



Real Estate Market Watch 2013 Year End Berkshire County, Massachusetts

Berkshire County Living: 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.
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2013 Overall Market Commentary Year End Sales Compared to Previous Years

The Berkshire real estate market in 2013 continued our upward trend with robust sales compared to recent years. Sales rose in all property types, including residential single family homes, condos, commercial properties, land, multifamily and mobile homes. Overall, Berkshire REALTOR assisted sales totaled almost \$356 million dollars and 1445 transactions. Over 1,000 sales are single family residential homes.



The total number of real estate sales in Berkshire County rose 9.3% countywide and the dollar volume transacted rose 12.8% overall.

While northern Berkshire single family and commercial sales retracted this year, the rest of the northern market reported increases. Central Berkshire shows healthy gains of 7.81% in dollar volume transacted and 9.48% gains in the number of sales. Southern Berkshire increases outperformed the rest of the region with double digit gains of 20.8% increase in dollar volume and 14.9% in number sold.

This is the highest recorded dollar volume transacted in the past 6 years, since year end 2007. While there are dips and surges in specific price ranges and recorded regional variances, overall the market is very strong.

↑ Residential sales volume increased by 6%

With \$282 million transacted in 2013, Berkshire sales increases are first attributed to the second double digit gain experienced in southern Berkshire, a modest 3% gain in central Berkshire and a 9.6% decrease in northern Berkshire.

↑ Condo sales volume increased by 58%

Both central and southern Berkshire condo sales drove the gains in this market during 2013

↑ Multifamily sales volume increased by 40%

At our highest level since 2008, this 5 year high is solely attributed to strong and robust sales in northern Berkshire.

↑ Commercial sales volume increased by 17%

Although not all commercial sales are reported to the Berkshire MLS, this increase in marketed commercial units is showing strength and confidence after a few low years in 2009-2010.

↑ Land sale volume rallied with a 93% increase

At the peak in 2004, land sales equaled almost \$30 million dollars, compared to \$13 million this year. Despite this, the rebound in 2013 is a welcome change since the steady slowing of sales since 2008.

↑ Mobile home sales volume increased by 57%

Despite the smaller market this represents, the sales increase over last year reflects positive growth for the northern market

Overall County Wide Sales Year over Year Comparison

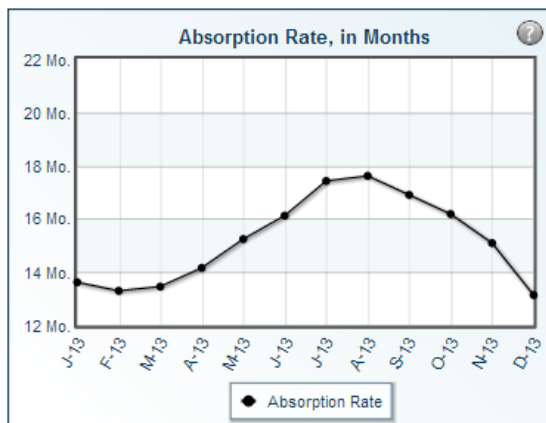
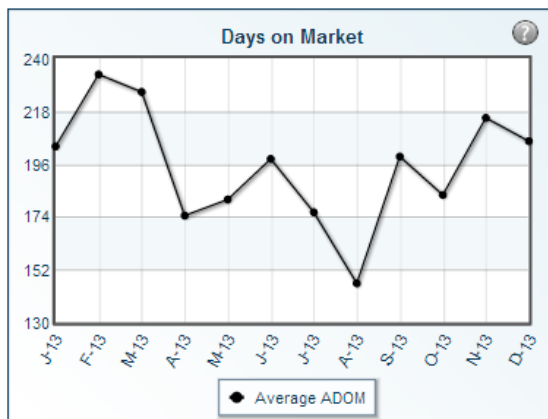
The sales by property type show strength in all aspects of the marketplace, with a modest gain in residential single family sales of 6.19% and robust, double digit gains in all other property types recorded here.

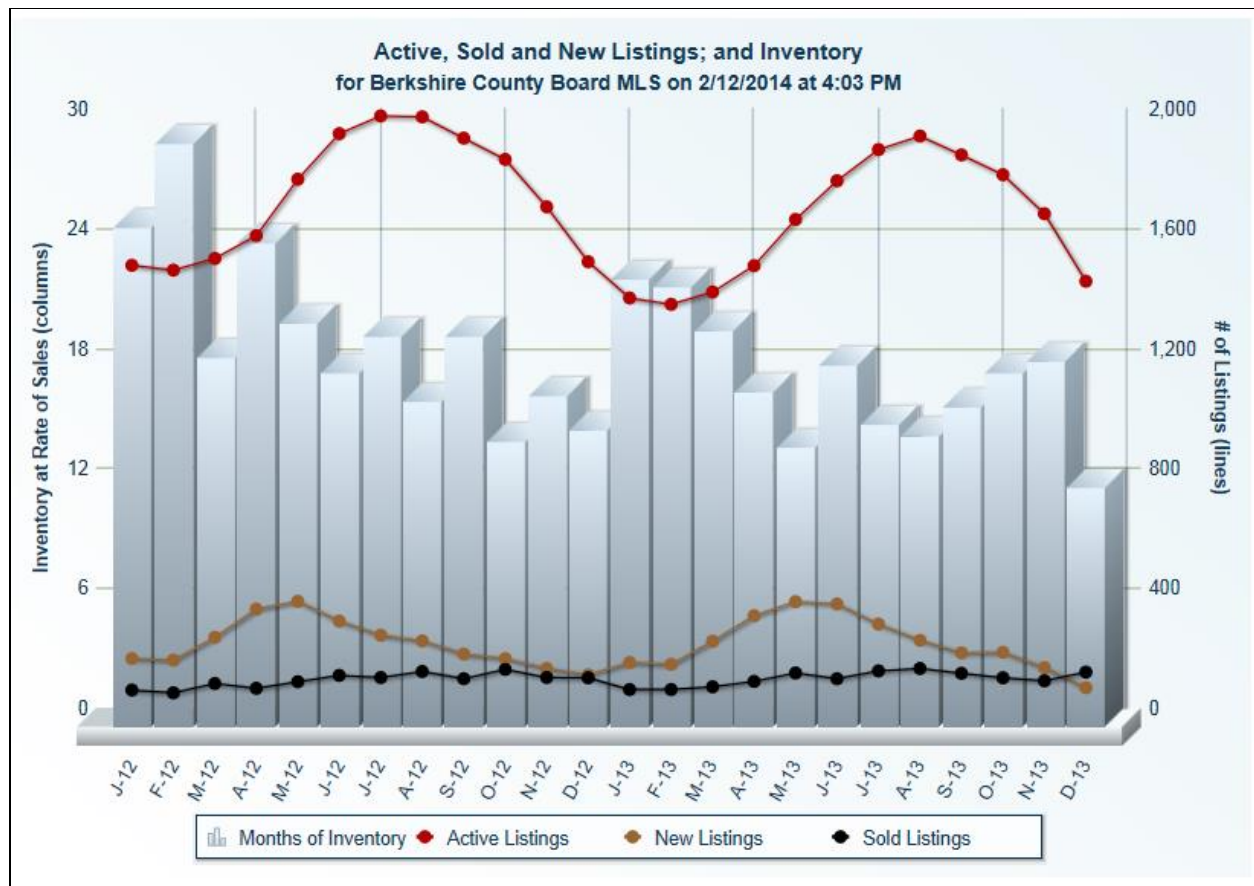
\$ Sold	2008	2009	2010	2011	2012	2013
Residential	\$261,272,270	\$204,102,253	\$242,268,780	\$211,933,116	\$265,866,058	\$282,333,731
Condominium	\$25,161,745	\$16,870,179	\$16,380,586	\$20,552,400	\$19,235,675	\$30,326,555
MultiFamily	\$15,561,955	\$12,273,505	\$11,111,000	\$9,995,379	\$9,955,518	\$13,898,870
Lots/Land	\$19,633,890	\$9,045,250	\$11,032,551	\$8,788,650	\$6,750,700	\$13,037,900
Commercial	\$18,464,300	\$6,529,900	\$4,647,501	\$10,682,500	\$13,065,893	\$15,289,000
Mobile Home	\$951,022	\$924,400	\$470,817	\$1,137,700	\$673,250	\$1,056,400
Grand Total	\$341,045,182	\$249,745,487	\$285,911,235	\$263,089,745	\$315,547,094	\$355,942,456

The total number of sales is another indicator we use to gage market activity and stability. Gains in the number of sales is reflected in a similar manner as the dollar volume... this indicates balanced increases in individual selling prices and the amount of sales.

# Sold	2008	2009	2010	2011	2012	2013
Residential	911	821	876	828	1024	1083
Condominium	85	55	71	61	83	110
MultiFamily	113	98	92	88	92	100
Lots/Land	88	56	87	74	54	92
Commercial	34	17	17	24	42	32
Mobile Home	30	26	22	35	27	28
Grand Total	1261	1073	1165	1110	1322	1445

Looking at the county overall, you can see that northern Berkshire was overall slightly behind sales volume transacted in 2012, while central Berkshire sales increased by over \$8 million dollars and southern Berkshire shot up by over \$40 million dollars.





	Active Listings	New Listings	Sold Listings	Months Inventory
Dec - 2013	1,422	67	119	11.95
Nov - 2013	1,647	134	90	18.30
Oct - 2013	1,777	185	100	17.77
Sep - 2013	1,843	183	115	16.03
Aug - 2013	1,906	225	131	14.55
Jul - 2013	1,861	279	123	15.13
Jun - 2013	1,757	346	97	18.11
May - 2013	1,628	354	116	14.03
Apr - 2013	1,474	307	88	16.75
Mar - 2013	1,386	222	70	19.80
Feb - 2013	1,345	145	61	22.05
Jan - 2013	1,366	151	61	22.39

PRICE RANGE REPORT

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 as during the peak of the market, properly priced homes are selling quickly in many areas of Berkshire County. While it is true that in Berkshire County the high end range there is too much inventory putting a downward pressure on price, we also see that sales 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.

Price Class	Sold			Active			Absorption	
	2012	2013	Dif	2012	2013	Dif	Months	Years
\$0-\$99K	159	159	0%	97	68	-43%	5	0.4
\$100K-\$149K	223	226	1%	156	131	-19%	7	0.6
\$150K-\$199K	180	212	15%	147	128	-15%	7	0.6
\$200K-\$249K	128	117	-9%	92	95	3%	10	0.8
\$250K-\$299K	84	88	5%	104	123	15%	17	1.4
\$300K-\$349K	58	71	18%	87	68	-28%	11	1.0
\$350K-\$399K	46	53	13%	77	75	-3%	17	1.4
\$400K-\$449K	29	44	34%	35	27	-30%	7	0.6
\$450K-\$499K	13	23	43%	39	51	24%	27	2.2
\$500K-\$549K	22	11	-100%	17	19	11%	21	1.7
\$550K-\$599K	10	12	17%	35	33	-6%	33	2.8
\$600K-\$649K	12	7	-71%	12	22	45%	38	3.1
\$650K-\$699K	8	10	20%	32	32	0%	38	3.2
\$700K-\$749K	10	7	-43%	13	15	13%	26	2.1
\$750K-\$799K	4	6	33%	33	29	-14%	58	4.8
\$800K-\$849K	5	6	17%	10	13	23%	26	2.2
\$850K-\$899K	3	3	0%	19	7	-171%	28	2.3
\$900K-\$949K	3	4	25%	5	2	-150%	6	-72
\$950K-\$999K	3	2	-50%	21	17	-24%	102	6
\$1M-\$2M	80	68	-18%	197.0	189.0	-4%	33	3
\$2M-\$3M	6	2	-200%	20	21	5%	126	0
\$3M-\$4M	0	0	0%	11.0	6.0	-83%	?	?
\$4M-\$5M	0	2	100%	3.0	4.0	25%	24	3
\$5M and over	0	0	0%	10	5	-100%	?	?

RESIDENTIAL REPORT

	2008	2009	2010	2011	2012	2013
North						
\$ Sold	\$34,824,965	\$30,133,532	\$33,036,350	\$27,911,975	\$37,927,603	\$34,270,681
% Chg \$		-13.47%	9.63%	-15.51%	35.88%	-9.64%
# Sold	168	154	169	160	207	191
% Chg #		-8.33%	9.74%	-5.33%	29.38%	-7.73%
Avg \$	\$207,291	\$195,672	\$195,481	\$174,450	\$183,225	\$179,428
% Chg Avg		-5.61%	-0.10%	-10.76%	5.03%	-2.07%
Central						
\$ Sold	\$90,530,495	\$77,609,370	\$81,215,620	\$72,882,567	\$89,469,795	\$91,860,359
% Chg \$		-14.27%	4.65%	-10.26%	22.76%	2.67%
# Sold	439	407	394	370	449	499
% Chg #		-7.29%	-3.19%	-6.09%	21.35%	11.14%
Avg \$	\$206,220	\$190,686	\$206,131	\$196,980	\$199,265	\$184,089
% Chg Avg		-7.53%	8.10%	-4.44%	1.16%	-7.62%
South						
\$ Sold	\$135,916,810	\$96,359,351	\$128,016,810	\$111,138,574	\$138,468,660	\$156,202,691
% Chg \$		-29.10%	32.85%	-13.18%	24.59%	12.81%
# Sold	304	260	313	298	368	393
% Chg #		-14.47%	20.38%	-4.79%	23.49%	6.79%
Avg \$	\$447,095	\$370,613	\$408,999	\$372,948	\$376,274	\$397,462
% Chg Avg		-17.11%	10.36%	-8.81%	0.89%	5.63%
Total \$ Sold	\$261,272,270	\$204,102,253	\$242,268,780	\$211,933,116	\$265,866,058	\$282,333,731
Total % Chg \$		-21.88%	18.70%	-12.52%	25.45%	6.19%
Total # Sold	911	821	876	828	1024	1083
Total % Chg #		-9.88%	6.70%	-5.48%	23.67%	5.76%
Total Avg \$	\$286,797	\$248,602	\$276,563	\$255,958	\$259,635	\$260,696
Total % Chg Avg		-13.32%	11.25%	-7.45%	1.44%	0.41%

Average and median represent two distinct market calculations. Median is thought to be a more accurate way to gauge the middle market without having excessively high or low sales skew statistics. We are only able to use average calculations for these reports.



Central and southern Berkshire show strong improvements over last year sales figures. North Berkshire lagged slightly.

CONDOMINIUM REPORT

	2008	2009	2010	2011	2012	2013
North						
\$ Sold	\$1,982,875	\$1,771,431	\$1,328,000	\$857,050	\$2,296,400	\$2,156,000
% Chg \$		-10.66%	-25.03%	-35.46%	167.94%	-6.11%
# Sold	11	8	8	5	14	12
% Chg #		-27.27%	0.00%	-37.50%	180.00%	-14.29%
Avg \$	\$180,261	\$221,429	\$166,000	\$171,410	\$164,029	\$179,667
% Chg Avg		22.84%	-25.03%	3.26%	-4.31%	9.53%
Central						
\$ Sold	\$8,316,028	\$4,957,998	\$6,128,136	\$5,409,450	\$6,133,750	\$10,594,255
% Chg \$		-40.38%	23.60%	-11.73%	13.39%	72.72%
# Sold	37	20	32	21	33	40
% Chg #		-45.95%	60.00%	-34.38%	57.14%	21.21%
Avg \$	\$224,758	\$247,900	\$191,504	\$257,593	\$185,871	\$264,856
% Chg Avg		10.30%	-22.75%	34.51%	-27.84%	42.49%
South						
\$ Sold	\$14,862,842	\$10,140,750	\$8,924,450	\$14,285,900	\$10,805,525	\$17,576,300
% Chg \$		-31.77%	-11.99%	60.08%	-24.36%	62.66%
# Sold	37	27	31	35	36	58
% Chg #		-27.03%	14.81%	12.90%	2.86%	61.11%
Avg \$	\$401,698	\$375,583	\$287,885	\$408,169	\$300,153	\$303,040
% Chg Avg		-6.50%	-23.35%	41.78%	-26.46%	0.96%
Total \$ Sold	\$25,161,745	\$16,870,179	\$16,380,586	\$20,552,400	\$19,235,675	\$30,326,555
Total % Chg \$		-32.95%	-2.90%	25.47%	-6.41%	57.66%
Total # Sold	85	55	71	61	83	110
Total % Chg #		-35.29%	29.09%	-14.08%	36.07%	32.53%
Total Avg \$	\$296,021	\$306,731	\$230,712	\$336,925	\$231,755	\$275,696
Total % Chg Avg		3.62%	-24.78%	46.04%	-31.21%	18.96%

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Central and southern Berkshire show strong improvements over last year sales figures. North Berkshire lagged slightly.

MULTI-FAMILY REPORT

	2008	2009	2010	2011	2012	2013
North						
\$ Sold	\$4,602,305	\$3,658,100	\$4,122,100	\$2,326,250	\$1,575,900	\$4,558,105
% Chg \$		-20.52%	12.68%	-43.57%	-32.26%	189.24%
# Sold	42	35	38	29	24	38
% Chg #		-16.67%	8.57%	-23.68%	-17.24%	58.33%
Avg \$	\$109,579	\$104,517	\$108,476	\$80,216	\$65,663	\$119,950
% Chg Avg		-4.62%	3.79%	-26.05%	-18.14%	82.68%
Central						
\$ Sold	\$9,012,050	\$6,992,405	\$4,224,400	\$5,655,129	\$6,285,118	\$6,568,265
% Chg \$		-22.41%	-39.59%	33.87%	11.14%	4.51%
# Sold	63	57	39	49	57	52
% Chg #		-9.52%	-31.58%	25.64%	16.33%	-8.77%
Avg \$	\$143,048	\$122,674	\$108,318	\$115,411	\$110,265	\$126,313
% Chg Avg		-14.24%	-11.70%	6.55%	-4.46%	14.55%
South						
\$ Sold	\$1,947,600	\$1,623,000	\$2,764,500	\$2,014,000	\$2,094,500	\$2,772,500
% Chg \$		-16.67%	70.33%	-27.15%	4.00%	32.37%
# Sold	8	6	15	10	11	10
% Chg #		-25.00%	150.00%	-33.33%	10.00%	-9.09%
Avg \$	\$243,450	\$270,500	\$184,300	\$201,400	\$190,409	\$277,250
% Chg Avg		11.11%	-31.87%	9.28%	-5.46%	45.61%
Total \$ Sold	\$15,561,955	\$12,273,505	\$11,111,000	\$9,995,379	\$9,955,518	\$13,898,870
Total % Chg \$		-21.13%	-9.47%	-10.04%	-0.40%	39.61%
Total # Sold	113	98	92	88	92	100
Total % Chg #		-13.27%	-6.12%	-4.35%	4.55%	8.70%
Total Avg \$	\$137,716	\$125,240	\$120,772	\$113,584	\$108,212	\$138,989
Total % Chg Avg		-9.06%	-3.57%	-5.95%	-4.73%	28.44%

Average and median represent two distinct market calculations. Median is thought to be a more accurate way to gauge the middle market without having excessively high or low sales skew statistics. We are only able to use average calculations for these reports.

Northern Berkshire showed such strong sales of multifamily units over last year. Central and southern Berkshire reported modest gains.



LAND REPORT

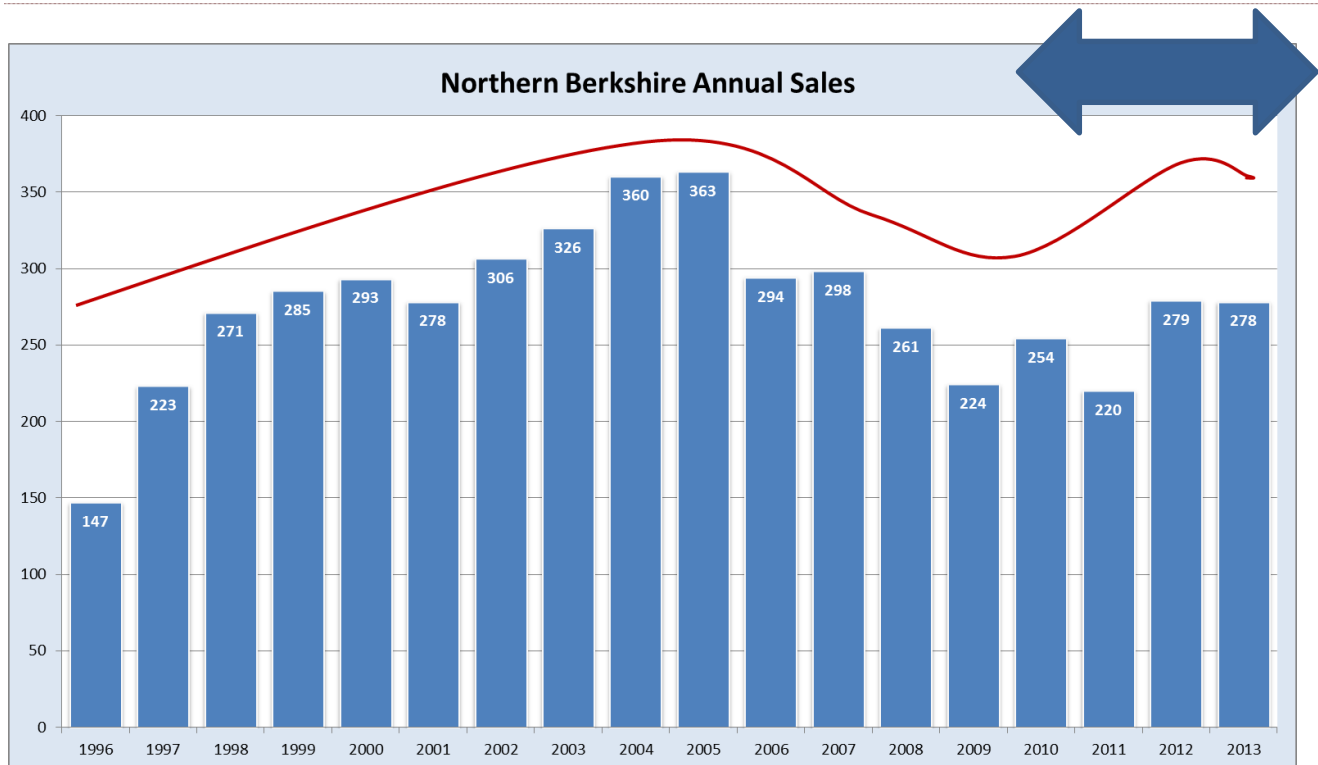
	2008	2009	2010	2011	2012	2013
North						
\$ Sold	\$1,956,400	\$804,400	\$2,346,101	\$452,000	\$1,085,000	\$1,236,500
% Chg \$		-58.88%	191.66%	-80.73%	140.04%	13.96%
# Sold	12	8	19	4	13	18
% Chg #		-33.33%	137.50%	-78.95%	225.00%	38.46%
Avg \$	\$163,033	\$100,550	\$123,479	\$113,000	\$83,462	\$68,694
% Chg Avg		-38.33%	22.80%	-8.49%	-26.14%	-17.69%
Central						
\$ Sold	\$3,325,900	\$1,331,000	\$2,126,750	\$1,443,900	\$1,206,200	\$2,560,500
% Chg \$		-59.98%	59.79%	-32.11%	-16.46%	112.28%
# Sold	27	12	29	19	18	22
% Chg #		-55.56%	141.67%	-34.48%	-5.26%	22.22%
Avg \$	\$123,181	\$110,917	\$73,336	\$75,995	\$67,011	\$116,386
% Chg Avg		-9.96%	-33.88%	3.63%	-11.82%	73.68%
South						
\$ Sold	\$14,351,590	\$6,909,850	\$6,559,700	\$6,892,750	\$4,459,500	\$9,240,900
% Chg \$		-51.85%	-5.07%	5.08%	-35.30%	107.22%
# Sold	49	36	39	51	23	52
% Chg #		-26.53%	8.33%	30.77%	-54.90%	126.09%
Avg \$	\$292,890	\$191,940	\$168,197	\$135,152	\$193,891	\$177,710
% Chg Avg		-34.47%	-12.37%	-19.65%	43.46%	-8.35%
Total \$ Sold	\$19,633,890	\$9,045,250	\$11,032,551	\$8,788,650	\$6,750,700	\$13,037,900
Total % Chg \$		-53.93%	21.97%	-20.34%	-23.19%	93.13%
Total # Sold	88	56	87	74	54	92
Total % Chg #		-36.36%	55.36%	-14.94%	-27.03%	70.37%
Total Avg \$	\$223,112	\$161,522	\$126,811	\$118,766	\$125,013	\$141,716
Total % Chg Avg		-27.60%	-21.49%	-6.34%	5.26%	13.36%

We will track building permits to see if there is a correlation in residential or commercial building.



Southern Berkshire led the land sale surge this year in land sales, with a more than double jump in the number of parcels sold. Central roared back in the 3rd & 4th quarter of the year and north county held their own to report strong land sales countywide.

NORTHERN BERKSHIRE SALES OVERVIEW



Northern Berkshire's overall real estate sales are almost the same as 2012, with only one sale variance. This reflects falling residential sales figures but increasing multifamily homes sold during the 2013 market. There was also a 9.5% increase in condo sales. Multifamily transactions jumped from \$1.5 million sold in 2012 to \$4.5 million sold in 2013. This increase in sales is a welcome bright spot in a slower market in Berkshire County. Land sales continued increasing over from last year, which is a good sign for potential new development in the region.

Total North Berkshire Sales Summary

North	2008	2009	2010	2011	2012	2013
Total \$ Sold	\$49,821,767	\$38,376,763	\$42,051,650	\$35,178,075	\$45,535,253	\$43,601,286
Total % Chg \$	-9.29%	-22.97%	9.58%	-16.35%	29.44%	-4.25%
Total # Sold	261	224	254	220	279	278
Total % Chg #	-12.42%	-14.18%	13.39%	-13.39%	26.82%	-0.36%
Total Avg \$	\$190,888	\$171,325	\$165,558	\$159,900	\$163,209	\$156,839
Total % Chg Avg	3.57%	-10.25%	-3.37%	-3.42%	2.07%	-3.90%

NORTHERN BERKSHIRE SALES

North Berkshire	2008	2009	2010	2011	2012	2013
Residential						
\$ Sold	\$34,824,965	\$30,133,532	\$33,036,350	\$27,911,975	\$37,927,603	\$34,270,681
% Chg \$	-14.07%	-13.47%	9.63%	-15.51%	35.88%	-9.64%
# Sold	168	154	169	160	207	191
% Chg #	-7.69%	-8.33%	9.74%	-5.33%	29.38%	-7.73%
Avg \$	\$207,291	\$195,672	\$195,481	\$174,450	\$183,225	\$179,428
% Chg Avg	-6.91%	-5.61%	-0.10%	-10.76%	5.03%	-2.07%
Condominium						
\$ Sold	\$1,982,875	\$1,771,431	\$1,328,000	\$857,050	\$2,296,400	\$2,156,000
% Chg \$	-39.24%	-10.66%	-25.03%	-35.46%	167.94%	-6.11%
# Sold	11	8	8	5	14	12
% Chg #	-45.00%	-27.27%	0.00%	-37.50%	180.00%	-14.29%
Avg \$	\$180,261	\$221,429	\$166,000	\$171,410	\$164,029	\$179,667
% Chg Avg	10.48%	22.84%	-25.03%	3.26%	-4.31%	9.53%
MultiFamily						
\$ Sold	\$4,602,305	\$3,658,100	\$4,122,100	\$2,326,250	\$1,575,900	\$4,558,105
% Chg \$	-45.04%	-20.52%	12.68%	-43.57%	-32.26%	189.24%
# Sold	42	35	38	29	24	38
% Chg #	-23.64%	-16.67%	8.57%	-23.68%	-17.24%	58.33%
Avg \$	\$109,579	\$104,517	\$108,476	\$80,216	\$65,663	\$119,950
% Chg Avg	-28.02%	-4.62%	3.79%	-26.05%	-18.14%	82.68%
Commercial						
\$ Sold	\$6,028,200	\$1,558,500	\$962,500	\$3,325,000	\$2,510,650	\$922,000
% Chg \$	315.16%	-74.15%	-38.24%	245.45%	-24.49%	-63.28%
# Sold	10	6	6	10	12	7
% Chg #	100.00%	-40.00%	0.00%	66.67%	20.00%	-41.67%
Avg \$	\$602,820	\$259,750	\$160,417	\$332,500	\$209,221	\$131,714
% Chg Avg	107.58%	-56.91%	-38.24%	107.27%	-37.08%	-37.05%
Lots/Land						
\$ Sold	\$1,956,400	\$804,400	\$2,346,101	\$452,000	\$1,085,000	\$1,236,500
% Chg \$	149.38%	-58.88%	191.66%	-80.73%	140.04%	13.96%
# Sold	12	8	19	4	13	18
% Chg #	0.00%	-33.33%	137.50%	-78.95%	225.00%	38.46%
Avg \$	\$163,033	\$100,550	\$123,479	\$113,000	\$83,462	\$68,694
% Chg Avg	149.38%	-38.33%	22.80%	-8.49%	-26.14%	-17.69%

NORTHERN BERKSHIRE RESIDENTIAL SALES

Overall, residential sales volume transacted in northern Berkshire retracted by 9.64% in 2013 compared to 2012. In 2012, northern Berkshire residential sales increased by over 35% from the low in 2011, and 2013 sales could not keep that level of momentum going. Average prices fell slightly as well for residential homes.

	2008	2009	2010	2011	2012	2013
North						
Total \$ Sold	\$34,824,965	\$30,133,532	\$33,036,350	\$27,911,975	\$37,927,603	\$34,270,681
Total % Chg \$	-14.07%	-13.47%	9.63%	-15.51%	35.88%	-9.64%
Total # Sold	168	154	169	160	207	191
Total % Chg #	-7.69%	-8.33%	9.74%	-5.33%	29.38%	-7.73%
Total Avg \$	\$207,291	\$195,672	\$195,481	\$174,450	\$183,225	\$179,428
Total % Chg Avg	-6.91%	-5.61%	-0.10%	-10.76%	5.03%	-2.07%

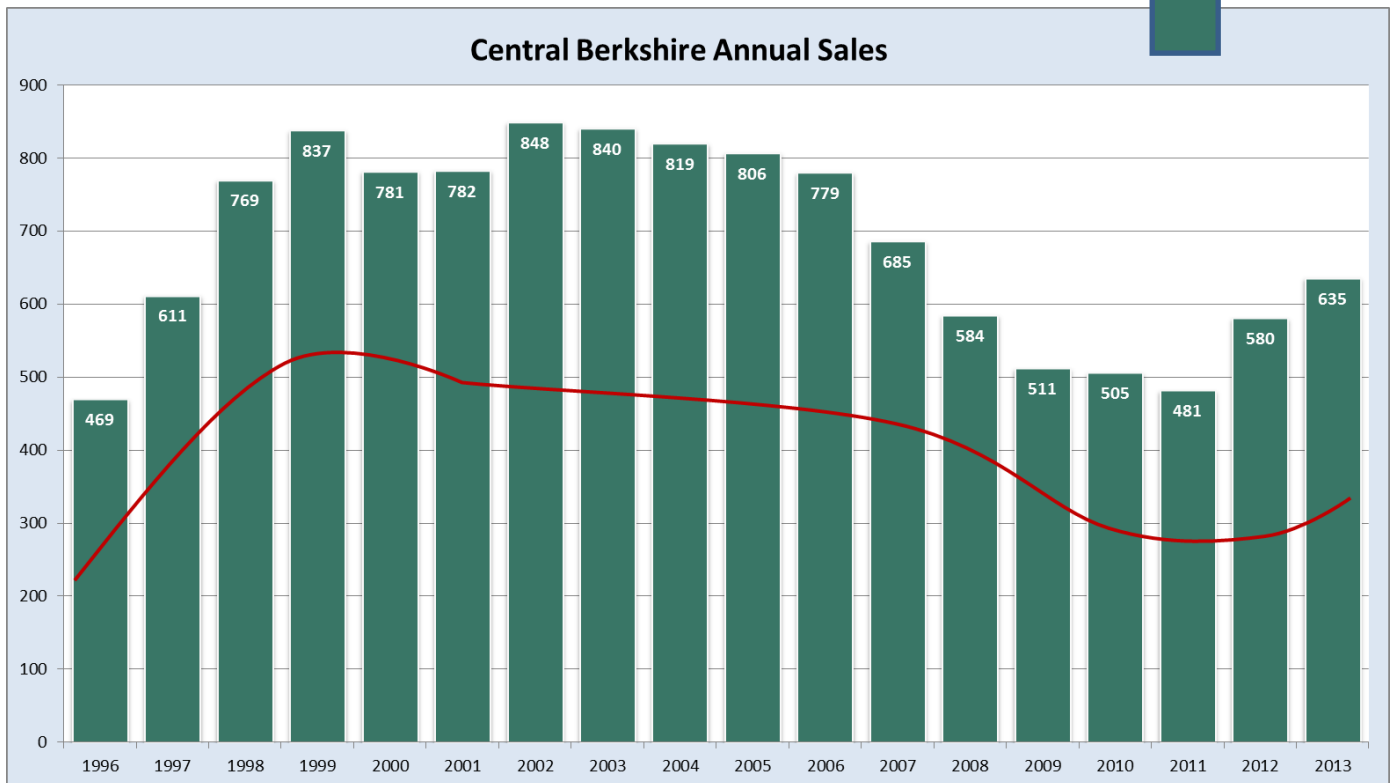
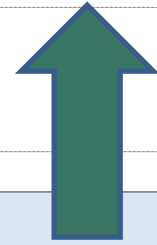
The town-by-town residential highlights are shown below.

	2008	2009	2010	2011	2012	2013
Adams						
\$ Sold	\$6,252,575	\$5,634,837	\$5,698,900	\$7,121,900	\$7,279,900	\$6,503,730
% Chg \$	-19.92%	-9.88%	1.14%	24.97%	2.22%	-10.66%
# Sold	44	42	44	51	61	54
% Chg #	-15.38%	-4.55%	4.76%	15.91%	19.61%	-11.48%
Avg \$	\$142,104	\$134,163	\$129,520	\$139,645	\$119,343	\$120,439
% Chg Avg	-5.36%	-5.59%	-3.46%	7.82%	-14.54%	0.92%
Clarksburg						
\$ Sold	\$1,531,000	\$1,168,770	\$1,602,650	\$660,000	\$2,226,500	\$1,584,500
% Chg \$	40.54%	-23.66%	37.12%	-58.82%	237.35%	-28.83%
# Sold	10	8	11	4	14	13
% Chg #	25.00%	-20.00%	37.50%	-63.64%	250.00%	-7.14%
Avg \$	\$153,100	\$146,096	\$145,695	\$165,000	\$159,036	\$121,885
% Chg Avg	12.43%	-4.57%	-0.27%	13.25%	-3.61%	-23.36%
Florida						
\$ Sold	\$337,000	\$435,000	\$418,000	\$206,700	\$810,000	\$351,500
% Chg \$	-47.66%	29.08%	-3.91%	-50.55%	291.87%	-56.60%
# Sold	3	4	3	2	5	3
% Chg #	0.00%	33.33%	-25.00%	-33.33%	150.00%	-40.00%
Avg \$	\$112,333	\$108,750	\$139,333	\$103,350	\$162,000	\$117,167
% Chg Avg	-47.66%	-3.19%	28.12%	-25.83%	56.75%	-27.67%

NORTHERN BERKSHIRE RESIDENTIAL SALES PAGE 2

	2008	2009	2010	2011	2012	2013
North Adams						
\$ Sold	\$7,343,550	\$7,727,525	\$7,613,150	\$6,995,850	\$8,310,362	\$7,513,475
% Chg \$	-26.36%	5.23%	-1.48%	-8.11%	18.79%	-9.59%
# Sold	59	60	64	61	73	63
% Chg #	-9.23%	1.69%	6.67%	-4.69%	19.67%	-13.70%
Avg \$	\$124,467	\$128,792	\$118,955	\$114,686	\$113,841	\$119,262
% Chg Avg	-18.87%	3.47%	-7.64%	-3.59%	-0.74%	4.76%
Savoy						
\$ Sold	\$408,500	\$776,000	\$297,000	\$395,000	\$463,000	\$1,078,800
% Chg \$	-64.80%	89.96%	-61.73%	33.00%	17.22%	133.00%
# Sold	2	5	2	2	3	6
% Chg #	-66.67%	150.00%	-60.00%	0.00%	50.00%	100.00%
Avg \$	\$204,250	\$155,200	\$148,500	\$197,500	\$154,333	\$179,800
% Chg Avg	5.61%	-24.01%	-4.32%	33.00%	-21.86%	16.50%
Williamstown						
\$ Sold	\$18,587,340	\$14,337,400	\$17,406,650	\$12,045,025	\$18,837,841	\$16,903,676
% Chg \$	-4.46%	-22.86%	21.41%	-30.80%	56.40%	-10.27%
# Sold	49	34	45	37	51	51
% Chg #	4.26%	-30.61%	32.35%	-17.78%	37.84%	0.00%
Avg \$	\$379,333	\$421,688	\$386,814	\$325,541	\$369,369	\$331,445
% Chg Avg	-8.36%	11.17%	-8.27%	-15.84%	13.46%	-10.27%

CENTRAL BERKSHIRE SALES OVERVIEW



Overall central Berkshire real estate sales are up 7.8% from last year, with 58 more sales in the region, comparing Realtor transactions from each year. This is the strongest market since 2007 for dollar volume and 2008 in # sold. Residential sales of almost \$92 million dollars reflect a modest gain of 2.67% in volume from 2012, and 50 more listings sold. Condo sales showed robust gains, up from \$6 million in transactions in 2012 to over \$10.5 in 2013, a gain of 72%. 40 condos were sold during 2013, up from 33 sales in 2012. The average selling price rose to reflect the market surge, to \$264,856, an increase of 42.49%. Multifamily sales remained fairly level from 2012 rates and land sales doubled.

Central	2008	2009	2010	2011	2012	2013
Total \$ Sold	\$116,748,573	\$91,925,673	\$94,689,906	\$86,244,546	\$106,205,206	\$114,566,379
Total % Chg \$	-19.57%	-21.26%	3.01%	-8.92%	23.14%	7.87%
Total # Sold	576	500	498	464	568	626
Total % Chg #	-14.67%	-13.19%	-0.40%	-6.83%	22.41%	10.21%
Total Avg \$	\$202,688	\$183,851	\$190,140	\$185,872	\$186,981	\$183,013
Total % Chg	-5.74%	-9.29%	3.42%	-2.24%	0.60%	-2.12%

CENTRAL BERKSHIRE SALES

Central	2008	2009	2010	2011	2012	2013
Residential						
\$ Sold	\$90,530,495	\$77,609,370	\$81,215,620	\$72,882,567	\$89,469,795	\$91,860,359
% Chg \$	-20.57%	-14.27%	4.65%	-10.26%	22.76%	2.67%
# Sold	439	407	394	370	449	499
% Chg #	-9.67%	-7.29%	-3.19%	-6.09%	21.35%	11.14%
Avg \$	\$206,220	\$190,686	\$206,131	\$196,980	\$199,265	\$184,089
% Chg Avg	-12.06%	-7.53%	8.10%	-4.44%	1.16%	-7.62%
Condominium						
\$ Sold	\$8,316,028	\$4,957,998	\$6,128,136	\$5,409,450	\$6,133,750	\$10,594,255
% Chg \$	-3.82%	-40.38%	23.60%	-11.73%	13.39%	72.72%
# Sold	37	20	32	21	33	40
% Chg #	-7.50%	-45.95%	60.00%	-34.38%	57.14%	21.21%
Avg \$	\$224,758	\$247,900	\$191,504	\$257,593	\$185,871	\$264,856
% Chg Avg	3.98%	10.30%	-22.75%	34.51%	-27.84%	42.49%
MultiFamily						
\$ Sold	\$9,012,050	\$6,992,405	\$4,224,400	\$5,655,129	\$6,285,118	\$6,568,265
% Chg \$	-40.92%	-22.41%	-39.59%	33.87%	11.14%	4.51%
# Sold	63	57	39	49	57	52
% Chg #	-37.62%	-9.52%	-31.58%	25.64%	16.33%	-8.77%
Avg \$	\$143,048	\$122,674	\$108,318	\$115,411	\$110,265	\$126,313
% Chg Avg	-5.28%	-14.24%	-11.70%	6.55%	-4.46%	14.55%
Commercial						
\$ Sold	\$5,564,100	\$1,034,900	\$995,000	\$853,500	\$3,110,343	\$2,983,000
% Chg \$	40.86%	-81.40%	-3.86%	-14.22%	264.42%	-4.09%
# Sold	10	4	4	5	11	13
% Chg #	-23.08%	-60.00%	0.00%	25.00%	120.00%	18.18%
Avg \$	\$556,410	\$258,725	\$248,750	\$170,700	\$282,758	\$229,462
% Chg Avg	83.12%	-53.50%	-3.86%	-31.38%	65.65%	-18.85%
Lots/Land						
\$ Sold	\$3,325,900	\$1,331,000	\$2,126,750	\$1,443,900	\$1,206,200	\$2,560,500
% Chg \$	-0.25%	-59.98%	59.79%	-32.11%	-16.46%	112.28%
# Sold	27	12	29	19	18	22
% Chg #	-22.86%	-55.56%	141.67%	-34.48%	-5.26%	22.22%
Avg \$	\$123,181	\$110,917	\$73,336	\$75,995	\$67,011	\$116,386
% Chg Avg	29.31%	-9.96%	-33.88%	3.63%	-11.82%	73.68%

CENTRAL BERKSHIRE RESIDENTIAL SALES

Residential sales increased a modest 2.67% in dollar volume and increased 11% in number of homes sold, up to 499 sales in 2013. Average selling prices crept downward to \$184,089 in 2013.

The dollar volume of sales lagged in Lanesboro and Richmond, Residential sales dollar volume was level in Washington and Windsor and increased in Cheshire, Dalton, Hancock,, Hinsdale, Peru and Pittsfield.

	2008	2009	2010	2011	2012	2013
Total \$ Sold	\$90,530,495	\$77,609,370	\$81,215,620	\$72,882,567	\$89,469,795	\$91,860,359
Total % Chg \$	-20.57%	-14.27%	4.65%	-10.26%	22.76%	2.67%
Total # Sold	439	407	394	370	449	499
Total % Chg #	-9.67%	-7.29%	-3.19%	-6.09%	21.35%	11.14%
Total Avg \$	\$206,220	\$190,686	\$206,131	\$196,980	\$199,265	\$184,089
Total % Chg Avg	-12.06%	-7.53%	8.10%	-4.44%	1.16%	-7.62%

The town-by-town residential highlights are shown below.

	2008	2009	2010	2011	2012	2013
Cheshire						
\$ Sold	\$3,829,000	\$3,849,400	\$3,180,625	\$3,285,850	\$2,767,050	\$4,233,800
% Chg \$	-30.43%	0.53%	-17.37%	3.31%	-15.79%	53.01%
# Sold	16	20	17	18	19	26
% Chg #	-23.81%	25.00%	-15.00%	5.88%	5.56%	36.84%
Avg \$	\$239,313	\$192,470	\$187,096	\$182,547	\$145,634	\$162,838
% Chg Avg	-8.69%	-19.57%	-2.79%	-2.43%	-20.22%	11.81%
Dalton						
\$ Sold	\$13,327,903	\$10,794,400	\$13,189,783	\$10,120,700	\$10,460,470	\$11,064,450
% Chg \$	16.47%	-19.01%	22.19%	-23.27%	3.36%	5.77%
# Sold	64	53	57	49	54	55
% Chg #	18.52%	-17.19%	7.55%	-14.04%	10.20%	1.85%
Avg \$	\$208,248	\$203,668	\$231,400	\$206,545	\$193,712	\$201,172
% Chg Avg	-1.73%	-2.20%	13.62%	-10.74%	-6.21%	3.85%
Hancock						
\$ Sold	\$2,287,000	\$1,194,000	\$1,426,150	\$1,605,900	\$689,000	\$1,129,900
% Chg \$	100.85%	-47.79%	19.44%	12.60%	-57.10%	63.99%
# Sold	6	5	7	5	4	3
% Chg #	20.00%	-16.67%	40.00%	-28.57%	-20.00%	-25.00%
Avg \$	\$381,167	\$238,800	\$203,736	\$321,180	\$172,250	\$376,633
% Chg Avg	67.38%	-37.35%	-14.68%	57.65%	-46.37%	118.66%

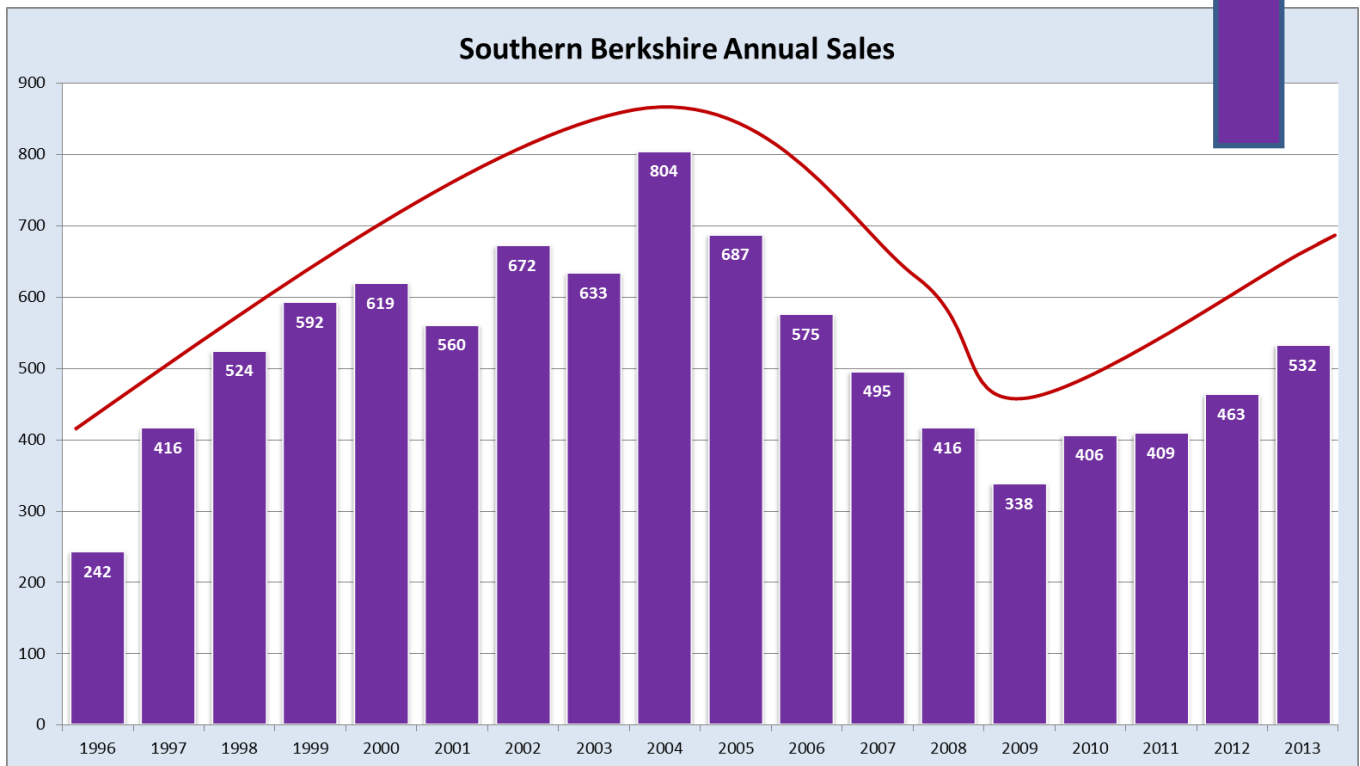
CENTRAL BERKSHIRE RESIDENTIAL SALES PAGE 2

	2008	2009	2010	2011	2012	2013
Hinsdale						
\$ Sold	\$3,002,900	\$1,770,550	\$4,508,300	\$4,064,850	\$2,452,300	\$3,657,000
% Chg \$	-44.82%	-41.04%	154.63%	-9.84%	-39.67%	49.13%
# Sold	13	10	21	19	12	12
% Chg #	-31.58%	-23.08%	110.00%	-9.52%	-36.84%	0.00%
Avg \$	\$230,992	\$177,055	\$214,681	\$213,939	\$204,358	\$304,750
% Chg Avg	-19.35%	-23.35%	21.25%	-0.35%	-4.48%	49.13%
Lanesboro						
\$ Sold	\$4,228,900	\$3,930,100	\$5,828,032	\$4,757,450	\$5,781,900	\$4,769,700
% Chg \$	-20.22%	-7.07%	48.29%	-18.37%	21.53%	-17.51%
# Sold	19	19	23	19	26	25
% Chg #	-20.83%	0.00%	21.05%	-17.39%	36.84%	-3.85%
Avg \$	\$222,574	\$206,847	\$253,393	\$250,392	\$222,381	\$190,788
% Chg Avg	0.77%	-7.07%	22.50%	-1.18%	-11.19%	-14.21%
Peru						
\$ Sold	\$655,000	\$572,200	\$524,000	\$1,348,500	\$983,250	\$1,537,000
% Chg \$	-70.38%	-12.64%	-8.42%	157.35%	-27.09%	56.32%
# Sold	3	6	3	8	6	10
% Chg #	-70.00%	100.00%	-50.00%	166.67%	-25.00%	66.67%
Avg \$	\$218,333	\$95,367	\$174,667	\$168,563	\$163,875	\$153,700
% Chg Avg	-1.27%	-56.32%	83.15%	-3.49%	-2.78%	-6.21%
Pittsfield						
\$ Sold	\$53,785,292	\$49,138,806	\$45,940,130	\$44,587,817	\$53,899,975	\$55,270,609
% Chg \$	-23.72%	-8.64%	-6.51%	-2.94%	20.88%	2.54%
# Sold	295	275	247	241	300	335
% Chg #	-7.52%	-6.78%	-10.18%	-2.43%	24.48%	11.67%
Avg \$	\$182,323	\$178,687	\$185,992	\$185,012	\$179,667	\$164,987
% Chg Avg	-17.51%	-1.99%	4.09%	-0.53%	-2.89%	-8.17%
Richmond						
\$ Sold	\$6,932,500	\$4,816,500	\$4,315,000	\$1,367,000	\$9,717,050	\$7,446,000
% Chg \$	-23.53%	-30.52%	-10.41%	-68.32%	610.83%	-23.37%
# Sold	13	13	8	4	16	19
% Chg #	-27.78%	0.00%	-38.46%	-50.00%	300.00%	18.75%
Avg \$	\$533,269	\$370,500	\$539,375	\$341,750	\$607,316	\$391,895
% Chg Avg	5.88%	-30.52%	45.58%	-36.64%	77.71%	-35.47%

CENTRAL BERKSHIRE RESIDENTIAL SALES PAGE 3

	2008	2009	2010	2011	2012	2013
Washington						
\$ Sold	\$299,000	\$418,914	\$857,000	\$757,000	\$824,900	\$860,000
% Chg \$	-78.11%	40.11%	104.58%	-11.67%	8.97%	4.26%
# Sold	1	2	4	2	3	5
% Chg #	-80.00%	100.00%	100.00%	-50.00%	50.00%	66.67%
Avg \$	\$299,000	\$209,457	\$214,250	\$378,500	\$274,967	\$172,000
% Chg Avg	9.44%	-29.95%	2.29%	76.66%	-27.35%	-37.45%
Windsor						
\$ Sold	\$2,183,000	\$1,124,500	\$1,446,600	\$987,500	\$1,893,900	\$1,891,900
% Chg \$	94.86%	-48.49%	28.64%	-31.74%	91.79%	-0.11%
# Sold	9	4	7	5	9	9
% Chg #	28.57%	-55.56%	75.00%	-28.57%	80.00%	0.00%
Avg \$	\$242,556	\$281,125	\$206,657	\$197,500	\$210,433	\$210,211
% Chg Avg	51.56%	15.90%	-26.49%	-4.43%	6.55%	-0.11%
Total \$ Sold	\$90,530,495	\$77,609,370	\$81,215,620	\$72,882,567	\$89,469,795	\$91,860,359
Total % Chg \$	-20.57%	-14.27%	4.65%	-10.26%	22.76%	2.67%
Total # Sold	439	407	394	370	449	499
Total % Chg #	-9.67%	-7.29%	-3.19%	-6.09%	21.35%	11.14%
Total Avg \$	\$206,220	\$190,686	\$206,131	\$196,980	\$199,265	\$184,089
Total % Chg Avg	-12.06%	-7.53%	8.10%	-4.44%	1.16%	-7.62%

SOUTHERN BERKSHIRE SALES OVERVIEW



The strongest market in the Berkshires, residential sales in southern Berkshire surged 12.81% over the 2012 sales rates, with over \$156 million transacted in single family home sales. Condo sales also showed a steady increase from previous years, with a recorded high since 2007. Land sales also showed great improvement, with an increase from \$4.4 million to \$9.2 million in sales, up from 23 parcels to 52 parcels sold in 2013. Median land prices did retract, down to \$177,710 on average.

Commercial sales volume was also up considerably from previous years. With \$11 million in transactions recorded in the Berkshire MLS, this is the highest dollar volume on record [verified dating back to 1995]. This increase is attributed to several high-end sales over \$1M.

Southern	2008	2009	2010	2011	2012	2013
Total \$ Sold	\$173,950,842	\$118,969,451	\$148,955,461	\$140,835,224	\$163,273,085	\$197,176,391
Total % Chg \$	-15.31%	-31.61%	25.20%	-5.45%	15.93%	20.76%
Total # Sold	412	336	405	403	457	525
Total % Chg #	-16.60%	-18.45%	20.54%	-0.49%	13.40%	14.88%
Total Avg \$	\$422,211	\$354,076	\$367,791	\$349,467	\$357,272	\$375,574
Total % Chg	1.54%	-16.14%	3.87%	-4.98%	2.23%	5.12%

SOUTHERN BERKSHIRE SALES

Southern	2008	2009	2010	2011	2012	2013
Residential						
\$ Sold	\$135,916,810	\$96,359,351	\$128,016,810	\$111,138,574	\$138,468,660	\$156,202,691
% Chg \$	-15.63%	-29.10%	32.85%	-13.18%	24.59%	12.81%
# Sold	304	260	313	298	368	393
% Chg #	-10.32%	-14.47%	20.38%	-4.79%	23.49%	6.79%
Avg \$	\$447,095	\$370,613	\$408,999	\$372,948	\$376,274	\$397,462
% Chg Avg	-5.91%	-17.11%	10.36%	-8.81%	0.89%	5.63%
Condominium						
\$ Sold	\$14,862,842	\$10,140,750	\$8,924,450	\$14,285,900	\$10,805,525	\$17,576,300
% Chg \$	-24.09%	-31.77%	-11.99%	60.08%	-24.36%	62.66%
# Sold	37	27	31	35	36	58
% Chg #	-30.19%	-27.03%	14.81%	12.90%	2.86%	61.11%
Avg \$	\$401,698	\$375,583	\$287,885	\$408,169	\$300,153	\$303,040
% Chg Avg	8.74%	-6.50%	-23.35%	41.78%	-26.46%	0.96%
MultiFamily						
\$ Sold	\$1,947,600	\$1,623,000	\$2,764,500	\$2,014,000	\$2,094,500	\$2,772,500
% Chg \$	-44.74%	-16.67%	70.33%	-27.15%	4.00%	32.37%
# Sold	8	6	15	10	11	10
% Chg #	-27.27%	-25.00%	150.00%	-33.33%	10.00%	-9.09%
Avg \$	\$243,450	\$270,500	\$184,300	\$201,400	\$190,409	\$277,250
% Chg Avg	-24.02%	11.11%	-31.87%	9.28%	-5.46%	45.61%
Commercial						
\$ Sold	\$6,872,000	\$3,936,500	\$2,690,001	\$6,504,000	\$7,444,900	\$11,384,000
% Chg \$	-19.79%	-42.72%	-31.67%	141.78%	14.47%	52.91%
# Sold	14	7	7	9	19	12
% Chg #	-17.65%	-50.00%	0.00%	28.57%	111.11%	-36.84%
Avg \$	\$490,857	\$562,357	\$384,286	\$722,667	\$391,837	\$948,667
% Chg Avg	-2.60%	14.57%	-31.67%	88.05%	-45.78%	142.11%
Lots/Land						
\$ Sold	\$14,351,590	\$6,909,850	\$6,559,700	\$6,892,750	\$4,459,500	\$9,240,900
% Chg \$	13.56%	-51.85%	-5.07%	5.08%	-35.30%	107.22%
# Sold	49	36	39	51	23	52
% Chg #	-33.78%	-26.53%	8.33%	30.77%	-54.90%	126.09%
Avg \$	\$292,890	\$191,940	\$168,197	\$135,152	\$193,891	\$177,710
% Chg Avg	71.50%	-34.47%	-12.37%	-19.65%	43.46%	-8.35%

SOUTHERN BERKSHIRE RESIDENTIAL SALES

Southern Berkshire residential sales are up 12.8% from last year, with 25 more sales in the region, comparing Realtor transactions from each year. This is the strongest market since 2006.

2013 residential sales increases were extraordinary in Alford, Lee, Egremont, Monterey, Stockbridge and West Stockbridge. Great Barrington and Lenox residential sales were a bit more modest, but showed solid gains over 2012 sales rates. Tyringham and Sheffield markets were down slightly and New Marlborough, Sandisfield, Becket, Otis and Mount Washington were down double digit sales percentages.

Average selling prices rose by 5.63%, up to \$397,462 on average for single family residential homes.

	2008	2009	2010	2011	2012	2013
Total \$ Sold	\$135,916,810	\$96,359,351	\$128,016,810	\$111,138,574	\$138,468,660	\$156,202,691
Total % Chg \$	-15.63%	-29.10%	32.85%	-13.18%	24.59%	12.81%
Total # Sold	304	260	313	298	368	393
Total % Chg #	-10.32%	-14.47%	20.38%	-4.79%	23.49%	6.79%
Total Avg \$	\$447,095	\$370,613	\$408,999	\$372,948	\$376,274	\$397,462
Total % Chg Avg	-5.91%	-17.11%	10.36%	-8.81%	0.89%	5.63%

The town-by-town residential highlights are shown below.

	2008	2009	2010	2011	2012	2013
Alford						
\$ Sold	\$555,000	\$985,000	\$2,650,000	\$3,304,000	\$4,471,000	\$8,984,000
% Chg \$	-85.47%	77.48%	169.04%	24.68%	35.32%	100.94%
# Sold	2	2	2	6	6	11
% Chg #	-60.00%	0.00%	0.00%	200.00%	0.00%	83.33%
Avg \$	\$277,500	\$492,500	\$1,325,000	\$550,667	\$745,167	\$816,727
% Chg Avg	-63.68%	77.48%	169.04%	-58.44%	35.32%	9.60%
Becket						
\$ Sold	\$9,967,600	\$10,359,268	\$6,498,660	\$7,209,900	\$8,549,550	\$6,687,520
% Chg \$	-6.78%	3.93%	-37.27%	10.94%	18.58%	-21.78%
# Sold	32	31	32	30	46	36
% Chg #	-15.79%	-3.13%	3.23%	-6.25%	53.33%	-21.74%
Avg \$	\$311,488	\$334,170	\$203,083	\$240,330	\$185,860	\$185,764
% Chg Avg	10.70%	7.28%	-39.23%	18.34%	-22.66%	-0.05%

SOUTHERN BERKSHIRE RESIDENTIAL SALES PAGE 2

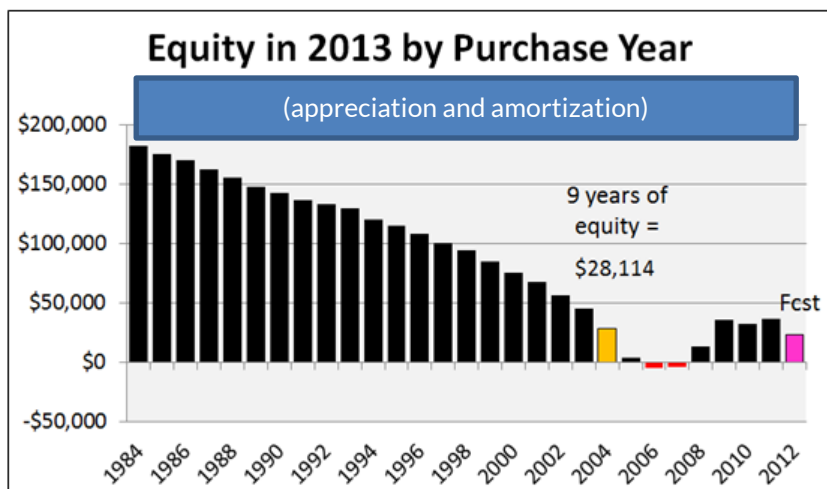
	2008	2009	2010	2011	2012	2013
Egremont						
\$ Sold	\$9,715,500	\$8,026,700	\$12,250,000	\$8,493,000	\$6,442,250	\$10,928,250
% Chg \$	-8.59%	-17.38%	52.62%	-30.67%	-24.15%	69.63%
# Sold	14	11	23	18	17	18
% Chg #	-30.00%	-21.43%	109.09%	-21.74%	-5.56%	5.88%
Avg \$	\$693,964	\$729,700	\$532,609	\$471,833	\$378,956	\$607,125
% Chg Avg	30.59%	5.15%	-27.01%	-11.41%	-19.68%	60.21%
Great Barrington						
\$ Sold	\$23,072,550	\$19,509,000	\$24,010,500	\$22,934,162	\$25,846,200	\$26,997,300
% Chg \$	9.95%	-15.44%	23.07%	-4.48%	12.70%	4.45%
# Sold	58	54	53	59	59	74
% Chg #	-3.33%	-6.90%	-1.85%	11.32%	0.00%	25.42%
Avg \$	\$397,803	\$361,278	\$453,028	\$388,715	\$438,071	\$364,828
% Chg Avg	13.74%	-9.18%	25.40%	-14.20%	12.70%	-16.72%
Lee						
\$ Sold	\$13,284,000	\$9,429,800	\$8,910,300	\$7,343,350	\$8,492,750	\$10,649,110
% Chg \$	49.12%	-29.01%	-5.51%	-17.59%	15.65%	25.39%
# Sold	43	37	39	28	37	39
% Chg #	43.33%	-13.95%	5.41%	-28.21%	32.14%	5.41%
Avg \$	\$308,930	\$254,859	\$228,469	\$262,263	\$229,534	\$273,054
% Chg Avg	4.03%	-17.50%	-10.35%	14.79%	-12.48%	18.96%
Lenox						
\$ Sold	\$15,209,210	\$9,651,950	\$19,902,000	\$11,582,350	\$16,490,250	\$16,927,555
% Chg \$	-18.37%	-36.54%	106.20%	-41.80%	42.37%	2.65%
# Sold	30	25	36	29	41	47
% Chg #	-16.67%	-16.67%	44.00%	-19.44%	41.38%	14.63%
Avg \$	\$506,974	\$386,078	\$552,833	\$399,391	\$402,201	\$360,161
% Chg Avg	-2.05%	-23.85%	43.19%	-27.76%	0.70%	-10.45%
Monterey						
\$ Sold	\$17,167,000	\$5,614,551	\$15,047,500	\$5,163,000	\$3,442,500	\$9,194,000
% Chg \$	32.20%	-67.29%	168.01%	-65.69%	-33.32%	167.07%
# Sold	20	9	19	10	9	16
% Chg #	33.33%	-55.00%	111.11%	-47.37%	-10.00%	77.78%
Avg \$	\$858,350	\$623,839	\$791,974	\$516,300	\$382,500	\$574,625
% Chg Avg	-0.85%	-27.32%	26.95%	-34.81%	-25.92%	50.23%

SOUTHERN BERKSHIRE RESIDENTIAL SALES PAGE 3

	2008	2009	2010	2011	2012	2013
New Marlborough						
\$ Sold	\$5,273,500	\$5,220,900	\$5,712,750	\$10,744,000	\$11,609,000	\$9,683,000
% Chg \$	-56.79%	-1.00%	9.42%	88.07%	8.05%	-16.59%
# Sold	10	14	12	19	25	17
% Chg #	-41.18%	40.00%	-14.29%	58.33%	31.58%	-32.00%
Avg \$	\$527,350	\$372,921	\$476,063	\$565,474	\$464,360	\$569,588
Otis						
\$ Sold	\$8,036,400	\$6,263,155	\$5,790,600	\$6,872,999	\$14,056,000	\$5,384,925
% Chg \$	-0.51%	-22.07%	-7.54%	18.69%	104.51%	-61.69%
# Sold	23	21	17	24	31	21
% Chg #	0.00%	-8.70%	-19.05%	41.18%	29.17%	-32.26%
Avg \$	\$349,409	\$298,245	\$340,624	\$286,375	\$453,419	\$256,425
% Chg Avg	-0.51%	-14.64%	14.21%	-15.93%	58.33%	-43.45%
Sandisfield						
\$ Sold	\$3,441,050	\$2,552,500	\$1,778,500	\$2,674,400	\$4,151,260	\$3,288,331
% Chg \$	-12.80%	-25.82%	-30.32%	50.37%	55.22%	-20.79%
# Sold	8	9	7	7	15	14
% Chg #	-50.00%	12.50%	-22.22%	0.00%	114.29%	-6.67%
Avg \$	\$430,131	\$283,611	\$254,071	\$382,057	\$276,751	\$234,881
% Chg Avg	74.39%	-34.06%	-10.42%	50.37%	-27.56%	-15.13%
Sheffield						
\$ Sold	\$9,825,000	\$6,257,750	\$6,958,500	\$9,680,963	\$11,957,600	\$10,417,500
% Chg \$	-28.01%	-36.31%	11.20%	39.12%	23.52%	-12.88%
# Sold	27	20	27	33	30	36
% Chg #	-20.59%	-25.93%	35.00%	22.22%	-9.09%	20.00%
Avg \$	\$363,889	\$312,888	\$257,722	\$293,363	\$398,587	\$289,375
% Chg Avg	-9.34%	-14.02%	-17.63%	13.83%	35.87%	-27.40%
Stockbridge						
\$ Sold	\$9,935,000	\$5,420,000	\$8,775,000	\$7,025,150	\$14,911,050	\$27,462,700
% Chg \$	-59.86%	-45.45%	61.90%	-19.94%	112.25%	84.18%
# Sold	21	14	22	16	32	43
% Chg #	-19.23%	-33.33%	57.14%	-27.27%	100.00%	34.38%
Avg \$	\$473,095	\$387,143	\$398,864	\$439,072	\$465,970	\$638,667
% Chg Avg	-50.31%	-18.17%	3.03%	10.08%	6.13%	37.06%

SOUTHERN BERKSHIRE RESIDENTIAL SALES PAGE 4

	2008	2009	2010	2011	2012	2013
Tyringham						
\$ Sold	\$1,395,000	\$275,000	\$2,480,000	\$2,025,000	\$1,895,000	\$1,680,000
% Chg \$		-80.29%	801.82%	-18.35%	-6.42%	-11.35%
# Sold	1	1	5	3	3	3
% Chg #		0.00%	400.00%	-40.00%	0.00%	0.00%
Avg \$	\$1,395,000	\$275,000	\$496,000	\$675,000	\$631,667	\$560,000
West Stockbridge						
\$ Sold	\$8,537,000	\$5,628,777	\$6,177,500	\$6,086,300	\$4,399,250	\$7,820,500
% Chg \$	-23.31%	-34.07%	9.75%	-1.48%	-27.72%	77.77%
# Sold	14	10	17	16	13	17
% Chg #	-12.50%	-28.57%	70.00%	-5.88%	-18.75%	30.77%
Avg \$	\$609,786	\$562,878	\$363,382	\$380,394	\$338,404	\$460,029
% Chg Avg	-12.36%	-7.69%	-35.44%	4.68%	-11.04%	35.94%
Total \$ Sold	\$135,916,810	\$96,359,351	\$128,016,810	\$111,138,574	\$138,468,660	\$156,202,691
Total % Chg \$	-15.63%	-29.10%	32.85%	-13.18%	24.59%	12.81%
Total # Sold	304	260	313	298	368	393
Total % Chg #	-10.32%	-14.47%	20.38%	-4.79%	23.49%	6.79%
Total Avg \$	\$447,095	\$370,613	\$408,999	\$372,948	\$376,274	\$397,462
Total % Chg Avg	-5.91%	-17.11%	10.36%	-8.81%	0.89%	5.63%



Housing Equity 2013

With the end of 2013 closing in, it is time to take stock of the impact from the strong 2013 housing market. Home price growth was robust in 2013 compared to 2012 and is currently forecast by NAR Research to finish the year 11.3% stronger. This improvement is important for the market as it has created equity for homeowners, boosted buyer confidence, and pulled many underwater homeowners into positive equity positions.

LATEST HOUSING AFFORDABILITY DATA

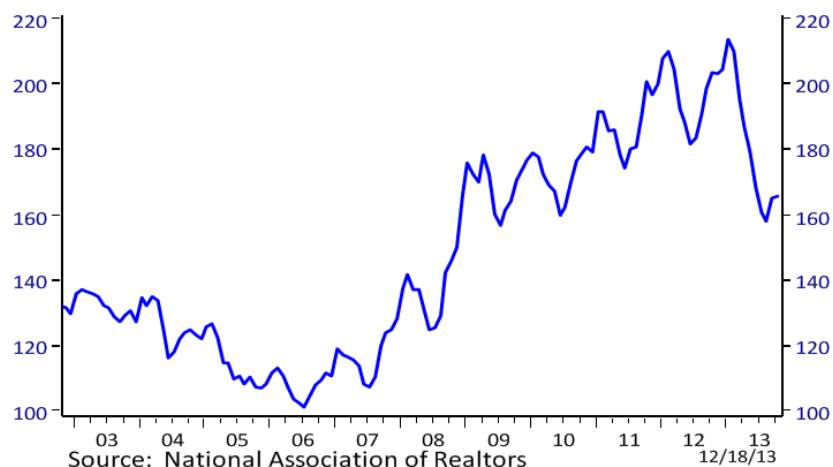
At the national level, housing affordability is up slightly for the month but higher mortgage rates and home prices have pushed affordability lower from a year ago. What is affordability like in your market?

- Housing affordability is up for the month of October in the U.S. and all 4 regions as prices increased slightly from September. The median single-family home price is up 12.7 % from last year as October marks the eleventh consecutive month of double-digit year-over-year price gains for single-family homes.
- Nationally, affordability is down from 203.7 in October 2012 to 165.4 in October 2013.
- Mortgage rates are down from last month and up 25.8% from a year ago. Lower rates help affordability but an increase in inventory will help ease the pressure on home prices.
- By region, affordability is up from one month ago in all regions except the Northeast, where there was a 5.0% decrease in affordability. The Midwest had the biggest gain in affordability at 2.7%. From one year ago, affordability is down in all regions. The West has had the largest price gain at 16.7 % while the Northeast had the smallest at 7.4%.

	Median Priced Existing Single- Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as a % of Income	Median Family Income	Qualifying Income**	Affordability Indexes		
							Composite	Fixed	
							This Month	Month Ago	Year Ago
Northeast	237,100	4.29	938	15.2	74,081	45,024	164.5	160.1	187.3
Midwest	151,600	4.51	615	11.5	64,306	29,520	217.8	221.0	261.3
South	176,200	4.41	707	14.3	59,147	33,936	174.3	180.9	209.2
West	287,500	4.42	1,154	21.0	66,088	55,392	119.3	121.1	151.0

**Effective rate on loans closed on existing homes - Federal Housing Finance Agency. Adjustable mortgage rates are not available since 2010. **Based on a 25% qualifying ratio for monthly housing expense to gross monthly income with a 20% down payment*

NAR Housing Affordability Index: Composite
Fixed + ARM



Source: National Association of Realtors