

## 2019 SOUTH BERKSHIRE SALES

**3<sup>rd</sup> Quarter Year to Date Real Estate Sales:** Overall, sales in the southern Berkshire region retracted from the sales dollar volume and units sold during the same period in 2018. Residential sales had a bit of promise with a slight increase in the dollar volume transacted, but a 1% decrease in the number of homes sold, down to 339 year to date. Condo sales surged in 2017, and while sales fell slightly over that rate, we still have a much more stable market than in years past. Land sales dipped slightly, as did multifamily units transacted.

Average Days on the Market

220

457 sales

Down from 478

Sales slipped in 2019 YTD

70%

List-to-Sell Ratio from original list price.

\$46 M

sales down from 56%

Largest Price Range

\$100-\$149 K

Sales

\$99 K or less

Inventory

13

months' supply

523 Homes for Sale

\$334,000

median sale price

\$475,000

median list price

3.61%

↓ from 4.63% avg 30 yr Fixed MtgRate in '18

69

sales pending

70%

cooperation rates rose



Residential Sales Volume \$147M, down 2%  
Residential # Units Sold 339, down 1%



Multi-family Sales Volume: \$3.4M, down 12%  
Multi-family # Units Sold: 11, down from 17 units



Condo Sales Volume: \$17.8M down 29%  
Condo # Units Sold: 45, down from 48 last year



Land Sales Volume: \$8.2M, down from \$9M  
Land # Units Sold: 50 down from 52



Commercial Volume: \$6.4M, down from \$12M  
Commercial # Units Sold: 14 down from 20



3 <sup>rd</sup> Qtr YTD	2014	2015	2016	2017	2018	2019
Total # Sold	378	395	417	466	478	459
Total \$ Sold	\$134,568,238	\$136,169,677	\$148,744,124	\$168,709,837	\$193,916,163	\$183,099,443