



Real Estate Market Watch Year of 2016 Berkshire County, Massachusetts

Berkshire County Living: Nestled in the beautiful hills of western Massachusetts – Where nature comes 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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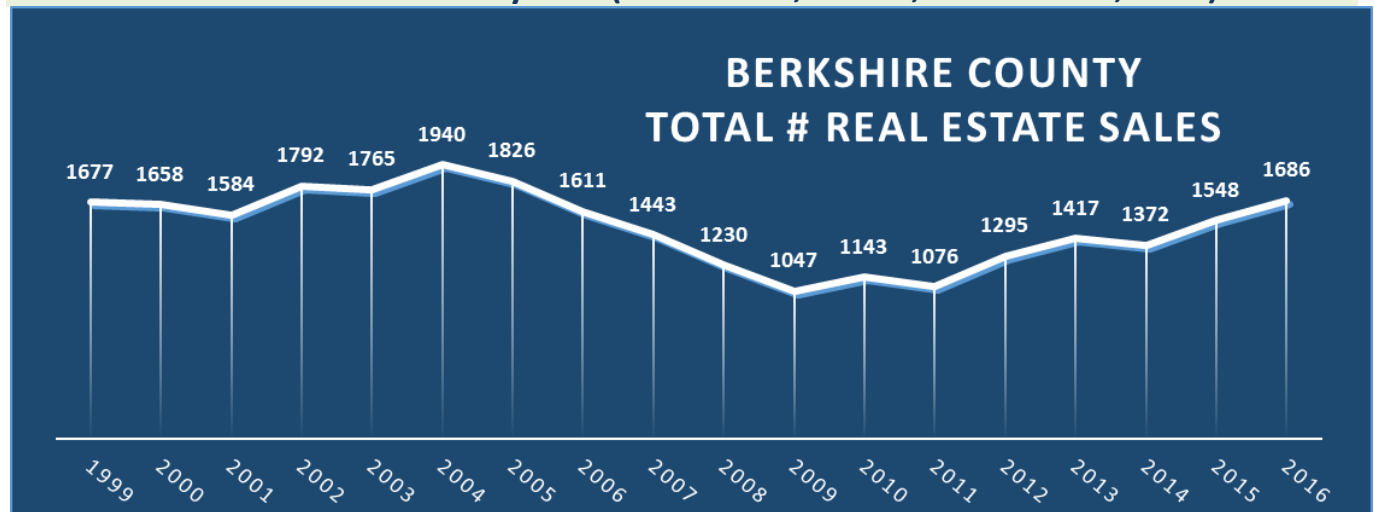
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Sales this year
increased over the
previous 10 years of
real estate transactions
in Berkshire County.

2016 Year End Market Watch January - December Sales Comparison

Sales continue to rise since 2010, with the total number of real estate transactions in 2016 topping 1686 transfers. This is the high since 2005. Similarly, the dollar volume of the sales also continued to grow, topping at 407 million dollars transacted in 2016. While this dollar volume is the highest since 2007, it should be noted that the average home sale price has not rebounded in the same manner. In all regions, the average home sale price in 2007 was higher than today. Our growth is in the number of transactions and not the individual sales prices when compared to our market high.

Historical # Sales Countywide (Residential, Condo, Commercial, Land)



2010	2011	2012	2013	2014	2015	2016
\$285,440,418	\$262,302,045	\$314,873,844	\$354,985,556	\$336,555,519	\$373,667,078	\$407,709,416

By Property Type	\$ Sold	# Sales
Residential	\$339,796,453	1307
Condominium	\$23,586,250	107
Lots/Land	\$16,674,452	101
Multifamily	\$14,302,810	127
Commercial	\$13,349,451	44
Grand Total	\$407,709,416	1686

By Region	2015		2016	
	\$ Sold	# Sales	\$ Sold	# Sales
North	\$53,693,279	304	\$52,010,146	329
Central	\$126,488,099	704	\$152,779,466	781
South	\$193,485,701	540	\$202,919,804	576
Grand Total	\$373,667,078	1548	\$407,709,416	1686

Up 9% over 2015

All regions show positive gains over the sales rates in 2015. North county overall sales were 25 higher than last year but their total volume retracted slightly.

Red Hot Berkshire Residential Markets: 2016 Sales

Residential Sales	January – December 2015		January – December 2016		
2-year Comparison	# Sold	\$ Sold	# Sold	\$ Sold	% Diff
Northern Berkshire	223	\$43,578,167	236	\$40,967,643	-6.0%
▲ Adams	50	\$6,587,300	60	\$8,735,610	32.6%
▲ Clarksburg	12	\$1,807,300	23	\$3,337,700	84.7%
Florida	8	\$928,500	4	\$627,000	-32.5%
▲ North Adams	75	\$8,471,500	93	\$10,670,401	26.0%
Savoy	6	\$879,000	5	\$677,100	-23.0%
Williamstown	71	\$24,724,068	51	\$16,919,832	-31.6%
Central Berkshire	563	\$107,725,070	624	\$130,575,356	21.2%
Cheshire	27	\$5,138,400	18	\$3,800,500	-26.0%
▲ Dalton	66	\$12,285,410	85	\$17,310,575	40.9%
Hancock	9	\$2,491,000	6	\$1,292,044	-48.1%
▲ Hinsdale	21	\$4,739,699	21	\$5,375,174	13.4%
Lanesboro	32	\$7,181,510	37	\$6,607,025	-8.0%
▲ Peru	9	\$1,451,500	14	\$3,337,351	129.9%
▲ Pittsfield	361	\$62,716,751	392	\$76,250,973	21.6%
▲ Richmond	22	\$8,418,400	33	\$12,310,565	46.2%
Washington	7	\$1,587,900	5	\$1,162,950	-26.8%
▲ Windsor	9	\$1,714,500	13	\$3,128,200	82.5%
Southern Berkshire	401	\$158,846,984	447	\$168,169,954	5.9%
Alford	11	\$10,800,249	8	\$5,985,500	-44.6%
▲ Becket	53	\$11,324,600	56	\$12,961,509	14.5%
▲ Egremont	21	\$10,092,500	28	\$16,379,404	62.3%
Great Barrington	59	\$26,031,750	71	\$25,149,525	-3.4%
▲ Lee	40	\$9,542,044	45	\$10,469,800	9.7%
Lenox	44	\$19,371,325	42	\$16,673,650	-13.9%
▲ Monterey	17	\$10,697,000	23	\$12,392,500	15.9%
▲ Mt Washington	4	\$1,137,000	7	\$2,785,500	145.0%
New Marlborough	25	\$10,666,675	26	\$8,555,270	-19.8%
Otis	31	\$9,831,125	32	\$9,278,413	-5.6%
▲ Sandisfield	17	\$4,430,170	23	\$8,783,980	98.3%
Sheffield	33	\$13,296,500	31	\$10,876,554	-18.2%
Stockbridge	28	\$15,097,546	28	\$16,711,850	10.7%
Tyringham	5	\$2,343,000	5	\$1,393,000	-40.5%
▲ West Stockbridge	13	\$4,185,500	22	\$9,773,500	133.5%
Grand Total	1187	\$310,150,220	1307	\$339,712,953	9.5%

2016 BERKSHIRE SALES

Sales rose throughout the Berkshires. While northern Berkshire had more sales than the same time last year, the dollar volume was a bit lower than the previous year. Elsewhere, Central and Southern Berkshire shared increases in both dollar volume and the number of homes sold in 2016, with central Berkshire reporting double digit gains. Residential, Multifamily, and Commercial sales have been consistently exceeding last year sales, Condo sales were the same but dollar volume was down, and sales were up considerably in dollar volume but the number of parcels sold remained the same as 2015.

Average Days
on the Market

190

**1684
sales**

↑ 9%

Most # of sales since 2005!

88%

List-to-Sell Ratio
for co-brokers

84% for in-house

\$407 M

sales, ↑ 9%

Largest Price Range

\$150-\$199 K

Sales

\$150-\$199 K

Listings

11

months'
supply

**948 Homes
for Sale**

\$193,000

median sale price

\$259,900

median list price

3.65%

↓ from 3.85%
avg 30 yr Fixed
MtgRate in '15

84

sales pending
in December

65%

sales co-broke
35% in-house.

Residential Sales Volume \$340M up 9.5%

Residential # Units Sold 1307, up 10.1%

Multi-family Sales Volume: \$14.1M, up +2.9%

Multi-family # Units Sold: 127, up 17.6%

Condo Sales Volume: \$23.6 M, down 27.8%

Condo # Units Sold: 107, down 14.4

Land Sales Volume: \$16.7 M, up 73.7%

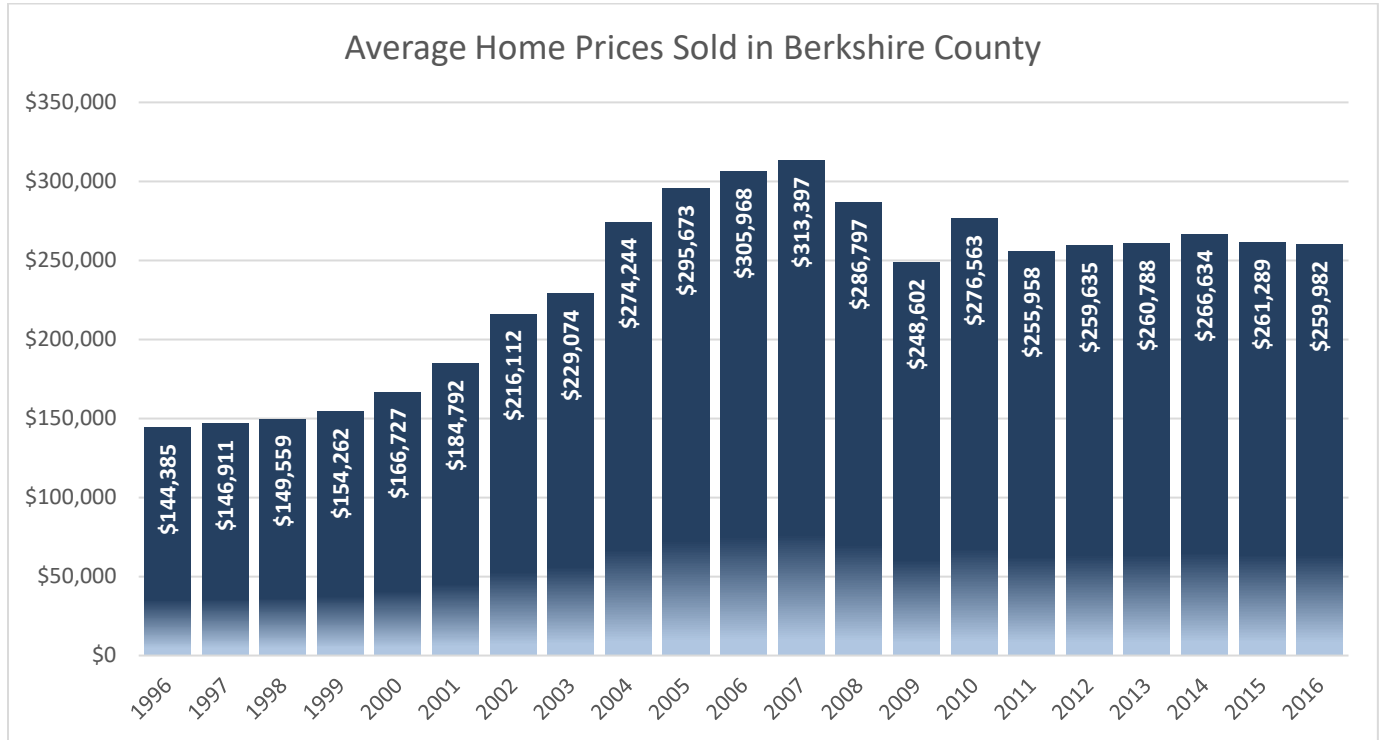
Land # Units Sold: 100, up 1%

Commercial Sales Volume: \$13.0M, up 73%

Commercial # Units Sold: 43, up 48%

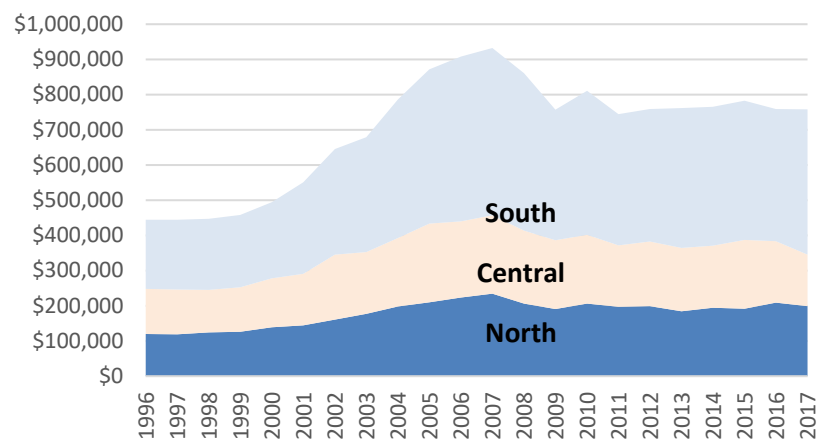
Residential Trends	2011	2012	2013	2014	2015	2016
Total # Sales	828	1024	1083	1068	1187	1307
Total \$ Sold	\$211,933,116	\$265,866,058	\$282,433,231	\$284,764,994	\$310,150,220	\$339,710,453

Home Sale Appreciation Overview



Average Residential Sale Price by Region			
Year	North	Central	South
2000	\$139,312	\$138,777	\$216,476
2001	\$146,563	\$144,626	\$259,679
2002	\$184,510	\$161,247	\$299,322
2003	\$175,091	\$177,380	\$326,633
2004	\$194,079	\$198,197	\$393,871
2005	\$223,575	\$209,899	\$438,162
2006	\$216,560	\$223,149	\$468,190
2007	\$222,685	\$234,504	\$475,201
2008	\$207,291	\$206,220	\$447,095
2009	\$195,672	\$190,686	\$370,613
2010	\$195,481	\$206,131	\$408,999
2011	\$174,450	\$196,980	\$372,948
2012	\$183,225	\$199,265	\$376,274
2013	\$180,001	\$184,061	\$397,462
2014	\$176,591	\$194,498	\$394,614
2015	\$195,418	\$191,341	\$396,127
2016	\$174,058	\$209,251	\$375,714

Residential Average Sale Prices By Region



TOTAL SALES BY REGION

Residential, Condo, Multi, Commercial, and Land

- All parts of the region transacted HIGHER sales units volume, with central Berkshire showing the overall greatest increase over last year.
- All parts of the region transacted MORE sales volume, except Northern Berkshire that retracted by 3%.

	2012	2013	2014	2015	2016
North					
# Sales	270	265	253	304	329
% Change #	29.81%	-1.85%	-4.53%	20.16%	8.22%
\$ Sold	\$45,395,553	\$43,072,786	\$40,574,702	\$53,693,279	\$52,010,146
% Change \$	30.18%	-5.12%	-5.80%	32.33%	-3.13%
Avg \$	168131.6778	162538.8144	160374.3162	176622.6282	158085.551
% Diff Avg	0.28%	-3.33%	-1.33%	10.13%	-10.50%
Central					
# Sales	568	627	596	704	781
% Change #	22.41%	10.39%	-4.94%	18.12%	10.94%
\$ Sold	\$106,205,206	\$114,736,379	\$111,155,129	\$126,488,099	\$152,779,466
% Change \$	23.14%	8.03%	-3.12%	13.79%	20.79%
Avg \$	186980.9965	182992.63	186501.8943	179670.5945	195620.315
% Diff Avg	0.60%	-2.13%	1.92%	-3.66%	8.88%
South					
# Sales	457	525	523	540	576
% Change #	13.12%	14.88%	-0.38%	3.25%	6.67%
\$ Sold	\$163,273,085	\$197,176,391	\$184,825,688	\$193,485,701	\$202,919,804
% Change \$	15.64%	20.76%	-6.26%	4.69%	4.88%
Avg \$	357271.5208	375574.0781	353395.1976	358306.853	352291.3266
% Diff Avg	2.23%	5.12%	-5.91%	1.39%	-1.68%
Total # Sales	1295	1417	1372	1548	1686
Total % Change #	20.35%	9.42%	-3.18%	12.83%	8.91%
Total \$ Sold	\$314,873,844	\$354,985,556	\$336,555,519	\$373,667,078	\$407,709,416
Total % Change \$	20.04%	12.74%	-5.19%	11.03%	9.11%
Total Avg \$	243145.8255	250519.0937	245302.8567	241387.0014	241820.5317
Total % Diff Avg	-0.26%	3.03%	-2.08%	-1.60%	0.18%

RESIDENTIAL PRICE RANGE REPORT

Below is the average number of months it will take to exhaust our current inventory of homes on the market based on 2016 sales rates. Inventory is tight in some markets, and very tight in some price ranges.

2016	North				Central				South			
Price Class	Sold YTD	Active	Pending	Months of Absorption	Sold YTD	Active	Pending	Months of Absorption	Sold YTD	Active	Pending	Months of Absorption
\$0-\$99K	64	33	6	6	65	26	4	5	29	20	3	8
\$100K - \$149K	72	31	6	5	155	34	14	3	28	17	1	7
\$150K - \$199K	43	16	2	4	160	46	12	3	58	28	5	6
\$200K - \$249K	12	9	1	9	90	29	9	4	62	38	7	7
\$250K - \$299K	17	8	0	6	65	23	5	4	54	67	6	15
\$300K - \$349K	5	7	0	17	26	11	2	5	45	33	4	9
\$350K - \$399K	5	3	1	7	22	18	1	10	36	41	6	14
\$400K - \$449K	5	0	0	0	9	7	0	9	29	13	4	5
\$450K - \$499K	3	3	0	12	8	7	1	11	21	31	4	18
\$500K - \$749K	6	4	1	8	19	22	1	14	44	68	8	19
\$750K - \$999K	1	5	0	60	2	8	0	48	21	40	1	23
\$1M - \$1.99M	2	6	0	36	3	8	0	**	19	53	3	33
\$2,M - \$2.99M	0	1	0	**	0	2	0	**	2	13	0	78
\$3M - \$4.99M	0	0	0	**	0	2	0	**	0	11	0	**
\$5M +	0	0	0	**	0	0	0	**	0	2	0	**
Total	235	126	17	6	624	243	49	5	448	473	52	13

** Not enough sales to calculate Absorption Rate

	North			Central			South		
2016	Sold \$	Active \$	Pending \$	Sold \$	Active \$	Pending \$	Sold \$	Active \$	Pending \$
Avg	\$186,579	\$298,237	\$196,672	\$188,212	\$341,920	\$226,802	\$388,884	\$625,994	\$574,116
Median	\$137,000	\$156,700	\$28,800	\$160,000	\$229,900	\$155,000	\$292,000	\$419,000	\$220,000

**Residential sales
Strong, overall
up 10%
over 2015**

RESIDENTIAL REPORT

For single family residential homes, the market overall rose 10% in Berkshire County. Sales surged in central Berkshire, with large gains in both the total number of homes sold and the dollar volume of the transactions – their best year since 2005.

The southern region was also markedly better than the previous years, where they had the highest dollar volume since 2007 and the most transactions since 2004. While northern Berkshire ticked up just a hair over last year, it was still a strong year.

	2012	2013	2014	2015	2016
North					
# Sales	207	190	179	223	235
% Change #	29.38%	-8.21%	-5.79%	24.58%	5.38%
\$ Sold	\$37,927,603	\$34,200,181	\$31,609,865	\$43,578,167	\$40,903,643
% Change \$	35.88%	-9.83%	-7.57%	37.86%	-6.14%
Avg \$	183225.1353	180000.9517	176591.4218	195417.7891	174058.0565
% Diff Avg	5.03%	-1.76%	-1.89%	10.66%	-10.93%
Central					
# Sales	449	500	488	563	624
% Change #	21.35%	11.36%	-2.40%	15.37%	10.83%
\$ Sold	\$89,469,795	\$92,030,359	\$94,914,929	\$107,725,070	\$130,572,856
% Change \$	22.76%	2.86%	3.13%	13.50%	21.21%
Avg \$	199264.5768	184060.718	194497.8053	191341.1536	209251.3718
% Diff Avg	1.16%	-7.63%	5.67%	-1.62%	9.36%
South					
# Sales	368	393	401	401	448
% Change #	23.49%	6.79%	2.04%	0.00%	11.72%
\$ Sold	\$138,468,660	\$156,202,691	\$158,240,200	\$158,846,984	\$168,319,954
% Change \$	24.59%	12.81%	1.30%	0.38%	5.96%
Avg \$	376273.5326	397462.3181	394613.9651	396127.1421	375714.1834
% Diff Avg	0.89%	5.63%	-0.72%	0.38%	-5.15%
Total # Sales	1024	1083	1068	1187	1307
Total % Change #	23.67%	5.76%	-1.39%	11.14%	10.11%
Total \$ Sold	\$265,866,058	\$282,433,231	\$284,764,994	\$310,150,220	\$339,796,453
Total % Change \$	25.45%	6.23%	0.83%	8.91%	9.56%
Total Avg \$	259634.8223	260787.8401	266633.889	261289.1495	259981.9843
Total % Diff Avg	1.44%	0.44%	2.24%	-2.00%	-0.50%



CONDO REPORT

Condominium sales got the boost they needed in 2015, with double digit increases in all regions of the county. Entering 2016, we were hopeful this momentum would continue. Northern Berkshire sales rates continued to rise, and central Berkshire maintained the same market dynamic. South county showed a significant lag in condo sales.

Condo sales
stable in
central, fall in
south

	2012	2013	2014	2015	2016
North					
# Sales	14	12	10	14	20
% Change #	180.00%	-14.29%	-16.67%	40.00%	42.86%
\$ Sold	\$2,296,400	\$2,156,000	\$1,952,788	\$2,800,400	\$2,761,300
% Change \$	167.94%	-6.11%	-9.43%	43.41%	-1.40%
Avg \$	164028.5714	179666.6667	195278.75	200028.5714	138065
% Diff Avg	-4.31%	9.53%	8.69%	2.43%	-30.98%
Central					
# Sales	33	40	29	38	38
% Change #	57.14%	21.21%	-27.50%	31.03%	0.00%
\$ Sold	\$6,133,750	\$10,594,255	\$6,548,900	\$7,207,450	\$7,648,750
% Change \$	13.39%	72.72%	-38.18%	10.06%	6.12%
Avg \$	185871.2121	264856.375	225824.1379	189669.7368	201282.8947
% Diff Avg	-27.84%	42.49%	-14.74%	-16.01%	6.12%
South					
# Sales	36	58	46	73	49
% Change #	2.86%	61.11%	-20.69%	58.70%	-32.88%
\$ Sold	\$10,805,525	\$17,576,300	\$13,969,200	\$22,651,450	\$13,176,200
% Change \$	-24.36%	62.66%	-20.52%	62.15%	-41.83%
Avg \$	300153.4722	303039.6552	303678.2609	310293.8356	268902.0408
% Diff Avg	-26.46%	0.96%	0.21%	2.18%	-13.34%
Total # Sales	83	110	85	125	107
Total % Change #	36.07%	32.53%	-22.73%	47.06%	-14.40%
Total \$ Sold	\$19,235,675	\$30,326,555	\$22,470,888	\$32,659,300	\$23,586,250
Total % Change \$	-6.41%	57.66%	-25.90%	45.34%	-27.78%
Total Avg \$	231755.1205	275695.9545	264363.3824	261274.4	220432.243
Total % Diff Avg	-31.21%	18.96%	-4.11%	-1.17%	-15.63%



MULTIFAMILY REPORT

Overall the multifamily sales reported gains in the overall county, with growth in the northern and central markets. Southern Berkshire multifamily sales slowed over the previous year but consistent with the 5 year averages.

**North and
Central Multi
Family sales
strong**

	2012	2013	2014	2015	2016
North					
# Sales	24	38	47	33	42
% Change #	-17.24%	58.33%	23.68%	-29.79%	27.27%
\$ Sold	\$1,575,900	\$4,558,105	\$4,800,650	\$2,959,125	\$3,893,200
% Change \$	-32.26%	189.24%	5.32%	-38.36%	31.57%
Avg \$	65662.5	119950.1316	102141.4894	89670.45455	92695.2381
% Diff Avg	-18.14%	82.68%	-14.85%	-12.21%	3.37%
Central					
# Sales	57	52	51	63	75
% Change #	16.33%	-8.77%	-1.92%	23.53%	19.05%
\$ Sold	\$6,285,118	\$6,568,265	\$6,702,550	\$7,600,080	\$7,508,710
% Change \$	11.14%	4.51%	2.04%	13.39%	-1.20%
Avg \$	110265.2281	126312.7885	131422.549	120636.1905	100116.1333
% Diff Avg	-4.46%	14.55%	4.05%	-8.21%	-17.01%
South					
# Sales	11	10	10	12	10
% Change #	10.00%	-9.09%	0.00%	20.00%	-16.67%
\$ Sold	\$2,094,500	\$2,772,500	\$2,490,000	\$3,179,775	\$2,900,900
% Change \$	4.00%	32.37%	-10.19%	27.70%	-8.77%
Avg \$	190409.0909	277250	249000	264981.25	290090
% Diff Avg	-5.46%	45.61%	-10.19%	6.42%	9.48%
Total # Sales	92	100	108	108	127
Total % Change #	4.55%	8.70%	8.00%	0.00%	17.59%
Total \$ Sold	\$9,955,518	\$13,898,870	\$13,993,200	\$13,738,980	\$14,302,810
Total % Change \$	-0.40%	39.61%	0.68%	-1.82%	4.10%
Total Avg \$	108212.1522	138988.7	129566.6667	127212.7778	112620.5512
Total % Diff Avg	-4.73%	28.44%	-6.78%	-1.82%	-11.47%



**Land sales
climb past
2015 rates, still
more to go**

LAND REPORT

The struggling land market has overall reported a healthy increase in sales in Northern and Central Berkshire, but still had yet to come close to the peak of the market. While this year marks 101 parcels transferred, the peak of our market in the early 2000's recorded well over 200 land sales in a year. Northern Berkshire sales showed the most improvement last year and slowed this year... while the number of sale occurred primarily in southern Berkshire.

	2012	2013	2014	2015	2016
North					
# Sales	13	18	11	23	21
% Change #	225.00%	38.46%	-38.89%	109.09%	-8.70%
\$ Sold	\$1,085,000	\$1,236,500	\$605,400	\$2,005,187	\$2,559,302
% Change \$	140.04%	13.96%	-51.04%	231.22%	27.63%
Avg \$	83461.53846	68694.44444	55036.36364	87182.04348	121871.5238
% Diff Avg	-26.14%	-17.69%	-19.88%	58.41%	39.79%
Central					
# Sales	18	22	21	29	29
% Change #	-5.26%	22.22%	-4.55%	38.10%	0.00%
\$ Sold	\$1,206,200	\$2,560,500	\$1,513,750	\$1,957,999	\$2,882,400
% Change \$	-16.46%	112.28%	-40.88%	29.35%	47.21%
Avg \$	67011.11111	116386.3636	72083.33333	67517.2069	99393.10345
% Diff Avg	-11.82%	73.68%	-38.07%	-6.33%	47.21%
South					
# Sales	23	52	54	47	51
% Change #	-54.90%	126.09%	3.85%	-12.96%	8.51%
\$ Sold	\$4,459,500	\$9,240,900	\$5,970,100	\$5,631,992	\$11,232,750
% Change \$	-35.30%	107.22%	-35.39%	-5.66%	99.45%
Avg \$	193891.3043	177709.6154	110557.4074	119829.6091	220250
% Diff Avg	43.46%	-8.35%	-37.79%	8.39%	83.80%
Total # Sales	54	92	86	99	101
Total % Change #	-27.03%	70.37%	-6.52%	15.12%	2.02%
Total \$ Sold	\$6,750,700	\$13,037,900	\$8,089,250	\$9,595,178	\$16,674,452
Total % Change \$	-23.19%	93.13%	-37.96%	18.62%	73.78%
Total Avg \$	125012.963	141716.3043	94061.04651	96920.98616	165093.5842
Total % Diff Avg	5.26%	13.36%	-33.63%	3.04%	70.34%



COMMERCIAL REPORT

Commercial
sales show
growth over
2015

Southern Berkshire sales rates rose the most in the commercial sector, with double digit increases in the total transactions and double the dollar volume transacted.

	2012	2013	2014	2015	2016
North					
# Sales	12	7	6	11	11
% Change #	20.00%	-41.67%	-14.29%	83.33%	0.00%
\$ Sold	\$2,510,650	\$922,000	\$1,606,000	\$2,350,400	\$1,892,701
% Change \$	-24.49%	-63.28%	74.19%	46.35%	-19.47%
Avg \$	209220.8333	131714.2857	267666.6667	213672.7273	172063.7273
% Diff Avg	-37.08%	-37.05%	103.22%	-20.17%	-19.47%
Central					
# Sales	11	13	7	11	15
% Change #	120.00%	18.18%	-46.15%	57.14%	36.36%
\$ Sold	\$3,110,343	\$2,983,000	\$1,475,000	\$1,997,500	\$4,166,750
% Change \$	264.42%	-4.09%	-50.55%	35.42%	108.60%
Avg \$	282758.4545	229461.5385	210714.2857	181590.9091	277783.3333
% Diff Avg	65.65%	-18.85%	-8.17%	-13.82%	52.97%
South					
# Sales	19	12	12	7	18
% Change #	90.00%	-36.84%	0.00%	-41.67%	157.14%
\$ Sold	\$7,444,900	\$11,384,000	\$4,156,188	\$3,175,500	\$7,290,000
% Change \$	8.62%	52.91%	-63.49%	-23.60%	129.57%
Avg \$	391836.8421	948666.6667	346349.0283	453642.8571	405000
% Diff Avg	-42.83%	142.11%	-63.49%	30.98%	-10.72%
Total # Sales	42	32	25	29	44
Total % Change #	68.00%	-23.81%	-21.88%	16.00%	51.72%
Total \$ Sold	\$13,065,893	\$15,289,000	\$7,237,188	\$7,523,400	\$13,349,451
Total % Change \$	18.43%	17.01%	-52.66%	3.95%	77.44%
Total Avg \$	311092.6905	477781.25	289487.5336	259427.5862	303396.6136
Total % Diff Avg	-29.51%	53.58%	-39.41%	-10.38%	16.95%



2016 NORTH BERKSHIRE SALES

Average Days
on the Market

206

The standout market in northern Berkshire this year was in the multifamily sales. They recorded double digit appreciation in both the number of sales and the dollar volume transacted. The rest of the Northern Berkshire real estate market painted a conflicting picture – in Residential, Condo and Commercial sales, we see more transactions, but falling dollar volumes. Alternatively, Land sales showed a banner year in the dollar amount transacted, but falling sales numbers. We ended the year with 10% less inventory than last year, with a very minimal 6 months of supply. Sales pace quickened by 6% to 206 days on the market from list to sale, down from 221. Overall dollar volume transacted was down 3% with the number of sales up 8%. Median sales prices continue to fall, to \$124,900 overall.

329
sales

↑ 8%

Most # of sales since 2005!

83%

List-to-Sell Ratio
for co-brokers

82% for in-house

\$52 M
sales, ↓ 3%

Largest Price Range

\$100-\$149 K

Sales

\$0-\$99 K

Listings

6

months'
supply

126 Homes
for Sale

\$137,000

median sale price

\$156,700

median list price

3.65%

↓ from 3.85%
avg 30 yr Fixed
MtgRate in '15

17

sales pending
in December

50%

sales co-broke
% in-house.



Residential Sales Volume \$40.9M down 6%

Residential # Units Sold 235, up +5%



Multi-family Sales Volume: \$3.9M, up +31%

Multi-family # Units Sold: 42, up +27%



Condo Sales Volume: \$2.8M, down <1%

Condo # Units Sold: 20, up +42%



Land Sales Volume: \$2.6M, up +27%

Land # Units Sold: 21, down 8%



Commercial Sales Volume: \$1.9M, down 19%

Commercial # Units Sold: 11, same as 2015



Residential Trends	2009	2010	2011	2012	2013	2014	2015	2016
# Sales	154	169	160	207	190	179	223	235
\$ Sold	\$30,133,532	\$33,036,350	\$27,911,975	\$37,927,603	\$34,200,181	\$31,609,865	\$43,578,167	\$40,903,643

2016 NORTH COUNTY REAL ESTATE SALES OVERVIEW

North	2012	2013	2014	2015	2016
Residential					
# Sales	207	190	179	223	235
% Change #	29.38%	-8.21%	-5.79%	24.58%	5.38%
\$ Sold	\$37,927,603	\$34,200,181	\$31,609,865	\$43,578,167	\$40,903,643
% Change \$	35.88%	-9.83%	-7.57%	37.86%	-6.14%
Avg \$	183225.1353	180000.9517	176591.4218	195417.7891	174058.0565
% Diff Avg	5.03%	-1.76%	-1.89%	10.66%	-10.93%
MultiFamily					
# Sales	24	38	47	33	42
% Change #	-17.24%	58.33%	23.68%	-29.79%	27.27%
\$ Sold	\$1,575,900	\$4,558,105	\$4,800,650	\$2,959,125	\$3,893,200
% Change \$	-32.26%	189.24%	5.32%	-38.36%	31.57%
Avg \$	65662.5	119950.1316	102141.4894	89670.45455	92695.2381
% Diff Avg	-18.14%	82.68%	-14.85%	-12.21%	3.37%
Lots/Land					
# Sales	13	18	11	23	21
% Change #	225.00%	38.46%	-38.89%	109.09%	-8.70%
\$ Sold	\$1,085,000	\$1,236,500	\$605,400	\$2,005,187	\$2,559,302
% Change \$	140.04%	13.96%	-51.04%	231.22%	27.63%
Avg \$	83461.53846	68694.44444	55036.36364	87182.04348	121871.5238
% Diff Avg	-26.14%	-17.69%	-19.88%	58.41%	39.79%
Condominium					
# Sales	14	12	10	14	20
% Change #	180.00%	-14.29%	-16.67%	40.00%	42.86%
\$ Sold	\$2,296,400	\$2,156,000	\$1,952,788	\$2,800,400	\$2,761,300
% Change \$	167.94%	-6.11%	-9.43%	43.41%	-1.40%
Avg \$	164028.5714	179666.6667	195278.75	200028.5714	138065
% Diff Avg	-4.31%	9.53%	8.69%	2.43%	-30.98%
Commercial					
# Sales	12	7	6	11	11
% Change #	20.00%	-41.67%	-14.29%	83.33%	0.00%
\$ Sold	\$2,510,650	\$922,000	\$1,606,000	\$2,350,400	\$1,892,701
% Change \$	-24.49%	-63.28%	74.19%	46.35%	-19.47%
Avg \$	209220.8333	131714.2857	267666.6667	213672.7273	172063.7273
% Diff Avg	-37.08%	-37.05%	103.22%	-20.17%	-19.47%

NORTH COUNTY TOWN RESIDENTIAL SALES

Residential	2012	2013	2014	2015	2016
Adams					
# Sales	61	54	56	50	59
% Change #	19.61%	-11.48%	3.70%	-10.71%	18.00%
\$ Sold	\$7,279,900	\$6,503,730	\$7,039,249	\$6,587,300	\$8,671,610
% Change \$	2.22%	-10.66%	8.23%	-6.42%	31.64%
Avg \$	119342.623	120439.4444	125700.875	131746	146976.4407
% Diff Avg	-14.54%	0.92%	4.37%	4.81%	11.56%
Clarksburg					
# Sales	14	13	10	12	23
% Change #	250.00%	-7.14%	-23.08%	20.00%	91.67%
\$ Sold	\$2,226,500	\$1,584,500	\$1,096,575	\$1,807,300	\$3,337,700
% Change \$	237.35%	-28.83%	-30.79%	64.81%	84.68%
Avg \$	159035.7143	121884.6154	109657.5	150608.3333	145117.3913
% Diff Avg	-3.61%	-23.36%	-10.03%	37.34%	-3.65%
Florida					
# Sales	5	3	3	8	4
% Change #	150.00%	-40.00%	0.00%	166.67%	-50.00%
\$ Sold	\$810,000	\$351,500	\$493,000	\$928,500	\$627,000
% Change \$	291.87%	-56.60%	40.26%	88.34%	-32.47%
Avg \$	162000	117166.6667	164333.3333	116062.5	156750
% Diff Avg	56.75%	-27.67%	40.26%	-29.37%	35.06%
North Adams					
# Sales	73	62	70	75	93
% Change #	19.67%	-15.07%	12.90%	7.14%	24.00%
\$ Sold	\$8,310,362	\$7,442,975	\$8,308,788	\$8,471,500	\$10,670,401
% Change \$	18.79%	-10.44%	11.63%	1.96%	25.96%
Avg \$	113840.5753	120047.9839	118696.9714	112953.3333	114735.4976
% Diff Avg	-0.74%	5.45%	-1.13%	-4.84%	1.58%
Savoy					
# Sales	3	6	2	6	5
% Change #	50.00%	100.00%	-66.67%	200.00%	-16.67%
\$ Sold	\$463,000	\$1,078,800	\$258,900	\$879,000	\$677,100
% Change \$	17.22%	133.00%	-76.00%	239.51%	-22.97%
Avg \$	154333.3333	179800	129450	146500	135420
% Diff Avg	-21.86%	16.50%	-28.00%	13.17%	-7.56%

NORTH COUNTY TOWN RESIDENTIAL SALES

Residential	2012	2013	2014	2015	2016
Williamstown					
# Sales	51	51	37	71	51
% Change #	37.84%	0.00%	-27.45%	91.89%	-28.17%
\$ Sold	\$18,837,841	\$16,903,676	\$14,063,353	\$24,724,068	\$16,919,832
% Change \$	56.40%	-10.27%	-16.80%	75.80%	-31.57%
Avg \$	369369.4314	331444.6239	380090.6081	348226.3099	331761.4118
% Diff Avg	13.46%	-10.27%	14.68%	-8.38%	-4.73%

2016 CENTRAL BERKSHIRE SALES

Average Days
on the Market

175

The central Berkshire market recorded strong gains in 2016 real estate sales overall, when comparing to 2015. The dollar volume transacted rose by 21% or 26 million dollars over 2015, and sales units rose 11% to 781 total sales. The median selling price followed suit and rose by 6% to a median of \$160,000. Central Berkshire has tight inventory of homes on the market with only 5 months of inventory with about 100 less properties on the market going into 2017 than last year. A balanced market in the Berkshires typically has about 8-9 months of inventory of homes to chose from. All property types showed strong sales rates, except for a slight decrease in multifamily dollar volume dipping 1% but units sold rising over 19%.

781
sales

↑ 11%

Most # of sales since 2005!

91%

List-to-Sell Ratio
for co-brokers

86% for in-house

\$153 M

sales, ↑ 21%

Largest Price Range

\$150-\$199 K

Sales

\$150-\$199 K

Listings

5

months'
supply

2004 Homes
for Sale

\$160,000

median sale price

\$229,900

median list price

3.65%

↓ from 3.85%
avg 30 yr Fixed
MtgRate in '15

49

sales pending
in December

72%

sales co-broke
27% in-house.

Residential Sales Volume \$130.6M up 21%
Residential # Units Sold 624, up 10%

Multi-family Sales Volume: \$7.5M, down 1%
Multi-family # Units Sold: 75, up 19%

Condo Sales Volume: \$7.65 M, up 6%
Condo # Units Sold: 38, same as 2015

Land Sales Volume: \$2.88 M, up 47%
Land # Units Sold: 29 same as 2015

Commercial Sales Volume: \$4.17M, up 108%
Commercial # Units Sold: 15, up 36%

Residential Trends

	2009	2010	2011	2012	2013	2014	2015	2016
# Sales	407	394	370	449	500	488	563	624
\$ Sold	\$77,609,370	\$81,215,620	\$72,882,567	\$89,469,795	\$92,030,359	\$94,914,929	\$107,725,070	\$130,572,856
Avg \$	\$190,686	\$206,131	\$196,980	\$199,265	\$184,061	\$194,498	\$191,341	\$209,251

2016 CENTRAL COUNTY REAL ESTATE SALES OVERVIEW

Total Sales	2012	2013	2014	2015	2016
Residential					
# Sales	449	500	488	563	624
% Change #	21.35%	11.36%	-2.40%	15.37%	10.83%
\$ Sold	\$89,469,795	\$92,030,359	\$94,914,929	\$107,725,070	\$130,572,856
% Change \$	22.76%	2.86%	3.13%	13.50%	21.21%
Avg \$	199264.5768	184060.718	194497.8053	191341.1536	209251.3718
% Diff Avg	1.16%	-7.63%	5.67%	-1.62%	9.36%
MultiFamily					
# Sales	57	52	51	63	75
% Change #	16.33%	-8.77%	-1.92%	23.53%	19.05%
\$ Sold	\$6,285,118	\$6,568,265	\$6,702,550	\$7,600,080	\$7,508,710
% Change \$	11.14%	4.51%	2.04%	13.39%	-1.20%
Avg \$	110265.2281	126312.7885	131422.549	120636.1905	100116.1333
% Diff Avg	-4.46%	14.55%	4.05%	-8.21%	-17.01%
Lots/Land					
# Sales	18	22	21	29	29
% Change #	-5.26%	22.22%	-4.55%	38.10%	0.00%
\$ Sold	\$1,206,200	\$2,560,500	\$1,513,750	\$1,957,999	\$2,882,400
% Change \$	-16.46%	112.28%	-40.88%	29.35%	47.21%
Avg \$	67011.11111	116386.3636	72083.33333	67517.2069	99393.10345
% Diff Avg	-11.82%	73.68%	-38.07%	-6.33%	47.21%
Condominium					
# Sales	33	40	29	38	38
% Change #	57.14%	21.21%	-27.50%	31.03%	0.00%
\$ Sold	\$6,133,750	\$10,594,255	\$6,548,900	\$7,207,450	\$7,648,750
% Change \$	13.39%	72.72%	-38.18%	10.06%	6.12%
Avg \$	185871.2121	264856.375	225824.1379	189669.7368	201282.8947
% Diff Avg	-27.84%	42.49%	-14.74%	-16.01%	6.12%
Commercial					
# Sales	11	13	7	11	15
% Change #	120.00%	18.18%	-46.15%	57.14%	36.36%
\$ Sold	\$3,110,343	\$2,983,000	\$1,475,000	\$1,997,500	\$4,166,750
% Change \$	264.42%	-4.09%	-50.55%	35.42%	108.60%
Avg \$	282758.4545	229461.5385	210714.2857	181590.9091	277783.3333
% Diff Avg	65.65%	-18.85%	-8.17%	-13.82%	52.97%

2016 CENTRAL TOWN RESIDENTIAL SALES

Residential	2012	2013	2014	2015	2016
Cheshire					
# Sales	19	26	14	27	18
% Change #	5.56%	36.84%	-46.15%	92.86%	-33.33%
\$ Sold	\$2,767,050	\$4,233,800	\$2,580,500	\$5,138,400	\$3,800,500
% Change \$	-15.79%	53.01%	-39.05%	99.12%	-26.04%
Avg \$	145634.2105	162838.4615	184321.4286	190311.1111	211138.8889
% Diff Avg	-20.22%	11.81%	13.19%	3.25%	10.94%
Dalton					
# Sales	54	55	54	66	85
% Change #	10.20%	1.85%	-1.82%	22.22%	28.79%
\$ Sold	\$10,460,470	\$11,064,450	\$10,576,255	\$12,285,410	\$17,310,575
% Change \$	3.36%	5.77%	-4.41%	16.16%	40.90%
Avg \$	193712.4074	201171.8182	195856.5741	186142.5758	203653.8235
% Diff Avg	-6.21%	3.85%	-2.64%	-4.96%	9.41%
Hancock					
# Sales	4	3	6	9	6
% Change #	-20.00%	-25.00%	100.00%	50.00%	-33.33%
\$ Sold	\$689,000	\$1,129,900	\$1,410,100	\$2,491,000	\$1,292,044
% Change \$	-57.10%	63.99%	24.80%	76.65%	-48.13%
Avg \$	172250	376633.3333	235016.6667	276777.7778	215340.6667
% Diff Avg	-46.37%	118.66%	-37.60%	17.77%	-22.20%
Hinsdale					
# Sales	12	13	17	21	21
% Change #	-36.84%	8.33%	30.77%	23.53%	0.00%
\$ Sold	\$2,452,300	\$3,827,000	\$3,498,100	\$4,739,699	\$5,375,174
% Change \$	-39.67%	56.06%	-8.59%	35.49%	13.41%
Avg \$	204358.3333	294384.6154	205770.5882	225699.9524	255960.6429
% Diff Avg	-4.48%	44.05%	-30.10%	9.69%	13.41%
Lanesboro					
# Sales	26	25	31	32	37
% Change #	36.84%	-3.85%	24.00%	3.23%	15.63%
\$ Sold	\$5,781,900	\$4,769,700	\$6,984,000	\$7,181,510	\$6,607,025
% Change \$	21.53%	-17.51%	46.42%	2.83%	-8.00%
Avg \$	222380.7692	190788	225290.3226	224422.1875	178568.2432
% Diff Avg	-11.19%	-14.21%	18.08%	-0.39%	-20.43%

2016 CENTRAL TOWN RESIDENTIAL SALES

Residential	2012	2013	2014	2015	2016
Peru					
# Sales	6	10	7	9	14
% Change #	-25.00%	66.67%	-30.00%	28.57%	55.56%
\$ Sold	\$983,250	\$1,537,000	\$1,125,000	\$1,451,500	\$3,337,351
% Change \$	-27.09%	56.32%	-26.81%	29.02%	129.92%
Avg \$	163875	153700	160714.2857	161277.7778	238382.1786
% Diff Avg	-2.78%	-6.21%	4.56%	0.35%	47.81%
Pittsfield					
# Sales	300	335	322	361	392
% Change #	24.48%	11.67%	-3.88%	12.11%	8.59%
\$ Sold	\$53,899,975	\$55,270,609	\$57,474,674	\$62,716,751	\$76,248,473
% Change \$	20.88%	2.54%	3.99%	9.12%	21.58%
Avg \$	179666.5833	164986.8925	178492.7764	173730.6108	194511.4107
% Diff Avg	-2.89%	-8.17%	8.19%	-2.67%	11.96%
Richmond					
# Sales	16	19	19	22	33
% Change #	300.00%	18.75%	0.00%	15.79%	50.00%
\$ Sold	\$9,717,050	\$7,446,000	\$7,568,300	\$8,418,400	\$12,310,565
% Change \$	610.83%	-23.37%	1.64%	11.23%	46.23%
Avg \$	607315.625	391894.7368	398331.5789	382654.5455	373047.4242
% Diff Avg	77.71%	-35.47%	1.64%	-3.94%	-2.51%
Washington					
# Sales	3	5	6	7	5
% Change #	50.00%	66.67%	20.00%	16.67%	-28.57%
\$ Sold	\$824,900	\$860,000	\$1,332,000	\$1,587,900	\$1,162,950
% Change \$	8.97%	4.26%	54.88%	19.21%	-26.76%
Avg \$	274966.6667	172000	222000	226842.8571	232590
% Diff Avg	-27.35%	-37.45%	29.07%	2.18%	2.53%
Windsor					
# Sales	9	9	12	9	13
% Change #	80.00%	0.00%	33.33%	-25.00%	44.44%
\$ Sold	\$1,893,900	\$1,891,900	\$2,366,000	\$1,714,500	\$3,128,200
% Change \$	91.79%	-0.11%	25.06%	-27.54%	82.46%
Avg \$	210433.3333	210211.1111	197166.6667	190500	240630.7692
% Diff Avg	6.55%	-0.11%	-6.21%	-3.38%	26.32%

2016 SOUTH BERKSHIRE SALES

Average Days
on the Market

258

The inventory in southern Berkshire is beginning to retract like the rest of the county and state, with a decrease of 9% of homes on the market since last year. Overall sales are modestly up, with a stable residential market. Single family home sales rose 5% in dollar volume and 11% in the number of homes sold. The multifamily and condo markets both had double digit decreases in sales compared to 2015, whereas land and commercial markets both had double digit gains. The median selling price has remained stable with no statistical changes from last year, and the time it takes from list to close (days on the market) have also remained the same.

576
sales

↑ 7%

Most # of sales since 2005!

88%

List-to-Sell Ratio
for co-brokers

84% for in-house

\$203 M

sales, ↑ 5%

Largest Price Range

\$200-\$249 K

Sales

\$500-\$749K

Listings

Although \$250-299K is close

13

months'
supply

1437 Homes
for Sale

\$292,000

median sale price

\$419,000

median list price

3.65%

↓ from 3.85%
avg 30 yr Fixed
MtgRate in '15

52

sales pending
in December

65%

sales co-broke
35% in-house.

Residential Sales Volume \$168.3M up 5%
Residential # Units Sold 448, up 11%

Multi-family Sales Volume: \$2.9M, down 8%
Multi-family # Units Sold: 10, down 10%

Condo Sales Volume: \$13.1 M, down 41%
Condo # Units Sold: 49, down 32

Land Sales Volume: \$11.2 M, up 99%
Land # Units Sold: 51, up 8%

Commercial Sales Volume: \$7.29M, up 129%
Commercial # Units Sold: 18, up 157%

Residential Trends

	2009	2010	2011	2012	2013	2014	2015	2016
# Sales	260	313	298	368	393	401	401	448
\$ Sold	\$96,359,351	\$128,016,810	\$111,138,574	\$138,468,660	\$156,202,691	\$158,240,200	\$158,846,984	\$168,319,954
Avg \$	\$370,613	\$408,999	\$372,948	\$376,274	\$397,462	\$394,614	\$396,127	\$375,714

2016 SOUTH COUNTY REAL ESTATE SALES OVERVIEW

South	2012	2013	2014	2015	2016
Residential					
# Sales	368	393	401	401	448
% Change #	23.49%	6.79%	2.04%	0.00%	11.72%
\$ Sold	\$138,468,660	\$156,202,691	\$158,240,200	\$158,846,984	\$168,319,954
% Change \$	24.59%	12.81%	1.30%	0.38%	5.96%
Avg \$	376273.5326	397462.3181	394613.9651	396127.1421	375714.1834
% Diff Avg	0.89%	5.63%	-0.72%	0.38%	-5.15%
MultiFamily					
# Sales	11	10	10	12	10
% Change #	10.00%	-9.09%	0.00%	20.00%	-16.67%
\$ Sold	\$2,094,500	\$2,772,500	\$2,490,000	\$3,179,775	\$2,900,900
% Change \$	4.00%	32.37%	-10.19%	27.70%	-8.77%
Avg \$	190409.0909	277250	249000	264981.25	290090
% Diff Avg	-5.46%	45.61%	-10.19%	6.42%	9.48%
Lots/Land					
# Sales	23	52	54	47	51
% Change #	-54.90%	126.09%	3.85%	-12.96%	8.51%
\$ Sold	\$4,459,500	\$9,240,900	\$5,970,100	\$5,631,992	\$11,232,750
% Change \$	-35.30%	107.22%	-35.39%	-5.66%	99.45%
Avg \$	193891.3043	177709.6154	110557.4074	119829.6091	220250
% Diff Avg	43.46%	-8.35%	-37.79%	8.39%	83.80%
Condominium					
# Sales	36	58	46	73	49
% Change #	2.86%	61.11%	-20.69%	58.70%	-32.88%
\$ Sold	\$10,805,525	\$17,576,300	\$13,969,200	\$22,651,450	\$13,176,200
% Change \$	-24.36%	62.66%	-20.52%	62.15%	-41.83%
Avg \$	300153.4722	303039.6552	303678.2609	310293.8356	268902.0408
% Diff Avg	-26.46%	0.96%	0.21%	2.18%	-13.34%
Commercial					
# Sales	19	12	12	7	18
% Change #	90.00%	-36.84%	0.00%	-41.67%	157.14%
\$ Sold	\$7,444,900	\$11,384,000	\$4,156,188	\$3,175,500	\$7,290,000
% Change \$	8.62%	52.91%	-63.49%	-23.60%	129.57%
Avg \$	391836.8421	948666.6667	346349.0283	453642.8571	405000
% Diff Avg	-42.83%	142.11%	-63.49%	30.98%	-10.72%

SOUTH COUNTY TOWN RESIDENTIAL SALES

Total Sales	2012	2013	2014	2015	2016
Alford					
# Sales	6	11	8	11	8
% Change #	0.00%	83.33%	-27.27%	37.50%	-27.27%
\$ Sold	\$4,471,000	\$8,984,000	\$9,679,800	\$10,800,249	\$5,985,500
% Change \$	35.32%	100.94%	7.74%	11.58%	-44.58%
Avg \$	745166.6667	816727.2727	1209975	981840.8182	748187.5
% Diff Avg	35.32%	9.60%	48.15%	-18.85%	-23.80%
Becket					
# Sales	46	36	52	53	56
% Change #	53.33%	-21.74%	44.44%	1.92%	5.66%
\$ Sold	\$8,549,550	\$6,687,520	\$12,019,350	\$11,324,600	\$12,961,509
% Change \$	18.58%	-21.78%	79.73%	-5.78%	14.45%
Avg \$	185859.7826	185764.4444	231141.3462	213671.6981	231455.5179
% Diff Avg	-22.66%	-0.05%	24.43%	-7.56%	8.32%
Egremont					
# Sales	17	18	24	21	28
% Change #	-5.56%	5.88%	33.33%	-12.50%	33.33%
\$ Sold	\$6,442,250	\$10,928,250	\$12,477,250	\$10,092,500	\$16,379,404
% Change \$	-24.15%	69.63%	14.17%	-19.11%	62.29%
Avg \$	378955.8824	607125	519885.4167	480595.2381	584978.6964
% Diff Avg	-19.68%	60.21%	-14.37%	-7.56%	21.72%
Great Barrington					
# Sales	59	74	60	59	71
% Change #	0.00%	25.42%	-18.92%	-1.67%	20.34%
\$ Sold	\$25,846,200	\$26,997,300	\$19,971,400	\$26,031,750	\$25,149,525
% Change \$	12.70%	4.45%	-26.02%	30.35%	-3.39%
Avg \$	438071.1864	364828.3784	332856.6667	441216.1017	354218.662
% Diff Avg	12.70%	-16.72%	-8.76%	32.55%	-19.72%
Lee					
# Sales	37	39	48	40	45
% Change #	32.14%	5.41%	23.08%	-16.67%	12.50%
\$ Sold	\$8,492,750	\$10,649,110	\$13,059,400	\$9,542,044	\$10,469,800
% Change \$	15.65%	25.39%	22.63%	-26.93%	9.72%
Avg \$	229533.7838	273054.1026	272070.8333	238551.1	232662.2222
% Diff Avg	-12.48%	18.96%	-0.36%	-12.32%	-2.47%

SOUTH COUNTY TOWN RESIDENTIAL SALES

Total Sales	2012	2013	2014	2015	2016
Lenox					
# Sales	41	47	44	44	42
% Change #	41.38%	14.63%	-6.38%	0.00%	-4.55%
\$ Sold	\$16,490,250	\$16,927,555	\$18,647,800	\$19,371,325	\$16,673,650
% Change \$	42.37%	2.65%	10.16%	3.88%	-13.93%
Avg \$	402201.2195	360160.7447	423813.6364	440257.3864	396991.6667
% Diff Avg	0.70%	-10.45%	17.67%	3.88%	-9.83%
Monterey					
# Sales	9	16	19	17	23
% Change #	-10.00%	77.78%	18.75%	-10.53%	35.29%
\$ Sold	\$3,442,500	\$9,194,000	\$9,576,000	\$10,697,000	\$12,392,500
% Change \$	-33.32%	167.07%	4.15%	11.71%	15.85%
Avg \$	382500	574625	504000	629235.2941	538804.3478
% Diff Avg	-25.92%	50.23%	-12.29%	24.85%	-14.37%
Mt Washington					
# Sales	4	1	1	4	7
% Change #		-75.00%	0.00%	300.00%	75.00%
\$ Sold	\$1,755,000	\$98,000	\$325,000	\$1,137,000	\$2,785,500
% Change \$		-94.42%	231.63%	249.85%	144.99%
Avg \$	438750	98000	325000	284250	397928.5714
% Diff Avg		-77.66%	231.63%	-12.54%	39.99%
New Marlborough					
# Sales	25	17	16	25	27
% Change #	31.58%	-32.00%	-5.88%	56.25%	8.00%
\$ Sold	\$11,609,000	\$9,683,000	\$7,635,650	\$10,666,675	\$8,705,270
% Change \$	8.05%	-16.59%	-21.14%	39.70%	-18.39%
Avg \$	464360	569588.2353	477228.125	426667	322417.4074
% Diff Avg	-17.88%	22.66%	-16.22%	-10.59%	-24.43%
Otis					
# Sales	31	21	32	31	32
% Change #	29.17%	-32.26%	52.38%	-3.13%	3.23%
\$ Sold	\$14,056,000	\$5,384,925	\$8,655,500	\$9,831,125	\$9,278,413
% Change \$	104.51%	-61.69%	60.74%	13.58%	-5.62%
Avg \$	453419.3548	256425	270484.375	317133.0645	289950.3906
% Diff Avg	58.33%	-43.45%	5.48%	17.25%	-8.57%

SOUTH COUNTY TOWN RESIDENTIAL SALES

Total Sales	2012	2013	2014	2015	2016
Sandisfield					
# Sales	15	14	15	17	23
% Change #	114.29%	-6.67%	7.14%	13.33%	35.29%
\$ Sold	\$4,151,260	\$3,288,331	\$7,233,000	\$4,430,170	\$8,783,980
% Change \$	55.22%	-20.79%	119.96%	-38.75%	98.28%
Avg \$	276750.6667	234880.7857	482200	260598.2353	381912.1739
% Diff Avg	-27.56%	-15.13%	105.30%	-45.96%	46.55%
Sheffield					
# Sales	30	36	27	33	31
% Change #	-9.09%	20.00%	-25.00%	22.22%	-6.06%
\$ Sold	\$11,957,600	\$10,417,500	\$11,550,000	\$13,296,500	\$10,876,554
% Change \$	23.52%	-12.88%	10.87%	15.12%	-18.20%
Avg \$	398586.6667	289375	427777.7778	402924.2424	350856.5855
% Diff Avg	35.87%	-27.40%	47.83%	-5.81%	-12.92%
Stockbridge					
# Sales	32	43	38	28	28
% Change #	100.00%	34.38%	-11.63%	-26.32%	0.00%
\$ Sold	\$14,911,050	\$27,462,700	\$19,081,200	\$15,097,546	\$16,711,850
% Change \$	112.25%	84.18%	-30.52%	-20.88%	10.69%
Avg \$	465970.3125	638667.4419	502136.8421	539198.0714	596851.7857
% Diff Avg	6.13%	37.06%	-21.38%	7.38%	10.69%
Tyringham					
# Sales	3	3	1	5	5
% Change #	0.00%	0.00%	-66.67%	400.00%	0.00%
\$ Sold	\$1,895,000	\$1,680,000	\$332,850	\$2,343,000	\$1,393,000
% Change \$	-6.42%	-11.35%	-80.19%	603.92%	-40.55%
Avg \$	631666.6667	560000	332850	468600	278600
% Diff Avg	-6.42%	-11.35%	-40.56%	40.78%	-40.55%
West Stockbridge					
# Sales	13	17	16	13	22
% Change #	-18.75%	30.77%	-5.88%	-18.75%	69.23%
\$ Sold	\$4,399,250	\$7,820,500	\$7,996,000	\$4,185,500	\$9,773,500
% Change \$	-27.72%	77.77%	2.24%	-47.66%	133.51%
Avg \$	338403.8462	460029.4118	499750	321961.5385	444250
% Diff Avg	-11.04%	35.94%	8.63%	-35.58%	37.98%

2017 MARKET FORECAST

Despite tight housing supplies in some price ranges and rising home prices, buyers still flocked to the housing market, making 2016 one of the best years ever for home sales and setting the stage for strong real estate conditions in 2017 and 2018.

The National Association of REALTORS is predicting 2016 will be the best year for U.S. home sales since 2006. Moving forward, experts forecast 2017 should have even more transactions. National sales should increase 2 percent, according to the Realtors' forecast. The momentum should pick up even more in 2018 with sales up 4 percent.

"The gradually expanding economy, multiple years of steady job creation and mortgage rates under 4 percent all contributed to sizeable interest in buying a home this year," said Lawrence Yun, chief economist of the National Association of REALTORS.

High prices combined with limited selection, however, have led to some concerns about housing.

"It's evident that demand and sales slightly weakened over the summer as stubbornly low supply limited buyers' choices, accelerated price growth and hindered some consumers' belief that now is a good time to buy a home," Yun said.

Yun predicts the U.S. economy will grow 2 percent in 2017. While less than the long-term average, an expanding economy will continue to help employment and ultimately real estate. "While the gains have been uneven by state, region and even gender, the 15 million jobs created since 2010 have bolstered consumer spending and housing demand," Yun said.

Affordable interest rates have also helped home buyers. While mortgage rates are likely headed up next year, according to NAR, the rise will be minimal. Yun expects mortgage rates to reach 4.1 percent in 2017 and 4.5 percent in 2018 — still incredibly low by historical standards.

Another boost will come from the resurgence of single-family home construction. Yun expects housing starts to increase 5 percent next year. This will help support would-be buyers who struggled to find affordable housing choices. The supply boost will also keep prices from rising too quickly.

Finally, Yun expects an increase in first-time buyers as more millennials enter their 30s. Those who once avoided home buying because of student debt, delayed household formation and limited job prospects are now more prepared for homeownership than when they were in their 20s. In fact, the median age for a first-time home buyer is 32, according to the Realtors association.

"NAR surveys from both current renters and recent buyers prove that there's an overwhelmingly strong desire among the younger generation to own a home of their own," Yun said. "The housing market over the next couple of years should get a big lift in demand from these new buyers."



JONATHAN SMOKE
Chief Economist, realtor.com®

The 2016 housing market is expected to be a picture of moderate, but solid growth as acceleration in existing home sales and prices both slow to 3 percent year over year due to higher mortgage rates, continuing tight credit standards, and lower affordability.

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