Berkshire REALTORS®
And Multiple Listing Service, Inc.

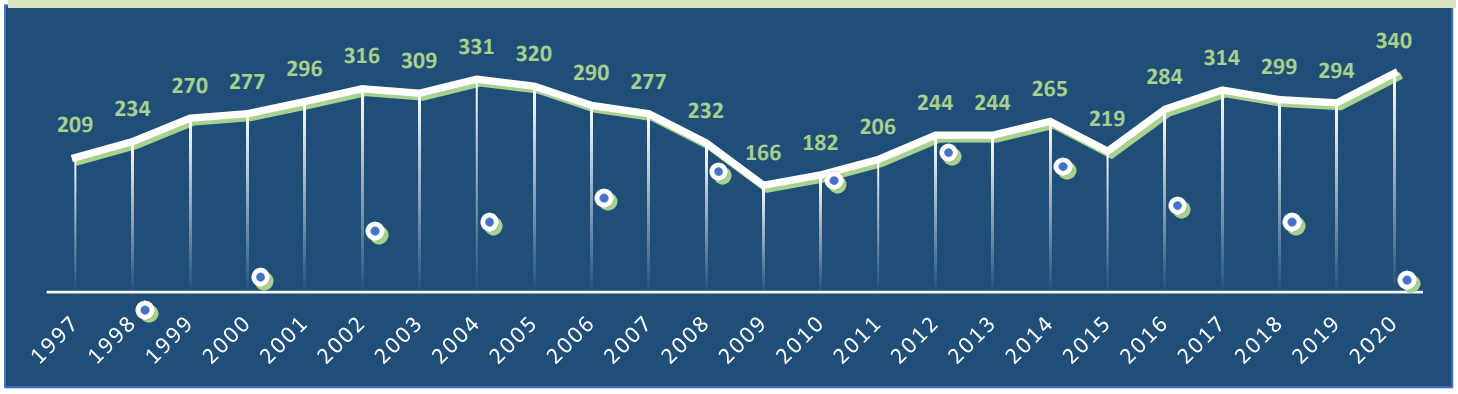
2020 1st Quarter Market Watch: January – March Sales Comparison

COVID19 Special Statement: While this MarketWatch reflects historical data for the first quarter of real estate sales, it should be noted that in 2020, the Governor of Massachusetts declared a state of emergency on March 10, to limit the spread of COVID-19. Real estate services were limited during the ensuing weeks to the service of transactions already under contract. On March 31st, the Governor declared real estate an essential service, allowing REALTORs continue to assist buyers and sellers in new transactions. As of May 15, the state remains blanketed by a stay-at-home order, limiting business activity and public interactions. Realtors have developed health and safety procedures and virtual / remote technology to continue to serve home buyer and sellers during this pandemic. While we expect that there will be lingering effects on the real estate market, we are buoyed by the strength of sales in the first quarter leading into this crisis, the level of sales currently pending, the historically low interest rates and economic incentives designed to boost the economy and stabilize the business markets in the United States. That said, furloughed / unemployed workers and ongoing economic stability remains an unknown when looking ahead at the real estate sales in Berkshire County.

1st Quarter	2014	2015	2016	2017	2018	2019	2020
Residential	$65,199,400	$39,896,417	$55,714,339	$55,495,124	$55,911,216	$51,756,282	$72,577,140
Condominium	$4,799,000	$2,068,400	$2,368,500	$3,715,300	$12,400,050	$4,467,400	$11,720,300
Commercial	$450,000	$1,255,000	$2,719,250	$4,713,400	$6,057,500	$4,171,240	$8,168,400
Multifamily	$2,654,450	$2,357,700	$2,621,610	$2,689,294	$4,140,400	$5,929,139	$4,992,300
Land	$2,314,300	$1,854,275	$1,921,650	$1,541,300	$1,943,550	$2,069,150	$1,876,000
Grand Total	**$75,417,150**	**$47,431,792**	**$65,345,349**	**$68,154,418**	**$80,452,716**	**$68,393,211**	**$99,334,140**

Realtor-assisted sales rose in the first quarter of 2020 generated to over $99 million dollars transacted, compared to $68 million dollars during the same period last year. That reflects a sales volume rising 45%, over last year. There was a total of 340 transactions sold in the first quarter of 2020, up from 294 last year, a 16% increase countywide, with the largest gain in the southern Berkshire market. While single family residential sales rose in all regions in Berkshire County, the northern and southern Berkshire markets recorded double digit increases in both the number and volume of sales. Central Berkshire reported modest residential growth over last year. Condominium sales in southern Berkshire spiked in the first quarter of 2020, with an increase from $1.8 million dollar for 9 units to 9 million dollars for 13 units. Commercial sales reported rose considerably in central and Southern Berkshire, while multifamily sales continued to report gains in only central Berkshire County.

HISTORICAL BERKSHIRE COUNTY 1ST QUARTER SALES: # of ALL



MarketWATCH

Residential Markets: 1st Quarter 2020

Residential	2019		2020	
1st Quarter	$ Sold	# Sold	$ Sold	# Sold
North	$6,019,512	36	$9,325,962	53
Central	$20,543,565	105	$22,928,278	108
South	$25,193,205	66	$40,322,900	82
Grand Total	**$51,756,282**	**207**	**$72,577,140**	**243**

Qtr. 1 Comparison	2019		2020	
	$ Sold	# Sold	$ Sold	# Sold
North	**$6,019,512**	**36**	**$8,761,962**	**49**
Adams	$2,035,190	16	$1,234,300	9
Clarksburg	$19,900	1	$768,000	4
North Adams	$1,490,200	11	$3,444,012	29
Williamstown	$2,474,222	8	$3,315,650	7
Central	**$20,543,565**	**105**	**$22,928,278**	**108**
Cheshire	$180,000	1	$204,623	3
Dalton	$2,988,250	16	$3,416,200	15
Hinsdale	$994,400	3	$165,000	1
Lanesborough	$681,200	3	$1,361,000	7
Peru	$1,081,450	5	$199,000	1
Pittsfield	$12,633,730	71	$13,465,455	72
Richmond	$1,363,160	3	$3,883,500	8
Washington	$186,375	1	$233,500	1
South	**$24,551,205**	**65**	**$38,996,900**	**79**
Alford	$2,607,500	2	$1,550,000	3
Becket	$1,788,000	8	$1,721,500	6
Egremont	$565,000	2	$2,700,000	2
Great Barrington	$7,554,500	19	$6,635,000	15
Lee	$1,428,500	6	$1,726,500	7
Lenox	$5,601,625	14	$5,793,900	13
Monterey	$290,000	1	$3,593,000	5
New Marlborough	$530,000	2	$3,247,000	5
Otis	$1,200,000	3	$1,709,500	5
Sheffield	$1,592,900	5	$4,355,000	7
Stockbridge	$519,180	1	$4,589,000	8
West Stockbridge	$874,000	2	$1,376,500	3
Grand Total	**$51,114,282**	**206**	**$70,687,140**	**236**

Hottest Markets:

Clarksburg
Lanesborough
Monterey
New Marlborough
North Adams
Richmond
Sheffield
Stockbridge

Strong Gains:

Cheshire
Egremont
Lee
Otis
Pittsfield
Washington
West Stockbridge
Williamstown

Honorable Mention:

Alford
Dalton

Please refer to the town-by-town residential 1st quarter sales statistics for the past 6 years to see the growth.

Overall sales volume is up 40% in the first quarter of 2020, over last year. The number of transactions is up 17% countywide, with the largest increases seen in the southern Berkshire market. While single family residential sales rose in all regions in Berkshire County, the northern and southern Berkshire markets recorded double digit increases in both the number and volume of sales. Central Berkshire reported modest residential growth over last year.

Berkshire REALTORS®
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Residential, Condo & Commercial Sales Strong!

1st Quarter Sales By Property Type At-a-Glance

The number of transactions rose 16% to 340, the most 1st quarter sales since we began tracking in 1996. Transactions exceed $99 million dollars in the first quarter of 2020, also record setting. Average selling prices continue to climb while inventory in residential markets falls.

1st Quarter	2015	2016	2017	2018	2019	2020
Residential						
# Sold	168	215	235	201	207	243
% Chg #	-14%	28%	9%	-14%	3%	17%
$ Sold	$39,896,417	$55,714,339	$55,495,124	$55,911,216	$51,756,282	$72,577,140
% Chg $	-39%	40%	0%	1%	-7%	40%
Avg $ale Price	$237,479	$259,136	$236,149	$278,165	$250,030	$298,671
% Chg Avg	-29%	9%	-9%	18%	-10%	19%
Condominium						
# Sold	11	11	17	24	19	25
% Chg #	-31%	0%	55%	41%	-21%	32%
$ Sold	$2,068,400	$2,368,500	$3,715,300	$12,400,050	$4,467,400	$11,720,300
% Chg $	-57%	15%	57%	234%	-64%	162%
Avg $ale Price	$188,036	$215,318	$218,547	$516,669	$235,126	$468,812
% Chg Avg	-37%	15%	1%	136%	-54%	99%
MultiFamily						
# Sold	20	28	28	36	40	36
% Chg #	-23%	40%	0%	29%	11%	-10%
$ Sold	$2,357,700	$2,621,610	$2,689,294	$4,140,400	$5,929,139	$4,992,300
% Chg $	-11%	11%	3%	54%	43%	-16%
Avg $ale Price	$117,885	$93,629	$96,046	$115,011	$148,228	$138,675
% Chg Avg	15%	-21%	3%	20%	29%	-6%
Commercial						
# Sold	4	10	13	10	10	18
% Chg #	300%	150%	30%	-23%	0%	80%
$ Sold	$1,255,000	$2,719,250	$4,713,400	$6,057,500	$4,171,240	$8,168,400
% Chg $	179%	117%	73%	29%	-31%	96%
Avg $ale Price	$313,750	$271,925	$362,569	$605,750	$417,124	$453,800
% Chg Avg	-30%	-13%	33%	67%	-31%	9%
Land						
# Sold	16	20	21	28	18	18
% Chg #	-41%	25%	5%	33%	-36%	0%
$ Sold	$1,854,275	$1,921,650	$1,541,300	$1,943,550	$2,069,150	$1,876,000
% Chg $	-20%	4%	-20%	26%	6%	-9%
Avg $ale Price	$115,892	$96,083	$73,395	$69,413	$114,953	$104,222
% Chg Avg	35%	-17%	-24%	-5%	66%	-9%

Residential PRICE Range Report

Absorption is the number of months it would take to exhaust all current inventory based on the sales rate in the first quarter. Inventory levels continue to drop from last year at the same time. Below 7 months of inventory traditionally shifts to a seller-favored market. Markets with less than 4 months of inventory are considered in critical inventory deficit.

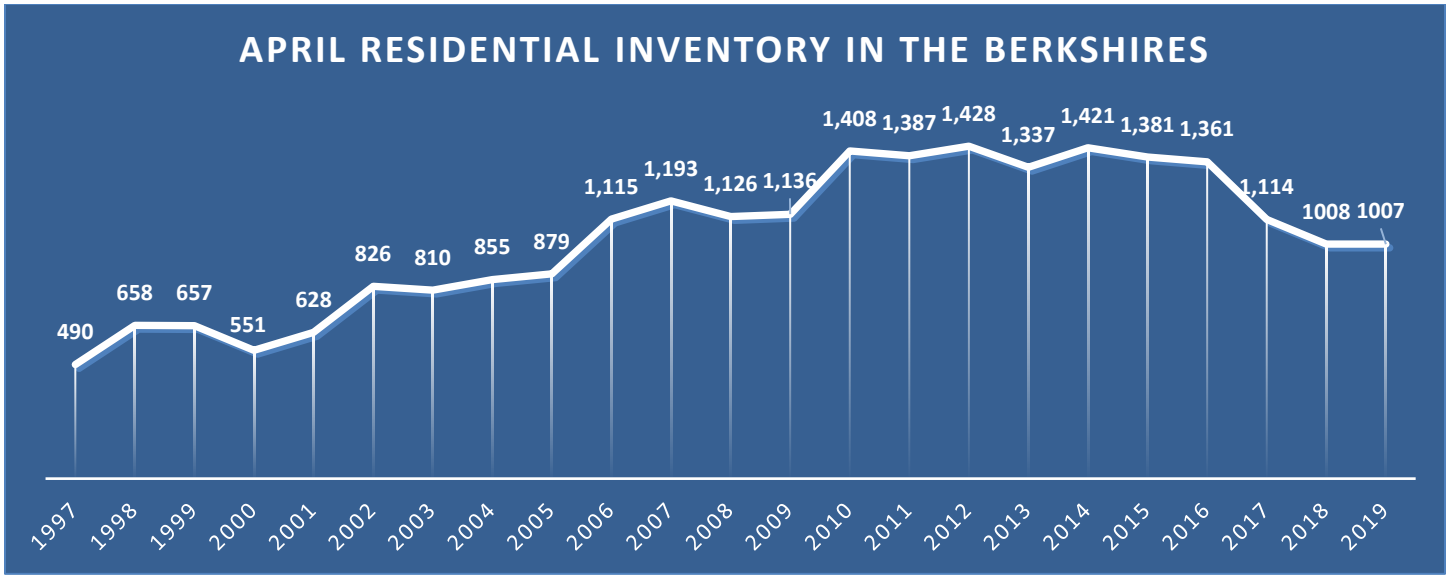
2020 1st Quarter	North				Central				South			
Price Class	**Sold YTD**	**Active**	**Pending**	**Months of Absorption**	**Sold YTD**	**Active**	**Pending**	**Months of Absorption**	**Sold YTD**	**Active**	**Pending**	**Months of Absorption**
$0-$99K	16	19	3	4	10	18	8	5	4	6	1	5
$100K -$149K	13	16	10	4	16	9	14	2	0	9	2	**
$150K -$199K	11	12	5	3	35	32	25	3	6	18	6	9
$200K -$249K	5	10	2	6	27	10	10	1	7	23	6	10
$250K -$299K	2	4	1	6	6	7	8	4	10	22	6	7
$300K -$349K	3	1	0	1	7	10	4	4	10	19	2	6
$350K -$399K	0	5	1	**	3	16	4	16	11	26	4	7
$400K -$449K	0	1	1	**	2	4	3	6	3	16	4	16
$450K -$499K	0	1	0	**	1	8	4	24	8	23	2	9
$500K -$749K	2	5	0	8	0	13	3	**	12	54	2	14
$750K -$999K	0	7	3	**	0	8	0	**	2	63	3	95
$1M -$1.99M	1	5		15	1	6	0	18	7	47	2	20
$2,M -$2.99M	0	4	0	**	0	1	0	**	2	11	1	17
$3M -$5M	0	0	0	**	0	0	0	**	0	7	0	**
2020 1st Qtr	**53**	**90**	**26**	**5**	**108**	**142**	**83**	**4**	**82**	**344**	**41**	**13**
2019 1st Qtr	**36**	**95**	**45**	**8**	**104**	**178**	**90**	**5**	**66**	**377**	**44**	**17**
2018 1st Qtr	**36**	**105**	**33**	**9**	**89**	**214**	**73**	**7**	**76**	**415**	**41**	**16**
2017 1st Qtr	**42**	**116**	**42**	**8**	**103**	**218**	**72**	**6**	**87**	**420**	**76**	**14**
2016 1st Qtr	**41**	**153**	**41**	**11**	**93**	**267**	**107**	**9**	**81**	**524**	**68**	**19**

** Not enough sales to calculate Absorption Rate

Sale Prices	North	Central	South
2020 Median	$145,000	$176,000	$355,000
2019 Median	$146,000	$174,000	$295,000
2018 Median	$140,950	$188,000	$302,500
2017 Median	$119,850	$169,300	$298,000

While northern Berkshire boasts the most affordable residential homes for sale, southern Berkshire has, by far, the most high-end homes. Despite the differences, all regions of the county share a similar story – a lack of inventory in the ranges that the region's workforce can afford, and an abundance of inventory in the high-end price ranges.

INVENTORY AND LISTINGS



Northern Berkshire

North county has the most residential listings for sale and the most sales made during the first quarter of 2020 below $100,000 sale price. Properly priced homes for sale under $350,000 are currently selling quickly due to the lack of inventory in those price ranges. Alternatively, there are 21 homes currently listed over $500,000 with only 3 sales record during the first quarter of 2020 in that price range.

Central Berkshire

Central Berkshire has the most residential homes for sale in the $150,000-199,000 price range, and that same range represents the area of the most home sales. All markets below $350,000 move very quickly in central Berkshire, if the home is properly priced for sale. Alternatively, there is a significant number of homes for sale (66) offered for sale between $350,000 – 3 million, yet only 7 sales this quarter.

Southern Berkshire

There are far more houses listed for sale in southern Berkshire homes priced over $500,000 than there are buyers. In the first quarter of this year, there were 182 homes for sale in that range (down 10 from last year), but only 23 sales (up from 14 last year!). That has driven the absorpotion rate to over 13 months, which is an improvement over 17 months last year. Finding homes for sale in the $200,000-$300,000 continues to be a challenge.

Residential sales soar past previously recorded highs.

Residential Report

Residential single family home sales rose 17% in the first quarter of 2020, with 243 homes sold compared to 207 homes the previous year. This represents a 40% boost in the total dollar value up over $72,000,000. Average sale price for single family homes continues to rise at a rate of 19% with the current residential average selling price at $298,671. All parts of Berkshire County report gains in residential sale for the first quarter of 2020.

1st Quarter	2015	2016	2017	2018	2019	2020
North						
# Sold	33	41	42	36	36	53
% Chg #	0%	24%	2%	-14%	0%	47%
$ Sold	$6,741,250	$6,497,992	$5,479,940	$6,181,588	$6,019,512	$9,325,962
% Chg $	21%	-4%	-16%	13%	-3%	55%
Avg $ale Price	$204,280	$158,488	$130,475	$171,711	$167,209	$175,962
% Chg Avg	21%	-22%	-18%	32%	-3%	5%
Central						
# Sold	81	93	104	89	105	108
% Chg #	-1%	15%	12%	-14%	18%	3%
$ Sold	$14,012,192	$19,387,950	$19,472,616	$19,812,355	$20,543,565	$22,928,278
% Chg $	-22%	38%	0%	2%	4%	12%
Avg $ale Price	$172,990	$208,473	$187,237	$222,611	$195,653	$212,299
% Chg Avg	-21%	21%	-10%	19%	-12%	9%
South						
# Sold	54	81	89	76	66	82
% Chg #	-33%	50%	10%	-15%	-13%	24%
$ Sold	$19,142,975	$29,828,397	$30,542,568	$29,917,273	$25,193,205	$40,322,900
% Chg $	-54%	56%	2%	-2%	-16%	60%
Avg $ale Price	$354,500	$368,252	$343,175	$393,648	$381,715	$491,743
% Chg Avg	-32%	4%	-7%	15%	-3%	29%
Total # Sold	**168**	**215**	**235**	**201**	**207**	**243**
Total % Chg #	**-14%**	**28%**	**9%**	**-14%**	**3%**	**17%**
Total $ Sold	**$39,896,417**	**$55,714,339**	**$55,495,124**	**$55,911,216**	**$51,756,282**	**$72,577,140**
Total % Chg $	**-39%**	**40%**	**0%**	**1%**	**-7%**	**40%**
Total Avg $ale Price	**$237,479**	**$259,136**	**$236,149**	**$278,165**	**$250,030**	**$298,671**
Total % Chg Avg	**-29%**	**9%**	**-9%**	**18%**	**-10%**	**19%**

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Condo prices of units sold in southern Berkshire jump.

Condo Report

In 2018, we saw new developments and existing condo sales rebounding to help fill the gap where residential inventory was lacking. Growth in the condo market stalled for the first quarter of 2019, yet this year sales soared in the dollar volume transacted. This gain, while marginally experienced in central Berkshire, was attributed to the booming condo market for the 1st quarter in southern Berkshire. With over $9 million dollars in sales, southern Berkshire rallies to sales rates experienced in the 2018 market.

1st Quarter	2015	2016	2017	2018	2019	2020
North						
# Sold	1	3	1	3	3	1
% Chg #		200%	-67%	200%	0%	-67%
$ Sold	$109,400	$525,000	$40,000	$672,900	$900,000	$151,500
% Chg $		380%	-92%	1582%	34%	-83%
Avg $ale Price	$109,400	$175,000	$40,000	$224,300	$300,000	$151,500
% Chg Avg		60%	-77%	461%	34%	-50%
Central						
# Sold	5	4	9	9	10	11
% Chg #	-17%	-20%	125%	0%	11%	10%
$ Sold	$904,000	$961,500	$2,168,300	$2,299,400	$1,744,900	$2,565,600
% Chg $	-32%	6%	126%	6%	-24%	47%
Avg $ale Price	$180,800	$240,375	$240,922	$255,489	$174,490	$233,236
% Chg Avg	-18%	33%	0%	6%	-32%	34%
South						
# Sold	5	4	7	12	6	13
% Chg #	-50%	-20%	75%	71%	-50%	117%
$ Sold	$1,055,000	$882,000	$1,507,000	$9,427,750	$1,822,500	$9,003,200
% Chg $	-70%	-16%	71%	526%	-81%	394%
Avg $ale Price	$211,000	$220,500	$215,286	$785,646	$303,750	$692,554
% Chg Avg	-39%	5%	-2%	265%	-61%	128%
Total # Sold	**11**	**11**	**17**	**24**	**19**	**25**
Total % Chg #	**-31%**	**0%**	**55%**	**41%**	**-21%**	**32%**
Total $ Sold	**$2,068,400**	**$2,368,500**	**$3,715,300**	**$12,400,050**	**$4,467,400**	**$11,720,300**
Total % Chg $	**-57%**	**15%**	**57%**	**234%**	**-64%**	**162%**
Total Avg $ale Price	**$188,036**	**$215,318**	**$218,547**	**$516,669**	**$235,126**	**$468,812**
Total % Chg Avg	**-37%**	**15%**	**1%**	**136%**	**-54%**	**99%**

With a countywide decline, multifamily sales remain strong in central Berkshire

Multifamily Report

After a banner year last year, multifamily sales have retracted slightly in the 1st quarter of 2020. While overall sales were 4 less than last year, it represented a decrease in $ one million dollars countywide in multifamily sales. That said, central Berkshire, especially the Pittsfield market, remains strong, with significant gains over the previous periods.

1st Quarter	2015	2016	2017	2018	2019	2020
North						
# Sold	7	8	9	15	18	9
% Chg #	-46%	14%	13%	67%	20%	-50%
$ Sold	$583,400	$557,600	$621,900	$1,185,500	$1,678,339	$1,197,100
% Chg $	-41%	-4%	12%	91%	42%	-29%
Avg $ale Price	$83,343	$69,700	$69,100	$79,033	$93,241	$133,011
% Chg Avg	10%	-16%	-1%	14%	18%	43%
Central						
# Sold	12	18	17	16	19	25
% Chg #	20%	50%	-6%	-6%	19%	32%
$ Sold	$1,494,300	$1,795,110	$1,602,950	$1,838,900	$2,547,800	$3,333,700
% Chg $	21%	20%	-11%	15%	39%	31%
Avg $ale Price	$124,525	$99,728	$94,291	$114,931	$134,095	$133,348
% Chg Avg	1%	-20%	-5%	22%	17%	-1%
South						
# Sold	1	2	2	5	3	2
% Chg #	-67%	100%	0%	150%	-40%	-33%
$ Sold	$280,000	$268,900	$464,444	$1,116,000	$1,703,000	$461,500
% Chg $	-35%	-4%	73%	140%	53%	-73%
Avg $ale Price	$280,000	$134,450	$232,222	$223,200	$567,667	$230,750
% Chg Avg	94%	-52%	73%	-4%	154%	-59%
Total # Sold	**20**	**28**	**28**	**36**	**40**	**36**
Total % Chg #	**-23%**	**40%**	**0%**	**29%**	**11%**	**-10%**
Total $ Sold	**$2,357,700**	**$2,621,610**	**$2,689,294**	**$4,140,400**	**$5,929,139**	**$4,992,300**
Total % Chg $	**-11%**	**11%**	**3%**	**54%**	**43%**	**-16%**
Total Avg $ale Price	**$117,885**	**$93,629**	**$96,046**	**$115,011**	**$148,228**	**$138,675**
Total % Chg Avg	**15%**	**-21%**	**3%**	**20%**	**29%**	**-6%**

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Land sales lag countywide, with slight bump in southern Berkshire

Land Report

In the first quarter of 2019, land sales fell compared to previous years, and this year we were not able to regain momentum. With the exact same number of parcels sold and a slight decrease in the price paid for those parcels, land sales continue to reflect the stagnant new building market. With only 18 sales countywide, the market is considerably lower than our peak, when we transacted 59 parcels in the first quarter of 2003. With inventory retracting, we continue to hope that building may begin, and land sales also start to increase.

1st Quarter	2015	2016	2017	2018	2019	2020
North						
# Sold	4	5	4	4	2	2
% Chg #	-33%	25%	-20%	0%	-50%	0%
$ Sold	$202,500	$252,650	$287,000	$54,500	$125,000	$30,000
% Chg $	-41%	25%	14%	-81%	129%	-76%
Avg $ale Price	$50,625	$50,530	$71,750	$13,625	$62,500	$15,000
% Chg Avg	-12%	0%	42%	-81%	359%	-76%
Central						
# Sold	7	2	5	6	6	5
% Chg #	40%	-71%	150%	20%	0%	-17%
$ Sold	$294,500	$198,000	$234,300	$292,500	$642,400	$490,250
% Chg $	-49%	-33%	18%	25%	120%	-24%
Avg $ale Price	$42,071	$99,000	$46,860	$48,750	$107,067	$98,050
% Chg Avg	-64%	135%	-53%	4%	120%	-8%
South						
# Sold	5	13	12	18	10	11
% Chg #	-69%	160%	-8%	50%	-44%	10%
$ Sold	$1,357,275	$1,471,000	$1,020,000	$1,596,550	$1,301,750	$1,355,750
% Chg $	-2%	8%	-31%	57%	-18%	4%
Avg $ale Price	$271,455	$113,154	$85,000	$88,697	$130,175	$123,250
% Chg Avg	212%	-58%	-25%	4%	47%	-5%
Total # Sold	**16**	**20**	**21**	**28**	**18**	**18**
Total % Chg #	**-41%**	**25%**	**5%**	**33%**	**-36%**	**0%**
Total $ Sold	**$1,854,275**	**$1,921,650**	**$1,541,300**	**$1,943,550**	**$2,069,150**	**$1,876,000**
Total % Chg $	**-20%**	**4%**	**-20%**	**26%**	**6%**	**-9%**
Total Avg $ale Price	**$115,892**	**$96,083**	**$73,395**	**$69,413**	**$114,953**	**$104,222**
Total % Chg Avg	**35%**	**-17%**	**-24%**	**-5%**	**66%**	**-9%**

Commercial sales soar in central and southern Berkshire

Commercial Report

Commercial sale rose considerably in the first quarter of 2020 with 8 more commercial buildings transacted and $4 million dollars more in sales, for a total of over $8 million. This is the highest year since the peak twelve years ago in 2008. While northern Berkshire was stable, the large growth is attributed to the central Berkshire and southern Berkshire commercial markets.

1st Quarter	2015	2016	2017	2018	2019	2020
North						
# Sold	1	2	3	2	3	3
% Chg #		100%	50%	-33%	50%	0%
$ Sold	$225,000	$458,000	$1,320,000	$180,000	$831,240	$204,500
% Chg $		104%	188%	-86%	362%	-75%
Avg $ale Price	$225,000	$229,000	$440,000	$90,000	$277,080	$68,167
% Chg Avg		2%	92%	-80%	208%	-75%
Central						
# Sold	2	4	5	4	2	6
% Chg #		100%	25%	-20%	-50%	200%
$ Sold	$455,000	$691,250	$1,704,900	$3,555,000	$425,000	$3,809,900
% Chg $		52%	147%	109%	-88%	796%
Avg $ale Price	$227,500	$172,813	$340,980	$888,750	$212,500	$634,983
% Chg Avg		-24%	97%	161%	-76%	199%
South						
# Sold	1	4	5	4	5	9
% Chg #	0%	300%	25%	-20%	25%	80%
$ Sold	$575,000	$1,570,000	$1,688,500	$2,322,500	$2,915,000	$4,154,000
% Chg $	28%	173%	8%	38%	26%	43%
Avg $ale Price	$575,000	$392,500	$337,700	$580,625	$583,000	$461,556
% Chg Avg	28%	-32%	-14%	72%	0%	-21%
Total # Sold	**4**	**10**	**13**	**10**	**10**	**18**
Total % Chg #	**300%**	**150%**	**30%**	**-23%**	**0%**	**80%**
Total $ Sold	**$1,255,000**	**$2,719,250**	**$4,713,400**	**$6,057,500**	**$4,171,240**	**$8,168,400**
Total % Chg $	**179%**	**117%**	**73%**	**29%**	**-31%**	**96%**
Total Avg $ale Price	**$313,750**	**$271,925**	**$362,569**	**$605,750**	**$417,124**	**$453,800**
Total % Chg Avg	**-30%**	**-13%**	**33%**	**67%**	**-31%**	**9%**

Berkshire REALTORS®
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1st Quarter NORTH County Sales Overview

Overall, 10% increase in # sold, 14% increase in $ sold and 4% increase in average selling price.

1st Quarter	2015	2016	2017	2018	2019	2020
Residential						
# Sold	33	41	42	36	36	53
% Chg #	0%	24%	2%	-14%	0%	47%
$ Sold	$6,741,250	$6,497,992	$5,479,940	$6,181,588	$6,019,512	$9,325,962
% Chg $	21%	-4%	-16%	13%	-3%	55%
Avg $ale Price	$204,280	$158,488	$130,475	$171,711	$167,209	$175,962
% Chg Avg	21%	-22%	-18%	32%	-3%	5%
Condominium						
# Sold	1	3	1	3	3	1
% Chg #		200%	-67%	200%	0%	-67%
$ Sold	$109,400	$525,000	$40,000	$672,900	$900,000	$151,500
% Chg $		380%	-92%	1582%	34%	-83%
Avg $ale Price	$109,400	$175,000	$40,000	$224,300	$300,000	$151,500
% Chg Avg		60%	-77%	461%	34%	-50%
MultiFamily						
# Sold	7	8	9	15	18	9
% Chg #	-46%	14%	13%	67%	20%	-50%
$ Sold	$583,400	$557,600	$621,900	$1,185,500	$1,678,339	$1,197,100
% Chg $	-41%	-4%	12%	91%	42%	-29%
Avg $ale Price	$83,343	$69,700	$69,100	$79,033	$93,241	$133,011
% Chg Avg	10%	-16%	-1%	14%	18%	43%
Commercial						
# Sold	1	2	3	2	3	3
% Chg #		100%	50%	-33%	50%	0%
$ Sold	$225,000	$458,000	$1,320,000	$180,000	$831,240	$204,500
% Chg $		104%	188%	-86%	362%	-75%
Avg $ale Price	$225,000	$229,000	$440,000	$90,000	$277,080	$68,167
% Chg Avg		2%	92%	-80%	208%	-75%
Land						
# Sold	4	5	4	4	2	2
% Chg #	-33%	25%	-20%	0%	-50%	0%
$ Sold	$202,500	$252,650	$287,000	$54,500	$125,000	$30,000
% Chg $	-41%	25%	14%	-81%	129%	-76%
Avg $ale Price	$50,625	$50,530	$71,750	$13,625	$62,500	$15,000
% Chg Avg	-12%	0%	42%	-81%	359%	-76%

North County Residential Sales: BY Town

(towns with under 2 sales not shown in breakout, included in total)

1st Quarter	2015	2016	2017	2018	2019	2020
Adams						
# Sold	11	9	18	12	16	9
% Chg #	-15%	-18%	100%	-33%	33%	-44%
$ Sold	$1,581,600	$1,014,000	$2,404,400	$1,866,288	$2,035,190	$1,234,300
% Chg $	16%	-36%	137%	-22%	9%	-39%
Avg $ale Price	$143,782	$112,667	$133,578	$155,524	$127,199	$137,144
% Chg Avg	37%	-22%	19%	16%	-18%	8%
Clarksburg						
# Sold	1	4	2	3	1	4
% Chg #	-50%	300%	-50%	50%	-67%	300%
$ Sold	$134,000	$452,500	$270,000	$338,000	$19,900	$768,000
% Chg $	-38%	238%	-40%	25%	-94%	3759%
Avg $ale Price	$134,000	$113,125	$135,000	$112,667	$19,900	$192,000
% Chg Avg	25%	-16%	19%	-17%	-82%	865%
North Adams						
# Sold	9	19	15	13	11	29
% Chg #	-25%	111%	-21%	-13%	-15%	164%
$ Sold	$975,550	$1,805,950	$1,386,600	$1,868,300	$1,490,200	$3,444,012
% Chg $	-28%	85%	-23%	35%	-20%	131%
Avg $ale Price	$108,394	$95,050	$92,440	$143,715	$135,473	$118,759
% Chg Avg	-3%	-12%	-3%	55%	-6%	-12%
Williamstown						
# Sold	10	7	7	5	8	7
% Chg #	100%	-30%	0%	-29%	60%	-13%
$ Sold	$3,804,600	$2,682,542	$1,418,940	$1,472,400	$2,474,222	$3,315,650
% Chg $	56%	-29%	-47%	4%	68%	34%
Avg $ale Price	$380,460	$383,220	$202,706	$294,480	$309,278	$473,664
% Chg Avg	-22%	1%	-47%	45%	5%	53%
Total # Sold	**33**	**41**	**42**	**36**	**36**	**53**
Total % Chg #	**0%**	**24%**	**2%**	**-14%**	**0%**	**47%**
Total $ Sold	**$6,741,250**	**$6,497,992**	**$5,479,940**	**$6,181,588**	**$6,019,512**	**$9,325,962**
Total % Chg $	**21%**	**-4%**	**-16%**	**13%**	**-3%**	**55%**
Total Avg $ale Price	**$204,280**	**$158,488**	**$130,475**	**$171,711**	**$167,209**	**$175,962**
Total % Chg Avg	**21%**	**-22%**	**-18%**	**32%**	**-3%**	**5%**

Berkshire REALTORS®
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1st Quarter CENTRAL County Sales Overview

Overall, 9% increase in # sold, 28% increase in $ sold and 17% increase in average selling price.

1st Quarter	2015	2016	2017	2018	2019	2020
Residential						
# Sold	81	93	104	89	105	108
% Chg #	-1%	15%	12%	-14%	18%	3%
$ Sold	$14,012,192	$19,387,950	$19,472,616	$19,812,355	$20,543,565	$22,928,278
% Chg $	-22%	38%	0%	2%	4%	12%
Avg $ale Price	$172,990	$208,473	$187,237	$222,611	$195,653	$212,299
% Chg Avg	-21%	21%	-10%	19%	-12%	9%
Condominium						
# Sold	5	4	9	9	10	11
% Chg #	-17%	-20%	125%	0%	11%	10%
$ Sold	$904,000	$961,500	$2,168,300	$2,299,400	$1,744,900	$2,565,600
% Chg $	-32%	6%	126%	6%	-24%	47%
Avg $ale Price	$180,800	$240,375	$240,922	$255,489	$174,490	$233,236
% Chg Avg	-18%	33%	0%	6%	-32%	34%
MultiFamily						
# Sold	12	18	17	16	19	25
% Chg #	20%	50%	-6%	-6%	19%	32%
$ Sold	$1,494,300	$1,795,110	$1,602,950	$1,838,900	$2,547,800	$3,333,700
% Chg $	21%	20%	-11%	15%	39%	31%
Avg $ale Price	$124,525	$99,728	$94,291	$114,931	$134,095	$133,348
% Chg Avg	1%	-20%	-5%	22%	17%	-1%
Commercial						
# Sold	2	4	5	4	2	6
% Chg #		100%	25%	-20%	-50%	200%
$ Sold	$455,000	$691,250	$1,704,900	$3,555,000	$425,000	$3,809,900
% Chg $		52%	147%	109%	-88%	796%
Avg $ale Price	$227,500	$172,813	$340,980	$888,750	$212,500	$634,983
% Chg Avg		-24%	97%	161%	-76%	199%
Land						
# Sold	7	2	5	6	6	5
% Chg #	40%	-71%	150%	20%	0%	-17%
$ Sold	$294,500	$198,000	$234,300	$292,500	$642,400	$490,250
% Chg $	-49%	-33%	18%	25%	120%	-24%
Avg $ale Price	$42,071	$99,000	$46,860	$48,750	$107,067	$98,050
% Chg Avg	-64%	135%	-53%	4%	120%	-8%

Central County Residential Sales: Town

(towns with under 1 sale not shown in breakout)

1st Quarter	2015	2016	2017	2018	2019	2020
Cheshire						
# Sold	4	4	3	6	1	3
% Chg #	33%	0%	-25%	100%	-83%	200%
$ Sold	$392,500	$777,000	$389,200	$1,266,100	$180,000	$204,623
% Chg $	-29%	98%	-50%	225%	-86%	14%
Avg $ale Price	$98,125	$194,250	$129,733	$211,017	$180,000	$68,208
% Chg Avg	-47%	98%	-33%	63%	-15%	-62%
Dalton						
# Sold	12	10	8	10	16	15
% Chg #	33%	-17%	-20%	25%	60%	-6%
$ Sold	$2,108,992	$1,653,100	$1,523,350	$2,390,900	$2,988,250	$3,416,200
% Chg $	28%	-22%	-8%	57%	25%	14%
Avg $ale Price	$175,749	$165,310	$190,419	$239,090	$186,766	$227,747
% Chg Avg	-4%	-6%	15%	26%	-22%	22%
Lanesborough						
# Sold	6	5	6	6	3	7
% Chg #	-14%	-17%	20%	0%	-50%	133%
$ Sold	$1,232,000	$691,500	$1,298,900	$1,618,900	$681,200	$1,361,000
% Chg $	-21%	-44%	88%	25%	-58%	100%
Avg $ale Price	$205,333	$138,300	$216,483	$269,817	$227,067	$194,429
% Chg Avg	-8%	-33%	57%	25%	-16%	-14%
Pittsfield						
# Sold	54	60	75	53	71	72
% Chg #	6%	11%	25%	-29%	34%	1%
$ Sold	$9,086,300	$12,227,500	$13,151,047	$8,999,205	$12,633,730	$13,465,455
% Chg $	0%	35%	8%	-32%	40%	7%
Avg $ale Price	$168,265	$203,792	$175,347	$169,796	$177,940	$187,020
% Chg Avg	-6%	21%	-14%	-3%	5%	5%
Richmond						
# Sold		5	5	6	3	8
% Chg #			0%	20%	-50%	167%
$ Sold		$1,803,000	$1,918,500	$3,527,750	$1,363,160	$3,883,500
% Chg $			6%	84%	-61%	185%
Avg $ale Price		$360,600	$383,700	$587,958	$454,387	$485,438
% Chg Avg			6%	53%	-23%	7%

Berkshire REALTORS®
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1st Quarter SOUTH County Sales Overview

Overall, 30% increase in # sold, 68% increase in $ sold and 29% increase in average selling price.

1st Quarter	2015	2016	2017	2018	2019	2020
Residential						
# Sold	54	81	89	76	66	82
% Chg #	-33%	50%	10%	-15%	-13%	24%
$ Sold	$19,142,975	$29,828,397	$30,542,568	$29,917,273	$25,193,205	$40,322,900
% Chg $	-54%	56%	2%	-2%	-16%	60%
Avg $ale Price	$354,500	$368,252	$343,175	$393,648	$381,715	$491,743
% Chg Avg	-32%	4%	-7%	15%	-3%	29%
Condominium						
# Sold	5	4	7	12	6	13
% Chg #	-50%	-20%	75%	71%	-50%	117%
$ Sold	$1,055,000	$882,000	$1,507,000	$9,427,750	$1,822,500	$9,003,200
% Chg $	-70%	-16%	71%	526%	-81%	394%
Avg $ale Price	$211,000	$220,500	$215,286	$785,646	$303,750	$692,554
% Chg Avg	-39%	5%	-2%	265%	-61%	128%
MultiFamily						
# Sold	1	2	2	5	3	2
% Chg #	-67%	100%	0%	150%	-40%	-33%
$ Sold	$280,000	$268,900	$464,444	$1,116,000	$1,703,000	$461,500
% Chg $	-35%	-4%	73%	140%	53%	-73%
Avg $ale Price	$280,000	$134,450	$232,222	$223,200	$567,667	$230,750
% Chg Avg	94%	-52%	73%	-4%	154%	-59%
Commercial						
# Sold	1	4	5	4	5	9
% Chg #	0%	300%	25%	-20%	25%	80%
$ Sold	$575,000	$1,570,000	$1,688,500	$2,322,500	$2,915,000	$4,154,000
% Chg $	28%	173%	8%	38%	26%	43%
Avg $ale Price	$575,000	$392,500	$337,700	$580,625	$583,000	$461,556
% Chg Avg	28%	-32%	-14%	72%	0%	-21%
Land						
# Sold	5	13	12	18	10	11
% Chg #	-69%	160%	-8%	50%	-44%	10%
$ Sold	$1,357,275	$1,471,000	$1,020,000	$1,596,550	$1,301,750	$1,355,750
% Chg $	-2%	8%	-31%	57%	-18%	4%
Avg $ale Price	$271,455	$113,154	$85,000	$88,697	$130,175	$123,250
% Chg Avg	212%	-58%	-25%	4%	47%	-5%

South County Residential Sales: Town

(towns with under 2 sales not shown in breakout)

1st Quarter	2015	2016	2017	2018	2019	2020
Alford						
# Sold	2	2	2	1	2	3
% Chg #	-33%	0%	0%	-50%	100%	50%
$ Sold	$2,235,000	$1,650,000	$995,000	$460,000	$2,607,500	$1,550,000
% Chg $	117%	-26%	-40%	-54%	467%	-41%
Avg $ale Price	$1,117,500	$825,000	$497,500	$460,000	$1,303,750	$516,667
% Chg Avg	226%	-26%	-40%	-8%	183%	-60%
Becket						
# Sold	5	13	11	10	8	6
% Chg #	0%	160%	-15%	-9%	-20%	-25%
$ Sold	$1,042,500	$3,694,709	$2,684,900	$2,610,750	$1,788,000	$1,721,500
% Chg $	-16%	254%	-27%	-3%	-32%	-4%
Avg $ale Price	$208,500	$284,208	$244,082	$261,075	$223,500	$286,917
% Chg Avg	-16%	36%	-14%	7%	-14%	28%
Great Barrington						
# Sold	11	17	10	12	19	15
% Chg #	0%	55%	-41%	20%	58%	-21%
$ Sold	$3,572,650	$6,067,000	$3,444,600	$6,547,000	$7,554,500	$6,635,000
% Chg $	-2%	70%	-43%	90%	15%	-12%
Avg $ale Price	$324,786	$356,882	$344,460	$545,583	$397,605	$442,333
% Chg Avg	-2%	10%	-3%	58%	-27%	11%
Lee						
# Sold	4	6	7	9	6	7
% Chg #	-67%	50%	17%	29%	-33%	17%
$ Sold	$985,000	$1,415,000	$2,286,900	$2,286,800	$1,428,500	$1,726,500
% Chg $	-72%	44%	62%	0%	-38%	21%
Avg $ale Price	$246,250	$235,833	$326,700	$254,089	$238,083	$246,643
% Chg Avg	-16%	-4%	39%	-22%	-6%	4%
Lenox						
# Sold	7	2	13	1	14	13
% Chg #	-30%	-71%	550%	-92%	1300%	-7%
$ Sold	$2,132,325	$687,750	$4,924,000	$625,000	$5,601,625	$5,793,900
% Chg $	-62%	-68%	616%	-87%	796%	3%
Avg $ale Price	$304,618	$343,875	$378,769	$625,000	$400,116	$445,685
% Chg Avg	-46%	13%	10%	65%	-36%	11%

South County Residential Sales: Town

(towns with under 2 sales not shown in breakout) page 2

1st Quarter	2015	2016	2017	2018	2019	2020
Monterey						
# Sold	1	4	4	5	1	5
% Chg #	-80%	300%	0%	25%	-80%	400%
$ Sold	$1,100,000	$1,708,000	$1,916,118	$1,896,523	$290,000	$3,593,000
% Chg $	-69%	55%	12%	-1%	-85%	1139%
Avg $ale Price	$1,100,000	$427,000	$479,030	$379,305	$290,000	$718,600
% Chg Avg	57%	-61%	12%	-21%	-24%	148%
New Marlborough						
# Sold	6	7	4	7	2	5
% Chg #	100%	17%	-43%	75%	-71%	150%
$ Sold	$1,169,000	$2,117,900	$730,150	$2,590,000	$530,000	$3,247,000
% Chg $	-50%	81%	-66%	255%	-80%	513%
Avg $ale Price	$194,833	$302,557	$182,538	$370,000	$265,000	$649,400
% Chg Avg	-75%	55%	-40%	103%	-28%	145%
Otis						
# Sold	2	1	5	3	3	5
% Chg #	-60%	-50%	400%	-40%	0%	67%
$ Sold	$340,000	$210,000	$868,000	$686,000	$1,200,000	$1,709,500
% Chg $	-83%	-38%	313%	-21%	75%	42%
Avg $ale Price	$170,000	$210,000	$173,600	$228,667	$400,000	$341,900
% Chg Avg	-56%	24%	-17%	32%	75%	-15%
Sheffield						
# Sold	5	8	12	9	5	7
% Chg #	25%	60%	50%	-25%	-44%	40%
$ Sold	$2,383,000	$1,537,000	$5,029,000	$3,227,000	$1,592,900	$4,355,000
% Chg $	46%	-36%	227%	-36%	-51%	173%
Avg $ale Price	$476,600	$192,125	$419,083	$358,556	$318,580	$622,143
% Chg Avg	16%	-60%	118%	-14%	-11%	95%
Stockbridge						
# Sold	5	7	6	8	1	8
% Chg #	-38%	40%	-14%	33%	-88%	700%
$ Sold	$2,579,000	$5,829,200	$1,561,900	$3,950,000	$519,180	$4,589,000
% Chg $	-61%	126%	-73%	153%	-87%	784%
Avg $ale Price	$515,800	$832,743	$260,317	$493,750	$519,180	$573,625
% Chg Avg	-38%	61%	-69%	90%	5%	10%

South County Residential Sales: Town

(towns with under 2 sales not shown in breakout) page 3

1st Quarter	2015	2016	2017	2018	2019	2020
West Stockbridge						
# Sold	2	3	7	1	2	3
% Chg #	100%	50%	133%	-86%	100%	50%
$ Sold	$687,000	$1,395,000	$3,925,500	$350,000	$874,000	$1,376,500
% Chg $	10%	103%	181%	-91%	150%	57%
Avg $ale Price	$343,500	$465,000	$560,786	$350,000	$437,000	$458,833
% Chg Avg	-45%	35%	21%	-38%	25%	5%
Total # Sold	**54**	**81**	**89**	**76**	**66**	**82**
Total % Chg #	**-33%**	**50%**	**10%**	**-15%**	**-13%**	**24%**
Total $ Sold	**$19,142,975**	**$29,828,397**	**$30,542,568**	**$29,917,273**	**$25,193,205**	**$40,322,900**
Total % Chg $	**-54%**	**56%**	**2%**	**-2%**	**-16%**	**60%**
Total Avg $ale Price	**$354,500**	**$368,252**	**$343,175**	**$393,648**	**$381,715**	**$491,743**
Total % Chg Avg	**-32%**	**4%**	**-7%**	**15%**	**-3%**	**29%**

Mortgage Rates:

As of April 30th (the day this report was generated), Freddie Mac reported that the 30-year fixed-rate mortgage dropped to an average of **3.23%**, representing a **decrease** of 10 basis points from the previous week and the lowest level since Freddie Mac began tracking this data starting in 1971. Looking back to the previous year, the same 30-year fixed rate at the same time in 2019 averaged **4.14%.**

Report generated by Sandra J. Carroll, Chief Executive Officer, Berkshire County Board of REALTORS, Inc.
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Data derived from the Berkshire County Multiple Listing Service, Inc. Believed to be accurate but not warranted. Mortgage Rates Taken from FreddieMac historical Rates by Month.

HOUSING MARKET FACT SHEET

Indicator	This Period	Last Period	Year Ago	Latest Release
Mortgage Rates (30-Yr FRM, percent)	3.50	3.65	4.06	26-Mar-20
Homeownership Affordability (index)	168.4	161.7 (r)	154.2	January-20
Rental Affordability (index)	108.9	108.5 (r)	112.3	4th Q 19
Home Prices (indices)				
CoreLogic Case-Shiller (NSA)	218.6	218.7	212.1	January-19
FHFA (SA)	284.4	283.5 (r)	270.4	January-19
CoreLogic - Excluding Distressed Sales (NSA)	208.6 (s)	208.4 (s,r)	201.2 (s)	January-19
Home Sales				
New (thousands, SAAR)	765	800 (r)	669	February-20
Existing (thousands, SAAR)	5,770	5,420 (r)	5,380	February-20
First-Time Buyers (thousands, SAAR)	2,157 (s)	2,053 (s,r)	1,996 (s)	February-20
Distressed Sales (percent, NSA)	4	3	5	January-19
Housing Supply				
New Homes for Sale (thousands, SA)	319	322 (r)	342	February-20
New Homes for Sale - Months' Supply (months, SA)	5.0	4.8 (r)	6.1	February-20
Existing Homes for Sale (thousands, NSA)	1,470	1,400 (r)	1,630	February-20
Existing Homes - Months' Supply (months)	3.1	3.1	3.6	February-20
Vacant Units Held Off Market (thousands)	3,874	4,041	3,784	4th Q 19
Housing Starts				
Total (thousands, SAAR)	1,599	1,624 (r)	1,149	February-20
Single-Family (thousands, SAAR)	1,072	1,005 (r)	792	February-20
Multifamily (thousands, SAAR)	508	612 (r)	352	February-20
Mortgage Originations (thousands)				
Purchase Originations	1,106.8	1,375.3	1,115.4	4th Q 19
Refinance Originations	1,083.5	779.5	430.8	4th Q 19
FHA Mortgage Originations (thousands)				
Refinance Originations	50.2 (p)	40.9 (r)	16.5	February-20
Purchase Originations	50.3 (p)	50.0 (r)	45.9	February-20
Purchases by First-Time Buyers	40.8 (p)	36.4 (r)	37.9	February-20
Mortgage Delinquency Rates (percent)				
Prime	1.8 (s)	1.7 (s)	1.9	February-20
Subprime	16.4 (s)	16.1 (s)	23.6	February-20
FHA	9.0	9.1	8.8	February-20
Seriously Delinquent Mortgages (thousands)				
Prime	185 (s)	188 (r,s)	189	February-20
Subprime	40 (s)	41 (s)	154	February-20
FHA	328	334	333	February-20
Change in Aggregate Home Equity ($ billions)	51.2	-7.0 (r)	298.1	4th Q 19
Underwater Borrowers (thousands)	1,878	1,974 (r)	2,209	4th Q 19
National Homeownership Rate (percent)	65.1	64.8	64.8	4th Q 19
Foreclosure Actions (thousands)				
Foreclosure Starts	27.1	26.2 (r)	29.7	February-20
Foreclosure Completions	10.5	10.4 (r)	11.4	February-20
Short Sales	2.3 (p)	2.6 (r)	2.8	January-20
REO Sales	9.7 (p)	12.1 (r)	15.7	January-20

SA = seasonally adjusted, NSA = not SA, p = preliminary, r = revised, b = brackets include units in process, s = see Additional Notes in Sources and Methodology.