
\$ Chg	-51%	35%	146%	11%	26%	-16%
Avg Sales	\$210,714	\$181,591	\$306,828	\$258,948	\$310,723	\$360,594
Avg Chg	-8%	-14%	69%	-16%	20%	16%
South						
# Sales	12	7	20	14	26	16
# Chg	0%	-42%	186%	-30%	86%	-38%
\$ Sales	\$4,156,188	\$3,175,500	\$8,950,000	\$5,582,500	\$15,754,750	\$6,996,035
\$ Chg	-63%	-24%	182%	-38%	182%	-56%
Avg Sales	\$346,349	\$453,643	\$447,500	\$398,750	\$605,952	\$437,252
Avg Chg	-63%	31%	-1%	-11%	52%	-28%
Total # Sales	25	29	47	44	61	45
Total # Chg	-22%	16%	62%	-6%	39%	-26%
Total \$ Sales	\$7,237,188	\$7,523,400	\$15,751,951	\$13,380,900	\$25,301,150	\$15,451,900
Total \$ Chg	-53%	4%	109%	-15%	89%	-39%
Total Avg Sales	\$289,488	\$259,428	\$335,148	\$304,111	\$414,773	\$343,376
Total Avg Chg	-39%	-10%	29%	-9%	36%	-17%



2019 NORTH BERKSHIRE SALES

Annual Real Estate Sales Summary: Overall, Northern Berkshire real estate sales fell slightly when compared to 2018 sales rates. Residential sales did retract, after an exceptionally strong year in 2018. Multi-family and condo sales were robust, due in part to help offset the lack of inventory of residential homes for sale. Commercial sales remain close to the same as last year, and land sales stalled. With interest rates low

Average Days
on the Market

154

**362
sales**

Down from 384

Condo & Multi Strong

85%

List-to-Sell Ratio
from original list
price.

\$65 M

sales down
from \$70M

Largest Price Range

\$100-\$149 K

Sales

\$149K or less

Inventory

5

months'
supply

101 Homes
for Sale

\$152,000

median sale price

\$169,900

median list price

3.94 %

↓ from 4.54%
avg 30 yr Fixed
MtgRate in '18

29

sales
pending

66%

cooperation
rates fell 1%



Residential Sales Volume \$509M, down 8%
Residential # Units Sold 257, down 6%



Multi-family Sales Volume: \$6.3M, up 24%
Multi-family # Units Sold: 64, up 16% from 55



Condo Sales Volume: \$4.6M up 12%
Condo # Units Sold: 23, up 9%



Land Sales Volume: \$404K, down from \$2.95M
Land # Units Sold: 5 down from 19



Commercial Volume: \$2.7M, same as last year
Commercial # Units Sold: 13 same as last year



YTD	2014	2015	2016	2017	2018	2019
# Sales	253	304	329	362	384	362
\$ Sales	\$40,574,702	\$53,693,279	\$52,010,146	\$59,108,843	\$70,770,394	\$64,915,209

Northern Berkshire

Residential sales fell after banner year in 2018, yet multi-family sales and condo are robust. Commercial sales remain close to the same as last year and land sales stalled.

North County At-A-Glance 2019 YEAR-TO-DATE

Annual Sales	2014	2015	2016	2017	2018	2019
Residential						
# Sales	179	223	235	241	276	257
# Chg	-6%	25%	5%	3%	15%	-7%
\$ Sales	\$31,609,865	\$43,578,167	\$40,903,643	\$44,919,472	\$55,971,509	\$50,936,491
\$ Chg	-8%	38%	-6%	10%	25%	-9%
Avg Sales	\$176,591	\$195,418	\$174,058	\$186,388	\$202,795	\$198,196
Avg Chg	-2%	11%	-11%	7%	9%	-2%
MultiFamily						
# Sales	47	33	42	72	55	64
# Chg	24%	-30%	27%	71%	-24%	16%
\$ Sales	\$4,800,650	\$2,959,125	\$3,893,200	\$7,135,501	\$5,044,985	\$6,301,703
\$ Chg	5%	-38%	32%	83%	-29%	25%
Avg Sales	\$102,141	\$89,670	\$92,695	\$99,104	\$91,727	\$98,464
Avg Chg	-15%	-12%	3%	7%	-7%	7%
Condominium						
# Sales	10	14	20	20	21	23
# Chg	-17%	40%	43%	0%	5%	10%
\$ Sales	\$1,952,788	\$2,800,400	\$2,761,300	\$3,161,470	\$4,092,400	\$4,587,150
\$ Chg	-9%	43%	-1%	14%	29%	12%
Avg Sales	\$195,279	\$200,029	\$138,065	\$158,074	\$194,876	\$199,441
Avg Chg	9%	2%	-31%	14%	23%	2%
Commercial						
# Sales	6	11	11	9	13	13
# Chg	-14%	83%	0%	-18%	44%	0%
\$ Sales	\$1,606,000	\$2,350,400	\$1,892,701	\$2,360,500	\$2,710,500	\$2,686,365
\$ Chg	74%	46%	-19%	25%	15%	-1%
Avg Sales	\$267,667	\$213,673	\$172,064	\$262,278	\$208,500	\$206,643
Avg Chg	103%	-20%	-19%	52%	-21%	-1%
Land						
# Sales	11	23	21	20	19	5
# Chg	-39%	109%	-9%	-5%	-5%	-74%
\$ Sales	\$605,400	\$2,005,187	\$2,559,302	\$1,531,900	\$2,951,000	\$403,500
\$ Chg	-51%	231%	28%	-40%	93%	-86%
Avg Sales	\$55,036	\$87,182	\$121,872	\$76,595	\$155,316	\$80,700
Avg Chg	-20%	58%	40%	-37%	103%	-48%

NORTH COUNTY RESIDENTIAL SALES: BY TOWN

All Sales	2014	2015	2016	2017	2018	2019
Adams						
# Sales	56	50	59	64	78	84
# Chg	4%	-11%	18%	8%	22%	8%
\$ Sales	\$7,039,249	\$6,587,300	\$8,671,610	\$8,581,300	\$11,061,517	\$12,492,033
\$ Chg	8%	-6%	32%	-1%	29%	13%
Avg Sales	\$125,701	\$131,746	\$146,976	\$134,083	\$141,814	\$148,715
Avg Chg	4%	5%	12%	-9%	6%	5%
Clarksburg						
# Sales	10	12	23	19	14	9
# Chg	-23%	20%	92%	-17%	-26%	-36%
\$ Sales	\$1,096,575	\$1,807,300	\$3,337,700	\$2,776,300	\$2,234,700	\$1,172,800
\$ Chg	-31%	65%	85%	-17%	-20%	-48%
Avg Sales	\$109,658	\$150,608	\$145,117	\$146,121	\$159,621	\$130,311
Avg Chg	-10%	37%	-4%	1%	9%	-18%
Florida						
# Sales	3	8	4	4	5	10
# Chg	0%	167%	-50%	0%	25%	100%
\$ Sales	\$493,000	\$928,500	\$627,000	\$722,000	\$407,950	\$1,157,500
\$ Chg	40%	88%	-32%	15%	-43%	184%
Avg Sales	\$164,333	\$116,063	\$156,750	\$180,500	\$81,590	\$115,750
Avg Chg	40%	-29%	35%	15%	-55%	42%
New Ashford						
# Sales	1	1		2	1	4
# Chg	0%	0%			-50%	300%
\$ Sales	\$350,000	\$180,499		\$498,500	\$340,000	\$1,613,900
\$ Chg	4%	-48%			-32%	375%
Avg Sales	\$350,000	\$180,499		\$249,250	\$340,000	\$403,475
Avg Chg	4%	-48%			36%	19%
North Adams						
# Sales	70	75	93	87	98	90
# Chg	13%	7%	24%	-6%	13%	-8%
\$ Sales	\$8,308,788	\$8,471,500	\$10,670,401	\$10,386,300	\$13,491,262	\$12,304,976
\$ Chg	12%	2%	26%	-3%	30%	-9%
Avg Sales	\$118,697	\$112,953	\$114,735	\$119,383	\$137,666	\$136,722
Avg Chg	-1%	-5%	2%	4%	15%	-1%

NORTH COUNTY RESIDENTIAL SALES: BY TOWN

All Sales	2014	2015	2016	2017	2018	2019
Savoy						
# Sales	2	6	5	6	11	4
# Chg	-67%	200%	-17%	20%	83%	-64%
\$ Sales	\$258,900	\$879,000	\$677,100	\$644,800	\$2,323,200	\$918,000
\$ Chg	-76%	240%	-23%	-5%	260%	-60%
Avg Sales	\$129,450	\$146,500	\$135,420	\$107,467	\$211,200	\$229,500
Avg Chg	-28%	13%	-8%	-21%	97%	9%
Williamstown						
# Sales	37	71	51	59	69	56
# Chg	-27%	92%	-28%	16%	17%	-19%
\$ Sales	\$14,063,353	\$24,724,068	\$16,919,832	\$21,310,272	\$26,112,881	\$21,277,282
\$ Chg	-17%	76%	-32%	26%	23%	-19%
Avg Sales	\$380,091	\$348,226	\$331,761	\$361,191	\$378,448	\$379,951
Avg Chg	15%	-8%	-5%	9%	5%	0%
Total # Sales	179	223	235	241	276	257
Total # Chg	-6%	25%	5%	3%	15%	-7%
Total \$ Sales	\$31,609,865	\$43,578,167	\$40,903,643	\$44,919,472	\$55,971,509	\$50,936,491
Total \$ Chg	-8%	38%	-6%	10%	25%	-9%
Total Avg Sales	\$176,591	\$195,418	\$174,058	\$186,388	\$202,795	\$198,196
Total Avg Chg	-2%	11%	-11%	7%	9%	-2%

2019 CENTRAL BERKSHIRE SALES

Real Estate Sales: Overall, sales in the central Berkshire region rose from past sales rates, with a double-digit rise in both condo and multi-family sales and a healthy increase in residential sales. Land and commercials sales fell from the past year. Sales in central Berkshire are the quickest to sell, when measuring the days from first putting a listing on the market to closing date the deed transfers to a new owner. In many popular price ranges in Central Berkshire, inventory is as low as 1 month, with an average in all price ranges of only 2 months. This lack of homes for sale could slow the market ahead.

Average Days
on the Market

121

926
sales

up from 869

Res, Condo & Multi Strong

93%

List-to-Sell Ratio
from original list
price.

\$199 M

sales up
from \$181M

Largest Price Range

\$150-\$199 K

Inventory

\$150K - \$199K

Sales

2

months'
supply

146 Homes
for Sale

\$189,900

median sale price

\$275,000

median list price

3.94 %

↓ from 4.54%
avg 30 yr Fixed
MtgRate in '18

55

sales
pending

79%

cooperation
same

Residential Sales Volume: \$157M, up 8%

Residential # Units Sold: 704, up 5%

Multi-family Sales Volume: \$15.6M, up 56%

Multi-family # Units Sold: 102, up 20% from 85

Condo Sales Volume: \$18.7M up 20%

Condo # Units Sold: 82, up 38% from 59 LY

Land Sales Volume: \$2.4M, down from \$3.6M

Land # Units Sold: 22 parcels down from 34

Commercial Volume: \$5.8M, down from \$6.8M

Commercial # Units Sold: 16 down from 22

YTD	2014	2015	2016	2017	2018	2019
# Sales	596	704	785	829	869	926
\$ Sales	\$111,155,129	\$126,488,099	\$154,044,816	\$156,494,270	\$181,050,445	\$199,447,502

Central Berkshire

Residential sales continue to rise, in both dollar volume and number of sales.
Multi-family & condo sales are robust.
Commercial sales and land sales fell.

Central County At-A-Glance 2019 YEAR-TO-DATE

Annual Sales	2014	2015	2016	2017	2018	2019
Residential						
# Sales	488	563	627	629	669	704
# Chg	-2%	15%	11%	0%	6%	5%
\$ Sales	\$94,914,929	\$107,725,070	\$131,095,706	\$124,332,518	\$145,134,595	\$156,979,572
\$ Chg	3%	13%	22%	-5%	17%	8%
Avg Sales	\$194,498	\$191,341	\$209,084	\$197,667	\$216,943	\$222,982
Avg Chg	6%	-2%	9%	-5%	10%	3%
MultiFamily						
# Sales	51	63	75	97	85	102
# Chg	-2%	24%	19%	29%	-12%	20%
\$ Sales	\$6,702,550	\$7,600,080	\$7,508,710	\$11,189,975	\$9,947,600	\$15,573,480
\$ Chg	2%	13%	-1%	49%	-11%	57%
Avg Sales	\$131,423	\$120,636	\$100,116	\$115,361	\$117,031	\$152,681
Avg Chg	4%	-8%	-17%	15%	1%	30%
Condominium						
# Sales	29	38	38	54	59	82
# Chg	-28%	31%	0%	42%	9%	39%
\$ Sales	\$6,548,900	\$7,207,450	\$7,648,750	\$12,217,027	\$15,522,450	\$18,698,150
\$ Chg	-38%	10%	6%	60%	27%	20%
Avg Sales	\$225,824	\$189,670	\$201,283	\$226,241	\$263,092	\$228,026
Avg Chg	-15%	-16%	6%	12%	16%	-13%
Commercial						
# Sales	7	11	16	21	22	16
# Chg	-46%	57%	45%	31%	5%	-27%
\$ Sales	\$1,475,000	\$1,997,500	\$4,909,250	\$5,437,900	\$6,835,900	\$5,769,500
\$ Chg	-51%	35%	146%	11%	26%	-16%
Avg Sales	\$210,714	\$181,591	\$306,828	\$258,948	\$310,723	\$360,594
Avg Chg	-8%	-14%	69%	-16%	20%	16%
Land						
# Sales	21	29	29	28	34	22
# Chg	-5%	38%	0%	-3%	21%	-35%
\$ Sales	\$1,513,750	\$1,957,999	\$2,882,400	\$3,316,850	\$3,609,900	\$2,426,800
\$ Chg	-41%	29%	47%	15%	9%	-33%
Avg Sales	\$72,083	\$67,517	\$99,393	\$118,459	\$106,174	\$110,309
Avg Chg	-38%	-6%	47%	19%	-10%	4%

CENTRAL COUNTY RESIDENTIAL SALES: BY TOWN

Central Sales	2014	2015	2016	2017	2018	2019
Cheshire						
# Sales	14	27	18	28	27	21
# Chg	-46%	93%	-33%	56%	-4%	-22%
\$ Sales	\$2,580,500	\$5,138,400	\$3,800,500	\$5,696,100	\$6,095,600	\$4,369,200
\$ Chg	-39%	99%	-26%	50%	7%	-28%
Avg Sales	\$184,321	\$190,311	\$211,139	\$203,432	\$225,763	\$208,057
Avg Chg	13%	3%	11%	-4%	11%	-8%
Dalton						
# Sales	54	66	85	74	68	79
# Chg	-2%	22%	29%	-13%	-8%	16%
\$ Sales	\$10,576,255	\$12,285,410	\$17,310,575	\$15,030,476	\$14,620,295	\$18,010,853
\$ Chg	-4%	16%	41%	-13%	-3%	23%
Avg Sales	\$195,857	\$186,143	\$203,654	\$203,115	\$215,004	\$227,985
Avg Chg	-3%	-5%	9%	0%	6%	6%
Hancock						
# Sales	6	9	6	10	10	6
# Chg	100%	50%	-33%	67%	0%	-40%
\$ Sales	\$1,410,100	\$2,491,000	\$1,292,044	\$2,764,100	\$4,124,725	\$1,627,000
\$ Chg	25%	77%	-48%	114%	49%	-61%
Avg Sales	\$235,017	\$276,778	\$215,341	\$276,410	\$412,473	\$271,167
Avg Chg	-38%	18%	-22%	28%	49%	-34%
Hinsdale						
# Sales	17	21	21	20	24	32
# Chg	31%	24%	0%	-5%	20%	33%
\$ Sales	\$3,498,100	\$4,739,699	\$5,375,174	\$4,792,707	\$5,247,466	\$9,116,700
\$ Chg	-9%	35%	13%	-11%	9%	74%
Avg Sales	\$205,771	\$225,700	\$255,961	\$239,635	\$218,644	\$284,897
Avg Chg	-30%	10%	13%	-6%	-9%	30%
Lanesborough						
# Sales	31	32	37	41	39	37
# Chg	24%	3%	16%	11%	-5%	-5%
\$ Sales	\$6,984,000	\$7,181,510	\$6,607,025	\$8,509,800	\$9,235,200	\$9,538,901
\$ Chg	46%	3%	-8%	29%	9%	3%
Avg Sales	\$225,290	\$224,422	\$178,568	\$207,556	\$236,800	\$257,808
Avg Chg	18%	0%	-20%	16%	14%	9%

Central Sales	2014	2015	2016	2017	2018	2019
Peru						
# Sales	7	9	14	6	12	15
# Chg	-30%	29%	56%	-57%	100%	25%
\$ Sales	\$1,125,000	\$1,451,500	\$3,492,200	\$1,016,950	\$2,379,300	\$3,480,850
\$ Chg	-27%	29%	141%	-71%	134%	46%
Avg Sales	\$160,714	\$161,278	\$249,443	\$169,492	\$198,275	\$232,057
Avg Chg	5%	0%	55%	-32%	17%	17%
Pittsfield						
# Sales	322	361	395	420	447	469
# Chg	-4%	12%	9%	6%	6%	5%
\$ Sales	\$57,474,674	\$62,716,751	\$76,616,473	\$76,732,985	\$86,411,809	\$94,026,133
\$ Chg	4%	9%	22%	0%	13%	9%
Avg Sales	\$178,493	\$173,731	\$193,966	\$182,698	\$193,315	\$200,482
Avg Chg	8%	-3%	12%	-6%	6%	4%
Richmond						
# Sales	19	22	33	20	28	29
# Chg	0%	16%	50%	-39%	40%	4%
\$ Sales	\$7,568,300	\$8,418,400	\$12,310,565	\$7,667,900	\$13,155,000	\$12,204,960
\$ Chg	2%	11%	46%	-38%	72%	-7%
Avg Sales	\$398,332	\$382,655	\$373,047	\$383,395	\$469,821	\$420,861
Avg Chg	2%	-4%	-3%	3%	23%	-10%
Washington						
# Sales	6	7	5	5	6	4
# Chg	20%	17%	-29%	0%	20%	-33%
\$ Sales	\$1,332,000	\$1,587,900	\$1,162,950	\$1,167,000	\$1,608,000	\$1,219,375
\$ Chg	55%	19%	-27%	0%	38%	-24%
Avg Sales	\$222,000	\$226,843	\$232,590	\$233,400	\$268,000	\$304,844
Avg Chg	29%	2%	3%	0%	15%	14%
Windsor						
# Sales	12	9	13	5	8	12
# Chg	33%	-25%	44%	-62%	60%	50%
\$ Sales	\$2,366,000	\$1,714,500	\$3,128,200	\$954,500	\$2,257,200	\$3,385,600
\$ Chg	25%	-28%	82%	-69%	136%	50%
Avg Sales	\$197,167	\$190,500	\$240,631	\$190,900	\$282,150	\$282,133
Avg Chg	-6%	-3%	26%	-21%	48%	0%
Total # Sales	488	563	627	629	669	704
Total # Chg	-2%	15%	11%	0%	6%	5%
Total \$ Sales	\$94,914,929	\$107,725,070	\$131,095,706	\$124,332,518	\$145,134,595	\$156,979,572
Total \$ Chg	3%	13%	22%	-5%	17%	8%
Total Avg Sales	\$194,498	\$191,341	\$209,084	\$197,667	\$216,943	\$222,982
Total Avg Chg	6%	-2%	9%	-5%	10%	3%

2019 SOUTH BERKSHIRE SALES

Real Estate Sales: Overall, sales in the Southern Berkshire region were very close to the 2018 overall sales rates, yet did record a slight gain in residential sales. Both condo and multi-family sales both fell from the sales rate in 2018, but it should be noted that 2018 reflected double and triple digit gains from 2017 so the comparison is with a year of surging sales in those markets. The majority of inventory of residential homes for sale continues to be in higher end price ranges, those over \$500,000, price ranges, yet the most buyers are at o below the \$200,000-\$300,000 price range.

Average Days
on the Market

217

645
sales

Down from 643

Sales slightly higher in 2019

74%

List-to-Sell Ratio
from original list
price.

\$246 M

sales
down 3%

Largest Price Range

\$200-\$300 K

Sales

\$500,000+

Inventory

9

months'
supply

345 Homes
for Sale

\$330,000

median sale price

\$515,000

median list price

3.94 %

↓ from 4.54%
avg 30 yr Fixed
MtgRate in '18

46

sales
pending

69%

cooperation
rates fell 1%



Residential Sales Volume: \$199.8M, up 6%

Residential # Units Sold: 475, up 1%



Multi-family Sales Volume: \$3.8M, down 25%

Multi-family # Units Sold: 12, down from 22 units



Condo Sales Volume: \$25.6M down 27%

Condo # Units Sold: 71, down from 68 last year



Land Sales Volume: \$10.3M, up 7% from \$9.6M

Land # Units Sold: 71 down from 61



Commercial Volume: \$7M, down from \$15.7M

Commercial # Units Sold: 16 down from 26



YTD	2014	2015	2016	2017	2018	2019
# Sales	523	540	578	643	643	645
\$ Sales	\$184,825,688	\$193,485,701	\$204,459,804	\$250,500,154	\$252,969,005	\$246,458,819

South Berkshire

Residential sales rose modestly, while multi-family sales and commercial sales fell after previously high sales in 2018. Land sales rose, the only region of Berkshire where sales increased.

South County At-A-Glance 2019 YEAR-TO-DATE

Annual Sales	2014	2015	2016	2017	2018	2019
Residential						
# Sales	401	401	448	504	466	475
# Chg	2%	0%	12%	13%	-8%	2%
\$ Sales	\$158,240,200	\$158,846,984	\$168,319,954	\$215,020,685	\$186,982,280	\$199,754,734
\$ Chg	1%	0%	6%	28%	-13%	7%
Avg Sales	\$394,614	\$396,127	\$375,714	\$426,628	\$401,250	\$420,536
Avg Chg	-1%	0%	-5%	14%	-6%	5%
MultiFamily						
# Sales	10	12	10	8	22	12
# Chg	0%	20%	-17%	-20%	175%	-45%
\$ Sales	\$2,490,000	\$3,179,775	\$2,780,900	\$2,279,544	\$5,059,600	\$3,778,600
\$ Chg	-10%	28%	-13%	-18%	122%	-25%
Avg Sales	\$249,000	\$264,981	\$278,090	\$284,943	\$229,982	\$314,883
Avg Chg	-10%	6%	5%	2%	-19%	37%
Condominium						
# Sales	46	73	49	57	68	71
# Chg	-21%	59%	-33%	16%	19%	4%
\$ Sales	\$13,969,200	\$22,651,450	\$13,176,200	\$18,306,025	\$35,559,825	\$25,615,600
\$ Chg	-21%	62%	-42%	39%	94%	-28%
Avg Sales	\$303,678	\$310,294	\$268,902	\$321,158	\$522,939	\$360,783
Avg Chg	0%	2%	-13%	19%	63%	-31%
Commercial						
# Sales	12	7	20	14	26	16
# Chg	0%	-42%	186%	-30%	86%	-38%
\$ Sales	\$4,156,188	\$3,175,500	\$8,950,000	\$5,582,500	\$15,754,750	\$6,996,035
\$ Chg	-63%	-24%	182%	-38%	182%	-56%
Avg Sales	\$346,349	\$453,643	\$447,500	\$398,750	\$605,952	\$437,252
Avg Chg	-63%	31%	-1%	-11%	52%	-28%
Land						
# Sales	54	47	51	60	61	71
# Chg	4%	-13%	9%	18%	2%	16%
\$ Sales	\$5,970,100	\$5,631,992	\$11,232,750	\$9,311,400	\$9,612,550	\$10,313,850
\$ Chg	-35%	-6%	99%	-17%	3%	7%
Avg Sales	\$110,557	\$119,830	\$220,250	\$157,820	\$157,583	\$145,265
Avg Chg	-38%	8%	84%	-28%	0%	-8%

SOUTH COUNTY RESIDENTIAL SALES: BY TOWN

All Sales	2014	2015	2016	2017	2018	2019
Alford						
# Sales	8	11	8	9	6	13
# Chg	-27%	38%	-27%	13%	-33%	117%
\$ Sales	\$9,679,800	\$10,800,249	\$5,985,500	\$8,552,042	\$3,273,000	\$12,861,330
\$ Chg	8%	12%	-45%	43%	-62%	293%
Avg Sales	\$1,209,975	\$981,841	\$748,188	\$950,227	\$545,500	\$989,333
Avg Chg	48%	-19%	-24%	27%	-43%	81%
Becket						
# Sales	52	53	56	61	58	48
# Chg	44%	2%	6%	9%	-5%	-17%
\$ Sales	\$12,019,350	\$11,324,600	\$12,961,509	\$13,535,625	\$14,211,672	\$11,072,530
\$ Chg	80%	-6%	14%	4%	5%	-22%
Avg Sales	\$231,141	\$213,672	\$231,456	\$221,895	\$245,029	\$230,678
Avg Chg	24%	-8%	8%	-4%	10%	-6%
Egremont						
# Sales	24	21	28	35	29	25
# Chg	33%	-13%	33%	25%	-17%	-14%
\$ Sales	\$12,477,250	\$10,092,500	\$16,379,404	\$21,277,950	\$14,135,000	\$11,952,698
\$ Chg	14%	-19%	62%	30%	-34%	-15%
Avg Sales	\$519,885	\$480,595	\$584,979	\$607,941	\$487,414	\$478,108
Avg Chg	-14%	-8%	22%	4%	-20%	-2%
Great Barrington						
# Sales	60	59	71	74	74	73
# Chg	-19%	-2%	20%	4%	0%	-1%
\$ Sales	\$19,971,400	\$26,031,750	\$25,149,525	\$28,967,900	\$35,941,635	\$29,970,600
\$ Chg	-26%	30%	-3%	15%	24%	-17%
Avg Sales	\$332,857	\$441,216	\$354,219	\$391,458	\$485,698	\$410,556
Avg Chg	-9%	33%	-20%	11%	24%	-15%
Lee						
# Sales	48	40	45	57	53	51
# Chg	23%	-17%	13%	27%	-7%	-4%
\$ Sales	\$13,059,400	\$9,542,044	\$10,469,800	\$18,631,400	\$15,479,550	\$14,697,025
\$ Chg	23%	-27%	10%	78%	-17%	-5%
Avg Sales	\$272,071	\$238,551	\$232,662	\$326,867	\$292,067	\$288,177
Avg Chg	0%	-12%	-2%	40%	-11%	-1%

SOUTH COUNTY RESIDENTIAL SALES: BY TOWN

All Sales	2014	2015	2016	2017	2018	2019
Lenox						
# Sales	44	44	42	67	35	73
# Chg	-6%	0%	-5%	60%	-48%	109%
\$ Sales	\$18,647,800	\$19,371,325	\$16,673,650	\$31,771,400	\$13,791,200	\$30,830,766
\$ Chg	10%	4%	-14%	91%	-57%	124%
Avg Sales	\$423,814	\$440,257	\$396,992	\$474,200	\$394,034	\$422,339
Avg Chg	18%	4%	-10%	19%	-17%	7%
Monterey						
# Sales	19	17	23	16	20	14
# Chg	19%	-11%	35%	-30%	25%	-30%
\$ Sales	\$9,576,000	\$10,697,000	\$12,392,500	\$8,669,118	\$9,953,023	\$9,288,500
\$ Chg	4%	12%	16%	-30%	15%	-7%
Avg Sales	\$504,000	\$629,235	\$538,804	\$541,820	\$497,651	\$663,464
Avg Chg	-12%	25%	-14%	1%	-8%	33%
New Marlborough						
# Sales	16	25	27	22	29	20
# Chg	-6%	56%	8%	-19%	32%	-31%
\$ Sales	\$7,635,650	\$10,666,675	\$8,705,270	\$7,277,650	\$11,166,750	\$12,220,750
\$ Chg	-21%	40%	-18%	-16%	53%	9%
Avg Sales	\$477,228	\$426,667	\$322,417	\$330,802	\$385,060	\$611,038
Avg Chg	-16%	-11%	-24%	3%	16%	59%
Otis						
# Sales	32	31	32	35	39	38
# Chg	52%	-3%	3%	9%	11%	-3%
\$ Sales	\$8,655,500	\$9,831,125	\$9,278,413	\$10,441,600	\$15,361,700	\$14,300,300
\$ Chg	61%	14%	-6%	13%	47%	-7%
Avg Sales	\$270,484	\$317,133	\$289,950	\$298,331	\$393,890	\$376,324
Avg Chg	5%	17%	-9%	3%	32%	-4%
Sandisfield						
# Sales	15	17	23	13	14	14
# Chg	7%	13%	35%	-43%	8%	0%
\$ Sales	\$7,233,000	\$4,430,170	\$8,783,980	\$5,266,000	\$3,711,700	\$4,341,500
\$ Chg	120%	-39%	98%	-40%	-30%	17%
Avg Sales	\$482,200	\$260,598	\$381,912	\$405,077	\$265,121	\$310,107
Avg Chg	105%	-46%	47%	6%	-35%	17%

SOUTH COUNTY RESIDENTIAL SALES: BY TOWN

All Sales	2014	2015	2016	2017	2018	2019
Sheffield						
# Sales	27	33	31	58	40	40
# Chg	-25%	22%	-6%	87%	-31%	0%
\$ Sales	\$11,550,000	\$13,296,500	\$10,876,554	\$22,036,600	\$15,895,400	\$15,634,950
\$ Chg	11%	15%	-18%	103%	-28%	-2%
Avg Sales	\$427,778	\$402,924	\$350,857	\$379,941	\$397,385	\$390,874
Avg Chg	48%	-6%	-13%	8%	5%	-2%
Stockbridge						
# Sales	38	28	28	22	37	36
# Chg	-12%	-26%	0%	-21%	68%	-3%
\$ Sales	\$19,081,200	\$15,097,546	\$16,711,850	\$16,617,900	\$17,876,400	\$18,467,680
\$ Chg	-31%	-21%	11%	-1%	8%	3%
Avg Sales	\$502,137	\$539,198	\$596,852	\$755,359	\$483,146	\$512,991
Avg Chg	-21%	7%	11%	27%	-36%	6%
Tyringham						
# Sales	1	5	5	6	8	9
# Chg	-67%	400%	0%	20%	33%	13%
\$ Sales	\$332,850	\$2,343,000	\$1,393,000	\$5,125,000	\$3,518,000	\$3,427,000
\$ Chg	-80%	604%	-41%	268%	-31%	-3%
Avg Sales	\$332,850	\$468,600	\$278,600	\$854,167	\$439,750	\$380,778
Avg Chg	-41%	41%	-41%	207%	-49%	-13%
West Stockbridge						
# Sales	16	13	22	26	21	20
# Chg	-6%	-19%	69%	18%	-19%	-5%
\$ Sales	\$7,996,000	\$4,185,500	\$9,773,500	\$14,878,000	\$10,621,900	\$10,047,105
\$ Chg	2%	-48%	134%	52%	-29%	-5%
Avg Sales	\$499,750	\$321,962	\$444,250	\$572,231	\$505,805	\$502,355
Avg Chg	9%	-36%	38%	29%	-12%	-1%
Total # Sales	401	401	448	504	466	475
Total # Chg	2%	0%	12%	13%	-8%	2%
Total \$ Sales	\$158,240,200	\$158,846,984	\$168,319,954	\$215,020,685	\$186,982,280	\$199,754,734
Total \$ Chg	1%	0%	6%	28%	-13%	7%
Total Avg Sales	\$394,614	\$396,127	\$375,714	\$426,628	\$401,250	\$420,536
Total Avg Chg	-1%	0%	-5%	14%	-6%	5%

REAL ESTATE FORECAST SUMMIT

2019 NAR REAL ESTATE FORECAST SUMMIT: CONSENSUS FORECAST

Probability of a Recession in 2020: **29%**



FORECAST:	2019 A	2020 F	2021 F
GDP Growth	2.1%	2.0%	1.9%
Unemployment Rate	3.6%	3.7%	3.9%
30-Year Fixed Mortgage Rate	3.7%	3.8%	4.0%
Home Price Change (Year-Over-Year)	5.0%	3.6%	3.5%
Housing Starts Forecast (Single Family and Multi-Family Units)	1.31 Mil	1.31 Mil	1.37 Mil
Commercial Price Change (Year-Over-Year)	4.2%	3.6%	3.4%
Apartment Rents	3.3%	3.8%	3.6%

Berkshire County MA - Nestled in the beautiful hills of western Massachusetts – Where art and nature come to play



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. Mortgage Rates Taken from FreddieMac historical Rates by Month. Economic data from the National Association of REALTORS.

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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