



2026 First Quarter Market Watch Report



Market Watch

Berkshire County, MA Real Estate Sales

Berkshire County MA - Nestled in the beautiful hills of western Massachusetts

This report was written by Sandra J. Carroll, Chief Executive Officer. Information is 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 encourage informed decisions.

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Residential	Q1 2025		Q1 2026	
Region	# Sold	\$ Sold	# Sold	\$ Sold
North	63	\$26,495,349	56	\$19,244,250
Middle	121	\$50,688,400	111	\$49,648,514
South	35	\$26,878,860	38	\$39,013,400
Total	219	\$104,062,609	205	\$107,906,164

2026 1st Quarter Market Watch

January – March Sales

Residential Sales Fell Slightly, Dollar Volume Rose

All real estate is local, and the first quarter of 2026 reinforces the importance of looking beyond regional trends to town-level data. South County led the market with increases in both sales and dollar volume, while North County declined by double digits and Central Berkshire softened slightly.

Even within regions, performance varied widely. Some towns saw strong gains while others struggled, highlighting how pockets of activity can shift quickly from one community to another. Be sure to review the town-by-town data for a fuller picture.

- **Northern Berkshire:** Residential sales decreased by 11%; dollar volume fell by 27%.
- **Central Berkshire:** Residential sales decreased by 8%; dollar volume decreased by 2%.
- **Southern Berkshire:** Residential sales increased by 9%; dollar volume increased by 45%.

All SALES

North Berkshire: 96 sales, ↑ up 2% from 94
 Middle Berkshire: 165 sales, ↓ up 9% from 182
 South Berkshire: 53 sales, ↑ up 13% from 47

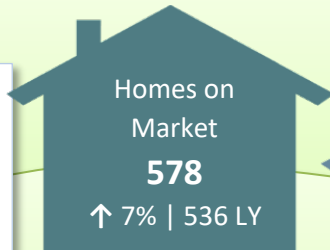
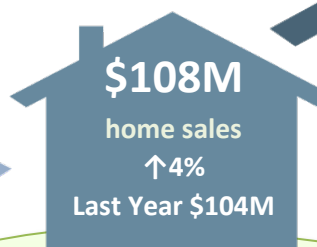
HISTORICAL BERKSHIRE COUNTY Q1 RESIDENTIAL SALES



1 st Quarter	2021	2022	2023	2024	2025	2026
Residential	\$111,223,859	\$123,008,476	\$75,690,888	\$88,815,926	\$104,062,609	\$107,906,164
Condominium	\$15,104,800	\$14,641,711	\$14,174,750	\$17,642,980	\$15,593,695	\$12,339,450
Multi-Family	\$10,659,910	\$12,365,600	\$9,968,793	\$13,892,450	\$11,140,900	\$8,504,718
Commercial	\$9,379,000	\$9,568,650	\$12,065,000	\$5,092,000	\$4,081,400	\$4,767,650
Land	\$10,628,861	\$5,922,550	\$6,359,900	\$2,258,500	\$3,556,700	\$3,576,300
Mobile Home	\$112,500		\$164,500	\$808,401	\$499,700	\$1,060,425
Grand Total	\$157,108,930	\$165,506,987	\$118,423,831	\$128,510,257	\$138,935,004	\$138,154,707

BERKSHIRE COUNTY REAL ESTATE SALES JANUARY – MARCH 2026 Q1

Market Analysis: Residential and condominium sales showed a mixed picture across Berkshire County, with activity declining in the North and Central regions while Southern Berkshire experienced an increase. North County stood out with a robust multifamily market, while sales of 1–4 unit properties declined in both the Central and Southern regions. After several years of declining land sales, the first quarter of 2026 brought a notable shift, with increases across all areas of the county. Commercial activity remained steady in the Central region, while North County, had a significant spike in mobile home sales, highlighting continued demand for more attainable housing options.



Residential Sales Volume \$108M, up 4%
Residential # Units Sold 205, down 6%



Multi-family Sales Volume: \$8.5 M down 24%
Multi-family # Units Sold: 32, down from 35



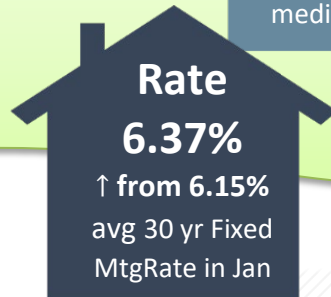
Condo Volume: \$12.3, down 21% from \$15.6M
Condo # Units Sold: 30, down from 32



Land Sales Volume: \$3.57M, up 1% from \$3.56M
Land # Units Sold: 27 parcels up 23% from 22



Commercial Volume: \$4.8M, up 17% from \$4M
Commercial # Units Sold: 9, same as last year



Residential Sales At-a-Glance: Year Comparison

January – March	# of Homes Sold			\$ of Homes Sold		
Residential Sales	2025	2026	Chg	2025	2026	Chg
North	63	56	-11%	\$26,495,349	\$19,244,250	-27%
Adams	8	20	150%	\$2,367,000	\$4,793,200	103%
Cheshire	7	5	-29%	\$2,478,550	\$2,390,000	-4%
Clarksburg	3	1	-67%	\$1,705,000	\$199,000	-88%
Florida	0	1	-	0	\$592,500	-
Hancock	2	0	-	\$730,000	0	-
Lanesborough	8	4	-50%	\$3,100,000	\$3,949,000	27%
North Adams	18	17	-6%	\$3,925,000	\$3,933,650	0%
Savoy	0	1	-	0	\$255,000	-
Williamstown	17	6	-65%	\$12,189,799	\$2,746,900	-77%
Windsor	0	1	-	-	\$385,000	-
Middle	121	111	-8%	\$50,688,400	\$49,648,514	-2%
Becket	11	10	-9%	\$5,658,000	\$4,688,800	-17%
Dalton	13	10	-23%	\$4,664,800	\$3,237,300	-31%
Hinsdale	1	1	0%	\$264,900	\$290,000	9%
Lee	7	2	-71%	\$2,858,000	\$610,000	-79%
Lenox	6	7	17%	\$3,675,000	\$6,975,000	90%
Otis	5	3	-40%	\$2,492,500	\$1,522,850	-39%
Peru	2	2	0%	\$765,000	\$525,950	-31%
Pittsfield	69	68	-1%	\$23,865,200	\$24,193,614	1%
Richmond	2	3	50%	\$2,825,000	\$3,150,000	12%
Stockbridge	4	3	-25%	\$3,245,000	\$2,688,000	-17%
Tyringham	1	1	0%	\$375,000	\$1,265,000	237%
Washington	0	1	-	0	\$502,000	-
South	35	38	9%	\$26,878,860	\$39,013,400	45%
Alford	1	0	-	\$720,000	0	-
Egremont	5	5	0%	\$5,903,000	\$4,455,000	-25%
Great Barrington	13	9	-31%	\$9,144,250	\$7,090,000	-22%
Monterey	3	4	33%	\$2,655,960	\$3,088,000	16%
Mt Washington	1	-	-	\$274,000	0	-
New Marlborough	4	7	75%	\$3,550,000	\$9,877,500	178%
Sandisfield	2	3	50%	\$2,163,000	\$2,106,000	-3%
Sheffield	6	6	0%	\$2,468,650	\$7,128,000	189%
West Stockbridge	0	4	-	0	\$5,268,900	-
Grand Total	219	205	-6%	\$104,062,609	\$107,906,164	4%

4% increase in dollar volume transacted, with \$107.9 million in homes sold.

At-A-Glance Year to Year Comparison

Overall, 1st quarter residential sales fell by 6% over last year in the number of single-family homes sold countywide. Dollar volume transacted rose by 4%.

In north county, Adams was the standout for a huge surge in sales. Florida Lanesborough, and North Adams sales showed improvement. However, Clarksburg and Williamstown had double digit declines.

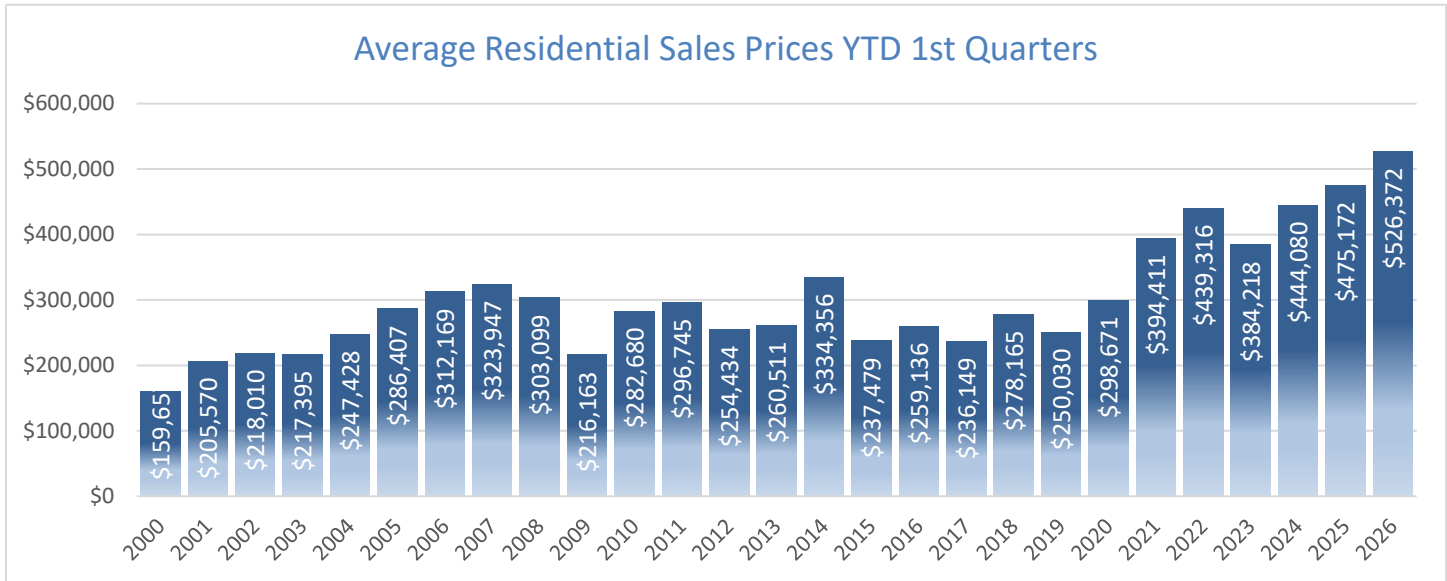
In the middle registry area, Tyringham's one large sale gave a hefty boost to the statistics but sales were level. Hinsdale and Pittsfield markets were stable.

However, Becket, Dalton, Lee Otis, and Stockbridge had double digit decreases. Lenox and Richmond sales substantially increased from the previous year of residential sales.

In southern Berkshire, Monterey, New Marlborough, and Sheffield sales were very strong.

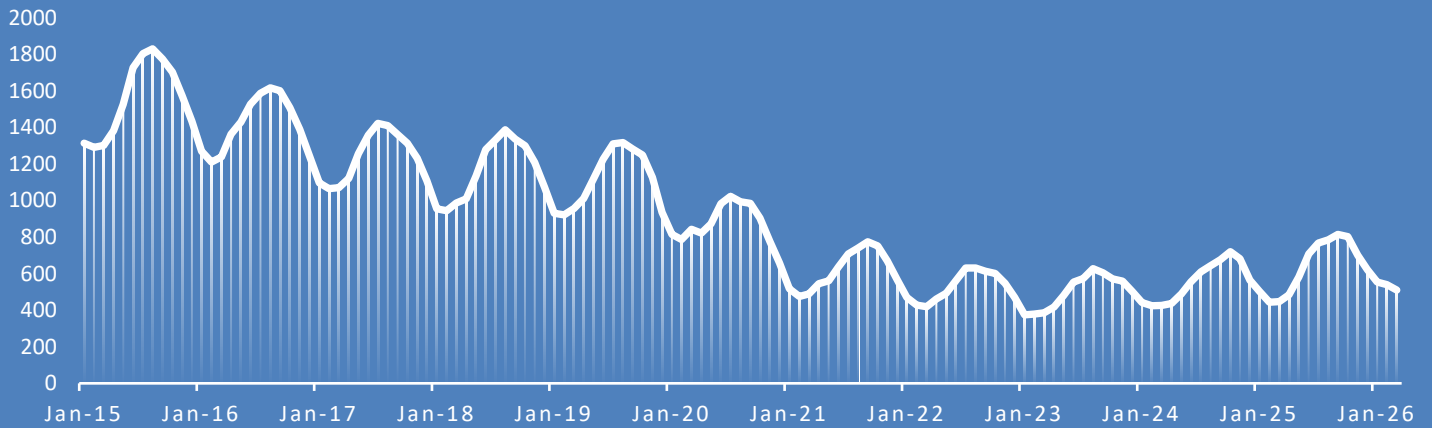
Egremont, Sandisfield and Sheffield had level sales rates but falling average sale prices. Great Barrington sales struggled.

Residential Home Sale Appreciation Overview



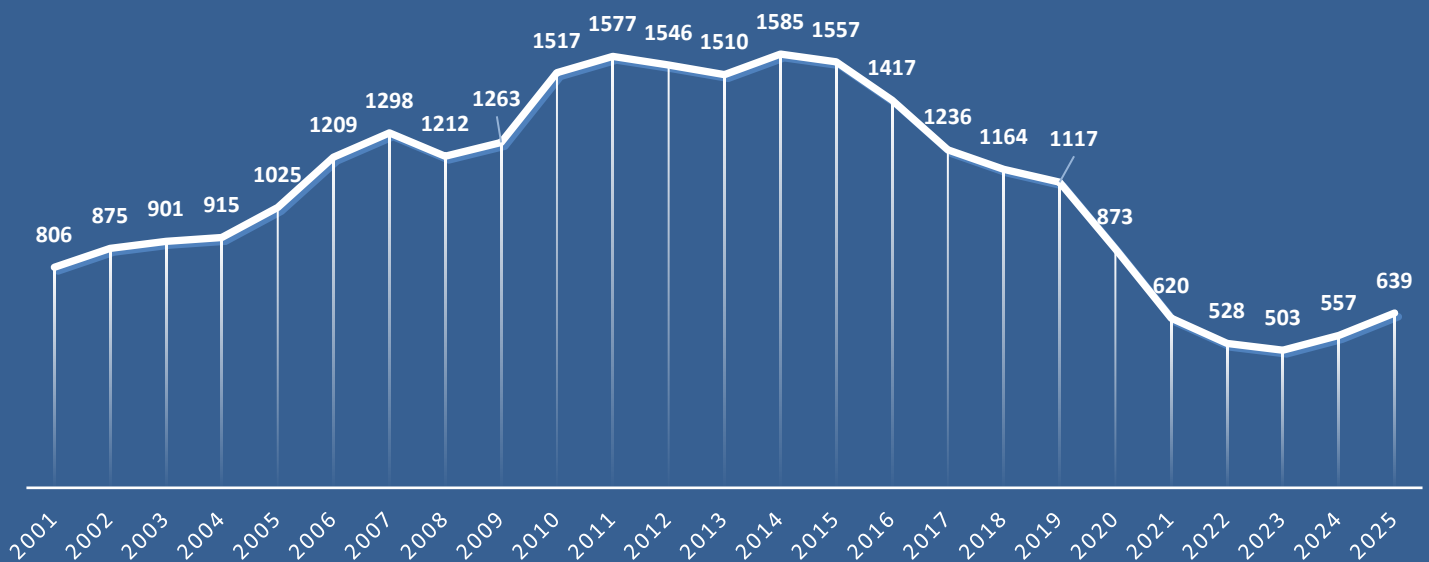
Quarter 1 Sales	2025	2026	% Chg	Quarter 1 Sales	2024	2025	% Chg
North Registry	\$420,561	\$343,647	-18%	Central /Middle Continued...			
Adams	\$295,875	\$239,660	-19%	Pittsfield	\$345,872	\$355,788	3%
Cheshire	\$354,079	\$478,000	35%	Richmond	\$1,412,500	\$1,050,000	-26%
Clarksburg	\$568,333	\$199,000	-65%	Stockbridge	\$811,250	\$896,000	10%
Florida	--	\$592,500	--	Tyringham	\$375,000	\$1,265,000	237%
Hancock	\$365,000	--	--	Washington	--	\$502,000	--
Lanesborough	\$387,500	\$987,250	155%	South Registry	\$767,967	\$1,026,668	34%
New Ashford				Alford	\$720,000		
North Adams	\$218,056	\$231,391	6%	Egremont	\$1,180,600	\$891,000	-25%
Savoy	--	\$255,000	--	Great Barrington	\$703,404	\$787,778	12%
Williamstown	\$717,047	\$457,817	-36%	Monterey	\$885,320	\$772,000	-13%
Windsor	--	\$385,000	--	Mt Washington	\$274,000	--	--
Middle Registry	\$418,912	\$447,284	7%	New Marlborough	\$887,500	\$1,411,071	59%
Becket	\$514,364	\$468,880	-9%	Sandisfield	\$1,081,500	\$702,000	-35%
Dalton	\$358,831	\$323,730	-10%	Sheffield	\$411,442	\$1,188,000	189%
Hinsdale	\$264,900	\$290,000	9%	West Stockbridge	--	\$1,317,225	--
Lee	\$408,286	\$305,000	-25%	Grand Total	\$475,172	\$526,372	11%
Lenox	\$612,500	\$996,429	63%	Residential Average Sale Prices			
Otis	\$498,500	\$507,617	2%				
Peru	\$382,500	\$262,975	-31%				

10 YEAR INVENTORY WITH SEASONAL FLUCUATIONS



The inventory of Berkshire County residential inventory of homes on the market follows seasonal patterns each year. In 2020, there was a blip when the pandemic hit and sales stalled, yet the market quickly rebounded. With huge demand, inventory levels fell to near historic lows. While the market is correcting and REALTORS report fewer bidding wars, cautious buyers and more adjustments in listing prices and appraisal values, we still note an overall lack of inventory of homes for our workforce.

20 YEAR LOOK AT AVERAGE ANNUAL INVENTORY OF RESIDENTIAL HOMES FOR SALE IN THE BERKSHIRES



Regional Sales Report: All Sales Overall

Residential, Condo, Multi, Mobile, Commercial, and Land

Sales overall
fell by 3%
with strong
gains in South
Berkshire

- Real estate sales were booming in south county during first quarter, with double digit increases in both the number of sales and the dollar volume transacted. North county sales rose slightly, but saw a drop off in sales prices. Central Berkshire in the middle registry area noted falling sales and dollar volume but a 5% gain the average sale price.
- When looking just at habitable property sales, there was a slight decrease of 1 % in the dollar volume transacted and a decrease of 5% in the number of properties sold. Habitable properties include Residential; Condo, Mobile and Multi-family homes < 4 units. Please refer to the specific property type reports in this market update.

All Sales: Qtr 1	2021	2022	2023	2024	2025	2026
North Registry						
# Sold	144	137	102	97	94	96
% Chg #	73%	-5%	-26%	-5%	-3%	2%
\$ Sold	\$28,250,768	\$36,891,138	\$25,537,793	\$28,331,850	\$36,677,644	\$27,619,975
% Chg \$	117%	31%	-31%	11%	29%	-25%
Avg \$	\$196,186	\$269,278	\$250,371	\$292,081	\$390,188	\$287,708
\$ Chg Avg	25%	37%	-7%	17%	34%	-26%
Middle Registry						
# Sold	233	237	165	183	182	165
% Chg #	15%	2%	-30%	11%	-1%	-9%
\$ Sold	\$76,713,725	\$91,757,899	\$64,368,038	\$68,935,547	\$69,888,600	\$66,566,632
% Chg \$	33%	20%	-30%	7%	1%	-5%
Avg \$	\$329,243	\$387,164	\$390,109	\$376,697	\$384,003	\$403,434
\$ Chg Avg	15%	18%	1%	-3%	2%	5%
South Registry						
# Sold	85	75	46	47	47	53
% Chg #	47%	-12%	-39%	2%	0%	13%
\$ Sold	\$52,144,437	\$36,857,950	\$28,518,000	\$31,242,860	\$32,368,760	\$43,968,100
% Chg \$	82%	-29%	-23%	10%	4%	36%
Avg \$	\$613,464	\$491,439	\$619,957	\$664,742	\$688,697	\$829,587
\$ Chg Avg	24%	-20%	26%	7%	4%	20%
Total # Sold	462	449	313	327	323	314
Total % Chg #	35%	-3%	-30%	4%	-1%	-3%
Total \$ Sold	\$157,108,930	\$165,506,987	\$118,423,831	\$128,510,257	\$138,935,004	\$138,154,707
Total % Chg \$	58%	5%	-28%	9%	8%	-1%
Total Avg \$	\$340,063	\$368,612	\$378,351	\$392,998	\$430,139	\$439,983
Total \$ Chg Avg	17%	8%	3%	4%	9%	2%

Residential sales down 6%, dollar volume up 4%

Residential Report

Residential sales saw a modest pullback in Q1 2026, with total transactions down 6% year over year. Activity declined in both North and Central Berkshire, while South County posted a slight increase in sales along with a significant rise in dollar volume. Overall sales volume increased 4% countywide, driven largely by higher-priced transactions in the southern region. Average sale prices continued to climb, reaching \$526,372, reflecting ongoing demand at higher price points. As with other segments, the residential market remains steady but segmented, with performance varying by region and price tier.

Qtr 1	2021	2022	2023	2024	2025	2026
North Registry						
# Sold	76	77	62	55	63	56
% Chg #	21%	1%	-19%	-11%	15%	-11%
\$ Sold	\$16,693,158	\$24,180,227	\$13,531,700	\$18,661,450	\$26,495,349	\$19,244,250
% Chg \$	53%	45%	-44%	38%	42%	-27%
Avg \$	\$219,647	\$314,029	\$218,253	\$339,299	\$420,561	\$343,647
\$ Chg Avg	27%	43%	-30%	55%	24%	-18%
Middle Registry						
# Sold	153	151	103	111	121	111
% Chg #	11%	-1%	-32%	8%	9%	-8%
\$ Sold	\$52,500,275	\$67,444,049	\$38,650,338	\$45,177,116	\$50,688,400	\$49,648,514
% Chg \$	41%	28%	-43%	17%	12%	-2%
Avg \$	\$343,139	\$446,649	\$375,246	\$407,001	\$418,912	\$447,284
\$ Chg Avg	27%	30%	-16%	8%	3%	7%
South Registry						
# Sold	53	52	32	34	35	38
% Chg #	26%	-2%	-38%	6%	3%	9%
\$ Sold	\$42,030,426	\$31,384,200	\$23,508,850	\$24,977,360	\$26,878,860	\$39,013,400
% Chg \$	72%	-25%	-25%	6%	8%	45%
Avg \$	\$793,027	\$603,542	\$734,652	\$734,628	\$767,967	\$1,026,668
\$ Chg Avg	36%	-24%	22%	0%	5%	34%
Total # Sold	282	280	197	200	219	205
Total % Chg #	16%	-1%	-30%	2%	10%	-6%
Total \$ Sold	\$111,223,859	\$123,008,476	\$75,690,888	\$88,815,926	\$104,062,609	\$107,906,164
Total % Chg \$	53%	11%	-38%	17%	17%	4%
Total Avg \$	\$394,411	\$439,316	\$384,218	\$444,080	\$475,172	\$526,372
Total \$ Chg Avg	32%	11%	-13%	16%	7%	11%



Condo Report

Condominium sales saw a modest decline to start 2026, with total transactions down 6% and overall dollar volume falling 21% year over year. North and Central Berkshire both experienced decreases in activity and pricing, contributing to the softer overall performance. South County, while low in volume, saw a slight increase in sales and a notable rise in average price, reflecting a few higher-end transactions. Overall, average sale prices declined across most regions, bringing the countywide average down to \$411,315. As with other property types, the condo market remains inconsistent and highly localized, with performance varying by region and price point.

Condo sales
down 6%,
dollar
volume
down 21%.

Qtr 1 – Condo Sales	2021	2022	2023	2024	2025	2026
North Registry						
# Sold	17	26	12	12	15	14
% Chg #	467%	53%	-54%	0%	25%	-7%
\$ Sold	\$2,997,000	\$7,133,211	\$6,540,000	\$3,423,500	\$6,601,995	\$3,935,050
% Chg \$	953%	138%	-8%	-48%	93%	-40%
Avg \$	\$176,294	\$274,354	\$545,000	\$285,292	\$440,133	\$281,075
\$ Chg Avg	86%	56%	99%	-48%	54%	-36%
Middle Registry						
# Sold	16	15	14	17	15	13
% Chg #	-20%	-6%	-7%	21%	-12%	-13%
\$ Sold	\$9,937,800	\$6,533,500	\$6,873,500	\$13,059,480	\$7,856,700	\$6,345,900
% Chg \$	-6%	-34%	5%	90%	-40%	-19%
Avg \$	\$621,113	\$435,567	\$490,964	\$768,205	\$523,780	\$488,146
\$ Chg Avg	18%	-30%	13%	56%	-32%	-7%
South Registry						
# Sold	4	3	2	2	2	3
% Chg #	100%	-25%	-33%	0%	0%	50%
\$ Sold	\$2,170,000	\$975,000	\$761,250	\$1,160,000	\$1,135,000	\$2,058,500
% Chg \$	150%	-55%	-22%	52%	-2%	81%
Avg \$	\$542,500	\$325,000	\$380,625	\$580,000	\$567,500	\$686,167
\$ Chg Avg	25%	-40%	17%	52%	-2%	21%
Total # Sold	37	44	28	31	32	30
Total % Chg #	48%	19%	-36%	11%	3%	-6%
Total \$ Sold	\$15,104,800	\$14,641,711	\$14,174,750	\$17,642,980	\$15,593,695	\$12,339,450
Total % Chg \$	29%	-3%	-3%	24%	-12%	-21%
Total Avg \$	\$408,238	\$332,766	\$506,241	\$569,128	\$487,303	\$411,315
Total \$ Chg Avg	-13%	-18%	52%	12%	-14%	-16%



Multifamily sales down 9%, dollar volume up 5%

Multifamily Report

Multifamily sales have been mixed. After a 9% decline in 2025—driven largely by decreases in Northern and Central Berkshire—Q1 2026 showed some stability overall, with just five fewer sales year over year. North County saw a robust start, while Central Berkshire experienced a pullback, including a \$1.7 million drop in transaction volume. South County remains inconsistent, with one of the lower-performing quarters in recent years, declining from \$11 million last year to \$8.5 million this year. We’re hopeful to see this segment stabilize as the year progresses.

Qtr 1 – Multi 1-4 units	2021	2022	2023	2024	2025	2026
North Registry						
# Sold	28	17	13	18	6	11
% Chg #	211%	-39%	-24%	38%	-67%	83%
\$ Sold	\$3,871,810	\$3,035,900	\$3,331,393	\$4,444,000	\$1,894,000	\$2,948,650
% Chg \$	223%	-22%	10%	33%	-57%	56%
Avg \$	\$138,279	\$178,582	\$256,261	\$246,889	\$315,667	\$268,059
\$ Chg Avg	4%	29%	43%	-4%	28%	-15%
Middle Registry						
# Sold	28	42	24	31	25	20
% Chg #	8%	50%	-43%	29%	-19%	-20%
\$ Sold	\$5,184,600	\$8,622,200	\$6,043,400	\$7,639,450	\$6,686,900	\$4,981,068
% Chg \$	43%	66%	-30%	26%	-12%	-26%
Avg \$	\$185,164	\$205,290	\$251,808	\$246,434	\$267,476	\$249,053
\$ Chg Avg	33%	11%	23%	-2%	9%	-7%
South Registry						
# Sold	5	2	1	4	4	1
% Chg #	400%	-60%	-50%	300%	0%	-75%
\$ Sold	\$1,603,500	\$707,500	\$594,000	\$1,809,000	\$2,560,000	\$575,000
% Chg \$	760%	-56%	-16%	205%	42%	-78%
Avg \$	\$320,700	\$353,750	\$594,000	\$452,250	\$640,000	\$575,000
\$ Chg Avg	72%	10%	68%	-24%	42%	-10%
Total # Sold	61	61	38	53	35	32
Total % Chg #	69%	0%	-38%	39%	-34%	-9%
Total \$ Sold	\$10,659,910	\$12,365,600	\$9,968,793	\$13,892,450	\$11,140,900	\$8,504,718
Total % Chg \$	113%	16%	-19%	39%	-20%	-24%
Total Avg \$	\$174,753	\$202,715	\$262,337	\$262,122	\$318,311	\$265,772
Total \$ Chg Avg	26%	16%	29%	0%	21%	-17%



Land Report

Land sales have had a challenging run over the past several years. Prior to COVID, activity peaked in the early 2000s, with 59 parcel sales in Q1 2003 alone. While Q1 2026 showed a 23% increase in transactions, that still equates to just 27 sales, with an average price of \$132,456 and total volume of \$3.6 million—well below the \$10.6 million peak seen in Q1 2021. These numbers continue to reflect the ongoing challenges around growth and development in the Berkshires.

Land sales
up 23%,
dollar
volume up
1%

Qtr 1- Raw Land	2021	2022	2023	2024	2025	2026
North Registry						
# Sold	16	13	11	5	3	5
% Chg #	433%	-19%	-15%	-55%	-40%	67%
\$ Sold	\$2,342,800	\$706,800	\$787,200	\$382,000	\$182,500	\$223,000
% Chg \$	4562%	-70%	11%	-51%	-52%	22%
Avg \$	\$146,425	\$54,369	\$71,564	\$76,400	\$60,833	\$44,600
\$ Chg Avg	774%	-63%	32%	7%	-20%	-27%
Middle Registry						
# Sold	30	22	16	16	13	13
% Chg #	275%	-27%	-27%	0%	-19%	0%
\$ Sold	\$3,255,550	\$2,614,500	\$3,098,800	\$1,072,000	\$1,579,300	\$1,902,000
% Chg \$	187%	-20%	19%	-65%	47%	20%
Avg \$	\$108,518	\$118,841	\$193,675	\$67,000	\$121,485	\$146,308
\$ Chg Avg	-24%	10%	63%	-65%	81%	20%
South Registry						
# Sold	21	16	9	4	6	9
% Chg #	163%	-24%	-44%	-56%	50%	50%
\$ Sold	\$5,030,511	\$2,601,250	\$2,473,900	\$804,500	\$1,794,900	\$1,451,300
% Chg \$	529%	-48%	-5%	-67%	123%	-19%
Avg \$	\$239,548	\$162,578	\$274,878	\$201,125	\$299,150	\$161,256
\$ Chg Avg	140%	-32%	69%	-27%	49%	-46%
Total # Sold	67	51	36	25	22	27
Total % Chg #	253%	-24%	-29%	-31%	-12%	23%
Total \$ Sold	\$10,628,861	\$5,922,550	\$6,359,900	\$2,258,500	\$3,556,700	\$3,576,300
Total % Chg \$	435%	-44%	7%	-64%	57%	1%
Total Avg \$	\$158,640	\$116,128	\$176,664	\$90,340	\$161,668	\$132,456
Total \$ Chg Avg	52%	-27%	52%	-49%	79%	-18%



Commercial Report

Commercial Sales level with 17% increase in dollar volume

Overall, the 2025 commercial market in Berkshire County rose 5% with 46 sales, compared to 44 in 2024. The dollar volume of those sales fell 10%, down to \$26 million from 2024 sales valued at \$29 million. As we enter the first quarter of 2026, the central Berkshire commercial sale market remains strong, and serves as the driving force of most commercial transactions. In the north, a typical first quarter sales of commercial property exceed \$1M dollars, but in 2026, sales didn't even reach the \$500K mark.

Note: This data reflects only commercial sales listed on the MLS.

Qtr 1	2021	2022	2023	2024	2025	2026
North Registry						
# Sold	7	4	2	2	4	2
% Chg #	75%	-43%	-50%	0%	100%	-50%
\$ Sold	\$2,346,000	\$1,835,000	\$1,255,000	\$1,000,000	\$1,315,000	\$468,500
% Chg \$	291%	-22%	-32%	-20%	32%	-64%
Avg \$	\$335,143	\$458,750	\$627,500	\$500,000	\$328,750	\$234,250
\$ Chg Avg	124%	37%	37%	-20%	-34%	-29%
Middle Registry						
# Sold	4	7	7	3	5	6
% Chg #	-56%	75%	0%	-57%	67%	20%
\$ Sold	\$5,723,000	\$6,543,650	\$9,630,000	\$1,600,000	\$2,766,400	\$3,549,150
% Chg \$	10%	14%	47%	-83%	73%	28%
Avg \$	\$1,430,750	\$934,807	\$1,375,714	\$533,333	\$553,280	\$591,525
\$ Chg Avg	148%	-35%	47%	-61%	4%	7%
South Registry						
# Sold	2	2	2	3		1
% Chg #	-60%	0%	0%	50%		
\$ Sold	\$1,310,000	\$1,190,000	\$1,180,000	\$2,492,000		\$750,000
% Chg \$	-45%	-9%	-1%	111%		
Avg \$	\$655,000	\$595,000	\$590,000	\$830,667		\$750,000
\$ Chg Avg	37%	-9%	-1%	41%		
Total # Sold	13	13	11	8	9	9
Total % Chg #	-28%	0%	-15%	-27%	13%	0%
Total \$ Sold	\$9,379,000	\$9,568,650	\$12,065,000	\$5,092,000	\$4,081,400	\$4,767,650
Total % Chg \$	15%	2%	26%	-58%	-20%	17%
Total Avg \$	\$721,462	\$736,050	\$1,096,818	\$636,500	\$453,489	\$529,739
Total \$ Chg Avg	59%	2%	49%	-42%	-29%	17%



Mobile Home Report

**Mobile
Home Sales
up 83%,
volume up
112%**

While these transactions involve classified personal property rather than real estate, mobile homes provide an important housing option, particularly in North and Central Berkshire markets. Understanding this segment helps paint a more complete picture of available housing and solutions for residents seeking affordable alternatives. This was a very notable quarter for northern Berkshire mobile home sales, which rose considerably over the previous five year first quarter reports. The dollar volume of those sales transacted also rose considerably with an average price now over \$100,000.

Qtr 1 – Mobile Home	2020	2021	2023	2024	2025	2026
North Registry						
# Sold	1		2	5	3	8
% Chg #				150%	-40%	167%
\$ Sold	\$8,000		\$92,500	\$420,900	\$188,800	\$800,525
% Chg \$				355%	-55%	324%
Avg \$	\$8,000		\$46,250	\$84,180	\$62,933	\$100,066
\$ Chg Avg				82%	-25%	59%
Middle Registry						
# Sold	1	2	1	5	3	2
% Chg #		100%	-50%	400%	-40%	-33%
\$ Sold	\$67,000	\$112,500	\$72,000	\$387,501	\$310,900	\$140,000
% Chg \$		68%	-36%	438%	-20%	-55%
Avg \$	\$67,000	\$56,250	\$72,000	\$77,500	\$103,633	\$70,000
\$ Chg Avg		-16%	28%	8%	34%	-32%
South Registry						
# Sold						1
% Chg #						
\$ Sold						\$119,900
% Chg \$						
Avg \$						\$119,900
\$ Chg Avg						
Total # Sold	2	2	3	10	6	11
Total % Chg #		0%	50%	233%	-40%	83%
Total \$ Sold	\$75,000	\$112,500	\$164,500	\$808,401	\$499,700	\$1,060,425
Total % Chg \$		50%	46%	391%	-38%	112%
Total Avg \$	\$37,500	\$56,250	\$54,833	\$80,840	\$83,283	\$96,402
Total \$ Chg Avg		50%	-3%	47%	3%	16%



First Quarter of 2026: Economic Uncertainty, Stable Sales

After several years marked by tight inventory and affordability pressures, year-end national forecasts suggested the 2026 market was to regain its balance. As we wrap the first quarter of the year, there are concerns about inflation, global conflict, the impact of tariffs and ongoing economic uncertainty. If you've been trying to make sense of where the real estate market is heading, you're not alone. Unfortunately, there is no crystal ball and we're faced with many emerging factors that may weigh heavily in the months to come.

The good news is that most analysts are not predicting a wild swing in the real estate market, but they're also not holding steady to bold predictions for a year of growth. Everyone appears cautious because of the level of uncertainty. By staying tuned to the experts and local trends, we can learn where we've been and what to watch for ahead. A few key factors:

Mortgage rates, rapid inflation, falling consumer confidence and/or concerns about household stability remain a big driver in the housing market. Yet, even in a shifting market, life keeps moving with new jobs, growing families, downsizing - and those moments still drive real estate decisions. However, if there are consumer concerns about a rising cost of living or fear of an uncertain future, it may impact less urgent sales.

While there is a general expectation that mortgage rates may ease slightly as we move further into 2026, the forecasters we rely upon aren't predicting big shifts from their year-end predictions. It's clear we're not going back to the ultra-low rate environment anytime soon, and both buyers and sellers must continue to adjust their expectations accordingly. Remember though, forecasts are far from guaranteed, especially when things keep changing at such a rapid pace.

2026 Mortgage Rates:

- As of April 9, 2026, 30-year fixed mortgage rates are averaging in the low 6% range, with Freddie Mac reporting 6.37%
- Economists and experts have reexamined their predictions for 2026 and 2027 and there is yet to be a significant shift in their expectations. It doesn't mean as we move through the second quarter that these will remain fixed, but as of now, it's an encouraging sign.

According to USNews.com	2026 Forecast (<i>Revision</i>)	2027 Forecast (<i>Revision</i>)
Fannie Mae	5.8% (-0.2)	5.6% (-0.4)
Mortgage Bankers Association	6.2%* (+0.1)	6.3%* (±0)
National Association of Home Builders	5.99% (±0)	5.89% (±0)
Wells Fargo	6.14% (±0)	6.19% (±0)

**Denotes year-end rate. All others are annual averages.*

Before we get too ahead of ourselves looking at quarterly increases and decreases throughout the county to try to assess the trajectory of our market, it's helpful to look each month in this quarter to see that during the time of the most volatility, the market was still moving.

When looking at the last few years of dwelling sales, which include single family homes, condos, multifamily properties under 4 units and mobile homes, overall sales retracted but not by much. January 2026 sales were up and the dollar volume was more than \$10 million over January of 2025. February sales took a hit and dropped in both the number of sales and the dollar volume of transactions. In March, the Berkshire market saw a rebound and an increase over the past two years, with a growing dollar volume. While we look at the market under a microscope, despite some uncertainty in the first quarter of the year and an especially rough winter, real estate sales in Berkshire County still held their own.

1 st Quarter: Monthly	2023	2024	2025	2026
# Sales: Res, Condo, MF, MH				
January	103	106	111	115
February	61	90	93	63
March	102	98	88	100
\$ Sold: Res, Condo, MF, MH				
January	\$39,278,231	\$47,156,296	\$47,693,410	\$57,353,325
February	\$22,876,950	\$37,420,160	\$39,256,799	\$25,639,485
March	\$37,843,750	\$36,583,301	\$44,346,695	\$46,817,947

We are just entering a time when sellers start to prepare their homes to list on an active spring market and buyers prepare to jump in expecting more inventory. It is the critical point that could be impacted by some of these global concerns felt locally in the quarter ahead.

From a housing standpoint, we're seeing inventory slowly increasing, which gives buyers more options, and sales activity is expected to tick up slightly compared to the past couple of years. Home prices, however, are not expected to surge. Most nationwide projections call for relatively flat growth, meaning pricing strategy will continue to matter more than ever.

What does this mean for your business?

Simply put, this is a **professional, skill-driven market**. Transactions are happening—but they're taking longer, requiring more negotiation, and demanding clearer communication with clients. Buyers are more cautious. Sellers need to be more realistic. And agents who can guide both sides through that process will stand out.

As always, we'll continue to keep you informed as conditions develop.

Residential Historical Report by City/Town | Page 1

Residential Q1	2020	2021	2022	2023	2024	2025	2026
Adams							
# Sold	9	18	19	17	6	8	20
% Chg #	-44%	100%	6%	-11%	-65%	33%	150%
\$ Sold	\$1,234,300	\$3,326,527	\$3,415,224	\$2,484,500	\$1,336,900	\$2,367,000	\$4,793,200
% Chg \$	-39%	170%	3%	-27%	-46%	77%	103%
Avg Sale	\$137,144	\$184,807	\$179,749	\$146,147	\$222,817	\$295,875	\$239,660
% Chg Avg	8%	35%	-3%	-19%	52%	33%	-19%
Alford							
# Sold	3	3	1	1		1	
% Chg #	50%	0%	-67%	0%			
\$ Sold	\$1,550,000	\$4,180,000	\$387,000	\$3,170,000		\$720,000	
% Chg \$	-41%	170%	-91%	719%			
Avg Sale	\$516,667	\$1,393,333	\$387,000	\$3,170,000		\$720,000	
% Chg Avg	-60%	170%	-72%	719%			
Becket							
# Sold	6	10	9	7	4	11	10
% Chg #	-25%	67%	-10%	-22%	-43%	175%	-9%
\$ Sold	\$1,721,500	\$3,770,399	\$2,829,900	\$4,024,250	\$1,408,400	\$5,658,000	\$4,688,800
% Chg \$	-4%	119%	-25%	42%	-65%	302%	-17%
Avg Sale	\$286,917	\$377,040	\$314,433	\$574,893	\$352,100	\$514,364	\$468,880
% Chg Avg	28%	31%	-17%	83%	-39%	46%	-9%
Cheshire							
# Sold	3	7	9	2	5	7	5
% Chg #	200%	133%	29%	-78%	150%	40%	-29%
\$ Sold	\$204,623	\$1,838,500	\$3,005,800	\$645,750	\$1,529,400	\$2,478,550	\$2,390,000
% Chg \$	14%	798%	63%	-79%	137%	62%	-4%
Avg Sale	\$68,208	\$262,643	\$333,978	\$322,875	\$305,880	\$354,079	\$478,000
% Chg Avg	-62%	285%	27%	-3%	-5%	16%	35%
Clarksburg							
# Sold	4	4	2	5	3	3	1
% Chg #	300%	0%	-50%	150%	-40%	0%	-67%
\$ Sold	\$768,000	\$1,482,000	\$478,000	\$1,335,000	\$1,066,750	\$1,705,000	\$199,000
% Chg \$	3759%	93%	-68%	179%	-20%	60%	-88%
Avg Sale	\$192,000	\$370,500	\$239,000	\$267,000	\$355,583	\$568,333	\$199,000
% Chg Avg	865%	93%	-35%	12%	33%	60%	-65%

Residential Historical Report by City/Town | Page 2

Residential Q1	2020	2021	2022	2023	2024	2025	2026
Dalton							
# Sold	15	6	18	9	9	13	10
% Chg #	-6%	-60%	200%	-50%	0%	44%	-23%
\$ Sold	\$3,416,200	\$1,523,987	\$5,884,200	\$2,661,000	\$2,947,500	\$4,664,800	\$3,237,300
% Chg \$	14%	-55%	286%	-55%	11%	58%	-31%
Avg Sale	\$227,747	\$253,998	\$326,900	\$295,667	\$327,500	\$358,831	\$323,730
% Chg Avg	22%	12%	29%	-10%	11%	10%	-10%
Egremont							
# Sold	2	9	4	4	4	5	5
% Chg #	0%	350%	-56%	0%	0%	25%	0%
\$ Sold	\$2,700,000	\$6,953,000	\$3,697,000	\$3,370,000	\$6,013,500	\$5,903,000	\$4,455,000
% Chg \$	378%	158%	-47%	-9%	78%	-2%	-25%
Avg Sale	\$1,350,000	\$772,556	\$924,250	\$842,500	\$1,503,375	\$1,180,600	\$891,000
% Chg Avg	378%	-43%	20%	-9%	78%	-21%	-25%
Florida							
# Sold	2	3	2	2	4		1
% Chg #		50%	-33%	0%	100%		
\$ Sold	\$263,000	\$270,000	\$287,000	\$495,000	\$959,000		\$592,500
% Chg \$		3%	6%	72%	94%		
Avg Sale	\$131,500	\$90,000	\$143,500	\$247,500	\$239,750		\$592,500
% Chg Avg		-32%	59%	72%	-3%		
Great Barrington							
# Sold	15	21	22	8	9	13	9
% Chg #	-21%	40%	5%	-64%	13%	44%	-31%
\$ Sold	\$6,635,000	\$17,279,650	\$9,909,700	\$5,004,500	\$5,457,960	\$9,144,250	\$7,090,000
% Chg \$	-12%	160%	-43%	-49%	9%	68%	-22%
Avg Sale	\$442,333	\$822,840	\$450,441	\$625,563	\$606,440	\$703,404	\$787,778
% Chg Avg	11%	86%	-45%	39%	-3%	16%	12%
Hancock							
# Sold		1	2		3	2	
% Chg #			100%			-33%	
\$ Sold		\$900,000	\$1,277,000		\$1,407,000	\$730,000	
% Chg \$			42%			-48%	
Avg Sale		\$900,000	\$638,500		\$469,000	\$365,000	
% Chg Avg			-29%			-22%	

Residential Historical Report by City/Town | Page 3

Residential Q1	2020	2021	2022	2023	2024	2025	2026
Hinsdale							
# Sold	1	3	5	1	5	1	1
% Chg #	-67%	200%	67%	-80%	400%	-80%	0%
\$ Sold	\$165,000	\$1,482,690	\$1,897,300	\$500,000	\$1,759,000	\$264,900	\$290,000
% Chg \$	-83%	799%	28%	-74%	252%	-85%	9%
Avg Sale	\$165,000	\$494,230	\$379,460	\$500,000	\$351,800	\$264,900	\$290,000
% Chg Avg	-50%	200%	-23%	32%	-30%	-25%	9%
Lanesborough							
# Sold	7	9	11	4	6	8	4
% Chg #	133%	29%	22%	-64%	50%	33%	-50%
\$ Sold	\$1,361,000	\$2,061,100	\$3,648,353	\$755,250	\$2,389,500	\$3,100,000	\$3,949,000
% Chg \$	100%	51%	77%	-79%	216%	30%	27%
Avg Sale	\$194,429	\$229,011	\$331,668	\$188,813	\$398,250	\$387,500	\$987,250
% Chg Avg	-14%	18%	45%	-43%	111%	-3%	155%
Lee							
# Sold	7	6	8	10	12	7	2
% Chg #	17%	-14%	33%	25%	20%	-42%	-71%
\$ Sold	\$1,726,500	\$2,158,500	\$3,144,000	\$3,037,000	\$5,121,900	\$2,858,000	\$610,000
% Chg \$	21%	25%	46%	-3%	69%	-44%	-79%
Avg Sale	\$246,643	\$359,750	\$393,000	\$303,700	\$426,825	\$408,286	\$305,000
% Chg Avg	4%	46%	9%	-23%	41%	-4%	-25%
Lenox							
# Sold	13	16	13	7	7	6	7
% Chg #	-7%	23%	-19%	-46%	0%	-14%	17%
\$ Sold	\$5,793,900	\$10,667,500	\$13,746,000	\$5,433,000	\$8,614,018	\$3,675,000	\$6,975,000
% Chg \$	3%	84%	29%	-60%	59%	-57%	90%
Avg Sale	\$445,685	\$666,719	\$1,057,385	\$776,143	\$1,230,574	\$612,500	\$996,429
% Chg Avg	11%	50%	59%	-27%	59%	-50%	63%
Monterey							
# Sold	5	6	3	4	3	3	4
% Chg #	400%	20%	-50%	33%	-25%	0%	33%
\$ Sold	\$3,593,000	\$2,847,850	\$2,800,000	\$2,740,000	\$3,880,000	\$2,655,960	\$3,088,000
% Chg \$	1139%	-21%	-2%	-2%	42%	-32%	16%
Avg Sale	\$718,600	\$474,642	\$933,333	\$685,000	\$1,293,333	\$885,320	\$772,000
% Chg Avg	148%	-34%	97%	-27%	89%	-32%	-13%

Residential Historical Report by City/Town | Page 4

Residential Q1	2020	2021	2022	2023	2024	2025	2026
New Marlborough							
# Sold	5	3	7	3	5	4	7
% Chg #	150%	-40%	133%	-57%	67%	-20%	75%
\$ Sold	\$3,247,000	\$1,368,426	\$4,925,000	\$2,359,900	\$4,571,000	\$3,550,000	\$9,877,500
% Chg \$	513%	-58%	260%	-52%	94%	-22%	178%
Avg Sale	\$649,400	\$456,142	\$703,571	\$786,633	\$914,200	\$887,500	\$1,411,071
% Chg Avg	145%	-30%	54%	12%	16%	-3%	59%
North Adams							
# Sold	29	22	19	18	16	18	17
% Chg #	164%	-24%	-14%	-5%	-11%	13%	-6%
\$ Sold	\$3,444,012	\$3,102,031	\$4,113,400	\$3,160,800	\$3,405,500	\$3,925,000	\$3,933,650
% Chg \$	131%	-10%	33%	-23%	8%	15%	0%
Avg Sale	\$118,759	\$141,001	\$216,495	\$175,600	\$212,844	\$218,056	\$231,391
% Chg Avg	-12%	19%	54%	-19%	21%	2%	6%
Otis							
# Sold	5	9	8	4	5	5	3
% Chg #	67%	80%	-11%	-50%	25%	0%	-40%
\$ Sold	\$1,709,500	\$3,123,000	\$3,378,300	\$2,514,000	\$1,191,000	\$2,492,500	\$1,522,850
% Chg \$	42%	83%	8%	-26%	-53%	109%	-39%
Avg Sale	\$341,900	\$347,000	\$422,288	\$628,500	\$238,200	\$498,500	\$507,617
% Chg Avg	-15%	1%	22%	49%	-62%	109%	2%
Peru							
# Sold	1	1	1	2	1	2	2
% Chg #	-80%	0%	0%	100%	-50%	100%	0%
\$ Sold	\$199,000	\$359,900	\$190,000	\$365,000	\$499,000	\$765,000	\$525,950
% Chg \$	-82%	81%	-47%	92%	37%	53%	-31%
Avg Sale	\$199,000	\$359,900	\$190,000	\$182,500	\$499,000	\$382,500	\$262,975
% Chg Avg	-8%	81%	-47%	-4%	173%	-23%	-31%
Pittsfield							
# Sold	72	84	71	54	56	69	68
% Chg #	1%	17%	-15%	-24%	4%	23%	-1%
\$ Sold	\$13,465,45	\$20,235,69	\$21,595,44	\$13,355,83	\$16,053,54	\$23,865,20	\$24,193,61
% Chg \$	7%	50%	7%	-38%	20%	49%	1%
Avg Sale	\$187,020	\$240,901	\$304,161	\$247,330	\$286,671	\$345,872	\$355,788
% Chg Avg	5%	29%	26%	-19%	16%	21%	3%

Residential Historical Report by City/Town | Page 5

Residential Q1	2020	2021	2022	2023	2024	2025	2026
Richmond							
# Sold	8	6	7	5	4	2	3
% Chg #	167%	-25%	17%	-29%	-20%	-50%	50%
\$ Sold	\$3,883,500	\$3,095,200	\$3,044,900	\$4,520,250	\$2,462,000	\$2,825,000	\$3,150,000
% Chg \$	185%	-20%	-2%	48%	-46%	15%	12%
Avg Sale	\$485,438	\$515,867	\$434,986	\$904,050	\$615,500	\$1,412,500	\$1,050,000
% Chg Avg	7%	6%	-16%	108%	-32%	129%	-26%
Sandisfield							
# Sold	2	1	1	2	3	2	3
% Chg #		-50%	0%	100%	50%	-33%	50%
\$ Sold	\$984,000	\$550,000	\$625,000	\$494,000	\$945,000	\$2,163,000	\$2,106,000
% Chg \$		-44%	14%	-21%	91%	129%	-3%
Avg Sale	\$492,000	\$550,000	\$625,000	\$247,000	\$315,000	\$1,081,500	\$702,000
% Chg Avg		12%	14%	-60%	28%	243%	-35%
Savoy							
# Sold	2	1	1	3	1		1
% Chg #		-50%	0%	200%	-67%		
\$ Sold	\$301,000	\$20,000	\$305,000	\$392,400	\$329,900		\$255,000
% Chg \$		-93%	1425%	29%	-16%		
Avg Sale	\$150,500	\$20,000	\$305,000	\$130,800	\$329,900		\$255,000
% Chg Avg		-87%	1425%	-57%	152%		
Sheffield							
# Sold	7	5	10	7	8	6	6
% Chg #	40%	-29%	100%	-30%	14%	-25%	0%
\$ Sold	\$4,355,000	\$5,287,500	\$6,216,000	\$4,259,450	\$2,934,900	\$2,468,650	\$7,128,000
% Chg \$	173%	21%	18%	-31%	-31%	-16%	189%
Avg Sale	\$622,143	\$1,057,500	\$621,600	\$608,493	\$366,863	\$411,442	\$1,188,000
% Chg Avg	95%	70%	-41%	-2%	-40%	12%	189%
Stockbridge							
# Sold	8	7	6	4	6	4	3
% Chg #	700%	-13%	-14%	-33%	50%	-33%	-25%
\$ Sold	\$4,589,000	\$4,058,400	\$4,934,000	\$2,240,000	\$4,031,750	\$3,245,000	\$2,688,000
% Chg \$	784%	-12%	22%	-55%	80%	-20%	-17%
Avg Sale	\$573,625	\$579,771	\$822,333	\$560,000	\$671,958	\$811,250	\$896,000
% Chg Avg	10%	1%	42%	-32%	20%	21%	10%

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Residential Q1	2020	2021	2022	2023	2024	2025	2026
Tyringham							
# Sold	1	3	5		1	1	1
% Chg #		200%	67%			0%	0%
\$ Sold	\$342,000	\$1,401,000	\$6,800,000		\$625,000	\$375,000	\$1,265,000
% Chg \$		310%	385%			-40%	237%
Avg Sale	\$342,000	\$467,000	\$1,360,000		\$625,000	\$375,000	\$1,265,000
% Chg Avg		37%	191%			-40%	237%
West Stockbridge							
# Sold	3	5	4	1	2		4
% Chg #	50%	67%	-20%	-75%	100%		
\$ Sold	\$1,376,500	\$3,564,000	\$2,824,500	\$695,000	\$1,175,000		\$5,268,900
% Chg \$	57%	159%	-21%	-75%	69%		
Avg Sale	\$458,833	\$712,800	\$706,125	\$695,000	\$587,500		\$1,317,225
% Chg Avg	5%	55%	-1%	-2%	-15%		
Williamstown							
# Sold	7	9	11	7	6	17	6
% Chg #	-13%	29%	22%	-36%	-14%	183%	-65%
\$ Sold	\$3,315,650	\$3,097,000	\$7,331,450	\$2,844,000	\$3,096,500	\$12,189,799	\$2,746,900
% Chg \$	34%	-7%	137%	-61%	9%	294%	-77%
Avg Sale	\$473,664	\$344,111	\$666,495	\$406,286	\$516,083	\$717,047	\$457,817
% Chg Avg	53%	-27%	94%	-39%	27%	39%	-36%
Windsor							
# Sold		2	1	4	3		1
% Chg #			-50%	300%	-25%		
\$ Sold		\$596,000	\$319,000	\$1,419,000	\$1,740,000		\$385,000
% Chg \$			-46%	345%	23%		
Avg Sale		\$298,000	\$319,000	\$354,750	\$580,000		\$385,000
% Chg Avg			7%	11%	63%		
Total # Sold	243	282	280	197	200	219	205
Total % Chg #	17%	16%	-1%	-30%	2%	10%	-6%
Total \$ Sold	\$72,577,14	\$111,223,85	\$123,008,47	\$75,690,88	\$88,815,92	\$104,062,60	\$107,906,16
Total % Chg \$	40%	53%	11%	-38%	17%	17%	4%
Total Avg Sale	\$298,671	\$394,411	\$439,316	\$384,218	\$444,080	\$475,172	\$526,372
Total % Chg Avg	19%	32%	11%	-13%	16%	7%	11%