

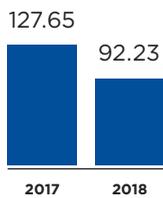
BERKSHIRES

MASSACHUSETTS



Lee, Adams, Pittsfield, Great Barrington regions

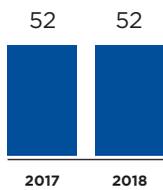
Average days on market for Q1:



Average days on market for Q1 percent change:

↓27.75%

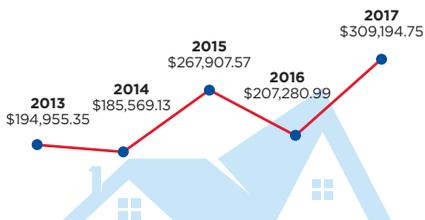
Units sold in Q1:



Units sold in Q1 percent change:

↔0.00%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



BUYERS WITH FAMILIES

Type of Home in Greatest Demand:



SINGLE FAMILY

Typical Seller:



MOVE-UP SELLERS

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

RE/MAX