

## 2012 Overall Market Commentary

In 2012, Berkshire REALTORS managed a real estate market of over \$314 million dollars in sales, up from \$262 million transacted last year. Sales rose over 2011 rates in all parts of Berkshire County, with a total increase in residential market of 25%, of which there was a 23% increase in central Berkshires sales, 36% in northern Berkshire and 24% in Southern Berkshire.

**2012 Sales data  
shows gains in  
all regions, at  
most listing  
price ranges**

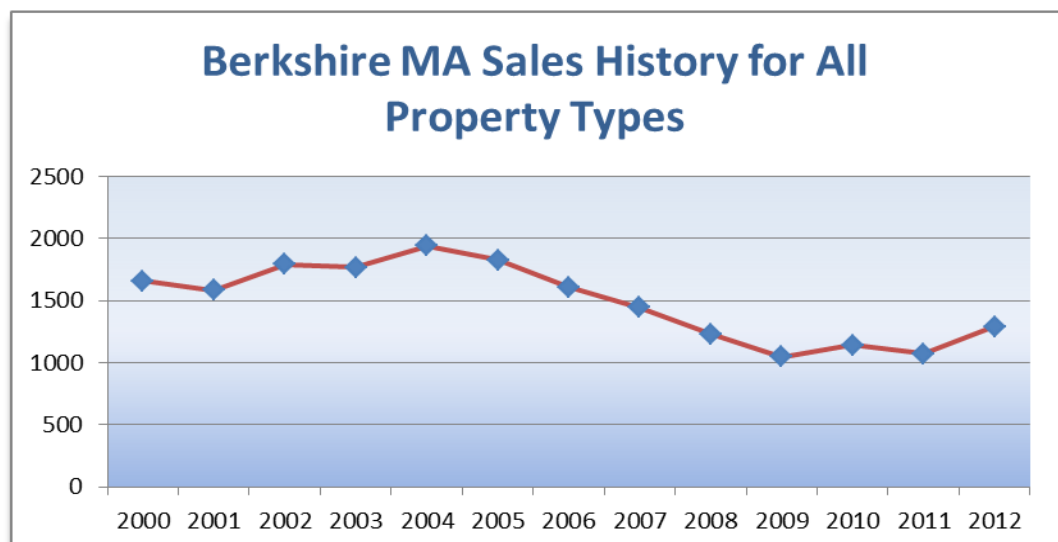
The Berkshire real estate market peaked in 2005, with a gradual decrease in following years. Sales data indicates that 2009 was the bottom of the market, which was our lowest point in sales for the preceding 10+ years and following 3 years. The market turned with bump in sales in 2010, and again shows strength with solid growth in 2012. While our overall market peaked in 2005, the southern Berkshire residential market peaked in 2004, the northern Berkshire residential market peaked in 2005 and the central Berkshire in 2006. All markets saw the same increase in 2010 and 2012.

# of Sales	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Commercial	29	37	37	37	31	37	24	35	34	17	17	24	42
Condominium	81	75	72	87	99	115	107	113	85	55	71	61	83
Lots/Land	184	132	206	223	258	212	167	121	88	56	87	74	54
Multi-family	151	157	180	186	224	219	177	167	113	98	92	88	91
Residential	1213	1183	1297	1232	1328	1243	1136	1007	911	821	876	828	1021
<b>Grand Total</b>	<b>1658</b>	<b>1584</b>	<b>1792</b>	<b>1765</b>	<b>1940</b>	<b>1826</b>	<b>1611</b>	<b>1443</b>	<b>1231</b>	<b>1047</b>	<b>1143</b>	<b>1075</b>	<b>1291</b>



Despite slow growth from our low in 2009, prices continue to be more affordable and interest rates are at historical lows. The combination of these two things makes it very beneficial for people who are in the market to buy. Interest rates are expected to remain low through 2014 improving unemployment rates, favorable buying conditions, low interest rates, and slow but steadily growing confidence, 2013 has the elements for a positive year.

*Lenox, Lee, Lanesboro and Pittsfield showed strong gains this year. Richmond sales set the record for the largest increase in sales for the county. Windsor also showed strong gains.*



## Northern Berkshire Highlights

- Highest residential sales transacted in 2012 in the central Berkshire area since 2007.
- Multifamily unit sales dropped to historic lows, yet condo sales rose to levels not seen since 2007.
- Land market has fluctuated quite a bit, but was the only region in Berkshire that posted gains in 2012.

North Sales	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Residential	195	178	204	215	232	235	188	182	168	154	169	160	207
Condominium	12	8	7	9	15	18	18	20	11	8	8	5	14
MultiFamily	47	52	53	59	69	70	50	55	42	35	38	29	23
Lots/Land	19	14	19	21	21	20	15	12	12	8	19	4	13
Commercial	9	8	9	8	5	6	7	5	10	6	6	10	12
<b>Grand Total</b>	<b>282</b>	<b>260</b>	<b>292</b>	<b>312</b>	<b>342</b>	<b>349</b>	<b>278</b>	<b>274</b>	<b>243</b>	<b>211</b>	<b>240</b>	<b>208</b>	<b>269</b>

## Central Berkshire Highlights:

- Highest residential sales transacted in 2012 in the central Berkshire area since 2007.
- Multifamily unit sales rose to 2009 levels of sales, but down from high the sales transactions in 2000-2007.
- Land market has fluctuated quite a bit, but is still down considerably from sales in the early 2000s.
- Average number of condo sales for the last 12 years is 34, and this year, we recorded 33 transfers, fairly middle of the market.
- Reported commercial sales also more than doubled in 2012 over the previous 3 years and exceeding the 12 year averages.

Central Sales	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Residential	583	595	612	587	575	555	559	486	439	407	394	370	449
Condominium	28	45	37	38	37	36	45	40	37	20	32	21	33
MultiFamily	82	91	109	114	131	125	116	101	63	57	39	49	57
Lots/Land	64	30	63	65	43	60	40	35	27	12	29	19	18
Commercial	7	8	11	18	12	18	7	13	10	4	4	5	11
<b>Grand Total</b>	<b>764</b>	<b>769</b>	<b>832</b>	<b>822</b>	<b>798</b>	<b>794</b>	<b>767</b>	<b>675</b>	<b>576</b>	<b>500</b>	<b>498</b>	<b>464</b>	<b>568</b>

## Southern Berkshire Highlights:

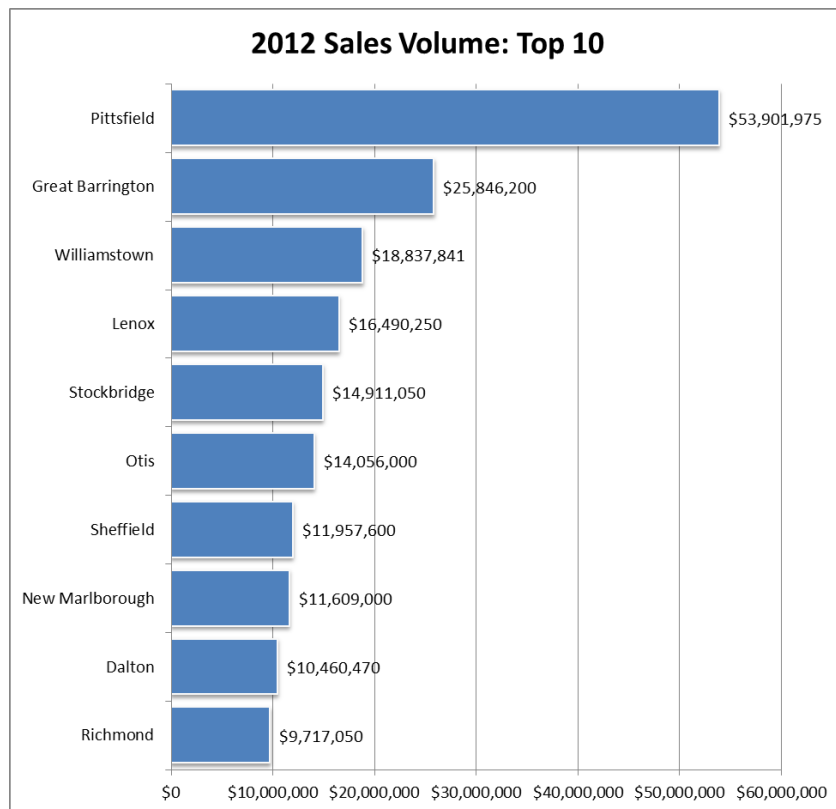
- Highest residential sales transacted in 2012 in the central Berkshire area since 2006.
- Condo sales remained very consistent, though there was a drop in dollar volume
- Multifamily unit sales hovered in the sale sales rate as the previous year.
- While land sale dropped to historically low rates, commercial transactions soared.

South Sales	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Residential	435	410	481	430	521	453	389	339	304	260	313	298	365
Condominium	41	22	28	40	47	61	44	53	37	27	31	35	36
MultiFamily	22	14	18	13	24	24	11	11	8	6	15	10	11
Lots/Land	101	88	124	137	194	132	112	74	49	36	39	51	23
Commercial	13	21	17	11	14	13	10	17	14	7	7	9	19
<b>Grand Total</b>	<b>612</b>	<b>555</b>	<b>668</b>	<b>631</b>	<b>800</b>	<b>683</b>	<b>566</b>	<b>494</b>	<b>412</b>	<b>336</b>	<b>405</b>	<b>403</b>	<b>454</b>

## Market Data Details: 6 year Historical Data

	2007	2008	2009	2010	2011	2012
<b>Residential</b>						
# Sold	1095	980	887	948	885	1095
# Sold Dif	-9.20%	-10.50%	-9.49%	6.88%	-6.65%	23.73%
\$ Sold	\$359,224,497	\$285,687,104	\$224,395,928	\$277,529,980	\$232,883,591	\$289,749,446
\$ Sold Dif	-2.82%	-20.47%	-21.45%	23.68%	-16.09%	24.42%
Avg Price	\$ 328,059	\$ 291,517	\$ 252,983	\$ 292,753	\$ 263,145	\$ 264,611
Avg Price Dif	-2.82%	-20.47%	-21.45%	23.68%	-16.09%	24.42%
<b>MultiFamily</b>						
# Sold	171	118	100	92	90	91
# Sold Dif	-3.93%	-30.99%	-15.25%	-8.00%	-2.17%	1.11%
\$ Sold	\$27,623,280	\$16,809,955	\$12,458,505	\$11,111,000	\$10,211,379	\$9,926,518
\$ Sold Dif	-4.86%	-39.15%	-25.89%	-10.82%	-8.10%	-2.79%
Avg Price	\$ 161,540	\$ 142,457	\$ 124,585	\$ 120,772	\$ 113,460	\$ 109,083
Avg Price Dif	-4.86%	-39.15%	-25.89%	-10.82%	-8.10%	-2.79%
<b>Lots/Land</b>						
# Sold	155	99	68	109	79	67
# Sold Dif	-19.69%	-36.13%	-31.31%	60.29%	-27.52%	-15.19%
\$ Sold	\$21,978,250	\$21,782,040	\$12,666,750	\$16,900,051	\$9,587,150	\$8,846,700
\$ Sold Dif	-15.08%	-0.89%	-41.85%	33.42%	-43.27%	-7.72%
Avg Price	\$ 141,795	\$ 220,021	\$ 186,276	\$ 155,046	\$ 121,356	\$ 132,040
Avg Price Dif	-15.08%	-0.89%	-41.85%	33.42%	-43.27%	-7.72%
<b>Condominium</b>						
# Sold	115	89	56	71	61	84
# Sold Dif	7.48%	-22.61%	-37.08%	26.79%	-14.08%	37.70%
\$ Sold	\$31,814,866	\$25,886,245	\$17,010,179	\$16,380,586	\$20,552,400	\$19,295,575
\$ Sold Dif	10.35%	-18.63%	-34.29%	-3.70%	25.47%	-6.12%
Avg Price	\$ 276,651	\$ 290,857	\$ 303,753	\$ 230,712	\$ 336,925	\$ 229,709
Avg Price Dif	10.35%	-18.63%	-34.29%	-3.70%	25.47%	-6.12%
<b>Total # Sold</b>	<b>1536</b>	<b>1286</b>	<b>1111</b>	<b>1220</b>	<b>1115</b>	<b>1337</b>
<b>Total # Sold Dif</b>	<b>-8.79%</b>	<b>-16.28%</b>	<b>-13.61%</b>	<b>9.81%</b>	<b>-8.61%</b>	<b>19.91%</b>
<b>Total \$ Sold</b>	<b>\$440,640,893</b>	<b>\$350,165,344</b>	<b>\$266,531,362</b>	<b>\$321,921,617</b>	<b>\$273,234,520</b>	<b>\$327,818,239</b>
<b>Total \$ Sold Dif</b>	<b>-2.81%</b>	<b>-20.53%</b>	<b>-23.88%</b>	<b>20.78%</b>	<b>-15.12%</b>	<b>19.98%</b>
<b>Total Avg Price</b>	<b>\$ 286,876</b>	<b>\$ 272,290</b>	<b>\$ 239,902</b>	<b>\$ 263,870</b>	<b>\$ 245,053</b>	<b>\$ 245,189</b>
<b>Total Avg Price Dif</b>	<b>-2.81%</b>	<b>-20.53%</b>	<b>-23.88%</b>	<b>20.78%</b>	<b>-15.12%</b>	<b>19.98%</b>

While it's no surprise that the economic engine to the housing market is in Pittsfield, the remaining top 10 towns that boast high dollar volume may be surprising.



Lawrence Yun , NAR chief economist, said there is healthy market demand. "Momentum continues to build in the housing market from growing jobs and a bursting out of household formation," he said.

"With lower rental vacancy rates and rising rents, combined with still historically favorable affordability conditions, more people are buying homes. Areas impacted by Hurricane Sandy show storm-related disruptions but overall activity in the Northeast is up, offset by gains in unaffected areas."

- Getting approved for **financing** continues to be an issue. People in the past who would have received the best rates, are having difficulty getting approved for a loan today. Local lenders are working with buyers to prepare and position them for a safe and sound buying experience and nationally many are reexamining the current regulations to find a healthy balance.
- Consumers continue to get mixed signals about buying a home, but we need to stick with the facts about the **long-term value of homeownership** and avoid unrealistic expectations about appreciation. The Federal Reserve Survey of Consumer finances shows that over time, home owners accumulate significantly more net household wealth than renters. The most recent periodic study in 2007 showed the median net wealth of home owners was \$234,200, which is 46 times that of a renter's net worth of \$5,100. Although there has been a loss of household equity since the most recent survey, it stabilized in 2010.
- Our housing market differs from town-to-town and from tales you hear on the national news. It's very important that buyers can look to their local Realtor to understand the "in the field" market conditions, review sales and listing trend data to properly know the market, and access community and lending information to make sound decisions for their unique situation. Much of this will be included on our revamped website, [BerkshireRealtors.com](http://BerkshireRealtors.com), but Realtors throughout the county are the #1 **best resource for that data** right now.

## 2012 Price Range Report

In Berkshire County, **seller's equity** in their home depends on the market they are in, the length of time the home has been owned and the financing history. While sellers can't expect the same return on their home sale today than during the peak of the market, properly priced homes are selling quickly in many areas of Berkshire County. While it is true that in the very high end range (over 1M), there is too much inventory putting a downward pressure price, we also see that 67% of our sales were under \$250,000 - and inventory in that price range is very competitive. The market in many popular locations and price ranges offer a balanced selection.

Sold Listings				Inventory				Absorption	
	2012	2011	% Chg		2012	2011	% Chg	months	years
0-100k	156	101	54.5	0-100k	324	281	15.3	25	2.1
100k-150k	221	197	12.2	100k-150k	529	536	-1.3	29	2.4
150k-200k	178	148	20.3	150k-200k	488	535	-8.8	33	2.7
200k-250k	126	89	41.6	200k-250k	324	328	-1.2	31	2.6
250k-300k	82	63	30.2	250k-300k	338	365	-7.4	49	4.1
300k-350k	57	47	21.3	300k-350k	247	224	10.3	52	4.3
350k-400k	47	35	34.3	350k-400k	237	257	-7.8	61	5.0
400k-450k	28	34	-17.6	400k-450k	109	127	-14.2	47	3.9
450k-500k	14	19	-26.3	450k-500k	123	126	-2.4	105	8.8
500k-550k	22	16	37.5	500k-550k	61	59	3.4	33	2.8
550k-600k	10	18	-44.4	550k-600k	98	94	4.3	118	9.8
600k-650k	12	8	50	600k-650k	45	39	15.4	45	3.8
650k-700k	8	12	-33.3	650k-700k	60	78	-23.1	90	7.5
700k-750k	10	5	100	700k-750k	30	28	7.1	36	3.0
750k-800k	4	1	300	750k-800k	65	61	6.6	195	16.3
800k-850k	5	3	66.7	800k-850k	29	18	61.1	70	5.8
850k-900k	3	4	-25	850k-900k	44	47	-6.4	176	14.7
900k-950k	3	2	50	900k-950k	13	19	-31.6	52	4.3
950k-1m	4	1	300	950k-1m	46	44	4.5	138	11.5
1m-2m	18	9	100	1m-2m	148	141	-35.7	99	8.2
2m-4m	11	1	0	2m-4m	59	52	-28.6	64	5.4
4m+	0	1	0	4m+	20	19	6.3		0.0
Totals	1014	814	24.6	Totals	3437	3494	-1.6	41	3.4

- A look at the sales data broken down by average selling price reveals that most markets improved over the sales in 2011. While the 400-500K market lagged a bit behind last year, the significant increases seen in the Under 300K and over 1 million was very encouraging.
- While many areas in the state and nation are dealing with pockets of very low inventory putting pressure on the sales market and driving prices up faster than expected, our inventory is only slightly lower than last year. Our inventory in all price ranges far outpace the sales in that price range, so such a pressure isn't felt here unless it is a very specific condition or neighborhood buyer demand.

## Residential Report

Good news in residential sales. All parts of Berkshire County improved both the total number of sales over the previous year, and in some case, the previous several years. Dollar volume transacted is also higher in all parts of the region as well, making a strong economic impact in the Berkshires.

A significant economic engine in Berkshire County is the real estate sector. The economic impacts of home sales include two components: 1) the incomes that are generated by real estate service professionals, lenders, lawyers agents, title companies, inspectors, appraisers, etc... as a result of sales and purchases of homes. 2) expenditures on new homes that did not exist previously and the expenditures associated with trading up. The National Association of REALTORS study reports that a home built, bought or sold pumps \$60,000 into the local economy on average. The improvement in the real estate market is a good thing for our region as a whole.

## Historical Residential Home Sale Statistics by Region

Region	2007	2008	2009	2010	2011	2012
<b>Central</b>						
# Sold	486	439	407	394	370	449
# Sold Dif	-13.06%	-9.67%	-7.29%	-3.19%	-6.09%	21.35%
\$ Sold	\$113,968,847	\$90,530,495	\$77,609,370	\$81,215,620	\$72,882,567	\$89,471,795
\$ Sold Dif	-8.64%	-20.57%	-14.27%	4.65%	-10.26%	22.76%
Avg \$	\$234,504	\$206,220	\$190,686	\$206,131	\$196,980	\$199,269
Avg \$ Dif	5.09%	-12.06%	-7.53%	8.10%	-4.44%	1.16%
<b>North</b>						
# Sold	182	168	154	169	160	207
# Sold Dif	-3.19%	-7.69%	-8.33%	9.74%	-5.33%	29.38%
\$ Sold	\$40,528,625	\$34,824,965	\$30,133,532	\$33,036,350	\$27,911,975	\$37,927,603
\$ Sold Dif	-0.45%	-14.07%	-13.47%	9.63%	-15.51%	35.88%
Avg \$	\$222,685	\$207,291	\$195,672	\$195,481	\$174,450	\$183,225
Avg \$ Dif	2.83%	-6.91%	-5.61%	-0.10%	-10.76%	5.03%
<b>South</b>						
# Sold	339	304	260	313	298	365
# Sold Dif	-12.85%	-10.32%	-14.47%	20.38%	-4.79%	22.48%
\$ Sold	\$161,093,200	\$135,916,810	\$96,359,351	\$128,016,810	\$111,138,574	\$137,918,660
\$ Sold Dif	-11.55%	-15.63%	-29.10%	32.85%	-13.18%	24.10%
Avg \$	\$475,201	\$447,095	\$370,613	\$408,999	\$372,948	\$377,859
Avg \$ Dif	1.50%	-5.91%	-17.11%	10.36%	-8.81%	1.32%
<b>Total # Sold</b>	<b>1007</b>	<b>911</b>	<b>821</b>	<b>876</b>	<b>828</b>	<b>1021</b>
<b>Total # Sold Dif</b>	<b>-11.36%</b>	<b>-9.53%</b>	<b>-9.88%</b>	<b>6.70%</b>	<b>-5.48%</b>	<b>23.31%</b>
<b>Total \$ Sold</b>	<b>\$315,590,672</b>	<b>\$261,272,270</b>	<b>\$204,102,253</b>	<b>\$242,268,780</b>	<b>\$211,933,116</b>	<b>\$265,318,058</b>
<b>Total \$ Sold Dif</b>	<b>-9.20%</b>	<b>-17.21%</b>	<b>-21.88%</b>	<b>18.70%</b>	<b>-12.52%</b>	<b>25.19%</b>
<b>Total Avg \$</b>	<b>\$313,397</b>	<b>\$286,797</b>	<b>\$248,602</b>	<b>\$276,563</b>	<b>\$255,958</b>	<b>\$259,861</b>
<b>Total Avg \$ Dif</b>	<b>2.43%</b>	<b>-8.49%</b>	<b>-13.32%</b>	<b>11.25%</b>	<b>-7.45%</b>	<b>1.52%</b>



## Condominium Report

Condominium sales also showed signs of improvement in 2012 when comparing to previous years. Central Berkshire and Northern Berkshire showed nice, steady improvement. Southern Berkshire sales outpaced the previous 4 years but dollar volume transacted lagged over 2011 rates.

### Historical Condo Home Sale Statistics by Region

Region	2007	2008	2009	2010	2011	2012
<b>Central</b>						
# Sold	40	37	20	32	21	33
# Sold Dif	-11.11%	-7.50%	-45.95%	60.00%	-34.38%	57.14%
\$ Sold	\$8,646,350	\$8,316,028	\$4,957,998	\$6,128,136	\$5,409,450	\$6,133,750
\$ Sold Dif	-8.65%	-3.82%	-40.38%	23.60%	-11.73%	13.39%
Avg \$	\$216,159	\$224,758	\$247,900	\$191,504	\$257,593	\$185,871
Avg \$ Dif	2.77%	3.98%	10.30%	-22.75%	34.51%	-27.84%
<b>North</b>						
# Sold	20	11	8	8	5	14
# Sold Dif	11.11%	-45.00%	-27.27%	0.00%	-37.50%	180.00%
\$ Sold	\$3,263,300	\$1,982,875	\$1,771,431	\$1,328,000	\$857,050	\$2,296,400
\$ Sold Dif	20.82%	-39.24%	-10.66%	-25.03%	-35.46%	167.94%
Avg \$	\$163,165	\$180,261	\$221,429	\$166,000	\$171,410	\$164,029
Avg \$ Dif	8.74%	10.48%	22.84%	-25.03%	3.26%	-4.31%
<b>South</b>						
# Sold	53	37	27	31	35	36
# Sold Dif	20.45%	-30.19%	-27.03%	14.81%	12.90%	2.86%
\$ Sold	\$19,578,716	\$14,862,842	\$10,140,750	\$8,924,450	\$14,285,900	\$10,805,525
\$ Sold Dif	17.48%	-24.09%	-31.77%	-11.99%	60.08%	-24.36%
Avg \$	\$369,410	\$401,698	\$375,583	\$287,885	\$408,169	\$300,153
Avg \$ Dif	-2.47%	8.74%	-6.50%	-23.35%	41.78%	-26.46%
<b>Total # Sold</b>	<b>113</b>	<b>85</b>	<b>55</b>	<b>71</b>	<b>61</b>	<b>83</b>
<b>Total # Sold Dif</b>	<b>5.61%</b>	<b>-24.78%</b>	<b>-35.29%</b>	<b>29.09%</b>	<b>-14.08%</b>	<b>36.07%</b>
<b>Total \$ Sold</b>	<b>\$31,488,366</b>	<b>\$25,161,745</b>	<b>\$16,870,179</b>	<b>\$16,380,586</b>	<b>\$20,552,400</b>	<b>\$19,235,675</b>
<b>Total \$ Sold Dif</b>	<b>9.22%</b>	<b>-20.09%</b>	<b>-32.95%</b>	<b>-2.90%</b>	<b>25.47%</b>	<b>-6.41%</b>
<b>Total Avg \$</b>	<b>\$278,658</b>	<b>\$296,021</b>	<b>\$306,731</b>	<b>\$230,712</b>	<b>\$336,925</b>	<b>\$231,755</b>
<b>Total Avg \$ Dif</b>	<b>3.42%</b>	<b>6.23%</b>	<b>3.62%</b>	<b>-24.78%</b>	<b>46.04%</b>	<b>-31.21%</b>

## Multi-Family Report

Central and Southern Berkshire show modest improvements in Multifamily sales over the previous year, and northern Berkshire fell slightly. We are encouraged by these gains and our trends upward, but do realize that the market is far below historic high points in both number and dollars sold.

### Historical Multifamily Sale Statistics by Region

Row Labels	2007	2008	2009	2010	2011	2012
<b>Central</b>						
# Sold	101	63	57	39	49	57
# Sold Dif	-12.93%	-37.62%	-9.52%	-31.58%	25.64%	16.33%
\$ Sold	\$15,254,030	\$9,012,050	\$6,992,405	\$4,224,400	\$5,655,129	\$6,266,118
\$ Sold Dif	-16.62%	-40.92%	-22.41%	-39.59%	33.87%	10.80%
Avg \$	\$151,030	\$143,048	\$122,674	\$108,318	\$115,411	\$109,932
Avg \$ Dif	-4.24%	-5.28%	-14.24%	-11.70%	6.55%	-4.75%
<b>North</b>						
# Sold	55	42	35	38	29	23
# Sold Dif	10.00%	-23.64%	-16.67%	8.57%	-23.68%	-20.69%
\$ Sold	\$8,373,350	\$4,602,305	\$3,658,100	\$4,122,100	\$2,326,250	\$1,565,900
\$ Sold Dif	23.36%	-45.04%	-20.52%	12.68%	-43.57%	-32.69%
Avg \$	\$152,243	\$109,579	\$104,517	\$108,476	\$80,216	\$68,083
Avg \$ Dif	12.14%	-28.02%	-4.62%	3.79%	-26.05%	-15.13%
<b>South</b>						
# Sold	11	8	6	15	10	11
# Sold Dif	0.00%	-27.27%	-25.00%	150.00%	-33.33%	10.00%
\$ Sold	\$3,524,500	\$1,947,600	\$1,623,000	\$2,764,500	\$2,014,000	\$2,094,500
\$ Sold Dif	-6.39%	-44.74%	-16.67%	70.33%	-27.15%	4.00%
Avg \$	\$320,409	\$243,450	\$270,500	\$184,300	\$201,400	\$190,409
Avg \$ Dif	-6.39%	-24.02%	11.11%	-31.87%	9.28%	-5.46%
<b>Total # Sold</b>	<b>167</b>	<b>113</b>	<b>98</b>	<b>92</b>	<b>88</b>	<b>91</b>
<b>Total # Sold Dif</b>	<b>-5.65%</b>	<b>-32.34%</b>	<b>-13.27%</b>	<b>-6.12%</b>	<b>-4.35%</b>	<b>3.41%</b>
<b>Total \$ Sold</b>	<b>\$27,151,880</b>	<b>\$15,561,955</b>	<b>\$12,273,505</b>	<b>\$11,111,000</b>	<b>\$9,995,379</b>	<b>\$9,926,518</b>
<b>Total \$ Sold Dif</b>	<b>-5.88%</b>	<b>-42.69%</b>	<b>-21.13%</b>	<b>-9.47%</b>	<b>-10.04%</b>	<b>-0.69%</b>
<b>Total Avg \$</b>	<b>\$162,586</b>	<b>\$137,716</b>	<b>\$125,240</b>	<b>\$120,772</b>	<b>\$113,584</b>	<b>\$109,083</b>
<b>Total Avg \$ Dif</b>	<b>-0.25%</b>	<b>-15.30%</b>	<b>-9.06%</b>	<b>-3.57%</b>	<b>-5.95%</b>	<b>-3.96%</b>



## Lots & Land Report

Land sales have fallen considerably from the high in 2004, when 258 parcels were sold. This year, a total of only 54 lots were sold and this represents falling sales in all parts of the county except northern Berkshire.

### Historical Land Sale Statistics by Region

Row Labels	2007	2008	2009	2010	2011	2012
<b>Central</b>						
# Sold	35	27	12	29	19	18
# Sold Dif	-12.50%	-22.86%	-55.56%	141.67%	-34.48%	-5.26%
\$ Sold	\$3,334,200	\$3,325,900	\$1,331,000	\$2,126,750	\$1,443,900	\$1,206,200
\$ Sold Dif	-21.53%	-0.25%	-59.98%	59.79%	-32.11%	-16.46%
Avg \$	\$95,263	\$123,181	\$110,917	\$73,336	\$75,995	\$67,011
Avg \$ Dif	-10.32%	29.31%	-9.96%	-33.88%	3.63%	-11.82%
<b>North</b>						
# Sold	12	12	8	19	4	13
# Sold Dif	-20.00%	0.00%	-33.33%	137.50%	-78.95%	225.00%
\$ Sold	\$784,500	\$1,956,400	\$804,400	\$2,346,101	\$452,000	\$1,085,000
\$ Sold Dif	-49.72%	149.38%	-58.88%	191.66%	-80.73%	140.04%
Avg \$	\$65,375	\$163,033	\$100,550	\$123,479	\$113,000	\$83,462
Avg \$ Dif	-37.16%	149.38%	-38.33%	22.80%	-8.49%	-26.14%
<b>South</b>						
# Sold	74	49	36	39	51	23
# Sold Dif	-33.93%	-33.78%	-26.53%	8.33%	30.77%	-54.90%
\$ Sold	\$12,637,500	\$14,351,590	\$6,909,850	\$6,559,700	\$6,892,750	\$4,459,500
\$ Sold Dif	-31.61%	13.56%	-51.85%	-5.07%	5.08%	-35.30%
Avg \$	\$170,777	\$292,890	\$191,940	\$168,197	\$135,152	\$193,891
Avg \$ Dif	3.50%	71.50%	-34.47%	-12.37%	-19.65%	43.46%
<b>Total # Sold</b>	<b>121</b>	<b>88</b>	<b>56</b>	<b>87</b>	<b>74</b>	<b>54</b>
<b>Total # Sold Dif</b>	<b>-27.54%</b>	<b>-27.27%</b>	<b>-36.36%</b>	<b>55.36%</b>	<b>-14.94%</b>	<b>-27.03%</b>
<b>Total \$ Sold</b>	<b>\$16,756,200</b>	<b>\$19,633,890</b>	<b>\$9,045,250</b>	<b>\$11,032,551</b>	<b>\$8,788,650</b>	<b>\$6,750,700</b>
<b>Total \$ Sold Dif</b>	<b>-31.01%</b>	<b>17.17%</b>	<b>-53.93%</b>	<b>21.97%</b>	<b>-20.34%</b>	<b>-23.19%</b>
<b>Total Avg \$</b>	<b>\$138,481</b>	<b>\$223,112</b>	<b>\$161,522</b>	<b>\$126,811</b>	<b>\$118,766</b>	<b>\$125,013</b>
<b>Total Avg \$ Dif</b>	<b>-4.79%</b>	<b>61.11%</b>	<b>-27.60%</b>	<b>-21.49%</b>	<b>-6.34%</b>	<b>5.26%</b>

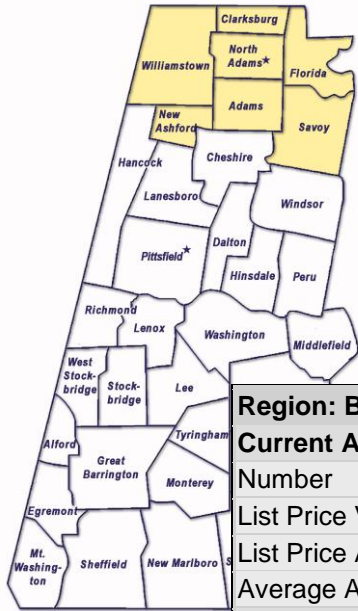
## Commercial Sales Report

It should always be noted that we are encouraged to see the commercial sales transactions increase, as shown here, yet this is one property type that Realtors are not required to enter into the MLS system for data. We believe that the historical report shows a valid market trend, but does not include all Realtor assisted commercial sales.

### Historical Commercial Sale Statistics by Region

Row Labels	2006	2007	2008	2009	2010	2011	2012
<b>Central</b>							
# Sold	7	13	10	4	4	5	11
# Sold Dif	-61.11%	85.71%	-23.08%	-60.00%	0.00%	25.00%	120.00%
\$ Sold	\$2,845,000	\$3,950,000	\$5,564,100	\$1,034,900	\$995,000	\$853,500	\$3,110,343
\$ Sold Dif	-26.95%	38.84%	40.86%	-81.40%	-3.86%	-14.22%	264.42%
Avg \$	\$406,429	\$303,846	\$556,410	\$258,725	\$248,750	\$170,700	\$282,758
Avg \$ Dif	87.84%	-25.24%	83.12%	-53.50%	-3.86%	-31.38%	65.65%
<b>North</b>							
# Sold	7	5	10	6	6	10	12
# Sold Dif	16.67%	-28.57%	100.00%	-40.00%	0.00%	66.67%	20.00%
\$ Sold	\$1,521,000	\$1,452,010	\$6,028,200	\$1,558,500	\$962,500	\$3,325,000	\$2,510,650
\$ Sold Dif	22.12%	-4.54%	315.16%	-74.15%	-38.24%	245.45%	-24.49%
Avg \$	\$217,286	\$290,402	\$602,820	\$259,750	\$160,417	\$332,500	\$209,221
Avg \$ Dif	4.67%	33.65%	107.58%	-56.91%	-38.24%	107.27%	-37.08%
<b>South</b>							
# Sold	10	17	14	7	7	9	19
# Sold Dif	-23.08%	70.00%	-17.65%	-50.00%	0.00%	28.57%	111.11%
\$ Sold	\$3,077,250	\$8,567,500	\$6,872,000	\$3,936,500	\$2,690,001	\$6,504,000	\$7,444,900
\$ Sold Dif	-49.79%	178.41%	-19.79%	-42.72%	-31.67%	141.78%	14.47%
Avg \$	\$307,725	\$503,971	\$490,857	\$562,357	\$384,286	\$722,667	\$391,837
Avg \$ Dif	-34.73%	63.77%	-2.60%	14.57%	-31.67%	88.05%	-45.78%
<b>Total # Sold</b>	<b>24</b>	<b>35</b>	<b>34</b>	<b>17</b>	<b>17</b>	<b>24</b>	<b>42</b>
<b>Total # Sold Dif</b>	<b>-35.14%</b>	<b>45.83%</b>	<b>-2.86%</b>	<b>-50.00%</b>	<b>0.00%</b>	<b>41.18%</b>	<b>75.00%</b>
<b>Total \$ Sold</b>	<b>\$7,443,250</b>	<b>\$13,969,510</b>	<b>\$18,464,300</b>	<b>\$6,529,900</b>	<b>\$4,647,501</b>	<b>\$10,682,500</b>	<b>\$13,065,893</b>
<b>Total \$ Sold Dif</b>	<b>-33.95%</b>	<b>87.68%</b>	<b>32.18%</b>	<b>-64.63%</b>	<b>-28.83%</b>	<b>129.85%</b>	<b>22.31%</b>
<b>Total Avg \$</b>	<b>\$310,135</b>	<b>\$399,129</b>	<b>\$543,068</b>	<b>\$384,112</b>	<b>\$273,382</b>	<b>\$445,104</b>	<b>\$311,093</b>
<b>Total Avg \$ Dif</b>	<b>1.82%</b>	<b>28.70%</b>	<b>36.06%</b>	<b>-29.27%</b>	<b>-28.83%</b>	<b>62.81%</b>	<b>-30.11%</b>

## Northern Berkshire Report



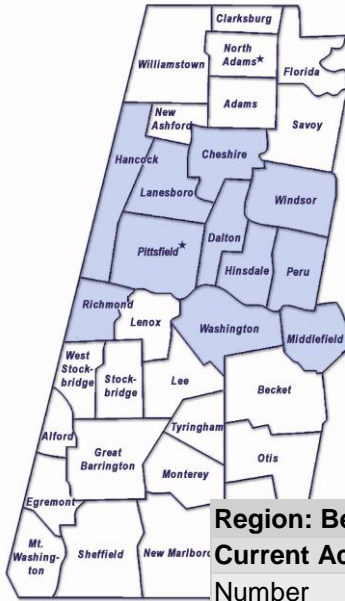
## 2012 Residential Market At A Glance

Includes the towns of Adams, Clarksburg, Florida, New Ashford, North Adams, Savoy, Williamstown

Region: Berkshire - North		MLS Total
<b>Current Active Listings</b>		
Number		152
List Price Volume		54,067,200
List Price Average		355,705
Average Agent Days on Market		218
<b>Total Sold</b>		
Number		207
List Price Volume		41,627,219
List Price Average		201,098
Sale Price volume		37,927,603
Sale Price Average		183,225
Average Agent Days on Market		167
<b>Under Contract Listings</b>		
Number		208
List Price Volume		42,087,617
List Price Average		202,344
Average Agent Days on Market		339
<b>Back On Market Listings</b>		
Number		12
List Price Volume		4,578,700
List Price Average		381,558
<b>Expired Listings</b>		
Number		233
List Price Volume		64,738,529
List Price Average		277,848
Average Agent Days on Market		266
<b>Withdrawn Cancelled Listings</b>		
Number		85
List Price Volume		31,567,549
List Price Average		371,383
Average Agent Days on Market		184

## Northern Berkshire Residential Historical Report by Town

	2007	2008	2009	2010	2011	2012
<b>Adams</b>						
# Sold	52	44	42	44	51	61
# Sold Dif	15.56%	-15.38%	-4.55%	4.76%	15.91%	19.61%
\$ Sold	\$7,807,780	\$6,252,575	\$5,634,837	\$5,698,900	\$7,121,900	\$7,279,900
\$ Sold Dif	19.53%	-19.92%	-9.88%	1.14%	24.97%	2.22%
Avg \$	\$150,150	\$142,104	\$134,163	\$129,520	\$139,645	\$119,343
Avg \$ Dif	3.44%	-5.36%	-5.59%	-3.46%	7.82%	-14.54%
<b>Clarksburg</b>						
# Sold	8	10	8	11	4	14
# Sold Dif	100.00%	25.00%	-20.00%	37.50%	-63.64%	250.00%
\$ Sold	\$1,089,400	\$1,531,000	\$1,168,770	\$1,602,650	\$660,000	\$2,226,500
\$ Sold Dif	79.33%	40.54%	-23.66%	37.12%	-58.82%	237.35%
Avg \$	\$136,175	\$153,100	\$146,096	\$145,695	\$165,000	\$159,036
Avg \$ Dif	-10.34%	12.43%	-4.57%	-0.27%	13.25%	-3.61%
<b>Florida</b>						
# Sold	3	3	4	3	2	5
# Sold Dif	0.00%	0.00%	33.33%	-25.00%	-33.33%	150.00%
\$ Sold	\$643,900	\$337,000	\$435,000	\$418,000	\$206,700	\$810,000
\$ Sold Dif	69.45%	-47.66%	29.08%	-3.91%	-50.55%	291.87%
Avg \$	\$214,633	\$112,333	\$108,750	\$139,333	\$103,350	\$162,000
Avg \$ Dif	69.45%	-47.66%	-3.19%	28.12%	-25.83%	56.75%
<b>North Adams</b>						
# Sold	65	59	60	64	61	73
# Sold Dif	-24.42%	-9.23%	1.69%	6.67%	-4.69%	19.67%
\$ Sold	\$9,971,720	\$7,343,550	\$7,727,525	\$7,613,150	\$6,995,850	\$8,310,362
\$ Sold Dif	-24.66%	-26.36%	5.23%	-1.48%	-8.11%	18.79%
Avg \$	\$153,411	\$124,467	\$128,792	\$118,955	\$114,686	\$113,841
Avg \$ Dif	-0.32%	-18.87%	3.47%	-7.64%	-3.59%	-0.74%
<b>Williamstown</b>						
# Sold	47	49	34	45	37	51
# Sold Dif	-2.08%	4.26%	-30.61%	32.35%	-17.78%	37.84%
\$ Sold	\$19,455,525	\$18,587,340	\$14,337,400	\$17,406,650	\$12,045,025	\$18,837,841
\$ Sold Dif	-1.52%	-4.46%	-22.86%	21.41%	-30.80%	56.40%
Avg \$	\$413,947	\$379,333	\$421,688	\$386,814	\$325,541	\$369,369
Avg \$ Dif	0.57%	-8.36%	11.17%	-8.27%	-15.84%	13.46%
<b>Total # Sold</b>	<b>181</b>	<b>167</b>	<b>153</b>	<b>169</b>	<b>157</b>	<b>207</b>
<b>Total # Sold Dif</b>	<b>-3.72%</b>	<b>-7.73%</b>	<b>-8.38%</b>	<b>10.46%</b>	<b>-7.10%</b>	<b>31.85%</b>
<b>Total \$ Sold</b>	<b>\$40,128,725</b>	<b>\$34,459,965</b>	<b>\$30,079,532</b>	<b>\$33,036,350</b>	<b>\$27,424,475</b>	<b>\$37,927,603</b>
<b>Total \$ Sold Dif</b>	<b>-1.44%</b>	<b>-14.13%</b>	<b>-12.71%</b>	<b>9.83%</b>	<b>-16.99%</b>	<b>38.30%</b>
<b>Total Avg \$</b>	<b>\$221,706</b>	<b>\$206,347</b>	<b>\$196,598</b>	<b>\$195,481</b>	<b>\$174,678</b>	<b>\$183,225</b>
<b>Total Avg \$ Dif</b>	<b>2.38%</b>	<b>-6.93%</b>	<b>-4.72%</b>	<b>-0.57%</b>	<b>-10.64%</b>	<b>4.89%</b>



## Central Berkshire 2012 Residential Market At A Glance

Includes the towns of:

Cheshire, Dalton, Hancock, Hinsdale, Lanesboro, Middlefield,  
Peru, Pittsfield, Richmond, Windsor, Washington

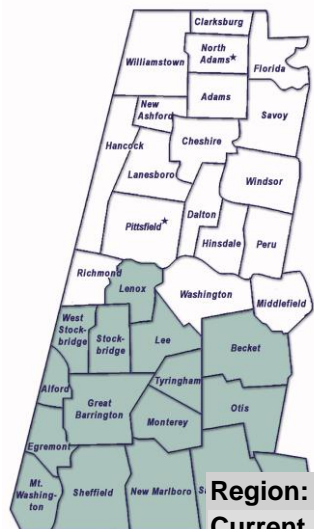
Region: Berkshire - Central	MLS Total
<b>Current Active Listings</b>	
Number	260
List Price Volume	75,102,106
List Price Average	288,854
Average Agent Days on Market	228
<b>Total Sold</b>	
Number	449
List Price Volume	96,902,204
List Price Average	215,818
Sale Price volume	89,471,795
Sale Price Average	199,269
Average Agent Days on Market	160
<b>Under Contract Listings</b>	
Number	455
List Price Volume	98,493,600
List Price Average	216,469
Average Agent Days on Market	313
<b>Back On Market Listings</b>	
Number	13
List Price Volume	2,996,700
List Price Average	230,515
<b>Expired Listings</b>	
Number	373
List Price Volume	124,992,283
List Price Average	335,100
Average Agent Days on Market	229
<b>Withdrawn Cancelled Listings</b>	
Number	194
List Price Volume	73,158,611
List Price Average	377,106
Average Agent Days on Market	227

## Central Berkshire Residential Historical Report by Town

	2007	2008	2009	2010	2011	2012
<b>Cheshire</b>						
# Sold	21	16	20	17	18	19
# Sold Dif	5.00%	-23.81%	25.00%	-15.00%	5.88%	5.56%
\$ Sold	\$5,503,700	\$3,829,000	\$3,849,400	\$3,180,625	\$3,285,850	\$2,767,050
\$ Sold Dif	22.85%	-30.43%	0.53%	-17.37%	3.31%	-15.79%
Avg \$	\$262,081	\$239,313	\$192,470	\$187,096	\$182,547	\$145,634
Avg \$ Dif	17.00%	-8.69%	-19.57%	-2.79%	-2.43%	-20.22%
<b>Dalton</b>						
# Sold	54	64	53	57	49	54
# Sold Dif	-31.65%	18.52%	-17.19%	7.55%	-14.04%	10.20%
\$ Sold	\$11,443,059	\$13,327,903	\$10,794,400	\$13,189,783	\$10,120,700	\$10,460,470
\$ Sold Dif	-36.74%	16.47%	-19.01%	22.19%	-23.27%	3.36%
Avg \$	\$211,909	\$208,248	\$203,668	\$231,400	\$206,545	\$193,712
Avg \$ Dif	-7.45%	-1.73%	-2.20%	13.62%	-10.74%	-6.21%
<b>Hancock</b>						
# Sold	5	6	5	7	5	4
# Sold Dif	0.00%	20.00%	-16.67%	40.00%	-28.57%	-20.00%
\$ Sold	\$1,138,650	\$2,287,000	\$1,194,000	\$1,426,150	\$1,605,900	\$689,000
\$ Sold Dif	-8.76%	100.85%	-47.79%	19.44%	12.60%	-57.10%
Avg \$	\$227,730	\$381,167	\$238,800	\$203,736	\$321,180	\$172,250
Avg \$ Dif	-8.76%	67.38%	-37.35%	-14.68%	57.65%	-46.37%
<b>Hinsdale</b>						
# Sold	19	13	10	21	19	12
# Sold Dif	46.15%	-31.58%	-23.08%	110.00%	-9.52%	-36.84%
\$ Sold	\$5,441,715	\$3,002,900	\$1,770,550	\$4,508,300	\$4,064,850	\$2,452,300
\$ Sold Dif	61.98%	-44.82%	-41.04%	154.63%	-9.84%	-39.67%
Avg \$	\$286,406	\$230,992	\$177,055	\$214,681	\$213,939	\$204,358
Avg \$ Dif	10.83%	-19.35%	-23.35%	21.25%	-0.35%	-4.48%
<b>Lanesboro</b>						
# Sold	24	19	19	23	19	26
# Sold Dif	-35.14%	-20.83%	0.00%	21.05%	-17.39%	36.84%
\$ Sold	\$5,301,000	\$4,228,900	\$3,930,100	\$5,828,032	\$4,757,450	\$5,781,900
\$ Sold Dif	-46.17%	-20.22%	-7.07%	48.29%	-18.37%	21.53%
Avg \$	\$220,875	\$222,574	\$206,847	\$253,393	\$250,392	\$222,381
Avg \$ Dif	-17.02%	0.77%	-7.07%	22.50%	-1.18%	-11.19%
<b>Peru</b>						
# Sold	10	3	6	3	8	6
# Sold Dif	-33.33%	-70.00%	100.00%	-50.00%	166.67%	-25.00%
\$ Sold	\$2,211,450	\$655,000	\$572,200	\$524,000	\$1,348,500	\$983,250
\$ Sold Dif	-40.85%	-70.38%	-12.64%	-8.42%	157.35%	-27.09%
Avg \$	\$221,145	\$218,333	\$95,367	\$174,667	\$168,563	\$163,875
Avg \$ Dif	-11.28%	-1.27%	-56.32%	83.15%	-3.49%	-2.78%



	2007	2008	2009	2010	2011	2012
<b>Pittsfield</b>						
# Sold	319	295	275	247	241	300
# Sold Dif	-9.89%	-7.52%	-6.78%	-10.18%	-2.43%	24.48%
\$ Sold	\$70,507,498	\$53,785,292	\$49,138,806	\$45,940,130	\$44,587,817	\$53,901,975
\$ Sold Dif	0.04%	-23.72%	-8.64%	-6.51%	-2.94%	20.89%
Avg \$	\$221,027	\$182,323	\$178,687	\$185,992	\$185,012	\$179,673
Avg \$ Dif	11.02%	-17.51%	-1.99%	4.09%	-0.53%	-2.89%
<b>Richmond</b>						
# Sold	18	13	13	8	4	16
# Sold Dif	-5.26%	-27.78%	0.00%	-38.46%	-50.00%	300.00%
\$ Sold	\$9,066,000	\$6,932,500	\$4,816,500	\$4,315,000	\$1,367,000	\$9,717,050
\$ Sold Dif	-5.66%	-23.53%	-30.52%	-10.41%	-68.32%	610.83%
Avg \$	\$503,667	\$533,269	\$370,500	\$539,375	\$341,750	\$607,316
Avg \$ Dif	-0.42%	5.88%	-30.52%	45.58%	-36.64%	77.71%
<b>Washington</b>						
# Sold	5	1	2	4	2	3
# Sold Dif	-16.67%	-80.00%	100.00%	100.00%	-50.00%	50.00%
\$ Sold	\$1,366,000	\$299,000	\$418,914	\$857,000	\$757,000	\$824,900
\$ Sold Dif	-15.81%	-78.11%	40.11%	104.58%	-11.67%	8.97%
Avg \$	\$273,200	\$299,000	\$209,457	\$214,250	\$378,500	\$274,967
Avg \$ Dif	1.03%	9.44%	-29.95%	2.29%	76.66%	-27.35%
<b>Windsor</b>						
# Sold	7	9	4	7	5	9
# Sold Dif	-36.36%	28.57%	-55.56%	75.00%	-28.57%	80.00%
\$ Sold	\$1,120,275	\$2,183,000	\$1,124,500	\$1,446,600	\$987,500	\$1,893,900
\$ Sold Dif	-50.60%	94.86%	-48.49%	28.64%	-31.74%	91.79%
Avg \$	\$160,039	\$242,556	\$281,125	\$206,657	\$197,500	\$210,433
Avg \$ Dif	-22.37%	51.56%	15.90%	-26.49%	-4.43%	6.55%
<b>Total # Sold</b>	<b>482</b>	<b>439</b>	<b>407</b>	<b>394</b>	<b>370</b>	<b>449</b>
<b>Total # Sold Dif</b>	<b>-13.77%</b>	<b>-8.92%</b>	<b>-7.29%</b>	<b>-3.19%</b>	<b>-6.09%</b>	<b>21.35%</b>
<b>Total \$ Sold</b>	<b>\$113,099,347</b>	<b>\$90,530,495</b>	<b>\$77,609,370</b>	<b>\$81,215,620</b>	<b>\$72,882,567</b>	<b>\$89,471,795</b>
<b>Total \$ Sold Dif</b>	<b>-9.33%</b>	<b>-19.95%</b>	<b>-14.27%</b>	<b>4.65%</b>	<b>-10.26%</b>	<b>22.76%</b>
<b>Total Avg \$</b>	<b>\$234,646</b>	<b>\$206,220</b>	<b>\$190,686</b>	<b>\$206,131</b>	<b>\$196,980</b>	<b>\$199,269</b>
<b>Total Avg \$ Dif</b>	<b>5.15%</b>	<b>-12.11%</b>	<b>-7.53%</b>	<b>8.10%</b>	<b>-4.44%</b>	<b>1.16%</b>



## Southern Berkshire 2011 Residential Market At A Glance

Includes the towns of:

Lee, Lenox, West Stockbridge, Stockbridge, Becket, Alford,  
Great Barrington, Tyngham, Monterey, Otis, Egremont, Mt.  
Washington, Sheffield, New Marlboro, Sandisfield and Tolland

Region: Berkshire - South	MLS Total
<b>Current Active Listings</b>	
Number	443
List Price Volume	309,275,427
List Price Average	698,139
Average Agent Days on Market	320
<b>Total Sold</b>	
Number	365
List Price Volume	153,766,582
List Price Average	421,278
Sale Price volume	137,918,660
Sale Price Average	377,859
Average Agent Days on Market	235
<b>Under Contract Listings</b>	
Number	382
List Price Volume	163,009,549
List Price Average	426,727
Average Agent Days on Market	389
<b>Back On Market Listings</b>	
Number	16
List Price Volume	4,978,300
List Price Average	311,144
<b>Expired Listings</b>	
Number	534
List Price Volume	368,205,411
List Price Average	689,523
Average Agent Days on Market	340
<b>Withdrawn Cancelled Listings</b>	
Number	267
List Price Volume	145,069,444
List Price Average	543,331
Average Agent Days on Market	282

## Southern Berkshire Residential Historical Report by Town

	2007	2008	2009	2010	2011	2012
<b>Alford</b>						
# Sold	5	2	2	2	6	6
# Sold Dif	-16.67%	-60.00%	0.00%	0.00%	200.00%	0.00%
\$ Sold	\$3,820,000	\$555,000	\$985,000	\$2,650,000	\$3,304,000	\$4,471,000
\$ Sold Dif	-51.63%	-85.47%	77.48%	169.04%	24.68%	35.32%
Avg \$	\$764,000	\$277,500	\$492,500	\$1,325,000	\$550,667	\$745,167
Avg \$ Dif	-41.96%	-63.68%	77.48%	169.04%	-58.44%	35.32%
<b>Becket</b>						
# Sold	38	32	31	32	30	45
# Sold Dif	-2.56%	-15.79%	-3.13%	3.23%	-6.25%	50.00%
\$ Sold	\$10,692,090	\$9,967,600	\$10,359,268	\$6,498,660	\$7,209,900	\$8,444,550
\$ Sold Dif	12.10%	-6.78%	3.93%	-37.27%	10.94%	17.12%
Avg \$	\$281,371	\$311,488	\$334,170	\$203,083	\$240,330	\$187,657
Avg \$ Dif	15.05%	10.70%	7.28%	-39.23%	18.34%	-21.92%
<b>Egremont</b>						
# Sold	20	14	11	23	18	16
# Sold Dif	0.00%	-30.00%	-21.43%	109.09%	-21.74%	-11.11%
\$ Sold	\$10,628,500	\$9,715,500	\$8,026,700	\$12,250,000	\$8,493,000	\$6,177,250
\$ Sold Dif	-2.33%	-8.59%	-17.38%	52.62%	-30.67%	-27.27%
Avg \$	\$531,425	\$693,964	\$729,700	\$532,609	\$471,833	\$386,078
Avg \$ Dif	-2.33%	30.59%	5.15%	-27.01%	-11.41%	-18.17%
<b>Great Barrington</b>						
# Sold	60	58	54	53	59	59
# Sold Dif	-16.67%	-3.33%	-6.90%	-1.85%	11.32%	0.00%
\$ Sold	\$20,985,110	\$23,072,550	\$19,509,000	\$24,010,500	\$22,934,162	\$25,846,200
\$ Sold Dif	-42.61%	9.95%	-15.44%	23.07%	-4.48%	12.70%
Avg \$	\$349,752	\$397,803	\$361,278	\$453,028	\$388,715	\$438,071
Avg \$ Dif	-31.14%	13.74%	-9.18%	25.40%	-14.20%	12.70%
<b>Lee</b>						
# Sold	30	43	37	39	28	37
# Sold Dif	-37.50%	43.33%	-13.95%	5.41%	-28.21%	32.14%
\$ Sold	\$8,908,500	\$13,284,000	\$9,429,800	\$8,910,300	\$7,343,350	\$8,492,750
\$ Sold Dif	-33.33%	49.12%	-29.01%	-5.51%	-17.59%	15.65%
Avg \$	\$296,950	\$308,930	\$254,859	\$228,469	\$262,263	\$229,534
Avg \$ Dif	6.67%	4.03%	-17.50%	-10.35%	14.79%	-12.48%
<b>Lenox</b>						
# Sold	36	30	25	36	29	41
# Sold Dif	-18.18%	-16.67%	-16.67%	44.00%	-19.44%	41.38%
\$ Sold	\$18,632,150	\$15,209,210	\$9,651,950	\$19,902,000	\$11,582,350	\$16,490,250
\$ Sold Dif	-20.54%	-18.37%	-36.54%	106.20%	-41.80%	42.37%
Avg \$	\$517,560	\$506,974	\$386,078	\$552,833	\$399,391	\$402,201
Avg \$ Dif	-2.88%	-2.05%	-23.85%	43.19%	-27.76%	0.70%

	2007	2008	2009	2010	2011	2012
<b>Monterey</b>						
# Sold	15	20	9	19	10	9
# Sold Dif	-11.76%	33.33%	-55.00%	111.11%	-47.37%	-10.00%
\$ Sold	\$12,985,900	\$17,167,000	\$5,614,551	\$15,047,500	\$5,163,000	\$3,442,500
\$ Sold Dif	53.03%	32.20%	-67.29%	168.01%	-65.69%	-33.32%
Avg \$	\$865,727	\$858,350	\$623,839	\$791,974	\$516,300	\$382,500
Avg \$ Dif	73.43%	-0.85%	-27.32%	26.95%	-34.81%	-25.92%
<b>Mt Washington</b>						
# Sold	2	1	2	2		4
# Sold Dif	-50.00%	-50.00%	100.00%	0.00%		
\$ Sold	\$461,000	\$503,000	\$1,165,000	\$1,075,000		\$1,755,000
\$ Sold Dif	-79.72%	9.11%	131.61%	-7.73%		
Avg \$	\$230,500	\$503,000	\$582,500	\$537,500		\$438,750
Avg \$ Dif	-59.44%	118.22%	15.81%	-7.73%		
<b>New Marlborough</b>						
# Sold	17	10	14	12	19	25
# Sold Dif	0.00%	-41.18%	40.00%	-14.29%	58.33%	31.58%
\$ Sold	\$12,204,850	\$5,273,500	\$5,220,900	\$5,712,750	\$10,744,000	\$11,609,000
\$ Sold Dif	96.36%	-56.79%	-1.00%	9.42%	88.07%	8.05%
Avg \$	\$717,932	\$527,350	\$372,921	\$476,063	\$565,474	\$464,360
Avg \$ Dif	96.36%	-26.55%	-29.28%	27.66%	18.78%	-17.88%
<b>Otis</b>						
# Sold	23	23	21	17	24	31
# Sold Dif	-28.13%	0.00%	-8.70%	-19.05%	41.18%	29.17%
\$ Sold	\$8,077,400	\$8,036,400	\$6,263,155	\$5,790,600	\$6,872,999	\$14,056,000
\$ Sold Dif	-45.73%	-0.51%	-22.07%	-7.54%	18.69%	104.51%
Avg \$	\$351,191	\$349,409	\$298,245	\$340,624	\$286,375	\$453,419
Avg \$ Dif	-24.50%	-0.51%	-14.64%	14.21%	-15.93%	58.33%
<b>Sandisfield</b>						
# Sold	16	8	9	7	7	15
# Sold Dif	60.00%	-50.00%	12.50%	-22.22%	0.00%	114.29%
\$ Sold	\$3,946,300	\$3,441,050	\$2,552,500	\$1,778,500	\$2,674,400	\$4,151,260
\$ Sold Dif	28.33%	-12.80%	-25.82%	-30.32%	50.37%	55.22%
Avg \$	\$246,644	\$430,131	\$283,611	\$254,071	\$382,057	\$276,751
Avg \$ Dif	-19.79%	74.39%	-34.06%	-10.42%	50.37%	-27.56%
<b>Sheffield</b>						
# Sold	34	27	20	27	33	30
# Sold Dif	36.00%	-20.59%	-25.93%	35.00%	22.22%	-9.09%
\$ Sold	\$13,646,900	\$9,825,000	\$6,257,750	\$6,958,500	\$9,680,963	\$11,957,600
\$ Sold Dif	37.76%	-28.01%	-36.31%	11.20%	39.12%	23.52%
Avg \$	\$401,379	\$363,889	\$312,888	\$257,722	\$293,363	\$398,587
Avg \$ Dif	1.30%	-9.34%	-14.02%	-17.63%	13.83%	35.87%

	2007	2008	2009	2010	2011	2012
<b>Stockbridge</b>						
# Sold	26	21	14	22	16	32
# Sold Dif	0.00%	-19.23%	-33.33%	57.14%	-27.27%	100.00%
\$ Sold	\$24,752,500	\$9,935,000	\$5,420,000	\$8,775,000	\$7,025,150	\$14,911,050
\$ Sold Dif	66.87%	-59.86%	-45.45%	61.90%	-19.94%	112.25%
Avg \$	\$952,019	\$473,095	\$387,143	\$398,864	\$439,072	\$465,970
Avg \$ Dif	66.87%	-50.31%	-18.17%	3.03%	10.08%	6.13%
<b>Tyringham</b>						
# Sold		1	1	5	3	3
# Sold Dif			0.00%	400.00%	-40.00%	0.00%
\$ Sold		\$1,395,000	\$275,000	\$2,480,000	\$2,025,000	\$1,895,000
\$ Sold Dif			-80.29%	801.82%	-18.35%	-6.42%
Avg \$		\$1,395,000	\$275,000	\$496,000	\$675,000	\$631,667
Avg \$ Dif			-80.29%	80.36%	36.09%	-6.42%
<b>West Stockbridge</b>						
# Sold	16	14	10	17	16	12
# Sold Dif	-33.33%	-12.50%	-28.57%	70.00%	-5.88%	-25.00%
\$ Sold	\$11,132,000	\$8,537,000	\$5,628,777	\$6,177,500	\$6,086,300	\$4,219,250
\$ Sold Dif	-32.86%	-23.31%	-34.07%	9.75%	-1.48%	-30.68%
Avg \$	\$695,750	\$609,786	\$562,878	\$363,382	\$380,394	\$351,604
Avg \$ Dif	0.71%	-12.36%	-7.69%	-35.44%	4.68%	-7.57%
<b>Total # Sold</b>	<b>338</b>	<b>304</b>	<b>260</b>	<b>313</b>	<b>298</b>	<b>365</b>
<b>Total # Sold Dif</b>	<b>-13.11%</b>	<b>-10.06%</b>	<b>-14.47%</b>	<b>20.38%</b>	<b>-4.79%</b>	<b>22.48%</b>
<b>Total \$ Sold</b>	<b>\$160,873,200</b>	<b>\$135,916,810</b>	<b>\$96,359,351</b>	<b>\$128,016,810</b>	<b>\$111,138,574</b>	<b>\$137,918,660</b>
<b>Total \$ Sold Dif</b>	<b>-11.67%</b>	<b>-15.51%</b>	<b>-29.10%</b>	<b>32.85%</b>	<b>-13.18%</b>	<b>24.10%</b>
<b>Total Avg \$</b>	<b>\$475,956</b>	<b>\$447,095</b>	<b>\$370,613</b>	<b>\$408,999</b>	<b>\$372,948</b>	<b>\$377,859</b>
<b>Total Avg \$ Dif</b>	<b>1.66%</b>	<b>-6.06%</b>	<b>-17.11%</b>	<b>10.36%</b>	<b>-8.81%</b>	<b>1.32%</b>



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This report was written by **Sandy Carroll, Chief Executive Officer** of the Board of REALTORS® and the Multiple Listing Service. 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 accounts for all REALTOR® assisted sales and transfers in Berkshire County, Massachusetts.

The Berkshire County Board of Realtors®, Inc. is a strong and thriving trade association geared to service professional real estate licensees in the region. Only those who pledge themselves to a higher level of ethical business practice can elect to join the Board and can use the term REALTOR®. The Multiple Listing Service is a subsidiary corporation charged with maintaining accurate records related to the listing and sale of all property in Berkshire County, MA and beyond. Currently there are over 400 REALTORS in Berkshire County, and over 1 million nationwide.

The Board of REALTORS® mission is to support our members by providing services to enhance their ability to conduct businesses ethically, competently and with integrity.

Berkshire REALTOR Members are encouraged to share the information contained here with clients and customers to promote awareness of market trends and foster informed decisions.

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