

BERKSHIRES

MASSACHUSETTS

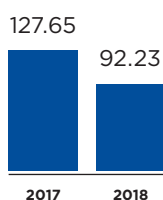
↓ 39.07%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017
\$186,727.35

2018
\$113,771.15

Lee, Adams, Pittsfield, Great Barrington regions

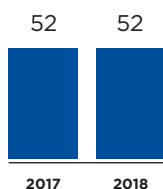
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 27.75%

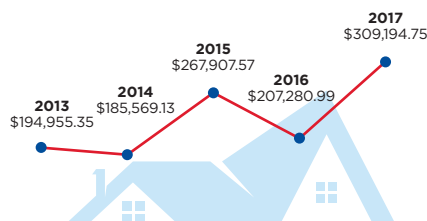
Units sold in Q1:



Units sold in Q1 percent change:

↔ 0.00%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Typical Seller:



**MOVE-UP
SELLERS**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**SELLERS'
MARKET**

Average time sellers
of homes under \$300,000
accepted an offer:

ONE MONTH OR LONGER

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen
- New appliances
- Clean, decluttered home

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Large yard
- Updated kitchen & bath(s)

**TOP UP-AND-COMING
NEIGHBORHOODS:**

N/A

Data and insight provided by RE/MAX INTEGRA, New England. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.

**2018 MARKET
TRENDS REPORT**

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